



HiTech Personnel

Excellence in Recruitment & Consulting

September 2015

Investor Overview

- Strong growth in FY15
- The market is showing signs of improvement and the outlook remains positive
- 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
- Intent on improving returns to shareholders
- Well positioned to grow revenues and profits into 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 22+ years with a proven business model and multiple 'preferred supplier' agreements with some of Australia's largest organisations
- Listed on 17 April, 2000
- 31m shares. Board and management own >65%.

FY15 Results

- Revenue of \$15.1m (up 88%) and Gross Profit of \$3.2m (up 163%)
- Operating PBT (ex Investments) of \$2.1m (up 1800%)
- Permanent placement revenue up 17%, contracting revenue up 89%
- \$1.8m cash at 30 June 2015. No debt.
- NTA of 12c
- Well positioned to benefit from improving market conditions. Working towards winning new business, increasing profit and ensuring operating costs are kept to a minimum.

HiTech Client Base (partial)

Sage MicrOpay



Sydney
WATER



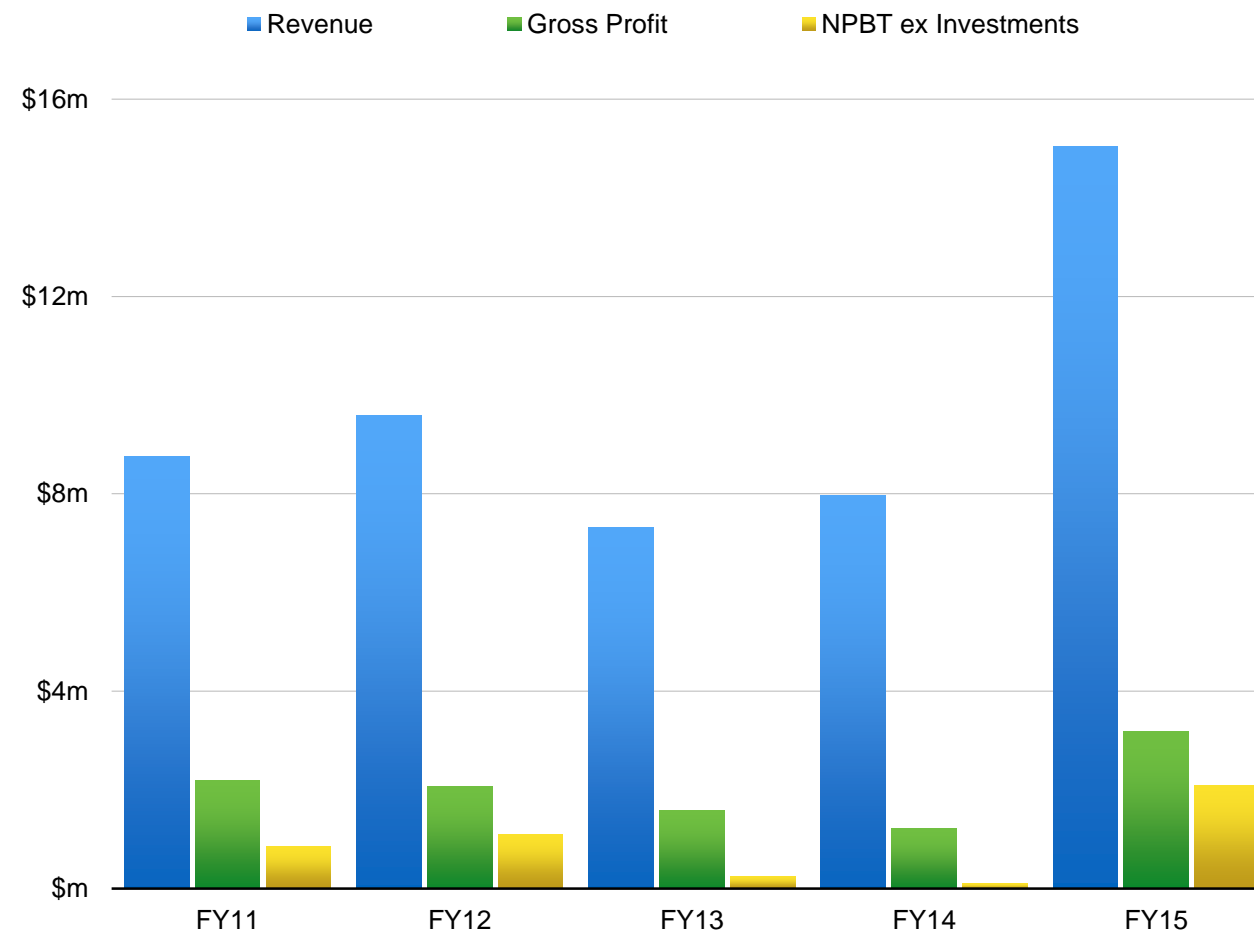
Approved Supplier
Prequalification Scheme:
Contingent Workforce
05/03/2013 - 01/03/2018



