

May 15, 2013



## **HII Technologies, Inc. Announces First Quarter 2013 Results**

**Oilfield Services company reports record revenues of \$2.6 Million for the quarter ended March 31, 2013, up more than 380% from 1st quarter 2012 on pro forma basis**

### **58% sequential growth from previous quarter**

HOUSTON, May 15, 2013 /PRNewswire/ -- HII Technologies, Inc. (the "Company"), symbol HIIT (OTCBB/OTCQB), an oilfield services company headquartered in Houston, Texas, today announced financial results for the first quarter ending March 31, 2013.

As stated in the Company's Quarterly Report on Form 10-Q filed on May 15, 2013, first quarter 2013 revenues were \$2,609,773, which generated a gross profit margin of \$532,292. These revenues consist of AES Water Solutions as well as initial revenue contribution from South Texas Power and the AES Safety Services divisions, which were launched in late December 2012 and January 2013 respectively. AES Water Solutions generated revenues of \$536,371 for the comparable period in 2012. Accordingly, this represents revenue growth for AES of more than 380% for the first quarter 2013, on a pro forma basis, from the comparable period in 2012.

For the first quarter ending March 31, 2013, the Company had Adjusted EBITDA of approximately \$101,390, (EBITDA defined as earnings before interest, depreciation, amortization, non-cash stock option expenses, and one-time non-operational expense items), a non-GAAP measure. A reconciliation table of the Adjusted EBITDA is provided below. The Net Loss for the first quarter 2013 was \$114,389.

Brent Mulliniks, President of AES Water Solutions stated, "We experienced good growth in the first quarter from both increased demand with existing customers and from expanded operations. AES incurred additional expenses as it established new areas of operations in the Permian Basin and the Cline Shale in West Texas as well as the Eagle Ford Shale in South Texas." Mr. Mulliniks continued, "New revenues are now being generated as a result of these expenditures."

"All three divisions, Water, Power and Safety, exceeded their revenue targets for the first quarter 2013," said Matthew Flemming, CEO of HII Technologies. "Our investments in people and equipment which used cash flow from existing operations should continue to

fuel organic growth. Also, the Company continues to evaluate new technologies and potential acquisitions."

Mr. Flemming also confirmed that the Company's expansion into West and South Texas with AES Water Solutions frac water supply operations added new customers and generated additional revenues while reducing its overall customer concentration. Mr. Flemming continued, "The Company procured trailers, manifolds, and related equipment as well as sourced new labor for these strategic markets. Currently, we anticipate further growth in all three divisions in these active resource areas going forward."

Balance Sheet Comparison (in thousands)

	March 31 2013	December 31 2012
Current Assets	2,540	1,744
Other Assets	2,330	2,439
Total Assets	<u>4,870</u>	<u>4,183</u>
Current Liabilities	3,304	2,445
Other Liabilities	758	867
Total Liabilities	4,062	3,312
Stockholder Equity	808	871
Total Liabilities & Equity	<u>4,870</u>	<u>4,183</u>

As reported in the Company's Quarterly Report on Form 10-Q for the period ending March 31, 2013, Current Assets increased by approximately \$796,000 to approximately \$2,540,000 from the previous quarter ended December 31, 2012. The Company's Stockholder's Equity (Total Assets minus Total Liabilities) decreased by approximately \$63,000 to approximately \$808,000, sequentially from the previous quarter ended December 31, 2012. These balance sheet changes were the result of increased revenues and cash flow partially offset by expansion costs and other one-time expenses.

### First Quarter 2013 Income Statement

The table below sets forth the Company's Statement of Operations, for the first quarter ending March 31, 2013 (in thousands):

Revenue	2,610
COGS	<u>2,078</u>
Gross Margin	532
Operating Expenses	<u>550</u>
Operating Loss	(18)
Other Expenses	<u>96</u>
Net Loss	<u>(114)</u>

The first quarter revenues exceeded the earlier estimate made by the Company's preliminary Q1, 2013 results press release by more than 18%. The full discussion of the Company's financial results is available within the Company's Quarterly Report on Form 10-Q filed May 15, 2013.

### **Adjusted EBITDA Reconciliation Table**

Following is a reconciliation of income from continuing operations attributable to the Company as presented in accordance with United States generally accepted accounting principles (GAAP) to EBITDA.

