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9 November 2015

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



Market Presentation – November 2015



CTI Logistics Limited

- ▶ **CTI Logistics Limited (CTI) is a provider of transport, logistics and security services**
- ▶ **CTI has been a publicly listed company since 1987 with its transport and logistics origins dating back to 1972**
- ▶ **CTI services in excess of 5,500 customers ranging from small local businesses through to ASX 100 companies**
- ▶ **CTI has more than 700 vehicles on the road ranging from courier vehicles through to triple road train combinations**

Building a national transport and logistics network supported by local people and local knowledge

CTI is one of a small number of publicly listed transport and logistics companies

The June 2015 acquisition of GMK Logistics (GMK) lays the foundation for CTI to become one of Australia's leading providers of transport and logistics services in the disciplines in which we are experienced

GMK's national presence and distribution network provides an ideal beach head for CTI to cost effectively roll out nationally the services CTI has been providing the Western Australia marketplace since 1972

CTI will also target acquisitions across Australia that deliver accretive earnings



FY15 KEY FINANCIALS

Revenue

\$124 million

EBITDA

\$16.5 million

NPBT

\$8.6 million

EPS

9.25 cents

Dividend

8.0 cents

Dividend yield

6.5 %

FY15 KEY OPERATIONAL ACHIEVEMENTS

- ▶ Reduced our Lost Time Injury Frequency Rate (LTIFR) from 4.59 in 2014 to 1.85 in 2015
- ▶ Successful acquisition and integration of **GMK Logistics**
- ▶ Expansion of CTI transport and warehousing services into South Australia
- ▶ Completed stage two warehouse construction at our Hazelmere distribution centre
- ▶ Acquired an additional 67,000m² of land adjoining our Hazelmere distribution centre - increasing this strategic site to 154,000m² for future growth
- ▶ Successfully re-engineered our North West WA line haul business to accommodate the down turn in the minerals and energy sector
- ▶ Rolled out sign on glass and track and trace technology to our regional freight network
- ▶ Expanded our e-commerce warehousing footprint to accommodate pick and pack operations for online retailers
- ▶ Established a national security monitoring room alliance under the National Security Network (NSN) banner with ASIAL A1 Graded partners across Australia to target national sales opportunities

WHAT WE DO - TRANSPORT

Couriers

- ▶ On demand express services
- ▶ Technical courier services (eftpos and computer swap outs)
- ▶ Vehicles range from pushbikes in the CBD to two tonne capacity

Parcels

- ▶ Same day and overnight distribution covering the Perth metropolitan area
- ▶ E-commerce "last mile" home delivery system
- ▶ Two and four runs a day services

Taxi Trucks

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

Fleet Management

- ▶ Provision of dedicated trucks and trailers on permanent hire

Specialised Transport

- ▶ Rail and wharf container transport
- ▶ Truck mounted cranes
- ▶ Tail Lift vehicles
- ▶ Hot shot services

Freight Forwarding

- ▶ Intrastate Road Freight
- ▶ Interstate Freight
- ▶ International Freight

Regional Freight

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

WHAT WE DO - LOGISTICS

WAREHOUSING AND DISTRIBUTION

- ▶ Third party and overflow warehousing
- ▶ Contracted distribution centre services
- ▶ Pick and pack handling
- ▶ Bulk products storage
- ▶ Temperature Controlled Storage and Distribution
 - ▶ Wine storage and stock management
 - ▶ Food product storage
 - ▶ Temperature controlled delivery

MINERALS AND ENERGY LOGISTICS

- ▶ Supply base warehousing and asset management
- ▶ Labour hire
- ▶ Plant and equipment hire
- ▶ Quarantine cleaning and fumigation
- ▶ Pest control
- ▶ Plant and equipment preservation and wrapping

