

44b Cambridge Street Rocklea QLD 4106 Locked Bag 2004 Archerfield Qld 4108 P: 07 3240 4900 F: 07 3054 0240 www.lindsayaustralia.com.au

9 June 2015

#### Share purchase plan

Dear Shareholder,

On behalf of the board of Lindsay Australia Limited ACN 061 642 733 (ASX: LAU) (**Lindsay** or **Company**), we are pleased to offer you the opportunity to purchase up to \$15,000 in additional shares in Lindsay under this share purchase plan (**SPP**).

The SPP will be available to shareholders who are on the Company register at 7.00pm (Sydney time) on 5 June 2015 (**Record Date**), and having a registered address in Australia or New Zealand (**Eligible Shareholders**).

The SPP gives Eligible Shareholders the opportunity to purchase additional shares in Lindsay at \$0.45c per share, which represents a discount of 10% to the closing price on 3 June 2015 (being the last trading day prior to announcement of the SPP). There are no transaction costs or brokerage costs to participating shareholders.

Included with this letter is the following material which aims to address any questions you may have about the SPP:

- an investment overview, which includes details on pricing, the timetable, intended use of funds and key risks of an investment in the Company;
- 2 an investor presentation;
- 3 SPP terms; and
- 4 an application form.

Information about Lindsay is available at www.lindsayaustralia.com.au, which should be considered in conjunction with the Company's continuous disclosure to ASX.

The SPP will close on 30 June 2015 at 5.00pm (Sydney time). If you wish to participate in the SPP your application must be received by the closing date. Lindsay reserves its right to close the SPP early.

If you have any questions about the SPP, please contact the offer information line on  $1300\,522\,270$  (within Australia) or  $+61\,03\,9415\,4000$  (outside Australia) between  $8:30\,\text{am}$  and  $5:30\,\text{pm}$  (Sydney time), Monday to Friday.

The board encourages you to consider this opportunity and thanks you for your continued support.

Yours faithfully

Nathan King

Chief Financial Officer and Company Secretary

### **Lindsay Investment overview**

#### Offer details

Issue Price	\$0.45 per Share
Application Amount	Minimum of \$1,000 ( <b>Minimum Application Amount</b> ) with staged increments of \$500 up to a maximum of \$15,000
Record Date	7.00pm (Sydney time) on 5 June 2015
Closing Date	5.00pm (Sydney time) on 30 June 2015
Allotment Date	8 July 2015
<b>Quotation Date</b>	10 July 2015

#### **Intended use of funds**

The proceeds raised from this SPP, together with funds raised from the recent placement, will be used to:

- provide working capital, in particular upgrading the logistics systems that support the Company's day to day operations to deliver:
  - (a) increased fleet utilisation through integrated satellite tracking and monitoring;
  - (b) reduced fuel consumption and maintenance costs;
  - (c) safety improvements through electronic management of fatigue and speed; and
  - (d) differential pricing and revenue tracking;
- fund construction of a new depot for the Company located in Acacia Ridge, Queensland, to consolidate several existing sites into one location; and
- 3 assist with acquisitions complementary to the Company's existing logistics solution.

#### **Risks**

Before making an investment decision, you should read the SPP terms set out below. The Company considers that the major risks of an investment in it include:

- 1 Equipment maintenance the main asset of the Company is its transport fleet. Unforeseen increases in levels of breakdowns or repairs may result in delays in the provision of transport services and a consequent loss of customers, thereby affecting the profitability of the Company;
- 2 Fuel prices fuel prices have a substantial impact on the Company's operations and profitability. Fuel prices react to the economic climate, market forces of supply and demand and other factors outside the Company's control;
- 3 *Operational risks* in the transport industry, such risks include driver fatigue, alcohol and drug consumption, and road accidents;
- 4 Reliance on key management personnel the Company relies on a small management team and may be adversely affected if one or a number of them cease their employment with the Company;

- *Competition risks* an improvement in the value, quality or availability of other forms of transport within the industry could affect the profitability of the Company;
- 6 Finance the Company has and will continue to rely on existing and future finance facilities, which may not always be available on reasonable terms;
- Other general risks general business risks including economic factors (such as inflation, exchange rate fluctuations, interest rate fluctuations and stock market prices), fluctuations in domestic and international market prices, the regulatory environment and changes in legislation, seasonal factors (such as adverse weather conditions), crop and animal disease, change in customer demand for transport services and industry rationalisation, may adversely impact the Company.

