

BOOM

LOGISTICS

RESOURCES
RENEWABLES
INFRASTRUCTURE
INDUSTRIALS

1H FY25 Results

Ben Pieyre (CEO) | Manny Bikakis (CFO)

ASX: BOL

Investor Presentation
February 2025

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Presenters and agenda



Ben Pieyre
Chief Executive Officer &
Managing Director



Manny Bikakis
Chief Financial
Officer

- 01** 1H FY25 Highlights
- 02** 1H FY25 Operational Update
- 03** 1H FY25 Financial Performance
- 04** FY25 Strategic Outlook & Priorities

Who we are



Boom Logistics is one of Australia's leading providers of complex lifting and project logistics solutions. We provide specialised equipment, engineering services, and workforce solutions to a diversified range of industry projects and we are playing a key role in supporting Australia's critical infrastructure development, renewable energy transition and resource extraction projects. Boom delivers technically innovative outcomes with a focus on safety, customer value, operational efficiency and sustainability.



17 DEPOTS



WORKFORCE SOLUTIONS

800+ staff



ENGINEERING SERVICES



SPECIALISED EQUIPMENT

280 Mobile Cranes (20 – 800t)
40 Travel Towers (18 - 70m)

Scale

- National presence with strategically located depots across Australia
- Operations are supported by 320+ pieces of plant and equipment and 800+ core employees
- Extensive fleet of cranes ranging from 20 – 800 tonnes and travel towers from 18 to 70 meters
- Supporting industries across resources, renewables, infrastructure, and industrials
- Proven capacity to manage large-scale projects, including critical infrastructure, wind farms and utility maintenance



Key 1H FY25 highlights

Revenue

\$131.7m

+2% vs 1H FY24

EBITDA

\$25.4m

+5% vs 1H FY24

NPAT

\$5.0m (Operating)

\$19.0m (Statutory)

vs \$3.8m in 1H
FY24

Contract Wins

\$29m

Primarily Resources
& Renewables

Net Cash Flow

\$8.5m +\$6.9m

Capital Return

\$1.4m +\$1.2m

Op EPS*

12 c +31%

NTA*

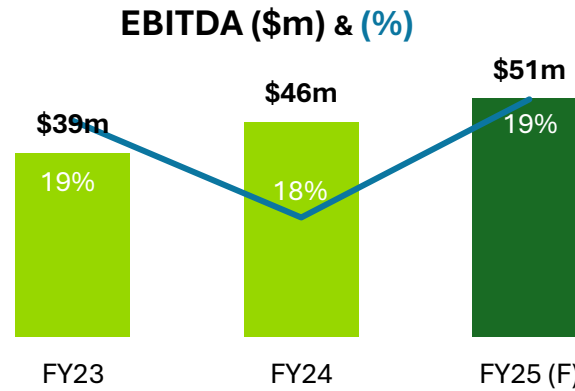
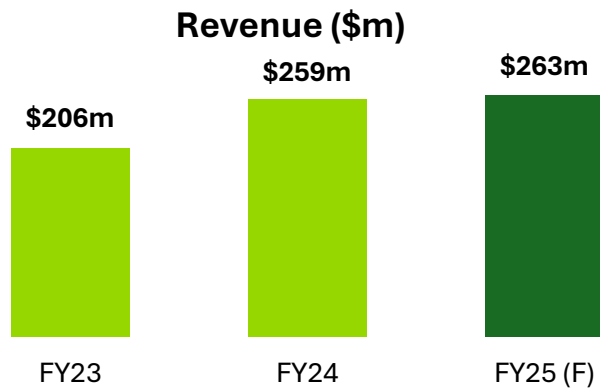
\$2.77 + 4%



