

FY 2021 Q2 Investor Call

January 28, 2021

Forward-Looking Statement

Statements in this presentation 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 the Bank 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 Bank's control. The Bank's actual results could differ materially from those projected in the forward-looking statements as a result of, among other factors, the negative impacts and disruptions of the COVID-19 pandemic and measures taken to contain its spread on our employees, customers, business operations, credit quality, financial position, liquidity and results of operations; the length and extent of the economic contraction resulting from the COVID-19 pandemic; continued deterioration in employment levels, general business and economic conditions on a national basis and in the local markets in which the Bank operates, including changes which adversely affect borrowers' ability to service and repay our loans; changes in customer behavior due to changing political, business and economic conditions or legislative or regulatory initiatives; turbulence in the capital and debt markets; changes in interest rates and real estate values; increases in loan defaults and charge-off rates; decreases 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; competitive pressures from other financial institutions; operational risks including, but not limited to, cybersecurity incidents, fraud, natural disasters and future pandemics; the risk that the Bank may not be successful in the implementation of its business strategy; the risk that intangibles recorded in the Bank'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 Bank's Annual Report on Form 10-K and updated by our Quarterly Reports on Form 10-Q and other filings submitted to the Federal Deposit Insurance Corporation. These statements speak only as of the date of this release and the Bank 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.

Financial Highlights

	Q2 FY21	YTD FY21
Total Loan Volume	\$177.0 million	\$252.9 million
National Lending:		
Purchased Loans	\$91.3 million invested on \$97.8 million of UPB ⁽¹⁾ (93.4% purchase price)	\$95.9 million invested on \$103.6 million of UPB ⁽¹⁾ (92.5% purchase price)
Originated Loans ⁽²⁾	\$84.6 million	\$125.5 million
Weighted Average Rate as of 12/31/2020 ⁽³⁾	6.41%	6.47%
SBA PPP Loans	\$0	\$23.1 million
Correspondent Fee Income	\$6.1 million	\$10.8 million
Average Cost of Deposits⁽⁴⁾	1.03%	1.12%
Net Interest Margin	5.23%	5.09%
Net Interest Margin excluding PPP ⁽⁵⁾	5.23%	5.11%
Purchased Loan Return ⁽⁶⁾	9.06%	9.08%
Earnings	\$8.2 million	\$16.0 million
EPS (Diluted)	\$0.98	\$1.92
Return on Equity	18.37%	18.43%
Return on Assets	2.66%	2.58%

(1) Unpaid principal balance.

(2) National Lending originations during Q2 FY21 and YTD FY21 were 97% and 98% variable rate, respectively, all of which were Prime rate based.

(3) Q1 FY21 and YTD FY21 National Lending originations had a weighted average floor rate of 6.41% and 6.46%, respectively.

(4) Average cost of deposits for Q1 FY21 was 1.20%.

(5) NIM excluding PPP for YTD FY21 removes the effects of the following: PPP loan interest income of \$81 thousand and PPPLF interest expense of \$2 thousand and average PPP loan balances of \$8.6 million.

(6) Purchased loan return for Q1 FY21 and YTD FY21 included \$1.9 million and \$4.0 million of transactional income, respectively.

Q2 Correspondent Fee Income Summary

Q2 Correspondent Fee Income Summary

Income Source	Amount Recognized
	<i>In thousands</i>
Correspondent Fee	\$1,061
Amortization of Purchased Accrued Interest	613
Earned Net Servicing Interest	4,408
Total Correspondent Fee Income	\$6,082

Correspondent Fee Summary

Quarter	PPP Loans Purchased by Loan Source	Correspondent Fee	Purchased Accrued Interest ⁽¹⁾	Total ⁽²⁾
				<i>In thousands</i>
Q4 FY 2020	\$1,272,900	\$2,891	\$688	\$3,579
Q1 FY 2021	2,112,100	5,348	2,804	8,152
Q2 FY 2021	1,333,500	495	3,766	4,261
Total	\$4,718,500	\$8,734	\$7,258	\$15,992
Less amounts recognized in Q2 FY 2021	N/A	1,061	613	1,674
Income Recognized - To Date	N/A	\$842	\$279	\$1,121
Remainder to be Recognized	N/A	\$6,831	\$6,366	\$13,197

(1) Northeast Bank's share

(2) Expected to be recognized into income over approximately 2 years

COVID-19 Modification Summary — Full Payment Deferral

Status as of December 31, 2020

Deferral Start Month	Original Deferral ⁽¹⁾	Currently in Deferral	Current	30-59 DPD	60-89 DPD	90+ DPD
<i>In millions</i>						
March	\$8.7	\$0.0	\$8.5	\$0.1	\$0.0	\$0.1
April	81.2	13.1	65.5	0.0	0.4	2.2
May	29.9	0.8	29.1	0.0	0.0	0.0
June	10.5	1.2	9.3	0.0	0.0	0.0
July	2.1	1.6	0.5	0.0	0.0	0.0
August	0.0	0.0	0.0	0.0	0.0	0.0
September	1.0	0.9	0.1	0.0	0.0	0.0
October	6.9	6.4	0.5	0.0	0.0	0.0
November	1.9	1.9		Payments resume in February		
December	0.5	0.5		Payments resume in March		
Grand Total	\$142.7	\$26.4	\$113.5	\$0.1	\$0.4	\$2.3
Grand Total - September	\$136.2	\$26.8	\$109.1	\$0.1	\$0.0	\$0.2
Change	\$6.6	(\$0.4)	\$4.4	\$0.0	\$0.4	\$2.1

(1) Amounts represent balances as of December 31, 2020, not balances at the time of initial COVID modification. As such, any loans that previously entered into a COVID modification and have since paid off are no longer reflected in amounts above.

COVID-19 Modification Summary — Interest-Only Period

Status as of December 31, 2020

I/O Start Month	Original Deferral ⁽¹⁾	Currently in Deferral	Current	30-59 DPD	60-89 DPD	90+ DPD
<i>In millions</i>						
March	\$1.5	\$0.0	\$1.5	\$0.0	\$0.0	\$0.0
April	15.5	2.9	15.4	0.0	0.1	0.0
May	17.7	0.0	17.7	0.0	0.0	0.0
June	9.1	1.0	9.1	0.0	0.0	0.0
July	0.6	0.6	0.6	0.0	0.0	0.0
October	1.9	1.9	1.9	0.0	0.0	0.0
November	0.3	0.3	0.1	0.2	0.0	0.0
Grand Total	\$46.6	\$6.7	\$46.3	\$0.2	\$0.1	\$0.0
Grand Total - September	\$44.7	\$35.9	\$44.7	\$0.0	\$0.0	\$0.0
Change	\$1.9	(\$29.2)	\$1.6	\$0.2	\$0.1	\$0.0

(1) Amounts represent balances as of December 31, 2020, not balances at the time of initial COVID modification. As such, any loans that previously entered into a COVID modification and have since paid off are no longer reflected in amounts above.

Loan Portfolio Summary

Loan Portfolio	# of Loans	Total Balance	Average Balance	WA LTV
<i>Dollars in thousands</i>				
National Lending				
Purchased Loans ⁽¹⁾	1,116	\$418,584	\$375	48%(3)
Direct Originated Loans	148	258,682	1,748	52%
Portfolio Finance Loans	64	218,876	3,420	48%(4)
SBA and USDA Loans⁽²⁾	132	49,816	377	77%
Community Banking Division				
Commercial Loans	221	22,298	101	47%
Residential and Consumer Loans	670	33,121	49	66%
Total	2,351	\$1,001,377	\$426	51%

(1) Total balance of \$418.6 million is equal to unpaid principal balance of \$456.5 million, net of \$37.9 million purchased loan discount.

