## HUDSON HIGHLAND GROUP

# SOUTHWEST IDEAS INVESTOR CONFERENCE

FROM GREAT PEOPLE TO GREAT PERFORMANCE \*

**November 11, 2009** 



## Forward Looking Statements

Please be advised that except for historical information, the statements made during this presentation and in these slides constitute forwardlooking statements under applicable securities laws. Such forward-looking statements involve certain risks and uncertainties, including statements regarding the company's strategic direction, prospects and future results. Certain factors, including factors outside of our control, may cause actual results to differ materially from those contained in the forward-looking statements, including the impact of global economic fluctuations including the current economic downturn, the ability of clients to terminate their relationship with the company at any time, risks in collecting the company's accounts receivable, implementation of the company's cost reduction initiatives effectively and the other risks discussed in our filings made with the Securities and Exchange Commission. These forwardlooking statements speak only as of the date of this presentation. The company assumes no obligation, and expressly disclaims any obligation, to review or confirm analysts' expectations or estimates or to update any forward-looking statements, whether as a result of new information, future events or otherwise.

### **Hudson Highland Group**

- Hudson Highland delivers global permanent recruitment, contract staffing and talent management services
- Hudson Highland spun out from Monster Worldwide April 1, 2003
- Hudson Highland represents the consolidation of 67 acquisitions by former parent (54 acquisitions related to Hudson, 13 related to Highland)
- Divested seven business units with approx \$300M in revenue from Sept 2006 to May 2008, including Hudson Energy & Engineering and Highland Partners
- Worldwide capabilities from over 100 offices in more than 20 countries, with approximately 2,500 employees



## Our Strategic Focus is Simple

## Hudson

#### **Specialized Professional Resources**

#### Specialized

- Defined as service with knowledge and insight about candidate skills and clients
- Goal is to position "experts selling to experts"
- Specializations typically command higher margins due to scarcity of resources

#### Professional

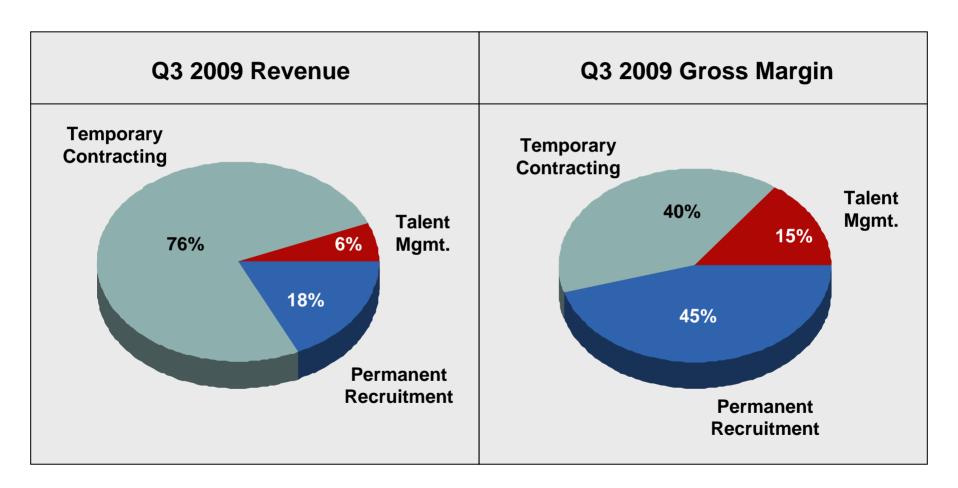
Candidates with degrees (accounting, law, IT) or knowledge skills

#### Resources

- Permanent recruitment, temporary staffing, and assessment services



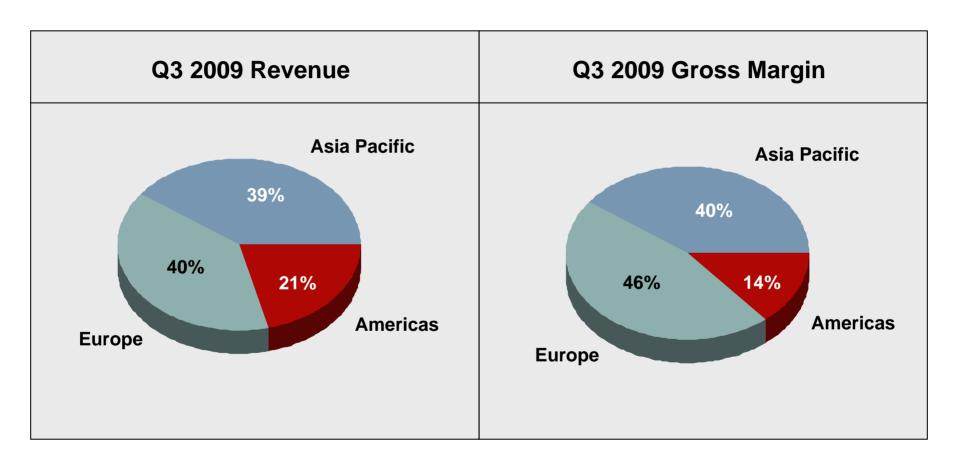
## Q3 2009 Global Services Split



<sup>(1)</sup> Services percentages above include "other revenue" or "other gross margin," which are allocated to each category based on its percentage of total revenue or gross margin excluding "other revenue" or "other gross margin."



