



LINDSAY AUSTRALIA
LIMITED

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ASX ANNOUNCEMENT
LINDSAY AUSTRALIA LIMITED (ASX: LAU)

28 November 2023

ASX Market Announcements Office
20 Bridge Street
Sydney NSW, 2000

2023 Site Tour Presentation

Attached is the presentation to be given to investors during Lindsay site tours being conducted on the 28th of November 2023.

Release authorised by Clayton McDonald, CEO.

-END-

Enquiries
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LINDSAY RURAL

ERSKINE PARK SITE TOUR

NOVEMBER 2023



LINDSAY AUSTRALIA LIMITED (LAU)

UNDER THE BONNET

AGENDA

Welcome Address

Overview of Lindsay Operating Model

Site Tour

Compliance & Safety at Lindsays

IT Ecosystem, Interconnectivity & Security

Workshop & Maintenance Overview

Site Tour (Cold-rooms & Operational facilities)

WHO

Clay McDonald (CEO)

Craig Baker (COO)

Katie McMahon (Head of Safety, Risk & Compliance) & Trevor Edveyan (National Compliance Manager)

Sean Banfield (CIO)

Billy Hordern (National Service Manager)

Jason Mann (General Manager Transport)



OUR BUSINESS UNITS

REFRIGERATED LOGISTICS



REVENUE*

Horticulture (%)

~\$500m

55%

~\$10m

90%

CUSTOMERS

~1,700

~100

HEADCOUNT

~1,300

~120

LOCATIONS

23

1

RURAL MERCHANDISING



~\$160m

100%

~\$100m**

75%

~1,800

~10,000

~125

~150

22

8

GROUP



~\$680m

60%

~13,000

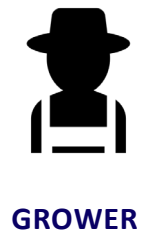
~1,800

43

(Unique)



CREATING CUSTOMER VALUE



ONE TOUCH POINT – PADDOCK TO PORT



AGRONOMY

- Technical expertise
- Pest and disease management
- Advise on innovative farming techniques and technologies



ACCOUNT MANAGEMENT

- Forecast, manage and service products and lead times
- Warehouse customer inventory
- Manage pickups and deliveries



REFRIGERATED LOGISTICS

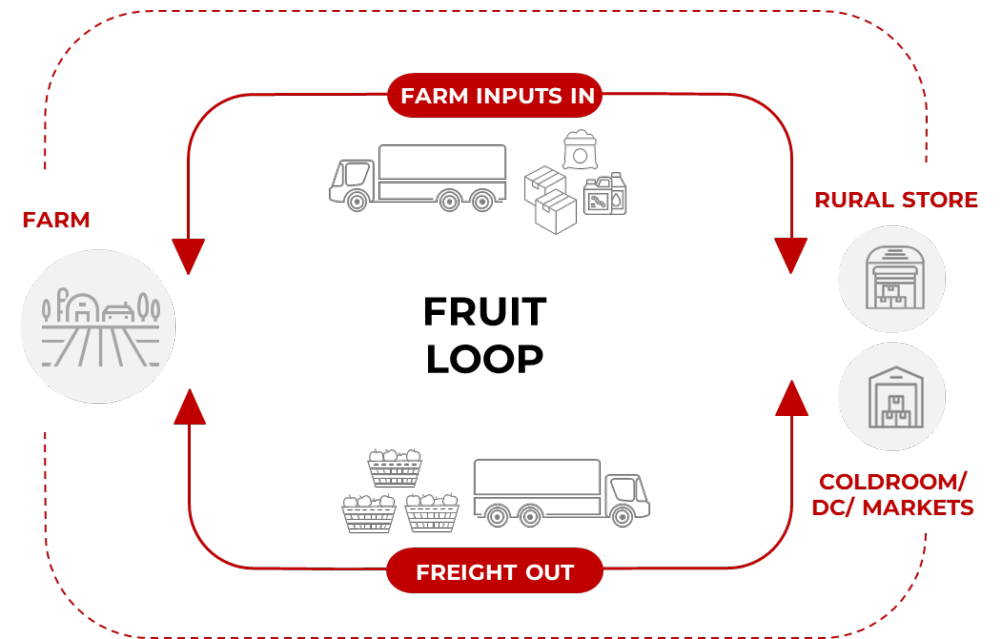
- Multi-modal logistics offering
- Pre-cooling services
- National cold-chain network



