

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): **October 29, 2021**

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 October 29, 2021, a presentation entitled "2021 3rd Quarter Investor Deck" was made available on the Events and Presentations page of the Company's website at <https://navient.com/investors/events-and-presentations>. 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
99.1	2021 3rd Quarter Investor Presentation
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)

By: /s/ Mark L. Heleen

Name: Mark L. Heleen

Title: Chief Legal Officer

Date: October 29, 2021



2021 3rd Quarter Investor Deck

October 29, 2021



Forward-Looking Statements; Non-GAAP Financial Measures

The following information is current as of September 30, 2021 (unless otherwise noted) and should be read in connection with Navient Corporation's "Navient" Annual Report on Form 10-K for the year ended December 31, 2020 (the "2020 Form 10-K"), filed by Navient with the Securities and Exchange Commission (the "SEC") on February 26, 2021 and subsequent reports filed by Navient with the SEC. Definitions for capitalized terms in this presentation not defined herein can be found in the 2020 Form 10-K. This presentation contains "forward-looking statements", within the meaning of the federal securities laws, about our business, 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 severity, magnitude and duration 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;
- 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 loans including prepayments or deferrals in our securitization trusts that could accelerate or delay repayment of the bonds;
- 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, litigation, the politicization of student loan servicing or other actions or factors;
- 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; and
- the other factors that are described in the "Risk Factors" section of the 2020 Form 10-K 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 third quarter earnings release and pages 43 - 45 of this presentation for a further discussion and a complete reconciliation between GAAP net income and Core Earnings.

NAVIENT

We are the leader in education loan management and business processing solutions for education, healthcare and government clients at the federal, state and local levels

We help our clients and millions of Americans achieve financial success through our services and support, leveraging our 45+ years of data, analytics and processing experience and excellence

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



- ✓ Providing **payment relief** to borrowers impacted by COVID-19
- ✓ Robust interest margin of **104 bps**, as we continue to benefit from a favorable interest rate environment and a lower cost of funds
- ✓ Annual charge-off rate of **7 basis points**, driven by our data-driven risk management platform and borrowers benefitting from stimulus programs

104 bps NIM

Consumer Lending



- ✓ Originated **\$1.6 billion** of high-quality Private Education Loans, meeting our **mid-teens ROE** target return thresholds
- ✓ Our optimized balance sheet continues to produce a lower cost of funds, commanding sustainable **profits and long-term value** for shareholders
- ✓ Annual charge-off rate² of **77 basis points**, driven by our data-driven risk management platform and borrowers benefitting from stimulus programs

298 bps NIM

Business Processing



- ✓ **Over 3,700** Navient employees support our state and municipal clients through pandemic relief services
- ✓ Extended contracts drove year over year **revenue expansion** as Navient continues to provide clients with a broad array of solutions
- ✓ Affirmed our **franchise value** through our technology-enabled platform and differentiated expertise

31% EBITDA margin¹

Note: Quarterly data is as of 9/30/2021 and is compared to the year ago quarter.
¹ Item is a non-GAAP financial measure. See pages 43 - 45 for a description and reconciliation.
² Excluding \$16 million of charge-offs on the expected future recoveries of charged-off loans in the third quarter 2021, that occurred as a result of changing the charge-off rate from 81.4% to 81.7%.

Originating Education Loans is an Attractive Opportunity

Sizable Market With Attractive Yields¹

Estimated Total Market Annual Originations 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%²
 - 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%²
 - Weighted average life of ~8 years

Typical Refi Borrower Profile³

Borrower Age	32
Months since Graduation	72
Education	60% advanced degrees
FICO	765
Income	\$130,994
Monthly Real Free Cash Flow	\$4,263
Original Loan Amount	\$69,304

¹ Source: Navient estimates for total Academic Year 2020 originations based on "Jennifer Ma, Matea Pender, and CJ Libassi (2020), Trends in Student Aid 2020, New York: The College Board"; Navient estimates for average yields based on FSA Data Center and third-party company filings.

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² Life of loan loss expectations are on a gross basis.

³ Weighted average.

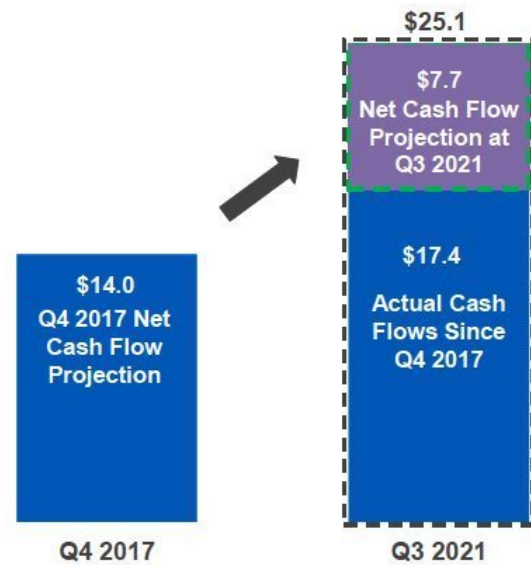


Lifetime Cash Flows Will Exceed Original Projections

Navient's Student Loan Portfolios Continues to Exceed Expectations ¹

(\$'s in Billions)

Life of Loan Projections	Q4 2017	Q3 2021
Total FFELP Cash Flows	\$12.7	\$7.8
Total Private Education Cash Flows	\$15.3	\$7.4
Combined Cash Flows	\$28.0	\$15.2
Unsecured Debt ²	\$14.0	\$7.4
Net Cash Flow	\$14.0	\$7.7



¹ Projections provided in Q4 2017 earnings presentation, published on January 24, 2018, available at Navient.com/investors.

² Unsecured debt at par value.

Net cash flows are equal to combined cash flows less unsecured debt at par.

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

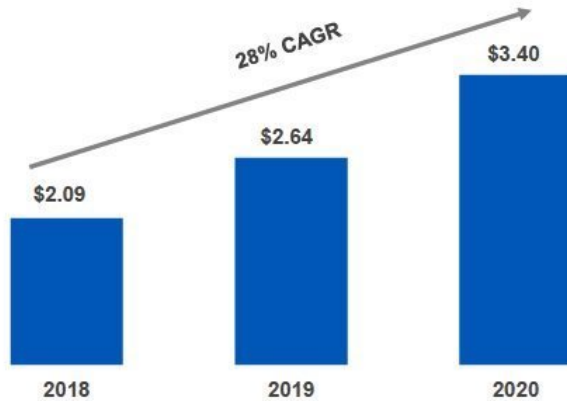
Note: Numbers may not add due to rounding.



