

Debt Investor Presentation First Quarter 2009

#### Forward Looking Statements

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, financial projections, statements about our beliefs or expectations and statements that assume or are dependent upon future events, are 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 occurrence of any event, change or other circumstances that could give rise to our ability to cost-effectively refinance asset-backed financing facilities'), including any potential of different loans under those facilities following their termination; increased financing costs; limited liquidity; any adverse outcomes in any significant litigation to which we are a party; our derivative counterparties terminating their positions with the Company if permitted by their contracts and the Company substantially incurring additional costs to replace any terminated positions; changes in the deucational credit marketplace (including changes resulting from new laws, such as any laws enacted to implement the Administration's 2010 budget proposals as they relate to the Federal Family Education Loan Pregram ("FFELP") and regulations and from the implementation of applicable laws and regulations) which, among other things, may change the volume, average term and yields on student loans under the FFELP may result in loans being originated or refinanced under non-FFELP programs, or may affect the terms upon which banks and others agree to sell FFELP loans to the Company. The Company could be affected by: various liquidity programs, or may affect the terms upon which banks and others and the educational financing or in financing preferences of lenders, educational institutions, students and their families; incorrect estimates or assumptions by manage

"Core Earnings" Performance Measures - The following presentation includes "Core Earnings" performance measures. A presentation of the most comparable GAAP financial measures and a reconciliation of the "Core Earnings" performance measures to the most directly comparable GAAP financial measures are included in the our most recent quarterly earnings report on Form 10-Q and annual report on Form 10-K, which are available on our website at (http://www.sce.gov). (http://www.sce.gov).

U.S. Government Guaranteed Student Loans – The following presentation contains references to U.S. Government guaranteed student loans. All such references are to loans made in compliance with the Federal Family Education Loan Program ("FFELP"), under Title IV of the Higher Education Act, to finance educational costs. As more fully described in our most recent quarterly earnings release, quarterly earnings report on Form 10-C and annual report on Form 10-K, available on our website at (http:// www.sec.gov), the federal guarantee of FFELP loans is conditioned on loans being originated, disbursed and serviced in accordance with U.S. Department of Education regulations. In addition, unlease a loan default results from the borrower's death, disability or bankruptcy, the federal government guarantees no less than 97 percent of the principal balance plus accrued interest and the holder of the loan generally must absorb the two percent (three percent after July 1, 2006) not guarantee das a loss on the loan ("Risk Sharing"). FFELP loans serviced by a servicer trainbursteen to default claims filed after July 1, 2006).

Additional Information - The following presentation contains certain information about the Company that management believes is important to investors, but should be read in conjunction with other material information about the Company, including, but not limited to, the operational, funding, interest rate, political and regulatory, liquidity and credit risks that the Company faces. For a discussion of the risks described above as well as additional information about the Company you should refer to our most recent quarterly earnings release, quarterly report on Form 10-Q and annual report on Form 10-K, available on our website (http://www.sec.gov). For a discussion of the specific characteristics of any specific security, you should refer to the protional support on the SEC's website (http://www.sec.gov). For a discussion of the specific characteristics of any specific security, you should be refer to the protional support.





## **SLM Corporation**



- #1 originator of student loans in the U.S. education lending market
- #1 servicer and collector of students loans in the U.S. currently servicing \$184 billion in assets including \$9 billion for third parties
- Fully independent private sector company with scale and a broad franchise, traded on the NYSE
- \$185 billion managed student loan portfolio, 81% of which is U.S. government guaranteed<sup>(1)</sup>
- · At quarter end, 83% of managed student loans were funded with term liabilities,
  - 72% funded for the life of the loan
  - 11% funded with fixed spread liabilities with an average life of 4.4 years

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(1) As of March 31, 2009



# Life-stage Customer Strategy

• Sallie Mae offers an unmatched, integrated suite of saving, planning, paying and repaying for college products and services



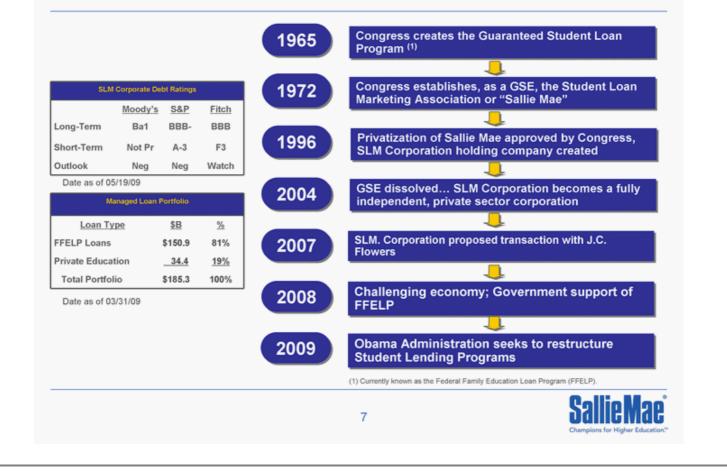
## **SLM Corporation Update**

- Managed student loans outstanding increased to \$185 billion in Q1, up 2.7% from year-end 2008
  - Originated a record \$6.6 billion of FFELP loans in Q1, a 10% increase over prior year
  - Private Credit originations decline 40% in Q1 2009 to \$1.5 billion from the prior year due to a more conservative underwriting and funding position
- "Core Earnings" net income was \$13.9 million prior to preferred dividends, impacted by the CP/Libor dislocation, lagging liability costs from the DOE participation program and an impairment in the mortgage purchased paper portfolio
- · Student loan legislation, ECASLA, passed by Congress in May 2008
  - DOE Loan Purchase Commitment Program
    - At 3/31/09, \$13.5 billion of loans funded under this program
  - DOE Conduit Straight A Funding
    - · Program launched May 11, 2009
    - · SLM allocation of \$750 million in initial issuance
- · Operating expenses declined 18% to \$296 million in Q1 from prior year
- Upromise manages \$16.9 billion in 529 college savings plans with 10 million members enrolled in the member rewards programs.





## A Brief Corporate History



## What Makes SLM Corporation Unique

#### **Credit Risk**

- ▶ 81% of managed student loans carry an explicit U.S. government guarantee of at least 97%
- Managed student loan losses were 0.49% in Q1 2009

#### Interest Rate and Economic Cycles

- Interest rate sensitivities of floating rate assets closely matched with floating rate liabilities
- Continue to seek solution for CP/Libor dislocation
- FFELP and Private Credit student loans are non-dischargeable in Bankruptcy

#### **Risk-Adjusted Capitalization**

- Tangible equity covered loan losses by 4x for Q1 2009
- Average allowance was 2.3x Private Credit charge-offs for Q1 2009

#### 2009 Funding Activity \*

- Issued \$5.1 billion in term FFELP ABS
- Issued \$4.1 billion in term Private Credit ABS
- Funded \$15.7 billion in ED Participation Program
- Increased brokered deposits at Sallie Mae Bank to \$3.5 billion to finance new Private Credit lending \* Through 5/12/09

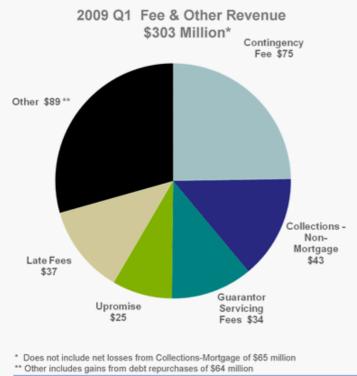


# Q109 "Core Earnings" Summary

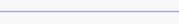
(\$ millions), except per share amounts	Q109	Q408	Q108	
EPS (Reported)	(\$0.03)	\$0.08	\$0.34	
NetIncome	\$14	\$65	\$188	
Net Interest Income	\$429	\$553	\$567	
Net Interest Margin	0.89%	1.15%	1.24%	
Loan Loss Provision	\$349	\$392	\$181	
Asset-Backed Financing Facilities Fees	\$93	\$83	\$41	
Fee Income	\$239	\$200	\$271	
Operating Expenses	\$292	\$270	\$339	
Tangible Capital Ratio	1.8%	1.8%	2.0%	
Average Managed Student Loans	\$185,239	\$180,990	\$168,504	
EPS Breakdown Reported "Core Earnings"	<u>Q109</u> (\$0.03)	Q408 \$0.08	<u>Q108</u> \$0.34	
Impacted by:	(20.04)	(*** ***	(60.02)	
Restructuring Charges Purchased Paper Business	(\$0.01) (\$0.10)	(\$0.01) (\$0.05)	(\$0.03)	
Non-Recurring Accounting Assumption Adjustments	(40.10)	(\$0.05)	(\$0.11)	
CP-LIBOR Impact	(\$0.19)	(\$0.06)	(#0.11)	
Participation Program Interest Rate Lag	(\$0.05)	(\$0.01)	-	
	(			



