

18th October 2004 Australian Stock Exchange Limited Company Announcements Exchange Plaza Level 8, 2 The Esplanade Perth WA 6000

Dear Sirs,



## **UPDATE ON LEGEND'S ASIAN EXPANSION**

Adelaide, South Australia – (October 18, 2004): Legend is pleased to announce that the Company's expansion of its global distribution network continues with the opening of the Company's Asian regional head office located in Singapore.

Legend opened a Hong Kong office in January 2003 and a Bangkok office in February 2004. Both offices have exceeded their budgeted sales targets since establishment. The Singapore office will serve as a hub for export sales, provide management support to regional sales offices and operate as a centre for planning further expansion in the Asian region.

Executive Director, Mr Simon Forth, has relocated from Perth to manage the Singapore office and to ensure the successful execution of the expansion plan and to further develop strategic opportunities for the organisation.

The new sales and management office is in line with Legend's business model, that of focusing on the replication of the Company's proven strategy of installing its own distribution channel infrastructure to promote the sale of goods manufactured by Legend and the complimentarily distributed product lines.

The demand for Legend's products remains strong with the global demand for computer products forecast to continue to show positive growth. Legend remains confident of achieving the Company's forecasts of \$4.3m net profit after tax for the 2004/2005 financial year. Sales revenue in the Asian region was \$31m (25% of total revenue) during the year ended 30 June 2004 and the Company is forecasting revenue from the Asian region to contribute 32% of the total forecast revenue of \$169.8m.

Commenting on the continued expansion in the Asian region, Legend's Chief Executive Officer, Mr Bradley Dowe said: "Our long history of sales in the Asian region enables us to effectively distribute into this burgeoning market and to identify market opportunities and quickly take advantage of them by opening local sales offices. Legend continues to see strong demand for its products in the Asian region and with the opening of the regional head office in Singapore, combined with our established and successful sales offices in Hong Kong and Thailand, we are well positioned to take full advantage of sales opportunities."

## **More about Legend**

Legend is a leading Australian electronics engineering and manufacturing company that designs, manufactures and distributes memory based products including memory modules and related computer components. Legend is globally competitive with operations extending throughout Australia, New Zealand, South Africa, Asia and Europe. Legend was established in 1989 and commenced manufacture operations in 1993. LEGEND has manufacturing facilities in Adelaide, South Australia and Johannesburg, South Africa. Legend has a broad range of clients from key global clients including Dell, Hewlett Packard, Acer and NEC to major Australian based computer assemblers including IPEX, ASI and Optima through to major merchandising chains such as Harvey Norman, Dick Smith Electronics, Kmart and Myer.

**Best Regards** 

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