



**NATIONAL AMERICAN UNIVERSITY HOLDINGS, INC. REPORTS FISCAL 2013 FOURTH QUARTER  
AND YEAR-END RESULTS**

***Company to host conference call on August 1, 2013, at 11:00 a.m. EDT***

***Financial and Operational Highlights***

- \* Enrollment by headcount increased 2.2% over the prior-year period to 11,472 students as of May 31, 2013.
- \* FY 2013 fourth quarter total revenue was \$33.2 million, compared to \$33.1 million in the prior-year period. The Company's academic segment's revenue was \$32.7 million in the FY 2013 fourth quarter, compared to \$32.8 million in the prior-year period.
- \* FY 2013 fourth quarter net income attributable to the Company was \$1.1 million, compared to \$1.6 million in the prior-year period, primarily due to increased expenses associated with the hiring of additional instructors at sites in Kansas, Nebraska, New Mexico, Oklahoma, Oregon, South Dakota and Texas. Several sites operate as hybrid learning centers in strategic geographic locations. These centers utilize small physical facilities through which the university provides face-to-face support services as students participate in select, traditional classroom courses while completing their remaining coursework online.

Of NAU's 37 locations, the following sites are pending regulatory approvals:

associated with the hiring of additional staff necessary to support NAU's continued growth, including hiring of additional admissions advisors to better support its growing student population.

- Income before income taxes and non-controlling interest for the FY 2013 fourth quarter was \$2.1 million, compared to \$2.6 million for the same period last year. This decrease was largely due to higher SG&A expenses.
- Net income attributable to the Company for the FY 2013 fourth quarter was \$1.1 million, or \$0.05 per diluted share based on 25.5 million shares outstanding, compared to \$1.6 million, or \$0.05 per diluted share based on 25.8 million shares outstanding, in the prior-year period.
- EBITDA for the



looking statements involve a number of known and unknown risks and uncertainties or other assumptions that may cause actual results or performance to be materially different from those expressed or implied by those forward-looking statements. Other factors that could cause the Company's results to differ materially from those expressed or implied by those forward-looking statements are:

## NATIONAL AMERICAN UNIVERSITY HOLDINGS, INC. AND SUBSIDIARIES

### UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS FOR THE THREE MONTHS AND YEAR ENDED MAY 31, 2013 AND MAY 31, 2012 (In thousands except per share data)

	May 31, 2013	May 31, 2012	May 31, 2013	May 31, 2012
REVENUE:				
Academic revenue	\$ 30,068	\$ 29,163	\$ 117,609	\$ 109,833
Auxiliary revenue	2,610	3,679	10,259	7,992
Rental income — apartments	274	268	1,098	1,069
Condominium sales	<u>210</u>	<u>0</u>	<u>210</u>	<u>0</u>
Total revenue	<u>33,162</u>	<u>33,110</u>	<u>129,176</u>	<u>118,894</u>
OPERATING EXPENSES:				
Cost of educational services	7,493	7,609	29,188	27,831
Selling, general and administrative	21,441	20,274	82,906	77,476
Auxiliary expense	1,745	2,628	6,780	4,747
Cost of condominium sales	192	0	192	0
Loss (gain) on disposition of property	<u>37</u>	<u>(194)</u>	<u>100</u>	<u>(320)</u>



The following table provides a reconciliation of net income attributable to the Company to EBITDA:

	<b>Three Months Ended</b>		<b>Year Ended</b>	
	<b>May 31,</b>		<b>May 31,</b>	
	<u><b>2013</b></u>	<u><b>2012</b></u>	<u><b>2013</b></u>	<u><b>2012</b></u>
Net Income attributable to the Company	\$ 1,146			

(dollars in thousands)