## SLM CORPORATION

## Q2 2010 Investor Presentation



## Forward-Looking Statements

This quarterly presentation contains forward-looking statements and information based on management's current expectations as of the date of this document. Statements that are not historical facts, including statements about our 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, increases in financing costs; limits on 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; and changes in the terms of student loans and the educational credit marketplace (including changes resulting from new laws and the implementation of existing laws). The Company could be affected by: changes in or the termination of various liquidity programs implemented by the federal government; changes in the demand for educational financing or in financing preferences of lenders, educational institutions, students and their families; changes in the composition of our Managed FFELP and Private Education Loan portfolios; changes in the general interest rate environment, including the rate relationships among relevant money-market instruments, and in the securitization markets, which may increase the costs or limit the availability of financings necessary to initiate, purchase or carry education loans; changes in projections of losses from loan defaults; changes in general economic conditions; changes in prepayment rates and credit spreads; 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 quarterly presentation are qualified by these cautionary statements and are made only as of the date of this document. The Company does not undertake any obligation to update or revise these forward-looking statements to conform the statement to actual results or changes in the Company's expectations.

## SLM CORPORATION OVERVIEW



## SLM Corporation

- \#1 originator of student loans in the U.S. education lending market


## SallieMae

Dream. Invest. Succeed.'

- \#1 servicer and collector of student loans in the U.S. currently servicing $\$ 201.0$ billion in assets including $\$ 25.9$ billion for third parties, including the Department of Education (ED)
- Fully independent private sector company with scale and a broad franchise, traded on the NYSE
- $\$ 183.6$ billion managed student loan portfolio, $81 \%$ of which is U.S. government guaranteed
- At quarter-end, $96 \%$ of managed student loans were funded with term liabilities

As of June 30, 2010

## Life stage Customer Strategy

- Sallie Mae offers an unmatched, integrated suite of Saving, Planning, and Paying for College ${ }^{S M}$ products and services



## SLM Corporation Update

- Student Loan Reform Passed with Health Care Reform-Signed into Law 3/24/2010
- US Government will be sole originators of federal guaranteed student loans effective 7/1/2010
- Managed student loans outstanding increased to $\$ 184$ billion at 6/30/2010
- Originated \$3.1 billion in federal student loans in Q2 2010
- Originated \$219 million private education loans in Q2 2010
- Student loan legislation, Ensuring Continued Access to Student Loan Act (ECASLA), passed by Congress in May 2008, expires July 2010
- ED Loan Purchase Commitment Program
- At $6 / 30 / 2010, \$ 20.1$ billion of loans funded under this program
- ED Conduit - Straight A Funding launched 5/11/2009, no new advances as of June 30, 2010, and set to expire January 19, 2014
- Funding $\$ 16.0$ billion of loans at $6 / 30 / 10$
- Completed $\$ 1.2$ billion FFELP ABS in Q2 2010
- "Core Earnings" net income for Q2 2010 of $\$ 209$ million including restructuring charges and debt repurchasing gains
- "Core Earnings" operating expenses for Q2 2010 totaled $\$ 312$ million representing a 5\% increase from the prior-year period
- Upromise manages $\$ 23$ billion in 529 college savings plans with 12 million members enrolled in the member rewards programs


## A Brief Corporate History

| SLM Corporate Debt Ratings |  |  |  |
| :--- | :---: | :---: | :---: |
|  | Moody's | S \& P | Fitch |
| Long- | Ba1 | BBB- | BBB- |
| Term | Not-Prime | A-3 | F3 |
| Short- <br> Term | Neg. | Neg. | Stable |
| Outlook | Ne |  |  |

As 6/30/2010

| Managed Loan Portfolio |  |  |
| :--- | ---: | :--- |
| Loan Type | $\$ \mathbf{B}$ | $\%$ |
| FFELP Loans | $\$ 148.4$ | $80 \%$ |
| Private Education | 35.2 | $20 \%$ |
| Total Portfolio | $\$ 183.6$ | $100 \%$ |

As of $6 / 30 / 2010$

- Congress creates the Guaranteed Student Loan Program ${ }^{1}$
- Congress establishes, as a GSE, the Student Loan Marketing Association or "Sallie Mae"
- Privatization of Sallie Mae approved by Congress, SLM Corporation holding company created
- GSE dissolved... SLM Corporation becomes a fully independent, private sector corporation
- SLM Corporation proposed transaction with J.C. Flowers
- Challenging economy; Government support of FFELP
- Student Loan reform legislation eliminates new FFELP lending effective 7/1/2010
${ }^{1}$ Currently known as the Federal Family Education Loan Program (FFELP),


## Q2 10 "Core Earnings" Summary

| (\$ millions), except per share amounts | Q2 10 | Q1 10 | Q2 09 |
| :--- | :---: | :---: | :---: |
| EPS (Reported) | $\$ 0.39$ | $\$ 0.39$ | $\$ 0.31$ |
| Economic Floor Income EPS not reported in "Core Earnings" | $\$ 0.00$ | $\$ 0.01$ | $\$ 0.17$ |
| Net Income Attributable to SLM | $\$ 209$ | $\$ 212$ | $\$ 170$ |
| Net Interest Income | $\$ 759$ | $\$ 702$ | $\$ 457$ |
| Net Interest Margin | $1.54 \%$ | $1.46 \%$ | $0.91 \%$ |
| Loan Loss Provision | $\$ 382$ | $\$ 359$ | $\$ 402$ |
| Fee and Other Income - Excluding Debt Repurchase Gains | $\$ 217$ | $\$ 246$ | $\$ 203$ |
| Debt Repurchase Gains | $\$ 91$ | $\$ 90$ | $\$ 325$ |
| Operating Expenses | $\$ 337$ | $\$ 318$ | $\$ 298$ |
| Tangible Capital Ratio | $1.9 \%$ | $1.7 \%$ | $1.7 \%$ |
| Average Managed Student Loans | $\$ 184,571$ | $\$ 181,533$ | $\$ 188,490$ |

