



**LEGEND**  
CORPORATION

# Investor Update August 2012



# Disclaimer

## Outlook Statement

This presentation contains forward looking statements which may be subject to significant uncertainties outside of Legend Corporation Limited's (Legend) control.

No representation is made as to the accuracy or reliability of forecasts or the assumptions on which they are based.

Actual future events may vary from these forecasts. Users of this information are cautioned against placing undue reliance on any forward looking statements.

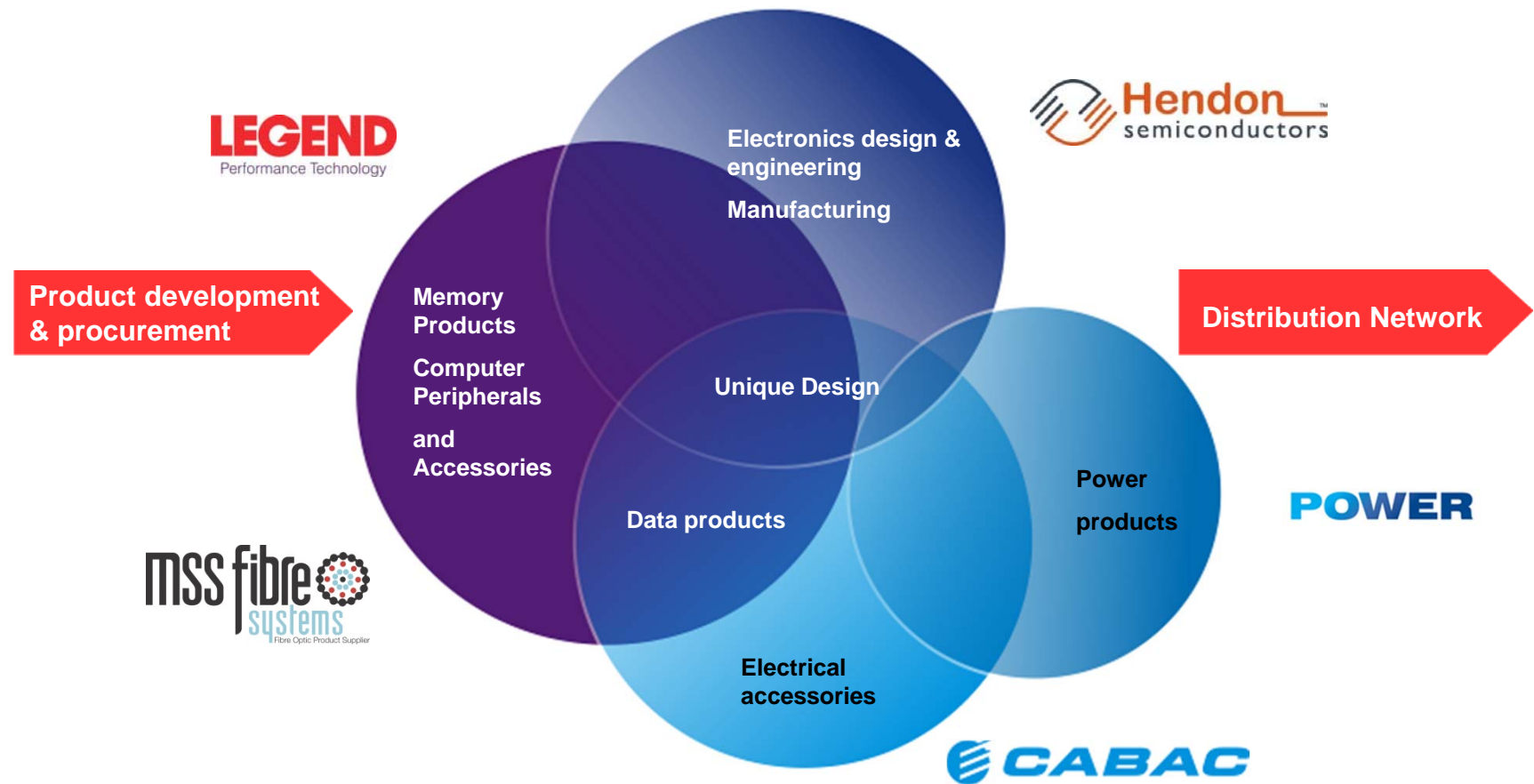
# One Company, Five Divisions...



