## Northeast

BANCORP
October 26, 2015

## Northeast Bancorp Reports First Quarter Results, Declares Dividend

LEWISTON, Maine, Oct. 26, 2015 (GLOBE NEWSWIRE) -- Northeast Bancorp ("Northeast" or the "Company") (NASDAQ:NBN), a Maine-based full-service financial services company and parent of Northeast Bank (the "Bank"), today reported net income of $\$ 1.9$ million, or $\$ 0.20$ per diluted common share, for the quarter ended September 30, 2015, compared to net income of $\$ 1.6$ million, or $\$ 0.16$ per diluted common share, for the quarter ended September 30, 2014.

The Board of Directors has declared a cash dividend of $\$ 0.01$ per share, payable on November 20, 2015 to shareholders of record as of November 6, 2015.
"In the quarter we originated $\$ 79$ million of new loans, achieved a net interest margin of $4.5 \%$ and held operating expenses in check," said Richard Wayne, President and Chief Executive Officer. "Our Loan Acquisition and Servicing Group produced $\$ 34$ million of new loans, residential loan sales in the secondary market were strong at $\$ 29$ million, our SBA National division closed $\$ 11$ million of new loans and we grew non-maturity deposits by $\$ 23$ million. Asset quality remained strong, with non-performing assets at $1.4 \%$ of total assets."

At September 30, 2015, total assets were $\$ 858.2$ million, an increase of $\$ 7.5$ million, or $0.9 \%$, compared to June 30,2015 . The principal components of the change in the balance sheet follow:

1. The loan portfolio - excluding loans held for sale - grew by $\$ 13.7$ million, or $2.2 \%$, compared to June 30,2015 , principally on the strength of $\$ 13.0$ million of net growth in commercial loans purchased or originated by the Bank's Loan Acquisition and Servicing Group ("LASG") and net growth of $\$ 4.1$ million in commercial originations by the Bank's Community Banking Division. This net growth was offset by a $\$ 5.8$ million decrease in the Bank's Community Banking Division residential and consumer Ioan portfolio.

Loans generated by the LASG totaled $\$ 34.4$ million for the quarter ended September 30, 2015. The growth in LASG loans consisted of $\$ 23.5$ million of purchased loans, at an average price of $99.5 \%$, and $\$ 10.9$ million of originated loans. Small Business Administration ("SBA") loans closed during the quarter totaled $\$ 10.6$ million, of which $\$ 7.3$ million were funded and $\$ 5.5$ million were sold in the secondary market. Residential and consumer loan production sold in the secondary market totaled $\$ 28.9$ million for the quarter.

As previously discussed in the Company's SEC filings, the Company made certain commitments to the Board of Governors of the Federal Reserve System in connection with the merger of FHB Formation LLC with and into the Company in December 2010. The Company's loan purchase and commercial real estate loan availability under these conditions follow:

| Basis for <br> Regulatory <br> Condition | Condition |  | Availability at September 30, <br> 2015 |
| :--- | :--- | :--- | :--- |
| Total Loans <br> Regulatory Capital | Purchased loans may not exceed $40 \%$ of total loans <br> Non-owner occupied commercial real estate loans may not exceed $300 \%$ of total risk- <br> based capital | $\$$ | (Dollars in millions) |

An overview of the Bank's LASG portfolio follows:

LASG Portfolio

| Three Months Ended September 30, |  |  |  |  |  |  |  |
| :--- | :---: | :--- | :--- | :--- | :--- | :--- | :--- |
| Purchased | Originated | Secured <br> Loans to <br> Broker- <br> Dealers | Total LASG | Purchased | Originated | Secured Loans to <br> Broker-Dealers | Total LASG |

originated during the period:

| Unpaid principal balance | \$ | 23,583 | \$ | 10,941 | \$ | - | \$ | 34,524 | \$ | 16,117 | \$ | 16,358 | \$ | 24,000 | \$ | 56,475 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net investment basis |  | 23,458 |  | 10,944 |  |  |  | 34,402 |  | 13,167 |  | 16,353 |  | 24,000 |  | 53,520 |

