



## News Release

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For Immediate Release

### **Sallie Mae Reports Second Quarter 2025 Financial Results**

**NEWARK, Del., July 24, 2025** — Sallie Mae (Nasdaq: SLM), formally SLM Corporation, today released second quarter 2025 financial results. Complete financial results and related materials are available at [www.SallieMae.com/investors](http://www.SallieMae.com/investors). The materials will also be available on the Securities and Exchange Commission's website at [www.sec.gov](http://www.sec.gov).

Sallie Mae will host an earnings conference call today, July 24, 2025, at 5:30 p.m. ET. Executives will be on hand to discuss various highlights of the quarter and to answer questions related to Sallie Mae's performance. A live audio webcast of the conference call and presentation slides may be accessed at [www.SallieMae.com/investors](http://www.SallieMae.com/investors) and the [hosting website](#).

A replay of the webcast will be available via the company's investor website approximately two hours after the call's conclusion.

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**Sallie Mae** (Nasdaq: SLM) believes education and life-long learning, in all forms, help people achieve great things. As the leader in private student lending, we provide financing and know-how to support access to college and offer products and resources to help customers make new goals and experiences, beyond college, happen. Learn more at [SallieMae.com](http://SallieMae.com). Commonly known as Sallie Mae, SLM Corporation and its subsidiaries are not sponsored by or agencies of the United States of America.

Contacts:

**Media**

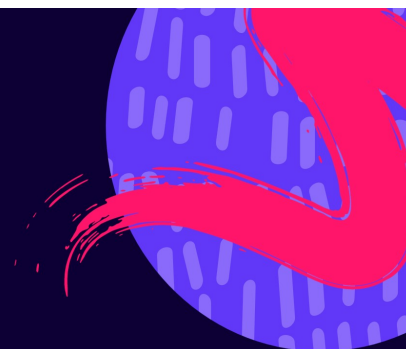
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# Sallie Mae Second Quarter 2025 Financial Results



**NEWARK, Del., July 24, 2025** — Sallie Mae (Nasdaq:SLM), formally SLM Corporation, today released its second quarter 2025 financial results.

**\$0.32**

GAAP Diluted Earnings  
Per Common Share

**\$686M**

Private Education  
Loan Originations

**2.4M**

Shares repurchased in  
Q2 2025 for **\$70M<sup>(1)</sup>**

**2.36%**

Total Net Charge-Offs  
as a Percentage of  
Average Loans in  
Repayment  
(annualized)

**\$167M**

Non-Interest  
Expenses

“Our solid performance in the second quarter and first half of the year reflects the strength of our core business, resilience of our customers, and continued execution of our strategy. We are optimistic about the long-term outlook for private student lending given recently passed federal student loan reforms and believe we are well-positioned to support more students and families, grow our business, and return capital to shareholders going forward.”

Jonathan Witter, CEO, Sallie Mae

## Private Education Loan Portfolio Trends

- **\$22.6B** of average loans outstanding, net, up 10% from Q2 2024
- **\$149M** in provisions for credit losses in Q2 2025, compared with \$17M in Q2 2024
- **0.91%** loans in a hardship forbearance, down from 1.00% in Q2 2024<sup>(2)</sup>
- **3.51%** delinquencies as a percentage of loans in repayment, compared with 3.34% in Q2 2024
- **2.36%** net charge-offs as a percentage of average loans in repayment (annualized), compared with 2.19% in Q2 2024

## Balance Sheet & Capital Allocation

**\$0.13**

Common stock dividend  
per share paid in Q2  
2025

**12.8%**

Total risk-based capital ratio  
and CET1 capital ratio of  
11.5%

**\$302M**

Capacity remaining under the 2024 Share Repurchase  
Program as of June 30, 2025

## Income Statement & Earnings Summary

**\$67M**

GAAP Net Income  
attributable to common  
stock in Q2 2025

**5.31%**

Net interest margin for Q2 2025,  
a decrease of 5 basis points from  
Q2 2024

**\$149M**

Provision for credit losses, an increase from Q2 2024 largely  
due to release of provision from loan sale in Q2 2024, an  
increase in loan commitments, net of expired commitments,  
and changes in economic outlook

## 2025 Guidance\*

For the full year 2025, the Company expects:

