



ASPEN GROUP, INC.

State of Incorporation: Delaware
4605 E. Elwood Street, Suite 300
Phoenix, AZ 85040
(646) 448-5144
www.aspu.com
ir@aspen.edu

SIC Code: 8200

Quarterly Report

For the period ending January 31, 2025
(the "Reporting Period")

The number of shares outstanding of our Common Stock was 28,372,864 as of March 7, 2025

The number of shares outstanding of our Common Stock was 25,701,603 as of April 30, 2024

Indicate by check mark whether the company is a shell company (as defined in Rule 405 of the Securities Act of 1933 and Rule 12b-2 of the Securities Exchange Act of 1934):

Yes: ☐ No: ☒

Indicate by check mark whether the company's shell status has changed since the previous reporting period:

Yes: ☐ No: ☒

Indicate by check mark whether a Change in Control^[1] of the company has occurred over this reporting period:

Yes: ☐ No: ☒

¹ "Change in Control" shall mean any events resulting in:

- i. Any "person" (as such term is used in Sections 13(d) and 14(d) of the Exchange Act) becoming the "beneficial owner" (as defined in Rule 13d-3 of the Exchange Act), directly or indirectly, of securities of the Company representing fifty percent (50%) or more of the total voting power represented by the Company's then outstanding voting securities;
- ii. The consummation of the sale or disposition by the Company of all or substantially all of the Company's assets;
- iii. A change in the composition of the Board occurring within a two (2)-year period, as a result of which fewer than a majority of the directors are directors immediately prior to such change; or
- iv. The consummation of a merger or consolidation of the Company with any other corporation, other than a merger or consolidation which would result in the voting securities of the Company outstanding immediately prior thereto continuing to represent (either by remaining outstanding or by being converted into voting securities of the surviving entity or its parent) at least fifty percent (50%) of the total voting power represented by the voting securities of the Company or such surviving entity or its parent outstanding immediately after such merger or consolidation.

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Item 1. Exact name of the issuer and the address of its principal executive offices.

Exact name of issuer: Aspen Group, Inc.

Principal executive offices: 4605 E. Elwood Street, Suite 300
Phoenix, AZ 85040
(646) 448-5144
www.aspu.com

Principal business offices: 4605 Elwood Street, Suites 300 and 400
Phoenix, AZ 85040

Investor relations contact: Kim Rogers
Hayden IR
(385) 831-7337
kim@haydenir.com
7320 E. Butherus Dr.
Scottsdale, AZ 85260

Item 2. Shares outstanding.

Period End Date: January 31, 2025					
Class	Number of Shares Authorized	Number of Shares Outstanding	Freely Tradable Shares (Public Float)	Number of Beneficial Shareholders Owning at Least 100 Shares	Total Number of Shareholders of Record
Common Stock	85,000,000	27,665,439	12,785,418	107	111
Preferred Stock	1,000,000	10,000	—	2	2

Period End Date: October 31, 2024					
Class	Number of Shares Authorized	Number of Shares Outstanding	Freely Tradable Shares (Public Float)	Number of Beneficial Shareholders Owning at Least 100 Shares	Total Number of Shareholders of Record
Common Stock	85,000,000	26,959,681	12,785,418	107	111
Preferred Stock	1,000,000	10,000	—	2	2

Period End Date: July 31, 2024					
Class	Number of Shares Authorized	Number of Shares Outstanding	Freely Tradable Shares (Public Float)	Number of Beneficial Shareholders Owning at Least 100 Shares	Total Number of Shareholders of Record
Common Stock	85,000,000	25,932,255	12,785,418	101	105
Preferred Stock	1,000,000	10,000	—	2	2

Period End Date: April 30, 2024					
Class	Number of Shares Authorized	Number of Shares Outstanding	Freely Tradable Shares (Public Float)	Number of Beneficial Shareholders Owning at Least 100 Shares	Total Number of Shareholders of Record
Common Stock	85,000,000	25,701,603	12,785,418	99	103
Preferred Stock	1,000,000	10,000	—	2	2

Transfer agent: Securities Transfer Corporation
2901 N Dallas Parkway, Suite 380
Plano, Texas 75093
(469) 633-0101

Registered under the Exchange Act: Yes

Regulatory authority: Securities and Exchange Commission

Item 3. Interim financial statements.

ASPEN GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

	<u>January 31, 2025</u>	<u>April 30, 2024</u>
	(Unaudited)	
Assets		
Current assets:		
Cash and cash equivalents	\$ 818,770	\$ 1,531,425
Restricted cash	338,002	1,088,002
Accounts receivable, net of allowance of \$5,866,401 and \$4,560,378, respectively	18,643,872	19,686,527
Prepaid expenses	575,763	502,751
Other current assets	657,914	1,785,621
Total current assets	<u>21,034,321</u>	<u>24,594,326</u>
Property and equipment:		
Computer equipment and hardware	894,251	886,152
Furniture and fixtures	1,974,271	1,974,271
Leasehold improvements	4,594,240	6,553,314
Instructional equipment	529,299	529,299
Software	9,578,277	8,784,996
	<u>17,570,338</u>	<u>18,728,032</u>
Less: accumulated depreciation and amortization	<u>(11,025,412)</u>	<u>(9,542,520)</u>
Total property and equipment, net	6,544,926	9,185,512
Goodwill	5,011,432	5,011,432
Intangible assets, net	7,900,000	7,900,000
Courseware and accreditation, net	309,946	363,975
Long-term contractual accounts receivable	18,673,614	17,533,030
Operating lease right-of-use assets, net	5,203,586	10,639,838
Deposits and other assets	667,527	718,888
Total assets	<u><u>\$ 65,345,352</u></u>	<u><u>\$ 75,947,001</u></u>

(Continued)

The accompanying condensed notes are an integral part of these unaudited consolidated financial statements.

ASPEN GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS (CONTINUED)

	<u>January 31, 2025</u>	<u>April 30, 2024</u>
	(Unaudited)	
Liabilities and Stockholders' Equity		
Liabilities:		
Current liabilities:		
Accounts payable	\$ 1,530,941	\$ 2,311,360
Accrued expenses	3,183,395	2,880,478
Advances on tuition	2,385,822	2,030,501
Deferred tuition	3,436,711	4,881,546
Due to students	2,279,274	2,558,492
Current portion of long-term debt	2,000,000	2,284,264
Operating lease obligations, current portion	2,694,665	2,608,534
Other current liabilities	368,705	86,495
Total current liabilities	17,879,513	19,641,670
Long-term debt, net	5,708,861	6,776,506
Operating lease obligations, less current portion	13,156,161	14,999,687
Put warrants liabilities	993,823	1,964,593
Other long-term liabilities	327,402	287,930
Total liabilities	38,065,760	43,670,386
Commitments and contingencies – see Note 11		
Stockholders' equity:		
Preferred stock, \$0.001 par value; 1,000,000 shares authorized, 10,000 issued and 10,000 outstanding at both January 31, 2025 and April 30, 2024		
	10	10
Common stock, \$0.001 par value; 85,000 shares authorized, 27,665,439 issued and 27,665,439 outstanding at January 31, 2025		
25,701,603 issued and 25,701,603 outstanding at April 30, 2024	27,665	25,702
Additional paid-in capital	122,105,038	121,921,048
Accumulated deficit	(94,853,121)	(89,670,145)
Total stockholders' equity	27,279,592	32,276,615
Total liabilities and stockholders' equity	<u><u>\$ 65,345,352</u></u>	<u><u>\$ 75,947,001</u></u>

The accompanying condensed notes are an integral part of these unaudited consolidated financial statements.

ASPEN GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
(Unaudited)

	Three Months Ended January 31,		Nine Months Ended January 31,	
	2025	2024	2025	2024
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Revenue	\$ 10,943,968	\$ 12,057,847	\$ 33,732,584	\$ 40,526,566
Operating expenses:				
Cost of revenue (exclusive of depreciation and amortization shown separately below)	3,032,138	3,861,895	9,265,258	12,838,943
General and administrative	6,368,891	8,493,275	20,933,780	25,335,699
Impairments of right-of-use assets and tenant leasehold improvements	—	105,314	4,937,154	105,314
Bad debt expense	450,000	450,000	1,350,000	1,350,000
Depreciation and amortization	709,301	916,124	2,324,200	2,829,426
Total operating expenses	10,560,330	13,826,608	38,810,392	42,459,382
Operating income (loss)	383,638	(1,768,761)	(5,077,808)	(1,932,816)
Other income (expense):				
Interest expense	(353,629)	(1,992,185)	(1,043,289)	(3,969,386)
Change in fair value of put warrant liability	(935,363)	(93,449)	970,769	(93,449)
Other income, net	358	2,489	17,120	16,741
Total other expense, net	(1,288,634)	(2,083,145)	(55,400)	(4,046,094)
Loss before income taxes	(904,996)	(3,851,906)	(5,133,208)	(5,978,910)
Income tax expense	3,751	28,531	49,768	152,778
Net loss	(908,747)	(3,880,437)	(5,182,976)	(6,131,688)
Dividends attributable to preferred stock	(119,979)	—	(268,188)	—
Net loss available to common stockholders	\$ (1,028,726)	\$ (3,880,437)	\$ (5,451,164)	\$ (6,131,688)
Net loss per share - basic and diluted available to common stockholders	\$ (0.04)	\$ (0.15)	\$ (0.20)	\$ (0.24)
Weighted average number of common stock outstanding - basic and diluted	27,642,172	25,835,042	26,752,369	25,650,447

The accompanying condensed notes are an integral part of these unaudited consolidated financial statements.

ASPEN GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)

	Nine Months Ended January 31,	
	2025	2024
	(Unaudited)	(Unaudited)
Cash flows from operating activities:		
Net loss	\$ (5,182,976)	\$ (6,131,688)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:		
Bad debt expense	1,350,000	1,350,000
Depreciation and amortization	2,324,200	2,829,426
Stock-based compensation	239,098	527,657
Change in fair value of put warrant liability	(970,769)	93,449
Amortization of warrant-based cost	7,000	21,000
Amortization of debt issuance costs	24,533	1,209,504
Amortization of debt discounts	—	308,832
Non-cash lease benefit	(159,214)	(618,917)
Impairments of right-of-use assets and tenant leasehold improvements	4,937,154	105,314
Changes in operating assets and liabilities:		
Accounts receivable	(1,447,929)	(5,504,660)
Prepaid expenses	(73,012)	32,139
Other current assets	1,127,707	(2,251,844)
Deposits and other assets	51,361	(363,082)
Accounts payable	(780,419)	1,552,755
Accrued expenses	302,917	840,445
Due to students	(279,218)	(55,515)
Advances on tuition and deferred tuition	(1,089,514)	161,461
Other current liabilities	282,210	325,778
Other long-term liabilities	39,472	37,930
Net cash provided by (used in) operating activities	702,601	(5,530,016)
Cash flows from investing activities:		
Purchases of courseware and accreditation	(42,810)	(152,550)
Purchases of property and equipment	(801,380)	(865,464)
Net cash used in investing activities	(844,190)	(1,018,014)
Cash flows from financing activities:		
Repayment of portion of 15% Senior Secured Debentures	(1,221,066)	(968,440)
Payments of debt issuance costs	(100,000)	(195,661)
Proceeds from 15% Senior Secured Debentures, net of original issuance discount and fees	—	10,451,080
Repayment of 2018 Credit Facility	—	(5,000,000)
Advance from related party	—	200,000
Net cash (used in) provided by financing activities	(1,321,066)	4,486,979

(Continued)

The accompanying condensed notes are an integral part of these unaudited consolidated financial statements.

ASPEN GROUP, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED)
(Unaudited)

	Nine Months Ended January 31,	
	2025	2024
	(Unaudited)	(Unaudited)
Net decrease in cash, cash equivalents and restricted cash	\$ (1,462,655)	\$ (2,061,051)
Cash, cash equivalents and restricted cash at beginning of period	2,619,427	5,724,467
Cash, cash equivalents and restricted cash at end of period	\$ 1,156,772	\$ 3,663,416
Supplemental disclosure of cash flow information:		
Cash paid for interest	\$ 1,043,289	\$ 2,423,307
Cash paid for income taxes	\$ 49,768	\$ 89,441
Supplemental disclosure of non-cash investing and financing activities:		
Accrued dividends	\$ 119,979	\$ —
Relative fair value of warrants issued as part of the 15% Senior Secured Debentures	\$ —	\$ 154,000
Reclassification of put warrants as part of the 15% Senior Secured Debentures from equity to liabilities	\$ —	\$ 500,825
Issuance of put warrants as part of the 15% Senior Secured Debentures	\$ —	\$ 1,964,593

The following table provides a reconciliation of cash and cash equivalents and restricted cash reported within the accompanying consolidated balance sheet to the total amounts shown in the accompanying unaudited consolidated statements of cash flows:

	January 31,	
	2025	2024
	(Unaudited)	(Unaudited)
Cash and cash equivalents	\$ 818,770	\$ 563,416
Restricted cash	338,002	3,100,000
Total cash, cash equivalents and restricted cash	\$ 1,156,772	\$ 3,663,416

The accompanying condensed notes are an integral part of these unaudited consolidated financial statements.

ASPEN GROUP, INC. AND SUBSIDIARIES
CONDENSED NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
January 31, 2025
(Unaudited)

Note 1. Nature of Operations

Aspen Group, Inc. ("AGI") is an education technology holding company. AGI has two subsidiaries, Aspen University Inc. ("Aspen University" or "AU"), organized in 1987, and United States University, Inc. ("United States University" or "USU").

All references to the "Company", "AGI", "Aspen Group", "we", "our" and "us" refer to Aspen Group, Inc. and its subsidiaries, unless the context otherwise indicates.

AGI leverages its education technology infrastructure and expertise to allow its two universities, Aspen University and United States University, to deliver on the vision of making college affordable again. Because we believe higher education should be a catalyst to our students' long-term economic success, we exert financial prudence by offering affordable tuition that is one of the greatest values in higher education. AGI's primary focus relative to future growth is to target the high growth nursing profession.

Since 1993, AU has been institutionally accredited by the Distance Education Accrediting Commission ("DEAC"), an accrediting agency recognized by the United States Department of Education (the "DOE"), and AU is accredited through January 2029.

Since 2009, USU has been institutionally accredited by WASC Senior College and University Commission ("WSCUC"), an accrediting agency recognized by the DOE, and USU is accredited through 2030.

Both universities are qualified to participate under the Higher Education Act of 1965, as amended ("HEA") and the Federal student financial assistance programs (Title IV, HEA programs). USU received full certification on May 6, 2022, and a new Program Participation Agreement ("PPA") was issued with an effective period until December 31, 2025. Aspen University is also certified to participate under the Title IV and HEA Programs. AU applied for recertification on August 16, 2023, and provisional certification will continue until the receipt of a final certification from the DOE. Management does not know of any reason why its qualifications under Title IV and the HEA Program would not be renewed. Title IV eligibility is considered a tremendous milestone for any educational institution to achieve, as the degrees earned from these institutions are often regarded as more valuable given their backing by the DOE. See Note 11. Commitments and Contingencies Note for additional information.

Note 2. Significant Accounting Policies

Basis of Presentation and Consolidation

The interim unaudited consolidated financial statements included herein have been prepared by the Company. In the opinion of the Company's management, all adjustments (consisting of normal recurring adjustments and reclassifications and non-recurring adjustments) necessary to present fairly the results of operations for the three and nine months ended January 31, 2025 and 2024, cash flows for the three and nine ended January 31, 2025 and 2024, and the consolidated financial position as of January 31, 2025 have been made. The results of operations for such interim periods are not necessarily indicative of the operating results to be expected for the full year.

Certain information and disclosures normally included in the notes to the annual consolidated financial statements have been condensed or omitted from these interim unaudited consolidated financial statements. Accordingly, these interim consolidated financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in our Audited Annual Report for the fiscal year ended April 30, 2024 as filed with the OTC Markets Group Inc. ("OTC") on November 22, 2024. The April 30, 2024 consolidated balance sheet is derived from those statements.

The Company prepares its consolidated financial statements in accordance with U.S. generally accepted accounting principles ("GAAP").

The consolidated financial statements include the accounts of AGI and its wholly-owned subsidiaries. All intercompany balances and transactions have been eliminated in consolidation.

ASPEN GROUP, INC. AND SUBSIDIARIES
CONDENSED NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
January 31, 2025
(Unaudited)

A full listing of our significant accounting policies is described in Note 2. Summary of Significant Accounting Policies of our Audited Annual Report for the fiscal year ended April 30, 2024 as filed with the OTC on November 22, 2024.

Accounting Estimates

Management of the Company is required to make certain estimates, judgments and assumptions during the preparation of its consolidated financial statements in accordance with GAAP. These estimates, judgments and assumptions impact the reported amounts of assets, liabilities, revenue and expenses and the related disclosure of contingent assets and liabilities. Actual results could differ from those estimates.

Significant estimates in the accompanying consolidated financial statements include the allowance for credit losses, the valuation of lease liabilities and the carrying value of the related right-of-use assets ("ROU assets"), depreciable lives of property and equipment, amortization periods and valuation of courseware, intangibles and software development costs, valuation of goodwill, valuation of loss contingencies, valuation of the put warrant liability, valuation of stock-based compensation and the valuation allowance on deferred tax assets.

Cash, Cash Equivalents, and Restricted Cash

For the purposes of the consolidated statements of cash flows, the Company considers all highly liquid investments with an original maturity of three months or less when purchased to be cash equivalents.

