

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549**

FORM 8-K

CURRENT REPORT

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

Date of Report (Date of earliest event reported): February 28, 2012

SLM CORPORATION

(Exact name of registrant as specified in its charter)

Delaware
**(State or other jurisdiction
of incorporation)**

001-13251
**(Commission
File Number)**

52-2013874
**(I.R.S. Employer
Identification No.)**

**300 Continental Drive,
Newark, Delaware**
(Address of principal executive offices)

19713
(Zip Code)

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:

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

Item 8.01 Other Events.

SLM Corporation (the “Company”) frequently provides relevant information to its investors via posting to its corporate website. On February 28, 2012, a presentation entitled “Q4 2011 Investor Presentation” was made available on the Company’s web site at <https://www1.salliemae.com/about/investors/webcasts/default.htm>. In addition, the document is being furnished herewith as Exhibit 99.1.

Item 9.01 Financial Statements and Exhibits.**(d) Exhibits.**

99.1* Q4 2011 Investor Presentation.

* Furnished herewith.

SIGNATURES

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

SLM CORPORATION

Date: February 28, 2012

By: /s/ Jonathan C. Clark
Jonathan C. Clark
Executive Vice President and Chief Financial Officer

EXHIBIT INDEX

<u>Exhibit No.</u>	<u>Description</u>
99.1*	Q4 2011 Investor Presentation.

* Furnished herewith.



SLM CORPORATION

Q4 2011 Investor Presentation

FEBRUARY 28, 2012



Forward-Looking Statements

The following information is current as of February 28, 2012 (unless otherwise noted) and should be read in connection with SLM Corporation's 2011 Annual Report on Form 10-K (the "2011 Form 10-K") and subsequent reports filed with the Securities and Exchange Commission (the "SEC").

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 our opinions, beliefs 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 the 2011 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 we are a party; credit risk associated with our exposure to third parties, including counterparties to our derivative transactions; and changes in the terms of student loans and the educational credit marketplace (including changes resulting from new laws and the implementation of existing laws). We could also be affected by, among other things: changes in our funding costs and availability; reductions to our credit ratings or the credit ratings of the United States of America; failures of our operating systems or infrastructure, including those of third-party vendors; damage to our reputation; failures to successfully implement cost-cutting and restructuring initiatives and adverse effects of such initiatives on our business; 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 from banks and other consumer lenders; the creditworthiness of our customers; changes in the general interest rate environment, including the rate relationships among relevant money-market instruments and those of our earning assets versus our funding arrangements; changes in general economic conditions; and changes in the demand for debt management services. The preparation of our 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. We do not undertake any obligation to update or revise these forward-looking statements to conform the statement to actual results or changes in our expectations.



SLM Corporation

SLM Corporation Overview	Page 4
The U.S. Student Loan Market	Page 11
Credit Quality	Page 19
Servicing: A Competitive Advantage	Page 28
Funding Diversity and Liquidity	Page 32
Risk-Adjusted Capitalization	Page 43
FFELP ABS Appendix	Page 46
Private Education Loan ABS Appendix	Page 51
SLM Appendix	Page 73



SLM Corporation Overview



SLM Corporation



- ▶ #1 saving, planning and paying for education company with 40-years of leadership in the education lending market
- ▶ #1 servicer and collector of student loans in the U.S. for FFELP¹ and Private Education Loans
- ▶ Serving 25 million unique customers, as of December 31, 2011
- ▶ Servicing for third parties, including 3.6 million loans for the Department of Education ("ED"), as of December 31, 2011
- ▶ Fully independent private sector company with scale and a broad franchise, traded on the NASDAQ (ticker: SLM)
- ▶ \$174 billion student loan portfolio, 79% of which is insured or guaranteed, as of December 31, 2011

¹ Federal Family Education Loan Program ("FFELP").



A Brief Corporate History

SLM Corporate Debt Ratings

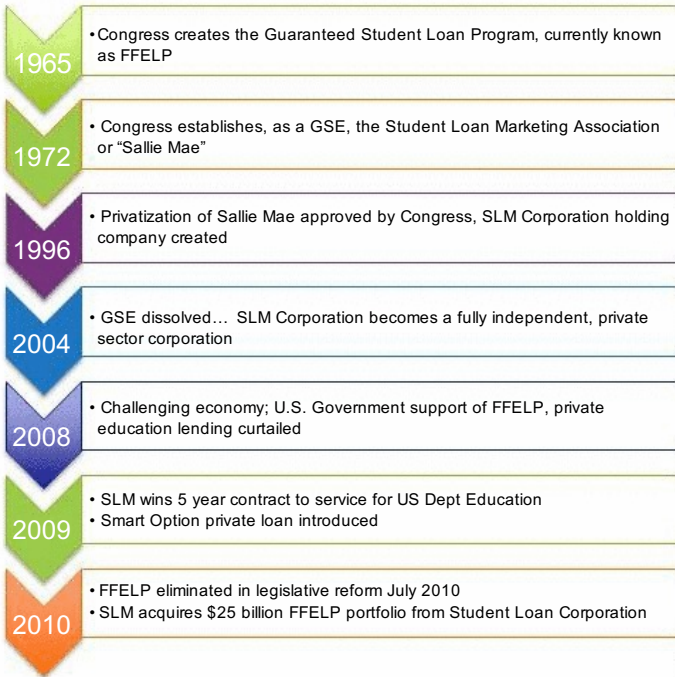
	Moody's	S & P	Fitch
Long-Term	Ba1	BBB-	BBB-
Short-Term	Not-Prime	A-3	F3
Outlook	Stable	Stable	Stable

As of December 31, 2011

Loan Portfolio

Loan Type	\$billions	%
FFELP Loans	\$138.1	79%
Private Education	\$36.3	21%
Total Portfolio	\$174.4	100%

As of December 31, 2011
Net of provision





Q4 11 “Core Earnings” Summary*

(\$ millions), except per share amounts	<u>2011</u>	<u>2010</u>	<u>Q411</u>	<u>Q410</u>
EPS (Reported)	\$1.83	\$1.92	\$0.51	\$0.75
Net Income	\$977	\$1,028	\$268	\$401
Net Interest Income	\$3,064	\$2,982	\$773	\$739
Loan Loss Provision	\$1,295	\$1,419	\$292	\$320
Fee and Other Income - Excluding Debt Repurchase Gains	\$767	\$1,119	\$188	\$499
Debt Repurchase Gains	\$64	\$317	-	\$118
Operating Expenses	\$1,100	\$1,208	\$243	\$308
Tangible Capital Ratio	2.5%	2.2%		
Average Student Loans	\$180,064	\$178,577	\$176,567	\$164,196

- ▶ Private Education Loan originations increased 19% for 2011 year-over-year
- ▶ Achieved quarterly operating expense goal of less than \$250 million in Q4 11
- ▶ Credit quality continues to improve

* For a GAAP to “Core Earnings” reconciliation, see slide 74



Consumer Lending Segment Earnings Detail

(\$ millions)	<u>2011</u>	<u>2010</u>	<u>Q411</u>	<u>Q410</u>
Private Originations	\$2,737	\$2,307	\$457	\$413
Average Student Loans	\$36,955	\$36,534	\$37,259	\$36,674
Net Interest Income after Provision - Private	\$455	\$311	\$162	\$115
Net Interest Margin - Private Education	4.09%	3.85%	4.16%	3.92%
Operating Expenses	\$304	\$350	\$67	\$85
OpEx Annualized as a % of Average Student Loans	0.82%	0.96%	0.72%	0.92%



FFELP Loan Segment Earnings Detail

(\$ millions)	<u>2011</u>	<u>2010</u>	<u>Q411</u>	<u>Q410</u>
Average Student Loans	\$143,109	\$142,043	\$139,308	\$127,522
Net Interest Income after Provision - FFELP	\$1,361	\$1,270	\$337	\$309
Net Interest Margin - FFELP	0.98%	0.93%	0.97%	0.99%
Operating Expenses	\$760	\$736	\$185	\$180
OpEx Annualized as a % of Average Student Loans	0.53%	0.51%	0.53%	0.54%



Three Aspects of the SLM Business Model

- ▶ **Consumer Lending**
 - Largest originator of Private Education Loans
 - Significant long term value
 - Legacy portfolio quality vastly improved

- ▶ **Business Services**
 - Businesses include loan servicing and collections for Department of Education, payment processing for colleges and universities and 529 plan servicing
 - Attractive fee business with little capital required & high return on equity
 - ABS servicing cash flows are super senior
 - Opportunities exist to expand services provided, including industry consolidation
 - Efficient cost structure and top performer

- ▶ **FFELP Loan Portfolio**
 - Existing portfolios generating substantial income and cash flow
 - Residuals stable due to minimal credit and interest rate risk
 - Actively seeking to acquire additional FFELP loan portfolios

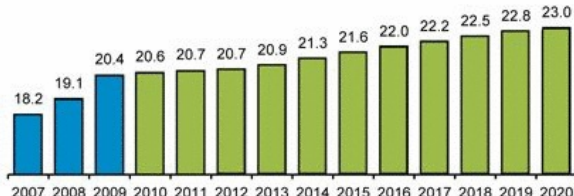


The U.S. Student Loan Market



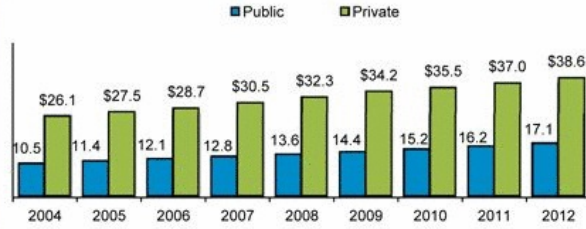
Favorable Student Loan Market Trends

Higher Education Enrollment (millions)



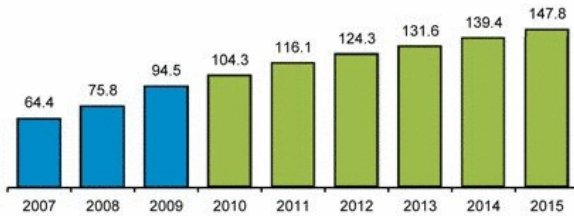
Source: U.S. Department of Education, National Center for Education Statistics, 1990 through 2009 Integrated Postsecondary Education Data System, "Fall Enrollment Survey" (IPEDS-EF:90-99), Spring 2001 through Spring 2010; and Enrollment in Degree-Granting Institutions Model, 1980-2009.
 Note: Total enrollment in all degree-granting institutions; middle alternative projections for 2010 onward

Annual Cost of Education (\$ thousands)



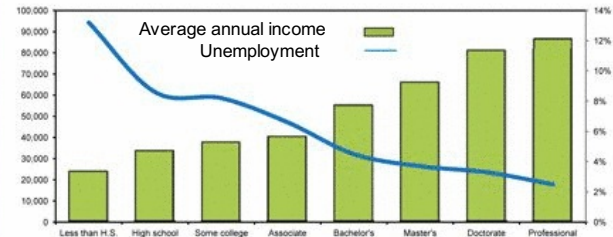
Source: *Trends in College Pricing* © 2011 The College Board. www.collegeboard.org
 Note: Academic years, average published tuition, fees, room and board charges at four-year institutions; enrollment-weighted

Federal Student Loan Origination Volume (\$ billions)



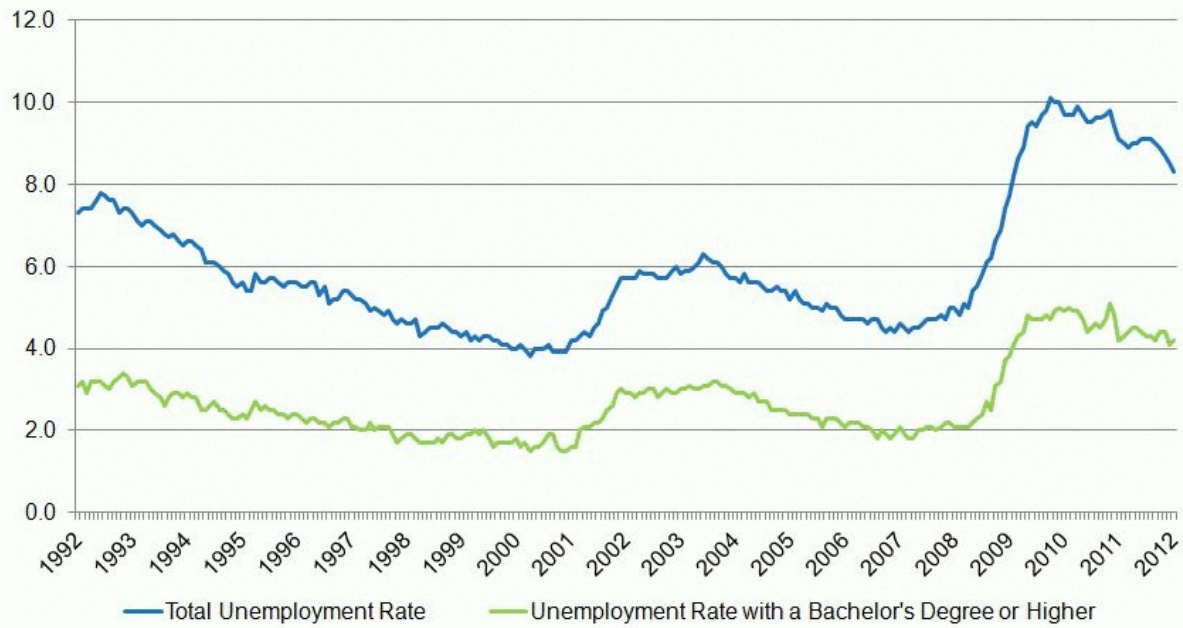
Source: President's 2012 Budget. Net commitments by fiscal year
 Note: Excludes consolidation volume

Relationship Between Higher Education, Income and Employment



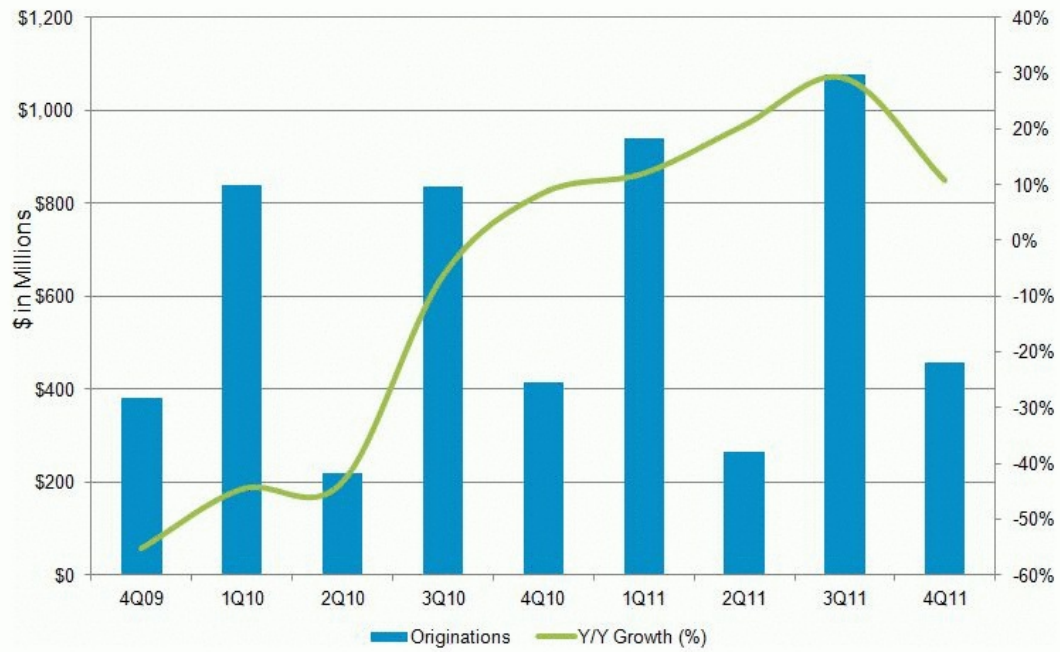
Source: U.S. Census Bureau, Current Population Survey, 2011 Annual Social and Economic Supplement. Represents median earnings for a full time, year-round worker over age 25. Unemployment data as of Quarter IV 2011. Represents unemployment for civilian non-institutional population over age 25.

