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18 March 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.

A handwritten signature in black ink, appearing to read 'Owen Venter', is positioned above the printed name and title.

Owen Venter
Company Secretary

CTI LOGISTICS LIMITED

Half-year December 2018 Results



CTI Logistics Limited (CTI) is a transport and logistics provider in couriers, parcels, taxi trucks, fleet management, interstate and regional freight, general and contracted warehousing, specialised flooring logistics and security services.

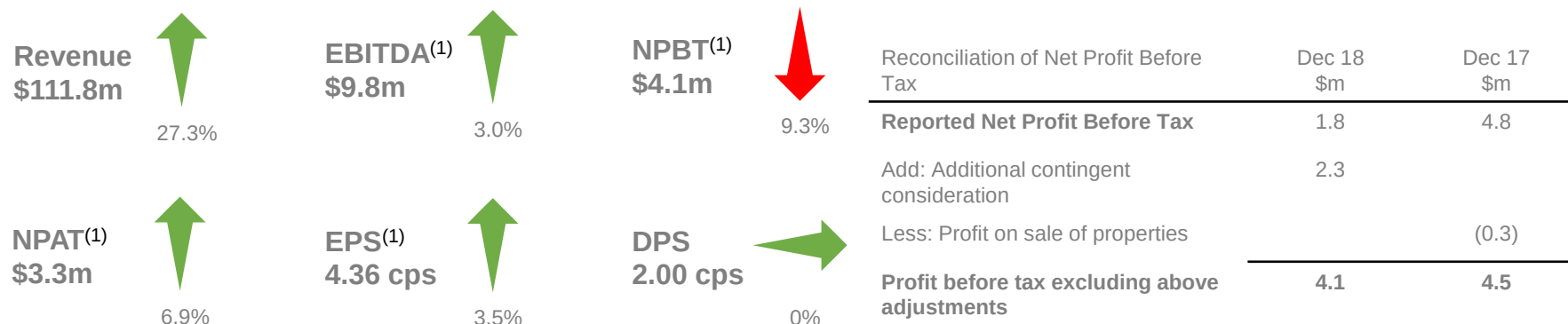
CTI has been a listed public company since 1987 with its transport and logistics origins dating back to 1972.

BEHIND THE HEADLINE NUMBERS

Half-year December 2018 Results

For the December 2018 first half, the group reports revenue up 27.3%, EBITDA up 3.0%, NPBT down 9.3% and EPS up 3.5% after excluding a \$2.34m adjustment for deferred contingent payment for the Jayde acquisition and a profit on sale of a non-core property of \$0.3m in the prior period.

After allowing for the contribution from recent acquisitions, the results have been impacted by expansion costs relating to East coast operations in Melbourne, Sydney and Brisbane, the consolidation of our Western Australian regional freight operations, the costs associated with the transfer of warehouse operations from a leased to an owned premises and challenging trading conditions in December.



(1) Excluding additional contingent consideration and profit on sale of a non-core property in the previous period

FY19 FIRST-HALF HIGHLIGHTS

JUL
18

Jayde Sydney Depot

Established Sydney depot and commenced scheduled services to Melbourne, Adelaide and Perth

JUL
18

Stirling Freight Express acquisition

Acquired Stirling Freight Express and integrated it into our Western Australian regional freight network

SEP
18

Perth Freight Hub

Consolidated CTI Freightlines, Broome Freightlines, Bunbury Freight and Stirling Freight Express into a “fit for purpose” freight depot

NOV
18

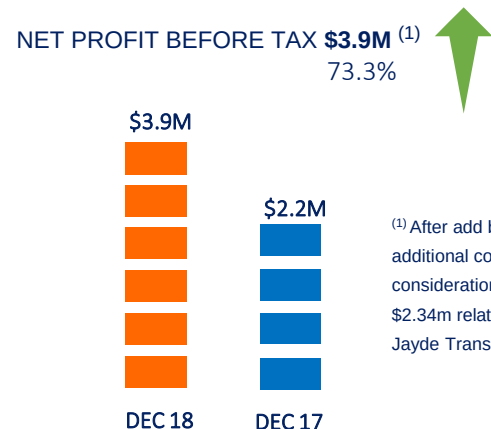
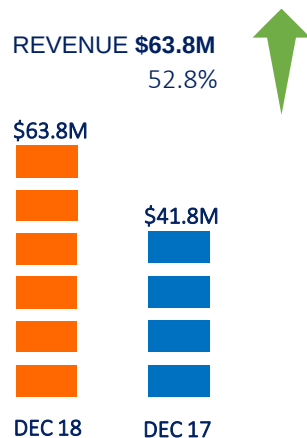
CTI and Jayde Brisbane Depot

Established Brisbane warehouse for CTI Warehousing and freight depot for Jayde, commenced scheduled services Brisbane to Perth



