

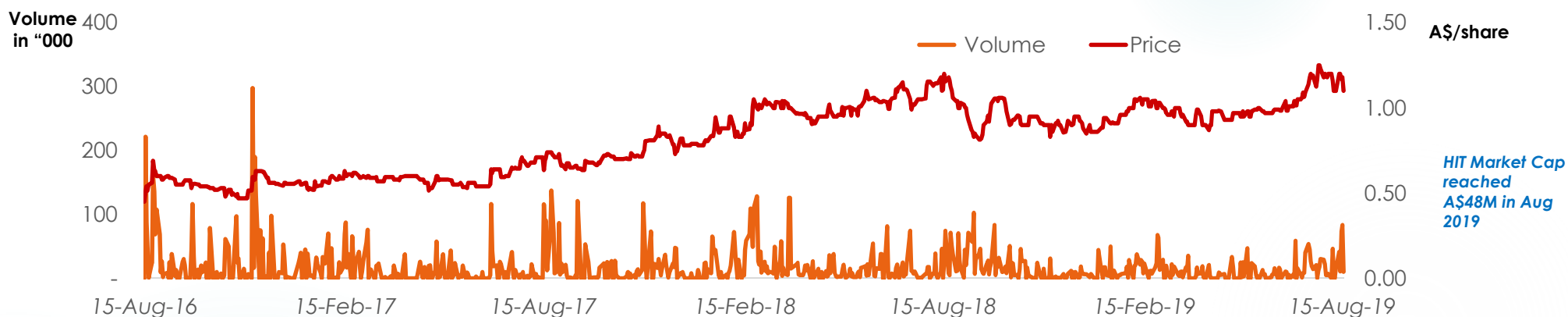


Presentation – Full Year FY2019 Results
(ASX Code: HIT)

20 AUGUST 2019



Consistent track record of revenue and earnings growth



Ray Hazouri

Qualifications: BA (Sydney University), DipEd.

Experience: Founded HiTech in 1993 and has over 29 years' experience in the IT industry. Prior to establishing HiTech, Ray worked in a number of capacities in the information technology industry ranging from management positions, technical IT consulting roles including systems analysis/programming, project management and sales roles. Ray worked and consulted for a broad range of employers in the private, multinational, SME, and public sectors.

Executive Director & Chairman

Elias Hazouri

Qualifications: B Sc, MBA

Experience: Over 29 years' experience in IT and banking. Elias was previously a director of HiTech from 1993-March 2000. Elias's knowledge of HiTech's business is extensive. Throughout his career, Elias has been integral to the development of many IT systems and IT support departments. He has held roles ranging from programmer to technology support head. Elias is a key resource and knowledge base to the HiTech account managers and is jointly responsible for generating new business. Elias has advised on business strategy, both from a financial and operational perspective, since the inception of HiTech in 1993. Elias is employed in the capacity of Chief Executive Officer.

Executive Director & CEO

George Shad

Qualifications: Solicitor

Experience: Appointed to the Board on 30 July 2003. Principal of Shad Partners Solicitors with thirty years' experience as a lawyer specialising in commercial and conveyancing work. George is a panel solicitor for a number of major banks and his expertise and contacts in the corporate sector will assist HiTech in furthering its client base.

Non-executive Director

| HIT's Market Capitalisation | A\$ |
|--|--------------------------|
| Closing price as of 19/08/19 | \$1.10/share |
| 52-week high | \$1.25/share |
| 52-week low | \$0.76/share |
| Ordinary shares on issue | 38.05m |
| Options outstanding | 4.0m |
| Equity market capitalisation | \$41.86m |
| Plus: net debt as of 30 June 2019 | \$(5.9m) |
| Enterprise value | \$35.96m |
| Substantial shareholding as at 19-Aug-19 | % of total voting rights |
| R. Hazouri – 17.76 million shares | 46.68% |
| E. Hazouri – 6.83 million shares | 17.94% |
| S. Hazouri – 1.98 million shares | 5.20% |

HiTech overview

- HiTech Group Australia Limited is a specialist provider of **recruitment and ICT (Information and Communication Technology) consulting services**
- Established in 1993 - Listed on the ASX in 2000
- HiTech generates the majority of its revenue from ICT contracting and consulting, meaning revenue is almost **entirely recurring**
- Revenue is underpinned by a **long term, blue chip** customer base across Government and the Private Sector
- HiTech independently ranked #207 by **Financial Times** as one of the high-growth companies in Asia Pacific 2018, **Top 40 in Australia***
- Business conditions remain favourable in the ICT sector supported by Government spending programs, the digital transformation era and jobs growth from technology disruption within traditional industries



