## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

#### **CURRENT REPORT**

#### PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): April 7, 2021

## **RESOURCES CONNECTION, INC.**

(Exact Name of Registrant as Specified in Its Charter)

**Delaware** (State or Other Jurisdiction of 0-32113 (Commission File Number) **33-0832424** (I.R.S. Employer Identification No.)

Incorporation)

**17101 Armstrong Avenue Irvine, California, 92614** (Address of Principal Executive Offices) (Zip Code)

Registrant's Telephone Number, Including Area Code: (714) 430-6400

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

| Title of each class                      | Trading Symbol(s) | Name of each exchange<br>on which registered                 |
|--|-------------------|--|
| Common Stock, par value \$0.01 per share | RGP               | The Nasdaq Stock Market LLC<br>(Nasdaq Global Select Market) |

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company  $\Box$ 

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  $\Box$ 

#### Item 2.02 Results of Operations and Financial Condition.

On April 7, 2021, Resources Connection, Inc. ("Resources" or "the Company") issued a press release announcing its financial results for the quarter ended February 27, 2021. A copy of the press release is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

The information in Item 2.02 of this current report on Form 8-K, as well as Exhibit 99.1 hereto, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, and shall not be incorporated by reference into any registration statement or other document filed pursuant to the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

| <u>Exhibit No.</u> | <u>Description</u>                  |
|--------------------|-------------------------------------|
| <u>99.1</u>        | Press Release issued April 7, 2021. |

104 Cover Page Interactive Data File (embedded within the Inline XBRL document).

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

By:

Date: April 7, 2021

#### **RESOURCES CONNECTION, INC.**

/s/ KATE W. DUCHENE

Kate W. Duchene President and Chief Executive Officer

### **Resources Connection, Inc. Reports Financial Results for Third Quarter Fiscal 2021**

#### Sustained Sequential Revenue Acceleration and Margin Expansion

IRVINE, Calif.--(BUSINESS WIRE)--April 7, 2021--Resources Connection, Inc. (Nasdaq: RGP), a multinational business consulting firm operating as RGP (the "Company"), today announced financial results for its fiscal third quarter ended February 27, 2021.

#### Third Quarter Fiscal 2021 Highlights:

- Revenue up 2.2% sequentially to \$156.6 million compared to \$153.2 million in the second quarter and as compared to \$168.1 million in the prior year quarter
- Same day constant currency revenue up 3.4% sequentially and off 10.4% from the prior year quarter
- SG&A improved 4.5% to \$52.8 million compared to \$55.3 million in the prior year quarter
- Net income of \$0.7 million, or \$0.02 diluted earnings per common share, compared to \$6.9 million in the prior year quarter, or \$0.21 diluted earnings per common share, which included a discrete tax benefit of \$6.6 million or \$0.18 per diluted share
- Adjusted diluted earnings per common share of \$0.14 compared to \$0.25 in the prior year quarter
- Adjusted EBITDA margin of 6.0%, up 200 basis points compared to 4.0% in the prior year quarter
- Available financial liquidity of \$149.7 million as of February 27, 2021, up from \$126.3 million as of May 30, 2020
- Cash dividends declared of \$0.14 per share, consistent with the prior year quarter

#### **Management Commentary**

"We again delivered sequential growth despite the typical holiday impact during our fiscal third quarter," said Kate W. Duchene, chief executive officer. "I am especially proud of our progress expanding Adjusted EBITDA margin by 200 basis points year over year. As we look forward, we are rapidly strengthening our business reach especially in digital transformation, healthcare and financial advisory services. As the macro environment continues to evolve, we are experiencing increased interest from both new and existing clients around implementing an agile workforce strategy, and we are well-positioned to capture the multitude of opportunities as clients seek more cost flexibility in their human capital requirements and as talent demands more radical flexibility. RGP is truly built for the Now of Work."

#### **Third Quarter Fiscal 2021 Results**

Revenue increased 2.2% sequentially, or 3.4% on a same day constant currency basis, compared to the second quarter of fiscal 2021, and declined 6.8% year-over-year. The sequential revenue improvement was led by strong demand in Technology and Digital solution offerings as well as other key solution offerings within the healthcare industry vertical. With sustained strength in our pipeline, we believe we are well-positioned to capitalize on the positive dynamic of clients resuming engagements and committing to larger spend on initiatives, including initiatives that have been driven by changes to the workforce paradigm as a result of the pandemic.

Gross margin was 36.4%, compared to 36.5% in the prior year quarter. The change was mostly due to a slight reduction in bill/pay spread primarily caused by more opportunistic pricing and lower consultant utilization in our crisis management business, which operates on a bench model. Additionally, lower conversion and professional search revenue in the third quarter of fiscal 2021 further contributed to the change in gross margin. These impacts were partially offset by lower pass-through revenue from client reimbursement and less holiday pay due to Thanksgiving being included in the third quarter of fiscal 2020 but not in the third quarter of fiscal 2021. The Company continues to take a balanced approach to maximize and capture revenue opportunities while supporting gross margin.

SG&A of \$52.8 million included the impact of \$2.7 million of contingent consideration expense and \$0.7 million of restructuring costs. Excluding contingent consideration and restructuring costs, SG&A expense improved \$6.7 million, or 11.9%, compared to the third quarter of fiscal 2020. Management compensation and bonus and occupancy costs were reduced by \$3.8 million and \$0.9 million, or 10.0% and 19.1%, respectively, compared to the prior year quarter, as a result of the restructuring initiatives the Company began at the end of fiscal 2020. In addition, the Company continues to benefit from its virtual work environment and effective cost containment measures, reducing general business expenses by \$1.6 million or 72.6% compared to the prior year quarter.

Net income of \$0.7 million in the third quarter of fiscal 2021 reflected the impact of the contingent consideration expense and restructuring costs, coupled with a higher effective tax rate. Net income of \$6.9 million in the prior year quarter included a discrete tax benefit of \$6.6 million as a result of the deduction of the investment basis in four European entities upon their dissolutions. While withstanding continued challenges posed by the COVID-19 pandemic and inclement weather that caused project delays in certain key markets, the Company delivered a 6.0% adjusted EBITDA margin, a year-over-year improvement of 200 basis points.

