PERFORMANCE

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

<table>
<thead>
<tr>
<th></th>
<th>Fall FTE</th>
<th>12-Month Headcount</th>
</tr>
</thead>
<tbody>
<tr>
<td>NH Resident</td>
<td>12,413</td>
<td>12,067</td>
</tr>
<tr>
<td>Nonresident</td>
<td>12,015</td>
<td>11,506</td>
</tr>
<tr>
<td>Total</td>
<td>24,428</td>
<td>23,573</td>
</tr>
</tbody>
</table>

Headcount unduplicated by campus.

Bachelor’s 6-Year Graduation Rate

<table>
<thead>
<tr>
<th></th>
<th>ME</th>
<th>RI</th>
<th>MA</th>
<th>VT</th>
<th>NH / USNH</th>
</tr>
</thead>
<tbody>
<tr>
<td>51%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>63%</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>66%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>67%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>68%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>69%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>63%</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

Public Institutions - Average by State

Student Loan Default Rate

<table>
<thead>
<tr>
<th></th>
<th>NH Private 4Yr</th>
<th>U.S. All Sectors</th>
<th>U.S. Public 4Yr</th>
<th>Northeast Public 4Yr</th>
<th>New England Public 4Yr</th>
<th>NH / USNH</th>
</tr>
</thead>
<tbody>
<tr>
<td>11.9%</td>
<td></td>
<td>9.7%</td>
<td></td>
<td>7.1%</td>
<td>5.8%</td>
<td>4.3%</td>
</tr>
</tbody>
</table>

FINANCE

Operating Margin and UFR to Debt

<table>
<thead>
<tr>
<th></th>
<th>Preliminary FY21</th>
<th>Budget FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Operating Revenues</td>
<td>$867.8</td>
<td>$853.6</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>$912.2</td>
<td>$854.8</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>($44.4)</td>
<td>($1.2)</td>
</tr>
<tr>
<td>UFR:Debt</td>
<td>-5.1%</td>
<td>-0.1%</td>
</tr>
</tbody>
</table>

UFR = unrestricted financial resources. FY21 includes approx. $47M net expense related to Early Retirement Programs as a result of COVID-19. Preliminary FY21 results are unaudited and subject to change.

Revenue Sources FY21 Preliminary Total = $1 Billion+

- Nonresident Tuition $302.8 | 28%
- Resident & Continuing Ed Tuition $180.9 | 17%
- State General Appropriations $88.5 | 8%
- Auxiliary Services Income $162.5 | 15%
- Gifts, Investment Income $88.7 | 8%
- Contracts & Grants incl. Pell $227.4 | 21%
- Student Fees $24.3 | 2%

Operating and nonoperating revenues. Excludes capital additions. Gross tuition and fees, not netted for financial aid. Preliminary FY21 results are unaudited and subject to change.

Capital Funding Sources 2016-2021 Preliminary Total = $447 Million

- USNH Funds $362 | 81%
- State Capital Appropriations $23 | 5%
- New Debt $33 | 7%
- Gifts & Grants $29 | 7%

Average Net Price of Attendance NH Undergrads

- SNHU $41,095
- Dartmouth $33,573
- St. Anselm $32,781
- NEC $29,083
- Franklin Pierce $27,617
- Colby-Sawyer $26,983
- Rivier $25,196
- UNH $24,067
- KSC $19,394
- PSU $19,316
- GSC $12,508

CURRENT INITIATIVES

- COVID-19 Response and Return-to-Campus Planning
- Biosciences Workforce Ecosystem
- Business Partnership Development
- Enrollment Collaboration
- Expanded Nursing Capacity
- USNH Online including GSC-UNH Integration
- Systemwide Process Centralization & Optimization
  - Finance
  - Information Technology
  - Planning for New Enterprise Resource Planning Technology
  - Procurement
- USNH / CCSNH Collaboration

RISK AREAS

- Academic Programs
- Campus Safety & Health
- Change Management
- Communications
- Compliance
- Enrollment
- Financial Health
- IT & Security
- Organizational Restructuring
- Talent Management