* Source: FT 1000, High-Growth Companies Asia-Pacific, <https://ig.ft.com/special-reports/ft-1000/asia-pacific/2018/>

Australian ICT industry - core future themes

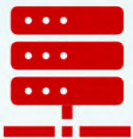
- “Technology suppliers must enable organisations to execute on their enterprise-wide digital strategies”
- “End users will look to IT services providers for consultation on next-generation technologies. They will seek assistance in using these technologies to create new offerings, business models, and relationships.”
- There will be core transformations in the near to medium term across:



IT infrastructure architecture (e.g. hybrid cloud, cloud layers, cloud distribution and cloud location)



Security and cybersecurity – to take on greater importance and focus for all types of businesses



Continuation of the digital transformation thematic



ICT Digital professionals to meet all these advancements

Key Investment Considerations

HiTech is in a strong and unique position as a key beneficiary of the high demand for skilled technologists and ICT services in Australia



Stable & experienced leadership team



Fast growing technology market in Australia



Changing towards contingent workforce



Robust financials and growth potential



Long term and diversified client base



Immune to disruptive technology

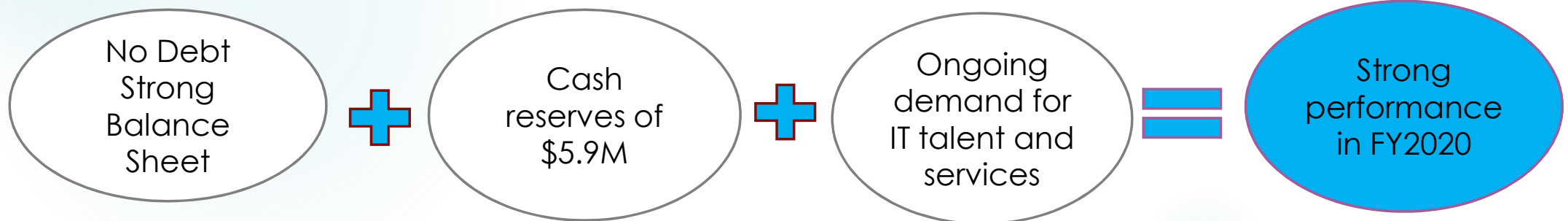
Investment highlights – Investor proposition

Dividends

- 4 cents per share final fully franked dividend declared for 2H FY2019, payable on 12 September 2019, bringing total dividends for the last 12 months to **8 cents per share fully franked**
- Annualised **gross dividend yield of over 10.4%** at the current share price of \$1.10*
- Current intention to maintain dividends. We have ample cash reserves

Record Growth

- FY2019 was **a 5th consecutive record year** of Revenue, EBITDA and NPAT
- FY2019 growth of **15%** in Revenue, **10%** in EBITDA and **13%** in NPAT versus pcp
- Growth is fueled and underpinned by a long term, blue chip client base and continued strong demand from multi-year supplier agreements with high profile Government departments
- Organic growth is forecast to continue with strong technology industry fundamentals in Australia



* Share price as at 19 August 2019

A simple 2 Tier growth strategy

Organic Growth

- On-boarding of new clients
- Enhance the service offering provided to existing clients by providing a broader suite of ICT consulting and recruitment solutions in addition to base contracting agreements
- Expand the company's ICT offering into high margin consulting and service space (Cloud, Security) in line with client objectives

M&A Growth

- Pursue acquisitions in a highly fragmented market that satisfy the following criteria:
 - Fit the industry and company culture of HiTech
 - EPS and CFPS accretive
 - Deliver positive returns to shareholders
- Several potential targets being considered
- The Board is committed to act in the best interests of all shareholders employing a **disciplined M&A growth strategy** that will benefit HiTech and its broader stakeholders over the long term

HiTech's client focus aims to meet evolving needs across...



