# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, D.C. 20549 

FORM 8-K
$\qquad$
CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): November 2, 2015

## Navient Corporation

(Exact name of registrant as specified in its charter)

| Delaware <br> (State or other jurisdiction <br> of incorporation) | $001-36228$ <br> (Commission <br> File Number) | 46-4054283 <br> (I.R.S. Employer <br> Identification No.) |
| :---: | :---: | :---: |
| 123 Justison Street, Wilmington, Delaware |  |  |
| (Address of principal executive offices) |  |  |

Registrant's telephone number, including area code: (302) 283-8000
(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:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square \quad$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square \quad$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## ITEM 7.01 REGULATION FD DISCLOSURE.

Navient Corporation (the "Company") frequently provides relevant information to its investors via posting to its corporate website. On November 2, 2015, a presentation entitled "2015 3rd Quarter Investor Deck" was made available on the Company's website at https://www.navient.com/about/investors/webcasts/. 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

Number Description
99.1* 2015 3rd Quarter Investor Deck

* Furnished herewith.

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

Executive Vice President, Chief Legal Officer and Secretary

[^0]
## $20153^{\text {rd }}$ Quarter Investor Deck

November 2, 2015

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## Forward-Looking Statements; Non-GAAP Financial Measures

The following information is current as of November 2, 2015 (unless otherwise noted) and should be read in connection with Navient Corporation's (Navient) Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 2014 (the "2014 Form 10-K"), filed by Navient with the Securities and Exchange Commission (the "SEC") on February 27, 2015 and subsequent reports filed by Navient with the SEC. Definitions for capitalized terms in this presentation not defined herein can be found in our 2014 Form 10-K. This presentation contains forward-looking statements and information 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. 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. These factors include, among others, the risks and uncertainties set forth in Item 1A "Risk Factors" and elsewhere in Navient's 2014 Form $10-\mathrm{K}$ and subsequent filings with the SEC; increases in financing costs; limits on liquidity, increases in costs associated with compliance with laws and regulations; changes in accounting standards and the impact of related changes in significant accounting estimates; any adverse outcomes in any significant litigation to which the company is a party; credit risk associated with the company's exposure to third parties, including counterparties to the company's derivative transactions; risks inherent in the government contracting environment, including the possible loss of government contracts and potential civil and criminal penalties as a result of governmental investigations or audits; and changes in the terms of student loans and the educational credit marketplace (including changes resulting from new laws and the implementation of existing laws). The company could also be affected by, among other things: changes in its funding costs and availability; reductions to its credit ratings or the credit ratings of the United States of America; failures of its operating systems or infrastructure, or those of third-party vendors; risks related to cybersecurity including the potential disruption of its systems or potential disclosure of confidential customer information; damage to its reputation; failures to successfully implement cost-cutting initiatives and adverse effects of such initiatives on its business; failures or delays in the planned conversion to our servicing platform of the Wells Fargo portfolio of Federal Family Education Loan Program ("FFELP") loans or any other FFELP or Private Education Loan portfolio acquisitions; risks associated with restructuring initiatives; risks associated with the April 30, 2014 separation of Navient and SLM Corporation into two distinct, publicly traded companies, including failure to achieve the expected benefits of the separation; changes in the demand for educational financing or in financing preferences of lenders, educational institutions, students and their families; changes in law and regulations with respect to the student lending business and financial institutions generally; increased competition including from banks, other consumer lenders and other loan servicers; the creditworthiness of its customers; changes in the general interest rate environment, including the rate relationships among relevant money-market instruments and those of its earning assets vs. its funding arrangements; changes in general economic conditions; the company's ability to successfully effectuate any acquisitions and other strategic initiatives; and changes in the demand for debt management services.

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. All forward-looking statements contained in this presentation are qualified by these cautionary statements and are made only as of the date of this presentation. The company does not undertake any obligation to update or revise these forward-looking statements to conform the statement to actual results or changes in its expectations.

Navient reports financial results on a GAAP basis and also provides certain core earnings performance measures. When compared to GAAP results, core earnings exclude the impact of: (1) the financial results of the consumer banking business for historical periods prior to the April 30,2014 spin-off as well as related restructuring and reorganization expenses incurred in connection with the spin-off, including the restructuring initiated in the second quarter of 2015; (2) unrealized, mark-to-market gains/losses on derivatives; and (3) 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 - Definition and Limitations" in Navient's third quarter earnings release for a further discussion and a complete reconciliation between GAAP net income and core earnings.

# Navient Corporation Overview 

## NAVI=NT

We are the leading loan management, servicing and asset recovery company

|  | Key Businesses | Highlights |
| :---: | :---: | :---: |
| Asset Management | - FFELP Loan Portfolio <br> - Private Education Loan Portfolio | - $\$ 98$ Billion FFELP Portfolio <br> - $\$ 27$ Billion Private Education Loan Portfolio |
| Asset Servicing | - FFELP Loans <br> - Private Education Loans <br> - Department of Education Servicing Contract <br> - Guarantor Servicing | - Over 12 Million Borrowers <br> - Over $\$ 300$ Billion of Education Loans <br> - Market leading federal default prevention $38 \%$ better than peers |
| Asset Recovery | - Education loans <br> - Government receivables <br> - Taxes <br> - Court/Municipal <br> - Schools | - $\$ 26$ Billion of Receivables <br> - Over 1,800 clients |
| As of Sepember 30,2015 |  |  |

## Operating Results "Core Earnings" Basis

| (In millions, except per share amounts) | Q3 15 | Q2 15 | Q3 14 |
| :--- | :---: | :---: | :---: |
| Reported Core EPS | $\$ 0.47$ | $\$ 0.40$ | $\$ 0.52$ |
| Net income | $\$ 174$ | $\$ 154$ | $\$ 218$ |
| Operating expenses | $\$ 228$ | $\$ 225$ | $\$ 195$ |
| Provision | $\$ 123$ | $\$ 198$ | $\$ 140$ |
| Average student loans | $\$ 127,750$ | $\$ 130,512$ | $\$ 129,915$ |

## Student Loan Market

## Estimated Outstanding Student Loan Market Distribution <br> \$1.2 Trillion as of FFYE 9/30/2014 (\$ in billions)



## High Quality Education Loan Portfolio

| FFELP Portfolio |
| :--- |
| - Largest holder of FFELP loans |
| - $97-98 \%$ of portfolio is government |
| guaranteed |
| - $78 \%$ of portfolio funded to term with |
| securitizations |
| - Fully integrated servicing and asset |
| recovery support operations |

Total Education Loans: \$126bn

| FFELP Portfolio Statistics |  | Private Education Portfolio Statistics |  |
| :---: | :---: | :---: | :---: |
| Balance (\$bn, net of allowance) | \$98 | Balance (\$bn, net of allowance) | \$27 |
| \% Consolidation Loans | 62\% | Avg. Loan Size | \$10,035 |
| \% Stafford \& Other | 38\% | Avg. FICO at Orig. | 718 |
| 90+ Day Delinquent | 8.5\% | \% Cosigner | 65\% |
|  |  | 90+ Day Delinquent | 3.4\% |

Note: Financial data as of 9/30/2015

## FFELP Loans Segment "Core Earnings" Basis

| (In millions) | Q3 15 | Q2 15 | Q3 14 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 70$ | $\$ 93$ | $\$ 79$ |
| Average FFELP Loans | $\$ 99,367$ | $\$ 101,305$ | $\$ 98,736$ |
| FFELP Loan spread | $0.90 \%$ | $0.91 \%$ | $1.02 \%$ |
| Net interest margin | $0.81 \%$ | $0.81 \%$ | $0.93 \%$ |
| Annualized charge-off rate | $0.06 \%$ | $0.05 \%$ | $0.08 \%$ |
| Greater than 90-day delinquency rate | $8.5 \%$ | $8.4 \%$ | $7.6 \%$ |

## FFELP Loans Segment Credit Quality "Core Earnings" Basis

| (\$'s in millions) | FFELP Education Loan Portfolio |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2015 |  | September 30, 2014 |  |
|  | Balance | \% | Balance | \% |
| Loans in-school/grace/deferment ${ }^{(1)}$ | \$9,184 |  | \$10,868 |  |
| Loans in forbearance ${ }^{(2)}$ | 12,947 |  | 14,452 |  |
| Loans in repayment and percentage of each status |  |  |  |  |
| Loans current | 63,320 | 84.1\% | 60,693 | 84.9\% |
| Loans delinquent 31-60 days ${ }^{(3)}$ | 3,654 | 4.9\% | 3,538 | 4.9\% |
| Loans delinquent 61-90 days ${ }^{(3)}$ | 1,886 | 2.5\% | 1,878 | 2.6\% |
| Loans delinqent greater than 90 days ${ }^{(3)}$ | 6,434 | 8.5\% | 5,399 | 7.6\% |
| Total FFELP Loans in repayment | 75,294 | 100\% | 71,508 | 100\% |
| Total FFELP Loans, gross | \$97,425 |  | \$96,828 |  |
| Percentage of FFELP Loans in repayment |  | 77.3\% |  | 73.9\% |
| Delinquencies as a percentage of FFELP Loans in repayment |  | 15.9\% |  | 15.1\% |
| Loans in forbearance as a percentage of loans in repayment and forbearance |  | 14.7\% |  | 16.8\% |

## Private Education Loans Segment "Core Earnings" Basis

| (In millions) | Q3 15 | Q2 15 | Q3 14 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 77$ | $\$ 22$ | $\$ 98$ |
| Average Private Education Loans | $\$ 28,383$ | $\$ 29,207$ | $\$ 31,179$ |
| Private Education Loan spread | $3.88 \%$ | $3.66 \%$ | $4.06 \%$ |
| Net interest margin | $3.77 \%$ | $3.55 \%$ | $3.96 \%$ |
| Provision for loan losses | $\$ 117$ | $\$ 191$ | $\$ 130$ |
| Charge-offs ${ }^{1}$ | $\$ 148$ | $\$ 179$ | $\$ 158$ |
| Charge-off rate ${ }^{1}$ | $2.3 \%$ | $2.7 \%$ | $2.3 \%$ |
| Total delinquency rate | $7.4 \%$ | $6.8 \%$ | $7.9 \%$ |
| Greater than 90 -day delinquency rate | $3.4 \%$ | $3.3 \%$ | $3.4 \%$ |
| Forbearance rate | $4.0 \%$ | $3.7 \%$ | $4.4 \%$ |

## Private Education Loans Segment Credit Quality "Core Earnings" Basis

| (\$'s in millions) | Private Education Loan Portfolio |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2015 |  | September 30, 2014 |  |
|  | Balance | \% | Balance | \% |
| Loans in-school/grace/deferment ${ }^{(1)}$ | \$2,335 |  | \$3,436 |  |
| Loans in forbearance ${ }^{(2)}$ | 1,046 |  | 1,258 |  |
| Loans in repayment and percentage of each status |  |  |  |  |
| Loans current | 23,258 | 92.6\% | 24,963 | 92.1\% |
| Loans delinquent 31-60 days ${ }^{(3)}$ | 589 | 2.4\% | 732 | 2.7\% |
| Loans delinquent 61-90 days ${ }^{(3)}$ | 403 | 1.6\% | 468 | 1.8\% |
| Loans delinqent greater than 90 days $^{(3)}$ | 854 | 3.4\% | 929 | 3.4\% |
| Total Private Education Loans in repayment | 25,104 | 100\% | 27,092 | 100\% |
| Total Private Education Loans, gross | \$28,485 |  | \$31,786 |  |
| Percentage of Private Education Loans in repayment |  | 88.1\% |  | 85.2\% |
| Delinquencies as a percentage of Private Education |  |  |  |  |
| Loans in repayment |  | 7.4\% |  | $\underline{\underline{7.9}}$ |
| Loans in forbearance as a percentage of loans in repayment and forbearance |  | 4.0\% |  | 4.4\% |

[^1]
## Private Education Loans Segment High Quality Portfolio

Private Education Loan \% of Portfolio Outstanding by Segment
Private Education Loan Charge-Off' Rate by Segment


Low Risk = Smart Option, Legacy Traditional Cosigned, and LawMBAMMED/CT/Other
Moderate Risk $=$ Legacy Traditional Non-Cosigned
Elevated Risk = Non-Traditional
'In the second quarter of 2015, the portion of the loan amount charged off at defaut increased from 73 percent to 79 percent. This change resulfed in a $\$ 330$ milion reduction to the batance of the receivable for partially charged-off Ioans which is not included in the charge-off disclasures above.

