



## FY 2013 Third Quarter Financial Statistics

April 29, 2013

# *SAFE HARBOR STATEMENT*

Our remarks today will be related to our expectations with regard to a number of activities in which the Company is engaged. Reliance should not be placed upon such forward-looking statements because they involve risks and uncertainties which may cause our actual results to differ materially from those which we are going to talk about or which we may imply. Those risks and uncertainties are discussed in our Forms 10-K and 10-Q filed with the Securities and Exchange Commission, (and in recent Press Releases which have been issued). We do not have any material non-public information that will be discussed today.

LSI Industries Inc.

## Segment Net Sales

	<b>3<sup>rd</sup> Qtr. FY 13</b>		<b>3<sup>rd</sup> Qtr. FY 12</b>
Lighting	<b>\$47,372</b>		<b>\$46,714</b>
Graphics	<b>\$13,110</b>		<b>\$8,940</b>
Elec. Comp.	<b>\$4,395</b>		<b>\$4,609</b>
All Other	<b>\$1,275</b>		<b>\$2,674</b>
<b>Total</b>	<b>\$66,152</b>		<b>\$62,937</b>

\$ in thousands; unaudited.

LSI Industries Inc.

## Segment Net Sales

	<b>Nine Month FY 13</b>		<b>Nine Month FY 12</b>
Lighting	<b>\$156,906</b>		\$149,411
Graphics	<b>\$34,387</b>		\$29,519
Elec. Comp.	<b>\$15,108</b>		\$13,228
All Other	<b>\$5,552</b>		\$5,048
<b>Total</b>	<b>\$211,953</b>		<b>\$197,206</b>

\$ in thousands; unaudited.

LSI Industries Inc.

# Segment Operating Income

	<b>3<sup>rd</sup> Qtr. FY 13</b>		<b>3<sup>rd</sup> Qtr. FY 12</b>
Lighting	<b>\$1,650</b>		\$2,555
Graphics	<b>\$5</b>		\$(767)
Elec. Comp.	<b>\$(372)</b>		\$1,057
All Other	<b>\$(186)</b>		\$(680)
Corp & Eliminations	<b>\$(1,603)</b>		\$(2,071)
<b>Total</b>	<b>\$(506)</b>		<b>\$94</b>

\$ in thousands; unaudited.

LSI Industries Inc.

# Segment Operating Income

	<b>Nine Month FY 13</b>		Nine Month FY 12
Lighting	<b>\$8,640</b>		\$8,691
Graphics	<b>\$(1,490)</b>		\$(2,216)
Elec. Comp.	<b>\$(1,145)</b>		\$2,811
All Other	<b>\$(1,617)</b>		\$(1,047)
Corp & Eliminations	<b>\$(4,576)</b>		\$(4,748)
<b>Total</b>	<b>\$(188)</b>		<b>\$3,491</b>

\$ in thousands; unaudited.

LSI Industries Inc.

# BALANCE SHEET DATA

	3/31/13	6/30/12
Cash & Investments	<b>\$13,850</b>	\$15,255
Receivables, net	<b>\$38,706</b>	\$44,412
Inventories, net	<b>\$41,430</b>	\$41,276
Goodwill & Intangible Assets	<b>\$19,665</b>	\$23,995
Debt	<b>\$ nil</b>	\$ nil
Shareholders' Equity	<b>\$142,046</b>	\$149,368

\$ in thousands; unaudited.

LSI Industries Inc.

# Capital Expenditures, Depreciation & Amortization

	<b>FY 2013</b> <b>Nine Month</b>	FY 2012 Nine Month
Capital Expenditures	<b>\$5,677</b>	\$2,546
Depreciation & Amortization	<b>\$5,414</b>	\$5,852

\$ in thousands; unaudited.

