



# Investor Presentation

## Fourth Quarter and Full Year 2012

**Experience. Redefined.®**

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**Experience. Redefined.®**

# Overview of Huron Consulting Group

# Huron Consulting Group



May 2002: Huron Founded with 200+ Employees

*Today:* 2,000+ Employees and 2012 Revenues of more than \$625 Million



**Jim Roth**  
Chief Executive Officer  
& President



**Diane Ratekin**  
EVP, General Counsel &  
Corporate Secretary



**Mark Hussey**  
EVP, Chief Financial  
Officer & Treasurer



**Gordon Mountford**  
EVP, Huron Healthcare

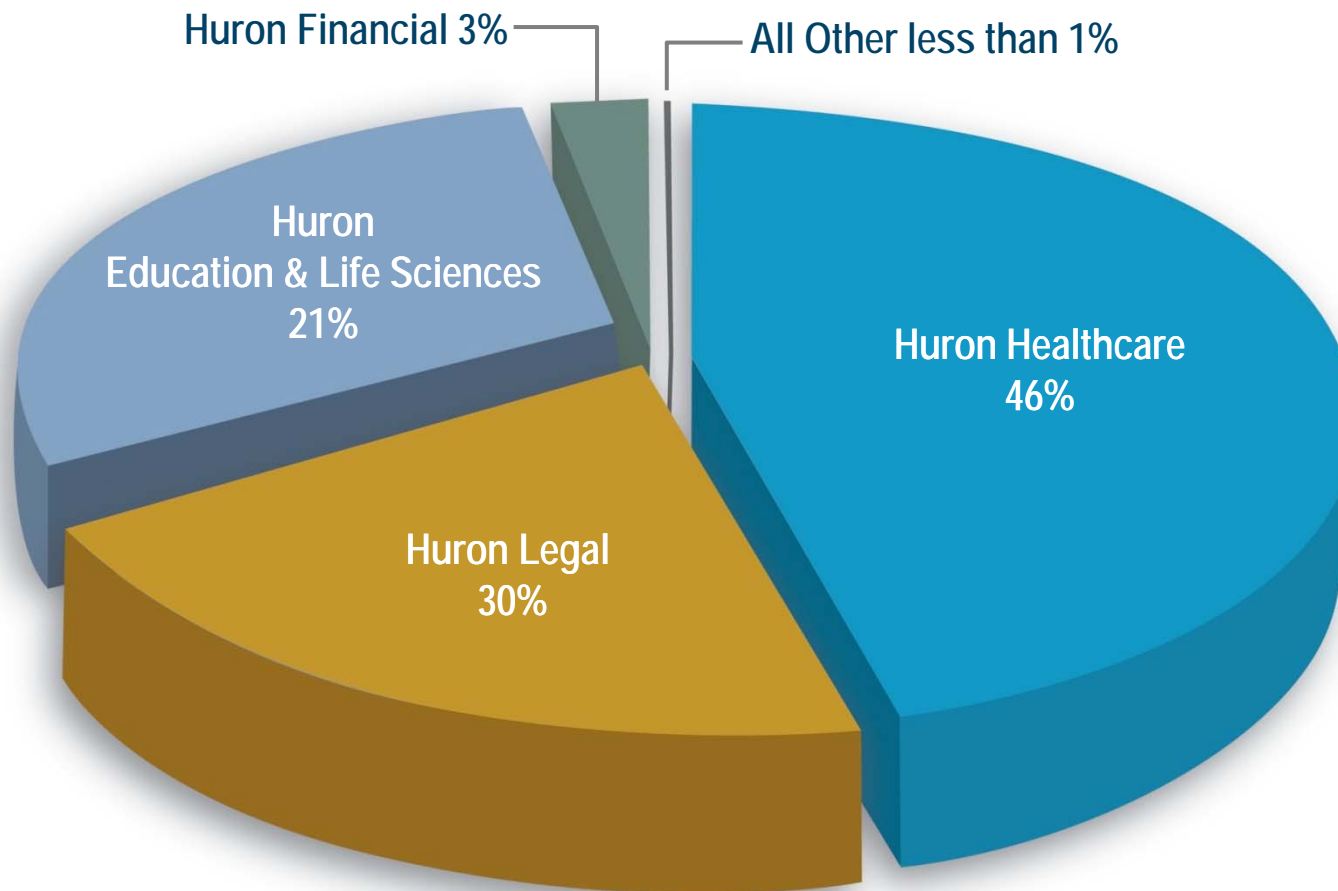


**Shahzad Bashir**  
EVP, Huron Legal



**Laura Yaeger**  
EVP, Huron Education  
& Life Sciences

# Operating Segments



*Note: Segment percentages are based on full year 2012 revenue results and recast for the Company's new 2013 reporting segments. See the Company's website for additional information.*

# Focused Approach to the Marketplace

**Huron**  
CONSULTING GROUP

**Focused services to meet client demands:** Leading the way forward in Huron Healthcare, Huron Education & Life Sciences, Huron Legal, and Huron Financial

▶ **Huron Healthcare**

Helping hospitals improve quality, increase revenues, reduce expenses and enhance patient/employee satisfaction.