	January 31, 2025	April 30, 2024
Cash and cash equivalents	<u>\$ 818,770</u>	<u>\$ 1,531,425</u>
Restricted cash:		
Collateral for surety bond at AU	250,000	1,000,000
Letter of credit for Title IV with DOE at AU	<u>88,002</u>	<u>88,002</u>
Total restricted cash	<u>338,002</u>	<u>1,088,002</u>
Total cash, cash equivalents and restricted cash as shown on the statement of cash flows	<u><u>\$ 1,156,772</u></u>	<u><u>\$ 2,619,427</u></u>

Concentration of Credit Risk

The Company maintains its cash in bank and financial institution deposits that at times may exceed federally insured limits of \$250,000 per financial institution. The Company has not experienced any losses in such accounts from inception through January 31, 2025. As of January 31, 2025 and April 30, 2024, the Company maintained deposits exceeding federally insured limits by approximately \$774,691 and \$1,192,501, respectively, held in one institution.

Fair Value Measurements and Fair Value of Financial Instruments

Fair value is the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants. The Company classifies assets and liabilities recorded at fair value under the fair value hierarchy based upon the observability of inputs used in valuation techniques. Observable inputs (highest level) reflect market data obtained from independent sources, while unobservable inputs (lowest level) reflect internally developed market assumptions. The fair value measurements are classified under the following hierarchy:

- Level 1—Observable inputs that reflect quoted market prices (unadjusted) for identical assets and liabilities in active markets;
- Level 2—Observable inputs, other than quoted market prices, that are either directly or indirectly observable in the marketplace for identical or similar assets and liabilities, quoted prices in markets that are not active, or other inputs

ASPEN GROUP, INC. AND SUBSIDIARIES
CONDENSED NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
January 31, 2025
(Unaudited)

that are observable or can be corroborated by observable market data for substantially the full term of the assets and liabilities; and

Level 3—Unobservable inputs that are supported by little or no market activity that are significant to the fair value of assets or liabilities.

The estimated fair value of certain financial instruments, including cash and cash equivalents, accounts receivable, accounts payable and accrued expenses are carried at historical cost basis, which approximates their fair values because of the short-term nature of these instruments and long-term accounts receivable approximate fair value since there is not a significant finance component (see below). Additionally, at each reporting period, accounts receivable is adjusted for the fair value impact of one-time 25% discount programs offered to students, as discussed in Note 3. Accounts Receivable. The estimated adjustment is based on the 25% discount applied to the historical student participation rate in the offer, and it results in a reduction of reported accounts receivable balance in the consolidated balance sheet and a related reduction of revenue in the consolidated statement of operations.

The Company's non-financial assets, such as goodwill, intangible assets, ROU assets, and property and equipment, are adjusted to fair value only when an impairment is recognized. Such fair value measurements are based predominantly on Level 3 inputs.

A financial asset or liability's classification within the hierarchy is determined based on the lowest level input that is significant to the fair value measurement. The table below summarizes the fair values of the Company's financial assets and liabilities as of January 31, 2025 that are not valued at historical cost:

January 31, 2025				
	Level 1	Level 2	Level 3	Total Fair Value Measurements
Put Warrant Liability	\$ —	\$ —	\$ 993,823	\$ 993,823

The Company's put warrant liability is measured at fair value on a recurring basis using significant unobservable inputs (Level 3). The following table provides a reconciliation of the beginning and ending balance and gains or losses recognized during the year ended January 31, 2025:

Beginning balance, April 30, 2024	\$ 1,964,593
Re-measurement adjustments:	
Change in fair value of put warrant liability	(970,770)
Ending balance, January 31, 2025	\$ 993,823

Significant unobservable inputs used in the fair value measurements of the Company's derivative liabilities designated as Level 3 are as follows:

	January 31, 2025
Fair value	\$ 993,823
Valuation technique	Black Scholes Model*
Significant unobservable input	Time to maturity and volatility

*The Black Scholes Model inputs include the minimum payment per 1% of equity, \$100,000; risk-free rate, 4.32%; volatility, 897.72%; remaining warrants term (weighted) (years), 3.69; the Company's stock price as of January 31, 2025, \$0.17; and exercise price, \$0.01.

ASPEN GROUP, INC. AND SUBSIDIARIES
CONDENSED NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
January 31, 2025
(Unaudited)

Revenue Recognition, Advances on Tuition and Deferred Tuition

The Company follows Accounting Standards Codification 606 ("ASC 606"). ASC 606 is based on the principle that revenue is recognized to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. This ASC also requires additional disclosure about the nature, amount, timing, and uncertainty of revenue and cash flows arising from customer purchase orders, including significant judgments.

Revenue consists primarily of tuition and course fees derived from courses taught by the Company online and in-person as well as from related educational resources and services that the Company provides to its students. Under ASC 606, tuition and course fee revenue is recognized pro-rata over the applicable period of instruction and are not considered separate performance obligations. Non-tuition related revenue and fees are recognized as services are provided or when the goods are received by the student. Students may receive discounts, scholarships, or refunds, which gives rise to variable consideration. Discounts or scholarships are applied to individual student accounts when such amounts are awarded. Therefore, the tuition is reduced directly by these discounts or scholarships from the amount of the standard tuition rate charged.

Deferred tuition liability represents student billings in excess of revenues recognized for courses that started as of the balance sheet date for which the related accounts receivable have not yet been collected.

Advances on tuition liability represents student billings in excess of revenues recognized for courses that started as of the balance sheet date for which the related accounts receivable have already been collected.

The Company's disaggregated revenue disclosures are presented in Note 8. Revenue.

Net Loss Per Share

Net loss per share is based on the weighted average number of shares of common stock outstanding during each period. Summarized below are shares not included in the computation of diluted net loss per share because the effects would have been anti-dilutive. The options, warrants, RSUs, unvested restricted stock and convertible notes are considered to be common stock equivalents and are only included in the calculation of diluted earnings per share of common stock when their effect is dilutive. See Note 7. Stockholders' Equity.

	January 31, 2025	April 30, 2024
Options to purchase common shares	—	87,433
Warrants to purchase common shares	7,417,479	6,121,018
Unvested restricted stock	1,548,334	1,869,888
Convertible 15% Debentures	15,679,408	18,121,540

Segment Information

The Company operates in one reportable segment as a single educational delivery operation using a core infrastructure that serves the curriculum and educational delivery needs of its online and campus students regardless of geography. The Company's chief operating decision makers, its Chief Executive Officer, Chief Financial Officer and Chief Academic Officer, manage the Company's operations as a whole.

Recent Accounting Pronouncements Not Yet Adopted

ASU No. 2023-09—Income Taxes (Topic 740)—Improvements to Income Tax Disclosures

In December 2023, the FASB issued ASU No. 2023-09, which establishes required categories and a quantitative threshold to the annual tabular rate reconciliation disclosure and disaggregated jurisdictional disclosures of income taxes paid. The guidance's annual requirements are effective for the Company beginning with the December 31, 2025 reporting period. Early adoption is permitted, and ASU No. 2023-09 may be applied either prospectively or retrospectively. The Company is currently

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assessing ASU No. 2023-09, its impact on its income tax disclosures and method of adoption. ASU No. 2023-09 does affect the Company's results of operations, financial condition or cash flows. The Company does not plan to adopt ASU No. 2023-09 early.

ASU No. 2024-03—Income Statement-Reporting Comprehensive Income—Expense Disaggregation Disclosures (Subtopic 220-40)—Disaggregation of Income Statement Expenses

In November 2024, the FASB issued ASU No. 2024-03, which is intended to provide users of financial statements with more decision-useful information about expenses of a public business entity, primarily through enhanced disclosures of certain components of expenses commonly presented within captions on the statement of operations, such as purchases of inventory, employee compensation, depreciation and amortization, as well as a qualitative description of the amounts remaining in relevant expense captions that are not separately disaggregated quantitatively. ASU No. 2024-03 also requires disclosure of the total amount of selling expenses and, in annual reporting periods, the definition of selling expenses. ASU No. 2024-03 is effective for fiscal years beginning after December 15, 2026 and for interim periods beginning after December 15, 2027. Early adoption is permitted, and ASU No. 2024-03 may be applied either prospectively or retrospectively. The Company is currently assessing ASU No. 2024-03, its impact on its disclosures and the timing and method of adoption. ASU No. 2024-03 does not affect the Company's results of operations, financial condition or cash flows. The Company does not plan to adopt ASU No. 2024-03 early.

Note 3. Accounts Receivable

Accounts receivable consisted of the following at January 31, 2025 and April 30, 2024:

	January 31, 2025	April 30, 2024
Total accounts receivable, gross	\$ 43,183,887	\$ 41,779,935
Long-term contractual accounts receivable	(18,673,614)	(17,533,030)
Accounts receivable, gross	24,510,273	24,246,905
Less: allowance for doubtful accounts	(5,866,401)	(4,560,378)
Accounts receivable, net	<u>\$ 18,643,872</u>	<u>\$ 19,686,527</u>

During the nine months ended January 31, 2025 and Fiscal Year 2024, AU and USU offered a one-time opportunity for graduates/alumni still making payments under the monthly payment plan ("MPP"), and all other payment types including financial aid, to reduce their outstanding balance by 25% if the balance is paid within the time period specified in the offer. The amount collected under the program is summarized in the table below:

	For the period ended	
	January 31, 2025	April 30, 2024
	Program ended on February 14, 2025	Program ended on April 19, 2024
Aspen University	\$1.4 million	\$1.3 million
United States University	\$2.0 million	\$2.3 million
Total cash collected under the program	<u>\$3.4 million</u>	<u>\$3.6 million</u>

During the nine months ended January 31, 2025 and 2024, \$0.9 million and \$0, respectively, of consolidated accounts receivable was written off under the program and was recorded as a reduction of revenue in the accompanying consolidated statement of operations.

Bad debt expense for each of the three months ended January 31, 2025 and 2024, was \$450,000. Bad debt expense for each of the nine months ended January 31, 2025 and 2024 was \$1,350,000.

Note 4. Property and Equipment

As property and equipment reach the end of their useful lives, the fully expired assets are written off against the associated accumulated depreciation and amortization.

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When assets are disposed of before reaching the end of their useful lives both the recorded cost of the fixed asset and the corresponding amount of accumulated depreciation is reversed. Any remaining difference between the two, net of proceeds, is recognized as either other income or expense. There was no expense impact for such write-offs for the three and nine months ended January 31, 2025 and 2024.

Software consisted of the following:

	January 31, 2025	April 30, 2024
Software	\$ 9,578,277	\$ 8,784,996
Accumulated amortization	(6,202,272)	(4,933,312)
Software, net	<u>\$ 3,376,005</u>	<u>\$ 3,851,684</u>

Depreciation and amortization expense for property and equipment and software is summarized below:

	Three Months Ended January 31,		Nine Months Ended January 31,	
	2025	2024	2025	2024
Depreciation and amortization expense:				
Property and equipment, excluding software	\$ 266,697	\$ 430,215	\$ 958,400	\$ 1,350,752
Software	\$ 409,459	\$ 456,766	\$ 1,268,960	\$ 1,398,231

Note 5. Courseware and Accreditation

As courseware and accreditation reach the end of their useful life, they are written off against the accumulated amortization. There was no expense impact for such write-offs for the three and nine months ended January 31, 2025 and 2024.

Courseware and accreditation consisted of the following:

	January 31, 2025	April 30, 2024
Courseware	\$ 862,963	\$ 820,152
Accreditation	106,750	106,750
	969,713	926,902
Accumulated amortization	(659,767)	(562,927)
Courseware and accreditation, net	<u>\$ 309,946</u>	<u>\$ 363,975</u>

Amortization expense for courseware and accreditation is summarized below:

	Three Months Ended January 31,		Nine Months Ended January 31,	
	2025	2024	2025	2024
Courseware and accreditation amortization expense	\$ 33,145	\$ 29,143	\$ 96,840	\$ 80,443

Amortization expense is included in "Depreciation and amortization" in the unaudited consolidated statements of operations.

Note 6. Debt

	January 31, 2025	April 30, 2024
15% Senior Secured Debentures due May 12, 2026 (the "15% Debentures"); interest payable monthly	\$ 7,839,704	\$ 9,060,770
Total long-term debt	7,839,704	9,060,770
Less: current portion of long-term debt	(2,000,000)	(2,284,264)
Less: unamortized debt issuance costs	(130,843)	—
Total long-term debt, net	<u>\$ 5,708,861</u>	<u>\$ 6,776,506</u>

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On May 12, 2023, Aspen Group, Inc. completed a private offering of approximately \$12.4 million aggregate principal amount of 15% Senior Secured Debentures ("15% Debentures") due May 2026. Of the \$12.4 million of principal, approximately \$10.5 million was funded with the remainder recorded as debt discount. A portion of the proceeds from the 15% Debentures (\$5 million plus accrued interest) were used to fully repay the outstanding borrowings under the 2018 Credit Facility, in addition to paying expenses associated with this offering; the remaining proceeds were used for working capital needs. The Company also reimbursed the investors for expenses incurred in relation to legal expenses, due diligence and investment documentation of \$90,000 in advance of entering into the 15% Debentures. After the discount, fees, expenses, discussed below, and the repayment of the 2018 Credit Facility, \$3.4 million was made available to the Company as unrestricted cash, and \$2.0 million was deposited into a restricted cash account, which is included in "Restricted cash" in the accompanying consolidated balance sheets. The \$2.0 million restricted cash deposit was subsequently reduced to a \$500,000 restricted cash deposit (see Second Amendment discussion below); and the remaining \$500,000 was used to prepay the outstanding balance (see Third Amendment discussion below).

At closing of the 15% Debentures, the Company paid the investment bank fees, lender fees and legal expenses of \$0.8 million, which were recorded as debt issuance costs and recorded a \$1.4 million original issue discount, both of which are being amortized over a three-year period in "interest expense" in the accompanying consolidated statement of operations. In connection with the Third Amendment discussed below, the Company recorded a loss on debt extinguishment, which consisted of \$0.7 million of debt issuance costs, \$250,000 exit fee and \$1.0 million of original issue discount. The loss is included in "Loss on debt extinguishment" in the consolidated statement of operations in the fourth quarter of fiscal 2024. During Fiscal 2025, the Company paid \$100,000 and accrued \$55,376 of investment bank fees related to the 15% Debentures. During both the three and nine months ended January 31, 2025, the Company recorded \$24,533, respectively, of amortization of debt issuance costs. During the three and nine months ended January 31, 2024, the Company recorded \$66,216 and \$176,573 of amortization of debt issuance costs and \$115,812 and \$308,832 of amortization of original issue discount, respectively, which are included in "Interest expense" in the consolidated statement of operations.

The 15% Debentures bear cash interest from May 12, 2023 at an annual rate of 15% payable monthly in arrears on the last business day of each month, beginning on May 1, 2023. The interest rate is subject to increase to 20% upon the occurrence of an event of default. The 15% Debentures will mature on May 12, 2026 unless earlier redeemed. The 15% Debentures were subject to monthly redemptions beginning in November 2023 of approximately \$290,000 (subsequently amended as discussed in the Sixth Amendment below).

The Company had the option to prepay the 15% Debentures at any time after May 12, 2024 at 105%; but did not make this election.

As part of the offering, the Company also issued warrants to purchase 2.2 million shares of common stock, representing 6% of the outstanding common stock at closing, at an exercise price of \$0.01 per share ("May 2024 Warrants"). The fair value of the warrants was \$154,000 and was being amortized over a three-year term. The warrants contain anti-dilution protection. In connection with the Second Amendment, described below and discussed in Note 7 Stockholders' Equity, these warrants were reclassified to liabilities in the third quarter of fiscal 2024. See Note 7. Stockholders' Equity for additional information.

The 15% Debentures contain covenants that required the Company to maintain \$2.0 million of restricted cash (subsequently amended as discussed in the Second and Third Amendments below), maintain at least \$20.0 million of accounts receivable at all times, and maintain enumerated quarterly revenue and quarterly Adjusted EBITDA amounts, which is defined as EBITDA excluding: (1) stock-based compensation; and (2) non-recurring charges (subsequently amended as discussed in the Third Amendment below).

First Amendment

On August 1, 2023, the Company entered into an amendment with the purchasers pursuant to the 15% Debentures to unrestrict \$750,000 of the \$2 million restricted cash, required to be maintained as part of the covenants, until the earlier of August 22, 2023 or next Heightened Cash Monitoring 2 ("HCM2") funding, discussed in Note 11. Commitments and Contingencies. On August 9, 2023, the Company replenished the restricted cash balance to \$2 million and paid \$100,000 of principal along with a \$5,000 fee.

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Second Amendment

On October 31, 2023, the Company entered into a Second Amendment with the purchasers pursuant to the 15% Debentures to unrestrict \$1.5 million of the \$2.0 million restricted cash which was accounted for as a debt modification. Upon receipt of the fifth HCM2 reimbursement on February 8, 2024, the Company was required to prepay \$1.5 million of the outstanding principal of the 15% Debentures ("Mandatory Prepayment"). Additionally, the Company paid a prepayment premium of \$250,000, which was recorded as loss on debt extinguishment. Monthly redemptions which began in November 2023 were reduced by 10% following the Mandatory Prepayment to approximate \$260,000. As part of the Second Amendment, the Company also issued additional warrants to purchase Common Stock. See Note 7. Stockholders' Equity for additional information on the warrants.

