

Corporate Fact Sheet

6th October 2011

MATCHTECH GROUP PLC

Matchtech Group plc (at 05/10/2011)	
Listing	London Stock Exchange
FTSE index	FTSE AIM Industrial Goods & Services
Ticker	MTEC
Share Price	217.5p
Market Cap	£50.64m
12 month high	244.0p
12 month low	192.5p
Dividend yield	7.2%
Price/Earnings	10.7x

Source: Investis, The London Stock Exchange

Broker Forecasts			
Year to 31 July	2010A	2011A	2012F
Revenue (£m)	264.4	301.8	319.4
Net Fee Income (£m)	26.2	29.8	35.9
Profit from Operations (£m)	8.8	6.8	10.0
Pre-Tax Profit (£m)	8.6	6.4	9.6
EPS (p)	26.4	20.3	29.4
DPS (p)	15.6	15.6	16.5
Dividend Cover	1.7x	1.3x	1.8x

Source: Investis, The London Stock Exchange

Share Price Performance (05/10/2010 to 05/10/2011)



Source: Investis, The London Stock Exchange

Major Shareholders (over 3% at 31/07/2011)

Holding	Shareholder
33.65%	George Materna
9.5%	Octopus Investments
7.72%	Paul Raine
8.45%	AXA Framlington
4.11%	Andrew White
4.11%	British Steel Pension Scheme

Source: Capita Registrars

The Business

Established in 1984, the Group specialises in the provision of contract, temporary and permanent staff and has grown organically to become one of the UK's leading technical, professional and recruitment outsourcing specialists.

The Group is split into four dedicated business units Matchtech, Barclay Meade, Alderwood Education and elemense, providing specialist recruitment solutions to a broad range of clients across the UK and Europe. The Group's Head Office is based in Fareham, Hampshire with strategic office locations in London, St Albans, Aberdeen and Stuttgart.

Group Structure MATCHTECH GROUP PLC

matchtech®	BarclayMeade	Alderwood Education	elemense
<ul style="list-style-type: none"> • Engineering • Built Environment • Information Systems & Technology • Science & Medical • Germany 	<ul style="list-style-type: none"> • Accountancy • Procurement & Supply Chain • Marketing & e-commerce • Financial Services • HR • Sales • Executive Search 	<ul style="list-style-type: none"> • Welfare to Work • Work Based Learning • Supply Teaching 	<ul style="list-style-type: none"> • RPO • Master Vendor • Managed Agency • Consultancy Services

Vision & Values Key Steps and Aims

Vision
Our vision is to be a leading international recruitment solutions group within the Technical, Professional Staffing and Outsourcing sectors.

Values
Team work - *Positive collaboration and mutual trust*
Integrity - *Responsible, honest and fair in our dealings with all stakeholders*
Enthusiasm - *Energy, passion and drive in all we do*
Innovation - *Be creative and challenge the "norm"*
Fun - *Enjoy what we do and celebrate success*

Goal
To always exceed the expectations of our customers and lead the recruitment sector through effective delivery and quality of service.

This has been a year of change for the Group where we have developed our business ready for the next period of growth.

As a part of our 5 year business plan we have set ourselves 7 key aims.

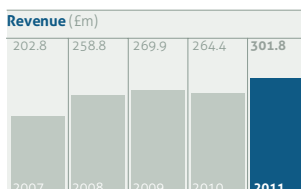
1. Expanding our sector diversification and geographical reach
2. Increasing the NFI we generate per employee
3. Building our conversion ratio of NFI to profit from operations
4. Improving our staff retention levels
5. Enhancing internal systems performance and controls
6. Maximising cross-selling opportunities across the Group
7. Extending our international reach

Key Investment Case

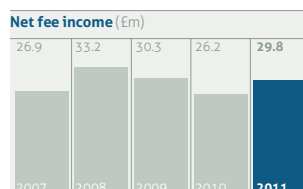
Well Balanced	Broad spread of sectors, clients and relationships	Permanent Fees	Capability and resource to increase fees rapidly
Established	Strong track record of organic NFI and profit growth	International	Expanding into selected markets
Flexible	Efficient systems and high operational flexibility	Contractors	Record number on assignment
Resilient	Matchtech, technical contract business model		

