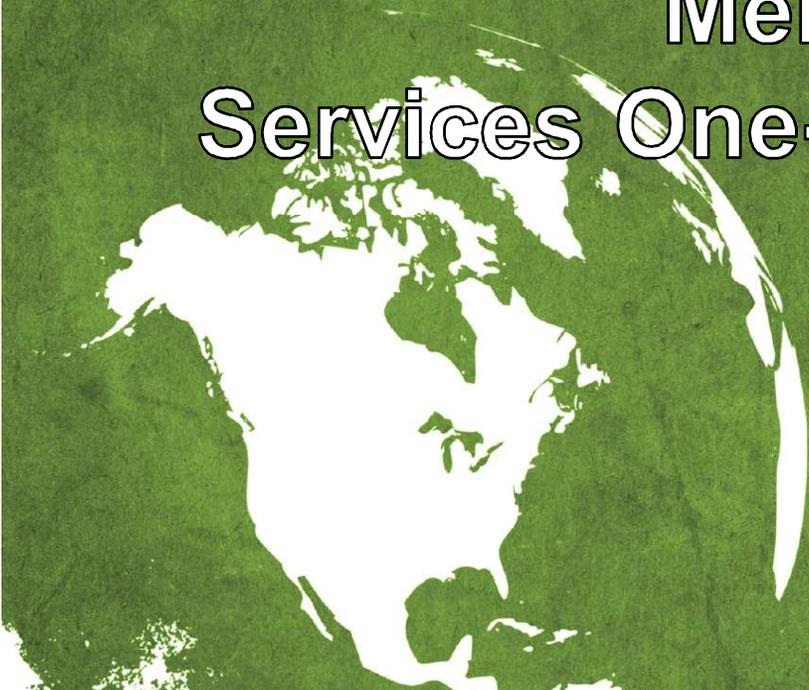




# Bank of America Merrill Lynch Services One-on-One Conference



May 24, 2011  
New York, NY



**KELLY**  
SERVICES

## Safe Harbor Statement



The information provided in this presentation (both written and oral) relating to future events are subject to risks and uncertainties, such as competition; changing market and economic conditions; currency fluctuations; changes in laws and regulations, including tax laws, and other factors discussed in the company's SEC filings. These documents contain and identify important factors that could cause actual results to differ materially from those contained in our projections or forward-looking statements.

## Kelly Services

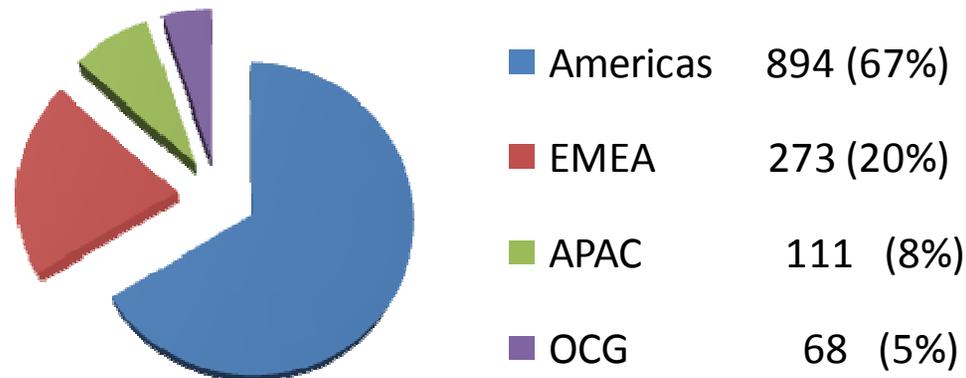
- Kelly founded the temporary staffing industry in 1946, and has maintained a leadership position through the years based on a valuable premise: we invest in people. Today that focus benefits our customers wherever they operate around the globe – in a growing number of specialized fields. And we'll continue to meet the evolving challenges of workforce flexibility with staffing solutions tailored to clients' precise business needs, both locally and worldwide.
- **Key strengths and values:**
  - Premier global brand
  - Dedicated branch network – 100% company-owned
  - Strong financial stability
  - Strategic partnerships with access to top talent
  - Serve >90% of Fortune 500® and 99% of Fortune 100™
  - Broad spectrum of employment and management solutions
  - Supply chain management expertise



# Portfolio of Services

Commercial Staffing Solutions	Professional & Technical Specialties	Outsourcing & Consulting Solutions (OCG)
<ul style="list-style-type: none"> <li>• Office Services</li> <li>• Light Industrial</li> <li>• Electronic Assembly</li> <li>• Marketing</li> <li>• Contact Center</li> <li>• Educational</li> </ul>	<ul style="list-style-type: none"> <li>• Financial</li> <li>• Law</li> <li>• IT</li> <li>• Engineering</li> <li>• Scientific</li> <li>• Healthcare</li> <li>• Creative Services</li> </ul>	<ul style="list-style-type: none"> <li>• Contingent Workforce Outsourcing (CWO)</li> <li>• Recruitment Process Outsourcing (RPO)</li> <li>• Business Process Outsourcing (BPO)</li> <li>• Independent Contractor Services (ICS)</li> <li>• Contact Center Outsourcing (KellyConnect)</li> <li>• Executive Placement</li> <li>• Career Transition and Outplacement</li> </ul>
73% of Revenue	22% of Revenue	5% of Revenue

**2011 Q1 Segment Revenues *in millions (\$)***



## Macro Market Overview

- Global economy economic recovery intact despite unexpected shocks in early months of 2011
- Japan's tragic earthquake and widespread political unrest across the Middle East and North Africa are expected to temporarily dampen, but not derail the ongoing expansion



## Macro Market Overview

- Global economy appears to be on a more balanced and sustainable growth path after managing through a period of subpar growth in 2010
  - U.S. economic growth is projected to be 2.8% in 2011; 2.9% in 2012
  - Eurozone's recovery is expected to remain gradual during 2011 with growth forecast at 1.7% for the year; 1.6% in 2012
  - APAC is leading the global economic recovery with strong annual growth of 5.0% in 2011; 6.2% in 2012
- Global economic growth is forecast at 3.5% for 2011, with momentum expected to build as rising business confidence leads to increased hiring and spending; >4% growth rate forecast for 2012
- Despite the slow pace of this recovery, staffing firms turned in solid, improving 1Q results



## Global Labor Market Update

- Americas

- Broad-based recovery underway. Labor market outlook is improving as the U.S. economy appears to be gaining momentum; Skill shortages and wage inflation beginning to surface
- Private job creation in U.S. approaching 200,000/mo; >500,000 temporary jobs created in Q1
- Unemployment 9.0% in April 2011; 4.5% for college graduates

- EMEA

- EMEA labor markets are recovering in 2011, but vast differences exist across markets. Strong growth in Germany in sharp contrast to the UK, France, and Italy
- Employers are seeking flexible labor solutions given the modest recovery outlook