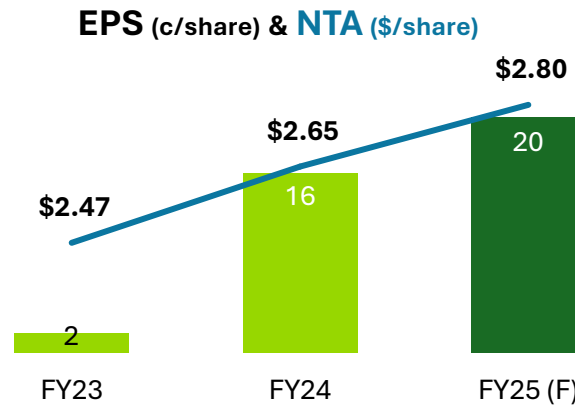
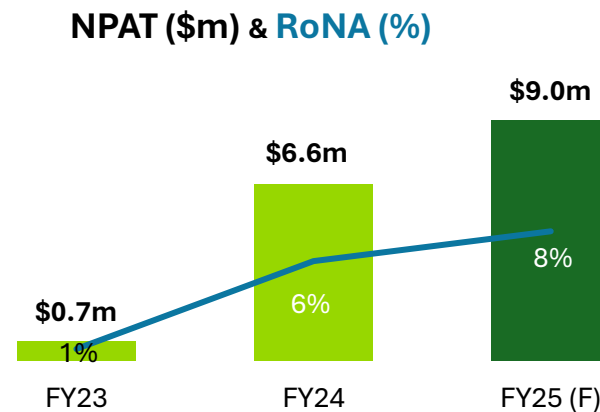
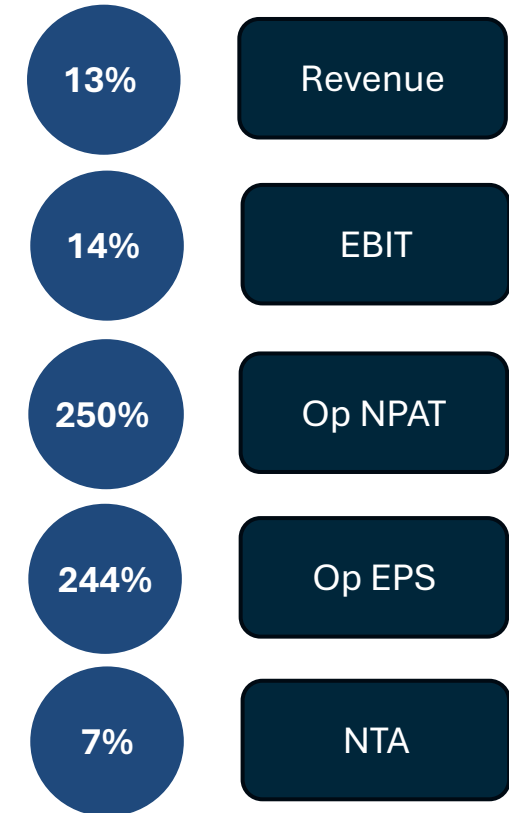
* Operating result post share buyback & 10:1 share consolidation. Excludes deferred tax benefit.

Growth story so far ... full year forecast

Focused on delivering improved returns to shareholders



Compound Annual Growth Rate (CAGR)



Note: FY25 (F) reflects Operating NPAT

Note: Post 10:1 share consolidation. Excl tax benefit

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Boom continues to deliver on its four strategic pillars

Strategy	Strategic Focus	Target / Actuals	Executed in 1H FY25
	Shareholder Value	Strengthen the balance sheet and improve shareholder returns through efficient use of capital and driving operational performance	<ul style="list-style-type: none"> ✓ Delivered: Revenue \$132m, EBITDA \$25m & Op NPAT \$5m ✓ Share Buybacks returned \$1.4m ✓ Net Asset improvement to \$129m (+18%) ✓ Increased debt financing facilities with NAB
	Sector-Focused Profitable Growth	Resources Rev (8%) pcp Renewables Rev +48% pcp Infrastructure Rev (20%) pcp Industrials Rev +18% pcp Total + 2%	<ul style="list-style-type: none"> ✓ Over \$29m in new & renewed contracts ✓ Clarke Creek QLD, Murra-Warra (Squadron) VIC ✓ Snowy II NSW, Alua WA, Cross River Rail QLD ✓ Transmission Towers QLD / NSW
	Asset Regeneration	Investment in right assets for key markets in key locations to maximise efficiency	<ul style="list-style-type: none"> ✓ Asset utilisation of 87% (88% pcp) ✓ Gross Capex: \$14.4m Replacement + \$10.9m Growth ✓ Sale of obsolete assets (\$4.0m). Net Capex \$21.3m ✓ Value weighted average fleet age 6.0 years
	People & HSE	Focus on safety, environment, talent and governance	<ul style="list-style-type: none"> ✓ Labour efficiency at 86% (86% pcp) ✓ No Lost Time Injuries (LTI's) ✓ TRIFR of 5.0 per million hours worked ✓ Significant progress on ESG 3 Year Roadmap

