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Unleashing the value of Micro Cap Companies

Microequities 2009 Rising Stars Micro Cap Conference

Lindsay Australia Limited

ASX : LAU

LINDSAY AUSTRALIA LIMITED

Presented by

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Mr. Graham Johnston (CFO)

SYDNEY HILTON, 2nd of June 2009

Outline of Presentation

- About Lindsay Australia
- Equity Structure
- Structure/Products
- Financials

About Lindsay Australia

- We are 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

About Lindsay Australia

- Emerged in current form in December 2002
- At this time existing ASX listed company which owned half of the Rural Business acquired the half of the Rural Business that it did not own from Amcor and the Transport Business from the Lindsay family
- Lindsay Transport established in 1953
- Lindsay Rural established in 1984

Equity Structure

- 153 million shares on issue
- Market Capitalisation at 18 cents per share –$28 million
- Three major shareholder groups
- Amcor 16%
- Mulawa Holdings 17% (2005)
- Lindsay Family 26%

Products/Services

- Two major products/services
- Transport –principally refrigerated produce and processed food
- Rural Merchandising –major products-packaging, nutrients, chemicals, fertiliser
- Some of the customer base is common to both Transport and Rural
- Approximately 90% of revenue derived from food or food related customers

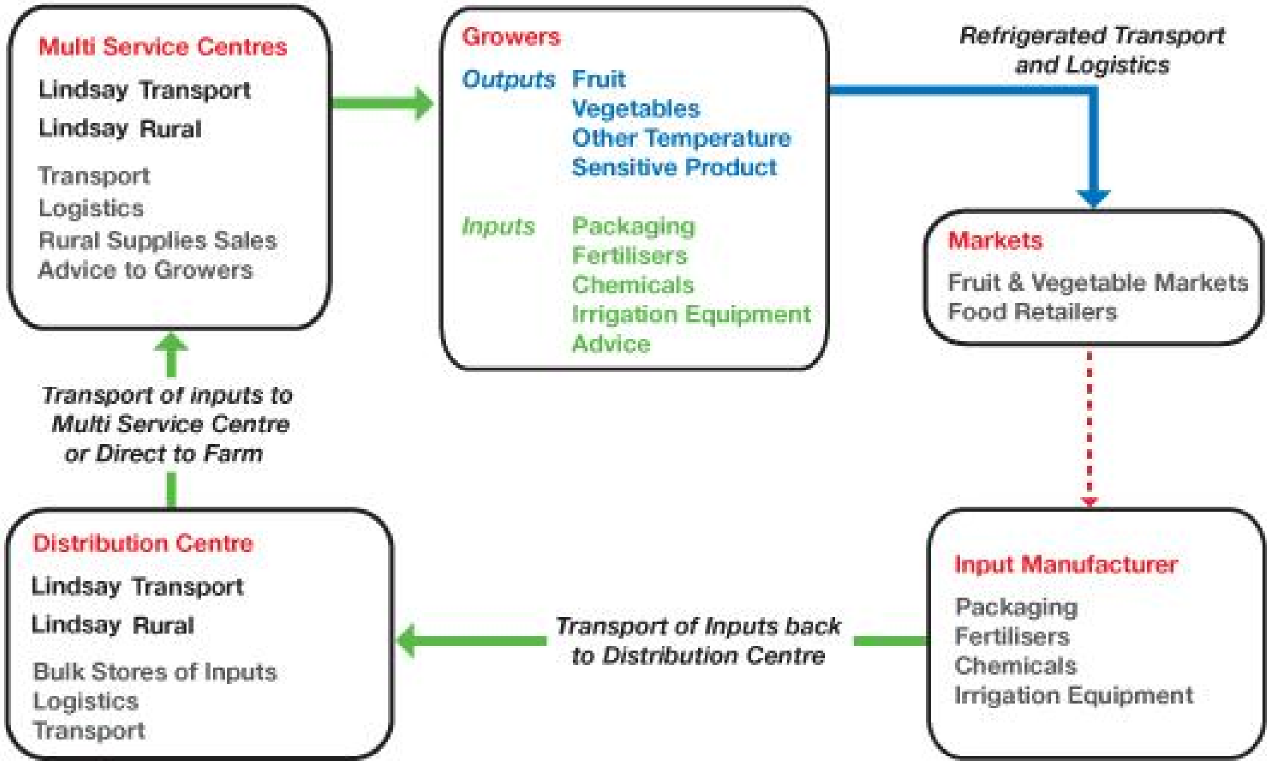
Products/Services

- While food related products are stable there is seasonality in the revenue cycle
- Revenue and profitability correlate with harvest times
- Peak harvest times are April-June and October-December