IMPORT & EXPORT SERVICES

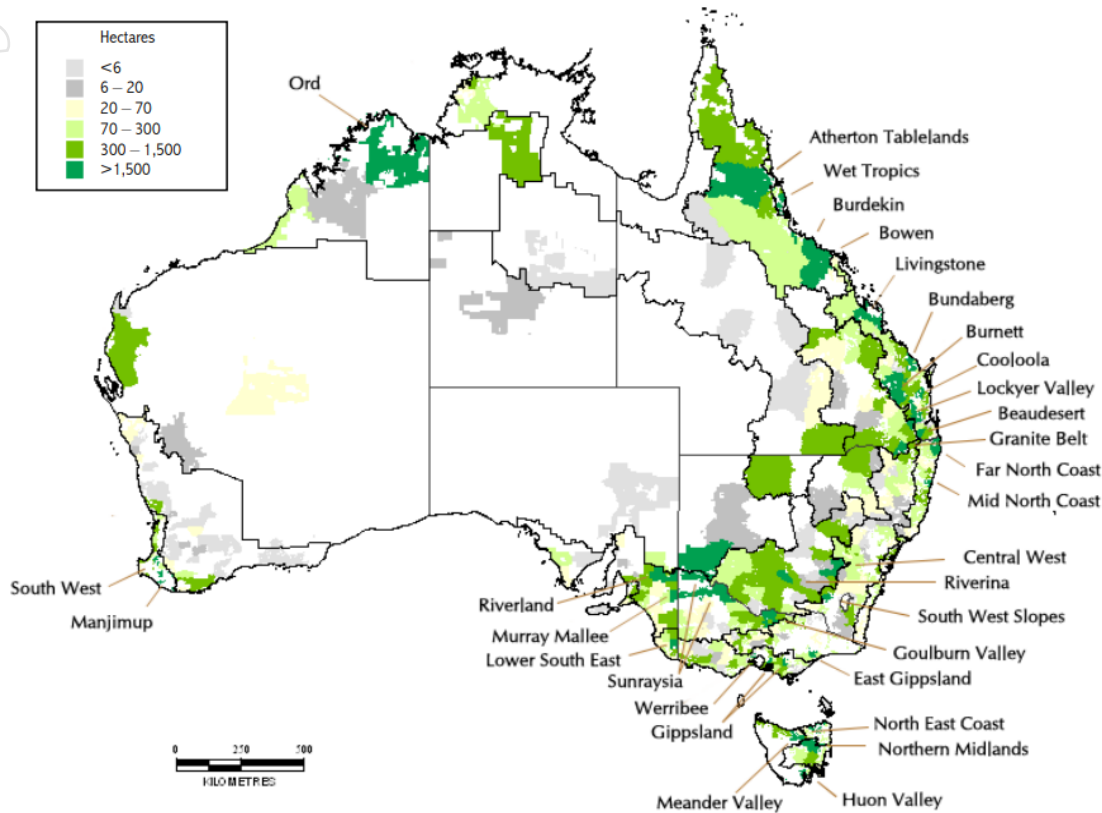
- Air & Sea accreditations
- Bio security
- Ripening & fumigation

