

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549

**FORM 8-K**

**CURRENT REPORT**  
Pursuant to Section 13 or 15 (d)  
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): July 28, 2022

**Navient Corporation**

(Exact name of registrant as specified in its charter)

<u>Delaware</u> (State or other jurisdiction of incorporation)	<u>001-36228</u> (Commission File Number)	<u>46-4054283</u> (I.R.S. Employer Identification No.)
<u>123 Justison Street, Wilmington, Delaware</u> (Address of principal executive offices)		<u>19801</u> (Zip Code)

Registrant's telephone number, including area code (302) 283-8000

Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common stock, par value \$.01 per share	NAVI	The Nasdaq Global Select Market
6% Senior Notes due December 15, 2043	JSM	The Nasdaq Global Select Market

**Item 7.01. REGULATION FD DISCLOSURE**

Navient Corporation (the "Company") frequently provides relevant information to its investors via posting to its corporate website. On July 28, 2022, a presentation entitled "2022 2<sup>nd</sup> Quarter Investor Deck" was made available on the Company's website at <https://navient.com/investors>. In addition, the presentation is being furnished herewith as Exhibit 99.1.

The information contained in, or incorporated into, this Item 7.01, including Exhibit 99.1 attached hereto, is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.

**Item 9.01. Financial Statements and Exhibits.**

(d) Exhibits

Exhibit No.	Exhibit
<a href="#">99.1</a>	<a href="#">2022 2<sup>nd</sup> Quarter Investor Presentation</a>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**NAVIENT CORPORATION**  
(Registrant)

Date: July 28, 2022

By: /s/ Mark L. Heleen  
Name: Mark L. Heleen  
Title: Chief Legal Officer



NAVIENT

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# 2022 2<sup>nd</sup> Quarter Investor Deck

July 28, 2022



# Forward-Looking Statements; Non-GAAP Financial Measures

The following information is current as of June 30, 2022 (unless otherwise noted) and should be read in connection with Navient Corporation's "Navient" Annual Report on Form 10-K for the year end December 31, 2021 (the "2021 Form 10-K"), filed by Navient with the Securities and Exchange Commission (the "SEC") on February 25, 2022 and subsequent reports filed by Navient with the SEC. Definitions for capitalized terms in this presentation not defined herein can be found in the 2021 Form 10-K. This presentation contains "forward-looking statements," within the meaning of the federal securities law, about our business, and prospects and other information that is based on management's current expectations as of the date of this presentation. Statements that are not historical facts, including statements about the company's beliefs, opinions or expectations and statements that assume or are dependent upon future events, are forward-looking statements and often contain words such as "expect," "anticipate," "intend," "plan," "believe," "seek," "see," "will," "would," "may," "could," "should," "goal," or "target." Forward-looking statements are subject to risks, uncertainties, assumptions and other factors that may cause actual results to be materially different from those reflected in such forward-looking statements.

For Navient, these factors include, among others, the risks and uncertainties associated with:

- the continuing impact of the COVID-19 pandemic, including changes in the macroeconomic environment, restrictions on business, individual or travel activities intended to slow the spread of the pandemic and volatility in market conditions resulting from the pandemic including interest rates;
- the value of equities and other financial assets; the risks and uncertainties associated with increases in financing costs;
- the availability of financing or limits on our liquidity resulting from disruptions in the capital markets or other factors;
- unanticipated increases in costs associated with compliance with federal, state or local laws and regulations;
- changes in the demand for asset management and business processing solutions or other changes in marketplaces in which we compete (including increased competition);
- changes in accounting standards including but not limited to changes pertaining to loan loss reserves and estimates or other accounting standards that may impact our operations;
- adverse outcomes in any significant litigation to which the company is a party;
- credit risk associated with the company's underwriting standards or exposure to third parties, including counterparties to hedging transactions; and
- changes in the terms of education loans and the educational credit marketplace (including changes resulting from the CARES Act or other new laws and the implementation of existing laws).

The company could also be affected by, among other things:

- unanticipated repayment trends on education loans including prepayments or deferrals resulting from new interpretations of current laws, rules or regulations or future laws, executive orders or other policy initiatives which operate to encourage or require consolidation, abolish existing or create additional income-based repayment or debt forgiveness programs or establish other policies and programs which may increase the prepayment rates on education loans and accelerate repayment of the bonds in our securitization trusts;
- reductions to our credit ratings, the credit ratings of asset-backed securitizations we sponsor or the credit ratings of the United States of America;
- failures of our operating systems or infrastructure or those of third-party vendors;
- risks related to cybersecurity including the potential disruption of our systems or those of our third-party vendors or customers or potential disclosure of confidential customer information;
- damage to our reputation resulting from cyber-breaches or litigation;
- failure to successfully implement cost-cutting initiatives and adverse effects of such initiatives on our business;
- failure to adequately integrate acquisitions or realize anticipated benefits from acquisitions including delays or errors in converting portfolio acquisitions to our servicing platform;
- changes in law and regulations whether new laws or regulations or new interpretations of existing laws and regulations applicable to any of our businesses or activities or those of our vendors, suppliers or customers;
- changes in the general interest rate environment, including the availability of any relevant money-market index rate, including LIBOR, or the relationship between the relevant money-market index rate and the rate at which our assets are priced;
- our ability to successfully effectuate any acquisitions and other strategic initiatives;
- activities by shareholder activists, including a proxy contest or any unsolicited takeover proposal;
- changes in general economic conditions, including the potential impact of persistent inflation; and
- the other factors that are described in the "Risk Factors" section of Navient's Annual Report on Form 10-K for the year ended December 31, 2021, and in our other reports filed with the Securities and Exchange Commission.

The preparation of the company's consolidated financial statements also requires management to make certain estimates and assumptions including estimates and assumptions about future events. These estimates or assumptions may prove to be incorrect and actual results could differ materially. All forward-looking statements contained in this release are qualified by these cautionary statements and are made only as of the date of this release. The company does not undertake any obligation to update or revise these forward-looking statements except as required by law.

Navient reports financial results on a GAAP basis and also provides certain non-GAAP performance measures, including Core Earnings, Adjusted Tangible Equity Ratio, and various other non-GAAP financial measures derived from Core Earnings. When compared to GAAP results, Core Earnings exclude the impact of: (1) mark-to-market gains/losses on derivatives; and (2) goodwill and acquired intangible asset amortization and impairment. Navient provides Core Earnings measures because this is what management uses when making management decisions regarding Navient's performance and the allocation of corporate resources. Navient Core Earnings are not defined terms within GAAP and may not be comparable to similarly titled measures reported by other companies. For additional information, see Core Earnings in Navient's second quarter earnings release and pages 37 - 39 of this presentation for a further discussion and a complete reconciliation between GAAP net income and Core Earnings.

# NAVIENT

Navient provides technology-enabled education finance and business processing solutions that simplify complex programs and help millions of people achieve success

*Our customer-focused, data-driven services deliver exceptional results for clients in education, health care and government*

## Originations Franchise and Existing Loan Portfolio Generate Significant Cash Flows

- ✓ Our originations platform with its low-cost to acquire model generates highly accretive loans
- ✓ Education loan portfolios will generate predictable and stable cash flows over 20+ years

## Leveraging Our Scalable Technology Platform to Deliver Value

- ✓ Through our technology enhanced operating model, we continue to deliver solutions to our customers
- ✓ Optimized scale and infrastructure leave us well positioned for continued EBITDA growth

## Disciplined Expense Management & Prudent Capital Allocation

- ✓ We drive efficiency through the continuous use of data and analytics to drive simplification and automation
- ✓ Focused on maintaining our dividend and returning excess capital to shareholders

## Executing on our long-term value-creation strategy and utilizing our core strengths



# Delivering Long-Term Value

## Federal Education Loans



- ✓ **Successfully assisted** borrowers in returning to repayment
- ✓ Net interest margin of **111 bps** reflects our continued success in **managing interest rate risk**
- ✓ Annualized charge-off rate of **9 bps**, catalyzed by our data-driven risk management platform

**111 bps NIM**

## Consumer Lending



- ✓ Originated **\$420 million** of high-quality Private Education Loans, targeting **mid-teens ROE** return thresholds
- ✓ Continuing to leverage our capital markets expertise to produce **consistent risk adjusted margins**
- ✓ Private Education Loan delinquency & charge-off rates **continue to perform at historically low levels**

**266 bps NIM**

## Business Processing



- ✓ Navient employees **continue to support** our state and municipal clients
- ✓ Broad array of solutions continue to drive opportunities for **organic revenue growth**
- ✓ Technology enabled platform and differentiated expertise **enhances the client experience** and allows for rapid implementation

**16% EBITDA margin <sup>1</sup>**

Note: Financial data is as of Q2 2022.

