# 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 4, 2014

## Navient Corporation

(Exact name of registrant as specified in its charter)


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 4, 2014, a presentation entitled "2014 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.

## ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.

(d) Exhibits

Number Description
99.1* 2014 3rd Quarter Investor Deck.

* Furnished herewith.


## 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

* Furnished herewith.


## $20143^{\text {rd }}$ Quarter Investor Deck

November 4, 2014

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

The following information is current as of November 4, 2014 (unless otherwise noted) and should be read in connection with the Registration Statement on Form 10, as amended (the "Form 10"), filed by Navient Corporation ("Navient") with the Securities and Exchange Commission (the "SEC") on April 10, 2014 and subsequent reports filed by Navient with the SEC. Definitions for capitalized terms in this presentation not defined herein can be found in the Form 10. This presentation contains forward-looking statements and information based on management's current expectations as of the date of this presentation. Statementsthat are not historical fact, including statements about the beliefs and expectations of Navient 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 Item1A "Risk Factors" and elsewhere in the Form 10, and the subsequent filings of Navient 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 Navient is a party; credit risk associated with exposure to third parties, including counterparties to derivative transactions; 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). Navient could also be affected by, among other things: changes in its funding costs and reductions to its credit ratings or the credit ratings of the United States of America; failures of its operating systems or infrastructure, as well as those of third-party vendors; damage to its reputation; failures to successfully implement costcutting and adverse effects of such initiatives on its business; risks associated with the recently completed separation of Navient from SLM Corporation, including failure to achieve the expected benefits of the separation; changes in law and regulationswith respect to the student lending business and financial institutions generally; increased competition from other loan servicers; the creditworthiness of its customers; changes in the general interest rate environment, including the rate relationships among relevant moneymarket 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 Navient'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 release are qualified by these cautionary statements and are made only as of the date of this release. Navient does not undertake any obligation to update or revise these forward-looking statements to conform the statement to actual results or changes in 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; (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 additionalinformation, see "Core Earnings - Definition and Limitations" in Navient's third quarter earnings release for a further discussion and a complete reconciliationbetween GAAP net income and core earnings.

## Navient Corporation Overview

## NAVIENT

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> - $\quad \$ 30$ Billion Private Education Loan Portfolio |
| 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 |
| Asset Recovery | - Education loans <br> - Government receivables <br> - Taxes <br> - Court/Municipal <br> - Schools | - \$16 Billion of Receivables <br> - Consistent Top Performer on the Department of Education Collections Contract |

## Operating Results "Core Earning" Basis

| (In millions, except per share amounts) | Q3 14 | Q2 14 | Q3 13 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 218$ | $\$ 241$ | $\$ 259$ |
| EPS | $\$ 0.52$ | $\$ 0.56$ | $\$ 0.58$ |
| Operating expenses | $\$ 195$ | $\$ 195$ | $\$ 190$ |
| Provision | $\$ 140$ | $\$ 155$ | $\$ 187$ |
| Average student loans | $\$ 129,915$ | $\$ 131,875$ | $\$ 138,572$ |

## FFELP Loans Segment "Core Earnings" Basis

| (In millions) | Q3 14 | Q2 14 | Q3 13 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 79$ | $\$ 72$ | $\$ 91$ |
| Average FFELP Loans | $\$ 98,736$ | $\$ 100,467$ | $\$ 106,316$ |
| FFELP Loan spread | $1.02 \%$ | $0.98 \%$ | $1.03 \%$ |
| Annualized charge-off rate | $0.08 \%$ | $0.08 \%$ | $0.07 \%$ |
| Greater than 90-day delinquency rate | $7.6 \%$ | $7.0 \%$ | $8.8 \%$ |

- Acquired $\$ 1.8$ billion of FFELP loans year to date


## FFELP Loans Segment Portfolio Characteristics

- Largest holder of FFELP Loans, $\$ 98$ billion portfolio ${ }^{(1)}$
- Portfolio is 97-98\% government guaranteed
- $87 \%$ of portfolio funded to term with securitizations
- Fully integrated servicing and asset recovery support operations


## FFELP Loans Segment

## Credit Quality "Core Earnings" Basis

| (\$'s in millions) | FFELP Education Loan Portfolio |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2014 |  | September 30, 2013 |  |
|  | Balance | \% | Balance | \% |
| Loans in-school/grace/deferment | \$10,868 |  | \$14,484 |  |
| Loans in forbearance | 14,452 |  | 13,004 |  |
| Loans in repayment and percentage of each status |  |  |  |  |
| Loans current | 60,693 | 84.9\% | 63,586 | 82.9\% |
| Loans delinquent 31-60 days | 3,538 | 4.9\% | 3,706 | 4.8\% |
| Loans delinquent 61-90 days | 1,878 | 2.6\% | 2,673 | 3.5\% |
| Loans delinqent greater than 90 days | 5,399 | 7.6\% | 6,751 | 8.8\% |
| Total FFELP Loans in repayment | 71,508 | 100\% | 76,716 | 100\% |
| Total FFELP Loans, gross | \$96,828 |  | \$104,204 |  |
| Percentage of FFELP Loans in repayment |  | 73.9\% |  | 73.6\% |
| Delinquencies as a percentage of FFELP Loans in repayment |  | 15.1\% |  | 17.1\% |
| Loans in forbearance as a percentage of loans in repayment and forbearance |  | 16.8\% |  | 14.5\% |

## Federal Student Loan Market

Outstanding Government Student Loan Market Distribution FFYE 9/30/2013 (\$ in billions)


## Top Holders of FFELP Loans Excluding Navient

| Lender |  |
| :--- | ---: |
|  | \$en Not-For-Profit Holders of FFELP Loans |
| Brazos | $\$ 8.7$ |
| PHEAA | $\$ 7.3$ |
| Access Group | $\$ 4.1$ |
| Northstar | $\$ 3.4$ |
| MOHELA | $\$ 2.9$ |
| EdSouth | $\$ 2.4$ |
| College Foundation | $\$ 2.4$ |
| SC Student Loan | $\$ 2.4$ |
| Edsouth Services | $\$ 1.8$ |
| KHESLC | $\$ 1.3$ |
| Total Not-For-Profit | $\$ 37$ |

Top Ten For-Profit Holders of FFELP Loans

| Lender | $\$$ 's in Billions |
| :--- | ---: |
| Nelnet | $\$ 25.2$ |
| Wells Fargo | $\$ 12.9$ |
| Chase | $\$ 7.5$ |
| PNC | $\$ 6.1$ |
| CLC | $\$ 5.7$ |
| Goal Financial | $\$ 5.6$ |
| SunTrust | $\$ 5.5$ |
| Student Loan Express | $\$ 3.6$ |
| Bank of America | $\$ 3.6$ |
| U.S. Bank | $\$ 3.0$ |
| Total For-Profit | $\$ 79$ |

*Source: Navient 9/30/2013 estimates based on US ED Top 100 Holder 2013 and 2012 report

## Private Education Loans Segment "Core Earnings" Basis

| (\$'s in millions) | $\mathbf{Q 3} 14$ | $\mathbf{Q 2} \mathbf{1 4}$ | $\mathbf{Q 3} \mathbf{1 3}$ |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 98$ | $\$ 86$ | $\$ 75$ |
| Average Private Education Loans | $\$ 31,179$ | $\$ 31,408$ | $\$ 32,256$ |
| Private Education Loan spread | $4.06 \%$ | $4.10 \%$ | $4.12 \%$ |
| Provision for loan losses | $\$ 130$ | $\$ 145$ | $\$ 176$ |
| Charge-offs | $\$ 158$ | $\$ 166$ | $\$ 205$ |
| Annualized charge-off rate | $2.3 \%$ | $2.5 \%$ | $2.9 \%$ |
| Total delinquency rate | $7.9 \%$ | $7.1 \%$ | $9.8 \%$ |
| Greater than 90-day delinquency rate | $3.4 \%$ | $3.2 \%$ | $4.2 \%$ |
| Forbearance rate | $4.4 \%$ | $4.2 \%$ | $3.8 \%$ |

- Acquired $\$ 1.6$ billion of Private Education Loans year to date


## Private Education Loans Segment Portfolio Characteristics

- $\$ 30$ billion portfolio ${ }^{(1)}$
- $24 \%$ of Navient's total student loan portfolio
- Approximately $64 \%$ of portfolio has a cosigner, typically a parent
- Average FICO at origination of 718
- Higher education loans typically non-dischargeable in bankruptcy
- Integrated underwriting, servicing and collections


