



Earnings Call and Webcast

Q2 2025

August 1, 2025

Safe Harbor Statement

The statements contained herein that are not historical facts 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. You can identify such forward-looking statements by the words “anticipates,” “expects,” “intends,” “plans,” “projects,” “believes,” “estimates,” “forecasts,” “likely,” “possibly,” “probably,” “could,” “goal,” “opportunity,” “objective,” “target,” “assume,” “outlook,” “guidance,” “predicts,” “appears,” “indicator” and similar expressions. Forward-looking statements involve a number of risks and uncertainties. In the normal course of business, in an effort to help keep our stockholders and the public informed about our operations, from time to time, we may issue such forward-looking statements, either orally or in writing. Generally, these statements relate to business plans or strategies; including our strategic partnership with Workday, Inc.; projected or anticipated benefits or other consequences of such plans or strategies; or projections involving anticipated revenues, earnings, average number of worksite employees, benefits and workers’ compensation costs, or other operating results. We base these forward-looking statements on our current expectations, estimates and projections. We caution you that these statements are not guarantees of future performance and involve risks, uncertainties and assumptions that we cannot predict. In addition, we have based many of these forward-looking statements on assumptions about future events that may prove to be inaccurate. Therefore, the actual results of the future events described in such forward-looking statements could differ materially from those stated in such forward-looking statements. Among the factors that could cause actual results to differ materially are (i) adverse economic conditions; (ii) failure to comply with or meet client expectations regarding certain COVID-19 relief programs; (iii) bank failures or other events affecting financial institutions; (iv) labor shortages, increasing competition for highly skilled workers, and evolving employee expectations regarding the workplace; (v) impact of inflation and changes in U.S. trade policy; (vi) vulnerability to regional economic factors because of our geographic market concentration; (vii) failure to comply with covenants under our credit facility; (viii) impact of a future outbreak of highly infectious or contagious disease; (ix) our liability for WSEE payroll, payroll taxes and benefits costs, or other liabilities associated with actions of our client companies or WSEEs, including if our clients fail to pay us; (x) increases in health insurance costs and workers’ compensation rates and underlying claims trends, health care reform, financial solvency of workers’ compensation carriers, other insurers or financial institutions, state unemployment tax rates, liabilities for employee and client actions or payroll-related claims; (xi) an adverse determination regarding our status as the employer of our WSEEs for tax and benefit purposes and an inability to offer alternative benefit plans following such a determination; (xii) cancellation of client contracts on short notice, or the inability to renew client contracts or attract new clients; (xiii) the ability to secure competitive replacement contracts for health insurance and workers’ compensation insurance at expiration of current contracts; (xiv) regulatory and tax developments and possible adverse application of various federal, state and local regulations; (xv) failure to manage growth of our operations and the effectiveness of our sales and marketing efforts; (xvi) the impact of the competitive environment and other developments in the human resources services industry, including the professional employer organization (or PEO) industry, on our growth and/or profitability; (xvii) an adverse final judgment or settlement of claims against Insperity; (xviii) disruptions of our information technology systems or failure to enhance our service and technology offerings to address new regulations or client expectations; (xix) our liability or damage to our reputation relating to disclosure of sensitive or private information as a result of data theft, cyberattacks or security vulnerabilities; (xx) failure of third-party providers, such as financial institutions, data centers or cloud service providers; (xxi) our ability to fully realize the anticipated benefits of our strategic partnership and complete the development of our joint solution with Workday, Inc.; and (xxii) our ability to integrate or realize expected returns on future product offerings, including through acquisitions, strategic partnerships, and investments. These factors are discussed in further detail in Insperity’s filings with the U.S. Securities and Exchange Commission. Any of these factors, or a combination of such factors, could materially affect the results of our operations and whether forward-looking statements we make ultimately prove to be accurate. Any forward-looking statements are made only as of the date hereof and, unless otherwise required by applicable securities laws, we undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Supplement to Earnings Release

This presentation is a supplement to our press release announcing our second quarter 2025 results, which can be found in the investor relations area (<http://ir.insperity.com>) of our website. It is intended to be read in conjunction with, not as a substitute for, or in isolation from, our earnings release.

