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16 October 2012

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.

David Mellor  
Company Secretary

# **CTI** *Logistics Limited*



Revenue up by  
33.5%

EBITDA up by 20.6%

NPAT up by 18.2%

Earnings Per share  
up by 18.2%

Dividends per share  
up 30%

Acquired Action  
Couriers, one of the  
largest independent  
courier companies  
in Perth

Commenced  
construction of our  
new 54,000 square  
metre Hazelmere  
logistics facility

Increased our  
occupied  
warehousing  
capacity by 13,350  
square metres

Increased our  
occupied  
hardstand storage  
capacity by 64,000  
square metres

## Revenue

- 2012 - \$96,751,645 \*
- 2011 - \$72,499,159
- Up 33.5%

## EBITDA

- 2012 - \$15,243,342
- 2011 - \$12,643,664
- Up 20.6%

## NPAT

- 2012 - \$7,332,490
- 2011 - \$6,204,964
- Up 18.2%

\* Includes revenue of \$7,941,569 for Action Couriers – purchased August 2011

**EPS**

- 2012 - 12.41 cents
- 2011 - 10.50 cents \*
- Up 18.2%

**DPS**

- 2012 - 6.50 cents
- 2011 - 5.00 cents \*
- Up 30.0%

**NTA**

- 2012 – 33,371,907
- 2011 – 31,966,066
- Up 4.4%

\* Adjusted for the bonus issue June 2012

## History

- Publicly listed company since 1987
- Transport and Logistics origins date back to 1974
- 600 vehicles on the road in WA

## Employees and Independent Contractors

- 415 Employees – 20% with more than 10 years' employment
- 540 Dedicated Independent Contractors

## Management

- Senior management team have been in place for more than 19 years

**David Watson**

- Executive Chairman and founder

**David Mellor**

- Joint Managing Director and Company Secretary - has been with the group since 1978 and is responsible for the group's finances and accounts

**Bruce Saxild**

- Joint Managing Director and manager of operations - has been with the group since 1977

**Peter Leonardt**

- Non Executive Director – former managing partner of Coopers & Lybrand (now PricewaterhouseCoopers) and has been with the group since 1999

**Matthew Watson**

- Non Executive Director – Chartered Management Accountant and Post Graduate in Business Information Systems and has been with the group since 2010

## Transport Services

Largest on demand courier service provider in WA

Largest same day parcel distribution provider in WA

Largest on demand taxi truck service provider in WA

## Supply Chain Logistics

Market leader in the supply of third party contract and overflow warehousing in WA

Market leader in AQIS approved supply base facilities for Gorgon project

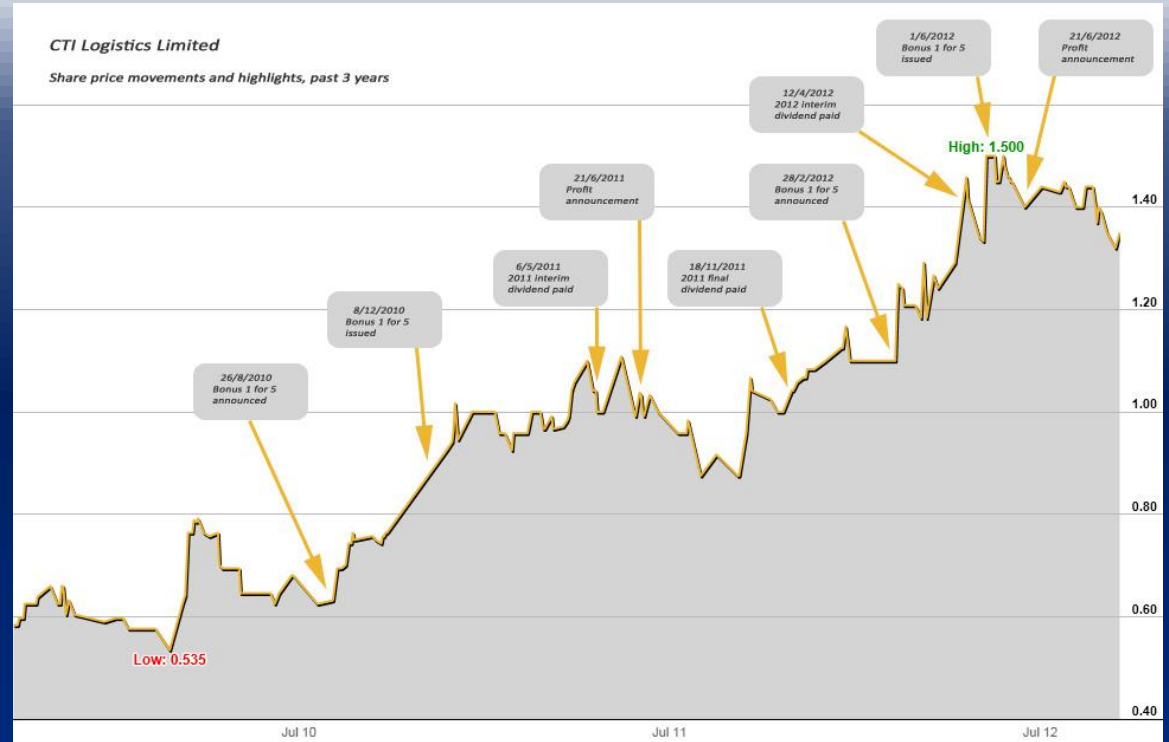
Market leader in temperature-controlled wine storage and distribution in WA

