

# **Baird Global Consumer, Technology & Services Conference – 2021**

June 8-10, 2021

M. Keith Waddell President and CEO Robert Half

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#### **Company Snapshot**



NYSE symbol:

RHI



Headquarters: Menlo Park, Calif.



Full-time internal staff in 2020\*: **13,000** 

### 2020

Service Revenues: \$5.1 Billion

Net Income: \$306 Million

Return on Invested Capital: **26%** 

<sup>\*</sup> Includes approximately 5,000 employees engaged directly in Protiviti operations

### Local Capabilities, Global Reach

#### **North America**



#### **South America**



Europe



Middle East



**Asia-Pacific** 



# The Most Respected Name in Staffing and Consulting







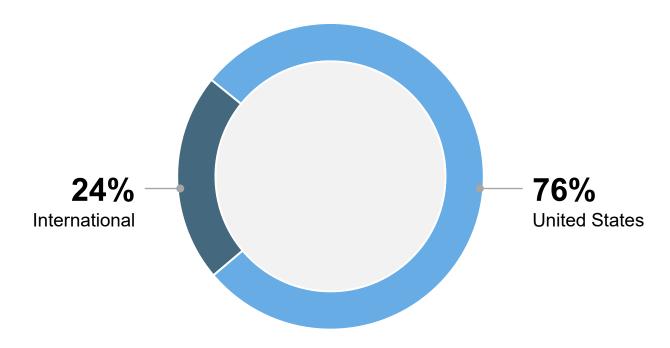






### U.S. Accounts for More Than Three-Quarters of Staffing Revenues

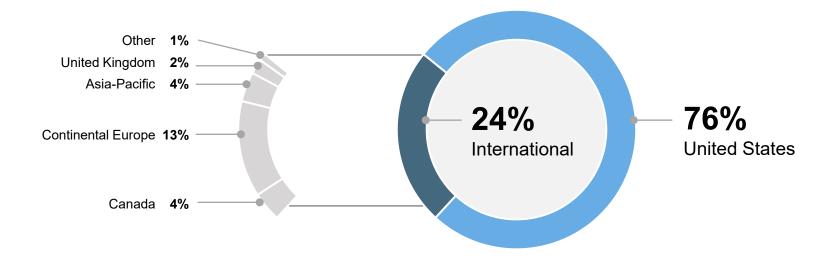
Staffing Revenue Mix — Global



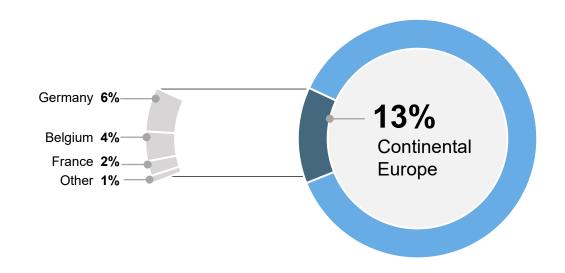
Q1 2021 Staffing Revenues

### Majority of International Staffing Revenues from Continental Europe

Staffing Revenue Mix — International



### Germany and Belgium Largest European Markets Staffing Revenue Mix — Continental Europe



### Overall Revenue Mix — Business Segment Q1 2021 Global Revenues



Q1 2021 Segment Mix

<sup>\*</sup> Service revenues for Accountemps, OfficeTeam, Robert Half Technology and Robert Half Management Resources add to more than 64% because they include intersegment revenues of 7%. Intersegment revenues represent revenues from services provided to Protiviti in connection with the Company's blended business solutions. Intersegment revenues for each line of business are aggregated and then eliminated as a single line item.

### Full Complement of Staffing and Consulting Solutions

We offer a uniquely flexible talent pool and deep consulting capability through our staffing and Protiviti brands.

Staffing Blended Consulting

We provide worldclass consulting and specialized staffing, under one roof, at an attractive price. Global and regional consulting firms that compete with Protiviti lack the **flexible resource capabilities** of our staffing operations.

Staffing competitors lack in-house access to Big 4 consulting methodologies like those of Protiviti.



### **Strong Balance Sheet**

As of March 31, 2021

\$2.6B

Total assets

\$498M

Cash

Virtually **zero debt** 

# **Quarterly Dividend Increased Annually Since Inception**

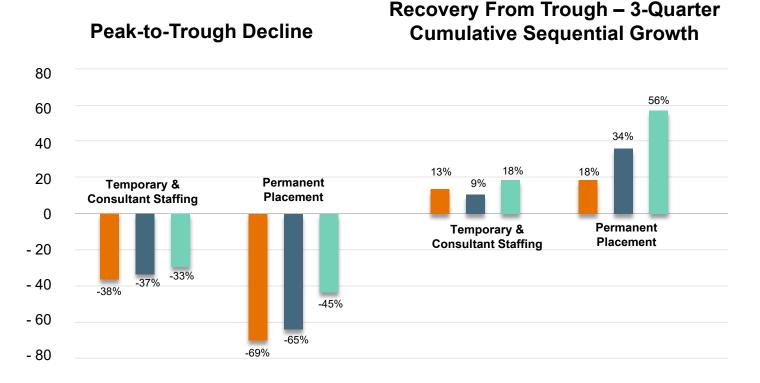


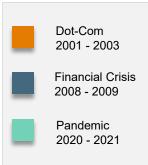
<sup>\*</sup> CAGR percentage calculated with record date of May 25, 2021

#### **Share Count Reduction as of Q1 2021**



#### **Cycle Comparisons**





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