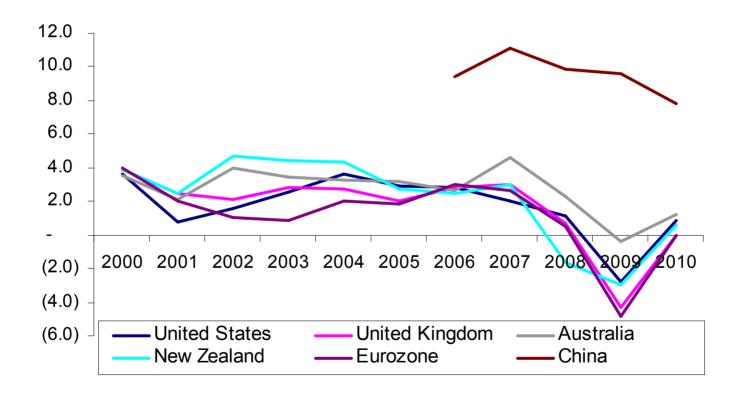
## Q3 2009 Regional Split





## The recession has been synchronized across all of our major markets

2009 declines much larger than 2001 Real GDP Growth, Percentage Change from Prior Year

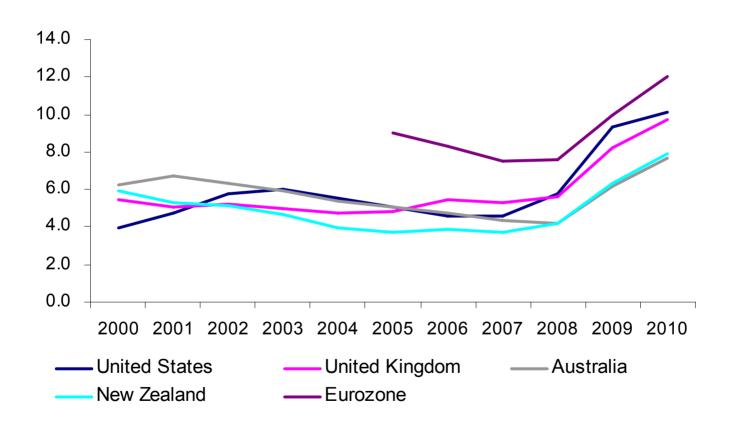


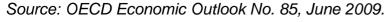
Source: OECD Economic Outlook No. 85, June 2009.



### ... as well as unemployment rates

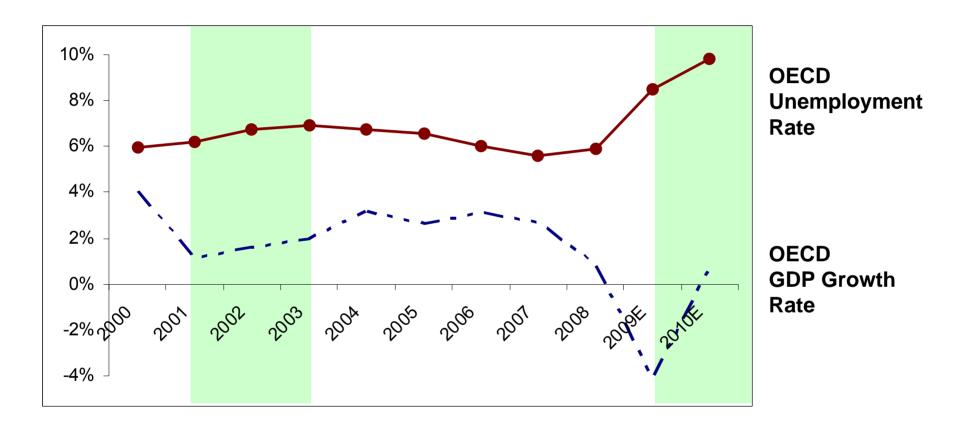
#### Percent of Labor Force







### Employment Typically Lags an Economic Recovery



While GDP growth returned in 2002 – 2003, unemployment continued to rise. Forecasts for 2010 predict the same trend.

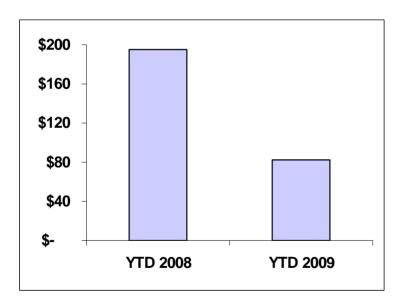


## Both Temp and Perm were Significantly Impacted in this Cycle

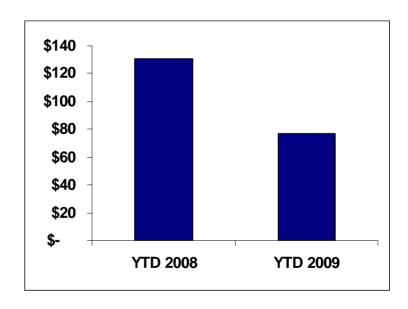
**\$US** in Millions

Perm GM

Down 58%, 51% in CC



Temp GM
Down 42%, 34% in CC



Total gross margin down 48%, 41% on CC basis, to \$191M.



