# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION 

WASHINGTON, D.C. 20549

## FORM 8-K

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## CURRENT REPORT

Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): August 4, 2015

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 August 4, 2015, a presentation entitled "2015 2nd Quarter Investor Deck" was made available on the Company’s website at https://www.navient.com/about/investors/webcasts/. In addition, the presentation is being furnished herewith as Exhibit 99.1

The information contained in, or incorporated into, this Item 7.01, including Exhibit 99.1 attached hereto, is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.

## ITEM 9.01 Financial Statements and Exhibits.

(d) Exhibits
99.1* 2015 2nd Quarter Investor Deck.

* Furnished herewith.

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

## NAVIENT CORPORATION

Mark L. Heleen
Executive Vice President, Chief Legal Officer and Secretary

## Exhibit Number <br> Description <br> 99.1* <br> $20152^{\text {nd }}$ Quarter Investor Deck.

* Furnished herewith.


# $20152^{\text {nd }}$ Quarter Investor Deck 

August 4, 2015

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

The following information is current as of August 4, 2015 (unless otherwise noted) and should be read in connection with Navient Corporation's (Navient) Annual Report on Form 10-K or the year ended December 31, 2014 (the "2014 Form 10-K"), filed by Navient with the Securities and Exchange Commission (the "SEC") on February 27,2015 and subsequen reports filed by Navient with the SEC. Definitions for capitalized terms in this presentation not defined herein can be found in the company's 2014 Form 10-K. This presentation contains forward-looking statements and information based on management's current expectations as of the date of this presentation. Statements that are not historical facts, including statements about the company's beliefs, opinions or expectations and statements that assume or are dependent upon future events, are forward-looking statements. Forward-looking statements are subject to risks, uncertainties, assumptions and other factors that may cause actual results to be materially different from those reflected in such forward-looking statements. These factors include, among others, the risks and uncertainties set forth in Item 1A "Risk Factors" and elsewhere in Navient's 2014 Form 10-K and subsequent filings with the SEC; increases in financing costs; limits on liquidity; increases in costs associated with compliance with laws and regulations; changes in accounting standards and the impact of related changes in significant accounting estimates; any adverse outcomes in any significant litigation to which the company is a party; credit risk associated with the company's exposure to third parties, including counterparties to the company's derivative transactions; risks inherent in the government contracting environment, including the possible loss of government contracts and potential civil and criminal penalties as a result of governmental investigations or audits; and changes in the terms of student loans and the educational credit marketplace (including changes resulting from new laws and the implementation of existing laws). The company could also be affected by, among other things: changes in its funding costs and availability; reductions to its credit ratings or the credit ratings of the United States of America; failures of its operating systems or infrastructure, or those of thirdparty vendors; risks related to cybersecurity including the potential disruption of its systems or potential disclosure of confidential customer information; damage to its reputation; failures to successfully implement cost-cutting initiatives and adverse effects of such initiatives on its business; failures or delays in the planned conversion to its servicing platform of the recently acquired Wells Fargo portfolio of Federal Family Education Loan Program ("FFELP") loans or any other FFELP or Private Education Loan portfolio acquisitions; risks associated with restructuring initiatives; risks associated with the April 30, 2014 separation of Navient and SLM Corporation into two distinct, publicly traded companies, including failure to achieve the expected benefits of the separation; changes in the demand for educational financing or in financing preferences of lenders, educational institutions, students and their families; changes in law and regulations with respect to the student lending business and financial institutions generally; increased competition including from banks, other consumer lenders and other loan servicers; the creditworthiness of its customers; changes in the general interest rate environment, including the rate relationships among relevant money-market instruments and those of its earning assets vs. its funding arrangements; changes in general economic conditions; the company's ability to successfully effectuate any acquisitions and other strategic initiatives; and changes in the demand for debt management services.

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

Navient reports financial results on a GAAP basis and also provides certain non-GAAP core earnings performance measures. When compared to GAAP results, core earnings exclude the impact of: (1) the financial results of the consumer banking business for historical periods prior to the April 30,2014 spin-off as well as related restructuring and reorganization expenses incurred in connection with the spin-off, including the restructuring initiated in the second quarter of 2015; (2) unrealized, mark-to-market gains/losses on derivatives; and (3) goodwill and acquired intangible asset amortization and impairment. Navient provides core earnings measures because this is what management uses when making management decisions regarding Navient's performance and the allocation of corporate resources. Navient core earnings is not a defined term within GAAP and may not be comparable to similarly titled measures reported by other companies. For additional information, see "Core Earnings - Definition and Limitations" in Navient's second quarter earnings release for a further discussion and a complete reconciliation between GAAP net income and core earnings.

# Navient Corporation <br> Overview 

## NAVI=NT

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

|  | Key Businesses | Highlights |
| :---: | :---: | :---: |
| Asset Management | - FFELP Loan Portfolio <br> - Private Education Loan Portfolio | - $\$ 100$ Billion FFELP Portfolio <br> - $\$ 28$ 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 | - $\$ 20$ Billion of Receivables <br> - Over 1,800 clients |

## Operating Results

 "Core Earnings" Basis| (In millions, except per share amounts) | Q2 15 | Q1 15 | Q2 14 |
| :--- | :---: | :---: | :---: |
| Reported Core EPS | $\$ 0.40$ | $\mathbf{\$ 0 . 4 8}$ | $\$ 0.56$ |
| Operating expenses | $\$ 225$ | $\$ 230$ | $\$ 195$ |
| Net income | $\$ 154$ | $\$ 194$ | $\$ 241$ |
| Provision | $\$ 198$ | $\$ 125$ | $\$ 155$ |
| Average student loans | $\$ 130,512$ | $\$ 133,722$ | $\$ 131,875$ |

## Student Loan Market

## Estimated Outstanding Student Loan Market Distribution

 \$1.2 Trillion as of FFYE 9/30/2014 (\$ in billions)

## High Quality Education Loan Portfolio

## FFELP Portfolio

- Largest holder of FFELP loans
- 97-98\% of portfolio is government guaranteed
- $80 \%$ of portfolio funded to term with securitizations
- Fully integrated servicing and asset recovery support operations


## Private Education Portfolio

- Largest holder of Private Education loans
- Seasoned portfolio with $93 \%$ of loans in repayment status having made more than 12 payments
- Typically non-dischargeable in bankruptcy

Total Education Loans: \$128bn

| FFELP Portfolio Statistics |  |
| :--- | :---: |
| Balance (\$bn, net of allowance) | $\mathbf{\$ 1 0 0}$ |
| \% Consolidation Loans | $61 \%$ |
| \% Stafford \& Other | $39 \%$ |
| $90+$ Day Delinquent | $8.4 \%$ |

Note: Financial data as of 6/30/2015

## FFELP Loans Segment "Core Earnings" Basis

| (In millions) | Q2 15 | Q1 15 | Q2 14 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 93$ | $\$ 85$ | $\$ 72$ |
| Average FFELP Loans | $\$ 101,305$ | $\$ 103,617$ | $\$ 100,467$ |
| FFELP Loan spread | $0.91 \%$ | $0.96 \%$ | $0.98 \%$ |
| Net interest margin | $0.81 \%$ | $0.88 \%$ | $0.89 \%$ |
| Annualized charge-off rate | $0.05 \%$ | $0.03 \%$ | $0.08 \%$ |
| Greater than 90-day delinquency rate | $8.4 \%$ | $8.4 \%$ | $7.0 \%$ |

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

| (\$'s in millions) | FFELP Education Loan Portfolio |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2015 |  | June 30, 2014 |  |
|  | Balance | \% | Balance | \% |
| Loans in-school/grace/deferment | \$9,760 |  | \$11,794 |  |
| Loans in forbearance | 14,203 |  | 14,929 |  |
| Loans in repayment and percentage of each status |  |  |  |  |
| Loans current | 63,363 | 84.2\% | 61,438 | 85.2\% |
| Loans delinquent 31-60 days | 3,367 | 4.5\% | 3,531 | 4.9\% |
| Loans delinquent 61-90 days | 2,186 | 2.9\% | 2,112 | 2.9\% |
| Loans delinqent greater than 90 days | 6,328 | 8.4\% | 5,033 | 7.0\% |
| Total FFELP Loans in repayment | 75,244 | 100\% | 72,114 | 100\% |
| Total FFELP Loans, gross | \$99,207 |  | \$98,837 |  |
| Percentage of FFELP Loans in repayment |  | 75.8\% |  | 73.0\% |
| Delinquencies as a percentage of FFELP Loans in repayment |  | 15.8\% |  | 14.8\% |
| Loans in forbearance as a percentage of loans in repayment and forbearance |  | 15.9\% |  | 17.2\% |