## Fee Income \& Other Income

## Six Months Ended June 30, 2010 \$644 Million



- APG is re-focused on student loan contingency and collections
- Loan Servicing including ED Servicing Contract - Currently 2 million accounts
- Collecting on behalf of the Dept of Education for close to ten years
- Guarantor Servicing for student loans
- Contingency Inventory of $\$ 12$ billion at 6/30/2010 81\% student loans
- Upromise - largest private source of 529 plans


## Lending Segment Earnings Detail

| (\$ millions) | Q2 10 | Q1 10 | Q2 09 |
| :---: | :---: | :---: | :---: |
| FFELP Originations | \$3,110 | \$7,713 | \$3,706 |
| Private Originations | \$219 | \$840 | \$387 |
| Total Originations | \$3,329 | \$8,553 | \$4,093 |
| Average Managed Student Loans | \$184,571 | \$181,533 | \$188,490 |
| Net Interest Income after Provision - FFELP | \$333 | \$280 | \$39 |
| Net Interest Income after Provision - Private | \$45 | \$69 | \$15 |
| Net Student Loan Spread - Total | 1.75\% | 1.64\% | 1.17\% |
| Net Student Loan Spread - Private Education | 4.61\% | 4.56\% | 4.50\% |
| Net Student Loan Spread - FFELP | 1.04\% | 0.90\% | 0.39\% |
| Economic Floor Income not included in Net Student Loan Spread | 0.00\% | 0.01\% | 0.26\% |
| Operating Expenses | \$194 | \$166 | \$155 |
| OpEx Annualized as a \% Average Managed Student Loans | 0.42\% | 0.37\% | 0.33\% |

## Dept. of Education / Government Funding Programs

- Loan Purchase Commitment Program - 5/21/08
- Eligible collateral - certain 2008-2010 FFELP loans
- Funded at CP +50 bps
- Par put $+\$ 75 /$ per loan fee and origination fee rebate
- Straight A Conduit Program Launched - Announced 11/08/08, Launched 5/11/09
- Collateral originated 10/03-9/09 eligible
* Program term: 5 yrs; Facility Matures: 1/19/2014
* No new advances permitted after June 30, 2010
- Liquidity provided by the Federal Financing Bank (a division of Treasury)


## Expired Programs

- TALF-NY Fed and Treasury to provide consumer ABS support - Launched March 17, 2009, Expired 3/31/10
- 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 provided funding, rates and haircuts


## Federal Student Loan Market

- Outstanding Government Student Loan Market Distribution FFYE 9/30/2009

- Top 10 Holders of FFELP Loans FFYE 9/30/09

| Lender Name | FY09 | $\%$ Total |
| :--- | :---: | :---: |
| SLM CORPORATION | $\$ 154,142$ | $36.6 \%$ |
| CITIBANK, STUDENT LOAN CORP | $\$ 32,474$ | $7.7 \%$ |
| NELNET | $\$ 25,256$ | $6.0 \%$ |
| WELLS FARGO | $\$ 14,595$ | $3.5 \%$ |
| WACHOVIA EDUCATION FINANCE INC. | $\$ 13,215$ | $3.1 \%$ |
| BRAZOS GROUP | $\$ 13,048$ | $3.1 \%$ |
| PA HIGHER ED ASST AUTH (PHEAA) | $\$ 11,126$ | $2.6 \%$ |
| JPMORGAN CHASE BANK | $\$ 11,100$ | $2.6 \%$ |
| BANK OF AMERICA | $\$ 10,067$ | $2.4 \%$ |
| COLLEGE LOAN CORP | $\$ 9,659$ | $2.3 \%$ |
| Top 10 Holders | 295 | $69.9 \%$ |
| Remaining holders | 127 | $30.1 \%$ |

Sources: US Department of Education Report 4/2010, Federal Budget Request 2011

## SLIM Corporation

## Three Distinct Aspects of the Business Model

FFELP Loan Portfolio and Guarantor Collection and Servicing

- Existing portfolios generating substantial income and cash flow
- Cash strengthens balance sheet
- Servicing cash flows are super senior
- Residual cash flows are stable due to minimal credit risk
- Cash flow enhances the ability to service debt
- Opportunities exist to acquire portfolios from $3^{\text {rd }}$ parties - SLM has purchased $\$ 1.3$ billion YTD


## Private Education Loan Originations and Portfolio

- Ongoing business with significant long term value
- Legacy portfolio quality vastly improved
- Q2 2010 originations average FICO of 735 with 77\% cosigner rate


## Sallie Mae Servicing

- Attractive fee business with little capital required \& high return on equity
- New 5-year ED servicing contract will provide rapid growth
- Opportunities exist to expand services provided including industry consolidation
- Efficient cost structure and top performer


## Office of the Chief Executive Officer



## THE U.S. STUDENT LOAN MARKET

SLM Corporation



## Favorable Student Loan Market Trends

## Higher Education Enrollment (millions)





## College Grads Experience

## Lower Levels of Unemployment



Source: U.S. Department of Labor, Bureau of Labor Statistics as of 6/30/2010

## FFELP LoAn Originations



- Originated over $\$ 3.1$ billion of loans in the quarter


## Private Education Loan Originations



Private Education Loan originations 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.

