

FY23 Q4 Investor Call

July 25, 2023

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, changes in 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 loans; changes in customer behavior due to political, business and economic conditions, including inflation and concerns about liquidity; turbulence in the capital and debt markets; reductions in net interest income resulting from interest rate volatility as well as changes in the balances and mix of loans and deposits; changes in interest rates and real estate values; changes in loan collectability and increases in 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; changes in legislation or regulation and accounting principles, policies and guidelines; 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 FDIC. 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

	Q4 FY23	YTD FY23
Total Loan Volume	\$138.5 million	\$1.72 billion
National Lending:		
Purchased Loans	\$48.8 million invested on \$54.3 million of UPB ⁽¹⁾ (89.9% purchase price)	\$1.14 billion invested on \$1.31 billion of UPB ⁽¹⁾ (87.0% purchase price)
Originated Loans ⁽²⁾	\$84.2 million	\$557.0 million
Weighted Average Rate as of 6/30/2023 ⁽³⁾	9.08%	9.27%
Net Interest Margin	4.91%	5.24%
Purchased Loan Return ⁽⁴⁾	8.12%	7.93%
Net Proceeds from Share Issuances ⁽⁵⁾	None	193,611 at \$41.29
Net Income	\$12.1 million	\$44.2 million
EPS (Diluted)	\$1.61	\$5.96
Return on Equity	16.67%	16.48%
Return on Assets	1.70%	1.88%
Tangible Book Value per Share	\$38.69	\$38.69

(1) Unpaid principal balance.

(2) National Lending originations during Q4 were 100% variable rate, of which 34% were Prime-rate based and 66% were SOFR-based. National Lending originations for YTD FY23 were 98% variable rate, of which 63% were Prime-rate based.

(3) Q4 and YTD FY23 National Lending originations had a weighted average floor rate of 7.88% and 7.16%, respectively.

(4) Purchased loan return for Q4 and YTD FY23 included \$4.8 million and \$12.8 million of transactional income, respectively.

(5) During Q2 FY23, the Bank approved an At-the-Market Offering for up to \$50.0 million of voting common stock.

Loan Portfolio Summary

Loan Portfolio	# of Loans	Total Balance	Average Balance	WA LTV
<i>Dollars in thousands</i>				
National Lending Division				
Purchased Loans (1)	3,530	\$1,480,119	\$419	45%(3)
Direct Originated Loans (4)	141	525,856	3,729	52%
Lender Finance Loans (4)	75	461,715	6,156	45%
SBA and USDA Loans (2)	383	25,547	67	77%
Community Banking Division:				
Commercial Loans	131	9,566	73	43%
Residential and Consumer Loans	369	17,795	48	46%
Total	4,629	\$2,520,599	\$545	47%

(1) Total balance of \$1.48 billion is equal to unpaid principal balance of \$1.67 billion, net of \$187.8 million purchased loan discount.

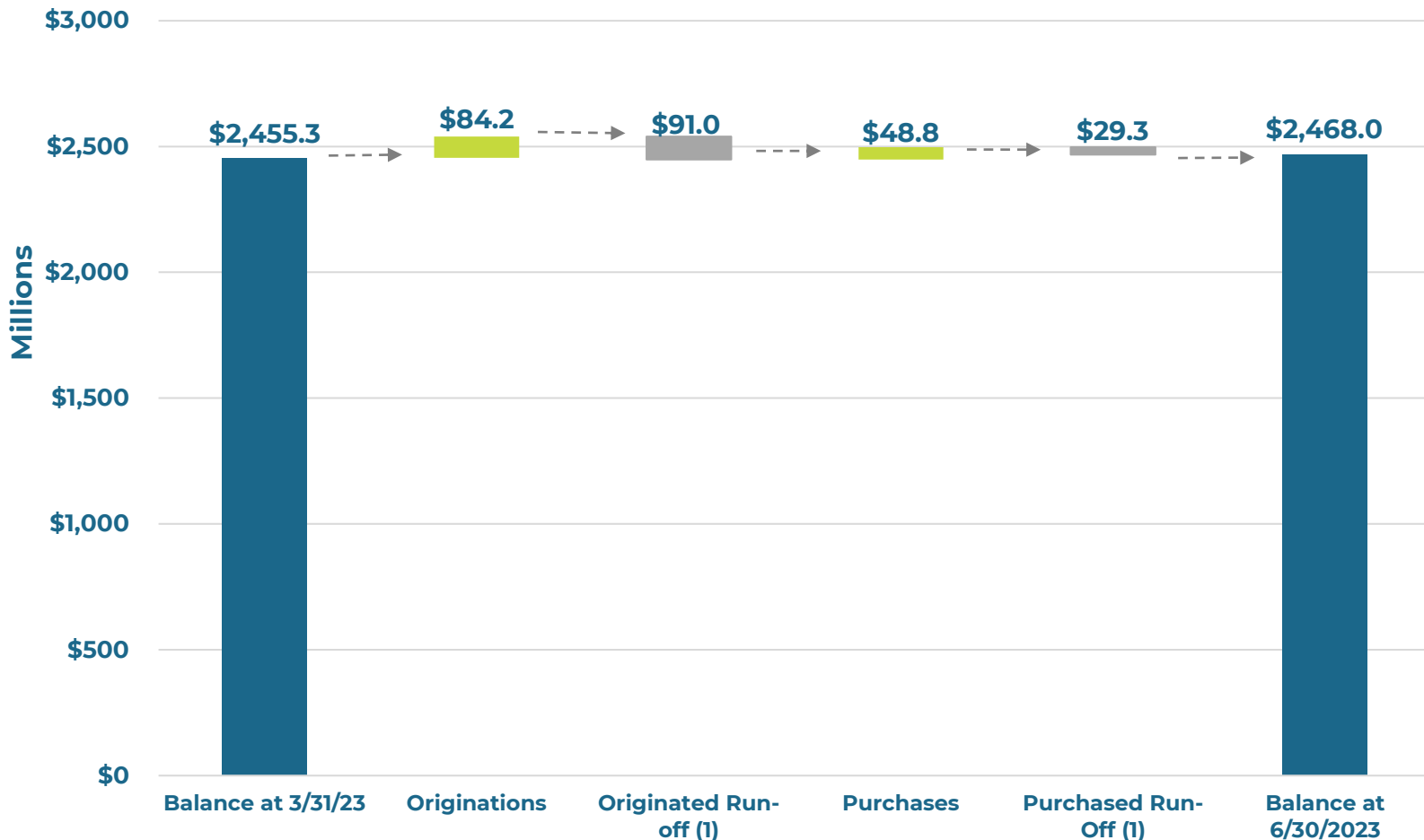
(2) Total loan balance of \$25.5 million is comprised of \$5.9 million of the guaranteed portion and \$19.6 million of the unguaranteed portion of loans.

(3) Reflects the Bank's basis against the value of the underlying commercial real estate collateral.