## Q3 Results Review by Region

#### North America:

- Gross margin is down 49% from Q3 2008, down 12% from Q2, with 63% of GM decline offset
- Our Legal practice has fewer large projects but steady small projects of shorter durations

#### Europe:

- GM is down 41% from Q3 2008, and down 5% from Q2, with 83% of GM decline offset
- Financial Services in the U.K. is recovering and Continental Europe had positive adj EBITDA

#### Asia Pacific:

- GM is down 44% from Q3 2008, but was up 10% from Q2, with 74% of GM decline offset
- ANZ has positive EBITDA, but they are not seeing benefits of economic improvement
- Asia GM +22% vs. Q2 2009 led by China in accounting, industrial, sales & marketing



#### Initial Trends in Q4 2009

- Trends in early Q4 have been fairly consistent with those at the end of Q3.
- Initial results:
  - North America has seen a slight pickup in the Legal business.
  - The UK is seeing strength led by banking sector.
  - Continental Europe seems to have stabilized, albeit at a low level.
  - Australia-New Zealand is relatively stable.
  - Asia continues to be strong thus far.
- We gave no Q4 guidance, however we expect our adj. EBITDA loss to be less than Q3 and we continue to work toward break-even.



## **Financial Results**



## Unique strengths of Hudson provided foundation: in our early growth, in the recession and in the future

- Geographically diverse business will benefit the company as different regions recover at different times
- We have market-leading brands around the world:
  - Australia/New Zealand
- Belgium
- Singapore and China
- Balance in Netherlands
- IT Banking in the UK
- Legal in North America
- Some have grown against 2008, such as Balance
- In areas that have declined, our focus has been on maintaining key client relationships and retaining high performing revenue earners



## Q3 2009 Consolidated Financial Results Our actions have offset nearly 80% of the GM decline

\$US in Millions		1		
	B/W		Q3 2009	Q3 2008
Revenue	▼ 37%		\$169.6	\$269.2
	▼ 33%	CC		
Gross Margin	▼ 43%		\$64.2	\$112.7
	▼ 39%	CC		
SG&A	▲ 37%		\$67.4	\$106.1
	▲ 32%	CC		
Adj. EBITDA <sup>(1)</sup>	▼ 149%		(\$3.2)	\$6.6
	<b>▼</b> 155%	CC		
Op Income	▼		(\$8.8)	(\$0.1)
Net Income	▼		(\$6.9)	(\$0.3)
Diluted EPS	▼		(\$0.26)	(\$0.01)

<sup>(1)</sup> Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in the presentation.

Hudson

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

<sup>15(3)</sup> B/W indicates whether the result was better or worse than the comparison period.

### Balance Sheet - Select Items

**\$US in Millions** 

Selected Assets							
	September 30, 2009	December 31, 2008					
Cash	\$44	\$49					
Accounts Receivables	97	127					
Selected Liabilit	ies						
	September 30, 2009	December 31, 2008					
Short-term Borrowings	\$10	\$5					
Shareholders' Equity	86	108					



### Cash Remains a Key Focus

- Cash position at Q3 09 of \$44.5M despite a very difficult economic cycle over the last year
- Compares with \$49M at Q4 08 and \$44M a year ago at Q3 09
- Cash usage in first half of 2009 offset by cash sourced from final Highland
   Partners earnout and increased borrowings on our credit facility
- These sources of cash allowed us to accelerate our restructuring efforts to reduce our cost structure in line with lower levels of revenue
- We made excellent progress in Q3 09, with cash usage of \$3M vs. H2 09 forecast of \$15M. We will continue to manage cash diligently in Q4 09.

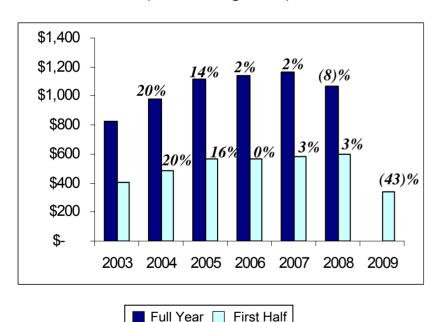


## Revenue and EBITDA Progress Since Spin

**\$US** in Millions

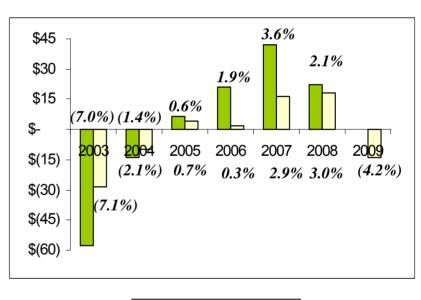
#### Revenue

(Revenue growth)



#### **Adjusted EBITDA**

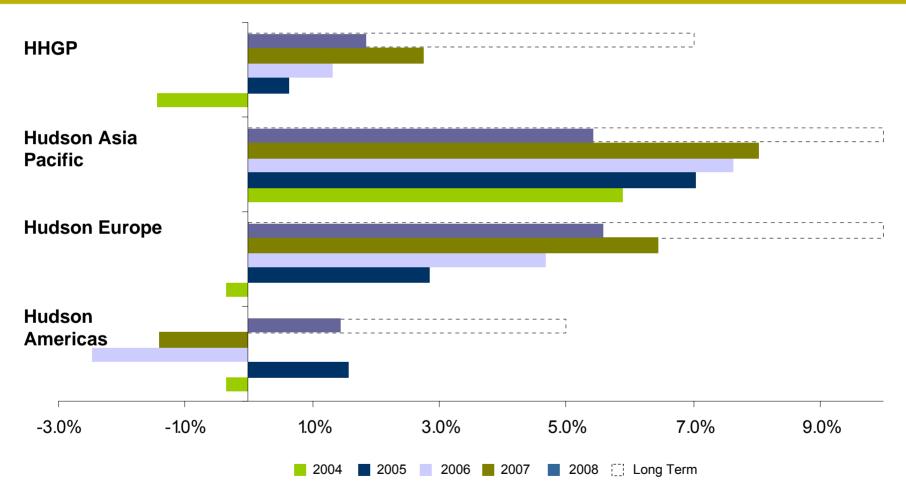
(As % of Revenue)



Full Year First Half

Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in presentation.

