

# FY 2021 Q3 Investor Call

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April 22, 2021

# Forward-Looking Statement

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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 ongoing 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; 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

	Q3 FY21	YTD FY21
<b>Total Loan Volume</b>	<b>\$2.36 billion</b>	<b>\$2.61 billion</b>
<b>National Lending:</b>		
Purchased Loans	\$39.9 million invested on \$42.5 million of UPB <sup>(1)</sup> (93.8% purchase price)	\$135.8 million invested on \$146.1 million of UPB <sup>(1)</sup> (92.9% purchase price)
Originated Loans <sup>(2)</sup>	\$69.3 million	\$194.8 million
Weighted Average Rate as of 3/31/2021 <sup>(3)</sup>	6.31%	6.40%
<b>SBA PPP Loans Originated</b>	<b>\$2.25 billion</b>	<b>\$2.27 billion</b>
<b>SBA PPP Loans Sold</b>	<b>\$2.14 billion</b>	<b>\$2.20 billion</b>
<b>Gain on Sale of PPP Loans</b>	<b>\$33.0 million</b>	<b>\$34.1 million</b>
<b>Correspondent Fee Income</b>	<b>\$6.0 million</b>	<b>\$16.8 million</b>
<b>Average Cost of Deposits<sup>(4)</sup></b>	<b>0.54%</b>	<b>0.89%</b>
Net Interest Margin	3.93%	4.58%
Net Interest Margin excluding PPP <sup>(5)</sup>	5.06%	5.10%
Purchased Loan Return <sup>(6)</sup>	8.48%	8.88%
Earnings	\$34.2 million	\$50.1 million
EPS (Diluted)	\$4.06	\$6.01
Return on Equity	71.06%	37.22%
Return on Assets	6.99%	4.52%

(1) Unpaid principal balance.

(2) National Lending originations during Q3 FY21 and YTD FY21 were 100% and 99% variable rate, respectively, all of which were Prime rate based.

(3) Q3 FY21 and YTD FY21 National Lending originations had a weighted average floor rate of 6.31% and 6.39%, respectively.

(4) Average cost of deposits for Q1 FY21 and Q2 FY21 were 1.20% and 1.03%, respectively.

(5) NIM excluding PPP for Q3 FY21 and YTD FY21 removes the effects of the following: PPP loan interest income of \$2.6 million and \$2.6 million, interest income on short-term investments of \$29 thousand and \$32 thousand, PPPLF interest expense of \$300 thousand and \$302 thousand, brokered CD interest expense of \$99 thousand and \$99 thousand, average PPP loan balances of \$481.9 million and \$164.1 million, and short-term investments average balance related to PPP collection account of \$121.7 million and \$42.6 million, respectively.

(6) Purchased loan return for Q3 FY21 and YTD FY21 included \$1.7 million and \$5.7 million of transactional income, respectively.

# Q3 Correspondent Fee Income Summary

## Q3 Correspondent Fee Income Summary

Income Source	Amount Recognized
	<i>In thousands</i>
Correspondent Fee	\$1,098
Amortization of Purchased Accrued Interest	922
Earned Net Servicing Interest	3,950
<b>Total Correspondent Fee Income</b>	<b>\$5,970</b>

## Correspondent Fee Summary

Quarter	PPP Loans Purchased by Loan Source	Correspondent Fee	Purchased Accrued Interest <sup>(1)</sup>	Total <sup>(2)</sup>
				<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
Q3 FY 2021	2,141,900	-	598	598
<b>Total</b>	<b>\$6,860,400</b>	<b>\$8,734</b>	<b>\$7,856</b>	<b>\$16,590</b>
Less amounts recognized in Q3 FY 2021	N/A	1,098	922	2,020
Income Recognized - To Date	N/A	1,903	891	2,794
<b>Remainder to be Recognized</b>	<b>N/A</b>	<b>\$5,733</b>	<b>\$6,043</b>	<b>\$11,776</b>

(1) Northeast Bank's share

(2) Expected to be recognized into income over approximate life of loans

# Loan Portfolio Summary

Loan Portfolio	# of Loans	Total Balance	Average Balance	WA LTV
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*Dollars in thousands*

## National Lending

Purchased Loans <sup>(1)</sup>	1,069	\$433,497	\$406	47%(3)
Direct Originated Loans	142	256,147	1,804	50%
Portfolio Finance Loans	61	216,926	3,556	47%(4)
<b>SBA and USDA Loans<sup>(2)</sup></b>	128	44,010	344	78%

## Community Banking Division

Commercial Loans	214	21,047	98	46%
Residential and Consumer Loans	640	31,323	49	66%
<b>Total</b>	<b>2,254</b>	<b>\$1,002,950</b>	<b>\$445</b>	<b>50%</b>

(1) Total balance of \$433.5 million is equal to unpaid principal balance of \$471.8 million, net of \$38.3 million purchased loan discount.

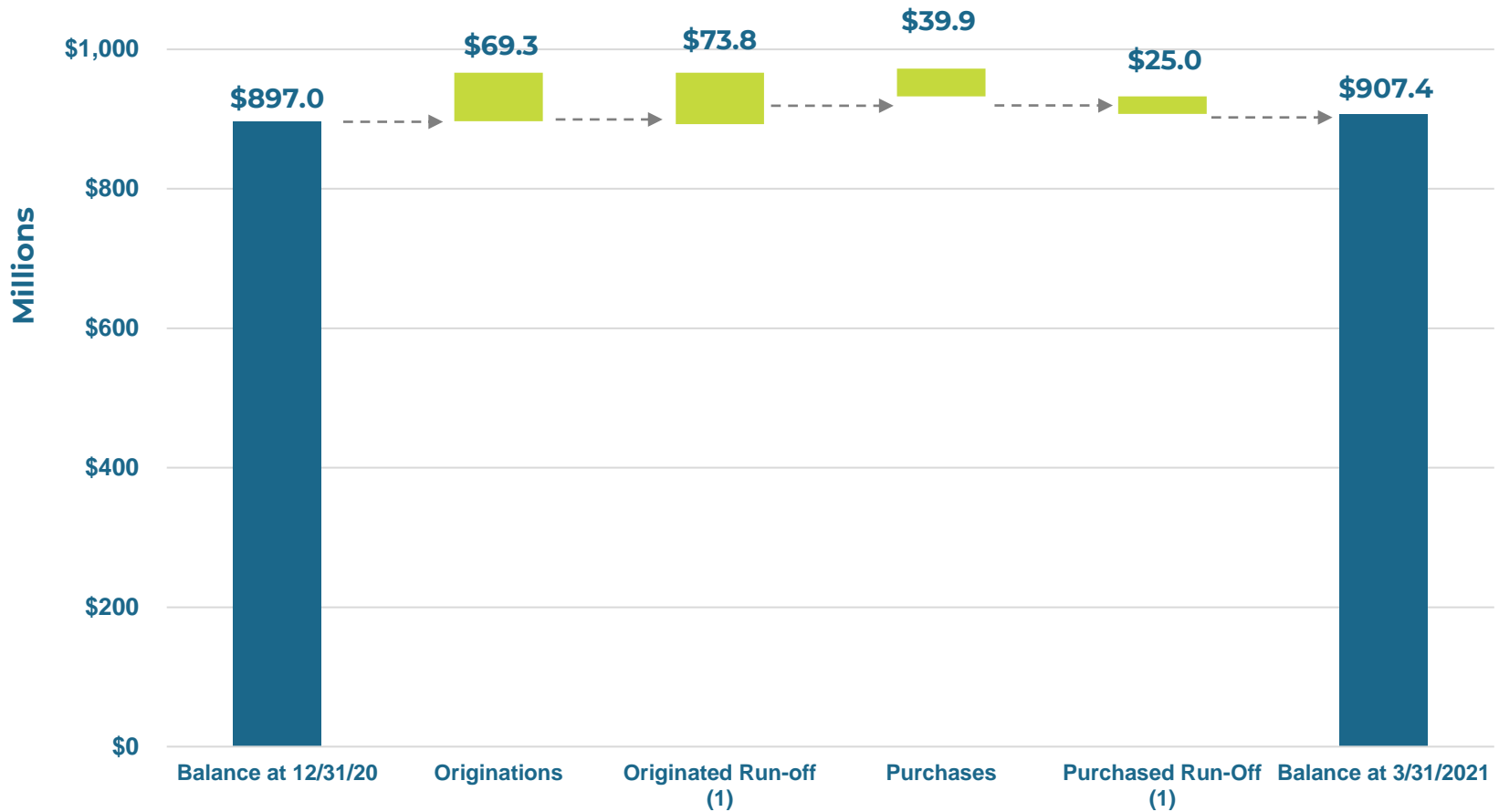
(2) Total loan balance of \$44.0 million is comprised of \$6.9 million of the guaranteed portion and \$37.1 million of the unguaranteed portion of loans.

