Investor Presentation
2013 Full Year Results

10 OCTOBER 2013

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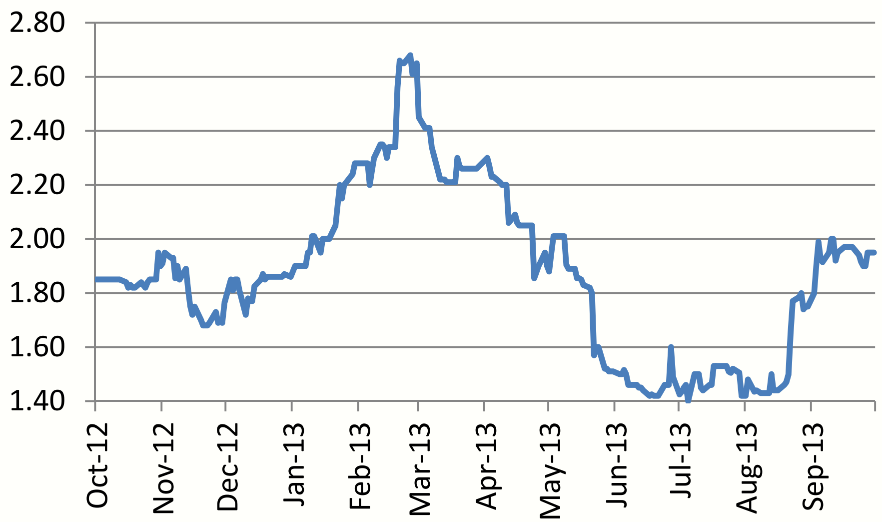
Corporate Profile

ASX Code	CMI
Share Price (9 Oct 2013)	$2.00
Issued Capital	
- Shares	34.6m
- Performance Rights	0.5m
Market Capitalisation	$69.1m
Cash (30 June 2013)	$ 6.6m
Debt (30 June 2013)	$ 0.2m
Net Cash	$ 6.4m
12 Month High / Low	$2.76 / $1.36



Substantial Shareholders

- LeRae Pty Ltd & Others (38.06%)
- Acorn Capital Limited (9.44%)

Top 10 shareholders (59.11%)

Top 20 shareholders (69.57%)

Board and Senior Management

- Danny Herceg – Independent Chairman
- Ross Rolfe – Independent Director
- Leanne Catelan – Non-Executive Director
- Sharyn Williams – Finance Director/Company Secretary
- Jeff Heslington – GM - CMI Electrical
- Stephen O'Brien – GM - TJM Products

Businesses with long operating histories

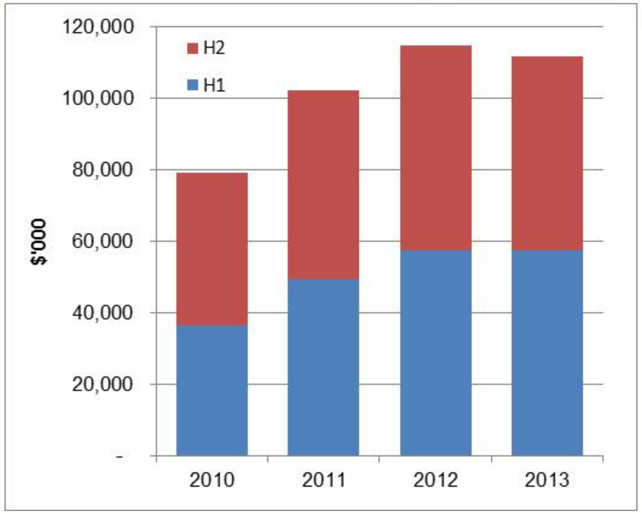
- Electrical division formed in 1998 – 15 years
- TJM commenced operations in 1973 – 40 years

