Executing and positioned for growth

FY25 HALF YEAR RESULTS

26 February 2025

Latest triple drop deck trailer combination servicing WA regional customers - increased capacity, lower costs, as well as safer and easier to load

This announcement has been authorised for release to the ASX by the CTI Logistics Limited Board of Directors

ASX: CLX

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FINANCIAL HIGHLIGHTS (1H25 vs. 1H24)

EBITDA growth outperformed Revenue growth due to higher quality revenue and cost control

Performance

Revenue growth

2.5%

$165.9m

EBITDA growth

6.2%

$28.4m

Capital Allocation

Dividend

5.0

(cps)

Capital Investment [2]

$19.9m

Land & Buildings $10.4m
Plant & Equipment $3.6m
Vehicles $5.9m

Positioned to Execute

Low gearing[1][2]

27%

Property value

$169m

($2.10/share)

Note 1: Calculated as Net Debt (including Interest bearing Borrowings less Cash) divided by Equity plus Net Debt
Note 2: Including $7.1m building cost to date at 17 Lakes Rd Hazelmere WA funded through a separate loan

CORPORATE OVERVIEW

Building a diversified national transport and logistics company

About CTI Logistics (ASX:CLX)

CTI Logistics (CTI) is a growing and diversified company focussed on transport and logistics services across Australia and supported by significant owner-occupied property. CTI also provides information management and security services.

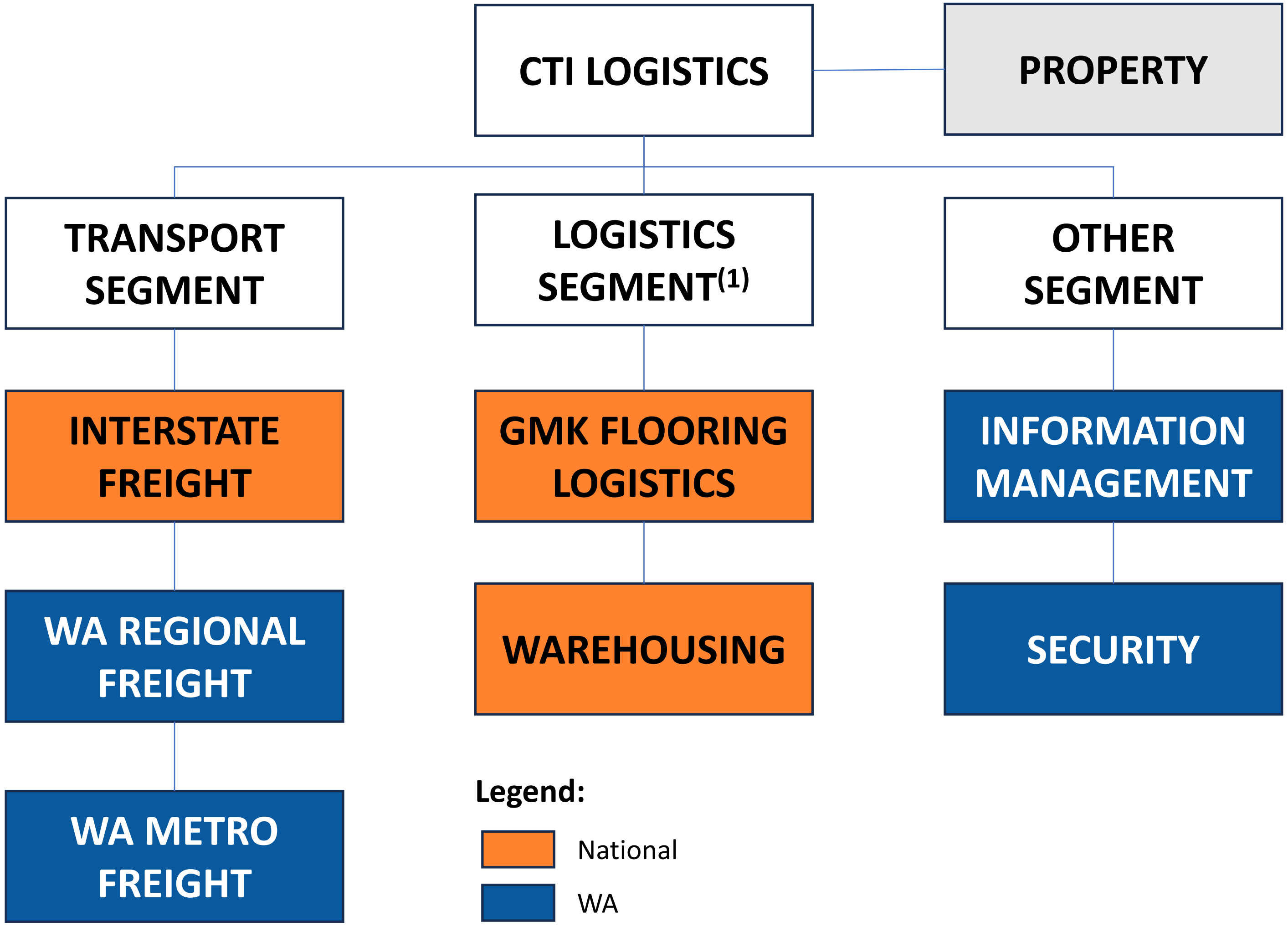
[Link: CTI Logistics 50 Year Video]

