# The First Marblehead Corporation

**American Securitization Forum** 

February, 2008

#### **Forward-Looking Statements**

Statements in this presentation regarding First Marblehead's future expectations, performance and financial projections, including with regard to projected future cash flows, the future performance of securitization trusts, future securitization transactions and the prospects of the private student loan industry, as well as any other statements that are not purely historical, constitute forward looking statements for purposes of the safe harbor provisions of The Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on our plans, estimates and expectations as of January 31, 2008. The inclusion of this forward-looking information should not be regarded as a representation by us or any other person that the future results, plans, projections, estimates or expectations contemplated will actually be achieved. You are cautioned that matters subject to forward-looking statements involve known and unknown risks and uncertainties, including economic, legislative, regulatory, competitive and other factors, which may cause actual results, including the performance of the trusts and resulting cash flows, transaction terms and structures, or the timing of events, to be materially different than those expressed or implied by our forward-looking statements. Important factors that could cause or contribute to such differences include: investor response to ABS offerings, including the transactions that we facilitate; the timing, size, collateral pool composition and structure of any future securitization facilitated by us; degradation of credit quality or performance of the trusts' loan portfolios; the inability of The Education Resources Institute, Inc. (TERI), the third party guarantor of the underlying loans, to meet its guaranty obligations; the inability of Ambac Assurance Corporation, which has provided credit enhancement for certain securitization trusts, to meet its obligations; variance between the actual performance of securitization trusts and the key assumptions we have used in preparing the projected cash flows; our facilitated loan volumes available for securitization; and the other factors set forth under the caption "risk factors" in our quarterly report on Form 10-Q filed with the Securities and Exchange Commission on November 9, 2007. Important factors that could cause or contribute to differences between the actual performance of the securitization trusts and our key assumptions include economic, regulatory, competitive and other factors affecting prepayment, default and recovery rates on the underlying securitized loan portfolio, including full or partial prepayments and prepayments as a result of loan consolidation activity, and interest rate trends, including the projected cost of funding for auction rate notes. We specifically disclaim any obligation to update any forward-looking statements as a result of developments occurring after January 31, 2008.

#### Disclaimer

The information in this presentation is intended to provide a broad overview of our company, securitization program and securitized portfolio, for the private information of the persons reviewing it. Neither First Marblehead nor any other party is offering any securities by making this presentation or soliciting any action based upon the information provided.

Nothing in this presentation should be relied upon as a representation by First Marblehead, or any other person as to the future performance of any securitization trust described in this presentation or as to any securities that may be issued in the future. The information contained herein is intended to be illustrative only, and historical collateral pools may not be representative of any future collateral pool. Neither First Marblehead nor any other person is obligated to update the information contained herein. NCF has on file with the Securities and Exchange Commission an effective shelf registration statement (including a prospectus) for the offering from time to time of student loan asset backed securities (the "securities"). You may obtain these documents for free by visiting EDGAR on the SEC website at www.sec.gov.

Any securities offered by NCF will be described in a prospectus delivered to prospective investors. The securities will be obligations of a trust formed by NCF and will not be issued by or the obligation of First Marblehead, NCF or any other person. Prior to entering into any purchase of securities, you should determine, with the assistance of your advisors, the economic risks and merits, as well as the legal, tax and accounting characterizations and consequences of the securities.

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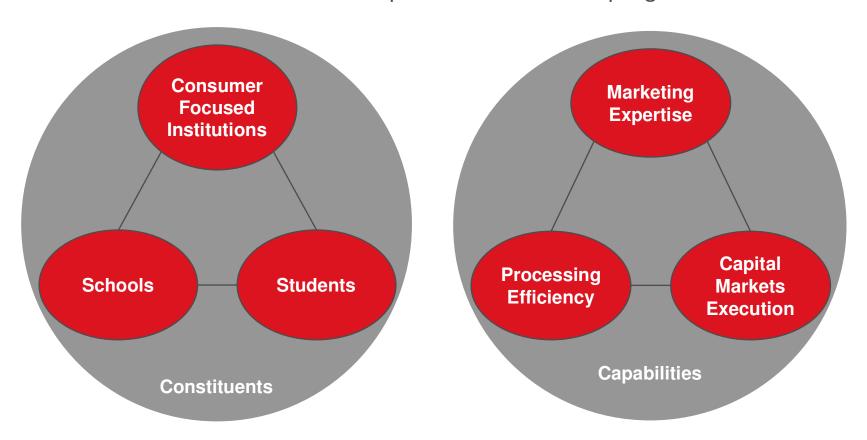
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# **Executive Summary**

First Marblehead is a category leader and the only proven, scalable, white-label facilitator of private student loans

 Provides clients with an integrated suite of tailored design, implementation and securitization services for private student loan programs



## Who We Are

First Marblehead is an execution-oriented, metrics-driven, client-focused industry leader of private education lending in the United States

## **Corporate History**

- Founded in 1991
- NYSE listed in October 2003

## Unique Business Model

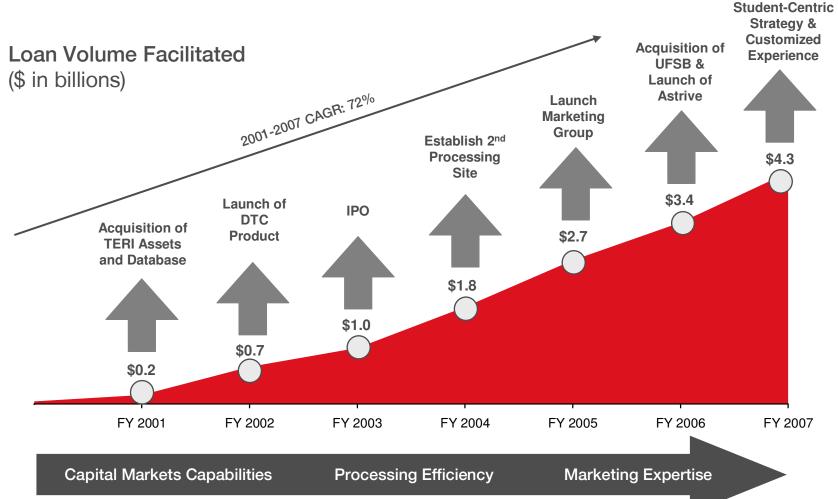
- End-to-end solutions provider leveraging data, scale, expertise and technology
  - Exclusive focus on private student loans
  - Customized products and services
  - Outsourced underwriting and transaction processing
  - Exceptional securitization track record

# Facilities & Employees

- Corporate headquarters Prudential Tower, Boston, MA
- Processing center Park Square Building, Boston, MA
- Processing center One Cabot Road, Medford, MA
- Savings and loan operation North Providence, RI
- 1,028 full-time employees\*

