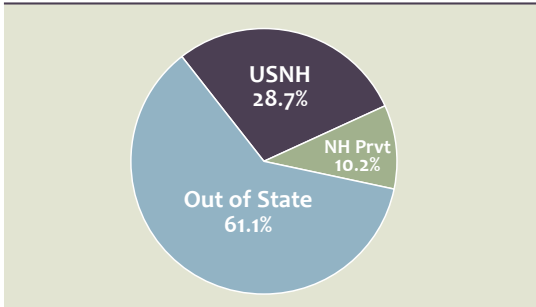


University System of New Hampshire Quarterly Status Report for the State of New Hampshire September 30, 2018

PERFORMANCE

Enrollment of 4-Year College-Going NH Recent High School Grads



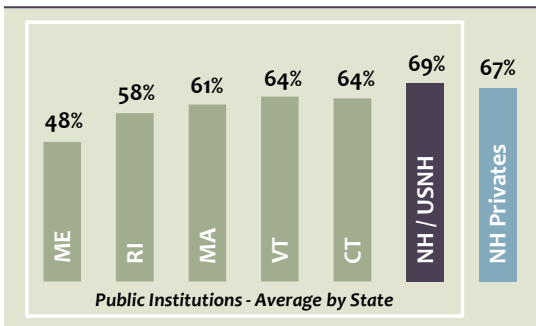
U.S. Department of Education, National Center for Education Statistics, IPEDS. Fall 2016, most recent data available 09/2018.

Enrollment

	Fall FTE		12-Month Headcount	
	2017	2018	FY17	FY18
NH Resident	12,940	12,807	17,927	17,362
Nonresident	12,627	12,502	14,353	14,384
Total	25,567	25,309	32,280	31,746
NH % of Total	50.6%	50.6%	55.5%	54.7%

Headcount unduplicated by campus

Bachelor's 6-Year Graduation Rate



NCES-IPEDS, FY16 most recent year of available peer data 09/2018. USNH FY17 = 69%

Student Loan Default Rate

U.S. All Sectors	11.8%
NH Private 4Yr	8.7%
U.S. Public 4Yr	7.1%
New England Public 4Yr	6.0%
Northeast Public 4Yr	5.8%
NH / USNH	4.2%

National Student Loan Data System, official 3-year default rates released 09/2018 on borrowers entering repayment in 2015.

FINANCE

Operating Margin and UFR to Debt

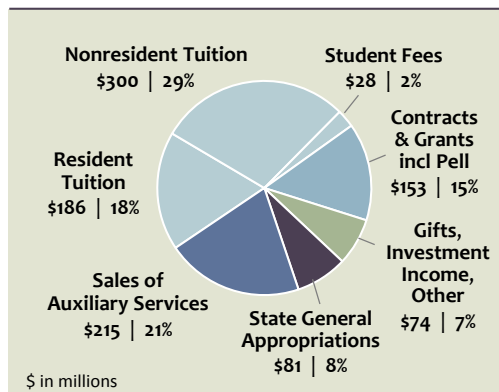
\$ in millions

	Actual FY18	Current Projection FY19
Total Operating Revenues	\$849.2	863.7
Total Operating Expenses	\$843.6	852.6
Total Operating Margin	\$5.6	11.1
Operating Margin	0.7%	1.3%
UFR:Debt	62%	56%

FY18 operating margin is reduced by one-time \$2 million asset write-off. UFR = unrestricted financial resources

Revenue Sources FY18

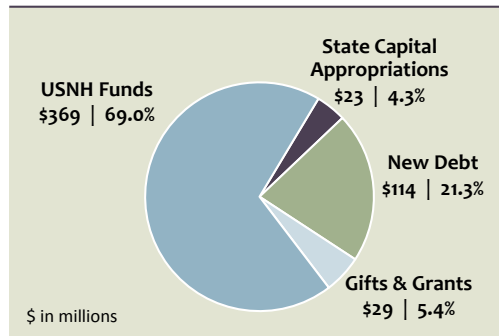
Total = \$1+ Billion



Operating and nonoperating revenues. Excludes capital additions. Gross tuition and fees, not netted for financial aid. Resident tuition includes continuing education.

Capital Funding Sources 2013-2018

Total = \$535 Million



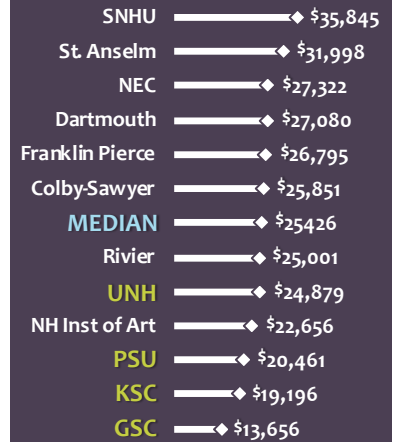
\$ in millions

KEY INITIATIVES

- Granite Guarantee
- KSC Transition
- PSU "Cluster" Program Model
- UNH Biosciences Workforce Ecosystem
- GSC Business Partnership Development
- USNH Student Success Collaborative
- Systemwide Process Standardization

Financial Statements

Average Net Price of Attendance NH Undergrads



U.S. Department of Education, College Scorecard, 9/2018. FY16 data, most recent available. Average total annual price for first-time, full-time, in-state freshmen receiving any federal assistance, net of all grant and scholarship aid.

Bond Ratings: Moody's Aa3 | S&P AA-

"The system's very good strategic positioning is supported by strong fiscal oversight demonstrated by solid liquidity, manageable leverage, good donor support, and consistently positive operations."
— *Moody's*

"Very strong with excellent financial management policies, ample financial performance with recurring positive operating margins, superior financial resources, and low to moderate debt and contingent liabilities."
— *Standard & Poors*

RISK AREAS

Monitored by Board of Trustees

- Enrollment
- Change Management
- Resource Maximization
- Governance
- Finances
- Compliance
- IT & Security
- Academic Programs
- Campus Safety
- Deferred Maintenance
- Talent Management