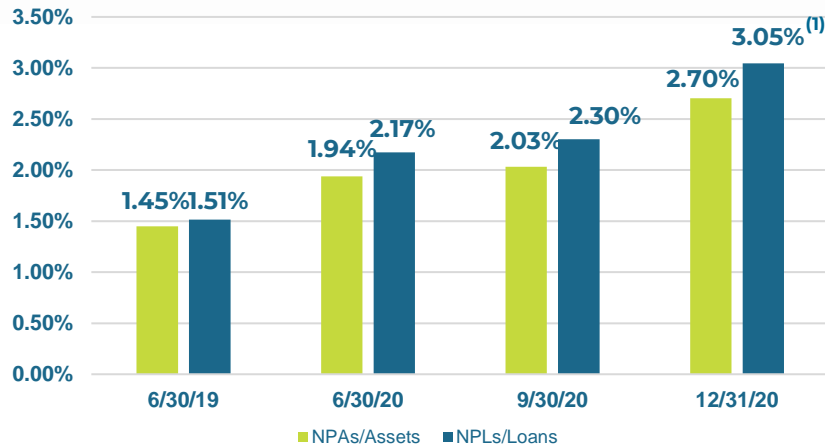
(2) Total loan balance of \$49.8 million is comprised of \$6.9 million of the guaranteed portion and \$42.9 million of the unguaranteed portion of loans.

(3) This reflects the Bank's basis against the appraised value at origination.

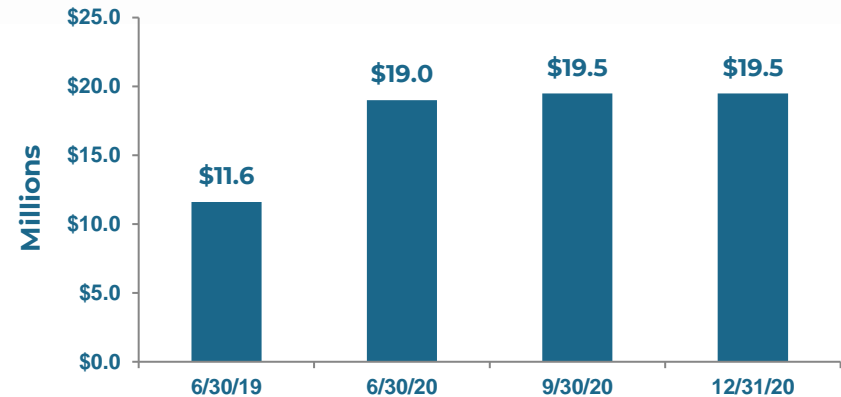
(4) LTV is calculated as the Bank's loan amount to the value of the underlying commercial real estate collateral.

Asset Quality Metrics

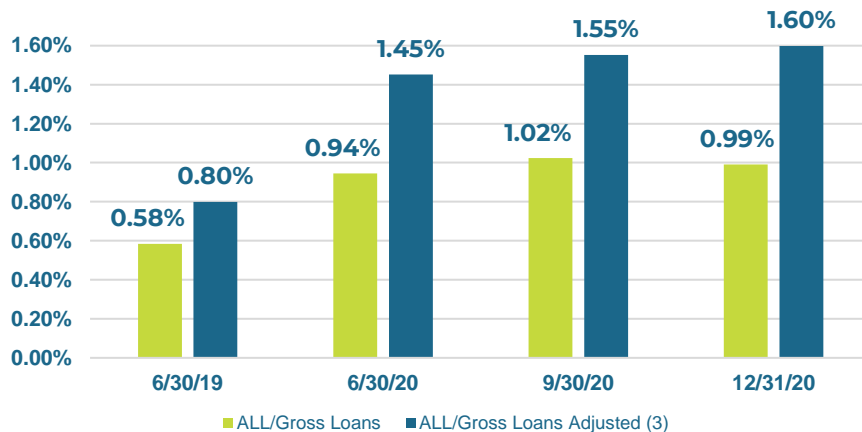
NPAs / Total Assets & NPLs / Total Loans



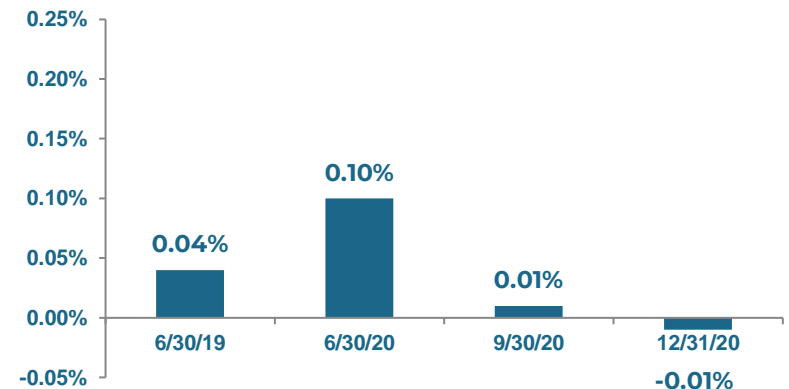
Classified Commercial Loans⁽²⁾



Allowance for Loan Losses / Gross Loans



NCOs / Average Loans⁽⁴⁾



- (1) One loan totaling \$6.0 million paid off subsequent to quarter end. Excluding this loan, NPAs/Asset would have been 2.22% and NPLs / Loans would have been 2.45% as of 12/31/20.
- (2) Classified loans includes commercial real estate and commercial and industrial loans risk rated under the Bank's internal loan rating system.
- (3) ALL/Gross Loans Adjusted represents total allowance for loan losses less allowance on purchased loans, divided by total loans less purchased loans.
- (4) For periods ending 6/30, calculated as trailing twelve months of net charge-offs divided by average loans for the same period; for all other periods, calculated as current quarter's net charge-offs (annualized) divided by average loans for the same period.

Allowance Allocation

Loan Segment	Total Loan Balances at December 31, 2020	Total Reserves at December 31, 2020	ALL / Total Loans at December 31, 2020	Total Reserves at June 30, 2020	ALL / Total Loans at June 30, 2020	Total Reserves at December 31, 2019	ALL / Total Loans at December 31, 2019
<i>Dollars in thousands</i>							
National Lending Purchased⁽¹⁾	\$418,584	\$609	0.15%	\$689	0.18%	\$560	0.15%
Originated Loans:							
C&I (Portfolio Finance primarily)	221,967	1,310	0.59%	957	0.46%	836	0.36%
Commercial Real Estate	247,030	2,443	0.99%	2,077	0.79%	1,898	0.69%
SBA and USDA:							
- Guaranteed	7,109	-	0.00%	-	0.00%	-	0.00%
- Unguaranteed	41,700	5,221	12.52%	4,977	11.90%	1,708	3.69%
1-4 Family Residential	63,853	308	0.48%	449	0.68%	373	0.52%
Consumer	1,334	35	2.62%	29	1.84%	30	1.61%
Total Originated Loans	582,993	9,317	1.60%	8,489	1.45%	4,845	0.77%
Total Loans	\$1,001,577	\$9,926	0.99%	\$9,178	0.94%	\$5,405	0.54%

(1) Under purchased loan accounting, only further declines in expected cash flows subsequent to the acquisition of a loan are recognized through a specific reserve in the allowance for loan losses.

Loan balances are net of deferred fees and costs.

National Lending Portfolio by Collateral Type

Collateral Type	Direct Originated		Portfolio Finance		Purchased		Total National Lending	
	<i>Dollars in thousands</i> Balance	WA LTV	Balance	WA LTV	Balance	WA LTV	Balance	WA LTV
1-4 Family	\$32,555	60%	\$21,103	53%	\$8,633	33%	\$62,291	54%
Hospitality	43,684	44%	22,919	44%	19,868	46%	86,471	45%
Industrial	23,764	50%	27,406	50%	74,408	45%	125,578	47%
Land and Construction	248	65%	2,000	29%	7,908	47%	10,156	44%
Mixed Use	18,543	62%	39,519	46%	23,621	46%	81,683	50%
Multi Family	29,228	52%	34,490	50%	101,881	45%	165,599	47%
Office	42,195	54%	10,533	62%	83,963	51%	136,691	53%
Retail	67,240	51%	24,850	45%	95,264	52%	187,354	51%
Small Balance Commercial	1,225	32%	36,056	45%	3038	42%	40,319	44%
Total	\$258,682	52%	\$218,876	48%	\$418,584	48%	\$896,142	49%

All data as of December 31, 2020, unless otherwise noted.

