## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

## **CURRENT REPORT**

PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): February 27, 2013

# **BRIGHT HORIZONS FAMILY SOLUTIONS INC.**

(Exact name of Registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation)

> 200 Talcott Avenue South Watertown, MA (Address of principal executive offices)

001-35780 (Commission File Number) 80-0188269 (I.R.S. Employer Identification Number)

02472 (Zip code)

Registrant's telephone number, including area code: (617) 673-8000

Not Applicable (Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01 Regulation FD Disclosure

Beginning on February 27, 2013, Bright Horizons Family Solutions Inc. intends to use the presentation furnished herewith, or portions thereof, in one or more meetings or presentations with investors and analysts. The presentation will also be available online at <a href="http://investors.brighthorizons.com">http://investors.brighthorizons.com</a> as of February 27, 2013. A copy of the presentation is furnished as Exhibit 99.1 and is incorporated herein by reference.

The information contained in this report, including the exhibits attached hereto, are being furnished and shall not be deemed "filed" for any purpose, and shall not be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, regardless of any general incorporation language in any such filing.

#### Item 9.01 Financial Statements and Exhibits.

#### (d) Exhibits.

99.1 Slide presentation.

#### SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

#### BRIGHT HORIZONS FAMILY SOLUTIONS INC.

By: /s/ Elizabeth Boland

Name: Elizabeth Boland Title: Chief Financial Officer

Date: February 27, 2013

### Exhibits.

99.1 Slide presentation.



# Investor Presentation

February 2013



## Forward Looking Statements | Disclaimer

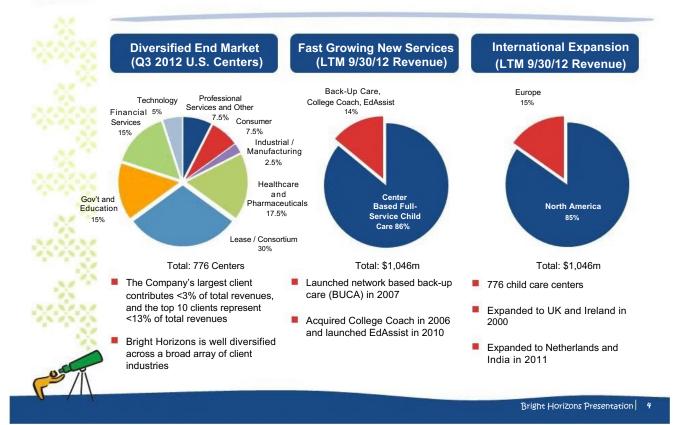
Certain information contained in this presentation constitutes forward-looking statements within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Information regarding future economic performance, financial condition, prospects, growth, strategies, and expectations and objectives of management are all likely to include forward-looking statements. 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 similar expressions. Our forward-looking statements are subject to risks and uncertainties, which may cause actual results to differ materially from those projected or implied by the forward-looking statement.

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. 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.