Past performance is not necessarily a guide to future performance of the Company.



## **Investor Presentation**

**June 2015** 



























## Disclaimer

Despite anything stated in this notice or elsewhere in the document, none of the information (whether considered separately or together) constitutes an offer, invitation, solicitation, advice or recommendation with respect to the issue, purchase or sale of any shares in Lindsay Australia Limited (ABN 81 061 642 733). The information in this document does not purport to contain all the information that the recipient may require to evaluate an acquisition of shares in Lindsay Australia Limited and does not take into account the investment objectives, financial situation or needs of any particular investor. The recipient should conduct its own independent review, investigation and analysis of Lindsay Australia Limited and obtain any professional advice they require to evaluate the merits and risks of an investment in Lindsay Australia Limited, before making any investment decision based on their investment objectives.

This presentation has been prepared by Lindsay Australia Limited. The information contained in this presentation is for informational purposes only. The information contained in this presentation is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. This presentation has been prepared without taking into account the investment objectives, financial situation or particular needs of any particular person.

No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of Lindsay Australia Limited, its directors, employees or agents, nor any other person accepts any liability, including, without limitation, any liability arising out of fault or negligence, for any loss arising from the use of the information contained in this presentation. In particular, no representation or warranty, express or implied, is given as to the accuracy, completeness or correctness, likelihood of achievement or reasonableness of any forward looking statements, forecasts, prospects or returns contained in this presentation. Such forecasts, prospects or returns are by their nature subject to significant uncertainties and contingencies and the actual results, performance and achievements of Lindsay Australia Limited may differ materially from those expressed or implied in this presentation.

Before making an investment decision, you should consider, with or without the assistance of a financial adviser, whether an investment is appropriate in light of your particular investment needs, objectives and financial circumstances. Past performance is no guarantee of future performance.

This presentation has been prepared for publication in Australia and may not be distributed or released in the United States. This presentation does not constitute an offer of shares for sale in the United States or in any other jurisdiction in which such an offer would be illegal.



## **About Lindsay Australia**

Lindsay Transport alongside Lindsay Fresh Logistics and Lindsay Rural are divisions of Lindsay Australia Limited, a fully integrated transport, logistics, and rural supply company, with a focus on premium service to major customers in the food processing, food services, fresh produce, rural and horticultural sectors.

With one of the largest refrigerated transport fleets in the country, combined with an extensive network of refrigerated warehousing, Lindsay Transport maintains a dependable cold-chain and quality of product throughout the delivery life cycle. The network of strategically located terminals maximises the Lindsay operation through all seasonal fluctuations and allows customers to have confidence in the reliability of our service.

The Lindsay Rural network offers a broad range of services to the horticulture sector by knowing and delivering the needs of growers, particularly in cardboard packaging solutions. The Lindsay Solution provides integrated end-to-end rural services from harvesting to packaging to transport.

Lindsay Fresh Logistics a newly formed operation of Lindsay Transport, located in Brisbane Markets, which provides unloading, cross-docking, storage and ripening services to growers, market agents and other transport companies.

OVERVIEW 3



#### **LINDSAY AUSTRALIA**

## **About Lindsay Australia Cont.**

#### **Directors**

Kim Lindsay CEO and Managing Director
John Pressler Non-Executive Chairman
Richard Anderson Non-Executive Director
Greg Farrell Non-Executive Director

#### **Senior Management**

Nathan King CFO and Company Secretary Glen Lindsay CEO Lindsay Fresh Logistics

Robert Dummer General Manager Operations (Transport)

Wayne Bunker Commercial Manager Transport

Craig Baker General Manager Sales and Marketing

Wolf Lorenz General Manager Rural

Bob McMillan General Manager Lindsay Fresh Logistics
Broderick Jones Group Legal Counsel and Company Secretary