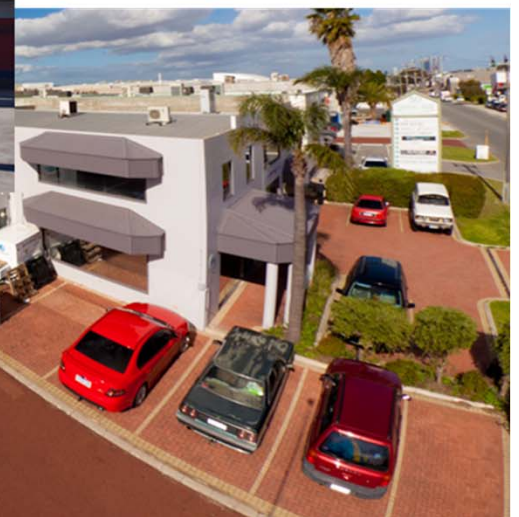
- **Australian Engineering Solutions Provider**
  - Design, Engineering, Manufacture, Sales and Distribution of Electrical, Electronic, Power, Data, Medical house branded product range
- **Strategic fit across product, engineering, suppliers and distribution channels**
- **Shared corporate services backend;**
  - Admin, Treasury, Engineering, Marketing, Warehousing, Supply

# Five divisions delivering market leading brands

- Established over 25 years
- 250+ people
- Visit [www.legendcorporate.com](http://www.legendcorporate.com) for more detail on Groups capabilities



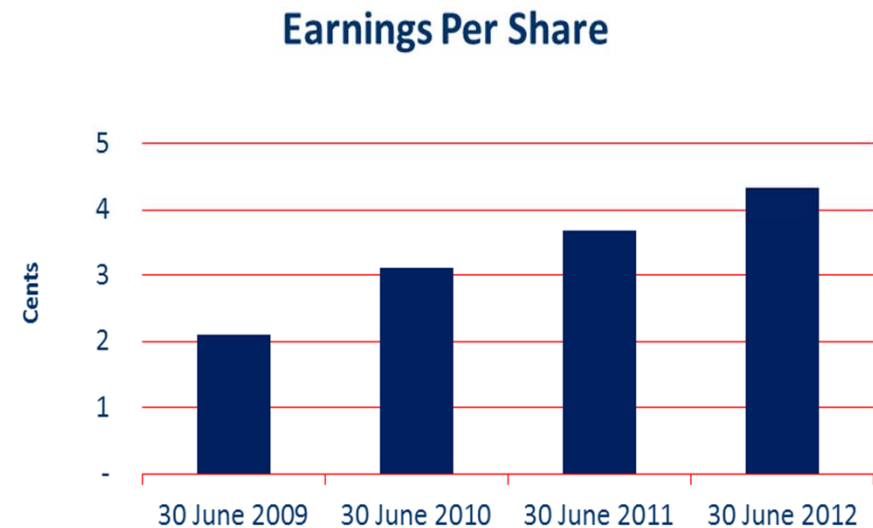
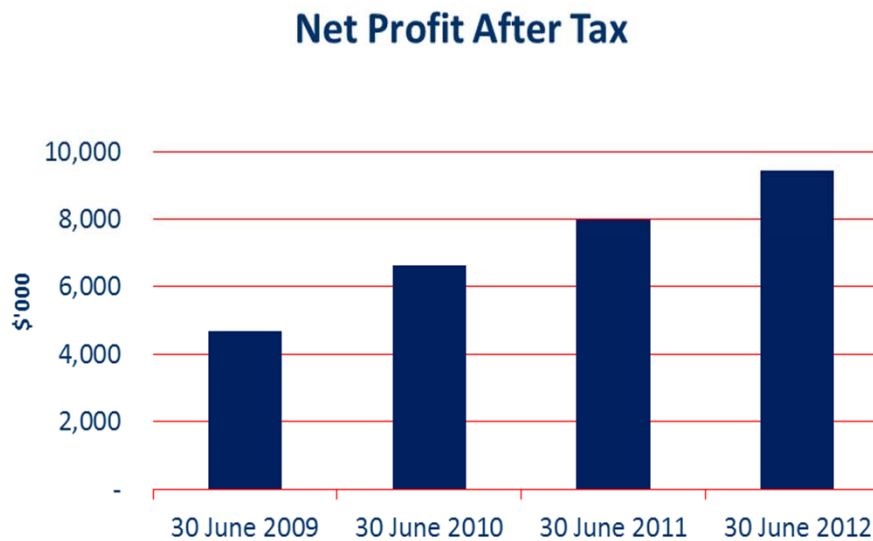
# Leading service provider with nation wide capabilities