## Private Education Loans Segment "Core Earnings" Basis

| (In millions, except FICO score) | Q2 15 | Q1 15 | Q2 14 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 22$ | $\$ 77$ | $\$ 86$ |
| Average Private EducationLoans | $\$ 29,207$ | $\$ 30,105$ | $\$ 31,408$ |
| Private Education Loanspread | $3.66 \%$ | $3.87 \%$ | $4.10 \%$ |
| Net interest margin | $3.55 \%$ | $3.74 \%$ | $4.00 \%$ |
| Provision for loan losses | $\$ 191$ | $\$ 120$ | $\$ 145$ |
| Charge-offs ${ }^{1}$ | $\$ 179$ | $\$ 190$ | $\$ 166$ |
| Charge-off rate ${ }^{1}$ | $2.7 \%$ | $2.9 \%$ | $2.5 \%$ |
| Total delinquency rate | $6.8 \%$ | $6.9 \%$ | $7.1 \%$ |
| Greater than 90-day delinquency rate | $3.3 \%$ | $3.6 \%$ | $3.2 \%$ |
| Forbearance rate | $3.7 \%$ | $3.8 \%$ | $4.2 \%$ |

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

(\$'s in millions)

Loans in-school/grace/deferment
Loans in forbearance
Loans in repayment and percentage of each status Loans current
Loans delinquent 31-60 days
Loans delinquent 61-90 days
Loans delinqent greater than 90 days
Total Private Education Loans in repayment Total Private Education Loans, gross

Percentage of Private Education Loans in repayment
Delinquencies as a percentage of Private Education Loans in repayment

Loans in forbearance as a percentage of loans in repayment and forbearance

Private Education Loan Portfolio

| June 30, 2015 |  | June 30, 2014 |  |
| :---: | :---: | :---: | :---: |
| Balance | \% | Balance | \% |
| \$2,439 |  | \$3,375 |  |
| 998 |  | 1,201 |  |
| 24,100 | 93.2\% | 25,202 | 92.9\% |
| 544 | 2.1\% | 670 | 2.5\% |
| 369 | 1.4\% | 391 | 1.4\% |
| 852 | 3.3\% | 873 | 3.2\% |
| 25,865 | 100\% | 27,136 | 100\% |
| \$29,302 |  | \$31,712 |  |

## Private Education Loans Segment High Quality Portfolio

## Private Education Loan \% of Portfolio Outstanding by Segment

Private Education Loan Charge-Off ${ }^{1}$ Rate by Segment


- Low Risk Moderate Risk Elevated Risk


Low Risk = Smart Option, Legacy Traditional Cosigned, and Law/MBA/MED/CT/Other
Moderate Risk $=$ Legacy Traditional Non-Cosigned
Elevated Risk = Non-Traditional
1 In the second quarter of 2015 , the portion of the loan amount charged off at default increased from 73 percent to 79 percent. This change resulted in a $\$ 330$ million reduction to the balance of the receivable for partially charged-offloans
which is not included in the charge-off disclosures above.

## Private Education Loans Segment High Quality Portfolio



Low Risk = Smart Option, Legacy Traditional Cosigned, and Law/MBA/MED/CT/Other Moderate Risk = Legacy Traditional Non-Cosigned Elevated Risk = Non-Traditional

## Private Education Loan Portfolio

- Seasoned portfolio with 93\% of loans in repayment status having made more than 12 payments
- Non-traditional loans declined to 8\% of total portfolio
- Expected annualized charge-offs to range between $2.2 \%$ and $2.4 \%$ for the second half of 2015


## Private Education Loans Segment Default Performance

## Historical Defaults by Payments Made



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


## Loan Seasoning - "Core Earnings" Basis

## June 30, 2015

Traditional Portfolio
Monthly Scheduled Payments Received

|  | Monthly Scheduled Payment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan Status | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37-48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 2,218 |  |
| Loans in Forbearance |  | 332 | 17.3\% |  | 131 | 5.6\% |  | 122 | 3.5\% |  | 108 | 2.9\% |  | 187 | 1.4\% |  | 880 | 3.6\% |
| Loans in Repaymencurrent |  | 1,277 | 66.3\% |  | 1,968 | 83.8\% |  | 3,144 | 89.2\% |  | 3,471 | 91.3\% |  | 12,510 | 95.4\% |  | 22,370 | 90.5\% |
| Loans in Repaymenielinq31-60 days |  | 79 | 4.1\% |  | 70 | 3.0\% |  | 82 | 2.3\% |  | 74 | 1.9\% |  | 158 | 1.2\% |  | 463 | 1.9\% |
| Loans in Repaymentielinq61-90 days |  | 66 | 3.4\% |  | 51 | 2.2\% |  | 54 | 1.5\% |  | 49 | 1.3\% |  | 87 | 0.7\% |  | 307 | 1.2\% |
| Loans in Repaymenlieling 90 + days |  | 171 | 8.9\% |  | 127 | 5.4\% |  | 124 | 3.5\% |  | 98 | 2.6\% |  | 168 | 1.3\% |  | 688 | 2.8\% |
| Total Loans in Repayment or Forbearance | \$ | 1,925 | 100\% | \$ | 2,347 | 100\% | \$ | 3,526 | 100\% | \$ | $3,800$ | 100\% | \$ | 13,110 | 100\% | \$ | 24,708 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 12.3\% |  |  | 4.7\% |  |  | $2.5 \%$ |  |  | 1.8\% |  |  | 0.9\% |  |  | $2.4 \%$ |  |

Non-Traditional Portfolio
Monthly Scheduled Payments Received

| Monthly Scheduled Payments Received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loan Status | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37-48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 221 |  |
| Loans in Forbearance |  | 55 | 20.1\% |  | 19 | 7.0\% |  | 14 | 4.3\% |  | 11 | 3.5\% |  | 19 | 1.9\% |  | 118 | 5.4\% |
| Loans in RepaymenCurrent |  | 141 | 51.5\% |  | 190 | 70.4\% |  | 258 | 79.4\% |  | 250 | 83.1\% |  | 891 | 90.5\% |  | 1,730 | 80.3\% |
| Loans in Repaymenteelinq31-60 days |  | 16 | 5.9\% |  | 14 | 5.4\% |  | 14 | 4.3\% |  | 12 | 4.0\% |  | 25 | 2.6\% |  | 81 | 3.8\% |
| Loans in Repaymentielinq61-90 days |  | 15 | 5.3\% |  | 12 | 4.4\% |  | 11 | 3.5\% |  | 8 | 2.6\% |  | 16 | 1.6\% |  | 62 | 2.9\% |
| Loans in Repaymentiling90 + days |  | 47 | 17.2\% |  | 35 | 12.8\% |  | 28 | 8.5\% |  | 20 | 6.8\% |  | 34 | 3.4\% |  | 164 | 7.6\% |
| Total Loans in Repayment or Forbearance | \$ | 274 | 100\% | \$ | 270 | 100\% | \$ | 325 | 100\% | \$ | 301 | 100\% | \$ | 985 | 100\% | \$ | 2,155 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 24.4\% |  |  | 9.9\% |  |  | 6.3\% |  |  | 5.1\% |  |  | 2.7\% |  |  | 6.9\% |  |

Total

${ }^{1}$ In the second quarter of 2015, the portion of the loan amount charged off at default increased from 73 percent to 79 percent. This change resulted in a $\$ 330$ million reduction to the balance of the receivable for partially charged-off

## Loan Seasoning - "Core Earnings" Basis

June 30, 2014
Traditional Portfolio

| Loan Status | Monthly Scheduled Payments Received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37-48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 3,036 |  |
| Loans in Forbearance |  | 461 | 16.8\% |  | 178 | 4.8\% |  | 153 | 3.6\% |  | 114 | 2.7\% |  | 153 | 1.4\% |  | 1,059 | 4.1\% |
| Loans in Repaymencurrent |  | 1,872 | 68.0\% |  | 3,194 | 86.4\% |  | 3,767 | 89.6\% |  | 3,967 | 92.4\% |  | 10,567 | 95.6\% |  | 23,367 | 89.8\% |
| Loans in Repaymenteling 31-60 days |  | 129 | 4.7\% |  | 110 | 3.0\% |  | 101 | 2.4\% |  | 83 | 1.9\% |  | 138 | 1.2\% |  | 561 | 2.2\% |
| Loans in Repaymentelinq $61-90$ days |  | 78 | 2.8\% |  | 65 | 1.8\% |  | 61 | 1.4\% |  | 45 | 1.0\% |  | 73 | 0.7\% |  | 322 | 1.2\% |
| Loans in Repaymenteling $90+$ day |  | 211 | 7.7\% |  | 148 | 4.0\% |  | 124 | 3.0\% |  | 87 | 2.0\% |  | 127 | 1.1\% |  | 697 | 2.7\% |
| Total Loans in Repayment or Forbearance | \$ | 2,751 | 100\% | \$ | 3,695 | 100\% | \$ | 4,206 | 100\% | \$ | 4,296 | 100\% | \$ | 11,058 | 100\% | \$ | 26,006 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 6.4\% |  |  | 2.8\% |  |  | 2.0\% |  |  | 1.3\% |  |  | 0.8\% |  |  | 2.1\% |  |
| Non-Traditional Portfolio Monthly Scheduled Payments Received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loan Status | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37-48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 339 |  |
| Loans in Forbearance |  | 76 | 18.8\% |  | 22 | 5.8\% |  | 16 | 4.6\% |  | 11 | 3.6\% |  | 17 | 1.9\% |  | 142 | 6.1\% |
| Loans in Repaymeneurrent |  | 219 | 54.3\% |  | 277 | 73.3\% |  | 279 | 79.2\% |  | 262 | 84.1\% |  | 798 | 90.1\% |  | 1,835 | 78.7\% |
| Loans in Repaymentelinq31-60 days |  | 29 | 7.2\% |  | 23 | 6.1\% |  | 18 | 5.1\% |  | 13 | 4.2\% |  | 26 | 2.9\% |  | 109 | 4.7\% |
| Loans in Repaymenteling 61-90 days |  | 20 | 4.9\% |  | 15 | 4.0\% |  | 11 | 3.2\% |  | 8 | 2.6\% |  | 15 | 1.7\% |  | 69 | 3.0\% |
| Loans in Repaymenteling $90+$ days |  | 60 | 14.8\% |  | 41 | 10.8\% |  | 28 | 7.9\% |  | 17 | 5.5\% |  | 30 | 3.4\% |  | 176 | 7.5\% |
| Total Loans in Repayment or Forbearance | \$ | 404 | 100\% | \$ | 378 | 100\% | \$ | 352 | 100\% | \$ | 311 | 100\% | \$ | 886 | 100\% | \$ | 2,331 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 21.4\% |  |  | 7.4\% |  |  | 5.2\% |  |  | 4.5\% |  |  | 2.3\% |  |  | 6.8\% |  |