## Security

Largest independent A1 grade security monitoring station in WA - leading player in WA market for residential and small to medium commercial alarms, CCTV and access control

Corporate Information	
ASX Code	CLX
Shares on Issue	60.3M
Options on Issue	nil
Share Price @ 11.10.12	\$1.35
Market Capitalisation	\$81.4M

Shareholder	Number of Shares	Percentage
David R Watson	28,332,803	46.97%
David A Mellor	3,926,208	6.51%
Bruce E Saxild	3,173,254	5.26%
Parmelia Pty Ltd	2,764,387	4.58%
HSBC Custody Nominees	2,401,993	3.98%
Dixson Trust Pty Ltd	1,686,633	2.80%
Beda Nominees Pty Ltd	1,626,000	2.70%
Fortunegreen Pty Ltd	1,546,560	2.56%
William Grove	728,272	1.21%
National Nominees Ltd	697,879	1.16%
Others	13,442,910	22.28%
<b>Total</b>	<b>60,326,899</b>	<b>100.00%</b>



Movement in Share Capital	Movement	Total
At 30 June 2007		34.2M
December 2008 - 1 for 5 Bonus	6.8M	41.0M
December 2010 - 1 for 5 Bonus	8.2M	49.2M
December 2011 - ESP	1.1M	50.3M
June 2012 - 1 for 5 Bonus	10.0M	60.3M

## Supply Chain Logistics

### Warehousing and Distribution

- ▼ Third Party Overflow Warehousing
- ▼ Contracted Distribution Centre Services
- ▼ Pick and Pack Handling
- ▼ Bulk Product Storage

### Minerals and Energy Logistics

- ▼ Supply Base warehousing and asset management
- ▼ Labour hire
- ▼ Plant and Equipment Hire
- ▼ Quarantine equipment cleaning and fumigation
- ▼ Plant and Equipment shrink wrapping

### Wine Storage and Distribution

- ▼ Temperature-controlled storage and stock management
- ▼ Temperature-controlled distribution

### Freight Services

- ▼ Intrastate and International freight forwarding
- ▼ Daily freight services to South West and other major towns in Western Australia

## Transport Services

- ▼ On Demand Couriers
- ▼ Parcel Distribution
- ▼ On Demand Taxi Trucks
- ▼ Dedicated Fleet Management
- ▼ Container Transport
- ▼ Heavy Haulage

## Document Storage and Destruction

- ▼ Secured storage of confidential documents and computer media
- ▼ Cataloguing of documents
- ▼ Supervised destruction of confidential documents and computer media

## Security

- ▼ Installation and servicing of monitored alarms for residential and commercial market
- ▼ Installation and servicing of CCTV and access control products for residential and commercial market
- ▼ 24/7 Control room monitoring of alarms for own clients and third party security businesses

## Plastics

- ▼ Manufacturing of PVC plumbing fittings

## Couriers

On demand courier services to the Perth market

In excess of 16,000 individual courier jobs completed per week

Vehicles range from pushbikes in the CBD up to two tonne flat top and enclosed vehicles

