

## ASX Announcement

Date: 25 August 2025

# Lindsay Australia Navigates a Challenging FY25 with Resilience and Strategic Execution

Lindsay Australia Limited (ASX: LAU) today announced its financial results for the year ended 30 June 2025, delivering a resilient performance in a challenging market environment characterised by margin compression and competitive intensity. The Group continued to capture market share, advance its enterprise strategy, and build its transformation program, positioning the business for long-term sustainability.

- Group Revenue: \$849.8 million (up 5.6%), driven by growth in Transport and Rural, supported by recent acquisitions
- Underlying EBITDA: \$81.4 million, down 11.7% and in-line with mid-point of guidance, reflecting elevated industry capacity, rising input costs, softening consumer demand in a competitive environment
- Final Dividend: 1.5 cents per share fully franked, for a total full-year dividend of 3.8 cents per share fully franked, a 54% payout ratio<sup>1</sup>
- Grow the Network: Acquisitions of GJ Freight in South West Western Australia and Nagambie Equine and Rural (NER) with the acquisition of SRT Logistics in Tasmania completed on 1 July 2025
- Capital Investment: \$50.8 million invested in fleet, infrastructure, and strategic initiatives
- Net leverage: 1.53x, within target range (1.98x on a FY25 pro forma basis including the SRT acquisition)
- Secured a new 4-year Enterprise Agreement covering over 1,800 employees

### Key financial metrics

<b>Operating Revenue</b> <b>\$849.8m</b> Up 5.6%	<b>Underlying<sup>1</sup> EBITDA</b> <b>\$81.4m</b> Down 11.7%	<b>Underlying<sup>1</sup> NPAT</b> <b>\$22.3m</b> Down 26.6%	<b>Net Debt<sup>2</sup></b> <b>\$124.3m</b> Up 16.3%	<b>LTIFR<sup>3</sup></b> <b>16.9</b> Down 11.3%
<b>Net leverage ratio<sup>4</sup></b> <b>1.53x</b> Up 31.6%	<b>ROIC<sup>5</sup></b> <b>14.3%</b> Down 29.0%	<b>Underlying<sup>1</sup> EPS</b> <b>7.1 cps</b> Down 27.3%	<b>Full Year Dividend</b> <b>3.8 cps</b> Down 22.4% <small>(Fully Franked)</small>	<b>Rural EBITDA<sup>1</sup></b> <b>\$10.0m</b> Up 10.3%

#### Notes

<sup>1</sup>Refer to Appendix 1 for reconciliation of underlying figures. Underlying figures exclude the impact of AASB 16 and significant items that are non-recurring or items incurred outside of ordinary operations.

<sup>2</sup>Net debt excludes property/other right of use lease liabilities. Prior corresponding period refers to 30 June 2024.

<sup>3</sup>Lost Time Injury Frequency Ratio (LTIFR) on a rolling 12-month basis.

<sup>4</sup>Net Leverage ratio = Net Debt/Underlying EBITDA at 30 June 2025

<sup>5</sup>ROIC = Underlying EBIT/ Invested Capital. Invested Capital = Net debt + equity.

## Financial Performance

Lindsay Australia delivered a resilient performance in FY25, managing through macroeconomic challenges, shifts in seasonal demand, and elevated industry capacity driving competitive pressures. The Group stayed focused on its enterprise strategy, aiming to expand its network, deepen transformation, and continued to build the foundation for long-term value creation.

Group revenue increased 5.6% to \$849.8 million, supported by organic growth in both the Transport and Rural divisions and contributions from recent acquisitions. Underlying EBITDA decreased 11.7% to \$81.4 million, reflecting margin pressure from a competitive operating environment, higher labour and input costs, and softer consumer demand. Underlying net profit before tax was \$31.9 million, down 27.9% on the prior year.

## Segment Performance

- **Transport:** Revenue excluding fuel levy recoveries increased 5.9% to \$500.1 million (up 1.7% to \$574 million inclusive of fuel), supported by organic growth from retailers and high value dairy and proteins manufacturers, as the division continues to strategically target growth in less seasonal revenue categories. Growth was also underpinned by contributions from GJ Freight and network expansion in Victoria. Margins were impacted by competitive operating environment, seasonal fluctuations, and elevated input costs, resulting in a 12.4% decline in underlying segment profit. Through GJ Freight the division expanded into South West WA, a fast growing horticultural region and progressed construction of the new Perth facility, which remains on track for completion in October 2025. Post year-end, the acquisition of SRT Logistics provided entry into Bass Strait Sea freight and the Tasmanian refrigerated transport market, further strengthening the Group's national network.
- **Rural:** Revenue increased 8.7% to \$165.5 million, with underlying profit before tax up 10.7%. Growth was driven by market share gains in southern regions and a strengthened position in Wide Bay, Queensland supported by the division's integrated offering with Transport. The packaging segment continued to underpin performance, providing margin resilience and growth across cycles and remains a key differentiator in the market.
- **Hunter:** Reported revenue of \$110.2 million, up 26.1%, with underlying EBITDA of \$3.6 million, up 9.6%. Growth was driven by the acquisition of NER and the introduction of packaging solutions into the network and an extra month's trading. Margins were moderated by sales mix and operational headwinds in Victoria. Integration continues to progress, and operational improvements remain the focus to enhance the customer offer and strengthen returns.