## Private Education Loans Segment Credit Trends

Private Education Loan Charge-Off Rate by Segment


Private Education Loan Total Delinquency Rate by Segment


Low Risk = Smart Option, Legacy Traditional Cosigned, and Law/MBAMEO/CT/Other
Moderate Risk $=$ Legacy Traditiona/ Non-Cosigned
Elevated Risk $=$ Non. Traditiona!

- Seasoned portfolio with $94 \%$ of loans in repayment status having made more than 12 payments


## Private Education Loans Segment Default Performance

## Historical Defaults by Payments Made



- The probability of default substantially diminishes as the number of payments and years of seasoning increases.


## Loan Seasoning - "Core Earnings" Basis

## September 30, 2015 <br> Iraditional Porttolio

| Loan Status |
| :---: |
| Not Yet in Repayment |
| Louns in Forbearance |
| Loans in Repayment-Current |
| Loans in Repayment- Deling 31-60 days |
| Loans in Repayment- Deling 61.90 days |
| Loans in Repayment- Deling 90+ days |


|  | 0-12 payments |  | 13-24 payments |  |  | 25-36payments |  |  | 37.48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 2.128 |  |
|  | 324 | 19.3\% |  | 135 | 6.4\% |  | 135 | 4.2\% |  | 114 | 3.1\% |  | 216 | 1.6\% |  | 924 | 3.8\% |
|  | 1.047 | 62.1\% |  | 1.714 | 81.8\% |  | 2.830 | 87.5\% |  | 3,331 | 90.6\% |  | 12.674 | 94.8\% |  | 21.596 | 89.8\% |
|  | 85 | $5.0 \%$ |  | 70 | 3.4\% |  | 80 | 2.5\% |  | 80 | 2.2\% |  | 189 | 1.4\% |  | 504 | 2.1\% |
|  | 72 | 4.3\% |  | 52 | 2.5\% |  | 61 | 1.9\% |  | 47 | 1.3\% |  | 106 | 0.8\% |  | 338 | 1.4\% |
|  | 156 | 9.3\% |  | 125 | 5.9\% |  | 127 | 3.9\% |  | 104 | 2.8\% |  | 180 | 1.3\% |  | 692 | 2.9\% |
| \$ | 1,684 | 100\% | \$ | 2,096 | 100\% | \$ | 3,233 | 100\% | \$ | 3,676 | 100\% | \$ | 13,365 | 100\% | s | 24,054 | 100\% |
|  | 10.5\% |  |  | 3.9\% |  |  | 2.18 |  |  | 1.4\% |  |  | 0.7\% |  |  | 1.9\% |  |

Non-Tradtional Portfolis

| Loan Status | Monthly Scheduled Payments Received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37.48 payments |  |  | More then 48 perments |  |  | Total |  |  |
| Not Yet in Repayment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 207 |  |
| Loans in Forbearance |  | 55 | 22.58 |  | 19 | 7.7\% |  | 16 | 5.18 |  | 11 | 3.7\% |  | 21 | 2.1\% |  | 122 | 5.8\% |
| Loans in Repayment- Current |  | 116 | 47.8\% |  | 166 | 69.1\% |  | 237 | 76.1\% |  | 243 | 82.1\% |  | 900 | 89.4\% |  | 1,662 | 79.3\% |
| Loans in Repayment- Deling 31-60 days |  | 16 | 6.8\% |  | 12 | 5.2\% |  | 17 | 5.3\% |  | 11 | 3.7\% |  | 29 | 2.9\% |  | 85 | 4.1\% |
| Loans in Repayment-Deling 61-90 days |  | 16 | 6.7\% |  | 11 | 4.7\% |  | 11 | 3.6\% |  | 9 | 3.1\% |  | 18 | 1.8\% |  | 65 | 3.15 |
| Loans in Repayment-Delinq 90* days |  | 39 | 16.2x |  | 32 | 13.3\% |  | 31 | 9.9\% |  | 22 | 7.4\% |  | 38 | 3.8\% |  | 162 | 7.78 |
| Total Loans in Repayment or Forbearance | s | 242 | 100\% | s | $240$ | 100\% | s | 312 | 100\% | \$ | $296$ | 100\% | s | $1.006$ | 100\% | s | $2,096$ | 100\% |
| Charge-offs as a \% of loans in repayment |  | $25.6 \%$ |  |  | $11.0 \%$ |  |  | $5.7 \%$ |  |  | 4.5\% |  |  | $2.3 \%$ |  |  | $6.5 \%$ |  |

Total

|  | Manthly Scheduled Payments Received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan Status | 0.-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37.48 payments |  |  | More than 48 parments |  |  | Total |  |  |
| Not Yet in Repayment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 2,335 |  |
| Loans in Forbearance |  | 379 | 19.7\% |  | 154 | 6.6\% |  | 151 | 4.3\% |  | 125 | 3.1\% |  | 237 | 1.6\% |  | 1.046 | 4.0\% |
| Loans in Repayment-Current |  | 1,163 | 60.4\% |  | 1.880 | 805\% |  | 3.067 | 86.5\% |  | 3,574 | 90.0\% |  | 13,574 | 94.5\% |  | 23,258 | 88.9\% |
| Loans in Repayment- Delinq 31.60 days |  | 101 | 5.3\% |  | 82 | 3.5\% |  | 97 | 2.8\% |  | 91 | 23\% |  | 218 | 1.5\% |  | 589 | 2.3\% |
| Loans in Repyyment-Deling $61-90$ day |  | 88 | 4.5\% |  | 63 | 2.7\% |  | 72 | 2.0\% |  | 56 | 1.4\% |  | 124 | 0.9\% |  | 403 | 1.5\% |
| Loans in Reprament- Deling 90* days |  | 195 | 10.1\% |  | 157 | 6.7\% |  | 158 | 4.4\% |  | 126 | $3.2 \%$ |  | 218 | 1.5\% |  | 854 | 3.3\% |
| Total Loans in Repayment of Forbearance | s | 1.926 | 100\% | s | 2.336 | 100\% | \$ | 3,545 | 100\% | s | 3,972 | 100\% | s | 14,371 | 100\% | \$ | 26,150 | 100\% |
| Charge-offs as a $\%$ of loans in repayment |  | 12.6\% |  |  | 4.7\% |  |  | 2.4\% |  |  | 1.7\% |  |  | 0.8\% |  |  | 2.3\% |  |

## Loan Seasoning - "Core Earnings" Basis

September 30, 2014
Traditional Portfolio

|  | Monthly Scheduled Payments Received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan Status | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37.48 payments |  |  | More than 48 parments |  |  | Total |  |  |
| Not Yet in Repayment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 3,128 |  |
| Loans in Forbearance |  | 466 | 17.1\% |  | 183 | 5.3\% |  | 157 | 3.8\% |  | 127 | 3.0\% |  | 177 | 1.6\% |  | 1,110 | 4.3\% |
| Loans in Repayment- Current |  | 1.801 | 66.0\% |  | 2.934 | 85.0\% |  | 3,649 | 88.7\% |  | 3.920 | 91.3\% |  | 10.889 | 95.0\% |  | 23,193 | 89.0\% |
| Loans in Repayment. Delinq 31.60 days |  | 144 | 53\% |  | 111 | 3.2\% |  | 106 | 2.5\% |  | 94 | 2.2\% |  | 165 | 1.4\% |  | 620 | 2.4\% |
| Loans in Repayment. Deling 61.90 day |  | 103 | 3.7\% |  | 72 | 2.1\% |  | 67 | 1.6\% |  | 55 | 13\% |  | 89 | 0.8\% |  | 385 | 1.5\% |
| Loans in Repayment. Delinq $90+$ days |  | 215 | 7.9\% |  | 154 | 4.4\% |  | 136 | 3.3\% |  | 96 | 2.2\% |  | 141 | 1.2\% |  | 742 | 2.8\% |
| Total Loans in Repayment or Forbearance | \$ | 2.729 | 100\% | \$ | 3,454 | 100\% | \$ | 4,115 | 100\% | \$ | 4,292 | 100\% | \$ | 11,461 | 100\% | s | 26,051 | 100\% |
| Charge-offs as a $\%$ of loans in repayment |  | 8.5\% |  |  | 2.7\% |  |  | 1.7\% |  |  | 1.1\% |  |  | 0.7\% |  |  | 1.9\% |  |

Non-Tradtional Portolole

|  | Monthly Scheduled Payments Received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan Status | 0.12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37.48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 308 |  |
| Loans in Forbearance |  | 76 | 203\% |  | 24 | 6.6\% |  | 17 | 4.9\% |  | 11 | 3.6\% |  | 20 | 2.2\% |  | 148 | 6.4\% |
| Loans in Repayment-Current |  | 180 | 48.4\% |  | 253 | 71.0\% |  | 268 | 77.2\% |  | 256 | 82.7\% |  | 813 | 89.2\% |  | 1,770 | 77.05 |
| Loans in Repayment- Deling 31.60 days |  | 31 | 8.3\% |  | 21 | 5.8\% |  | 19 | 5.5\% |  | 13 | 4.2\% |  | 28 | 3.0\% |  | 112 | 4.9\% |
| Loans in Repayment- Deling 61 -90 days |  | 26 | 6.9\% |  | 17 | 4.8\% |  | 12 | 3.5\% |  | 10 | 3.2\% |  | 17 | 1.9\% |  | 82 | 3.6\% |
| Loans in Repayment- Deling $90+$ days |  | 60 | 16.1\% |  | 42 | $11.8 \%$ |  | 31 | 8.9\% |  | 20 | 63\% |  | 34 | 3.7\% |  | 187 | 8.1\% |
| Total toans in Repayment or Forbearance | s | 373 | 100\% | s | 357 | 100\% | s | 347 | 100\% | s | 310 | 100\% | \$ | 912 | 100\% | s | 2,299 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 23.1\% |  |  | 8.7\% |  |  | S.1\% |  |  | 3.6\% |  |  | 2.5\% |  |  | 7.0\% |  |

