

## Hitechpros announces an excellent H1 2007 with accelerated revenue growth

**Revenue up 48%**  
**Net profit up 53%**

Hitechpros, the online IT services marketplace, announces its results for the first half of 2007.\*

### 48% organic growth in first half revenue

	Revenue (€ thousand)		
	2006	2007	↗
Q1	1,393	2,000	44%
Q2	1,478	2,238	51%
H1	2,871	4,238	48%

Hitechpros' revenue surged from €2,871k in H1 2006 to €4,238k in H1 2007, or 48% - a growth rate well above the average over the past four years. The company has hired six new sales agents since January 2007, consistent with the strategy announced during its IPO, and this has helped boost revenue from Hitechpros Staffing (an application that helps IT managers find service providers) by 63% compared with the first half of 2006. Meanwhile, Hitechpros' traditional online marketplace, which brings together IT service providers, consultants, training centres, and software developers, saw continued revenue expansion with a jump of over 20% from the prior year.

### *51% increase in quarterly revenue*

Revenue in the second quarter of 2007 bounded 51% over the same period last year, rising from €1,478k in Q1 2006 to €2,238k in Q2 2007.

### 44% climb in operating profit, in line with higher revenue

	Operating profit (€thousand) and operating margin		
	H1 2006	H1 2007	↗
	566	813	44%
	19.7%	19.2%	

Hitechpros' operating profit reached €813k in H1 2007, a 44% increase from €566k in H1 2006. The company's operating margin exceeded 19%, proving its ability to maintain profitability in the face of large investments like hiring six new employees and moving into new offices to accommodate the larger sales force.

\*These results have undergone a limited review by statutory auditors.

## 53% leap in net profit

<b>Net profit (€thousand) and profit margin</b>		
<i>H1 2006</i>	<i>H1 2007</i>	<b>↗</b>
390	595	53%
13.6%	14%	

Hitechpros' net profit in the first half shot up 53%, from €390k in H1 2006 to €595k in H1 2007. This performance illustrates its capacity to transform top-line revenue growth into a marked pick-up in earnings. The company's net margin rose again in the first half to surpass 14%, thanks to tight management control and consistent productivity gains.

## Buoyant start to fiscal 2007

The company's second half is typically better than its first. Rachid Kbiri Alaoui, Hitechpros Chairman and Chief Executive Officer, comments, "Our revenue has been soaring even faster than we expected. We are fully confident that we will see a nice 2007 and even more revenue increases in 2008." Hitechpros' first half results and healthy financial structure (including a debt-free balance sheet) prove that the company has a sound, unique business model.

## Company ownership

Hitechpros' two founders, Rachid Kbiri Alaoui and Claude Curs, each had a 35% stake in the company immediately after it went public in November 2006. However, Mr. Curs has since reduced his stake to 27% in order to enhance liquidity and allow more public shareholders to invest in the company. Mr. Kbiri Alaoui still has a 35% stake, which means that the float now stands at 38% (vs. 30% previously).

## Interim dividend payment of €0.10

In light of the solid first half results and sanguine outlook for the future, the Hitechpros Board of Directors has approved an interim dividend of €0.10 per share. The company therefore plans to increase its dividend payout ratio for the full year 2007, as it has sufficient free cash flow to finance its operations. The dividend paid for fiscal 2006 was €0.12.

## Financial calendar

22 October 2007: Q3 2007 Revenue

### **About Hitechpros**

Inspired by the success of online forums, Hitechpros has developed an electronic marketplace that brings together various players in the IT industry: IT managers, service providers, consultants, training centres, and software developers. This marketplace provides an efficient way for IT professionals to make contacts, and has enabled the company to carve out a unique market positioning. Hitechpros is an unquestionable leader in its field; its websites are used by 75% of France's IT industry players and generates over €72 million of business transactions every month.

Hitechpros has 25 employees. Its revenue for the first half of 2007 jumped 48% compared with the first half of 2006.

[www.hitechpros.com](http://www.hitechpros.com)

Hitechpros has been listed on Euronext Alternext since 28 November 2006 (ticker ALHIT). As of market close on 24 July 2007:

- Share price = €11.71
- Gain since 28 November 2006 = 18.4%
- Market capitalisation = €21.38 million

**For more information about Hitechpros, including past press releases and financial information, please visit the company's website, [www.hitechpros.com](http://www.hitechpros.com).**

#### **Stock symbols**

Alternext: ALHIT  
ISIN Code: FR0010396309  
Reuters: ALHIT.PA  
Bloomberg: ALHIT

#### **Investor relations**

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