**\$3.00 - \$3.10**

GAAP Diluted Earnings Per  
Common Share

**6% - 8%**

Private Education Loan Originations  
Year-over-Year Growth

**2.0% - 2.2%**

Total Loan Portfolio Net Charge-Offs  
as a Percentage of Average Loans  
in Repayment

**\$655 million - \$675 million**

Non-Interest Expenses

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\* The 2025 Guidance and related comments constitute forward-looking statements and are based on management's current expectations and beliefs. There can be no guarantee as to whether and to what extent this guidance will be achieved. The Company undertakes no obligation to revise or release any revision or update to these forward-looking statements. See our Forward-Looking Statements disclosures on pg. 4 for more information.

# Quarterly Financial Highlights

|  | Q2 2025  | Q1 2025  | Q2 2024  |
|--|----------|----------|----------|
| <b><u>Income Statement (\$ millions)</u></b>                       |          |          |          |
| Total interest income  | \$657    | \$656    | \$641    |
| Total interest expense   | 280      | 281      | 269      |
| <b>Net interest income</b>   | 377      | 375      | 372      |
| Less: provisions for credit losses                                 | 149      | 23       | 17       |
| Total non-interest income  | 27       | 206      | 142      |
| Total non-interest expenses  | 167      | 155      | 159      |
| Income tax expense   | 16       | 99       | 87       |
| <b>Net income</b>  | 71       | 305      | 252      |
| Preferred stock dividends  | 4        | 4        | 5        |
| Net income attributable to common stock                            | \$67     | \$301    | \$247    |
| <b><u>Ending Balances (\$ millions)</u></b>                        |          |          |          |
| Private Education Loans held for investment, net                   | \$21,160 | \$21,091 | \$18,433 |
| FFELP Loans held for investment, net                               | —        | —        | 483      |
| Deposits   | 20,482   | 20,073   | 20,744   |
| Brokered   | 8,592    | 8,689    | 10,033   |
| Retail and other   | 11,890   | 11,384   | 10,711   |
| <b><u>Key Performance Metrics (\$ in millions)</u></b>             |          |          |          |
| Net interest margin  | 5.31%    | 5.27%    | 5.36%    |
| Yield - Total interest-earning assets                              | 9.25%    | 9.22%    | 9.25%    |
| Private Education Loans  | 10.62%   | 10.59%   | 10.91%   |
| Cost of Funds  | 4.22%    | 4.23%    | 4.16%    |
| Return on Assets ("ROA") <sup>(3)</sup>                            | 1.0%     | 4.2%     | 3.6%     |
| Return on Common Equity ("ROCE") <sup>(4)</sup>                    | 12.6%    | 60.1%    | 50.6%    |
| Private Education Loan sales                                       | \$—      | \$2,003  | \$1,589  |
| <b><u>Per Common Share</u></b>                                     |          |          |          |
| GAAP diluted earnings per common share                             | \$0.32   | \$1.40   | \$1.11   |
| Average common and common equivalent shares outstanding (millions) | 213      | 215      | 222      |

## Footnotes:

(1) Shares of common stock were repurchased under Rule 10b5-1 trading plans authorized under the Company's 2024 Share Repurchase Program. As of June 30, 2025, we had \$302 million of capacity remaining under the 2024 Share Repurchase Program.

(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 and delinquent loans in disaster forbearance) 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. Loans in hardship and other forbearances (excluding loans in an extended grace period and delinquent loans in disaster forbearance) were approximately \$150 million and \$145 million at June 30, 2025 and 2024, respectively.

(3) We calculate and report our Return on Assets ("ROA") as the ratio of (a) GAAP net income numerator (annualized) to (b) the GAAP total average assets denominator.

(4) We calculate and report our Return on Common Equity ("ROCE") as the ratio of (a) GAAP net income attributable to common stock numerator (annualized) to (b) the net denominator, which consists of GAAP total average equity less total average preferred stock.

