

FY 2015 Q4 Investor Call

July 29, 2015



Safe Harbor Statement

Certain statements in this presentation 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. These statements are subject to numerous assumptions, risks and uncertainties, and represent only the Company's belief regarding future events, many of which, by their nature, are inherently uncertain and outside its control. Any forward-looking statements the Company may make speak only as of the date on which such statements are made. The Company's actual results and financial position may differ materially from the anticipated results and financial condition indicated in or implied by these forward-looking statements, and the Company makes no commitment to update or revise forward-looking statements to reflect new information or subsequent events or changes in expectations. For a discussion of some of the risks and important factors that could affect the Company's future results and financial condition, see "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations – Forward-Looking Statements and Factors that Could Affect Future Results" in our Annual Report on Form 10-K for the fiscal year ended June 30, 2014, as updated by our SEC filings, and any other cautionary statements, written or oral, that may be made or referred to in connection with such forward-looking statements.

Q4 FY15 & FY15 YTD Highlights

	Q4 FY15	FY 15 YTD
Loan originations and acquisitions	\$111.2 million	\$373.1 million
Net Interest Margin	4.70%	4.88%
Purchased Loan Return & Transactional Income	13.4% \$2.4 million	13.3% \$9.9 million
Deposit Growth	\$19.6 million (3% growth)	\$100.4 million (17.5% growth)
Share Repurchases	230,726 at \$9.86 average repurchase price	710,662 at \$9.38 average repurchase price ⁽²⁾
Earnings Per Share	\$0.22	\$0.72

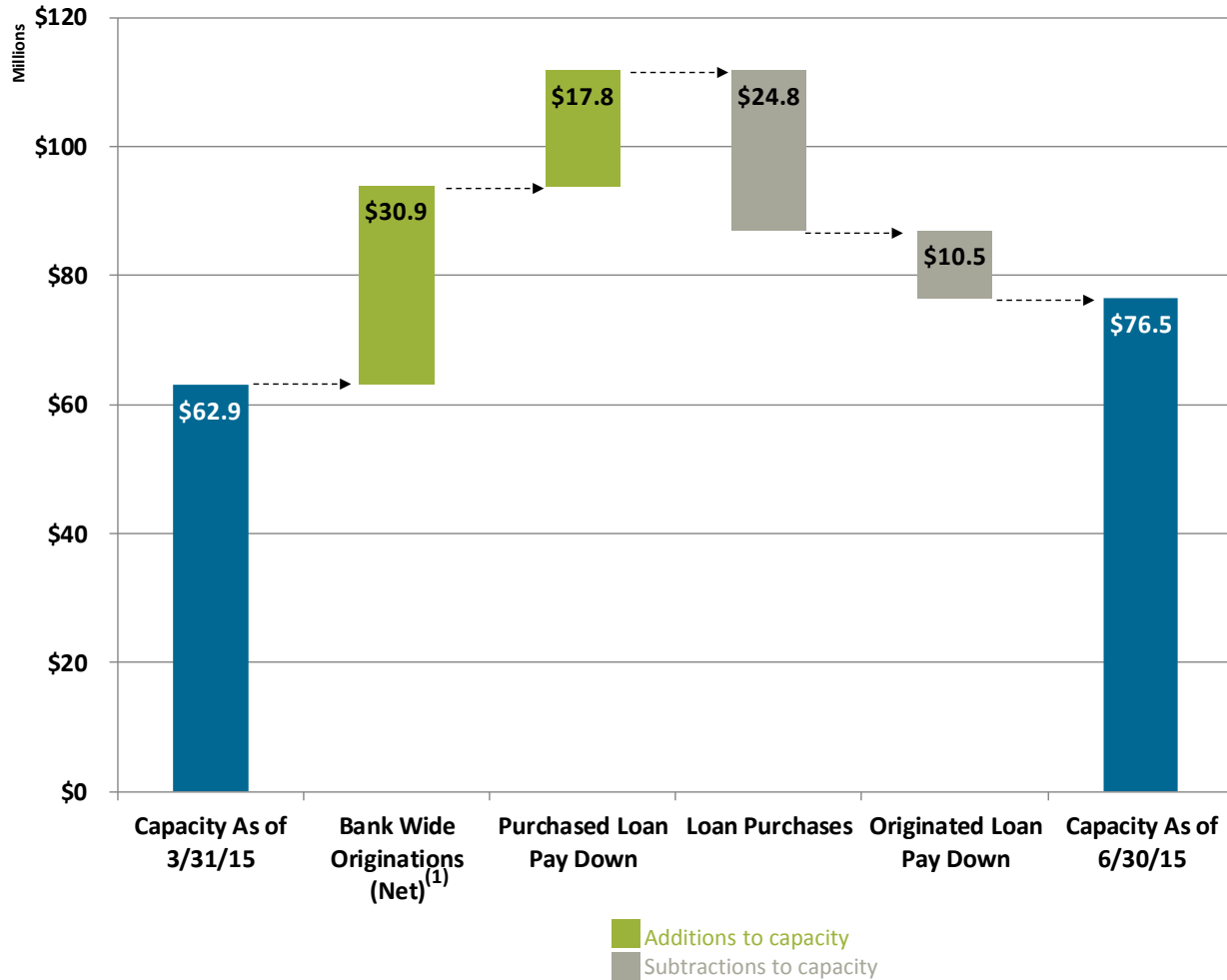
Lending Highlights

	Q4 FY15	FY 15 YTD
LASG:		
Purchased Loan Activity	\$24.8 million invested on \$25.8 million of unpaid principal balance (96% avg purchase price)	\$82.7 million invested on \$93.7 million of unpaid principal balance (88% avg purchase price)
Originated Loan Activity	\$29.2 million	\$130.5 million (inclusive of \$48 million in loans to broker dealers)
Community Bank:		
Residential Mortgage Originations	\$28.5 million (\$27.8 million originated for sale)	\$104.6 million (\$98.1 million originated for sale)
All Other Originations	\$7.3 million	\$20.7 million
SBA Division⁽¹⁾:		
Origination Activity	\$21.5 million	\$33.6 million
Guaranteed Portion Sales	\$15.2 million	\$18.9 million
Gain on Secondary Market Sales⁽²⁾	\$1.9 million	\$2.5 million

