

# FY 2022 Q1 Investor Call

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October 28, 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 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; changes 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 political, business and economic conditions or legislative or regulatory initiatives; 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, 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; 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; reputational risk relating to our participation in the Paycheck Protection Program and other pandemic-related legislative and regulatory initiatives and programs; 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

	Q1 FY22
<b>Total Loan Volume</b>	<b>\$136.4 million</b>
<b>National Lending:</b>	
Purchased Loans	\$35.4 million invested on \$37.0 million of UPB <sup>(1)</sup> (95.5% purchase price)
Originated Loans <sup>(2)</sup>	\$94.5 million
Weighted Average Rate as of 9/30/2021 <sup>(3)</sup>	5.87%
<b>Correspondent Fee Income</b>	<b>\$7.8 million</b>
<b>Average Cost of Deposits</b>	<b>0.39%</b>
Net Interest Margin	4.74%
Net Interest Margin excluding PPP and Collection Account <sup>(4)</sup>	6.00%
Purchased Loan Return <sup>(5)</sup>	9.19%
Share Repurchases <sup>(6)</sup>	102,311 at \$29.91
Net Income	\$9.9 million
EPS (Diluted)	\$1.20
Return on Equity	16.70%
Return on Assets	2.41%

(1) Unpaid principal balance.

(2) National Lending originations during Q1 FY22 were 86% variable rate, all of which were Prime-rate based.

(3) Q1 FY22 National Lending originations had a weighted average floor rate of 5.87%.

(4) NIM excluding PPP and Collection Account for Q1 FY22 excludes PPP loan interest income of \$11 thousand and interest income on short-term investments of \$84 thousand, and average PPP loan balances of \$1.4 million and average short-term investments balance related to PPP collection account of \$334.3 million.

(5) Purchased loan return for Q1 FY22 included \$2.9 million of transactional income.

(6) From the inception of the repurchase program, the Bank has purchased 3,119,726 shares at \$12.84.

# Q1 FY'22 Correspondent Fee Income Summary

## Income Summary

Income Source	Amount Recognized
<i>Dollars in thousands</i>	
Correspondent Fee	\$1,087
Amortization of Purchased Accrued Interest	1,794
Earned Net Servicing Interest	<u>4,950</u>
<b>Total Correspondent Fee Income</b>	<b>\$7,831</b>

## Correspondent Fee Summary

Quarter	PPP Loans Purchased by Loan Source	Correspondent Fee	Purchased Accrued Interest <sup>(1)</sup>	Total <sup>(2)</sup>
<i>Dollars 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	0	598	598
Q4 FY 2021	4,371,000	171	2,703	2,874
Q1 FY 2022	<u>6,300</u>	<u>0</u>	1	1
<b>Total</b>	<b>\$11,237,700<sup>(3)</sup></b>	<b>\$8,905</b>	<b>\$10,560</b>	<b>\$19,465</b>
Less amounts recognized in Q1 FY 2022	N/A	1,087	1,794	2,881
Income Recognized - To Date	N/A	<u>\$4,081</u>	<u>\$2,785</u>	<u>\$6,866</u>
<b>Remainder to be Recognized</b>	<b>N/A</b>	<b>\$3,737</b>	<b>\$5,981</b>	<b>\$9,718</b>

(1) Northeast Bank's share

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

(3) Loan Source's ending PPP loan balance was \$6.66 billion as of September 30, 2021.

# Correspondent Activity Summary

## Correspondent Activity by Round

	Round 1	Round 2	Total
	<i>In thousands</i>		
\$ Purchased	\$5,086,941	\$6,150,759	\$11,237,700
\$ Paid off/Forgiven	(4,537,542)	(45,064)	(4,582,606)
\$ Remaining	\$549,398	\$6,105,696	\$6,655,094
% Remaining	11%	99%	59%

# Loan Portfolio Summary

Loan Portfolio	# of Loans	Total Balance	Average Loan Balance	WA LTV
<i>Dollars in thousands</i>				
<b>National Lending Division</b>				
Purchased Loans (1)	989	\$432,083	\$437	47%(3)
Direct Originated Loans	116	316,919	2,732	48%
Portfolio Finance Loans	95	241,367	2,541	48%(4)
<b>SBA and USDA Loans (2)</b>	121	39,675	328	76%
<b>Community Banking Division:</b>				
Commercial Loans	191	17,633	92	44%
Residential and Consumer Loans	561	26,782	48	66%
<b>Total</b>	<b>2,073</b>	<b>\$1,074,460</b>	<b>\$518</b>	<b>49%</b>

(1) Total balance of \$432.1 million is equal to unpaid principal balance of \$467.3 million, net of \$35.2 million purchased loan discount.

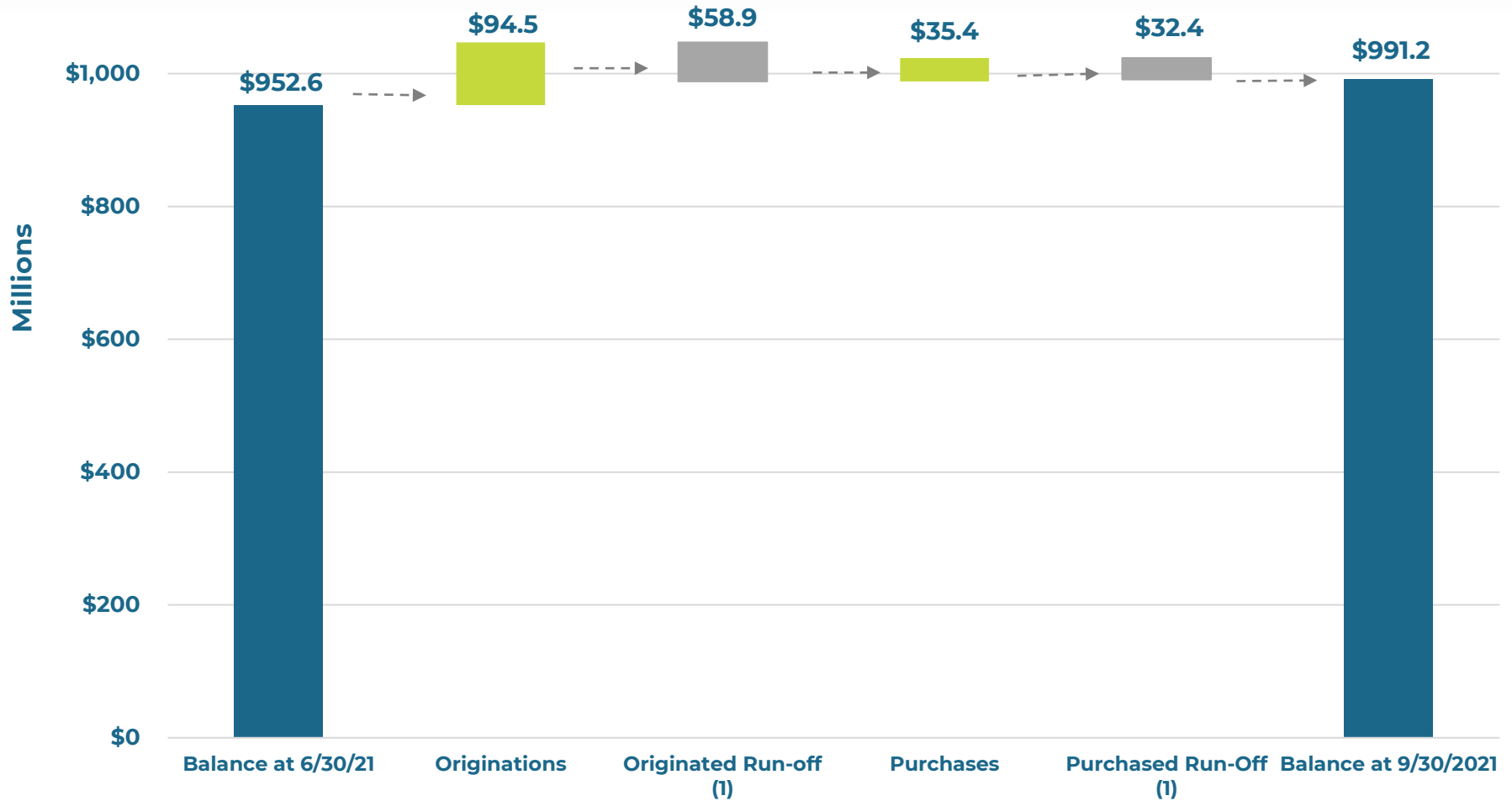
(2) Total loan balance of \$39.7 million is comprised of \$7.0 million of the guaranteed portion and \$32.7 million of the unguaranteed portion of loans.