Non-GAAP Financial Measures

This presentation contains non-GAAP financial measures, such as Adjusted Cash, Adjusted EBITDA and Adjusted EPS. Please see the Appendix for a further discussion.

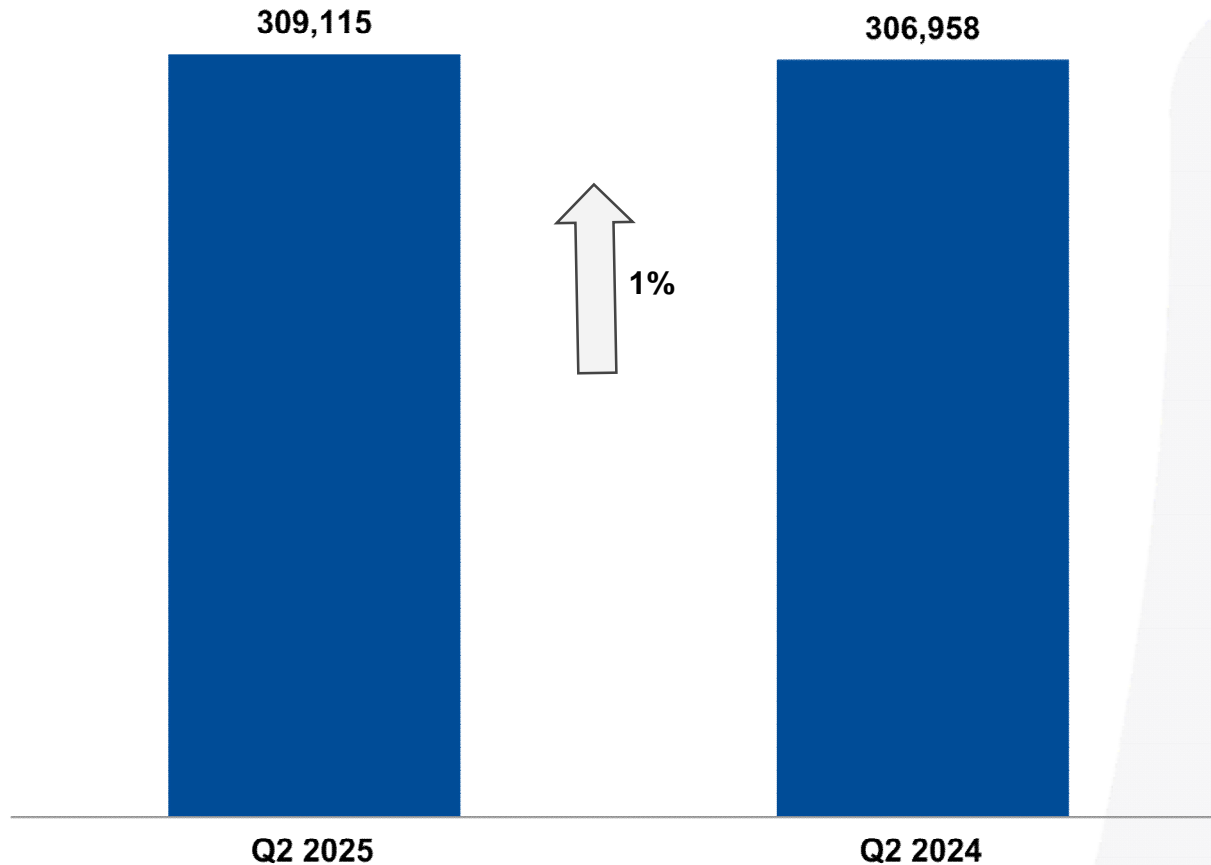


CEO Commentary

- **Despite our reported results and associated lower 2025 guidance, we remain confident in our outlook for accelerated growth and improved profitability in 2026**
 - Experienced recent growth momentum we expect to continue over the balance of the year
 - Fall selling and retention campaign starting earlier, incenting appropriately and investing more to increase the likelihood of success
 - Executing pricing plan and implementing benefit plan design changes that we believe will address the elevated benefits cost trend environment
- **HR solutions portfolio updated**
