

# **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.

SallieMae<sup>i</sup>



# **SLM CORPORATION OVERVIEW**



## **SLM CORPORATION**



- #1 originator of student loans in the U.S. education lending market
- #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 <sup>SM</sup> 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

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## 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	Neg.	Neg.	Stable		

As 6/30/2010

Managed Loan Portfolio					
Loan Type \$B %					
FFELP Loans	\$148.4	80%			
Private Education	35.2	20%			
Total Portfolio	\$ 183.6	100%			

As of 6/30/2010

19	65	<ul> <li>Congress creates the Guaranteed Student Loan Program<sup>1</sup></li> </ul>
19	72	Congress establishes, as a GSE, the Student Loan Marketing Association or "Sallie Mae"
19	96	Privatization of Sallie Mae approved by Congress, SLM Corporation holding company created

2008

• GSE dissolved... SLM Corporation becomes a fully 2004 independent, private sector corporation

• SLM Corporation proposed transaction with J.C. Flowers 2007

> Challenging economy; Government support of **FFELP**

Student Loan reform legislation eliminates new FFELP lending effective 7/1/2010

<sup>1</sup> Currently known as the Federal Family Education Loan Program (FFELP).

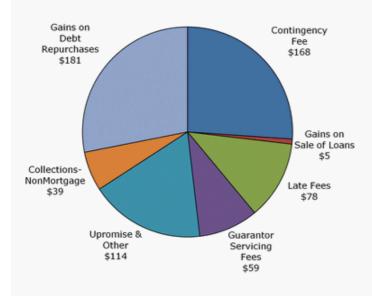
# Q2 10 "CORE EARNINGS" SUMMARY

(\$ 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

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## **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

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# 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%

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## **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)

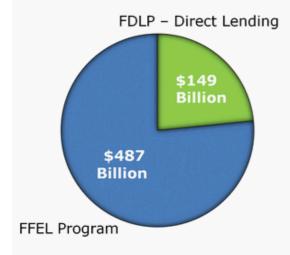
## **Expired Programs**

- 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

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## 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



## **SLM 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<sup>rd</sup> 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

SallieMae<sup>\*</sup>

# OFFICE OF THE CHIEF EXECUTIVE OFFICER Al Lord, Chief Executive Officer Mark Heleen, EVP & General Counsel Jack Hewes, Sr. EVP & Chief Lending Officer David West, SVP & Chief Credit Officer Jim Truitt, SVP & Chief Credit Officer Kara West, VP Risk Assessment

SallieMae<sup>\*</sup>



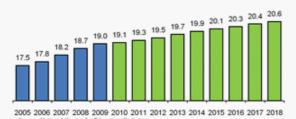
# THE U.S. STUDENT LOAN MARKET

SLM Corporation



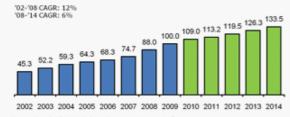
## **FAVORABLE STUDENT LOAN MARKET TRENDS**

## Higher Education Enrollment (millions)



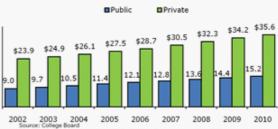
nter for Education Statistics ant in all degree-granting institutions; middle alter

## Federal Student Loan Origination Volume (\$bn)

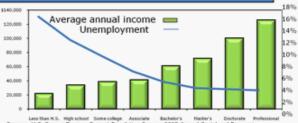


Source: President's 2011 Budget. Gross commitments by fiscal year Note: Excludes consolidation volume

## Annual Cost of Education (\$ thousands)

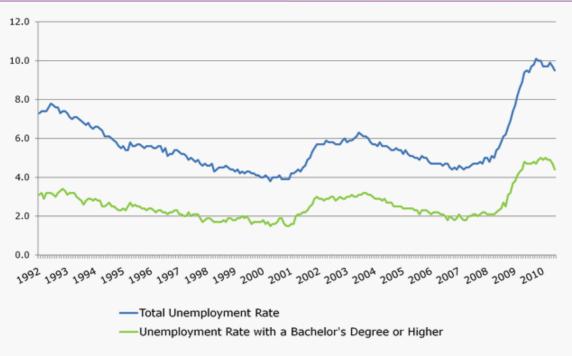


#### Relationship Between Higher Education, Income and Employment



Source: U.S. Census Bureau, Current Population Survey, 2008 Annual Social and Econom Supplement. Represents median earnings for a full time, year-round worker over age 25. Unemployment data as of Jan. 2010. Represents unemployment for civilian non-institutio population over age 25.

