

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549

**FORM 8-K**

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

Date of Report (Date of earliest event reported): July 27, 2021

**Navient Corporation**

(Exact name of registrant as specified in its charter)

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

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

Not Applicable  
(Former Name or Former Address, if Changed Since Last Report)

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

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

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

Emerging growth company

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

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

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

**ITEM 5.02 Departure of Directors or Certain Officers; Election of Directors; Appointment of Certain Officers; Compensatory Arrangements of Certain Officers**

On July 27, 2021, the Board of Directors (the "Board") of Navient Corporation (the "Company"), upon the recommendation of the Company's Nominations and Governance Committee, unanimously appointed Michael A. Lawson to the Board effective August 2, 2021. The Board has affirmatively determined that Mr. Lawson meets the qualifications of an independent director under Nasdaq Rule 5605(a) (2) and the Company's Corporate Governance Guidelines. Navient is not aware of any transactions with Mr. Lawson that would require disclosure under Item 404(a) of Regulation SK. Mr. Lawson will serve on the Company's Audit Committee and its Compensation and Human Resources Committee.

As a non-employee director, Mr. Lawson will participate in the Company's compensation program for non-employee directors as described under the caption "Director Compensation" in Navient's 2021 Proxy Statement filed with the Securities and Exchange Commission.

**Item 7.01 REGULATION FD DISCLOSURE**

The Company frequently provides relevant information to its investors via posting to its corporate website. On July 29, 2021, a presentation entitled "2021 2<sup>nd</sup> Quarter Investor Deck" was made available on the Investor Relations page of the Company's website. In addition, the presentation is being furnished herewith as Exhibit 99.2

The information contained in, or incorporated into, Item 7.01 and Item 8.01, including Exhibits 99.1 and 99.2 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 8.01 OTHER MATTERS**

On July 29, 2021, the Company issued a news release announcing the appointment of Michael A. Lawson to its Board of Directors effective August 2, 2021. A copy of the news release is furnished herewith as Exhibit 99.1.

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

(d) Exhibits

<u>Exhibit No.</u>	<u>Exhibit</u>
<a href="#">99.1</a>	<a href="#">News Release Dated July 29, 2021</a>
<a href="#">99.2</a>	<a href="#">2021 2<sup>nd</sup> Quarter Investor Presentation</a>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

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**SIGNATURES**

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

**NAVIENT CORPORATION**  
(Registrant)

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

Date: July 29, 2021

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## NEWS RELEASE

For immediate release

### Navient names Michael Lawson as new board member

**WILMINGTON, Del., July 29, 2021**—Michael Lawson, a well-respected attorney, public servant and civil rights leader, has been appointed to the Navient board of directors, effective Aug. 2, 2021.

“We are excited to have Michael join the Navient board and believe he will be an excellent addition with his unique expertise in law, transportation and civil rights,” said Linda Mills, chair of the Navient board of directors. “He’s an accomplished leader with a deep commitment to creating economic empowerment and educational opportunities for all.”

Lawson is currently president and CEO of the Los Angeles Urban League, one of the oldest and most respected civil rights organizations in the United States. In 2013, he was nominated by President Obama to serve as the U.S. ambassador to the Council of the International Civil Aviation Organization, a United Nations agency. Before that, Lawson served on the Board of Airport Commissioners for Los Angeles World Airports.

From 1980 until his retirement in 2011, Lawson practiced law at Skadden, Arps, Slate, Meagher & Flom. As a partner, he led the executive compensation and benefits group for the Los Angeles office as well as worked on a wide variety of issues, including structured finance transactions and proxy contests. He graduated from Loyola Marymount University and Harvard Law School.

Lawson has served on the boards of several charitable organizations, Loyola Marymount University and Morehouse College.

Lawson is married to Mattie McFadden Lawson, a graduate of Howard University and the Harvard University John F. Kennedy School of Government. They have two sons, a daughter-in-law and two grandchildren.

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#### **About Navient**

Navient (Nasdaq: NAVI) is a leading provider of 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 success through technology-enabled financing, services, and support. Learn more at [Navient.com](https://www.navient.com).

#### **Contact:**

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Investors: Nathan Rutledge, 703-984-6801, [nathan.rutledge@navient.com](mailto:nathan.rutledge@navient.com)

NAVIENT

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# 2021 2<sup>nd</sup> Quarter Investor Deck

July 29, 2021



# Forward-Looking Statements; Non-GAAP Financial Measures

The following information is current as of March 31, 2021 (unless otherwise noted) and should be read in connection with Navient Corporation's "Navient" Annual Report on Form 10-K for the year ended December 31, 2020 (the "2020 Form 10-K"), filed by Navient with the Securities and Exchange Commission (the "SEC") on February 26, 2021 and subsequent reports filed by Navient with the SEC. Definitions for capitalized terms in this presentation not defined herein can be found in the 2020 Form 10-K. This presentation contains "forward-looking statements", within the meaning of the federal securities laws, about our business, and other information that is based on management's current expectations as of the date of this presentation. Statements that are not historical facts, including statements about the company's beliefs, opinions or expectations and statements that assume or are dependent upon future events, are forward-looking statements and often contain words such as "expect," "anticipate," "intend," "plan," "believe," "seek," "see," "will," "would," "may," "could," "should," "goal," or "target." Forward-looking statements are subject to risks, uncertainties, assumptions and other factors that may cause actual results to be materially different from those reflected in such forward-looking statements.

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

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

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

- unanticipated repayment trends on loans including prepayments or deferrals in our securitization trusts that could accelerate or delay repayment of the bonds;
- reductions to our credit ratings, the credit ratings of asset-backed securitizations we sponsor or the credit ratings of the United States of America;
- failures of our operating systems or infrastructure or those of third-party vendors;
- risks related to cybersecurity including the potential disruption of our systems or those of our third-party vendors or customers or potential disclosure of confidential customer information;
- damage to our reputation resulting from cyber-breaches, litigation, the politicization of student loan servicing or other actions or factors;
- failure to successfully implement cost-cutting initiatives and adverse effects of such initiatives on our business;
- failure to adequately integrate acquisitions or realize anticipated benefits from acquisitions including delays or errors in converting portfolio acquisitions to our servicing platform;
- changes in law and regulations whether new laws or regulations or new interpretations of existing laws and regulations applicable to any of our businesses or activities or those of our vendors, suppliers or customers;
- changes in the general interest rate environment, including the availability of any relevant money-market index rate, including LIBOR, or the relationship between the relevant money-market index rate and the rate at which our assets are priced;
- our ability to successfully effectuate any acquisitions and other strategic initiatives;
- activities by shareholder activists, including a proxy contest or any unsolicited takeover proposal;
- changes in general economic conditions; and
- the other factors that are described in the "Risk Factors" section of the 2020 Form 10-K and in our other reports filed with the Securities and Exchange Commission.

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

Navient reports financial results on a GAAP basis and also provides certain non-GAAP performance measures, including Core Earnings, Adjusted Tangible Equity Ratio, and various other non-GAAP financial measures derived from Core Earnings. When compared to GAAP results, Core Earnings exclude the impact of: (1) mark-to-market gains/losses on derivatives; and (2) goodwill and acquired intangible asset amortization and impairment. Navient provides Core Earnings measures because this is what management uses when making management decisions regarding Navient's performance and the allocation of corporate resources. Navient Core Earnings are not defined terms within GAAP and may not be comparable to similarly titled measures reported by other companies. For additional information, see Core Earnings in Navient's second-quarter earnings release and pages 49 - 51 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 dynamic operating model, we continue to deliver solutions to a broad universe of customers
- ✓ Optimized scale and infrastructure leave us well positioned for continued EBITDA growth

## Disciplined Expense Management & Prudent Capital Allocation

- ✓ We drive efficiency through continuous expense rationalization throughout the business
- ✓ 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 Segment

- ✓ Providing **payment relief** to borrowers impacted by COVID-19
- ✓ Stable net interest margin of **97 bps**, as we continue to benefit from a favorable interest rate environment and a lower cost of funds
- ✓ Annual charge-off rate declined to **0.04% basis points**, driven by our data-driven risk management platform and borrowers benefitting from stimulus programs

97 bps NIM

## Consumer Lending Segment

- ✓ Originated **\$1.3 billion** of high-quality Private Education Loans, meeting our **mid teens ROE** target return thresholds
- ✓ Driving **sustainable long-term profits** through an optimized balance sheet
- ✓ Annual charge-off rate declined to **0.71% basis points**, driven by our data-driven risk management platform and borrowers benefitting from stimulus programs

295 bps NIM

## Business Processing Segment

- ✓ **Over 3,600** Navient employees support our state and municipal clients through unemployment insurance, contact tracing, and vaccine administration services
- ✓ New contracts drove year over year **revenue expansion** despite unprecedented disruption
- ✓ Affirmed our **franchise value** through our technology enabled platform and differentiated expertise

30% EBITDA margin <sup>1</sup>

Note: Quarterly data is as of 6/30/2021 and is compared to the year ago quarter.  
<sup>1</sup> Item is a non-GAAP financial measure. See pages 49 - 51 for a description and reconciliation.