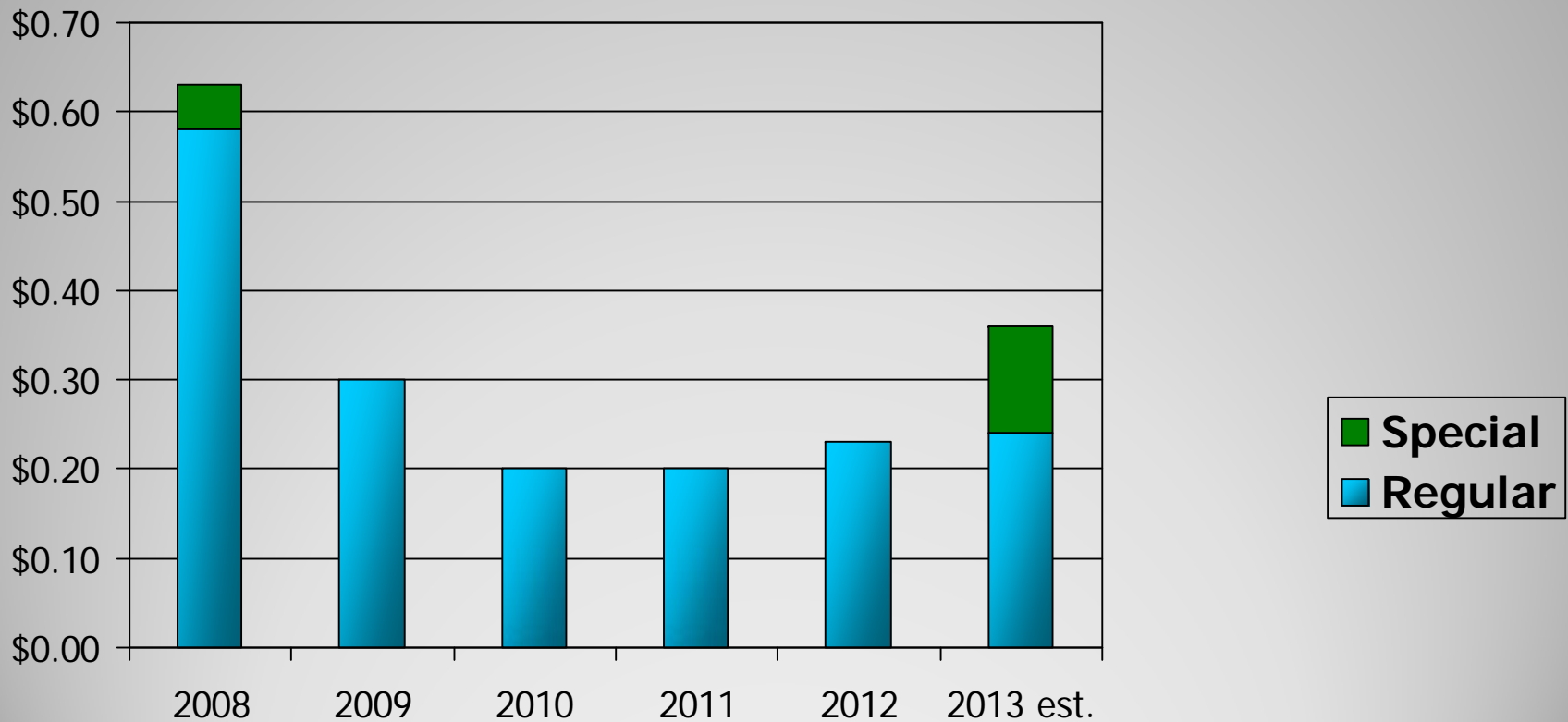
LSI Industries Inc.



# CASH DIVIDEND ACTIONS

- **3<sup>rd</sup> Quarter cash dividend of \$0.06 per share is payable on May 14<sup>th</sup> to shareholders of record on May 7<sup>th</sup>**
- **The indicated annual cash dividend rate is \$0.24 per share in fiscal 2013, the same rate as in fiscal 2012**
- **FY 2013 also had a special cash dividend of \$0.12 per share paid in December 2012**