| Loan Status | Monthly Scheduled Payments Received |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0-12 payments |  |  | 13-24 payments |  |  | 25-36 payments |  |  | 37-48 payments |  |  | More than 48 payments |  |  | Total |  |  |
| Not Yet in Repayment |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 3,375 |  |
| Loans in Forbearance |  | 537 | 17.0\% |  | 200 | 4.9\% |  | 169 | 3.7\% |  | 125 | 2.7\% |  | 170 | 1.4\% |  | 1,201 | 4.2\% |
| Loans in RepaymenGurrent |  | 2,091 | 66.3\% |  | 3,471 | 85.2\% |  | 4,046 | 88.8\% |  | 4,229 | 91.8\% |  | 11,365 | 95.2\% |  | 25,202 | 88.9\% |
| Loans in Repaymentelinq 31-60 days |  | 158 | 5.0\% |  | 133 | 3.3\% |  | 119 | 2.6\% |  | 96 | 2.1\% |  | 164 | 1.4\% |  | 670 | 2.4\% |
| Loans in Repaymentelinq 61-90 days |  | 98 | 3.1\% |  | 80 | 2.0\% |  | 72 | 1.6\% |  | 53 | 1.1\% |  | 88 | 0.7\% |  | 391 | 1.4\% |
| Loans in Repaymenteling $90+$ day |  | 271 | 8.6\% |  | 189 | 4.6\% |  | 152 | 3.3\% |  | 104 | 2.3\% |  | 157 | 1.3\% |  | 873 | 3.1\% |
| Total Loans in Repayment or Forbearance | \$ | 3,155 | 100\% | \$ | 4,073 | 100\% | \$ | 4,558 | 100\% | \$ | 4,607 | 100\% | \$ | 11,944 | 100\% | \$ | 28,337 | 100\% |
| Charge-offs as a \% of loans in repayment |  | 7.9\% |  |  | 3.2\% |  |  | 2.3\% |  |  | 1.6\% |  |  | 0.9\% |  |  | 2.5\% |  |

## Business Services Segment "Core Earnings" Basis

| (In millions) | Q2 15 | Q1 15 | Q2 14 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 90$ | $\$ 86$ | $\$ 130$ |
| Federal Loans serviced (\$'s in billions) | $\$ 281$ | $\$ 282$ | $\$ 272$ |
| Third-Party Loan servicing revenue | $\$ 47$ | $\$ 44$ | $\$ 42$ |
| Asset recovery revenue | $\$ 99$ | $\$ 89$ | $\$ 132$ |
| Departmentof Education accounts serviced | 6.1 | 6.2 | 5.8 |
| Contingency asset recovery receivables (\$'s in billions) | $\$ 20.1$ | $\$ 20.2$ | $\$ 16.3$ |

- Asset recovery revenue in Q2 2015 was reduced by \$33 million from Q2 2014 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 <br> Federal Loan Servicing

Total Federal Loans Serviced


NAVI $=$ NT

## Business Services Segment <br> Asset Recovery

Contingent Asset Recovery Receivables
$\$ 20.1$ billion as of June 30, 2015

\$16.3 billion as of June 30, 2014


Student
Loan Related 83\%

## Key Characteristics

- Generated \$188 million of revenue YTD ${ }^{1}$
- Strong compliance infrastructure
- Opportunities to expand into state, court and municipality asset recovery
- Non-ED government asset recovery provide additional growth opportunity


## Funding and Liquidity

## 2015 Capital Markets Summary

- Acquired $\$ 1.8$ billion ${ }^{1}$ of student loans
- Issued $\$ 2.8$ billion of FFELP ABS
- Issued \$689 million of Private Education Loan ABS
- Issued \$500 million of long-term unsecured debt
- Repurchased over \$1 billion of long-term unsecured debt
- Returned $\$ 724$ million ${ }^{1}$ to shareholders through share repurchases and dividends
- Maintained strong capital position
${ }^{1}$ As of June 30, 2015


## Secured Funding

|  | 2015 YTD Issuance |  |
| :--- | :--- | :--- |
| 1Ford | 7,607 | Auto / Floorplans |
| 2 Chase | 6,125 | Credit Card |
| 3Ally | 4,800 | Auto/ Floorplans |
| 4 Hyundai | 4,132 | Auto |
| 5Santander Drive | 3,621 | Auto |
| 6 Navient | 3,444 | Student Loan |
| 7 Nissan | 3,051 | Auto |
| 8Mercedes | 3,015 | Auto |
| 9GM | 2,762 | Auto / Floorplans |
| 10 Honda | 2,606 | Auto |
| 11Dunkin' Brands | 2,600 | Franchise |
| 12 Onemain | 2,479 | Consumer |
| 13Wendy | 2,425 | Whole Bus |
| 14 Toyota | 2,364 | Auto / Floorplans |
| 15Capital One | 2,325 | Credit Card |
| 16AmeriCredit | 2,300 | Auto |
| 17 BankAmerica | 2,300 | Credit Card |
| 18CarMax | 2,165 | Auto |
| 19 CNH | 1,800 | Equipment |
| 20Drive | 1,792 | Auto |

- Navient is among the largest issuers of ABS globally, having issued over $\$ 275$ billion of Private and FFELP ABS transactions to date
- Over $\$ 100$ billion of securitizations on balance sheet
- Additional capacity under FFELP secured facilities is $\$ 12$ billion
- Maximum capacity under Private Education Loan secured facilities is \$1 billion


## Recent FFELP ABS Transactions

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

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

## Recent Private Education Loan ABS Transactions

|  | NAVSL Trust 2015-A |  |  |  |  | NAVSL Trust 2014-A |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Priced: <br> Settled: | January 13, 2015 January 22, 2015 |  |  |  |  | October 15, 2014 October 23, 2014 |  |  |  |  |
| Issuance Amount: | \$689M |  |  |  |  | \$664M |  |  |  |  |
| Collateral: | Private Education Loans |  |  |  |  | Private Education Loans |  |  |  |  |
| Prepayment Speed ${ }^{(1)}$ : | 4\% Constant Prepayment Rate |  |  |  |  | 4\% Constant Prepayment Rate |  |  |  |  |
| Tranching: | Class | Rating (M) | Amt. (\$M) | WAL ${ }^{(1)}$ | Pricing ${ }^{(2)}$ | Class | Rating (M) | Amt. <br> (\$M) | WAL ${ }^{(1)}$ | Pricing ${ }^{(2)}$ |
|  | A-1 | Aaa | \$224 | 1.0 | L+50 | A-1 | Aaa | \$186 | 1.0 | L+48 |
|  | A-2A | Aaa | \$154 | 5.5 | S+110 | A-2A | Aaa | \$168 | 5.8 | S+115 |
|  | A-2B | Aaa | \$154 | 5.5 | L+120 | A-2B | Aaa | \$168 | 5.8 | L+125 |
|  | A3 | Aaa | \$75 | 8.8 | L+170 | A3 | Aaa | \$76 | 9.7 | L+160 |
|  | B | Aa3 | \$83 | 9.9 | S+210 | B | Aa1 | \$66 | 10.6 | S+240 |

(1) Estimated based on a variety of assumptions concerning loan repayment behavior, as more fully described in the related prospectus, which may be obtained at https://www.navient.com/about/investors/debtasset/slmsltrusts/. Actual average life may vary significantly from estimates.
(2) Yield on fixed rate A-2 tranches were $2.77 \%$ and $2.67 \%$ for 2014-A and 2015-A, respectively. Yield on fixed rate B tranches were $4.65 \%$ and $4.10 \%$ for 2014-A and 2015-A, respectively.