FINANCIAL REVIEW FOR TRANSPORT SEGMENT

Half-year December 2018 Results

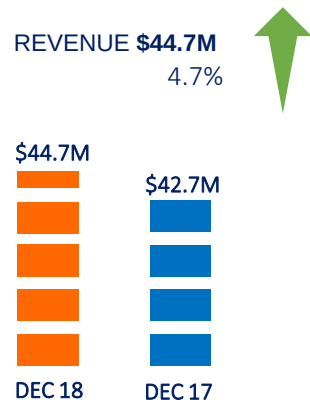


⁽¹⁾ After add back of additional contingent consideration of \$2.34m relating to Jayde Transport

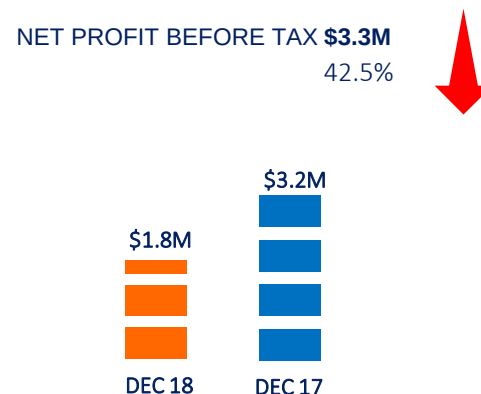
- Purchase of Stirling Freight Express on 2 July 2018 along with full six months trading for Jayde Transport has bolstered revenue
- Parcel revenue has continued to grow on the back of e-commerce clients
- Courier revenue marginally down
- Difficult trading conditions have continued in the Western Australian market which represents 60% of overall group revenue
- Contribution from the Jayde Transport and Stirling Freight Express acquisitions
- Parcel margins have benefitted from increased volume and improved utilisation
- Courier and Taxi Truck margins remain flat due to Western Australian economy
- Consolidation of Western Australian regional freight operations

FINANCIAL REVIEW FOR LOGISTICS SEGMENT

Half-year December 2018 Results



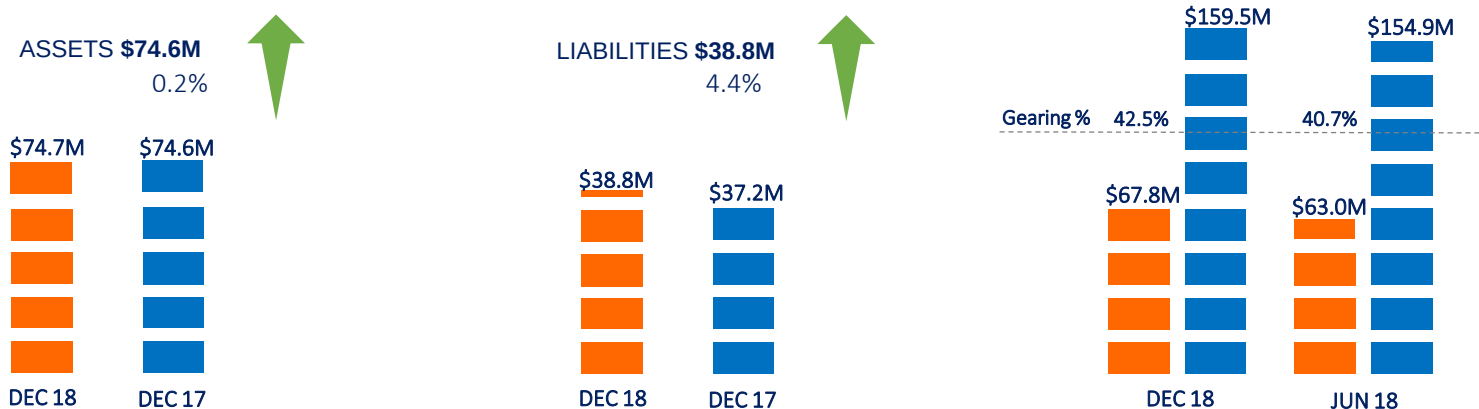
- Revenue for the segment is marginally up on last year
- East coast revenue growth through current operations and planned expansion
- Continued soft market conditions in Western Australia, including an unexpected further slowdown in December



- \$0.4m cost to expand warehousing operations to East coast (Melbourne, Sydney and Brisbane)
- \$0.4m cost to transfer warehouse operations from end of lease facility to an owned premises
- Residual lease costs incurred relating to Minerals and Energy activity
- Activity from clients down across all sites due to the challenges in the Western Australia economy

PROPERTY UNDERPINNING THE SHARE PRICE

Half-year December 2018 Results



- No significant movement in property segment assets during the period
- Valuation of properties based on market conditions with no impairments at 31 December 2018
- The group accounts for its property at cost. At 31 December 2018, the property holdings were valued at \$86.1m, amounting to \$11.8m of value not recognized on the balance sheet

- \$1.6m increase in property segment liabilities in the period
- Backed by \$29.1m of land at Hazelmere site for future development
- Total interest bearing debt for the group is \$47.2m

- Modest increase in debt levels in the period including acquisition and working capital of Stirling Freight Express
- Net Debt (orange) is total borrowing and trade and other payables, less cash and cash equivalents
- Total Capital (blue) is equity plus net debt

