CTI Logistics

Operational Excellence

FY26
FULL YEAR RESULTS

26 August 2026

This announcement has been authorised for release to the ASX by the CTI Logistics Limited Board of Directors

ASX: CLX

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FINANCIAL HIGHLIGHTS (FY26 vs. FY25)

Record year driven by strong transport volumes and continued growth across logistics operations

Revenue	EPS (Diluted)	Low Gearing[1]
$357.1m	**30.3cps**	**20%**
Up 9.7%	Up 68%	Down 21%

EBITDA[3][4]	DPS (FF)	Net Debt/EBITDA[2]
$76.4m	**14cps**	**0.5**
Up 29.6%	Up 33%	Down 36%

PBT[3]	Investment	NTA[5]
$34.6m	**$20.5m**	**$194m**
Up 76.3%	Down 40%	Up 15% ($2.40/share)

Note 1: Net Debt (including Loans and Borrowings less Cash) divided by Equity plus Net Debt
Note 2: Net Debt (including Loans and Borrowings less Cash) divided by EBITDA
Note 3: Includes reversal of $2.1m prior impairment of freehold land following building completion at Hazelmere
Note 4: EBITDA is earnings from operating activities before interest, taxes, depreciation and amortisation expenses
Note 5: Based on independent external property valuations

FY26 EXECUTION

Growth driven by strong execution from staff and targeted investment

- ✓ Record revenue and earnings
- ✓ Capitalised on higher volumes by filling available capacity following investments in property, vehicles and equipment
- ✓ Earnings resilience from strong and growing network coverage across multiple states, services breadth and customer diversity
- ✓ Generating value from property through capital appreciation, hedge against rising rents and operational efficiencies
- ✓ Continued investment in people, transport equipment and technology is delivering ongoing efficiency gains
- ✓ Strong funding capacity maintained to continue growth initiatives

FY26 Results:

- Corporate Overview
- Group Performance
- Segment Performance
- Capital Management
- Value Proposition
- Outlook

CORPORATE OVERVIEW

Diversified national transport and logistics company with strategic property assets

About CTI Logistics (ASX:CLX)

CTI Logistics (CTI) is a growing and diversified company focused on transport and logistics services across Australia and supported by strategic owner-occupied property. CTI also provides information management and security services.

Board of Directors

David Watson (Chairman)
David Mellor
Bruce Saxild
Owen Venter
Matthew Watson
William Moncrieff (Non-executive)
Roger Port (Non-executive)

Corporate Overview (*25 August 2026)

Share price*	$2.65
Shares on issue	80.9m
Market capitalisation*	$214.4m
Net debt	$36.0m
Enterprise value*	$250.4m
Dividend yield*	5.3%[2]
Top 20 Shareholders	73%
Key Management Personnel	40%

CTI LOGISTICS — **PROPERTY**

- **TRANSPORT SEGMENT**
  - INTERSTATE FREIGHT
  - REGIONAL FREIGHT
  - METRO FREIGHT
- **LOGISTICS SEGMENT**(1)
  - GMK FLOORING LOGISTICS
  - WAREHOUSING
- **OTHER SEGMENT**
  - INFORMATION MANAGEMENT
  - SECURITY

National
WA

Employees: 978
Dedicated Contractors: 523

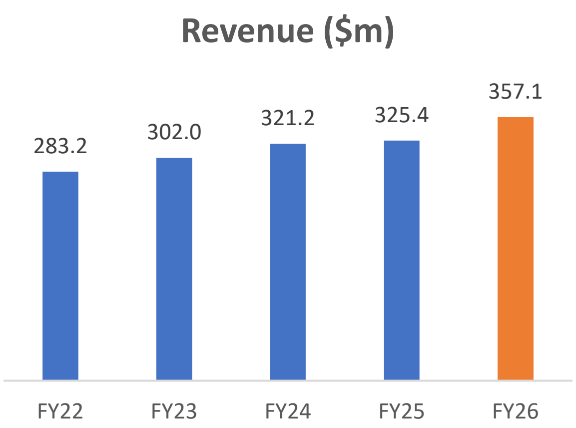
Note 1: Logistics includes warehousing and related distribution
Note 2: Based on FY26 interim and final dividend