(1) YTD numbers reflect Q2-Q4 only as national SBA division commenced in Q2

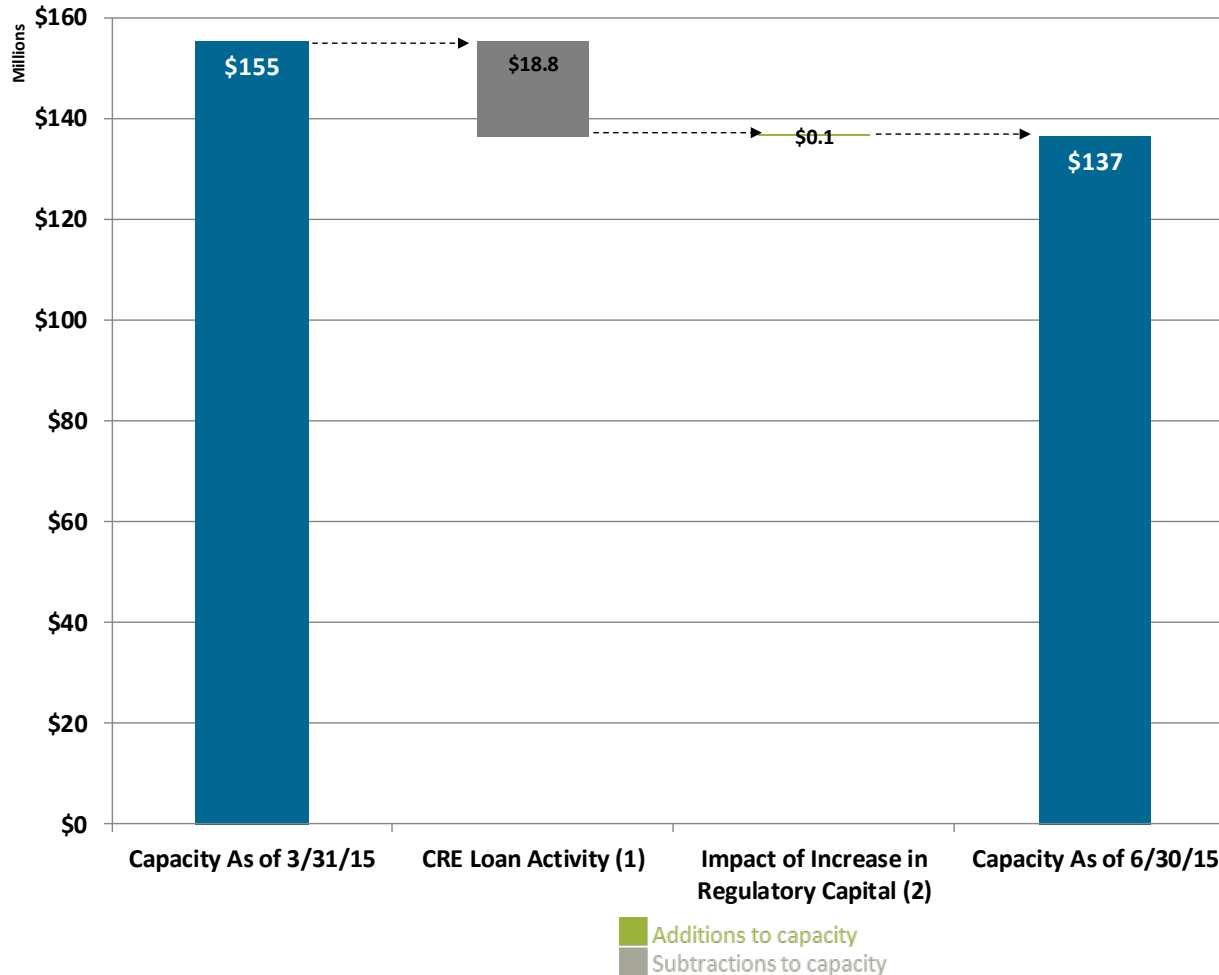
(2) Includes servicing asset realized of \$694 thousand for Q4 FY15 and \$892 thousand for FY15 YTD

Capacity Bridge Under The 40% Purchased Loan Limitation



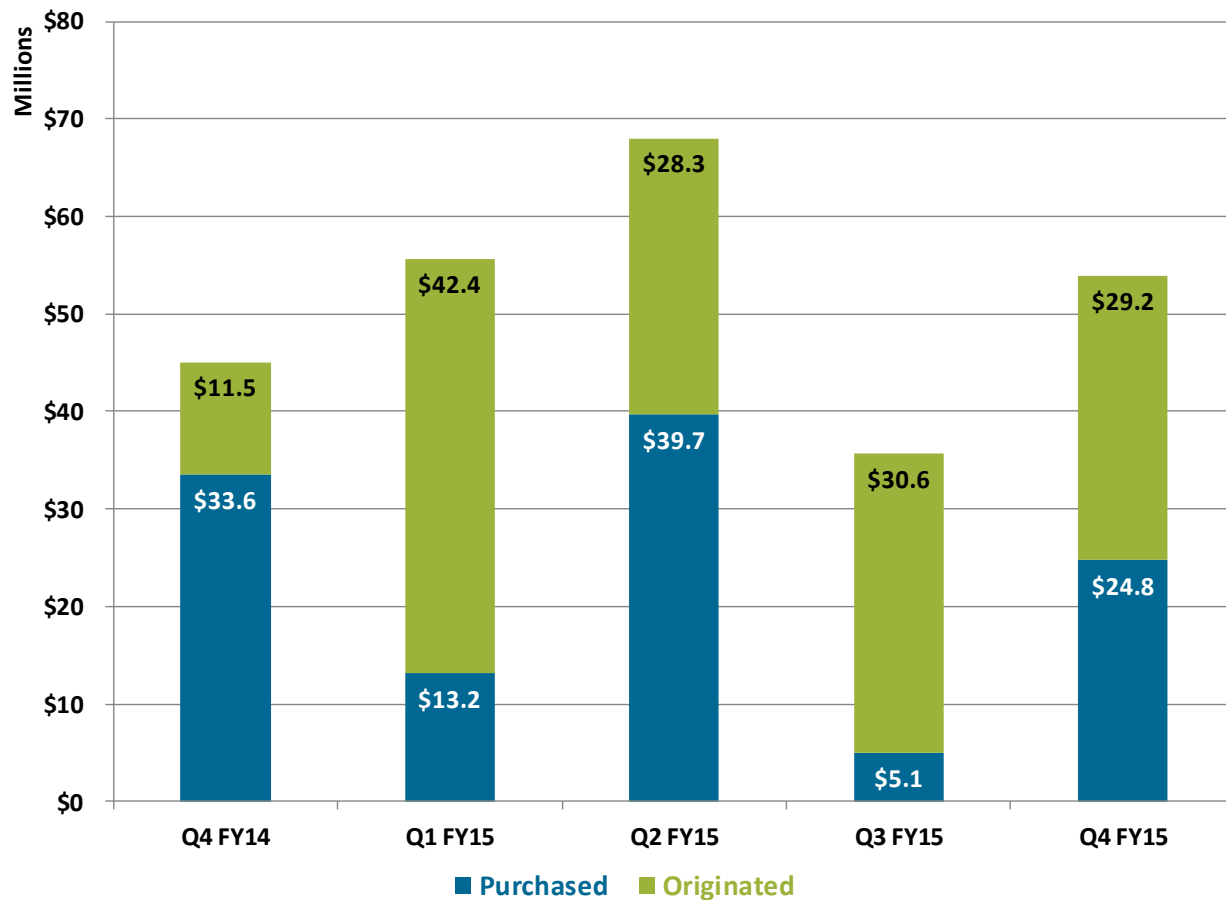
- Capacity under the 40% purchased loan limitation increased by \$13.6 million since previous quarter end
- Every dollar of originations creates 0.67 dollars of purchased loan capacity