WHAT WE DO – SECURITY SERVICES

SECURITY

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

DOCUMENT STORAGE AND DESTRUCTION

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

Our clients include



About GMK

- ▶ Market leader in the provision of warehousing and transport services to the flooring industry
- ▶ Over 40 years of experience in handling, storing and cutting flooring (vinyl and carpets)
- ▶ Warehousing facilities in Brisbane, Sydney, Newcastle, Melbourne, Adelaide and Perth
- ▶ Nationwide seamless distribution network for flooring products
- ▶ Specialised trucks and trailers throughout Australia customised to handle flooring products - efficiently, safely and to minimise the risk of damage

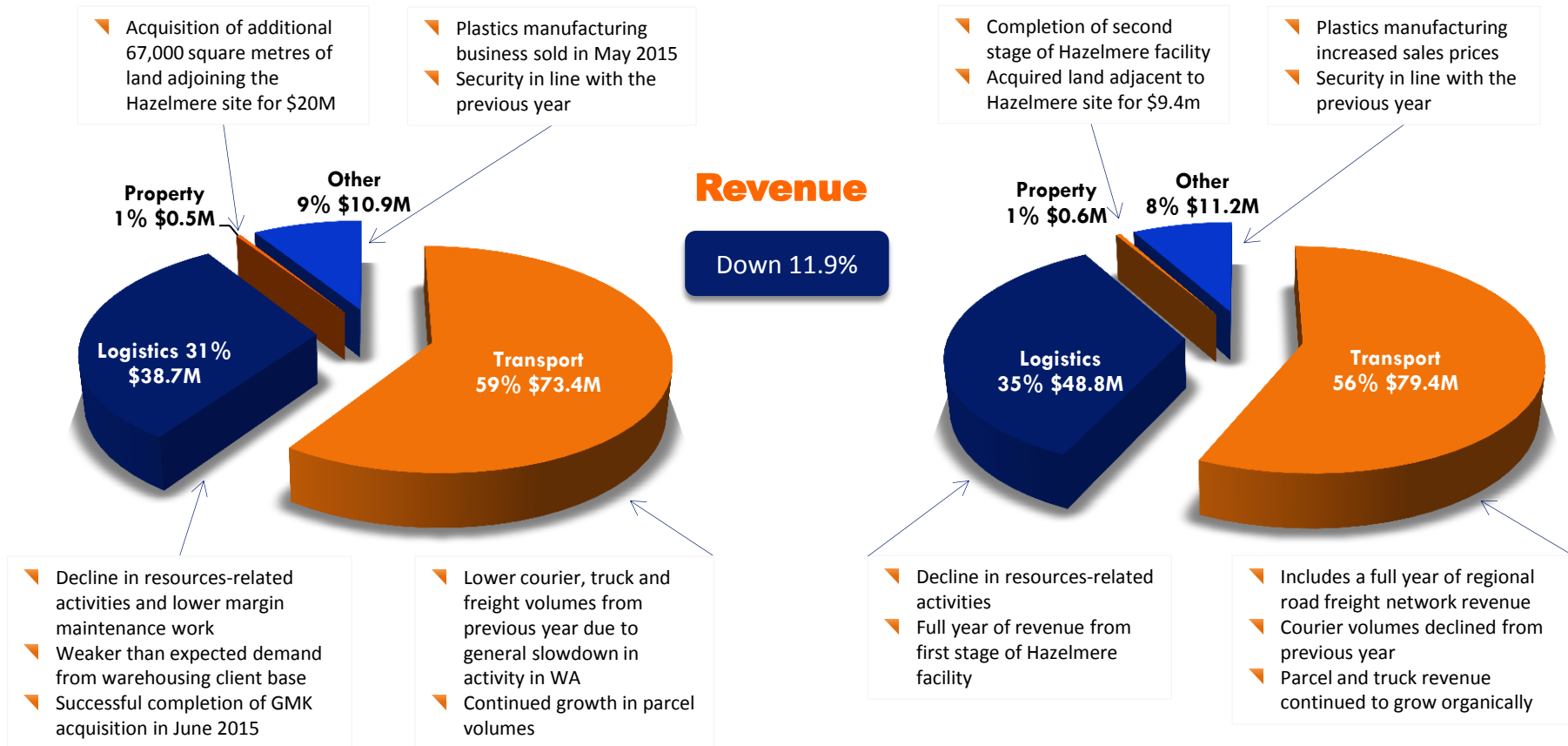
Why GMK

- ▶ Niche market position with “barrier to entry” attributes
- ▶ Provides CTI with a strong national footprint from which to grow
- ▶ Talented management team experienced in a wide range of transport and logistics disciplines