# The Evolution of First Marblehead

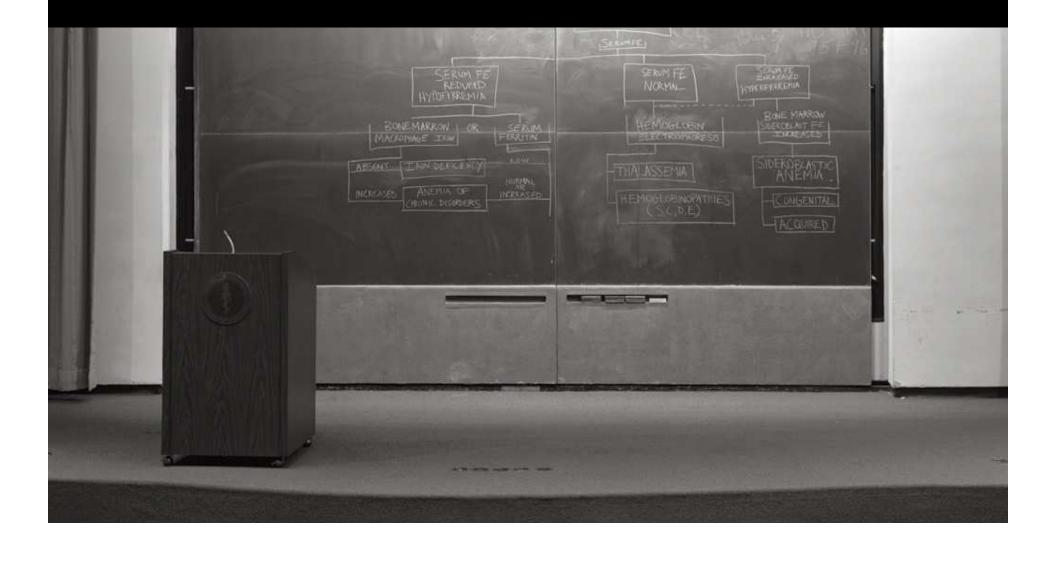
First Marblehead's loan volumes have increased significantly in conjunction with enhanced marketing and product development efforts



# **Investment Highlights**

- Strong Market Fundamentals
- Differentiated Business Model
- Strong Financial Performance
- Attractive & Achievable Growth Opportunities

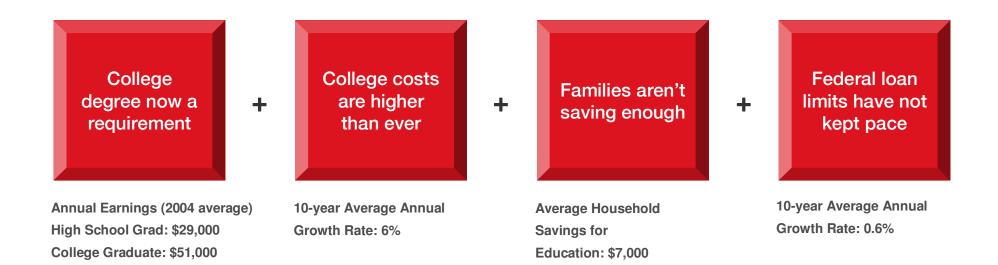
# Strong Market Fundamentals



# The Education Dilemma

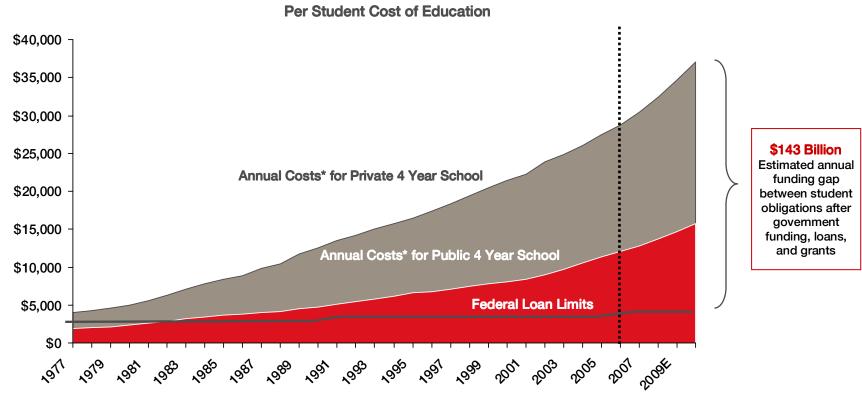
Advanced Degree: \$78,000

With mounting pressure to get an increasingly expensive college degree, many families don't have enough money to pay for it.



# Increasing Cost of Education & "Funding Gap"

While tuition and other education-related costs continue to rise, the federal loan limits have remained relatively stagnant

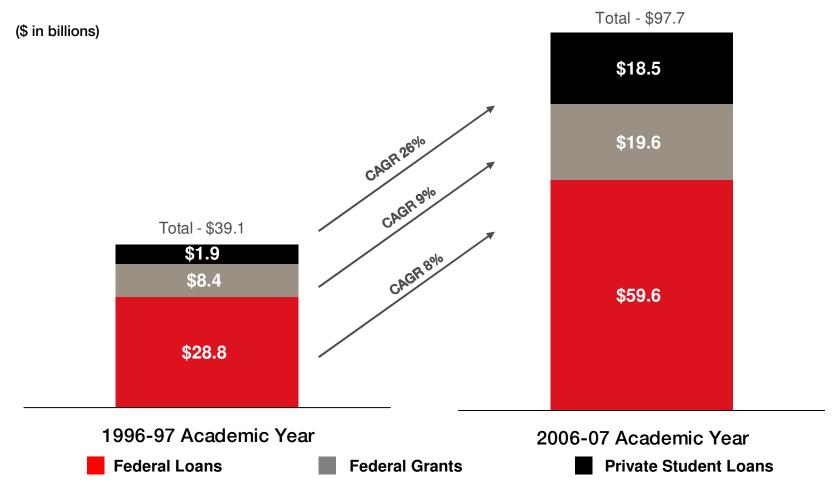


\*Includes average Tuition, Fee, Room and Board Charges.

Sources: College Board's 2007 *Trends* reports, First Marblehead, and National Center for Education Statistics' *Projections for Education Statistics to 2014*. Does not include private for-profit school costs, estimated to add \$22 billion to funding gap.

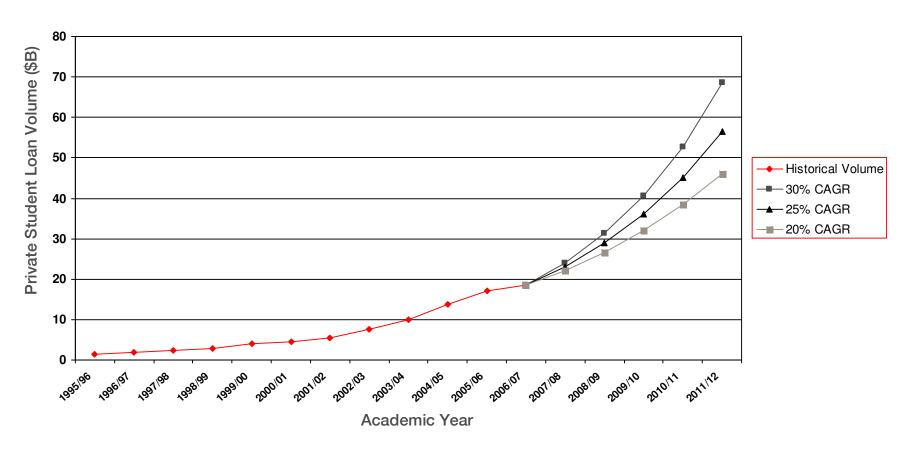
# Growth of the Private Student Loan Market