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## CAUTIONARY NOTE AND DISCLAIMER REGARDING FORWARD-LOOKING STATEMENTS

This press release contains “forward-looking statements” and information based on management’s current expectations as of the date of this press release. 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: strategies; goals and assumptions of SLM Corporation and its subsidiaries, collectively or individually as the context requires (the “Company”); the Company’s expectation and ability to execute loan sales 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 2025 guidance; the Company’s three-year horizon outlook; the impact of acquisitions we have 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 most recently filed Annual Report on Form 10-K and subsequent filings with the Securities and Exchange Commission; 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; and changes in the terms of education loans and the educational credit marketplace (including changes resulting from new laws and the implementation of existing laws). We could also be affected by, among other things: changes in our funding costs and availability; reductions to our credit ratings; cybersecurity incidents, cyberattacks, and other failures or breaches of our operating systems or infrastructure, including those of third-party vendors; the societal, demographic, business, and legislative/regulatory impacts 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 educational financing or in financing preferences of lenders, educational institutions, students, and their families, including changes as a result of new limits on, or reductions in, funding that certain educational institutions receive from the Federal government; changes in law 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 conditions, including as a result of the impact of tariffs or trade wars or other current initiatives of the Federal government, that may impact the demand for student loans and the risk of default of outstanding loans; our ability to successfully effectuate any acquisitions; and other strategic initiatives. 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 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 press release 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.

**SLM CORPORATION**  
**CONSOLIDATED BALANCE SHEETS (Unaudited)**

|  | June 30,<br>2025     | December 31,<br>2024 |
|--|----------------------|----------------------|
| (Dollars in thousands, except share and per share amounts)   |                      |                      |
| <b>Assets</b>  |                      |                      |
| Cash and cash equivalents  | \$ 4,092,465         | \$ 4,700,366         |
| Investments:   |                      |                      |
| Trading investments at fair value (cost of \$39,571 and \$41,715, respectively)  | 49,600               | 53,262               |
| Available-for-sale investments at fair value (cost of \$1,742,863 and \$2,042,473, respectively)                                       | 1,650,656            | 1,933,226            |
| Other investments  | 95,060               | 112,377              |
| Total investments  | 1,795,316            | 2,098,865            |
| Loans held for investment (net of allowance for losses of \$1,469,509 and \$1,435,920, respectively)                                   | 21,160,332           | 20,902,158           |
| Restricted cash  | 163,761              | 173,894              |
| Other interest-earning assets  | 2,102                | 4,880                |
| Accrued interest receivable  | 1,695,698            | 1,546,590            |
| Premises and equipment, net  | 117,821              | 119,354              |
| Goodwill and acquired intangible assets, net   | 61,612               | 63,532               |
| Income taxes receivable, net   | 454,837              | 425,625              |
| Other assets   | 58,973               | 36,846               |
| <b>Total assets</b>  | <b>\$ 29,602,917</b> | <b>\$ 30,072,110</b> |
| <b>Liabilities</b>   |                      |                      |
| Deposits   | \$ 20,481,952        | \$ 21,068,568        |
| Long-term borrowings   | 6,410,978            | 6,440,345            |
| Other liabilities  | 335,000              | 403,277              |
| <b>Total liabilities</b>   | <b>27,227,930</b>    | <b>27,912,190</b>    |
| <b>Commitments and contingencies</b>   |                      |                      |
| <b>Equity</b>  |                      |                      |
| Preferred stock, par value \$0.20 per share, 20 million shares authorized:   |                      |                      |
| Series B: 2.5 million and 2.5 million shares issued, respectively, at stated value of \$100 per share                                  | 251,070              | 251,070              |
| Common stock, par value \$0.20 per share, 1.125 billion shares authorized: 442.9 million and 440.6 million shares issued, respectively | 88,592               | 88,121               |
| Additional paid-in capital   | 1,218,580            | 1,193,753            |
| Accumulated other comprehensive loss (net of tax benefit of (\$20,370) and (\$21,209), respectively)                                   | (60,833)             | (65,861)             |
| Retained earnings  | 4,426,222            | 4,114,446            |
| Total SLM Corporation stockholders' equity before treasury stock   | 5,923,631            | 5,581,529            |
| Less: Common stock held in treasury at cost: 234.5 million and 230.2 million shares, respectively                                      | (3,548,644)          | (3,421,609)          |
| <b>Total equity</b>  | <b>2,374,987</b>     | <b>2,159,920</b>     |
| <b>Total liabilities and equity</b>  | <b>\$ 29,602,917</b> | <b>\$ 30,072,110</b> |