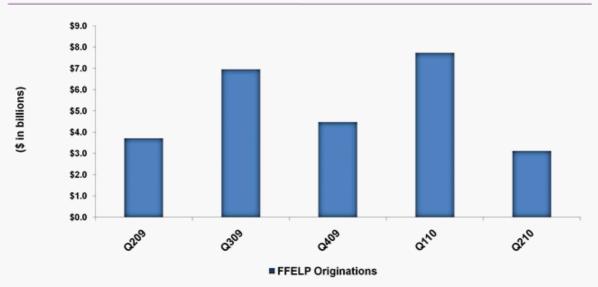
# COLLEGE GRADS EXPERIENCE LOWER LEVELS OF UNEMPLOYMENT



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



# FFELP LOAN ORIGINATIONS

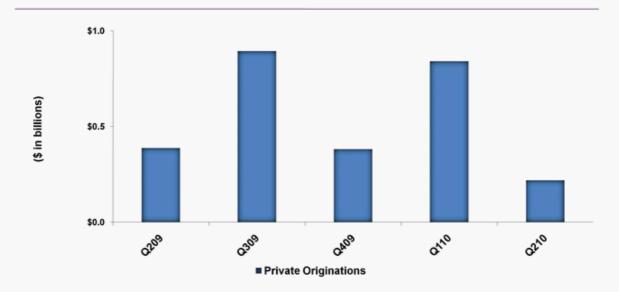


· Originated over \$3.1 billion of loans in the quarter

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# **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.

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## 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

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## **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

Note: All figures as of June 30, 2010.

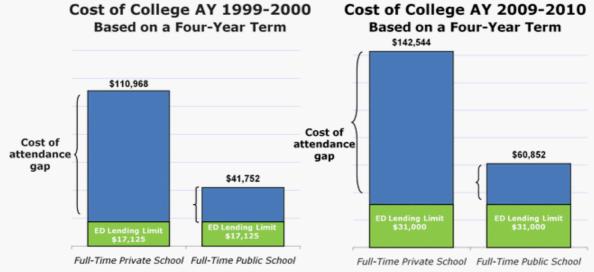


## **SLM's New Private Education Loan Product**

- 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



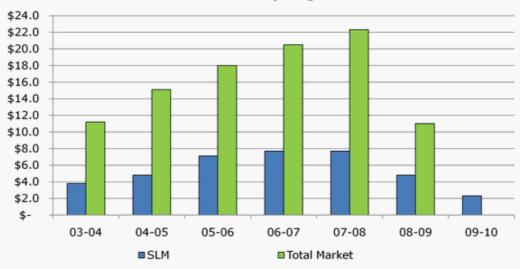
Source: College Board, Trends in College Pricing, U.S. Department of Education 2009



# **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**

(WITH PC CONSOLIDATION & CAREER TRAINING LOANS)

	Q2	2 10	Q1	l 10	200	9	200	8
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	1		4	: E	J.	e e		
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%

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Note: Numbers may not add due to rounding \* The 'other' category is comprised primarily of Career Training and Private Consolidation Loans.

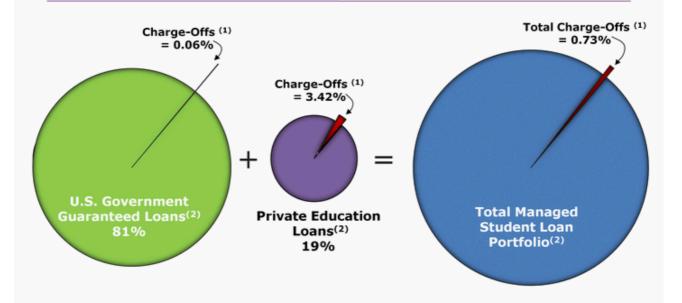


# **CREDIT QUALITY**

SLM Corporation

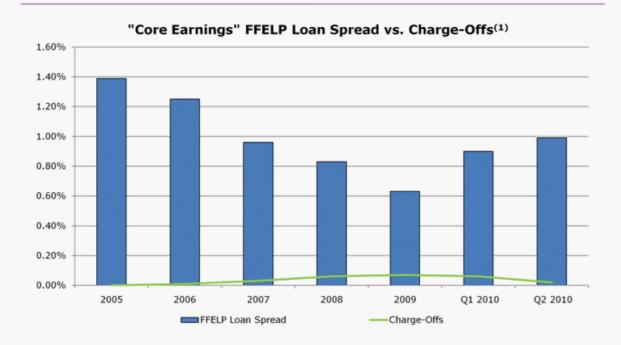


## **LOAN LOSSES**



- 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 FFELP and Private Education Loan assets.
   Percentages of Total managed student loan portfolio based upon average portfolio balances