Capacity Bridge Under The 300% Non-Owner Occupied CRE Limitation



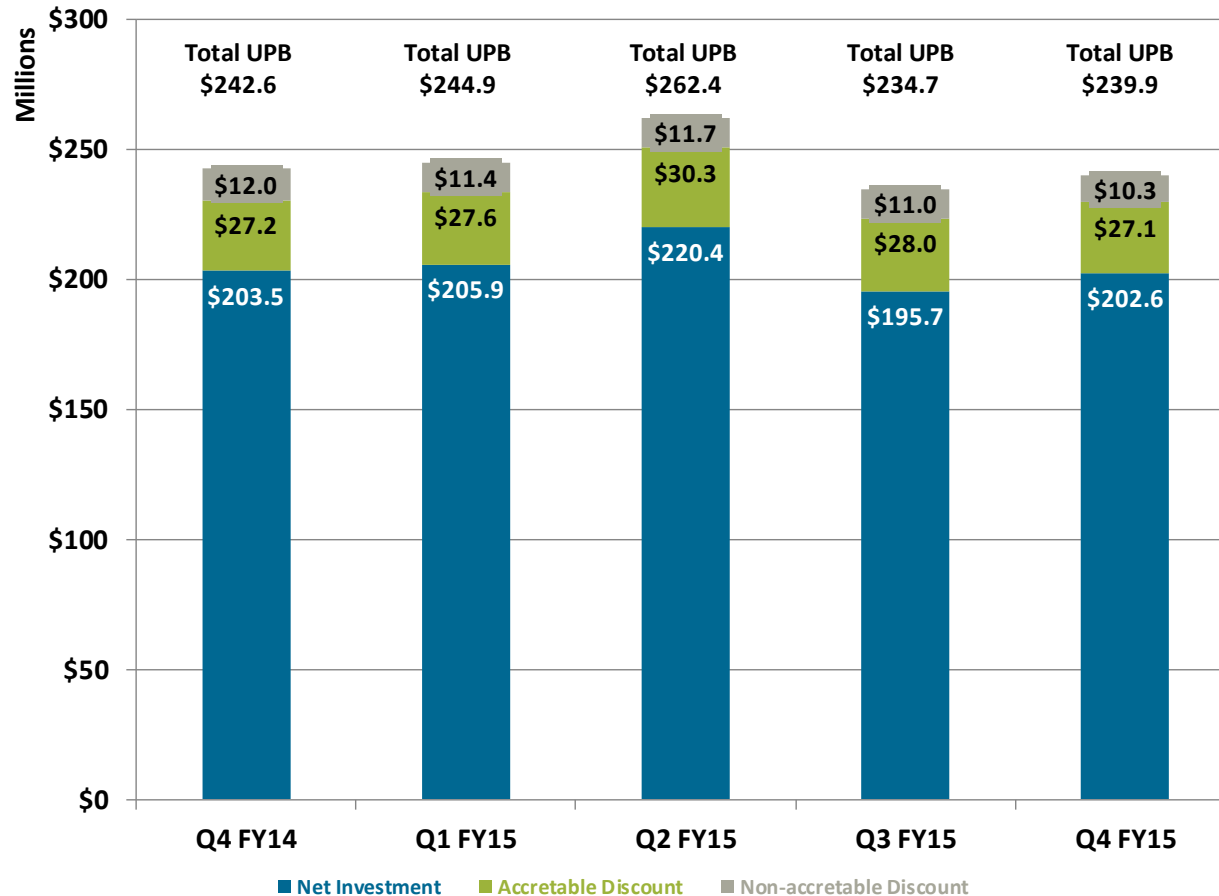
- \$19.8 million of the \$24.8 million (80%) of LASG purchases were Non-Owner Occupied CRE
- Capacity under the 300% CRE limitation decreased by \$18.7 million since previous quarter end

LASG Activity By Trailing 5 Quarters



- For FY 15, LASG invested \$82.7 million to acquire \$93.7 million of unpaid principal balance (88.2¢ average purchase price)
- \$130.5 million of total originations for FY15, inclusive of \$48 million of loans to broker dealers

Purchased Loan Investment Basis and Discount Growth By Trailing 5 Quarters



- For the quarter, the net investment basis of purchased loans increased by \$6.9 million as a result of \$17.8 million of purchased loans payoffs generating transactional income of \$2.4 million; purchases were \$24.8 million

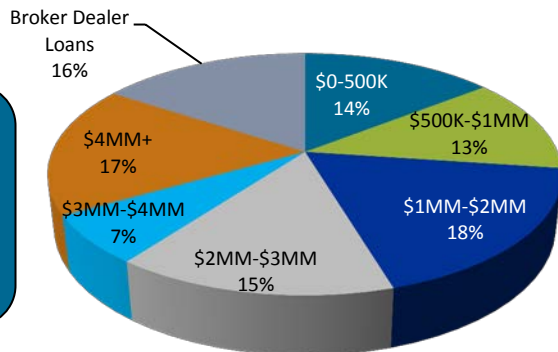
LASG Portfolio – Q4 FY15 Return Summary⁽¹⁾

	Purchased	Traditional Originations	Securities Lending	Totals
Regularly Scheduled Interest & Accretion	8.43%	5.52%	0.50%	6.30%
Gain/(Loss) on Asset Sales	0.38%	0.00%	0.00%	0.21%
Accelerated Accretion & Fees Recognized on Loan Payoffs	4.58%	0.04%	0.00%	2.49%
Total⁽²⁾	13.39%	5.56%	0.50%	9.00%

- Three components drive return:
 - Regularly scheduled interest and accretion
 - Gain on loan & REO sales
 - Accelerated accretion and fees recognized on loan payoffs
- We often achieve results in excess of our targeted yields when a loan is prepaid

LASG Loan Portfolio Statistics As Of June 30, 2015

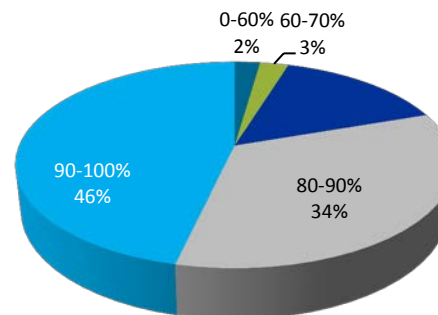
Investment Size



- Average investment is \$824K/loan
- Broker dealer loans are each \$12 million

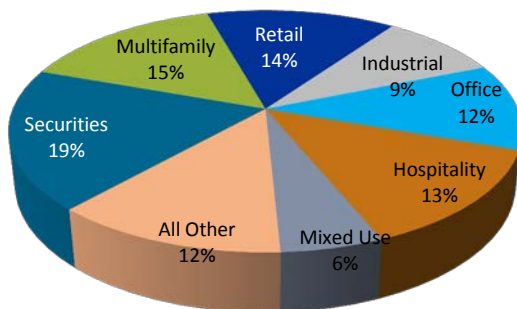
Purchased Loan Net Investment

Basis %



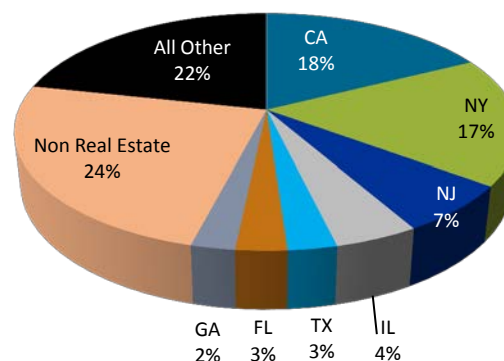
- Net investment basis of 84% for purchased loans

