

Q2 2024 PERFORMANCE



"In the second quarter, we achieved record revenues, led by solid growth in our Healthcare and Education segments, and we continued to expand our margins. We are raising our full year 2024 earnings guidance, reflecting our first half performance and which continues our steady progress towards our financial goals. We also generated record cash flow in the second quarter, enabling us to reduce our debt by \$62 million while repurchasing \$34 million of our outstanding shares. I am incredibly proud of our team for delivering performance that over the past ten quarters has outpaced our 2022 investor day financial objectives. Our strengths in the Healthcare and Education industries, along with our expansive Digital capabilities, position us well to continue addressing our clients' needs and achieve our strategic and financial objectives."

- Mark Hussey, chief executive officer and president, Huron

Revenues



\$371.7M

7% increase from the prior year quarter

Driven by growth in the Healthcare and Education industries

GAAP Diluted Earnings Per Share (EPS)



\$2.03 per share

60% increase from the prior year quarter

Driven by an \$11.1M litigation settlement gain, net of tax, and revenue growth that outpaced expenses

Adjusted Diluted EPS ⁽¹⁾



\$1.68 per share

22% increase from the prior year quarter

Driven by revenue growth that outpaced expenses

Full-Year 2024 Revenue Guidance

\$1.46B to \$1.50B

Narrowing the midpoint to \$1.48B

Full-Year 2024 Adjusted EBITDA Margin Guidance

13.0% to 13.5%

of revenue

Increasing the midpoint by 25 basis points

Full-Year 2024 Adjusted Diluted EPS Guidance

\$5.85 to \$6.15

Raising the midpoint by \$0.15

Estimated FY 2024 Operating Cash Flow

\$155M to \$185M

Estimated FY 2024 Free Cash Flow

\$115M to \$145M

Net of cash taxes and interest and excluding noncash stock compensation

Cash flows from operating activities of \$155 million to \$185 million less capital expenditures of \$40 million

Operating Segment Revenue

Healthcare



\$190.1M

9% increase from the prior year quarter

Driven by strong demand for our digital, performance improvement, culture and organizational excellence, and strategy and innovation offerings

Education



\$122.8M

11% increase from the prior year quarter

Driven by our acquisition of GG+A and strong demand for our strategy and operations and digital offerings

Commercial

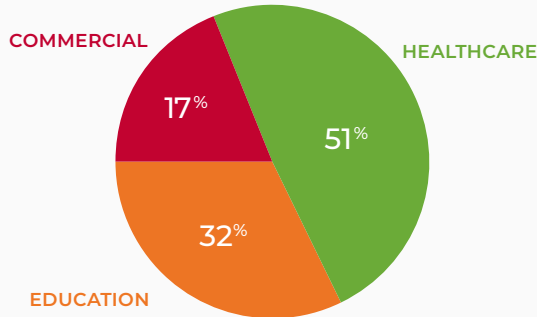


\$58.8M

Compared to \$62.3M in the prior year quarter

Reflects a decrease in demand for our digital offerings, partially offset by an increase in demand for our financial advisory offerings

Operating Segments as a percentage of Revenue



Segment percentages are based on year-to-date June 2024 revenue results

Digital Capability Growth

3% increase over the prior year quarter

Driven by growth across the Healthcare and Education industries

Consulting and Managed Services Capability Growth

11% increase over the prior year quarter

Driven by growth across the Education and Healthcare industries

Unless otherwise noted, all metrics presented above reflect Q2 2024 results.

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2024 Guidance and estimates noted in this presentation is effective as of July 30, 2024. 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.

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: failure to achieve expected utilization rates, billing rates, and the necessary 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, 2023 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.

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.