

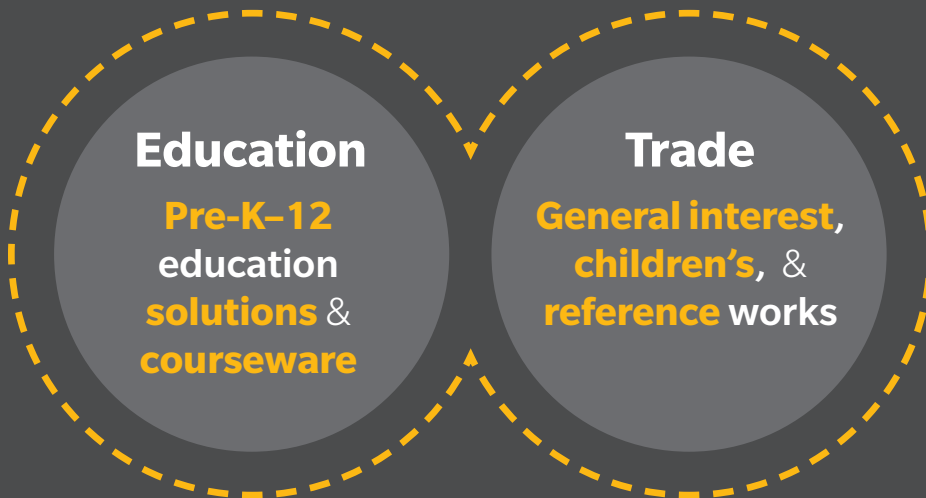
Houghton Mifflin Harcourt | Fact Sheet

Our Company

Houghton Mifflin Harcourt™ is a global learning company dedicated to changing people’s lives by fostering passionate, curious learners. As a leading provider of pre-K–12 education content and services, **HMH®** combines cutting-edge technology, digital innovation, and research to make learning more dynamic, engaging, and effective—anytime, anywhere.

Our Business

Fostering Lifelong Learning and Inspiring Curiosity



- Established reputation as an education leader and innovator
- Rich, iconic, proven content
- Leading brands in key disciplines like math, science, and reading

Globally Recognized Brands

- 8 Nobel Prizes
- 48 Pulitzer Prizes
- 13 National Book Awards

NASDAQ Ticker:
HMHC
Shares Outstanding
140 Million
Listed on
Nov. 14, 2013

2013 Highlights

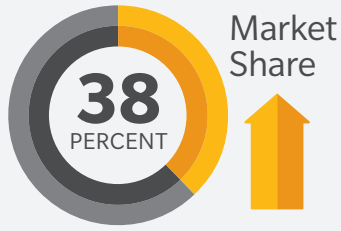
- Net sales **↑ 7%**
- Adj. EBITDA **↑ 2%**
- #1** in new Elementary Reading and Math adoptions, driving increased market share
- Record high sales for Trade Publishing
- Re-engineered content development organization to create best-in-class digital content
- Launched unified eCommerce platform on hmhco.com
- Optimized distribution channels and direct-to-consumer access
- Successful IPO on NASDAQ in November

HMH TODAY

#1 in Reading, Math, and Science



K-12 Products Are Digitally Enabled



More than **50** MILLION Students Served

More than **150** Countries

MARKET OPPORTUNITY

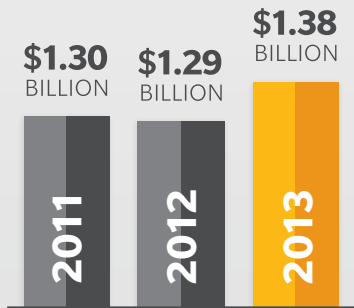
\$665
BILLION

K-12 Spending by 2022

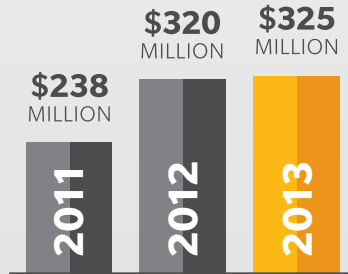


- ~**15,600** Public School Districts in the U.S.
- ~**132,000** Total Schools
- ~**55 MILLION** Total U.S. K-12 Enrollment
- ~**4 MILLION** U.S. Teachers
- ~**65,000** District Administrators

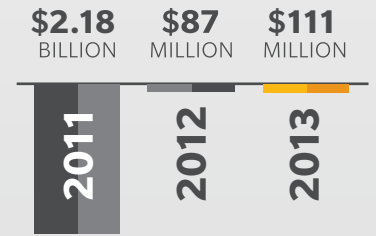
NET SALES



ADJUSTED EBITDA



NET LOSS



Financial Performance

Aligning Our Business with Growth Opportunities

Our Leadership in Education & Trade



Deep Competitive Advantages

RELATIONSHIPS

REPUTATION

RESOURCES

Strategic Initiatives

Broaden Content and Service Offerings

Enter New Markets (e.g. Early Childhood)

Monetize Content by Targeting New Customers and Channels

Expand International Footprint

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