Collateral Type



- Diverse collateral types focused primarily in five major real estate sectors: office, industrial, retail, hospitality, and multifamily

Collateral State⁽¹⁾

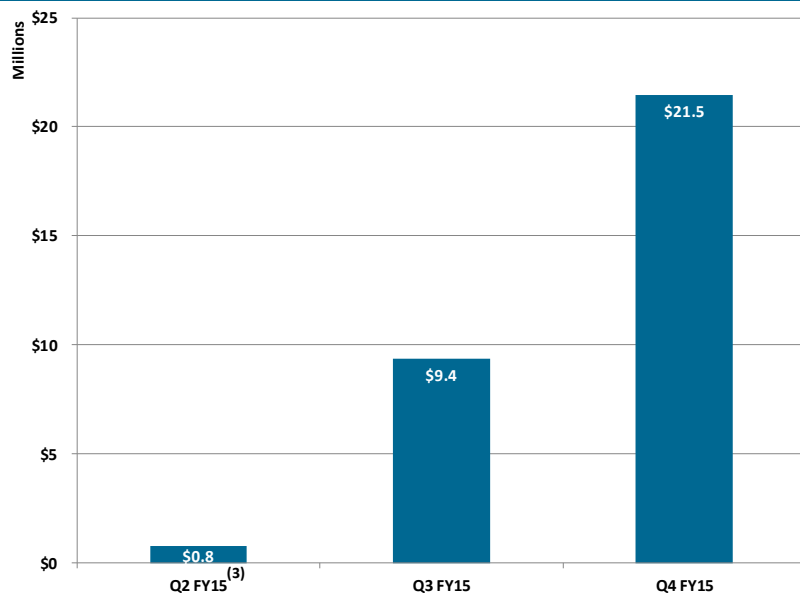


- Geographically diverse with collateral in 36 different states
- CA and NY represent combined 35% of portfolio

(1) Excludes loans to broker dealers

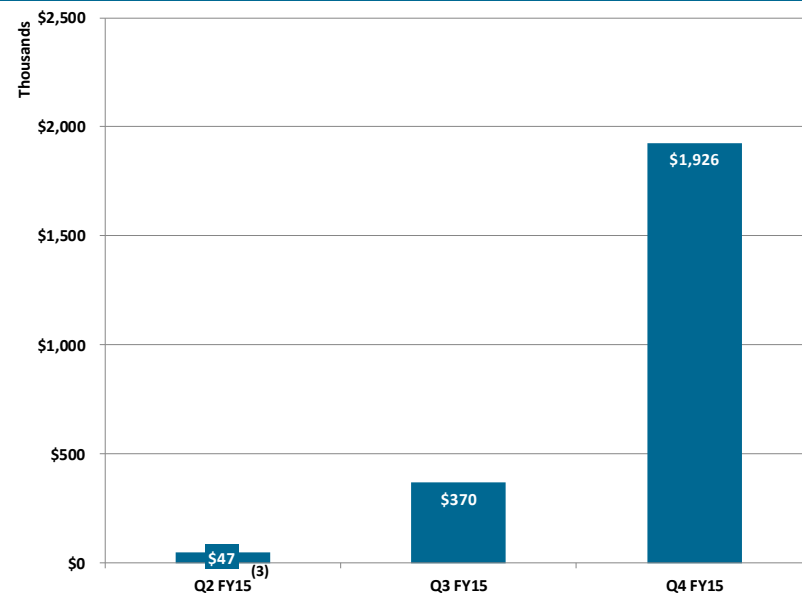
National SBA Division Activity

Originations & Guaranty Sales



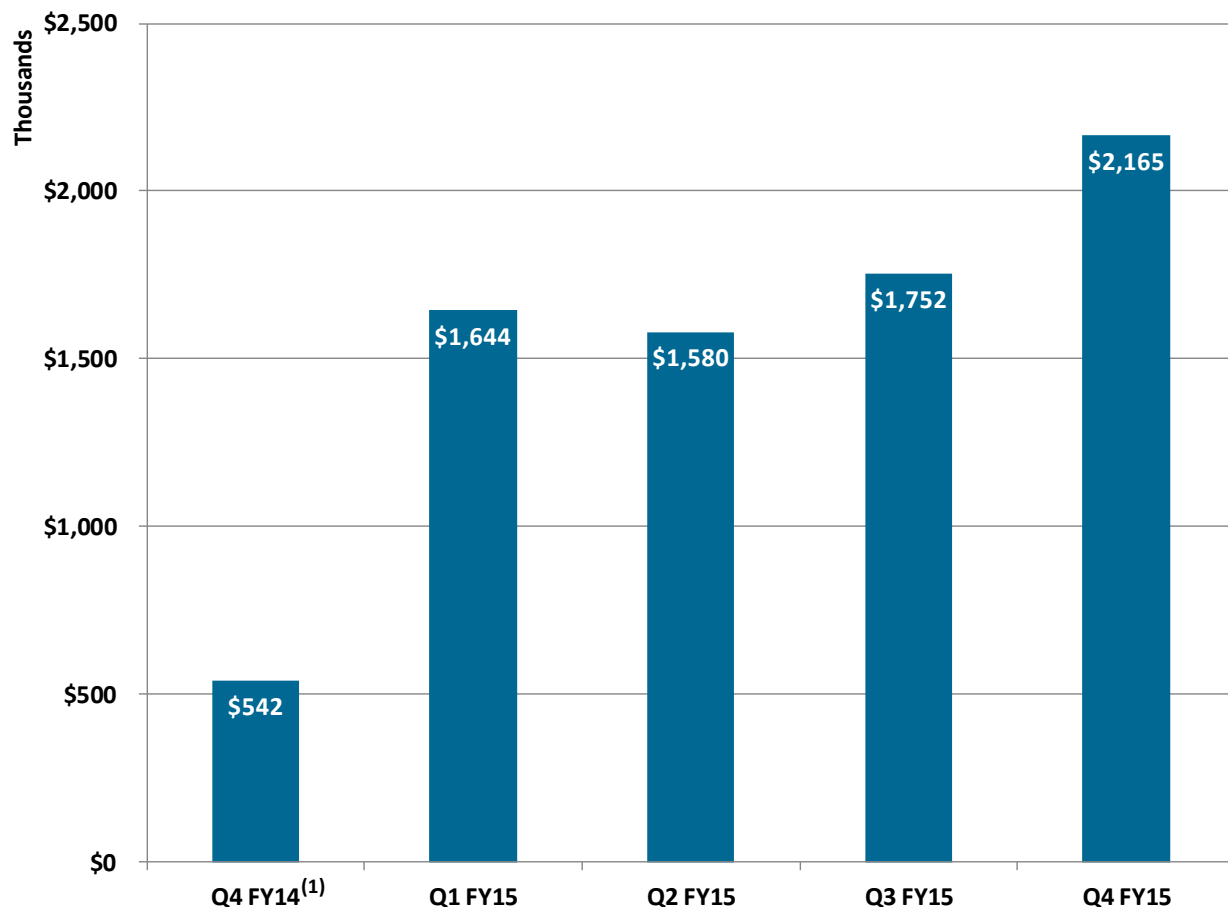
- First quarter of national SBA division production was Q2 FY15
- Of the \$15.2 million of total guaranteed portion sales in Q4 FY15, \$12.2 million were originated within the quarter

