

Investor Presentation

November 2021



Disclaimer

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include all statements that are not historical facts, and further include, without limitation, statements reflecting our current views with respect to, among other things, our operations, our financial performance, our industry, the impact of the COVID-19 global pandemic on our business, and other non-historical statements including the statements in the "Financial Outlook" section of this presentation. In some cases, you can identify these forward-looking statements by the use of words such as "outlook," "believes," "expects," "potential," "continues," "may," "will," "should," "could," "seeks," "predicts," "intends," "trends," "trends," "stimates," "anticipates" or the negative version of these words or other comparable words. Such forward-looking statements are subject to various risks and uncertainties.

Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. These factors include but are not limited to:the dependence of our business on key clients; the risk of loss of business or non-payment from significant clients; our failure to cost-effectively acquire new, high-growth clients; the risk that we may provide inadequate service or cause disruptions in our clients' businesses or fail to comply with the quality standards required by our clients under our agreements; unauthorized or improper disclosure of personal or other sensitive information, or security breaches and incidents; negative publicity or lidificulty retaining and recruiting employees; our failure to deter or our business on our international operations, particularly in the Philippines and India; our failure to comply with applicable privacy and data security laws and regulations; substantial increases in the costs of technology and telecommunications services or our inability to attract and retain the necessary technologists; our inability to adapt our services and solutions to changes in technology and client expectations; fluctuations against the U.S. dollar in the local currencies in which we operate; our inability to maintain and enhance our brand; competitive pricing pressure; our dependence on senior management and key employees; the limited experience of our management team in managing a public company; the ongoing COVID-19 pandemic, including the resulting global enounceratinity and measures taken in response to the pandemic; the control of affiliates of The Blackstone Group Inc. and our Co-Founders over us; and the dual class structure of our common stock. Additional risks and uncertainties include but are not limited to those described under "Risk Factors" in the Company's prospectus, dated October 20, 2021, as such factors may be updated from time to time in our periodic filings with the SEC; which are accessible on the SEC's website a

This presentation includes certain financial measures not presented in accordance with generally accepted accounting principles in the United States ("GAAP"), including Adjusted Net Income, Adjusted Net Income Margin, Adjusted EBITDA, Adjusted EBITDA and Adjusted EBITDA and Adjusted EBITDA Margin, which are used by management in making operating decisions, allocating financial resources, and internal planning and forecasting, and for business strategy purposes, have certain limitations, and should not be construed as alternatives to financial measures determined in accordance with GAAP. The non-GAAP measures as defined by us may not be comparable to similar non-GAAP measures presented by other companies. Our presentation of such measures, which may include adjustments to exclude unusual or non-recurring items. A reconciliation is provided elsewhere in this presentation for each historical non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.

Because GAAP financial measures on a forward-looking basis are not accessible, and reconciling information is not available without unreasonable effort, we have not provided reconciliations for forward-looking non-GAAP measures. For the same reasons, we are unable to address the probable significance of the unavailable information, which could be material to future results.

This presentation includes market and industry data and forecasts that we have derived from independent consultant reports, publicity available information, various industry publications, other published industry sources and our internal data and estimates. Independent consultant reports, industry publications and other published industry sources generally indicate that the information contained therein was obtained from sources believed to be reliable. Although we believe that these third-party sources are reliable, we do not guarantee the accuracy or completeness of this information, and we have not independently verified this information. Some market data and statistical information are also based on our good faith estimates, which are derived from management's knowledge of our industry and such independent sources referred to above. Certain market, ranking and industry data included elsewhere in this presentation, including the size of certain markets and our size or position and the positions of our competitors within these markets, including our services relative to our competitors, are based on estimates of our management. These estimates have been derived from our management's knowledge and experience in the markets in which we operate, as well as information obtained from surveys, reports by market research firms, our clients, suppliers, trade and business organizations and other contacts in the markets in which we operate and have not been verified by independent sources. Unless otherwise noted, all of our market share and market share and market position in each of our lines of business, unless otherwise noted, is based on our sales relative to the estimated sales in the markets we served. References herein to our being a leader in a market or product category refer to our belief that we have a leading market share position in each specified market, unless the context otherwise requires. As there are no publicly available sources supporting this belief, it is based solely on our internal analysis of





Outsourcing reimagined for the innovation age.