# Originating Education Loans is an Attractive Opportunity

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

Estimated Total Market Annual Originations and Yields (\$'s in billions)

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



## Leveraging Our Existing Infrastructure to Generate Value

- **Private Education Refinance Loans:**
  - Using our data and expertise to deploy capital at mid-teens ROE
  - Life of loan loss expectation of 1.25%<sup>2</sup>
  - Weighted average life of ~3.5 years
- **In-School Private Education Loans:**
  - Using our data and expertise to deploy capital at high-teens ROE
  - Life of loan loss expectations of 6%<sup>2</sup>
  - Weighted average life of ~8 years

## Typical Refi Borrower Profile<sup>3</sup>

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

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

<sup>2</sup> Life of loan loss expectations are on a gross basis.

<sup>3</sup> Weighted average.



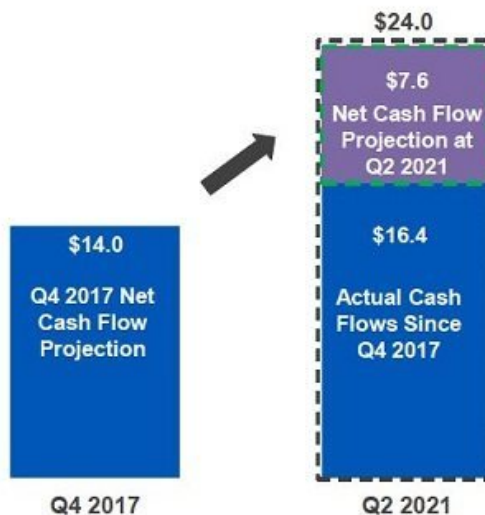


# Lifetime Cash Flows Will Exceed Original Projections

Navient's student loan portfolios continues to exceed expectations <sup>1</sup>

(\$'s in Billions)

Life of Loan Projections	Q4 2017	Q2 2021
Total FFELP Cash Flows	\$12.7	\$8.1
Total Private Education Cash Flows	<u>\$15.3</u>	<u>\$7.7</u>
<b>Combined Cash Flows</b>	<b><u>\$28.0</u></b>	<b><u>\$15.8</u></b>
Unsecured Debt <sup>2</sup>	\$14.0	\$8.2
<b>Net Cash Flow</b>	<b>\$14.0</b>	<b>\$7.6</b>



<sup>1</sup> Projections provided in Q4 2017 earnings presentation, published on January 24, 2018, available at [Navient.com/investors](http://Navient.com/investors).  
<sup>2</sup> Unsecured debt at par value.  
 Net cash flows are equal to combined cash flows less unsecured debt at par.  
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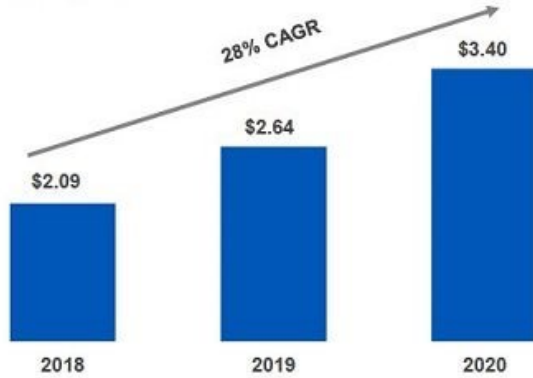
Note: These projections are based on internal estimates and assumptions and are subject to ongoing review and modification. These projections may prove to be incorrect.  
 Note: Numbers may not add due to rounding.



# Growing Earnings and Generating Shareholder Value

## Driving EPS Accretion for Shareholders

Adjusted Core EPS



## Delivering Value

- ✓ Long-term value for shareholders driven by consistent earnings and capital return
- ✓ Allocating capital to attractive investments, including portfolio acquisitions and new originations
- ✓ Continuously driving efficiency improvements and expense structure rationalization
- ✓ Returning excess capital to shareholders

**Full Year 2021 Guidance of \$4.20 - \$4.30**

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

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# Navient is Focused on Cost Efficiency

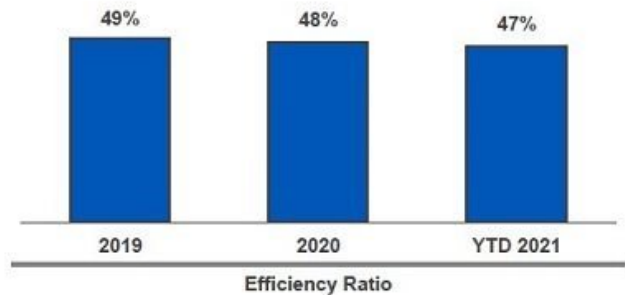
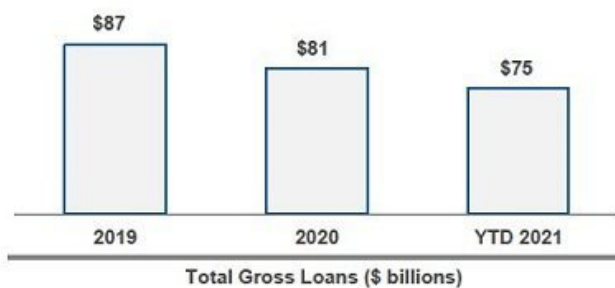
## Industry-leading Efficiency

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

## Continuously Rationalizing Our Expense Base

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

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



\*Adjusted\* and \*Comparable\* expenses are non-GAAP financial measures. By using these measures, management can make better short-term and long-term decisions related to expense management and allocation.

# Asset Generation Drives Meaningful Returns

Since 2014 Separation<sup>1</sup>

## Loan Originations

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

Originated **\$15+ billion** of Education Refi Loans

## Loan Portfolios and Corporate acquisitions

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

Acquired **\$45 billion** of Education Loans

## Dividends

- ✓ Consistent quarterly distributions since separation

Paid **\$1.3 billion** in dividends

## Share Repurchase

- ✓ Since separation, repurchased over 60% of outstanding shares, with \$300 million of repurchase authority remaining

Repurchased **\$3.9 billion** of Navient shares

## Reduce Unsecured Debt

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

Reduced unsecured debt by **\$9.0 billion**

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

All data as of 6/30/2021. Payout ratio shown on the basis of Adjusted Core Earnings, a non-GAAP financial measure.

<sup>1</sup> Separation values are as reported 6/30/2014.

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# Outlook

Key Company & Business Segment Metrics			
	2021 Original <sup>2</sup> Targets		Year to Date 2021 Actuals
Core Earnings Return on Equity <sup>1</sup>	Low Twenties	✓	39%
Core Earnings Efficiency Ratio <sup>1</sup>	~52%	✓	47%
Adjusted Tangible Equity Ratio <sup>3</sup>	~5.5%	✓	6.3% (Pro forma Adjusted Tangible Equity Ratio of 8.0%) <sup>3</sup>
Net Interest Margin – Federal Education Loan Segment	Mid to High 90's	✓	0.97%
Charge-off Rate – Federal Education Loan Segment	~0.10%	✓	0.05%
Net Interest Margin – Consumer Lending Segment	2.70% - 2.80%	✓	2.97%
Charge-off Rate – Consumer Lending Segment	1.5% - 2.0%	✓	0.70%
EBITDA Margin – Business Processing Segment <sup>1</sup>	High Teens	✓	30%

<sup>1</sup> Item is a non-GAAP financial measure. See pages 49 - 51 for a description and reconciliation  
<sup>2</sup> Key Company & Business Segment Metrics were first provided on January 27, 2021.

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<sup>3</sup> Item is a non-GAAP financial measure. For a description and reconciliation, see "Non-GAAP Financial Measures" on pages 49 - 51. Cumulative derivative accounting mark to market losses decreased by 8% to \$450 million during the second quarter and will reverse to zero as contracts mature. Excluding this amount would result in an ATE ratio of 8.0% as of June 30, 2021.



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# Funding, Liquidity, & Cashflow

# Q2 2021 Financing and Capital Management

## Capital Management

- ✓ Returned **\$227 million** through share repurchases and dividends
  - Paid dividends of **\$27 million**
  - Repurchased **11.8 million shares for \$200 million**
  - Total remaining share repurchase authority of **\$300 million**<sup>1</sup>
- ✓ Adjusted Tangible Equity (ATE) ratio of **6.3%**
  - Pro Forma Adjusted Tangible Equity Ratio (ATE)<sup>2</sup> of **8.0%**

## Financing

- ✓ Issued **\$2.1 billion** of Term Education Loan ABS transactions
  - On July 19, priced **\$1.0 billion** of Private Education Refinance Loans
- ✓ Reduced unsecured debt by **\$1.4 billion** compared to the year ago quarter
  - Called **\$750 million** of debt, which settled on July 12, 2021

<sup>1</sup> As of 6/30/2021.

<sup>2</sup> Item is a non-GAAP financial measure. See pages 40 - 51 for a description and reconciliation.



