**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): April 28, 2022**

## Navient Corporation

(Exact name of registrant as specified in its charter)

| **Delaware** | **001-36228** | **46-4054283** |
|---|---|---|
| **(State or other jurisdiction of incorporation)** | **(Commission File Number)** | **(I.R.S. Employer Identification No.)** |

| **123 Justison Street, Wilmington, Delaware** | **19801** |
|---|---|
| **(Address of principal executive offices)** | **(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 April 28, 2022, a presentation entitled "2022 1st 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 |
|---|---|
| 99.1 | 2022 1st 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)

Date: April 28, 2022

By: /s/ Mark L. Heleen

Name: Mark L. Heleen
Title: Chief Legal Officer

EXHIBIT 99.1

NAVIENT

# 2022 1st Quarter Investor Deck

April 28, 2022

# Forward-Looking Statements; Non-GAAP Financial Measures

The following information is current as of March 31, 2022 (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, 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 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 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; and
• the other factors that are described in the "Risk Factors" section of the 2021 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 fourth quarter earnings release and pages 38 - 40 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

- ✓ **Successfully assisted** borrowers in returning to repayment
- ✓ Net interest margin of **104 bps** reflects our continued success in **managing interest rate risk**
- ✓ Annualized charge-off rate of **7 basis points**, driven by our data-driven risk management platform

**104 bps NIM**

## Consumer Lending

- ✓ Originated **$966 million** of high-quality Private Education Loans, meeting our **mid-teens ROE** target return thresholds
- ✓ Continuing to leverage our capital markets expertise to produce **consistent risk adjusted margins**
- ✓ Private Loan Delinquency & Charge-off rates **continue to perform at historically low levels**

**280 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**
- ✓ Affirmed our **franchise value** through our technology-enabled platform and differentiated expertise

**20% EBITDA margin [1]**

Note: Financial data is as of Q1 2022.
[1] Item is a non-GAAP financial measure. See pages 38 - 40 for a description and reconciliation.

# Navient is Focused on Cost Efficiency

**Industry-leading Efficiency**

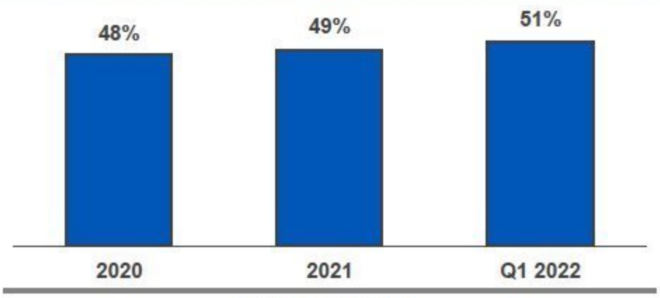
- ✓ Innovative financing reduces interest expense, maximizing cashflow and shareholder value
- ✓ Continue to drive strong margins through capital-efficient fee businesses, leveraging our scaled infrastructure and technical expertise

**Continuously Rationalizing Our Expense Base**

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

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


Total Gross Loans ($ billions)




Efficiency Ratio [1]

[1] Item is a non-GAAP financial measure. See pages 38 - 40 for a description and reconciliation.

# Asset Generation Drives Meaningful Returns

| | | Since 2014 Separation[1] |
|---|---|---|
| **Loan Originations** | ✓ Our competitive franchise, with its highly attractive return profile, leverages our core expertise to drive profits and growth | Originated over **$19 billion** Private Education Loans |
| **Loan Portfolios and Corporate acquisitions** | ✓ Accretive, high-return portfolio acquisitions, and capital-lite fee businesses generate organic income | Acquired **$49 billion** of total Education Loans |
| **Dividends** | ✓ Consistent quarterly distributions since separation | Paid **$1.4 billion** in dividends |
| **Share Repurchase** | ✓ Since separation, repurchased nearly 70% of outstanding shares, with $885 billion of repurchase authority remaining[2] | Repurchased **$4.3 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 **$10.2 billion** |

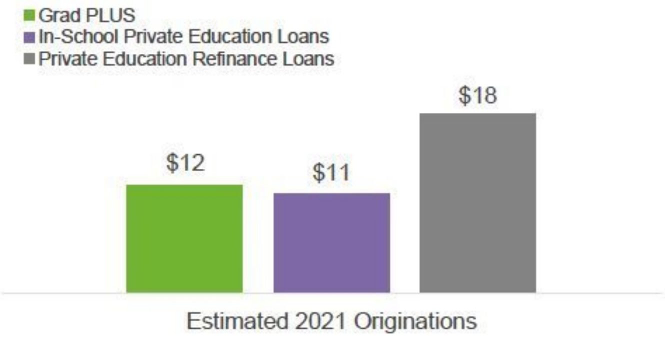
**Total Payout Ratio over 110% Since Separation**