Growing Earnings and Generating Shareholder Value

Driving EPS Accretion for Shareholders

Adjusted Core EPS



Delivering Value

- ✓ Driving shareholder value through investments with strong ROE profiles
- ✓ Allocating capital to highly accretive long-term investments, including portfolio acquisitions and new originations
- ✓ Continuously driving efficiency improvements and expense structure rationalization
- ✓ Returning excess capital to shareholders

Full Year 2021 Guidance of \$4.50

Metrics shown on a "Core Earnings" basis, and are non-GAAP financial measures.

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Navient is Focused on Cost Efficiency

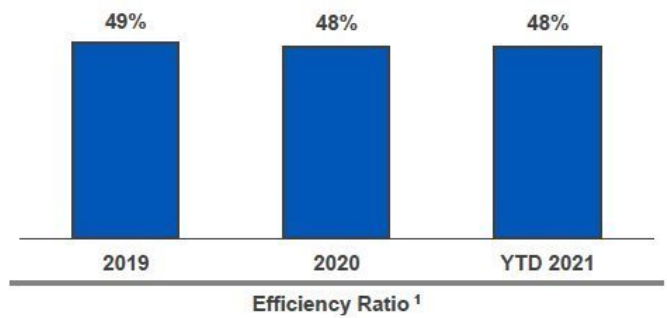
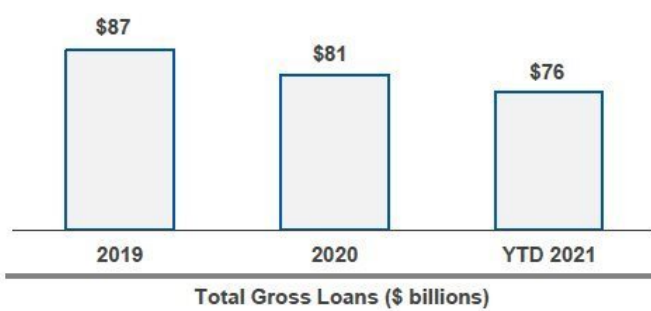
Industry-leading Efficiency

- ✓ Innovative financing reduces interest expense, maximizing cashflow and shareholder value
- ✓ Continue 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 our businesses with strong margins that produce our targeted returns

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



¹ Item is a non-GAAP financial measure. See pages 43 - 45 for a description and reconciliation.



Asset Generation Drives Meaningful Returns

Since 2014 Separation¹

Loan Originations

- ✓ Our competitive franchise, with its highly attractive return profile, leverages our core expertise to drive profits and growth

Originated
\$17 billion Private
Education Loans

Loan Portfolios and Corporate acquisitions

- ✓ Accretive, high-return portfolio acquisitions, and capital-lite fee businesses generate organic income

Acquired over **\$46 billion** of total
Education Loans

Dividends

- ✓ Consistent quarterly distributions since separation

Paid **\$1.3 billion**
in dividends

Share Repurchase

- ✓ Since separation, repurchased over 65% of outstanding shares, with \$150 million of repurchase authority remaining

Repurchased
\$4.1 billion of
Navient shares

Reduce Unsecured Debt

- ✓ Optimizing capital structure and return profile, ensuring ongoing access to unsecured debt markets

Reduced unsecured
debt by nearly
\$10.0 billion

Total Payout Ratio over 110% Since Separation

All data as of 9/30/2021; Payout ratio shown on the basis of Adjusted Core Earnings, a non-GAAP financial measure.

¹ Separation values are as reported 8/30/2014.

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Outlook

Key Company & Business Segment Metrics

	2021 Original ² Targets	Year to Date 2021 Actuals	
Core Earnings Return on Equity ¹	Low Twenties	✓	32%
Core Earnings Efficiency Ratio ¹	~52%	✓	48%
Adjusted Tangible Equity Ratio ¹	~5.5%	✓	6.4%
Net Interest Margin – Federal Education Loan Segment	Mid to High 90's	✓	0.99%
Charge-off Rate – Federal Education Loan Segment	~0.10%	✓	0.06%
Net Interest Margin – Consumer Lending Segment	2.70% - 2.80%	✓	2.98%
Charge-off Rate – Consumer Lending Segment ³	1.5% - 2.0%	✓	0.72%
EBITDA Margin – Business Processing Segment ¹	High Teens	✓	30%

¹ Item is a non-GAAP financial measure. See pages 43 - 45 for a description and reconciliation.

² Key Company & Business Segment Metrics were first provided on January 27, 2021.

³ Excluding \$16 million of charge-offs on the expected future recoveries of charged-off loans in the third quarter 2021, that occurred as a result of changing the charge-off rate from 81.4% to 81.7%.

Funding, Liquidity, & Cashflow



Capital Management



- ✓ Returned **\$176 million** through share repurchases and dividends
 - Paid dividends of **\$26 million**
 - Repurchased **7.0 million shares for \$150 million**
 - Total remaining share repurchase authority of **\$150 million**¹
- ✓ Adjusted Tangible Equity (ATE) ratio of **6.4%**²

Financing



- ✓ Issued **\$2.0 billion** of Term Education Loan ABS transactions
 - On October 14, priced **\$1.0 billion** of FFELP Loans
- ✓ Reduced unsecured debt by **\$2.1 billion** compared to the year ago quarter
 - Repurchased **\$757 million** of unsecured debt

¹ As of 9/30/2021.

² Item is a non-GAAP financial measure. See pages 43 - 45 for a description and reconciliation.