College Grads Experience Lower Levels of Unemployment



Source: U.S. Department of Labor, Bureau of Labor Statistics as of 01/31/2012

SLM Private Education Loan Originations





SLM's Private Education Loan Portfolio

- ▶ Private Education Loan Portfolio Characteristics
 - \$36 billion portfolio
 - 21% of SLM's total student loan portfolio
 - Loans are based on floating interest rates, with loan margins determined by the credit quality of the borrower and/or cosigner
 - Approximately 62% of portfolio has a cosigner, typically a parent
 - Higher education loans typically non-dischargeable in bankruptcy
 - Integrated underwriting, servicing and collections

As of December 31, 2011

15



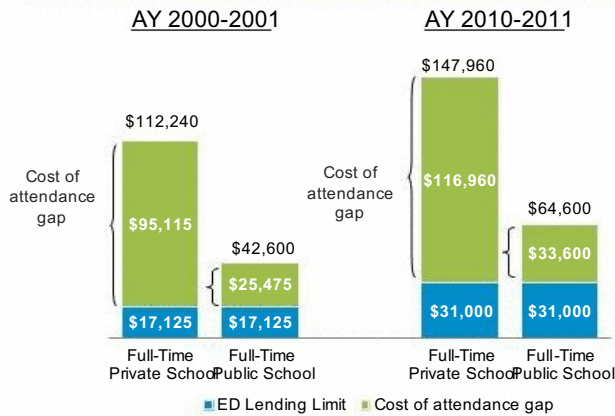
SLM's New Private Education Loan Product

- ▶ Smart Option Student Loan product offers three repayment choices designed to help borrowers balance their goals and budget while in school
 - Interest Only - Requires interest only payment during in-school period
 - Fixed Repayment - Requires \$25 monthly payments during in-school period
 - Deferred Repayment – Allows deferred payments while the customer is in school
- ▶ Repayment term is driven by cumulative amount borrowed and grade level
- ▶ Full communication with customers during in-school period
- ▶ Full collection activities employed at both the customer and cosigner level
- ▶ All loans certified by the school's financial aid office to ensure that customers borrow no more than the cost of attendance

Role of Private Education Loan

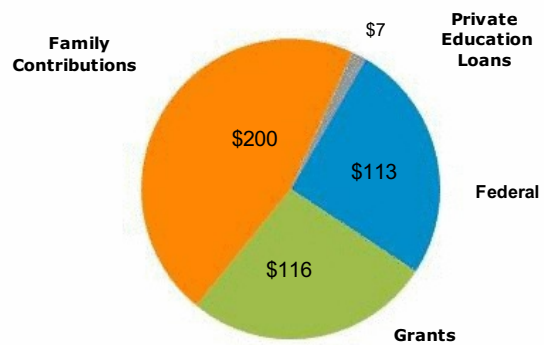
- Private Education Loan products bridge the funding gap between the cost of a college education and funds available through U.S. Department of Education (ED) programs, grants, and other sources
- Estimates for academic year 2011-12 project that 20 million students will enroll in higher education and incur costs of over \$436 billion; \$7 billion of that is funded by private education loans
- Assuming Federal Loans and Grants remain constant – a 4% increase in the cost of education would result in a \$17 billion incremental funding requirement for students and families

Cost of College (Based on a Four-Year Term)



Source: Trends in College Pricing, © 2011 The College Board, www.collegeboard.org, U.S. Department of Education 2010

Total Cost of Education (in billions) 2011/2012 Academic Year



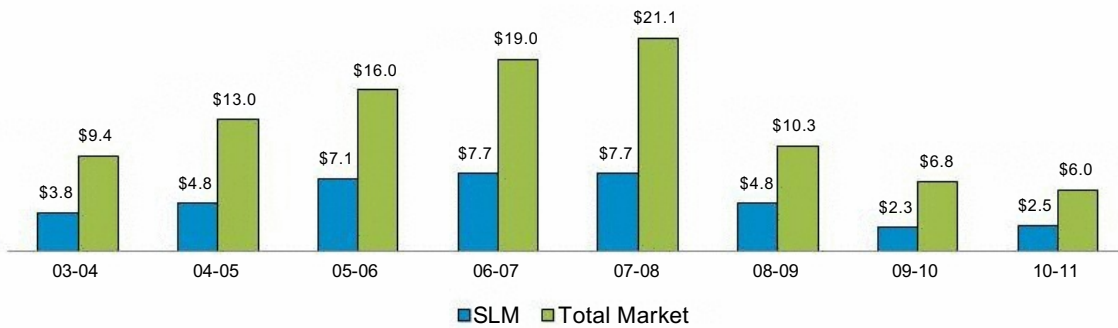
Source: U.S. Department of Education, President's 2013 Budget & Company analysis



Private Credit Industry Originations

- ▶ 2010-11 academic year market share approximately 40%

SLM vs. Industry Originations
(billions)



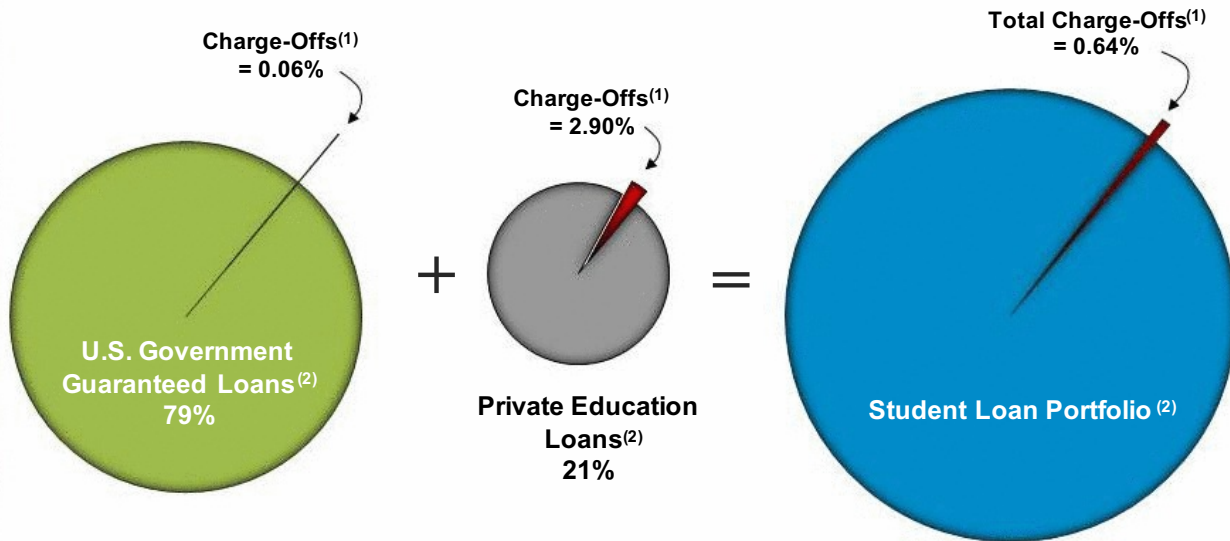
- ▶ Private Education Loans declined as result of an increase in federal student loan limits, an overall increase in the use of federal student loans, as well as an increase in federal grants.

Source: Trends in Student Aid © 2011 The College Board, www.collegeboard.org, industry data is preliminary. Based on current dollars. Data reported by academic year, SLM quarterly data converted to academic year basis.



Credit Quality

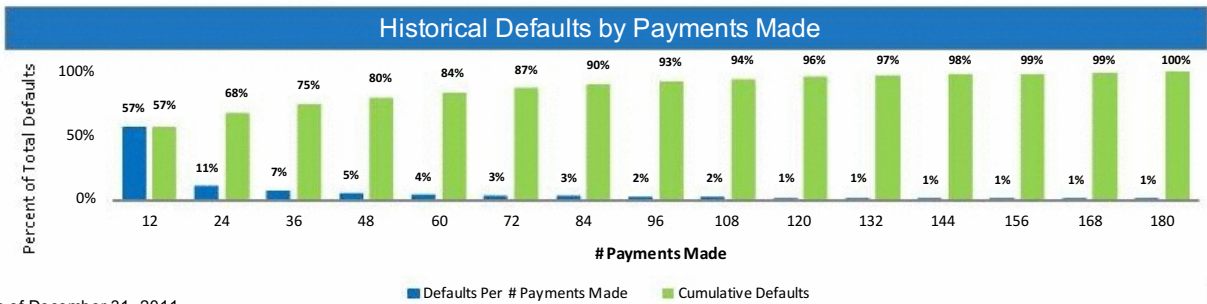
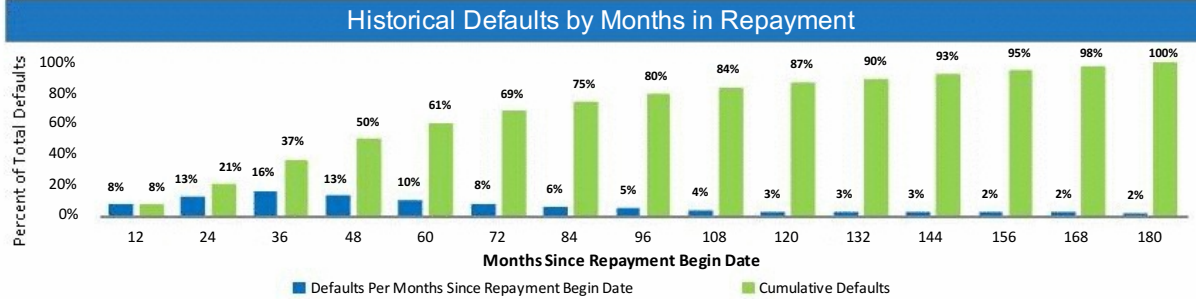
Loan Losses



(1) All data as of December 31, 2011. FFELP charge-offs as a percentage of average FFELP Loans. Private Education Loan charge-offs as a percentage of average Private Education Loans. Total charge-offs as a percentage of average FFELP Loans and Private Education Loans.
 (2) Percentages of total student loan portfolio based upon average portfolio balances.

Private Credit Default Performance

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



As of December 31, 2011



Private Education Loan Portfolio Performance

	<u>Q4 11</u>	<u>Q3 11</u>	<u>Q2 11</u>	<u>Q1 11</u>	<u>Q4 10</u>
Charge-offs - Traditional Portfolio ⁽¹⁾	2.7%	2.9%	2.8%	2.9%	3.6%
Charge-offs - Non-Traditional Portfolio ⁽¹⁾	11.9%	11.5%	12.5%	13.4%	14.9%
Charge-offs - Total Portfolio ⁽¹⁾	3.5%	3.7%	3.7%	3.9%	4.8%
90+ Day Delinq as a % of Repay - Traditional Portfolio	4.0%	4.0%	3.7%	4.1%	4.2%
90+ Day Delinq as a % of Repay - Non-Traditional Portfolio	13.6%	14.3%	13.2%	14.4%	15.0%
90+ Day Delinq as a % of Repay - Total Portfolio	4.9%	5.0%	4.6%	5.1%	5.3%
Forb as a % of Forb & Repay - Traditional Portfolio	4.2%	4.3%	4.5%	4.4%	4.4%
Forb as a % of Forb & Repay - Non-Traditional Portfolio	6.6%	6.7%	7.0%	6.5%	6.1%
Forb as a % of Forb & Repay - Total Portfolio	4.4%	4.5%	4.7%	4.6%	4.6%
Allowance as a % of Loans in Repay - Traditional Portfolio	5.6%	5.7%	5.2%	5.1%	4.9%
Allowance as a % of Loans in Repay - Non-Traditional Portfolio	23.1%	25.4%	24.8%	27.1%	28.2%
Allowance as a % of Loans in Repay - Total Portfolio	7.2%	7.5%	7.1%	7.2%	7.3%

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



Private Education Loan Portfolio Performance

Traditional Loans with a Cosigner	Q4 11	Q3 11	Q2 11	Q1 11	Q4 10
Outstanding Balance as a % of Total	59%	59%	58%	57%	56%
90+ Delinquency as a % of Repayment	2.9%	2.9%	2.7%	3.0%	3.1%
Forbearance as a % of Repayment & Forbearance	3.8%	3.8%	4.0%	3.9%	4.0%
Charge-Offs as a % of Repayment ⁽¹⁾	1.7%	1.9%	1.8%	1.8%	2.0%
Traditional Loans without a Cosigner	Q4 11	Q3 11	Q2 11	Q1 11	Q4 10
Outstanding Balance as a % of Total	32%	32%	33%	33%	33%
90+ Delinquency as a % of Repayment	5.8%	5.9%	5.5%	5.9%	6.0%
Forbearance as a % of Repayment & Forbearance	4.7%	4.9%	5.1%	4.9%	4.9%
Charge-Offs as a % of Repayment ⁽¹⁾	4.5%	4.9%	4.6%	4.8%	5.1%
Non-Traditional Loans with a Cosigner	Q4 11	Q3 11	Q2 11	Q1 11	Q4 10
Outstanding Balance as a % of Total	3%	3%	3%	3%	3%
90+ Delinquency as a % of Repayment	11.8%	12.2%	11.0%	12.0%	12.6%
Forbearance as a % of Repayment & Forbearance	7.8%	7.7%	8.1%	7.5%	7.1%
Charge-Offs as a % of Repayment ⁽¹⁾	7.8%	8.0%	8.8%	9.2%	10.0%
Non-Traditional Loans without a Cosigner	Q4 11	Q3 11	Q2 11	Q1 11	Q4 10
Outstanding Balance as a % of Total	7%	7%	7%	7%	7%
90+ Delinquency as a % of Repayment	14.4%	15.1%	14.1%	15.4%	16.0%
Forbearance as a % of Repayment & Forbearance	6.1%	6.3%	6.5%	6.0%	5.7%
Charge-Offs as a % of Repayment ⁽¹⁾	13.6%	12.9%	14.0%	15.1%	17.0%

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



Significant Improvement in Private Education Loan Portfolio Quality

Legacy Loans Entering Repayment⁽¹⁾

	\$ Volume in Billions	% of Non Traditional	% of Cosigned	% of For Profit	Average Winning FICO
Actual					
2008	\$7.4	15%	54%	33%	709
2009	\$6.6	13%	56%	27%	711
2010	\$5.2	11%	59%	21%	713
2011	\$3.4	10%	62%	17%	714
Projected⁽²⁾					
2012	\$1.4	8%	65%	15%	718
2013	\$0.6	8%	71%	11%	724

- ▶ Total originations in 2009 had an average winning FICO of 745 and 83% were cosigned.
- ▶ Total originations in 2010 had an average winning FICO of 739 and 89% were cosigned.
- ▶ Total originations in 2011 had an average winning FICO of 748 and 91% were cosigned.