National Lending Portfolio — Weighted Average LTV By Bucket

WA LTV

National Lending Portfolio	<40%	40-49%	50-59%	60-69%	70-79%	>=80%	Total
<i>Dollars in thousands</i>							
Purchased Loans	145,115	71,322	78,700	69,801	41,875	11,771	418,584
Direct Originated Loans	65,804	36,283	47,319	73,460	30,071	5,745	258,682
Portfolio Finance Loans	39,841	44,524	112,161	22,350	-	-	218,876
Total	\$250,760	\$152,129	\$238,180	\$165,611	\$71,946	\$17,516	\$896,142
% of Total	28%	17%	27%	18%	8%	2%	100%

National Lending Purchased Portfolio — Further Analysis

National Lending Purchased Portfolio	Origination Year			Total
	Pre-2009	2009-2015	2016 and later	
<i>Dollars in thousands</i>				
Current Basis	\$211,951	\$118,773	\$87,859	\$418,584
# of Loans	725	232	159	1,116
% of Portfolio	51%	28%	21%	100%
Original Principal Balance	\$463,697	\$200,000	\$118,379	\$782,076
Current Principal Balance	233,403	127,834	95,284	456,521
% Principal Paid Down Since Origination	50%	36%	20%	42%
Current Basis / Original Principal	46%	59%	74%	54%

All data as of December 31, 2020, unless otherwise noted.

National Lending Originated Portfolio — Interest Reserve Analysis

Portfolio Finance

<i>Dollars in thousands</i>	Balance	% with Interest Reserves	Interest Reserve WA Duration	WA Advance Rate ⁽¹⁾	WA Loan to Underlying RE ⁽¹⁾
Total Portfolio Finance Loans	\$218,876			66%	48%
Portfolio Finance Loans with Interest Reserves	180,875	83%	7.6 Months		

Direct Originated Loans

<i>Dollars in thousands</i>	Balance	% with Interest Reserves	Interest Reserve WA Duration	WA LTV ⁽¹⁾
Total Direct Originated Loans	\$258,682			52%
Direct Originated Loans with Interest Reserves	149,391	58%	9.1 Months	

(1) Weighted Average calculations utilize original balance and real estate values at the time of origination.

All data as of December 31, 2020, unless otherwise noted.

Community Banking Division Portfolio by Collateral Type

Collateral Type	Commercial		Consumer		Total	
	<i>Dollars in thousands</i>	Balance	WA LTV	Balance	WA LTV	Balance
1-4 Family		\$2,535	54%	\$30,205	65%	\$32,740
Hospitality		2,958	30%	-	-	2,958
Industrial		653	52%	-	-	653
Land and Construction		383	29%	505	69%	888
Mixed Use		338	81%	-	-	338
Multi Family		4,442	42%	1,993	69%	6,435
Office		5,613	39%	-	-	5,613
Retail		3,183	50%	-	-	3,183
Small Balance		2,174	79%	418	85%	2,592
Unsecured		19	NAP	-	-	19
Total		\$22,298	47%	\$33,121	66%	\$55,419

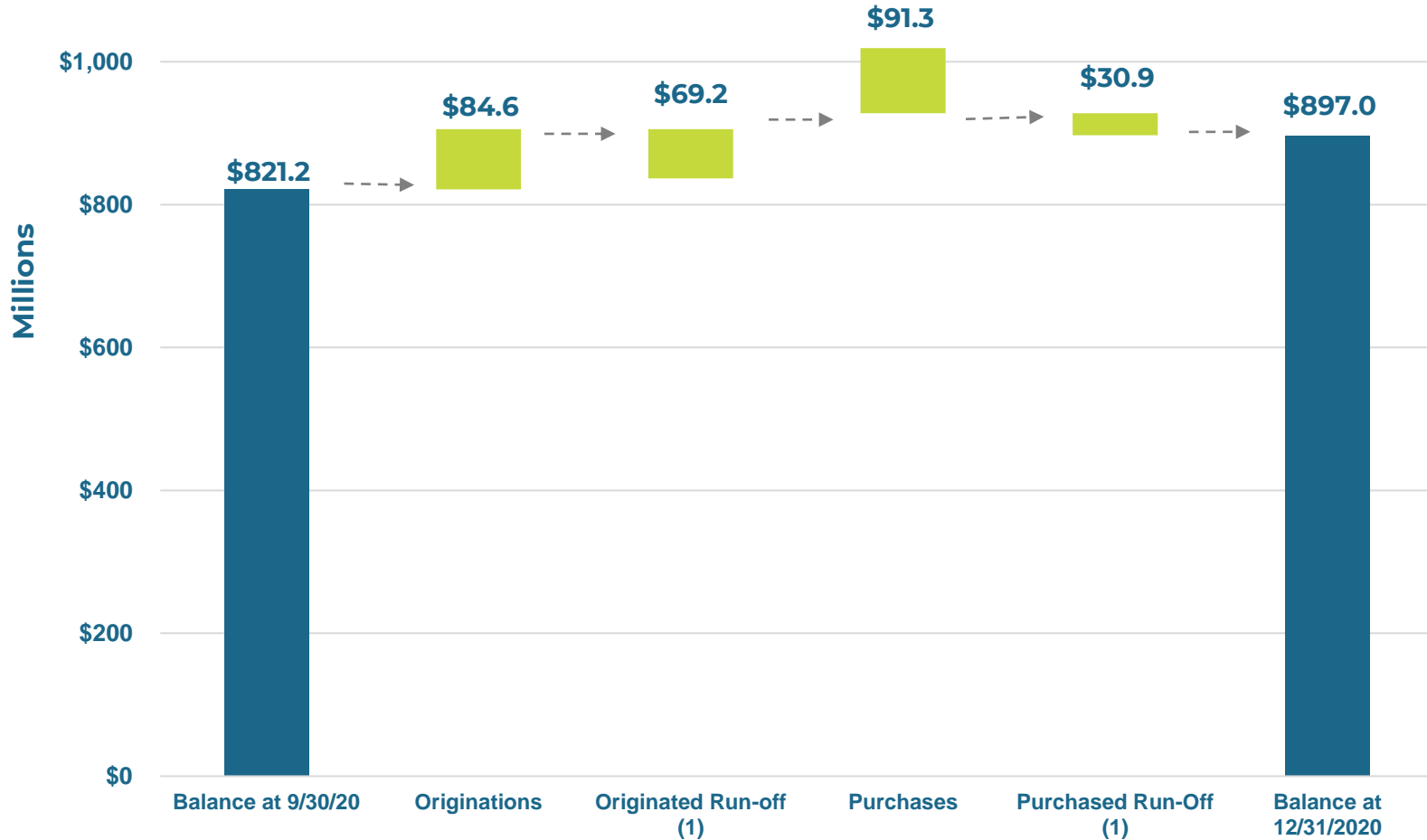
All data as of December 31, 2020, unless otherwise noted.

SBA and USDA Loans by Collateral Type

Collateral Type	SBA and USDA Loans				
	<i>Dollars in thousands</i>	<i>Guaranteed</i>	<i>Unguaranteed</i>	<i>Total Balance</i>	<i>WA LTV</i>
Hospitality		\$1,474	\$24,075	\$25,549	75%
Industrial		854	5,992	6,846	63%
Office		22	3,390	3,412	86%
Retail		3,788	6,098	9,886	89%
Small Balance Commercial		85	3,111	3,196	87%
1-4 Family		695	232	926	71%
Total		\$6,918	\$42,898	\$49,816	77%