#### Fee Income & Other Income



- Contingency Inventory of \$11.0 Billion
- Collecting on behalf of the Dept of Education for close to ten years
- Upromise largest private source of 529 plans
- · Guarantor Servicing for student loans
- APG is re-focused on student loan contingency and collections





# Lending Segment Earnings Detail

(\$ millions)	<u>Q109</u>	Q408	<u>Q108</u>
FFELP Originations	\$6,638	\$3,926	\$6,020
Private Originations	\$1,516	\$851	\$2,478
Total Originations	\$8,154	\$4,777	\$8,498
Net Student Loan Spread <sup>(1)</sup>	1.20%	1.49%	1.47%
Operating Expenses	\$131	\$129	\$164
OpEx Annualized as a % Average Managed Student Loans	0.29%	0.29%	0.39%
Floor Income	\$28	\$44	\$38
FFELP Third Party Serviced Loans Originated	\$1,019	\$448	\$764

(1) "Core Earnings" basis before 2008 Asset-Backed Financing Facilities Fees



#### Dept. of Education / Government Programs

- Kennedy-Miller Legislation Signed by President 05/07/08
  - ECASLA Broad authority to purchase loans from 10/01/03 07/01/09
  - ECASLA Extension Signed by President 10/07/08
    - Extended purchase authority for 2009 2010 Academic Year
- Loan Purchase Commitment Program 5/21/08
  - Eligible collateral certain 2008 2009 FFELP loans
  - Funded at CP +50 bps
  - · Par put + \$75/per loan fee and origination fee rebate
  - Program replicated to cover 2009 2010 originations 11/08/08
- ED Additional Loan Purchase Actions -11/20/08
  - Program term 12/08 1/09, eligible collateral certain 2007 2008 FFELP loans
  - Purchase price of 97 servicing released program total of \$6.5 B
- Conduit Program Launched Announced 11/08/08, Structured 1/19/09, Launched 5/11/09
  - Collateral originated 10/03 9/09 eligible
  - · Program term 5yr and size unlimited
  - · Liquidity provided by the Federal Financing Bank (a division of Treasury)
- · TALF NY Fed and Treasury to provide consumer ABS support
  - Eligible collateral AAA rated Card, Auto, Small Business and Student Loan securities
     Includes Consolidation and Private Credit student loans originated post 5/1/07
  - · Fed to provide funding, rates and haircuts to be determined
  - Program Term 1 year (unless extended) with 3 5 yrs of financing





### **Federal Student Loan Policy Alternatives**

#### **President's Budget Proposal**

- · Convert all federal student loans to federal funding by July 2010
- . Use savings to substantially increase Pell Grants
- . Use private sector firms to originate and service

#### Sallie Mae Proposed Modifications = President's Proposal "Plus"

- · Convert all federal student loans to federal funding by July 2010
- \* Use savings to substantially increase Pell Grants
- · Use private sector firms to originate and service

#### PLUS

- · Choice and competition on campus for loan originations systems and service
  - \*Lenders compete to originate loans, along with current DL system
  - •Originating lenders have opportunity to service loans under federal pricing standards •All loans have same terms and conditions
  - •Use ECASLA mechanism to move privately-originated loans onto federal balance sheet
- Powerful incentives for default aversion via risk share
  - +All servicers retain 3% risk sharing
  - SLM performance superior versus program performance
- Low implementation risk
  - +Avoids transition of 4,500 schools to DL system over a short period of time





# Federal Student Loan Market

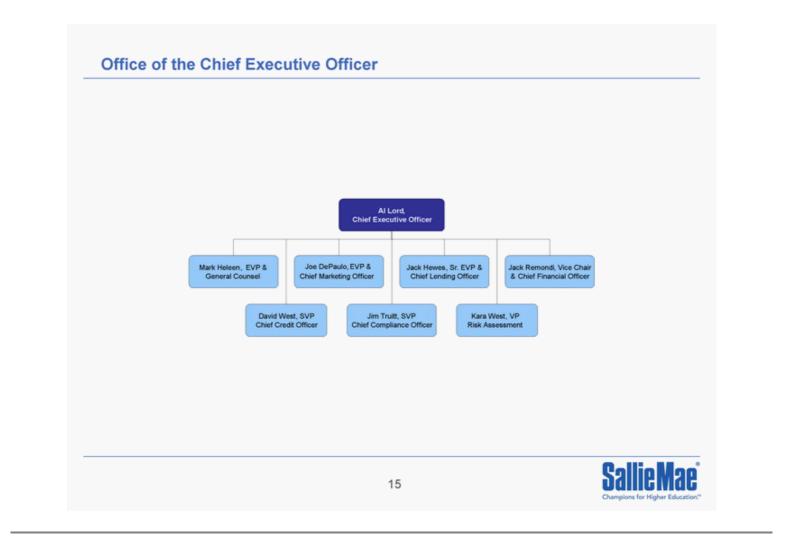


#### Top 10 Holders of FFELP Loans FFYE 9/30/08

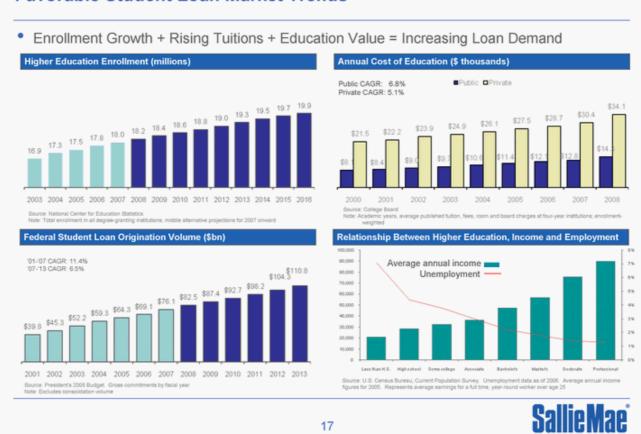
		Ranking
Sallie Mae	\$141	1
Citibank /Student Loan Corp	31	2
NELNET	26	3
Wells Fargo	14	4
Brazos Group	14	5
Wachovia	12	6
PA Higher Ed Asst Auth (PHEAA)	12	7
JPMorgan Chase Bank	12	8
Student Loan Xpress	11	9
College Loan Corp	10	10

Source Department of Education

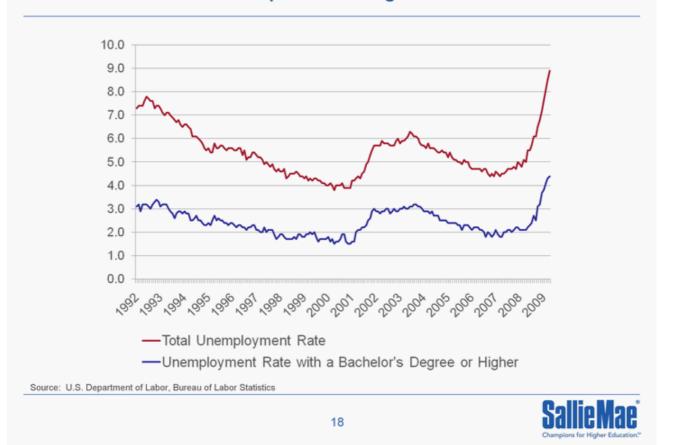








#### **Favorable Student Loan Market Trends**



## **Recessions Have Smaller Impact On College Grads**

## The Federal Family Education Loan Program or "FFELP"

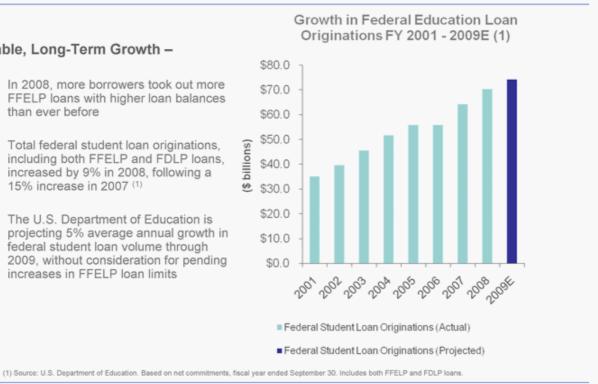
- Provides lenders an explicit U.S. government guarantee of at least 97% and a fixed yield on student loans made pursuant to the FFELP program
- Loan pricing, terms and maximum borrowing limits set by Congress
- Available to undergraduate students, graduate students and their parents
- Fixed rate loans, with 10 to 30+ year maturities and payments typically deferred until after graduation
- Borrower outstanding balances typically range from \$5,000 to \$25,000, although balances exceed \$100,000 for graduate students