# SUMMARY OF CONSOLIDATED FINANCIAL RESULTS (Amounts in thousands, except per share amounts)

|  | 7                        | Three Months Ende    | Nine Months Ended    |                      |                      |  |
|--|--------------------------|----------------------|----------------------|----------------------|----------------------|--|
|  | <br>February 27,<br>2021 | November 28,<br>2020 | February 22,<br>2020 | February 27,<br>2021 | February 22,<br>2020 |  |
|  | <br>(Unaudited)          | (Unaudited)          | (Unaudited)          | (Unaudited)          | (Unaudited)          |  |
| Revenue                                      | \$<br>156,631            | \$ 153,222           | \$ 168,052           | \$ 457,199 \$        | 5 524,784            |  |
| Direct cost of services                      | <br>99,584               | \$ 95,044            | \$ 106,632           | \$ 284,078 \$        | 321,484              |  |
| Gross profit                                 | 57,047                   | 58,178               | 61,420               | 173,121              | 203,300              |  |
| Selling, general and administrative expenses | 52,838                   | 54,552               | 55,299               | 158,544              | 166,032              |  |
| Amortization of intangible assets            | 1,202                    | 1,393                | 1,549                | 4,125                | 4,153                |  |
| Depreciation expense                         | <br>963                  | 984                  | 1,120                | 2,954                | 3,913                |  |
| Operating income                             | 2,044                    | 1,249                | 3,452                | 7,498                | 29,202               |  |
| Interest expense, net                        | 361                      | 460                  | 493                  | 1,316                | 1,526                |  |
| Other income (1)                             | <br>(64)                 | (475)                | -                    | (1,069)              | (537)                |  |
| Income before income tax expense (benefit)   | 1,747                    | 1,264                | 2,959                | 7,251                | 28,213               |  |
| Income tax expense (benefit) (2)             | <br>1,057                | 2,256                | (3,983)              | 5,270                | 3,995                |  |
| Net income (loss)                            | \$<br>690                | \$ (992)             | \$ 6,942             | \$ 1,981 \$          | 5 24,218             |  |
| Net income (loss) per common share:          | <br>                     |                      |                      |                      |                      |  |
| Basic  | \$<br>0.02               | \$ (0.03)            | \$ 0.22              | \$ 0.06 \$           | 6 0.76               |  |
| Diluted                                      | \$<br>0.02               | \$ (0.03)            | \$ 0.21              | \$ 0.06 \$           | 6 0.75               |  |
| Weighted average common shares outstanding:  |                          |                      |                      |                      |                      |  |
| Basic  | <br>32,520               | 32,356               | 32,159               | 32,353               | 31,954               |  |
| Diluted                                      | 32,659                   | 32,356               | 32,498               | 32,422               | 32,350               |  |
| Cash dividends declared per common share     | \$<br>0.14               | \$ 0.14              | \$ 0.14              | \$ 0.42              | 6 0.42               |  |
| <u>Revenue by Geography</u>                  |                          |                      |                      |                      |                      |  |
| Revenue                                      |                          |                      |                      |                      |                      |  |
| North America                                | \$<br>127,913            |                      |                      | \$ 371,259 \$        |                      |  |
| Europe                                       | 17,751                   | 19,082               | 18,031               | 53,125               | 56,163               |  |
| Asia Pacific                                 | <br>10,967               | 11,408               | 11,202               | 32,815               | 37,004               |  |
| Total revenue                                | \$<br>156,631            | \$ 153,222           | \$ 168,052           | \$ 457,199           | 5 524,784            |  |
| Cash dividend                                |                          |                      |                      |                      |                      |  |
| Total cash dividends paid                    | \$<br>4,566              | \$ 4,547             | \$ 4,499             | \$ 13,625 \$         | 5 13,080             |  |

(1) Other income for the current fiscal year primarily consisted of COVID-19 government relief funds received globally. Other income for the nine months ended February 22, 2020 was related to a gain from the settlement on a pre-acquisition claim with the seller of Accretive, an acquisition completed in fiscal 2018.

(2) Income tax expense of \$1.1 million for the third quarter of fiscal 2021 included \$0.2 million of valuation allowance established on certain deferred tax assets during the quarter. No tax benefits were recognized in the third quarter of fiscal 2021 in connection with pre-tax losses incurred in foreign entities where required valuation allowances have been established previously. Income tax benefit of \$4.0 million for the third quarter of fiscal 2020 included a discrete tax benefit of \$6.6 million as a result of the deduction of the investment basis in four European entities upon their dissolutions.

#### **Conference Call Information**

RGP will hold a conference call for analysts and investors at 5:00 p.m., ET, today, April 7, 2021. The dial-in number for the conference call will be: 877-390-5534. No password is required; simply ask for the RGP conference call. This conference call will be available for listening via a webcast on the Company's website: http://www.rgp.com. An audio replay of the conference call will be available through April 14, 2021 at 855-859-2056. The conference ID number for the replay is 8241718. The call will also be archived on the RGP website for 30 days.

#### About RGP

RGP is a global consulting firm that enables rapid business outcomes by bringing together the right people to create transformative change. As a human capital partner to our global client base, we support our clients' needs through both professional staffing and project execution in the areas of transactions, regulations, and transformations. Our pioneering approach to workforce strategy and our agile human capital model quickly align the right resources for the work at hand with speed and efficiency. Our engagements are designed to leverage human connection and collaboration to deliver practical solutions and more impactful results that power our clients', consultants' and partners' success. Our mission as an employer is to connect our team members to meaningful opportunities that further their career ambitions within the context of a supportive talent community of dedicated professionals. With approximately 5,000 professionals, we annually engage with over 2,400 clients around the world from more than 60 physical practice offices and multiple virtual offices. We are their partner in delivering on the future of work. Headquartered in Irvine, California, RGP is proud to have served over 85% of the Fortune 100.

The Company is listed on the Nasdaq Global Select Market, the exchange's highest tier by listing standards. To learn more about RGP, visit: http://www.rgp.com. (RGP-F)

#### **Forward-Looking Statements**

Certain statements in this press release are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Such forward-looking statements may be identified by words such as "anticipates," "believes," "can," "continue," "could," "estimates," "expects," "intends," "may," "plans," "potential," "bredicts." "remain." "should" or "will" or the negative of these terms or other comparable terminology. In this press release, such statements include statements regarding the expected strengthening of our business reach in digital transformation, healthcare and financial advisory services and the expected impact of our previously announced operational initiatives, our restructuring activities and our growth and operational plans. Such statements and all phases of the Company's operations are subject to known and unknown risks, uncertainties and other factors that could cause our actual results, levels of activity, performance or achievements and those of our industry to differ materially from those expressed or implied by these forwardlooking statements. Risks and uncertainties include uncertainties regarding the impact of the COVID-19 pandemic on our business and the economy generally, our ability to successfully execute on our strategic initiatives, our ability to realize the level of benefit that we expect from our restructuring initiatives, our ability to compete effectively in the highly competitive professional services market and to secure new projects from clients, our ability to successfully integrate any acquired companies, seasonality, overall economic conditions and other factors and uncertainties as are identified in our most recent Annual Report on Form 10-K for the year ended May 30, 2020 and our other public filings made with the Securities and Exchange Commission (File No. 0-32113). Additional risks and uncertainties not presently known to us or that we currently deem immaterial may also affect our business or operating results. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. The Company does not intend, and undertakes no obligation, to update the forward-looking statements in this press release to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events, unless required by law to do so.

#### **Use of Non-GAAP Financial Measures**

The Company utilizes certain financial measures and key performance indicators that are not defined by, or calculated in accordance with, GAAP to assess our financial and operating performance. A non-GAAP financial measure is defined as a numerical measure of a company's financial performance that (i) excludes amounts, or is subject to adjustments that have the effect of excluding amounts, that are included in the comparable measure calculated and presented in accordance with GAAP in the statement of operations; or (ii) includes amounts, or is subject to adjustments that have the effect of including amounts, that are presented in accordance with GAAP measures or calculated and presented. The following non-GAAP measures are presented in this press release:

- Same day constant currency revenue is adjusted for the following items:
  - Currency impact. In order to remove the impact of fluctuations in foreign currency exchange rates, the Company calculates constant currency revenue, which represents the outcome that would have resulted had exchange rates in the current period been the same as those in effect in the comparable prior period.
  - Business days impact. In order to remove the fluctuations caused by comparable periods having different number of business days, the Company calculates same day revenue as current period revenue (adjusted for currency impact) divided by the number of business days in the current period, multiplied by the number of business days in the comparable prior period. The number of business days in each respective period is provided in the "Number of Business Days" section of the "Reconciliation of GAAP to Non-GAAP Financial Measures" table below.
- Adjusted EBITDA is calculated as net income (loss) before amortization of intangible assets, depreciation expense, interest and income taxes plus stock-based compensation expense, restructuring costs, and plus or minus contingent consideration adjustments. Adjusted EBITDA at the segment level excludes certain shared corporate administrative costs that are not practical to allocate.
- Adjusted EBITDA margin is calculated by dividing Adjusted EBITDA by revenue.
- Cash tax rate excludes the non-cash tax impact of stock option expirations, non-cash tax impact of valuation allowances on international deferred tax assets, and other non-cash tax items.
- Adjusted income tax expense (benefit) is calculated based on the Company's cash tax rates, which exclude the non-cash tax impact of stock option expirations, non-cash tax impact of valuation allowances on international deferred tax assets, and other non-cash tax items.
- Beginning in the first quarter of fiscal 2021, adjusted diluted earnings per common share is calculated as diluted earnings (loss) per common share, plus the per share impact of stock-based compensation expense and restructuring costs, plus or minus the per share impact of contingent consideration adjustments, and adjusted for the related tax effects of these adjustments. The prior year adjusted diluted earnings per common share has been revised to conform to the current year definition.