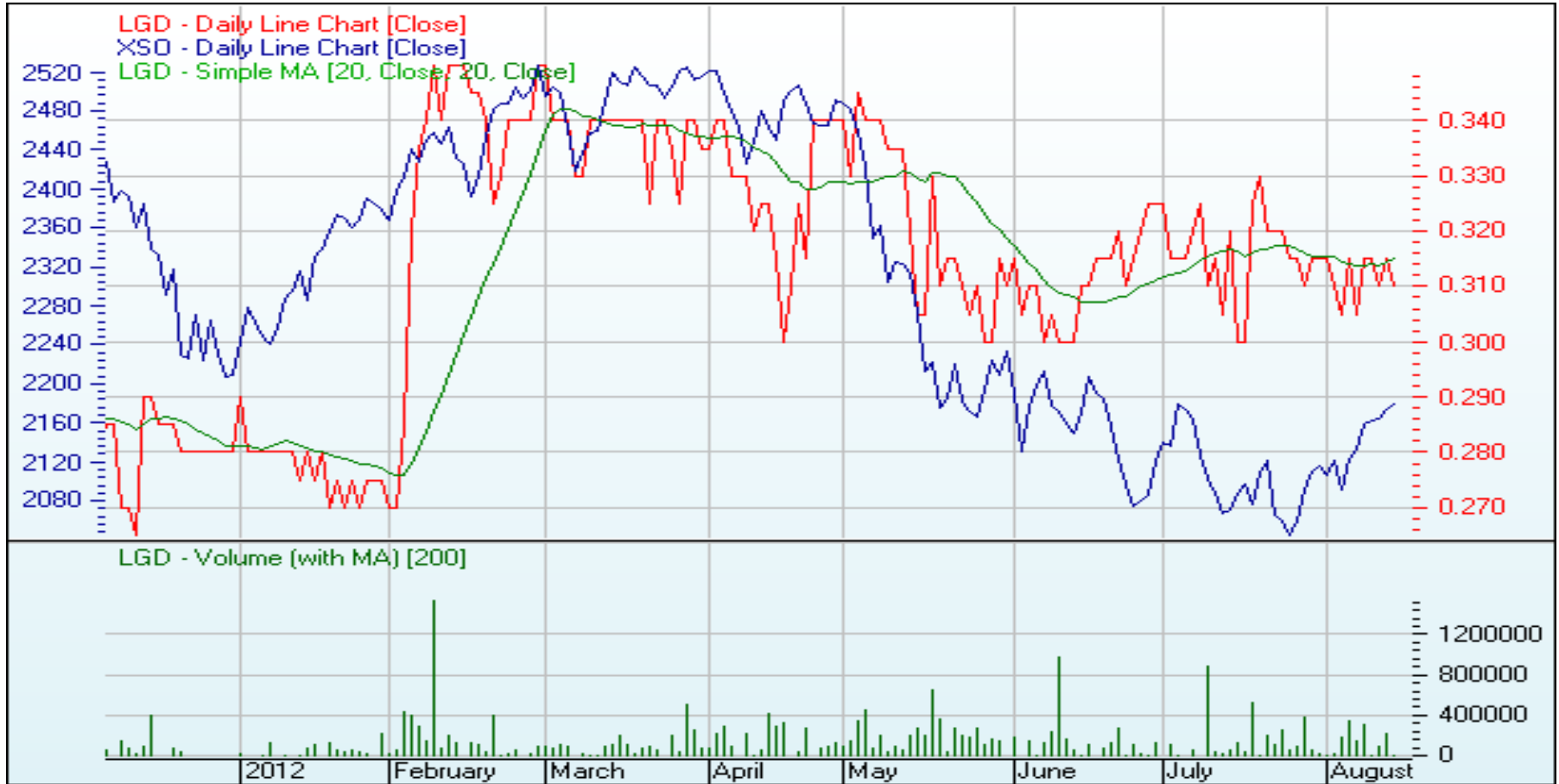
# Strong Financial Performance

4<sup>th</sup> consecutive year of profit growth:

- NPAT of \$9.4 million