Financials by Segment - Revenue

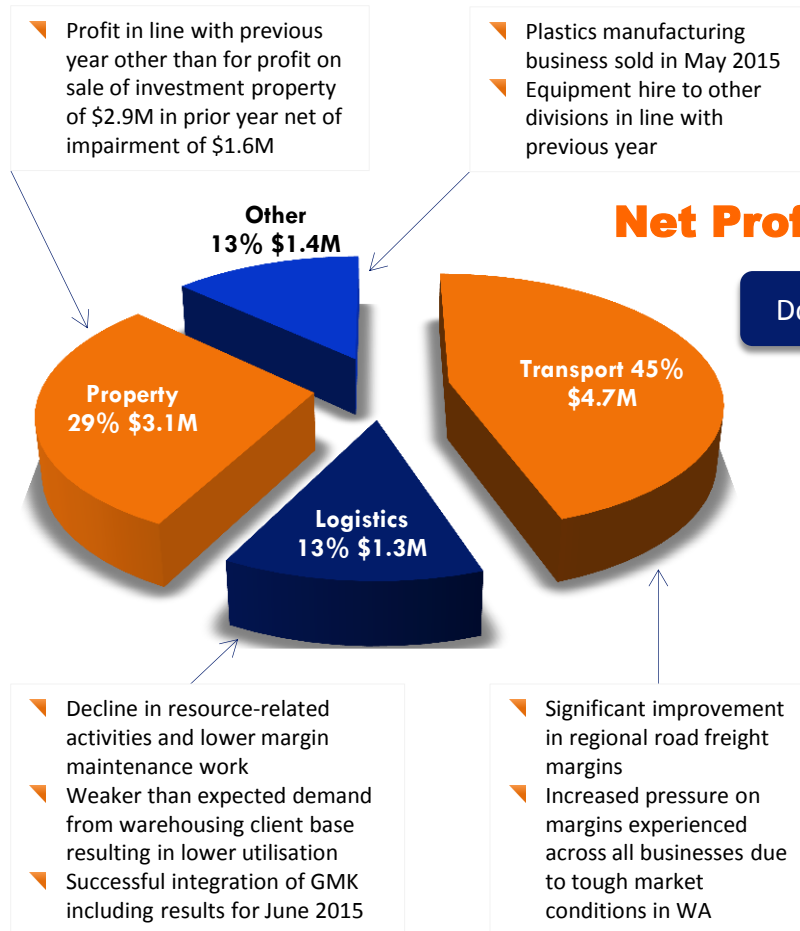
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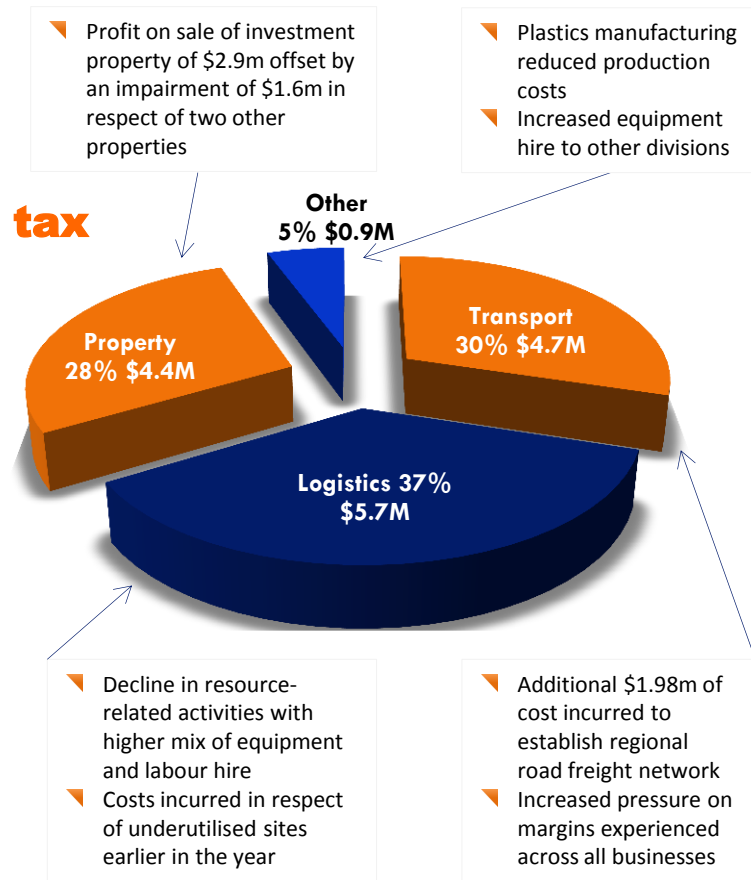