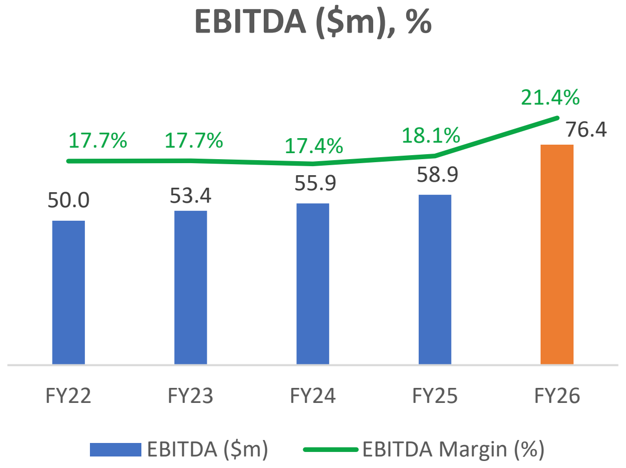
GROUP PERFORMANCE

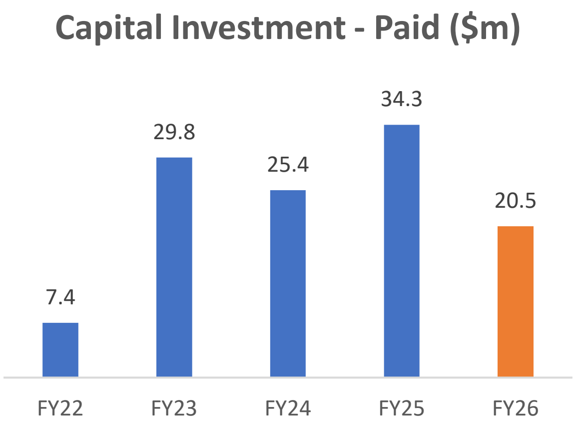
Record revenue and earnings

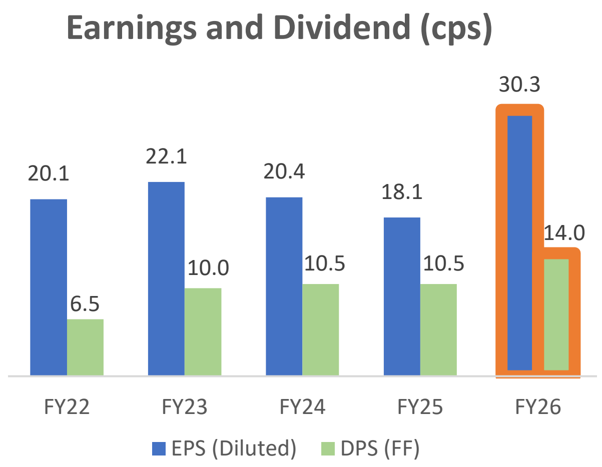
- **Revenue**: Strong volume growth in transport and logistics
- **EBITDA**: Significant increase in transport cash generation and EBITDA margins
- **PBT**: Significant increased utilisation of vehicles, equipment and facilities resulting in efficiency gains across the asset base
- **Capital Investment:** Acquisition of an adjacent Karratha property, vehicles, plant and equipment (includes racking for warehouse expansion)

Financial Performance			
$m	**FY26**	**FY25**	**Change**
Revenue	$357.1	$325.4	9.7%
EBITDA[(1)(2)]	$76.4	$58.9	29.6%
EBITDA Margin	21.4%	18.1%	18.1%
EBIT	$42.9	$27.4	56.8%
PBT[(2)]	$34.6	$19.7	76.3%
NPAT[(2)]	$24.0	$14.2	68.9%
Cash	$9.9	$10.5	-6.5%
Debt (Borrowings)	$45.9	$54.1	-15.2%
Capex	$20.5	$34.3	-40.2%
Gearing[(3)]	20.0%	25.3%	-21.1%
Net Debt / EBITDA	0.5	0.7	-36.2%
EPS (Diluted)	30.3cps	18.1cps	67.8%
DPS[(4)]	14cps	10.5cps	33.3%
NTA / share	149cps	130cps	14.3%









Note 1: EBITDA is earnings from operating activities before interest, taxes, depreciation and amortisation expenses
Note 2: Includes reversal of $2.1m prior impairment of freehold land following building completion at Hazelmere
Note 3: Net Debt (including Loans and Borrowings less Cash) divided by Equity plus Net Debt
Note 4: Based on FY26 interim and final dividend

