How Financially Prepared are Gen Z Students for the 2019-2020 School Year

Presented by:
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Today’s agenda

THE PROBLEM

• Nearly all (92%) students surveyed in 2019 said their summer was affected by the responsibility of paying for college.
• Students are relying on alternative ways to pay for college.
• 62% of students wish they would have applied for more scholarships and/or grants.
• College students demand more resources on financial wellness.

THE SOLUTIONS

• More options for students without financial support.
• Non-Cosigned Loan option.
• More Scholarship opportunities.
Pulse survey student demographic

- Enrolled for a bachelor's degree (4-year school)
- Enrolled full-time for the current fall semester
What are students the MOST EXCITED for?

POLL: WHAT DO YOU THINK IS #1?

- Reconnecting with friends
- On campus activities and/or organizations
- Learning more in their field of study
- New classes
What are students the MOST EXCITED for?

TOP 3 RESULTS

- 77% - Learning more in their field of study
- 53% - New classes
- 53% - Reconnecting with friends
- 44% - On campus activities and/or organizations
- 29% - The opportunity to get an internship
- 26% - Freedom from parents
- 14% - School’s sports season
- 3% - Other
Scholarships, grants and loans, Oh My!

WERE ALL STUDENT EXPENSES COVERED BY AWARDS/LOANS LAST YEAR?

Percentage of Student Expenses Covered Last Year

- Yes, I received all the funds I needed (39%)
- No, there was a gap of $1,500 - $4,999 (16%)
- No, there was a gap of $1,000 or less (12%)
- No, there was a gap of $5,000 - $9,999 (11%)
- No, there was a gap of $1,000 - $1,499 (9%)
- No, there was a gap of $10,000 - $14,999 (6%)
- No, there was a gap of more than $15,000 (5%)
- I did not have a loan last year (2%)
Covered school expenses

DID STUDENTS ANTICIPATE THIS SCHOOL YEAR TO COST MORE?

Percentage of Students Who Anticipate School Expenses to Be Less This School Year

- 54%
- 27%
- 12%
- 4%
- 2%
- 1%

54% of students believe school expenses will be less than or equal to the last academic year.
Student financial preparation

POLL: WHEN DO YOU THINK STUDENTS STARTED PREPARING FOR THIS SCHOOL YEAR?

- Soon after the prior school year ended
- During the prior school year
- After the 4th of July
- Once enrolled in fall semester classes
Student financial preparation

TOP 3 RESULTS

- 37% - During the prior school year
- 31% - Soon after the prior school year ended
- 12% - After the 4th of July weekend
- 6% - Once enrolled in classes for the fall semester
- 5% - After arrived on campus for fall semester
- 2% - Other
- 8% - Unsure/haven’t thought about it
How students financially prepared

WHAT DID STUDENTS DO TO FINANCIALLY PREPARE FOR THIS SCHOOL YEAR?

- 61% - Limited going out this summer
- 58% - Took on a summer job
- 50% of these students were saving money for the upcoming school year followed by having personal spending money
- 42% - Spent time applying for more scholarships/grants

92% of students said their summer was affected by the responsibility of paying for college.
How students plan to cover costs

IF THEY DO NOT HAVE ENOUGH TO COVER THE SCHOOL YEAR

Student Plans for Covering School Costs

- Work while attending school: 61%
- Utilize more scholarships: 43%
- Use a private student loan: 43%

Plan for Covering Costs
Key findings from October 2019 survey

WHAT STUDENTS WANT

- **57%**
  More education on how loans and credit work.

- **48%**
  More options to apply for a student loan on their own.

- **46%**
  One portal/platform that shows all their student loans.

- **38%**
  Better access to their schools’ financial aid office.
What sets Ascent apart

HOW WE HELP STUDENTS THRIVE THROUGH COLLEGE AND BEYOND

• ONLY national lender offering non-cosigned loans to domestic students
• ONLY lender to incorporate financial wellness into the borrower application
• ONLY lender to counter offer a lower approved amount to students who are declined
• 0.25% discount for automatic payments
• Cover up to 100% of tuition and eligible living expenses
• No fees – No application, origination or disbursement fees
• No penalty if loan is paid off early

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For more information, visit: AscentStudentLoans.com
Solution: Non-Cosigned Loan overview

ASCENT’S NON-COSIGNED LOAN OPTION TERMS

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<tr>
<th>Eligibility</th>
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<tr>
<td>• Full-time juniors, seniors and graduate students (or expected to graduate within 6 months) enrolled in a degree program at an eligible institution.</td>
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<td>• MUST be U.S. citizen or have U.S. permanent resident status.</td>
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<td>• MUST have SAP of 2.5 GPA or greater.</td>
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<th>Affordable Rates</th>
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<tr>
<td>Variable: 3.52% - 12.81%</td>
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<th>Repayment Options</th>
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<tr>
<td>• Deferred repayment: Start payments up to six months after leaving school.</td>
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<tr>
<td>• Graduated repayment: Initially pay less once repayment begins.*</td>
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<th>Flexible Terms</th>
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<td>Flexible 5-year or 10-year repayment terms.</td>
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<th>No Fees</th>
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<tr>
<td>No origination, disbursement, early repayment or loan application fees.</td>
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<th>Loan Limits</th>
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<td>Minimum: $2,000</td>
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Learn more at [www.AscentStudentLoans.com/NoCosigner](http://www.AscentStudentLoans.com/NoCosigner)
Ascent’s unique student benefits

CASH BACK AND MONEY-SAVING OPTIONS

- 1% Cash Back Reward
- Bright Futures™ Calculator
- Over $50,000 in Scholarships
- Earn $525 For Each Friend Referred
- Ascent Rewards Program
- Financial Wellness Resources
Q & A
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