## Our Long Term EBITDA Margin Goal Is 7-10%



<sup>(1)</sup> Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill.



## Appendix



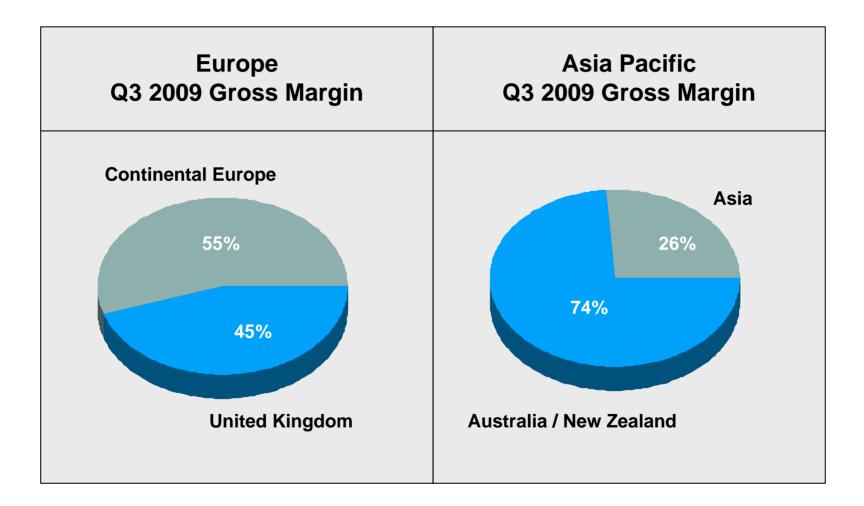
## Q3 09 - Regional Gross Margin Mix

Approximate mix of gross margin by product around the globe

	Temp	Perm	Talent Mgmt
Americas	85%	15%	
Europe	30%	50%	20%
UK	40%	55%	5%
Cont Europe	20%	45%	35%
Asia Pacific	30%	55%	15%
ANZ	45%	40%	15%
Asia		90%	10%
HHGP Total	40%	45%	15%

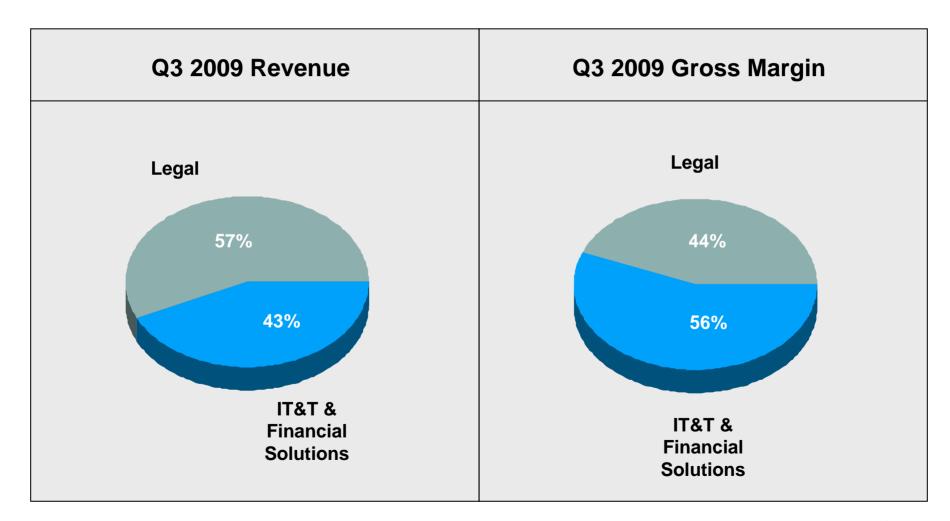


## Q3 Regional Gross Margin Composition





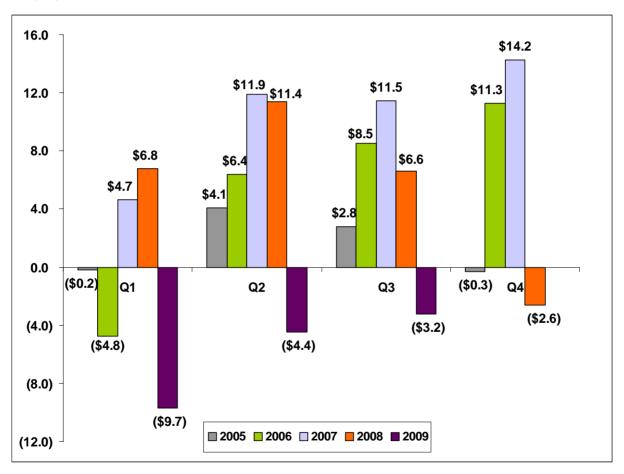
## Q3 2009: Hudson Americas Practice Groups





## Adjusted EBITDA Progress

#### **\$US** in Millions



(1) Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in the presentation.



