Investor Presentation

2nd Quarter 2023

sallie mae®

Forward-Looking Statements and Disclaimer

Cautionary Note Regarding Forward-Looking Statements

The following information is current as of July 26, 2023 (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 June 30, 2023, the Form 10-Q for the quarter ended June 30, 2023, filed with the Securities and Exchange Commission (“SEC”) on July 26, 2023, 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. This includes, but is not limited to: statements regarding future developments surrounding COVID-19 or any other pandemic, including, without limitation, statements regarding the potential impact of COVID-19 or any other pandemic on the Company’s business, results of operations, financial condition, and/or cash flows; the Company’s expectation and ability to pay a quarterly cash dividend on its common stock in the future, subject to the determination by the Company’s Board of Directors, and based on an evaluation of the Company’s earnings, financial condition and requirements, business conditions, capital allocation determinations, and other factors, risks, and uncertainties; the Company’s 2023 guidance; the Company’s three-year horizon outlook; the Company’s expectation and ability to execute loan sales and share repurchases; 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 that may cause actual results to be materially different from those reflected in such forward-looking statements. These factors include, among others, the risks and uncertainties set forth in Item 1A. “Risk Factors” and elsewhere in the Company’s Annual Report on Form 10-K for the year ended Dec. 31, 2022 (filed with the SEC on Feb. 23, 2023) and subsequent filings with the SEC; the societal, business, and legislative/regulatory impact of pandemics and other public heath crises; 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; changes in accounting standards and the impact of related changes in significant accounting estimates, including any regarding the measurement of the Company’s allowance for credit losses and the related provision expense; any adverse outcomes in any significant litigation to which the Company or any subsidiary is a party; credit risk associated with the Company’s (or any subsidiary's) exposure to third parties, including counterparties to the Company’s (or any subsidiary's) derivative transactions; 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). The Company could also be affected by, among other things: changes in its funding costs and availability; reductions to its credit ratings; cybersecurity incidents, cyberattacks, and other failures or breaches of its operating systems or infrastructure, including those of third-party vendors; damage to its reputation; risks associated with restructuring initiatives, including failures to successfully implement cost-cutting programs and the adverse effects of such initiatives on the Company’s business; changes in the demand for educational financing or in financing preferences of lenders, educational institutions, students, and their families; changes in law and regulations with respect to the student lending business and financial institutions generally; changes in banking rules and regulations, including increased capital requirements; increased competition from banks and other consumer lenders; the creditworthiness of customers; changes in the general interest rate environment, including the rate relationships among relevant money-market instruments and those of earning assets versus funding arrangements; rates of prepayments on the loans owned by the Company and its subsidiaries; changes in general economic conditions and the Company’s ability to successfully effectuate any acquisitions; and other strategic 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 forward-looking statements contained in this Presentation are qualified by these cautionary statements and are made only as of the date of this Presentation. The Company does not undertake any obligation to update or revise these forward-looking statements to conform such statements to actual results or changes in its expectations.

The Company reports financial results on a GAAP basis and also provides certain non-GAAP “Core Earnings” performance measures. The difference between the Company’s non-GAAP “Core Earnings” and GAAP results for the periods presented were the unrealized, mark-to-fair value gains/losses on derivative contracts (excluding current period accruals on the derivative instruments), net of tax. These are recognized in GAAP, but not in non-GAAP “Core Earnings” results. The Company provides non-GAAP “Core Earnings” because it is one of several measures management uses when making management decisions regarding the Company’s performance and the allocation of corporate resources. The Company’s non-GAAP “Core Earnings” is not a defined term within GAAP and may not be comparable to similarly titled measures reported by other companies.

For additional information, see “Management’s Discussion and Analysis of Financial Condition and Results of Operations- Non-GAAP ‘Core Earnings’” in the company’s Quarterly Report on Form 10-Q for the quarter ended June 30, 2023, for a further discussion and the “Non-GAAP ’Core Earnings’ to GAAP Reconciliation” table in this Presentation for a complete reconciliation between GAAP net income and non-GAAP “Core Earnings”.

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.[2]
- Largest salesforce in the industry
- Appears on **96%** of preferred lender lists[2]

56% Market share of full private student lending marketplace[1]

65% Return on Common Equity*

5-6% Annual Private Education Loan Originations Growth projected in 2023[3]

76% Cosigner Rate*

747 Average FICO at Approval*

2.41% Annualized Net Charge-offs as a percentage of Avg. Loans[23] in Repayment for first half of 2023.

* Metrics as of Q2 2023, unless otherwise noted.

2nd Quarter 2023 Highlights

Balance Sheet & Capital Allocation

- Paid common stock dividend of $0.11 per share in Q2 2023.
- Sallie Mae Bank remains well capitalized with 14.1% Total risk-based capital ratio and CET1 capital ratio of 12.8%.
- Completed $2.1 billion in private education loan sales during the quarter resulting in a $128 million gain.
- Repurchased 16 million shares of common stock at a total cost of $257 million, or an average purchase price of $15.71 per share.