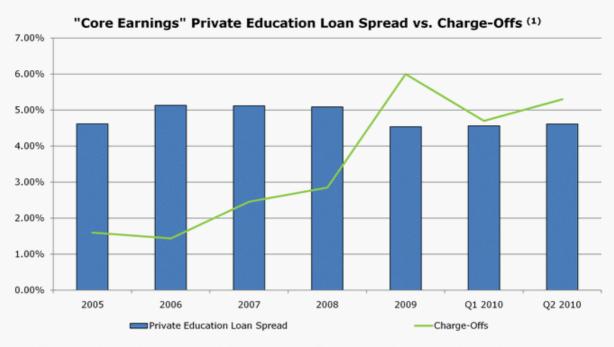
## FFELP EDUCATION LOAN PORTFOLIO



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



## **PRIVATE EDUCATION LOAN PORTFOLIO**

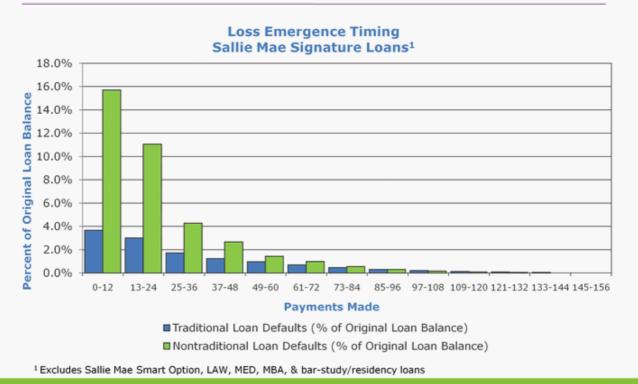


(1) "Core Earnings" Private Education Loan spread, before provision. Charge-offs as a percentage of average Managed Private Education Loans in repayment.



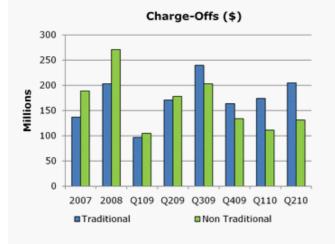
## SLM PRIVATE CREDIT DEFAULT EMERGENCE PROFILE

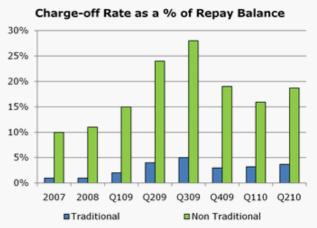
## **PAYMENTS MADE**



## **CHARGE-OFF TRENDS**

## MIX OF TRADITIONAL VS. NON-TRADITIONAL





- 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	Q2 10	Q1 10	Q4 09	Q3 09	Q2 09
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	Q2 10	Q1 10	Q4 09	Q3 09	Q2 09
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	Q2 10	01 10	04 09	Q3 09	Q2 09
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	Q2 10	Q1 10	Q4 09	Q3 09	Q2 09
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%

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

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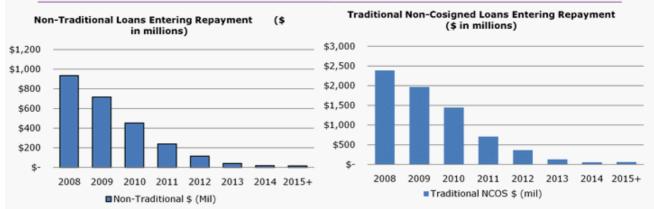
# IMPROVING PORTFOLIO QUALITY

Year Entering Repayment	% Traditional	% Cosigned	Avg FICO Score at 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



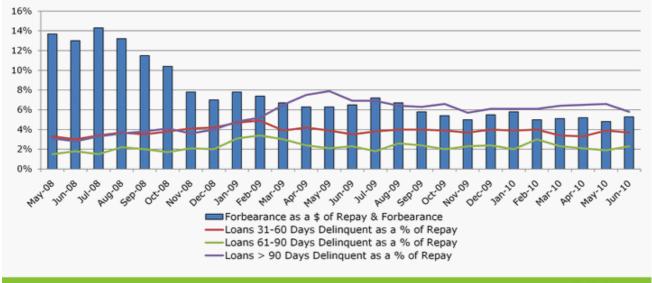
Amounts shown above represent the dollar amount of loans that will enter repayment

- Non-Traditional charge-off rate is 5x 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.