## 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 and/or cosigner
- Generally 5 to 15 years in maturity


## SLM's Private Education Loan Portfolio

- Private Education Loan Portfolio Characteristics
- $\$ 35$ billion of managed outstandings at 6/30/2010
- $19 \%$ of SLM's managed student loan portfolio
- Risk-based pricing
- Approximately $58 \%$ of portfolio has a cosigner, typically a parent
- Higher education loans typically non-dischargeable in bankruptcy
- Integrated underwriting, servicing and collections


## 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 5.5 years
- Repayment term is driven by cumulative amount borrowed and grade level
- Requires interest only payment during in-school period with open option to pay P\&I
- Eliminates capitalization of interest, reducing total interest paid
- Full communication with borrower during in-school period
- Full collection activities employed at both the student and cosigner level
- Develops habit and responsibility of payment
- Limits propensity to accumulate additional debt given in-school payment requirement


## Private Education Loan Market Opportunity

- Private education loans help bridge the gap between funding available through government-sponsored programs and the increasing cost of education

Cost of College AY 1999-2000 Based on a Four-Year Term


Cost of College AY 2009-2010
Based on a Four-Year Term $\$ 142,544$
 Source: College Board, Trends in College Pricing, U.S. Department of Education 2009

## Private Credit Originations

- 2008-09 academic year market share approximately 44\%


## SLM vs. Industry Originations



Source: College Board, Trends in Higher Education Series (2009). 2008-2009 industry data is preliminary. Data reported by academic year, SLM quarterly data converted to academic year basis.

## SLM Private Credit Lending Statistics <br> (with PC Consolidation \& Career Training Loans)

|  | 0210 |  | 0110 |  | 2009 |  | 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average Loan Size by Academic Year \$ |  |  |  |  |  |  |  |  |
| Freshman | \$ | 7,156 | \$ | 7,388 | \$ | 9,658 | \$ | 10,176 |
| Sophomore |  | 6,314 |  | 7,102 |  | 9,315 |  | 9,570 |
| Junior |  | 6,050 |  | 7,383 |  | 9,311 |  | 9,327 |
| Senior |  | 5,611 |  | 6,869 |  | 8,672 |  | 8,712 |
| Graduate |  | 9,931 |  | 10,118 |  | 12,186 |  | 13,599 |
| Other * |  | 11,069 |  | 11,838 |  | 11,538 |  | 14,338 |
| Total Loan Originations by Academic year (in millions) | \$ | \% | \$ | \% | \$ | \% | \$ | \% |
| Freshman | 27.8 | 14.5\% | 61 | 19.6\% | 428.2 | 17.0\% | 1,262.30 | 19.5\% |
| Sophomore | 21.9 | 11.4\% | 52.3 | 16.8\% | 469.7 | 18.6\% | 1,197.20 | 18.5\% |
| Junior | 30.2 | 15.7\% | 59.4 | 19.1\% | 535.2 | 21.2\% | 1,131.10 | 17.5\% |
| Senior | 48.4 | 25.2\% | 82.4 | 26.5\% | 667.6 | 26.5\% | 1,209.30 | 18.7\% |
| Graduate | 47.6 | 24.8\% | 35.4 | 11.4\% | 219.2 | 8.7\% | 499.1 | 7.7\% |
| Other * | 15.9 | 8.3\% | 20.4 | 6.5\% | 203.8 | 8.1\% | 1,173.30 | 18.1\% |
| Total | 191.9 | 100.0\% | 310.8 | 100.0\% | 2,523.80 | 100.0\% | 6,472.30 | 100.0\% |
| For Profit Originations | 48.9 | 25.5\% | 65 | 20.9\% | 472.8 | 18.7\% | 1,880.80 | 29.1\% |
| Not-for-profit Originations | 142.9 | 74.5\% | 245.8 | 79.1\% | 2,051.00 | 81.3\% | 4,591.50 | 70.9\% |

Note: Numbers may not add due to rounding

* The 'other' category is comprised primarily of Career Training and Private Consolidation Loans.


## CREDIT QUALITY

SLM Corporation



## LoAn Losses


(1) All data as of June 30, 2010. Annualized Managed FFELP charge-offs as a percentage of average managed FFELP assets. Annualized Managed Private Education Loan charge-offs as a percentage of average managed Private Education Loan assets. Annualized Total charge-offs as a percentage of average managed FFELP and Private Education Loan assets.
(2) Percentages of Total managed student loan portfolio based upon average portfolio balances

## FFELP Education Loan Portfolio


(1) "Core Earnings" FFELP Loan spread, before provision. Charge-offs as a percentage of average Managed FFELP Loans .

## Private Education Loan Portfolio


(1) "Core Earnings" Private Education Loan spread, before provision. Charge-offs as a percentage of average Managed Private Education Loans in
repayment.