(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.

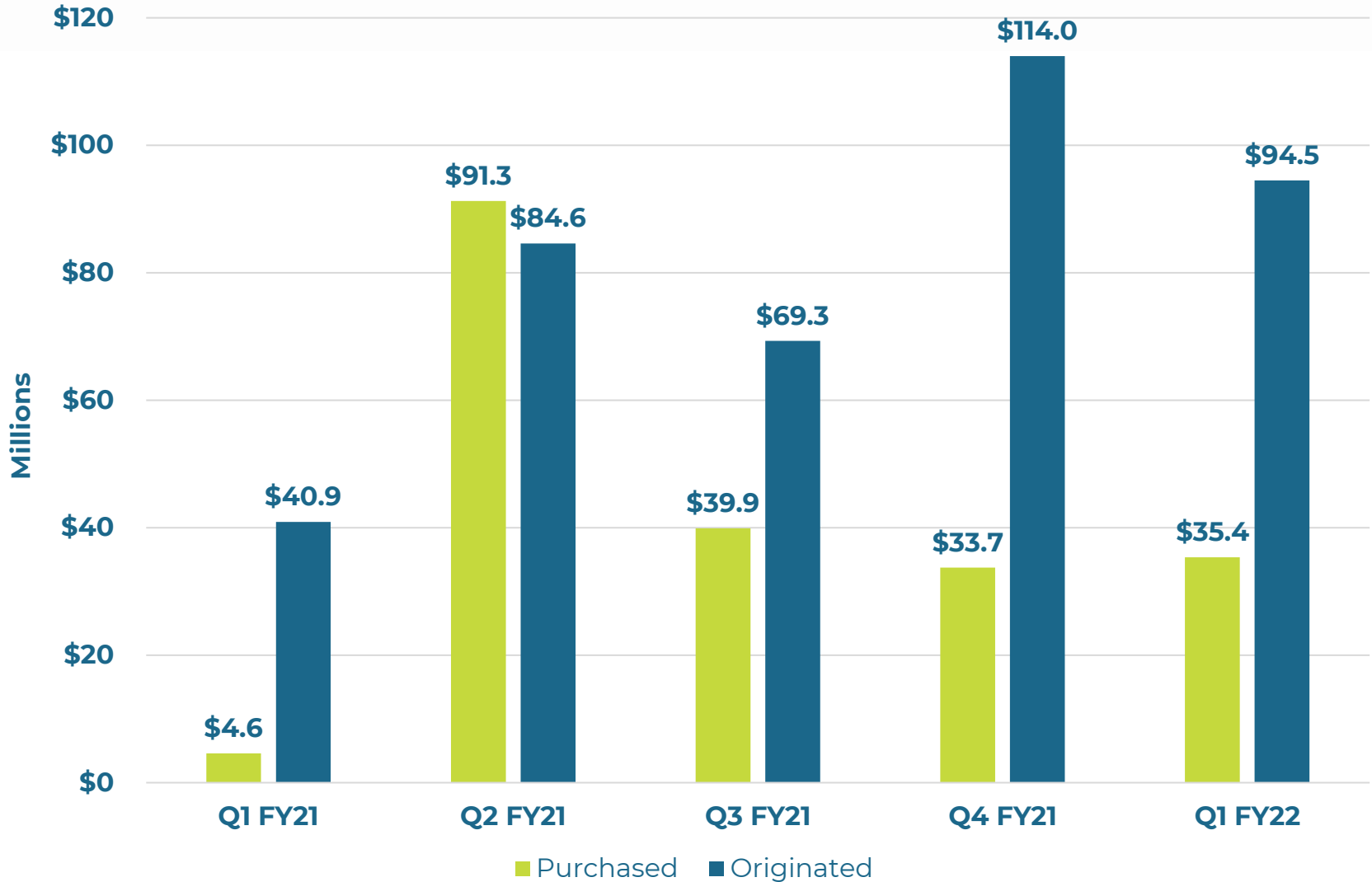
Loan balances exclude net deferred fees and costs.

# National Lending Portfolio Roll Forward: Trailing Three Months



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

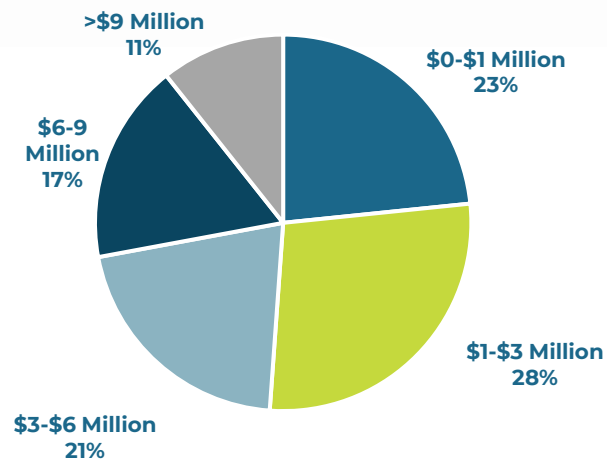
# National Lending Activity By Trailing 5 Quarters



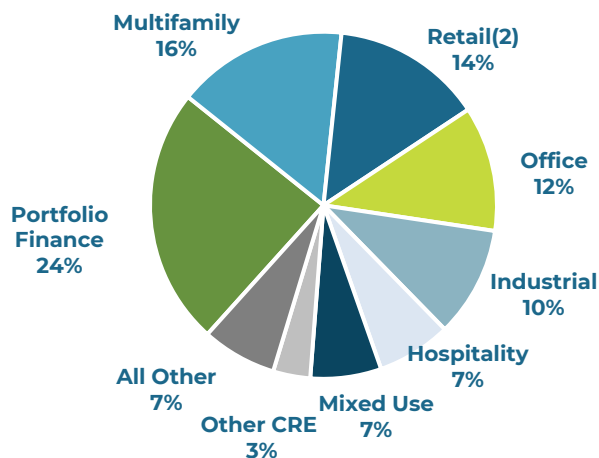


# National Lending Loan Portfolio Statistics as of September 30, 2021

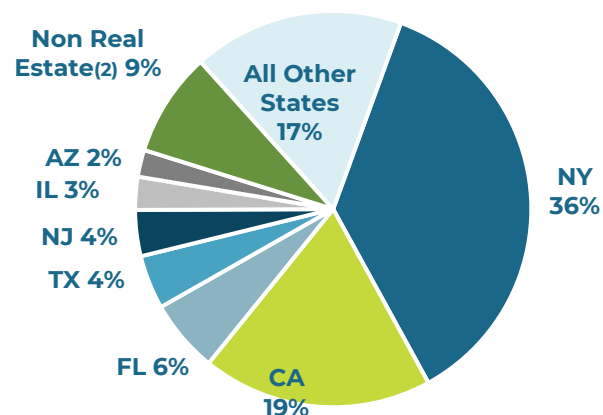
## Investment Size <sup>(1)</sup>



## Collateral Type



## Collateral State (45 States)



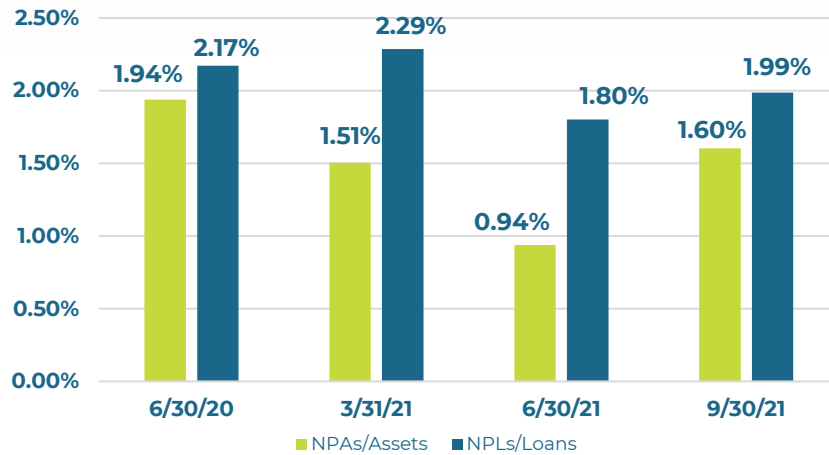
(1) Average investment size of \$825 thousand/loan; originated average: \$2.6 million/loan and purchased average: \$437 thousand/loan

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

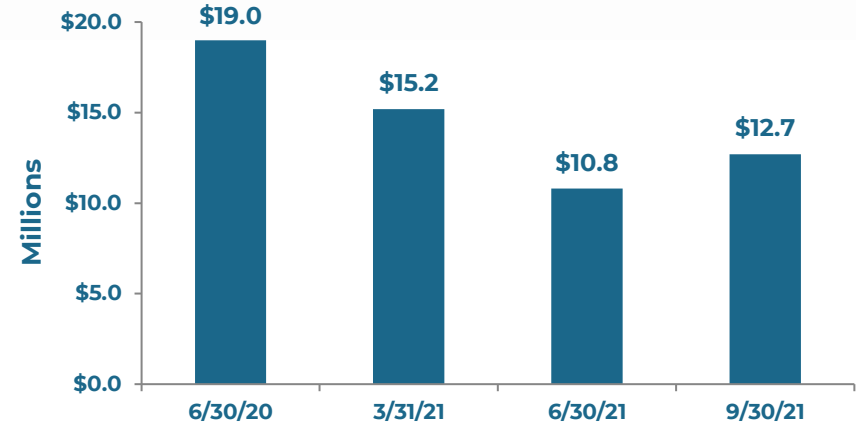
(3) 80% of the 9% Non-Real Estate total represents Portfolio Finance loans consisting of various collateral types in various locations.