Net Gain on Sale^(1,2)



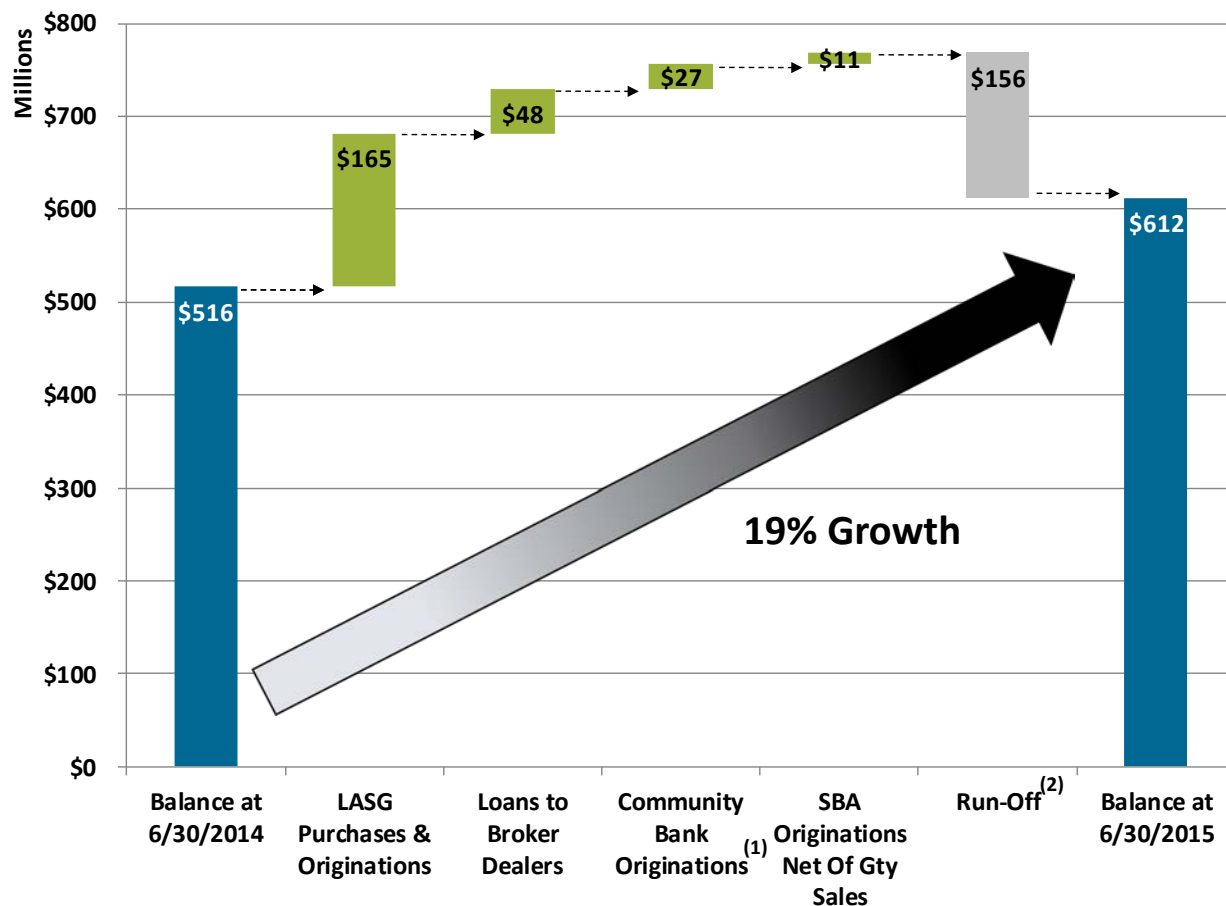
- Net gain on sale presented above includes any servicing asset that is capitalized
- Realized secondary market premiums in Q4 FY15 ranged from 111.95% to 119.51% with an average of 115.04% *(note: any premium above 110% is split 50/50 with the SBA)*

Net Income From Continuing Operations For Trailing 5 Quarters



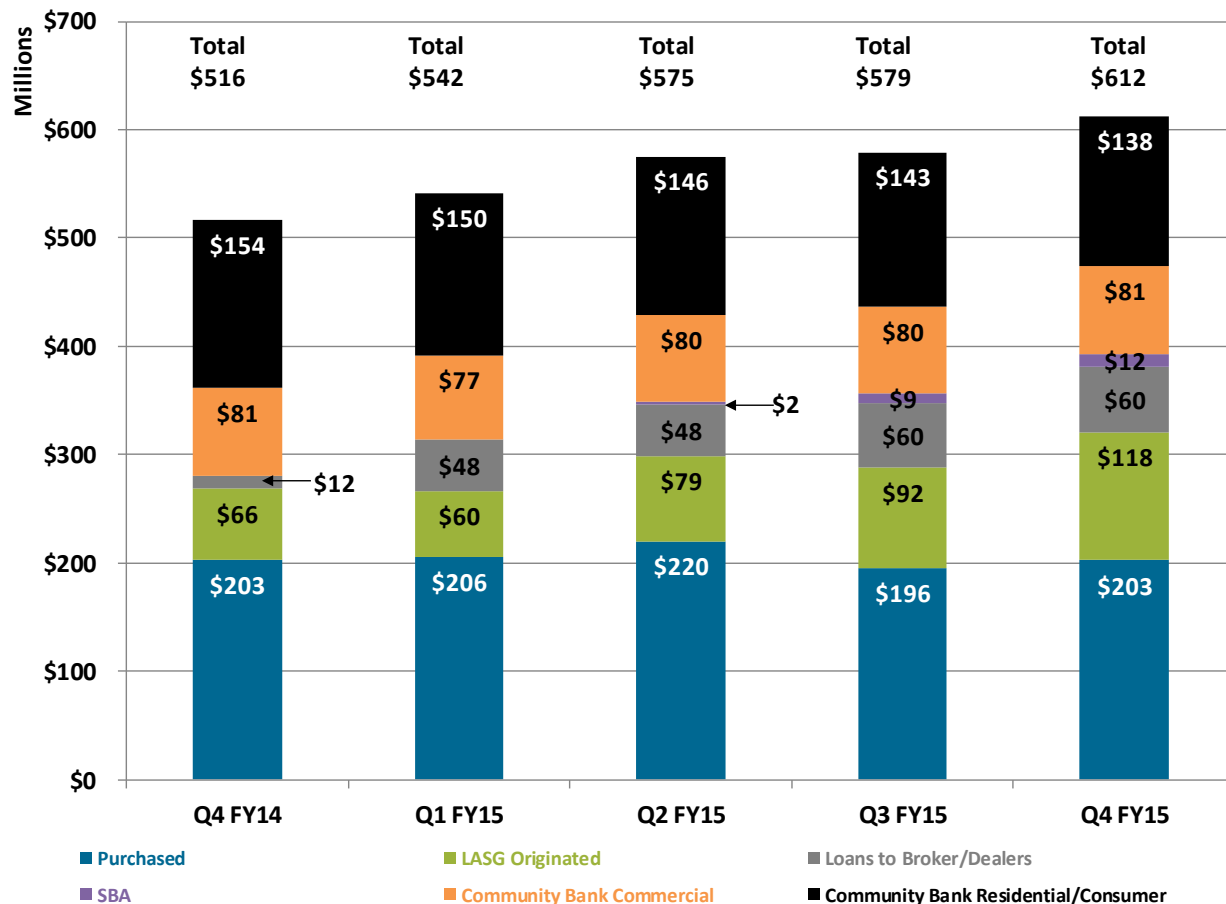
\$7.1 million of net income from continuing operations in FY 15