Our Goal

Our Solutions

Our Results

To build the world's largest tech enabled service provider.



Digital Customer Experience



Content Security



Al Operations

60% Revenue CAGR (2017-20)

125% Net Revenue Retention Rate (avg 2018-2020) \$478mm

2020 Revenue

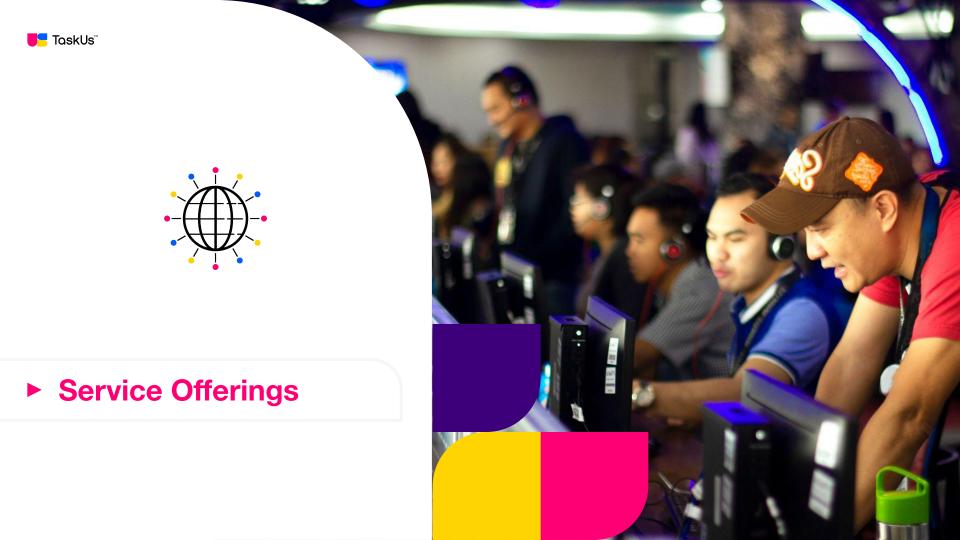
22%Adj. EBITDA Margin (2020)¹

72%Adj. EBITDA
CAGR (2017-20)¹

96% % of Revenue from Digital & Omni-Channel (2020)

¹ See appendix for reconciliation to most comparable GAAP measure





Digital Offerings Powered by Differentiated Technology Solutions



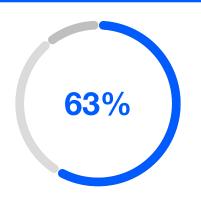
Digital Customer Experience



Content Security



Al Operations







Note: Percentages based on contribution to 2020 revenue

Digital Customer Experience

Ever-increasing user expectations and competition necessitate world class customer care. Founded on innovation and people-first culture, TaskUs delivers consistently excellent CX support for the world's leading brands. The digital nature of the support we provide allows us to automate a greater portion of these interactions, support multiple interactions concurrently and use support staff based in higher margin, offshore markets.



SOLUTIONS:

Omni-Channel Care

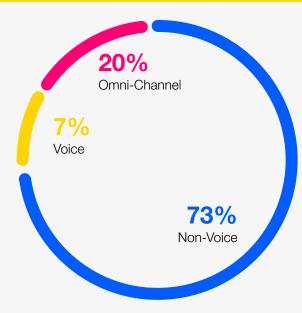
Customer Acquisition

Trust & Safety

Technical Support

New Product or Market Launches

Consulting Services



Note: Percentage based on 2020 Digital CX revenue



Content Security: The Digital First Responders

User generated content is growing at an exponential rate. Wherever content is created by users, platforms must review and enforce policy guidelines to protect their communities. Today TaskUs teammates review content posted by users and advertisers across these social networks as well as dating apps, job sites and marketplaces.