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

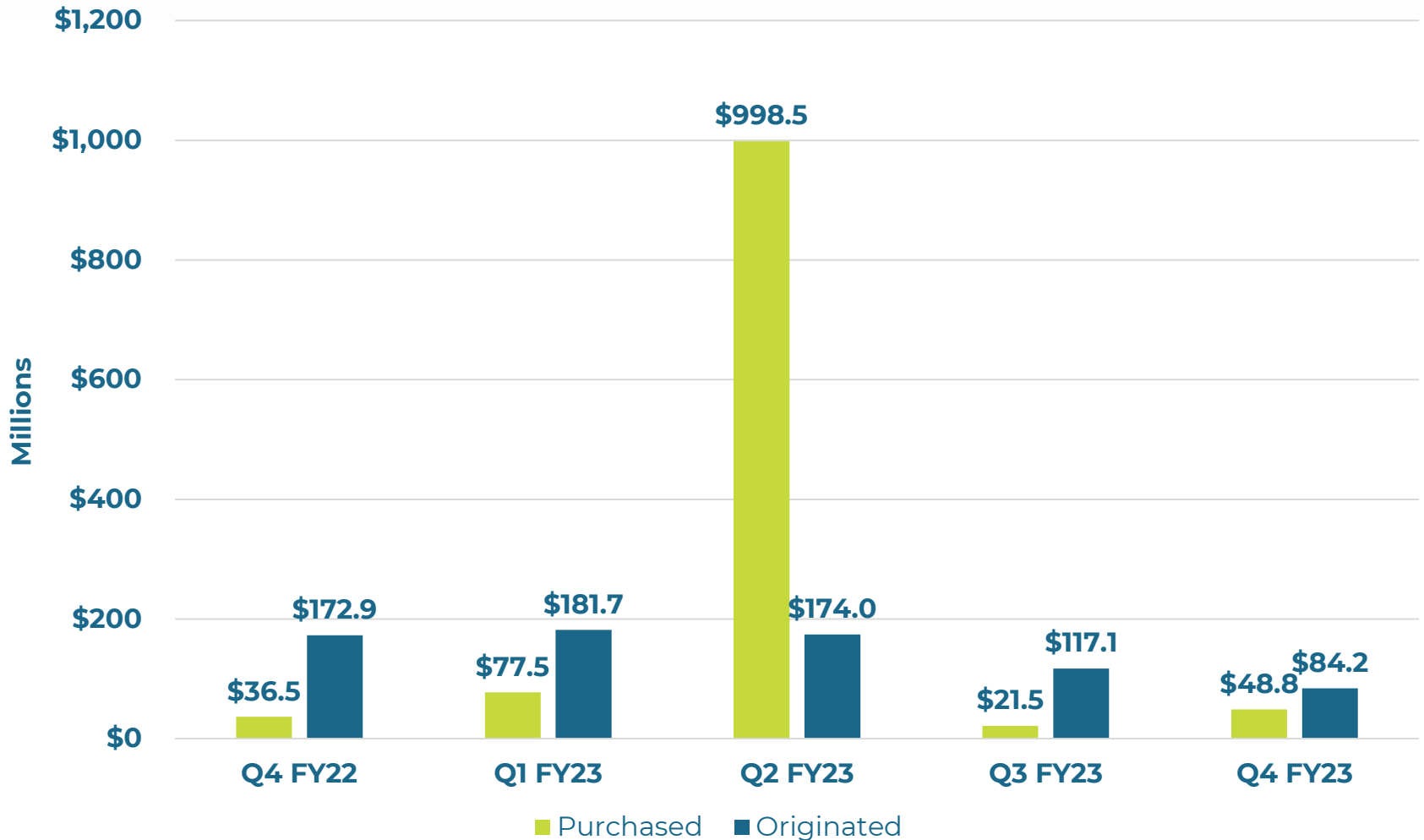
All data as of June 30, 2023, unless otherwise noted. Loan balances exclude net deferred fees and costs.

National Lending Portfolio Roll Forward: Trailing Three Months



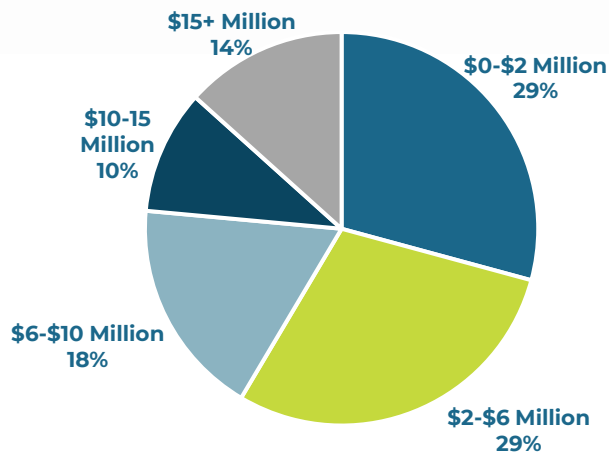
(1) Run-off includes scheduled amortization, principal pay downs and payoffs.

National Lending Activity By Trailing 5 Quarters

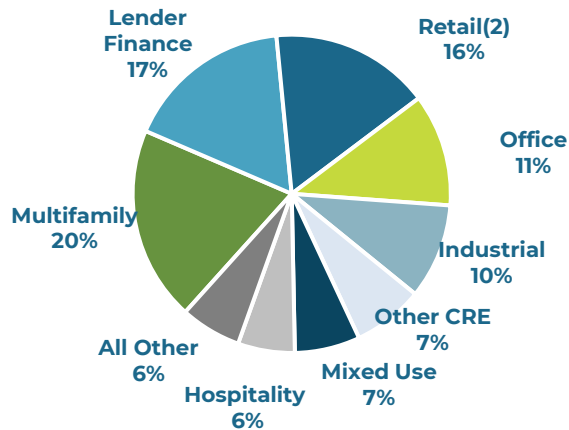


National Lending Loan Portfolio Statistics as of June 30, 2023

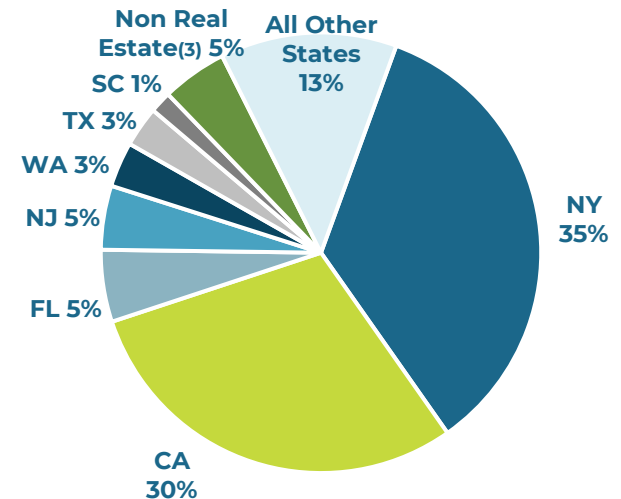
Investment Size⁽¹⁾



Collateral Type



Collateral State (44 States)



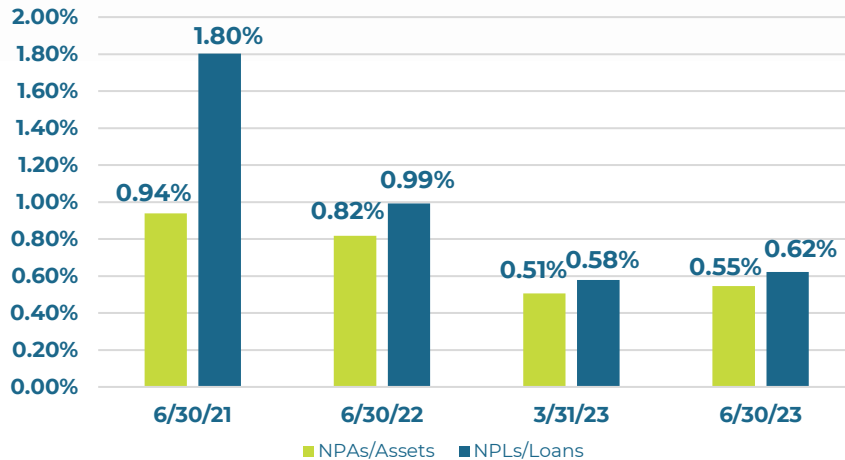
(1) Average investment size of \$658 thousand/loan; originated average: \$4.5 million/loan and purchased average: \$419 thousand/loan

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

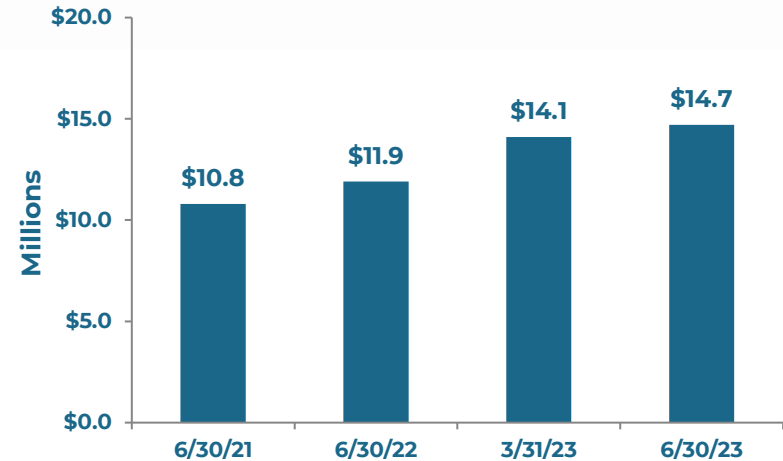
(3) 49% of the 5% Non-Real Estate total represents Lender Finance loans consisting of various collateral types in various locations.

