



















Investor Update August 2017

Disclaimer

Outlook Statement

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

No representation is made as to the accuracy or reliability of the 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.













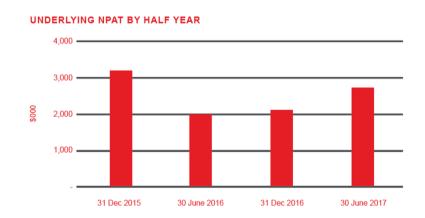




Legend Returns to Growth in Second Half of FY17

Earnings for the second half of FY17 have improved on both the underlying Net Profit after Tax (NPAT) of the first half of FY17 and second half of FY16 (pcp).

Underlying NPAT for the year, excluding the impairment charge recognised during the first half, was \$4.8 million.















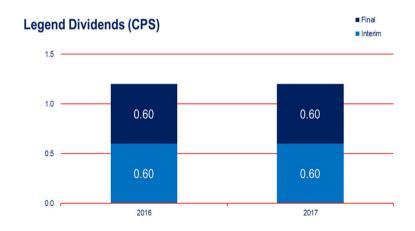


Dividends

A final fully franked dividend of 0.6 cents was declared for 2017 with a Record Date of 29 September 2017 and Payment Date of 3 November 2017.

Dividends for the year were 1.2 cents per share, consistent with pcp.

Of the \$10.5 million generated in operating cash during FY17; \$2.6 million was paid out in dividends, \$3.7 million in debt repayments and \$1 million in deferred consideration for the acquisition of SCE.



















Operational & Financial Highlights

The year has seen a strong focus on cost reduction and efficiency through:

- The consolidation of six Victorian office and warehousing sites into a single facility realising significant manpower savings.
- Right-sizing of sales teams to match current and expected future market demands.
- The consolidation of Sydney internal sales and NATA laboratories with lower cost Adelaide based facilities.
- Revisions to materials requirement planning and targeted product sales promotions to reduce stock holding and improve working capital.

Efficiency and cost reduction initiatives have delivered \$2.8 million in year on year overhead expense savings, 8% down on pcp, with \$1.6 million of these savings achieved in the second half of FY17.

The rationalisation of slow moving lines and improved ordering to meet evolving product mix and market demand resulted in a stock reduction of \$4.7 million during the year. This was a major contributor to the improved operating cash flow of \$10.5 million, up 14% on pcp.















Financial Summary	30 June 2017	30 June 2016	Change
Revenue	\$110.7m	\$119.0m	(7.0%)
Cost of Goods	\$65.8m	\$70.6m	(6.7%)
Gross Profit Gross Profit Margin	\$44.9m 40.5%	\$48.5m 40.7%	(7.4%)
EBITDA EBITDA Margin	\$10.4m 9.4%	\$11.2m 9.4%	(6.6%)
EBIT Margin	\$7.0m 6.3%	\$8.9m 7.5%	(21.9%)
NPBT Margin	\$5.8m 5.3%	\$7.6m 6.3%	(22.7%)
NPAT Margin	\$3.7m 3.4%	\$5.2m 4.3%	(27.7%)
Impairment Expense	\$1.1m	-	100.0%
Underlying NPAT Underlying NPAT Margin	\$4.8m 4.4%	\$5.2m 4.3%	(6.4%)
Underlying EPS	\$0.022	\$0.024	(29.2%)
Net Assets Net Assets per Share	\$69.5m \$0.318	\$68.5m \$0.314	14.4% 1.3%
Net Bank Debt	(\$11.8m)	(\$17.9m)	33.9%
Operating Cash Flow	\$10.5m	\$9.2m	14.4%















Revenue & Gross Profit

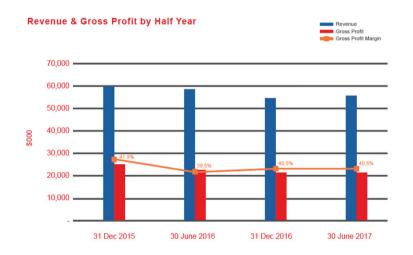
Revenue for the period was \$110.7 million, 7% down on the prior year (2016: \$119.0 million). Gross profit was also down 7% with margins maintained period on period at 41% (2016: 41%).