GOODS IN, GOODS OUT

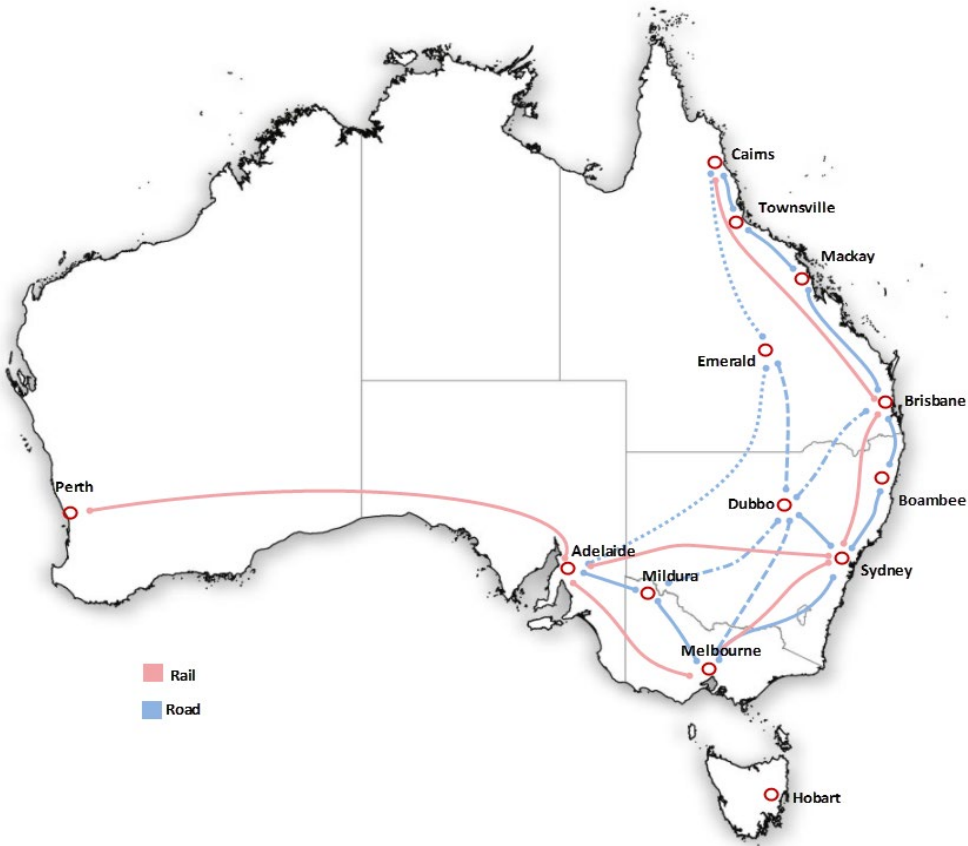


LINDSAY NETWORK – DIVERSIFYING & BUILDING RESILIENCE

KEY HORTICULTURE REGIONS BY DENSITY

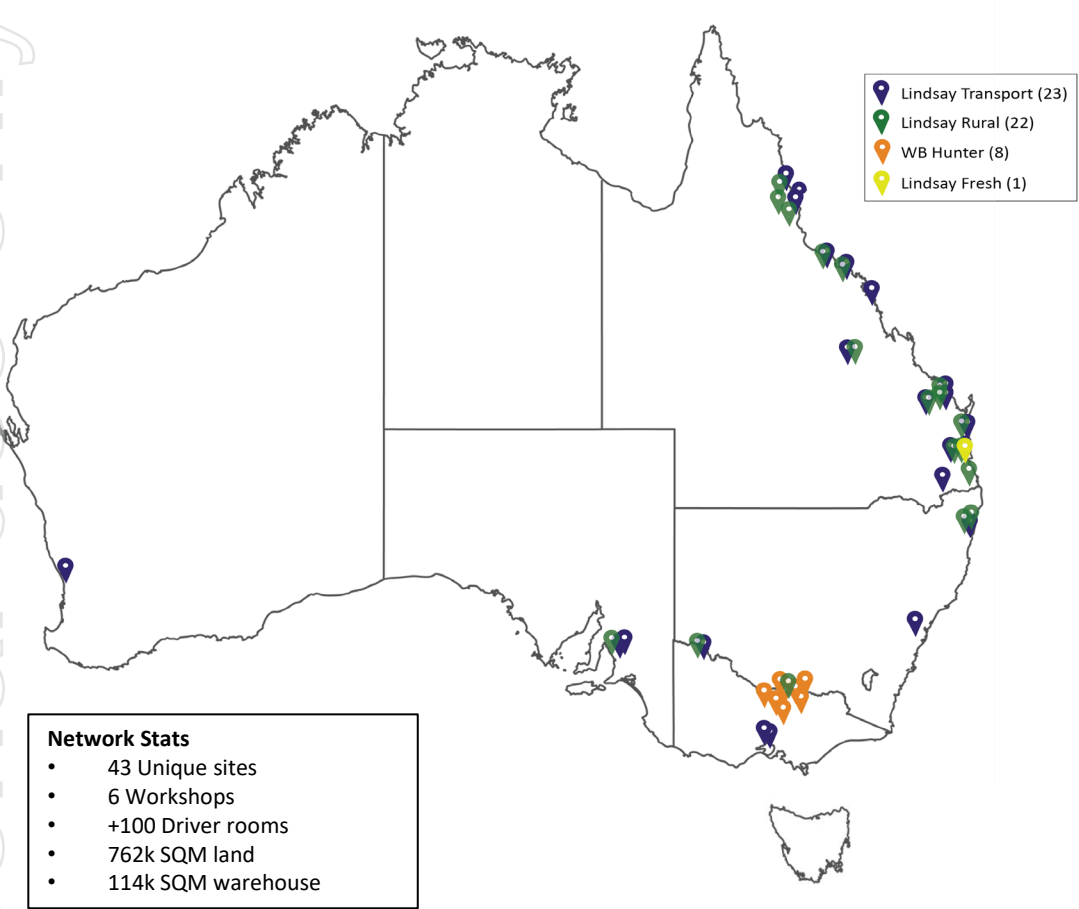


MAJOR FREIGHT LANES

