



# Q4 2020 Earnings Call

March 11, 2021



**Hudson Global, Inc.**

# Forward-Looking Statements

This presentation contains statements that the Company believes to be "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact included in this presentation, including statements regarding the Company's future financial condition, results of operations, business operations and business prospects, are forward-looking statements. Words such as "anticipate," "estimate," "expect," "project," "intend," "plan," "predict," "believe" and similar words, expressions and variations of these words and expressions are intended to identify forward-looking statements. All forward-looking statements are subject to important factors, risks, uncertainties and assumptions, including industry and economic conditions that could cause actual results to differ materially from those described in the forward-looking statements. Such factors, risks, uncertainties and assumptions include, but are not limited to, global economic fluctuations; the adverse impacts of the recent coronavirus, or COVID-19 outbreak; the Company's ability to successfully achieve its strategic initiatives; risks related to potential acquisitions or dispositions of businesses by the Company; the Company's ability to retain and recruit qualified management and/or advisors; the Company's ability to operate successfully as a company focused on its RPO business; risks related to fluctuations in the Company's operating results from quarter to quarter; the loss of or material reduction in our business with any of the Company's largest customers; the ability of clients to terminate their relationship with the Company at any time; competition in the Company's markets; the negative cash flows and operating losses that may recur in the future; risks relating to how future credit facilities may affect or restrict our operating flexibility; risks associated with the Company's investment strategy; risks related to international operations, including foreign currency fluctuations, political events, natural disasters or health crises, including the ongoing COVID-19 outbreak; the Company's dependence on key management personnel; the Company's ability to attract and retain highly skilled professionals; the Company's ability to collect accounts receivable; the Company's ability to maintain costs at an acceptable level; the Company's heavy reliance on information systems and the impact of potentially losing or failing to develop technology; risks related to providing uninterrupted service to clients; the Company's exposure to employment-related claims from clients, employers and regulatory authorities, current and former employees in connection with the Company's business reorganization initiatives, and limits on related insurance coverage; the Company's ability to utilize net operating loss carry-forwards; volatility of the Company's stock price; the impact of government regulations; and restrictions imposed by blocking arrangements. Additional information concerning these and other factors is contained in the Company's filings with the Securities and Exchange Commission. These forward-looking statements speak only as of the date of this document. The Company assumes no obligation, and expressly disclaims any obligation, to update any forward-looking statements, whether as a result of new information, future events or otherwise.

# Q4 2020: Consolidated Financial Results

US\$ in Millions, except EPS

	'+ / - <sup>(1)</sup>	CC <sup>(2)</sup>	Q4 2020	Q4 2019
Revenue	+	7.4%	\$27.3	\$25.4
	+	2.3%		
Adjusted net revenue	+	1.5%	\$11.3	\$11.1
	-	2.5%		
SG&A <sup>(3)(4)</sup>	+	3.0%	\$10.5	\$10.2
	-	0.8%		
Adjusted EBITDA	-	15.5%	\$0.7	\$0.9
	-	20.4%		
Net Income (Loss)	-	19.4%	\$1.2	\$1.5
Basic and Diluted EPS	-		\$0.41	\$0.48

<sup>(1)</sup> + / - indicates whether the caption was higher (+) or lower (-) than the comparison period.

<sup>(2)</sup> CC represents constant currency.

<sup>(3)</sup> Excludes stock compensation expense of \$0.2 million for each of the three months ended December 31, 2020 and 2019.

<sup>(4)</sup> For the three months ended December 31, 2020, SG&A excludes non-recurring expenses of \$0.5 million and \$0.1 million of compensation expense related to the Coit acquisition. For the three months ended December 31, 2019, SG&A excludes non-recurring expenses of \$0.1 million.

