

# Investor Presentation

4<sup>th</sup> Quarter & Full-Year 2025



**sallie mae**<sup>™</sup>

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# CAUTIONARY NOTE AND DISCLAIMER REGARDING FORWARD-LOOKING STATEMENTS

The following information is current as of January 22, 2026 (unless otherwise noted) and should be read in connection with the press release of SLM Corporation (the “Company”) announcing its financial results for the quarter ended December 31, 2025, furnished to the Securities and Exchange Commission (“SEC”) on January 22, 2026, and subsequent reports filed with the SEC.

This Presentation contains “forward-looking statements” and information based on management’s current expectations as of the date of this Presentation. Statements that are not historical facts, including statements about the Company’s beliefs, opinions, or expectations and statements that assume or are dependent upon future events, are forward-looking statements. These include, but are not limited to, the strategies, goals, and assumptions of the Company and its subsidiaries (collectively or individually, as the context requires, the “Company”); the Company’s expectation and ability to execute loan sales (including sales under the Company’s new strategic partnerships) and share repurchases; the Company’s expectation and ability to pay a quarterly cash dividend on our common stock in the future, subject to the approval of our Board of Directors; the Company’s 2026 guidance; the Company’s three-year horizon outlook; the Company’s credit outlook; the impact of acquisitions the Company has made or may make in the future; the Company’s projections regarding originations, net charge-offs, non-interest expenses, earnings, balance sheet position, and other metrics; any estimates related to accounting standard changes; and any estimates related to the impact of credit administration practices changes, including the results of simulations or other behavioral observations.

Forward-looking statements are subject to risks, uncertainties, assumptions, and other factors, many of which are difficult to predict and generally beyond the control of the Company, which may cause actual results to be materially different from those reflected in such forward-looking statements. There can be no assurance that future developments affecting the Company will be the same as those anticipated by management. The Company cautions readers that a number of important factors could cause actual results to differ materially from those expressed in, or implied or projected by, such forward-looking statements. These factors include, among others, the risks and uncertainties set forth in Item 1A. “Risk Factors” and elsewhere in the Company’s Annual Report on Form 10-K and subsequent filings with the SEC; increases in financing costs; limits on liquidity; increases in costs associated with compliance with laws and regulations; failure to comply with consumer protection, banking, and other laws or regulations; changes in laws, regulations, and supervisory expectations, especially in light of the goals of the Trump administration; our ability to timely develop new products and services and the acceptance of those products and services by potential and existing customers; changes in accounting standards and the impact of related changes in significant accounting estimates, including any regarding the measurement of our allowance for credit losses and the related provision expense; any adverse outcomes in any significant litigation to which the Company is a party; credit risk associated with the Company’s exposure to third parties, including counterparties to the Company’s derivative transactions; the effectiveness of our risk management framework and quantitative models; changes in the terms of education loans and the educational credit marketplace (including changes resulting from new laws and the implementation of existing laws); and changes in the demand for our deposit products, including changes caused by new or emerging market entrants or technologies. The Company could also be affected by, among other things, changes in our funding costs and availability; reductions to our credit ratings; cybersecurity incidents, cyberattacks, risks related to artificial intelligence (AI), and other failures or breaches of our operating systems or infrastructure, including those of third-party vendors; the societal, demographic, business, and legislative/regulatory impact of pandemics, other public health crises, severe weather events, and/or natural disasters; damage to our reputation; risks associated with restructuring initiatives, including failures to successfully implement cost-cutting programs and the adverse effects of such initiatives on our business; changes in the demand for higher education, educational financing, or in financing preferences of lenders, educational institutions, students, and their families, including changes to the amount or availability of funding that educational institutions, students, or their families receive from government sources; changes in laws and regulations with respect to the student lending business and financial institutions generally; changes in banking rules and regulations, including increased capital requirements; increased competition from banks and other consumer lenders; the creditworthiness of our customers, or any change related thereto; changes in the general interest rate environment, including the rate relationships among relevant money-market instruments and those of our earning assets versus our funding arrangements; rates of prepayments on the loans owned by us; changes in general economic or macroeconomic conditions, including, but not limited to, changes due to inflation, stagflation, recession, shifts in the labor market, changes to government policies or initiatives, such as tariffs, trade wars, wars, immigration, and student visa policies, which could negatively impact consumer or business sentiment, demand for higher education, demand for student loans, our financial and business results and/or modeling, and our ability to successfully effectuate any acquisitions, strategic partnerships, or initiatives. The preparation of the Company’s consolidated financial statements also requires management to make certain estimates and assumptions, including estimates and assumptions about future events. These estimates or assumptions may prove to be incorrect.

All oral and written forward-looking statements attributed to the Company are expressly qualified in their entirety by the factors, risks, and uncertainties set forth in the foregoing cautionary statements, and are made only as of the date of this Presentation or, where the statement is oral, as of the date stated. We do not undertake any obligation to update or revise any forward-looking statements to conform to actual results or changes in our expectations, nor to reflect events or circumstances that occur after the date on which such statements were made. In light of these risks, uncertainties, and assumptions, you should not put undue reliance on any forward-looking statements discussed hereto.

# 4<sup>th</sup> Quarter & Full-Year 2025 Highlights

## Balance Sheet & Capital Allocation

**\$7.4B**

Private Education Loan Originations in Full-Year 2025, as compared to \$7.0 billion in 2024.

**6%**

Private Education Loan Originations growth in Full-Year 2025. 4% Q4 2025 Private Education Loan Originations growth compared to Q4 2024.

**\$0.13**

Common stock dividend per share paid in Q4 2025.

**\$1.0B**

Private Education Loan Originations in Q4 2025, as compared to \$982 million in the year-ago quarter.

**12.4%**

Total risk-based capital ratio; CET1 capital ratio of 11.1%.

**\$33M**

Capacity remaining under the 2024 Share Repurchase Program as of December 31, 2025. Newly announced 24-month 2026 Share Repurchase Program of \$500 million.

**12.8M**

Shares repurchased in Full-Year 2025 for \$373M at an average share price of \$29.02 per share. **3.8M shares** repurchased in Q4 2025 for \$106M.

## Loan Sales

**\$5.0B**

Private Education Loans at attractive premiums, including \$4.5 billion of principal and \$422 million in capitalized interest, sold in 2025.

## Funding & Liquidity

**4.14%**

Cost of Funds for Q4 2025, down 17 basis points from the prior year.

Deposit portfolio balances at the end of Q4 2025 were 5.2% higher than at the end of Q3 2025; Q4 2025 mix of brokered vs. retail and other was approximately 42% and 58%, respectively.

# Additional Key Performance Metrics

## Income Statement & Earnings Summary

**\$229M**

GAAP net income attributable to common stock in Q4 2025.

**\$1.12**

Q4 2025 GAAP diluted earnings per common share.

**\$3.46**

Full-Year 2025 GAAP diluted earnings per common share. **\$729M** GAAP net income attributable to common stock in Full-Year 2025.

**5.24%**

Net interest margin for Full-Year 2025 and **5.21%** net interest margin for Q4 2025.

**\$659M**

Total non-interest expenses in Full-Year 2025, as compared to \$642M for 2024. **\$157M** total non-interest expenses in Q4 2025, as compared to \$150M in Q4 2024.

**33.2%**

Efficiency Ratio for Full-Year 2025; calculated as Non-Interest Expenses over Net Interest Income and Non-Interest Income.

## Credit Performance

**(\$19M)**

Q4 2025 provision for credit losses; compared with \$108M in provisions in Q4 2024.

**4.0%**

Percentage of Private Education Loans in repayment delinquent 30+ days as of 12/31/2025, as compared to 3.7% as of 12/31/2024.

**\$346M**

Private Education Loan net charge-offs for Full-Year 2025; **2.15%** of average Private Education Loans in repayment at 12/31/2025, compared with **2.19%** at 12/31/2024.

**1.7%**

Percentage of Private Education Loans in an extended grace period for Q4 2025<sup>(1)</sup>; **1.0%** of Private Education Loans in hardship and other forbearances in Q4 2025<sup>(2)</sup>.

**\$98M**

Private Education Loan net charge-offs for Q4 2025; **2.42%** of average loans in repayment (annualized), compared with **2.38%** in Q4 2024.

# A Compelling Investment Opportunity

Significant potential for profitable growth and shareholder returns

**sallie mae**



Outstanding financial track record with strong EPS performance and ROCE



Well-positioned in large and growing private student loan market, with powerful brand recognition and attractive client base



Consistent profitability, balance sheet strength, and strong risk and compliance functions to mitigate enterprise-wide risk and support resiliency of results



Rigorous and consistent capital allocation and return program in place to enhance shareholder value

# Sallie Mae is an Outstanding Franchise

Sallie Mae is the market-leading brand for Private Education Loans driven by brand recognition, rigorous underwriting methodology, and industry-leading customer service.



Top ranked and **highly recognized brand**



Industry leading and **award-winning technologies**



Well funded with **sufficient liquidity, capital, and loan loss reserves**



**2,100+** actively managed **university relationships across the U.S<sup>(4)</sup>**



Appears on **98%** of **documented lender lists<sup>(4)</sup>**



**Largest salesforce** in the student loan industry

**64%**

2024 full-year market share of private student lending marketplace<sup>(3)</sup>

**61%**

In School Payment\*

**\$1.0B**

Private Education Loan Originations\*

**92%**

Cosigner Rate\*

**2.42%**

Q4 2025 Net Charge-offs as a percentage of Avg. Loans in Repayment (annualized)<sup>(5)</sup>

**756**

Average FICO<sup>(6)</sup> at Approval\*

# Providing Customers with Financial Backing, Information, and Tools to **Achieve Their Goals**

## PRIVATE EDUCATION LOANS

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### Smart Option Student Loans

Emphasize in-school payment features that can produce shorter terms and reduce customers' total finance charges

### Graduate Student Loans

Six loan products for specific graduate programs of study

## SALLIE MAE BANK

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### Offers traditional savings products

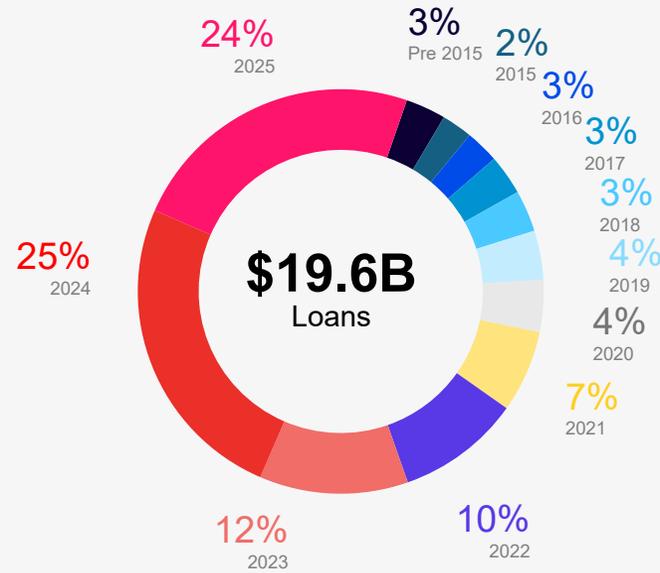
- High-yield savings accounts
- Money market accounts
- Certificates of deposit

### Originates Private Education Loans

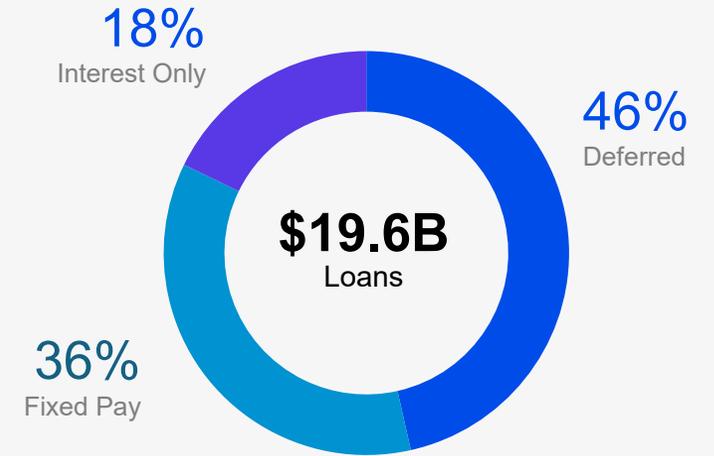
The portfolio of loans insured or guaranteed under the previously existing Federal Family Education Loan Program was sold to a third party in the fourth quarter of 2024

# Private Education Loan Portfolio

## Smart Option Originations Vintage<sup>(7)</sup>

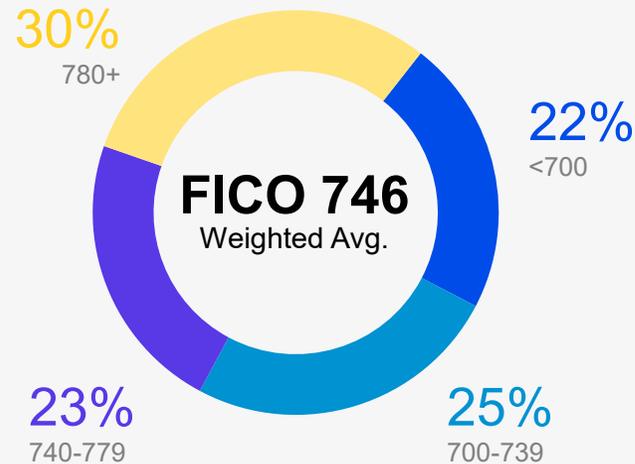


## Smart Option Payment Type



High Quality Private Education Loan Portfolio

## Smart Option Customer FICO at Original Approval<sup>(6)</sup>



## Smart Option Portfolio Interest Rate Type



As of 12/31/2025

# Sallie Mae's Smart Option Loan

The Smart Option Loan product, introduced in 2009, consists of:

