

LEGEND
CORPORATION



Legend Corporation
AGM Presentation

CEO | Brad Dowe
CFO | Hamish McEwin

Important Notice

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 any 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.

This presentation forms only part of the available information regarding Legend Corporation Limited. It should be read in conjunction with the most recent annual report.

Company Overview



Legend Corporation Limited (Legend) is an Australian Engineering Solutions provider operating in Electrical, Power, Rail, Mining, Information Technology, Telecommunications, Defence, Medical, Industrial and Commercial Gas since 1962.

Legend innovates, manufactures and supplies a vast range of proven specialist components, tools, consumables, test & measurement, repair and calibration services certified to relevant standards.

Legend has operations throughout Australia, New Zealand, the Pacific Region and exports to over 40 countries across the globe.

Legend's product brands include;



Electrical, Power and Infrastructure

CABAC - Cable accessories, tools, consumables, energy management, test & measurement and data to Electrical contractors by way of Electrical Wholesale.

LEGEND PERFORMANCE TECHNOLOGY - Fibre & Copper Data connectivity, enclosures, structured cable, data tools, made to order data looms to Computer room, Data centre contractors and Telco providers.

LEGEND POWER SYSTEMS - Medium and High Voltage cable connectivity & terminations, linesman tools, electrical safety, consumables and solar accessories to power & rail utilities and related contractors.

COMMSFORCE - Fibre Telecommunications test & measurement and fibre network management equipment to Telcos.

CELEMETRIX - Calibration, service and repair of test & measurement equipment for Telco's, Data, Defence and Medical.

CABAC
One Call → One Day → One Delivery



LEGEND
PERFORMANCE TECHNOLOGY



LEGEND
POWER SYSTEMS



COMMSFORCE
Leaders in Technology Solutions



CELEMETRIX



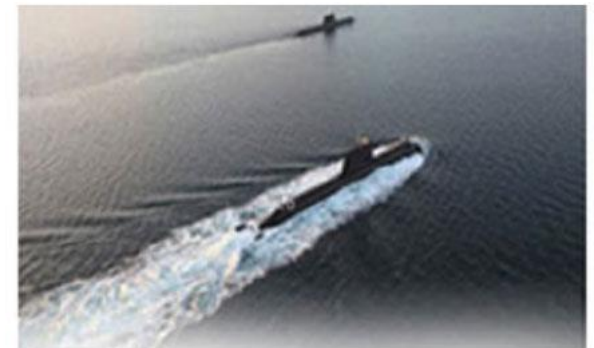
Innovative Electrical Products

Hendon Semiconductors designs and manufactures of a wide range of electronics based medical, electrical, lighting and energy control, commercial electrical and test & measurement products.

- Design and Manufacture of Unique Integrated Circuits (Ics) and Thick Film Hybrids
- Defence and Medical product manufacturing
- Design and Manufacture of Domestic, Commercial and Heavy Duty Lighting Control Products
- Design and Manufacture of Industrial Timers
- Design and Manufacture of heavy duty power supplies for rail.

- Design and manufacture of test & measurement equipment used in oil, gas, water and medical applications under PCWI brand.

Mass production of high volume products is conducted offshore; except for Defence and Medical products.



Gas and Plumbing

System Control Engineering is a leading supplier of tools, components and consumables to industrial and commercial gas appliance, refrigeration and air conditioning applications. Operating for more than 50 years.

- Industrial Gas: boilers, furnaces, incinerators, refrigeration, process gas for brick, glass & steel manufacture.
- Residential components and OEMs: heating, hot water, refrigeration, electrical and air-conditioning.
- Commercial components: heating, hot water, electrical, refrigeration and air-conditioning.
- Energy Utilities: gas regulation/filtering and metering.



