

 **Hendon**  
semiconductors



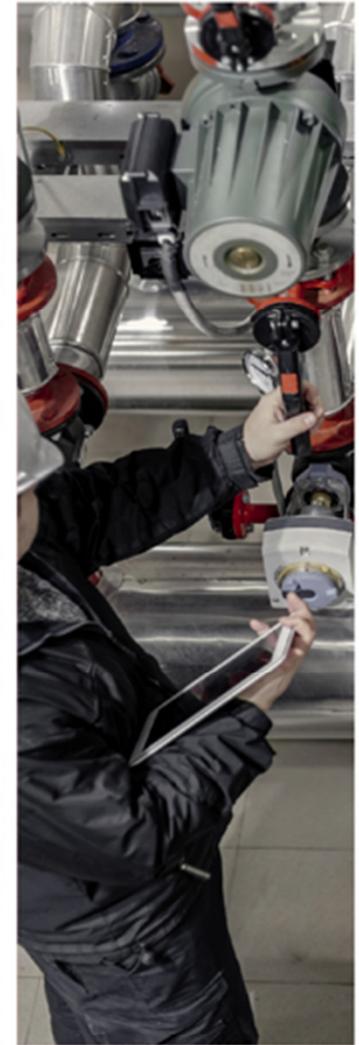
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**LEGEND**  
PERFORMANCE TECHNOLOGY



**LEGEND**  
POWER SYSTEMS



**SCE**  
SYSTEM CONTROL  
ENGINEERS

Investor Update February 2018

for Jul-Dec 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.

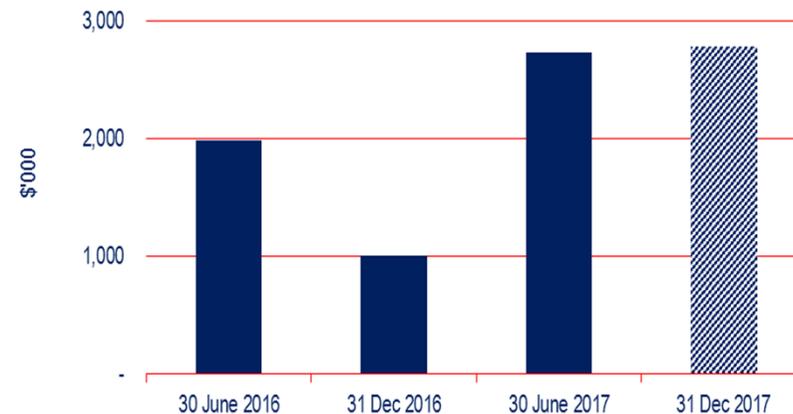
Actual future events may vary from these forecasts. Users of this information are cautioned against placing undue reliance on any forward looking statements.

# Legend records Increased NPAT and Increased Dividend

Statutory NPAT of \$2.8 million was up 177% on pcp (pcp: \$1.0 million).

The prior corresponding period included \$1.1 million of impairment loss. Excluding this impairment loss, NPAT for the current period was 32% up on pcp. The result represents a third consecutive half of normalised NPAT growth.

Net Profit After Tax



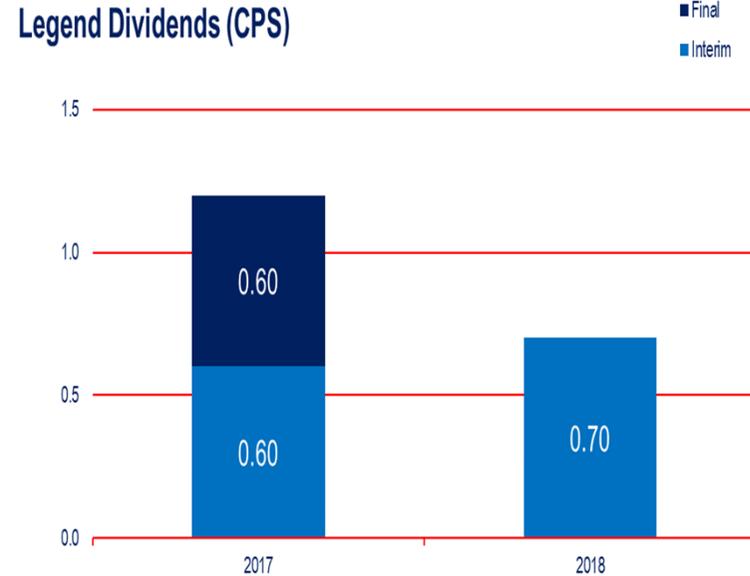
	30 June 2016	31 Dec 2016	30 June 2017	31 Dec 2017
	\$000	\$000	\$000	\$000
NPAT	1,986	1,007	2,734	2,787
Impairment of assets	-	1,098	-	-
Normalised NPAT	1,986	2,105	2,734	2,787

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# Interim Dividend Increased

A fully franked interim dividend of 0.7 cents, up 17% on pcp, has been declared for HY18 with a Record Date of 16 March 2018 and Payment Date of 27 April 2018.