## Interest Only loans

Require **full interest payments** during in-school, grace, and deferment periods

## Fixed Pay loans

Require **\$25 fixed payments** during in-school, grace, and deferment periods

## Deferred loans

**Do not require payments** during in-school and grace periods

- Smart Option payment option may not be changed after selected at origination
- Fixed-rate loans or variable-rate loans
- Consumer credit underwriting, with minimum FICO and custom credit score model
- Marketed primarily through the school channel and directly to consumers, with all loans<sup>A</sup> certified by and disbursed directly to schools
- Qualified education loans are non-dischargeable in bankruptcy, unless a borrower can prove that repayment of the loan would impose an "undue hardship"

# More Personalized, Flexible Financing Options that Set Students Up for Success

	Sallie Mae	Federal Student Loan Program	
Loan Program	Smart Option Student Loan	Federal Direct Loan (Subsidized & Unsubsidized)	Parent Plus
Undergraduate	Loan Limits	Yr. 1 - \$5,500 (\$3,500 > subsidized) Yr. 2 - \$6,500 (\$4,500 > subsidized) Yr. 3+ - \$7,500 (\$5,500 > subsidized)  \$31,000 Aggregate (\$23,000 > subsidized)	No Limit
	Interest Rates (as of 12/31/25)	Variable: S + 0.250% - S + 13.670% Fixed: 3.200% - 18.550%	6.390%
	Origination Fees (as of 12/31/25)	0%	1.057%
	Repayment Types	IO / Fixed Pay / Deferred	Deferred
	Repayment Terms	10 - 15 Years	10 Years (extended repayment 20 or 25 years)
			Immediate P&I / Deferred 10 Years (extended repayment 20 or 25 years)
Loan Program	Graduate Product Suite (MBA, Medical, Dental, Law, Health Professions, General Grad)	Federal Direct Loan (Unsubsidized only)	Graduate Plus
Graduate	Loan Limits	\$20,500 Per Year  \$138,500 Aggregate (\$65,000 > subsidized - including undergraduate subsidized only)	No Limit
	Interest Rates (as of 12/31/25)	Variable: S + 0.250% - S + 10.125% Fixed: 3.200% - 15.520%	7.940%
	Origination Fees (as of 12/31/25)	0%	1.057%
	Repayment Types	IO / Fixed Pay / Deferred	Deferred
	Repayment Terms	10-15 Years - HP, General Grad, Law 5 - 15 Years - MBA 20 Years - Medical & Dental	10 Years (extended repayment 20 or 25 years)
			10 Years (extended repayment 20 or 25 years)

Medical

General Studies

Dental

Health Professions

MBA

Undergraduate

Law

Products designed to meet the needs of all students

Developing unique and innovative products to diversify portfolio

WE BELIEVE WE ARE WELL POSITIONED TO CAPTURE MARKET SHARE THROUGH COMPELLING OFFERINGS

# Our Proven Strategy Aims to Maximize the Profitability and Growth of the Core Business

## STRATEGIES TO MAXIMIZE REVENUE

Drive penetration at all schools

Increase market share by bridging gaps in student funding needs

Enhance risk-adjusted pricing and underwriting

Improve marketing, digital, and data capabilities

## STRATEGIES TO MANAGE UNIT COSTS

Maintain strong focus on fixed cost discipline

Drive towards reducing both the unit cost of servicing and the unit cost of acquisitions

Improve third-party vendor cost management

Drive towards strong operating leverage



# Optimize the Value of the Brand and Attractive Client Base



## WHAT WE DO

- ✓ Ensure products and services are consistent with our core mission and drive customer value
- ✓ Build products and services that leverage our customer affiliation
- ✓ Prioritize partnerships and other capital efficient avenues of growth
- ✓ Look for opportunities to optimize ROI

We know our customers' finances, payment patterns, and indebtedness.

We have relationships and knowledge to assist our customers with their next step: post-graduation plans, jobs, and future financial needs.

We are there for our customers during and after their important transition to adulthood.

# Aiming to Enhance Shareholder Value Through Disciplined Balance Sheet Growth and Strategic Capital Return

## Strong Balance Sheet & Recurring Earnings Growth

- ✓ Expected to drive recurring revenue and lead to steady double-digit earnings per share growth with balance sheet expansion in the longterm.
- ✓ Expected to support a consistent dividend with the potential for future growth.<sup>(8)</sup>

## Loan Sales & Capital Return

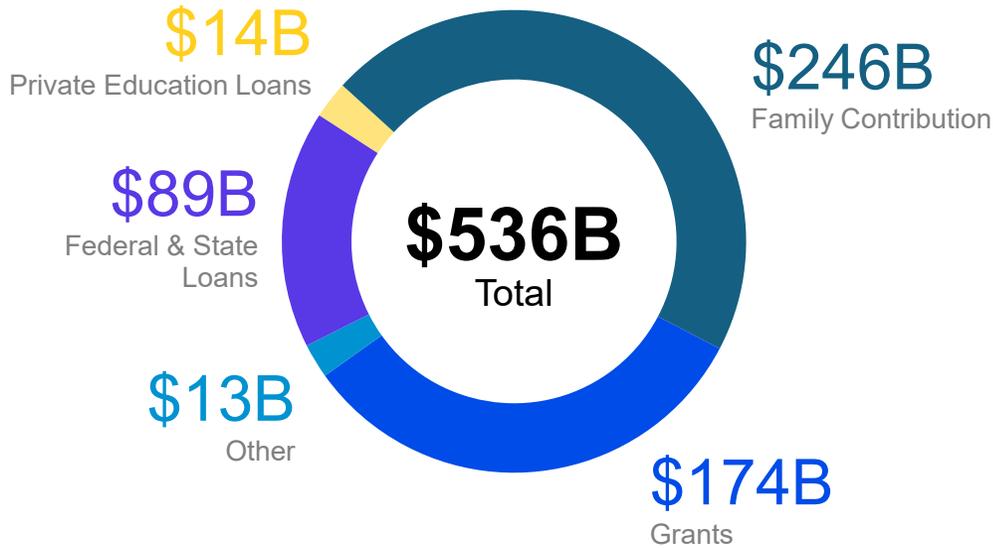
- ✓ Regular loan sales are expected to be utilized as a tool to moderate balance sheet growth.
- ✓ Sold ~\$22 billion in whole loans through Q4 2025, since the beginning of 2020.
- ✓ Expected to continue expanding capacity for return of capital through continued share repurchases and other forms of capital return.
- ✓ Repurchased approximately 234 million shares through Q4 2025, or approximately 55% of the shares outstanding since the beginning of 2020.



# Consumers Increasingly Rely on Borrowed Funds to Finance the Cost of a Higher Education<sup>(9)</sup>

## Higher Education Spend

(Academic Year 2024-2025 estimated)

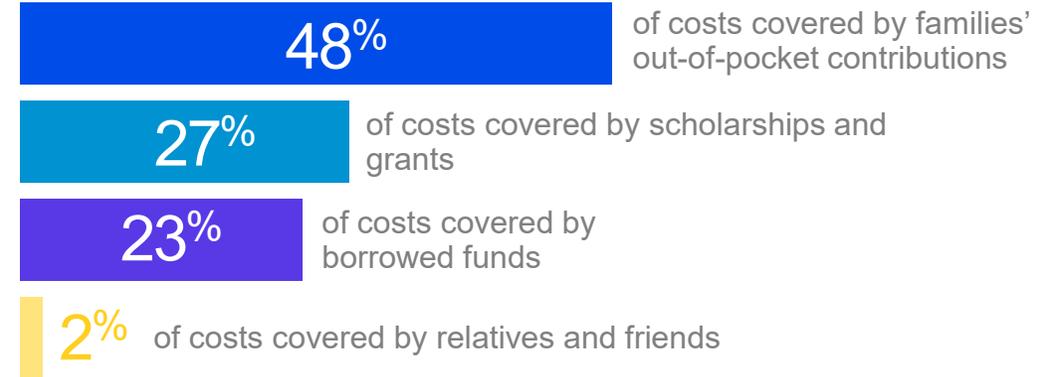


## Roughly Half of Families

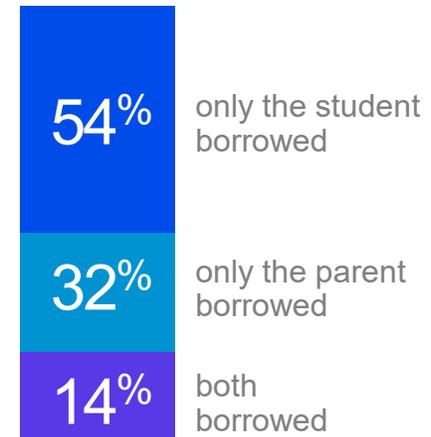
USED BORROWED FUNDS IN AY 2024-25



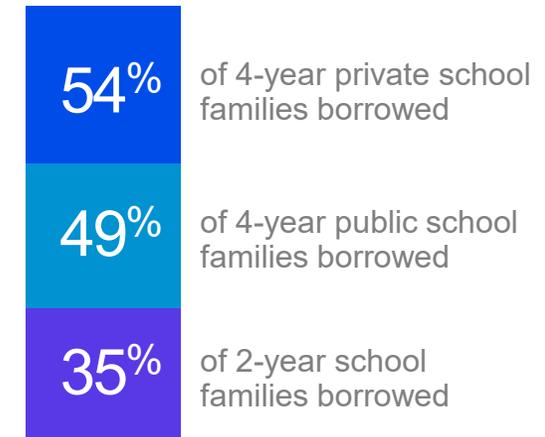
Families' out-of-pocket contributions covered half of college costs



Student borrowing is more prevalent than parent borrowing.



Borrowing rates vary by school type



# Diversified Funding Optimizes Net Interest Margin

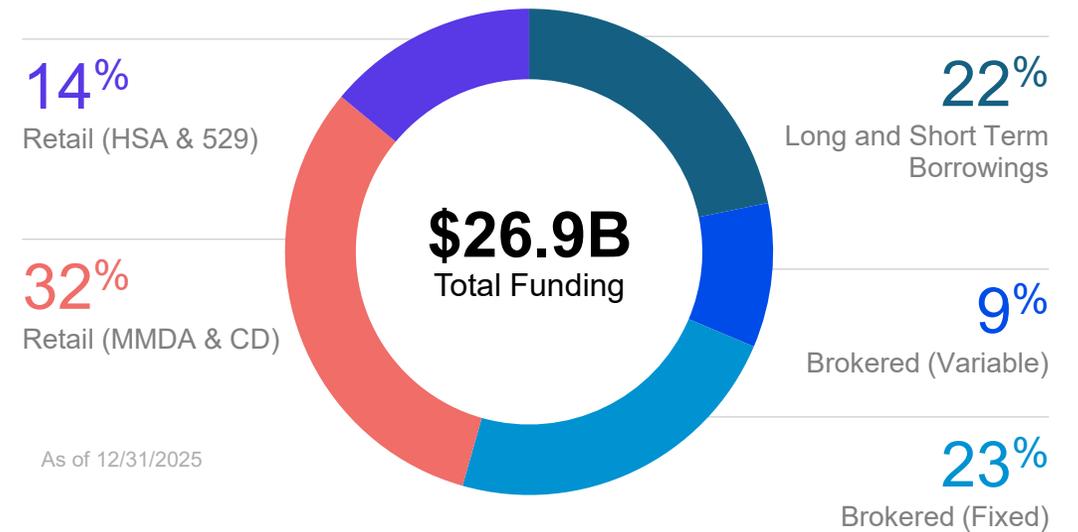
## Long-Term Funding

- Outstanding borrowings consist of unsecured debt and secured borrowings issued through our term asset-backed securities program, totaling approximately \$1 billion and \$4.9 billion as of December 31, 2025.

## Deposits

- Our total deposits of \$21.1 billion were comprised of \$8.8 billion in brokered deposits and \$12.3 billion in retail and other deposits on December 31, 2025.
- Interest-bearing deposits consist of retail and brokered non-maturity savings deposits, retail and brokered non-maturity money market deposits, and retail and brokered certificates of deposit. Also included are deposits from Educational 529 and Health Savings plans that diversify our funding sources.
- There were \$557 million of deposits exceeding FDIC insurance limits at the end of Q4 2025.

## Funding Strategy



# Private Education Loan Trends

✓ Fourth-quarter 2025 originations at approximately \$1.0 billion, 4% higher than the year-ago quarter. Full-Year originations were approximately \$7.4 billion, 6% higher than the prior year.

✓ Full-Year 2025 originations volume for graduate students increased 15% compared to Full-Year 2024.