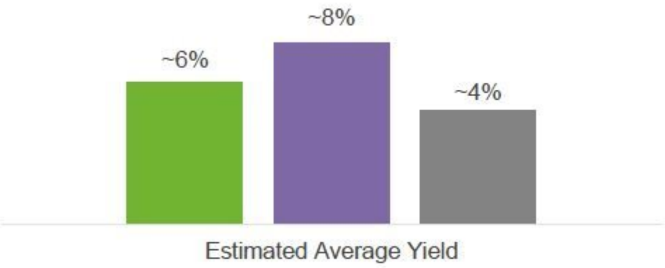
All data as of Q1 2022; Payout ratio shown on the basis of Adjusted Core Earnings, a non-GAAP financial measure.
[1] Separation values are as reported 6/30/2014.
[2] On December 10, 2021, Navient announced a new share repurchase program for up to $1 billion of stock.

# Originating Education Loans is an Attractive Opportunity

## Sizable Market With Attractive Yields [1]

**Estimated Total Market Annual Originations [2] and Yields ($'s in billions)**




## 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% [3]
  - 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% [3]
  - Weighted average life of ~8 years

## Typical Refi Borrower Profile [4]

| | |
|---|---|
| **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 |

[1] 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.



[2] Navient expects the refinance loan market to contract by approximately 50% in 2022, due to the extension of the cares act.
[3] Life of loan loss expectations are on a gross basis.
[4] Weighted average.

# 2022 Guidance

| | Full Year 2022 Guidance | Q1 2022 Actuals |
|---|---|---|
| **Core Earnings Return on Equity** [1] | Mid to High Teens | ✓ 21% |
| **Core Earnings Efficiency Ratio** [1] | ~54% | ✓ 51% |
| **Adjusted Tangible Equity Ratio** [1] | ~6% | ✓ 7.0% |
| Net Interest Margin – Federal Education Loan Segment | Mid 90's | ✓ 1.04% |
| Charge-off Rate – Federal Education Loan Segment | Less than 0.10% | ✓ 0.07% |
| Net Interest Margin – Consumer Lending Segment | 2.55% - 2.65% | ✓ 2.80% |
| Charge-off Rate – Consumer Lending Segment | 1.5% - 2.0% | ✓ 1.38% |
| EBITDA Margin – Business Processing Segment [1] | High Teens | ✓ 20% |

- Our guidance utilizes the April 14th forward rate curve, implying **9 Fed rate hikes**, resulting in a Fed Funds target rate **range of 2.25% - 2.50%**

[1] Item is a non-GAAP financial measure. See pages 38 - 40 for a description and reconciliation.

# Funding, Liquidity, & Cashflow

# Q1 2022 Financing and Capital Management

## Capital Management

- ✓ Returned **$139 million** through share repurchases and dividends
  - Paid dividends of **$24 million**
  - Repurchased **6 million shares for $115 million**
- ✓ $885 million of share repurchase authority remaining
- ✓ Adjusted Tangible Equity (ATE) ratio of **7.0%** [1]

## Financing

- ✓ Issued **$952 million** of Term Education Loan ABS transactions
- ✓ No unsecured debt maturities until Q1 2023

[1] Item is a non-GAAP financial measure. See pages 38 - 40 for a description and reconciliation.