The dividend represents an annualised fully franked yield of 8.1%, on a Legend share price of \$0.23



# Financial Summary

	31 Dec 2017	31 Dec 2016	% Change
	S'000	S'000	
<b>Income</b>			
Sales revenue	57,218	54,964	4.1%
Gross profit	23,225	22,270	4.3%
Gross profit margin	40.6%	40.5%	
EBITDA	5,531	4,750	16.4%
EBITDA margin	9.7%	8.6%	
EBIT	4,592	2,455	87.0%
EBIT margin	8.0%	4.5%	
NPBT	4,115	1,868	120.3%
NPBT margin	7.2%	3.4%	
NPAT	2,787	1,007	176.8%
NPAT margin	4.9%	1.8%	
Earnings per share (cents)	1.29	0.46	180.4%
Dividends paid (cents)	0.60	0.60	0.0%
Dividends announced (cents)	0.70	0.60	16.7%
<b>Cash Flow</b>			
Operating cash flow	5,653	5,325	6.2%

	31 Dec 2017	30 June 2017	% Change
	S'000	S'000	
<b>Financial Position</b>			
Net assets	71,050	69,535	2.2%
Net tangible assets	20,739	18,970	9.3%
Net bank debt	(9,466)	(11,818)	19.9%

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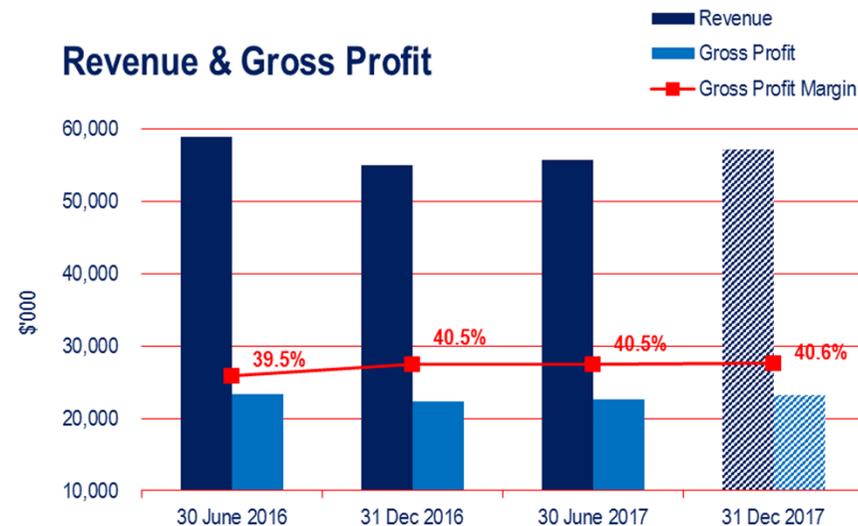
# Revenue & Gross Profit

Group revenue was up 4% on pcp to \$57.2 million (pcp: \$55.0 million), with gross profit also up 4% on stable margins.

Growth in revenue was driven by the Group's largest segment Electrical, Power and Infrastructure; up 6% on pcp. Gas and Plumbing made steady progress with 2% revenue growth.

Demand from power utilities, electrical wholesalers and infrastructure continued to improve, building on the second half of FY17.

Innovative Electrical Solutions has benefited from new contracts in defence related areas which have assisted in lifting revenues from those of the second half of FY17.



# Electrical, Power and Infrastructure

Revenue for the 6 months was up 6% on pcp due to improved demand from power utilities, electrical wholesale and infrastructure customers.

Eastern seaboard customers were the key contributors.

This improvement in revenue combined with an increase of 2% in gross profit margin together with overhead expenditure consistent with pcp resulted in a 78% increase in EBITDA on pcp.