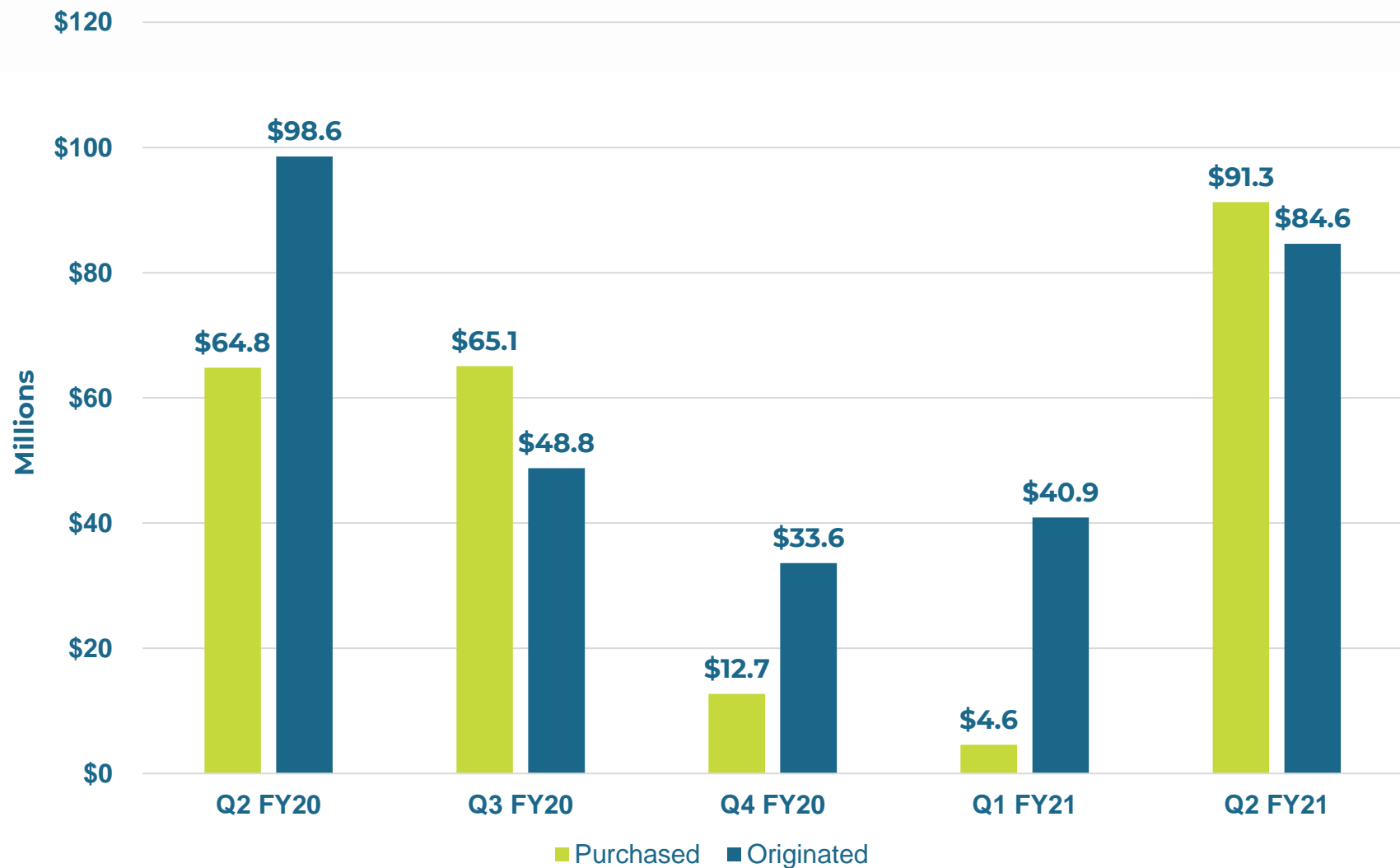
All data as of December 31, 2020, unless otherwise noted.

National Lending Portfolio Roll Forward: Trailing Three Months

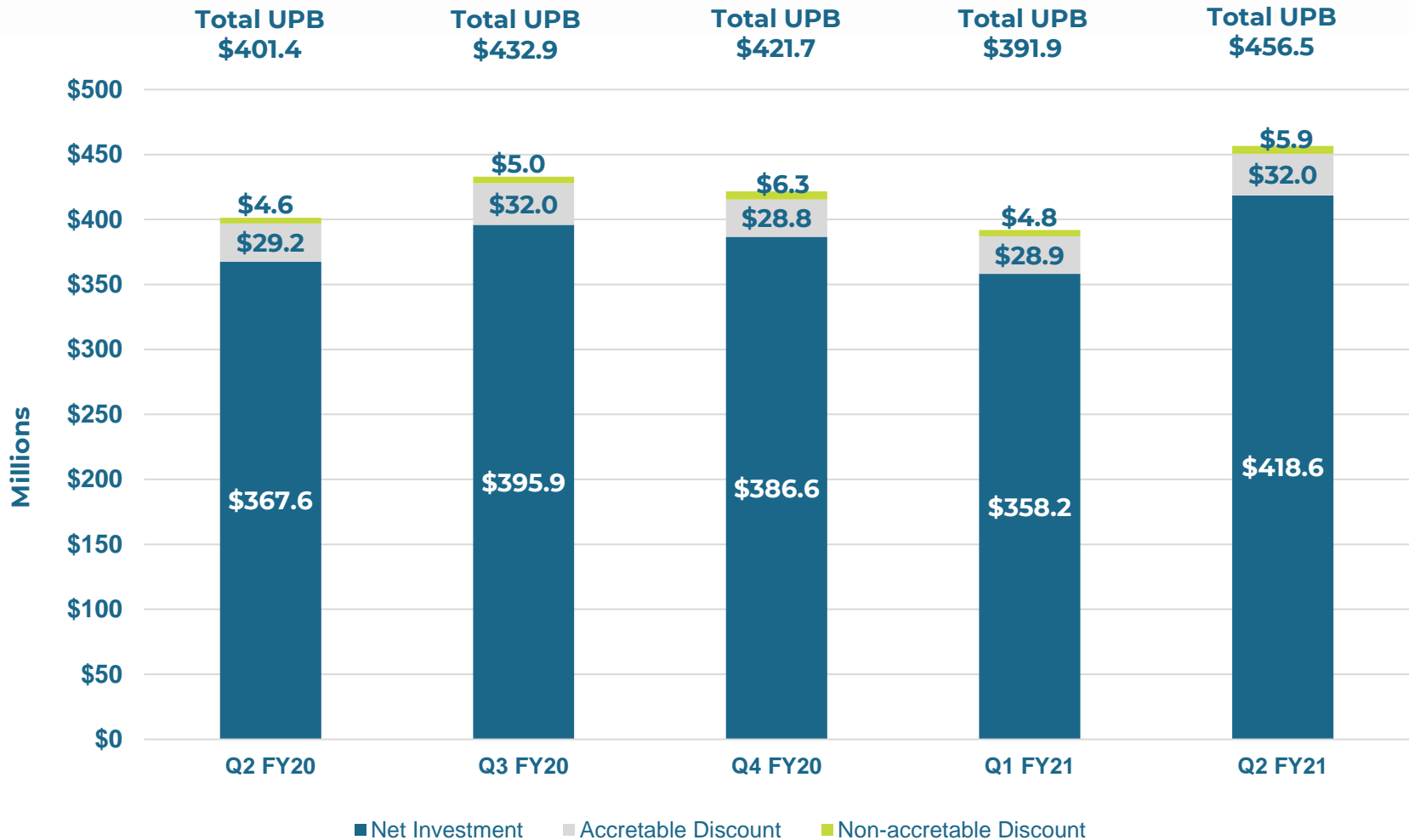


(1) Run-off includes scheduled amortization, principal pay downs and payoffs.

National Lending Activity By Trailing 5 Quarters



Purchased Loan Investment Basis and Discount By Trailing 5 Quarters



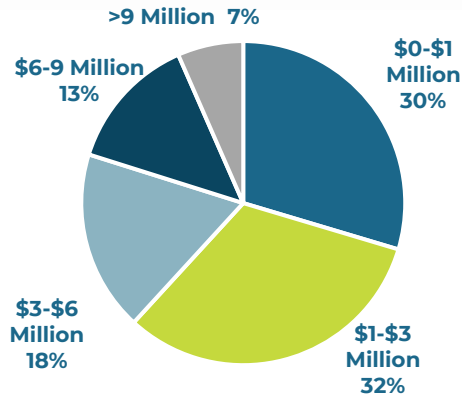
National Lending Portfolio — Q1 FY21 Return Summary⁽¹⁾ as of December 31, 2020

	Purchased	Originated	Total
Regularly Scheduled Interest & Accretion	7.13%	6.87%	6.99%
Accelerated Accretion & Fees Recognized on Loan Payoffs & Gain on Loan Sales	1.93%	0.00%	0.90%
Total	9.06%	6.87%	7.89%

(1) The total return on purchased loans represents scheduled accretion, accelerated accretion, gains on asset sales and gains on real estate owned recorded during the period divided by the average invested balance, which includes loans held for sale, on an annualized basis. The total return does not include the effect of purchased loan charge-offs or recoveries during the period.

