

# Bright Horizons Investor Presentation

May 2026



# Forward Looking Statement Disclaimer

This presentation includes “forward-looking statements” within the meaning of, and made pursuant to, the safe harbor provisions of the Securities Act of 1933, as amended, the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts and generally contain words such as “believes,” “expects,” “may,” “will,” “should,” “seeks,” “projects,” “approximately,” “intends,” “plans,” “estimates” or “anticipates,” or, in each case, their negatives or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts, including statements regarding the Company’s intentions, beliefs or current expectations concerning, among other things, our results of operations, financial condition, liquidity, operating expectations, execution and delivery of our services and solutions, business trends, value of our service offerings and value proposition, industry dynamics, market position, market penetration, existing user growth, our future growth opportunities, diversified model, our full-service segment, enrollment levels and trends, margins, market for back-up care, back-up care use and growth, provider network and use types, our investments, long-term growth strategy, client partners and relationships, client retention, cross-sell opportunities, use and impact of our services, capital deployment, share repurchase activity, our competitive differentiators, our EdAdvisory segment, our future business and financial performance, our financial guidance and long-term growth and business outlook.

Our forward-looking statements are subject to risks and uncertainties. Numerous factors, many of which are beyond our control, could cause actual results to differ materially from those projected or implied by the forward-looking statements. These risks and uncertainties include, without limitation, changes in the demand for child care, dependent care and other workplace solutions, including variations in enrollment trends and lower than expected demand from employer sponsor clients as well as variations in workforce demographics and work environments; the constrained labor market for teachers and staff and ability to hire and retain talent, including the impact of increased compensation and labor costs; the availability or lack of government support programs and the impact of available government child care benefit programs; our ability to respond to changing client and customer needs; competition in our industry; the possibility that acquisitions may disrupt our operations and expose us to additional risk; our ability to pass on our increased costs; our indebtedness and the terms of such indebtedness; our ability to withstand seasonal fluctuations in the demand for our services; our ability to implement our growth strategies successfully; our ability to close underperforming centers; changes in general economic, political, business and financial market conditions and other macroeconomic events and uncertainty, including the impact of inflation and interest rate fluctuations; fluctuations in currency exchange rates; the effects of a cyber-attack, data breach or other security incident on our information technology system or software or those of our third party vendors; changes in tax rates or policies; damage or harm to our brand or reputation, including as a result of recent incidents and media coverage; outcome of litigation, legal matters and regulatory investigations; insurance risks; changes in laws and regulations; and other risks and uncertainties more fully described in the “Risk Factors” section of our Annual Report on Form 10-K filed on February 26, 2026, and other factors disclosed from time to time in our other filings with the Securities and Exchange Commission.

Forward-looking statements are based on current expectations and assumptions and currently available data and are neither predictions nor guarantees of future events or performance. There can be no assurance that the Company will realize these expectations or that these beliefs will prove correct. You should not place undue reliance on forward-looking statements, which speak only as of the date hereof. We do not undertake to update or revise any forward-looking statements after they are made, whether as a result of new information, future events, or otherwise, except as required by applicable law.

## Non-GAAP Measures

This presentation contains certain financial measures (“non-GAAP measures”) not prepared in accordance with U.S. generally accepted accounting principles (“GAAP”) which are provided to assist in an understanding of the Bright Horizons Family Solutions Inc. business and its performance. Investors are cautioned not to unduly rely on non-GAAP measures in assessing overall financial performance. These measures should always be considered in conjunction with the appropriate measures prepared in accordance with GAAP and are not intended to be considered in isolation or as a substitute for any measures prepared in accordance with GAAP. Reconciliations of non-GAAP measures to the relevant GAAP measures are provided in our SEC filings and as an appendix herein.

# Bright Horizons Investment Thesis

Leading the workforce solutions category with a financial model built for growth



## Mission-critical services with structural tailwinds

Essential care and education solutions that support workforce participation, productivity and engagement amid durable secular tailwinds



## Differentiated model built on trust and network scale

Decades of employer trust and a scaled, high-quality network and broad service suite create a formidable competitive position



## Shift toward Back-Up Care is driving profitability

Back-Up Care contributed over 60% of 2025 adj. op. income, with asset-light, high-margin economics driving continued mix-driven earnings growth



## Large growth runway across penetration, new logos and expanded offerings

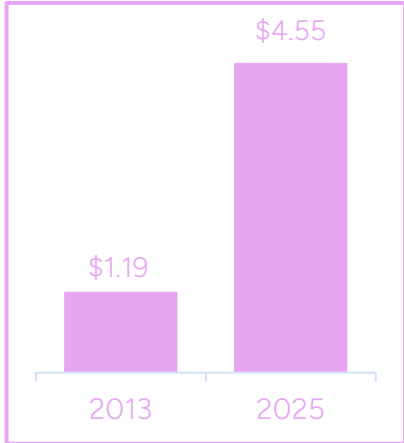
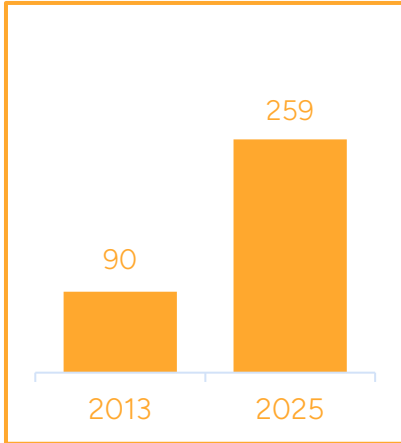
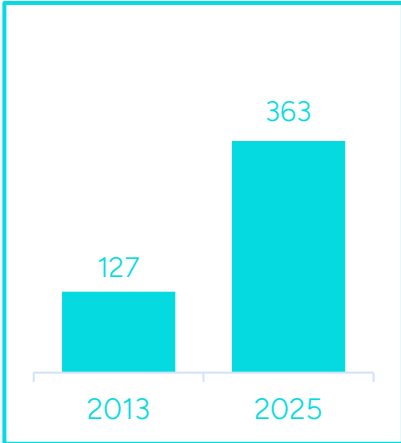
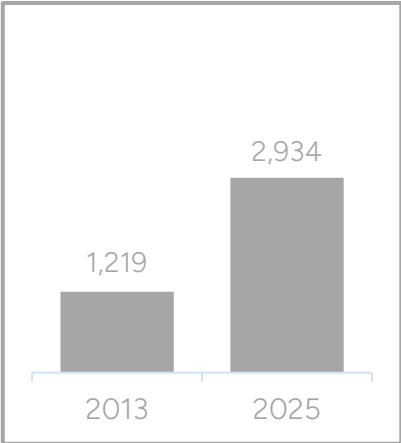
Under-penetrated clients and a large employer opportunity set support growth via higher utilization, new client partnerships and expanded service delivery