**Q4 2025**    756    61%    92%  
Average FICO at Approval<sup>(6)</sup>    In School Payment    Cosigned

**Q4 2024**    755    58%    88%  
Average FICO at Approval<sup>(6)</sup>    In School Payment    Cosigned

## Private Education Loan Originations<sup>(10)</sup>

		Average FICO at Approval <sup>(6)</sup>	In School Payment	Cosigned
2025	\$7,416	755	58%	93%
				+ 6%
2024	\$7,013	752	56%	90%
				+ 10%
2023	\$6,383	748	56%	87%
				+ 7%
2022	\$5,975	747	57%	86%
				+ 10%
2021	\$5,423	750	59%	86%

# ABS Supplement



# Sallie Mae Bank ABS Summary – Last 12 Quarters (On Balance Sheet)\*

	23-A	23-C	24-C	24-E	24-F	25-A
Issuance Date	3/15/2023	8/16/2023	5/15/2024	8/14/2024	11/6/2024	5/7/2025
Total Bond Amount (\$mil)	\$579	\$568	\$668	\$868	\$680	\$539
Initial AAA Enhancement (%)	18%	19%	16%	15%	14%	14%
Initial Class B Enhancement (%)	11%	13%	9%	8%	7%	7%
Wtd Avg Spread over Benchmarks						
'AAA' Rated A Classes (%)	+1.41%	+1.55%	+1.10%	+1.35%	+1.00%	+1.45%
A and B Classes Combined (%)	+1.53%	+1.69%	+1.19%	+1.42%	+1.08%	+1.49%
Loan Program (%)						
Smart Option	100%	100%	100%	100%	100%	100%
Loan Status (%)						
School, Grace, Deferment	62%	61%	70%	63%	64%	71%
P&I Repayment <sup>(11)</sup>	37%	39%	28%	36%	34%	26%
Forbearance	1%	1%	2%	1%	2%	3%
Wtd Avg Term to Maturity (Mo.)	160	159	172	170	171	178
% Loans with CoSigner	92%	91%	90%	90%	90%	91%
Not For Profit (%)	92%	90%	87%	88%	87%	88%
Wtd Avg FICO at Origination <sup>(6)</sup>	744	743	744	743	743	744
Wtd Avg Recent FICO at Issuance <sup>(6)</sup>	742	741	738	738	737	737
Wtd Avg FICO at Origination (Cosigner ,	746	745	746	745	745	746
Wtd Avg Recent FICO at Issuance (Cosigner ,	745	745	742	742	741	741
Wtd Avg FICO at Origination (Borrower)	722	724	727	726	727	730
Wtd Avg Recent FICO at Issuance (Borrower)	701	703	701	700	698	699
Variable Rate Loans (%)	43%	39%	25%	25%	22%	10%
Wtd Avg Annual Borrower Interest Rate	10.86%	11.26%	11.47%	11.32%	11.30%	11.55%

\* Pool characteristic percentages and values are as of the statistical cutoff date for each respective transaction pool.

# Sallie Mae Bank ABS Structures

	SMB 2025-A					SMB 2024-F					SMB 2024-E				
SIZE	\$539.0MM					\$680.0MM					\$868.0MM				
PRICING DATE	April 30, 2025					October 29, 2024					August 7, 2024				
COLLATERAL	Smart Option Private Education Loans					Smart Option Private Education Loans					Smart Option Private Education Loans				
SERVICER	Sallie Mae Bank					Sallie Mae Bank					Sallie Mae Bank				
OVERCOLLATERALIZATION <sup>(12)</sup>	6%					7%					8%				
PRICING PREPAYMENT SPEED <sup>(13)</sup>	8%					8%					8%				
TRANCHE STRUCTURE AT ISSUANCE															
	CLASS	AMT (\$MM)	DBRS	WAL	Pricing	CLASS	AMT (\$MM)	DBRS	WAL	Pricing	CLASS	AMT (\$MM)	DBRS	WAL	Pricing
	A-1A	416.00	AAA	4.89	I Curve + 145	A-1A	579.00	AAA	4.57	I Curve + 100	A-1A	630.00	AAA	4.65	I Curve + 135
	A-1B	80.00	AAA	4.89	SOFR + 145	A-1B	50.00	AAA	4.57	SOFR + 100	A-1B	173.00	AAA	4.65	SOFR + 135
	B	43.00	AA	12.09	I Curve + 165	B	51.00	AA	11.54	I Curve + 145	B	65.00	AA	11.59	I Curve + 175
WA BORROWER INTEREST RATE	11.55%					11.30%					11.32%				
WA FICO AT ORIGATION <sup>(6)</sup>	744					743					743				
% LOANS WITH COSIGNER	91%					90%					90%				
% VARIABLE RATE LOANS	10%					22%					25%				

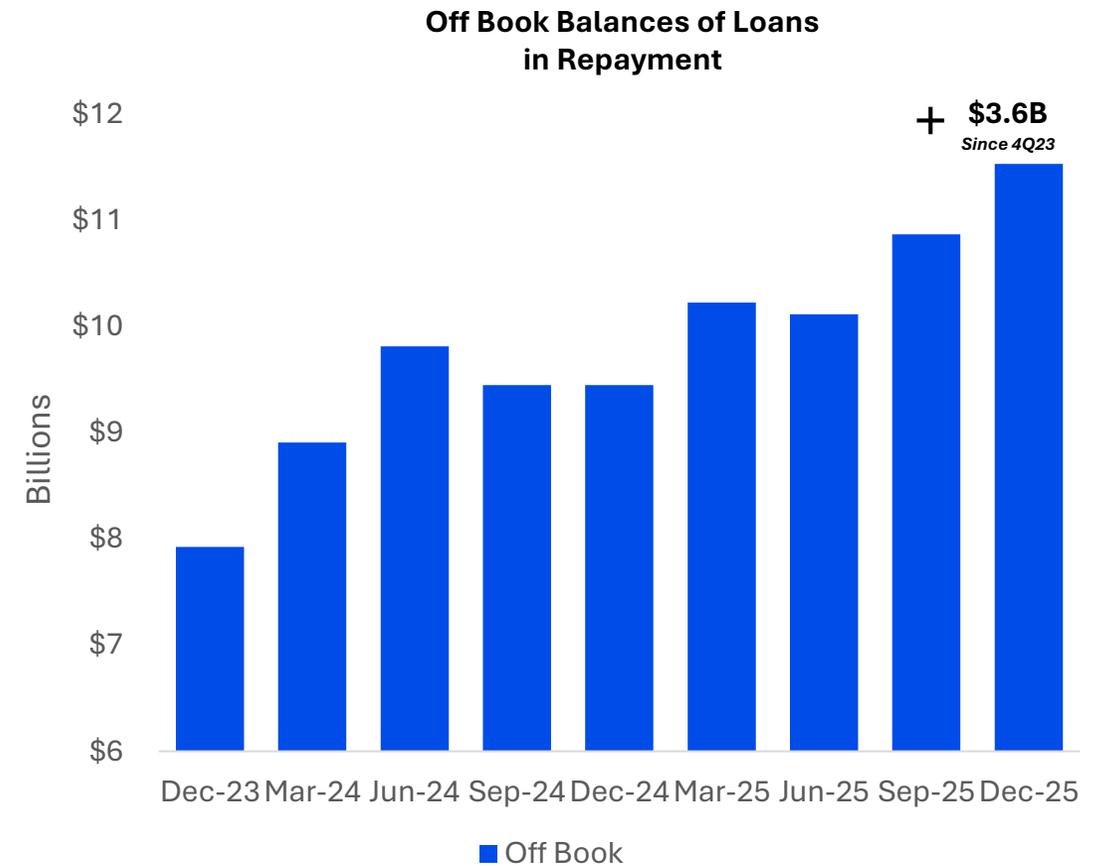
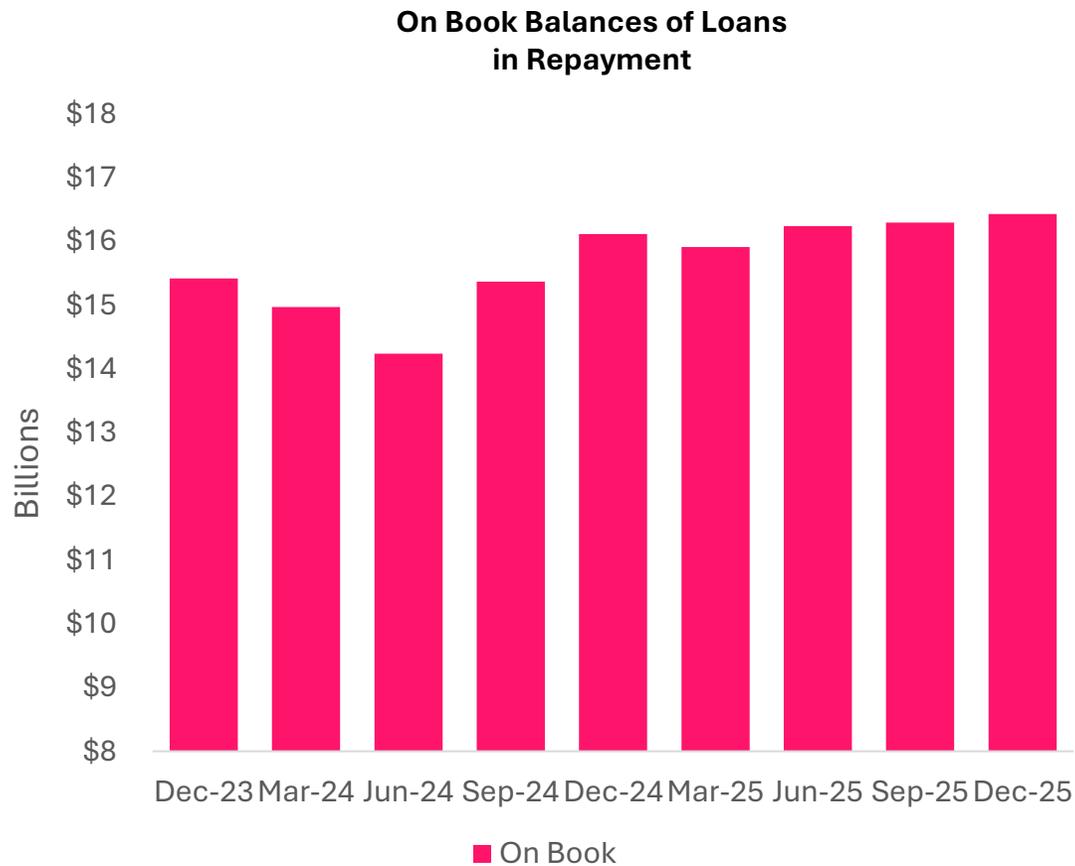
# Appendix



# Loans in Repayment Balances



On book balances of loans in repayment<sup>(5)</sup> have been largely consistent over the past 2 years, while off book balances have grown almost 50% since Q4 2023.

