

National Hire

National Hire Group Limited
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Matraville NSW 2036
A.B.N 61 076 688 938

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10 August 2004

**National Hire Services
include:**

National Hire Tools &
Equipment
National Hire Portaloo
National Hire Site Shed
National Hire HiLift
National Hire Pumps

ASX Online
Australian Stock Exchange Limited
20 Bridge Street
Sydney NSW 2000

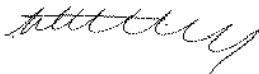
National Hire Group Limited (ASX Code: NHR)

Release by E-lodge

Investor Presentation August 2004

The Company wishes to release to the market the following Investor Presentation that will be made today.

Yours sincerely,



Stephen Donnelley
Managing Director
0418 266 844

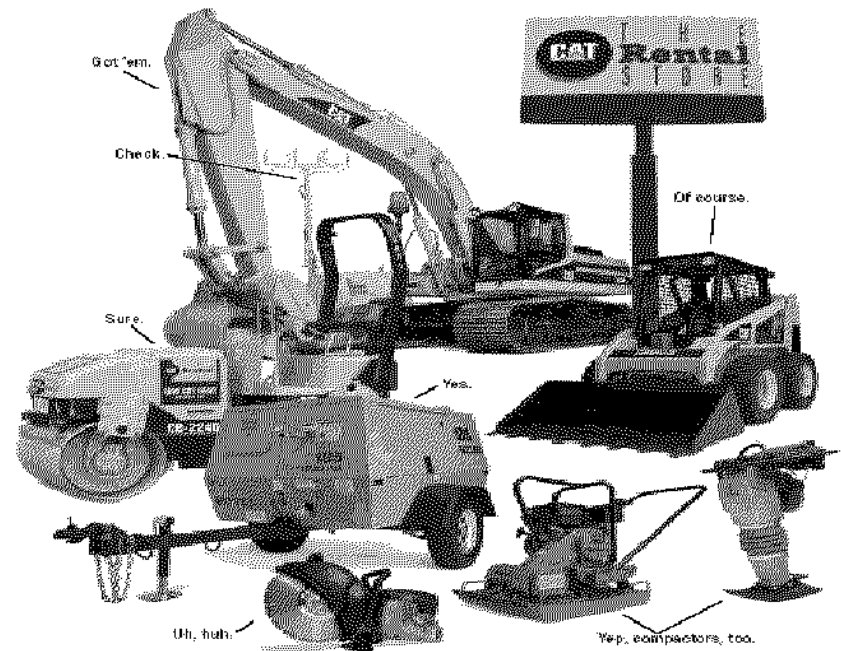
National Hire

To be the leading provider of innovative equipment management and service solutions in the Australian hire and rental industry.

Investor Presentation

2003 - 2004 Full Year Results

Stephen Donnelley, Managing Director
10 August, 2004



Introduction

National Hire at a Glance

- National Hire operates in the \$2.6bn Australian equipment hire Industry
(source: ABS 8567.0)
- Extensive range of equipment
- Operates from 22 locations in Sydney, Illawarra, Melbourne and Brisbane
- 76% of customers are from the wholesale sector
- Customers are principally involved in the construction (44%) and industrial services (22%)
- Main competitors are market leaders Coates Hire and Kennards
- In NSW, National Hire operates under the “National Hire The Cat Rental Store” brand
- WesTrac (Kerry Stokes) 60%, Stirhill (Stephen Donnelley) 12%

Highlights

- \$6.3m Rights Issue
- \$25.0m WesTrac investment
- The Cat Rental Store for NSW/ACT re-branding completed for existing NSW stores
- The Cat Rental Store Growth Plan developed
- Ready Hire acquisition – 3 branches in SE QLD
- Equipment-Quality and Range

Results Overview

- Revenue
 - Up 13.5%
 - Same store revenue up 10.8%
 - Continuing strong demand/drought impact
- Margin improvement
- Profit impacted by \$647k significant items and sub-hire
- Interest bearing debt
 - Further reduced by \$3.2m to \$12.5m as at June 30
 - Cash at bank \$22m
- Capital expenditure for 2003-04
 - \$11m