Asset Quality Metrics

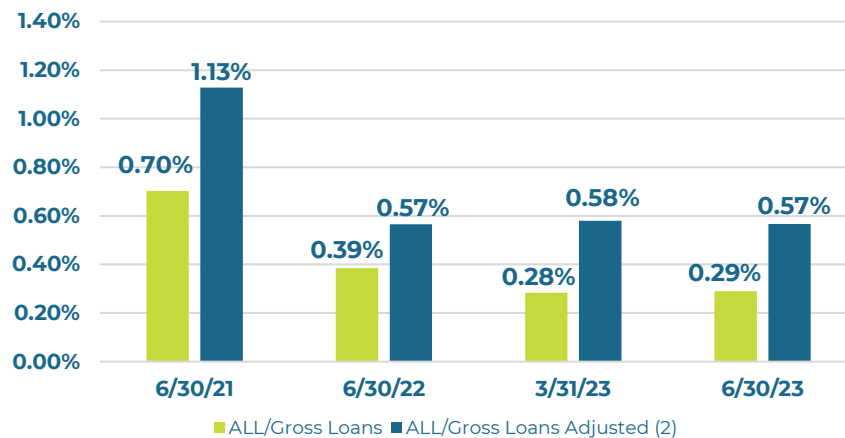
NPAs & NPLs



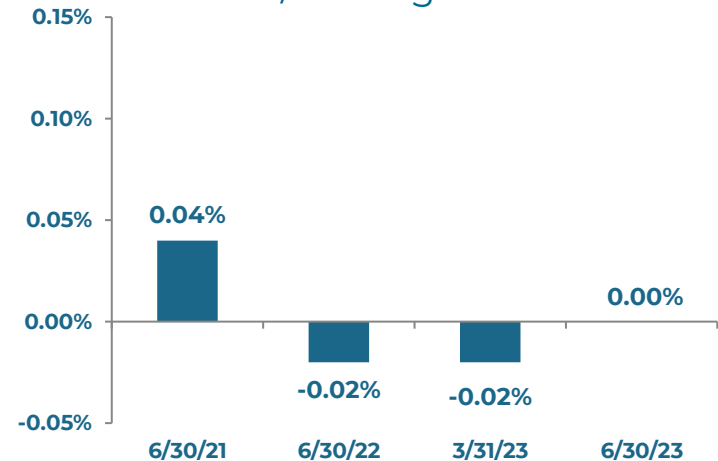
Classified Commercial Loans⁽¹⁾



Allowance for Loan Losses / Gross Loans



NCOs / Average Loans⁽³⁾



(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.

Nonperforming Assets Turnover – Quarter ended June 30, 2023

	Nonperforming Loans	REO	Total	FMV of Collateral ⁽¹⁾	Notes
					<i>(Dollars in Thousands)</i>
March 31, 2023 Balance:	\$14,522	\$0	\$14,522		
NPL Additions:					
#1	2,296	-	2,296	1,998	Retail/commercial property in LA; \$298 thousand specific reserve
#2	696	-	696	784	Two neighboring hotels in NJ
Other Loans - Various	2,522	-	2,522		51 loans (totaling \$2.5 million) placed on nonaccrual
Total Additions:	5,513	-	5,513		
NPL Resolutions:					
#1	(1,218)	-	(1,218)		Mixed use property in TX returned to accrual
#2	(895)	-	(895)		Economy hotel in WY paid off
Other Loans - Various	(2,239)	-	(2,239)		16 loans (totaling \$1.5 million) returned to accrual or paid off; \$725 thousand in net paydowns
Total Resolutions:	(4,352)	-	(4,352)		
June 30, 2023 Balance:	\$15,683	\$0	\$15,683		

(1) Fair Market Value reflects the projected net proceeds from liquidation of collateral

Allowance Allocation

Loan Segment	Total Loan Balances at June 30, 2023	Total Reserves at June 30, 2023	ALL / Total Loans at June 30, 2023	Total Reserves at March 31, 2023	ALL / Total Loans at March 31, 2023	Total Reserves at June 30, 2022	ALL / Total Loans at June 30, 2022
<i>Dollars in thousands</i>							
National Lending Purchased	\$1,480,119	\$1,406	0.09%	\$1,009	0.07%	\$348	0.07%
Originated Loans:							
C&I (Lender Finance primarily)	473,654	1,904	0.40%	1,968	0.42%	1,473	0.42%
Commercial Real Estate	469,519	3,410	0.73%	3,506	0.73%	2,495	0.65%
SBA and USDA:							
- Guaranteed	5,941	-	0.00%	-	0.00%	-	0.00%
- Unguaranteed	18,932	294	1.55%	315	1.67%	449	1.70%
1-4 Family Residential	71,710	281	0.39%	285	0.39%	253	0.41%
Consumer	485	9	1.86%	9	1.60%	10	1.35%
Total Originated Loans	1,040,241	5,898	0.57%	6,083	0.58%	4,680	0.57%
Total Loans	\$2,520,360	\$7,304	0.29%	\$7,092	0.28%	\$5,028	0.39%

(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		Lender Finance		Purchased		Total National Lending		
	<i>Dollars in thousands</i>	<i>Balance</i>	<i>WA LTV (1)</i>	<i>Balance</i>	<i>WA LTV (1)</i>	<i>Balance</i>	<i>WA LTV (2)</i>	<i>Balance</i>	<i>WA LTV</i>
1-4 Family		\$29,391	36%	\$35,777	38%	\$6,549	30%	\$71,717	37%
Hospitality		112,584	52%	41,700	46%	34,260	47%	188,544	50%
Industrial		46,894	55%	45,858	44%	211,353	40%	304,105	43%
Land and Construction		5,748	39%	23,560	40%	6,794	47%	36,103	41%
Mixed Use		30,934	60%	112,573	52%	132,939	60%	276,446	57%
Multi Family		68,694	57%	81,575	43%	528,451	46%	678,720	47%
Office		107,176	49%	40,435	43%	180,994	45%	328,605	46%
Retail		116,408	55%	32,225	49%	356,950	41%	505,582	44%
Small Balance Commercial		8,028	24%	48,013	38%	21,828	77%	77,869	48%
Total		\$525,856	52%	\$461,715	45%	\$1,480,119	45%	\$2,467,691	47%

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

(2) Reflects the Bank's basis against the value of the underlying commercial real estate collateral.

Loan Collateral by Floors

# of floors	# of Loans	Net Investment Basis
Dollars in thousands		
1-5 Floors ¹	247	\$262,355
6-9 Floors	4	22,962
10+ Floors	6	43,288
Total	257	\$328,605

¹ - Loans with a net investment basis < \$1 million are included in this bucket

Loans > \$1 million Maturing Over the Next 3 Years

Maturity Year	# of Loans	NIB	Weighted Average Coupon
Dollars in thousands			
FY 2024	15	\$78,387	8.75%
FY 2025	14	72,888	7.95%
FY 2026	5	28,579	8.56%
Total	34	\$179,854	8.40%