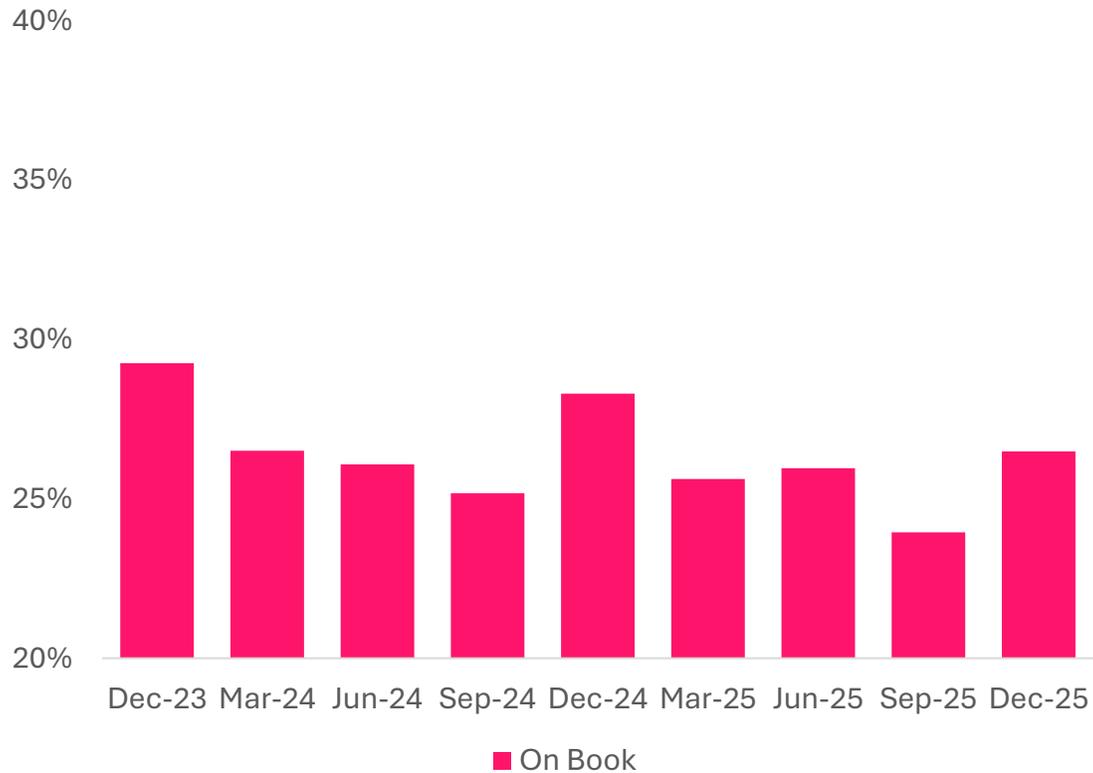


# Loans in Early-Stage P&I Repayment Status

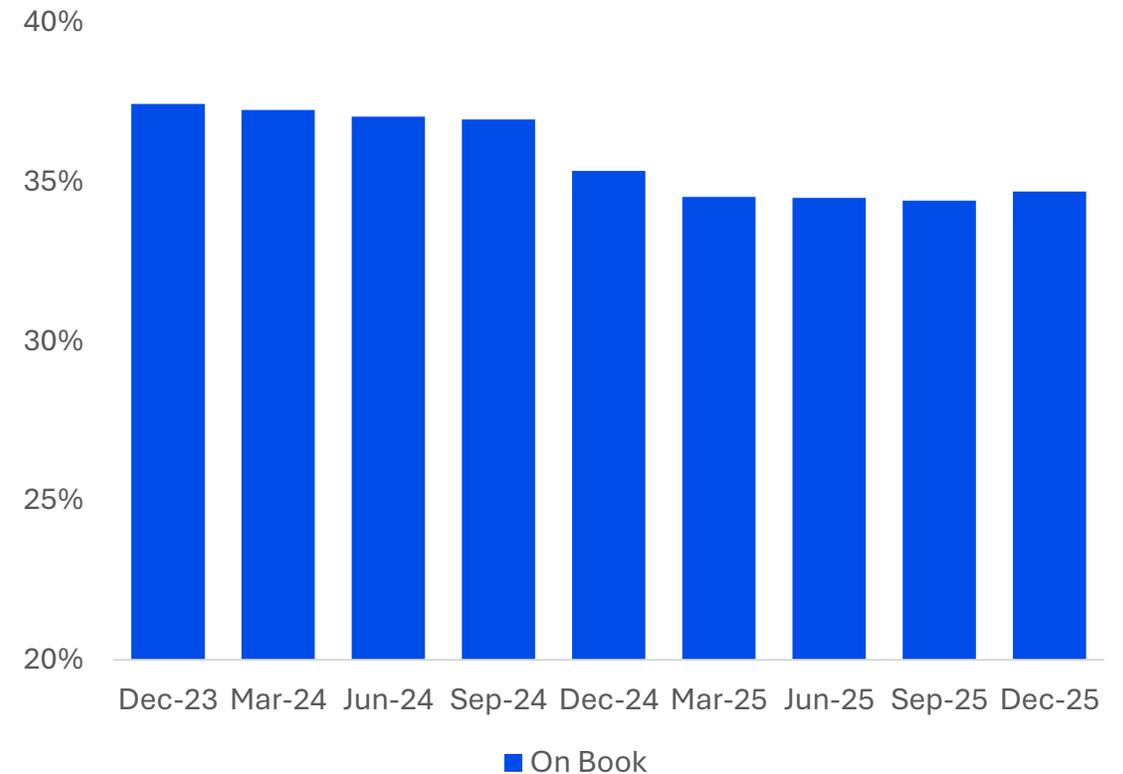


Off book loans in repayment show a higher proportion of borrowers in their first 24 months of P&I repayment status<sup>(11)</sup>, a period we recognize as the most challenging.

**On Book – 1 to 24 months P&I Repayment Status<sup>(11)</sup> as % of Loans in Repayment**



**Off Book – 1 to 24 months P&I Repayment Status<sup>(11)</sup> as % of Loans in Repayment**



# Quarterly Financial Highlights

	Q4 2025	Q3 2025	Q4 2024		Q4 2025	Q3 2025	Q4 2024
<b>Income Statement (\$ Millions)</b>				<b>Key Performance Metrics</b>			
Total interest income	\$ 657	\$ 658	\$ 661	Net Interest Margin	5.21%	5.18%	4.92%
Total interest expense	280	285	299	Yield—Total Interest-earning assets	9.07%	9.14%	8.98%
<b>Net Interest Income</b>	<b>377</b>	<b>373</b>	<b>362</b>	Private Education Loans	10.44%	10.58%	10.54%
Less: provisions for credit losses	(19)	179	108	Cost of Funds	4.14%	4.24%	4.31%
Total non-interest income	77	173	28	Efficiency Ratio <sup>(14)</sup>	34.6%	33.0%	38.5%
Total non-interest expenses	157	180	150	Return on Assets (“ROA”) <sup>(15)</sup>	3.1%	1.9%	1.5%
Income tax expense	83	50	21	Return on Common Equity (“ROCE”) <sup>(16)</sup>	42.2%	24.3%	22.5%
<b>Net Income</b>	<b>233</b>	<b>136</b>	<b>112</b>	Private Education Loan Sales	\$1,014	\$1,936	\$-
Preferred stock dividends	4	4	4	<b>Per Common Share</b>			
Net income attributable to common stock	229	132	107	GAAP diluted earnings per common share	\$1.12	\$0.63	\$0.50
<b>Ending Balances (\$ Millions)</b>				Average common and common equivalent shares outstanding (millions)	205	211	215
Private Education Loans held for investment, net	20,332	21,615	20,902				
Private Education Loans held for sale, net	933	-	-				
Deposits	21,060	20,012	21,069				
Brokered	8,784	7,738	9,476				
Retail and other	12,276	12,274	11,593				

# Full-Year Financial Highlights

	2025	2024
<b>Income Statement (\$ Millions)</b>	\$	\$
Total interest income	2,627	2,619
Total interest expense	1,125	1,138
<b>Net Interest Income</b>	<b>1,502</b>	<b>1,481</b>
Less: provisions for credit losses	333	409
Total non-interest income	483	368
Total non-interest expenses	659	642
Income tax expense	248	190
<b>Net Income</b>	<b>745</b>	<b>608</b>
Preferred stock dividends	16	18
Net income attributable to common stock	729	590
<b>Ending Balances (\$ Millions)</b>		
Private Education Loans held for investment, net	20,332	20,902
Private Education Loans held for sale, net	933	-
Deposits	21,060	21,069
Brokered	8,784	9,476
Retail and other	12,276	11,593

	2025	2024
<b>Key Performance Metrics</b>		
Net Interest Margin	5.24%	5.19%
Yield—Total Interest-earning assets	9.17%	9.17%
Private Education Loans	10.56%	10.81%
Cost of Funds	4.21%	4.25%
Efficiency Ratio <sup>(14)</sup>	33.2%	34.7%
Return on Assets (“ROA”) <sup>(15)</sup>	2.5%	2.1%
Return on Common Equity (“ROCE”) <sup>(16)</sup>	34.4%	31.3%
Private Education Loan Sales	\$4,952	\$3,692
<b>Per Common Share</b>		
GAAP diluted earnings per common share	\$3.46	\$2.68
Average common and common equivalent shares outstanding (millions)	211	220

# Credit Performance<sup>(5)(17)(18)</sup>

## Private Education Loans Held for Investment

	Quarters Ended					
	DEC 31, 2025		SEPT 30, 2025		DEC 31, 2024	
	Balance	%	Balance	%	Balance	%
<i>(\$ Thousands)</i>						
Loans in repayment and percentage of each status:						
Loans current	\$ 15,258,723	96.0%	\$ 15,638,904	96.0%	\$ 15,513,333	96.3%
Loans delinquent 30-59 days	\$ 330,307	2.0%	\$ 335,312	2.0%	\$ 310,748	1.9%
Loans delinquent 60-89 days	\$ 154,683	1.0%	\$ 173,135	1.1%	\$ 140,735	0.9%
Loans 90 days or greater past due	\$ 151,114	1.0%	\$ 145,119	0.9%	\$ 141,935	0.9%
Total private education loans in repayment <sup>(5)</sup>	\$ 15,894,827	100.0%	\$ 16,292,470	100.0%	\$ 16,106,751	100.0%
Delinquencies as % of loans in repayment <sup>(17)</sup>		4.0%		4.0%		3.7%
Loans in forbearance	\$ 433,075		\$ 331,761		\$ 405,430	
Percentage of loans in forbearance:						
Percentage of loans in an extended grace period <sup>(1)</sup>		1.7%		1.0%		1.6%
Percentage of loans in hardship and other forbearances <sup>(2)</sup>		1.0%		1.0%		0.9%
Total Allowance % of Private Education Loan Exposure*		6.00%		5.93%		5.83%
Net charge-offs as a % of average loans in repayment <sup>(5)</sup> (annualized)		2.42%		1.95%		2.38%

\* Total Allowance % of Private Education Loan Exposure is defined as total allowance for credit losses as a percentage of the ending total loan balance plus unfunded loan commitments and total accrued interest receivable on Private Education Loans, where total allowance for credit losses represents the sum of the allowance for Private Education Loans and the allowance for unfunded loan commitments. Unfunded loan commitments for loans held for investment and the calculation of the Total Allowance Percentage of Private Education Loan Exposure do not include approximately \$523M of unfunded loan commitments associated with loans classified as held for sale at December 31, 2025. Due to the near-term timing of the loan sale and credit quality of the loans, we believe there is no risk of credit loss and are not recording an allowance for the unfunded loan commitments related to the loans classified as held for sale.

# Allowance for Credit Losses

## Consolidated Statements of Income – Provision for Credit Losses Reconciliation

	Quarter Ended December 31, 2025	
(\$ THOUSANDS)		
Private Education Loan provision for credit losses:		
Provision for loan losses	\$	(35,844)
Provision for unfunded loan commitments		17,065
Provisions for credit losses reported in consolidated statements of income	\$	(18,779)

## Factors affecting the Provision for Credit Losses 4<sup>th</sup> Quarter 2025

- The decrease in provision was largely due to the release of the provision associated with the \$1B loan sale and the transfer of loans to held for sale.

# Footnotes

1. We calculate the percentage of loans in an extended grace period as the ratio of (a) Private Education Loans in forbearance in an extended grace period numerator to (b) Private Education Loans in repayment and forbearance denominator. An extended grace period aligns with The Office of the Comptroller of the Currency definition of an additional, consecutive, one-time period during which no payment is required for up to six months after the initial grace period. We typically grant this extended grace period to customers who may be having difficulty finding employment before the full principal and interest repayment period starts or once it has begun.
2. We calculate the percentage of loans in hardship and other forbearances as the ratio of (a) Private Education Loans in hardship and other forbearances (excluding loans in an extended grace period) numerator to (b) Private Education Loans in repayment and forbearance denominator. If the customer is in financial hardship, we work with the customer and/or cosigner and identify any available alternative arrangements designed to reduce monthly payment obligations, which may include a short-term hardship forbearance.
3. Source: Enterval CBA Report (<https://www.enterval.com/>) for full-year 2024 as of December 2024.
4. Based on internal Company statistics.
5. For purposes of this slide, loans in repayment include loans making interest only or fixed payments, as well as loans that have entered full principal and interest repayment status after any applicable grace period (but do not include those loans while they are in forbearance).
6. Represents the higher credit score of the cosigner or the borrower.
7. By year of origination approval.
8. The Company's expectation and ability to pay a quarterly cash dividend on its common stock in the future will be subject to the determination by, and discretion of, the Company's Board of Directors, and any determination by the Board will be based on an evaluation of the Company's earnings, financial condition and requirements, business conditions, capital allocation determinations, and other factors, risks and uncertainties.
9. Cost data included from College Board 2025 Trends in College Pricing and 2025 Trends in Student Aid. Total market is based on internal company statistics that include inputs from government projections. These projections were updated in the fourth quarter of 2025.
10. Originations represent loans that were funded or acquired during the period presented.
11. Loans in P&I Repayment status include loans in full principal and interest repayment status as well as certain loans in short-term interest-only payment programs (such as loans in our Graduate Repayment Program and loans in a short-term interest only alternative program).
12. Overcollateralization for Class A & B bonds.
13. Estimated based on a variety of assumptions concerning loan repayment behavior. Actual prepayment rate may vary significantly from estimates.
14. We calculate and report our Efficiency Ratio as the ratio of (a) total non-interest expenses numerator to (b) the net denominator, which consists of net interest income plus total non-interest income.
15. We calculate and report our Return on Assets ("ROA") as the ratio of (a) GAAP net income (loss) numerator (annualized) to (b) the GAAP total average assets denominator.
16. We calculate and report our Return on Common Equity ("ROCE") as the ratio of (a) GAAP net income (loss) attributable to SLM Corporation common stock numerator (annualized) to (b) the net denominator, which consists of GAAP total average equity less total average preferred stock.
17. The period of delinquency is based on the number of days scheduled payments are contractually past due.
18. For purposes of this slide, loans in forbearance include loans for customers who have requested extension of grace period generally during employment transition or who have temporarily ceased making full payments due to hardship or other factors (other than delinquent loans in disaster forbearance), consistent with established loan program servicing policies and procedures.



# Smart Option Student Loan Historical Portfolio Data Summary

# Important Information Regarding Smart Option Student Loan Portfolio Data

## Smart Option Student Loan Portfolio Data for Sallie Mae Bank Serviced Loans

In the slides that follow regarding Smart Option Student Loan Delinquency, Periodic Default and Cumulative Default Rates, information is presented for loans in P&I Repayment Vintages 2015-2025 under the Smart Option Student Loan program that are serviced by Sallie Mae Bank, regardless of whether the loan is currently held by Sallie Mae Bank, an ABS trust or another third party.

Any data or other information presented in the Smart Option Student Loan Portfolio data slides is for purposes of comparison across P&I Repayment Vintages<sup>(1)</sup> only and is not to be deemed a part of any offering of securities.

Note: Historical trends may not be indicative of future performance.

