Earnings Presentation

2nd Quarter 2024

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CAUTIONARY NOTE AND DISCLAIMER REGARDING FORWARD LOOKING STATEMENTS

The following information is current as of July 24, 2024 (unless otherwise noted) and should be read in connection with the press release of SLM Corporation announcing its financial results for the quarter ended June 30, 2024, the Form 10-Q for the quarter ended June 30, 2024 filed with the Securities and Exchange Commission ("SEC") on July 24, 2024, 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; statements regarding future developments surrounding COVID-19 or any other pandemic, including, without limitation, statements regarding the potential impact of any such 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 our common stock in the future, subject to the approval of our Board of Directors; the Company's 2024 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; 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 or regulations; 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; 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; 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 and 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.

2nd Quarter 2024 Highlights

Balance Sheet & Capital Allocation

$691M
Private Education Loan Originations in Q2 2024 as compared to $651 million in the year-ago quarter; 6% growth year-over-year.

$1.6B
Sale of Private Education Loans in Q2 2024.

$0.11
Common stock dividend paid in Q2 2024.

51%
Return on Common Equity[4] for quarter ended June 30, 2024.

14.7%
Total risk-based capital ratio; CET1 capital ratio of 13.4%.

2.9M
Shares repurchased in Q2 2024 under the 2024 share repurchase program at an avg. price of $21.17 per share; $562 million of capacity left under repurchase program authorization as of June 30, 2024.

Income Statement & Earnings Summary

$247M
GAAP Net Income attributable to common stock in Q2 2024.

$1.11
Q2 2024 GAAP diluted earnings per common share.

5.36%
Net interest margin for Q2 2024; down from 5.52% in Q2 2023.

$112M
Gain on sale of loans in Q2 2024; coupled with related allowance release of $103 million results in $0.72 of diluted earnings per common share.

$157M
Total operating expenses in Q2 2024, as compared to $154M in the year-ago quarter.

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Additional Key Performance Metrics

Loan Sales

$1.6B

Private Education Loans, including $1.47 billion of principal and $123 million in capitalized interest, sold to an unaffiliated third party in Q2 2024.

Funding & Liquidity

Deposit portfolio balances at the end of Q2 2024 were 1% lower than at the end of Q1 2024; Q2 2024 mix of brokered vs. retail and other was approximately 48% and 52%, respectively.

2%

Uninsured deposits as a percentage of total deposits as of 6/30/2024.

$129M

Unrealized losses on marketable securities portfolio as of 6/30/2024.

40 bps

Approximate regulatory capital charge that would result if losses were realized.

Credit Performance

$17M

Q2 2024 provision for credit losses; decrease from Q2 2023 was attributable to $103M release of provision from loan sale in Q2 2024 and improvements in the economic outlook, which were offset by originations.

3.3%

Percentage of Private Education Loans delinquent 30+ days for Q2 2024; **2.80%** when excluding loans in a loan modification qualifying period.[9]

1.0%

Percentage of Private Education Loans in an extended grace period for Q2 2024[10]; **0.8%** of Private Education Loans in hardship and other forbearance in Q2 2024.

$80M

Private Education Loan net charge-offs for Q2 2024; 2.2% of average loans in repayment (annualized), compared with 2.7% in Q2 2023.

- Enhanced loss mitigation programs proving to be a useful tool in helping our borrowers establish positive payment habits.
- Observing continued improvement in our roll to default rates as well as positive performance trends in our late-stage delinquency buckets.

