



## FY 2013 Fourth Quarter Financial Statistics

August 22, 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>4<sup>th</sup> Qtr. FY 13</b>		<b>4<sup>th</sup> Qtr. FY 12</b>
Lighting	<b>\$49,457</b>		<b>\$50,199</b>
Graphics	<b>\$12,383</b>		<b>\$12,612</b>
Elec. Comp.	<b>\$5,225</b>		<b>\$5,287</b>
All Other	<b>\$1,772</b>		<b>\$3,098</b>
<b>Total</b>	<b>\$68,837</b>		<b>\$71,196</b>

\$ in thousands; unaudited.

LSI Industries Inc.

## Segment Net Sales

	<b>Full Year FY 13</b>		Full Year FY 12
Lighting	<b>\$206,363</b>		\$199,610
Graphics	<b>\$46,770</b>		\$42,131
Elec. Comp.	<b>\$20,333</b>		\$18,515
All Other	<b>\$7,324</b>		\$8,146
<b>Total</b>	<b>\$280,790</b>		\$268,402

\$ in thousands; unaudited.

LSI Industries Inc.

# Segment Operating Income

	<b>4<sup>th</sup> Qtr. FY 13</b>		<b>4<sup>th</sup> Qtr. FY 12</b>
Lighting	<b>\$1,452</b>		\$3,137
Graphics	<b>\$237</b>		\$278
Elec. Comp.	<b>\$229</b>		\$823
All Other	<b>\$166</b>		\$(67)
Corp & Eliminations	<b>\$(1,266)</b>		\$(1,331)
<b>Total</b>	<b>\$818</b>		<b>\$2,840</b>

\$ in thousands; unaudited.

LSI Industries Inc.

# Segment Operating Income

	<b>FY 13</b>		FY 12
	<b>Full Year</b>		Full Year
Lighting	<b>\$10,092</b>		\$11,828
Graphics	<b>\$(1,253)</b>		\$(1,938)
Elec. Comp.	<b>\$(916)</b>		\$3,634
All Other	<b>\$(1,451)</b>		\$(1,114)
Corp & Eliminations	<b>\$(5,842)</b>		\$(6,079)
<b>Total</b>	<b>\$630</b>		\$6,331

\$ in thousands; unaudited.

LSI Industries Inc.

# BALANCE SHEET DATA

	6/30/13	6/30/12
Cash & Investments	<b>\$7,949</b>	\$15,255
Receivables, net	<b>\$45,991</b>	\$44,412
Inventories, net	<b>\$42,093</b>	\$41,276
Goodwill & Intangible Assets	<b>\$19,087</b>	\$23,995
Debt	<b>\$ nil</b>	\$ nil
Shareholders' Equity	<b>\$141,690</b>	\$149,368

\$ in thousands; unaudited.

LSI Industries Inc.

# Capital Expenditures, Depreciation & Amortization

	<b>FY 2013 Full Year</b>	FY 2012 Full Year
Capital Expenditures	<b>\$7,571</b>	\$3,436
Depreciation & Amortization	<b>\$7,197</b>	\$7,805

\$ in thousands; unaudited.

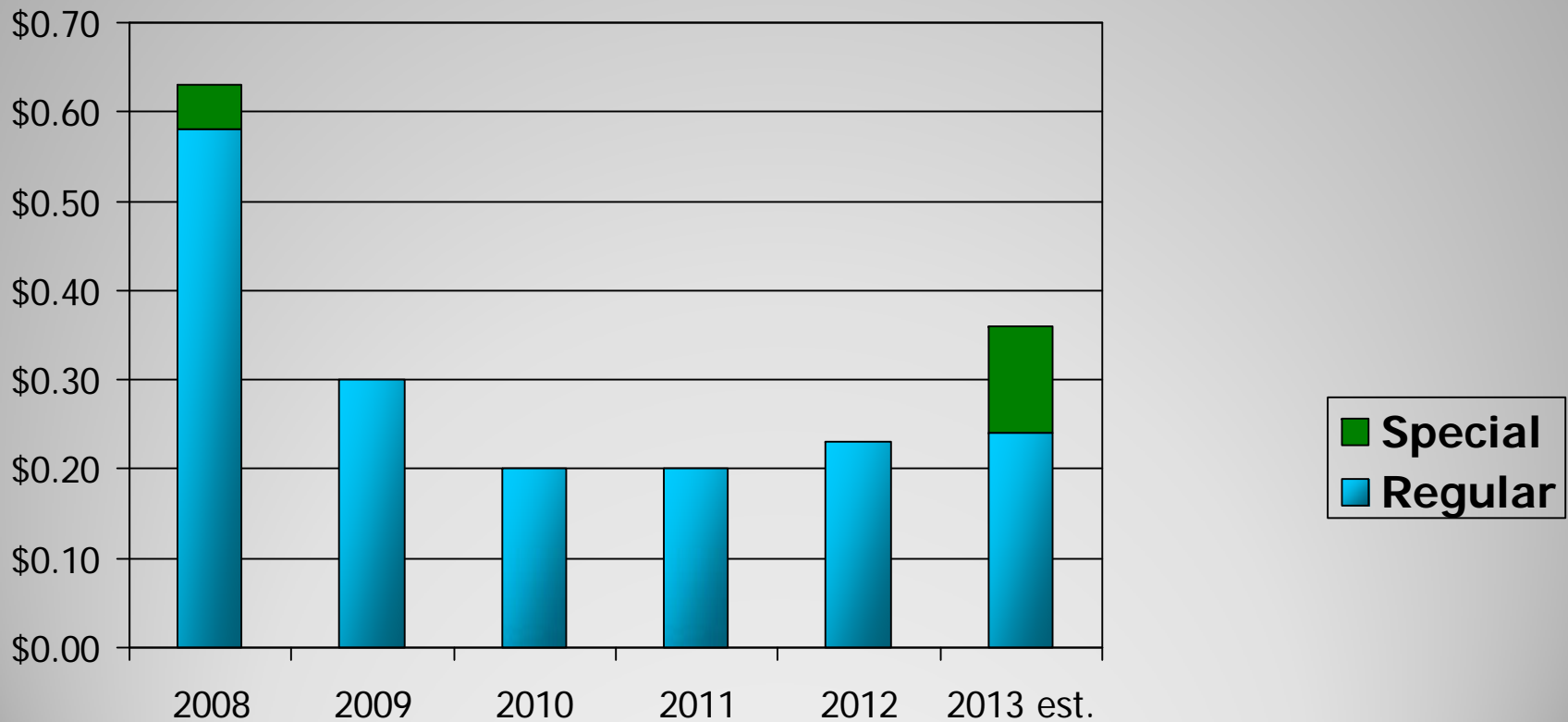
LSI Industries Inc.