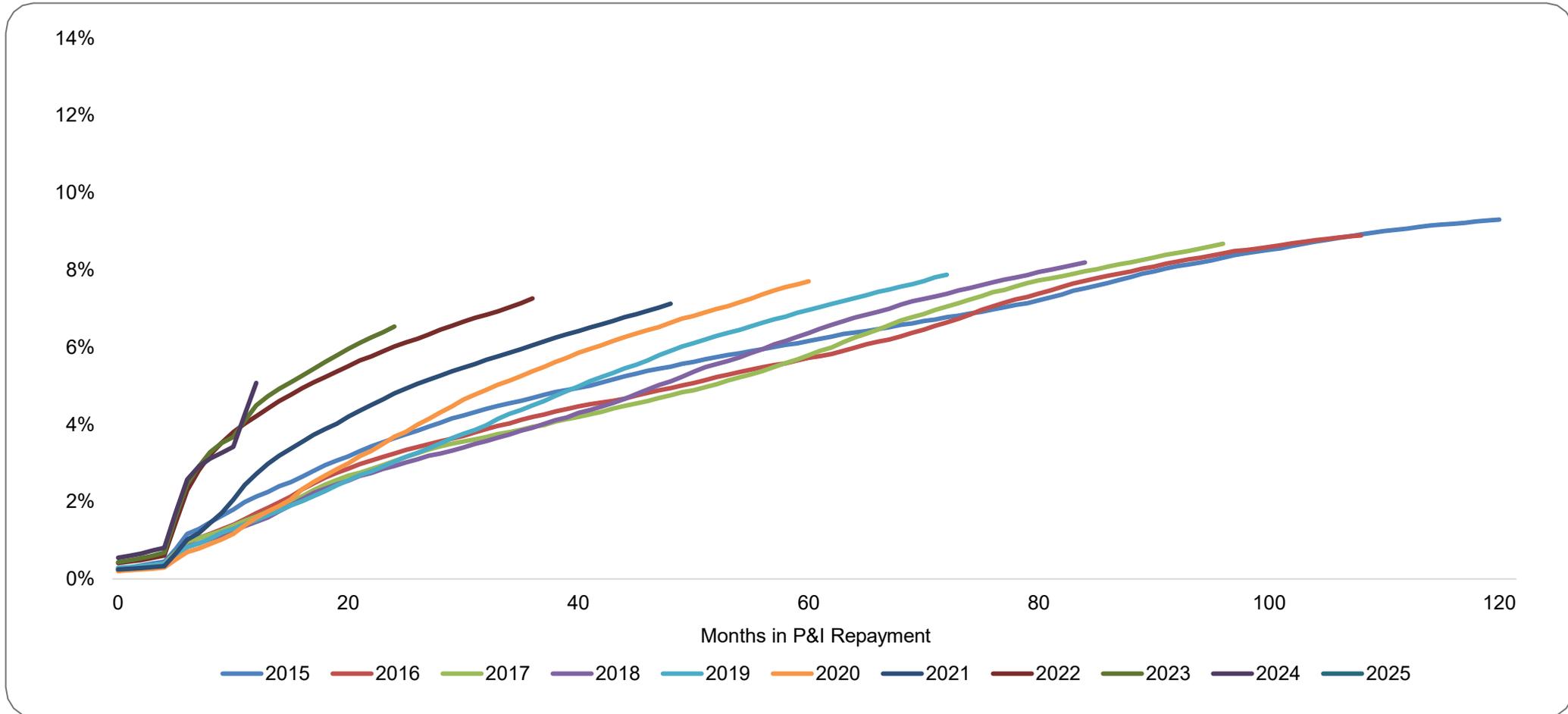
<sup>(1)</sup>See the slides labeled Additional Information & Key Definitions: Portfolio Data beginning at slide 40 in this Smart Option Student Loan Portfolio Data Section for important information and definitions of certain capitalized terms used in this slide.

# Smart Option Student Loan Vintage Portfolio Data

Cumulative Default Rates

## Smart Option Student Loan Vintage Portfolio Data

# Cumulative Default Rates by Months in P&I Repayment<sup>(1)</sup>



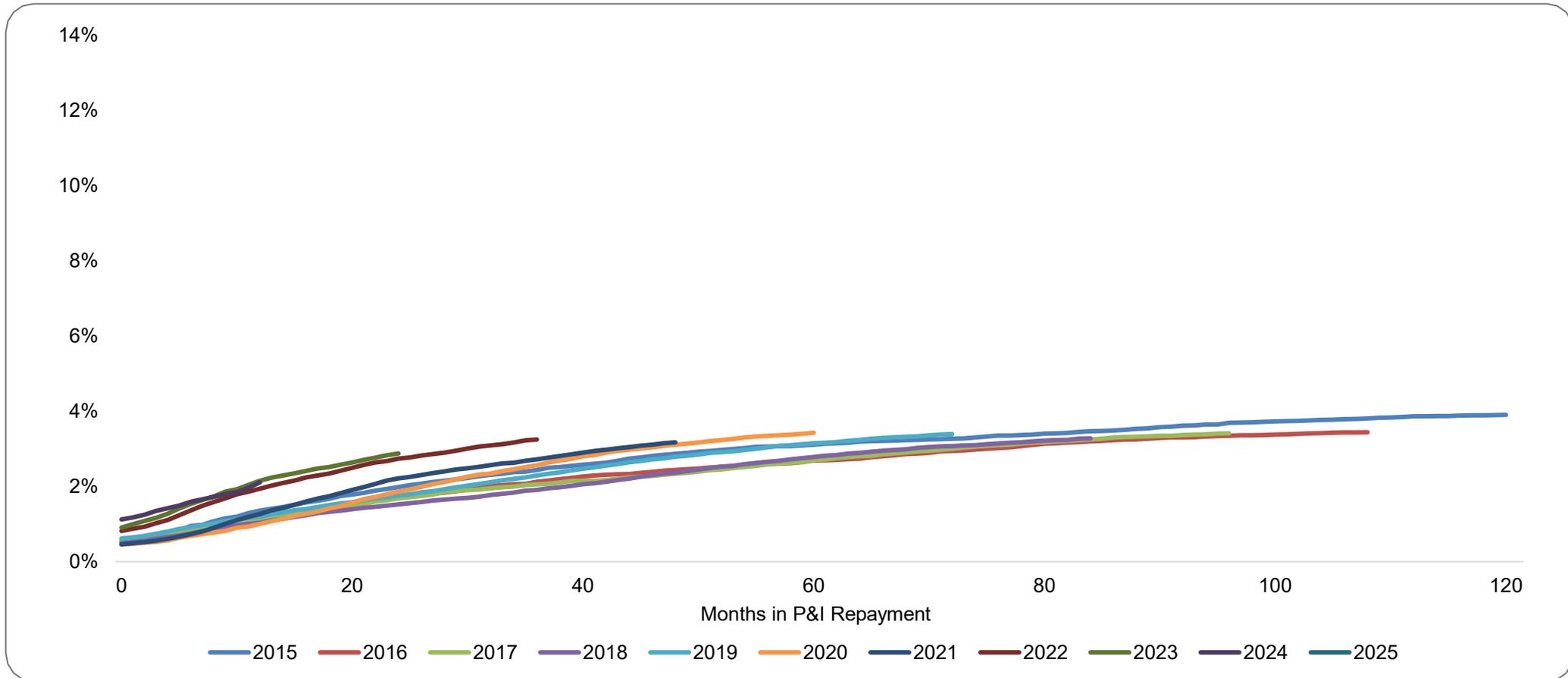
Data as of December 31, 2025

Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slides labeled Additional Information & Key Definitions: Portfolio Data beginning at slide 40 in this Smart Option Student Loan Portfolio Data Section for important information and definitions of certain capitalized terms used in this slide.

## Smart Option Student Loan Vintage Portfolio Data

# Cumulative Default Rates by Months in P&I Repayment – Interest Only<sup>(1)(2)</sup>



Data as of December 31, 2025

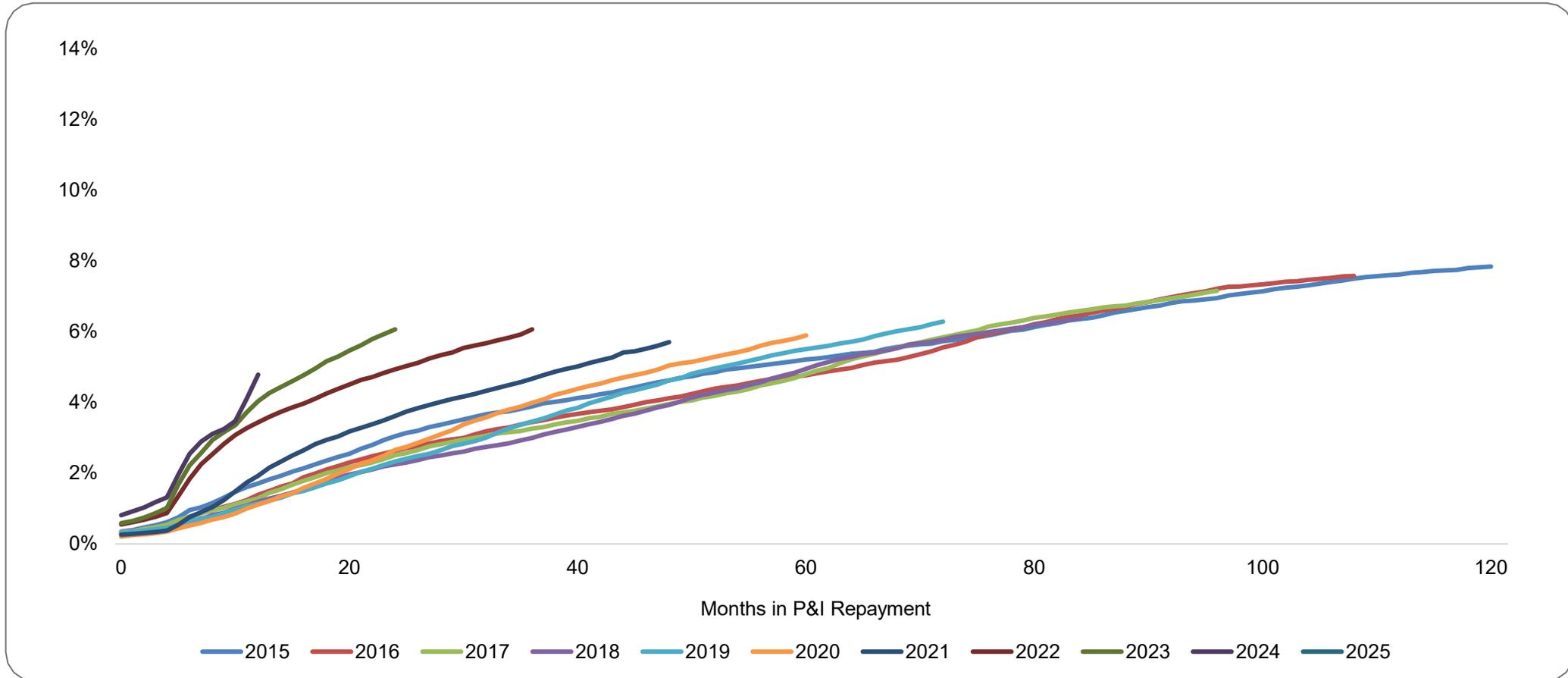
Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slides labeled Additional Information & Key Definitions: Portfolio Data beginning at slide 40 in this Smart Option Student Loan Portfolio Data Section for important information and definitions of certain capitalized terms used in this slide.

<sup>(2)</sup>Reflects loans that elected interest-only payment option at origination (not the loan's current payment status).

