

Edgar Filing: NELNET INC - Form 10-Q

NELNET INC
Form 10-Q
May 10, 2007

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

(MARK ONE)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE
ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2007

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE
ACT OF 1934

FOR THE TRANSITION PERIOD FROM _____ TO _____.

COMMISSION FILE NUMBER 001-31924

NELNET, INC.

(Exact name of registrant as specified in its charter)

NEBRASKA
(State or other jurisdiction of
incorporation or organization)

84-0748903
(I.R.S. Employer
Identification No.)

121 SOUTH 13TH STREET, SUITE 201
LINCOLN, NEBRASKA
(Address of principal executive offices)

68508
(Zip Code)

(402) 458-2370

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer.

Large accelerated filer Accelerated filer Non-accelerated filer

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

As of April 30, 2007, there were 38,101,338 and 11,495,337 shares of Class A Common Stock and Class B Common Stock, par value \$0.01 per share, outstanding, respectively.

Edgar Filing: NELNET INC - Form 10-Q

NELNET, INC.
FORM 10-Q
INDEX
MARCH 31, 2007

PART I. FINANCIAL INFORMATION	
Item 1. Financial Statements	2
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations	20
Item 3. Quantitative and Qualitative Disclosures about Market Risk	47
Item 4. Controls and Procedures	50
PART II. OTHER INFORMATION	
Item 1. Legal Proceedings	51
Item 1A. Risk Factors	52
Item 2. Unregistered Sales of Equity Securities and Use of Proceeds	54
Item 6. Exhibits	56
SIGNATURES	57

PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

NELNET, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
(DOLLARS IN THOUSANDS, EXCEPT SHARE DATA)

	AS OF MARCH 31, 2007	AS OF DECEMBER 31, 2006
	-----	-----
	(UNAUDITED)	
ASSETS:		
Student loans receivable (net of allowance for loan losses of \$26,224 and \$26,003, respectively)	\$ 25,013,045	23,789,552
Cash and cash equivalents:		
Cash and cash equivalents - not held at a related party	41,743	38,705
Cash and cash equivalents - held at a related party	78,825	67,381
Total cash and cash equivalents	----- 120,568	----- 106,086
Restricted cash	1,029,525	1,388,719
Restricted investments	114,763	129,132
Restricted cash - due to customers	77,237	153,557
Accrued interest receivable	547,109	503,365
Accounts receivable, net	57,307	64,859
Goodwill	191,214	191,420
Intangible assets, net	154,176	162,994
Property and equipment, net	71,091	67,924
Other assets	89,926	93,166
Fair value of derivative instruments	140,831	146,099

Edgar Filing: NELNET INC - Form 10-Q

Total assets	\$ 27,606,792	26,796,873
LIABILITIES:		
Bonds and notes payable	\$ 26,537,482	25,562,119
Accrued interest payable	114,791	120,211
Other liabilities	257,230	261,163
Due to customers	77,237	153,557
Fair value of derivative instruments	8,934	27,973
Total liabilities	26,995,674	26,125,023
SHAREHOLDERS' EQUITY:		
Preferred stock, \$0.01 par value. Authorized 50,000,000 shares; no shares issued or outstanding	--	--
Common stock:		
Class A, \$0.01 par value. Authorized 600,000,000 shares; issued and outstanding 38,097,623 shares as of March 31, 2007 and 39,035,169 shares as of December 31, 2006	381	390
Class B, \$0.01 par value. Authorized 60,000,000 shares; issued and outstanding 11,495,377 shares as of March 31, 2007 and 13,505,812 shares as of December 31, 2006	115	135
Additional paid-in capital	110,254	182,846
Retained earnings	507,596	496,341
Unearned compensation	(4,909)	(5,168)
Employee notes receivable	(2,701)	(2,825)
Accumulated other comprehensive income, net of taxes	382	131
Total shareholders' equity	611,118	671,850
COMMITMENTS AND CONTINGENCIES		
Total liabilities and shareholders' equity	\$ 27,606,792	26,796,873

See accompanying notes to consolidated financial statements.

2

NELNET, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
(DOLLARS IN THOUSANDS, EXCEPT SHARE DATA)
(UNAUDITED)

	THREE MONTHS ENDED MARCH 31,	
	2007	2006
INTEREST INCOME:		
Loan interest	\$ 397,054	325,660
Investment interest	21,496	19,541
Total interest income	418,550	345,201
INTEREST EXPENSE:		
Interest on bonds and notes payable	350,226	258,949
Net interest income	68,324	86,252
Less provision for loan losses	2,753	9,618

Edgar Filing: NELNET INC - Form 10-Q

Net interest income after provision for loan losses	65,571	76,634
OTHER INCOME (EXPENSE):		
Loan and guarantee servicing income	49,445	47,074
Other fee-based income	40,029	18,155
Software services income	5,748	3,409
Other income	6,931	1,987
Derivative market value, foreign currency, and put option adjustments and derivative settlements, net	(7,890)	44,007
Total other income	94,263	114,632
OPERATING EXPENSES:		
Salaries and benefits	70,009	57,684
Other operating expenses:		
Depreciation and amortization	11,740	9,405
Advertising and marketing	14,286	4,812
Professional and other services	10,271	7,816
Occupancy and communications	6,336	5,826
Postage and distribution	5,351	5,850
Trustee and other debt related fees	2,843	3,105
Other	15,350	13,749
Total other operating expenses	66,177	50,563
Total operating expenses	136,186	108,247
Income before income taxes and minority interest	23,648	83,019
Income tax expense	8,868	30,711
Income before minority interest	14,780	52,308
Minority interest in subsidiary income	--	(242)
Net income	\$ 14,780	52,066
Earnings per share, basic and diluted	\$ 0.29	0.96
Weighted average shares outstanding, basic and diluted	50,982,187	54,241,341

See accompanying notes to consolidated financial statements.

3

NELNET, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY AND COMPREHENSIVE INCOME
(Dollars in thousands, except share data)
(unaudited)

Preferred Stock Shares	Common Stock Shares Class A Class B	Preferred Stock	Class A Common Stock	Class Common Stock
------------------------------	---	--------------------	----------------------------	--------------------------

Edgar Filing: NELNET INC - Form 10-Q

	Compen- Sation	Notes Receivable	Comprehensive Income	Shareholders' Equity
(Dollars in thousands, except share data)				
Balance as of December 31, 2005	(86)	--	420	649,492
Comprehensive income:				
Net income	--	--	--	52,066
Other comprehensive income related to foreign currency translation	--	--	(31)	(31)
Total comprehensive income				52,035
Issuance of common stock, net of forfeitures	(5,979)	--	--	15,314
Compensation expense for stock based awards	365	--	--	365
Conversion of common stock	--	--	--	--
Balance as of March 31, 2006	(5,700)	--	389	717,206
Balance as of December 31, 2006	(5,168)	(2,825)	131	671,850
Comprehensive income:				
Net income	--	--	--	14,780
Other comprehensive income:				
Foreign currency translation	--	--	252	252
Non-pension postretirement benefi plan - amortization of actuarial loss and prior service costs	--	--	(1)	(1)
Total comprehensive income				15,031
Cash dividend on Class A and Class B common stock - \$0.07 per share	--	--	--	(3,464)
Adjustment to adopt provisions of FASB Interpretation No. 48	--	--	--	(61)
Issuance of common stock, net of forfeitures	(499)	--	--	2,340
Compensation expense for stock based awards	758	--	--	758
Repurchase of common stock	--	--	--	(75,460)
Conversion of common stock	--	--	--	--
Payments received on employee stock notes receivable	--	124	--	124
Balance as of March 31, 2007	(4,909)	(2,701)	382	611,118

See accompanying notes to consolidated financial statements.

Edgar Filing: NELNET INC - Form 10-Q

4

NELNET, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
(DOLLARS IN THOUSANDS)
(UNAUDITED)

	THREE MONTHS ENDED MARCH 31,	
	2007	2006
Net income	\$ 14,780	52,066
Adjustments to reconcile net income to net cash provided by operating activities, net of business acquisitions:		
Depreciation and amortization, including loan premiums and deferred origination costs	70,698	33,845
Derivative market value adjustment	(3,613)	(50,278)
Foreign currency transaction adjustment	13,686	10,483
Change in value of put options issued in business acquisitions	2,057	532
Payments to terminate floor contracts	(8,100)	--
Gain on termination of floor contracts	(2,058)	--
Gain on sale of student loans	(1,786)	(481)
Non-cash compensation expense	844	484
Deferred income tax (benefit) expense	(1,086)	16,370
Provision for loan losses	2,753	9,618
Other non-cash items	(185)	381
Increase in accrued interest receivable	(43,744)	(45,510)
Decrease (increase) in accounts receivable	7,684	(2,809)
Decrease in other assets	2,506	6,356
(Decrease) increase in accrued interest payable	(5,420)	7,542
(Decrease) increase in other liabilities	(4,026)	1,212
Net cash provided by operating activities	44,990	39,811
Cash flows from investing activities, net of business acquisitions:		
Originations, purchases, and consolidations of student loans, including loan premiums and deferred origination costs	(1,751,965)	(1,637,804)
Purchases of student loans, including loan premiums, from a related party	(22,197)	(126,648)
Net proceeds from student loan repayments, claims, capitalized interest, and other	475,211	636,229
Proceeds from sale of student loans	53,432	37,657
Purchases of property and equipment, net	(7,327)	(5,514)
Decrease in restricted cash	359,194	72,960
Purchases of restricted investments	(124,690)	(210,552)
Proceeds from maturities of restricted investments	139,059	228,498
Distribution from equity method investment	100	--
Business acquisitions, net of cash acquired	1,883	(18,411)
Net cash used in investing activities	(877,300)	(1,023,585)
Cash flows from financing activities:		
Payments on bonds and notes payable	(690,492)	(1,095,387)
Proceeds from issuance of bonds and notes payable	1,669,801	2,082,121
Payments on notes payable due to a related party, net	(53,008)	--

Edgar Filing: NELNET INC - Form 10-Q

DEPARTMENT OF EDUCATION SETTLEMENT

In June 2005, the Office of Inspector General of the U.S. Department of Education (the "OIG") commenced an audit of the portion of the Company's student loan portfolio receiving special allowance payments at a minimum 9.5% interest rate based on provisions of the Higher Education Act and regulations and guidance of the U.S. Department of Education (the "Department") and related interpretations. On September 29, 2006, the Company received a final audit report from the OIG where the OIG found that an increase in the amount of 9.5% special allowance payments received by the Company was based on what the OIG deemed to be ineligible loans.

On January 19, 2007, the Company entered into a Settlement Agreement with the Department to resolve the OIG audit of the Company's portfolio of student loans receiving 9.5% special allowance payments. Under the terms of the Settlement Agreement, the Company is permitted to retain the 9.5% special allowance payments that it received from the Department prior to July 1, 2006. In addition, the Settlement Agreement eliminates all 9.5% special allowance payments with respect to the Company's portfolios of student loans for periods on and after July 1, 2006.

The Company disagrees with the OIG audit report, and continues to believe that it billed for the 9.5% special allowance payments in accordance with applicable laws, regulations, and the Department's previous guidance. As a part of the Settlement Agreement, the Company and the Department acknowledge a dispute exists related to guidance previously issued by the Department and the application of the existing laws and regulations related to the Company receiving certain 9.5% special allowance payments, and that the Settlement Agreement is based in part on the parties' desire to avoid costly litigation regarding that dispute. The new guidance provided to the Company in the Settlement Agreement eliminates all 9.5% special allowance payments for the Company. These loans will continue to receive special allowance payments using other applicable special allowance formulas.

INDUSTRY INVESTIGATIONS AND REGULATORY DEVELOPMENTS

Since January 2007, a number of state attorneys general and the U.S. Senate Committee on Health, Education, Labor, and Pensions have announced or are reportedly conducting broad inquiries or investigations of the activities of various participants in the student loan industry, including activities which may involve perceived conflicts of interest. The general focus of the inquiries or investigations to date has primarily been on any financial arrangements among student loan lenders and other industry participants which may facilitate increased volumes of student loans for particular lenders. Legislation addressing certain issues raised by these inquiries or investigations has recently been passed in New York, and similar federal legislation has been introduced. Like many other student loan lenders, the Company has received informal requests for information from certain state attorneys general and the Chairman of the U.S. Senate Committee on Health, Education, Labor, and Pensions in connection with their inquiries or investigations. In addition, the Company has received subpoenas for information from the New York Attorney General and the New Jersey Attorney General. In each case the Company is cooperating with the requests and subpoenas for information that it has received.

On April 20, 2007, the Company announced that it had agreed with the Nebraska Attorney General to voluntarily adopt a Nelnet Student Loan Code of Conduct, post a review of the Company's business practices on its website, and commit \$1 million to help educate students and families on how to plan and pay for their

Edgar Filing: NELNET INC - Form 10-Q

education. While the Company cannot predict the ultimate outcome of any other inquiry or investigation, it is possible these inquiries or investigations may result in additional agreements. The Company currently believes that the ultimate resolution of these inquiries or investigations and regulatory developments will not have a material adverse effect on the Company's financial condition or ongoing operations.

3. STUDENT LOANS RECEIVABLE AND ALLOWANCE FOR LOAN LOSSES

Student loans receivable consist of the following:

	AS OF MARCH 31, 2007	AS OF DECEMBER 31, 2006
	-----	-----
Federally insured loans	\$ 24,392,160	23,217,321
Non-federally insured loans	224,870	197,147
	-----	-----
	24,617,030	23,414,468
Unamortized loan premiums and deferred origination costs	422,239	401,087
Allowance for loan losses - federally insured loans	(7,859)	(7,601)
Allowance for loan losses - non-federally insured loans	(18,365)	(18,402)
	-----	-----
	\$ 25,013,045	23,789,552
	=====	=====
Non-federally insured allowance as a percentage of ending balance of non-federally insured loans	8.17%	9.33%
Total allowance as a percentage of ending balance of total loans	0.11%	0.11%

LOAN SALES

As part of the Company's asset management strategy, the Company periodically sells student loan portfolios to third parties. During the three months ended March 31, 2007 the Company sold \$51.6 million (par value) of student loans resulting in the recognition of a gain of \$1.8 million. The gain on the sale of the student loans is included in "other income" on the consolidated statement of income.

4. BUSINESS ACQUISITIONS

The Company has positioned itself for growth by building a strong foundation through business and certain asset acquisitions. Although the Company's assets, loan portfolios, net interest income, and fee-based revenues increase through such transactions, a key aspect of each transaction is its impact on the Company's prospective organic growth and the development of its integrated platform of services. The acquisitions described below expand the Company's products and services offered to education and financial institutions and students and families throughout the education and education finance process. In addition, these acquisitions diversify the Company's asset generation streams and/or diversify revenue by offering other products and services that are not dependent on government programs, which management believes will reduce the Company's exposure to legislation and political risk. The Company also expects to reduce costs from these acquisitions through economies of scale and by integrating certain support services. In addition, the Company expects to increase revenue from these acquisitions by offering multiple products and services to its customers.

During 2006, the Company (i) purchased the remaining 20% of the stock of FACTS Management Co. ("FACTS"), (ii) purchased the remaining 50% of the stock of

Edgar Filing: NELNET INC - Form 10-Q

infiNET Integrated Solutions, Inc. ("infiNET"), (iii) purchased 100% of the membership interests of CUNet, LLC ("CUNet"), and (iv) purchased certain assets and assumed certain liabilities (hereafter referred to as "Peterson's") from Thompson Learning Inc. These acquisitions were accounted for by the Company under purchase accounting and are described in footnote 4 in the Company's consolidated financial statements included in the Company's Annual Report on Form 10-K for the year ended December 31, 2006. During the first quarter of 2007, the Company finalized the purchase price allocation of infiNET. The final purchase price allocation of infiNET is presented below. The Company is in the process valuing certain intangible assets of CUNet and Peterson's; thus, the allocation of the purchase price is subject to refinement. The Company's estimate of the value of certain intangible assets as of March 31, 2007 for CUNet and Peterson's is presented below.

INFINET INTEGRATED SOLUTIONS, INC.