	30 June 2016	31 December 2016	30 June 2017	31 December 2017
	\$'000	\$'000	\$'000	\$'000
Revenue	39,414	37,361	36,759	39,752
EBITDA	2,553	1,896	2,824	3,379
Segment Profit	2,081	1,405	2,202	2,884

# Innovative Electrical Products

An anticipated rise in demand from a major customer of Innovative Electrical Solutions did not occur in the period under review. Whilst sales to existing clients remained consistent with pcp, contracts in defence related areas assisted in lifting revenue from the lows of the second half of FY17.

With further defence related contracts due to commence shortly, revenue is expected to continue to improve

Overhead expenses were reduced in light of the lower level of activity resulting in a reduction of only 5% in EBITDA.

	30 June 2016	31 December 2016	30 June 2017	31 December 2017
	\$'000	\$'000	\$'000	\$'000
Revenue	5,384	4,570	3,850	4,299
EBITDA	1,038	1,169	760	1,112
Segment Profit	937	1,068	658	1,018

# Gas and Plumbing

A 2% increase in revenue for the period was counteracted by a 4% reduction in gross profit margin resulting in gross profit down \$0.4 million on pcp.

Margins for the period were impacted by the clearance of legacy stock lines and the lower Australia dollar against the Euro.

Significant cost savings were achieved in the pcp with the completion of restructure and integration activities. These savings have largely been maintained with an increase in total overheads period on period marginally higher than CPI.

Market pricing is being reviewed.

	30 June 2016	31 December 2016	30 June 2017	31 December 2017
	\$'000	\$'000	\$'000	\$'000
<b>Revenue</b>	15,277	14,092	16,035	14,336
<b>EBITDA</b>	1,225	1,685	2,099	1,040
<b>Segment Profit</b>	792	1,272	1,666	690

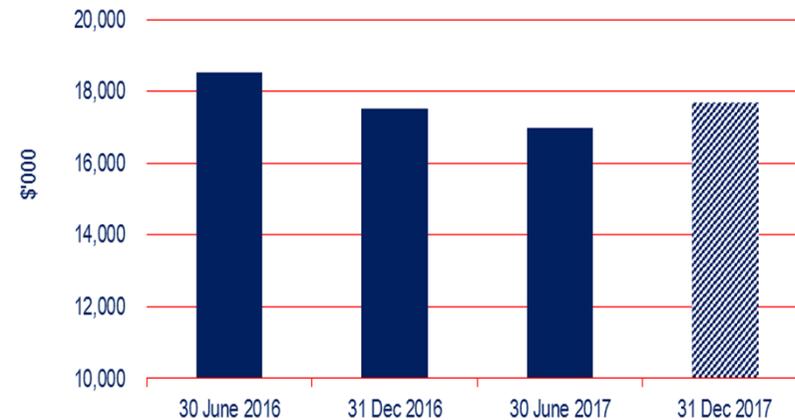
# Overhead Expenditure

Overhead expenses were in line with pcp, up 1% to \$17.7 million (pcp: \$17.5 million).

Additional costs were incurred during the prior period relating to one-off restructure and integration activities. The resulting expense base after restructure and integration has largely been maintained with increased expenses in line with CPI.

Employee expenses for the current period were above CPI due to the employment of additional staff targeting growth and the reinstatement of staff incentive programs further to the achievement of budgeted sales targets.

Overhead Expenses

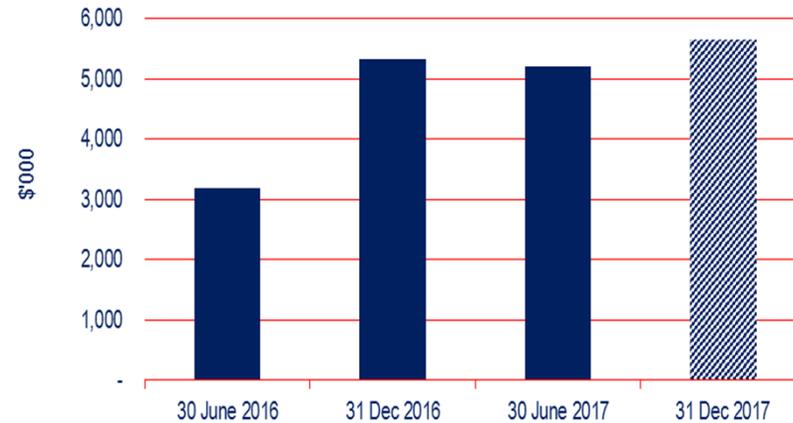


# Operating Cash Flow

Operating cash flow for the period under review was up 6% to \$5.7 million (pcp: \$5.3 million) reflecting the improved trading performance of the Group and steady working capital position.

