

INVESTOR PRESENTATION

J.P. MORGAN ULTIMATE SERVICES INVESTOR CONFERENCE – NOVEMBER 2015

### FORWARD LOOKING STATEMENTS

Certain statements made by us in this presentation that are not historical facts or that relate to future plans, events or performances are forward-looking statements that reflect management's current outlook for future periods, including statements regarding future financial performance. These forward-looking statements are based upon our current expectations, and our actual results may differ materially from those described or contemplated in the forward-looking statements. Factors that may cause our actual results to differ materially from those contained in the forward-looking statements, include without limitation the following: 1) national and global economic conditions, including the impact of changes in national and global credit markets and other changes that affect our customers; 2) our ability to continue to attract and retain customers and maintain profit margins in the face of new and existing competition; 3) new laws and regulations that could have a materially adverse effect on our operations and financial results; 4) increased costs and collateral requirements in connection with our insurance obligations, including workers' compensation insurance; 5) our continuing ability to comply with the financial covenants of our credit agreement; 6) our ability to attract and retain qualified employees in key positions or to find temporary and permanent employees with the right skills to fulfill the needs of our customers; 7) our ability to successfully complete and integrate acquisitions that we may make; and 8) other risks described in our most recent filings with the Securities and Exchange Commission.

#### Use of estimates and forecasts:

Any references made to fiscal 2015 are based on management guidance issued October 21, 2015, and are included for informational purposes only and are not an update or reaffirmation. We assume no obligation to update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law. Any other reference to future financial estimates are included for informational purposes only and subject to risk factors discussed in our most recent filings with the Securities Exchange Commission.



# **INVESTMENT HIGHLIGHTS**

<b>Customer Focus</b>	Specialized service offerings to meet client needs	
Leadership	Market leader in blue-collar industrial staffing and in RPO	
Growth	Demonstrated track record of delivering strong growth	
Positioning	Well-positioned in secular growth markets	
Innovation	Innovation Leveraging technology to drive growth and increase efficien	

November 2015 Investor Presentation

### TRUEBLUE AT A GLANCE

135,000

Clients served annually

One of the largest
U.S. industrial staffing providers

750,000

People connected to work each year

One of the largest U.S. RPO providers



Named 2014 Global RPO Leader and Star Performer by Everest Group and HRO Today Magazine



Named to Forbes Most
Trustworthy List for
governance and accounting
transparency



Founding member of the U.S. Chamber of Commerce Veterans Employment Advisory Council



Partnerships with Homeland Security (DHS) and Equal Employment Opportunity Commission (EEOC)



### SPECIALIZED SERVICE OFFERINGS TO MEET CLIENT NEEDS





### TRUEBLUE'S GROWTH STORY

# Specialized Staffing Expansion

# **Additional Expansion**

**Branch Expansion** 







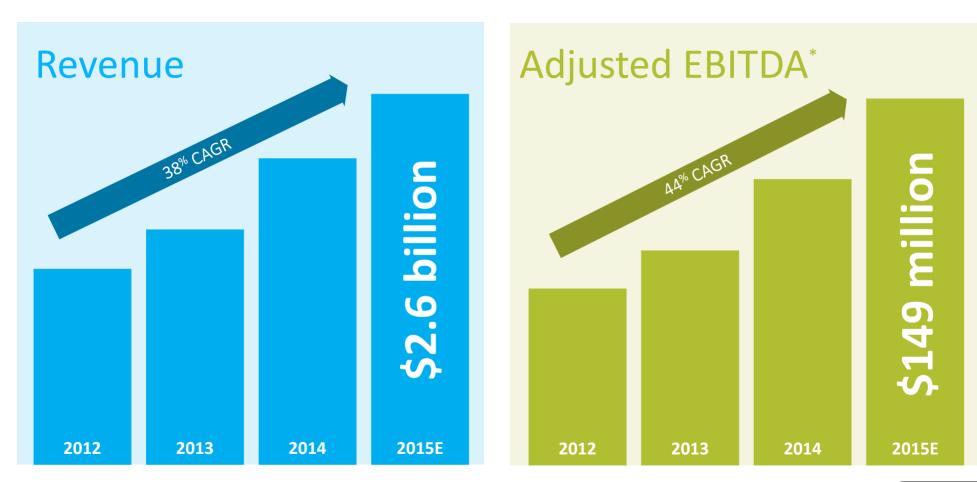
1989

2004

2014



## A TRACK RECORD OF STRONG GROWTH



<sup>\*</sup> See "Financial Information" in the Investors section of our website at www.trueblue.com for a definition and full reconciliation of non-GAAP financial measures to GAAP financial results.



November 2015 Investor Presentation 7

### COMPELLING MARKET TRENDS DRIVING GROWTH

### **Staffing Solutions & Workforce Management**

# **U.S.** Industrial **Staffing Market** \$40B BY 2019 **CAGR** 2011-2015P

Source: Staffing Industry Analysts and TrueBlue estimates

Increasing use of variable workforce

Expansive blue-collar job growth & replacement needs

### **Recruitment Process Outsourcing & MSP**



Source: Nelson Hall, TrueBlue estimates

Use of RPO surges on recruiting challenges

Increasing use of Managed Service Providers



# **SERVING GROWING VERTICAL MARKETS**

	Construction	Manufacturing	Transportation & Wholesale	Retail
Mix*	21%	28%	17%	17%
Industry Dynamics	• Upside potential	Positive job growth	• Driver shortage	Rapid growth of online commerce
	• Signs of momentum	Reshoring trends	Safety regulation driving demand	Local fulfillment
	• Multiplier effect	Lower energy costs	• Need for flexibility	Warehouse proliferation
	<b>Construction Upside Potential</b>	Growth in Industrial Production	Wholesale Trade At New Peak	Retail Trade Continued Growth
	Residential Housing Permits  Millions  2 2 1 1 1 2 000 7 000	Industrial Production  Index  110  105  100  95  900  285  80  80  80  80  80  80  80  80  80	Transportation and Warehousing Employment  Millions 5.0 4.8 4.6 4.4 4.2 4.0 50007 700000 700000 700000 700000 700000 700000 700000 700000 700000 700000 700000 700000 70000 70000 70000 70000 70000 70000 70000 70000 70000 70000 70	Retail Trade and Food Services Sales  Billions 450.0  400.0  350.0  300.

Source: Bureau of Labor Statistics

\*% of 2014 TBI Revenue pro forma for full year of Seaton results; Seaton was acquired on June 30, 2014.

Source: U.S. Board of Governors of the Federal Reserve System (FRB)

888

Source: U.S. Census Bureau

Source: US Census Bureau

**Grow Market Leadership** 

**Expand into**Complementary
Workforce Services

Drive Technology and Process

Efficiency

Accretive
Acquisitions with
Strong Fit