Board of Directors

David Watson (Chairman)
David Mellor
Bruce Saxild
Owen Venter
Matthew Watson
William Moncrieff (Non-executive)
Roger Port (Non-executive)

Corporate Overview

Share price (25 February 2025)	$1.85
Shares on issue	80.3m
Market capitalisation (25 February 2025)	$149m
Net debt	$45.6m
Enterprise value (25 February 2025)	$195m
Dividend yield	5.7%[2]
Top 20 Shareholders	75%
Board and management	40%



Note 1: Logistics includes warehousing and some direct distribution
Note 2: Based on FY24 final dividend and FY25 interim dividend

TRANSPORT SEGMENT PERFORMANCE

Lower peak period volumes and a change in freight mix partially offset by fleet efficiency improvements

Transport profit and loss ($m)	Dec 24[1]	Dec 23[1]
Transport Revenue	98.8	100.7
Transport Revenue growth %	*-2%*	
Transport EBITDA	10.7	12.5
Transport EBITDA margin %	*11%*	*12%*
Transport PBT	4.6	7.3
Transport PBT margin %	*5%*	*7%*

Transport Overview

- Continued investment in vehicles reduced average fleet age, translating into increased reliability and capacity, as well as reduced maintenance, fuel and emissions

Interstate Freight

- Lower peak period volumes
- Increase in lower margin freight mix partially offset by improved utilisation

WA Regional Freight

- Lower peak period volumes
- Expected decline in activity from mining customers
- Margin impacted by higher rent costs

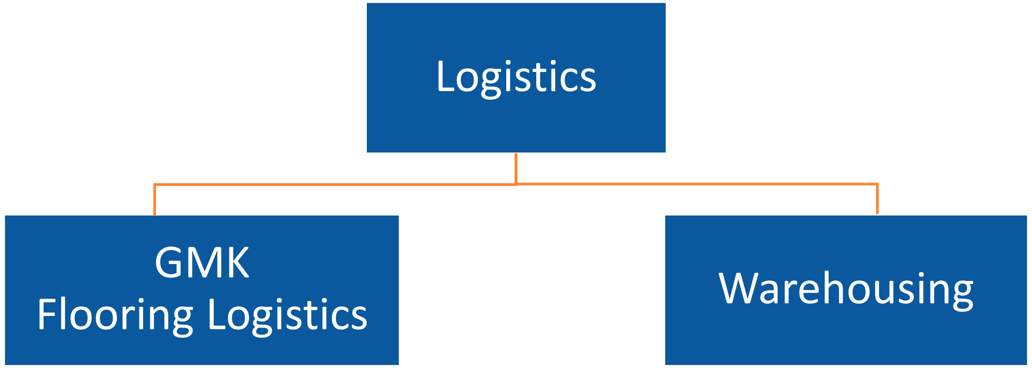
WA Metro Freight

- Reduced courier, taxi truck and parcel volumes offset by higher job value
- Continued focus on revenue quality supporting improved margins