## **Growth in Federal Student Loan Originations**

#### Stable, Long-Term Growth -

- In 2008, more borrowers took out more . FFELP loans with higher loan balances than ever before
- Total federal student loan originations, . including both FFELP and FDLP loans, increased by 9% in 2008, following a 15% increase in 2007 (1)
- The U.S. Department of Education is ٠ projecting 5% average annual growth in federal student loan volume through 2009, without consideration for pending increases in FFELP loan limits





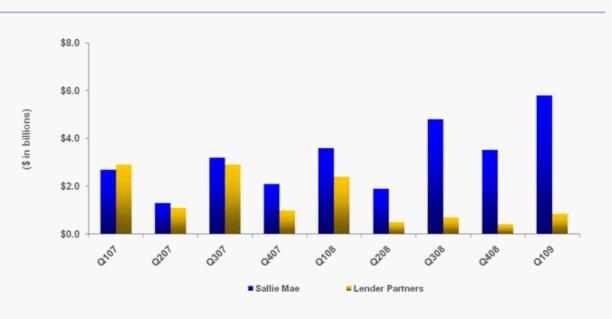
FFELP Loan Originations (Gross Co	ommitments) \$ in Billions
Rank Lender 2008	Mkt Share 2008

lank	Lender	2008	Mkt Share 2008
1	Sallie Mae*	\$19.6	31%
2	Wells Fargo	\$9.1	14%
3	Citibank	\$6.2	10%
4	Bank of America	\$4.3	7%
5	JP Morgan Chase	\$3.4	5%
6	US Bank	\$2.3	4%
7	PNC Bank	\$2.2	3%
8	EdAmerica	\$1.6	3%
9	Suntrust Bank	\$1.1	2%
10	Access Group	\$1.1	2%
	Top 10 Totals	\$50.8	80%
	Total Market	\$63.2	100%

"Notes: Sallie Mae includes all Preferred Channel volume Wells Fargo includes Wachovia volumes Bank of America includes Fleet and LaSalle Bank volumes JP Morgan Chase includes Bank One volumes PNC Bank includes National City Bank volumes Source: http://www.fp.ed.gov



# **FFELP Loan Originations**



Sallie Mae FFELP originations increased 61% representing 87% of total FFELP originations
 Originated \$1 Billion of loans for third party servicing clients in the quarter



## The Private Education Loan Market

**Private Education Loans** 

- Consumer loans made to students and parents specifically to fund the cost of undergraduate, graduate and other forms of post-secondary education
- Typically used to bridge the funding gap between grants, aid and FFELP loans, and the increasing cost of higher education
- Supplement U.S. Government guaranteed student loans, but not guaranteed by the U.S. Government
- Typically offered with floating interest rates, with loan margins set based on the credit quality of the borrower
- Generally 5 to 15 years in maturity, with terms similar to those offered under the guaranteed student loan program





## SLM's Private Education Loan Portfolio

Private Education Loan Portfolio Characteristics<sup>(1)</sup>

- \$37 billion of managed outstandings at Q1 2009
- 20% of SLM's managed student loan portfolio
- · Risk-based pricing
- Approximately 55% of portfolio has a co-borrower, typically a parent
- Higher education loans typically non-dischargeable in bankruptcy
- · Integrated underwriting, servicing and collections

(1) All figures as of March 31, 2009.



## SLM's New Private Education Loan Product

#### Smart Option Product

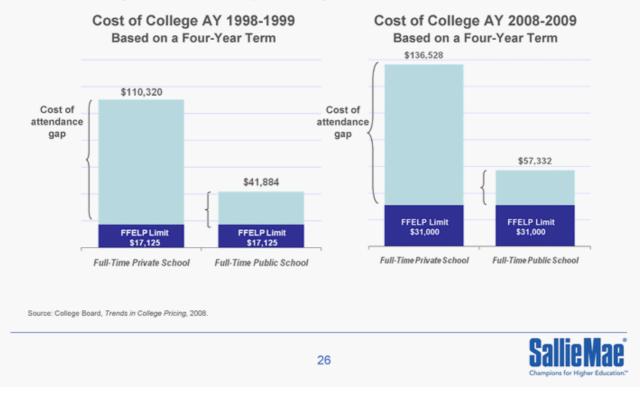
- · Launched 3/23/09
- Eliminates negative amortization during the school and grace period while reducing the average life from 9.5 years to 5 years
- · Strategies to achieve a 90% cosigned rate have been deployed
- · Repayment term is driven by cumulative amount borrowed and grade level
- Requires interest only payment on new loans for student and cosigned loans with open option to pay P&I
- · Eliminates capitalization of interest effect
- · Full communication with borrower during in school period
- · Full collection activities employed
- · Significant overall reduction in total interest expense
- · Develops habit and responsibility of payment
- · Limits propensity to accumulate additional debt given in-school payment requirement





#### **Private Education Loan Market Demand**

 Private education loans help bridge the gap between funding available through governmentsponsored programs and the rapidly increasing cost of education