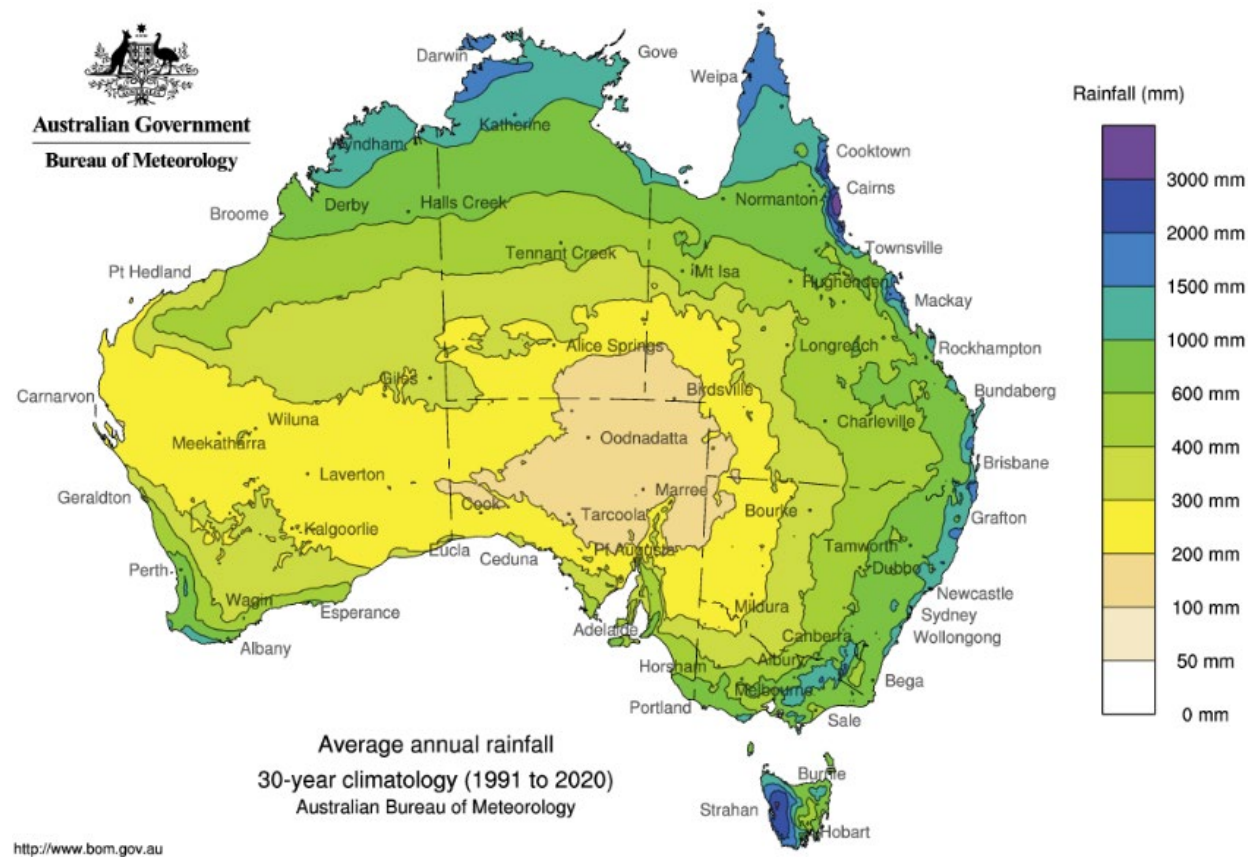


LINDSAY NETWORK – DIVERSIFYING & BUILDING RESILIENCE

GROUP LOCATIONS

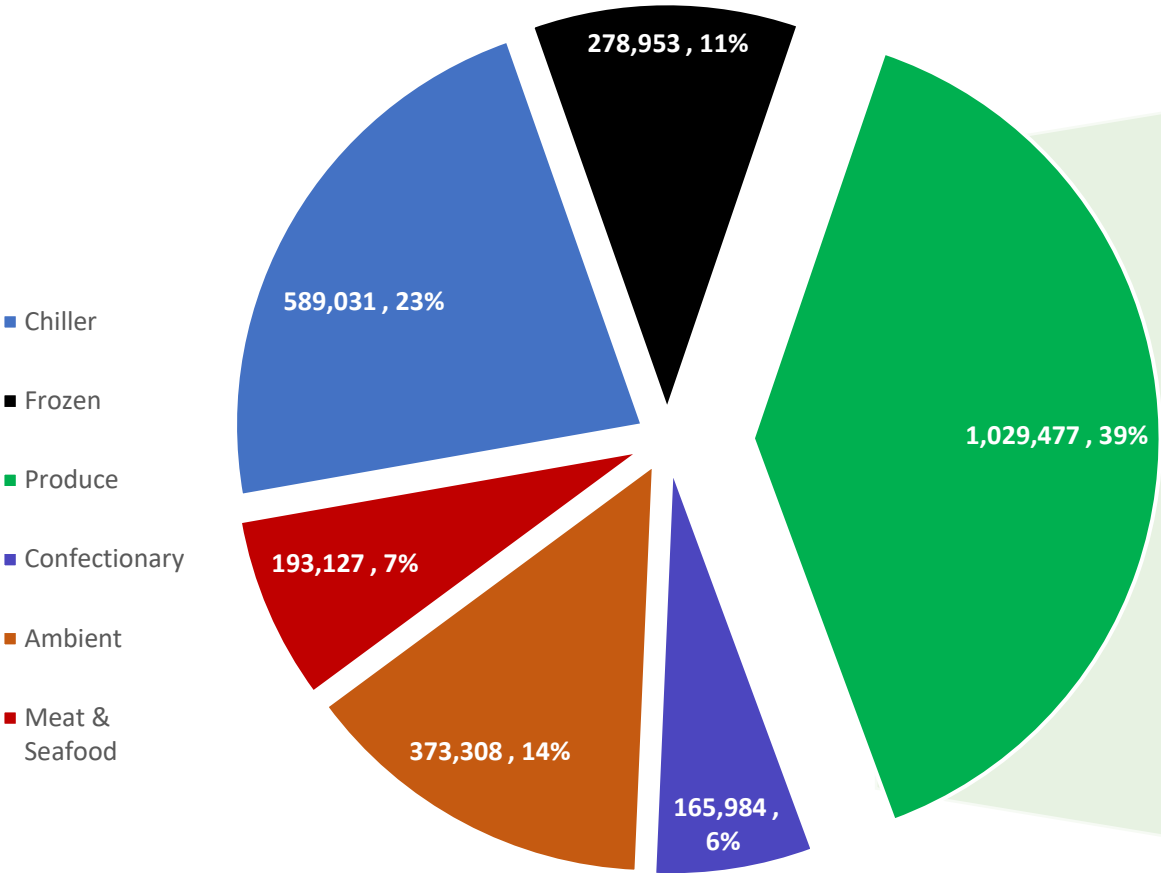


AVERAGE ANNUAL RAINFALL (1991 – 2020)