## **Diversified Portfolio of Opportunity**

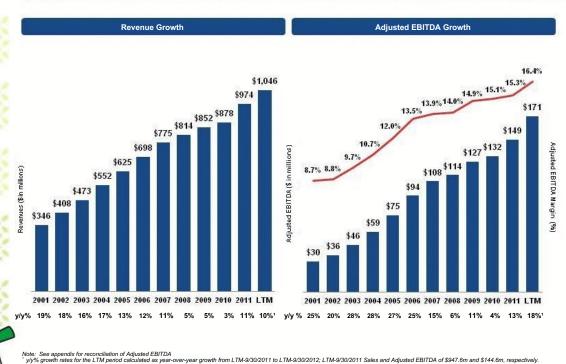




# Employer-Sponsored Childcare and Services is a Large Market Supported by Secular Growth Trends

Increasing Workforce Participation by Women and Two Working Parent Families       Families in the United States spent -\$43 billion on licensed group child care in 2007         Drives       - 64% of mothers with children under 6 participate in workforce         Greater Demand for High-Quality Center- Based Care and Early Education       - 64% of mothers with children under 6 participate in workforce         And       - Center-based market is highlyfragmented top 10 providers comprise <10% of the market         90% of center-based providers operate <10
Greater Demand for High-Quality Center-Based Care and Early Education       Center-based market is highlyfragmented top 10 providers comprise <10% of the market
Based Care and Early Education     And     Center-based market is highlytragmented     top 10 providers comprise <10% of the     market
And
— 90% of center-based providers operate <10
Recognized Return on Investment to centers Employer Sponsors
Resulting in     Strong secular trends driving increasing     prevalence of center-based providers
Growing Global Demand for Child Care and Early Education Services Bright Horizons is <u>a pioneer in employer</u> sponsored child care - one of the first to market a shared economic model

## **Bright Horizons Has Delivered 10+ Years of Uninterrupted** Sales Growth and Margin Expansion



rear growth from LTM-9/30/2011 to LTM-9/30/2012; LTM-9/30/2011 Sales and Adjusted EBITDA of \$947.6m and \$144.6m, respectively.



## Significant Growth and Investment in Recent Years

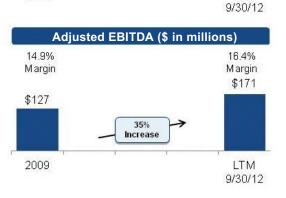
2009

#### Select Investment Initiatives

- Sustained growth through challenging economic conditions
- Expanded international footprint: a market leader in the UK with established presence in Netherlands and India
- Rapidly grew back-up dependent care and launched new educational advisory services in the U.S.
- Expanded salesforce with specific focus on cross-selling opportunities to employer clients
- Invested in new technologies to better support service offerings
- Expanded marketing efforts with focus on maximizing occupancy

\$852 \$852 **23%** Increase

Revenue (\$ in millions)