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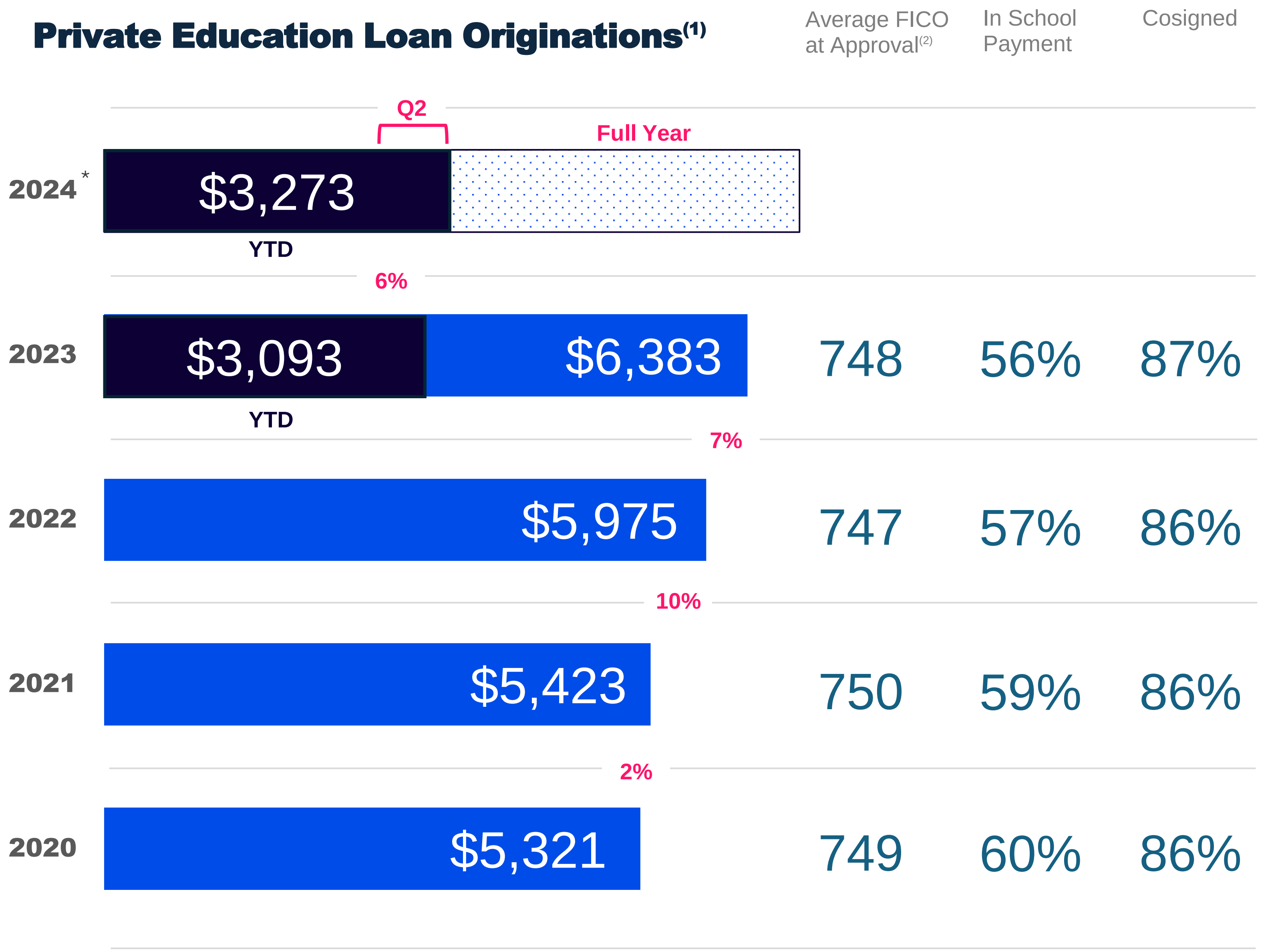
Private Education Loan Trends

- Second quarter 2024 originations at approximately $691 million, 6% higher than the year-ago quarter.
- Origination volume for underclassmen continues to increase. Origination volume in the first six months of 2024 was 7% higher than the first six months of 2023 for this group.

Q2 2024	752 Average FICO at Approval(2)	54% In School Payment	80% Cosigned
Q2 2023	747 Average FICO at Approval(2)	53% In School Payment	76% Cosigned

Private Education Loan Originations(1)



* The shaded block representing full year 2024 originations is a projected estimate. These estimates and related comments constitute forward-looking statements and are based on performance during the first six months of 2024 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

	Q2 2024	Q1 2024	Q2 2023
Income Statement ($ Millions)			
Total interest income	$641	$664	$634
Total interest expense	269	277	247
Net Interest Income	372	387	387
Less: provisions for credit losses	17	12	18
Total non-interest income	142	174	144
Total non-interest expenses	159	162	156
Income tax expense	87	97	92
Net Income	$252	$290	$265
Preferred stock dividends	5	5	4
Net income attributable to common stock	247	285	261
Ending Balances ($ Millions)			
Private Education Loans held for investment, net	$18,433	$19,688	$18,649
FFELP Loans held for investment, net	483	513	571
Deposits	$20,744	$20,903	$20,361
Brokered	10,033	10,289	8,720
Retail and other	10,711	10,614	11,641