Policy Development

We go beyond content moderation to apply best practices to policy development and distribution, product design, quality, and training.



Tools & Innovation

We work with our client's development teams to build tools to identify and remove harmful content. Our proprietary workflow tools improve the efficiency and accuracy of our Content Security professionals.



Resiliency Studio

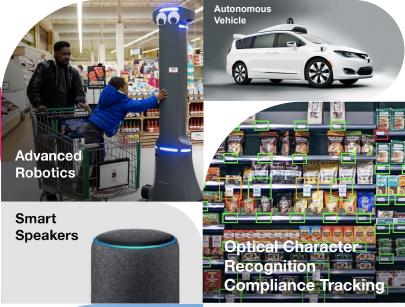
A clinician-led program, backed by an in-house research team, with over 100 mental health professionals delivering support to TaskUs teammates on the frontlines of content moderation.



Al Operations

In our Al Operations practice our teammates tag and annotate data sets to create the raw material that artificial intelligence is built on. Nearly every Al application being built today requires these kinds of custom data sets curated by professional annotators. We leverage technology, automation, and advanced training design to optimize results for our clients.









Speech to Text & Contextual Annotation

Realizing our \$100+ Billion Market Opportunity

Digital Customer Experience

\$77bn Market Size

20-25% CAGR: 2018 - 20211 **Content Security**

\$6bn

Market Size

40-50%

CAGR: 2016 - 20211

Artificial Intelligence (AI) **Operations**

\$19bn

Market Size

21%

CAGR: 2020 - 2025

Sources: IDC: JC Market Research: Everest Group

¹ Represents projected growth of the Digital CX segment of the Customer Experience market



► TaskUs Digital Innovation In Action

Cross Platform



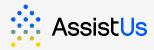
CX CHATBOT

Browser based chatbot leveraging NLP for suggested answers



Promotes handle time reduction and CSAT improvement

Content Security



TAGALL!

Browser extension to highlight and contextualize key terms



Promotes processing time and accuracy improvement

Digital CX



OMNI SUPERVISOR

RPA enabled productivity alert system designed to support W@H managers



Increases Tasks Per Hour





▶ Technology is Transforming our Lives

	THEN	NOW		THEN	NOW
ENJOY	CABLE + SATELLITE	STREAMING MEDIA	COMMUNICATE	LANDLINES + CELL PHONES	VIDEO CALL + CHAT APPS
SOCIALIZE	WEB 1.0 CHAT GROUPS	TODAY'S SOCIAL MEDIA	DINE	RESTAURANTS	FOOD DELIVERY PLATFORMS
STAY	HOTELS	HOME SHARING	SELL	MALL-BASED RETAIL	ECOMMERCE + MARKETPLACE
MOVE	RENTAL CARS + TAXIS	RIDESHARING + DRIVERLESS VEHICLES	HEALTH	TRADITIONAL HEALTHCARE	HEALTHTECH EXCHANGES + WELLNESS
LOVE	PAPER + ONLINE ADS	SEGMENTED DATING AND GROUP APPS	INVEST	BIG RETAIL + INVESTMENT BANKS	CRYPTO + DIGITAL BANKS



Expertise: Focused on Hi-Tech Clients & the Digital Economy

TARGET MARKETS



Social Media



E-commerce



Gaming



Streaming Media



Food Delivery & Ride Sharing



HiTech



FinTech



HealthTech

CLIENT HIGHLIGHTS

100+ Clients globally

3 of the top 4 social media sites

#1 audio and **#1** video streaming service providers

3 of the top 4 food delivery apps

12 disruptive FinTechs

Note: Client highlights as of December 2020



Why We Win

Expertise

We specialize in the unique disruptive industry segments of our clients. We build teams of experts, processes and tools for each segment.

