



Investor Update
August 2015

LEGEND
CORPORATION

Disclaimer

Outlook Statement

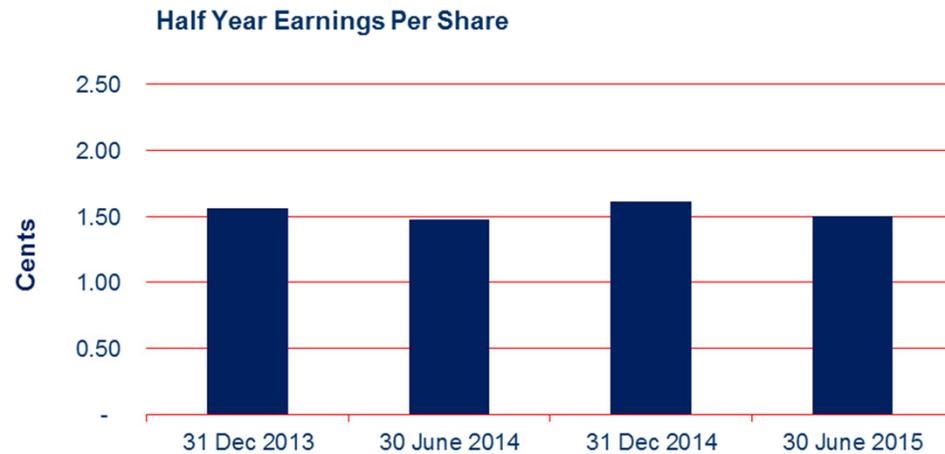
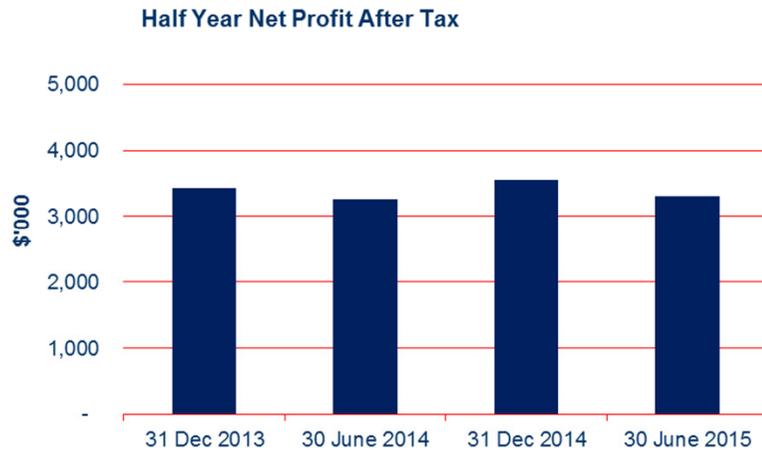
This presentation contains forward looking statements which may be subject to significant uncertainty outside of Legend Corporation Limited's (Legend) control.

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 Reports Improved Result in Difficult Market

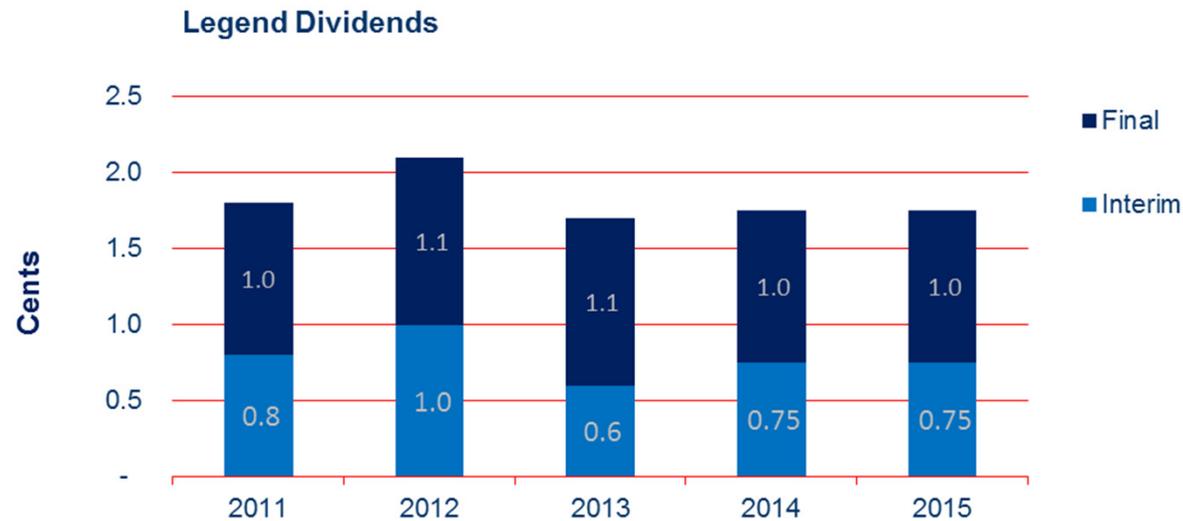
Net Profit after Tax (NPAT) of \$6.9 million was up 2% from the prior year. Earnings per share was 3.1 cents.