- APAC

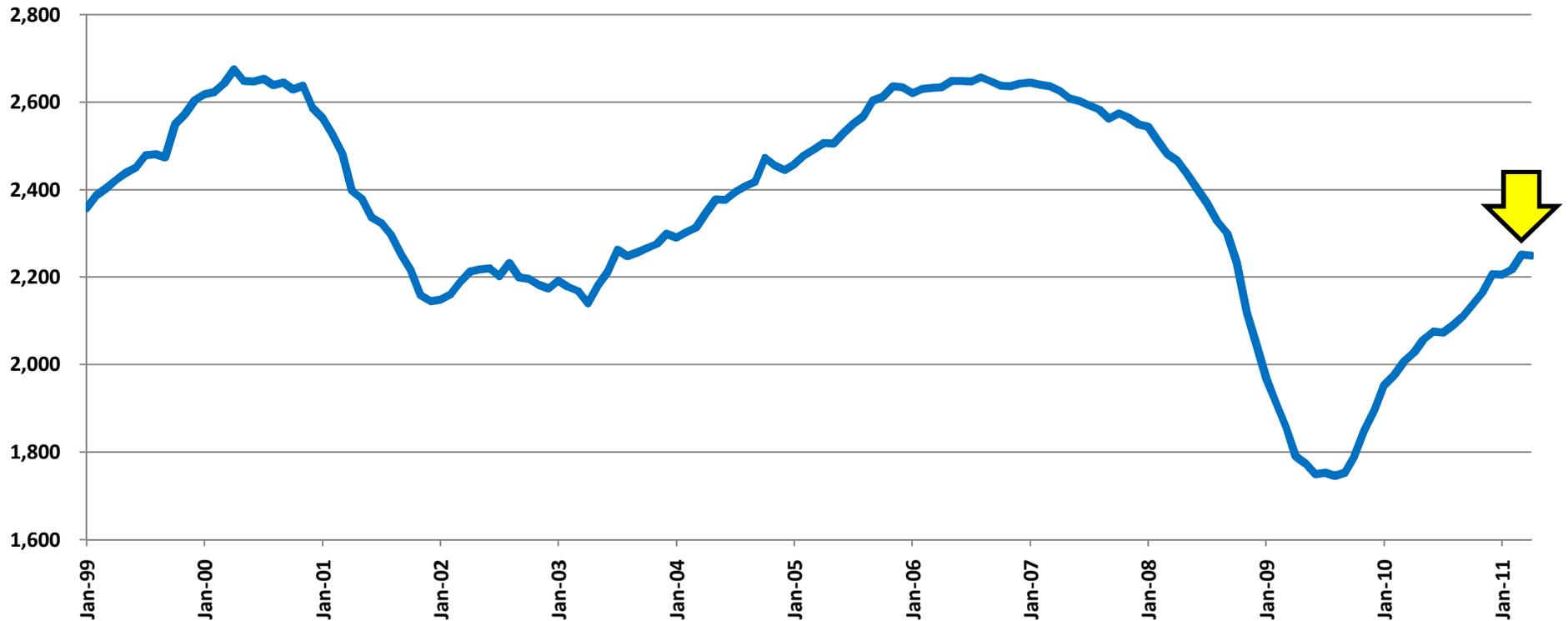
- Regional supply-chain disruptions caused by the recent tragedy in Japan are expected to temporarily impact labor markets, but the region overall appears poised for another strong year of job creation

# Temporary Help Services Employment – U.S.

## Favorable trends continue after historical declines:

- YOY Temporary help job gain for April was 11%
- Quarterly job gains strongest in Professional and Business Services, and Education and Health Services

(Seasonally Adjusted)



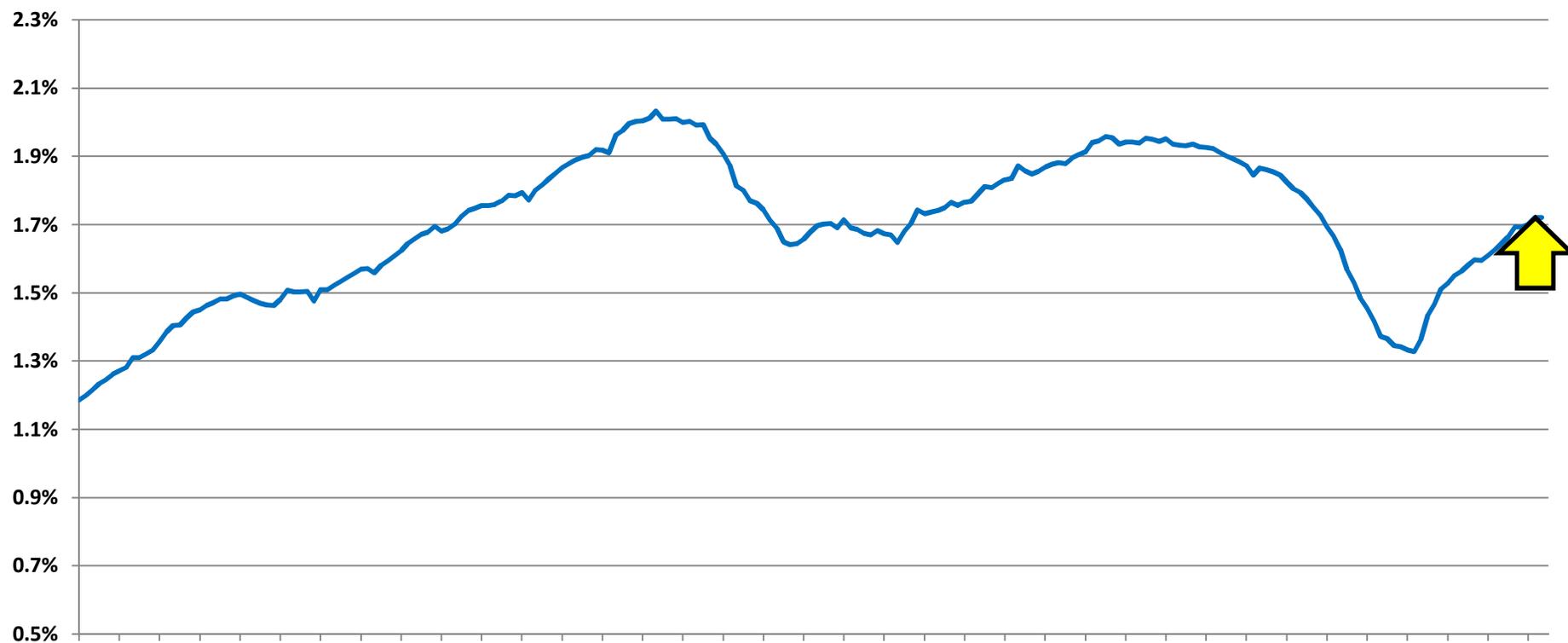
Source: U.S. Bureau of Labor Statistics

# Temporary Help Services Penetration Rate – U.S.

## Penetration rate improving

- April 2011 was at 1.72%
- July 2009 bottomed at 1.33%

(Seasonally Adjusted)



Source: U.S. Bureau of Labor Statistics

# 2011 Industry Overview: Market Size & Key Growth Areas

The global workforce solutions industry is on pace to grow again in 2011 as clients continue expanding their use of flexible and integrated talent management solutions.

The global workforce solutions industry is estimated to be worth more than \$380B in 2011.

- A strong US recovery in 2010 and persistent weakness in Japan will increase the Americas' share of the global market, but EMEA remains the largest region.

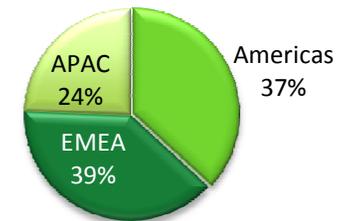
The industry remains dominated by large, developed economies, but emerging markets continue to gain share.

- The six largest markets combine to represent nearly 70% of the global staffing industry.
- Increasing client demand will help the US extend its market leadership position over Japan as it struggles to recover from the recent earthquake.
- Combined revenues coming from Rest of World (ROW) markets are approaching 30% as emerging economies' use of flexible staffing models expands and matures.

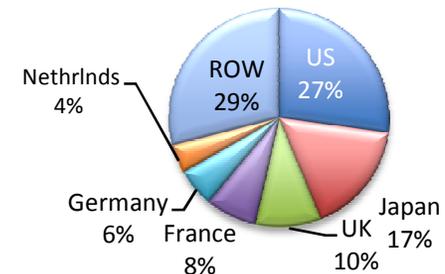
Outsourced talent acquisition/management solutions will be a key industry growth driver in 2011 as labor demand strengthens.

- Contingent Workforce Outsourcing (CWO), Recruitment Process Outsourcing (RPO) and Executive Search are forecast to see the highest growth rates in 2011.