# Asset Quality Metrics

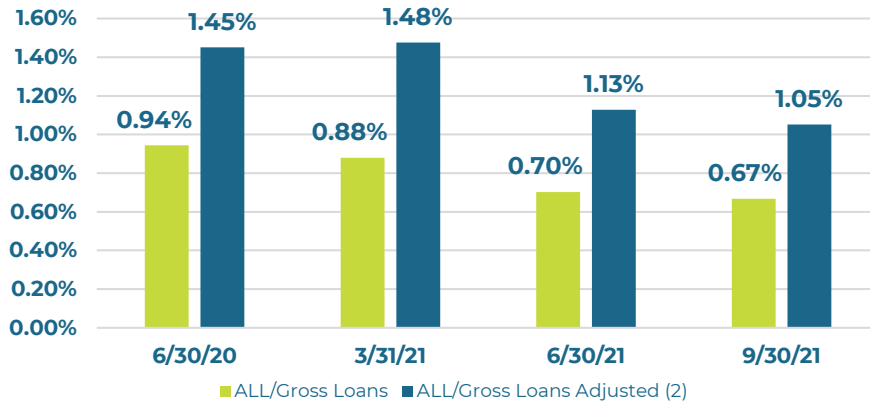
## NPAs / Total Assets & NPLs / Total Loans



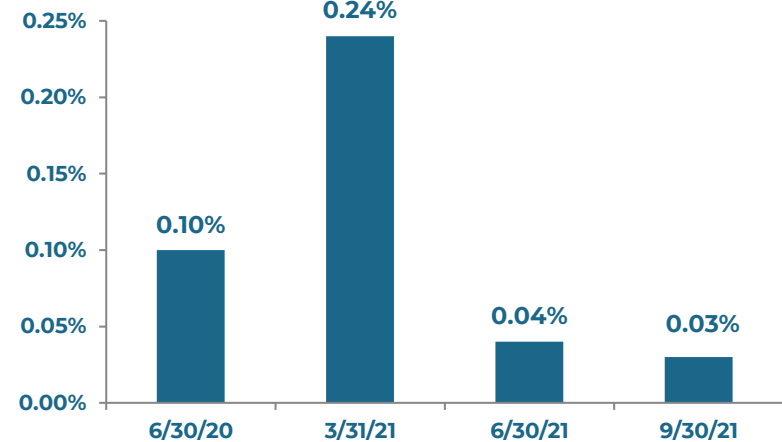
## Classified Commercial Loans<sup>(1)</sup>



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

Status as of September 30, 2021

Original Deferral	Currently in Deferral	Current	30-59 DPD	60-89 DPD	90+ DPD
<i>(Dollars in Millions)</i>					
\$118.2	\$0.0	\$116.5	\$0.1	\$0.0	\$1.6

## Interest-Only Period<sup>(1)</sup>

Status as of September 30, 2021

Original Deferral	Currently in Deferral	Current	30-59 DPD	60-89 DPD	90+ DPD
<i>(Dollars in Millions)</i>					
\$40.3	\$4.5	\$40.2	\$0.0	\$0.1	\$0.0

(1) Amounts represent balances as of September 30, 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 September 30, 2021

	Nonperforming Loans	REO	Total	FMV of Collateral	LTV	Notes
	<i>(Dollars in Thousands)</i>					
June 30, 2021 Balance	\$18,758	\$1,639	\$20,397			
<b>NPL Additions:</b>						
#1	1,349	-	1,349	1,050	128%	Portfolio finance loan in collection
#2	1,200	-	1,200	1,575	76%	Mixed-use property in NY
#3	1,012	-	1,012	1,200	84%	Economy hotel in WY
#4	403	-	403	3,476	12%	Commercial property in VA
#5	384	-	384	1,700	23%	Apartment complex in CA
Other - Various	692	-	692			< \$300 thousand NIB - 8 loans
REO #1	-	118	118	118		Recently closed branch, transferred from fixed assets
<b>Total Additions:</b>	<b>5,040</b>	<b>118</b>	<b>5,158</b>			
<b>NPL Resolutions:</b>						
#1	(317)	-	(317)			Camp in NH; note sale/payoff in August
#2	(459)	-	(459)			2 note-relationship: office/Industrial space in NJ; paid off in September
#3	(292)	-	(292)			Retail space in UT; paid off in September
Other Loans - Various	(1,338)	-	(1,338)			14 loans (totaling \$288 thousand) returned to accrual or paid off; net paydowns
REO #1	-	(989)	(989)			Office property in IL held since 2018; \$74 thousand loss on sale
REO #2	(53)	53	-	53		Vacant daycare in FL
<b>Total Resolutions:</b>	<b>(2,459)</b>	<b>(936)</b>	<b>(3,395)</b>			
September 30, 2021 Balance:	\$21,339	\$821	\$22,160			

# Allowance Allocation

Loan Segment	Total Loan Balances at September 30, 2021	Total Reserves at September 30, 2021	ALL / Total Loans at September 30, 2021	Total Reserves at June 30, 2021	ALL / Total Loans at June 30, 2021	Total Reserves at September 30, 2020	ALL / Total Loans at September 30, 2020
<i>Dollars in thousands</i>							
<b>LASG Purchased</b>	<b>\$432,083</b>	<b>\$415</b>	<b>0.10%</b>	<b>\$412</b>	<b>0.10%</b>	<b>\$630</b>	<b>0.18%</b>
Originated Loans:							
C&I (Portfolio Finance primarily)	244,978	1,494	0.61%	1195	0.47%	1013	0.50%
Commercial Real Estate	311,926	2,364	0.76%	2,323	0.86%	2,613	1.02%
SBA and USDA:							
- Guaranteed	7,025	-	0.00%	-	0.00%	-	0.00%
- Unguaranteed	31,457	2,651	8.43%	3,119	9.22%	4,841	11.56%
1-4 Family Residential	45,882	213	0.46%	233	0.49%	408	0.64%
Consumer	996	29	2.91%	31	2.67%	31	2.18%
<b>Total Originated Loans</b>	<b>642,264</b>	<b>6,751</b>	<b>1.05%</b>	<b>6,901</b>	<b>1.13%</b>	<b>8,906</b>	<b>1.55%</b>
<b>Total Loans</b>	<b>\$1,074,347</b>	<b>\$7,166</b>	<b>0.67%</b>	<b>\$7,313</b>	<b>0.70%</b>	<b>\$9,536</b>	<b>1.02%</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>		\$18,030	39%	\$13,902	60%	\$6,861	29%	\$38,793	45%
<b>Hospitality</b>		53,671	51%	12,745	58%	15,084	41%	81,500	50%
<b>Industrial</b>		28,586	48%	30,514	48%	81,217	46%	140,317	47%
<b>Land and Construction</b>		2,841	50%	6,500	22%	6,149	49%	15,490	38%
<b>Mixed Use</b>		19,914	54%	52,620	47%	25,302	44%	97,836	48%
<b>Multi Family</b>		41,389	45%	37,723	52%	127,361	44%	206,473	46%
<b>Office</b>		51,818	48%	20,751	56%	70,887	51%	143,456	51%
<b>Retail</b>		95,910	50%	27,712	52%	96,517	51%	220,139	51%
<b>Small Balance Commercial</b>		4,760	32%	38,900	33%	2,705	36%	46,365	33%
<b>Total</b>		<b>\$316,919</b>	<b>48%</b>	<b>\$241,367</b>	<b>48%</b>	<b>\$432,083</b>	<b>47%</b>	<b>\$990,369</b>	<b>48%</b>