TRANSPORT SEGMENT PERFORMANCE

Increased freight volumes across the network driving strong margins

Transport profit and loss ($m)	Jun 26[1]	Jun 25[1]
Transport Revenue	214.8	191.3
Transport Revenue growth %	*12%*	
Transport EBITDA	37.6	22.8
Transport EBITDA margin %	*17%*	*12%*
Transport PBT	24.1	9.7
Transport PBT margin %	*11%*	*5%*

Transport Overview

- Significant increase in volumes across the transport network combined with an increase in project work, driving utilisation and efficiency gains
- Available capacity remains in the network

Interstate Freight

- Focused on improving first margin and disciplined cost control
- Ongoing efficiencies from system improvements and new equipment

WA Regional Freight

- Higher volumes continued across the period, particularly May and June
- Margin benefitting from higher volumes, ongoing project revenue and improved utilisation of vehicles, equipment and facilities
- Continued network expansion in terms of reach and capacity to take advantage of new opportunities

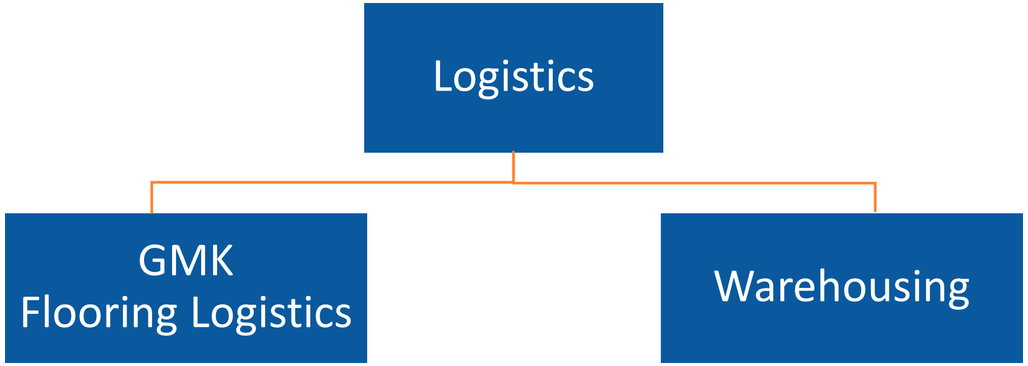
WA Metro Freight

- Stronger than expected freight volumes across the period, particularly May and June
- Courier and Taxi Truck earnings improved due to more higher margin work

Note 1: Segment results exclude internal revenue

LOGISTICS SEGMENT PERFORMANCE

Strong growth with increased utilisation of expanded capacity



Logistics profit and loss ($m)	Jun 26[1]	Jun 25[1]
Logistics Revenue	135.0	126.9
Logistics Revenue growth %	*6%*	
Logistics EBITDA	29.6	27.9
Logistics EBITDA margin %	*22%*	*22%*
Logistics PBT	6.3	6.1
Logistics PBT margin %	*5%*	*5%*

Logistics Overview

- Strong demand in line with expansion in east coast capacity, offset by relocation costs in WA
- Available capacity remains in the network

GMK Flooring Logistics

- Increased storage and handling activity, VIC operating near capacity while NSW and QLD are continuing to fill available space
- Margin improvement as site utilisation increases
- Expansion of the network into east coast regional locations supported by investment in vehicles and equipment

Warehousing

- Relocation costs incurred following the transition from a leased facility to the new 17 Lakes Rd Hazelmere WA facility
- Expected moderation in WA minerals and energy activity, offset by strong growth in SA activity
- Rollout of new warehouse management system progressing to plan

Note 1: Segment results exclude internal revenue

PROPERTY SEGMENT PERFORMANCE

Property profit and loss ($m)	Jun 26[1]	Jun 25[1]
Property Revenue	10.2	9.7
Property Revenue growth %	*5%*	
Property EBITDA[2]	7.8	7.6
Property EBITDA margin %	*77%*	*79%*
Property PBT[2]	4.0	4.5
Property PBT margin %	*39%*	*46%*

