



Houghton Mifflin Harcourt
Inspire Curiosity

Our Mission

To change people's lives by fostering passionate, curious learners





We Believe



that by combining world-class educational content and services with cutting edge technology, digital innovation and research, we can make teaching and learning more dynamic, engaging and effective.

***It's a learning transformation,
not a digital transformation.***



Houghton Mifflin Harcourt

HMMH By the Numbers

Global learning company founded in 1832

One of the world's largest providers of pre-K – 12 education solutions

Has impacted over 50M students in more than 150 countries

Over 3,300 employees with offices in Europe, Asia, Middle East and United States



1832



50M



150



3300

Social Impact 2014



1,345

HMMH Volunteers



\$360,000

In Cash Grants



11,942

Volunteer Hours



\$105 Million

In Book Donations



12 HMMH Community Investment Councils across the U.S. and in Ireland



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Our Business



The Company operates across the following major lines of business¹

Domestic Education

- ▶ Pre-kindergarten, elementary, middle and high school
- ▶ Materials and services directed at students, teachers, school administrators and parents
- ▶ Delivered in variety of mediums (print, digital and live)
- ▶ Digital learning environments

International

- ▶ Sell HMH programs to English-speaking schools
- ▶ Partnerships with local distributors in South and Central America, the Caribbean, the Middle East and Asia
- ▶ Increasing local presence
- ▶ Expanding services and technology offerings