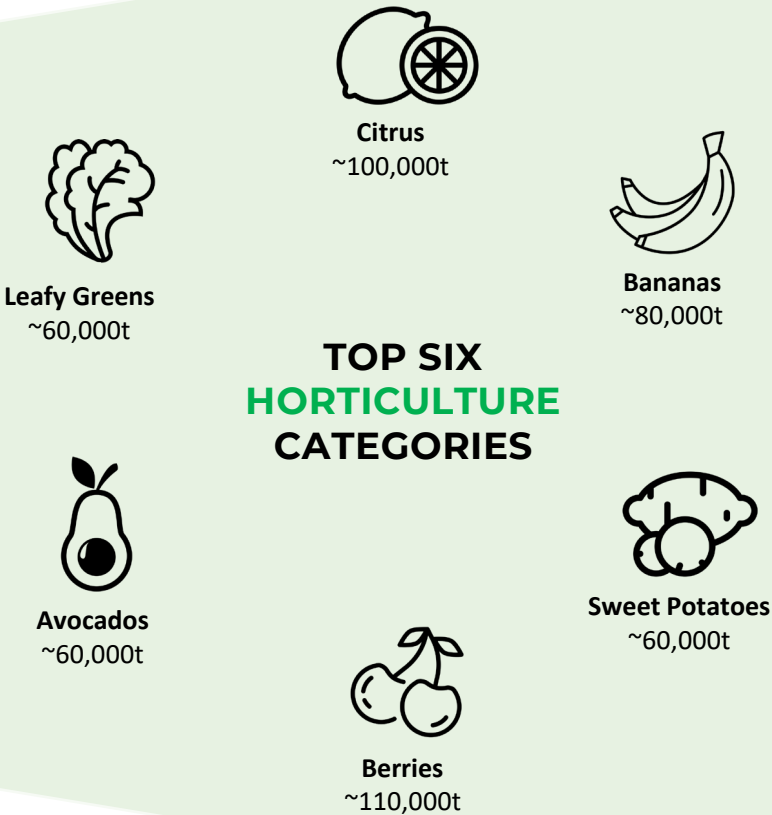


FEEDING THE NATION

TONNES¹ OF FREIGHT BY COMMODITY
LAST TWELVE MONTHS



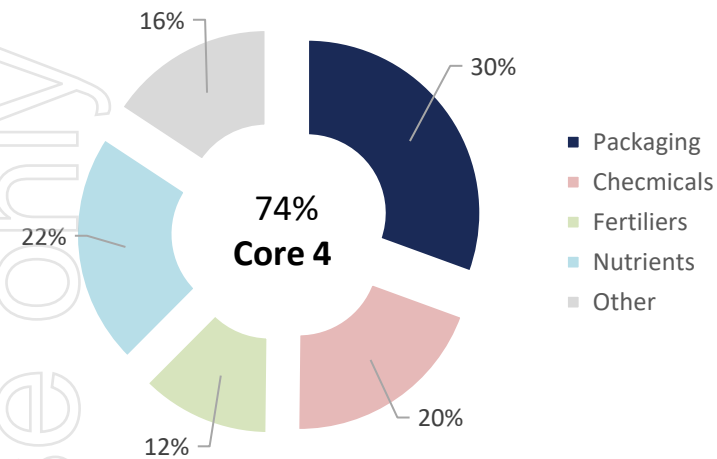
We move ~15% of the horticulture produced in Australia annually