Gas and Plumbing continued to grow with revenue up 2% on pcp. Revenue from Electrical, Power and Infrastructure was down 7% on pcp, and Innovative Electrical Solutions down 32%

Positive signs for Electrical, Power and Infrastructure were seen during the second half of the year with our power and infrastructure team delivering revenue growth half on half, the first time since FY14.

Innovative Electrical Solutions appears well placed to deliver improved revenue in FY18 as a major client's consumption of product returns to historical levels.

Gross profit margin for the Group was maintained, with a marginal improvement in the Gas and Plumbing segment as work continues to bring margins for this segment in line with the remainder of the Group.

















Electrical, Power and Infrastructure

This segment's earnings in the past have been closely tied to residential and commercial building approvals, engineering construction associated with resources and capital works associated with power utilities and infrastructure construction.

While Electrical has seen very strong activity in residential construction, this has been more than offset by significant reductions in activity and reduced demand from engineering construction associated with resources. While this has resulted in further revenue contraction we believe the negative effects of these major resource engineering projects is now complete and we anticipate that this will not impact future profits.

Expenditure on power networks, in particular base load power generation and power transmission, has remained at very low levels with no change in revenue on the pcp, however modest growth is expected in FY18.

Infrastructure has record levels of approvals although projects have been slow to start and whilst significant income is expected into the future there was very little revenue from this source in FY17.

Revenue for this segment was 7% lower at \$74.1 million (2016: \$79.7 million).

Gross margins were slightly higher year on year with overhead expenses down 6%. EBITDA was down 2% to \$4.7 million (2016: \$4.8 million).

FY18 will see further additions to our product range, a wider client base and more demand creation for our brands.

	30 June 2017	30 June 2016	Change	
	\$'000	\$'000	\$'000	%
REVENUE	74,120	79,740	(5,620)	(7%)
EBITDA	4,735	4,829	(94)	(2%)
Operating Profit*	3,608	3,641	(33)	(1%)















^{*} Operating Profit excludes \$1.3 million impairment charge recognised in relation the assets of our New Zealand Electrical, Power and Infrastructure operations.

Innovative Electrical Products

Segment revenue was down 31% to \$8.4 million (2016: \$12.3 million) This was driven by the absence of a major client's consumption of certain product due to a buy ahead in prior years. We expect consumption to resume by the second half of FY18.

The development of new complete products rather than components continues to be the key focus of this segment. Further product launches will be made in the coming year which are expected to result in revenue growth.

EBITDA was down 54% to \$1.9 million (2016: \$4.2 million) a result of lower revenue. This segment's reduced earnings on the pcp has been the single most significant factor in reducing earnings in FY17.

	30 June 2017	30 June 2016	Change	
	\$'000	\$'000	\$'000	%
REVENUE	8,420	12,286	(3,866)	(32%)
EBITDA	1,929	4,203	(2,274)	(54%)
Operating Profit	1,726	4,001	(2,275)	(57%)















Gas and Plumbing

This segment contributed \$30.1 million in revenue for the year, up 2% pcp.

EBITDA for the year was \$3.8 million up 76% (2016: \$2.1 million) a result of margin improvements driven by Legend's ERP and sales system, while overhead expenses reduced 13% a result of integration with Legend's infrastructure.

FY17 saw a new major trade centre opened as part of the consolidation of facilities in Melbourne and this trade centre is expected to continue to deliver revenue growth into FY18.

	30 June 2016	30 June 2016	Change	
	\$'000	\$'000	\$'000	%
REVENUE	30,127	29,576	551	2%
EBITDA	3,784	2,148	1,636	76%
Operating Profit	2,938	1,298	1,640	126%















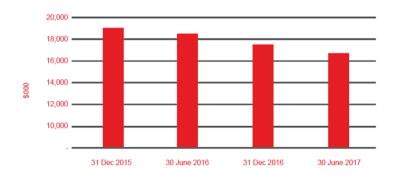
Overhead Expenditure

Annual overhead expenses were down \$2.8 million or 8% to \$34.5 million (20016: \$37.4 million), with \$1.6 million of the reduction occurring in the second half of the year.

