

## Underlying EBITDA growth of 32.6% following record revenue of \$553.1m

### Highlights:

- Underlying EBITDA<sup>1</sup> of \$60.1 million, up 32.6% year-on-year, following record revenue of \$553.1 million which was driven by strong demand across Group services despite unprecedented weather events and COVID-19 disruptions
- Underlying NPAT<sup>1</sup> of \$18.7 million increased 93.2% on the previous year, supporting underlying EPS growth of 92.0% to 6.2 cps, as the Group continued to grow and diversify revenue streams focusing on higher value horticulture and commercial customers and leveraging prior year investments in the Lindsay network and fleet
- Rail growth helps deliver Transport division revenues of \$396.3 million and underlying segment profit before tax to \$41.0 million with the addition of 75 new refrigerated containers in FY22
- Rural division generates record revenue of \$156.7 million and underlying segment profit before tax of \$10.7 million as network expansion and focus on high value horticulture regions underpins sales boost
- Group's strong financial position and positive outlook for FY23 allows the Board to declare a final unfranked dividend of 1.80 cps, bringing total FY22 dividends to 3.20 cps, a payout ratio of 50% of NPAT and a year-on-year increase of 88.2% (FY21: 1.70 cps)
- Lindsay continues to deliver organic growth whilst assessing other strategically-aligned opportunities as they arise

**BRISBANE, 17 August 2022:** Integrated transport, logistics and rural supply company Lindsay Australia Limited (ASX: LAU, "Lindsay", "the Group" or "the Company") is pleased to announce its financial results for the year ended 30 June 2022 (FY22).

### Financial Highlights

Despite supply chain disruptions from unprecedented weather events and ongoing impacts from COVID-19, Lindsay delivered a strong financial performance in FY22. The Group has strengthened its competitive position as a fully integrated logistics provider and trusted supplier to a broad section of customers, including Australia's primary producers.

<sup>1</sup> Underlying operations defined in this release are the Group's reported financial results as set out in the financial statements, adjusted for significant items that are non-recurring or items incurred outside the ordinary operations of the Group and excludes the impact of AASB 16. Refer to FY22 annual report for a detailed reconciliation of underlying operations. In FY22 total underlying adjustments resulted in a reduction in profit before tax of \$0.77 million compared to an increase in profit of \$12.03 million in FY21. Depreciation and interest charges related to right of use property and other assets was \$10.10 million and \$3.37 million respectively in FY22.

Underlying earnings before interest, tax, depreciation and amortisation (EBITDA) increased by 32.6% on the prior year to reach \$60.1 million as the Company executed on key growth initiatives. A strong balance sheet positions the Group well to continue managing cost increases from the disruptive trading conditions created by COVID-19.

Lindsay's Transport and Rural divisions both contributed strongly to the underlying earnings result following record revenue for the two operating segments. At a Group level, FY22 revenue of \$553.1 million was 27.1% above the prior year's record.

Strong revenue growth delivered Group underlying profit before tax (PBT) of \$26.8 million; a 93.5% increase on FY21. The *Operating and Financial Review* of the 2022 Annual Report provides a reconciliation of underlying to statutory results.

Operating cash flows for FY22 were impacted by higher inventory holdings and trade receivables. Net operating cash flow of \$39.6 million was generated by operations in FY22 compared with \$51.7 million in the previous year. The Group expects these impacts to start normalising in FY23 which will improve operating cash conversion.

Lindsay continued to invest in organic growth opportunities in rail, including capital expenditure of \$8 million for the addition of 75 new refrigerated rail containers and associated equipment in FY22. \$15.2 million was invested during the period to upgrade the Group's road fleet, ensuring the entire fleet remains first in class while delivering efficiency and safety across Lindsay's network.

Lindsay finished FY22 with \$29.0 million in cash and a rolling 12-month net leverage ratio<sup>2</sup> of 1.65 (FY21: 2.04), providing flexibility and capacity to fund the Company's growth objectives.