Note 1: Segment results exclude internal revenue

LOGISTICS SEGMENT PERFORMANCE

Strong Revenue growth and EBITDA margin expansion



Logistics profit and loss ($m)	Dec 24[1]	Dec 23[1]
Logistics Revenue	63.6	57.6
Logistics Revenue growth %	*10%*	
Logistics EBITDA	13.9	11.7
Logistics EBITDA margin %	*22%*	*20%*
Logistics PBT	3.1	3.8
Logistics PBT margin %	*5%*	*7%*

Logistics Overview

- Strong demand partly offset by rising property costs
- National capacity expansion on the East Coast will benefit future earnings
- PBT impacted by non-cash interest and depreciation charges due to strategic investments, expected to generate future earnings

GMK Flooring Logistics

- Customers taking up increased capacity and operational efficiencies
- Increase in depreciation and interest due to expansion on East Coast
- Gregory Hills NSW site expansion successfully completed in Sep 2024

Warehousing

- Strong activity continued across minerals and energy customers
- Focus on quality revenue to offset higher rent costs
- Retail demand in line with expectations and consistent with market conditions

Note 1: Segment results exclude internal revenue

PROPERTY SEGMENT PERFORMANCE

Strong property market driving increased capital and rental returns

Property

Property profit and loss ($m)	Dec 24[1]	Dec 23[1]
Property Revenue	4.8	3.0
Property Revenue growth %	*60%*	
Property EBITDA	3.5	2.3
Property EBITDA margin %	*74%*	*77%*
Property PBT	2.2	1.4
Property PBT margin %	*47%*	*47%*

Property Overview

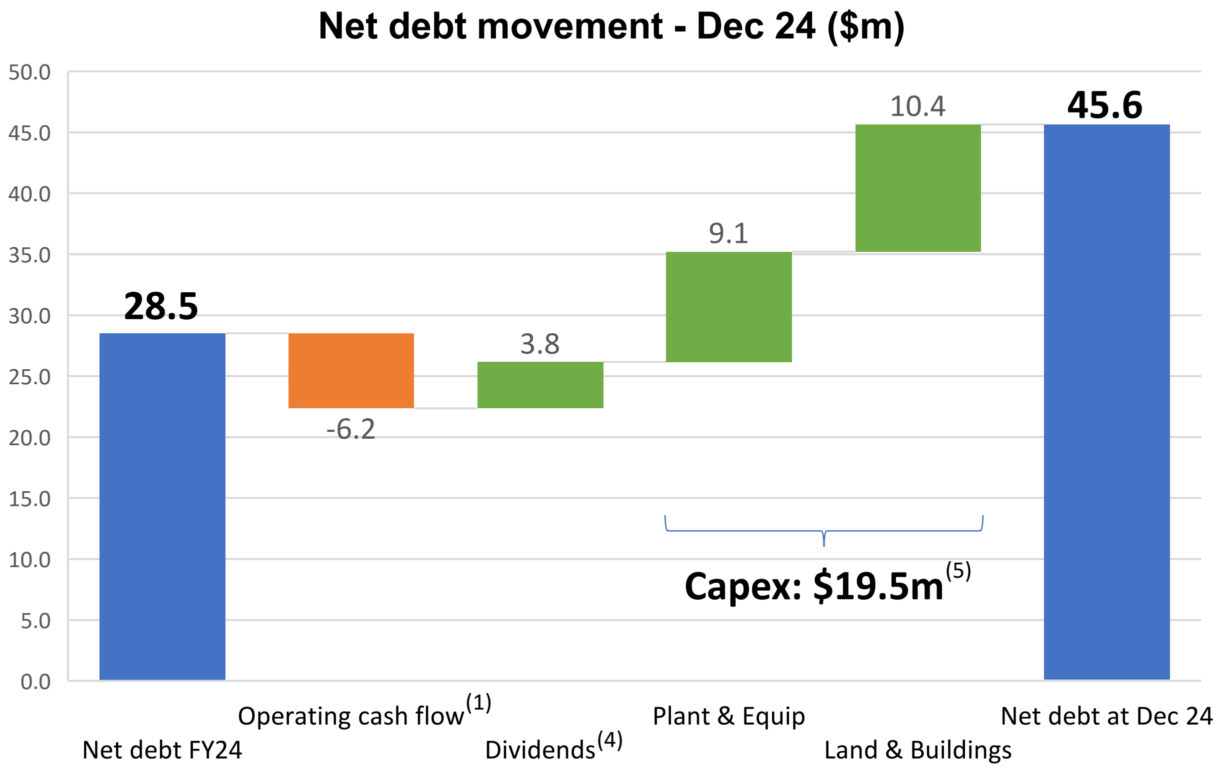
- Higher internal rental revenue from owner occupied properties, acting as a hedge to higher costs in the Transport and Logistics Segments
- Independent valuations for owned properties in Hazelmere WA were recently completed, resulting in a material value increase of $66m above reported carrying value
- 17 Lakes Road Hazelmere WA development expected to be completed by May 2025, increasing building footprint (internal area) by 10,000 sqm