## Q3 Cash Flow Summary

#### **\$US** in Millions

	QTD Sept-09		QTD Sept-08	
Net income (loss)	\$	(6.9)	\$	(0.3)
Depreciation and amortization		2.7		3.9
Goodwill and other impairment charges		-		-
Stock-based compensation		0.3		1.0
Gain on asset disposition		-		(0.0)
Change in accounts receivable		10.7		8.7
Change in accounts payable and other liabilities		(8.4)		(15.2)
Other		0.9		0.5
Cash from operations		(0.6)		(1.4)
Capital expenditures		(0.4)		(1.5)
Free cash flow		(1.0)		(2.9)
Payments for acquisitions and intangibles, net		(1.7)		(1.1)
Proceeds from the sale of assets		0.0		0.2
Net credit facility borrowings (repayments)		(0.9)		0.0
Purchase of treasury shares		(0.0)		(0.7)
Other				0.2
Effect of exchange rates		8.0		(2.5)
Change in cash		(2.8)		(7.1)



### EBITDA Reconciliation, Full Year

#### **\$US in Millions**

2008	Americas	Hudson Europe	Asia Pac	<u>Corp</u>	<u>Total</u>	2006	Americas	Hudson Europe	Asia Pac	<u>Corp</u>	Total
Revenue	273.6	407.8	389.6	-	1,071.0	Revenue	306.7	450.8	382.0		1,139.5
Gross margin	75.1	212.6	167.4	-	455.1	Gross margin	91.5	203.9	148.9		444.2
Adjusted EBITDA (1)	4.0	23.0	23.5	(28.3)	22.2	Adjusted EBITDA (1)	(5.4)	25.2	29.3	(27.7)	21.4
Acquisition-related exp	-	-	-	-	-	Acquisition-related exp	` ,	1.7		, ,	1.7
Reorg expense	3.1	2.8	4.3	1.0	11.2	Reorg expense	1.8	2.5	0.7	0.7	5.7
M&I expense	0.0 1 40.7	0.0 19.6	- 6.7	-	0.0	M&I expense	0.4	-	(0.0)	-	0.4
Goodwill and other impairr EBITDA (1)	(39.8)	0.5	6.7 12.5	(29.3)	67.1 (56.1)	EBITDA <sup>(1)</sup>	(7.6)	21.0	28.6	(28.4)	13.7
D&A	4.6	5.8	4.0	0.2	14.7	D&A	6.3	6.9	2.9	3.4	19.5
Operating income (loss)	(44.4)	(5.3)	8.5	(29.5)	(70.8)	Operating income (loss)	(13.9)	14.2	25.7	(31.8)	(5.8)
2007		l livele en				2005		Hudson			
		HUNSON				2003					
2001	Americas	Hudson Europe	Asia Pac	Corp	<u>Total</u>	2003	Americas	Europe	Asia Pac	Corp	<u>Total</u>
		Europe	Asia Pac 409 1	Corp -		Revenue	Americas 291.2		<u>Asia Pac</u> 376.2	Corp -	<u>Total</u> 1,114.4
Revenue	291.5	<u>Europe</u> 463.0	409.1		1,163.6			<u>Europe</u>		Corp - -	
		Europe		-		Revenue	291.2	<u>Europe</u> 447.0	376.2	<u>Corp</u> (37.4)	1,114.4
Revenue Gross margin Adjusted EBITDA <sup>(1)</sup>	291.5 87.5 (0.1)	Europe 463.0 234.0 34.5	409.1 175.0	-	1,163.6 496.5 42.2	Revenue Gross margin	291.2 91.4 5.0	Europe 447.0 186.5	376.2 141.7 25.8	<u>-</u>	1,114.4 419.5 6.5
Revenue Gross margin Adjusted EBITDA (1) Acquisition-related exp	291.5 87.5	Europe 463.0 234.0	409.1 175.0 34.4	-	1,163.6 496.5	Revenue Gross margin Adjusted EBITDA (1) Acquisition-related exp Reorg expense	291.2 91.4 5.0 - 0.5	Europe 447.0 186.5	376.2 141.7 25.8 - 0.0	<u>-</u>	1,114.4 419.5 6.5 - 0.6
Revenue Gross margin Adjusted EBITDA <sup>(1)</sup>	291.5 87.5 (0.1) 3.6	Europe 463.0 234.0 34.5 1.7	409.1 175.0	- (26.5)	1,163.6 496.5 42.2 5.3	Revenue Gross margin Adjusted EBITDA (1) Acquisition-related exp	291.2 91.4 5.0	Europe 447.0 186.5	376.2 141.7 25.8	<u>-</u>	1,114.4 419.5 6.5
Revenue Gross margin Adjusted EBITDA (1) Acquisition-related exp Reorg expense	291.5 87.5 (0.1) 3.6 0.5	Europe 463.0 234.0 34.5 1.7	409.1 175.0 34.4	- (26.5) - 1.4	1,163.6 496.5 42.2 5.3 4.4	Revenue Gross margin Adjusted EBITDA (1) Acquisition-related exp Reorg expense	291.2 91.4 5.0 - 0.5	Europe 447.0 186.5 13.1	376.2 141.7 25.8 - 0.0	(37.4)	1,114.4 419.5 6.5 - 0.6
Revenue Gross margin Adjusted EBITDA (1) Acquisition-related exp Reorg expense M&I expense	291.5 87.5 (0.1) 3.6 0.5 (0.1)	Europe 463.0 234.0 34.5 1.7 2.4	409.1 175.0 34.4 - (0.0)	- (26.5) - 1.4 (0.7)	1,163.6 496.5 42.2 5.3 4.4 (0.8)	Revenue Gross margin Adjusted EBITDA (1) Acquisition-related exp Reorg expense M&I expense	291.2 91.4 5.0 - 0.5 (0.0)	Europe 447.0 186.5 13.1 - -	376.2 141.7 25.8 - 0.0 (0.0)	(37.4)	1,114.4 419.5 6.5 - 0.6 (0.1)