All data as of September 30, 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>	\$152,249	\$83,528	\$81,166	\$66,598	\$36,581	\$11,961	\$432,083
<b>Direct Originated Loans</b>	85,725	69,916	70,248	77,682	8,445	4,902	316,919
<b>Portfolio Finance Loans</b>	64,609	46,403	106,959	23,396	-	-	241,367
<b>Total</b>	<b>\$302,584</b>	<b>\$199,847</b>	<b>\$258,372</b>	<b>\$167,677</b>	<b>\$45,027</b>	<b>\$16,863</b>	<b>\$990,369</b>
<b>% of Total</b>	<b>31%</b>	<b>19%</b>	<b>26%</b>	<b>18%</b>	<b>4%</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>	\$174,034	\$149,085	\$108,964	<b>\$432,083</b>
<b># of Loans</b>	620	213	138	<b>971</b>
<b>% of Portfolio</b>	40%	35%	25%	<b>100%</b>
<b>Original Principal Balance</b>	\$389,635	\$231,871	\$141,167	<b>\$762,673</b>
<b>Current Principal Balance</b>	190,483	159,554	117,231	<b>467,268</b>
<b>% Principal Paid Down Since Origination</b>	51%	31%	17%	<b>39%</b>
<b>Current Basis<sup>(1)</sup> / Original Principal</b>	45%	64%	77%	<b>57%</b>

(1) Current basis is net of principal paydowns and remaining discount.

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# 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>	\$241,367			66%	48%
<b>Portfolio Finance Loans with Interest Reserves</b>	197,108	82%	6.4 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>	\$316,919			48%
<b>Direct Originated Loans with Interest Reserves</b>	224,557	71%	8.8 Months	

(1) Weighted Average calculations utilize original balance and real estate values at the time of origination. All data as of September 30, 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> <b>Balance</b>	<b>WA LTV</b>	<b>Balance</b>	<b>WA LTV</b>	<b>Balance</b>
<b>1-4 Family</b>	\$1,855	49%	\$24,649	66%	\$26,504
<b>Hospitality</b>	2,610	29%	-	-	2,610
<b>Industrial</b>	165	49%	-	-	165
<b>Land and Construction</b>	296	27%	369	64%	665
<b>Mixed Use</b>	324	82%	-	-	324
<b>Multi Family</b>	3,429	41%	1,369	67%	4,798
<b>Office</b>	4,509	38%	-	-	4,509
<b>Retail</b>	2,721	48%	-	-	2,721
<b>Small Balance</b>	1,724	79%	386	52%	2,110
<b>Unsecured</b>	-	NAP	9	100%	9
<b>Total</b>	<b>\$17,633</b>	<b>44%</b>	<b>\$26,782</b>	<b>66%</b>	<b>\$44,415</b>

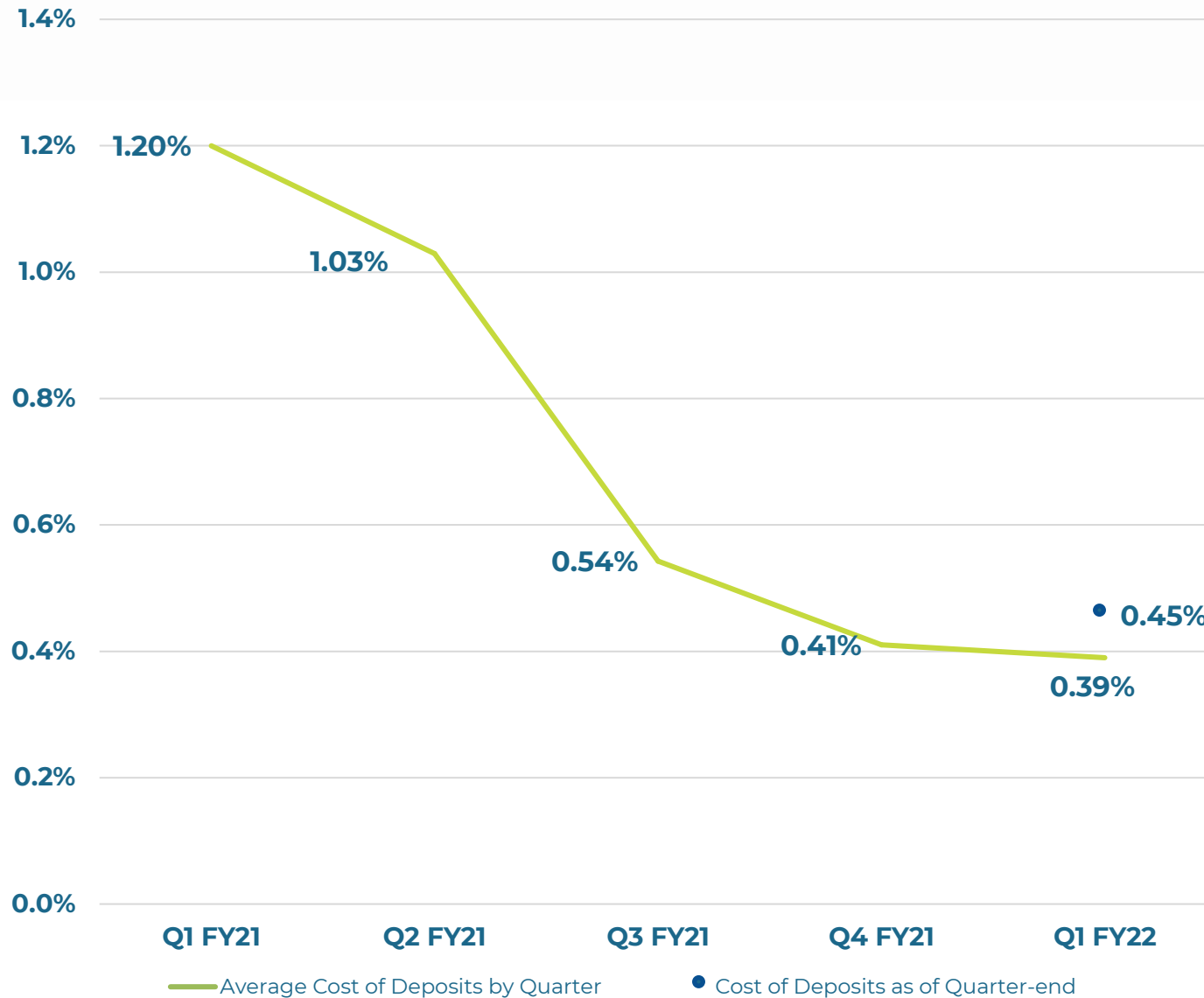
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# SBA and USDA Loans by Collateral Type

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>
<b>Hospitality</b>	\$1,442	\$18,423	\$19,865	73%
<b>Industrial</b>	654	4,589	5,243	69%
<b>Office</b>	-	2,785	2,785	79%
<b>Retail</b>	3,546	5,114	8,660	90%
<b>Small Balance Commercial</b>	702	1,512	2,214	62%
<b>1-4 Family</b>	681	227	908	66%
<b>Total</b>	<b>\$7,025</b>	<b>\$32,650</b>	<b>\$39,675</b>	<b>76%</b>

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# Quarterly Cost of Deposits