## Capital Management and Dividend

- Investment: \$50.8 million directed towards fleet, infrastructure, and strategic objectives
- Net Leverage: Increased to 1.53x, within the target range of 1.0x–2.0x
- Free Cash Flow: Supported by disciplined management of working capital and capital expenditures. Operating cash conversion of 73% normalised in-line with historical averages as COVID-related tax incentives began to unwind
- Maintain strict discipline over ROIC and capital allocation with a mid-term ROIC target of 15–20%
- Final Dividend: 1.5 cents per share, fully franked, totalling 3.8 cents per share fully franked for the year and a reported payout ratio of 69% (54% on an underlying basis) while maintaining a balanced approach to leverage post-SRT and capacity to support future growth

## Future Outlook and Strategic Priorities

The refrigerated transport sector continues to face pricing and cost headwinds. Lindsay approaches FY26 with clear priorities to improve operational efficiency, realise acquisition synergies and maintain high standards of customer service:

- Realise acquisition benefits, with \$1m of SRT synergies targeted in FY26 and further upside expected as network efficiencies, procurement leverage, and scale benefits flow through
- Embed and extract value from GJ Freight and WB Hunter and continue to build out packaging, rural and transport offerings
- Continue transformation to enhance efficiencies and asset utilisation
- Focus on margin recovery through pricing discipline, load balancing and asset efficiency.
- Maintain strict discipline over ROIC and free cash flow in capital allocation

Completion of the Perth facility and upgrades in Adelaide are expected to boost scale, efficiency, and network reach. Successful integration of recent acquisitions will remain a top operational focus.

## Strategic Summary

FY25 proved Lindsay's ability to stay disciplined during tough conditions. The Group achieved revenue growth by expanding into new geographic regions and categories, growing its presence in high value dairy and protein categories and building counter-seasonal supply capabilities to complement its horticulture volumes and reduce seasonality impacts. Progress on transformation and successful integration of acquisitions are strengthening the business, while diversification across transport modes is further enhancing Lindsay's resilience.

The company's ongoing focus on efficiencies, capital allocation, and customer service ensures it is well positioned to handle present challenges and seize opportunities as market conditions improve.

## Commentary on Full Year 2025 Results

Lindsay Australia CEO, Clay McDonald, said:

*"I'm pleased with the performance and progress we achieved in FY25. The Rural division carried its strong performance from H1 into H2, and Transport continued to grow with strong service delivery, multimodal solutions, and deployment of our unique integrated operating model to support new and existing customers.*

*The effects of elevated transport capacity and input cost pressures continued to impact margins; however, these industry dynamics are also leading to increasing market rationalisation. Our Transport division remains well placed to benefit when pricing equilibrium returns.*

*Lindsay's strategy to grow the network supported our entry into three significant regions by extending and connecting our operations into Southwest Western Australia, the Goulburn Valley of Victoria, and the fast-growing Tasmanian market. Focused integration of these businesses will deliver enhanced service to customers, cost synergies, revenue opportunities, and positive earnings per share growth for our shareholders going forward."*

**Release authorised by the Lindsay Australia Board of Directors.**

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**About Lindsay Australia Ltd (ASX: LAU)**

Lindsay Australia Limited is an integrated transport, logistics and rural supply company and a leading national service provider to the agriculture, horticulture and food-related industries. The Lindsay Australia Limited Group comprises the three core divisions of Rural, Hunter and Transport (which includes SRT Logistics and Lindsay Fresh Logistics). Combined, these divisions offer products and services covering customers' key needs throughout their production lifecycle.

The Lindsay end-to-end solution begins with offering expert agronomy advice and continues with a diverse range of products and services along the supply chain to help farmers grow, package, transport and distribute their produce throughout Australia and the world. Lindsay's end-to-end solution is unique and offers customers a single point of contact and accountability.

More information on Lindsay Australia is available at: <http://lindsayaustralia.com.au/>