# FFELP ABS Transactions

NAVSL 2021-2						NAVSL 2021-1				
<b>Pricing Date:</b>	April 12, 2021					February 8, 2021				
<b>Settlement Date:</b>	April 22, 2021					February 18, 2021				
<b>Issuance Amount:</b>	\$1,011,600,000					\$1,015,900,000				
<b>Collateral:</b>	U.S. Government Guaranteed FFELP Consolidation and FFELP Non-Consolidation Loans					U.S. Government Guaranteed FFELP Consolidation and FFELP Non-Consolidation Loans				
<b>Prepayment Speed <sup>1</sup>:</b>	4% CPR Consolidation / 6% CPR Non-Consolidation					4% CPR Consolidation / 6% CPR Non-Consolidation 8% CPR Rehabilitation				
<b>Tranching:</b>	<b>Class</b>	<b>Ratings (D/M/S) <sup>2</sup></b>	<b>Amt. (\$M)</b>	<b>WAL<sup>3</sup></b>	<b>Pricing <sup>3</sup></b>	<b>Class</b>	<b>Ratings (D/M/S) <sup>2</sup></b>	<b>Amt. (\$M)</b>	<b>WAL<sup>3</sup></b>	<b>Pricing <sup>3</sup></b>
	A-1A	AAA/Aaa/AA+	\$300	5.72	Swaps + 0.55%	A-1A	AAA/Aaa/AA+	\$150	5.77	Swaps + 0.60%
	A-1B	AAA/Aaa/AA+	\$697	5.72	1ML + 0.55%	A-1B	AAA/Aaa/AA+	\$852	5.77	1ML + 0.60%
	B	AAA/Aaa/NR	\$14	12.76	1ML + 1.35%	B	AAA/Aaa/NR	\$14	12.85	1ML + 1.45%

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

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

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





# Private Education Loan ABS Transactions

NAVSL 2021-E						NAVSL 2021-D				
<b>Pricing Date:</b>	July 19, 2021					May 14, 2021				
<b>Settlement Date:</b>	July 29, 2021					May 20, 2021				
<b>Issuance Amount:</b>	\$1,019,000,000					\$558,000,000				
<b>Collateral:</b>	Private Education Refi Loans					Private Education Legacy Loans				
<b>Prepayment Speed <sup>1</sup>:</b>	15% CPR					8% CPR				
<b>Tranching:</b>	<b>Class</b>	<b>Ratings (D/M) <sup>2</sup></b>	<b>Amt (\$M)</b>	<b>WAL<sup>3</sup></b>	<b>Pricing <sup>3</sup></b>	<b>Class</b>	<b>Ratings (D/M) <sup>2</sup></b>	<b>Amt (\$M)</b>	<b>WAL<sup>3</sup></b>	<b>Pricing <sup>3</sup></b>
	A	AAA/Aaa	\$964	2.80	Swaps + 0.55%	A	AAA/Aaa	\$427	3.93	Prime - 1.99%
	B	AA/NR	\$55	7.38	Swaps + 1.05%	B	AA/Aa3	\$24	5.63	2.61%
						C	A/A2	\$70	8.07	3.48%
						D	BBB/Baa3	\$37	6.98	4.00%

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

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

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



# Education Loan Portfolio Generates Significant Cash Flows

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

\$'s in Billions

### FFELP Cash Flows

Secured

Residual (including O/C)

Floor Income

Servicing

Total Secured

Unencumbered

**Total FFELP Cash Flows**

### Private Credit Cash Flows

Secured

Residual (including O/C)

Servicing

Total Secured

Unencumbered

**Total Private Cash Flows**

**Combined Cash Flows  
before Unsecured Debt**

**Unsecured Debt (par value)**

06/30/21

\$4.4

1.5

1.7

\$7.6

0.5

**\$8.1**

\$4.4

0.5

\$4.9

2.8

**\$7.7**

**\$15.8**

**\$8.2**

## Enhancing Cash Flows

- Generated \$1.4 billion of cash flows in YTD 2021
- Paid down unsecured debt of \$0.8 billion in YTD 2021
- Returned \$0.4 billion to shareholders through share repurchase and dividends in YTD 2021
- Acquired \$3 billion of student loans in YTD 2021
- \$15.8 billion of estimated future cash flows remain over ~ 20 years
  - Includes ~\$6 billion of overcollateralization<sup>1</sup> (O/C) to be released from residuals
- \$2.6 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.

<sup>1</sup> Excludes financing activities.

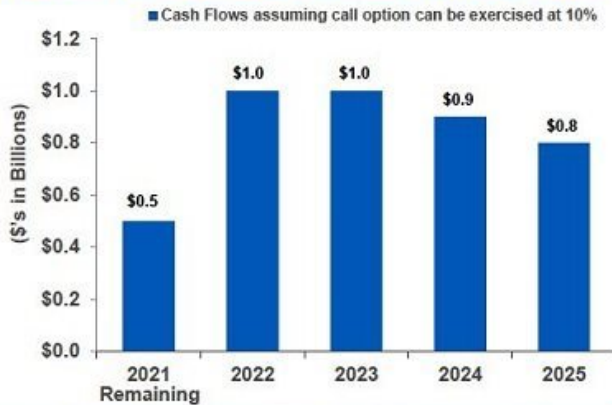
<sup>2</sup> Includes the PC Turbo Repurchase Facility Debt totaling \$0.8B as of 06/30/2021.

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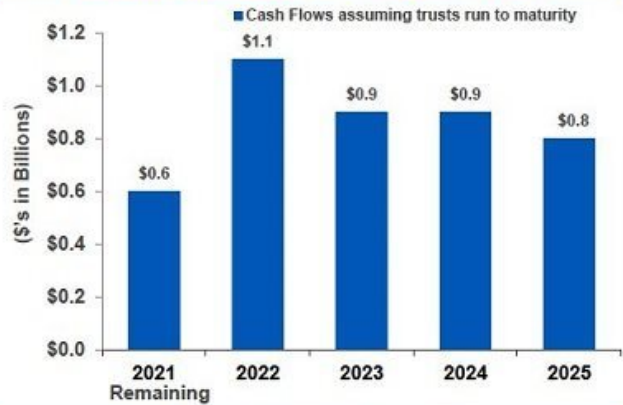


# Education Loan Portfolio Generates Meaningful Cash Flows Over the Next Five Years

## Projected Annual Private Education Loan Cash Flows



## Projected Annual FFELP Loan Cash Flows



## Private Education Loan Portfolio Assumptions

- The Private Education Loan portfolio is projected to generate \$4.2 billion in cash flows through 2025 excluding operating expenses, taxes and unsecured debt principal and interest payments
- Future loan originations are not included
- Unencumbered loans of \$2.3 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 \$4.3 billion in cash flows through 2025 excluding operating expenses, taxes and unsecured debt principal and interest payments
- Unencumbered loans of \$0.3 billion are not securitized to term
- Includes projected floor income

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

# FFELP Cash Flows are Highly Predictable

\$'s in millions

as of 06/30/2021	2021	2022	2023	2024	2025	2026	2027	2028
Projected FFELP Average Balance	\$53,685	\$49,058	\$43,479	\$38,314	\$33,585	\$29,113	\$24,921	\$21,018
Projected Excess Spread	\$297	\$555	\$494	\$437	\$392	\$364	\$328	\$287
Projected Servicing Revenue	<u>\$128</u>	<u>\$240</u>	<u>\$218</u>	<u>\$197</u>	<u>\$178</u>	<u>\$158</u>	<u>\$138</u>	<u>\$119</u>
Projected Total Revenue	\$425	\$795	\$712	\$634	\$570	\$522	\$466	\$406
	<u>2029</u>	<u>2030</u>	<u>2031</u>	<u>2032</u>	<u>2033</u>	<u>2034+</u>		
Projected FFELP Average Balance	\$17,378	\$14,056	\$10,917	\$8,068	\$5,606	\$1,471		
Projected Excess Spread	\$253	\$225	\$195	\$159	\$127	\$263		
Projected Servicing Revenue	<u>\$99</u>	<u>\$80</u>	<u>\$62</u>	<u>\$45</u>	<u>\$30</u>	<u>\$51</u>		
Projected Total Revenue	\$353	\$305	\$257	\$204	\$157	\$315		

- Total Cash Flows from Projected Residual (Excess Spread) = \$4.4 Billion
- Total Cash Flows from Projected Servicing Revenues = \$1.7 Billion