SUNGARD



Historical Performance

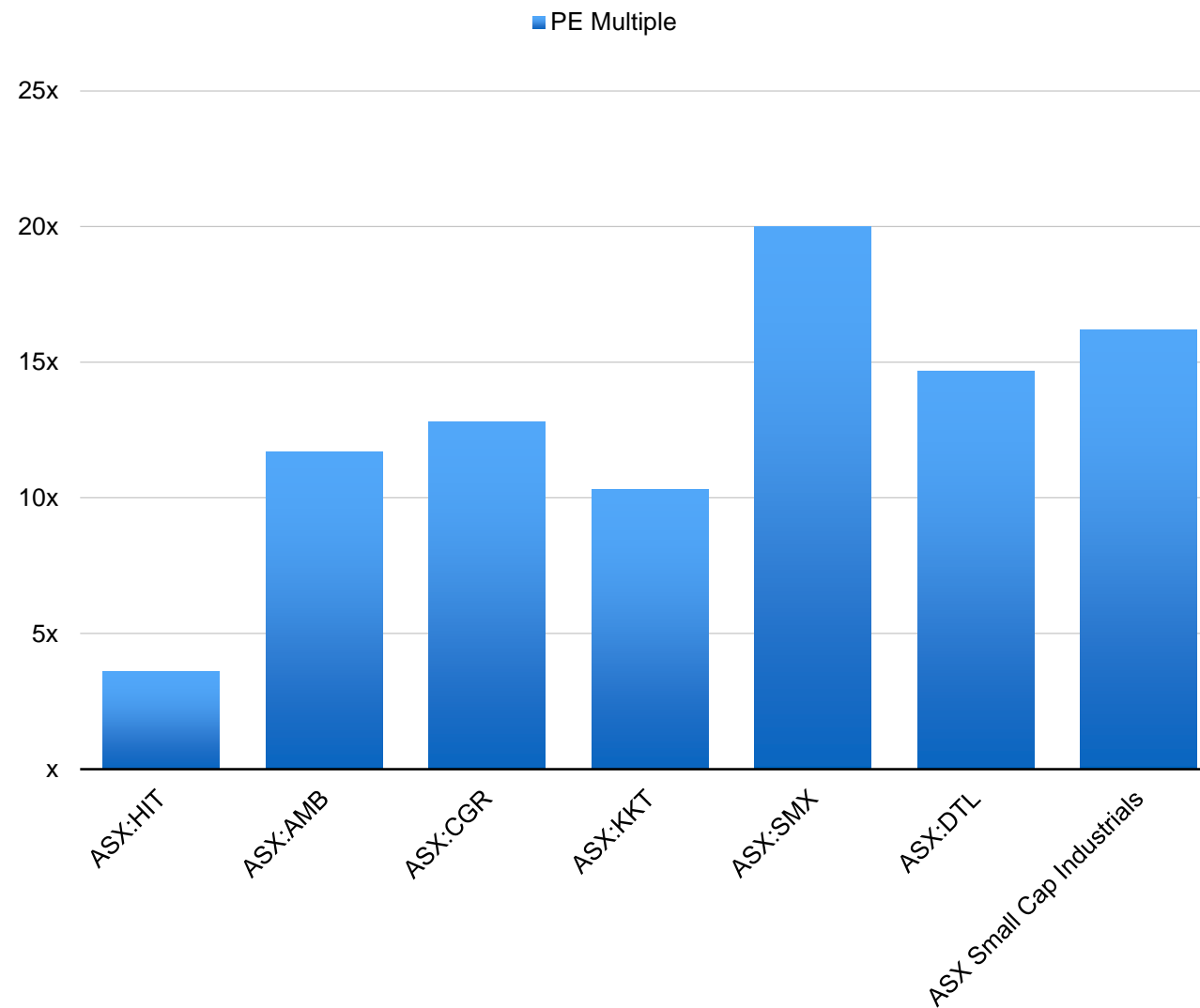


- We have remained consistently profitable despite difficult market conditions
- Market has been volatile in recent years but we are seeing signs of improvement
- FY15 results show that HiTech is well positioned to benefit from any sustained market improvement

Investments

- Investments in ASX-listed securities (all ASX200) have hidden the underlying profitability of the core business in recent years
- We are focused on growing the core business and have no intention of making further investments
- HiTech remains in a strong net cash position with no debt
- \$1.8m cash and NTA of 12c at 30 June 2015

Intent on Improving Returns to Shareholders



- Source: Company research
- 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

Signs of Improving Market Conditions

- We are noticing improving market conditions, reflected in a very strong 2H15 and full year result
- 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 expectations for ICT, Office Support and Sales and Marketing in 3Q15 remain well above the market average (Source: Hudson - Australian Hiring Expectations Report 3Q15)

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