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1H FY25

Operational Performance

Diversified market exposure

Rise in overall revenue driven by diverse exposure in high-growth markets



Resources (8%) vs pcp

Softer resources sector driven by lower mining activity and lower commodity prices



Renewables +48% vs pcp

Focus on sector growth. FY25 includes Clarke Creek wind farm and Murra Warra wind maintenance projects



Infrastructure (20%) vs pcp

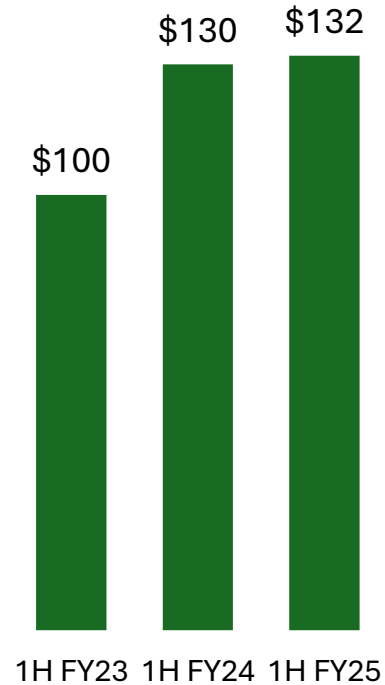
Follows macro reduction in Infrastructure activity



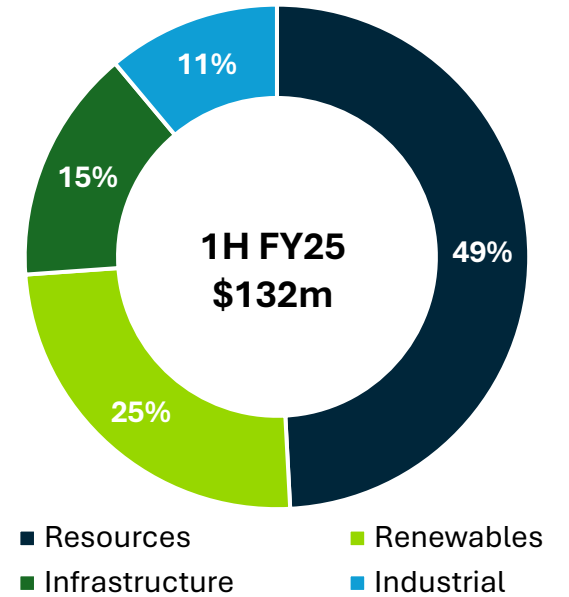
Industrial +18% vs pcp

Driven by growth in Transmission Line projects in QLD and NSW

Revenue \$m



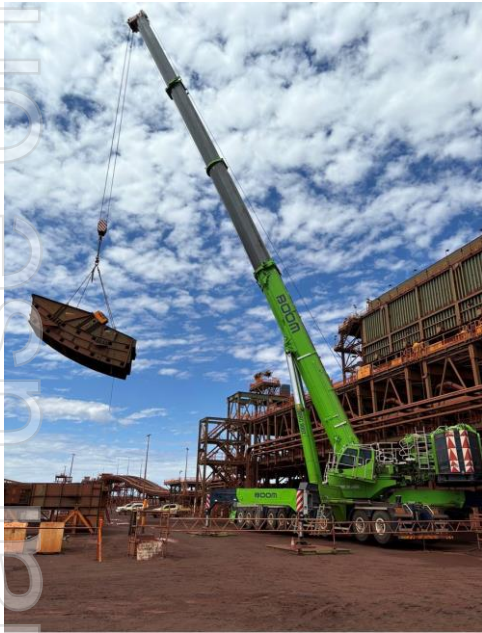
Revenue by Sector %



Key partners & projects

Working with key customers on major projects across all key segments

Resources



Jimblebar Minesite
Newman WA
VS121D Mod Shutdown
800t All Terrain

Renewables



Clarke Creek Wind Farm
Northern QLD
Turbine construction project
250t & 500t All Terrains

Infrastructure



Energy Connect Transmission
Project NSW
700km SA to Wagga Wagga
Cranes 60t to 150t

Industrial



Alkimos Seawater
Desalination Plant WA
Alkimos, Northern Perth
Cranes 150t, 250t & 200t
Crawler