## SLM Private Credit Default Emergence Profile

Payments Made

${ }^{1}$ Excludes Sallie Mae Smart Option, LAW, MED, MBA, \& bar-study/residency loans

## Charge-off Trends

Mix OF Traditional vs. Non-Traditional


Charge-Offs (\$)

Charge-off Rate as a \% of Repay Balance

- Charge-offs driven by Non-Traditional loans
- Non-Traditional loans represent approximately 11\% of the Private Education Loan portfolio
- Higher quality loans entering repayment in 2009 and 2010


## Managed Private Education Loan Portfolio Performance

| Traditional Loans with a Cosigner | 0210 | 0110 | 0409 | 0309 | 0209 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Outstanding Balance as a \% of Total | 55.0\% | 55.0\% | 54.0\% | 53.0\% | 52.0\% |
| $90+$ Delinquency as a \% of Repayment | 3.4\% | 3.7\% | 3.5\% | 3.6\% | 3.8\% |
| Forbearance as a \% of Repayment \& Forbearance | 4.7\% | 4.5\% | 4.9\% | 5.1\% | 5.8\% |
| Charge-Offs as a \% of Repayment ${ }^{(1)}$ | 2.3\% | 2.0\% | 2.4\% | 3.4\% | 2.5\% |
| Average FICO at Origination | 740 | 740 | 740 | 740 | 739 |
| Traditional Loans without a Cosigner | 0210 | 0110 | 0409 | 0309 | 0209 |
| Outstanding Balance as a \% of Total | 34.0\% | 34.0\% | 34.0\% | 35.0\% | 35.0\% |
| $90+$ Delinquency as a \% of Repayment | 6.4\% | 6.8\% | 6.0\% | 5.9\% | 6.1\% |
| Forbearance as a \% of Repayment \& Forbearance | 5.4\% | 5.4\% | 5.6\% | 5.7\% | 6.4\% |
| Charge-Offs as a \% of Repayment ${ }^{(1)}$ | 5.7\% | 5.0\% | 5.2\% | 7.7\% | 5.7\% |
| Average FICO at Origination | 700 | 700 | 700 | 700 | 700 |
| Non-Traditional Loans with a Cosigner | 0210 | 0110 | 0409 | 0309 | 0209 |
| Outstanding Balance as a \% of Total | 3.0\% | 3.0\% | 3.0\% | 3.0\% | 4.0\% |
| $90+$ Delinquency as a \% of Repayment | 13.3\% | 14.7\% | 14.7\% | 14.8\% | 15.9\% |
| Forbearance as a \% of Repayment \& Forbearance | 8.1\% | 8.0\% | 8.1\% | 9.1\% | 10.0\% |
| Charge-Offs as a \% of Repayment ${ }^{(1)}$ | 12.0\% | 10.6\% | 13.0\% | 17.8\% | 14.0\% |
| Average FICO at Origination | 633 | 633 | 633 | 633 | 633 |
| Non-Traditional Loans without a Cosigner | 0210 | 0110 | 0409 | 0309 | 0209 |
| Outstanding Balance as a \% of Total | 8.0\% | 8.0\% | 9.0\% | 9.0\% | 9.0\% |
| $90+$ Delinquency as a \% of Repayment | 17.2\% | 19.4\% | 18.5\% | 19.0\% | 22.4\% |
| Forbearance as a \% of Repayment \& Forbearance | 6.8\% | 6.6\% | 6.7\% | 7.6\% | 8.5\% |
| Charge-Offs as a \% of Repayment ${ }^{(1)}$ | 20.6\% | 17.9\% | 20.8\% | 31.8\% | 27.4\% |
| Average FICO at Origination | 619 | 619 | 619 | 619 | 618 |

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

## Improving Portfolio Quality

| Year Entering <br> Repayment | $\%$ <br> Traditional | $\%$ Cosigned | Avg FICO Score at <br> Origination |
| :---: | :---: | :---: | :---: |
| 2006 | $83 \%$ | $51 \%$ | 709 |
| 2007 | $84 \%$ | $54 \%$ | 712 |
| 2008 | $86 \%$ | $55 \%$ | 711 |
| 2009 | $90 \%$ | $65 \%$ | 722 |
| $2010^{*}$ | $90 \%$ | $62 \%$ | 718 |
| $2011^{*}$ | $90 \%$ | $64 \%$ | 718 |
| $2012^{*}$ | $92 \%$ | $69 \%$ | 722 |

* Projected


## Portfolio Quality Improving



Amounts shown above represent the dollar amount of loans that will enter repayment

- Non-Traditional charge-off rate is 5 x greater than Traditional
- 77\% of Q2 10 loan originations had cosigners, an increase from 75\% in Q2 09.
- Non-cosigned loans charge off at more than twice the rate of cosigned loans
- Amount of non-cosigned loans entering repayment have begun to decline

Note: Amounts in years 2010-2015+ are projected

## Private Education Loan Portfolio Performance

- Changes in SLM's forbearance policies and the economic downturn have adversely impacted the performance of our Managed Private Education Loan portfolio including accelerating the timing of charge-offs
- Delinquency trends have improved, as the impact of forbearance changes passed through the system.



## SERVICING: A COMPETITIVE ADVANTAGE

SLM Corporation



## SLM Servicing

- \#1 servicer and collector of student loans in the U.S. currently servicing $\$ 201.0$ billion in assets including $\$ 25.9$ billion for third parties
* SLM borrowers total 10 million
- Awarded ED servicing contract in June 2009
* Servicing under contract initiated in August 2009
- Contract to span 5 years with one, five-year renewal option
- Currently 2 million accounts, $\$ 19.8$ billion serviced under ED contract
- Servicing on new Direct Loans expected to begin in August 2010


## SLM's Competitive Advantage

- SLM has a distinct competitive advantage in all facets of the education loan market.