(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.

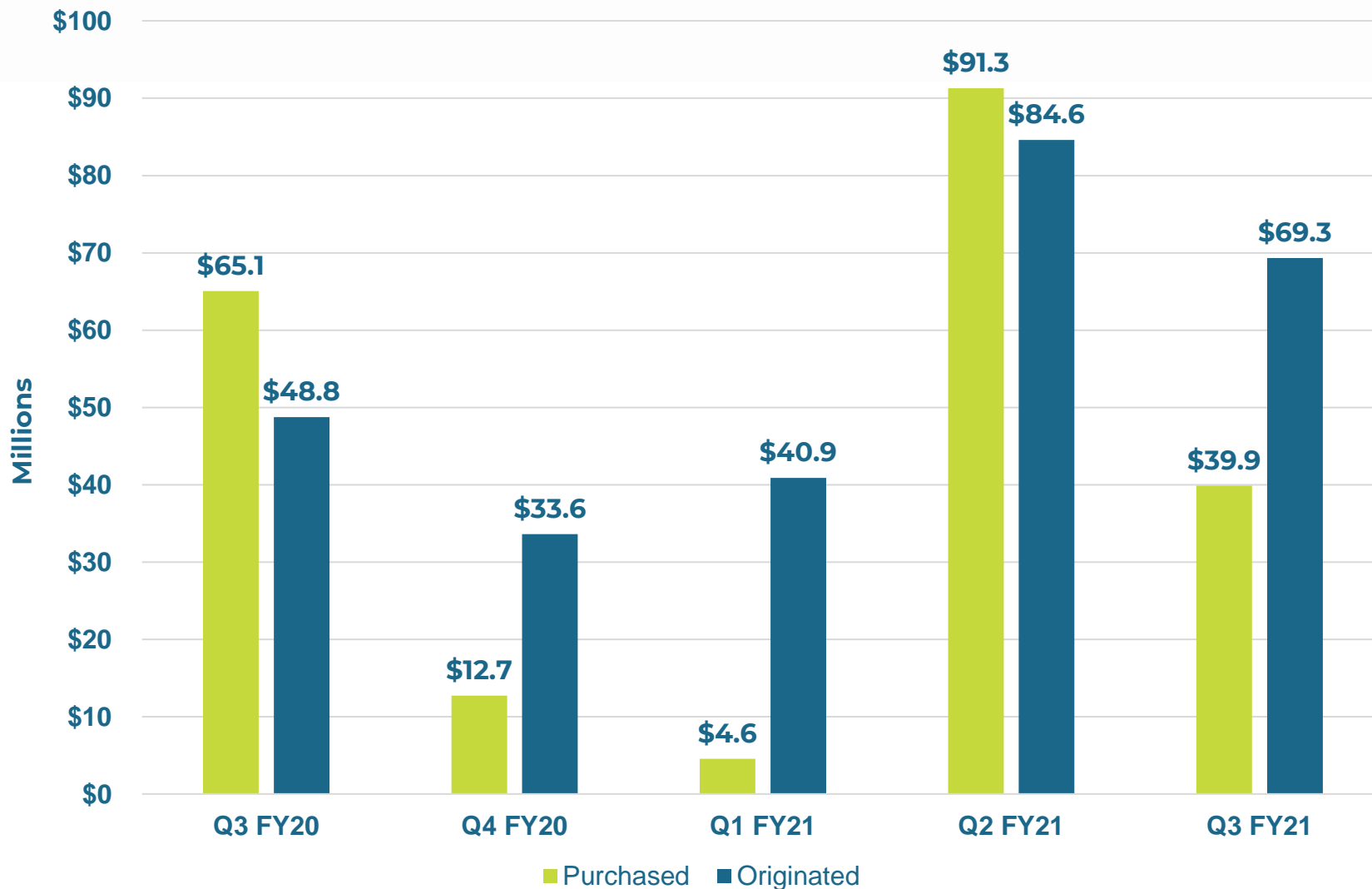
Loan balances exclude net deferred fees and costs.

# National Lending Portfolio Roll Forward: Trailing Three Months



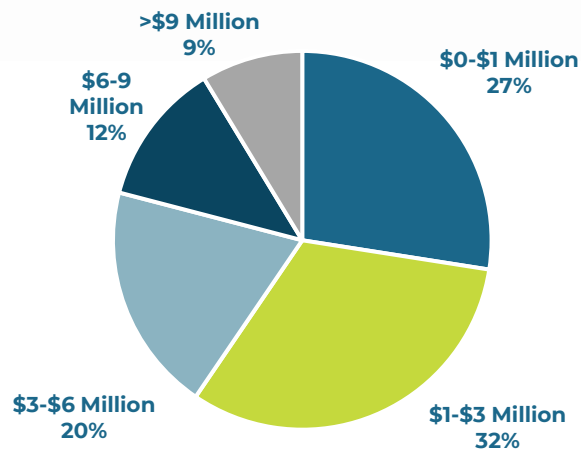
(1) Run-off includes scheduled amortization, principal pay downs and payoffs.

# National Lending Activity By Trailing 5 Quarters

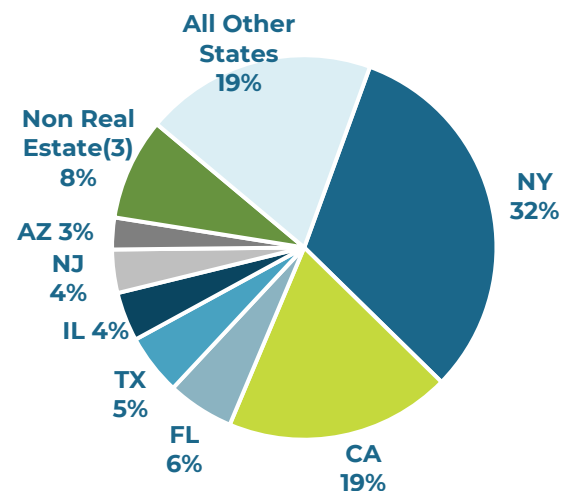


# National Lending Loan Portfolio Statistics as of March 31, 2021

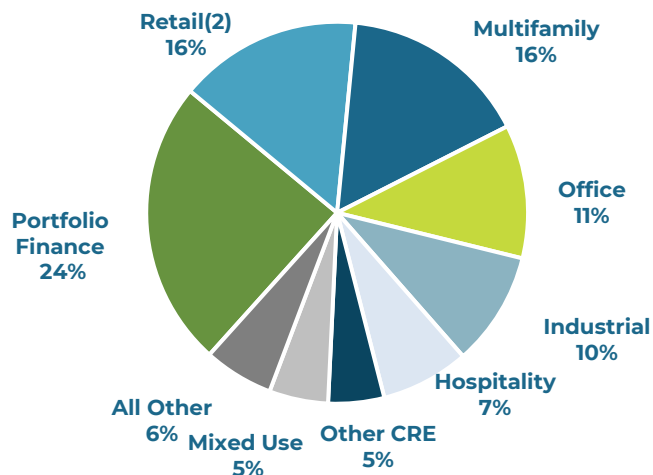
## Investment Size <sup>(1)</sup>



## Collateral State (45 States)



## Collateral Type



(1) Average investment size of \$712 thousand/loan; originated average: \$2.3 million/loan and purchased average: \$406 thousand/loan

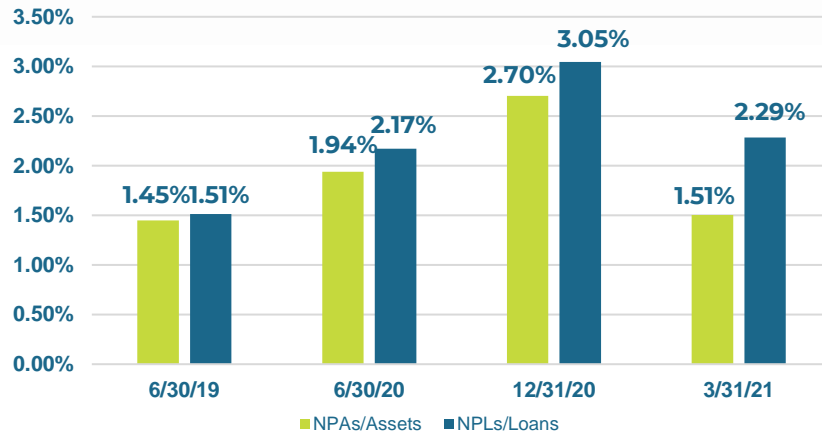
(2) Includes traditional and non-traditional retail, such as restaurants and gas stations.

