



LINDSAY AUSTRALIA
LIMITED

Investor Presentation

June 2015





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About Lindsay Australia

Lindsay Transport alongside Lindsay Fresh Logistics and Lindsay Rural are divisions of Lindsay Australia Limited, a fully integrated transport, logistics, and rural supply company, with a focus on premium service to major customers in the food processing, food services, fresh produce, rural and horticultural sectors.

With one of the largest refrigerated transport fleets in the country, combined with an extensive network of refrigerated warehousing, Lindsay Transport maintains a dependable cold-chain and quality of product throughout the delivery life cycle. The network of strategically located terminals maximises the Lindsay operation through all seasonal fluctuations and allows customers to have confidence in the reliability of our service.

The Lindsay Rural network offers a broad range of services to the horticulture sector by knowing and delivering the needs of growers, particularly in cardboard packaging solutions. The Lindsay Solution provides integrated end-to-end rural services from harvesting to packaging to transport.

Lindsay Fresh Logistics a newly formed operation of Lindsay Transport, located in Brisbane Markets, which provides unloading, cross-docking, storage and ripening services to growers, market agents and other transport companies.



About Lindsay Australia Cont.

Directors

Kim Lindsay	CEO and Managing Director
John Pressler	Non-Executive Chairman
Richard Anderson	Non-Executive Director
Greg Farrell	Non-Executive Director

Senior Management

Nathan King	CFO and Company Secretary
Glen Lindsay	CEO Lindsay Fresh Logistics
Robert Dummer	General Manager Operations (Transport)
Wayne Bunker	Commercial Manager Transport
Craig Baker	General Manager Sales and Marketing
Wolf Lorenz	General Manager Rural
Bob McMillan	General Manager Lindsay Fresh Logistics
Broderick Jones	Group Legal Counsel and Company Secretary



Structure



LINDSAY AUSTRALIA
LIMITED

Lindsay Australia Limited
ABN 81 061 642 733



Lindsay Transport Pty Ltd
ABN 62 055 792 919



Lindsay Fresh Logistics Pty Ltd
ABN 90 600 103 142



Lindsay Rural Pty Ltd
ABN 80 090 821 300



LINDSAY RURAL



Locations





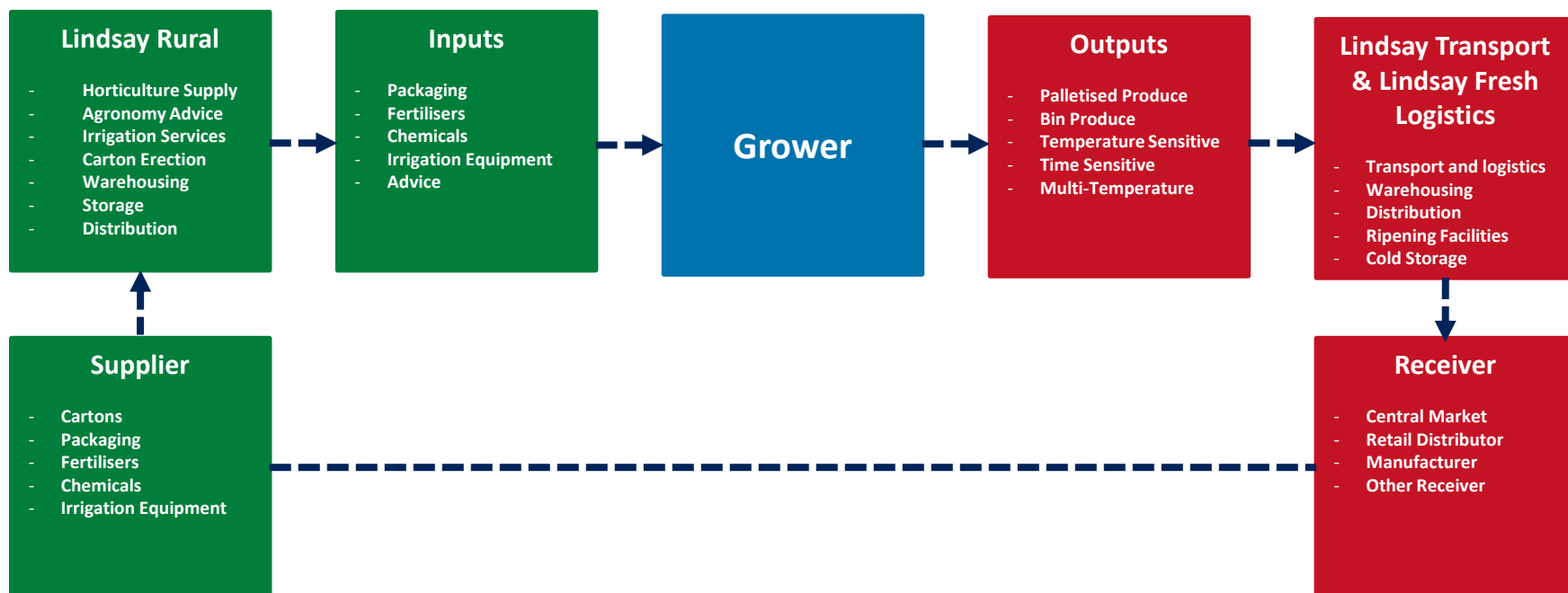
Strategy and Objectives

- Strategy remains unchanged. Rural and Transport divisions combined offer an integrated logistics offering to customers. Known as *the Lindsay Solution*
- Servicing the East of Australia, Western Australia is serviced by subcontractor arrangements.
- The addition of Lindsay Fresh Logistics now offers customers import/export, fumigation, ripening, delivery, and cold storage. *From Paddock to Port.*
- Opportunities to continue growing the Lindsay Solution in new and existing geographic areas, for Rural and Transport customers, including:
 - Land and buildings in Mildura,
 - Land and buildings in Adelaide
 - Developing a new site in Brisbane
 - Further expansion of land and buildings held in North Queensland
 - Replacing existing logistics systems
 - Bolt on acquisitions that when combined with the Lindsay solution will increase the value of the investment and the business as a whole.



The Lindsay Solution

Lindsay Rural and Lindsay Transport share common customers in the horticulture industry which enables a strategic advantage by providing unique end-to-end service solution to horticulture customers, the Lindsay Solution.





Opportunities: Land and Buildings

- Lindsay Australia operates in regional and rural communities throughout South and East Australia.
- In some regional sites the total cost of ownership including financing is often lower than leasing costs.
- Earlier in the year the business acquired a strategically located site in Mildura, which will continue to help build the foundations for business growth in regional Victoria.
- The business continues to evaluate sites throughout the Lindsay network including Northern Queensland



Opportunities: Land and Buildings

- Construction of a new depot in Adelaide, on land purchased last year, is close to completion. The site sits at the gateway to the country's southern growing regions and is located at the juncture of several major highways.
- The facility will improve the businesses ability to service the area and continue to enhance the Lindsay Solution.



Lindsay Australia Board Members at the Direk Site's construction



Opportunities: Growth for the Future

- To meet future growth targets, the business will upgrade the logistics systems which support day to day operations. The project will deliver:
 - Increased fleet utilisation through integrated satellite tracking and monitoring
 - Reduce fuel consumption and maintenance costs
 - Safety improvements through electronic management of fatigue and speed
 - Differential pricing and revenue tracking
- A new depot located in Acacia Ridge, Queensland is planned for construction over the coming twelve months. The leased site will see the consolidation of several existing sites into one location.
- The business continues to search for acquisitions complementary to the existing logistics solution.



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