Development at 17 Lakes Road Hazelmere WA

Note 1: Segment results include internal revenue from transport and logistics segments

STRONG BALANCE SHEET

Maintained low gearing and available credit, with capital investment returning to normal levels in FY26



- **Strong cash generation and working capital management**
  - **Operating Cash Flow:** $6.2m (net of lease repayments[1])
  - **Receivables:** Less than 0.1% of revenue written-off
- **Increase in net debt is supported by hard assets**
  - **Bank Loans:** Up by $6.0m to $44.9m to complete Hazelmere WA development and invest in new vehicles
  - **Net Debt (Bank Loan + Build Loan – Cash):** $45.6m
  - **Net Debt / Total Capital[2]:** Increased from 19% to 27%, supported by company owned property
  - **Hazelmere WA:** Final stage of development majority funded by a separate $14.7m loan (3-year term), $7.1m utilised
  - **Bank funding capacity:** Undrawn facility of $8.3m plus $6.5m Cash (total funds available is $14.8m[3])

Note 1: Operating cash flow ($14.2m) less repayment of leases ($8.0m)
Note 2: Calculated as Net Debt (including Interest bearing Borrowings less Cash) divided by Equity plus Net Debt
Note 3: Excludes $13.4m financed by a separate facility for a 3-year term
Note 4: Dividends paid in the financial year
Note 5: Capex includes $7.1m progress payments for 17 Lakes Rd Hazelmere WA and is net of proceeds from sale of assets of $0.4m

PROPERTY

National Operating Footprint

Internal Area[1]
Owned 58,900
Leased 187,000
Total = 245,900 sqm

External Area
Owned 89,650
Leased 162,500
Total = 252,150 sqm

Building in progress
Owned 34,500 sqm

TOTAL Footprint

Owned & Leased

532,550 sqm

Note 1: Undercover area, includes office space

GMK LEASED SITES (NATIONAL FLOORING LOGISTICS)

Customer utilisation increasing into recently expanded capacity on the East Coast