## Durable cash flow generation with proven execution

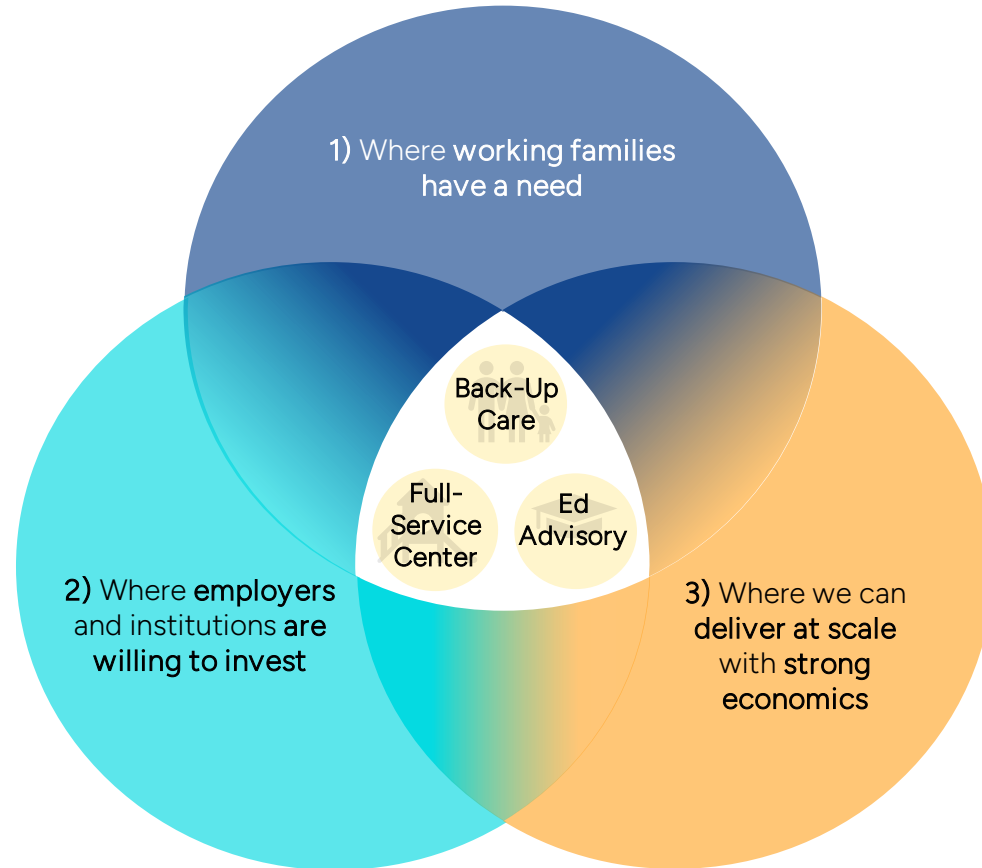
Disciplined execution and an evolving portfolio mix support consistent free cash flow generation and a strong balance sheet

# Proven Model with Consistent Long-Term Results

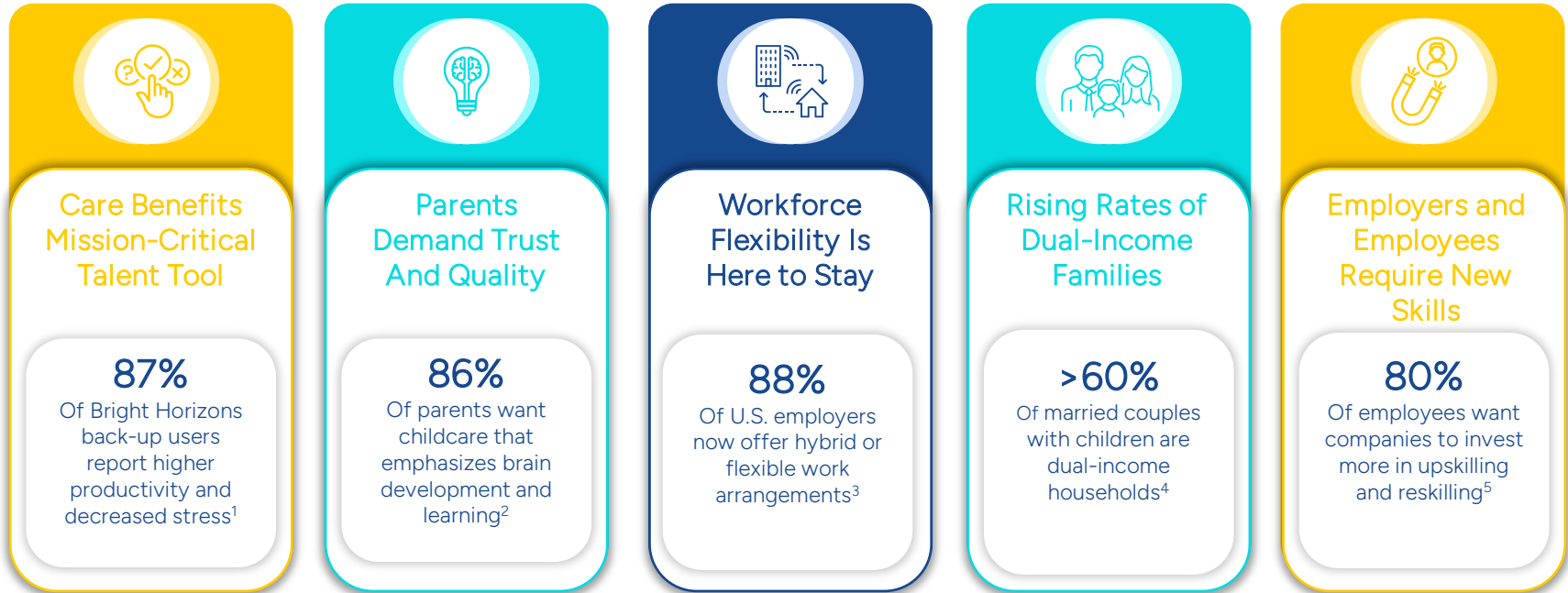


Note: Initial Public Offering priced on 1/25/13.

# The Strategic Rationale Behind Our Service Offerings



# 1) Mission-Critical Care Needs Across the Workforce



<sup>1</sup> [Brighthouse.com/article/employers/5-ways-to-maximize-productivity-with-back-up-care](https://brighthouse.com/article/employers/5-ways-to-maximize-productivity-with-back-up-care).

<sup>2</sup> Child Care Aware of America / New Bridge Strategy & Hart Research national poll, April 2025.

<sup>3</sup> Robert Half, 2025 Salary and Hiring Trends / Benefits Survey.

<sup>4</sup> U.S. Bureau of Labor Statistics, Employment Characteristics of Families — 2024; CDC National Center for Health Statistics — 2025.

<sup>5</sup> TalentLMS and Workable ([www.talentlms.com/research/employee-upskilling-and-reskilling-report](https://www.talentlms.com/research/employee-upskilling-and-reskilling-report)).

# 2) Employer Partnerships Are a Significant Competitive Moat

## Key Highlights

90%+  
Client Satisfaction

1%  
Largest Client Relationship

8%  
Top 10 Client Relationships

Depth and duration of partnerships and unrivaled reputation create competitive moat

## Partnership Overview<sup>1</sup>

Healthcare	32%	AMGEN M Northwestern Medicine® Pfizer
Financial Services	18%	AM EX J.P.Morgan VISA
Education	13%	Duke UNIVERSITY JOHNS HOPKINS UNIVERSITY UNIVERSITY OF VIRGINIA
Technology	10%	CDW® intel® Microsoft
Consumer	9%	Anheuser-Busch pepsi TARGET
Professional Services	7%	accenture BDO protiviti®
Industrial	7%	BOEING Chevron Honeywell

<sup>1</sup> Industry allocations based on total FY2025 client revenue.

# 3) Scaled Delivery Model with Strong Economics

Primary Growth Driver

## Back-Up Care

*On-Demand Dependent Care*

**\$728M**

CY25 Revenue

**\$222M**

CY25 Adj. Op. Income

~15% Revenue CAGR (10Y)

Established Platform

## Full-Service Child Care

*Center-Based Early Education*

**\$2,081M**

CY25 Revenue

**\$114M**

CY25 Adj. Op. Income

~5% Revenue CAGR (10Y)

Service Extension

## Educational Advisory

*Workforce Education & College Coaching*

**\$125M**

CY25 Revenue

**\$27M**

CY25 Adj. Op. Income

~12% Revenue CAGR (10Y)

Powered By



**1,450**

corporate clients



**5**

countries across our global footprint



**10M**

eligible lives covered by our benefits



**32K**

Bright Horizons employees



**5,500**

owned and partnered network of care providers

# *Back-Up Care*

*Segment Deep Dive*



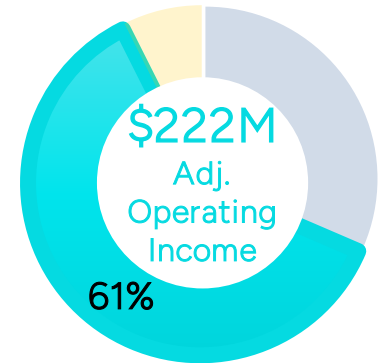
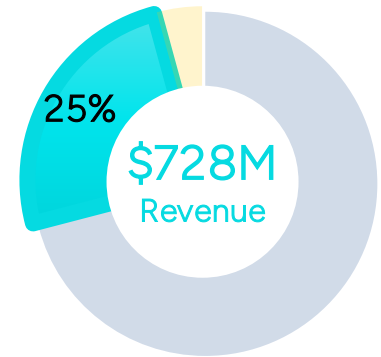
# Back-Up Care: Mission-Critical with Significant Competitive Advantage