Talent acquisition



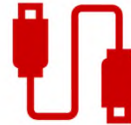
Managed service provider



Security and cybersecurity



Cloud services



Digital transformation



Internet of Things



Apps



Networks



Big data & analytics



Transformative technology



PC and components



Storage



Data centres



Procurement



Software



Mobile solutions

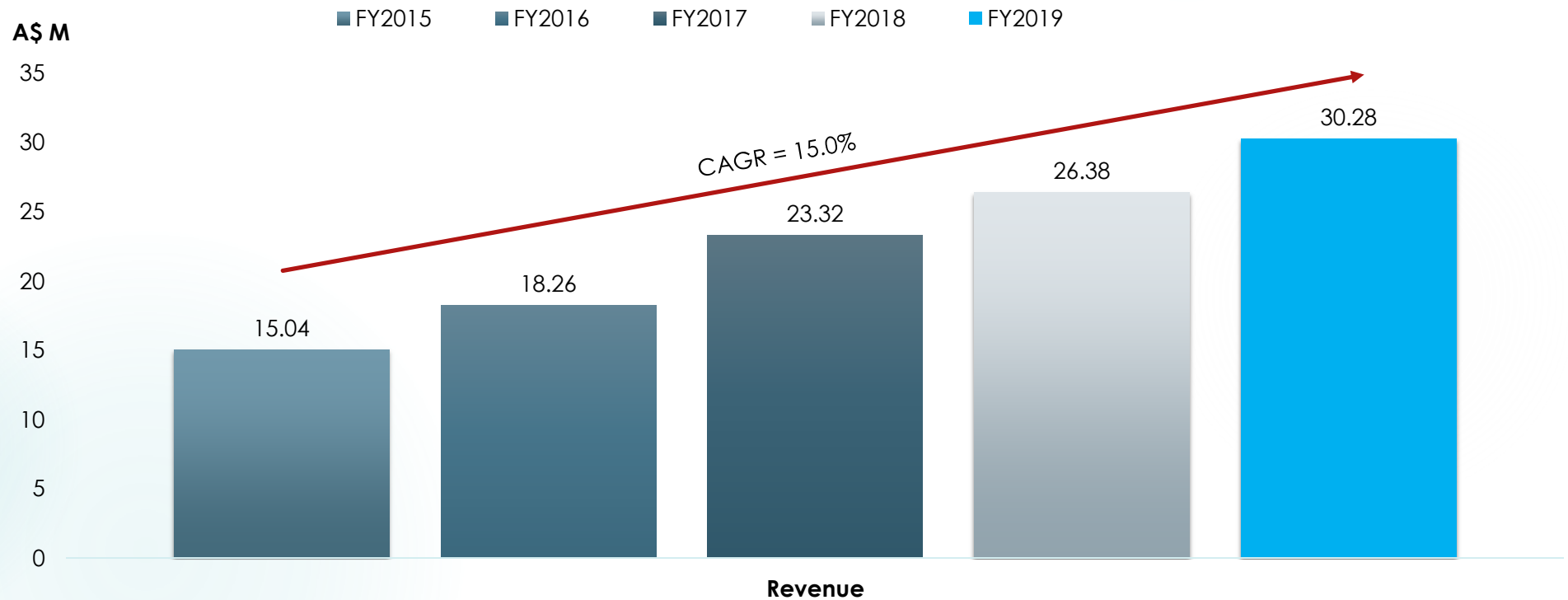


AI & machine learning



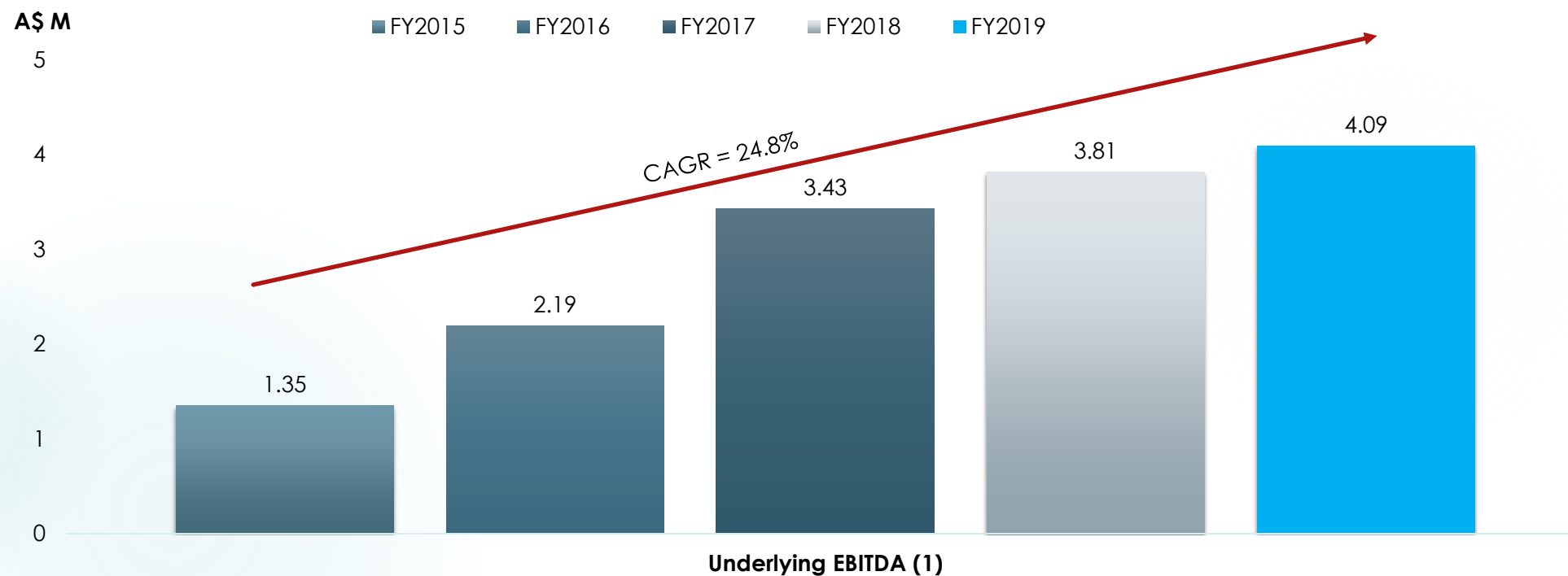
Telecommunications