## Smart Option Student Loan Vintage Portfolio Data

# Cumulative Default Rates by Months in P&I Repayment – Fixed Pay<sup>(1)(2)</sup>



Data as of December 31, 2025

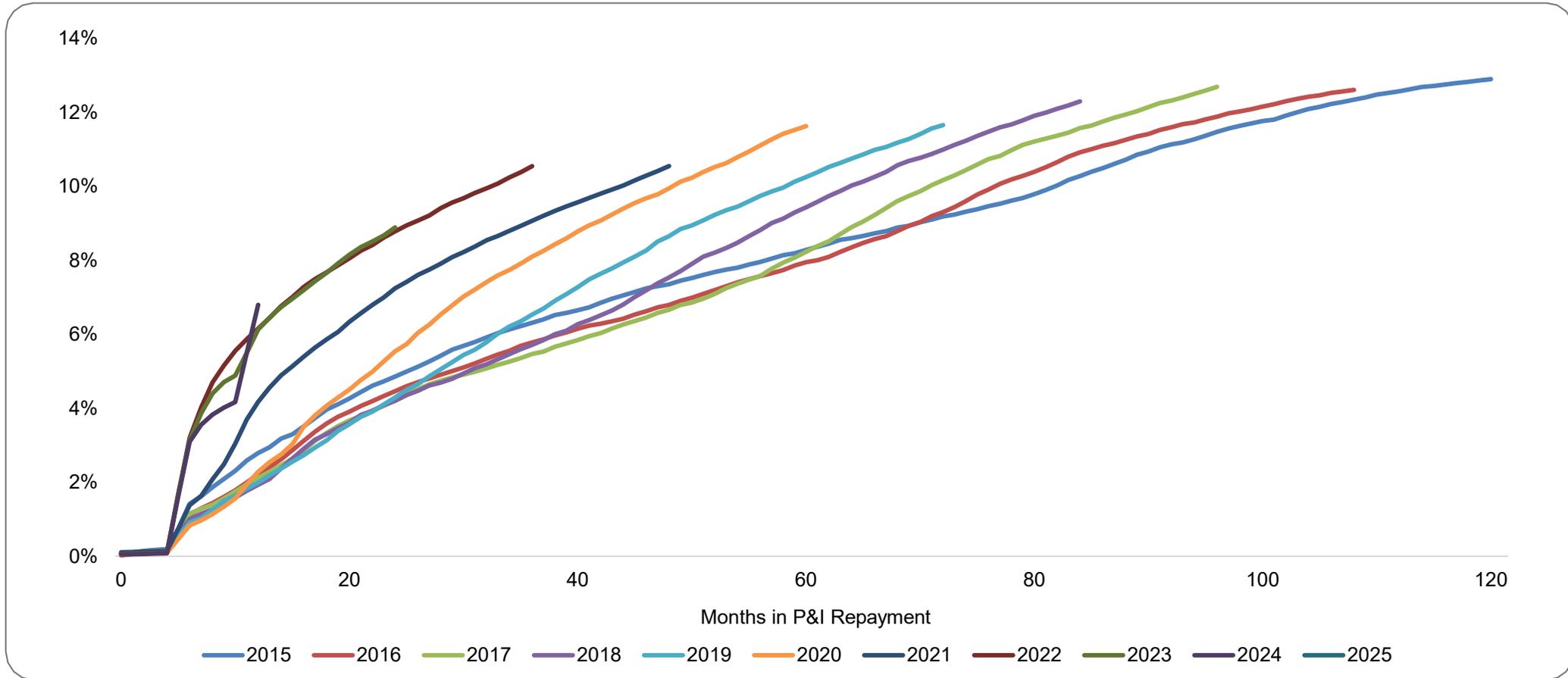
Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slides labeled Additional Information & Key Definitions: Portfolio Data beginning at slide 40 in this Smart Option Student Loan Portfolio Data Section for important information and definitions of certain capitalized terms used in this slide.

<sup>(2)</sup>Reflects loans that elected fixed pay option at origination (not the loan's current payment status).

## Smart Option Student Loan Vintage Portfolio Data

# Cumulative Default Rates by Months in P&I Repayment – Deferred<sup>(1)(2)</sup>



Data as of December 31, 2025

Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slides labeled Additional Information & Key Definitions: Portfolio Data beginning at slide 40 in this Smart Option Student Loan Portfolio Data Section for important information and definitions of certain capitalized terms used in this slide.

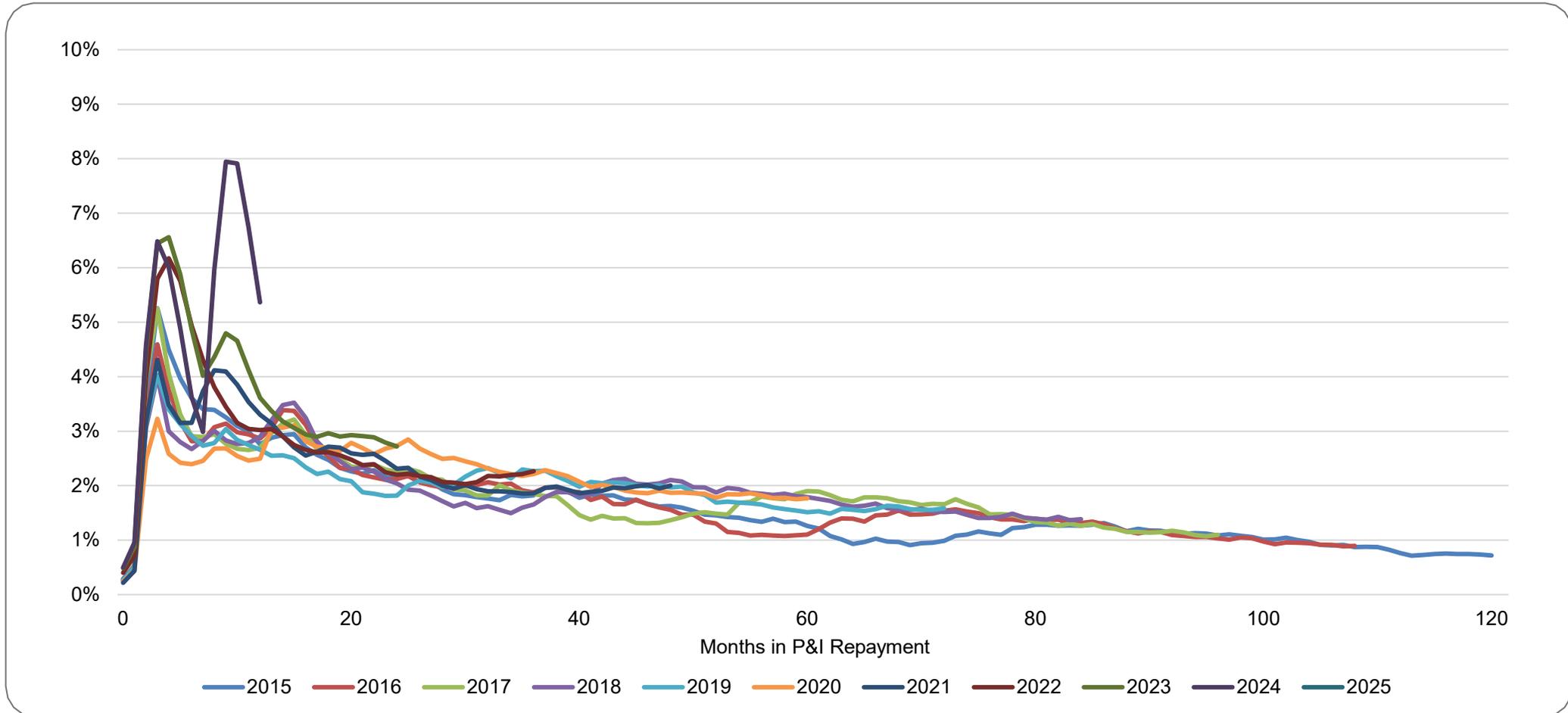
<sup>(2)</sup>Reflects loans that elected the deferred payment option at origination (not the loan's current payment status).

# Smart Option Student Loan Vintage Portfolio Data

Delinquency & Periodic Default Rates

## Smart Option Student Loan Vintage Portfolio Data

# 30+ Delinquency Rate by Months in P&I Repayment<sup>(1)</sup>



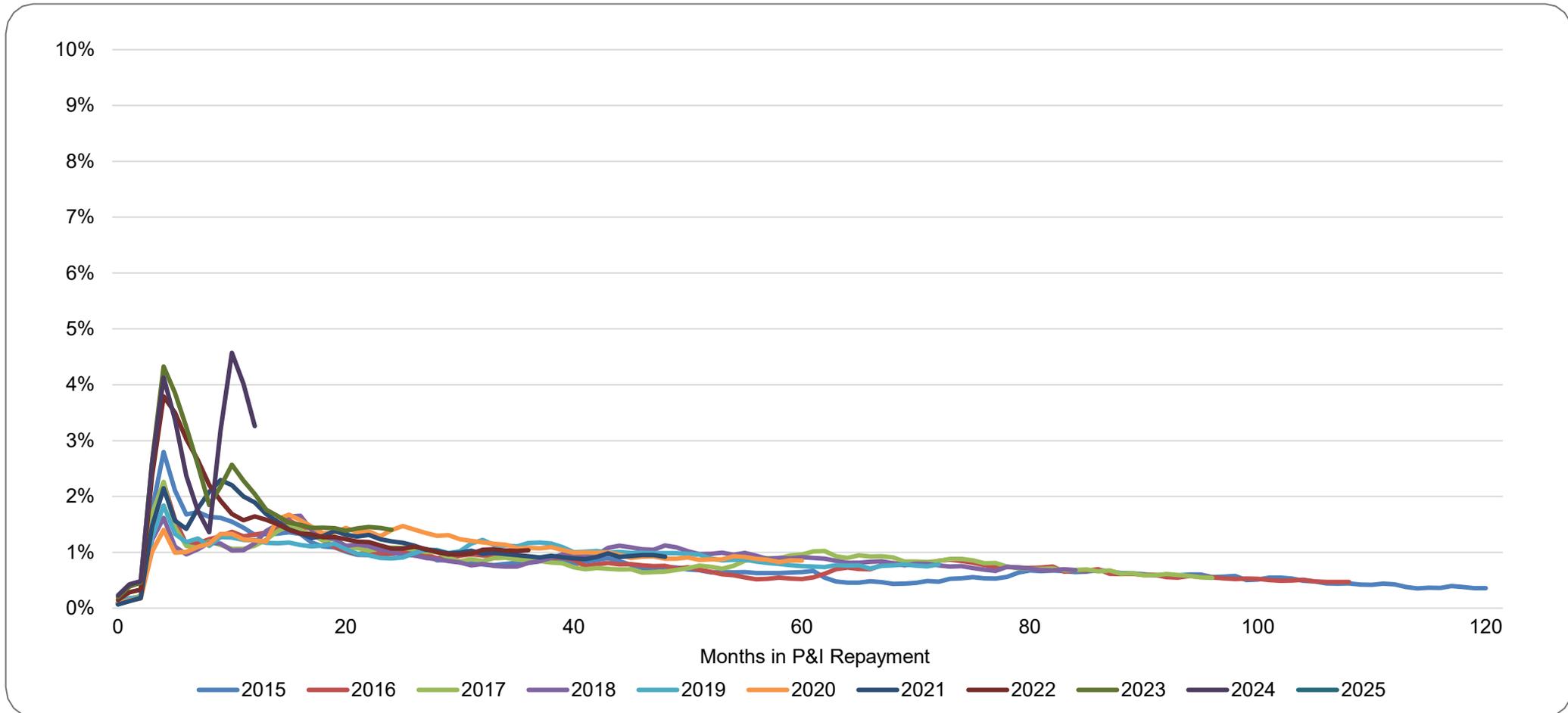
Data as of December 31, 2025

Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slides labeled Additional Information & Key Definitions: Portfolio Data beginning at slide 40 in this Smart Option Student Loan Portfolio Data Section for important information and definitions of certain capitalized terms used in this slide.

## Smart Option Student Loan Vintage Portfolio Data

# 60+ Delinquency Rate by Months in P&I Repayment<sup>(1)</sup>



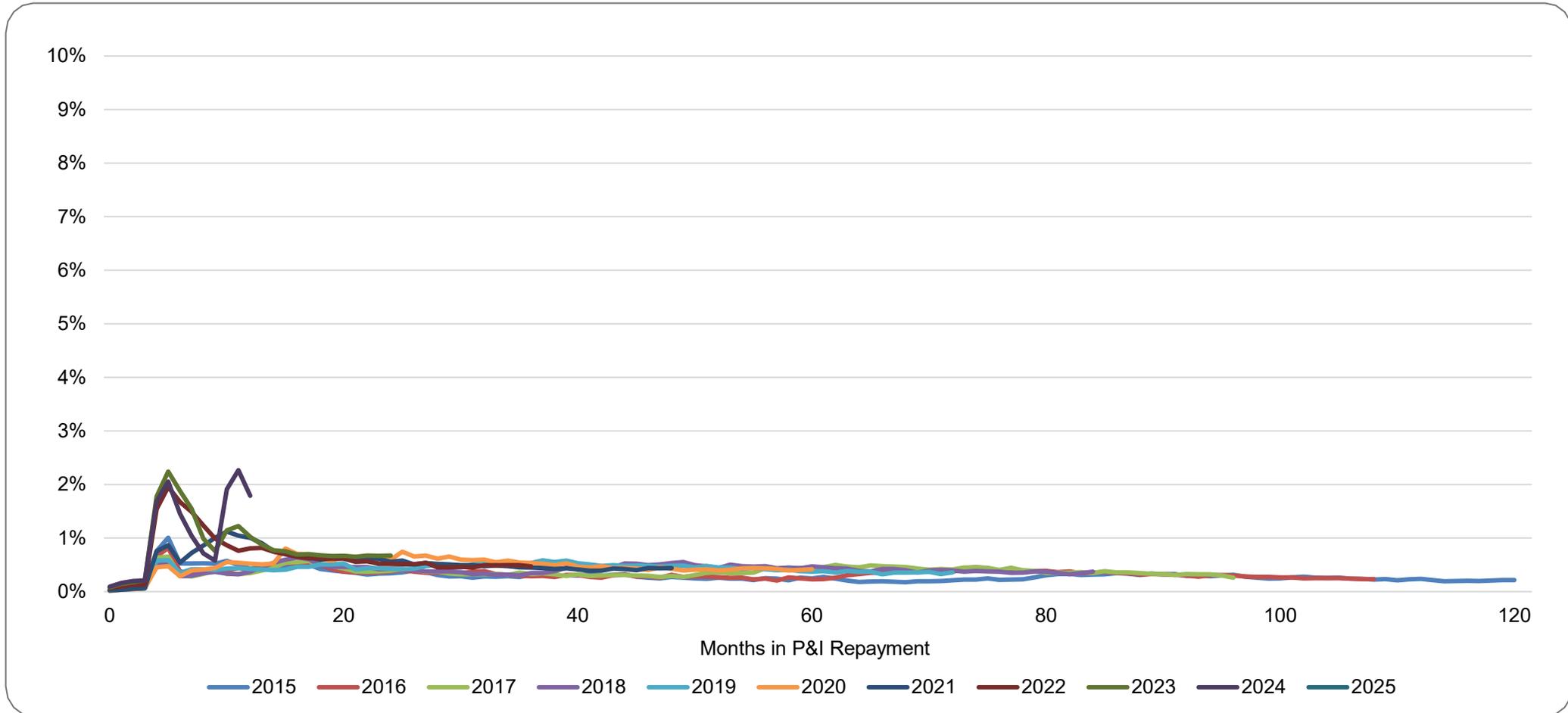
Data as of December 31, 2025

Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slides labeled Additional Information & Key Definitions: Portfolio Data beginning at slide 40 in this Smart Option Student Loan Portfolio Data Section for important information and definitions of certain capitalized terms used in this slide.