# FFELP ABS Transactions

| | NAVSL 2021-3 | | | | | NAVSL 2021-2 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Pricing Date: Settlement Date:** | October 14, 2021<br>October 28, 2021 | | | | | April 12, 2021<br>April 22, 2021 | | | | |
| **Issuance Amount:** | $978,500,000 | | | | | $1,011,600,000 | | | | |
| **Collateral:** | U.S. Government Guaranteed<br>FFELP Consolidation and FFELP Non-Consolidation Loans | | | | | U.S. Government Guaranteed<br>FFELP Consolidation and FFELP Non-Consolidation Loans | | | | |
| **Prepayment Speed [1]:** | 4% CPR Consolidation / 6% CPR Non-Consolidation | | | | | 4% CPR Consolidation / 6% CPR Non-Consolidation | | | | |
| **Tranching:** | **Class** | **Ratings (D/M/S) [2]** | **Amt. ($M)** | **WAL[3]** | **Pricing [3]** | **Class** | **Ratings (D/M/S) [2]** | **Amt. ($M)** | **WAL[3]** | **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 2022-A | | | | | NAVSL 2021-G | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Pricing Date:**<br>**Settlement Date:** | February 1, 2022<br>February 10, 2022 | | | | | November 17, 2021<br>November 23, 2021 | | | | |
| **Issuance Amount:** | $951,900,000 | | | | | $1,011,400,000 | | | | |
| **Collateral:** | Private Education Refi Loans | | | | | Private Education Refi Loans | | | | |
| **Prepayment Speed [1]:** | 20% CPR | | | | | 20% CPR | | | | |
| **Tranching:** | **Class** | **Ratings (D/M) [2]** | **Amt ($M)** | **WAL[3]** | **Pricing [3]** | **Class** | **Ratings (D/F/M) [2]** | **Amt ($M)** | **WAL[3]** | **Pricing [3]** |
| | A | AAA/Aaa | $913 | 2.49 | Swaps + 0.83% | A | AAA/Aaa | $957 | 2.46 | Swaps + 0.75% |
| | B | AA/NR | $39 | 6.51 | Swaps + 1.30% | B | AA/NR | $54 | 6.48 | Swaps + 1.10% |

[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** | **03/31/22** |
| Secured | |
| Residual (including O/C) | $4.5 |
| Floor Income | 1.1 |
| Servicing | 1.6 |
| Total Secured | $7.2 |
| Unencumbered | 0.4 |
| **Total FFELP Cash Flows** | **$7.6** |
| **Private Credit Cash Flows** | |
| Secured | |
| Residual (including O/C) | $4.3 |
| Servicing | 0.5 |
| Total Secured | $4.8 |
| Unencumbered | 2.6 |
| **Total Private Cash Flows** | **$7.4** |
| **Combined Cash Flows before Unsecured Debt** | **$15.0** |
| **Unsecured Debt (par value)** | **$7.1** |

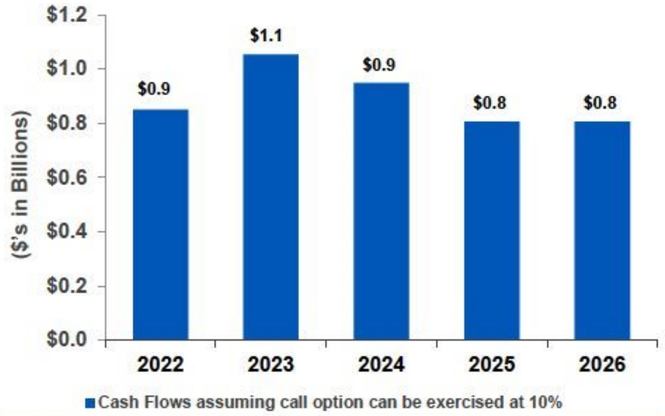
**Enhancing Cash Flows**

- Generated $0.5 billion of cash flows in Q1 2022
- Returned $0.1 billion to shareholders through share repurchase and dividends in Q1 2022
- Acquired $1.0 billion of student loans in Q1 2022
- $15.0 billion of estimated future cash flows remain over ~ 20 years
  - Includes ~$6 billion of overcollateralization[1] (O/C) to be released from residuals
- $2.1 billion of unencumbered student loans
- $0.4 billion of hedged FFELP Loan embedded floor income

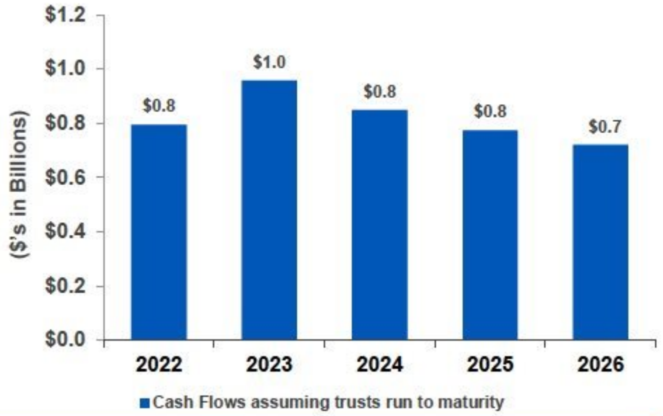
These projections are based on internal estimates and assumptions and are subject to ongoing review and modification. These projections may prove to be incorrect
[1]Includes the PC Turbo Repurchase Facility Debt totaling $0.5B as of 03/31/2022.