On April 20, 2004, the Company purchased 50% of the stock of infiNET for \$4.9 million. On February 17, 2006, the Company purchased the remaining 50% of the stock of infiNET. infiNET provides software for customer-focused electronic transactions, information sharing, and electronic account and bill presentment for colleges and universities. Consideration for the purchase of the remaining 50% of the stock of infiNET was \$9.5 million in cash and 95,380 restricted shares of the Company's Class A common stock. Under the terms of the purchase agreement, the 95,380 shares of Class A common stock issued in the acquisition are subject to stock price guaranty provisions whereby if on or about February 28, 2011 the average market trading price of the Class A common stock is less than \$104.8375 per share and has not exceeded that price for any 25 consecutive trading days during the 5-year period from the closing of the acquisition to February 28, 2011, then the Company must pay additional cash to the sellers of infiNET for each share of Class A common stock issued in an amount representing the difference between \$104.8375 less the greater of \$41.9335 or the gross sales

7

price such seller obtained from a prior sale of the shares. In connection with the acquisition, the Company entered into employment agreements with two of the infiNET sellers, in which the guaranteed value related to the shares of Class A common stock issued is dependent on their continued employment with the Company. Accordingly, the guaranteed value associated with the shares of Class A common stock of \$5.7 million issued to these employees was recorded as unearned compensation in the accompanying consolidated balance sheet and will be recognized by the Company as compensation expense over the three-year term of the employment agreements. The total purchase price recorded by the Company to acquire the remaining interest in infiNET was \$13.8 million, which represents the \$9.5 million in cash and \$4.3 million attributable to the guaranteed value of the shares of Class A common stock issued to the infiNET shareholders other than the two shareholders who entered into employment agreements with the Company. Any cash paid by the Company in consideration of satisfying the guaranteed value of stock issued for this acquisition would be recorded by the Company as a reduction to additional paid-in capital.

Prior to purchasing the remaining 50% of the common stock of infiNET, the Company accounted for this investment under the equity method. The purchase of the remaining 50% of the stock of infiNET was accounted for under purchase accounting and the results of operations have been included in the consolidated financial statements from January 31, 2006, the effective date of the acquisition.

The following table summarizes the estimated fair values of the assets acquired and liabilities assumed at the date of acquisition for the remaining 50% of the

Edgar Filing: NELNET INC - Form 10-Q

of December 15, 2010 of any shares previously issued as contingent consideration. The Company will record the contingency payments when the applicable contingency is resolved and the additional consideration is issued or issuable or the outcome of the contingency is determinable beyond a reasonable doubt. In connection with the acquisition, the Company entered into employment agreements with certain sellers, in which the contingency payments are related to their continued employment with the Company. Accordingly, when these contingency payments are paid, they will be recognized by the Company as compensation expense over the remaining term of the employment agreements.

8

This acquisition was accounted for under purchase accounting and the results of operations have been included in the consolidated financial statements from the date of the acquisition.

The following table summarizes the estimated fair values of the assets acquired and liabilities assumed at the date of acquisition. The Company is in the process of valuing certain intangible assets; thus, the allocation of the purchase price is subject to refinement.

Accounts Receivable	\$	5,154
Intangible assets		14,962
Property and equipment		360
Other assets		520
Excess cost over fair value of net assets acquired (goodwill)		23,868
Other liabilities		(4,776)

	\$	40,088
		=====

As of the date of acquisition, the \$15.0 million of acquired intangible assets had a weighted-average useful life of approximately seven years. The intangible assets that made up this amount included customer relationships of \$10.4 million (8-year useful life), non-competition agreements of \$2.6 million (5-year useful life), trade names of \$1.7 million (4-year useful life), and computer software of \$0.3 million (3-year useful life). All intangible assets are amortized using a straight-line amortization method with the exception of customer relationships. The customer relationships intangible asset is amortized over the period of projected revenues and expenses (cash flows) attributable to this asset as of the date of acquisition. Because of customer attrition, the estimated annual cash flows related to customer relationships diminish as time extends from the date of acquisition. As such, the Company uses an accelerated amortization method that reflects the pattern in which the estimated economic benefits of this acquired asset is used by the Company.

The \$23.9 million of goodwill was assigned to the Enrollment Services and List Management operating segment and is expected to be deductible for tax purposes.

PETERSON'S

On July 27, 2006, the Company purchased certain assets and assumed certain liabilities from Thomson Learning Inc. The initial consideration paid by the Company was \$38.6 million in cash. The final purchase price of Peterson's was subject to certain purchase price adjustments as defined in the purchase price agreement. During the first quarter of 2007, the purchase price for Peterson's was finalized per the terms of the purchase agreement and the Company received a \$2.2 million working capital settlement. As such, the total consideration paid by the Company for Peterson's was \$36.4 million. Peterson's provides a comprehensive suite of education and career-related solutions in the areas of

Edgar Filing: NELNET INC - Form 10-Q

follows:

	Asset Generation and Management	Student Loan and Guaranty Servicing	Tuition Payment Processing and Campus Commerce	Enrollment Services and List Management	Software and Technical Services
Balance as of December 31, 2006	\$ 42,550	--	57,858	82,416	8,596
Goodwill from prior period acquisition allocated during the period	--	--	228	(434)	--
Balance as of March 31, 2007	\$ 42,550	--	58,086	81,982	8,596

11

6. BONDS AND NOTES PAYABLE

The following tables summarize outstanding bonds and notes payable by type of instrument:

	AS OF MARCH 31, 2007		
	CARRYING AMOUNT	INTEREST RATE RANGE	FINAL MATURITY
Variable-rate bonds and notes (a):			
Bonds and notes based on indices	\$ 16,126,370	3.70% - 6.06%	04/01/07 - 05/01/42
Bonds and notes based on auction	2,435,820	3.58% - 5.40%	11/01/09 - 07/01/43
Total variable-rate bonds and notes	18,562,190		
Commercial paper and other	6,922,096	5.32% - 5.59%	05/11/07 - 11/28/07
Fixed-rate bonds and notes (a)	376,394	5.20% - 6.68%	11/01/09 - 05/01/29
Unsecured fixed rate debt	475,000	5.13% - 7.40%	06/01/10 - 09/29/36
Unsecured line of credit	141,619	5.36% - 5.40%	4/27/07
Other borrowings	60,183	5.10% - 5.78%	06/29/07 - 11/01/15
	\$ 26,537,482		

(a) Issued in securitization transactions

	AS OF DECEMBER 31, 2006		
	CARRYING AMOUNT	INTEREST RATE RANGE	FINAL MATURITY
Variable-rate bonds and notes (a):			
Bonds and notes based on indices	\$ 16,622,385	3.63% - 6.08%	02/26/07 - 05/01/42
Bonds and notes based on auction	2,671,370	3.63% - 5.45%	11/01/09 - 07/01/43
Total variable-rate bonds and notes	19,293,755		

Edgar Filing: NELNET INC - Form 10-Q

structure of its internal organization in a manner that caused the composition of its operating segments to change. As a result, the presentation of segment financial information for the three months ended March 31, 2006, has been restated to conform to the current operating segment presentation. The accounting policies of the Company's operating segments are the same as those described in the summary of significant accounting policies included in the Company's consolidated financial statements included in the Company's Annual Report on Form 10-K for the year ended December 31, 2006. Intersegment revenues are charged by a segment to another segment that provides the product or service. The amount of intersegment revenue is based on comparable fees charged in the market. Intersegment revenues and expenses are included within each segment consistent with the income statement presentation provided to management. Changes in management structure or allocation methodologies and procedures may result in changes in reported segment financial information.

The management reporting process measures the performance of the Company's operating segments based on the management structure of the Company as well as the methodology used by management to evaluate performance and allocate resources. Management, including the Company's chief operating decision maker, evaluates the performance of the Company's operating segments based on their profitability. As discussed further below, management measures the profitability of the Company's operating segments based on "base net income." Accordingly, information regarding the Company's operating segments is provided based on "base net income." The Company's "base net income" is not a defined term within GAAP and may not be comparable to similarly titled measures reported by other companies. Unlike financial accounting, there is no comprehensive, authoritative guidance for management reporting.

Substantially all of the Company's revenues are earned from customers in the United States except for revenue generated from servicing Canadian student loans at EDULINX. For the three months ended March 31, 2007 and 2006, the Company recognized \$19.0 million and \$16.8 million, respectively, from Canadian student loan servicing customers. The business of servicing Canadian student loans by EDULINX is limited to a small group of servicing customers and the agreement with the largest of such customers is currently scheduled to expire on March 31, 2008. For the three months ended March 31, 2007 and 2006, the Company recognized \$14.9 million, or 9.2%, and \$12.6 million, or 8.1%, respectively, of its total consolidated revenue from this customer.

ASSET GENERATION AND MANAGEMENT

In the Company's Asset Generation and Management segment, the Company generates primarily federally guaranteed student loans, which are administered by the Department in the FFELP, through direct origination or through acquisitions. The student loan assets are held in a series of education lending subsidiaries designed specifically for this purpose. Revenues are primarily generated from net interest income on the student loan assets. Earnings and earnings growth are directly affected by the size of the Company's portfolio of student loans, the interest rate characteristics of its portfolio, the costs associated with financing, servicing, and managing its portfolio, and the costs associated with origination and acquisition of the student loans in the portfolio, which includes, among other things, borrower benefits and rebate fees paid to the federal government. The Company generates the majority of its earnings from the spread, referred to as its student loan spread, between the yield it receives on its student loan portfolio and the costs previously described. While the spread may vary due to fluctuations in interest rates, the special allowance payments the Company receives from the federal government ensure the Company receives a minimum yield on its student loans, so long as certain requirements are met.

STUDENT LOAN AND GUARANTY SERVICING

The Student Loan and Guaranty Servicing segment provides for the servicing of

Edgar Filing: NELNET INC - Form 10-Q

the Company's student loan portfolios and the portfolios of third parties and servicing provided to guaranty agencies. The servicing activities include application processing, underwriting, disbursement of funds, customer service, account maintenance, federal reporting and billing collections, payment processing, default aversion, claim filing, and recovery/collection services. These activities are performed internally for the Company's portfolio in addition to generating fee revenue when performed for third-party clients. The following are the primary product and service offerings the Company offers as part of its Student Loan and Guaranty Servicing segment:

- o Origination and servicing of FFELP loans;
- o Origination and servicing of non-federally insured student loans;
- o Servicing and support outsourcing for guaranty agencies; and
- o Origination and servicing of loans under the Canadian government-sponsored student loan program.

16

TUITION PAYMENT PROCESSING AND CAMPUS COMMERCE

The Tuition Payment Processing and Campus Commerce segment provides actively managed tuition payment solutions, online payment processing, detailed information reporting, and data integration services to K-12 and post-secondary educational institutions, families, and students. In addition, this segment provides financial needs analysis for students applying for aid in private and parochial K-12 schools. This segment also provides customer-focused electronic transactions, information sharing, and account and bill presentment to educational institutions.

ENROLLMENT SERVICES AND LIST MANAGEMENT

The Enrollment Services and List Management segment provides a wide range of direct marketing products and services to help schools and businesses reach the middle school, high school, college bound high school, college, and young adult market places. In addition, this segment offers enrollment products and services that are focused on helping i) education seeking families plan for and prepare for college and ii) colleges recruit and retain students.

SOFTWARE AND TECHNICAL SERVICES

The Software and Technical Services segment uses internally developed student loan servicing software and also provides this software to third-party student loan holders and servicers. In addition, this segment provides information technology products and services, with core areas of business in student loan software solutions for schools, lenders, and guarantors; technical consulting services; and enterprise content management.

SEGMENT OPERATING RESULTS - "BASE NET INCOME"

The tables below include the operating results of each of the Company's operating segments. Management, including the chief operating decision maker, evaluates the Company on certain non-GAAP performance measures that the Company refers to as "base net income" for each operating segment. While "base net income" is not a substitute for reported results under GAAP, the Company relies on "base net income" to manage each operating segment because it believes this measure provides additional information regarding the operational and performance indicators that are most closely assessed by management.

"Base net income" is the primary financial performance measure used by management to develop the Company's financial plans, track results, and establish corporate performance targets and incentive compensation. Management

Edgar Filing: NELNET INC - Form 10-Q

Variable-rate floor income (4)	--	--	--	--
Net tax effect (5)	(3,116)	(503)	(558)	(688)
Total adjustments to GAAP	\$ 5,083	821	911	1,122

	Three Months Ended			
	Asset Generation and Management	Student Loan and Guaranty Servicing	Tuition Payment Processing and Campus Commerce	Enrollment Services and List Management
Derivative market value, foreign currency, and put option adjustments (1)	\$ (39,795)	--	--	--
Amortization of intangible assets (2)	2,227	1,501	1,175	610
Non-cash stock based compensation related to business combinations (3)	--	--	--	--
Variable-rate floor income (4)	--	--	--	--
Net tax effect (5)	14,276	(570)	(446)	(232)
Total adjustments to GAAP	\$ (23,292)	931	729	378

- (1) Derivative market value, foreign currency, and put option adjustments: "Base net income" excludes the periodic unrealized gains and losses that are caused by the change in fair value on derivatives in which the Company does not qualify for "hedge treatment" under GAAP. Included in "base net income" are the economic effects of the Company's derivative instruments, which includes any cash paid or received being recognized as an expense or revenue upon actual derivative settlements. "Base net income" also excludes the foreign currency transaction gains or losses caused by the re-measurement of the Company's Euro-denominated bonds to U.S. dollars and the change in fair value of put options issued by the Company for certain business acquisitions.
- (2) Amortization of intangible assets: "Base net income" excludes the amortization of acquired intangibles.
- (3) Non-cash stock based compensation related to business combinations: As discussed in note 4, the Company has structured certain business combinations in which the stock consideration paid has been dependent on the sellers' continued employment with the Company. As such, the value of the consideration paid is recognized as compensation expense by the Company over the term of the applicable employment agreement. "Base net income" excludes this expense.
- (4) Variable-rate floor income: Loans that reset annually on July 1 can generate excess spread income compared with the rate based on the special allowance payment formula in declining interest rate environments. The Company refers to this additional income as variable-rate floor income. The Company excludes variable rate floor income from its "base net income" since its timing and amount (if any) is uncertain and it is in excess of expected spreads.

Edgar Filing: NELNET INC - Form 10-Q

The Company is an education planning and financing company focused on providing quality products and services to students, families, and schools nationwide. The Company is a vertically-integrated organization that offers a broad range of pre-college, in-college, and post-college products and services to its customers.

Built through a focus on long-term organic growth and further enhanced by strategic acquisitions, the Company earns its revenues from net interest income on its portfolio of student loans and from fee-based revenues related to its education finance and service operations.

During the three months ended March 31, 2007, the Company had solid asset growth, diversified its revenue streams, increased fee-based revenue, and deployed capital by repurchasing shares of the Company's stock and paying its first quarterly dividend.

- o Student loan assets increased by \$3.7 billion, or 17%, as of March 31, 2007 compared to March 31, 2006.
- o Fee-based revenue for the three months ended March 31, 2007 was \$95.2 million, or 58% of total revenues, compared to \$68.6 million, or 44% of total revenues, for the same period in 2006.
- o The Company repurchased 3.1 million shares of its Class A common stock, including 2.7 million from certain members of management, for an average price of \$24.65 per share. The Company has the authority to repurchase an additional 5.0 million shares under its existing stock repurchase program.
- o On February 7, 2007, the Company's Board of Directors approved a cash dividend of \$0.07 per share on the Company's Class A and Class B common stock which was paid by the Company on March 15, 2007 to shareholders of record as of March 1, 2007.

Net income reported based on generally accepted accounting principles for the three months ended March 31, 2007 was \$14.8 million compared to \$52.1 million for the same period in 2006. The change in net income was driven primarily by the change in the derivative market value, foreign currency, and put option adjustments, and not receiving 9.5% special allowance payments in accordance with the Company's Settlement Agreement with the Department in January 2007.

RESULTS OF OPERATIONS

The Company's operating results are primarily driven by the performance of its existing portfolio, the cost necessary to generate new assets, the revenues generated by its fee based business, and the cost to provide those services. The performance of the Company's portfolio is driven by net interest income and losses related to credit quality of the assets along with the cost to administer and service the assets and related debt.

21

ACQUISITIONS

Management believes the Company's business and asset acquisitions in recent years have enhanced the Company's position as a vertically-integrated industry leader and established a strong foundation for growth. Although the Company's assets, loan portfolios, and fee-based revenues increased through such transactions, a key aspect of each transaction is its impact on the Company's prospective organic growth and the development of its integrated platform of services. Management believes these acquisitions allow the Company to expand the

Edgar Filing: NELNET INC - Form 10-Q

products and services offered to educational and financial institutions and students and families throughout the education and education finance process. In addition, these acquisitions diversify the Company's asset generation streams and/or diversify revenue by offering other products and services that are not dependent on government programs, which management believes will reduce the Company's exposure to legislation and political risk. The Company also expects to reduce costs from these acquisitions through economies of scale and by integrating certain support services. In addition, the Company expects to increase revenue from these acquisitions by offering multiple products and services to its customers. As a result of these recent acquisitions and the Company's rapid organic growth, the period-to-period comparability of the Company's results of operations may be difficult.

NET INTEREST INCOME

The Company generates a significant portion of its earnings from the spread, referred to as its student loan spread, between the yield the Company receives on its student loan portfolio and the cost of funding these loans. This spread income is reported on the Company's consolidated statements of income as net interest income. The amortization of loan premiums, including capitalized costs of origination, the consolidation loan rebate fee, and yield adjustments from borrower benefit programs, are netted against loan interest income on the Company's statements of income. The amortization of debt issuance costs is included in interest expense on the Company's statements of income.