(1) Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in the presentation.

#### **\$US in Millions**

Q1 2009		Hudson			
	<u>Americas</u>	<u>Europe</u>	Asia Pac	<u>Corp</u>	<u>Total</u>
Revenue	44.0	65.9	54.7	-	164.7
Gross margin	11.0	30.3	20.7	-	62.0
Adjusted EBITDA (1)	(3.2)	(1.1)	(0.7)	(4.7)	(9.7)
Acquisition-related exp	-	-	-	-	-
Reorg expense	1.6	2.3	1.9	-	5.8
M&I expense		-	-	-	
EBITDA <sup>(1)</sup>	(4.8)	(3.4)	(2.6)	(4.7)	(15.5)
D&A	1.0	1.8	0.9	0.1	3.8
Operating income (loss)	(5.8)	(5.2)	(3.5)	(4.8)	(19.3)

Q1 2007		Hudson			
	<u>Americas</u>	Europe	Asia Pac	Corp	<u>Total</u>
Revenue	76.5	116.2	91.7	-	284.4
Gross margin	22.1	55.7	37.1	-	114.9
Adjusted EBITDA <sup>(1)</sup>	(1.4)	6.5	5.7	(6.2)	4.7
Acquisition-related exp	-	0.3	-		0.3
Reorg expense	0.7	2.4	=	(0.1)	3.1
M&I expense	-	-	-	-	
EBITDA (1)	(2.1)	3.8	5.7	(6.2)	1.2
D&A	1.1	1.6	8.0	0.1	3.6
Operating income (loss)	(3.2)	2.2	4.9	(6.3)	(2.4)

Q1 2008		Hudson			
	<u>Americas</u>	Europe	Asia Pac	Corp	<u>Total</u>
Revenue	83.3	110.3	99.4	-	293.0
Gross margin	22.8	57.6	42.9	-	123.2
Adjusted EBITDA (1)	1.2	5.7	5.8	(5.9)	6.8
Acquisition-related exp	-	-	-	-	-
Reorg expense	1.5	(0.4)	0.1	-	1.1
M&I expense	(0.0)	0.1	-		0.1
EBITDA <sup>(1)</sup>	(0.2)	6.1	5.7	(5.9)	5.6
D&A	1.2	1.6	1.0	0.1	3.8
Operating income (loss)	(1.4)	4.4	4.7	(6.0)	1.8

Q1 2006		Hudson			
	<u>Americas</u>	Europe	Asia Pac	Corp	<u>Total</u>
Revenue	72.8	109.4	88.6	-	270.9
Gross margin	18.4	47.9	33.7	-	99.9
Adjusted EBITDA <sup>(1)</sup>	(6.8)	5.5	4.4	(7.9)	(4.8)
Acquisition-related exp	-	-	-	-	-
Reorg expense	-	=	(0.0)	-	(0.0)
M&I expense	-	-	-	-	
EBITDA (1)	(6.8)	5.5	4.4	(7.9)	(4.8)
D&A	1.5	1.6	0.7	0.2	4.0
Operating income (loss)	(8.2)	3.8	3.8	(8.1)	(8.8)

Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in the presentation.

#### **\$US in Millions**

Q1 2005		Hudson			
	<u>Americas</u>	<u>Europe</u>	Asia Pac	Corp	<u>Total</u>
Revenue Gross margin	74.5 22.6	113.4 46.8	88.1 32.4	-	276.0 101.8
Adjusted EBITDA (1)	0.9	3.1	5.9	(10.1)	(0.2)
Acquisition-related exp Reorg expense M&I expense	- 0.6 (0.0)	- - -	- (0.0) -	- - -	- 0.6 (0.0)
EBITDA (1)	0.3	3.1	5.9	(10.1)	(8.0)
D&A	0.9	8.0	2.4	0.1	4.3
Operating income (loss)	(0.6)	2.3	3.5	(10.3)	(5.1)

Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in the presentation.