## Unsecured Debt Maturities

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


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

## Conservative Unsecured Debt Profile



|  | December 31, 2006 | December 31, 2010 | June 30, 2015 |
| :--- | :---: | :---: | :---: |
| Total Managed Student Loans | \$142.1 Billion | \$184.3 Billion | \$128.4 Billion |
| Unsecured Debt Outstanding (par value) | \$48.7 Billion | \$20.1 Billion | \$16.2 Billion |
| Tangible Equity Ratio | $1.9 \%$ | $2.2 \%$ | $2.4 \%$ |
| Tangible Net Asset Ratio | 1.06 x | 1.19 x | 1.25 x |
| Unsecured Debt Rating (F / M / S) <br> * Quarter ending June 30, 2015 <br> Tangible net assets equal tangible assets less secured debt | $\mathrm{A}+$ / A2 / A | BBB- / Ba1 / BBB- | BB / Ba3 / BB |

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## 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) | $\$ 12.6$ | $\$ 13.2$ |
| :--- | ---: | ---: |
| $\quad$ Servicing | 1.2 | 1.3 |
| Total Secured | $\$ 13.8$ | $\$ 14.5$ |
| Unencumbered | 5.7 | 6.8 |
| Total Private Cash Flows | $\mathbf{\$ 1 9 . 5}$ | $\mathbf{\$ 2 1 . 3}$ |

Combined Cash Flows before Unsecured Debt
\$33.2
\$36.2
These projections are based on internal estimates and assumptions and are subject to ongoing review and modification. These projections may prove to be incorrect.

Enhancing Cash Flows

Cash Flow Projection as of $12 / 31 / 14$

- Cash Flows Realized from Loan Portfolio
- Cash Flows from Financing Transactions
+ Additional Cash Flows from Loans Acquired
+ Other
Cash Flow Projection as of 6/30/15
- Since $12 / 31 / 14$, we have repaid $\$ 1.7 \mathrm{~B}$ of unsecured debt, returned $\$ 0.7$ billion to shareholders through share repurchases and dividends, and acquired $\$ 1.8$ billion of student loans
- $\$ 33$ billion of estimated future cash flows over $\sim 20$ years
- Highly predictable
- Includes ~\$11 billion of overcollateralization (O/C) to be released from residuals


## FFELP Cash Flows Highly Predictable

| as of 6/30/15 | Q3-Q4 2015 | $\underline{2016}$ | $\underline{2017}$ | 2018 | $\underline{2019}$ | $\underline{2020}$ | $\underline{2021}$ | $\underline{2022}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Projected FFELP Average Balance | \$95,924 | \$89,958 | \$81,400 | \$73,052 | \$65,223 | \$57,360 | \$49,792 | \$42,626 |
| Projected Excess Spread | \$431 | \$829 | \$738 | \$655 | \$590 | \$518 | \$456 | \$404 |
| Projected Servicing Revenue | \$251 | \$479 | \$443 | \$407 | \$373 | \$334 | \$292 | \$250 |
| Projected Total Revenue | \$683 | \$1,308 | \$1,182 | \$1,063 | \$963 | \$851 | \$748 | \$655 |
|  | $\underline{2023}$ | 2024 | $\underline{2025}$ | 2026 | $\underline{2027}$ | 2028 | $\underline{2029}$ | 2030+ |
| Projected FFELP Average Balance | \$35,940 | \$29,885 | \$24,562 | \$20,355 | \$16,595 | \$13,051 | \$9,754 | \$3,833 |
| Projected Excess Spread | \$354 | \$304 | \$260 | \$221 | \$192 | \$164 | \$121 | \$256 |
| Projected Servicing Revenue | \$206 | \$169 | \$132 | \$108 | \$89 | \$71 | \$54 | \$113 |
| Projected Total Revenue | \$560 | \$473 | \$391 | \$329 | \$281 | \$234 | \$175 | \$369 |

- Total Cash Flows from Projected Excess Spread $=\$ 6.5$ Billion
- Total Cash Flows from Projected Servicing Revenues $=\$ 3.8$ Billion


## Secured Cash Flow

| \$ in Millions | 2Q15 YTD |  | 2014 |  | 2013 |  | 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FFELP |  |  |  |  |  |  |  |  |
| Term Securitized |  |  |  |  |  |  |  |  |
| Servicing (Cash Paid) | \$ | 199 | \$ | 407 | \$ | 507 | \$ | 526 |
| Net Residual* (Excess Distributions) |  | 375 |  | 680 |  | 476 |  | 628 |
| Other Secured FFELP |  |  |  |  |  |  |  |  |
| Net Cash Flow |  | 170 |  | 216 |  | 1,199 |  | 934 |
| Total FFELP | \$ | 744 | \$ | 1,302 | \$ | 2,182 | \$ | 2,088 |
| Private Credit |  |  |  |  |  |  |  |  |
| Term Securitized |  |  |  |  |  |  |  |  |
| Servicing (Cash Paid) | \$ | 96 | \$ | 189 | \$ | 198 | \$ | 181 |
| Residual (Excess Distribution) |  | 107 |  | 226 |  | 170 |  | 103 |
| Other Secured Financings |  |  |  |  |  |  |  |  |
| Net Cash Flow |  | 27 |  | 26 |  | 9 |  | 22 |
| Total Private Credit | \$ | 230 | \$ | 441 | \$ | 377 | \$ | 306 |
| Total Proceeds from Residual Sales |  |  |  |  | \$ | 589 |  |  |
| Total FFELP and Private Credit | \$ | 974 | \$ | 1,743 | \$ | 3,148 | \$ | 2,394 |
| Average Principal Balances |  | YTD |  | 014 |  | 013 |  | 012 |
| FFELP |  |  |  |  |  |  |  |  |
| Term FFELP | \$ | 84,362 | \$ | 88,554 | \$ | 95,055 | \$ | 104,913 |
| Other Secured FFELP |  | 12,975 |  | 6,525 |  | 11,085 |  | 22,271 |
| Total FFELP | \$ | 97,338 | \$ | 95,079 | \$ | 106,140 | \$ | 127,184 |
| Private Credit |  |  |  |  |  |  |  |  |
| Term Private Credit | \$ | 24,417 | \$ | 24,499 | \$ | 26,037 | \$ | 25,111 |
| Other Secured Financings |  | 1,029 |  | 1,523 |  | 1,106 |  | 1,875 |
| Total Private Credit | \$ | 25,446 | \$ | 26,022 | \$ | 27,143 | \$ | 26,987 |
| Total FFELP and Private Credit | \$ | 122,783 | \$ | 121,101 | \$ | 133,283 | \$ | 154,171 |

Net residual represents excess distribution, net of payments on floor contracts and receipts from basis swaps

## FFELP ABS Appendix

## Recent FFELP ABS Issuance Characteristics

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


## FFELP Loan Program Characteristics

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

${ }^{(1)}$ Aggregate loan limit for a Dependent Undergraduate is $\$ 31,000$
Note: As of July 1, 2011
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## Navient Stafford \& PLUS Loan Prepayments