Total

|  | Monthly Scheduled Payments Received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan Status | 0.12 payments |  |  | 13-24 payments |  |  | 25-36payments |  |  | 37.48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 3,436 |  |
| Loans in Forbearance |  | 542 | 175\% |  | 207 | 5.4\% |  | 174 | 3.9\% |  | 138 | 30\% |  | 197 | 1.6\% |  | 1,258 | 4.4\% |
| Loans in Repayment- Current |  | 1,981 | 63.9\% |  | 3,187 | 83.6\% |  | 3,917 | 87.8\% |  | 4,176 | 90.8\% |  | 11,702 | 94.6\% |  | 24,963 | 88.1\% |
| Loans in Repayment. Deling $31-60$ days |  | 175 | 5.6\% |  | 132 | 3.5\% |  | 125 | 2.8\% |  | 107 | 2.3\% |  | 193 | 1.6\% |  | 732 | 2.6\% |
| Loans in Repayment. Delinq $61-90$ day |  | 129 | 4.2\% |  | 89 | 2.4\% |  | 79 | 1.8\% |  | 65 | 1.4\% |  | 106 | 0.8\% |  | 468 | 1.6\% |
| Loans in Repaymeer-- Deling $90+$ days |  | 275 | 8.8\% |  | 196 | 5.1\% |  | 167 | 3.7\% |  | 116 | 2.5\% |  | 175 | 1.4\% |  | 929 | 3.3\% |
| Total Loans in Repayment or Forbearance | s | 3,102 | 100\% | \$ | 3,811 | 100\% | \$ | 4,462 | 100\% | \$ | 4,602 | 100\% | \$ | 12,373 | 100\% | s | 28,350 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 10.4\% |  |  | 3.3\% |  |  | $2.0 \%$ |  |  | 1.3\% |  |  | 0.8\% |  |  | 2.3\% |  |

## Business Services Segment <br> "Core Earnings" Basis

| (In millions) | Q3 15 | Q2 15 | Q3 14 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 79$ | $\$ 91$ | $\$ 85$ |
| Federal Loans serviced (\$'s in billions) | $\$ 289$ | $\$ 281$ | $\$ 277$ |
| Third-Party Loan servicing revenue | $\$ 47$ | $\$ 47$ | $\$ 46$ |
| Asset recovery revenue | $\$ 85$ | $\$ 99$ | $\$ 65$ |
| Department of Education accounts serviced | 6.3 | 6.1 | 6.1 |
| Contingency asset recovery receivables (\$'s in billions) | $\$ 25.8$ | $\$ 20.1$ | $\$ 16.0$ |

- The increase from the second quarter to the third quarter in contingency asset recovery receivables is a result of a state tax amnesty program that will be conducted from September 15, 2015 through November 16, 2015.


## Business Services Segment Federal Loan Servicing

Total Federal Loans Serviced


## Business Services Segment

## Asset Recovery

Non Federal Student Loan Related Asset Recovery Revenues


## Key Characteristics

- Strong business franchise
- Large sophisticated operating infrastructure
- Compliance focused
- Industry leading performance
- Total contingent collections receivables inventory of $\$ 25.8$ billion
- Total Asset Recovery revenues of $\$ 273$ million YTD ${ }^{1}$
- Diverse portfolio of customers and services
- Focused on growing non-education related business


## Business Services Segment <br> Acquisition of Xtend Healthcare

Leveraging Capabilities in Asset Recovery and Business Services

Transaction Highlights

- Leverages our expertise and scale in asset recovery and business process outsourcing services.
- Focuses on the attractive health care payments sector - specializes in both insurance payer billing, follow-up and account resolution as well as patient "early out" billing and processing.
- Serves 130 hospitals, including universityaffiliated and for-profit healthcare systems.
- Strong history of revenue growth from $\$ 17$ million in 2010 to a projected $\$ 70$ million in 2015.
- Navient acquired Xtend Healthcare on October 20, 2015 for $\$ 160$ million.


## Funding and Liquidity

## 2015 Capital Markets Summary

- Acquired $\$ 2.9$ billion ${ }^{1}$ of student loans
- Issued $\$ 2.8$ billion of FFELP ABS
- Issued $\$ 1.4$ billion of Private Education Loan ABS
- Issued $\$ 500$ million of long-term unsecured debt
- Repurchased over $\$ 1$ billion of long-term unsecured debt
- Returned $\$ 958$ million ${ }^{1}$ to shareholders through share repurchases and dividends
- Maintained strong capital position
${ }^{\prime}$ As of September 30, 2015


## Secured Funding

|  | 2015 |  | YTD Issuance (\$mm) |
| :--- | :--- | :--- | :--- |
| 1 | Ford | 10,632 | Auto / Floorplans |
| 2 | Santander Drive | 8,350 | Auto |
| 3 | Ally | 7,908 | Auto/ Floorplans |
| 4 | Chase | 6,825 | Credit Card |
| 5 | AmeriCredit/GM Financial | 6,262 | Auto / Floorplans |
| 6 | Hyundai | 5,145 | Auto |
| 7 | Mercedes | 4,520 | Auto / Floorplans |
| 8 | Nissan | 4,354 | Auto / Floorplans |
| 9 | Capital One | 4,150 | Credit Card |
| 10 | Toyota | 4,145 | Auto |
| $\mathbf{1 1}$ | Navient | $\mathbf{4 , 1 4 4}$ | Student Loan |
| 12 | Honda | 3,745 | Auto |
| $\mathbf{1 3}$ | CarMax | 3,165 | Auto |
| 14 | Onemain | 2,772 | Consumer |
| 15 | Dunkin' Brands | 2,600 | Franchise |
| 16 | Synchrony | 2,552 | Credit Card |
| 17 | CNH | 2,550 | Equipment |
| 18 | Wendy's | 2,425 | Whole Bus |
| 19 | Discover | 2,425 | Credit Card |
| 20 | Bank Of America | 2,300 | Credit Card |

- Navient is among the largest issuers of ABS globally, having issued over $\$ 275$ billion of Private Education and FFELP ABS transactions to date
- Over $\$ 97$ billion of securitizations on balance sheet
- Additional capacity under FFELP secured facilities is over $\$ 10$ billion
- Maximum capacity under Private Education Loan secured facilities is \$1 billion


## Recent FFELP ABS Transactions

|  | NAVSL 2015-3 |  |  |  |  | NAVSL 2015-2 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Priced: <br> Settled: | June 10, 2015 June 18, 2015 |  |  |  |  | April 14, 2015 <br> April 23, 2015 |  |  |  |  |
| Issuance Amount: | \$758M |  |  |  |  | \$997M |  |  |  |  |
| Collateral: | US Govt. Guaranteed FFELP Stafford, Plus and Consolidation Loans |  |  |  |  | US Govt. Guaranteed <br> FFELP Stafford and Plus Loans |  |  |  |  |
| Prepayment Speed ${ }^{(1)}$ : | 6\% CPR Stafford / 4\% CPR Consolidation |  |  |  |  | 6\% Constant Prepayment Rate |  |  |  |  |
| Tranching: | Class | Rating <br> (M) | Amt. (\$M) | WAL ${ }^{(1)}$ | Pricing ${ }^{(2)}$ | Class | Rating <br> (M) | Amt. <br> (\$M) | WAL ${ }^{(1)}$ | Pricing ${ }^{(2)}$ |
|  | A-1 | Aaa | \$252 | 1.5 | L+32 | A-1 | Aaa | \$337 | 1.3 | L+28 |
|  | A-2 | Aaa | \$486 | 7.7 | L+67 | A-2 | Aaa | \$157 | 3.3 | L+42 |
|  | B | Aa1 | \$20 | 13.4 | L+250 | A-3 | Aaa | \$476 | 6.4 | L+57 |
|  |  |  |  |  |  | B | Aa2 | \$28 | 8.4 | L+195 |

(1) Estimated based on a variety of assumptions concerning loan repayment behavior, as more fully described in the related prospectus, which may be obtained at https://www.navient.com/about/investors/debtasset/. Actual average life may vary significantly from estimates.
(2) Pricing represents the yield to expected call.

## Recent Private Education Loan ABS Transactions

|  | NAVSL Trust 2015-B |  |  |  |  | NAVSL Trust 2015-A |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Priced: <br> Settled: | August 05, 2015 August 13, 2015 |  |  |  |  | January 13, 2015 <br> January 22, 2015 |  |  |  |  |
| Issuance Amount: | \$700M |  |  |  |  | \$689M |  |  |  |  |
| Collateral: | Private Education Loans |  |  |  |  | Private Education Loans |  |  |  |  |
| Prepayment Speed ${ }^{(1)}$ : | 4\% Constant Prepayment Rate |  |  |  |  | 4\% Constant Prepayment Rate |  |  |  |  |
| Tranching: | Class | Rating <br> (M) | Amt. (\$M) | WAL ${ }^{(1)}$ | Pricing | Class | Rating <br> (M) | Amt. (\$M) | WAL ${ }^{(1)}$ | Pricing ${ }^{(2)}$ |
|  | A-1 | Aaa | \$174 | 0.7 | L+80 | A-1 | Aaa | \$224 | 1.0 | L+50 |
|  | A-2 | Aaa | \$250 | 3.9 | L+100 | A-2A | Aaa | \$154 | 5.5 | S+110 |
|  | A-3 | Aaa | \$276 | 8.8 | L+180 | A-2B | Aaa | \$154 | 5.5 | L+120 |
|  |  |  |  |  |  | A-3 | Aaa | \$75 | 8.8 | L+170 |
|  |  |  |  |  |  | B | Aa3 | \$83 | 9.9 | S+210 |

(1) Estimated based on a variety of assumptions concerning loan repayment behavior, as more fully described in the related prospectus, which may be obtained at https://www.navient.com/about/investors/debtasset/slmsltrusts/. Actual average life may vary significantly from estimates.
(2) Yield on fixed rate A-2 and B tranches for 2015-A were $2.67 \%$ and $4.10 \%$, respectively.