Office Loans Summary

Office Loans with Net Investment Basis > \$3 million

Net Investment Basis	City	State	# of Floors	GBA (sq ft)	Debt/Square Foot	# of Tenants	Occupancy %
\$20,000,000	New York	NY	23	252,014	\$79	96	84%
14,461,506	West Windsor	NJ	3	216,036	67	1	100%
13,509,259	Stamford	CT	4	1,001,444	135	1	100%
12,500,000	Los Angeles	CA	1	58,850	212	5	29% *
11,000,000	New York	NY	7	42,450	259	0	0% *
10,000,000	Miramar	FL	5	75,013	133	16	81%
9,473,616	New York	NY	16	174,601	54	3	12% *
8,800,000	New York	NY	4	27,289	322	0	0%
8,137,807	King of Prussia	PA	3	98,843	82	17	90%
7,669,011	Brooklyn	NY	4	124,200	62	43	90%
7,450,000	Brooklyn	NY	3	13,500	552	2	100%
7,280,000	Laguna Hills	CA	3	48,777	149	12	51%
7,076,331	Washington	DC	8	42,503	166	16	75%
6,294,739	Orange	CA	2	88,000	72	44	90%
6,100,000	Los Angeles	CA	1	9,794	623	1	100%
5,483,238	New York	NY	4	18,500	296	6	62%
5,000,000	New York	NY	10	57,382	87	2	100%
4,998,462	New York	NY	10	20,358	246	10	100%
4,877,230	White Plains	NY	4	22,028	221	10	100%
4,553,650	San Fernando	CA	3	56,710	80	10	90%
4,241,747	Washington	DC	3	13,206	321	1	100%
4,200,000	Glen Head	NY	1	26,981	156	2	29%
3,720,000	Venice	CA	1	23,372	159	18	100%
3,437,806	Burr Ridge	IL	1	53,844	64	18	90%
3,397,492	Danville	CA	4	62,870	54	12	94%
3,269,825	Various	Various	1	38,367	85	11	100%
3,106,102	Newport Beach	CA	2	33,893	92	14	86%
3,064,084	Covina	CA	3	40,268	76	18	96%
3,000,000	Long Island City	NY	3	21,875	137	0	0%
3,000,000	West Harrison	NY	6	30,261	99	1	100%

Total of 30 loans for \$209 million of net investment basis, representing 63% of total office loans.

* Active or planned redevelopment

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>							
Direct Originated Loans (1)	87,208	123,435	165,193	93,045	47,952	9,024	525,856
Lender Finance Loans (1)	148,411	139,844	106,701	36,860	29,900	-	461,715
Purchased Loans (2)	\$599,594	\$265,476	\$198,873	\$203,220	\$181,290	\$31,666	\$1,480,119
Total	\$835,213	\$528,755	\$470,767	\$333,124	\$259,142	\$40,690	\$2,467,691
% of Total	34%	21%	19%	13%	11%	2%	100%

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

(2) Reflects the Bank's basis against the value of the underlying commercial real estate collateral.

National Lending Purchased Portfolio — Further Analysis

National Lending Purchased Portfolio	Origination Year			Total
	Pre-2013	2013-2018	2019 and later	
<i>Dollars in thousands</i>				
Current Basis	\$268,414	\$734,501	\$477,204	\$1,480,119
# of Loans	867	2127	537	3,531
% of Portfolio	18%	50%	32%	100%
Original Principal Balance	\$623,205	\$1,213,237	\$643,664	\$2,480,106
Current Principal Balance	292,547	813,218	562,183	1,667,948
% Principal Paid Down Since Origination	53%	33%	13%	33%
Current Basis / Original Principal	43%	61%	74%	60%

All data as of June 30, 2023, unless otherwise noted. Loan balances exclude net deferred fees and costs.

National Lending Originated Portfolio — Interest Reserve Analysis

Lender Finance

<i>Dollars in thousands</i>	Balance	% with Interest Reserves	Interest Reserve WA Duration	WA Advance Rate⁽¹⁾	WA LTV⁽²⁾
Total Lender Finance Loans	\$461,715			66%	45%
Lender Finance Loans with Interest Reserves	427,584	93%	5.1 Months		

Direct Originated Loans

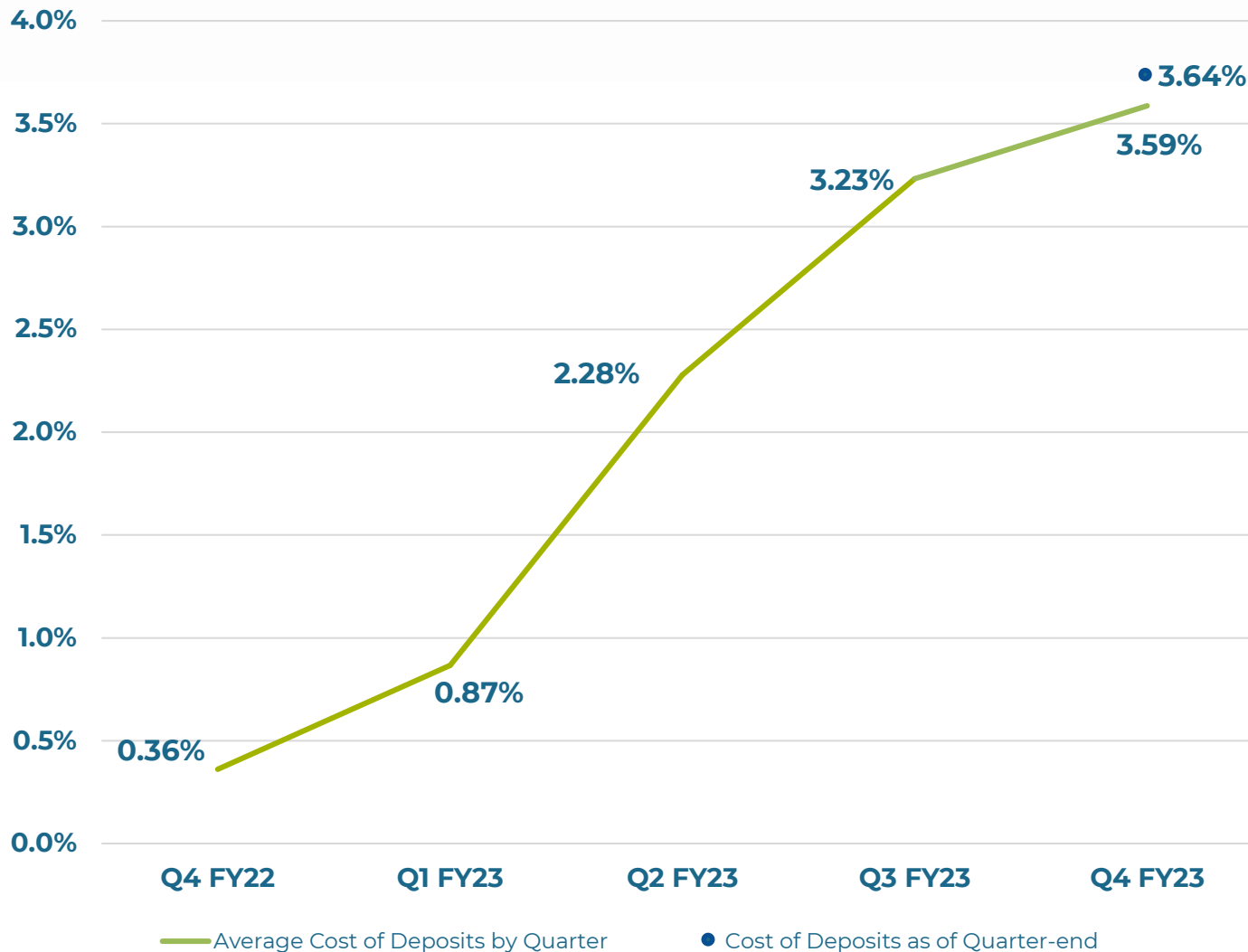
<i>Dollars in thousands</i>	Balance	% with Interest Reserves	Interest Reserve WA Duration	WA LTV⁽²⁾
Total Direct Originated Loans	\$525,856			52%
Direct Originated Loans with Interest Reserves	457,806	87%	5.1 Months	

(1) Weighted Average Advance Rate utilizes original balance and real estate value at the time of origination

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

All data as of June 30, 2023, unless otherwise noted. Loan balances exclude net deferred fees and costs.

