

February 2016

## Investor Overview

- We continue to build on the strong growth experienced in FY15
- Our growth in 1H16 is the result of winning new business across all areas. Significant opportunities exist to win further business from the Federal Government and private sectors
- The market has stabilised and HiTech is well positioned to benefit from any growth in the Australian recruitment market and the economy in general
- Long term trends toward growing demand for skilled ICT professionals, large scale IT transformation projects and increased use of contract staff in ICT is beneficial to HiTech
- HiTech's growth is predominantly the result of growing contracting income providing a source of stable, recurring revenue
- Focus is on profitable returns for shareholders through winning new business
- Well positioned to continue to grow revenues and profits in FY16

## About HiTech

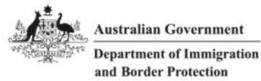
- HiTech is a specialist recruitment and consulting firm operating primarily in Information and Communications Technology (ICT) as well as Office Support, Finance and Sales & Marketing
- Operating for 23 years with a proven business model and multiple 'preferred supplier' agreements with some of Australia's largest organisations
- Listed in April, 2000
- 31m shares. Board and management own ~65%.

### 1H16 Results

- Revenue of \$8.17m (up 27%) and Gross Profit of \$1.58m (up 25%)
- EBIT of \$987k (up 199%). NPAT increased to \$695k (up 295%)
- Contracting income grew 27% and permanent placement income grew 89% over pcp. Our growth continues to be predominantly the result of growing contracting income.
- \$3.36m cash at 31 Dec 2015. No debt.
- NTA of 14c

# Sample Clients

#### Sage MicrOpay























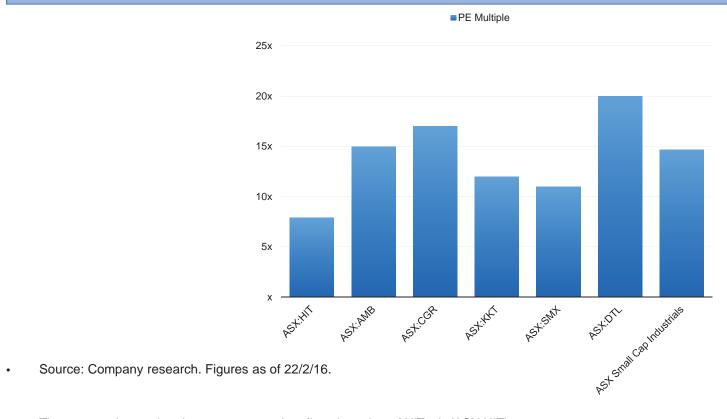
# Investments

- Investments in ASX-listed securities (all ASX200) have hidden the underlying profitability of the core business in prior years
- HiTech is focused on optimising growth and profitability of the core ICT Recruitment business and delivering strong returns to shareholders. We have no intention of making any further investments
- The change of value for investments held on our books was
  -\$14k in 1H16
- Cash of \$3.36m and NTA of 14c at 31st December 2015

# Signs of Market Strength

- We are noticing that market conditions continue to improve and we remain well positioned to benefit from this growth
- ICT, the core of HiTech's business, remains resilient with ongoing demand for developers, IT project managers and skilled IT professionals
- HiTech continues to see the trend towards contract staff in ICT
- Increase in large scale IT transformation projects in both private and public sector
- Industry reports suggest hiring intentions are at a four year high in 1H16. ICT and Government jobs remain in strong demand (Source: The Hudson Report - Forward Focus 2016)

# Intent on Improving Returns to Shareholders



- The current share price does not accurately reflect the value of HiTech (ASX:HIT)
- We are intent on improving returns to shareholders through an ongoing focus on growing the core business, improved communications to market and consideration of capital management initiatives as the business grows

# Outlook

- We remain positive on the outlook for HiTech, assuming continued improvement in market conditions
- There is plenty of room for growth as HiTech remains a small player in a very large market with a proven business model and long term relationships with clients in the private and public sectors
- Expanding cash balance allows consideration of capital management initiatives intended to improve returns to shareholders
- Expectation is for growing revenue and profit results in FY16