



The MeasureOne Private Student Loan Report

December 20, 2018 | Reporting as of end-September 2018

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EXECUTIVE SUMMARY

Introduction

The eleventh edition of the MeasureOne Private Student Loan Report provides data and analytics on US private student lending, including repayment and delinquency trends, as well as loan performance activity among borrowers and lenders. Overall, the report shows that students and families are responsibly using private student loans to cover college costs; including close to 98% of loans successfully being repaid. MeasureOne data also shows growth in private student loan originations with delinquencies and defaults stable at long-term lows. Research in this report reflects data as of end-Q3 2018 for private student loans and does not include federal student loan data. Apart from page 7 on overall market sizing, the report does not include consolidation, refinance and parent loans.

Key Research Findings as of Q3 2018

The latest Q3 2018 private student loan report highlights two more quarters of consistently strong loan repayment performance and portfolio attributes that bear out the continuing health and stability of the sector. At the end of Q3 2018, late-stage delinquencies and gross charge-offs are still at long-term lows; 1.75% and 2.19%, respectively. Forbearance utilization has fallen year-over-year to 2.39% at the end of Q3 2018. Private student loan originations grew 11.23% year-over-year in Q3 2018 and indicators continued to point to high asset quality with 90% of loans being cosigned and almost 100% of loans school certified. Portfolio health as measured by loans in repayment is strong with over 74% of the balance in repayment.

Background

The eleventh edition of this semi-annual report includes continuous contributions from the MeasureOne Private Student Loan Consortium, a data cooperative of the six largest student loan lenders and holders: Citizens Bank, N.A., Discover Bank, Navient, PNC Bank, N.A., Sallie Mae Bank and Wells Fargo Bank, N.A. The report also contains more performance data than ever before; including data from new student lenders, credit unions, non-profit state agencies, and contributors' newly acquired private student loan portfolios. In addition to the original six Consortium members, the Q3 2018 report includes the following eleven contributors: College Ave Student Loans, Navy Federal Credit Union and nine members from the Education Finance Council, recognized on page 28.

In total, these 17 data contributors represent 62.14% of the private student loans outstanding in the U.S. Overall, private student loans are estimated to be 7.63% (\$119.31 B) of the total student loans outstanding. The remaining 92.37% (\$1,444.29 B) of the \$1.56 T in total student loans are federal loans.

(continued)

EXECUTIVE SUMMARY

(continued)

Performance Metrics (as of end Q3 2018)

- The **Early-stage Delinquency rate** (30-89 days past due) is **2.73% of loans in repayment**.
 - At end-Q3 2018, it is 33.32% lower compared to five years ago.
 - For **undergraduate** loans, it is 2.85% at end-Q3 2018, compared to the all-time peak rate of 8.64% at end-Q4 2008[#].
 - For **graduate** loans, it is 1.78% at end-Q3 2018, compared to the all-time peak rate of 3.97% at end-Q4 2009[#].
- The **Late-stage Delinquency rate** (90 days or more past due) is **1.75% of loans in repayment**.
 - At end-Q3 2018, it is 44.90% lower compared to five years ago.
 - For **undergraduate** loans, it is 1.84% at end-Q3 2018, compared to the all-time peak rate of 7.28% at end-Q2 2009[#].
 - For **graduate** loans, it is 1.02% at end-Q3 2018, compared to the all-time peak rate of 2.71% at end-Q1 2010[#].
- **Annualized Gross Charge-off rate** is **2.19% of loans in repayment**.
 - 32.52% lower compared to five years ago, when charge-off rate was 3.25%.
- At end-Q3 2018 loans in **Repayment** were **74.19%** of Total Outstanding loan balance, loans in **Deferment** were **18.01%**, loans in **Forbearance** were **2.39%**; and loans in **Grace** were **5.41%**.

Portfolio Metrics

- The **Total Outstanding** balance for private student loan participants of this report was **\$66.28 B** as of end-Q3 2018.
 - Undergraduate loans are 88.50% of outstanding balance, while graduate loans accounted for 11.50% .
- Private student **loan originations** in AY 2017/18 and AYTD 2018/19 (Q3 2018 only) were **\$8.56 B** and **\$3.65 B** respectively. Of this total, undergraduate loans account for 87.85% and 89.80% respectively.
- **91.62% and 92.45% of newly originated undergraduate** private student loans had a **cosigner** in AY 2017/18 and AYTD 2018/19 respectively, compared to AY 2008/09 when it was 74.39%. The corresponding shares for **graduate loans in AY 2017/18 and AYTD 2018/19** was **61.02% and 63.38% respectively**.

[#] Graduate-Undergraduate split for delinquency growth is calculated for those lenders that provide grad-undergrad data.

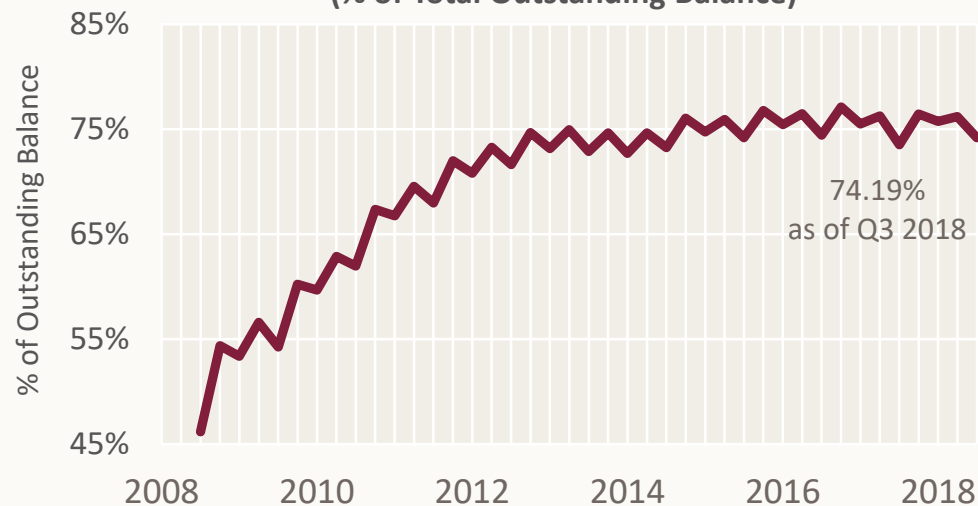
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EXECUTIVE SUMMARY

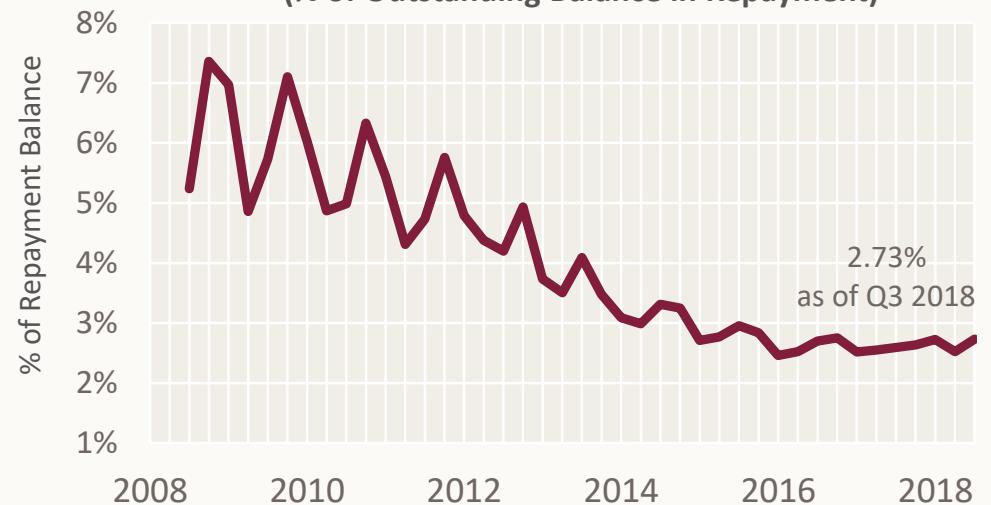
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Key metrics measuring performance of private student loans - such as percentage of loans in repayment, delinquency rates and charge-off rates - show long-term improvement over the last nine years since the economic recession.

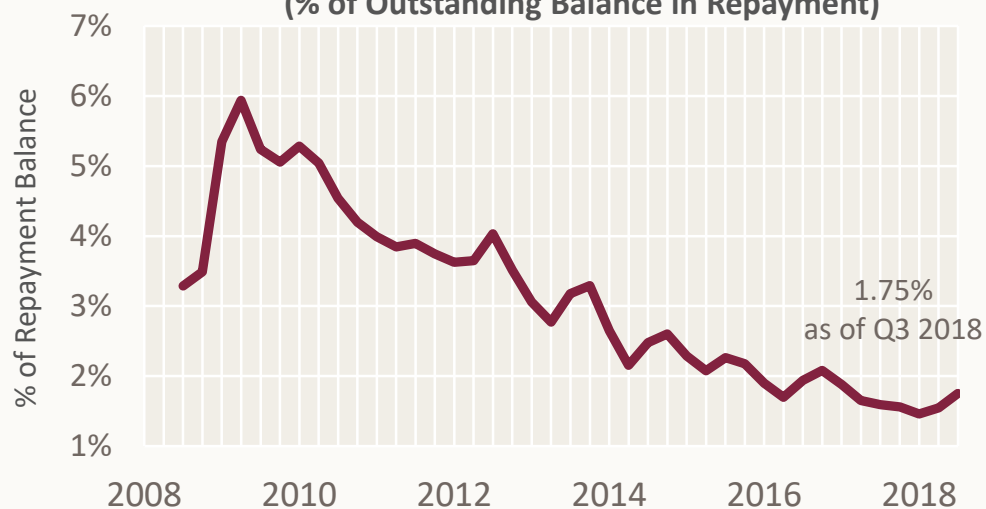
Repayment
(% of Total Outstanding Balance)



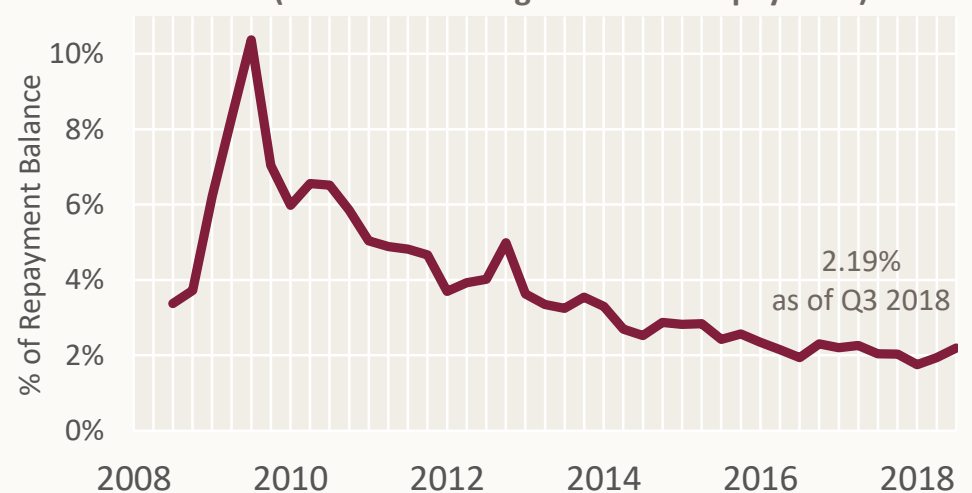
Early Stage Delinquencies (30-89 days past due)
(% of Outstanding Balance in Repayment)



Late Stage Delinquencies (90+ days past due)
(% of Outstanding Balance in Repayment)



Annualized Gross Charge Off Rates
(% of Outstanding Balance in Repayment)



KEY PERFORMANCE AND PORTFOLIO METRICS

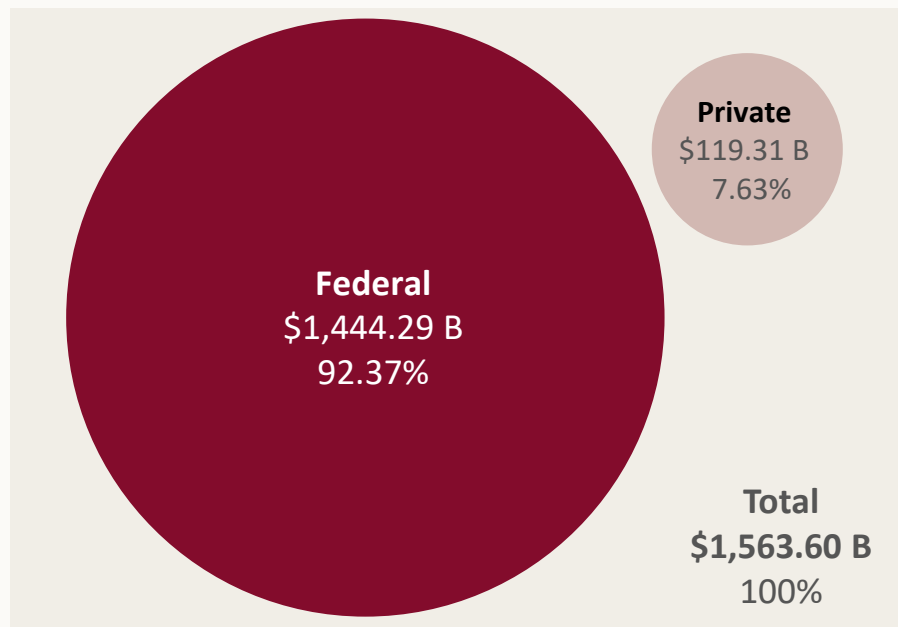
		Current Year	5 Years Ago	5-Year % Change
	Reporting Quarter	As of end-Q32018	As of end-Q32013	As of end-Q32018
Performance Metrics	Early-stage Delinquency Rate, 30-89 Days Past Due (% of Repayment Balance)	2.73%	4.09%	-33.32%
	Late-stage Delinquency Rate, 90+ Days Past Due (% of Repayment Balance)	1.75%	3.18%	-44.90%
	Annualized Gross Charge-off Rate (% of Repayment Balance)	2.19%	3.25%	-32.52%
	Forbearance (% of Total Outstanding Balance)	2.39%	2.25%	+5.85%
Portfolio Metrics	Grace (% of Total Outstanding Balance)	5.41%	4.84%	+11.82%
	Deferment (% of Total Outstanding Balance)	18.01%	20.03%	-10.06%
	Repayment (% of Total Outstanding Balance)	74.19%	72.88%	1.80%
	Undergraduate (% of Total Outstanding Balance)	88.50%	85.00%	+ 4.11%
	Graduate (% of Outstanding Balance)	11.50%	15.00%	-23.29%
	Outstanding Balance	\$66.28 B	\$61.40 B	+ 7.95%*

*Note that +7.95% YoY growth is calculated on the outstanding balance of the lenders participating in the MeasureOne PSL report and in this issue it is being driven by loan purchases from outside. Adjusting for loan purchases, the YoY growth would be around -0.20%

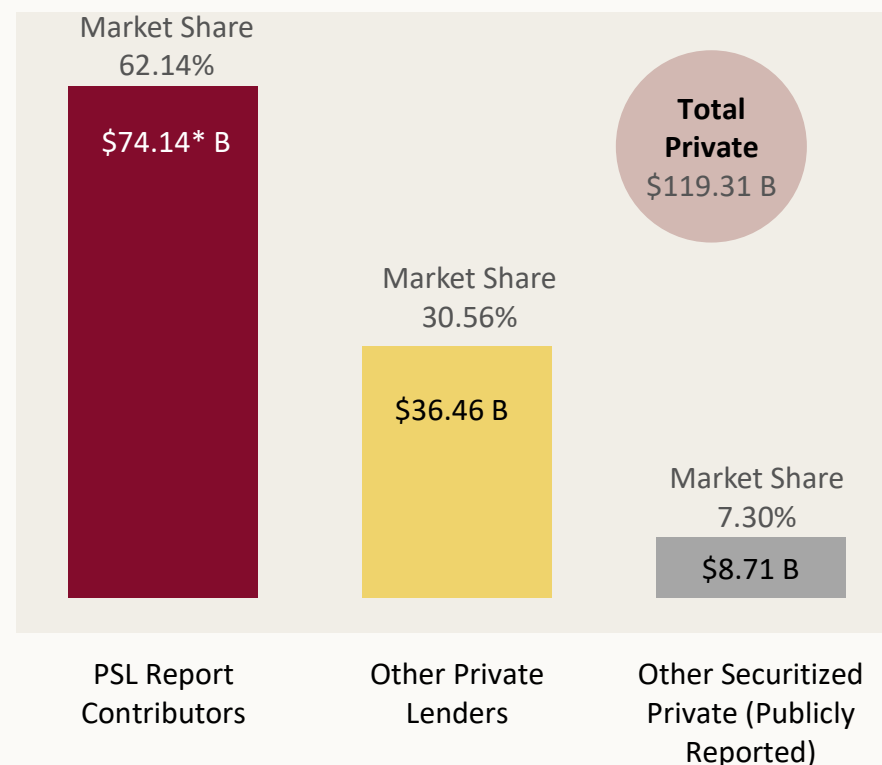
THE STUDENT LOAN MARKET: OUTSTANDING BALANCES*

The private student loan market is estimated at 7.63% of the \$1.56 T student loan market as of end-Q3 2018.