HiTech FY2019 results highlights - Revenue



- FY2019 Revenue up **15%** due to winning new business and stronger contracting numbers
- FY2019 is the company's **5th** consecutive **year of double digit growth**

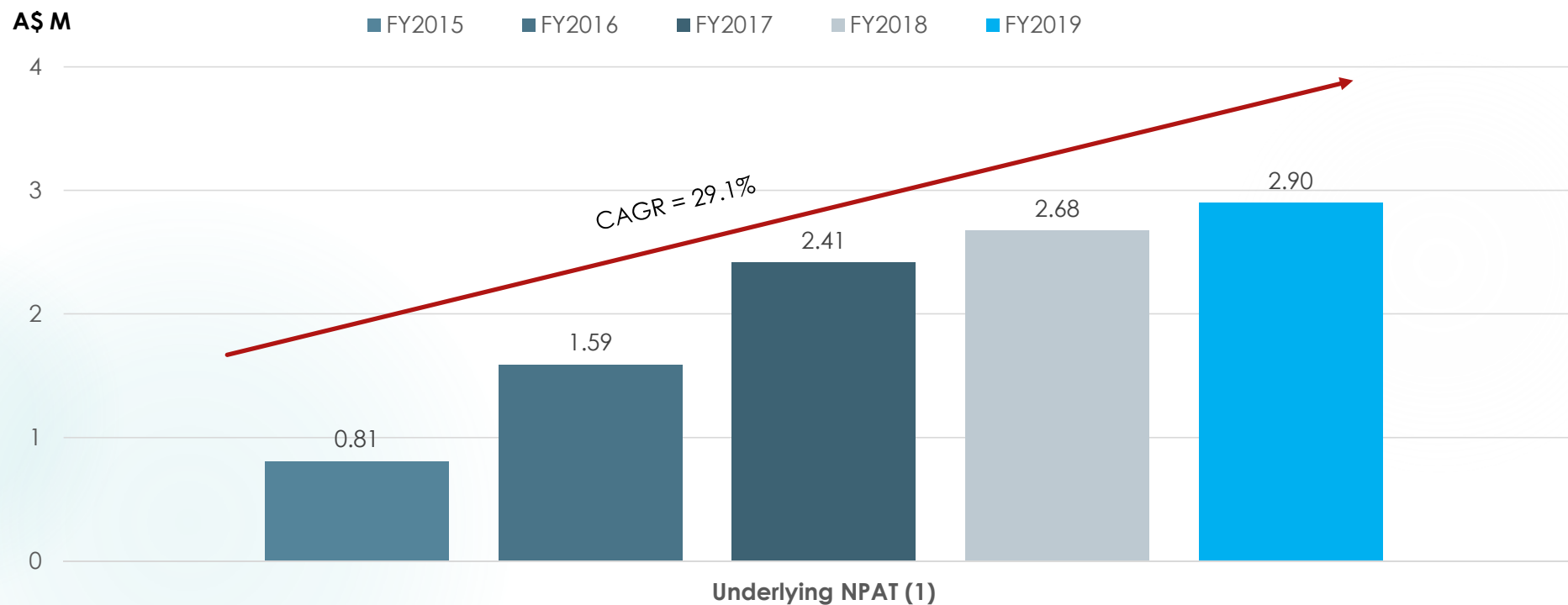
HiTech FY2019 results highlights - EBITDA



- FY2019 EBITDA grew **10%** over previous year
- FY2019 is the company's **5th** consecutive **year of double digit EBITDA growth**

⁽¹⁾ Underlying EBITDA includes various minor adjustments for one-off, non-reoccurring items