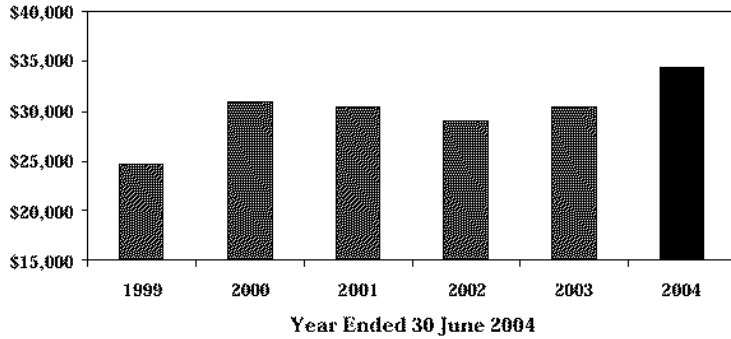
Financial Summary

Summary Statements of Financial Performance							Change on Previous Period	
For years ending \$'000	1999	2000	2001	2002	2003	2004	Amount Change	% Change
Revenue	24,667	30,874	30,461	28,989	30,395	34,495	4,100	13.5%
EBITDA before significant items	5,262	7,216	5,484	5,221	5,765	6,942	1,177	20.4%
EBIT before significant items	3,146	4,245	1,859	1,315	2,045	2,850	805	39.4%
Significant items	(99)	(194)		(1,192)	(411)	(647)	(236)	57.4%
Operating profit (loss) before tax	2,248	2,882	188	(1,434)	111	1,443	1,332	1200.0%
Operating profit (loss) after tax	1,415	1,790	109	(894)	88	871	783	889.8%