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

| (\$'s in millions) | Private Education Loan Portfolio |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | September 30, 2014 |  | September 30, 2013 |  |
|  | Balance | \% | Balance | \% |
| Loans in-school/grace/deferment | \$3,436 |  | \$3,850 |  |
| Loans in forbearance | 1,258 |  | 1,103 |  |
| Loans in repayment and percentage of each status |  |  |  |  |
| Loans current | 24,963 | 92.1\% | 25,389 | 90.2\% |
| Loans delinquent 31-60 days | 732 | 2.7\% | 929 | 3.3\% |
| Loans delinquent 61-90 days | 468 | 1.8\% | 627 | 2.3\% |
| Loans delinqent greater than 90 days | 929 | 3.4\% | 1,187 | 4.2\% |
| Total Private Education Loans in repayment | 27,092 | 100\% | 28,132 | 100\% |
| Total Private Education Loans, gross | \$31,786 |  | \$33,085 |  |
| Percentage of Private Education Loans in repayment |  | 85.2\% |  | 85.0\% |
| Delinquencies as a percentage of Private Education |  |  |  |  |
| Loans in repayment |  | $\underline{\underline{7.9 \%}}$ |  | $\underline{\underline{9.8}}$ |
| Loans in forbearance as a percentage of loans in repayment and forbearance |  | 4.4\% |  | 3.8\% |

## Private Education Loans Segment High Quality Portfolio



## Private Education Loans Segment Default Performance


\# Payments Made

- Seasoned portfolio with $91 \%$ of loans having made more than 12 payments
- The probability of default substantially diminishes as the number of payments and years of seasoning increases


## Loan Seasoning - "Core Earnings" Basis

September 30, 2014
Traditional Portfolio

| Loan Status | Monthly Scheduled Payments Due |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37-48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment | \$ |  |  | \$ |  |  | \$ |  |  | \$ | - |  | \$ | - |  | \$ | 3,128 |  |
| Loans in Forbearance |  | 466 | 17.8\% |  | 183 | 5.3\% |  | 157 | 3.8\% |  | 126 | 2.9\% |  | 177 | 1.5\% |  | 1,110 | 4.3\% |
| Loans in Repaymerturrent |  | 1,783 | 67.9\% |  | 2,920 | 85.0\% |  | 3,653 | 88.4\% |  | 3,927 | 91.0\% |  | 10,910 | 94.5\% |  | 23,193 | 89.0\% |
| Loans in RepaymerDeling 31-60 days |  | 131 | 5.0\% |  | 107 | 3.1\% |  | 109 | 2.6\% |  | 95 | 2.2\% |  | 178 | 1.6\% |  | 620 | 2.4\% |
| Loans in Repaymerimeling 61-90 days |  | 90 | 3.4\% |  | 70 | 2.1\% |  | 70 | 1.7\% |  | 58 | 1.3\% |  | 99 | 0.9\% |  | 386 | 1.5\% |
| Loans in Repaymerimelinq 90 + days |  | 155 | 5.9\% |  | 155 | 4.5\% |  | 144 | 3.5\% |  | 111 | 2.6\% |  | 177 | 1.5\% |  | 742 | 2.8\% |
| Total Loans in Repayment or Forbearance | \$ | 2,625 | 100\% | \$ | 3,435 | 100\% | \$ | 4,133 | 100\% | \$ | 4,317 | 100\% | \$ | 11,541 | 100\% | \$ | 26,051 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 5.3\% |  |  | 3.5\% |  |  | 2.0\% |  |  | 1.4\% |  |  | 0.9\% |  |  | 1.9\% |  |

Non-Traditional Portfolio
Monthly Scheduled Payments Due

| Loan Status | Monthly Scheduled Payments Due |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |  | 75 | 21.8\% |  | 24 | 6.7\% |  | 17 | 4.9\% |  | 12 | 3.8\% |  | 20 | 2.2\% |  | 148 | 6.4\% |
| Loans in Repaymerturrent |  | 178 | 51.4\% |  | 253 | 70.7\% |  | 268 | 76.1\% |  | 256 | 80.7\% |  | 815 | 88.0\% |  | 1,770 | 77.0\% |
| Loans in Repaymerimeling 31-60 days |  | 27 | 7.8\% |  | 21 | 5.8\% |  | 20 | 5.5\% |  | 14 | 4.4\% |  | 30 | 3.2\% |  | 112 | 4.9\% |
| Loans in Repaymerimeling 61-90 days |  | 23 | 6.6\% |  | 16 | 4.5\% |  | 13 | 3.8\% |  | 10 | 3.2\% |  | 20 | 2.2\% |  | 82 | 3.6\% |
| Loans in Repaymerimelinq 90 + days |  | 43 | 12.4\% |  | 44 | 12.3\% |  | 34 | 9.7\% |  | 25 | 7.9\% |  | 41 | 4.4\% |  | 187 | 8.1\% |
| Total Loans in Repayment or Forbearance Charge-offs as a \% of loans in repayment | \$ | 346 $15.9 \%$ | 100\% | \$ | 358 $11.6 \%$ | 100\% | \$ | 352 $6.7 \%$ | 100\% | \$ | 317 $5.1 \%$ | 100\% | \$ | 926 $\mathbf{3 . 1 \%}$ | 100\% | \$ | 2,299 | 100\% |
| Charge-offs as a \% of loans in repayment |  |  |  |  |  |  |  | 6.7\% |  |  | 5.1\% |  |  | 3.1\% |  |  |  |  |

Total Managed

| Loan Status | Monthly Scheduled Payments Due |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37-48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment | \$ |  |  | \$ |  |  | \$ |  |  | \$ | - |  | \$ | - |  | \$ | 3,436 |  |
| Loans in Forbearance |  | 542 | 18.2\% |  | 207 | 5.5\% |  | 174 | 3.9\% |  | 138 | 3.0\% |  | 197 | 1.6\% |  | 1,258 | 4.4\% |
| Loans in Repaymerturrent |  | 1,961 | 66.0\% |  | 3,173 | 83.6\% |  | 3,921 | 87.4\% |  | 4,183 | 90.3\% |  | 11,725 | 94.0\% |  | 24,963 | 88.1\% |
| Loans in Repaymerimeling 31-60 days |  | 158 | 5.3\% |  | 128 | 3.4\% |  | 129 | 2.9\% |  | 109 | 2.3\% |  | 208 | 1.7\% |  | 732 | 2.6\% |
| Loans in Repaymeribelinq 61-90 days |  | 112 | 3.8\% |  | 86 | 2.3\% |  | 83 | 1.8\% |  | 68 | 1.5\% |  | 119 | 1.0\% |  | 468 | 1.6\% |
| Loans in RepaymerDelinq 90 + days |  | 198 | 6.7\% |  | 199 | 5.2\% |  | 178 | 4.0\% |  | 136 | 2.9\% |  | 218 | 1.8\% |  | 929 | 3.3\% |
| Total Loans in Repayment or Forbearance | \$ | 2,971 | 100\% | \$ | 3,793 | 100\% | \$ | 4,485 | 100\% | \$ | 4,634 | 100\% | \$ | 12,467 | 100\% | \$ | 28,350 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 6.6\% |  |  | 4.3\% |  |  | 2.4\% |  |  | 1.7\% |  |  | 1.1\% |  |  | 2.3\% |  |

## Loan Seasoning - "Core Earnings" Basis

September 30, 2013
Traditional Portfolio

| Loan Status | Monthly Scheduled Payments Due |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37-48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment | \$ |  |  | \$ |  |  | \$ |  |  | \$ | - |  | \$ | - |  | \$ | 3,446 |  |
| Loans in Forbearance |  | 448 | 12.3\% |  | 165 | 3.7\% |  | 142 | 2.8\% |  | 88 | 2.0\% |  | 123 | 1.3\% |  | 966 | 3.6\% |
| Loans in Repaymerturrent |  | 2,546 | 70.2\% |  | 3,752 | 85.6\% |  | 4,548 | 89.2\% |  | 4,039 | 91.5\% |  | 8,692 | 94.2\% |  | 23,577 | 88.1\% |
| Loans in RepaymerDeling 31-60 days |  | 187 | 5.2\% |  | 154 | 3.5\% |  | 147 | 2.9\% |  | 112 | 2.5\% |  | 177 | 1.9\% |  | 777 | 2.9\% |
| Loans in Repaymerimeling 61-90 days |  | 161 | 4.4\% |  | 105 | 2.4\% |  | 88 | 1.7\% |  | 64 | 1.5\% |  | 88 | 1.0\% |  | 506 | 1.9\% |
| Loans in Repaymerimelinq 90 + days |  | 285 | 7.9\% |  | 209 | 4.8\% |  | 172 | 3.4\% |  | 112 | 2.5\% |  | 145 | 1.6\% |  | 923 | 3.5\% |
| Total Loans in Repayment or Forbearance | \$ | 3,627 | 100\% | \$ | 4,385 | 100\% | \$ | 5,097 | 100\% | \$ | $4,415$ | 100\% | \$ | $9,225$ | 100\% | \$ | 26,749 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 5.0\% |  |  | 2.9\% |  |  | 1.9\% |  |  | 1.4\% |  |  | 1.0\% |  |  | 2.3\% |  |