Total Student Loan Market Outstanding Balance (\$ B)



Private Student Loans Outstanding Balance (\$ B)



Sources:

Total Student Loan Market Balance : <https://www.federalreserve.gov/releases/g19/current/default.htm>.

Outstanding federal loans as of September 30, 2018

PSL Report Contributors includes the lenders/holders participating in this report.

Other Securitized Private Loans: MeasureOne standardized student loan securities data using publicly available remittance reports, which includes data from Access Group, First Marblehead, Key Corp, and other non-profit issuers. It does not include data from the participants in the report.

Other Private Lenders: MeasureOne Survey that includes data from banks, credit unions, and student loan refinance companies.

Note: This report does not cover loans made by institutions of higher education.

The student loan market is comprised of two major components: the federal student loan market and the private student loan market.

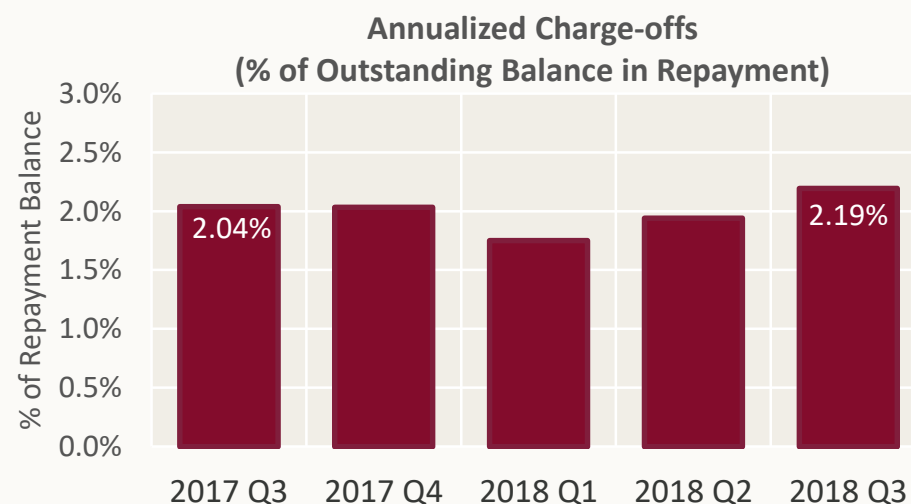
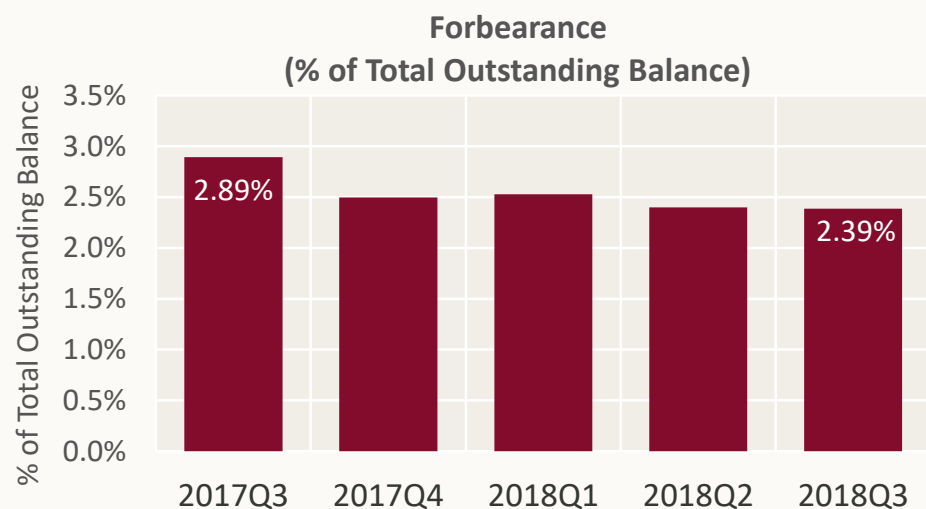
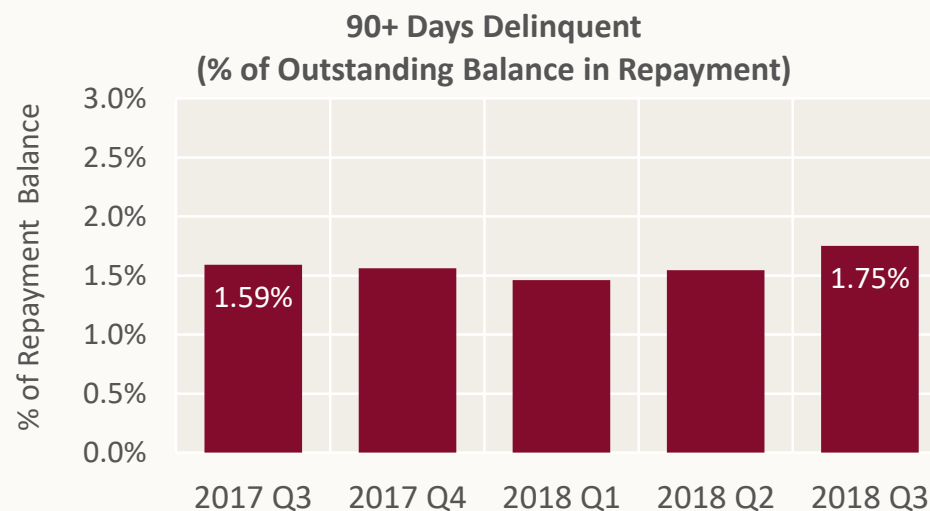
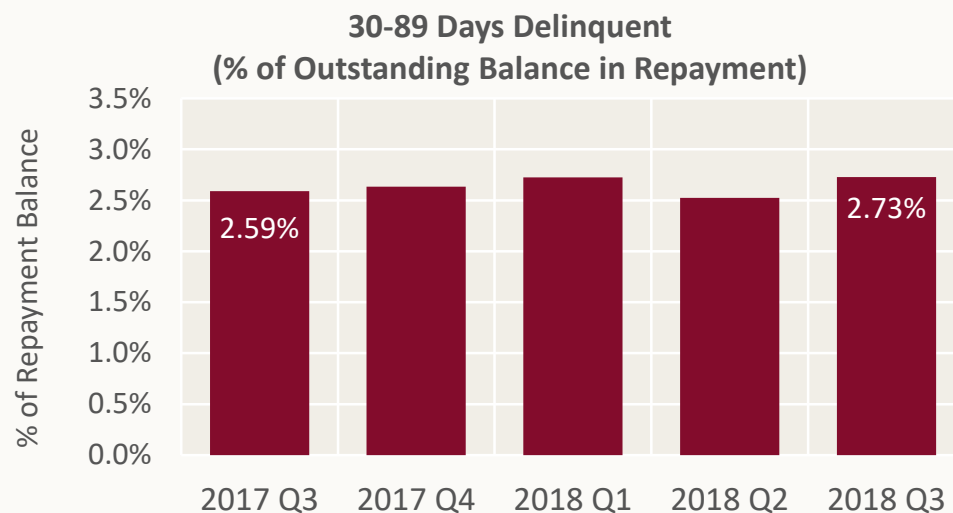
The outstanding balance for the **private student loan market is estimated to be \$119.31 B, or 7.63% of the \$1.56 T** in outstanding balances for the entire student loan market. The share of private student loans dipped from 7.75% at the end of Q1 2018 as the outstanding balance of the federal portfolio grew more during this period than that of the private portfolio.

The participants in this report represent an estimated 62.14% of the entire private student loan market outstandings.

* Outstanding balances in this chart include consolidation, refinance and parent loans.

KEY PERFORMANCE METRICS (RECENT QUARTERS)

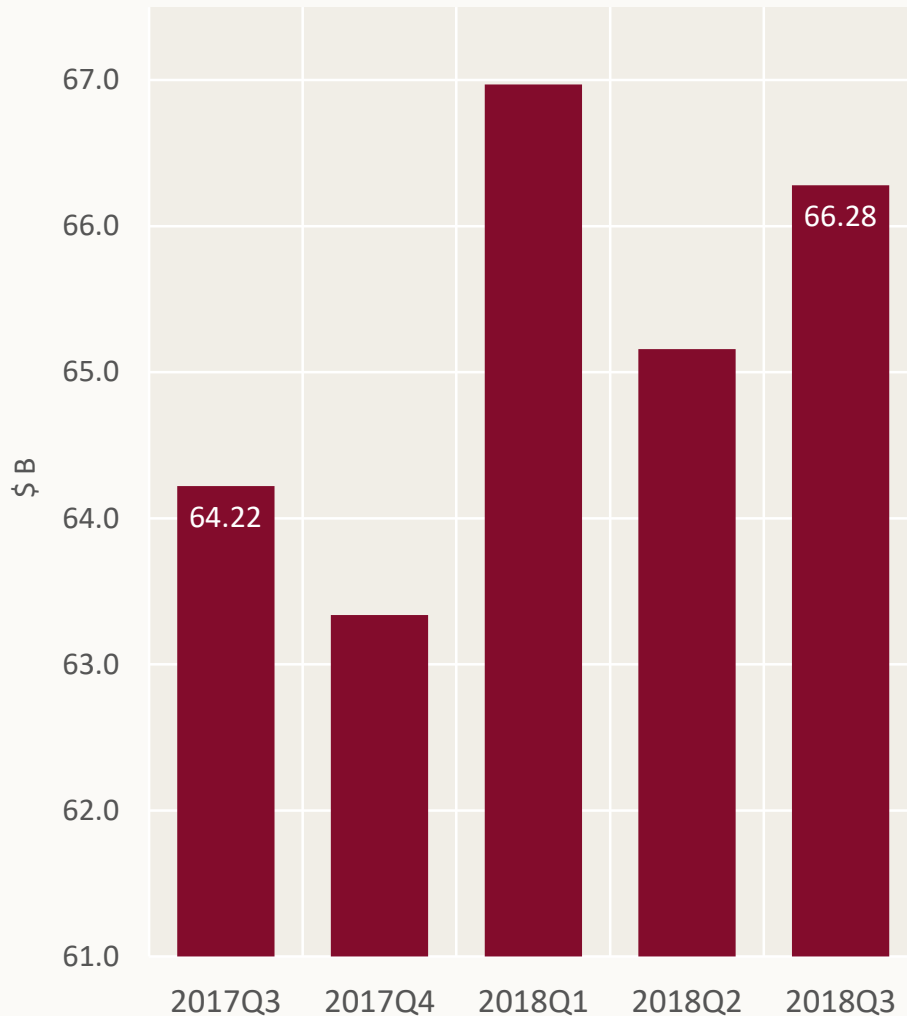
- At end-Q3 2018, 30-89 and 90+ day delinquencies were 2.73% and 1.75% of repayment balance, compared to 2.59% and 1.59%, respectively, a year ago.
- Forbearance utilization at end-Q3 2018 was 2.39% of total outstanding balance, compared to 2.89% a year ago.
- Annualized Gross Charge-offs at end-Q3 2018 were 2.19% of repayment balance compared to 2.04% a year ago.
- Quarter-to-quarter variations in some metrics reflect seasonality in the student loan market.



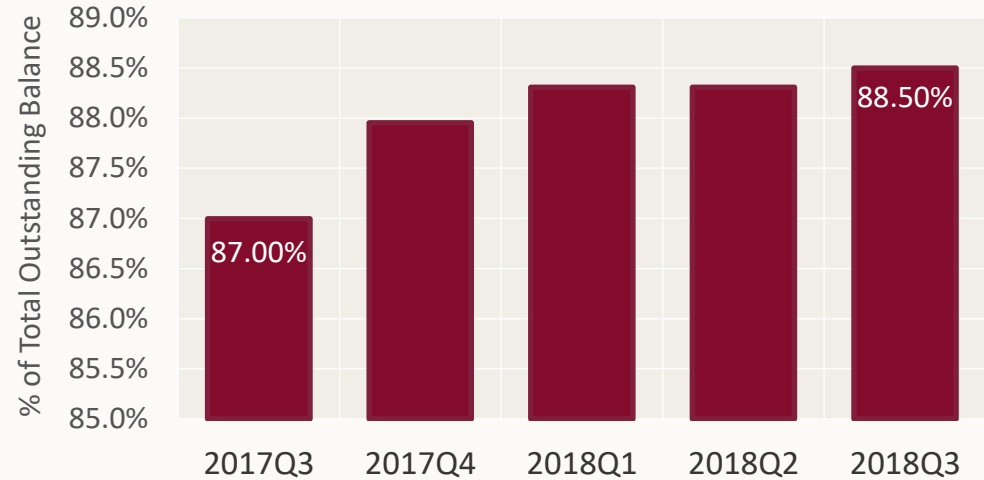
PORTFOLIO BY PROGRAM TYPE (RECENT QUARTERS)

- Total private student loan volume increased 3.21% YoY to \$66.28 B, driven in part by loan purchases from outside participants during the year. Without the loan purchases, outstanding balance growth is estimated at -0.20% YoY.
- Undergraduate loans are 88.50% of outstanding balance, the other 11.50% are graduate loans
- Share of undergraduate loans in outstanding balance increased while that of graduate loans fell in Q3 2018 compared to Q3 last year.

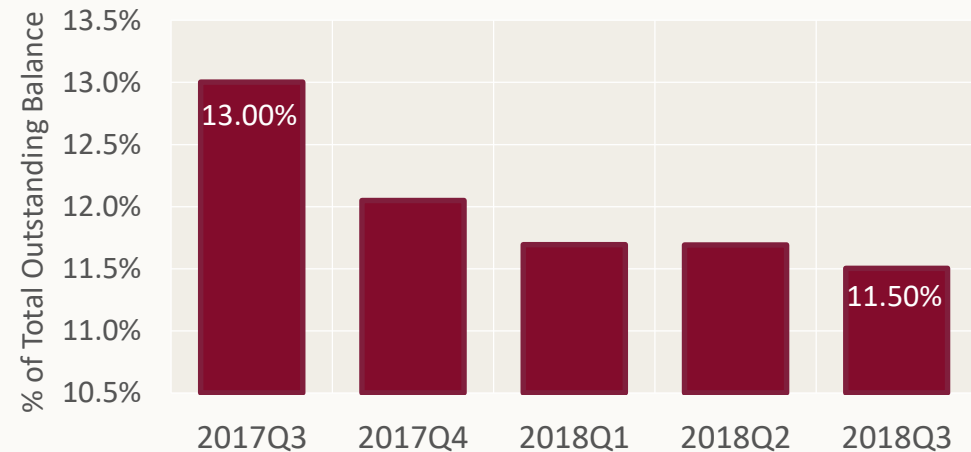
Total Outstanding Balance (\$ B)



Undergraduate (% of Total Outstanding Balance)



Graduate (% of Total Outstanding Balance)