Loan returns during the period:

| Yield | $12.07 \%$ | $5.67 \%$ | $0.50 \%$ | $8.23 \%$ | $12.76 \%$ | $9.88 \%$ | $0.42 \%$ | $10.93 \%$ |
| :--- | ---: | :--- | :--- | :--- | :--- | ---: | :--- | :--- |
| Total Return (1) | $12.11 \%$ | $5.67 \%$ | $0.50 \%$ | $8.26 \%$ | $12.75 \%$ | $10.53 \%$ | $0.42 \%$ | $11.05 \%$ |

Total loans as of period end:
Unpaid principal
balance
Net investment basis

| $\$ 249,229$ | $\$ 119,732$ | $\$ 60,000$ | $\$ 428,961$ |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 214,199 | $\$ 119,670$ | $\$ 60,005$ | $\$ 393,874$ |


| \$ 244,910 | \$ | 60,534 |
| :--- | :--- | :--- |
| \$ 205,928 | \$ | 60,497 |

\$ 48,000
\$ 353,444
\$ 205,928 \$ 60,497
\$ 48,000
\$ 314,425
(1) The total return on purchased loans represents scheduled accretion, accelerated accretion, gains on asset sales, and other noninterest income recorded during the period divided by the average invested balance, on an annualized basis.
2. Deposits increased by $\$ 18.7$ million, or $2.8 \%$ for the quarter, attributable primarily to growth in non-maturity accounts, which increased by $\$ 23.0$ million, or $7.0 \%$, for the quarter ended September 30, 2015, offset by a decrease of $\$ 4.3$ million in time deposits.
3. Stockholders' equity increased by $\$ 977$ thousand for the quarter, due principally to earnings of $\$ 1.9$ million, offset by $\$ 548$ thousand in share repurchases (representing 52,500 shares), a decrease in accumulated other comprehensive income of $\$ 231$ thousand and $\$ 95$ thousand in dividends paid on common stock.

Net income increased by $\$ 220$ thousand to $\$ 1.9$ million for the quarter ended September 30, 2015, compared to $\$ 1.6$ million for the quarter ended September 30, 2014.

1. Net interest and dividend income before provision for loan losses decreased by $\$ 230$ thousand, or $2.4 \%$, for the quarter ended September 30, 2015, compared to the quarter ended September 30, 2014. The decrease is primarily due to lower interest income in the purchased loan portfolio, mainly due to a decline in yield to $12.1 \%$ in the current quarter from 12.8\% earned in the quarter ended September 30, 2014.

The various components of transactional income are set forth in the table below entitled "Total Return on Purchased Loans." When compared to the three months ended September 30, 2014, transactional interest income increased by $\$ 183$ thousand. The following table summarizes interest income and related yields recognized on the loan portfolios:

|  | Interest Income and Yield on Loans |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended September 30, |  |  |  |  |  |
|  | 2015 |  |  | 2014 |  |  |
|  | Average <br> Balance | Interest <br> Income | Yield | Average <br> Balance | Interest <br> Income | Yield |
|  | (Dollars in thousands) |  |  |  |  |  |
| Community Banking Division LASG: | \$ 238,873 | \$ 2,924 | 4.86\% | \$ 241,165 | \$ 3,062 | 5.04\% |
| Originated | 118,574 | 1,696 | 5.67\% | 52,430 | 1,306 | 9.88\% ${ }^{(1)}$ |
| Purchased | 200,385 | 6,095 | 12.07\% | 202,856 | 6,522 | 12.76\% |
| Secured Loans to Broker-Dealers | 60,007 | 75 | 0.50\% | 29,905 | 32 | 0.42\% |
| Total LASG | 378,966 | 7,866 | 8.23\% | 285,191 | 7,860 | 10.93\% |
| Total | \$ 617,839 | \$ 10,790 | 6.93\% | \$ 526,356 | \$ 10,922 | 8.23\% |

(1) The yield for LASG originated loans included $\$ 335$ thousand of loan fees in the quarter ended September 30, 2014, compared to $\$ 1$ thousand of loan fees in the quarter ended September 30, 2015. The yield for LASG originated loans, excluding loan fees, was $7.35 \%$ in the quarter ended September 30, 2014.