Quarterly Cost of Deposits



Deposit Portfolio Changes

By Channels	June 30, 2023			June 30, 2022			Net Change		
	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR
<i>Dollars in thousands</i>									
Community Banking									
Banking Centers (1)	\$650,299	2.21%	34%	\$584,302	0.42%	45%	\$65,997	11%	1.79%
Government Banking	345,395	4.74%	18%	201,004	0.56%	16%	144,391	72%	4.18%
Corporate/Institutional	114,361	5.10%	6%	141,759	1.60%	11%	(27,398)	-19%	3.50%
National Lending	58,520	1.19%	3%	53,110	0.47%	4%	5,410	10%	0.72%
ableBanking	29,602	0.37%	2%	85,043	0.42%	7%	(55,441)	-65%	-0.05%
Bulletin Board	40,420	4.42%	2%	8,855	1.86%	1%	31,565	356%	2.56%
Brokered Deposits	654,379	4.83%	34%	-	0.00%	0%	654,379	100%	4.83%
Holdback Accounts (2)	44,231	0.09%	2%	213,620	0.00%	17%	(169,389)	-79%	0.08%
Grand Total	\$1,937,207	3.64%		\$1,287,693	0.51%		\$649,514	50%	3.13%

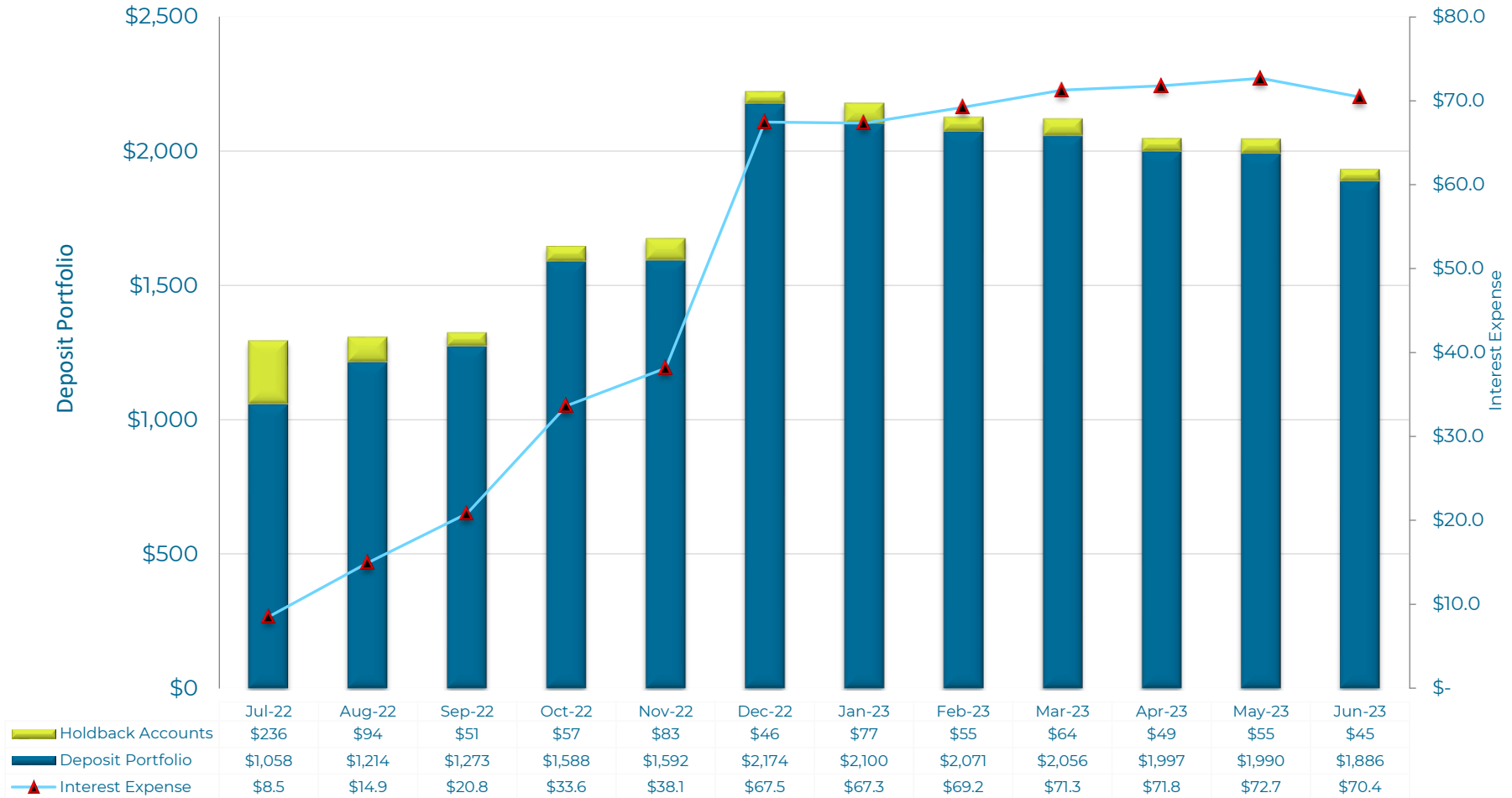
By Products	June 30, 2023			June 30, 2022			Net Change		
	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR
<i>Dollars in thousands</i>									
Checking	\$617,877	3.31%	33%	\$560,612	0.60%	52%	\$57,265	10%	2.71%
Savings	77,819	1.48%	4%	140,037	0.64%	13%	(62,217)	-44%	0.85%
Money Market	277,861	3.10%	15%	246,094	0.33%	23%	31,767	13%	2.76%
Certificate of Deposit	919,418	4.41%	49%	127,330	1.17%	12%	792,088	622%	3.24%
Holdback Accounts (2)	44,231	0.09%	2%	213,620	0.00%	17%	(169,388)	-79%	0.09%
Grand Total	\$1,937,207	3.64%		\$1,287,693	0.51%		649,514	50%	3.13%

(1) Includes Business Banking and NEB Online.

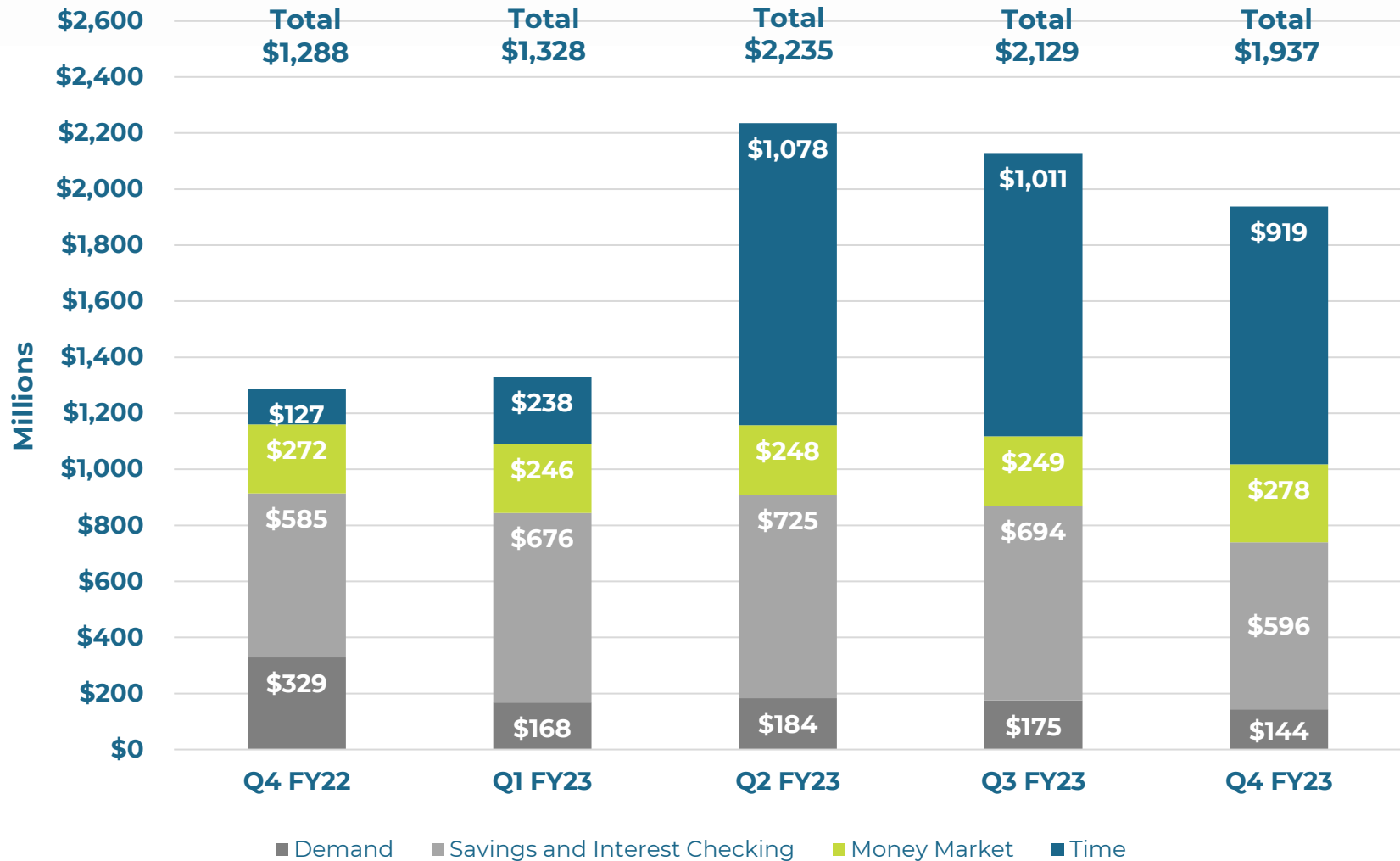
(2) Includes PPP Collection Account balance of \$2.8 million and \$183.8 million at June 30, 2023 and 2022, respectively.