We believe the above-mentioned non-GAAP measures, which are used by management to assess the core performance of our Company, provide useful information and additional clarity of our operating results to our investors in their own evaluation of the core performance of our Company and facilitate a comparison of such performance from period to period. These are not measurements of financial performance or liquidity under GAAP and should not be considered in isolation or construed as substitutes for net income (loss) or other cash flow data prepared in accordance with GAAP for purposes of analyzing our profitability or liquidity. These measures should be considered in addition to, and not as a substitute for, revenue, net income (loss), earnings per share, cash flows or other measures of financial performance prepared in accordance with GAAP. In addition, these non-GAAP financial measures may not provide information that is directly comparable to that provided by other companies, as other companies may calculate such financial results differently.

| RECONCILIATIO  | ON ( | OF GAAP TO              | NON-GAAP F              | IN      | ANCIAL MEA              | SURES                   |                         |                         |
|--|------|-------------------------|-------------------------|---------|-------------------------|-------------------------|-------------------------|-------------------------|
|  |      | Three Mont              | hs Ended                |         | Three Month             | is Ended                | <br>Nine Months         | s Ended                 |
| <u>Revenue by Geography</u>                            |      | February<br>27,<br>2021 | November<br>28,<br>2020 |         | February<br>27,<br>2021 | February<br>22,<br>2020 | February<br>27,<br>2021 | February<br>22,<br>2020 |
| (Amounts in thousands, except number of business days) |      | (Unaudi                 | ted)                    |         | (Unaudi                 | ted)                    | <br>(Unaud              | ited)                   |
| North America  |      |                         |                         |         |                         |                         |                         |                         |
| As reported (GAAP)                                     | \$   | 127,913 \$              | 122,732                 | \$      | 127,913 \$              | 138,819                 | \$<br>371,259 \$        | 431,617                 |
| Currency impact  |      | (119)                   |                         |         | 84                      |                         | 392                     |                         |
| Business days impact                                   |      | 2,096                   |                         |         | (4,196)                 |                         | <br>(1,988)             |                         |
| Same day constant currency revenue                     | \$   | 129,890                 |                         | \$      | 123,801                 |                         | \$<br>369,663           |                         |
| <u>Europe</u>  |      |                         |                         |         |                         |                         |                         |                         |
| As reported (GAAP)                                     | \$   | 17,751 \$               | 19,082                  | \$      | 17,751 \$               | 18,031                  | \$<br>53,125 \$         | 56,163                  |
| Currency impact  |      | (578)                   |                         | (1,379) |                         |                         | (2,862)                 |                         |
| Business days impact                                   |      | 550                     |                         |         | (131)                   |                         | <br>(525)               |                         |
| Same day constant currency revenue                     | \$   | 17,723                  |                         | \$      | 16,241                  |                         | \$<br>49,738            |                         |
| <u>Asia Pacific</u>                                    |      |                         |                         |         |                         |                         |                         |                         |
| As reported (GAAP)                                     | \$   | 10,967 \$               | 11,408                  | \$      | 10,967 \$               | 11,202                  | \$<br>32,815 \$         | 37,004                  |
| Currency impact  |      | (203)                   |                         |         | (513)                   |                         | (836)                   |                         |
| Business days impact                                   |      | -                       |                         |         | 86                      |                         | <br>173                 |                         |
| Same day constant currency revenue                     | \$   | 10,764                  |                         | \$      | 10,540                  |                         | \$<br>32,152            |                         |
| Total Consolidated                                     |      |                         |                         |         |                         |                         |                         |                         |
| As reported (GAAP)                                     | \$   | 156,631 \$              | 153,222                 | \$      | 156,631 \$              | 168,052                 | \$<br>457,199 \$        | 524,784                 |
| Currency impact  |      | (900)                   |                         |         | (1,808)                 |                         | (3,306)                 |                         |
| Business days impact                                   |      | 2,646                   |                         |         | (4,241)                 |                         | (2,340)                 |                         |
| Same day constant currency revenue                     | \$   | 158,377                 |                         | \$      | 150,582                 |                         | \$<br>451,553           |                         |
| Number of Business Days                                |      |                         |                         |         |                         |                         |                         |                         |
| North America (1)                                      |      | 61                      | 62                      |         | 61                      | 59                      | 187                     | 186                     |
| Europe (2)   |      | 63                      | 65                      |         | 63                      | 62                      | 192                     | 190                     |
| Asia Pacific (2)                                       |      | 61                      | 61                      |         | 61                      | 62                      | 185                     | 186                     |

(1) This represents the number of business days in the United States.

(2) This represents the number of business days in the country or countries in which the revenues are most concentrated within the geography.

#### RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES

(Amounts in thousands, except per share amounts and percentages)