 - Rebranded our existing PEO solution as Insperity HR360
 - Rebranded our existing traditional employment solution as Insperity HRCore
 - Introduced Insperity HRScale, the joint solution of the Insperity Workday strategic partnership
- **Substantial HRScale progress towards 2026 launch**
 - Plan for current client beta go-live targeted in early 2026
 - In-depth market research affirms target market need and premium product fit

Q2 2025 Financial Results

Average Paid Worksite Employees

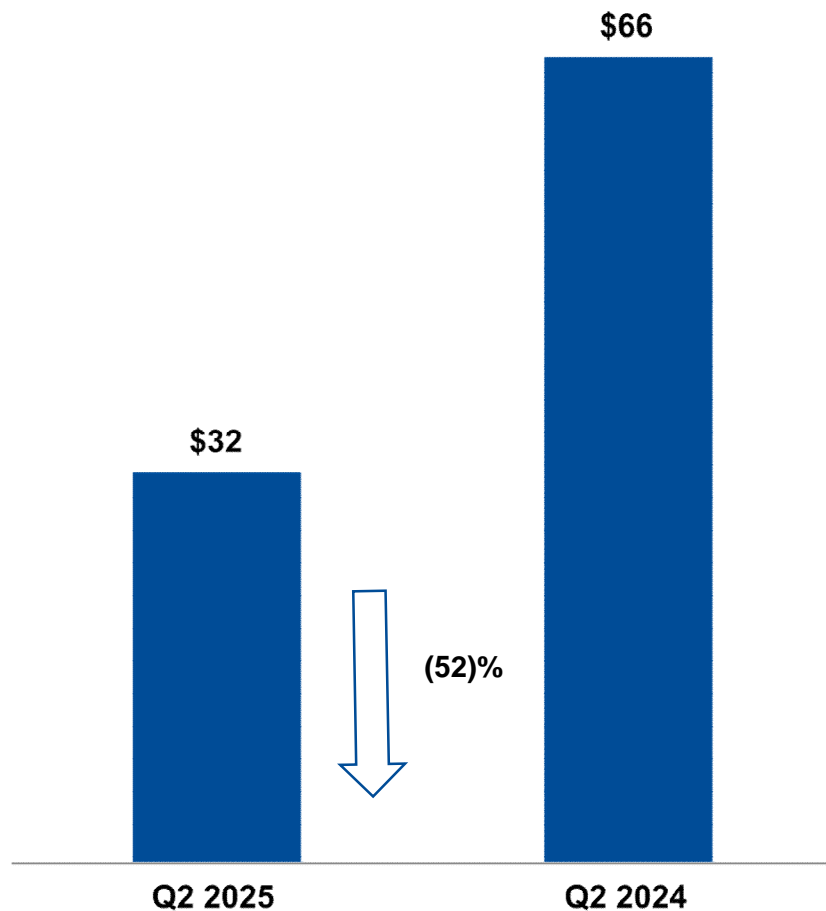


- Q2 average paid worksite employees increased 1%
- Worksite employees paid from new client sales increased 2% compared to Q2 2024
- Client retention for Q2 2025 remained consistent with Q2 2024
- Net hiring by clients improved during Q2 2025 compared to Q2 2024, but remains below historical levels

