CTI Logistics Limited

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13 September 2013

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

Transport

Logistics

Security & Manufacturing

CTI Logistics Limited 2013 Performance Review

Overview

- CTI Logistics Limited (CTI) is a provider of transport, logistics and security services to the Western Australian market
- CTI has been a publicly listed company since 1987 with its transport and logistics origins dating back to 1974
- CTI services in excess of 5,500 customers ranging from small local businesses through to ASX 100 companies
- CTI has more than 670 vehicles on the road ranging from courier vehicles through to triple road train combinations

CTI Logistics Limited

Principal Activities

Transport Logistics

- On Demand Couriers
- Parcel Distribution
- On Demand Taxi Trucks
- Dedicated Fleet Management
- Container Transport
- Heavy Haulage
- Intrastate Road Freight

Freight Forwarding

- Interstate Freight Forwarding
- International Freight Forwarding

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 preservation shrink wrapping

Temperature Controlled Storage and Distribution

- Wine Storage and stock management
- Food Product Storage
- Temperature controlled delivery

Other

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

Document Storage and Destruction

- Secure storage of confidential documents and computer media
- Cataloguing of documents
- Supervised destruction of confidential documents

Manufacturing

- Manufacturing of PVC injection moulded plumbing fittings

CTI Logistics Limited

Corporate Dashboard

Corporate Information as of 10/9/2013	
ASX Code	CLX
Shares on Issue	64.8M
Options on Issue	Nil
Share Price @ 10/9/2013	$2.00
Market Capitalisation	$129.6M

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
February 2013 - ESP	0.3M	60.6M
May 2013 – DRP, BSP & share issue	1.1M	61.7M
August 2013 – Placement	3.1M	64.8M

5 Year Chart

- Placement August 2013 - $5,671,767 raised by placement of 3,065,820 shares at issue price of $1.85 cents per share to institutional investors

CTI Logistics Limited

2013 Financial Year Operational Highlights

- Completed stage one of new Hazelmere warehousing and distribution facility (March 2013) which is now generating positive returns
- Acquired Bunbury Freight Services (servicing the South West of Western Australia) to augment the development of our regional transport network
- Established CTI Freightlines (servicing the North West of Western Australia) and Broome Freightlines to augment the development of our regional transport network and support our growing minerals and energy operations
- Gained accreditation from Bechtel to provide transport and logistical services to Chevron Wheatstone LNG project
- Entered into agreement to represent New Zealand Post owned Couriers Please (national parcel network) in Western Australia

CTI Logistics Limited

2013 Financial Year
New Business Highlights

COCKBURN CEMENT
Swan Cement

Secured dedicated fleet management contract with Adelaide Brighton (Cockburn and Swan Cement)

Target.

Secured contract extension and additional warehousing and distribution work for Target

Nufarm

Secured warehousing and distribution contract for Nufarm Chemicals

CBI KENTZ

Secured logistics contract with CB&I – Kentz Joint Venture to provide quarantine wrapping and logistical services to support their Chevron Gorgon LNG contract

Dredging International

Secured transport labour contract with Dredging International to support their Chevron Wheatstone LNG contract

EVT

Secured transport and logistical services for EVT Joint Venture (Thiess and EV LNG Australia) to support their Chevron Wheatstone LNG contract

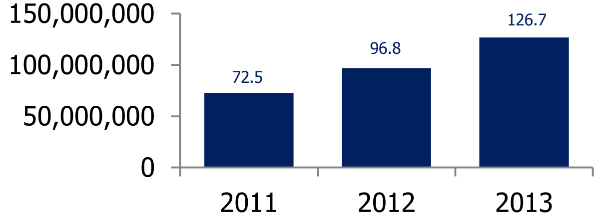
bhpbilliton

Secured warehousing relocation project at Mount Whaleback for BHP Iron Ore division