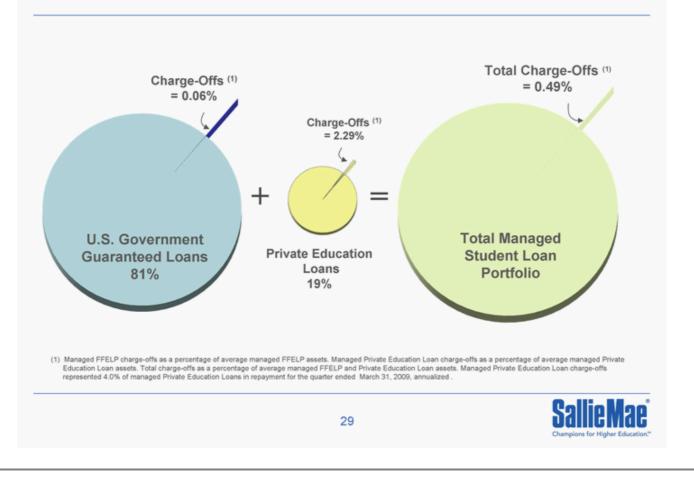


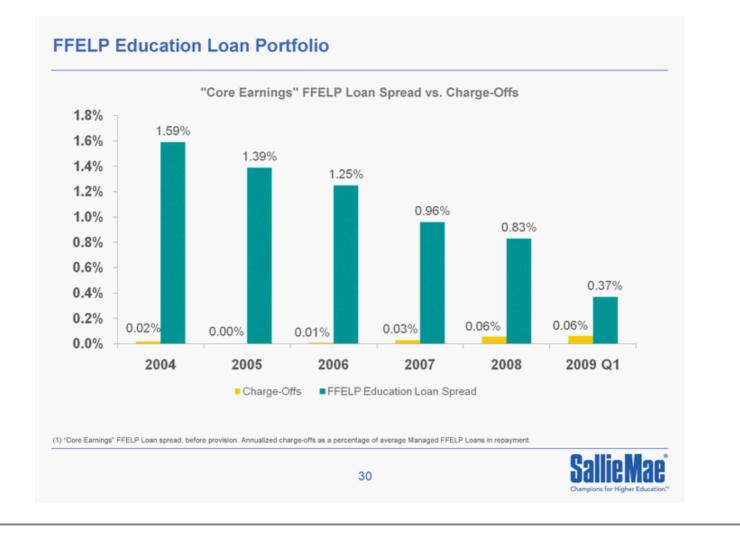
## **Private Credit Originations**

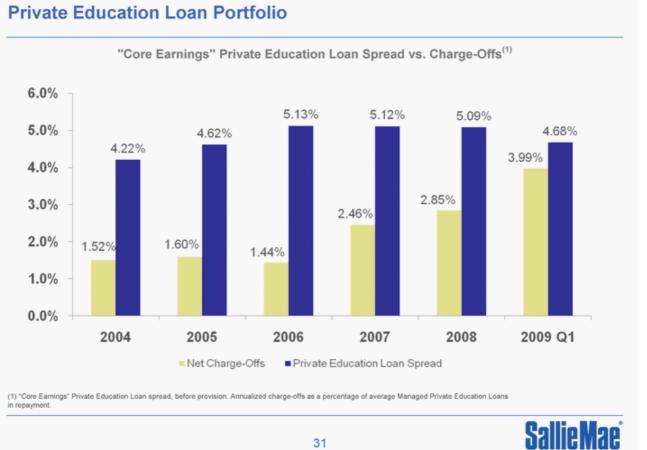




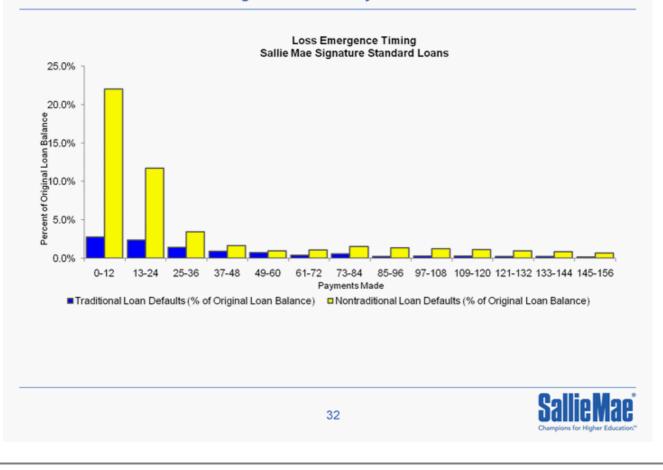
#### Loan Losses

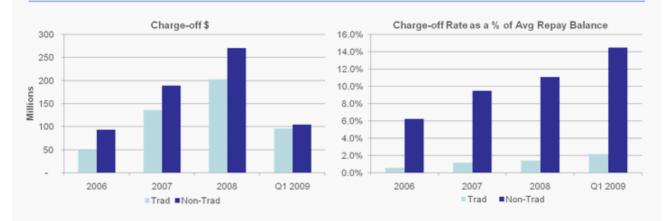






#### SLM Private Credit Default Emergence Profile – Payments Made





# Charge-off Trends – Mix of Traditional vs. Non-Traditional

- Charge-offs driven by Non-Traditional loans
- Non-Traditional loans represent less than 14% of the Private Education Loan portfolio
- Higher quality loans entering repayment in 2009 and 2010



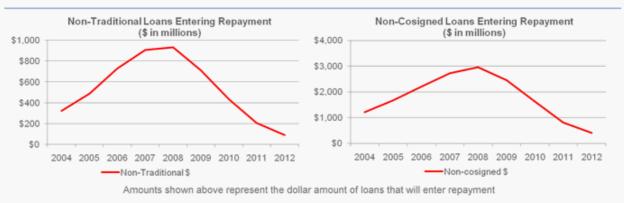


# Private Education Loan Portfolio Performance

					Calli	Π
Charge-Offs as a % of Repayment	11.5%	13.3%	11.2%	13.8%	16.3%	
Forbearance as a % of Repayment & Forbearance	21.5%	18.6%	14.1%	8.7%	8.0%	
90+ Delinquency as a % of Repayment	11.8%	11.0%	13.1%	13.7%	20.8%	
	Q108	Q208	Q308	Q408	Q109	
Non-Traditional Loans without a Cosigner						
Charge-Offs as a % of Repayment	5.5%	6.3%	6.1%	6.5%	7.8%	
Forbearance as a % of Repayment & Forbearance	20.7%	18.7%	15.1%	10.0%	9.9%	
90+ Delinquency as a % of Repayment	6.8%	6.3%	7.9%	9.1%	13.8%	
	Q108	Q208	Q308	Q408	Q109	
Non-Traditional Loans with a Cosigner						
Charge-Offs as a % of Repayment	2.1%	2.4%	2.4%	2.6%	3.4%	
Forbearance as a % of Repayment & Forbearance	15.9%	12.3%	11.5%	6.9%	6.6%	
90+ Delinquency as a % of Repayment	2.2%	2.0%	2.9%	3.3%	5.6%	
	Q108	Q208	Q308	Q408	Q109	
Traditional Loans without a Cosigner						
Charge-Offs as a % of Repayment	0.8%	1.0%	1.0%	1.1%	1.5%	
Forbearance as a % of Repayment & Forbearance	15.3%	11.7%	10.6%	6.4%	6.0%	
90+ Delinquency as a % of Repayment	1.2%	1.1%	1.7%	1.9%	3.2%	
	Q108	Q208	Q308	Q408	Q109	
Traditional Loans with a Cosigner						



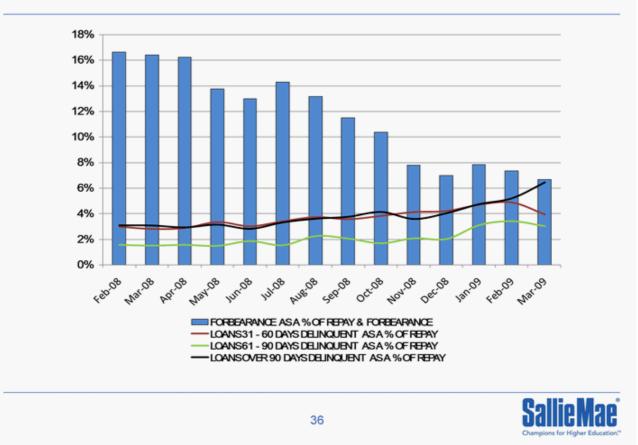




- Non-Traditional charge-off rate is 7x to 8x greater than Traditional
- 74% of Q109 loan originations had co-borrowers, up from 56% in Q108.
- · Non-cosigned loans charge off at more than twice the rate of cosigned loans



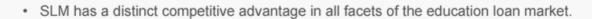




## **Private Education Loan Portfolio Performance**



# SLM's Competitive Advantage

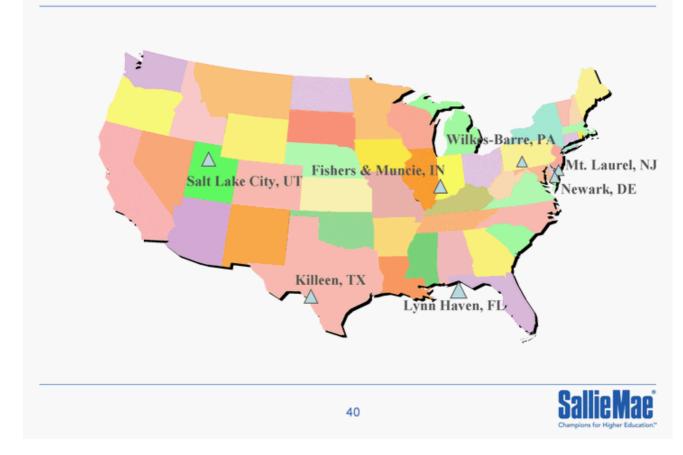




## **Operations Overview**



# **Operations Locations**





# **Capital Markets Developments**

- Completed \$5.1 billion FFELP ABS in April
  - Non-DOE conduit eligible collateral
  - Non-TALF eligible collateral
- · Reduced and extended ABCP program
  - Term Extension of 1 year for \$22 billion FFELP facility
  - · Terminated and paid in full Private Credit facility
  - Extended \$1.5 billion FFELP facility for 60 days
- Completed \$2.6 billion Private Credit ABS in May
  - TALF Eligible transaction
  - · Unique callable structure
  - · Multiple investors participated
- DOE Straight A Funding conduit launched
  - Program Launched on May 11, 2009
  - SLM allocated \$3.6 billion in initial 2 fundings





# **Outline of Recent ABS Transactions**

April and May Transactions

Transaction:	SLT 2009-I	SLT 2009-1	SLT 2009-2	SLT 2009-B
Issuance Size:	\$1.027 B	\$2.179 B	\$1.845 B	\$2.593
Registration Type:	Private	Public	Public	144A
Indicative Pricing:	L+280	L+225	L+225	L+600/ L+366 to call



## **Liquidity Position Update**

(\$ in billions)	3/31/2009	12/31/2008	3/31/2008
Sources of Primary Liquidity:			
ED Purchase and Participation Program	Unlimited	Unlimited	-
Unrestricted Cash & Liquid Investments (1)	\$3.7	\$5.0	\$4.9
Unused Commercial Paper and Bank Lines of Credit (2)	5.2	5.2	6.5
2008 FFELP ABCP Facilities	0.1	0.8	6.9
2008 Private ABCP Facilities	<u>0.0</u>	0.3	:
Total Sources of Primary Liquidity	9.0	11.3	18.4
Stand-by Liquidity:			
Unencumbered FFELP Loans	<u>5.0</u>	5.2	<u>19.2</u>
Total Primary and Stand-by Liquidity (3)	<u>\$14.0</u>	\$16.6	\$37.5