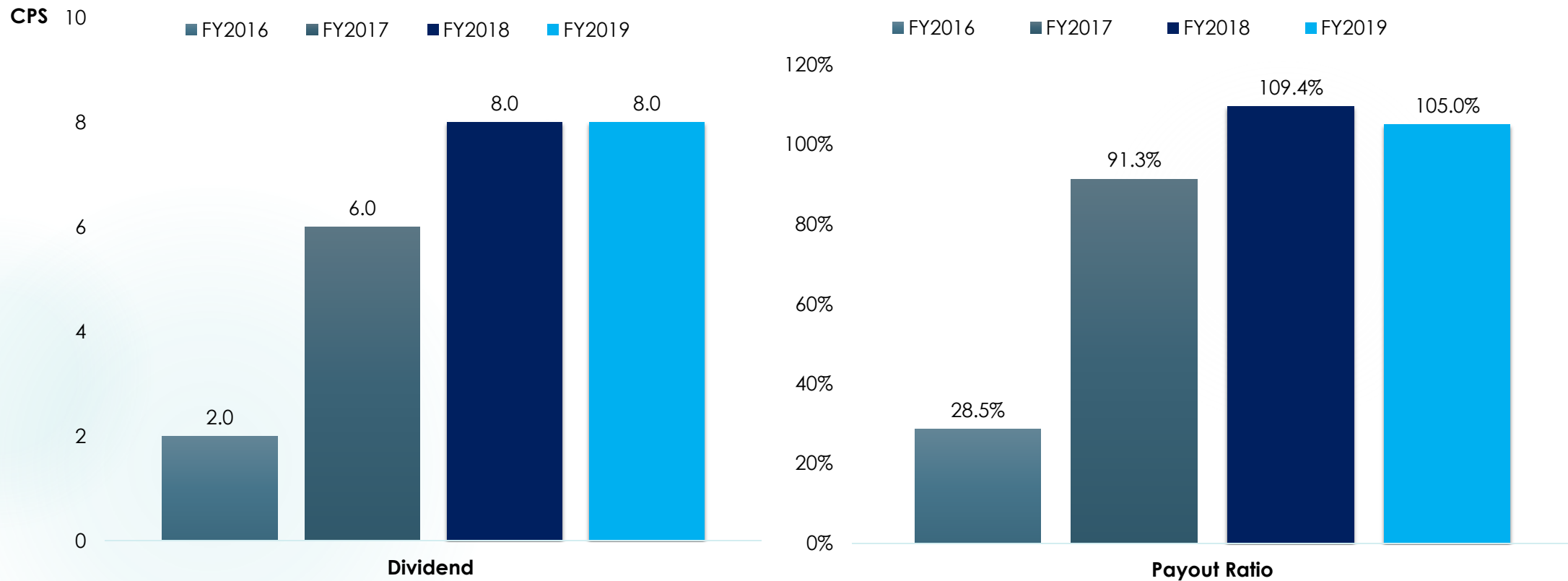
HiTech FY2019 results highlights - NPAT



- FY2019 NPAT increased by an impressive 13% over the FY2018 results
- FY2019 is the company's **5th** consecutive **year of double digit NPAT growth**

