



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

**Telephone: (02) 9582 7922**  
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**National Hire Services include:**  
National Hire Tools & Equipment  
National Hire Portaloo  
National Hire Site Shed  
National Hire HiLift  
National Hire Pumps

31 March 2004

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

Release by E-Lodge

The following presentation will be made by Stephen Donnelley, the Company's Managing Director at the Citigroup Smith Barney Emerging Growth Conference being held today.

▪ **Presentation**

Yours sincerely,

A handwritten signature in black ink, appearing to read "Stephen Donnelley".

**STEPHEN DONNELLEY**  
**MANAGING DIRECTOR**  
**0418 266 844**

# The Citigroup Smith Barney Emerging Growth Conference

**National Hire**



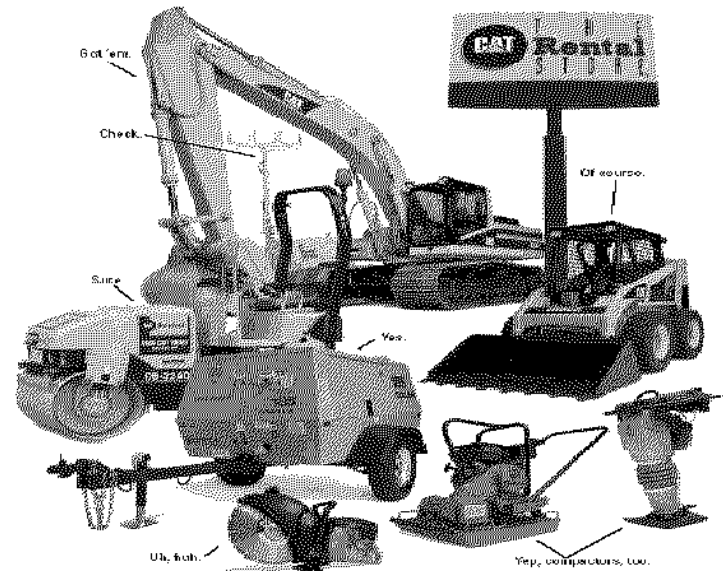
**T H E  
Rental  
S T O R E**

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

**Sydney  
March 31 2004**

**Stephen Donnelley, Managing Director  
National Hire Group Limited**

**Our Strategic Intent.  
To grow profitably while creating  
and delivering outstanding value  
to all our stakeholders**



# National Hire Group Limited

- Founded in Wollongong in 1981
- IPO 1997 raising \$3.5m
- 2004 WesTrac placement of \$25m
  - WesTrac/Kerry Stokes 60%
  - Stirhill/Stephen Donnelley 12%
  - Ray Romano, Chairman
- \$75m Market capitalization

# Outline

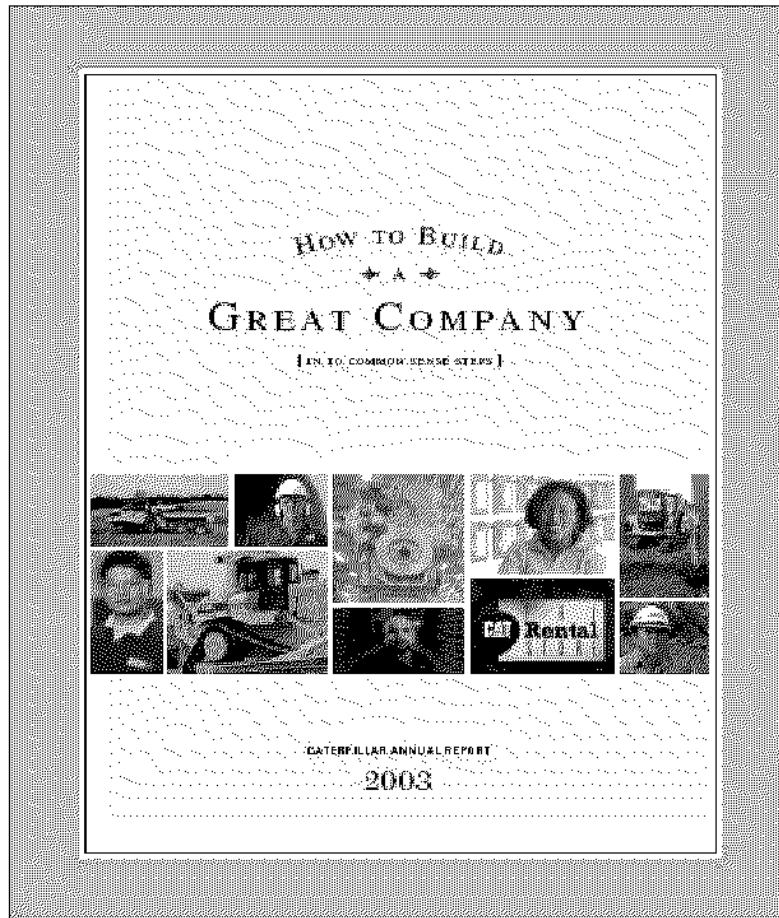
- Provide capital to reduce sub-hire, expand product depth, expand product offering
- Leverage on WesTrac infrastructure
- Build on our model to provide total customer equipment management needs
- Support from Caterpillar Inc.
  - Revenue Generation
    - World recognized Brand & customer loyalty
    - Global Customers
  - Business Improvement
    - Product Innovation
    - Allied program – equipment sourcing

# WesTrac

- WesTrac
  - Equipment Management business
  - Caterpillar dealer in WA and a dealer in China
  - 7 WesTrac The Cat Rental Store's in WA primarily focused on CAT equipment
  - Similar Vision and Values as National Hire
- 9 April 2004 WesTrac will be NSW/ACT CAT dealer
- WesTrac have invested in National Hire to roll out the Cat Rental Store strategy in NSW/ACT.



# Caterpillar



- Caterpillar is a Fortune 50 industrial company, listed and the World's leading manufacturer of construction and mining equipment
- Listed on NYSE
  - Market Cap US\$30.7b
  - Revenue US\$22.8b
  - “Ask people what keeps Caterpillar great and the words “world’s best distribution network” are bound to surface

Caterpillar Annual Report 2003



# Yes, you can expect more on 9<sup>th</sup> April !



Progressive roll out of new stores over the next 2-3 years. Our aim, to be wherever our current customers, WesTrac and Caterpillar customers need us.

- 9<sup>th</sup> April New product in Store/  
banners up
- 12<sup>th</sup> April Launch of Seven Hills  
Flag Ship Store
- 20-30 May Rebranding of NSW  
Tools & Equipment
- 26-27 May CivEnEx Exhibition with  
product on display

The CAT Rental Store is here. We are even better now.