| Adjustments:       1,202       1,393       1,549       4,125       4,131         Amorization of intangible assets       1,202       1,393       1,549       4,125       4,115         Depreciation expense       963       984       1,120       2,954       3,91         Interest expense, net       361       460       493       1,316       1,52         Income tax expense (benefit)       1,057       2,256       (3,983)       5,270       3,99         EBITDA       4,273       4,101       6,121       15,646       37,800         Stock-based compensation expense       1,834       1,708       1,491       4,939       4,646         Contingent consideration adjustment       2,710       (189)       (850)       3,052       (1,120)         Adjusted EBITDA       \$ 9,469       \$ 12,395       \$ 6,754       \$ 32,082       \$ 41,33         Revenue       \$ 156,631       \$ 153,222       \$ 168,052       \$ 347,86       7,799         Adjusted EBITDA Margin $6.076$ $8.196$ $0.02$ \$ 0.01       0.005       0.05       0.15       0.15         Diluted earnings (loss) per common Share $0.02$ $0.021$ $-$ 0.26 $0.07$ $0.021$ <th></th> <th colspan="5"><b>Three Months Ended</b></th> <th colspan="4">Nine Months Ended</th>  |  | <b>Three Months Ended</b> |            |             |    |          | Nine Months Ended |         |            |  |
|--|--|---------------------------|------------|-------------|----|----------|-------------------|---------|------------|--|
| Net income (loss)       S       690 S       (992)       S       6,942 S       1,981 S       24,213         Adjustments:       -  | Adjusted EBITDA  |                           | -          | ,           | Fe |          | Fe                | 2021    | 2020       |  |
| Adjustments:       1,202       1,393       1,549       4,125       4,115         Amorization of intangible assets       1,202       1,393       1,549       4,125       4,115         Deprectation expense       963       984       1,120       2,954       3,91         Interest expense, net       361       460       493       1,316       1,52         Income tax expense (benefit)       1,057       2,256       (3,983)       5,270       3,399         EBITDA       4,273       4,101       6,121       15,664       37,800         Stock-based compensation expense       1,834       1,708       1,491       4,939       4,646         Contingent consideration adjustment       2,710       (189)       6,6754       \$ 32,082       \$ 41,33         Revenue       \$ 156,631       \$ 153,222       \$ 168,052       \$ 457,199       \$ 524,78         Adjusted EBITDA Margin       6.0%       8.1%       4.0%       7.0%       7.99         Adjusted compensation expense       0.02       0.021       -       0.26       Contingent consideration adjustment       0.08       0.01       0.03       0.09       0.03         Income tax inpact of adjustment       0.08       0.01       0.03 <th></th> <th></th> <th></th> <th>(Unaudited)</th> <th></th> <th></th> <th></th> <th>(Unau</th> <th>dited)</th>  |  |                           |            | (Unaudited) |    |          |                   | (Unau   | dited)     |  |
| Amortization of intangible assets       1,202       1,393       1,549       4,125       4,155         Depreciation expense       963       984       1,120       2,954       3,911         Interest expense, net       361       460       493       1,316       1,525         Income tax expense (benefit)       1,057       2,256       (3,983)       5,270       3,999         EBITDA       4,273       4,101       6,121       15,646       37,800         Stock-based compensation expense       1,834       1,708       1,491       4,939       4,649         Restructuring costs       652       6,775       -       8,445       -       -       8,445         Contingent consideration adjustment       2,710       (1899       6,754       \$ 32,082       \$ 41,33         Adjusted EBITDA       \$ 156,631       \$ 153,222       \$ 168,052       \$ 457,199       \$ 524,769         Adjusted Diluted Earnings per Common Share       0.02       0.03       \$ 0.21       \$ 0.06       \$ 0.7         Stock-based compensation expense       0.06       0.05       0.05       0.15       0.18         Contingent consideration adjustment       0.02       0.021       -       0.26       -  |  | \$                        | 690 \$     | 6 (992)     | \$ | 6,942    | \$                | 1,981   | \$ 24,218  |  |
| Depreciation expense         963         984         1,120         2,954         3,91           Interest expense, net         361         460         493         1,316         1,527           Income tax expense (benefit)         1,057         2,256         (3,983)         5,270         3,99           EBITDA         4,273         4,101         6,121         15,646         37,80           Stock-based compensation expense         1,834         1,708         1,491         4,939         4,644           Contingent consideration adjustment         2,710         (189)         .652         5         5         4,645           Adjusted EBITDA         \$ 9,469         \$ 12,395         \$ 6,754         \$ 32,002         \$ 41,333           Revenue         \$ 156,631         \$ 153,222         \$ 168,052         \$ 457,499         \$ 524,78           Adjusted EBITDA Margin         6.0%         8.1%         4.0%         7.0%         7.99           Diluted earnings (loss) per common Share         0.002         0.01         0.003         0.015         0.1           Restructuring costs         0.02         0.021         - 0.26         0.03         1.000         8 0.83           Income tax expense (benefit)         \$ 1,057<   | -  |                           |            |             |    |          |                   |         |            |  |
| Interest expense, net       361       460       493       1,316       1,52         Income tax expense (benefit) $1,057$ $2,256$ $(3,983)$ $5,270$ $3,99$ PBITDA $4,273$ $4,101$ $6,121$ $15,646$ $37,80$ Stock-based compensation expense $1,834$ $1,708$ $1,491$ $4,933$ $4,644$ Restructuring costs $652$ $6,775$ $-8,445$ $-8,445$ $-6,676$ $3,062$ $(1,120)$ Adjusted EBITDA       S $9,469$ $12,395$ $6,6784$ $3,2062$ $5,41,33$ Revenue       S $156,631$ S $153,222$ $5,467,199$ $5,524,78$ Adjusted EBITDA Margin $6.0\%$ $8.196$ $4.0\%$ $7.0\%$ $7.99$ Adjusted compensation expense $0.06$ $0.05$ $0.15$ $0.15$ $0.15$ Diluted earnings (loss) per common share, as reported       S $0.02$ $0.01$ $0.003$ $0.09$ $0.03$ Income tax inpact of adjustment $0.06$ $0.011$ $0.02$ $(0.07)$ $(0.01)$ Adjusted diluted ea  | Amortization of intangible assets                        |                           | -          | 1,393       |    | 1,549    |                   | 4,125   | 4,153      |  |
| Income tax expense (benefit) $1.057$ $2.256$ $(3.983)$ $5.270$ $3.99$ EBITDA $4.273$ $4.101$ $6.121$ $15.646$ $37.80$ Stock-based compensation expense $1.834$ $1.708$ $1.491$ $4.939$ $4.64$ Restructuring costs $652$ $6.775$ $8.445$ $6.775$ $8.445$ Contingent consideration adjustment $2.710$ $(189)$ $(858)$ $3.052$ $(1.120)$ Adjusted EBITDA <b>§</b> $9.469$ <b>§</b> $12.395$ <b>§</b> $6.754$ <b>§</b> $32.082$ <b>§</b> $41.338$ Adjusted EBITDA Margin <b>6.0%</b> $8.196$ $4.0\%$ $7.0\%$ $7.399$ Adjusted Earnings per Common Share <b>Diluted Earnings per Common Share 0.06</b> $0.05$ $0.05$ $0.15$ $0.15$ Diluted aranings (loss) per common share, as reported <b>\$</b> $0.02$ <b>\$</b> $0.03$ $0.21$ <b>\$</b> $0.06$ $0.05$ $0.15$ $0.15$ Income tax sequese (benefit) <b>\$</b> $0.02$ <b>\$</b> $0.021$ <b>\$</b> $0.25$ <b>\$</b>  | Depreciation expense                                     |                           |            |             |    |          |                   |         | 3,913      |  |