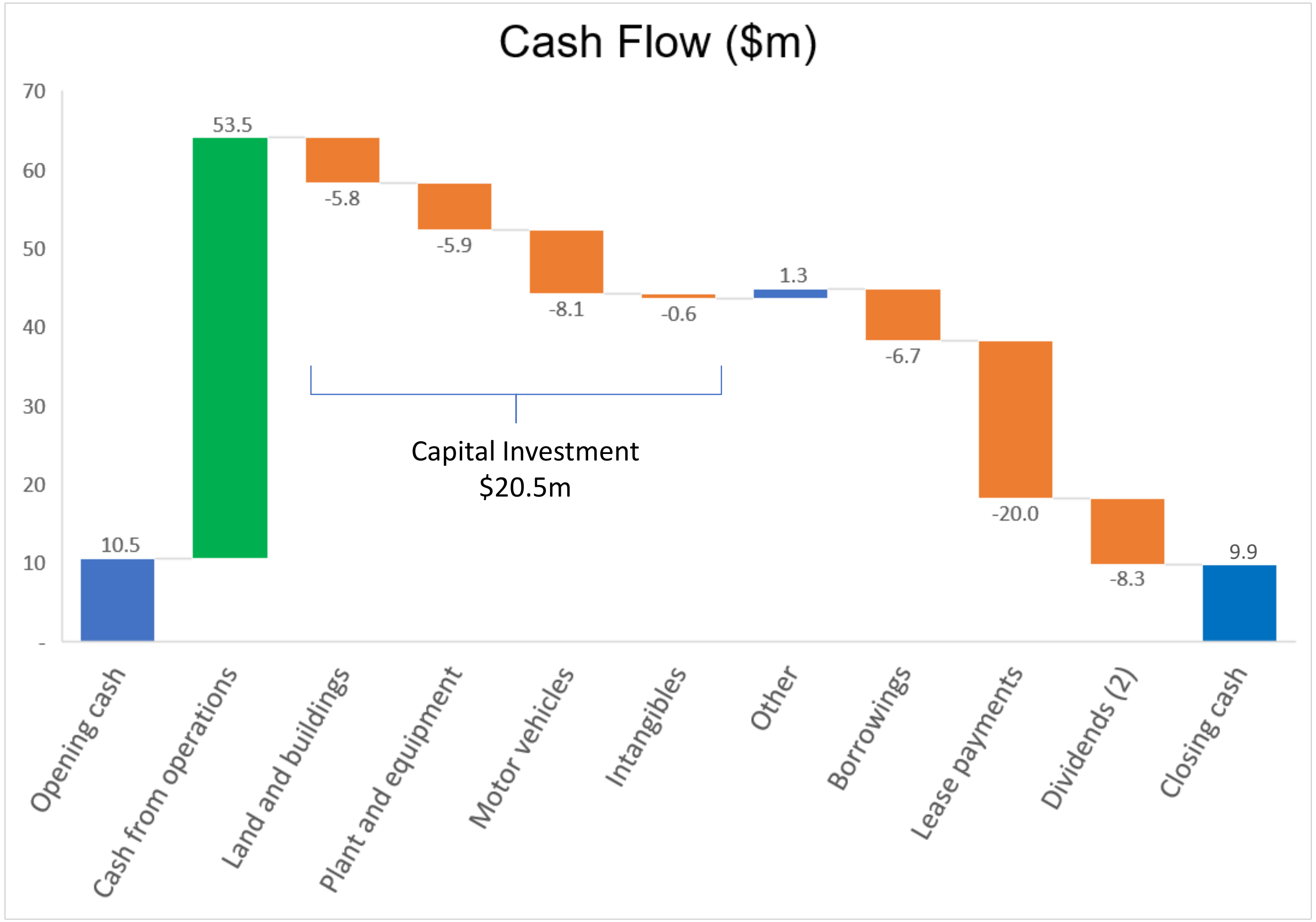
Property Overview

- 17 Lakes Road Hazelmere WA development is now ~80% utilised (expected to be full by December 2026)
- Independent valuation of $35m for 17 Lakes Road Hazelmere WA resulting in a reversal of prior impairment of $2.1m
- Internal rent from owner occupied properties charged at market rates
  - Hedge against higher property costs in the Transport and Logistics Segments
- Value of all properties is $74m above carrying value
- Following year end, CTI entered into a binding agreement to purchase a site in Welshpool WA to accommodate the CTI Interstate transport operation and remove two leases

Note 1: Segment results include internal revenue from transport and logistics segments
Note 2: Excludes reversal of $2.1m prior impairment of freehold land following building completion at Hazelmere