Financials by Segment - NPBT

June 2015

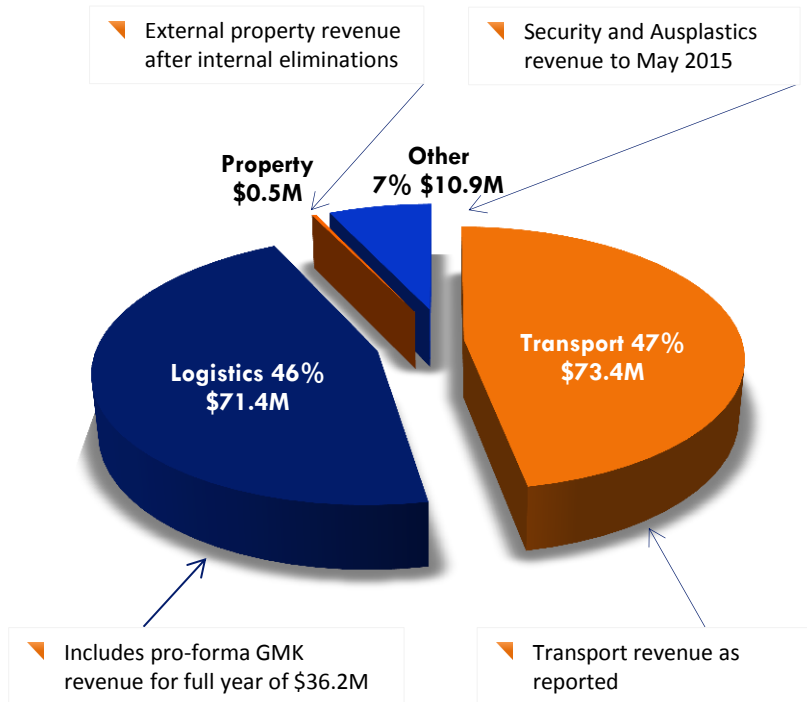


June 2014

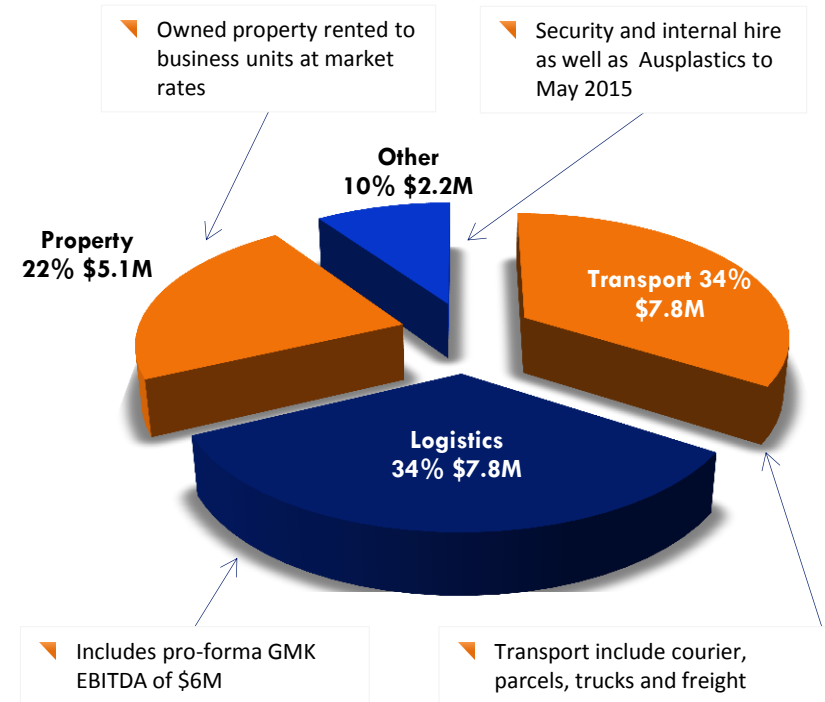


FY15 Pro-forma Financials by Segment including GMK

Revenue \$156.3M



EBITDA \$22.8M



Note: Pro-forma Revenue and EBITDA are presented at segment level and do not include unallocated amounts

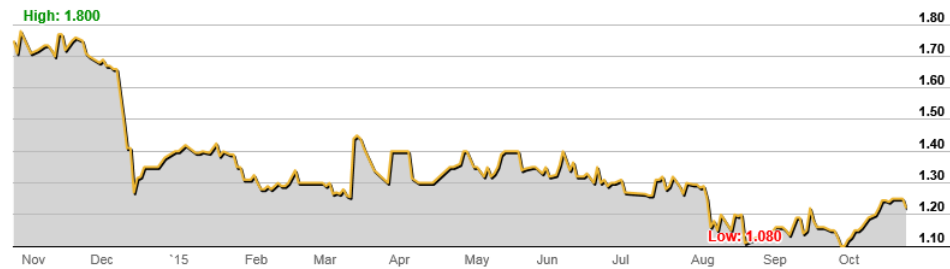
Balance Sheet – FY15 Pro-forma including sale of property