# Deposit Portfolio Changes

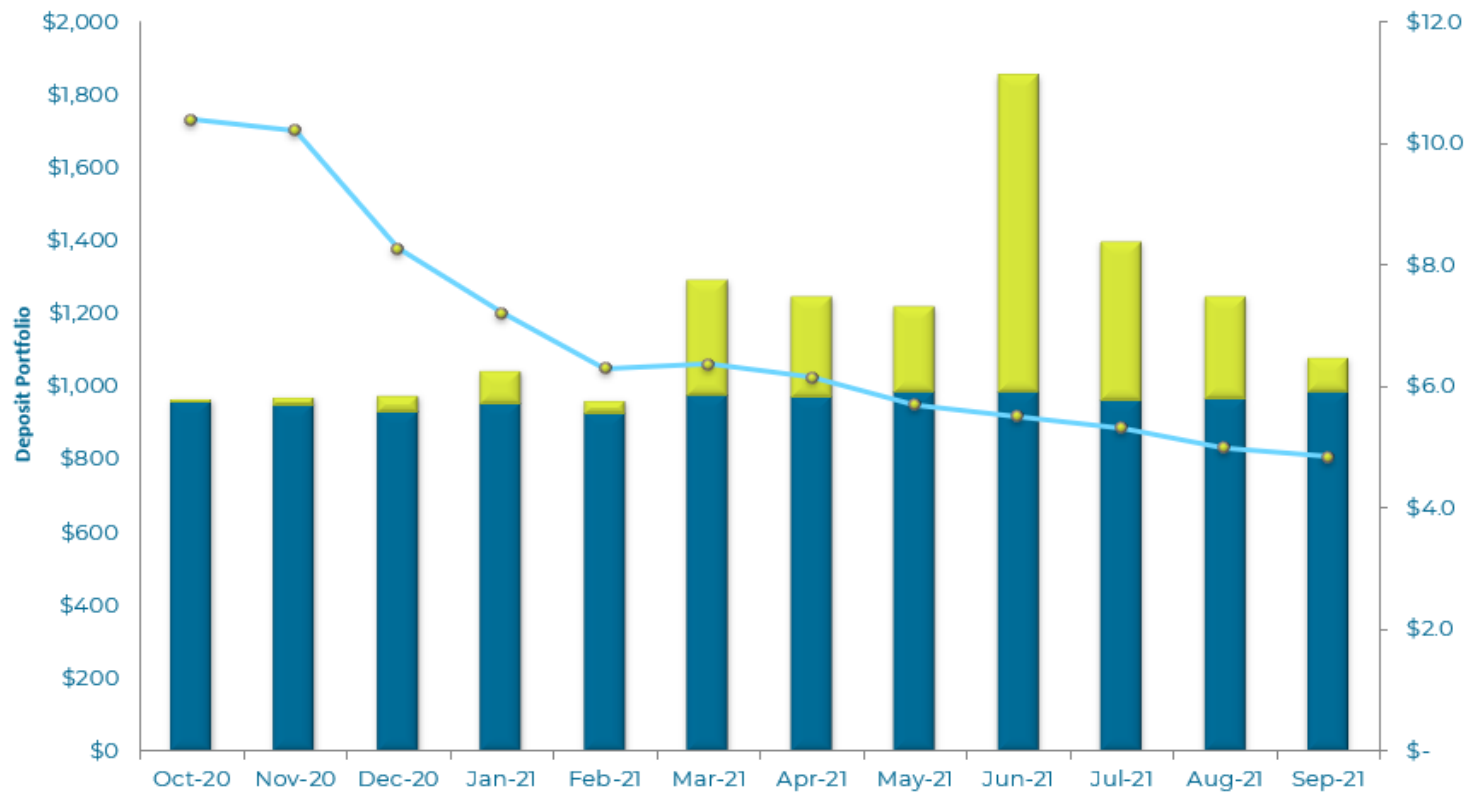
By Channels				September 30, 2021			September 30, 2020			Net Change		
<i>Dollars in thousands</i>	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR			
<b>Community Banking</b>	\$731,537	0.36%	74%	\$557,920	0.55%	55%	\$173,617	31%	-0.19%			
<b>ableBanking</b>	159,924	0.60%	16%	280,560	1.41%	28%	(120,636)	-43%	-0.81%			
<b>Bulletin Board</b>	101,273	1.25%	10%	164,577	2.20%	16%	(63,304)	-38%	-0.95%			
<b>Sub-Total</b>	992,734	0.49%	91%	1,003,057	1.06%	99%	(10,323)	-1%	-0.57%			
<b>Holdback Accounts</b>	93,576 (1)	0.00%	9%	12,595	0.00%	1%	80,981	643%	0.00%			
<b>Grand Total</b>	\$1,086,310	0.45%		\$1,015,652	1.05%		\$70,658	7%	-0.60%			

By Products				September 30, 2021			September 30, 2020			Net Change		
<i>Dollars in thousands</i>	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR			
<b>Checking</b>	\$395,897	0.19%	40%	\$247,076	0.18%	25%	\$148,821	60%	0.01%			
<b>Savings</b>	84,676	0.43%	9%	37,533	0.11%	4%	47,143	126%	0.32%			
<b>Money Market</b>	270,801	0.29%	27%	311,561	0.50%	31%	(40,760)	-13%	-0.21%			
<b>Certificate of Deposit</b>	241,359	1.23%	24%	406,887	2.12%	41%	(165,528)	-41%	-0.89%			
<b>Sub-Total</b>	992,733	0.49%	91%	1,003,057	1.06%	99%	(10,324)	-1%	-0.58%			
<b>Holdback Accounts</b>	93,576 (1)	0.00%	9%	12,595	0.00%	1%	80,981	643%	0.00%			
<b>Grand Total</b>	\$1,086,310	0.45%		\$1,015,652	1.05%		\$70,658	7%	-0.60%			

(1) Includes PPP Collection Account balance of \$77.9 million at September 30, 2021

# Deposit Portfolio and Interest Analysis

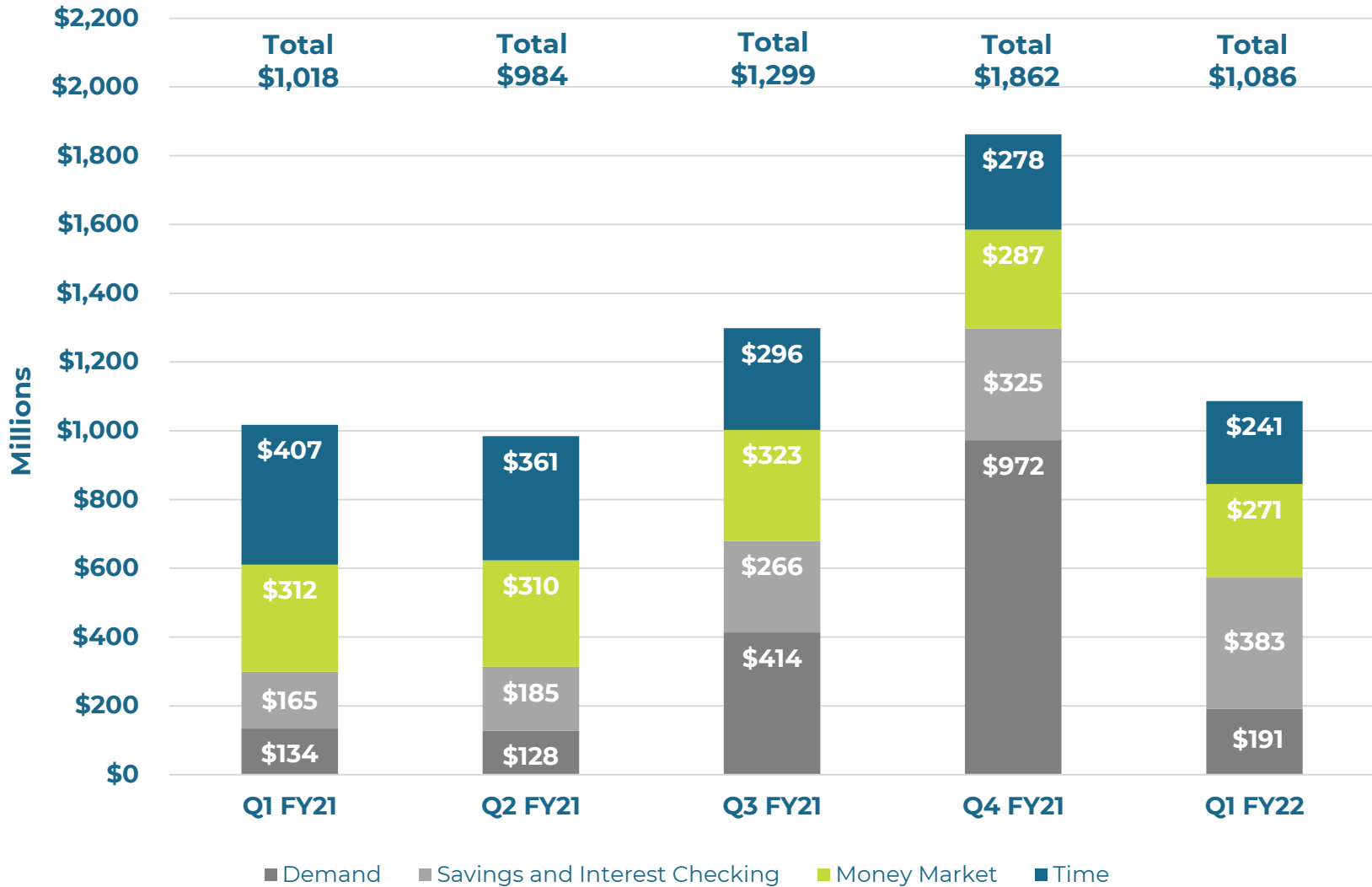
**Trailing Twelve-Month Deposit Portfolio and Annualized Interest Expense  
(Excludes Brokered Deposits)  
\$ Millions**