(1) Excludes Smart Option loans.

(2) Projected loans entering repayment does not include new loan originations which are expected to be 100% Traditional loans and have significantly higher FICO scores and cosigners.

Note: Volume for all years is based on outstanding balances.

24



Loan Seasoning

December 31, 2011

Traditional Portfolio

Loan Status	Monthly Scheduled Payments Due											
	0-12 payments		13-24 payments		25-36 payments		37-48 payments		More than 48 payments		Total	
Not Yet in Repayment											5,866	
Loans in Forbearance	787	9.7%	169	2.7%	112	2.1%	58	1.7%	69	1.2%	1,195	4.2%
Loans in Repayment- Current	6,231	76.9%	5,658	89.5%	4,770	91.1%	3,245	93.1%	5,206	94.5%	25,110	87.6%
Loans in Repayment- Delinq 31-60 days	397	4.9%	177	2.8%	132	2.5%	69	2.0%	93	1.7%	868	3.0%
Loans in Repayment- Delinq 61-90 days	177	2.2%	78	1.2%	63	1.2%	33	1.0%	42	0.8%	393	1.4%
Loans in Repayment- Delinq 90+ days	515	6.4%	242	3.8%	162	3.1%	80	2.3%	97	1.8%	1,096	3.8%
Total Loans in Repayment or Forbearance	\$ 8,107	100%	\$ 6,324	100%	\$ 5,239	100%	\$ 3,485	100%	\$ 5,507	100%	\$ 28,662	100%
Charge-offs as a % of loans in repayment	5.0%		2.5%		1.8%		1.4%		1.1%		2.7%	

Non-Traditional Portfolio

Loan Status	Monthly Scheduled Payments Due											
	0-12 payments		13-24 payments		25-36 payments		37-48 payments		More than 48 payments		Total	
Not Yet in Repayment											656	
Loans in Forbearance	133	11.7%	25	4.7%	14	3.3%	8	2.6%	11	2.2%	191	6.6%
Loans in Repayment- Current	635	55.8%	356	69.4%	340	77.6%	241	82.3%	440	83.5%	2,012	69.2%
Loans in Repayment- Delinq 31-60 days	109	9.6%	35	6.9%	26	5.8%	14	4.8%	24	4.5%	208	7.2%
Loans in Repayment- Delinq 61-90 days	68	6.0%	22	4.2%	15	3.5%	8	2.8%	14	2.7%	127	4.4%
Loans in Repayment- Delinq 90+ days	194	17.0%	75	14.5%	43	9.9%	22	7.5%	37	7.1%	371	12.8%
Total Loans in Repayment or Forbearance	\$ 1,139	100%	\$ 513	100%	\$ 438	100%	\$ 293	100%	\$ 526	100%	\$ 2,909	100%
Charge-offs as a % of loans in repayment	19.2%		12.3%		7.0%		5.6%		4.5%		11.9%	

Total

Loan Status	Monthly Scheduled Payments Due											
	0-12 payments		13-24 payments		25-36 payments		37-48 payments		More than 48 payments		Total	
Not Yet in Repayment											6,522	
Loans in Forbearance	920	10.0%	194	2.8%	126	2.2%	66	1.8%	80	1.3%	1,386	4.4%
Loans in Repayment- Current	6,866	74.3%	6,014	88.0%	5,110	90.0%	3,486	92.3%	5,646	93.6%	27,122	85.9%
Loans in Repayment- Delinq 31-60 days	506	5.5%	212	3.1%	158	2.8%	83	2.2%	117	1.9%	1,076	3.4%
Loans in Repayment- Delinq 61-90 days	245	2.6%	100	1.5%	78	1.4%	41	1.1%	56	0.9%	520	1.6%
Loans in Repayment- Delinq 90+ days	709	7.7%	317	4.6%	205	3.6%	102	2.7%	134	2.2%	1,467	4.6%
Total Loans in Repayment or Forbearance	\$ 9,246	100%	\$ 6,837	100%	\$ 5,677	100%	\$ 3,778	100%	\$ 6,033	100%	\$ 31,571	100%
Charge-offs as a % of loans in repayment	6.7%		3.2%		2.2%		1.7%		1.4%		3.5%	

Dollars in millions



Loan Seasoning

September 30, 2011

Traditional Portfolio

Loan Status	Monthly Scheduled Payments Due											
	0-12 payments		13-24 payments		25-36 payments		37-48 payments		More than 48 payments		Total	
Not Yet in Repayment											6,930	
Loans in Forbearance	761	8.6%	169	2.9%	112	2.4%	59	1.9%	65	1.3%	1,166	4.3%
Loans in Repayment- Current	6,937	78.7%	5,286	89.1%	4,144	90.7%	2,939	93.1%	4,671	94.6%	23,977	87.5%
Loans in Repayment- Delinq 31-60 days	385	4.4%	172	2.9%	121	2.6%	65	2.1%	84	1.7%	827	3.0%
Loans in Repayment- Delinq 61-90 days	198	2.2%	72	1.2%	52	1.1%	26	0.8%	35	0.7%	383	1.4%
Loans in Repayment- Delinq 90+ days	532	6.0%	231	3.9%	142	3.1%	67	2.1%	82	1.7%	1,054	3.8%
Total Loans in Repayment or Forbearance	\$ 8,813	100%	\$ 5,930	100%	\$ 4,571	100%	\$ 3,156	100%	\$ 4,937	100%	\$ 27,407	100%
Charge-offs as a % of loans in repayment	5.4%		2.6%		1.8%		1.3%		1.1%		2.9%	

Non-Traditional Portfolio

Loan Status	Monthly Scheduled Payments Due											
	0-12 payments		13-24 payments		25-36 payments		37-48 payments		More than 48 payments		Total	
Not Yet in Repayment											763	
Loans in Forbearance	136	11.8%	25	4.7%	15	3.6%	7	2.6%	11	2.1%	194	6.7%
Loans in Repayment- Current	624	54.4%	371	70.1%	336	78.2%	224	82.1%	413	83.5%	1,968	68.5%
Loans in Repayment- Delinq 31-60 days	106	9.2%	36	6.8%	25	5.8%	14	5.1%	24	4.8%	205	7.1%
Loans in Repayment- Delinq 61-90 days	72	6.3%	21	3.9%	13	3.0%	7	2.7%	13	2.7%	126	4.4%
Loans in Repayment- Delinq 90+ days	210	18.3%	76	14.4%	41	9.6%	21	7.5%	34	6.9%	382	13.3%
Total Loans in Repayment or Forbearance	\$ 1,148	100%	\$ 529	100%	\$ 430	100%	\$ 273	100%	\$ 495	100%	\$ 2,875	100%
Charge-offs as a % of loans in repayment	18.8%		11.5%		6.1%		4.7%		3.7%		11.5%	

Total

Loan Status	Monthly Scheduled Payments Due											
	0-12 payments		13-24 payments		25-36 payments		37-48 payments		More than 48 payments		Total	
Not Yet in Repayment											7,693	
Loans in Forbearance	897	9.0%	194	3.0%	127	2.5%	66	1.9%	76	1.4%	1,360	4.5%
Loans in Repayment- Current	7,561	75.9%	5,657	87.6%	4,480	89.6%	3,163	92.2%	5,084	93.6%	25,945	85.7%
Loans in Repayment- Delinq 31-60 days	491	4.9%	208	3.2%	146	2.9%	79	2.3%	108	2.0%	1,032	3.4%
Loans in Repayment- Delinq 61-90 days	270	2.7%	93	1.4%	65	1.3%	33	1.0%	48	0.9%	509	1.7%
Loans in Repayment- Delinq 90+ days	742	7.5%	307	4.8%	183	3.7%	88	2.6%	116	2.1%	1,436	4.7%
Total Loans in Repayment or Forbearance	\$ 9,961	100%	\$ 6,459	100%	\$ 5,001	100%	\$ 3,429	100%	\$ 5,432	100%	\$ 30,282	100%
Charge-offs as a % of loans in repayment	6.9%		3.4%		2.2%		1.5%		1.3%		3.7%	

Dollars in millions



Loan Seasoning

December 31, 2010

Traditional Portfolio

Loan Status	Monthly Scheduled Payments Due											
	0-12 payments		13-24 payments		25-36 payments		37-48 payments		More than 48 payments		Total	
Not Yet in Repayment											7,419	
Loans in Forbearance	844	8.8%	144	2.4%	82	2.0%	41	1.6%	45	1.2%	1,156	4.4%
Loans in Repayment- Current	7,552	79.0%	5,438	89.6%	3,744	91.7%	2,484	93.6%	3,632	94.7%	22,850	87.2%
Loans in Repayment- Delinq 31-60 days	411	4.3%	171	2.8%	96	2.3%	51	1.9%	65	1.7%	794	3.0%
Loans in Repayment- Delinq 61-90 days	180	1.9%	69	1.1%	43	1.1%	21	0.8%	27	0.7%	340	1.3%
Loans in Repayment- Delinq 90+ days	572	6.0%	248	4.1%	119	2.9%	56	2.1%	65	1.7%	1,060	4.0%
Total Loans in Repayment or Forbearance	\$ 9,559	100%	\$ 6,070	100%	\$ 4,084	100%	\$ 2,653	100%	\$ 3,834	100%	\$ 26,200	100%
Charge-offs as a % of loans in repayment	5.7%		3.7%		2.1%		1.7%		1.4%		3.6%	

Non-Traditional Portfolio

Loan Status	Monthly Scheduled Payments Due											
	0-12 payments		13-24 payments		25-36 payments		37-48 payments		More than 48 payments		Total	
Not Yet in Repayment											921	
Loans in Forbearance	136	9.9%	23	4.7%	10	2.6%	6	2.5%	9	2.1%	184	6.1%
Loans in Repayment- Current	790	57.5%	417	70.8%	293	78.6%	195	82.0%	343	81.7%	2,038	68.1%
Loans in Repayment- Delinq 31-60 days	126	9.1%	38	6.5%	21	5.6%	12	4.9%	20	4.9%	217	7.3%
Loans in Repayment- Delinq 61-90 days	78	5.7%	23	3.9%	12	3.1%	6	2.4%	12	2.9%	131	4.4%
Loans in Repayment- Delinq 90+ days	243	17.7%	88	14.9%	37	10.0%	19	7.8%	35	8.3%	422	14.1%
Total Loans in Repayment or Forbearance	\$ 1,373	100%	\$ 589	100%	\$ 373	100%	\$ 238	100%	\$ 419	100%	\$ 2,992	100%
Charge-offs as a % of loans in repayment	21.4%		15.3%		7.7%		6.0%		5.5%		14.9%	

Total

Loan Status	Monthly Scheduled Payments Due											
	0-12 payments		13-24 payments		25-36 payments		37-48 payments		More than 48 payments		Total	
Not Yet in Repayment											8,340	
Loans in Forbearance	980	9.0%	167	2.5%	92	2.1%	47	1.6%	54	1.3%	1,340	4.6%
Loans in Repayment- Current	8,342	76.3%	5,855	87.9%	4,037	90.6%	2,679	92.7%	3,975	93.5%	24,888	85.3%
Loans in Repayment- Delinq 31-60 days	537	4.9%	209	3.1%	117	2.6%	63	2.2%	85	2.0%	1,011	3.6%
Loans in Repayment- Delinq 61-90 days	258	2.4%	92	1.4%	55	1.2%	27	0.9%	39	0.9%	471	1.6%
Loans in Repayment- Delinq 90+ days	815	7.5%	336	5.0%	156	3.5%	75	2.6%	100	2.3%	1,482	5.1%
Total Loans in Repayment or Forbearance	\$ 10,932	100%	\$ 6,659	100%	\$ 4,457	100%	\$ 2,891	100%	\$ 4,253	100%	\$ 25,192	100%
Charge-offs as a % of loans in repayment	7.6%		4.7%		2.6%		2.0%		1.8%		4.8%	