▶ **Huron Education and Life Sciences**

Helping research universities, academic medical centers, and pharmaceutical companies and medical device manufacturers develop and implement strategic, financial, operational, and regulatory solutions.



▶ **Huron Legal**

Helping corporate legal departments and law firms control costs and improve efficiency related to discovery and operational challenges.



▶ **Huron Financial**

Helping corporations address financial and operational matters.

# Huron Healthcare

YOUR MISSION | OUR SOLUTIONS

**Huron**Healthcare





# Huron Education & Life Sciences

YOUR MISSION | OUR SOLUTIONS

**Huron**Education  
**Huron**LifeSciences

**ecrt**<sup>®</sup>  
a Huron solution

**efacs**<sup>™</sup>  
a Huron solution

**Click**<sup>®</sup>  
a Huron solution





# Huron Legal

DELIVERING VALUE | DRIVING RESULTS

**Huron**Legal

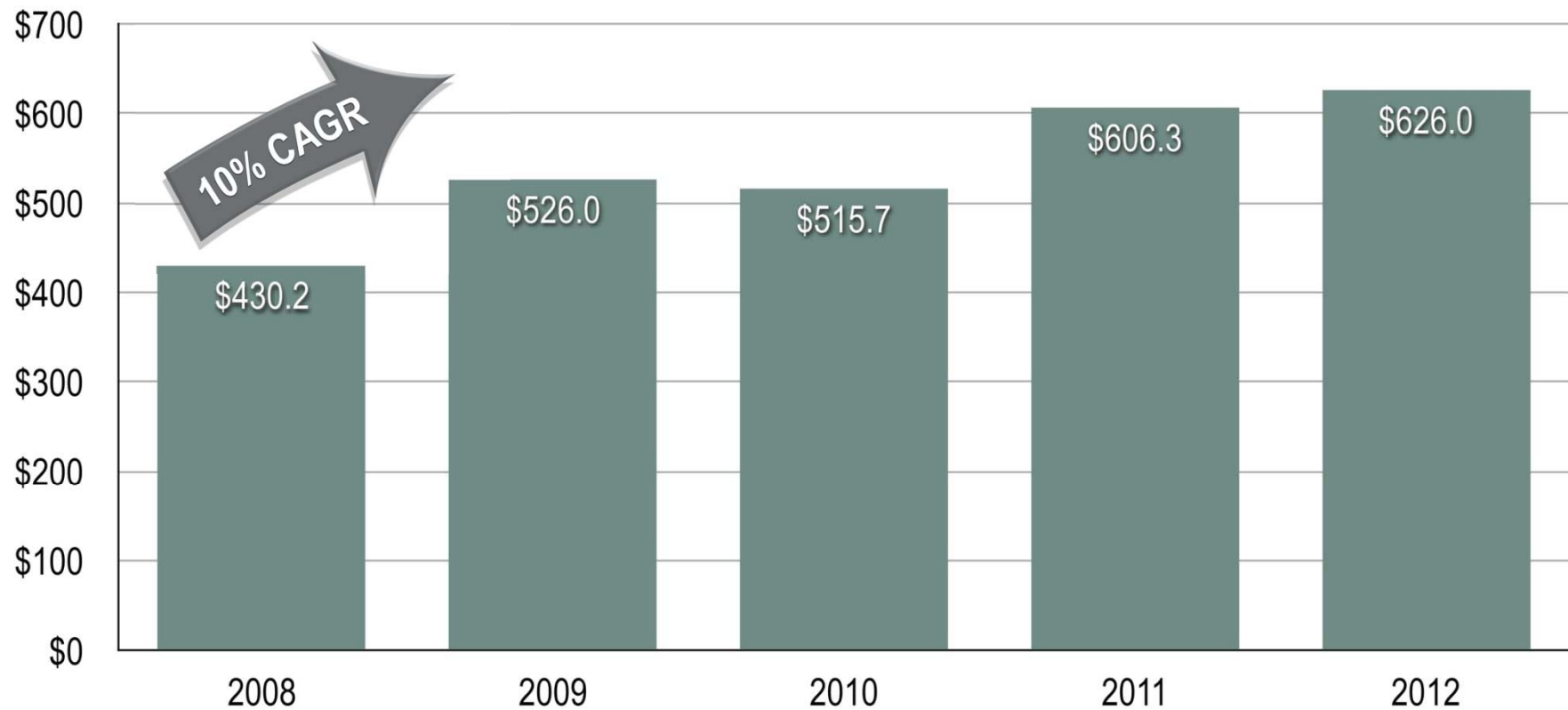


Assisting companies, boards, investors and lenders identify and execute strategies that provides economic and strategic value.