# 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 $4.5 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 $1.9 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 $4.1 billion in cash flows through 2026 excluding operating expenses, taxes and unsecured debt principal and interest payments
- Unencumbered loans of $0.2 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 03/31/2022 | 2022 Remaining | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
|---|---|---|---|---|---|---|---|---|
| Projected FFELP Average Balance | $48,788 | $44,244 | $39,524 | $35,039 | $30,761 | $26,656 | $22,821 | $19,237 |
| Projected Excess Spread | $450 | $554 | $487 | $433 | $407 | $361 | $314 | $276 |
| Projected Servicing Revenue | $170 | $211 | $192 | $175 | $158 | $140 | $123 | $106 |
| Projected Total Revenue | $620 | $764 | $679 | $608 | $565 | $502 | $437 | $382 |

| | 2030 | 2031 | 2032 | 2033 | 2034+ |
|---|---|---|---|---|---|
| Projected FFELP Average Balance | $15,957 | $12,868 | $9,929 | $7,301 | $1,633 |
| Projected Excess Spread | $243 | $217 | $184 | $152 | $415 |
| Projected Servicing Revenue | $90 | $73 | $56 | $41 | $73 |
| Projected Total Revenue | $333 | $289 | $240 | $192 | $488 |

- Total Cash Flows from Projected Residual (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 | 1Q 2022 | 2021 | 2020 | 2019 |
|---|---|---|---|---|
| *FFELP* | | | | |
| Term Securitized Servicing (Cash Paid) | $ 47 | $ 204 | $ 227 | $ 253 |
| Other Secured FFELP Net Cash Flow [1, 2] | 110 | 855 | 830 | 969 |
| *Total FFELP* | $ 157 | $ 1,059 | $ 1,057 | $ 1,223 |
| *Private Credit* | | | | |
| Term Securitized Servicing (Cash Paid) | $ 29 | $ 119 | $ 124 | $ 135 |
| Other Secured Financings Net Cash Flow | 162 | 947 | 1,307 | 1,065 |
| *Total Private Credit* | $ 191 | $ 1,066 | $ 1,431 | $ 1,200 |
| *Total FFELP and Private Credit* | $ 348 | $ 2,125 | $ 2,423 | $ 2,631 |
| **Average Principal Balances** | **1Q 2022** | **2021** | **2020** | **2019** |
| *FFELP* | | | | |
| Term FFELP | 50,715 | 54,051 | 57,346 | 62,969 |
| Other Secured FFELP | 693 | 1,013 | 3,122 | 4,141 |
| *Total FFELP* | $ 51,408 | $ 55,064 | $ 60,468 | $ 67,110 |
| *Private Credit* | | | | |
| Term Private Credit | 16,388 | 16,053 | 16,405 | 16,795 |
| Other Secured Financings | 3,091 | 3,081 | 4,075 | 3,526 |
| *Total Private Credit* | $ 19,479 | $ 19,134 | $ 20,480 | $ 20,321 |
| *Total FFELP and Private Credit* | $ 70,887 | $ 74,198 | $ 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.

# 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
  - Q1 2022 issuance of $952 million of Private Education Loan ABS

- Returned $139 million to shareholders through dividends and share repurchases in Q1 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 [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.