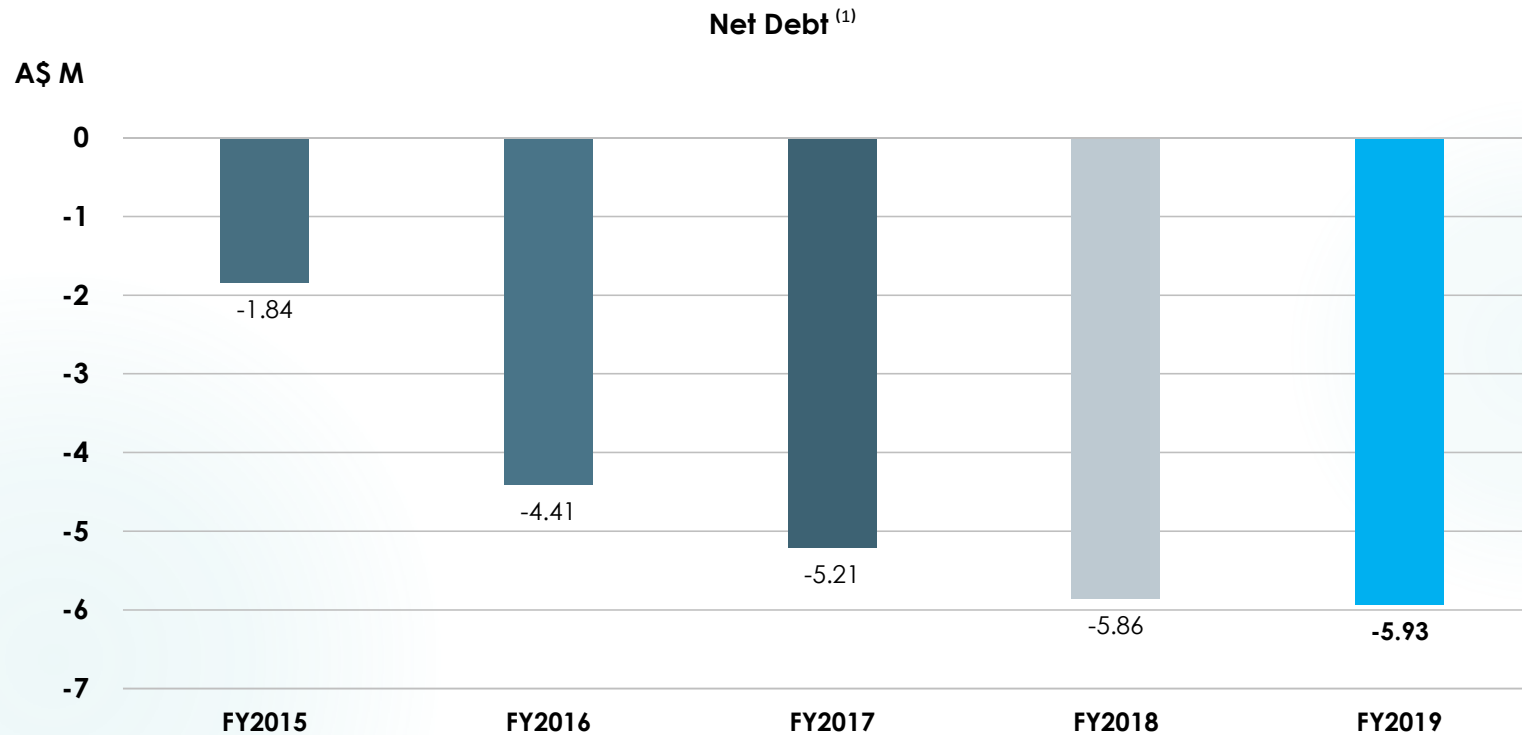
⁽¹⁾ Underlying NPAT includes various minor adjustments for one-off, non-reoccurring items.

HiTech is Building an Impressive Dividend History



- FY2019 full year dividends of 8 cents per share fully franked and strong payout ratio of 105%
- HiTech is building an impressive dividend history with a high payout ratio
- **Current intention to maintain dividends**

Strong Balance Sheet and financial discipline



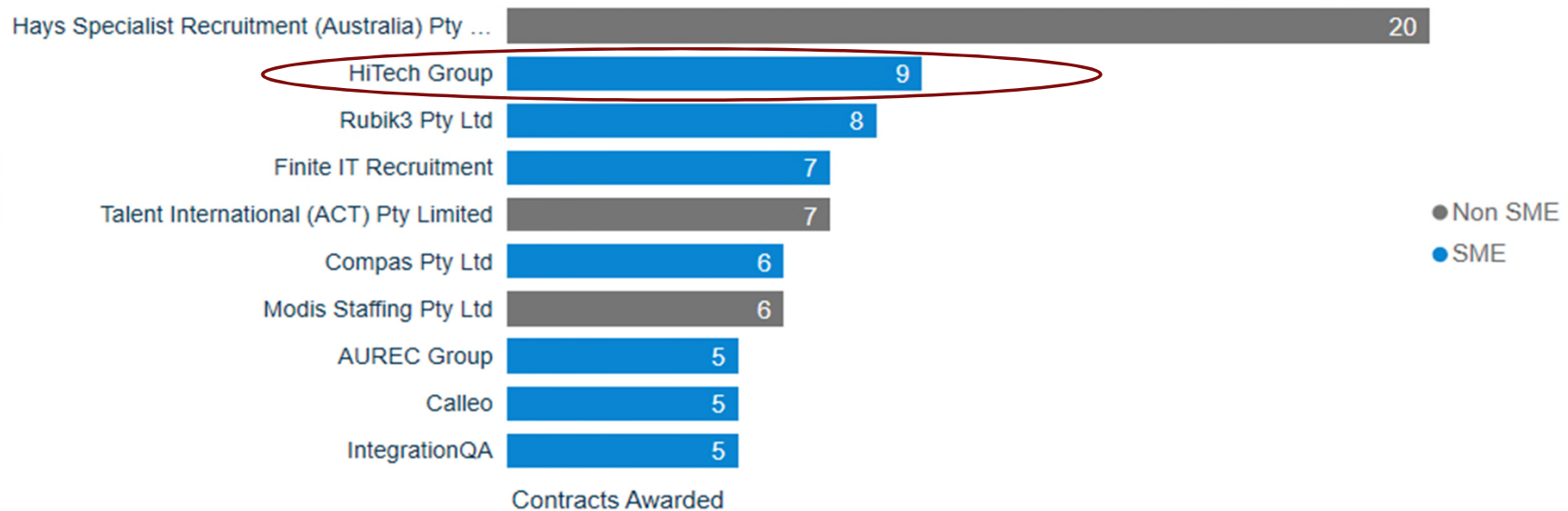
HiTech is a resilient and strong company with a robust balance sheet, **no debt and cash balance of \$5.9M at end of FY2019** which is unique in the industry

⁽¹⁾ Net Debt = Total Debt - Cash & Cash Equivalents.

