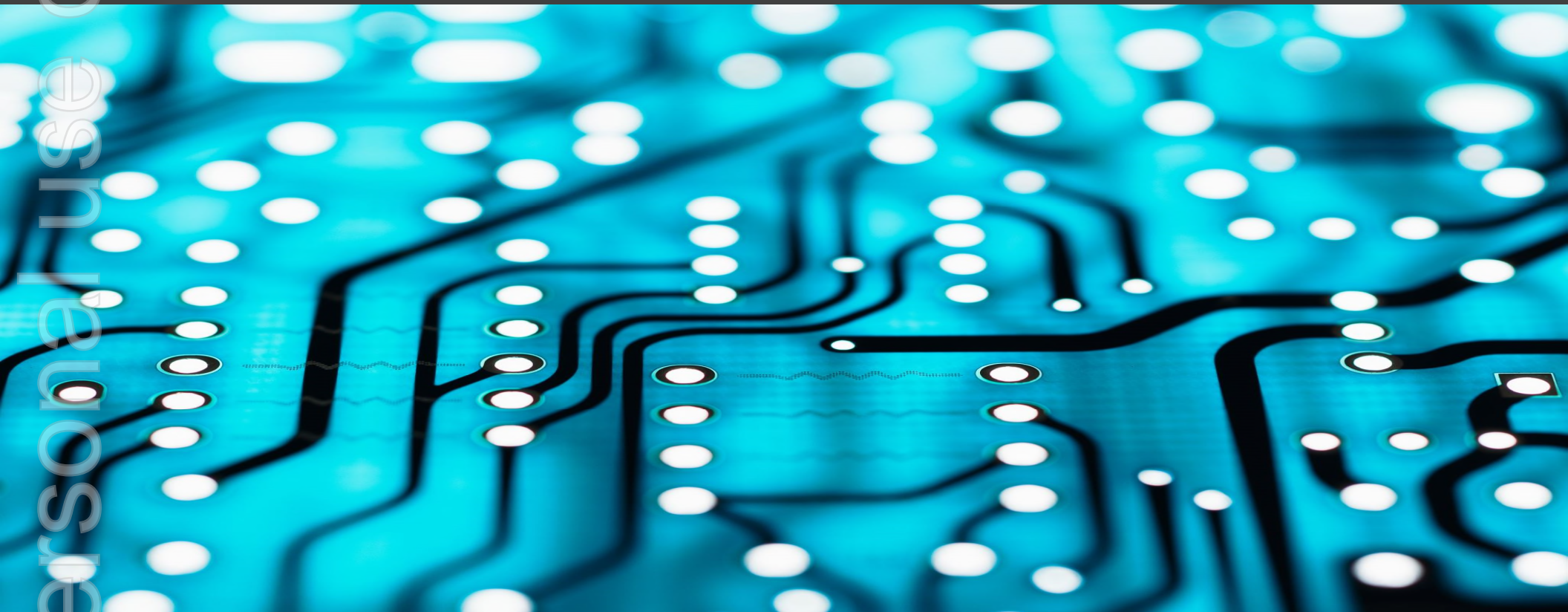




Presentation - Half Year FY2021 Results

(ASX Code: HIT) March 2021



1H FY2021 Highlights – Industry leader in Organic Growth

Record
Double Digit
Growth year on
year

- 1HFY21 was a **7th consecutive record half year** of Revenue +19%, EBITDA +9% and NPAT +17%
- Growth is fueled and underpinned by a long term, blue chip client base and continued strong demand predominantly from multi-year supplier agreements with high profile Government departments
- Organic growth is forecast to continue with strong digital technology industry fundamentals in Australia