Revenue

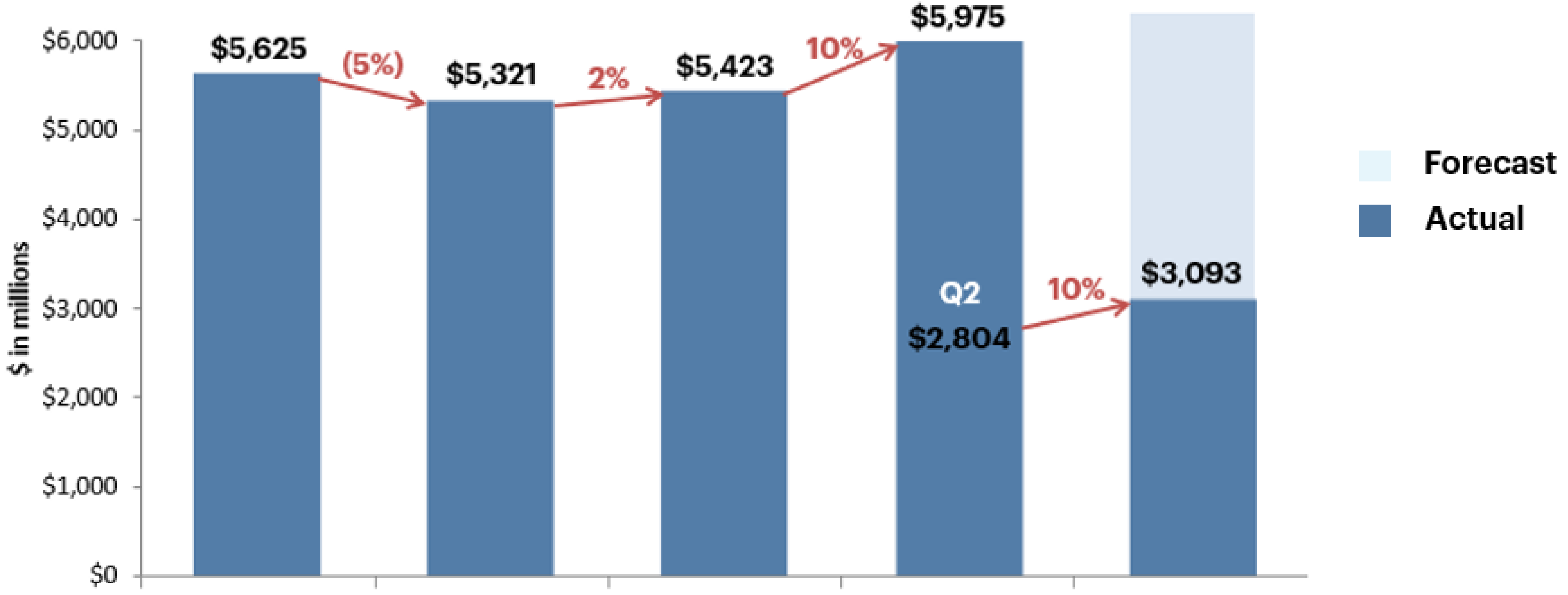
- GAAP Net Income attributable to common stock of $261 million in Q2 2023 driven by strong NIM and gain on $2.1 billion loan sale, compared to Net Income attributable to common stock of $340 million in Q2 2022.
- Q2 2023 GAAP diluted earnings per common share of $1.10 vs. $1.29 in Q2 2022.
- Net Interest Margin for the second quarter of 2023 increased 23 basis points, from 5.29% in the second quarter of 2022, to 5.52%.

Total Operating Expenses

- Total operating expenses of $154 million in Q2 2023, which is 17% higher than the year-ago quarter.
  - Increase attributed to higher FDIC assessment fees, volume increases in our originations, servicing and collections operations, and our absorption of the effects of the current inflationary environment.

Private Education Loan Originations[13]

- Second quarter 2023 originations at $651 million, 6% higher than the year-ago period.
- First half 2023 originations 10% higher than first half of 2022.
- Through the first half of the year, our underclassmen application volume has increased just over 10% as compared to the first half of 2022, driven by our content investments as well as the successful integration of Nitro.



	2019	2020	2021	2022	Q2 2023	Q2 2022
% Cosigned	87%	86%	86%	86%	76%	74%
% In School Payment	58%	60%	59%	57%	53%	56%
Average FICO at Approval[6]	746	749	750	747	747	746

Key Credit Metrics for Q2 2023

Credit Performance

- Q2 2023 net charge-offs for Private Education Loans totaled $103 million.
- Annualized net charge-offs as a percentage of average loans in repayment for the first half of the year is 2.41% and remains lower than our plan for full-year 2023.
  - There is typically an element of charge-off seasonality in the second quarter of the year when a portion of the most recent repayment vintage may roll straight through delinquency to default; this is expected.
- Q2 2023 Private Education Loans delinquent 30+ days were 3.68% of loans in repayment, an increase from Q1 2023, but an improvement from the year-ago quarter.
- Private Education Loans in forbearance were 1.2% at the end of the quarter, down from both Q2 2022 and Q1 2023.

Impact of Federal Loan Payment Resumption

- Approximately 86% of our customers also have federal student loans, and we underwrite to this assumption.
- Our loss estimates and default models are trained on data that include past federal loan payments.
- The Biden administration has made plans to ease the transition into repayment, offering both a generous “on ramp” to borrowers as well as expansion and enhancements to the current income-based repayment plans.
- We are taking proactive steps to mitigate any repayment risk by continuing to monitor, manage and enhance outcomes for our customers.
  - We are evaluating existing programs for enhancement, implementing heightened monitoring and are producing comprehensive analytics to assess effectiveness over time.

End of Federal Loan Payment Moratorium

Support for Federal Student Loan Borrowers [26]

An "On Ramp" to Repayment [24]

For all federal borrowers looking to resume payments of federal loans in August, a year-long "on-ramp" is being instituted by the Department of Education "so that financially vulnerable borrowers who miss monthly payments during this period are not considered delinquent, reported to credit bureaus, placed in default, or referred to debt collection agencies." This administratively created "on ramp" will be in place until (at least) September 30, 2024.

Deferment and Forbearance [27]

Federal borrowers in hardship can request loan forbearance or deferment in times of unemployment, economic hardship or other circumstance that makes it difficult to meet their loan obligations.

Enhanced Income Driven Repayment [25]

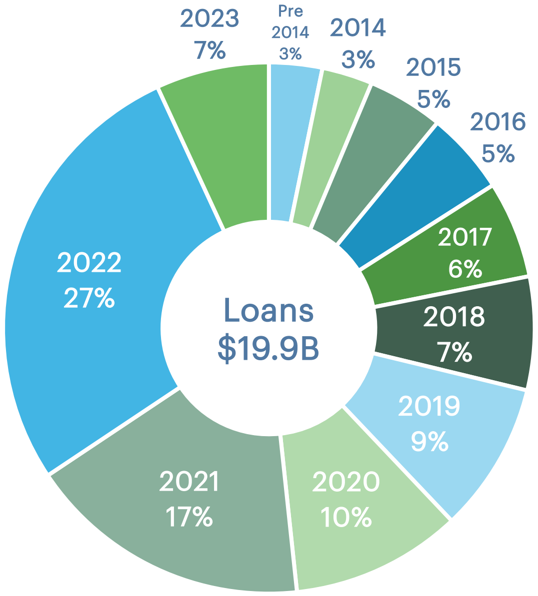
Federal borrowers already have access to multiple Income Driven Repayment (IDR) options, which can allow them to remain in good standing making as little as $0 payments, and the Biden Administration is rolling out an even more generous option. Elements of the plan, the new "SAVE" plan, will be in place prior to the end of the payment pause. These elements include:

- Disposable income will be calculated by subtracting 225% of the poverty level from actual income compared to 150% today;
- Married borrowers will no longer be required to count their spouse's income in their payment calculation; and
- Unpaid interest will no longer be accrued into the loan balance.