CONSOLIDATED BALANCE SHEET

		Dec 2018 (\$M)	Jun 2018 (\$M)	Dec 2017 (\$M)	Commentary
Assets	Cash and cash equivalents	3.5	2.0	3.8	➤ Strong cash flow generated in the period offset by funding of Stirling Freight Express working capital requirements
	Receivables and prepayments	30.2	28.9	27.5	➤ Debtors include Stirling Freight Express receivables (no comparative) along with higher revenue in December 18 compared to previous period
	Inventories	0.2	0.2	0.1	
	Current Assets	33.9	31.1	31.4	
	Other	0.1	0.0	0.1	
	Property, plant and equipment	99.1	96.8	97.9	➤ Additions and Stirling Freight Express assets of \$4.0M acquired net of depreciation for the year
	Investment properties	2.2	2.2	2.2	➤ One remaining non-core investment property
	Deferred tax assets	0.5	-	-	
	Intangibles	34.7	34.6	34.9	➤ Goodwill, customer relationships and brand names relating to Stirling Freight Express acquisition net of amortisation of intangible assets in the period
	Non-current assets	136.5	133.6	135.1	
	Total assets	170.4	164.7	166.5	
Liabilities	Trade and other payables	23.2	21.0	19.2	➤ Increased trading levels up to December 18 compared to the prior year as well as Stirling Freight Express payables (no comparative), along with movements in accruals relating to PAYG, payroll tax and GST
	Borrowings	2.0	1.6	1.8	➤ Current portion of financed assets
	Current tax liabilities	0.4	0.6	1.3	
	Provisions	5.4	4.8	4.4	➤ Short term portion of leave provisions including Stirling Freight Express acquisition
	Current liabilities	31.0	28.2	26.7	
	Borrowings	45.2	42.2	46.3	➤ Interest bearing debt reduced from previous corresponding period from strong cash flow generated in the period net of funding of Stirling Freight Express
	Deferred tax liabilities	-	0.1	0.2	
	Provisions and other liabilities	2.5	2.3	2.2	➤ Long term portion of leave provisions including Stirling Freight Express
	Non-current liabilities	47.7	44.6	48.7	
	Total liabilities	78.7	72.8	75.4	
Total net assets		91.7	91.9	91.1	
	Number of shares on issue	77.5	77.1	75.8	➤ April 2018 for DRP, BSP and placement for dividend and November 2018 for DRP and BSP
	NTA per share at valuation (CPS)	0.89	0.90	0.91	

CORPORATE DASHBOARD

Shareholders at 31 January 2019	Number of FPO	Percentage of Issued Capital (%)
1 David R Watson	25,347,469	32.70%
2 JP Morgan Nominees Australia Ltd	9,931,723	12.81%
3 Simon Dirk Kenworthy-Groen	3,906,399	5.04%
4 David A Mellor	3,712,564	4.79%
5 Parmelia Pty Ltd	3,405,491	4.39%
6 Bruce E Saxild	3,336,364	4.30%
7 HSBC Custody Nominees Ltd	3,006,704	3.94%
8 CITI Corp Nominees Pty Ltd	2,055,114	2.19%
9 Dixon Trust Pty Ltd	1,686,633	1.17%
10 Coram Pty Ltd	640,333	0.83%
Other	20,497,308	26.44%
Total	77,526,102	100.00%

Corporate Information	
ASX Code	CLX
Shares on Issue	77.53M
Options on Issue	Nil
Share Price at 15 March 2019	\$0.820
Market Capitalisation	\$63.57M

CTI Logistics Limited – share price trading volume



Source: asx.com.au

Movement in Share Capital	Movement	Total
At 30 June 2017		74.4M
November 2017 – BSB and DRP	0.2M	74.6M
November 2017 – Share issue	1.0M	75.6M
December 2017 – Employee Share Plan	0.2M	75.8M
At 31 December 2017		75.8M
April 2018 – BSB and DRP	0.2M	76.0M
April 2018 – Share issue	1.1M	77.1M
At 30 June 2018		77.1M
November 2018 – BSB and DRP	0.4M	77.5M
At 31 December 2018		77.5M

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

■ Interstate Freight Services

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

■ Fleet Management

- > Provision of dedicated trucks and trailers on permanent hire

■ Taxi Trucks

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

■ Regional Transport

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

■ Parcels

- > Same day and overnight distribution
- > E-commerce "last mile" B2C
- > Two and four runs a day services

■ Specialised Services

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

WHAT WE DO - LOGISTICS



■ Warehousing

- > Third party and overflow warehousing
- > Contracted distribution centre services
- > Bulk product storage
- > Consolidation services
- > Cross Docking
- > Temperature controlled

■ Flooring Logistics (GMK)

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

■ E - 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

WHAT WE DO - SECURITY AND RECORDS MANAGEMENT ▽



■ Security Monitoring

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

■ Security Installation

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

■ Document Storage

> Secure storage and cataloguing of documents, computer media and mineral samples

■ Destruction Recycling

> Supervised destruction of documents and computer media

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