The Company's portfolio of FFELP loans originated prior to April 1, 2006 earns interest at the higher of a variable rate based on the special allowance payment (SAP) formula set by the U.S. Department of Education (the "Department") and the borrower rate. The SAP formula is based on an applicable index plus a fixed spread that is dependent upon when the loan was originated, the loan's repayment status, and funding sources for the loan. As a result of one of the provisions of the Higher Education Reconciliation Act of 2005 ("HERA"), the Company's portfolio of FFELP loans originated on or after April 1, 2006 earns interest at a variable rate based on the SAP formula. For the portfolio of loans originated on or after April 1, 2006, when the borrower rate exceeds the variable rate based on the SAP formula, the Company must return the excess to the Department.

On most consolidation loans, the Company must pay a 1.05% per year rebate fee to the Department. Those consolidation loans that have variable interest rates based on the SAP formula earn an annual yield less than that of a Stafford loan. Those consolidation loans that have fixed interest rates less than the sum of 1.05% and the variable rate based on the SAP formula also earn an annual yield less than that of a Stafford loan. As a result, as consolidation loans matching these criteria become a larger portion of the Company's loan portfolio, there will be a lower yield on the Company's loan portfolio in the short term. However, due to the extended terms of consolidation loans, the Company expects to earn the yield on these loans for a longer duration, making them beneficial to the Company in the long term.

Because the Company generates a significant portion of its earnings from its student loan spread, the interest rate sensitivity of the Company's balance sheet is very important to its operations. The current and future interest rate environment can and will affect the Company's interest earnings, net interest income, and net income. The effects of changing interest rate environments are further outlined in Item 3, "Quantitative and Qualitative Disclosures about Market Risk -- Interest Rate Risk."

Investment interest income, which is a component of net interest income, includes income from unrestricted interest-earning deposits and funds in the Company's special purpose entities which are utilized for its asset-backed securitizations.

Edgar Filing: NELNET INC - Form 10-Q

PROVISION FOR LOAN LOSSES

Management estimates and establishes an allowance for loan losses through a provision charged to expense. Losses are charged against the allowance when management believes the collectibility of the loan principal is unlikely. Recovery of amounts previously charged off is credited to the allowance for loan losses. Management maintains the allowance for federally insured and non-federally insured loans at a level believed to be adequate to provide for estimated probable credit losses inherent in the loan portfolio. This evaluation is inherently subjective because it requires estimates that may be susceptible to significant changes. The Company analyzes the allowance separately for its federally insured loans and its non-federally insured loans.

Management bases the allowance for the federally insured loan portfolio on periodic evaluations of the Company's loan portfolios, considering past experience, trends in student loan claims rejected for payment by guarantors, changes to federal student loan programs, current economic conditions, and other relevant factors. One of the changes to the Higher Education Act as a result of HERA's enactment in February 2006, was to lower the guarantee rates on FFELP loans, including a decrease in insurance and reinsurance on portfolios receiving the benefit of the Exceptional Performance designation by 1%, from 100% to 99% of principal and accrued interest (effective July 1, 2006), and a decrease in insurance and reinsurance on portfolios not subject to the Exceptional Performance designation by 1%, from 98% to 97% of principal and accrued interest (effective for all loans first disbursed on and after July 1, 2006). In February 2006, as a result of the change in these legislative provisions, the Company recorded an expense of \$6.9 million (\$4.3 million after tax) to increase the Company's allowance for loan losses.

22

In September 2005, the Company was re-designated as an Exceptional Performer by the Department in recognition of its exceptional level of performance in servicing FFELP loans. As a result of this designation, the Company receives 99% reimbursement (100% reimbursement prior to July 1, 2006) on all eligible FFELP default claims submitted for reimbursement. Only FFELP loans that are serviced by the Company, as well as loans owned by the Company and serviced by other service providers designated as Exceptional Performers by the Department, are eligible for the 99% reimbursement. As of March 31, 2007, 99.9% of the Company's federally insured loans were serviced by providers designated as Exceptional Performers. If the Company or a third party servicer were to lose its Exceptional Performer designation, either by a legislative discontinuance of the program or the Company or third party servicer not meeting the required servicing standards or failing to get re-designated during the annual application process, loans serviced by the Company or such third party would become subject to the 3% risk sharing for all claims submitted after loss of the designation (2% risk sharing effective for all loans disbursed prior to July 1, 2006).

In June 2006, the Company submitted its application for Exceptional Performer redesignation to the Department to continue receiving reimbursements at the 99% level for the 12-month period from June 1, 2006 through May 31, 2007. As of the date of this Report, the Department has not notified the Company of its redesignation. Until the Department confirms or denies the Company's application for renewal, the Company continues to receive the benefit of the Exceptional Performer designation. It is the opinion of the Company's management, based on information currently known, that there is no reason to believe the Company's application will be rejected. If the Department rejected the Company's application for Exceptional Performer status, the Company would have to establish a provision for loan losses related to the risk sharing on those loans that the Company services internally. Based on the balance of federally insured

Edgar Filing: NELNET INC - Form 10-Q

RECENT DEVELOPMENTS

In June 2005, the Office of Inspector General of the U.S. Department of Education (the "OIG") commenced an audit of the portion of the Company's student loan portfolio receiving special allowance payments at a minimum 9.5% interest rate based on provisions of the Higher Education Act and regulations and guidance of the Department and related interpretations. On September 29, 2006, the Company received a final audit report from the OIG where the OIG found that an increase in the amount of 9.5% special allowance payments received by the Company was based on what the OIG deemed to be ineligible loans.

On January 19, 2007, the Company entered into a Settlement Agreement with the Department to resolve the OIG audit of the Company's portfolio of student loans receiving 9.5% special allowance payments. Under the terms of the Settlement Agreement, the Company is permitted to retain the 9.5% special allowance payments that it received from the Department prior to July 1, 2006. In addition, the Settlement Agreement eliminates all 9.5% special allowance payments with respect to the Company's portfolios of student loans for periods on and after July 1, 2006.

The Company disagrees with the OIG audit report, and continues to believe that it billed for the 9.5% special allowance payments in accordance with applicable laws, regulations, and the Department's previous guidance. As a part of the Settlement Agreement, the Company and the Department acknowledge a dispute exists related to guidance previously issued by the Department and the application of the existing laws and regulations related to the Company receiving certain 9.5% special allowance payments, and that the Settlement Agreement is based in part on the parties' desire to avoid costly litigation regarding that dispute. The new guidance provided to the Company in the Settlement Agreement eliminates all future 9.5% special allowance payments for the Company. These loans will continue to receive special allowance payments using other applicable special allowance formulas.

The Company believes the prospective loss of the 9.5% special allowance payments will not have a material adverse affect on the Company's operations. In addition, the Company does not expect the Settlement Agreement to have any material adverse effect on the outstanding debt obligations issued by the Company's education lending subsidiaries in the securitization of student loan assets. The Settlement Agreement resolves all issues between the Company and the Department that arise out of or relate to the contents of the OIG audit report and the Department's review of the issues raised therein. The Settlement Agreement does not preclude any other government agency from reviewing the issues raised in the OIG audit report.

INDUSTRY INVESTIGATIONS AND REGULATORY DEVELOPMENTS

Since January 2007, a number of state attorneys general and the U.S. Senate Committee on Health, Education, Labor, and Pensions have announced or are reportedly conducting broad inquiries or investigations of the activities of various participants in the student loan industry, including activities which may involve perceived conflicts of interest. The general focus of the inquiries or investigations to date has primarily been on any financial arrangements among student loan lenders and other industry participants which may facilitate increased volumes of student loans for particular lenders. Legislation addressing certain issues raised by these inquiries or investigations has recently been passed in New York, and similar federal legislation has been introduced. Like many other student loan lenders, the Company has received informal requests for information from certain state attorneys general and the Chairman of the U.S. Senate Committee on Health, Education, Labor, and Pensions in connection with their inquiries or investigations. In addition, the Company has received subpoenas for information from the New York Attorney General and

Edgar Filing: NELNET INC - Form 10-Q

the New Jersey Attorney General. In each case the Company is cooperating with the requests and subpoenas for information that it has received.

On April 20, 2007, the Company announced that it had agreed with the Nebraska Attorney General to voluntarily adopt a Nelnet Student Loan Code of Conduct, post a review of the Company's business practices on its website, and commit \$1 million to help educate students and families on how to plan and pay for their education. While the Company cannot predict the ultimate outcome of any other inquiry or investigation, it is possible these inquiries or investigations may result in additional agreements. The Company currently believes that the ultimate resolution of these inquiries or investigations and regulatory developments will not have a material adverse effect on the Company's financial condition or ongoing operations.

EDULINX - LOSS OF SERVICING CONTRACT

Under its existing contract with the Government of Canada, EDULINX, a subsidiary of the Company, provides services in support of the Canada and Integrated Student Loan Programs ("CSLP") for student borrowers attending public institutions. The Government of Canada is EDULINX's largest customer. On December 22, 2006, EDULINX was notified that the Government of Canada had decided to award the CSLP contract to another service provider upon the expiration of the contract with EDULINX on March 31, 2008. As a result of this decision, EDULINX will be required to transition the existing direct-financed CSLP portfolio it services to the selected service provider. EDULINX's servicing revenue for the three months ended March 31, 2007 and 2006 was \$19.0 million and \$16.8, respectively, of which \$14.9 million and \$12.6 million was earned under the CSLP contract, respectively.

24

PROPOSED LEGISLATION RELATED TO THE HIGHER EDUCATION ACT

The Department's authority to provide interest subsidy payments, special allowance payments, and federal insurance for FFELP loans terminates on a date specified in the Higher Education Act. The provisions of the Higher Education Act governing the FFEL Program are periodically amended and the Higher Education Act must be reauthorized by Congress from time to time in order to prevent sunset of the Higher Education Act. Although HERA extended the authorization of the FFEL Program through September 30, 2012, the remainder of the Higher Education Act was not reauthorized under HERA. On September 30, 2006, President Bush signed the Third Higher Education Extension Act of 2006 which provided a temporary extension of the Higher Education Act through June 30, 2007. As of the date of this Report, Congress has not passed any legislation which would reauthorize or further extend the Higher Education Act.

Recently Congress introduced legislation and the President proposed a new budget both of which contain provisions with significant implications for participants in the FFEL Program. Among other things, these proposals include various reductions in federal government payments to lenders and guaranty agencies and increases in fees paid by lenders. The proposals include:

- o reducing special allowance payments to lenders;
- o reducing default insurance rates (including reducing default insurance rates for lenders/servicers with an Exceptional Performer designation) and the possible elimination of the Exceptional Performer program;
- o increasing lender origination fees on consolidation loans;
- o reduction of guaranty agency collection retention;
- o changing the way guaranty agency account fees are charged;
- o requiring disclosures relating to placement on "preferred lender lists" and various arrangements between lenders and schools;

Edgar Filing: NELNET INC - Form 10-Q

- o banning lenders from offering certain gifts to school employees;
- o encouraging borrowers to maximize their borrowing through government loan programs prior to private loan programs with higher interest rates;
- o increasing annual and aggregate loan limits for certain Stafford loans;
- o reducing interest rates for subsidized Stafford loans;
- o encouraging schools to participate in the Federal Direct Lending Program through increased federal scholarship funds; and
- o increasing the consolidation rebate fees for certain lenders.

As of the date of this Report, none of these proposals have been enacted into law. While the Company supports the federal government's efforts to make higher education more accessible and affordable, the Company does not support paying for these efforts by cutting the FFEL Program, which originated approximately 71% of all Stafford, PLUS, and consolidation loans during 2006.

The impact of the proposed legislation is difficult to predict. If the proposed federal government spending cuts and increased fees for FFEL Program participants are enacted, the Company's revenues would be negatively impacted.

THREE MONTHS ENDED MARCH 31, 2007 COMPARED TO THE THREE MONTHS ENDED MARCH 31, 2006

NET INTEREST INCOME

	Three months ended March 31,		
	2007	2006	\$ Change
Interest income:			
Loan interest	\$ 397,054	325,660	71,394
Investment interest	21,496	19,541	1,955
Total interest income	418,550	345,201	73,349
Interest expense:			
Interest on bonds and notes payable	350,226	258,949	91,277
Net interest income	68,324	86,252	(17,928)
Provision for loan losses	2,753	9,618	(6,865)
Net interest income after			
provision for loan losses	\$ 65,571	76,634	(11,063)

Net interest income decreased \$11.1 million for the three months ended March 31, 2007 compared to the three months ended March 31, 2006. Net interest income for the three months ended March 31, 2006 included \$18.4 million of 9.5% special allowance payments. In accordance with the Company's Settlement Agreement with the Department in January 2007, there were no 9.5% special allowance payments in 2007. Excluding the 9.5% special allowance payments, net interest income before the allowance for loan losses increased \$0.5 million. This increase was the result of a 18% increase in average student loans and was offset by a decrease in the Company's student loan yield and the increase in interest expense as a result of additional issuances of unsecured debt used to fund operating activities of the Company. The provision for loan losses decreased \$6.9 million as a result of the Company recognizing \$6.9 million in expense for provision of loan losses as a result of HERA's enactment in February 2006. Additional analysis of net interest income is included in the Company's operating segment discussion under the Asset Generation and Management operating segment.

Edgar Filing: NELNET INC - Form 10-Q

OTHER INCOME

	Three months ended March 31,		
	2007	2006	\$ Change
Loan and guaranty servicing income	\$ 49,445	47,074	2,371
Other fee-based income	40,029	18,155	21,874
Software services income	5,748	3,409	2,339
Other income	6,931	1,987	4,944
Derivative market value, foreign currency, and put option adjustments	(12,130)	39,263	(51,393)
Derivative settlements, net	4,240	4,744	(504)
 Total other income	 \$ 94,263	 114,632	 (20,369)
	=====	=====	=====

Loan and guaranty servicing income increased due to an increase in Canadian loan servicing income and guaranty servicing income offset by a decrease in FFELP loan servicing income. Other fee-based income increased largely due to business acquisitions. In addition, the Company experienced an increase in borrower late fee income related to loan portfolio growth, an increase in the number of managed tuition payment plans, and an increase in list sales volume which also contributed to the growth in other fee-based income. Software services income increased due to new customers and increased usage fees for existing customers. The increase in other income is from an increase in the gain on sale of loans and a gain resulting from the termination of certain derivative contracts during the first quarter 2007. Additional analysis of the increase in other income for the three months ended March 31, 2007 compared to 2006 is included in the discussion of the results of operations for each of the Company's operating segments. The change in derivative market value, foreign currency, and put option adjustments was caused by a change in the fair value of the Company's derivative portfolio and foreign currency rate fluctuations which are further discussed in Item 3, "Quantitative and Qualitative Disclosures about Market Risk."

OPERATING EXPENSES

	Three months ended March 31, 2006	Impact of acquisitions	Net change after acquisitions	Three months ended March 31, 2007
	-----	-----	-----	-----
Salaries and benefits	\$ 57,684	6,111	6,214	70,009
Other expenses	44,930	13,320	1,009	59,259
Amortization of intangible assets	5,633	1,385	(100)	6,918
 Total operating expenses	 \$ 108,247	 20,816	 7,123	 136,186
	=====	=====	=====	=====

Operating expenses increased \$20.8 million as a result of recent business acquisitions. Excluding the impact of acquisitions, salaries and benefits and other expenses increased \$7.2 million, or 7.0%. This increase was a result of (i) increased costs to develop systems to support a larger organizational structure and (ii) organic growth of the organization. The Company's costs to develop its corporate structure include projects such as recruitment, development, and retention of intellectual capital, technology enhancements to support a larger, more diversified customer and employee base, and increased emphasis on marketing services and products and developing the Company's brand. Additional analysis of the increase in operating expenses for the three months

Edgar Filing: NELNET INC - Form 10-Q

its existing share repurchase program.

OPERATING SEGMENTS

The Company has five operating segments as defined in SFAS No. 131, DISCLOSURES ABOUT SEGMENTS OF AN ENTERPRISE AND RELATED INFORMATION ("SFAS No. 131"), as follows: Asset Generation and Management, Student Loan and Guaranty Servicing, Tuition Payment Processing and Campus Commerce, Enrollment Services and List Management, and Software and Technical Services. The Company's operating segments are defined by the products and services they offer or the types of customers they serve, and they reflect the manner in which financial information is currently evaluated by management. During 2006, the Company changed the structure of its internal organization in a manner that caused the composition of its operating segments to change. As a result, the presentation of segment financial information for the three months ended March 31, 2006, has been restated to conform to the current operating segment presentation. The accounting policies of the Company's operating segments are the same as those described in the summary of significant accounting policies included in the Company's consolidated financial statements included in the Company's Annual Report on Form 10-K for the year ended December 31, 2006. Intersegment revenues are charged by a segment to another segment that provides the product or service. The amount of intersegment revenue is based on comparable fees charged in the market. Intersegment revenues and expenses are included within each segment consistent with the income statement presentation provided to management. Changes in management structure or allocation methodologies and procedures may result in changes in reported segment financial information.