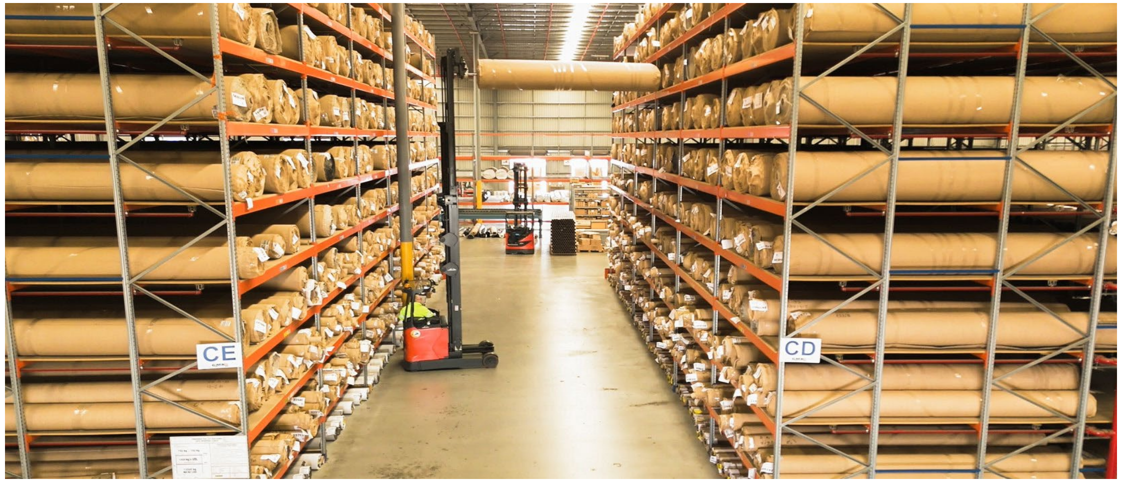
Epping VIC completed April 2024:

- Strategic location north of Melbourne now fully operational
- 27,400 sqm building with 5 Star Green Star rating
- Utilisation increasing with addition of new customers

Sydney NSW completed Sep 2024:

- Strategically located adjoining the existing Sydney facility
- Additional 11,700 sqm building with 5 Star Green Star rating
- Utilisation increasing with addition of new customers