FFELP ABS Transactions

	NAVSL 2021-3					NAVSL 2021-2				
Pricing Date:	October 14, 2021					April 12, 2021				
Settlement Date:	October 28, 2021					April 22, 2021				
Issuance Amount:	\$978,500,000					\$1,011,600,000				
Collateral:	U.S. Government Guaranteed FFELP Consolidation and FFELP Non-Consolidation Loans					U.S. Government Guaranteed FFELP Consolidation and FFELP Non-Consolidation Loans				
Prepayment Speed ¹:	4% CPR Consolidation / 6% CPR Non-Consolidation					4% CPR Consolidation / 6% CPR Non-Consolidation				
Tranching:	Class	Ratings (D/M/S) ²	Amt. (\$M)	WAL³	Pricing ³	Class	Ratings (D/M/S) ²	Amt. (\$M)	WAL³	Pricing ³
	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%

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

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

³ Weighted Average Life (WAL) and Pricing are to the expected call date.

Private Education Loan ABS Transactions

	NAVSL 2021-F					NAVSL 2021-E				
Pricing Date:	September 21, 2021					July 19, 2021				
Settlement Date:	September 28, 2021					July 29, 2021				
Issuance Amount:	\$991,300,000					\$1,019,000,000				
Collateral:	Private Education Refi Loans					Private Education Refi Loans				
Prepayment Speed ¹:	15% CPR					15% CPR				
Tranching:	Class	Ratings (D/M/S) ²	Amt. (\$M)	WAL³	Pricing ³	Class	Ratings (D/M/S) ²	Amt. (\$M)	WAL³	Pricing ³
	A-1A	AAA/Aaa/AA+	\$946	2.93	Swaps + 0.57%	A	AAA/Aaa	\$964	2.80	Swaps + 0.55%
	B	AAA/Aaa/NR	\$46	7.63	1ML + 0.95%	B	AA/NR	\$55	7.38	1ML + 1.05%

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

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

³ Weighted Average Life (WAL) and Pricing are to the expected call date.

Education Loan Portfolio Generates Significant Cash Flows

Projected Life of Loan Cash Flows over ~20 Years

\$'s in Billions

FFELP Cash Flows

Secured

Residual (including O/C)

Floor Income

Servicing

Total Secured

Unencumbered

Total FFELP Cash Flows

Private Credit Cash Flows

Secured

Residual (including O/C)

Servicing

Total Secured

Unencumbered

Total Private Cash Flows

**Combined Cash Flows
before Unsecured Debt**

Unsecured Debt (par value)

09/30/21

\$4.4

1.4

1.7

\$7.5

0.3

\$7.8

\$4.2

0.5

\$4.7

2.7

\$7.4

\$15.2

\$7.4

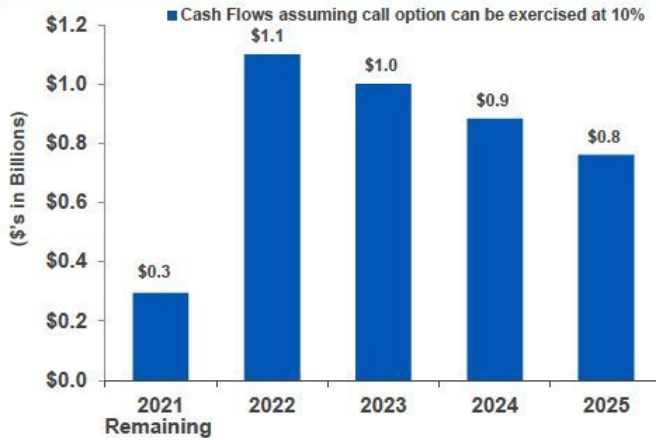
Enhancing Cash Flows

- Generated \$2.1 billion of cash flows in YTD 2021
- Reduced unsecured debt by \$1.0 billion in YTD 2021
- Returned \$0.5 billion to shareholders through share repurchase and dividends in YTD 2021
- Acquired \$4.7 billion of student loans in YTD 2021
- \$15.2 billion of estimated future cash flows remain over ~20 years
 - Includes ~\$6 billion of overcollateralization¹ (O/C) to be released from residuals
- \$2.3 billion of unencumbered student loans
- \$0.4 billion of hedged FFELP Loan embedded floor income

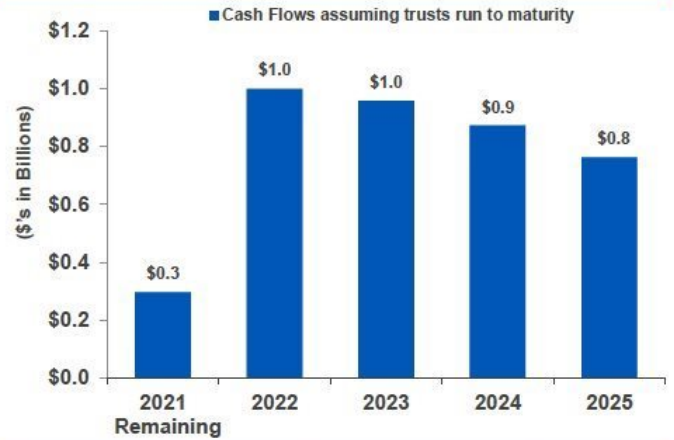
These projections are based on internal estimates and assumptions and are subject to ongoing review and modification. These projections may prove to be incorrect.
¹Includes the PC Turbo Repurchase Facility Debt totaling \$0.6B as of 09/30/2021.

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 \$4.1 billion in cash flows through 2025 excluding operating expenses, taxes and unsecured debt principal and interest payments
- Future loan originations are not included
- Unencumbered loans of \$2.2 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 \$3.9 billion in cash flows through 2025 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 09/30/2021	<u>2021</u> Remaining	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>	<u>2027</u>	<u>2028</u>
Projected FFELP Average Balance	\$53,423	\$49,597	\$44,017	\$38,857	\$34,133	\$29,691	\$25,514	\$21,626
Projected Excess Spread	\$151	\$574	\$508	\$447	\$399	\$368	\$332	\$289
Projected Servicing Revenue	<u>\$63</u>	<u>\$237</u>	<u>\$216</u>	<u>\$195</u>	<u>\$177</u>	<u>\$158</u>	<u>\$139</u>	<u>\$120</u>
Projected Total Revenue	\$213	\$811	\$724	\$642	\$576	\$526	\$471	\$409
	<u>2029</u>	<u>2030</u>	<u>2031</u>	<u>2032</u>	<u>2033</u>	<u>2034+</u>		
Projected FFELP Average Balance	\$18,000	\$14,688	\$11,566	\$8,683	\$6,161	\$1,646		
Projected Excess Spread	\$254	\$225	\$199	\$164	\$134	\$319		
Projected Servicing Revenue	<u>\$101</u>	<u>\$83</u>	<u>\$65</u>	<u>\$48</u>	<u>\$33</u>	<u>\$57</u>		
Projected Total Revenue	\$356	\$308	\$264	\$212	\$167	\$377		