| EBITDA       4,273       4,101       6,121       15,646       37,80         Stock-based compensation expense       1,834       1,708       1,491       4,939       4,644         Restructuring costs       652       6,775       -       8,445       -       -       8,445         Contingent consideration adjustment       2,710       (189)       (859)       3,052       (1,120)         Adjusted EBITDA       \$ 9,469       \$ 12,395       \$ 6,754       \$ 32,082       \$ 41,33         Revenue       \$ 156,631       \$ 153,222       \$ 168,052       \$ 457,199       \$ 524,78         Adjusted EBITDA Margin $6.0\%$ $8.1\%$ $4.0\%$ $7.0\%$ $7.3\%$ Diluted earnings (loss) per common Share $0.06$ $0.05$ $0.05$ $0.15$ $0.17$ Restructuring costs $0.02$ $0.02$ $0.01$ $0.03$ $0.09$ $0.03$ Income tax impact of adjustment $0.06$ $0.01$ $0.03$ $0.09$ $0.03$ Income tax expense (benefit)       \$ 1,057       \$ 2,256       \$ (3,983)       \$ 5,270       \$ 3,99         Effect of non-cash tax items:       (49)       (123)       (991) <t< td=""><td>Interest expense, net</td><td></td><td>361</td><td>460</td><td></td><td>493</td><td></td><td>1,316</td><td>1,526</td></t<>   | Interest expense, net                                    |                           | 361        | 460         |    | 493      |                   | 1,316   | 1,526      |  |
| Stock-based compensation expense       1,834       1,708       1,491       4,939       4,644         Retructuring costs       652       6,775       -       8,445         Contingent consideration adjustment       2,710       (189)       (658)       3,052       (1,120)         Adjusted EBITDA       \$       9,469       \$       12,395       \$       6,674       \$       32,062       \$       41,120         Adjusted EBITDA Margin       6.0%       8.1%       4.0%       7.0%       7.99         Adjusted Diluted Earnings per Common Share       Diluted earnings (loss) per common share, as reported       \$       0.02       \$       0.03       \$       0.21       \$       0.06       0.05       0.15       0.15       0.17         Stock-based compensation expense       0.06       0.05       0.05       0.15       0.15       0.16         Restructuring costs       0.02       0.021       -       0.26       0.07       0.001       0.03       0.09       0.03         Income tax impact of adjustment       0.08       (0.01)       (0.03)       0.09       0.03       0.09       0.03       0.09       0.03       0.09       0.03       0.04       0.01       0.02       0.07   | Income tax expense (benefit)                             |                           | 1,057      | 2,256       |    | (3,983)  |                   | 5,270   | 3,995      |  |
| Restructuring costs         652         6,775         -         8,445           Contingent consideration adjustment         2,710         (189)         (859)         3,052         (1,120)           Adjusted EBITDA         \$ 9,469         \$ 12,395         \$ 6,754         \$ 32,082         \$ 41,33           Revenue         \$ 156,631         \$ 153,222         \$ 168,052         \$ 457,199         \$ 524,78           Adjusted EBITDA Margin         6.0%         8.1%         4.0%         7.0%         7.09           Adjusted Compons Share, as reported         \$ 0.02         \$ (0.03)         \$ 0.21         \$ 0.06         \$ 0.07           Stock-based compensation expense         0.06         0.05         0.05         0.15         0.1           Restructuring costs         0.02         0.21         -         0.26         -           Contingent consideration adjustment         0.08         (0.01)         0.02         (0.07)         (0.01)           Adjusted diluted earnings per common share         \$ 0.14         \$ 0.21         \$ 0.25         \$ 0.49         \$ 0.88           Income tax impact of adjustments         (0.04)         (0.01)         0.02         (0.07)         (0.01)           Adjusted Provision for Income Taxes and Cash Tax Rate   | EBITDA   |                           | 4,273      | 4,101       |    | 6,121    |                   | 15,646  | 37,805     |  |
| Contingent consideration adjustment $2,710$ $(189)$ $(858)$ $3,052$ $(1,120)$ Adjusted EBITDA         \$ 9,469         \$ 12,395         \$ 6,754         \$ 32,082         \$ 41,33           Revenue         \$ 156,631         \$ 153,222         \$ 168,052         \$ 457,199         \$ 524,78           Adjusted EBITDA Margin $6.0\%$ $8.1\%$ $4.0\%$ $7.0\%$ $7.9\%$ Adjusted Earnings per Common Share         Diluted Earnings per Common share, as reported         \$ 0.02         \$ 0.03         \$ 0.21         \$ 0.06         \$ 0.77           Stock-based compensation expense         0.06         0.05         0.05         0.15         0.1           Restructuring costs         0.02         0.21         -         0.26         Contingent consideration adjustment         (0.04)         (0.01)         0.02         (0.07)         (0.01           Adjusted diluted earnings per common share         \$ 0.14         \$ 0.21         \$ 0.25         \$ 0.49         \$ 0.83           Adjusted Provision for Income Taxes and Cash Tax Rate         Income tax expense (benefit)         \$ 1,057         \$ 2,256         \$ (3,983)         \$ 5,270         \$ 3,99           Effect of non-cash tax items:         \$         5 1,057   | Stock-based compensation expense                         |                           | 1,834      | 1,708       |    | 1,491    |                   | 4,939   | 4,649      |  |
| Adjusted EBITDA\$ 9,469\$ 12,395\$ 6,754\$ 32,082\$ 41,33Revenue\$ 156,631\$ 153,222\$ 168,052\$ 457,199\$ 524,78Adjusted Diluted Earnings per Common Share $6.0\%$ $8.1\%$ $4.0\%$ $7.0\%$ $7.9\%$ Diluted earnings (loss) per common share, as reported\$ 0.02\$ (0.03)\$ 0.21\$ 0.06\$ 0.75Stock-based compensation expense $0.06$ $0.05$ $0.05$ $0.15$ $0.15$ $0.11$ Restructuring costs $0.02$ $0.21$ - 0.26 $0.03$ $0.09$ $(0.03)$ Income tax impact of adjustment $0.08$ $(0.01)$ $(0.03)$ $0.09$ $(0.03)$ Income tax spense (benefit)\$ 1.057\$ 2,256\$ (3,983)\$ 5,270\$ 3,99Effect of non-cash tax items $(49)$ $(123)$ $(991)$ $(321)$ $(1,067)$ Valuation allowance on international deferred tax assets $(459)$ $(1,096)$ $(221)$ $(1,943)$ Other non-cash tax items $284$ $(68)$ $70$ $205$ $6$ Adjusted provision for income taxes $5$ $826$ $969$ $5$ $5,754$ $5$ $3,195$ Internet tax position adjustments $(7)$ $ (629)$ $(16)$ $(6229)$ Other non-cash tax items $284$ $(68)$ $70$ $205$ $6$ Adjusted provision for income taxes $5$ $826$ $969$ $5$ $5,754$ $5$ $3,195$ $5$ Inference $10,27$ $10,27$ $10,27$ $1$  | Restructuring costs                                      |                           | 652        | 6,775       |    | -        |                   | 8,445   | -          |  |
| Adjusted EBITDA Margin $$$ 156,631$ $$$ 153,222$ $$$ 168,052$ $$$ 457,199$ $$$ 524,78$ Adjusted EBITDA Margin $6.0\%$ $8.1\%$ $$$ 168,052$ $$$ 457,199$ $$$ 524,78$ Adjusted Diluted Earnings per Common Share $0.0\%$ $8.1\%$ $$$ 0.02$ $$$ 0.03$ $$$ 0.21$ $$$ 0.06$ $$$ 0.77$ Stock-based compensation expense $0.06$ $0.05$ $0.05$ $0.15$ $0.15$ Contingent consideration adjustment $0.02$ $0.21$ $-$ 0.26Contingent consideration adjustment $0.08$ $(0.01)$ $(0.03)$ $0.09$ Income tax impact of adjustments $(0.04)$ $(0.01)$ $0.02$ $(0.07)$ Adjusted Provision for Income Taxes and Cash Tax RateIncome tax expense (benefit) $$$ 1.057$ $$$ 2,256$ $$$ (3,983)$ $$$ 5,270$ $$$ 3,99$ Effect of non-cash tax items: $(49)$ $(123)$ $(991)$ $(321)$ $(1,067)$ Valuation allowance on international deferred tax assets $(459)$ $(1,096)$ $(221)$ $(1,943)$ Other non-cash tax items $(7)$ $-$ (629) $(16)$ $(629)$ Other non-cash tax items $$$ 826$ $$$ 969$ $$$ (5,754)$ $$$ 3,195$ $$$ 1,697$ Effective tax rate $$60,5\%$ $$78,5\%$ $$(134,6\%)$ $72,7\%$ $$14,297$ Total effect of non-cash tax items on effective tax rate $$60,5\%$ $$78,5\%$ $$(134,6\%)$ $$72,7\%$ $$14,297$ Total effect of non-cash tax items on effective tax rate $$60,5\%$ $$78,5\%$ $$(134,6\%)$ <td>Contingent consideration adjustment</td> <td></td> <td>2,710</td> <td>(189)</td> <td></td> <td>(858)</td> <td></td> <td>3,052</td> <td>(1,120)</td>   | Contingent consideration adjustment                      |                           | 2,710      | (189)       |    | (858)    |                   | 3,052   | (1,120)    |  |