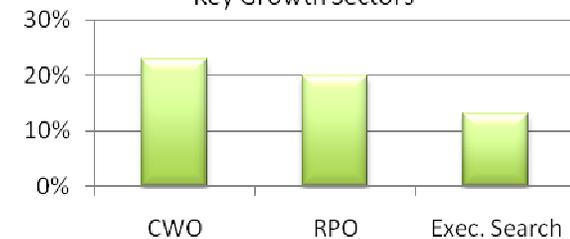
**2011 Global Market Size Estimate**  
% of Revenues by Region



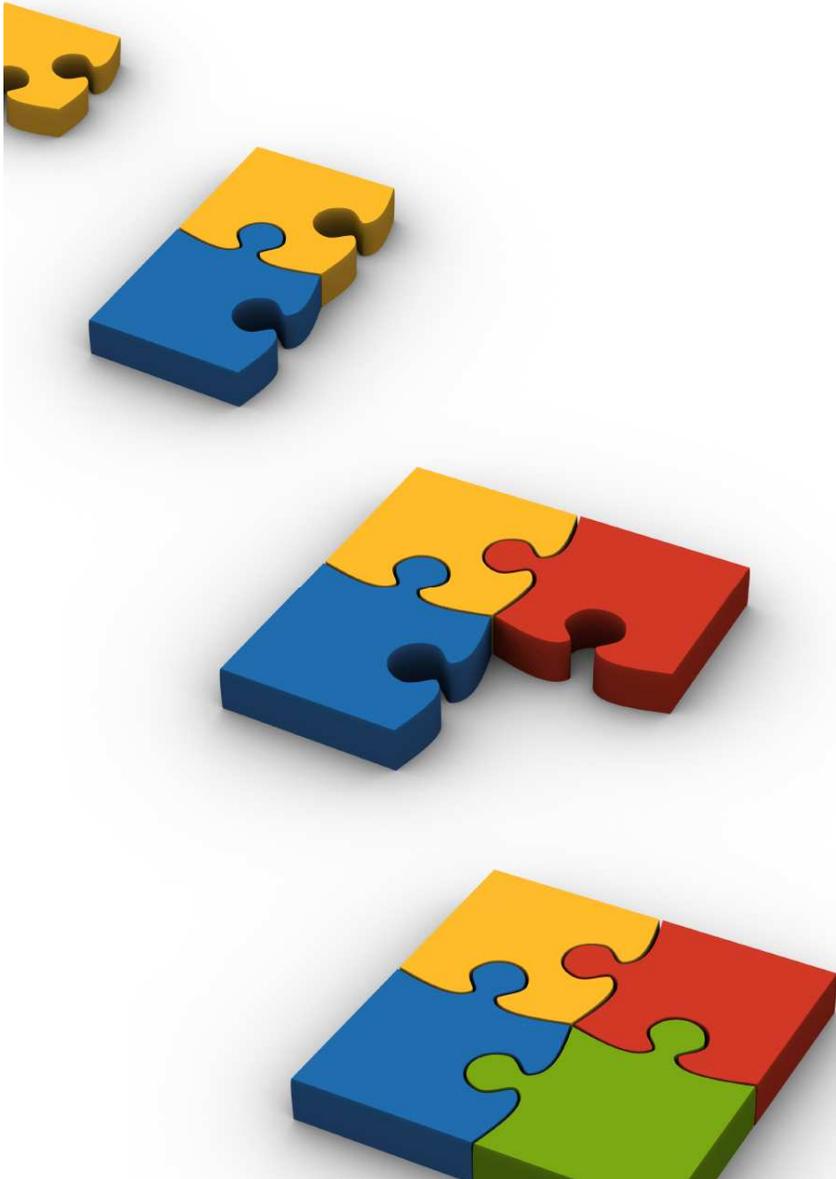
**2011 Staffing Market Size Estimate**  
% of Revenues by Country



**2011 Outsourcing Market**  
Key Growth Sectors



## The New Employment Landscape



- Greater comfort around use of flexible staffing models
- Increasing acceptance of free agents and contractual employment by companies and employees
- Desire for more comprehensive workforce management solutions
- Market changes play to Kelly's strengths and experience – particularly serving large clients



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**KELLY**<sup>®</sup>  
SERVICES

## 2009/2010 – Created a Model for the Future

- Realigned footprint
- Refined and embraced strategy
- Streamlined operations
- Committed to leaner cost structure



## Kelly's Strategy

### Create shareholder value

- Deliver a competitive profit in our industry
- Provide the right solutions for our customers
- Engage the best talent in the business



# Strategic Direction

Strategic objective is to create shareholder value by delivering a competitive profit via the best workforce solutions and talent in the industry.

Strategic goal is to reach a Return on Sales of 4%

## Key Strategic Areas

- Professional Technical
- Talent Supply Chain
- RPO
- Permanent Placement
- Commercial
- Large Customer



4%  
Return on Sales



## Operating Principles

- Higher Skill Business Mix
- Cost Discipline
- Operational Efficiency
- Talent Management

## Path to Achieve Strategic Objective

- Maintain dominance in Commercial in existing markets
- Aggressively pursue higher skill / higher margin Professional Technical business
- Deliver industry-leading talent supply chain solutions (CWO)
- Grow RPO and BPO where we have scale
- Capture Permanent Placement growth within selected specialties

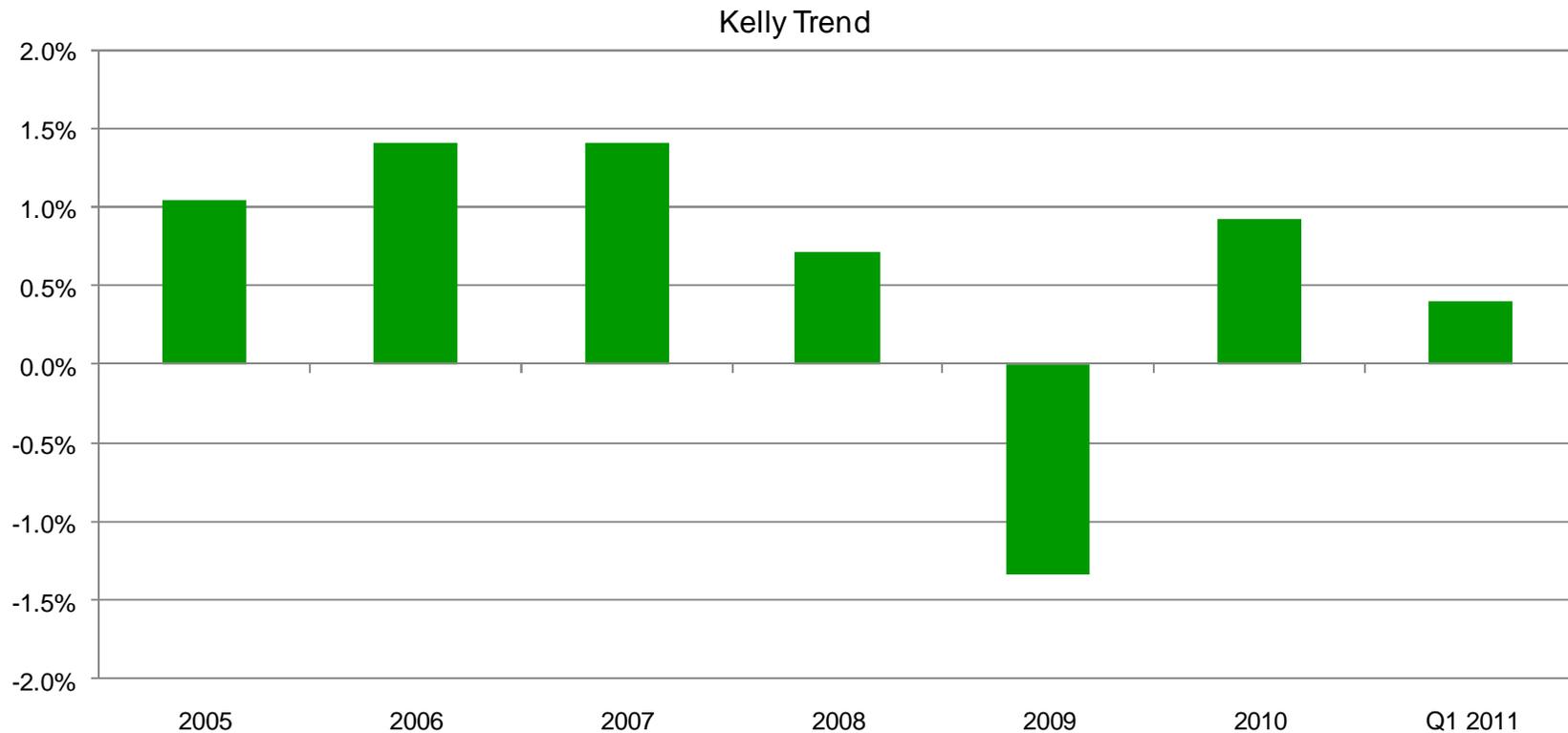


## Path to Achieve Strategic Objective

- Leverage large customer expertise to grow Professional Technical business
- Drive efficiencies via centralized large account service delivery models and centralized sourcing and recruiting
- Maintain focus on cost discipline
- Hire, retain, and engage highly qualified talent