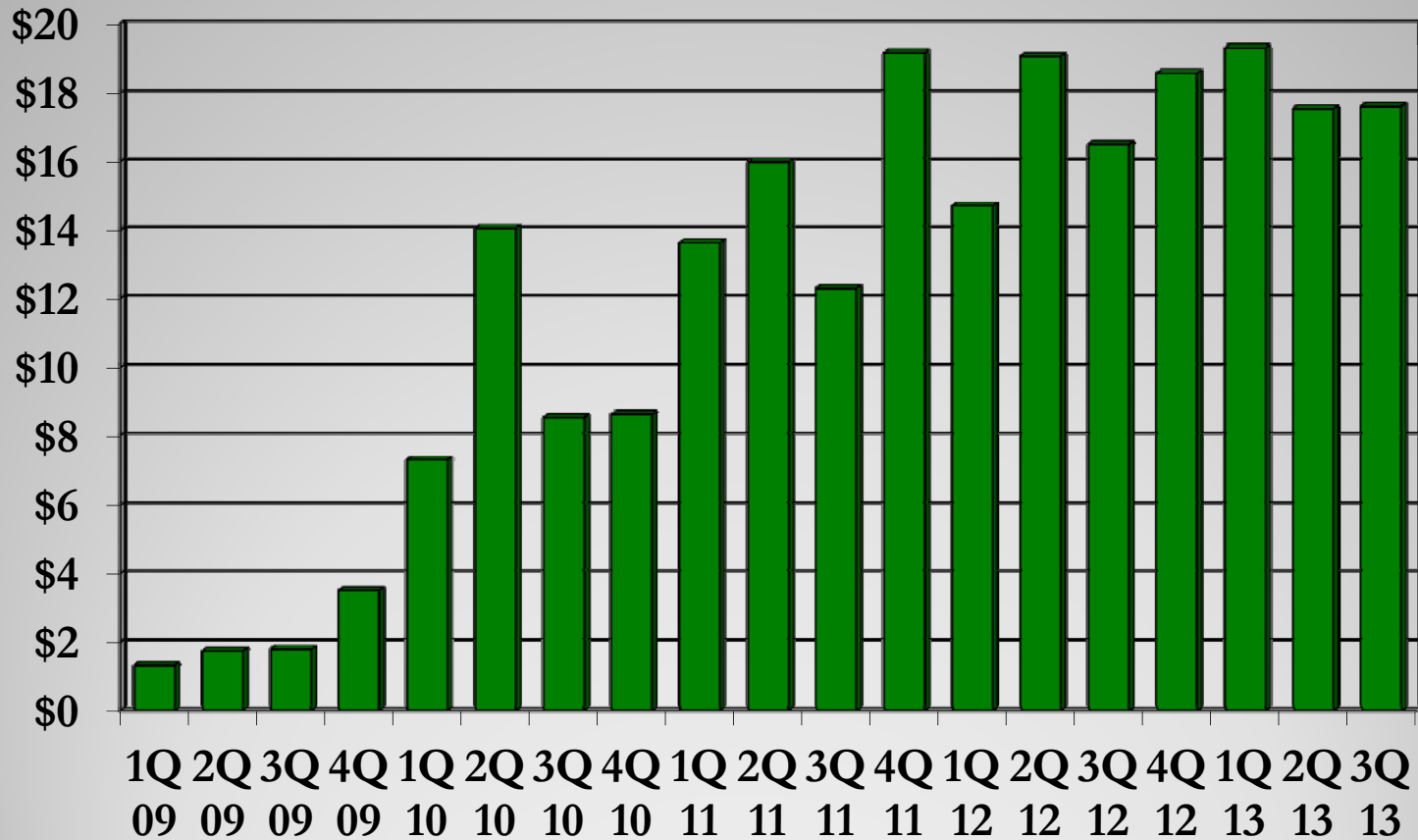
# CASH DIVIDENDS PAID



\$ per share; dividends paid during the fiscal year; unaudited.

LSI Industries Inc.

# LED Lighting Net Sales



\$ in millions; unaudited.

LSI Industries Inc.

# Common Shares

The number of common shares outstanding as of the indicated balance sheet dates were:

<b>March 31, 2013</b>	<b>24,030,781</b>
June 30, 2012	24,035,564

The number of common shares used for the 3<sup>rd</sup> Quarter and year-to-date diluted EPS calculations were as follows:

	<u>3<sup>rd</sup> Quarter</u>	<u>3<sup>rd</sup> Qtr. YTD</u>
<b>FY 2013</b>	<b>24,410,000</b>	<b>24,372,000</b>
FY 2012	24,360,000	24,352,000