| Adjusted EBITDA Margin $1000^{-1}$ $1000$  | Adjusted EBITDA  | \$                        | 9,469 \$   | 12,395      | \$ | 6,754    | \$                | 32,082  | \$ 41,334  |  |
| Adjusted Diluted Earnings per Common Share         Diluted earnings (loss) per common share, as reported       \$ 0.02 \$ (0.03) \$ 0.21 \$ 0.06 \$ 0.75         Stock-based compensation expense       0.06 0.05 0.05 0.15 0.15         Restructuring costs       0.02 0.21 - 0.26         Contingent consideration adjustment       0.08 (0.01) (0.03) 0.09 (0.03         Income tax impact of adjustments       (0.04) (0.01) 0.02 (0.07) (0.01         Adjusted diluted earnings per common share       \$ 0.14 \$ 0.21 \$ 0.25 \$ 0.49 \$ 0.88         Adjusted diluted earnings per common share       \$ 1.057 \$ 2.256 \$ (3.983) \$ 5.270 \$ 3.999         Effect of non-cash tax items:       (49) (123) (991) (321) (1.067         Valuation allowance on international deferred tax assets       (459) (1.096) (221) (1.943) (669         Other non-cash tax items       (7) - (629) (16) (629         Other non-cash tax items       (7) - (629) (16) (629         Adjusted provision for income taxes $$ 826 $ 969 $ (5.754) $ 3.195 $ 1.697         Effective tax rate       $ 60.5\% $ 178.5\% $ (134.6\% $ 72.7\% $ 14.297         Total effect of non-cash tax items on effective tax rate       $ (132.2\%) $ (101.8\%) $ (59.9\%) $ (28.6\%) $ (82.7\%) $ (28.6\%) $ $ | Revenue  | \$                        | 156,631 \$ | 153,222     | \$ | 168,052  | \$                | 457,199 | \$ 524,784 |  |
| Diluted earnings (loss) per common share, as reported\$ $0.02$ \$ $(0.03)$ \$ $0.21$ \$ $0.06$ \$ $0.77$ Stock-based compensation expense $0.06$ $0.05$ $0.05$ $0.15$ $0.15$ $0.17$ Restructuring costs $0.02$ $0.21$ - $0.26$ $0.02$ $0.21$ - $0.26$ Contingent consideration adjustment $0.08$ $(0.01)$ $(0.03)$ $0.09$ $(0.03)$ Income tax impact of adjustments $(0.04)$ $(0.01)$ $0.02$ $(0.07)$ $(0.01)$ Adjusted diluted earnings per common share $$0.14$0.21$0.25$0.49$0.88Adjusted Provision for Income Taxes and Cash Tax Rate$1.057$2.256$(3.983)$5.270$3.991Effect of non-cash tax items:$1.057$2.256$(3.983)$5.270$3.991Effect of non-cash tax items:$1.057$2.256$(3.983)$5.270$3.991Valuation allowance on international deferred tax assets(459)(1.096)(221)(1.943)(669)Net uncertain tax position adjustments(7)-(629)(16)(629)Other non-cash tax items284(68)7020566Adjusted provision for income taxes$$262$969$  | Adjusted EBITDA Margin                                   |                           | 6.0%       | 8.1%        |    | 4.0%     |                   | 7.0%    | 7.9%       |  |
| Stock-based compensation expense       0.06       0.05       0.05       0.15       0.14         Restructuring costs       0.02       0.21       -       0.26         Contingent consideration adjustment       0.08       (0.01)       (0.03)       0.09       (0.03)         Income tax impact of adjustments $(0.04)$ $(0.01)$ $0.02$ $(0.07)$ $(0.01)$ Adjusted diluted earnings per common share       \$       0.14       \$       0.21       \$       0.25       \$ $0.49$ \$       0.88         Adjusted diluted earnings per common share       \$       0.14       \$       0.21       \$       0.25       \$ $0.49$ \$       0.88         Adjusted Provision for Income Taxes and Cash Tax Rate       Income tax expense (benefit)       \$       1,057       \$       2,256       \$ $(3,983)$ \$       5,270       \$       3,999         Effect of non-cash tax items:       (49)       (123)       (991) $(321)$ $(1,067)$ Valuation allowance on international deferred tax assets       (459) $(1,096)$ (221) $(1,943)$ (669)         Net uncertain tax position adjustments $(7)$ - $(629)$ $(16)$ </td <td>Adjusted Diluted Earnings per Common Share</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   | Adjusted Diluted Earnings per Common Share               |                           |            |             |    |          |                   |         |            |  |
| Restructuring costs $0.02$ $0.21$ - $0.26$ Contingent consideration adjustment $0.08$ $(0.01)$ $(0.03)$ $0.09$ $(0.03)$ Income tax impact of adjustments $(0.04)$ $(0.01)$ $0.02$ $(0.07)$ $(0.01)$ Adjusted diluted earnings per common share $$ 0.14 $ 0.21 $ 0.25 $ 0.49 $ 0.89$ $$ 0.49 $ 0.89$ Adjusted Provision for Income Taxes and Cash Tax Rate $$ 1,057 $ 2,256 $ (3,983) $ 5,270 $ 3,999$         Effect of non-cash tax items:       $ 1,057 $ 2,256 $ (3,983) $ 5,270 $ 3,999$         Effect of non-cash tax items:       $ 1,057 $ 2,256 $ (3,983) $ 5,270 $ 3,999$         Stock option expirations       (49) (123) (991) (321) (1,067) $ 14,943 (669) $ 10,960 (221) (1,943) (669) $ 10,960 (221) $ 10,960 (221) (1,943) (669) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 10,960 (221) $ 1$   | Diluted earnings (loss) per common share, as reported    | \$                        | 0.02 \$    | 6 (0.03)    | \$ | 0.21     | \$                | 0.06    | \$ 0.75    |  |
| Contingent consideration adjustment $0.08$ $(0.01)$ $(0.03)$ $0.09$ $(0.03)$ Income tax impact of adjustments $(0.04)$ $(0.01)$ $0.02$ $(0.07)$ $(0.01)$ Adjusted diluted earnings per common share\$ 0.14 \$ 0.21\$ 0.25 \$ 0.49 \$ 0.8Adjusted Provision for Income Taxes and Cash Tax RateIncome tax expense (benefit)\$ 1,057 \$ 2,256 \$ (3,983) \$ 5,270 \$ 3,991Effect of non-cash tax items:Stock option expirations $(49)$ $(123)$ $(991)$ Valuation allowance on international deferred tax assets $(459)$ $(1,096)$ $(221)$ $(1,943)$ Net uncertain tax position adjustments $(7)$ - $(629)$ $(16)$ $(629)$ Other non-cash tax items $284$ $(68)$ $70$ $205$ $66$ Adjusted provision for income taxes $$ 826 $ 969 $ (5,754) $ 3,195 $ 1,692$ 1,057 $ 14,297Total effect of non-cash tax items on effective tax rate60.5\%178.5\%(134.6\%)72.7\%14,297 $ 0,275 $ 0,2$                                     | Stock-based compensation expense                         |                           | 0.06       | 0.05        |    | 0.05     |                   | 0.15    | 0.14       |  |
| Income tax impact of adjustments $(0.04)$ $(0.01)$ $0.02$ $(0.07)$ $(0.01)$ Adjusted diluted earnings per common share\$ $0.14$ \$ $0.21$ \$ $0.25$ \$ $0.49$ \$ $0.88$ Adjusted Provision for Income Taxes and Cash Tax RateIncome tax expense (benefit)\$ $1,057$ \$ $2,256$ \$ $(3,983)$ \$ $5,270$ \$ $3,991$ Effect of non-cash tax items:Stock option expirations(49) $(123)$ $(991)$ $(321)$ $(1,067)$ Valuation allowance on international deferred tax assets $(459)$ $(1,096)$ $(221)$ $(1,943)$ $(669)$ Net uncertain tax position adjustments $(7)$ - $(629)$ $(16)$ $(629)$ Other non-cash tax items $284$ $(68)$ $70$ $205$ $60$ Adjusted provision for income taxes\$ $826$ $969$ \$ $(5,754)$ \$ $3,195$ \$Effective tax rate $60.5\%$ $178.5\%$ $(134.6\%)$ $72.7\%$ $14.2\%$ Total effect of non-cash tax items on effective tax rate $(13.2\%)$ $(101.8\%)$ $(59.9\%)$ $(28.6\%)$ $(28.6\%)$  | Restructuring costs                                      |                           | 0.02       | 0.21        |    | -        |                   | 0.26    | -          |  |
| Adjusted diluted earnings per common share $$ 0.14$ $$ 0.21$ $$ 0.25$ $$ 0.49$ $$ 0.88$ Adjusted Provision for Income Taxes and Cash Tax RateIncome tax expense (benefit) $$ 1,057$ $$ 2,256$ $$ (3,983)$ $$ 5,270$ $$ 3,991$ Effect of non-cash tax items:Stock option expirations(49)(123)(991)(321)(1,067)Valuation allowance on international deferred tax assets(459)(1,096)(221)(1,943)(669)Net uncertain tax position adjustments(7)-(629)(16)(629)Other non-cash tax items284(68)7020566Adjusted provision for income taxes $$ 826$ 969 $$ (5,754)$ $$ 3,195$ $$ 1,692$ Effective tax rate60.5%178.5%(134.6%)72.7%14.29Total effect of non-cash tax items on effective tax rate(13.2%)(101.8%)(59.9%)(28.6%)(8.2%)   | Contingent consideration adjustment                      |                           | 0.08       | (0.01)      |    | (0.03)   |                   | 0.09    | (0.03)     |  |