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# SERVICING: A COMPETITIVE ADVANTAGE

SLM Corporation



## **SLM SERVICING**

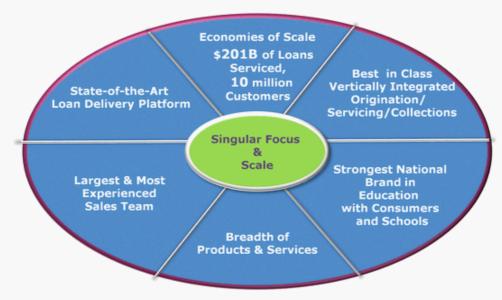
- #1 servicer and collector of student loans in the U.S. currently servicing \$201.0 billion in assets including \$25.9 billion for third parties
  - SLM borrowers total 10 million
- Awarded ED servicing contract in June 2009
  - Servicing under contract initiated in August 2009
  - · Contract to span 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

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## **SLM's Competitive Advantage**

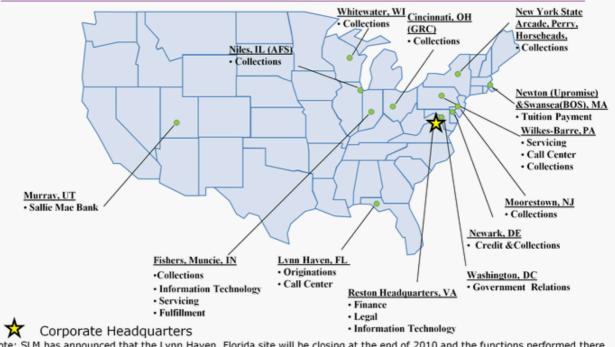
SLM has a distinct competitive advantage in all facets of the education loan market.



Note: Figures as June 30, 2010



## **OPERATIONS LOCATIONS**



Note: SLM has announced that the Lynn Haven, Florida site will be closing at the end of 2010 and the functions performed there either transferred to other sites or eliminated. SLM has announced that the Newark, DE facility will be designated corporate headquarters effective March 31, 2011.





# 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

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## **RECENT ABS TRANSACTIONS**

Transaction:	April 2010-1 Stafford & Plus
Issuance Size:	\$1.222 B
Registration Type:	Public
Indicative Pricing:	1-mo LIBOR +43

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



## LIQUIDITY POSITION DETAIL

(\$ in billions)	6/30	/2010	3/3	1/2010	12/3	1/2009
Sources of Primary Liquidity:						
ED Purchase and Participation Program	Unli	mited*	Unli	imited*	Unli	mited*
Unrestricted Cash & Liquid Investments	\$	6.7	\$	7.6	\$	7.4
Unused Commercial Paper and Bank Lines of Credit		1.6		3.5		3.5
FFELP ABCP Facilities		3.5		1.4		1.7
Total Sources of Primary Liquidity	\$	11.8	\$	12.5	\$	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

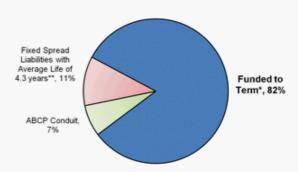
SallieMae<sup>\*</sup>

## HIGH PERCENTAGE OF STUDENT LOANS FUNDED TO TERM

## \$184 Billion Managed Student Loan Portfolio as of June 30, 2010

# Fixed Spread Liabilities with Average Life of 4.6 years\*\*, 8% ABCP Conduit, 4%

## \$188 Billion Managed Student Loan Portfolio as of June 30, 2009



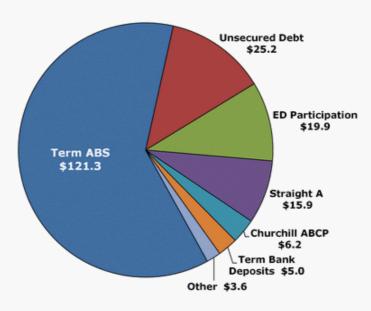
#### Employ conservative long-term funding model

- 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.

SallieMae

## **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.

**SallieMae** 

## **SLM CORPORATE DEBT AND ABS ISSUANCE**

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

New Issuance Volume (\$ in billions)	Q	2 10	Alexander (	Q1 10	40243	Q4 09	2000	Q3 09	Ç	2 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		2		3		2		4		4		40
Ave Life to Call in Years		3.5		4.1		5.4		2.75		5.7		7.5		5.1
Ave Cost of Funds vs. US\$ LIBOR(3)	+4	0 bps		+394bp		+121 bp	+	228 bp	+2	295 bp	+	-575 bp	+	-155 bp
Asset Funding	6/30	0/2010	3/	31/2010	12	/31/2009	9/3	31/2009	6/3	1/2009	3/3	31/2009	12/	31/2008
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		-		-

Note: Totals may not add due to rounding.