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

Historical Stafford/PLUS ABS CPRs by Issuance Vintage


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


## Navient Consolidation Loan Prepayments

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

Historical Consolidation ABS CPRs by Issuance Vintage


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

## Private Education Loan ABS Appendix

## Recent Private Education Loan ABS Issuance Characteristics

Private Education Loan ABS Transaction Features

- Issue size of $\$ 500 \mathrm{M}$ to $\$ 1.5 \mathrm{~B}$
- Triple-A rated senior notes, Single-A rated subordinated notes
- 20-40\% Triple-A overcollateralization
- Amortizing tranches with 1 to 10 year average lives
- Fixed rate or floating rate tied to 1 month LIBOR
- Complies with European risk retention (5\% retention)
- Navient Solutions, Inc. is master servicer
- 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/Graduate/ 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 | $\$ 10 \mathrm{k}$ avg orig bal, 15 yr term, deferred payments | $\$ 12 \mathrm{k}$ avg orig bal, 15 yr term, deferred payments | \$43k avg orig bal, 15-30 year term depending on balance, immediate repayment | $\$ 9 \mathrm{k}$ 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, custom credit score model, and judgmental underwriting | Primarily FICO | Primarily FICO | FICO and Debt-to-Income | FICO, Debt-to-Income and judgmental underwriting |
| Borrowing Limits | \$200,000 | \$100,000 Undergraduate, \$150,000 Graduate | \$130,000 | \$400,000 | Cost of attendance plus up to $\$ 6,000$ for expenses |
| Typical ABS Sec. Criteria | For-Profit; $\mathrm{FICO} \geq 670$ | For-Profit; FICO $\geq 670$ | FICO $\geq 670$ | For-Profit; FICO $\geq 670$ | FICO $\geq 670$ |
|  | Non-Profit; FICO $\geq 640$ | Non-Profit; FICO $\geq 640$ |  | Non-Profit; FICO $\geq 640$ |  |
| School UW | No | No | No | No | Yes |
| Historical Risk-Based Pricing | $L+2 \%$ to $L+14 \%$ | P-1.5\% to P+7.5\% | P $+1 \%$ to $\mathrm{P}+6.5 \%$ | P - 0.5\% to P + 6.5\% | P+0\% to P+9\% |
|  |  | L+0\% to L+15\% | L+6\% to L+12\% |  | L+6.5\% to L+14\% |
| Dischargeable in Bankruptcy | No <br> * 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 ${ }^{(1)}$ | No | No | No | Yes |
| Additional Characteristics |  | - Made to students and parents through college financial aid offices to fund 2 year, 4-year and graduate school college tuition, room and board | - Terms and underwriting criteria similar to Undergraduate, Graduate, Med/Law/MBA with primary differences being: Marketing channel | - Loans made to students and parents to refinance one or more private education loans - Student must provide proof of graduation in order to obtain loan | - Loans made to students and parents to fund non-degree granting secondary education, including community college, part time, technical, trade school and tutorial programs <br> -Both Title IV and non-Title IV schools ${ }^{(1)}$ |
|  |  | - Signature, Excel, Law, Med and MBA Loan brands <br> - Title IV schools only ${ }^{(1)}$ <br> - Freshmen must have a cosigner with limited exceptions - Co-signer stability test (minimum 3 year repayment history) | No school certification Disbursement of proceeds directly to borrower <br> - Title IV schools only ${ }^{(1)}$ <br> - Freshmen must have a cosigner with limited exceptions - Co-signer stability test (minimum 3 year repayment history) |  |  |

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

## Navient Private Education Trusts

## Summary Information

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

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

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## Navient Portfolio Transition to Seasoned Collateral

- Securitized collateral will continue to season as the company transitions from originations to portfolio acquisition and management
- Most defaults occur early in repayment; loan performance improves as loans season
- As of June 2015, the private securitized loan portfolio is approximately 69 months into repayment; about 70\% of total expected defaults have already occurred

Distribution of Defaults by Months Since Repayment Begin Date


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## 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
(1) Undergraduate/Graduate loans marketed under the Signature Student Loan brand.
(2) Direct-to-Consumer Loans marketed under the Tuition Answer brand
(3) Career Training loans provide eligible borrowers financing at technical, trade, K-12 or tutoring schools.


## 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\% | 0.5\% | 0.4\% | 0.3\% | 0.1\% | 10.7\% |
| 2001 | \$187 | 0.0\% | 0.0\% | 0.1\% | 1.1\% | 1.4\% | 0.9\% | 1.8\% | 1.3\% | 2.3\% | 1.8\% | 1.5\% | 0.9\% | 0.6\% | 0.4\% | 0.3\% | 0.0\% | 14.2\% |
| 2002 | \$386 | 0.0\% | 0.2\% | 0.2\% | 1.2\% | 1.1\% | 1.9\% | 1.6\% | 2.3\% | 2.0\% | 1.3\% | 0.9\% | 0.6\% | 0.6\% | 0.4\% | 0.0\% |  | 14.3\% |
| 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\% | 0.5\% | 0.0\% |  |  | 15.2\% |
| 2004 | \$1,132 | 0.0\% | 0.2\% | 0.3\% | 1.9\% | 1.8\% | 3.0\% | 2.9\% | 1.8\% | 1.4\% | 1.1\% | 0.8\% | 0.6\% | 0.0\% |  |  |  | 15.9\% |
| 2005 | \$1,537 | 0.0\% | 0.0\% | 0.4\% | 2.5\% | 3.7\% | 3.4\% | 2.1\% | 1.6\% | 1.2\% | 0.9\% | 0.6\% | 0.0\% |  |  |  |  | 16.6\% |
| 2006 | \$2,013 | 0.0\% | 0.1\% | 1.6\% | 3.7\% | 3.8\% | 2.5\% | 1.8\% | 1.5\% | 1.1\% | 0.7\% | 0.0\% |  |  |  |  |  | 16.8\% |
| 2007 | \$2,452 | 0.0\% | 0.4\% | 3.5\% | 4.6\% | 3.0\% | 2.1\% | 1.8\% | 1.4\% | 0.9\% | 0.1\% |  |  |  |  |  |  | 17.8\% |
| 2008 | \$2,933 | 0.0\% | 2.3\% | 4.2\% | 4.0\% | 2.6\% | 2.2\% | 1.6\% | 1.3\% | 0.1\% |  |  |  |  |  |  |  | 18.3\% |
| 2009 | \$3,241 | 0.0\% | 3.4\% | 3.7\% | 3.6\% | 2.6\% | 1.8\% | 1.4\% | 0.1\% |  |  |  |  |  |  |  |  | 16.7\% |
| 2010 | \$2,769 | 0.0\% | 3.6\% | 3.9\% | 3.6\% | 2.0\% | 1.5\% | 0.1\% |  |  |  |  |  |  |  |  |  | 14.7\% |
| 2011 | \$1,871 | 0.0\% | 3.0\% | 4.5\% | 2.3\% | 1.7\% | 0.1\% |  |  |  |  |  |  |  |  |  |  | 11.7\% |
| 2012 | \$1,102 | 0.0\% | 3.0\% | 3.8\% | 2.0\% | 0.2\% |  |  |  |  |  |  |  |  |  |  |  | 9.0\% |
| 2013 | \$499 | 0.0\% | 2.9\% | 3.1\% | 0.4\% |  |  |  |  |  |  |  |  |  |  |  |  | 6.4\% |
| 2014 | \$227 | 0.0\% | 2.6\% | 0.5\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 3.2\% |

Note: Data as of 6/30/15.
(1) Undergraduate/Graduate loans marketed under the Signature Student Loan brand.
(2) Periodic Defaults for the most recent two calendar Years in Repayment are for a partial year.
(3) Numerator is the amount of principal in each cohort that defaulted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year.

## Cohort Default Triangles

| Undergraduate/Graduate ${ }^{(1)}$ With Co-signer |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Disbursed Principal Entering |  |  |  |  |  | eriodic | ic Defa | aults by | Years | s in Re | paym | ent ${ }^{(2),(3)}$ |  |  |  |  |  |
| Repayment Year | Repayment (\$m) | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | Total |
| 1998 | \$6 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.1\% | 0.6\% | 1.0\% | 0.4\% | 0.0\% | 0.2\% | 1.1\% | 0.1\% | 0.0\% | 0.0\% | 0.1\% | 3.6\% |
| 1999 | \$14 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.4\% | 0.1\% | 0.9\% | 0.4\% | 0.2\% | 0.1\% | 0.4\% | 0.0\% | 0.1\% | 0.1\% | 0.1\% | 0.2\% | 3.0\% |
| 2000 | \$37 | 0.0\% | 0.0\% | 0.0\% | 0.5\% | 0.5\% | 0.7\% | 0.7\% | 0.4\% | 0.7\% | 1.2\% | 0.8\% | 0.9\% | 0.2\% | 0.4\% | 0.2\% | 0.1\% | 7.3\% |
| 2001 | \$90 | 0.0\% | 0.0\% | 0.1\% | 0.7\% | 0.9\% | 0.6\% | 1.2\% | 1.0\% | 1.7\% | 1.4\% | 1.1\% | 0.9\% | 0.4\% | 0.3\% | 0.3\% | 0.0\% | 10.5\% |
| 2002 | \$196 | 0.0\% | 0.2\% | 0.1\% | 0.8\% | 0.6\% | 1.4\% | 0.8\% | 1.9\% | 1.5\% | 1.1\% | 0.7\% | 0.6\% | 0.5\% | 0.3\% | 0.0\% |  | 10.7\% |
| 2003 | \$367 | 0.0\% | 0.1\% | 0.3\% | 0.6\% | 0.9\% | 1.1\% | 2.2\% | 1.9\% | 1.4\% | 0.9\% | 0.7\% | 0.6\% | 0.5\% | 0.0\% |  |  | 11.2\% |
| 2004 | \$632 | 0.0\% | 0.2\% | 0.2\% | 1.0\% | 1.0\% | 2.2\% | 2.2\% | 1.4\% | 1.1\% | 1.0\% | 0.7\% | 0.4\% | 0.0\% |  |  |  | 11.3\% |
| 2005 | \$844 | 0.0\% | 0.0\% | 0.2\% | 1.4\% | 2.5\% | 2.3\% | 1.6\% | 1.2\% | 0.9\% | 0.8\% | 0.5\% | 0.0\% |  |  |  |  | 11.4\% |
| 2006 | \$1,121 | 0.0\% | 0.0\% | 0.7\% | 2.4\% | 2.4\% | 1.8\% | 1.3\% | 1.1\% | 1.0\% | 0.6\% | 0.0\% |  |  |  |  |  | 11.4\% |
| 2007 | \$1,408 | 0.0\% | 0.2\% | 2.0\% | 2.9\% | 2.0\% | 1.5\% | 1.3\% | 1.1\% | 0.8\% | 0.0\% |  |  |  |  |  |  | 11.9\% |
| 2008 | \$1,758 | 0.0\% | 1.2\% | 2.6\% | 2.7\% | 1.8\% | 1.6\% | 1.2\% | 1.0\% | 0.1\% |  |  |  |  |  |  |  | 12.2\% |
| 2009 | \$2,076 | 0.0\% | 2.0\% | 2.4\% | 2.4\% | 1.9\% | 1.4\% | 1.1\% | 0.1\% |  |  |  |  |  |  |  |  | 11.2\% |
| 2010 | \$1,854 | 0.0\% | 2.1\% | 2.4\% | 2.3\% | 1.4\% | 1.2\% | 0.1\% |  |  |  |  |  |  |  |  |  | 9.5\% |
| 2011 | \$1,353 | 0.0\% | 1.6\% | 2.8\% | 1.4\% | 1.2\% | 0.1\% |  |  |  |  |  |  |  |  |  |  | 7.2\% |
| 2012 | \$849 | 0.0\% | 1.7\% | 2.4\% | 1.4\% | 0.1\% |  |  |  |  |  |  |  |  |  |  |  | 5.7\% |
| 2013 | \$387 | 0.0\% | 1.8\% | 2.0\% | 0.3\% |  |  |  |  |  |  |  |  |  |  |  |  | 4.1\% |
| 2014 | \$176 | 0.0\% | 1.8\% | 0.5\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 2.3\% |

