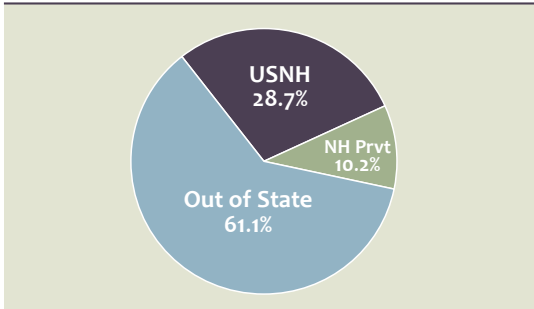


University System of New Hampshire Quarterly Status Report for the State of New Hampshire June 30, 2018

PERFORMANCE

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



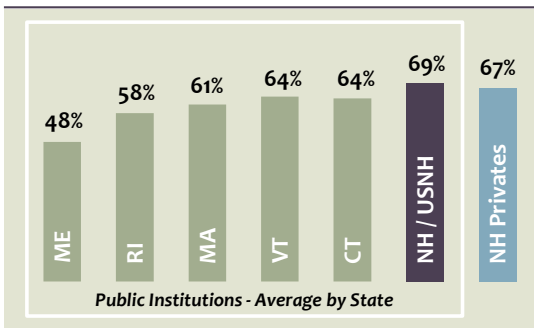
Data from U.S. Department of Education, National Center for Education Statistics, IPEDS. Fall 2016, most recent data available 03/2018.

Enrollment

| | Fall FTE | | 12-Month Headcount | |
|---------------|---------------|---------------|--------------------|---------------|
| | 2016 | 2017 | FY16 | FY17 |
| NH Resident | 13,240 | 12,940 | 18,774 | 17,927 |
| Nonresident | 12,617 | 12,627 | 14,406 | 14,353 |
| Total | 25,858 | 25,567 | 33,180 | 32,280 |
| NH % of Total | 51.2% | 50.6% | 56.6% | 55.5% |

Headcount unduplicated by campus

Bachelor's Graduation Rate



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

Student Loan Default Rate

| | |
|------------------------|-------|
| U.S. All Sectors | 11.8% |
| NH Private 4Yr | 8.7% |
| U.S. Public 4Yr | 7.5% |
| New England Public 4Yr | 6.3% |
| Northeast Public 4Yr | 6.0% |
| NH / USNH | 4.2% |

National Student Loan Data System, official 3-year default rates released 09/2017 on borrowers entering repayment in 2014.

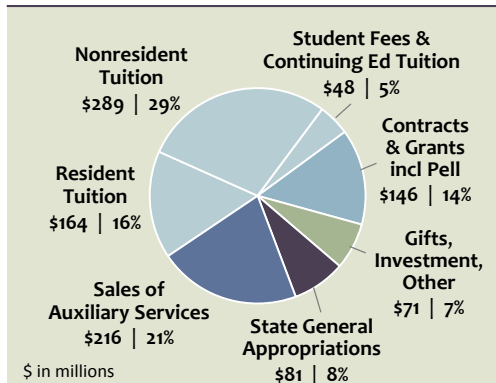
FINANCE

Operating Margin and UFR to Debt \$ in millions

| | Actual FY17 | Current Projection FY18 |
|--------------------------|----------------|-------------------------------|
| Total Operating Revenues | \$843.2 | 846.6 |
| Total Operating Expenses | \$831.0 | 839.9 |
| Total Operating Margin | \$12.2 | 4.7 |
| Operating Margin | 1.5% | 0.6% |
| UFR:Debt | 66% | 56% |

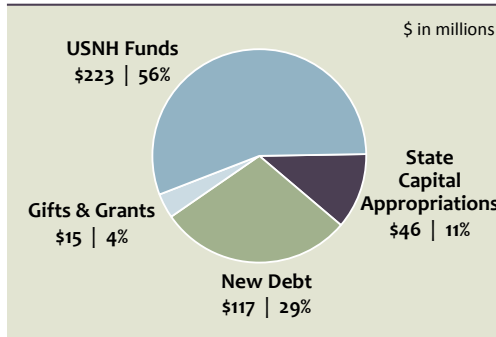
Required adoption in FY18 of accounting standard GASB Statement No. 75, Other Post-Employment Benefits, results in a reduction of UFR (unrestricted financial resources). A one-time \$2 million asset write-off reduces the FY18 operating margin.

Revenue Sources FY17 Total = \$1 Billion



Operating and nonoperating, excluding capital additions. Gross tuition and fees, not netted for financial aid.

Capital Funding Sources 2012-2017 Total = \$401 Million

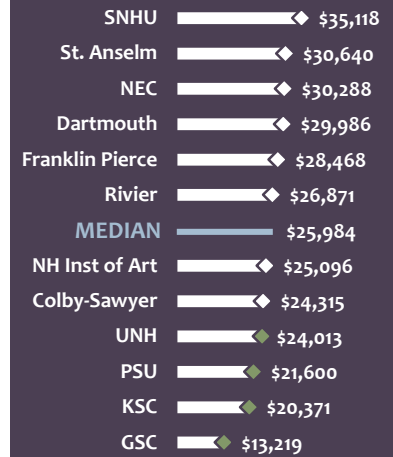


KEY INITIATIVES

- 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, 10/2017. FY15 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