Record
Dividends

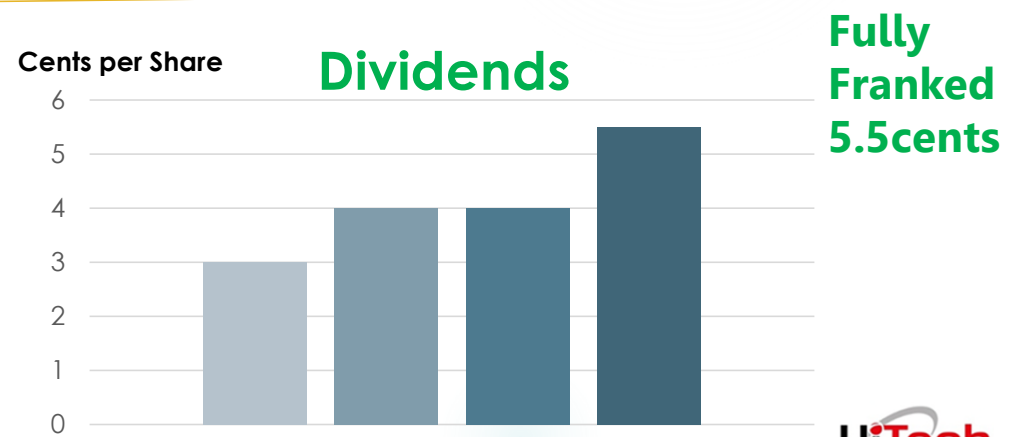
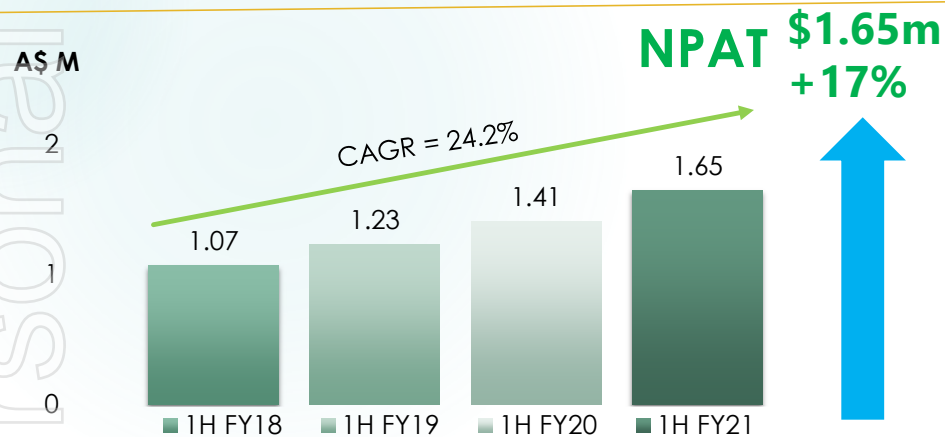
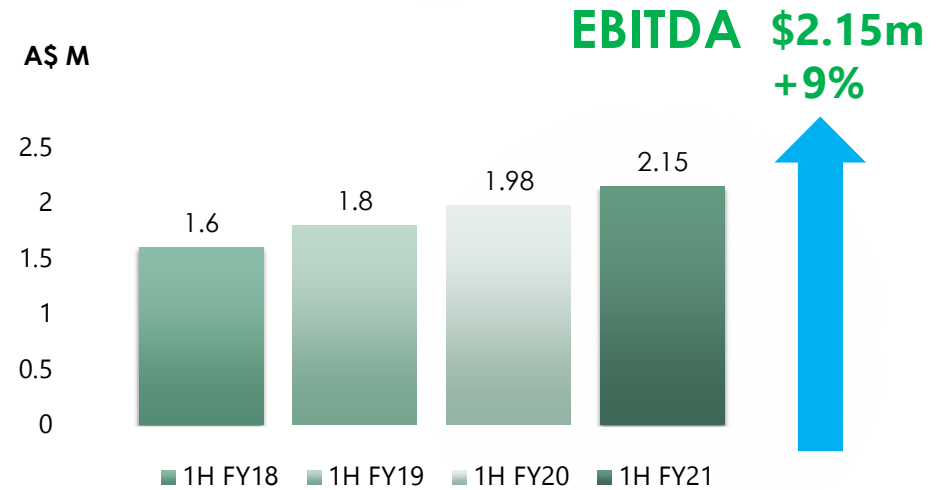
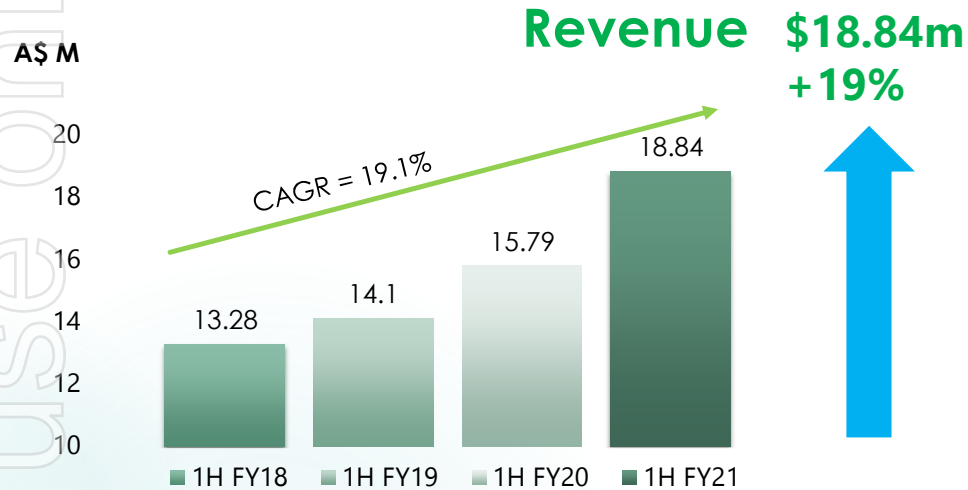
Second
Special
Dividend