## Undergraduate/Graduate ${ }^{(1)}$ Without Co-signer

|  | Disbursed Principa Entering | faults 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 | \$5 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.2\% | 0.2\% | 0.6\% | 0.4\% | 0.4\% | 3.1\% | 0.2\% | 0.8\% | 0.8\% | 0.0\% | 0.2\% | 6.8\% |
| 1999 | \$14 | 0.0\% | 0.0\% | 0.0\% | 0.3\% | 1.3\% | 1.1\% | 1.9\% | 0.4\% | 0.3\% | 1.8\% | 0.6\% | 0.5\% | 1.4\% | 0.6\% | 0.1\% | 0.7\% | 11.0\% |
| 2000 | \$33 | 0.0\% | 0.0\% | 0.0\% | 0.8\% | 1.7\% | 2.0\% | 0.6\% | 1.5\% | 2.3\% | 2.0\% | 1.1\% | 0.7\% | 0.7\% | 0.4\% | 0.5\% | 0.2\% | 14.5\% |
| 2001 | \$97 | 0.0\% | 0.0\% | 0.1\% | 1.5\% | 1.9\% | 1.2\% | 2.2\% | 1.5\% | 2.9\% | 2.3\% | 1.8\% | 0.9\% | 0.7\% | 0.4\% | 0.3\% | 0.0\% | 17.7\% |
| 2002 | \$190 | 0.0\% | 0.2\% | 0.2\% | 1.6\% | 1.7\% | 2.3\% | 2.3\% | 2.8\% | 2.5\% | 1.5\% | 1.2\% | 0.7\% | 0.6\% | 0.5\% | 0.0\% |  | 18.0\% |
| 2003 | \$315 | 0.0\% | 0.2\% | 0.9\% | 1.4\% | 2.9\% | 2.3\% | 3.3\% | 3.0\% | 2.3\% | 1.5\% | 0.8\% | 0.7\% | 0.5\% | 0.0\% |  |  | 19.9\% |
| 2004 | \$499 | 0.0\% | 0.3\% | 0.4\% | 3.1\% | 2.8\% | 4.1\% | 3.8\% | 2.3\% | 1.8\% | 1.3\% | 0.9\% | 0.8\% | 0.0\% |  |  |  | 21.7\% |
| 2005 | \$694 | 0.0\% | 0.1\% | 0.7\% | 3.9\% | 5.3\% | 4.7\% | 2.7\% | 2.1\% | 1.6\% | 1.1\% | 0.8\% | 0.0\% |  |  |  |  | 22.9\% |
| 2006 | \$892 | 0.0\% | 0.2\% | 2.7\% | 5.3\% | 5.4\% | 3.4\% | 2.4\% | 1.9\% | 1.3\% | 0.9\% | 0.1\% |  |  |  |  |  | 23.6\% |
| 2007 | \$1,044 | 0.0\% | 0.8\% | 5.5\% | 6.9\% | 4.3\% | 2.8\% | 2.5\% | 1.8\% | 1.1\% | 0.1\% |  |  |  |  |  |  | 25.7\% |
| 2008 | \$1,175 | 0.0\% | 4.0\% | 6.5\% | 5.9\% | 3.8\% | 3.1\% | 2.2\% | 1.7\% | 0.1\% |  |  |  |  |  |  |  | 27.4\% |
| 2009 | \$1,165 | 0.0\% | 6.0\% | 6.0\% | 5.7\% | 4.0\% | 2.7\% | 2.0\% | 0.1\% |  |  |  |  |  |  |  |  | 26.6\% |
| 2010 | \$916 | 0.0\% | 6.7\% | 6.9\% | 6.1\% | 3.2\% | 2.2\% | 0.2\% |  |  |  |  |  |  |  |  |  | 25.3\% |
| 2011 | \$518 | 0.0\% | 6.7\% | 9.1\% | 4.4\% | 3.1\% | 0.2\% |  |  |  |  |  |  |  |  |  |  | 23.5\% |
| 2012 | \$253 | 0.1\% | 7.1\% | 8.2\% | 4.2\% | 0.6\% |  |  |  |  |  |  |  |  |  |  |  | 20.3\% |
| 2013 | \$113 | 0.1\% | 6.7\% | 6.7\% | 0.9\% |  |  |  |  |  |  |  |  |  |  |  |  | 14.3\% |
| 2014 | \$51 | 0.1\% | 5.6\% | 0.6\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 6.2\% |

Note: Data as of 6/30/15.
(1) Undergraduate/Graduate loans marketed under the Signature Student Loan brand.
(2) Periodic Defaults for the most recent two calendar Years in Repayment are for a partial year.
(3) Numerator is the amount of principal in each cohort that defaulted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year.

## Cohort Default Triangles



## Cohort Default Triangles

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

|  | 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\% | 0.0\% | 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\% | 0.1\% | 4.9\% |
| 2001 | \$64 | 0.0\% | 0.0\% | 0.1\% | 0.5\% | 0.4\% | 0.4\% | 1.1\% | 0.8\% | 1.0\% | 0.7\% | 0.7\% | 0.7\% | 0.4\% | 0.3\% | 0.2\% | 0.0\% | 7.1\% |
| 2002 | \$137 | 0.0\% | 0.2\% | 0.1\% | 0.5\% | 0.4\% | 0.8\% | 0.6\% | 1.2\% | 0.9\% | 0.6\% | 0.5\% | 0.4\% | 0.3\% | 0.2\% | 0.0\% |  | 6.7\% |
| 2003 | \$248 | 0.0\% | 0.1\% | 0.2\% | 0.4\% | 0.6\% | 0.7\% | 1.2\% | 1.4\% | 0.9\% | 0.7\% | 0.6\% | 0.4\% | 0.3\% | 0.0\% |  |  | 7.5\% |
| 2004 | \$424 | 0.0\% | 0.1\% | 0.1\% | 0.7\% | 0.7\% | 1.4\% | 1.3\% | 0.9\% | 0.8\% | 0.7\% | 0.5\% | 0.4\% | 0.0\% |  |  |  | 7.7\% |
| 2005 | \$574 | 0.0\% | 0.0\% | 0.2\% | 1.0\% | 1.5\% | 1.5\% | 1.1\% | 0.9\% | 0.6\% | 0.6\% | 0.4\% | 0.0\% |  |  |  |  | 7.8\% |
| 2006 | \$761 | 0.0\% | 0.0\% | 0.5\% | 1.4\% | 1.5\% | 1.1\% | 0.8\% | 0.8\% | 0.6\% | 0.4\% | 0.0\% |  |  |  |  |  | 7.1\% |
| 2007 | \$937 | 0.0\% | 0.1\% | 1.2\% | 1.6\% | 1.1\% | 1.0\% | 0.8\% | 0.8\% | 0.6\% | 0.0\% |  |  |  |  |  |  | 7.2\% |
| 2008 | \$1,130 | 0.0\% | 0.7\% | 1.5\% | 1.5\% | 1.1\% | 1.0\% | 0.8\% | 0.6\% | 0.0\% |  |  |  |  |  |  |  | 7.1\% |
| 2009 | \$1,325 | 0.0\% | 1.2\% | 1.4\% | 1.4\% | 1.2\% | 0.9\% | 0.7\% | 0.0\% |  |  |  |  |  |  |  |  | 6.8\% |
| 2010 | \$1,186 | 0.0\% | 1.4\% | 1.5\% | 1.6\% | 1.1\% | 0.8\% | 0.0\% |  |  |  |  |  |  |  |  |  | 6.4\% |
| 2011 | \$831 | 0.0\% | 1.2\% | 1.8\% | 1.0\% | 0.9\% | 0.1\% |  |  |  |  |  |  |  |  |  |  | 4.9\% |
| 2012 | \$507 | 0.0\% | 1.3\% | 1.5\% | 0.9\% | 0.1\% |  |  |  |  |  |  |  |  |  |  |  | 3.9\% |
| 2013 | \$233 | 0.0\% | 1.2\% | 1.5\% | 0.2\% |  |  |  |  |  |  |  |  |  |  |  |  | 2.9\% |
| 2014 | \$104 | 0.0\% | 1.1\% | 0.3\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 1.4\% |