CTI controls around 35% of the on demand courier deliveries in Perth

## Parcel Distribution

Same day and overnight parcel distribution covering Perth metropolitan area – in excess of 9,500 parcels a day

Foxline Express Parcels operates a four runs a day pick up and delivery service

CTI Xpress operates a one and two runs a day (am/pm) pick up and delivery service

CTI controls around 40% of the same day parcel distribution in Perth

## Taxi Trucks

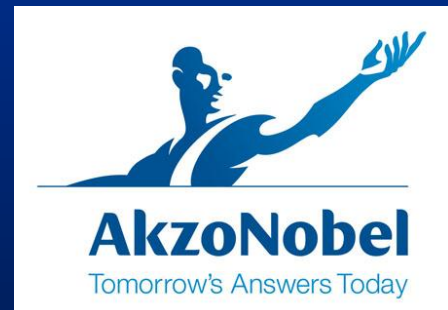
On demand and daily hire of vehicles ranging from two tonne flat tops and enclosed vehicles up to road train combinations

Wharf cartage and side loader services

Specialist vehicles including crane trucks, tail lifts and various other types

CTI controls around 30% of the on demand taxi truck deliveries in Perth

Supply contracted vehicles and drivers on a permanent basis



## Freight Services

**Air and road freight services for intrastate, interstate and international consignments**

**Daily service to the South West of the State**

**Services range from satchels to bulk freight**



## Warehousing

Storage and distribution – contract and overflow services

In excess of 77,000 sqm of under cover warehousing space

In excess of 116,000 sqm of hardstand storage

Dangerous goods storage

Pallet and bulk item storage

Pick and pack services

Distribution Centre for Target, Mitre 10 and Godfreys

In excess of 35,000 pallets stored

Container packing/unpacking

## Minerals and Energy Logistics

Leading supplier of quarantine shrink-wrapping services

Cleaning of plant and equipment

Fumigation and spraying

A preferred supplier to the Chevron Gorgon project



## Supply Base Services

Warehousing and storage for mining related clients

Supply of warehouse and yard labour

Supply of plant and equipment

Supply of transport services

Cleaning, shrink-wrapping and fumigation





## **Wine Distribution**

**5,400 square metres of temperature-controlled warehouse space**

**Temperature-controlled delivery system**

**Pick and pack from single bottles to full pallets**

**Supply chain services from winery to end user - locally, intrastate and international**



## Document Storage and Destruction

Storage and management of documents, computer media and mineral core samples

On site confidential destruction of records

All destroyed records are recycled



## Security

A1 Graded monitoring control room manned 24 hours 7 days a week

In excess of 16,000 lines monitored

Specialising in electronic security, CCTV and access control

Servicing both residential and small to medium commercial markets



## Plastics Manufacturing

Manufacture of PVC injection moulded plumbing fittings

130 individual product lines

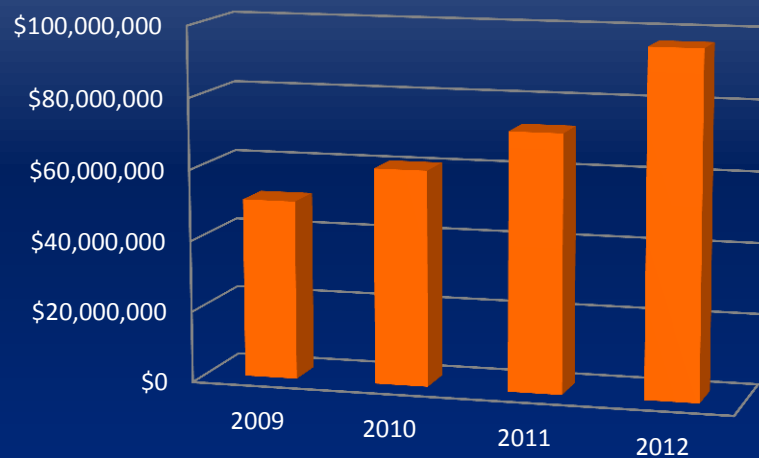
Produce in excess of 7 million fittings per annum