Third Amendment

On April 16, 2024, the Company entered into a Third Amendment with the holders of its outstanding 15% Debentures to:

- (i) utilize the remaining \$500,000 of restricted cash to prepay outstanding principal on April 18, 2024;
- (ii) pay an exit fee of \$250,000 on or prior to the earlier of the maturity date and repayment in full of the outstanding balance of the 15% Debentures which was accrued in "Other long-term liabilities" in the accompanying consolidated balance sheets;
- (iii) reduce the monthly principal payments to \$50,000 for the calendar months of March, April, May, June, July, and August 2024;
- (iv) reduce the required minimum Revenue and Adjust EBITDA covenants; and
- (v) include a voluntary \$0.50 conversion feature to common stock of AGI.

The above conversion feature of \$0.50 triggered price protection in certain prior warrant grants. See Note 7. Stockholders' Equity.

Fourth Amendment

On April 29, 2024, the Company entered into a Fourth Amendment with the holders of its outstanding 15% Debentures to:

- (i) approve the exchange of the 2022 Convertible Notes held by the holders in exchange for the Series A Convertible Preferred Stock ("Series A") pursuant to the Exchange Agreement and the terms of the Series A set forth in the Certificate of Designation;
- (ii) revise certain negative covenants in the 15% Debentures to permit the issuance of the Dividend Shares (see Note 7. Stockholders' Equity) and carve-out the issuance of the Dividend Shares from triggering any adjustments pursuant to negative covenants in the 15% Debentures;
- (iii) clarify that the issuance of the Dividend Shares is an "Exempt Issuance" under the 15% Debentures;
- (iv) agree that if the Series A are exchanged for new convertible notes on similar terms as the original 2022 Convertible Notes (other than a \$0.50 per share conversion price), such notes would be "Permitted Indebtedness" (as defined in the 15% Debentures); and
- (v) enter into an agreement to terminate the subordination agreement.

Fifth Amendment

On July 19, 2024, the Company entered into a Fifth Amendment to amend certain events of default.

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Sixth Amendment

On October 31, 2024, the Company entered into a Sixth Amendment with the holders of its outstanding 15% Debentures. The Amendment provides that effective Q3 Fiscal 2025, required monthly loan principal payments will be converted to quarterly payments of \$500,000. The first quarterly principal payment was made on January 31, 2025, with subsequent payments due each 90 days thereafter. As part of the Sixth Amendment, the Company issued the holders of the 15% Debentures additional warrants to purchase common stock equal to 5% of outstanding shares of common stock on the Sixth Amendment effective date of October 31, 2024. See Note 7. Stockholders' Equity for additional information.

Note 7. Stockholders' Equity

Stock-based Incentive Plans

AGI maintains one stock-based incentive plan: the 2018 Equity Incentive Plan (the "2018 Plan") that provides for the grant of shares in the form of incentive stock options, non-qualified stock options, restricted shares, stock appreciation rights and RSUs to employees, consultants, officers and directors.

As of January 31, 2025 and April 30, 2024, there were 224,854 and 146,554 shares, respectively, remaining available for future issuance under the 2018 Plan.

Increase in Authorized Common Shares

On June 10, 2024, Company received approval for an amendment to the Certificate of Incorporation of the Company (the "Charter Amendment") to increase the number of shares of common stock authorized from to 60,000,000 to 85,000,000 shares. The Charter Amendment was approved by a majority of the Company's common stockholders, which was required to approve this proposal. The Charter Amendment was filed with the Secretary of State of the State of Delaware on June 10, 2024. This increase has been retrospectively adjusted to the fiscal year 2024 accompanying consolidated balance sheet.

OTC Markets Group Inc. Status

On September 18, 2024, the Company was moved from the OTCQB OTC Pink to the Expert Market. On January 22, 2025, the Company was moved back to the OTCQB effective for trading January 22, 2025. Aspen Group continues to trade under the ticker symbol "ASPU."

Preferred Stock

The Company is authorized to issue 1,000,000 shares of "blank check" preferred stock with designations, rights and preferences as may be determined from time to time by our Board of Directors. As of both January 31, 2025 and April 30, 2024, there were 10,000 shares issued and outstanding.

Each share of Series A has a par value of \$0.001 per share and an initial stated value of \$1,000 per share. Retroactive to April 1, 2024 shares of the Series A is entitled to receive dividends at the rate of 14.0% per annum of the stated value payable solely in shares of AGI common stock. Such dividends accrue and are cumulative from and including April 1, 2024 and are payable quarterly in arrears on each dividend payment date, commencing May 1, 2024. Accruing and unpaid dividends are settled with common stock shares using a conversion price of \$0.50 per share. Each share of Series A is convertible into 2,000 shares of AGI common stock at a conversion price of \$0.50 based on the stated value. The Series A has a beneficial ownership limitation on the Common Stock of 24.99% per shareholder.

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Dividends issued were as follows:

Issuance Date	Number of Common Stock Issued	Fair Value of Dividend
May 1, 2024	230,138	\$ 59,836
August 1, 2024	705,758	\$ 141,152
November 1, 2024	705,758	\$ 7,058
February 1, 2025 *	705,758	\$ 119,979

* Accrued at January 31, 2025.

Common Stock

At both January 31, 2025 and April 30, 2024, the Company was authorized to issue 85,000,000 shares of common stock.

Restricted Stock

As of both January 31, 2025 and April 30, 2024, there were no unvested shares of restricted common stock outstanding. There is no unrecognized compensation expense related to restricted stock as of January 31, 2025.

Restricted Stock Units

A summary of the Company's RSU activity granted under the 2018 Equity Incentive Plan, during the nine ended January 31, 2025 is presented below:

Restricted Stock Units	Number of Shares	Weighted Average Grant Date Fair Value
Unvested balance outstanding, April 30, 2024	1,869,888	\$ 0.40
Granted	10,000	0.02
Forfeits	(867)	0.02
Vested	(330,687)	0.12
Expired	—	—
Unvested balance outstanding, January 31, 2025	1,548,334	\$ 0.16

CEO RSUs

On September 29, 2023, the Board of Directors approved a 1.0 million RSU grant to the Company's Chief Executive Officer ("CEO"). The grant has a grant date fair value of \$180,000 based on a closing stock price of \$0.18 per share. The amortization expense related to this grant for the three and nine months ended January 31, 2025 was \$22,500 and \$67,500, respectively, which is included in "General and administrative expense" in the accompanying consolidated statements of operations.

CFO RSUs

On August 29, 2023, the Board of Directors approved a 500,000 RSU grant to the Company's Chief Financial Officer ("CFO"). The grant has a grant date fair value of \$65,000 based on a closing stock price of \$0.13 per share. The amortization expense related to this grant for the three and nine months ended January 31, 2025 was \$5,417 and \$16,251, respectively, which is included in "General and administrative expense" in the accompanying consolidated statements of operations.

CAO RSUs

On September 29, 2023, the Board of Directors approved a 100,000 RSU grant to the Company's Chief Academic Officer ("CAO"). The grant has a grant date fair value of \$18,000 based on a closing stock price of \$0.18 per share. The amortization

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expense related to this grant for the three and nine months ended January 31, 2025 was \$1,583 and \$4,749, respectively, which is included in "General and administrative expense" in the accompanying consolidated statements of operations.

Other RSUs

Of the 1,548,334 unvested RSUs outstanding at January 31, 2025, 1.4 million shares are related to the CFO, CEO and CAO RSU grants. The remaining approximately 0.1 million unvested RSUs were employee grants subject to time-based vesting and continued employment, which had a total grant date fair value of \$28,883 based on a closing stock price of the date of grant.

At January 31, 2025, total unrecognized compensation expense related to unvested RSUs is \$0.1 million and is expected to be recognized over a weighted-average period of approximately 1.66 years.

Warrants

The Company estimates the fair value of warrants utilizing the Black-Scholes pricing model, unless indicated otherwise, which is dependent upon several variables such as the expected term, expected volatility of the Company's stock price over the expected term, expected risk-free interest rate over the expected term and expected dividend yield rate over the expected term. The Company believes this valuation methodology is appropriate for estimating the fair value of warrants issued which are subject to ASC Topic 718 requirements. These amounts are estimates and thus may not be reflective of actual future results, nor amounts ultimately realized by recipients of these grants. The Company recognizes expense on a straight-line basis over the vesting period of each warrant issued.

A summary of the Company's warrant activity during the nine months ended January 31, 2025 is presented below:

Warrants	Number of Shares	Weighted Average Exercise Price	Weighted Average Remaining Contractual Term	Aggregate Intrinsic Value
Balance Outstanding, April 30, 2024	6,121,018	\$ 0.06	3.97	\$ —
Granted	1,296,461	\$ 0.01	4.75	—
Exercised	—	\$ —	—	—
Surrendered	—	\$ —	—	—
Expired	—	\$ —	—	—
Balance Outstanding, January 31, 2025	7,417,479	\$ 0.09	3.82	\$ 1,145,654
Unvested	—			
Exercisable, January 31, 2025	7,417,479	\$ 0.09	3.82	\$ 1,145,654

OUTSTANDING WARRANTS			EXERCISABLE WARRANTS		
Exercise Price	Weighted Average Exercise Price	Outstanding Number of Warrants	Weighted Average Exercise Price	Weighted Average Remaining Life In Years	Exercisable Number of Warrants
\$ 0.01	\$ 0.01	7,142,479	\$ 0.01	3.88	7,142,479
\$ 0.50	\$ 0.50	200,000	\$ 0.50	2.23	200,000
\$ 0.50	\$ 0.50	50,000	\$ 0.50	1.58	50,000
\$ 6.99	\$ 6.99	25,000	\$ 6.99	1.47	25,000
		7,417,479			7,417,479

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15% Debentures - Warrants

On May 12, 2023, as part of the 15% Debentures offering, the Company issued warrants to the investors to purchase 2.2 million shares of the Company's common stock exercisable for five years from the date of issuance at the exercise price of \$0.01 per share (the "May 2023 Warrants"). See Note 6. Debt. The relative fair value of the warrants was \$154,000, and they are amortized over a three-year term and contain anti-dilution protection. The relative fair value of the warrants was treated as a deferred financing cost. The Company recognized \$12,833 and \$34,222, of amortization expense in connection with the fair value of the warrants for the three and nine months ended January 31, 2024, which is included in "interest expense" in the accompanying consolidated statement of operations. In connection with the Second Amendment, described below, the fair value warrants were reclassified to liabilities due to the addition of the cash repayment put option in accordance with ASC 480. At January 31, 2024, these May 2023 Warrants were revalued to an adjusted fair value of \$594,274. As of April 30, 2024, the Company reclassified \$500,825 from "Additional paid-in capital" to "Warrant liabilities" in the accompanying consolidated balance sheet; and recognized a \$93,449 loss of fair value adjustment in "Other (expense) income, net" in the accompanying consolidated statement of operations.

As part of the Second Amendment to the 15% Debentures, which is discussed in Note 6. Debt, the Company also issued warrants to purchase Common Stock at an exercise price of \$0.01 based on the outstanding principal balances of the 15% Debentures, which are the same term as the May 2023 Warrants (collectively, the "New Warrants"):

- a. on the effective date of the Second Amendment, New Warrants were issued to purchase 403,545 shares of Common Stock, which is equal to 1% of the Company's outstanding shares on a fully diluted basis, with a value of \$91,280;
- b. since the Mandatory Prepayment of \$1.5 million was not made by December 30, 2023, on such date, New Warrants were issued to purchase 3% of the Company's issued and outstanding on a fully diluted basis. The Company issued an additional 1,210,634 warrants with a value of \$324,937; and
- c. since the Mandatory Prepayment of \$1.5 million was not made by January 31, 2024, but rather on February 8, 2024, on such date, New Warrants were issued to purchase 5% of the Company's issued and outstanding on a fully diluted basis. The Company issued an additional 2,017,724 warrants with a value of \$541,562.

The Second Amendment also provides that upon the first to occur of the (i) the 15% Debenture Maturity Date, (ii) after the occurrence and during the continuance of an event of default, or (iii) the repayment in full of the 15% Debentures, the Company shall, upon the written request, repurchase the May 2023 Warrants and the New Warrants for a purchase price of \$100,000 in cash per one percentage point of ownership of the Company's issued and outstanding common stock on a fully diluted basis as of the date of the Second Amendment, which is 14% (subject to adjustment for stock splits, stock dividends, stock combinations, reverse stock splits, recapitalizations and similar transactions) (collectively the "put warrants"). At January 31, 2025, the total number of warrants issued under the 15% Debentures was 5,846,018, and the fair value of these put warrants, valued using the Black Scholes model on a quarterly basis, was \$993,823, which is included in "Warrant liability" in the accompanying consolidated balance sheet. See Note 2. Significant Accounting Policies.

As part of the Sixth Amendment to the 15% Debentures, which is discussed in Note 6. Debt, the Company issued additional warrants to purchase 1,296,461 shares of Common Stock, which is equal to 5% of the Company's outstanding shares on a fully diluted basis at October 31, 2024, exercisable for five years from the date of issuance at the exercise price of \$0.01 per share. At January 31, 2025, the fair value of the Sixth Amendment issued warrants was de minimis.

2022 Convertible Notes - Warrants

On April 22, 2022, as consideration for amending the Intercreditor Agreement, the Company issued warrants to the each of the same two holders of the since exchanged \$10 million Convertible Notes, to each purchase 100,000 shares of the Company's common stock exercisable for five years from the date of issuance at the exercise price of \$1.00 per share. These warrants had price protection so as a result of making the 15% Debentures convertible in Fiscal 2024, as discussed in Note 6. Debt, the exercise price automatically was reduced to \$0.50. The fair value of the warrants of \$118,000 was treated as deferred financing costs, a non-current asset, and was fully amortized in prior years.

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2018 Credit Facility Agreement - Warrants

On August 31, 2021, the Compensation Committee approved the issuance of warrants to the Leon and Toby Cooperman Family Foundation as an extension fee in connection with the extension of the 2018 Credit Facility Agreement. The warrants allow for the purchase of 50,000 shares of the Company's common stock and have an exercise price of \$5.85. These warrants had price protection, so as a result of making the 15% Debentures convertible in Fiscal 2024, as discussed in Note 6. Debt, the exercise price automatically was reduced to \$0.50. In addition, for regulatory reasons, a 24.99% beneficial ownership limitation was inserted into the warrants. The warrants have an exercise period of five years from the August 31, 2021 issuance date and will terminate automatically and immediately upon the expiration of the exercise period. The fair value of the warrants is \$137,500. In connection with repayment of the 2018 Credit Facility on May 12, 2023, the remaining fair value of these warrants of \$23,897 was fully expensed during the six months ended October 31, 2023, which is included in "interest expense" in the accompanying consolidated statement of operations.

Stock Option Grants to Employees and Directors

There were no stock options granted to employees during both the three and nine months ended January 31, 2025 and 2024.

A summary of the Company's stock option activity for employees and directors during the nine ended January 31, 2025, is presented below:

Options	Number of Shares	Weighted Average Exercise Price	Weighted Average Remaining Contractual Term	Aggregate Intrinsic Value
Balance Outstanding, April 30, 2024	87,433	\$ 5.89	0.48	\$ —
Granted	—	—	—	—
Exercised	—	—	—	—
Forfeited	(1,433)	0.01	—	—
Expired	(86,000)	5.90	—	—
Balance Outstanding, January 31, 2025	—	\$ —	—	\$ —
Exercisable, January 31, 2025	—	\$ —	—	\$ —

As of January 31, 2025, there are no unrecognized compensation costs related to unvested stock options.

Stock-based compensation related to RSUs

During the three and nine months ended January 31, 2025, the Company's stock-based compensation expense was \$107,012 and \$415,348, respectively, which is included in "General and administrative" expense in the consolidated statement of operations. During the three and nine months ended January 31, 2024, the Company's stock-based compensation expense was \$222,076 and \$527,657, respectively

Note 8. Revenue

Revenue consists primarily of tuition and fees derived from courses taught by the Company online as well as from related educational resources that the Company provides to its students, such as access to its online materials and learning management system. The Company also charges students fees for library and technology costs, which are recognized over the related service period and are not considered separate performance obligations. Other services and exam fees are recognized as services are provided or when goods are received by the student.

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The following table represents the Company's revenue disaggregated by the nature and timing of services:

	Three Months Ended January 31,		Nine Months Ended January 31,	
	2025	2024	2025	2024
Tuition - <i>recognized over period of instruction</i>	\$ 9,376,447	\$ 10,359,430	\$ 28,644,973	\$ 34,434,542
Course fees - <i>recognized over period of instruction</i>	873,183	1,361,599	3,511,301	4,870,666
Exam fees - <i>recognized at a point in time</i>	82,022	89,485	218,110	371,541
Service fees - <i>recognized at a point in time</i>	612,316	247,333	1,358,200	849,817
Revenue	<u>\$ 10,943,968</u>	<u>\$ 12,057,847</u>	<u>\$ 33,732,584</u>	<u>\$ 40,526,566</u>

Contract Balances and Performance Obligations

As the Company provides the performance obligation through the instruction of a course, revenue is recognized resulting in the creation of accounts receivable. The Company accounts for receivables in accordance with ASC 326, Financial Instruments - Credit Losses. The Company uses the portfolio approach.