Year ended 30 June	Pro-forma 2015 \$	2015 \$	2014 \$	Commentary on movements
Cash and cash equivalents	6,100,802	6,100,802	2,251,430	
Receivables and prepayments	21,086,429	21,086,429	22,224,381	▼ Reduction in line with lower revenue and continued tight controls over receivables in place
Inventories	365,258	365,258	1,778,196	▼ Sale of Ausplastics business including materials, work in progress and finished goods
Income tax receivable	975,966	975,966	-	
Property held-for-sale	-	6,748,932	-	▼ Planned sale of property at 30 June with Pro-forma reflecting sale for \$26M
Current assets	28,528,455	35,277,387	26,254,007	
Other	91,566	91,566	77,409	
Property, plant & equipment	108,853,894	89,317,623	70,537,198	▼ Acquisition of further Hazelmere property \$20M, Karratha property \$3M as well as PPE and vehicles. PPE includes \$11.5M of plant and equipment and \$12.9M of vehicles at 30 June 2015
Investment properties	6,079,644	6,079,644	7,543,368	▼ \$1.4M sale of property
Deferred tax assets	931,540	931,540	695,756	
Intangibles	28,707,770	28,707,770	5,510,345	▼ Purchase of GMK adding \$23.5M to goodwill on provisional accounting basis net of amortisation
Non-current assets	144,664,414	125,128,143	84,364,076	
Total assets	173,192,869	160,405,530	110,618,083	
Trade and other payables	11,712,997	25,212,997	11,733,802	▼ Reduction in line with lower costs, \$13.5M vendor loan paid in September 2015
Borrowings	2,574,972	2,574,972	2,494,848	▼ Short term portion of finance leases
Current tax liabilities	3,000,000	-	86,188	▼ Pro-forma tax payable on sale of property after use of capital losses
Provisions	3,853,124	3,853,124	2,749,228	▼ Increase in leave provisions from GMK acquisition
Current liabilities	21,141,093	31,641,093	17,064,066	
Borrowings	53,089,710	65,589,710	34,685,156	▼ Purchase of Hazelmere and Karratha properties \$23M, GMK acquisition \$27.7M less vendor loan in current liabilities of \$13.5M net of proceeds of property sale \$1.4M and repayment of borrowings and Pro-forma from sale of property \$26M
Provisions and other liabilities	1,015,075	1,015,075	765,928	▼ Increase in leave provisions from GMK acquisition
Non-current liabilities	54,104,785	66,604,785	35,451,084	
Total liabilities	75,245,878	98,245,878	52,515,150	
Total net assets	97,946,991	62,159,652	58,102,933	▼ Increase in net assets including \$2M issue of shares as part of GMK acquisition Pro-forma also includes profit on sale of property in October 2015 of \$19M