Financial Performance

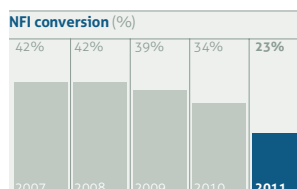
Revenue



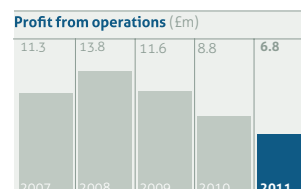
Net Fee Income



Net Fee Income Conversion



Profit from Operations



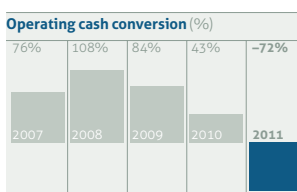
Profit Before Tax



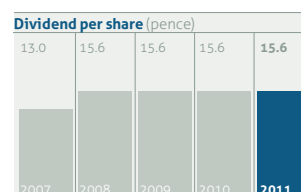
Diluted Earnings per Share



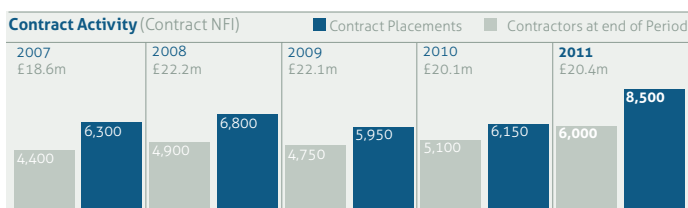
Operating Cash Conversion



Dividend per share



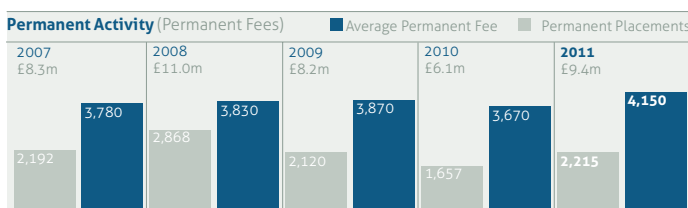
Operational Highlights



+38%
over 8,500 contract vacancies filled

+18%
over 6,000 contractors on assignment at year end

+1%
contract NFI £20.4m



+33%
over 2,200 permanent placements

+13%
£4,150 average permanent fee

+54%
£9.4m permanent fees

Board of Directors

George Materna - Non-Executive Chairman	Over 30 years experience of the recruitment industry, and is the founder of Matchtech
Adrian Gunn - Chief Executive Officer	Joined in 1988; appointed to plc Board in 2004, before becoming CEO in 2007. NED of REC
Tony Dyer - Chief Financial Officer	A Chartered Management Accountant. Joined in 1996 and appointed to plc Board as CFO in 2004
Andy White - Non-Executive Deputy Chairman	A Chartered Engineer, he formed Matchtech Engineering with George Materna in 1990
Ric Piper - Non-Executive Director	A Chartered Accountant. Chairman and NED of a number of AIM & privately owned businesses. Joined 2006
Stephen Burke - Non-Executive Director	25 years recruitment experience with Michael Page, including as a plc Director from 2001-2005. Joined 2006
Richard Bradford - Non-Executive Director	Chief Executive of Carlisle Group from 1997 to 2008, currently Chief Executive Officer of InHealth Group. Joined 2011

Executive Team

Keith Lewis - MD, Matchtech UK	Responsible for all UK operations in technical sectors. Joined the Group in 1993
Nigel Lynn - MD, Barclay Meade & Alderwood Education	23 years experience. A qualified Accountant, ran own business sold in 2005, MD of businesses at Impellam plc
Peter Collis - MD, elemense	15 years experience in BPO. Established <i>hyphen</i> , an RPO at Spring Group. A Board Member at Wynnwith Group
David Rees - HR Director	Responsible for HR Policy, staff development, training and recruitment. Joined the Group in 1991