Culture

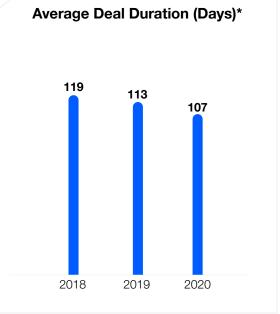
We have built a culture that feels much more like our tech clients than the service providers we compete with.

Speed

We are agile, flexible and responsive. Our clients are growing exponentially. We understand "speed matters."

Strong Track Record of Sales Wins Across New and Existing Clients

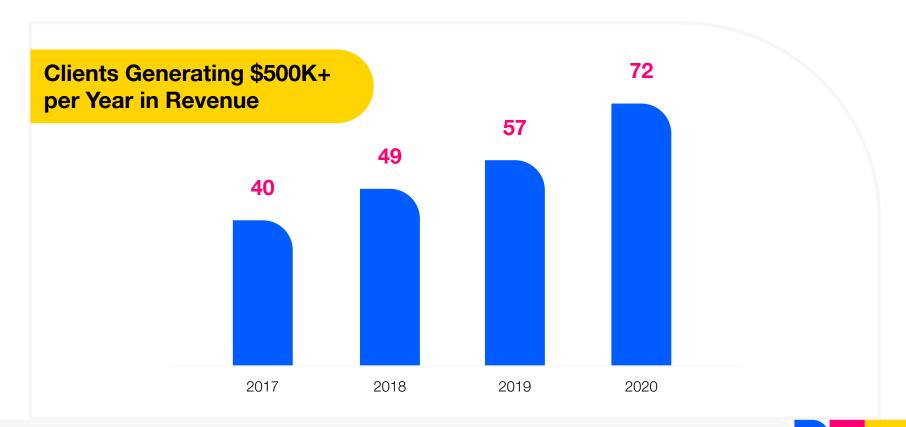




*Win Rates and Average Deal Duration include opportunity management system and Existing Clients; Deal duration includes number of days between the creation of an opportunity in our opportunity management system and when contract is signed



▶ Compounding Success



Culture: Unique Culture Drives Employee and Client Satisfaction

TaskUs 2020 employee NPS

72



15% **Voluntary** Attrition¹



18th Annual International Business Awards

6th Annual Stevie Awards for Great Employer



TaskUs 2020 client NPS

75

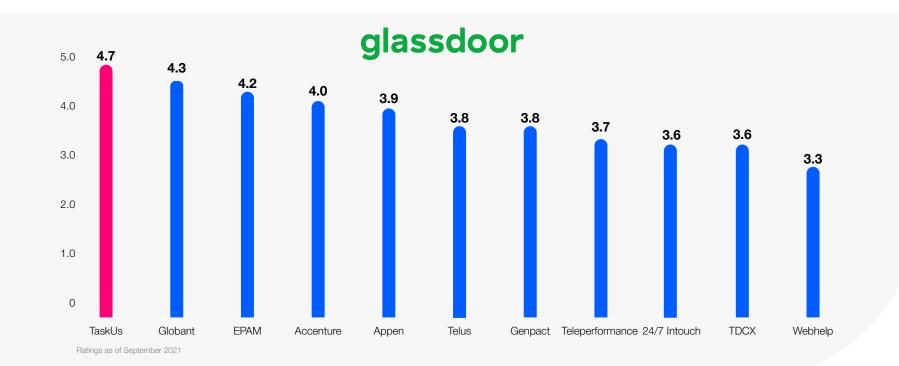


Glassdoor Score²

¹ Voluntary annualized attrition rate in 2020 for employees working for TaskUs for more than 180 days ² As of September 2021