Other benefits of the expanded program are expected to be operational by July of 2024 and include:

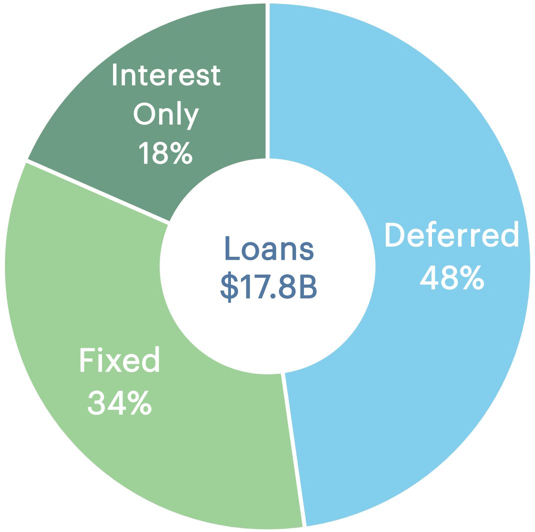
- Payments on undergraduate loans will be cut in half, from 10% to 5% of incomes above 225% of Federal poverty guidelines; and
- Borrowers whose original principal balances were $12,000 or less will receive forgiveness after 120 payments – the equivalent of 10 years in repayment – with an additional 12 payments added for each additional $1,000 borrowed above that level, up to a maximum of 20 or 25 years.

Originations Vintage

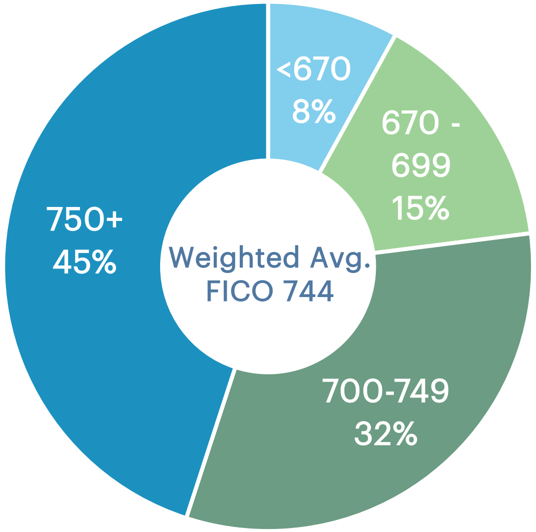


High Quality
Private Education Loan Portfolio

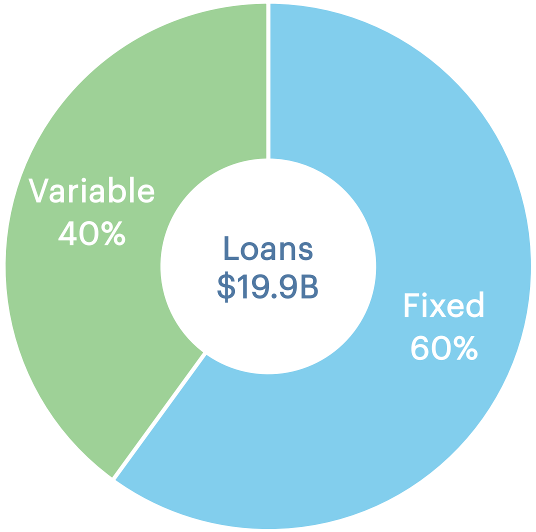
Smart Option Payment Type



Customer FICO at Original Approval[6]

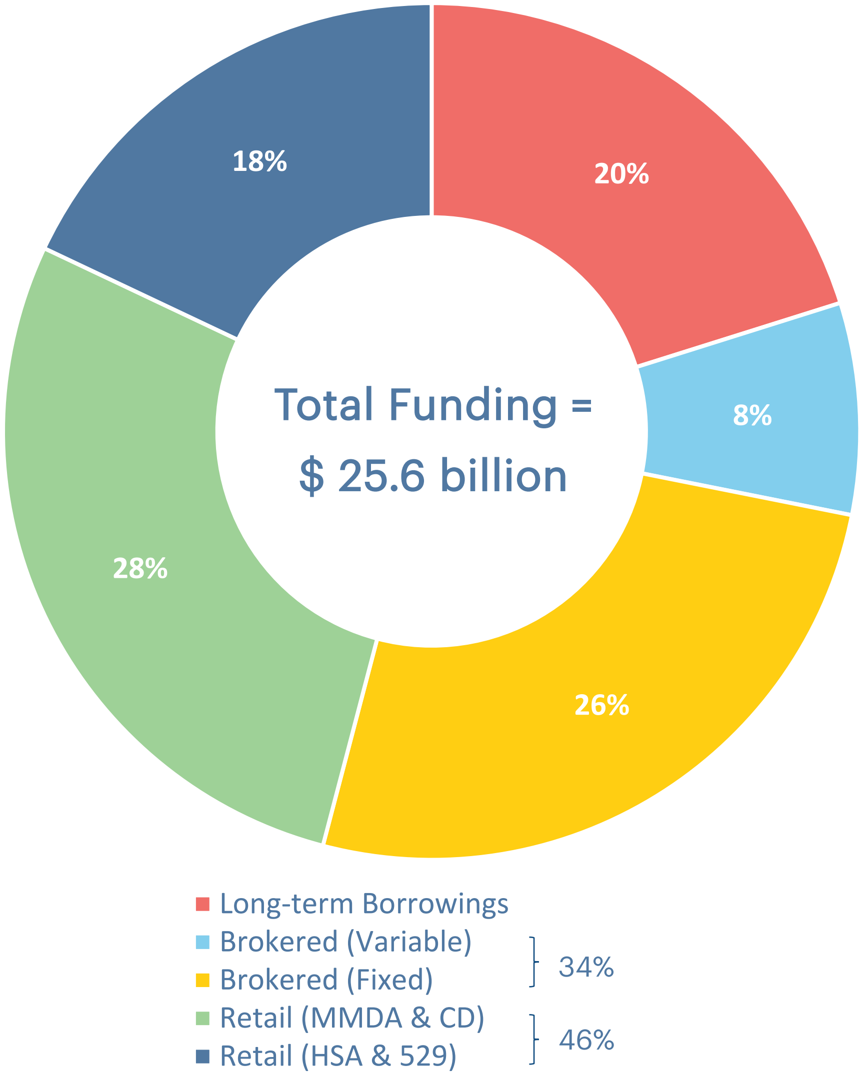


Portfolio Interest Rate Type



As of 6/30/23

Conservative Funding Optimizes Net Interest Margin



As of 6/30/2023

Long-Term Funding

- Outstanding borrowings consist of unsecured debt and secured borrowings issued through our term asset-backed securitization program, totaling $1 billion and $4.2 billion, respectively, as of June 30, 2023.