(3) 82% of the 8% Non Real Estate total represents Portfolio Finance loans consisting of various collateral types in various locations.

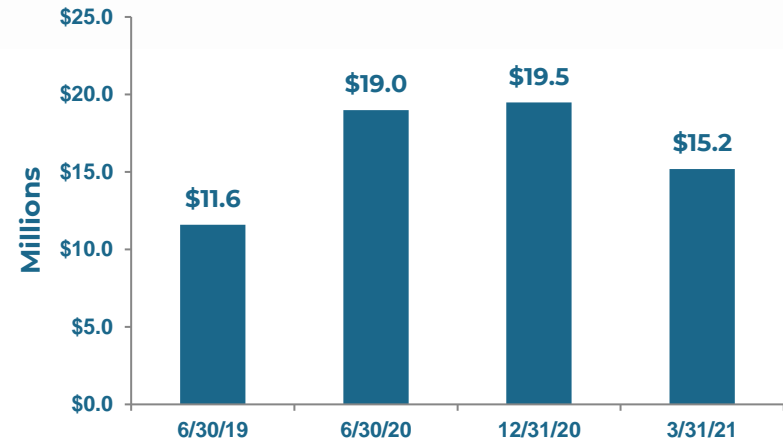


# Asset Quality Metrics

## NPAs / Total Assets & NPLs / Total Loans



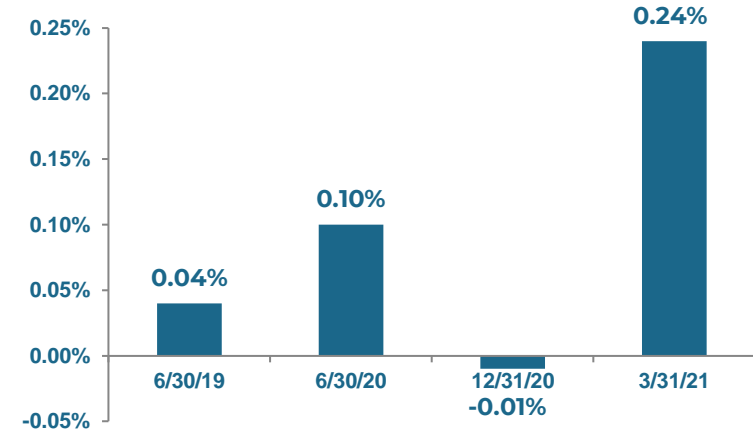
## Classified Commercial Loans<sup>(1)</sup>



## Allowance for Loan Losses / Gross Loans



## NCOs / Average Loans<sup>(3)</sup>



(1) Classified loans includes commercial real estate and commercial and industrial loans risk rated under the Bank's internal loan rating system.

(2) Represents allowance on originated loans divided by total originated loans.

(3) 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.

# COVID-19 Modification Summary — Full Payment Deferral

## Status as of March 31, 2021

Deferral Start Month	Original Deferral	Currently in Deferral	Current	30-59 DPD	60-89 DPD	90+ DPD
<i>In millions</i>						
March	\$8.6	\$0.0	\$8.5	\$0.0	\$0.1	\$0.0
April	75.8	9.6	65.4	0.4	0.3	0.1
May	28.1	0.6	27.5	0.0	0.0	0.0
June	9.5	1.2	7.2	0.0	0.0	1.1
July	2.1	0.0	0.5	0.0	1.6	0.0
September	0.1	0.0	0.1	0.0	0.0	0.0
October	8.4	1.3	7.0	0.1	0.0	0.0
November	2.3	0.0	2.3	0.0	0.0	0.0
December <sup>1</sup>	1.0	0.0	0.9	0.1	0.0	0.0
January <sup>1</sup>	2.7	0.0	2.7	0.0	0.0	0.0
February	<u>3.5</u>	<u>1.2</u>	<u>2.3</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>
<b>Grand Total</b>	<b>\$142.1</b>	<b>\$13.9</b>	<b>\$124.4</b>	<b>\$0.6</b>	<b>\$2.0</b>	<b>\$1.2</b>
December	<u>\$142.7</u>	<u>\$26.4</u>	<u>\$113.5</u>	<u>\$0.1</u>	<u>\$0.4</u>	<u>\$2.3</u>
Change	(\$0.6)	(\$12.5)	\$10.9	\$0.5	\$1.6	(\$1.1)

(1) Amounts represent balances as of March 31, 2021, 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 March 31, 2021

I/O Start Month	Original Deferral	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	15.2	2.9	15.1	0.0	0.0	0.1
May	18.9	1.2	18.9	0.0	0.0	0.0
June	8.9	8.9	8.8	0.1	0.0	0.0
July	0.6	0.6	0.6	0.0	0.0	0.0
October	0.6	0.0	0.6	0.0	0.0	0.0
November	0.1	0.1	0.1	0.0	0.0	0.0
January	<u>0.9</u>	<u>0.9</u>	<u>0.9</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>
<b>Grand Total</b>	<b>\$46.7</b>	<b>\$14.6</b>	<b>\$46.5</b>	<b>\$0.1</b>	<b>\$0.0</b>	<b>\$0.1</b>
December	<u>\$46.6</u>	<u>\$6.7</u>	<u>\$46.3</u>	<u>\$0.2</u>	<u>\$0.1</u>	<u>\$0.0</u>
Change	\$0.1	\$7.9	\$0.2	(\$0.1)	(\$0.1)	\$0.1

(1) Amounts represent balances as of March 31, 2021, 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.

# Nonperforming Assets Turnover – Quarter ended March 31, 2021

	Nonperforming Loans	REO	Total	FMV of Collateral	LTV	Notes
	<i>(Dollars in Millions)</i>					
<b>12/31/2020 Balance</b>	<b>\$30,510</b>	<b>\$2,866</b>	<b>\$ 33,376</b>			
<b>NPL Additions:</b>						
#1	2,378	-	2,378	2,814	85%	2 restaurants in NC
#2	1,091	-	1,091	1,464	75%	Office space in TX
Other - Various	1,207	-	1,207			< \$300 thousand NIB - 14 loans
<b>Total Additions:</b>	<b>4,676</b>	<b>-</b>	<b>4,676</b>			
<b>NPL Resolutions:</b>						
#1	(6,000)	-	(6,000)			High-end townhouse in NY; Paid off in January in full
#2	(2,650)	-	(2,650)			Mixed-use retail/office space in NY; Paid off in March in full
#3	(19)	19	-			Restaurant in NM
Other - Various	(3,594)	-	(3,594)			10 loans (totaling \$1.9 million) returned to accrual; 4 loans with charge-offs (totaling \$890 thousand); 4 loans (totaling \$375 thousand) paid off; paydowns
<b>Total Resolutions:</b>	<b>(12,263)</b>	<b>19</b>	<b>(12,244)</b>			
<b>3/31/2021 Balance:</b>	<b>\$22,923</b>	<b>\$2,885</b>	<b>\$25,808</b>			

# Allowance Allocation

Loan Segment	Total Loan Balances at March 31, 2021	Total Reserves at March 31, 2021	ALL / Total Loans at March 31, 2021	Total Reserves at June 30, 2020	ALL / Total Loans at June 30, 2020	Total Reserves at March 31, 2020	ALL / Total Loans at March 31, 2020
<i>Dollars in thousands</i>							
<b>National Lending Purchased<sup>(1)</sup></b>	<b>\$433,497</b>	<b>\$420</b>	<b>0.10%</b>	<b>\$689</b>	<b>0.18%</b>	<b>\$532</b>	<b>0.13%</b>
Originated Loans:							
C&I (Portfolio Finance primarily)	221,947	1,181	0.53%	957	0.46%	1,134	0.46%
Commercial Real Estate	245,064	2,426	0.99%	2,077	0.79%	2,045	0.76%
SBA and USDA:							
- Guaranteed	6,894	-	0.00%	-	0.00%	-	0.00%
- Unguaranteed	35,817	4,479	12.51%	4,977	11.90%	4,585	10.64%
1-4 Family Residential	58,372	282	0.48%	449	0.68%	478	0.67%
Consumer	1,217	32	2.63%	29	1.84%	35	1.75%
<b>Total Originated Loans</b>	<b>569,311</b>	<b>8,400</b>	<b>1.48%</b>	<b>8,489</b>	<b>1.45%</b>	<b>8,277</b>	<b>1.30%</b>
<b>Total Loans</b>	<b>\$1,002,808</b>	<b>\$8,820</b>	<b>0.88%</b>	<b>\$9,178</b>	<b>0.94%</b>	<b>\$8,809</b>	<b>0.85%</b>