<sup>1</sup> Item is a non-GAAP financial measure. See pages 37 - 39 for a description and reconciliation.



# Navient is Focused on Cost Efficiency

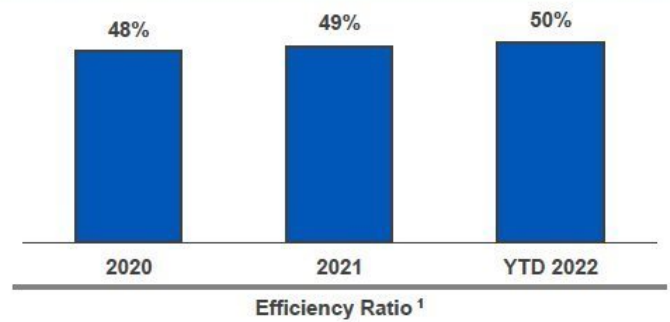
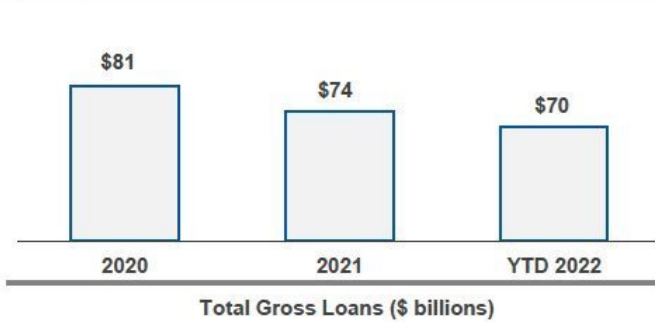
## Industry-leading Efficiency

- ✓ Innovative financing reduces interest expense, maximizing cashflow and shareholder value
- ✓ Continuing to drive strong margins through capital-efficient fee businesses, leveraging our scaled infrastructure and technical expertise

## Continuously Rationalizing Our Expense Base

- ✓ Focused on reducing expenses and improving efficiency across our businesses
- ✓ Growing businesses with strong margins that produce targeted returns

## Supporting Consistent Portfolio Margins and BPS Revenue Growth with Disciplined Expense Management



<sup>1</sup> Item is a non-GAAP financial measure. See pages 37 - 39 for a description and reconciliation.



# Building Value and Driving Meaningful Returns

Since 2014 Separation<sup>1</sup>

<p><b>Loan Originations</b></p>	<p>✓ Our competitive franchise, with its highly attractive return profile, leverages our core expertise to drive profits and growth</p>	<p>Originated nearly <b>\$20 billion</b> Private Education Loans</p>
<p><b>Loan Portfolios and Corporate Acquisitions</b></p>	<p>✓ Accretive, high-return portfolio acquisitions, and capital-lite fee businesses generate organic income</p>	<p>Acquired <b>\$50 billion</b> of total Education Loans</p>
<p><b>Dividends</b></p>	<p>✓ Consistent quarterly distributions since separation</p>	<p>Paid <b>\$1.4 billion</b> in dividends</p>
<p><b>Share Repurchase</b></p>	<p>✓ Since separation, repurchased over 70% of outstanding shares, with \$780 million of repurchase authority remaining<sup>2</sup></p>	<p>Repurchased <b>\$4.4 billion</b> of Navient shares</p>
<p><b>Reduce Unsecured Debt</b></p>	<p>✓ Optimizing capital structure and return profile, ensuring ongoing access to unsecured debt markets</p>	<p>Reduced unsecured debt by nearly <b>\$10.2 billion</b></p>

**Total Payout Ratio nearly 115% since Separation**

All data as of Q2 2022; Payout ratio shown on the basis of Adjusted Core Earnings, a non-GAAP financial measure.

<sup>1</sup> Separation values are as reported 8/30/2014.

<sup>2</sup> On December 10, 2021, Navient announced a new share repurchase program for up to \$1 billion of stock.

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# Originating Education Loans is an Attractive Opportunity

## Sizable Market With Attractive Yields <sup>1</sup>

Estimated Total Market Annual Originations <sup>2</sup> and Yields (\$'s in billions)

- Grad PLUS
- In-School Private Education Loans
- Private Education Refinance Loans



## Leveraging Our Existing Infrastructure to Generate Value

- **Private Education Refinance Loans:**
  - Using our data and expertise to deploy capital at mid-teens ROE
  - Life of loan loss expectation of 1.25% <sup>3</sup>
  - Weighted average life of ~3.5 years
- **In-School Private Education Loans:**
  - Using our data and expertise to deploy capital at high-teens ROE
  - Life of loan loss expectations of 6% <sup>3</sup>
  - Weighted average life of ~8 years

## Typical Refi Borrower Profile <sup>4</sup>

Borrower Age	32
Months since Graduation	71
Education	56% advanced degrees
FICO	762
Income	\$126,936
Monthly Real Free Cash Flow	\$4,133
Original Loan Amount	\$68,464

<sup>1</sup> Source: Navient estimates for total originations based on third party filings and "Jennifer Ma, Matea Pender, and CJ Libassi (2021). Trends in Student Aid 2021, New York: The College Board"; Navient estimates for average yields based on FSA Data Center and third-party company filings; estimated average yields for private lending is expected to shift based on market reactions to monetary policy.

<sup>2</sup> Navient expects the refinance loan market to contract by approximately 65% in 2022, due to rising interest rates and the extension of the CARES act.

<sup>3</sup> Life of loan loss expectations are on a gross basis.

<sup>4</sup> Weighted average.





Increased Full Year 2022 EPS Guidance: \$3.35 - \$3.45 <sup>1</sup>	Original Full Year 2022 Guidance <sup>2</sup>	Year to Date 2022 Actuals
Core Earnings Return on Equity <sup>1</sup>	Mid to High Teens	✓ 20%
Core Earnings Efficiency Ratio <sup>1</sup>	~54%	✓ 50%
Adjusted Tangible Equity Ratio <sup>1</sup>	~6%	✓ 7.5%
Net Interest Margin – Federal Education Loan Segment	Mid 90's	✓ 1.08%
Charge-off Rate – Federal Education Loan Segment	Less than 0.10%	✓ 0.08%
Net Interest Margin – Consumer Lending Segment	2.55% - 2.65%	✓ 2.73%
Charge-off Rate – Consumer Lending Segment	1.5% - 2.0%	✓ 1.39%
EBITDA Margin – Business Processing Segment <sup>1</sup>	High Teens	✓ 18%

<sup>1</sup> Adjusted diluted Core Earnings per share excludes restructuring and regulatory expenses. Item is a non-GAAP financial measure. See pages 37 - 39 for a description and reconciliation.

<sup>2</sup> Original Full Year Guidance provided on January 26, 2022.

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# Funding, Liquidity, & Cashflow



## Capital Management



- ✓ Returned **\$128 million** through share repurchases and dividends
  - Paid dividends of **\$23 million**
  - Repurchased **6.9 million shares for \$105 million**
- ✓ \$780 million of share repurchase authority remaining
- ✓ Adjusted Tangible Equity (ATE) ratio of **7.5%**<sup>1</sup>

## Financing



- ✓ Issued **\$715 million** of Term Education Loan ABS transactions
- ✓ No unsecured debt maturities until Q1 2023

<sup>1</sup> Item is a non-GAAP financial measure. See pages 37 - 39 for a description and reconciliation.



