



2 April 2015

HAL DATA SERVICES PTY LIMITED LEASE ORIGATION RESULTS FOR 9 MONTHS TO 31 MARCH 2015

Hal Data Services Pty Limited ("**HDS**") has advised that the origination value, at original equipment cost ("**OEC**"), of new lease business for the 9 months to 31 March 2015 was \$19.5 million.

The growth in volume of new business has been consistent since HDS returned to origination in FY 2013:

- FY 2013 lease origination at OEC: \$7.3 million
- FY 2014 lease origination at OEC: \$12.0 million

The continued growth of the leasing business is primarily due to:

- Employment of new sales professionals by HDS
- Development of multiple channels to market; being direct, vendor and broker; and
- Growth and development of five key funding sources to cover a wide range of customer types and underlying equipment.

The development of the leasing business remains a priority for the Armidale Investment Corporation Limited ("**AIK**") Board.

As previously advised, whilst AIK is currently working on due diligence for a potential acquisition, funding raised from the current Rights Issue and Placement can be deployed into lease origination, and realised as cash again prior to any acquisition settlement.

For further information please contact:

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