



LEGEND
CORPORATION

Annual General Meeting 30 October 2013



Annual General Meeting CEO Presentation

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Disclaimer

Outlook Statement

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

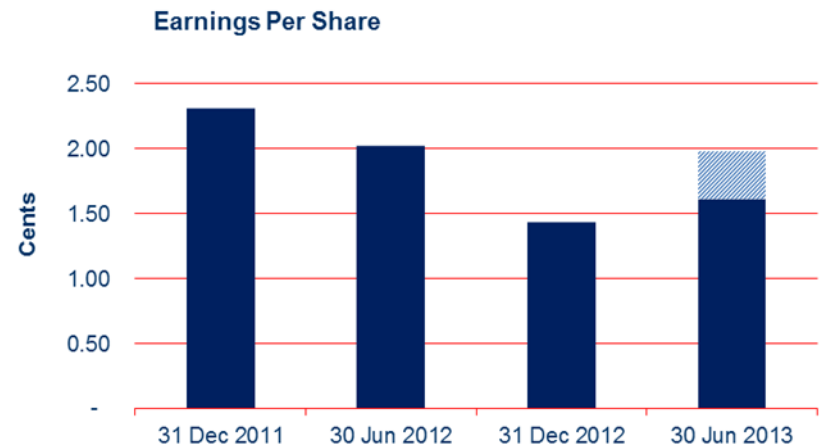
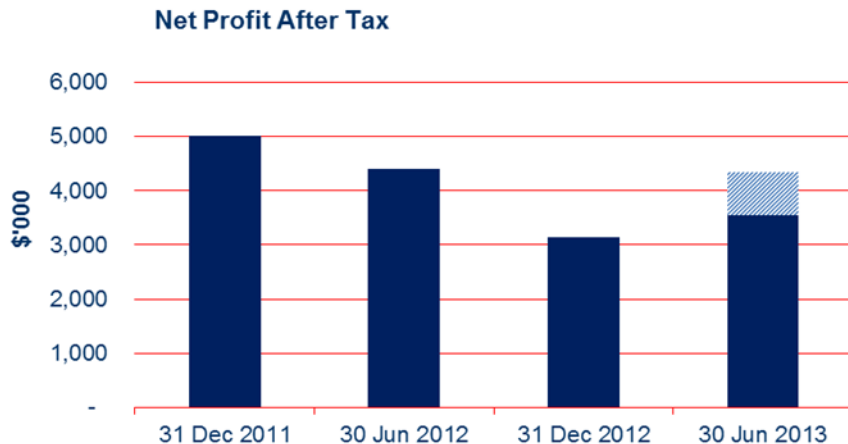
No representation is made as to the accuracy or reliability of forecasts or the assumptions on which they are based.

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 should be read in conjunction with the annual report.

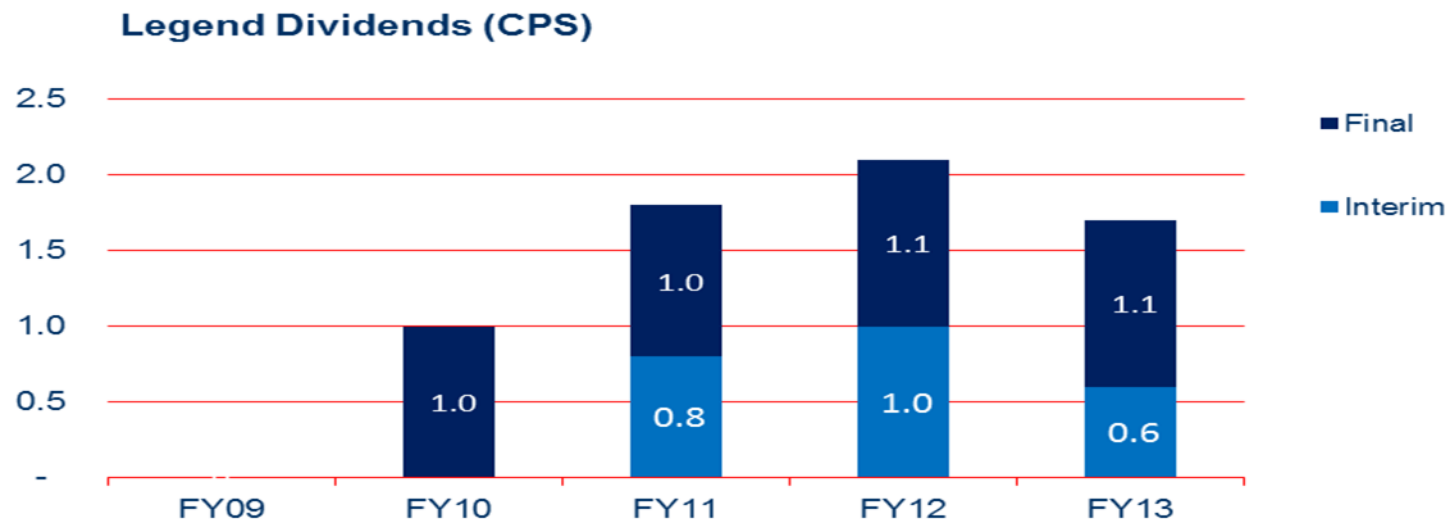
F13 Earnings Return to Growth in Second Half