ESG initiatives continue to progress across the business

- No Lost Time Injuries & Total Recordable Injury Frequency of 5.0 per million hours worked
- Boom Logistics' commitment is centered on maintaining a safe and healthy workplace through communication and transparency, by integrating our Life-Saving Rules (LSR), proactive in-field leadership, advanced digital safety software, and ISO 45001 certification
- Completed greenhouse gas emissions assessment for FY24, reinforcing our commitment to assessing and mitigating environmental impact
- Conducted a Materiality Assessment to identify key environmental, social and governance issues, ensuring our focus aligns with key stakeholders and business objectives.
- Enhancing the sustainability of our operations by initiating structured tracking of waste reduction efforts and community relationship-building initiatives
- Ensuring ISO certification adherence to best-practice safety standards



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1H FY25

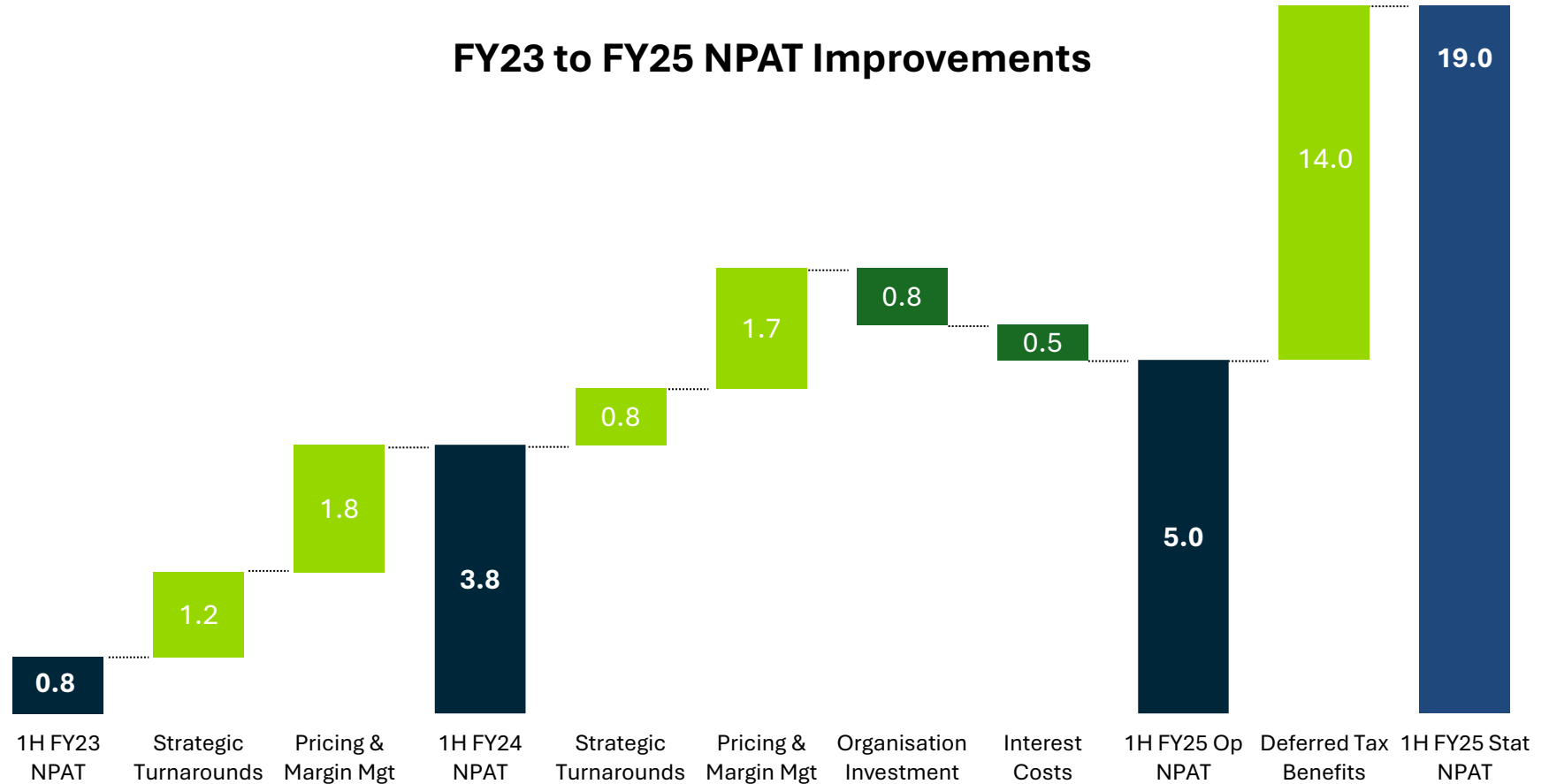
Financial Performance

FY25 continues P&L performance improvement

Boom is driving an improvement in the quality of our earnings