Deposits

- Our total deposits of $20.4 billion were comprised of $8.7 billion in brokered deposits and $11.7 billion in retail and other deposits at June 30, 2023.
- 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 $457 million of deposits exceeding FDIC insurance limits at the end of Q2 2023.

Simple But Powerful Investment Thesis

Attractive Earnings Profile	• Consistent earnings expansion is driven by top line growth and efficiency • Sallie Mae is the leader in the private education loan market
Manageable Risk	• Well-proven and disciplined underwriting model leveraging data and experience through the last recession • Despite headlines on student lending and federal student loan performance, we are well equipped to manage the perceived political risk to our business
Disciplined Capital Allocation	• Core loan product generates very attractive ROEs • Utilizing a hybrid hold/sell model to create capital that can be used to buy back undervalued stock

Clear Strategy to Prove this Investment Thesis

Strategic Imperatives:

1. Maximize the profitability and growth of our core business

2. Maximize the value of our brand and attractive customer base

3. Better inform the external narrative about private student lending and Sallie Mae

4. Maintain a rigorous and predictable capital allocation and return program to create shareholder value

Maximize the Profitability and Growth of the Core Business

Maximize Revenue

Drive penetration at all schools

Increase market share by fully meeting student funding needs

Enhanced risk-adjusted pricing and underwriting

Improved marketing, digital, and data capabilities

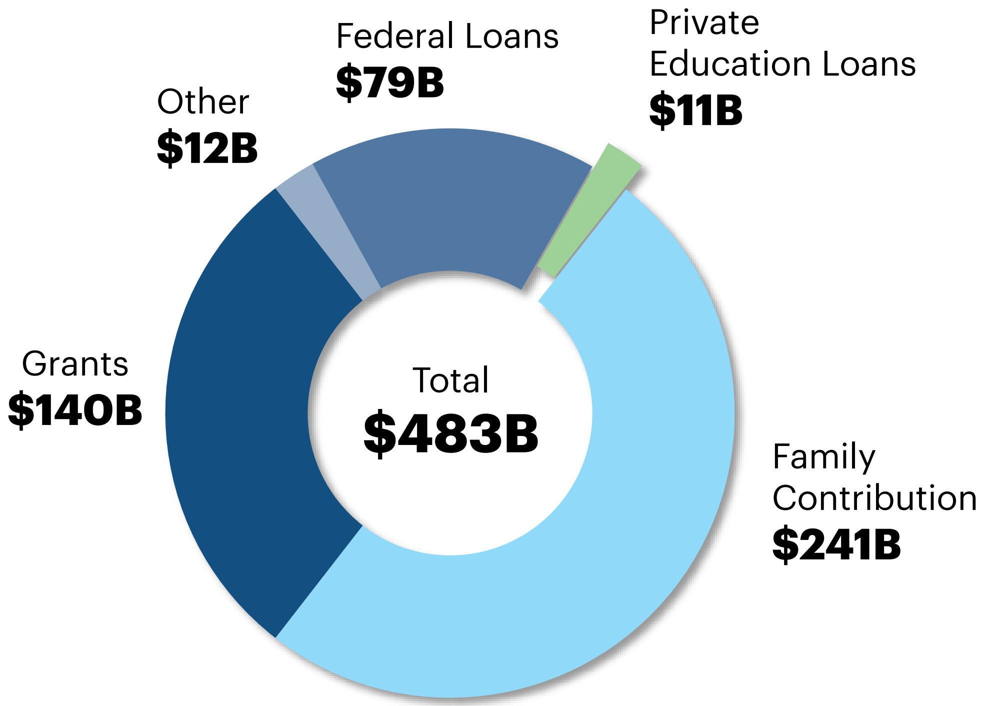
Manage Unit Costs

Strong fixed cost discipline

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

Improved third-party vendor cost management

Higher Education Value Proposition Remains Attractive[4]



Higher Education Spend
(Academic Year 2021-2022)

Expanding Addressable Market

- Private Education Loans represent 2-3% of the overall spend in higher education annually.
- Total spend on higher education grows ~2% annually, while Sallie Mae Private Education Loans growth expanded from 4% - 10% from 2021 to 2022, increasing private education loan market share by 90bps.

Strong Strategic Execution

- Over the past 8 years, the 25–29-year-old population with a bachelor's degree or higher has increased an average of 0.6% per year.[15]
- 55% of students graduated with student loans in AY 2020-2021[14]
- Of the 55% of bachelor's degree recipients that graduated with student loans, the average debt amount was $29,400. [14]

Higher Education is Valuable

- The median income of recent college graduates was $52,000 in 2021, 73% higher than the median income of people with high school diploma only.[16]

Sallie Mae's Core Product Contains Customer Friendly Provisions That

Enable Successful Outcomes

Sallie Mae Smart Option Student Loan

Benefits from school through repayment

In-School

- Competitive variable & fixed rates
- No origination fees
- Three repayment options
  - -Monthly interest payments
  - -$25 fixed monthly payments
  - -Defer payments
- Quarterly FICO Score

Repayment

- No prepayment penalty
- Auto debit 0.25 percentage point interest rate reduction
- Graduated repayment period
- Cosigner release (for those who qualify)
- Return-to-school deferment
- Internship/residency deferment
- Active-duty military deferment

Sallie Mae Student Borrowers

92%

of Sallie Mae student loan borrowers who are out of school are employed[5]

Optimize the Value of the Brand and Attractive Client Base

We know our customers' finances, payment patterns and indebtedness

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

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

What We Do

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

Maintain Rigorous Capital Allocation and Return Program

Invest in High ROE Growth

- Continue to focus on high-quality Private Education Loan originations, including deeper penetration of graduate school market
- Build other sources of revenue and capital in expense-efficient ways

Share Repurchase

- From January 1, 2020, through June 30, 2023, we repurchased 48% of common shares outstanding at January 1, 2020.
- $326 million of capacity remained under our 2022 Share Repurchase Program authorization at June 30, 2023 (which expires in Jan. 2024).