www.systemcontrol.com.au



The Legend competitive advantage

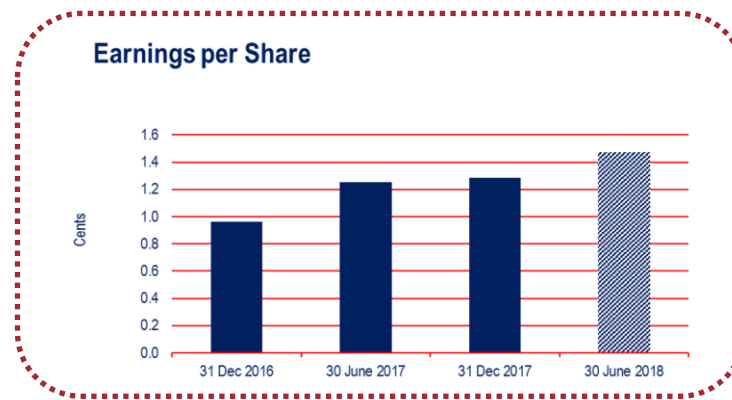
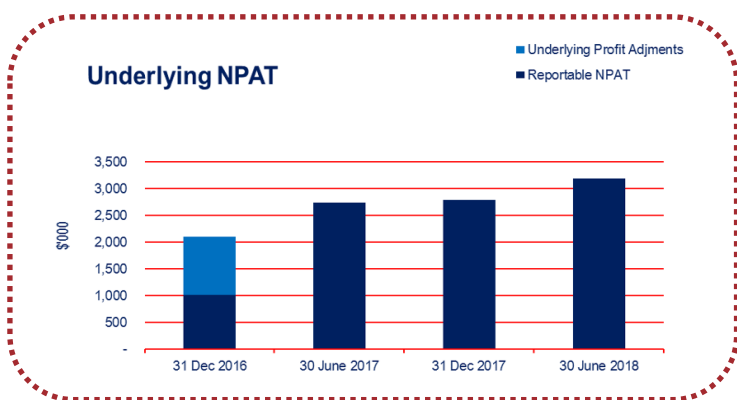
- 30 years of proven successful history as a low cost on time supplier.
- 30,000 Proven product and service lines.
- 12,000 Clients including 1,200 wholesale outlets to over 20,000 contractors.
- 6 Principal warehouses and 2 regional warehouses for local availability.
- 4 Product test and service labs. Offices in 5 capital cities.
- 100 Full time business development staff.
- 25 Product research and development engineers.
- Inhouse standards testing with broad NATA accreditation.
- Registered IP :54 Patents, 43 Registered Designs.
- A good balance of outsourced manufacturing to control cost with inhouse manufacturing to provide rapid prototyping and access defence & medical markets.
- Our own service and calibration labs to provide all of life support.
- Online platforms for product training, B2B interface and ordering.



FY18 in Review - Strong Results

Revenue \$114.9 million	↑ 15%
Gross Profit \$49.4 million	↑ 10%
EBITDA \$12.4 million	↑ 19%
EBIT \$10.0 million	↑ 43%

NPAT \$6.0 million	↑ 60%*
Earnings Per Share 2.8 cents	↑ 65%
Dividend Approved 0.75 cents per share	↑ 25%
Annual Dividend 1.45 cents per share	↑ 21%



*FY17 included \$1.1m non-cash impairment of goodwill in the New Zealand based Electrical division

Celemetrix Group - Update

Celemetrix and Commsforce are suppliers of telecommunications test equipment, calibration & repair services with operations in Melbourne, Sydney and Brisbane.

As previously reported, business earnings performance has not met the vendors expectations to 30 June and this resulted in Legend recovering \$2M of the original completion payment. Recent performance has been reduced by a combination of deferrals in telco capital purchase programs and temporary reduced demand from a major instrument client as they transition their data networks test range.

We are working with management to improve the current business whilst undertaking a detailed operations review preparatory to business systems integration that will yield efficiencies and improved customer interface and operations control.



PCWI International - Update

PCWI International Pty Ltd are leaders in the design, manufacture and distribution of specialist industrial and medical measuring instruments and standards gauges.

These instruments are used to measure coatings thickness and detect coating flaws across a wide range of construction, pipeline and medical applications.

We are progressing the integration of PCWI to our enterprise systems and wider manufacturing and distribution resources with a view to driving international sales and reducing the cost of production.

New products are in the design phase and are expected to be introduced to market in the 2019 calendar year.

The business is performing on budget.