- **4 cents per share interim** fully franked dividend PLUS **1.5 cents special dividend** declared for 1H FY21, payable on 19 March 2021, bringing total dividends for the last 12 months to **9.5 cents per share fully franked**
- Current intention to maintain dividends
- Ample franking credits for future capital management initiatives

Strong Financial
Position

- **Strong balance sheet with no debt**
- Net cash of ~\$4.9M puts the company in a strong position to fund future growth
- The Board and management team are dedicated to delivering a 7th consecutive full year record performance in FY2021

Focus on Shareholder Returns – 19.1% Compounded Organic Growth



ICT Sector Overview – 29% increase in ICT Workers into 2027

- Deloitte Annual Snapshot of the Australian Digital Economy and the workers required based on demand:
 - A survey of over 1,000 Australians found that 48% of respondents who visited their general practitioner between April and May 2020, did so virtually. Almost two-thirds report they would continue using telehealth services into the future (NBN Co, 2020a)
 - Government agencies and private enterprise have seen an acceleration of digital transformation projects
 - Remote worker numbers surged in 2020 e.g. Westpac transitioned 21,000 employees or 85% of their workforce to home workers
 - Critical infrastructure and government services have been the subject of increasing, opportunistic cybersecurity attacks. The Australian Cyber Security Centre (ACSC) centre received prompt government funding increases in 2020
 - ICT subdivisions generated over \$56 billion in Gross Value Added (GVA) to the Australian economy in 2019 (CIER, 2020)
 - By 2026, global spending on cybersecurity is expected to rise by 86% to US\$270 billion (AustCyber, 2019)
 - The value of the Australian cybersecurity sector is expected to triple by 2026 to AU\$6 billion, creating an additional 18,000 jobs (AustCyber, 2019)

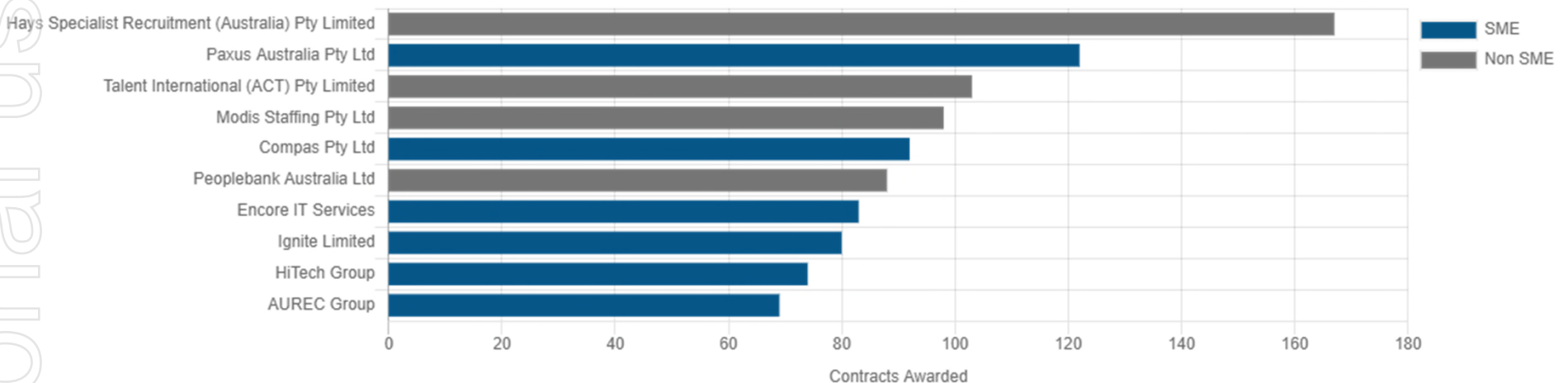
By 2027, Deloitte forecast that there will be **over one million technology workers in Australia (+29%)** up from the 772,175 workers recorded in 2019