74% of product sold in the Eastern States

26% of product sold in Western Australia



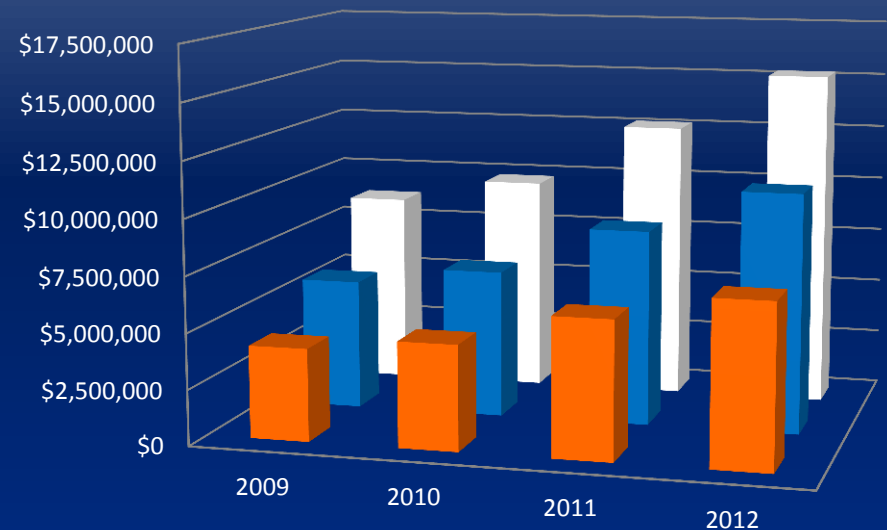
## Revenue



	2009	2010	2011	2012
Revenue	\$50,454,640	\$60,726,513	\$72,499,159	\$96,751,645*

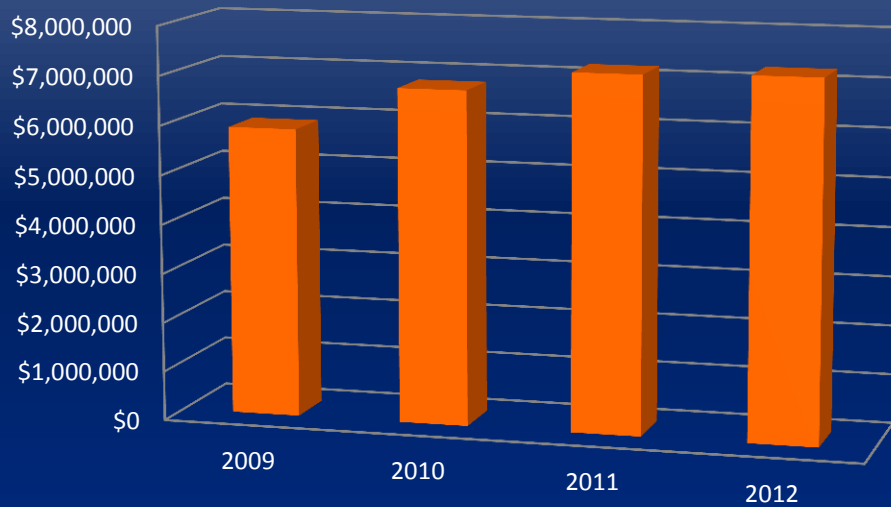
\* Includes revenue of \$7,941,569 for Action Couriers – purchased August 2011

