

Key Facts

81%
of placements
are into tech
roles or into
tech companies.

40
Offices

CONTRACTORS

8,400

PERMANENT

2,336

About

Harvey Nash is a global recruitment business. Our unique portfolio of services, from executive search and professional recruitment to offshore solutions, enables us to engage with clients at every stage of the business cycle. Our relationship-based model underpins the delivery of resilient financial results and supports returns to shareholders.

Strategic Priorities



Investment Case

1. Broad portfolio of services

Top to bottom leadership & technology talent in a highly cyclical sector.

3. Cash-generative business model

The Group has a track record of generating cash, funding organic and acquisitive growth whilst also increasing shareholder returns.

2. Market-leading brands

In uncertain times clients switch to larger, well-known and trusted brands.

4. Excellent dividend record

As a result of tight control of working capital combined with the cash-generative business model, the Group has a strong record of increasing dividends.

2017 Financial Highlights

GROSS PROFIT*

↑8.4%

31 January 2017: £97.9m
31 January 2016: £90.3m

OPERATING CASH

↑16.0%

31 January 2017: £15.1m
31 January 2016: £13.0m

EPS*

↓7.6%

31 January 2017: 8.70p
31 January 2016: 9.42p

DIVIDENDS

↑6.2%

31 January 2017: 4.09p
31 January 2016: 3.85p

Geographical Split

USA

Wayne, NJ
San Francisco, CA
Chicago, IL
Houston, TX
Denver, CO
New York, NY
Wrentham, MA
Seattle, WA

UK & Ireland

Birmingham
Bristol
Edinburgh
Glasgow
Leeds
London
Manchester
Newcastle
Cork
Dublin

Mainland Europe

Belgium: Brussels, Antwerp
Ghent
Germany: Dusseldorf
Frankfurt, Munich, Stuttgart
The Netherlands: Utrecht
Groningen, Maarssen
Nordic: Stockholm,
Gothenburg, Helsinki, Oslo
Copenhagen, Malmö
Poland: Warsaw
Switzerland: Zurich

Asia Pacific

Vietnam: Hanoi,
Ho Chi Minh City
Australia: Sydney
Japan: Tokyo
Singapore: Singapore

Our Brands

Alumni

Talent-IT
Professionals in IT Sourcing

**HARVEY
NASH**
The Power of Talent

**NASH
TECH**
The Power to Innovate

**impact
executives**
harvey nash group

**MORTIMER
SPINKS**
technology talent.

Our Services

Leadership Services

- Executive Search
- Interim Management
- Leadership Consulting

Professional Recruitment

- Technology & Specialist Recruitment
- Recruitment Solutions

IT Outsourcing & Offshore Services

- Project & Software Development Services
- Business Process Services

Contacts

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Management



Albert Ellis Chief Executive Officer

Albert Ellis is Chief Executive Officer and was appointed to the Board in February 2000, as Group Finance Director. He was appointed as Chief Executive Officer in June 2005. He is a trustee of Asia House and was previously a Finance Director with Hays plc.



Mark Garratt Group Finance Director

Mark Garratt was appointed to the Board in April 2017. He is a Fellow of the ICAEW and has been a CFO/Group Finance Director in a variety of human services companies over the last 20 years. Mark is also an Independent Expert member of the London School of Economics Audit Committee.