Deposit Portfolio and Interest Analysis

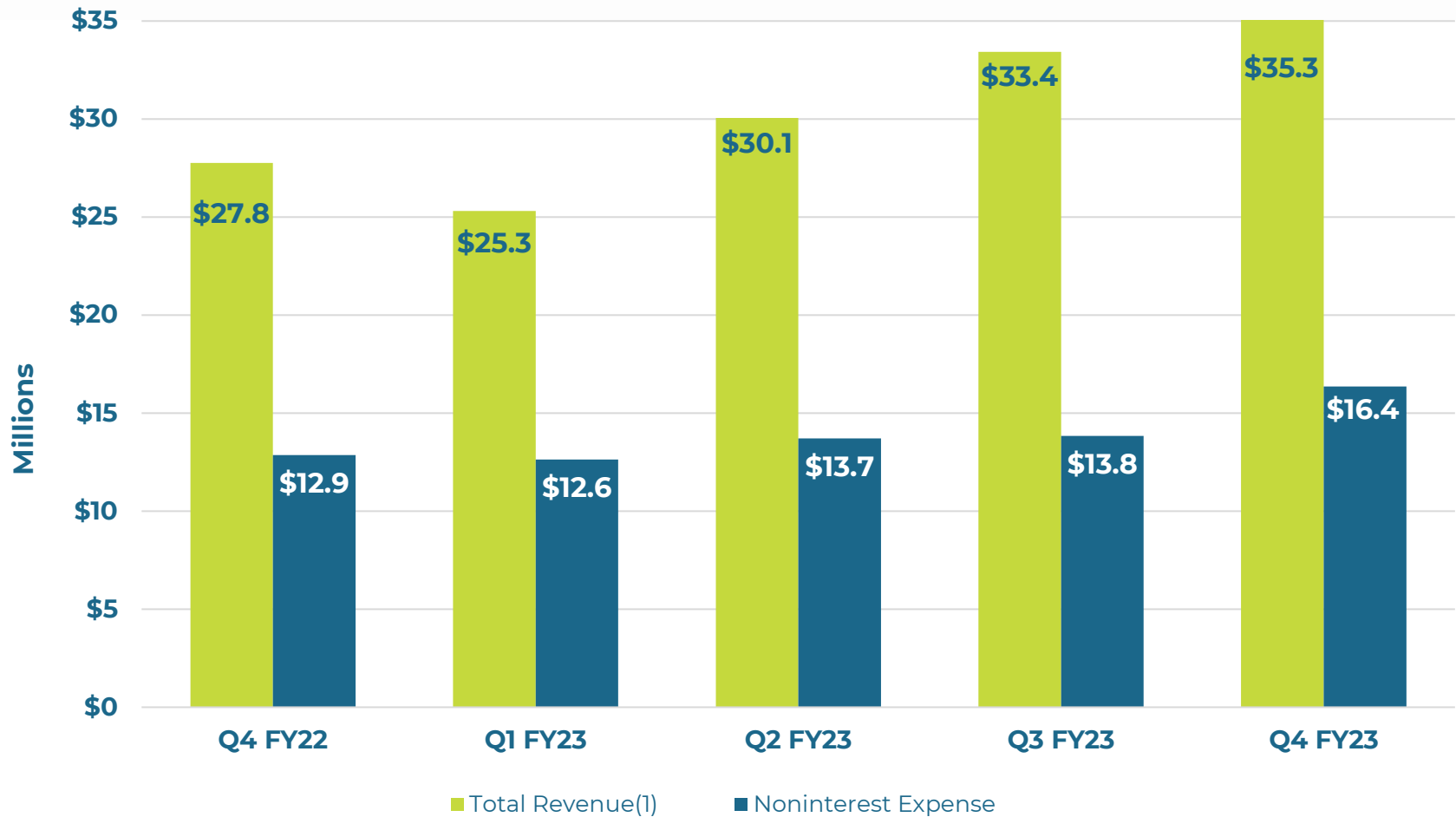
Trailing Twelve-Month Deposit Portfolio and Annualized Interest Expense
(Includes Brokered Deposits)
\$ Millions



Deposit Mix By Trailing 5 Quarter Ends



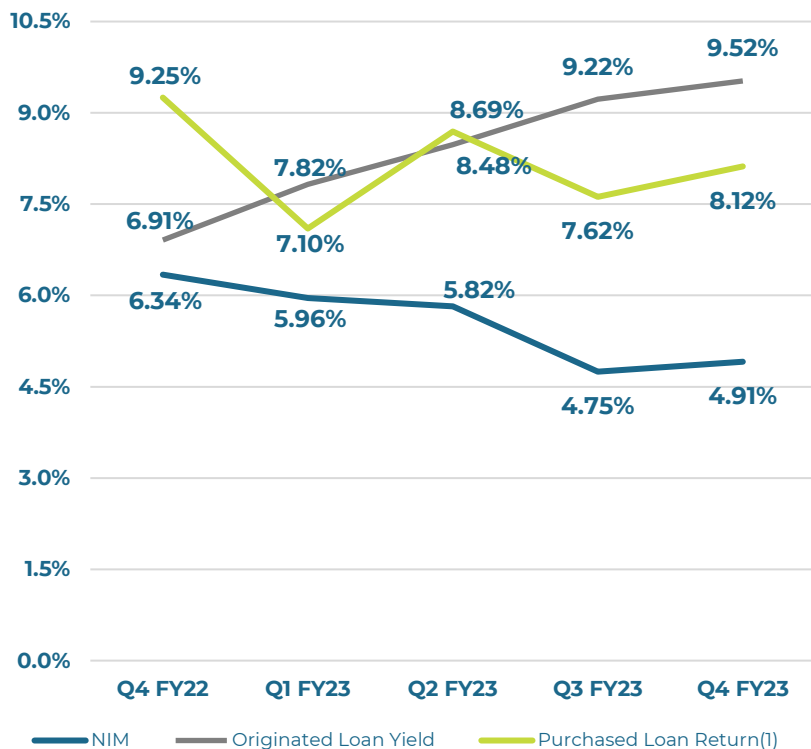
Revenue and Noninterest Expense for Trailing 5 Quarters