## **Structure**



Lindsay Australia Limited

ABN 81 061 642 733

Lindsay Transport Pty Ltd ABN 62 055 792 919

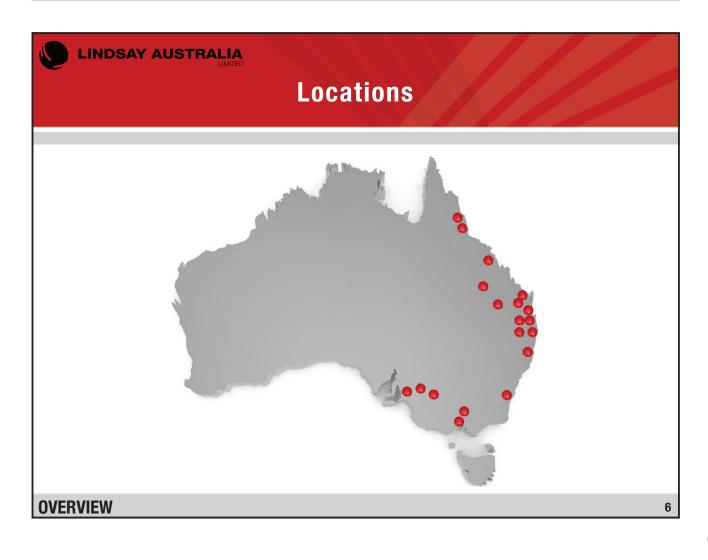
LINDSAY TRANSPORT

Lindsay Fresh Logistics Pty Ltd ABN 90 600 103 142



Lindsay Rural Pty Ltd ABN 80 090 821 300







## **Strategy and Objectives**

- Strategy remains unchanged. Rural and Transport divisions combined offer an integrated logistics offering to customers. Known as *the Lindsay Solution*
- Servicing the East of Australia, Western Australia is serviced by subcontractor arrangements.
- The addition of Lindsay Fresh Logistics now offers customers import/export, fumigation, ripening, delivery, and cold storage. *From Paddock to Port.*
- Opportunities to continue growing the Lindsay Solution in new and existing geographic areas, for Rural and Transport customers, including:
  - Land and buildings in Mildura,
  - Land and buildings in Adelaide
  - Developing a new site in Brisbane
  - Further expansion of land and buildings held in North Queensland
  - Replacing existing logistics systems
  - Bolt on acquisitions that when combined with the Lindsay solution will increase the value of the investment and the business as a whole.

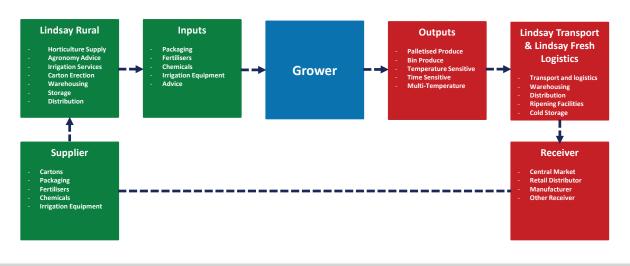
OVERVIEW 7



### LINDSAY AUSTRALIA

## The Lindsay Solution

Lindsay Rural and Lindsay Transport share common customers in the horticulture industry which enables a strategic advantage by providing unique end-to-end service solution to horticulture customers, the Lindsay Solution.





# Opportunities: Land and Buildings

- Lindsay Australia operates in regional and rural communities throughout South and East Australia.
- In some regional sites the total cost of ownership including financing is often lower than leasing costs.
- Earlier in the year the business acquired a strategically located site in Mildura, which will continue to help build the foundations for business growth in regional Victoria.
- The business continues to evaluate sites throughout the Lindsay network including Northern Queensland

OVERVIEW



### LINDSAY AUSTRALIA

# **Opportunities: Land and Buildings**

- Construction of a new depot in Adelaide, on land purchased last year, is close to completion. The site sits at the gateway to the country's southern growing regions and is located at the juncture of several major highways.
- The facility will improve the businesses ability to service the area and continue to enhance the Lindsay Solution.



Lindsay Australia Board Members at the Direk Site's construction

**OVERVIEW** 

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## **Opportunities: Growth for the Future**

- To meet future growth targets, the business will upgrade the logistics systems which support day to day operations. The project will deliver:
  - Increased fleet utilisation through integrated satellite tracking and monitoring
  - Reduce fuel consumption and maintenance costs
  - Safety improvements through electronic management of fatigue and speed
  - Differential pricing and revenue tracking
- A new depot located in Acacia Ridge, Queensland is planned for construction over the coming twelve months. The leased site will see the consolidation of several existing sites into one location.
- The business continues to search for acquisitions complementary to the existing logistics solution.



