



Legend Corporation AGM Presentation

CEO | Brad Dowe
CFO | Hamish McEwin
28 October 2016

LEGEND
CORPORATION

About Legend Corporation



A Leading provider of specialised industrial tools, components, consumables, test & measurement.

- \$120+M Revenue
- 275+ people
- Established over 30 years
- ASX listed since March 2004 (LGD)
- 17,000+ Active Products (40k SKU)
- 8,000+ Active Clients
- 180,000 Invoices per year.

Australia & New Zealand Engineering Solutions Group

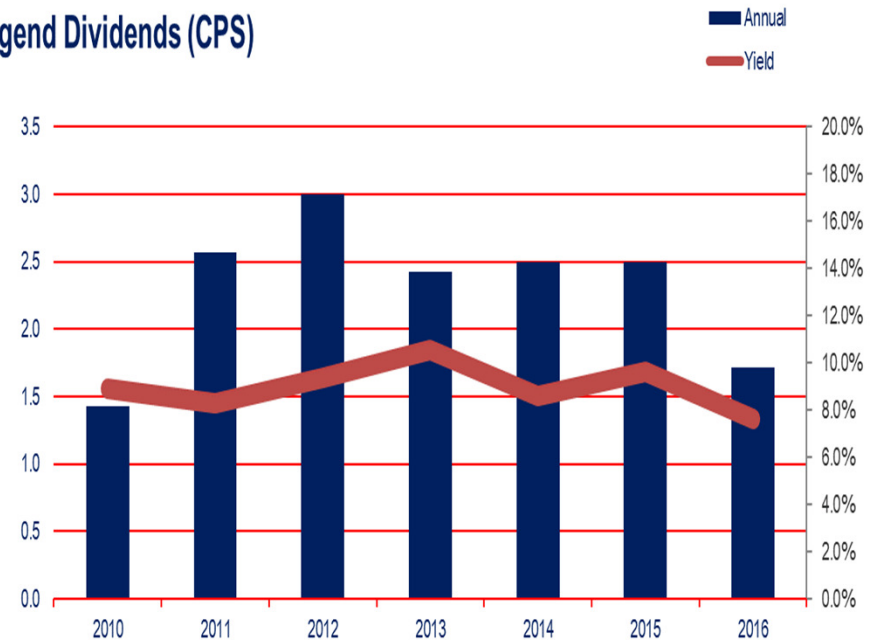


Steady Dividend History

Steady history of fully franked dividends paid twice per year

20.7M in franking credits as at 30 Sep 2016

Legend Dividends (CPS)



Our Markets



Electrical
Power Utilities
Rail
Infrastructure
Mines
Data Centers and Computer Room
Telecoms
Specialist Audio Visual
Electronics
Medical
Defence
Industrial & Commercial Gas
Heating, Ventilation & Air-conditioning
Refrigeration



Strong Product IP



A strong history of in house product development and innovation;