A major contributor to the cost reduction was the consolidation of the operations of System Control Engineering (SCE). The physical relocation of operations into shared facilities delivered significant headcount reductions along with further operational efficiencies.

Work has also continued across the Group on matching staffing to the current and expected market requirements.

Overhead Expenses by Half Year



















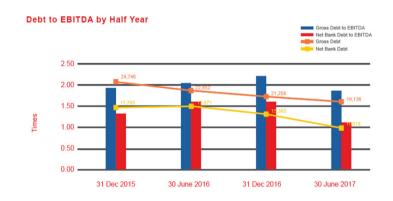
Bank Debt

Gross debt decreased by \$3.7 million to \$19.1 million.

Net debt was \$11.8 million at year end (2016: \$17.9 million), a low 1.1 times FBITDA.

Banking facilities with Australian and New Zealand Banking Group Limited were renewed on 1 May 2017 and extended until 30 April 2019.

These facilities provide additional capacity for both organic and acquisitive growth.















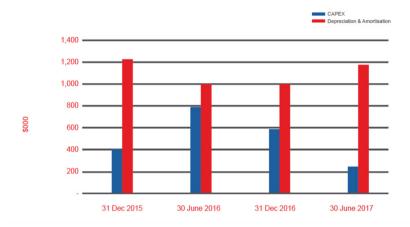


Capital Expenditure

Total CAPEX for the year was \$866,000 (2016: \$1.2 million), the bulk of the expenditure related to the set-up of our new Victorian premises.

Depreciation of \$1.6 million for the year was up 14% on pcp, whilst amortisation of intangible assets including customer lists, intellectual property and restraint of trade agreements was down 28% to \$616,000 (2016: \$858,000).

Capital Expenditure (CAPEX) & Depreciation and Amortisation by Half Year















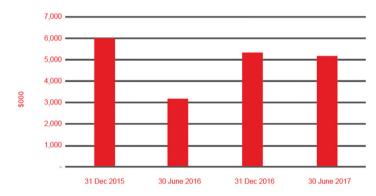


Operating Cash Flow

FY17 Operating cash flow increased 14% on pcp to \$10.5 million (2016: \$9.2 million).

We expect operating cash to remain strong during FY18 as we see the benefits of continued improvement in working capital management. Stock management remains an ongoing focus for further cash generation as does improved terms from both clients and suppliers.

Operating Cash Flow by Half Year















Acquisitions

Whilst no acquisitions were completed in FY17, the review and consideration of opportunities aligned with company strategy that offer accretive growth continues to be a key area of management focus.

A further maximum \$4.97 million remains payable over the coming 2 years on the achievement of earnings targets.

SCE acquired 1 May 2015 has continued to performed well, achieving targeted earnings for FY17.

A further deferred payment of \$1.75 million will be paid at the end of August 2017 bringing total consideration paid to date to \$13.75 million.















Outlook – A Strong Platform for **Future Growth**

Our core strategy to maintain and extend our leadership remains; quality, range, availability, service and innovation.

Our markets have been challenging in recent years due to an extra ordinary confluence including the extended impact of the major decline in Australian resources engineering construction which has offset the gains from the residential construction boom. The same period saw capital works deferred by most power utilities and major infrastructure projects delayed. A major client in our innovative electrical segment's prior period buy ahead in FY15 and FY16 severely impacted FY17 earnings.

We believe we have turned an important corner in the second half of FY17 with a return to growth with each of our markets having a more positive outlook.

Our focus on cost reduction and efficiency has been very successful in FY17 as has cash generation and debt reduction. New online sales platforms are expected to be significant contributors to future income.

Gas and Plumbing has performed well in FY17 and earnings growth driven by cost reduction and efficiency has been excellent. We expect further growth in FY18.

Our strong balance sheet, modest net debt levels and prudent management of operating costs provide a strong platform for organic and acquisitive growth in the year ahead.

Our outlook for FY18 is for growth in our existing businesses and growth through acquisition.