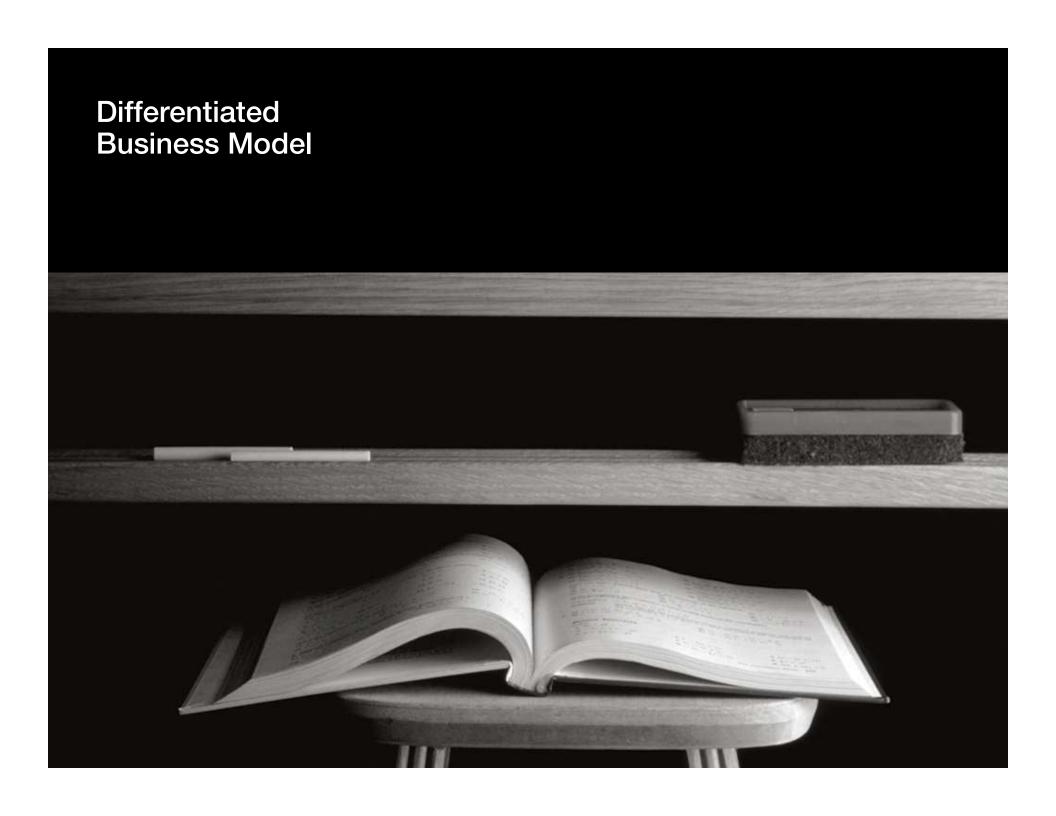
Private student loans have been the fastest growing segment of financial aid



# Private Student Loan Market Expected to Grow Rapidly

# Even under moderating growth assumptions, private loan volumes are projected to double by 2010 – 2011





# What We Offer

# First Marblehead provides compelling value to all of its constituencies

Clients

- Meaningful fee-based income
- Custom branded products with marketing intelligence
- Opportunity to transfer risk
- Scaled back office for best-in-class customer experience

Students

- Lower-cost loans based on efficient, risk-based pricing
- Convenience and choice
- Excellent processing

**Bond Investors** 

Innovative structures creating investment grade collateralized securities

# **Our Clients**

Our clients include leading banks, consumer finance companies, marketers, and affinity organizations





























**BANKERS' BANK** 









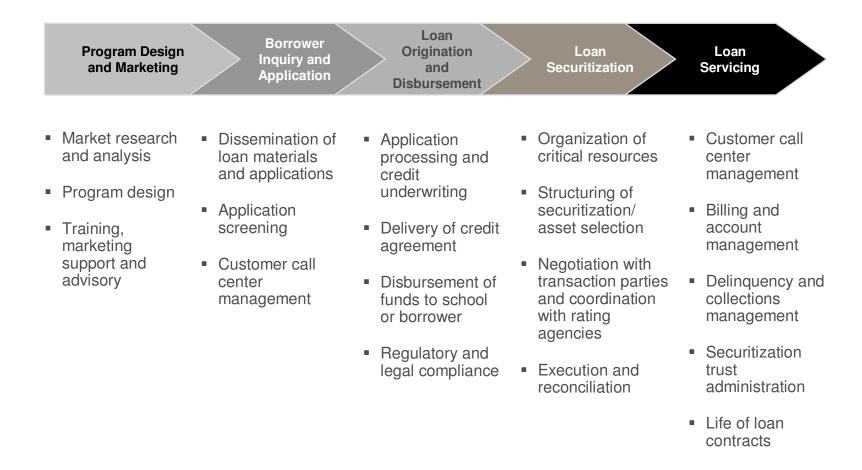








# Our End-to-End Solution Set is Difficult to Replicate

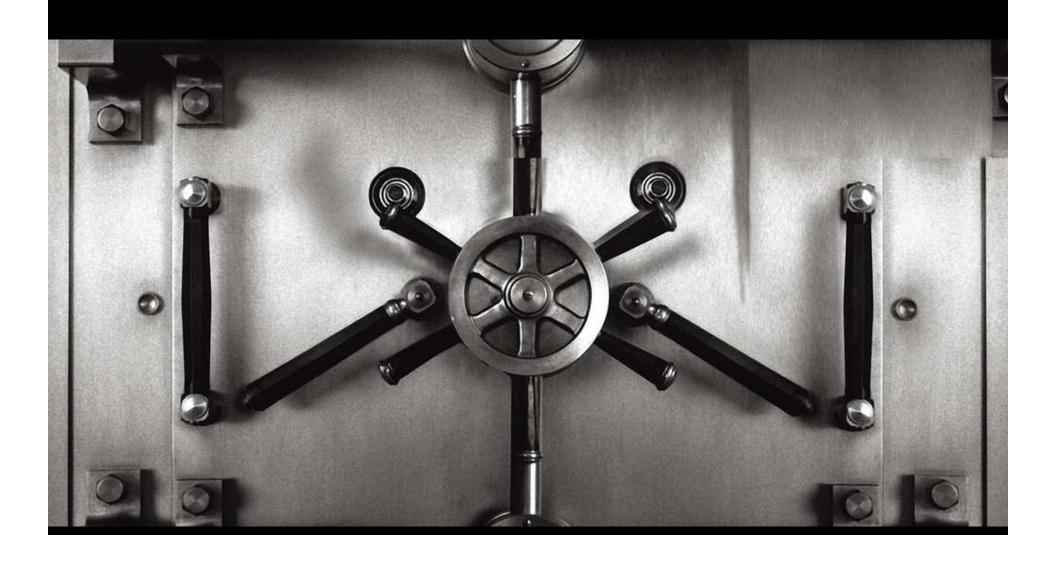


# **Driven by Proprietary Data and Expertise**

# First Marblehead's Barriers to Entry

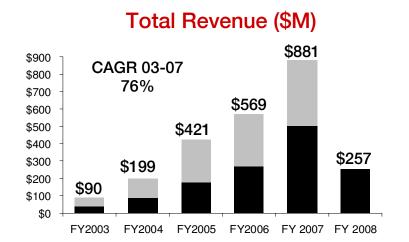
- 20+ year database enables monetization of assets at attractive returns
- End-to-end processing expertise and scale difficult to replicate
- Unique private label model enables a customized experience for each brand
- Regulatory oversight and compliance requirements
- Legislative actions have reduced margins of traditional FFELP providers. Potential competitors may lack the necessary capital to support private loans.

