LINDSAY AUSTRALIA
LIMITED

INVESTOR PRESENTATION

2016 HALF YEAR RESULTS

07 MARCH 2016

LINDSAY RURAL

LINDSAY TRANSPORT

Lindsay FRESH Logistics

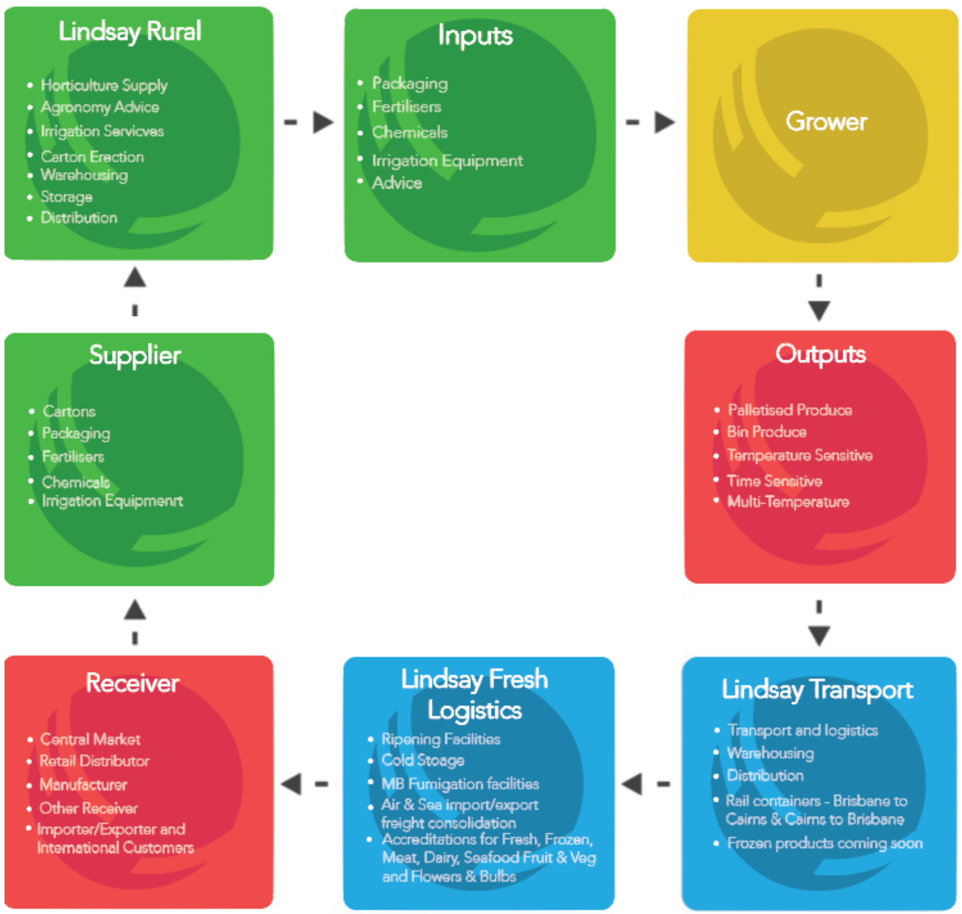
AGENDA/ OVERVIEW

Lindsay Australia is an integrated transport, logistics and rural supply company with a specific focus on servicing major customers in the food processing, food services, fresh produce, rural and horticultural sectors.

LINDSAY SOLUTION

Lindsay Australia's business units share common customers within the horticulture industry which gives the Group a strategic advantage by providing a unique end-to-end service offering. With the recent addition of the new Lindsay Fresh Logistics facility, Lindsay Australia continues to build on the Lindsay Solution. Increasing our customer service offering by now providing an integrated logistics service from paddock to port and everything in-between.