## Unsecured Debt Maturities

As of September 30, 2015
(par value, $\$$ in billions)


|  | Fitch | Moody's | S\&P |
| :--- | :---: | :---: | :---: |
| Senior Unsecured Debt | BB | Ba3 | BB |
| Outlook | Stable | Stable | Stable |

## Conservative Unsecured Debt Profile



|  | December 31, 2006 | December 31, 2010 | September 30, 2015 |
| :--- | :---: | :---: | :---: |
| Total Managed Student Loans | \$142.1 Billion | \$184.3 Billion | \$125.8 Billion |
| Unsecured Debt Outstanding | $\$ 48.7$ Billion | \$20.1 Billion | \$15.8 Billion |
| Tangible Equity Ratio | $1.9 \%$ | $2.2 \%$ | $2.4 \%$ |
| Tangible Net Asset Ratio | 1.06 x | 1.19 x |  |
| Unsecured Debt Rating (F / M / S) | $\mathrm{A}+/ \mathrm{A} 2 / \mathrm{A}$ | $\mathrm{BBB}-\mathrm{Ba1} / \mathrm{BBB}$ | 1.25 x |

* Quarter ending September 30, 2015

Tangible net assets equal tangible assets less secured debt

## Education Loan Portfolio Generates Significant Cash Flows

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

## \$'s in Billions

| FFELP Cash Flows | $9 / 30 / 15$ |  |
| :--- | ---: | ---: |
|  |  | $12 / 31 / 14$ |
| Secured |  |  |
| $\quad$ Residual (including O/C) | $\$ 6.7$ | $\$ 7.3$ |
| $\quad$ Floor Income | 2.2 | 1.9 |
| $\quad$ Servicing | 3.7 | 3.8 |
| Total Secured | $\$ 12.6$ | $\$ 13.0$ |
| Unencumbered | 1.3 | 1.9 |
| Total FFELP Cash Flows | $\$ 13.9$ | $\$ 14.9$ |

## Private Credit Cash Flows

Secured

| $\quad$ Residual (including O/C) | $\$ 12.9$ | $\$ 13.2$ |
| :--- | ---: | ---: |
| $\quad$ Servicing | 1.2 | 1.3 |
| Total Secured | $\$ 14.1$ | $\$ 14.5$ |
| Unencumbered | 4.9 | 6.8 |
| Total Private Cash Flows | $\$ 19.0$ | $\$ 21.3$ |

Combined Cash Flows before Unsecured Debt
$\$ 32.9 \quad \$ 36.2$


Cash Flow Projection as of 12/31/14
\$36.2 B

- Cash Flows Realized from Loan Portfolio
- Cash Flows from Financing Transactions
+ Additional Cash Flows from Loans Acquired
+ Floor Income / Other
Cash Flow Projection as of 9/30/15
- Since $12 / 31 / 14$, we have repaid $\$ 2.1 \mathrm{~B}$ of unsecured debt, returned $\$ 1.0$ billion to shareholders through share repurchases and dividends, and acquired $\$ 2.9$ billion of student loans
- $\$ 33$ billion of estimated future cash flows over $\sim 20$ years
- Highly predictable
- Includes $\sim \$ 11.5$ billion of overcollateralization (O/C) to be released from residuals

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 Highly Predictable

\$'s in millions

| as of 9/30/15 | Q4 2015 | 2016 | $\underline{2017}$ | 2018 | $\underline{2019}$ | 2020 | 2021 | 2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Projected FFELP Average Balance | \$95,472 | \$90,681 | \$82,342 | \$74,072 | \$66,279 | \$58,568 | \$51,019 | \$43,845 |
| Projected Excess Spread | \$215 | \$840 | \$772 | \$696 | \$620 | \$560 | \$498 | \$449 |
| Projected Servicing Revenue | \$124 | \$479 | \$445 | \$410 | \$376 | \$340 | \$300 | \$258 |
| Projected Total Revenue | \$339 | \$1,319 | \$1,217 | \$1,105 | \$997 | \$900 | \$798 | \$707 |
|  | $\underline{2023}$ | $\underline{2024}$ | $\underline{2025}$ | $\underline{2026}$ | $\underline{2027}$ | $\underline{2028}$ | $\underline{2029}$ | $\underline{2030+}$ |
| Projected FFELP Average Balance | \$37,094 | \$30,933 | \$25,413 | \$20,968 | \$17,182 | \$13,605 | \$10,258 | \$4,059 |
| Projected Excess Spread | \$393 | \$340 | \$289 | \$236 | \$207 | \$181 | \$134 | \$301 |
| Projected Servicing Revenue | \$215 | \$176 | \$140 | \$111 | \$92 | \$74 | \$57 | \$121 |
| Projected Total Revenue | \$609 | \$516 | \$429 | \$348 | \$299 | \$255 | \$191 | \$422 |

- Total Cash Flows from Projected Excess Spread $=\$ 6.7$ Billion
- Total Cash Flows from Projected Servicing Revenues $=\$ 3.7$ Billion


## Secured Cash Flow

| \$ in Millions | 3Q15 YTD |  | 2014 |  | 2013 |  | 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FFELP |  |  |  |  |  |  |  |  |
| Term Securitized |  |  |  |  |  |  |  |  |
| Servicing (Cash Paid) | \$ | 295 | \$ | 407 | \$ | 507 | \$ | 526 |
| Not Rosidual* (Excess Distributions) |  | 544 |  | 680 |  | 476 |  | 628 |
| Other Secured FFElP |  |  |  |  |  |  |  |  |
| Not Cash Flow |  | 167 |  | 216 |  | 1.199 |  | 934 |
| Total FFELP | \$ | 1,006 | \$ | 1,302 | \$ | 2.182 | \$ | 2.088 |
| Private Credit |  |  |  |  |  |  |  |  |
| Term Securitized |  |  |  |  |  |  |  |  |
| Servicing (Cash Paid) | \$ | 142 | \$ | 189 | \$ | 198 | \$ | 181 |
| Residual (Excess Distribution) |  | 154 |  | 226 |  | 170 |  | 103 |
| Other Secured Financings |  |  |  |  |  |  |  |  |
| Net Cash Flow |  | 29 |  | 26 |  | 9 |  | 22 |
| Total Private Credit | \$ | 325 | \$ | 441 | \$ | 377 | \$ | 306 |
| Total Proceeds from Residual Sales |  |  |  |  | \$ | 589 |  |  |
| Total FFELP and Private Credit | \$ | 1,331 | \$ | 1.743 | \$ | 3,148 | \$ | 2,394 |
| Average Principal Balances |  | YTD |  | 014 |  | 13 |  | 12 |
| FFELP |  |  |  |  |  |  |  |  |
| Term FFEEP | \$ | 83,511 | \$ | 88,554 | \$ | 95,055 | \$ | 104,913 |
| Other Secured FFEEP |  | 12,960 |  | 6.525 |  | 11.085 |  | 22,271 |
| Total FFELP | \$ | 96,471 | \$ | 95,079 | \$ | 106,140 | \$ | 127.184 |
| Private Credit |  |  |  |  |  |  |  |  |
| Term Private Credit | \$ | 24,093 | \$ | 24,499 | \$ | 26,037 | \$ | 25,111 |
| Other Secured Financings |  | 927 |  | 1,523 |  | 1,106 |  | 1,875 |
| Total Private Credit | \$ | 25,020 | \$ | 26,022 | \$ | 27,143 | \$ | 26,987 |
| Total FFELP and Private Credit | s | 121,491 | \$ | 121,101 | \$ | 133,283 | \$ | 154,171 |

Note: Totals may not add due to rounding
Net residual represents excess distribution, net of payments on floor contracts and receipts from basis swaps

# FFELP ABS Appendix 

## Update on FFELP ABS - Legal Final Maturity

- ABS transactions are rated to timely payment of interest and ultimate payment of principal by the legal final maturity (LFM) date
- Legal final maturity dates are set at issuance based on rating agency assumptions
- Certain $A B S$ are experiencing extension due to slower than expected student loan principal paydown rates from:
- Lower default rates
- Low voluntary prepayment rates following the recession
- Increasing percentage of borrowers enrolling in deferment, forbearance, and Income Driven Repayment (IDR) resulting in lower principal payments and better customer performance
- Increased risk of ABS not paying off by their legal final maturity dates
- Not a credit issue; FFELP loans are 97-100\% government guaranteed
- Lower prepayment speeds increases cash flow to trusts
- Why is this an issue now?
- Moody's and Fitch are revising cash flow assumptions used to rate FFELP ABS
- New criteria applied to legacy trusts result in certain ABS bonds missing full repayment by their LFM date
- Navient has been actively addressing the issue since 2014
- Navient's 2015-3 transaction priced in June was structured to address extension risk


## Update on FFELP ABS - Addressing Legal Final Maturity Concerns

- Navient is working with the rating agencies and developing actions to support our investors and the continued investment-grade ratings status of our FFELP ABS
- Navient submitted formal response to Moody's on October 19 ${ }^{\text {th }}$
- Exercised cleanup call option on $\$ 1.5$ billion of bonds since $2014^{1}$ and funded the associated loans through conduit facilities
- Amended 33 trusts to include 10\% optional servicer purchase rights and have exercised loan repurchased rights of $\$ 449$ million since $2014{ }^{1}$
- Launched process to extend the Legal Final Maturity Date on bonds in select trusts


## Recent FFELP ABS Issuance Characteristics

## FFELP ABS Transaction Features

- Issue size of $\$ 500 \mathrm{M}$ to $\$ 1.5 \mathrm{~B}$
- Tranches or pass-through denominated in US\$
- Triple-A rated senior notes make up to 97\% of issue structure
- Floating rate tied to 1 month LIBOR
- Amortizing tranches with 1 to 15(+) year average lives
- Navient Solutions, Inc. is master servicer


## Collateral Characteristics

- Insurance or guarantee of underlying collateral insulates bondholders from virtually any loss of principal( ${ }^{1)}$
- Typically non-dischargeable in bankruptcy
- Offer significantly higher yields than government agency securities with comparable risk profiles


## FFELP Loan Program Characteristics

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

() Aggregate loan limit for a Dependent Undergraduate is $\$ 31,000$

## Navient Stafford \& PLUS Loan Prepayments

- Annualized CPRs for Stafford/PLUS ABS trusts have decreased from pre-2008 levels as incentives for borrowers to consolidate have declined
- Higher prepayment activity in mid 2012 was related to the short term availability of the Special Direct Consolidation Loan program
- Prepayments increased beginning in 2014 as we purchased assets from selected transactions to mitigate the risk that certain tranches might remain outstanding past their legal final maturity dates

Historical Stafford/PLUS 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.


