## SECTION 1 - COHORT TRENDING AND ANALYSIS

## COHORT BREAKDOWN



| A | 2014 | 258 | 1406 | 18.3\% | 130 | 9.2\% | 27.6\% | 6 | 0.4\% | N/A |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A | 2015 | 58 | 1812 | 3.2\% | 488 | 26.9\% | 30.1\% | 0 | 0.0\% | N/A |
| A | 2016 | 0 | 747 | 0.0\% | 177 | 23.7\% | 23.7\% | 0 | 0.0\% | N/A | This table includes the projections that Edfinancial has calculated for your school using the SPR file from NSLDS. Cohorts marked with an "A" are being serviced by Edfinancial. Please see the Glossary for more information.


| COHORT | PROJECTED DEFAULTS BY MONTH |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | MM/YYYY | BORROWERS | \% INCREASE | DELQ BUCKET |
| 2014 |  |  |  |  |
|  | 2/2016 | 10 | 0.71\% | 331-351 |
|  | 3/2016 | 12 | 0.85\% | 303-328 |
|  | 4/2016 | 18 | 1.28\% | 271-299 |
|  | 5/2016 | 10 | 0.71\% | 240-263 |
|  | 6/2016 | 20 | 1.42\% | 210-238 |
|  | 7/2016 | 19 | 1.35\% | 179-208 |
|  | 8/2016 | 22 | 1.56\% | 147-177 |
|  | 9/2016 | 19 | 1.35\% | 118-146 |
|  |  | 130 | 9.2\% |  |
| 2015 |  |  |  |  |
|  | 2/2016 | 10 | 0.55\% | 333-358 |
|  | 3/2016 | 6 | 0.33\% | 302-322 |
|  | 4/2016 | 19 | 1.05\% | 272-299 |
|  | 5/2016 | 10 | 0.55\% | 247-269 |
|  | 6/2016 | 28 | 1.55\% | 209-238 |
|  | 7/2016 | 153 | 8.44\% | 178-208 |
|  | 8/2016 | 22 | 1.21\% | 147-175 |
|  | 9/2016 | 23 | 1.27\% | 117-144 |
|  | 10/2016 | 42 | 2.32\% | 86-116 |
|  | 11/2016 | 46 | 2.54\% | 57-84 |
|  | 12/2016 | 55 | 3.04\% | 25-55 |
|  | 1/2017 | 74 | 4.08\% | 2-24 |
|  |  | 488 | 26.9\% |  |
| 2016 |  |  |  |  |
|  | 10/2016 | 1 | 0.13\% | 97-97 |
|  | 11/2016 | 58 | 7.76\% | 56-76 |
|  | 12/2016 | 100 | 13.39\% | 26-55 |
|  | 1/2017 | 18 | 2.41\% | 6-24 |
|  |  | 177 | 23.7\% |  |

This table provides an estimate for the month and year from NSLDS data when an at risk borrower could potentially default based on calculations of the borrower defaulting at day 360 . The \% Increase column indicates the percentage the CDR could change if the projected borrowers default.

DELINQUENCY BUCKETS

| COHORT | DELQ BUCKET | BORROWERS | LOANS | AVG INSTALLMENT |
| :---: | :---: | :---: | :---: | :---: |
| 2014 |  |  |  |  |
|  | 91-120 | 4 | 16 | \$150.50 |
|  | 121-150 | 21 | 62 | \$80.76 |
|  | 151-180 | 23 | 69 | \$96.13 |
|  | 181-210 | 13 | 40 | \$98.38 |
|  | 211-240 | 20 | 60 | \$82.70 |
|  | 241-270 | 9 | 17 | \$57.22 |
|  | 271-300 | 18 | 54 | \$91.33 |
|  | 301-330 | 12 | 38 | \$73.75 |
|  | 331-359 | 10 | 24 | \$78.20 |
|  |  | 130 | 380 |  |



|  | 1-30 | 100 | 302 | \$96.88 |
| :---: | :---: | :---: | :---: | :---: |
|  | 31-60 | 47 | 145 | \$96.77 |
|  | 61-90 | 50 | 161 | \$97.38 |
|  | 91-120 | 26 | 90 | \$101.85 |
|  | 121-150 | 22 | 71 | \$84.86 |
|  | 151-180 | 57 | 183 | \$86.84 |
|  | 181-210 | 120 | 354 | \$88.86 |
|  | 211-240 | 21 | 70 | \$96.81 |
|  | 241-270 | 10 | 21 | \$81.80 |
|  | 271-300 | 19 | 44 | \$69.53 |
|  | 301-330 | 6 | 24 | \$90.67 |
|  | 331-359 | 10 | 32 | \$75.70 |
|  |  | 488 | 1497 |  |
| 2016 |  |  |  |  |
|  | 1-30 | 35 | 118 | \$103.37 |
|  | 31-60 | 123 | 384 | \$103.28 |
|  | 61-90 | 18 | 48 | \$84.61 |
|  | 91-120 | 1 | 5 | \$110.00 |
| , |  | 177 | 555 |  |

This table lists all at risk borrowers using 30 day delinquency buckets as reported in NSLDS. The data only represents borrowers who can still affect the cohort.