CAPITAL MANAGEMENT

Capital investment funded by strong cash flow



Strong cash generation and working capital management

- **Operating cash flow:** Up 28% to $53.5m
- **Receivables:** Continue to be well managed

Balance Sheet strength

- **Net Debt / Total Capital[1]:** Paid down debt and gearing reduced to 20%, backed by company owned property
- **Funding capacity:** Undrawn facility of $20.7m plus $9.9m Cash (total available funds is $30.5m)

Growth Capital

- **Purchase of Karratha property:** Adjacent to current Karratha property, transaction completed in February 2026 for $5.8m

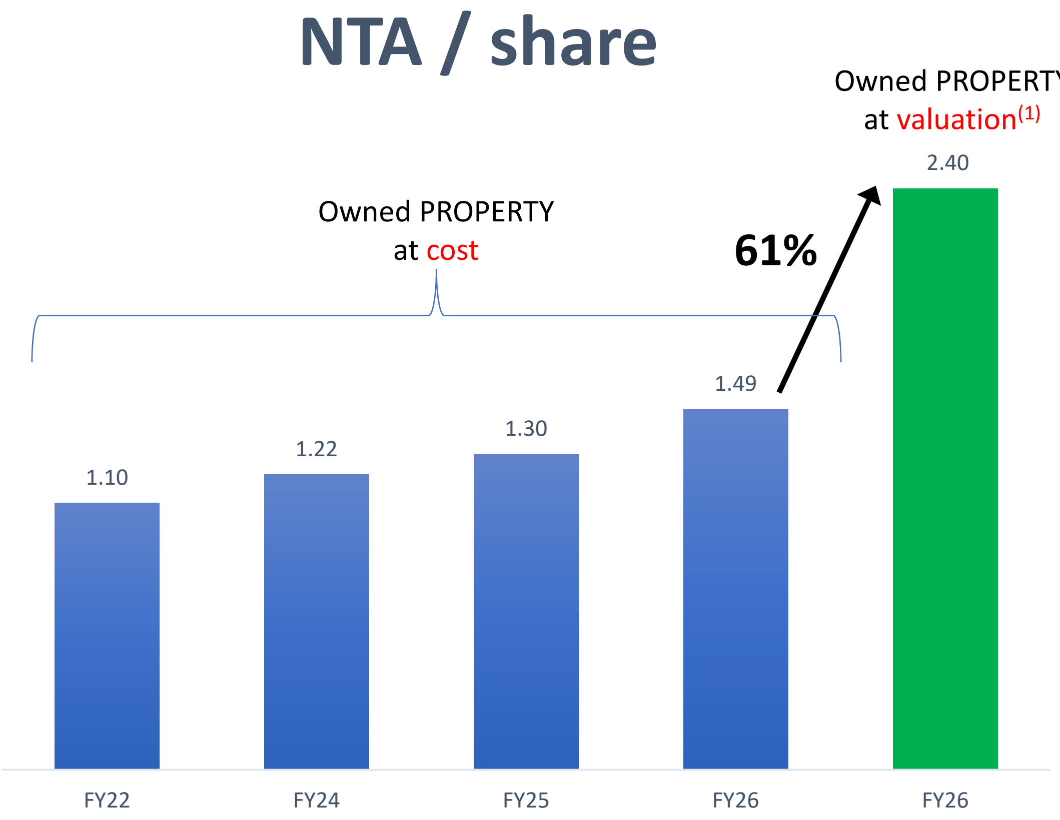