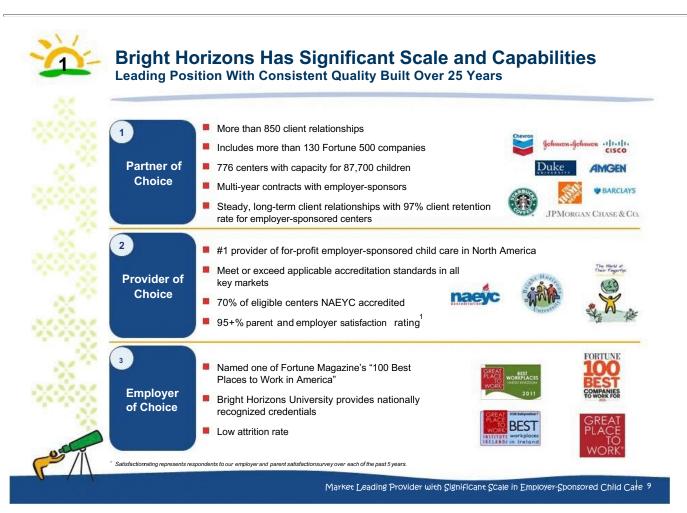


Note: See appendix for reconciliation of Adjusted EBITDA

Bright Horizons Presentation 7

LTM

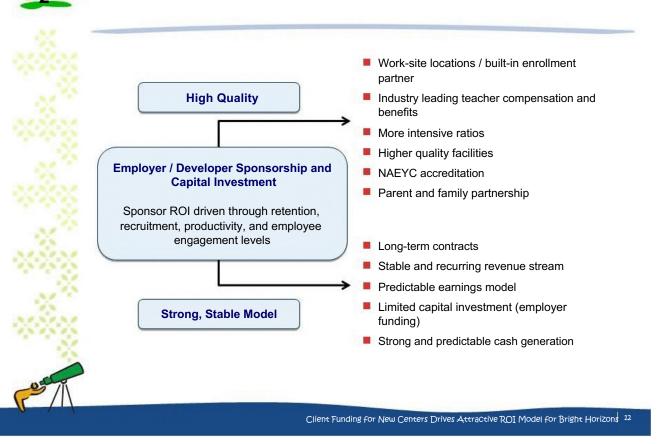








## **Characteristics of the Employer Sponsorship Model**

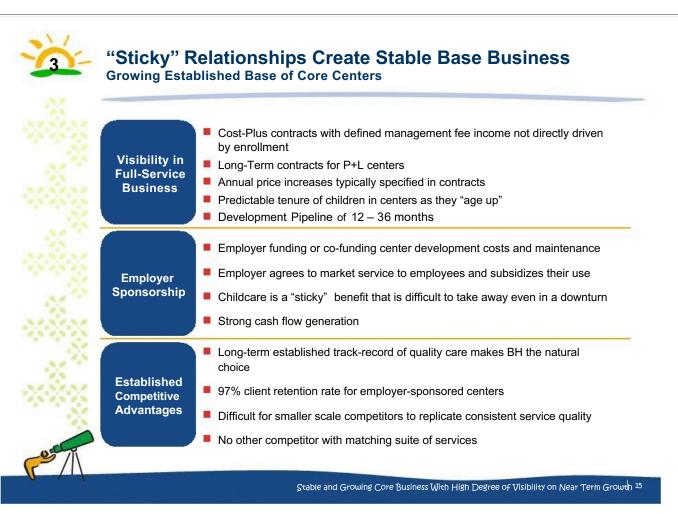




(\$ in '000s)	Cost Plus	Single Sponsor	Consortium Lease
% of Total Centers	30%	30%	40%
Revenue / Center(U.S.)	\$1,600	\$1,300	\$1,400
Revenue / Center(Europe)	\$750	\$650	\$1,000
Gross Margin	15-20%	17-25%	20-25%
AverageROI to Company	100%+	75%+	25%+
Contract Term	3-5y	3-10y	10-15y
Employer Client Sponsors	Co-funds Capital E Employees' Use of	xpenditures for New Cer Bright Horizons' Servi	nters and ces

Client Funding for New Centers Drives Attractive ROI Model for Bright Horizons 13

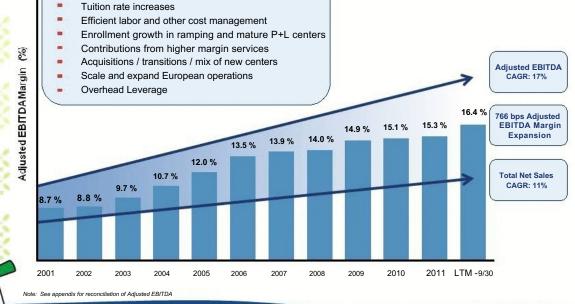








# Business Model Operating Leverage Has Delivered Consistent Adjusted EBITDA and Margin Growth Increase in Bright Horizons Revenue, Adjusted EBITDA and Annual Adjusted EBITDA Margin Various Drivers of Operating Leverage Tuition rate increases Efficient labor and other cost management

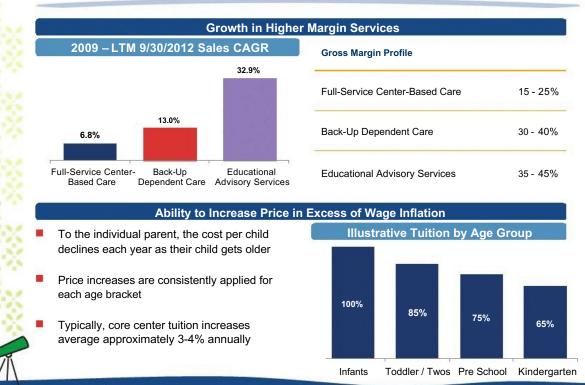


Pricing Power and Operating Leverage Drive Margin Growth | 28



# Sources of Operating Leverage

Drivers of Margin Expansion



Pricing Power and Operating Leverage Drive Margin Growth | 19





## **Multiple Drivers of Organic Growth**

v Client Relationships

	New Client Relationship
	<ul> <li>Opportunity exists within every industry sector</li> </ul>
	Target Group:
	<ul> <li>Addressable market of ~15,000 employers with &gt;1,000 employees in the U.S. and U.K.</li> </ul>
	Dedicated sales force supported by Horizons Workforce Consulting
****	Selling both direct and through channel partners
F=//	Note: As of 9/30/2012
-0 / 1	Multipleand Diversifie