#### Assumptions

No Floor Income, CPR/CDR = 5%

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

\*Numbers may not add due to rounding

# Secured Cash Flow

\$ in Millions	Q2 2021 YTD	2020	2019	2018
<b>FFELP</b>				
Term Securitized				
Servicing (Cash Paid)	\$ 104	\$ 227	\$ 253	\$ 288
Other Secured FFELP				
Net Cash Flow <sup>2,3</sup>	\$ 436	\$ 830	\$ 969	\$ 1,290
<b>Total FFELP</b>	<b>\$ 540</b>	<b>\$ 1,057</b>	<b>\$ 1,223</b>	<b>\$ 1,577</b>
<b>Private Credit</b>				
Term Securitized				
Servicing (Cash Paid)	\$ 61	\$ 124	\$ 135	\$ 147
Other Secured Financings				
Net Cash Flow	\$ 431	\$ 1,307	\$ 1,065	\$ 907
<b>Total Private Credit</b>	<b>492</b>	<b>\$ 1,431</b>	<b>1,200</b>	<b>1,054</b>
<b>Total FFELP and Private Credit</b>	<b>\$ 1,031</b>	<b>\$ 2,488</b>	<b>\$ 2,423</b>	<b>\$ 2,631</b>
<b>Average Principal Balances</b>				
	<b>Q2 2021 YTD</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>
<b>FFELP</b>				
Term FFELP	\$ 54,994	\$ 57,346	\$ 62,969	\$ 69,512
Other Secured FFELP	\$ 1,361	\$ 3,122	\$ 4,141	\$ 3,920
<b>Total FFELP</b>	<b>\$ 56,355</b>	<b>\$ 60,468</b>	<b>\$ 67,110</b>	<b>\$ 73,432</b>
<b>Private Credit</b>				
Term Private Credit	\$ 16,110	\$ 16,405	\$ 16,795	\$ 17,729
Other Secured Financings	\$ 3,039	\$ 4,075	\$ 3,526	\$ 3,700
<b>Total Private Credit</b>	<b>\$ 19,149</b>	<b>\$ 20,480</b>	<b>\$ 20,321</b>	<b>\$ 21,429</b>
<b>Total FFELP and Private Credit</b>	<b>\$ 75,504</b>	<b>\$ 80,948</b>	<b>\$ 87,431</b>	<b>\$ 94,861</b>

Note: Totals may not add due to rounding

<sup>1</sup> Includes the impact of all floor contracts.

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

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# Optimized Capital Structure

## Long-Term Conservative Funding Approach

- Important to maintain our credit ratings which support ongoing access to the unsecured debt markets
  - We pursue opportunities to repurchase debt in the open market
  - Well positioned to capitalize on improving new issuance markets
- 87% of our Education loan portfolio is funded to term
  - Q2 2021 issuance of \$2.1 billion of Private Education and FFELP Loan ABS compared to \$1.3 billion in Q2 2020
- Returned \$227 million to shareholders through dividends and share repurchases in Q2 2021

## Managing Unsecured Debt Maturities

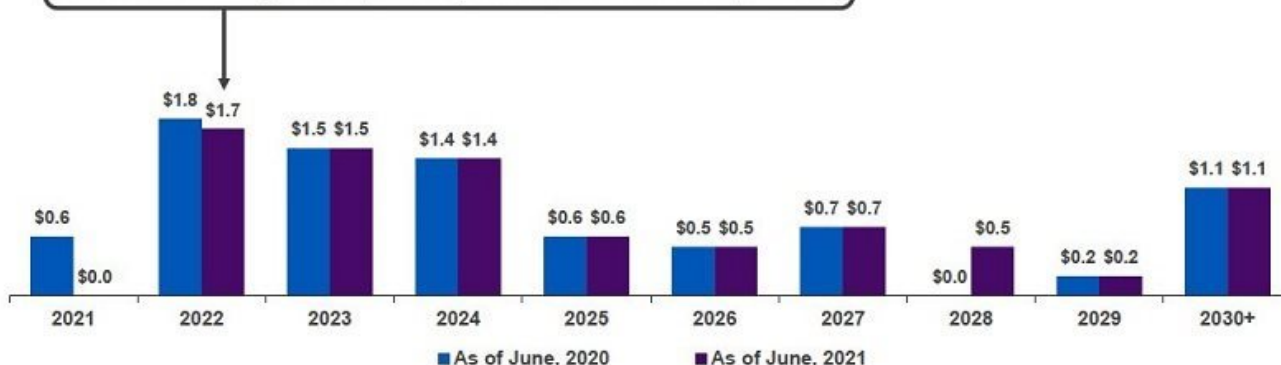
(par value, \$ in billions)



# Managing Unsecured Debt Maturities

(par value, \$ in billions)

As of July 12<sup>th</sup>, called \$750 million of unsecured debt that would have matured in January of 2022, reducing 2022 maturities to under \$1 billion



## Long-term Conservative Funding Approach

- Navient prioritizes continued access to the unsecured debt market as an important component in our capital structure
- We continue in our conservative approach to unsecured debt

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# FFELP ABS



# FFELP ABS Issuance Characteristics

## FFELP ABS Transaction Features

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

## Collateral Characteristics

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

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



# FFELP Loan Program Characteristics

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

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

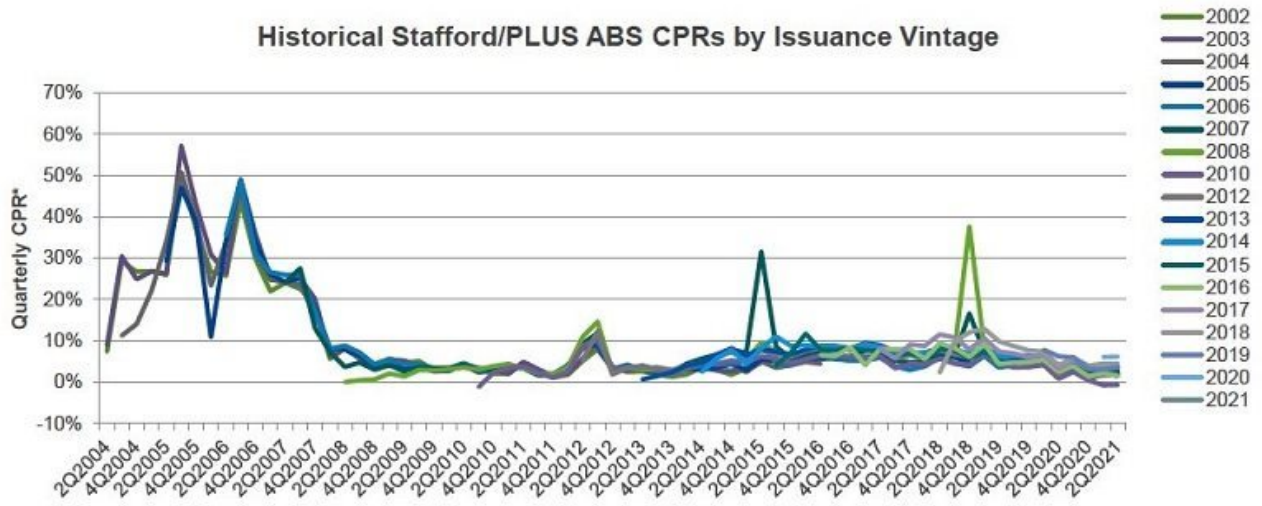
<sup>2</sup> Repayment Term may be extended through various repayment options including Income Driven Repayment plans and Extended Repayment.

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

Note: As of July 1, 2011.

# Navient Stafford & PLUS Loan Prepayments

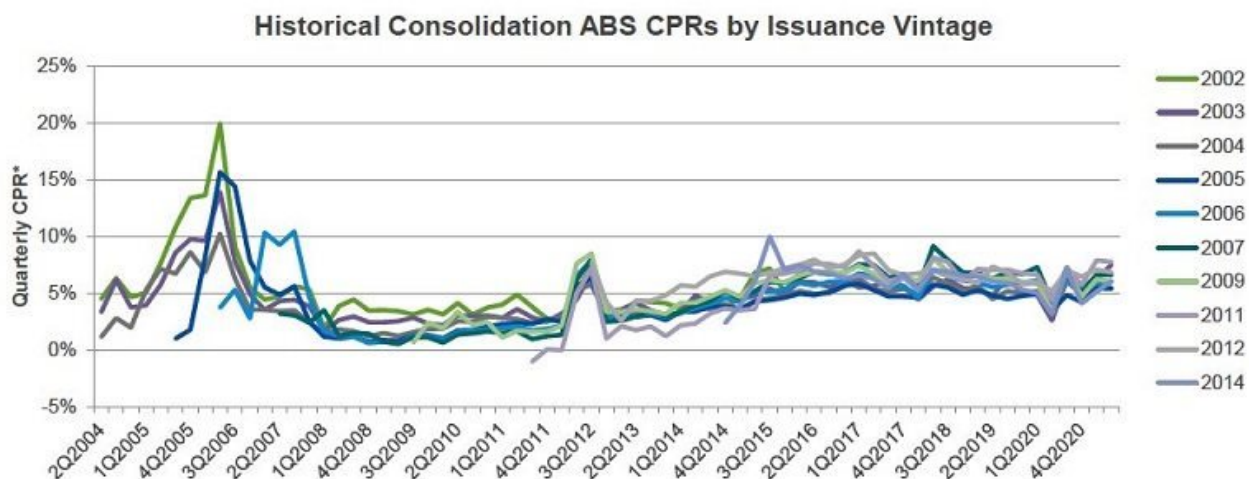
- Higher prepayment activity in mid-2012 was related to the short-term availability of the Special Direct Consolidation Loan program
- Prepayment increases occurred in 2015 and 2018 as we exercised our option to purchase assets from selected transactions to mitigate the risk that certain tranches might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