Shareholder Returns

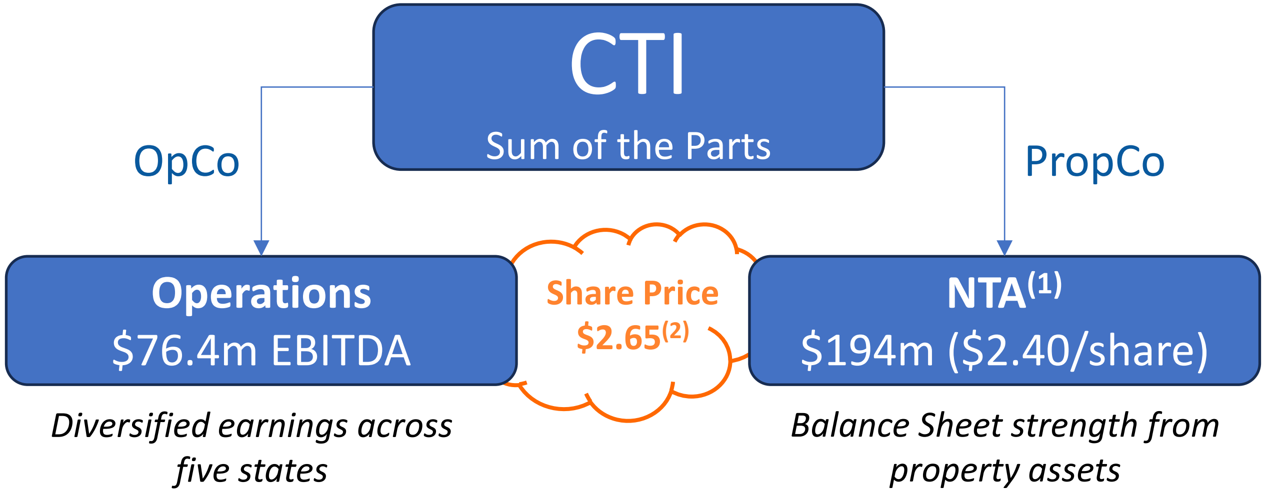
- **Dividends:** Commitment to regular fully franked payouts ($44m franking credits)

Note 1: Net Debt (including Loans and Borrowings less Cash) divided by Equity plus Net Debt
Note 2: Dividends paid in the period

VALUE PROPOSITION

Significant unrecognised property value underwrites share price





PROPERTY

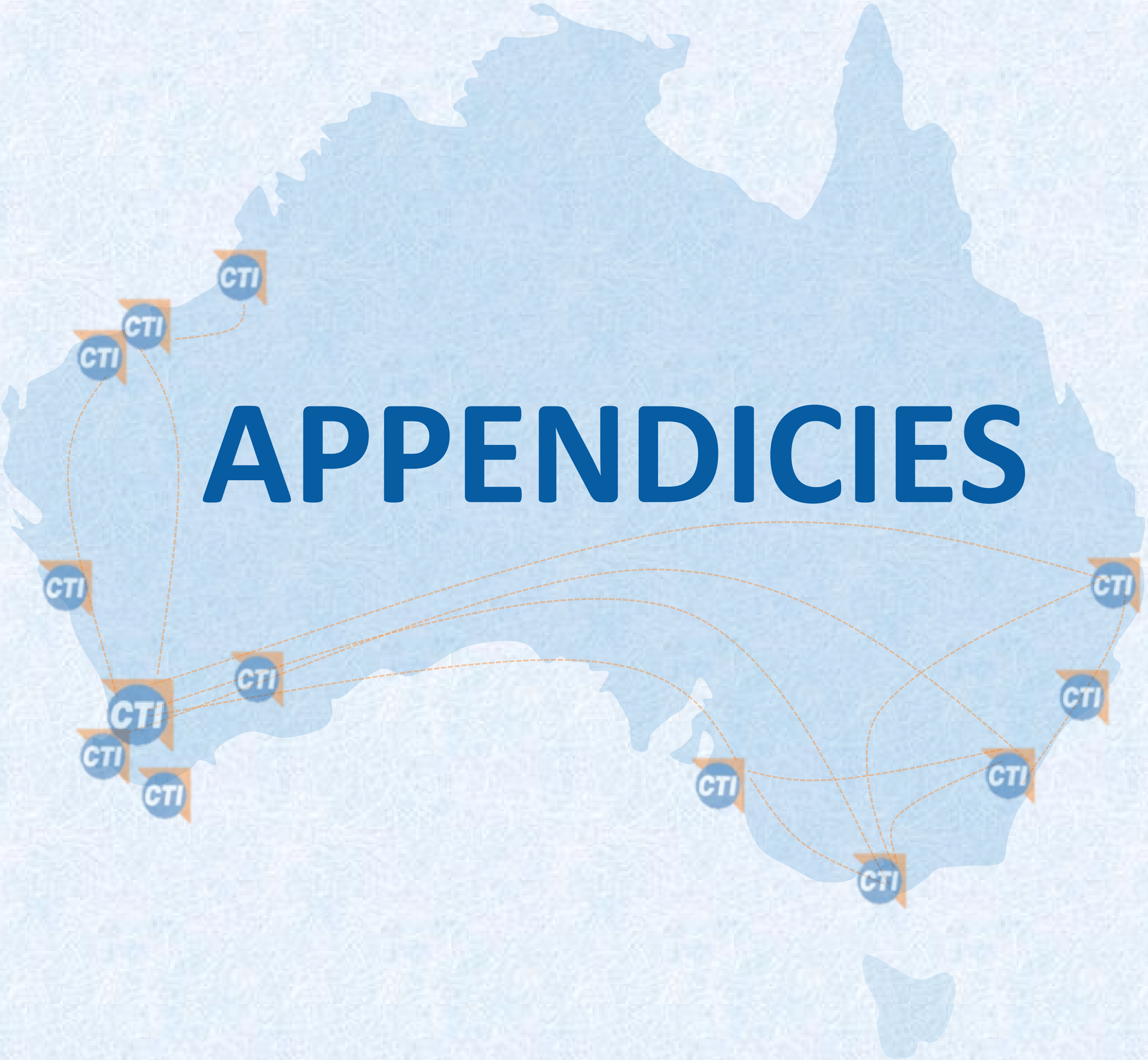
- **Carrying Value:** Recorded on Balance Sheet at a cost of $118m (FY25: $112m)
- **Independent Value:** $192m[1] or $2.37/share (FY25: $176m)
- **Unrecognised Value:** $74m above carrying value