*Graph at 30 September 2013

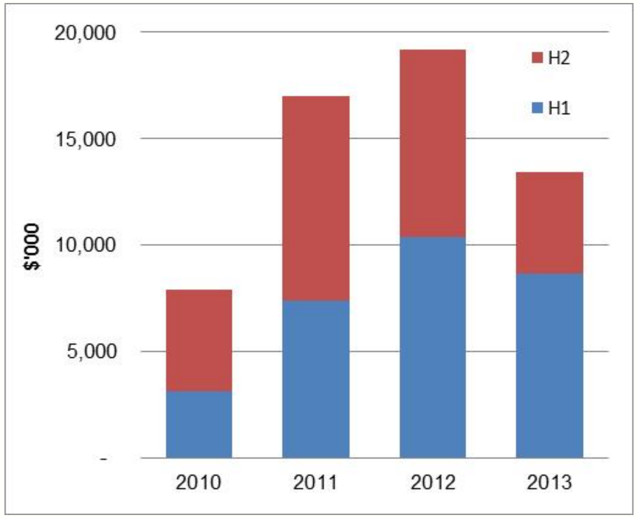
Performance FY2013

- Revenues decreased 3%
  - Electrical 4% decrease
  - TJM 4% growth
- NPAT
  - Reported 84% up to $9.8m from $5.3m (FY12 included $9.3m impairment)
  - Operating down 33% to $9.8m from $14.6m
- EBIT - challenging 2H13
  - 1H13 $8.7m; 2H13 $4.8m
- EPS
  - FY13 29.05; FY12 15.78
- Cashflow from operations
  - $10.7m (FY13) vs. $9.6m (FY12)
- Net cash $6.4m
  - Class A buyback borrowings $7.5m repaid
- Dividends recommenced 2H13 – 6 cents
- Corporate
  - Interest $1.7m lower (interest received on Industrial receivable & cash deposits)
- Independent Director appointed

Revenue



EBIT (**Bef Net Interest, Impair & Discont Operations**)



Financial Performance

FY2013 Profit Summary

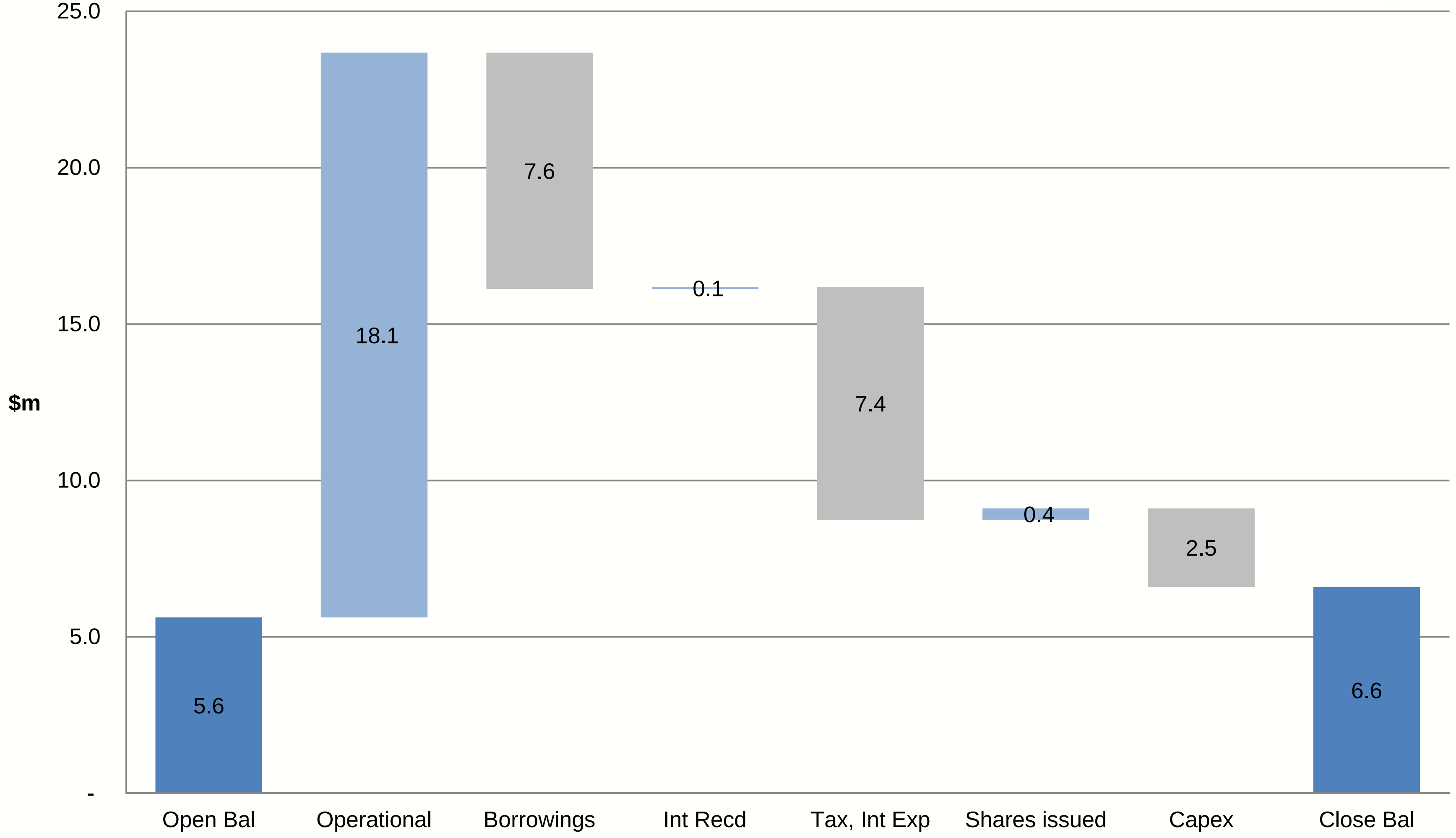
	Electrical $'000	TJM $'000	Corp $'000	FY2013 $'000
Revenue	70,774	40,942	39	111,755
EBITDA	18,712	(742)	(2,802)	15,168
EBITDA margin %	26%	(2%)		14%
EBIT	18,517	(2,234)	(2,806)	13,477
Operating PBT	18,517	(2,251)	(3,158)	13,108
Tax				(3,296)
Reported NPAT				9,812