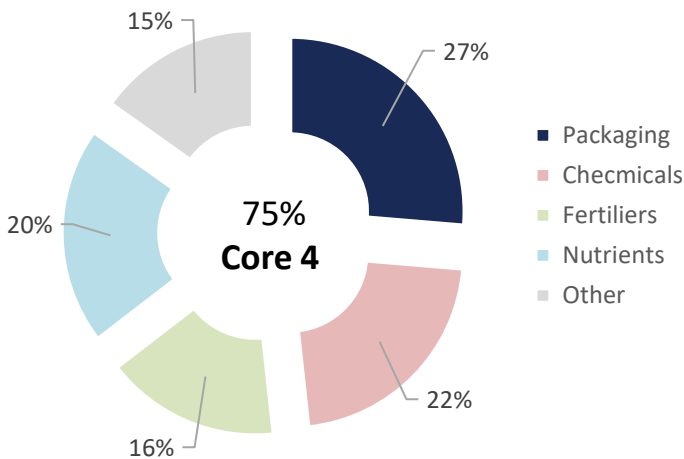
¹ Estimated tonnage moved annually

LINDSAY RURAL

Rural FY19 Sales Mix (%)



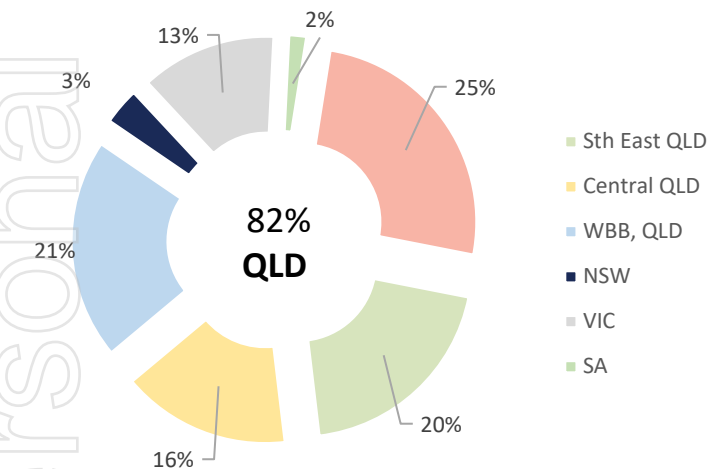
Rural FY23 Sales Mix (%)



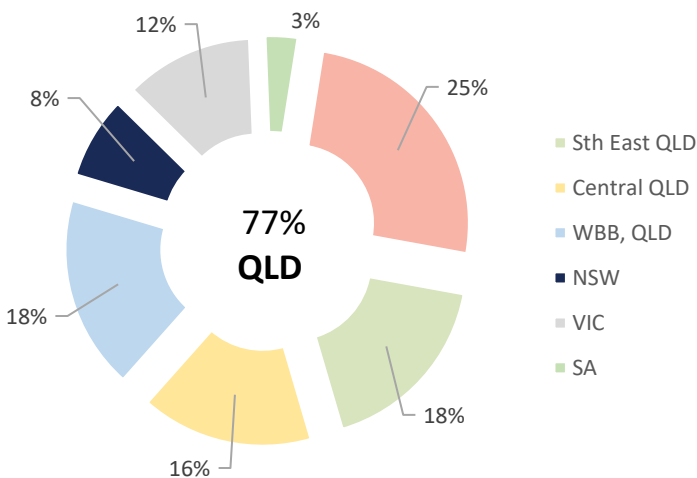
Product Mix

- 75% of sales driven from core four (packaging, chemicals, fertilisers & nutrients).
- One of the largest independent packaging retailers in Australia.
- Hunter acquisition bolsters product offering.

Sales FY19 by Region (%)



Sales FY23 by Region (%)



