



Houghton Mifflin Harcourt

Investor Fact Sheet

Our Company

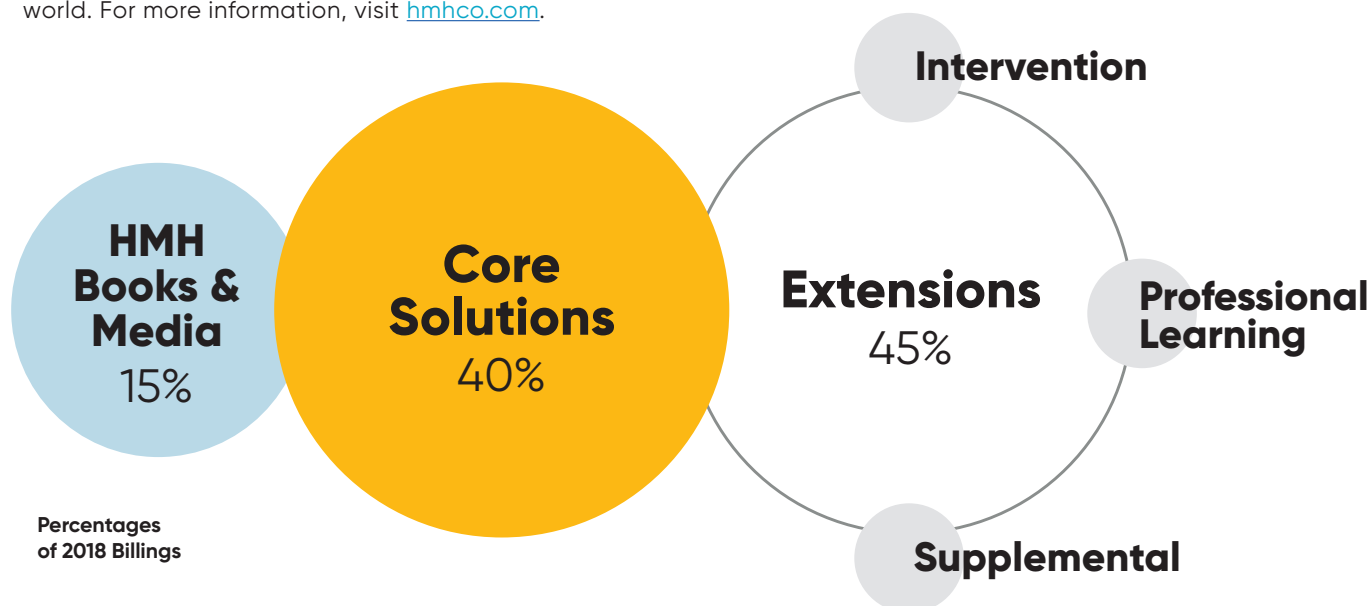
Houghton Mifflin Harcourt® (NASDAQ: HMHC) is a learning company committed to delivering integrated solutions that engage learners, empower educators and improve student outcomes. As a leading provider of K-12 core curriculum, supplemental and intervention solutions, and professional learning services, HMH® partners with educators and school districts to uncover solutions that unlock students' potential and extend teachers' capabilities. HMH serves more than 50 million students and 3 million educators in 150 countries, while its award-winning children's books, novels, non-fiction, and reference titles are enjoyed by readers throughout the world. For more information, visit hmhco.com.

The HMH Business

NASDAQ Ticker:
HMHC

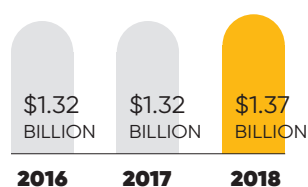
Shares Outstanding:
124 Million

Listed on:
Nov. 14, 2013

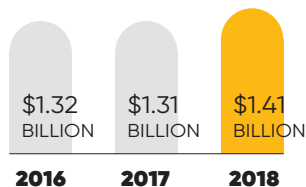


Financial Performance

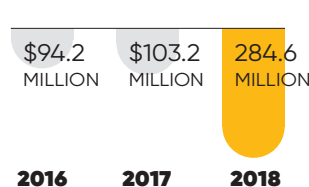
Net Sales



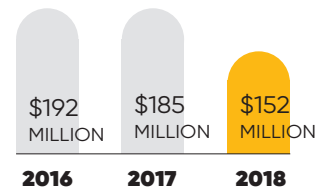
Billings



Net Loss



Adjusted EBITDA



Market Overview

13,600

K-12 public school districts

3.5 Million

teachers

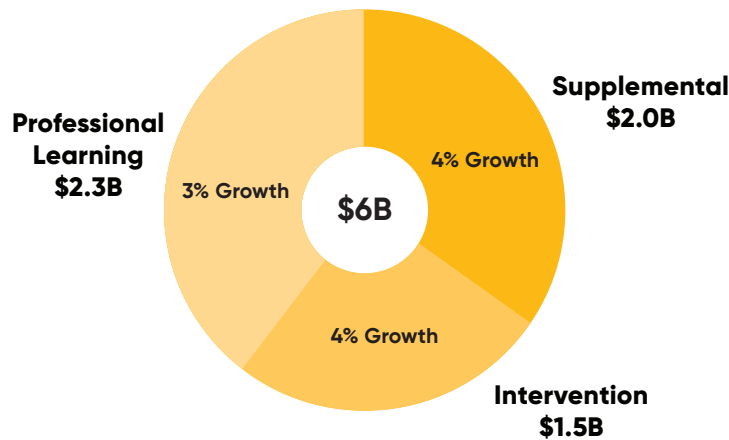
132,800

public and private schools

55.8 Million

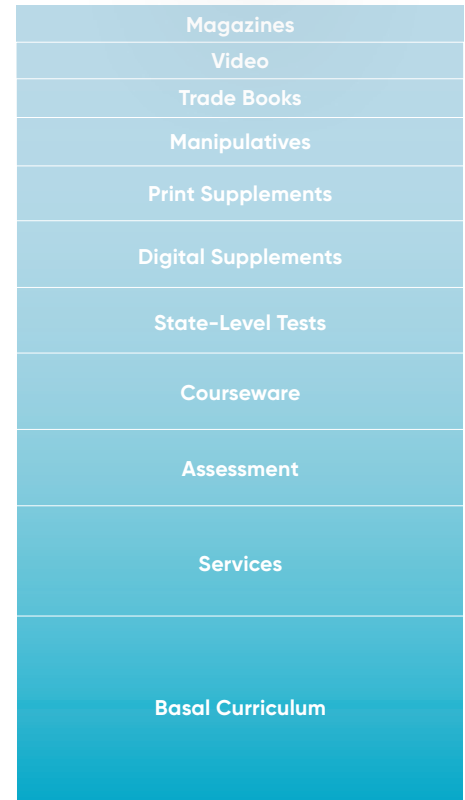
total enrollment in public, private and charter schools (and is expected to grow 3% by 2025-2026 school year)

HMH Extensions: Market Opportunity



Market Opportunity

\$11 Billion



Instructional Materials Spend

HMH Strategy: Three Pillars

Enhance and Extend the Core

Provide highly differentiated products that leverage data analytics and learning science and expand into faster-growing, higher-margin extensions in supplemental and intervention solutions and professional services.

Develop Integrated Solutions

Integrate offerings designed to improve student outcomes and increase revenue through cross-selling and up-selling go-to-market initiatives.

Achieve Operational Excellence

Standardize and streamline infrastructure, back office and product catalog to eliminate unnecessary variation, move to Lean Agile Continuous Delivery model for software development, and improve processes and technology to elevate customer experience.

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