# CASH DIVIDEND ACTIONS

- **4<sup>th</sup> Quarter cash dividend of \$0.06 per share is payable on September 10<sup>th</sup> to shareholders of record on September 3<sup>rd</sup>**
- **The indicated annual cash dividend rate is \$0.24 per share in fiscal 2013, the same rate as in fiscal 2012**
- **The indicated annual cash dividend rate was established at \$0.24 per share in fiscal 2014, the same rate as in fiscal 2013**

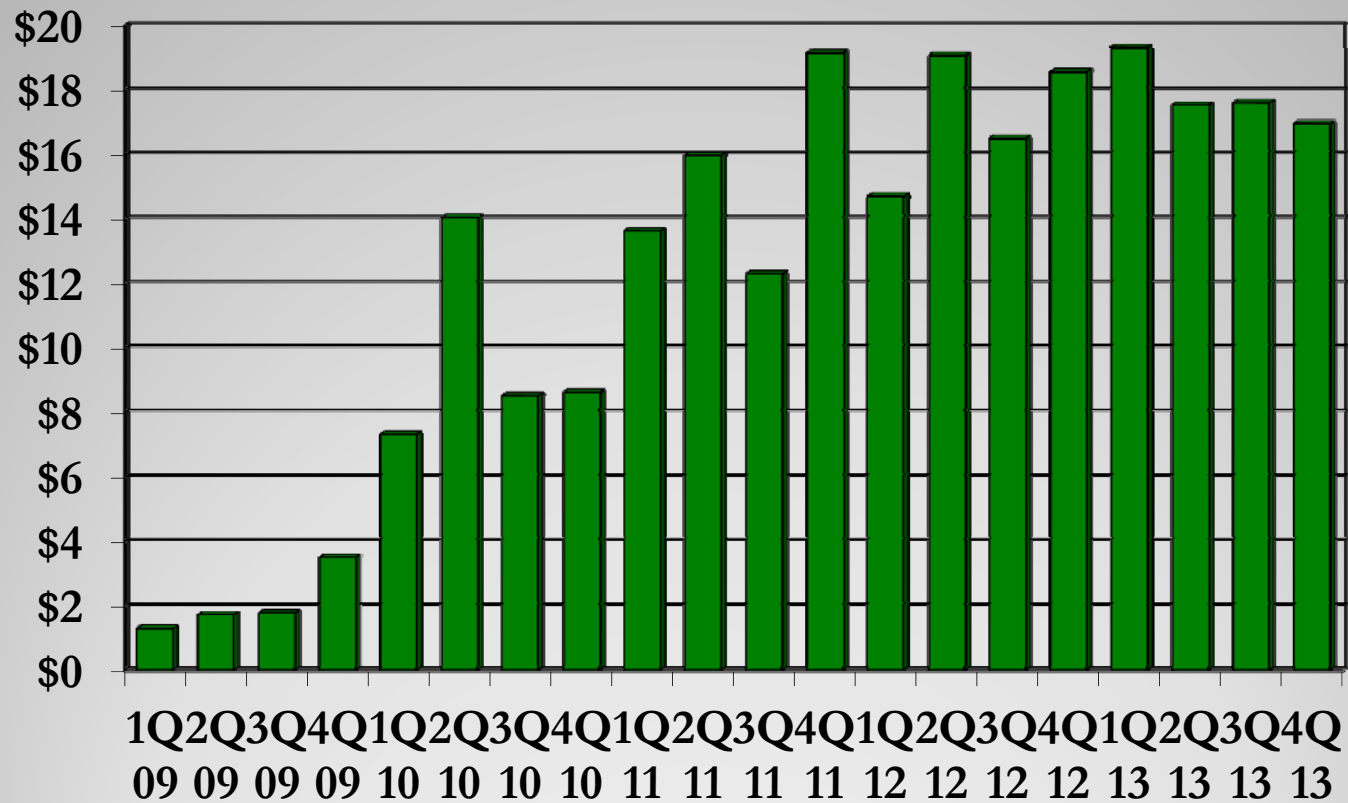
# CASH DIVIDENDS PAID



\$ 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>June 30, 2013</b>	<b>24,057,266</b>
June 30, 2012	24,035,564

The number of common shares used for the 4<sup>th</sup> Quarter and year-to-date diluted EPS calculations were as follows:

	<u>4<sup>th</sup> Quarter</u>	<u>4<sup>th</sup> Qtr. YTD</u>
<b>FY 2013</b>	<b>24,447,000</b>	<b>24,385,000</b>
FY 2012	24,360,000	24,352,000