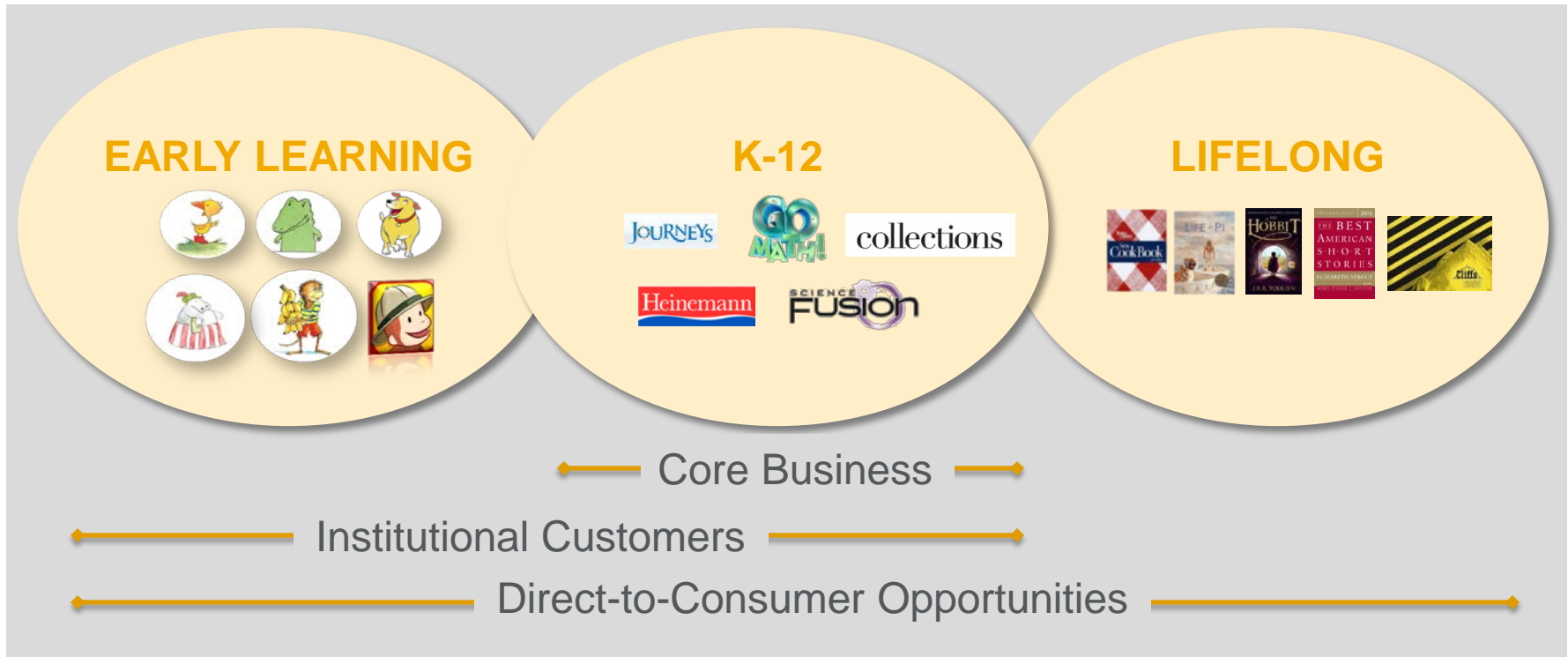
Trade & Consumer Publishing

- ▶ Top adult, children and eBooks and reference materials
- ▶ Authors include 10 Nobel Prize winners, 48 Pulitzer Prize winners and 15 National Book Award winners
- ▶ Prominent franchises with strong consumer appeal (e.g., Curious George, Gossie, Tacky, Tolkien, Five Little Monkeys)

¹ HMH reports Education and Trade segments only. International business is reported as part of the education segment



What We Offer...

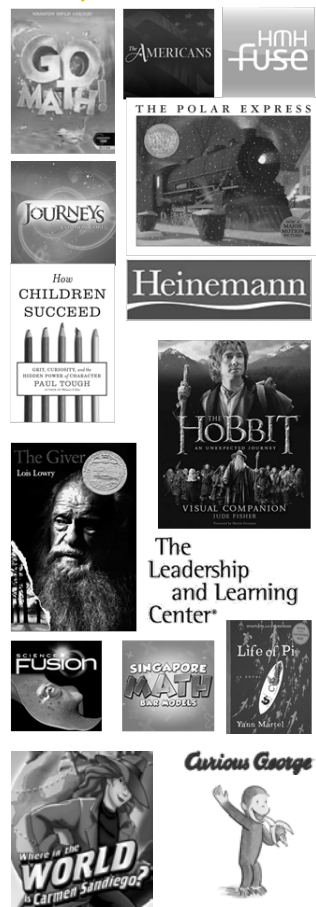


Globally Recognized **Brands**

Rich, Iconic, Proven **Content**

Established **Reputation** as an Education Innovator

What We Offer...