HII Technologies, Inc	
EBITDA Reconciliation Table	
For the quarter ended March 31, 2013	
Net loss	(114,389)
Add back:	
Interest	78,451
Taxes	17,499
Depreciation	29,374
Non-cash stock expense	1,160
One time items	<u>89,295</u>
EBITDA	<u>101,390</u>

For more information, management's analysis of its financial information and the Company's risk factors, please read the Company's First Quarter 2013 Quarterly Report on Form 10-Q and its 2012 Annual Report on Form 10-K at the Edgar web site at [www.SEC.gov](http://www.SEC.gov) and [www.HIITinc.com](http://www.HIITinc.com).

### **Annual Meeting**

HII Technologies is holding its annual stockholders meeting on Monday, June 17, 2013 in Houston, Texas. The Company is mailing a notice of meeting and proxy statement along with a copy of our annual report to all stockholders of record as of the record date April 29, 2013. A copy of the notice of meeting and proxy statement has been filed with the Securities and Exchange Commission as well. The Company will issue another press release at a later date with more details of this meeting.

### ***About HII Technologies, Inc.***

HII Technologies, Inc. is a Houston, Texas based oilfield services company with operations in Texas, Oklahoma, Ohio and West Virginia. The Company is positioned to take advantage of the significant anticipated growth in horizontal drilling and hydraulic

fracturing within the United States' active shale and unconventional "tight oil" plays by deploying new oilfield related technologies to enhance the value of services it offers its customers. The Company's frac water supply services subsidiary does business as AES Water Solutions, its onsite oilfield contract safety consultancy does business as AES Safety Services, and its mobile oilfield power subsidiary does business as South Texas Power (STP). The holding company, HII Technologies' objective is to bring proven technologies to these operating divisions to build a long-term competitive advantage. Read more at [www.HIITinc.com](http://www.HIITinc.com), [www.AESwatersolutions.com](http://www.AESwatersolutions.com) and [www.Oilfield-Generators.com](http://www.Oilfield-Generators.com).

## **Forward-Looking Statements**

*This press release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Any statements as to matters that are not of historic fact are forward-looking statements. These forward-looking statements are based on HII's current expectations, estimates and projections about HII, its industry, its management's beliefs and certain assumptions made by management, and include statements regarding estimated capital expenditures, future operational and activity expectations, international growth, and anticipated financial performance in 2013. No assurance can be given that such expectations, estimates or projections will prove to have been correct. Whenever possible, these "forward-looking statements" are identified by words such as "expects," "believes," "anticipates" and similar phrases.*

*Readers are cautioned that any such forward-looking statements are not guarantees of future performance and are subject to certain risks, uncertainties and assumptions that are difficult to predict, including, but not limited to: risks that HII will be unable to achieve its financial, capital expenditure and operational projections, including quarterly and annual projections of revenue and/or operating income and risks that HII's expectations regarding future activity levels, customer demand, and pricing stability may not materialize (whether for HII as a whole or for geographic regions and/or business segments individually); risks that fundamentals in the U.S. oil and gas markets may not yield anticipated future growth in HII's businesses, or could further deteriorate or worsen from the recent market declines, and/or that HII could experience further unexpected declines in activity and demand for its hydraulic frac related water transfer business, its safety consultancy business or its generator and related equipment rental service businesses; risks relating to HII's ability to implement technological developments and enhancements; risks relating to compliance with environmental, health and safety laws and regulations, as well as actions by governmental and regulatory authorities; risks that HII may be unable to achieve the benefits expected from acquisition and disposition transactions, and risks associated with integration of the acquired operations into HII's operations; risks, in responding to changing or declining market conditions, that HII may not be able to reduce, and could even experience increases in, the costs of labor, fuel, equipment and supplies employed and used in HII's businesses; risks relating to changes in the demand for or the price of oil and natural gas; risks that HII may not be able to execute its capital expenditure program and/or that any such capital expenditure investments, if made, will not generate adequate returns; and other risks affecting HII's ability to maintain or improve operations, including its ability to maintain prices for services under market pricing pressures, weather risks, and the impact of potential increases in general and administrative expenses.*

*Because such statements involve risks and uncertainties, many of which are outside of HII's control, HII's actual results and performance may differ materially from the results expressed or implied by such forward-looking statements. Given these risks and uncertainties, readers are cautioned not to place undue reliance on such forward-looking statements. Other important risk factors that may affect HII's business, results of operations and financial position are discussed in its most recently filed Annual Report on Form 10-K, recent Quarterly Reports on Form 10-Q, recent Current Reports on Form 8-K and in other Securities and Exchange Commission filings. Unless otherwise required by law, HII also disclaims any obligation to update its view of any such risks or uncertainties or to announce publicly the result of any revisions to the forward-looking statements made here. However, readers should review carefully reports and documents that HII files periodically with the Securities and Exchange Commission.*

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