#### **Lindsay share purchase plan terms**

#### How do I accept

To participate, you should either:

- (a) return your application form, together with a cheque; or
- (b) pay the Application Amount via BPAY, so that payment is received by **5.00pm** (Sydney time) on 30 June 2015.

BPAY instructions are set out on the application form. If you use BPAY, you do not need to return your application form. Please make sure you use the specific biller code and unique reference number on your personalised application form. Your financial institution may implement earlier cut-off times for electronic payment. You should take this into consideration when making payment.

If paying by cheque, return your Application slip together with a cheque and return it with the accompanied reply paid envelope to the address specified on the back of the acceptance form. Applications received after the Closing Date will not be accepted.

Funds received for applications by cheque or BPAY will be regarded as applications for the maximum number of Shares that those funds will pay for in full.

Importantly, while participation in the plan is optional, once applications are submitted, they cannot be withdrawn.

The Company's market price may vary at any time during the offer period and the Company's shares may trade at a price that is lower than the Issue Price.

By accepting the SPP offer, you accept the risk that the market price of the Company's shares may fall below the Issue Price between the date of this offer and the Allotment Date, in which case you may have been able to buy the Shares at a lower price than the Issue Price.

By making an application, you represent to the Company the matters set out under the heading 'Your representations' in these terms and in the application form.

#### **How many shares**

Eligible shareholders receive the number of shares equal to the Application Amount (subject to any scale-back) divided by the Issue Price. Fractions will be rounded down, and the difference (being any amount less than the Issue Price) may be retained by the Company.

The Issue Price does not exceed the limit prescribed by the ASX Listing Rules and ASIC Class Order 09/425.

Shares issued under the SPP may be sold or transferred on ASX at any time after the Quotation Date.

#### Eligibility to participate

Participation in the SPP is optional. The offer is open to all shareholders with a registered address in Australia or New Zealand as at the Record Date.

#### Multiple holdings

If you are the only registered holder of Company shares, but you receive more than one offer under the SPP (for example, due to multiple registered holdings), you may only apply in total for a maximum of \$15,000 worth of Shares.

#### Joint holders

If you are a joint holder of Company Shares, that holding is considered to be a single registered holding for the purpose of the SPP. You are entitled to participate in the SPP for that single holding only. If you are a joint holder and you receive more than one offer under the SPP, you may only apply in total for a maximum of \$15,000 worth of Shares.

#### Trustee or nominee

If you are noted on the Company's share register as a trustee or nominee for a named beneficiary, you may only apply for one maximum parcel of shares for each named beneficiary. If the Company's share registry does not record a named beneficiary for your trustee or nominee holding, the rules for multiple single holdings apply.

#### **Custodians**

If you are a custodian within the definition of 'custodian' in ASIC Class Order 09/425 (as varied) and hold Company shares for one or more persons (each a **Participating Beneficiary**), or for another custodian of Company Shares, you may apply for up to a maximum of \$15,000 worth of Shares for each Participating Beneficiary, subject to providing the Company a 'custodian certificate' in addition to the application form, which certifies matters required by ASIC Class Order 09/425 (as varied).

Please contact the share registry, on custodians@computershare.com.au, to obtain the form of the custodian certificate.

#### **Directors**

Directors of the Company who are Eligible Shareholders may participate in the SPP.

#### Scale-back

The Company may, in its absolute discretion, scale-back applications under the SPP.

Factors that the Company may take into account in determining any scale-back include:

- (a) compliance with regulatory requirements;
- (b) the amount applied for by each shareholder;
- (c) the number of shares held at the Record Date; and
- (d) if the shareholder remains on the register at the Closing Date.

The Company may scale-back applications below the Minimum Application Amount. Scale-back decisions are made by the board and are final.

If a scale-back occurs, the difference between the value of the Shares allotted and the Application Amount paid to the Company (only where the amount is greater than \$2) will be refunded by cheque and mailed to you as soon as practicable following the Allotment Date. Any scale-back will be announced on the Allotment Date. No interest will be paid on any Application Amount paid or refunded.

#### **ASX** quotation

After shares are issued and allotted under the SPP, the Company will apply to ASX for quotation of the Shares on the Official List and send an allotment notice to each eligible shareholder's registered address.

#### No costs

Eligible shareholders may subscribe without incurring brokerage costs, commission or other transaction costs.