# FFELP ABS Transactions

NAVSL 2021-3						NAVSL 2021-2				
<b>Pricing Date:</b>	October 14, 2021					April 12, 2021				
<b>Settlement Date:</b>	October 28, 2021					April 22, 2021				
<b>Issuance Amount:</b>	\$978,500,000					\$1,011,600,000				
<b>Collateral:</b>	U.S. Government Guaranteed FFELP Consolidation and FFELP Non-Consolidation Loans					U.S. Government Guaranteed FFELP Consolidation and FFELP Non-Consolidation Loans				
<b>Prepayment Speed <sup>1</sup>:</b>	4% CPR Consolidation / 6% CPR Non-Consolidation					4% CPR Consolidation / 6% CPR Non-Consolidation				
<b>Tranching:</b>	<b>Class</b>	<b>Ratings (D/M/S) <sup>2</sup></b>	<b>Amt. (\$M)</b>	<b>WAL<sup>3</sup></b>	<b>Pricing <sup>3</sup></b>	<b>Class</b>	<b>Ratings (D/M/S) <sup>2</sup></b>	<b>Amt. (\$M)</b>	<b>WAL<sup>3</sup></b>	<b>Pricing <sup>3</sup></b>
	A-1A	AAA/Aaa/AA+	\$600	5.81	Swaps + 0.55%	A-1A	AAA/Aaa/AA+	\$300	5.72	Swaps + 0.55%
	A-1B	AAA/Aaa/AA+	\$365	5.81	1ML + 0.50%	A-1B	AAA/Aaa/AA+	\$697	5.72	1ML + 0.55%
	B	AAA/Aaa/NR	\$14	13.24	1ML + 1.05%	B	AAA/Aaa/NR	\$14	12.76	1ML + 1.35%

<sup>1</sup> Constant Repayment Rate (CPR) estimated based on a variety of assumptions concerning loan repayment behavior.

<sup>2</sup> Represents ratings by DBRS (D), Moody's (M) and S&P (S).

<sup>3</sup> Weighted Average Life (WAL) to the expected call date. Pricing for Fixed Rate securities: pre-April 2022 indexed to LIBOR Swaps and post-April 2022 indexed to United States Treasuries.



# Private Education Loan ABS Transactions

	NAVSL 2022-B					NAVSL 2022-A				
<b>Pricing Date:</b> <b>Settlement Date:</b>	May 17, 2022 May 25, 2022					February 1, 2022 February 10, 2022				
<b>Issuance Amount:</b>	\$714,600,000					\$951,900,000				
<b>Collateral:</b>	Private Education Refi Loans					Private Education Refi Loans				
<b>Prepayment Speed <sup>1</sup>:</b>	20% CPR					20% CPR				
<b>Tranching:</b>	<b>Class</b>	<b>Ratings (D/M) <sup>2</sup></b>	<b>Amt (\$M)</b>	<b>WAL<sup>3</sup></b>	<b>Pricing <sup>3</sup></b>	<b>Class</b>	<b>Ratings (D/M) <sup>2</sup></b>	<b>Amt (\$M)</b>	<b>WAL<sup>3</sup></b>	<b>Pricing <sup>3</sup></b>
	A	AAA/Aaa	\$678	2.42	I-CRV + 1.45%	A	AAA/Aaa	\$913	2.49	Swaps + 0.83%
	B	AA/NR	\$37	6.72	I-CRV + 2.00%	B	AA/NR	\$39	6.51	Swaps + 1.30%

<sup>1</sup> Constant Repayment Rate (CPR) estimated based on a variety of assumptions concerning loan repayment behavior.

<sup>2</sup> Represents ratings by DBRS (D), Fitch (F) and Moody's (M).

<sup>3</sup> Weighted Average Life (WAL) to the expected call date. Pricing for Fixed Rate securities: pre-April 2022 indexed to LIBOR Swaps and post-April 2022 indexed to United States Treasuries.



# Education Loan Portfolio Generates Significant Cash Flows

## Projected Life of Loan Cash Flows over ~20 Years

\$'s in Billions

### FFELP Cash Flows

06/30/2022

Secured

Residual (including O/C)

\$4.5

Floor Income

0.9

Servicing

1.6

Total Secured

\$7.0

Unencumbered

0.3

**Total FFELP Cash Flows**

**\$7.3**

### Private Credit Cash Flows

Secured

Residual (including O/C)

\$4.6

Servicing

0.5

Total Secured

\$5.1

Unencumbered

2.3

**Total Private Cash Flows**

**\$7.4**

**Combined Cash Flows  
before Unsecured Debt**

**\$14.6**

**Unsecured Debt (par value)**

**\$7.0**

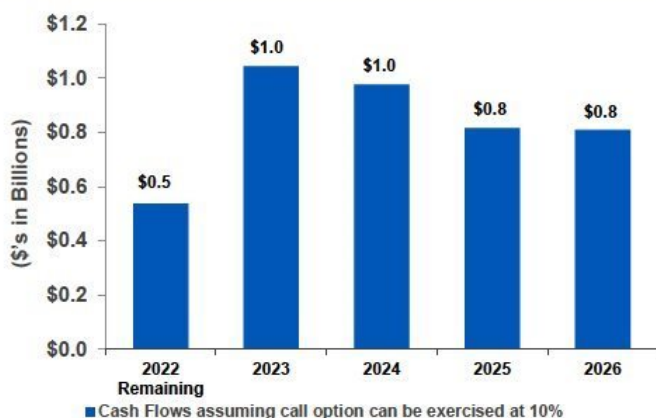
## Enhancing Cash Flows

- Generated \$1.1 billion of cash flows in YTD 2022
- Returned \$0.3 billion to shareholders through share repurchase and dividends in YTD 2022
- Acquired \$1.5 billion of student loans in YTD 2022
- \$14.6 billion of estimated future cash flows remain over ~ 20 years
  - Includes ~\$6 billion of overcollateralization<sup>1</sup> (O/C) to be released from residuals
- \$1.7 billion of unencumbered student loans
- \$0.3 billion of hedged FFELP Loan embedded floor income

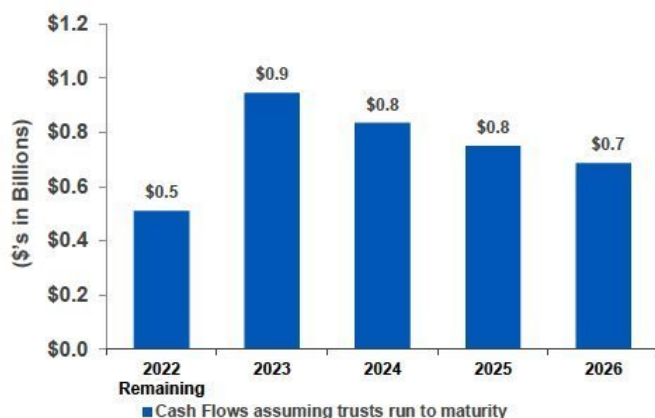
These projections are based on internal estimates and assumptions and are subject to ongoing review and modification. These projections may prove to be incorrect.  
<sup>1</sup>Includes the PC Turbo Repurchase Facility Debt totaling \$0.3B as of 06/30/2022.

# Education Loan Portfolio Generates Meaningful Cash Flows Over the Next Five Years

## Projected Annual Private Education Loan Cash Flows



## Projected Annual FFELP Loan Cash Flows



### Private Education Loan Portfolio Assumptions

- The Private Education Loan portfolio is projected to generate \$4.2 billion in cash flows through 2026 excluding operating expenses, taxes and unsecured debt principal and interest payments
- Future loan originations are not included
- Unencumbered loans of \$1.6 billion are not securitized to term
- Includes the repayment of debt related to asset-backed securitization repurchase facilities when the call option is exercised

### FFELP Loan Portfolio Assumptions

- The FFELP loan portfolio is projected to generate \$3.7 billion in cash flows through 2026 excluding operating expenses, taxes and unsecured debt principal and interest payments
- Unencumbered loans of \$0.1 billion are not securitized to term
- Includes projected floor income

These projections are based on internal estimates and assumptions and are subject to ongoing review and modification. These projections may prove to be incorrect.