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

# Navient Consolidation Loan Prepayments

- CPRs for Consolidation ABS trusts declined significantly following legislation effective in 2006 that prevented in-school and re-consolidation of borrowers' loans
- Higher prepayment activity in mid 2012 was related to the short term availability of the Special Direct Consolidation Loan program



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

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# Private Education Loan ABS

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# Private Education Loan ABS Issuance Characteristics

## Private Education Loan ABS Transaction Features

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

## Collateral Characteristics

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

# Navient Private Education Loan Programs

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

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

# Navient Private Education Loan Programs

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

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



# Navient Private Education Trusts

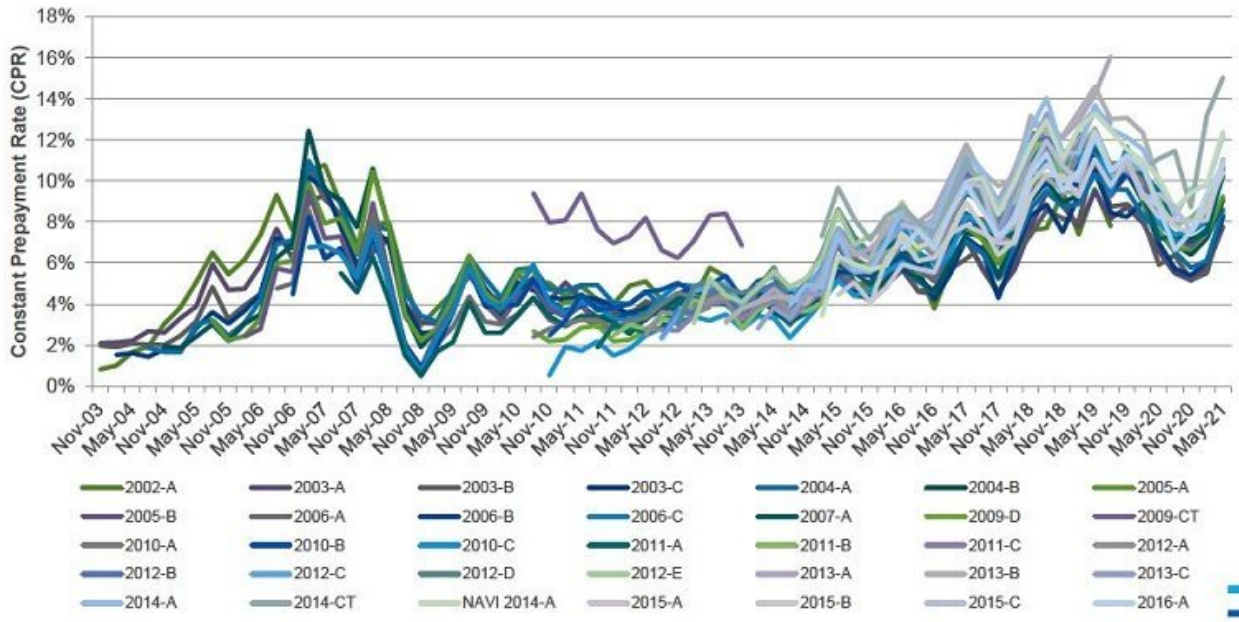
As of the respective cutoff dates for each transaction

2020-2021YTD Issuance Program	Navient													
	NAV 20-A	NAV 20-B	NAV 20-C	NAV 20-D	NAV 20-E	NAV 20-F	NAV 20-G	NAV 20-H	NAV 20-I	NAV 21-A	NAV 21-B	NAV 21-C	NAV 21-D	NAV 21-E
Bond Amount (\$mil)	620	712	546	808	499	781	786	955	604	818	1,007	1,093	558	1,019
Initial AAA Enhancement (%)	23%	10%	24%	10%	10%	10%	8%	11%	18%	8%	9%	9%	26%	8%
Initial Enhancement (%)	13%	4%	12%	3%	3%	3%	3%	4%	10%	3%	2%	2%	3%	2%
<b>Loan Program (%)</b>														
Signature/Law/MBA/Med	36%	0%	84%	0%	0%	0%	0%	0%	53%	0%	0%	0%	30%	0%
Smart Option	52%	0%	0%	0%	0%	0%	0%	0%	31%	0%	0%	0%	0%	0%
Consolidation	3%	0%	1%	0%	0%	0%	0%	0%	9%	0%	0%	0%	1%	0%
Private Education Refi	0%	100%	0%	100%	100%	100%	100%	100%	0%	100%	100%	100%	0%	100%
Direct to Consumer	9%	0%	11%	0%	0%	0%	0%	0%	7%	0%	0%	0%	68%	0%
Career Training	0%	0%	4%	0%	0%	0%	0%	0%	*	0%	0%	0%	1%	0%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
<b>Payment Status</b>														
School, Grace, Deferment	10%	*	6%	*	1%	*	*	*	7%	*	*	*	5%	*
Repayment	88%	100%	92%	97%	95%	96%	97%	100%	89%	100%	100%	100%	89%	100%
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
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%
% Loans with No Cosigner	21%	100%	24%	100%	100%	100%	100%	100%	23%	100%	100%	100%	47%	100%
WA FICO at Origination	735	760	737	763	781	763	764	777	733	774	773	771	660	768
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
WA FICO (Borrower at Rescored)	710	-	709	-	-	-	-	-	710	-	-	-	698	-
WA Gross Borrower Coupon <sup>(1)</sup>	5.18%	4.84%	6.69%	4.75%	5.23%	4.78%	4.82%	3.62%	6.21%	4.08%	4.25%	3.91%	8.41%	3.89%

<sup>(1)</sup> Represents the WA Labor Equivalent Margin for legacy collateral transactions. Assumes Prime / 1 month LIBOR spread of 3.00% for transactions with Prime collateral.  
 \* Represents a percentage greater than 0% but less than 0.5%.

# Navient Private Education Legacy Loan Trusts – Prepayment Analysis

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



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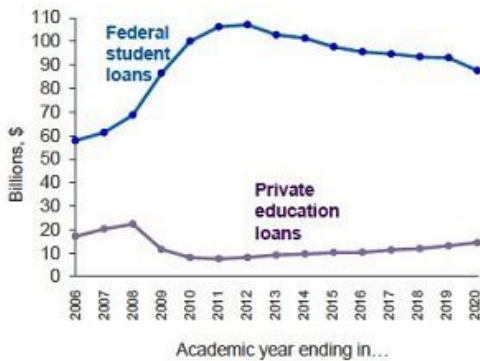
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# Higher Education Industry

# At \$1.6 trillion in student loans, the federal government is the largest non-mortgage consumer lender

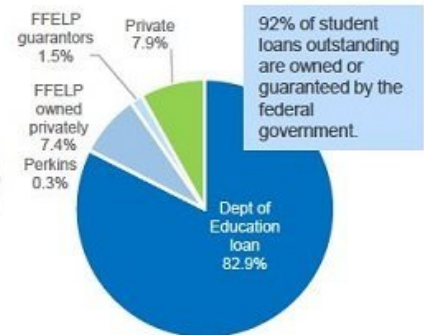
- Federal loan interest rates, limits and terms are set by Congress.
- All federal loans are issued directly by the U.S. Department of Education since 2010 when federally guaranteed loans ended.
- Federal loans have no traditional underwriting, and no truth in lending disclosures.
- In AY 19-20, ED disbursed \$88B in student loans, a decline from peak of \$125B in AY 10-11.
- The number of federal borrowers is up by 52% since 2007.

Total student loan originations, by type



The increasing dominance of federal student loan originations versus private loans reflects the federal government's massive involvement in student loans: it owns or guarantees 92% of the \$1.7 trillion outstanding in student loans.