#### The Company's rights

The Company may reject any application for Shares under the SPP if:

- (a) it considers that the application does not comply with these terms;
- (b) you are not an eligible shareholder;
- (c) a cheque is returned unpaid;
- (d) the application form has not been properly completed; or
- (e) there are grounds for believing that the applicant is not acting in good faith.

The Company may modify, suspend or cancel the SPP at any time. If the Company does this it will notify ASX. If the SPP is cancelled the Application Amount will be refunded without interest. Neither the Company nor the board accepts or assumes any liability to shareholders because of the variation, suspension or termination of SPP.

The Company may settle, at its discretion in any manner it deems fit, any anomalies or disputes in connection with the SPP and that decision is conclusive and binding on all applicants. The Company reserves the right to waive strict compliance with these terms.

#### Your representations

By completing and returning the application form or by making a BPAY payment, you:

- (a) certify to the Company that you are an eliqible shareholder;
- (b) authorise the Company (and its officers and agents) to correct any error in, or omission from, your application form;
- (c) accept the risks of the delivery of any refund to you;
- (d) acknowledge that the Company may at its discretion determine that your application form is valid, even if the application form is invalid;
- (e) irrevocably and unconditionally agree to these terms; and
- (f) acknowledge that the Company is not liable for any exercise of its discretions referred to in these terms.

#### Other information

The Offer is non renounceable, which means that you cannot transfer your right to purchase shares under the SPP to anyone else. Shares issued under the SPP will rank equally in all respects with existing fully paid shares.

This document is not an offer of securities in any place outside Australia or New Zealand and does not take into account your individual investment objectives, financial situation or particular needs. An investment in the Company is speculative. Therefore, you should obtain independent financial and taxation advice before making an investment decision.



### For all enquiries:

Phone:



(within Australia) 1300 552 270 (outside Australia) 61 3 9415 4000



→ 000001 000 LAU MR SAM SAMPLE 123 SAMPLE STREET SAMPLETOWN VIC 3000

#### Make your payment:



See overleaf for details of the Offer and how to make your payment

### **Share Purchase Plan Application Form**

### Your payment must be received by 5:00pm (AEST) Tuesday 30 June 2015

This is an important document that requires your immediate attention.

It can only be used in relation to the shareholding represented by the details printed overleaf. If you are in doubt about how to deal with this form, please contact your financial or other professional adviser.

By making payment you agree to be bound by the Constitution of Lindsay Australia Limited and that the submission of this payment constitutes an irrevocable offer by you to subscribe for Lindsay Australia Limited shares on the terms of the Share Purchase Plan

In addition, by making payment you certify that the aggregate of the application price paid by you for:

- the New Shares the subject of the payment slip overleaf; and
- any other shares and interests in the class applied for by you under the SPP or any similar arrangement in the 12 months prior to the date of submission of the payment,

does not exceed \$15,000.

Lindsay Australia Limited may make determinations in any manner it thinks fit. in relation to any difficulties which may arise in connection with the SPP whether generally or in relation to any participant or application.

Any determinations by Lindsay Australia Limited will be conclusive and binding on all Eligible Shareholders and other persons to whom the determination relates. Lindsay Australia Limited reserves the right to waive strict compliance with any provision of the terms and conditions of the SPP, to amend or vary those terms and conditions or to suspend or terminate the SPP at any time. Any such amendment, suspension or termination will be binding on all Eligible Shareholders even where Lindsay Australia Limited does not notify you of that event.

#### Step 1: Registration Name & Offer Details

Details of the shareholding and the Offer are shown overleaf.

Please check the details provided and update your address via www.investorcentre.com if any of the details are incorrect.

If you have a CHESS sponsored holding, please contact your Controlling Participant to notify a change of address.

#### Step 2: Make Your Payment

Note that shares may be purchased in increments of \$500 subject to purchase of the minimum value and not exceeding the maximum value. Note that the amount chosen may be subject to scale back in accordance with the terms of the SPP.

Choose one of the payment methods shown below.

BPAY®: See overleaf. Do not return the payment slip with BPAY payment.

By Mail: Complete the reverse side of this payment slip and detach and return with your payment. Make your cheque, bank draft or money order payable in Australian dollars to "Lindsay Australia Limited" and cross "Not Negotiable". The cheque must be drawn from an Australian bank. Cash is not accepted.

Payment will be processed on the day of receipt and as such, sufficient cleared funds must be held in your account as cheques received may not be re-presented and may result in your Application being rejected. Paperclip (do not staple) your cheque(s) to the payment slip. Receipts will not be forwarded. Funds cannot be debited directly from your account.