## Why it Matters:

- Mission-critical employee benefit that supports working parents and caregivers
- Proven ROI for employers – reduces absenteeism, boosts productivity
- Growing engagement from target employee segments
- Differentiator in talent markets to retain and support critical employees

## How We Win:

- Largest vetted network of owned and partnered care providers
- Proprietary, seamless tech experience for real-time booking
- Broad portfolio of care types bundled together under one offering
- Deep employer partnerships with multi-year contracts



# Double-Digit Growth with High Returns on Capital

## Key Highlights

### Double-Digit Growth Rate

Utilization-driven, durable growth

**+14%**

*15Y Rev CAGR*

### High-Margin

Asset-light, scalable economics

**25-30%**

*LT Adj. Op. Margin*

### Strong Retention

Mission-critical employer benefit

**110%+**

*Net Revenue Retention*

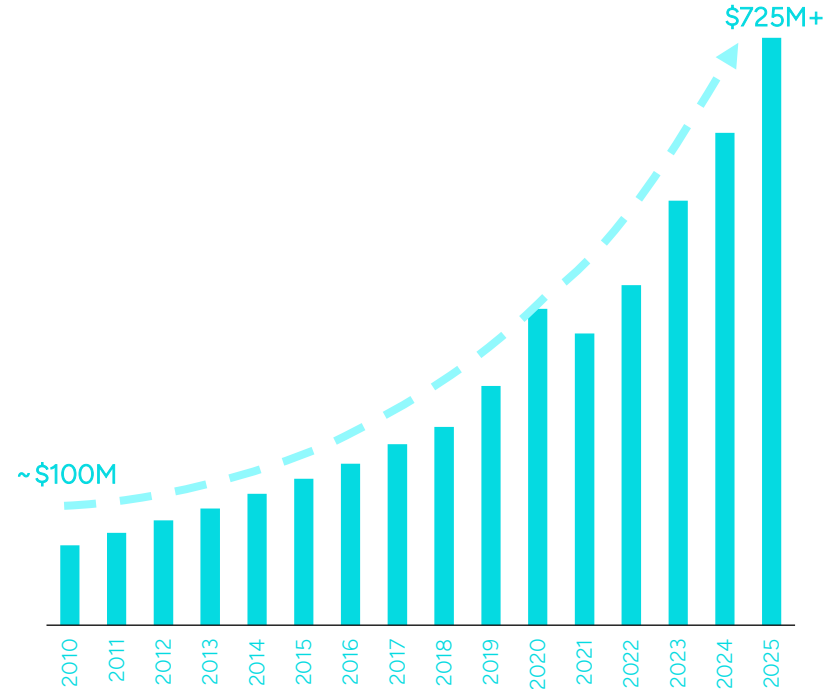
### Large Growth Opportunity

Underpenetrated installed base

**<5%**

*User Penetration*

## Back-Up Care Revenue Trajectory (\$M)

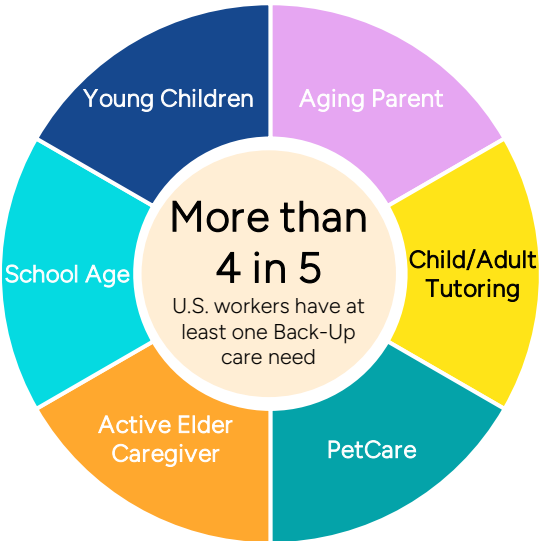


# Large, Multi-Need Employee Population Drives Back-Up Care Demand

Young Child (0-5 yrs old) 13%

School Age (6-18 yrs old) 18%

Active Elder Caregiver 15%



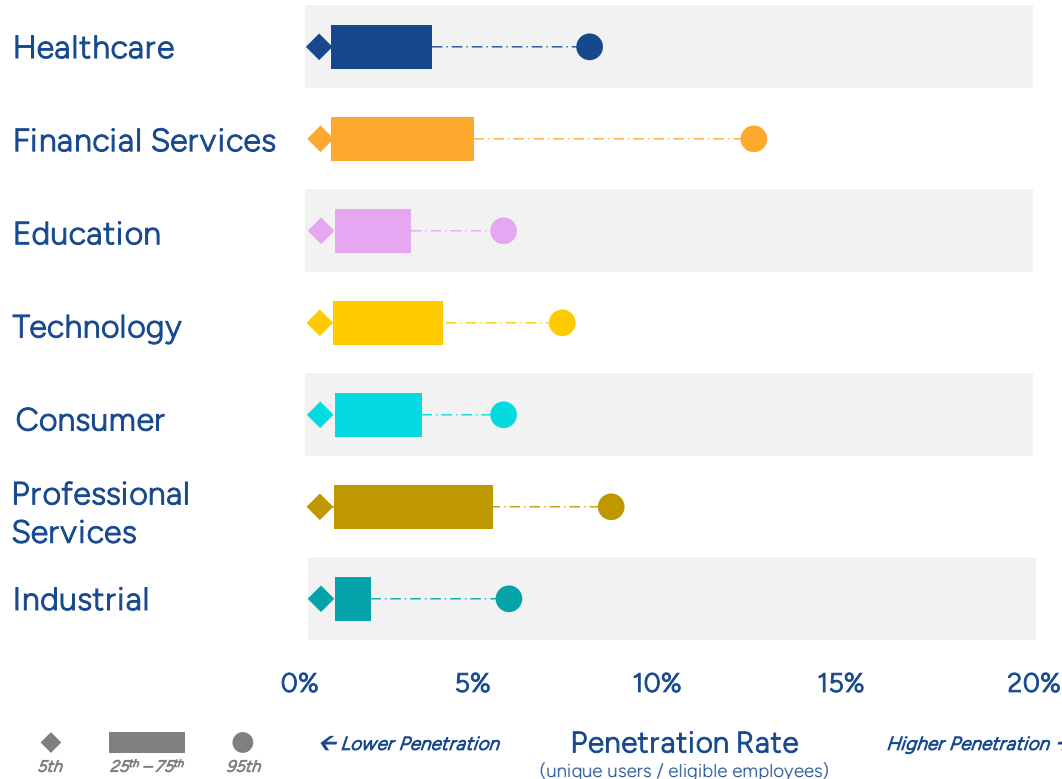
Aging Parent 20%

Child/Adult Tutoring 20%

PetCare 65%

Note: Percentages denote the estimated portion of the U.S. labor force who have the corresponding need. E.g. ~13% of U.S. workers have a child aged 0-5yrs. Source: Bright Horizons industry research, estimates for total US employee population. AARP, CDC, BLS, Pew Research.