The management reporting process measures the performance of the Company's operating segments based on the management structure of the Company as well as the methodology used by management to evaluate performance and allocate resources. Management, including the Company's chief operating decision maker, evaluates the performance of the Company's operating segments based on their profitability. As discussed further below, management measures the profitability of the Company's operating segments based on "base net income." Accordingly, information regarding the Company's operating segments is provided based on "base net income." The Company's "base net income" is not a defined term within GAAP and may not be comparable to similarly titled measures reported by other companies. Unlike financial accounting, there is no comprehensive, authoritative guidance for management reporting.

"Base net income" is the primary financial performance measure used by management to develop the Company's financial plans, track results, and establish corporate performance targets and incentive compensation. While "base net income" is not a substitute for reported results under GAAP, the Company relies on "base net income" in operating its business because "base net income" permits management to make meaningful period-to-period comparisons of the operational and performance indicators that are most closely assessed by management. Management believes this information provides additional insight into the financial performance of the core business activities of the Company's operating segments.

27

Accordingly, the tables presented below reflect "base net income" which is reviewed and utilized by management to manage the business for each of the Company's operating segments. Reconciliation of the segment totals to the Company's consolidated operating results in accordance with GAAP are also included in the tables below. Included below under "Non-GAAP Performance Measures" is further discussion regarding "base net income" and its limitations, including a table that details the differences between "base net income" and GAAP net income by operating segment.

Edgar Filing: NELNET INC - Form 10-Q

subsidiary income	--	--	(242)	--	--	(242)
Net income (loss)	\$ 32,235	10,847	2,613	2,440	1,160	49,295

(a) Income taxes are based on a percentage of net income before tax for the individual operating segment.

NON-GAAP PERFORMANCE MEASURES

In accordance with the Rules and Regulations of the Securities and Exchange Commission ("SEC"), the Company prepares financial statements in accordance with generally accepted accounting principles ("GAAP"). In addition to evaluating the Company's GAAP-based financial information, management also evaluates the Company's operating segments on a non-GAAP performance measure referred to as "base net income" for each operating segment. While "base net income" is not a substitute for reported results under GAAP, the Company relies on "base net income" to manage each operating segment because management believes these measures provide additional information regarding the operational and performance indicators that are most closely assessed by management.

"Base net income" is the primary financial performance measure used by management to develop financial plans, allocate resources, track results, evaluate performance, establish corporate performance targets, and determine incentive compensation. Accordingly, financial information is reported to management on a "base net income" basis by operating segment, as these are the measures used regularly by the Company's chief operating decision maker. The Company's board of directors utilizes "base net income" to set performance targets and evaluate management's performance. The Company also believes analysts, rating agencies, and creditors use "base net income" in their evaluation of the Company's results of operations. While "base net income" is not a substitute for reported results under GAAP, the Company utilizes "base net income" in operating its business because "base net income" permits management to make meaningful period-to-period comparisons by eliminating the temporary volatility in the Company's performance that arises from certain items that are primarily affected by factors beyond the control of management. Management believes "base net income" provides additional insight into the financial performance of the core business activities of the Company's operations.

29

LIMITATIONS OF "BASE NET INCOME"

While GAAP provides a uniform, comprehensive basis of accounting, for the reasons discussed above, management believes that "base net income" is an important additional tool for providing a more complete understanding of the Company's results of operations. Nevertheless, "base net income" is subject to certain general and specific limitations that investors should carefully consider. For example, as stated above, unlike financial accounting, there is no comprehensive, authoritative guidance for management reporting. The Company's "base net income" is not a defined term within GAAP and may not be comparable to similarly titled measures reported by other companies. Investors, therefore, may not be able to compare the Company's performance with that of other companies based upon "base net income". "Base net income" results are only meant to supplement GAAP results by providing additional information regarding the operational and performance indicators that are most closely monitored and used by the Company's management and board of directors to assess performance and information which the Company believes is important to analysts, rating

Edgar Filing: NELNET INC - Form 10-Q

agencies, and creditors.

Other limitations of "base net income" arise from the specific adjustments that management makes to GAAP results to derive "base net income" results. These differences are described below.

The adjustments required to reconcile from the Company's "base net income" measure to its GAAP results of operations relate to differing treatments for derivatives, foreign currency transaction adjustments, and certain other items that management does not consider in evaluating the Company's operating results. The following table reflects adjustments associated with these areas by operating segment and corporate activities and overhead for the three months ended March 31, 2007 and 2006:

	Three Months Ended March 31, 2007			
	Asset Generation and Management	Student Loan and Guaranty Servicing	Tuition Payment Processing and Campus Commerce	Enrollment Services and List Management
Derivative market value, foreign currency, and put option adjustments	\$ 6,214	--	--	--
Amortization of intangible assets	1,985	1,324	1,469	1,810
Non-cash stock based compensation related to business combinations	--	--	--	--
Variable-rate floor income	--	--	--	--
Net tax effect (a)	(3,116)	(503)	(558)	(688)
Total adjustments to GAAP	\$ 5,083	821	911	1,122
	Three Months Ended March 31, 2006			
	Asset Generation and Management	Student Loan and Guaranty Servicing	Tuition Payment Processing and Campus Commerce	Enrollment Services and List Management
Derivative market value, foreign currency, and put option adjustments	\$ (39,795)	--	--	--
Amortization of intangible assets	2,227	1,501	1,175	610
Non-cash stock based compensation related to business combinations	--	--	--	--
Variable-rate floor income	--	--	--	--
Net tax effect (a)	14,276	(570)	(446)	(232)
Total adjustments to GAAP	\$ (23,292)	931	729	378

(a) Tax effect computed at 38%. The change in the value of the put option (included in Corporate Activity and Overhead) is not tax effected as this is not deductible for income tax purposes.

DIFFERENCES BETWEEN GAAP AND "BASE NET INCOME"

Management's financial planning and evaluation of operating results does not

Edgar Filing: NELNET INC - Form 10-Q

take into account the following items because their volatility and/or inherent uncertainty affect the period-to-period comparability of the Company's results of operations. A more detailed discussion of the differences between GAAP and "base net income" follows.

30

DERIVATIVE MARKET VALUE, FOREIGN CURRENCY, AND PUT OPTION ADJUSTMENTS: "Base net income" excludes the periodic unrealized gains and losses that are caused by the change in fair value on derivatives in which the Company does not qualify for "hedge treatment" under GAAP. Statement of Financial Accounting Standards No. 133, ACCOUNTING FOR DERIVATIVE INSTRUMENTS AND HEDGING ACTIVITIES ("SFAS No. 133"), requires that changes in fair value of derivative instruments be recognized currently in earnings unless specific hedge accounting criteria, as specified by SFAS No. 133, are met. The Company maintains an overall interest rate risk management strategy that incorporates the use of derivative instruments to reduce the economic effect of interest rate volatility. Derivative instruments primarily used by the Company include interest rate swaps, basis swaps, interest rate floor contracts, and cross-currency interest rate swaps. Management has structured all of the Company's derivative transactions with the intent that each is economically effective. However, the Company does not qualify its derivatives for "hedge treatment" as defined by SFAS No. 133, and the stand-alone derivative must be marked-to-market in the income statement with no consideration for the corresponding change in fair value of the hedged item. Since the Company plans to hold all derivative instruments until their maturity, the Company believes these point-in-time estimates of asset and liability values that are subject to interest rate fluctuations make it difficult to evaluate the ongoing results of operations against its business plan and affect the period-to-period comparability of the results of operations. Included in "base net income" are the economic effects of the Company's derivative instruments, which includes any cash paid or received being recognized as an expense or revenue upon actual derivative settlements. These settlements are included in "Derivative market value, foreign currency, and put option adjustments and derivative settlements, net" on the Company's consolidated statements of income.

"Base net income" excludes the foreign currency transaction gains or losses caused by the re-measurement of the Company's Euro-denominated bonds to U.S. dollars. In connection with the issuance of the Euro-denominated bonds, the Company has entered into cross-currency interest rate swaps. Under the terms of these agreements, the principal payments on the Euro-denominated notes will effectively be paid at the exchange rate in effect at the issuance date of the bonds. The cross-currency interest rate swaps also convert the floating rate paid on the Euro-denominated bonds (EURIBOR index) to an index based on LIBOR. Included in "base net income" are the economic effects of any cash paid or received being recognized as an expense or revenue upon actual settlements of the cross-currency interest rate swaps. These settlements are included in "Derivative market value, foreign currency, and put option adjustments and derivative settlements, net" on the Company's consolidated statements of income. However, the gains or losses caused by the re-measurement of the Euro-denominated bonds to U.S. dollars and the change in market value of the cross-currency interest rate swaps are excluded from "base net income" as the Company believes the point-in-time estimates of value that are subject to currency rate fluctuations related to these financial instruments make it difficult to evaluate the ongoing results of operations against the Company's business plan and affect the period-to-period comparability of the results of operations. The re-measurement of the Euro-denominated bonds correlates with the change in fair value of the cross-currency interest rate swaps. However, the Company will experience unrealized gains or losses related to the cross-currency interest rate swaps if the two underlying indices (and related forward curve) do not move in parallel.

Edgar Filing: NELNET INC - Form 10-Q

"Base net income" also excludes the change in fair value of put options issued by the Company for certain business acquisitions. The put options are valued by the Company each reporting period using a Black-Scholes pricing model. Therefore, the fair value of these options is primarily affected by the strike price and term of the underlying option, the Company's current stock price, and the dividend yield and volatility of the Company's stock. The Company believes these point-in-time estimates of value that are subject to fluctuations make it difficult to evaluate the ongoing results of operations against the Company's business plans and affects the period-to-period comparability of the results of operations.

The gains and/or losses included in "Derivative market value, foreign currency, and put option adjustments and derivative settlements, net" on the Company's consolidated statements of income are primarily caused by interest rate and currency volatility, changes in the value of put options based on the inputs used in the Black-Scholes pricing model, as well as the volume and terms of put options and of derivatives not receiving hedge treatment. "Base net income" excludes these unrealized gains and losses and isolates the effect of interest rate, currency, and put option volatility on the fair value of such instruments during the period. Under GAAP, the effects of these factors on the fair value of the put options and the derivative instruments (but not the underlying hedged item) tend to show more volatility in the short term.

AMORTIZATION OF INTANGIBLE ASSETS: "Base net income" excludes the amortization of acquired intangibles, which arises primarily from the acquisition of definite life intangible assets in connection with the Company's acquisitions, since the Company feels that such charges do not drive the Company's operating performance on a long-term basis and can affect the period-to-period comparability of the results of operations.

NON-CASH STOCK BASED COMPENSATION RELATED TO BUSINESS COMBINATIONS: The Company has structured certain business combinations in which the stock consideration paid has been dependent on the sellers' continued employment with the Company. As such, the value of the consideration paid is recognized as compensation expense by the Company over the term of the applicable employment agreement. "Base net income" excludes this expense because the Company believes such charges do not drive its operating performance on a long-term basis and can affect the period-to-period comparability of the results of operations. If the Company did not enter into the employment agreements in connection with the acquisition, the amount paid to these former shareholders of the acquired entity would have been recorded by the Company as additional consideration of the acquired entity, thus, not having an effect on the Company's results of operations.

31

VARIABLE-RATE FLOOR INCOME: Loans that reset annually on July 1 can generate excess spread income compared with the rate based on the special allowance payment formula in declining interest rate environments. The Company refers to this additional income as variable-rate floor income. The Company excludes variable rate floor income from its "base net income" since its timing and amount (if any) is uncertain, it has been eliminated by legislation for all loans originated on and after April 1, 2006, and it is in excess of expected spreads. In addition, because variable rate floor income is subject to the underlying rate for the subject loans being reset annually on July 1, it is a factor beyond the Company's control which can affect the period-to-period comparability of results of operations. There was no variable-rate floor income in the periods presented.

ASSET GENERATION AND MANAGEMENT OPERATING SEGMENT - RESULTS OF OPERATIONS

Edgar Filing: NELNET INC - Form 10-Q

The Asset Generation and Management segment includes the acquisition, management, and ownership of the Company's student loan assets. Revenues are primarily generated from net interest income on the student loan assets. The Company generates student loan assets through direct origination or through acquisitions. The student loan assets are held in a series of education lending subsidiaries designed specifically for this purpose.

In addition to the student loan portfolio, all costs and activity associated with the generation of assets, funding of those assets, and maintenance of the debt transactions are included in this segment. This includes derivative activity and the related derivative market value and foreign currency adjustments. The Company is also able to leverage its capital market expertise by providing investment advisory services and other related services to third parties through a licensed broker dealer subsidiary. Revenues and expenses for those functions are also included in the Asset Generation and Management segment.

STUDENT LOAN PORTFOLIO

The table below outlines the components of the Company's student loan portfolio:

	As of March 31, 2007		As of December 31, 2006	
	Dollars	Percent	Dollars	Percent
Federally insured:				
Stafford	\$ 6,096,393	24.4 %	\$ 5,724,586	24.1 %
PLUS/SLS	460,575	1.8	365,112	1.5
Consolidation	17,835,192	71.3	17,127,623	72.0
Non-federally insured	224,870	0.9	197,147	0.8
Total	24,617,030	98.4	23,414,468	98.4
Unamortized premiums and deferred origination costs	422,239	1.7	401,087	1.7
Allowance for loan losses:				
Allowance - federally insured	(7,859)	(0.0)	(7,601)	(0.0)
Allowance - non-federally insured	(18,365)	(0.1)	(18,402)	(0.1)
Net	\$25,013,045	100.0 %	\$23,789,552	100.0 %

The Company's net student loan assets have increased \$1.2 billion, or 5.1%, to \$25.0 billion as of March 31, 2007 compared to \$23.8 billion as of December 31, 2006.

ORIGINATION AND ACQUISITION

The Company originates and acquires loans through various methods and channels including: (i) direct-to-consumer channel (in which the Company originates student loans directly with student and parent borrowers), (ii) campus based origination channels, and (iii) spot purchases.

The Company will originate or acquire loans through its campus based channel either directly under one of its brand names or through other originating lenders. In addition to its brands, the Company acquires student loans from lenders to whom the Company provides marketing and/or origination services established through various contracts. Branding partners are lenders for which the Company acts as a marketing agent in specified geographic areas. A forward

Edgar Filing: NELNET INC - Form 10-Q

flow lender is one for whom the Company provides origination services but provides no marketing services or whom simply agrees to sell loans to the Company under forward sale commitments. The table below sets forth the activity of loans originated or acquired through each of the Company's channels:

32

	Three months ended March 31,	
	----- 2007 -----	----- 2006 -----
Beginning balance	\$ 23,414,468	\$ 19,912,955
Direct channel:		
Consolidation loan originations	1,064,238	1,024,835
Less consolidation of existing portfolio	(473,795)	(433,900)
Net consolidation loan originations	----- 590,443	----- 590,935
Stafford/PLUS loan originations	354,827	306,148
Branding partner channel (a) (b)	202,290	230,150
Forward flow channel	375,941	351,812
Other channels (b)	205,918	243,953
Total channel acquisitions	----- 1,729,419	----- 1,722,998
Repayments, claims, capitalized interest, and other	(235,807)	(365,158)
Consolidation loans lost to external parties	(239,404)	(270,400)
Loans sold	(51,646)	(37,176)
Ending balance	----- \$ 24,617,030 =====	----- \$ 20,963,219 =====

- (a) Included in the branding partner channel are private loan originations of \$44.3 million and \$10.5 million for the three months ended March 31, 2007 and 2006, respectively.
- (b) Included in other channels for the three months ended March 31, 2006 is \$190.1 million of acquisitions that were previously presented as branding partner channel acquisitions. This reclassification was made for comparative purposes due to the nature of the transactions.

The Company has extensive and growing relationships with many large financial and educational institutions that are active in the education finance industry. Loss of a relationship with an institution from which the Company directly or indirectly acquires a significant volume of student loans could result in an adverse effect on the volume derived from its various channels.

Nova Southeastern University ("Nova"), a school-as-lender customer, has elected not to renew their existing contract with the Company, which expired in December 2006. Total loans acquired from Nova were \$11.2 million and \$40.1 million for the three months ended March 31, 2007 and 2006, respectively, and \$275.6 million for the year ended December 31, 2006. Loans acquired from Nova are included in the forward flow channel in the above table.

As part of the Company's asset management strategy, the Company periodically sells student loan portfolios to third parties. During the three months ended March 31, 2007 and 2006, the Company sold \$51.6 million (par value) and \$37.2 million (par value), respectively of student loans resulting in the recognition of a gain of \$1.8 million and \$0.5 million, respectively.