- FY13 NPAT of \$6.7 million, second half of \$3.5 million or \$4.3 million before significant expenses considered to be of a non-reoccurring nature;
 - A bad debt of \$751,000 from a single customer insolvency and liquidation, and
 - \$377,000 in the write-off of leasehold improvements on the consolidation of Western Australian operations into a single facility due to rapid growth of our business requiring additional space. The overall impact will be to reduce costs in future periods.
- Full year earnings per share of 3.1 cents



F13 Dividends Return to Growth in the Second Half

- Final dividend of 1.1 cents per share paid 25 October 2013 (PCP 1.1 cents per share), set at the upper limit of dividend policy (35-50% NPAT) allowing for the reversal of the non recurring bad debt and relocation expenses.
- Dividends for FY13 of 1.7 cents per share.



FY13 Review

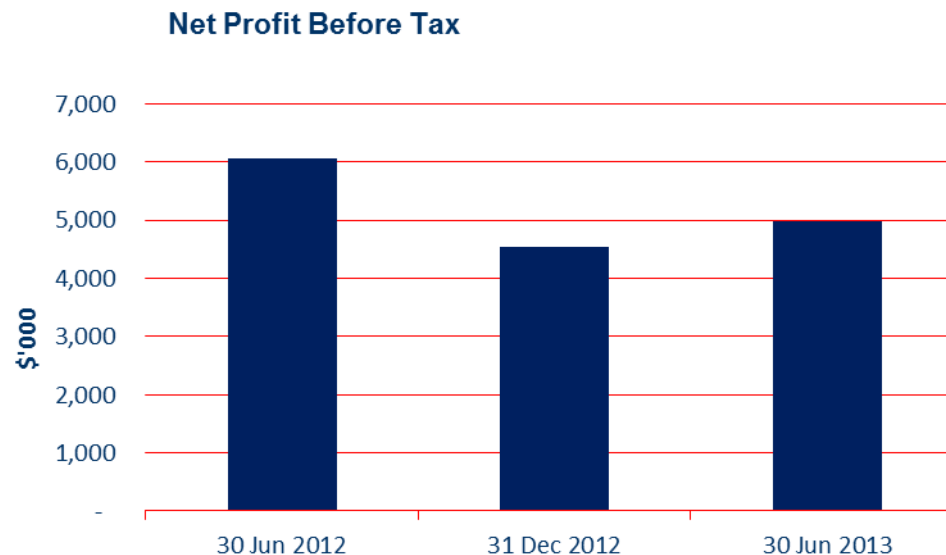
- Having invested in growth at the commencement of the financial year, unexpected impacts on demand were occasioned by reduced mining activity particularly in northern NSW and throughout QLD, reduced activity levels in NSW and QLD power utilities, and a further decline in dwelling construction.
- Management moved to decrease costs and increase sales in the second half of the year. Expense reductions resulted in a 7% half-on-half saving, whilst new products and the acquisition of selected assets of Ecco Pacific delivered revenue growth in the second half.
- The Group's balance sheet remains strong with Net Tangible Asset growth of 18%, while net debt remains at modest levels circa 1.1 times EBITDA.

FY13 Operational Highlights

- Expansion of operations in New Zealand through the acquisition of Ecco Pacific Limited in October 2012. Ecco provided a dedicated sales force focused on electrical wholesale and power utilities, delivering four times the sales volume in New Zealand in the second half of FY13 compared with the Group's prior corresponding period sales.
- Consolidation of warehousing and office facilities in Western Australia into a much larger facility due to rapid growth, improving product availability and cost savings in future periods.
- Appointment of two experienced General Managers of sales active in Electrical and Power divisions.
- Strengthening of the Power sales team providing a national presence dealing with power utilities and infrastructure project managers.
- Completion of a major business systems upgrade to bring all businesses under a single ERP systems enabling real-time reporting on all aspects of the business.
- Introduction of 6P Green Program to improve reporting and monitoring of the Group's environmental impacts.