GMK Epping VIC

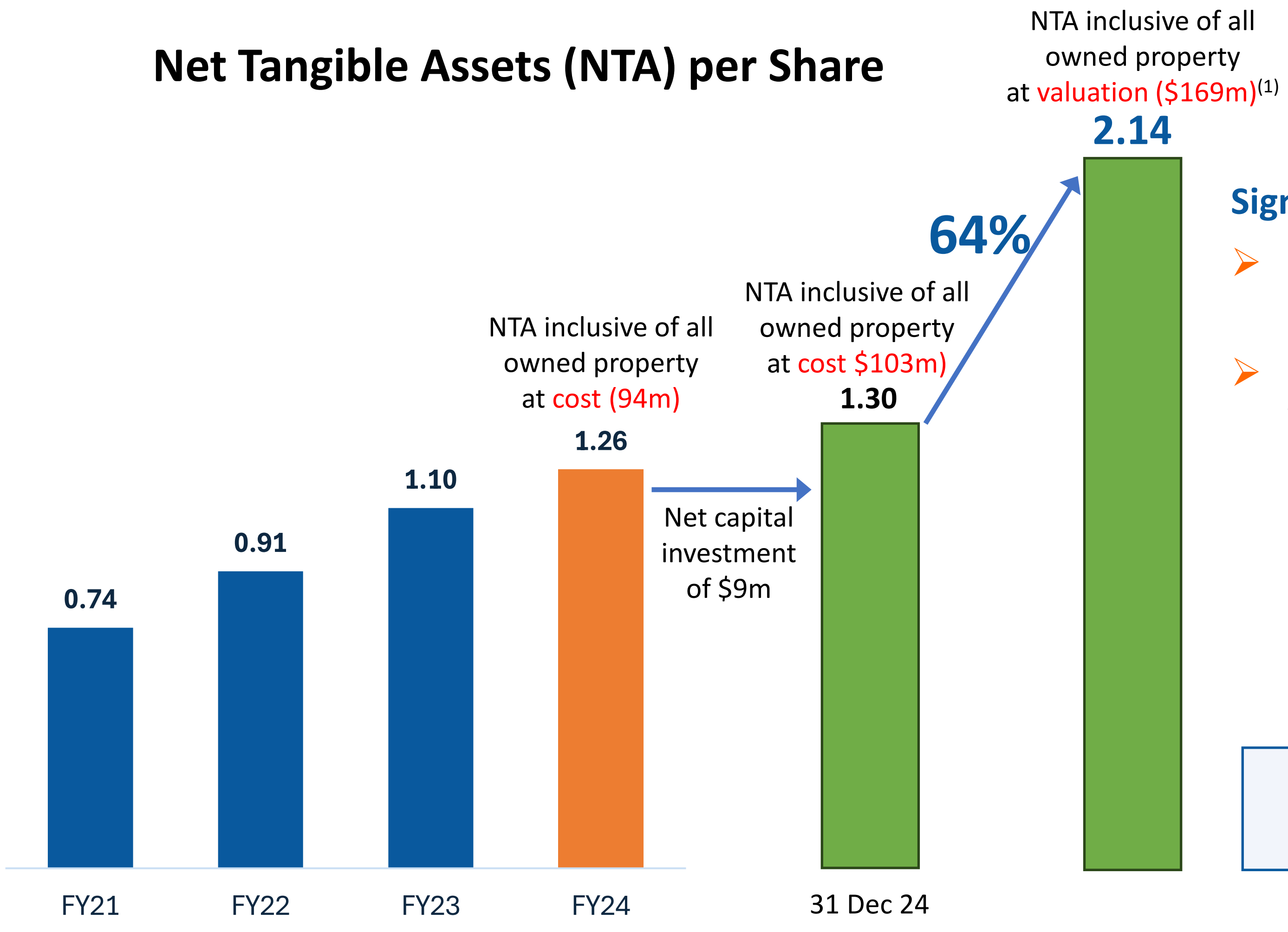


GMK Gregory Hills NSW

GMK Gregory Hills NSW (original on right, expansion on left)

SIGNIFICANT UNRECOGNISED PROPERTY VALUE

Strong balance sheet provides a platform for the next phase of growth



Significant uplift in property value

- Property assets recorded at cost on the balance sheet is $103m as at 31 December 2024 ($94m at 30 June 2024)
- Independent valuation of owned properties in Hazelmere WA were recently completed, which resulted in a combined total property valuation of **$169m**[1]
  - $66m (or 64%) above reported carrying value as at 31 December 2024
  - Previously $42m above reported carrying value as at 30 June 2024

Property value uplift supports an NTA of **$2.14/share**, well above the current share price

Note 1: Based on a recent independent valuation for Hazelmere WA properties only

PLATFORM TO GROW

Significant investment in FY25 expected to translate into increased earnings from FY26

HISTORY OF EXECUTION

Operations
- ✓ Strong earnings growth
- ✓ Earnings resilience from scale and diversification (geography, services and customers)
- ✓ Focus on customers and costs

Capital allocation
- ✓ Capital expenditure returning to normal levels following significant investment in property, vehicles and other equipment
- ✓ Interim dividend has been maintained at 5cps whilst investing in value accretive projects

Value creation
- ✓ Property development phase nearing completion
- ✓ Strategic property valued at $169m ($2.10/share)
- ✓ Selective capital recycling opportunities to facilitate growth and increase yield