Cash Receipts

The Company's students finance costs through a variety of funding sources, including, among others, monthly payment plans, installment plans, federal loan and grant programs (Title IV), employer reimbursement, and various veteran and military funding and grants, and cash payments. Most students elect to use the Company's monthly payment plan. This plan allows students to make fixed monthly payments over the length of the payment plan. Title IV and military funding typically arrive during the period of instruction. However, because of AU's placement on HCM2 from February 7, 2023 through August 16, 2024, discussed in Note 11. Commitments and Contingencies, AU made disbursements to students from its own institutional funds, and then a reimbursement payment request was submitted for those funds to the DOE. On August 16, 2024, the DOE removed AU from the HCM2 payment method and placed AU on HCM1. A school placed on HCM1 draws down financial aid funds to cover those disbursements in the same way as a school on the Advance Payment Method. Students who receive reimbursement from employers typically do so after completion of a course. Students who choose to pay cash for a class typically do so before beginning the class.

Significant Judgment

We analyze revenue recognition on a portfolio approach under ASC 606-10-10-4. Significant judgment is utilized in determining the appropriate portfolios to assess for meeting the criteria to recognize revenue under ASC Topic 606. We have determined that all of our students can be grouped into one portfolio. Students behave similarly, regardless of their payment method. Enrollment agreements and refund policies are similar for all of our students. We do not expect that revenue earned for the portfolio is significantly different as compared to revenue that would be earned if we were to assess each student contract separately.

The Company maintains institutional tuition refund policies, which provides for all or a portion of tuition to be refunded if a student withdraws during stated refund periods. Certain states in which students reside impose separate, mandatory refund policies, which override the Company's policy to the extent in conflict. If a student withdraws at a time when a portion or none of the tuition is refundable, then in accordance with its revenue recognition policy, the Company recognizes as revenue the tuition that was not refunded. Since the Company recognizes revenue pro-rata over the term of the course and because, under its institutional refund policy, the amount subject to refund is never greater than the amount recognized as advances on tuition, under the Company's accounting policies revenue is not recognized with respect to amounts that could potentially be refunded.

The Company had revenue from students outside the United States. For the each of the three and nine months ended January 31, 2025, revenue earned from students outside of the United States was approximately 3%, respectively, of consolidated revenue. For each of the three and nine months ended January 31, 2024, revenue from students outside of the United States was approximately 2%, respectively, of consolidated revenue.

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Teach-out of the Pre-licensure Nursing Program

On September 20, 2022, AU and the AZ BON entered into a Consent Agreement under which AU agreed to voluntarily surrender its program approval for its pre-licensure nursing program in Phoenix. Having entered into this agreement, the Company also determined to voluntarily suspend new enrollments to its pre-licensure nursing program in Florida, Georgia, Tennessee and Texas, and has completed instruction for Core nursing students in all locations. The state authorizing units and state boards of nursing were given notice to this effect on September 20, 2022. On September 20, 2024, the AZ BON recognized the closure of all Aspen BSN Pre-licensure locations.

For each of the three and nine months ended January 31, 2025, pre-licensure revenue was 0% and less than 1%, respectively, of total consolidated AGI revenue. For each of the three and nine months ended January 31, 2024, 4% and 19%, respectively, of total consolidated AGI revenue was earned from its pre-licensure nursing program.

Note 9. Leases

The Company determines if a contract contains a lease at inception. The Company entered into operating leases totaling approximately 157,321 square feet of office and classroom space in Phoenix, San Diego, New York City (lease ended January 31, 2024), Denver (lease ended May 31, 2024), Austin, Tampa, Nashville, Atlanta and the New Brunswick Province in Canada (lease ended December 31, 2023). These leases expire at various dates through April 2031, and the majority contain annual base rent escalation clauses. Most of these leases include options to extend for additional five-year periods. Since it is not reasonably certain that the leases would be renewed, the Company does not consider the renewal option in the lease term. As permitted by ASC 842, leases with an initial term of twelve months or less are not recorded on the accompanying consolidated balance sheet. The Company does not have any financing leases.

AU subleased a portion of its Austin campus, which commenced on February 1, 2024.

On August 2, 2024, AU entered into a sublease for a portion of its Phoenix campus, which commenced on January 1, 2025 and is subject to the subtenant obtaining regulatory approvals to conduct its operations from the space. The sublease runs through the remainder of the term left on its master lease, which expires in April 2028. AU also entered into a sublease for a separate portion of its Phoenix campus for one year, which commenced on September 11, 2024.

All sublease income is included as an offset to lease expense in general and administrative expense in the statement of operations.

As of January 31, 2025, our longer-term operating leases are located in Tampa, Phoenix, Atlanta, Nashville and Austin and are set to expire in four to eight years. These leases make up approximately 95% of the total future minimum lease payments.

Operating lease ROU assets, represent the right to use an underlying asset for the lease term. Operating lease liabilities represent the obligation to make lease payments arising from the lease. Operating leases are included in "Operating lease right-of-use assets, net", "Operating lease obligations, current portion" and "Operating lease obligations, less current portion" in the consolidated balance sheets at January 31, 2025 and April 30, 2024. These assets and lease liabilities are recognized based on the present value of remaining lease payments over the lease term. Variable lease costs such as common area maintenance, property taxes and insurance are expensed as incurred. When the lease does not provide an implicit interest rate, the Company uses an incremental borrowing rate of 15% to determine the present value of the lease payments.

Lease incentives are deducted from the ROU assets. Incentives such as tenant improvement allowances are amortized as leasehold improvements, separately, over the life of the lease term. For the three and nine months ended January 31, 2025, the amortization expense for these leasehold improvements was \$0.1 million and \$0.5 million, respectively. For the three and nine months ended January 31, 2024, the amortization expense for these leasehold improvements was \$0.2 million and \$0.6 million, respectively.

Lease expense for operating leases is recognized on a straight-line basis over the lease term. Lease expense for the three and nine months ended January 31, 2025 was \$1.0 million and \$2.4 million, respectively, which is included in "General and administrative" expenses in the consolidated statements of operations. Lease expense for the three and nine months ended January 31, 2024 was \$1.0 million and \$3.0 million, respectively.

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ROU assets are summarized below:

	<u>January 31, 2025</u>	<u>April 30, 2024</u>
ROU assets - Operating facility leases	\$ 13,687,733	\$ 17,410,282
Less: accumulated amortization	(8,484,147)	(6,770,444)
Total ROU assets	<u>\$ 5,203,586</u>	<u>\$ 10,639,838</u>

At January 31, 2025, the ROU assets and tenant leasehold improvements balances includes the impact of lease impairments on leased properties no longer able to be utilized in the BSN Pre-licensure operations related to the teach out discussed in Note 11. Commitments and Contingencies and Note 8. Revenue. See the table below.

	<u>Three Months Ended January 31,</u>		<u>Nine Months Ended January 31,</u>	
	<u>2025</u>	<u>2024</u>	<u>2025</u>	<u>2024</u>
Lease impairments	\$ 3,722,549	\$ 105,314	\$ 3,722,549	\$ 105,314
Tenant improvement impairments	1,214,605	—	1,214,605	—
Impairments of right-of-use assets and tenant improvements	<u>\$ 4,937,154</u>	<u>\$ 105,314</u>	<u>\$ 4,937,154</u>	<u>\$ 105,314</u>

Operating lease obligations, related to the ROU assets are summarized below:

	<u>January 31, 2025</u>	<u>April 30, 2024</u>
Total lease liabilities	\$ 26,058,494	\$ 26,058,494
Reduction of lease liabilities	(10,207,668)	(8,450,273)
Total operating lease obligations	<u>\$ 15,850,826</u>	<u>\$ 17,608,221</u>

The following is a schedule by future minimum lease payments required under operating leases that have initial or remaining non-cancelable lease terms in excess of one year as of January 31, 2025 (by fiscal year).

Maturity of Lease Obligations	Lease Payments
2025 (remaining)	\$ 1,146,173
2026	4,677,145
2027	4,782,909
2028	4,809,323
2029	2,334,139
Thereafter	2,583,829
Total future minimum lease payments	20,333,518
Less: imputed interest	(4,482,692)
Present value of operating lease liabilities	<u>\$ 15,850,826</u>

Balance Sheet Classification	<u>January 31, 2025</u>	<u>April 30, 2024</u>
Operating lease obligations, current portion	\$ 2,694,665	\$ 2,608,534
Operating lease obligations, less current portion	13,156,161	14,999,687
Total operating lease obligations	<u>\$ 15,850,826</u>	<u>\$ 17,608,221</u>

Other Information	<u>January 31, 2025</u>	<u>April 30, 2024</u>
Weighted average remaining lease term (in years)	4.85	5.10
Weighted average discount rate	12 %	12 %

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Note 10. Income Taxes

The Company determined that it has a permanent establishment in Canada, as defined by article V(2)(c) of the Convention between Canada and the United States of America with Respect to Taxes on Income and on Capital (the "Treaty"), which would be subject to Canadian taxation as levied under the Income Tax Act. The Company filed Canadian T2 Corporation Income Tax Returns and related information returns under the Voluntary Disclosure Program with the Canada Revenue Agency ("CRA") to cover the 2013 through 2023 tax years during which a permanent establishment was in place. The Company will also file an annual Canadian T2 Corporation Income Tax return to report the ongoing activity of the permanent establishment for Fiscal 2024 (through December 2024), the final year that permanent establishment is in place.

At January 31, 2025 and April 30, 2024, the Company recorded a reserve of approximately \$0.5 million for the estimate of the 2013 through 2023 tax year foreign income tax liability during which a permanent establishment was in place in Canada. These reserves are included in "Accrued expenses" in the consolidated balance sheets. These amounts have not yet been remitted to the CRA.

Note 11. Commitments and Contingencies

Operating Leases

The Company leases space for its campus and corporate operations. (See Note 9. Leases)

Employment Agreements

From time to time, the Company enters into employment agreements with certain of its employees. These agreements typically include bonuses, some of which may or may not be performance-based in nature.

Legal Matters

From time to time, the Company may be involved in litigation relating to claims arising out of its operations in the normal course of business. As of the date of this Report, except as discussed below, we are not aware of any other pending or threatened lawsuits that could reasonably be expected to have a material effect on the results of our operations, and there are no proceedings in which any of our directors, officers or affiliates, or any registered or beneficial shareholder, is an adverse party or has a material interest adverse to our interest.

On April 6, 2022, AU was served with a class action claim in Arizona Superior Court, alleging violations of the Arizona Consumer Fraud Act and Unjust Enrichment, based on the class representative's claims that AU misstated the quality of its pre-licensure nursing program. This complaint was likely in response to the Arizona State Board of Nursing actions against AU relating to the program, as outlined below. The complaint was transferred to the United States District Court, District of Arizona. The plaintiff's attorneys requested arbitration (Rule 408 settlement meeting), which occurred on June 29, 2023. A Stipulation of Settlement agreement was reached whereby the Company agreed to pay \$550,000 in exchange for release of all claims of the Settlement Class inclusive of attorneys' fees and costs. The payment was covered by AU's errors and omissions insurance policy that provided a \$500,000 limit of liability (each claim). The Settlement Class includes 53 students who were precluded from entering the BSN Pre-licensure Core Program and first year students who completed more than 15 credit hours toward their pre-requisites who have not been refunded for courses that did not transfer. The settlement agreement was approved by the Arizona District Court judge on January 10, 2024, the class notice process is complete, and the Escrow account was funded and \$50,000 was expensed in Fiscal 2024, which was included in "General and administrative" expense in the accompanying consolidated statements of operations. On November 18, 2024, the Court approved a final summary accounting of escrowed settlement funds and the disposition of those funds. The case is now closed.

In June 2023, AU was served with a lawsuit filed by a former BSN Pre-licensure program student in the United States District Court, District of Arizona. The student contended that she was falsely dismissed from the BSN Pre-licensure program in June 2021. She was not a member of the class described above. Discovery was completed and a mediation settlement conference took place on November 13, 2023, before a magistrate judge with the District Court, District of Arizona. The judge called an end to the meeting prior to a settlement being reached. The Court has accepted Plaintiff's lawyer's petition to withdraw as

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counsel of record. AU submitted a defendant's motion for summary judgement to the Court on October 16, 2023, which was granted on August 9, 2024. On October 21, 2024, the Plaintiff's motions to strike summary judgment and motion for jury trial were denied. The case is now closed. The Company accurately assessed that it was not probable that the plaintiff would prevail; therefore, no amounts were accrued in the financial statements.

In November 2020, USU, Aspen Group, Inc., and the former President of USU (subsequently deceased), were sued in San Diego County, CA, Supreme Court ("the Court") by a former employee (subsequently deceased), alleging discrimination (age/gender/disability), failure to prevent harassment, and breach of contract, among others. A mandatory settlement conference occurred on March 12, 2024. A settlement agreement was reached on April 9, 2024 for a payment of \$54,000, which was paid on May 10, 2024 and is included in "General and administrative" expense in the accompanying consolidated statements of operations. USU awaits final disposition by the Court.

Regulatory Matters

In early March 2025, the DOE reportedly cut staff by approximately 50% and eliminated certain higher education administrative regions as part of the layoffs. A deregulatory environment and lack of staff resources could present risks such as delays in receipt of payments under the financial student aid (FSA) loan programs, as well as delays in providing administrative guidance.

The Company's subsidiaries, AU and USU, are subject to extensive regulation by Federal and State governmental agencies and accrediting bodies. In particular, the HEA and the regulations promulgated thereunder by the DOE subject the subsidiaries to significant regulatory scrutiny on the basis of numerous standards that schools must satisfy to participate in the various types of federal student financial assistance programs authorized under Title IV of the HEA.

Several new Title IV-related regulations became effective July 1, 2024, with initial data or disclosure components required July 1, 2024; August 1, 2024; October 1, 2024; and/or January 1, 2025. These include regulations on Financial Value Transparency and Gainful Employment (88 Fed. Reg. 70004) and Financial Responsibility, Certification Procedures for Title IV Participation, Standards of Administrative Capability, and State-defined Processes for Ability to Benefit (88 Fed. Reg. 74568; the "2024 Rule"). While there have been litigation challenges to the rules, both AU and USU reviewed the new regulations and implemented plans for timely compliance.

In compliance with the FR-A23, Financial Responsibility - Questions and Answers, FR-Q6 (May 17, 2024) related to the 2024 Rule, AU and USU submitted their required financial disclosures and documentation regarding events pre-dating the 2024 Rule. These events were not considered reportable prior to July 1, 2024, but were considered reportable under the new 2024 Rule, and were reported on July 19, 2024, by the required deadline.

The HEA requires accrediting agencies to review many aspects of an institution's operations in order to ensure that the education offered is of sufficiently high quality to achieve satisfactory outcomes and that the institution is complying with accrediting standards. Failure to demonstrate compliance with accrediting standards may result in the imposition of probation, the requirements to provide periodic reports, the loss of accreditation or other penalties if deficiencies are not remediated.

Several component parts of the telemarketing Consent Requirements related to the Federal Communication Commission's Telephone Consumer Protection Act (TCPA) were amended, with sections effective May 16, 2024; October 15, 2024; and January 26, 2025. Additionally, updated Federal Trade Commission recordkeeping requirements related to telemarketing became effective in May 2024, with compliance required in October 2024. AU and USU reviewed the new regulations and implemented plans for timely compliance.

Because our subsidiaries operate in a highly regulated industry, each may be subject from time to time to audits, investigations, claims of noncompliance or lawsuits by governmental agencies or third parties, which allege statutory violations, regulatory infractions or common law causes of action.

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Aspen University Regulatory Matters

Federal Financial Aid

AU is certified to participate under the Title IV and HEA Programs. AU applied for recertification on August 16, 2023, and provisional certification will continue until the receipt of a final certification from the DOE. Management does not know of any reason why its qualifications under Title IV and the HEA Program would not be renewed.

BSN Pre-licensure Nursing Program

AU is also subject to regulation by self-regulatory bodies such as accreditors and by state regulators in certain states including states where AU has a physical presence. AU's first-time pass rates for its BSN pre-licensure students taking the NCLEX-RN® test in Arizona fell from 80% in 2020 to 58% in 2021, which is below the minimum 80% standard set by the Arizona State Board of Nursing ("AZ BON"). As a result of the decline in NCLEX pass rates and other issues, and in alignment with a recommendation from the AZ BON, the university voluntarily suspended BSN pre-licensure enrollments and the formation of new cohorts at its two Phoenix pre-licensure locations, effective February 2022.

In March 2022, AU entered into a Consent Agreement ("Consent Agreement") with AZ BON. On September 20, 2022, AU and the AZ BON entered into a revised Consent Agreement under which AU agreed to voluntarily surrender its program approval for its pre-licensure nursing program in Phoenix, Arizona. AU sought the agreement after concluding that it would be unable to meet the minimum 80% NCLEX-RN® first-time pass rates for calendar year 2022, which was a requirement of an earlier consent agreement that AU and the Board signed in March 2022. AU did so to minimize uncertainty for its students.

Having entered into the revised Consent Agreement with the AZ BON, AU suspended new enrollments to its pre-licensure nursing program in Florida, Georgia, Tennessee, and Texas, and it agreed to complete instruction for currently enrolled Core nursing students. The state authorizing units and state boards of nursing were noticed to that effect on September 20, 2022.

The Arizona-based students completed their teach-out in January 2024. As a result, AU concluded its required monthly reporting to the AZ BON as of February 2024. The Tennessee Board of Nursing was noticed of the program closure on May 24, 2024. Texas- and Florida-based students completed their teach-out in September 2024 as scheduled. On September 9, 2024, program closure notification was provided to the Texas Board of Nursing. On September 20, 2024, the AZ BON recognized the closure of all AU BSN Pre-licensure locations.