FROM PADDOCK TO PORT



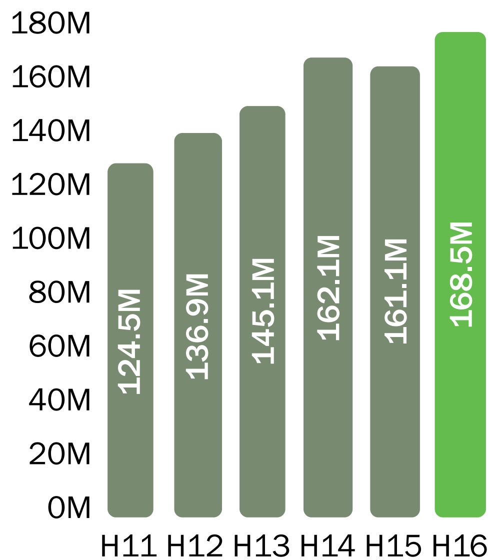
GROUP PERFORMANCE SUMMARY

AU$ 000s unless stated otherwise	2015	2014	% Change
Revenue	**168,919**	**160,977**	**4.9%**
EBITDA	19,887	16,549	20.2%
Depreciation and Amortisation	9,565	7,910	20.9%
EBIT	10,322	8,639	19.5%
Finance Costs	2,469	2,234	10.5%
NPAT	**5,475**	4,466	22.6%
EPS	1.9 cps	1.8 cps	.1cps
Interim dividend per share (fully franked)	1.0 cps	1.0 cps	-
Segment Performance			
Transport revenues	119,227	113,943	4.6%
Transport contribution	**14,173**	**12,121**	**16.9%**
Rural revenues	51,930	48,998	6.0%
Rural contribution	**1,899**	**2,181**	**12.9%**

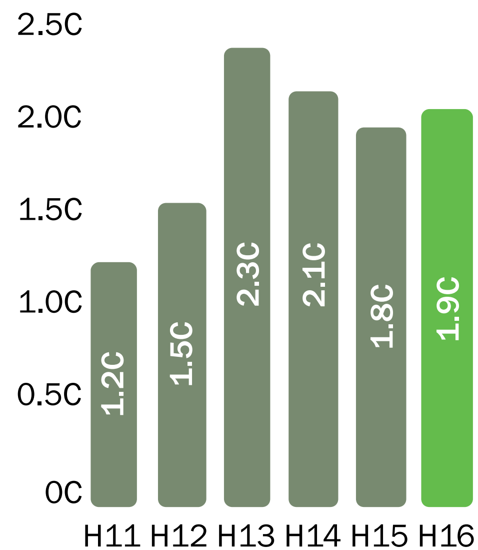
- Improved operating results through expansion into new regions and new service lines.
- Group revenue increased 4.9% compared with the PCP, with revenue growth in all segments.
- Net profit after tax increased 22.6% as the size of the business grew and achieved better operational efficiencies. The profit increase moved in-line with customer growth and expansion into new regions.
- Pleasingly, earnings per share improved 5.5% or 0.1 cents after taking into account last years capital raise.

GROUP HISTORICAL PERFORMANCE

Group Revenue ($M)

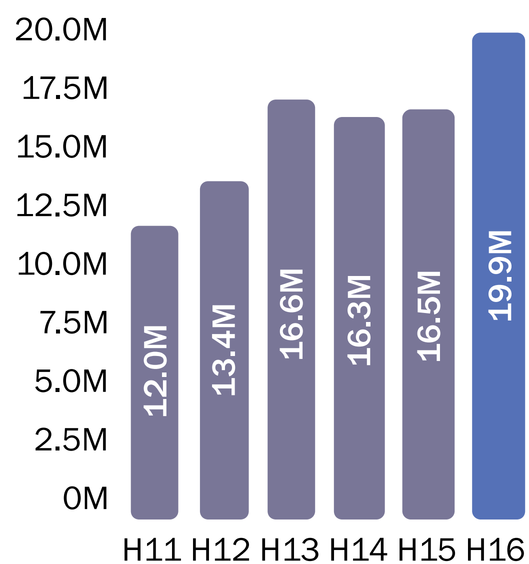


Earnings Per Share (Cents)



Net Profit After Tax ($M)

EBITDA ($M)