ACTIVITY IN THE ALLOWANCE FOR LOAN LOSSES

Edgar Filing: NELNET INC - Form 10-Q

The provision for loan losses represents the periodic expense of maintaining an allowance sufficient to absorb losses, net of recoveries, inherent in the portfolio of student loans. An analysis of the Company's allowance for loan losses is presented in the following table:

33

	Three months ended March 31,	
	2007	2006
Balance at beginning of period	\$ 26,003	13,390
Provision for loan losses:		
Federally insured loans	1,453	7,268
Non-federally insured loans	1,300	2,350
	-----	-----
Total provision for loan losses	2,753	9,618
Charge-offs, net of recoveries:		
Federally insured loans	(1,195)	(291)
Non-federally insured loans	(166)	(492)
	-----	-----
Net charge-offs	(1,361)	(783)
Sale of non-federally insured loans	(1,171)	--
	-----	-----
Balance at end of period	\$ 26,224	22,225
	=====	=====
Allocation of the allowance for loan losses:		
Federally insured loans	\$ 7,859	7,075
Non-federally insured loans	18,365	15,150
	-----	-----
Total allowance for loan losses	\$ 26,224	22,225
	=====	=====
Net loan charge-offs as a percentage of average student loans	0.023 %	0.015 %
Total allowance as a percentage of average student loans	0.110 %	0.110 %
Total allowance as a percentage of ending balance of student loans	0.107 %	0.106 %
Non-federally insured allowance as a percentage of the ending balance of non-federally insured loans	8.167 %	9.259 %
Average student loans	\$23,844,815	20,237,068
Ending balance of student loans	24,617,030	20,963,219
Ending balance of non-federally insured loans	224,870	163,624

During the three months ended March 31, 2006, the Company recognized a \$6.9 million provision on its federally insured portfolio as a result of HERA which was enacted into law on February 8, 2006.

Delinquencies have the potential to adversely impact the Company's earnings through increased servicing and collection costs and account charge-offs. The table below shows the Company's student loan delinquency amounts:

	As of March 31, 2007		As of December 31, 2006	
	Dollars	Percent	Dollars	Percent
	-----	-----	-----	-----

Edgar Filing: NELNET INC - Form 10-Q

Student loan yield	7.90 %	7.68 %
Consolidation rebate fees	(0.79)	(0.71)
Premium and deferred origination costs amortization	(0.36)	(0.44)
Student loan net yield	6.75	6.53
Student loan cost of funds (a)	(5.46)	(4.63)
Student loan spread	1.29	1.90
Special allowance yield adjustment, net of settlements on derivatives (b)	--	(0.36)
Core student loan spread	1.29 %	1.54 %
Average balance of student loans	\$ 23,844,815	\$ 20,237,068
Average balance of debt outstanding	25,378,267	21,796,549

- (a) The student loan cost of funds includes the effects of net settlement costs on the Company's derivative instruments used to hedge the Company's student loan portfolio.
- (b) The special allowance yield adjustment represents the impact on net spread had certain 9.5% loans earned at statutorily defined rates under a taxable financing. The special allowance yield adjustment includes net settlements on derivative instruments that were used to hedge this loan portfolio earning the excess yield. As previously disclosed, on January 19, 2007, the Company entered into a Settlement Agreement with the Department to resolve the audit by the OIG of the Company's portfolio of student loans receiving 9.5% special allowance payments. Under the terms of the Agreement, all 9.5% special allowance payments were eliminated for periods on and after July 1, 2006. The Company had been deferring recognition of 9.5% special allowance payments related to those loans subject to the OIG audit effective July 1, 2006 pending satisfactory resolution of this issue.

The compression of the Company's core student loan spread has been primarily due to (i) an increase in lower yielding consolidation loans and an increase in the consolidation rebate fees; (ii) the elimination of 9.5% special allowance payments on non-special allowance yield adjustment student loans as a result of the Settlement Agreement with the Department; and (iii) the mismatch in the reset frequency between the Company's floating rate assets and floating rate liabilities. The Company's core student loan spread benefited in the rising interest rate environment during the first quarter of 2006 because the Company's cost of funds reset periodically on a discrete basis, in advance, while the Company's student loans received a yield based on the average daily interest rate over the period. As interest rates remained relatively flat in the first quarter 2007, as compared to the same period in 2006, the Company did not benefit from the rate reset discrepancy of its assets and liabilities contributing to the compression.

As noted in Item 3, "Quantitative and Qualitative Disclosures about Market Risk", the Company has a portfolio of student loans that are earning interest at a fixed borrower rate which exceeds the statutorily defined variable lender rate creating floor income which is included in its core student loan spread. The majority of these loans are consolidation loans that earn the greater of the borrower rate or 2.64% above the average commercial paper rate during the calendar quarter. The Company estimates that its core student loan spread for the three months ended March 31, 2007 and 2006, included approximately six basis points and 19 basis points, respectively, related to this floor income. When

Edgar Filing: NELNET INC - Form 10-Q

excluding floor income, the Company's core student loan spread was 1.23% and 1.35% for the three months ended March 31, 2007 and 2006, respectively.

35

THREE MONTHS ENDED MARCH 31, 2007 COMPARED TO THE THREE MONTHS ENDED MARCH 31, 2006

	Three months ended March 31,		
	2007	2006	\$ Change
Net interest income after the provision for loan losses	70,079	78,525	(8,446)
Other fee-based income	3,311	2,899	412
Software services income	--	50	(50)
Other income	4,829	1,642	3,187
Derivative settlements, net	(424)	4,744	(5,168)
Total other income	7,716	9,335	(1,619)
Salaries and benefits	7,279	11,771	(4,492)
Other expenses	8,265	12,045	(3,780)
Intersegment expenses	16,636	12,876	3,760
Total operating expenses	32,180	36,692	(4,512)
"Base net income" before income taxes	45,615	51,168	(5,553)
Income tax expense	17,105	18,933	(1,828)
"Base net income"	28,510	32,235	(3,725)
After Tax Operating Margin	36.65%	36.69%	

NET INTEREST INCOME AFTER THE PROVISION FOR LOAN LOSSES. Net interest income decreased primarily as a result of the compression in the Company's core student loan spread and the loss of the 9.5% special allowance payments as a result of the Settlement Agreement with the Department. A summary of the changes in net interest income follows:

	Three months ended March 31,		Change	
	2007	2006	Dollars	Percent
Loan interest	\$ 464,533	383,067	81,466	21.27 %
Consolidation rebate fees	(46,420)	(35,545)	(10,875)	30.60
Amortization of loan premiums and deferred origination costs	(21,059)	(21,862)	803	(3.67)
Total loan interest	397,054	325,660	71,394	21.92
Investment interest	17,436	16,316	1,120	6.86
Total interest income	414,490	341,976	72,514	21.20

Edgar Filing: NELNET INC - Form 10-Q

Interest on bonds and notes payable	338,487	253,787	84,700	33.37
Intercompany interest	3,171	46	3,125	
Provision for loan losses	2,753	9,618	(6,865)	(71.38)
	-----	-----	-----	-----
Net interest income after provision for loan losses	\$ 70,079	78,525	(8,446)	(10.76)%
	=====	=====	=====	=====

Total loan interest income increased \$71.4 million for the three months ended March 31, 2007 compared to the three months ended March 31, 2006 as follows:

- o Loan interest for the three months ended March 31, 2006 included \$18.4 million of 9.5% special allowance payments. The Company received no 9.5% special allowance payments for the three months ended March 31, 2007 as a result of the Settlement Agreement with the Department.
 - o The average student loan portfolio increased \$3.6 billion, or 18%, for the three months ended March 31, 2007 compared to the same period in 2006. Student loan yield, excluding 9.5% special allowance payments, increased to 7.90% in 2007 from 7.31% in 2006. The increase in student loan yield is a result of a higher interest rate environment and is offset by an increase in the percentage of lower yielding consolidation loans to the total portfolio. Loan interest income, excluding 9.5% special allowance payments, increased \$99.9 million as a result of these factors.
- 36
- o Consolidation rebate fees increased due to the \$4.0 billion, or 29.0%, increase in the consolidation loan portfolio.
 - o The amortization of loan premiums and deferred origination costs decreased due to the \$21.7 million write-off of premiums in December 2006 on loans earning 9.5% special allowance payments as the result of the Settlement Agreement with the Department. For the three months ended March 31, 2006, the Company recognized premium amortization of \$1.8 million related to these loans. This decrease was offset by an increase in amortization of loan premiums and deferred origination costs as a result of the growth in the student loan portfolio.
 - o Investment interest income has increased as a result of an increase in cash, cash equivalents, and investments from student loan growth, and as a result of a higher interest rate environment.

Interest expense increased \$87.8 million due to the \$3.6 billion, or 16.4%, increase in average debt for the three months ended March 31, 2007 compared to the same period in 2006. In addition, the Company's cost of funds (excluding net derivative settlements) increased to 5.46% for the three months ended March 31, 2007 compared to 4.72% for the same period a year ago.

The provision for loan losses decreased because the Company recognized a \$6.9 million provision in the first quarter of 2006 on its federally insured portfolio as a result of HERA which was enacted into law on February 8, 2006.

OTHER FEE-BASED INCOME. Borrower late fees increased \$0.4 million as a result of the increase in the average student loan portfolio.

Edgar Filing: NELNET INC - Form 10-Q

OTHER INCOME. Other income increased \$3.2 million for the three months ended March 31, 2007 compared to the same period in 2006. During the three months ended March 31, 2007, the Company recognized a \$1.8 million gain on the sale of loans compared to \$0.5 million in the same period in 2006. In addition, a \$2.1 million gain was recognized as a result of the termination of the Company's interest rate floor contracts in January 2007.

OPERATING EXPENSES. Operating expenses decreased \$4.5 million, or 12.3%, for the three months ended March 31, 2007 compared to the same period in 2006. The Company has reduced its cost to service loans by converting loan volume acquired during certain 2005 acquisitions from third party servicers to the Company's servicing platform resulting in approximately \$2.0 million in savings. In addition, the Company has leveraged its marketing efforts such that these operations benefit multiple operating segments in the current period. In previous periods these efforts were focused on primarily asset generation which resulted in higher costs for this operating segment.

STUDENT LOAN AND GUARANTY SERVICING OPERATING SEGMENT - RESULTS OF OPERATIONS

The Student Loan and Guaranty Servicing segment provides for the servicing of the Company's student loan portfolios and the portfolios of third parties and servicing provided to guaranty agencies. The servicing activities include loan origination activities, application processing, borrower updates, payment processing, due diligence procedures, and claim processing. These activities are performed internally for the Company's portfolio in addition to generating fee revenue when performed for third-party clients. The guaranty servicing and servicing support activities include providing systems software, hardware and telecommunications support, borrower and loan updates, default aversion tracking services, claim processing services, and post-default collection services to guaranty agencies.

Through its subsidiary, EDULINX, the Company provides student loan administrative services in Canada. EDULINX provides student loan administrative services, including loan disbursement, in-study account management, loan consolidation, repayment management, customer contact, default prevention, and portfolio management services. In Canada, the principal market for these services consists of the federal government and various provincial governments who deliver their student loans through direct-financing programs as well as financial institutions who participate in either government-guaranteed and/or risk-shared loan programs.

The broad category of products and percentage of total external loan and guaranty servicing revenue provided by each during the three months ended March 31, 2007 and 2006 is as follows:

1. Origination and servicing of FFEL Program loans (28.6% and 36.3%);
2. Origination and servicing of non-federally insured student loans (4.7% and 4.6%);
3. Servicing and support outsourcing for guaranty agencies (28.3% and 23.4%); and
4. Origination and servicing of loans under the Canadian government sponsored student loan program (38.4% and 35.6%).

Edgar Filing: NELNET INC - Form 10-Q

	As of March 31,					
	2007			2006		
	Company	Third party	Total	Company	Third party	Tot
	(dollars in millions)					
FFELP and private loans	\$ 23,274	8,935	32,209	18,017	10,626	28,6
Canadian loans (in U.S. \$) (a)	--	9,266	9,266	--	8,388	8,3
Total	\$ 23,274	18,201	41,475	18,077	19,014	37,0

(a) As previously disclosed, EDULINX announced that the Government of Canada decided to award a competitive contract to provide support of the Canada and Integrated Student Loan Programs (CSLP) upon the expiration of the current EDULINX contract for such services to another service provider. The Government of Canada is EDULINX's largest customer. This contract is scheduled to expire on March 31, 2008. As a result of this decision, EDULINX will be required to transition the existing CSLP portfolio it services to the selected service provider. As of March 31, 2007, the Company serviced \$8.0 billion of CSLP loans.

THREE MONTHS ENDED MARCH 31, 2007 COMPARED TO THE THREE MONTHS ENDED MARCH 31, 2006

	Three months ended March 31,		
	2007	2006	\$ Change
Net interest income after the provision for loan losses	\$ 2,315	1,873	443
Loan and guaranty servicing income	49,445	47,074	2,371
Software services income	--	--	--
Other income	58	21	37
Intersegment revenue	16,464	14,513	1,951
Total other income	65,967	61,608	4,359
Salaries and benefits	31,309	28,054	3,255
Other expenses	15,353	15,053	300
Intersegment expenses	3,318	3,157	161
Total operating expenses	49,980	46,264	3,716
"Base net income" before income taxes	18,302	17,217	1,086
Income tax expense	6,863	6,370	493
"Base net income"	\$ 11,439	10,847	593
After Tax Operating Margin	16.8%	17.1%	

LOAN AND GUARANTY SERVICING INCOME. Loan and guaranty servicing income increased \$2.4 million for the three months ended March 31, 2007 compared to the three

Edgar Filing: NELNET INC - Form 10-Q

months ended March 31, 2006 as follows:

Three months ended March 31, 2006	\$	47,074
Increase in guaranty servicing income		3,004
Increase in Canadian loan servicing revenue (a)		2,194
Decrease in U.S. loan servicing revenue (b)		(3,115)
Other		288

Three months ended March 31, 2007	\$	49,445
		----- =====

(a) The increase in loan servicing revenue is the result of the recognition of \$2.4 million of performance based revenue for meeting certain servicing criteria under the Company's agreement with the Government of Canada to provide financial and related administrative services to support the CSLP.

38

(b) The decrease in loan servicing revenue from U.S. operations is the result of a decrease in the volume of loans serviced by the Company.

OPERATING EXPENSES. Operating expenses increased as a result of the Company's efforts to integrate and reorganize entities acquired over the prior two years.

TUITION PAYMENT PROCESSING AND CAMPUS COMMERCE OPERATING SEGMENT - RESULTS OF OPERATION

The Company's Tuition Payment Processing and Campus Commerce operating segment provides products and services to help institutions and education seeking families manage the payment of education costs during the pre-college and college stages of the education life cycle. The Company provides actively managed tuition payment solutions, online payment processing, detailed information reporting, financial needs analysis, and data integration services to K-12 and post-secondary educational institutions, families, and students. In addition, the Company provides customer-focused electronic transactions, information sharing, and account and bill presentment to colleges and universities.

Effective June 1, 2005, the Company purchased 80% of the capital stock of FACTS Management Co. ("FACTS"). FACTS provides actively managed tuition payment solutions, online payment processing, detailed information reporting, and data integration services to educational institutions, families, and students. In addition, FACTS provides financial needs analysis for students applying for aid in private and parochial K-12 schools. This acquisition was accounted for under purchase accounting and the results of operations have been included in the consolidated financial statements from the effective date of acquisition. Effective January 31, 2006, the Company purchased the remaining 20% interest in FACTS.

Effective January 31, 2006, the Company purchased the remaining 50% interest in infiNET Integrated Solutions, Inc. ("infiNET"). The Company owned 50% of this entity and accounted for it under the equity method of accounting prior to the transaction. infiNET provides customer-focused electronic transactions, information sharing, and account and bill presentment to colleges and universities. This acquisition was accounted for under purchase accounting and

Edgar Filing: NELNET INC - Form 10-Q

the results of operations have been included in the consolidated financial statements from the effective date of acquisition.

THREE MONTHS ENDED MARCH 31, 2007 COMPARED TO THE THREE MONTHS ENDED MARCH 31, 2006

	Three months ended March 31,		
	2007	2006	\$ Change
Net interest income after the provision for loan losses	\$ 1,005	881	124
Other fee-based income	11,771	9,654	2,117
Other income	3	--	3
Intersegment revenue	152	--	152
Total other income	11,926	9,654	2,272
Salaries and benefits	4,918	3,955	963
Other expenses	2,160	2,048	112
Intersegment expenses	374	--	374
Total operating expenses	7,452	6,003	1,449
"Base net income" before income taxes	5,479	4,532	947
Income tax expense	2,055	1,677	378
"Base net income" before minority interest	3,424	2,855	569
Minority interest	--	(242)	242
"Base net income"	\$ 3,424	2,613	811
After Tax Operating Margin	26.5%	27.1%	

39

OTHER FEE-BASED INCOME. Other fee-based income increased due to acquisitions and an increase in the number of tuition payment plans managed by the Company as follows:

Three months ended March 31, 2006	\$ 9,654
Acquisition of campus commerce operations	653
Increase in tuition payment plan fees	1,464

Three months ended March 31, 2007	\$ 11,771
	=====

OPERATING EXPENSES. Operating expenses increased \$0.5 million due to the timing of acquisitions. The remaining increase is the result of the increase in the number of tuition payment plans managed by the Company.