Non-Traditional Portfolio
Monthly Scheduled Payments Due

|  | Monthly Scheduled Payments Due |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan Status | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37-48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment | \$ | - |  | \$ | - |  | \$ |  |  | \$ | - |  | \$ | - |  | \$ | 404 |  |
| Loans in Forbearance |  | 78 | 14.2\% |  | 21 | 4.9\% |  | 14 | 3.8\% |  | 9 | 2.7\% |  | 15 | 1.9\% |  | 137 | 5.5\% |
| Loans in Repaymerturrent |  | 290 | 52.6\% |  | 290 | 68.2\% |  | 279 | 74.2\% |  | 267 | 79.7\% |  | 686 | 85.9\% |  | 1,812 | 72.9\% |
| Loans in Repaymerifelinq 31-60 days |  | 41 | 7.4\% |  | 31 | 7.3\% |  | 25 | 6.7\% |  | 20 | 6.0\% |  | 35 | 4.4\% |  | 152 | 6.1\% |
| Loans in Repaymerimeling 61-90 days |  | 44 | 8.0\% |  | 25 | 5.9\% |  | 18 | 4.7\% |  | 12 | 3.6\% |  | 22 | 2.7\% |  | 121 | 4.9\% |
| Loans in Repaymerifelinq 90 + days |  | 98 | 17.8\% |  | 58 | 13.7\% |  | 40 | 10.6\% |  | 27 | 8.0\% |  | 41 | 5.1\% |  | 264 | 10.6\% |
| Total Loans in Repayment or Forbearance | \$ | 551 | 100\% | \$ | 425 | 100\% | \$ | 376 | 100\% | \$ | 335 | 100\% | \$ | 799 | 100\% | \$ | 2,486 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 16.4\% |  |  | 12.7\% |  |  | 7.4\% |  |  | 5.4\% |  |  | 3.6\% |  |  | 8.9\% |  |

Total Managed


## Business Services Segment "Core Earnings" Basis

| (In millions) | Q3 14 | Q2 14 | Q3 13 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 85$ | $\$ 130$ | $\$ 127$ |
| Federal Loans serviced (\$'s in billions) | $\$ 277$ | $\$ 272$ | $\$ 262$ |
| Third-Party Loan servicing revenue | $\$ 46$ | $\$ 42$ | $\$ 39$ |
| Asset recovery revenue | $\$ 65$ | $\$ 132$ | $\$ 104$ |
| Department of Education accounts serviced | 6.1 | 5.8 | 5.7 |
| Contingency asset recovery receivables | $\$ 15,988$ | $\$ 16,298$ | $\$ 15,209$ |

- Asset recovery revenue in Q3 14 was reduced by $\$ 39$ million from Q3 13 primarily due to The Bipartisan Budget Act of 2013. The Budget Act reduced the amount paid to guaranty agencies for rehabilitating defaulted FFELP Loans beginning on July 1, 2014


## Business Services Segment Federal Loan Servicing \& Customer Success



## Key Characteristics

- Largest servicer of federal student loans
- Federal loans serviced by Navient have a 40\% better cohort default rate
- Federal borrowers serviced by Navient are less likely to postpone paying their loans by using forbearance
- Every week we help nearly 1,200 borrowers rehabilitate their loans
- Direct Loan borrowers serviced by Navient are more likely to be in income-based repayment plans
- We promote success through more than 50 million communications annually


## Business Services Segment Asset Recovery

Contingency Asset Recovery Receivables


Key Characteristics

- Generated \$308 million of revenue in the first nine months of 2014
- Consistent top performer on the Department of Education collections contract
- Strong compliance infrastructure
- Opportunities to expand market share in student loans and other asset classes


## Funding and Liquidity

## 2014 Capital Markets Summary

- Issued $\$ 4.0$ billion of FFELP ABS
- Closed on an $\$ 8$ billion FFELP ABCP facility
- Refinanced $\$ 1.1$ billion of FFELP reset notes to term
- Issued $\$ 1.8$ billion of Private ABS
- Closed on a $\$ 1$ billion Private ABCP facility
- Issued \$850 million of long-term unsecured debt
- Returned \$621 million to shareholders through share repurchases and dividends ${ }^{(1)}$
- Maintained strong capital position

(1) As of September 30, 2014

## Secured Funding

|  |  | 2014 YTD Issuance |  |
| :--- | :--- | :---: | :--- |
|  | Issuer | Total (\$mm) | Asset Class |
| 1 | Ally | 12,239 | Auto |
| 2 | Ford | 9,381 | Auto |
| 3 | Citigroup | 9,050 | Credit Card |
| 4 | Santander Drive | 6,184 | Auto |
| 5 | Chase | 6,050 | Credit Card |
| 6 | Navient(1) | 5,799 | Student Loan |
| 7 | Discover | 5,050 | Credit Card |
| 8 | Volkswagen | 4,999 | Auto |
| 9 | Toyota | 4,414 | Auto |
| 10 | Capital One | 4,300 | Credit Card |
| 11 | Bank America | 4,100 | Credit Card |
| 12 | AMEX | 3,887 | Credit Card |
| 13 | Hyundai | 3,821 | Auto |
| 14 | Honda | 3,500 | Auto |
| 15 | GE Capital | 3,267 | Equipment |
| 16 | Nelnet | 3,248 | Student Loan |
| 17 | AmeriCredit | 3,150 | Auto |
| 18 | Mercedes-Benz | 3,112 | Auto |
| 19 | CNH | 3,022 | Equipment |
| 20 | CarMax | 2,922 | Auto |

- Navient is among the largest issuers of ABS globally, having issued over $\$ 250$ billion of Private and FFELP ABS transactions to date
- Over $\$ 105$ billion of securitizations on balance sheet
- Additional capacity under FFELP secured facilities is $\$ 11$ billion
- Maximum capacity under Private Education Loan secured facilities is \$1 billion


## Recent FFELP ABS Transactions

|  | NAVSL 2014-2 thru 2014-7 |  | NAVSL 2014-1 |  |  |  | SLM 2014-2 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Priced Settled | August 7, 2014 <br> August 14, 2014 |  | May 20, 2014 <br> May 29, 2014 |  |  |  | March 18, 2014 <br> March 27, 2014 |  |  |  |  |
| Issuance Amount | \$1,264M |  | \$747M |  |  |  | \$992M |  |  |  |  |
| Collateral | US Govt. Guaranteed or Insured FFELP Consolidation loans |  | US Govt. Guaranteed or Insured FFELP Stafford, Plus and Consolidation Loans |  |  |  | US Govt. Guaranteed or Insured FFELP Stafford and Plus Loans |  |  |  |  |
| Prepayment Speed ${ }^{(1)}$ | 4\% Constant Prepayment Rate |  | 6\% CPR Stafford / 4\% CPR Consolidation |  |  |  | 6\% Constant Prepayment Rate |  |  |  |  |
| Tranching | A |  | A-1 <br> A-2 <br> A-3 <br> A-4 <br> B | Rating <br> Aaa <br> Aaa <br> Aaa <br> Aa1 | $\frac{A m t}{}$ $\underbrace{\text { WAL }}$ <br> $\$ 216$ 1.3 <br> $\$ 101$ 3.3 <br> $\$ 350$ 6.8 <br> $\$ 60$ 10.6 <br> $\$ 20$ 10.6 | $\begin{aligned} & \text { Pricing }^{(2)} \\ & \mathrm{L}+25 \\ & \mathrm{~L}+31 \\ & \mathrm{~L}+51 \\ & \mathrm{~L}+75 \\ & \mathrm{~L}+190 \end{aligned}$ | A-1 A-2 A-3 B | Rating <br> Aaa <br> Aaa <br> Aaa <br> Aa1 | $\begin{array}{r} \text { Amt } \\ \$ 268 \\ \$ 191 \\ \$ 506 \\ \$ 27 \end{array}$ | $\begin{aligned} & {\frac{W A L}{}{ }^{(1)}}_{1.3}^{3.3} \\ & 6.8 \\ & 9.1 \end{aligned}$ | $\begin{aligned} & {\frac{\text { Pricing }^{(2)}}{\text { L+25 }}}_{\text {L+35 }} \\ & \text { L+59 } \\ & \text { L+190 } \end{aligned}$ |

(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.