Arizona State Board for Private Postsecondary Education

On March 8, 2022, AU entered into a Stipulated Agreement with the Arizona State Board for Private Postsecondary Education (the "AZPPSE"), which required the AU to post a surety bond for \$18.3 million in the fourth quarter of fiscal year 2022. The Stipulated Agreement required the cessation of enrollment in both the pre-professional nursing and core components of the program in Arizona, the submission of student records monthly, the removal of Arizona start date information from websites and catalogs, and monthly reporting to the Board staff. The collateral of \$5 million for this surety bond was included in "Restricted cash" in the consolidated balance sheet at April 30, 2022.

On October 31, 2022, AU and the AZPPSE entered into a revised 2nd Amended Stipulated Agreement. On February 20, 2023, AU entered into a 3rd revised Amended Stipulated Agreement.

AZPPSE held a series of meetings in 2022 and 2023 during which revised Stipulated Agreements were completed that incrementally lowered AU's surety bond requirement. As a result, cash collateral was returned to the Company reducing restricted cash. Most recently, AZPPSE held a meeting on September 13, 2024, during which the AZPPSE Finance Committee lowered AU's surety bond requirement to \$729,713. As a result, on October 3, 2024, \$750,000 of cash collateral for the surety bond was returned to the Company. At its meeting on October 24, 2024, the AZPPSE lowered the bond requirement to \$500,000. On January 31, 2025, the Company's restricted cash balance related to the AZPPSE surety bond requirement was \$250,000. On November 13, 2024, the AZPPSE amended the 4th revised Amended Stipulated Agreement.

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National Council of State Authorization Reciprocity Agreements

AU's State Authorization Reciprocity Agreement ("SARA") annual approval through the Colorado SARA State Portal Entity, which is overseen by a National Council ("NC-SARA"), has to be renewed by January 30 each year. AU applied on January 18, 2022, and received its 2022 approval effective February 8, 2022. On February 23, 2022, AU received a Notification of Provisional SARA Status from the Colorado SARA State Portal Entity. On March 4, 2022, the DOE provided the final approval for AU's move from Colorado to Arizona. On March 29, 2022, AU received a Notification of Loss of Eligibility for SARA through Colorado which permitted continued SARA coverage for students enrolled for courses, until September 6, 2022.

In the meantime, AU submitted an application to the Arizona State SARA Portal Entry. This application to obtain approval to become an institutional participant again in NC-SARA from its new primary location in Arizona was deferred at the September 8, 2022 and January 19, 2023 meetings. Since February 2022, AU has been seeking individual state authorizations for its students. AU has succeeded in securing full approval, exemption, or has determined approval is not required, in 43 states, while 5 additional states allow our currently enrolled students to continue while applications are under review or in process. Students in these states represent over 99% of the current student body.

AU believes it has options for the few students in Rhode Island and the District of Columbia but has determined that it will not be able to secure authorization in Maryland. Articulation agreements for students in these two states and the District of Columbia are available for the students who choose not to wait for AU to obtain NC-SARA approval through Arizona.

DOE Program Review

On January 6, 2023, AU received notice from the Department of Education, Office of the Multi-Regional and Foreign Schools Participation Division, that an off-site Program Review would begin on February 13, 2023. The review is designed to assess the University's administration of the Title IV, HEA programs in which it participates, covering the 2021-2022 and 2022-2023 award years. The University is cooperating fully in the review. AU has provided requested documentation in a timely manner in a variety of areas, exclusively related to the Bachelor of Science in Nursing (Pre-licensure) degree program. As of the date of issuance of this report, AU awaits a final determination.

Show Cause Directive by DEAC

On February 1, 2023, AGI received notification that AU had been issued a Show Cause Directive by DEAC requiring AU to prove why its current accreditation should not be withdrawn and to require AU to undergo a special visit by a team of DEAC evaluators. Show Cause is an enforcement action focused on specific areas of perceived non-compliance to which AU must respond through narrative, documentation, and other evidence within the specific remediation timeframe.

AU provided multiple regulatory bodies with requested records and data, and willingly complied with DEAC's continued oversight through the show cause period. During the show cause remediation period, AU remained fully accredited.

On July 19, 2024, AU received notification from DEAC that on June 21, 2024, the Commission voted to vacate the show cause directive. DEAC requested that AU keep the Commission informed on the status of the teach-out of students who were completing the pre-licensure program through September 2024, and to continue providing monthly and quarterly reports through January 2025. The Commission also determined that AU was making satisfactory progress in addressing the accreditation standards that remain under a deferred review of the institution's application to renew accreditation. The Commission reviewed the additional reaccreditation documentation submitted by AU for consideration of its reaccreditation at its January 2025 meeting. On February 24, 2025, AU received notification from DEAC that the Commission renewed AU's accreditation for the full five years, through January 2029. They also approved the new Doctor of Public Health Program.

Heightened Cash Monitoring 2

On February 8, 2023, AU received notification from the DOE that effective February 7, 2023 the DOE had placed AU on Heightened Cash Monitoring 2 ("HCM2"). HCM2 is a step that the DOE can take with institutions to provide additional oversight for a number of financial or federal compliance issues. The letter from the DOE stated that the DOE acted in response to the Show Cause Directive from DEAC. Under the HCM2 method of payment, AU obligated funds under the federal student

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financial assistance programs authorized by Title IV of HEA. A school placed on HCM2 no longer receives funds under the Advance Payment Method. After a school on HCM2 makes disbursements to students from its own institutional funds, a Reimbursement Payment Request must be submitted for those funds to the DOE.

By letter dated August 16, 2024, the DOE removed AU from the HCM2 payment method and placed AU on HCM1. A school placed on HCM1 receives funds after a school makes disbursements to eligible students from institutional funds and submits disbursement records to the Common Origination and Disbursement System; it will then draw down financial aid funds to cover those disbursements in the same way as a school on the Advance Payment Method.

Due to the placement of AU on HCM1, at January 31, 2025, there was no longer an HCM2 receivable on the consolidated balance sheet. As of April 30, 2024, \$1.5 million of HCM2 payments were due from the DOE and are included in "Other current assets" in the accompanying consolidated balance sheet.

AU received its financial aid payments under HCM2 as follows:

HCM2 Reimbursement	Date	Amount
HCM2 #1	June 2023	\$1.0 million
HCM2 #2	August 2023	\$2.9 million
HCM2 #3	September 2023	\$1.9 million
HCM2 #4	November 2023	\$2.3 million
HCM2 #5	February 2024	\$3.8 million
HCM2 #6	April 2024	\$2.4 million
HCM2 #7	June 2024	\$1.3 million
HCM2 #8	July 2024	\$1.1 million

United States University Regulatory Matters

On March 27, 2023, USU received a request for information from its institutional accreditor, WSCUC, regarding information on the current financial and operational status of the university due to both AGI's voluntary delisting from NASDAQ (see Note 7. Stockholders' Equity) and AU's Show Cause Directive from DEAC. USU provided the required information timely on April 4, 2023. WSCUC subsequently requested quarterly updates for the remainder of 2023 and a final update in mid-2024. Updates were sent on June 30, 2023, September 29, 2023, and December 15, 2023. WSCUC received a final update on June 18, 2024.

On May 14, 2019, USU was granted temporary provisional certification to participate in the Title IV Programs due to its acquisition by AGI. The provisional certification allowed the school to continue to receive Title IV funding as it did prior to the change of ownership. The provisional certification expired on December 31, 2020. The institution submitted its recertification application timely in October 2020, and received full certification on May 6, 2022, and a new PPA was issued with an effective period until December 31, 2025.

On August 21, 2024, the California Board of Registered Nursing agreed to the transition of USU's approved in-state MSN Family Nurse Practitioner program to an out-of-state approved MSN Family Nurse Practitioner program in Texas, which the Texas Higher Education Coordinating Board had approved as of October 23, 2023.

Title IV Funding and Other Federal Funds - AU and USU

AU and USU derive a portion of their revenue from financial aid received by students under programs authorized by Title IV of the HEA, which are administered by the DOE. When students seek funding from the federal government, they receive loans and grants to fund their education under the following Title IV Programs: (1) the Federal Direct Loan program, or Direct Loan; (2) the Federal Pell Grant program, or Pell; (3) Federal Work Study and (4) Federal Supplemental Opportunity Grants. For the fiscal year ended April 30, 2024, 19.20% of AU's and 23.21% of USU's cash-basis revenue for eligible tuition and fees was derived from Federal Fund Programs, which includes Student Title IV Revenue and Other Federal Funds (effective for Fiscal

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2024 calculation). For the fiscal year ended April 30, 2023, 25.86% of AU's and 20.57% of USU's cash-basis revenue for eligible tuition and fees was derived from Title IV Programs.

Return of Title IV Funds - AU and USU

An institution participating in Title IV Programs must correctly calculate the amount of unearned Title IV Program funds that have been disbursed to students who withdraw from their educational programs before completion and must return those unearned funds in a timely manner, no later than 45 days of the date the school determines that the student has withdrawn. Under the DOE regulations, failure to make timely returns of Title IV Program funds for 5% or more of students sampled on the institution's annual compliance audit in either of its two most recently completed fiscal years can result in the institution having to post a letter of credit in an amount equal to 25% of its required Title IV returns during its most recently completed fiscal year. If unearned funds are not properly calculated and returned in a timely manner, an institution is also subject to monetary liabilities or an action to impose a fine or to limit, suspend or terminate its participation in Title IV Programs.

Resulting from a compliance audit for Fiscal Year 2023, AU had not fully complied with all requirements for calculating and making timely returns of Title IV funds (R2T4) and was required to produce a letter of credit in the amount of \$88,002 as a result of this finding. On April 19, 2024, the letter of credit was provided to the Department of Education by AU and the \$88,002 is included in "Restricted cash" in the consolidated balance sheets at January 31, 2025 and April 30, 2024.

Approval to Confer Degrees - AU and USU

AU is a Delaware corporation and is authorized by the AZPPSE to operate as a degree-granting institution for all degrees. As it relates to AU's discontinued pre-licensure program, the university is also authorized to operate in Texas, Tennessee and Florida. AU is authorized to operate as a degree-granting institution for bachelor degrees by the Texas Higher Education Coordinating Board ("THECB") in the State of Texas. On October 2, 2024, AU was notified by the THECB that it required no further information to formally close the institution. AU was granted Optional Expedited Authorization as a postsecondary educational institution in Tennessee for its Bachelor of Science in Nursing (Pre-licensure) degree program; AU's Pre-licensure program was Closed in Good Standing in Tennessee on June 17, 2024. AU had a Provisional License for its Bachelor of Science in Nursing (Pre-licensure) degree program to operate in the state of Florida by the Commission for Independent Education of the Florida Department of Education ("FLCIE"). AU is working with FLCIE on its processes to formally close the institution.

USU is a Delaware corporation and is authorized by the California Bureau for Private Postsecondary Education to operate as a degree-granting institution for all degrees.

Note 12. Related Party Transaction

On January 31, 2024, the Company received a \$200,000 non-interest bearing loan from the Company's Chief Executive Officer. This loan was for a short-term period until the receipt of the fifth financial aid payments under HCM2. On February 8, 2024, the fifth financial aid payment under HCM2 reimbursement was received and utilized to pay down the loan in full.

Item 4. Management's discussion and analysis or plan of operation.

You should read the following discussion in conjunction with our unaudited consolidated financial statements, which are included elsewhere in this Quarterly Report. This Quarterly Report contains forward-looking statements that reflect our plans, estimates, and beliefs. Our actual results could differ materially from those discussed in the forward-looking statements. See "Cautionary Note Regarding Forward Looking Statements" for more information.

Key Terms

In connection with the management of our businesses, we identify, measure and assess a variety of operating metrics. The principal metrics we use in managing our businesses are set forth below:

Operating Metrics

- **Lifetime Value ("LTV")** - is the weighted average total amount of tuition and fees paid by every new student that enrolls in the Company's universities, after giving effect to attrition.
- **Bookings** - defined by multiplying LTV by new student enrollments for each operating unit.
- **Average Revenue per Enrollment ("ARPU")** - defined by dividing total Bookings by total enrollments for each operating unit.

Operating costs and expenses

- **Cost of revenue** - consists of instructional costs and services and marketing and promotional costs.
 - **Instructional costs and services** - consist primarily of costs related to the administration and delivery of the Company's educational programs. This expense category includes compensation costs associated with online faculty, technology license costs and costs associated with other support groups that provide services directly to the students and are included in cost of revenue.
 - **Marketing and promotional costs** - include costs associated with producing marketing materials and advertising, and outside sales costs. Such costs are generally affected by the cost of advertising media, the efficiency of the Company's marketing efforts, and expenditures on advertising initiatives for new and existing academic programs. We engage non-direct response advertising activities, which are expensed as incurred, or the first time the advertising takes place, depending on the type of advertising activity. These are included in cost of revenue.
- **General and administrative expense** - consists primarily of compensation expense (including stock-based compensation expense) and other employee-related costs for personnel engaged in executive and academic management and operations, finance, legal, tax, information technology, human resources, recruiting, fees for professional services, financial aid processing costs, non-capitalizable courseware and software costs, corporate taxes, facilities costs, right-of-use asset impairment and tenant improvement allowances impairment.

Non-GAAP financial measures:

- **Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA")** - is a non-GAAP financial measure. See "Non-GAAP Financial Measures" for a reconciliation of net income (loss) to EBITDA for Q3 Fiscal 2025 and Q3 Fiscal 2024, and 9M Fiscal 2025 and 9M Fiscal 2024.
- **Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization ("Adjusted EBITDA")** - is a non-GAAP financial measure. See "Non-GAAP Financial Measures" for the definition of Adjusted EBITDA and a reconciliation of net income (loss) to Adjusted EBITDA for Q3 Fiscal 2025 and Q3 Fiscal 2024, and 9M Fiscal 2025 and 9M Fiscal 2024.

Company Overview

Aspen Group, Inc. ("AGI") is an education technology holding company. AGI has two subsidiaries, Aspen University Inc. ("Aspen University" or "AU"), organized in 1987, and United States University, Inc. ("United States University" or "USU").

All references to the “Company”, “AGI”, “Aspen Group”, “we”, “our” and “us” refer to Aspen Group, Inc. and its subsidiaries, unless the context otherwise indicates.

AGI leverages its education technology infrastructure and expertise to allow its two universities, AU and USU, to deliver on the vision of making college affordable again. Because we believe higher education should be a catalyst to our students’ long-term economic success, we exert financial prudence by offering affordable tuition that is one of the greatest values in higher education. AGI’s primary focus relative to future growth is to target the high growth nursing profession.

Since 1993, AU has been institutionally accredited by the Distance Education Accrediting Commission (“DEAC”), an accrediting agency recognized by the United States Department of Education (the “DOE”), and AU is accredited through January 2029.

Since 2009, USU has been institutionally accredited by WASC Senior College and University Commission (“WSCUC”), an accrediting agency recognized by the DOE, and USU is accredited through 2030.

Both universities are qualified to participate under the Higher Education Act of 1965, as amended (“HEA”) and the Federal student financial assistance programs (Title IV, HEA programs). USU received full certification on May 6, 2022, and a new Program Participation Agreement (“PPA”) was issued with an effective period until December 31, 2025. Aspen University is also certified to participate under the Title IV and HEA Programs. AU applied for recertification on August 16, 2023, and provisional certification will continue until the receipt of a final certification from the DOE. Management does not know of any reason why its qualifications under Title IV and the HEA Program would not be renewed. Title IV eligibility is considered a tremendous milestone for any educational institution to achieve, as the degrees earned from these institutions are often regarded as more valuable given their backing by the DOE.

On September 18, 2024, the Company was moved from the OTCQB OTC Pink to the Expert Market. On January 22, 2025, the Company moved back to the OTCQB effective for trading January 22, 2025. Aspen Group continues to trade its common stock under the ticker symbol “ASPU.”

AGI Student Population Overview

AGI’s active degree-seeking student body, including AU and USU, declined 21% year-over-year to 6,039 at January 31, 2025 from 7,649 at January 31, 2024. AU’s total active student body decreased by 31% year-over-year to 3,564 at January 31, 2025 from 5,146 at January 31, 2024. On a year-over-year basis, USU’s total active student body decreased by 1% to 2,475 at January 31, 2025 from 2,503 at January 31, 2024.

Total active student body for the past five quarters is shown below:

	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25
Aspen University	5,146	4,559	4,145	3,827	3,564
USU	2,503	2,489	2,477	2,560	2,475
Total	7,649	7,048	6,622	6,387	6,039

AGI Nursing Student Population

Nursing student body for the past five quarters are shown below:

	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25
Aspen University	4,032	3,526	3,198	2,948	2,745
USU	2,270	2,262	2,254	2,300	2,297
Total	6,302	5,788	5,452	5,248	5,042

AGI New Student Enrollments

On a Company-wide basis, new student enrollments were down 30% year-over-year. New student enrollments at AU decreased 24% year-over-year and at USU decreased 40% year-over-year. New student enrollments were primarily impacted by our

reduction of the on-going maintenance level of marketing spend. As a result of the restructurings and increased instructional efficiencies, we anticipate the resumption of marketing spend in Fiscal 2026 at a level necessary to provide enrollments needed to grow the student body and allow for the generation of positive operating cash flow.