Note: Figures as June 30, 2010

## OPERATIONS LOCATIONS



## FUNDING DIVERSITY AND LIQUIDITY

SLM Corporation



## Q2 2010 Capital Markets Summary

- Realized gains of $\$ 91$ million on $\$ 1.4$ billion debt repurchases
- Issued $\$ 1.2$ billion of Stafford/PLUS FFELP ABS
- Concurrent offerings of $\$ 869$ million 2010-B \& $\$ 1.7$ billion 2010-C
- Refinanced $\$ 1.5$ billion SLM Private Education Loan Trust 2009-A ABS issue
" $\$ 875$ million sold to investors; $\$ 1.7$ billion financed under TRS facility
* Total net proceeds of the concurrent transactions: $\$ 1.0$ billion
- Bank ABCP facility reduced to $\$ 6.2$ billion outstanding


## Recent ABS Transactions

| Transaction: <br> FFELP | April <br> 2010-1 <br> Stafford \& Plus |
| :--- | :---: |
| Issuance Size: | $\$ 1.222 \mathrm{~B}$ |
| Registration Type: | Public |
| Indicative Pricing: | 1-mo LIBOR +43 |


| Transaction: <br> Private Credit | TALF-Eligible <br> March 2010-A | July 2010-B | July 2010-C |
| :--- | :---: | :---: | :---: |
| Issuance Size: | $\$ 1.550 \mathrm{~B}$ | $\$ 0.869 \mathrm{~B}$ | $\$ 1.701 \mathrm{~B}$ |
| Registration Type: | 144 A | 144 A | 144 A |
| Indicative Pricing: | 1-mo LIBOR + 325 <br> Prime 5 | $\$ 303$ M @ 1-mo LIBOR + 192 <br> Remainder funded at TRS facility | $\$ 451$ M @ 1-mo LIBOR + 165 <br> \$209 M @ 1-mo LIBOR + 265 <br> Remainder funded at TRS facility |

## Liquidity Position Detail

| (\$ in billions) | $6 / 30 / 2010$ | $3 / 31 / 2010$ | $12 / 31 / 2009$ |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Sources of Primary Liquidity: |  |  |  |  |  |
| ED Purchase and Participation Program | Unlimited* | Unlimited* | Unlimited* |  |  |
| Unrestricted Cash \& Liquid Investments | $\$$ | 6.7 | $\$$ | 7.6 | $\$$ |
| Unused Commercial Paper and Bank Lines of Credit |  | 1.6 | 3.5 | 7.4 |  |
| FFELP ABCP Facilities |  | 3.5 | 1.4 | 3.5 |  |
| Total Sources of Primary Liquidity | $\$$ | 11.8 | $\$$ | 12.5 | $\$$ |

- SLM has $\$ 1.6$ billion in unsecured revolving credit facilities. The Company has never drawn on these facilities. $\$ 1.9$ billion of our unsecured revolving facilities was due mature in October 2010, and was retired in May 2010, and $\$ 1.6$ billion matures in October 2011

Note: Numbers may not add due to rounding.

* Capacity unlimited through July 1, 2010


## High Percentage of Student Loans Funded to Term



## Employ conservative long-term funding model

* Funded to Term includes $19 \%$ or $\$ 35.5$ billion and $16 \%$ or $\$ 28.3$ billion of student loans funded under the ED Purchase and Participation Program and Straight A Funding Facility as of June 30, 2010 and June 30, 2009, respectively.
** Fixed spread liabilities include . $43 \%$ or $\$ 717$ million and $\$ 0$ of student loans funded at FHLB-Des Moines for the periods ending June 30, 2010 and June 30, 2009, respectively.


## Funding Distribution

At June 30, 2010, total managed borrowing was $\$ 197.1$ billion

*Other includes FHLB-DM facility borrowings, on balance sheet indentured trusts, and other managed borrowings as identified in the Q2 2010 SLM 10-Q.

## SLM Corporate Debt and ABS Issuance

SLM has issued $\$ 143$ billion of long-term, corporate debt and assetbacked securities since 2005, across a broad range of maturities

| New Issuance Volume ( $\$$ in billions) | Q2 10 |  | Q1 10 |  | Q4 09 |  | Q3 09 |  | Q2 09 |  | Q1 09 |  | 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Corporate Debt Issuance | \$ | - | \$ | 1.5 | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 2.5 |
| Term ABS Issuance ${ }^{(1)}$ |  | 1.2 |  | 1.6 |  | 1.4 |  | 2.8 |  | 7.6 |  | 1.5 |  | 19.0 |
| Total Term Debt Issuance | \$ | 1.2 | \$ | 3.1 | \$ | 1.4 | \$ | 2.8 | \$ | 7.6 | \$ | 1.5 | \$ | 21.5 |
| ABS Tranches |  |  |  | 2 |  |  |  |  |  |  |  |  |  |  |
| Ave Life to Call in Years |  |  |  | 4.1 |  |  |  |  |  |  |  |  |  |  |
| Ave Cost of Funds vs. US\$ LBOR ${ }^{(3)}$ |  |  |  | +394bp |  |  |  | 8 bp |  |  |  |  |  |  |
| Asset Funding | 6/3 | 2010 |  | /31/2010 | 12 | 2009 | 9/3 | 2009 |  | 2009 |  | 09 |  | 2008 |
| Net ED Participation Program ${ }^{(2)}$ Activity | \$ | 19.9 |  | 15.7 | \$ | 9.0 | \$ | 5.6 | \$ | 3.7 | \$ | 6.2 | \$ | 7.4 |
| Straight - A Funding balance | \$ | 15.9 | \$ | 14.7 | \$ | 14.3 | \$ | 14.2 | \$ | 12.5 |  |  |  |  |