<http://www.pcwi.com.au/>



Legend Innovation

Legend has a strong culture of innovation in the development of innovative products with long market life which excite our customers with performance and efficiency whilst providing rich pathways to future development. New range releases across the first half of F19 include;

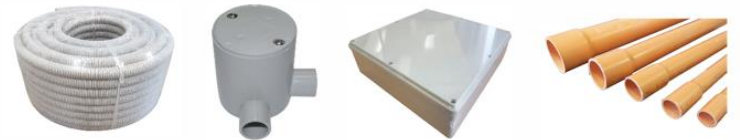
S-CLICK - TIME SWITCHES



S-CLICK - PRESENCE DETECTORS



TRIPAC - PVC MOULDED & EXTRUDED



HENDON - STREET LIGHTING CONTROL

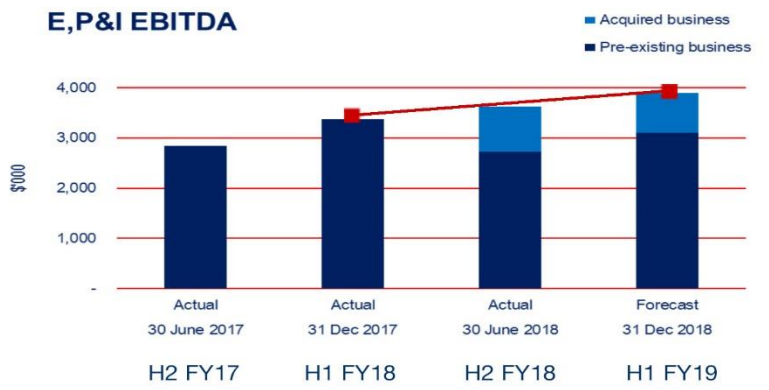
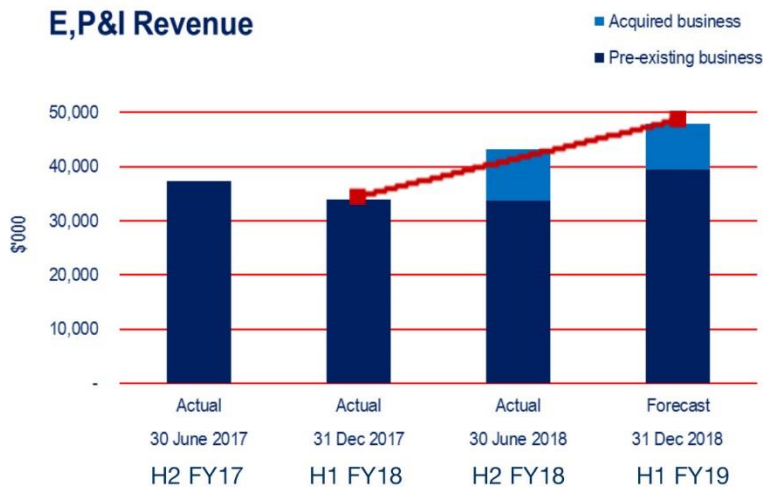


CABFLX - FLEXIBLE CONDUIT SYSTEMS



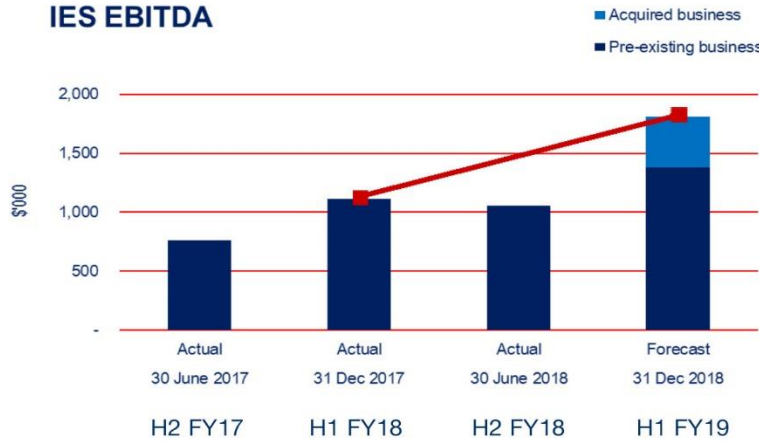
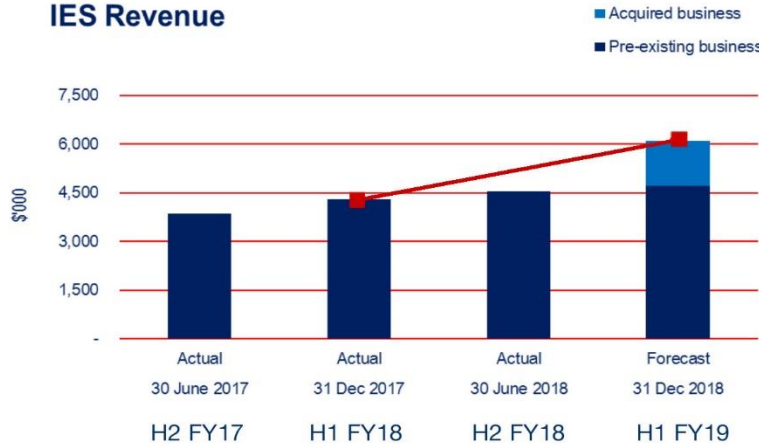
Electrical, Power & Infrastructure Forecast to December 2018