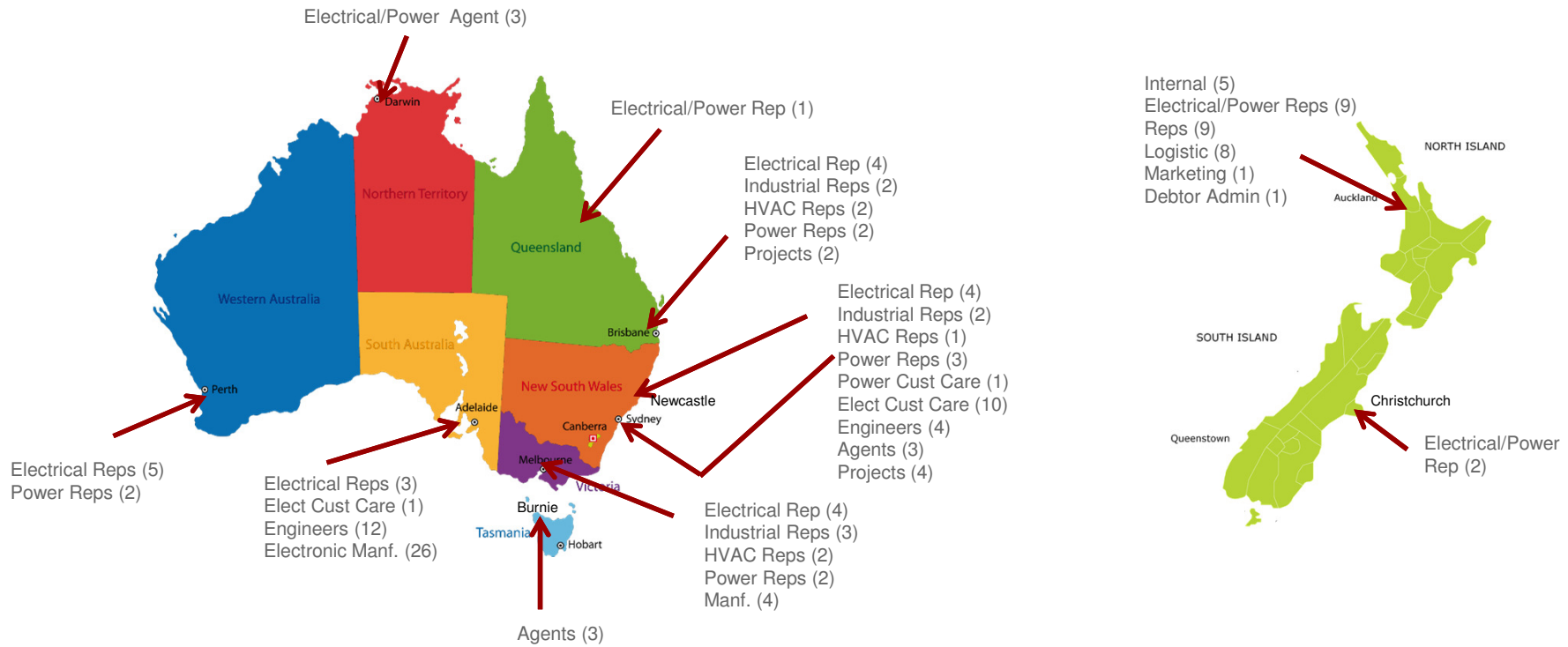
45 Patents

33 registered designs

Approximately 77% of revenues derived from own brand products.



Local Sales and Support



Local Product Availability



Seven Warehouses,
Three Manufacture Facilities

- First Row: NSW, SA
- Second Row: VIC, WA
- Third Row: Vic, QLD
- Bottom Row: NZ



Very Strong Customer Service

\$30 Million of Current Stock

Same day Order Response

- **DIFOT Performance 98%+**

EDI Order Processing

- **Generated by purchasers computer System direct to our warehouse**

Online Ordering

- **See stock and tech data online**
- **Place orders**
- **View progress to dispatch.**
- **Track deliveries**