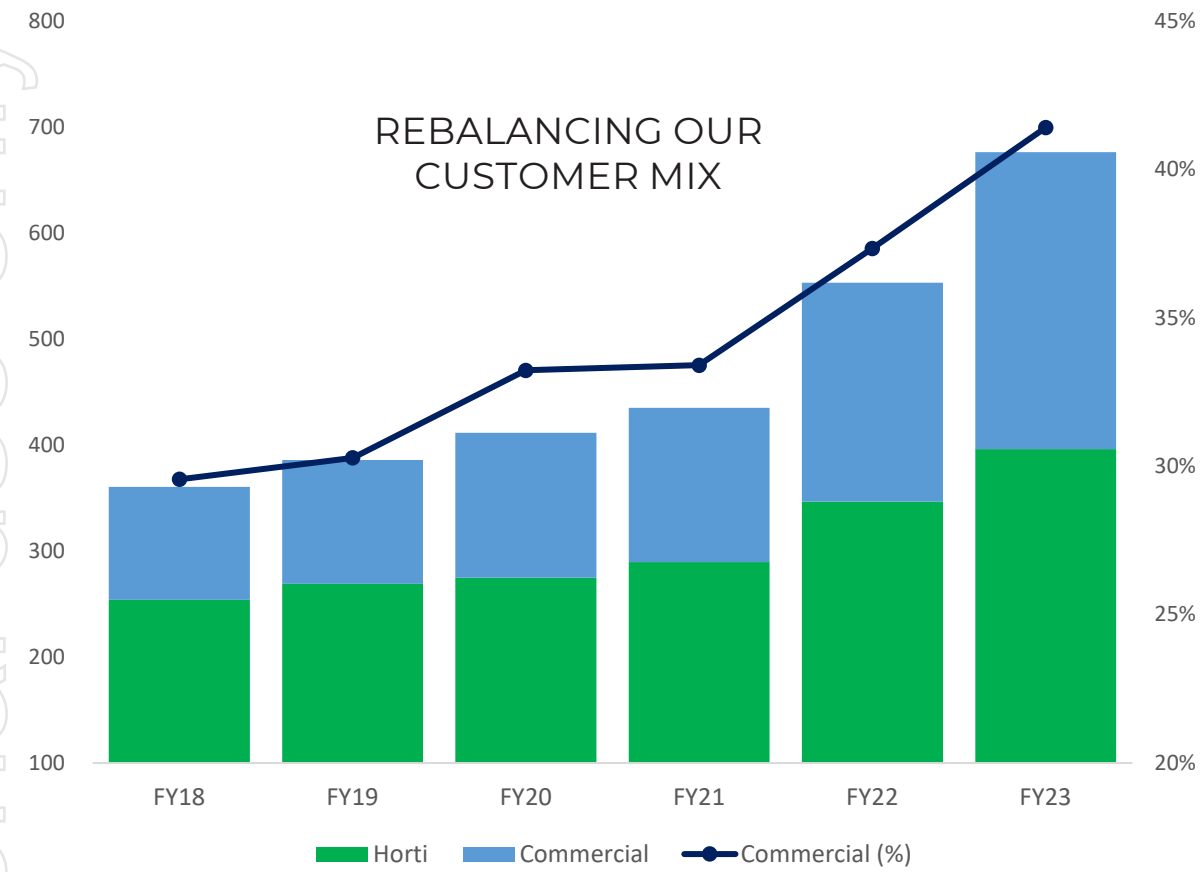
Geographic diversification

- 77% of sales generated in Queensland.
- Horticulture focus limits exposure to downside risk of El Nino.
- Hunters acquisition decreases QLD concentration to 50%.

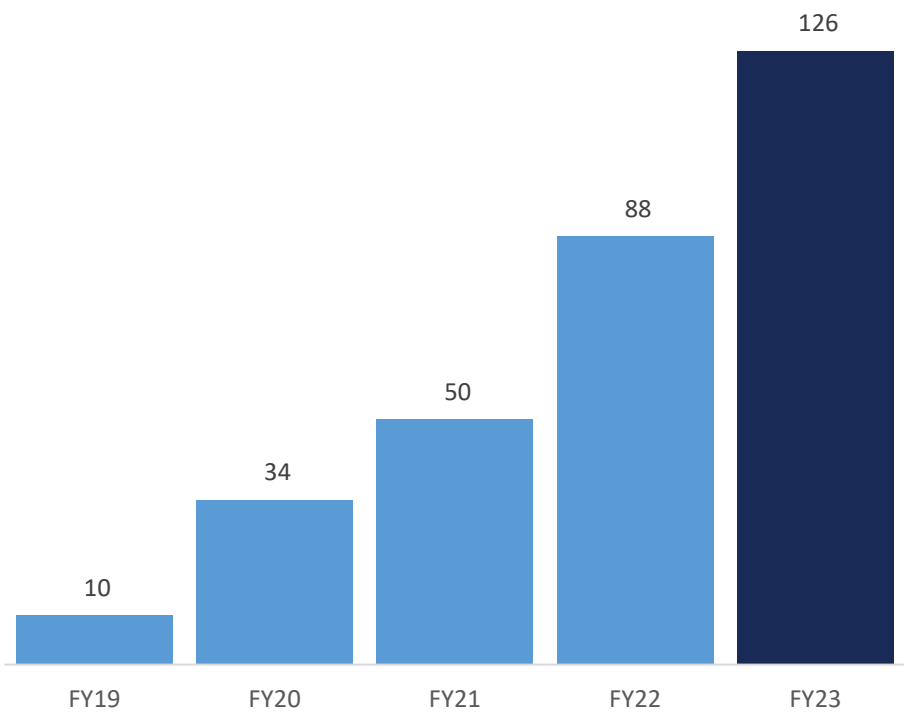
Notes:
Core 4 = Packaging, Chemicals, Fertilisers & Nutrients
WBB = Wide Bay-Burnett Region, Queensland

OUR REVENUE MIX – TODAY

GROUP REVENUES – HORTICULTURE VS COMMERCIAL (\$'M)



