

Excerpts, selected by the HELP Committee, from a larger document
produced by the company

**Default Management
Proposed New Org Structure**

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Confidential

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KHE 137725

**Kaplan Higher Education Corporation
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Long Term Strategy - People

- Imbed a dedicated default management person in each school with regional and group management structure reporting to Fin. E'ee (approx. [Redacted] million or 0.6% of 2009 KHEC forecasted revenue)
 - Goal is 2 cures per day per person or 36K cures in 2010 including [Redacted] and Home Office personnel total cures estimated at 46K. KHEC 2009 cohort is estimated at 32K students
 - Starting in October 1, 2010, we will start working 3 cohort years simultaneously
 - 70 staff members (\$ [Redacted] avg. plus benefits) with regionals also covering a school plus 3 group leaders