(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>	<i>Balance</i>	<i>WA LTV</i>	<i>Balance</i>	<i>WA LTV</i>	<i>Balance</i>	<i>WA LTV</i>	<i>Balance</i>	<i>WA LTV</i>
<b>1-4 Family</b>		\$28,856	52%	\$19,955	55%	\$8,297	33%	\$57,108	50%
<b>Hospitality</b>		47,488	52%	22,863	54%	19,673	46%	90,024	51%
<b>Industrial</b>		22,754	50%	20,304	49%	71,793	44%	114,851	46%
<b>Land and Construction</b>		245	39%	2,000	30%	7,673	47%	9,918	43%
<b>Mixed Use</b>		23,329	56%	41,820	46%	21,497	46%	86,646	49%
<b>Multi Family</b>		23,941	49%	33,323	50%	131,896	45%	189,160	47%
<b>Office</b>		35,468	52%	19,035	58%	74,896	51%	129,399	52%
<b>Retail</b>		68,312	52%	20,140	44%	94,753	51%	183,205	51%
<b>Small Balance Commercial</b>		5,754	29%	37,486	34%	3,019	39%	46,259	34%
<b>Total</b>		<b>\$256,147</b>	<b>50%</b>	<b>\$216,926</b>	<b>47%</b>	<b>\$433,497</b>	<b>47%</b>	<b>\$906,570</b>	<b>48%</b>

All data as of March 31, 2021, unless otherwise noted. Loan balances exclude net deferred fees and costs.

# National Lending Portfolio — Weighted Average LTV By Bucket

National Lending Portfolio	<40%	40-49%	50-59%	60-69%	70-79%	≥80%	Total
<i>Dollars in thousands</i>							
<b>Purchased Loans</b>	\$152,986	\$84,345	\$72,831	\$72,637	\$39,940	\$10,758	\$433,497
<b>Direct Originated Loans</b>	82,398	31,745	41,422	69,126	21,841	9,615	256,147
<b>Portfolio Finance Loans</b>	56,519	46,593	97,099	16,715	-	-	216,926
<b>Total</b>	<b>\$291,903</b>	<b>\$162,683</b>	<b>\$211,352</b>	<b>\$158,478</b>	<b>\$61,781</b>	<b>\$20,373</b>	<b>\$906,570</b>
<b>% of Total</b>	<b>32%</b>	<b>18%</b>	<b>23%</b>	<b>18%</b>	<b>7%</b>	<b>2%</b>	<b>100%</b>

# National Lending Purchased Portfolio — Further Analysis

## National Lending Purchased Portfolio

## Origination Year

<i>Dollars in thousands</i>	<b>Pre-2009</b>	<b>2009-2015</b>	<b>2016 and later</b>	<b>Total</b>
<b>Current Basis</b>	\$201,999	\$137,701	\$93,797	<b>\$433,497</b>
<b># of Loans</b>	694	222	152	<b>1,068</b>
<b>% of Portfolio</b>	46%	32%	22%	<b>100%</b>
<b>Original Principal Balance</b>	\$447,545	\$221,564	\$124,453	<b>\$793,562</b>
<b>Current Principal Balance</b>	221,993	148,094	101,692	<b>471,779</b>
<b>% Principal Paid Down Since Origination</b>	50%	33%	18%	<b>41%</b>
<b>Current Basis / Original Principal</b>	45%	62%	75%	<b>55%</b>

All data as of March 31, 2021, unless otherwise noted. Loan balances exclude net deferred fees and costs.



# 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 <sup>(1)</sup>	WA Loan to Underlying RE <sup>(1)</sup>
<b>Total Portfolio Finance Loans</b>	\$216,926			66%	47%
<b>Portfolio Finance Loans with Interest Reserves</b>	172,102	79%	7.4 Months		

## Direct Originated Loans

<i>Dollars in thousands</i>	Balance	% with Interest Reserves	Interest Reserve WA Duration	WA LTV <sup>(1)</sup>
<b>Total Direct Originated Loans</b>	\$256,147			50%
<b>Direct Originated Loans with Interest Reserves</b>	156,473	61%	8.9 Months	

(1) Weighted Average calculations utilize original balance and real estate values at the time of origination. All data as of March 31, 2021, unless otherwise noted. Loan balances exclude net deferred fees and costs.

# Community Banking Division Portfolio by Collateral Type

Collateral Type	Commercial		Consumer		Total	
	<i>Dollars in thousands</i>	<i>Balance</i>	<i>WA LTV</i>	<i>Balance</i>	<i>WA LTV</i>	<i>Balance</i>
<b>1-4 Family</b>		\$2,455	54%	\$28,432	66%	\$30,887
<b>Hospitality</b>		2,883	30%	-	-	2,883
<b>Industrial</b>		636	51%	-	-	636
<b>Land and Construction</b>		366	28%	486	69%	852
<b>Mixed Use</b>		334	81%	-	-	334
<b>Multi Family</b>		3,986	40%	1,976	69%	5,962
<b>Office</b>		5,298	38%	-	-	5,298
<b>Retail</b>		2,999	51%	-	-	2,999
<b>Small Balance</b>		2,080	80%	420	83%	2,500
<b>Unsecured</b>		10	100%	9.00	NAP	19
<b>Total</b>		<b>\$21,047</b>	<b>46%</b>	<b>\$31,323</b>	<b>66%</b>	<b>\$52,370</b>

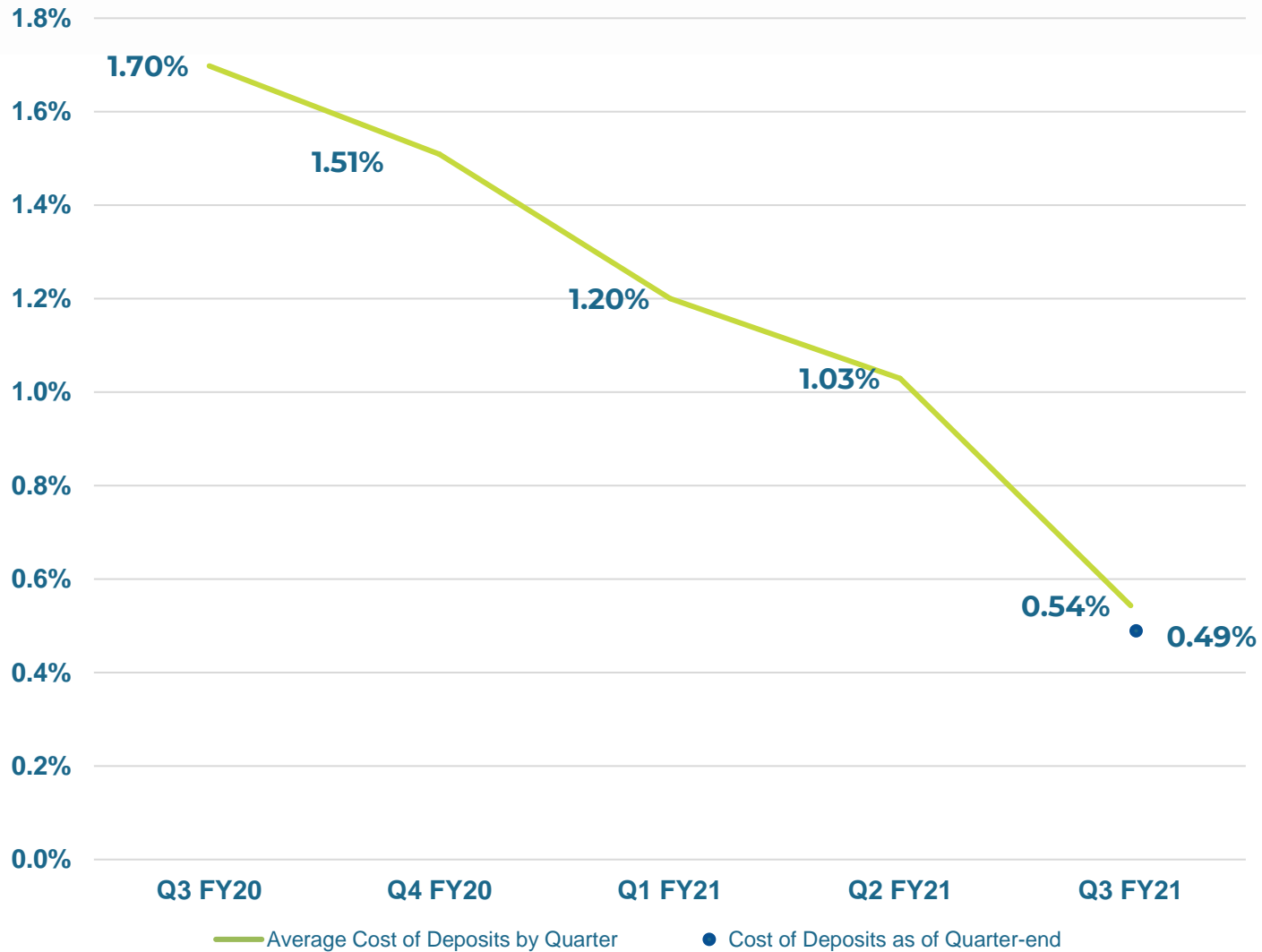
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# SBA and USDA Loans by Collateral Type