Loan Portfolio Roll Forward: 6/30/2014 – 6/30/2015

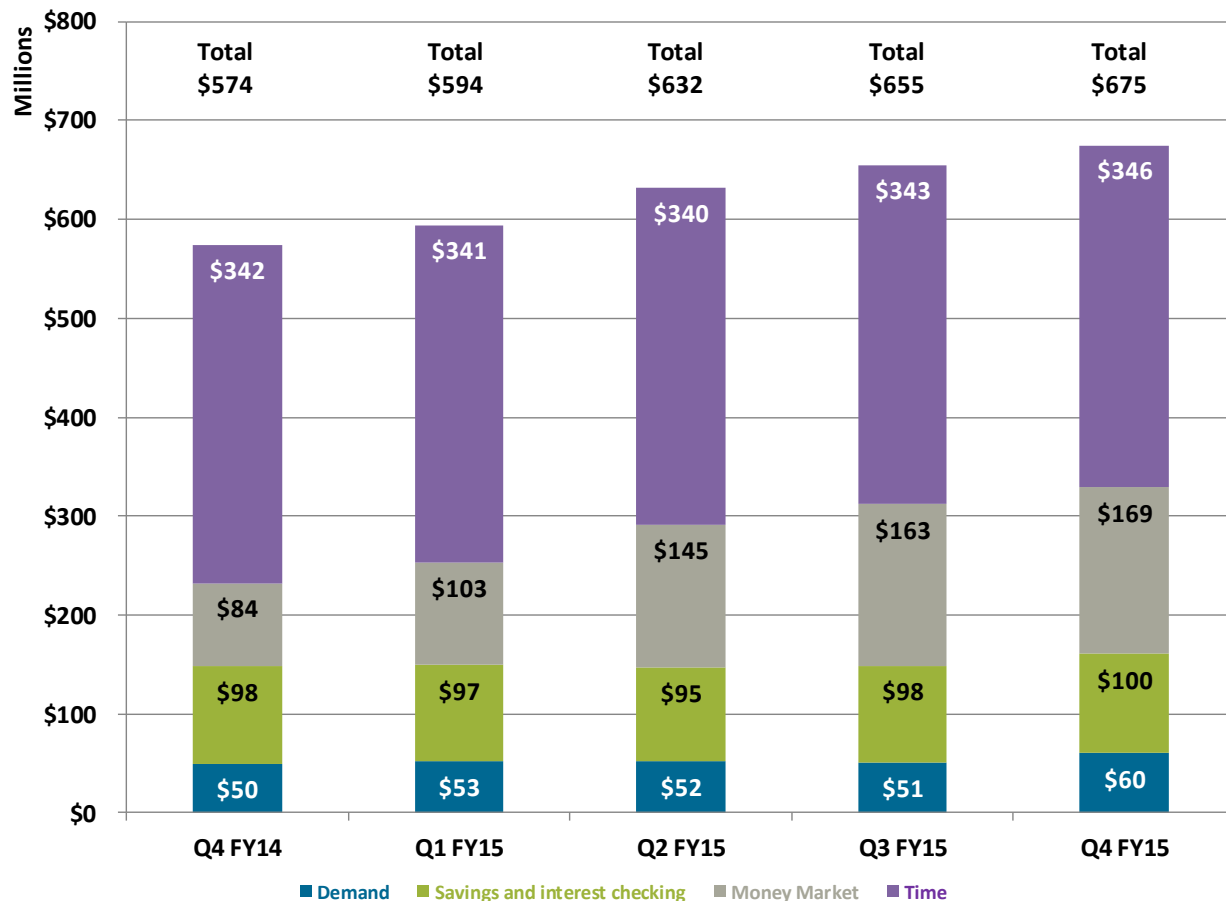


- \$96 million of growth (19%) over the trailing twelve month period
- Approximately \$253 million of purchases and originations over the trailing twelve month period⁽¹⁾
- 53% of the run-off has been in the purchased book (\$83.7 million), 19% in the LASG originated book (\$29.8 million), and 28% in the community bank / SBA (\$44.2 million)