Dividends

A final fully franked dividend of 1 cent was declared for 2015 with a Record Date of 25 September 2015 and Payment Date of 23 October 2015.

Dividends for the year were 1.75 cents per share, consistent with the prior year.



Financial Highlights

- NPAT of \$6.9 million or 3.1 cps.
- Net bank debt of \$21.2 million or 1.6 times EBITDA.
- Gross profit margins improved to 44.3%.
- Net assets of 30.6 cps.

Financial Summary

	30 June 2015	30 June 2014	Change
Revenue	\$102.3m	\$102.1m	0.2%
Cost of Goods	\$57.0m	\$57.6m	0.1%
Gross Profit	\$45.3m	\$44.5m	1.8%
Gross Profit Margin	44.3%	43.6%	
EBITDA	\$13.2m	\$13.2m	0.2%
EBITDA Margin	12.9%	12.9%	
EBIT	\$10.8m	\$10.8m	(0.1%)
EBIT Margin	10.5%	10.5%	
NPBT	\$9.9m	\$9.7m	2.1%
NPBT Margin	9.6%	9.5%	
NPAT	\$6.9m	\$6.7m	2.4%
NPAT Margin	6.7%	6.6%	
Earnings Per Share	\$0.031	\$0.031	2.6%
Net Assets	\$67.0m	\$64.0m	4.8%
Net Assets per Share	\$0.306	\$0.291	5.2%
Net Bank Debt	(\$21.2m)	(\$13.1m)	(62.4%)
Operating Cash Flow	\$6.4m	\$9.8m	(34.9%)

Electrical, Power and Infrastructure

	30 June 2015	30 June 2014	Change	
	\$'000	\$'000	\$'000	%
REVENUE	83,779	92,258	(8,479)	(9%)
EBITDA	6,455	9,150	(2,695)	(29%)
Operating Profit	4,270	6,989	(2,719)	(39%)

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

While there is currently very strong activity in residential construction, there has been a significant decline in demand from the electrical wholesale market which has, in years past, been the most important channel to this market.

Commercial construction remains subdued and Engineering construction associated with primary resources continues to decline. Expenditure on power networks has remained at a low level as and both QLD and NSW utilities re-structure and/or prepare to sell power assets.

We have responded with a wider product range, more investment in stock availability and further investment in representative sales resources. Despite these initiatives, reduced demand has seen revenue for this segment fall by 9%, with EBITDA down 29% as a result of reduced revenue.

Price management and strategies to take advantage of the opportunities that will arise from increased residential and infrastructure construction is the primary focus for this segment.

Innovative Electrical Products

	30 June 2015	30 June 2014	Change	
	\$'000	\$'000	\$'000	%
REVENUE	15,355	12,501	2,854	23%
EBITDA	6,344	4,010	2,334	58%
Operating Profit	6,152	3,781	2,371	63%

Strong support from an existing customer and defence related contracts have been the key contributors to a revenue increase of 23%. Improved export sales and cost control together with improved margins, a result of product development and exchange rates, all contributed to strong growth in EBITDA of more than 58%.

The development of new products remains the key focus of this segment. Further product launches will be made in the coming year.

Gas and Plumbing

	30 June 2015	30 June 2014	Change	
	\$'000	\$'000	\$'000	%
REVENUE	5,803	-	5,803	N/A
EBITDA	787	-	787	N/A
Operating Profit	748	-	748	N/A

This is our newest segment resulting from the acquisition of SCE 1 May 2015.

