CTI Logistics Limited

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3 September 2019

CTI Logistics Limited is pleased to attach an updated copy of its corporate presentation used in the promotion of the Company's activities to investors and other interested parties.

Owen Venter
Company Secretary

CTI Logistics Limited

FY19 Financial Results Presentation

September 2019

Transport - Regional Freight
Freight Hub - Forrestfield WA
Fit for purpose facility


CTI Logistics Limited
Logistics - Warehousing
Distribution Centre - Hazelmere WA
Multi-purpose facility with expansion options at the rear
CTI Logistics

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Content

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Logistics - Flooring Products (GMK)
NSW Distribution Centre - Gregory Hills
Expanded facility, specialised equipment

1 FY19 Headlines

Building for the Future

WA Regional Freight: Strengthened the WA regional freight network by acquiring Stirling Freight Express, and re-located the combined regional freight businesses to a single Perth freight hub under the name of CTI Logistics Regional Freight

Diversification: Following the acquisition of GMK Logistics in 2015 and Jayde Transport in 2017, plus further development of our warehousing footprint in Sydney, Melbourne, Adelaide and Brisbane, CTI has lessened its reliance on the WA economy, to approximately 60% of revenue

GMK Warehousing: Installed a new warehouse management system across all GMK flooring products warehouses

GMK Melbourne: Installed a state-of-the-art precision carpet cutting and packaging machine at GMK Melbourne, resulting in significant productivity gains

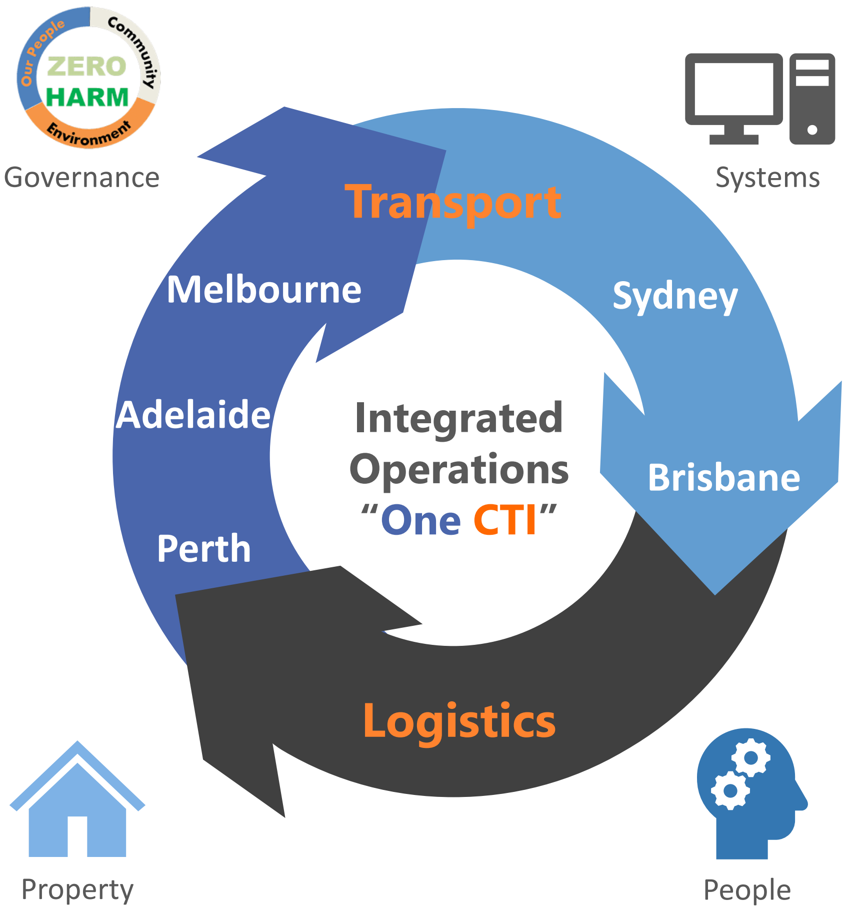
Interstate Freight: Re-badged the interstate road and rail freight business as CTI Logistics Interstate[1], and now offer operating facilities in all mainland capitals