New student enrollments for the past five quarters are shown below:

	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25
Aspen University	473	427	413	508	359
USU	325	370	410	442	196
Total	798	797	823	950	555

Bookings Analysis and ARPU

On a year-over-year basis, Q3 Fiscal 2025 Bookings decreased 34%, to \$6.4 million from \$9.7 million in the prior year. The Bookings decrease was the result of lower enrollments from the reduction in marketing spend.

Third Quarter Bookings and ARPU					
	Q3'24 Enrollments	Q3'24 Bookings	Q3'25 Enrollments	Q3'25 Bookings	Percent Change Total Bookings & ARPU
Aspen University	473	\$ 3,928,050	359	\$ 2,906,400	
USU	325	5,791,500	196	3,492,720	
Total	798	\$ 9,719,550	555	\$ 6,399,120	(34)%
ARPU		\$ 12,180		\$ 11,530	(5)%

Accounts Receivable – Monthly Payment Plan ("MPP")

The Company offers several payment options to its students including a monthly payment plan ("MPP"), installment plans and financial aid. Our current and long-term accounts receivable balances are predominantly the result of students taking advantage of our groundbreaking monthly payment plan, which we introduced in Fiscal Year 2014 at AU and subsequently in Fiscal Year 2018 at USU. On January 31, 2025, gross MPP accounts receivable was 91% of total gross accounts receivable. Of gross AU and USU accounts receivable, approximately 81% and 97%, respectively, relates to MPP balances.

The MPP is a private education loan in the form of a retail installment contract with a 0% fixed rate of interest (0% APR) and no down payment. Each month the student will make one payment of \$325, \$375, \$415 or \$450 (depending on the program) until the program tuition is paid in full. The attractive aspect of being able to pay for a degree over a fixed period of time with 0% interest fueled the growth of the MPP plan which also resulted in growth of our short-term and long-term accounts receivable. The MPP is designed so students can build the cost of their degree into their monthly budget.

Long-Term Accounts Receivable

When a student signs up for the monthly payment plan, there is a contractual amount that the Company can expect to earn over the life of the student's program. This full contractual amount cannot be recorded as accounts receivable upon enrollment. As a student takes a class, revenue and the associated accounts receivable are earned over that eight-week class. Some students accelerate their program, taking two classes every eight-week period, and that increases the student's accounts receivable balance. If any portion of the accounts receivable balance will be paid in a period of greater than 12 months, that portion is classified as long-term accounts receivable.

As a result of the growing acceptance of our monthly payment plans, our long-term accounts receivable balance grew from \$17.5 million at April 30, 2024 to \$18.7 million at January 31, 2025. Generally, students in the USU MSN-FNP program make payments over a 72-month period, and as a result, a portion of USU's 76-month payment plan becomes long-term accounts receivable.

Accounts receivable is considered short-term to the extent the remaining payments are 12 months or less. Payments due in greater than 12 months are considered long-term. Here is a graphic of both short-term and long-term receivables, as well as

contractual value:

A	B	C
The portion of remaining payments owed for classes taken under a monthly payment plan due in 12 months or less	The portion of remaining payments owed for classes taken under a monthly payment plan due in greater than 12 months	Expected future classes to be taken over balance of program.
Short-Term Accounts Receivable	Long-term Accounts Receivable	Not recorded in financial statements

The Sum of A, B and C will equal the total cost of the program.

Results of Operations

Set forth below is the discussion of the results of operations of the Company for the three months ended January 31, 2025 ("Q3 Fiscal 2025") compared to the three months ended January 31, 2024 ("Q3 Fiscal 2024"), and for the nine months ended January 31, 2025 ("9M Fiscal 2025") compared to the nine months ended January 31, 2024 ("9M Fiscal 2024").

During Q3 Fiscal 2025 and 9M Fiscal 2025, our net loss was materially impacted by the non-cash expense related to the fair value adjustment of the put warrant liability, which is attributed to gains in Aspen Group's share price in the quarter, and the \$4.9 million non-cash right-of-use assets and tenant leasehold improvements impairment charge. Regarding the put warrant liability, at the end of each quarter if our stock price has increased, we will incur a non-cash charge; contrarily, if our stock price has decreased, we will incur a non-cash gain.

Restructuring Plan

In late Q1 Fiscal 2023, we implemented an initial restructuring plan that resulted in significant cash benefits for the Company starting in Q2 Fiscal 2023 and continuing for the remainder of the fiscal year. The restructuring resulted in the elimination of approximately 70 positions mostly within the general and administrative functions at AU and AGI. The resulting on-going quarterly compensation-related savings are approximately \$1.0 million. Additionally, the Q2 Fiscal 2023 restructuring program temporarily decreased marketing advertising spend across all programs to maintenance levels. Further details are included in the following discussion of operating results.

In late Q4 Fiscal 2023, we implemented a second restructuring plan that resulted in additional significant cash benefits for the Company starting in Q1 Fiscal 2024. The restructuring resulted in the elimination approximately 17 positions within AU and AGI, including our Chief Accounting Officer. The resulting additional on-going quarterly compensation-related savings are approximately \$0.5 million effective Q1 Fiscal 2024.

In Q1 Fiscal 2025, we implemented a third restructuring plan that resulted in additional significant cash benefits for the Company starting in Q1 Fiscal 2025. The restructuring resulted in the elimination approximately 12 positions within AU and AGI. The resulting additional on-going quarterly compensation-related savings are approximately \$0.3 million effective late Q1 Fiscal 2025.

In Q2 Fiscal 2025, we implemented a fourth restructuring plan that result in additional cash benefits for the Company starting in Q3 Fiscal 2025. The restructuring resulted in the elimination of approximately 27 positions within AU, USU and AGI. The resulting additional on-going quarterly compensation-related savings are approximately \$0.4 million effective late Q3 Fiscal 2025.

Our restructuring efforts were designed to achieve break-even to positive annual operating cash flows, which will permit the resumption of marketing spend at a level that we expect will renew growth in our post-licensure nursing student body.

Other Matters

On March 23, 2023, AU and the Arizona State Board of Nursing signed an Amendment to the September 2022 Consent Agreement (the "Consent Agreement") that permits the teach-out of the pre-licensure program to continue with heightened oversight and reporting. The signed Consent Agreement means that the Arizona-based students were permitted to be taught out through January 2024 (completed), Nashville-based students through May 2024 (completed), and Texas- and Florida-based students through September 2024 (completed).

In Q4 Fiscal 2024, the Company assessed whether an alternate future use exists for its remaining right-of-use assets relating to the pre-licensure campus leases in Arizona and Austin. As a result, the Company recorded impairments of right-of-use assets and tenant leasehold improvements of \$1.4 million in Q4 Fiscal 2024.

In Q2 Fiscal 2025, the Company assessed whether an alternate future use exists for its remaining right-of-use assets relating to the pre-licensure campus leases in Nashville and Tampa. As a result, the Company recorded impairments of right-of-use assets and tenant leasehold improvements of \$4.9 million in Q2 Fiscal 2025.

At the end of Q2 Fiscal 2024, the Company resumed limited marketing spend, which is expected to increase to a rate of \$0.5 million per quarter in Fiscal 2026.

Revenue

The following table presents the consolidated statement of operations as a percentage of revenue (differences due to rounding):

	Three Months Ended January 31,		Nine Months Ended January 31,	
	2025	2024	2025	2024
Revenue	100 %	100 %	100 %	100 %
Operating expenses:				
Cost of revenue (exclusive of depreciation and amortization shown separately below)				
Instructional costs and services	26 %	31 %	26 %	30 %
Marketing and promotional costs	2 %	1 %	1 %	1 %
Total cost of revenue (exclusive of depreciation and amortization shown separately below)	28 %	32 %	27 %	32 %
General and administrative	58 %	70 %	62 %	63 %
Impairments of right-of-use assets and tenant leasehold improvements	— %	1 %	15 %	— %
Bad debt expense	4 %	4 %	4 %	3 %
Depreciation and amortization	6 %	8 %	7 %	7 %
Total operating expenses	96 %	115 %	115 %	105 %
Operating income (loss)	4 %	(15)%	(15)%	(5)%
Other income (expense):				
Interest expense	(3)%	(17)%	(3)%	(10)%
Change in fair value of put warrant liability	(9)%	(1)%	3 %	— %
Other income, net	— %	— %	— %	— %
Total other expense, net	(12)%	(17)%	— %	(10)%
Loss before income taxes	(8)%	(32)%	(15)%	(15)%
Income tax expense	— %	— %	— %	— %
Net loss	(8)%	(32)%	(15)%	(15)%

The following table presents our revenue, both per-subsiary and total:

	Three Months Ended January 31,				Nine Months Ended January 31,			
	2025	\$ Change	% Change	2024	2025	\$ Change	% Change	2024
AU	\$ 4,430,489	\$ (1,698,219)	(28)%	\$ 6,128,708	\$13,996,086	\$ (7,148,671)	(34)%	\$21,144,757
USU	6,513,479	584,340	10%	5,929,139	19,736,498	354,689	2%	19,381,809
Revenue	<u>\$10,943,968</u>	<u>\$ (1,113,879)</u>	<u>(9)%</u>	<u>\$12,057,847</u>	<u>\$33,732,584</u>	<u>\$ (6,793,982)</u>	<u>(17)%</u>	<u>\$40,526,566</u>

Q3 Fiscal 2025 compared to Q3 Fiscal 2024

AU and USU combined revenue decreased 9% in Q3 Fiscal 2025 compared to Q3 Fiscal 2024. The active student body at AU decreased by 31% year-over-year to 3,564 at January 31, 2025 from 5,146 at January 31, 2024. The active student body at USU decreased by 1% to 2,475 at January 31, 2025 from 2,503 at January 31, 2024.

The AU revenue decline year-over-year reflects the completion of the teach-out at the pre-licensure program campuses, which accounted for \$0.5 million of the decrease, and the remainder of the decrease resulted from lower post-licensure enrollments from the effect of decreased marketing spend initiated late in Q1 Fiscal 2023.

USU revenue was up 10% compared to the prior year period. MSN-FNP program enrollments decreased in the quarter due to regular seasonal fluctuations and lower marketing spend initiated in late Fiscal Q1 2023. Lower new enrollments were offset by strong demand from existing students returning from inactive status and higher revenue per student driven by more students entering their second year of the MSN-FNP program, which includes clinical rotations, and by tuition increases.

9M Fiscal 2025 compared to 9M Fiscal 2024

AU and USU combined revenue decreased 17% in 9M Fiscal 2025 compared to 9M Fiscal 2024. The AU revenue decline year-over-year reflects the enrollment stoppage at the pre-licensure program campuses, which accounted for \$3.1 million of the decrease, and the remainder of the decrease resulted from lower post-licensure enrollments from the effect of decreased marketing spend initiated late in Q1 Fiscal 2023.

The trend of decreased revenue at AU in Fiscal Year 2025 was expected given the Company's completion of the teach-out at the pre-licensure program campuses, which accounted for less than 1% of consolidated revenue in 9M Fiscal 2025 as compared to 8% of consolidated revenue in 9M Fiscal 2024, and the effect of the reduction of marketing spend initiated late in Q1 Fiscal 2023. The AU revenue decline is expected to slow in Fiscal 2026 due to the completion of the pre-licensure teach-out in Fiscal 2025, and the effect of annual pricing increases at both AU and USU, which started in Fiscal 2024.

The USU student body was not significantly impacted by the Fiscal Year 2024 reduction of marketing spend due to strong demand; therefore we are anticipating stable USU sequential revenue in both Fiscal Years 2025 and 2026.

Cost of revenue (exclusive of depreciation and amortization shown separately below)

	Three Months Ended January 31,				Nine Months Ended January 31,			
	2025	\$ Change	% Change	2024	2025	\$ Change	% Change	2024
Instructional costs and services	\$2,859,514	\$ (830,290)	(23)%	\$3,689,804	\$8,851,588	\$ (3,458,821)	(28)%	\$12,310,409
Marketing and promotional	172,624	533	—%	172,091	413,670	(114,864)	(22)%	528,534
Cost of Revenue (exclusive of depreciation and amortization shown separately below)	<u>\$3,032,138</u>	<u>\$ (829,757)</u>	<u>(21)%</u>	<u>\$3,861,895</u>	<u>\$9,265,258</u>	<u>\$ (3,573,685)</u>	<u>(28)%</u>	<u>\$12,838,943</u>

Instructional Costs and Services

Q3 Fiscal 2025 compared to Q3 Fiscal 2024

Consolidated instructional costs and services for Q3 Fiscal 2025 was 26% of revenue, which decreased from 31% of revenue for Q3 Fiscal 2024, as described below.

AU instructional costs and services were 25% and 31% of AU revenue for Q3 Fiscal 2025 and Q3 Fiscal 2024, respectively. As a percentage of revenue, instructional costs and services decreased due primarily to the enrollment stoppage in the pre-licensure program and increased efficiencies in the usage of faculty.

USU instructional costs and services were 27% of USU revenue for Q3 Fiscal 2025 and 30% of USU revenue for Q3 Fiscal 2024. As a percentage of revenue, instructional costs and services decreased due primarily to increased efficiencies in the usage of faculty.

9M Fiscal 2025 compared to 9M Fiscal 2024

Consolidated instructional costs and services for 9M Fiscal 2025 was 26% of revenue, which decreased from 30% of revenue for 9M Fiscal 2024, as described below.

AU instructional costs and services were 27% and 32% of AU revenue for 9M Fiscal 2025 and 9M Fiscal 2024, respectively. As a percentage of revenue, instructional costs and services decreased due primarily to the enrollment stoppage in the pre-licensure program increased efficiencies in the usage of faculty.

USU instructional costs and services were 25% of USU revenue for 9M Fiscal 2025 and 29% of USU revenue for 9M Fiscal 2024. As a percentage of revenue, instructional costs and services decreased due to increased efficiencies in the usage of faculty.

Marketing and Promotional

Q3 Fiscal 2025 compared to Q3 Fiscal 2024

Consolidated marketing and promotional costs in Q3 Fiscal 2025 were \$0.2 million or 2% of revenue compared to \$0.2 million or 1% of revenue in Q3 Fiscal 2024. In Q1 Fiscal 2023, the Company decreased advertising spend across all programs to maintenance levels and is anticipated to increase to a quarterly target spend rate of \$0.5 million in Fiscal 2026. A break-down of marketing expense by unit is as follows:

AU marketing and promotional costs represented 2% and 0% of AU revenue for Q3 Fiscal 2025 and Q3 Fiscal 2024, respectively.

USU marketing and promotional costs represented 1% and 0% of USU revenue for each Q3 Fiscal 2025 and Q3 Fiscal 2024, respectively.

There are no marketing and promotional costs at AGI.

9M Fiscal 2025 compared to 9M Fiscal 2024

Consolidated marketing and promotional costs in 9M Fiscal 2025 were \$0.4 million or 1% of revenue compared to \$0.5 million or 1% of revenue in 9M Fiscal 2024. In Q1 Fiscal 2023, the Company decreased advertising spend across all programs to maintenance levels and is anticipated to increase to a quarterly target spend rate of \$0.5 million in Fiscal 2026. A break-down of marketing expense by unit is as follows:

AU marketing and promotional costs represented 2% and 2% of AU revenue for 9M Fiscal 2025 and 9M Fiscal 2024, respectively.

USU marketing and promotional costs represented 1% and 1% of USU revenue for each 9M Fiscal 2025 and 9M Fiscal 2024, respectively.

There are no marketing and promotional costs at AGI.

Costs and Expenses

General and administrative

	Three Months Ended January 31,				Nine Months Ended January 31,			
	2025	\$ Change	% Change	2024	2025	\$ Change	% Change	2024
General and administrative	\$ 6,368,891	\$(2,124,384)	(25)%	\$ 8,493,275	\$20,933,780	\$(4,401,919)	(17)%	\$25,335,699

Q3 Fiscal 2025 compared to Q3 Fiscal 2024

Consolidated general and administrative expense for Q3 Fiscal 2025 was \$6.4 million or 58% of revenue compared to \$8.5 million or 70% of revenue for Q3 Fiscal 2024, a decrease of \$2.1 million or 25%. As part of the Company's restructuring plans, which began in late Q1 Fiscal 2023, the Company initiated a second restructuring plan, effective Q1 Fiscal 2024 with quarterly savings of approximately \$0.5 million. In Q1 Fiscal 2025, the Company implemented a third restructuring plan that resulted in additional significant cash benefits starting in Q1 Fiscal 2025. The restructuring resulted in the elimination approximately 12 positions within AU and AGI. The resulting additional on-going quarterly compensation-related savings are approximately \$0.3 million effective late Q1 Fiscal 2025. In Q2 Fiscal 2025, the Company implemented a fourth restructuring plan that resulted in additional cash benefits starting in Q3 Fiscal 2025. The restructuring resulted in the elimination of approximately 27 full time and temporary positions within AU, USU and AGI. The resulting additional on-going quarterly compensation-related savings are approximately \$0.4 million effective late Q3 Fiscal 2025. A break-down of general and administrative expense by unit is as follows:

AU general and administrative expense decreased \$0.9 million year-over-year and was 59% and 58% of AU revenue for Q3 Fiscal 2025 and Q3 Fiscal 2024, respectively. The decrease was primarily due to a decrease in facilities costs, lower professional fees and restructurings and other cost controls implemented by management. Facilities costs decreased \$0.6 million due to sublease income for subleased locations of \$0.4 million offsetting rent expense in Q3 Fiscal 2025 and a \$0.2 million decrease in lease expense related to the life-to-date lease impairment. A portion of the sublease income relates to properties sublet to USU in Austin, Texas and Atlanta, Georgia.