Embracing a Hybrid Hold / Sell Loan Model[3]

- Selling assets to optimize growth in required capital
- The expected result is a balance sheet that will remain relatively flat despite loan sales
- $2B in Private Education Loan sales completed on May 3, 2023 – enabled additional return of excess capital to shareholders

Quarterly Common Stock Dividend

- Paid $0.11 quarterly common stock dividend in Q2 2023
- Expect to continue to pay dividend, subject to Board approval[3,18]

Diverse Student Loan Portfolio Driving Increased Shareholder Value

Medical

Health Professions

Dental

General Studies

MBA

Undergraduate

Law

- Products designed to meet the needs of all students
- Developing unique and innovative products to diversify portfolio

	Undergraduate	Graduate
RATE TYPE	Variable & Fixed	Variable & Fixed
INTEREST RATE RANGES	Variable: SOFR + 1.250% - SOFR + 12.375% Fixed: 4.75% - 16.530%	Variable: SOFR + 1.750% - SOFR + 11.625% Fixed: 5.240% - 15.000%
REPAYMENT OPTION	Deferred, Interest Only & Fixed Repayment	Deferred, Interest Only & Fixed Repayment
REPAYMENT TERM	10-15 years	20 years for Medical and Dental 15 years for Remaining Disciplines
GRACE PERIOD	6 months	6-36 months
INTERNSHIP / RESIDENCY DEFERMENT	Up to 60 months	Up to 48 months
FEATURES	ACH discount | FICO Score | Cosigner Release | GRP | Student Death & Disability Release	ACH discount | FICO Score | Cosigner Release | GRP | Student Death & Disability Release

As of 8/17/23

Our Approach to ESG

Our ESG approach is grounded in our mission and where we can make the most impact: powering confidence in students and families on their unique higher education journey.

Supporting Higher Education Access and Completion

In 2022, through our ongoing partnership with Thurgood Marshall College Fund, our charitable arm, The Sallie Mae Fund awarded nearly

$1 MILLION IN SCHOLARSHIPS

to help underserved and underrepresented students access and complete higher education.

> "My plight of growing up in a socioeconomically disadvantaged home sparked my interest in higher education to better my environment. I am a first-generation college student who relies heavily on the generous giving of scholarship donors such as Sallie Mae to be able to continue the pursuit of my educational goals.

Denerick Simpson
Savannah State University
Master of Public Administration
Bridging the Dream Scholarship for Graduate Students recipient

Volunteerism and Giving

Giving back to communities where we operate and our team members live, work, and serve.

$71 million

provided in new investments to support low- and -moderate income housing in Utah – home to Sallie Mae Bank.

$385,000

contributed in grants to advance social justice and remove barriers to higher education access and completion.

$70,000

given through our employee matching gifts program.

Reducing Our Environmental Footprint

GHG EMISSIONS INVENTORY

Completed our first comprehensive greenhouse gas emissions inventory to identify opportunities to reduce future impact.

SIGNED ZERO-WASTE AGREEMENT

Highlighted our dedication to sustainable practices with a commitment to our waste management and recycling provider.

Supporting Our Workforce

We help our team members grow, thrive, and feel empowered to bring their full selves to work each day.

Provided more than

$250,000

tuition reimbursement in 2022 for courses or degrees related to their job.

Provided more than

12,000

hours of primary parental leave and nearly 5,000 hours of secondary parental leave to team members in 2022.

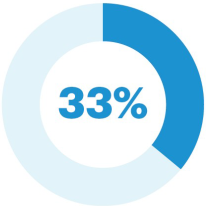
Offered up to

$10,000

in adoption reimbursement and recognized as one of the **100 Best Adoption-Friendly Workplaces** by The Dave Thomas Foundation for Adoption.

Powering Responsible and Ethical Corporate Governance

We set high standards and expectations for the ethical conduct of our leadership, employees, and business.



Our Board of Directors is comprised of 33% women and has been recognized for its diversity

> "I'm consistently impressed and feel fortunate to be surrounded by such an amazing and diverse group of Directors. Together with the company's Executive Leadership team we're charting a course for Sallie Mae that's squarely aligned to the company's mission while upholding responsible, ethical, and diverse governance.

Carter Franke
Chair of Sallie Mae's Board of Directors

Additional Information Related to our Recent Asset Acquisition

Strategy for Execution of our Investment Thesis

2.

Maximize the value of our brand and attractive customer base

#1 Reason

To protect and enhance our education lending business by reaching more customers at a lower cost through organic channels

OUR DEFINITION OF

A SUREFOOTED STRATEGY

1. Paid for through the direct benefit of our core lending business
2. With small capital investments as we test, learn and iterate while we continue to take advantage of our capital return strategy
3. While creating interesting monetization options over time

AN ACCELERATOR OF OUR SUREFOOTED STRATEGY:

Our *Nitro College* Acquisition in Early 2022

What We Acquired:

1. A platform that provides variety of free tools and resources to help students and families make informed decisions
2. Experienced staff that expanded our digital marketing capabilities
3. An acquisition engine that captures leads at a low cost through organic channels and strong base of marketing partnerships – **we now have first party data on 50%+ of the incoming college freshmen population**

Contributed to Stronger Performance for our Education Lending Business

FY 2022:

Originations +10% YOY
(highest over the previous 5 years)

Underclassmen Originations +15% YOY
(typically, a cohort with a higher lifetime value)

Market Share +90bps YOY
(58% of full private student lending marketplace)

Bonus!
Further advanced Sallie Mae as a broader education solutions provider for students before, during and immediately after college

THE NEXT ACCELERATOR OF OUR SUREFOOTED STRATEGY:

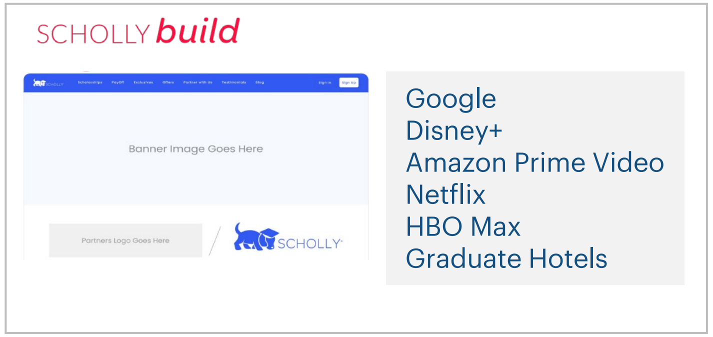
The #1 College Scholarship App - *Scholly*

SCHOLLY

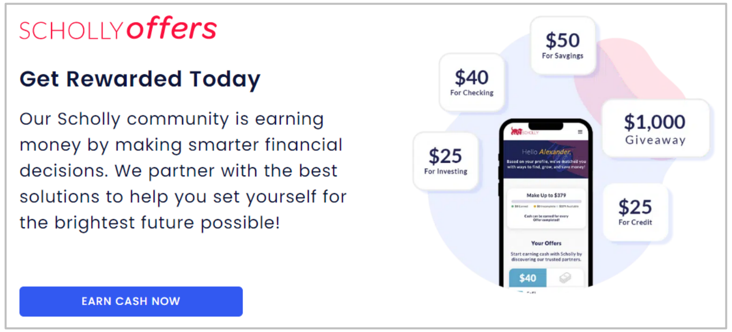
Provides a marketplace for students and families to find free money for college. Co-founded by Christopher Gray in 2013, who won $1.3 million in scholarships himself and wanted to offer the same opportunities for everyone.