## Cross-Selling / **Existing Clients**

- 850 existing clients; 130 Fortune 500 / Leading Hospitals / Universities
- Today, only 15% of existing clients buy >1 service
- We operate >200 centers for 50 multi-site center clients with additional capacity

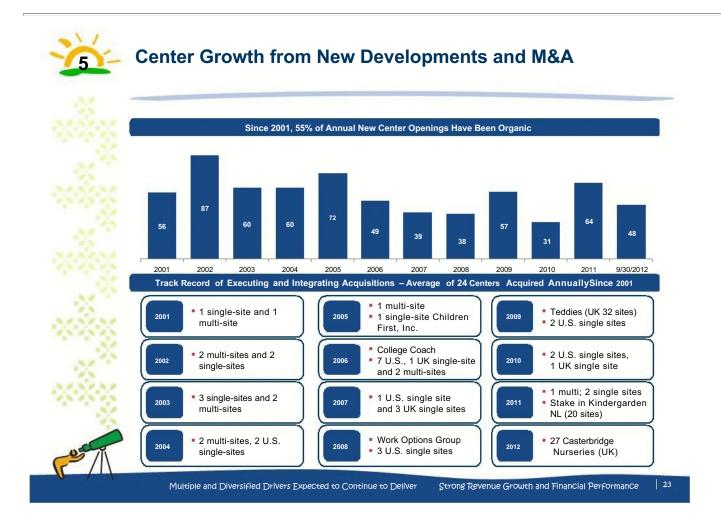
Significant opportunity to add additional centers with these existing clients

Multipleand Diversified Drivers Expected to Continue to Deliver Strong Revenue Growth and FinancialPerformance | 21

### Select New Consortium / Lease Locations

- Track record of 6-12 new locations per year
- Focus on urban or surrounding markets
  - Higher demand and more supportive income demographics
- Identified 100+ suitable locations across U.S., U.K. and the Netherlands







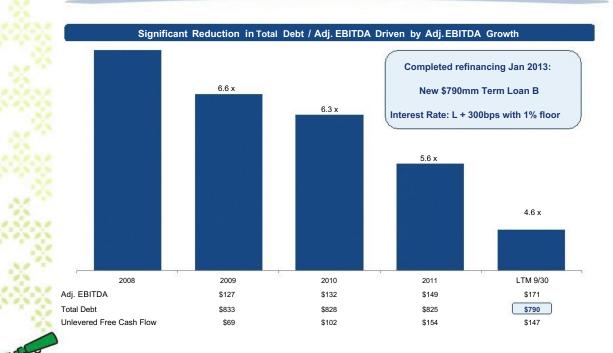
# Strong Financial Performance through 9/30/12



	Q1 – Q3 2011	Q1 – Q3 2012	% Change	
Full-Service Center-Based Care	\$ 630.6	\$ 689.7	9.4%	
Back-Up Dependent Care Services	83.7	94.8	13.2%	
Other Educational Advisory Service	10.5	13.1	24.6%	
Total Revenue	\$ 724.8	\$ 797.5	+10.0%	
Gross Profit	\$ 153.8	\$ 182.7	+18.8%	
% Margin	21.2%	22.9%	-	
Adj. EBITDA	\$ 109.7	\$ 132.4	+20.7%	
% Margin	15.1%	16.6%	de el benistre distre -	

Note: See appendix for reconciliation of Adjusted EBITDA

# Rapid Deleveraging Since Buyout in 2008



Note: Unlevered Free Cash Flow is defined as Adjusted EBITDA - Cash Taxes - Purchases of Fixed Assets +/- change in Net Working Capital. See appendix for reconciliation of Adjusted EBITDA



