

## Hudson Global at a Glance

- ▶ Hudson Global, Inc. (Nasdaq: HSON) (“Hudson Global” or “the Company”) is a **pure-play Total Talent Solutions provider** doing business as Hudson RPO
- ▶ Spun-off from Monster.com in 2003; Nasdaq listed
- ▶ **Strong financial position:** \$24 million of cash, no debt, and \$318 million of usable NOL carryforwards
- ▶ **Stock buyback:** shares outstanding reduced by approximately 16% since 12/31/18
- ▶ **Owner mindset:** board and management collectively own approximately 14%<sup>(6)</sup> of total shares outstanding and expect to own more over time
- ▶ **Maximizing stockholder value:** over the long term through internal investments in our growing, high-margin RPO business, bolt-on acquisitions, and stock buybacks

<sup>(1)</sup> Adjusted EBITDA and Corporate Costs are non-GAAP measures. Reconciliations of these non-GAAP measures can be found in the appendix to the Company's investor presentation posted to the Company's website on 3/23/21. <https://ir.hudsonrpo.com/static-files/881265bd-f78b-420c-aa63-c5e1d301597c>

<sup>(2)</sup> As of May 28, 2021. Market Capitalization defined as Shares Outstanding times Stock Price.

<sup>(3)</sup> As of March 31, 2021. Cash includes \$0.4mm of restricted cash. Debt excludes operating lease obligations.

<sup>(4)</sup> As of December 31, 2020 as disclosed in 2020 Form 10-K. NOL carryforward is for U.S. federal tax expense.

<sup>(5)</sup> 2.69 million shares outstanding as of April 23, 2021. Does not include unvested RSUs.

<sup>(6)</sup> Includes share units that will be issued up to 90 days after a director's/officer's separation from service.

\$mm, except per share amounts

Stock Price <sup>(2)</sup>	\$18.87		
Shares Outstanding <sup>(5)</sup>	2.69		
Market Capitalization <sup>(2)</sup>	\$50.7		
Cash <sup>(3)</sup>	\$23.6		
Debt <sup>(3)</sup>	\$0.0		
Usable NOL Carryforward <sup>(4)</sup>	\$318		
# of Employees <sup>(4)</sup>	380		
# of Countries	12		
	2018	2019	2020
Revenue	\$66.9	\$93.8	\$101.4
Adjusted Net Revenue	\$42.1	\$43.6	\$39.1
Adj EBITDA-RPO <sup>(1)</sup>	\$4.2	\$4.5	\$2.9
Corp Costs <sup>(1)</sup>	\$5.6	\$4.1	\$3.3
Adj EBITDA <sup>(1)</sup>	(\$1.5)	\$0.5	\$(0.4)

## Business Strategy

### Grow RPO

- ▶ Global RPO market expected to grow CAGR of 16.9% from 2020 to 2028<sup>(1)</sup>
- ▶ Hudson RPO’s goal is to exceed market growth rate (i.e., gain share)
  - Superior service and delivery
  - Go deeper and broader with existing clients
  - Grow in existing markets and expand into new markets to support our clients’ needs
  - Add new clients then “land and expand”
- ▶ Hudson RPO is investing in people and technology to accelerate its growth<sup>(2)</sup>

Leverage existing strong reputation by expanding marketing efforts, including social media and website

### Reduce Overhead Expenses

- ▶ Reduce complexity left over from legacy businesses
- ▶ Both corporate and regional
- ▶ No impact on revenues or growth

### Investigate Acquisition Opportunities

- ▶ Expand capabilities and capacity, not just growth for growth’s sake
- ▶ Deepen geographic and/or sector presence
- ▶ Add new talent and skill sets
- ▶ Immediately accretive
- ▶ Utilize NOL