# Q4 2020: Hudson Asia Pacific

US\$ in Millions, except EPS

	'+ / - <sup>(1)</sup>	CC <sup>(2)</sup>	Q4 2020	Q4 2019
Revenue	+	11.8%	\$20.0	\$17.9
	+	5.2%		
Adjusted net revenue	-	2.0%	\$5.5	\$5.6
	-	7.6%		
SG&A <sup>(3)</sup>	-	8.6%	\$4.0	\$4.4
	-	13.6%		
Adjusted EBITDA	+	21.5%	\$1.5	\$1.2
	+	13.8%		
Adjusted EBITDA, as a % of Adjusted net revenue			27.2%	22.0%

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<sup>(2)</sup> CC represents constant currency.

<sup>(3)</sup> Excludes stock compensation expense.

# Q4 2020: Hudson Americas

US\$ in Millions

	'+ / - <sup>(1)</sup>	CC <sup>(2)</sup>	Q4 2020	Q4 2019
Revenue	+	20.7%	\$3.5	\$2.9
	+	20.5% CC		
Adjusted net revenue	+	15.9%	\$3.2	\$2.7
	+	15.7% CC		
SG&A <sup>(3)</sup>	+	28.9%	\$3.3	\$2.6
	+	28.5% CC		
Adjusted EBITDA	-	190.7%	\$(0.1)	\$0.2
	-	193.9% CC		
Adjusted EBITDA, as a % of Adjusted net revenue			(4.7)%	6.0%

<sup>(1)</sup> + / - indicates whether the caption was higher (+) or lower (-) than the comparison period.

<sup>(2)</sup> CC represents constant currency.

<sup>(3)</sup> Excludes stock compensation expense and compensation expense related to the Coit acquisition.

# Q4 2020: Hudson Europe

US\$ in Millions

	'+ / - <sup>(1)</sup>	CC <sup>(2)</sup>	Q4 2020	Q4 2019
Revenue	-	17.8%	\$3.8	\$4.6
	-	20.4% CC		
Adjusted net revenue	-	5.6%	\$2.6	\$2.8
	-	9.0% CC		
SG&A <sup>(3)</sup>	+	0.1%	\$2.4	\$2.4
	-	4.9% CC		
Adjusted EBITDA	-	43.7%	\$0.2	\$0.4
	-	40.0% CC		
Adjusted EBITDA, as a % of Adjusted net revenue			7.7%	13.0%

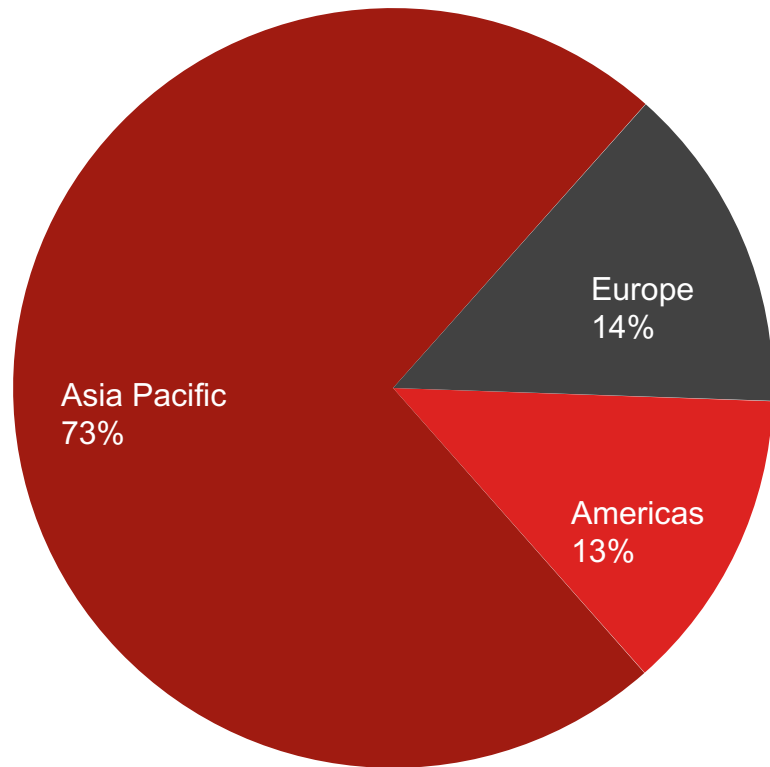
<sup>(1)</sup> + / - indicates whether the caption was higher (+) or lower (-) than the comparison period.

