



## Fourth Quarter Financial Statistics

August 18, 2011

# *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.**

# Non-GAAP Financial Measures

	<b>4th Qtr. FY 11</b>	<b>Diluted EPS</b>		4th Qtr. FY 10	Diluted EPS
Net Income – as Reported	<b>\$1,497</b>	<b>\$0.06</b>		\$727	\$0.03
Intangible Asset Impairments, net of income tax effect	--	--		148	\$0.01
Net Income – as Adjusted	<b>\$1,497</b>	<b>\$0.06</b>		\$875	\$0.04

\$ in thousands, except per share data; unaudited.

LSI Industries Inc.

# Non-GAAP Financial Measures

	<b>FY 11</b>	<b>Diluted EPS</b>		FY 10	Diluted EPS
Net Income Reported	<b>\$10,828</b>	<b>\$0.44</b>		\$1,424	\$0.06
Loss on sale of LSI Marcole, net of income tax effect	--	--		422	0.02
Acquisition related costs, net of income tax effect	--	--		791	0.03
Intangible Asset Impairments, net of income tax effect	--	--		148	0.01
Net Income – as Adjusted	<b>\$10,828</b>	<b>\$0.44</b>		\$2,785	\$0.12

\$ in thousands, except per share data; unaudited.

LSI Industries Inc.

## Segment Net Sales

	<b>4<sup>th</sup> Qtr. FY 11</b>		4 <sup>th</sup> Qtr. FY 10
Lighting	<b>\$54,874</b>		\$40,318
Graphics	<b>\$10,748</b>		\$16,074
Elec. Comp.	<b>\$5,396</b>		\$4,455
All Other	<b>\$3,199</b>		\$3,039
Total	<b>\$74,217</b>		\$63,886

\$ in thousands; unaudited.

LSI Industries Inc.

## Segment Net Sales

	<b>FY 11</b>		<b>FY 10</b>
Lighting	<b>\$196,550</b>		\$159,105
Graphics	<b>\$68,155</b>		\$68,395
Elec. Comp.	<b>\$21,449</b>		\$16,116
All Other	<b>\$7,347</b>		\$10,786
Total	<b>\$293,501</b>		\$254,402

\$ in thousands; unaudited.

LSI Industries Inc.

# Segment Operating Income

	4 <sup>th</sup> Qtr. FY 11		4 <sup>th</sup> Qtr. FY 10
Lighting	\$2,975		\$2,711
Graphics	\$(732)		\$751
Elec. Comp.	\$1,923		\$817
All Other	\$346		\$(601)
Corp & Eliminations	\$(1,962)		\$(3,385)
Total	\$2,550		\$293

\$ in thousands; unaudited.

LSI Industries Inc.

# Segment Operating Income

	<b>Full Year FY 11</b>		Full Year FY 10
Lighting	<b>\$11,423</b>		\$9,073
Graphics	<b>\$6,373</b>		\$3,237
Elec. Comp.	<b>\$7,886</b>		\$2,279
All Other	<b>\$(543)</b>		\$(1,807)
Corp & Eliminations	<b>\$(8,835)</b>		\$(10,873)
<b>Total</b>	<b>\$16,304</b>		\$1,909

\$ in thousands; unaudited.

LSI Industries Inc.



# BALANCE SHEET DATA

	<b>6/30/10</b>	6/30/10
Cash & Investments	<b>\$ 4,056</b>	\$17,417
Receivables, net	<b>\$44,974</b>	\$35,254
Inventories, net	<b>\$50,298</b>	\$40,082
Goodwill & Intangible Assets	<b>\$23,280</b>	\$25,869
Debt	<b>\$1,099</b>	\$1,132
Shareholders' Equity	<b>\$151,218</b>	\$144,218

\$ in thousands; unaudited.

LSI Industries Inc.