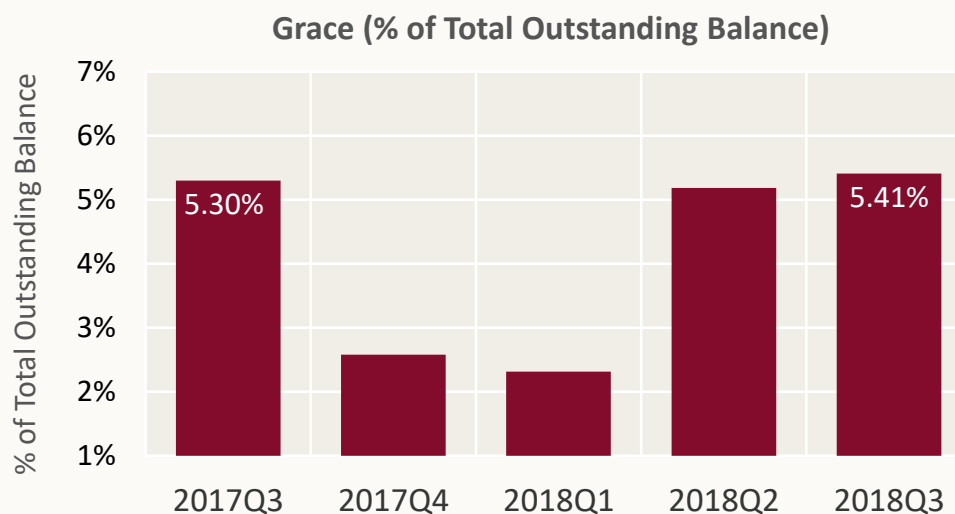
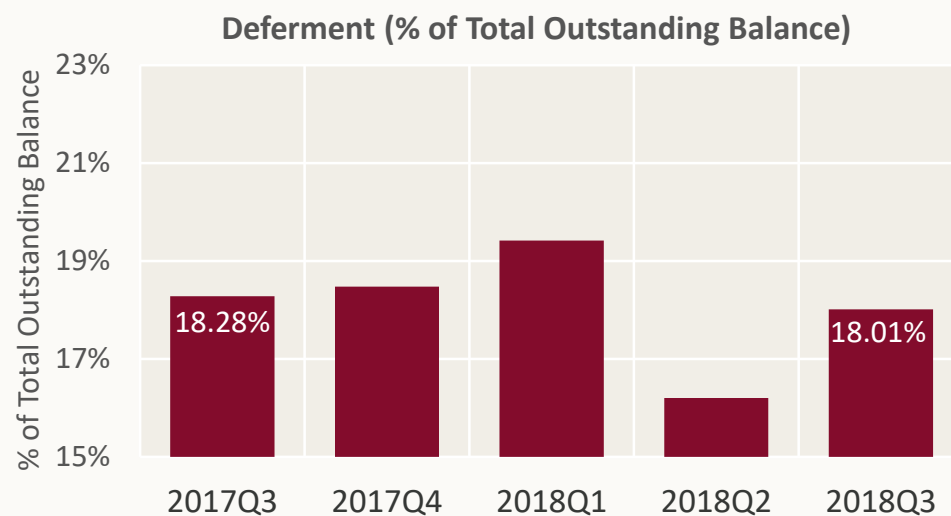
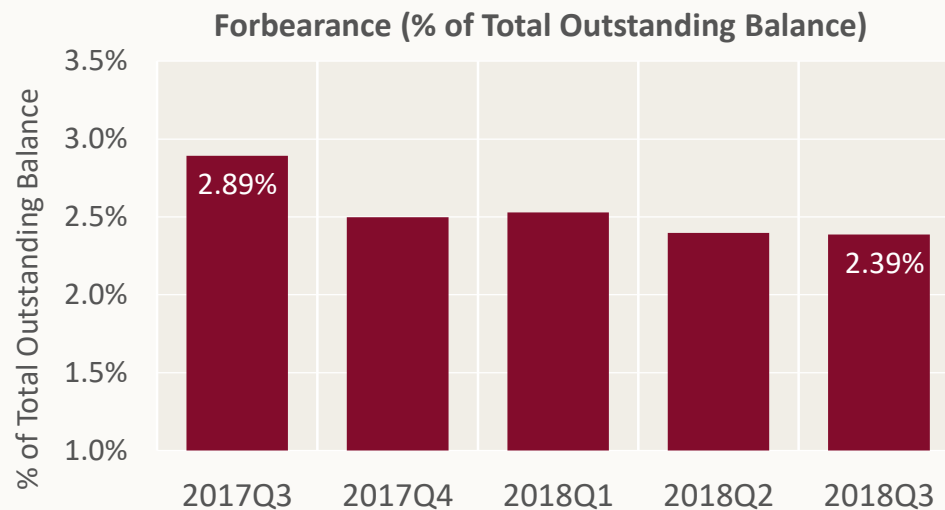
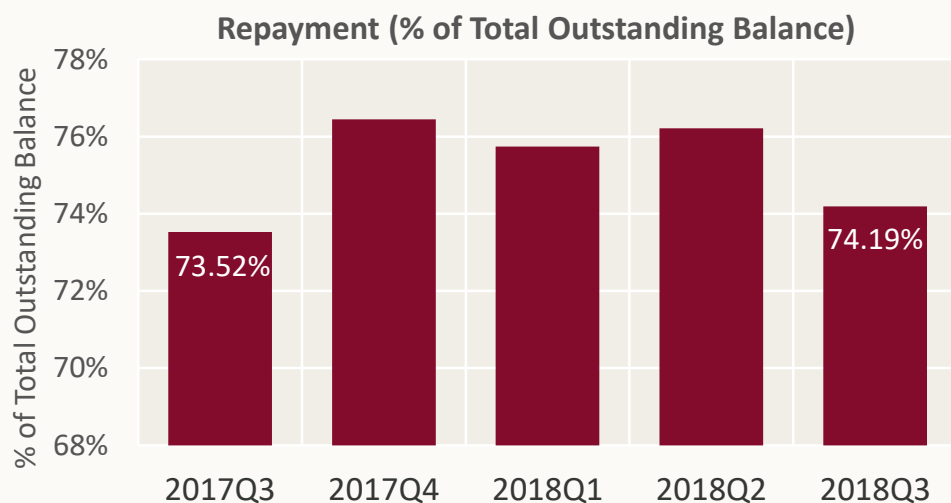


PORTFOLIO BY LOAN STATUS (RECENT QUARTERS)

Share of loans in repayment at end-Q3 2018 was 74.19% of outstanding balance compared to 73.52% at end-Q3 2017 (0.91% YoY growth).

The share of loans utilizing Forbearance was 2.39% of outstanding balance, lower than 2.89% in Q3 2017.

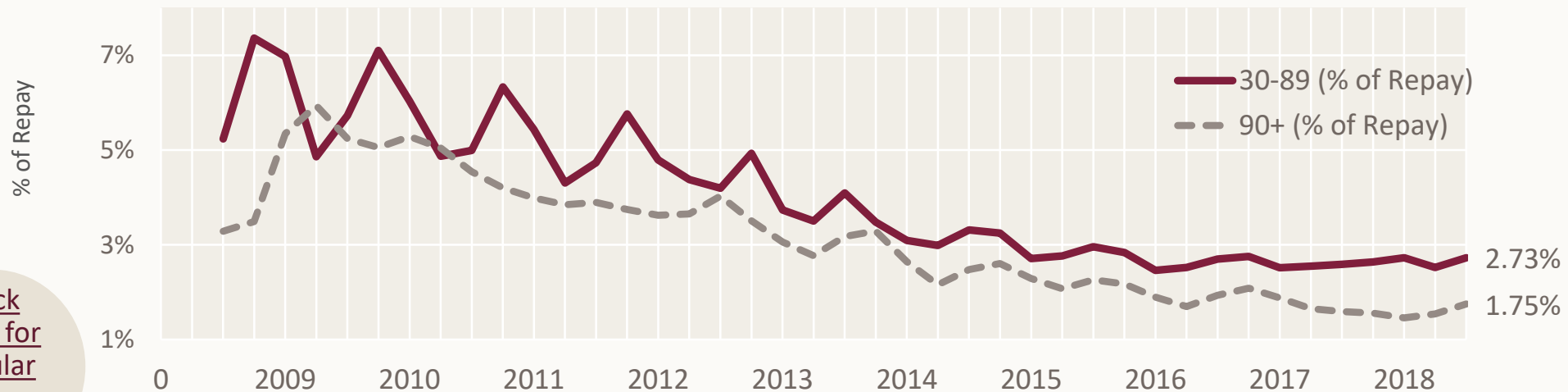
The combined share of loans in interim statuses (Deferments and Grace) was 23.42% of outstanding balance, slightly lower than the 23.58% recorded in Q3 2017.



HISTORICAL DELINQUENCY TRENDS (AS A PERCENTAGE OF REPAYMENT)

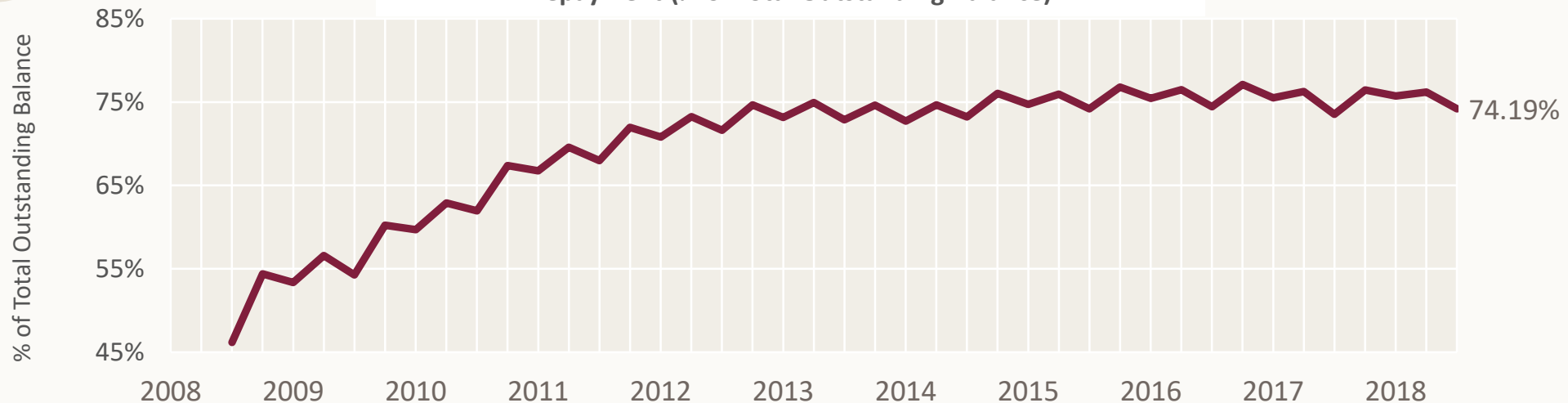
- Both early and late stage delinquencies have fallen since 2008 and stabilized at historically low levels since 2015.
- Early-stage delinquencies** (30-89 days past due) were 2.73% of Repayment balance at end-Q3 2018, compared to 2.59% a year ago.
- Late-stage delinquencies** (90+ days past due) were 1.75% of Repayment balance at end-Q3 2018 compared to 1.59% a year ago.

Delinquencies (% of Outstanding Balance in Repayment)



[Click here for tabular data](#)
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Repayment (% of Total Outstanding Balance)



DELINQUENCY COMPARISONS ACROSS UNDERGRADUATE AND GRADUATE LOANS

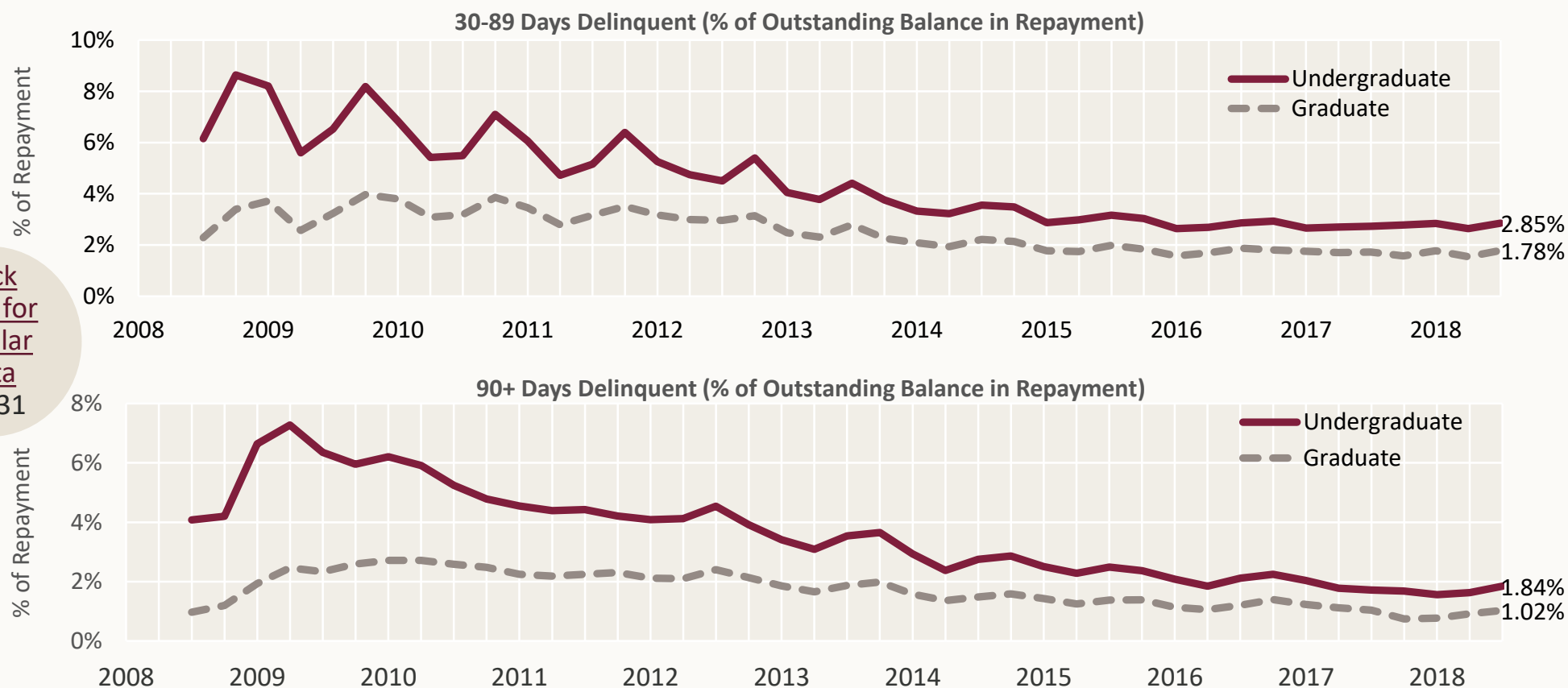
Early and late stage delinquencies have fallen since 2008 equally for undergraduate and graduate loans. Both types of loans have demonstrated stability in delinquency rates at long-term lows. Graduate delinquency rates are lower than undergraduate, but the spread has gradually narrowed, driven by improvement in undergraduate delinquencies.

Early-stage Delinquencies (30-89 days past due)

- At the end of Q3 2018 30-89 delinquencies for undergraduate loans were 2.85% of Repayment balance, up from 2.74% in Q3 2017 but far from the peak of 8.64% in Q4 2008. 30-89 day delinquencies for grad loans were 1.78% rate of repayment balance, also up from 1.73% in Q3 2017 but significantly lower than the 3.97% peak in Q4 2009.

Late-stage Delinquencies (90+ days past due)

- At the end of Q3 2018 90+ delinquencies for undergraduate loans were 1.84% of Repayment balance compared to 1.71% in Q3 2017 and safely below the Q2 2009 peak of 7.28%. 90+ delinquencies for graduate loans were lower, 1.02% at the end of Q3 2018, almost unchanged from Q3 2017 when it was 1.04% and well below the peak of 2.71% in Q1 2010.

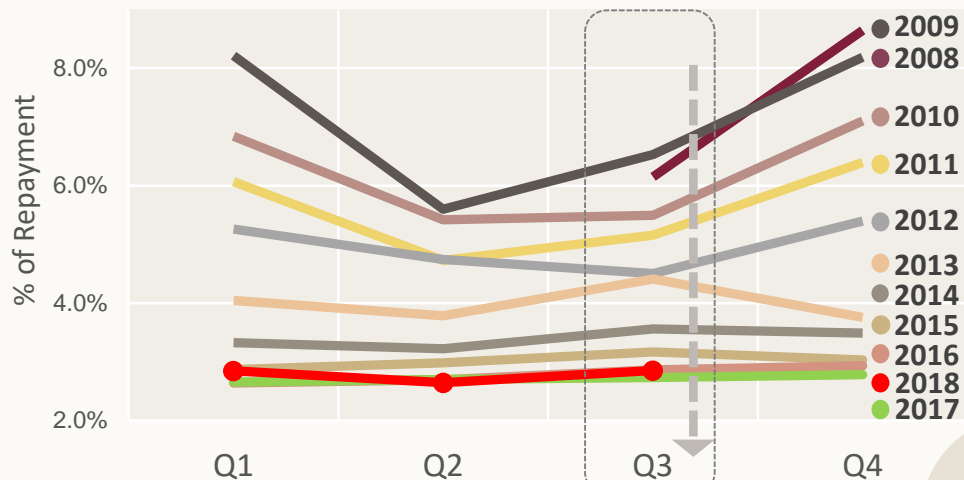


[Click here for tabular data Pg. 31](#)

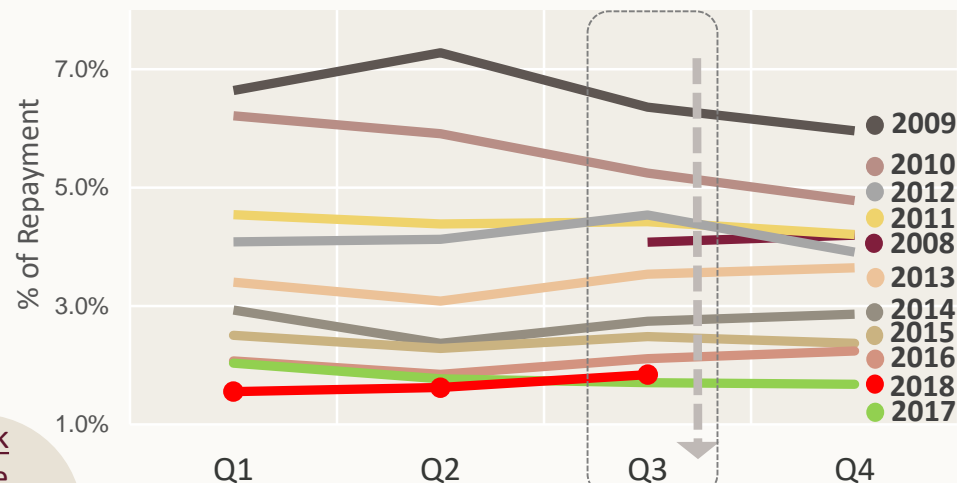
DELINQUENCY COMPARISONS ACROSS UNDERGRADUATE AND GRADUATE LOANS

These stacked-by-year views show the long-term reduction in early- and late-stage delinquencies regardless of which quarter is considered. Looking at Q3 (Jul-Sep) performance over the years, 30-89 delinquencies are the second-lowest reported for a Q3 on record (out of eleven years) – for both undergraduate and graduate loans. The trend in 90+ day delinquencies is similar: for both undergrad and grad loans Q3 2018 is the second-best performance across eleven years of Q3 data on record.