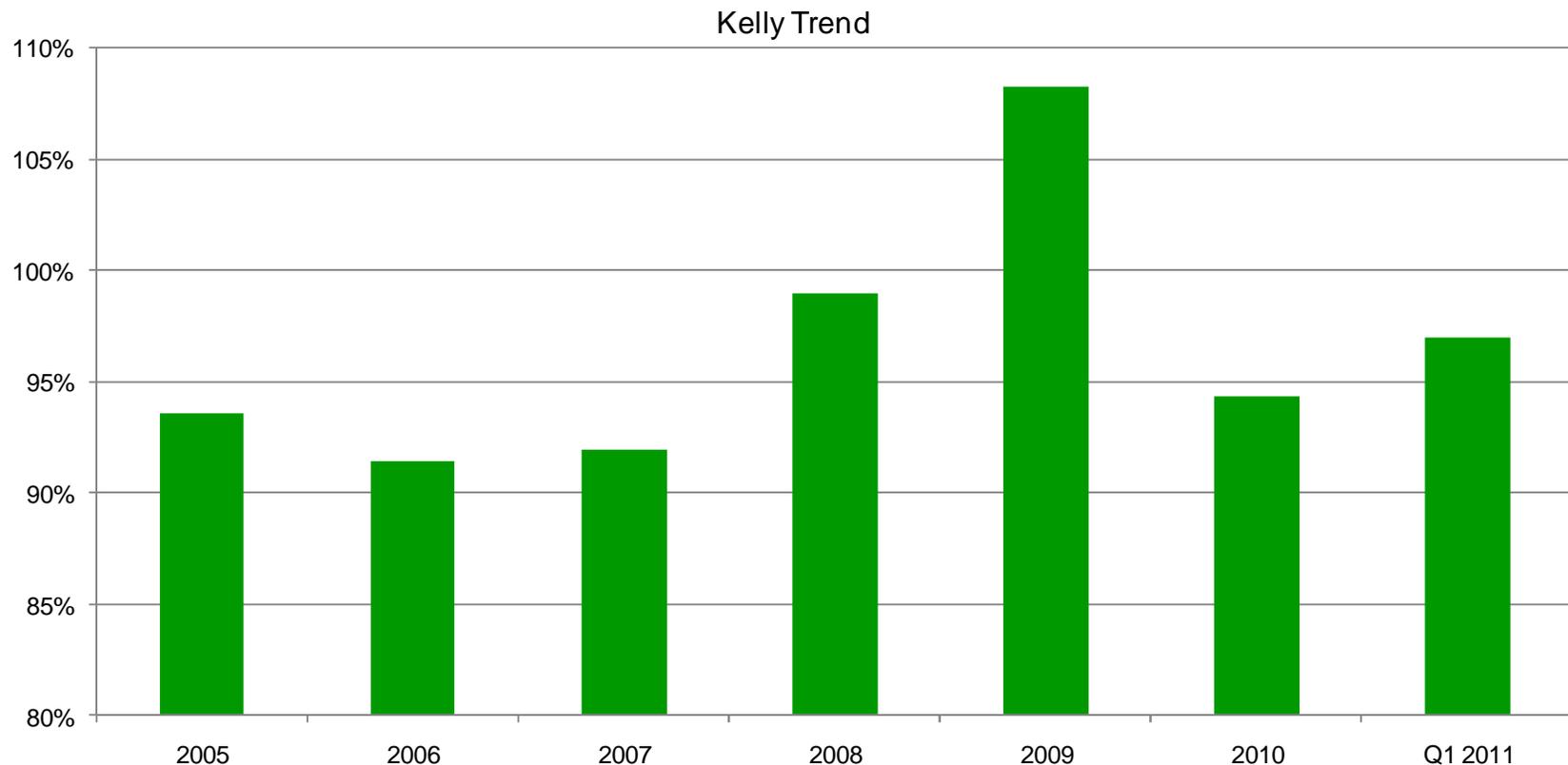


## Strategic Scorecard: Return on Sales



- ROS trending positively since mid-2009
- Still only achieved 1% ROS last year - even with much lower expense base
- ROS lags the peer group
- Strategy seeks substantial growth in higher margin business
- Q1 typically the weakest quarter in terms of revenue growth, impacting ability to leverage. Greater leverage expected as year progresses

# Strategic Scorecard: Expense Ratio



- Continued strict expense management driving ratio down. Actions taken in Q1 to bring Americas expenses back in line with revenue trends
- Expense ratio moved within the peer group range last year, but is still at the high end of the range
- Will continue practicing expense discipline
- Q1 typically the weakest quarter in terms of revenue growth, impacting ability to leverage. Greater leverage expected as year progresses.

## Measuring Our Progress: Q1 2011

- Achieved an adjusted operating profit \$5.6 million compared with \$2.8 million earned in Q1 2010
- Earned \$0.14 per share on an adjusted basis, compared with last year's adjusted Q1 earnings of \$0.05 per share
- Experienced strong double-digit top line revenue growth across all regions and OCG (YOY)
- Growth accelerating in Professional & Technical staffing; moving up the value chain to deliver higher-end PT staffing



## Measuring Our Progress: Q1 2011

- Significant progress made in OCG during the quarter. Revenue up 23% YOY with improved earnings performance
- Both YOY and sequential improvement in fees signal strengthening of the labor market, as well as Kelly's ability to expand higher-margin fee-based services
- Reacted strongly to expense growth misalignment; back on track to maintain lean operating structure