- Total Cash Flows from Projected Residual (Excess Spread) = \$4.4 Billion
- Total Cash Flows from Projected Servicing Revenues = \$1.7 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	3Q 2021 YTD	2020	2019	2018
FFELP				
Term Securitized				
Servicing (Cash Paid)	\$ 155	\$ 227	\$ 253	\$ 288
Other Secured FFELP				
Net Cash Flow ^{1,2}	647	830	969	1,290
Total FFELP	\$ 802	\$ 1,057	\$ 1,223	\$ 1,577
Private Credit				
Term Securitized				
Servicing (Cash Paid)	\$ 90	\$ 124	\$ 135	\$ 147
Other Secured Financings				
Net Cash Flow	722	1,307	1,065	907
Total Private Credit	\$ 812	\$ 1,431	\$ 1,200	\$ 1,054
Total FFELP and Private Credit	\$ 1,614	\$ 2,488	\$ 2,423	\$ 2,631
Average Principal Balances				
FFELP				
Term FFELP	54,549	57,346	62,969	69,512
Other Secured FFELP	1,164	3,122	4,141	3,920
Total FFELP	\$ 55,713	\$ 60,468	\$ 67,110	\$ 73,432
Private Credit				
Term Private Credit	15,972	16,405	16,795	17,729
Other Secured Financings	3,129	4,075	3,526	3,700
Total Private Credit	\$ 19,101	\$ 20,480	\$ 20,321	\$ 21,429
Total FFELP and Private Credit	\$ 74,814	\$ 80,948	\$ 87,431	\$ 94,861

Note: Totals may not add due to rounding

¹ Includes the impact of all floor contracts.

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

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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
 - Q3 2021 issuance of \$2.0 billion of Private Education Loan ABS compared to \$1.6 billion in Q3 2020
- Returned \$176 million to shareholders through dividends and share repurchases in Q3 2021

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



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 ¹
- Typically non-dischargeable in bankruptcy

¹ 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 ¹	Yes
Original Repayment Term ²	120 months	120 months	120 months	Up to 360 months
Aggregate Loan Limit	Undergraduate: \$23,000 Graduate: \$65,500	Undergraduate ³ : \$57,500 Graduate: \$138,500	None	None

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

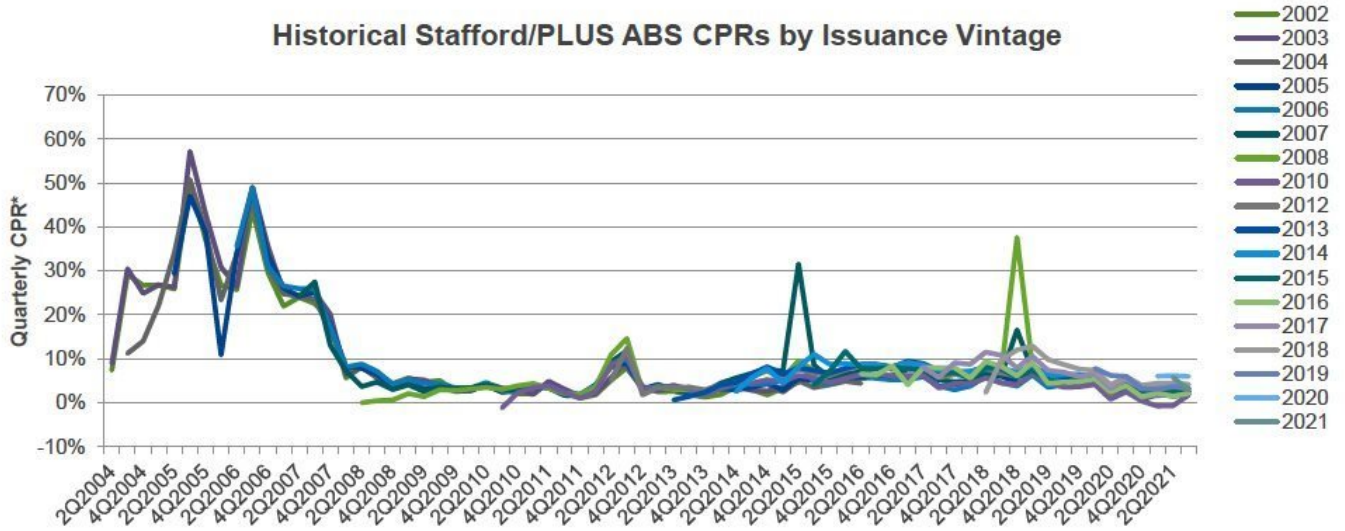
² Repayment Term may be extended through various repayment options including Income Driven Repayment plans and Extended Repayment.

³ Aggregate loan limit for a Dependent Undergraduate is \$31,000.

Note: As of July 1, 2011.