## Smart Option Student Loan Vintage Portfolio Data

# 90+ Delinquency Rate by Months in P&I Repayment<sup>(1)</sup>



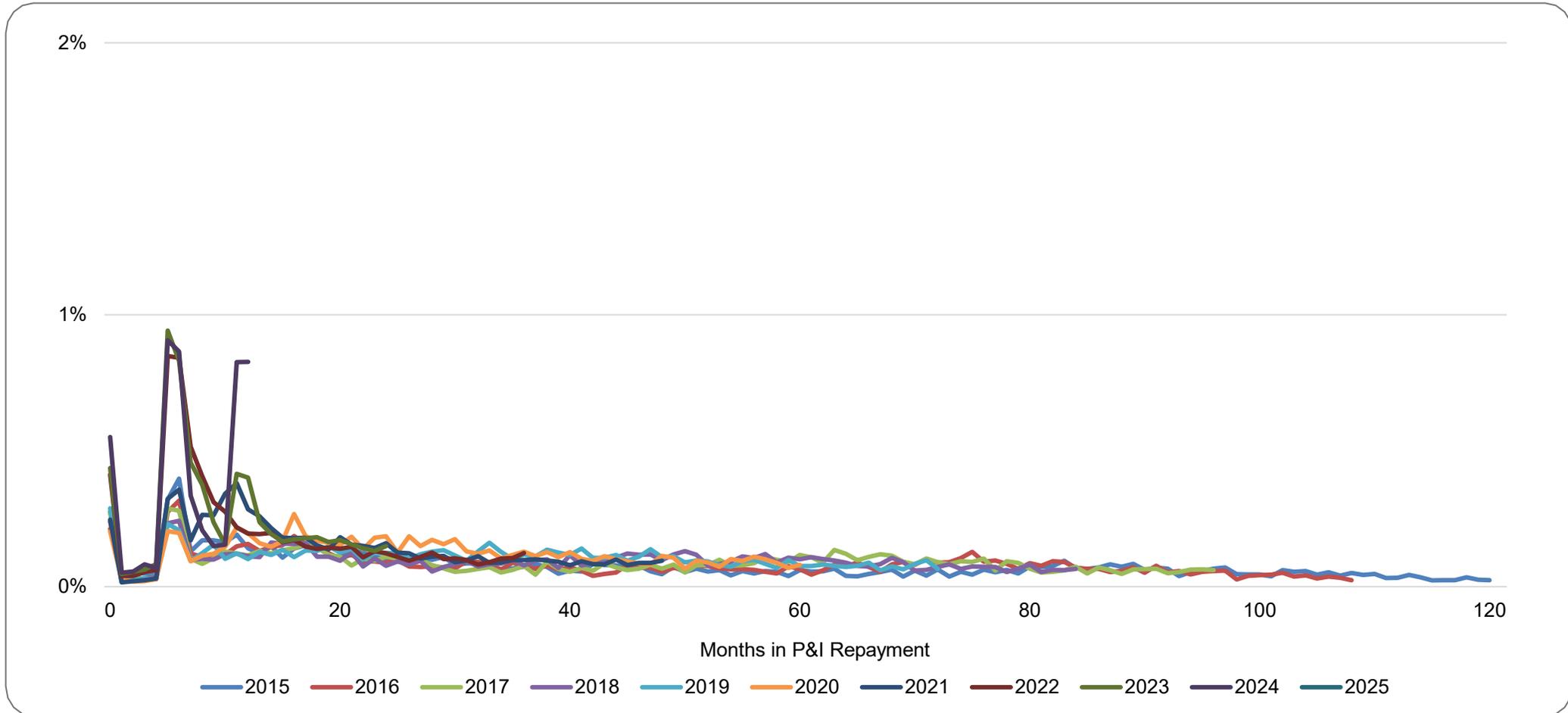
Data as of December 31, 2025

Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slides labeled Additional Information & Key Definitions: Portfolio Data beginning at slide 40 in this Smart Option Student Loan Portfolio Data Section for important information and definitions of certain capitalized terms used in this slide.

## Smart Option Student Loan Vintage Portfolio Data

# Periodic Default Rates by Months in P&I Repayment<sup>(1)</sup>



Data as of December 31, 2025

Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slides labeled Additional Information & Key Definitions: Portfolio Data beginning at slide 40 in this Smart Option Student Loan Portfolio Data Section for important information and definitions of certain capitalized terms used in this slide.

# **Additional Information & Key Definitions**

Portfolio Data

## Additional Information & Key Definitions

# Portfolio Data – Methodology Alignment<sup>(1)</sup>

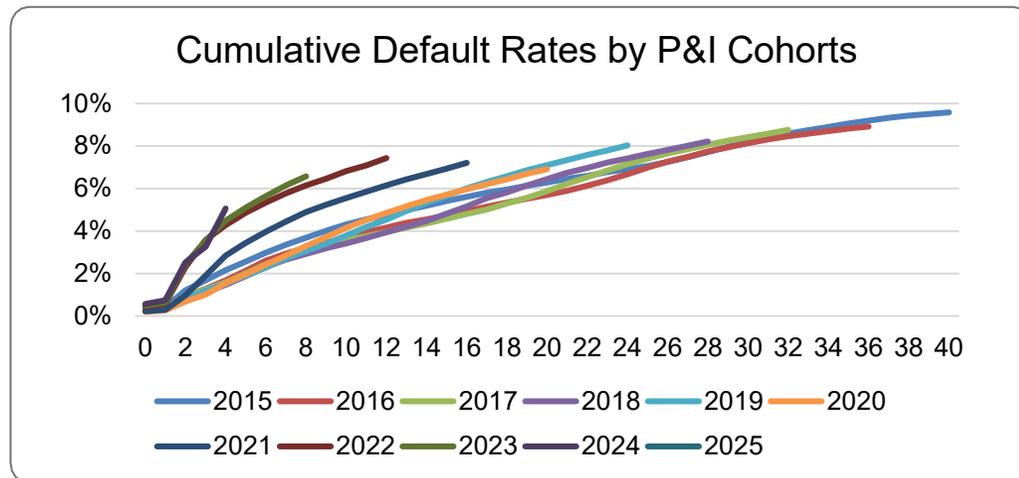
Beginning with the quarterly performance update as of December 31, 2025, we refined the methodology used for our Smart Option Student Loan Historical Performance Data to align with comparable methodologies used in other published performance metrics.

To reflect the various paths students take to graduation and the programs we offer to support them through school and immediately after, our methodology for Smart Option Student Loan Vintage Portfolio Data now includes:

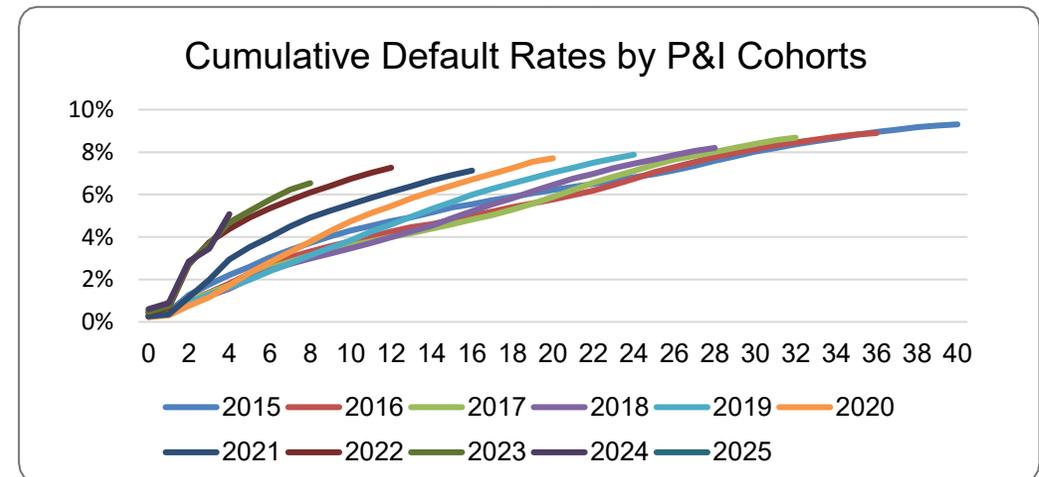
- P&I Repayment Vintages based on a dynamic methodology instead of static methodology (see example in the next slide).
- Repayment balances that include all loans in P&I Repayment Status, as opposed to only loans in full principal and interest repayment status.

As you can see from the comparison of vintage curves below, the current and prior results have minimal variance.

### Prior



### Current



<sup>(1)</sup>Definitions of certain capitalized terms used in this slide can be found later in this Additional Information & Key Definitions: Portfolio Data section.

## Additional Information & Key Definitions

# Portfolio Data – General

**P&I Repayment Status:** The outstanding principal balance (including capitalized interest) of loans in full principal and interest repayment status as well as certain loans in short-term interest-only payment programs (such as loans in Graduated Repayment Period program and loans in a short-term interest only alternative program).

**P&I Repayment Vintage:** The calendar year when a loan entered P&I Repayment Status. P&I Repayment Vintage is dynamic and can change based on the borrower's enrollment status.

*For example, if a loan entered P&I Repayment Status in 2020 and the borrower subsequently enrolled in graduate school, resulting in the loan being deferred from 2022 through 2025, the loan would be removed from the 2020 P&I Repayment Vintage during the deferral period. When the loan re-entered P&I Repayment Status in 2025, its P&I Repayment Vintage would be 2025.*

**Months in P&I Repayment:** The number of months since a loan entered P&I Repayment Status.

# **Portfolio Data – Delinquencies**

**30+ Delinquency Rate:** For a given P&I Repayment Vintage, the outstanding principal balance for loans in that P&I Repayment Vintage that are 30 days or more past due relative to their contractual payment due date, expressed as a percentage of loans in P&I Repayment Status.

**60+ Delinquency Rate:** For a given P&I Repayment Vintage, the outstanding principal balance for loans in that P&I Repayment Vintage that are 60 days or more past due relative to their contractual payment due date, expressed as a percentage of loans in P&I Repayment Status.

**90+ Delinquency Rate:** For a given P&I Repayment Vintage, the outstanding principal balance for loans in that P&I Repayment Vintage that are 90 days or more past due relative to their contractual payment due date, expressed as a percentage of loans in P&I Repayment Status.

# **Portfolio Data – Periodic & Cumulative Default Rates**

## **Periodic Default Rate**

The Periodic Default Amount for a given P&I Repayment Vintage, expressed as a percentage of loans in P&I Repayment Status.

## **Periodic Default Amount**

The defaulted principal and interest amount for loans in a given P&I Repayment Vintage corresponding to the number of Months in P&I Repayment at the time of default. Defaulted principal includes any interest capitalization that occurred prior to default and is not reduced by any amounts recovered after the loan defaulted. Loans that default prior to entering P&I Repayment Status are included in the P&I Repayment Vintage corresponding to the calendar year in which the default occurs and are aggregated and reported in Month 0 of that P&I Repayment Vintage.

## **Cumulative Default Rate**

The cumulative sum of the Periodic Default Amount for a given P&I Repayment Vintage, expressed as a percentage of the total amount disbursed since origination for the loans in that P&I Repayment Vintage.



# Smart Option Student Loan Vintage Prepayment Data

Voluntary Prepayments

# Important Information Regarding Smart Option Student Loan Prepayment Data

## Smart Option Student Loan Prepayment Data for Sallie Mae Bank Serviced Loans

In the slides that follow regarding Smart Option Student Loan prepayments, information is presented for loans originated in 2015-2024 under the Smart Option Student Loan program that are serviced by Sallie Mae Bank, regardless of whether the loan is currently held by Sallie Mae Bank, an ABS trust or another third party.

