



March 11, 2014

To Whom It May Concern:

Pursuant to Section 6 of the Educational Products and Services Agreement effective July 1, 2012, K12 will discount its fees to ensure that sufficient funds are available to pay approved school expenses. Discounted fees are only repaid out of future surpluses per Section 6.4.

K12 discounted its fees by \$316,213 in the School Year ended June 30, 2013. No further discounts have been issued.

Discounted fees not paid out of future surpluses will be waived at the end of the Term. Per the Educational Products and Services Agreement, the Term ends on June 30, 2016.

Respectfully,

A handwritten signature in black ink, appearing to read 'Jeff Stark', is written over a horizontal line.

Jeff Stark
VP, Finance
K12, Inc.