## 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

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 Appendix

## Recent Private Education Loan ABS Issuance Characteristics

Private Education Loan ABS Transaction Features

- Issue size of $\$ 500 \mathrm{M}$ to $\$ 1.5 \mathrm{~B}$
- Triple-A rated senior notes, Single-A rated subordinated notes
- 20-40\% Triple-A overcollateralization
- Amortizing tranches with 1 to 10 year average lives
- Fixed rate or floating rate tied to 1 month LIBOR
- Complies with European risk retention (5\% retention)
- Navient Solutions, Inc. is master servicer

Collateral Characteristics

- Collateralized by loans made to students and parents to fund college tuition, room and board
- Underwritten using FICO, Custom Scorecard \& judgmental criteria w/risk based pricing
- 60-80\% with cosigners, typically a parent
- Many seasoned assets benefiting from proven payment history
- Typically non-dischargeable in bankruptcy


## Navient Private Education Loan Programs

|  | Smart Option | Undergraduate/Graduatel Med/Law/MBA | Direct-to-Consumer (DTC) | Consolidation | Career Training |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Origination Channel | School | School | Direct-to-Consumer | Lender | School |
| Typical Borrower | Student | Student | Student | College Graduates | Student |
| Typical Co-signer | Parent | Parent | Parent | Parent | Parent, Spouse |
| Typical Loan | $\$ 10 \mathrm{k}$ avg orig bal, 10 yr avg term, in-school payments of interest only, \$25 or fully deferred | $\$ 10 \mathrm{k}$ avg orig bal, 15 yr term, deferred payments | \$12k avg orig bal, 15 yr term, deferred payments | $\$ 43 \mathrm{k}$ avg orig bal, 15-30 year term depending on balance, immediate repayment | \$9k avg orig bal, up to 15 yr term, immediate payments |
| Origination Period | March 2009 to April 2014 | All history through 2014 | 2004 through 2008 | 2006 through 2008 | 1998 through 2014 |
| Certification and Disbursement | School certified and disbursed | School certified and disbursed | Borrower self-certified, disbursed to borrower | Proceeds to lender to pay off loans being consolidated | School certified and disbursed |
| Borrower Underwriting | FICO. custom credit score model, and judgmental underwriting | Primarily FICO | Primarily FICO | FICO and Debt-to-Income | FICO, Debt-to-Income and judgmental underwriting |
| Borrowing Limits | \$200,000 | $\$ 100,000$ Undergraduate, $\$ 150,000$ Graduate | \$130,000 | \$400,000 | Cost of attendance plus up to $\$ 6,000$ for expenses |
| Typical ABS Sec. Criteria | For-Profit; FICO $\geq 670$ <br> Non-Profit; FICO $\geq 640$ | For-Profit; FICO $\geq 670$ <br> Non-Profit; FICO $\geq 640$ | FICO $\geq 670$ | For-Profit; FICO $\geq 670$ <br> Non-Profit; FICO $\geq 640$ | FICO $\geq 670$ |
| School UW | No | No | No | No | Yes |
| Historical Risk-Based Pricing | $L+2 \%$ to $L+14 \%$ | P-1.5\% to P+7.5\% | $\mathrm{P}+1 \%$ to $\mathrm{P}+6.5 \%$ | -0. | P+0\% to $\mathrm{P}+9 \%$ |
| Historical Risk-Based Pricing | $L+2 \% 10 L+14 \%$ | L+0\% to L+15\% | L+6\% to L+12\% | P 0.0 | L+6.5\% to L+14\% |
| Dischargeable in Bankruptcy | No | No | No | No | Yes |
| 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 - 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 Titte IV and non-Title IV schools | - Made to students and parents through college financial aid offices to fund 2year, 4 -year and graduate school college tuition, room and board <br> - 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) | - Terms and underwriting criteria similar to <br> Undergraduate, Graduate, Med/Law/MBA with primary differences being: <br> Marketing channel <br> No school certification <br> Disbursement of <br> proceeds <br> directly to borrower <br> - Title IV schools only ${ }^{11}$ <br> - Freshmen must have a co- <br> signer with limited exceptions <br> - Co-signer stability test <br> (minimum 3 year repayment history) | - 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 students and parents to fund nondegree granting secondary education, including community college, part time, technical, trade school and tutorial programs <br> - Both Title IV and non-Title IV schools ${ }^{(1)}$ |

assistance programs and the National Early Intervention Scholarship and Partnership (NEISP) programs.

## Navient Private Education Trusts

## Summary Information

|  | 2011-2015YTD Issuance Program |  |  |  |  |  |  |  |  |  |  |  | Navient |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 11-A | 11-B | 11-C | 12.A | 12-8 | 12.C | 12-D | 12-E | 13-A | 13-8 | 13-C | 14-A | $\begin{aligned} & \text { NAV } \\ & 14-C T \end{aligned}$ | $\begin{aligned} & \text { NAV } \\ & 14-A \end{aligned}$ | $\begin{aligned} & \text { NAV } \\ & \text { 15-A } \end{aligned}$ | $\begin{aligned} & \text { NAV } \\ & \text { 15-B } \end{aligned}$ |
| Bond Amount (Smil) | 562 | 825 | 721 | 547 | 891 | 1,135 | 640 | 976 | 1,108 | 1,135 | 624 | 676 | 463 | 664 | 689 | 700 |
| Initial AAA Enhancement (\%) | 21\% | 18\% | 24\% | 27\% | 26\% | 25\% | 25\% | 21\% | 26\% | 22\% | 28\% | 24\% | 30\% | 30\% | 32\% | 36\% |
| Total Enhancement (\%) | 21\% | 18\% | 24\% | 27\% | 26\% | 25\% | 25\% | 21\% | 15\% | 13\% | 20\% | 15\% | 17\% | 22\% | 23\% | 36\% |
| Target OC (\%) | 33\% | 30\% | 33\% | 40\% | 40\% | 40\% | 40\% | 40\% | 40\% | 40\% | 40\% | 40\% | 40\% | 30\% | 30\% | 40\% |
| Loan Program (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Signature/Law/MBA/Med | 88\% | 91\% | 71\% | 61\% | 48\% | 43\% | 37\% | 35\% | 26\% | 29\% | 26\% | 19\% | 0\% | 26\% | 27\% | 52\% |
| Smart Option | - | - | 10\% | 20\% | 30\% | 40\% | 45\% | 48\% | 63\% | 63\% | 64\% | 63\% | 0\% | 50\% | 51\% | - |
| Consolidation | 0\% | 0\% | 7\% | 6\% | 9\% | 5\% | 5\% | 5\% | 3\% | 5\% | 0\% | 6\% | 0\% | 9\% | 2\% | 8\% |
| Direct to Consumer | 9\% | 6\% | 12\% | 12\% | 12\% | 12\% | 12\% | 12\% | 8\% | 3\% | 10\% | 12\% | 0\% | 15\% | 20\% | 27\% |
| Career Training <br> Total | $\frac{3 \%}{100 \%}$ | $\frac{3 \%}{100 \%}$ | $\frac{0 \%}{100 \%}$ | $\frac{1 \%}{100 \%}$ | $\frac{1 \%}{100 \%}$ | $\frac{0 \%}{100 \%}$ | $\frac{0 \%}{100 \%}$ | $\frac{0 \%}{100 \%}$ | $\frac{0 \%}{100 \%}$ | $\frac{0 \%}{100 \%}$ | $\frac{0 \%}{100 \%}$ | $\frac{0 \%}{100 \%}$ | $\frac{100 \%}{100 \%}$ | $\frac{0 \%}{100 \%}$ | $\frac{0 \%}{100 \%}$ | $\frac{13 \%}{100 \%}$ |
| Payment Status (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| School, Grace, Deferment | 55\% | 55\% | 45\% | 37\% | 38\% | 40\% | 39\% | 44\% | 59\% | 62\% | 63\% | 49\% | 0\% | 46\% | 24\% | 9\% |
| Repayment | 43\% | 43\% | 52\% | 60\% | 60\% | 57\% | 59\% | 54\% | 39\% | 36\% | 36\% | 50\% | 99\% | 53\% | 68\% | 89\% |
| Forbearance | 2\% | 3\% | 2\% | 2\% | 2\% | 3\% | 2\% | 2\% | 2\% | 2\% | 1\% | 1\% | 1\% | 1\% | 8\% | 2\% |
| Wtd Avg Term to Maturity (Mo.) | 192 | 189 | 182 | 171 | 164 | 151 | 144 | 148 | 144 | 146 | 143 | 150 | 104 | 161 | 155 | 157 |
| \% Loans with Cosigner | 72\% | 75\% | 71\% | 75\% | 77\% | 79\% | 80\% | 80\% | 80\% | 80\% | 81\% | 82\% | 71\% | 79\% | 80\% | 64\% |
| \% Loans with No Cosigner | 28\% | 25\% | 29\% | 25\% | 23\% | 21\% | 20\% | 20\% | 20\% | 20\% | 19\% | 18\% | 29\% | 21\% | 20\% | 36\% |
| Wtd Avg FICO at Origination | 737 | 736 | 733 | 735 | 736 | 737 | 740 | 733 | 741 | 740 | 740 | 742 | 743 | 739 | 731 | 730 |
| Wtd Avg Recent FICO at issuance | 723 | 722 | 720 | 724 | 726 | 728 | 730 | 722 | 733 | 734 | 733 | 741 | 726 | 737 | 714 | 726 |
| WA FICO (Cosigner at Origination) | 747 | 745 | 744 | 745 | 745 | 745 | 748 | 741 | 751 | 750 | 749 | 750 | 749 | 748 | 738 | 742 |
| WA FICO (Cosigner at Rescored) | 736 | 731 | 734 | 732 | 734 | 735 | 738 | 728 | 745 | 746 | 745 | 750 | 735 | 746 | 724 | 739 |
| WA FICO (Borrower at Origination) | 709 | 710 | 704 | 705 | 705 | 707 | 710 | 702 | 703 | 702 | 705 | 707 | 728 | 707 | 701 | 704 |
| WA FICO (Borrower at Rescored) | 690 | 695 | 688 | 700 | 700 | 702 | 698 | 696 | 683 | 684 | 682 | 701 | 701 | 701 | 672 | 704 |
| Wtd Avg LIBOR Equivalent Margin ${ }^{(1)}$ | 7.40\% | 7.21\% | 6.37\% | 6.74\% | 6.98\% | 7.14\% | 7.18\% | 7.46\% | 6.63\% | 6.64\% | 6.88\% | 6.60\% | 7.01\% | 6.66\% | 7.38\% | 5.58\% |

(1) Assumes Prime/LIBOR spread of $3.00 \%$ for all transactions.

