



## Third Quarter Financial Statistics

April 28, 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>3<sup>rd</sup> Qtr. FY 11</b>	<b>Diluted EPS</b>		3 <sup>rd</sup> Qtr. FY 10	Diluted EPS
Net Income – as Reported	<b>\$2,115</b>	<b>\$0.09</b>		\$(2,532)	\$(0.10)
Loss on sale of LSI Marcole, inclusive of the income tax effect	--	--		300	0.01
Acquisition related costs, net of income tax effect	--	--		16	--
Net Income – as Adjusted	<b>\$2,115</b>	<b>\$0.09</b>		\$(2,216)	\$(0.09)

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

LSI Industries Inc.

## Non-GAAP Financial Measures

	<b>Nine Month FY 11</b>	<b>Diluted EPS</b>		Nine Month FY 10	Diluted EPS
Net Income – as Reported	<b>\$9,331</b>	<b>\$0.38</b>		\$697	\$0.03
Loss on sale of LSI Marcole, inclusive of the income tax effect	--	--		300	0.01
Acquisition related costs, net of income tax effect	--	--		545	0.02
Net Income – as Adjusted	<b>\$9,331</b>	<b>\$0.38</b>		\$1,542	\$0.06

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

LSI Industries Inc.

## Segment Net Sales

	3 <sup>rd</sup> Qtr. FY 11		3 <sup>rd</sup> Qtr. FY 10
Lighting	\$46,711		\$35,458
Graphics	\$10,537		\$10,900
Elec. Comp.	\$6,212		\$4,014
All Other	\$1,168		\$3,094
Total	\$64,628		\$53,466

\$ in thousands; unaudited.

LSI Industries Inc.

## Segment Net Sales

	<b>Nine Month FY 11</b>		<b>Nine Month FY 10</b>
Lighting	<b>\$141,676</b>		\$118,787
Graphics	<b>\$57,407</b>		\$52,321
Elec. Comp.	<b>\$16,053</b>		\$11,661
All Other	<b>\$4,148</b>		\$7,747
<b>Total</b>	<b>\$219,284</b>		<b>\$190,516</b>

\$ in thousands; unaudited.

LSI Industries Inc.

# Segment Operating Income

	3 <sup>rd</sup> Qtr. FY 11		3 <sup>rd</sup> Qtr. FY 10
Lighting	\$2,195		\$(202)
Graphics	\$(80)		\$(1,062)
Elec. Comp.	\$3,120		\$657
All Other	\$(522)		\$(974)
Corp & Eliminations	\$(2,293)		\$(2,233)
Total	\$2,483		\$(3,814)

\$ in thousands; unaudited.

LSI Industries Inc.

# Segment Operating Income

	<b>Nine Month FY 11</b>		<b>Nine Month FY 10</b>
Lighting	<b>\$8,448</b>		\$6,362
Graphics	<b>\$7,105</b>		\$2,486
Elec. Comp.	<b>\$5,963</b>		\$1,462
All Other	<b>\$(889)</b>		\$(1,206)
Corp & Eliminations	<b>\$(6,873)</b>		\$(7,488)
<b>Total</b>	<b>\$13,754</b>		\$1,616

\$ in thousands; unaudited.

LSI Industries Inc.



# BALANCE SHEET DATA

	3/31/10	6/30/10
Cash & Investments	\$ 9,583	\$17,417
Receivables, net	\$37,866	\$35,254
Inventories, net	\$55,535	\$40,082
Goodwill & Intangible Assets	\$23,928	\$25,869
Debt	\$1,107	\$1,132
Shareholders' Equity	\$150,738	\$144,218

\$ in thousands; unaudited.

LSI Industries Inc.