Navient Stafford & PLUS Loan Prepayments

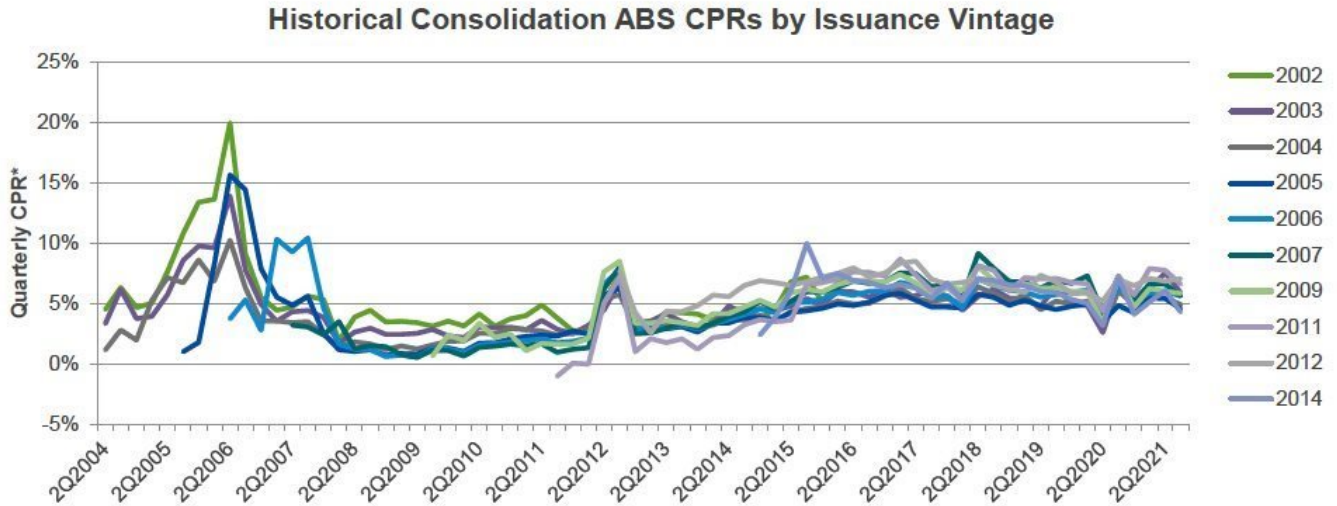
- Higher prepayment activity in mid-2012 was related to the short-term availability of the Special Direct Consolidation Loan program
- Prepayment increases occurred in 2015 and 2018 as we exercised our option to purchase assets from selected transactions to mitigate the risk that certain tranches might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



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



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"> ▶ 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 ▶ 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 ▶ Both Title IV and non-Title IV schools ¹ 	<ul style="list-style-type: none"> ▶ Made to students and parents through college financial aid offices to fund 2-year, 4-year and graduate school college tuition, room and board ▶ Signature, Excel, Law, Med and MBA Loan brands ▶ Title IV schools only ¹ ▶ Freshmen must have a cosigner with limited exceptions ▶ Co-signer stability test (minimum 3 year repayment history) 	<ul style="list-style-type: none"> ▶ Terms and underwriting criteria similar to Undergraduate, Graduate, Med/Law/MBA with primary differences being: <ul style="list-style-type: none"> - Marketing channel - No school certification - Disbursement of proceeds directly to borrower ▶ Title IV schools only ¹ ▶ Freshmen must have a co-signer with limited exceptions ▶ Co-signer stability test (minimum 3 year repayment history)

¹ 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"> ▶ Loans made to students and parents to refinance one or more private education loans ▶ Student must provide proof of graduation in order to obtain loan 	<ul style="list-style-type: none"> ▶ Loans made to high FICO / high income customers with positive free cash flow and/or established credit profiles 	<ul style="list-style-type: none"> ▶ 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 ▶ 9-month grace period after graduation ▶ Title IV and non-profit schools only

¹ 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

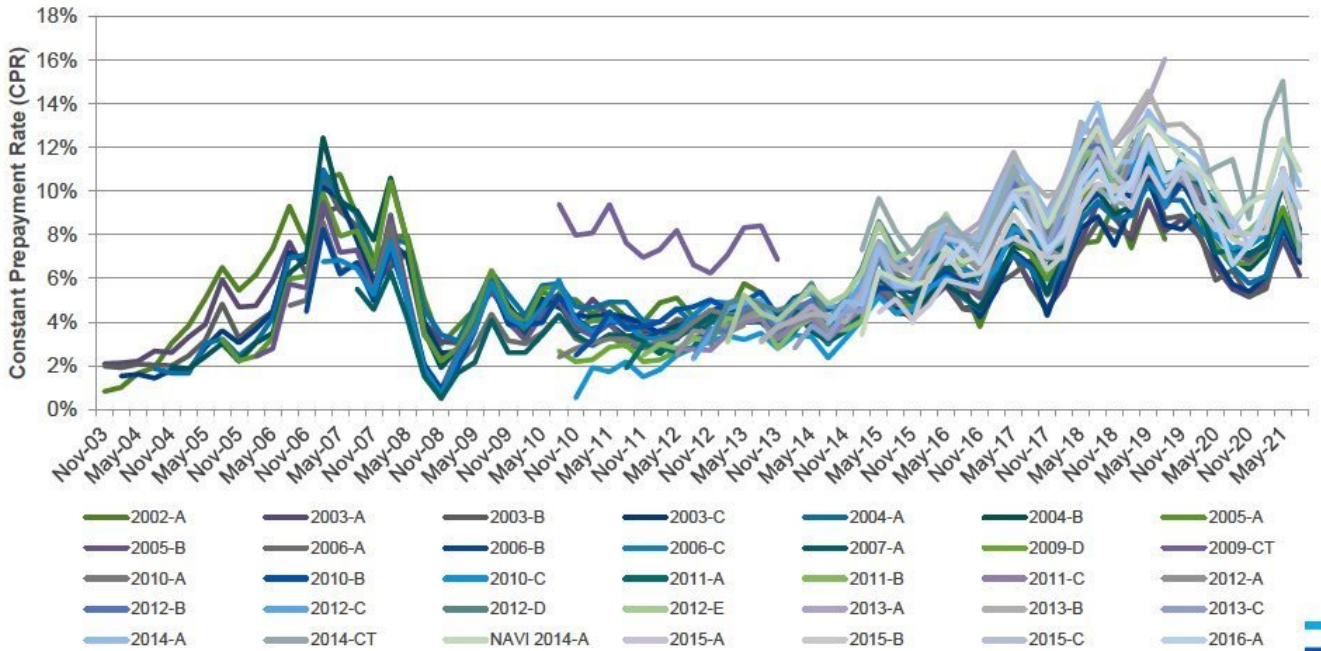
2020-2021YTD Issuance Program	Navient														
	NAV 20-A	NAV 20-B	NAV 20-C	NAV 20-D	NAV 20-E	NAV 20-F	NAV 20-G	NAV 20-H	NAV 20-I	NAV 21-A	NAV 21-B	NAV 21-C	NAV 21-D	NAV 21-E	NAV 21-F
Bond Amount (\$mil)	620	712	546	808	499	781	786	955	604	818	1,007	1,093	558	1,019	991
Initial AAA Enhancement (%)	23%	10%	24%	10%	10%	10%	8%	11%	18%	8%	9%	9%	26%	8%	7%
Initial Enhancement (%)	13%	4%	12%	3%	3%	3%	3%	4%	10%	3%	2%	2%	3%	2%	2%
Loan Program (%)															
Signature/Law/MBA/Med	36%	0%	84%	0%	0%	0%	0%	0%	53%	0%	0%	0%	30%	0%	0%
Smart Option	52%	0%	0%	0%	0%	0%	0%	0%	31%	0%	0%	0%	0%	0%	0%
Consolidation	3%	0%	1%	0%	0%	0%	0%	0%	9%	0%	0%	0%	1%	0%	0%
Private Education Refi	0%	100%	0%	100%	100%	100%	100%	100%	0%	100%	100%	100%	0%	100%	100%
Direct to Consumer	9%	0%	11%	0%	0%	0%	0%	0%	7%	0%	0%	0%	68%	0%	0%
Career Training	0%	0%	4%	0%	0%	0%	0%	0%	*	0%	0%	0%	1%	0%	0%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Payment Status															
School, Grace, Deferment	10%	*	6%	*	1%	*	*	*	7%	*	*	*	5%	*	*
Repayment	88%	100%	92%	97%	95%	96%	97%	100%	89%	100%	100%	100%	89%	100%	100%
Forbearance	2%	*	2%	3%	4%	4%	3%	*	4%	*	*	*	6%	*	*
WA Term to Maturity (Mo.)	148	145	166	140	135	141	141	132	161	136	139	141	186	144	150
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%
% Loans with No Cosigner	21%	100%	24%	100%	100%	100%	100%	100%	23%	100%	100%	100%	47%	100%	100%
WA FICO at Origination	735	760	737	763	781	763	764	777	733	774	773	771	660	768	767
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
WA FICO (Borrower at Rescored)	710	-	709	-	-	-	-	-	710	-	-	-	698	-	-
WA Gross Borrower Coupon⁽¹⁾	5.18%	4.84%	6.69%	4.75%	5.23%	4.78%	4.82%	3.62%	6.21%	4.08%	3.60%	3.89%	8.41%	3.90%	3.93%