## Recent Private Education Loan ABS Transactions

|  | NAVSL Trust 2014-A |  |  |  |  | NAVSL Trust 2014-CT |  |  |  | SLM Trust 2014-A |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Priced Settled | October 15, 2014 <br> October 23, 2014 |  |  |  |  | July 15, 2014 <br> July 24, 2014 |  |  |  | $\begin{aligned} & \text { February 25, } 2014 \\ & \text { March 6, } 2014 \end{aligned}$ |  |  |  |  |
| Issuance Amount | \$664M |  |  |  |  | \$463M |  |  |  | \$676M |  |  |  |  |
| Collateral | Private Education Loans |  |  |  |  | Private Education Loans |  |  |  | Private Education Loans |  |  |  |  |
| Prepayment Speed ${ }^{(1)}$ | 4\% Constant Prepayment Rate |  |  |  |  | 6\% Constant Prepayment Rate |  |  |  | 4\% Constant Prepayment Rate |  |  |  |  |
| Tranching |  |  |  |  |  | $\begin{aligned} & \mathrm{A}-1 \\ & \mathrm{~B} \end{aligned}$ | Rating A | $\begin{array}{ccc} \frac{\text { Amt }}{} & \frac{\text { WAL }^{(1)}}{}{ }^{\$ 394} & \frac{\text { Pricing }}{2.2} \\ \text { \$ }+79 & 6.6 & \mathrm{~L}+215 \end{array}$ |  | $\begin{aligned} & \text { A-1 } \\ & \text { A-2A } \\ & \text { A-2B } \\ & \text { A-3 } \\ & \text { B } \end{aligned}$ | $\frac{\text { Rating }}{\text { Aaa }}$ Aaa Aaa Aaa A | $\begin{aligned} & \frac{\text { Amt }}{\$ 355} \\ & \$ 77 \\ & \$ 77 \\ & \$ 100 \\ & \$ 67 \end{aligned}$ | WAL $^{(1)}$ 1.8 4.6 4.6 6.4 7.2 | $\begin{aligned} & \frac{\text { Pricing }}{}{ }^{(2)} \\ & \mathrm{L}+60 \\ & \mathrm{~s}+115 \\ & \mathrm{~L}+115 \\ & \text { Not offered } \\ & \mathrm{s}+225 \end{aligned}$ |

(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/aboutlinvestors/debtasset/slmsltrusts/. Actual Estimated based on a variety of assumptions conc
average life may vary significantly from estimates.
(2) Yield on fixed rate A-2 tranches were $2.77 \%$ and $2.59 \%$ for NAVSL 2014-A and SLM 2014-A, respectively. Yield on fixed rate B tranches were $4.65 \%$ and $4.73 \%$ for NAVSL 2014-A and SLM 2014-A, respectively.

## Unsecured Debt

As of September 30, 2014
(par value, $\$$ in billions)


## Education Loan Portfolio Generates Significant Cash Flows

| Projected Life of Loan Cash Flows |  |  |
| :---: | :---: | :---: |
| \$'s in Billions |  |  |
| FFELP Cash Flows | 9/30/14 | 12/31/13 |
| Secured |  |  |
| Residual (including O/C) | \$7.0 | \$7.1 |
| Floor Income | 1.8* | 1.9 |
| Servicing | 3.9 | 4.2 |
| Total Secured | \$12.7 | \$13.2 |
| Unencumbered | 1.9 | 1.3 |
| Total FFELP Cash Flows | \$14.6 | \$14.5 |
| Private Credit Cash Flows |  |  |
| Secured |  |  |
| Residual (including O/C) | \$13.3 | \$12.5 |
| Servicing | 1.3 | 1.4 |
| Total Secured | \$14.5 | \$13.9 |
| Unencumbered | 6.8 | 6.9 |
| Total Private Cash Flows | \$21.4 | \$20.8 |
| Combined Cash Flows before Unsecured Debt | \$36.0 | \$35.3 |

## Key Portfolio Characteristics

- Since $12 / 31 / 13$, we have added $\$ 2.9$ billion of cash flows through new loan acquisitions and improved portfolio performance
- $\$ 36$ billion of estimated future cash flows over $\sim 20$ years
- Highly predictable
- Includes ~\$11 billion of overcollateralization (O/C) to be released from residuals
- Continuing low interest rate environment will increase future floor revenue
- Acquisitions of additional education loan portfolios will increase future cash flows
- Significant pool of cash available for shareholder distributions

| Cash Flow Projection as of 12/31/13 | $\$ 35.3 \mathrm{~B}$ |
| :--- | ---: |
| - Sep YTD 2014 Cash Flows \& Refinancing's | $(2.2) \mathrm{B}$ |
| + Loan Acquisitions, net of Financings | 2.3 B |
| + Additional Floor Income | 0.4 B |
| + Credit Improvement | 0.2 B |
| Total Additions | 2.9 B |

Cash Flow Projection as of 9/30/14

## FFELP Cash Flows Highly Predictable

| as of 9/30/14 | 4Q 2014 | $\underline{2015}$ | $\underline{2016}$ | $\underline{2017}$ | $\underline{2018}$ | $\underline{2019}$ | $\underline{2020}$ | $\underline{2021}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Projected FFELP Average Balance | \$94,471 | \$89,240 | \$80,752 | \$72,614 | \$65,178 | \$57,821 | \$50,777 | \$44,106 |
| Projected Excess Spread | \$223 | \$843 | \$800 | \$712 | \$646 | \$575 | \$501 | \$448 |
| Projected Servicing Revenue | \$178 | \$489 | \$451 | \$413 | \$377 | \$338 | \$297 | \$256 |
| Projected Total Revenue | \$401 | \$1,332 | \$1,251 | \$1,124 | \$1,023 | \$913 | \$798 | \$703 |
|  | $\underline{2022}$ | $\underline{2023}$ | $\underline{2024}$ | 2025 | $\underline{2026}$ | $\underline{2027}$ | 2028 | $\underline{2029+}$ |
| Projected FFELP Average Balance | \$37,831 | \$32,075 | \$26,858 | \$22,649 | \$18,940 | \$15,406 | \$12,060 | \$4,444 |
| Projected Excess Spread | \$403 | \$349 | \$292 | \$242 | \$215 | \$187 | \$156 | \$384 |
| Projected Servicing Revenue | \$216 | \$180 | \$148 | \$124 | \$104 | \$86 | \$68 | \$161 |
| Projected Total Revenue | \$620 | \$530 | \$440 | \$365 | \$319 | \$272 | \$224 | \$545 |

- Total Cash Flows from Projected Excess Spread $=\$ 7.0$ Billion
- Total Cash Flows from Projected Servicing Revenues $=\$ 3.9$ Billion