## Capital Expenditures, Depreciation & Amortization

	<b>FY 2011 Nine Month</b>	FY 2010 Nine Month
Capital Expenditures	<b>\$4,001</b>	\$4,572
Depreciation & Amortization	<b>\$5,886</b>	\$5,903

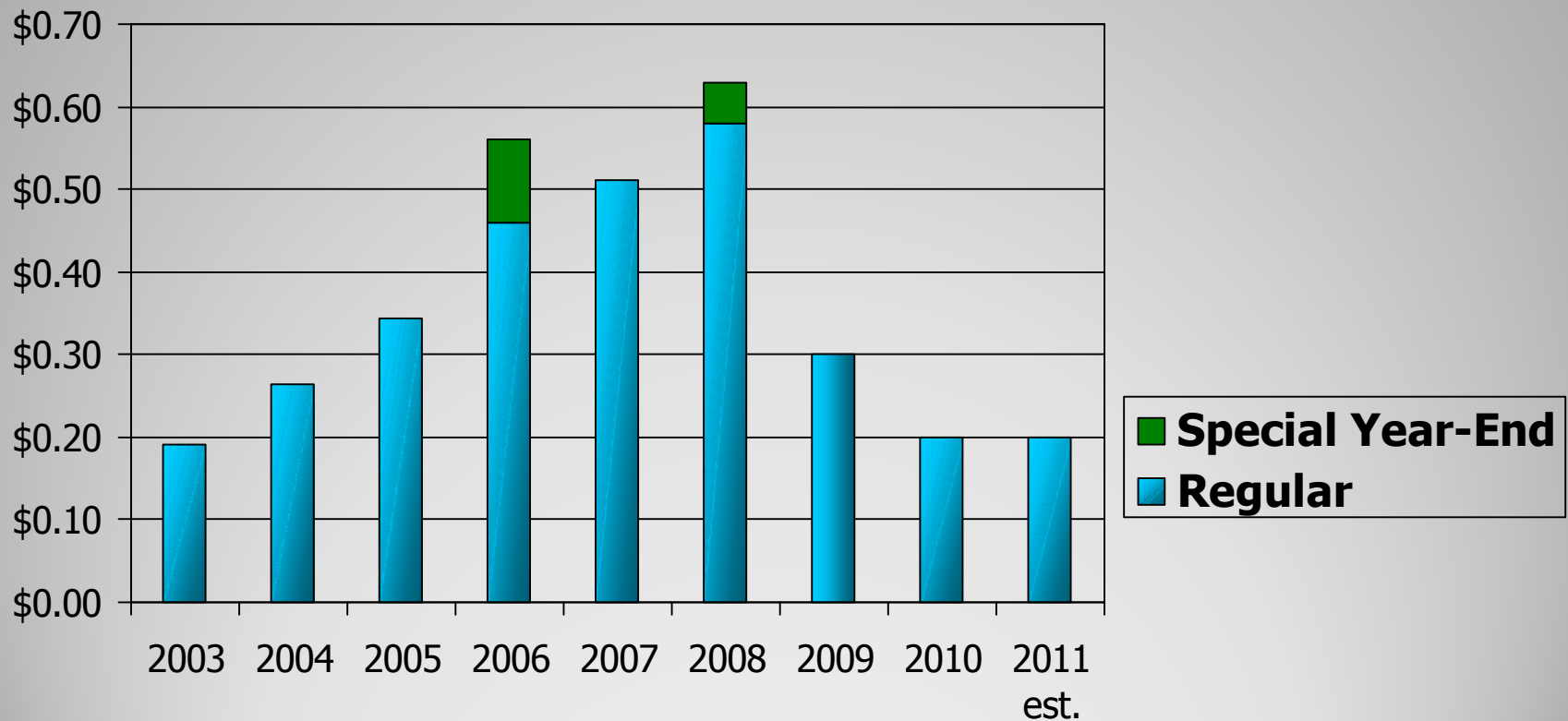
\$ in thousands; unaudited.

LSI Industries Inc.