(1) Includes \$911 million, \$1.6 billion and \$2.2 billion at 3/31/09, 12/31/08, and 3/31/08 respectively of cash collateral pledged by derivative counterparties and held by the company in Unrestricted Cash At both March 31, 2009 and December 31, 2008, excludes commitments of \$308 million, from Lehman Brothers

(2)

Bank, FSB, a subsidiary of Lehman Brothers Holdings, Inc. which declared bankruptcy on September 15, 2008.
 Numbers may not add due to rounding





# **Liquidity Position Detail**

(\$ in millions)	Gross Principal
Unencumbered FFELP Stafford & Other	\$4,358
Unencumbered FFELP Consolidation	<u>\$643</u>
Unencumbered Total FFELP loans	\$5,001
Unencumbered Private Education Loans	<u>\$15,662</u>
Total Unencumbered Loans, gross	<u>\$20,663</u>
Unrestricted cash and liquid investments Cash and cash equivalents U.S. Treasury-backed securities Commercial paper (CP) and asset-backed CP Certificates of Deposit Other <sup>(1)</sup>	<u>Available Capacity</u> \$3,064 - \$410 - \$184
Total unrestricted cash and liquid investments <sup>(2)</sup>	\$3,658

SLM has \$5.5 bn in unsecured revolving credit facilities. The Company has never drawn on these facilities. The facilities include a \$1.5 bn revolving credit facility maturing in October 2009, \$2.0 bn maturing in Oct. 2010 and \$2.0 bn maturing in Oct. 2011.

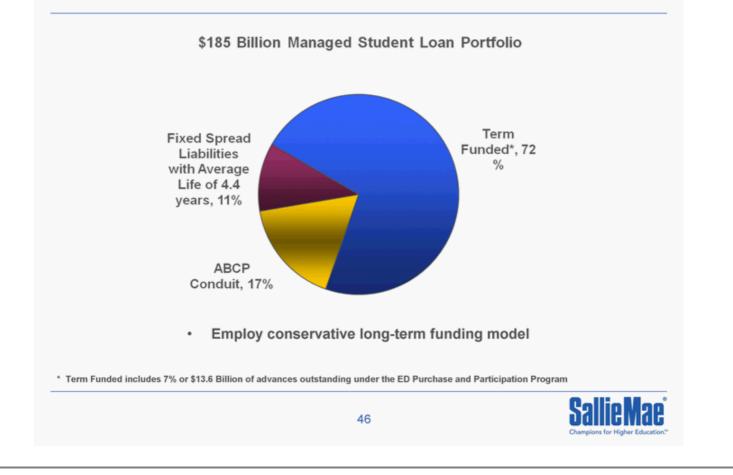
(1) (2)

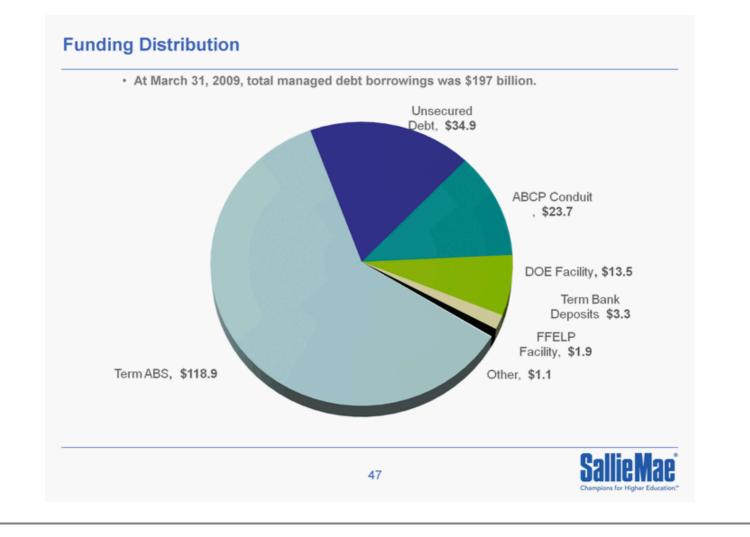
Includes \$64 million due from The Reserve Primary Fund Includes \$911 million of cash collateral pledged by derivative counterparties and held by the Company in Unrestricted cash





# **Funding Sources**





# SLM Corporate Debt and ABS Issuance

#### SLM has issued \$178 billion of long-term, corporate debt and asset-backed ٠ securities since 2004, across a broad range of maturities

New Issuance Volume						
	2004	2005	2006	2007	2008	2009Q1
Corporate Debt Issuance	\$15B	\$10B	\$12B	\$1.6B	\$2.5B	\$0.0B
Term ABS Issuance (1)	<u>\$30B</u>	<u>\$27B</u>	<u>\$34B</u>	<u>\$26B</u>	<u>\$19B</u>	<u>\$1.5B</u>
Total Term Debt Issuance	\$45B	\$37B	\$45B	\$28B	\$21B	\$1.5B
ED Funding					\$7.4	\$6.1
ABS Tranches	66	75	89	57	40	4
Range of Maturities in Years	1 - 30	1 - 30	1 - 30	1 - 30	1 – 30	1 – 13
Ave Life to Call in Years	5.8	6.5	7.2	7.2	5.1	7.5
Ave Cost of Funds vs. US\$ LIBOR <sup>(2)</sup>	+25 bp	+18 bp	+19 bp	+20bp	+158bp	+575bp

(1) Excludes short-term issuance under SLM's asset-backed commercial paper programs.

(1) Excludes an order in sector of the order of a sector backed commercial paper program.
(2) Swapper depixed in the spread, including amortized issuance costs. Includes SLM corporate debt and term asset-backed securities. Note: Totals may not add due to rounding.



# SLM ABS Issuance Volume

## SLM ABS Term Issuance Volume (\$ billions) (1)

	2005	2006	<u>2007</u>	2008	<u>2009Q1</u>
Non-Consolidation FFELP ABS	\$6.6	\$5.1	\$9.1	\$18.5	\$0.0
Consolidation FFELP ABS	17.1	22.9	15.0	0.0	0.0
Private Credit ABS	<u>3.4</u>	<u>5.7</u>	2.2	<u>0.0</u>	<u>1.5</u>
Total ABS Issuance	\$27.0	\$33.7	\$26.3	\$18.5	\$1.5

(1) Excludes outstandings under SLM's asset-backed commercial paper program. Totals may not add due to rounding.



# SLM Corporate Debt Issuance Volume

Issuance Type	<u>2004</u>	2005	2006	2007	<u>2008</u>	2009Q1
US\$ Global & Medium Term Notes	\$6.4	\$4.5	\$5.8	\$1.4	\$2.5	\$0.0
Foreign Currency Denominated <sup>(1)</sup>	4.2	4.0	3.9	0.2	0.0	0.0
Extendible Notes	2.5	1.0	1.5	0.0	0.0	0.0
Retail Note Program	1.8	0.8	0.5	0.0	0.0	0.0
Total Corporate Debt Issuance	\$ 14.8	\$10.3	\$ 11.7	\$1.6	\$2.5	\$0.0

SLM Corporate Term Debt Issuance Volume (\$ billions)

(1) US\$ equivalent at the time of issuance.

### Q1 2009 Debt Repurchase Overview

Repurchased \$144 million face value of debt generating \$64 million in accounting gains



# Sources of Free Cash Flow

(\$ in billions)	2008	<u>Q109</u>
Securitization Trusts	\$2.6	\$0.4
Repayment and Loan Sales	\$5.5	\$1.5
Other	( <u>\$0.9</u> )	\$ <u>0.5</u>
Total	\$7.2	\$2.4

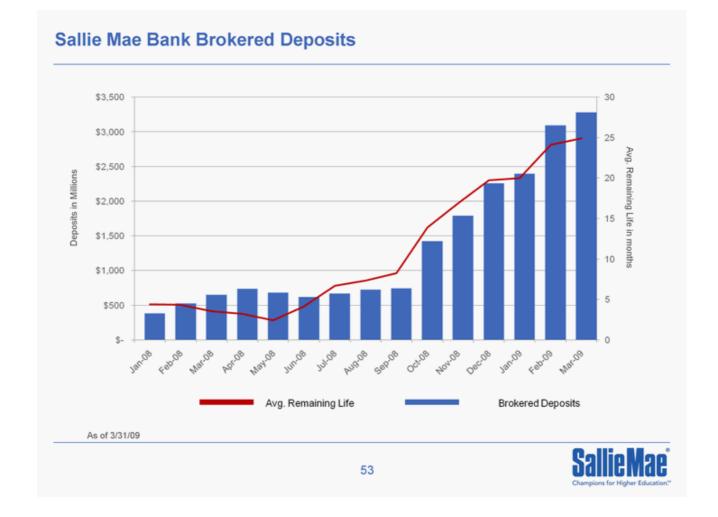
- Securitization Trusts generate free cash flow through servicing fees and the residual
- Student loan repayments are consistent and predictable
- Other sources of free cash flow include net income, floor income and other cash payments