The Company's Board has declared a final unfranked dividend of 1.80 cents per ordinary share (FY21: 0.50 cents per share, unfranked). This will lift total FY22 dividends to 3.20 cents per share, representing a payout ratio of 50% of NPAT and year-on-year dividend growth of 88.2% (FY21: 1.70 cents per share). The final dividend will be payable to shareholders on 7 October 2022, with a record date of 23 September 2022.

## Strategic and Operational Highlights

Delivering long-term value for customers, employees, shareholders, and all stakeholders remains crucial for the Company. Despite operational headwinds, including severe weather events and COVID-19 disruption, both the Transport and Rural divisions maintained their vital role as essential service providers to the nation's food supply.

The Transport division continued to invest in its multi-modal diversification strategy to offer customers greater access to integrated road and rail logistics services. Transport revenue increased 33.3% (\$99.06 million) to \$396.3 million in FY22, with \$28.6 million generated by growth in the rail segment during the year. Road service revenues rose due to new customer additions, organic growth in existing customers and fuel recoveries.

The Transport division continues to experience high demand for both road and rail services. To meet the rising demand, Transport added 75 refrigerated containers in FY22, bringing its total refrigerated container fleet to 356 at year-end. The division plans to add another 27 refrigerated containers in Q1 FY23.

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<sup>2</sup> Net leverage ratio = Net debt/underlying EBITDA. Net debt excludes lease liabilities relating to AASB 16.

With the completion of the Transport division's initial rail growth strategy, the business will concentrate on increasing road capacity in FY23 to meet the significant demand in the market. Capital expenditure will focus on purchasing additional trailers, trialing new road combinations with increased capacity, and continuing the division's fleet replacement program.

The Rural division continues to perform well, focusing on serving high-growth horticulture regions and unlocking supply chain synergies through the Transport division. Rural revenue increased by \$18.9 million (+13.6%) on the prior year, driven by sales growth across several key regions. Supply chain disruptions continue to impact through longer shipping times for products manufactured overseas, creating uncertainties in lead times. Rural addressed this by carrying higher inventory levels. Supply chain disruptions are expected to moderate in 2023.

Looking forward, Lindsay will continue to pursue an organic growth strategy focused on diversifying its range of products and services while expanding its geographic footprint sensitive to the needs of customers and the changes in the market. The Company will also continue to assess other growth opportunities that arise based on strategic fit.

### **Commentary on FY22 Results**

Lindsay Australia CEO, Kim Lindsay, said:

*"FY22 has seen the Company deliver a strong result despite several challenges. We remained focused on executing our diversification strategy, and it's a testament to our committed employees who have enabled the Group to deliver a positive result, despite the headwinds."*

*"Our ongoing drive to diversify the services available to our customers and deliver new and innovative solutions has helped the Company to mitigate the challenges and take advantage of opportunities presented during the fast-changing conditions seen over the year."*

*"We continue to see strong demand for both our road and rail services and will further expand our operational capacity and facilities in FY23 to meet these needs."*

*"The year demonstrated Lindsay's disciplined approach to our businesses, benefitting from the solid investment platform built over several years. The Company will continue to drive organic growth forward in FY23 and look for other expansion opportunities."*

**Release authorised by the Lindsay Australia Board of Directors.**

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#### **About Lindsay Australia Ltd (ASX: LAU)**

Lindsay Australia Ltd is an integrated transport, logistics and rural supply company and a leading national service provider to the agriculture, horticulture and food-related industries. The Lindsay Australia Group comprises the two core divisions of Rural and Transport (including Fresh Logistics). When combined, these divisions offer products and services covering key needs of customers throughout their production lifecycle.

The Lindsay end-to-end solution begins with offering expert agronomy advice and continues with a diverse range of products and services along the supply chain to help farmers grow, package, transport and distribute their produce throughout Australia and the world. Lindsay's end-to-end solution is unique and offers customers with a single point of contact and accountability.

More information on Lindsay Australia is available at: <http://lindsayaustralia.com.au/>