<sup>(2)</sup> CC represents constant currency.

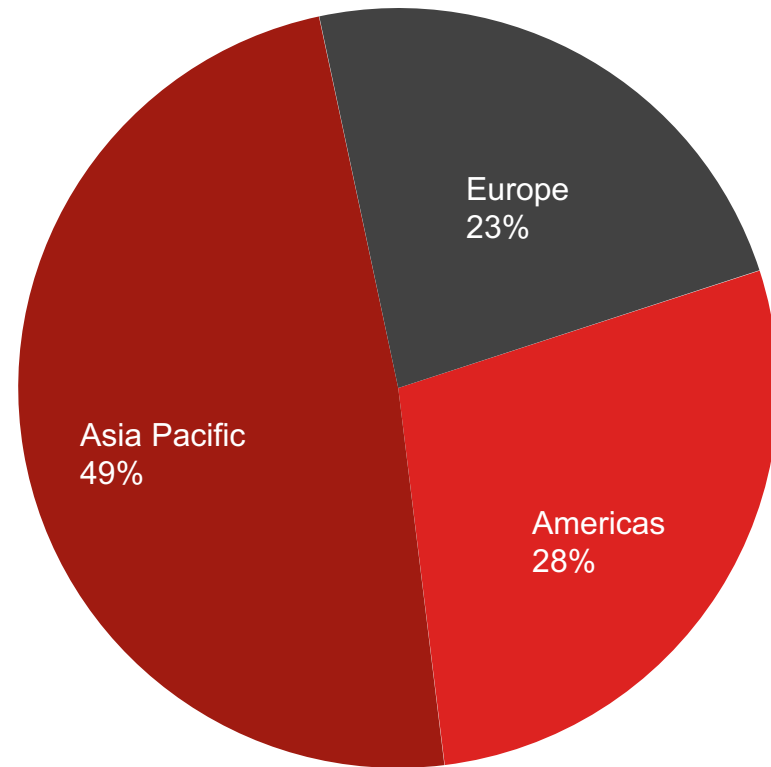
<sup>(3)</sup> Excludes stock compensation expense.