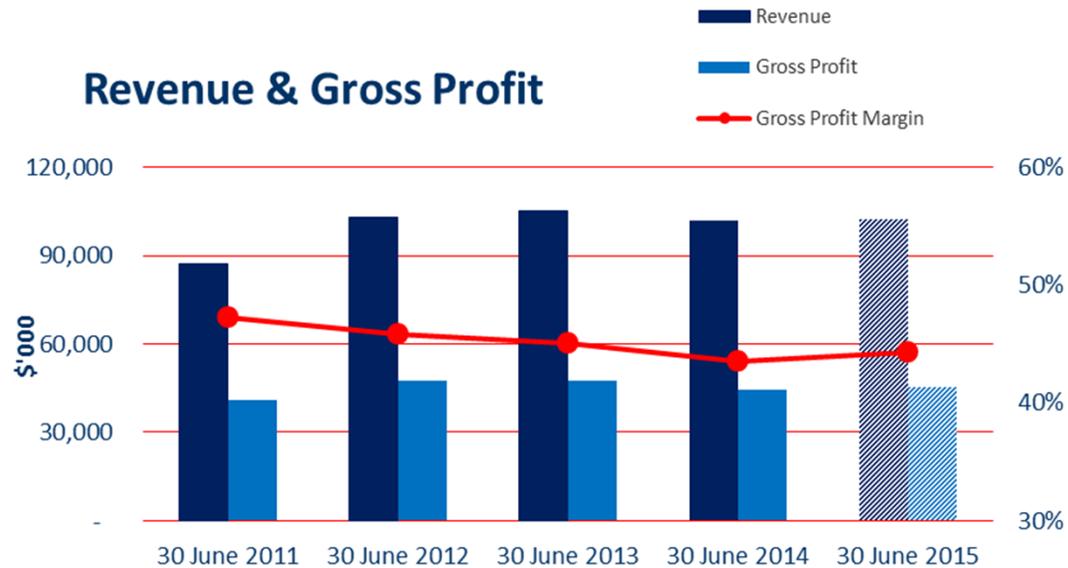
The segment contributed \$5.8 million in revenue and \$0.8 million in EBITDA for the last two months of the financial year. Had SCE been owned for the full financial, revenue for the segment would have been \$28.4 million with EBITDA of \$1.7 million. However the profit contribution to Group earnings was offset by more than \$0.4 million in one off costs associated with the acquisition.

We expect this segment to be a key contributor to earnings for the coming financial year.

Revenue & Gross Profit

Sales revenue for the period was \$102.3 million, a minor improvement on the prior year (2014: \$102.1 million).

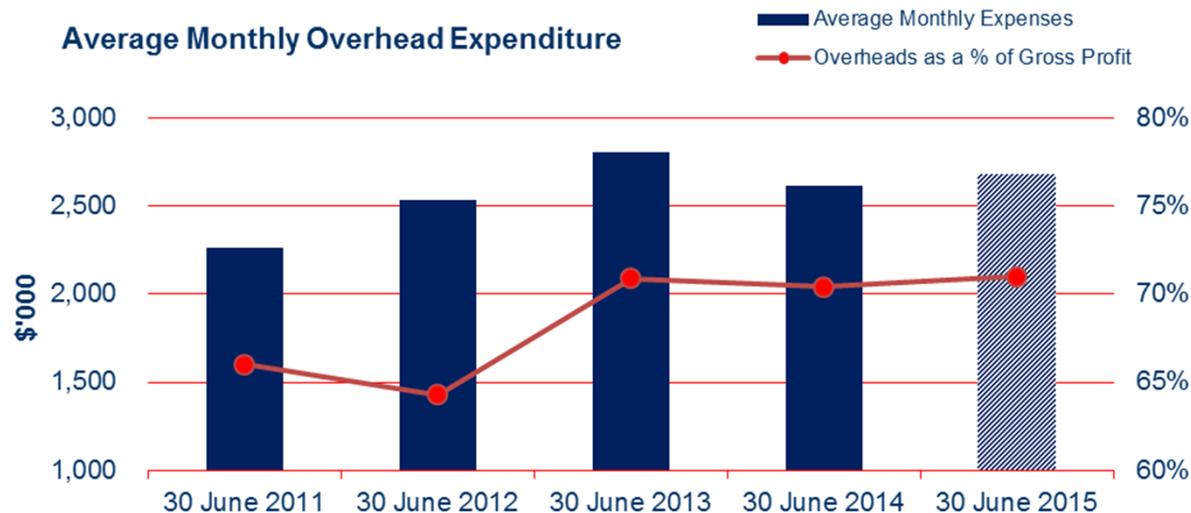
Gross profit of \$45.3 million was up 2% on the prior year (2014: \$44.5 million) with a slightly improved gross margin.