| Adjusted Provision for Income Taxes and Cash Tax Rate         Income tax expense (benefit)       \$ 1,057 \$ 2,256 \$ (3,983) \$ 5,270 \$ 3,991         Effect of non-cash tax items:       \$ 1,057 \$ 2,256 \$ (3,983) \$ 5,270 \$ 3,991         Effect of non-cash tax items:       \$ 1,057 \$ 2,256 \$ (3,983) \$ 5,270 \$ 3,991         Stock option expirations       (49) (123) (991) (321) (1,067         Valuation allowance on international deferred tax assets       (459) (1,096) (221) (1,943) (669         Net uncertain tax position adjustments       (7) - (629) (16) (629         Other non-cash tax items       284 (68) 70 205 66         Adjusted provision for income taxes       \$ 826 \$ 969 \$ (5,754) \$ 3,195 \$ 1,693         Effective tax rate       60.5% 178.5% (134.6%) 72.7% 14.29         Total effect of non-cash tax items on effective tax rate       (13.2%) (101.8%) (59.9%) (28.6%) (8.2%  | Income tax impact of adjustments                         |                           | (0.04)     | (0.01)      |    | 0.02     |                   | (0.07)  | (0.01)     |  |
| Income tax expense (benefit)       \$ 1,057 \$ 2,256 \$ (3,983) \$ 5,270 \$ 3,992         Effect of non-cash tax items:       (49)       (123)       (991)       (321)       (1,067)         Stock option expirations       (49)       (123)       (991)       (321)       (1,067)         Valuation allowance on international deferred tax assets       (459)       (1,096)       (221)       (1,943)       (669)         Net uncertain tax position adjustments       (7)       -       (629)       (16)       (629)         Other non-cash tax items       284       (68)       70       205       60         Adjusted provision for income taxes       \$ 826 \$ 969       \$ (5,754)       \$ 3,195 \$ 1,699       1,699         Effective tax rate       60.5%       178.5%       (134.6%)       72.7%       14.299         Total effect of non-cash tax items on effective tax rate       (13.2%)       (101.8%)       (59.9%)       (28.6%)       (8.2%)  | Adjusted diluted earnings per common share               | \$                        | 0.14 \$    | 6 0.21      | \$ | 0.25     | \$                | 0.49    | \$ 0.85    |  |
| Effect of non-cash tax items:       (49)       (123)       (991)       (321)       (1,067)         Valuation allowance on international deferred tax assets       (459)       (1,096)       (221)       (1,943)       (669)         Net uncertain tax position adjustments       (7)       -       (629)       (16)       (629)         Other non-cash tax items       284       (68)       70       205       66         Adjusted provision for income taxes       \$ 826       \$ 969       \$ (5,754)       \$ 3,195       \$ 1,692         Effective tax rate       60.5%       178.5%       (134.6%)       72.7%       14.29         Total effect of non-cash tax items on effective tax rate       (13.2%)       (101.8%)       (59.9%)       (28.6%)       (8.2%)   | Adjusted Provision for Income Taxes and Cash Tax Rate    |                           |            |             |    |          |                   |         |            |  |
| Stock option expirations       (49)       (123)       (991)       (321)       (1,067)         Valuation allowance on international deferred tax assets       (459)       (1,096)       (221)       (1,943)       (669)         Net uncertain tax position adjustments       (7)       -       (629)       (16)       (629)         Other non-cash tax items       284       (68)       70       205       66         Adjusted provision for income taxes       \$ 826 \$ 969       \$ (5,754)       \$ 3,195 \$ 1,699         Effective tax rate       60.5%       178.5%       (134.6%)       72.7%       14.29         Total effect of non-cash tax items on effective tax rate       (13.2%)       (101.8%)       (59.9%)       (28.6%)       (8.2%)  | Income tax expense (benefit)                             | \$                        | 1,057 \$   | 2,256       | \$ | (3,983)  | \$                | 5,270   | \$ 3,995   |  |
| Valuation allowance on international deferred tax assets $(459)$ $(1,096)$ $(221)$ $(1,943)$ $(669)$ Net uncertain tax position adjustments $(7)$ - $(629)$ $(16)$ $(629)$ Other non-cash tax items $284$ $(68)$ $70$ $205$ $66$ Adjusted provision for income taxes $\$$ $826$ $\$$ $969$ $\$$ $(5,754)$ $\$$ $3,195$ $\$$ Effective tax rate $60.5\%$ $178.5\%$ $(134.6\%)$ $72.7\%$ $14.29$ Total effect of non-cash tax items on effective tax rate $(13.2\%)$ $(101.8\%)$ $(59.9\%)$ $(28.6\%)$ $(8.2\%)$   | Effect of non-cash tax items:                            |                           |            |             |    |          |                   |         |            |  |
| Net uncertain tax position adjustments       (7)       -       (629)       (16)       (629)         Other non-cash tax items       284       (68)       70       205       66         Adjusted provision for income taxes       \$ 826       969       \$ (5,754)       \$ 3,195       \$ 1,69         Effective tax rate       60.5%       178.5%       (134.6%)       72.7%       14.29         Total effect of non-cash tax items on effective tax rate       (13.2%)       (101.8%)       (59.9%)       (28.6%)       (8.2%)   | Stock option expirations                                 |                           | (49)       | (123)       |    | (991)    |                   | (321)   | (1,067)    |  |
| Other non-cash tax items         284         (68)         70         205         60           Adjusted provision for income taxes         \$ 826         \$ 969         \$ (5,754)         \$ 3,195         \$ 1,690           Effective tax rate         60.5%         178.5%         (134.6%)         72.7%         14.29           Total effect of non-cash tax items on effective tax rate         (13.2%)         (101.8%)         (59.9%)         (28.6%)         (8.2%)   | Valuation allowance on international deferred tax assets |                           | (459)      | (1,096)     |    | (221)    |                   | (1,943) | (669)      |  |
| Adjusted provision for income taxes       \$ 826       969       \$ (5,754)       \$ 3,195       \$ 1,692         Effective tax rate       60.5%       178.5%       (134.6%)       72.7%       14.2%         Total effect of non-cash tax items on effective tax rate       (13.2%)       (101.8%)       (59.9%)       (28.6%)       (8.2%)  | Net uncertain tax position adjustments                   |                           | (7)        | -           |    | (629)    |                   | (16)    | (629)      |  |
| Effective tax rate       60.5%       178.5%       (134.6%)       72.7%       14.29         Total effect of non-cash tax items on effective tax rate       (13.2%)       (101.8%)       (59.9%)       (28.6%)       (8.2%)  | Other non-cash tax items                                 |                           | 284        | (68)        |    | 70       |                   | 205     | 62         |  |
| Total effect of non-cash tax items on effective tax rate         (13.2%)         (101.8%)         (59.9%)         (28.6%)         (8.2%)           45.2%   | Adjusted provision for income taxes                      | \$                        | 826 \$     | 969         | \$ | (5,754)  | \$                | 3,195   | \$ 1,692   |  |
| Total effect of non-cash tax items on effective tax rate         (13.2%)         (101.8%)         (59.9%)         (28.6%)         (8.2%)           45.2%   | Effective tax rate                                       |                           | 60.5%      | 178.5%      |    | (134.6%) |                   | 72.7%   | 14.2%      |  |
|  | Total effect of non-cash tax items on effective tax rate |                           | (13.2%)    | (101.8%)    |    | (59.9%)  |                   | (28.6%) | (8.2%)     |  |
| Cash tax rate $47.3\%$ $70.7\%$ $(194.5\%)$ $44.1\%$ $0.0\%$   | Cash tax rate  |                           | 47.3%      | 76.7%       | _  | (194.5%) |                   | 44.1%   | 6.0%       |  |

