Higher Education Loan Authority of the State of Missouri ("MOHELA")

FFELP Portfolio and USDS Contract

October 2024



Presented by: Frank Reyes

Chief Financial Officer

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Executive Summary





Executive Summary

The Higher Education Loan Authority of the State of Missouri ("MOHELA" or the "Authority") is pleased to meet with you to discuss the company, its operations and business strategy

MOHELA is a public instrumentality and body politic and corporate of the State of Missouri

- Established in 1981 pursuant to the Authorizing Act⁽¹⁾, the Authority was initially formed to serve in various capacities to assure that all eligible post-secondary education students have access to post-secondary education loans
 - The Authority currently finances, acquires and services student loans including, Federal Family Education Loan Program ("FFELP"),
 Federal Direct Student Loan Program ("FDLP"), third party owned private loans and Supplemental loans
- Since its inception, MOHELA has maintained a consistent presence in the student loan industry
 - A committed holder of student loans with \$526.3 million⁽²⁾ of FFELP and \$103.0 million private student loans owned⁽²⁾
 - Provider of more than \$48.6 million⁽²⁾ in student loan forgiveness, helping Missouri students attend Missouri schools
 - Administrator of the Missouri Scholarship & Loan Foundation, a tax-exempt nonprofit 501(c)(3) organization that has originated \$30.8 million in an interest free loan program for Missouri students to date

Notes

- (1) Authorizing Act is the Missouri Higher Education Loan Authority Act, Title XI, Chapter 173, Section 173.350 to 173.445 of the Missouri Revised Statutes, inclusive as amended
- (2) As of September 30, 2024





Executive Summary

The Higher Education Loan Authority of the State of Missouri ("MOHELA" or the "Authority") is pleased to meet with you to discuss the company, its operations and business strategy

MOHELA is a public instrumentality and body politic and corporate of the State of Missouri

- The Authority has solidified its reputation as an experienced and capable servicer of student loans
 - The Authority is a leading servicer of student loans with over \$380.2 billion⁽²⁾ in student loan assets serviced
 - Pursuant to the Health Care and Education Reconciliation Act of 2010 ("HCERA"), effective October 2011, MOHELA became the first nonprofit (non-Title IV Additional Servicer ("TIVA")) entity contracted to service student loans originated under the FDLP
 - MOHELA is contracted for federal and private student loan servicing and currently services 6.8 million FDLP borrower accounts, representing \$306.6 billion and over 2.3 million third party owned private loans, representing \$73.6 billion⁽²⁾
 - Began servicing approximately \$60 billion in FFELP and private loan portfolios owned and serviced by Navient on July 1, 2024
- The Authority has solidified its reputation as an experienced and capable servicer of federal and private student loan assets serviced. With MOHELA's diversified revenue sources, MOHELA will continue to maintain a consistent presence in the student loan industry.

Notes

(2) As of September 30, 2024





MOHELA Organization Overview





Overview of MOHELA

Mission

 To ease the burden of financing higher education in Missouri while providing exceptional student loan services

Vision

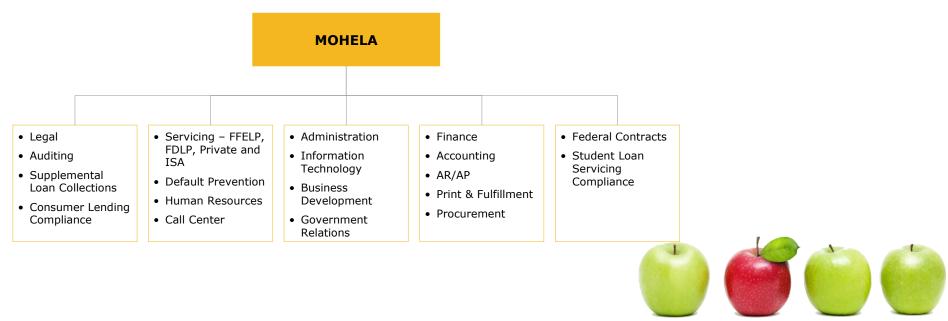
- Be a nationally recognized leader in student loan servicing and higher education financing
- Have the capacity and capability to leverage federal contracting and other business-related opportunities
- Be recognized as an ethical, transparent and prudent steward of assets