TOTAL STATUSES BY COHORT

| COHORT | 270 DAYS ${ }^{+}$ | PAID IN FULL | DELQ RP | CURRENT RP | DA OR FB | DDB | SCHOOL/GRACE | UNKNOWN | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2014 | 292 | 67 | 265 | 332 | 431 | 19 | 0 | 0 | 1406 |
| 2015 | 89 | 28 | 456 | 425 | 807 | 6 | 0 | 1 | 1812 |
| 2016 | 0 | 5 | 177 | 201 | 95 | 1 | 268 | 0 | 747 |
|  | 381 | 100 | 898 | 958 | 1333 | 26 | 268 | 1 | 3965 |

This provides information regarding current statuses by cohort year as reported in NSLDS. Figures in the 270 Days+ column include borrowers who have defaulted and those who are over 270 days delinquent. Please see the Glossary for more information.

| SECTION 2-GOALS AND RESULTS |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HISTORICAL/CURRENT COHORT DATA |  |  |  |  |  |  |
| COHORT | DRAFT/PUBLISH RATE | CURRENT RATE | GOAL RATE | NUMERATOR | DENOMINATOR | WEEKS REMAINING |
| 2009 | 27.5\% |  |  | 161 | 584 | CLOSED |
| 2010 | 26.0\% |  |  | 184 | 706 | CLOSED |
| 2011 | 22.6\% |  |  | 216 | 953 | CLOSED |
| 2012 | 22.5\% |  | 21.5\% | 312 | 1381 | CLOSED |
| 2013 |  |  | 22.0\% |  |  | CLOSED |
| 2014 |  | 18.3\% | 22.0\% | 258 | 1406 | 35 |
| 2015 |  | 3.2\% |  | 58 | 1812 | 87 |
| 2016 |  | 0.0\% |  | 0 | 747 | 139 |

This table tracks historical NSLDS trends along with current cohort data. The Weeks Remaining column calculates the weeks remaining in the cohort period based on the NSLDS date. Please see the Glossary for more information.

## ACTIVITY INFORMATION

| YEAR | MONTH | RPC | ATTEMPTED CALLS | RPC RATE | SKIP ACTIVITIES | LETTERS/EMAILS | ADDTL RESEARCH |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2016 | 1 | 60 | 1807 | 3.30\% | 99 | 737 | 12 |
| 2015 | 12 | 83 | 4059 | 2.00\% | 277 | 897 | 12 |
| 2015 | 11 | 99 | 6511 | 1.50\% | 186 | 997 | 21 |
| 2015 | 10 | 124 | 4069 | 3.00\% | 231 | 1130 | 34 |
| 2015 | 9 | 88 | 1858 | 4.70\% | 96 | 2590 | 25 |
| 2015 | 8 | 96 | 2491 | 3.90\% | 141 | 2942 | 21 |
| 2015 | 7 | 92 | 2040 | 4.50\% | 99 | 2366 | 16 |
| 2015 | 6 | 36 | 1336 | 2.70\% | 206 | 2752 | 7 |
| 2015 | 5 | 30 | 877 | 3.40\% | 61 | 1253 | 7 |
| 2015 | 4 | 78 | 2712 | 2.90\% | 90 | 1260 | 29 |
| 2015 | 3 | 89 | 3935 | 2.30\% | 174 | 950 | 98 |
| 2015 | 2 | 93 | 2461 | 3.80\% | 92 | 1331 | 116 |
| 2015 | 1 | 59 | 1106 | 5.30\% | 44 | 3719 | 45 |
|  |  | 1027 | 34235 |  | 1796 | 22924 | 443 |

This table provides monthly campaign results by year and month.

| EDFINANCIAL RESOLUTIONS BY MONTH <br> YEAR <br> 2016 | MONTH | TOTAL |
| :---: | :---: | :---: |
| 2015 | 12 | 31 |

This table lists the total number of resolutions completed each month.

RESOLUTION TYPES


This shows the total number of resolutions by type that Edfinancial employees completed.

If you have questions or concerns, please contact your marketing representative or email HESsupport@edfinancial.com.

## GLOSSARY

| ADDTL RESEARCH | Representatives had to perform in-depth account reviews <br> because of data that we received. This could include data <br> discrepancy research, servicer calls or reviewing consolidation <br> delinquencies. |
| :--- | :--- |
| CURRENT RATE | Percentage of borrowers who have already defaulted as of <br> report creation date. |
| CURRENT RP | Borrowers in repayment who are current. |
| Darrowers who have suspended their payments with a |  |
| deferement or forbearance. |  |