FY2013 Balance Sheet

	Electrical $'000	TJM $'000	Corp $'000	FY2013 $'000
Current assets	29,335	22,295	4,374	56,004
Non-current assets	8,806	6,625	541	15,972
Total assets	38,141	28,920	4,915	71,976
Current liabilities	7,690	6,687	965	15,342
Non-current liabilities	30	204	12	246
Total liabilities	7,720	6,891	977	15,588
Shareholders equity	30,421	22,029	3,938	56,388

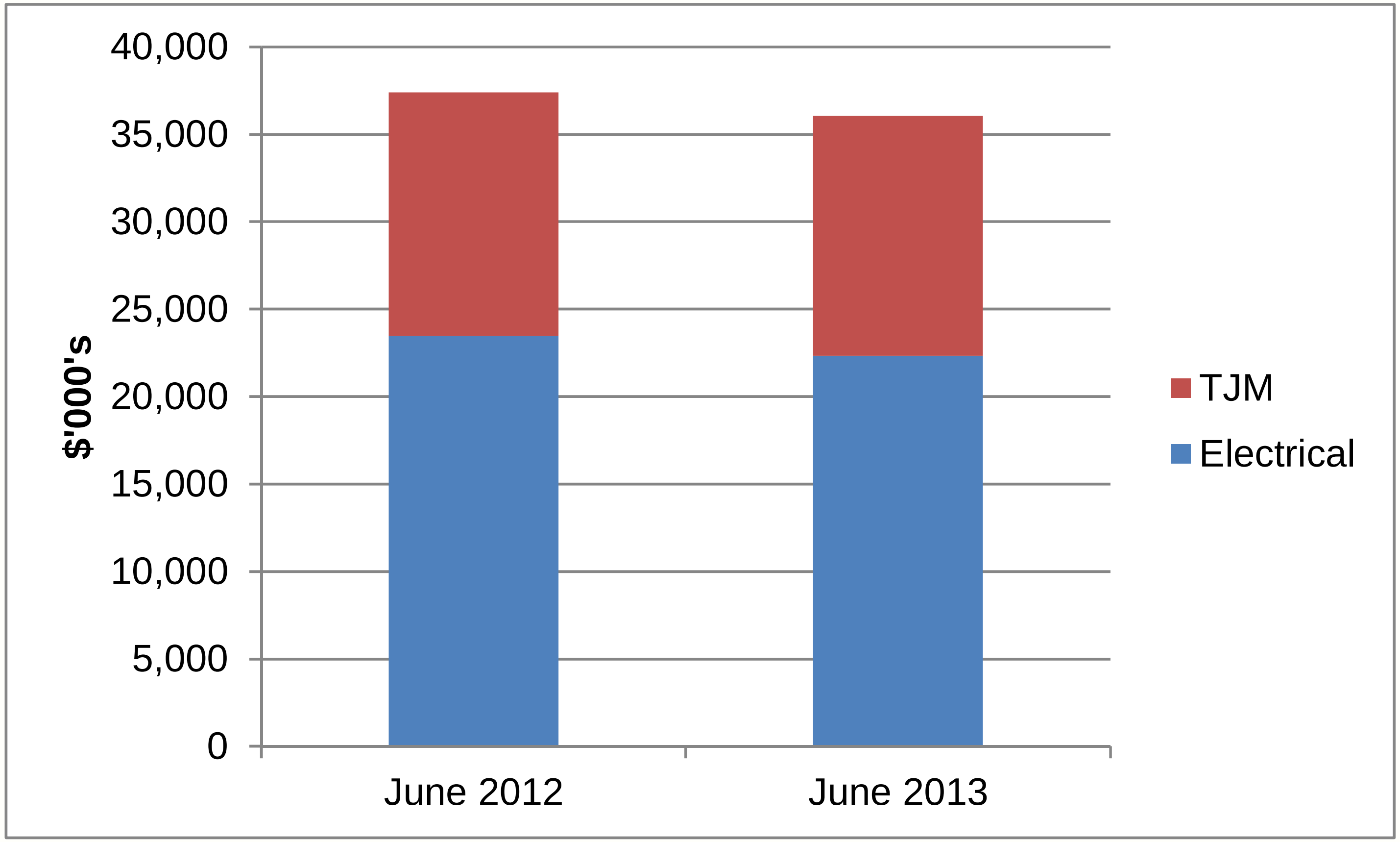
Financial Performance

Cash Generation



Financial Performance

Working Capital

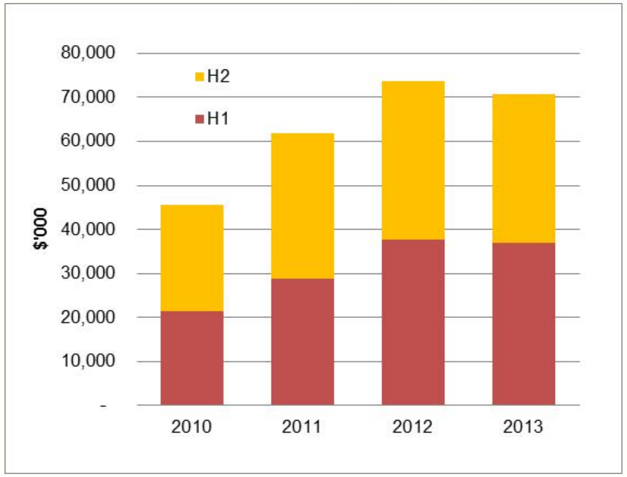


*Working Capital = Inventory + Trade debtors – Trade creditors

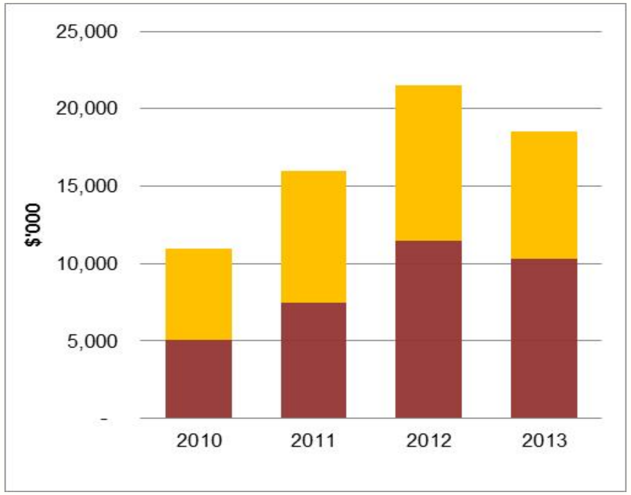
Electrical Division

- Formed in 1998, distributes and manufactures industrial electrical products
- Sourcing and supply of plugs, couplers, high voltage cables, flexible cables, fire and explosive retardant products and manufacture of speciality electrical cables
- Provides electrical products to:
  - the mining sector with a focus on underground gaseous mining, (mainly coal, new projects and maintaining existing projects)
  - the construction industry (with some utilities & Industrial); and
  - electrical wholesalers, workshops & contractors
  - gas, petroleum and other hazardous industries.