Loan Mix As of Trailing 5 Quarter Ends

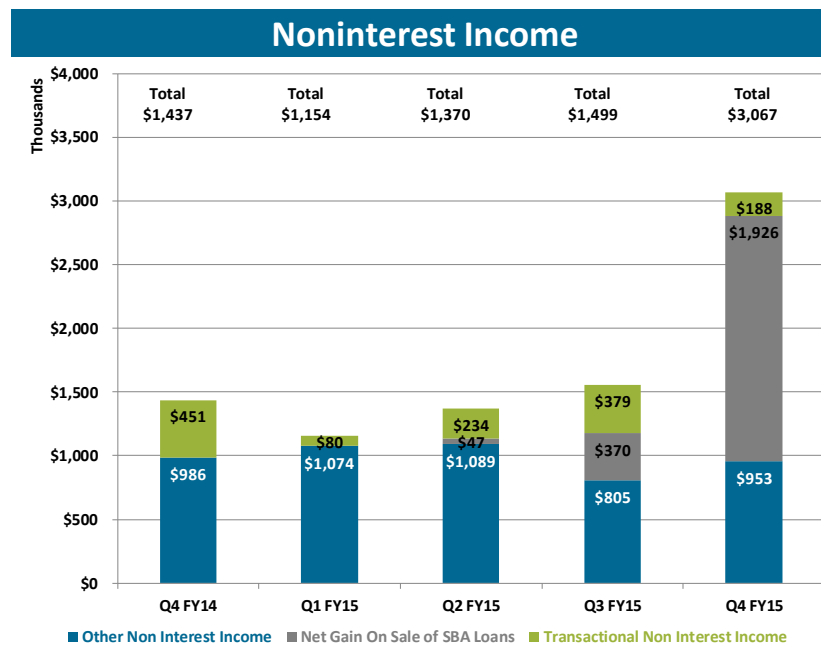
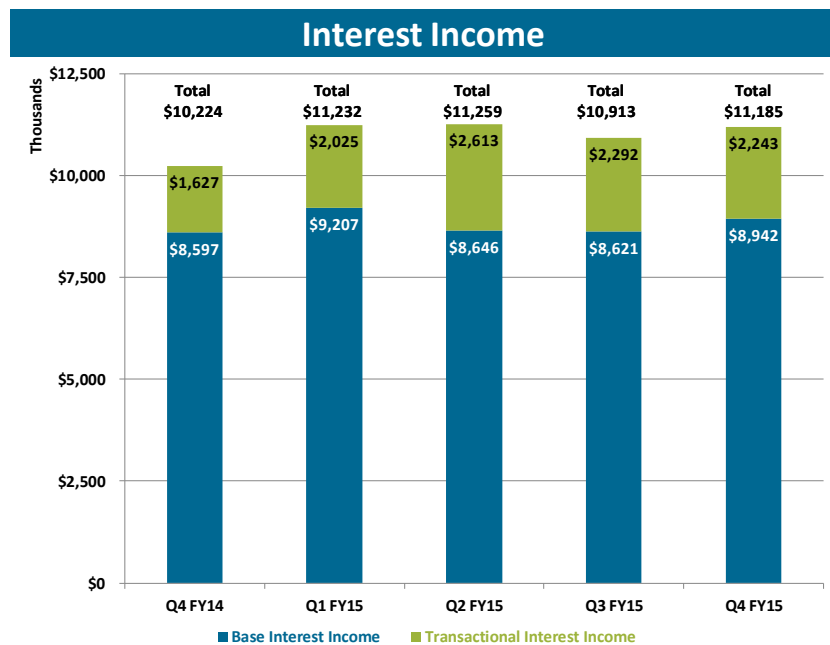


Deposit Mix By Trailing 5 Quarter Ends



- \$100 million of deposit growth over the past twelve months
- \$19.6 million in deposit growth in current quarter
- ableBanking money market deposits increased by \$87 million over past 12 months; nearly 100% of able growth has been in the money market product

Key Components of Income For Trailing 5 Quarters



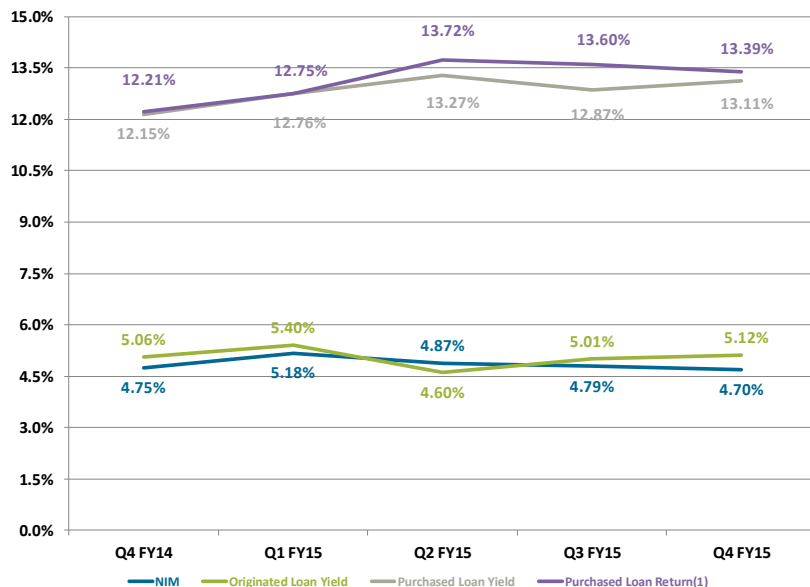
Revenue and Noninterest Expense for Trailing 3 Fiscal Years



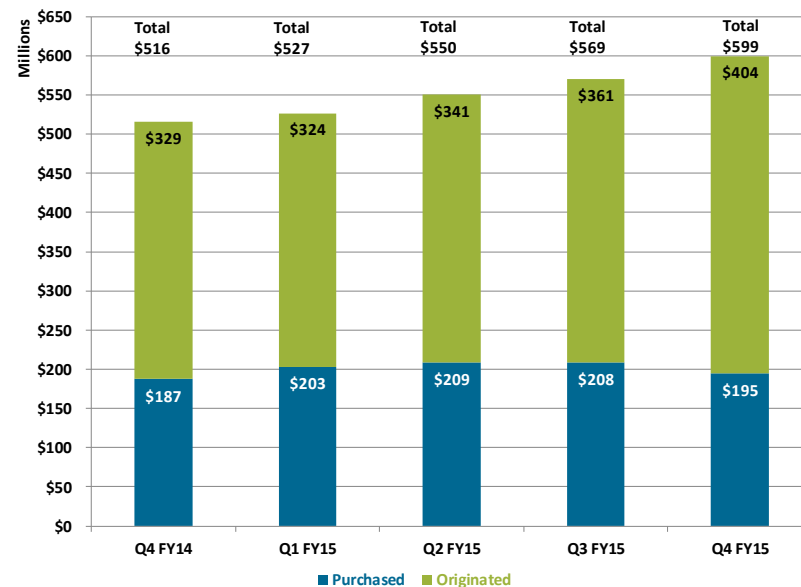
- Total Revenue includes net interest income after loan loss provision *plus* non interest income
- Revenue has grown by \$5.7 million over past three years
- During same period, annual non-interest expense has grown by \$0.6 million

Loan Performance & Average Loan Balance For Trailing 5 Quarters

Loan Performance



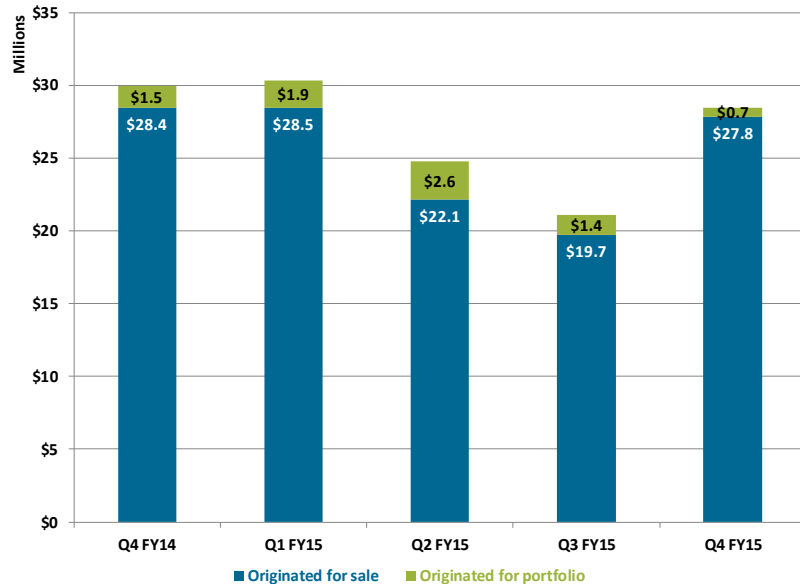
Average Loan Balance For Trailing 5 Quarters⁽²⁾