# Strong Financial Performance

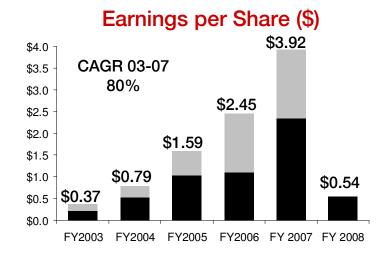


# **Operating Results**

(Black shaded area represents first six months of fiscal year)



#### Net Income (\$M) \$400 \$371 **CAGR 03-07** \$350 85% \$300 \$236 \$250 \$200 \$160 \$150 \$75 \$100 \$51 \$31 \$50 \$0 FY2003 FY2004 FY2005 FY2006 FY 2007 FY 2008



Notes: 1) Results for Fiscal Years ended 6/30, FY 2008 year to date ending 12/31

2) Earnings per Share adjusted to reflect post split values

# **Finance and Operating Data**

(\$ in millions)	Fiscal Year Ended June 30,					
	2003	2004	2005	2006	2007	
Loan Volume:						
Loans Facilitated	1,041	1,801	2,662	3,363	4,293	
Loans Available for Securitization	669	1,377	2,180	2,920	3,873	
Loans Securitized	560	1,245	2,262	2,762	3,750	
Revenues:						
Up-Front Structural Advisory Fees	33	84	168	208	457	
Additional Structural Advisory Fees	6	13	29	35	45	
Residual Revenues	30	65	139	206	212	
Processing Fees from TERI	21	35	78	106	135	
Administrative and Other Fees	1	2	4	9	22	
<b>Total Service Revenues</b>	91	199	418	564	871	
Total Operating Expenses	36	70	144	188	253	
Operating Income	55	129	274	376	618	
Net Interest Income / (Expense)	(1)	-	3	5	9	
Other Income	-	=	=	3	=	
Pre-Tax Income	54	129	277	384	627	
Income Tax Expense	23	54	117	148	256	
Net Income	31	75	160	236	371	
% Margin	35.0%	37.8%	37.9%	41.5%	42.2%	
Diluted EPS	\$0.37	\$0.79	\$1.59	\$2.45	\$3.92	

# **Finance and Operating Data**

(\$ in thousands)	Three months ended December 31,		Six months ended December 31,		
	2007 <sup>1</sup>	2006	2007 <sup>1</sup>	2006	
Loan Volume:					
Loans Facilitated	1,081,324	758,673	3,482,865	2,434,834	
Loans Available for Securitization	982,052	686,661	3,209,432	2,208,892	
Loans Securitized	0	723,551	2,027,079	2,109,684	
Revenues:					
Up-Front Structural Advisory Fees	524	88,618	178,066	261,928	
Additional Structural Advisory Fees	(10,775)	9,789	16,388	28,340	
Residual Revenues	(159,746)	62,180	(56,882)	130,843	
Processing Fees from TERI	37,280	29,608	83,529	66,679	
Administrative and Other Fees	3,129	4,727	24,890	8,953	
Total Service Revenues	(129,588)	194,922	245,991	496,743	
Total Operating Expenses	73,693	58,983	171,194	124,582	
Operating Income	(203,281)	135,939	74,797	372,161	
Net Interest Income / (Expense)					
Other Income	0	0	0	0	
Pre-Tax Income	(196,503)	138,783	85,958	376,129	
Income Tax Expense	(78,828)	57,632	34,813	153,970	
Net Income	(117,675)	81,151	51,145	222,159	
Diluted EPS	(1.26)	0.86	0.55	2.35	

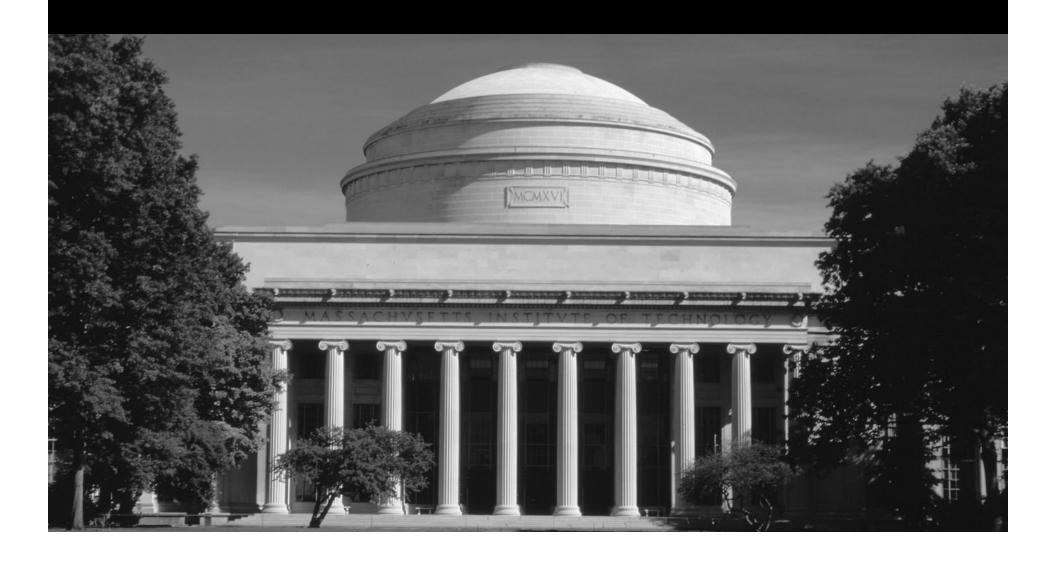
(1) Unaudited

# **Balance Sheet Data**

(\$ in Thousands)	Fiscal Year Ended June 30,				
	2005	2006	2007	2008Q2 <sup>1</sup>	
ASSETS					
Cash, cash equivalents and investments	193,796	142,961	234,921	351,021	
Loans held for sale	-	-	37,052	358,023	
Service receivables:					
Structural advisory fees	53,371	88,297	133,644	150,032	
Residuals	247,275	452,823	665,115	608,233	
Processing fees from TERI	8,944	10,447	10,909	12,175	
Income tax receivables	2,594	11,649	49,345	-	
Other assets	52,213	64,169	83,477	105,080	
Total Assets	558,193	770,346	1,214,463	1,584,564	
LIABILITIES AND STOCKHOLDERS EQUITY					
Liabilities:					
Deposits	-	-	53,523	146,893	
Education loan warehouse facility	-	-	-	245,400	
Accounts payable and accrued expenses	33,318	34,430	59,044	30,754	
Net deferred income tax liabilities	84,208	144,240	247,748	201,139	
Other liabilities	19,101	15,507	11,528	9,269	
Total liabilities	136,627	194,177	371,843	663,514	
Stockholders' Equity					
Series A non-voting convertible preferred stock	-	-	-	59,800	
Common Stock, net of Treasury Stock	151,451	97,079	50,667		
Retained earnings	270,115	479,090	791,953		
Total Stockholders' Equity	421,566	576,169	842,620	921,050	
Total Liabilities and Stockholders' Equity	558,193	770,346	1,214,463	1,584,564	