## Navient Portfolio Transition to Seasoned Collateral

- Securitized collateral will continue to season as the company transitions from originations to portfolio acquisition and management
- Most defaults occur early in repayment; loan performance improves as loans season
- As of September 2015, the private securitized loan portfolio is approximately 72 months into repayment; about $72 \%$ of total expected defaults have already occurred

Distribution of Defaults by Months Since Repayment Begin Date


## Navient Private Education Loan Trusts Prepayment Analysis

- Constant prepayment rates increased in 2007 due to the introduction of Private Education Consolidation loans, then declined following our decision to suspend our consolidation loan program in 2008



## Cohort Default Triangles

- The following cohort default triangles provide loan performance information for certain Private Education Loans of Navient Corporation and its consolidated subsidiaries that meet such subsidiaries' current securitization criteria (including those criteria listed below):
- Program types include Undergraduate/Graduate ${ }^{(1)}$, Direct-to-Consumer ("DTC") ${ }^{(2)}$, Career Training ${ }^{(3)}$ and Private Consolidation Loans
- FICO scores are based on the greater of the borrower and cosigner scores as of a date near the loan application and must be at least:
- Undergraduate/Graduate at not-for-profit schools: $\geq 640$
- Undergraduate/Graduate at for-profit schools: $\geq 670$
- DTC loans: $\geq 670$
- Career Training loans: $\geq 670$
- Private Consolidation loans: $\geq 640$
- Excludes loans made at selected schools that have historically experienced higher rates of default
- The cohort default triangles are not representative of the characteristics of the portfolio of Private Education Loans of Navient Corporation and its consolidated subsidiaries as a whole or any particular securitization trust


## Cohort Default Triangles

- The cohort default triangles featured on subsequent slides are segmented by loan program type, FICO score, cosigner status, and school type
- Terms and calculations used in the cohort default triangles are defined below:
- Repayment Year - The calendar year loans entered repayment
- Disbursed Principal Entering Repayment - The amount of principal entering repayment in a given year, based on disbursed principal prior to any interest capitalization
- Years in Repayment - Measured in years between repayment start date and default date. Zero represents defaults that occurred prior to the start of repayment.
- Periodic Defaults - Defaulted principal in each Year in Repayment as a percentage of the disbursed principal entering repayment in each Repayment Year
- Defaulted principal includes any interest capitalization that occurred prior to default
- Defaulted principal is not reduced by any amounts recovered after the loan defaulted
- Because the numerator includes capitalized interest while the denominator does not, default rates are higher than if the numerator and denominator both included capitalized interest
- Total - The sum of Periodic Defaults across Years in Repayment for each Repayment Year


## Cohort Default Triangles

| Undergraduate/Graduate ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Repayment Year | Disbursed Principal Entering Repayment (\$m) | Periodic Defaults by Years in Repayment ${ }^{(2),(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |  | - | 10 | 11 | 12 | 13 | 14 | 15 | Total |
| 1998 | \$11 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.1\% | 0.4\% | 0.8\% | 0.4\% | 0.2\% | 1.5\% | 0.7\% | 0.4\% | 0.3\% | 0.0\% | 0.1\% | 5.0\% |
| 1999 | \$28 | 0.0\% | 0.0\% | 0.0\% | 0.1\% | 0.9\% | 0.6\% | 1.4\% | 0.4\% | 0.3\% | 1.0\% | 0.5\% | 0.2\% | 0.7\% | 0.3\% | 0.1\% | 0.4\% | 7.0\% |
| 2000 | \$70 | 0.0\% | 0.0\% | 0.0\% | 0.6\% | 1.1\% | 1.3\% | 0.6\% | 0.9\% | 1.5\% | 1.5\% | 1.0\% | 0.8\% | 0.5\% | 0.4\% | 0.3\% | 0.2\% | 10.8\% |
| 2001 | \$187 | 0.0\% | 0.0\% | 0.1\% | 1.1\% | 1.4\% | 0.9\% | 1.8\% | 1.3\% | 2.3\% | 1.8\% | 1.5\% | 0.9\% | 0.6\% | 0.4\% | 0.3\% | 0.0\% | 14.3\% |
| 2002 | \$386 | 0.0\% | 0.2\% | 0.2\% | 1.2\% | 1.1\% | 1.9\% | 1.6\% | 2.3\% | 2.0\% | 1.3\% | 0.9\% | 0.6\% | 0.6\% | 0.4\% | 0.0\% |  | 14.4\% |
| 2003 | \$682 | 0.0\% | 0.2\% | 0.6\% | 0.9\% | 1.9\% | 1.6\% | 2.7\% | 2.4\% | 1.8\% | 1.2\% | 0.8\% | 0.6\% | 0.6\% | 0.1\% |  |  | 15.3\% |
| 2004 | \$1,132 | 0.0\% | 0.2\% | 0.3\% | 1.9\% | 1.8\% | 3.0\% | 2.9\% | 1.8\% | 1.4\% | 1.1\% | 0.8\% | 0.7\% | 0.1\% |  |  |  | 16.1\% |
| 2005 | \$1,537 | 0.0\% | 0.0\% | 0.4\% | 2.5\% | 3.7\% | 3.4\% | 2.1\% | 1.6\% | 1.2\% | 0.9\% | 0.7\% | 0.1\% |  |  |  |  | 16.7\% |
| 2006 | \$2,013 | 0.0\% | 0.1\% | 1.6\% | 3.7\% | 3.8\% | 2.5\% | 1.8\% | 1.5\% | 1.1\% | 0.8\% | 0.1\% |  |  |  |  |  | 17.0\% |
| 2007 | \$2,452 | 0.0\% | 0.4\% | 3.5\% | 4.6\% | 3.0\% | 2.1\% | 1.8\% | 1.4\% | 1.1\% | 0.1\% |  |  |  |  |  |  | 18.0\% |
| 2008 | \$2,933 | 0.0\% | 2.3\% | 4.2\% | 4.0\% | 2.6\% | 2.2\% | 1.6\% | 1.5\% | 0.2\% |  |  |  |  |  |  |  | 18.6\% |
| 2009 | \$3,241 | 0.0\% | 3.4\% | 3.7\% | 3.6\% | 2.6\% | 1.8\% | 1.7\% | 0.3\% |  |  |  |  |  |  |  |  | 17.2\% |
| 2010 | \$2,769 | 0.0\% | 3.6\% | 3.9\% | 3.6\% | 2.0\% | 1.8\% | 0.3\% |  |  |  |  |  |  |  |  |  | 15.2\% |
| 2011 | \$1,871 | 0.0\% | 3.0\% | 4.5\% | 2.3\% | 1.9\% | 0.4\% |  |  |  |  |  |  |  |  |  |  | 12.1\% |
| 2012 | \$1,102 | 0.0\% | 3.0\% | 3.8\% | 2.3\% | 0.4\% |  |  |  |  |  |  |  |  |  |  |  | 9.5\% |
| 2013 | \$499 | 0.0\% | 2.9\% | 3.4\% | 0.8\% |  |  |  |  |  |  |  |  |  |  |  |  | 7.0\% |
| 2014 | \$227 | 0.1\% | 3.7\% | 1.0\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 4.8\% |

Note: Data as of 9/30/15.
(1) Undergraduate/Graduate loans marketed under the Signature Student Loan brand.
(2) Periodic Defaults for the most recent two calendar Years in Repayment are for a partial year.
(3) Numerator is the amount of principal in each cohort that defauted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year.

## Cohort Default Triangles



## Cohort Default Triangles

| Undergraduate／Graduate ${ }^{(1)}$ Non－Profit |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Tisurased Pina | Perioaic ootauls by Years in Repeayment ${ }^{(\text {map }}$ |  |
|  |  | sman |  | Troal |
|  | $\substack{1000 \\ 2000}$ | ¢ |  | ， 38. |
|  | $\substack { 2000 \\ \begin{subarray}{c}{2000 \\ 2020{ 2 0 0 0 \\ \begin{subarray} { c } { 2 0 0 0 \\ 2 0 2 0 } } \end{subarray}$ | cisise | cremer | 10．4\％ |
|  | ${ }_{2}^{2002}$ | 5se0 | （exmex |  |
|  | ${ }_{2005}^{2004}$ | sin si．3es | （las | ${ }_{\text {cosem }}^{152 \%}$ |
|  | ${ }_{200}^{2000}$ |  |  | ${ }_{\substack{163 \% \\ 172 \%}}$ |
|  | ${ }_{\substack{2008 \\ 2000}}^{2000}$ |  |  | cine |
|  | $\substack{2001 \\ 2001}$ |  |  |  |
|  | 隹 2011 | cis |  |  |
|  | 2014 | ${ }_{\substack{\text { s59 } \\ 820}}$ | ${ }^{\text {coser }}$ | 47\％ |
| Undergraduate／Graduate ${ }^{(1)}$ For－Profit |  |  |  |  |
|  |  |  |  |  |
|  |  | Repayment sos |  |  |
|  | ${ }_{2}^{1900}$ | S2 |  |  |
|  | $\substack{2001 \\ 2002}$ | （187 |  |  |
|  | $\substack{2020 \\ 2000}$ | （ist |  |  |
|  | ${ }_{2}^{2005}$ |  | （ex | ， |
|  | ${ }_{2007}^{2006}$ | 边 |  | 2， $2.2 \%$ |
|  | ${ }_{22008}^{2008}$ | Stis | （ex | ${ }_{2}^{2,10 \% \%}$ |
|  | $\substack{2010 \\ 2011}$ | ${ }_{\substack{302}}^{502}$ | （ex | －19，7\％ |
|  |  | ¢ |  |  |
| Note：Data as of 993015． | ${ }_{2014}^{2014}$ | \＄17 | 0．4\％5．1\％ | 7．0\％ |

## Cohort Default Triangles

## Undergraduate/Graduate ${ }^{(1)}$ Loans, FICO 740-850 ${ }^{(2)}$

|  | Disbursed Principa Entering | Periodic Defaults by Years in Repayment ${ }^{(9) / 46)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Repayment Year | Repayment (\$m) | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | Total |
| 1998 | 53 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.2\% | 0.0\% | 0.4\% | 0.4\% | 0.9\% | 0.9\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 2.8\% |
| 1999 | S6 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.5\% | 0.3\% | 1.7\% | 0.5\% | 0.2\% | 0.2\% | 0.0\% | 0.2\% | 0.0\% | 0.4\% | 0.0\% | 0.8\% | 4.9\% |
| 2000 | \$22 | 0.0\% | 0.0\% | 0.0\% | 0.3\% | 0.4\% | 0.4\% | 0.2\% | 0.3\% | 1.0\% | 1.0\% | 0.4\% | 0.5\% | 0.0\% | 0.1\% | 0.1\% | 0.1\% | 4.9\% |
| 2001 | Se4 | 0.0\% | 0.0\% | 0.1\% | 0.5\% | 0.4\% | 0.4\% | 1.1\% | 0.8\% | 1.0\% | 0.7\% | 0.7\% | 0.7\% | 0.4\% | 0.3\% | 0.3\% | 0.0\% | 7.25 |
| 2002 | \$137 | 0.0\% | 0.2\% | 0.1\% | 0.5\% | 0.4\% | 0.8\% | 0.6\% | 1.2\% | 0.9\% | 0.6\% | 0.5\% | 0.4\% | 0.3\% | 0.3\% | 0.0\% |  | 6.85 |
| 2003 | \$248 | 0.0\% | 0.1\% | 0.2\% | 0.4\% | 0.6\% | 0.7\% | 1.2\% | 1.4\% | 0.9\% | 0.7\% | 0.6\% | 0.4\% | 0.3\% | 0.0\% |  |  | 7.6\% |
| 2004 | 5624 | 0.0\% | 0.1\% | 0.1\% | 0.7\% | 0.7\% | 1.4\% | 1.3\% | 0.9\% | 0.8\% | 0.7\% | 0.5\% | 0.4\% | 0.1\% |  |  |  | 7.8\% |
| 2005 | \$574 | 0.0\% | 0.0\% | 0.2\% | 1.0\% | 1.5\% | 1.5\% | 1.1\% | 0.9\% | 0.6\% | 0.6\% | 0.4\% | 0.1\% |  |  |  |  | 7.9\% |
| 2006 | \$762 | 0.0\% | 0.0\% | 0.5\% | 1.4\% | 1.5\% | 1.1\% | 0.8\% | 0.8\% | 0.6\% | 0.5\% | 0.1\% |  |  |  |  |  | 7.25 |
| 2007 | 5937 | 0.0\% | 0.1\% | 1.2\% | 1.6\% | 1.1\% | 1.0\% | 0.8\% | 0.8\% | 0.6\% | 0.1\% |  |  |  |  |  |  | 7.3\% |
| 2009 | \$1,130 | 0.0\% | 0.7\% | 1.5\% | 1.5\% | 1.1\% | 1.0\% | 0.8\% | 0.7\% | 0.1\% |  |  |  |  |  |  |  | 7.3\% |
| 2009 | \$1,325 | 0.0\% | 1.2\% | 1.4\% | 1.4\% | 1.3\% | 0.9\% | 0.8\% | 0.1\% |  |  |  |  |  |  |  |  | 7.14 |
| 2010 | \$1,186 | 0.0\% | 1.4\% | 1.5\% | 1.6\% | 1.1\% | 0.9\% | 0.1\% |  |  |  |  |  |  |  |  |  | 6.6\% |
| 2011 | \$832 | 0.0\% | 1.2\% | 1.8\% | 1.0\% | 1.0\% | 0.2\% |  |  |  |  |  |  |  |  |  |  | 5.1\% |
| 2012 | \$507 | 0.0\% | 1.3\% | 1.5\% | 1.1\% | 0.1\% |  |  |  |  |  |  |  |  |  |  |  | 4.15 |
| 2013 | \$233 | 0.0\% | 1.2\% | 1.7\% | 0.3\% |  |  |  |  |  |  |  |  |  |  |  |  | 3.35 |
| 2014 | \$104 | 0.0\% | 1.8\% | 0.6\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 2.45 |