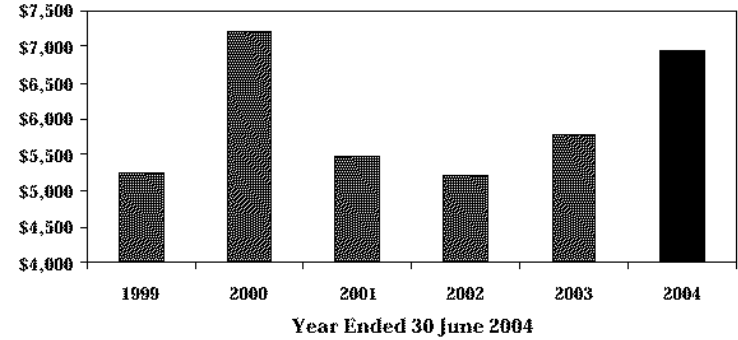
Financial Review

Improvement Continues

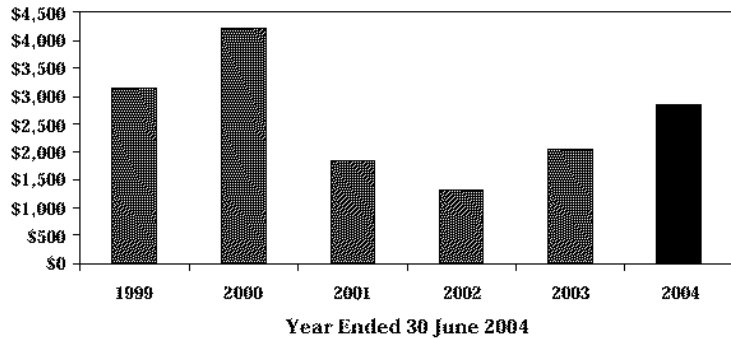
Revenue



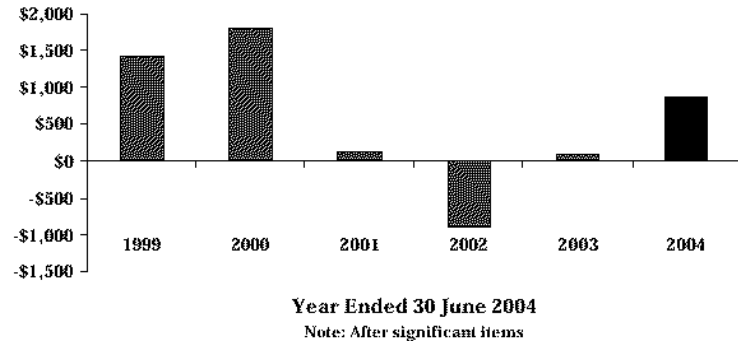
EBITDA before significant items



EBIT before significant items

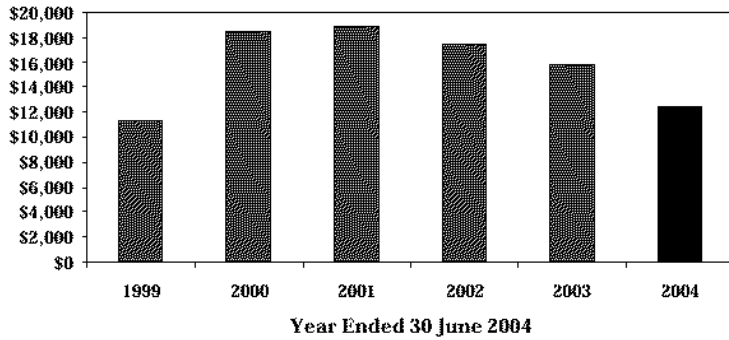


NPAT

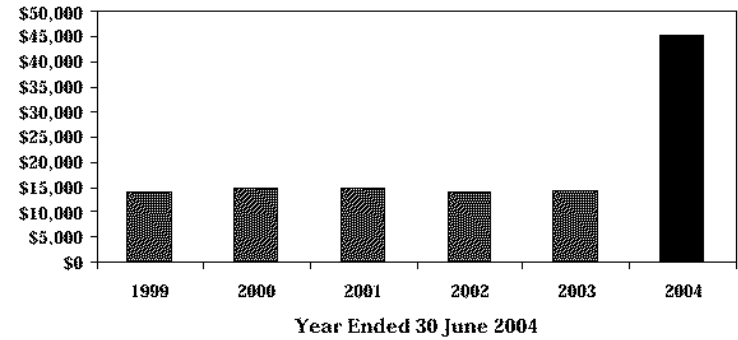


Financial Review (cont'd)

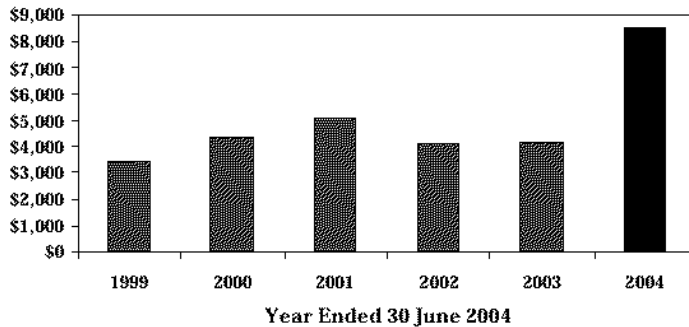
Interest Bearing Liabilities



Net Assets



Net cash inflows from operating activities



Focus and Strategy

- Growth
 - The Cat Rental Store rollout
 - Scale and volume

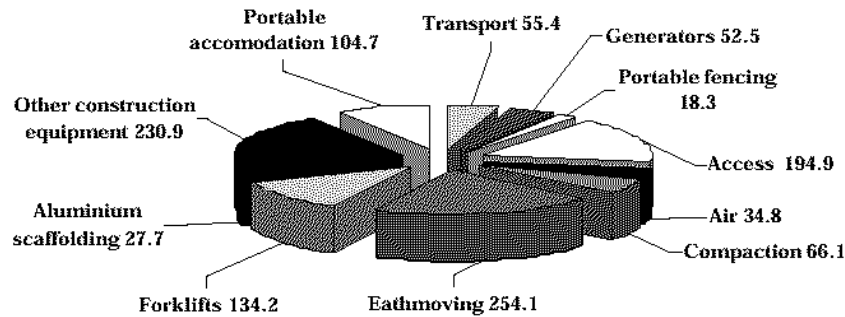
- Customer delivery
 - Equipment and distribution
 - Knowledge and service