As noted earlier, the yield on purchased loans for the quarter ended September 30, 2015 decreased to $12.1 \%$ from $12.8 \%$ in the quarter ended September 30, 2014. The portfolio's base yield, represented by regularly scheduled interest and accretion, declined to $7.7 \%$ from $8.8 \%$, and was offset in part by the effect of increased transactional interest income, which grew to $\$ 2.2$ million from $\$ 2.0$ million in the quarter ended September 30, 2014. The following table details the total return on purchased loans:

|  | Total Return on Purchased Loans |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended September 30, |  |  |  |
|  | 2015 |  | 2014 |  |
|  | Income | Return (1) | Income | Return (1) |
|  | (Dollars in thousands) |  |  |  |
| Regularly scheduled interest and accretion | \$ 3,887 | 7.70\% | \$ 4,497 | 8.80\% |
| Transactional income: |  |  |  |  |
| Gain (loss) on loan sales | - | 0.00\% | (4) | -0.01\% |
| Gain on sale of real estate owned | 22 | 0.04\% | - | 0.00\% |
| Other noninterest income | - | 0.00\% | - | 0.00\% |
| Accelerated accretion and loan fees | 2,208 | 4.37\% | 2,025 | 3.96\% |
| Total transactional income | 2,230 | 4.41\% | 2,021 | 3.95\% |
| Total | \$ 6,117 | 12.11\% | \$ 6,518 | 12.75\% |

(1) The total return on purchased loans represents scheduled accretion, accelerated accretion, gains on asset sales, and other noninterest income recorded during the period divided by the average invested balance, on an annualized basis.
2. Noninterest income increased by $\$ 551$ thousand for the quarter ended September 30, 2015, compared to the quarter ended September 30, 2014, principally due to an increase in gains realized on sale of portfolio loans. The recent quarter includes gains realized on sale of SBA loans of $\$ 675$ thousand, compared to an $\$ 80$ thousand gain on sale of commercial loans in the quarter ended September 30, 2014.
3. Noninterest expense increased by $\$ 100$ thousand for the quarter ended September 30, 2015, compared to the quarter ended September 30, 2014, principally due to the following:

- An increase of $\$ 177$ thousand in loan acquisition and collections expense related to the collections of two loans;
- An increase of $\$ 122$ thousand in professional fees related to IT consulting;
- An increase of $\$ 88$ thousand in occupancy and equipment expense, due to increases in rent and IT-related equipment expense; and
- A decrease of $\$ 277$ thousand in salaries and employee benefits, principally due to the current quarter benefit recognized upon the forfeiture of stock awards and a decrease in incentive compensation. This decrease is partially offset by an increase in employee head count.

At September 30, 2015, nonperforming assets totaled $\$ 12.1$ million, or $1.4 \%$ of total assets, as compared to $\$ 12.4$ million, or $1.5 \%$ of total assets, at June 30, 2015.

At September 30, 2015, the Company's Tier 1 Leverage Ratio was $14.2 \%$, a decrease from $14.5 \%$ at June 30, 2015, and the Total Capital Ratio was $20.0 \%$, a decrease from $20.1 \%$ at June 30, 2015. The slight decreases in the ratios resulted primarily from balance sheet growth and the effect of purchases under the Company's share repurchase program in the quarter ended September 30, 2015.

## Investor Call Information

Richard Wayne, Chief Executive Officer of Northeast Bancorp, Claire Bean, Chief Operating Officer of Northeast Bancorp, and Brian Shaughnessy, Chief Financial Officer of Northeast Bancorp, will host a conference call to discuss first quarter
earnings and business outlook at 10:00 a.m. Eastern Time on Tuesday, October 27, 2015. Investors can access the call by dialing 877.878 .2762 and entering the following passcode: 64428342 . The call will be available via live webcast, which can be viewed by accessing the Company's website at www.northeastbank.com and clicking on the About Us - Investor Relations section. To listen to the webcast, attendees are encouraged to visit the website at least fifteen minutes early to register, download and install any necessary audio software. Please note there will also be a slide presentation that will accompany the
webcast. For those who cannot listen to the live broadcast, a replay will be available online for one year at www.northeastbank.com.