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





Navient Corporation Appendix



Operating Results

“Core Earnings¹” Basis

Selected Financial Information and Ratios

(In millions, except per share amounts)	Q3 21	Q2 21	Q3 20
GAAP diluted EPS	\$1.04	\$1.05	\$1.07
Adjusted Core Earnings EPS ¹	\$0.92	\$0.98	\$1.03
Restructuring and regulatory-related expenses	(\$0.03)	(\$0.04)	(\$0.04)
Reported Core Earnings EPS ¹	<u>\$0.89</u>	<u>\$0.94</u>	<u>\$0.99</u>
Average common stock equivalent	167	176	194
Ending total education loans, net	\$74,368	\$75,275	\$80,848
Average total education loans	\$76,373	\$77,379	\$83,168

3rd Quarter Highlights

- Adjusted Core Earnings¹ per share decreased to \$0.92 compared to \$1.03 in the year ago quarter
 - The third quarter included a \$0.09 loss connected to unsecured debt repurchases, with no repurchase activity in the year-ago quarter
- Originated \$1.6 billion of high-quality private education loans in the quarter, including \$153 million of in-school loans
- Received all required approvals and closed on the novation and transfer of our Department of Education (ED) servicing contract to a third party in October 2021
- Business Processing revenue increased \$32 million, or 36%, to \$122 million, compared to the year ago quarter
- Returned \$176 million to shareholders through dividends and share repurchases
 - Adjusted Tangible Equity Ratio rose to 6.4% compared to 4.1% in Q3 2020¹

¹ Item is a non-GAAP financial measure. See pages 43 - 45 for a description and reconciliation.



Federal Education Loans Segment

“Core Earnings” Basis

Selected Financial Information and Ratios

(\$ In millions)	Q3 21	Q2 21	Q3 20
Segment net interest margin	1.04%	0.97%	1.03%
FFELP Loans:			
Provision for loan losses	\$ -	\$ -	\$4
Charge-offs	\$8	\$5	\$9
Annualized charge-off rate	0.07%	0.04%	0.07%
Greater than 30-days delinquency rate	8.5%	8.3%	9.3%
Greater than 90-days delinquency rate	4.3%	3.8%	3.5%
Forbearance rate	15.4%	13.9%	14.3%
Average FFELP Loans	\$55,435	\$56,649	\$60,695
Operating Expense	\$53	\$55	\$64
Net Income	\$122	\$113	\$137
Number of accounts serviced for ED (in millions)	5.6	5.6	5.6
Total federal loans serviced (in billions)	\$284	\$283	\$284
Contingent collections receivables inventory - education loans (billions)	\$11.8	\$11.3	\$13.9

3rd Quarter Highlights

Federal Education

- Q3 21 Net Interest Margin: 104 basis points
- Q3 21 Annualized Charge-off Rate: 7 basis points
- Received all required approvals and closed on the novation and transfer of our Department of Education (ED) servicing contract to a third party
- Net interest margin increased to 1.04%, benefitting from a favorable interest rate environment
- FFELP Loan delinquency rate decreased from 9.3% to 8.5%
- Annualized charge-off rate remained flat at 0.07%
- Providing payment relief to borrowers impacted by COVID-19



Closed and Novated Servicing Contract with the Department of Education

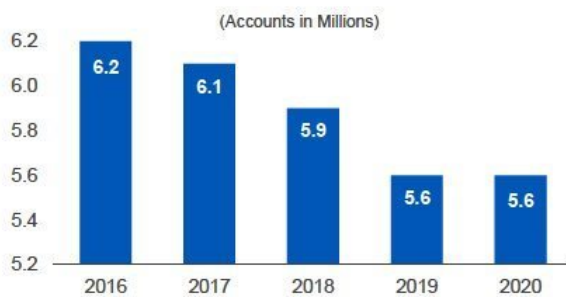
What it Means for Navient

- ✓ We will **continue to service our** FFELP loan portfolio
- ✓ Navient will no longer service **government-owned Direct Loans**
- ✓ Navient will work to **ensure a smooth borrower experience**
 - ✓ Approximately **800 Navient employees** will become employees of Maximus