- 4.3 cents per share.



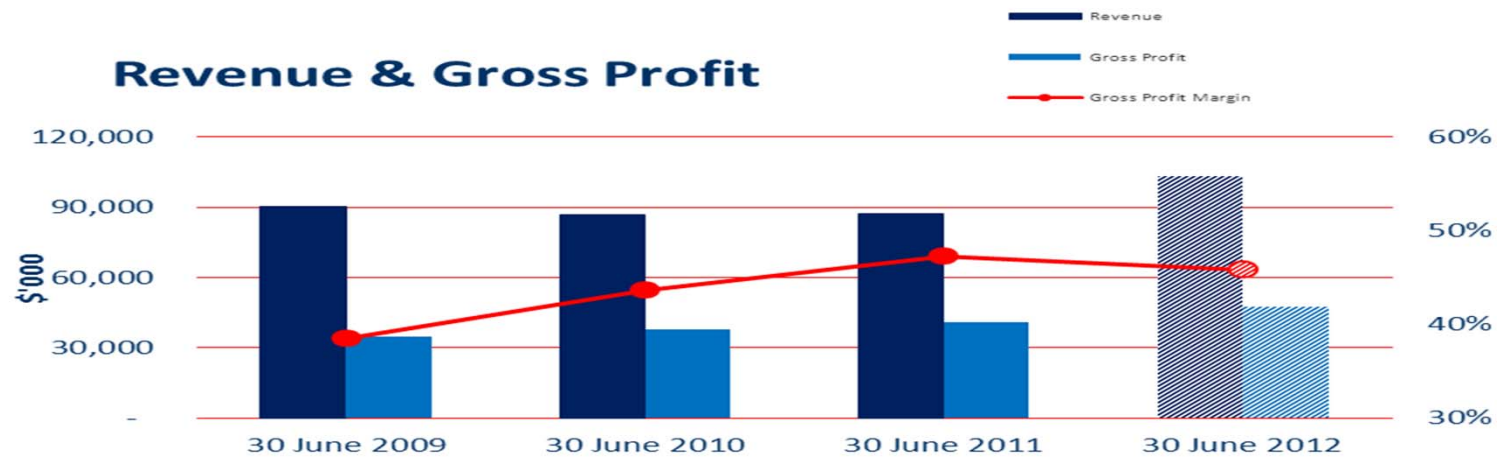
# Legend shares remain a solid market performer on a low Price Earnings multiple of 7.2