Professional Development and Services

Assessment

Children's and Reference

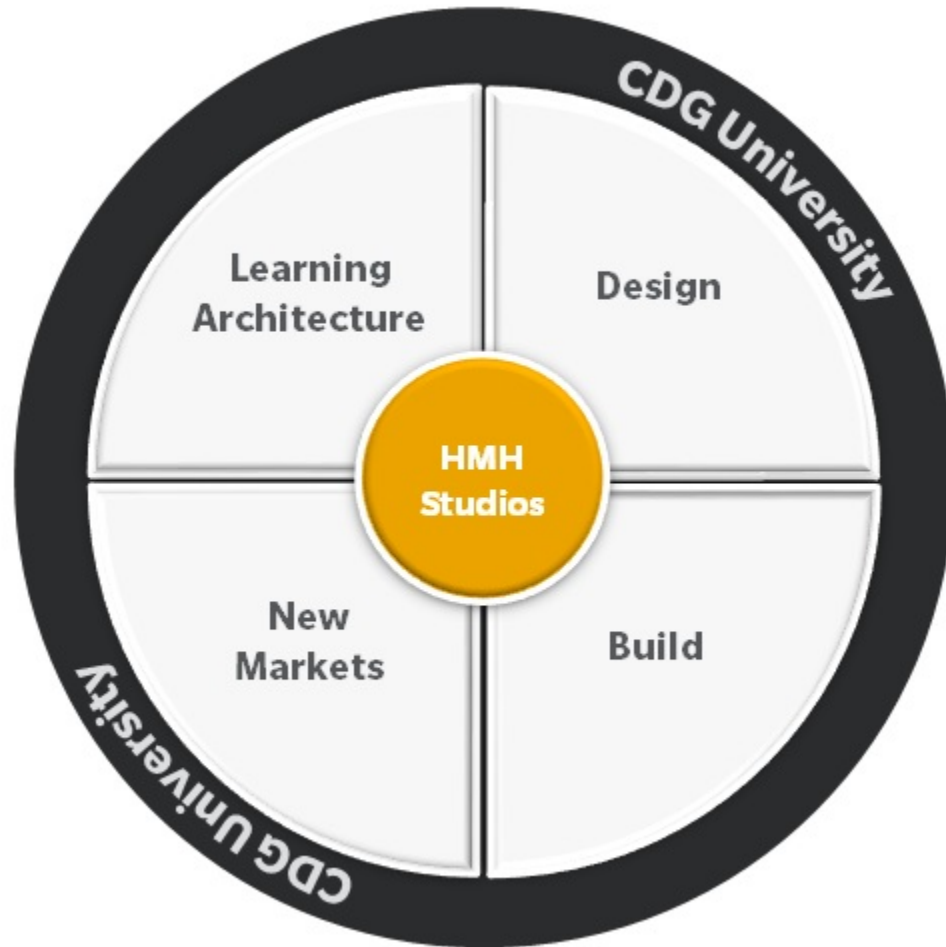
General Interest

Educational Content



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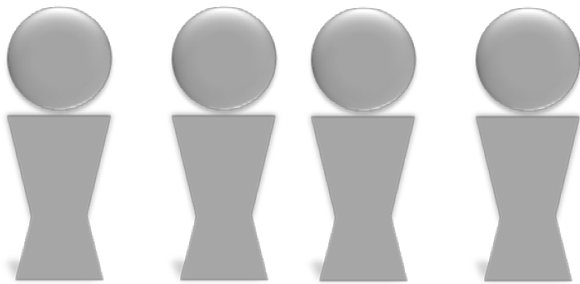
Our **Development** Process



- New “Studio” model
- Unified process regardless of medium
- Reduced development time = quicker to market

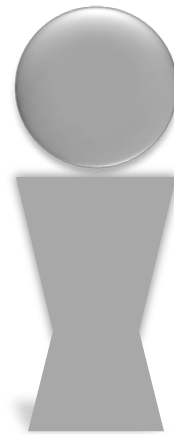


Our Customers...

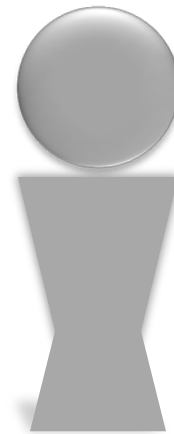


Education Institutions

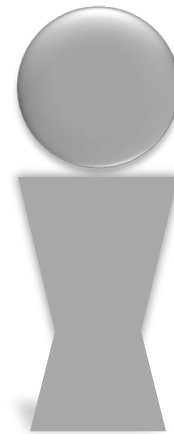
~ 44% **share** in 2014
addressable new US
adoptions