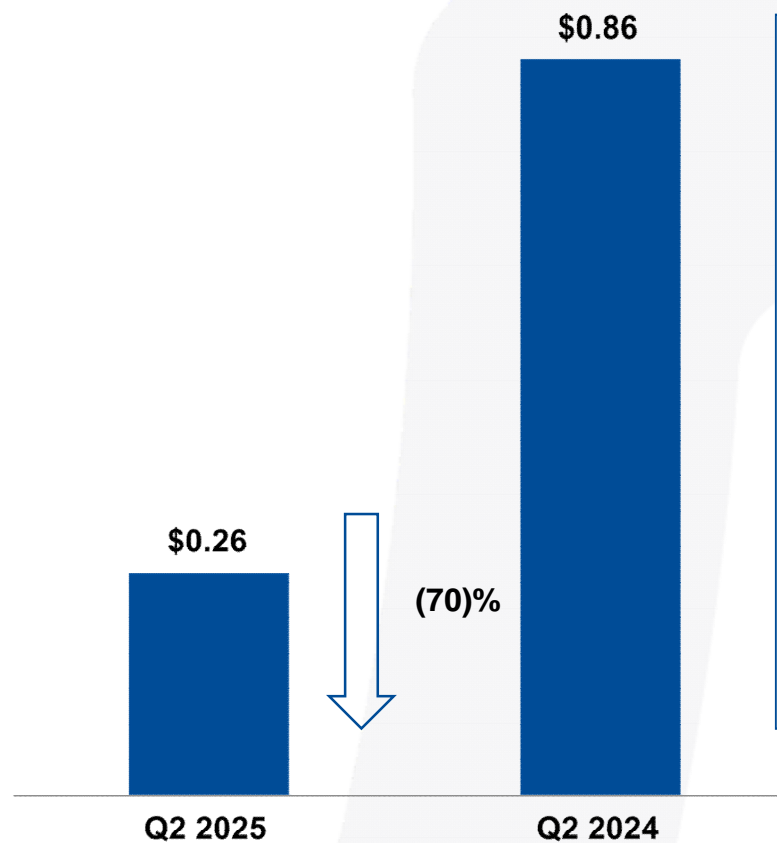
Q2 2025 Financial Results

(\$ in millions, except per share amounts)