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


## 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 | G | 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\% | 0.5\% | 7.8\% |
| 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\% | 0.7\% | 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\% | 0.4\% | 0.0\% | 18.2\% |
| 2002 | \$77 | 0.0\% | 0.2\% | 0.3\% | 1.6\% | 1.8\% | 2.4\% | 2.4\% | 2.9\% | 2.7\% | 1.6\% | 1.2\% | 0.8\% | 0.6\% | 0.6\% | 0.0\% |  | 18.9\% |
| 2003 | \$134 | 0.0\% | 0.1\% | 0.8\% | 1.3\% | 2.8\% | 2.2\% | 3.7\% | 3.3\% | 2.2\% | 1.3\% | 0.8\% | 0.7\% | 0.6\% | 0.0\% |  |  | 19.8\% |
| 2004 | \$222 | 0.0\% | 0.3\% | 0.5\% | 2.9\% | 2.6\% | 4.3\% | 3.8\% | 2.3\% | 1.7\% | 1.3\% | 0.9\% | 0.7\% | 0.0\% |  |  |  | 21.3\% |
| 2005 | \$298 | 0.0\% | 0.1\% | 0.7\% | 3.8\% | 5.3\% | 4.9\% | 2.8\% | 1.9\% | 1.5\% | 1.2\% | 0.8\% | 0.0\% |  |  |  |  | 22.9\% |
| 2006 | \$402 | 0.0\% | 0.2\% | 2.6\% | 5.5\% | 5.6\% | 3.6\% | 2.4\% | 1.9\% | 1.5\% | 1.0\% | 0.1\% |  |  |  |  |  | 24.4\% |
| 2007 | \$504 | 0.0\% | 0.7\% | 5.6\% | 7.4\% | 4.8\% | 3.1\% | 2.5\% | 1.8\% | 1.2\% | 0.1\% |  |  |  |  |  |  | 27.0\% |
| 2008 | \$623 | 0.0\% | 3.8\% | 6.9\% | 6.4\% | 3.8\% | 3.2\% | 2.4\% | 1.8\% | 0.1\% |  |  |  |  |  |  |  | 28.4\% |
| 2009 | \$662 | 0.1\% | 5.7\% | 6.1\% | 6.0\% | 4.0\% | 2.8\% | 2.3\% | 0.1\% |  |  |  |  |  |  |  |  | 27.2\% |
| 2010 | \$543 | 0.0\% | 6.2\% | 6.3\% | 5.8\% | 3.0\% | 2.4\% | 0.1\% |  |  |  |  |  |  |  |  |  | 23.8\% |
| 2011 | \$355 | 0.0\% | 5.0\% | 7.9\% | 3.9\% | 2.6\% | 0.2\% |  |  |  |  |  |  |  |  |  |  | 19.6\% |
| 2012 | \$199 | 0.1\% | 4.9\% | 6.6\% | 3.4\% | 0.4\% |  |  |  |  |  |  |  |  |  |  |  | 15.4\% |
| 2013 | \$89 | 0.0\% | 5.1\% | 5.4\% | 0.8\% |  |  |  |  |  |  |  |  |  |  |  |  | 11.3\% |
| 2014 | \$41 | 0.0\% | 4.3\% | 0.9\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 5.2\% |

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

|  | Disbursed Principal Entering | Periodic Defaults by Years in Repayment ${ }^{(3), 46)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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\% | 0.4\% | 0.3\% | 21.2\% |
| 2001 | \$32 | 0.0\% | 0.0\% | 0.1\% | 2.3\% | 2.9\% | 2.0\% | 3.4\% | 2.5\% | 5.2\% | 3.7\% | 2.9\% | 1.2\% | 1.0\% | 0.6\% | 0.4\% | 0.0\% | 28.3\% |
| 2002 | \$61 | 0.0\% | 0.2\% | 0.4\% | 2.7\% | 2.3\% | 3.9\% | 3.1\% | 4.6\% | 4.3\% | 2.4\% | 1.8\% | 1.2\% | 1.4\% | 0.6\% | 0.0\% |  | 29.0\% |
| 2003 | \$107 | 0.0\% | 0.3\% | 1.3\% | 2.1\% | 4.1\% | 3.3\% | 5.3\% | 4.6\% | 3.5\% | 2.2\% | 1.4\% | 1.1\% | 0.8\% | 0.0\% |  |  | 30.0\% |
| 2004 | \$165 | 0.0\% | 0.5\% | 0.5\% | 4.4\% | 3.9\% | 6.4\% | 5.7\% | 3.5\% | 2.5\% | 2.1\% | 1.5\% | 1.3\% | 0.0\% |  |  |  | 32.3\% |
| 2005 | \$226 | 0.0\% | 0.1\% | 0.9\% | 5.4\% | 8.2\% | 7.0\% | 3.9\% | 3.3\% | 2.3\% | 1.6\% | 1.1\% | 0.1\% |  |  |  |  | 33.7\% |
| 2006 | \$296 | 0.0\% | 0.2\% | 3.7\% | 8.2\% | 7.8\% | 4.8\% | 3.6\% | 3.0\% | 2.1\% | 1.4\% | 0.1\% |  |  |  |  |  | 34.8\% |
| 2007 | \$352 | 0.0\% | 1.1\% | 8.0\% | 9.8\% | 6.0\% | 4.0\% | 3.6\% | 2.6\% | 1.7\% | 0.1\% |  |  |  |  |  |  | 36.9\% |
| 2008 | \$398 | 0.0\% | 5.4\% | 8.5\% | 8.1\% | 5.3\% | 4.3\% | 3.1\% | 2.6\% | 0.1\% |  |  |  |  |  |  |  | 37.5\% |
| 2009 | \$378 | 0.0\% | 8.2\% | 8.0\% | 7.4\% | 5.0\% | 3.5\% | 2.8\% | 0.2\% |  |  |  |  |  |  |  |  | 35.1\% |
| 2010 | \$310 | 0.0\% | 8.0\% | 8.5\% | 7.9\% | 3.9\% | 3.1\% | 0.3\% |  |  |  |  |  |  |  |  |  | 31.8\% |
| 2011 | \$202 | 0.0\% | 7.7\% | 10.3\% | 4.8\% | 3.3\% | 0.3\% |  |  |  |  |  |  |  |  |  |  | 26.4\% |
| 2012 | \$114 | 0.0\% | 7.6\% | 9.3\% | 4.6\% | 0.6\% |  |  |  |  |  |  |  |  |  |  |  | 22.1\% |
| 2013 | \$51 | 0.0\% | 7.4\% | 7.0\% | 1.0\% |  |  |  |  |  |  |  |  |  |  |  |  | 15.4\% |
| 2014 | \$23 | 0.1\% | 6.6\% | 0.9\% |  |  |  |  |  |  |  |  |  |  |  |  |  | 7.6\% |

## Cohort Default Triangles

| Private Consolidation Loans With Co-signer |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Disbursed Principal Entering Repayment (\$m) | Periodic Defaults by Years in Repayment ${ }^{(1),(2)}$ |  |  |  |  |  |  |  |  |  |  |  |
| Repayment Year |  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Total |
| 2006 | \$249 | 0.0\% | 0.1\% | 0.1\% | 0.5\% | 0.6\% | 0.6\% | 0.4\% | 0.3\% | 0.4\% | 0.3\% | 0.0\% | 3.2\% |
| 2007 | \$675 | 0.0\% | 0.0\% | 0.2\% | 0.4\% | 0.6\% | 0.5\% | 0.4\% | 0.5\% | 0.3\% | 0.0\% |  | 2.8\% |
| 2008 | \$376 | 0.0\% | 0.1\% | 0.4\% | 0.7\% | 0.6\% | 0.6\% | 0.5\% | 0.3\% | 0.1\% |  |  | 3.3\% |

## Private Consolidation Loans Without Co-signer

Disbursed Principal
Entering
Periodic Defaults by Years in Repayment ${ }^{(1),(2)}$