A winning formula for success

- HiTech works closely with select, identified blue chip client base names on talent acquisition and specialist ICT assignments
- **Consistently in top 3 suppliers from over 1,300 suppliers on the multibillion-dollar Digital Marketplace**

Top sellers awarded contracts this financial year *



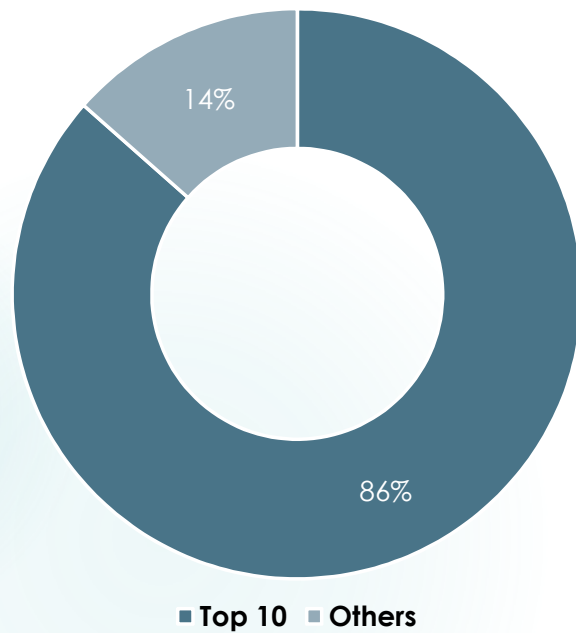
* Source: Digital Transformation Agency, July 2019. Contract information is sourced from Austender. It excludes contracts awarded by entities that don't report through Austender and contracts under \$10,000. Contracts may take up to 42 days to be published.

The HiTech Ethos

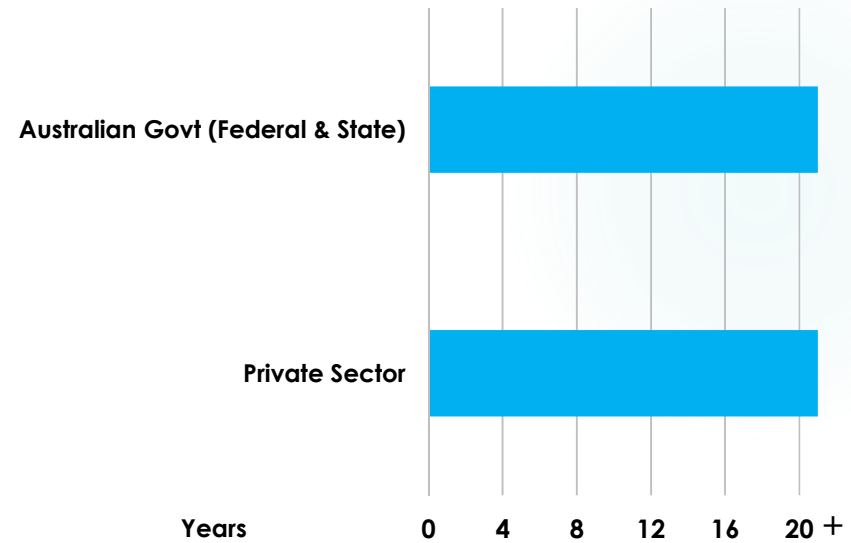
- Management intimately understands the key drivers of recruitment and ICT consulting services for its clients – Over 50 years of combined expertise
- Execute and deliver on time for clients: rewarded with long, established business relationships and recurring revenue stream
- No revenue growth for revenue growth's sake – **Bottom Line Profit Focus**
- Deliberate push into specialised technology consulting and services space as these sectors are exhibiting strong growth
 - ✓ Focused on **winning** lucrative “**Statements of Work**” for discrete ICT projects
 - ✓ **Entrenched alongside our clients** to deliver superior results
 - ✓ Seeking to **broaden client services capability** to cover the critical and most lucrative ICT subsectors
 - ✓ **Retain maximum flexibility** to respond rapidly to evolving technologies and services demanded by clients
- Board and management teams have a uniquely engrained culture of financial discipline across all areas and aspects of the business