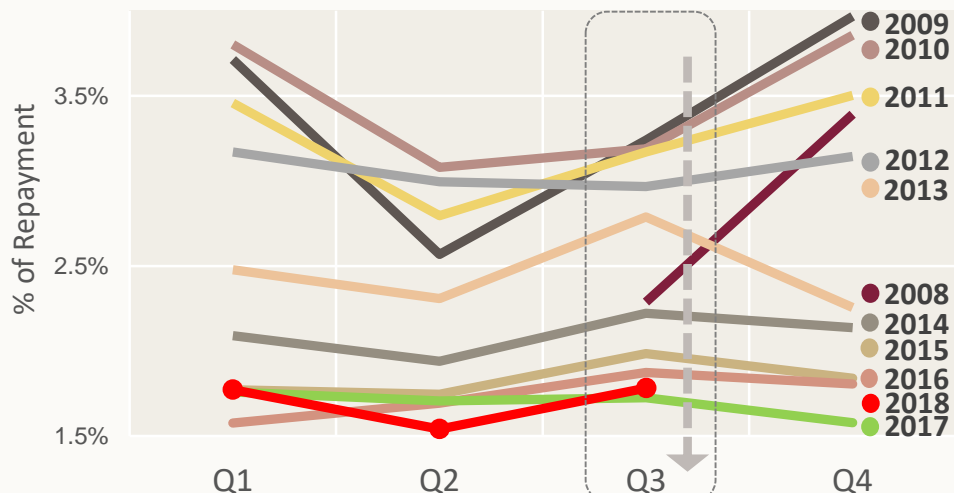
Undergrad 30-89 Days Delinquent
 (% of Outstanding Balance in Repayment)



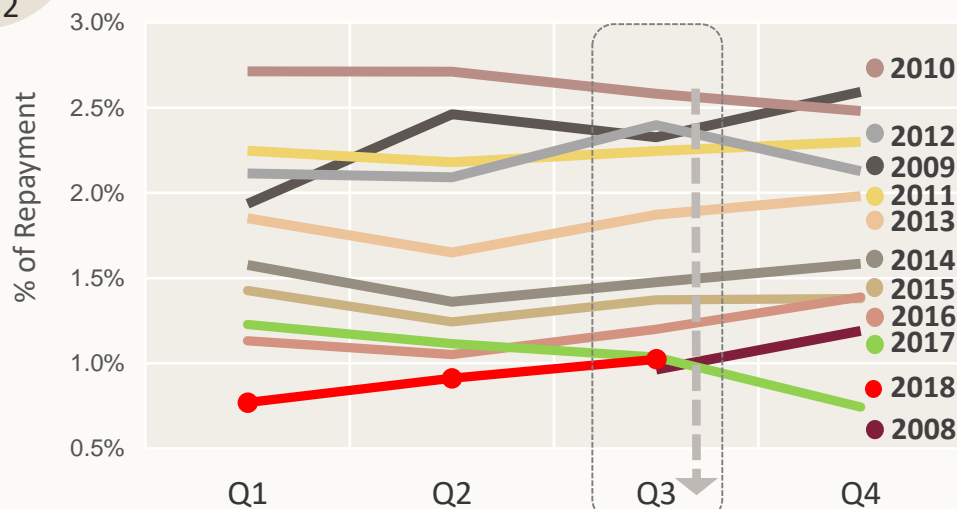
Undergrad 90+ Days Delinquent
 (% of Outstanding Balance in Repayment)



Graduate 30-89 Days Delinquent
 (% of Outstanding Balance in Repayment)



Graduate 90+ Days Delinquent
 (% of Outstanding Balance in Repayment)

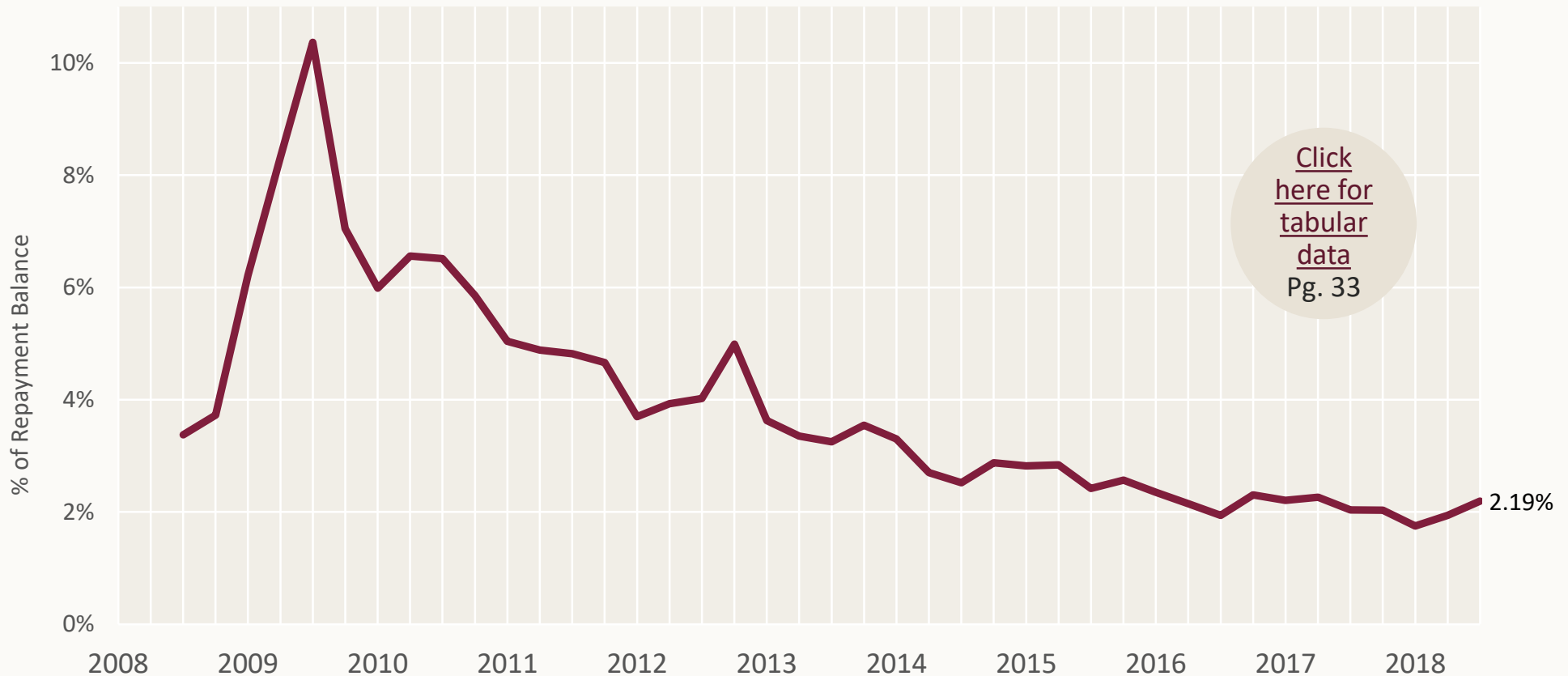


[Click here for YoY data](#)
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GROSS CHARGE-OFF RATES – HISTORICAL (BY QUARTER)

- No change to the long-term trend of declining charge-off rates.
- Charge-off rates continue to be stable near historical lows.
- The annualized gross charge-off rate for Q3 2018 was 2.19% of repayment balance as against 2.04% last year in Q3 2017. Charge-offs had reached a peak of 10.37% in Q3 2009 and have remained below 2.50% for eleven consecutive quarters since Q1 2016.

Annualized Gross Charge Off Rates (% of Total Outstanding Balance in Repayment)



Note that gross charge-offs are defined as the total dollar amount of the loans at the time of charge-off during the quarter divided by the quarter-end balance in repayment. To obtain annualized gross charge-offs as a percent of repayment, we multiply the quarterly charge-off rate by 4.

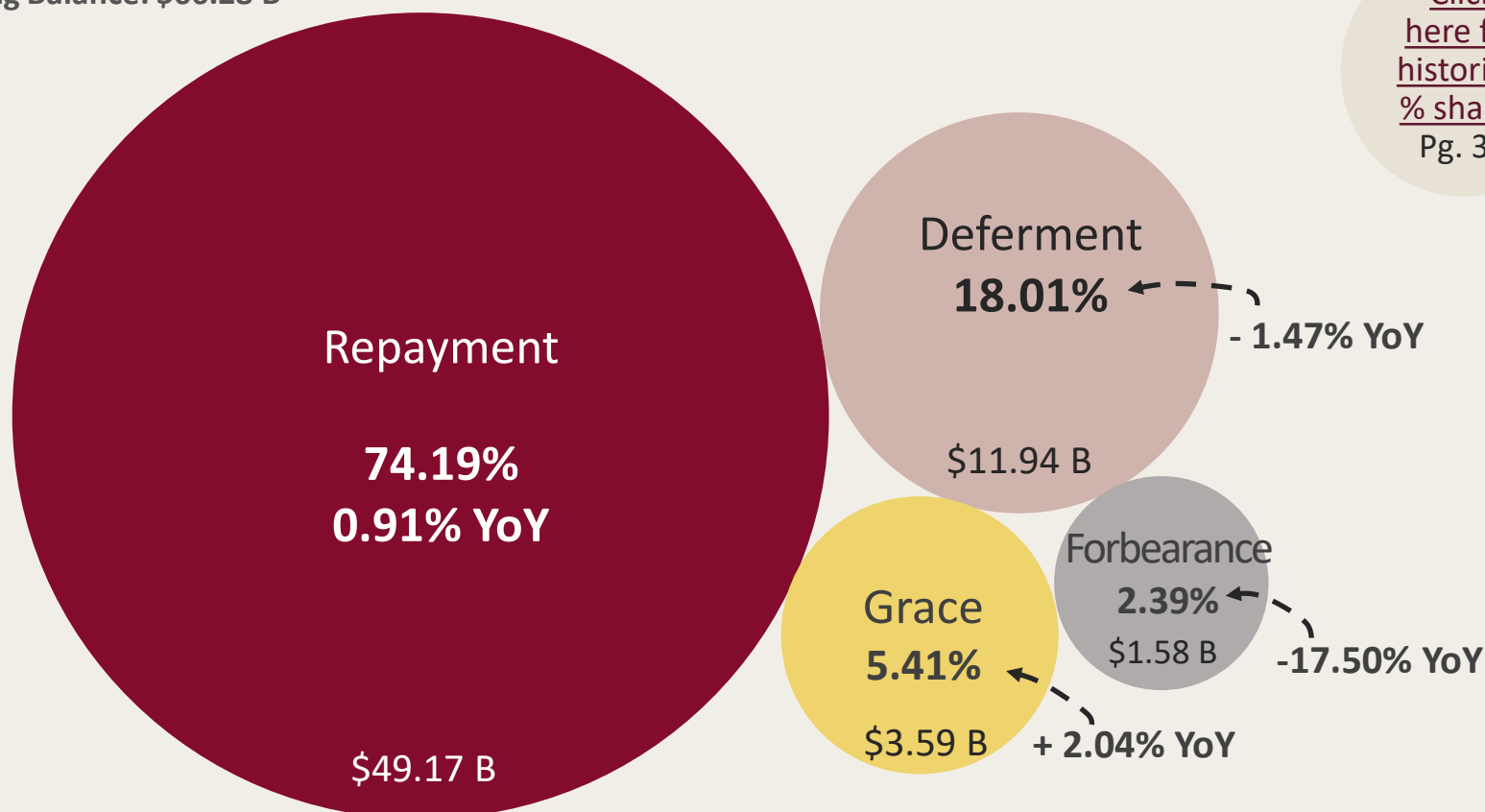
CURRENT BALANCE BY LOAN STATUS (AS OF END-Q3 2018)

At the end of Q3 2018, 74.19% of outstanding balance was in Repayment as against 73.52% in Q3 2017.

Forbearance share was 2.39% of outstanding balance, a 17.50% YoY drop from 2.89% in Q3 2017 and now within the lower half of the 2-3% range established over the past five years.

Distribution by Loan Status (% of Total Outstanding Balance)
As of end-Q3 2018

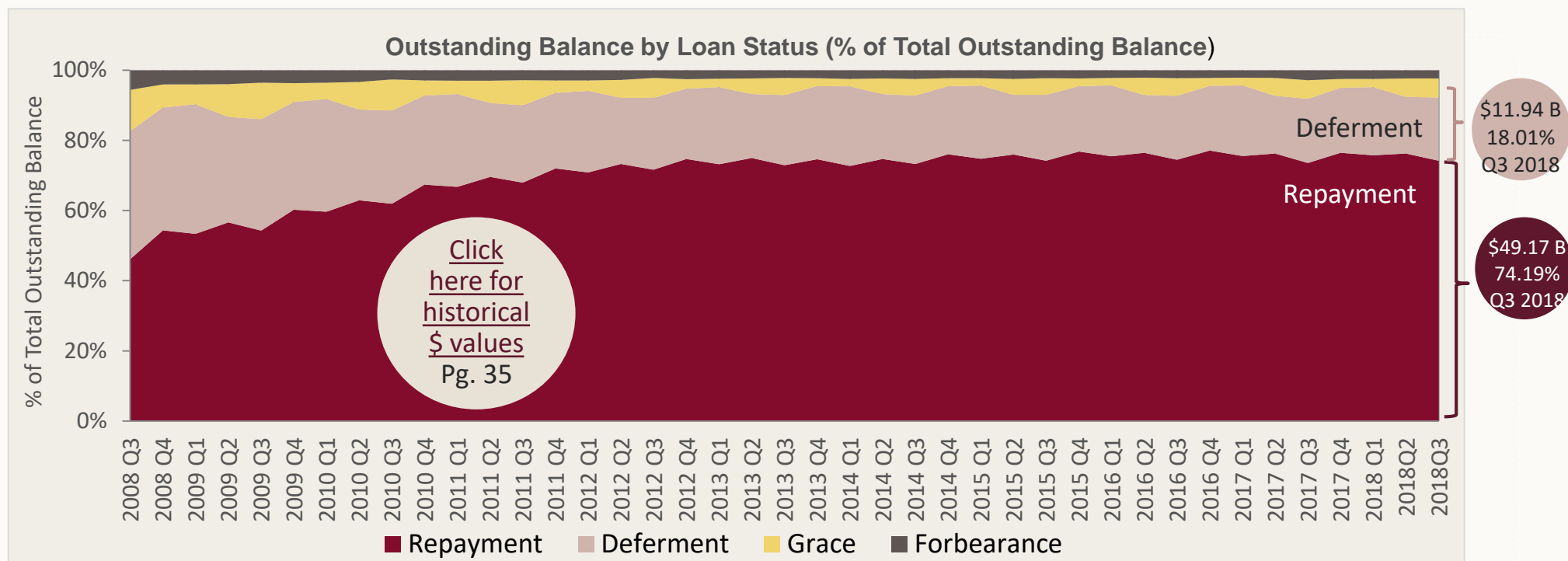
Total Outstanding Balance: \$66.28 B



[Click here for historical % shares](#)
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CURRENT BALANCE BY LOAN STATUS – HISTORICAL (BY QUARTER)

The percentage of private loans in various statuses has remained relatively stable since 2012 with repayment loans at 75% of total outstanding balance on average (2012-2018 average), deferment at 19%, grace alternating between either 5% or 2% based on seasonality, and forbearance remaining range-bound between 2 and 3%.



Repayment: Share of repayment loans has been relatively steady averaging 75% of outstanding balance in 2018 so far - exactly in line with the long-term average. End-Q3 2018 repayment share was 74.19% of outstanding balance (it was 73.52% last year in Q3 2017).

Deferment (a status that typically indicates a borrower is in school): Share of loans in deferment was 18.01% at end Q3 2018 compared to 18.28% last year in Q3 2017. Deferment's share has hovered between 16% and 23% since 2012, averaging 20% in the last five years. It is currently within the established long-term range.