# Illustrative Effects of Refinancing on LTM Net Income

LTM -9/2012 Actual	∆ From Refinancing	LTM - 9/2012Pro Forma
\$ 90.3		\$ 90.3
(80.7)	45.3	(35.4)
\$ 9.6	\$ 45.3	\$ 54.9
(1.4)	(18.1)	(19.5)
15%		36%
\$ 8.2	\$ 27.2	\$ 35.4
27.9		27.9
\$ 36.1	\$ 27.2	\$ 63.3
	Actual \$90.3 (80.7) \$9.6 (1.4) 15% \$8.2 27.9	Actual         Refinancing           \$ 90.3         (80.7)         45.3           (80.7)         45.3         (14)           (1.4)         (18.1)         (18.1)           15%         \$ 27.2         27.9

Note: Reflects \$100mm undrawn revolver; \$790mm New Term Loan B at L+300, 1% floor, issued at 99 OID. 'Adjustmentsto Net Income net of 40% illustrative tax rate.See Appendix for detail.



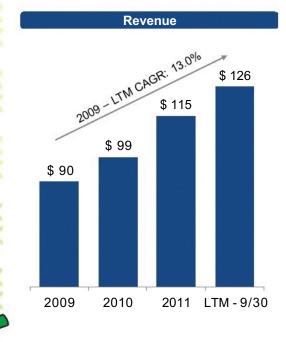
## Appendix A: Supplemental Materials



## Full-Service Center-Based Care Revenue **Operating Models** 2009 - LTM CAGR 6.8% Cost Plus (30% centers) \$ 904 Employer-funded capex \$845 No margin risk for Bright Horizons \$ 769 Enrollment not a direct revenue driver \$755 Profit and Loss (70% centers) Client-funded start-up for single sponsors (30% centers) Higher margins reflecting enrollment risk Quick ramp from development to maturity 2009 2010 2011 LTM - 9/30



## **Back-Up Dependent Care**



#### **Center-Based Back-Up Care**

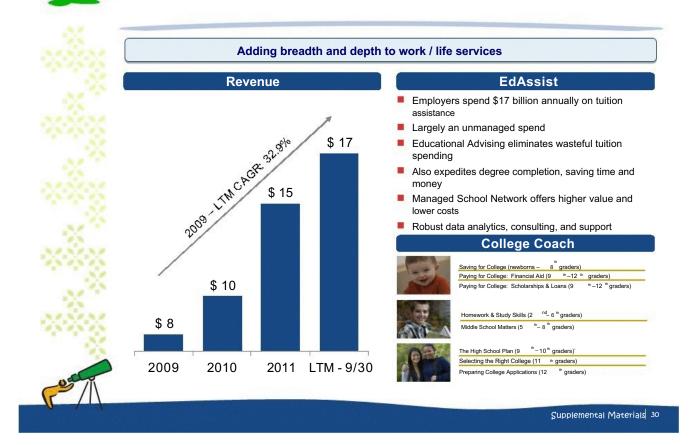
Bright Horizons is the leading provider of dedicated back-up care centers and pioneered the industry

- Increases workforce productivity
- Enhances employee retention rates
- Reduces absenteeism
- 99% satisfaction rate by users

#### Back-Up Care Advantage

- Employer purchases uses for its employees
- 24/7 contact center / web service allowing employees to reserve in advance or at the last minute
- Access to a contracted network of in-home care agencies and ~2,500 center-based providers in locations where we do not otherwise have centers with available capacity