## About Northeast Bancorp

Northeast Bancorp (NASDAQ:NBN) is the holding company for Northeast Bank, a full-service bank headquartered in Lewiston, Maine. We offer traditional banking services through the Community Banking Division, which operates ten full-service branches that serve customers located in western, central, and southern Maine. From our Maine and Boston locations, we also lend throughout the New England area. Our Loan Acquisition and Servicing Group (LASG) purchases and originates commercial loans on a nationwide basis. In addition, our Small Business Lending division supports the needs of growing businesses nationally. ableBanking, a division of Northeast Bank, offers savings products to consumers online. Information regarding Northeast Bank can be found on its website at www.northeastbank.com.

## Non-GAAP Financial Measures

In addition to results presented in accordance with generally accepted accounting principles ("GAAP"), this press release contains certain non-GAAP financial measures, including tangible common stockholders' equity, tangible book value per share, and net operating earnings. Northeast's management believes that the supplemental non-GAAP information is utilized by regulators and market analysts to evaluate a company's financial condition and therefore, such information is useful to investors. These disclosures should not be viewed as a substitute for financial results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. Because non-GAAP financial measures are not standardized, it may not be possible to compare these financial measures with other companies' non-GAAP financial measures having the same or similar names.

## Forward-Looking Statements

Statements in this press release that are not historical facts are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and are intended to be covered by the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Although Northeast believes that these forward-looking statements are based on reasonable estimates and assumptions, they are not guarantees of future performance and are subject to known and unknown risks, uncertainties, and other factors. You should not place undue reliance on our forward-looking statements. You should exercise caution in interpreting and relying on forward-looking statements because they are subject to significant risks, uncertainties and other factors which are, in some cases, beyond the Company's control. The Company's actual results could differ materially from those projected in the forwardlooking statements as a result of, among other factors, changes in interest rates and real estate values; competitive pressures from other financial institutions; the effects of weakness in general economic conditions on a national basis or in the local markets in which the Company operates, including changes which adversely affect borrowers' ability to service and repay our loans; changes in loan defaults and charge-off rates; changes in the value of securities and other assets, adequacy of loan loss reserves, or deposit levels necessitating increased borrowing to fund loans and investments; changing government regulation; the risk that the Company may not be successful in the implementation of its business strategy; the risk that intangibles recorded in the Company's financial statements will become impaired; changes in assumptions used in making such forward-looking statements; and the other risks and uncertainties detailed in the Company's Annual Report on Form 10-K and updated by the Company's Quarterly Reports on Form 10-Q and other filings submitted to the Securities and Exchange Commission. These statements speak only as of the date of this release and the Company does not undertake any obligation to update or revise any of these forward-looking statements to reflect events or circumstances occurring after the date of this communication or to reflect the occurrence of unanticipated events.

## NBN-F

## NORTHEAST BANCORP AND SUBSIDIARY

## CONSOLIDATED BALANCE SHEETS

(Unaudited)
(Dollars in thousands, except share and per share data)


| Commercial real estate | 363,600 | 348,676 |
| :--- | ---: | ---: |
| Residential real estate | 128,264 | 132,669 |
| Commercial and industrial | 126,734 | 123,133 |
| Consumer | 7,244 | 7,659 |
|  | 625,842 | 612,137 |
| Total loans | 2,065 | 1,926 |
| Less: Allowance for loan losses | 623,777 | 610,211 |


| Premises and equipment, net | 8,460 | 8,253 |
| :--- | ---: | ---: |
| Real estate owned and other possessed collateral, net | 1,279 | 1,651 |
| Federal Home Loan Bank stock, at cost | 4,102 | 4,102 |
| Intangible assets, net | 2,078 | 2,209 |
| Bank owned life insurance | 15,387 | 15,276 |
| Other assets | 8,073 | 8,223 |
| $\quad$ Total assets | $\$ 8$ | 858,249 |

Liabilities and Stockholders' Equity
Deposits

| Demand | \$ | 62,687 | \$ | 60,383 |
| :---: | :---: | :---: | :---: | :---: |
| Savings and interest checking |  | 106,679 |  | 100,134 |
| Money market |  | 182,690 |  | 168,527 |
| Time |  | 341,422 |  | 345,715 |
| Total deposits |  | 693,478 |  | 674,759 |
| Federal Home Loan Bank advances |  | 30,159 |  | 30,188 |
| Wholesale repurchase agreements |  | - |  | 10,037 |
| Short-term borrowings |  | 2,479 |  | 2,349 |
| Junior subordinated debentures issued to affiliated trusts |  | 8,674 |  | 8,626 |
| Capital lease obligation |  | 1,312 |  | 1,368 |
| Other liabilities |  | 8,443 |  | 10,664 |
| Total liabilities |  | 744,545 |  | 737,991 |
| Commitments and contingencies |  |  |  |  |