## Defining Success

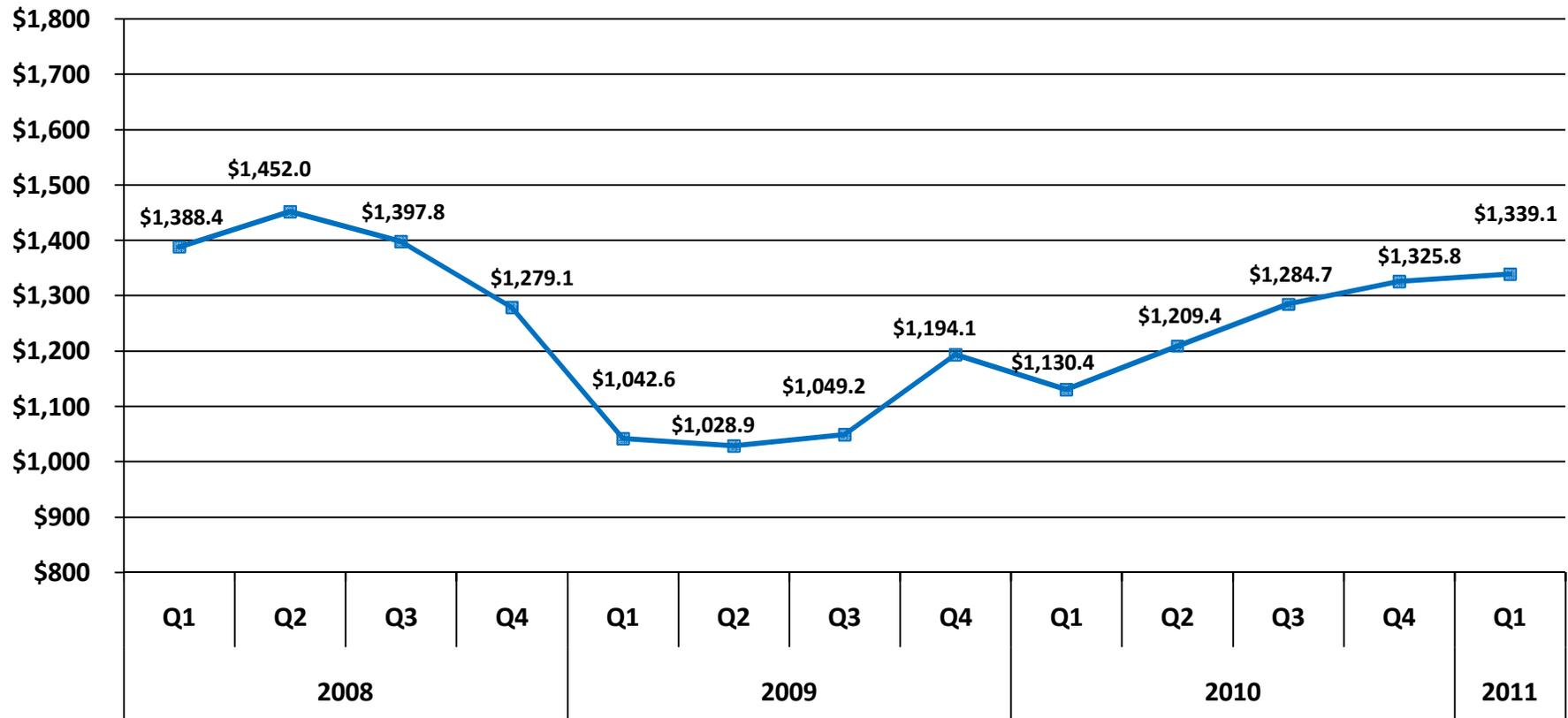
- Maintain dominance in our commercial markets
- Capture increasing share of growing market for mid- to higher-end Professional and Technical talent
- Increase our gross profit from OCG
- Achieve profitability across the company and ROS of 4%
- Remain committed to a leaner cost structure
- Achieve best-in-class engagement scores from our clients, suppliers, and employees
- Restore dividends to our shareholders



# Revenue by Quarter

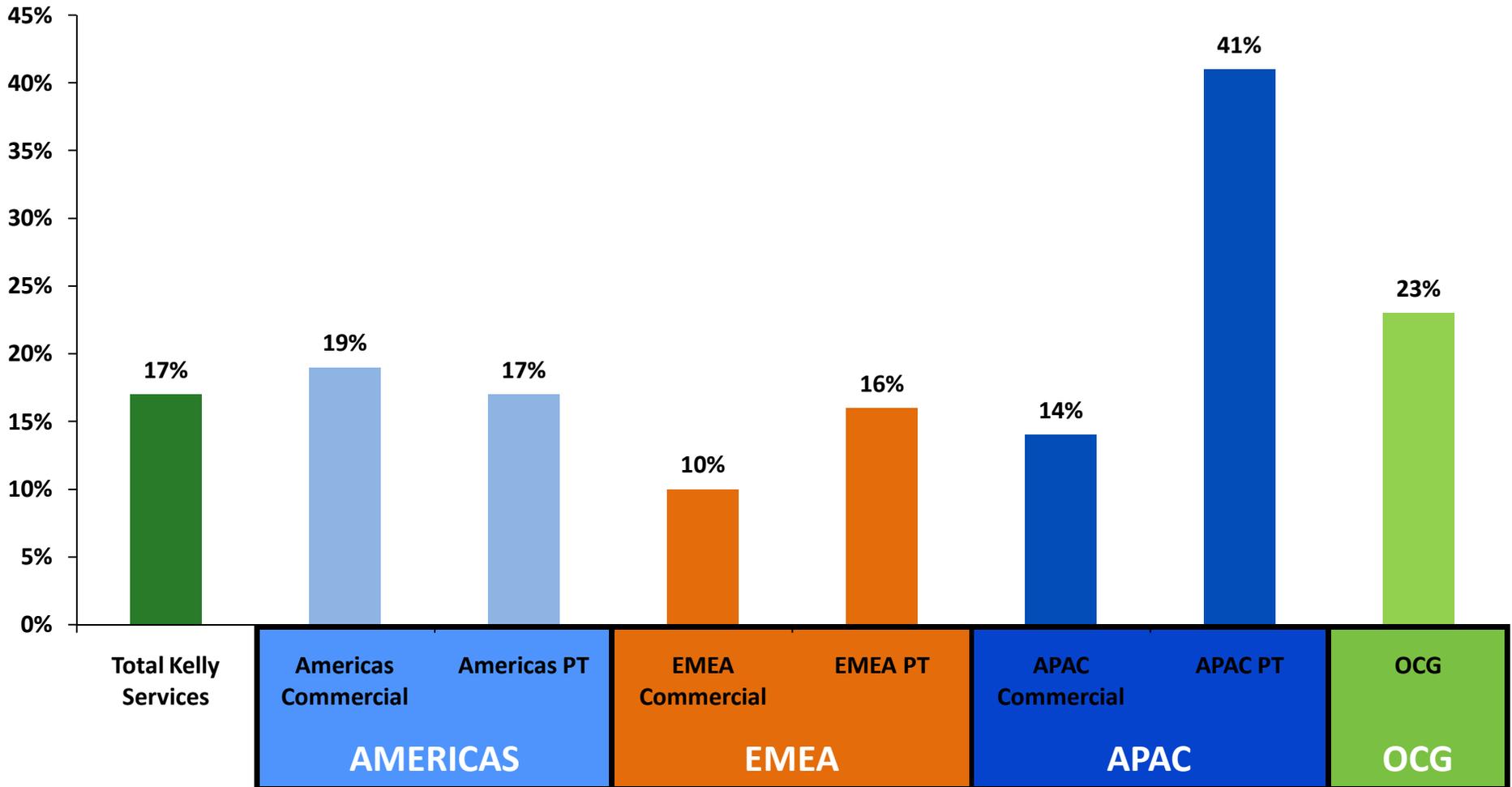
**Fourth quarter of 2009 included a 14<sup>th</sup> week (53 weeks for the year).  
The impact on the revenue was about 4 – 5%**

(in millions)