Assumptions No Floor Income, CPR/CDR = Stafford \& Plus (4.0\%), Consolidation (3.0\%)
No Floor Income, CPR/CDR = Stafford \& Plus (4.0\%), Consolidation (3.0\%) 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 | 3Q14 YTD |  | 2013 |  | 2012 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FFELP |  |  |  |  |  |  |  |  |
| Term Securitized |  |  |  |  |  |  |  |  |
| Servicing (Cash Paid) | \$ | 363 | \$ | 507 | \$ | 526 | \$ | 563 |
| Net Residual* (Excess Distributions) |  | 512 |  | 476 |  | 628 |  | 715 |
| Other Secured FFELP |  |  |  |  |  |  |  |  |
| Net Cash Flow |  | 134 |  | 1,199 |  | 934 |  | 568 |
| Total FFELP | \$ | 1,008 | \$ | 2,182 | \$ | 2,088 | \$ | 1,846 |
| Private Credit |  |  |  |  |  |  |  |  |
| Term Securitized |  |  |  |  |  |  |  |  |
| Servicing (Cash Paid) | \$ | 142 | \$ | 198 | \$ | 181 | \$ | 189 |
| Residual (Excess Distribution) |  | 171 |  | 170 |  | 103 |  | 28 |
| Other Secured Financings |  |  |  |  |  |  |  |  |
| Net Cash Flow |  | 11 |  | 9 |  | 22 |  | 2 |
| Total Private Credit | \$ | 325 | \$ | 377 | \$ | 306 | \$ | 219 |
| Total Proceeds from Residual Sales |  |  | \$ | 589 |  |  |  |  |
| Total FFELP and Private Credit | \$ | 1,333 | \$ | 3,148 | \$ | 2,394 | \$ | 2,065 |
| Average Principal Balances |  | 14 YTD |  | 2013 |  | 2012 |  | 2011 |
| FFELP |  |  |  |  |  |  |  |  |
| Term FFELP | \$ | 89,256 | \$ | 95,055 | \$ | 104,913 | \$ | 109,509 |
| Other Secured FFELP |  | 6,091 |  | 11,085 |  | 22,271 |  | 29,466 |
| Total FFELP | \$ | 95,347 | \$ | 106,140 | \$ | 127,184 | \$ | 138,975 |
| Private Credit |  |  |  |  |  |  |  |  |
| Term Private Credit | \$ | 24,512 | \$ | 26,037 | \$ | 25,111 | \$ | 25,619 |
| Other Secured Financings |  | 1,541 |  | 1,106 |  | 1,875 |  | 233 |
| Total Private Credit | \$ | 26,053 | \$ | 27,143 | \$ | 26,987 | \$ | 25,853 |
| Total FFELP and Private Credit | \$ | 121,400 | \$ | 133,283 | \$ | 154,171 | \$ | 164,828 |

# FFELP ABS <br> Appendix 

## Recent FFELP ABS Issuance Characteristics

## FFELP ABS Transaction Features

- Issue size of \$500M to \$1.5B
- 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 servicer or master servicer


## Collateral Characteristics

- Insurance or guarantee of underlying collateral insulates bondholders from virtually any loss of principal ${ }^{(1)}$
- Typically non-dischargeable in bankruptcy
- Formerly a $20 \%$ risk-weighted asset, now a <10\% risk-weighted under Basel II's IRB methodology
- 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 Payments | Yes | No | No | Yes | No |
| Special Allowance 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 |

${ }^{(1)}$ Aggregate loan limit for a Dependent Undergraduate is $\$ 31,000$
Note: As of July 1, 2011

## Navient Stafford \& PLUS Loan Prepayments

- Annualized CPRs for Stafford/PLUS ABS trusts have decreased significantly as incentives for borrowers to consolidate have declined
- After a temporary increase in mid 2012 due to the Special Direct Consolidation Loan program, CPRs decreased in the fourth quarter of 2012

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' Ioans
- After a temporary increase in mid 2012 due to the Special Direct Consolidation Loan program, CPRs decreased in the fourth quarter of 2012

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 <br> Appendix

## Recent Private Education Loan ABS Issuance Characteristics

## Private Education Loan ABS Transaction Features

- Issue size of \$500M to \$1.5B
- Triple-A rated senior notes, Single-A rated subordinated notes
- 20-30\% 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 servicer or 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
- 70-80\% 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 | \$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 | \$43k avg orig bal, 15-30 year , term depending on balance, immediate repayment | $\$ 9 k$ 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, <br> 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 |
| Current ABS Sec. Criteria | $\begin{aligned} & \text { For-Profit; FICO } \geq 670 \\ & \text { Non-Profit;FICO } \geq 640 \end{aligned}$ | $\begin{aligned} & \text { For-Profit; FICO } \geq 670 \\ & \text { Non-Profit; FICO } \geq 640 \end{aligned}$ | $\mathrm{FICO} \geq 670$ | $\begin{aligned} & \text { For-Profit; FICO } \geq 670 \\ & \text { Non-Profit; FICO } \geq 640 \end{aligned}$ | FICO $\geq 670$ |
| School UW | No | No | No | No | Yes |
| Historical Risk-Based Pricing | $L+2 \%$ to $L+14 \%$ | $\begin{aligned} & P-1.5 \% \text { to } P+7.5 \% \\ & L+0 \% \text { to } L+15 \% \end{aligned}$ | $\begin{aligned} & P+1 \% \text { to } P+6.5 \% \\ & L+6 \% \text { to } L+12 \% \end{aligned}$ | P - 0.5\% to P + 6.5\% | $\begin{aligned} & \mathrm{P}+0 \% \text { to } \mathrm{P}+9 \% \\ & \mathrm{~L}+6.5 \% \text { to } \mathrm{L}+14 \% \end{aligned}$ |
| 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 <br> - Also available on a limited basis to students and parents to fund non-degree granting secondary education, including community college, part time, technical and trade school programs <br> - Both Title IV and non-Title IV schools ${ }^{(1)}$ | - Made to students and parents through college financial aid offices to fund 2year, 4-year and graduate school college tuition, room and board <br> - Signature, Excel, Law, Med and MBA Loan brands <br> - Title IV schools only ${ }^{(1)}$ <br> - Freshmen must have a cosigner with limited exceptions <br> - Co-signer stability test (minimum 3 year repayment history) | - Terms and underwriting criteria similar to -Undergraduate, Graduate, Med/Law/MBA with primary differences being: <br> Marketing channel <br> No school certification <br> Disbursement of <br> proceeds <br> directly to borrower <br> - Title IV schools only ${ }^{(1)}$ <br> - Freshmen must have a cosigner with limited exceptions <br> - Co-signer stability test (minimum 3 year repayment | 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 ${ }^{(1)}$ |

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

## Navient Private Education Trusts

## Summary Information

|  | 2011-2014YTD Issuance Program |  |  |  |  |  |  |  |  |  |  |  | Navient |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 11-A | 11-B | 11-C | 12-A | 12-B | 12-C | 12-D | 12-E | 13-A | 13-B | 13-C | 14-A | 14-CT | 14-A |
| Bond Amount (\$mil) | 562 | 825 | 721 | 547 | 891 | 1,135 | 640 | 976 | 1,108 | 1,135 | 624 | 676 | 463 | 664 |
| Initial AAA Enhancement (\%) | 21\% | 18\% | 24\% | 27\% | 26\% | 25\% | 25\% | 21\% | 26\% | 22\% | 28\% | 24\% | 30\% | 30\% |
| Total Enhancement (\%) | 21\% | 18\% | 24\% | 27\% | 26\% | 25\% | 25\% | 21\% | 15\% | 13\% | 20\% | 15\% | 17\% | 22\% |
| Loan Program (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Signature/Law/MBA/Med | 88\% | 91\% | 71\% | 61\% | 48\% | 43\% | 37\% | 35\% | 26\% | 29\% | 26\% | 19\% | 0\% | 26\% |
| Smart Option | -- | -- | 10\% | 20\% | 30\% | 40\% | 45\% | 48\% | 63\% | 63\% | 64\% | 63\% | 0\% | 50\% |
| Consolidation | 0\% | 0\% | 7\% | 6\% | 9\% | 5\% | 5\% | 5\% | 3\% | 5\% | 0\% | 6\% | 0\% | 9\% |
| Direct to Consumer | 9\% | 6\% | 12\% | 12\% | 12\% | 12\% | 12\% | 12\% | 8\% | 3\% | 10\% | 12\% | 0\% | 15\% |
| Career Training | 3\% | 3\% | 0\% | 1\% | 1\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 100\% | 0\% |
| Total | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% |
| Payment Status (\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| School, Grace, Deferment | 55\% | 55\% | 45\% | 37\% | 38\% | 40\% | 39\% | 44\% | 59\% | 62\% | 63\% | 49\% | 0\% | 46\% |
| Repayment | 43\% | 43\% | 52\% | 60\% | 60\% | 57\% | 59\% | 54\% | 39\% | 36\% | 36\% | 50\% | 99\% | 53\% |
| Forbearance | 2\% | 3\% | 2\% | 2\% | 2\% | 3\% | 2\% | 2\% | 2\% | 2\% | 1\% | 1\% | 1\% | 1\% |
| Wtd Avg Term to Maturity (Mo.) | 192 | 189 | 182 | 171 | 164 | 151 | 144 | 148 | 144 | 146 | 143 | 150 | 104 | 161 |
| \% Loans with Cosigner | 72\% | 75\% | 71\% | 75\% | 77\% | 79\% | 80\% | 80\% | 80\% | 80\% | 81\% | 82\% | 71\% | 79\% |
| \% Loans with No Cosigner | 28\% | 25\% | 29\% | 25\% | 23\% | 21\% | 20\% | 20\% | 20\% | 20\% | 19\% | 18\% | 29\% | 21\% |
| Wtd Avg FICO at Origination | 737 | 736 | 733 | 735 | 736 | 737 | 740 | 733 | 741 | 740 | 740 | 742 | 743 | 739 |
| Wtd Avg Recent FICO at Issuance | 723 | 722 | 720 | 724 | 726 | 728 | 730 | 722 | 733 | 734 | 733 | 741 | 726 | 737 |
| WA FICO (Cosigner at Origination) | 747 | 745 | 744 | 745 | 745 | 745 | 748 | 741 | 751 | 750 | 749 | 750 | 749 | 748 |
| WA FICO (Cosigner at Rescored) | 736 | 731 | 734 | 732 | 734 | 735 | 738 | 728 | 745 | 746 | 745 | 750 | 735 | 746 |
| WA FICO (Borrower at Origination) | 709 | 710 | 704 | 705 | 705 | 707 | 710 | 702 | 703 | 702 | 705 | 707 | 728 | 707 |
| WA FICO (Borrower at Rescored) | 690 | 695 | 688 | 700 | 700 | 702 | 698 | 696 | 683 | 684 | 682 | 701 | 701 | 701 |
| 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\% |