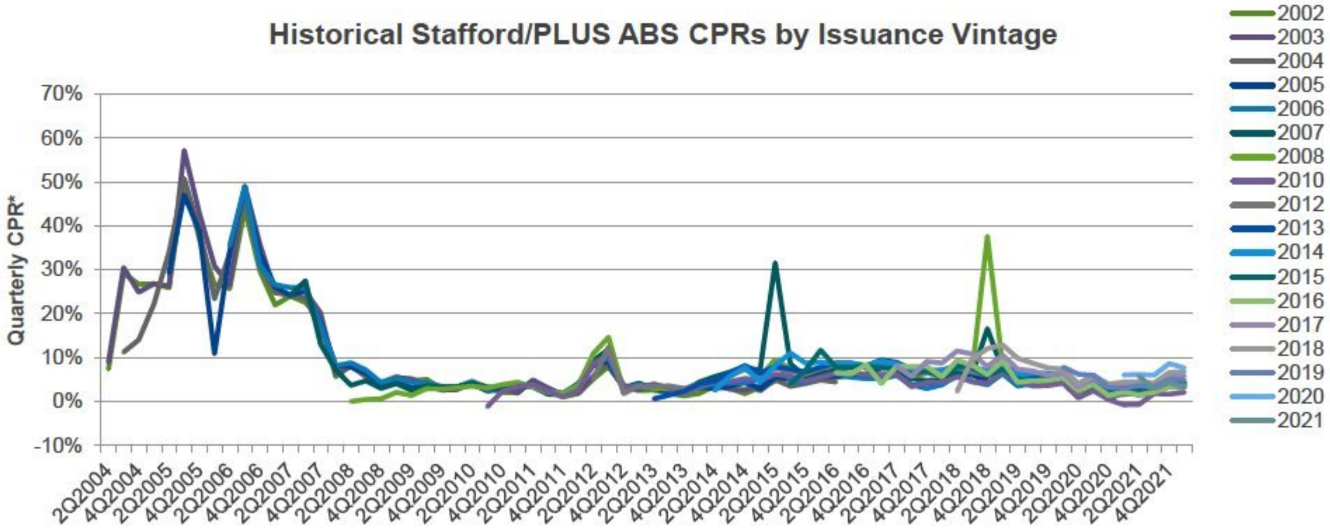
# FFELP Loan Program Characteristics

| 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<br>Graduate: $65,500 | Undergraduate [3]: $57,500<br>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

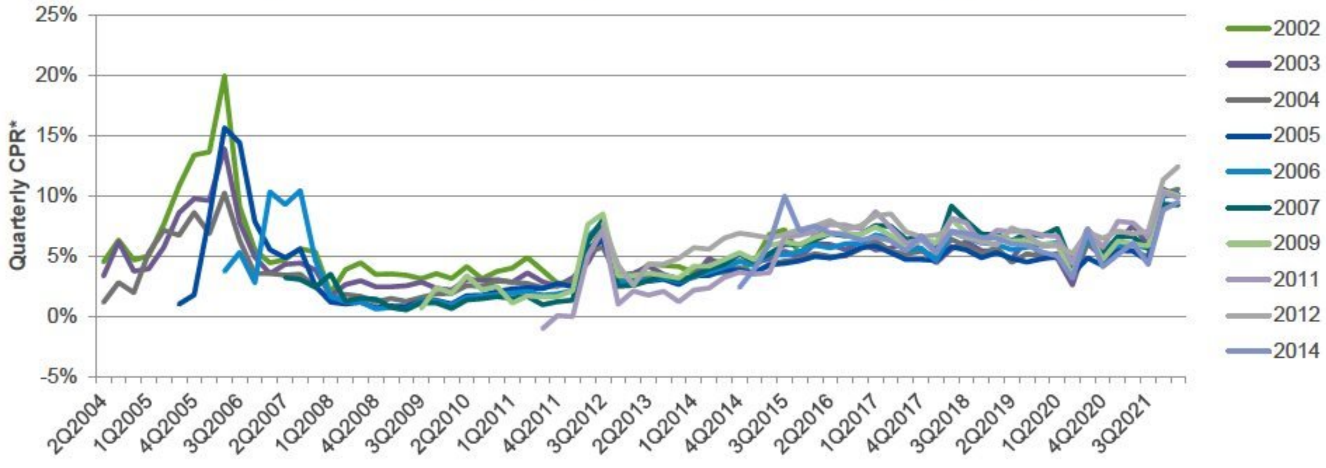



* Quarterly CPR assumes School and Grace loans are not scheduled to make payments. Deferment, Forbearance and Repayment loans are scheduled to make payments.

# 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
- 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.

# 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 | ▸ 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<br>▸ 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<br>▸ Both Title IV and non-Title IV schools [1] | ▸ Made to students and parents through college financial aid offices to fund 2-year, 4-year and graduate school college tuition, room and board<br>▸ Signature, Excel, Law, Med and MBA Loan brands<br>▸ Title IV schools only [1]<br>▸ Freshmen must have a cosigner with limited exceptions<br>▸ Co-signer stability test (minimum 3 year repayment history) | ▸ Terms and underwriting criteria similar to Undergraduate, Graduate, Med/Law/MBA with primary differences being:<br>- Marketing channel<br>- No school certification<br>- Disbursement of proceeds directly to borrower<br>▸ Title IV schools only [1]<br>▸ Freshmen must have a co-signer with limited exceptions<br>▸ 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<br>Private Aggregate Loan Limit of $250,000 |
| Additional Characteristics | ▸ Loans made to students and parents to refinance one or more private education loans<br>▸ Student must provide proof of graduation in order to obtain loan | ▸ Loans made to high FICO / high income customers with positive free cash flow and/or established credit profiles | ▸ 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<br>▸ 9-month grace period after graduation<br>▸ 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