(1) YTD. Excludes short-term issuance under SLM's asset-backed commercial paper programs.
(2) Reported at quarter closing dates, net of paydowns.
(3) 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 (1)

| ( $\$$ in billions) | Q2 10 | Q1 10 | Q4 09 | Q3 09 | Q2 09 | Q1 09 | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Consolidation FFELP ABS | $\$ 1.2$ | $\$ 0.0$ | $\$ 0.0$ | $\$ 0.0$ | $\$ 0.0$ | $\$ 0.0$ | $\$ 18.5$ | $\$ 9.1$ |
| Consolidation FFELP ABS | 0.0 | 0.0 | 0.8 | 0.0 | 5.1 | 0.0 | 0.0 | 15.0 |
| Private Credit ABS | 0.0 | 1.6 | 0.6 | 2.8 | 2.6 | 1.5 | 0.0 | 2.2 |
| Total ABS Issuance | $\mathbf{\$ 1 . 2}$ | $\mathbf{\$ 1 . 6}$ | $\mathbf{\$ 1 . 4}$ | $\mathbf{\$ 2 . 8}$ | $\mathbf{\$ 7 . 7}$ | $\mathbf{\$ 1 . 5}$ | $\mathbf{\$ 1 8 . 5}$ | $\mathbf{\$ 2 6 . 3}$ |

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

## SLM Corporate Debt Activity

SLM Corporate Debt Issuance Volume

| Issuance Type (US\$ in billions) | Q2 10 |  | Q1 10 |  | 2009 |  | 2008 |  | 2007 |  | 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| US\$ Global \& Medium Term Notes | \$ | - | \$ | 1.5 | \$ | - | \$ | 2.5 | \$ | 1.4 | \$ | 5.8 |
| Foreign Currency Denominated ${ }^{(1)}$ |  | - |  | - |  | - |  | - |  | 0.2 |  | 3.9 |
| Extendible Notes |  | - |  | - |  | - |  | - |  | - |  | 1.5 |
| Retail Note Program |  | - |  | - |  | - |  | - |  | - |  | 0.5 |
| Total Corporate Debt Issuance | \$ | - | \$ | 1.5 | \$ | - | \$ | 2.5 | \$ | 1.6 | \$ | 11.7 |

SLM Corporate Debt Repurchases

| Denomination (US\$ in millions) | Q2 10 | Q1 10 |  | 2009 |  | 2008 |  | 2007 |  | 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| USD ${ }^{(2)}$ | \$ 271 | \$ | 303 | \$ | 2,169 | \$ | 1,794 | \$ | - | \$ | - |
| Foreign Currency Denominated ${ }^{(2)}$ | 1,092 |  | 1,008 |  | 1,278 |  | 116 |  | - |  | - |
| Total | \$ 1,363 | \$ | 1,311 | \$ | 3,447 | \$ | 1,910 | \$ | - | \$ | - |
| Accounting Gain Generated | \$ 91 | \$ | 90 | \$ | 536 | \$ | 64 | \$ | - | \$ | - |

Note: Total may not foot due to rounding.
(1) US\$ equivalent at the time of issuance.
(2) Face value amounts repurchased.

## Unsecured Debt Maturities



- Repurchased $\$ 1.4$ billion of debt in Q2 10

Note: Does not include Sallie Mae Bank or Subsidiary funding

## Unencumbered Assets \& Unsecured Debt

| (\$ in billions) | $6 / 30 / 10$ | $3 / 31 / 10$ | $12 / 31 / 09$ | $9 / 30 / 09$ | $6 / 30 / 09$ | $3 / 31 / 09$ | $12 / 31 / 08$ |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| FFELP Stafford and Plus Loans, net | $\$$ | 1.3 | $\$$ | 2.1 | $\$$ | 1.6 | $\$$ | 2.1 | $\$$ | 2.7 | $\$$ |


| Net Assets in Secured Financing Facilities | 6/30/10 | 3/31/10 | 12/31/09 |  | 9/30/09 |  | 6/30/09 |  | 3/31/09 |  | 12/31/08 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Off-Balance Sheet ABS (Non-GAAP)* | \$ | \$ | \$ | 0.6 | \$ | 0.6 | \$ | 0.7 | \$ | 0.8 | \$ | 0.9 |
| On-Balance Sheet ABS (GAAP)** | 13.1 | 13.7 |  | 12.7 |  | 13.1 |  | 11.7 |  | 16.3 |  | 13.4 |
| Total | \$ 13.1 | \$ 13.7 | \$ | 13.3 | \$ | 13.7 | \$ | 12.4 | \$ | 17.1 | \$ | 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 FAS 133. Further detail of the nature of the adjustment can be found in the 2Q 2010 SLM Corporation 10-Q.