This represents a significant growth opportunity for the HiTech Group to expand revenues and profits

Source: ACS Australia's Digital Pulse | Unlocking the potential of Australia's technology workforce

Sector Leaders Group– Top 10 ranking in Government Digital Marketplace

- HiTech works closely with select blue chip federal government clients on talent acquisition and specialist ICT assignments
- Working with government and complex enterprises requires significant trust, goodwill and rapport to be developed over a substantial period of time; HiTech has always delivered and is a trusted key partner to its clients
- HiTech is proud to be consistently ranked in the top 10 suppliers from over 3000 suppliers servicing the substantial Digital Marketplace customers



(1) Source: Digital Transformation Agency Insights, November 2020

HiTech Value Proposition– 50+ years of combined industry expertise

- Management intimately understands the key drivers of contracting 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 streams
- 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

The HiTech Digital Solution Grid– Info Tech and Cloud Tech



HiTech solves the Tech problem

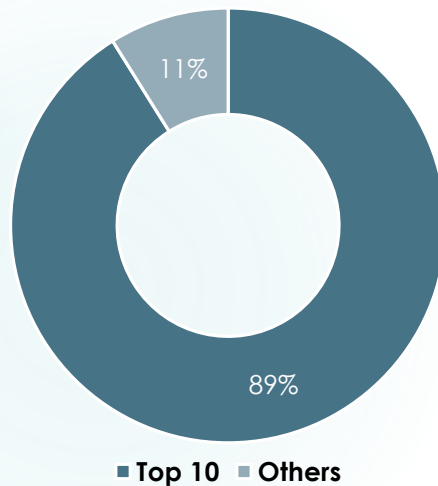


Revenue profile – Federal Government /Private Mix

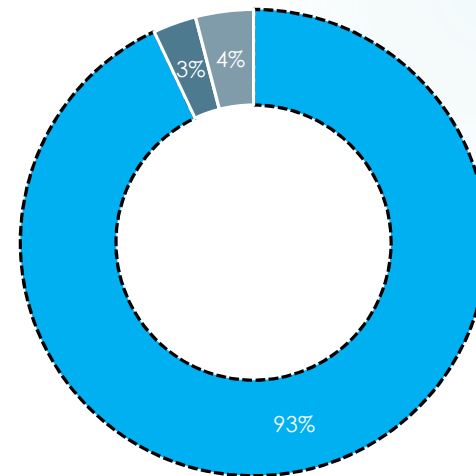
- HiTech has a diversified blue chip client base with a solid revenue stream supported by diverse and active government and corporate talent supply agreements

* Increasing recurring revenue underpinned by growing ICT contracting and services demand *

H1 FY2021 Revenue Breakdown - Top 10 Clients Concentration



H1 FY2021 Revenue Breakdown – Client Type



■ Federal Govt ■ State Govt ■ Private Sector

Future Growth – ORGANIC + Acquisition

HiTech has identified and implemented a two-tier growth strategy focused on leveraging its strong position in ICT contracting and services to win new mandates and customers along with seeking to execute opportunistic and complementary acquisitions

Organic Growth

- Further develop and mine key clients by addressing the ever increasing demand for our services thereby underpinning *recurring revenue*
- Enhance the service offering provided to existing clients by providing a broader suite of ICT consulting solutions in addition to underlying contracting agreements
- Expand the company's ICT offering into high margin consulting and service space (Cloud and Cyber Security) in line with client objectives
- Leverage the Company's substantial proprietary HiBase talent database of over 380,000 candidates to win new mandates

Acquisitions

- Pursue acquisitions in a highly fragmented market that satisfy the following criteria:
 - Market share for scale and accretive in nature
 - Enable cross selling growth
 - Complimentary offering which leverage towards its established blue chip client base
 - Deliver positive returns to shareholders
- 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

HiBase & the HiTech System – Competitive Edge


- **HiBase** is a predictive intelligence tool built by HiTech for sourcing ICT talent
- HiBase is a comprehensive data database of over **380,000 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.

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