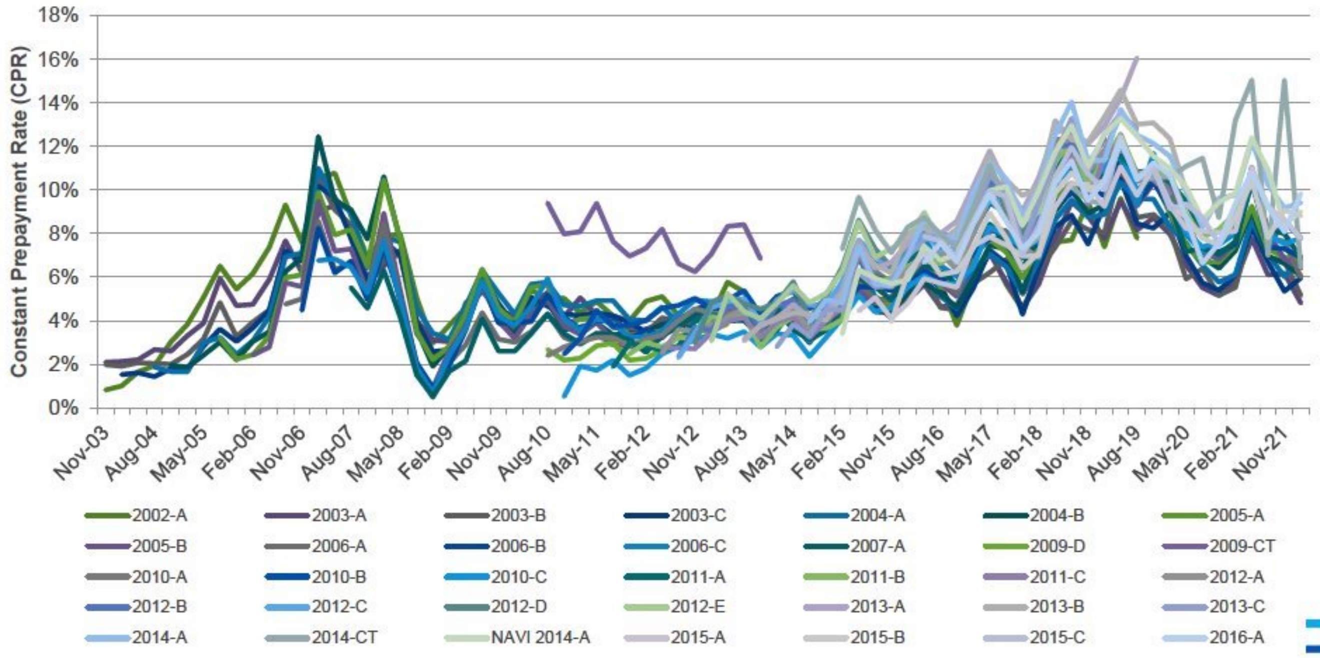
As of the respective cutoff dates for each transaction

| *2020-2022YTD 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 |
| Bond Amount ($mil) | 620 | 712 | 546 | 808 | 499 | 781 | 786 | 955 | 604 | 818 | 1,007 | 1,093 | 558 | 1,019 | 991 | 1,011 | 952 |
| Initial AAA Enhancement (%) | 23% | 10% | 24% | 10% | 10% | 10% | 8% | 11% | 18% | 8% | 9% | 9% | 26% | 8% | 7% | 9% | 9% |
| Initial Enhancement (%) | 13% | 4% | 12% | 3% | 3% | 3% | 3% | 4% | 10% | 3% | 2% | 2% | 3% | 2% | 2% | 4% | 5% |
| **Loan Program (%)** | | | | | | | | | | | | | | | | | |
| Signature/Law/MBA/Med | 36% | 0% | 84% | 0% | 0% | 0% | 0% | 0% | 53% | 0% | 0% | 0% | 30% | 0% | 0% | 0% | 0% |
| Smart Option | 52% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 31% | 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% |
| Private Education Refi | 0% | 100% | 0% | 100% | 100% | 100% | 100% | 100% | 0% | 100% | 100% | 100% | 0% | 100% | 100% | 100% | 100% |
| Direct to Consumer | 9% | 0% | 11% | 0% | 0% | 0% | 0% | 0% | 7% | 0% | 0% | 0% | 68% | 0% | 0% | 0% | 0% |
| Career Training | 0% | 0% | 4% | 0% | 0% | 0% | 0% | 0% | * | 0% | 0% | 0% | 1% | 0% | 0% | 0% | 0% |
| **Total** | **100%** | **100%** | **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% | 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 | 151 | 155 |
| 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% |
| % Loans with No Cosigner | 21% | 100% | 24% | 100% | 100% | 100% | 100% | 100% | 23% | 100% | 100% | 100% | 47% | 100% | 100% | 100% | 100% |
| WA FICO at Origination | 735 | 760 | 737 | 763 | 781 | 763 | 764 | 777 | 733 | 774 | 773 | 771 | 660 | 768 | 767 | 766 | 763 |
| 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 |
| 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% | 2.84% | 2.97% | 8.41% | 3.90% | 3.93% | 3.81% | 3.92% |