[^0](2) Assumes Prime/LIBOR spread of $3.00 \%$ for all transactions.

## 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 ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Disbursed Principal Entering | Periodic Defaults by Years in Repayment (2),(3) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Repayment Year | Repayment (\$m) | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 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\% | 0.4\% | 0.4\% | 0.3\% | 0.0\% | 10.6\% |
| 2001 | \$187 | 0.0\% | 0.0\% | 0.1\% | 1.1\% | 1.4\% | 0.9\% | 1.8\% | 1.3\% | 2.3\% | 1.8\% | 1.5\% | 0.8\% | 0.6\% | 0.3\% | 0.0\% |  | 13.9\% |
| 2002 | \$386 | 0.0\% | 0.2\% | 0.2\% | 1.2\% | 1.1\% | 1.8\% | 1.6\% | 2.3\% | 1.9\% | 1.3\% | 0.9\% | 0.6\% | 0.5\% | 0.1\% |  |  | 13.9\% |
| 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\% | 0.1\% |  |  |  | 14.6\% |
| 2004 | \$1,132 | 0.0\% | 0.2\% | 0.3\% | 1.9\% | 1.8\% | 3.0\% | 2.9\% | 1.8\% | 1.4\% | 1.1\% | 0.7\% | 0.1\% |  |  |  |  | 15.2\% |
| 2005 | \$1,537 | 0.0\% | 0.0\% | 0.4\% | 2.5\% | 3.7\% | 3.4\% | 2.1\% | 1.6\% | 1.2\% | 0.8\% | 0.1\% |  |  |  |  |  | 15.9\% |
| 2006 | \$2,013 | 0.0\% | 0.1\% | 1.6\% | 3.7\% | 3.7\% | 2.5\% | 1.8\% | 1.4\% | 1.0\% | 0.1\% |  |  |  |  |  |  | 15.9\% |
| 2007 | \$2,451 | 0.0\% | 0.4\% | 3.5\% | 4.6\% | 3.0\% | 2.0\% | 1.7\% | 1.3\% | 0.1\% |  |  |  |  |  |  |  | 16.7\% |
| 2008 | \$2,933 | 0.0\% | 2.3\% | 4.2\% | 3.9\% | 2.6\% | 2.2\% | 1.5\% | 0.2\% |  |  |  |  |  |  |  |  | 16.9\% |
| 2009 | \$3,241 | 0.0\% | 3.4\% | 3.7\% | 3.6\% | 2.6\% | 1.7\% | 0.2\% |  |  |  |  |  |  |  |  |  | 15.2\% |
| 2010 | \$2,769 | 0.0\% | 3.6\% | 3.8\% | 3.5\% | 1.8\% | 0.2\% |  |  |  |  |  |  |  |  |  |  | 13.0\% |
| 2011 | \$1,870 | 0.0\% | 3.0\% | 4.5\% | 2.1\% | 0.3\% |  |  |  |  |  |  |  |  |  |  |  | 9.9\% |
| 2012 | \$1,101 | 0.0\% | 2.9\% | 3.6\% | 0.5\% |  |  |  |  |  |  |  |  |  |  |  |  | 7.0\% |
| 2013 | \$528 | 0.0\% | 2.4\% | 0.6\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 3.0\% |

Note: Data as of 9/30/14.
(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 defaulted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year.

## Cohort Default Triangles



## Cohort Default Triangles



## Cohort Default Triangles

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

|  |  | Disbursed Principal Entering |  |  |  |  |  | eriodic | Defaul | Its by Y | ears in | Repay | ment | (3),(4) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Repayment Year | Repayment (\$m) | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | Total |
|  | 1998 | \$3 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.2\% | 0.0\% | 0.4\% | 0.4\% | 0.9\% | 0.9\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 2.8\% |
|  | 1999 | \$6 | 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\% | 0.0\% | 4.8\% |
|  | 2001 | \$64 | 0.0\% | 0.0\% | 0.0\% | 0.5\% | 0.4\% | 0.4\% | 1.1\% | 0.8\% | 1.0\% | 0.7\% | 0.7\% | 0.7\% | 0.4\% | 0.3\% | 0.0\% |  | 6.9\% |
|  | 2002 | \$137 | 0.0\% | 0.2\% | 0.1\% | 0.5\% | 0.4\% | 0.8\% | 0.6\% | 1.1\% | 0.9\% | 0.6\% | 0.5\% | 0.4\% | 0.3\% | 0.0\% |  |  | 6.4\% |
|  | 2003 | \$248 | 0.0\% | 0.1\% | 0.2\% | 0.4\% | 0.6\% | 0.7\% | 1.2\% | 1.4\% | 0.8\% | 0.7\% | 0.6\% | 0.4\% | 0.0\% |  |  |  | 7.2\% |
|  | 2004 | \$424 | 0.0\% | 0.1\% | 0.1\% | 0.7\% | 0.7\% | 1.4\% | 1.3\% | 0.9\% | 0.8\% | 0.7\% | 0.4\% | 0.1\% |  |  |  |  | 7.3\% |
|  | 2005 | \$574 | 0.0\% | 0.0\% | 0.2\% | 1.0\% | 1.5\% | 1.5\% | 1.1\% | 0.9\% | 0.6\% | 0.5\% | 0.1\% |  |  |  |  |  | 7.4\% |
|  | 2006 | \$761 | 0.0\% | 0.0\% | 0.5\% | 1.4\% | 1.5\% | 1.1\% | 0.8\% | 0.7\% | 0.6\% | 0.1\% |  |  |  |  |  |  | 6.6\% |
|  | 2007 | \$937 | 0.0\% | 0.1\% | 1.2\% | 1.6\% | 1.1\% | 1.0\% | 0.8\% | 0.7\% | 0.1\% |  |  |  |  |  |  |  | 6.5\% |
|  | 2008 | \$1,130 | 0.0\% | 0.7\% | 1.5\% | 1.4\% | 1.0\% | 1.0\% | 0.7\% | 0.1\% |  |  |  |  |  |  |  |  | 6.4\% |
|  | 2009 | \$1,325 | 0.0\% | 1.2\% | 1.4\% | 1.4\% | 1.2\% | 0.8\% | 0.1\% |  |  |  |  |  |  |  |  |  | 6.1\% |
|  | 2010 | \$1,186 | 0.0\% | 1.4\% | 1.5\% | 1.5\% | 1.0\% | 0.1\% |  |  |  |  |  |  |  |  |  |  | 5.6\% |
|  | 2011 | \$831 | 0.0\% | 1.1\% | 1.8\% | 0.9\% | 0.2\% |  |  |  |  |  |  |  |  |  |  |  | 4.0\% |
|  | 2012 | \$506 | 0.0\% | 1.3\% | 1.5\% | 0.2\% |  |  |  |  |  |  |  |  |  |  |  |  | 3.0\% |
|  | 2013 | \$245 | 0.0\% | 1.0\% | 0.3\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 1.3\% |
|  | Undergraduate/Graduate ${ }^{(1)}$ Loans, FICO 700-739(2) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Disbursed Principal Entering Repayment (\$m) | Periodic Defaults by Years in Repayment |  |  |  |  |  |  |  |  |  |  | (3),(4) |  |  |  |  |  |
|  | Repayment Year |  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 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\% | 0.7\% | 0.0\% | 0.0\% | 3.5\% |
|  | 1999 | \$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\% | 0.0\% | 5.1\% |
|  | 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\% | 0.2\% | 0.0\% |  | 11.2\% |
|  | 2002 | \$111 | 0.0\% | 0.1\% | 0.1\% | 1.1\% | 1.0\% | 1.7\% | 1.3\% | 2.2\% | 1.4\% | 1.3\% | 0.8\% | 0.5\% | 0.5\% | 0.1\% |  |  | 12.2\% |
|  | 2003 | \$194 | 0.0\% | 0.2\% | 0.5\% | 0.8\% | 1.5\% | 1.5\% | 2.4\% | 1.9\% | 1.8\% | 1.2\% | 0.7\% | 0.6\% | 0.0\% |  |  |  | 13.1\% |
|  | 2004 | \$321 | 0.0\% | 0.2\% | 0.2\% | 1.7\% | 1.5\% | 2.5\% | 2.9\% | 1.8\% | 1.4\% | 1.0\% | 0.6\% | 0.1\% |  |  |  |  | 14.0\% |
|  | 2005 | \$439 | 0.0\% | 0.0\% | 0.4\% | 2.2\% | 3.3\% | 2.9\% | 2.1\% | 1.4\% | 1.1\% | 0.8\% | 0.1\% |  |  |  |  |  | 14.4\% |
|  | 2006 | \$553 | 0.0\% | 0.1\% | 1.3\% | 3.1\% | 3.4\% | 2.4\% | 1.7\% | 1.2\% | 0.9\% | 0.1\% |  |  |  |  |  |  | 14.2\% |
|  | 2007 | \$659 | 0.0\% | 0.3\% | 2.8\% | 4.1\% | 2.7\% | 1.7\% | 1.6\% | 1.2\% | 0.1\% |  |  |  |  |  |  |  | 14.7\% |
|  | 2008 | \$782 | 0.0\% | 2.0\% | 3.8\% | 3.5\% | 2.4\% | 2.0\% | 1.4\% | 0.2\% |  |  |  |  |  |  |  |  | 15.3\% |
|  | 2009 | \$875 | 0.0\% | 3.0\% | 3.5\% | 3.4\% | 2.5\% | 1.7\% | 0.2\% |  |  |  |  |  |  |  |  |  | 14.4\% |
|  | 2010 | \$731 | 0.0\% | 3.4\% | 3.8\% | 3.4\% | 1.7\% | 0.2\% |  |  |  |  |  |  |  |  |  |  | 12.5\% |
|  | 2011 | \$482 | 0.0\% | 2.8\% | 4.2\% | 2.0\% | 0.3\% |  |  |  |  |  |  |  |  |  |  |  | 9.5\% |
|  | 2012 | \$281 | 0.1\% | 2.7\% | 3.4\% | 0.4\% |  |  |  |  |  |  |  |  |  |  |  |  | 6.6\% |
| Note: Data as of 9/30/14. | 2013 | \$134 | 0.0\% | 1.9\% | 0.6\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 2.6\% |