## Robust Financial Platform

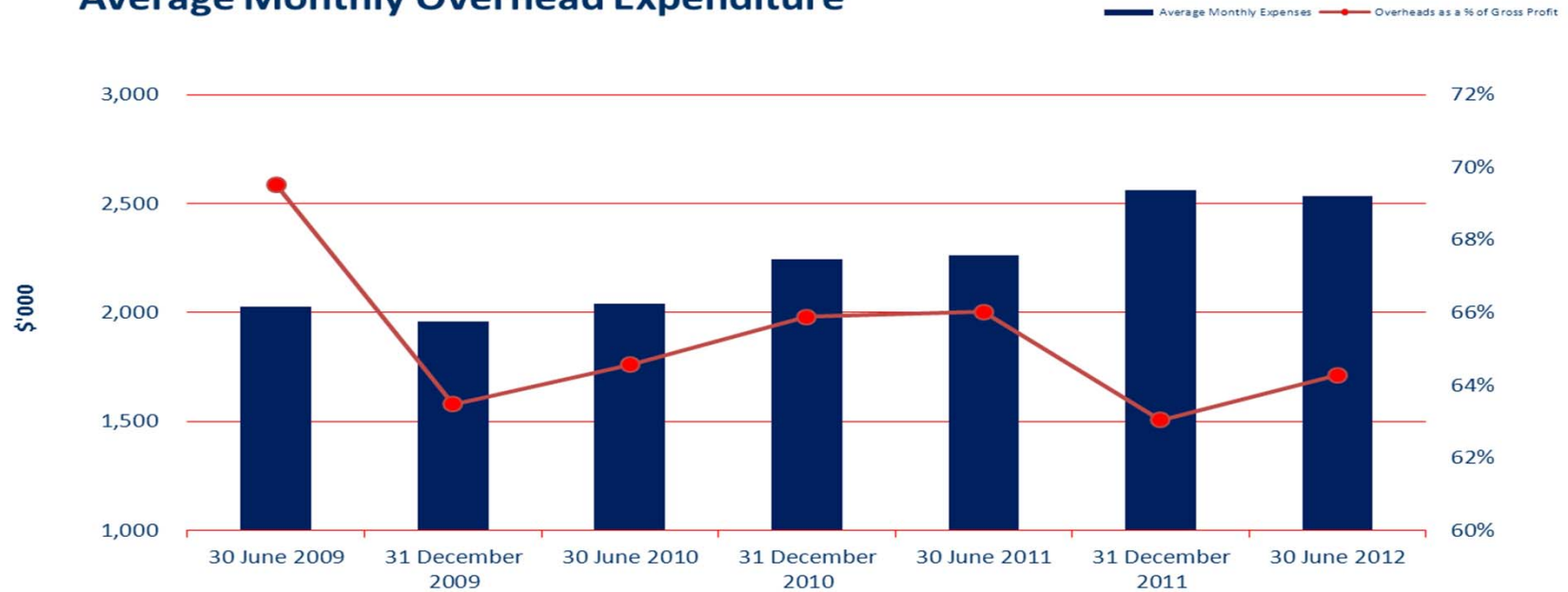
	30 June 2012	30 June 2011	Change
<b>Sales Revenue</b>	<b>\$103.2m</b>	<b>\$87.1m</b>	<b>18.5%</b>
<b>Cost of Goods Sold</b>	<b>\$55.9m</b>	<b>\$45.9m</b>	<b>21.7%</b>
<b>Gross Profit</b>	<b>\$47.3m</b>	<b>\$41.2m</b>	<b>15.0%</b>
Gross Profit Margin	45.8%	47.2%	
<b>EBITDA</b>	<b>\$17.2m</b>	<b>\$14.0m</b>	<b>22.8%</b>
EBITDA Margin	16.6%	16.1%	
<b>EBIT</b>	<b>\$14.7m</b>	<b>\$12.3m</b>	<b>20.0%</b>
EBIT Margin	14.3%	14.1%	
<b>NPBT</b>	<b>\$13.6m</b>	<b>\$11.5m</b>	<b>18.5%</b>
NPBT Margin	13.2%	13.2%	
<b>NPAT</b>	<b>\$9.4m</b>	<b>\$8.0m</b>	<b>18.2%</b>
NPAT Margin	9.1%	9.2%	
<b>Earnings per share</b>	<b>\$0.043</b>	<b>\$0.037</b>	<b>16.2%</b>
<b>Net Assets per share</b>	<b>\$58.1m</b>	<b>\$52.9m</b>	<b>9.8%</b>
Net Assets per share	\$0.267	\$0.244	9.4%
<b>Net Bank Debt</b>	<b>(\$11.0m)</b>	<b>(\$1.3m)</b>	<b>(737.8%)</b>
<b>Operating Cash Flow</b>	<b>\$6.4m</b>	<b>\$14.6m</b>	<b>(56.6%)</b>
<b>Operating Cash Flow pre Tax</b>	<b>\$12.6m</b>	<b>\$16.3m</b>	<b>(22.5%)</b>