	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21
Holdback Accounts	\$11	\$19	\$48	\$89	\$39	\$317	\$275	\$237	\$873	\$433	\$278	\$94
Deposit Portfolio	\$959	\$953	\$931	\$955	\$926	\$977	\$976	\$988	\$985	\$965	\$970	\$988
Interest Expense	\$10.4	\$10.2	\$8.3	\$7.2	\$6.3	\$6.4	\$6.1	\$5.7	\$5.5	\$5.3	\$5.0	\$4.8

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

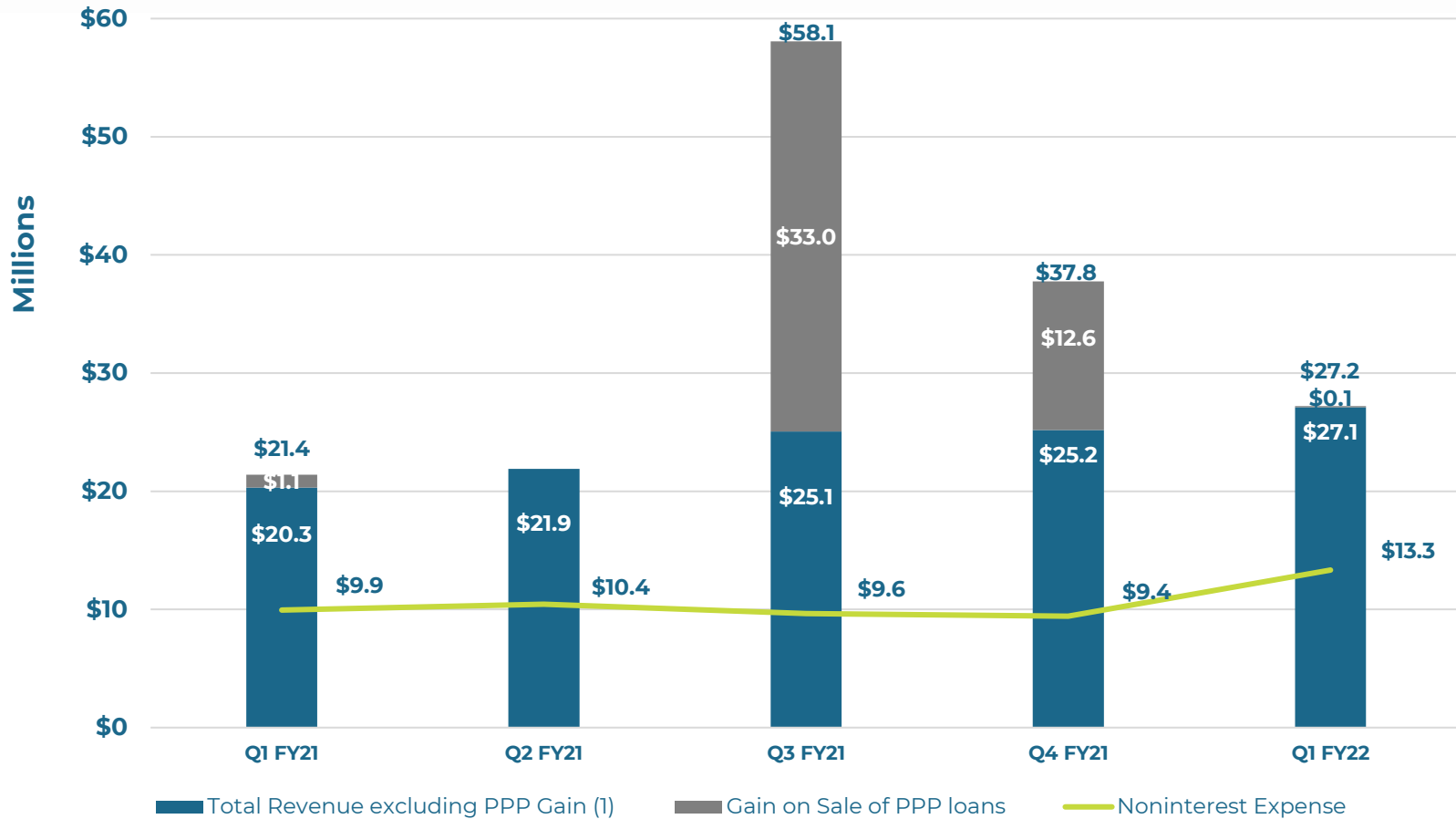


# Time Deposit Interest Expense

	Amount Maturing	Weighted Average Rate	Annual Interest Expense
<i>Dollars in thousands</i>			
<b>Quarter Ending December 31, 2021</b>	<b>\$81,660</b>	<b>1.32%</b>	<b>\$1,079</b>
ableBanking	19,473	1.77%	345
Bulletin Board	45,417	1.14%	517
Community Bank	16,770	1.29%	217
<b>Quarter Ending March 31, 2022</b>	<b>78,872</b>	<b>1.02%</b>	<b>803</b>
ableBanking	20,952	0.97%	203
Bulletin Board	41,431	1.05%	434
Community Bank	16,489	1.01%	166
<b>Quarter Ending June 30, 2022</b>	<b>16,004</b>	<b>1.40%</b>	<b>224</b>
ableBanking	1,495	0.75%	11
Bulletin Board	5,569	2.61%	146
Community Bank	8,940	0.75%	67
<b>Quarter Ending September 30, 2022</b>	<b>14,116</b>	<b>0.83%</b>	<b>117</b>
ableBanking	6,187	1.11%	68
Bulletin Board	414	2.19%	9
Community Bank	7,515	0.53%	40
<b>Total</b>	<b>\$190,652</b>	<b>1.17%</b>	<b>\$2,223</b>



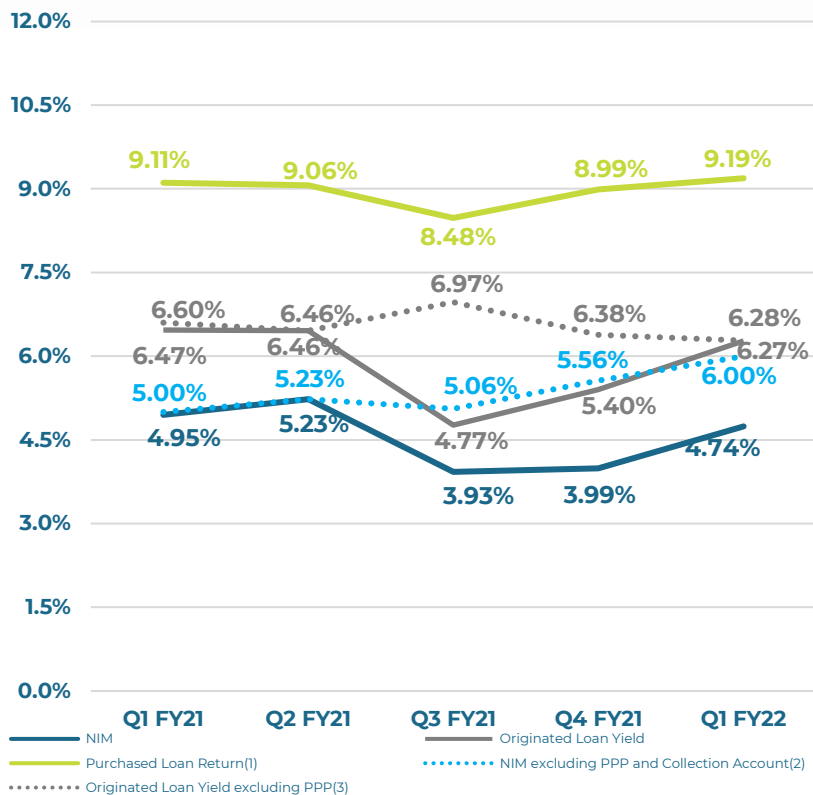
# Revenue and Noninterest Expense for Trailing 5 Quarters



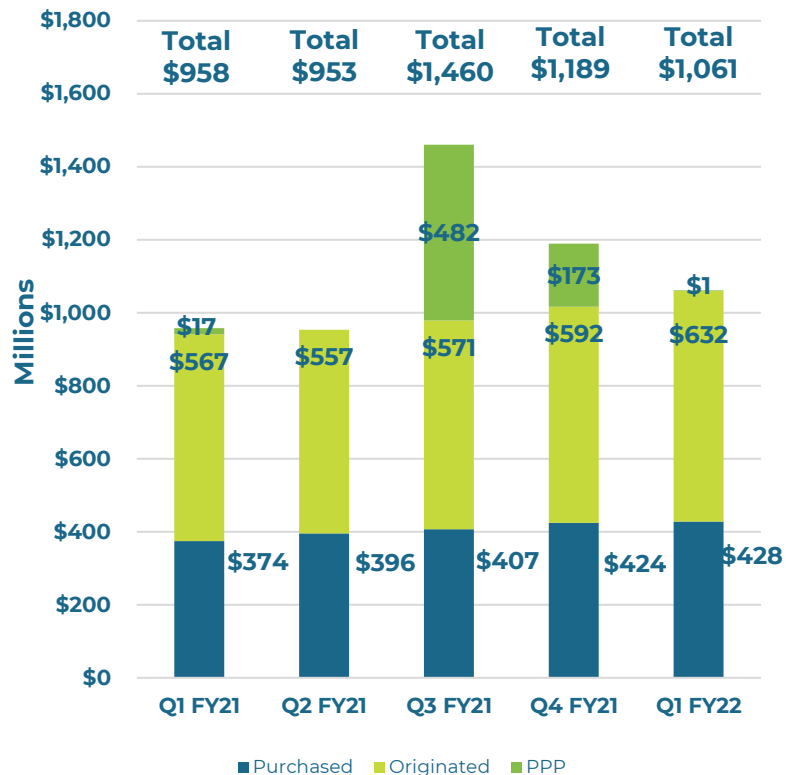
(1) Total Revenue includes net interest income before loan loss provision (credit) and noninterest income.