Dollars in millions



Servicing: A Competitive Advantage



Business Services Segment

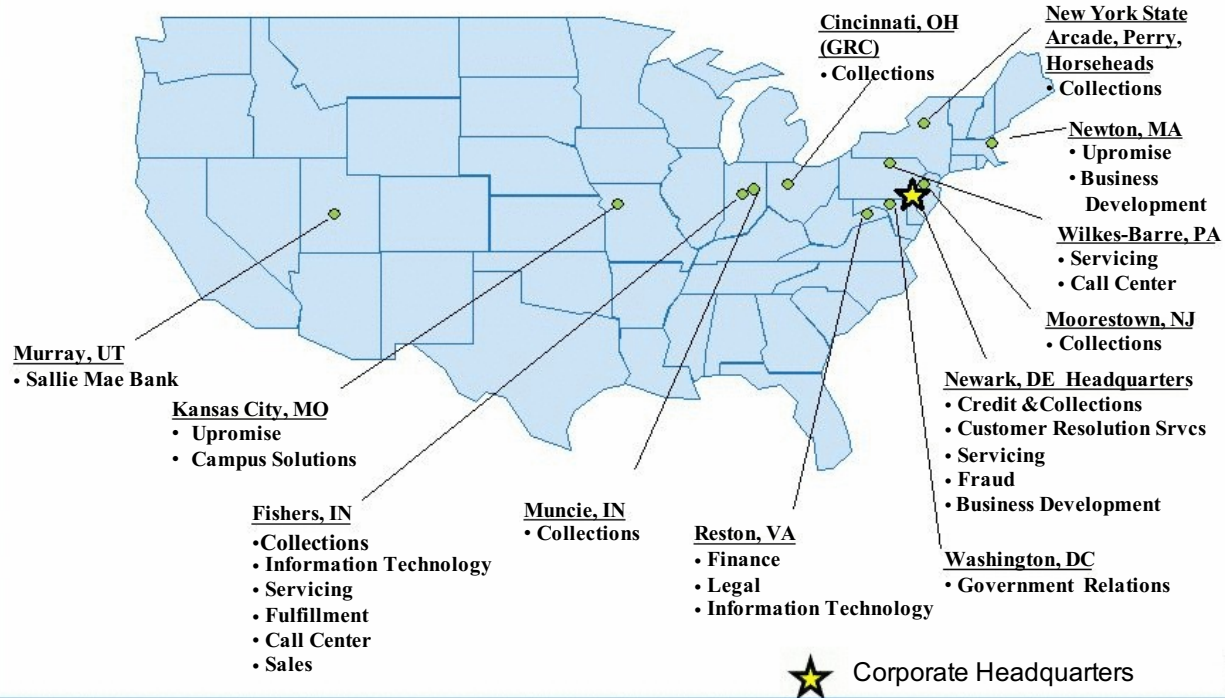
- ▶ “Core Earnings” Revenue of \$1.4 billion in 2011
- ▶ Approximately 76% of revenue generated by services performed on FFELP Loans
- ▶ ED servicing and collections businesses will grow organically with increase in federal Direct Lending, added focus on increasing market share through performance
- ▶ Growth in 529 account asset servicing and transaction processing is key objective
- ▶ Plan to leverage campus relationships and servicing capabilities to grow Campus Solutions processing business



Business Services Segment Earnings Detail

(\$ millions)	<u>2011</u>	<u>2010</u>	<u>Q411</u>	<u>Q410</u>
Intercompany loan servicing	\$739	\$648	\$180	\$155
Third-party loan servicing	\$82	\$77	\$22	\$22
Guarantor servicing	\$52	\$93	\$12	\$15
Other servicing	\$97	\$94	\$24	\$24
Contingency revenue	\$333	\$330	\$85	\$78
Other Business Services revenue	\$70	\$51	\$40	\$14

Operations locations





Funding Diversity and Liquidity



2012 Capital Markets Summary

- ▶ Issued \$765 million of FFELP ABS
- ▶ Issued \$547 million of Private ABS
- ▶ Expanded and extended our FFELP ABCP facility to 2015
- ▶ Issued \$1.5 billion of unsecured debt
- ▶ Increased quarterly dividend on common shares by 25%
- ▶ Announced \$500 million share repurchase program

As of February 29, 2012

33



Recent SLM FFELP ABS Transactions

	Non-Consolidation FFELP	Consolidation FFELP	Consolidation FFELP																																																												
Issue	\$765M SLM Trust 2012-1	\$836M SLM Trust 2011-3	\$821M SLM Trust 2011-2																																																												
Pricing Date	January 11, 2012	November 10, 2011	May 19, 2011																																																												
Collateral	US Govt. Guaranteed FFELP Stafford and Plus Loans	US Govt. Guaranteed FFELP Consolidation Loans	US Govt. Guaranteed FFELP Consolidation Loans																																																												
Prepayment Speed ⁽¹⁾	6% Constant Prepayment Rate	2% Constant Prepayment Rate	100% Consolidation Loan Ramp																																																												
Tranching	<table border="1"> <thead> <tr> <th></th> <th>Moody's</th> <th>Amt</th> <th>AL⁽¹⁾</th> <th>Pricing⁽²⁾</th> </tr> </thead> <tbody> <tr> <td>A-1</td> <td>Aaa</td> <td>\$170</td> <td>1.1</td> <td>L+25</td> </tr> <tr> <td>A-2</td> <td>Aaa</td> <td>\$225</td> <td>3.3</td> <td>L+45</td> </tr> <tr> <td>A-3</td> <td>Aaa</td> <td>\$347</td> <td>7.1</td> <td>L+110</td> </tr> <tr> <td>B</td> <td>Aa1</td> <td>\$23</td> <td>9.0</td> <td>L+399</td> </tr> </tbody> </table>		Moody's	Amt	AL ⁽¹⁾	Pricing ⁽²⁾	A-1	Aaa	\$170	1.1	L+25	A-2	Aaa	\$225	3.3	L+45	A-3	Aaa	\$347	7.1	L+110	B	Aa1	\$23	9.0	L+399	<table border="1"> <thead> <tr> <th></th> <th>Moody's</th> <th>Amt</th> <th>AL⁽¹⁾</th> <th>Pricing⁽²⁾</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>Aaa</td> <td>\$812</td> <td>7.8</td> <td>L+125</td> </tr> <tr> <td>B</td> <td>A3</td> <td>\$24</td> <td>17.6</td> <td>L+90 ⁽³⁾</td> </tr> </tbody> </table>		Moody's	Amt	AL ⁽¹⁾	Pricing ⁽²⁾	A	Aaa	\$812	7.8	L+125	B	A3	\$24	17.6	L+90 ⁽³⁾	<table border="1"> <thead> <tr> <th></th> <th>Moody's</th> <th>Amt</th> <th>AL⁽¹⁾</th> <th>Pricing⁽²⁾</th> </tr> </thead> <tbody> <tr> <td>A-1</td> <td>Aaa</td> <td>\$622</td> <td>3.9</td> <td>L+65</td> </tr> <tr> <td>A-2</td> <td>Aaa</td> <td>\$175</td> <td>11.2</td> <td>L+120</td> </tr> <tr> <td>B</td> <td>A3</td> <td>\$24</td> <td>13.8</td> <td>L+391</td> </tr> </tbody> </table>		Moody's	Amt	AL ⁽¹⁾	Pricing ⁽²⁾	A-1	Aaa	\$622	3.9	L+65	A-2	Aaa	\$175	11.2	L+120	B	A3	\$24	13.8	L+391
	Moody's	Amt	AL ⁽¹⁾	Pricing ⁽²⁾																																																											
A-1	Aaa	\$170	1.1	L+25																																																											
A-2	Aaa	\$225	3.3	L+45																																																											
A-3	Aaa	\$347	7.1	L+110																																																											
B	Aa1	\$23	9.0	L+399																																																											
	Moody's	Amt	AL ⁽¹⁾	Pricing ⁽²⁾																																																											
A	Aaa	\$812	7.8	L+125																																																											
B	A3	\$24	17.6	L+90 ⁽³⁾																																																											
	Moody's	Amt	AL ⁽¹⁾	Pricing ⁽²⁾																																																											
A-1	Aaa	\$622	3.9	L+65																																																											
A-2	Aaa	\$175	11.2	L+120																																																											
B	A3	\$24	13.8	L+391																																																											

- (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 <http://www2.salliemae.com/investors/debtasset/slmstrusts/>. Actual average life may vary significantly from estimates.
- (2) Pricing represents the yield to expected call.
- (3) Notes were retained by SLM or an affiliate at settlement.



Recent SLM Private ABS Transactions

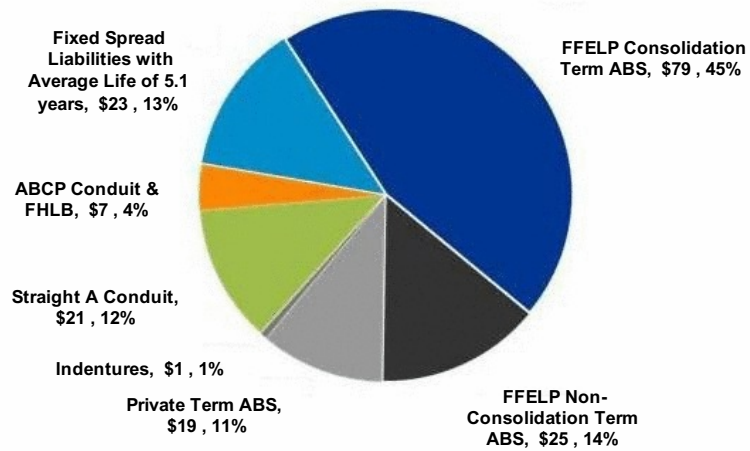
	Private Education Loans					Private Education Loans					Private Education Loans				
Issue	\$547M SLM Trust 2012-A					\$721M SLM Trust 2011-C					\$825M SLM Trust 2011-B				
Pricing Date	February 2, 2012					November 21, 2011					June 15, 2011				
Collateral	Private Education Loans					Private Education Loans					Private Education Loans				
Prepayment Speed ⁽¹⁾	4%					4%					4%				
Tranching	<u>Moody's</u> <u>Amt</u> <u>AL</u> ⁽¹⁾ <u>Pricing</u> ⁽²⁾					<u>Moody's</u> <u>Amt</u> <u>AL</u> ⁽¹⁾ <u>Pricing</u> ⁽²⁾					<u>Moody's</u> <u>Amt</u> <u>AL</u> ⁽¹⁾ <u>Pricing</u> ⁽²⁾				
	A-1	Aaa	\$379	2.0	L+140	A-1	Aaa	\$332	1.5	L+140	A-1	Aaa	\$400	2.0	L+90
	A-2	Aaa	\$168	5.2	s+285	A-2A	Aaa	\$90	5.0	L+325	A-2	Aaa	\$300	5.3	s+185
	Total		\$547	3.0	L+217	A-2B	Aaa	\$299	5.0	s+325	A-3	Aaa	\$125	7.3	L+250
					Total		\$721	3.4	L+287	Total		\$825	4.0	L+179	

(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 <http://www2.salliemae.com/investors/debtasset/slmsltrusts/>. Actual average life may vary significantly from estimates.

(2) Yield on fixed rate tranches were 3.86%, 4.59% and 3.78% for 2012-A, 2011-C and 2011-B respectively.

High Percentage of Student Loans Funded to Term

\$175 Billion Student Loan Portfolio as of December 31, 2011



► Conservative long-term funding model



Unsecured Debt Maturities

As of January 31, 2012
(par value, \$ in billions)



- ▶ Repurchased \$894 million of debt in 2011
- ▶ Repurchased \$4.9 billion of debt in 2010

Note: Does not include Sallie Mae Bank or Subsidiary funding

37



Unencumbered Assets & Unsecured Debt

- ▶ The difference between unencumbered assets and outstanding unsecured debt continues to diminish

Unencumbered Assets & Unsecured Debt				
(\$ in billions)	12/31/11	12/31/10	12/31/09	12/31/08
FFELP Stafford and Plus Loans, net	\$ 0.8	\$ 1.0	\$ 1.6	\$ 3.8
FFELP Consolidation Loans, net	0.2	0.5	0.5	1.6
Private Education Loans, net	11.0	11.1	12.5	15.7
Other Loans	0.2	0.3	0.4	0.7
Available Cash & Investments	3.9	5.3	8.1	5.1
Retained Interests*	-	-	1.8	2.2
Other Assets	4.1	4.1	5.2	5.8
Total Unencumbered Tangible Assets	\$ 20.2	\$ 22.3	\$ 30.1	\$ 34.9
Unsecured Debt Outstanding	\$ 24.1	\$ 26.9	\$ 35.1	\$ 42.1

Net Assets in Secured Financing Facilities				
	12/31/11	12/31/10	12/31/09	12/31/08
Off-Balance Sheet ABS (Non-GAAP)*	\$ -	\$ -	\$ 0.6	\$ 0.9
On-Balance Sheet ABS (GAAP)**	12.9	13.1	12.7	13.4
Total	\$ 12.9	\$ 13.1	\$ 13.3	\$ 14.3

* On 1/1/10, upon adopting ASC 810, the Retained Interests were removed from the consolidated balance sheet and the assets and liabilities of off-balance sheet ABS were consolidated onto the balance sheet.

** Amounts include loans, cash, and accrued interest receivable less debt outstanding for all secured borrowing facilities. Amounts reflect the current balance and prior period adjustments made to account for the impact of ASC 815. Further detail of the nature of the adjustment can be found in the 4Q 2011 SLM Corporation Supplemental Earnings Disclosure.