# Significant White Space Across Industry Verticals



□ Significant potential to grow penetration

- Overall penetration still low at <5% across all major verticals
- Upside opportunity to move clients toward peer averages or higher quartiles
- Further opportunity to expand network / care types to appeal to broader end consumer base

# Expanding Care Network and Service Portfolio



## Childcare Centers

BH Centers  
Network Centers



## School-Age Programs

**Steve & Kate's Camps** (*acq. 2021*)  
**Science Factory** (*launched 2026*)  
Network Camp Providers



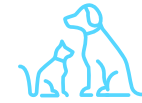
## Academic Tutoring

Network Tutoring Providers (*launched 2021*)



## In-Home

**Jovie** (*acq. 2016*)  
Network In-Home Providers



## Pet care

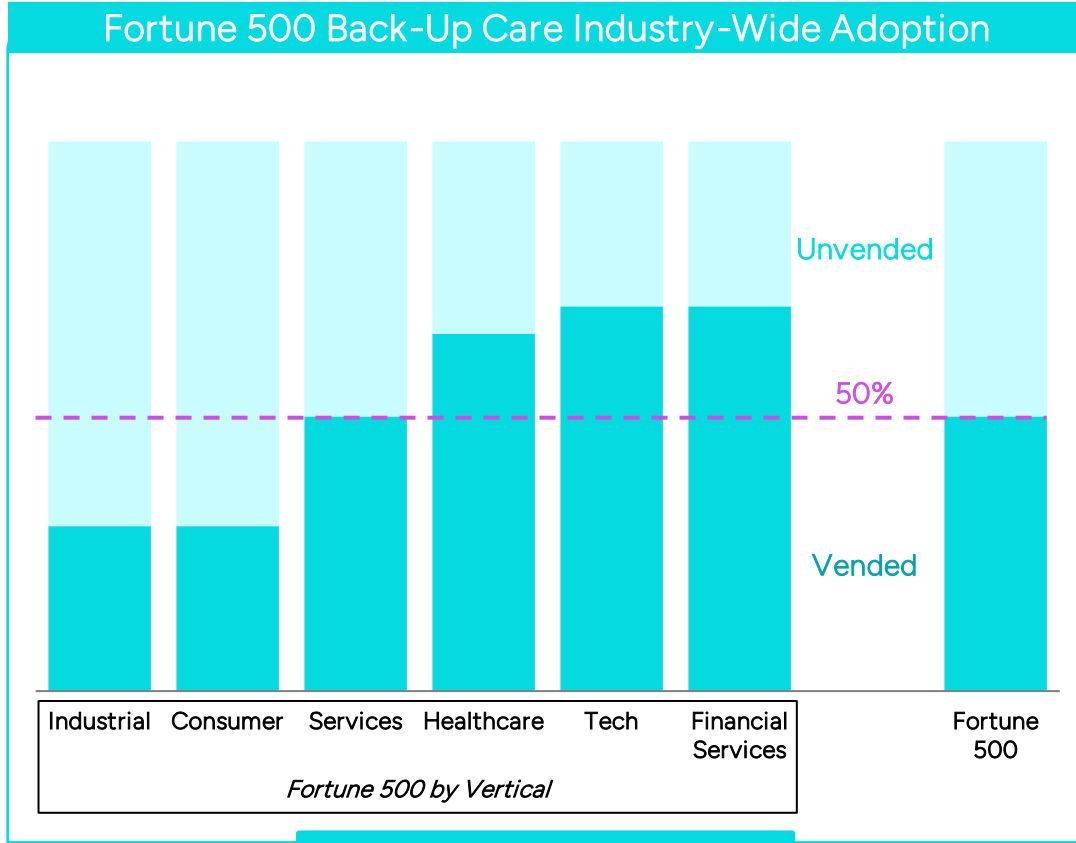
Network PetCare Providers  
(*launched 2022*)



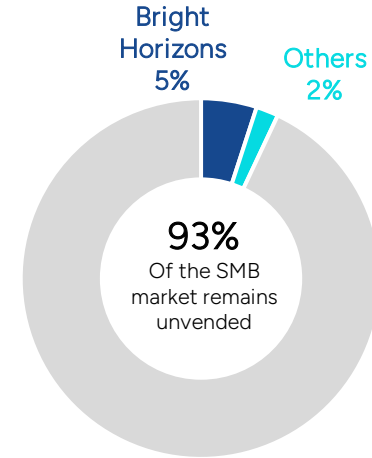
## Elder Care & Caregiving Advisory

Network Agencies

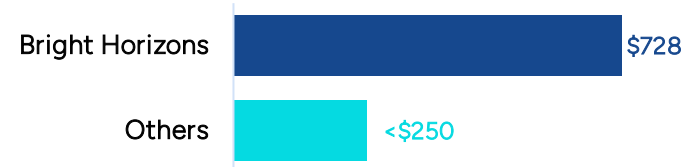
# Significant White Space Across the Employer Landscape



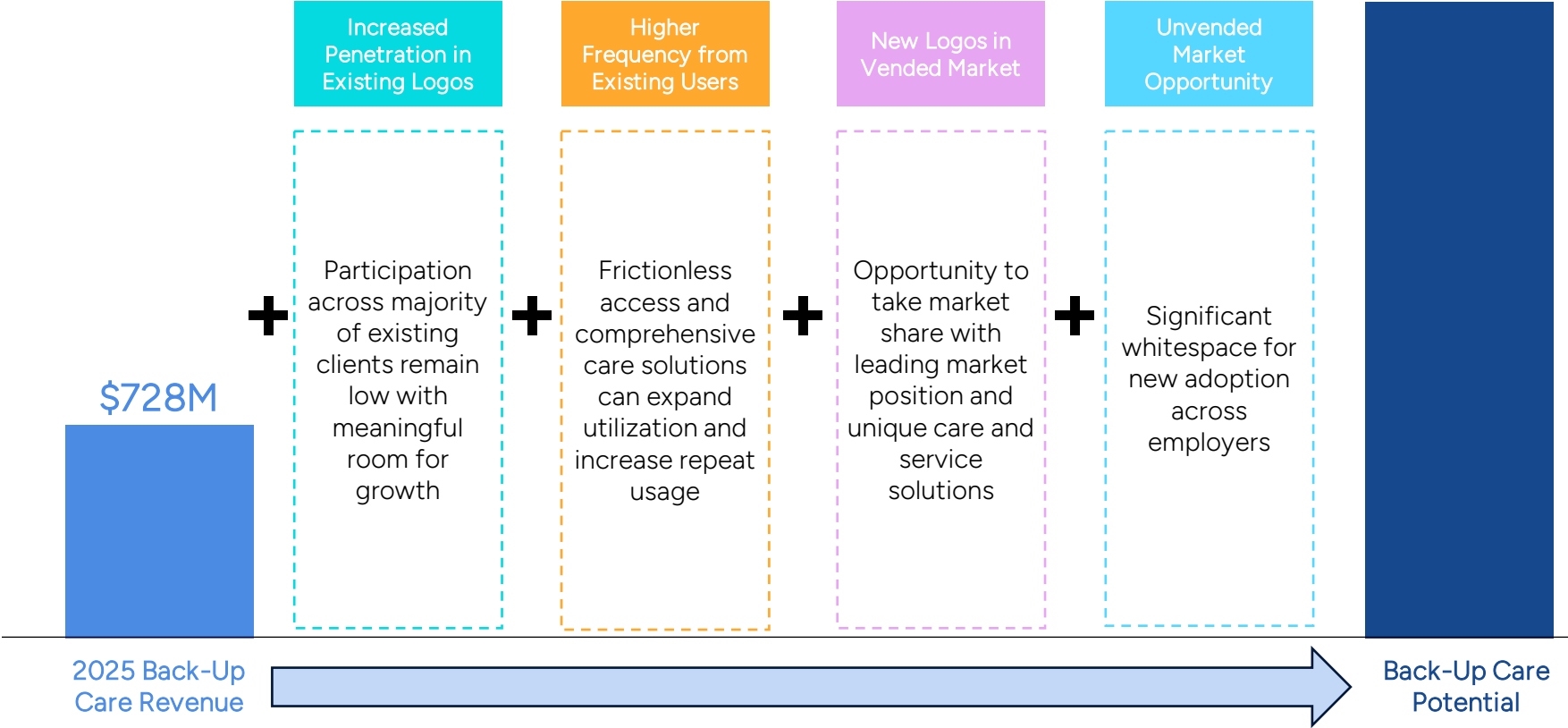
Market Structure (21,000 businesses >500 employees)