Providing Students Access to Higher Education since 1981

Experienced Management Team with Extensive Student Loan Experience

MOHELA was initially established pursuant to the Authorizing Act for the purpose of ensuring that all eligible post-secondary students have access to federally guaranteed student loans, with a directive to: finance and acquire loans; administer and service loans; and, originate Supplemental loans

- Headquartered in Chesterfield, Missouri, MOHELA's current staff of 2,151 employees and 747 subcontractors perform customary loan servicing, administrative, and advisory functions
- Business lines include the management and servicing of its existing portfolio, servicing of Federal owned student loan assets, Specialty Loan Servicing for private loans and income share agreements, and business process operations non-servicing federal contract





ORGANIZATION OVERVIEW

Audit

- Unmodified Opinion for FY2024 Financial Statement Audit and Unmodified Opinion for FY2024 Uniform Guidance Audit by Ernst & Young
- SSAE 18 Audits
 - Specialty Servicing SSAE-18 delivered January 26, 2024 covering the servicing period of 1/1/2023-12/31/2023
 - Annual Specialty Servicing SSAE-18 completed based on lender request covering calendar year servicing periods and issued by end of Q1 each year
 - Federal Servicing SSAE-18 delivered August 14, 2024 covering the servicing period of 11/13/2023-6/30/2024 and August 28, 2024 covering the period 1/1/2024-7/18/2024
- Periodic USDE and Guarantor Reviews
- Subject to CFPB Audit
- Additional financial, audit and other information can be found on our website at www.mohela.com under the About Us section





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ORGANIZATION OVERVIEW

Business Strategy and Outlook

MOHELA's Operational Strategy and Outlook

- MOHELA has repositioned its student lending business for future growth opportunities for contracted servicing:
 - * MOHELA began servicing FDLP for the Department of Education October 2011 and continues to pursue servicing contract opportunities
 - * Processing for third party servicer(s) contracted with the Department of Education began February 2015. Servicing tasks have expanded to include:
 - Income Driven Repayment Plans
 - Deferment and Forbearance Requests
 - Enrollment Monitoring and Account Status Updates
 - Credit Dispute Processing
 - * Servicing for third party private loan lenders began in February 2015. MOHELA services refinanced and in-school student and parent loan portfolios for third party clients
 - * As of September 2019 Specialty Servicing has expanded servicing into the Income Share Agreement space
 - * Business Process Operations non-servicing contract with the Department of Education was awarded in June 2020
 - * September 2021 started transitioning loans in the FDLP from a federal servicer exiting the federal servicing business
 - * As of July 1, 2022, MOHELA became the Public Service Loan Forgiveness program federal servicer
 - * As of July 1, 2024, MOHELA began servicing the Navient owned and serviced portfolios





MOHELA Servicing Operations





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MOHELA SERVICING OPERATIONS

MOHELA Serviced Student Loan Portfolio FFELP, Supplemental and FDLP Loans

MOHELA Portfolio

- As of 09/30/2024, Total loans owned \$629.3 million and 31.564 accounts
 - \$526.3 million in FFELP and 27,326 accounts
 - \$103.0 million in Supplemental and 4,238 accounts
- As of fiscal year-end 2024,
 - \$558.8 million in FFELP loans and \$104.5 million of Supplemental loans⁽²⁾
- MOHELA currently services 100% of its student loan portfolio

FDLP Portfolio

- As of 09/30/2024, Federal Asset principal serviced \$306.6 billion and 6,790,500 accounts
- As of fiscal year-end 2024,
 Federal Asset principal serviced
 \$310.1 billion and 7,082,980
 accounts⁽²⁾

Lender Portfolio

- As of 09/30/2024, Total lender loans serviced \$73.6 billion and 2,350,035 accounts
- As of fiscal year-end 2024, Total lender loans serviced \$18.8 billion and 393,311 accounts⁽²⁾

Servicer of Nearly 9.1 Million Borrower Accounts, or \$380.2 Billion of Student Loans⁽¹⁾

- MOHELA utilizes Pennsylvania Higher Education Assistance Agency's ("PHEAA") proprietary remote servicing platform "COMPASS" to perform its servicing operations
 - COMPASS is a mainframe-based decision support tool utilized by external client personnel as well as academic institutions and other educational servicing agencies
- MOHELA services the majority of its student loan portfolio financed through ABS transactions, with AES serving as backup servicer
- MOHELA has expanded student loan servicing to include:
 - Specialty Loan Servicing of private student loans for other organizations
 - Task processing for another federal contractor
 - Income Share Agreement Servicing for another lender
 - Public Service Loan Forgiveness

