



## FY 2013 Second Quarter Financial Statistics

January 25, 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>2<sup>nd</sup> Qtr. FY 13</b>		<b>2<sup>nd</sup> Qtr. FY 12</b>
Lighting	<b>\$53,743</b>		\$53,526
Graphics	<b>\$10,532</b>		\$10,091
Elec. Comp.	<b>\$4,959</b>		\$4,215
All Other	<b>\$1,848</b>		\$942
<b>Total</b>	<b>\$71,082</b>		<b>\$68,774</b>

\$ in thousands; unaudited.

LSI Industries Inc.

## Segment Net Sales

	<b>First Half FY 13</b>		<b>First Half FY 12</b>
Lighting	<b>\$109,534</b>		\$102,697
Graphics	<b>\$21,277</b>		\$20,579
Elec. Comp.	<b>\$10,713</b>		\$8,619
All Other	<b>\$4,277</b>		\$2,374
<b>Total</b>	<b>\$145,801</b>		<b>\$134,269</b>

\$ in thousands; unaudited.

LSI Industries Inc.

# Segment Operating Income

	<b>2<sup>nd</sup> Qtr. FY 13</b>		<b>2<sup>nd</sup> Qtr. FY 12</b>
Lighting	<b>\$2,477</b>		\$2,832
Graphics	<b>\$(1,140)</b>		\$(868)
Elec. Comp.	<b>\$(1,559)</b>		\$689
All Other	<b>\$(1,429)</b>		\$(228)
Corp & Eliminations	<b>\$(1,058)</b>		\$(1,206)
<b>Total</b>	<b>\$(2,709)</b>		\$1,219

\$ in thousands; unaudited.

LSI Industries Inc.

# Segment Operating Income

	<b>First Half FY 13</b>		First Half FY 12
Lighting	<b>\$6,990</b>		\$6,136
Graphics	<b>\$(1,495)</b>		\$(1,449)
Elec. Comp.	<b>\$(773)</b>		\$1,754
All Other	<b>\$(1,431)</b>		\$(367)
Corp & Eliminations	<b>\$(2,973)</b>		\$(2,677)
<b>Total</b>	<b>\$318</b>		<b>\$3,397</b>

\$ in thousands; unaudited.

LSI Industries Inc.

# BALANCE SHEET DATA

	12/31/12	6/30/12
Cash & Investments	\$14,499	\$15,255
Receivables, net	\$36,804	\$44,412
Inventories, net	\$43,113	\$41,276
Goodwill & Intangible Assets	\$20,513	\$23,995
Debt	\$ nil	\$ nil
Shareholders' Equity	\$142,184	\$149,368

\$ in thousands; unaudited.

LSI Industries Inc.

## Capital Expenditures, Depreciation & Amortization

	<b>FY 2013 First Half</b>	FY 2012 First Half
Capital Expenditures	<b>\$3,133</b>	\$1,677
Depreciation & Amortization	<b>\$3,676</b>	\$3,944

\$ in thousands; unaudited.

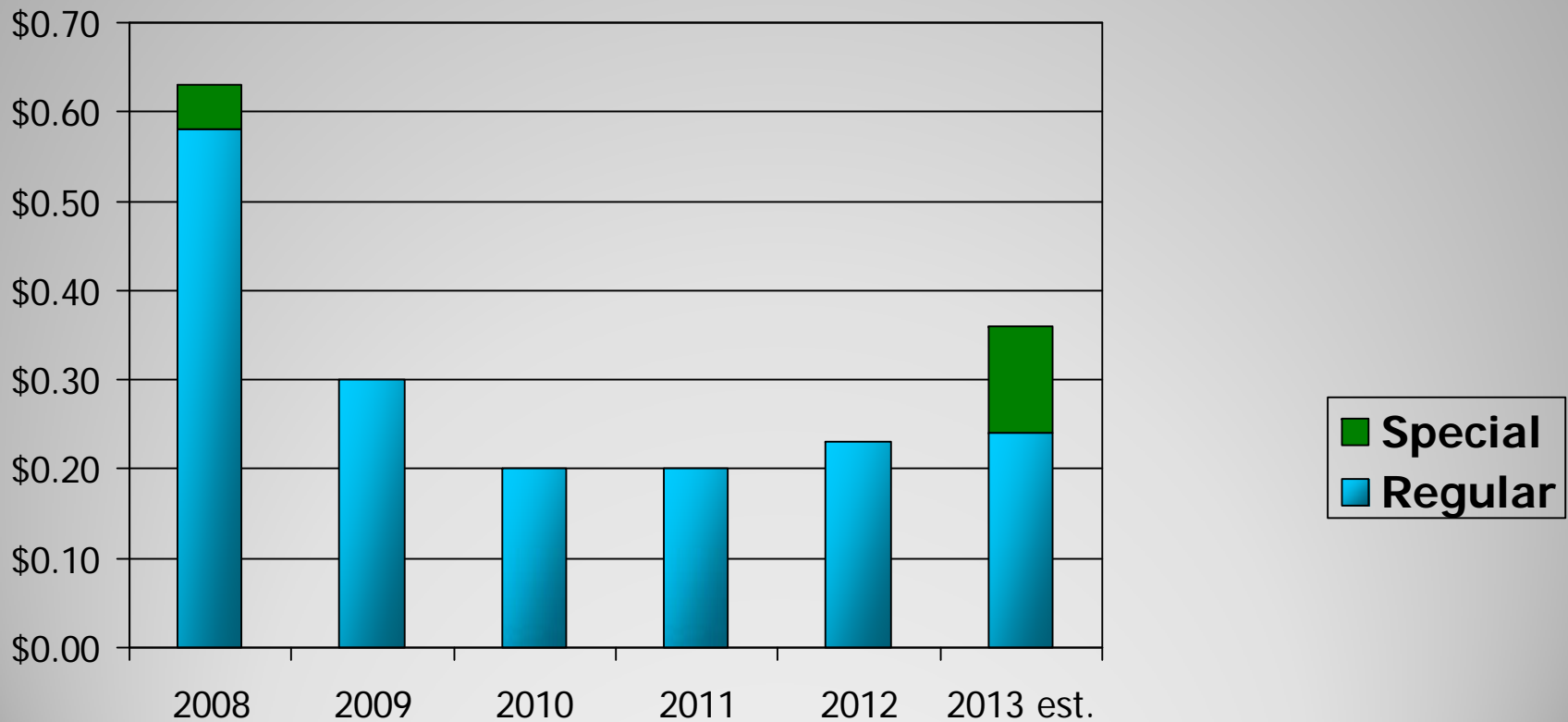
LSI Industries Inc.