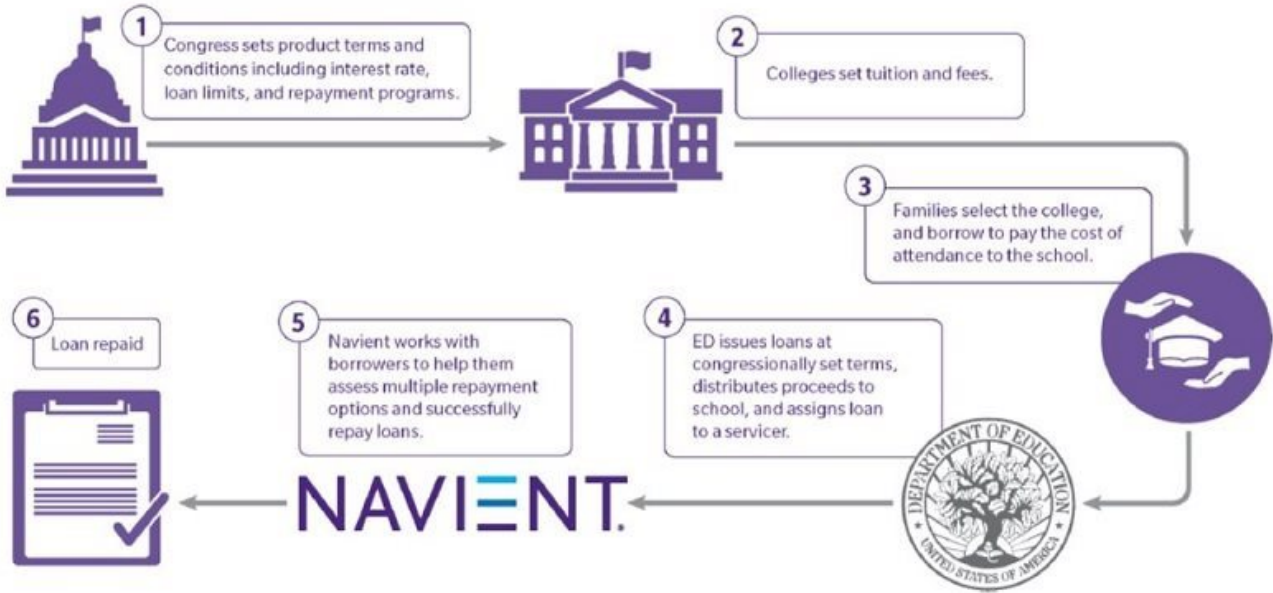
Ownership distribution of student loans



Source: Outstanding data from FSA Data Center, Student Loan Portfolio data for 3rd quarter 2021 (3/31/2021); originations from College Board, "Trends in Student Aid 2020"  
 Note: The \$1.6 trillion in the title refers to the total amount owned or guaranteed by the federal government

# In its role as a federal student loan servicer, Navient helps borrowers successfully repay their loans

Servicers begin helping borrowers navigate repayment after important financial decisions about the total cost and experience of their education have already been made.



## 5 Recommendations to improve student loan program success:

### 1 Provide front-end support to improve decision making.

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

### 2 Improve the college completion rate

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

### 3 Simplify repayment.

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

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

### 4 Help borrowers pay off early.

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

### 5 Encourage borrowers to engage with their loan servicers.

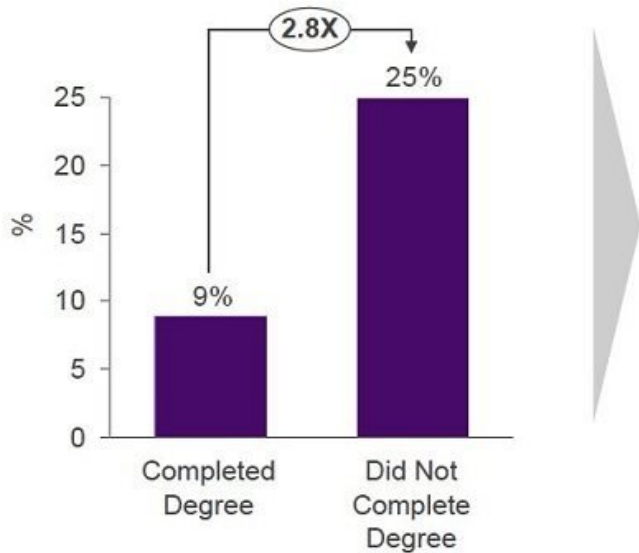
Default is avoidable, but borrower contact is key. As a servicer, we've found that nine times out of 10, when we reach struggling federal loan borrowers we are able to help them avoid default by getting them into a repayment plan that works for them. Contact works; let's encourage it.

[navient.com/views](https://navient.com/views)

# The borrowers who struggle most are often non-completers with less than \$10,000 in debt

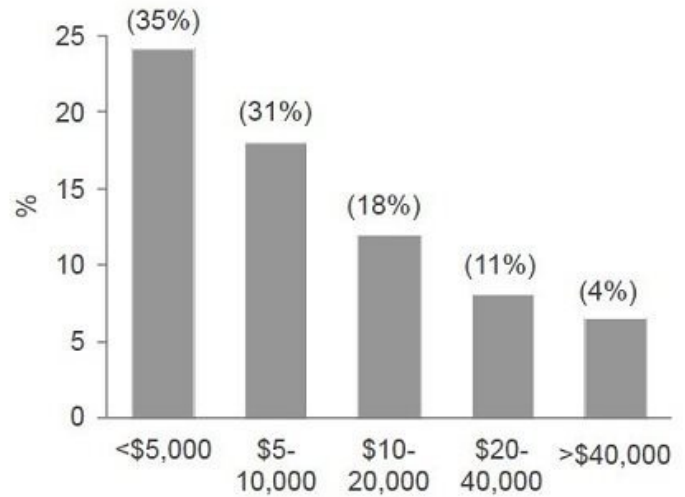
Borrowers who do not complete a degree default at a rate almost three times higher than borrowers who earned a degree ...

Borrowers in default by attainment



... As a result, borrowers who run into trouble repaying usually have below-average amounts of debt.

3-Year Default Rate by loan size and Repayment Cohort (parentheses contain share of all defaults)



Source: President Obama's Council of Economic Advisors, "Investing In Higher Education: Benefits, Challenges, And The State Of Student Debt," July 2016  
 Note: Years are fiscal years. Loan size is based on balance of loan when entering repayment.

# Today's federal repayment options are numerous and complex

## Forbearance

### Discretionary Forbearance

- Hardship Forbearance

### Mandatory Forbearance

- Medical or Dental Internship Residency
  - Department of Defense Student Loan Repayment Programs
  - National Service
  - Active Military State Duty
  - Student Loan Debt Burden
  - Teacher Loan Forgiveness
- ### Mandatory Administrative Forbearance
- Local or National Emergency
  - Military Mobilization
  - Designated Disaster Area
  - Repayment Accommodation
  - Teacher Loan Forgiveness
  - Borrower Defense to Repayment

## Forgiveness

1. Teacher Loan Forgiveness
2. Loan Forgiveness for Service in Areas of National Need
3. Civil Legal Assistance Attorney Student Loan Repayment Program
4. Income Contingent Repayment Plan Forgiveness
5. Income Based Repayment Plan Forgiveness
6. Pay As You Earn Repayment Plan Forgiveness
7. Income Based 2014 Repayment Plan Forgiveness
8. REPAYE Repayment Plan Forgiveness
9. Public Service Loan Forgiveness

### Effective Date Details

- (1) Limited to FFELP borrowers with all new loans made on or after July 1, 1993; All DL are eligible.
- (2) Limited to FFELP borrowers with all loans made on or after July 1, 1987 and prior to July 1, 1993; DL eligible if borrower has FFELP loan made during this period.
- (3) All FFELP and DL loans eligible regardless of disbursement date
- (4) HERA aligned FFELP and DL repayment plans for loans first entering repayment on or after July 1, 2006.
- (5) Pre July 1, 1996, ICR plans, the DL borrower can choose between ICR1 - the Formula Amount, or ICR2 - the Capped Amount.
- (6) The DL borrower can request from 5 alternative repayment plans: Fixed Payment Amount, Fixed Term, Graduated Repayment, Negative Amortization, or Post REPAYE.



## Deferment

1. School (1)
2. School Full-Time (2)
3. School Half-Time (2)
4. Post Enrollment (1)
5. Graduate Fellowship (3)
6. Unemployment Deferment - 2 years (2)
7. Unemployment Deferment - 3 years (1)
8. Economic Hardship (1)
9. Rehabilitation Training Program (3)
10. Military Service (3)
11. Post-Active Duty Student (3)
12. Teacher Shortage(2)
13. Internship/Residency Training (2)
14. Temporary Total Disability (2)
15. Armed Forces or Public Health Services (2)
16. National Oceanic and Atmospheric Administration Corps (2)
17. Peace Corps, ACTION Program, and Tax-Exempt Organization Volunteer (2)
18. Parental Leave (2)
19. Mother Entering/Re-entering Work Force (2)
20. Cancer Treatment Deferment

## Repayment plans

1. DL Standard Pre-HERA
2. FFELP/DL Standard Post-HERA (4)
3. DL Graduated Pre-HERA
4. FFELP/DL Graduated Post -HERA (4)
5. DL Extended Pre-HERA
6. FFELP/DL Extended Post-HERA (4)
7. Income-Sensitive
8. Income-Contingent Ver. 1 (5)
9. Income-Contingent Ver. 2 (5)
10. Income-Contingent Ver. 3
11. Forced Income-Driven
12. Income-Based
13. Pay As You Earn
14. Income-Based 2014
15. Alternative (6)
16. REPAYE

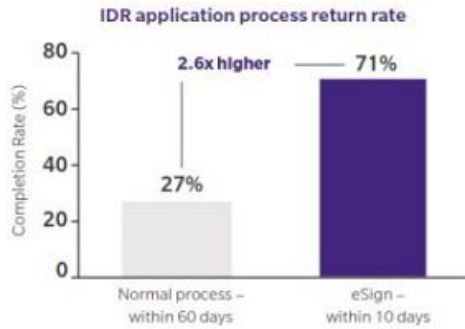


# We've piloted solutions to reduce complexity

## 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. This program is available to assist past-due borrowers across the FFELP and Direct Loan portfolio.