Collateral Type	SBA and USDA Loans				
	<i>Dollars in thousands</i>	<b>Guaranteed</b>	<b>Unguaranteed</b>	<b>Total Balance</b>	<b>WA LTV</b>
<b>Hospitality</b>		\$1,477	\$19,987	\$21,463	75%
<b>Industrial</b>		844	4,976	5,820	63%
<b>Office</b>		17	3,363	3,381	86%
<b>Retail</b>		3,785	6,055	9,840	89%
<b>Small Balance Commercial</b>		78	2,504	2,582	87%
<b>1-4 Family</b>		693	231	924	71%
<b>Total</b>		<b>\$6,894</b>	<b>\$37,116</b>	<b>\$44,010</b>	<b>78%</b>

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# Quarterly Cost of Deposits



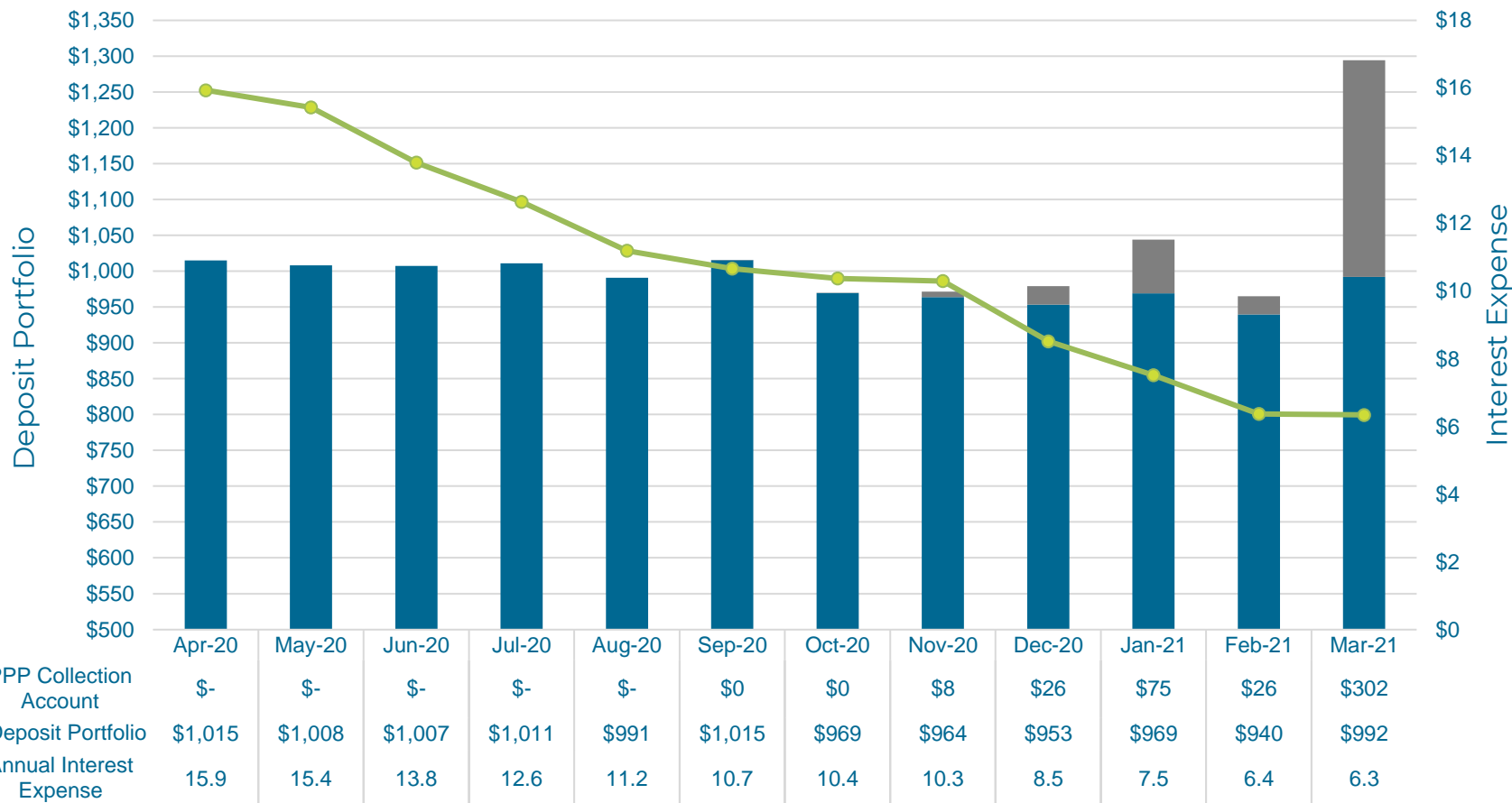
# Deposit Portfolio Changes

By Channels	March 31, 2021			March 31, 2020			Net Change		
	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR
<i>Dollars in thousands</i>									
<b>Community Banking</b>	\$942,795	0.29%	73%	\$447,207	1.02%	44%	\$495,588	111%	-0.73%
<b>ableBanking</b>	223,421	0.79%	17%	311,791	2.15%	31%	(88,370)	-28%	-1.36%
<b>Bulletin Board</b>	128,052	1.49%	10%	250,408	2.26%	25%	(122,356)	-49%	-0.77%
<b>Total</b>	\$1,294,268	0.49%		\$1,009,406	1.68%		\$284,862	28%	-1.19%

By Products	March 31, 2021			March 31, 2020			Net Change		
	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR
<i>Dollars in thousands</i>									
<b>Checking</b>	\$634,742	0.09%	49%	\$148,209	0.29%	15%	\$486,533	328%	-0.20%
<b>Savings</b>	40,471	0.10%	3%	33,906	0.13%	3%	6,565	19%	-0.03%
<b>Money Market</b>	323,027	0.45%	25%	285,897	1.49%	28%	37,130	13%	-1.04%
<b>Certificate of Deposit</b>	296,028	1.46%	23%	541,394	2.26%	54%	(245,366)	-45%	-0.80%
<b>Total</b>	\$1,294,268	0.49%		\$1,009,406	1.68%		\$284,862	28%	-1.19%

