Earnings Presentation

1st Quarter 2025

CAUTIONARY NOTE AND DISCLAIMER REGARDING FORWARD-LOOKING STATEMENTS

The following information is current as of April 24, 2025 (unless otherwise noted) and should be read in connection with the press release of SLM Corporation announcing its financial results for the quarter ended March 31, 2025, furnished to the Securities and Exchange Commission ("SEC") on April 24, 2025, 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 (as hereinafter defined) 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 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 new 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, business, and legislative/regulatory impact of pandemics, other public health crises, 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 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.

1st Quarter 2025 Highlights

Balance Sheet & Capital Allocation

$2.8B
Private Education Loan Originations[1] in Q1 2025 as compared to $2.6B in the year-ago quarter.

7.3%
Private Education Loan Originations[1] growth in Q1 2025, compared to Q1 2024.

$0.13
Common stock dividend per share paid in Q1 2025.

60%
Return on Common Equity[4] for Q1 2025.

12.9%
Total risk-based capital ratio; CET1 capital ratio of 11.6%.

1.0M
Shares repurchased in Q1 2025 under the 2024 share repurchase program at an avg. price of $29.65 per share; $372 million of capacity left under repurchase program authorization as of March 31, 2025.

Income Statement & Earnings Summary

$301M
GAAP Net Income attributable to common stock in Q1 2025.

$1.40
Q1 2025 GAAP diluted earnings per common share.

5.27%
Net interest margin for Q1 2025; a decrease of 22 basis points from Q1 2024.

$188M
Gain on sale of loans in Q1 2025; increase of $45M from Q1 2024.

$155M
Total non-interest expenses in Q1 2025, as compared to $162M total non-interest expenses in the year-ago quarter.

Additional Key Performance Metrics

Loan Sales

$2.0B

Private Education Loans, including $1.84 billion of principal and $163 million in capitalized interest, sold to an unaffiliated third party in Q1 2025.

Funding & Liquidity

Deposit portfolio balances at the end of Q1 2025 were 4% lower than at the end of Q1 2024; Q1 2025 mix of brokered vs. retail and other was approximately 43% and 57%, respectively.

3%

Uninsured deposits as a percentage of total deposits as of 3/31/2025.

$67M

Unrealized losses on marketable securities portfolio as of 3/31/2025.

26 bps

Approximate regulatory capital charge that could have resulted at 3/31/25 if losses were realized.

Credit Performance

$23M

Q1 2025 provision for credit losses; an increase from Q1 2024 largely due to increase in loan commitments, net of expired commitments, offset by $116M release of provision from loan sale.

3.6%

Percentage of Private Education Loans delinquent 30+ days as of 3/31/2025.

$76M

Private Education Loan net charge-offs for Q1 2025; 1.9% of average loans in repayment (annualized), compared with 2.1% in Q1 2024.

1.9%

Percentage of Private Education Loans in an extended grace period for Q1 2025[8]; **0.9%** of Private Education Loans in hardship and other forbearance[9] in Q1 2025.