The eSign pilot nearly tripled IDR application return rates



**55%** return the application within a single day.

**71%** of applications completed within 10 days.

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## Repayment Guide for New Graduates

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

**NAVIENT** | Department of Education  
Loan Servicing

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

Not sure? We can help.

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



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

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

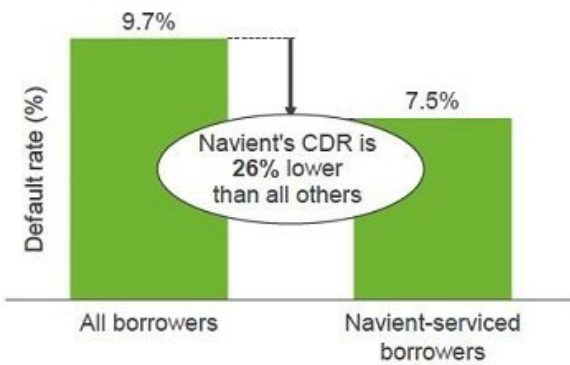
[View your guide today!](#)

Tips and resources

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

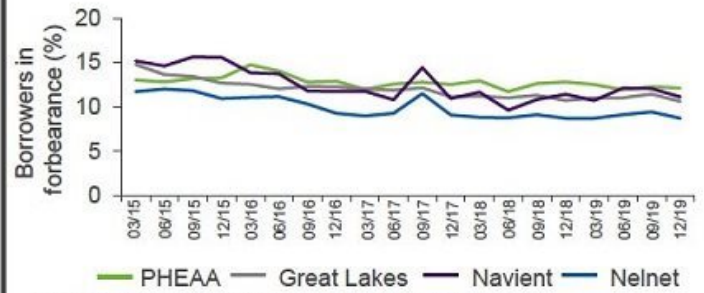
# Navient delivers strong performance for borrowers

Navient-serviced borrowers are 26% less likely to default



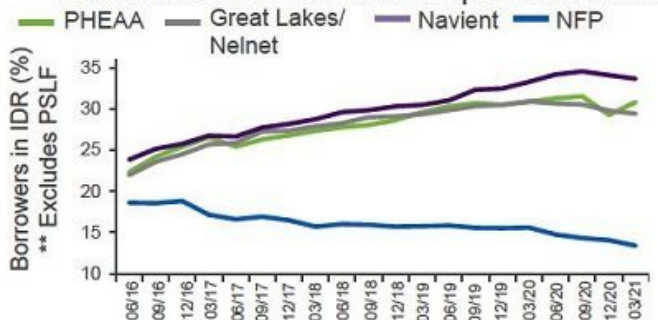
Navient helps borrowers use forbearance responsibly

Pre-COVID forbearance usage is in line with other servicers



Effective March 27, 2020, all ED-owned loans were placed in a COVID-19 disaster forbearance. Note: increase in forbearance usage in Sept 2017 due to disaster relief in Puerto Rico, Florida, and Texas

Navient's IDR enrollment leads comparable servicers



Sources\* FSA data center, Federal Student Loan portfolio, Portfolio by Loan Status; forbearance as a percent of borrowers in repayment, forbearance, and deferment. \*Official Cohort Default Rates for Schools, [Federal Student Aid](#), 10/8/2020; Navient data, Federal Student Aid, "Federal Student Loan Portfolio - FSA Data Center," [U.S. Department of Education](#), as of March 2021, accessed 6/24/2021. \*\*Excludes borrowers enrolled in Public Service Loan Forgiveness which are placed with one servicer. Nelnet services direct student loans under two brands, Nelnet & Great Lakes. \*Including all types of forbearance, including forbearance necessary for IDR enrollment.

Data-driven programs help make contact

**9 times out of 10**

...when we can reach a past-due federal student loan borrower, Navient can help him or her avoid default.




**90%**

of borrowers who default have not responded to Navient outreach during the year of missed payments leading up to default.

# Student Loan Options During the National Emergency: **What You Need to Know**

If you have impacted by COVID, options depend on your loan types. Contact your servicer to discuss what's right for you.

<p><b>Department of Education (Direct) Loans:</b></p> 	<ul style="list-style-type: none"><li>• These loans have been automatically placed into forbearance (payments suspended) through September 2021 and interest rates have been set to 0% according to the terms of the CARES Act and extended through executive order. Your Auto Pay payments were paused automatically.</li><li>• Watch for communications concerning payment resumption in October.</li><li>• Contact Navient to discuss your options if you are not able to resume making payments. If you were in an income-driven repayment plan before this forbearance, your recertification date has been pushed back.</li><li>• October 2021: Payments are due on your normal due date and interest rates return to normal.</li></ul> <p><i>Note: If you are pursuing a loan forgiveness program, you will receive credit during the period of suspension (April 2020 – September 2021) as though you made on-time monthly payments.</i></p>
<p><b>FFELP Loans:</b></p>	<p>Contact Navient to discuss your best option for payment relief. Options include:</p> <ul style="list-style-type: none"><li>• National Emergency Forbearance</li><li>• Income-Driven Repayment (IDR) Plan</li><li>• Unemployment Deferment</li><li>• Loan Consolidation into a Direct Loan</li></ul> <p><i>Note: If you're already in an IDR plan but your income recently changed, you can have your payment recalculated.</i></p>
<p><b>Private Loans:</b></p>	<p>Contact Navient to discuss your best option for payment relief. Options include:</p> <ul style="list-style-type: none"><li>• National Emergency Forbearance</li><li>• Extended Repayment</li><li>• Interest-Only payment</li><li>• Rate Reduction program</li></ul>

**Not sure what type of loan you have?** Login to your account at [Navient.com](https://navient.com) to see your loans at a glance. "Type" is next to the loan column and is either Direct, FFELP, or Private. For "FFELP", click the purple plus sign to check your interest rate. If it's been set to 0%, that loan has the same relief benefits as Direct (Department of Education) loans, otherwise see the FFELP Loan relief options above.



**CONTACT NAVIENT** at **888-272-5543** to discuss your options.

**Keep track of the most up-to-date information at [Navient.com/COVID-19](https://navient.com/COVID-19)**

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# Navient Corporation Appendix

# Operating Results

## “Core Earnings<sup>1</sup>” Basis

Selected Financial Information and Ratios			
(In millions, except per share amounts)	Q2 21	Q1 21	Q2 20
GAAP diluted EPS	\$1.05	\$2.00	\$0.64
Adjusted Core Earnings EPS <sup>1</sup>	\$0.98	\$1.71	\$0.91
Restructuring and regulatory-related expenses	(\$0.04)	(\$0.06)	\$0.01
Reported Core Earnings EPS <sup>1</sup>	<u>\$0.94</u>	<u>\$1.65</u>	<u>\$0.92</u>
Average common stock equivalent	176	185	195
Ending total education loans, net	\$75,275	\$76,615	\$82,383
Average total education loans	\$77,379	\$80,221	\$85,149

- ### 2<sup>nd</sup> Quarter Highlights
- Adjusted Core Earnings<sup>1</sup> per share increased 8% to \$0.98 compared to \$0.91 in the year ago quarter
  - Business Processing revenue increased \$66 million, or 103%, to \$130 million, compared to the year ago quarter
  - Returned \$227 million to shareholders through dividends and share repurchases
  - Adjusted Tangible Equity Ratio rose to 6.3% compared to 3.6% in Q2 2020<sup>1</sup>
    - Pro forma Adjusted Tangible Equity Ratio of 8.0%<sup>1</sup>

<sup>1</sup> Item is a non-GAAP financial measure. See pages 49 - 51 for a description and reconciliation.