National Lending Loan Portfolio Statistics as of December 31, 2020

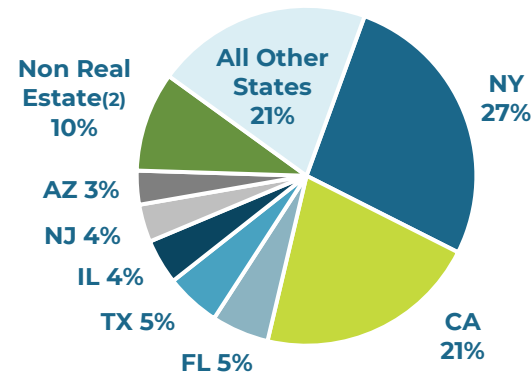
Investment Size



Average investment size of \$675 thousand / loan

Originated: \$2.3 million
Purchased: \$375 thousand

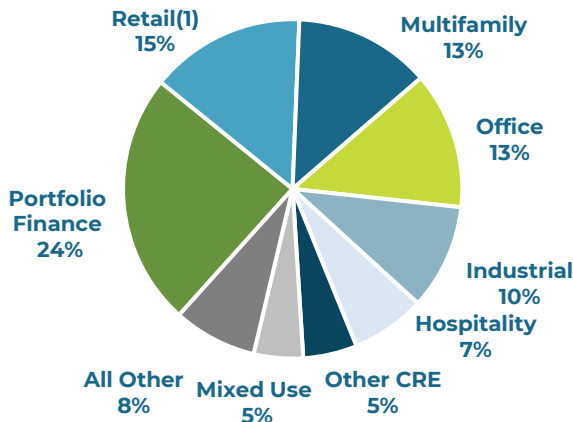
Collateral State



- Geographically diverse with collateral in 46 different states

- CA and NY represent combined 48% of portfolio

Collateral Type

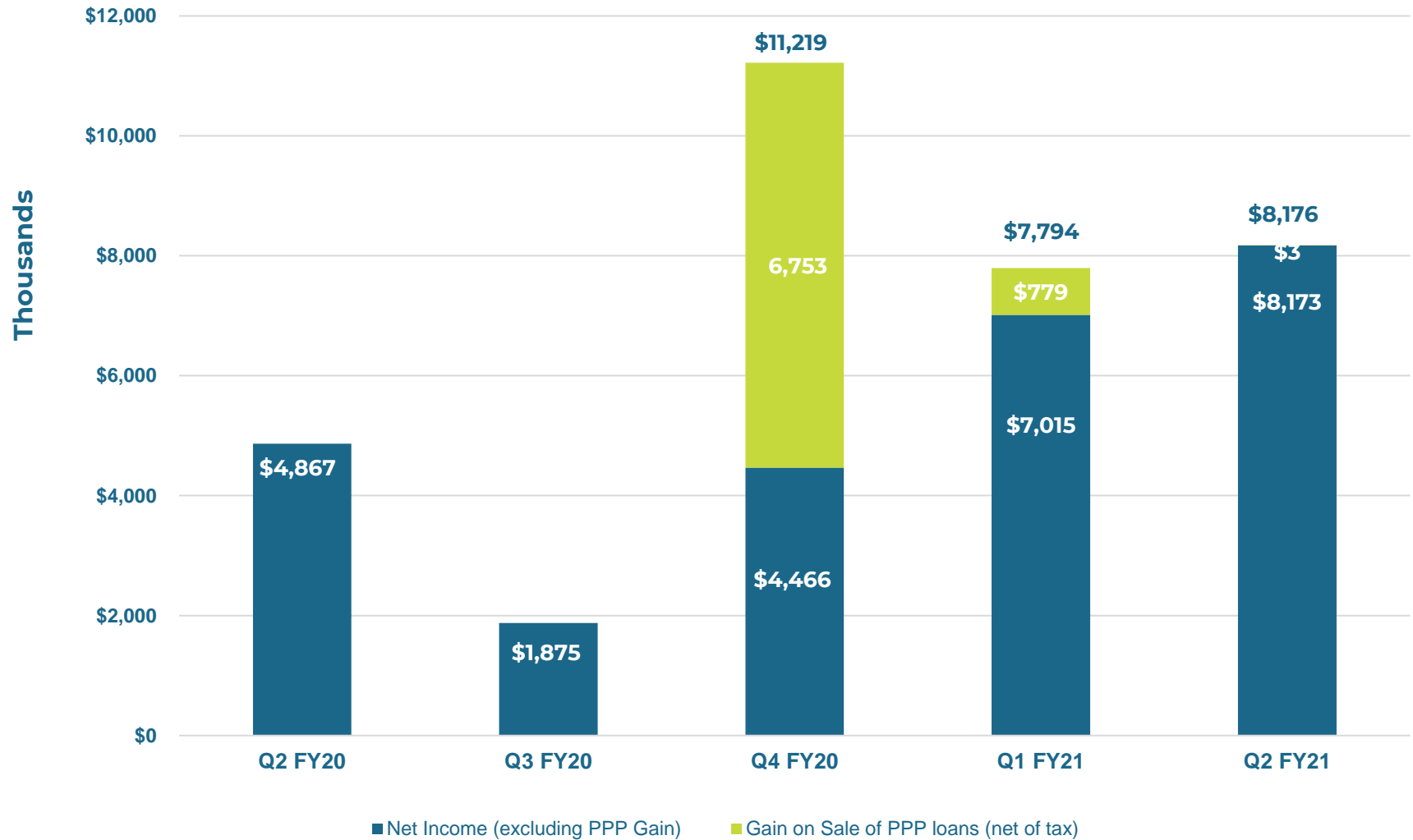


Diverse collateral types focused primarily in five major real estate sectors: office, industrial, retail/mixed use, hospitality, and multifamily

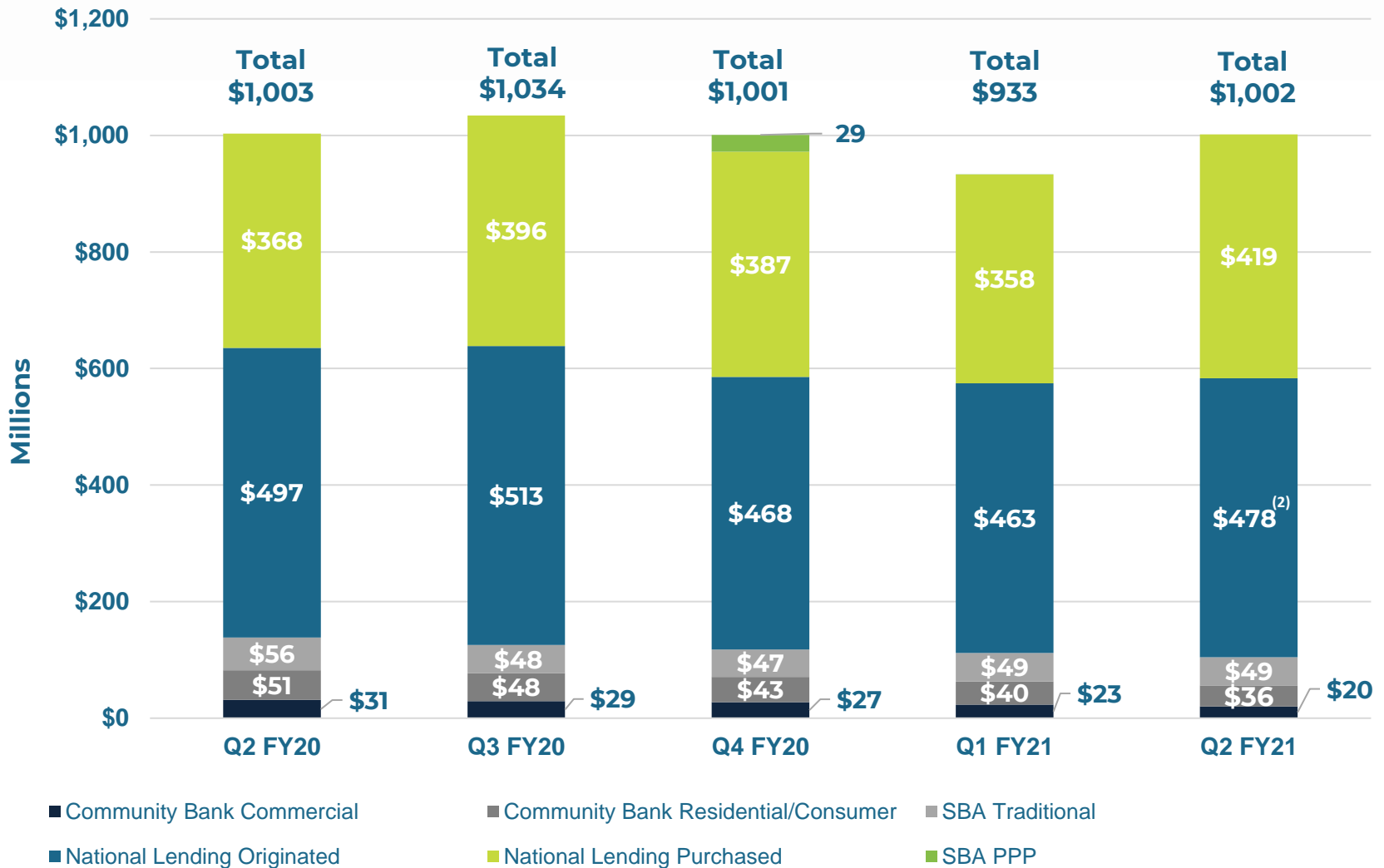
(1) Includes traditional and non-traditional retail, such as restaurants and gas stations.