<sup>(1)</sup> YTD. Excludes short-term issuance under SLM's asset-backed commercial paper programs.

<sup>(2)</sup> Reported at quarter closing dates, net of paydowns.

<sup>(3)</sup> Includes SLM corporate debt and term asset-backed securities.

## **SLM ABS ISSUANCE VOLUME**

#### SLM ABS Term Issuance Volume (1)

(\$ in billions)	Q2 10	Q1 10	Q4 09	Q3 09	Q2 09	Q1 09	2008	2007
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	\$1.2	\$1.6	\$1.4	\$2.8	\$7.7	\$1.5	\$18.5	\$26.3

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

SallieMae<sup>\*</sup>

## **SLM CORPORATE DEBT ACTIVITY**

#### **SLM Corporate Debt Issuance Volume**

Issuance Type (US\$ in billions)	Q2	10	Q1 10		20	09	20	800	20	007	2006	
US\$ Global & Medium Term Notes	\$	-	\$	1.5	\$	-	\$	2.5	\$	1.4	\$	5.8
Foreign Currency Denominated <sup>(1)</sup>		-		-		-		-		0.2		3.9
Extendible Notes		-		-		-		-		-		1.5
Retail Note Program		-		-		-		-		-		0.5
Total Corporate Debt Issuance	\$	676-6	\$	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 <sup>(2)</sup>	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.

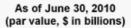
(1) US\$ equivalent at the time of issuance.

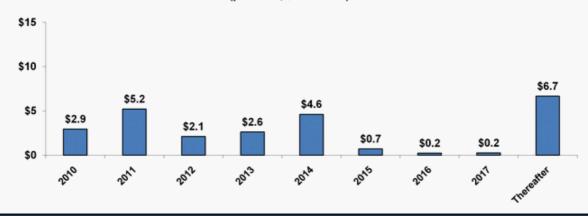
(2) Face value amounts repurchased.

В



## **UNSECURED DEBT MATURITIES**





	2010	2011	2012	2013	2014	2015	2016	2017	Thereafter
Change from Prior Quarter	(\$0.9)	(\$0.3)	(0.1)	(\$0.1)	(\$0.4)	-	-	-	-

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	\$	4.5	\$	3.8
FFELP Consolidation Loans, net		0.5		0.5		0.5		0.6		0.5		0.6		1.6
Private Education Loans, net		11.5		11.4		12.5		13.3		16.0		14.1		15.7
Other Loans		0.3		0.3		0.4		0.5		0.5		0.7		0.7
Available Cash & Investments		7.7		8.2		8.1		6.3		7.4		3.7		5.1
Retained Interests*		-		-		1.8		1.8		1.8		1.9		2.2
Other Assets		4.2		5.1		5.2		6.4		6.5		5.7		5.8
<b>Total Unencumbered Tangible Assets</b>	\$	25.5	\$	27.6	\$	30.1	\$	31.0	\$	35.4	\$	31.2	\$	34.9
Unsecured Debt Outstanding	\$	30.2	\$	32.5	\$	33.6	\$	35.1	\$	38.8	\$	38.2	\$	40.2

Net Assets in Secured Financing Facilities	6/3	30/10	3/3	31/10	12/	31/09	9/3	30/09	6/3	30/09	3/3	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

SallieMae<sup>\*</sup>

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	YTI	2010	2	2009		2008		2007
FFELP								
Term Securitized								
Servicing (Cash Paid)	\$	269	\$	549	\$	524	\$	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		10.10.10.10.10.10	44.44					
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 <sup>(2)</sup>	YTI	2010	2	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	9000		900.00		4,9),	252555555	1	3.63.63.67.53
Term PC	\$	24,785	\$	19,144	\$	14,505	\$	14,393
Other Secured Financings				2,641		2,641		-
Total Private Credit	\$		\$	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.