# Loan Performance & Average Loan Balance For Trailing 5 Quarters

## Loan Performance

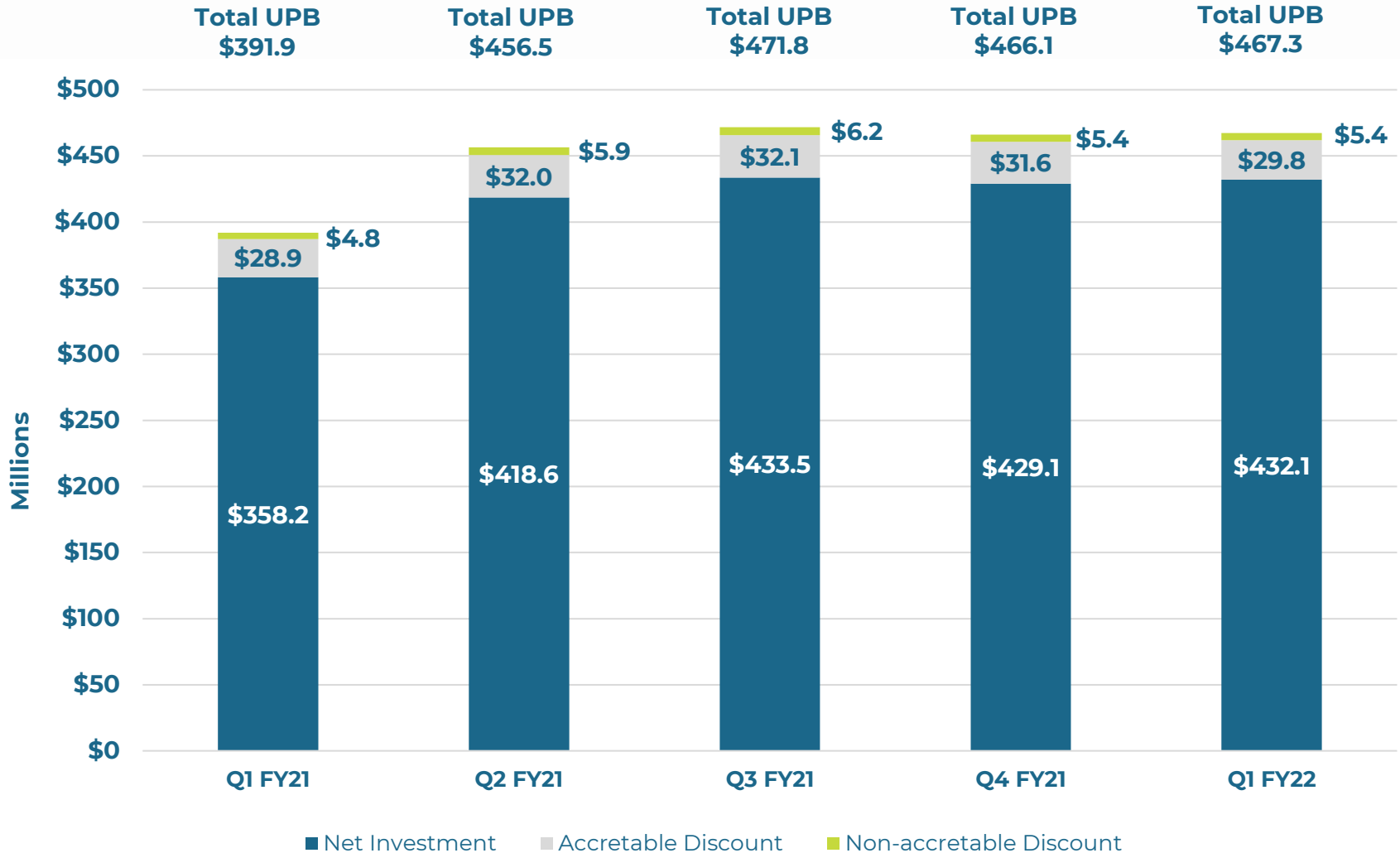


## Average Loan Balance for Trailing 5 Quarters<sup>(4)</sup>



- (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 and Collection Account for Q1 FY21, Q3 FY21, Q4 FY21 and Q1 FY22 removes the effects of the following: PPP loan interest income of \$80 thousand, \$2.6 million, \$884 thousand, and \$11 thousand, interest income on short-term investments of \$0, \$29 thousand, \$100 thousand and \$84 thousand, PPPLF interest expense of \$2 thousand, \$300 thousand, \$98 thousand, and \$0, brokered CD interest expense of \$0, \$99 thousand, \$0 and \$0, average PPP loan balances of \$16.9 million, \$481.9 million, \$172.8 million, and \$1.4 million, and short-term investments average balance related to PPP collection account of \$0, \$121.7 million, \$405.9 million, and \$334.3 million, respectively.
- (3) Originated Loan Yield excluding PPP for Q1 FY21, Q3 FY21, Q4 FY21, and Q1 FY22 removes the effects of the following: PPP loan interest income of \$80 thousand, \$2.6 million, \$884 thousand, and \$84 thousand, and average PPP loan balances of \$16.9 million, \$481.9 million, \$172.8 million, and \$1.4 million, respectively.
- (4) Includes loans held for sale.