(2) 79% of the 10% Non Real Estate total represents Portfolio Finance loans consisting of various collateral types in various locations.

Net Income for Trailing 5 Quarters



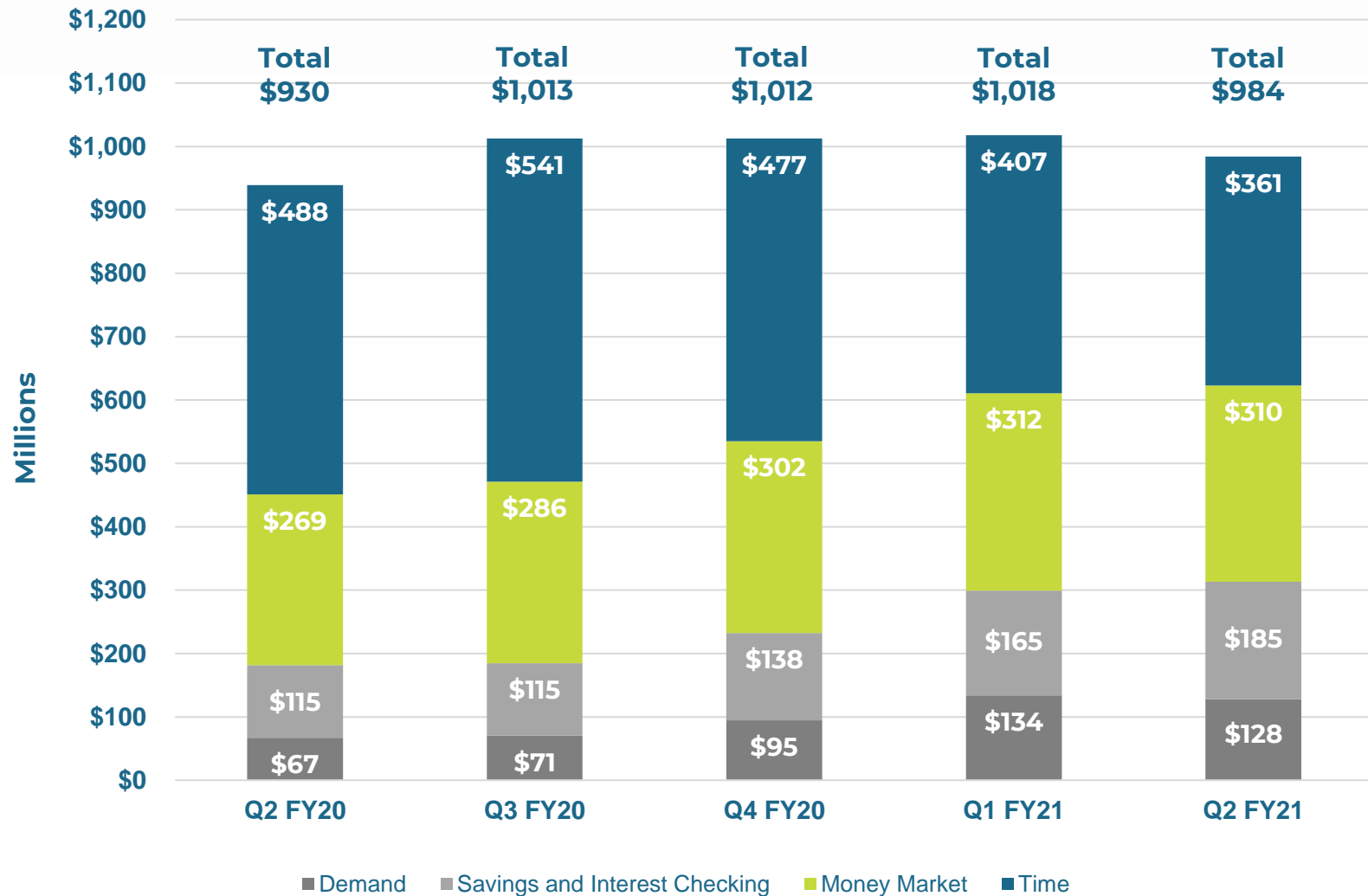
Loan Mix As of Trailing 5 Quarter Ends⁽¹⁾



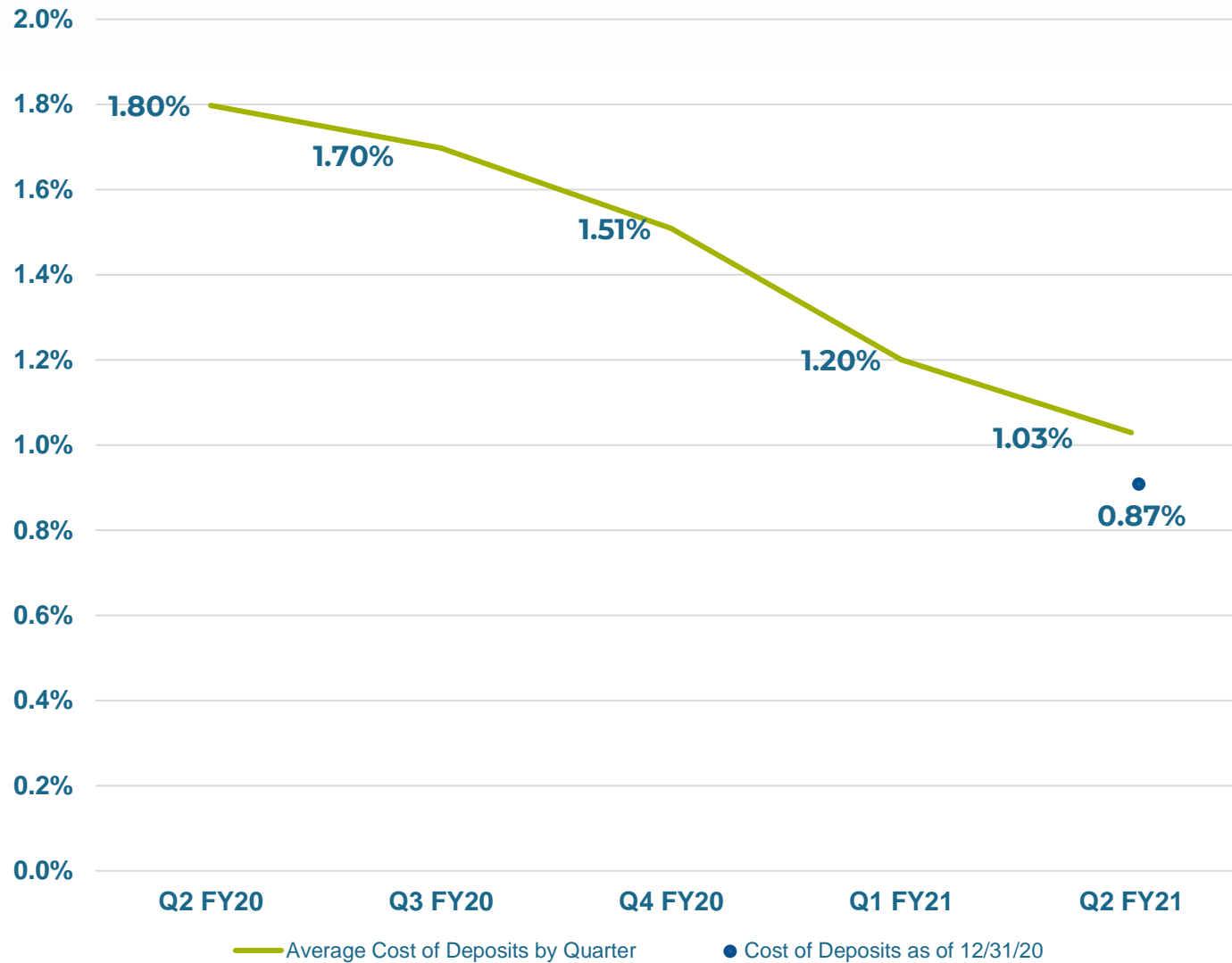
(1) Includes loans held for sale.