# FFELP Cash Flows Are Highly Predictable

\$'s in millions

as of 06/30/2022	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>	<u>2027</u>	<u>2028</u>	<u>2029</u>
Projected FFELP Average Balance	\$47,876	\$44,256	\$39,723	\$35,342	\$31,284	\$27,381	\$23,697	\$20,231
Projected Excess Spread	\$299	\$565	\$496	\$441	\$415	\$370	\$320	\$281
Projected Servicing Revenue	\$110	\$207	\$189	\$173	\$157	\$141	\$125	\$109
Projected Total Revenue	\$409	\$772	\$685	\$613	\$572	\$511	\$446	\$391
	<u>2030</u>	<u>2031</u>	<u>2032</u>	<u>2033</u>	<u>2034+</u>			
Projected FFELP Average Balance	\$16,984	\$14,077	\$11,321	\$8,597	\$2,160			
Projected Excess Spread	\$245	\$214	\$204	\$171	\$512			
Projected Servicing Revenue	\$94	\$78	\$63	\$47	\$98			
Projected Total Revenue	\$339	\$292	\$267	\$219	\$611			

- Total Cash Flows from Projected Excess Spread = \$4.5 Billion
- Total Cash Flows from Projected Servicing Revenues = \$1.6 Billion

#### Assumptions

No Floor Income, CPR/CDR = 5%

These projections are based on internal estimates and assumptions and are subject to ongoing review and modification. These projections may prove to be incorrect.

\*Numbers may not add due to rounding



# Secured Cash Flow

\$ in Millions	2Q2022	2021	2020	2019
<b>FFELP</b>				
Term Securitized				
Servicing (Cash Paid)	\$ 92	\$ 204	\$ 227	\$ 253
Net Residual <sup>1</sup> (Excess Distributions)	\$ 258	\$ 750	676	743
Other Secured FFELP				
Net Cash Flow <sup>2</sup>	\$ 12	\$ 105	154	227
<b>Total FFELP</b>	<b>\$ 362</b>	<b>\$ 1,059</b>	<b>\$ 1,057</b>	<b>\$ 1,223</b>
<b>Private Credit</b>				
Term Securitized				
Servicing (Cash Paid)	\$ 58	\$ 119	\$ 124	\$ 135
Residual <sup>3</sup> (Excess Distribution)	\$ 212	440	455	382
Other Secured Financings				
Net Cash Flow	\$ 202	507	852	684
<b>Total Private Credit</b>	<b>\$ 472</b>	<b>\$ 1,066</b>	<b>\$ 1,431</b>	<b>\$ 1,200</b>
<b>Total Proceeds from Residual Sales</b>				
<b>Total FFELP and Private Credit</b>	<b>\$ 834</b>	<b>\$ 2,125</b>	<b>\$ 2,488</b>	<b>\$ 2,423</b>
<b>Average Principal Balances</b>				
	2Q2022	2021	2020	2019
<b>FFELP</b>				
Term FFELP	\$ 49,787	\$ 54,051	\$ 57,346	\$ 62,969
Other Secured FFELP	\$ 732	1,013	3,122	4,141
<b>Total FFELP</b>	<b>\$ 50,519</b>	<b>\$ 55,064</b>	<b>\$ 60,468</b>	<b>\$ 67,110</b>
<b>Private Credit</b>				
Term Private Credit	\$ 16,183	\$ 16,053	\$ 16,405	\$ 16,795
Other Secured Financings	\$ 3,233	3,081	4,075	3,526

Note: Totals may not add due to rounding

<sup>1</sup> Net Residual includes the impact of all floor contracts.

<sup>2</sup> Net Cash Flow includes payments made on the revolving credit agreements with Navient Corporation.

<sup>3</sup> The Private Credit Residual increase in 2020 can be attributed to late 2019 and 2020 issuances.

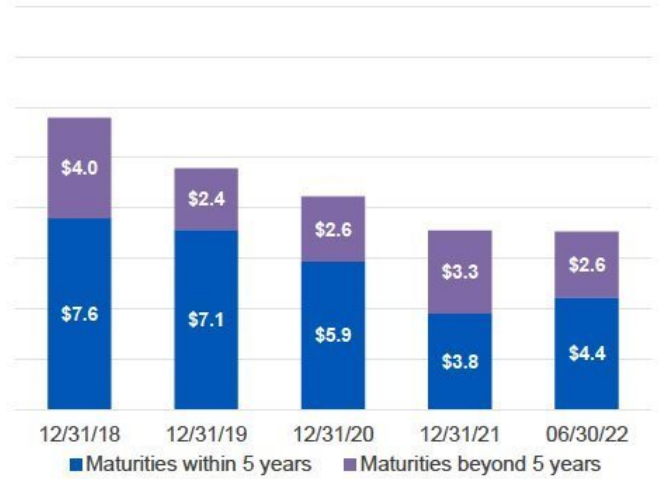
# Optimized Capital Structure

## Long-Term Conservative Funding Approach

- Important to maintain our credit ratings which support ongoing access to the unsecured debt markets
  - We pursue opportunities to repurchase debt in the open market
  - Well positioned to capitalize on improving new issuance markets
- 87% of our Education Loan portfolio is funded to term
  - Q2 2022 issuance of \$715 million of Private Education Loan ABS
- Returned \$128 million to shareholders through dividends and share repurchases in Q2 2022

## Managing Unsecured Debt Maturities

(par value, \$ in billions)



# Managing Unsecured Debt Maturities

(par value, \$ in billions)



## Long-term Conservative Funding Approach

- Navient prioritizes continued access to the unsecured debt market as an important component in our capital structure
- We continue a conservative approach to unsecured debt
  - No unsecured debt maturities until January 2023





# FFELP ABS

# FFELP ABS Issuance Characteristics

## FFELP ABS Transaction Features

- Issue size of \$500M+
- Senior and subordinate notes
- Amortizing tranches with 1 to 10(+) year average lives
- Fixed rate and floating rate securities
- Compliant with U.S. risk retention regulations
- Navient Solutions, LLC is master servicer

## Collateral Characteristics

- Guarantee of underlying collateral insulates bondholders from most risk of loss of principal <sup>1</sup>
- Typically non-dischargeable in bankruptcy

<sup>1</sup> Principal and accrued interest on underlying FFELP loan collateral carry insurance or guarantee of 97%-100% dependent on origination year and on meeting the servicing requirements of the U.S. Department of Education.



# FFELP Loan Program Characteristics

Parameter	Subsidized Stafford	Unsubsidized Stafford	PLUS/Grad PLUS	Consolidation
Borrower	Student	Student	Parents or Graduate Students	Student or Parents
Needs Based	Yes	No	No	N/A
Federal Guarantee of Principal and Accrued Interest	97 - 100%	97 - 100%	97 - 100%	97 - 100%
Interest Subsidy Payments	Yes	No	No	Yes
Special Allowance Payments (SAP)	Yes	Yes	Yes <sup>1</sup>	Yes
Original Repayment Term <sup>2</sup>	120 months	120 months	120 months	Up to 360 months
Aggregate Loan Limit	Undergraduate: \$23,000 Graduate: \$65,500	Undergraduate <sup>3</sup> : \$57,500 Graduate: \$138,500	None	None

<sup>1</sup> Only applies for loans made between July 1, 1987 through January 1, 2000 if cap is reached.

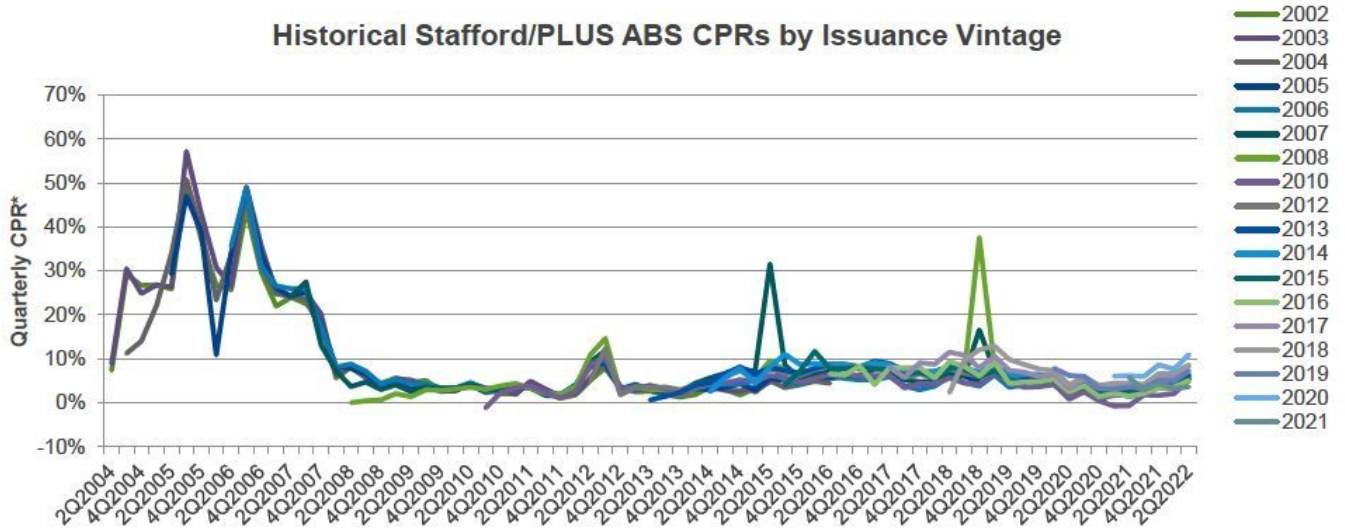
<sup>2</sup> Repayment Term may be extended through various repayment options including Income Driven Repayment plans and Extended Repayment.