## Stockholders' equity

Preferred stock, \$1.00 par value, 1,000,000 shares authorized; no shares
issued and outstanding at September 30, 2015 and June 30, 2015
Voting common stock, $\$ 1.00$ par value, $25,000,000$ shares authorized;
$8,569,612$ and $8,575,144$ shares issued and outstanding at

| September 30, 2015 and June 30, 2015, respectively |  | 8,570 |  | 8,575 |
| :---: | :---: | :---: | :---: | :---: |
| Non-voting common stock, $\$ 1.00$ par value, 3,000,000 shares authorized; |  |  |  |  |
| 1,022,717 and 1,012,739 shares issued and outstanding at September 30, 2015 and June 30, 2015, respectively |  | 1,023 |  | 1,013 |
| Additional paid-in capital |  | 84,937 |  | 85,506 |
| Retained earnings |  | 20,693 |  | 18,921 |
| Accumulated other comprehensive loss |  | $(1,519)$ |  | $(1,288)$ |
| Total stockholders' equity |  | 113,704 |  | 112,727 |
| Total liabilities and stockholders' equity | \$ | 858,249 | \$ | 850,718 |

## NORTHEAST BANCORP AND SUBSIDIARY <br> CONSOLIDATED STATEMENTS OF INCOME

(Unaudited)
(Dollars in thousands, except share and per share data)
Three Months Ended September 30,

|  | Three Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2015 |  | 2014 |  |
| Interest and dividend income: |  |  |  |  |
| Interest and fees on loans | \$ | 10,790 | \$ | 10,922 |
| Interest on available-for-sale securities |  | 228 |  | 244 |

Other interest and dividend income
Total interest and dividend income

| 95 |
| ---: |
| 11,113 |

Interest expense:

| Deposits | 1,365 | 1,130 |
| :---: | :---: | :---: |
| Federal Home Loan Bank advances | 260 | 323 |
| Wholesale repurchase agreements | 67 | 73 |
| Short-term borrowings | 9 | 9 |
| Junior subordinated debentures issued to affiliated trusts | 154 | 206 |
| Obligation under capital lease agreements | 17 | 20 |
| Total interest expense | 1,872 | 1,761 |
| Net interest and dividend income before provision for loan losses | 9,241 | 9,471 |
| Provision for loan losses | 169 | 320 |
| Net interest and dividend income after provision for loan losses | 9,072 | 9,151 |

Noninterest income:

| Fees for other services to customers | 408 |
| :--- | :---: |
| Gain on sales of residential loans held for sale | 560 |
| Gain on sales of portfolio loans | 675 |
| Loss recognized on real estate owned and other repossessed collateral, | 584 |
| net | $(59)$ |
| Bank-owned life insurance income | 112 |
| Other noninterest income | 9 |
| Total noninterest income | 1,705 |

Noninterest expense:

| Salaries and employee benefits | 4,256 | 4,533 |
| :--- | ---: | ---: |
| Occupancy and equipment expense | 1,290 | 1,202 |
| Professional fees | 430 | 308 |
| Data processing fees | 349 | 345 |
| Marketing expense | 70 | 69 |
| Loan acquisition and collection expense |  | 451 |
| FDIC insurance premiums | 114 | 124 |
| Intangible asset amortization | 131 | 166 |
| Other noninterest expense | 719 | 689 |
| Total noninterest expense |  | 7,810 |
| Income before income tax expense |  | 2,967 |
| Income tax expense |  | 1,100 |
| Net income |  | 1,867 |

Weighted average shares outstanding during the period:
Basic
Diluted

Earnings per common share:

| Basic | $\$$ | 0.20 | $\$$ | 0.16 |
| :--- | :--- | :--- | :--- | :--- |
| Diluted |  | 0.20 | 0.16 |  |
| Cash dividends declared per common share | $\$$ | 0.01 | $\$$ | 0.01 |