(2) 89% of the National Lending Originated portfolio had a floor, with a weighted average floor of 6.86% as of December 31, 2020.

Deposit Mix By Trailing 5 Quarter Ends



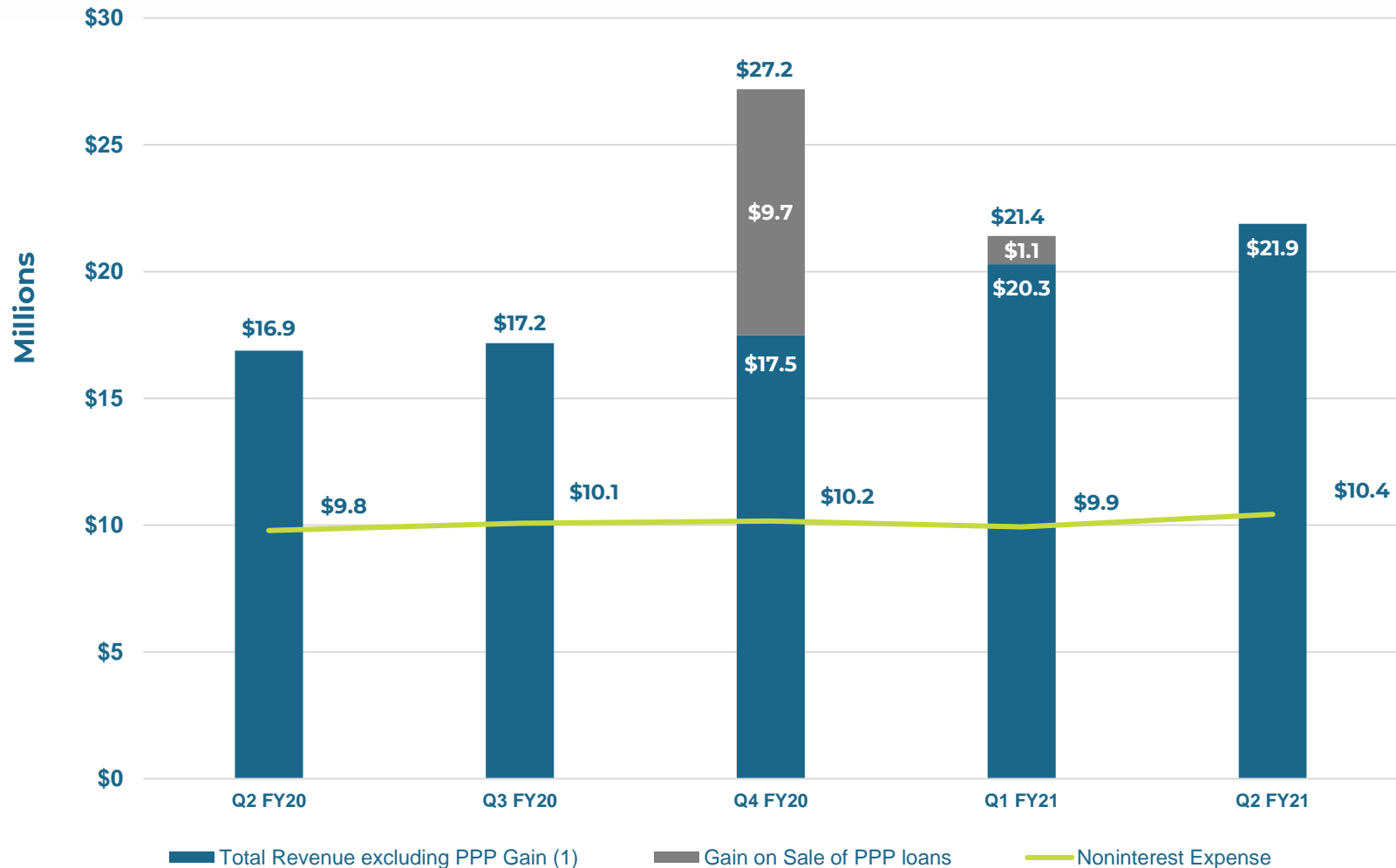
Quarterly Cost of Deposits



Time Deposit Interest Expense

	Amount Maturing	Weighted Average Rate	Annual Interest Expense
<i>Dollars in thousands</i>			
Quarter Ending March 31, 2021	\$125,320	2.09%	\$2,619
ableBanking	67,038	2.33%	1,562
Bulletin Board	38,011	1.96%	744
Community Bank	20,271	1.54%	313
Quarter Ending June 30, 2021	27,865	1.74%	483
ableBanking	2,137	1.32%	28
Bulletin Board	13,873	2.45%	340
Community Bank	11,855	0.97%	115
Quarter Ending September 30, 2021	44,300	2.09%	927
ableBanking	9,276	1.28%	119
Bulletin Board	9,746	3.05%	298
Community Bank	25,278	2.02%	510
Quarter Ending December 31, 2021	79,101	1.36%	1,073
ableBanking	19,965	1.72%	344
Bulletin Board	45,566	1.14%	518
Community Bank	13,570	1.56%	211
Total	\$276,586	1.84%	\$5,102

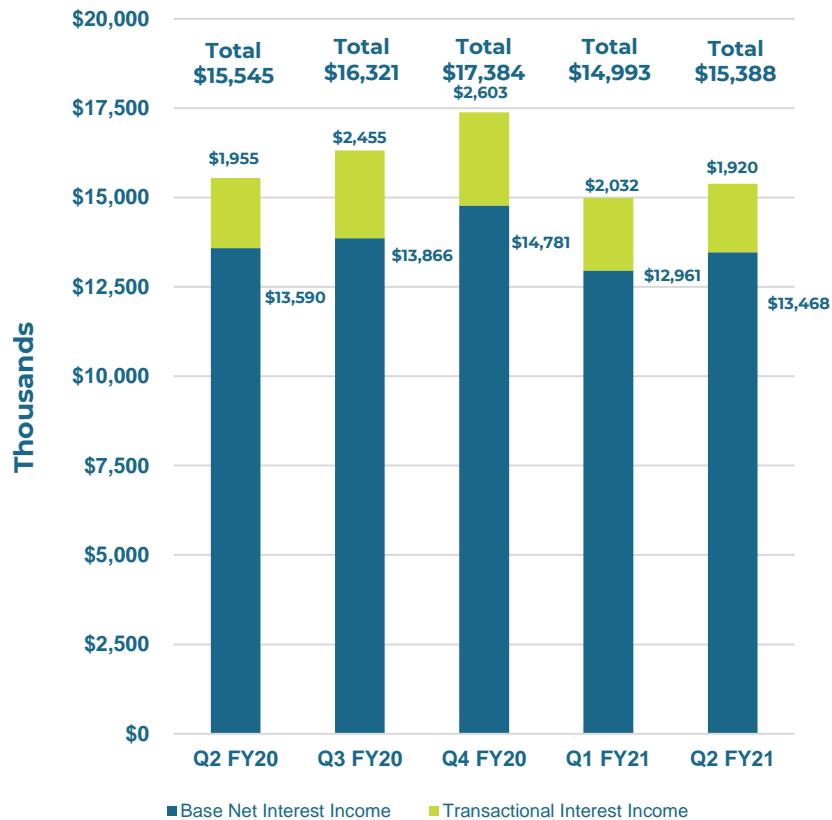
Revenue and Noninterest Expense for Trailing 5 Quarters