2025 Back-Up Care Revenue (\$M)



# Back-Up Care Growth Levers Driving Velocity



# ***Full-Service***

*Segment Deep Dive*



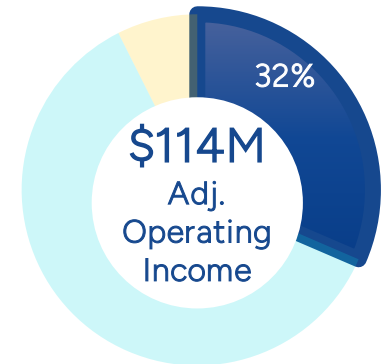
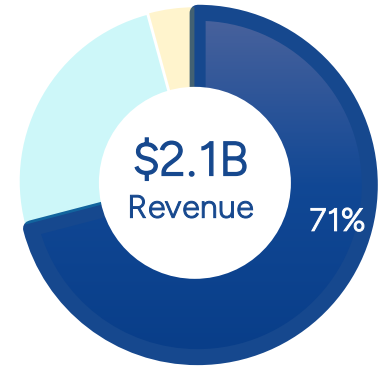
# Full-Service Child Care: Strategic Role and Competitive Advantage

## Why it Matters:

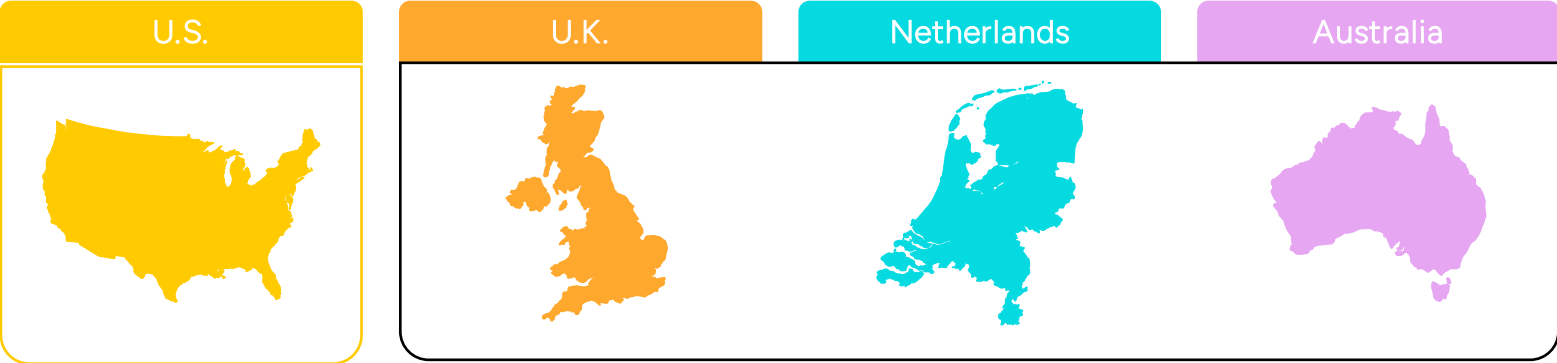
- Foundational to our brand and trust by families for over 40 years
- Critical infrastructure for **working parents** – enables workforce participation/persistence
- Anchor **benefit** in employer support strategies, particularly with RTO and new parents
- **Efficient model** with capital-light strategy

## How We Win:

- **Premium brand and quality** with national scale and accreditation
- **Employer-supported model** increases affordability for families and supports center economics and service quality
- **Proprietary curriculum + teacher development** ensures differentiated learning outcomes
- **Long-term contracts** with blue-chip clients drive revenue stability



# A Worldwide Network of Child Care Delivery



<b>Strategic Focus</b>	Client sponsored centers with operating subsidies	Quality provider in fragmented market with attractive government subsidy program to support parent fees		
<b>Employees:</b>	18,450	9,250	2,450	2,050
<b>Centers:</b>	597	263	72	78
<b>Capacity:</b>	79,000	22,500	6,500	7,000

Footprint is aligned to geographies with established employer sponsorship and/or public funding framework

Note: Full-Service statistics are as of year-end FY2025.

# Full-Service Operating Models Support Capital Efficiency & Mitigate Financial Risk

	US: ~40% OUS: ~2%	US: ~20% OUS: ~5%	US: ~40% OUS: ~93%
	Cost Plus	Single Sponsor / Bottom Line	Consortium Lease
Center Location	Client HQ / Premise		Near Office Hub or Residential / Commuter Corridor
Enrollment	Exclusive to Client Sponsor	Client Receives Priority Enrollment; Open to Community	Open to the Community
Capital Investment	Client		BH
Occupancy Expenses	Client		BH
Operating Expenses	Client	BH	
Financial Risk	Client	BH	


 % of FY25 Centers

# Client-Centric Platform with Strong Cash Generation

## Key Highlights

**Long-Term Stability**  
Contracted, long-duration demand and service delivery

**7%**  
*15Y Rev CAGR*

**Structural Barriers**  
Industry-leading program quality delivered at scale

**~1,000**  
*Global Centers*

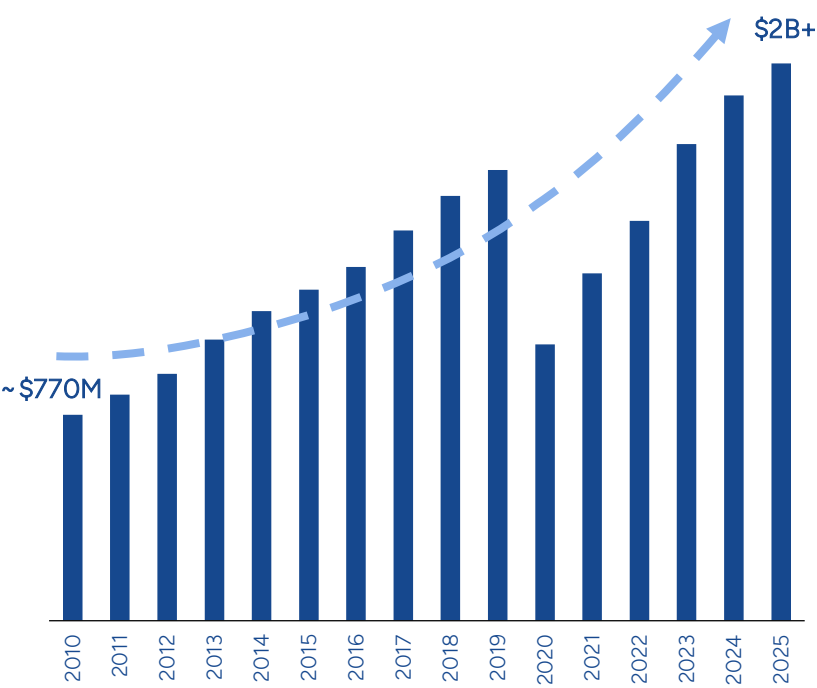
**Trusted Market Position**  
Market leadership w/ employer partners

**~400**  
*Client Centers*

**Capital-Efficient Model**  
Client sponsored requires little / no capital

**~60%**  
*U.S. Footprint Employer-Funded*

## Full-Service Revenue Trajectory (\$M)



# *EdAdvisory*

*Segment Deep Dive*



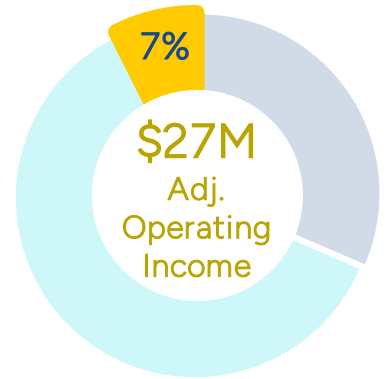
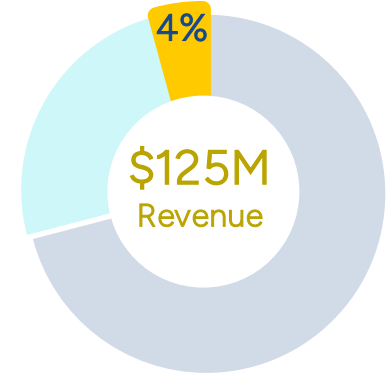
# EdAdvisory: Strategic Role and Competitive Advantage

## Why it Matters:

- **Critical support** spanning workforce education, tuition assistance and college planning
- **Boosts retention** across employee career advancement and family education journeys
- **Differentiated** benefit backed by expert advisors and education networks
- **Builds loyalty** by impacting career and family milestones employees value most