► Culture: Unique Culture Drives Employee and Client Satisfaction

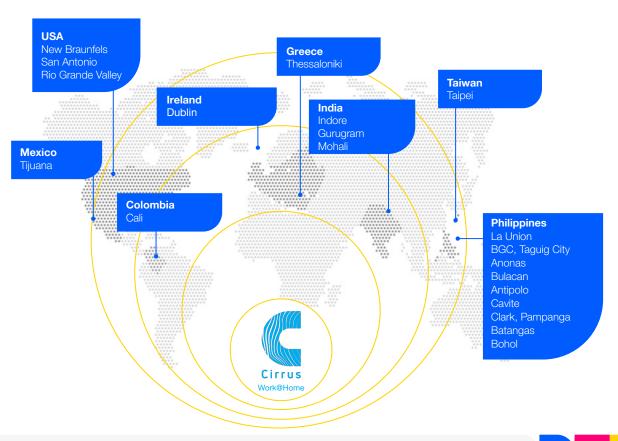




Expanding Our Global Footprint

as of September 30, 2021 **Our Global Count**

35,600



Note: Approximate employee numbers as of September 30, 2021





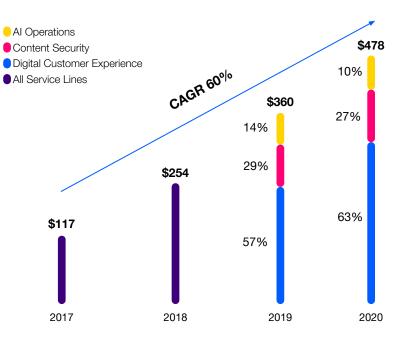


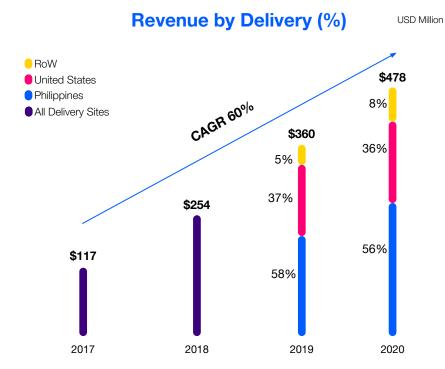
► Financials



Organic and Diversified Growth

Revenue by Service Line (%)

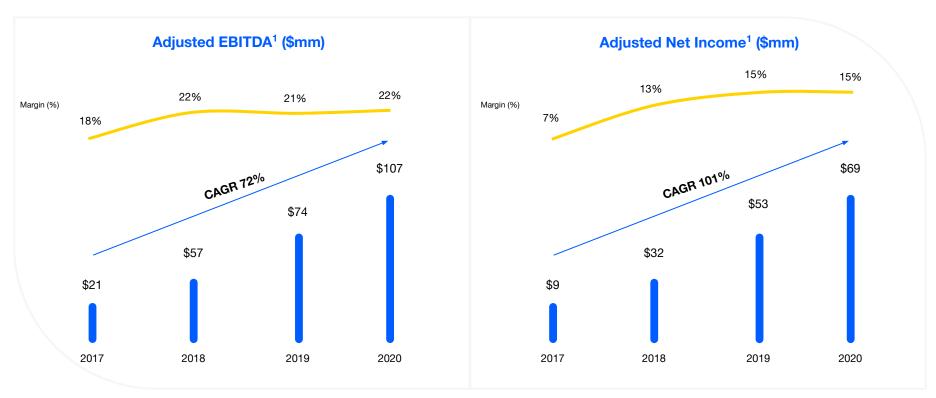




Note: Numbers may not sum to 100% due to rounding



Attractive Profitability and Margin Expansion



¹ See Appendix for reconciliation to most comparable GAAP measure



Continued Growth Momentum in 2021



Growing & Engaged Team

35,600 Teammates as of September, 2021

12,000 **Net Positions** Added in 2021 YTD

4.7 glassdoor Score²

Client & Teammate Highlights

► Key Client Wins including

- Multiple FinTech wins
- European HealthTech Provider
- Major Online Gaming Company
- Autonomous Vehicle Leader