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Repayment Year | Repayment (\$m) | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Total |
| 2006 | $\$ 125$ | $0.0 \%$ | $0.4 \%$ | $0.9 \%$ | $1.5 \%$ | $1.7 \%$ | $1.5 \%$ | $1.0 \%$ | $1.1 \%$ | $1.0 \%$ | $0.3 \%$ | $0.0 \%$ | $9.5 \%$ |
| 2007 | $\$ 295$ | $0.0 \%$ | $0.0 \%$ | $0.9 \%$ | $1.0 \%$ | $1.3 \%$ | $1.0 \%$ | $1.0 \%$ | $0.8 \%$ | $0.4 \%$ | $0.1 \%$ | $6.5 \%$ |  |
| 2008 | $\$ 133$ | $0.0 \%$ | $0.2 \%$ | $1.7 \%$ | $2.1 \%$ | $1.8 \%$ | $1.8 \%$ | $1.9 \%$ | $1.1 \%$ | $0.4 \%$ |  | $\mathbf{1 0 . 9 \%}$ |  |

## Cohort Default Triangles

| DTC With Co-signer, FICO $\geq 670^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Repayment Year | Disbursed Principa Entering Repayment (\$m) | Periodic Defaults by Years in Repayment ${ }^{(2),(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | Total |
| 2004 | \$8 | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.2\% | 0.1\% | 0.4\% | 0.0\% | 0.2\% | 0.0\% | 0.0\% | 0.9\% |
| 2005 | \$65 | 0.0\% | 0.1\% | 0.8\% | 0.7\% | 1.4\% | 2.1\% | 1.1\% | 0.9\% | 0.9\% | 1.0\% | 0.6\% | 0.0\% | 9.8\% |
| 2006 | \$139 | 0.0\% | 0.7\% | 1.8\% | 4.4\% | 4.8\% | 2.5\% | 2.0\% | 2.1\% | 1.3\% | 0.9\% | 0.0\% |  | 20.4\% |
| 2007 | \$245 | 0.0\% | 0.6\% | 4.7\% | 6.2\% | 4.2\% | 2.7\% | 2.7\% | 2.1\% | 1.3\% | 0.0\% |  |  | 24.5\% |
| 2008 | \$369 | 0.0\% | 2.9\% | 5.9\% | 4.9\% | 3.7\% | 2.9\% | 2.5\% | 1.8\% | 0.1\% |  |  |  | 24.6\% |
| 2009 | \$396 | 0.0\% | 3.7\% | 4.1\% | 4.0\% | 3.2\% | 2.6\% | 2.0\% | 0.2\% |  |  |  |  | 19.8\% |
| 2010 | \$314 | 0.0\% | 3.6\% | 4.2\% | 4.7\% | 2.9\% | 2.3\% | 0.3\% |  |  |  |  |  | 18.0\% |
| 2011 | \$192 | 0.1\% | 3.8\% | 5.2\% | 3.7\% | 2.6\% | 0.5\% |  |  |  |  |  |  | 15.8\% |
| 2012 | \$104 | 0.0\% | 3.3\% | 5.4\% | 4.6\% | 0.8\% |  |  |  |  |  |  |  | 14.1\% |
| 2013 | \$23 | 0.0\% | 1.2\% | 2.6\% | 1.1\% |  |  |  |  |  |  |  |  | 4.9\% |

## 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 | 11 | Total |
| 2004 | \$2 | 0.0\% | 0.0\% | 1.6\% | 1.2\% | 0.6\% | 4.7\% | 2.2\% | 3.0\% | 1.2\% | 4.2\% | 0.0\% | 0.0\% | 18.8\% |
| 2005 | \$19 | 0.0\% | 1.0\% | 2.1\% | 2.4\% | 4.0\% | 6.5\% | 2.8\% | 1.6\% | 1.0\% | 1.4\% | 0.5\% | 0.0\% | 23.3\% |
| 2006 | \$66 | 0.0\% | 1.4\% | 2.5\% | 6.6\% | 6.4\% | 4.1\% | 2.8\% | 2.6\% | 1.7\% | 0.9\% | 0.1\% |  | 29.2\% |
| 2007 | \$158 | 0.0\% | 1.0\% | 5.8\% | 8.1\% | 4.6\% | 3.8\% | 3.4\% | 2.4\% | 1.2\% | 0.1\% |  |  | 30.5\% |
| 2008 | \$255 | 0.0\% | 3.7\% | 7.9\% | 7.3\% | 4.3\% | 4.0\% | 2.6\% | 1.8\% | 0.1\% |  |  |  | 31.8\% |
| 2009 | \$234 | 0.0\% | 6.7\% | 6.3\% | 6.9\% | 5.2\% | 3.2\% | 3.0\% | 0.1\% |  |  |  |  | 31.5\% |
| 2010 | \$152 | 0.1\% | 8.3\% | 7.0\% | 8.8\% | 4.2\% | 3.3\% | 0.4\% |  |  |  |  |  | 32.1\% |
| 2011 | \$88 | 0.1\% | 7.8\% | 10.2\% | 5.7\% | 4.9\% | 0.5\% |  |  |  |  |  |  | 29.2\% |
| 2012 | \$47 | 0.0\% | 6.2\% | 8.5\% | 7.1\% | 1.4\% |  |  |  |  |  |  |  | 23.2\% |
| 2013 | \$5 | 0.0\% | 3.2\% | 3.4\% | 2.4\% |  |  |  |  |  |  |  |  | 9.0\% |

Note: Data as of 6/30/15.
(1) FICO scores are based on the greater of the borrower and co-borrower scores as of a date near the loan application.
(2) Periodic Defaults for the most recent two calendar Years in Repayment are for a partial year.
(3) Numerator is the amount of principal in each cohort that defaulted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year.

## Cohort Default Triangles

| Career Training Loans, 670+ FICO ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Disbursed Principal Entering Repayment (\$m) | Periodic Defaults by Years in Repayment ${ }^{(2),(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Repayment Year |  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | Total |
| 2003 | \$291 | 0.0\% | 0.4\% | 1.4\% | 1.6\% | 1.7\% | 1.4\% | 1.4\% | 1.0\% | 0.8\% | 0.5\% | 0.4\% | 0.3\% | 0.1\% | 11.1\% |
| 2004 | \$382 | 0.0\% | 0.4\% | 1.5\% | 2.3\% | 1.7\% | 1.8\% | 1.7\% | 1.1\% | 0.8\% | 0.5\% | 0.4\% | 0.3\% | 0.0\% | 12.6\% |
| 2005 | \$513 | 0.0\% | 0.3\% | 2.2\% | 2.2\% | 2.5\% | 2.1\% | 1.5\% | 1.0\% | 0.8\% | 0.6\% | 0.4\% | 0.0\% |  | 13.6\% |
| 2006 | \$630 | 0.0\% | 0.4\% | 2.5\% | 3.5\% | 3.2\% | 2.2\% | 1.5\% | 1.0\% | 0.8\% | 0.6\% | 0.1\% |  |  | 15.9\% |
| 2007 | \$672 | 0.0\% | 0.5\% | 3.5\% | 3.9\% | 2.9\% | 1.8\% | 1.3\% | 1.0\% | 0.7\% | 0.1\% |  |  |  | 15.8\% |
| 2008 | \$581 | 0.0\% | 0.6\% | 4.3\% | 3.6\% | 2.3\% | 1.5\% | 1.3\% | 0.9\% | 0.1\% |  |  |  |  | 14.5\% |
| 2009 | \$169 | 0.0\% | 0.2\% | 2.1\% | 2.1\% | 1.5\% | 1.1\% | 0.9\% | 0.2\% |  |  |  |  |  | 8.2\% |
| 2010 | \$19 | 0.0\% | 0.6\% | 1.2\% | 1.0\% | 0.5\% | 0.6\% | 0.0\% |  |  |  |  |  |  | 3.8\% |

Navient Corporation Appendix

## GAAP Results

| (In millions, except per share amounts) | Q2 15 | Q1 15 | Q2 14 |
| :--- | :---: | :---: | :---: |
| Net income | $\$ 182$ | $\$ 292$ | $\$ 307$ |
| EPS | $\$ 0.47$ | $\$ 0.72$ | $\$ 0.71$ |
| Operating expenses | $\$ 225$ | $\$ 230$ | $\$ 211$ |
| Provision | $\$ 198$ | $\$ 125$ | $\$ 165$ |
| Average StudentLoans | $\$ 130,512$ | $\$ 133,722$ | $\$ 134,737$ |

## Differences between "Core Earnings" and GAAP

Quarter ended June 30, 2015
(\$ in millions)
"Core Earnings" adjustments to GAAP:
GAAP net income ..... \$ 182
Net impact of SLM BankCo ${ }^{1}$ ..... 29
Net impact of derivative accounting ..... (83)
Net impact of goodwill and acquired intangible assets ..... 3
Net income tax effect ..... 23
Total "Core Earnings" adjustments to GAAP ..... (28)
"Core Earnings" net income ..... \$154

## 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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