Adjusted EBITDA



Adjusted EPS

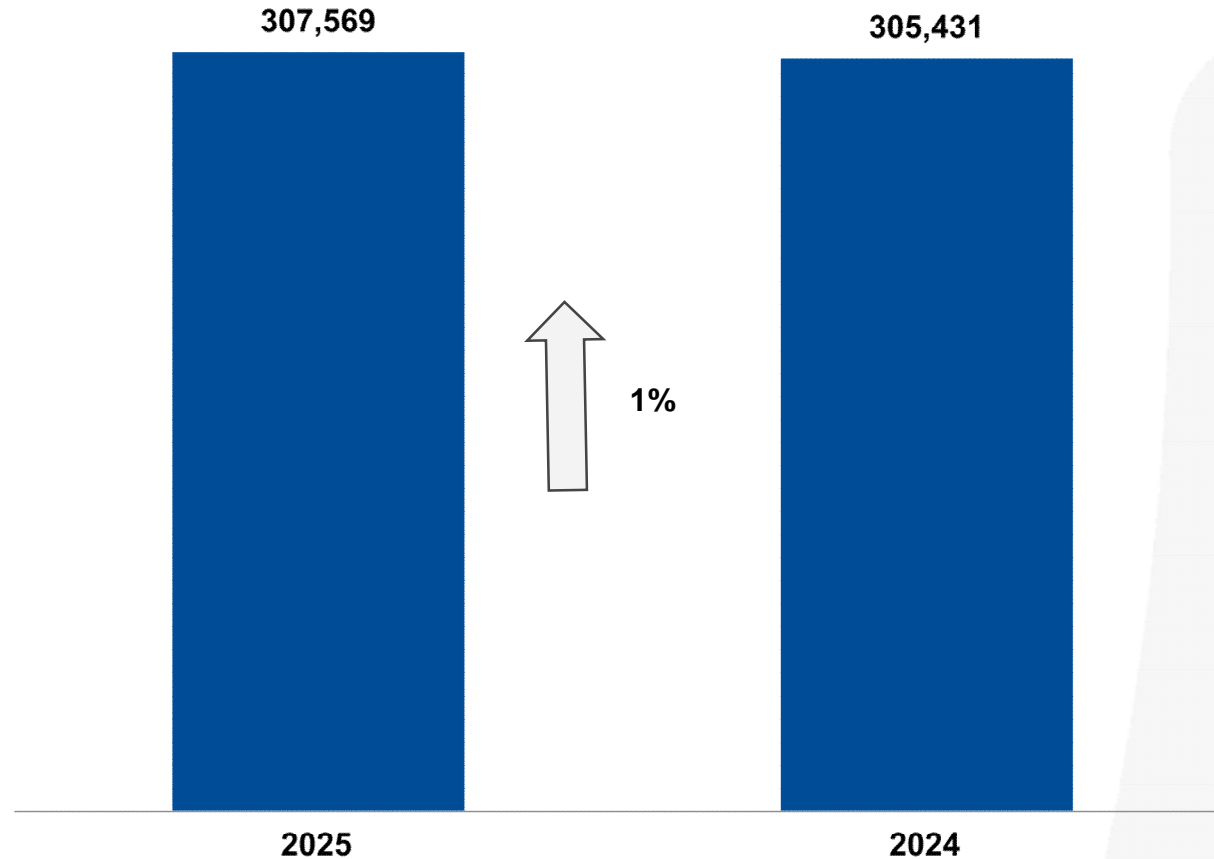


- Q2 2025 earnings declined from Q2 2024, primarily due to:
 - Higher-than-expected benefits costs in Q2 2025 where we experienced elevated pharmacy trends and frequency of large claim activity compared to Q2 2024
 - Q2 2024 had a \$25 million favorable adjustment related to healthcare claim development
 - Operating expenses down 3% compared to Q2 2024

Please refer to the Appendix slide at the end of this presentation for definitions of our non-GAAP financial measures.