Products/Services

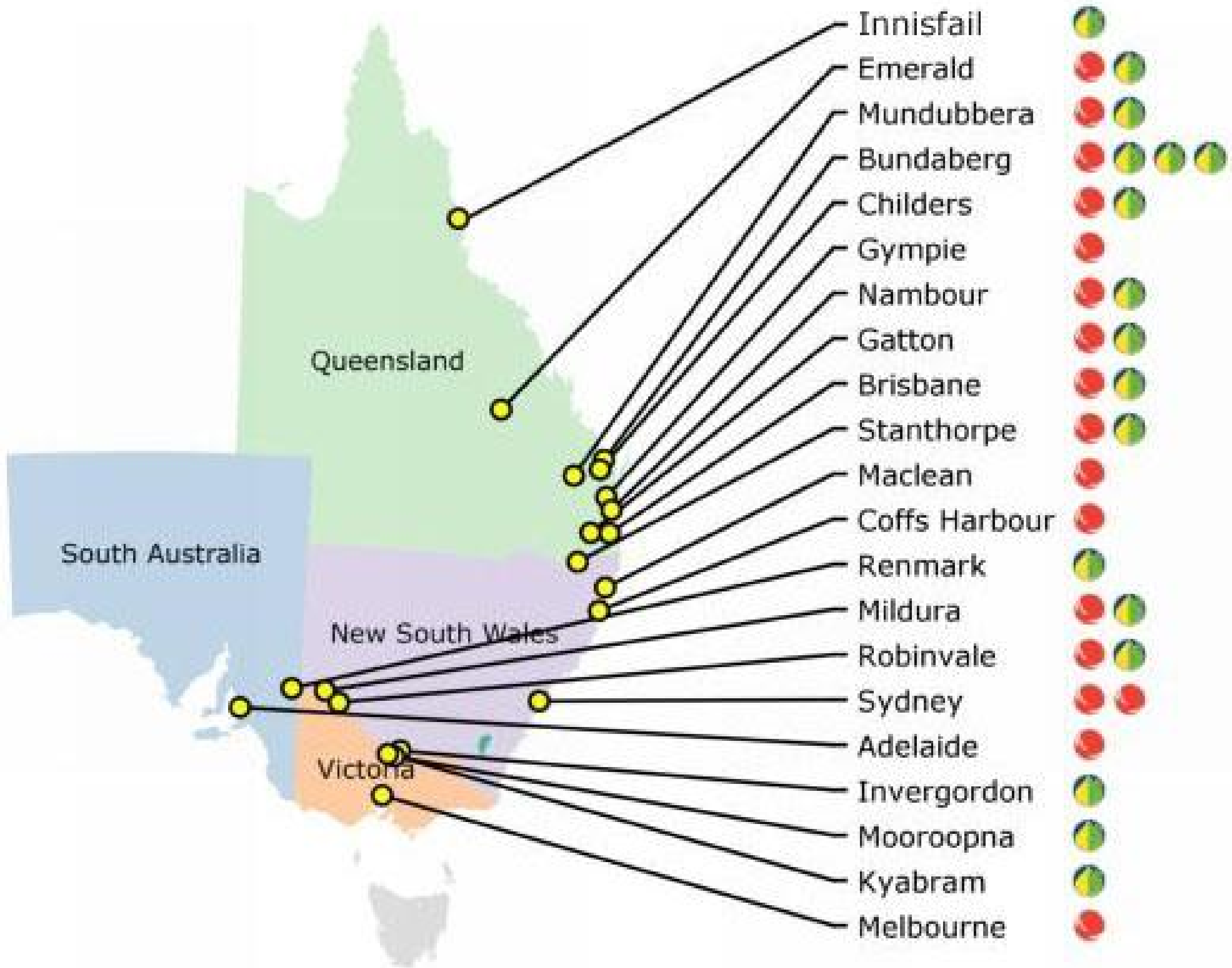
- With common customers objective is to provide a total Rural solution
- Costs savings achievable for customers when all products can be provided
- Managers are trained in both Transport and Rural where applicable