# Purchased Loan Investment Basis and Discount By Trailing 5 Quarters

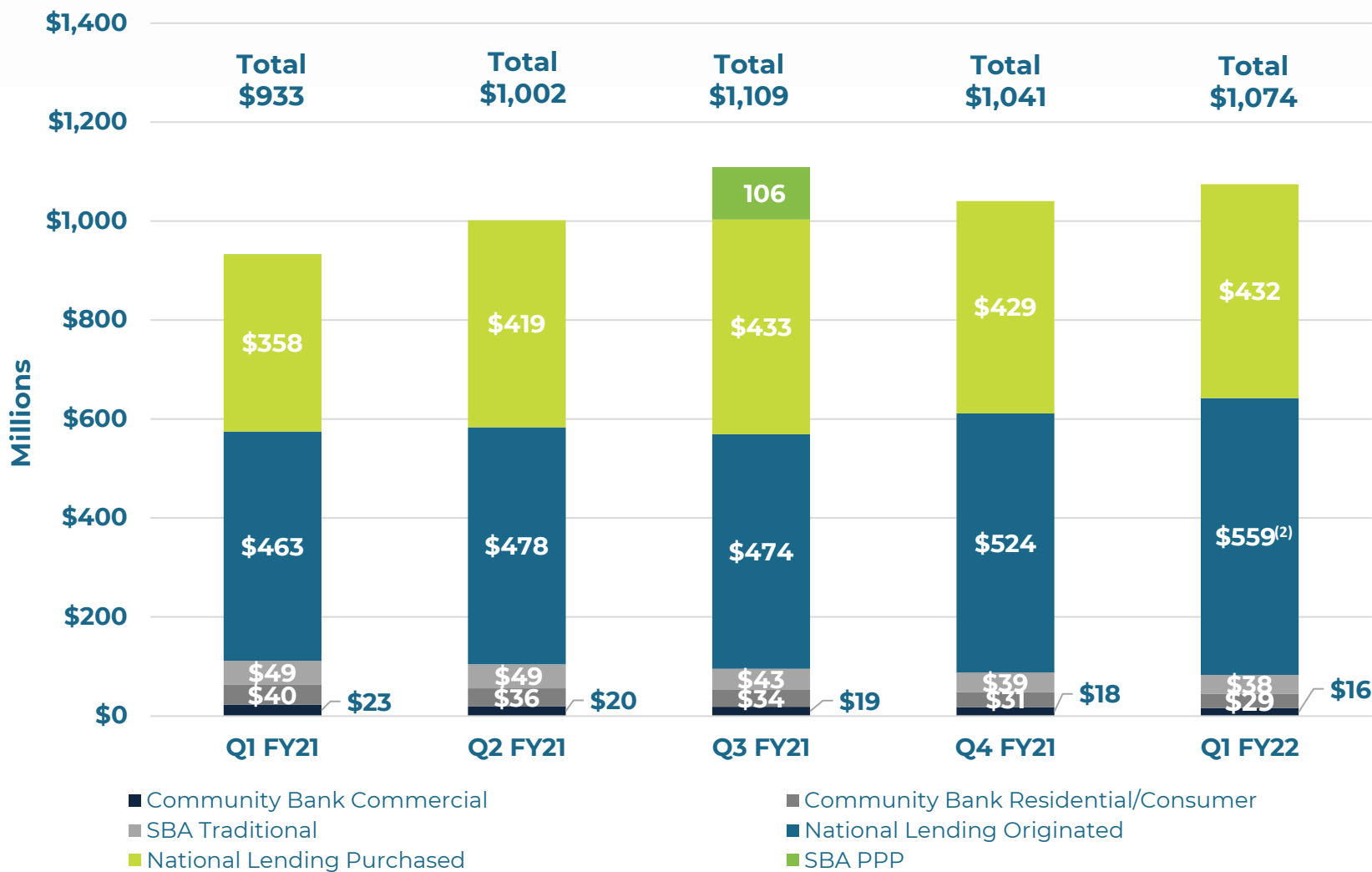


# National Lending Portfolio — Q1 FY22 Return Summary<sup>(1)</sup>

	<b>Purchased</b>	<b>Originated</b>	<b>Total</b>
Regularly Scheduled Interest & Accretion	6.47%	6.38%	6.42%
Accelerated Accretion & Fees Recognized on Loan Payoffs & Gain on Loan Sales	2.72%	0.00%	1.19%
<b>Total</b>	<b>9.19%</b>	<b>6.38%</b>	<b>7.61%</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.

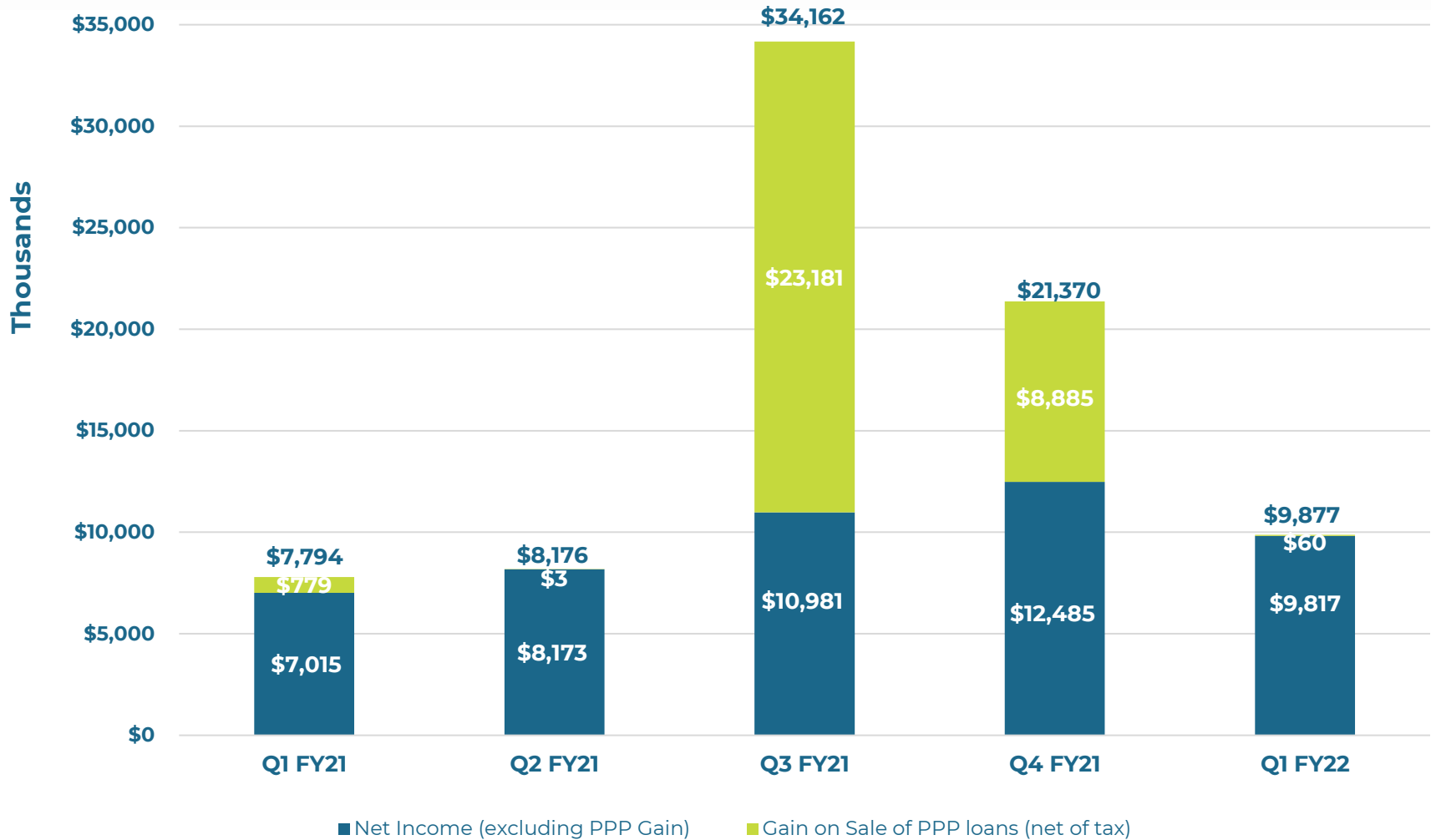
# Loan Mix As of Trailing 5 Quarter Ends<sup>(1)</sup>



(1) Includes loans held for sale.

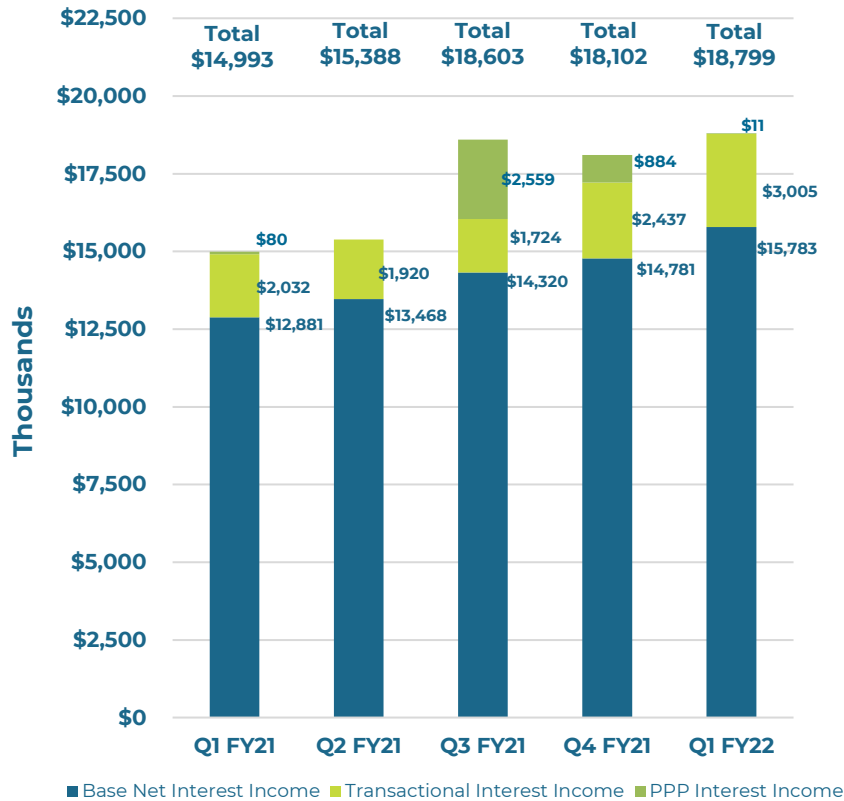
(2) 88% of the National Lending Originated portfolio had a floor, with a weighted average floor of 6.34% as of September 30, 2021.

# Net Income for Trailing 5 Quarters



# Key Components of Income For Trailing 5 Quarters

## Net Interest Income Before Loan Loss Provision



## Noninterest Income