#### 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 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	\$	6,100	\$	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		

<sup>\*</sup>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 Leverage	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%	29.60%			
Total Risk Based	31.40%	31.60%	25.40%	25.10%	26.90%	30.20%			

SallieMae<sup>\*</sup>



## **RISK-ADJUSTED CAPITALIZATION**

SLM Corporation



## **CAPITALIZATION**

#### **SLM Corp**

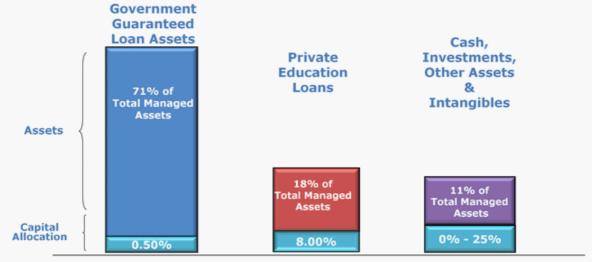
	Q2 10	Q1 10	2009	2008	2007
Tangible Equity/Managed Assets(1)	1.9%	1.7%	2.0%	1.8%	2.0%
Tangible Equity/Charge-Offs <sup>(2)</sup>	3x	Зх	Зх	7x	9X

- (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.

SallieMae<sup>\*</sup>

## **CAPITAL ALLOCATION**

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



Based on Risk

As of June 30, 2010



## **FFELP APPENDIX**

SLM Corporation



#### **SLM FFELP ABS ISSUE CHARACTERISTICS**

#### Typical SLM FFELP ABS Transaction Features

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

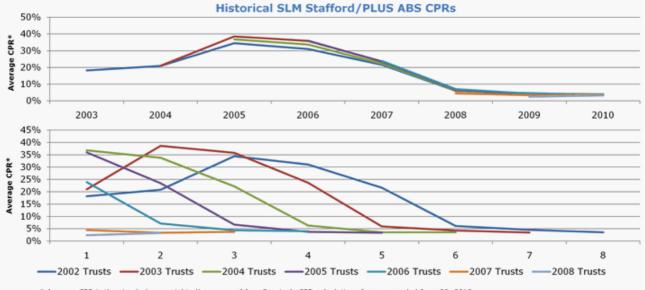
(1) Principal and accrued interest on underlying FFELP loan collateral carry a guarantee of either 98% or 97%. Guarantee is dependent on meeting the servicing requirements of the U.S. Department of Education.

SallieMae<sup>c</sup>

## **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



\* 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.

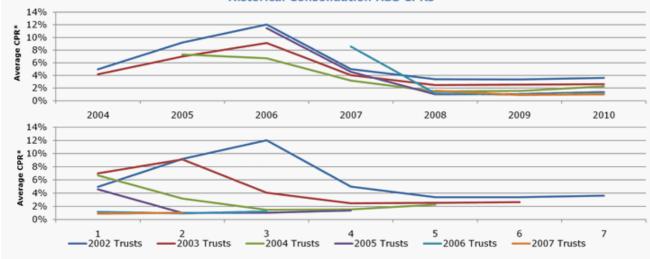


## **SLM CONSOLIDATION ABS TRUSTS**

#### 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 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



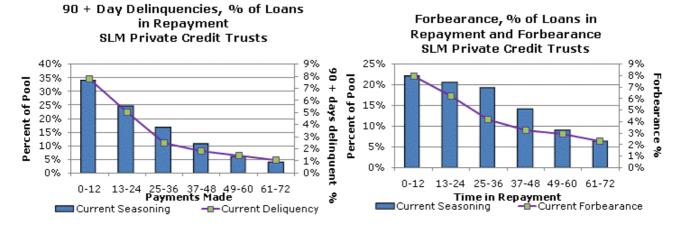
#### **FORBEARANCE**

- 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



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

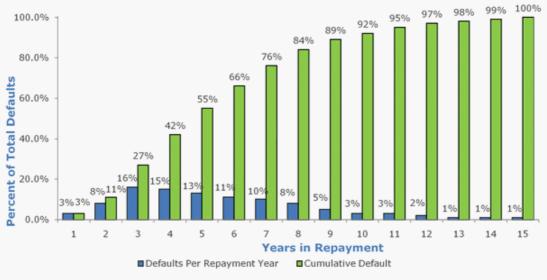


## **PRIVATE CREDIT TRUST**

#### **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** 



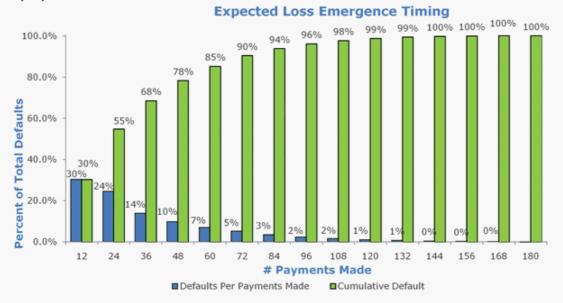
Based on assumptions in effect as of June 30, 2010