## Profit



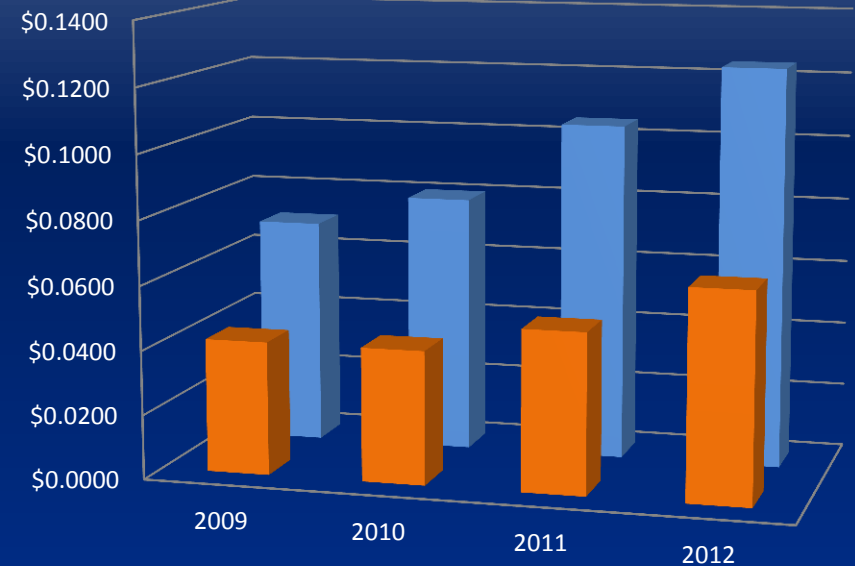
	2009	2010	2011	2012
PAT	\$4,166,998	\$4,730,893	\$6,204,964	\$7,332,490
PBT	\$5,878,123	\$6,656,077	\$8,824,758	\$10,787,232
EBITDA	\$8,724,824	\$9,784,315	\$12,643,664	\$15,243,342

## Net cash inflow



	2009	2010	2011	2012
Net cash inflow from operating activities	\$5,879,387	\$6,783,011	\$7,210,116	\$7,265,822

