

# DHI Group, Inc. (DHX)

Shareholder Meeting - 2018

# Art Zeile - CEO

- ▶ Congratulations
  - ▶ Agent of Change
    - ▶ DHI Group, Inc. (DHX) - **Great Opportunity**
  - ▶ Technology
    - ▶ Fastest Growing Market Segment
      - ▶ Acute Shortage of skilled labor
        - ▶ Very Attractive **Supply/Demand** imbalance
- ▶ w/o Sustainable Market Position - (a Defensible Niche)
  - ▶ Declining Revenue - Increasing Rate
    - ▶ the Competitive Landscape
      - ▶ LinkedIn ~ \$6B revenue, growing at a 40% clip, serving 530M members ~ with 140M in the U.S.
- ▶ Achieve - Self-Sustainability
  - ▶ Driving Force to Market - DHX
    - ▶ Increase the Supply
      - ▶ skilled labor
        - ▶ Career Development Concentration
          - ▶ Leveraging LinkedIn
    - ▶ Satisfy the Demand
      - ▶ Employer
    - ▶ Monetize the Software as a Service (SaaS) - DHX

# ‘C’mon man’

- ▶ a \$2 equity value
  - ▶ Let’s Create
    - ▶ a \$20 equity value
      - ▶ a \$40 value
        - ▶ a \$100 value
- ▶ it’s all within reach
  - ▶ Just Tweak
    - ▶ The DHX - approach to market
- ▶ Thank You