## NORTHEAST BANCORP AND SUBSIDIARY

CONSOLIDATED AVERAGE BALANCE SHEETS AND ANNUALIZED YIELDS
(Unaudited)
(Dollars in thousands)

$$
\begin{array}{ll}
9,562,812 & 10,180,038 \\
9,562,812 & 10,180,038
\end{array}
$$

$\Phi$
0.01

| 2015 |  |  |  |
| :---: | :---: | :---: | :---: |
| Interest | Average |  | Interest | Average

Assets:
Interest-earning assets:
Investment securities (1)
Loans (2) (3)
Regulatory stock
Short-term investments (4)
Total interest-earning assets
Cash and due from banks
Other non-interest earning assets
Total assets

| \$ | 102,241 | \$ | 228 | 0.88\% | \$ | 112,250 | \$ | 244 | 0.86\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 617,839 |  | 10,790 | 6.93\% |  | 526,356 |  | 10,922 | 8.23\% |
|  | 4,102 |  | 34 | 3.29\% |  | 4,102 |  | 15 | 1.45\% |
|  | 99,649 |  | 61 | 0.24\% |  | 82,762 |  | 51 | 0.24\% |
|  | 823,831 |  | 11,113 | 5.35\% |  | 725,470 |  | 11,232 | 6.14\% |
|  | 3,026 |  |  |  |  | 2,712 |  |  |  |
|  | 36,420 |  |  |  |  | 34,736 |  |  |  |
| \$ | 863,277 |  |  |  | \$ | 762,918 |  |  |  |

Liabilities \& Stockholders' Equity:
Interest-bearing liabilities:
NOW accounts
Money market accounts
Savings accounts
Time deposits
Total interest-bearing deposits
Short-term borrowings
Borrowed funds
Junior subordinated debentures
Total interest-bearing liabilities

| \$ | 69,619 | \$ | 46 | 0.26\% | \$ | 63,608 | \$ | 41 | 0.26\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 170,566 |  | 353 | 0.82\% |  | 86,294 |  | 110 | 0.51\% |
|  | 36,360 |  | 12 | 0.13\% |  | 34,361 |  | 11 | 0.13\% |
|  | 350,867 |  | 954 | 1.08\% |  | 340,368 |  | 968 | 1.13\% |
|  | 627,412 |  | 1,365 | 0.86\% |  | 524,631 |  | 1,130 | 0.85\% |
|  | 1,950 |  | 9 | 1.83\% |  | 3,320 |  | 9 | 1.08\% |
|  | 39,324 |  | 344 | 3.47\% |  | 52,979 |  | 416 | 3.12\% |
|  | 8,650 |  | 154 | 7.06\% |  | 8,461 |  | 206 | 9.66\% |
|  | 677,336 |  | 1,872 | 1.10\% |  | 589,391 |  | 1,761 | 1.19\% |

Non-interest bearing liabilities:
Demand deposits and escrow accounts
Other liabilities
Total liabilities
Stockholders' equity
Total liabilities and stockholders' equity

| 64,008 |  |  |
| ---: | ---: | ---: |
| 8,763 |  |  |
| 750,107 |  |  |
| 113,170 |  |  |
|  | 53,245 <br> 7,891 <br> $\$ 863,277$ | 650,527 |

Net interest income
\$ $\quad 9,241$
\$ $\quad 9,471$

Interest rate spread


Net interest margin (5)
4.25\%
4.95\%
4.45\%
5.18\%
(1) Interest income and yield are stated on a fully tax-equivalent basis using a $34 \%$ tax rate.
(2) Includes loans held for sale.
(3) Nonaccrual loans are included in the computation of average, but unpaid interest has not been included for purposes of determining interest income.
(4) Short term investments include FHLB overnight deposits and other interest-bearing deposits.
(5) Net interest margin is calculated as net interest income divided by total interest-earning assets.