<sup>3</sup> Aggregate loan limit for a Dependent Undergraduate is \$31,000.

Note: As of July 1, 2011.

# Navient Stafford & PLUS Loan Prepayments

- Higher prepayment activity in mid-2012 was related to the short-term availability of the Special Direct Consolidation Loan program
- Prepayment increases occurred in 2015 and 2018 as we exercised our option to purchase assets from selected transactions to mitigate the risk that certain tranches might remain outstanding past their legal final maturity dates

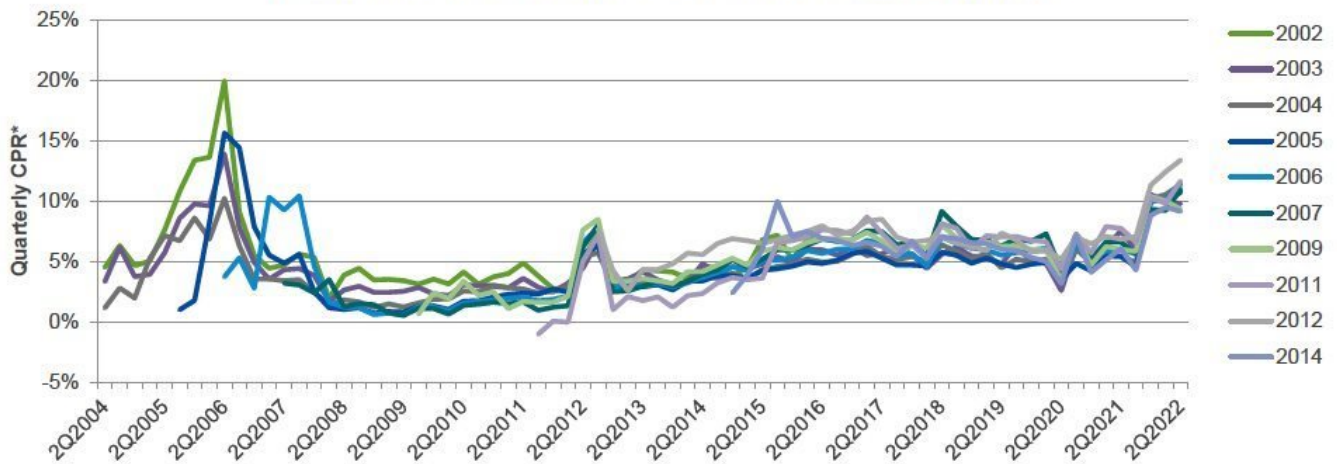


\* Quarterly CPR assumes School and Grace loans are not scheduled to make payments. Deferment, Forbearance and Repayment loans are scheduled to make payments.

# Navient Consolidation Loan Prepayments

- CPRs for Consolidation ABS trusts declined significantly following legislation effective in 2006 that prevented in-school and re-consolidation of borrowers' loans
- Higher prepayment activity in mid 2012 was related to the short term availability of the Special Direct Consolidation Loan program
- Consolidation loan prepayments increased in Q4 2021 following announcement of the DOE temporary Limited Public Service Loan Forgiveness Waiver on October 6, 2021

**Historical Consolidation ABS CPRs by Issuance Vintage**



\* Quarterly CPR assumes School and Grace loans are not scheduled to make payments. Deferment, Forbearance and Repayment loans are scheduled to make payments.



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# Private Education Loan ABS

# Private Education Loan ABS Issuance Characteristics

## Private Education Loan ABS Transaction Features

- Issue size of \$500M+
- Senior and subordinate notes
- Amortizing tranches with 1 to 10 year average lives
- Fixed rate and floating rate securities
- Compliant with U.S. risk retention and, depending on the transaction, with European risk retention
- Navient Solutions, LLC is master servicer

## Collateral Characteristics

- Collateralized by loans made to students and parents to fund college tuition, room and board
  - Seasoned assets benefiting from proven payment history
  - Refi assets with strong credit factors including high FICO scores, income, and ability to pay
- Underwritten using a combination of FICO, custom scorecard & judgmental criteria with risk based pricing, debt-to-income, household income, and free cash flow, as applicable

# Navient Private Education Loan Programs

	Smart Option	Undergrad/Grad/Med/Law/MBA	Direct-to-Consumer (DTC)
Origination Channel	School	School	Direct-to-Consumer
Typical Borrower	Student	Student	Student
Typical Co-signer	Parent	Parent	Parent
Typical Loan	\$10k avg orig bal, 10 yr avg term, in-school payments of interest only, \$25 or fully deferred	\$10k avg orig bal, 15 yr term, deferred payments	\$12k avg orig bal, 15 yr term, deferred payments
Origination Period	March 2009 to April 2014	All history through 2014	2004 through 2008
Certification and Disbursement	School certified and disbursed	School certified and disbursed	Borrower self-certified, disbursed to borrower
Borrower Underwriting	FICO, custom credit score model, and judgmental underwriting	Primarily FICO	Primarily FICO
Borrowing Limits	\$200,000	\$100,000 Undergraduate, \$150,000 Graduate	\$130,000
Additional Characteristics	<ul style="list-style-type: none"> <li>▶ Made to students and parents primarily through college financial aid offices to fund 2-year, 4-year and graduate school college tuition, room and board</li> <li>▶ Also available on a limited basis to students and parents to fund non-degree granting secondary education, including community college, part time, technical and trade school programs</li> <li>▶ Both Title IV and non-Title IV schools <sup>1</sup></li> </ul>	<ul style="list-style-type: none"> <li>▶ Made to students and parents through college financial aid offices to fund 2-year, 4-year and graduate school college tuition, room and board</li> <li>▶ Signature, Excel, Law, Med and MBA Loan brands</li> <li>▶ Title IV schools only <sup>1</sup></li> <li>▶ Freshmen must have a cosigner with limited exceptions</li> <li>▶ Co-signer stability test (minimum 3 year repayment history)</li> </ul>	<ul style="list-style-type: none"> <li>▶ Terms and underwriting criteria similar to Undergraduate, Graduate, Med/Law/MBA with primary differences being:                             <ul style="list-style-type: none"> <li>- Marketing channel</li> <li>- No school certification</li> <li>- Disbursement of proceeds directly to borrower</li> </ul> </li> <li>▶ Title IV schools only <sup>1</sup></li> <li>▶ Freshmen must have a co-signer with limited exceptions</li> <li>▶ Co-signer stability test (minimum 3 year repayment history)</li> </ul>

<sup>1</sup> Title IV Institutions are post-secondary institutions that have a written agreement with the Secretary of Education that allows the institution to participate in any of the Title IV federal student financial assistance programs and the National Early Intervention Scholarship and Partnership (NEISP) programs.