Secured Cash Flow

\$ in Millions	2011	2010	2009	2008
FFELP				
Term Securitized				
Servicing (Cash Paid)	\$ 563	\$ 533	\$ 549	\$ 525
Net Residual* (Excess Distributions)	715	746	1,435	1,338
Other Secured FFELP				
Net Cash Flow	568	1,465	1,296	589
Total FFELP	\$ 1,846	\$ 2,743	\$ 3,280	\$ 2,452
Private Credit				
Term Securitized				
Servicing (Cash Paid)	\$ 189	\$ 179	\$ 130	\$ 97
Residual (Excess Distribution)	28	8	90	403
Other Secured Financings				
Net Cash Flow	2	-	58	81
Total Private Credit	\$ 219	\$ 187	\$ 278	\$ 581
Total FFELP and Private Credit	\$ 2,065	\$ 2,930	\$ 3,558	\$ 3,033
Average Principal Balances				
FFELP				
Term FFELP	\$ 109,509	\$ 99,041	\$ 102,754	\$ 97,363
Other Secured FFELP	29,466	38,767	36,628	32,543
Total FFELP	\$ 138,975	\$ 137,808	\$ 139,382	\$ 129,906
Private Credit				
Term PC	\$ 25,619	\$ 25,854	\$ 19,144	\$ 14,505
Other Secured Financings	233	-	2,641	2,641
Total Private Credit	\$ 25,853	\$ 25,854	\$ 21,785	\$ 17,146
Total FFELP and Private Credit	\$ 164,828	\$ 163,661	\$ 161,167	\$ 147,052

Note: Totals may not add due to rounding

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



Projected Cash Flows From FFELP Portfolio*

(\$ in Millions)

as of 12/31/11	2012	2013	2014	2015	2016	2017	2018	2019
Projected FFELP Average Balance	\$129,821	\$117,875	\$106,298	\$95,944	\$86,502	\$77,008	\$68,089	\$59,642
Projected Excess Spread	\$851	\$826	\$739	\$657	\$618	\$563	\$526	\$542
Projected Servicing Revenue	\$701	\$639	\$576	\$521	\$467	\$413	\$361	\$311
Projected Total Revenue	\$1,551	\$1,465	\$1,315	\$1,178	\$1,085	\$976	\$886	\$853
	2020	2021	2022	2023	2024	2025	2026	2027
Projected FFELP Average Balance	\$51,738	\$44,352	\$38,031	\$32,980	\$28,266	\$23,753	\$19,524	\$15,441
Projected Excess Spread	\$469	\$415	\$341	\$295	\$262	\$238	\$206	\$175
Projected Servicing Revenue	\$264	\$221	\$184	\$158	\$135	\$114	\$94	\$75
Projected Total Revenue	\$734	\$636	\$525	\$453	\$397	\$352	\$300	\$250
	2028	2029	2030	2031	2032	2033		
Projected FFELP Average Balance	\$11,674	\$8,695	\$6,539	\$4,787	\$3,218	\$1,873		
Projected Excess Spread	\$141	\$113	\$86	\$68	\$49	\$27		
Projected Servicing Revenue	\$57	\$43	\$32	\$24	\$17	\$10		
Projected Total Revenue	\$198	\$155	\$118	\$92	\$65	\$37		

- ▶ Total Cash Flows from Projected Excess Spread = \$8.2 Billion
- ▶ Total Cash Flows from Projected Servicing Revenues = \$5.4 Billion

Assumptions

CP/LIBOR = 10 basis points, No Floor Income, CPR/CDR = Stafford & Plus (5.5%), Consolidation (2.5%)

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



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 and a direct retail deposit program launched in February 2010
 - 19.5% Total Risk-based Capital at December 31, 2011
 - Dividend of \$100 million paid in November 2011

- ▶ **Deposit taking activities**
 - Strong cash position used to fund Private Education Loan originations
 - Deposits totaled \$6.3 billion at December 31, 2011
 - \$4.3 billion Brokered Deposits
 - \$2.0 billion Direct Retail and other affiliate and non-affiliate Deposits
 - Brokered Deposit term portfolio has a weighted average maturity of 14.9 months
 - Total deposits increased by 10.1% in 4Q11 due primarily to increases in the brokered CD portfolio in preparation for the January peak season



Sallie Mae Bank –Capital & Deposits

Bank Deposits (\$ millions)						
	Dec 11	Sep 11	Jun 11	Mar 11	Dec 10	Sep 10
Brokered CDs	\$3,734	\$3,262	\$3,262	\$4,177	\$4,604	\$4,961
Brokered – Other	529	519	284	273	274	234
Retail Deposits	1,589	1,435	1,199	1,222	1,090	838
Other Deposits*	473	529	436	461	458	542
Total Deposits	\$6,325	\$5,745	\$5,181	\$6,133	\$6,426	\$6,575

*Primarily affiliate deposit accounts with no stated maturities

Regulatory Capital Ratios						
Ratio	Dec 11	Sep 11	Jun 11	Mar 11	Dec 10	Sep 10
Tier 1 Leverage	14.9%	16.4%	15.3%	12.9%	12.1%	16.7%
Tier 1 Risk Based	18.3%	20.3%	23.1%	17.0%	18.7%	26.7%
Total Risk Based	19.5%	21.4%	24.4%	18.3%	19.7%	27.7%



Risk-Adjusted Capitalization

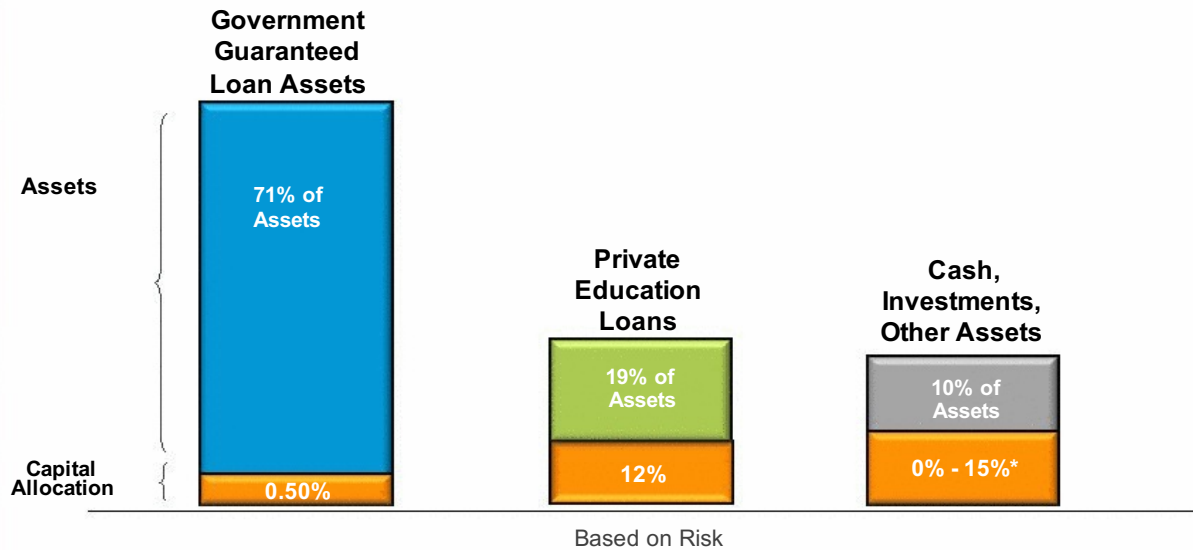


Strong Capital Position

(\$ in Billions)	<u>Q4 11</u>	<u>Q3 11</u>	<u>Q4 10</u>
GAAP Capital	\$5.3	\$4.8	\$5.0
Goodwill & Intangibles	(0.5)	(0.5)	(0.5)
Derivative Mark-to-Market	1.0	1.2	0.7
Unamortized Premiums from Floors	0.8	0.8	0.4
Tangible Economic Capital	<u>\$6.5</u>	<u>\$6.4</u>	<u>\$5.6</u>
Private Loan Reserve	<u>2.2</u>	<u>2.2</u>	<u>2.0</u>
Available Risk Capital	<u>\$8.7</u>	<u>\$8.5</u>	<u>\$7.6</u>
Risk Assets (Before Loan Loss Reserves)			
Private Credit	\$38.5	\$38.3	\$37.7
Other Risk Assets	1.1	1.3	1.5
Total Risk Assets	<u>\$39.6</u>	<u>\$39.6</u>	<u>\$39.2</u>
Capital to Risk Assets:	22.0%	21.5%	19.5%

Capital Allocation

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



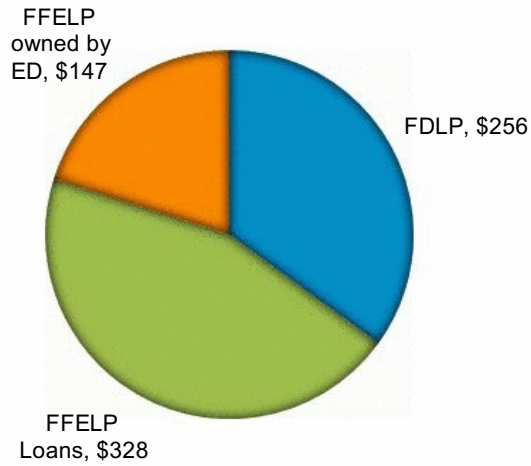
*Other Assets includes a small amount of goodwill & intangibles for which capital is allocated at 100%



FFELP ABS Appendix

Federal Student Loan Market

Outstanding Government Student Loan Market Distribution
FFYE 9/30/2011 (\$ in billions)



Top 10 Holders of FFELP Loans
FFYE 9/30/2010 (\$ in millions)

Lender Name	FY10
SLM CORPORATION	\$148,649 ¹
NELNET	\$24,514
WELLS FARGO	\$20,722
BRAZOS GROUP	\$12,080
JPMORGAN CHASE BANK	\$9,616
PA HIGHER ED ASST AUTH (PHEAA)	\$9,575
COLLEGE LOAN CORP	\$8,669
CIT ²	\$8,317
PNC	\$7,549
Goal Financial	\$6,881
Top 10 Holders	\$256,572

Source: Department of Education Annual Performance and Accountability Reports, FY 2011, Notes to the Principal Financial Statements, Credit Programs note; Federally-owned FFELP is calculated based on receivables in purchase program and participated loans sold to the Department.

¹ Includes \$26.1 billion of FFELP Loans Purchased from the Student Loan Corporation on December 31, 2010

² Student Loan Xpress is a CIT company



SLM FFELP ABS Issue Characteristics

Typical SLM FFELP ABS Transaction Features

- ▶ Issue size of \$0.5B to \$1.0B
- ▶ Tranches or pass-through denominated in US\$
- ▶ AAA rated senior tranches make up to 97% of issue structure
- ▶ Floating rate tied to 1 mo. LIBOR
- ▶ Amortizing tranches with 1 to 15(+) year average lives
- ▶ Master servicer is Sallie Mae, Inc.

Unique Characteristics of FFELP Loan ABS

- ▶ Insurance or guarantee of underlying collateral insulates bondholders from virtually any loss of principal ⁽¹⁾
- ▶ 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+ yrs) term tranches available at new issue and in secondary

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

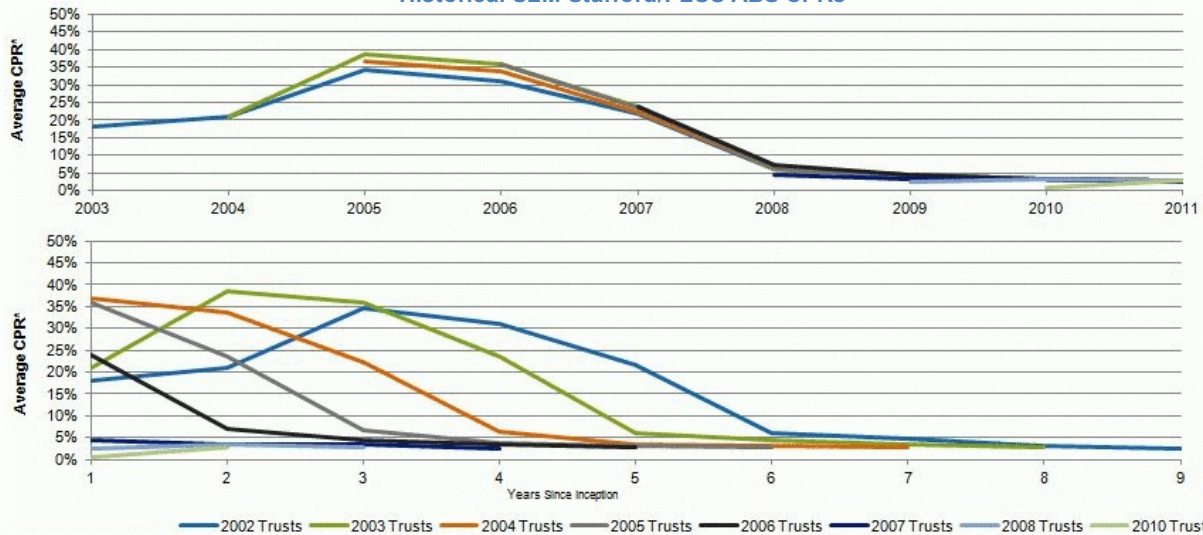


SLM Stafford/PLUS ABS Trusts

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



* Average CPR is the simple (non-weighted) average of four Quarterly CPR calculations for each calendar year. Quarterly CPR assumes School and Grace loans are scheduled to make payments. Deferment, Forbearance and Repayment are not scheduled to make payments.

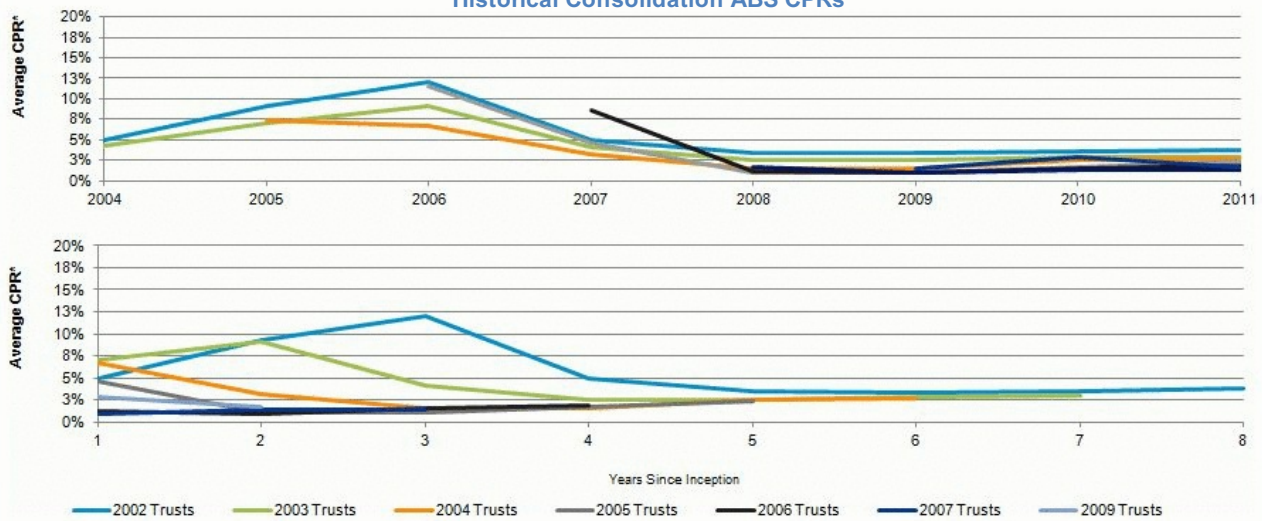


SLM Consolidation ABS Trusts

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



* Average CPR is the simple (non-weighted) average of four Quarterly CPR calculations for each calendar year. 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



SLM ABS Issuance Profile

- ▶ Sallie Mae is among largest issuers of ABS globally, having issued \$246 billion in ABS transactions to date
- ▶ Sallie Mae has been the market leader in Private Education Loans since the late '80s, with targeted originations of \$3.2 billion in 2012
- ▶ Prior to the financial crisis, Sallie Mae was a programmatic issuer of Private Education Loan ABS
- ▶ In 2011, Sallie Mae reestablished programmatic issuance of private education student loan ABS
 - April 2011 - \$562 million 2011-A
 - June 2011 - \$825 million 2011-B issue, with collateral characteristics and structure consistent with 2011-A
 - Nov 2011 - \$721 million 2011-C issue, with collateral characteristics and structure consistent with 2011-A and 2011-B



Recent SLM Private Education Loan ABS Characteristics

Recent SLM Private Loan ABS Structures

- ▶ Issue size of \$500M to \$1.0B
- ▶ Triple-A rated senior notes only; no subordinate tranches
- ▶ Credit enhancement comprised of overcollateralization and a reserve account
- ▶ Multiple tranches with 1-7(+) yr average lives
- ▶ Both fixed and floating rate issuance tied to 1 mo. LIBOR