## NORTHEAST BANCORP AND SUBSIDIARY

## SELECTED CONSOLIDATED FINANCIAL HIGHLIGHTS AND OTHER DATA

(Unaudited)
(Dollars in thousands, except share and per share data)
Three Months Ended:

| $\begin{gathered} \text { September 30, } \\ 2015 \end{gathered}$ |  | June 30, 2015 |  | March 31, 2015 |  | $\begin{gathered} \hline \text { December 31, } \\ 2014 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2014 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 9,241 | \$ | 9,350 | \$ | 9,120 | \$ | 9,426 | \$ | 9,471 |
|  | 169 |  | 240 |  | 44 |  | 113 |  | 320 |
|  | 1,705 |  | 3,067 |  | 1,554 |  | 1,370 |  | 1,154 |
|  | 7,810 |  | 8,827 |  | 7,885 |  | 8,210 |  | 7,710 |
|  | 1,867 |  | 2,165 |  | 1,752 |  | 1,580 |  | 1,647 |

Weighted average common shares outstanding:
Basic
Diluted
Earnings per common share:
Basic
Diluted
Dividends per common share
Return on average assets
Return on average equity
Net interest rate spread (1)
Net interest margin (2)
Efficiency ratio (3)
Noninterest expense to average total assets
Average interest-earning assets to
average interest-bearing liabilities

Nonperforming loans:
Originated portfolio:
Residential real estate
Commercial real estate
Home equity
Commercial and industrial
Consumer
Total originated portfolio
Total purchased portfolio
Total nonperforming loans
Real estate owned and other possessed collateral, net
Total nonperforming assets

Past due loans to total loans
Nonperforming loans to total loans
Nonperforming assets to total assets
Allowance for loan losses to total loans
Allowance for loan losses to nonperforming loans

Commercial real estate loans to risk-based capital (4)
Net loans to core deposits (5)
Purchased loans to total loans, including held for sale
Equity to total assets
Common equity tier 1 capital ratio
Total capital ratio (6)
Tier 1 leverage capital ratio

Total stockholders' equity
Less: Preferred stock
Common stockholders' equity
Less: Intangible assets
Tangible common stockholders' equity (nonGAAP)

Common shares outstanding
Book value per common share
Tangible book value per share (non-GAAP) (7)


| \$ | 0.20 | \$ | 0.22 | \$ | 0.18 | \$ | 0.16 | \$ | 0.16 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0.20 |  | 0.22 |  | 0.18 |  | 0.16 |  | 0.16 |
|  | 0.01 |  | 0.01 |  | 0.01 |  | 0.01 |  | 0.01 |
|  | 0.86\% |  | 1.04\% |  | 0.88\% |  | 0.78\% |  | 0.85\% |
|  | 6.55\% |  | 7.72\% |  | 6.38\% |  | 5.54\% |  | 5.80\% |
|  | 4.25\% |  | 4.51\% |  | 4.58\% |  | 4.65\% |  | 4.95\% |
|  | 4.45\% |  | 4.70\% |  | 4.79\% |  | 4.87\% |  | 5.18\% |
|  | 71.35\% |  | 71.09\% |  | 73.87\% |  | 76.05\% |  | 72.56\% |
|  | 3.59\% |  | 4.22\% |  | 3.96\% |  | 4.05\% |  | 4.02\% |
|  | 121.63\% |  | 120.90\% |  | 121.89\% |  | 122.32\% |  | 123.09\% |

As of:

| $\begin{gathered} \text { September 30, } \\ 2015 \end{gathered}$ | June 30, 2015 | March 31, 2015 | $\begin{gathered} \text { December 31, } \\ 2014 \end{gathered}$ | September 30, 2014 |
| :---: | :---: | :---: | :---: | :---: |
| \$ 3,165 | \$ 3,021 | \$ 3,163 | \$ 2,706 | \$ 2,110 |
| 529 | 994 | 1,201 | 1,166 | 716 |
| 20 | 11 | 11 | 11 | 28 |
| 2 | 2 | - | - | - |
| 153 | 190 | 225 | 237 | 145 |
| 3,869 | 4,218 | 4,600 | 4,120 | 2,999 |
| 6,939 | 6,532 | 5,850 | 8,129 | 4,287 |
| 10,808 | 10,750 | 10,450 | 12,249 | 7,286 |


|  | 1,279 |  | 1,651 |  | 3,694 |  | 2,058 |  | 2,115 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 12,087 | \$ | 12,401 | \$ | 14,144 | \$ | 14,307 | \$ | 9,401 |