Overhead Expenditure

Overhead expenses increased by \$0.8 million or 2% to \$32.1 million (\$31.3 million pcp).

This increase included \$406,000 in directly attributable one off expenses associated with the acquisition of SCE.



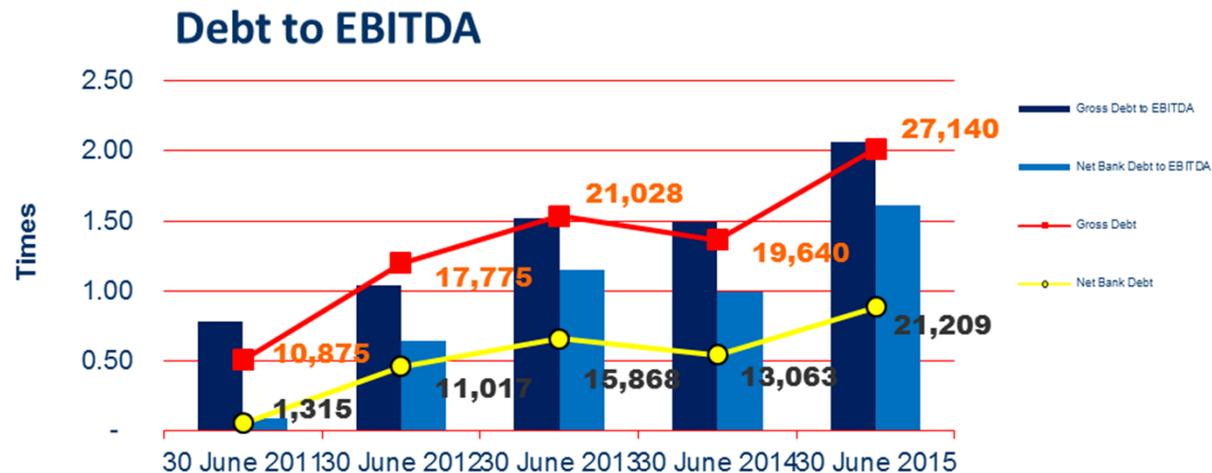
Bank Debt

Net debt was \$21.2 million at year end (2014: \$13.1 million) a low 1.6 X EBITDA.

\$10.5 million in additional debt was drawn in May 2015 to fund the acquisition of SCE although SCE did not have any significant net impact on earnings for the period.

Banking facilities with Australian and New Zealand Banking Group Limited were renewed on 23 June 2015 and extend until 23 June 2017.

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

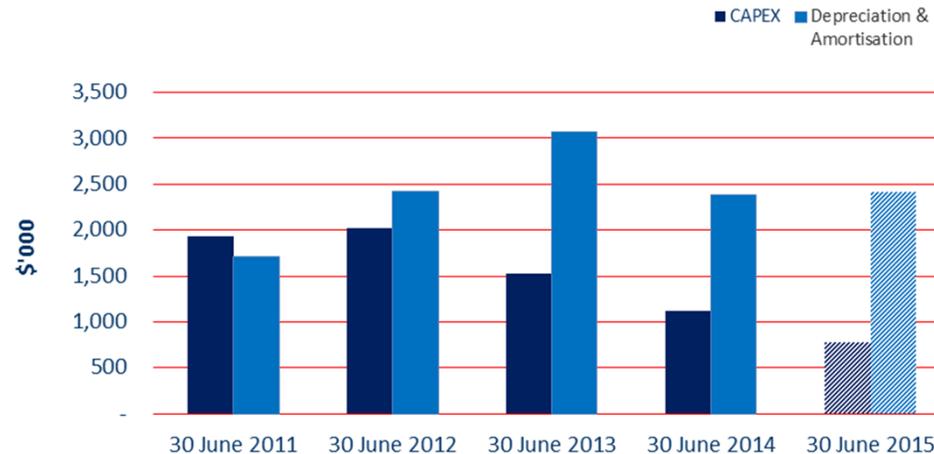


Capital Expenditure

CAPEX requirements for the year were \$809,000 (2014: \$1.1 million).