# CASH DIVIDEND ACTIONS

- **3<sup>rd</sup> Quarter cash dividend of \$0.05 per share**  
**Payable May 17<sup>th</sup> to shareholders of**  
**record on May 10<sup>th</sup>**
- **Fiscal year 2011 indicated annual cash dividend**  
**rate of \$0.20 per share**

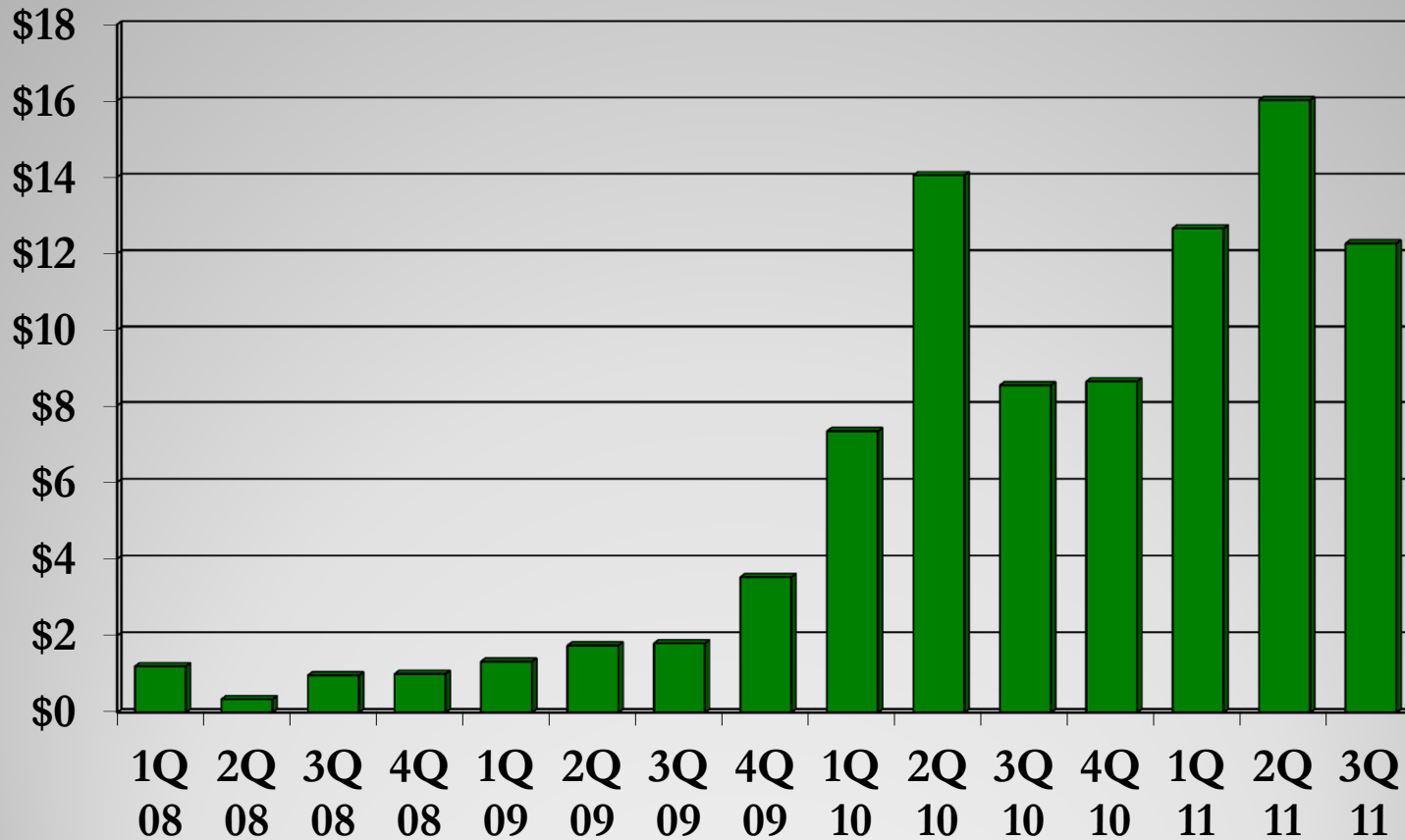
# CASH DIVIDENDS PAID



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

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, 2010</b>	<b>24,046,681</b>
June 30, 2010	24,045,502

The number of common shares used for the 3<sup>rd</sup> Quarter diluted EPS calculation increased 0.4% from the prior year.

	<u>3rd Quarter</u>	<u>Nine Months</u>
<b>FY 2011</b>	<b>24,363,000</b>	<b>24,331,000</b>
FY 2010	24,277,000	24,085,000