(1) Unaudited

# Securitization



# Company-wide Focus: Generate Securitizeable Assets

**Business Development** 

Sensitive to selling only securitizeable programs / products

**Risk Management** 

Analyze performance data

 Collaborate with Business Development & Product Management

- Participates in debt road shows & rating agency process
- 2 PhDs, 4 Graduate Degrees

Capital Markets, Data Management and Quantitative Analytics

- Transaction Processing Team
- Receive and normalize data
- 1 PhD, 9 Graduate Degrees, 3 CPAs

**First Marblehead Data Services** 

- Trust Accounting & Reporting
- Posting Reg AB & Investor Data

**Operations & Quality Assurance** 

- Process within guidelines
- Assist in securitization audits

# **Securitization Track Record**

Total Issuance: \$17.5 billion

Total # Deals: 38

Date	2001	2003	2004	2005	2006	
Transaction	NCMSLT I	NCSLT 2003-1	NCSLT 2004-1	NCSLT 2005-3	NCSLT 2006-1	NCSLT 2006-3
Size (MM)	\$150.0	\$687.5	\$715.1	\$1,676.6	\$900.7	\$1,843.4
Market Securities Issued	Private ARN	Private ARN/FRN	<b>Public</b> ARN/FRN	Public FRN	Public FRN	Public FRN
FRN Index	N/A	3M Libor	3M Libor	1M Libor	1M Libor	1M Libor
Enhancement	Wrap	Sr/Sub	Sr/Sub	Sr/Sub	Sr/Sub	Sr/Sub
Other	Master Trust	Discrete Trust	IO Strip	GIC	Liquidity Note	Triple-B

Latest Issuance: NCSLT 2007-3 and 2007-4

Combined Size: \$2.93 billion

Market: Public
Securities Issued: ARN/FRN
FRN Index: 1M Libor
Enhancement: Wrap

Other: Challenging market conditions

# **Securitized Collateral**

	NCSLT 2007-4	NCSLT 2007-3	NCSLT 2007-2	NCSLT 2007-1	NCSLT 2006-4	NCSLT 2006-3
Size (P&I Purchased)	\$1,013MM	\$1,014MM	\$767.5MM	\$776.5MM	\$723MM	\$1,386MM
Weighted Average FICO*	711	711	711	712	712	711
% Cosigned	83.7%	83.7%	81.8%	82.7%	83.3%	82.4%
% Credit Worthy	99.0%	99.0%	99.5%	99.8%	99.9%	97.3%
% in Full Deferment	91.5%	91.6%	92.5%	90.1%	89.7%	90.6%
Weighted Average Interest Rate	L + 5.14%	L + 5.13%	L + 5.24%	L + 5.13%	L + 5.41%	L + 4.79%
% Graduate and 4 year Schools	94.7%	94.7%	94.0%	95.4%	94.9%	96.1%
Avg. Cost of Debt over Libor	0.86%	0.86%	0.36%	0.30%	0.31%	0.32%

<sup>\*</sup>Fico score reflects the borrower or co-signer depending on who the credit decision is based on.

# Borrowers are Credit Experienced

# Risk Profile by Borrower Type

#### **Credit Ready**

Average FICO Score: 730

Average Time on File: 9 Years

Average Cosigner Age: N/A

Average Age

Undergraduate Student: N/A

Average Age

Graduate Student: 28

Homeownership: N/A

Student Type: Graduate

**Students Only** 

### **Credit Worthy Student**

Average FICO Score: 705

Average Time on File: 7 Years

Average Cosigner Age: N/A

Average Age

Undergraduate Student: 26

Average Age

Graduate Student: 30

Homeownership: 22%

Student Type: Graduate
Students & Non-Traditional

Students (Work & School)

### **Credit Worthy Co-signed**

Average Cosigner FICO Score: 715

Average Time on File: 19 Years

Average Cosigner Age: 50

Average Age

Undergraduate Student: 23

Average Age

Graduate Student: 28

Homeownership: 85%

Student Type: Typically

**Undergraduate Students with Parent or Family Member as** 

Cosigner

Source: TERI Data, as of June 30, 2007

# The Education Resources Institute (TERI): Experienced Loan Guarantor

- 501(c)(3) with \$20.8 billion loans guaranteed since 1985
- Independent board (no cross-over with First Marblehead's Board); PWC is the auditor
- 109 employees: guaranty business & college access
- Stand-alone ratings (as of January 31, 2008)

Moody's: Baa3\*Fitch: A\*\*

S&P: PrivateDBRS: A

- In 2001, First Marblehead purchased:
  - 15 years of student loan performance data
  - Operating systems to decision loans
  - 161 employees
  - Contract expires June 30, 2011
- TERI establishes credit criteria and sells its loan guaranty to First Marblehead's clients

<sup>\*</sup>Under review for possible downgrade

<sup>28</sup> 

# Our Mission:

We will be the best provider of financial solutions that help students achieve their dreams



# **Long-Term Goal**

Standing still is the fastest way of moving backwards in a rapidly changing world

First Marblehead - Present State



Private Student Loan Product Strategy

- Exclusive focus on private student loans
- Private label
- End-to-end processor

First Marblehead – Future State



**Student-Centric Strategy** 

- Distributor of solutions to undergraduate and graduate students throughout their education lifecycle
  - Client solutions
  - Proprietary solutions

# First Marblehead's Business Strategies

- Raise capital through GS Capital Partners investment
- Develop alternative sources of funding
- Tighten credit standards
- Elevate collection practices
- Increase pricing
- Support high-quality client relationships
- Invest in proprietary brand and school channel
- Reduce the overall cost structure

# Raise Capital through GS Capital Partners

- In December FMC announced that GS Capital Partners ("GSCP") will invest up to \$260.5 million to acquire 19.99% of the company and offered to provide the company with \$1 billion of warehouse financing
- Validates First Marblehead's business model
- Provides FMC with additional capital resources to fund its long-term strategy
- Two step process:
  - (1) An initial investment of \$59.8 million whereby GSCP acquired preferred securities convertible into 5.3 million shares of Common Stock
  - (2) Upon receipt of regulatory clearance and determinations, an additional investment of up to \$200.7 million will be made to acquire additional preferred securities that are convertible into 13.4 million shares of common stock at a conversion price of \$15.00 per share. The convertible securities are non-voting and will, on a converted basis, represent 16.7% of First Marblehead's outstanding common stock
- GSCP will not hold more than 9.9% of the voting shares at any time
- Per the terms of the agreement, Henry Cornell, a managing director of Goldman Sachs, joined FMC's board on 1/30/08

# **Develop Alternative Sources of Funding**

- Securitizations
- Warehouse line of credit
- Expand deposit funding through UFSB
- Whole loan sales
- Working with bank clients to support extended terms

# **Tighten Credit Standards**

- Tightened credit criteria in Q407 based on trend data
- Further tightening credit criteria to focus on high quality borrowers given continued consumer credit challenges
- Increased net weighted average default assumption from 5.81% to 7.68% based on forward-looking data
- Eliminated lower credit tiers, which are defaulting at higher rates than anticipated due to economic factors
- Instituting new processes to ensure we are lending to borrowers with a high propensity to graduate