TOTAL RURAL SOLUTIONS



Products/Services

- Group operates from 34 locations from Adelaide to Innisfail
- Expansion direction at present is in Northern Australia in areas with consistent rainfall
- Customers include all major grocery retailers and major chilled and frozen food manufacturers


Queensland
South Australia
New South Wales
Victoria
Innisfail
Emerald
Mundubbera
Bundaberg
Childers
Gympie
Nambour
Gatton
Brisbane
Stanthorpe
Maclean
Coffs Harbour
Renmark
Mildura
Robinvale
Sydney
Adelaide
Invergordon
Mooroopna
Kyabram
Melbourne

Fleet

- B-doubles (refrigerated and dry)
- Single trailer (refrigerated and dry)
- Pick up and delivery fleet (refrigerated and dry)
- Repair and maintenance in-house specialist or authorised external service providers
- Workshop and wash bays
- No off balance sheet financing
- All prime movers and most rigids have satellite tracking
- National Transport Office controls all truck movements on a 24/7 basis

Fleet

TYPE		NO.
Prime Movers		223
Vans		286
Trailers & Tautliners		131
Rigids		92
Forklifts		110

Transport Operational Statistics

- Annual Freight>1.5 million Tonnes
- Total kilometres >45 million per annum
- Annual Fuel >28 million Litres
- 550 Employees
- All drivers covered by Workplace Agreements
- Fatigue, Maintenance and Mass accredited

Transport Expansion

- Mildura & Robinvale area in 2003
- Adelaide in 2006
- Proposing to increase coverage in North Queensland
- Shift to B/Doubles now approximately 113 trailers sets in fleet
- Increase in ambient freight fleet

Transport Environment

- Lindsay Transport is a member of the Federal Government's Greenhouse Challenge and Energy Efficiency Opportunities Scheme
- Both schemes require public reporting
- We have a Four-pronged strategy
    1. Use of technology
    2. Preventative maintenance
    3. Load maximisation (B/Doubles)
    4. Route planning

Transport Key Drivers

- Operational performance (on-time delivery)
- Customer yield
- Balanced freight
- Load Maximisation (B/Doubles)
- Embracing fatigue management
- Proper equipment maintenance and specifications
- Ability to pass on fuel price movements

Rural Operational Statistics

- Approximately 24 million packages sold each year
- 110 Employees
- HACCP and Agsafe accredited
- Product mix is Packaging 29% Fertilser 24%, Chemicals 20%, Nutrients 10%, Other 17%

Rural Expansion

- Mildura and Robinvale 2003
- Renmark 2004
- Shepparton 2007
- Innisfail 2008
- Gatton 2008
- Focus is to expand packaging in conjunction with Amcor

Rural Key Drivers

- Sales Growth
- Customer Service
- Margin maintenance and improvement
- Stock control
- Labour and Property cost control

Financial

Financial Year	2008 $000's	2007 $000's
Revenue	196,219	184,531
EBITDA	17,835	18,423
EBITDA %	9.1%	10.0%
Finance Costs	4,078	3,662
Profit after Tax	2,003	3,477
Depreciation & Amortisation	10,830	10,022

Financial

Financial Year 2008	Transport $000's	Rural $000's
Revenue	129,621	67,253
Segment Profit	7,733	4,449
Segment Assets	82,585	31,402

Financial

- Financial Year 2009 ASX guidance $3.6 to $4.1 Million
- Half year ended 31 December After tax Profit of $2.427 million 2007 $1.289 million
- Total revenue increased 19% to $115 million
- EBITDA 10.8 million at 9.4%

Balance Sheet

	$000's
Total assets 31 December	114,460
Equity 31 December	36,053
Net debt 31 December	51,919
Gearing (net debt/net debt + equity)	57%