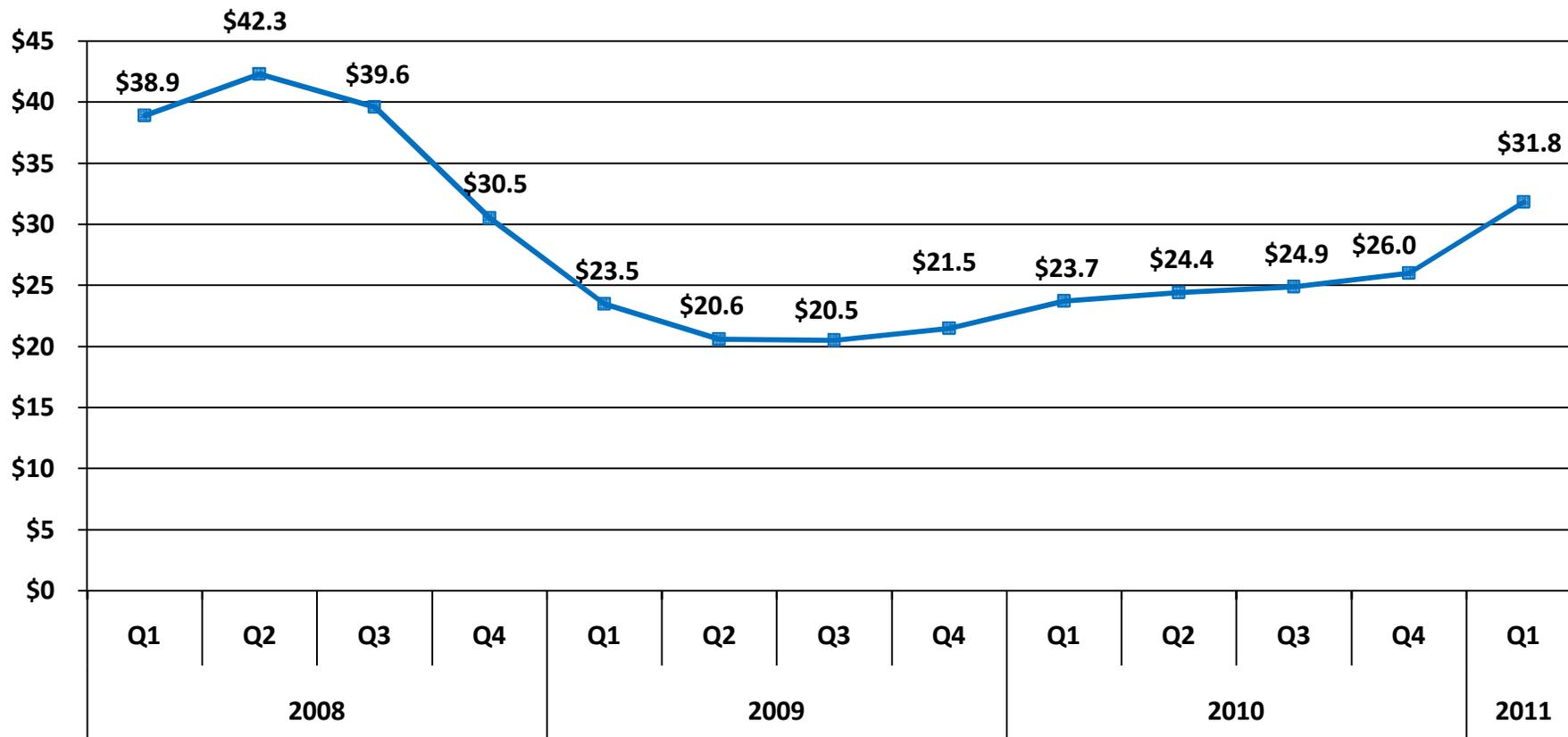
# Constant Currency Revenue Growth by Segment

Q1 2011 vs. Q1 2010

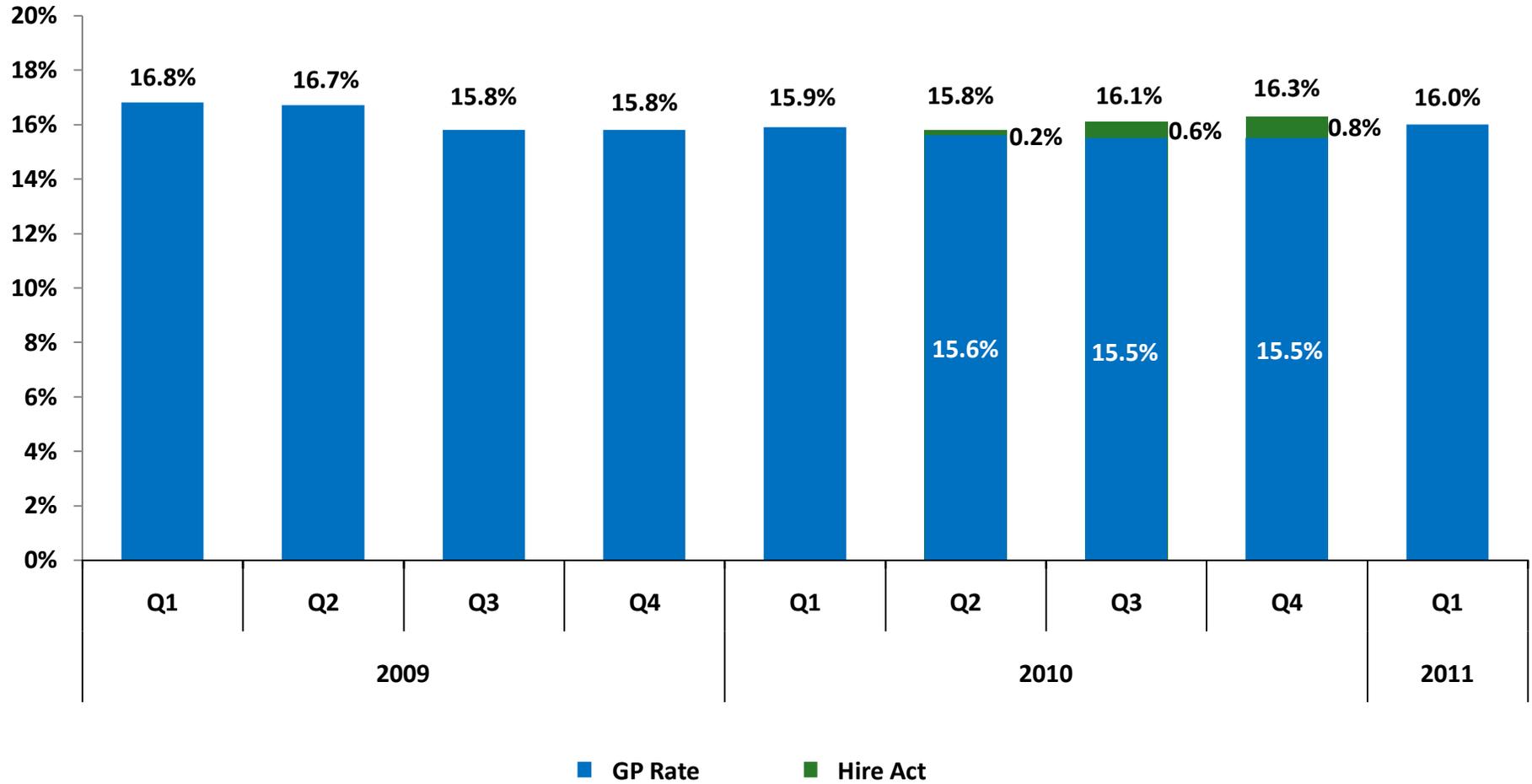


# Fee Income by Quarter

(in millions)