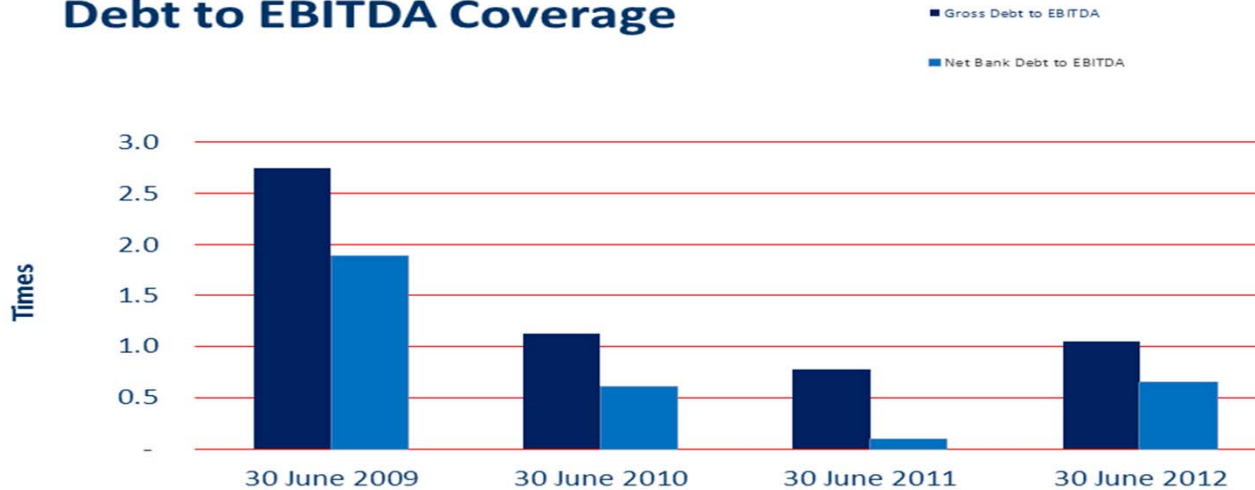
- Acquisitions contributing \$16.1 million in revenue with the pre-acquisition electrical, data and communications business up 8% on the prior year.
- Revenue from memory and semiconductors down \$4.8 million on the prior year, a result of a managed exit from hard drive sales and reduced demand from a major export client.
- Gross profit for the period up 15% with margins maintained at a solid 45.8%.

## Average Monthly Overhead Expenditure



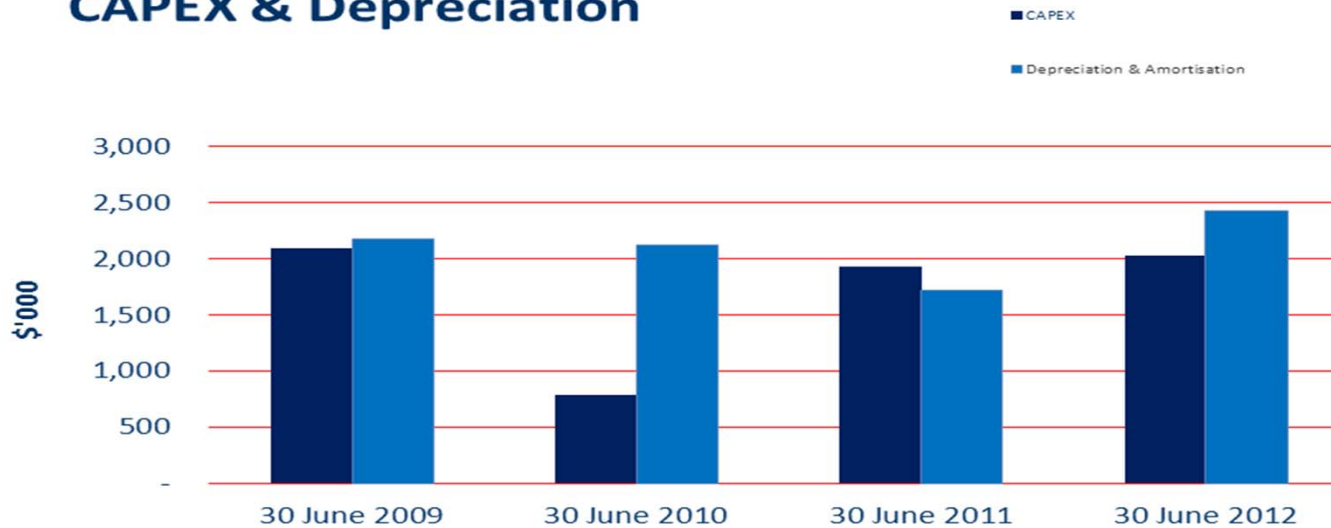
- Overhead costs increased by 12% through the acquisitions of MSF and MSP, no increase in pre-acquisition business costs for the year.
- Economies of scale produced improved EBITDA margin of 16.6% (FY11 16.1%).