- Revenue is expected to be approximately a 40% increase over pcp driven by increased demand through the existing businesses plus the contribution from CLX.
- Expenses across Q1 FY19 were elevated with additional warehouse staff and other costs associated with the introduction of PVC Conduits to our warehouses, now complete.
- EBITDA expected to be approximately 15% higher than pcp.



Innovative Electrical Solutions Forecast to December 2018

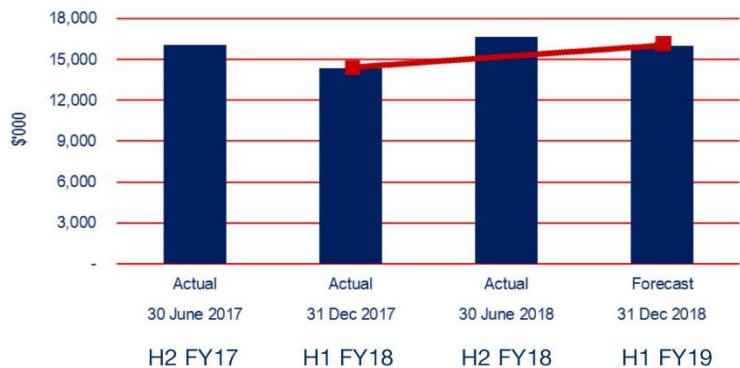
- Revenue is expected to be approximately 40% higher than pcp driven by increased demand for existing products and Defence contracts.
- The contribution from PCWI is accounts for the majority of the increased revenue.
- EBITDA expected to be approximately 60% higher than pcp.



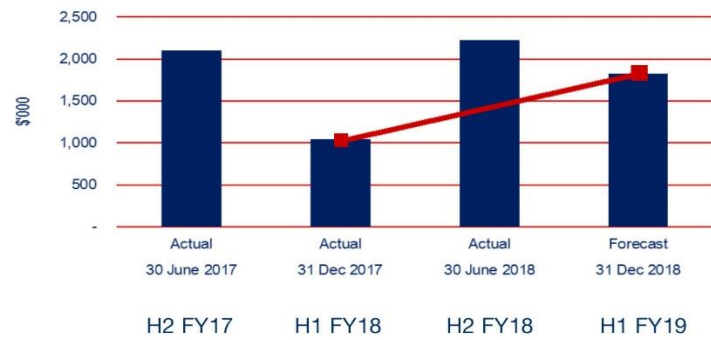
Gas & Plumbing Forecast to December 2018

- Revenue is expected to be approximately 10% higher than pcp driven by new product releases expanded sales team and showroom facilities.
- EBITDA expected to be approximately 75% higher than pcp due largely to higher margins and a stable cost base.