Strong Product Development to drive growth

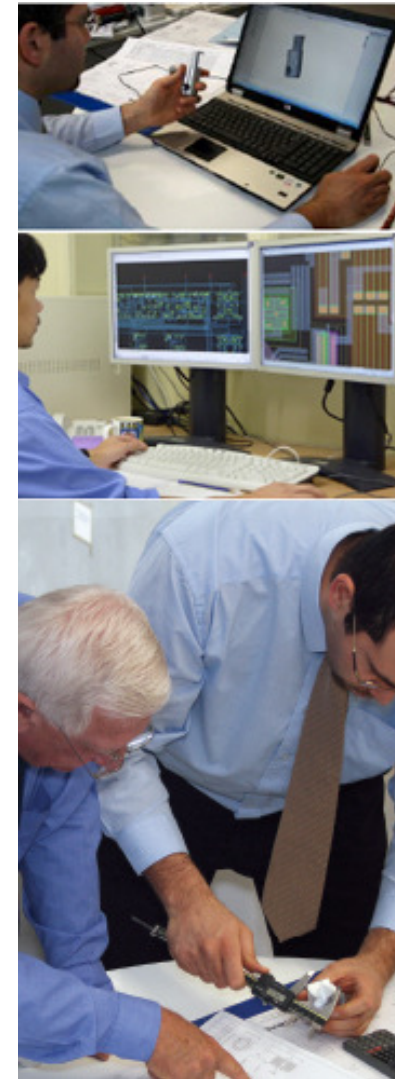
Design Capability

25 Engineers

Semiconductor,
Electronic,
Mechanical,
Electrical,
Plastics.

Five Step R&D Process

- 1 Market & Customer Analysis
- 2 Research
- 3 Product development & prototyping
- 4 Pilot Production
 - Field trials & testing
- 5 Approval
 - Launch

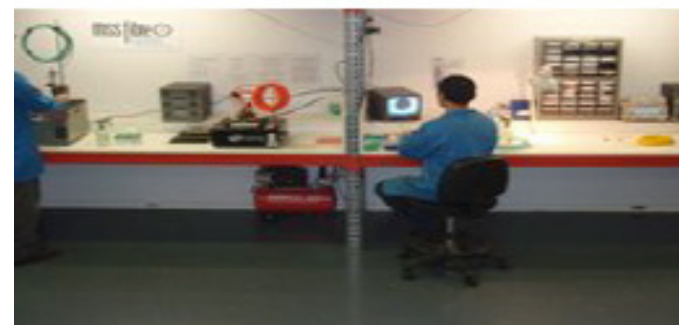


Hybrid Manufacturing



We mass produce off shore while local manufacture provides quick turn on new product development and Seamless Demand Fulfilment.

Our Capabilities Include;
Electrical Lugs, Links & Connectors
Fibre Optic Pre terms
Hydraulic tools
Gas Regulators
Gas Trains
Semiconductors
Electronics
Electrical products
Medical products
Defence products



Products Proven fit for purpose Certified to Standard



NATA Accredited Laboratories

NATA Accredited Lab

- In house capability to Test to Australia & New Zealand Standards for the majority of products we make.

Certified Testing Facility

- Range of tests include;
 - Electrical testing
 - Water penetration testing
 - Tension test/tensile testing up to 500KN
 - Heat cycle testing
 - Environmental simulation testing
 - Standard calibrations
 - Life test.



Legend is committed to providing the highest quality in products and services ensuring our continued compliance with relevant standards.

Legend currently is accredited to;

- ISO9001 Quality Standard
- ISO14001 Environmental Standard
- ISO/IEC 17025 Testing Standard
- ISO 13485 Medical Device Manufacture

And is in progress to completing;

- AS 4801 OH&S Standard

Legend Code of Conduct

- Safety
- Honesty
- Transparency
- Ethical
- Objective
- Respectful



Investing in Our People



Management & Admin	46
Marketing & Biz Systems	13
Engineering, QA & Procurement	25
Manufacture	39
Warehouse	72
Sales	78

Childcare in SYD & ADL
Free Gym Membership
Annual Health Assessments
Fresh fruit to all staff fortnightly

Supporting Gender Diversity;
34% Female in total
56% Female in Management, Finance
and administration.





Divisional Snap Shots

LEGEND
CORPORATION



Technical designs and manufacture of a wide range of linear and CMOS integrated circuits, medical, automotive, consumer electrical, street light control and commercial electrical products.

Capabilities

- Design and Manufacture of Unique Integrated Circuits (ICs)
- Design and Manufacture of Thick Film Hybrids
- Design and Manufacture of Mains Control and Power Switching applications
- Design and Manufacture of Heavy Duty Lighting Control products
- Design and Manufacture of Domestic Lighting Control products
- Life Test of Electronic Assemblies

Technical Innovation Leader
www.hendonsemiconductors.com.au





CABAC designs, manufactures and distributes an extensive range of over 9,000 product lines to the electrical industry engineered and certified to Australian and New Zealand quality standards.