Notes

- As of September 30, 2024
- (2) As of June 30, 2024





MOHELA Financial Overview





MOHELA Financial Overview

Balance Sheet Position Highlights(1)

MOHELA is a quasi-state agency that follows GASB guidelines for accounting purposes

Strategic movement from owning to servicing loans results in reduction in total assets over time, but stable net income and net position

- Total assets and deferred outflows of resources decreased \$229.0 million from \$1.091 billion at 6/30/2023 to \$861.6 billion at 6/30/2024. This decrease was primarily driven by decrease in student loan receivable of \$210.1 million
- Total liabilities and deferred inflows of resources decreased \$173.4 million from \$864.0 billion at 6/30/2023 to \$690.6 million at 6/30/2024, resulting in a decrease in net position of \$55.7 million. The decrease in total liabilities was primarily due to a decrease in bonds payable of \$201.7 million.
- Net position is \$171.0 million at 6/30/2024

Notes

1. MOHELA stand alone as of June 30, 2024





MOHELA Financial Overview

Income Statement Highlights(1)

MOHELA's operating income is distributed to supporting higher education initiatives in the State of Missouri and to the Missouri Scholarship and Loan Foundation to support philanthropic endeavors such as scholarships, grants and interest-free loans.

- Total operating revenues decreased 0.2% or \$716 thousand from \$345.6 million in fiscal year 2023 to \$344.8 million in fiscal year 2024
 - Primarily due to an increase in net servicing revenue and a decrease in Interest on Student Loans
- Total operating expenses increased 26% or \$82.6 million from \$311.9 million in fiscal year 2023 to \$394.5 million in fiscal year 2024
 - Primarily due to an increase general and administrative expenses related to salaries and employee benefits and postage and forms
- Total operating income decreased 247% or \$83.3 million from \$33.7 million in fiscal year 2023 to (\$49.7) million in fiscal year 2024
- Total distributions of operating income remained flat from \$6.0 million in fiscal year 2023 to \$6.0 million in fiscal year 2024.

Notes

1. MOHELA stand alone as of June 30, 2024





Financial Summary

Period Ended September 30, 2024 Unaudited, Non GAAP, Non GASB

Assets + Deferred Outflows: \$803,886,717 Net Position: \$150,938,202

Liabilities + Deferred Inflows: \$652,948,515

Debt Outstanding: \$531,743,526 YTD Income/(Loss): (\$20,077,312*)

YTD Expenses as % of loans owned & serviced: 0.11%

Equity Ratio: 18.78%

ROAA Before Distribution: -8.84% ROE Before Distribution: -13.64% Unencumbered Equity Ratio: 9.29%

Servicing & Admin Draw Weighted Average Rate: 0.85%

Weighted Average Bond Interest Rate: 5.09%

Federal Asset, FFELP, Cash, & Pathway Loans Owned & Third Party Serviced: \$380,217,443,729 Federal Asset, FFELP, Cash, & Pathway Accounts Owned & Third Party Serviced: 9.140,535

FFELP, Cash, & Pathway Loans Owned: \$629,318,005

FFELP Loans Owned: \$26,329,236
Cash Loans Owned: \$24,334,456
Pathway Loans Owned: \$75,491,725
Judgment Loans Owned: \$3,162,588

FFELP, Cash, Pathway & Judgment Accounts Owned: 31,564

Federal Asset Principal Serviced: \$306,569,666,176 Federal Accounts Serviced: 6,790,500

Third Party Lender Principal Serviced: \$73,018,459,548

Third Party Lender Accounts Serviced: 2,318,471

ISA Principal Serviced: \$40,840,142 ISA Accounts Serviced: 3,119

*Includes \$2 million to A+ Scholarship Program

General Fund

Assets: \$215,774,087 Loans: \$118,579,687 Note Payable: \$6,591,113 Interest Rate: 1 Month CME Term SOFR+1.85% Balloon Date: 3/15/25 Prepayment Penalty: \$0 MSLF Note Payable: \$12,000,000