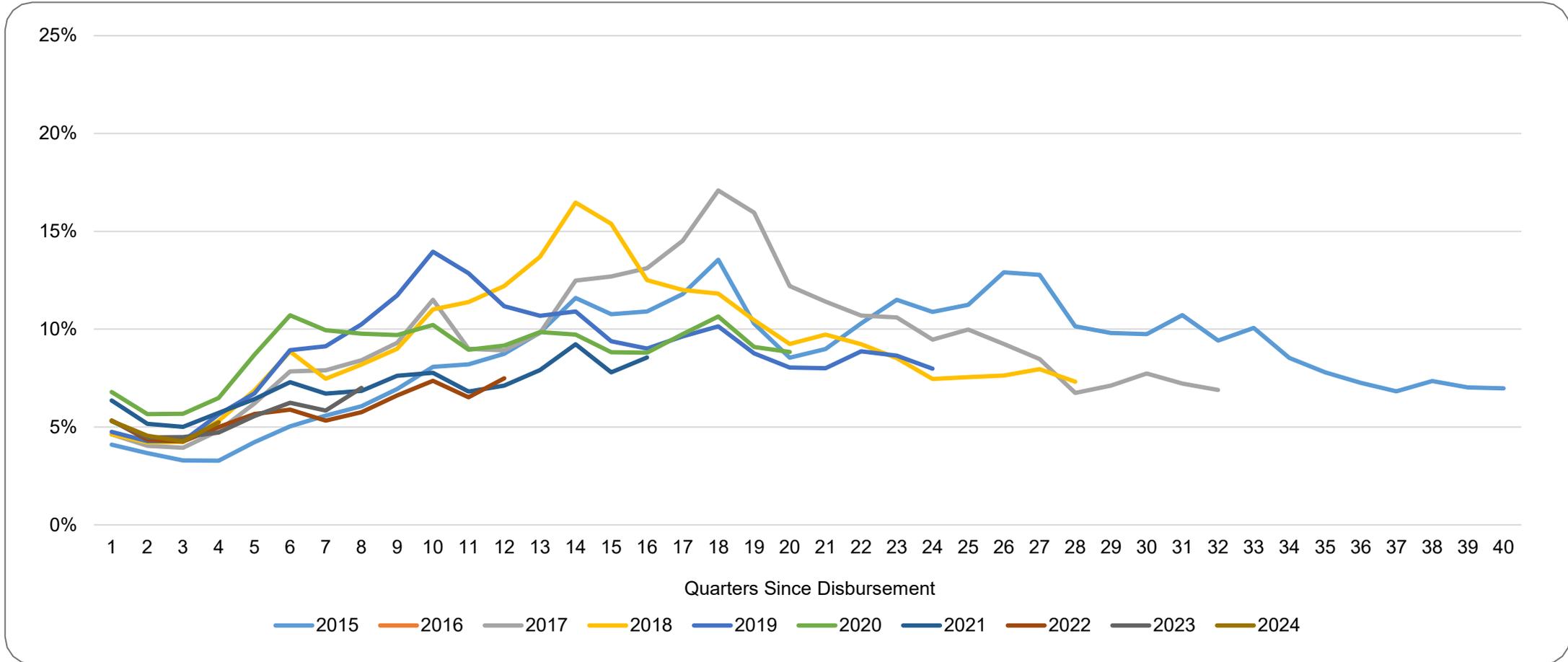
Any data or other information presented in the Smart Option Student Loan Prepayment slides is for purposes of comparison across Disbursement Vintages<sup>(1)</sup> only and is not to be deemed a part of any offering of securities.

Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slide labeled Key Information & Definitions: Prepayment Data at slide 52 in this Smart Option Student Loan Prepayment Data Section for important information and definitions of certain capitalized terms used in this slide.

## Smart Option Student Loan Prepayment Data

# Voluntary CPR by Disbursement Vintage<sup>(1)(2)(3)</sup>



Data as of December 31, 2025.

Note: Historical trends may not be indicative of future performance.

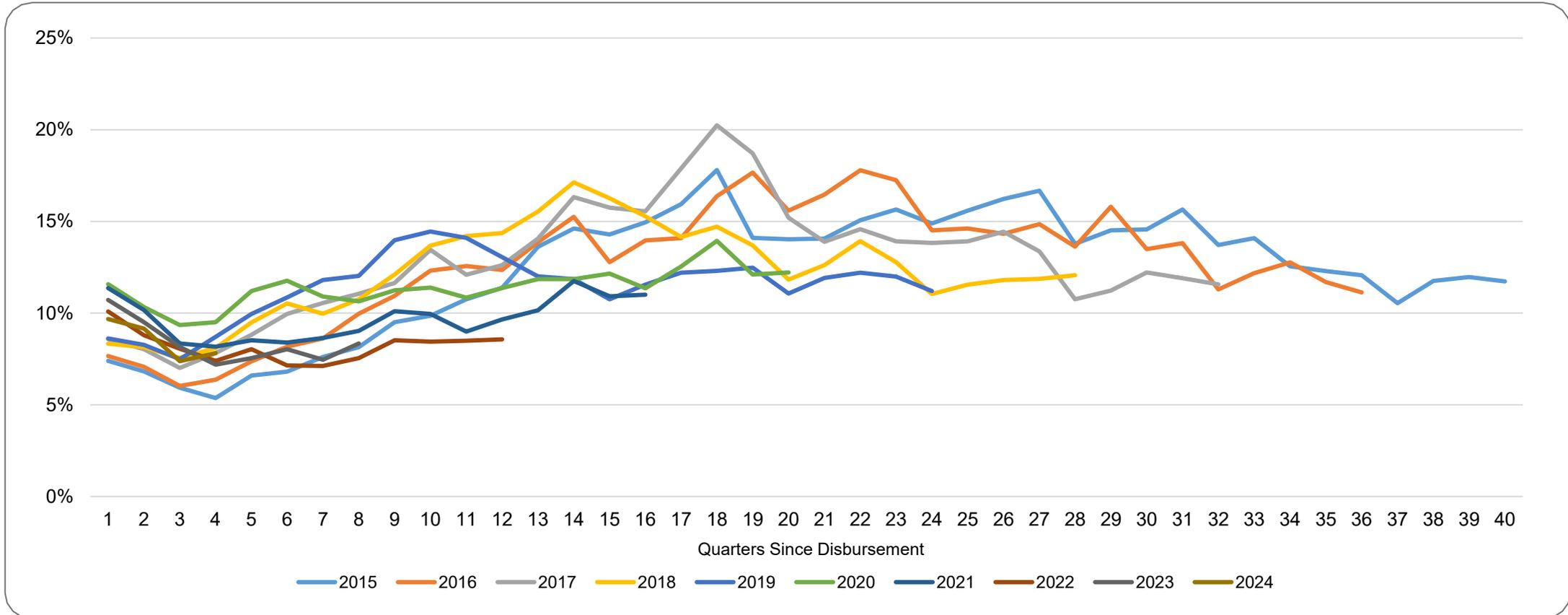
<sup>(1)</sup>See the slide labeled Key Information & Definitions: Prepayment Data at slide 52 in this Smart Option Student Loan Prepayment Data Section for important information and definitions of certain capitalized terms used in this slide.

<sup>(2)</sup>Data represents % Voluntary CPR for all loans from initial disbursement whether or not scheduled payments are due.

<sup>(3)</sup>Loans in a particular annual Disbursement Vintage are disbursed at different times during the Disbursement Vintage year. Prepayment data is not reported for loans in a particular annual Disbursement Vintage until all loans in that annual Disbursement Vintage have been fully disbursed and all disbursed loans have performance in the reported quarter since disbursement.

## Smart Option Student Loan Prepayment Data

# Voluntary CPR by Disbursement Vintage – Interest Only<sup>(1)(2)(3)(4)</sup>



Data as of December 31, 2025.

Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slide labeled Key Information & Definitions: Prepayment Data at slide 52 in this Smart Option Student Loan Prepayment Data Section for important information and definitions of certain capitalized terms used in this slide.

<sup>(2)</sup>Data represents % Voluntary CPR for all loans from initial disbursement whether or not scheduled payments are due.

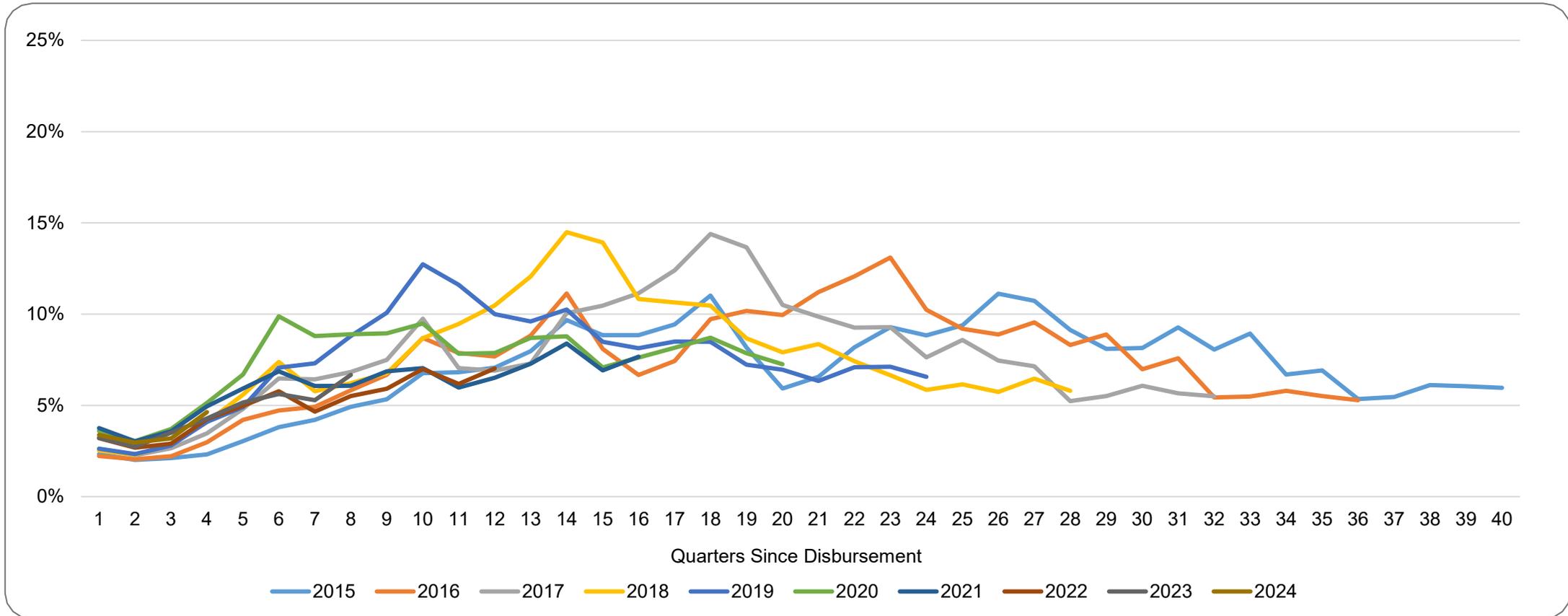
<sup>(3)</sup>Loans in a particular annual Disbursement Vintage are disbursed at different times during the Disbursement Vintage year. Prepayment data is not reported for loans in a particular annual Disbursement Vintage until all loans in that annual Disbursement Vintage have been fully disbursed and all disbursed loans have performance in the reported quarter since disbursement.

<sup>(4)</sup>Reflects loans that elected interest-only payment option at origination (not the loan's current payment status).



## Smart Option Student Loan Prepayment Data

# Voluntary CPR by Disbursement Vintage – Deferred<sup>(1)(2)(3)(4)</sup>



Data as of December 31, 2025.

Note: Historical trends may not be indicative of future performance.

<sup>(1)</sup>See the slide labeled Key Information & Definitions: Prepayment Data at slide 52 in this Smart Option Student Loan Prepayment Data Section for important information and definitions of certain capitalized terms used in this slide.

<sup>(2)</sup>Data represents % Voluntary CPR for all loans from initial disbursement whether or not scheduled payments are due.

<sup>(3)</sup>Loans in a particular annual Disbursement Vintage are disbursed at different times during the Disbursement Vintage year. Prepayment data is not reported for loans in a particular annual Disbursement Vintage until all loans in that annual Disbursement Vintage have been fully disbursed and all disbursed loans have performance in the reported quarter since disbursement<sup>4</sup>.

<sup>(4)</sup>Reflects loans that elected the deferred payment option at origination (not the loan's current payment status).

# Key Information & Definitions

## Prepayment Data

## Key Information & Definitions

# Prepayment Data

**CPR** – The Constant Prepayment Rate (CPR) represents an annualized rate of prepayment speed measuring the reduction in the principal balance of a pool of loans in excess of the scheduled pool amortization. The rate can be positive or negative depending on whether the pool principal balance is less than or greater than the expected principal amount. A CPR greater than zero suggests that the pool is paying down faster than the expected amortization. Conversely, a CPR less than zero suggests that the pool is paying down more slowly than the expected amortization.

- **Disbursement Vintage:** The calendar year in which a given loan was first disbursed.
- **Voluntary CPR:** The portion of total CPR attributable to pool principal balance paid down prematurely by borrowers in a given period.
- **Scheduled Payment (SP):** The monthly payment due on a loan; not impacted by forbearance, deferment, or any concession.
- **Received Payment (PMT):** The monthly payment received on a loan.
- **Expected Balance (EXP):** For any month, the prior month's principal balance plus the current month's interest accrued less the Scheduled Payment.
- **Prepayment:** Any payment made during the month exceeding the Scheduled Payment.
- **Single Month Mortality Rate (SMM):** The percentage of the Expected Balance prepaid in a given month.
- **Survival Rate (SR):** The percentage of the Expected Balance not prepaid in a given month.

### Calculations

$$\text{Prepayment}_t = \text{PMT}_t - \text{SP}_t$$

$$\text{SMM}_t = \frac{\sum_{t=1}^3 \text{Prepayment}_t}{\sum_{t=1}^3 \text{EXP}_t}$$

$$\text{SR}_t = 1 - \text{SMM}_t$$

$$\text{Annualized CPR}_n = 1 - \text{SR}_t^{12}$$

where:

$n$  = quarter

$t$  = month of quarter