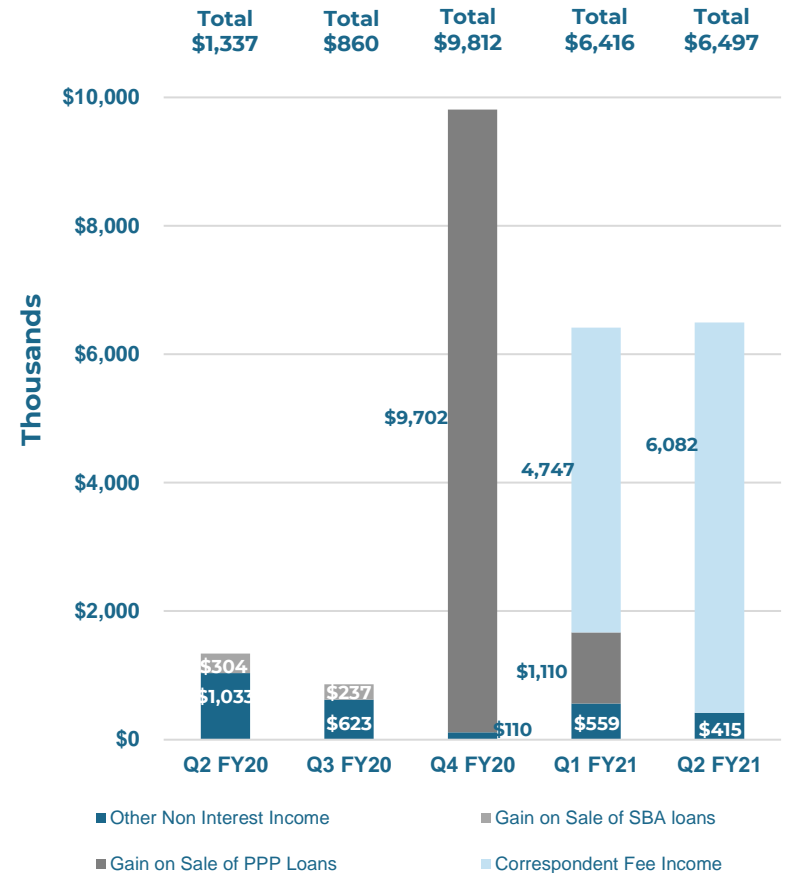
(1) Total Revenue includes net interest income before loan loss provision (credit) and noninterest income.

Key Components of Income For Trailing 5 Quarters

Net Interest Income Before Loan Loss Provision

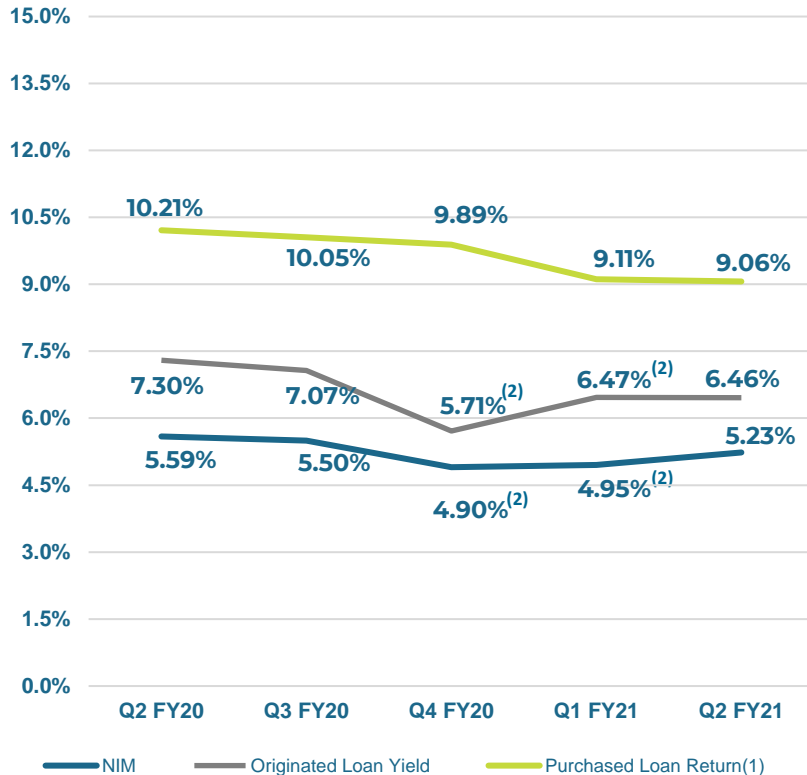


Noninterest Income

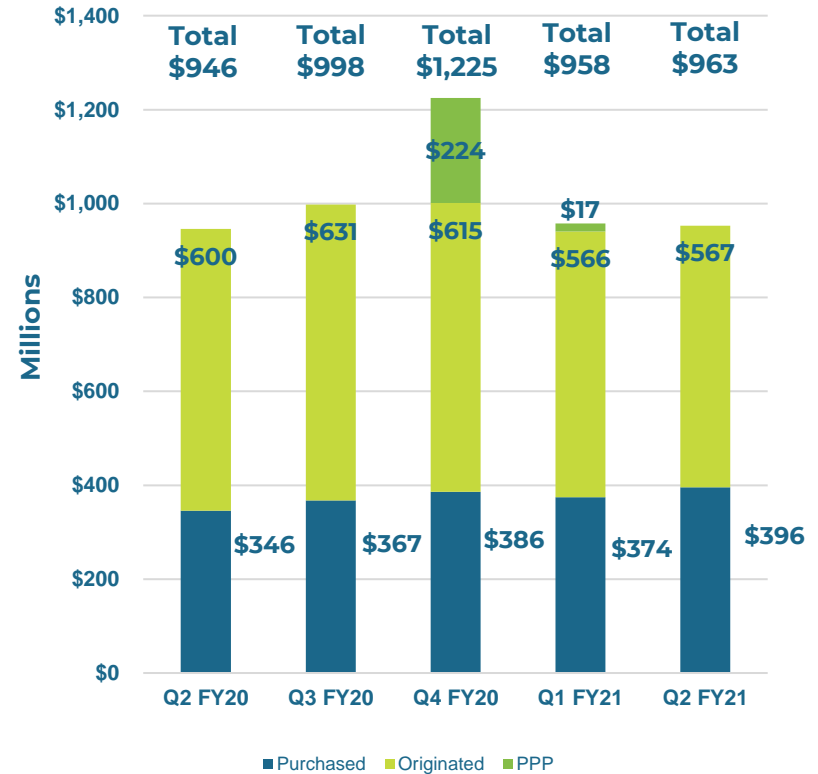


Loan Performance & Average Loan Balance For Trailing 5 Quarters

Loan Performance



Average Loan Balance for Trailing 5 Quarters⁽³⁾



- (1) Purchased loan return includes purchased loan yield, as well as gain on loan sales, gain on sale of real estate owned and other noninterest income.
- (2) NIM and Originated Loan Yield excluding PPP loans were 5.00% and 6.60% for Q1 FY21, respectively, and 5.34% and 6.77% for Q4 FY20, respectively.
- (3) Includes loans held for sale.