Note 1: Formerly Jayde Transport

2 Investment in Future Earnings Growth

CTI Logistics Limited

Growing an Integrated National Network



- Further develop warehousing and transport services in Sydney, Melbourne, Adelaide and Brisbane
- Leverage the GMK and CTI Logistics Interstate[1] footprint to grow a national business
- Focus on maximizing utilisation of owned property, supplemented by leased facilities[2]
- Implement industry leading integrated warehouse and transport management systems, supported by skilled personnel
- Develop strategic landholding of 95,000sqm adjoining owned facility in Hazelmere WA, consolidating complementary operations to drive productivity[3]
- Continue to assess any value accretive acquisitions in fields related to or compatible with the group's existing core operations

Note 1: Formerly Jayde Transport
Note 2: Carlisle lease expired Dec 2018, Forrestfield lease expiring Oct 2019 and Bassendean lease expiring Sep 2020 (clients moving to owned facilities)
Note 3: Company-owned facility in Hazelmere WA presently covers 54,000sqm (total site is 149,000sqm)

3 FY19 Financial Performance

CTI Logistics Limited

Headline Results for the full year to 30 June 2019

Revenue	NPBT[1]	EPS[1]
$212.0m Up 16%	$4.1m Down 32%	4.2cps Down 19%
FY18: $182.9m	FY18: $6.1m	FY18: 5.2cps

EBITDA[1]	NPAT[1]	DPS
$15.2m Down 6%	$3.1m Down 17%	2cps Down 50%
FY18: $16.2m	FY18: $3.8m	FY18: 4cps

Reconciliation of NPBT ($M)	Jun-19	Jun-18
Reported NPBT	**1.8**	**6.4**
Add: Contingent consideration on acquisition	2.3	
Less: Profit on sale of non-core property		-0.3
Adjusted NPBT	**4.1**	**6.1**

Note 1: Normalised after adding back contingent consideration of $2.34m relating to the purchase of Jayde Transport (not tax deductible) and after subtracting the profit on sale of non-core property of $0.3m in the previous year

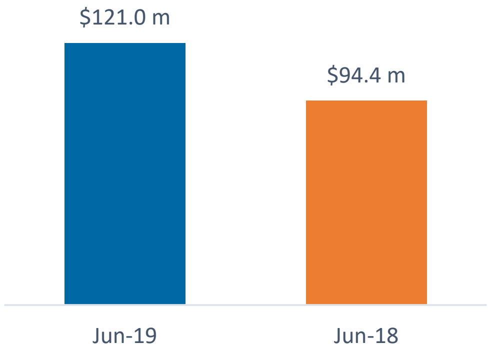
CTI Logistics Limited

Transport - Regional Freight
Freight Hub - Forrestfield WA
Continued investment in fleet (August 2019)

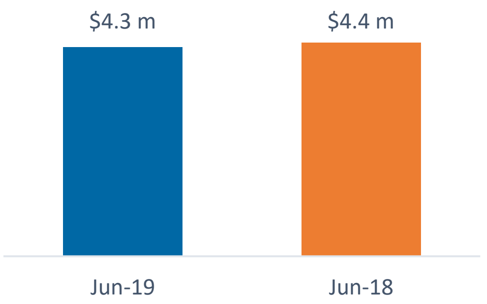
4 FY19 Financial Review

Transport Segment

Revenue
$121.0m
Up 28%



NPBT(1)
$4.3m
Down 2%



- Purchase of Stirling Freight Express in July 2018 and full 12 months of trading for CTI Logistics Interstate[2], including the new Sydney lanes, has bolstered revenue
- Parcel revenue has continued to grow on the back of e-commerce activity
- Courier volumes have fallen by 5%
- Taxi Truck volumes have declined after no longer performing low margin work