Momentum in key verticals

- Expansion and new logo signings across verticals
- Expanded service offerings in Content Security (supporting Non-Fungible Tokens) and Al Operations

Geographic expansion

- Announced office expansions in the US, India, the Philippines and Colombia
- Expected expansion in Europe in 2022 for additional language capabilities



¹ See appendix for reconciliation to most comparable GAAP measure ² As of September 30, 2021

Key Financial Highlights

FYE 2020

\$478m

FY 2020 Revenue

32.9%

FY 2020 Revenue Growth YoY

22.4%

FY 2020 Adj. EBITDA Margin¹

Q3 2021

\$201m

Q3 2021 Revenue

64.2%

Q3 2021 Revenue Growth YoY

23.9%

Q3 2021 Adj.EBITDA Margin¹

Recurring revenue model

Consistent track record of growth and profitability

Strong operating leverage

Focus on high growth technology disruptors

Significant cross-sell opportunity

High free cash flow conversion

¹ See appendix for reconciliation to most comparable GAAP measure

► Financial Outlook

	2021 Outlook ¹		
	Fourth Quarter	Full Year	
Revenue (in millions)	\$213 to \$217	\$747 to \$751	
Revenue growth (YoY) at midpoint	54.9%	56.7%	
Adjusted EBITDA Margin	22.0% to 23.3%	24.0% to 24.2%	



1) As of November 10, 2021





► Appendix



▶ Non-GAAP Reconciliations

Adjusted EBITDA

USD Thousand

	Three months en	ded September 30,	Nine months ended	September 30,
	2021	2020	2021	2020
Net income (loss)	\$ 11,636	\$ 11,456	\$ (77,800)	\$ 20,979
Provision for (benefit from) income taxes	1,656	2,564	(1,805)	4,532
Financing expenses	1,633	1,647	4,808	5,849
Depreciation	7,422	3,696	20,354	14,225
Amortization of intangible assets	4,711	4,711	14,135	14,135
EBITDA	\$ 27,058	\$ 24,074	\$ (40,308)	\$ 59,720
Offering costs	488	385	6,249	385
Foreign currency losses	1,285	637	477	927
Loss on disposal of assets	26	155	54	150
COVID-19 related expenses	_	1,309	6,105	5,068
Severance costs	_	2,057	_	2,627
Lease termination costs	_	1,500	_	1,500
Natural disaster costs	_	_	442	_
Contingent consideration	_	_	_	3,570
Phantom share bonus	'	_ '	129,362	_
Teammate IPO bonus	_	_	4,361	_
Stock-based compensation expense	19,243	_	25,014	_
Adjusted EBITDA	\$ 48,100	\$ 30,117	\$ 131,756	\$ 73,947
Net Income (Loss) Margin	5.8%	9.4%	(14.6)%	6.2%
Adjusted EBITDA Margin	23.9%	24.6%	24.7%	21.8%

► Non-GAAP Reconciliations

Adjusted Net Income

	Three months en	ded September 30,	Nine months ende	ed September 30,
	2021	2020	2021	2020
Net income (loss)	\$ 11,636	\$ 11,456	\$ (77,800)	\$ 20,979
Amortization of intangible assets	4,711	4,711	14,135	14,135
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Lease termination costs	_	1,500	_	1,500
Natural disaster costs	_	_	442	_
Contingent consideration	_	_	_	3,570
Phantom share bonus	_	_	129,362	_
Teammate IPO bonus	_	_	4,361	_
Stock based compensation expense	19,243	_	25,014	_
Tax impact of adjustments	(4,632)	_	(16,072)	_
Adjusted Net Income	\$ 32,757	\$ 22,210	\$ 92,327	\$ 49,341
Net Income (Loss) Margin	5.8%	9.4%	(14.6)%	6.2%
Adjusted Net Income Margin	16.3%	18.1%	17.3%	14.5%