## Secured Cash Flow

| \$ in Millions | YTD 2010 | 2009 | 2008 | 2007 |
| :---: | :---: | :---: | :---: | :---: |
| FFELP |  |  |  |  |
| Term Securitized |  |  |  |  |
| Servicing (Cash Paid) | \$ 269 | \$ 549 |  | \$ 494 |
| Net Residual (Excess Distributions) | 428 | 1,418 | 1,322 | 788 |
| Other Secured FFELP |  |  |  |  |
| Net Cash Flow (Excess Distribution) | 887 | 1,266 | 501 | 98 |
| Total FFELP | \$ 1,584 | \$ 3,233 | \$ 2,347 | \$ 1,380 |
| Private Credit |  |  |  |  |
| Term Securitized |  |  |  |  |
| Servicing (Cash Paid) | \$ 87 | \$ 130 | \$ 97 | \$ 98 |
| Residual (Excess Distribution) | 8 | 90 | 403 | 420 |
| Other Secured Financings |  |  |  |  |
| Net Cash Flow (Excess Distribution) | - | 43 | 59 | - |
| Total Private Credit | \$ 95 | \$ 263 | \$ 559 | \$ 518 |
| Total FFELP and Private Credit | \$ 1,679 | \$ 3,496 | \$ 2,906 | \$ 1,898 |
| Average Principal Balances ${ }^{(2)}$ | YTD 2010 | 2009 | 2008 | 2007 |
| FFELP |  |  |  |  |
| Term FFELP | \$ 101,033 | \$ 102,754 | \$ 97,363 | \$ 86,479 |
| Other Secured FFELP ${ }^{(1)}$ | 40,717 | 36,629 | 32,543 | 15,386 |
| Total FFELP | \$ 141,750 | \$ 139,382 | \$ 129,906 | \$ 101,864 |
| Private Credit |  |  |  |  |
| Term PC | \$ 24,785 | \$ 19,144 | \$ 14,505 | \$ 14,393 |
| Other Secured Financings |  | 2,641 | 2,641 |  |
| Total Private Credit | \$ 24,785 | \$ 21,785 | \$ 17,146 | \$ 14,393 |
| Total FFELP and Private Credit | \$ 166,535 | \$ 161,167 | \$ 147,052 | \$ 116,257 |

Note: Totals may not add due to rounding
Net residual represents excess distribution, net of payments on floor contracts and receipts from basis swaps
(1) Interest to be capitalized not available for On-Balance Sheet Indentured Trust balance
(2) All APBS are 2 -point averages of $1 / 1$ and $12 / 31$ balances of the given year.

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## 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 Ioans
- Funded through affiliate and brokered deposits and a direct retail deposit program launched in Feb 2010
- 31.4\% Total Risk-based Capital at June 30, 2010
- Deposit taking activities
- Strong cash position used to fund Private Credit originations
- Deposits totaled $\$ 5.9$ billion at June 30, 2010
- $\$ 5.2$ billion Brokered Deposits
- \$441million Affiliate Deposits
- $\$ 242$ million Retail Deposits
- Brokered Deposit portfolio has a weighted average maturity of 24.7 months
- Total deposits decreased by $3.4 \%$ in Q2 10


## Sallie Mae Bank - Capital \& Deposits

| Bank Deposits (\$ millions) |  |  |  |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $6 / 31 / 10$ | $3 / 31 / 2010$ | $12 / 31 / 2009$ | $9 / 30 / 2009$ | $6 / 30 / 2009$ | $3 / 31 / 2010$ |  |  |  |
| Brokered CDs | $\$$ | 5,023 | $\$$ | 5,417 | $\$$ | 5,632 | $\$$ | 5,891 | $\$$ |
| $\mathbf{6 , 1 0 0}$ | $\$$ | 3,281 |  |  |  |  |  |  |  |
| Brokered MMDAs | 190 | 205 | 204 | 221 | 264 | - |  |  |  |
| Retail Deposits | 242 | 4 | - | - | - | - |  |  |  |
| Other Deposits* | 441 | 478 | 494 | 543 | 420 | 433 |  |  |  |
| Total Deposits | $\$$ | 5,896 | $\$$ | 6,104 | $\$$ | 6,331 | $\$$ | 6,655 | $\$$ |
| 6,784 | $\$$ | 3,714 |  |  |  |  |  |  |  |

*Primarily affiliate demand deposit accounts with no stated maturities

| Regulatory Capital Ratios |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ratio | $6 / 31 / 10$ | $3 / 31 / 2010$ | $12 / 31 / 2009$ | $9 / 30 / 2009$ | $6 / 30 / 2009$ | $3 / 31 / 2010$ |
| Tier 1 Leveraqe | $17.20 \%$ | $16.20 \%$ | $15.00 \%$ | $14.20 \%$ | $17.90 \%$ | $24.50 \%$ |
| Tier 1 Risk Based | $30.40 \%$ | $30.70 \%$ | $24.60 \%$ | $24.20 \%$ | $26.20 \%$ | $\mathbf{2 9 . 6 0 \%}$ |
| Total Risk Based | $31.40 \%$ | $31.60 \%$ | $25.40 \%$ | $25.10 \%$ | $26.90 \%$ | $30.20 \%$ |

## RISK-ADJUSTED CAPITALIZATION

SLM Corporation



## CAPItALIZATION

## SLM Corp

|  | Q2 10 | Q1 10 | 2009 | 2008 | 2007 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Tangible Equity/Managed Assets $^{(1)}$ | $1.9 \%$ | $1.7 \%$ | $2.0 \%$ | $1.8 \%$ | $2.0 \%$ |
| Tangible Equity/Charge-Offs ${ }^{(2)}$ | $3 x$ | $3 x$ | $3 x$ | $7 x$ | $9 \times$ |

(1) GAAP tangible stockholders' equity as a percentage of total managed assets.
(2) 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


As of June 30, 2010

## FFELP APPENDIX

SLM Corporation



## SLM FFELP ABS Issue Characteristics

Typical SLM FFELP ABS Transaction Features

- Historical issue size of $\$ 1.0 \mathrm{~B}$ 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
- Masterservicer is 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 (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 ( $10-15+$ 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 $\mathbf{9 8} \%$ or $\mathbf{9 7 \%} \%$. 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


[^0] to make payments.