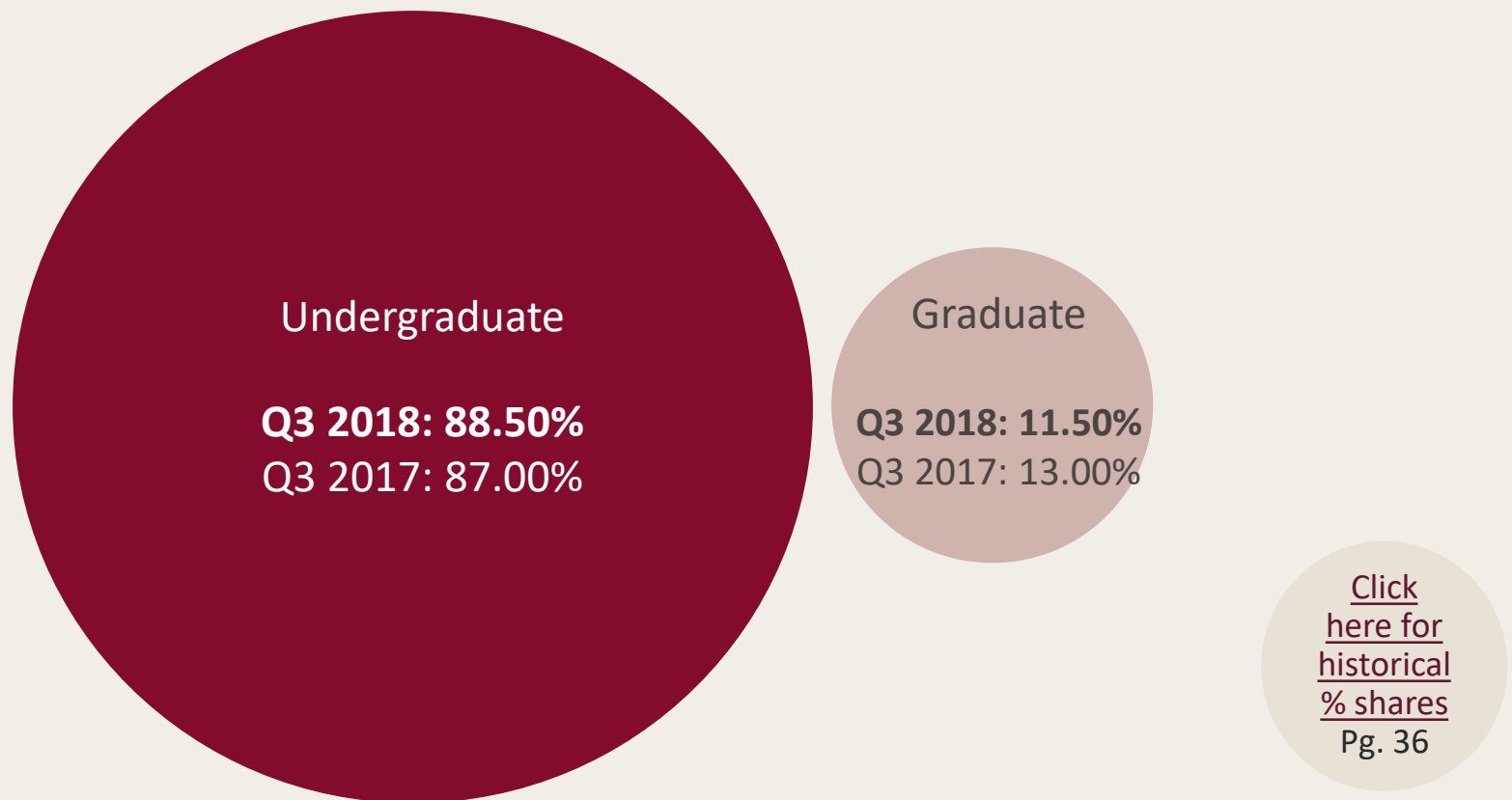
Grace: Grace status was 5.41% of outstanding balance at Q3 2018 end. This status regularly fluctuates from quarter to quarter, reflecting enrollment and program completion patterns. The share of loans in Grace status tends to be lower in the 1st & 4th quarters (+/-2%) and higher in the 2nd & 3rd quarters (+/- 5%). Expectedly, data for Q2 2018 and Q3 2018 continues this pattern. It is driven by the use of in-school repayment plans, causing some loans to be in repayment that would otherwise be in deferment or grace.

Forbearance: Forbearance share fell to 2.39% of outstanding balance at end of Q3 2018 compared to 2.89% last year Q3 2017. It has ranged between 2.17% and as high as 5.64% since Q3 2008, and is currently established in the lower half of this range.

CURRENT BALANCE BY PROGRAM TYPE (AS OF END-Q1 2018)

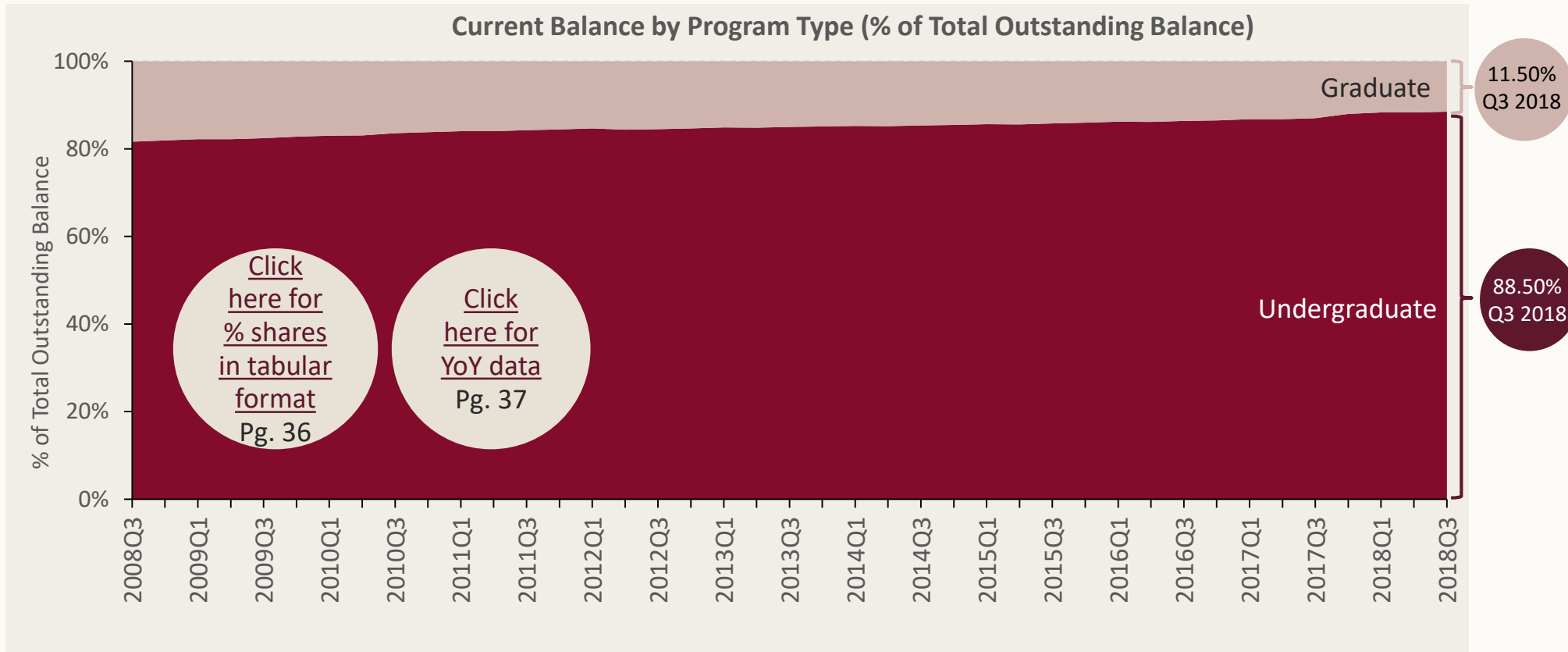
Undergraduate loans are a growing proportion of private loans and now make up 88.50% of the private student loan portfolio at the end of Q3 2018. The share of undergraduate loans has grown by 8.43% since end-Q3 2008 – fueled by a combination of originations growth and different repayment patterns in this loan type segment.

Distribution by Program Type (% of Total Outstanding Balance)
As of end-Q3 2018



CURRENT BALANCE BY PROGRAM TYPE – HISTORICAL (BY QUARTER)

Undergraduate loans' share of total outstanding balance has grown from 82% in Q3 2008 to nearly 89% by end of Q3 2018.



- **Undergraduate** loans at end-Q3 2018 were 88.50% of total outstanding balance compared to 87.00% a year ago at end Q3-2017. Growth in undergraduate shares has accelerated since Q4 2017 to around 1.75% YoY (growth in percentage shares), while the average for the eight preceding quarters was around 0.65%, and even lower for earlier quarters. Put simply, every year more and more undergraduate loans are originated relative to graduate loans, compared to the previous year.
- **Graduate** loans declined in Q1 2018 to 11.50% share of total outstanding balance from 13.00% at end Q3 2017. As undergraduate balances have continued to increase, graduate loans represent a smaller share of the market each year.

PERFORMANCE IMPROVEMENT IN THE LAST FIVE YEARS

Long-Term trends continue to show improvement in performance over time.

Positive performance trends in the private student loan market can be seen more clearly over a longer time horizon, especially the cumulative impact of incremental, year-over-year improvements.

To account for seasonal variation, we compare Q3 performance to Q3 performance over the past five years.

The increase in repayment percentage can be attributed to the use of in-school repayment plans as well as lower rates of charge-offs and deferment.

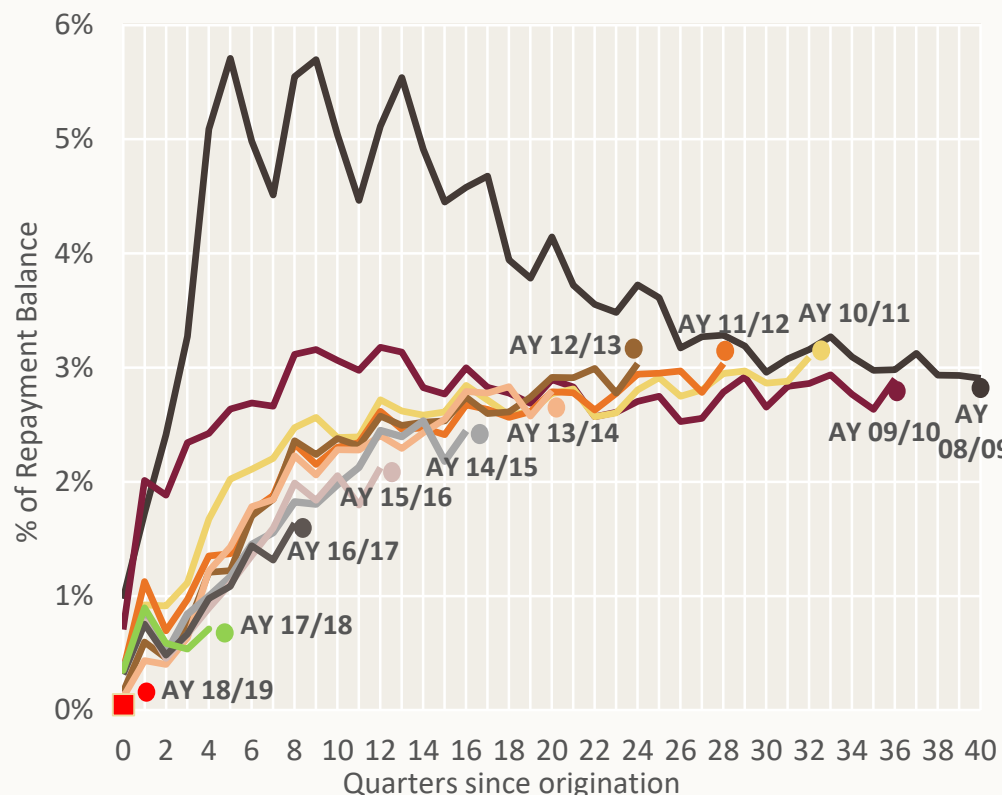
Reporting Quarter	Performance Over Past 6 Years						Year Over Year % Change					5-Year Change
	Q3 2013	Q3 2014	Q3 2015	Q3 2016	Q3 2017	Q3 2018	Q3 2014	Q3 2015	Q3 2016	Q3 2017	Q3 2018	Q3 2018
Early-stage Delinquent, 30-89 DPD (% of Repay)	4.09%	3.31%	2.96%	2.70%	2.59%	2.73%	-19.03%	-10.76%	-8.71%	-4.06%	5.37%	-33.32%
Late-stage Delinquent, 90+ DPD (% of Repay)	3.18%	2.48%	2.26%	1.94%	1.59%	1.75%	-21.97%	-8.70%	-14.39%	-17.83%	9.94%	-44.90%
Annualized Gr Charge-offs (% of Repay)	3.25%	2.52%	2.42%	1.94%	2.04%	2.19%	-22.40%	-4.05%	-19.85%	5.04%	7.66%	-32.52%
Forbearance (% of Total)	2.25%	2.50%	2.32%	2.28%	2.89%	2.39%	11.10%	-7.19%	-2.02%	27.00%	-17.50%	5.85%
Grace (% of Total)	4.84%	4.76%	4.73%	5.08%	5.30%	5.41%	-1.71%	-0.47%	7.37%	4.33%	2.04%	11.82%
Deferment (% of Total)	20.03%	19.50%	18.75%	18.21%	18.28%	18.01%	-2.61%	-3.88%	-2.89%	0.41%	-1.47%	-10.06%
Repayment (% of Total)	72.88%	73.24%	74.19%	74.43%	73.52%	74.19%	0.49%	1.31%	0.32%	-1.23%	0.91%	1.80%
Undergraduate (% of Total)	85.00%	85.35%	85.80%	86.37%	87.00%	88.50%	0.41%	0.53%	0.67%	0.72%	1.72%	4.11%
Graduate (% of Total)	15.00%	14.65%	14.20%	13.63%	13.00%	11.50%	-2.30%	-3.08%	-4.04%	-4.57%	-11.54%	-23.29%
Current Balance (\$ B)	61.40	62.82	63.84	64.43	64.22	66.28	2.31%	1.62%	0.93%	-0.32%	3.21%	7.95%
Repayment Balance (\$ B)	44.75	46.00	47.36	47.96	47.22	49.17	2.81%	2.95%	1.25%	-1.54%	4.14%	9.89%

DELINQUENCY BY ACADEMIC YEAR OF ORIGINATION

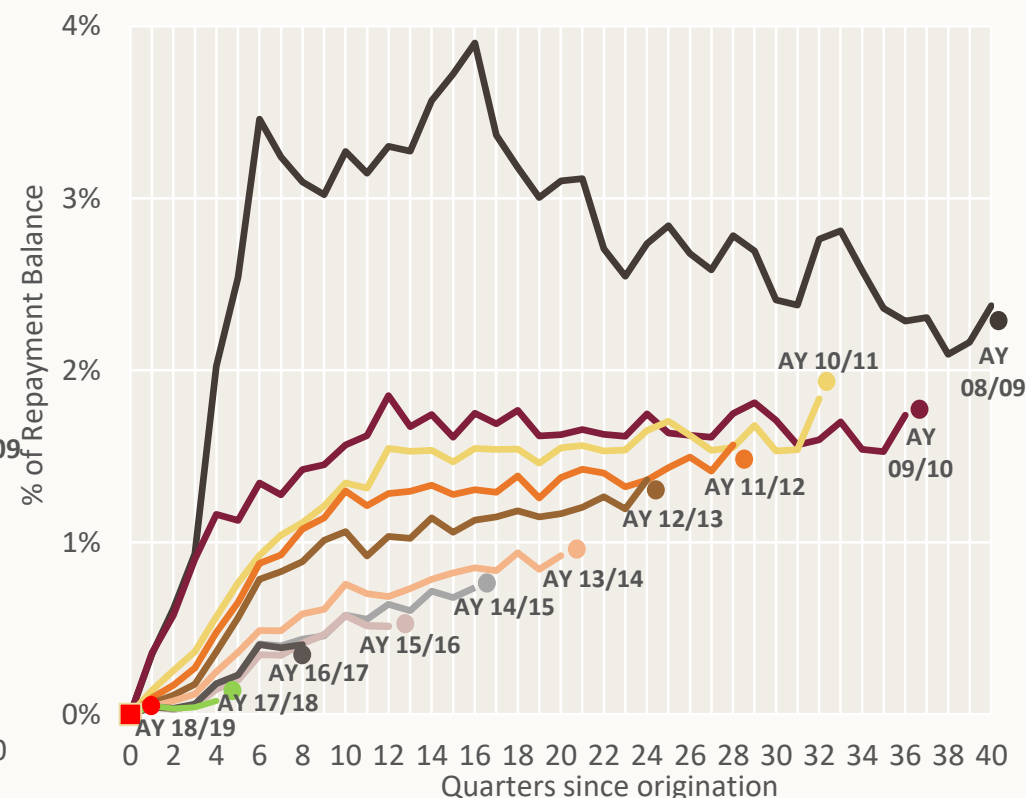
These charts measure loan delinquencies by origination vintage, and performance of each vintage is evaluated relative to loans of similar age originated during different academic years.