# Navient Private Education Loan Programs

	Consolidation (Legacy)	Private Education Refi	Private Education Origination
Origination Channel	Lender	Lender	School
Typical Borrower	College Graduates	College Graduates & Select Non-Graduates	Student
Typical Co-signer	Parent	Parent	Parent
Typical Loan	\$43k avg orig bal, 15-30 year term depending on balance, immediate repayment	\$50k-75k avg orig bal, 5-20 year term depending on balance, immediate repayment	\$15k avg orig bal, 5-15 year term, in-school payments of immediate repayment, interest only, \$25 or fully deferred
Origination Period	2006 through 2008	2014 through current	April 2019 through current
Certification and Disbursement	Proceeds to lender to pay off loans being consolidated	Proceeds to lender to pay off loans being consolidated	School certified and disbursed
Borrower Underwriting	FICO and Debt-to-Income	FICO, Debt-to-Income, Income, Free Cash Flow (as applicable)	FICO, Debt-to-Income, Income, Free Cash Flow (as applicable)
Borrowing Limits	\$400,000	Maximum \$550,000	Up to total cost of attendance Private Aggregate Loan Limit of \$250,000
Additional Characteristics	<ul style="list-style-type: none"> <li>▶ Loans made to students and parents to refinance one or more private education loans</li> <li>▶ Student must provide proof of graduation in order to obtain loan</li> </ul>	<ul style="list-style-type: none"> <li>▶ Loans made to high FICO / high income customers with positive free cash flow and/or established credit profiles</li> </ul>	<ul style="list-style-type: none"> <li>▶ Made to students/cosigners with high FICO / high income / positive free cash flow and/or established credit profiles, to fund 4-year and graduate school college tuition, room and board</li> <li>▶ 9-month grace period after graduation</li> <li>▶ Title IV and non-profit schools only</li> </ul>

<sup>1</sup> Title IV Institutions are post-secondary institutions that have a written agreement with the Secretary of Education that allows the institution to participate in any of the Title IV federal student financial assistance programs and the National Early Intervention Scholarship and Partnership (NEISP) programs.



# Navient Private Education Trusts

As of the respective cutoff dates for each transaction

2020-2022YTD Issuance Program	Navient																	
	NAV 20-A	NAV 20-B	NAV 20-C	NAV 20-D	NAV 20-E	NAV 20-F	NAV 20-G	NAV 20-H	NAV 20-I	NAV 21-A	NAV 21-B	NAV 21-C	NAV 21-D	NAV 21-E	NAV 21-F	NAV 21-G	NAV 22-A	NAV 22-B
Bond Amount (\$mil)	620	712	546	808	499	781	786	955	604	818	1,007	1,093	558	1,019	991	1,011	952	715
Initial AAA Enhancement (%)	23%	10%	24%	10%	10%	10%	8%	11%	18%	8%	9%	9%	26%	8%	7%	9%	9%	16%
Initial Enhancement (%)	13%	4%	12%	3%	3%	3%	3%	4%	10%	3%	2%	2%	3%	2%	2%	4%	5%	11%
<b>Loan Program (%)</b>																		
Signature/Law/MBA/Med	36%	0%	84%	0%	0%	0%	0%	0%	53%	0%	0%	0%	30%	0%	0%	0%	0%	0%
Smart Option	52%	0%	0%	0%	0%	0%	0%	0%	31%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Consolidation	3%	0%	1%	0%	0%	0%	0%	0%	9%	0%	0%	0%	1%	0%	0%	0%	0%	0%
Private Education Refi	0%	100%	0%	100%	100%	100%	100%	100%	0%	100%	100%	100%	0%	100%	100%	100%	100%	100%
Direct to Consumer	9%	0%	11%	0%	0%	0%	0%	0%	7%	0%	0%	0%	68%	0%	0%	0%	0%	0%
Career Training	0%	0%	4%	0%	0%	0%	0%	0%	*	0%	0%	0%	1%	0%	0%	0%	0%	0%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
<b>Payment Status</b>																		
School, Grace, Deferment	10%	*	6%	*	1%	*	*	*	7%	*	*	*	5%	*	*	*	*	*
Repayment	88%	100%	92%	97%	95%	96%	97%	100%	89%	100%	100%	100%	89%	100%	100%	100%	100%	100%
Forbearance	2%	*	2%	3%	4%	4%	3%	*	4%	*	*	*	6%	*	*	*	*	*
<b>WA Term to Maturity (Mo.)</b>	<b>148</b>	<b>145</b>	<b>166</b>	<b>140</b>	<b>135</b>	<b>141</b>	<b>141</b>	<b>132</b>	<b>161</b>	<b>136</b>	<b>139</b>	<b>141</b>	<b>186</b>	<b>144</b>	<b>150</b>	<b>151</b>	<b>155</b>	<b>153</b>
WA Months in Repayment (Mo.)	86	-	81	-	135	-	-	-	95	-	-	-	-	-	-	-	-	-
% Loans with Cosigner	79%	0%	76%	0%	0%	0%	0%	0%	77%	0%	0%	0%	53%	0%	0%	0%	0%	0%
% Loans with No Cosigner	21%	100%	24%	100%	100%	100%	100%	100%	23%	100%	100%	100%	47%	100%	100%	100%	100%	100%
<b>WA FICO at Origination</b>	<b>735</b>	<b>760</b>	<b>737</b>	<b>763</b>	<b>781</b>	<b>763</b>	<b>764</b>	<b>777</b>	<b>733</b>	<b>774</b>	<b>773</b>	<b>771</b>	<b>660</b>	<b>768</b>	<b>767</b>	<b>766</b>	<b>763</b>	<b>758</b>
WA Recent FICO at Issuance	741	-	741	-	-	-	-	-	741	-	-	-	706	-	-	-	-	-
WA FICO (Cosigner at Origination)	744	-	746	-	-	-	-	-	743	-	-	-	672	-	-	-	-	-
WA FICO (Cosigner at Rescored)	749	-	751	-	-	-	-	-	751	-	-	-	714	-	-	-	-	-
WA FICO (Borrower at Origination)	701	760	709	763	781	763	764	777	701	774	773	771	647	768	767	766	763	758
WA FICO (Borrower at Rescored)	710	-	709	-	-	-	-	-	710	-	-	-	698	-	-	-	-	-
<b>WA Gross Borrower Coupon<sup>(1)</sup></b>	<b>5.18%</b>	<b>4.84%</b>	<b>6.69%</b>	<b>4.75%</b>	<b>5.23%</b>	<b>4.78%</b>	<b>4.82%</b>	<b>3.62%</b>	<b>6.21%</b>	<b>4.08%</b>	<b>2.84%</b>	<b>2.97%</b>	<b>8.41%</b>	<b>3.90%</b>	<b>3.93%</b>	<b>3.81%</b>	<b>3.92%</b>	<b>4.19%</b>

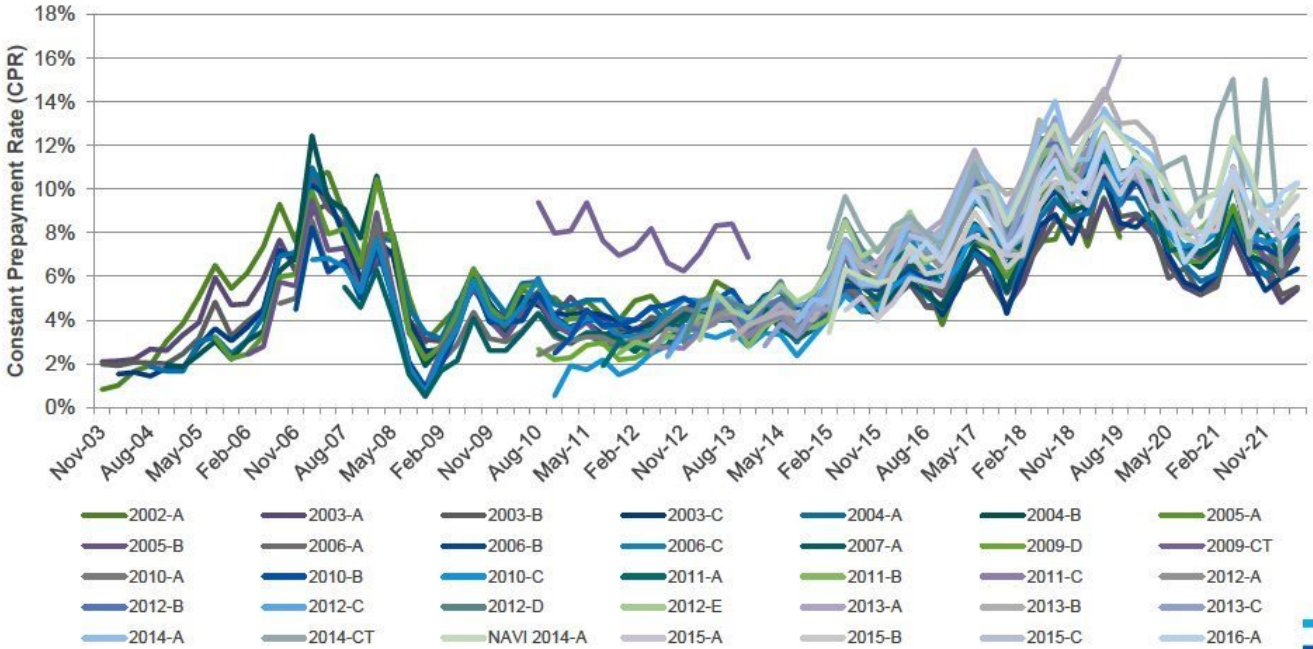
(1) Represents the WA Libor Equivalent Margin for legacy collateral transactions. Assumes Prime / 1 month LIBOR spread of 3.00% for transactions with Prime collateral.