	Q2 2024	Q1 2024	Q2 2023
Key Performance Metrics			
Net Interest Margin	5.36%	5.49%	5.52%
Yield—Total Interest-earning assets	9.25%	9.41%	9.05%
Private Education Loans	10.91%	11.01%	10.79%
Cost of Funds	4.16%	4.18%	3.75%
Return on Assets (“ROA”)[3]	3.6%	4.1%	3.7%
Return on Common Equity (“ROCE”)[4]	50.6%	65.6%	65.2%
Private Education Loan Sales	$1,590	$2,100	$2,100
Per Common Share			
GAAP diluted earnings per common share	$1.11	$1.27	$1.10
Average common and common equivalent shares outstanding (millions)	222	224	238

Credit Performance(5)(6)(7)(8)

Private Education Loans Held for Investment

($ Thousands)	JUN 30, 2024		MAR 31, 2024		JUN 30, 2023	
	Balance	%	Balance	%	Balance	%
Loans in repayment and percentage of each status:						
Loans current	$ 13,756,538	96.7%	$ 14,451,606	96.6%	$ 14,113,105	96.3%
Loans delinquent 30-59 days	$ 224,445	1.5%	$ 240,035	1.6%	$ 264,665	1.8%
Loans delinquent 60-89 days	$ 125,384	0.9%	$ 133,921	0.9%	$ 138,233	1.0%
Loans 90 days or greater past due	$ 125,214	0.9%	$ 136,130	0.9%	$ 136,524	0.9%
Total private education loans in repayment	$ 14,231,581	100.0%	$ 14,961,692	100.0%	$ 14,652,527	100.0%
Delinquencies as % of loans in repayment		3.3%		3.4%		3.7%
Delinquencies excluding those loans within a loan modification qualifying period, as a % of loans in repayment(9)		2.8%		2.7%		3.3%
Loans in forbearance	$ 259,192		$ 387,957		$ 183,980	
Percentage of loans in forbearance:						
Percentage of loans in an extended grace period(10)		1.0%		1.5%		1.0%
Percentage of loans in hardship and other circumstances(11)		0.8%		1.0%		0.2%
Allowance as a % of the ending loans in repayment and accrued interest to be capitalized on loans in repayment		8.62%		8.70%		9.03%
Net charge-offs as a % of average loans in repayment (annualized)		2.19%		2.14%		2.69%

Allowance for Credit Losses

Consolidated Statements of Income – Provision for Credit Losses Reconciliation

($ THOUSANDS)	Quarter Ended June 30, 2024 BALANCE	
Private Education Loan provision for credit losses:		
Provision for loan losses	$	(29,889)
Provision for unfunded loan commitments		47,160
Total Private Education Loan provisions for credit losses	$	17,271
Other Impacts to the provision for credit losses:		
FFELP Loans	$	(441)
Provisions for credit losses reported in consolidated statements of income	$	16,830

Factors affecting the Provision for Credit Losses 2nd Quarter 2024

- Sale of $1.6 billion of Private Education loans in the quarter released $103 million in allowance and resulted in an overall reduction to provision for the period.
- Provision was also impacted by improvements in the economic outlook as well as originations in the period.

2024 Guidance*

For the full year 2024, the Company expects:

$2.70 - $2.80

GAAP Diluted Earnings Per Common Share

7% - 8%

Private Education Loan Originations Year-over-Year Growth

$325 - $345 million, or **2.1% - 2.3%**(12)

Total Loan Portfolio Net Charge-Offs

$635 - $655 million

Non-Interest Expenses

* The 2024 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.

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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 Private Education Loans on 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. For Private Education Loans on 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, 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. Accrued interest to be capitalized on loans in repayment includes interest on loans that are in repayment but have not yet entered full principal and interest repayment status after any applicable grace period (but, for purposes of the table, does not include interest on those loans while they are in forbearance).
9. This metric excludes loans in a loan modification qualifying period. When giving a customer facing financial difficulty an interest rate reduction under our programs, we evaluate their ability to pay and provide customized repayment terms based upon their financial condition. As part of demonstrating the ability and willingness to pay, the customer must make three consecutive monthly payments at the reduced payment to qualify for the program. After successfully completing the qualifying period (if eligible), borrowers will have their interest rate reduced, term extended and, if re-age eligible, be brought current, consistent with established loan program servicing policies and procedures.
10. We calculate the percentage of loans in an extended grace period forbearance 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.
11. 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.
12. Net charge-offs as a percentage of average loans in repayment.