#### **\$US** in Millions

Q2 2009	Americas	Hudson Europe	Asia Pac	Corp	<u>Total</u>
Revenue	43.1	68.2	62.5	-	173.8
Gross margin	10.5	31.3	23.1	-	64.9
Adjusted EBITDA <sup>(1)</sup>	(0.5)	0.8	0.4	(5.2)	(4.4)
Reorg expense	1.2	2.3	0.1	0.0	3.6
M&I expense	(0.0)	-	- 1.7	-	(0.0)
Goodwill, impairments	(0.1)	<u>-</u>		<u>-</u>	1.5
EBITDA (1)	(1.5)	(1.5)	(1.3)	(5.2)	(9.6)
D&A	1.0	1.0	0.7	0.0	2.8
Operating income (loss)	(2.5)	(2.5)	(2.1)	(5.2)	(12.4)
Q2 2008		Hudson			
Q2 2008	Americas	Hudson Europe	Asia Pac	Corp	Total
<b>Q2 2008</b> Revenue	Americas 71.5		Asia Pac 115.9	Corp -	Total 303.1
		Europe		Corp - -	
Revenue	71.5	Europe 115.7	115.9	Corp - - (9.2)	303.1
Revenue Gross margin	71.5 20.2	Europe 115.7 63.3	115.9 50.9	<u>-</u>	303.1 134.4
Revenue Gross margin Adjusted EBITDA <sup>(1)</sup>	71.5 20.2 1.7	Europe 115.7 63.3 9.9	115.9 50.9	<u>-</u>	303.1 134.4 11.4
Revenue Gross margin Adjusted EBITDA <sup>(1)</sup> Reorg expense	71.5 20.2 1.7 0.2	Europe 115.7 63.3 9.9 0.8	115.9 50.9 9.0	<u>-</u>	303.1 134.4 11.4 1.1
Revenue Gross margin Adjusted EBITDA <sup>(1)</sup> Reorg expense M&I expense	71.5 20.2 1.7 0.2 0.0	Europe 115.7 63.3 9.9 0.8 (0.1)	9.0 -	(9.2)	303.1 134.4 11.4 1.1 (0.0)

Q2 2007	1	Hudson			
	<u>Americas</u>	<u>Europe</u>	<u>Asia Pac</u>	<u>Corp</u>	<u>Total</u>
Revenue	70.8	119.9	103.6	-	294.3
Gross margin	21.2	61.7	44.1	=	127.0
Adjusted EBITDA (1)	(1.3)	10.6	9.2	(6.5)	11.9
Acquisition-related exp	3.6	0.3	-	-	3.9
Reorg expense	(0.0)	(0.0)	0.0	1.6	1.6
M&I expense	(0.0)	-	-	-	(0.0)
EBITDA (1)	(4.8)	10.3	9.2	(8.1)	6.5
D&A	1.2	1.6	0.9	0.1	3.8
Operating income (loss)	(6.0)	8.6	8.3	(8.2)	2.7
Q2 2006		Hudson			
	Americas	Europe	Asia Pac	Corp	<u>Total</u>
Revenue	80.2	115.5	96.6	-	292.3
Gross margin	23.8	53.1	38.8	-	115.7
Adjusted EBITDA (1)	(3.0)	7.9	8.3	(6.8)	6.4
Acquisition-related exp	-	-	-	-	-
Reorg expense	0.2	(0.2)	-	0.3	0.3
M&I expense	0.1	-	-	-	0.1
EBITDA (1)	(3.3)	8.1	8.3	(7.2)	6.0
D&A	1.3	1.7	0.7	0.2	3.8

6.5

7.6

(7.3)

2.2

Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in the presentation.

Operating income (loss)

#### **\$US** in Millions

Q2 2005		Hudson			
	<u>Americas</u>	Europe	Asia Pac	<u>Corp</u>	<u>Total</u>
Revenue	71.4	115.2	101.2	-	287.8
Gross margin	22.3	49.4	38.9	=	110.6
Adjusted EBITDA <sup>(1)</sup>	0.6	4.4	8.5	(9.4)	4.1
Acquisition-related exp	-	-	-	-	-
Reorg expense	(0.1)	-	-	-	(0.1)
M&I expense	0.0	-	-	-	0.0
EBITDA (1)	0.7	4.4	8.5	(9.4)	4.2
D&A	1.0	0.8	2.1	0.1	4.1
Operating income (loss)	(0.3)	3.6	6.4	(9.5)	0.1

Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in the presentation.

#### **\$US in Millions**

Q3 2009	Americas	Hudson Europe	Asia Pac	<u>Corp</u>	<u>Total</u>	Q3 2007	Americas	Hudson Europe	Asia Pac	Corp	<u>Total</u>
Revenue	35.7	67.9	66.0	-	169.6	Revenue	75.7	114.3	108.5	-	298.5
Gross margin	9.3	29.6	25.4	-	64.2	Gross margin	23.2	57.7	46.7	-	127.6
Adjusted EBITDA <sup>(1)</sup>	(1.6)	0.0	2.6	(4.2)	(3.2)	Adjusted EBITDA <sup>(1)</sup>	1.4	6.5	10.4	(6.8)	11.5
Acquisition-related exp Reorg expense M&I expense	- 0.6 0.0	- 1.9 -	- 0.4 -	- - -	- 2.9 0.0	Acquisition-related exp Reorg expense M&I expense	(0.1) (0.0)	0.3 (0.0)	- (0.0) -	- 0.0 (0.7)	0.3 (0.1) (0.8)
EBITDA (1)	(2.2)	(1.9)	2.2	(4.2)	(6.1)	EBITDA (1)	1.4	6.1	10.4	(6.0)	12.0
D&A	1.0	0.9	0.7	0.0	2.7	D&A	1.0	1.5	1.0	0.0	3.5
Operating income (loss)	(3.3)	(2.8)	1.4	(4.2)	(8.8)	Operating income (loss)	0.4	4.7	9.4	(6.1)	8.5
Q3 2008		Hudson				Q3 2006	Hudson				
	Americas	Europe	Asia Pac	Corp	Total		Americas	Europe	Asia Pac	Corp	Total
Revenue	66.5	98.3	104.5	-	269.2	Revenue	79.4	113.6	102.2	-	295.2
Gross margin	18.0	49.7	45.0	-	112.7	Gross margin	24.9	50.1	39.8	-	114.8
Adjusted EBITDA <sup>(1)</sup>	1.6	3.4	7.6	(6.0)	6.6	Adjusted EBITDA (1)	2.0	4.3	9.6	(7.4)	8.5
Acquisition-related exp				_	_	Acquisition-related exp	_	0.8	_	_	0.8
	-	-	-					0.0			
Reorg expense	0.1	0.8	1.9	-	2.8	Reorg expense	1.2	0.6	0.1	0.2	2.1
Reorg expense M&I expense		0.8 0.0	1.9 -	- -	2.8 0.0		1.2 0.0			0.2 -	2.1 0.0
	0.1			(6.0)		Reorg expense				0.2 - (7.6)	
M&I expense	0.1 (0.0)	0.0	-		0.0	Reorg expense M&I expense	0.0	0.6	0.1	-	0.0