- 1H FY25 Operational NPAT of \$5.0m, up \$1.2m or 32% ahead of FY24
- 1H FY25 Statutory NPAT of \$19.0m includes \$14m of accounting for deferred tax benefits
- Uplift driven through successful execution of strategic initiatives & confidence in future profits
- Continual improvement in the quality of earnings by pursuing pricing & margin opportunities across contracts renewals and driving operational efficiencies

FY23 to FY25 NPAT Improvements



Building balance sheet strength

Asset regeneration to meet customer demand for new technology with improved efficiency, safety & environment features

Balance Sheet @ 31 Dec 2024

- New debt financing facilities of \$150m
 - Tier 1 Banks @ lower rates
 - Facilities +\$10m, providing more flexibility
- Net Debt \$99.7m (66% drawn)
- Gearing Ratio of 43.5% (30th June 2024: 41.4%)
- Net Assets growth to \$129m (inc. \$14m deferred tax asset)

Net Asset Growth (\$m)



Asset Regeneration

- Net Capex **\$21.3m**
 - Replacement: 14.4
 - Growth: 1 0.9
 - Asset disposals: (4.0)
- New fleet is delivering lower downtime, higher labour efficiency and higher asset utilisation

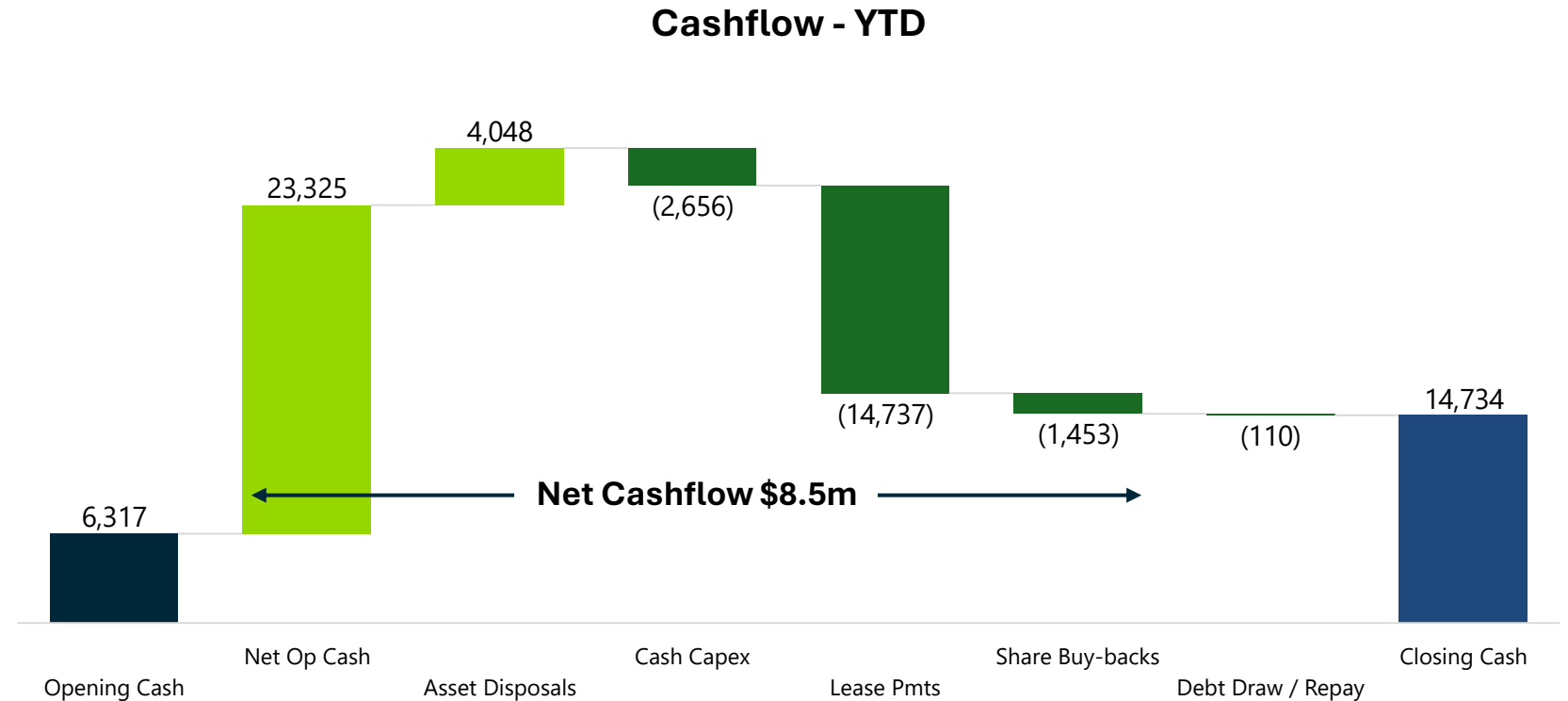
Value Weighted Average Fleet Age (years)