Cash generated during the period was used to make the third deferred payment of \$1.8 million for System Control Engineering, repay bank debt of \$1.9 million, and dividend payments to shareholders of \$1.3 million.

Operating Cash Flow

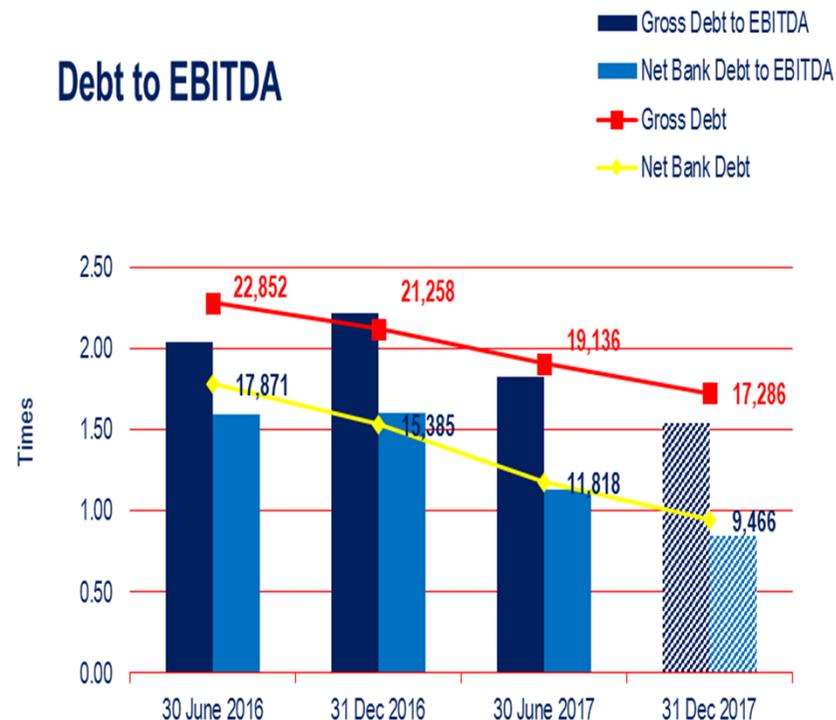


# Bank Debt

Net bank debt reduced by \$2.4 million to \$9.5 million at period end, 0.8 times annualised EBITDA.

Banking facilities continue to have capacity for further organic and acquisitive growth.

Debt to EBITDA



# Acquisitions

**SCE:** The 3<sup>rd</sup> deferred payment of \$1.75 million was paid at the end of August 2017 bringing total consideration paid to date to \$13.75 million.

A further maximum \$3.22 million remains payable over the coming 2 years on the achievement of earnings targets.

**CLX:** As announced on 22 December 2017 Legend reached agreement to acquire Celemetrix Australia Pty Ltd, Celemetrix SRC Pty Ltd and Commsforce Pty Ltd (the Celemetrix Group or “CLX”), for an initial payment of up to \$12 million subject to the financial results to 30 June 2018. The maximum total consideration could be up to \$15.125 million subject to the achievement of increased Earning Before Interest and Taxation (EBIT) targets to 30 June 2020.

The sale and purchase agreement was subject to conditions precedent which have now been satisfied. The transaction is expected to settle in the next seven days and will be effective from that date for accounting purposes.

The acquisition will be funded through existing debt facilities and working capital.

CLX supplies test and measurement equipment, calibration and professional services including fleet compliance management to Australian telecommunication organisations, power utilities, medical equipment suppliers, defence and related contractors. (refer <http://www.celemetrix.com.au> and <http://www.commsforce.com.au>).

For the year ended 30 June 2017 CLX reported revenue of \$24.7 million and an operating EBIT of \$2.9 million (unaudited).

# Outlook – Continued Growth

## Organic Growth

The outlook for the Group remains positive with further improvement in profit expected in the second half of this financial year.

Electrical, Power and Infrastructure has delivered consistent and sustained revenue growth over recent months and this is expected to continue.

Innovative Electrical Solutions will deliver improved results through the continuation and expansion of defence related contracts.

Gas and Plumbing, whilst hampered by margin contraction over the past 6 months, is focused on margin improvement whilst continuing to grow revenue at a consistent rate.

## Growth through Acquisition

The acquisition of the CLX is expected to be earnings per share accretive, operating cash flow positive and it will contribute to Legend's overall profit result.

Legend continues to investigate complimentary acquisitions that will deliver enhanced shareholder returns.