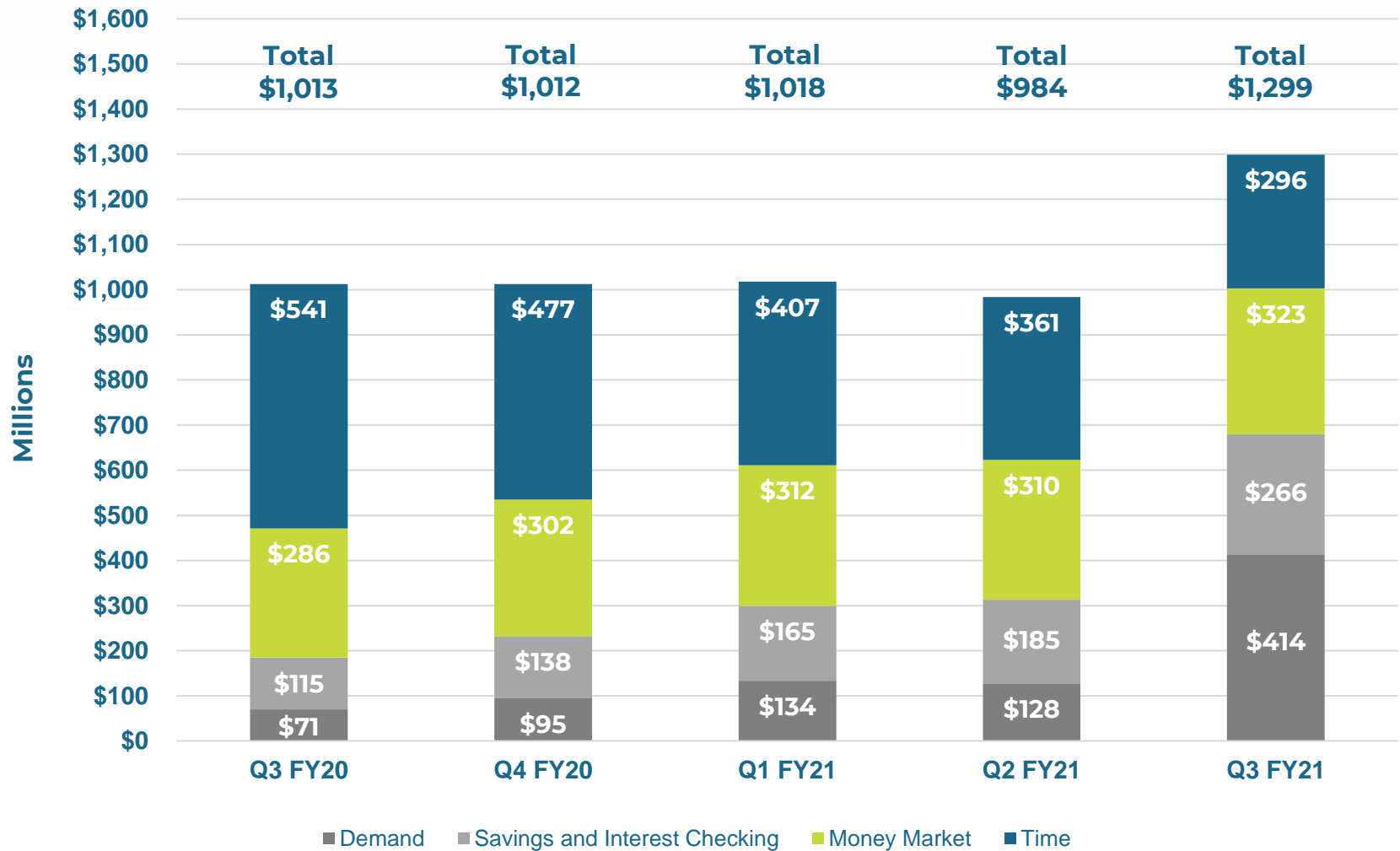
# Deposit Portfolio and Interest Analysis

(\$ Millions)



Note: Above graph excludes \$400 million of brokered CDs at 15 basis points which were outstanding at January and February month-ends to fund PPP originations.

# Deposit Mix By Trailing 5 Quarter Ends

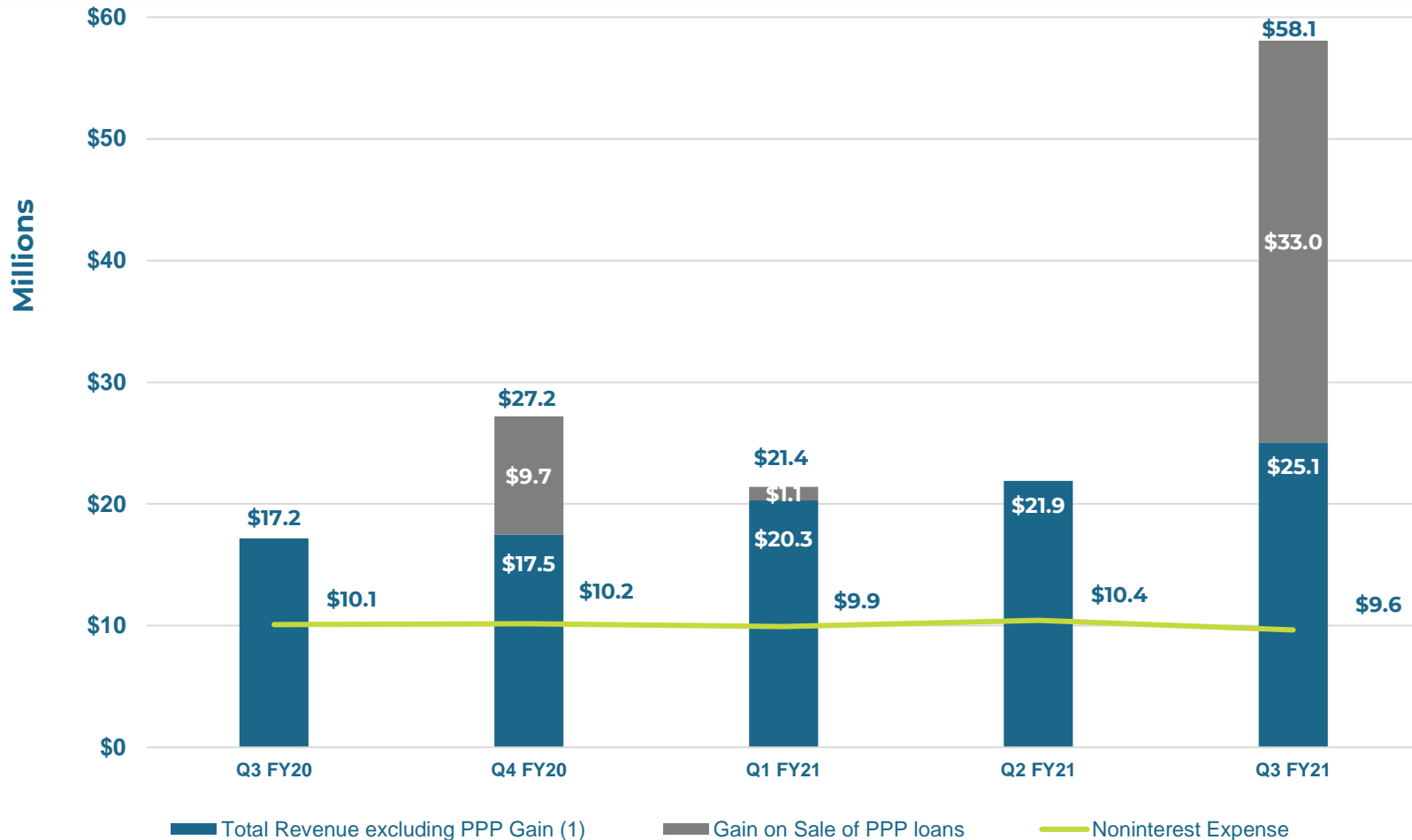


# Time Deposit Interest Expense

	Amount Maturing	Current Weighted Average Rate	Annual Interest Expense
<i>Dollars in thousands</i>			
<b>Quarter Ending June 30, 2021</b>	<b>\$28,512</b>	<b>1.70%</b>	<b>\$486</b>
ableBanking	2,376	1.23%	29
Bulletin Board	14,113	2.42%	341
Community Bank	12,023	0.96%	116
<b>Quarter Ending September 30, 2021</b>	<b>52,430</b>	<b>1.80%</b>	<b>945</b>
ableBanking	10,066	1.21%	122
Bulletin Board	12,666	2.41%	305
Community Bank	29,699	1.74%	518
<b>Quarter Ending December 31, 2021</b>	<b>78,361</b>	<b>1.37%</b>	<b>1,071</b>
ableBanking	19,240	1.78%	342
Bulletin Board	45,417	1.14%	517
Community Bank	13,704	1.55%	212
<b>Quarter Ending March 31, 2022</b>	<b>73,159</b>	<b>1.08%</b>	<b>793</b>
ableBanking	20,549	0.99%	203
Bulletin Board	41,432	1.05%	434
Community Bank	11,178	1.40%	156
<b>Total</b>	<b>\$232,462</b>	<b>1.42%</b>	<b>\$3,295</b>