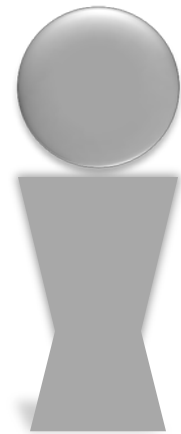
Teachers



Parents



Students

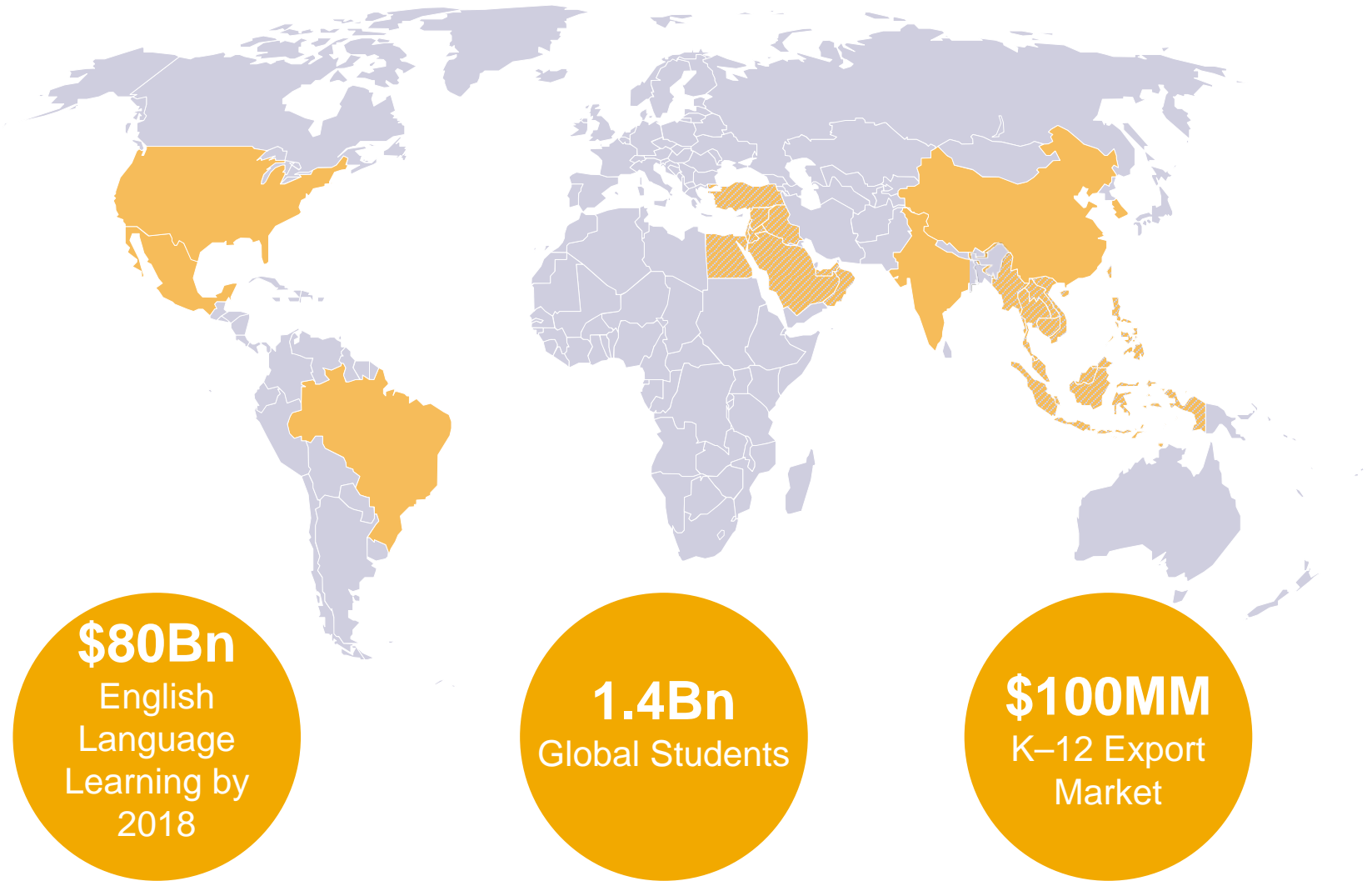


**Lifelong
Learners**



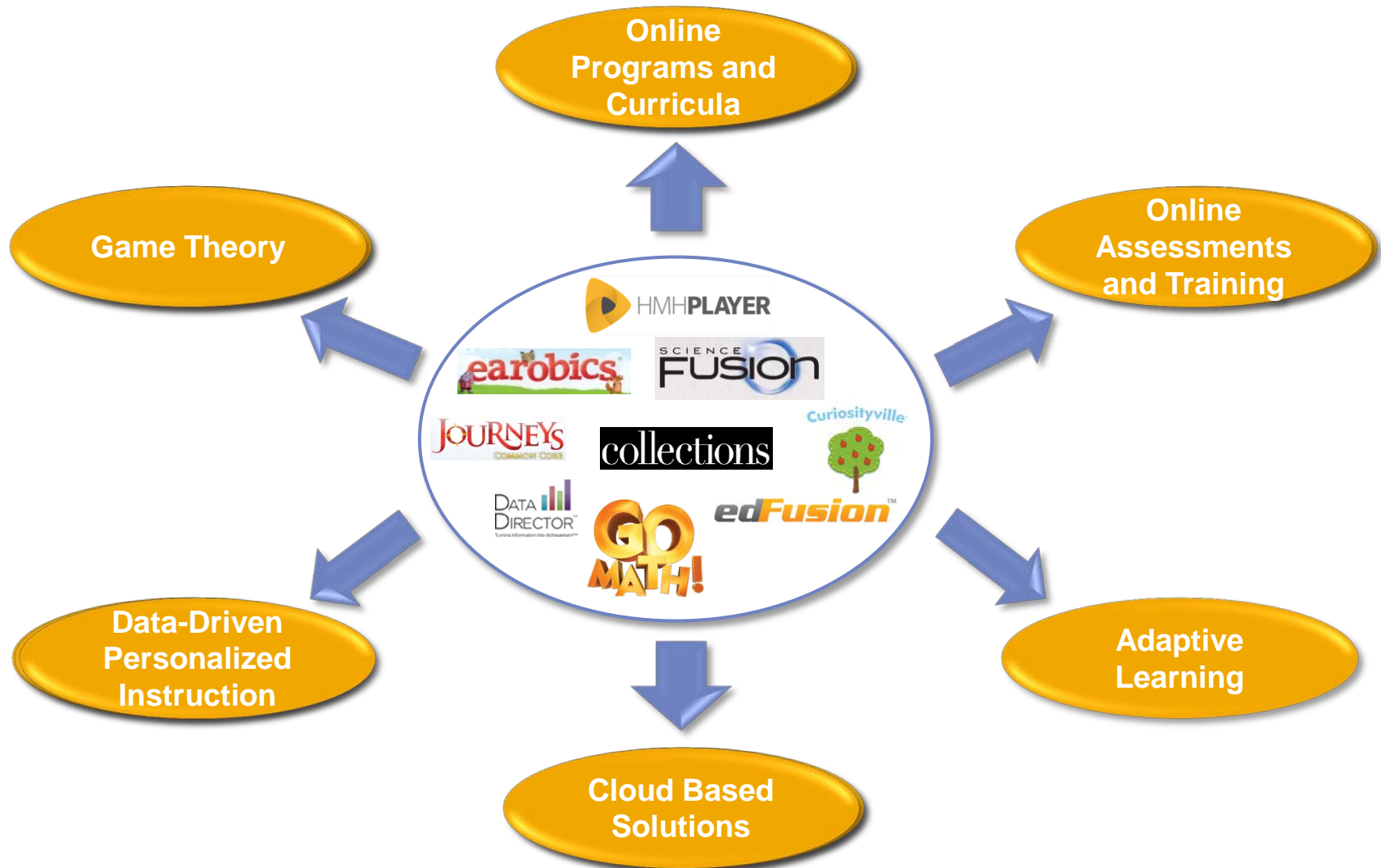
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Global Growth



Source: GSV Asset Management; UNESCO; Book Industry Study Group and Association of American Publishers

Leading the Learning Transformation



Our Ecosystem...



Our **Impact**...

US Market Position



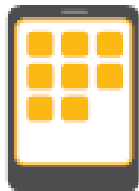
K-12 Reading

1



K-12 Science

1



K-12 Math

1



K-12 Social Studies

2





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Enabling learning in a changing
landscape

Thank you.



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