(1) Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in the presentation.

#### **\$US** in Millions

Q3 2005		Hudson			
	<u>Americas</u>	Europe	Asia Pac	Corp	<u>Total</u>
Revenue	73.7	109.2	99.8	-	282.7
Gross margin	23.5	44.8	37.7	-	105.9
Adjusted EBITDA <sup>(1)</sup>	2.1	2.9	7.5	(9.8)	2.8
Acquisition-related exp	-	-	-	-	-
Reorg expense	-	-	-	-	-
M&I expense		-	-	-	
EBITDA (1)	2.1	2.9	7.5	(9.8)	2.8
D&A	1.7	0.9	0.9	0.1	3.6
Operating income (loss)	0.4	2.0	6.6	(9.9)	(0.9)

Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in the presentation.

#### **\$US** in Millions

Q4 2008	Hudson						
	<u>Americas</u>	<u>Europe</u>	Asia Pac	<u>Corp</u>	<u>Total</u>		
Revenue	52.4	83.5	69.8	-	205.6		
Gross margin	14.1	42.0	28.6	-	84.7		
Adjusted EBITDA <sup>(1)</sup>	(0.5)	4.0	1.1	(7.1)	(2.6)		
Acquisition-related exp	-	-	-	-	-		
Reorg expense	1.2	1.6	2.3	1.0	6.2		
M&I expense	-	0.0	-	-	0.0		
Goodwill and other impairr	40.7	19.6	6.7	-	67.1		
EBITDA (1)	(42.5)	(17.3)	(8.0)	(8.1)	(75.9)		
D&A	1.1	1.3	0.9	0.1	3.4		
Operating income (loss)	(43.6)	(18.6)	(8.9)	(8.2)	(79.3)		

Q4 2007		Hudson			
	<u>Americas</u>	Europe	Asia Pac	<u>Corp</u>	<u>Total</u>
Revenue	68.5	112.5	105.3	-	286.3
Gross margin	21.0	58.8	47.1	-	126.9
Adjusted EBITDA <sup>(1)</sup>	1.2	11.0	9.1	(7.0)	14.2
Acquisition-related exp	-	0.8	-	-	8.0
Reorg expense	(0.1)	(0.0)	(0.0)	(0.1)	(0.3)
M&I expense	0.0	-	=	0.0	0.0
EBITDA (1)	1.3	10.1	9.1	(6.9)	13.7
D&A	1.1	1.4	1.0	0.0	3.5
Operating income (loss)	0.3	8.7	8.1	(6.9)	10.2

Q4 2006		Hudson			
	Americas	Europe	Asia Pac	Corp	Total
Revenue	74.3	112.2	94.6	-	281.1
Gross margin	24.4	52.8	36.6	-	113.8
Adjusted EBITDA (1)	2.3	7.6	6.9	(5.5)	11.3
Acquisition-related exp	-	0.9	-	-	0.9
Reorg expense	0.3	2.2	0.7	0.1	3.3
M&I expense	0.3	-	(0.0)	-	0.3
EBITDA (1)	1.7	4.6	6.3	(5.7)	6.8
D&A	2.5	1.8	0.8	2.9	8.0
Operating income (loss)	(0.8)	2.7	5.5	(8.6)	(1.2)

Q4 2005		Hudson			
	Americas	Europe	Asia Pac	Corp	Total
Revenue	71.6	109.3	87.1	-	268.0
Gross margin	23.1	45.6	32.6	-	101.2
Adjusted EBITDA (1)	1.4	2.6	3.8	(8.2)	(0.3)
Acquisition-related exp	-	-	-	-	-
Reorg expense	-	-	0.0	-	0.0
M&I expense		-	(0.0)	-	(0.0)
EBITDA <sup>(1)</sup>	1.4	2.6	3.8	(8.2)	(0.3)
D&A	1.4	1.7	0.9	0.2	4.2
Operating income (loss)	(0.0)	0.9	3.0	(8.3)	(4.4)

Adjusted EBITDA is a non-GAAP measure defined as earnings before interest, income taxes, depreciation, amortization, and also excludes merger and integration costs, business reorganization, acquisition-related compensation and impaired goodwill. A reconciliation of EBITDA to operating income (loss) is included in the presentation.