# CASH DIVIDEND ACTIONS

- **2<sup>nd</sup> Quarter cash dividend of \$0.06 per share was paid early on December 24<sup>th</sup> to shareholders of record on December 17<sup>th</sup>**
- ***Additional* cash dividend of \$0.12 per share was paid December 24<sup>th</sup> to shareholders of record on December 17<sup>th</sup>**
- **The indicated annual cash dividend rate is \$0.24 per share in fiscal 2013, the same rate as in fiscal 2012**

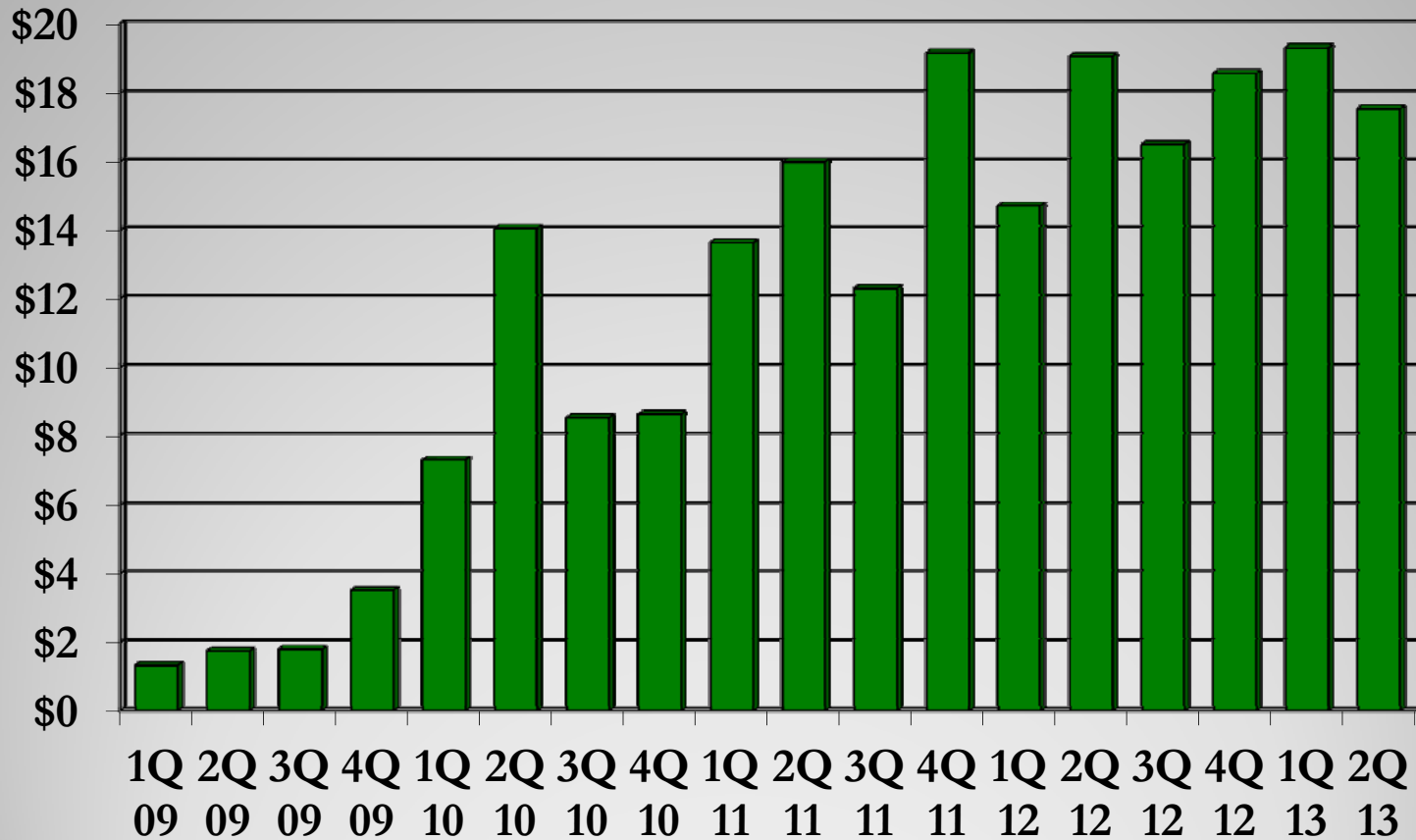
# CASH DIVIDENDS PAID



\$ 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>December 31, 2012</b>	<b>24,021,346</b>
June 30, 2012	24,035,564

The number of common shares used for the 2<sup>nd</sup> Quarter and year-to-date diluted EPS calculations were as follows:

	<u>2<sup>nd</sup> Quarter</u>	<u>2<sup>nd</sup> Qtr. YTD</u>
<b>FY 2013</b>	<b>24,391,000</b>	<b>24,382,000</b>
FY 2012	24,360,000	24,360,000