## EPS and DPS

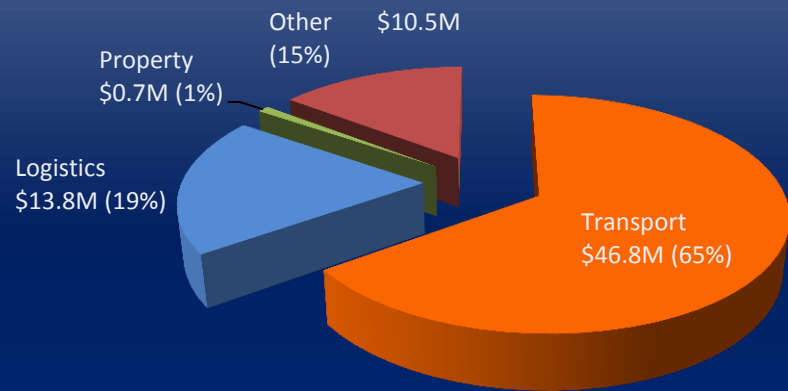


	2009	2010	2011	2012
DPS	\$0.0416 *	\$0.0416 *	\$0.0500 *	\$0.0650
EPS	\$0.0705 *	\$0.0801 *	\$0.1050 *	\$0.1241

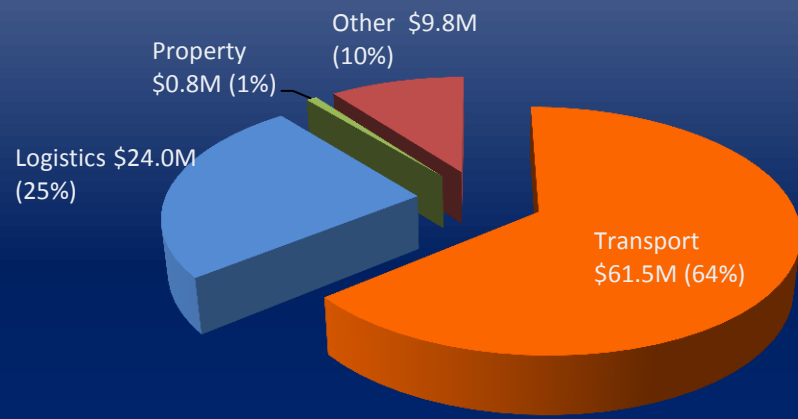
\* Adjusted for bonus issues



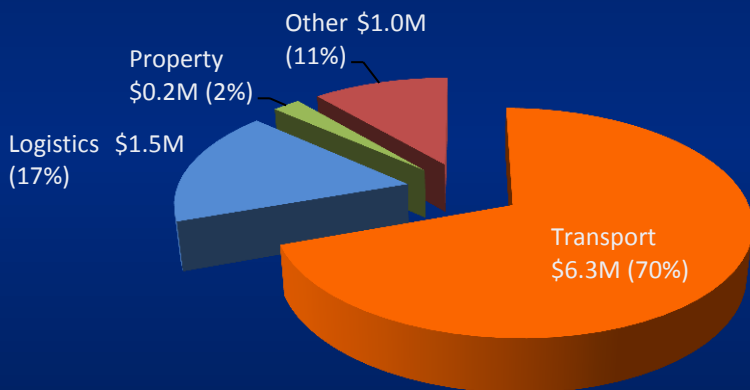
### 2011 Revenue



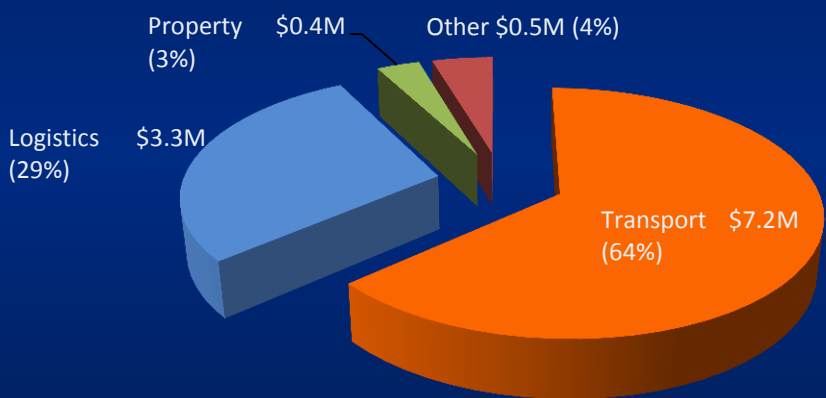
### 2012 Revenue



### 2011 PBT



### 2012 PBT



## Balance Sheet

	30 June 2012 \$	30 June 2011 \$
<b>ASSETS</b>		
Cash and cash equivalents	1,407,492	693,789
Trade and other receivables	17,354,887	11,562,849
Inventories	2,733,503	2,260,041
<b>Total current assets</b>	<u>21,495,882</u>	<u>14,516,679</u>
Property, plant and equipment	45,604,346 *	43,089,637
Deferred tax assets	922,675	900,891
Intangible assets	4,826,909	1,565,682
Other	102,477	59,599
<b>Total non-current assets</b>	<u>51,456,407</u>	<u>45,615,809</u>
<b>Total assets</b>	<u>72,952,289</u>	<u>60,132,488</u>
<b>LIABILITIES</b>		
Trade and other payables	8,275,330	5,328,347
Borrowings	1,812	69,981
Current tax liabilities	1,236,017	903,677
Provisions	2,167,592	1,890,839
<b>Total current liabilities</b>	<u>11,680,751</u>	<u>8,192,844</u>
Borrowings	22,600,000	18,001,812
Provisions	472,722	406,084
<b>Total non-current liabilities</b>	<u>23,072,722</u>	<u>18,407,896</u>
<b>Total liabilities</b>	<u>34,753,473</u>	<u>26,600,740</u>
<b>Net assets</b>	<u>38,198,816</u>	<u>33,531,748</u>
NTA per share	\$0.55	\$0.53 **
Net Debt-to-equity Ratio	55.2%	51.8%
Interest cover	8.5 times	7.9 times

\*Freehold Land & Buildings at cost \$34,286,119

\*Freehold Land & Buildings at Directors' valuation \$65,869,517

\*\* Adjusted for bonus issue

**Continue the development of our minerals and energy division by aggressively targeting key contractors to the major projects in the WA**

**Continue to fine tune and increase our parcel distribution foot print through the use of technology and route planning efficiencies to take advantage of growth of online sales**

**Continue to ramp up our heavy haulage and specialist vehicle service types**

**Target national and international supply chain logistics opportunities to leverage off our suite of services and expertise**

**Target suitable acquisitions that are compatible with our business model of transport, supply chain logistics and security**

## 2013 Financial Year Initiatives

**Commission and make profitable our new Hazelmere distribution centre which will be operational in January 2013**

**Commission new security software platform to improve back room efficiencies and to allow for growth**

**Continue development of parcel distribution foot print to position CTI as a leading provider of distribution services for the growth of online sales**

**Target and secure at least one strategic acquisition that is earnings per share accretive**