Collateral Characteristics

- ▶ Private education loans made to students and parents to fund college tuition, room and board
- ▶ Floating rate tied to LIBOR or Prime
- ▶ Underwritten using FICO, Custom Scorecard & DTI w/risk-based pricing
- ▶ 70(+) % with co-borrowers, typically a parent
- ▶ Typically non-dischargeable in bankruptcy
- ▶ Serviced exclusively by Sallie Mae



SLM Private Education Loan ABS Summary

	09-B	09-C	09-D	09-CT	10-A	10-B	10-C	11-A	11-B	11-C	12-A
Bond Amount (\$mil)	2,593	1,109	1,680	590	1,550	869	1,701	562	825	743	547
Bond Wtd Avg Life @4CPR (yrs)	4.4	3.8	3.9	2.4	4.1	5.3	6.5	3.8	4.0	3.4	3.0
Bond Wtd Avg LIBOR Equivalent Spread ⁽¹⁾	6.00%	4.00%	3.00%	1.85%	2.78%	4.22%	4.16%	1.89%	1.79%	2.87%	2.17%
Initial AAA Enhancement (%)	35%	34%	32%	37%	23%	45%	37%	21%	18%	26%	27%
Loan Program (%)											
Signature/Law/MBA/Med	68%	50%	52%	--	76%	46%	89%	88%	91%	71%	61%
Smart Option	--	--	--	--	--	--	--	--	--	10%	20%
Consolidation	13%	10%	14%	--	1%	8%	11%	0%	0%	7%	6%
Direct to Consumer	19%	40%	34%	--	10%	20%	--	9%	6%	12%	12%
Career Training	--	--	--	100%	13%	26%	--	3%	3%	0%	1%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Loan Status (%)											
School, Grace, Deferment	63%	62%	57%	0%	63%	12%	36%	55%	55%	37%	25%
Repayment	34%	35%	40%	98%	32%	85%	60%	43%	43%	60%	73%
Forbearance	3%	3%	3%	2%	5%	3%	3%	2%	3%	2%	2%
Wtd Avg Term to Maturity (Mo.)	209	208	211	141	190	169	194	192	189	182	171
% Loans with Cosigner	63%	63%	64%	70%	72%	65%	62%	72%	75%	71%	75%
% Loans with No Cosigner	37%	37%	36%	30%	28%	35%	38%	28%	25%	29%	25%
Wtd Avg FICO at Origination	728	727	731	747	739	734	727	737	736	733	735
Wtd Avg Recent FICO at Issuance	714	713	714	725	725	732	713	723	722	720	724
WA FICO (Cosigner at Origination)	742	741	744	753	749	744	742	747	745	744	745
WA FICO (Cosigner at Rescued)	733	731	729	734	739	740	733	736	731	734	732
WA FICO (Borrower at Origination)	703	704	707	734	714	712	701	709	710	704	705
WA FICO (Borrower at Rescued)	680	684	686	703	691	716	679	690	695	688	700
Wtd Avg Loan Margin - LIBOR	6.86%	6.88%	6.86%	10.63%	7.44%	8.19%	--	7.64%	7.47%	7.83%	8.35%
Wtd Avg Loan Margin - Prime	2.37%	2.77%	2.43%	2.94%	2.94%	2.37%	1.89%	1.83%	2.03%	2.28%	2.37%
Wtd Avg LIBOR Equivalent Margin ⁽¹⁾	5.19%	5.60%	5.23%	6.99%	7.09%	5.26%	4.64%	7.35%	7.17%	6.23%	6.60%

⁽¹⁾ Assumes Prime/LIBOR spread of 2.75%.

Constraining rating agency AAA/Aaa gross default stress levels at issuance

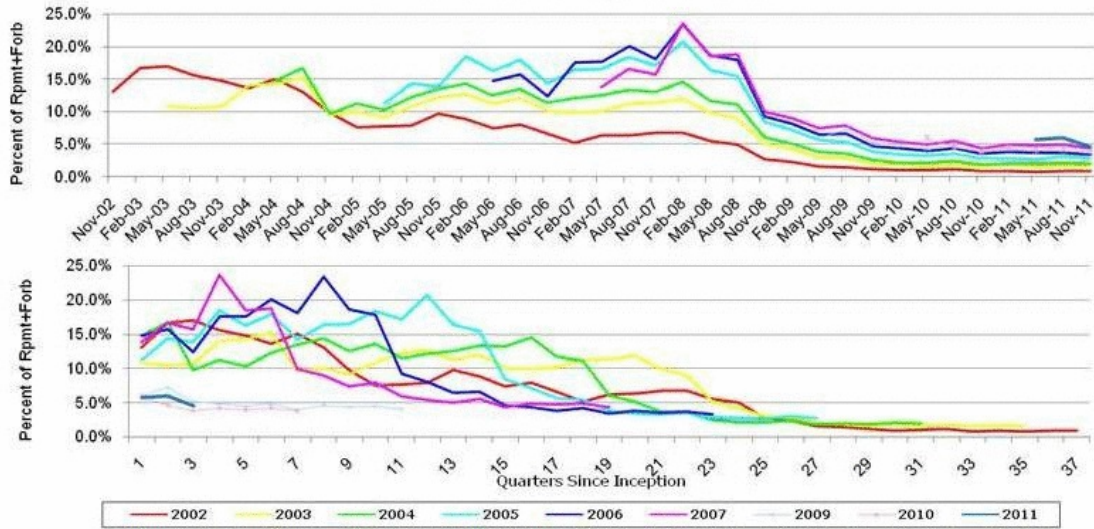


Source: Sallie Mae, Moody's, Standard & Poor's, Fitch.

SLM Private Education Loan ABS Forbearance

- ▶ Forbearance usage is typically highest when loans enter repayment, and declines as loans season
- ▶ Use of forbearance as a collection tool peaked in early 2008; forbearance has since declined as a result of changes in SLM's forbearance strategy

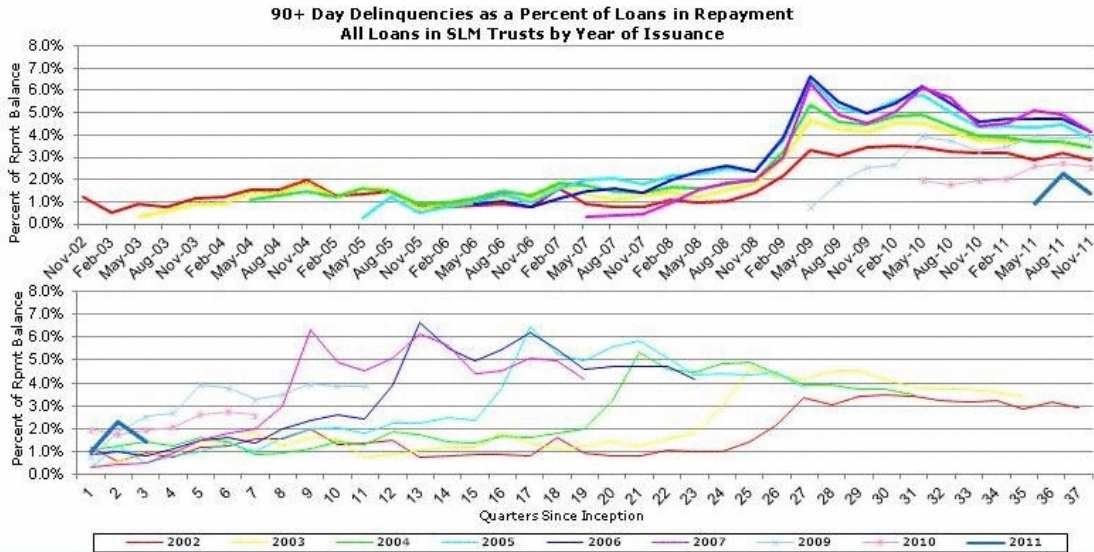
Loans in Forbearance as a Percent of Loans in Repayment and Forbearance
All Loans in SLM Trusts by Year of Issuance





SLM Private Education Loan ABS 90+ Day Delinquencies

- ▶ As expected, later stage delinquency has remained elevated in recent periods due to tightening of forbearance and the current economic environment
- ▶ Increased emphasis on cash payment during delinquency means more borrowers remain in delinquency instead of receiving forbearance
- ▶ Because they are paying, fewer delinquent borrowers are expected to default

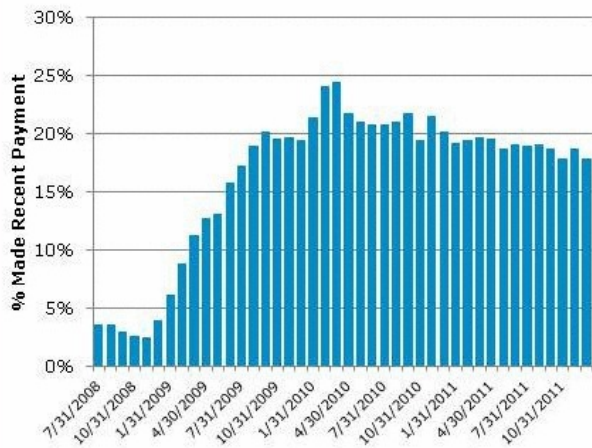




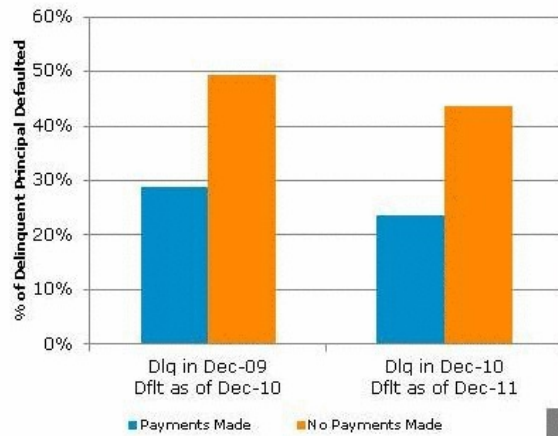
Recent Private Education Loan ABS Trust Performance

- ▶ Sallie Mae is currently collecting payments from a much higher percentage of delinquent borrowers than in the past
- ▶ Delinquent borrowers who have made at least one payment during delinquency are far less likely to default

**>90 Day Delinquent Borrowers
Trust Loans with a Payment Made in the
Last Month**



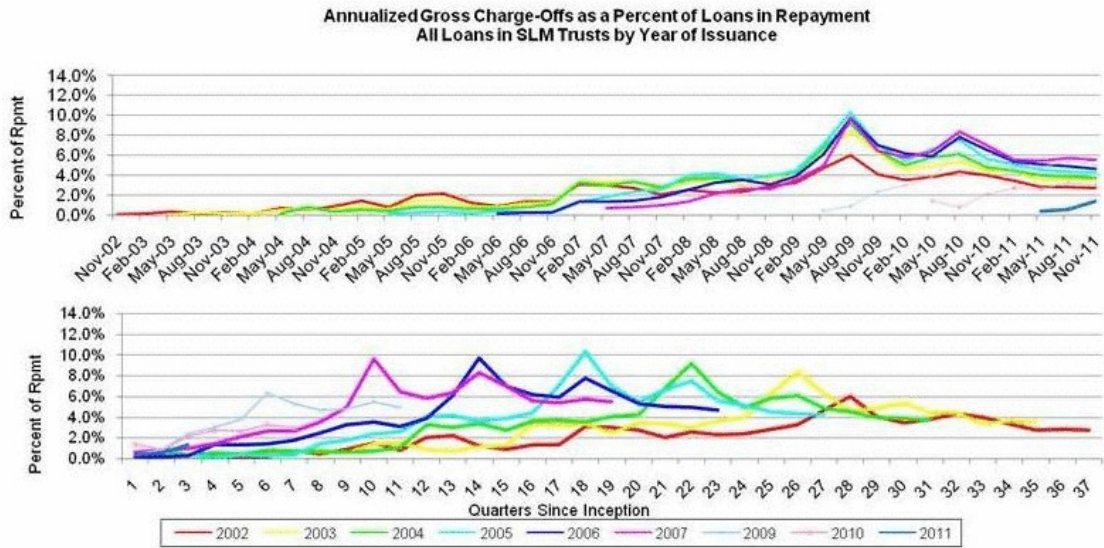
**Default Rate One Year Later
Trust Loans >90 dpd
Payments Made vs No Payments Made**





SLM Private Education Loan ABS Annualized Gross Charge-Offs

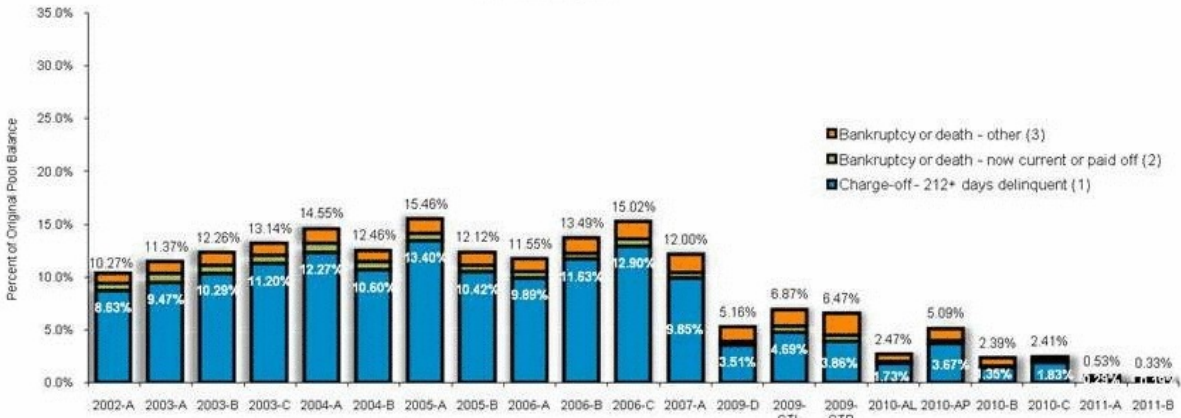
- ▶ Charge-offs declined in the latter half of 2009, after an increase resulting from changes to forbearance policy
- ▶ Charge-off levels have steadily declined through the economic downturn



(1) For SLM Private Education Student Loan Trusts issued prior to 2005-B, the servicer has the option, but not the obligation, to repurchase loans that (i) become 180+ days delinquent and/or (ii) have a borrower who filed for bankruptcy or died. Prior to November 1, 2008, the servicer exercised this repurchase option and actual charge-offs in these trusts equaled zero. Beginning November 1, 2008, the servicer ceased purchasing from the trust loans that are more than 180 days delinquent. For the purposes of comparison across all deals, this chart reflects trust charge-offs for SLM Private Education Student Loan Trusts issued prior to 2005-B as if the servicer had never exercised its repurchase option.