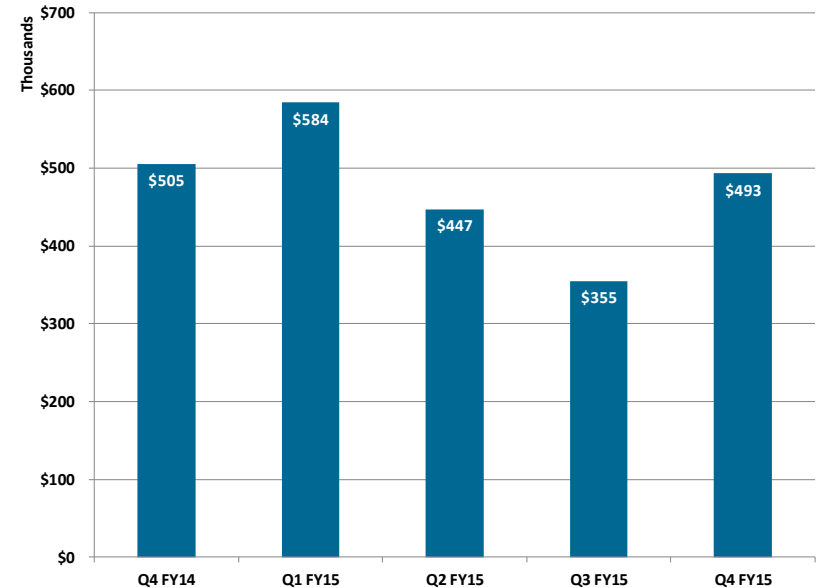
- Q4 FY15 yield for LASG originations (excluding securities) was 5.56% on an average balance of \$105 million
- Quarterly purchased loan returns can vary due to the transactional nature of the business
- Q4 FY15 NIM decreased 5 basis points over the same quarter one year ago

Residential Mortgage Originations & Gain On Sale By Trailing 5 Quarters

Residential Mortgage Originations

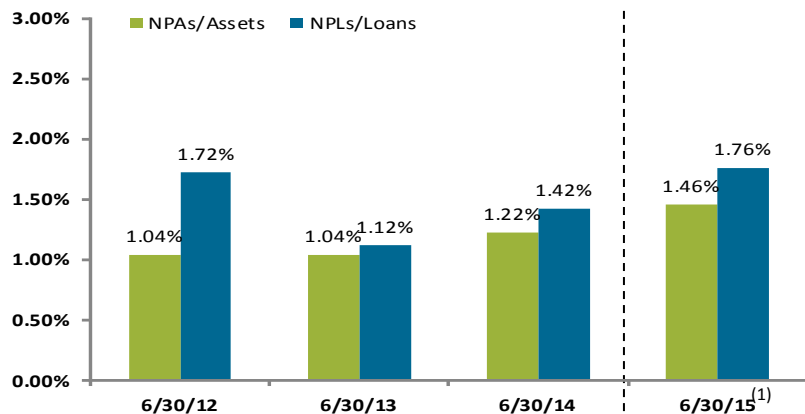


Residential Mortgage Gain On Sale

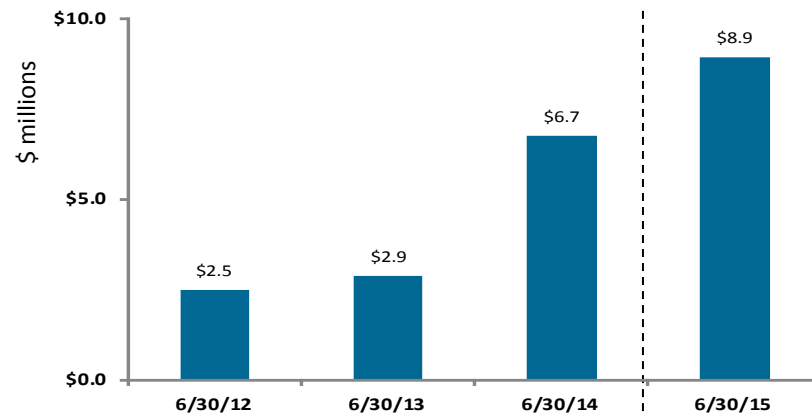


Asset Quality Metrics

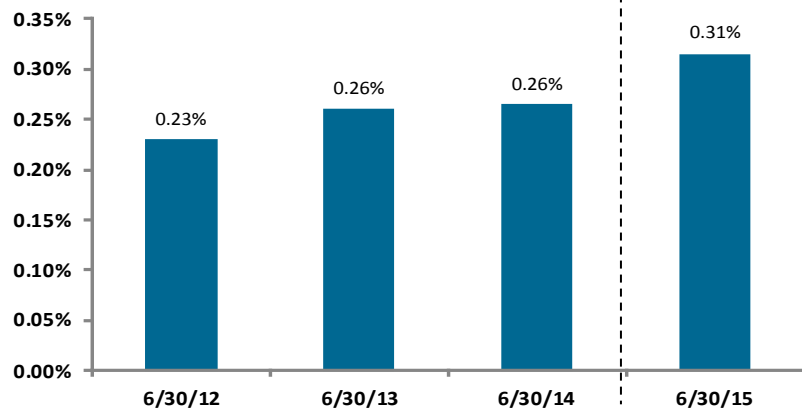
NPAs / Total Assets & NPLs / Total Loans



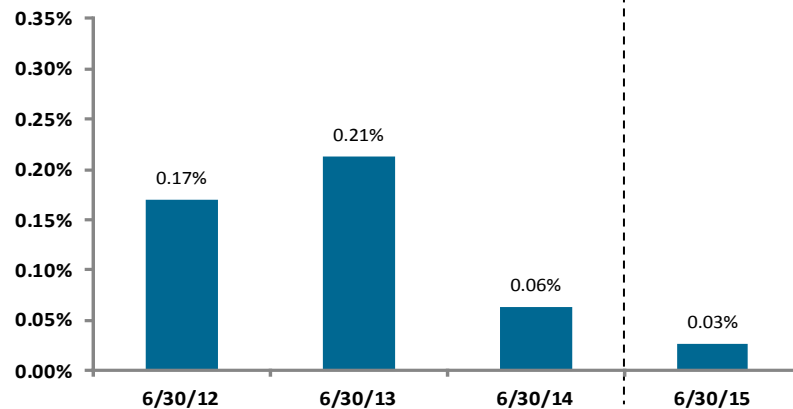
Classified Commercial Loans⁽²⁾



Allowance for Loan Losses / Gross Loans



NCOs / Average Loans⁽³⁾



(1) 50% of the loans on non-accrual as of June 30, 2015 are current

(2) Classified loans includes commercial real estate, commercial business, and construction loans risk rated under the Company's internal loan rating system

(3) Trailing twelve months of net charge-offs divided by average loans for the same period.