USD Thousand

► Non-GAAP Reconciliations

Adjusted earnings per share

	Three months end	led September 30,	Nine months ended September 30,		
	2021	2020	2021	2020	
GAAP diluted EPS	\$ 0.11	\$ 0.12	\$ (0.83)	\$ 0.23	
Per share adjustments to net income (loss)	0.19	0.12	1.81	0.31	
Per share adjustments for GAAP anti-dilutive shares	_	_	(0.05)	_	
Adjusted EPS	\$ 0.30	\$ 0.24	\$ 0.93	\$ 0.54	
Weighted-average common stock outstanding - Diluted	109,426,011	91,737,020	93,994,896	91,737,020	
GAAP anti-dilutive shares	_	-	5,578,525	_	
Adjusted weighted-average shares outstanding	109,426,011	91,737,020	99,573,421	91,737,020	



▶ Reconciliations of Adjusted Net Income

USD Million

	2017 (unaudited)	Jan 1, 2018 through Sep 30, 2018	Oct 1, 2018 through Dec 31, 2018	Full Year 2018	2019	2020
Net Income (loss)	\$9.0	\$33.1	\$(0.9)	\$32.2	\$33.9	\$34.5
Amortization of intangible assets			4.7	4.7	18.8	18.8
Offering costs						0.9
Transaction related costs		3.7	5.8	9.5		
Foreign currency (gains) losses	(0.4)	1.7	(0.4)	1.3	(2.0)	(1.5)
Loss (gain) on disposal of assets	0.0	(0.0)	0.6	0.6	2.2	1.1
Tax benefit from transaction related costs		(15.9)		(15.9)		
COVID-19 related expenses						7.5
Severance costs						2.6
Lease termination costs						1.8
Contingent consideration						3.6
Adjusted Net Income	\$8.6	\$22.6	\$9.8	\$32.4	\$53.0	\$69.4
Net Income (Loss) Margin	7.7%	19.6%	(1.0)%	12.7%	9.4%	7.2%
Adjusted Net Income Margin	7.3%	13.4%	11.4%	12.7%	14.7%	14.5%



► Reconciliations of Adjusted EBITDA

USD Million

	2017 (unaudited)	Jan 1, 2018 through Sep 30, 2018	Oct 1, 2018 through Dec 31, 2018	Full Year 2018	2019	2020
Net Income (loss)	\$9.0	\$33.1	\$(0.9)	\$32.2	\$33.9	\$34.5
Provision for (benefit from) income taxes	5.0	(9.0)	3.4	(5.5)	(4.4)	9.9
Financing expenses	0.3	0.5	1.5	2.0	7.4	7.5
Depreciation	7.1	8.6	3.7	12.2	16.3	20.2
Amortization of intangible assets			4.7	4.7	18.8	18.8
EBITDA	\$21.4	\$33.2	\$12.4	\$45.6	\$72.1	\$90.9
Offering costs						0.9
Transaction related costs		3.7	5.8	9.5		
Foreign currency (gains) losses	(0.4)	1.7	(0.4)	1.3	(2.0)	(1.5)
Loss (gain) on disposal of assets	0.0	(0.0)	0.6	0.6	2.2	1.1
Settlement of 2018 Credit Facility					2.0	
COVID-19 related expenses						7.5
Severance costs						2.6
Lease termination costs						1.8
Contingent consideration						3.6
Adjusted EBITDA	\$21.0	\$38.6	\$18.4	\$57.0	\$74.2	\$106.9
Net Income (Loss) Margin	7.7%	19.6%	(1.0)%	12.7%	9.4%	7.2%
Adjusted EBITDA Margin	17.9%	22.9%	21.4%	22.4%	20.6%	22.4%