MSLF Interest Rate: 5.025%

WOLF Microst Nate. 3.02370

Lease Terms

DC Expiration: 1/31/26 and Termination Option of 365 Days

Wilkes Barre Expiration: 6/30/27 and Termination Option of 30 Days

Fishers Expiration: 6/30/29 and Termination Option of 30 Days

2021-3 Trust Indenture

Assets: \$101,787,150 Loans: \$88,058,052 Bonds Outstanding: \$89,400,692 YTD Inc./(Loss): \$237,371 Parity 08/31/24: 106.50%

A/L 08/31/24: 116.21%

Pool/Initial Balance: 44.7% Portfolio Balance for 10% Requirement: \$20 million Bond Maturity: 8/25/2061 Restricted Recycling S&A Draw: 0.85%

Parity Release at 106.5% with min adj pool balance of \$66M

Class A-1A \$15 million Fixed Rate 1.58% DBRS Rating: AAA S&P Rating: AA+

Class A-1B \$178 million 1 Month SOFR + 0.57% DBRS Rating: AAA S&P Rating: AA+

Class B \$4.5 million 1 Month SOFR + 1.15% DBRS Rating: A S&P Rating: AA

2021-1 Trust Indenture

Assets: \$217,698,031 Loans: \$195,641,607 Bonds Outstanding: \$190,935,214 YTD Inc./(Loss): \$1,152,096 Parity 08/31/24: 105.50%

A/L 08/31/24: 117.20%

Pool/Initial Balance: 43.7%
Portfolio Balance for 10%
Requirement: \$46 million
Bond Maturity: 1/25/2061
Restricted Recycling
S&A Draw: 0.85%
Parity Release at 105.5% with

min adj pool balance of \$96M

Class A-1A \$135 million Fixed Rate 1.53% DBRS Rating: AAA S&P Rating: AA+

Class A-1B \$301 million 1 Month SOFR + 0.75% DBRS Rating: AAA S&P Rating: AA+

Class B \$10 million 1 Month SOFR + 1.52% DBRS Rating: A S&P Rating: AA

2021-2 Trust Indenture

Assets: \$265,232,598 Loans: \$227,038,659 Bonds Outstanding: \$232,816,507 YTD Inc./(Loss): \$1,177,287 Parity 08/31/24: 105.30%

A/L 08/31/24: 114.40%

Pool/Initial Balance: 44.1%
Portfolio Balance for 10%
Requirement: \$53 million
Bond Maturity: 3/25/2061
Restricted Recycling
S&A Draw: 0.85%
Parity Release at 105.3% with
min adj pool balance of \$115M

Class A-1A \$125 million Fixed Rate 1.97% DBRS Rating: AAA S&P Rating: AA+

Class A-1B \$387 million 1 Month SOFR + 0.70% DBRS Rating: AAA S&P Rating: AA+

Class B \$11.9 million 1 Month SOFR + 1.50% DBRS Rating: A S&P Rating: AA





MOHELA FINANCIAL OVERVIEW

Historical Trend Analysis

Assets Owned & Serviced



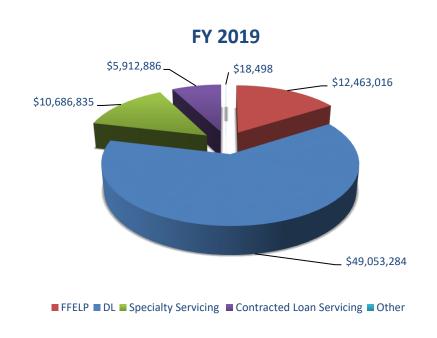


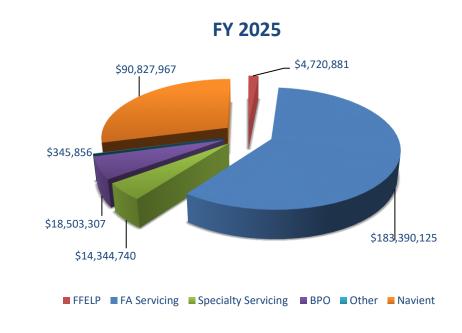
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MOHELA FINANCIAL OVERVIEW