\* Represents a percentage greater than 0% but less than 0.5%.



# Navient Private Education Legacy Loan Trusts – Prepayment Analysis

- Constant prepayment rates increased beginning 2014 on increased seasoning-related voluntary prepayment and the emergence of the external student loan refinance market
- Prepayment activity declined in 2020 during the COVID-19 crisis as borrowers utilized COVID disaster forbearances



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# Navient Corporation Appendix



# Operating Results

## “Core Earnings” Basis

### Selected Financial Information and Ratios

(In millions, except per share amounts)	Q2 22	Q1 22	Q2 21
GAAP diluted EPS	\$1.22	\$1.67	\$1.05
Adjusted Core Earnings EPS <sup>1</sup>	\$0.92	\$0.90	\$0.98
Average common stock equivalent	147	153	176
Ending total education loans, net	\$68,882	\$71,101	\$75,275
Average total education loans	\$71,390	\$73,415	\$77,379

### 2<sup>nd</sup> Quarter 2022 Highlights

- **Adjusted Core Earnings<sup>1</sup> per share of \$0.92**  
- Core Return on Equity<sup>1</sup> of 20%
- Increased FFELP Net Interest Margin to **111 bps**
- Originated **\$420 million of high-quality private education loans** in the quarter
- Generated **\$87 million** of Business Processing Services revenue
- **Increased Adjusted Tangible Equity Ratio to 7.5%<sup>1</sup>**
- **Returned \$128 million to shareholders** through dividends and share repurchases

<sup>1</sup> Item is a non-GAAP financial measure. See pages 37 - 39 for a description and reconciliation.



# Federal Education Loans Segment

## “Core Earnings” Basis

### Selected Financial Information and Ratios

(\$ In millions)	Q2 22	Q1 22	Q2 21
Segment net interest margin	1.11%	1.04%	0.97%
FFELP Loans:			
Provision for loan losses	\$ -	\$ -	\$ -
Charge-offs	\$10	\$7	\$5
Annualized charge-off rate	0.09%	0.07%	0.04%
Greater than 30-days delinquency rate	15.9%	13.5%	8.3%
Greater than 90-days delinquency rate	7.4%	6.4%	3.8%
Forbearance rate	13.1%	12.9%	13.9%
Average FFELP Loans	\$50,534	\$52,258	\$56,649
Operating Expense	\$25	\$28	\$55
Net Income	\$110	\$107	\$113
Total federal loans serviced (billions) <sup>1</sup>	\$57	\$59	\$283

<sup>1</sup> As of June 30, 2022, we serviced \$57 billion in FFELP (federally guaranteed) loans.

### 2<sup>nd</sup> Quarter 2022 Highlights

#### Federal Education

**Q2 22 Net Interest Margin: 111 bps**  
**Q2 22 Annualized Charge-off Rate: 9 bps**

- Successful risk management and hedging strategies reflected in Net Interest Margin that increased to 1.11% from 0.97%
- FFELP Loan delinquency rate increased to 15.9% from 8.3%, as borrowers return to repayment
- Forbearance rate decreased to 13.1% from 13.9%
- Annualized charge-off rate increased to 0.09% from 0.04%
- Operating expense declined to \$25 million from \$55 million



# Consumer Lending Segment

## “Core Earnings” Basis

### Selected Financial Information and Ratios

(\$ In millions)	Q2 22	Q1 22	Q2 21
Segment net interest margin	2.66%	2.80%	2.95%
Private Education Loans			
Provision for loan losses	\$18	\$16	(\$1)
Charge-offs	\$70	\$69	\$35
Annualized charge-off rate	1.40%	1.38%	0.71%
Greater than 30-days delinquency rate	4.1%	4.0%	2.6%
Greater than 90-days delinquency rate	2.0%	1.6%	1.0%
Forbearance rate	1.5%	2.0%	3.0%
Average Private Education Loans	\$20,856	\$21,157	\$20,730
Operating Expense	\$35	\$35	\$39
Net Income	\$71	\$79	\$96

### 2<sup>nd</sup> Quarter 2022 Highlights

#### Consumer Lending

**Q2 22 Net Interest Margin: 266 bps**  
**Q2 22 Annualized Charge-off Rate : 140 bps**

- Originated \$420 million of high-quality private education loans in the quarter
  - Continued a disciplined growth strategy through a challenging environment to drive long-term value
- Net interest margin of 2.66% driven by higher interest reserves and the increased proportion of higher quality private education refinance loans
- Delinquency rate remains below pre-pandemic levels
  - Delinquencies increased to 4.1% from 2.6%
- Charge-off rate remains below pre-pandemic levels
  - Annualized charge-off rate increased to 1.40% from 0.71%





# Business Processing Segment

## “Core Earnings” Basis

### Selected Financial Information and Ratios

(\$ In millions)	Q2 22	Q1 22	Q2 21
Government Services	\$53	\$49	\$66
Healthcare RCM Services	\$34	\$45	\$64
<b>Total Business Processing Revenue</b>	<b>\$87</b>	<b>\$94</b>	<b>\$130</b>
Operating Expenses	\$74	\$76	\$92
EBITDA <sup>1</sup>	\$14	\$19	\$40
EBITDA Margin <sup>1</sup>	16%	20%	30%
<b>Net Income</b>	<b>\$10</b>	<b>\$14</b>	<b>\$29</b>

### 2<sup>nd</sup> Quarter 2022 Highlights

#### Business Processing

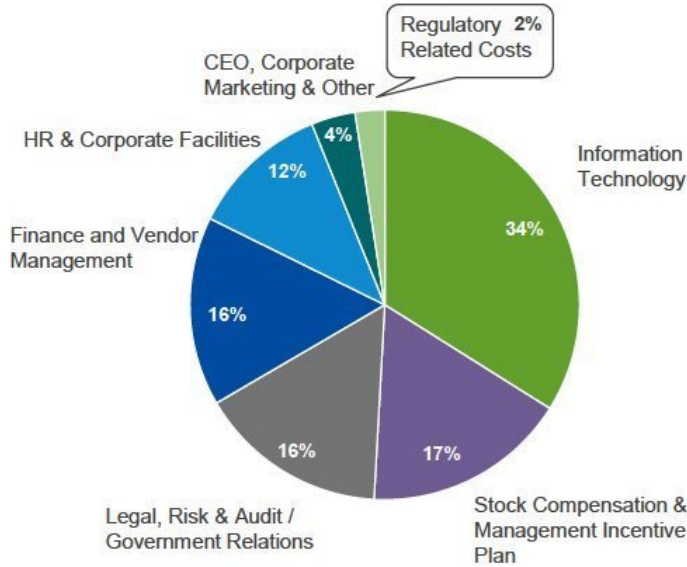
**Q2 22 EBITDA Margin <sup>1</sup>: 16%**

- Revenue of \$87 million, as pandemic-related contracts continue to wind-down and were partially offset by increased revenue from traditional services
- EBITDA Margin <sup>1</sup> of 16%, reflecting trailing expenses incurred as pandemic-related contracts end, as well as start-up expenses for new contracts

<sup>1</sup> Item is a non-GAAP financial measure. See pages 37 - 39 for a description and reconciliation.