# Sallie Mae Bank

- Bank charter
  - Utah based ILC regulated by FDIC and Utah Department of Financial Institutions (UDFI)
  - Charter granted October 2005
- · Current bank activity
  - Originates Sallie Mae's private education loans
  - Funded through affiliate and brokered deposits
  - 30.2% Total Risk-based Capital at March 31, 2009
- Deposit taking activities
  - Total deposits increased by 37% in Q1 2009
  - Deposits totaled \$3.7 billion at 3/31/09
    - \$ 3.3 billion Brokered Deposits
    - \$433 million Affiliate Deposits
  - Brokered Deposit portfolio has a weighted average maturity of 24.9 months





# Sallie Mae Bank – Deposits

	Ba	nk Deposits (\$ millions)		
	Dec 07	Sep 08	Dec 08	Mar 09
Brokered Deposits	\$254	\$744	\$2,256	\$3,281
Other Deposits*	\$431	\$491	\$458	\$433
Total Deposits	\$685	\$1,235	\$2,714	\$3,714

\*primarily affiliate demand deposit accounts with no stated maturities

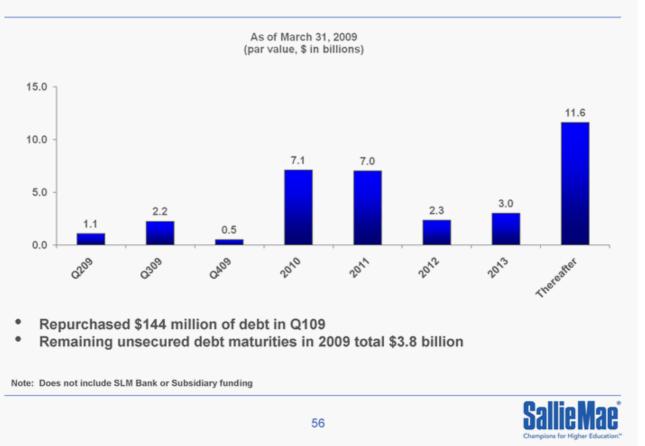


# Sallie Mae Bank – Capital

Regulatory Capital Ratios								
Ratio	Dec 07	Mar 08	Jun 08	Sep 08	Dec 08	Mar 09		
Tier 1 Leverage	23.2%	18.6%	17.3%	16.7%	40.7%	24.5%		
Tier 1 Risk Based	24.4%	18.7%	20.0%	17.9%	45.9%	29.6%		
Total Risk Based	24.4%	18.7%	20.0%	18.0%	46.3%	30.2%		



# **Unsecured Debt Maturities**





# Capitalization

## SLM Corp

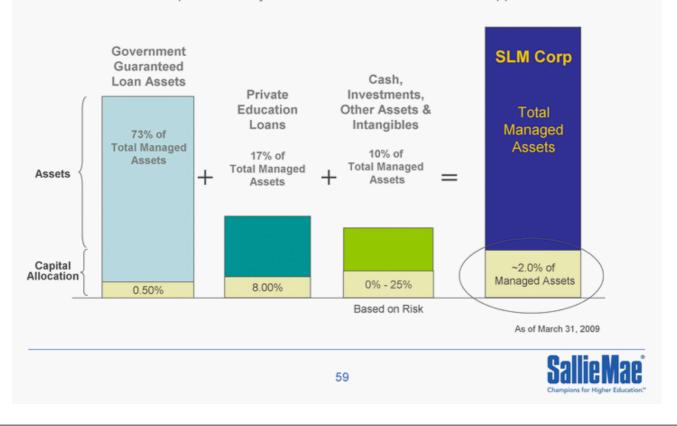
	2006	<u>2007</u>	2008	2009 Q1
Tangible Equity/Managed Assets <sup>(1)</sup>	1.8%	2.0%	1.8%	1.8%
Tangible Equity/Charge-Offs <sup>(2)</sup>	18x	9X	7x	4x

GAAP tangible stockholders' equity as a percentage of total managed assets.
 Average GAAP tangible equity including preferred stock to charge-offs. SLM charge-offs based on total managed loans, annualized.



# **Capital Allocation**

· SLM allocates capital internally based on the risk of the assets it supports





# FFELP Appendix

# 2008 Investor Presentation

## **SLM FFELP ABS Issue Characteristics**

#### Typical SLM FFELP ABS Transaction Features

- Historical issue size of \$1.0B to \$5.0(+)B
- Tranches denominated in US\$ or Euros
- 'Aaa/AAA/AAA' rated senior tranches make up 97% of issue structure
- Floating rate tied to 3 mo. LIBOR, with occasional fixed rate issuance
- Amortizing tranches, with 1 to 15(+) year average lives
- Serviced by Sallie Mae, Inc.

#### Unique Characteristics of FFELP Loan ABS

- Explicit U.S. government guarantee of underlying collateral insulates bondholders from virtually any loss of principal <sup>(1)</sup>
- Formerly a 20% risk-weighted asset, now a <10% risk-weighted under Basel II's IRB methodology
- Offer significantly higher spreads than government agency securities with comparable risk profiles
- Short (1-3 yrs), intermediate (3-7 yrs), long (7-10 yrs) and very long (10-15+ years) term tranches available at new issue and in secondary

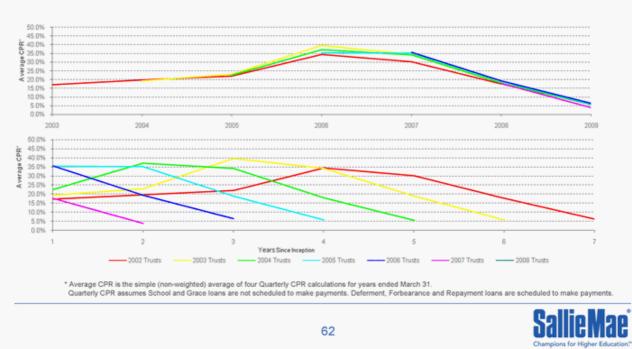
(1) Principal and accrued interest on underlying FFELP loan collateral carry a guarantee of either 98% or 97%. Guarantee is dependent on meeting the servicing requirements of the U.S. Department of Education.





## SLM Stafford/PLUS ABS Trusts Prepayment Analysis

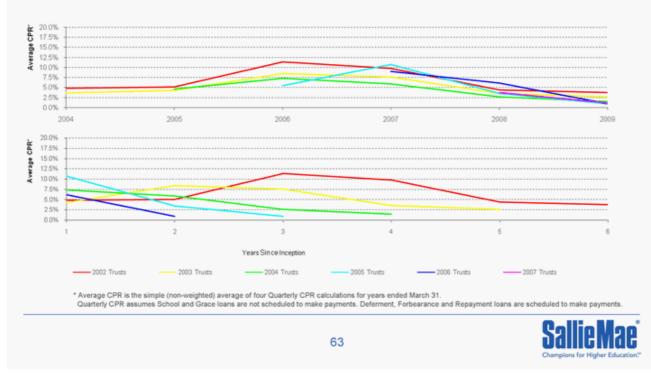
 Annualized CPRs for SLM Stafford/PLUS ABS Trusts have decreased significantly as incentives for borrowers to consolidate have declined



#### Historical SLM Stafford/PLUS ABS CPRs

## SLM Consolidation ABS Trusts Prepayment Analysis

 CPRs for SLM Consolidation ABS Trusts have declined significantly following legislation that prevented in-school and re-consolidation of borrowers' loans



#### **Historical Consolidation ABS CPRs**



Private Credit Appendix 2008 Investor Presentation

# Private Loan Performance (Traditional vs. Non-Traditional)

• Reserve coverage of annualized charge-offs totaled 2.4x and 2.3x for Traditional and Non-Traditional loans respectively for Q1 2009.