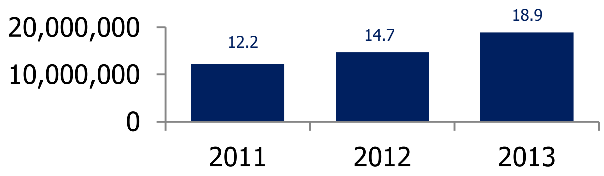
CTI Logistics Limited

Key Financials CTI Group*

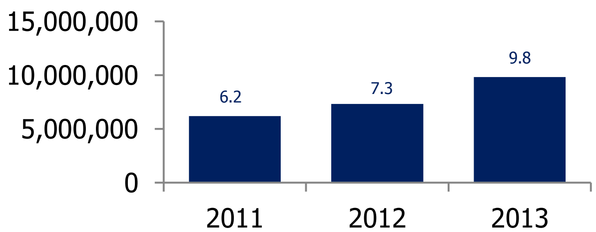
Revenue



EBITDA



Net Profit After Tax



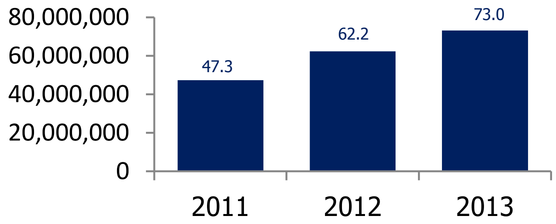
	2013	2012	Change
Revenue	$126,668,709	$96,751,645	30.9%
EBITDA	$18,897,943	$14,716,937	28.4%
NPAT	$9,823,494	$7,332,490	34.0%
EPS (Basic)	16.56	12.40	33.5%
EPS (Diluted)	16.46	12.36	33.2%
DPS (2H)	0.04	0.035	14.3%
DPS (FY)	0.075	0.065	15.4%
ROIC	13.2%	14.6%	-0.1%

*The CTI Group key financials includes unallocated amounts not included in segments

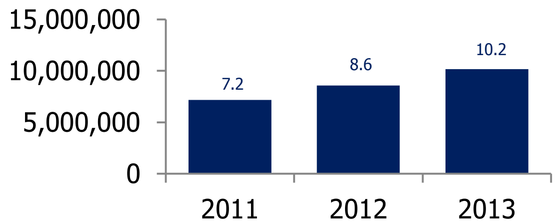
CTI Logistics Limited

Key Financials
Transport Segment

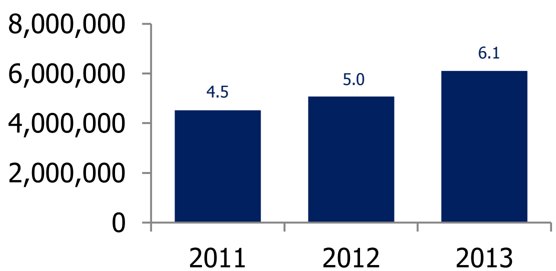
Revenue



EBITDA



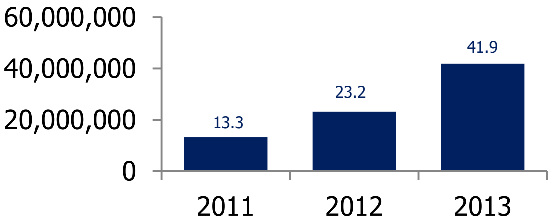
Net Profit After Tax



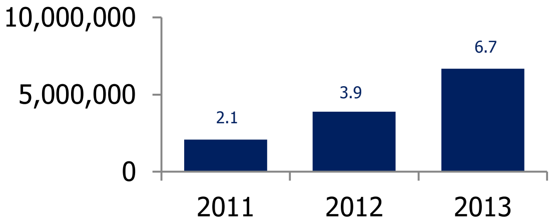
- Revenue has grown from $62,237,809 to $73,033,054, a 17.3% increase
- EBITDA has grown from $8,580,021 to $10,167,782, a 18.5% increase
- NPAT has grown from $5,072,364 to $6,102,733, a 20.3% increase
- Major drivers have been growth in minerals and energy sector and fleet management work

Key Financials
Logistics Segment

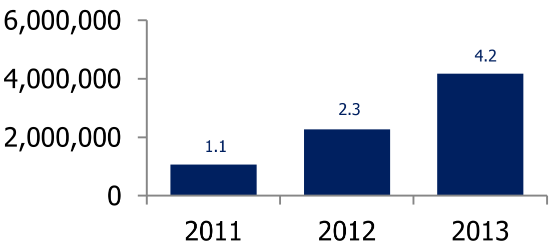
Revenue



EBITDA



Net Profit After Tax



- Revenue has grown from $23,236,537 to $ 41,877,478, a 80.2% increase
- EBITDA has grown from $3,888,976 to $6,681,279, a 71.8% increase
- NPAT has grown from $2,265,518 to $4,177,261, a 84.4% increase
- Major driver has been growth of minerals and energy sector work