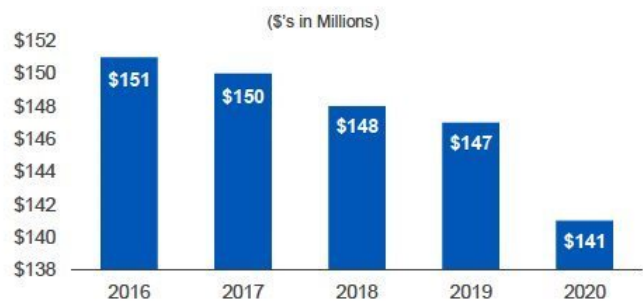
Rationale & Impact

- ✓ **Focus on growth opportunities** in Consumer Lending and Business Processing Segments, while maximizing FFELP loan cash flows
- ✓ Revenue from Direct Loan contract represented **6.6% of total annualized company revenues**¹
- ✓ **Simplifies and de-risks** investment thesis

Direct Loan Accounts Serviced



Direct Loan Servicing Revenue



¹ Based on a year-to-date revenue contribution of \$102 million, compared to \$1,540 million in Adjusted Core Earnings Revenue in the same period. Item is a non-GAAP financial measure. See pages 43 - 45 for a description and reconciliation.





Consumer Lending Segment “Core Earnings” Basis

Selected Financial Information and Ratios

(\$ In millions)	Q3 21	Q2 21	Q3 20
Segment net interest margin	2.98%	2.95%	3.24%
Private Education Loans			
Provision for loan losses	\$22	\$(1)	\$10
Charge-offs ¹	\$39	\$35	\$40
Annualized charge-off rate ¹	0.77%	0.71%	0.75%
Greater than 30-days delinquency rate	3.0%	2.6%	2.4%
Greater than 90-days delinquency rate	1.1%	1.0%	0.6%
Forbearance rate	3.9%	3.0%	4.0%
Average Private Education Loans	\$20,938	\$20,730	\$22,473
Operating Expense	\$45	\$39	\$37
Net Income	\$73	\$96	\$110

¹ Excluding the \$16 million and \$23 million of charge-offs on the expected future recoveries of charged-off loans in third-quarters 2021 and 2020, respectively, that occurred as a result of changing the charge-off rate from 81.4% to 81.7% in third-quarter 2021 and from 81% to 81.4% in third-quarter 2020.
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3rd Quarter Highlights

Consumer Lending

- Q3 21 Net Interest Margin: 298 basis points
- Q3 21 Annualized Charge-off Rate¹: 77 basis points
- Originated \$1.6 billion of high-quality private education loans in the quarter, including \$153 million of in-school loans, and \$4.6 billion year-to-date
 - On track to exceed our full year 2021 guidance for \$5.5 billion in originations
- Net interest margin of 2.98% driven by a lower cost funds and a favorable interest rate environment
- Credit performance continues to reflect the strength of our portfolio and default mitigation strategy
 - Delinquencies increased to 3.0% from 2.4%
 - Annualized charge-off rate increased to 0.77% from 0.75%
- Providing payment relief to borrowers impacted by COVID-19





Business Processing Segment

“Core Earnings” Basis

Selected Financial Information and Ratios

(\$ In millions)	Q3 21	Q2 21	Q3 20
Government Services	\$75	\$66	\$56
Healthcare RCM Services	\$47	\$64	\$34
Total Business Processing Revenue	\$122	\$130	\$90
Operating Expenses	\$87	\$92	\$69
EBITDA ¹	\$38	\$40	\$23
EBITDA Margin ¹	31%	30%	25%
Net Income	\$27	\$29	\$16
Contingent collections receivables inventory (billions)	\$11.5	\$15.5	\$14.1

3rd Quarter Highlights

Business Processing

- Q3 21 EBITDA Margin ¹: 31%

- Revenue increased \$32 million or 36% compared to a year ago, primarily as a result of revenue earned from new contracts to support states in pandemic relief services
- EBITDA ¹ increased \$15 million or 65% to \$38 million compared to the year ago quarter, continuing to demonstrate the scalability and efficiency of our infrastructure

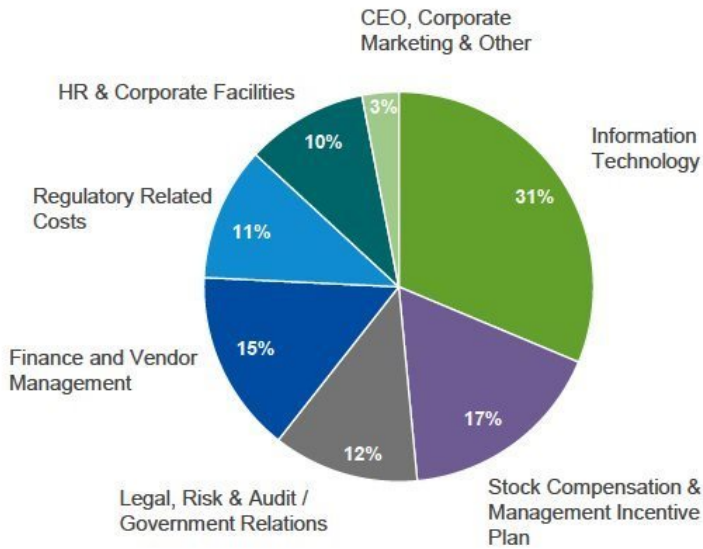
¹ Item is a non-GAAP financial measure. See pages 43 - 45 for a description and reconciliation.



Other Segment “Core Earnings” Basis

YTD 2021 Unallocated Shared Services Expenses
\$194 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

Note: totals may not add due to rounding.

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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 shareholder rights, including majority voting, proxy access and annual election for all 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 its leadership in gender parity by Women’s Forum of New York, 2020 Women on Boards, 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

5 Recommendations to improve student loan program success:

1 Provide front-end support to improve decision making.

Students and their families need support to use tools to understand how much they'll need to borrow to earn the degree—not simply the current semester—and to assess the likely economic benefits of a chosen field. This kind of information will help students and parents make a more informed assessment about what they can afford.