# **Educational Advisory Services**





# **Consolidated Historical Financial Performance**

	Fiscal Year Ended December 31,				
	2009	2010	2011	LTM – 9/2012	
(\$m)					
Revenue:					
Full-Service Center-Based Care	\$ 754.8	\$ 769.2	\$ 844.6	\$ 903.6	
Back-up Dependent Care	89.7	99.1	114.5	125.6	
Other Educational Advisory	7.9	9.8	14.6	17.2	
Total Revenue	\$ 852.3	\$ 878.2	\$ 973.7	\$ 1,046.4	
y/y% Growth	-	3.0%	10.9%	10.4%	
Gross Profit	\$ 179.5	\$ 179.9	\$ 207.2	\$ 236.1	
Margin	21.1%	20.5%	21.3%	22.6%	
Selling, Gen. and Admin. Expenses	\$ 82.8	\$ 83.6	\$ 92.9	\$ 118.7	
% of Revenue	9.7%	9.5%	9.5%	11.3%	
Amortization	\$ 30.0	\$ 27.6	\$ 27.4	\$ 27.0	
Income from Operations	\$ 66.8	\$ 68.7	\$ 86.8	\$ 90.3	
% of Revenue	7.8%	7.8%	8.9%	8.6%	
Adjusted EBITDA	\$ 127.0	\$ 132.2	\$ 148.5	\$ 171.2	
Margin	14.9%	15.1%	15.3%	16.4%	

' yly% growth rates for the LTM period calculated as year-over-year growth from LTM-9/30/2011 to LTM-9/30/2012; LTM-9/30/2011 Sales and Adjusted EBITDA of \$947.6m and \$144.6m, respectively.



# Summary of Adjustments to EBITDA and Net Income



	Fiscal Year Ended December 31,					
	2009	2010	2011	LTM – 9/2012		
Adjustments to EBITDA (\$m)						
EBITDA	\$ 120.1	\$ 122.0	\$ 143.1	\$ 150.0		
Straight Line Rent Expense	2.0	5.4	1.7	1.7		
Stock Compensation Expense	2.3	2.4	1.2	17.0		
Sponsor Management Fee	2.5	2.5	2.5	2.5		
Total Adjustments	\$ 6.8	\$ 10.3	\$ 5.4	\$ 21.2		
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Adjusted EBITDA	\$ 127.0	\$ 132.2	\$ 148.5	\$ 171.2		
Adjustments to Net Income (\$m)						
Net Income	\$(9.5)	\$(10.0)	\$ 4.8	\$ 8.2		
Stock Compensation Expense	2.3	2.4	1.2	17.0		
Sponsor Management Fee	2.5	2.5	2.5	2.5		
Amortization	30.0	27.6	27.4	27.0		
Tax Effect	(13.9)	(13.0)	(12.4)	(18.6)		
Adjusted Net Income	\$ 11.3	\$ 9.5	\$ 23.4	\$ 36.1		

Note: Adjustments to Net Income net of 40% illustrative tax rate



# Estimated Pro Forma Capitalization of Bright Horizons

As of September 30, 2012	Current	Pro Forma	Maturity	Call Date	Call Price
Cash & Equivalents	\$ 45	\$ 65	-		-
Tranche B Term Loans	346		May-2015		
Series C New Term Loans	85	-	May-2017	-	101.00
Senior Subordinated Notes	300		May-2018	May-2013	105.75
Senior Notes	192	-	Nov-2018	May-2012	106.50
New Term Loan B	-	\$ 790	Jan-2020	-	-
Total Senior Debt (net of OID)	\$ 914	\$782			
Net Debt	868	717		-	
Adjusted EBITDA	\$ 171	\$ 171	-	-	
Net Debt / Adj. EBITDA	5.1 x	4.2 x			

Note: Capitalization adjusted for (1) receipt of \$233mm IPO proceeds, net of total fees and expenses of \$22mm (2) application of net proceeds to retire \$192mm Senior Notes plus accrued and unpaid interest through the redemption date, and to pay the \$7.5mm sponsor termination fee and (3) \$790mm New Term Loan B, net of total fees of \$20mm, used to retire extant Tranche B Term Loans, Series C New Term Loans, and the senior Subordinated Notes; for illustrative purposes, pro forma capitalization assumes 9/30 balance sheet. Note: Adj. EBITDA calculated as earnings before interest, taxes, depreciation, amortization, straight line rent expense, stock compensation expense, and sponsor management fee.