# Q4 2020 Regional Split

## Revenue

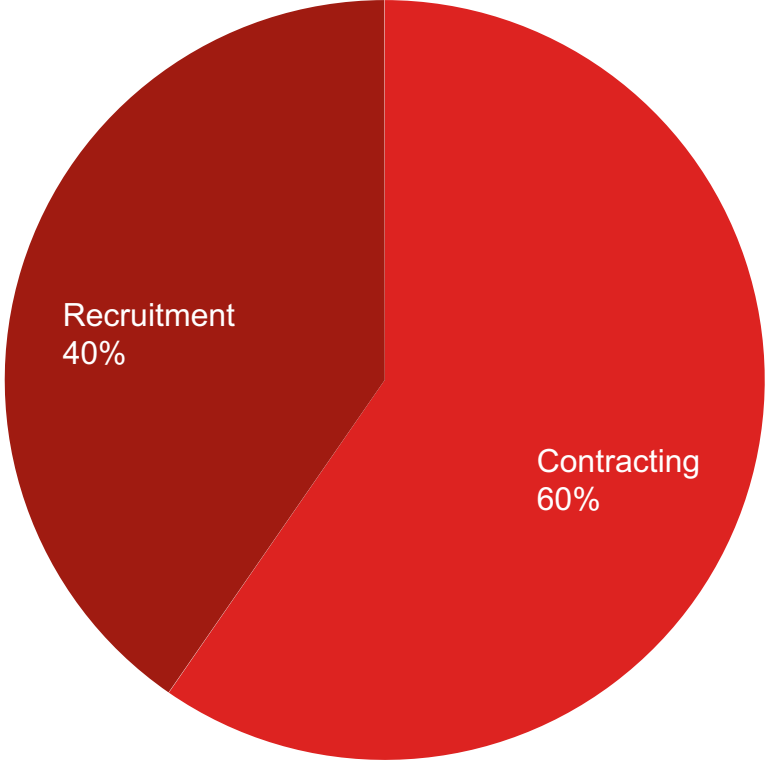


## Adjusted Net Revenue

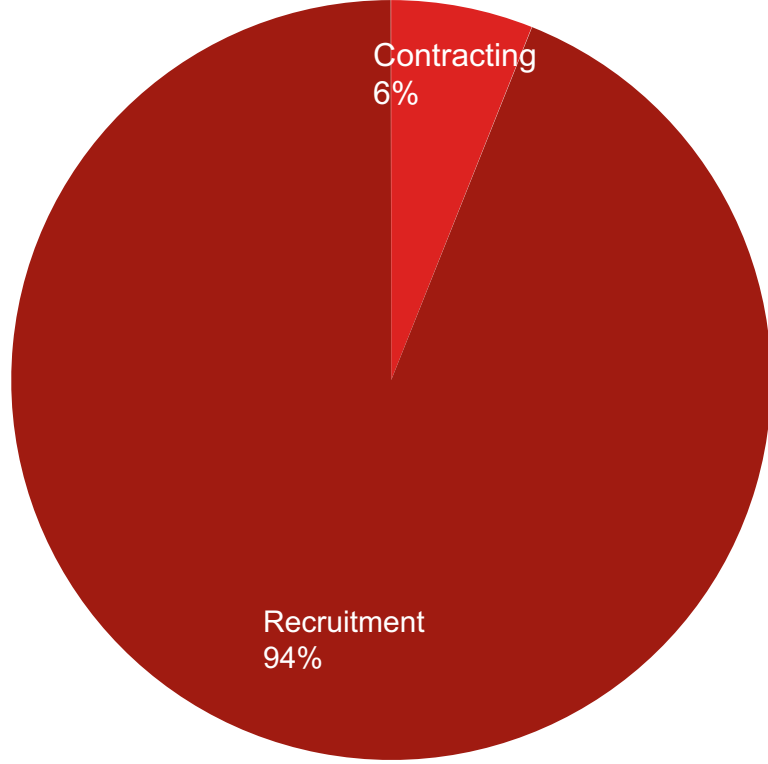


# Q4 2020 RPO Services Split

Revenue



Adjusted Net Revenue





# Balance Sheet: Selected Items

*US\$ in Millions*

	Q4 2020	Q4 2019
<b>Selected Assets</b>		
Cash	\$25.8	\$31.2
Restricted Cash	\$0.4	\$0.5
Accounts Receivable	\$13.4	\$12.8
<b>Shareholders' Equity</b>		
Stockholders' Equity	\$34.3	\$36.0
<b>Working Capital</b>		
Current Assets	\$40.3	\$44.9
Current Assets ex-cash	\$14.5	\$13.7
Current Liabilities	\$10.0	\$9.5
Working Capital	\$30.3	\$35.4
Working Capital ex-cash	\$4.5	\$4.3

# 2020: Cash Flow Summary

*US\$ in Millions*

	QTD		YTD	
	Dec-20		Dec-20	
Net income (loss)	\$	1.2	\$	(1.2)
Depreciation and amortization		0.1		0.2
Benefit from deferred income taxes		(0.2)		(0.2)
Stock-based compensation		0.2		0.7
Change in accounts receivable		(0.2)		0.7
Change in prepaid and other assets		0.4		—
Change in accounts payable and other liabilities		(1.5)		(1.6)
<b>Cash provided by (used in) operations</b>		<b>(0.1)</b>		<b>(1.4)</b>
Capital expenditures		—		—
<b>Free cash flow</b>		<b>(0.1)</b>		<b>(1.4)</b>
Net cash paid for acquisitions		(4.0)		(4.0)
Proceeds from government lending		—		1.3
Purchase of treasury stock		—		(2.2)
Effect of exchange rates		0.5		0.9
<b>Change in cash, cash equivalents, and restricted cash</b>	\$	<b>(3.5)</b>	\$	<b>(5.5)</b>