Entering your contact details is not compulsory, but will assist us if we need to contact you.

Lindsay Australia Limited Share Purchase Plan Application Form Payment must be received by 5:00pm (AEST) Tuesday 30 June 2015

® Registered to BPAY Pty Limited ABN 69 079 137 518

Turn over for details of the Offer



### **Share Purchase Plan Application Form**

X 999999991

IND

STEP 1

### **Registration Name & Offer Details**

For your security keep your SRN/ HIN confidential.

**Registration Name:** 

MR SAM SAMPLE 123 SAMPLE STREET SAMPLETOWN VIC 3000

Entitlement No: 12345678

Offer Details: Record date: 7:00pm (AEST) Friday 5 June 2015

> Minimum value available to purchase:

\$1,000

Maximum value available to purchase:

\$15,000

STEP 2

#### **Make Your Payment**



Biller Code: 32417

Ref No: 1234 5678 9123 4567 89

Contact your financial institution to make your payment from your cheque or savings account.

### Pay by Mail:



Make your cheque, bank draft or money order payable to "Lindsay Australia Limited" and cross "Not Negotiable".

Return your cheque with the below payment slip to: Computershare Investor Services Pty Limited GPO BOX 505 Melbourne Victoria 3001 Australia

#### **Lodgement of Acceptance**

If you are applying for New Shares and your payment is being made by BPAY, you do not need to return the payment slip below. Your payment must be received by no later than 5:00pm (AEST) Tuesday 30 June 2015. Applicants should be aware that their own financial institution may implement earlier cut off times with regards to electronic payment, and should therefore take this into consideration when making payment. Neither Computershare Investor Services Pty Limited (CIS) nor Lindsay Australia Limited accepts any responsibility for loss incurred through incorrectly completed BPAY payments. It is the responsibility of the applicant to ensure that funds submitted through BPAY are received by this time.

If you are paying by cheque, bank draft or money order the payment slip below must be received by CIS by no later than 5:00pm (AEST) Tuesday 30 June 2015. You should allow sufficient time for this to occur. A reply paid envelope is enclosed for shareholders in Australia. Other Eligible Shareholders will need to affix the appropriate postage. Return the payment slip below with cheque attached. Neither CIS nor Lindsay Australia Limited accepts any responsibility if you lodge the payment slip below at any other address or by any other means.

The personal information you provide on this form is collected by Computershare Investor Services Pty Limited (CIS), as registrar for the securities issuers (the issuer), for the purpose of maintaining registers of securityholders, facilitating distribution payments and other corporate actions and communications. In addition, the issuer may authorise us on their behalf to send you marketing material or include such material in a corporate communication. You may elect not to receive marketing material by contacting CIS using the details provided above or emailing <a href="mailto:privacy@computershare.com.au">privacy@computershare.com.au</a>. We may be required to collect your personal information under the Corporations Act 2001 (Cth) and ASX Settlement Operating Rules. We may disclose your personal information to our related bodies corporate and to other individuals or companies who assist us in supplying our services or who perform functions on our behalf, to the issuer for whom we maintain securities registers or to third parties upon direction by the issuer where related to the issuer's administration of your securityholding, or as otherwise required or authorised by law. Some of these recipients may be located outside Australia, including in the following countries: Canada, India, New Zealand, the Philippines, the United Kingdom and the United States of America. For further details, including how to access and correct your personal information, and information on our privacy complaints handling procedure, please contact our Privacy Officer at privacy@computershare.com.au or see our Privacy Policy at http://www.computershare.com/au.

Detach here

### **Purchase Details for Lindsay Australia Limited**

Amount between \$1,000 and \$15,000 in \$500 increments

You may apply for securities in \$500 increments from a minimum of \$1,000 up to a maximum of \$15,000.

Payment must be received by 5:00pm (AEST) Tuesday 30 June 2015

#### **Contact Details**

Contact	Daytime
Name	Telephone
	•

C	h	e	q	u	е	υ	e	ta	Ш	S

Cheque Details Drawer	Cheque Number	BSB Number	Account Number	Amount of Cheque
				A\$

					Ш	

Entitlement No: 12345678

MR SAM SAMPLE 123 SAMPLE STREET SAMPLETOWN VIC 3000