Strong cash flow

Improved Cashflow management delivers cash to bank

- Cash Generated \$27.3m through strong uplift in Cash from operations and Proceeds from disposal of old assets
- Cash utilised (\$18.3) for Lease payments, Capex & Share buy-backs
- 1H FY25 Net Cashflow of **\$8.5m** (Up +\$6.9m vs 1H FY24)
- Cash in Bank as at 31st Dec 2024 was \$14.7m
- Zero debt drawn from working capital facilities







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FY25

Strategic Outlook & Priorities

Strategic execution – FY25 priorities

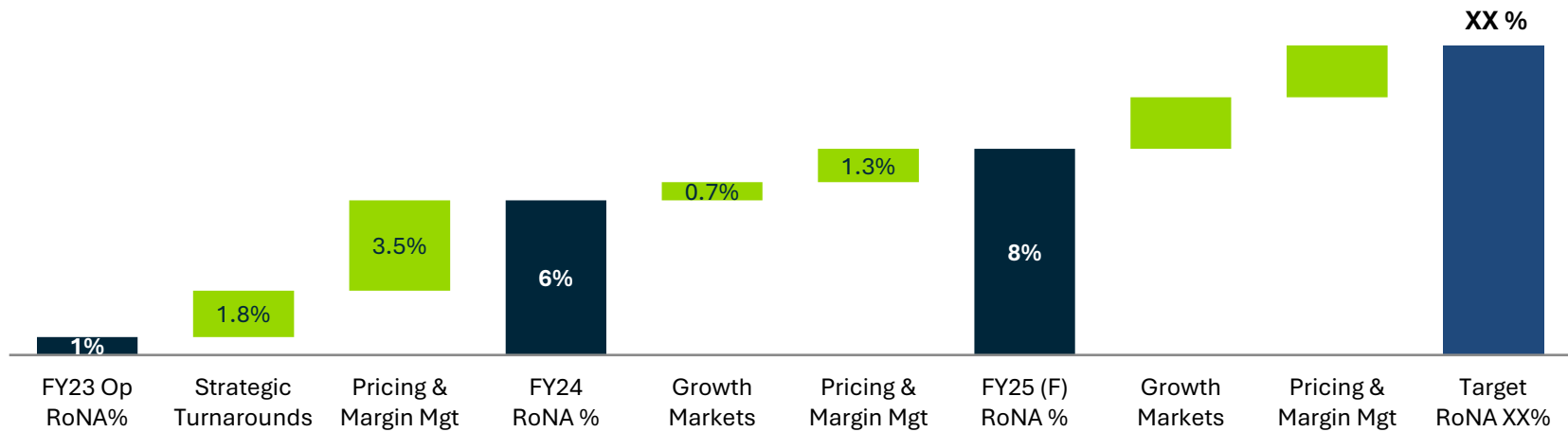
Boom continues to drive profitability and improve shareholder returns