G&P Revenue

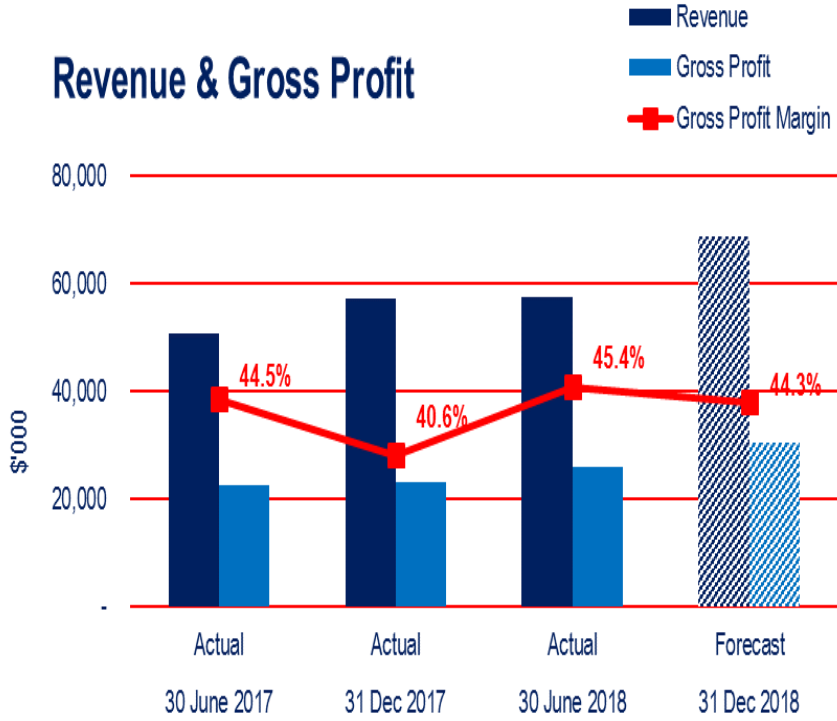


G&P EBITDA



FY19 Group Revenue & GP Forecast to December 2018

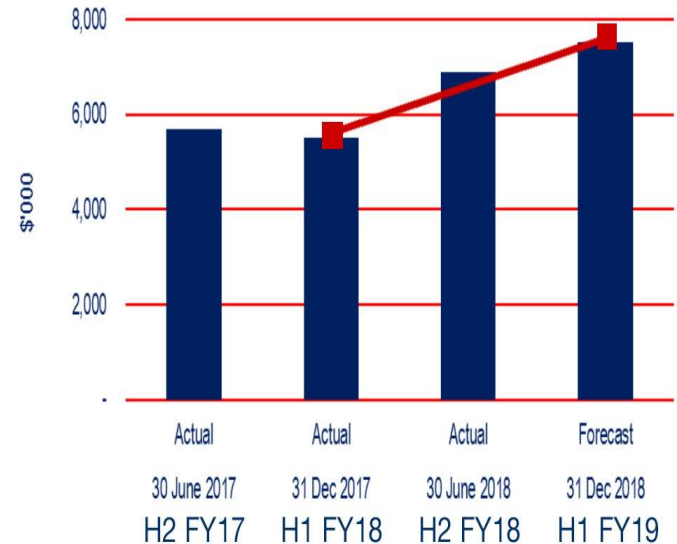
- Revenue is expected to be 30% to 35% higher than pcp,
- Gross Profit for the first half is forecast to exceed a 30% increase on pcp.



FY19 EBITDA, NPAT & EPS Forecast to December 2018

- EBITDA forecast to be 32% to 37% higher than pcp (\$7.3 to \$7.6m).
- Approximately 20% of the total increase is from the acquisitions of CLX & PCWI.
- NPAT and EPS growth are expected to be similar to forecast increase in EBITDA.

Earnings before Interest, Tax, Depreciation and Amortisation



FY19 Outlook

As advised to shareholders in the presentation at the AGM on 28th October 2016 and lodged with the ASX, the board has retained Gresham Advisory Partners to actively investigate strategic options to create shareholder value including acquisitions divestments and external investment.

Legend's core strategy is to maintain and extend its leadership and deliver strong growth through quality, range, availability, service and innovation.

FY18 has been a year of growth for Legend.

The outlook for FY19 is for continued growth in our existing businesses driven by:

- **New and innovative product range expansion.**
- **Sales initiatives to increase demand for our brands.**
- **Accretive growth through acquisitions aligned with our business that deliver operational synergies and sustainable earnings growth.**

Contact us



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