Depreciation charges were up 8% to \$2.1 million (2014: \$1.9 million), with Amortisation charges for intangible assets generated through the MSS and Ecco acquisitions, including intellectual property, customer lists and restraint of trade agreements, down \$117,000 to \$338,000 (2014: \$455,000).

CAPEX & Depreciation and Amortisation



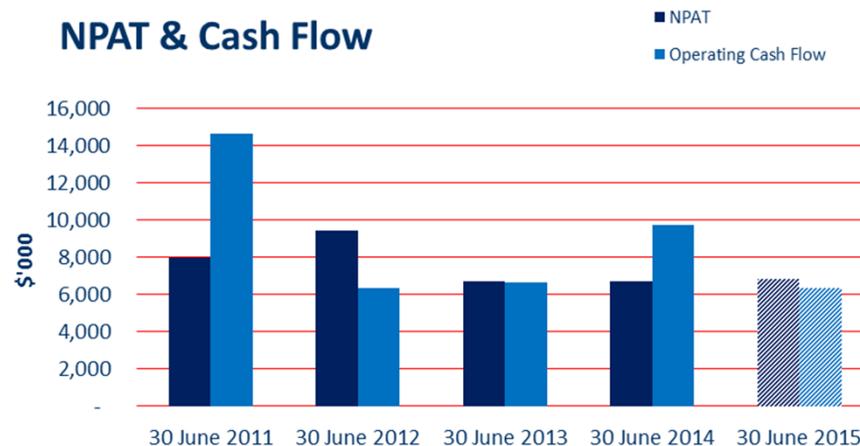
Operating Cash Flow

Operating cash flow was down 35% on pcp to \$6.4 million (2014: \$9.8 million),

The Government's change in company tax instalments from quarterly to monthly negatively impacted this year's cash flow by \$1.3 million.

Stock holding increased by \$2.0 million as sales slowed in the Electrical, Power and Infrastructure segment and with investment in new products.

Stock management remains a critical focus for operating cash flow generation over the coming 12 months.



Acquisitions

Management devotes significant effort and resource to the selection and appropriate engagement of acquisitions aligned with our strategic objectives that will add accretive and long term sustainable earnings to our business.

Effective 1 May 2015, we acquired selected assets of the Australian based System Control Engineering Pty Ltd and the shares of New Zealand based System Control Engineering NZ Limited (SCE). The acquisition provides us with a strong foothold in industrial and commercial gas and plumbing markets with a well-established channel and strong product brands.

Whilst the product set and customer base has limited overlap with the existing Group, significant synergies exist from the consolidation of properties and back office functions. These synergies will be realized over the next 24 months.

A final deferred payment of \$0.7 million was also made for the Ecco Pacific acquisition.



Outlook

Our markets have been challenging in the last three years due to the continuing decline in Australian engineering construction related to primary resources, delays in the commencement of new infrastructure projects and reduced demand from traditional residential construction related electrical wholesale markets.

We have successfully dealt with what has been a declining market by expanding our product range and investing in improved stock availability, client representation and other market initiatives but have not delivered significant growth.

The continued decline in the Australian dollar is a benefit to some of our businesses, but in others has led to an increase in the cost of goods. While all of our competitors are subject to the same issues, managing margin continues to present a considerable challenge.

We believe the Company is well positioned within the markets we serve. Each of our businesses has a specific plan to deal with the opportunities and challenges we see ahead. We will continue our focus on innovation in product development, channels to market and client service initiatives to better realise market opportunities.

Our strong balance sheet, modest net debt levels and prudent management of operating costs will allow a continued focus on both organic and acquisitive expansion to deliver growth in the year ahead.

Thankyou



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