## Debt to EBITDA Coverage



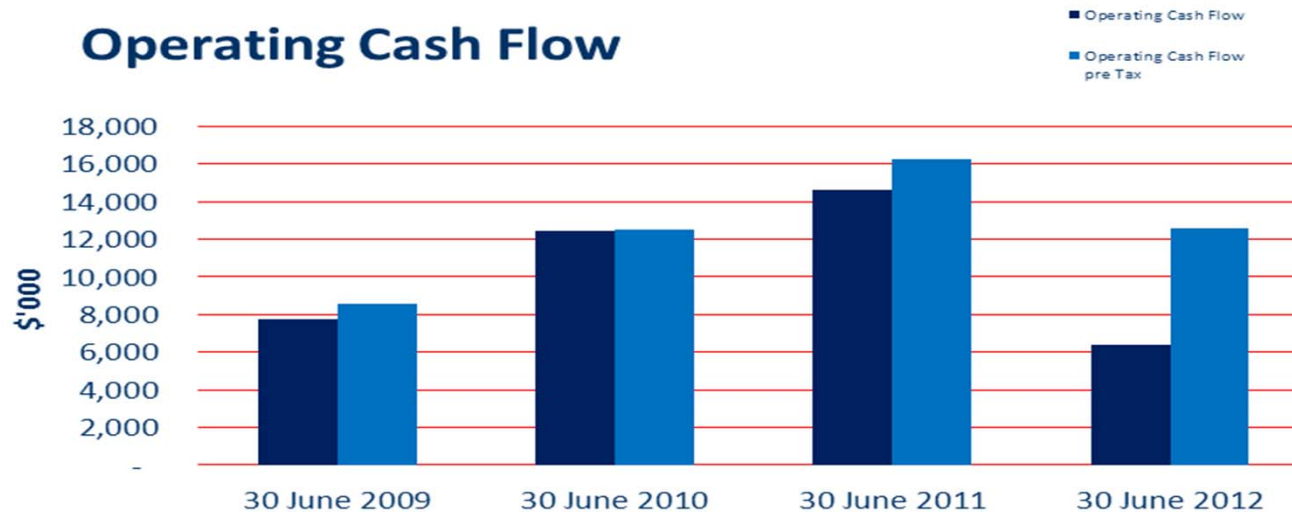
- \$9.1 million in bank debt drawn down 1 July 2011 to fund MSS acquisitions.
- Additional working capital requirements hold net debt at \$11.0 million at 30 June 2012, a modest 0.6 times EBITDA.

## CAPEX & Depreciation



- Annual capital expenditure remain consistent at \$2 million.
- Current year depreciation and amortisation includes \$677,000 in amortisation of intangible assets acquired through the MSS acquisitions.

## Operating Cash Flow



- Current year cash flow reduced through payment of \$2 million deferred tax installment.
- Working capital requirements increased from \$23.1 million in 2011 to \$29.4 million through expansion of the business.