Strategy	Strategic Focus	To be executed in FY25
	Shareholder Value	<ul style="list-style-type: none"> <input type="checkbox"/> Continue to improve RoNA. Deliver: \$263m Revenue, \$51m EBITDA & \$9m Op NPAT (+32%) <input type="checkbox"/> Execute new & renewed contract wins. Convert strong tender activity. <input type="checkbox"/> Drive strategic margin growth <input type="checkbox"/> Continue share buy-back scheme
	Sector-Focused Profitable Growth	<ul style="list-style-type: none"> <input type="checkbox"/> Grow profitable customers in all core sectors <input type="checkbox"/> Focus on Renewables & Transmission line sectors <input type="checkbox"/> Invest in markets where Boom is under-represented in our key sectors <input type="checkbox"/> Position Boom as the crane & logistics partner of choice in our key sectors
	Asset Regeneration	<ul style="list-style-type: none"> <input type="checkbox"/> Invest in key replacement assets to increase competitive advantage <input type="checkbox"/> Invest in growth assets where returns meet benchmark <input type="checkbox"/> Divest older and underutilized fleet over 15 years old <input type="checkbox"/> Ensure Fleet utilisation & charge-out is meeting 85%+
	ESG and People	<ul style="list-style-type: none"> <input type="checkbox"/> Focus on safety (zero harm), environment, talent, governance <input type="checkbox"/> Ensure Labour efficiency & recovery is 85%+ <input type="checkbox"/> Skilled labour force & contractors <input type="checkbox"/> Implement digitisation strategy

Targeting double digit Return on Net Assets (RoNA)

Boom is focused on improving returns to shareholders

Target Return on Net Assets (*double digit* %)



Boom’s strategic initiatives are driving key performance improvements. Boom’s RoNA improvement is being delivered through:

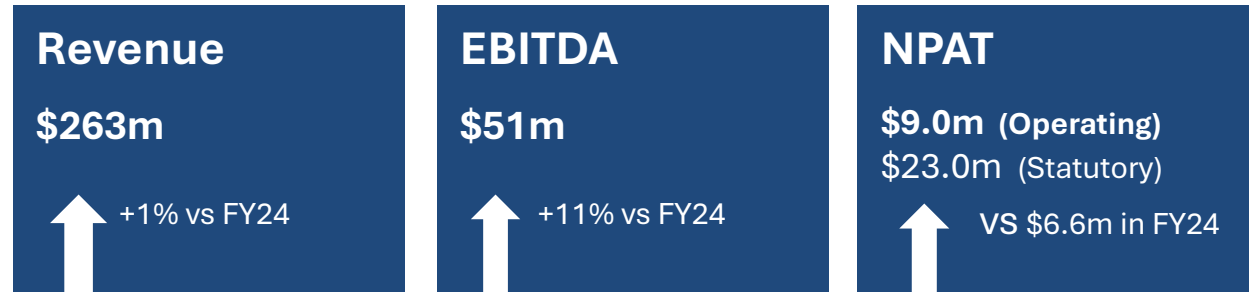
- ✓ The implementation of business turnaround and restructuring efforts
- ✓ Investment in growth assets in key markets such as Renewables
- ✓ Delivering on pricing, efficiency and cost management initiatives



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Investment highlights

- ✓ Full Year Guidance upgraded
- ✓ Experienced board and management team with a track record of delivering strong returns.
- ✓ Strong balance sheet via asset regeneration
- ✓ Diversified exposure to both cyclical and high-growth industry sectors such as renewables, resources, infrastructure and industrials
- ✓ A highly scalable business with national presence, specialised range of lifting equipment and skilled labour enabling bespoke project solutions.
- ✓ Targeting of double digital return on net assets is tracking well with higher returns and a bolstered free cash flow.



Resources



Renewables



Infrastructure



Industrials



FRANNAS

20T – 800T

ALL TERRAINS (INC LATTICE BOOM)



CRAWLER
CRANES



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Appendices – Financials

Profit & Loss

	31-Dec-24 \$'m	31-Dec-23 \$'m	Change \$'m	Change %
Revenue	131.7	129.7	2.0	2%
Operating Costs	(106.2)	(105.4)	(0.8)	(1%)
EBITDA	25.5	24.3	1.2	5%
Depreciation and Amortisation	(17.0)	(17.3)	0.3	2%
EBIT	8.5	7.0	1.5	21%
Profit / (loss) on Sale of Assets	0.3	0.5	(0.2)	
Net Borrowing Costs	(3.8)	(3.7)	(0.1)	(3%)
Operating Net Profit	5.0	3.8	1.2	32%
Income Tax Benefit	14.0	0.0	14.0	
Statutory NPAT	19.0	3.8	15.2	400%