Private student loan delinquencies decreased with each successive origination cohort, driven primarily by underwriting enhancements and by general improvements in the economy over time.

30-89 Days Delinquent (% of Outstanding Balance in Repayment)
By Quarters Since Origination



90 Days Delinquent (% of Outstanding Balance in Repayment)
By Quarters Since Origination

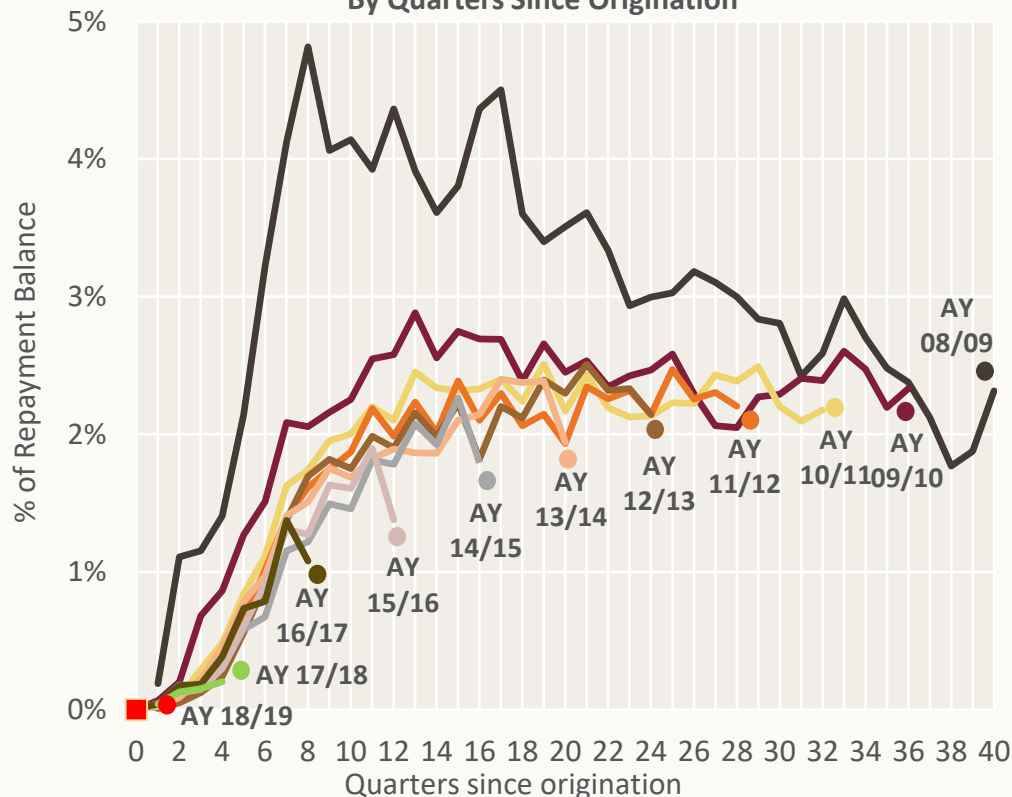


There continues to be an improvement by origination vintage through AY 18/19. Early-stage delinquencies have decreased for each successive cohort since origination. For example, early-stage (30-89) delinquencies after five quarters of seasoning went from 5.7% to 2.6% to 2.0% to 1.4% to 1.2% to 1.4% to 1.2% to 1.1% to 1.0% for the AY 2008/09 through AY 2016/17 vintages. This analysis implies that the declining trends of delinquencies are likely to accelerate as loans originated in more recent academic years show lower delinquency rates than those from previous cohorts at the same stage of repayment, and those cohorts will be a larger proportion of the overall market in repayment moving forward. Late-stage (90+) delinquencies show an even clearer pattern, demonstrating that the decline in delinquencies is a sustained trend and not a short-term phenomenon.

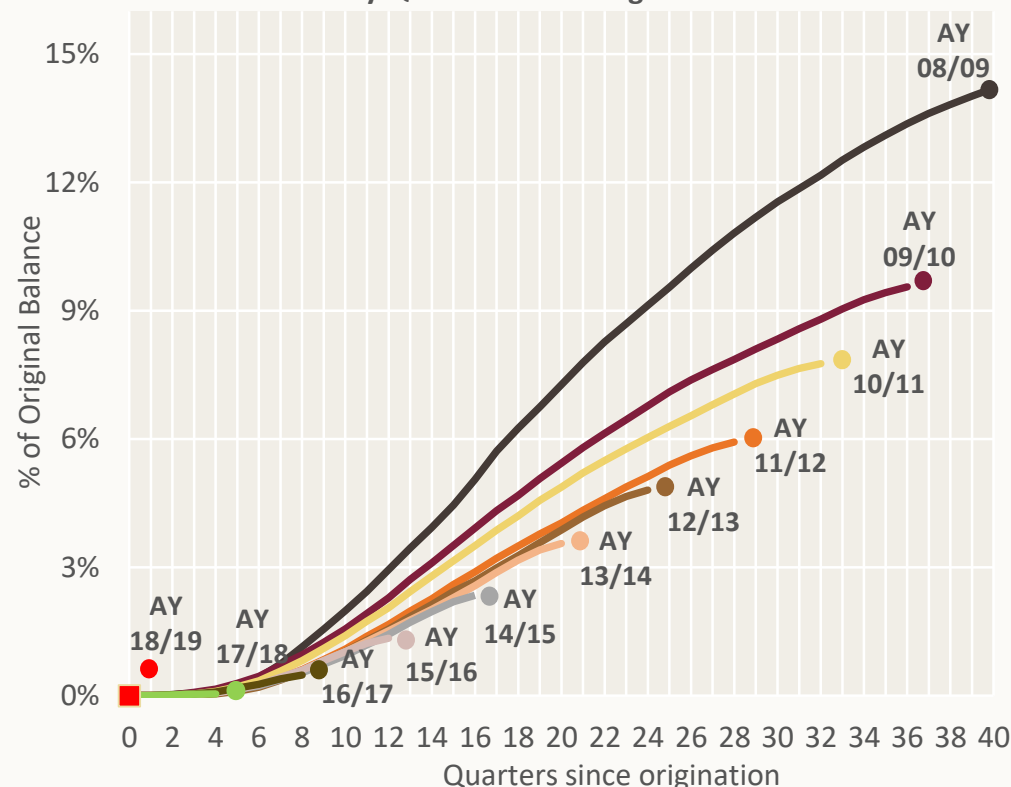
GROSS CHARGE-OFF RATES BY ACADEMIC YEAR OF ORIGINATION

As with delinquencies, **charge-off rates have significantly decreased with each successive origination cohort**, improving to below pre-economic crisis levels since the AY 2009/10 origination vintage. Again, this is driven primarily by underwriting enhancements and also by the general improvement in the economy over time.

Annualized Charge-offs (% of Outstanding Balance in Repayment)
By Quarters Since Origination



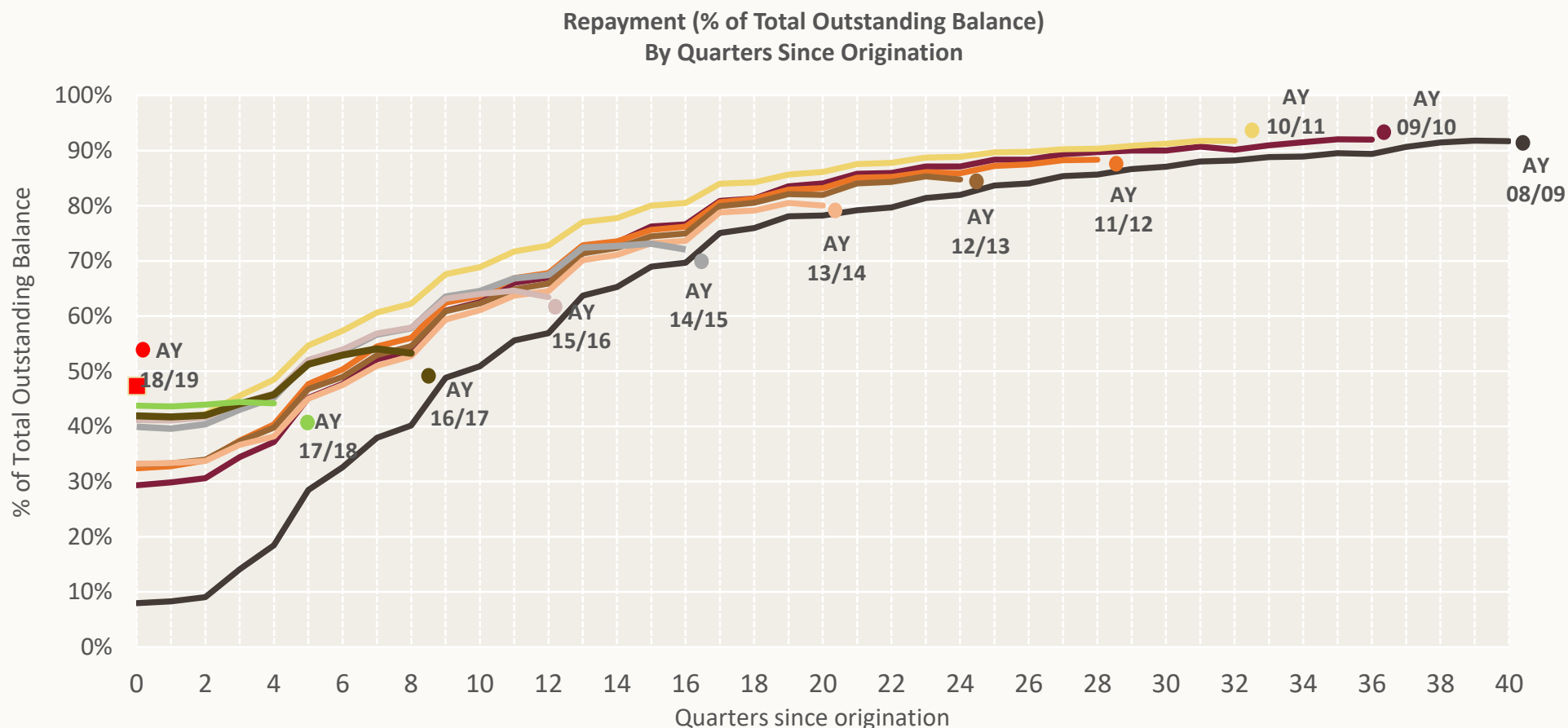
Cumulative Charge-offs (% of Original Balance)
By Quarters Since Origination



Generally, charge-off rates peak around four years after origination, and this has remained the case across origination vintages. However, charge-offs by quarter since origination consistently decreased for each successive origination vintage across all quarters after origination, a very striking pattern. For example, cumulative charge-offs nine quarters after origination went from 1.6% to 1.2% to 1.1% to 0.8% (where it stayed for three years) to 0.7% to 0.8% - from AY 2008/09 through AY 2015/16 vintages, as a percent of total amount disbursed during the academic year.

REPAYMENT TRENDS BY ACADEMIC YEAR OF ORIGINATION

The rate of entry of private student loans into repayment status, both while in school and after program completion, for the current origination vintage AY 18-19 is in the same range as the past four origination vintages, significantly higher than AY 13-14 vintages and earlier.



From AY 2008/09 through the AY 2010/11 origination vintages, the balance of loans in repayment relative to the overall current balance increased steadily in each quarter after origination. This reflected a behavioral trend in which a growing percentage of borrowers chose to make regularly scheduled payments while in school, and at the same time the private loan market began providing borrowers with financial incentives to make such payments while in school.

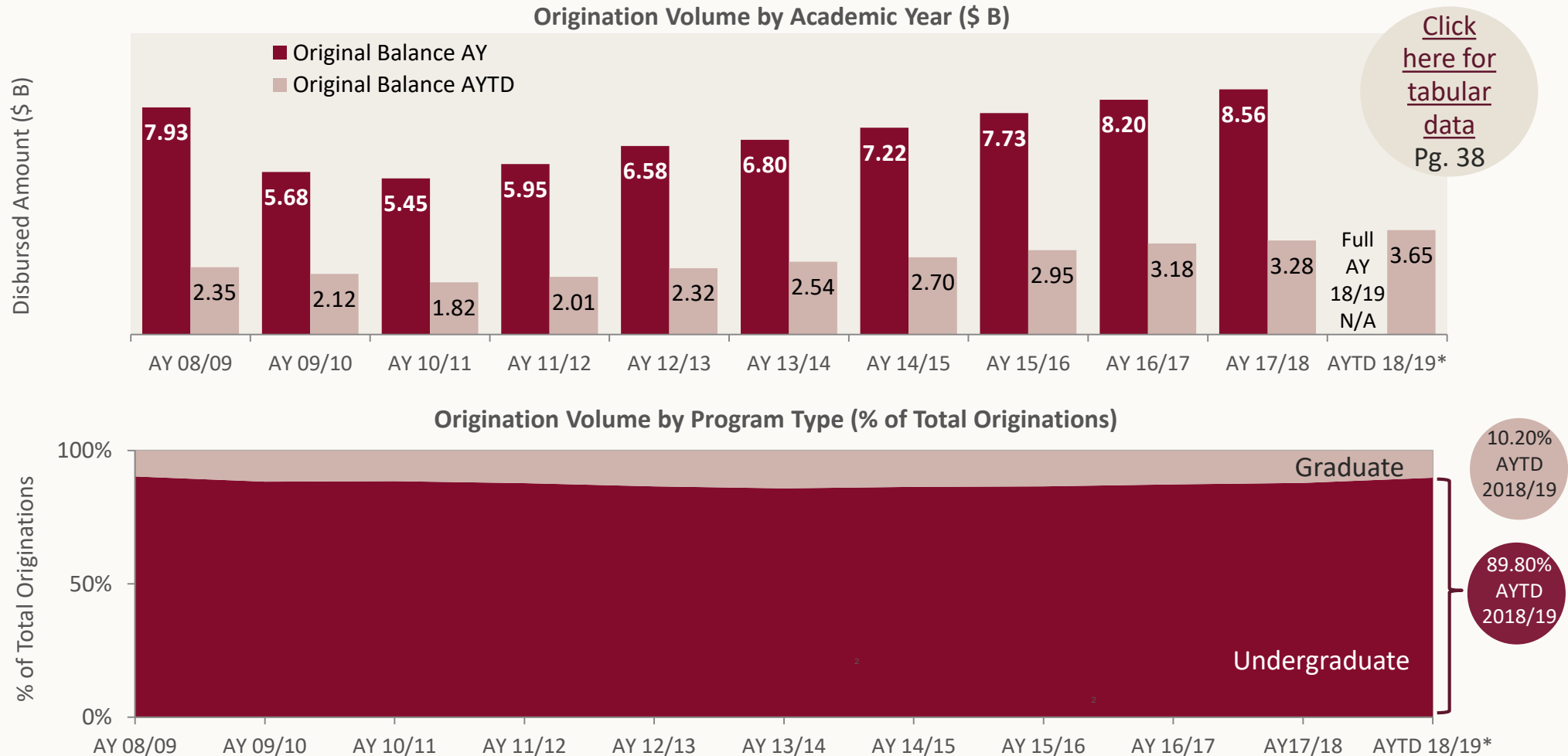
However, repayment patterns have stabilized since AY 2010/2011. For example, repayment rates for the AY 2011/12, AY 2012/13, AY 2013/14, AY 2014/15, AY 2015/16, AY 2016/17 and AY 2017/18 vintages four quarters after origination were 40%, 40%, 38%, 45%, 46%, 45% and 38% respectively, suggesting that repayment rates stabilized for these vintages.

ORIGINATIONS BY PROGRAM TYPE AND ACADEMIC YEAR OF ORIGATION

The volume of newly originated private student loans declined from AY 2008/09 to AY 2010/11, but has grown consistently since.

New originations for AYTD 2018/19 (only Q3 2018) were \$3.65 B, a growth of 11.23% YoY over AYTD 2017/18 (Q3 2017). For full AY 2017/18, new originations were \$8.56 B, a growth of 4.35% YoY over full AY 2016/17.

Undergrad loans had 89.80% share of new originations in AYTD 2018/19. Undergrad share has steadily increased since AY 13/14.