YTD June 2025 Financial Results

Average Paid Worksite Employees

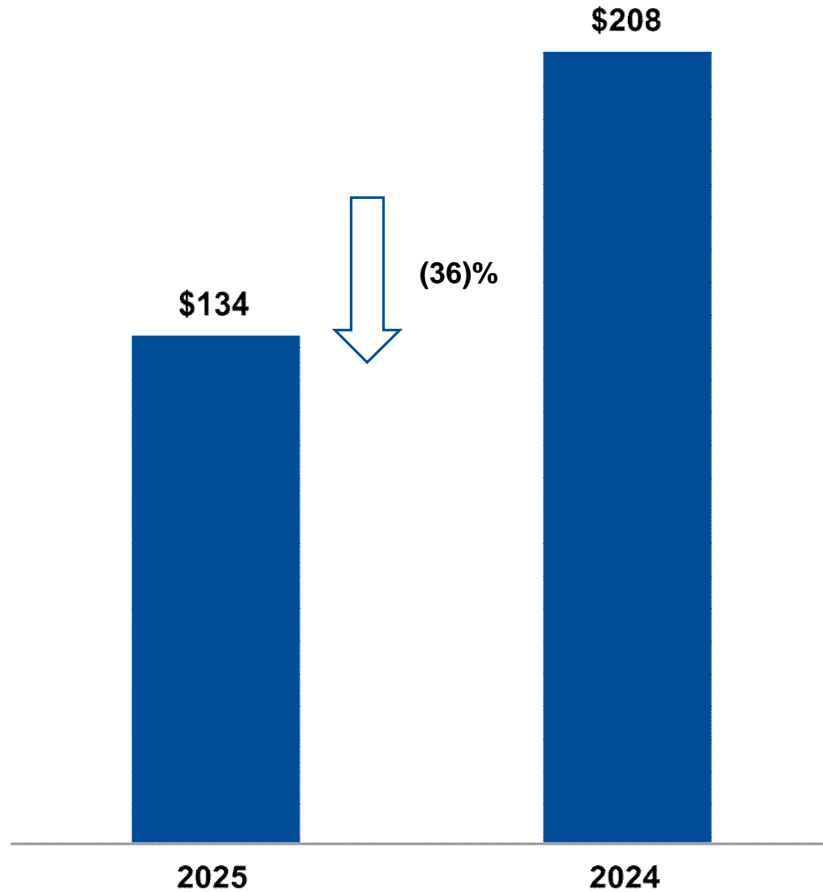


- Average paid worksite employees increased 1%
 - Worksite employees paid from new client sales increased 2% compared to 2024
 - Client retention and net hiring by our clients also improved compared to 2024

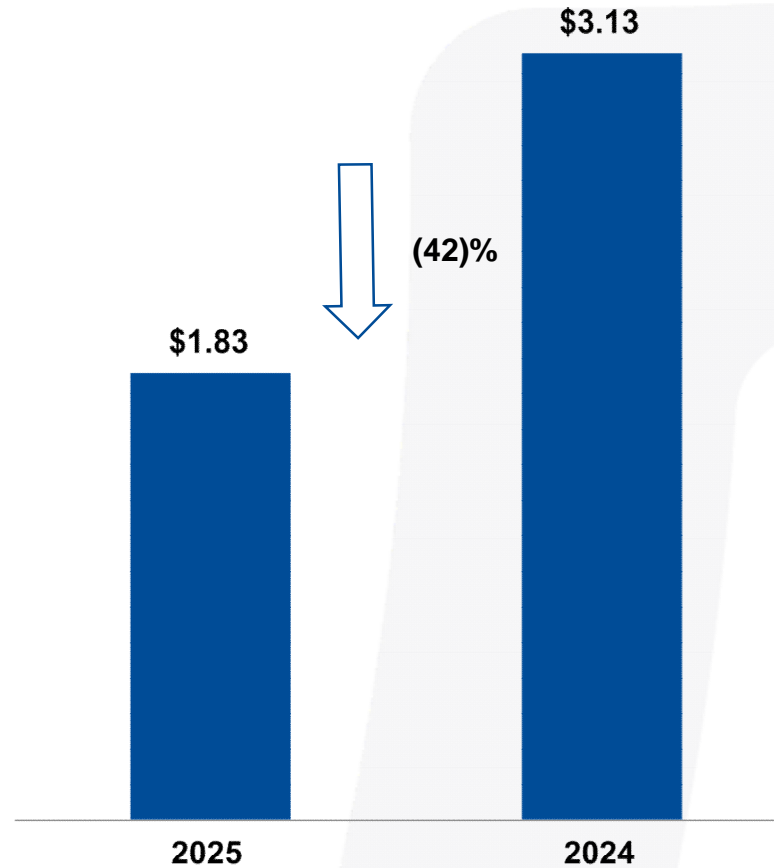
YTD June 2025 Financial Results

(\$ in millions, except per share amounts)

Adjusted EBITDA



Adjusted EPS



- Adjusted EBITDA decreased compared to 2024 primarily due to:
 - Higher-than-expected benefits costs in 2025 where we experienced elevated pharmacy trends, inpatient and outpatient services, and frequency of large claim activity compared to 2024
 - 2025 had an \$11 million unfavorable adjustment related to healthcare claims development whereas 2024 had a \$26 million favorable adjustment

Please refer to the Appendix slide at the end of this presentation for definitions of our non-GAAP financial measures.