80%+

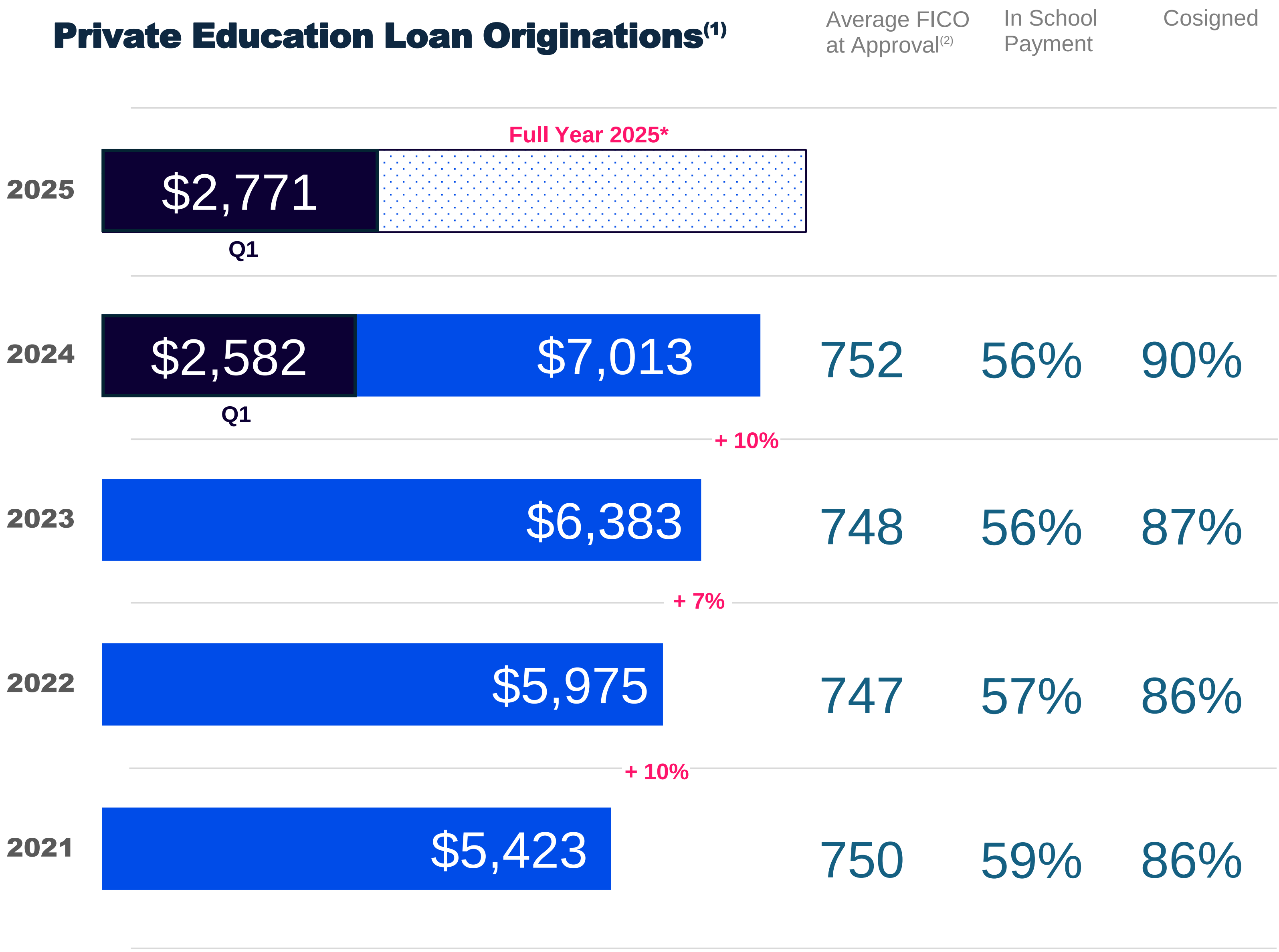
Percentage of borrowers with Modified Loans, since inception of the current loan modification programs, that successfully made their first three payments at the modified rate.

Private Education Loan Trends

- First quarter 2025 originations at approximately $2.77 billion, 7% higher than the year-ago quarter.
- Cosigned rate for applications was up 1.4% from the year-ago quarter, in addition to Application FICOs increasing 2 points from the year-ago quarter.

Q1 2025	753 Average FICO at Approval(2)	56% In School Payment	93% Cosigned
Q1 2024	748 Average FICO at Approval(2)	55% In School Payment	91% Cosigned

Private Education Loan Originations(1)



* The shaded block representing full year 2025 originations is a projected estimate. These estimates and related comments constitute forward-looking statements and are based on performance during the first three months of 2025 and management's current expectations and beliefs. There can be no guarantee as to whether and to what extent these estimates 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. 2 for more information.