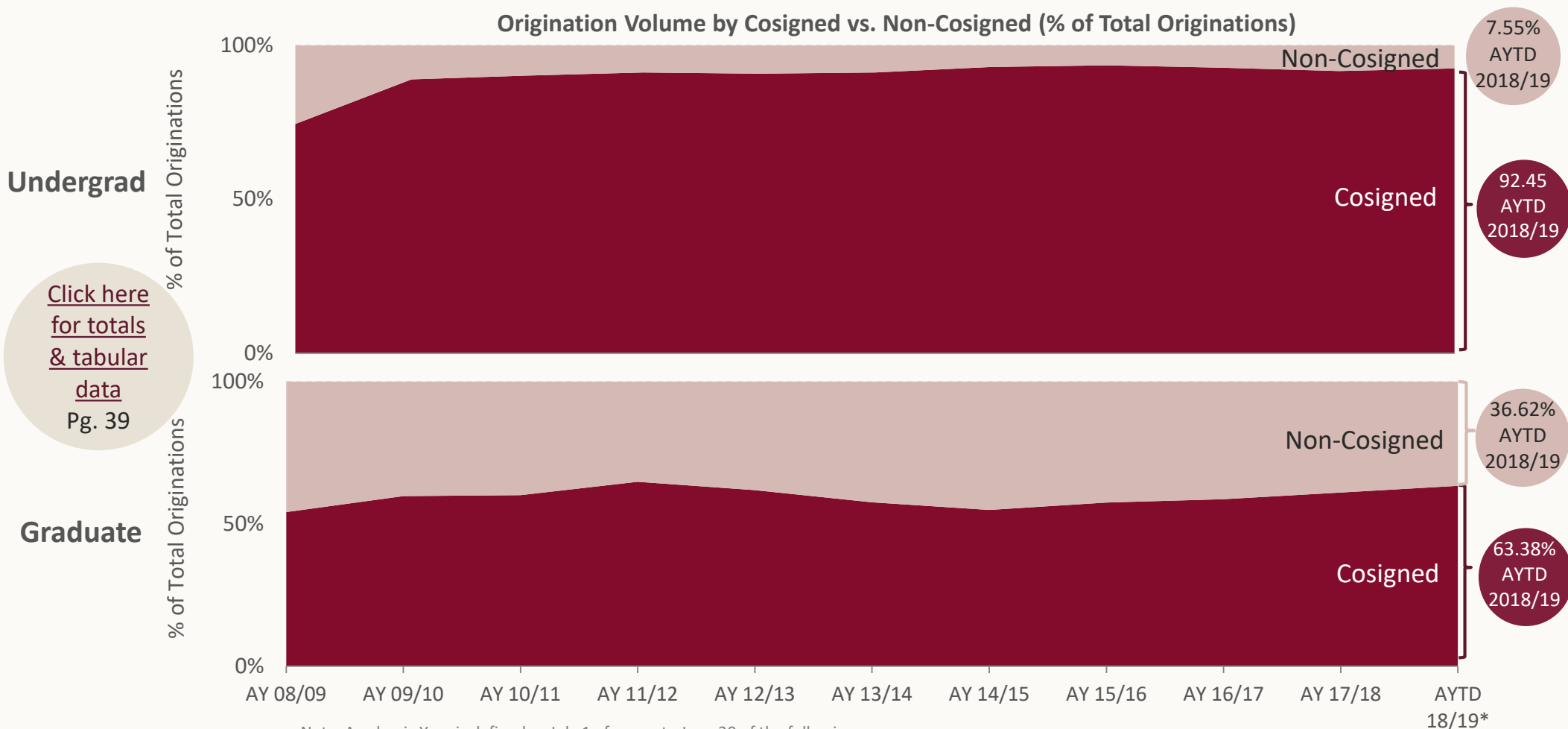
Note: Academic Year is defined as July 1 of a year to June 30 of the following year.

* AYTD as of Q3 2018 includes one quarter Q32018, which is not a full academic year..

COSIGNED VS. NON-COSIGNED LOAN DISTRIBUTION BY ACADEMIC YEAR OF ORIGINATION

Cosigner rate has been consistently high across all vintages, having risen from 72.41% for the AY 2008/09 vintage and then staying above 85% from AY 2009/10 to date. In AYTD 2018/19, 89.48% of total loans were cosigned.

The primary driver of the growing trend in cosigner rates is the strong increase in the percentage of cosigned loans for undergraduate programs, which has remained above 90% since AY 2010/11. In AYTD 2018/19, 92.45% of undergraduate loans were cosigned.

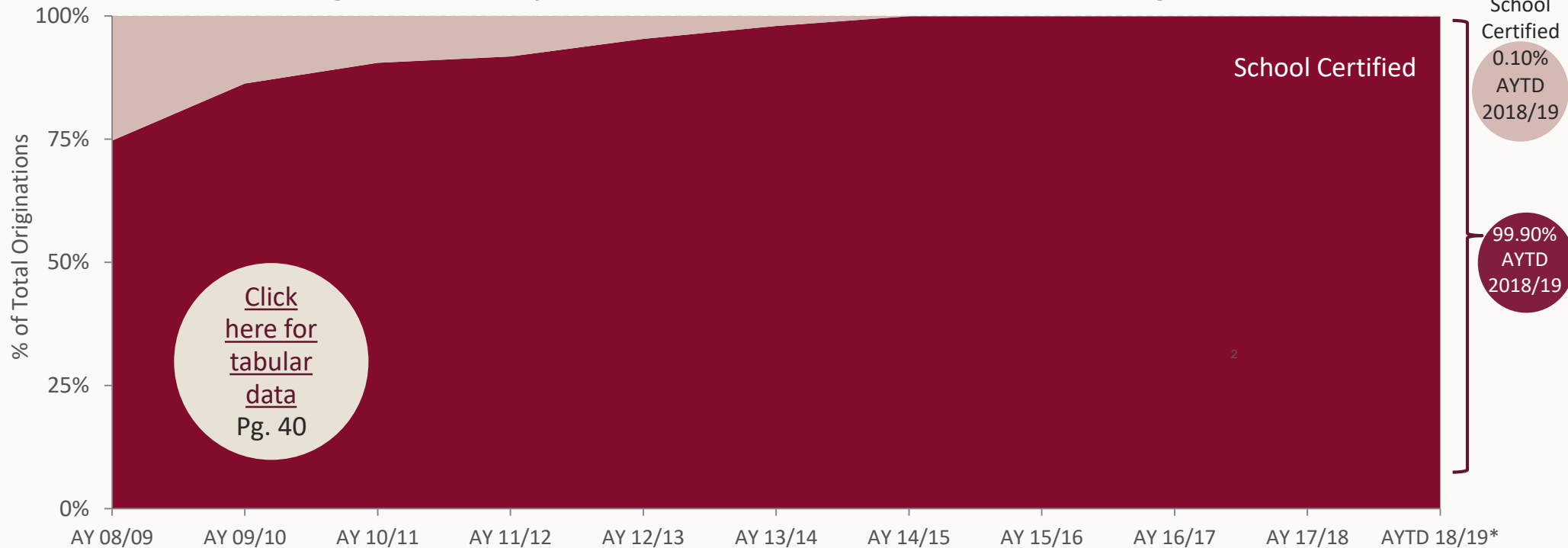


Cosigners play a vital role in ensuring that students have access to financing. Cosigners enable lenders to extend credit they otherwise would not extend, based on the cosigner's ability to repay, and support repayment of, the loan obligation. Cosigner rates, as a result, are associated with higher loan performance outcomes.

SCHOOL CERTIFICATION BY ACADEMIC YEAR OF ORIGINATION

A virtually universal adoption of school certification for private student loans – 99.90% in AYTD 2018/19

Origination Volume by School Certified vs. Non School Certified (% of Total Originations)



Note: Academic Year is defined as July 1 of a year to June 30 of the following year.

* The origination volume for AYTD 2018/19 includes one quarter (Q3 2018), which is not a full academic year.

School certification indicates that the school certifies the amount of a student's need and receives loan proceeds directly from the lender. School certification provides important protection against overborrowing by matching funding requests against cost of attendance and gap financing needs. Active originating lenders in the Private Student Loan Consortium, which comprises majority of the market, universally require school certification as a core part of their private loan programs for both undergraduate and graduate students. As a result, school certification rates have consistently been above 99.90% for the last four academic years.

Bar exam loans and residency loans are examples of loans for which school certification is not applicable.

DEFINITIONS

30-89 (% of Repayment): Balance of loans that are 30 to 89 days past due on payments, divided by balance of loans in Repayment (Loan Status).

90+ (% of Repayment): Balance of loans that are 90 or more days past due on payments, divided by balance of loans in Repayment (Loan Status).

90+ Days Delinquent: A loan that is 90 or more days past due on payments and before it is reported as a charge-off to credit reporting agencies. Also referred to as a “seriously delinquent loan.”

Academic Year: A loan is defined to be originated in an Academic Year, if its first disbursement is between July 1 of a year through June 30 of the following calendar year.

Annualized Charge-off Rate (% of Repayment): Gross charge-offs for a quarter divided by the quarter-end balance in repayment (Loan Status), multiplied by four (or annualized).

Cosigned Loan: A loan that is cosigned by another responsible party, usually a parent or family member.

Cumulative Charge-off Rates (% of Original Balance): The sum of gross charge-offs for every quarter since disbursement, for each academic year, as a percentage of the total dollars disbursed for the academic year.

Delinquent Loan: An active loan for which payments are required, and for which the borrower is delinquent.

Direct Loans: Educational loans provided by the William D. Ford Federal Direct Loan Program to students and parent borrowers directly through the U.S. Department of Education, rather than through a bank or other lender.

Federal Loans: FFELP, Direct, and Perkins loans.

FFELP: Federal Family Education Loan Program, a program that was discontinued in July 2010.

Graduate Loans: Loans made to borrowers enrolled at least half-time in graduate programs.

Gross Charge-offs: The total dollar amount of the loan that is entirely charged off.

Loan Status: A typical private student loan lifecycle consists of numerous cash flowing and non-cash flowing statuses:

1. **Repayment:** for purposes of this report, repayment includes borrowers in school with a repayment obligation (i.e., interest only or minimum payments);
2. **Deferment:** payments are not required during the initial in-school period, and during subsequent periods when a borrower returns to school;
3. **Grace:** payments are not required during a short period of time following withdrawal/graduation from school (typically at least six months);
4. **Forbearance:** payments are temporarily not required for borrowers facing financial hardship.

Original Balance: The net amount disbursed on the loan in a given academic year.

Program Type: Undergraduate or graduate program of study for which the loan was obtained.

Repayment (% of Total): Balance of loans in repayment (Loan Status), divided by total outstanding balance of all loans.

School Certified Loan: A loan for which the school attended by the student certifies the amount of the student’s need and receives loan proceeds directly from the lender.

Undergraduate Loans: Loans made to borrowers enrolled at least half-time in undergraduate programs. These include four-year and less than four-year undergraduate programs.

MEASUREONE METHODOLOGY FOR DATA COLLECTION, VALIDATION AND REPORTING

1. MeasureOne employed a rigorous data definition, collection and validation process to ensure that the data and related metrics provided in the Private Student Loan Report are accurate and consistent across participating lenders.
2. Upon initiation of the project, MeasureOne and the participants formed a data committee composed of both data professionals and business leaders from the participants. This committee both ensured technical accuracy of the data and provided key decision makers an opportunity to validate the results for reasonableness.
3. MeasureOne went through a detailed, multi-step data collection process:
 - A. MeasureOne and participants discussed and agreed on data fields to be provided, including agreement on appropriate definitions.
 - B. MeasureOne provided a mock data file layout to participants.
 - C. Participants agreed on the formulas to be used to calculate each field and metric.
 - D. Participants supplied the base input numbers that MeasureOne required in order to calculate each metric.
4. Each participant validated MeasureOne's calculations of each metric, including the inputs into each calculation.
5. Once the data experts from each participant validated their data set, MeasureOne sent the information to participant's business leaders, who reviewed the numbers for accuracy relative to other internal data sources. At this stage, the participants represented in writing that:
 - A. The participant carefully reviewed their specific Data Set and the Combined Data Set, and explicitly confirmed that each data set was materially accurate.
 - B. The participant explicitly approved incorporation of their data set into the MeasureOne Combined Data Set for final inclusion in the Report and Report's data supplement.
6. After each participant's data set was validated, MeasureOne aggregated the participant's data into a Combined Data Set, and the data experts and business leaders from the participants reviewed the Combined Data Set.
7. Other Securitized Private Loans: MeasureOne standardized student loan securities data built using publicly available remittance reports, which includes data from Access Group, First Marblehead (the non 144A securitized portfolios that First Marblehead no longer has legal control of the related trusts), Key Corp and other non-profit issuers. It does not include data from the participants in the report and other bank private student loan holders that did not participate in this report.
8. In order to report the most up-to-date figures in each Private Student Loan Report, MeasureOne checks the historical time series data for each release of the report and the most up-to-date figures are reported. As a result, historical figures in this report may show slight, nonmaterial differences from previous reports.
9. Year over year and the 5 year change metrics are calculated using full precision values and not the rounded values of the underlying metrics displayed in the report. This is a policy MeasureOne adopts to ensure accuracy of the change metrics.
10. Balances are defined as of quarter end while charge-offs are those that occurred during the entire quarter.












Helping Families Plan & Pay for College™




RHODE ISLAND STUDENT
LOAN AUTHORITY




SOUTH CAROLINA
Student Loan


UTAH HIGHER EDUCATION
ASSISTANCE AUTHORITY




Georgia Student
Finance Commission


Alaska
Commission on
Postsecondary
Education


IOWA
STUDENT LOAN®



Private Student Loan Consortium

MeasureOne has developed the first and only Private Student Loan Consortium in the United States, a data cooperative of the nation's largest lenders and holders of private student loans. By providing proprietary data, individual members contribute to a collective database that provides insight and unique perspective into the student lending industry. This contributory data collective allows MeasureOne to apply data science and industry expertise in order to increase understanding of student lending, risk assessment, repayment performance, capital market investments and public policy development.

MeasureOne would like to thank the members of the Consortium and the other data contributors for their ongoing participation in this research report for assisting in our continued effort to increase transparency in the private student loan market. For more information on the MeasureOne Private Student Loan Report, please contact Samantha Gomes – SGomes@MeasureOne.com



Dan Feshbach
CEO

APPENDIX: TABLES

HISTORICAL DELINQUENCY TRENDS AS A PERCENTAGE OF REPAYMENT

Quarter	30-89 (% of Repayment)	90+ (% of Repayment)	Repayment (% of Total)
2010Q1	6.03%	5.28%	59.68%
2010Q2	4.87%	5.04%	62.89%
2010Q3	4.99%	4.54%	61.95%
2010Q4	6.33%	4.20%	67.37%
2011Q1	5.44%	3.99%	66.76%
2011Q2	4.31%	3.84%	69.57%
2011Q3	4.73%	3.89%	67.97%
2011Q4	5.76%	3.74%	71.98%
2012Q1	4.79%	3.62%	70.82%
2012Q2	4.38%	3.65%	73.27%
2012Q3	4.20%	4.03%	71.61%
2012Q4	4.93%	3.51%	74.66%
2013Q1	3.73%	3.06%	73.15%
2013Q2	3.50%	2.77%	74.95%
2013Q3	4.09%	3.18%	72.88%
2013Q4	3.48%	3.29%	74.63%
2014Q1	3.09%	2.65%	72.71%
2014Q2	2.99%	2.16%	74.66%
2014Q3	3.31%	2.48%	73.24%
2014Q4	3.25%	2.60%	76.06%
2015Q1	2.71%	2.29%	74.74%
2015Q2	2.77%	2.07%	75.94%
2015Q3	2.96%	2.26%	74.19%
2015Q4	2.84%	2.18%	76.79%
2016Q1	2.46%	1.90%	75.44%
2016Q2	2.52%	1.70%	76.47%
2016Q3	2.70%	1.94%	74.43%
2016Q4	2.75%	2.08%	77.11%
2017Q1	2.52%	1.88%	75.51%
2017Q2	2.55%	1.65%	76.26%
2017Q3	2.59%	1.59%	73.52%
2017Q4	2.64%	1.56%	76.45%
2018Q1	2.72%	1.46%	75.74%
2018Q2	2.52%	1.54%	76.21%
2018Q3	2.73%	1.75%	74.19%

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DELINQUENCY COMPARISONS ACROSS UNDERGRADUATE AND GRADUATE LOANS

30-89 Days Delinquent (% of Repayment)

Quarter	Undergraduate	Graduate
2010Q1	6.84%	3.80%
2010Q2	5.42%	3.08%
2010Q3	5.49%	3.19%
2010Q4	7.10%	3.86%
2011Q1	6.06%	3.46%
2011Q2	4.73%	2.79%
2011Q3	5.16%	3.17%
2011Q4	6.39%	3.50%
2012Q1	5.26%	3.17%
2012Q2	4.74%	3.00%
2012Q3	4.50%	2.97%
2012Q4	5.40%	3.14%
2013Q1	4.05%	2.48%
2013Q2	3.78%	2.31%
2013Q3	4.41%	2.79%
2013Q4	3.75%	2.26%
2014Q1	3.33%	2.09%
2014Q2	3.23%	1.94%
2014Q3	3.56%	2.22%
2014Q4	3.49%	2.14%
2015Q1	2.87%	1.77%
2015Q2	2.99%	1.75%
2015Q3	3.17%	1.98%
2015Q4	3.04%	1.84%
2016Q1	2.64%	1.58%
2016Q2	2.69%	1.69%
2016Q3	2.87%	1.87%
2016Q4	2.93%	1.81%
2017Q1	2.66%	1.76%
2017Q2	2.70%	1.71%
2017Q3	2.74%	1.73%
2017Q4	2.78%	1.58%
2018Q1	2.85%	1.77%
2018Q2	2.64%	1.54%
2018Q3	2.85%	1.78%