*(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 Earnings[1]" Basis

### Selected Financial Information and Ratios

| (In millions, except per share amounts) | Q1 22 | Q4 21 | Q1 21 |
|---|---|---|---|
| **GAAP diluted EPS** | **$1.67** | **($0.07)** | **$2.00** |
| **Adjusted Core Earnings EPS [1]** | **$0.90** | **$0.78** | **$1.71** |
| Average common stock equivalent | 153 | 157 | 185 |
| Ending total education loans, net | $71,101 | $72,812 | $76,615 |
| Average total education loans | $73,415 | $75,066 | $80,221 |

### 1st Quarter 2022 Highlights

- Adjusted Core Earnings [1] per share of $0.90
  - Core Return on Equity [1] of 21%
- Originated $966 million of high-quality private education loans in the quarter
- Returned $139 million to shareholders through dividends and share repurchases
  - Adjusted Tangible Equity Ratio of 7.0%

[1] Item is a non-GAAP financial measure. See pages 38 - 40 for a description and reconciliation.

# Federal Education Loans Segment
# “Core Earnings” Basis

### Selected Financial Information and Ratios

| ($ In millions) | Q1 22 | Q4 21 | Q1 21 |
|---|---|---|---|
| Segment net interest margin | 1.04 | 0.99% | 0.97% |
| FFELP Loans: | | | |
| Provision for loan losses | $ - | $ - | $ - |
| Charge-offs | $7 | $7 | $6 |
| Annualized charge-off rate | 0.07% | 0.06% | 0.06% |
| Greater than 30-days delinquency rate | 13.5% | 10.6% | 8.3% |
| Greater than 90-days delinquency rate | 6.4% | 4.8% | 3.5% |
| Forbearance rate | 12.9% | 12.4% | 15.5% |
| Average FFELP Loans | 52,258 | 53,960 | $58,078 |
| Operating Expense | $28 | $52 | $63 |
| Net Income | $107 | $108 | $112 |
| Total federal loans serviced (billions) [1] | $59 | $61 | $285 |

[1] As of March 31, 2022, we serviced $59 billion in FFELP (federally guaranteed) loans.

### 1st Quarter 2022 Highlights

**Federal Education**

**Q1 22** Net Interest Margin: 104 basis points
**Q1 22** Annualized Charge-off Rate: 7 basis points

- Successful risk management and hedging strategies reflected in Net Interest Margin that increased to 1.04% from 0.97%
- FFELP Loan delinquency rate increased to 13.5% from 8.3%, as borrowers return to repayment
- Forbearance rate decreased to 12.9% from 15.5%
- Annualized charge-off rate increased to 0.07% from 0.06%
- Operating expense declined to $28 million from $63 million

# Consumer Lending Segment
# “Core Earnings” Basis

### Selected Financial Information and Ratios

| ($ In millions) | Q1 22 | Q4 21 | Q1 21 |
|---|---|---|---|
| Segment net interest margin | 2.80% | 2.76% | 2.99% |
| Private Education Loans | | | |
| Provision for loan losses | $16 | $5 | $(87) |
| Charge-offs | $69 | $44 | $35 |
| Annualized charge-off rate | 1.38% | 0.87% | 0.68% |
| Greater than 30-days delinquency rate | 4.0% | 3.2% | 2.3% |
| Greater than 90-days delinquency rate | 1.6% | 1.5% | 0.9% |
| Forbearance rate | 2.0% | 2.6% | 3.9% |
| Average Private Education Loans | $21,157 | $21,106 | $22,143 |
| Operating Expense | $35 | $37 | $41 |
| Net Income | $79 | $89 | $234 |

### 1st Quarter 2022 Highlights

**Consumer Lending**

**Q1 22** Net Interest Margin: 280 basis points
**Q1 22** Annualized Charge-off Rate : 138 basis points

- Originated $966 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 2.80% driven by lower interest reserves
- Delinquency rate remains below pre-pandemic levels
  - Delinquencies increased to 4.0% from 2.3%
- Charge-off rate remains below pre-pandemic levels
  - Annualized charge-off rate increased to 1.38% from 0.68%