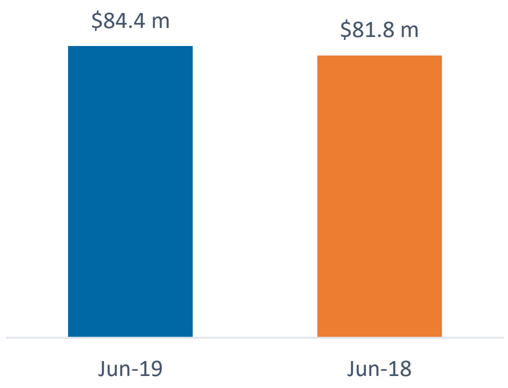
- Difficult market conditions have continued in certain sectors of the WA market
- Continued investment in growing the WA regional freight operations
- Parcel margins have benefitted from increased volume and improved utilisation
- Courier and Taxi Truck margins remain under pressure in WA

Note 1: Adding back $2.34m contingent consideration related to Jayde Transport acquisition
Note 2: Formerly Jayde Transport

4 FY19 Financial Review

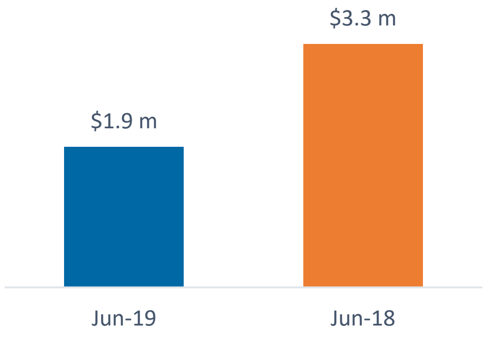
Logistics Segment

Revenue
$84.4m
Up 3%



- Revenue for the segment is marginally up on last year primarily due to revenue growth in Melbourne, Sydney and Brisbane
- Minerals and Energy activity increased marginally in line with expectations
- Significant reductions in activity across a wide range of clients in WA

NPBT
$1.9m
Down 42%

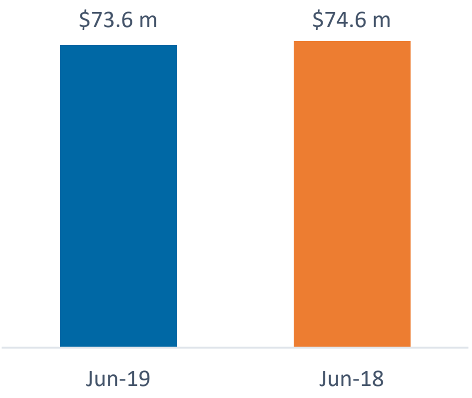


- $0.4m cost of expanding warehousing operations to Melbourne, Sydney and Brisbane
- $0.6m cost to transfer warehouse operations from end of lease facility to an owned facility
- Residual property lease costs relating to Minerals and Energy activity (significant property lease cost reduction in FY20)
- Reduction in volumes and margin pressure across a wide range of clients in WA

