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Dear Shareholder

The Company has today released its results for the 2018 financial year. The Statutory Audited Annual Accounts are now accessible on our website [www.ctilogistics.com](http://www.ctilogistics.com). The Annual Report to shareholders, with the addition of the Company's Corporate Governance Statement, Chairman's Report and Shareholder Information, will also be available on our website in October. Printed copies will be mailed in October to those shareholders who have not opted in to receive their Annual Report by email.

Reported net profit after tax for the year was \$4,067,251, representing earnings per share of 5.58 cents. Please note that while this profit figure was down by 32% on the reported figure for the previous year, that previous figure included a one-off profit of \$2,870,260 from the sale of non-core properties. It is important to note

\*this year's net profit before tax was up 23.2% on the comparable figure from the previous year, after excluding the sale of non-core properties.

\*this year's net profit after tax was up 17.9% on the comparable figure from the previous year.

\*the increase in net profit was made on revenue of \$182,910,253, up 18.4% on the previous year.

\*EBITDA excluding the sale of the non-core properties was \$16,170,425, up 8.7% on the previous year. The other measure of our financial health is the level of our interest-bearing debt, which decreased marginally over the period, despite the \$7.5m consideration paid for acquisitions plus the related working capital.

The directors have declared a dividend of 2.0 cents per share fully franked, to bring the total dividend for the year to 4.0 cents. The dividend is payable on 16 November 2018. The Dividend Reinvestment Plan and the Bonus Share Plan remain in place.

Writing to shareholders in February 2018 we said that we are continuing to look at opportunities for expansion and growth, both within Western Australia and nationally. In July we purchased regional freight business Stirling Freight Express, with its network of WA rural depots and agents. We have just leased a purpose-built freight depot in Forrestfield to house and consolidate all of our WA regional freight operations, plus our interstate Jayde Transport operations acquired in November 2017. On the East coast, and in addition to the national GMK Logistics flooring business, we are continuing to develop the interstate transport network, and now have bases and scheduled services to and from all mainland capitals. Alongside this, we are expanding our East coast warehousing and distribution capability to service national clients.

Western Australia still presents challenges reflecting the ongoing economic conditions, with some pressures on client volumes and margins. Implementation of the above also incurs one-off and short term extra costs, but we are working hard to offset these costs by consolidation of the freight depots in Perth, Bunbury, Albany and Adelaide, and by significant fleet synergies made possible by this consolidation. We are also exiting two leased warehouses, in Malaga in October and in Carlisle in December, and consolidating that activity at our owned premises in Hazelmere.

Yours faithfully



David Watson  
EXECUTIVE CHAIRMAN