ENROLLMENT SERVICES AND LIST MANAGEMENT OPERATING SEGMENT - RESULTS OF OPERATION

Edgar Filing: NELNET INC - Form 10-Q

The Company's Enrollment Services and List Management operating segment provides products and services to help institutions and education seeking families primarily during the pre-college phase of the education lifecycle. The Company helps families plan and prepare for college by providing products and services such as a college planning center, practice tests, and scholarship searches. Focused on planning/preparation, lead generation, and ultimately retention, products and services offered by the Enrollment Services and List Management segment also help schools and businesses reach the middle school, high school, college, and young adult market places.

On June 30, 2006, the Company purchased 100% of the membership interests of CUnet. CUnet provides campus locations and online schools with performance-based educational marketing, web-based marketing, lead generation, and vendor management services to enhance their brands and improve student recruitment and retention.

On July 27, 2006, the Company purchased certain assets and assumed certain liabilities (hereafter referred to as "Peterson's") from Thomson Learning Inc. Peterson's provides a comprehensive suite of education and career-related solutions in the areas of education search, test preparation, admissions, financial aid information (including scholarship search), and career assistance. Peterson's delivers these services through a variety of media including print (i.e. books) and online. Peterson's reaches an estimated 105 million consumers annually with its publications and online information about colleges and universities, career schools, graduate programs, distance learning, executive training, private secondary schools, summer opportunities, study abroad, financial aid, test preparation, and career exploration resources.

Management believes the Company's Enrollment Services and List Management operating segment will enhance the Company's position as a vertically-integrated industry leader with a strong foundation for growth. The Company has focused on growing and organically developing its product and service offerings as well as enhancing them through various acquisitions. A key aspect of each transaction is its impact on the Company's prospective organic growth and the development of its integrated platform of services.

The above acquisitions were accounted for under purchase accounting and the results of operations have been included in the consolidated financial statements from the date of acquisition.

40

THREE MONTHS ENDED MARCH 31, 2007 COMPARED TO THE THREE MONTHS ENDED MARCH 31, 2006

	Three months ended March 31,		
	2007	2006	\$ Change
Net interest income after the provision for loan losses	\$ 85	83	2
Other fee-based income	24,947	5,602	19,345
Software services income	130	6	124
Intersegment revenue	750	752	(2)
Total other income	25,827	6,360	19,467
Salaries and benefits	9,369	1,178	8,191
Other expenses	14,559	1,393	13,166
Intersegment expenses	156	--	156
Total operating expenses	24,084	2,571	21,513

SECURED FINANCING TRANSACTIONS

The Company relies upon secured financing vehicles as its most significant source of funding for student loans on a long-term basis. The net cash flow the Company receives from the securitized student loans generally represents the excess amounts, if any, generated by the underlying student loans over the amounts required to be paid to the bondholders, after deducting servicing fees and any other expenses relating to the securitizations. The Company's rights to cash flow from securitized student loans are subordinate to bondholder interests and may fail to generate any cash flow beyond what is due to bondholders. The Company's secured financing vehicles are loan warehouse facilities and asset-backed securitizations.

LOAN WAREHOUSE FACILITIES

Student loan warehousing allows the Company to buy and manage student loans prior to transferring them into more permanent financing arrangements. The Company uses its warehouse facilities to pool student loans in order to maximize loan portfolio characteristics for efficient financing and to properly time market conditions for movement of the loans. Generally, loans that best fit long-term financing vehicles are selected to be transferred into long-term securitizations. Because transferring those loans to a long-term securitization includes certain fixed administrative costs, the Company maximizes its economies of scale by executing large transactions.

In August 2006, the Company established a \$5.0 billion loan warehouse program through its wholly-owned subsidiary, Nelnet Student Asset Funding Extendible CP, LLC ("Nelnet SAFE"), under which Nelnet SAFE may issue one or more short-term extendable secured liquidity notes (the "Secured Liquidity Notes"). Each Secured Liquidity Note will be issued at a discount or an interest-bearing basis having an expected maturity of between 1 and 307 days (each, an "Expected Maturity") and a final maturity of 90 days following the Expected Maturity. The Secured Liquidity Notes issued as interest-bearing notes may be issued with fixed interest rates or with interest rates that fluctuate based upon a one-month LIBOR rate, a three-month LIBOR rate, a commercial paper rate, or a federal funds rate. The Secured Liquidity Notes are not redeemable by the Company nor subject to voluntary prepayment prior to the Expected Maturity date. The Secured Liquidity Notes are secured by FFELP loans purchased in connection with the program. As of March 31, 2007, the Company had \$3.4 billion of Secured Liquidity Notes outstanding and an additional \$1.6 billion authorized for future issuance under this warehouse program.

The Company also utilizes bank supported commercial paper conduit programs for loan warehousing. The Company had a loan warehousing capacity of \$4.3 billion as of March 31, 2007, of which \$3.6 billion was outstanding and \$0.7 billion was available for future use, under these programs. The conduit programs terminate in 2007. In addition, they must be renewed annually by underlining liquidity providers. Historically, the Company has been able to renew its commercial paper conduit programs, including the underlying liquidity agreements, and therefore the Company does not believe the renewal of these contracts presents a significant risk to its liquidity.

Management believes the Company's warehouse facilities allow for expansion of liquidity and capacity for student loan growth and should provide adequate liquidity to fund the Company's student loan operations for the foreseeable future.

ASSET-BACKED SECURITIZATIONS

Edgar Filing: NELNET INC - Form 10-Q

Of the \$26.5 billion of debt outstanding as of March 31, 2007, \$18.9 billion was issued under asset-backed securitizations. Depending on market conditions, the Company anticipates continuing to access the asset-backed securities market. Securities issued in the securitization transactions are generally priced based upon a spread to LIBOR or set under an auction procedure. During 2006, the Company completed asset-backed securities transactions that included certain notes issued with initial spreads to the 3-month EURIBOR. The interest rate on student loans being financed is generally set based upon a spread to commercial paper or U.S. Treasury bills.

UNIVERSAL SHELF OFFERINGS

In May 2005, the Company consummated a debt offering under its universal shelf consisting of \$275.0 million in aggregate principal amount of Senior Notes due June 1, 2010 (the "Notes"). The Notes are unsecured obligations of the Company. The interest rate on the Notes is 5.125%, payable semiannually. At the Company's option, the Notes are redeemable in whole at any time or in part from time to time at the redemption price described in the Company's prospectus supplement.

On September 27, 2006 the Company consummated a debt offering under its universal shelf consisting of \$200.0 million aggregate principal amount of Junior Subordinated Hybrid Securities ("Hybrid Securities"). The Hybrid Securities are unsecured obligations of the Company. The interest rate on the Hybrid Securities from the date they were issued through the optional redemption date, September 28, 2011, is 7.40%, payable semi-annually. Beginning September 29, 2011 through September 29, 2036, the "scheduled maturity date", the interest rate on the Hybrid Securities will be equal to three-month LIBOR plus 3.375%, payable quarterly. The principal amount of the Hybrid Securities will become due on the scheduled maturity date only to the extent that the Company has received

43

proceeds from the sale of certain qualifying capital securities prior to such date (as defined in the Hybrid Securities' prospectus). If any amount is not paid on the scheduled maturity date, it will remain outstanding and bear interest at a floating rate as defined in the prospectus, payable monthly. On September 15, 2061, the Company must pay any remaining principal and interest on the Hybrid Securities in full whether or not the Company has sold qualifying capital securities. At the Company's option, the Hybrid Securities are redeemable in whole at any time or in part from time to time at the redemption price described in the prospectus supplement.

The proceeds from these unsecured debt offerings were or will be used by the Company to fund general business operations, certain asset and business acquisitions, and the repurchase of stock under the Company's stock repurchase plan. As of March 31, 2007, the Company has \$275.0 million remaining under its universal shelf.

The following table summarizes the Company's bonds and notes outstanding as of March 31, 2007:

	Carrying amount	Percent of total	Interest rate range on carrying amount	
	-----	-----	-----	-----
Variable-rate bonds and notes (a):				
Bond and notes based on indices	\$ 15,092,310	56.9 %	3.70% - 6.06%	04/01/0

Edgar Filing: NELNET INC - Form 10-Q

Bonds and notes based on EURIBOR	1,034,060	3.9	3.86% - 3.95%	08/25/3
Bond and notes based on auction	2,435,820	9.2	3.58% - 5.40%	11/01/0

Total variable-rate bonds and notes	18,562,190	70.0		
Commerical paper and other	6,922,096	26.1	5.32% - 5.59%	05/11/0
Fixed-rate bonds and notes (a)	376,394	1.4	5.20% - 6.68%	11/01/0
Unsecured fixed-rate debt	475,000	1.8	5.13% - 7.40%	06/01/1
Unsecured line of credit	141,619	0.5	5.36% - 5.40%	4
Other borrowings	60,183	0.2	5.10% - 5.78%	06/29/0

Total	\$ 26,537,482	100.0 %		
=====				

(a) Issued in securitization transactions.

The Company is committed under non-cancelable operating leases for certain office and warehouse space and equipment. The Company's contractual obligations as of March 31, 2007 were as follows:

	Total	Less than 1 year	1 to 3 years	3 to 5 years	More than 5 years
	-----	-----	-----	-----	-----
Bonds and notes payable	\$ 26,537,482	7,254,395	167,957	332,168	18,782,962
Operating lease obligations	40,088	12,042	15,649	8,453	3,944
Other	24,188	1,300	22,888	--	--

Total	\$ 26,601,758	7,267,737	206,494	340,621	18,786,906
=====					

The Company had a \$10.8 million reserve as of March 31, 2007 for uncertain income tax positions related to the adoption of FIN 48. This obligation is not included in the above table as the timing and resolution of the income tax positions cannot be reasonably estimated at this time.

The Company's bonds and notes payable due in less than one year include \$6.9 billion under its loan warehouse facilities. Historically, the Company has been able to renew its commercial paper conduit programs, including the underlying liquidity agreements, and therefore the Company does not believe the renewal of these contracts presents a significant risk to its liquidity.

The Company has commitments with its branding partners and forward flow lenders which obligate the Company to purchase loans originated under specific criteria, although the branding partners and forward flow lenders are typically not obligated to provide the Company with a minimum amount of loans. Branding partners are those entities from whom the Company acquires student loans and provides marketing and origination services. Forward flow lenders are those entities from whom the Company acquires student loans and provides origination services. These commitments generally run for periods ranging from one to five years and are generally renewable. Commitments to purchase loans under these arrangements are not included in the table above.

As a result of the Company's recent acquisitions, the Company has certain contractual obligations or commitments as follows:

- o LoanSTAR - As part of the agreement for the acquisition of the capital stock of LoanSTAR from the Greater Texas Foundation

Edgar Filing: NELNET INC - Form 10-Q

("Texas Foundation"), the Company agreed to sell student loans in an aggregate amount sufficient to permit the Texas Foundation to maintain a portfolio of loans equal to no less than \$200 million through October 2010. The sales price for such loans is the fair value mutually agreed upon between the Company and the Texas Foundation. To satisfy this obligation, the Company sells loans to the Texas Foundation on a quarterly basis.

44

- o SMG/NHR - Contingent payments of \$4.0 million to \$24.0 million payable in annual installments through April 2008 based on the operating results of SMG and NHR. As of March 31, 2007, the Company has made payments of \$6 million related to this contingency and has accrued an additional \$6.9 million which is included in the table above.
- o infiNET - Stock price guarantee of \$104.8375 per share on 95,380 shares of Class A Common Stock issued as part of the original purchase price. The obligation to pay this guaranteed stock price is due February 28, 2011 and is not included in the table above.
- o FACTS - 238,237 shares of Class A Common Stock issued as part of the original purchase price is subject to a put option arrangement whereby during the 30-day period beginning February 28, 2010, the holders of such shares can require the Company to repurchase all or part of the shares at a price of \$83.95 per share. The value of this put option as of March 31, 2007 was \$11.9 million and is included in "other" in the above table.
- o CUnet - Contingent payments not to exceed \$80.0 million due in annual installments through December 2010 based on the aggregate cumulative net income before taxes of CUnet. In partial satisfaction of the contingent consideration, the Company will issue shares of Class A Common Stock. These contingency payments are not included in the table above.
- o 5280 - 258,760 shares of Class A Common Stock issued as part of the original purchase price is subject to a put option arrangement whereby during the 30-day period ending November 30, 2008, the holders may require the Company to repurchase all or part of the shares at a price of \$37.10 per share. The value of this put option as of March 31, 2007 was \$3.1 million and is included in "other" in the above table.

DIVIDENDS

On February 7, 2007, the Company's Board of Directors approved a cash dividend of \$0.07 per share on the Company's Class A and Class B Common Stock which was paid on March 15, 2007 to shareholders of record as of March 1, 2007. The Company intends to continue making a quarterly dividend payment in the future.

CRITICAL ACCOUNTING POLICIES

This Management's Discussion and Analysis of Financial Condition and Results of Operations discusses the Company's consolidated financial statements, which have been prepared in accordance with accounting principles generally accepted in the United States. The preparation of these financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the reported amounts of income and expenses during the reporting

Edgar Filing: NELNET INC - Form 10-Q

periods. The Company bases its estimates and judgments on historical experience and on various other factors that the Company believes are reasonable under the circumstances. Actual results may differ from these estimates under varying assumptions or conditions. Note 2 of the consolidated financial statements, which are included in the Company's Annual Report on Form 10-K for the year ended December 31, 2006, includes a summary of the significant accounting policies and methods used in the preparation of the consolidated financial statements.

On an on-going basis, management evaluates its estimates and judgments, particularly as they relate to accounting policies that management believes are most "critical" -- that is, they are most important to the portrayal of the Company's financial condition and results of operations and they require management's most difficult, subjective, or complex judgments, often as a result of the need to make estimates about the effect of matters that are inherently uncertain. Management has identified the following critical accounting policies that are discussed in more detail below: allowance for loan losses, student loan income, and purchase price accounting related to business and certain asset acquisitions.

ALLOWANCE FOR LOAN LOSSES

The allowance for loan losses represents management's estimate of probable losses on student loans. This evaluation process is subject to numerous estimates and judgments. The Company evaluates the adequacy of the allowance for loan losses on its federally insured loan portfolio separately from its non-federally insured loan portfolio.

Management bases the allowance for the federally insured loan portfolio on periodic evaluations of the Company's loan portfolios considering past experience, trends in student loan claims rejected for payment by guarantors, changes to federal student loan programs, current economic conditions, and other relevant factors. Should any of these factors change, the estimates made by management would also change, which in turn would impact the level of the Company's future provision for loan losses.

On February 8, 2006, HERA was enacted into law. HERA effectively reauthorized the Title IV provisions of the FFEL Program through 2012. One of the provisions of HERA resulted in lower guarantee rates on FFELP loans, including a decrease in insurance and reinsurance on portfolios receiving the benefit of Exceptional

Performance designation by 1%, from 100% to 99% of principal and accrued interest (effective July 1, 2006) and a decrease in insurance and reinsurance on portfolios not subject to the Exceptional Performance designation by 1%, from 98% to 97% of principal and accrued interest (effective for all loans first disbursed on and after July 1, 2006). As a result, during the year ended December 31, 2006, the Company applied the new provisions to its evaluation of the adequacy of the allowance for loan losses on its federally insured loan portfolio.

In determining the adequacy of the allowance for loan losses on the non-federally insured loans, the Company considers several factors including: loans in repayment versus those in a nonpaying status, months in repayment, delinquency status, type of program, and trends in defaults in the portfolio based on Company and industry data. Should any of these factors change, the estimates made by management would also change, which in turn would impact the level of the Company's future provision for loan losses. The Company places a non-federally insured loan on nonaccrual status and charges off the loan when

Edgar Filing: NELNET INC - Form 10-Q

the collection of principal and interest is 120 days past due.

The allowance for federally insured and non-federally insured loans is maintained at a level management believes is adequate to provide for estimated probable credit losses inherent in the loan portfolio. This evaluation is inherently subjective because it requires estimates that may be susceptible to significant changes.

STUDENT LOAN INCOME

The Company recognizes student loan income as earned, net of amortization of loan premiums and deferred origination costs. Loan income is recognized based upon the expected yield of the loan after giving effect to borrower utilization of incentives such as principal reductions for timely payments ("borrower benefits") and other yield adjustments. The estimate of the borrower benefits discount is dependent on the estimate of the number of borrowers who will eventually qualify for these benefits. For competitive purposes, the Company frequently changes the borrower benefit programs in both amount and qualification factors. These programmatic changes must be reflected in the estimate of the borrower benefit discount. Loan premiums, deferred origination costs, and borrower benefits are included in the carrying value of the student loan on the consolidated balance sheet and are amortized over the estimated life of the loan in accordance with SFAS No. 91, ACCOUNTING FOR NON-REFUNDABLE FEES AND COSTS ASSOCIATED WITH ORIGINATING OR ACQUIRING LOANS AND INITIAL DIRECT COSTS OF LEASES. The most sensitive estimate for loan premiums, deferred origination costs, and borrower benefits is the estimate of the constant repayment rate ("CPR"). CPR is a variable in the life of loan estimate that measures the rate at which loans in a portfolio pay before their stated maturity. The CPR is directly correlated to the average life of the portfolio. CPR equals the percentage of loans that prepay annually as a percentage of the beginning of period balance. A number of factors can affect the CPR estimate such as the rate of consolidation activity and default rates. Should any of these factors change, the estimates made by management would also change, which in turn would impact the amount of loan premium and deferred origination cost amortization recognized by the Company in a particular period.