# Other Segment “Core Earnings” Basis

## YTD 2022 Unallocated Shared Services Expense \$122 million



## Shared Services Overview

- Shared services are related to the management of the entire company or shared by multiple reporting segments
  - Centralization of related functions creates cost efficiencies
  - These costs include certain executive management, Board, Accounting, Finance, HR, Legal, Audit, insurance and Risk & Compliance, as well as other corporate-related facilities
- Information Technology expense, which includes infrastructure, operations, and IT security, together with regulatory costs, are primarily shared between the Federal Education and Consumer Lending segments

# Navient Continues to Advance Environmental, Social and Governance Initiatives

## Social Initiatives

### Community partnerships

- National partnership with Boys & Girls Clubs of America to bring career and college planning resources to support equity for youth, including those from under-resourced communities

### Customer initiatives

- Advocacy to improve the education finance system in America
- Tools and resources to help people successfully manage their student loans and develop healthy credit habits
- Supported 4.6 million people to become student loan debt free over the last decade.

### Philanthropy

- Giving in our communities through employee-led fundraising and the Navient Community Fund
- Up to four hours of paid time off per month for employees to volunteer in their communities

### Employee programs

- Inclusion, Diversity & Equity Council
- Employee Resource Groups
- Award-winning employee training and development opportunities such as Leadership Development Program

## Environmental Initiatives

- Ongoing efforts to reduce already low carbon footprint
- Enterprise-wide emphasis on electronic communications to support enhanced customer experience and reduce environmental impact and cost
- Energy-efficient buildings and systems
- Flexible work options and use of technology that can reduce commuting, travel and office footprint
- Participant in the Carbon Disclosure Project (CDP)

## Governance Initiatives

- Strong focus on shareholder rights, including majority voting, proxy access and annual election for board members
- Adoption of governance best practices, board refreshment policies, annual board and committee assessments
- Emphasis on board diversity—Navient’s Board of Directors has been recognized for board diversity by Women’s Forum of New York, Forum of Executive Women and New York Stock Exchange Governance Services
- Long-term compensation incentive metrics designed to promote growth and sustainable profitability
- Robust risk and compliance oversight framework

Learn more in our Corporate Social Responsibility Report at [about.navient.com/Social-Responsibility](https://about.navient.com/Social-Responsibility)

# Notes on Non-GAAP Financial Measures

(Dollars in Millions)

In addition to financial results reported on a GAAP basis, Navient also provides certain performance measures which are non-GAAP financial measures. The following non-GAAP financial measures are presented within this Presentation:

1. **Core Earnings** – The difference between the company's Core Earnings and its GAAP results is that Core Earnings excludes the impacts of: (1) mark-to-market gains/losses on derivatives and (2) goodwill and acquired intangible asset amortization and impairment. Management uses Core Earnings in making decisions regarding the company's performance and the allocation of corporate resources and, as a result, our segment results are presented using Core Earnings. In addition, Navient's equity investors, credit rating agencies and debt capital investors use these Core Earnings measures to monitor the company's business performance. For further detail and reconciliation, see page 39 of this presentation and pages 18 - 28 of Navient's second quarter 2022 earnings release.
2. **Core Earnings Return on Equity (CEROE)** – Core Earnings Return on Equity is calculated as Adjusted Core Net income, excluding restructuring and regulatory-related expenses, divided by the quarterly average of GAAP equity for the trailing four quarters. This measure allows management, as well as investors and analysts, to measure the company's use of its equity. The calculation for Q2 2022 is as follows:

Q2 2022	=	$\frac{\text{Adjusted Core Earnings Net income}}{\text{Average Equity}}$	=	$\frac{\$136^{(1)}}{(\$2,927 + 2,824 + \$2,596 + \$2,723) / 4}$	=	20% <sup>(2)</sup>
Q2 YTD 2022	=	$\frac{\text{Adjusted Core Earnings Net income}}{\text{Average Equity}}$	=	$\frac{\$274^{(1)}}{(\$2,927 + 2,824 + \$2,596 + \$2,723) / 4}$	=	20% <sup>(2)</sup>

3. **Core Earnings Efficiency Ratio** – The Core Earnings Efficiency Ratio measures the company's Core Earnings Expenses, which excludes restructuring and regulatory-related expenses, relative to its Adjusted Core Earnings Revenue. This ratio can be calculated by dividing Core Earnings Expenses, excluding restructuring and regulatory-related expenses, by Adjusted Core Earnings Revenue. Adjusted Core Earnings Revenue is derived by adding provision for loan losses, and excluding gains or loss on debt repurchases, to Total Core Earnings Revenue. This is a useful measure to management as we plan and forecast, as it removes variables that cannot be easily predicted in advance. By using this measure, management can make better short-term and long-term decisions related to expense management and allocation. The calculations for Q2 2022 is as follows:

Q2 2022	=	$\frac{\text{Adjusted Core Earnings Expense}}{\text{Adjusted Core Earnings Revenue}}$	=	$\frac{\$188^{(1)}}{\$384}$	=	49%
Q2 YTD 2022	=	$\frac{\text{Adjusted Core Earnings Expense}}{\text{Adjusted Core Earnings Revenue}}$	=	$\frac{\$392^{(1)}}{\$784}$	=	50%

<sup>1</sup> Excludes \$2 million and \$8 million of net restructuring and regulatory-related expenses in the second quarter and year to date 2022, respectively.  
<sup>2</sup> Return on Equity has been annualized.





# Notes on Non-GAAP Financial Measures

(Dollars in Millions)

4. **Earnings before Interest, Taxes, Depreciation and Amortization Expense ("EBITDA")** – This metric measures the operating performance of the Business Processing segment and is used by management and our equity investors to monitor operating performance and determine the value of those businesses. For further detail and reconciliation, see page 28 of Navient's second quarter 2022 earnings release.
5. **Adjusted Tangible Equity Ratio (ATE)** – The Adjusted Tangible Equity Ratio measures Navient's tangible equity, relative to its tangible assets. We adjust this ratio to exclude the assets and equity associated with our FFELP portfolio because FFELP Loans are no longer originated and the FFELP portfolio bears a 3% maximum loss exposure under the terms of the federal guaranty. Management believes that excluding this portfolio from the ratio enhances its usefulness to investors. To determine Adjusted Tangible Equity Ratios, we calculate the Adjusted Tangible Equity, (GAAP Total Equity less Goodwill & Acquired Intangible Assets less Equity held for FFELP Loans), and divide by Adjusted Tangible Assets (Total Assets less Goodwill & Acquired Intangible Assets less FFELP Loans). For further detail and reconciliation, see page 28 of Navient's second quarter 2022 earnings release.



# Differences Between Core Earnings and GAAP

Core Earnings adjustments to GAAP: (Dollars in Millions)	Quarters Ended		
	June 30, 2022	Mar. 31, 2022	June 30, 2021
GAAP net income (loss)	\$180	\$255	\$185
Net impact of derivative accounting	(72)	(159)	(30)
Net impact of goodwill and acquired intangible assets	3	4	5
Net income tax effect	23	35	5
Total Core Earnings adjustments to GAAP	(46)	(120)	(20)
Core Earnings net income (loss)	\$134	\$135	\$165



# Investor Relations Website

[www.navient.com/investors](http://www.navient.com/investors)

[www.navient.com/abs](http://www.navient.com/abs)

- **NAVI / SLM student loan trust data (Debt/asset backed securities – NAVI / SLM Student Loan Trusts)**
  - Static pool information – detailed portfolio stratifications by trust as of the cutoff date
  - Accrued interest factors
  - Quarterly distribution factors
  - Historical trust performance – monthly charge-off, delinquency, loan status, CPR, etc. by trust
  - Since issued CPR – monthly CPR data by trust since issuance
- **NAVI / SLM student loan performance by trust – Issue details**
  - Current and historical monthly distribution reports
  - Distribution factors
  - Current rates
  - Prospectus for public transactions and Rule 144A transactions are available through underwriters
- **Additional information (Webcasts and presentations)**
  - Archived and historical webcasts, transcripts and investor presentations
- **Environmental Social Governance (ESG) Information**



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