# Capital Expenditures, Depreciation & Amortization

	<b>FY 2011 Full Year</b>	FY 2010 Full Year
Capital Expenditures	<b>\$4,731</b>	\$6,150
Depreciation & Amortization	<b>\$7,877</b>	\$7,849

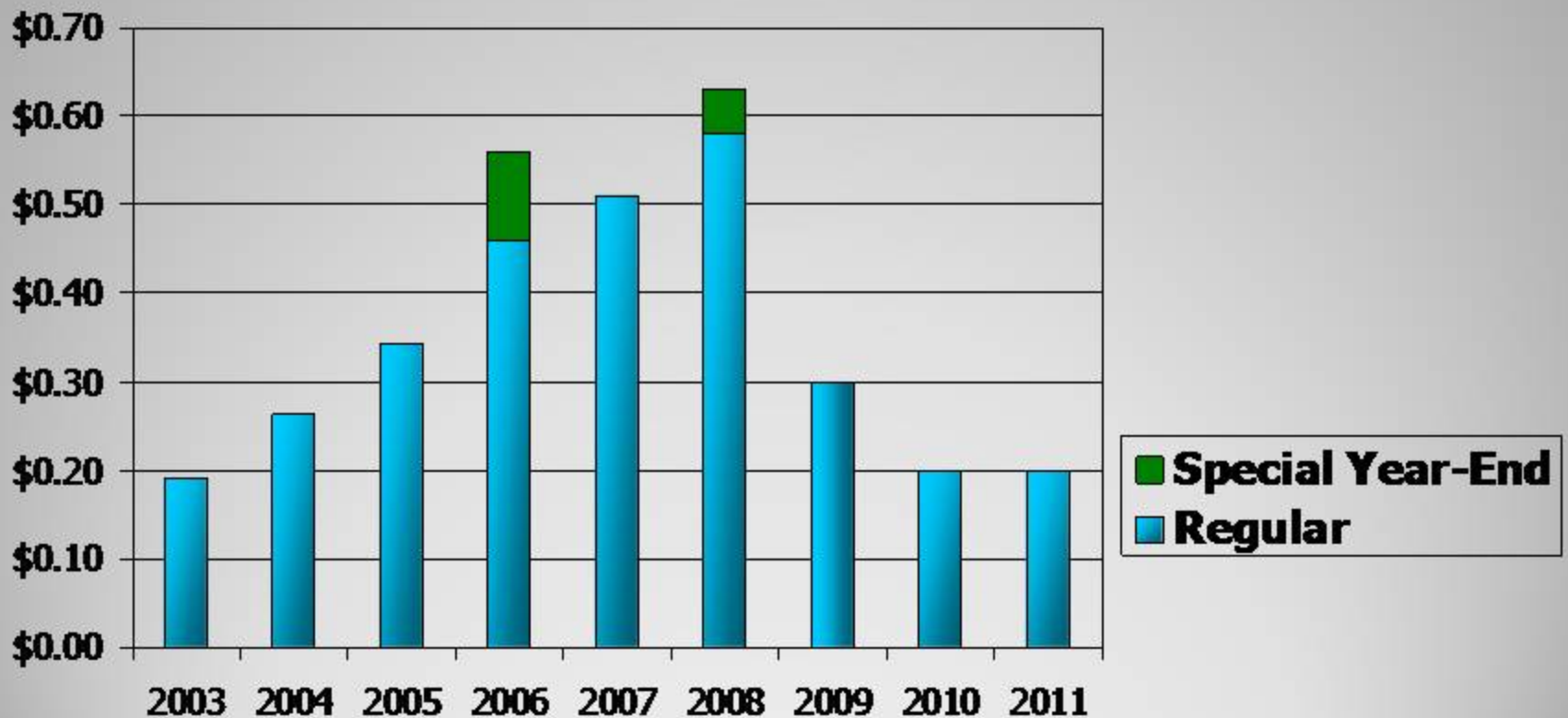
\$ in thousands; unaudited.

LSI Industries Inc.