PURCHASE PRICE ACCOUNTING RELATED TO BUSINESS AND CERTAIN ASSET ACQUISITIONS

The Company has completed several business and asset acquisitions which have generated significant amounts of goodwill and intangible assets and related amortization. The values assigned to goodwill and intangibles, as well as their related useful lives, are subject to judgment and estimation by the Company. Goodwill and intangibles related to acquisitions are determined and based on purchase price allocations. Valuation of intangible assets is generally based on the estimated cash flows related to those assets, while the initial value assigned to goodwill is the residual of the purchase price over the fair value of all identifiable assets acquired and liabilities assumed. Thereafter, the value of goodwill cannot be greater than the excess of fair value of the Company's reportable unit over the fair value of the identifiable assets and liabilities, based on an annual impairment test. Useful lives are determined based on the expected future period of the benefit of the asset, the assessment of which considers various characteristics of the asset, including historical cash flows. Due to the number of estimates involved related to the allocation of purchase price and determining the appropriate useful lives of intangible assets, management has identified purchase price accounting as a critical accounting policy.

RECENT ACCOUNTING PRONOUNCEMENTS

In September 2006, the FASB issued SFAS No. 157, FAIR VALUE MEASUREMENTS ("SFAS No. 157"). This Statement defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles, and expands

Edgar Filing: NELNET INC - Form 10-Q

disclosures about fair value measurements. The provisions of SFAS No. 157 are effective as of the beginning of the first fiscal year that begins after November 15, 2007. As of the filing of this Report, management believes that SFAS No. 157 will not have a material effect on the financial position and results of operations of the Company.

In February 2007, the FASB issued SFAS No. 159, THE FAIR VALUE OPTION FOR FINANCIAL ASSETS AND FINANCIAL LIABILITIES - INCLUDING AN AMENDMENT OF FASB STATEMENT NO. 115 ("SFAS. No. 159"), which permits entities to choose to measure many financial instruments at fair value. The Statement allows entities to achieve an offset accounting effect for certain changes in fair value of related assets and liabilities without having to apply complex hedge accounting provisions, and is expected to expand the use of fair value measurement consistent with the Board's long-term objectives for financial instruments. This Statement is effective as of the beginning of an entity's first fiscal year that begins after November 15, 2007. Early adoption is permitted. Retrospective application to fiscal years preceding the effective date (or early adoption date) is prohibited. Management is currently evaluating SFAS No. 159 to assess its impact on the Company's financial statements.

46

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

INTEREST RATE RISK

The Company's primary market risk exposure arises from fluctuations in its borrowing and lending rates, the spread between which could impact the Company due to shifts in market interest rates. Because the Company generates a significant portion of its earnings from its student loan spread, the interest sensitivity of the balance sheet is a key profitability driver.

The Company's portfolio of FFELP loans originated prior to April 1, 2006 earns interest at the higher of a variable rate based on the special allowance payment (SAP) formula set by the Department and the borrower rate. The SAP formula is based on an applicable index plus a fixed spread that is dependent upon when the loan was originated, the loan's repayment status, and funding sources for the loan. As a result of one of the provisions of HERA, the Company's portfolio of FFELP loans originated on or after April 1, 2006 earns interest at a variable rate based on the SAP formula. For the portfolio of loans originated on or after April 1, 2006, when the borrower rate exceeds the variable rate based on the SAP formula, the Company must return the excess to the Department.

The following table sets forth the Company's loan assets and debt instruments by rate characteristics:

	As of March 31, 2007		As of December 31, 2006	
	Dollars	Percent	Dollars	Percent
Fixed-rate loan assets	\$ 764,996	3.1 %	\$ 787,378	3.4 %
Variable-rate loan assets	23,852,034	96.9	22,627,090	96.6
Total	\$ 24,617,030	100.0 %	\$ 23,414,468	100.0 %
Fixed-rate debt instruments	\$ 851,394	3.2 %	\$ 878,431	3.4 %
Variable-rate debt instruments	25,686,088	96.8	24,683,688	96.6
Total	\$ 26,537,482	100.0 %	\$ 25,562,119	100.0 %

Edgar Filing: NELNET INC - Form 10-Q

The following table shows the Company's student loan assets currently earning at a fixed rate as of March 31, 2007:

Fixed interest rate range	Borrower/ lender weighted average yield	Estimated variable conversion rate (a)	Current balance of fixed rate assets
-----	-----	-----	-----
8.0 - 9.0%	8.23%	5.59%	\$ 362,919
> 9.0%	9.05	6.41	402,077

			\$ 764,996
			=====

(a) The estimated variable conversion rate is the estimated short-term interest rate at which loans would convert to variable rate.

Historically, the Company has followed a policy of funding the majority of its student loan portfolio with variable-rate debt. In a low interest rate environment, the FFELP loan portfolio yields excess income primarily due to the reduction in interest rates on the variable-rate liabilities that fund student loans at a fixed borrower rate and also due to consolidation loans earning interest at a fixed rate to the borrower. This excess income is referred to as "floor income." Therefore, absent utilizing derivative instruments, in a low interest rate environment, a rise in interest rates will have an adverse effect on earnings. For the three months ended March 31, 2007, loan interest income includes approximately \$3.5 million of floor income. In higher interest rate environments, where the interest rate rises above the borrower rate and the fixed-rate loans become variable rate and are effectively matched with variable-rate debt, the impact of rate fluctuations is substantially reduced.

The Company attempts to match the interest rate characteristics of pools of loan assets with debt instruments of substantially similar characteristics, particularly in rising interest rate environments. Due to the variability in duration of the Company's assets and varying market conditions, the Company does not attempt to perfectly match the interest rate characteristics of the entire loan portfolio with the underlying debt instruments. The Company has adopted a policy of periodically reviewing the mismatch related to the interest rate characteristics of its assets and liabilities and the Company's outlook as to current and future market conditions. Based on those factors, the Company will periodically use derivative instruments as part of its overall risk management strategy to manage risk arising from its fixed-rate and variable-rate financial instruments. Derivative instruments used as part of the Company's interest rate risk management strategy include interest rate swaps, basis swaps, interest rate floor contracts, and cross-currency interest rate swaps.

47

INTEREST RATE SWAPS - LOAN PORTFOLIO

The following table summarizes the outstanding interest rate derivative instruments as of March 31, 2007 used by the Company to hedge the fixed-rate student loan portfolio:

Maturity	Notional values	Weighted average fixed rate paid by the Company
-----	-----	-----

Edgar Filing: NELNET INC - Form 10-Q

2008	\$ 462,500	3.76 %
2009	312,500	4.01
	-----	-----
Total	\$ 775,000	3.86 %
	=====	=====

In addition to the interest rate swaps with notional values of \$0.8 billion summarized above, as of March 31, 2007, the Company had \$376.4 million of fixed-rate debt (excluding the Company's fixed-rate unsecured debt of \$475 million) that was used by the Company to hedge fixed-rate student loan assets. The weighted average interest rate paid by the Company on the \$376.4 million of debt as of March 31, 2007 was 6.01%.

INTEREST RATE SWAPS - OTHER

As discussed under Item 2, "Management's Discussion and Analysis of Financial Condition and Results of Operation", the Company entered into a Settlement Agreement with the Department to resolve the audit by the OIG of the Company's portfolio of student loans receiving the 9.5% special allowance payments. Under the terms of the Agreement, the Company will no longer receive 9.5% special allowance payments.

In consideration of not receiving the 9.5% special allowance payments on a prospective basis, the Company entered into a series of off-setting interest rate swaps that mirror the \$2.45 billion in pre-existing interest rate swaps that the Company had utilized to hedge its loan portfolio receiving 9.5% special allowance payments against increases in interest rates. The net effect of the new offsetting derivatives is to lock in a series of future income streams on underlying trades through their respective maturity dates. The following table summarizes these derivatives as of March 31, 2007:

Maturity	Notional Amount	Weighted average fixed rate paid by the Company	Notional Amount	Weighted average fixed rate received by the Company
	-----	-----	-----	-----
2007	\$ 512,500	3.42 %	\$ 512,500	5.25 %
2010	1,137,500	4.25	1,137,500	4.75
2012	275,000	4.31	275,000	4.76
2013	525,000	4.36	525,000	4.80
	-----	-----	-----	-----
	\$ 2,450,000	4.11 %	\$ 2,450,000	4.87 %
	=====	=====	=====	=====

BASIS SWAPS

On May 1, 2006, the Company entered into three, ten-year basis swaps with notional values of \$500.0 million each in which the Company receives three-month LIBOR and pays one-month LIBOR less a spread as defined in the agreements. The effective dates of these agreements were November 25, 2006, December 25, 2006, and January 25, 2007.

On April 4, 2007, the Company entered into three, 2-year swaps with notional amounts of \$1.0 billion each. For each swap, the Company receives three-month LIBOR set discretely in advance and pays a daily weighted average three-month LIBOR less a spread as defined in the agreements. The effective dates of these agreements are May 27, 2008, June 25, 2008, and July 25, 2008. The Company entered into these derivatives instruments to better match the interest rate characteristics on its student loan assets and the debt funding such assets.

INTEREST RATE FLOOR CONTRACTS

In June 2006, the Company entered into interest rate floor contracts in which the Company received an upfront fee of \$8.6 million. These contracts were structured to monetize on an upfront basis the potential floor income associated with certain consolidation loans. On January 30, 2007, the Company paid \$8.1 million to terminate these contracts and recognized a gain of \$2.1 million.

CROSS-CURRENCY INTEREST RATE SWAPS

See "Foreign Currency Exchange Risk".

FINANCIAL STATEMENT IMPACT OF DERIVATIVE INSTRUMENTS

The Company accounts for its derivative instruments in accordance with SFAS No. 133. SFAS No. 133 requires that changes in the fair value of derivative instruments be recognized currently in earnings unless specific hedge accounting criteria as specified by SFAS No. 133 are met. Management has structured all of the Company's derivative transactions with the intent that each is economically effective. However, the Company's derivative instruments do not qualify for hedge accounting under SFAS No. 133; consequently, the change in fair value of these derivative instruments is included in the Company's operating results. Changes or shifts in the forward yield curve and fluctuations in currency rates can significantly impact the valuation of the Company's derivatives. Accordingly, changes or shifts to the forward yield curve and fluctuations in currency rates will impact the financial position and results of operations of the Company. The net decrease in fair value of the Company's derivatives are included in "derivative market value, foreign currency, and put option adjustments and derivative settlements, net" in the Company's consolidated statements of income and resulted in a gain of \$3.6 million and \$50.3 million for the three months ended March 31, 2007 and 2006, respectively.

The following summarizes the derivative settlements included in "derivative market value, foreign currency, and put option adjustments and derivative settlements, net" on the consolidated statements of income:

	Three months ended March 31,	
	2007	2006
Interest rate and basis swap derivatives- loan portfolio	\$ 2,895	1,732
Interest rate swap derivatives- other (a)	4,664	--
Special allowance yield adjustment derivatives (a)	--	4,164
Cross-currency interest rate swaps	(3,319)	(1,152)
Derivative settlements, net	\$ 4,240	4,744

(a) Derivative settlements for interest rate swaps "other" include settlements on the portfolio of derivatives that the Company had used to hedge 9.5% special allowance payments and the portfolio of off-setting interest rate swaps the Company entered into during the fourth quarter 2006. The new derivatives mirror the 9.5% special allowance payment derivatives. Settlements on the 9.5% special allowance derivatives were classified as special allowance yield adjustment derivatives through September 30, 2006.

Edgar Filing: NELNET INC - Form 10-Q

SENSITIVITY ANALYSIS

The following tables summarize the effect on the Company's earnings, based upon a sensitivity analysis performed by the Company assuming a hypothetical increase and decrease in interest rates of 100 basis points and an increase in interest rates of 200 basis points while funding spreads remain constant. The effect on earnings was performed on the Company's variable-rate assets and liabilities. The analysis includes the effects of the Company's interest rate swaps, basis swaps, and interest rate floor contracts in existence during these periods. As a result of the Company's interest rate management activities, the Company expects such a change in pre-tax net income resulting from a 100 basis point increase or decrease or a 200 basis point increase in interest rates would not result in a proportional decrease in net income.

49

	Three months ended			
	Change from decrease of 100 basis points		Change from increase of 100 basis points	
	Dollar	Percent	Dollar	Percent
Effect on earnings:				
Increase in pre-tax net income before impact of derivative settlements	\$ 7,029	29.7 %	\$ 228	
Impact of derivative settlements	(1,911)	(8.1)	1,911	
Increase in net income before taxes	\$ 5,118	21.6 %	\$ 2,139	
Increase in basic and diluted earning per share	\$ 0.06		\$ 0.03	
	Three months ended			
	Change from decrease of 100 basis points		Change from increase of 100 basis points	
	Dollar	Percent	Dollar	Percent
Effect on earnings:				
Increase (decrease) in pre-tax net income before impact of derivative settlements	\$ 9,812	11.8 %	\$ (8,444)	(11.4)
Impact of derivative settlements	(9,462)	(11.4)	9,462	
Increase in net income before taxes	\$ 350	0.4 %	\$ 1,018	
Increase in basic and diluted earning per share	\$ --		\$ 0.01	

FOREIGN CURRENCY EXCHANGE RISK

The Company purchased EDULINX in December 2004. EDULINX is a Canadian

Edgar Filing: NELNET INC - Form 10-Q

corporation that engages in servicing Canadian student loans. As a result of this acquisition, the Company is exposed to market risk related to fluctuations in foreign currency exchange rates between the U.S. and Canadian dollars. The Company has not entered into any foreign currency derivative instruments to hedge this risk. However, the Company does not believe fluctuations in foreign currency exchange rates will have a significant effect on the financial position, results of operations, or cash flows of the Company.

During 2006, the Company completed separate debt offerings of student loan asset-backed securities that included 420.5 million and 352.7 million Euro-denominated notes with interest rates based on a spread to the EURIBOR index. As a result of this transaction, the Company is exposed to market risk related to fluctuations in foreign currency exchange rates between the U.S. and Euro dollars. The principal and accrued interest on these notes is re-measured at each reporting period and recorded on the Company's balance sheet in U.S. dollars based on the foreign currency exchange rate on that date. Changes in the principal and accrued interest amounts as a result of foreign currency exchange rate fluctuations are included in the "derivative market value, foreign currency, and put option adjustments and derivative settlements, net" in the Company's consolidated statements of income.

The Company entered into cross-currency interest rate swaps in connection with the issuance of the Euro Notes. Under the terms of these derivative instrument agreements, the Company receives from a counterparty a spread to the EURIBOR index based on notional amounts of (euro)420.5 million and (euro)352.7 million and pays a spread to the LIBOR index based on notional amounts of \$500.0 million and \$450.0 million, respectively. In addition, under the terms of these agreements, all principal payments on the Euro Notes will effectively be paid at the exchange rate in effect as of the issuance of the notes. The Company did not qualify these derivative instruments as hedges under SFAS No. 133; consequently, the change in fair value is included in the Company's operating results.

For the three months ended March 31, 2007, the Company recorded an expense of \$13.7 million as a result of re-measurement of the Euro Notes and income of \$11.2 million for the change in the fair value of the related derivative instrument. Both of these amounts are included in "derivative market value, foreign currency, and put option adjustments and derivative settlements, net" on the Company's consolidated statement of income.

ITEM 4. CONTROLS AND PROCEDURES

DISCLOSURE CONTROLS AND PROCEDURES

Under supervision and with the participation of certain members of the Company's management, including the co-chief executive officers and the chief financial officer, the Company completed an evaluation of the effectiveness of the design and operation of its disclosure controls and procedures (as defined in SEC Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934). Based on this evaluation, the Company's co-chief executive officers and chief financial officer believe that the disclosure controls and procedures were effective as of the end of the period covered by this Quarterly Report on Form 10-Q with respect to timely communication to them and other members of management responsible for preparing periodic reports and material information required to be disclosed in this Quarterly Report on Form 10-Q as it relates to the Company and its consolidated subsidiaries.