Traditional	3/31/2009 (QTD)	12/31/2008 (QTD)	9/30/2008 (QTD)	6/30/2008 (QTD)	3/31/2008 (QTD)	12/31/2007 (YTD)
Loans Outstanding	\$32,137	\$31,101	\$30,177	\$28,452	\$27,576	\$25,848
Loans in Repay	\$17,765	\$17,715	\$14,605	\$14,433	\$12,683	\$12,711
% with a Co-Borrower	59.4%	59.0%	58.6%	57.7%	57.6%	57.1%
90 Days Delinq as a % of Repay	4.3%	2.6%	2.3%	1.6%	1.8%	1.7%
Forb as a % of Repay & Forb	6.3%	6.7%	11.0%	12.0%	15.5%	12.8%
Annualized C/O's as a % of Repay	2.2%	1.7%	1.4%	1.4%	1.1%	1.2%
Non-Traditional	3/31/2009 (QTD)	12/31/2008 (QTD)	9/30/2008 (QTD)	6/30/2008	3/31/2008 (QTD)	12/31/2007 (YTD)
			· · · · · /	( )	()	(110)
Loans Outstanding	\$5,096	\$5,107	\$5,092	\$4,987	\$4,913	\$4,669
Loans Outstanding Loans in Repay	\$5,096 \$2,991	\$5,107 \$2,997				. ,
Ū.			\$5,092	\$4,987	\$4,913	\$4,669
Loans in Repay	\$2,991	\$2,997	\$5,092 \$2,641	\$4,987 \$2,451	\$4,913 \$2,187	\$4,669 \$2,155
Loans in Repay % with a Co-Borrower	\$2,991 26.4%	\$2,997 26.4%	\$5,092 \$2,641 26.2%	\$4,987 \$2,451 26.3%	\$4,913 \$2,187 25.8%	\$4,669 \$2,155 25.4%



# Private Education Loan Portfolio Performance

	Q109	Q408	<u>Q3 08</u>	Q2 08	Q1 08
Net Charge-offs - Traditional Portfolio <sup>(1)</sup>	2.2%	1.7%	1.4%	1.4%	1.1%
Net Charge-offs - Non-Traditional Portfolio (1)	14.5%	12.3%	10.0%	11.5%	10.3%
90+ Day Delinq as a % of Repay - Traditional Portfolio	4.3%	2.6%	2.3%	1.6%	1.8%
90+ Day Delinq as a % of Repay - Non-Traditional Portfolio	19.1%	12.7%	11.9%	9.8%	10.7%
Forb as a % of Forb & Repay - Traditional Portfolio	6.3%	6.7%	11.0%	12.0%	15.5%
Forb as a % of Forb & Repay - Non-Traditional Portfolio	8.5%	9.0%	14.4%	18.5%	21.4%
Allowance as a % of Loans in Repay - Traditional Portfolio	5.4%	4.8%	4.7%	4.0%	4.3%
Allowance as a % of Loans in Repay - Non-Traditional Portfolio	32.2%	31.8%	35.0%	38.0%	41.3%

(1) Net charge-offs as a percentage of average loans in repayment annualized for the quarters presented



# **Rating Actions on SLM Private Credit Student Loan ABS**

• There have been a number of upgrades and no downgrades to Sallie Mae's Private Credit ABS since the program's inception in 2002

Moody's <sup>(1)</sup> - March 2007				Fitch - September 2007				S	S&P - July 2008				
Deal	Tranche	Previous Rating	Current Rating	Deal	Tranche	Previous Rating	Current Rating	Deal	Tranche	Previous Rating	Curren Rating		
2002-A	В	A1	Aa3	2002-A	В	A	AA+	2002-A	В	A	AA		
2002-A	С	Baa1	A3	2002-A	С	888	A+	2002-A	С	BBB	A		
2003-A	в	A1	Aa3	2003-A	в	A+	AA.						
2003-A	С	Baa1	A3	2003-A	С	888+	A						
2003-B	в	A1	Aa3	2003-B	В	A+	AA.						
2003-B	С	Baa1	A3	2003-B	С	888+	A						
2004-A	в	A1	Aa3	2003-C	В	A+	AA.						
2004-A	С	Baa1	A3	2003-C	С	888+	A						
2004-B	в	A1	Aa3	2004-A	в	A+	AA.						
2004-B	С	Baa1	A3	2004-A	С	888+	A						
				2004-B	В	A+	AA.						
				2004-B	С	888+	A						

(1) On September 17, 2008, as a result of Lehman's bankruptcy and rating downgrade, Moody's placed all of the tranches from the SLM Student Loan Trust 2004-1 transaction on review for possible downgrade. Lehman Brothers Special Financing Inc. acted as interest rate swap provider for the class A-6 reset rate notes. The Lehman interest rate swap expires in January 2009 and is fully cash collateralized.



# **Private Credit Loan Collections**

- · Sallie Mae services and collects the loans in its Private Credit ABS Trusts
- Private credit collections are conducted by a stand-alone consumer credit collections unit, not the company's FFELP collections operations
- Managed by individuals with prior experience managing collections operations for consumer loan assets
- Over the past 18 months, private credit collections resources have been significantly increased and collections technology and practices enhanced
  - Multi-variable analysis has enabled prioritization of collection efforts on higher risk borrowers
  - Forbearance policies have been enhanced to reduce reliance on the tool, while still meeting the customer need during an economic downturn
  - Additional workout and settlement programs have been introduced to help customers avoid default
  - Collection workstation, dialer capabilities, and internet utilities have all been enhanced with more effective technology solutions





## Forbearance

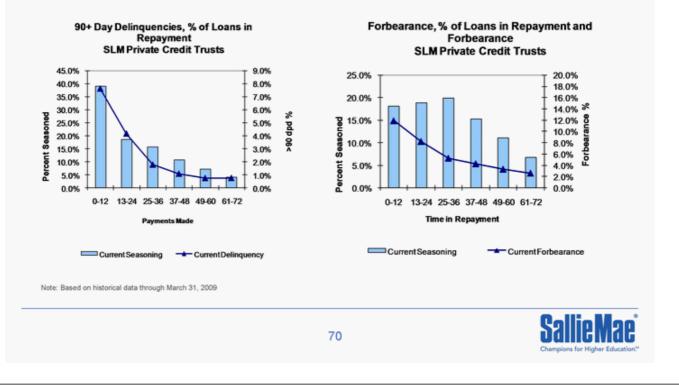
- A collections tool used to provide borrowers time to improve their ability to repay
  - Between graduation and start of first job
  - Economic hardship
- Provides borrower with time to obtain employment and income to support their obligations
- · Applied most frequently in the first two years of repayment
- · Granted for three month intervals, up to a maximum of 24 months
- Majority of loans are in forbearance for less than 12 months
- Placing a loan in forbearance suspends payments, with interest capitalized to the loan balance

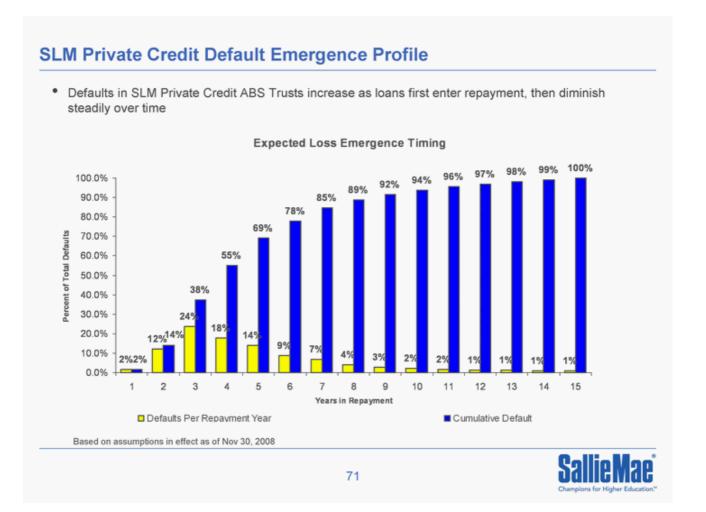


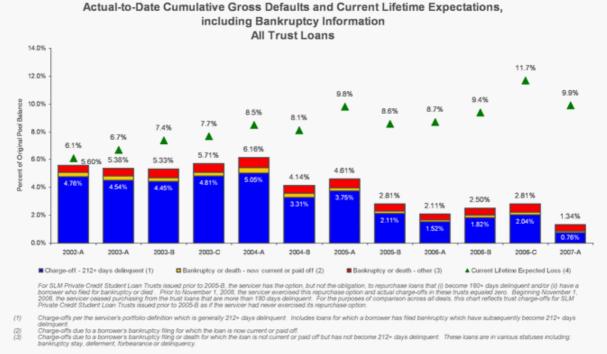


# **SLM Private Credit Delinquency and Forbearance Seasoning Trends**

- · Delinquency and forbearance are highest when loans enter repayment, and diminish as loans season
- · As the trust loans season, delinquency and forbearance are expected to decline





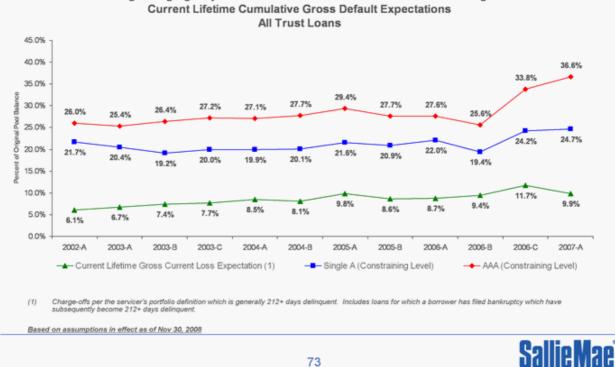


#### SLM Private Credit Gross Defaults: Actual-To-Date vs. Current Lifetime Expectations

Projections based on assumptions in effect as of Nov 30, 2008. Actuals based on historical data thru February 28, 2009.