- Safety
 - Internal compliance
 - Customer solutions

- Profit and returns
 - Scale
 - Synergy

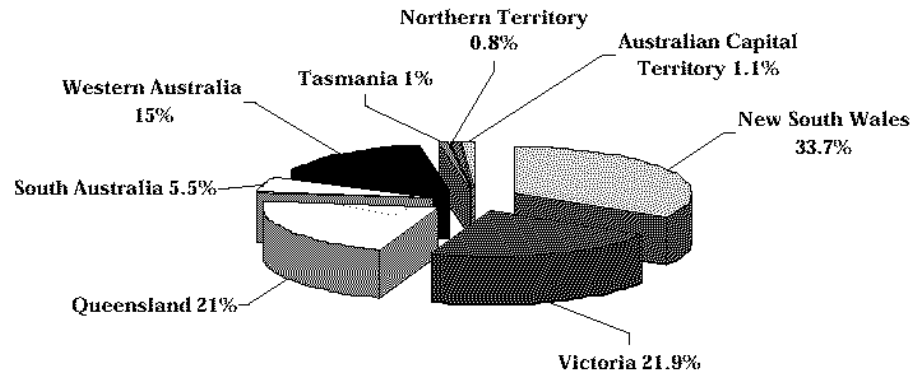
Market

Industry Revenue \$m



Source: Hire Services ABS 8567.0
Identifies primary segments only

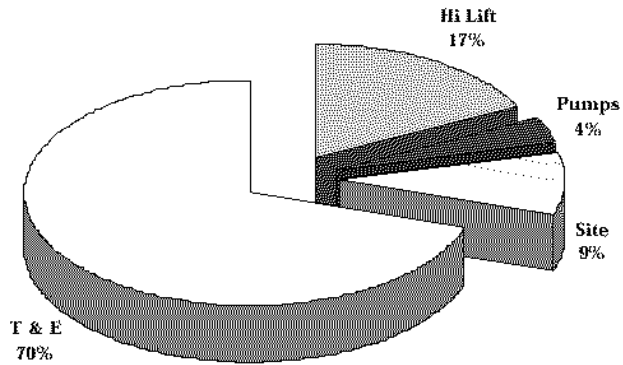
Industry Revenue by State % Share



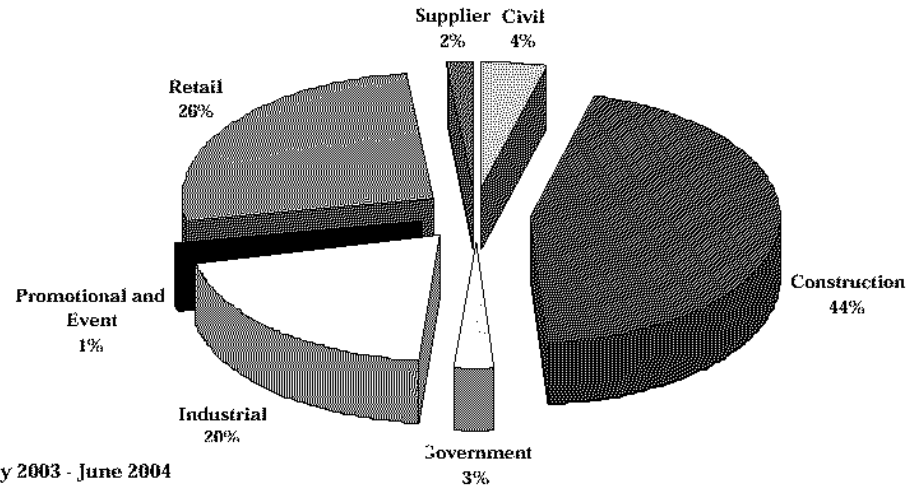
Source: Hire Services ABS 8567.0

Market (cont'd)

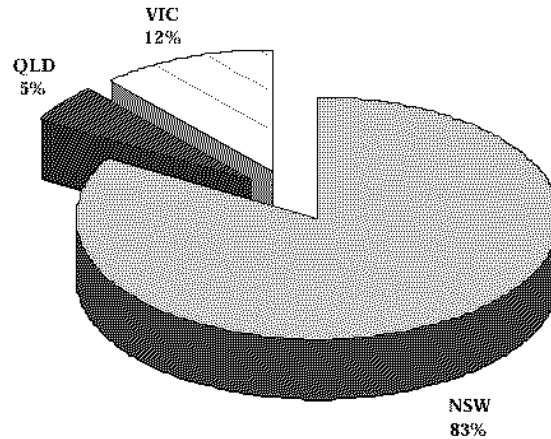
% Sales By Division YTD July 2003 - June 2004



% Sales By Market Segment YTD July 2003 - June 2004



% Sales By State YTD July 2003 - June 2004



Outlook

- Position in cycle
 - Strong now
 - Preparation for continued growth and profitability through current cycle and next down cycle
- Timing of store rollouts to deliver best returns
- Continued financial performance improvement

Key Projects

- Pacific Highway Upgrade (NSW) - \$167M
- Westlink M7 (NSW) - \$500M
- Cross City Tunnel (NSW) - \$136M
- Windsor Rd (NSW) - \$70M
- Lane Cove Tunnel (NSW) - \$183M
- Epping Chatswood Rail Link (NSW) - \$316M
- Westpoint Shopping Centre (NSW) - \$100M
- Rolleston Thermal Coal Mine (QLD) - \$150M
- Blackwater Coal Mine (QLD) - \$157M
- Aldoga Aluminium Smelter (QLD) - \$667M
- Brisbane Nth-Sth Bypass Tunnel - \$1100M – (to confirm start date)
- M4 East (NSW) - \$500M – (to confirm start date)

Building Construction

AUSTRALIA
 TOTAL BUILDING
 VALUE OF COMMENCEMENTS IN 1999/2000 CHAIN VOLUME MEASURES (\$M)

CHART 7.1