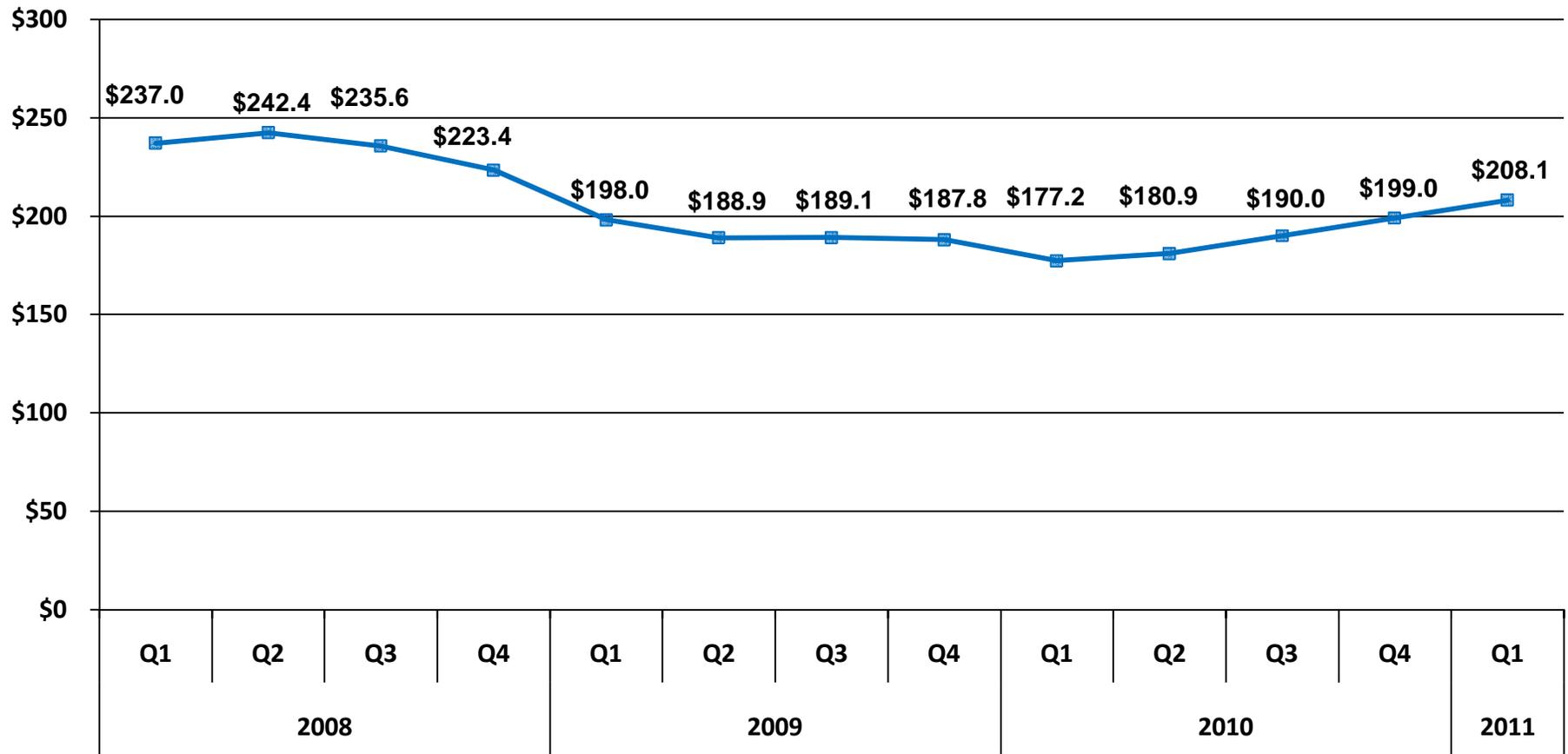


# Gross Profit Rate by Quarter



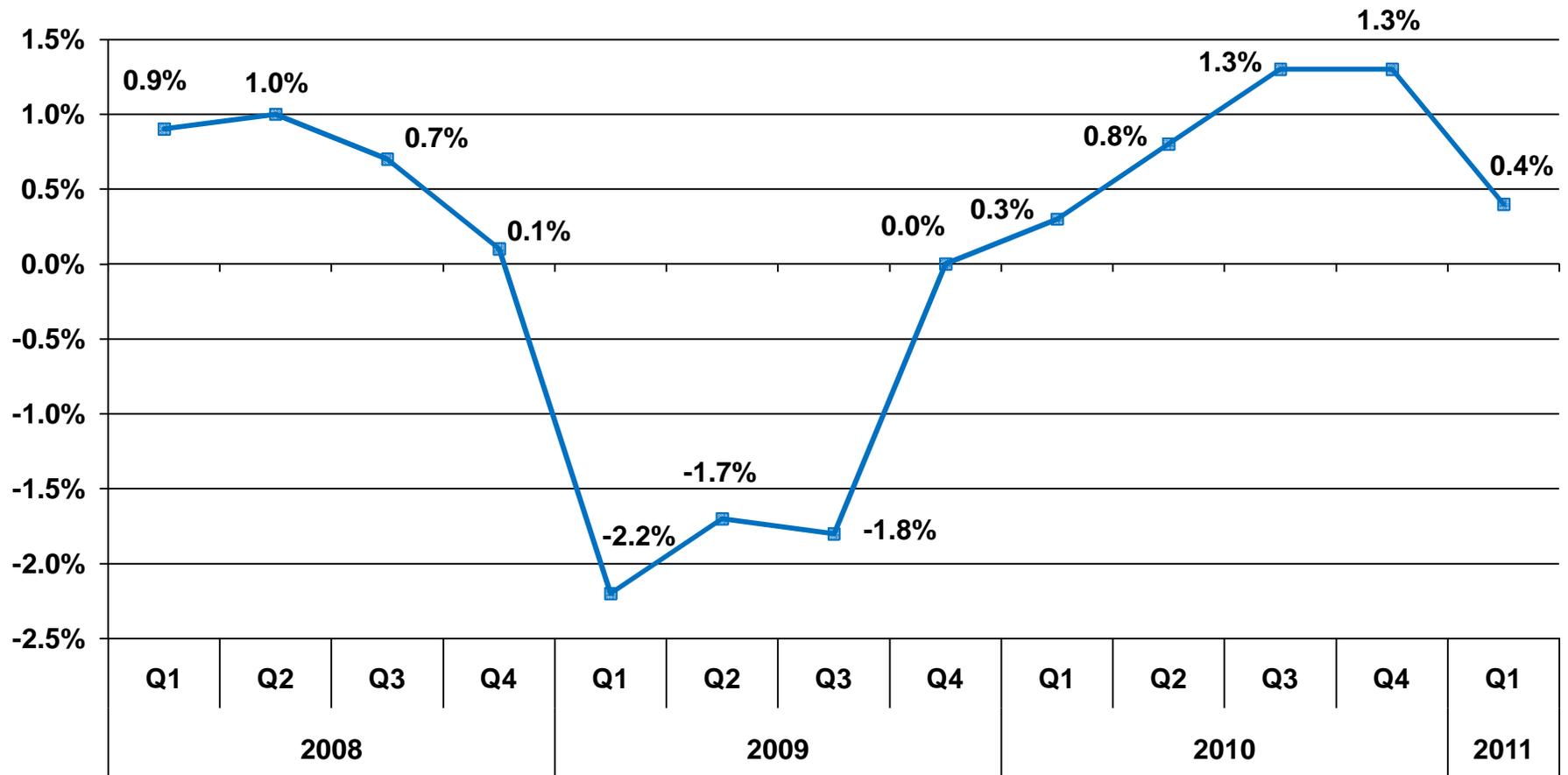
# Expense by Quarter

(in millions)