## Undergraduate/Graduate ${ }^{(1)}$ Loans, FICO 700-739 ${ }^{(2)}$

|  | Disbursed Principal Entering | Periodic Defaults by Years in Repayment ${ }^{(9) / 4)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Repayment Year | Repayment ( 5 m ) | 0 | 1 | 2 | 3 | 4 | 5 | 5 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | Total |
| 1998 | \$3 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.5\% | 2.2\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.1\% | 0.8\% | 0.0\% | 0.0\% | 3.6\% |
| 1990 | \$8 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.5\% | 0.4\% | 0.7\% | 0.0\% | 0.3\% | 1.5\% | 0.7\% | 0.1\% | 0.8\% | 0.1\% | 0.0\% | 0.1\% | 5.15 |
| 2000 | \$20 | 0.0\% | 0.0\% | 0.0\% | 0.4\% | 0.7\% | 1.3\% | 0.8\% | 1.1\% | 0.8\% | 1.3\% | 0.7\% | 0.6\% | 0.4\% | 0.7\% | 0.2\% | 0.0\% | 8.9\% |
| 2001 | \$54 | 0.0\% | 0.0\% | 0.1\% | 0.9\% | 1.2\% | 0.5\% | 1.4\% | 0.9\% | 1.9\% | 1.3\% | 1.2\% | 0.9\% | 0.5\% | 0.3\% | 0.3\% | 0.0\% | 11.7\% |
| 2002 | \$111 | 0.0\% | 0.1\% | 0.1\% | 1.1\% | 1.0\% | 1.7\% | 1.3\% | 2.2\% | 1.4\% | 1.3\% | 0.9\% | $0.5 \%$ | 0.4\% | 0.4\% | 0.0\% |  | 12.5\% |
| 2003 | \$194 | 0.0\% | 02\% | 0.5\% | 0.8\% | 1.6\% | 1.5\% | 2.4\% | 1.9\% | 1.8\% | 1.2\% | 0.7\% | 0.6\% | 0.6\% | 0.1\% |  |  | 13.8\% |
| 2004 | \$321 | 0.0\% | 0.2\% | 0.2\% | 1.7\% | 1.5\% | 2.5\% | 2.9\% | 1.8\% | 1.4\% | 1.1\% | 0.7\% | 0.7\% | 0.1\% |  |  |  | 14.8\% |
| 2005 | 5439 | 0.0\% | 0.0\% | 0.4\% | 2.2\% | 3.3\% | 2.9\% | 2.1\% | 1.4\% | 1.1\% | 0.8\% | 0.6\% | 0.1\% |  |  |  |  | 15.1\% |
| 2006 | \$553 | 0.0\% | 0.1\% | 1.3\% | 3.1\% | 3.4\% | 2.4\% | 1.7\% | 1.2\% | 1.1\% | 0.8\% | 0.1\% |  |  |  |  |  | 15.1\% |
| 2007 | 5659 | 0.0\% | 0.3\% | 2.8\% | 4.1\% | 2.7\% | 1.8\% | 1.7\% | 1.3\% | 1.0\% | 0.1\% |  |  |  |  |  |  | 15.8\% |
| 2008 | \$782 | 0.0\% | 2.0\% | 3.8\% | 3.5\% | 2.4\% | 20\% | 1.5\% | 1.3\% | 0.2\% |  |  |  |  |  |  |  | $16.8 \%$ |
| 2009 | \$876 | 0.0\% | 3.0\% | 3.5\% | 3.5\% | 2.6\% | 1.8\% | 1.6\% | 0.2\% |  |  |  |  |  |  |  |  | 16.2\% |
| 2010 | \$731 | 0.0\% | 3.4\% | 3.8\% | 3.4\% | 2.0\% | 1.6\% | 0.3\% |  |  |  |  |  |  |  |  |  | 14.6\% |
| 2011 | \$482 | 0.05 | 2.9\% | 4.3\% | 2.2\% | 2.0\% | 0.4\% |  |  |  |  |  |  |  |  |  |  | 11.8\% |
| 2012 | \$282 | 0.1\% | 2.8\% | 3.5\% | 2.2\% | 0.4\% |  |  |  |  |  |  |  |  |  |  |  | 9.05 |
| 2013 | \$126 | 0.0\% | 24\% | 3.0\% | 0.6\% |  |  |  |  |  |  |  |  |  |  |  |  | 6.15 |
| 2014 | \$58 | 0.1\% | 3.4\% | 0.7\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 4.35 |

## Note: Data as of 9/30/15

(1) Undergraduate/Graduate loans marketed under the Signature Student Loan brand.
(2) FICO scores are based on the greater of the borrower and co-borrower scores as of a date near the loan application.
(3) Periodic Defaults for the most recent two calendar Years in Repayment are for a partial year.
(4) Numerator is the amount of principal in each cohort that defaulted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year.

## Cohort Default Triangles

## Undergraduate/Graduate ${ }^{(1)}$ Loans, FICO 670-699(2)



## Undergraduate/Graduate ${ }^{(1)}$ Loans, FICO 640-669(2)

Disbursed Principal

| Repayment Year | Repayment (\$m) | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1998 | \$2 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.3\% | 0.5\% | 0.9\% | 0.0\% | 2.9\% | 2.3\% | 1.3\% | 0.2\% | 0.0\% | 0.3\% | 8.65 |
| 1999 | \$6 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 1.1\% | 1.3\% | 2.3\% | 0.9\% | 0.3\% | 2.1\% | 0.5\% | 0.1\% | 0.7\% | 0.5\% | 0.4\% | 0.5\% | 10.7\% |
| 2000 | \$14 | 0.0\% | 0.0\% | 0.0\% | 1.3\% | 2.5\% | 2.3\% | 1.4\% | 1.6\% | 3.8\% | 3.0\% | 1.9\% | 1.5\% | 0.7\% | 0.5\% | 0.4\% | 0.7\% | $21.6 \%$ |
| 2001 | \$32 | 0.0\% | 0.0\% | 0.1\% | 2.3\% | 2.9\% | 20\% | 3.4\% | 2.5\% | 5.2\% | 3.7\% | 2.9\% | 1.2\% | 1.0\% | 0.6\% | 0.4\% | 0.0\% | 28.3k |
| 2002 | \$61 | 0.0\% | 0.2\% | 0.4\% | 2.7\% | 2.3\% | 3.9\% | 3.1\% | 4.6\% | 4.3\% | 2.4\% | 1.8\% | 1.2\% | 1.4\% | 0.7\% | 0.1\% |  | 29.2\% |
| 2003 | \$107 | 0.0\% | 0.3\% | 1.3\% | 2.1\% | 4.1\% | 3.3\% | 5.3\% | 4.6\% | 3.5\% | 2.2\% | 1.4\% | 1.1\% | 0.9\% | 0.0\% |  |  | 30.1\% |
| 2004 | \$165 | 0.0\% | 0.5\% | 0.5\% | 4.4\% | 3.9\% | 6.4\% | 5.7\% | 3.5\% | 2.5\% | 2.1\% | 1.5\% | 1.5\% | 0.1\% |  |  |  | 32.6\% |
| 2005 | \$226 | 0.0\% | 0.1\% | 0.9\% | 5.4\% | 8.2\% | 7.0\% | 3.9\% | 3.3\% | 2.3\% | 1.6\% | 1.3\% | 0.1\% |  |  |  |  | $34.0 \%$ |
| 2006 | \$296 | 0.0\% | 0.2\% | 3.7\% | 8.2\% | 7.8\% | 4.8\% | 3.6\% | 3.0\% | 2.1\% | 1.5\% | 0.2\% |  |  |  |  |  | 35.1\% |
| 2007 | \$352 | 0.0\% | 1.1\% | 8.0\% | 9.8\% | 6.0\% | 4.0\% | 3.6\% | 2.6\% | 2.0\% | 0.3\% |  |  |  |  |  |  | 37.4\% |
| 2008 | 5398 | 0.0\% | 5.4\% | 8.5\% | 8.1\% | 5.3\% | 4.4\% | 3.1\% | 3.0\% | 0.4\% |  |  |  |  |  |  |  | 38.2 |
| 2009 | \$378 | 0.0\% | 8.2\% | 8.0\% | 7.4\% | 5.0\% | 3.6\% | 3.4\% | 0.5\% |  |  |  |  |  |  |  |  | 36.0 |
| 2010 | \$310 | 0.0\% | 8.0\% | 8.5\% | 7.9\% | 3.9\% | 3.6\% | 0.7\% |  |  |  |  |  |  |  |  |  | 32. |
| 2011 | \$202 | 0.0\% | 7.7\% | 10.3\% | 4.8\% | 3.8\% | 0.7\% |  |  |  |  |  |  |  |  |  |  | 27.4N |
| 2012 | \$114 | 0.0\% | 7.6\% | 9.3\% | 5.2\% | 1.2\% |  |  |  |  |  |  |  |  |  |  |  | 23.4 |
| 2013 | \$51 | 0.0\% | 7.4\% | 7.5\% | 2.0\% |  |  |  |  |  |  |  |  |  |  |  |  | 17.0\% |
| 2014 | \$23 | 0.3\% | 9.2\% | 1.9\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 11.4\% |

Note: Data as of 9/30/15
(1) Undergraduate/Graduate loans marketed under the Signature Student Loan brand.
(2) FICO scores are based on the greater of the borrower and co-borrower scores as of a date near the loan application.
(3) Periodic Defaults for the most recent two calendar Years in Repayment are for a partial year.
(4) Numerator is the amount of principal in each cohort that defaulted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year.