# CASH DIVIDEND ACTIONS

- **4<sup>th</sup> Quarter cash dividend of \$0.05 per share**  
**Payable September 6<sup>th</sup> to shareholders of record on August 30<sup>th</sup>**
- **Fiscal year 2011 indicated annual cash dividend rate of \$0.20 per share**

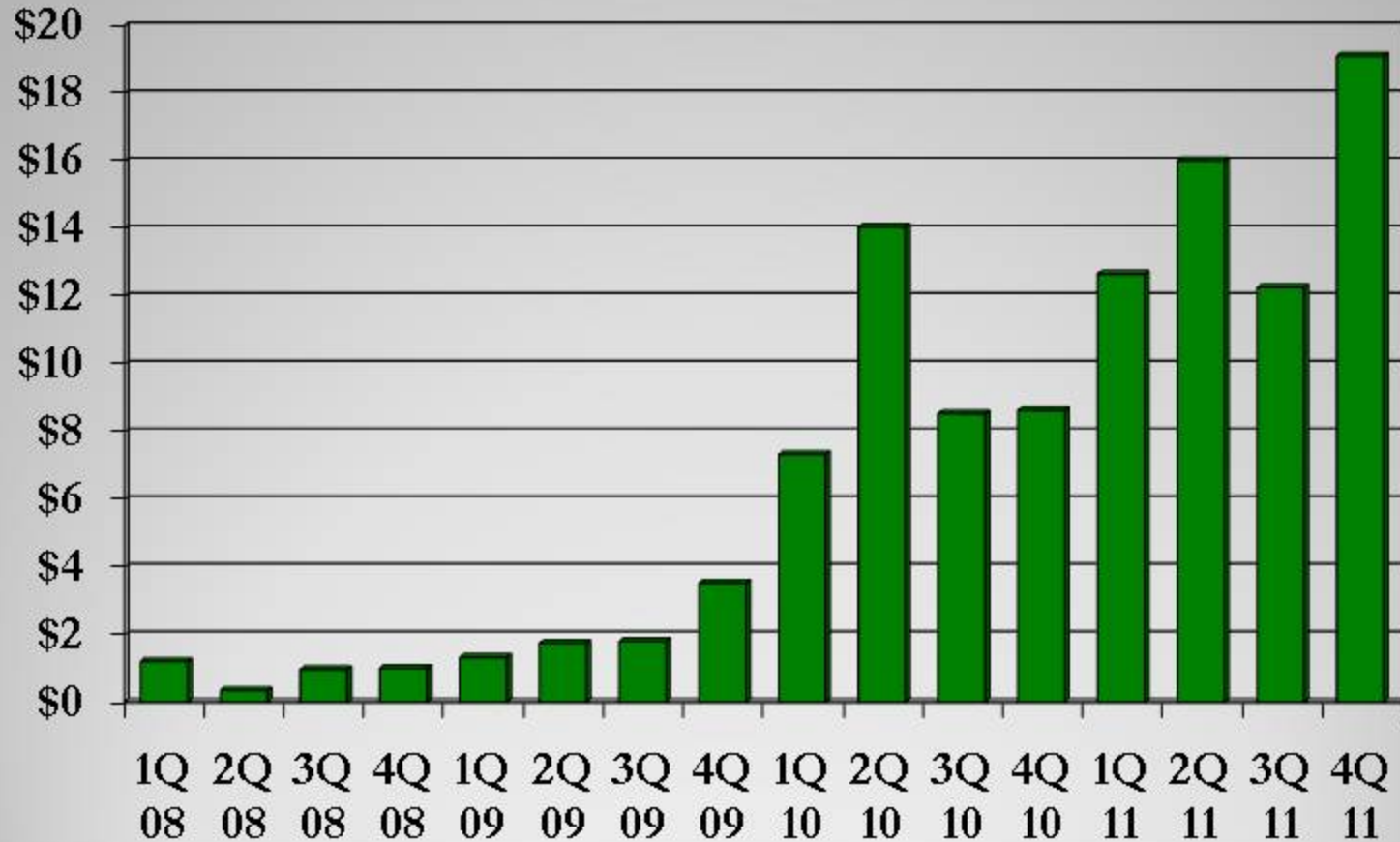
# CASH DIVIDENDS PAID



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

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# LED Lighting Net Sales



\$ in millions; unaudited.

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# Common Shares

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

<b>June 30, 2011</b>	<b>24,047,485</b>
June 30, 2010	24,045,502

The number of common shares used for the 4<sup>th</sup> Quarter diluted EPS calculation increased 0.3% from the prior year.

	<u>4<sup>th</sup> Quarter</u>	<u>Full Year</u>
<b>FY 2011</b>	<b>24,366,000</b>	<b>24,339,000</b>
FY 2010	24,284,000	24,134,000