SLM Private Education Loan ABS Gross Defaults

Actual-to-Date Cumulative Gross Defaults,
including Bankruptcy Information
All Trust Loans



For SLM Private Education Loan Trusts issued prior to 2005-B, the servicer has the option, but not the obligation, to repurchase loans that (i) become 180+ days delinquent and/or (ii) have a borrower who filed for bankruptcy or died. Prior to November 1, 2008, the servicer exercised this repurchase option and actual charge-offs in these trusts equaled zero. Beginning November 1, 2008, the servicer ceased purchasing from the trust loans that are more than 180 days delinquent. For the purposes of comparison across all deals, this chart reflects trust charge-offs for SLM Private Education Loan Trusts issued prior to 2005-B as if the servicer had never exercised its repurchase option.

- (1) Charge-offs per the servicer's portfolio definition which is generally 212+ days delinquent. Includes loans for which a borrower has filed bankruptcy which have subsequently become 212+ days delinquent.
- (2) Charge-offs due to a borrower's bankruptcy filing for which the loan is now current or paid off.
- (3) Charge-offs due to a borrower's bankruptcy filing or death for which the loan is not current or paid off but has not become 212+ days delinquent. These loans are in various statuses including: bankruptcy stay, deferment, forbearance or delinquency.

As of November 30, 2011



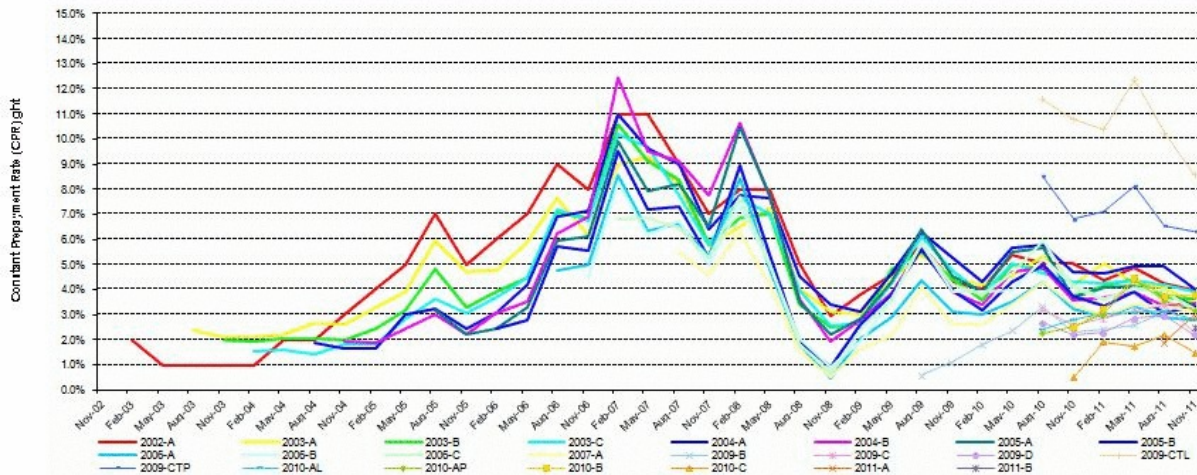
Recoveries

- ▶ Recoveries are typically realized over many years as a result of the prevalent use of long-term payment plans
- ▶ While student loans are generally non-dischargeable in bankruptcy, the proceedings can postpone recoveries until after borrowers emerge from bankruptcy
- ▶ In 2005, Sallie Mae changed its recovery practices, leading to an increase in overall recoveries and earlier collection of recovered amounts
 - Loans that defaulted in 1998-2003 had recovery rates of 7 – 14% five years after default
 - The 2005 cohort had a recovery rate of 22.5% five years after default
- ▶ Recovery experience for more recent cohorts has varied based on economic conditions and the characteristics of defaulted loans
- ▶ In 3Q 2011, Sallie Mae provided additional provision for loan loss to provide for potential uncertainty regarding future recoveries due to continued high unemployment rates; the 27% life-of loan recovery expectation remains in place

SLM Private Education Loan ABS 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





Cohort Default Triangles

- ▶ The following cohort default triangles provide loan performance information for certain Private Education Loans of SLM 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⁾, Private Consolidation Loans and Smart Option (interest only) loans
 - FICO scores are based on the greater of the borrower and co-borrower scores as of a date near the loan application and must be at least:
 - Undergraduate/Graduate at not-for-profit schools: ≥ 640
 - Undergraduate/Graduate at for-profit schools: ≥ 670
 - DTC loans: ≥ 670
 - Career Training loans: ≥ 670
 - Private Consolidation loans: ≥ 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 SLM 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, co-borrower status, and school type
- ▶ Terms and calculations used in the cohort default triangles are defined below:
 - Repayment Year – The calendar year loans entered repayment
 - Disbursed Principal Entering Repayment – The amount of principal entering repayment in a given year, based on disbursed principal prior to any interest capitalization
 - Years in Repayment – Measured in years between repayment start date and default date. Zero represents defaults that occurred prior to the start of repayment.
 - Periodic Defaults – Defaulted principal in each Year in Repayment as a percentage of the disbursed principal entering repayment in each Repayment Year
 - Defaulted principal includes any interest capitalization that occurred prior to default
 - Defaulted principal is not reduced by any amounts recovered after the loan defaulted
 - Because the numerator includes capitalized interest while the denominator does not, default rates are higher than if the numerator and denominator both included capitalized interest
 - Total – The sum of Periodic Defaults across Years in Repayment for each Repayment Year



Cohort Default Triangles

Undergraduate/Graduate ⁽¹⁾																	
Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ^{(2),(3)}														Total	
		0	1	2	3	4	5	6	7	8	9	10	11	12	13		14
1998	\$11	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.5%	0.8%	0.4%	0.2%	1.5%	0.7%	0.4%	0.3%	0.0%	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%	0.3%	0.8%	0.1%		6.3%
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%	0.1%			9.5%
2001	\$187	0.0%	0.0%	0.1%	1.1%	1.4%	0.9%	1.8%	1.3%	2.3%	1.9%	1.5%	0.2%				12.4%
2002	\$386	0.0%	0.2%	0.2%	1.2%	1.1%	1.9%	1.6%	2.3%	2.0%	1.3%	0.3%					12.0%
2003	\$683	0.0%	0.2%	0.6%	1.0%	1.9%	1.6%	2.7%	2.4%	1.8%	0.4%						12.4%
2004	\$1,132	0.0%	0.2%	0.3%	1.9%	1.8%	3.0%	2.8%	1.8%	0.4%							12.4%
2005	\$1,537	0.0%	0.0%	0.5%	2.5%	3.7%	3.3%	2.0%	0.6%								12.7%
2006	\$2,014	0.0%	0.1%	1.6%	3.7%	3.7%	2.4%	0.6%									12.2%
2007	\$2,453	0.0%	0.4%	3.5%	4.6%	2.9%	0.7%										12.2%
2008	\$2,936	0.0%	2.4%	4.2%	3.9%	0.8%											11.3%
2009	\$3,271	0.0%	3.4%	3.6%	1.2%												8.2%
2010	\$2,814	0.0%	3.5%	1.3%													4.8%
2011	\$1,902	0.0%	0.6%														0.6%

Note: Data as of 12/31/11.

(1) Undergraduate/Graduate loans marketed under the Signature Student Loan brand.

(2) Periodic Defaults for the most recent calendar Year 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

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ^{(2),(3)}														Total	
		0	1	2	3	4	5	6	7	8	9	10	11	12	13		14
1998	\$6	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.8%	1.0%	0.4%	0.0%	0.2%	1.1%	0.1%	0.0%	0.0%	3.7%
1999	\$14	0.0%	0.0%	0.0%	0.0%	0.5%	0.1%	0.9%	0.4%	0.2%	0.1%	0.4%	0.0%	0.1%	0.0%	2.7%	
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%	0.0%	6.5%		
2001	\$90	0.0%	0.0%	0.1%	0.7%	0.9%	0.6%	1.2%	1.0%	1.7%	1.4%	1.1%	0.3%	9.0%			
2002	\$196	0.0%	0.2%	0.1%	0.8%	0.6%	1.4%	0.8%	1.9%	1.5%	1.1%	0.2%	8.7%				
2003	\$367	0.0%	0.1%	0.3%	0.6%	0.9%	1.1%	2.2%	1.0%	1.3%	0.3%	8.5%					
2004	\$632	0.0%	0.2%	0.2%	1.0%	1.0%	2.2%	2.1%	1.4%	0.4%	8.4%						
2005	\$843	0.0%	0.0%	0.2%	1.4%	2.5%	2.3%	1.6%	0.5%	8.4%							
2006	\$1,121	0.0%	0.0%	0.7%	2.4%	2.4%	1.7%	0.4%	7.7%								
2007	\$1,409	0.0%	0.2%	2.0%	2.9%	2.0%	0.5%	7.6%									
2008	\$1,759	0.0%	1.2%	2.6%	2.6%	0.6%	7.1%										
2009	\$2,098	0.0%	1.9%	2.3%	0.8%	5.1%											
2010	\$1,887	0.0%	2.0%	0.8%	2.9%												
2011	\$1,375	0.0%	0.3%	0.3%													

Undergraduate/Graduate⁽¹⁾ Without Co-signer

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ^{(2),(3)}														Total
		0	1	2	3	4	5	6	7	8	9	10	11	12	13	
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%	0.0%	0.0%	6.6%
1999	\$14	0.0%	0.0%	0.0%	0.3%	1.1%	1.1%	1.9%	0.4%	0.3%	1.8%	0.6%	0.6%	1.4%	0.2%	9.9%
2000	\$33	0.0%	0.0%	0.0%	0.8%	1.7%	2.1%	0.6%	1.5%	2.3%	2.0%	1.1%	0.7%	0.2%	12.9%	
2001	\$97	0.0%	0.0%	0.1%	1.5%	1.9%	1.2%	2.3%	1.5%	2.9%	2.3%	1.8%	0.1%	15.6%		
2002	\$190	0.0%	0.2%	0.2%	1.6%	1.7%	2.3%	2.4%	2.8%	2.4%	1.5%	0.4%	15.4%			
2003	\$315	0.0%	0.2%	0.9%	1.4%	2.9%	2.3%	3.3%	3.0%	2.3%	0.4%	16.7%				
2004	\$499	0.0%	0.3%	0.5%	3.1%	2.8%	4.1%	3.7%	2.3%	0.5%	17.3%					
2005	\$694	0.0%	0.1%	0.7%	3.9%	5.9%	4.7%	2.6%	0.7%	17.9%						
2006	\$893	0.0%	0.2%	2.7%	5.3%	5.4%	3.3%	0.8%	17.8%							
2007	\$1,044	0.0%	0.8%	5.5%	6.8%	4.2%	1.0%	18.3%								
2008	\$1,177	0.0%	4.1%	6.5%	5.7%	1.1%	17.5%									
2009	\$1,173	0.0%	6.0%	5.9%	1.8%	13.7%										
2010	\$927	0.0%	6.5%	2.2%	8.7%											
2011	\$627	0.0%	1.3%	1.3%												

Note: Data as of 12/31/11.

(1) Undergraduate/Graduate loans marketed under the Signature Student Loan brand.

(2) Periodic Defaults for the most recent calendar Year 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⁾ Non-Profit

Repayment Year	Disbursed Principal		Periodic Defaults by Years in Repayment ^{(2),(3)}														Total	
	Entering	Repayment (\$m)	0	1	2	3	4	5	6	7	8	9	10	11	12	13		14
1998	\$11	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.6%	0.4%	0.4%	0.2%	1.1%	0.7%	0.3%	0.4%	0.0%	4.2%
1999	\$26	0.0%	0.0%	0.0%	0.0%	0.8%	0.5%	1.2%	0.4%	0.3%	1.0%	0.5%	0.2%	0.5%	0.1%			5.7%
2000	\$68	0.0%	0.0%	0.0%	0.7%	1.0%	1.4%	0.5%	0.9%	1.4%	1.3%	1.0%	0.8%	0.1%				9.1%
2001	\$180	0.0%	0.0%	0.1%	0.9%	1.4%	0.9%	1.7%	1.2%	2.4%	1.8%	1.6%	0.2%					12.1%
2002	\$360	0.0%	0.2%	0.2%	1.2%	1.0%	1.0%	1.6%	2.3%	2.0%	1.3%	0.3%						11.8%
2003	\$630	0.0%	0.2%	0.6%	0.8%	1.8%	1.6%	2.6%	2.3%	1.7%	0.3%							11.9%
2004	\$1,006	0.0%	0.2%	0.2%	1.8%	1.7%	2.9%	2.6%	1.7%	0.4%								11.5%
2005	\$1,362	0.0%	0.0%	0.4%	2.4%	3.5%	3.1%	2.0%	0.5%									12.0%
2006	\$1,767	0.0%	0.1%	1.5%	3.6%	3.6%	2.3%	0.6%										11.6%
2007	\$2,105	0.0%	0.4%	3.4%	4.3%	2.8%	0.7%											11.5%
2008	\$2,461	0.0%	2.2%	3.9%	3.5%	0.7%												10.4%
2009	\$2,705	0.0%	3.2%	3.4%	1.0%													7.6%
2010	\$2,404	0.0%	3.3%	1.1%														4.5%
2011	\$1,688	0.0%	0.5%															0.5%

Undergraduate/Graduate⁽¹⁾ For-Profit

Repayment Year	Disbursed Principal		Periodic Defaults by Years in Repayment ^{(2),(3)}														Total	
	Entering	Repayment (\$m)	0	1	2	3	4	5	6	7	8	9	10	11	12	13		14
1998	\$0.36	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	13.6%	0.0%	0.0%	12.6%	0.0%	5.1%	0.0%	0.4%		31.7%
1999	\$2	0.0%	0.0%	0.0%	2.3%	1.4%	2.1%	4.8%	0.0%	0.0%	0.0%	0.0%	0.9%	5.3%	0.0%			16.9%
2000	\$2	0.0%	0.0%	0.0%	0.0%	2.8%	0.7%	3.2%	3.2%	3.7%	8.9%	0.0%	1.6%	0.0%				24.3%
2001	\$7	0.0%	0.1%	0.1%	4.7%	2.2%	1.1%	4.3%	2.2%	0.8%	3.5%	1.5%	0.1%					20.6%
2002	\$27	0.0%	0.0%	0.4%	1.9%	2.2%	2.1%	2.0%	2.9%	1.8%	1.3%	0.3%						14.9%
2003	\$52	0.0%	0.2%	0.7%	2.4%	2.7%	2.2%	3.8%	3.0%	2.3%	0.5%							17.8%
2004	\$126	0.0%	0.3%	0.6%	3.2%	3.0%	3.9%	4.6%	2.4%	0.8%								18.9%
2005	\$175	0.0%	0.0%	0.7%	3.7%	5.3%	4.9%	2.7%	0.8%									18.1%
2006	\$246	0.0%	0.2%	2.1%	4.9%	5.0%	3.1%	0.9%										16.2%
2007	\$348	0.0%	0.5%	4.3%	6.5%	3.9%	1.1%											16.3%
2008	\$475	0.0%	3.0%	5.0%	5.5%	1.3%												15.7%
2009	\$566	0.0%	4.2%	5.0%	1.8%													11.0%
2010	\$410	0.1%	4.5%	2.2%														6.7%
2011	\$214	0.0%	1.2%															1.3%

Note: Data as of 12/31/11.