Note 1: Based on independent external property valuations
Note 2: Share price as at 25 August 2026

OUTLOOK

- **Positive medium-term outlook:** Supported by Australia's population growth, public / private infrastructure spend, minerals and energy, regional development and online spending penetration
- **Capital Allocation:** Balanced approach to growth initiatives, returns to shareholders and balance sheet strength
- **Operational Excellence:** Pursue higher margin organic growth with a focus on customer satisfaction, staff wellbeing, technology and costs
- **Organic Growth:** Leverage available capacity in CTI's network within a normalising industry following a period of oversupply
- **Inorganic Growth:** Continue to actively assess a pipeline of earnings accretive opportunities in a consolidating freight market

APPENDICIES



TRANSPORT SERVICES

Couriers	▪ On-demand express metro and outer metro services
Parcels	▪ Same day and overnight distribution, e-commerce “last mile”
Taxi Trucks	▪ On demand express services and hourly hire services; vehicles include two tonne to semi-trailers
Fleet Management	▪ Dedicated truck and trailer services working exclusively for the customer
Regional Freight	▪ Scheduled road services to South-West and North-West of WA; vehicles include rigids to triple road trains ▪ Supply base for mining and energy customers
Specialised Services	▪ Rail and wharf container handling, truck mounted cranes, tail lift vehicles and hot shot services
Interstate Freight	▪ Scheduled road and rail services to and from Perth, Adelaide, Melbourne, Sydney and Brisbane

LOGISTICS SERVICES

National Warehousing	▪ Australia-wide 3PL and 4PL supply chain solutions ▪ Contracted distribution centre services ▪ Bulk product storage ▪ Consolidation services ▪ Cross docking ▪ Temperature controlled and food grade (HACCP & SQF) storage
E-commerce Fulfilment	▪ Rapid distribution ▪ Inventory management ▪ Pick and pack, labelling ▪ Reverse logistics management
CTI Projects	▪ Supply base warehousing and asset management ▪ Project labour services ▪ Plant and equipment hire ▪ Minerals and energy projects ▪ Quarantine cleaning and fumigation ▪ Asset preservation shrink wrapping
National Flooring Logistics (GMK)	▪ Largest independent flooring logistics service provider in Australia ▪ Australia-wide scheduled distribution network ▪ Carpet and vinyl cutting services ▪ Specialised equipment

CTI Logistics Warehousing & Distribution

GMK LOGISTICS

PROPERTY & OTHER SERVICES

Property	▪ Property development of owned land	▪ Property management of owner occupied and investment properties
Information Management	Document and Sample Storage ▪ Secure storage ▪ Cataloguing and document retrieval ▪ Computer media and mineral samples	Destruction ▪ On-site destruction of documents/media and recycling ▪ Closed loop service utilising CTI transport and warehousing facilities
Security	▪ Installation, maintenance and monitoring of residential and commercial security alarms ▪ Lone worker and independent living solutions	▪ Largest independent A1 grade monitoring station in WA ▪ ASIAL A1 graded 24/7 control room to the new Australian Standard AS2201.2:2022

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