## **PRIVATE CREDIT TRUST**

#### **DEFAULT EMERGENCE BY PAYMENTS MADE**

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



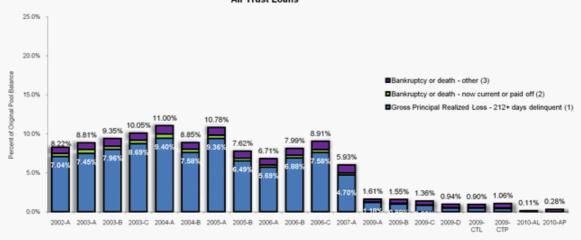
Based on assumptions in effect as of June 30, 2010 Excludes months in forbearance. Includes months of delinquency prior to chargeoff



## **SLM PRIVATE EDUCATION LOAN GROSS DEFAULTS**

#### **ACTUAL-TO-DATE**

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



For SLM Private Education Loan Trusts issued prior to 2005-8, the servicer has the option, but not the obligation, to repurchase loans that (i) become 180+ days delim 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 service 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 2005-8 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.

  Charge-offs due to a borrower's bankruptcy filing for which the loan is now current or paid off.

  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.

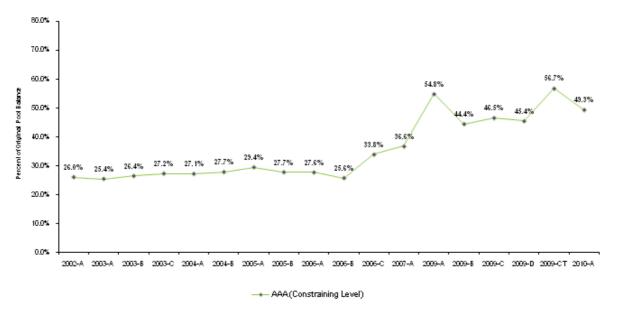
As of June 30, 2010

SallieMae

## **SLM PRIVATE CREDIT GROSS DEFAULTS**

#### CONSTRAINING RATING AGENCY STRESS LEVELS AT ISSUANCE

#### Constraining Rating Agency Stress Levels at Issuance for 'AAA'

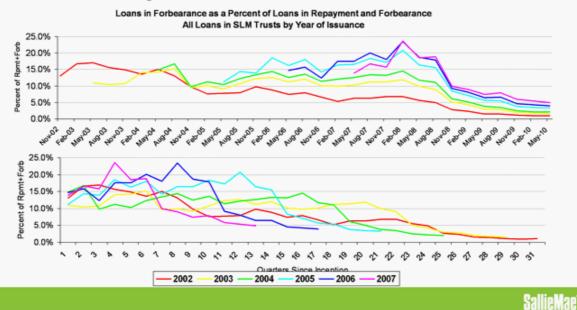


As of June 30, 2010

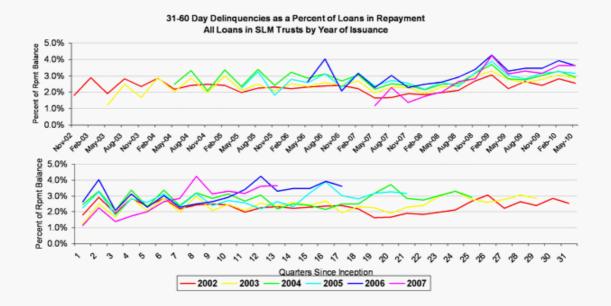


## PRIVATE CREDIT ABS TRUSTS FORBEARANCE

- 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

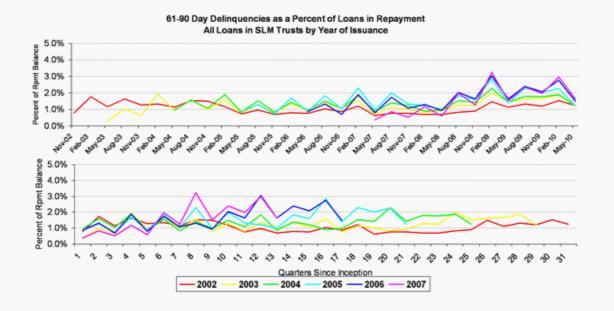


31-60 DAY DELINQUENCIES





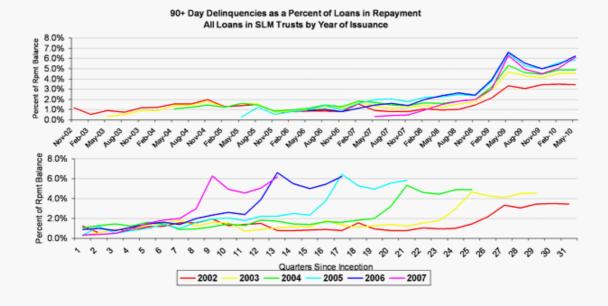
61-90 DAY DELINQUENCIES





#### 90+ DAY DELINQUENCIES

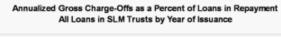
 As expected, later stage delinquency has increased due to tightening of Forbearance and the current economic environment