## Segment - Electrical, Data and Communications

- The division's earnings in the past have been closely tied to residential, industrial and commercial building approvals. These markets have remained subdued since the global financial crisis of 2008. Our strategy has been to take the engineering capabilities from this segment into high growth markets with the initial focus on power generation transmission and distribution.
- The power division has developed its own specialized product range and has extended client base into rail and engineering construction.
- Revenue for the segment increased by 31% to \$90.7 million (2011: \$69.1 million), with growth from our pre-acquisition business of 8% to \$74.6 million, \$9.3 million from MSF, \$5.3 million from MSP and \$1.5 million from Extreme Safety. EBITDA for the segment grew by 74% to \$14.1 million (2011: \$8.0).
- Whilst the acquisitions of MSS Fibre Systems, MSS Power Systems and Extreme Safety provided a substantial contribution towards the growth in earnings, it is pleasing to note that over 20% of the year's EBIT growth was contributed by the pre-acquisition business.

## Segment - Memory Modules and Semiconductors

- The managed withdrawal from sales of hard disk drives combined with a contraction in demand from a major export client had a considerable adverse impact on revenue for this division. In addition flooding in Thailand and the after effects of the tsunami in Japan, impacted both supply of some components and demand from some clients located in the same regions, across the period. Earnings for the second half of the year were lower with full year's EBITDA down 46.5% to \$3.1 million (2011: \$5.9 million).
- Development of new products remains the key focus with a number of these already released to market through our existing sales channels. Due to the dates of release being late in the year, the full impact on earnings will not be seen until the new financial year.

# Acquisitions – Earnings Accretive

- MSS Fibre Group - Revenue of \$9.3 million for an EBIT contribution of \$2.025 million. Total consideration payable of \$8.233 million.
- MSS Power Systems - Revenue of \$5.3 million for an EBIT contribution of \$1.133 million. Total consideration payable to date of \$4.4 million with a further \$1.1 million on achievement of FY13 earnings target.
- Extreme Safety - Revenue of \$1.5 million from 1 October 2011 to 30 June 2012. Total consideration of \$2 million paid.





# People Talent, Workplace Environment and Safety

We recognise that our people are our most important and fundamental asset. Securing and retaining the very best people talent is critical to both the maintenance and growth of our business. The company's employment policies include:

- Recruitment programs are offered to internal candidates as well as external advertising.
- Internal staff are offered training and are encouraged to apply for more senior roles and are considered on merit along with external applicants;
- Flexible work options are made available to all staff where possible;
- Sophisticated crèche facilities on site are available to parents in NSW and SA locations allowing parents to reenter the workplace as soon as practical;
- School holiday care programs are provided for the children of working parents.
- An annual salary review is provided adjusted to reflect CPI, responsibility and external market review
- Most staff have incentive programs to reward outcomes aligned with company strategy.
- Optional Gym programs are offered in NSW and SA.

Management is committed to the continual improvement of health and safety through the implementation of training, safety systems, monitoring and correction across all our workplaces.

# LGD Looking Forward : A platform for Growth

- Our core strategy to maintain and extend our leadership in our respective markets remains; quality, range, value, availability and service. We will continue our focus on business development to meet customer needs; bringing new products to market, expanding our market reach and delivering new service initiatives. Each of our businesses has a specific plan to deal with the challenges we see ahead and to realise growth.
- While our traditional markets remain challenging we have successfully dealt with what has been a contracting market in residential commercial and light industrial construction by the expansion of product range, sales geography and basic sales value drivers including stock availability, client contact and other marketing initiatives.
- Export markets also remain challenging, we are successfully bringing new products to the domestic market to offset declines in demand from some export clients.
- Increasing costs of foreign labour that are key inputs to our component costs together with rising transport costs internationally and domestically are all overshadowed by the ongoing skills shortage in both Australia and New Zealand that is increasing the cost of hiring and retaining key staff. Consequently we see significant increases in the cost of doing business in the coming years as a key challenge.
- We continue to invest in the future, particularly in the areas of enterprise and quality systems, people talent, research and development and marketing programs and while the Group has not forecast earnings for this financial year; we are confident that the company is well positioned within the markets we serve and that our very strong balance sheet, prudent financial management and continued focus on organic and acquisitive growth will deliver further growth in both sales and profits.



# Thankyou.

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