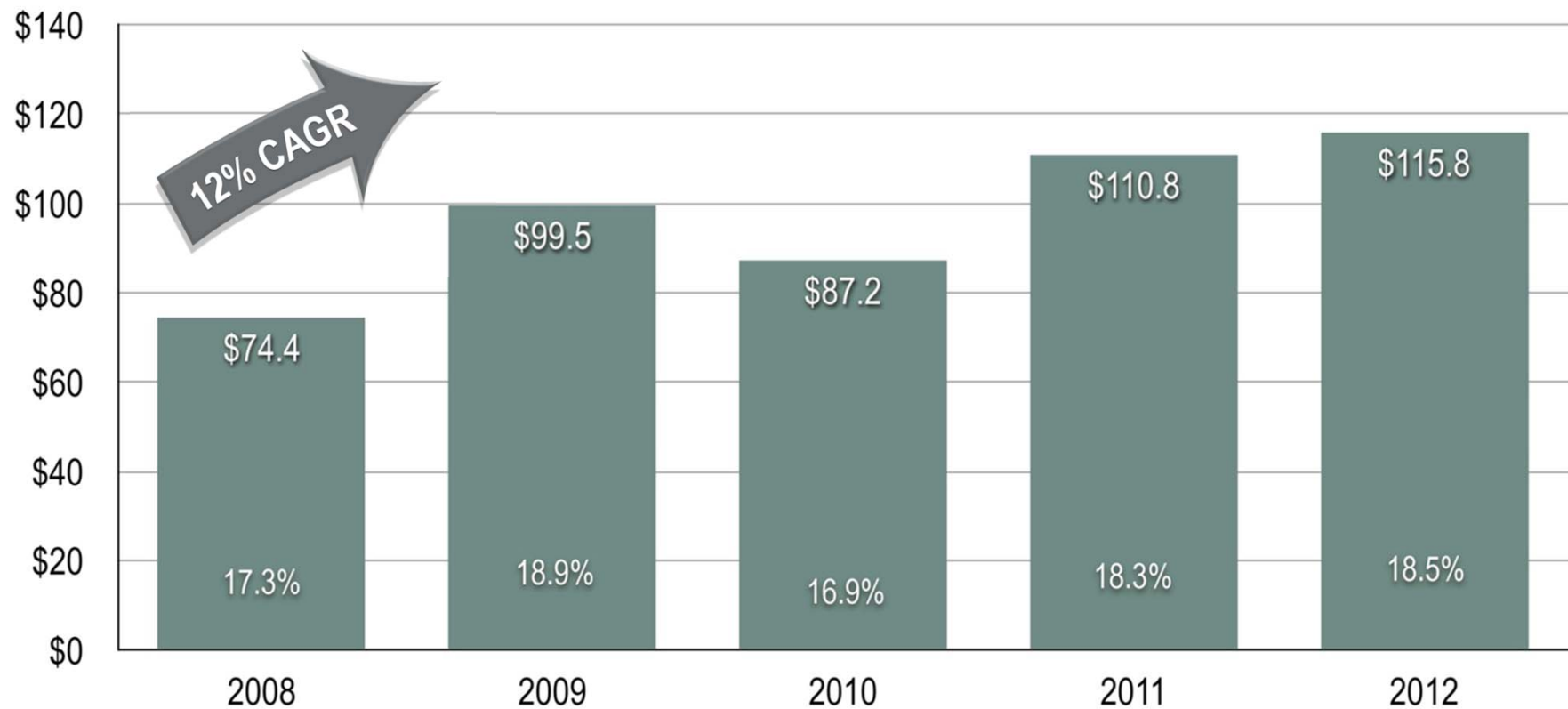


# Financial Overview

# Growth Track Record – Revenues from Continuing Operations (in millions)



# Adjusted EBITDA (in millions) and Adjusted EBITDA Margins



*View the Company's Investor Relations Webcasts page on its web site for reconciliations of non-GAAP financial measures.*

# Operating Metrics (from Continuing Operations)



	2008	2009	2010	2011	2012
Number of Billable Managing Directors	105	103	101	104	94
Number of Full-Time Billable Consultants	1,100	1,056	1,088	1,232	1,417
Full-Time Billable Consultant Utilization Rate	73.6%	72.4%	73.7%	75.3%	75.6%
Revenue per Average Full-Time Billable Consultant (in thousands)	\$372	\$374	\$331	\$354	\$321
Average Full-Time Equivalents	655	757	917	1,166	1,200
Revenue per Full-Time Equivalents (in thousands)	\$138	\$160	\$185	\$165	\$166
Revenue per Day (in thousands)	\$2,211	\$2,176	\$2,173	\$2,539	\$2,631

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