Note: Data as of 9/30/14.
(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)

|  | Disbursed Principal Entering | Periodic Defaults by Years in Repayment |  |  |  |  |  |  |  |  |  |  | (3),(4) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Repayment Year | Repayment (\$m) | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | , | 10 | 11 | 12 | 13 | 14 | 15 | Total |
| 1998 | \$3 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.6\% | 0.6\% | 0.3\% | 0.5\% | 0.3\% | 2.8\% | 0.0\% | 0.5\% | 0.3\% | 0.1\% | 0.3\% | 6.2\% |
| 1999 | \$7 | 0.0\% | 0.0\% | 0.0\% | 0.5\% | 1.4\% | 0.5\% | 1.3\% | 0.3\% | 0.3\% | 0.1\% | 0.7\% | 0.5\% | 1.3\% | 0.4\% | 0.0\% | 0.4\% | 7.7\% |
| 2000 | \$14 | 0.0\% | 0.0\% | 0.0\% | 0.9\% | 1.4\% | 1.9\% | 0.2\% | 1.0\% | 0.9\% | 1.4\% | 1.4\% | 0.9\% | 0.9\% | 0.4\% | 0.9\% | 0.0\% | 12.2\% |
| 2001 | \$37 | 0.0\% | 0.0\% | 0.1\% | 1.3\% | 2.1\% | 1.5\% | 1.9\% | 1.6\% | 2.7\% | 2.9\% | 2.0\% | 0.8\% | 0.6\% | 0.3\% | 0.0\% |  | 17.8\% |
| 2002 | \$77 | 0.0\% | 0.2\% | 0.3\% | 1.6\% | 1.8\% | 2.4\% | 2.4\% | 2.9\% | 2.7\% | 1.5\% | 1.1\% | 0.7\% | 0.6\% | 0.1\% |  |  | 18.3\% |
| 2003 | \$134 | 0.0\% | 0.1\% | 0.8\% | 1.3\% | 2.8\% | 2.2\% | 3.7\% | 3.3\% | 2.1\% | 1.3\% | 0.7\% | 0.7\% | 0.1\% |  |  |  | 19.1\% |
| 2004 | \$222 | 0.0\% | 0.3\% | 0.5\% | 2.9\% | 2.6\% | 4.3\% | 3.8\% | 2.3\% | 1.7\% | 1.3\% | 0.8\% | 0.1\% |  |  |  |  | 20.5\% |
| 2005 | \$298 | 0.0\% | 0.1\% | 0.7\% | 3.8\% | 5.2\% | 4.9\% | 2.7\% | 1.9\% | 1.5\% | 1.0\% | 0.2\% |  |  |  |  |  | 22.0\% |
| 2006 | \$402 | 0.0\% | 0.2\% | 2.6\% | 5.5\% | 5.5\% | 3.6\% | 2.4\% | 1.9\% | 1.3\% | 0.2\% |  |  |  |  |  |  | 23.2\% |
| 2007 | \$504 | 0.0\% | 0.7\% | 5.6\% | 7.4\% | 4.7\% | 3.0\% | 2.4\% | 1.6\% | 0.1\% |  |  |  |  |  |  |  | 25.6\% |
| 2008 | \$623 | 0.0\% | 3.8\% | 6.9\% | 6.4\% | 3.8\% | 3.1\% | 2.2\% | 0.2\% |  |  |  |  |  |  |  |  | 26.4\% |
| 2009 | \$662 | 0.1\% | 5.7\% | 6.1\% | 6.0\% | 3.9\% | 2.5\% | 0.3\% |  |  |  |  |  |  |  |  |  | 24.7\% |
| 2010 | \$543 | 0.0\% | 6.2\% | 6.2\% | 5.7\% | 2.7\% | 0.3\% |  |  |  |  |  |  |  |  |  |  | 21.2\% |
| 2011 | \$355 | 0.0\% | 5.0\% | 7.8\% | 3.7\% | 0.5\% |  |  |  |  |  |  |  |  |  |  |  | 17.0\% |
| 2012 | \$199 | 0.1\% | 4.8\% | 6.4\% | 0.7\% |  |  |  |  |  |  |  |  |  |  |  |  | 12.0\% |
| 2013 | \$94 | 0.0\% | 4.3\% | 1.1\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 5.4\% |