## **Elevate Collection Practices and Increase Pricing**

- Contact borrowers and co-borrowers earlier in the repayment process.
   Collection practices had focused more on borrower than co-borrower
- Significant volume of business expected to be moved to professional collection agencies which will contact borrowers and co-borrowers much earlier following a missed payment
- Changes in collection practices expected to reduce default rates
- Expect prices to borrowers to increase given current and anticipated credit cycle. Near term growth rate of business volume expected to fall as markets adjust

# **Company and Industry Outlook**

- The vital role of private student loans
- First Marblehead is well positioned to manage through disruptions
- Aggressive management of our business model as the credit cycle evolves
- Prudent provider of capital to meet the needs of the market
- Responsible lending and Smartborrowing.org

# Appendix:

**Investor Reporting** 

**Supplemental Information** 

Private vs. Federal Student Loan Features and Benefits

# **Investor Reporting**

#### Comprehensive ABS Investor Information available at:

#### www.firstmarblehead.com

- Click on Investors
  - Click on ABS Investors
    - Select the relevant Trust Information to view the following information
    - Servicer Reports
    - Current Rates
    - Portfolio Stratification at Issuance
    - Offering Documents
    - Indenture
  - Sign-up for email alerts

#### ABS Investor Information also available at:

- https://trustinvestorreporting.usbank.com
- Register and obtain user-id and password access

#### Trust Reports and Static Pool Data – Where to Find Them

About us What we do Our Services Investors Home The First Marblehead Corporation ABS Investors Introduction → Overview First Marblehead provides structural, advisory and other services to securitization trusts that issue student Governance loan asset-backed securities. The asset-backed securities issued by the securitization trusts do not represent interests in, and are not guaranteed or insured by, First Marblehead. The asset-backed securities Equity Investors listed below are registered with the U.S. Securities and Exchange Commission and are subject to federal and state income taxes. Each series of asset-backed securities listed below is described in a Prospectus and Prospectus Supplement containing information about the terms and conditions of the asset-backed Press Releases and Events seounties, information related to the underlying student loans, trading information and other issuance details. Asset-Backed Securities **CUSIP** Lookup ABS Investors Asset-Backed Securities → Click here for 2004-1 CUSIP The National Collegiate Student Loan Trust 2004-1 SEC Filings The National Collegiate Student Loan Trust 2004-2 Click here for 2004-2 CUSIP Pending Transactions The National Collegiate Student Loan Trust 2005-1 Static Pool Data Click here for 2005-1 CUSIP The National Collegiate Student Loan Trust 2005-2 E-mail Alerts The National Collegiate Student Loan Trust 2005-3 Click here for 2005-2 CUSIP → CUSIP Lookup numbers The National Collegiate Student Loan Trust 2008-1 → ABS IR Contact Click here for 2005-3 CUSIP The National Collegiate Student Loan Trust 2008-2 Information Request The National Collegiate Student Loan Trust 2000-3 Click here for 2006-1 CUSIP numbers The National Collegiate Student Loan Trust 2008-4 FAQs Click here for 2000-2 CUSIP The National Collegiate Student Loan Trust 2007-1 Contact IR The National Collegiate Student Loan Trust 2007-2 Information Request Click here for 2006-3 CUSIP numbers The National Collegiate Student Loan Trust 2007-3



#### Investor Kit

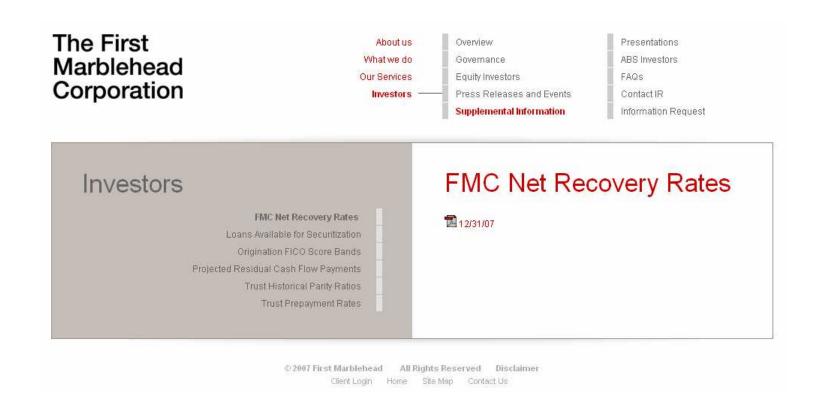
Click here to request information

The National Collegiate Student Loan Trust 2007-4

- Click here for 2006-4 CUSIP
- Click here for 2007-1 CUSIP numbers
- → Click here for 2007-2 CUSIP
- Click here for 2007-3 GUSIP numbers

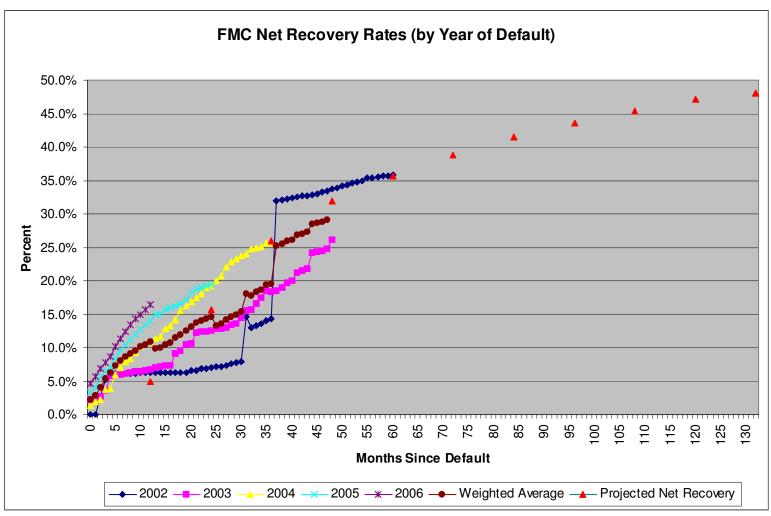
#### Supplemental Information – Where to Find It

www.firstmarblehead.com



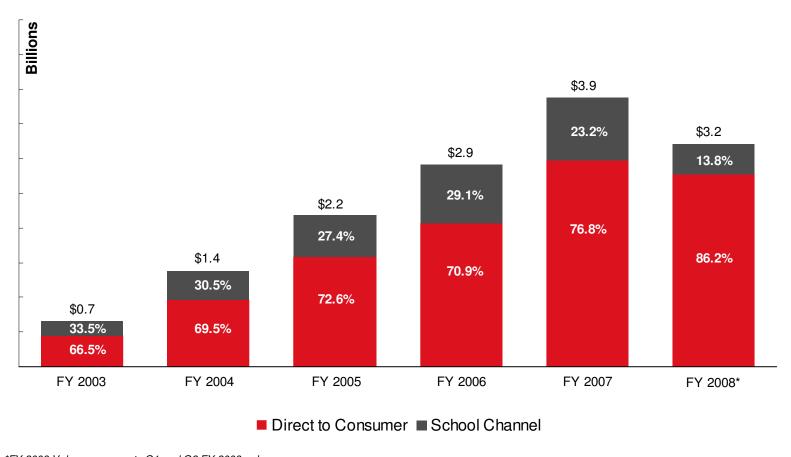
### Net recovery rate experience continues to be strong

As of December 31, 2007

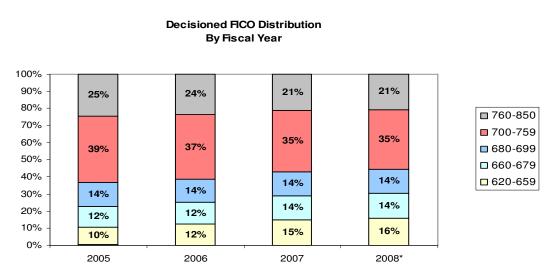


Net Recoveries: recoveries (either in the form of cash or repurchased loans) net of collection costs. FMC assumes a 48% net recovery rate for residual valuation purposes.

