

## Forward Looking Statements

• All of the information presented that is not historical in nature should be considered to be forward-looking statements that are subject to certain risks, uncertainties or assumptions and may be affected by certain other factors, including but not limited to the specific factors discussed in the Firm's periodic filings with the SEC. Should one or more of these risks, uncertainties or other factors materialize, or should underlying assumptions prove incorrect, actual results, performance or achievements expressed or implied by such forward-looking statements may vary materially from any future results, performance or achievements expressed or implied in this presentation. Forward-looking statements are not guarantees of performance and the Firm undertakes no obligation to update any of the information presented in light of new information or future events.

We Are...

## **KFORCE**

- We are a professional staffing and solutions Firm matching the needs of large, dynamic companies with highlyskilled talent and capabilities.
- Founded in 1962, public (NASDAQ: KFRC) since 1995.

### Our Footprint and Scale



- 100% of our revenue stream is generated domestically and supported by more than 2,000 associates located across the U.S.
- More than 30,000 consultants engaged annually. Our two national delivery centers (Tampa & Phoenix) give us great scalability.

### Lasting Personal Relationships

 Our relationships and client portfolio is a differentiator. Kforce serves approximately 70% of the Fortune ranked companies.

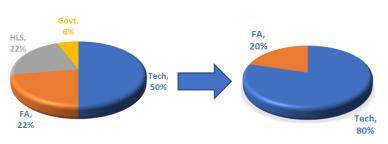


FORTUNE 500

• Our long-standing relationships are even more critical as we enter a more virtually-centric environment.

### Focus on Technology Offering

• Strategic decision to focus on our technology service offering coming out of the Great Recession.



### **Technology Characteristics**

Strong secular drivers, only enhanced by COVID-19 pandemic.

Average bill rates of ~\$77.00

Avg. assignment length nearly 10 months.

Expanding presence in IT solutions market due to client demand.

Large addressable market in staffing and solutions.

## Solid Financial Performance



- 2019 revenue of \$1.35 billion.
- CAGR in our Tech Flex and FA Flex businesses since 2009 were 8.5% and 6.0%, respectively.
- Tech Flex revenues grew 3.3% on a year-overyear billing day basis in Q1 '20.
- Resilient revenue stream with less than 3% Direct Hire revenue.
- Leverage of 0.7 times trailing twelve months FBITDA with attractive dividend.

## Brand Recognition & Reputation



#1 recognized brand by IT consultants



Ranked Top 5 for IT and for FA domestic staffing firms

#### 5 YEAR WINNER



Staffing.

2020 Best of Staffing Talent 2020 Best of Staffing Talent Diamond

# Kforce COVID-19 Response & Q2 '20 Operating Trends

## KFORCE

## Our Preparation

- Strategy to focus on technical and professional staffing and solutions markets.
- Strong financial position w/ solid balance sheet, cash flows and ample liquidity.
- Cloud-based and mobile IT investments positioned us well.
- Battle-tested business continuity plans.

## Our Response

- Seamlessly transitioned 100% of our workforce to be remote in a 24-hour period.
- Proactively engaged certain clients in hardest hit industries to assist them navigate the COVID-19 pandemic.

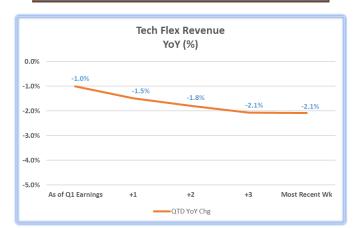
# Impacts on the Business

- Experienced early impacts in certain clients in industries such as travel & leisure, retail and healthcare.
- Extremely pleased with the continued performance of our technology business, which continues to be down YoY in the low single digits.

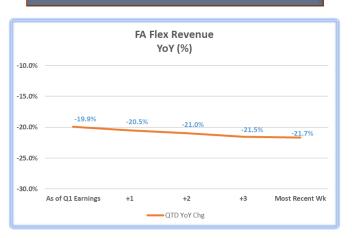
## Looking Forward

- Our belief is that the COVID-19 pandemic has only strengthened the secular drivers of technology demand.
- Ideally positioned to increase market share and expand our service offerings in technology.

## Tech Flex



### FA Flex (Core)



#### Commentary:

- We have experienced continued stability in each of our lines of business, especially in our technology business, as the second quarter has progressed.
- Revenues related to the COVID-19 project related business have continued to ramp and we now expect revenues for Q2 '20 to be towards the top half of the previously provided \$20m to \$30m range.
- Given these recent operating trends, we expect to exceed consensus revenue expectations of \$310.5 million and earnings per share of \$0.31.