USU general and administrative expense increased by \$0.2 million year-over-year and was 40% and 41% of USU revenue for Q3 Fiscal 2025 and Q3 Fiscal 2024, respectively. The increase is due to higher employee-related compensation due to certain AGI corporate functions (institutional research and data) being moved to USU and higher rent expense due to the sublease of campus space from AU in Austin, Texas and Atlanta, Georgia.

AGI general and administrative expense was \$1.2 million and \$2.6 million in Q3 Fiscal 2025 and Q3 Fiscal 2024, respectively. The decrease was primarily due to lower employee-related compensation due to restructurings and other cost controls implemented by management, certain AGI corporate functions (institutional research and data) being moved to AU and USU and lower facilities costs. Facilities cost decreased due to the office space lease-end for New York City (lease ended January 31, 2024) and the New Brunswick Province in Canada (lease ended December 31, 2023).

9M Fiscal 2025 compared to 9M Fiscal 2024

Consolidated general and administrative expense for 9M Fiscal 2025 was \$20.9 million or 62% of revenue compared to \$25.3 million or 63% of revenue for 9M Fiscal 2024, a decrease of \$4.4 million or 17%. As part of the Company's restructuring plans, which began in late Q1 Fiscal 2023, the Company initiated a second restructuring plan, effective Q1 Fiscal 2024 with quarterly savings of approximately \$0.5 million. In Q1 Fiscal 2025, the Company implemented a third restructuring plan that resulted in additional significant cash benefits starting in Q1 Fiscal 2025. The restructuring resulted in the elimination approximately 12 positions within AU and AGI. The resulting additional on-going quarterly compensation-related savings are approximately \$0.3 million effective late Q1 Fiscal 2025. In Q2 Fiscal 2025, the Company implemented a fourth restructuring plan that will result in additional cash benefits starting in Q3 Fiscal 2025. The restructuring resulted in the elimination of approximately 27 full time and temporary positions within AU, USU and AGI. The resulting additional on-going quarterly compensation-related savings are approximately \$0.4 million effective late Q3 Fiscal 2025. A break-down of general and administrative expense by unit is as follows:

AU general and administrative expense decreased \$1.7 million year-over-year and was 61% and 49% of AU revenue for 9M Fiscal 2025 and 9M Fiscal 2024, respectively. The decrease was primarily due to lower facilities costs, restructurings and other cost controls implemented by management, and lower professional and consulting fees. Facilities costs decreased \$1.5 million

due to sublease income for subleased locations of \$0.7 million offsetting rent expense in 9M Fiscal 2025 and a \$0.8 million decrease in lease expense related to the life-to-date lease impairment. A portion of the sublease income relates to properties sublet to USU in Austin, Texas, due to the relocation of the MSN-FNP program to Austin, Texas, and Atlanta, Georgia.

USU general and administrative expense increased by \$0.7 million year-over-year and was 40% and 37% of USU revenue for 9M Fiscal 2025 and 9M Fiscal 2024, respectively. The increase is due to higher employee-related compensation due to certain AGI corporate functions (institutional research and data) being moved to USU and higher rent expense due to the sublease of campus space from AU in Austin, Texas and Atlanta, Georgia.

AGI general and administrative expense was \$4.6 million and \$8.0 million in 9M Fiscal 2025 and 9M Fiscal 2024, respectively. The decrease was primarily due to lower employee-related compensation due to restructurings and other cost controls implemented by management, certain AGI corporate functions (institutional research and data) being moved to AU and USU, lower insurance costs, and lower facilities costs. Facilities cost decreased due to the office space lease-end for New York City (lease ended January 31, 2024) and the New Brunswick Province in Canada (lease ended December 31, 2023). General and administration expense in 9M Fiscal 2024, includes the reversal of stock-based compensation expense for \$0.2 million related to a grant forfeited by the resignation of the Chief Operating Officer on May 15, 2023.

Impairments of right-of-use assets and tenant leasehold improvements

	Three Months Ended January 31,				Nine Months Ended January 31,			
	2025	\$ Change	% Change	2024	2025	\$ Change	% Change	2024
Impairments of right-of-use assets and tenant leasehold improvements	\$ —	\$ (105,314)	NM	\$105,314	\$4,937,154	\$ 4,831,840	NM	\$ 105,314

NM – Not meaningful

In Q3 Fiscal 2024, the Company recorded a right-of-use assets impairment of \$0.1 million, which includes the partial impairment of the pre-licensure campus lease in Austin. The impairment is the result of the fact that AU is no longer able to utilize space for BSN Pre-licensure operations due to the completion of the teach-out.

In 9M Fiscal 2025, the Company recorded:

- a right-of-use assets impairment of \$3.7 million, which includes the impairment of the pre-licensure campus leases in Nashville and Tampa. The impairment is the result of the fact that AU is no longer able to utilize space for BSN Pre-licensure operations due to the completion of the teach-out; and
- a tenant leasehold improvement impairment of \$1.2 million, which includes the write-off assets associated with Nashville and Tampa leased properties no longer able to be utilized in pre-licensure operations.

Bad debt expense

	Three Months Ended January 31,				Nine Months Ended January 31,			
	2025	\$ Change	% Change	2024	2025	\$ Change	% Change	2024
Bad debt expense	\$ 450,000	\$ —	—%	\$ 450,000	\$1,350,000	\$ —	—%	\$1,350,000

Based on our review of student accounts associated with current period revenue and previously existing student accounts receivable and historical write-off trends, the Company evaluated its reserve methodology and adjusted reserves for AU and USU accordingly.

Depreciation and amortization

	Three Months Ended January 31,				Nine Months Ended January 31,			
	2025	\$ Change	% Change	2024	2025	\$ Change	% Change	2024
Depreciation and amortization	\$ 709,301	\$ (206,823)	(23)%	\$ 916,124	\$2,324,200	\$ (505,226)	(18)%	\$2,829,426

The decrease in depreciation is primarily due to the impairment of tenant leasehold improvements at AU, which were impaired during 9M Fiscal 2025 since AU is no longer able to utilize space for BSN Pre-licensure operations due to the completion of the teach-out and fully depreciated assets, partially offset by an increase in amortization related to internally developed capitalized software placed into service to support the Company's instructional services.

Interest expense

	Three Months Ended January 31,				Nine Months Ended January 31,			
	2025	\$ Change	% Change	2024	2025	\$ Change	% Change	2024
Interest expense	\$ 353,629	\$ (1,638,556)	(82)%	\$1,992,185	\$1,043,289	\$ (2,926,097)	(74)%	\$ 3,969,386

Interest expense decreased due principally to the Exchange Agreement entered into on April 29, 2024 with the lenders of the 2022 Convertible Notes in which the Lenders exchanged their notes for 10,000 shares of the Company's Series A Convertible Preferred Stock relinquishing all other rights under the 2022 Convertible Notes. Additionally, in connection with the Third Amendment to the 15% Debentures in Q4 Fiscal 2024, the debt extinguishment resulted in the write-off of debt issuance costs and original issue discount, which were included in interest expense in Q3 Fiscal 2024.

Change in fair value of put warrant liability

	Three Months Ended January 31,				Nine Months Ended January 31,			
	2025	\$ Change	% Change	2024	2025	\$ Change	% Change	2024
Change in fair value of put warrant liability	\$ (935,363)	\$ (841,914)	NM	\$ (93,449)	\$ 970,769	\$ 1,064,218	NM	\$ (93,449)

In Q3 Fiscal 2024, in connection with the Second Amendment to the 15% Debentures, the Company recorded the fair value of associated put warrants as a liability. The fair value of the put warrant liability is re-measured at the end of each fiscal quarter based on changes to Aspen Group's share price during the quarter. At the end of each quarter if our stock price has increased, we will incur a non-cash charge; contrarily, if our stock price has decreased, we will incur a non-cash gain from the put warrants.

Other income (expense), net

	Three Months Ended January 31,				Nine Months Ended January 31,			
	2025	\$ Change	% Change	2024	2025	\$ Change	% Change	2024
Other income (expense), net	\$ 358	\$ (2,131)	NM	\$ 2,489	\$17,120	\$ 379	2%	\$16,741

Income tax expense

	Three Months Ended January 31,				Nine Months Ended January 31,			
	2025	\$ Change	% Change	2024	2025	\$ Change	% Change	2024
Income tax (benefit)	\$ 3,751	\$ (24,780)	(87)%	\$ 28,531	\$49,768	\$ (103,010)	(67)%	\$152,778

Income tax expense in Q3 Fiscal 2025 and 9M Fiscal 2025 primarily relates to estimated quarterly domestic tax payments/refunds.

Income tax expense in Q3 Fiscal 2024 and 9M Fiscal 2024 primarily relates to the Canada foreign income tax year liability and estimated quarterly domestic tax payments/refunds.

Non-GAAP Financial Measures

This discussion and analysis includes both financial measures in accordance with Generally Accepted Accounting Principles, or GAAP, as well as non-GAAP financial measures. Generally, a non-GAAP financial measure is a numerical measure of a company's performance, financial position or cash flows that either excludes or includes amounts that are not normally included or excluded in the most directly comparable measure calculated and presented in accordance with GAAP. Non-GAAP financial measures should be viewed as supplemental to and should not be considered as alternatives to net income (loss), operating income (loss), and cash flow from operating activities, liquidity or any other financial measures. They may not be indicative of the historical operating results of AGI nor are they intended to be predictive of potential future results. Investors should not consider non-GAAP financial measures in isolation or as substitutes for performance measures calculated in accordance with GAAP.

Our management uses and relies on EBITDA, Adjusted EBITDA, Adjusted EBITDA Margin and Adjusted Gross Profit, which are non-GAAP financial measures. We believe that management, analysts and shareholders benefit from referring to the following non-GAAP financial measures to evaluate and assess our core operating results from period-to-period after removing the impact of items that affect comparability. Our management recognizes that the non-GAAP financial measures have inherent limitations because of the excluded items described below.

We have included a reconciliation of our non-GAAP financial measures to the most comparable financial measures calculated in accordance with GAAP. We believe that providing the non-GAAP financial measures, together with the reconciliation to GAAP, helps investors make comparisons between AGI and other companies. In making any comparisons to other companies, investors need to be aware that companies use different non-GAAP measures to evaluate their financial performance. Investors should pay close attention to the specific definition being used and to the reconciliation between such measure and the corresponding GAAP measure provided by each company.

EBITDA and Adjusted EBITDA

AGI defines Adjusted EBITDA as EBITDA excluding: (1) bad debt expense; (2) stock-based compensation; (3) severance; (4) impairments of right-of-use assets and tenant leasehold improvements and (5) non-recurring charges (income). The following table presents a reconciliation of net loss to EBITDA and Adjusted EBITDA and of net loss margin to Adjusted EBITDA Margin.

	<u>Three Months Ended January 31,</u>		<u>Nine Months Ended January 31,</u>	
	<u>2025</u>	<u>2024</u>	<u>2025</u>	<u>2024</u>
Net loss	\$ (908,747)	\$ (3,880,437)	\$ (5,182,976)	\$ (6,131,688)
Interest expense, net	353,629	1,992,185	1,043,289	3,969,365
Taxes	3,751	28,531	49,768	152,778
Depreciation and amortization	709,301	916,124	2,324,200	2,829,426
EBITDA	157,934	(943,597)	(1,765,719)	819,881
Bad debt expense	450,000	450,000	1,350,000	1,350,000
Stock-based compensation	107,012	222,076	415,348	527,657
Severance	35,421	—	121,650	—
Impairments of right-of-use assets and tenant leasehold improvements	—	105,314	4,937,154	105,314
Non-recurring charges (income) - Other	953,364	344,649	(1,358,067)	344,649
Adjusted EBITDA	<u>\$ 1,703,731</u>	<u>\$ 178,442</u>	<u>\$ 3,700,366</u>	<u>\$ 3,147,501</u>
Net income / loss Margin	(8)%	(32)%	(15)%	(15)%
Adjusted EBITDA Margin	16%	1%	11%	8%

In Q3 Fiscal 2025, the increase in Adjusted EBITDA was due to the reduction in instructional costs and services related to the teach-out of the pre-licensure program, the increased efficiencies in the usage of faculty at AU and USU and a decrease in general and administrative costs attributed to the four restructurings and planned cost control, partially offset by lower revenue at AU related to the completion of the teach-out at the pre-licensure program and decreased AU online enrollments related to a maintenance marketing spend level.

In Q3 Fiscal 2025, non-recurring charges - Other of \$1.0 million includes the non-cash change in fair value of put warrant liability and non-recurring professional fees.

The Q3 Fiscal 2025 net loss of \$0.9 million includes the \$1.0 million non-cash expense related to the fair value adjustment of the put warrants, which is attributed to gains in Aspen Group's share price in the quarter. At the end of each quarter if our stock price has increased, we will incur a non-cash charge; contrarily, if our stock price has decreased, we will incur a non-cash gain from the put warrants, reflected in the above and following tables.

In 9M Fiscal 2025, the increase in Adjusted EBITDA was due to a reduction in instructional costs and services, a decrease in general and administrative costs attributed to planned cost control and lower facilities costs, partially offset by lower revenue at AU related to the completion of the teach-out at the pre-licensure program campuses and decreased AU online enrollments related to a maintenance marketing spend level.

In 9M Fiscal 2025, non-recurring income - Other of \$1.4 million includes the non-cash income related to the change in fair value of put warrant liability, a reduction to remove the impact of temporary lease rent abatement and non-recurring professional fees.

The following tables present a reconciliation of Net income (loss) to EBITDA and Adjusted EBITDA and of Net income (loss) margin to Adjusted EBITDA margin by subsidiary:

	Three Months Ended January 31, 2025			
	Consolidated	AGI Corporate	AU	USU
Net income (loss)	\$ (908,747)	\$ (2,479,960)	\$ (106,590)	\$ 1,677,803
Interest expense, net	353,629	353,629	—	—
Taxes	3,751	(10,250)	13,301	700
Depreciation and amortization	709,301	71,875	487,066	150,360
EBITDA	157,934	(2,064,706)	393,777	1,828,863
Bad debt expense	450,000	—	225,000	225,000
Stock-based compensation	107,012	104,283	1,607	1,122
Severance	35,421	2,090	18,155	15,176
Non-recurring charges - Other	953,364	935,363	18,001	—
Adjusted EBITDA	<u>\$ 1,703,731</u>	<u>\$ (1,022,970)</u>	<u>\$ 656,540</u>	<u>\$ 2,070,161</u>
Net income (loss) Margin	(8)%	NM	(2)%	26 %
Adjusted EBITDA Margin	16 %	NM	15 %	32 %

NM – Not meaningful

	Three Months Ended January 31, 2024			
	Consolidated	AGI Corporate	AU	USU
Net income (loss)	\$ (3,880,437)	\$ (4,787,637)	\$ (380,174)	\$ 1,287,374
Interest expense, net	1,992,185	1,992,185	—	—
Taxes	28,531	1,008	18,522	9,001
Depreciation and amortization	916,124	79,218	695,403	141,503
EBITDA	(943,597)	(2,715,226)	333,751	1,437,878
Bad debt expense	450,000	—	225,000	225,000
Stock-based compensation	222,076	207,149	13,039	1,888
Impairment of right-of-use assets	105,314	—	105,314	—
Non-recurring charges - Other	344,649	93,449	251,200	—
Adjusted EBITDA	<u>\$ 178,442</u>	<u>\$ (2,414,628)</u>	<u>\$ 928,304</u>	<u>\$ 1,664,766</u>
Net income (loss) Margin	(32)%	NM	(6)%	22 %
Adjusted EBITDA Margin	1 %	NM	15 %	28 %

	Nine Months Ended January 31, 2025			
	Consolidated	AGI Corporate	AU	USU
Net income (loss)	\$ (5,182,976)	\$ (4,852,110)	\$ (5,947,876)	\$ 5,617,010
Interest expense, net	1,043,289	1,043,289	—	—
Taxes	49,768	5,321	39,201	5,246
Depreciation and amortization	2,324,200	223,263	1,667,335	433,602
EBITDA	(1,765,719)	(3,580,237)	(4,241,340)	6,055,858
Bad debt expense	1,350,000	—	675,000	675,000
Stock-based compensation	415,348	400,856	10,426	4,066
Severance	121,650	13,572	78,602	29,476
Impairments of right-of-use assets and tenant leasehold improvements	4,937,154	—	4,937,154	—
Non-recurring income - Other	(1,358,067)	(970,769)	(387,298)	—
Adjusted EBITDA	<u>\$ 3,700,366</u>	<u>\$ (4,136,578)</u>	<u>\$ 1,072,544</u>	<u>\$ 6,764,400</u>
Net income (loss) Margin	(15)%	NM	(42)%	28 %
Adjusted EBITDA Margin	11 %	NM	8 %	34 %

	Nine Months Ended January 31, 2024			
	Consolidated	AGI Corporate	AU	USU
Net income (loss)	\$ (6,131,688)	\$ (12,401,059)	\$ 847,909	\$ 5,421,462
Interest expense, net	3,969,365	3,969,386	(6)	(15)
Taxes	152,778	63,771	56,548	32,459
Depreciation and amortization	2,829,426	232,982	2,195,504	400,940
EBITDA	819,881	(8,134,920)	3,099,955	5,854,846
Bad debt expense	1,350,000	—	675,000	675,000
Stock-based compensation	527,657	447,160	67,669	12,828
Impairments of right-of-use assets and tenant leasehold improvements	105,314	—	105,314	—
Non-recurring charges - Other	344,649	93,449	251,200	—
Adjusted EBITDA	\$ 3,147,501	\$ (7,594,311)	\$ 4,199,138	\$ 6,542,674
Net income (loss) Margin	(15)%	NM	4 %	28 %
Adjusted EBITDA Margin	8 %	NM	20 %	34 %

Adjusted Gross Profit

GAAP Gross Profit is revenue less cost of revenue less amortization expense. The Company defines Adjusted Gross Profit as GAAP Gross Profit adjusted to exclude amortization expense. The following table presents a reconciliation of GAAP Gross Profit to Adjusted Gross Profit:

	Three Months Ended January 31,		Nine Months Ended January 31,	
	2025	2024	2025	2024
Revenue	\$ 10,943,968	\$ 12,057,847	\$33,732,584	\$40,526,566
Cost of Revenue	3,032,138	3,861,895	9,265,258	12,838,943
Adjusted Gross Profit	\$ 7,911,830	\$ 8,195,952	24,467,326	27,687,623
Less amortization expense included in cost of revenue:				
Intangible asset amortization	32,874	29,144	96,839	87,737
Call center software/website amortization	407,619	454,018	1,263,442	1,389,985
Total amortization expense included in cost of revenue	440,493	483,162	1,360,281	1,477,722
GAAP Gross Profit	\$ 7,471,337	\$ 7,712,790	\$23,107,045	\$26,209,901
GAAP Gross Profit as a percentage of revenue	68 %	64 %	69 %	65 %
Adjusted Gross Profit as a percentage of revenue	72 %	68 %	73 %	68 %

For both periods, GAAP gross margin improved primarily due to lower cost of revenue associated with the year-over-year decrease of instructional costs related to the teach out of the BSN Pre-licensure program and the increased efficiencies in the usage of faculty at both AU and USU; partially offset by lower revenue.