HiTech revenue breakdown

FY2019 Revenue Breakdown - Top 10 Clients Concentration



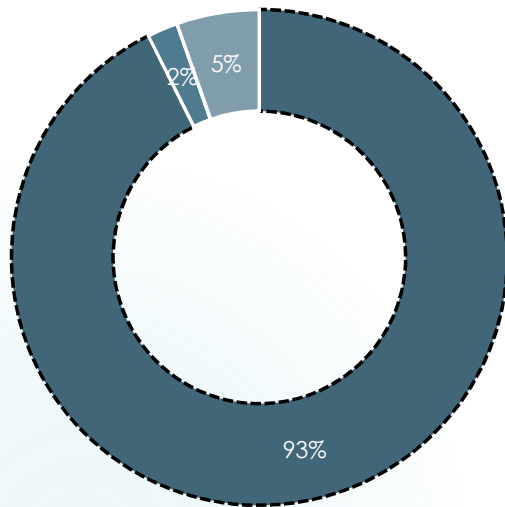
Average History of Service by Client Type



- HiTech has a long history and robust working partnership with its key established clients, predominately in the Government sector

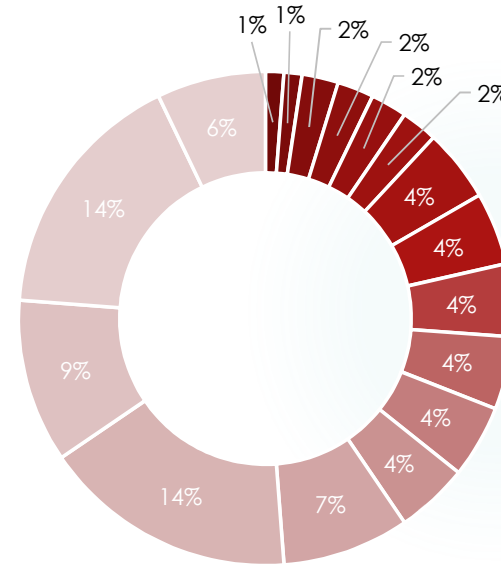
Stable client base – majority are Federal Government clients

FY2019 Revenue Breakdown – Client Type



■ Federal Govt ■ State Govt ■ Private Sector

Further breakdown of FY2019 Federal Govt Revenue



■ Federal Department 1
 ■ Federal Department 3
 ■ Federal Department 5
 ■ Federal Department 7
 ■ Federal Department 9
 ■ Federal Department 11
 ■ Federal Department 13
 ■ Federal Department 2
 ■ Federal Department 4
 ■ Federal Department 6
 ■ Federal Department 8
 ■ Federal Department 10
 ■ Federal Department 12
 ■ Federal Department 14

- HiTech has a diversified blue chip client base with solid revenue base supported by **over 300 active corporate and government clients**, with strong representation by high technology companies, banking and financial services companies as well as **Federal Government departments and agencies**

HiBase - proprietary, predictive database of ICT talent

- **HiBase** is a predictive intelligence tool built by HiTech for sourcing talent
- A comprehensive up to date database of over 360,000 professional candidates for contract or permanent positions
- The HiTech Services team is at the forefront of the digital transformation movement which is a critical priority amongst each of our Federal Govt, State Govt and Private Sector client base
- The HiTech ICT Services team has developed a 'best of breed' project delivery system in line with client needs – we call this **Project Delivery as a Service (PDaaS)** with key characteristics being:
 - A perpetually Fit-For-Purpose Project Delivery Model, managed as a Service;
 - Project Delivery as a Service that offers you access to resources and tools at a flexible and predictable cost, via a fully structured Managed Service, underpinned by KPIs and SLAs;
 - Whether it's Skilled Resource Provision or a fully Managed Service, PDaaS can help client's maximise their project success and improve IT project delivery times; and
 - We offer the ability to have on boarded resources available based on the demand curve of a clients' portfolio.



Overcoming any technology and competitor disruptions

- **HiTech** works at the forefront of specialist ICT services
 - The human element to this work is critical and irreplaceable
 - Human interaction and decision making will not disappear for critical ICT projects and assignments
 - “Automated platforms”, machine learning, AI or “e-Recruiters” focus on high volume/low margin transactional work or simplistic “matching”
 - Know Your Client rule – **HiTech** knows its client needs - built over relationships of 20+ years - and is best able to anticipate and respond to their needs
- **HiTech** has a valuable, underutilised candidate database ripe for monetisation via innovation and cross-selling opportunities
- **HiTech** is open to further advancing and complementing **HiBase** with predictive, machine learning and AI capabilities as the right partnership opportunities or technological advances emerge



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