## How We Win:

- **Top-tier advisors** spanning admission counseling, workforce education and loan advising
- **Scalable formats:** 1x1 coaching, employer webinars, online learning center, and tuition administration platform
- **High-value, low-cost** model for delivering ROI on employer education spend
- **Natural cross-sell** expanding relationships across employer client base



# Asset-Light Growth Enhancing Portfolio Quality

## Key Highlights

### Long-Term Growth

On contracted employer demand

**18%**

*15Y Rev CAGR*

### Trusted Market Position

Market leadership w/ employer partners

**500+**

*Clients*

### High-Margin

Asset-light, scalable economics

**>20%**

*LT Adj. Op. Margin*

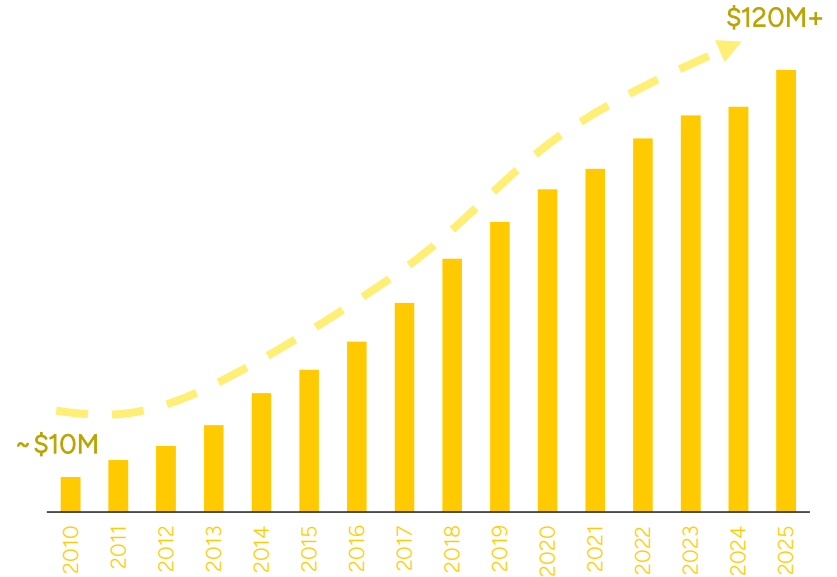
### Durable Client Relationships

Supported by strong retention

**>100%**

*Dollar Retention*

## EdAdvisory Revenue Trajectory (\$M)



***Financial  
Performance &  
Capital Allocation***



# Durable Model Built for Sustainable Growth

## Proven Foundation



### Trusted Employer Relationships

- **40-year** operating history; trusted, mission-critical brand
- **1,450+ employer clients**, including 220+ Fortune 500
- **High client retention** – multi-year contracts with embedded employer relationships
- **32K+ employees**; operating across US, UK, Netherlands, Australia and India

1,450+ Employer Clients

## Unique Market Position



### Structurally Differentiated Model

- **B2B employer-sponsored model** – employers drive adoption, employees drive usage
- **Multi-year contracts** with embedded renewal structures support revenue predictability
- **Large, underpenetrated market** provides growth runway with existing and new employers
- **Cross-sell opportunity** – 1/3 of clients buy more than one service