90+ Days Delinquent (% of Repayment)

Quarter	Undergraduate	Graduate
2010Q1	6.21%	2.71%
2010Q2	5.91%	2.71%
2010Q3	5.24%	2.58%
2010Q4	4.78%	2.48%
2011Q1	4.54%	2.25%
2011Q2	4.39%	2.18%
2011Q3	4.43%	2.24%
2011Q4	4.21%	2.30%
2012Q1	4.09%	2.11%
2012Q2	4.13%	2.09%
2012Q3	4.54%	2.40%
2012Q4	3.91%	2.13%
2013Q1	3.41%	1.85%
2013Q2	3.08%	1.65%
2013Q3	3.54%	1.87%
2013Q4	3.65%	1.98%
2014Q1	2.93%	1.58%
2014Q2	2.37%	1.36%
2014Q3	2.75%	1.48%
2014Q4	2.86%	1.58%
2015Q1	2.51%	1.43%
2015Q2	2.28%	1.24%
2015Q3	2.48%	1.37%
2015Q4	2.37%	1.38%
2016Q1	2.08%	1.13%
2016Q2	1.85%	1.05%
2016Q3	2.11%	1.20%
2016Q4	2.24%	1.39%
2017Q1	2.04%	1.23%
2017Q2	1.77%	1.11%
2017Q3	1.71%	1.04%
2017Q4	1.68%	0.74%
2018Q1	1.56%	0.77%
2018Q2	1.62%	0.91%
2018Q3	1.84%	1.02%

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DELINQUENCY COMPARISONS ACROSS UNDERGRADUATE AND GRADUATE LOANS

30-89 Days Delinquent (Year Over Year % Change)

	Q3 2010	Q3 2011	Q3 2012	Q3 2013	Q3 2014	Q3 2015	Q3 2016	Q3 2017	Q3 2018
Undergraduate	-15.86%	-6.08%	-12.76%	-1.99%	-19.25%	-11.04%	-9.54%	-4.55%	4.23%
Graduate	-1.54%	-0.63%	-6.36%	-6.02%	-20.36%	-10.65%	-5.56%	-7.90%	3.24%

90+ Days Delinquent (Year Over Year % Change)

	Q3 2010	Q3 2011	Q3 2012	Q3 2013	Q3 2014	Q3 2015	Q3 2016	Q3 2017	Q3 2018
Undergraduate	-17.52%	-15.58%	2.51%	-21.98%	-22.45%	-9.52%	-15.00%	-19.05%	7.81%
Graduate	10.94%	-13.02%	6.80%	-21.94%	-21.12%	-7.05%	-12.56%	-13.67%	-1.18%

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GROSS CHARGE-OFF RATES BY QUARTER

Quarter	Annualized Gross Charge-offs (% of Repayment)
2010Q1	5.98%
2010Q2	6.56%
2010Q3	6.51%
2010Q4	5.86%
2011Q1	5.04%
2011Q2	4.88%
2011Q3	4.82%
2011Q4	4.66%
2012Q1	3.70%
2012Q2	3.93%
2012Q3	4.02%
2012Q4	4.99%
2013Q1	3.63%
2013Q2	3.35%
2013Q3	3.25%
2013Q4	3.55%
2014Q1	3.30%
2014Q2	2.70%
2014Q3	2.52%
2014Q4	2.87%
2015Q1	2.82%
2015Q2	2.84%
2015Q3	2.42%
2015Q4	2.57%
2016Q1	2.35%
2016Q2	2.15%
2016Q3	1.94%
2016Q4	2.30%
2017Q1	2.21%
2017Q2	2.26%
2017Q3	2.04%
2017Q4	2.03%
2018Q1	1.75%
2018Q2	1.94%
2018Q3	2.19%

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DISTRIBUTION BY LOAN STATUS (BY QUARTER)

Current Balance (% of Total Outstanding Balance)

Quarter	Repayment	Deferment	Grace	Forbearance
2010Q1	59.68%	32.04%	4.67%	3.61%
2010Q2	62.89%	25.85%	7.88%	3.38%
2010Q3	61.95%	26.52%	8.90%	2.63%
2010Q4	67.37%	25.37%	4.33%	2.93%
2011Q1	66.76%	26.43%	3.77%	3.04%
2011Q2	69.57%	21.03%	6.39%	3.02%
2011Q3	67.97%	22.00%	7.17%	2.85%
2011Q4	71.98%	21.56%	3.51%	2.95%
2012Q1	70.82%	23.26%	2.96%	2.96%
2012Q2	73.27%	18.84%	5.13%	2.76%
2012Q3	71.61%	20.50%	5.68%	2.20%
2012Q4	74.66%	20.06%	2.70%	2.57%
2013Q1	73.15%	22.00%	2.39%	2.46%
2013Q2	74.95%	18.24%	4.41%	2.41%
2013Q3	72.88%	20.03%	4.84%	2.25%
2013Q4	74.63%	20.83%	2.21%	2.33%
2014Q1	72.71%	22.65%	2.12%	2.52%
2014Q2	74.66%	18.53%	4.41%	2.40%
2014Q3	73.24%	19.50%	4.76%	2.50%
2014Q4	76.06%	19.35%	2.31%	2.29%
2015Q1	74.74%	20.81%	2.13%	2.32%
2015Q2	75.94%	17.00%	4.53%	2.53%
2015Q3	74.19%	18.75%	4.73%	2.32%
2015Q4	76.79%	18.63%	2.24%	2.34%
2016Q1	75.44%	20.20%	2.13%	2.23%
2016Q2	76.47%	16.43%	4.92%	2.17%
2016Q3	74.43%	18.21%	5.08%	2.28%
2016Q4	77.11%	18.37%	2.29%	2.24%
2017Q1	75.51%	20.13%	2.18%	2.18%
2017Q2	76.26%	16.38%	5.13%	2.22%
2017Q3	73.52%	18.28%	5.30%	2.89%
2017Q4	76.45%	18.47%	2.58%	2.50%
2018Q1	75.74%	19.41%	2.32%	2.53%
2018Q2	76.21%	16.20%	5.19%	2.40%
2018Q3	74.19%	18.01%	5.41%	2.39%

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BALANCE BY LOAN STATUS (BY QUARTER)

Quarter	Repayment (\$B)	Deferment (\$B)	Grace (\$B)	Forbearance (\$B)
2010Q1	\$31.40B	\$16.86B	\$2.46B	\$1.90B
2010Q2	\$33.07B	\$13.60B	\$4.15B	\$1.78B
2010Q3	\$34.50B	\$14.77B	\$4.96B	\$1.46B
2010Q4	\$37.80B	\$14.23B	\$2.43B	\$1.64B
2011Q1	\$38.10B	\$15.09B	\$2.15B	\$1.74B
2011Q2	\$39.46B	\$11.93B	\$3.62B	\$1.71B
2011Q3	\$39.29B	\$12.72B	\$4.15B	\$1.65B
2011Q4	\$41.78B	\$12.51B	\$2.04B	\$1.71B
2012Q1	\$41.85B	\$13.74B	\$1.75B	\$1.75B
2012Q2	\$42.93B	\$11.04B	\$3.00B	\$1.62B
2012Q3	\$42.85B	\$12.27B	\$3.40B	\$1.32B
2012Q4	\$44.54B	\$11.97B	\$1.61B	\$1.53B
2013Q1	\$44.46B	\$13.37B	\$1.45B	\$1.49B
2013Q2	\$45.08B	\$10.97B	\$2.65B	\$1.45B
2013Q3	\$44.75B	\$12.30B	\$2.97B	\$1.38B
2013Q4	\$45.63B	\$12.74B	\$1.35B	\$1.42B
2014Q1	\$45.38B	\$14.14B	\$1.32B	\$1.57B
2014Q2	\$46.13B	\$11.45B	\$2.72B	\$1.48B
2014Q3	\$46.00B	\$12.25B	\$2.99B	\$1.57B
2014Q4	\$47.48B	\$12.08B	\$1.44B	\$1.43B
2015Q1	\$47.53B	\$13.23B	\$1.35B	\$1.47B
2015Q2	\$47.45B	\$10.62B	\$2.83B	\$1.58B
2015Q3	\$47.36B	\$11.97B	\$3.02B	\$1.48B
2015Q4	\$48.43B	\$11.75B	\$1.41B	\$1.48B
2016Q1	\$48.47B	\$12.98B	\$1.37B	\$1.43B
2016Q2	\$48.21B	\$10.36B	\$3.10B	\$1.37B
2016Q3	\$47.96B	\$11.73B	\$3.27B	\$1.47B
2016Q4	\$49.16B	\$11.71B	\$1.46B	\$1.43B
2017Q1	\$48.87B	\$13.03B	\$1.41B	\$1.41B
2017Q2	\$48.07B	\$10.33B	\$3.24B	\$1.40B
2017Q3	\$47.22B	\$11.74B	\$3.41B	\$1.86B
2017Q4	\$48.42B	\$11.70B	\$1.64B	\$1.58B
2018Q1	\$50.72B	\$13.00B	\$1.55B	\$1.69B
2018Q2	\$49.66B	\$10.56B	\$3.38B	\$1.56B
2018Q3	\$49.17B	\$11.94B	\$3.59B	\$1.58B

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DISTRIBUTION BY PROGRAM TYPE (BY QUARTER)

Quarter	Undergraduate (% of Total Outstanding Balance)	Graduate (% of Total Outstanding Balance)
2010Q1	83.00%	17.00%
2010Q2	83.04%	16.96%
2010Q3	83.58%	16.42%
2010Q4	83.82%	16.18%
2011Q1	84.02%	15.98%
2011Q2	84.06%	15.94%
2011Q3	84.25%	15.75%
2011Q4	84.44%	15.56%
2012Q1	84.64%	15.36%
2012Q2	84.37%	15.63%
2012Q3	84.52%	15.48%
2012Q4	84.68%	15.32%
2013Q1	84.89%	15.11%
2013Q2	84.85%	15.15%
2013Q3	85.00%	15.00%
2013Q4	85.10%	14.90%
2014Q1	85.26%	14.74%
2014Q2	85.19%	14.81%
2014Q3	85.35%	14.65%
2014Q4	85.45%	14.55%
2015Q1	85.64%	14.36%
2015Q2	85.59%	14.41%
2015Q3	85.80%	14.20%
2015Q4	85.95%	14.05%
2016Q1	86.19%	13.81%
2016Q2	86.15%	13.85%
2016Q3	86.37%	13.63%
2016Q4	86.48%	13.52%
2017Q1	86.77%	13.23%
2017Q2	86.76%	13.24%
2017Q3	87.00%	13.00%
2017Q4	87.95%	12.05%
2018Q1	88.31%	11.69%
2018Q2	88.31%	11.69%
2018Q3	88.50%	11.50%

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DISTRIBUTION BY PROGRAM TYPE (BY QUARTER)

Year Over Year % Change in Current Balance

Quarter	Undergraduate	Graduate
2010Q1	10.15%	4.40%
2010Q2	9.74%	3.71%
2010Q3	13.20%	4.59%
2010Q4	12.01%	3.80%
2011Q1	11.06%	3.11%
2011Q2	10.28%	2.37%
2011Q3	5.61%	0.54%
2011Q4	5.12%	0.34%
2012Q1	5.19%	0.41%
2012Q2	4.90%	2.52%
2012Q3	5.07%	2.94%
2012Q4	4.19%	2.29%
2013Q1	4.67%	2.61%
2013Q2	3.97%	0.14%
2013Q3	4.25%	0.38%
2013Q4	3.67%	0.31%
2014Q1	3.76%	0.78%
2014Q2	3.69%	1.03%
2014Q3	3.17%	0.39%
2014Q4	3.02%	0.23%
2015Q1	2.80%	-0.30%
2015Q2	2.08%	-1.20%
2015Q3	2.70%	-0.98%
2015Q4	2.09%	-2.01%
2016Q1	2.12%	-2.36%
2016Q2	1.96%	-2.60%
2016Q3	2.00%	-2.77%
2016Q4	2.08%	-2.39%
2017Q1	2.22%	-2.73%
2017Q2	1.11%	-4.01%
2017Q3	0.80%	-4.49%
2017Q4	0.44%	-11.99%
2018Q1	4.35%	-9.40%
2018Q2	4.66%	-9.22%
2018Q3	4.47%	-9.15%

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ORIGINATION VOLUME AND DISTRIBUTION BY PROGRAM TYPE AND ACADEMIC YEAR OF ORIGINATION

Origination Volume Academic Year to Date

Academic Year	Original Balance (AYTD)	AYTD to AYTD % Change [#]	Original Balance (AY)	AY to AY % Change [#]
2008/2009 AY	\$2.35B	--	\$7.93B	--
2009/2010 AY	\$2.12B	-9.87%	\$5.68B	-28.13%
2010/2011 AY	\$1.82B	-13.92%	\$5.45B	-4.05%
2011/2012 AY	\$2.01B	10.36%	\$5.95B	9.04%
2012/2013 AY	\$2.32B	15.03%	\$6.58B	10.62%
2013/2014 AY	\$2.54B	9.78%	\$6.80B	3.16%
2014/2015 AY	\$2.70B	6.27%	\$7.22B	6.08%
2015/2016 AY	\$2.95B	9.38%	\$7.73B	6.83%
2016/2017 AY	\$3.18B	7.78%	\$8.20B	6.02%
2017/2018 AY	\$3.28B	1.78%	\$8.56B	4.35%
2018/2019 AYTD*	\$3.65B	11.23%	--	--

Origination Volume by Program Type (% of Total Originations)

Academic Year	Undergraduate	Graduate
2008/2009 AY	90.21%	9.79%
2009/2010 AY	88.29%	11.71%
2010/2011 AY	88.50 %	11.50%
2011/2012 AY	87.74%	12.26%
2012/2013 AY	86.52%	13.48%
2013/2014 AY	85.82%	14.18%
2014/2015 AY	86.31%	13.69%
2015/2016 AY	86.55%	13.45%
2016/2017 AY	87.31%	12.69%
2017/2018 AY	87.85%	12.15%
2018/2019 AYTD*	89.80%	10.20%

Note: Academic Year is defined as July 1 of a year to June 30 of the following year.

* The origination volume for AYTD 2018/19 is only for Q3 2018, which is only one quarter of the Academic Year

[#] YoY growth rates of 4.35% in AY 17/18 and 11.23% for AYTD 18/19 are calculated based on originations of only those lenders who provided requisite data for YoY calculation, for lack of available historical data. Whereas, the \$8.56 B and \$3.65 B figures, respectively, include additional lenders whose data may not included in the previous year's total of \$8.20 B and \$3.28 B.

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COSIGNED VS. NON-COSIGNED LOAN DISTRIBUTION BY ACADEMIC YEAR OF ORIGATION

Origination Volume by Cosigned vs. Non-Cosigned (% of Total Originations)¹

Academic Year	Undergraduate		Graduate		Total	
	Cosigned	Non-Cosigned	Cosigned	Non-Cosigned	Cosigned	Non-Cosigned
2008/2009 AY	74.39%	25.61%	54.09%	45.91%	72.41%	27.59%
2009/2010 AY	88.93%	11.07%	59.73%	40.27%	85.51%	14.49%
2010/2011 AY	90.09%	9.91%	60.08%	39.92%	86.64%	13.36%
2011/2012 AY	91.15%	8.85%	64.81%	35.19%	87.92%	12.08%
2012/2013 AY	90.72%	9.28%	61.87%	38.13%	86.83%	13.17%
2013/2014 AY	91.12%	8.88%	57.56%	42.44%	86.36%	13.64%
2014/2015 AY	92.90%	7.10%	54.87%	45.13%	87.69%	12.31%
2015/2016 AY	93.43%	6.57%	57.47%	42.53%	88.59%	11.41%
2016/2017 AY	92.68%	7.32%	58.65%	41.35%	88.36%	11.64%
2017/2018 AY	91.62%	8.38%	61.02%	38.98%	87.90%	12.10%
2018/2019 AYTD*	92.45%	7.55%	63.38%	36.62%	89.48%	10.52%

* The origination volume for AYTD 2018/19 is only for Q3 2018, which is only one quarter of the Academic Year

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SCHOOL CERTIFICATION BY ACADEMIC YEAR OF ORIGATION

Origination Volume by School Certified vs. Non School Certified
 (% of Total Originations)

Academic Year	School Certified	Non School Certified
2008/2009 AY	74.67%	25.33%
2009/2010 AY	86.28%	13.72%
2010/2011 AY	90.47%	9.53%
2011/2012 AY	91.78%	8.22%
2012/2013 AY	95.36%	4.64%
2013/2014 AY	97.95%	2.05%
2014/2015 AY	99.91%	0.09%
2015/2016 AY	99.93%	0.07%
2016/2017 AY	99.92%	0.08%
2017/2018 AY	99.93%	0.07%
2018/2019 AYTD *	99.90%	0.10%

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* The origination volume for AYTD 2018/19 is only for Q3 2018, which is only one quarter of the Academic Year