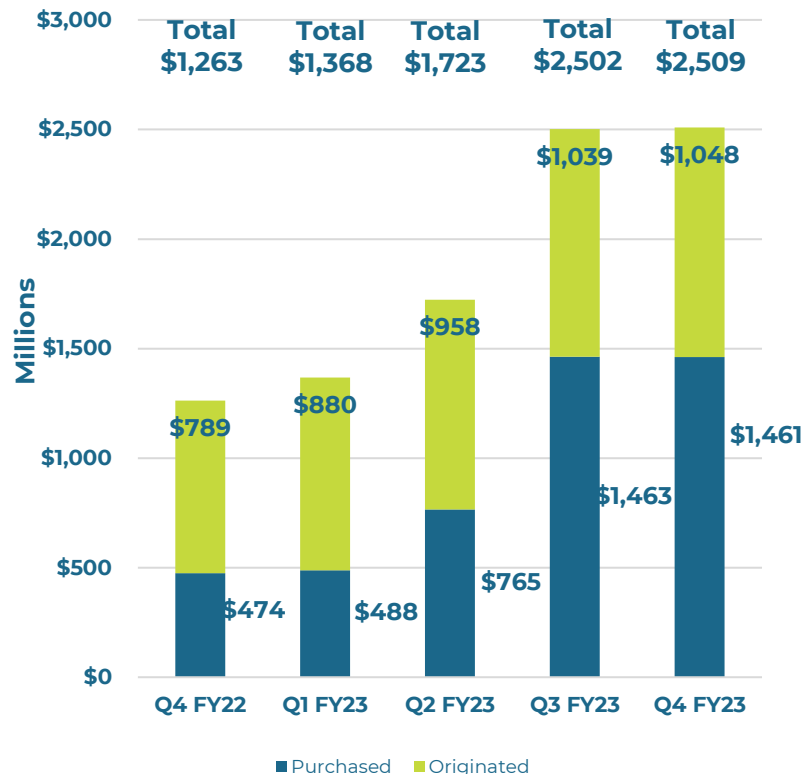
(1) Total Revenue includes net interest income before loan loss provision (credit) and noninterest income.

Loan Performance & Average Loan Balance For Trailing 5 Quarters

Loan Performance

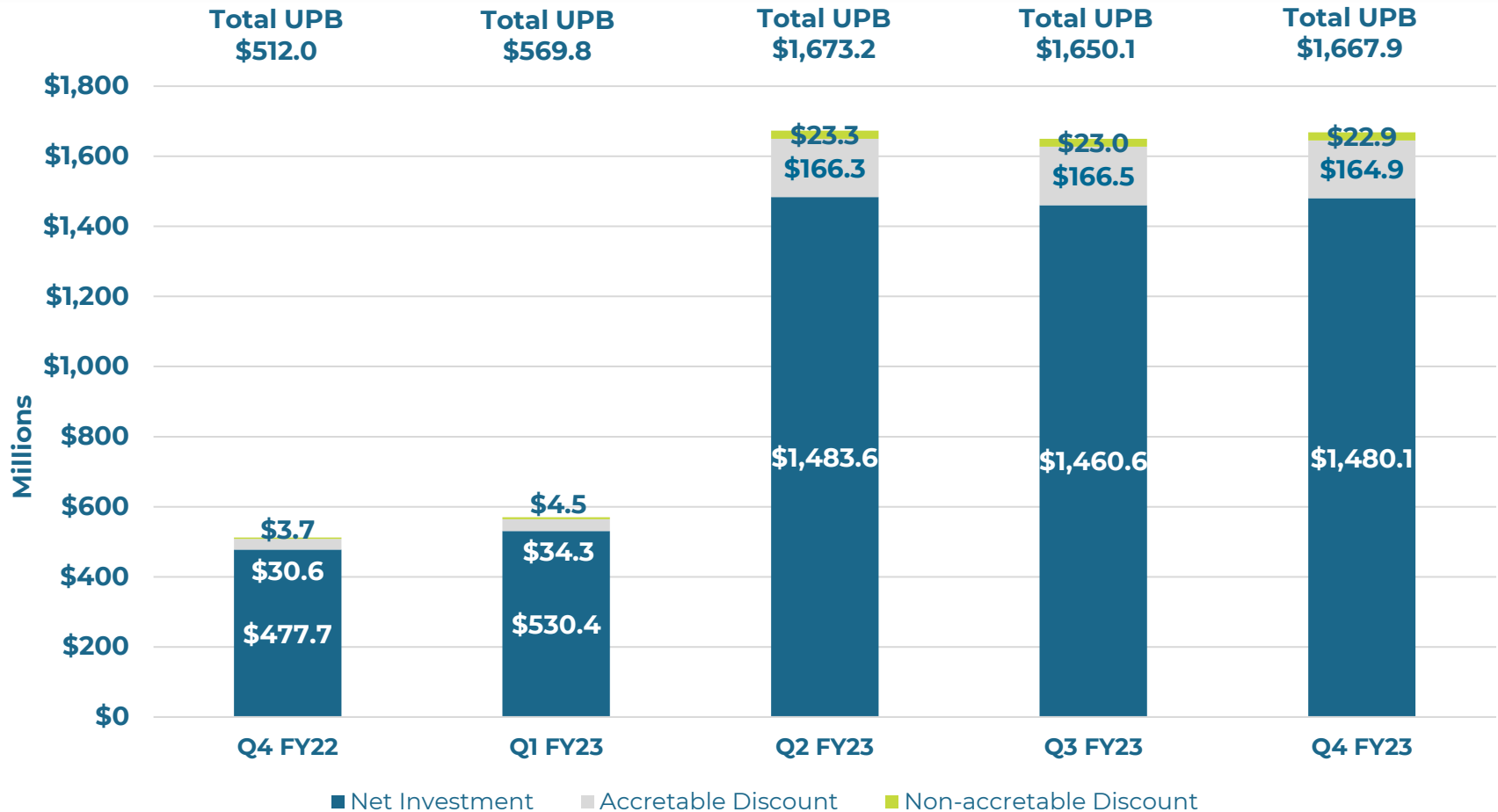


Average Loan Balance for Trailing 5 Quarters



(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.