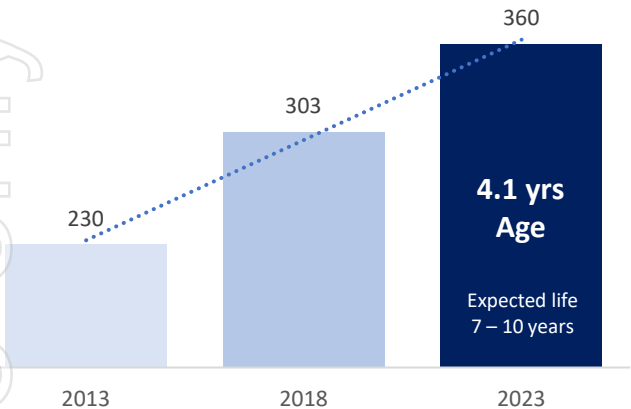
RAIL REVENUE (\$'M)



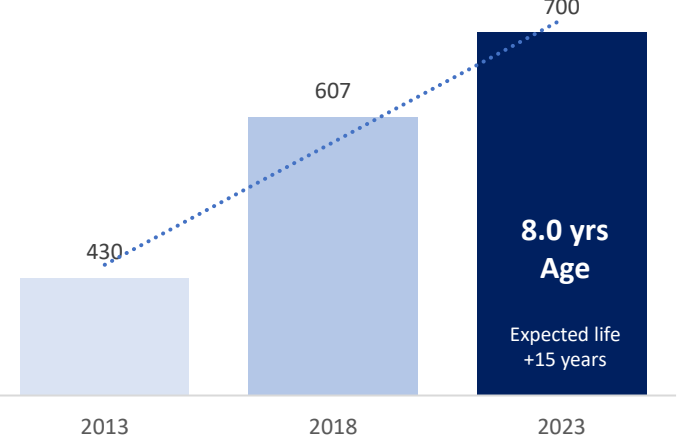
TRANSPORT - ASSET TRANSFORMATION

LAST 10 YEARS

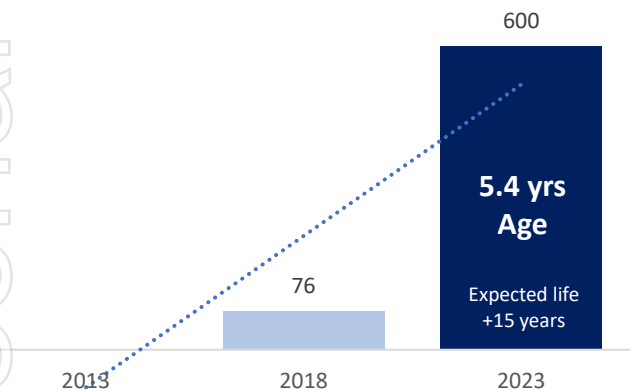
PRIME MOVERS



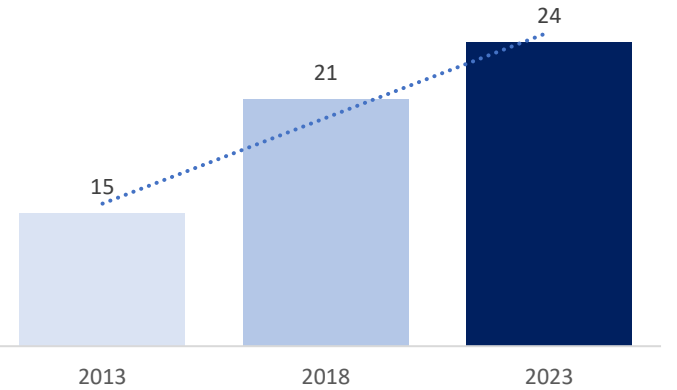
REFRIGERATED TRAILERS



REFRIGERATED CONTAINERS



REFRIGERATED FACILITIES



- Largest refrigerated carrier in Australia (~10% of the market)
- Over the last 10 years we have continued to expand our fleet and network to meet customer demand
- In 2018, we diversified into rail providing our customers with multi-modal optionality
 - Rail provides a lower capital cost alternative for growth combined with a longer life asset, driving ROIC
 - Rail delivers positive ESG benefits including safer transportation and less carbon emissions (~4x)
 - Cheaper alternative for customers, but rail is slower and be less reliable
- Road fleet will remain the foundation of the logistics business due to the limitations of rail and customer demand
- Committed to invest in facilities that will deliver long-run sustainable growth

ERKSINE PARK

- Commissioned March 2020, the total site covers 57,000m² including 10,000m² under cover
- Erskine Park is one of the most critical sites in the Lindsay network – servicing all of Australia as a key transshipping depot ~19,000 spaces cross docked weekly with ~300 staff including 160 drivers
- The site makes ~4,500 local consignment pickups and deliveries weekly (~25,000 pallets) or the equivalent of +730 B-doubles a week
- The depot predominantly handles commercial freight (~70%) with rail representing around 25% of the sites total outbound volumes





CONTACT US

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