

# Q3 2022 PERFORMANCE



"Our third quarter performance continued to reflect strong growth across all three operating segments. We achieved 27% revenue growth over the third quarter of 2021, primarily reflecting ongoing momentum in our healthcare and education industries, and continued growth in our Digital capability. Market conditions have been favorable across our collective set of offerings and despite increased economic uncertainties, we anticipate strong demand in the coming quarters."

- James H. Roth, chief executive officer, Huron

## Revenue



**\$285.4M**

27% increase from the prior year quarter

Driven by growth across all three operating segments

## GAAP Diluted Earnings Per Share (EPS)



**\$0.86** per share

34% increase from the prior year quarter

Driven by revenue growth that outpaced expenses

## Adjusted Diluted EPS <sup>(1)</sup>



**\$1.01** per share

29% increase from the prior year quarter

Driven by revenue growth that outpaced expenses

## Full-Year 2022 Revenue Guidance

**\$1.09B to \$1.11B**

Raised and narrowed from \$1.04 billion to \$1.08 billion, raising the midpoint to \$1.10 billion

## Full-Year 2022 Adjusted EBITDA Margin Guidance

**11.5% to 12%** of revenue

Maintained guidance, affirming the midpoint of 11.75%

## Full-Year 2022 Adjusted EPS Guidance

**\$3.25 to \$3.35**

narrowed the guidance from \$3.15 to \$3.45, affirming the midpoint of \$3.30

## Operating Segment Revenue

### Healthcare



**\$131.3M**

26% increase from the prior year quarter

Driven by continued strong demand across all our capabilities in this segment

### Education



**\$94.3M**

49% increase from the prior year quarter

Driven by continued strong demand across all of our capabilities in this segment

### Commercial

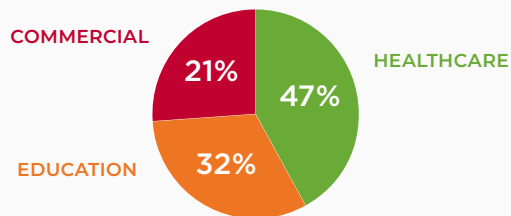


**\$59.7M**

6% increase from the prior year quarter

Excluding the Life Sciences business, which was divested in Q4 2021, Commercial segment revenues grew 17% in Q3 2022

## Operating Segments as a percentage of Revenue



Segment percentages are based on year-to-date September 2022 revenue results

## Digital Capability Growth

**45%** increase over the prior year quarter

Driven by growth across the Healthcare, Education and Commercial industries

## Estimated FY 2022 Operating Cash Flow

**\$95M to \$110M**

## Estimated FY 2022 Free Cash Flow

**\$70M to \$90M**

Net of cash taxes and interest and excluding noncash stock compensation

Free cash flow from operating activities of \$95 million to \$110 million less capital expenditures of \$20 million to \$25 million

## Leverage Ratio

**2.1x**

Compared to 2.7x as of September 30, 2021

Leverage ratio represents the leverage ratio as defined in our senior secured credit agreement

Unless otherwise noted, all metrics presented above reflect Q3 2022 results.

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2022 Guidance and estimates noted in this presentation is effective as of November 1, 2022. Nothing herein should be construed as reaffirming, disaffirming or updating such guidance.

(1) This presentation includes non-GAAP financial measures. For a reconciliation of such measures to GAAP results, please refer to our most recent earnings release posted on the investor relations section of our website at [www.huronconsultinggroup.com](http://www.huronconsultinggroup.com).

Statements in this presentation that are not historical in nature, including those concerning the company's current expectations about its future results, are "forward-looking" statements as defined in Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Forward-looking statements are identified by words such as "may," "should," "expects," "provides," "anticipates," "assumes," "can," "will," "meets," "could," "likely," "intends," "might," "predicts," "seeks," "would," "believes," "estimates," "plans," "continues," "goals," "guidance," or "outlook" or similar expressions. These forward-looking statements reflect the company's current expectations about future requirements and needs, results, levels of activity, performance, or achievements. Some of the factors that could cause actual results to differ materially from the forward-looking statements contained herein include, without limitation: the impact of the COVID-19 pandemic on the economy, our clients and client demand for our services, and our ability to sell and provide services, including the measures taken by governmental authorities and businesses in response to the pandemic, which may cause or contribute to other

risks and uncertainties that we face; failure to achieve expected utilization rates, billing rates and the number of revenue-generating professionals; inability to expand or adjust our service offerings in response to market demands; our dependence on renewal of client-based services; dependence on new business and retention of current clients and qualified personnel; failure to maintain third-party provider relationships and strategic alliances; inability to license technology to and from third parties; the impairment of goodwill; various factors related to income and other taxes; difficulties in successfully integrating the businesses we acquire and achieving expected benefits from such acquisitions; risks relating to privacy, information security, and related laws and standards; and a general downturn in market conditions. These forward-looking statements involve known and unknown risks, uncertainties, and other factors, including, among others, those described under "Item 1A. Risk Factors" in Huron's Annual Report on Form 10-K for the year ended December 31, 2021 that may cause actual results, levels of activity, performance or achievements to be materially different from any anticipated results, levels of activity, performance, or achievements expressed or implied by these forward-looking statements. The company disclaims any obligation to update or revise any forward-looking statements as a result of new information or future events, or for any other reason. Guidance noted in this presentation is effective as of November 1, 2022. Nothing in this presentation should be construed as reaffirming, disaffirming or updating such guidance.

Management has provided its outlook regarding adjusted EBITDA and non-GAAP adjusted diluted earnings per share, both of which are non-GAAP financial measures and exclude certain charges. Management has not reconciled these non-GAAP financial measures to the corresponding GAAP financial measures because guidance for the various reconciling items are not provided. Management is unable to provide guidance for these reconciling items because we cannot determine their probable significance, as certain items are outside of the company's control and cannot be reasonably predicted since these items could vary significantly from period to period. Accordingly, the reconciliations to the corresponding GAAP financial measures are not available without reasonable effort.