## Cohort Default Triangles

| Private Consolidation Loans With Co-signer |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Disbursed Principal Entering Repayment (\$m) | Periodic Defaults by Years in Repayment ${ }^{(1),(2)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Repayment Year |  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Total |
| 2006 | \$249 | 0.0\% | 0.1\% | 0.1\% | 0.5\% | 0.6\% | 0.6\% | 0.4\% | 0.3\% | 0.4\% | 0.4\% | 0.0\% | 3.3\% |
| 2007 | \$675 | 0.0\% | 0.0\% | 0.2\% | 0.4\% | 0.6\% | 0.5\% | 0.4\% | 0.5\% | 0.3\% | 0.1\% |  | 2.9\% |
| 2008 | \$376 | 0.0\% | 0.1\% | 0.4\% | 0.7\% | 0.6\% | 0.6\% | 0.5\% | 0.3\% | 0.2\% |  |  | 3.4\% |

## Private Consolidation Loans Without Co-signer

## Disbursed Principal

Entering

## Periodic Defaults by Years in Repayment ${ }^{(1),(2)}$

| Repayment Year | Repayment (\$m) | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2006 | $\$ 125$ | $0.0 \%$ | $0.4 \%$ | $0.9 \%$ | $1.5 \%$ | $1.8 \%$ | $1.5 \%$ | $1.0 \%$ | $1.1 \%$ | $1.0 \%$ | $0.3 \%$ | $0.0 \%$ | $9.6 \%$ |
| 2007 | $\$ 295$ | $0.0 \%$ | $0.0 \%$ | $0.9 \%$ | $1.0 \%$ | $1.3 \%$ | $1.0 \%$ | $1.0 \%$ | $0.8 \%$ | $0.5 \%$ | $0.1 \%$ | $6.6 \%$ |  |
| 2008 | $\$ 133$ | $0.0 \%$ | $0.2 \%$ | $1.7 \%$ | $2.1 \%$ | $1.8 \%$ | $1.8 \%$ | $1.9 \%$ | $1.1 \%$ | $0.6 \%$ |  | $11.1 \%$ |  |

Note: Data as of 9/30/15
(1) Periodic Defaults for the most recent two calendar Years in Repayment are for a partial year.
(2) Numerator is the amount of principal in each cohort that defaulted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year.

## Cohort Default Triangles

| DTC With Co-signer, FICO $\geq 670^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Repayment Year | Disbursed Principal Entering Repayment (\$m) | Periodic Defaults by Years in Repayment ${ }^{(2),(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | Total |
| 2004 | \$8 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.2\% | 0.1\% | 0.4\% | 0.0\% | 0.2\% | 0.0\% | 0.3\% | 1.1\% |
| 2005 | \$65 | 0.0\% | 0.1\% | 0.8\% | 0.7\% | 1.4\% | 2.1\% | 1.1\% | 0.9\% | 0.9\% | 1.0\% | 0.6\% | 0.1\% | 9.8\% |
| 2006 | \$139 | 0.0\% | 0.7\% | 1.8\% | 4.4\% | 4.8\% | 2.5\% | 2.0\% | 2.1\% | 1.3\% | 0.9\% | 0.1\% |  | 20.5\% |
| 2007 | \$245 | 0.0\% | 0.6\% | 4.7\% | 6.2\% | 4.2\% | 2.7\% | 2.7\% | 2.1\% | 1.4\% | 0.2\% |  |  | 24.8\% |
| 2008 | \$369 | 0.0\% | 2.9\% | 5.9\% | 4.9\% | 3.7\% | 2.9\% | 2.5\% | 2.1\% | 0.3\% |  |  |  | 25.3\% |
| 2009 | \$396 | 0.0\% | 3.7\% | 4.1\% | 4.0\% | 3.3\% | 2.6\% | 2.2\% | 0.4\% |  |  |  |  | 20.3\% |
| 2010 | \$314 | 0.0\% | 3.6\% | 4.2\% | 4.7\% | 2.9\% | 2.6\% | 0.5\% |  |  |  |  |  | 18.6\% |
| 2011 | \$192 | 0.1\% | 3.8\% | 5.2\% | 3.7\% | 2.8\% | 1.1\% |  |  |  |  |  |  | 16.7\% |
| 2012 | \$104 | 0.0\% | 3.3\% | 5.4\% | 4.8\% | 1.7\% |  |  |  |  |  |  |  | 15.1\% |
| 2013 | \$23 | 0.0\% | 1.2\% | 2.6\% | 3.0\% |  |  |  |  |  |  |  |  | 6.8\% |

## DTC Without Co-signer, FICO $\geq 670^{(1)}$

| Repayment Year | Disbursed Principal Entering <br> Repayment (\$m) | Periodic Defaults by Years in Repayment ${ }^{(2),(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | Total |
| 2004 | \$2 | 0.0\% | 0.0\% | 1.6\% | 1.2\% | 0.6\% | 4.7\% | 2.2\% | 3.0\% | 1.2\% | 4.2\% | 0.0\% | 0.0\% | 18.8\% |
| 2005 | \$19 | 0.0\% | 1.0\% | 2.1\% | 2.4\% | 4.0\% | 6.5\% | 2.8\% | 1.6\% | 1.0\% | 1.4\% | 0.6\% | 0.1\% | 23.4\% |
| 2006 | \$66 | 0.0\% | 1.4\% | 2.5\% | 6.6\% | 6.4\% | 4.1\% | 2.8\% | 2.6\% | 1.7\% | 1.0\% | 0.2\% |  | 29.5\% |
| 2007 | \$158 | 0.0\% | 1.0\% | 5.8\% | 8.1\% | 4.6\% | 3.8\% | 3.4\% | 2.4\% | 1.4\% | 0.1\% |  |  | 30.7\% |
| 2008 | \$255 | 0.0\% | 3.7\% | 7.9\% | 7.3\% | 4.3\% | 4.0\% | 2.6\% | 2.2\% | 0.3\% |  |  |  | 32.4\% |
| 2009 | \$234 | 0.0\% | 6.7\% | 6.3\% | 6.9\% | 5.2\% | 3.2\% | 3.3\% | 0.5\% |  |  |  |  | 32.1\% |
| 2010 | \$152 | 0.1\% | 8.3\% | 7.0\% | 8.8\% | 4.2\% | 3.6\% | 1.0\% |  |  |  |  |  | 32.9\% |
| 2011 | \$88 | 0.1\% | 7.8\% | 10.2\% | 5.7\% | 5.3\% | 0.8\% |  |  |  |  |  |  | 29.9\% |
| 2012 | \$47 | 0.0\% | 6.2\% | 8.5\% | 7.4\% | 2.9\% |  |  |  |  |  |  |  | 25.1\% |
| 2013 | \$5 | 0.0\% | 3.2\% | 3.4\% | 5.2\% |  |  |  |  |  |  |  |  | 11.7\% |

Note: Data as of 9/30/15.
(1) FICO scores are based on the greater of the borrower and co-borrower scores as of a date near the loan application.
(2) Periodic Defaults for the most recent two calendar Years in Repayment are for a partial year.
(3) Numerator is the amount of principal in each cohort that defaulted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year

## Cohort Default Triangles

## Career Training Loans, 670+ FICO(1)

|  | Disbursed Principal Entering Repayment (\$m) | Periodic Defaults by Years in Repayment ${ }^{(2),(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Repayment Year |  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | Total |
| 2003 | \$291 | 0.0\% | 0.4\% | 1.4\% | 1.6\% | 1.7\% | 1.4\% | 1.4\% | 1.0\% | 0.8\% | 0.6\% | 0.4\% | 0.3\% | 0.2\% | 11.2\% |
| 2004 | \$382 | 0.0\% | 0.4\% | 1.5\% | 2.3\% | 1.7\% | 1.8\% | 1.7\% | 1.1\% | 0.8\% | 0.5\% | 0.4\% | 0.3\% | 0.0\% | 12.6\% |
| 2005 | \$513 | 0.0\% | 0.3\% | 2.2\% | 2.2\% | 2.5\% | 2.1\% | 1.5\% | 1.0\% | 0.8\% | 0.6\% | 0.4\% | 0.1\% |  | 13.7\% |
| 2006 | \$630 | 0.0\% | 0.4\% | 2.5\% | 3.5\% | 3.2\% | 2.2\% | 1.5\% | 1.0\% | 0.8\% | 0.6\% | 0.1\% |  |  | 16.0\% |
| 2007 | \$672 | 0.0\% | 0.5\% | 3.5\% | 3.9\% | 2.9\% | 1.8\% | 1.3\% | 1.0\% | 0.8\% | 0.2\% |  |  |  | 15.9\% |
| 2008 | \$581 | 0.0\% | 0.6\% | 4.3\% | 3.6\% | 2.3\% | 1.5\% | 1.3\% | 1.1\% | 0.2\% |  |  |  |  | 14.8\% |
| 2009 | \$169 | 0.0\% | 0.2\% | 2.1\% | 2.1\% | 1.5\% | 1.1\% | 1.0\% | 0.3\% |  |  |  |  |  | 8.3\% |
| 2010 | \$19 | 0.0\% | 0.6\% | 1.2\% | 1.0\% | 0.5\% | 0.6\% | 0.1\% |  |  |  |  |  |  | 3.8\% |

# Navient Corporation Appendix 

## GAAP Results

| (In millions, except per share amounts) | Q3 15 | Q2 15 | Q3 14 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 237$ | $\$ 182$ | $\$ 359$ |
| EPS | $\$ 0.63$ | $\$ 0.47$ | $\$ 0.85$ |
| Operating expenses | $\$ 228$ | $\$ 225$ | $\$ 195$ |
| Provision | $\$ 123$ | $\$ 198$ | $\$ 140$ |
| Average Student Loans | $\$ 127,750$ | $\$ 130,512$ | $\$ 129,915$ |

## Differences between "Core Earnings" and GAAP

## Quarter ended September 30, 2015

(\$ in millions)

| "Core Earnings" adjustments to GAAP: |  |
| :--- | ---: |
| GAAP net income | \$237 |
| Net impact of derivative accounting | $(108)$ |
| Net impact of goodwill and acquired intangible assets | 3 |
| Net income tax effect | $(63)$ <br> Total "Core Earnings" adjustments to GAAP <br> "Core Earnings" net income |

## Investor Relations Website

## www.navient.com/investors www.navient.com/abs

- SLM / NAVI student loan trust data (Debt/asset backed securities - SLM / NAVI 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
- $\quad$ Since issued CPR - monthly CPR data by trust since issuance
- SLM / NAVI 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

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[^0]:    * Furnished herewith

[^1]:    (1) Deferment includes customers who have returned to school or are engaged in other permitted educational actuvies and are not yet required to make payments on their loans, e.g., residency periods ior medicar students or a grace
    (2) Loans for customers who have requested extension of grace period generally during employment transition or who have temporarily ceased making full payments due to hardship or other factors, consistent with established loan 3) The period of delinqes and procedures.