Preferred by major wholesalers for more than 30 years, CABAC's product range include the largest range of Australian certified compliant electrical connectors, cable jointing systems, related tools, test and measurement instruments, cable management, structured wiring systems, copper and fibre connectivity, low and medium voltage power connectivity products and ancillaries.

One Call, One Day, One Delivery
www.cabac.com.au





MSS Fibre Systems (MSF) specialises in the supply of high quality Fibre Optic Cabling products and services to Data, Data Centre and Telecommunications industries.

- Cut to length & made to order Fibre Optic Cables
- Made to order Pre-Terminated Fibre Optic Cable Assemblies
- Fobot Rack and Wall Mount Fibre Enclosures
- Fibre Media Converters
- Fusion Splicers and Fibre Optic Test Equipment
- Fibre installation accessories.

www.mssfibre.com.au



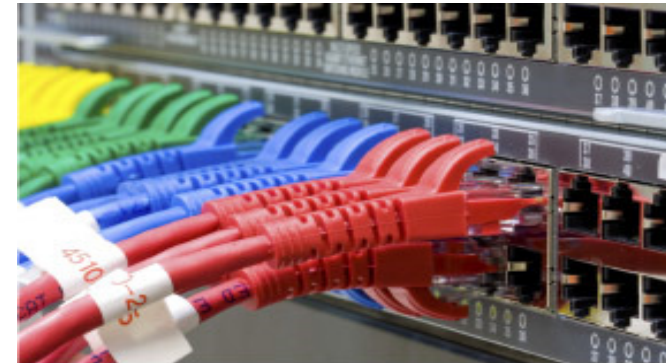


Legend Performance Technology (LPT) serves IT, Specialist AV, Security, POS, Education, Corporate Computing Users and Broadcast markets.

Products and Service

- Generic and Application Memory Modules
- Data Racks and accessories
- UPS power systems
- Hypertech data connectivity products
- Comprehensive range of AV & power connectivity.
- Comprehensive range of accessories
- Structured cable solutions.
- Belden specialty connectivity products

www.legend.com.au





Legend Power Systems (LPS) serves Power Generation, Transmission, Distribution, Rail and Primary Resource Engineering markets.

LPS supplies a wide range of proven power electrical connectivity, special tools, jointing systems and electrical safety products to meet the diverse requirements of overhead and underground power transmission and distribution.

LPS also provides specialist engineering, design and manufacture expertise in connector and tools with Quality Assurance to ISO9001:20008.

www.legendpower.com.au





System Control Engineering is a leading supplier of gas, appliance, refrigeration and air conditioning components. Operating for more than 50 years.

- **Residential Components:** heating, hot water, refrigeration, electrical and air-conditioning.
- **Commercial Components:** heating, hot water, electrical, refrigeration and air-conditioning.
- **Industrial:** boilers, furnaces, refrigeration
- **Energy Utilities:** Gas regulation/filtering and metering.

www.systemcontrol.com.au



***The Board has appointed Gresham Advisory Partners to conduct a strategic review.**

***Continue to investigate M&A opportunities.**

***EBIT in the first quarter was \$1.1M down on the prior corresponding period.**

This result includes costs of \$506,000 related to redundancies and the relocation of Victorian operations.

The shortfall in EBIT from the prior corresponding period was entirely due to a major order from a long term client in that period that contributed \$1.5M EBIT.

Whilst SCE and CABAC are performing above last year, it is unlikely that we will fully recover the EBIT shortfall in the first half.

***Stock reduced by \$1M in first three months and further reduction planned.**

***Infrastructure projects expected to add income and profit in second half.**



Thank You

www.legendcorporate.com

LEGEND
CORPORATION