## Loans Available for Securitization by Fiscal Year

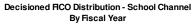


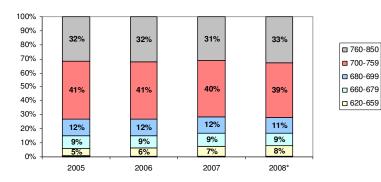
#### FICO Scores for disbursed volume by fiscal year



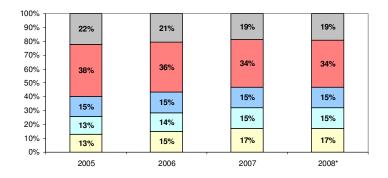
# Decisioned FICO Scores:

FICO score that is reflective of decision on cosigner, student, or borrower without cosigner





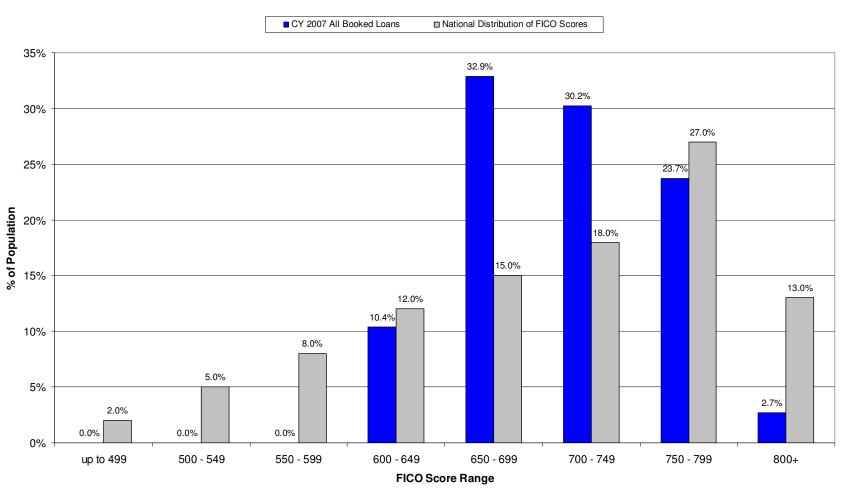
#### Decisioned FICO Distribution - Direct to Consumer By Fiscal Year





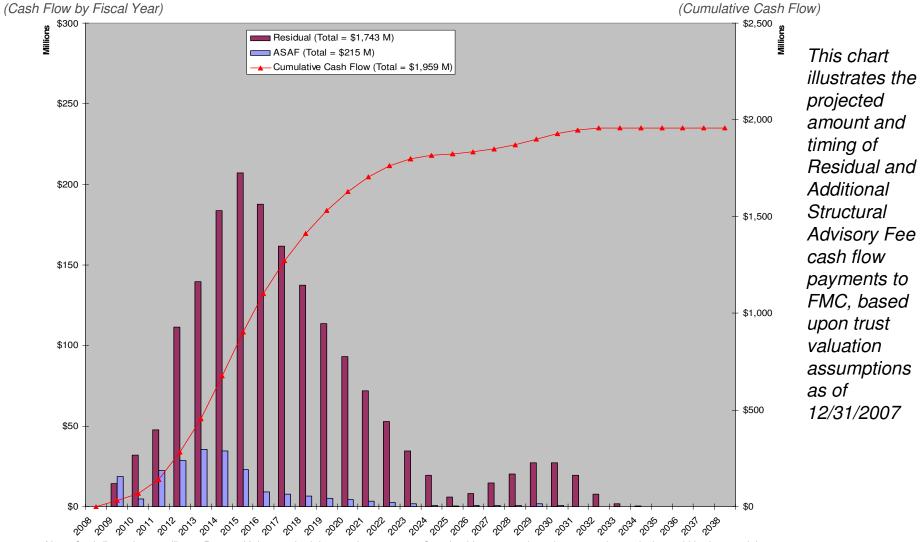
### FMD FICO score distribution compares favorably to national averages

#### **Decisioned FICO Distribution for Loans Booked in CY 2007**



#### \$1.9B projected future cash flow stream

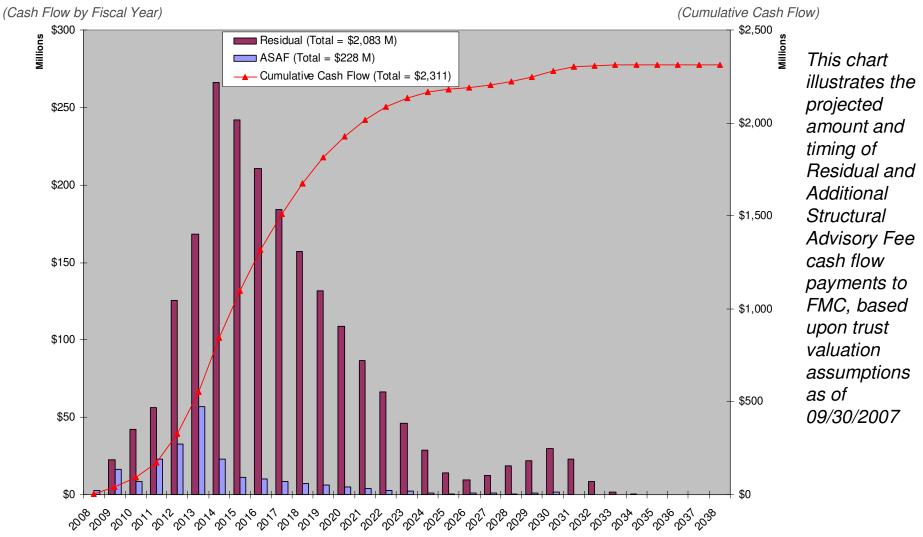
Residual/Additional Structural cashflow projections as of December 31, 2007



Note: Cash flows do not utilize a 'Present Value' methodology and are pre-tax. Certain older trusts, whose impact on the analysis would be immaterial, are excluded. Please refer to the most recent 10-Q SEC filing on our website (<a href="www.firstmarblehead.com">www.firstmarblehead.com</a>) for important information regarding the Critical Accounting Policies and Estimates used to prepare this projection.