Historical Trend Analysis

Revenue Diversification









Investor Reporting





INVESTOR REPORTING

MOHELA Investor Reporting Practices

Investor Disclosure

- Investor information is available under About Us/Investor Information at: https://www.mohela.com
 - * Financial Disclosures
 - Servicing Reports
 - * Offering Documents
 - * Indentures
- * Primary Contacts:
 - * Frank Reyes
 - Director of Finance and CFO
 - * frankr@mohela.com
 - * Karen Lenk
 - * Controller
 - * karenle@mohela.com

MOHELA Investor Relations Website

Reports to Bondholders

- * Monthly servicing reports include, but are not limited to:
 - Waterfall distributions, including principal and interest distributions on the bonds
 - Outstanding note balances and applicable interest rates
 - Fees and expenses accrued and paid
 - Student loan profile
 - Trust balance sheet and parity levels
 - Trust income statement
- * Servicing reports are posted to the Investor Information section of MOHELA's website under each respective bond indenture





INVESTOR REPORTING

Portfolio Statistics⁽¹⁾

As of September 30, 2024

Bonds	\$ Value of Total Portfolio	# of Total Borrowers	% of Total Portfolio	% of Total Borrowers
2021-1	\$195,627,161	12,051	38.3%	36.0%
2021-2	\$227,037,805	14,733	44.5%	44.0%
2021-3	\$88,058,059	6,724	17.2%	20.0%
		,		
Total	\$510,723,025	33,508	100.0%	100.0%
	+,·			100.070



⁽¹⁾ Duplication of borrowers between trusts could exist



IBR PORTFOLIO

Portfolio Statistics As of September 30, 2024

Bonds	\$ Value of Total Portfolio	\$ IBR Principal Balance	\$ IBR Principal as a % of Total Portfolio	\$ IBR Principal Bal. \$0 Payments	\$ IBR Principal Bal. \$0 Payments as a % of Total Portfolio
2021-1	\$195,627,161	\$69,818,199	35.7%	\$43,125,480	22.0%
2021-2	\$227,037,805	\$88,243,084	38.9%	\$55,993,767	24.7%
2021-3	\$88,058,059	\$31,532,441	35.8%	\$19,130,861	21.7%
Total	\$510,723,025	\$189,593,724	37.1%	\$118,250,108	23.2%



DELINQUENCY PORTFOLIO

Portfolio Statistics
As of September 30, 2024

Bonds	Current (0-30)	31-90	91-270	270+	Total
2021-1	\$173,608,843	\$9,520,487	\$10,946,806	\$1,551,026	\$195,627,161
2021-2	\$201,651,787	\$12,852,470	\$11,468,766	\$1,064,782	\$227,037,805
2021-3	\$78,677,515	\$4,575,199	\$4,431,829	\$373,515	\$88,058,059
Total	\$453,938,144	\$26,948,156	\$26,847,401	\$2,989,323	\$510,723,025





RUNOFF OF PORTFOLIO

Portfolio Statistics

As of September 30, 2024

Bonds	12/31/2022	3/31/2023	6/30/2023	9/30/2023	12/31/2023	3/31/2024	6/30/2024	9/30/2024
2021-1	\$306,421,627	\$293,089,539	\$282,412,131	\$270,577,643	\$255,445,695	\$233,433,904	\$207,364,847	\$195,627,161
2021-2	\$360,733,676	\$345,582,964	\$334,243,736	\$321,579,200	\$301,436,284	\$273,720,143	\$241,287,938	\$227,037,805
2021-3	\$141,090,603	\$134,451,586	\$129,845,855	\$125,396,020	\$117,547,357	\$106,278,376	\$94,380,051	\$88,058,059
Total	\$808,245,907	\$773,124,088	\$746,501,722	\$717,552,863	\$674,429,336	\$613,432,424	\$543,032,836	\$510,723,025
\$ Runoff		(\$35,121,819)	(\$26,622,366)	(\$28,948,859)	(\$43,123,527)	(\$60,996,912)	(\$70,399,588)	(\$32,309,811)
% Runoff		-4.3%	-3.4%	-3.9%	-6.0%	-9.0%	-11.5%	-5.9%