220+ Fortune 500 Clients

## Durable Cash Generation

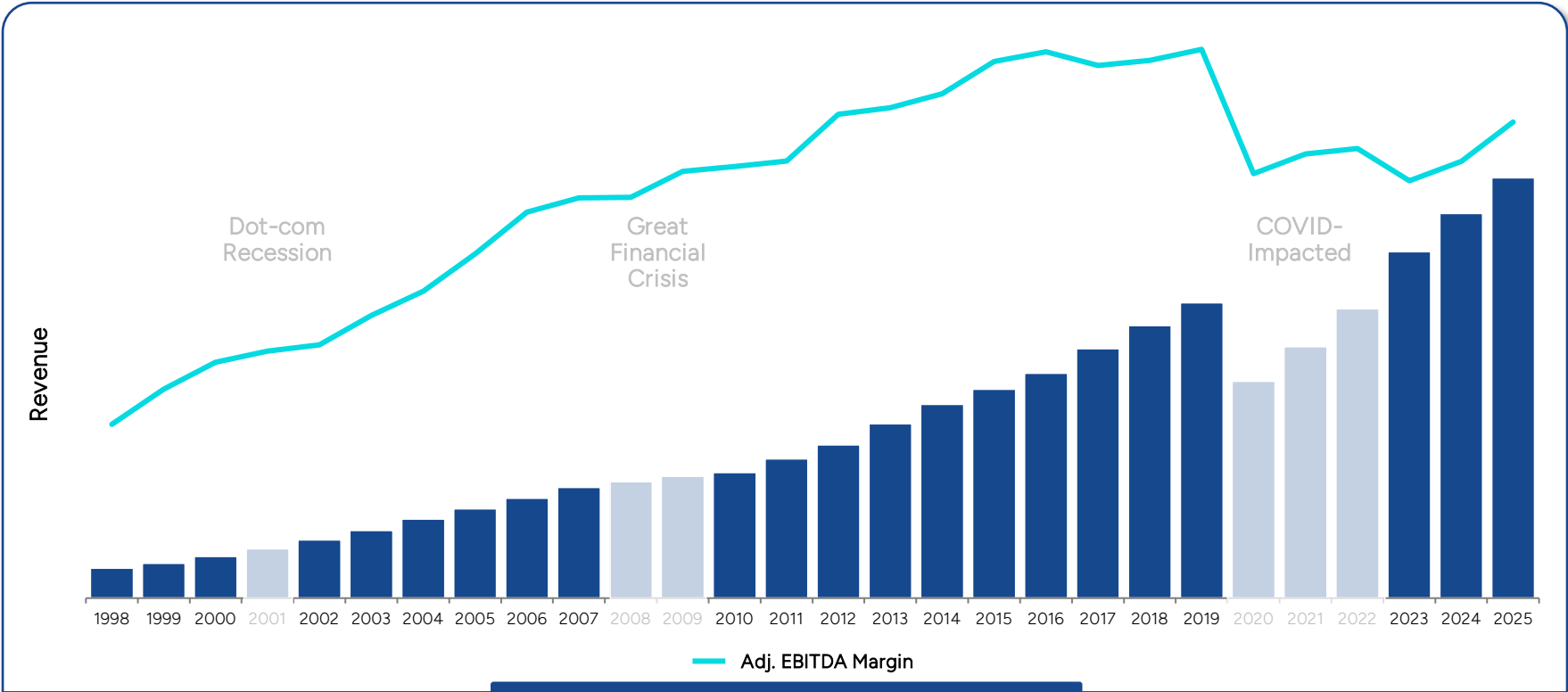


### Capital-Light, High-Return Profile

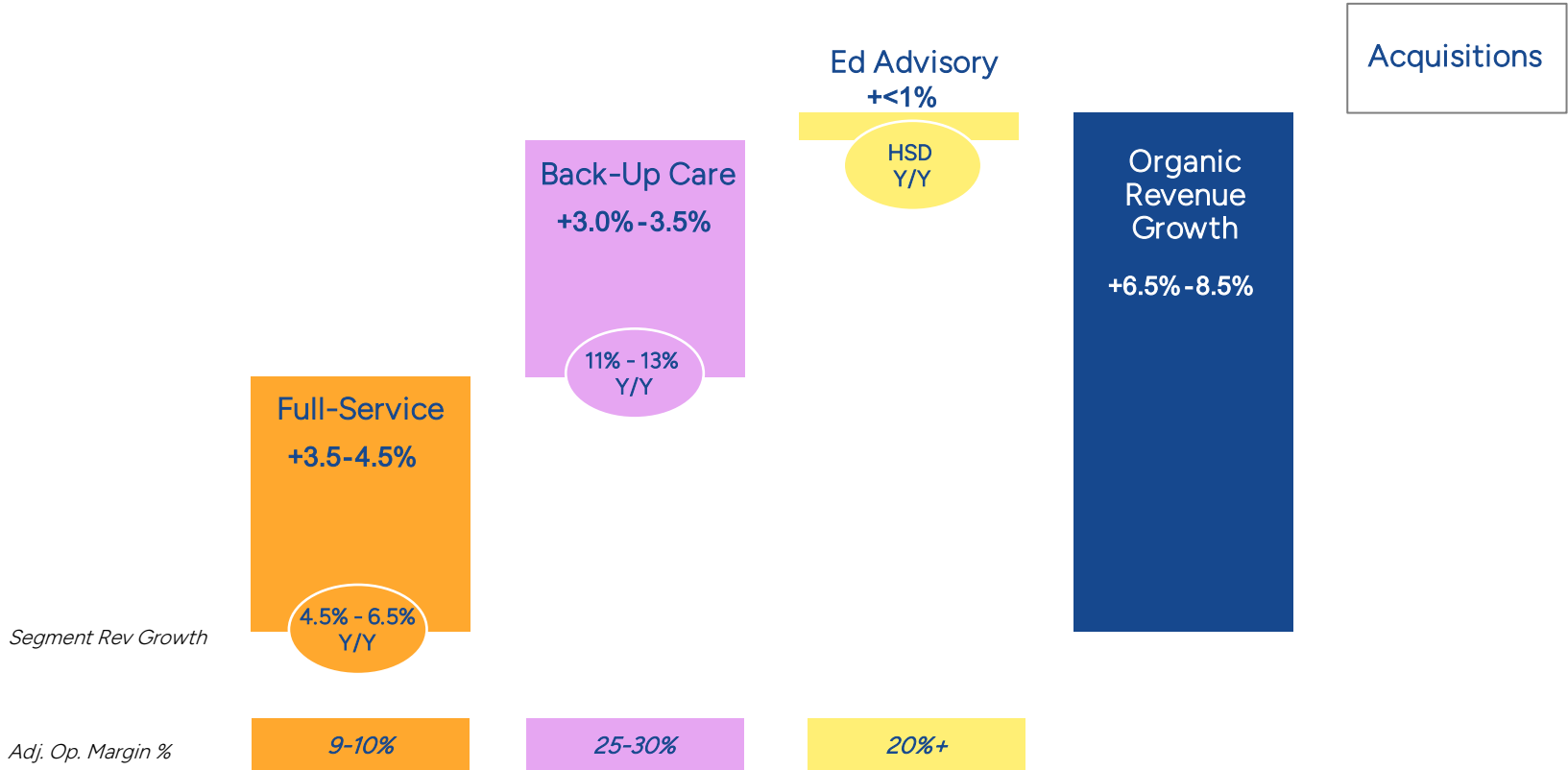
- **Increasing contribution** from high-margin, capital-light Back-Up Care
- **Client-funded capex** reduces capital requirements in full-service centers
- **>100% FCF conversion**; \$350M+ in OCF, \$255M+ in FCF in FY25
- **~\$1B capital returned** via share buybacks over the past decade

+11% FCF CAGR (10Y)

# Consistent Track Record of Driving Growth



# Longer-Term Growth Building Blocks



# Capital Deployment Mix and Priorities

## 01 REINVEST IN THE CORE

- Growth capex
- Fund organic capacity, technology & product
- Recurring capex

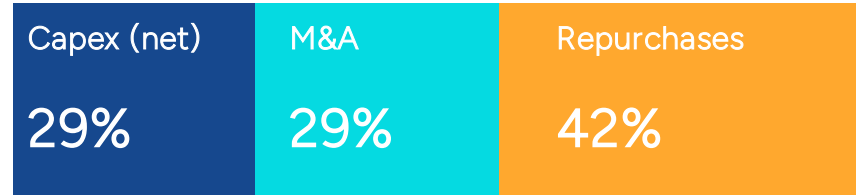
## 02 SELECTIVE M&A

- Bolt-ons that extend service reach
- Portfolio enhancement

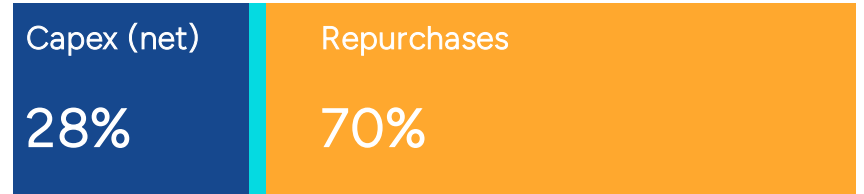
## 03 RETURN EXCESS CAPITAL

- Opportunistic buybacks
- Debt paydown

Since IPO ('13 – '25)