### \$2.3B projected future cash flow stream

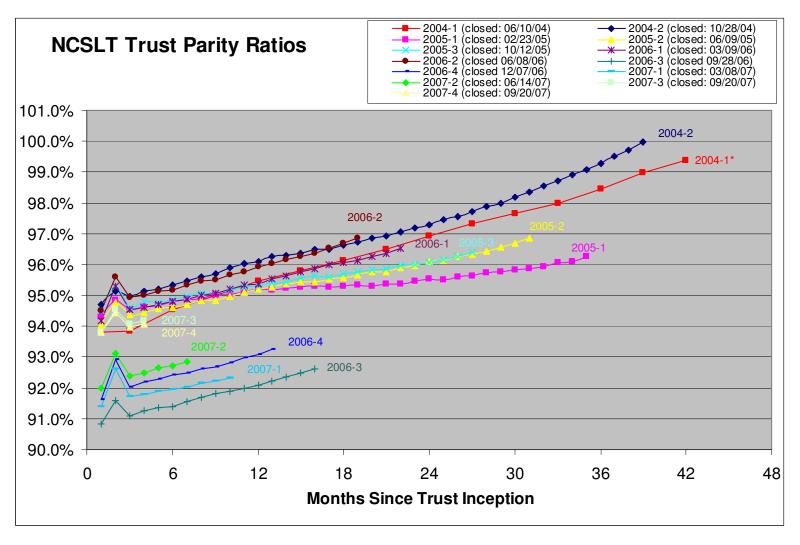
Residual/Additional Structural cashflow projections as of September 30, 2007



Note: Cash flows do not utilize a 'Present Value' methodology and are pre-tax. Certain older trusts, whose impact on the analysis would be immaterial, are excluded. Please refer to the most recent 10-Q SEC filing on our website (<a href="www.firstmarblehead.com">www.firstmarblehead.com</a>) for important information regarding the Critical Accounting Policies and Estimates used to prepare this projection.

#### Trust parity ratios continue to increase

As of December 31, 2007

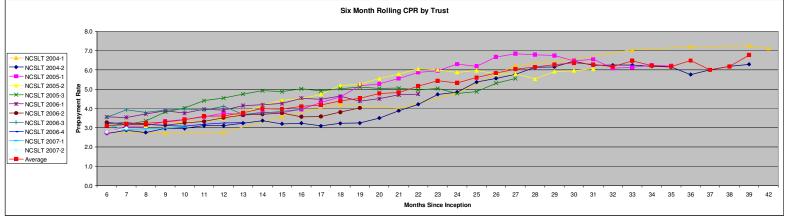


Parity Ratio: trust assets (loan pool balance plus trust accounts) divided by liabilities (bonds outstanding)

### Recent prepayment rates have been stabilizing

Six month rolling prepayment rates updated through December 31, 2007\*

onths Since	Average	NCSLT 2004-1	NCSLT 2004-2	NCSLT 2005-1	NCSLT 2005-2	NCSLT 2005-3	NCSLT 2006-1	NCSLT 2006-2	NCSLT 2006-3	NCSLT 2006-4	NCSLT 2007-1	NCSLT 2007-2	NCSLT 2007-3	NCSLT 2007-
nception														
6	3.1%	2.8%	2.7%	2.7%	3.2%	3.1%	3.6%	3.3%	3.6%	3.2%	3.2%	2.8%		
7	3.2%		2.9%	3.1%	3.2%	3.2%	3.5%	3.2%	3.9%	3.3%	2.9%	3.0%		
8	3.2%		2.8%	3.1%	3.1%	3.3%	3.7%	3.2%	3.8%	3.2%	2.9%			
9	3.3%	2.7%	3.0%	3.3%	3.1%	3.8%	3.9%	3.1%	3.9%	3.1%	3.0%			
10	3.4%		3.0%	3.4%	3.3%	4.0%	3.8%	3.3%	4.0%	3.1%	3.0%			
11	3.6%		3.1%	3.6%	3.3%	4.4%	4.0%	3.3%	3.9%	3.2%				
12	3.6%	2.8%	3.1%	3.8%	3.5%	4.5%	3.9%	3.5%	4.1%	3.2%				
13	3.8%		3.2%	3.7%	3.8%	4.7%	4.2%	3.7%	3.7%	3.3%				
14	4.0%		3.4%	3.8%	4.2%	4.9%	4.2%	3.7%	3.8%					
15	4.0%	3.6%	3.2%	3.8%	4.4%	4.9%	4.3%	3.8%	3.9%					
16	4.1%		3.2%	4.0%	4.5%	5.0%	4.5%	3.6%	4.0%					
17	4.2%		3.1%	4.3%	4.7%	4.9%	4.5%	3.6%						
18	4.4%	4.2%	3.2%	4.6%	5.2%	5.0%	4.6%	3.8%						
19	4.5%		3.2%	5.2%	5.3%	5.1%	4.4%	4.0%						
20	4.8%		3.5%	5.3%	5.6%	5.0%	4.5%							
21	4.8%	4.0%	3.9%	5.6%	5.8%	5.1%	4.7%							
22	5.2%		4.2%	5.9%	6.1%	5.0%	4.7%							
23	5.4%		4.7%	6.0%	6.0%	5.0%								
24	5.3%	4.8%	4.8%	6.3%	5.9%	4.8%								
25	5.6%		5.4%	6.2%	6.0%	4.9%								
26	5.8%		5.6%	6.7%	5.8%	5.3%								
27	6.0%	6.2%	5.8%	6.8%	5.8%	5.6%								
28	6.2%	0.270	6.1%	6.8%	5.5%	0.070								
29	6.3%		6.2%	6.8%	5.9%									
30	6.4%	6.6%	6.5%	6.5%	6.0%									
31	6.3%	0.0 /6	6.2%	6.6%	6.1%									
32	6.2%		6.2%	6.1%	0.170									
33	6.5%	7.0%	6.3%	6.1%										
34	6.2%	7.076	6.2%	6.2%										
35	6.2%		6.2%	6.2%										
36	6.5%	7.2%	5.8%	0.2%										
		1.2%	6.0%											
37	6.0% 6.2%		6.2%											
38		7.00/												
39	6.8%	7.3%	6.3%											
42	7.1%	7.1%												



<sup>\*</sup>Average prepayment rate during preceding six month period. NCSLT 2004-1 data as of November 30, 2007 (most recent quarterly reporting date).

### Private Student Loan Features & Benefits vs. Federal Stafford

FEATURE / BENEFIT	UNDERGRADUATE PRIVATE LOAN	UNDERGRADUATE FEDERAL STAFFORD				
Interest Rate	LIBOR + 2.85%-7.85%	6.8% fixed				
Fees	0% - 9.5% (Capitalized)	1.5% going to 1.0% in 7/08				
		De	ependent	Independent		
Annual Loan Limit	Cost of attendance minus aid (max \$40,000)	1 yr 2 yr 3-5 yrs Max	\$3,500 \$4,500 \$5,500 \$23,000	\$7,500 \$8,500 \$10,500 \$46,000		
Repayment Term	20 years	10 years				
	Immediate	Level				
Repayment Options	Interest only in school	Graduated				
	Deferred P&I in school	Income-sensitive				
Deferment	Forbearance – 6 mo. increments, cannot exceed a total of 12 mos.	Forbearance – 12 mo. increments, usually cannot exceed a total of 48 mos.				
	(.25%) – Direct debit	(.25%) – Direct debit				
Borrower Benefit	(.25%) – 36 on-time payments	Many lenders have eliminated other benefits				
	Co-signer release	Zero Fees offered by 10/20 lenders				
Underwriting Standards	Risk-based pricing Approval – ~30% (for 80% co-sign structure)	Unless prior default or bankruptcy, everyone is approved				