#### **Segment Results**

Effective in the second quarter of fiscal 2021, the Company revised its segment reporting to align with changes made in its internal management structure and its reporting structure of financial information used to assess performance and allocate resources.

Operating results by reportable segment are included in the following table. All prior year periods presented were recast to reflect the impact of the preceding segment changes. Please refer to the "Reconciliation of GAAP to Non-GAAP Financial Measures" table above for the reconciliation of consolidated net income (loss) to Adjusted EBITDA for each of the periods presented.

|                       | <b>Three Months Ended</b> |                     | Nine Months Ended    |      |                      |    |                      |
|-----------------------|---------------------------|---------------------|----------------------|------|----------------------|----|----------------------|
|                       | F                         | ebruary 27,<br>2021 | February 22,<br>2020 |      | February 27,<br>2021 |    | February 22,<br>2020 |
|                       |                           |                     | (Amounts in          | thou | ısands)              |    |                      |
| Revenues:             |                           |                     |                      |      |                      |    |                      |
| RGP                   | \$                        | 146,487             | \$<br>158,228        | \$   | 425,598              | \$ | 494,225              |
| Other Segments        |                           | 10,144              | 9,824                |      | 31,601               |    | 30,559               |
| Total revenues        | \$                        | 156,631             | \$<br>168,052        | \$   | 457,199              | \$ | 524,784              |
|                       |                           |                     |                      |      |                      |    |                      |
| Gross profit:         |                           |                     |                      |      |                      |    |                      |
| RGP                   | \$                        | 53,980              | \$<br>57,757         | \$   | 162,006              | \$ | 191,223              |
| Other Segments        |                           | 3,067               | 3,663                |      | 11,115               |    | 12,077               |
| Total gross profit    | \$                        | 57,047              | \$<br>61,420         | \$   | 173,121              | \$ | 203,300              |
|                       |                           |                     | <br>                 |      |                      |    |                      |
| Adjusted EBITDA:      |                           |                     |                      |      |                      |    |                      |
| RGP                   | \$                        | 15,886              | \$<br>13,894         | \$   | 50,671               | \$ | 61,962               |
| Other Segments        |                           | 449                 | 320                  |      | 2,866                |    | 2,419                |
| Reconciling items (1) |                           | (6,866)             | (7,460)              |      | (21,455)             |    | (23,047)             |
| Total Adjusted EBITDA | \$                        | 9,469               | \$<br>6,754          | \$   | 32,082               | \$ | 41,334               |

(1) Reconciling items are generally comprised of unallocated corporate administrative costs, including management and board compensation, corporate support function costs and other general corporate costs that are not allocated to segments.

# SELECTED BALANCE SHEET, CASH FLOW AND OTHER INFORMATION

| (Amounts in thousands | s, except consultant headcour | it and average rates) |
|-----------------------|-------------------------------|-----------------------|
|-----------------------|-------------------------------|-----------------------|

|   | Feb | oruary 27, | May 30,       |
|---|-----|------------|---------------|
| SELECTED BALANCE SHEET INFORMATION:                         |     | 2021       | 2020          |
|   | (U  | naudited)  |               |
| Cash and cash equivalents                                   | \$  | 84,008     | \$<br>95,624  |
| Accounts receivable, net of allowance for doubtful accounts | \$  | 108,429    | \$<br>124,986 |
| Total assets  | \$  | 501,602    | \$<br>529,181 |
| Current liabilities   | \$  | 103,391    | \$<br>94,901  |
| Long-term debt  | \$  | 53,000     | \$<br>88,000  |
| Total liabilities   | \$  | 194,011    | \$<br>225,520 |
| Total stockholders' equity                                  | \$  | 307,591    | \$<br>303,661 |

|                                 | Nine Months Ended        |    |                      |  |  |
|---------------------------------|--------------------------|----|----------------------|--|--|
| SELECTED CASH FLOW INFORMATION: | <br>February 27,<br>2021 | ]  | February 22,<br>2020 |  |  |
|                                 | <br>(Unaudited)          |    | (Unaudited)          |  |  |
| Cash flow operating activities  | \$<br>35,371             | \$ | 21,563               |  |  |
| Cash flow investing activities  | \$<br>(2,846)            | \$ | (26,469)             |  |  |
| Cash flow financing activities  | \$<br>(46,006)           | \$ | (1,824)              |  |  |

|  | <b>Three Months Ended</b> |    |             |  |
|--|---------------------------|----|-------------|--|
|  | <br>February 27,          |    | May 30,     |  |
| SELECTED OTHER INFORMATION:              | 2021                      |    | 2020        |  |
|  | <br>(Unaudited)           |    | (Unaudited) |  |
| Consultant headcount, end of period      | 2,653                     |    | 2,495       |  |
| Average bill rate                        | \$<br>125                 | \$ | 127         |  |
| Average pay rate                         | \$<br>64                  | \$ | 63          |  |
| Common shares outstanding, end of period | 32,799                    |    | 32,144      |  |

## Contacts

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