Liquidity and Capital Resources

Cash flow information

A summary of the Company's cash flows is as follows:

	Nine Months Ended January 31,	
	2025	2024
Net cash provided by (used in)		
Operating activities	\$ 702,601	\$ (5,530,016)
Investing activities	(844,190)	(1,018,014)
Financing activities	(1,321,066)	4,486,979
Net decrease in cash	<u>\$ (1,462,655)</u>	<u>\$ (2,061,051)</u>

Net Cash Provided by (Used in) Operating Activities

Net cash provided by operating activities was \$0.7 million in 9M Fiscal 2025 in contrast to net cash used in operating activities of \$5.5 million in 9M Fiscal 2024. Our net loss for 9M Fiscal 2025 adjusted for non-cash activities was \$2.6 million as compared to \$(0.3) million in the prior year period. Approximately \$1.9 million of cash used in operations relates to decreased working capital which is attributed to the net decrease in accounts payable and accrued expenses, decreases in advances on tuition and deferred tuition, and increases in short-term and long-term monthly payment plan accounts receivable, partially offset by a decrease in financial aid related receivables in other current assets due to receipt of the final HCM2 payment in July 2024. Further discussion follows.

The decrease in cash from changes in working capital primarily consists of the following: 1) the net decrease in accounts payable and accrued expenses due to a catch-up of vendor payments since AU was removed from the HCM2 payment method, 2) the decrease in advances on tuition and deferred tuition and due to students is associated with the timing of class starts and 3) the increase in accounts receivable is due to strong enrollments in USU's MSN-FNP program in 9M Fiscal 2025.

Other current assets decreased primarily due to the receipt of the last HCM2 payment from the DOE of \$0.8 million in July 2024, and the transition of AU from the HCM2 payment method to the HCM1 payment method in August 2024. Refer to Item 3. Interim financial statements - Note 11. Commitments and Contingencies for detail.

The increase in non-cash adjustments consists of the impairments of right-of-use assets and tenant leasehold improvements, partially offset by the change in fair value of put warrants issued in connection with the second amendment of the 15% Senior Secured Debentures (the "Debentures" or "15% Debentures").

There may be working capital volatility from quarter to quarter due to the timing of financial aid payments, the timing and size of student course starts that impact advances on tuition and deferred tuition and the timing of increased marketing spend, which could result in increased accounts receivable balances.

Net Cash Used in Investing Activities

Net cash used in investing activities in 9M Fiscal 2025 decreased from 9M Fiscal 2024 by 17% and was primarily related to capitalized software expenditures.

Net Cash (Used in) Provided by Financing Activities

Net cash used in financing activities in 9M Fiscal 2025 decreased from 9M Fiscal 2024 due to the net proceeds from the issuance of the 15% Debentures in the prior year, which were used for the repayment of the outstanding borrowings under the \$5 million Credit Facility and payment of debt issuance costs. Net cash used in financing activities in 9M Fiscal 2025 was primarily related to repayment of a portion of the 15% Debentures.

Liquidity

The Company's cash balance is kept liquid and concentrated in a large financial institution.

Financing Arrangements

15% Senior Secured Debentures

On May 12, 2023, Aspen Group, Inc. completed a private offering of approximately \$12.4 million aggregate principal amount of the 15% Debentures due May 2026 of which \$10.5 million was funded and the remainder recorded as debt discount. A portion of the proceeds from these Debentures was used to repay the outstanding borrowings under the \$5 million Credit Facility and to pay expenses associated with this offering; the remaining proceeds were used for working capital needs and to fund a \$2.0 million restricted cash reserve required by the agreement. The Company also reimbursed the investors \$90,000 for legal, due diligence and investment documentation expenses. The Debentures mature on May 12, 2026 unless earlier redeemed. After the discount, fees, expenses, repayment of the 2018 Revolving Credit Facility, and the funding of the \$2.0 million reserve, \$3.4 million was made available to the Company as unrestricted cash. The \$2.0 million restricted cash deposit was subsequently used to prepay the outstanding balances through the amendments discussed below.

The investors also received warrants to purchase 2.2 million shares of common stock, representing 6% of the outstanding common stock at closing, at an exercise price of \$0.01 per share. These warrants have a three-year term and contain anti-dilution protection.

The Company has the option to prepay the Debentures any time after May 12, 2024 at 105%; but has not had the available cash to do so. The Debentures accrue interest at a rate of 15% per annum, payable monthly, subject to increase to 20% upon the occurrence of an event of default. The 15% Debentures contain covenants that require the Company to maintain \$2.0 million of restricted cash (subsequently amended as discussed in the Second and Third Amendments below), maintain at least \$20.0 million of accounts receivable at all times, and maintain enumerated quarterly revenue and quarterly Adjusted EBITDA amounts, which is defined as EBITDA excluding: (1) stock-based compensation; and (2) non-recurring charges (subsequently amended as discussed in the Third Amendment below).

First Amendment

On August 1, 2023, the Company entered into an amendment with the purchasers pursuant to the 15% Debentures to unrestrict \$750,000 of the \$2.0 million restricted cash, required to be maintained as part of the covenants, until the earlier of August 22, 2023 or next HCM2 funding. On August 9, 2023, the Company replenished the restricted cash balance to \$2 million and paid \$100,000 of principal along with a \$5,000 fee.

Second Amendment

On October 31, 2023, the Company entered into a Second Amendment with the purchasers pursuant to the 15% Debentures to unrestrict \$1.5 million of the \$2.0 million restricted cash. Upon receipt of \$1.5 million of payments under the fifth HCM2 reimbursement payment, the Company was required to prepay \$1.5 million of the outstanding principal of the 15% Debentures ("Mandatory Prepayment"). Additionally, the Company paid a prepayment premium of \$250,000. Monthly redemptions which began in November 2023 were reduced by 10% following the Mandatory Prepayment.

As part of the Second Amendment to the 15% Debentures, which is discussed in Item 3. Interim financial statements. - Note 7. Stockholders' Equity, the Company also issued warrants to purchase Common Stock at an exercise price of \$0.01 based on the outstanding principal balances of the Debentures, which are the same term as the warrants issued in May 2023 with the 15% Debenture Agreement (collectively, the "New Warrants"):

- (i) on the effective date of the Second Amendment, New Warrants to purchase 403,545 shares of Common Stock, which is equal to 1% of the Company's outstanding shares on a fully diluted basis, with a value of \$91,280;
- (ii) since the Mandatory Prepayment of \$1.5 million was not made by December 30, 2023, on such date, New Warrants were issued to purchase 3% of the Company's issued and outstanding on a fully diluted basis. The Company issued an additional 1,210,634 warrants with a value of \$324,937; and
- (iii) since the Mandatory Prepayment of \$1.5 million was not made by January 31, 2024, but rather on February 8, 2024, on such date, New Warrants were issued to purchase 5% of the Company's issued and outstanding on a fully diluted basis. The Company issued an additional 2,017,724 warrants with a value of \$541,562.

The Second Amendment also provides that upon the first to occur of the (i) the 15% Debenture Maturity Date, (ii) after the occurrence and during the continuance of an event of default, or (iii) the repayment in full of the 15% Debentures, the Company shall, upon the written request, repurchase the warrants issued in May 2023 and the New Warrants for a purchase price of \$100,000 in cash per one percentage point of ownership of the Company's issued and outstanding common stock on a fully

diluted basis as of the date of the Second Amendment (subject to adjustment for stock splits, stock dividends, stock combinations, reverse stock splits, recapitalizations and similar transactions) (collectively the "put warrants"). At January 31, 2025, the fair value of these put warrants was \$993,823, which is included in "Put Warrants liability" in the accompanying consolidated balance sheet.

Third Amendment

On April 16, 2024, the Company entered into a Third Amendment with the holders of its outstanding 15% Debentures to:

- (i) utilize the remaining \$500,000 of restricted cash to prepay outstanding principal on April 18, 2024;
- (ii) pay an exit fee of \$250,000 on or prior to the earlier of the maturity date and repayment in full of the outstanding balance of the 15% Debentures which was accrued in "Other long-term liabilities" in the accompanying consolidated balance sheets;
- (iii) reduce the monthly principal payments to \$50,000 for the calendar months of March, April, May, June, July, and August 2024;
- (iv) reduce the required minimum Revenue and Adjust EBITDA covenants; and
- (v) include a voluntary \$0.50 conversion feature to common stock of AGI.

Fourth Amendment

On April 29, 2024, the Company entered into a Fourth Amendment with the holders of its outstanding 15% Debentures to:

- (i) approve the exchange of the 2022 Convertible Notes held by the holders in exchange for the Series A Convertible Preferred Stock ("Series A") pursuant to the Exchange Agreement and the terms of the Series A set forth in the Certificate of Designation;
- (ii) revise certain negative covenants in the 15% Debentures to permit the issuance of the Dividend Shares (see Item 12. Financial information for the issuer's most recent fiscal period - Note 7. Stockholders' Equity) and carve-out the issuance of the Dividend Shares from triggering any adjustments pursuant to negative covenants in the Debentures;
- (iii) clarify that the issuance of the Dividend Shares is an "Exempt Issuance" under the 15% Debentures;
- (iv) agree that if the Series A are exchanged for new convertible notes on similar terms as the original 2022 Convertible Notes (other than a \$0.50 per share conversion price), such notes would be "Permitted Indebtedness" (as defined in the 15% Debentures); and
- (v) enter into an agreement to terminate the subordination agreement.

Fifth Amendment

On July 19, 2024, the Company entered into a Fifth Amendment to amend certain events of default.

Sixth Amendment

On October 31, 2024, the Company entered into a Sixth Amendment with the holders of its outstanding 15% Debentures. The Amendment provides that effective Q3 Fiscal 2025, required monthly loan principal payments will be converted to quarterly payments of \$500,000. The first quarterly principal payment will be made on January 31, 2025, with subsequent payments due each 90 days thereafter. As part of the Sixth Amendment, the Company issued additional warrants to purchase common stock equal to 5% of outstanding shares of common stock on the Sixth Amendment effective date of October 31, 2024.

2022 Convertible Notes

For information on the terms of our 2022 Convertible Notes that were exchanged for our Series A Convertible Preferred Stock on April 29, 2024, see Item 3. Interim financial statements. - Note 6. Debt.

Preferred Stock

On April 29, 2024, the Company and the holders of its outstanding \$10 million of 2022 Convertible Notes entered into an Exchange Agreement where they exchanged the Convertible Notes for 10,000 shares of Series A with a total stated value of \$10 million, which was equal to the total principal of the Convertible Notes. Refer to Item 3. Interim financial statements., Note 7. Stockholders' Equity. The resulting decrease in on-going quarterly interest expense is \$0.4 million.

Dividends are settled with common stock shares and were as follows:

Issuance Date	Number of Common Stock Issued	Fair Value of Dividend
May 1, 2024	230,138	\$ 59,836
August 1, 2024	705,758	\$ 141,152
November 1, 2024	705,758	\$ 7,058
February 1, 2025 *	705,758	\$ 119,979

* Accrued at January 31, 2025.

Sufficiency of Working Capital

On February 8, 2023, AU received notification from the DOE that effective February 7, 2023 the DOE had placed AU on HCM2. Under the HCM2 method of payment, AU may continue to obligate funds under the federal student financial assistance programs. A school placed on HCM2 no longer receives funds under the Advance Payment Method. After a school on HCM2 makes disbursements to students from its own institutional funds, a Reimbursement Payment Request must be submitted for those funds to the DOE. The HCM2 payment method created variability in our unrestricted cash balance because of funding delays by the end DOE. As of July 2024, we received eight reimbursement payments under the HCM2 program.

On July 19, 2024, AU received notification from the Distance Education Accrediting Commission (the "Commission") regarding its decision to vacate the show cause directive previously issued to AU on February 1, 2023.

On August 16, 2024, the DOE moved AU from the HCM2 payment method to the HCM1 payment method. A school placed on HCM1 receives funds after a school makes disbursements to eligible students from institutional funds and submits disbursement records to the Common Origination and Disbursement System; it will then draw down financial aid funds to cover those disbursements in the same way as a school on the Advance Payment Method. Since removal from HCM2, AU has received \$6.7 million in HCM1 funds.

As of March 7, 2025, the Company had \$0.9 million of unrestricted cash on hand. Cost reductions associated with the four restructuring plans and other corporate cost reductions were implemented to ensure that the Company will have sufficient cash to meet its working capital needs for the next 12 months.

Capital and other expenditures

The Company anticipates that it will need to make capital and other expenditures in connection with on-going operations.

Cautionary Note Regarding Forward Looking Statements.

This report contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding our future marketing spend and the success of our future marketing efforts, future AU revenue declines and future USU expected revenue, positive operating cash flow, future liquidity, the impact of our bookings.

All statements other than statements of historical facts contained in this report, including statements regarding our future financial position, liquidity, business strategy and plans and objectives of management for future operations, are forward-looking statements. The words "believe," "may," "estimate," "continue," "anticipate," "intend," "should," "plan," "could," "target," "potential," "is likely," "will," "expect" and similar expressions, as they relate to us, are intended to identify forward-looking statements. We have based these forward-looking statements largely on our current expectations and projections about

future events and financial trends that we believe may affect our financial condition, results of operations, business strategy and financial needs.

The results anticipated by any or all of these forward-looking statements might not occur. Important factors, uncertainties and risks that may cause actual results to differ materially from these forward-looking statements include, without limitation, the impact from our last restructuring plan, our ability to sublease our remaining leases other than our executive offices and necessary space used by AU and USU, the continued high demand for nurses for our new programs and in general, student attrition, national and local economic factors including the labor market shortages and the possibility of an economic recession, the failure to obtain approval from the National Council for State Authorization Reciprocity Agreements, competition from other online universities including the competitive impact from the trend of major non-profit universities using online education and consolidation among our competitors, the effectiveness of our future marketing efforts, our evaluation of the effectiveness of our cost reduction efforts, our ability to obtain and maintain the necessary regulatory approvals, the impact of any Federal Reserve interest rate changes on the economy, unfavorable regulatory changes, and our failure to continue obtaining enrollments at low acquisition costs and keeping teaching and administrative costs down. We undertake no obligation to publicly update or revise any forward-looking statements, whether as the result of new information, future events or otherwise.

Item 5. Legal proceedings.

For information regarding certain legal proceedings, see Item 3. Interim Financial Statements - Note 11. Commitments and Contingencies.

Item 6. Defaults upon senior securities.

None.

Item 7. Other information.

None.

Item 8. Exhibits.

Our articles of incorporation and bylaws were filed as Exhibit H and Exhibit I, respectively, to our Annual Report for the year ended April 30, 2023. Information regarding purchases of equity securities by the issuer and affiliated purchasers appears in Item 19 of our Annual Report for the year ended April 30, 2024.

We are also filing our Third Amendment to the Bylaws for Aspen Group, Inc. with this Quarterly Report.

Item 9. Certifications.

I, Michael Mathews, certify that:

1. I have reviewed this quarterly disclosure statement of Aspen Group, Inc.;
2. Based on my knowledge, this disclosure statement does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this disclosure statement; and
3. Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, fairly present in all material respects the financial condition, results of operations and cash flows of the issuer as of, and for, the periods presented in this disclosure statement.

Date: March 14, 2025

/s/ Michael Mathews
Chief Executive Officer

I, Matt LaVay, certify that:

1. I have reviewed this quarterly disclosure statement of Aspen Group, Inc.;
2. Based on my knowledge, this disclosure statement does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this disclosure statement; and
3. Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, fairly present in all material respects the financial condition, results of operations and cash flows of the issuer as of, and for, the periods presented in this disclosure statement.

Date: March 14, 2025

/s/ Matt LaVay
Chief Financial Officer