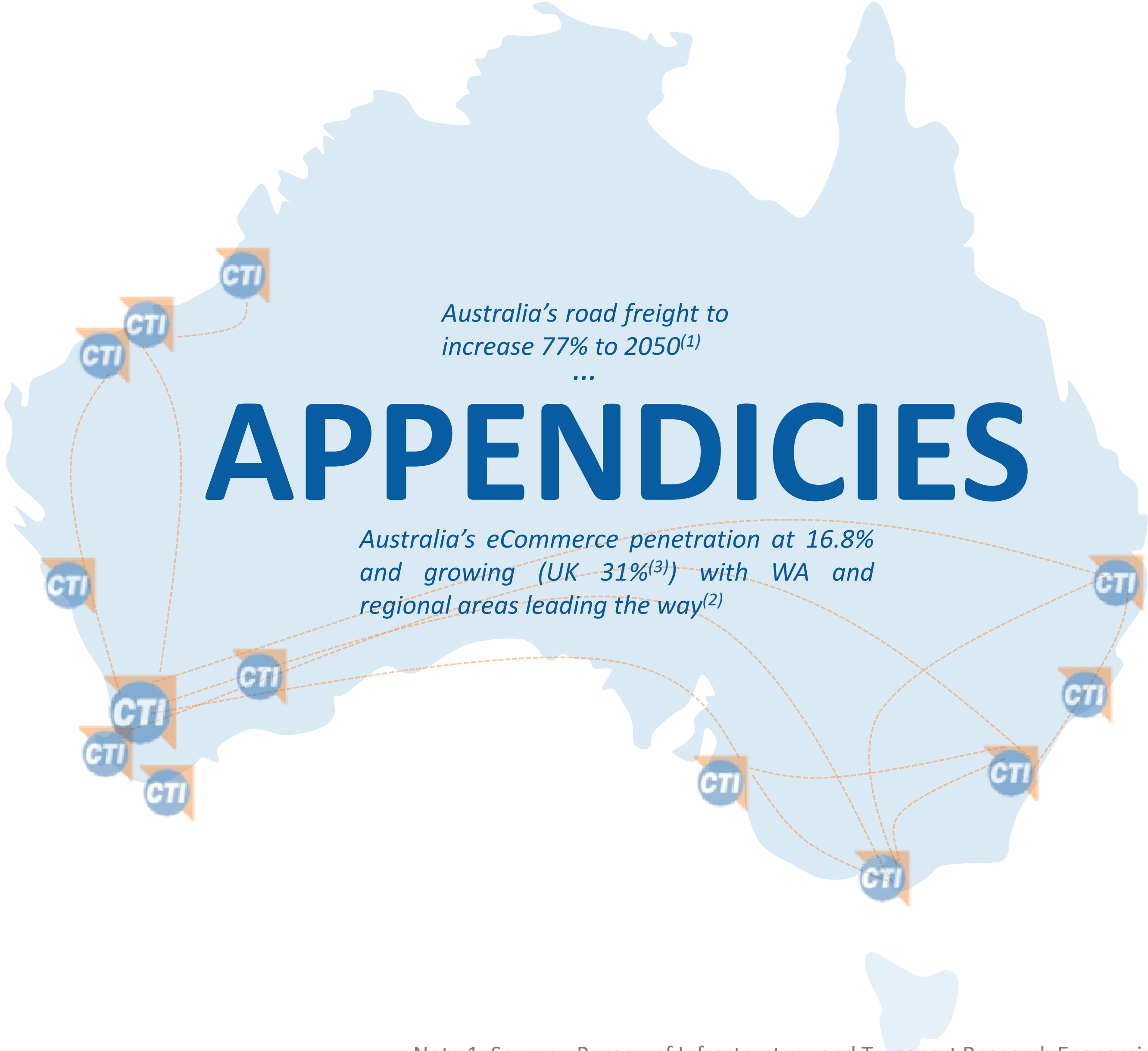
Minerals and energy services are growing

FUTURE OPPORTUNITY

Expanded capacity
- ✓ Larger sites in QLD, VIC and NSW
- ✓ Onboarded new customers
- ✓ Minerals and energy work is expected to grow
- ✓ Updated fleet will reduce costs and increase reliability

Positioned to execute
- ✓ Strong balance sheet with low gearing
- ✓ Available funding from consistent earnings, property-backed debt and selective property recycling
- ✓ Capitalise on exposure to higher growth areas

Consolidating freight industry
- ✓ Assessing a pipeline of opportunities against investment criteria, including national exposure
- ✓ Strong management team with integration experience and focussed on fundamentals



Australia's road freight to increase 77% to 2050[1]

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APPENDICIES

Australia's eCommerce penetration at 16.8% and growing (UK 31%[3]) with WA and regional areas leading the way[2]