1. Scholarship Search Engine

2. Scholarship Funder Platform



3. Partnership Offer Platform

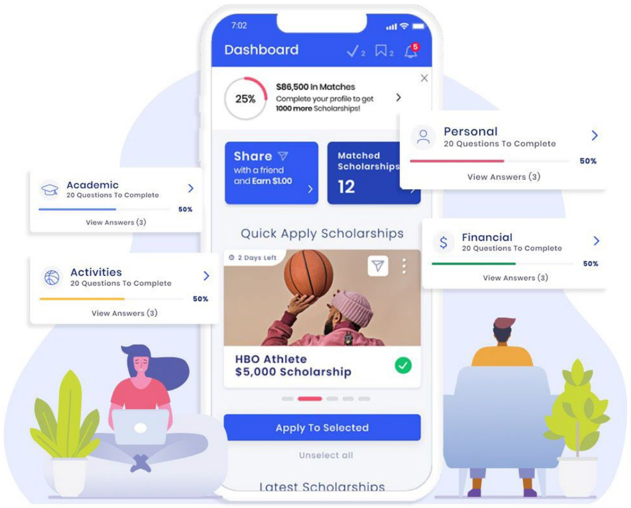


As Seen On → Oprah • GMA • Shark Tank • The New York Times • CBS • Forbes • ABC News

Scholly is a solid strategic fit and further accelerates our mission

SCHOLLY

#1 College Scholarship App



Large and Growing Userbase:

Millions of Users

15K+ Monthly Organic App Downloads

Key Benefits of this Asset Purchase:

- A strong and well-known brand that attracts collaboration, celebrities, and media
- A turnkey platform with a team that has a proven record of building engaging solutions for students and families
- #1 college scholarship app **now free** – *further showcasing our commitment to helping students and families borrow responsibly by exploring scholarships and grants first*

Bonus!

Fills the most critical confidence gap need and while in the early stages, we expect the scholarship funder and partnership offer platforms to generate revenue with options for potential upside opportunities

ABS Supplement

sallie mae®

Sallie Mae's Smart Option Loan Product Overview

The Smart Option loan product was introduced by Sallie Mae in 2009

The Smart Option loan program consists of:

Smart Option **Interest Only loans**	Require full interest payments during in-school, grace, and deferment periods
Smart Option **Fixed Pay loans**	Require $25 fixed payments during in-school, grace, and deferment periods
Smart Option **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, custom credit score model and judgmental underwriting
- Marketed primarily through the school channel and also directly to consumers, with all loans 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"

Sallie Mae Bank ABS Summary[17]

	14-A	15-A	15-B	15-C	16-A	16-B	16-C	17-A	17-B	18-A	18-B
Issuance Date	8/7/2014	4/23/2015	7/30/2015	10/27/2015	5/26/2016	7/21/2016	10/12/2016	2/8/2017	11/8/2017	3/21/2018	6/20/2018
Total Bond Amount ($mil)	$382	$704	$714	$701	$551	$657	$674	$772	$676	$670	$687
Initial AAA Enhancement (%)	21%	23%	22%	23%	20%	19%	17%	17%	18%	18%	17%
Initial Class B Enhancement (%)	12%	13%	13%	14%	12%	12%	10%	11%	11%	11%	10%
Wtd Avg Spread over Benchmarks											
'AAA' Rated A Classes (%)	+1.17%	+1.01%	+1.27%	+1.49%	+1.38%	+1.36%	+1.00%	+0.82%	+0.70%	+0.71%	+0.66%
A and B Classes Combined (%)	+1.39%	+1.28%	+1.50%	+1.74%	+1.60%	+1.55%	+1.15%	+0.93%	+0.80%	+0.78%	+0.76%
Loan Program (%)											
Smart Option	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Loan Status (%)[19]											
School, Grace, Deferment	90%	79%	78%	73%	75%	74%	70%	65%	73%	69%	70%
P&I Repayment	9%	20%	21%	24%	23%	24%	28%	33%	26%	29%	27%
Forbearance	0%	2%	1%	2%	2%	2%	2%	2%	2%	2%	2%
Wtd Avg Term to Maturity (Mo.)	140	133	130	127	135	133	131	131	135	139	139
% Loans with CoSigner	93%	92%	92%	92%	92%	92%	92%	92%	92%	92%	92%
Not For Profit (%)	89%	86%	87%	87%	87%	87%	89%	90%	91%	91%	91%
Wtd Avg FICO at Origination[6]	747	747	746	747	747	747	748	746	747	747	746
Wtd Avg Recent FICO at Issuance[6]	745	744	741	747	743	745	745	744	745	744	742
Wtd Avg FICO at Origination (Cosigner)[6]	750	750	749	750	750	750	750	748	749	748	748
Wtd Avg Recent FICO at Issuance (Cosigner)[6]	748	748	745	750	747	749	748	748	748	747	745
Wtd Avg FICO at Origination (Borrower)	708	714	715	714	719	719	721	720	723	724	724
Wtd Avg Recent FICO at Issuance (Borrower)	701	702	699	701	704	708	708	705	707	708	706
Variable Rate Loans (%)	85%	82%	82%	82%	82%	82%	80%	81%	80%	75%	72%
Wtd Avg Annual Borrower Interest Rate	7.82%	8.21%	8.21%	8.27%	8.22%	8.24%	8.26%	8.39%	8.94%	9.29%	9.58%