# Federal Education Loans Segment

## “Core Earnings” Basis

Selected Financial Information and Ratios			
(\$ In millions)	Q2 21	Q1 21	Q2 20
Segment net interest margin	0.97%	0.97%	1.07%
FFELP Loans:			
Provision for loan losses	\$ -	\$ -	\$3
Charge-offs	\$5	\$6	\$12
Annualized charge-off rate	0.04%	0.06%	0.11%
Greater than 30-days delinquency rate	8.3%	8.3%	8.2%
Greater than 90-days delinquency rate	3.8%	3.5%	3.8%
Forbearance rate	13.9%	15.5%	26.6%
Average FFELP Loans	\$56,649	\$58,078	\$62,141
Operating Expense			
	\$55	\$63	\$70
Net Income			
	\$113	\$112	\$146
Number of accounts serviced for ED (in millions)			
	5.6	5.6	5.6
Total federal loans serviced (in billions)			
	\$283	\$285	\$282
Contingent collections receivables inventory - education loans (billions)			
	\$11.3	\$11.7	\$13.5

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

#### Federal Education

- Q2 21 Net Interest Margin: 97 basis points
- Q2 21 Annualized Charge-off Rate: 4 basis points
- As expected, net interest income decreased \$30 million primarily due to a decrease in annual reset income as a result of the rate reset that occurred on July 1, 2020
  - Net interest margin continued its strong performance, benefitting from favorable interest rate and funding environments
- Delinquency rate rose to 8.3% from 8.2%, as credit begins to normalize
- Annualized charge-off rate declined to 0.04% from 0.11%
- Providing payment relief to borrowers impacted by COVID-19

# Consumer Lending Segment

## “Core Earnings” Basis

Selected Financial Information and Ratios			
(\$ In millions)	Q2 21	Q1 21	Q2 20
Segment net interest margin	2.95%	2.99%	3.20%
Private Education Loans (including Refinance Loans):			
Provision for loan losses	\$(1)	\$(87)	\$41
Charge-offs	\$35	\$35	\$48
Annualized charge-off rate	0.71%	0.68%	0.97%
Greater than 30-days delinquency rate	2.6%	2.3%	2.0%
Greater than 90-days delinquency rate	1.0%	0.9%	1.0%
Forbearance rate	3.0%	3.9%	8.4%
Average Private Education Loans	\$20,730	\$22,143	\$23,008
Operating Expense	\$39	\$41	\$34
Net Income	\$96	\$234	\$87

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

#### Consumer Lending

- Q2 21 Net Interest Margin: 295 basis points
- Q2 21 Annualized Charge-off Rate: 71 basis points
- Originated \$1.3 billion of high-quality private education loans in the quarter, and \$3.0 billion year-to-date
- Credit performance continues to reflect the strength of our portfolio and default mitigation strategy
  - As expected, delinquencies increased to 2.6% from 2.0% as credit trends begin to normalize
  - Annualized charge-off rate declined to 0.71% from 0.97%
- Providing payment relief to borrowers impacted by COVID-19

# Business Processing Segment

## “Core Earnings” Basis

Selected Financial Information and Ratios			
(\$ In millions)	Q2 21	Q1 21	Q2 20
Government Services	\$66	\$63	\$43
Healthcare RCM Services	\$64	\$62	\$21
<b>Total Business Processing Revenue</b>	<b>\$130</b>	<b>\$125</b>	<b>\$64</b>
Operating Expenses	\$92	\$91	\$57
EBITDA <sup>1</sup>	\$40	\$36	\$8
EBITDA Margin <sup>1</sup>	30%	29%	13%
<b>Net Income</b>	<b>\$29</b>	<b>\$26</b>	<b>\$6</b>
Contingent collections receivables inventory (billions)	\$15.5	\$17.9	\$14.5

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

#### Business Processing

- Q2 21 EBITDA Margin <sup>1</sup>: 30%
- Revenue increased \$66 million or 103% compared to a year ago, primarily as a result of revenue earned from new contracts to support states in providing unemployment benefits, contact tracing and vaccine administration services
- EBITDA <sup>1</sup> increased \$32 million or 400% to \$40 million compared to the year ago quarter, continuing to demonstrate the scalability and efficiency of our infrastructure
- Net income increased \$23 million compared to \$6 million in the year ago quarter

<sup>1</sup> Item is a non-GAAP financial measure. See pages 49 - 51 for a description and reconciliation.

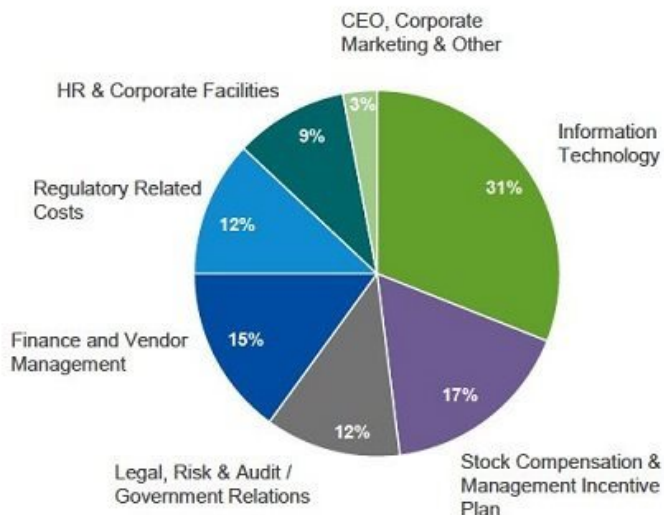




# Other Segment “Core Earnings” Basis

**YTD 2021 Unallocated Shared Services Expenses  
\$131 million**

## Shared Services Overview



Note: totals may not add due to rounding.

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- 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
- More than 400,000 student loan borrowers serviced by Navient pay off their student loans every year

### 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 continues to be 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](https://about.navient.com/Social-Responsibility)

# GAAP Results

(In millions, except per share amounts)	Q2 21	Q1 20	Q2 20
Net income (loss)	\$185	\$370	\$125
Diluted earnings (loss) per common share	\$1.05	\$2.00	\$0.64
Operating expenses	\$252	\$259	\$213
Provision for loan losses	\$(1)	\$(87)	\$44
Average Education Loans	\$77,379	\$80,221	\$85,149

# 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 51 of this presentation and pages 24 - 28 of Navient's second quarter 2021 earnings release.
2. **Core Earnings Return on Equity (CEROE)** – Core Earnings Return on Equity is calculated as Adjusted Core Net income, excluding restructuring and regulatory-related expenses, divided by the quarterly average of GAAP equity for the trailing four quarters. This measure allows management, as well as investors and analysts, to measure the company's use of its equity. The calculation for Q2 2021 is as follows:

Q2 2021	=	$\frac{\text{Adjusted Core Earnings Net income}}{\text{Average Equity}}$	=	$\frac{\$172^{(1)}}{(2,254 + \$2,433 + 2,723 + \$2,701) / 4}$	=	27% <sup>(2)</sup>
YTD 2021	=	$\frac{\text{Adjusted Core Earnings Net income}}{\text{Average Equity}}$	=	$\frac{\$487^{(1)}}{(2,254 + \$2,433 + 2,723 + \$2,701) / 4}$	=	39% <sup>(2)</sup>

3. **Core Earnings Efficiency Ratio** – The Core Earnings Efficiency Ratio measures the company's Core Earnings Expenses, excluding restructuring and regulatory-related expenses, relative to its Adjusted Core Earnings Revenue. This ratio can be calculated by dividing Core Earnings Expenses, excluding restructuring and regulatory-related expenses, by Adjusted Core Earnings Revenue. Adjusted Core Earnings Revenue is derived by adding provision for loan losses, and excluding gains or loss on debt repurchases, to Total Core Earnings Revenue. This is a useful measure to management as we plan and forecast, as it removes variables that cannot be easily predicted in advance. By using this measure, management can make better short-term and long-term decisions related to expense management and allocation. The calculations for Q2 2021 is as follows:

Q2 2021	=	$\frac{\text{Adjusted Core Earnings Expense}}{\text{Adjusted Core Earnings Revenue}}$	=	$\frac{\$244^{(1)}}{\$480}$	=	51%
YTD 2021	=	$\frac{\text{Adjusted Core Earnings Expense}}{\text{Adjusted Core Earnings Revenue}}$	=	$\frac{\$494^{(1)}}{\$1,056}$	=	47%

<sup>1</sup> Excludes \$14 million and \$10 million of net restructuring and regulatory-related expenses in first and second quarter 2021, respectively.

<sup>2</sup> Return on Equity has been annualized.



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# Notes on Non-GAAP Financial Measures

(Dollars in Millions)

4. **Earnings before Interest, Taxes, Depreciation and Amortization Expense ("EBITDA")** – This metric measures the operating performance of the Business Processing segment and is used by management and our equity investors to monitor operating performance and determine the value of those businesses. For further detail and reconciliation, see page 28 of Navient's second quarter 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 27 of Navient's second quarter earnings release.
  - i. **Pro Forma Adjusted Tangible Equity Ratio** – The following provides a pro forma of what the Adjusted Tangible Equity Ratio would be if the cumulative net mark-to-market losses related to derivative accounting under GAAP were excluded. These cumulative losses reverse to \$0 upon the maturity of the individual derivative instruments. As these losses are temporary, we believe this pro forma presentation is a useful basis for management and investors to further analyze the Adjusted Tangible Equity Ratio. For further detail and reconciliation, see page 27 of Navient's second quarter earnings release.

# Differences Between Core Earnings And GAAP

Core Earnings adjustments to GAAP: (Dollars in Millions)	Quarters Ended		
	Jun. 30, 2021	Mar. 31, 2021	Jun. 30, 2020
GAAP net income (loss)	\$185	\$370	\$125
Net impact of derivative accounting	(30)	(91)	59
Net impact of goodwill and acquired intangible assets	5	5	5
Net income tax effect	5	21	(10)
Total Core Earnings adjustments to GAAP	(20)	(65)	54
Core Earnings net income (loss)	\$165	\$305	\$179

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# Investor Relations Website

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

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

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





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