4 FY19 Financial Review

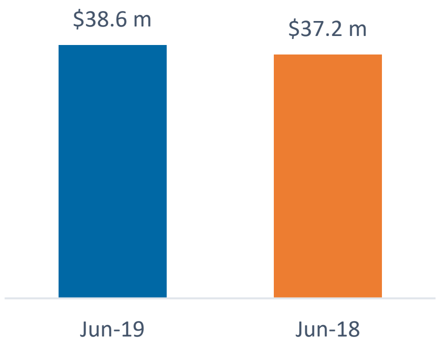
Property Segment

Assets
$73.6m
Down 1%



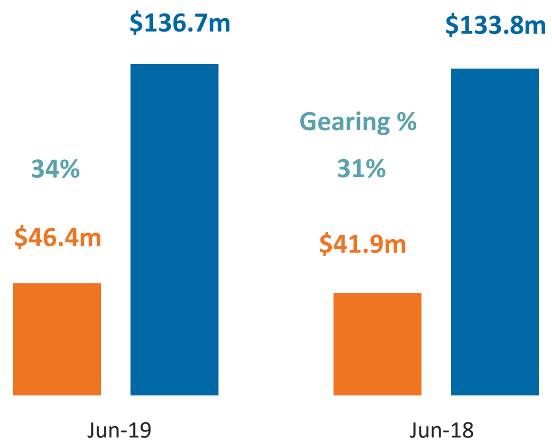
- No material movement in assets
- Property valuations based on market conditions with no impairments at 30 June 2019
- CTI accounts for property at cost; at 30 June 2019 property was valued at $85.7m, amounting to $11.9m of value not recognized on the Balance Sheet

Liabilities
$38.6m
Up 4%



- $1.4m increase in liabilities
- Backed by $29.1m of land at Hazelmere WA site for future development
- Total interest-bearing debt for the Group is $48.6m

Gearing



- Modest increase in debt levels including Stirling Freight Express acquisition and working capital, as well as Jayde Transport contingent consideration

Net debt - total borrowings less cash and cash equivalents
Total capital - equity plus net debt

CTI Logistics Limited

Consolidated Balance Sheet

		Jun 2019 ($M)	Jun 2018 ($M)	Commentary
Assets	Cash and cash equivalents	2.2	2.0	Strong cash flow offset by funding of Stirling Freight Express working capital requirements
	Receivables and prepayments	31.3	28.9	Debtors include Stirling Freight Express receivables (no comparative) and expected tax refund of $0.5m
	Inventories	0.1	0.2	
	Current Assets	33.6	31.1	
	Other	0.1	0.0	
	Property, plant and equipment	98.0	96.8	Additions of GMK cutting machine and Stirling Freight Express assets of $4.0m acquired net of depreciation
	Investment properties	2.2	2.2	One remaining non-core investment property
	Deferred tax assets	0.6	-	
	Intangibles	34.0	34.6	Goodwill, customer relationships, brand names and trade name relating to Stirling Freight Express acquisition net of amortisation of intangible assets
	Non-current assets	134.9	133.6	
	Total assets	168.5	164.7	
Liabilities	Trade and other payables	21.7	21.0	Stirling Freight Express payables (no comparative), movements in PAYG accruals, payroll tax and GST
	Borrowings	2.2	1.6	Current portion of financed assets
	Current tax liabilities	-	0.6	
	Provisions	6.0	4.8	Short term portion of leave provisions including Stirling Freight Express acquisition
	Current liabilities	29.9	28.2	
	Borrowings	46.3	42.2	Increase due to financing of Stirling Freight Express acquisition and Jayde Transport contingent consideration
	Deferred tax liabilities	-	0.1	
	Provisions and other liabilities	2.0	2.3	Long term portion of leave provisions including Stirling Freight Express
	Non-current liabilities	48.3	44.6	
	Total liabilities	78.2	72.8	
Total net assets		90.3	91.9	
	Number of shares on issue	77.7	77.1	DRP and BSP during November 2018 and April 2019
	NTA per share at valuation (cps)	0.88	0.90	Including property value uplift not recognised on Balance Sheet

4 FY19 Financial Review

Corporate Dashboard

	Shareholders at 31 July 2019	Number of FPO	Percentage of Issued Capital (%)
1	David R Watson	25,347,469	32.62%
2	JP Morgan Nominees Australia Ltd	9,931,723	12.78%
3	Simon Dirk Kenworthy-Groen	3,906,399	5.03%
4	David A Mellor	3,712,564	4.78%
5	Parmelia Pty Ltd	3,488,551	4.49%
6	Bruce E Saxild	3,336,364	4.30%
7	HSBC Custody Nominees Ltd	3,004,459	3.87%
8	CITI Corp Nominees Pty Ltd	2,055,864	2.65%
9	Dixson Trust Pty Ltd	1,686,633	2.17%
10	Coram Pty Ltd	655,950	0.84%
	Other	20,586,444	26.49%
	Total	77,712,420	100.00%