REHAB PORTFOLIO

Portfolio Statistics As of September 30, 2024

Bonds	\$ Value of Total Portfolio	# of Total Borrowers	\$ Value of Rehab Portolio	# of Rehab Borrowers	% of Rehab Portfolio	% of Rehab Borrowers
2021-1	\$195,627,161	12,051	\$35,024,973	1,717	17.9%	14.2%
2021-2	\$227,037,805	14,733	\$14,339,758	986	6.3%	6.7%
2021-3	\$88,058,059	6,724	\$4,795,277	331	5.4%	4.9%
Total	\$510,723,025	33,508	\$54,160,007	3,034	29.7%	25.9%



	MOHELA Debt Outstanding by Mode as of 10/25/2024								
Resolution	Series	CUSIPS	T/TE Senior/Sub	Bonds Outstanding	Repricing Frequency	Bond Type	Interest Rate	Next Reset Date	Pool/Initial Balance
2021-1 TRUST	2021-1 A-1A	606072LC8	Taxable Senior	\$ 55,715,914	N/A	Fixed	1.53%	11/25/2024	45%
2021-1 TRUST	2021-1 A-1B	606072LD6	Taxable Senior	\$ 124,225,853	Monthly	LIRN	5.60%	11/25/2024	45%
2021-1 TRUST	2021-1 B	606072LE4	Taxable Sub	\$ 10,000,000	Monthly	LIRN	6.37%	11/25/2024	45%
2021-2 TRUST	2021-2 A-1A	606072LF1	Taxable Senior	\$ 53,730,271	N/A	Fixed	1.97%	11/25/2024	45%
2021-2 TRUST	2021-2 A-1B	606072LG9	Taxable Senior	\$ 166,348,920	Monthly	LIRN	5.55%	11/25/2024	45%
2021-2 TRUST	2021-2 B	606072LH7	Taxable Sub	\$ 11,900,000	Monthly	LIRN	6.35%	11/25/2024	45%
2021-3 TRUST	2021-3 A-1A	606072LJ3	Taxable Senior	\$ 6,562,252	N/A	Fixed	1.58%	11/25/2024	46%
2021-3 TRUST	2021-3 A-1B	606072LK0	Taxable Senior	\$ 77,872,055	Monthly	LIRN	5.42%	11/25/2024	46%
2021-3 TRUST	2021-3 B	606072LL8	Taxable Sub	\$ 4,500,000	Monthly	LIRN	6.00%	11/25/2024	46%
Total				\$ 510,855,265			4.72%		
				Missouri Schola	rship and Loan Foundation				

	Missouri Scholarship and Loan Foundation								
Resolution	Series	CUSIPS	T/TE	Debt Outstanding	Debt Available	Balloon Date	Interest Rate	Rate Reset	Final Legal Maturity
Note Payable	N/A	N/A	Taxable	\$ 12,000,000	\$ 12,000,000	8/1/2026	5.03%	Fixed	8/1/2026
Note Payable	N/A	N/A	Taxable	\$ 3,000,000	\$ 8,000,000	8/1/2026	4.67%	Fixed	8/1/2026
Total				\$ 15,000,000	\$ 20,000,000		4.95%		

	Commerce Bank Loan									
Resolution	Series	CUSIPS	T/TE	Debt Outstanding	Balloon Amount	Balloon Date	Loan Type	Interest Rate	Payment Date	Prepayment penalty
Note Payable	N/A	N/A	Taxable	\$ 6,469,055	\$ 6,014,178	3/15/2025	Variable	6.70%	15th of Month	\$ -
Total				\$ 6,469,055	\$ 6,014,178			6.70%		\$ -

Debt Source	Debt O/S	% of Debt O/S	Interest Rate
Bonds	\$ 510,855,265	96.0%	4.72%
MSLF	\$ 15,000,000	2.8%	4.95%
Commerce	\$ 6,469,055	1.2%	6.70%
TOTAL	\$ 532,324,320		

Weighted	Average Interest Rate	4.75%





INVESTOR REPORTING

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Payment Methods

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Investor Information

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Event Notice NRMSIRs Filings and Investor Presentations	•
* Bond Resolution Quarterly/Monthly Financial Data - See Individual Trust Heading	•
Continuing Financial Disclosures	•
Municipal Securities Rulemaking Board/EMMA website (Official Statements, Ratings, Etc.)	•
MOHELA Financial Summaries	•
Bond Rates FY 2012- FY 2023	•
Claim Reject Rates	•
Claim Payments Received	•
2021-1 Trust Indenture	•
2021-2 Trust Indenture	•
2021-3 Trust Indenture	•