**SLM CORPORATION**  
**CONSOLIDATED STATEMENTS OF INCOME (Unaudited)**

|  | Three Months Ended<br>June 30, |                   | Six Months Ended<br>June 30, |                   |
|--|--------------------------------|-------------------|------------------------------|-------------------|
| (Dollars in thousands, except share and per share amounts)     | 2025                           | 2024              | 2025                         | 2024              |
| <b>Interest income:</b>  |                                |                   |                              |                   |
| Loans  | \$ 597,609                     | \$ 565,338        | \$ 1,196,376                 | \$ 1,161,945      |
| Investments  | 13,710                         | 15,139            | 28,456                       | 29,646            |
| Cash and cash equivalents                                      | 45,440                         | 60,999            | 88,017                       | 113,443           |
| Total interest income  | 656,759                        | 641,476           | 1,312,849                    | 1,305,034         |
| <b>Interest expense:</b>                                       |                                |                   |                              |                   |
| Deposits   | 201,478                        | 211,286           | 405,617                      | 431,731           |
| Interest expense on short-term borrowings                      | 3,613                          | 3,310             | 7,014                        | 6,872             |
| Interest expense on long-term borrowings                       | 74,848                         | 54,708            | 148,428                      | 107,243           |
| Total interest expense   | 279,939                        | 269,304           | 561,059                      | 545,846           |
| Net interest income  | 376,820                        | 372,172           | 751,790                      | 759,188           |
| Less: provisions for credit losses                             | 148,718                        | 16,830            | 172,004                      | 28,871            |
| Net interest income after provisions for credit losses         | 228,102                        | 355,342           | 579,786                      | 730,317           |
| <b>Non-interest income:</b>                                    |                                |                   |                              |                   |
| Gains (losses) on sales of loans, net                          | (13)                           | 111,929           | 187,722                      | 254,968           |
| Gains (losses) on securities, net                              | (2,641)                        | 2,103             | (13,019)                     | 4,221             |
| Other income   | 29,430                         | 27,773            | 58,117                       | 56,774            |
| Total non-interest income                                      | 26,776                         | 141,805           | 232,820                      | 315,963           |
| <b>Non-interest expenses:</b>                                  |                                |                   |                              |                   |
| Operating expenses:  |                                |                   |                              |                   |
| Compensation and benefits                                      | 84,900                         | 85,261            | 175,730                      | 181,737           |
| FDIC assessment fees   | 9,782                          | 11,727            | 22,185                       | 25,039            |
| Other operating expenses                                       | 71,664                         | 60,218            | 122,019                      | 110,863           |
| Total operating expenses                                       | 166,346                        | 157,206           | 319,934                      | 317,639           |
| Acquired intangible assets amortization expense                | 898                            | 1,394             | 1,919                        | 2,609             |
| Total non-interest expenses                                    | 167,244                        | 158,600           | 321,853                      | 320,248           |
| Income before income tax expense                               | 87,634                         | 338,547           | 490,753                      | 726,032           |
| Income tax expense   | 16,362                         | 86,554            | 114,941                      | 184,108           |
| <b>Net income</b>  | <b>71,272</b>                  | <b>251,993</b>    | <b>375,812</b>               | <b>541,924</b>    |
| Preferred stock dividends                                      | 3,972                          | 4,628             | 7,928                        | 9,281             |
| <b>Net income attributable to SLM Corporation common stock</b> | <b>\$ 67,300</b>               | <b>\$ 247,365</b> | <b>\$ 367,884</b>            | <b>\$ 532,643</b> |
| <b>Basic earnings per common share</b>                         | <b>\$ 0.32</b>                 | <b>\$ 1.13</b>    | <b>\$ 1.75</b>               | <b>\$ 2.42</b>    |
| Average common shares outstanding                              | 209,282                        | 218,924           | 209,978                      | 219,670           |
| <b>Diluted earnings per common share</b>                       | <b>\$ 0.32</b>                 | <b>\$ 1.11</b>    | <b>\$ 1.72</b>               | <b>\$ 2.39</b>    |
| Average common and common equivalent shares outstanding        | 213,220                        | 222,467           | 214,098                      | 223,156           |
| Declared dividends per common share                            | \$ 0.13                        | \$ 0.11           | \$ 0.26                      | \$ 0.22           |