Gearing Ratio net of cash	51%	99%	60%	
NTA per share at valuation	\$1.02			
				Freehold Land and Buildings at cost at 30 June 2015 \$77,747,718 Freehold Land and Buildings at Directors' valuation at 30 June 2015 \$97,533,989

Corporate Dashboard

Corporate Information	
ASX Code	CLX
Shares on Issue	68.0M
Options on Issue	Nil
Share Price at 6/11/2015	\$1.25
Market Capitalisation at 6/11/2015	\$85.0M

Shareholders at 30/9/2015	Number of Shares	Percentage
David R Watson	28,395,458	41.73%
HSBC Custody Nominees Ltd	4,109,025	6.04%
David A Mellor	3,694,319	5.43%
Bruce E Saxild	3,329,793	4.89%
William Grove	3,217,515	4.73%
Parmelia Pty Ltd	2,914,034	4.28%
Dixson Trust Pty Ltd	1,686,633	2.48%
National Nominees Ltd	861,942	1.27%
Grove Superannuation Pty Ltd	514,579	0.76%
Timeoff Super Pty Ltd	494,263	0.73%
Others	18,823,130	27.66%
Total	68,040,691	100.00%



Movement in Share Capital	Movement	Total
At 30 June 2006		11.4M
November 2006 – 3 for 1 Share split	22.8M	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 - Share Issue, BSP and DRP	1.1M	61.7M
August 2013 - Share Issue	3.1M	64.8M
November 2013 – BSP and DRP	0.2M	65.0M
April 2014 – BSP and DRP	0.3M	65.3M
November 2014 – ESP, BSP and DRP	0.9M	66.2M
April 2015 – BSP and DRP	0.4M	66.6M
June 2015 – Share Issue – GMK acquisition	1.4M	68.0M

FY16 INITIATIVES

- ▶ Continue to expand transport and logistics services on a national basis by leveraging the current CTI client base that use our services in Western Australia
- ▶ Complete the development of our new online delivery platform
- ▶ Develop stage three of Hazelmere distribution centre – adding an additional 13,500m² of warehousing and 10,000m² of hardstand for growth requirements of existing contract warehousing clients
- ▶ Evaluate further property sales following the completed sale and lease back of Bibra Lake distribution centre
- ▶ Introduce a new transport and warehousing management system into GMK to improve the customer experience and gain operational efficiencies
- ▶ Implement a state of the art security software platform to cater for current and emerging technologies in the monitored alarm, CCTV video verification and home automation sectors
- ▶ Target EPS accretive acquisitions across Australia that complement our transport and logistics skill sets

Transport



Logistics



Security Services



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