Purchased Loan Investment Basis and Discount By Trailing 5 Quarters

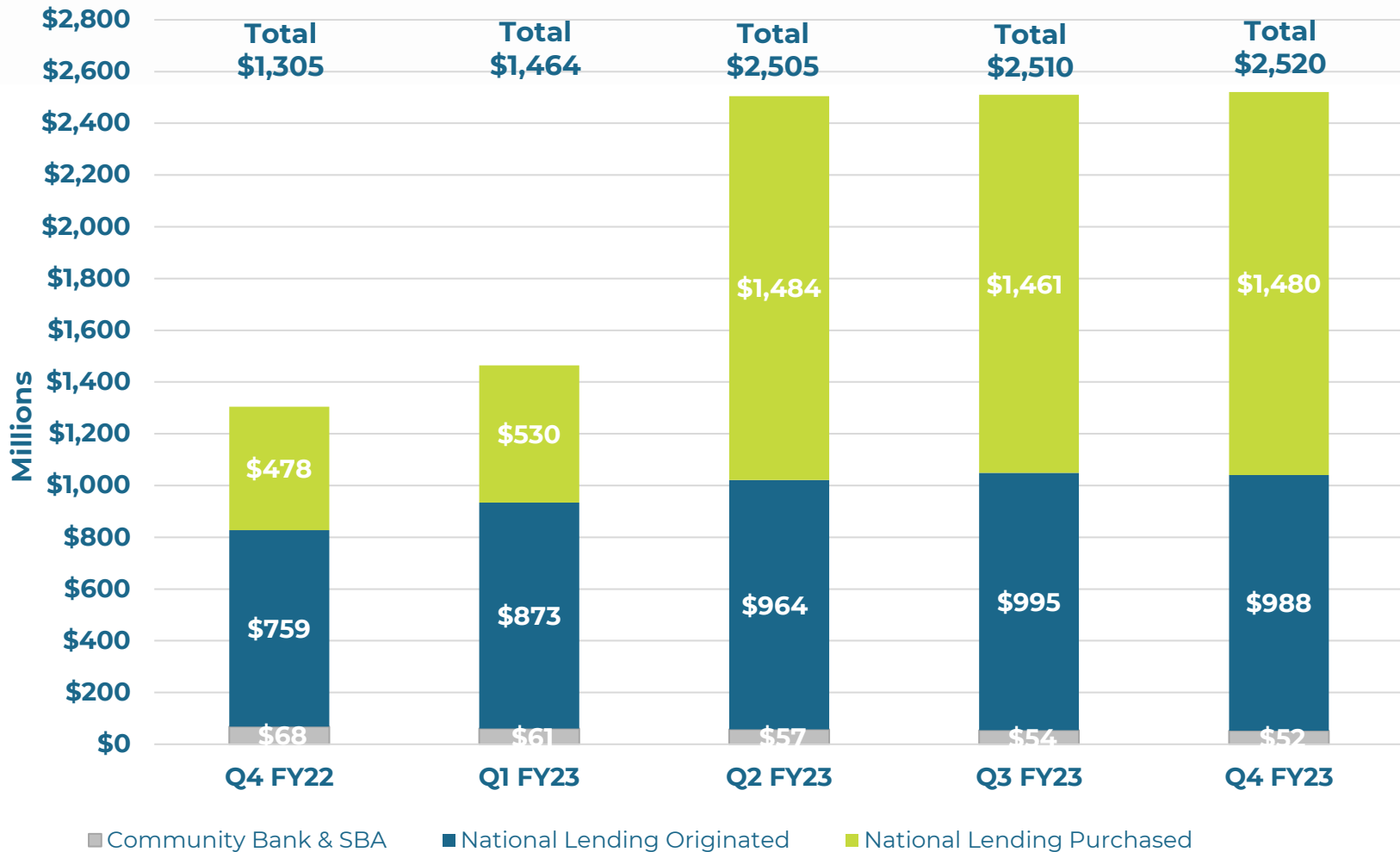


National Lending Portfolio — Q4 FY23 Return Summary⁽¹⁾

	Purchased	Originated	Total
Regularly Scheduled Interest & Accretion	6.81%	9.48%	7.89%
Accelerated Accretion, Interest, & Fees Recognized on Loan Payoffs	1.31%	0.10%	0.82%
Total	8.12%	9.58%	8.71%

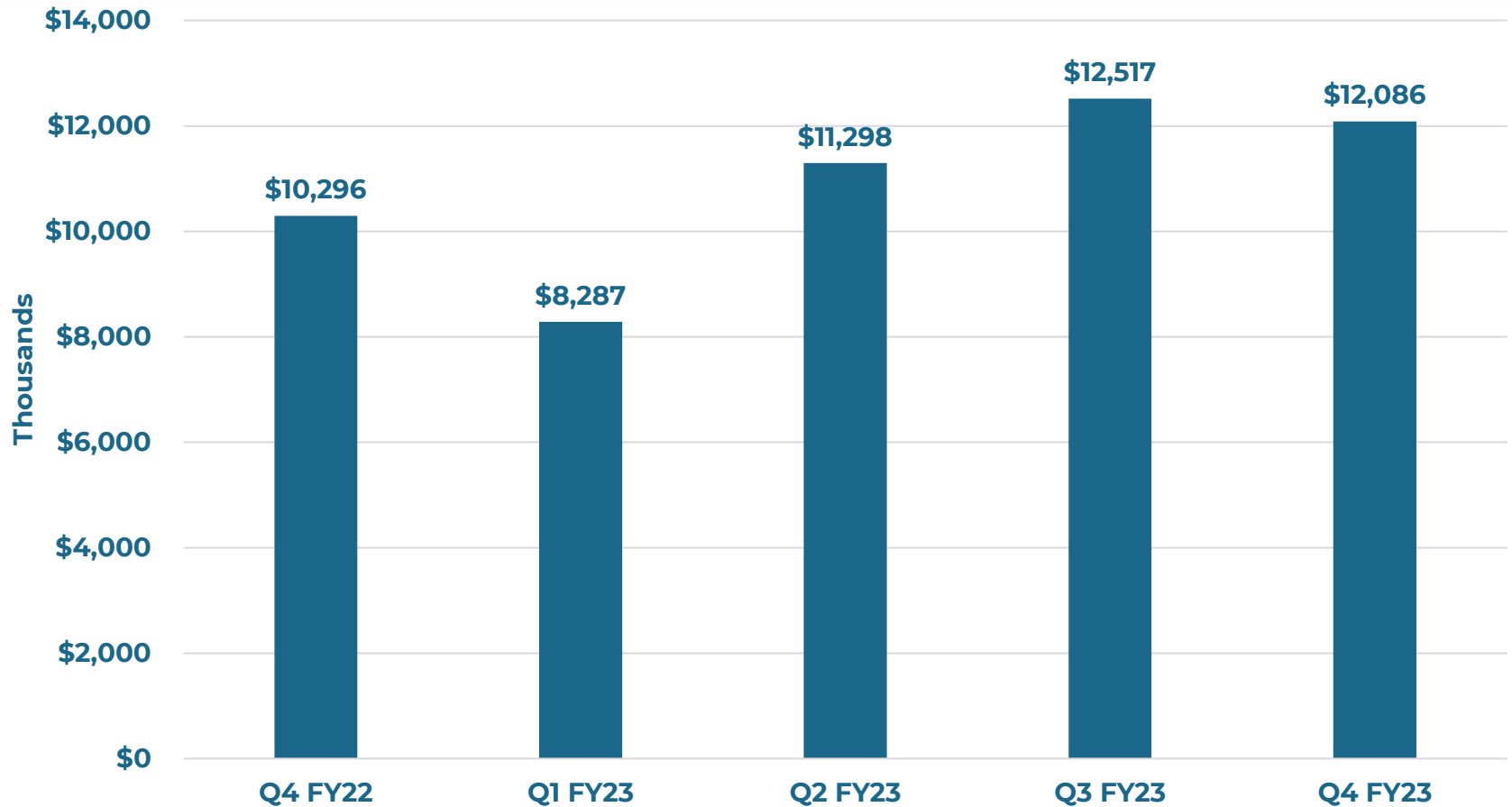
- (1) The total return on purchased loans represents scheduled accretion, accelerated accretion, gains on asset sales and gains on real estate owned recorded during the period divided by the average invested balance, which includes loans held for sale, on an annualized basis. The total return does not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

Loan Mix As of Trailing 5 Quarter Ends



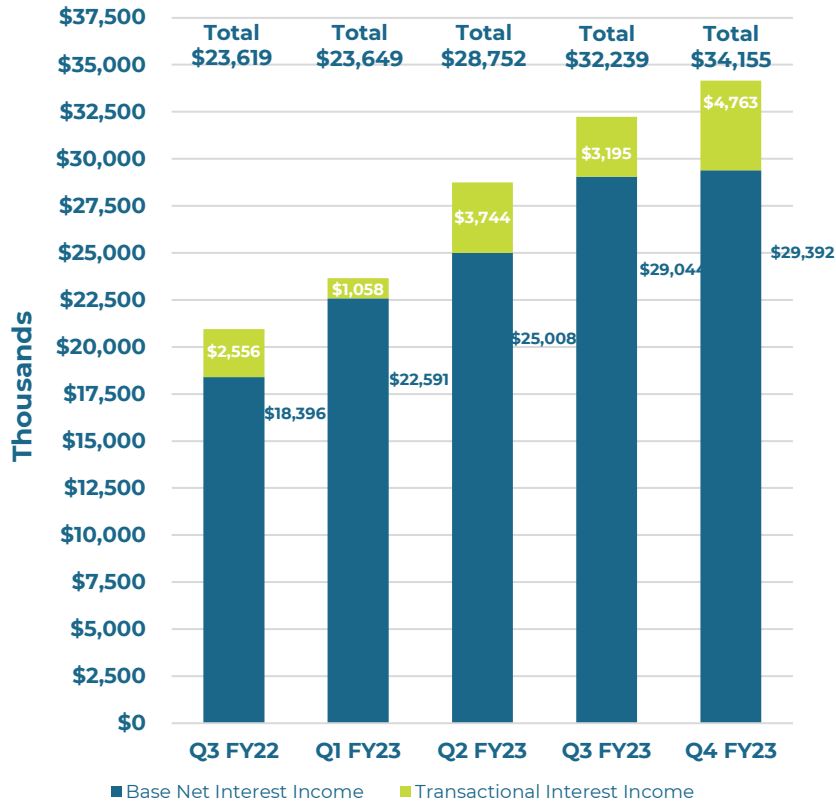
(1) 97% of the National Lending Originated portfolio had a floor, with a weighted average floor of 6.84% as of June 30, 2023.

Net Income for Trailing 5 Quarters



Key Components of Income For Trailing 5 Quarters

Net Interest Income Before Loan Loss Provision



Noninterest Income