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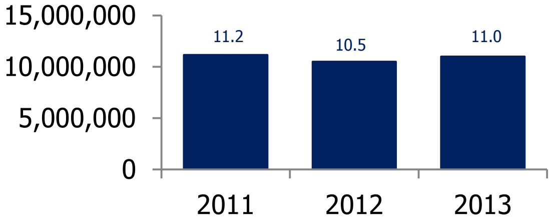
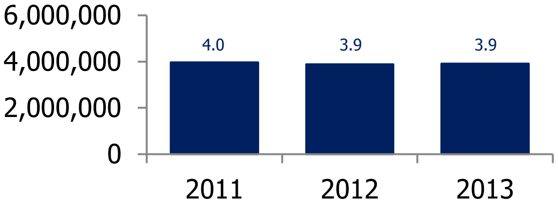
Key Financials
Property & Other
(includes Security and Manufacturing)

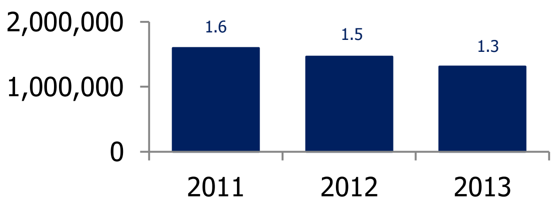
Revenue



EBITDA



Net Profit After Tax



- Revenue has grown from $10,506,881 to $11,003,040, a 4.7% increase.
- EBITDA has grown from $3,884,713 to $3,917,187, a 0.8% increase.
- NPAT has declined from $1,463,749 to $1,313,522 , a 10.3% decrease.

Business Sector Snapshot

- **On Demand Couriers and Taxi Trucks** → tough market conditions which is putting pressure on rates
- **Parcel Distribution** → expecting further growth with rationalisation of competitors in the Western Australian market and growth of online deliveries
- **Heavy Transport** → has benefited from the ramp up of minerals and energy sector work
- **Freight Services** → growing as we roll out regional transport network
- **Warehousing and distribution** → solid performance with positive outlook for growth
- **Minerals and Energy Logistics** → continues to gain business for Chevron Gorgon project and now making traction with contractors to Chevron Wheatstone project
- **Document Storage and Destruction** → steady growth off a small base with destruction services leading the way
- **Security** → residential market steady - growth coming from commercial market with the improvement of CCTV technology
- **Plastics** → very competitive market conditions

CTI Logistics Limited

Balance Sheet

		Jun-13	Jun-12
ASSETS	*Current assets*		
	Cash and cash equivalents	4,440,952	1,407,492
	Trade and other receivables	21,604,640	17,354,887
	Inventories	2,633,659	2,733,503
	Total current assets	28,679,251	21,495,882
	Non-current assets		
	Other receivables	-	39,600
	Available-for-sale financial assets	71,000	62,877
	Property, plant and equipment*	56,449,648	35,714,360
	Investment properties	9,781,361	9,889,986
	Deferred tax assets	992,517	922,675
	Intangible assets	5,878,074	4,826,909
	Total non-current assets	73,172,600	51,456,407
	Total assets	101,851,851	72,952,289
LIABILITIES	*Current liabilities*		
	Trade and other payables	14,016,490	8,275,330
	Borrowings	1,965,520	1,812
	Current tax liabilities	1,163,873	1,236,017
	Provisions	2,609,084	2,167,592
	Total current liabilities	19,754,967	11,680,751
	Non-current liabilities		
	Borrowings	35,100,966	22,600,000
	Provisions	589,463	472,722
	Total non-current liabilities	35,690,429	23,072,722
	Total liabilities	55,445,396	34,753,473
	Net assets	46,406,455	38,198,816
	NTA per share	$0.67	$0.56
	Net debt-to-equity ratio	70.3%	55.5%
	Interest cover	14.5	12.9
	* Freehold Land & Buildings at cost (30 June 2013)	$45,966,630	
	* Freehold Land & Buildings at Directors valuation (30 June 2013)	$78,723,273	

Outlook 2014 Financial Year Initiatives

- Develop stage two of Hazelmere warehousing and distribution facility for growth requirements of existing contract warehousing clients
- Expand general warehousing footprint
- Continue the development of a regional transport network
- Continue to target transport and logistics opportunities for Chevron Gorgon and Wheatstone projects
- Enhance service platform for home delivery and online sales
- Look for organic growth and growth by acquisitions that complement our existing range of services