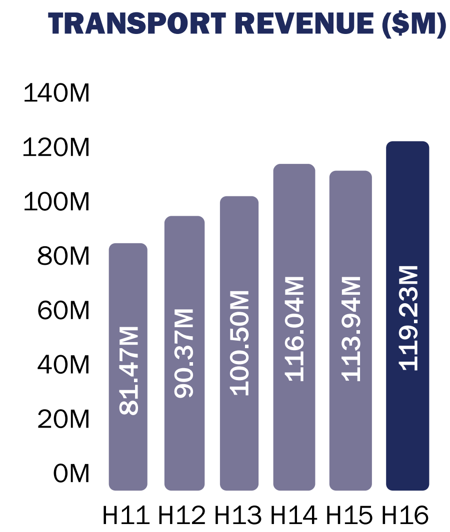


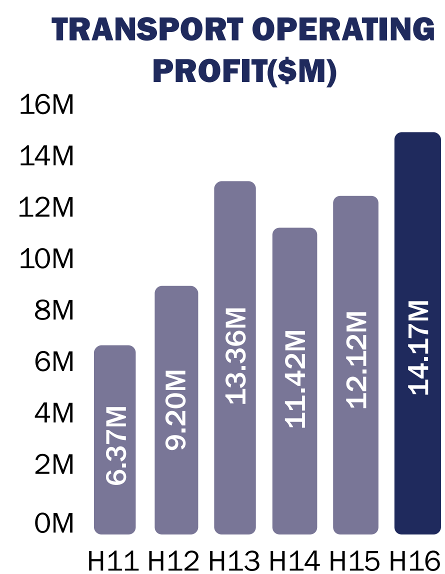
LINDSAY TRANSPORT

Lindsay Transport rail containers

LINDSAY TRANSPORT HIGHLIGHTS

- Revenue increased $5.3 million compared with the PCP. The change included a $5.7 million drop in fuel revenue which passed back to customers as the fuel levy decreased.
- Revenue increase is attributable to expansion into new regions, new service lines, and customer growth.
- Operating profit before tax increased 16.9% on the PCP to $14.2 million. The result was driven by fleet renewal and operational cost reductions.
- The Transport supporting systems refresh commenced during the period. The systems aim to provide improved safety, customer service, and cost outcomes. The rollout included in-vehicle telematics and a new maintenance system. Implementation of a new logistics system is scheduled later in 2016.
- In October the division began the use of 10 rail containers as a transport option for customers. The initiative has shown positive results and is expected to expand in the future.





LINDSAY FRESH LOGISTICS

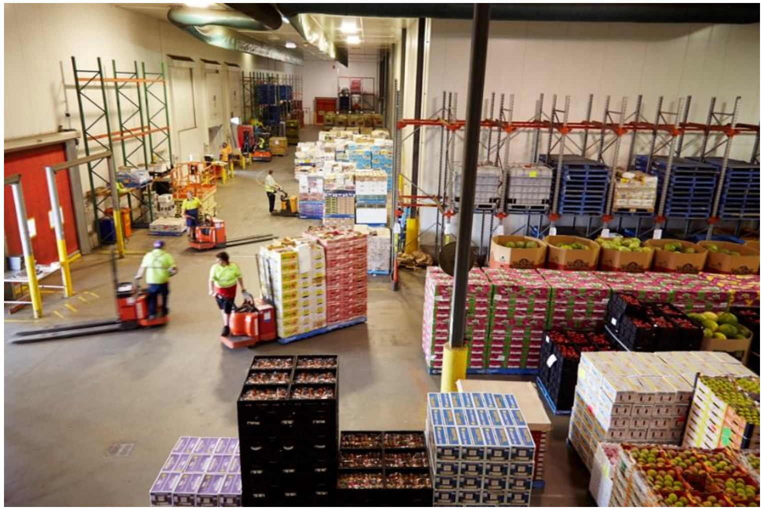
LINDSAY FRESH LOGISTICS

- The LFL facility continues to experience growth, supported by new service lines and strong export volumes.

- Import/export revenue accounted for 62.5% of total revenue for the half-year, an increase of 16.2% from 46.3% in the PCP.

- The facility continues to show its value as an addition to the Lindsay Solution, as it provides efficiency gains to the Transport division through its, location, docking and storage capabilities. This was underscored by the fact that the facility moved the 2nd highest number of pallets for the Group.

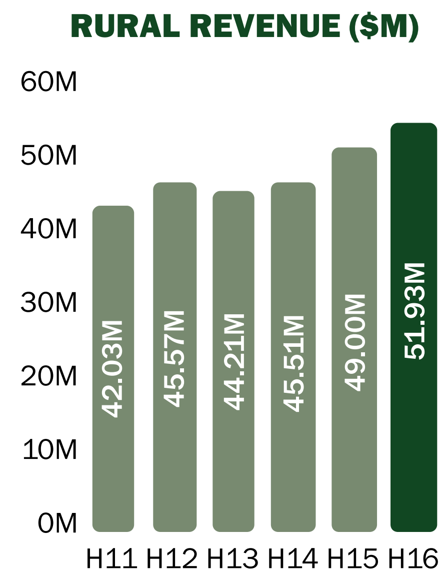
- The business continues to experiment with new systems and processes to ensure customers are provided with the best possible end-to-end cold chain solution.

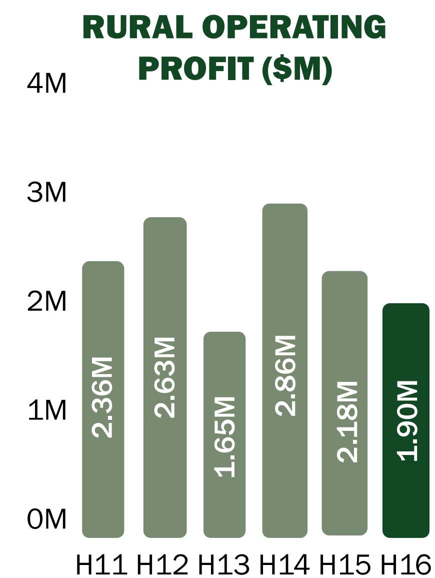


LINDSAY RURAL

RURAL HIGHLIGHTS

- Rural recorded record high sales, with 6% growth compared with the PCP, boosted by strong sales growth in North and Central Queensland.
- Operating profit decreased $0.282 million compared to PCP. Investments in capacity and expansion into new regions increased the cost of services for the half year.
- As development continues into new regions, costs as a proportion of sales are expected to decrease and improve profits.
- Rural continued to support the Transport division by improving utilisation into regional areas serviced by Rural.
- The division continued to strengthen key customer and supplier relationships. The relationship with Visy continues to bring opportunities to the business.





