

# HII Technologies, Inc. Announces Third Quarter 2013 Financial Results

Oilfield Services Company Reports Record Revenues of \$3.93 Million for the Quarter Ended September 30, 2013, Up More Than 796% From 3rd Quarter 2012 on a Pro Forma Basis

HOUSTON, Nov. 14, 2013 (GLOBE NEWSWIRE) -- HII Technologies, Inc. (the "Company"), symbol HIIT, an oilfield services company headquartered in Houston, Texas, today announced financial results for the third quarter ended September 30, 2013.

As stated in the Company's Quarterly Report on Form 10-Q filed on November 14, 2013, third quarter 2013 revenues were \$3,931,716, which generated a gross profit of \$1,136,887. For the nine months ended September 30, 2013, revenues were \$9,767,926 and gross profit was \$2,534,307. Increased revenues came from continued growth of AES Water Solutions' frac water transfer business and additional revenue contributions from our South Texas Power and AES Safety Services divisions which were launched in late December 2012 and January 2013, respectively. For comparison, our revenues on a consolidated pro forma basis for the three and nine month periods ended September 30, 2012 (including revenues of the Company's wholly-owned subsidiary AES Water Solutions which was acquired in September 2012) were \$438,682 and \$1,424,790, respectively. Accordingly, this represents revenue growth of more than 796% for the third quarter 2013, and 585% for the nine months ended September 30, 2013 from the pro forma consolidated comparable periods in 2012.

For the third quarter ended September 30, 2013, the Company had Adjusted EBITDAS of approximately \$78,161, (EBITDAS defined as earnings before interest, taxes, depreciation, amortization, non-cash stock option expenses, and one-time or non-operational expense items), a non-GAAP measure. A reconciliation table of the Adjusted EBITDAS is provided below. The Net Loss for the third quarter 2013 was \$175,211. The EBITDAS results were driven by increased revenues and improved sequential quarter to quarter gross margins offset by costs associated with new technology development and the expenses associated with organic territory expansion particularly in West Texas and the Permian Basin.

Regarding the Balance Sheet, total Current Assets grew from \$1,743,568 at December 31, 2012 to \$2,901,681 at September 30, 2013. Net Equipment increased from \$537,881 at December 31, 2012 to \$674,990 at September 30, 2013. This increase resulted

primarily from the sale of our truck fleet and establishment of a national light-duty truck operating lease line program offset by the purchase of new flow back equipment to expand our services offered. Total Assets grew from \$4,182,551 at year end 2012 to \$5,533,473 at September 30, 2013. Total Liabilities grew from \$3,311,580 to \$4,716,250 for the same period which included \$1,436,273 outstanding on a new \$2 million revolving line of credit closed during the second quarter 2013. Prior to establishing our line of credit, most of our growth had been funded from existing cash flow. The line of credit provides additional liquidity to the Company as needed.

"AES continued to grow as a result of the increasing demand and operations for our frac water flow back and water transfer services," stated Brent Mulliniks, President of AES Water Solutions. Mr. Mulliniks continued, "We have expanded our services with new technologies including forming a strategic alliance with CRS Reprocessing, a global fluids reprocessing management company. This technology alliance will broaden and enhance the services provided by AES Water Solutions in the area of its water and fluids remediation business."

Matthew Flemming, CEO of HII Technologies stated, "Strong revenue continues to grow across all three divisions of Water, Safety and Power validating our strategy of focusing on core oilfield market segments where demand is anticipated to remain from horizontal drilling and hydraulic fracturing. Our management team, field people and reliable oilfield equipment should continue to fuel organic growth in our focused areas. While the Company can not give any assurances, we look forward to deploying new technologies for our operating units and additional acquisitions to fuel our future growth."

### **Third Quarter 2013 Statement of Operations**

The table below sets forth the summary of the Company's Statement of Operations for the third quarter ended September 30, 2013 (in thousands):

Revenue	\$ 3,932
Cost of Revenues	2,795
Gross Profit	1,137
Operating Expenses	1,207
Loss From Operations	(70)
Other Expenses	(97)
Net Loss Before Taxes	(167)
Income Taxes	(8)
Net Loss	\$ (175)

The full discussion of the Company's financial results are available within the Company's Quarterly Report on Form 10-Q filed November 14, 2013.

## **Adjusted EBITDAS Reconciliation Table**

The 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 EBITDAS.

#### HII Technologies, Inc.

**EBITDAS** Reconciliation Table

For the quarter ended Sept. 30, 2013

3
months

Net Loss \$(175,211)

Add Back:

Interest 97,327
Taxes 8,166
Depreciation 30,952
Non-cash stock expense 33,556
Non-operational expenses 83,371

EBITDAS \$78,161

For more information, management's analysis of its financial information and the Company's risk factors, please read the Company's Quarterly Reports on Form 10-Q and its 2012 Annual Report on Form 10-K at the Edgar web site at <a href="https://www.SEC.gov">www.SEC.gov</a> and <a href="https://wwww.SEC.gov">www.SEC.gov</a> and <a href="https://w

#### 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 oilfield related technologies to enhance the value of services it offers its customers. The Company's frac water supply and flow back services subsidiary does business as AES Water Solutions and AquaTex. Its onsite oilfield contract safety consultancy does business as AES Safety Services, and the Company's mobile oilfield power subsidiary does business as South Texas Power (STP). HII Technologies' objective is to bring proven technologies to these operating divisions to build a long-term competitive advantage. Read more at <a href="https://www.AESwatersolutions.com">www.AESwatersolutions.com</a> and <a href="https://www.Aeswatersolutions.com">www.Oilfield-Generators.com</a>.

#### **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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