Operating EPS* cents (excludes deferred tax) 12 9

Statutory EPS* cents 45 9

* Like for like comparison, post 10:1 share consolidation



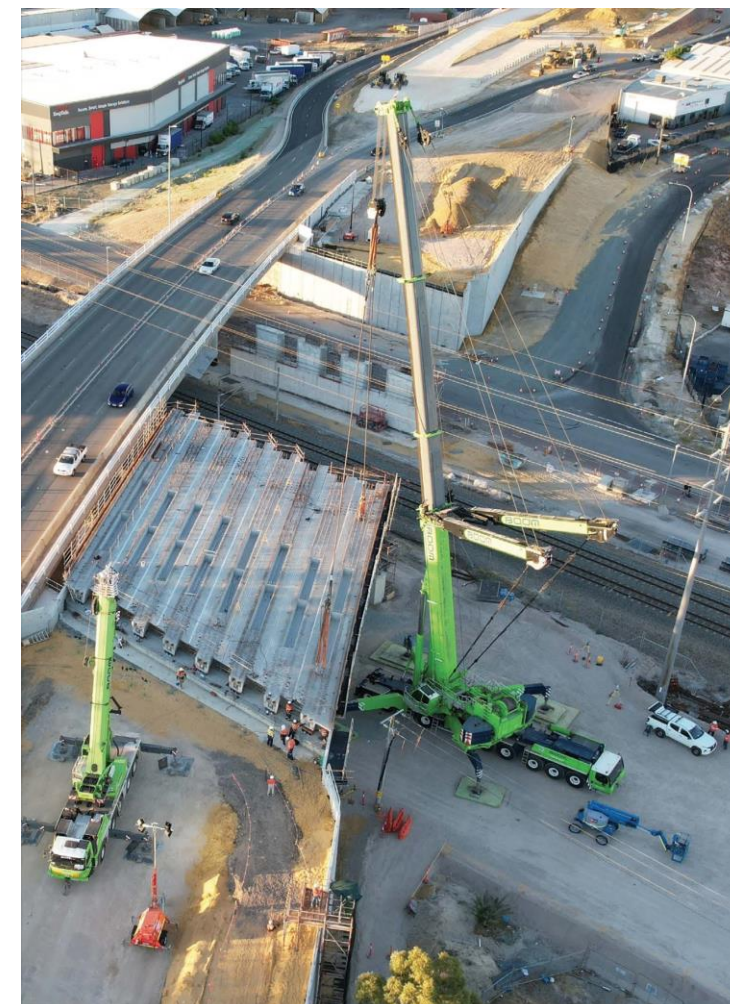
Balance Sheet

Balance Sheet	31-Dec-24	30-Jun-24	Change
	\$'m	\$'m	\$m
Cash	14.7	6.3	8.4
Trade and Other Receivables	43.9	52.3	(8.4)
Assets Held for Sale	3.4	4.0	(0.6)
Other Assets	5.4	3.2	2.2
Property Plant and Equipment	82.1	93.9	(11.8)
Right of Use Asset	111.4	82.9	28.5
Deferred Tax Asset	14.0	0.0	14.0
Total Assets	274.9	242.6	32.3
Payables	16.0	29.2	(13.2)
Borrowings and Finance Leases	82.6	55.8	26.8
Other Lease Liabilities	27.6	25.9	1.7
Employee Provisions	10.2	10.8	(0.6)
Other Liabilities	9.3	9.9	(0.6)
Total Liabilities	145.7	131.6	14.1
Net Assets	129.2	111.0	18.2
Gearing = Net Debt (Debt + BG - Cash) / (Net Debt + Net Assets)	43.5%	41.4%	
NTA* (per share)	\$2.77	\$2.60	

* Like for like comparison, post 10:1 share consolidation



Cash Flow	31-Dec-24 \$'m	31-Dec-23 \$'m	Change \$m
Net cash flows from operating activities	23.3	18.7	4.6
Proceeds from the sale of plant and equipment	4.0	6.4	(2.4)
Total cash generated	27.3	25.1	2.2
Purchase of plant and equipment	(2.7)	(8.2)	5.5
Payment for finance & operating leases	(14.7)	(15.0)	0.3
Payments for shares bought back	(1.4)	(0.2)	(1.2)
Total cash applied	(18.8)	(23.4)	4.6
Net cash	8.5	1.7	6.8
Net drawdown / (repayment) of borrowings	(0.1)	(1.7)	1.6
Net funding	(0.1)	(1.7)	1.6
Net increase / (decrease) in cash	8.4	0.0	8.4
Cash at the beginning of the period	6.3	2.4	3.9
Cash at the end of the period	14.7	2.4	12.3



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