- (1) Undergraduate/Graduate loans marketed under the Signature Student Loan brand.
- (2) Periodic Defaults for the most recent calendar Year 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⁾ Loans, FICO 740-850⁽²⁾

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ⁽³⁾⁽⁴⁾														Total	
		0	1	2	3	4	5	6	7	8	9	10	11	12	13		14
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%	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%	0.0%	0.0%	3.6%
2000	\$22	0.0%	0.0%	0.0%	0.3%	0.4%	0.4%	0.2%	0.3%	1.0%	0.9%	0.4%	0.5%	0.0%	0.0%	0.0%	4.5%
2001	\$64	0.0%	0.0%	0.0%	0.5%	0.4%	0.4%	1.1%	0.8%	1.0%	0.7%	0.6%	0.1%	0.0%	0.0%	0.0%	5.7%
2002	\$137	0.0%	0.3%	0.1%	0.5%	0.4%	0.8%	0.6%	1.2%	0.9%	0.6%	0.1%	0.0%	0.0%	0.0%	0.0%	5.4%
2003	\$248	0.0%	0.1%	0.2%	0.4%	0.6%	0.7%	1.2%	1.4%	0.8%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	5.8%
2004	\$424	0.0%	0.1%	0.1%	0.7%	0.7%	1.4%	1.3%	0.9%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.5%
2005	\$574	0.0%	0.0%	0.2%	1.0%	1.5%	1.5%	1.1%	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.5%
2006	\$762	0.0%	0.0%	0.5%	1.4%	1.5%	1.1%	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	4.7%
2007	\$939	0.0%	0.1%	1.2%	1.5%	1.1%	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	4.2%
2008	\$1,132	0.0%	0.7%	1.5%	1.4%	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	4.0%
2009	\$1,345	0.0%	1.1%	1.4%	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.0%
2010	\$1,217	0.0%	1.3%	0.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.9%
2011	\$849	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%

Undergraduate/Graduate⁽¹⁾ Loans, FICO 700-739⁽²⁾

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ⁽³⁾⁽⁴⁾														Total	
		0	1	2	3	4	5	6	7	8	9	10	11	12	13		14
1998	\$3	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.0%	2.2%	0.0%	0.0%	0.0%	0.0%	0.1%	0.8%	0.0%	4.0%
1999	\$8	0.0%	0.0%	0.0%	0.0%	0.5%	0.4%	0.7%	0.0%	0.3%	1.5%	0.7%	0.1%	0.0%	0.0%	0.0%	5.0%
2000	\$20	0.0%	0.0%	0.0%	0.4%	0.7%	1.3%	0.8%	1.1%	0.8%	1.3%	0.7%	0.6%	0.1%	0.0%	0.0%	7.7%
2001	\$54	0.0%	0.0%	0.1%	0.9%	1.2%	0.5%	1.4%	0.9%	1.9%	1.4%	1.2%	0.2%	0.0%	0.0%	0.0%	9.8%
2002	\$111	0.0%	0.1%	0.1%	1.1%	1.0%	1.7%	1.4%	2.2%	1.4%	1.3%	0.4%	0.0%	0.0%	0.0%	0.0%	10.6%
2003	\$194	0.0%	0.2%	0.5%	0.8%	1.6%	1.5%	2.4%	1.9%	1.8%	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%	11.0%
2004	\$321	0.0%	0.2%	0.2%	1.7%	1.5%	2.5%	2.8%	1.8%	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.2%
2005	\$439	0.0%	0.5%	0.4%	2.2%	3.3%	2.9%	2.1%	0.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.5%
2006	\$553	0.0%	0.1%	1.3%	3.1%	3.3%	2.3%	0.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.7%
2007	\$659	0.0%	0.4%	2.9%	4.0%	2.6%	0.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.5%
2008	\$782	0.0%	2.0%	3.8%	3.4%	0.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.1%
2009	\$883	0.0%	3.0%	3.4%	1.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	7.6%
2010	\$740	0.0%	3.3%	1.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	4.6%
2011	\$489	0.0%	0.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.6%

Note: Data as of 12/31/11.

(1) Undergraduate/Graduate loans marketed under the Signature Student Loan brand.

(2) FICO scores are based on the greater of the borrower and co-borrower scores as of a date near the loan application.

(3) Periodic Defaults for the most recent calendar Year in Repayment are for a partial year.

(4) Numerator is the amount of principal in each cohort that defaulted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year.



Cohort Default Triangles

Undergraduate/Graduate⁽¹⁾ Loans, FICO 670-699⁽²⁾

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ^{(3),(4)}														Total	
		0	1	2	3	4	5	6	7	8	9	10	11	12	13		14
1998	\$3	0.0%	0.0%	0.0%	0.0%	0.0%	0.6%	0.6%	0.3%	0.5%	0.3%	2.9%	0.0%	0.5%	0.3%	0.1%	5.9%
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%	0.0%		6.9%
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%	0.3%			10.3%
2001	\$37	0.0%	0.0%	0.1%	1.3%	2.1%	1.5%	1.9%	1.6%	2.7%	2.9%	2.0%	0.1%				16.2%
2002	\$77	0.0%	0.2%	0.3%	1.6%	1.8%	2.4%	2.4%	3.0%	2.8%	1.5%	0.4%					16.2%
2003	\$134	0.0%	0.1%	0.8%	1.3%	2.8%	2.1%	3.7%	3.3%	2.2%	0.3%						16.6%
2004	\$222	0.0%	0.3%	0.5%	2.9%	2.6%	4.2%	3.8%	2.3%	0.6%							17.1%
2005	\$298	0.0%	0.1%	0.7%	3.8%	5.3%	4.9%	2.7%	0.7%								18.1%
2006	\$402	0.0%	0.2%	2.6%	5.6%	5.6%	3.5%	0.9%									18.3%
2007	\$505	0.0%	0.7%	5.6%	7.4%	4.7%	1.1%										19.4%
2008	\$624	0.0%	3.9%	6.9%	6.2%	1.2%											18.2%
2009	\$664	0.1%	5.7%	6.0%	2.1%												13.9%
2010	\$546	0.0%	6.0%	2.1%													8.2%
2011	\$360	0.0%	1.1%														1.2%

Undergraduate/Graduate⁽¹⁾ Loans, FICO 640-669⁽²⁾

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ^{(3),(4)}														Total	
		0	1	2	3	4	5	6	7	8	9	10	11	12	13		14
1998	\$2	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%		8.3%
1999	\$6	0.0%	0.0%	0.0%	0.0%	1.2%	1.3%	2.3%	0.9%	0.3%	2.1%	0.5%	0.3%	0.8%	0.5%		10.2%
2000	\$14	0.0%	0.0%	0.0%	1.4%	2.5%	2.3%	1.4%	1.6%	3.8%	3.0%	1.9%	1.5%	0.1%			19.5%
2001	\$32	0.0%	0.0%	0.1%	2.3%	2.9%	2.0%	3.4%	2.6%	5.2%	3.8%	2.9%	0.6%				25.8%
2002	\$61	0.0%	0.2%	0.4%	2.7%	2.3%	3.9%	3.1%	4.6%	4.2%	2.4%	0.5%					24.3%
2003	\$107	0.0%	0.3%	1.3%	2.1%	4.1%	3.3%	5.4%	4.5%	3.4%	0.7%						25.0%
2004	\$165	0.0%	0.5%	0.5%	4.4%	3.9%	6.5%	5.6%	3.5%	0.7%							25.6%
2005	\$226	0.0%	0.1%	0.9%	5.4%	8.2%	6.9%	3.7%	1.0%								26.1%
2006	\$296	0.0%	0.2%	3.7%	8.2%	7.8%	4.6%	1.1%									25.6%
2007	\$351	0.0%	1.1%	8.0%	9.8%	5.9%	1.3%										26.1%
2008	\$399	0.0%	5.4%	8.5%	7.9%	1.5%											23.4%
2009	\$379	0.0%	8.1%	7.8%	2.2%												18.1%
2010	\$311	0.0%	7.9%	2.6%													10.5%
2011	\$204	0.0%	1.3%														1.3%

Note: Data as of 12/31/11.

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



Cohort Default Triangles

Private Consolidation Loans With Co-signer

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ^{(1),(2)}							Total
		0	1	2	3	4	5	6	
2006	\$249	0.0%	0.1%	0.1%	0.5%	0.6%	0.6%	0.1%	1.9%
2007	\$675	0.0%	0.0%	0.3%	0.4%	0.6%	0.2%		1.4%
2008	\$376	0.0%	0.1%	0.4%	0.7%	0.4%			1.6%

Private Consolidation Loans Without Co-signer

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ^{(1),(2)}							Total
		0	1	2	3	4	5	6	
2006	\$125	0.0%	0.4%	1.0%	1.5%	1.6%	1.4%	0.1%	6.0%
2007	\$295	0.0%	0.0%	0.9%	1.0%	1.3%	0.5%		3.7%
2008	\$133	0.0%	0.2%	1.7%	2.1%	1.5%			5.4%

Note: Data as of 12/31/11.

(1) Periodic Defaults for the most recent calendar Year in Repayment are for a partial year.

(2) Numerator is the amount of principal in each cohort that defaulted in each Year in Repayment. Denominator is the amount of disbursed principal for that Repayment Year.



Cohort Default Triangles

DTC With Co-signer, FICO \geq 670⁽¹⁾

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ^{(2),(3)}									Total
		0	1	2	3	4	5	6	7	8	
2004	\$8	0.0%	0.0%	0.0%	0.0%	0.0%	0.5%	0.1%	0.4%	0.0%	1.0%
2005	\$65	0.0%	0.1%	0.8%	0.8%	1.4%	2.1%	1.1%	0.2%		6.6%
2006	\$140	0.0%	0.7%	1.9%	4.4%	4.7%	2.4%	0.6%			14.9%
2007	\$246	0.0%	0.6%	4.8%	6.2%	4.2%	0.9%				16.8%
2008	\$370	0.0%	2.9%	5.9%	4.8%	1.4%					15.0%
2009	\$398	0.0%	3.7%	4.0%	1.5%						9.2%
2010	\$317	0.0%	3.5%	1.7%							5.2%
2011	\$194	0.1%	0.9%								1.0%

DTC Without Co-signer, FICO \geq 670⁽¹⁾

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ^{(2),(3)}									Total
		0	1	2	3	4	5	6	7	8	
2004	\$2	0.0%	0.0%	1.7%	1.3%	0.6%	5.5%	2.3%	3.2%	1.1%	15.7%
2005	\$18	0.0%	1.1%	2.1%	2.6%	4.1%	6.6%	2.8%	0.7%		19.9%
2006	\$66	0.0%	1.5%	2.7%	6.6%	6.4%	3.9%	1.2%			22.4%
2007	\$158	0.0%	1.1%	6.0%	8.1%	4.5%	1.5%				21.3%
2008	\$256	0.0%	3.9%	8.0%	7.2%	1.4%					20.6%
2009	\$236	0.1%	6.8%	6.2%	2.4%						15.5%
2010	\$153	0.2%	8.2%	2.6%							11.0%
2011	\$89	0.2%	1.9%								2.1%

Note: Data as of 12/31/11.

(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 calendar Year 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⁾

Repayment Year	Disbursed Principal Entering Repayment (\$m)	Periodic Defaults by Years in Repayment ^{(2),(3)}										Total
		0	1	2	3	4	5	6	7	8	9	
2003	\$291	0.0%	0.4%	1.4%	1.6%	1.8%	1.4%	1.3%	1.0%	0.8%	0.3%	10.1%
2004	\$383	0.0%	0.4%	1.5%	2.3%	1.8%	1.9%	1.7%	1.1%	0.4%		11.1%
2005	\$513	0.0%	0.3%	2.2%	2.2%	2.5%	2.2%	1.5%	0.4%			11.3%
2006	\$633	0.0%	0.4%	2.5%	3.6%	3.2%	2.2%	0.7%				12.6%
2007	\$675	0.0%	0.5%	3.5%	3.9%	2.9%	1.0%					11.8%
2008	\$594	0.0%	0.6%	4.3%	3.5%	1.3%						9.6%
2009	\$187	0.0%	0.2%	1.9%	1.2%							3.3%
2010	\$24	0.0%	0.5%	0.6%								1.0%

Note: Data as of 12/31/11.

(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 calendar Year 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.



SLM Appendix



GAAP to Core Earnings Reconciliation

(\$ in millions, except per share amounts)

	Years Ended				Quarters Ended			
	December 31, 2011		December 31, 2010		December 31, 2011		December 31, 2010	
	Dollars	Diluted EPS	Dollars	Diluted EPS	Dollars	Diluted EPS	Dollars	Diluted EPS
GAAP net income	\$ 633	\$ 1.18	\$ 530	\$ 0.94	\$ 511	\$ 0.99	\$ 447	\$ 0.84
Adjustment from GAAP to "Core Earnings"								
Net impact of derivative accounting	540		(83)		(377)		(75)	
Net impact of goodwill and acquired intangibles	24		699		5		10	
Total "Core Earnings" Adjustments before net tax effect	<u>564</u>		<u>616</u>		<u>(372)</u>		<u>(65)</u>	
Net tax effect	(220)		(118)		129		19	
Total "Core Earnings" Adjustments	<u>344</u>		<u>498</u>		<u>(243)</u>		<u>(46)</u>	
"Core Earnings"	<u>\$977</u>	<u>\$1.83</u>	<u>\$1,028</u>	<u>\$1.92</u>	<u>\$268</u>	<u>\$0.51</u>	<u>\$401</u>	<u>\$0.75</u>



Sallie Mae Investor Relations Website

www.salliemae.com/investors

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