## SLIM 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

* Average CPR is the simple (non-weighted) average of four Quarterly CPR calculations for years ended June 30, 2010. Quarterly CPR assumes School and Grace loans are not scheduled to make payments. Deferment, Forbearance and Repayment loans are scheduled to make payments.


## PRIVATE CREDIT APPENDIX

SLM Corporation


## Private Credit Loan Collections

- Sallie Mae services and collects the loans in its managed private loan portfolio
- Private credit collections are conducted by a stand-alone consumer credit collections unit
- Managed by individuals with prior experience managing collections operations for consumer loan assets
- Over the past 21 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


## Private Credit Trust

## 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


## 90 + Day Delinquencies, \% of Loans in Repayment <br> SLM Private Credit Trusts



Note: Based on historical data through June 30, 2010. Does not include data for 2010 trusts which have not had time to become 90 days delinquent

## Private Credit Trust

## Default Emergence By Years in Repayment

- Defaults in SLM Private Credit ABS Trusts increase as loans first enter repayment, then diminish steadily over time

Expected Loss Emergence Timing


Based on assumptions in effect as of June 30, 2010

## Private Credit Trust

## Default Emergence By Payments Made

- The probability of default substantially diminishes as the number of payments made increases

Expected Loss Emergence Timing


Based on assumptions in effect as of June 30, 2010
Excludes months in forbearance. Includes months of delinquency prior to chargeoff

## SLM Private Education Loan Gross Defaults

## Actual-To-Date



## SLM Private Credit Gross Defaults

## Constraining Rating Agency Stress Levels at Issuance

Constraining Rating Agency Stress Levels at Issuancefor 'AAA'


As of June 30, 2010

## Private Credit ABS Trusts 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, and has since declined, as a result of changes in the forbearance strategy
- The decline in forbearance has resulted in increased delinquency and default in the near term but no long term increase in lifetime defaults

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

$-2002 \quad 2003-2004-2005-2006-2007$

## Private Credit ABS Trusts -

## 31-60 DAY DELINQUENCIES

## 31-60 Day Delinquencies as a Percent of Loans in Repayment

 All Loans in SLM Trusts by Year of issuance

## Private Credit ABS Trusts -

## 61-90 Day Delinquencies

61-90 Day Delinquencies as a Percent of Loans in Repayment All Loans in SLM Trusts by Year of Issuance


## Private Credit ABS Trusts -

## 90+ Day Delinquencies

- As expected, later stage delinquency has increased due to tightening of Forbearance and the current economic environment

90+ Day Delinquencies as a Percent of Loans in Repayment All Loans in SLM Trusts by Year of Issuance


## 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

Annualized Gross Charge-Offs as a Percent of Loans in Repayment All Loans in SLM Trusts by Year of Issuance





## Private Credit ABS Trusts -

## Historical Cumulative Gross Charge-Offs ${ }^{(1)}$

## Cumulative Gross Charge-Offs as a Percent of Original Pool Balance

 All Loans in SLM Trusts by Year of Issuance

[^1]
## 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


## SLM APPENDIX



## GAAP to Core Earnings Reconciliation

(\$ in thousands, except per share amounts)

GAAP net income (loss) attributable to SLM Corporation
Adjustment from GAAP to "Core Earnings"
Net impact of securitization accounting
Net impact of derivative accounting
Net impact of Foor Income
Net impact of acquired intangibles
Total "Core Earnings" Adjustments before net tax effect
Net tax effect
Total "Core Earnings" Adjustments
"Core Earnings" net income attributable to SLM Corporation

| Quarters Ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2010 |  |  | June 30, 2009 |  |  |  |
| Dollars | DilutedEPS |  | Dollars |  | Diluted EPS |  |
| \$ 337,818 | \$ | 0.63 | \$ | $(122,720)$ | \$ | (0.32) |
| - |  |  |  | 25,861 |  |  |
| $(301,421)$ |  |  |  | 494,581 |  |  |
| 88,419 |  |  |  | $(90,002)$ |  |  |
| 9,710 |  |  |  | 9,758 |  |  |
| $(203,292)$ |  |  |  | 440,198 |  |  |
| 74,846 |  |  |  | $(147,034)$ |  |  |
| $(128,446)$ |  |  |  | 293,164 |  |  |
| \$209,372 |  | \$0.39 |  | \$170,444 |  | \$0.31 |

## AdDitional Information Available at WWW.SALLIEMAE.COM



## Debt Investor Relations Contact Information

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[^0]:    - Average CPR is the simple (non-weighted) average of four Quarterly CPR calculations for years ended June 30, 2010 Quarterly CPR assumes School and Grace loans are not scheduled to make payments. Deferment, Forbearance and Repayment loans are scheduled

[^1]:    
     Pminte Credit Snutent Lom TTusts issued prior to $2005 \cdot \mathrm{~s}$ as it the semicer had nerer evercised its repurchase option.