The effectiveness of the Company's or any system of disclosure controls and procedures is subject to certain limitations, including the exercise of judgment in designing, implementing, and evaluating the controls and procedures, the

Edgar Filing: NELNET INC - Form 10-Q

assumptions used in identifying the likelihood of future events, and the inability to eliminate misconduct completely. As a result, there can be no assurance that the Company's disclosure controls and procedures will prevent all errors or fraud or ensure that all material information will be made known to appropriate management in a timely fashion. By their nature, the Company's or any system of disclosure controls and procedures can provide only reasonable assurance regarding management's control objectives.

CHANGES IN INTERNAL CONTROL OVER FINANCIAL REPORTING

There was no change in the Company's internal control over financial reporting during the Company's last fiscal quarter that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

GENERAL

The Company is subject to various claims, lawsuits, and proceedings that arise in the normal course of business. These matters principally consist of claims by borrowers disputing the manner in which their loans have been processed and disputes with other business entities. On the basis of present information, anticipated insurance coverage, and advice received from counsel, it is the opinion of the Company's management that the disposition or ultimate determination of these claims, lawsuits, and proceedings will not have a material adverse effect on the Company's business, financial position, or results of operations.

DEPARTMENT OF EDUCATION SETTLEMENT

In June 2005, the Office of Inspector General of the U.S. Department of Education (the "OIG") commenced an audit of the portion of the Company's student loan portfolio receiving special allowance payments at a minimum 9.5% interest rate based on provisions of the Higher Education Act and regulations and guidance of the U.S. Department of Education (the "Department") and related interpretations. On September 29, 2006, the Company received a final audit report from the OIG where the OIG found that an increase in the amount of 9.5% special allowance payments received by the Company was based on what the OIG deemed to be ineligible loans.

On January 19, 2007, the Company entered into a Settlement Agreement with the Department to resolve the OIG audit of the Company's portfolio of student loans receiving 9.5% special allowance payments. Under the terms of the Settlement Agreement, the Company is permitted to retain the 9.5% special allowance payments that it received from the Department prior to July 1, 2006. In addition, the Settlement Agreement eliminates all 9.5% special allowance payments with respect to the Company's portfolios of student loans for periods on and after July 1, 2006.

The Company disagrees with the OIG audit report, and continues to believe that it billed for the 9.5% special allowance payments in accordance with applicable laws, regulations, and the Department's previous guidance. As a part of the Settlement Agreement, the Company and the Department acknowledge a dispute exists related to guidance previously issued by the Department and the application of the existing laws and regulations related to the Company receiving certain 9.5% special allowance payments, and that the Settlement Agreement is based in part on the parties' desire to avoid costly litigation regarding that dispute. The new guidance provided to the Company in the Settlement Agreement eliminates all future 9.5% special allowance payments for

Edgar Filing: NELNET INC - Form 10-Q

the Company. These loans will continue to receive special allowance payments using other applicable special allowance formulas.

The Settlement Agreement does not preclude any other government agency from reviewing the issues raised in the OIG audit report. The Company was informed by the Department that a civil attorney with the Department of Justice has opened a file regarding this issue which the Company understands is common procedure following an OIG audit report. The Company believes that any claim related to this issue has no merit.

INVESTIGATION BY THE NEW YORK ATTORNEY GENERAL'S OFFICE

As previously reported in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2006, on January 11, 2007 the Company received a letter from the New York Attorney General requesting certain information and documents from the Company in connection with the New York Attorney General's investigation into preferred lender list activities. Since that time other state attorneys general and the U.S. Senate Committee on Health, Education, Labor, and Pensions have announced or reportedly have initiated broad inquiries or investigations of the activities of various participants in the student loan industry, including activities which may involve perceived conflicts of interest. Such inquiries or investigations, including the investigation by the New York Attorney General, are discussed immediately below.

51

INDUSTRY INVESTIGATIONS

Since January 2007, a number of state attorneys general and the U.S. Senate Committee on Health, Education, Labor, and Pensions have announced or are reportedly conducting broad inquiries or investigations of the activities of various participants in the student loan industry, including activities which may involve perceived conflicts of interest. The general focus of the inquiries or investigations to date has primarily been on any financial arrangements among student loan lenders and other industry participants which may facilitate increased volumes of student loans for particular lenders. Like many other student loan lenders, the Company has received informal requests for information from certain state attorneys general and the Chairman of the U.S. Senate Committee on Health, Education, Labor, and Pensions in connection with their inquiries or investigations. In addition, the Company has received subpoenas for information from the New York Attorney General and the New Jersey Attorney General. In each case the Company is cooperating with the requests and subpoenas for information that it has received.

On April 20, 2007, the Company announced that it had agreed with the Nebraska Attorney General to voluntarily adopt a Nelnet Student Loan Code of Conduct, post a review of the Company's business practices on its website, and commit \$1 million to help educate students and families on how to plan and pay for their education. While the Company cannot predict the ultimate outcome of any other inquiry or investigation, it is possible these inquiries or investigations may result in additional agreements. The Company currently believes that the ultimate resolution of these inquiries or investigations will not have a material adverse effect on the Company's financial condition or ongoing operations.

ITEM 1A. RISK FACTORS

There have been no material changes from the risk factors described in Nelnet's Annual Report on Form 10-K for the year ended December 31, 2006 in response to Item 1A of Part I of such Form 10-K except as set forth below.

Edgar Filing: NELNET INC - Form 10-Q

CHANGES IN LEGISLATION AND REGULATIONS COULD HAVE A NEGATIVE IMPACT UPON THE COMPANY'S BUSINESS AND MAY AFFECT ITS PROFITABILITY.

Funds for payment of interest subsidy payments, special allowance payments, and other payments under the FFEL Program are subject to annual budgetary appropriations by Congress. Federal budget legislation has in the past contained provisions that restricted payments made under the FFEL Program to achieve reductions in federal spending. Future federal budget legislation may adversely affect expenditures by the Department, and the financial condition of the guaranty agencies.

Furthermore, Congressional amendments to the Higher Education Act or other relevant federal laws, and rules and regulations promulgated by the Secretary of Education, may adversely impact holders of FFELP loans. For example, changes might be made to the rate of interest paid on FFELP loans, to the level of insurance provided by guaranty agencies, or to the servicing requirements for FFELP loans. Such changes could have a material adverse effect on the Company and its results of operations.

HERA was enacted into law on February 8, 2006 and effectively reauthorized the Title IV provisions of the FFEL Program through 2012. HERA did not reauthorize the entire Higher Education Act, which is set to expire on June 30, 2007 (as a result of the Third Higher Education Extension Act of 2006). Therefore, further action will be required by Congress to either extend or reauthorize the remaining titles of the Higher Education Act.

52

The Company does not anticipate a negative impact from the reauthorization of the remaining titles of the Higher Education Act. However, it cannot predict the outcome of this or any other legislation impacting the FFEL Program, and recognizes that a level of political and legislative risk always exists within the industry. This could include changes in legislation further impacting lender margins, fees paid to the Department, new policies affecting the competition between the FDL Program and FFEL Programs, or additional lender risk sharing. See Part I, Item I, "Business - Recent Developments Related to the Higher Education Act."

In addition to changes to the FFEL Program and the Higher Education Act, various state laws targeted at student lending companies have been proposed or are in the process of being enacted. Many of these laws propose or require changes to lending and business practices of student lenders. These laws could have a negative impact on the Company's operations by requiring changes to the Company's business practices and operations. Changes to privacy and direct mail legislation could also negatively impact the Company, in particular the Company's lead generation activities. Changes in such legislation could restrict the Company's ability to collect information for its lead generation activities and its ability to use the information it collects. In addition, changes to privacy and direct mail legislation could cause the Company to incur expenses related to implementation of any required changes to the Company's compliance programs.

THE COMPANY COULD BE SANCTIONED IF IT CONDUCTS ACTIVITIES WHICH ARE CONSIDERED PROHIBITED INDUCEMENTS UNDER THE HIGHER EDUCATION ACT.

The Higher Education Act generally prohibits a lender from providing certain inducements to educational institutions or individuals in order to secure applicants for FFELP loans. The Company has structured its relationships and product offerings in a manner intended to comply with the Higher Education Act and the available communications and guidance from the Department. If the Department were to change its position on any of these matters, the Company may

Edgar Filing: NELNET INC - Form 10-Q

have to change the way it markets products and services and a new marketing strategy may not be as effective. If the Company fails to respond to the Department's change in position, the Department could potentially impose sanctions upon the Company that could negatively impact the Company's business.

On January 11, 2007, the Company received a letter from the Office of the New York State Attorney General ("NYAG") requesting certain information and documents from the Company in connection with the NYAG's investigation into preferred lender list activities. "Preferred lender lists" are lists of lenders recommended by college and university financial aid departments to students seeking financial aid. On February 1, 2007, the NYAG announced that the NYAG's office is conducting an investigation of the student loan industry to determine if there are conflict of interest issues relating to lenders being placed on the preferred lender lists at colleges and universities, and that the NYAG had sent similar requests to other lenders and is also seeking information from a number of colleges and universities nationwide. On May 3, 2007, the NYAG announced that it had expanded its investigation to include college and university alumni associations having affinity relationships with the Company. The Company is cooperating with the NYAG's investigation and believes its practices comply with all applicable laws and regulations.

CERTAIN PARTICIPANTS IN THE COMPANY'S STOCK COMPENSATION AND BENEFIT PLANS MAY HAVE RESCISSION RIGHTS WITH RESPECT TO SHARES OF STOCK ACQUIRED UNDER THOSE PLANS.

The Company recently discovered that as a result of inadvertent issues related to the delivery of documents to participants, certain participants in the Company's Employee Share Purchase Plan, Restricted Stock Plan, and Employee Stock Purchase Loan Plan, may not have during certain time frames actually received all of the information required to constitute a fully compliant prospectus under the Securities Act of 1933. While the issuance of shares under those plans has been registered with the Securities and Exchange Commission under registration statements on Form S-8, it is a violation of Section 5 of the Securities Act of 1933 to sell a security for which a registration statement has been filed unless accompanied or preceded by a prospectus that meets the requirements of Section 10 of the Securities Act of 1933.

Section 12 of the Securities Act of 1933 generally provides for a one-year rescission right for an investor who acquires a security from a seller who does not comply with the prospectus delivery requirements of Section 5 of the Securities Act of 1933. As such, an investor successfully asserting a rescission right during the one-year time period has the right to require an issuer to repurchase the securities acquired by the investor at the price paid by the investor for the securities (or if such security has been disposed of, to receive damages with respect to any loss on such disposition), plus interest from the date of acquisition. These rights may apply to affected participants in the Company's plans. The Company believes that its potential liability for rescission claims or other damages is not material to the Company's financial condition; however, the Company's potential liability could become material to results of operations for a particular period if, during the one-year period following non-compliant sales, the market price of the shares of Class A common stock falls significantly below the affected participants' acquisition prices.

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

The following table summarizes the repurchases of Class A common stock during the first quarter of 2007 by the Company or any "affiliated purchaser" of the Company, as defined in Rule 10b-18(a)(3) under the Securities Exchange Act of

Edgar Filing: NELNET INC - Form 10-Q

1934.

Period	Total number of shares purchased (1)	Average price paid per share	Total number of shares purchased as part of publicly announced plans or programs (2) (3)	Maximum number of shares that yet be purchas under the pla or programs (
January 1 - January 31, 2007	--	\$ --	--	4,403,312
February 1 - February 28, 2007	3,060,662	24.65	3,060,662	6,440,588
March 1 - March 31, 2007	410	26.51	410	6,549,624
Total	3,061,072	\$ 24.65	3,061,072	

- (1) The total number of shares includes: (i) shares purchased pursuant to the 2006 Plan discussed in footnote (2) below; and (ii) shares repurchased pursuant to the 2006 ESHP discussed in footnote (3) below, of which there were none for the months of January, February, or March 2007. Shares purchased pursuant to the 2006 Plan in February included: (i) 2,725,000 shares of Class A common stock purchased from certain members of management of the Company in private transactions; (ii) 780 shares of Class A common stock purchased from an employee upon termination of employment with the Company whose shares were originally acquired pursuant to the 2006 ESHP; and (iii) 82 shares of Class A common stock purchased from employees whose shares were originally acquired pursuant to the Company's matching provisions in the Company's 401(k) plan. Shares purchased pursuant to the 2006 Plan in March included 410 shares of Class A common stock purchased from employees whose shares were originally acquired pursuant to the Company's matching contribution provisions in the Company's 401(k) plan.
- (2) On May 25, 2006, the Company publicly announced that its Board of Directors had authorized a stock repurchase program to buy back up to a total of five million shares of the Company's Class A common stock (the "2006 Plan"). The 2006 Plan has an expiration date of May 24, 2008 (not January 31, 2008 as indicated in the press release dated May 25, 2006 which announced the program). On February 7, 2007, the Company's Board of Directors increased the total shares the Company is allowed to buy back to 10 million.
- (3) On May 25, 2006, the Company publicly announced that the shareholders of the Company approved an Employee Stock Purchase Loan Plan (the "2006 ESHP") to allow the Company to make loans to employees for the purchase of shares of the Company's Class A common stock either in the open market or directly from the Company. A total of \$40 million in loans may be made under the 2006 ESHP, and a total of one million shares of Class A common stock are reserved for issuance under the 2006 ESHP. Shares may be purchased directly from the Company or in the open market through a broker at prevailing market prices at the time of purchase, subject to any conditions or restrictions on the timing, volume or prices of purchases as determined by the Compensation Committee of the Board of Directors and set forth in the Stock Purchase Loan Agreement with the participant. The 2006 ESHP shall terminate May 25, 2016.

Edgar Filing: NELNET INC - Form 10-Q

junior in interest to the Hybrid Securities.

In addition, if any deferral period lasts longer than one year, the limitation on the Company's ability to redeem or repurchase any of its securities that rank PARI PASSU with or junior in interest to the Hybrid Securities will continue until the first anniversary of the date on which all deferred interest has been paid or cancelled.

If the Company is involved in a business combination where immediately after its consummation more than 50% of the surviving entity's voting stock is owned by the shareholders of the other party to the business combination, then the immediately preceding sentence will not apply to any deferral period that is terminated on the next interest payment date following the date of consummation of the business combination.

However, at any time, including during a deferral period, the Company will be permitted to:

- o pay dividends or distributions in additional shares of the Company's capital stock;
- o declare or pay a dividend in connection with the implementation of a shareholders' rights plan, or issue stock under such a plan, or redeem or repurchase any rights distributed pursuant to such a plan; and
- o purchase common stock for issuance pursuant to any employee benefit plans.

55

ITEM 6. EXHIBITS

- 10.1+* Nelnet, Inc. Employee Stock Purchase Loan Plan, Effective February 28, 2007.
- 10.2+* Nelnet, Inc. Restricted Stock Plan, As amended through March 22, 2007.
- 10.3 Amended and Restated Credit Agreement dated as of May 8, 2007 among Nelnet, Inc., JPMorgan Chase Bank, N.A., individually and as Administrative Agent, Citibank, N.A., individually and as Syndication Agent, and various lender parties thereto, filed as Exhibit 10.1 to the registrant's Current Report on Form 8-K filed on May 10, 2007 and incorporated herein by reference.
- 10.4 Settlement Agreement dated January 19, 2007 between Nelnet, Inc. and the United States Department of Education, filed as Exhibit 10.1 to the registrant's Current Report on Form 8-K filed on January 19, 2007 and incorporated herein by reference.
- 10.5 Commercial Paper Dealer Agreement between Nelnet, Inc. and Banc of America Securities LLC dated as of December 29, 2006, filed as Exhibit 10.2 to the registrant's Current Report on Form 8-K filed on January 30, 2007 and incorporated herein by reference.
- 10.6 Commercial Paper Issuing and Paying Agent Agreement between Nelnet, Inc. and Deutsche Bank Trust Company Americas dated as of December 29, 2006, filed as Exhibit 10.3 to the registrant's Current Report on Form 8-K filed on January 30, 2007 and

Edgar Filing: NELNET INC - Form 10-Q

incorporated herein by reference.

- 10.7 Commercial Paper Dealer Agreement between Nelnet, Inc. and SunTrust Capital Markets, Inc. dated as of December 29, 2006, filed as Exhibit 10.1 to the registrant's Current Report on Form 8-K filed on January 30, 2007 and incorporated herein by reference.
- 31.1* Certification Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 of Co-Chief Executive Officer Michael S. Dunlap.
- 31.2* Certification Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 of Co-Chief Executive Officer Stephen F. Butterfield.
- 31.3* Certification Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 of Chief Financial Officer Terry J. Heimes.
- 32.** Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

* Filed herewith
 ** Furnished herewith
 + Indicates a compensatory plan or arrangement.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

NELNET, INC.

Date: May 10, 2007

By: /s/ MICHAEL S. DUNLAP

 Name: Michael S. Dunlap
 Title: Chairman and Co-Chief Executive Officer

By: /s/ STEPHEN F. BUTTERFIELD

 Name: Stephen F. Butterfield
 Title: Vice-Chairman and Co-Chief Executive Officer

By: /s/ TERRY J. HEIMES

 Name: Terry J. Heimes
 Title: Chief Financial Officer