MAJOR MILESTONES

2015

January

- Grand opening Lindsay Fresh Loigistics
- Fleet renewal project commenced

February

- Purchased Transport Hub in Mildura
- Acquired Haack Transport

July

- Acquired S&J Penisi

October

- Grand opening new Adelaide Transport Hub

September

- Rail operations commenced

2016

January

- Commenced building Postle St, Acacia Ridge, QLD

February

- Purchased land Mareeba

New Adelaide Transport Hub

Rail Containers

Postle St, Acacia Ridge

Land in Mareeba

FUTURE DEVELOPMENT

FUTURE DEVELOPMENT

- The Group is continually evaluating options to expand and improve the business.
- The fleet renewal project will continue in full effect, as the group endeavours to have the safest, most reliable and efficient fleet possible.
- In January 2016 the Group began construction of a new site in Acacia Ridge, Queensland. The site will consolidate a transport hub, rural warehouse and store, as well as office space under the one roof. This will establish a key operational pillar for the Group in South East Queensland.
- In January the Group purchased land in Mareeba, with plans to build a new transport hub and rural store. Supporting growth in North Queensland.
- The roll out of the new logistics and transport management system is scheduled for 2016. The new system will deliver improved operational and administrative efficiencies, ultimately adding to the divisions bottom-line.
- Based off the recent success of the new rail container operations expansion in this area is likely.

Proposed Mareeba Site

LINDSAY WAY


BV1601D
1 IN 8 WOMEN WILL BE DIAGNOSED WITH BREAST CANCER IN THEIR LIFETIME
FV1601
LINDSAY TRANSPORT
DRIVING BREAST CANCER RESEARCH
NATIONAL
BREAST CANCER
FOUNDATION
CORPORATE SUPPORTER

OUR VALUES

LINDSAY WAY

Each of these elements is individually significant but in combination they are the basis of how we operate everyday to build a sustainable business for the future.

SAFETY ALWAYS Choose to make safety a personal value; think SAFE, act SAFE, be SAFE.

We have an obligation to our team mates and the public to operate safely.

There is nothing we do that is worth hurting ourselves or others over. Our friends and family drive, and work alongside us every day, this is a privilege we take very seriously. We are all responsible for communicating and rectifying any issues that may harm ourselves, our people or community.

PEOPLE FOCUSED Dedicated to the development and support of current and future employees.

We know that to be successful we must work together to meet the changing needs of our customers. We recognise that people are the cornerstone of the Lindsay Group’s success, and we have a pride in our past and face the future with dedication and passion for our industry and company. We expect individuals to be responsible and take ownership of their behaviour to improve safety outcomes, productivity and protect the reputation of the Lindsay Group.

CUSTOMER AND SUPPLIER ORIENTATED Maintain and improve the high level of service provided to both our customers and suppliers.

Our customers and suppliers are an important component to the success and reputation of the Lindsay Group. They are our partners and we value both the long-term relationships we have developed with existing customers and the new ones we continue to build.

OUR VALUES

LINDSAY WAY

Each of these elements is individually significant but in combination they are the basis of how we operate everyday to build a sustainable business for the future.

INDUSTRY INNOVATORS Constantly challenge ourselves to provide and develop new innovations.

Innovation is the key to improving not only our business but the industry and is essential in sustaining the Lindsay Group's growth and profitability. To ensure we continue to maintain these relationships and improve productivity we strive to; deliver state of the art technological efficiencies, expanded services and provide holistic solutions to customers without compromising safety, quality or our people.

VALUE FAMILY Committed to recognising the importance and value of family life.

We don't just see an employee, we see a family and we recognise it is the families that support our employees. We offer support, and seek to promote and look after the wellbeing of our people and families beyond the workplace. We want everyone to get home safely.

COMMUNITY SUPPORTIVE Involved and supportive of our local community.

We want to play an active role in making every community in which we operate, a better place to live and work. We are aware that the ongoing vitality of our local community has a direct impact on the long term sustainability of our business. We continually engage with our people, suppliers, customers and community to ensure productive relationships within and outside our workplaces are maintained and continually strengthened.

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