Revenue



EBIT



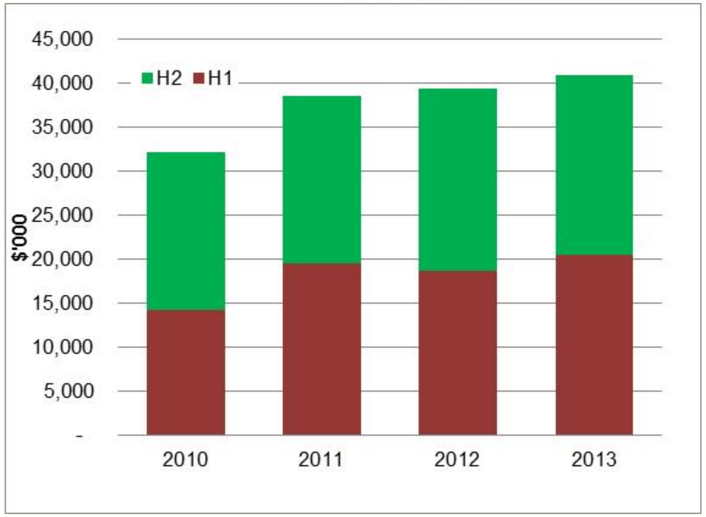
Electrical Division

- Operates across 7 sites in Australia
- Experienced, stable management
- Around 65 employees
- 5 Business units
  - Minto Industrial Products (plugs, couplers, glands)
  - XLPE Cable
  - Aflex Flexible Cable
  - Hartland Cables
  - Flameproof Engineering
- Minto has strong market share
- Cable is a competitive market
- Flameproof business recently acquired
  - Expands exposure to oil and gas
  - Actively seeking other opportunities
- Earnings decreased 14%
  - Mining product revenues decreased 24%
  - Construction product range increased 7%
  - Lower overall margin due to change in sales product mix

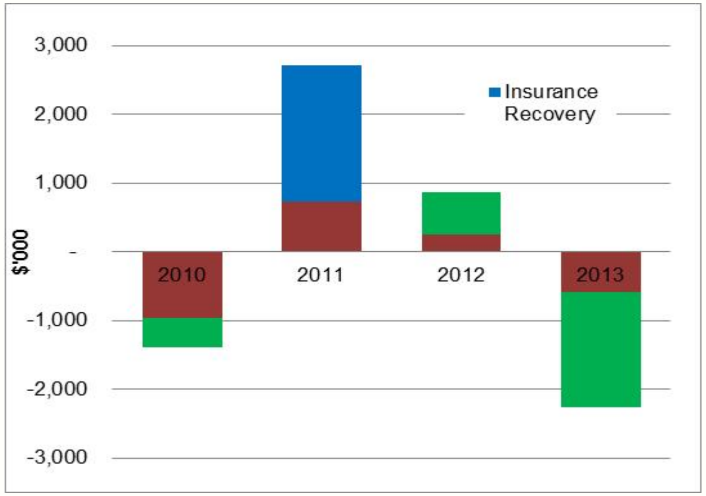
TJM Products

- Established in 1973
- Designs, distributes and manufactures accessory products for 4WD and light commercial vehicles
- Provides products to:
    - Australian aftermarket 47%
    - Exports 27%; and
    - Australian Original Equipment 26%
- Around 140 employees across Australia, China & USA
- TJM June 13 result – loss $2.3m:
    - – Domestic store sales increased 10%
    - – OE sales increased 21% although competitive market with high margin pressure
    - – Export sales decreased 11%
    - – Earnings impacted by increased costs in this division to enable future growth
    - – One off restructuring costs $0.7m
    - – USA loss $0.3m

Revenue



EBIT



TJM Products

- Product range includes:
  - Bull bars (Steel & Alloy)
  - Side/rear bars
  - Suspension
  - Recovery equipment
  - Camping equipment
  - Differential lockers
  - Snorkels & Flares

- 60 branded independently owned TJM stores across Australia
- Exports to 38 countries via independent distributors

TJM Restructure Status

Achievements 2013 Year:

- 5 additional domestic retail stores (9% increase)
- Improved time to market for new products
- Expansion of the existing branded product range
- Expanded manufacturing & assembly in China – premises relocation complete
- Improved working capital management
- New TJM consumer website including online shopping with increased traffic
- Launch of the innovative “Build your own” 3D modelling website
- Reduced losses from the USA operations
- Implementation of safety and training web-based management system

Focus for the coming 12 months on:

- Capacity increase at the off-shore production facility to improve margins and control quality of selective products
- A more efficient and cost-effective supply chain
- An increase in branded domestic distribution outlets and increased penetration in existing distribution outlets
- Increased market penetration in export markets (particularly Middle East) including review of the USA strategy
- Further improvements to time to market of new products
- Continued expansion of the existing product range using branded and third party products

Outlook

- Impact of subdued conditions in the resource sector more pronounced in 2H13
- Expect these conditions to persist to impact earnings through 1H14 although anticipate some improvement starting during the 2H14
- A strong balance sheet means CMI will continue to invest capital and grow our existing businesses, while continuing to look for opportunities to create value for shareholders.