# Business Processing Segment
# "Core Earnings" Basis

### Selected Financial Information and Ratios

| ($ In millions) | Q1 22 | Q4 21 | Q1 21 |
|---|---|---|---|
| Government Services | $49 | $54 | $63 |
| Healthcare RCM Services | $45 | $57 | $62 |
| **Total Business Processing Revenue** | **$94** | **$111** | **$125** |
| Operating Expenses | $76 | $90 | $91 |
| EBITDA [1] | $19 | $23 | $36 |
| EBITDA Margin [1] | 20% | 20% | 29% |
| **Net Income** | **$14** | **$17** | **$26** |

### 1st Quarter 2022 Highlights

**Business Processing**

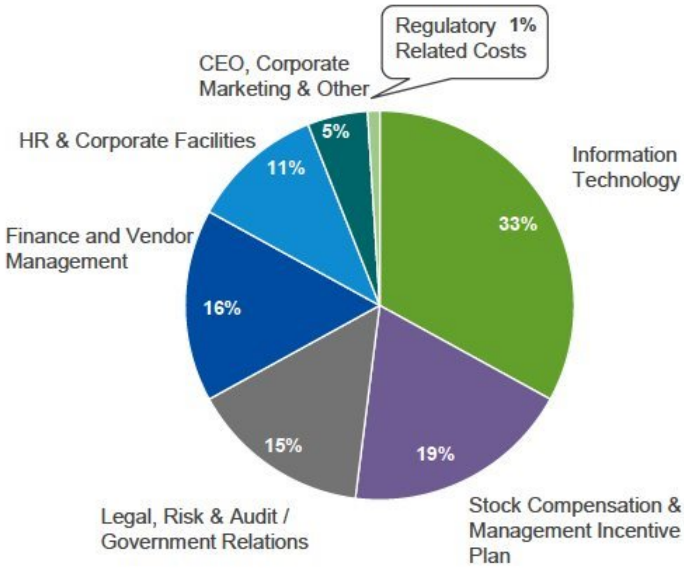
**Q1 22** EBITDA Margin [1]: 20%

- Revenue of $94 million, as pandemic related contracts continue to winddown and were partially offset by increased revenue from traditional services
- EBITDA [1] of 20% driven by an optimized cost structure and a company-wide commitment to efficiency

[1] Item is a non-GAAP financial measure. See pages 38 - 40 for a description and reconciliation.

# Other Segment
# “Core Earnings” Basis

**Q1 2022 Unallocated Shared Services Expense [1]**
**$66 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 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

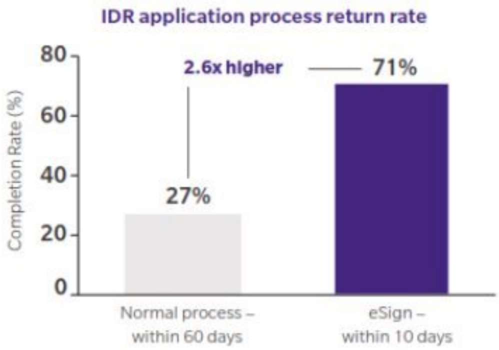
Learn more in our Corporate Social Responsibility Report at about.navient.com/Social-Responsibility

# 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.

## 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**<br>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. |

# 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 40 of this presentation and pages 15 - 23 of Navient's first 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 Q1 2022 is as follows:

$$\text{Q1 2022} = \frac{\text{Adjusted Core Earnings Net income}}{\text{Average Equity}} = \frac{\$138^{(1)}}{(2{,}824 + \$2{,}596 + 2{,}723 + \$2{,}701) / 4} = 21\%^{(2)}$$

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 Q1 2022 is as follows:

$$\text{Q1 2022} = \frac{\text{Adjusted Core Earnings Expense}}{\text{Adjusted Core Earnings Revenue}} = \frac{\$204^{(1)}}{\$400} = 51\%$$

[1] Excludes $3 million and $1 million of net restructuring and regulatory related expenses, respectively, in the first quarter 2022.
[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  of Navient's first 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 23 of Navient's first quarter 2022 earnings release.

# Differences Between Core Earnings and GAAP

| Core Earnings adjustments to GAAP: (Dollars in Millions) | Quarters Ended Mar. 31, 2022 | Dec. 31, 2021 | Mar. 31, 2021 |
|---|---|---|---|
| GAAP net income (loss) | $255 | ($11) | $370 |
| Net impact of derivative accounting | (159) | (85) | (91) |
| Net impact of goodwill and acquired intangible assets | 4 | 16 | 5 |
| Net income tax effect | 35 | 13 | 21 |
| Total Core Earnings adjustments to GAAP | (120) | (56) | (65) |
| Core Earnings net income (loss) | $135 | ($67) | $305 |

# Investor Relations Website

**www.navient.com/investors**
**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**

NAVIENT