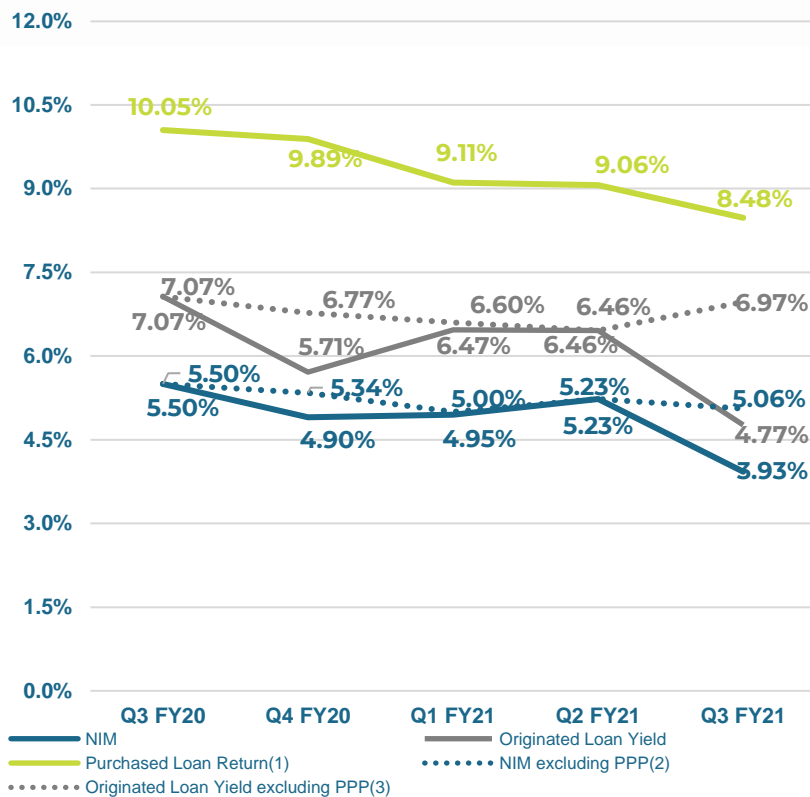
# Revenue and Noninterest Expense for Trailing 5 Quarters



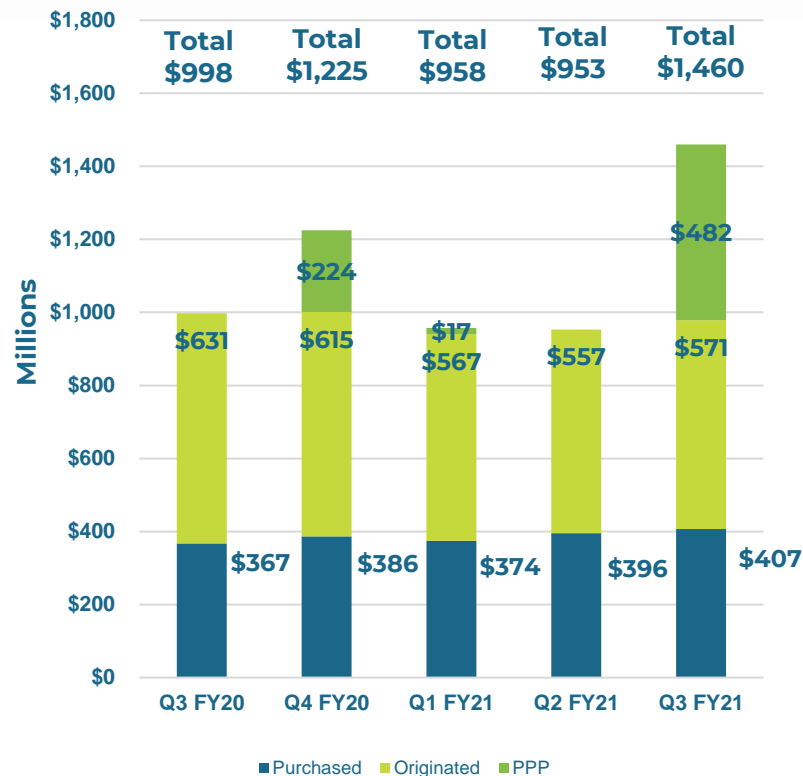
(1) Total Revenue includes net interest income before loan loss provision (credit) and noninterest income.

# Loan Performance & Average Loan Balance For Trailing 5 Quarters

## Loan Performance

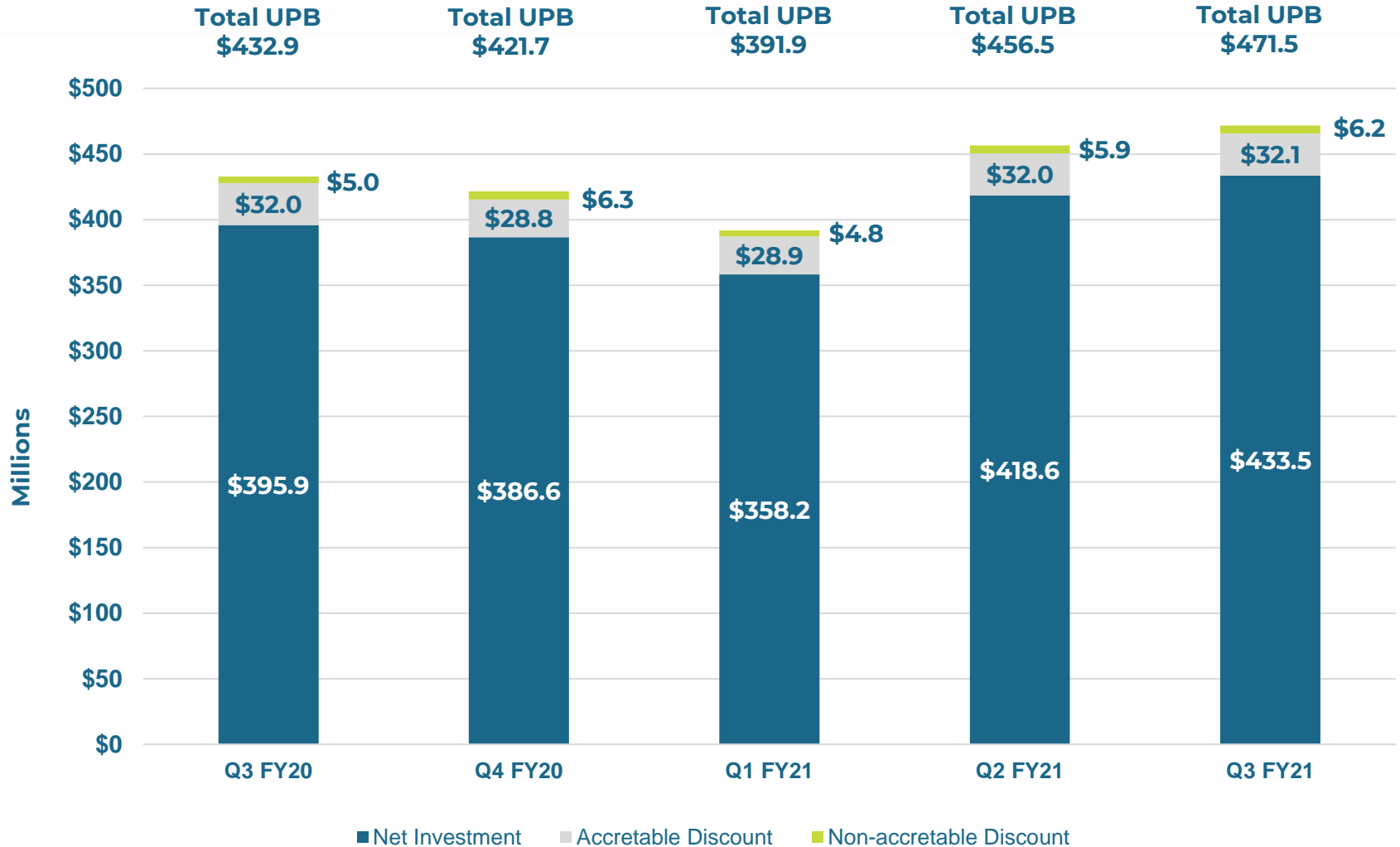


## Average Loan Balance for Trailing 5 Quarters<sup>(4)</sup>



- (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 excluding PPP for Q4 FY 20, Q1 FY21, and Q3 FY21 removes the effects of the following: PPP loan interest income of \$1.6 million, \$80 thousand, and \$2.6 million, interest income on short-term investments of \$0, \$0, and \$29 thousand, PPPLF interest expense of \$174 thousand, \$2 thousand, and \$300 thousand, brokered CD interest expense of \$0, \$0, and \$99 thousand, average PPP loan balances of \$223.8 million, \$16.9 million, and \$481.9 million, and short-term investments average balance related to PPP collection account of \$0, \$0, and \$121.7 million, respectively.
- (3) Originated Loan Yield excluding PPP for Q4 FY20, Q1 FY21, and Q3 FY21 removes the effects of the following: PPP loan interest income of \$1.6 million, \$80 thousand, and \$2.6 million, and average PPP loan balances of \$223.8 million, \$16.9 million, and \$481.9 million, respectively.
- (4) Includes loans held for sale.