Balance Sheet and Cash Flow

(\$ in millions)

	June 30, 2025	December 31, 2024
Adjusted Cash	\$114	\$134
Total Debt	\$369	\$369
Working Capital	\$160	\$155

Year-to-Date Period Ended:	June 30, 2025	June 30, 2024
Adjusted EBITDA	\$134	\$208
Dividends Paid	\$45	\$44
Cost of Shares Repurchased	\$19	\$37

- Continued solid cash and working capital position
- \$64 million returned to shareholders in the first six months of 2025 through dividend program and share repurchases

Please refer to the Appendix slide at the end of this presentation for definitions of our non-GAAP financial measures.

Q3 and FY 2025 Outlook

	August 1, 2025 Q3 2025 Outlook			August 1, 2025 FY 2025 Outlook		
Average WSEEs paid	312,200	—	315,300	310,300	—	313,400
Year-over-year increase	1%	—	2%	1%	—	2%
Adjusted EPS	\$0.06	—	\$0.49	\$1.81	—	\$2.51
Year-over-year increase (decrease)	(85)%	—	26%	(49)%	—	(30)%
Adjusted EBITDA (in millions)	\$24	—	\$44	\$170	—	\$205
Year-over-year increase (decrease)	(38)%	—	13%	(37)%	—	(24)%

- Average paid worksite employees
 - Worksite employee growth acceleration in recent months
 - Clarity around tax policy has bolstered small business economic sentiment
 - Remain cautious about the level of net hiring in the client base
- Earnings
 - Increased annual benefits cost trend based on elevated claims level
 - FY 2025 operating expenses expected to be slightly below 2024, including \$58M associated with Workday strategic partnership investment
 - FY 2025 earnings comparison to 2024 impacted by favorable benefits costs in prior year compared to a challenging environment this year

Definition of Key Metrics

Average WSEEs paid — Determined by calculating the company's cumulative WSEEs paid during the period divided by the number of months in the period.

Adjusted EPS — Represents diluted net income per share computed in accordance with GAAP, excluding the impact of non-cash stock-based compensation.

Adjusted EBITDA — Represents net income computed in accordance with GAAP, plus interest expense, income taxes, depreciation and amortization expense, amortization of SaaS implementation costs and non-cash stock-based compensation.

Please refer to the Appendix slide at the end of this presentation for definitions of our non-GAAP financial measures.

Appendix – Non-GAAP Financial Measures

Non-GAAP financial measures are not prepared in accordance with GAAP and may be different from non-GAAP financial measures used by other companies. Non-GAAP financial measures should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. Investors are encouraged to review the reconciliation of the non-GAAP financial measures as provided in the company's press release announcing its second quarter 2025 results, which may be found on the investor relations area (<http://ir.insperity.com>) of the company's website.

Non-GAAP Measure	Definition	Benefit of Non-GAAP Measure
Adjusted cash, cash equivalents and marketable securities	Excludes funds associated with: <ul style="list-style-type: none"> • federal and state income tax withholdings, • employment taxes, • other payroll deductions, and • client prepayments. 	<p>We believe that the exclusion of the identified items helps us reflect the fundamentals of our underlying business model and analyze results against our expectations, against prior periods, and to plan for future periods by focusing on our underlying operations. We believe that the adjusted results provide relevant and useful information for investors because they allow investors to view performance in a manner similar to the method used by management and improves their ability to understand and assess our operating performance. Adjusted EBITDA is used by our lenders to assess our leverage and ability to make interest payments.</p>
EBITDA	Represents net income computed in accordance with GAAP, plus: <ul style="list-style-type: none"> • interest expense, • income tax expense, • depreciation and amortization expense, and • amortization of SaaS implementation costs. 	
Adjusted EBITDA	Represents EBITDA plus: <ul style="list-style-type: none"> • non-cash stock-based compensation. 	
Adjusted EPS	Represents diluted net income per share computed in accordance with GAAP, excluding: <ul style="list-style-type: none"> • non-cash stock-based compensation. 	