FY14 Outlook – 1st Half

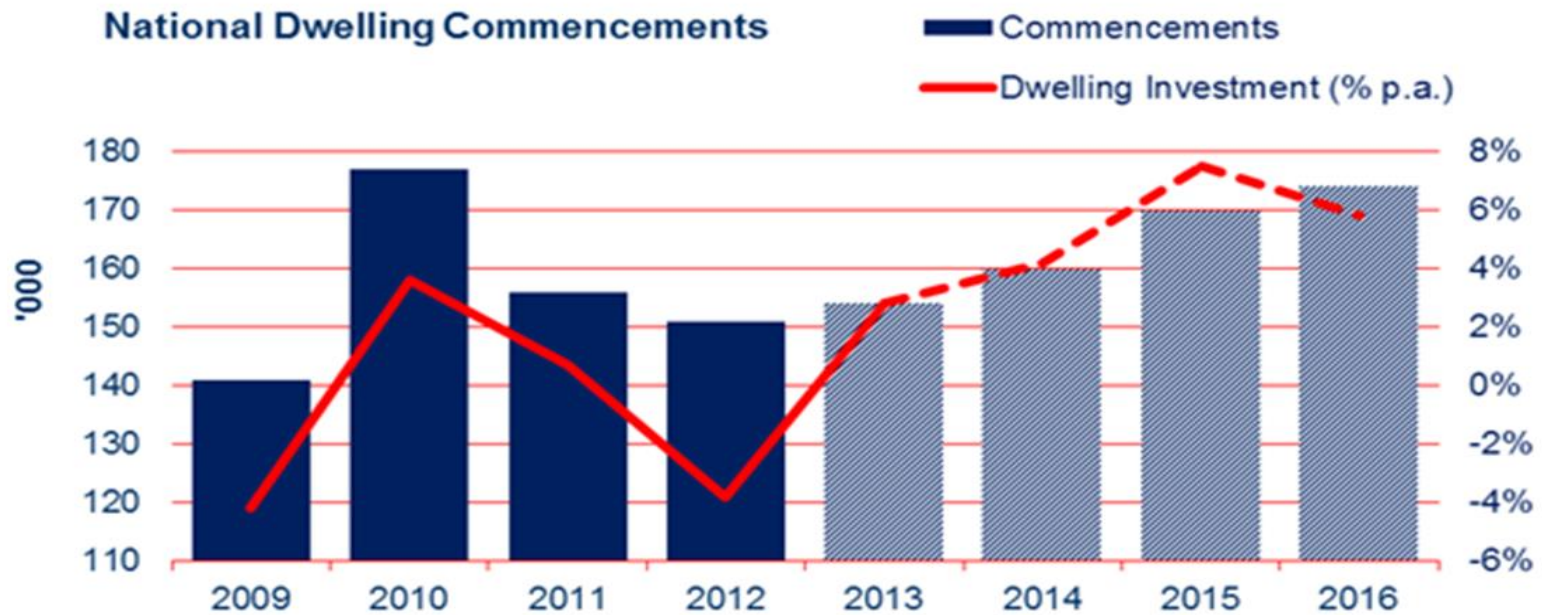
- The unaudited Net Profit Before Tax (NPBT) of \$3.74 million for the 4 months to 31 October 2013 is 17% higher than the prior corresponding period.
- Please note that directors are expecting a one off charge of \$235,000 to the tax expense relating to the discontinuance of certain international operations.



FY14 Outlook

- Positive demand in local markets experienced through July and the first half of August softened prior to the Federal election. September remained subdued with a modest recovery in October.
- Dwelling construction activity remains weak however numerous sources suggest an upside in the new calendar year.

ANZ Commencement Data



FY14 Outlook

- A strong opening to the year sees NPBT at end October 17% up on the prior corresponding period.
- Legend remains well resourced and well positioned for the forecast upturn in construction activity.
- The Group's balance sheet is strong with net debt of approximately \$15 million and interest cover of almost 13 times.
- We continue to focus both organic business development and appropriate acquisitions.
- A further update will be provided with the Group's half year result in February 2014.



Thank you

The Legend Corporation logo consists of a solid red square. Inside the square, the word "LEGEND" is written in a large, bold, white, sans-serif font. Below "LEGEND", the word "CORPORATION" is written in a smaller, white, sans-serif font.

LEGEND
CORPORATION

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