CTI Logistics Limited – share price trading volume

Source: asx.com.au

Movement in Share Capital	Movement	Total
At 30 June 2018		77.1M
November 2018 – BSB and DRP	0.4M	77.5M
At 31 December 2018		77.5M
April 2019 – BSB and DRP	0.2M	77.7M
At 30 June 2019		77.7M

Corporate Information	
ASX Code	CLX
Shares on Issue	77.7M
Options on Issue	Nil
Share Price at 2 September 2019	$0.80
Market Capitalisation	$62.2M


CTI Logistics Limited
Logistics - Warehousing
Distribution Centre - Hazelmere WA
Multi-purpose facility with expansion options
CTI Logistics

5 FY20 Focus

Continuing to Build a Sustainable Business

- **WA Regional Freight:** Extract synergies from centralised Perth freight hub and system consolidation, maximise fleet utilisation and combine Bunbury depots onto one site
- **Warehousing:** Further optimise warehouse utilisation, including reducing our leasing footprint, and install an industry leading warehouse management system
- **GMK:** Install industry leading transport management system to complement the recently installed warehouse management system
- **Interstate Freight[1]:** Grow the road and rail network between mainland capitals, optimise local pick-up/delivery operations and relocate Melbourne and Perth depots
- **East Coast:** Further develop our warehousing footprint in Sydney, Melbourne, Adelaide and Brisbane; supported by local transport services
- **Cash Flow:** Targeted cost saving initiatives and sustainable productivity measures to support ongoing debt reduction following recent acquisitions

Note 1: Formerly Jayde Transport

CTI Logistics Limited

Transport - Regional Freight
Continued investment in fleet and specialised equipment

6 What we do

Transport

Couriers

- On demand express services
- Technical services (eftpos and computer swap outs)
- Vehicles range from pushbikes in CBD to two tonne capacity

Taxi Trucks

- On demand express services
- Exclusive hourly hire services
- Vehicles range from two tonne capacity through to semi-trailers

Regional Freight

- Scheduled road services to the South West and North West of WA
- Vehicles range from rigid to triple road trains

Fleet Management

- Provision of dedicated trucks and trailers on permanent hire

Parcels

- Same day and overnight distribution
- E-commerce “last mile” B2B and B2C
- Two and four runs a day services

Interstate Freight

- Scheduled road and rail services to and from Perth, Adelaide, Melbourne, Sydney and Brisbane

Specialised Services

- Rail and wharf container handling
- Truck mounted cranes
- Tail lift vehicles
- Hot shot services

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Logistics - Flooring Products (GMK)
VIC Distribution Centre – Laverton North
New cutting and packaging machine

6 What we do

CTI Logistics Limited

Logistics

Warehousing

- 3PL, 4PL, supply chain and overflow warehousing
- Contracted distribution centre services
- Bulk product storage
- Consolidation services
- Cross Docking
- Temperature controlled and food grade (HACCAP)
- Specialised warehousing

E-commerce Fulfilment

- Inventory storage and management
- Pick and pack
- Labelling, reworking and kitting
- Order shipments
- Returns management

CTI Projects

- Supply base warehousing and asset management
- Project labour services
- Plant and equipment hire
- Quarantine cleaning and fumigation
- Asset preservation shrink wrapping
- Minerals and energy

Flooring Products (GMK)

- Specialised warehousing
- Carpet and vinyl cutting services
- Specialised Australia-wide distribution network

CTI Logistics Limited

Security - Monitoring
ASIAL Graded A1 Control Room
State-of-the-art technology platform

6 What we do

Security

Monitoring

- ASIAL graded A1 24/7 control room monitoring of alarms, lone worker protection, medical alerts and CCTV video verification for CTI Security clients and third party security businesses

Installation

- Installation and servicing of monitored alarms, CCTV and access control products for residential and commercial markets

Document & Sample Storage

- Secure storage, cataloguing and retrieval of documents, computer media and mineral samples

Document Destruction

- Supervised destruction of documents/media and recycling
- Closed loop service utilising in-house transport and warehousing facilities

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