#### SLM Private Credit Gross Defaults: Current Lifetime Expectations vs. Constraining Rating Agency Stress Levels at Issuance



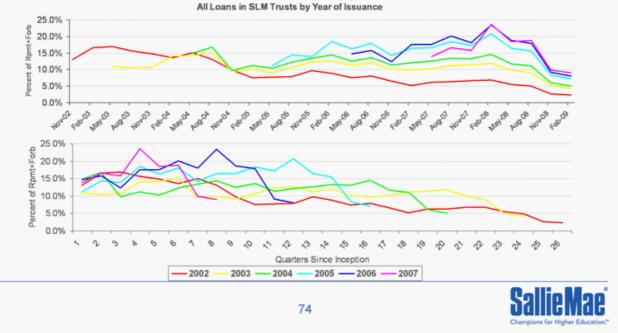




## SLM Private Credit ABS Trusts: Forbearance

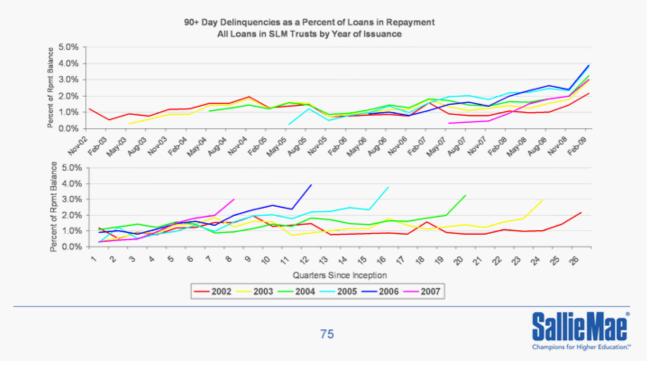
- Use of forbearance as a collection tool peaked in early 2008, and has declined since, primarily as a
  result of restrictions on the length of forbearances granted
- The decline in forbearance is expected to result in increased delinquency and default in the near term but no long term increase in lifetime defaults
- · Forbearance usage is typically highest when loans enter repayment, and declines as loans season

Loans in Forbearance as a Percent of Loans in Repayment and Forbearance



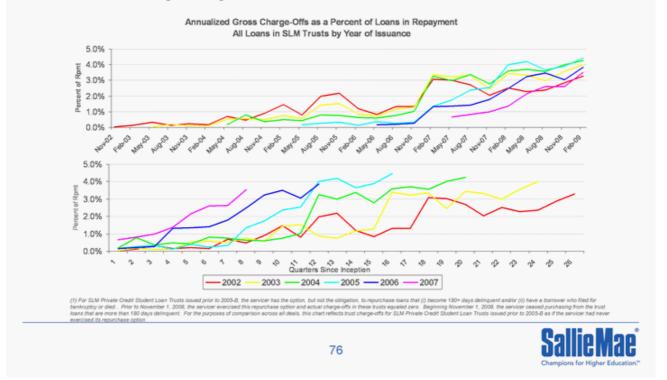
## SLM Private Credit ABS Trusts: 90+ Day Delinquencies

- As expected, delinquency has increased in the current economic environment
- Upward trend in delinquencies for newer trusts is driven by a higher percentage of loans first entering repayment, when borrowers are most likely to become delinquent

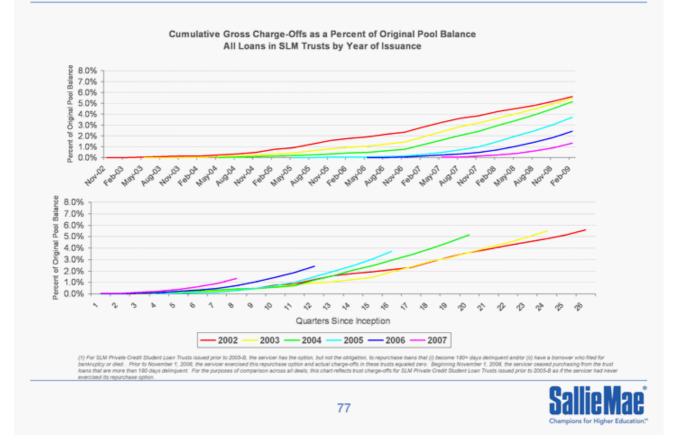


# SLM Private Credit ABS Trusts: Annualized Gross Charge-offs

- · Charge-off levels first increased in 2007 and have remained elevated through the economic downturn
- As is typical, more recent Trusts with a greater percentage of borrowers first entering repayment continue to exhibit higher charge-offs

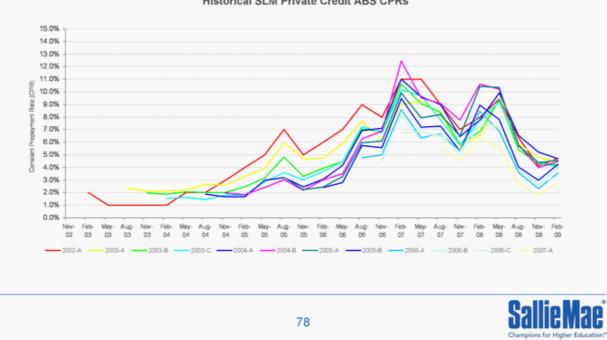


## SLM Private Credit ABS Trusts: Historical Cumulative Gross Charge-Offs<sup>(1)</sup>



## SLM Private Credit ABS Trusts Prepayment Analysis

• Constant prepayment rates increased in 2007 due to the introduction of Private Credit Consolidation loans, but then declined accordingly following SLM's decision to suspend its consolidation loan program



Historical SLM Private Credit ABS CPRs

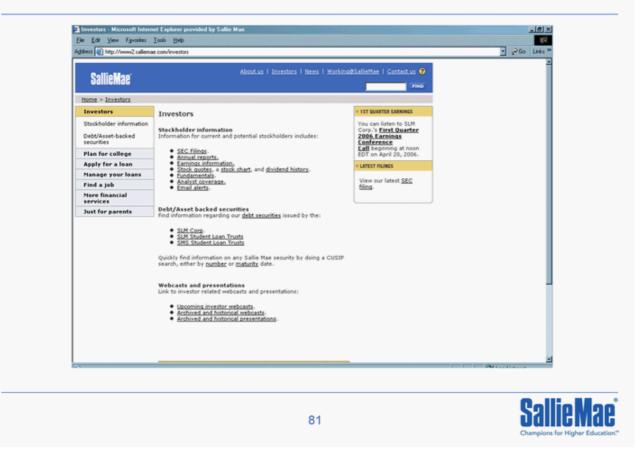


# GAAP to "Core Earnings" EPS Reconciliation

(\$ in thousands, except per share amounts)		Quarters Ended									
	March 31, 2009				March 31, 2008						
	Dollars			Diluted EPS		Dollars		Diluted EPS			
GAAP net loss attributable to SLM Corporation	\$	(21,386)	\$	(0.10)	\$	(103,804)	\$	(0.28)			
Adjustment from GAAP to "Core Earnings"											
Net impact of securitization accounting		198,590				79,146					
Net impact of derivative accounting		(54,010)				363,368					
Net impact of Floor Income		(79,023)				5,577					
Net impact of acquired intangibles		9,664				15,329					
Total "Core Earnings" Adjustments before net tax effect		75,221				463,420					
Net tax effect		(39,951)				(171,302)					
Total "Core Earnings" Adjustments		35,270				292,118					
"Core Earnings" net income attributable to SLM Corporation		13,884	_	(0.03)		188,314		0.34			
"Core Earning" net income adjusted for non-recurring items											
Restructuring Expenses		3,007				13,027					
Acceleration of premium amortization expense on loans		-				51,777					
Total after tax non-recurring items		3,007		0.01		64,804		0.14			



# Additional Information Available at www.salliemae.com



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