2 Improve the college completion rate

Just 6 out of 10 bachelor's degree students graduate in six years. Borrowers who struggle the most are often non-completers with low levels of debt. Schools should have some skin in the game when students do not complete and are unable to repay. Many colleges are experimenting with novel approaches to improve graduation rates and should be encouraged and rewarded.

3 Simplify repayment.

The government offers a confusing array of more than 50 repayment plans, forgiveness programs, and deferment and forbearance options—each with its own nuances, payment schedules, qualifications, and complex enrollment criteria.

They should be and can be simplified. For example, collapsing the multiple income-driven repayment options into one plan with the most appropriate borrower-friendly terms would be a good start.

4 Help borrowers pay off early.

Under federal student loan income-driven repayment plans, most borrowers see their balances grow while forgiveness is far out on the horizon. We need programs that help struggling borrowers through short-term and long-term challenges, and that help them pay off more quickly and less expensively.

5 Encourage borrowers to engage with their loan servicers.

Default is avoidable, but borrower contact is key. As a servicer, we've found that nine times out of 10, when we reach struggling federal loan borrowers we are able to help them avoid default by getting them into a repayment plan that works for them. Contact works; let's encourage it.

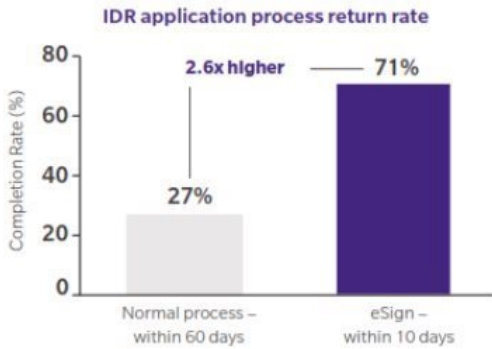
navient.com/views

We've piloted solutions to reduce complexity

IDR eSign Enrollment

Navient launched a pilot program focusing on past-due FFELP borrowers to explore whether a simpler process could produce better results. Under the pilot, we made contact with the borrower, gathered salary and family information over the phone, and then pre-populated the IDR application. We then securely transmitted the pre-filled application to the borrower for electronic signature. Based on the positive pilot, we expanded the program to serve additional borrowers.

The eSign pilot nearly tripled IDR application return rates



55% return the application within a single day.

71% of applications completed within 10 days.

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Repayment Guide for New Graduates

Navient created a personalized report to help new-to-repayment borrowers to compare their options.

You're about to start repaying your loans – are you in the right plan for you?

Not sure? We can help.

We've created a simple guide that will assist in building repayment strategies, outlining options, and understanding *the best way for you* to manage your federal student loan payments.



[Log in to your Navient inbox today to check it out!](#)
Create an account if you haven't already done so.

Reminder: you'll be receiving your first statement shortly. Don't delay – create your repayment strategy today!

[View your guide today!](#)

Tips and resources

Income-Driven Repayment (IDR) plans and loan forgiveness
Payments under an IDR plan are based on your income, family size, and loan program. Under certain conditions, your monthly payment could be as low as \$0. [Take a look at a few examples of how an IDR plan might work for you.](#)

GAAP Results



(In millions, except per share amounts)	Q3 21	Q2 20	Q3 20
Net income (loss)	\$173	\$185	\$207
Diluted earnings (loss) per common share	\$1.04	\$1.05	\$1.07
Operating expenses	\$248	\$252	\$232
Provision for loan losses	\$22	\$(1)	\$14
Average Education Loans	\$76,373	\$77,379	\$83,168

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 45 of this presentation and pages 18 - 29 of Navient's third quarter 2021 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 Q3 2021 is as follows:

Q3 2021	=	$\frac{\text{Adjusted Core Earnings Net income}}{\text{Average Equity}}$	=	$\frac{\$153^{(1)}}{(\$2,433 + 2,723 + \$2,701 + \$2,723) / 4}$	=	23% ⁽²⁾
Q3 YTD 2021	=	$\frac{\text{Adjusted Core Earnings Net income}}{\text{Average Equity}}$	=	$\frac{\$641^{(1)}}{(\$2,433 + 2,723 + \$2,701 + \$2,723) / 4}$	=	32% ⁽²⁾

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 Q3 2021 is as follows:

Q3 2021	=	$\frac{\text{Adjusted Core Earnings Expense}}{\text{Adjusted Core Earnings Revenue}}$	=	$\frac{\$242^{(1)}}{\$484}$	=	50%
Q3 YTD 2021	=	$\frac{\text{Adjusted Core Earnings Expense}}{\text{Adjusted Core Earnings Revenue}}$	=	$\frac{\$736^{(1)}}{\$1,540}$	=	48%

¹ Excludes \$8 million and \$30 million of net restructuring and regulatory-related expenses in third quarter and year to date 2021, respectively.
² 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 29 of Navient's third quarter 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 third quarter earnings release.
 - i. **Pro Forma Adjusted Tangible Equity Ratio** – The following provides a pro forma of what the Adjusted Tangible Equity Ratio would be if the cumulative net mark-to-market losses related to derivative accounting under GAAP were excluded. These cumulative losses reverse to \$0 upon the maturity of the individual derivative instruments. As these losses are temporary, we believe this pro forma presentation is a useful basis for management and investors to further analyze the Adjusted Tangible Equity Ratio. For further detail and reconciliation, see page 28 of Navient's third quarter earnings release.

Differences Between Core Earnings And GAAP

Core Earnings adjustments to GAAP: (Dollars in Millions)	Quarters Ended		
	Sep. 30, 2021	Jun. 30, 2021	Sep. 30, 2020
GAAP net income (loss)	\$173	\$185	\$207
Net impact of derivative accounting	(30)	(30)	(13)
Net impact of goodwill and acquired intangible assets	4	5	5
Net income tax effect	2	5	(7)
Total Core Earnings adjustments to GAAP	(24)	(20)	(15)
Core Earnings net income (loss)	\$149	\$165	\$192

Investor Relations Website

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- **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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