# Purchased Loan Investment Basis and Discount By Trailing 5 Quarters

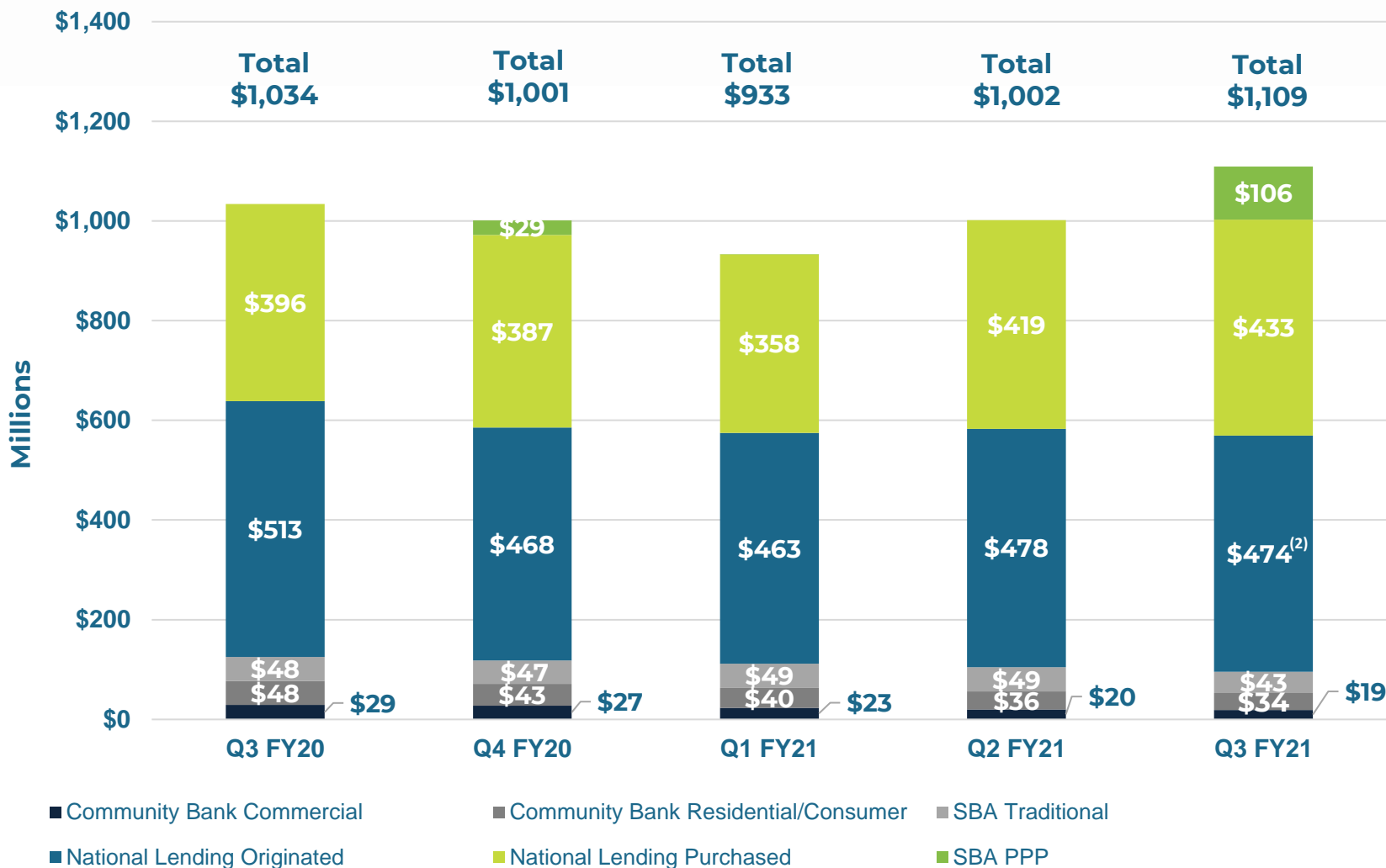


# National Lending Portfolio — Q3 FY21 Return Summary<sup>(1)</sup> as of March 31, 2021

	<b>Purchased</b>	<b>Originated</b>	<b>Total</b>
Regularly Scheduled Interest & Accretion	6.77%	6.74%	6.75%
Accelerated Accretion & Fees Recognized on Loan Payoffs & Gain on Loan Sales	1.71%	0.54%	1.08%
<b>Total</b>	<b>8.48%</b>	<b>7.28%</b>	<b>7.83%</b>

(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.

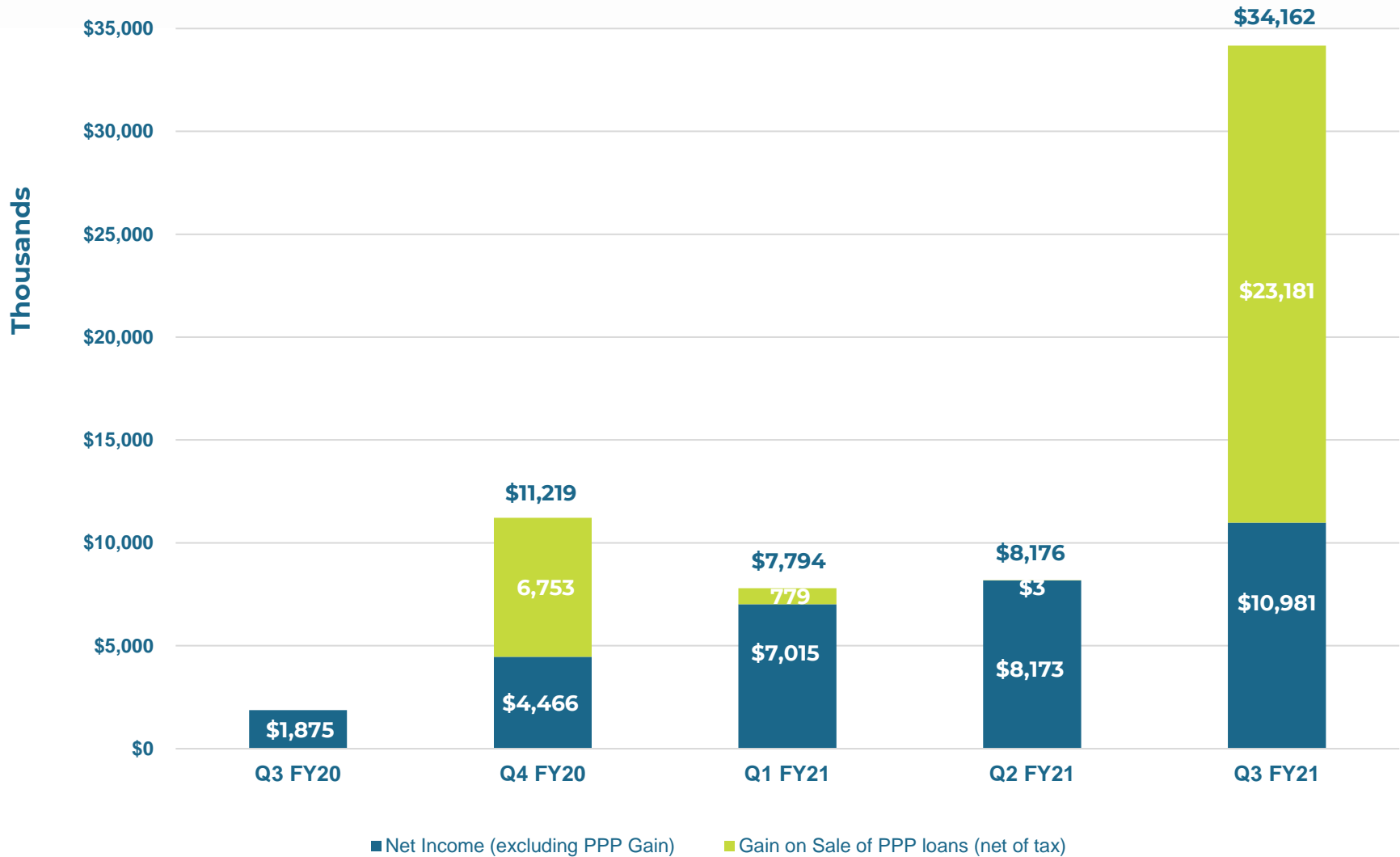
# Loan Mix As of Trailing 5 Quarter Ends<sup>(1)</sup>



(1) Includes loans held for sale.

(2) 93% of the National Lending Originated portfolio had a floor, with a weighted average floor of 6.44% as of March 31, 2021.

# Net Income for Trailing 5 Quarters



# Key Components of Income For Trailing 5 Quarters

## Net Interest Income Before Loan Loss Provision



## Noninterest Income