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

|  |  | Disbursed Principal Entering | Periodic Defaults by Years in Repayment |  |  |  |  |  |  |  |  |  |  | (3),(4) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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\% | 8.6\% |
|  | 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\% | 0.3\% | 0.0\% | 20.8\% |
|  | 2001 | \$32 | 0.0\% | 0.0\% | 0.1\% | 2.3\% | 2.9\% | 2.0\% | 3.4\% | 2.5\% | 5.2\% | 3.8\% | 2.8\% | 1.1\% | 1.0\% | 0.6\% | 0.1\% |  | 27.9\% |
|  | 2002 | \$61 | 0.0\% | 0.2\% | 0.4\% | 2.7\% | 2.3\% | 3.9\% | 3.1\% | 4.6\% | 4.2\% | 2.4\% | 1.8\% | 1.2\% | 1.3\% | 0.1\% |  |  | 28.1\% |
|  | 2003 | \$107 | 0.0\% | 0.3\% | 1.3\% | 2.1\% | 4.1\% | 3.3\% | 5.3\% | 4.6\% | 3.5\% | 2.1\% | 1.4\% | 0.9\% | 0.1\% |  |  |  | 29.1\% |
|  | 2004 | \$165 | 0.0\% | 0.5\% | 0.5\% | 4.4\% | 3.9\% | 6.4\% | 5.7\% | 3.5\% | 2.4\% | 2.0\% | 1.4\% | 0.2\% |  |  |  |  | 31.0\% |
|  | 2005 | \$226 | 0.0\% | 0.1\% | 0.9\% | 5.4\% | 8.2\% | 7.0\% | 3.8\% | 3.3\% | 2.3\% | 1.4\% | 0.2\% |  |  |  |  |  | 32.5\% |
|  | 2006 | \$296 | 0.0\% | 0.2\% | 3.7\% | 8.1\% | 7.8\% | 4.8\% | 3.6\% | 2.9\% | 1.8\% | 0.3\% |  |  |  |  |  |  | 33.2\% |
|  | 2007 | \$351 | 0.0\% | 1.1\% | 8.0\% | 9.8\% | 6.0\% | 4.0\% | 3.4\% | 2.3\% | 0.2\% |  |  |  |  |  |  |  | 34.8\% |
|  | 2008 | \$398 | 0.0\% | 5.4\% | 8.5\% | 8.1\% | 5.2\% | 4.2\% | 2.8\% | 0.3\% |  |  |  |  |  |  |  |  | 34.7\% |
|  | 2009 | \$378 | 0.0\% | 8.2\% | 8.0\% | 7.3\% | 4.9\% | 3.4\% | 0.3\% |  |  |  |  |  |  |  |  |  | 32.1\% |
|  | 2010 | \$310 | 0.0\% | 8.0\% | 8.4\% | 7.8\% | 3.5\% | 0.5\% |  |  |  |  |  |  |  |  |  |  | 28.2\% |
|  | 2011 | \$202 | 0.0\% | 7.7\% | 10.2\% | 4.6\% | 0.5\% |  |  |  |  |  |  |  |  |  |  |  | 23.1\% |
|  | 2012 | \$114 | 0.0\% | 7.5\% | 8.8\% | 1.0\% |  |  |  |  |  |  |  |  |  |  |  |  | 17.4\% |
| Note: Data as of 9/30/14. | 2013 | \$54 | 0.0\% | 6.2\% | 1.1\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 7.3\% |

(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 Without Co-signer |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Disbursed Principa Entering Repayment (\$m) | Periodic Defaults by Years in Repayment |  |  |  |  |  |  |  | (1),(2) |  |  |
| Repayment Year |  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | Total |
| 2006 | \$125 | 0.0\% | 0.4\% | 0.9\% | 1.5\% | 1.7\% | 1.5\% | 1.0\% | 1.1\% | 1.0\% | 0.0\% | 9.2\% |
| 2007 | \$295 | 0.0\% | 0.0\% | 0.9\% | 1.0\% | 1.3\% | 1.0\% | 1.0\% | 0.8\% | 0.2\% |  | 6.1\% |
| 2008 | \$133 | 0.0\% | 0.2\% | 1.7\% | 2.1\% | 1.8\% | 1.7\% | 1.9\% | 0.6\% |  |  | 9.9\% |

Note: Data as of 9/30/14.
(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 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 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\% | 0.0\% | 0.9\% |
| 2005 | \$65 | 0.0\% | 0.1\% | 0.8\% | 0.7\% | 1.4\% | 2.1\% | 1.2\% | 0.9\% | 0.8\% | 1.0\% | 0.0\% |  | 9.1\% |
| 2006 | \$139 | 0.0\% | 0.7\% | 1.8\% | 4.4\% | 4.8\% | 2.4\% | 2.0\% | 2.0\% | 1.2\% | 0.2\% |  |  | 19.4\% |
| 2007 | \$245 | 0.0\% | 0.6\% | 4.7\% | 6.2\% | 4.2\% | 2.7\% | 2.6\% | 1.9\% | 0.2\% |  |  |  | 23.0\% |
| 2008 | \$369 | 0.0\% | 2.9\% | 5.8\% | 4.9\% | 3.6\% | 2.9\% | 2.2\% | 0.3\% |  |  |  |  | 22.6\% |
| 2009 | \$396 | 0.0\% | 3.7\% | 4.1\% | 4.0\% | 3.1\% | 2.4\% | 0.3\% |  |  |  |  |  | 17.6\% |
| 2010 | \$314 | 0.0\% | 3.6\% | 4.1\% | 4.6\% | 2.8\% | 0.6\% |  |  |  |  |  |  | 15.7\% |
| 2011 | \$192 | 0.1\% | 3.7\% | 5.2\% | 3.4\% | 0.7\% |  |  |  |  |  |  |  | 13.1\% |
| 2012 | \$104 | 0.0\% | 3.2\% | 5.3\% | 1.4\% |  |  |  |  |  |  |  |  | 9.9\% |
| 2013 | \$23 | 0.0\% | 1.2\% | 0.9\% |  |  |  |  |  |  |  |  |  | 2.1\% |

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

Disbursed Principal
Entering
Periodic Defaults by Years in Repayment ${ }^{(2),(3)}$

|  | Repayment Year | Repayment (\$m) | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Note: Data as of 9/30/14.
(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) | 0 | Periodic Defaults by Years in Repayment (2),(3) |  |  |  |  |  |  |  |  |  |  |  |  |
| Repayment Year |  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | Total |
| 2003 | \$291 | 0.0\% | 0.4\% | 1.4\% | 1.6\% | 1.8\% | 1.4\% | 1.3\% | 1.0\% | 0.8\% | 0.5\% | 0.4\% | 0.3\% | 0.1\% | 11.0\% |
| 2004 | \$382 | 0.0\% | 0.4\% | 1.5\% | 2.3\% | 1.7\% | 1.8\% | 1.7\% | 1.1\% | 0.8\% | 0.5\% | 0.3\% | 0.1\% |  | 12.3\% |
| 2005 | \$513 | 0.0\% | 0.3\% | 2.2\% | 2.2\% | 2.5\% | 2.1\% | 1.5\% | 1.0\% | 0.8\% | 0.6\% | 0.1\% |  |  | 13.2\% |
| 2006 | \$630 | 0.0\% | 0.4\% | 2.5\% | 3.5\% | 3.2\% | 2.2\% | 1.5\% | 1.0\% | 0.8\% | 0.1\% |  |  |  | 15.3\% |
| 2007 | \$672 | 0.0\% | 0.5\% | 3.5\% | 3.9\% | 2.9\% | 1.8\% | 1.2\% | 1.0\% | 0.2\% |  |  |  |  | 15.1\% |
| 2008 | \$581 | 0.0\% | 0.6\% | 4.3\% | 3.6\% | 2.2\% | 1.5\% | 1.2\% | 0.3\% |  |  |  |  |  | 13.6\% |
| 2009 | \$169 | 0.0\% | 0.2\% | 2.1\% | 2.1\% | 1.5\% | 1.1\% | 0.3\% |  |  |  |  |  |  | 7.3\% |
| 2010 | \$19 | 0.0\% | 0.6\% | 1.2\% | 1.0\% | 0.5\% | 0.3\% |  |  |  |  |  |  |  | 3.5\% |

Note: Data as of 9/30/14.
(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.

Navient Corporation Appendix

## GAAP Results

| (In millions, except per share amounts) | Q3 14 | Q2 14 | Q3 13 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 359$ | $\$ 307$ | $\$ 260$ |
| EPS | $\$ 0.85$ | $\$ 0.71$ | $\$ 0.57$ |
| Operating expenses | $\$ 195$ | $\$ 211$ | $\$ 257$ |
| Provision | $\$ 140$ | $\$ 165$ | $\$ 207$ |
| Average Student Loans | $\$ 129,915$ | $\$ 134,737$ | $\$ 145,585$ |

## Differences between "Core Earnings" and GAAP

Quarter ended September 30, 2014 (\$ in millions)

| "Core Earnings" adjustments to GAAP: |
| :--- |
| GAAP net income |
| Net impact of SLM BankCo <br> Net impact of derivative accounting <br> Net impact of goodwill and acquired intangible assets <br> Net income tax effect <br> Total "Core Earnings" adjustments to GAAP <br> "Core Earnings" net income |
| 14 |

## Investor Relations Website

## https://www.navient.com/about/investors/

- 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
- 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]:    (1) Smart Option loans subject to interim interest only and $\$ 25$ fixed monthly payments are classified as in Repayment.