Quarterly Financial Highlights

	Q1 2025	Q4 2024	Q1 2024
Income Statement ($ Millions)	$	$	$
Total interest income	656	661	$664
Total interest expense	281	299	277
Net Interest Income	375	362	387
Less: provisions for credit losses	23	108	12
Total non-interest income	206	28	174
Total non-interest expenses	155	150	162
Income tax expense	99	21	97
Net Income	305	112	290
Preferred stock dividends	4	4	5
Net income attributable to common stock	301	107	285
Ending Balances ($ Millions)			
Private Education Loans held for investment, net	21,091	20,902	$19,688
FFELP Loans held for investment, net	-	-	513
Deposits	20,073	21,069	20,903
Brokered	8,689	9,476	10,289
Retail and other	11,384	11,593	10,614

	Q1 2025	Q4 2024	Q1 2024
Key Performance Metrics ($ in millions)			
Net Interest Margin	5.27%	4.92%	5.49%
Yield—Total Interest-earning assets	9.22%	8.98%	9.41%
Private Education Loans	10.59%	10.54%	11.01%
Cost of Funds	4.23%	4.31%	4.18%
Return on Assets (“ROA”)[(3)]	4.2%	1.5%	4.1%
Return on Common Equity (“ROCE”)[(4)]	60.1%	22.5%	65.6%
Private Education Loan Sales	$2,003	$-	$2,103
Per Common Share			
GAAP diluted earnings (loss) per common share	$1.40	$0.50	$1.27
Average common and common equivalent shares outstanding (millions)	215	215	224

Credit Performance(5)(6)(7)

Private Education Loans Held for Investment

($ Thousands)	Quarters Ended					
	MAR 31, 2025		DEC 31, 2024		MAR 31, 2024	
	Balance	%	Balance	%	Balance	%
Loans in repayment and percentage of each status:						
Loans current	$ 15,333,672	96.4%	$ 15,513,333	96.3%	$ 14,451,606	96.6%
Loans delinquent 30-59 days	$ 276,279	1.7%	$ 310,748	1.9%	$ 240,035	1.6%
Loans delinquent 60-89 days	$ 152,612	1.0%	$ 140,735	0.9%	$ 133,921	0.9%
Loans 90 days or greater past due	$ 141,234	0.9%	$ 141,935	0.9%	$ 136,130	0.9%
Total private education loans in repayment	$ 15,903,797	100.0%	$ 16,106,751	100.0%	$ 14,961,692	100.0%
Delinquencies as % of loans in repayment		3.6%		3.7%		3.4%
Loans in forbearance	$ 464,601		$ 405,430		$ 387,957	
Percentage of loans in forbearance:						
Percentage of loans in an extended grace period(8)		1.9%		1.6%		1.5%
Percentage of loans in hardship and other forbearances(9)		0.9%		0.9%		1.0%
Total Allowance % of Private Education Loan Exposure*		5.97%		5.83%		5.99%
Net charge-offs as a % of average loans in repayment (annualized)		1.88%		2.38%		2.14%

** Total Allowance % of Private Education Loan Exposure 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.*

Allowance for Credit Losses

Consolidated Statements of Income – Provision for Credit Losses Reconciliation

($ THOUSANDS)		Quarter Ended March 31, 2025
Private Education Loan provision for credit losses:		
Provision for loan losses	$	(21,170)
Provision for unfunded loan commitments		44,456
Provisions for credit losses reported in consolidated statements of income	$	23,286

Factors affecting the Provision for Credit Losses 1st Quarter 2025

- Provision for credit losses was impacted largely by both new loan commitments and the $116M release of provision from loan sale.
- Total Allowance % of Private Education Loan Exposure was stable at 5.97%, compared to 5.99% at the end of Q1 2024.

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 - $675 Million** Non-Interest Expenses

* 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. 2 for more information.

Footnotes

1. Originations represent loans that were funded or acquired during the period presented.
2. Represents the higher credit score of the cosigner or the borrower.
3. 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.
4. 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.
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 loans in the “loans in forbearance” metric).
6. 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.
7. The period of delinquency is based on the number of days scheduled payments are contractually past due.
8. 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.
9. 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.