# Appendix

# Reconciliation of Non-GAAP Financial Measures

Q4 2020	Asia Pacific	Americas	Europe	Corporate	Total	Q4 2019	Asia Pacific	Americas	Europe	Corporate	Total
Revenue	\$ 20.0	\$ 3.5	\$ 3.8	\$ —	\$ 27.3	Revenue	\$ 17.9	\$ 2.9	\$ 4.6	\$ —	\$ 25.4
Revenue less certain direct costs <sup>(1)</sup>	\$ 5.5	\$ 3.2	\$ 2.6	\$ —	\$ 11.3	Adjusted net revenue <sup>(1)</sup>	\$ 5.6	\$ 2.7	\$ 2.8	\$ —	\$ 11.1
Net income					\$ 1.2	Net loss					\$ 1.5
Benefit from income taxes					—	Benefit from income taxes					(0.9)
Interest income, net					—	Interest income, net					(0.1)
Depreciation and amortization					0.1	Depreciation and amortization					—
EBITDA (loss) <sup>(2)</sup>	\$ 1.0	\$ 0.7	\$ 0.2	\$ (0.6)	\$ 1.3	EBITDA (loss) <sup>(2)</sup>	\$ 1.1	\$ —	\$ 0.2	\$ (0.8)	\$ 0.5
Non-operating expense (income), including corporate administration charges and PPP loan forgiveness	0.5	(1.3)	—	(0.6)	(1.3)	Non-operating expense (income), including corporate administration charges	0.1	0.1	0.1	(0.3)	0.1
Stock-based compensation expense	—	0.1	—	0.1	0.2	Stock-based compensation expense	—	—	—	0.1	0.2
Non-recurring items	—	0.2	—	0.3	0.5	Non-recurring items	—	—	—	0.1	0.1
Compensation expense related to the Coit acquisition <sup>(3)</sup>	—	0.1	—	—	0.1	Adjusted EBITDA (loss) <sup>(2)</sup>	\$ 1.2	\$ 0.2	\$ 0.4	\$ (0.9)	\$ 0.9
Adjusted EBITDA (loss) <sup>(2)</sup>	\$ 1.5	\$ (0.1)	\$ 0.2	\$ (0.8)	\$ 0.7						

<sup>(1)</sup> Represents Revenue less direct contracting costs and reimbursed expenses.

<sup>(2)</sup> EBITDA is a Non-GAAP measure defined as earnings before interest, income taxes, depreciation and amortization. Adjusted EBITDA is a Non-GAAP measure defined as earnings before interest, income taxes, depreciation and amortization, non-operating income, stock-based compensation expense, and other items such as non-recurring severance and professional fees.

## Per Diluted Share Three Months Ended

	December 31, 2020	December 31, 2019
Net income	\$ 0.41	\$ 0.48
Non-recurring items (after tax)	(0.28)	0.03
Compensation expense related to the Coit acquisition (after tax) <sup>(3)</sup>	0.06	—
Adjusted net (loss) income per diluted share <sup>(4)</sup>	\$ 0.20	\$ 0.51

<sup>(3)</sup> Represents compensation expense payable to the principals of Coit per the terms of the acquisition agreement, including a promissory note for \$1.35 million payable over three years.

<sup>(4)</sup> Adjusted net income or loss per diluted share is a Non-GAAP measure defined as reported net income or loss per diluted share before items such as PPP loan forgiveness, acquisition-related costs, and non-recurring severance and professional fees after tax that is presented to provide additional information about the company's operations on a basis consistent with the measures which the company uses to manage its operations and evaluate its performance. Management also uses these measurements to evaluate capital needs and working capital requirements. Adjusted net income or loss per diluted share should not be considered in isolation or as a substitute for net income or loss per share and other income or cash flow statement data prepared in accordance with generally accepted accounting principles or as a measure of the company's profitability or liquidity. Further, Adjusted net income or loss per diluted share as presented above may not be comparable with similarly titled measures reported by other companies.



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**Thank You!**