### Repurchase Stock

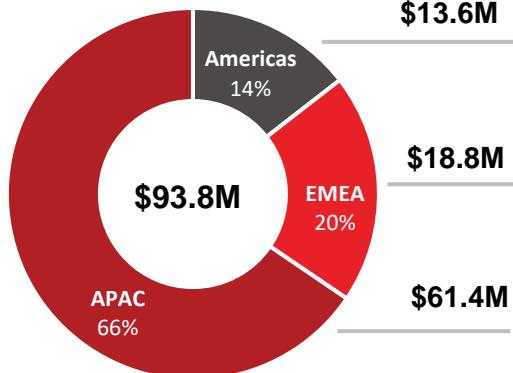
- ▶ Will be opportunistic/price sensitive
- ▶ Goal is to maximize long-term value per share, not just “return cash”
- ▶ Balance with acquisition opportunities

## Centers of Excellence



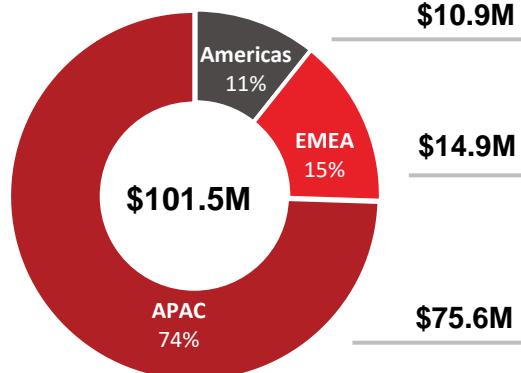
## Revenue by Region

Full Year 2019



**Contracting 54% vs. Recruitment 46%**

Full Year 2020

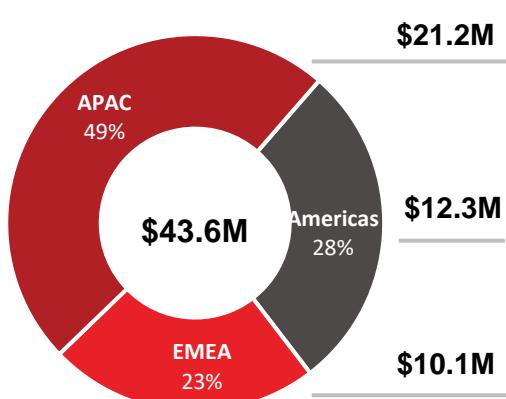


**Contracting 62% vs. Recruitment 38%**

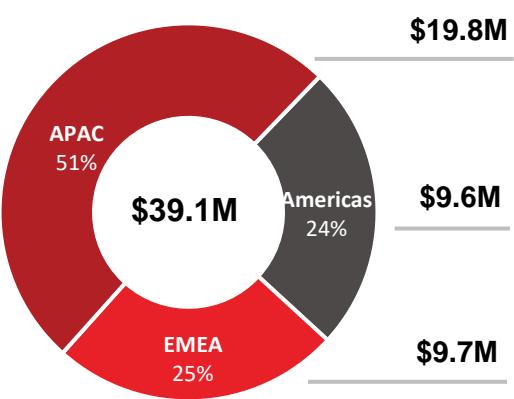
## Adjusted Net Revenue by Region

*(Excludes cost pass-throughs of Contracting)*

Full Year 2019



Full Year 2020



## Financial Goals

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### 1

#### PROFITABILITY

- Grow profitability over time; turning profitable in mid-2019 was a watershed event in our Company's history

### 3

#### EBITDA MARGIN

- Adjusted EBITDA margin of 20% of Adjusted Net Revenue at RPO level (i.e., pre Corporate Costs)
  - Keep Corporate Costs low, even as profits from operating businesses grow
  - Adjusted EBITDA / Adjusted Net Revenue margins of mid-teens at the corporate level (i.e., after Corporate Costs)

### 2

#### INTERNAL GROWTH

- Generate high returns on internal growth projects

### 4

#### MAXIMIZE EPS

- Maximize EPS over the long term through:
  - Growing revenue faster than costs, leading to increasing Adjusted EBITDA margins
  - Controlling overhead and other fixed costs so these costs will decline as a percentage of revenue over time
  - Reducing share count through opportunistic stock repurchases