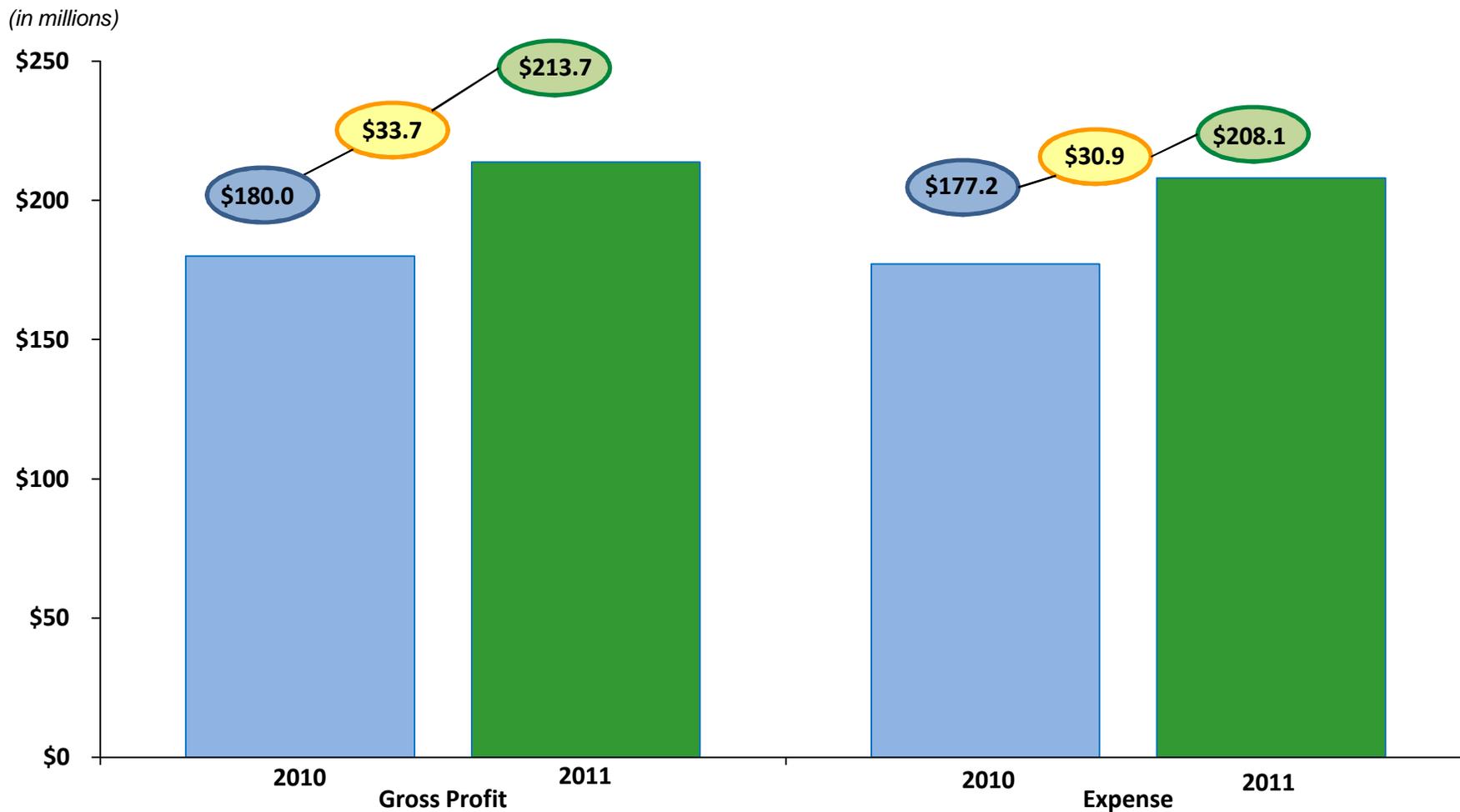


\*Excluding Restructuring & Certain Litigation Charges

# Return on Sales by Quarter



# Comparison of Gross Profit & Expense – First Quarter



\*Expense excluding restructuring

## Cash Flow Generation – First Quarter

(in millions)

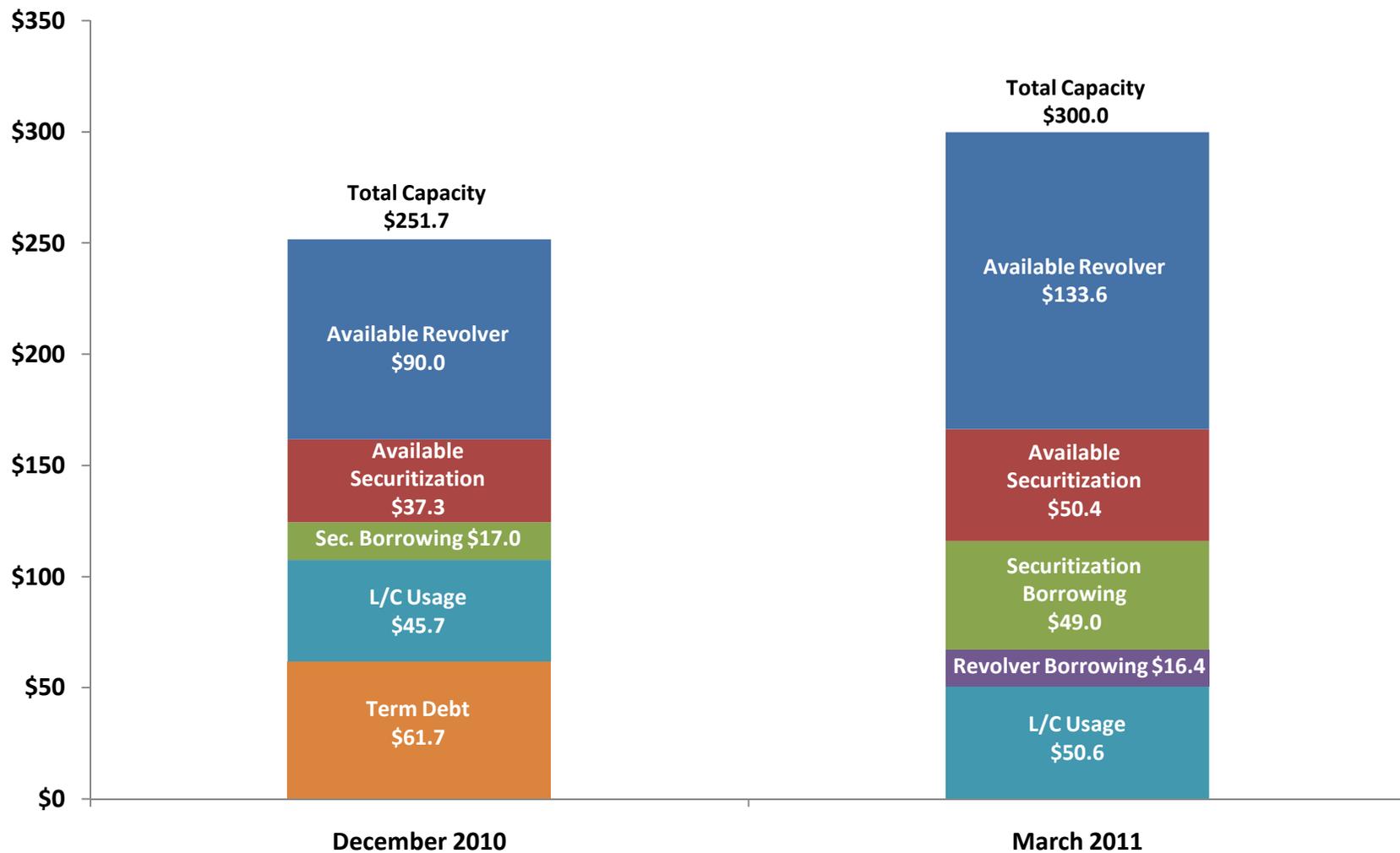
	<u>2011</u>	<u>2010</u>
Net Income/(Loss)	\$ 1.1	\$ (2.0)
Other Cash from Operating Activities	(6.1)	(16.9)
<b>Capital Expenditures</b>	<b>(2.5)</b>	<b>(1.4)</b>
Free Cash Flow	\$ (7.5)	\$ (20.3)
Borrowing	(14.6)	(11.2)
<b>Available Cash Flow</b>	<b>\$ (22.1)</b>	<b>\$ (31.5)</b>
Other	(1.0)	0.1
<b>Cash Used</b>	<b>\$ (23.1)</b>	<b>\$ (31.4)</b>
Effect of Exchange Rates	2.4	(1.8)
Net Change in Cash	<u>\$ (20.7)</u>	<u>\$ (33.2)</u>
<b>Cash at Period End</b>	<b>\$ 59.8</b>	<b>\$ 55.7</b>

## New Credit Facilities

- Refinanced debt facilities effective March 31, 2011. This initiative funded maturing long-term debt, increased funding capacity, reduced pricing and increased flexibility
- Increased revolving credit line from \$90 million to \$150 million and securitization facility from \$100 million to \$150 million
- Facilities remain secured by Kelly's general assets
- Terms were extended to December 2014 (securitization) and March 2016 (revolver)
- At April 3, 2011, borrowings under the revolving credit facility were \$16.4 million. The securitization facility carried \$49.0 million of short-term borrowings and \$50.6 million of standby letters of credit related to workers' compensation

# Debt Restructuring

(in millions)



# Kelly Services: Company Contacts



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