| $\mathbf{1 . 3 5 \%}$ | $1.08 \%$ | $2.57 \%$ | $2.64 \%$ | $1.40 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 . 7 3 \%}$ | $1.76 \%$ | $1.80 \%$ | $2.13 \%$ | $1.34 \%$ |
| $\mathbf{1 . 4 1 \%}$ | $1.46 \%$ | $1.70 \%$ | $1.77 \%$ | $1.20 \%$ |
| $\mathbf{0 . 3 3 \%}$ | $0.31 \%$ | $0.30 \%$ | $0.29 \%$ | $0.28 \%$ |
|  |  |  |  |  |
| $\mathbf{1 9 . 1 1 \%}$ | $17.92 \%$ | $16.66 \%$ | $13.58 \%$ | $21.12 \%$ |


|  | 196.62\% |  | 188.49\% |  | 173.17\% |  | 190.05\% |  | 167.57\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 91.04\% |  | 91.85\% |  | 89.04\% |  | 91.79\% |  | 92.80\% |
|  | 33.82\% |  | 32.61\% |  | 33.53\% |  | 37.97\% |  | 37.38\% |
|  | 13.25\% |  | 13.25\% |  | 13.51\% |  | 13.69\% |  | 14.48\% |
|  | 19.69\% |  | 19.82\% |  | 20.90\% |  | - |  | - |
|  | 20.03\% |  | 20.14\% |  | 21.21\% |  | 21.44\% |  | 22.97\% |
|  | 14.23\% |  | 14.49\% |  | 14.96\% |  | 14.81\% |  | 15.89\% |
| \$ | 113,704 | \$ | 112,727 | \$ | 112,487 | \$ | 110,923 | \$ | 113,242 |
|  | 113,704 |  | 112,727 |  | 112,487 |  | 110,923 |  | 113,242 |
|  | $(3,388)$ |  | $(3,312)$ |  | $(2,338)$ |  | $(2,467)$ |  | $(2,632)$ |
| \$ | 110,316 | \$ | 109,415 | \$ | 110,149 | \$ | 108,456 | \$ | 110,610 |
|  | 9,592,329 |  | 9,587,883 |  | 9,819,609 |  | 9,846,387 |  | 10,248,034 |
| \$ | 11.85 | \$ | 11.76 | \$ | 11.46 | \$ | 11.27 | \$ | 11.05 |
|  | 11.50 |  | 11.41 |  | 11.22 |  | 11.01 |  | 10.79 |

Three Months Ended:

Net income (GAAP)

| $\begin{gathered} \text { September 30, } \\ 2015 \\ \hline \end{gathered}$ | June 30, 2015 | March 31, 2015 | $\begin{gathered} \text { December 31, } \\ 2014 \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2014 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| 1,867 | 2,165 | 1,752 | 1,580 | 1,647 |

Items excluded from operating earnings, net of tax:
Severance expense
Net operating earnings (non-GAAP)
Net operating earnings per share - basic (nonGAAP)

|  | - |  | - | 8 |  | 36 |  | 52 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,867 | \$ | 2,165 | \$ | 1,760 | \$ | 1,616 | \$ | 1,699 |
| \$ | 0.20 | \$ | 0.22 | \$ | 0.18 | \$ | 0.16 | \$ | 0.17 |

(1) The net interest rate spread represents the difference between the weighted-average yield on interest-earning assets and the weightedaverage cost of interest-bearing liabilities for the period.
(2) The net interest margin represents net interest income as a percent of average interest-earning assets for the period.
(3) The efficiency ratio represents non-interest expense divided by the sum of net interest income (before the loan loss provision) plus non-interest income.
(4) For purposes of calculating this ratio, commercial real estate includes all non-owner occupied commercial real estate loans defined as such by regulatory guidance, including all land development and construction loans.
(5) Core deposits include all non-maturity deposits and maturity deposits less than $\$ 250$ thousand. Loans include loans held-for-sale.
(6) The Company's adoption of Basel III went into effect as of March 31, 2015. The previous period ratios are the "Total Risk-Based Capital Ratio."
(7) Tangible book value per share represents total stockholders' equity less the sum of preferred stock and intangible assets divided by common shares outstanding.

For More Information:

Claire S. Bean, COO

Northeast Bank, 500 Canal Street, Lewiston, ME 04240
207.786.3245 ext. 3202
www.northeastbank.com
x Primary Logo

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