	18-C	19-A	19-B	20-A	20-B	21-B	21-D	21-E	22-C	23-A	23-C
Issuance Date	9/19/2018	3/13/2019	6/12/2019	2/12/2020	8/12/2020	5/19/2021	8/18/2021	11/9/2021	8/9/2022	3/15/2023	8/16/2023
Total Bond Amount ($mil)	$544	$453	$657	$636	$707	$531	$527	$534	$575	$579	$568
Initial AAA Enhancement (%)	17%	18%	15%	15%	19%	12%	13%	12%	22%	18%	19%
Initial Class B Enhancement (%)	10%	11%	8%	8%	12%	5%	6%	5%	16%	11%	13%
Wtd Avg Spread over Benchmarks											
'AAA' Rated A Classes (%)	+0.67%	+0.82%	+0.91%	+0.76%	+1.10%	+0.70%	+0.62%	+0.63%	+1.64%	+1.41%	+1.55%
A and B Classes Combined (%)	+0.77%	+0.92%	+1.01%	+0.88%	+1.30%	+0.77%	+0.69%	+0.69%	+1.76%	+1.53%	+1.69%
Loan Program (%)											
Smart Option	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Loan Status (%)[19]											
School, Grace, Deferment	69%	61%	69%	58%	56%	59%	58%	59%	59%	62%	61%
P&I Repayment	30%	36%	28%	40%	40%	38%	40%	40%	41%	37%	39%
Forbearance	2%	3%	2%	3%	5%	3%	2%	1%	1%	1%	1%
Wtd Avg Term to Maturity (Mo.)	138	136	140	139	139	144	143	143	145	160	159
% Loans with CoSigner	92%	92%	93%	93%	92%	92%	92%	92%	92%	92%	91%
Not For Profit (%)	91%	91%	91%	90%	90%	90%	90%	90%	92%	92%	90%
Wtd Avg FICO at Origination[6]	746	746	745	744	743	742	742	741	743	744	743
Wtd Avg Recent FICO at Issuance[6]	744	744	742	741	742	743	745	745	745	742	741
Wtd Avg FICO at Origination (Cosigner)[6]	748	748	747	745	745	744	744	743	745	746	745
Wtd Avg Recent FICO at Issuance (Cosigner)[6]	747	748	745	744	745	746	748	748	748	745	745
Wtd Avg FICO at Origination (Borrower)	724	724	724	721	722	721	721	720	722	722	724
Wtd Avg Recent FICO at Issuance (Borrower)	709	708	704	699	704	707	712	711	706	701	703
Variable Rate Loans (%)	70%	67%	63%	58%	52%	50%	50%	50%	48%	43%	39%
Wtd Avg Annual Borrower Interest Rate	9.69%	10.05%	10.00%	9.45%	8.68%	8.64%	8.64%	8.68%	9.30%	10.86%	11.26%

Sallie Mae Bank ABS Structures

	SMB 2023-C	SMB 2023-A	SMB 2022-C
SIZE	$568.0MM	$579.0MM	$575.0MM
PRICING DATE	August 8, 2023	March 8, 2023	August 2, 2022
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 [20]	13%	11%	15%
PRICING PREPAYMENT SPEED [21]	8%	8%	8%

TRANCHE STRUCTURE AT ISSUANCE

SMB 2023-C

CLASS	AMT ($MM)	DBRS	WAL	Pricing
A-1A	425.00	AAA	4.45	I Curve + 155
A-1B	100.00	AAA	4.45	SOFR + 155
B	43.00	AA	10.81	I Curve + 240

SMB 2023-A

CLASS	AMT ($MM)	DBRS	WAL	Pricing
A-1A	473.00	AAA	4.57	I Curve + 140
A-1B	60.00	AAA	4.57	SOFR + 150
B	46.00	AA	10.82	I Curve + 210

SMB 2022-C

CLASS	AMT ($MM)	S&P	WAL	Pricing
A-1A	457.00	AAA	4.27	I Curve + 160
A-1B	75.00	AAA	4.27	SOFR + 185
B	43.00	AA+	9.9	I Curve + 240

	SMB 2023-C	SMB 2023-A	SMB 2022-C
WA BORROWER INTEREST RATE	11.26%	10.86%	9.30%
WA FICO AT ORIGINATION [6]	743	744	743
% LOANS WITH COSIGNER	91%	92%	92%
% VARIABLE RATE LOANS	39%	43%	48%

Appendix

Quarterly Financial Highlights

	Q2 2023	Q1 2023	Q2 2022
Income Statement ($ Millions)			
Total interest income	$634	$638	$463
Total interest expense	247	233	100
Net Interest Income	387	405	363
Less: provisions for credit losses	18	114	31
Total non-interest income	144	22	258
Total non-interest expenses	156	157	134
Income tax expense	92	37	114
Net Income	265	119	342
Preferred stock dividends	4	4	2
Net income attributable to common stock	261	114	340
Non-GAAP "Core Earnings" adjustments to GAAP[7,12]	-	-	-
Non-GAAP "Core Earnings" net income attributable to common stock[7,12]	261	114	340
Ending Balances ($ Millions)			
Private Education Loans held for investment, net	$18,649	$20,498	$18,511
FFELP Loans held for investment, net	571	590	663
Credit Cards held for investment, net	-	-	27
Deposits	$20,361	$21,804	$19,980
Brokered	8,720	10,275	9,024
Retail and other	11,641	11,529	10,956

	Q2 2023	Q1 2023	Q2 2022
Key Performance Metrics			
Net Interest Margin	5.52%	5.70%	5.29%
Yield—Total Interest-earning assets	9.05%	8.97%	6.75%
Private Education Loans	10.79%	10.66%	8.69%
Cost of Funds	3.75%	3.47%	1.55%
Return on Assets ("ROA")[8]	3.7%	1.7%	4.9%
Non-GAAP "Core Earnings" ROA[9]	3.7%	1.7%	4.9%
Return on Common Equity ("ROCE")[10]	65.2%	30.5%	71.8%
Non-GAAP "Core Earnings" ROCE[11]	65.2%	30.5%	71.8%
Per Common Share			
GAAP diluted earnings per common share	$1.10	$0.47	$1.29
Non-GAAP "Core Earnings" diluted earnings per common share[7,12]	$1.10	$0.47	$1.29
Average common and common equivalent shares outstanding (millions)	238	244	264