Note 1: Source - Bureau of Infrastructure and Transport Research Economics
Note 2: Source - Australia Post
Note 3: Source - Statista

TRANSPORT SERVICES

Couriers	▪ On-demand express metro and outer metro services
Parcels	▪ Same day and overnight distribution, e-commerce "last mile"
Taxi Trucks	▪ On demand express services and hourly hire services; vehicles include two tonne to semi-trailers
Fleet Management	▪ Dedicated trucks and trailers services working exclusively for the customer
Regional Freight	▪ Scheduled road services to South-West and North-West of WA; vehicles include rigids to triple road trains ▪ Supply base for mining and energy customers
Specialised Services	▪ Rail and wharf container handling, truck mounted cranes, tail lift vehicles and hot shot services
Interstate Freight	▪ Scheduled road and rail services to and from Perth, Adelaide, Melbourne, Sydney and Brisbane

LOGISTICS SERVICES

National Warehousing	▪ Australia-wide 3PL, 4PL, supply chain ▪ Contracted distribution centre services ▪ Bulk product storage ▪ Consolidation services	▪ Cross docking ▪ Temperature controlled and food grade (HCCAP) storage
E-commerce Fulfilment	▪ Rapid distribution ▪ Inventory management	▪ Pick and pack, labelling ▪ Reverse logistics management
CTI Projects	▪ Supply base warehousing and asset management ▪ Project labour services ▪ Plant and equipment hire ▪ Minerals and energy projects	▪ Quarantine cleaning and fumigation ▪ Asset preservation shrink wrapping
National Flooring Logistics (GMK)	▪ Largest independent flooring logistics service provider in Australia ▪ Australia-wide scheduled distribution network	▪ Carpet and vinyl cutting services ▪ Specialised equipment

OTHER SERVICES

Information Management	**Document and Sample Storage** ▪ Secure storage ▪ Cataloguing and document retrieval ▪ Computer media and mineral samples	**Destruction** ▪ On-site destruction of documents/media and recycling ▪ Closed loop service utilising CTI transport and warehousing facilities
Security	▪ Installation, maintenance and monitoring of residential and commercial security alarms ▪ Lone worker and independent living solutions	▪ Largest independent A1 grade monitoring station in WA ▪ ASIAL A1 graded 24/7 control room to the new Australian Standard AS2201.2:2022

OWNED PROPERTY PORTFOLIO

OWNER-OCCUPIED SITES:

- **CTI Warehousing: 316 Bushmead Rd, Hazelmere WA**
  - Premium location and building, staged completion between 2012 - 2016
  - Site 55,570 sqm; Internal 27,850 sqm
- **CTI Regional Freight: 31 Lakes Rd, Hazelmere WA**
  - Premium location and building, completed 2023
  - Site 59,450 sqm; Internal 25,200 sqm
- **CTI Head Office: 1 Drummond Pl, West Perth WA**
  - Central location, large site, various development projects in the area
  - Site 6,430 sqm; Internal 3,320 sqm
- **CTI Xpress: 50 Railway Pde, Welshpool WA**
  - Ideally located metro distribution hub
  - Site 12,000 sqm; Internal 6,070 sqm
- **CTI Regional Freight: 1514 Lambert Rd, Karratha WA**
  - Key regional depot, servicing energy projects and general freight
  - Site 15,100 sqm; Internal 140 sqm

OWNED DEVELOPMENT SITE:

- **17 Lakes Rd, Hazelmere, WA**
  - Located adjacent to Regional Freight site at 31 Lakes Rd, Hazelmere WA
  - Development commenced, completion mid 2025
  - Site 34,500 sqm; Internal (Stage 1) 10,000 sqm

OWNED INVESTMENT SITE:

- **Cleaver St, West Perth, WA**
  - Located directly opposite CTI Head Office
  - Site 1,013 sqm; Internal 385 sqm

Note: Excludes leased properties in strategic locations around Australia, internal area includes office space

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Executing and positioned for growth

GMK Epping VIC, 5 Star Green Star, premium facility in strategic location