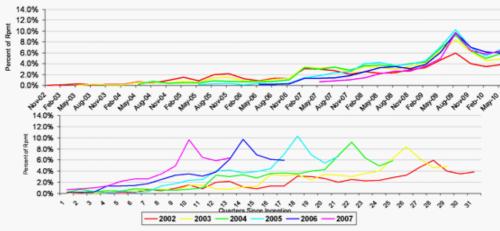




#### **ANNUALIZED GROSS CHARGE-OFFS**

- 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



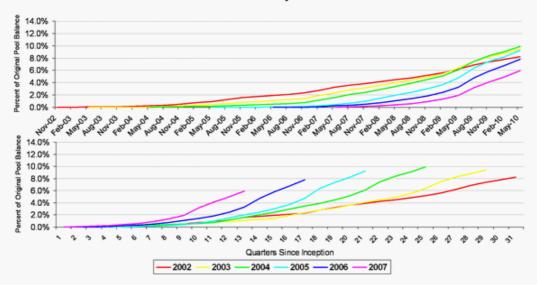


(1) For SLM Private Credit Student Loan Trusts issued prior to 2005-8, the servicer has the option, but not the obligation, to repurchase loans that (i) become 180+ days delinquent and/or (ii) have a borrower who filed for bankruptry or died. Prior to November 1, 2008, the servicer exercised this repurchase option and actual charge-offs in these trusts equaled zero. Beginning November 2, 2008, the servicer exeased 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 Credit Student Loan Trusts issued prior to 2005-8 as if the servicer had never exercised its repurchase option.



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



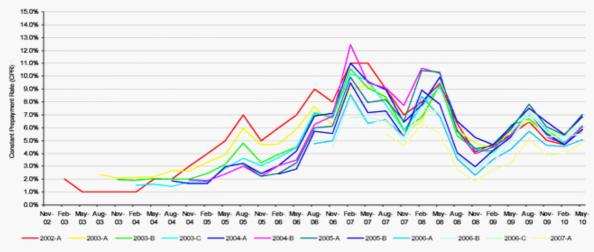
(1) For SLM Private Credit Student Loan Trusts issued prior to 2005-8, the servicer has the option, but not the obligation, to repurchase loans that (i) become 180+ days delinquent and/or (ii) have a borrower who filed for bankingtry or died. Prior to November 1, 2008, the servicer exercised this repurchase 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 Credit Student Loan Trusts issued prior to 2005-8 as if the servicer had never exercised its repurchase option.



#### 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









## **SLM APPENDIX**

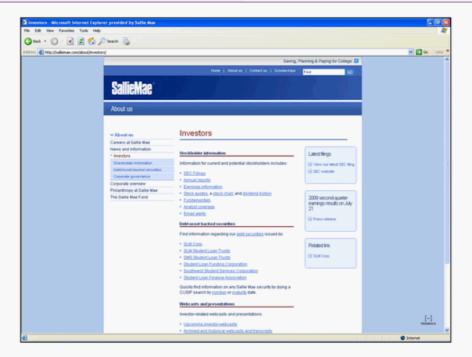


## GAAP TO CORE EARNINGS RECONCILIATION

(\$ in thousands, except per share amounts)	Quarters Ended					
	June 3	June 30, 2009				
	Dollars	Diluted EPS	Dollars	Diluted EPS		
GAAP net income (loss) attributable to SLM Corporation	\$ 337,818	\$ 0.63	\$ (122,720)	\$ (0.32)		
Adjustment from GAAP to "Core Earnings"						
Net impact of securitization accounting			25,861			
Net impact of derivative accounting	(301,421)		494,581			
Net impact of Floor Income	88,419		(90,002)			
Net impact of acquired intangibles	9,710		9,758			
Total "Core Earnings" Adjustments before net tax effect	(203,292)		440,198			
Net tax effect	74,846		(147,034)			
Total "Core Earnings" Adjustments	(128,446)		293,164			
"Core Earnings" net income attributable to SLM Corporation	\$209,372	\$0.39	\$170,444	\$0.31		



## ADDITIONAL INFORMATION AVAILABLE AT WWW.SALLIEMAE.COM





## **DEBT INVESTOR RELATIONS CONTACT INFORMATION**

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