Sallie Mae vs Federal Student Loans

		Sallie Mae	Federal Student Loan Program[22]	
Undergraduate	Loan Program	**Smart Option Student Loan**	**Federal Direct Loan** (Subsidized & Unsubsidized)	**Parent Plus**
	Loan Limits	$1,000 – Cost of Attendance No aggregate 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 8/17/23)	Variable: S + 1.250% - S + 12.375% Fixed: 4.750% - 16.530%	5.500%	8.050%
	Origination Fees (as of 8/17/23)	0%	1.057%	4.228%
	Repayment Types	IO / Fixed Pay / Deferred	Deferred	Immediate P&I / Deferred
	Repayment Terms	10 – 15 Years	10 Years (extended repayment 20 or 25 years)	10 Years (extended repayment 20 or 25 years)
Graduate	Loan Program	**Graduate Product Suite** (MBA, Medical, Dental, Law, Heath Professions, General Grad)	**Federal Direct Loan** (Unsubsidized only)	**Graduate Plus**
	Loan Limits	$1,000 – Cost of Attendance No aggregate limits	$20,500 Per Year $138,500 Aggregate ($65,000 > subsidized – including undergraduate subsidized only)	No Limit
	Interest Rates (As of 8/17/23)	Variable: S+ 1.750% - S + 11.625% Fixed: 5.240% - 15.000%	7.050%	8.050%
	Origination Fees (As of 8/17/23)	0%	1.054%	4.228%
	Repayment Types	IO / Fixed Pay / Deferred	Deferred	Deferred
	Repayment Terms	15 Years – MBA, HP, General Grad, Law 20 Years – Medical & Dental	10 Years (extended repayment 20 or 25 years)	10 Years (extended repayment 20 or 25 years)

As of 8/17/23

Non-GAAP “Core Earnings” to GAAP Reconciliation

($ Thousands except per share amounts)	Quarters Ended		
	June 30, 2023	March 31, 2023	June 30, 2022
Non-GAAP “Core Earnings” adjustments to GAAP:			
GAAP net income	$265,065	$118,518	$342,073
Preferred stock dividends	$4,274	$4,063	$1,757
GAAP net income attributable to SLM Corporation common stock	**$260,791**	**$114,455**	**$340,316**
Adjustments:			
Net impact of derivative accounting[7]	-	-	-
Net tax expense[12]	-	-	-
Total non-GAAP “Core Earnings” adjustments to GAAP	-	-	-
Non-GAAP “Core Earnings” attributable to SLM Corporation common stock	**$260,791**	**$114,455**	**$340,316**
GAAP diluted earnings per common share	$1.10	$0.47	$1.29
Derivative adjustments, net of tax	-	-	-
Non-GAAP “Core Earnings” diluted earnings per common share	**$1.10**	**$0.47**	**$1.29**

Footnotes

1. Source: Enterval CBA Report for Q1 2023 as of March 2023. Based on Full Market.
2. Based on internal Company statistics.
3. The information on this page constitutes forward-looking statements. See page 2 of this Presentation for a cautionary note regarding forward-looking statements.
4. Source: Total post-secondary education spending is estimated by Sallie Mae determining the full-time equivalents for both graduates and undergraduates and multiplying by the estimated total per person cost of attendance for each school type. In doing so, we utilize information from the U.S. Department of Education, National Center for Education Statistics, Projections of Education Statistics to 2027 (NCES 2020, October 2020), The Integrated Postsecondary Education Data System (IPEDS), College Board -Trends in Student Aid 2022. © 2022 The College Board, www.collegeboard.org, College Board -Trends in Student Pricing 2022. © 2022 The College Board, www.collegeboard.org, National Student Clearinghouse - Term Enrollment Estimates, and Company analysis. 2021 Private Education Loan market assumptions use The College Board-Trends in Student Aid 2021 © 2021 trends and College Board-Trends in Student Aid 2021 © 2021 data. Other sources for these data points also exist publicly and may vary from our computed estimates. NCES, IPEDS, and College Board restate their data annually, which may cause previous reports to vary. We have also recalculated figures in our Company analysis to standardize all costs of attendance to dollars not adjusted for inflation. This has a minimal impact on historically-stated numbers.
5. Source: Survey conducted by Market Vision Research (https://www.mv-research.com/). Data collected between 1/20 and 1/27/2023.
6. Represents the higher credit score of the cosigner or the borrower.
7. Derivative Accounting: we provide non-GAAP "Core Earnings" because it is one of several measures management uses to evaluate management performance and allocate corporate resources. Non-GAAP "Core Earnings" exclude periodic unrealized gains and losses caused by the mark-to-fair value valuations on derivatives that do not qualify for hedge accounting treatment under GAAP but include current period accruals on the derivative instruments. Under GAAP, for our derivatives held to maturity, the cumulative net unrealized gain or loss over the life of the contract will equal $0. Management believes the Company's derivatives are effective economic hedges, and, as such, they are a critical element of the Company's interest rate risk management strategy. Our "Core Earnings" are not defined terms within GAAP and may not be comparable to similarly tilted measures reported by other companies. See page 31 for a reconciliation of GAAP and "Core Earnings."
8. 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.
9. We calculate and report our non-GAAP "Core Earnings" Return on Assets ("Core Earnings ROA") as the ratio of (a) non-GAAP "Core Earnings" net income (loss) numerator (annualized) to (b) the GAAP total average assets denominator.
10. 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.
11. We calculate and report our non-GAAP "Core Earnings" Return on Common Equity ("Core Earnings ROCE") as the ratio of (a) non-GAAP "Core Earnings" 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.
12. Non-GAAP "Core Earnings" tax rate is based on the effective tax rate at Sallie Mae Bank where the derivative instruments are held.
13. Originations represent loans that were funded or acquired during the period presented.
14. Source: https://research.collegeboard.org/trends/student-aid
15. Source: National Center for Education Statistics: https://nces.ed.gov/programs/digest/d22/tables/dt22_104.20.asp
16. Source: Federal Reserve Bank: https://www.newyorkfed.org/research/college-labor-market/college-labor-market_wages.html
17. Pool characteristics as of the Statistical Cutoff Date for the respective transaction.
18. 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.
19. Smart Option loans considered in 'P&I Repayment' only if borrowers are subject to full principal and interest payments on the loan.
20. Overcollateralization for Class A & B bonds.
21. Estimated based on a variety of assumptions concerning loan repayment behavior. Actual prepayment rate may vary significantly from estimates.
22. Source: U.S. Department of Education, Office of Federal Student Aid, https://studentaid.ed.gov/sa/types/loans.
23. Statistic considers portfolio Private Education Loans only and is annualized for the first six months of 2023.
24. Reference to The White House Fact sheet, located at https://www.whitehouse.gov/briefing-room/statements-releases/2023/06/30/fact-sheet-president-biden-announces-new-actions-to-provide-debt-relief-and-support-for-student-loan-borrowers/
25. Reference to the IDR Fact Sheet, located at https://www2.ed.gov/policy/highered/reg/hearulemaking/2021/idrfactsheetfinal.pdf
26. As provided by the Biden-Harris Administration and the U.S. Department of Education.
27. Reference to the Federal Student Aid information located here: https://studentaid.gov/manage-loans/lower-payments/get-temporary-relief