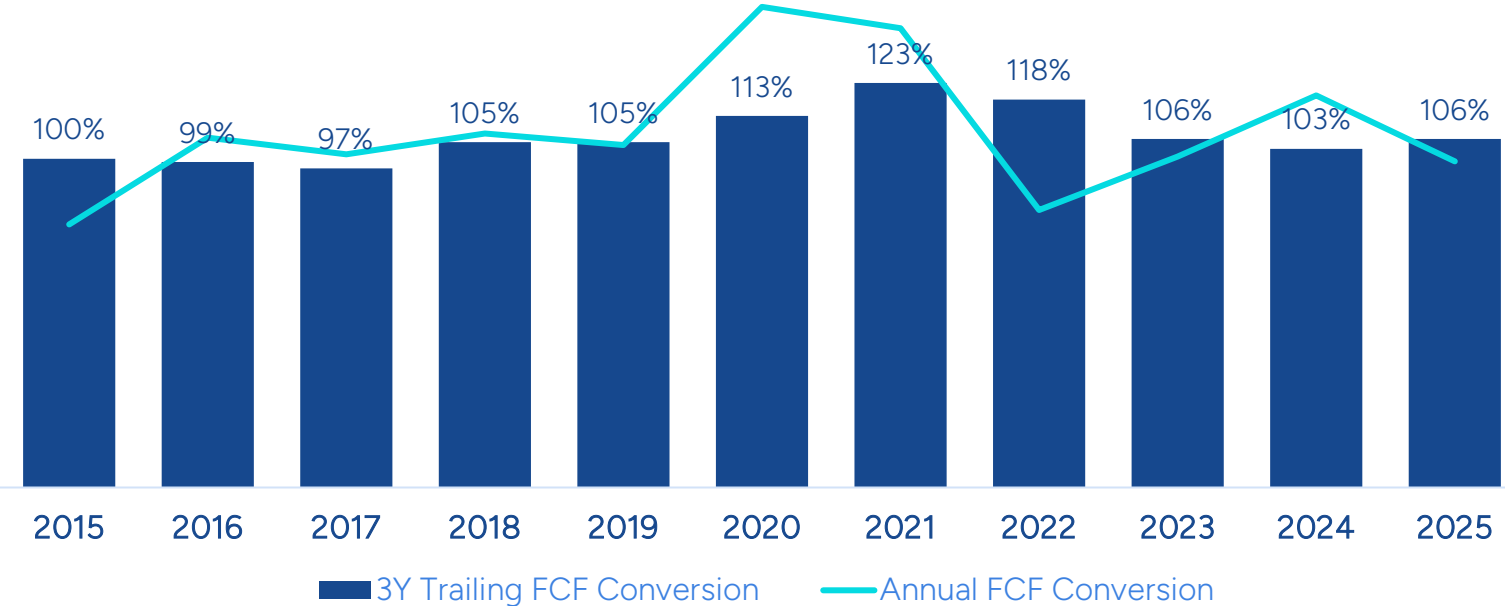


2025



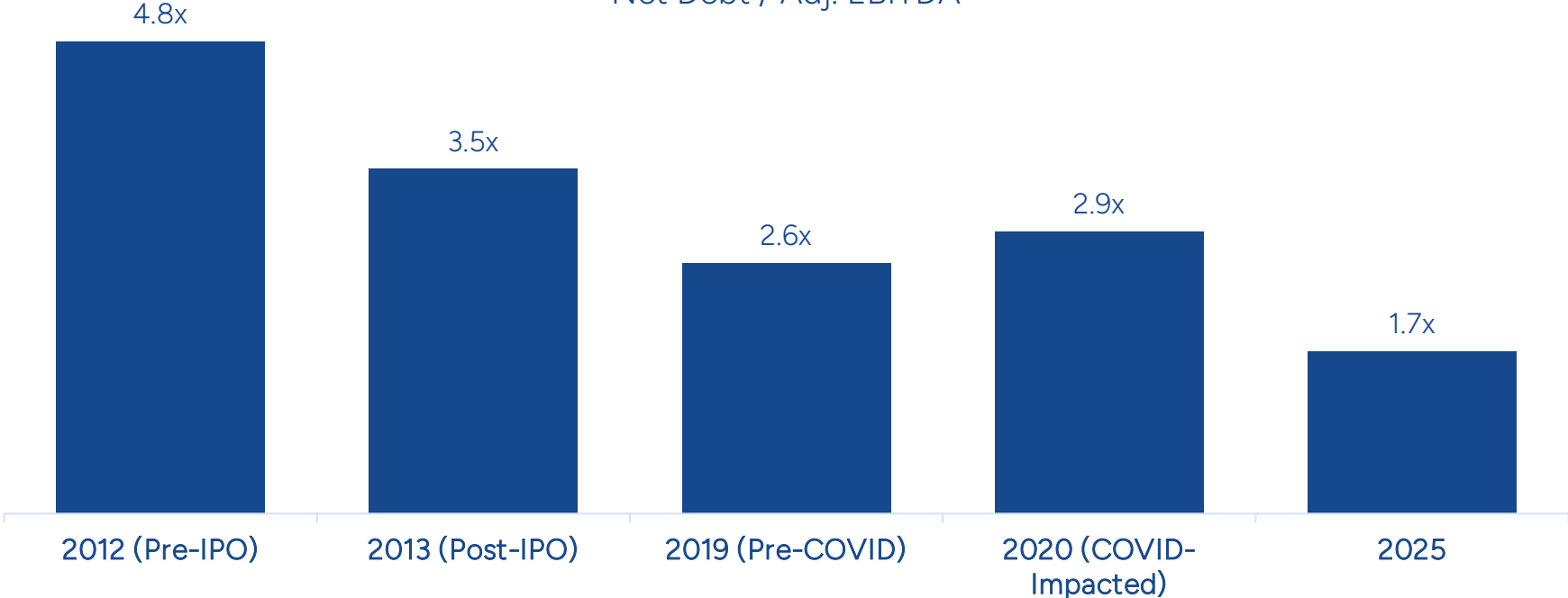
# Strong & Consistent Free Cash Flow Conversion

Free Cash Flow Conversion (FCF / Adj. Net Income)



# Balance Sheet Position Has Strengthened

Net Leverage (at Year-End) for Selected Years  
Net Debt / Adj. EBITDA



# 5Y Historical Financial Snapshot

Financials in (\$M USD)		2021	2022	2023	2024	2025	
Revenue	Full Service	\$ 1,297	\$ 1,494	\$ 1,781	\$ 1,962	\$ 2,081	
	<i>% Growth</i>	26%	15%	19%	10%	6%	
	Back-Up Care	\$ 361	\$ 421	\$ 526	\$ 610	\$ 728	
	<i>% Growth</i>	(8)%	17%	25%	16%	19%	
	Ed. Advisory	\$ 97	\$ 105	\$ 112	\$ 114	\$ 125	
	<i>% Growth</i>	6%	9%	6%	2%	9%	
	<b>Total Revenue</b>	<b>\$ 1,755</b>	<b>\$ 2,020</b>	<b>\$ 2,418</b>	<b>\$ 2,686</b>	<b>\$ 2,934</b>	
	<i>% Growth</i>	16%	15%	20%	11%	9%	
	Adj. Operating Income	Full Service	\$ 3	\$ 38	\$ 43	\$ 84	\$ 114
		<i>% Margin</i>	0.2%	2.6%	2.4%	4.3%	5.5%
Back-Up Care		\$ 109	\$ 115	\$ 144	\$ 171	\$ 222	
<i>% Margin</i>		30.1%	27.3%	27.3%	28.0%	30.5%	
Ed. Advisory		\$ 29	\$ 30	\$ 26	\$ 23	\$ 27	
<i>% Margin</i>		29.5%	28.2%	23.4%	20.4%	21.7%	
<b>Total Adj. Operating Income</b>		<b>\$ 140</b>	<b>\$ 183</b>	<b>\$ 213</b>	<b>\$ 278</b>	<b>\$ 363</b>	
<i>% Margin</i>		8.0%	9.0%	8.8%	10.3%	12.4%	

# Non-GAAP Reconciliations

<i>Financials in (\$M USD)</i>	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
<b>GAAP Operating Income (EBIT)</b>	<b>109</b>	<b>147</b>	<b>182</b>	<b>197</b>	<b>205</b>	<b>239</b>	<b>268</b>	<b>53</b>	<b>129</b>	<b>158</b>	<b>171</b>	<b>247</b>	<b>315</b>
COVID-19, Impairment & related lease term costs	-	-	-	-	-	-	-	35	11	14	36	30	47
Other costs	18	3	1	2	7	2	1	3	1	11	5	1	1
<b>Adjusted Operating Income (EBIT)</b>	<b>127</b>	<b>150</b>	<b>182</b>	<b>200</b>	<b>212</b>	<b>241</b>	<b>268</b>	<b>92</b>	<b>140</b>	<b>183</b>	<b>213</b>	<b>278</b>	<b>363</b>
<b>GAAP EBITDA</b>	<b>118</b>	<b>224</b>	<b>260</b>	<b>271</b>	<b>300</b>	<b>340</b>	<b>376</b>	<b>165</b>	<b>235</b>	<b>258</b>	<b>282</b>	<b>345</b>	<b>408</b>
Stock-based compensation expense	11	8	9	12	12	14	17	21	23	28	29	34	31
COVID-19, Impairment & related lease term costs	-	-	-	-	-	-	-	35	11	14	36	30	47
Non-cash operating lease expense	3	3	3	3	4	1	1	-	-	-	-	-	-
Other costs	77	3	1	14	7	2	1	3	3	17	5	1	1
<b>Adjusted EBITDA</b>	<b>209</b>	<b>238</b>	<b>273</b>	<b>299</b>	<b>324</b>	<b>357</b>	<b>395</b>	<b>224</b>	<b>272</b>	<b>317</b>	<b>352</b>	<b>409</b>	<b>487</b>
<b>GAAP Income Before Tax (EBT)</b>	<b>5</b>	<b>112</b>	<b>140</b>	<b>143</b>	<b>161</b>	<b>192</b>	<b>223</b>	<b>16</b>	<b>90</b>	<b>112</b>	<b>120</b>	<b>198</b>	<b>270</b>
Amortization of intangibles	30	29	28	30	33	33	34	32	29	32	33	18	6
Stock-based compensation expense	11	8	9	12	12	14	17	21	23	28	29	34	31
COVID-19, Impairment & related lease term costs	-	-	-	-	-	-	-	35	11	14	36	30	47
Other costs	77	3	1	14	7	2	1	3	3	20	11	1	4
Adjusted income tax expense	(44)	(55)	(63)	(67)	(51)	(50)	(58)	(13)	(35)	(54)	(65)	(78)	(97)
<b>Adjusted Net Income</b>	<b>78</b>	<b>97</b>	<b>115</b>	<b>131</b>	<b>162</b>	<b>190</b>	<b>217</b>	<b>94</b>	<b>121</b>	<b>152</b>	<b>164</b>	<b>203</b>	<b>261</b>
Avg. Diluted Shares (M)	66	67	62	61	60	59	59	60	61	58	58	58	57
<b>Adjusted Earnings Per Share (EPS)</b>	<b>\$1.19</b>	<b>\$1.45</b>	<b>\$1.85</b>	<b>\$2.16</b>	<b>\$2.69</b>	<b>\$3.21</b>	<b>\$3.67</b>	<b>\$1.55</b>	<b>\$1.99</b>	<b>\$2.60</b>	<b>\$2.84</b>	<b>\$3.47</b>	<b>\$4.55</b>

**Thank You**

