

# INVESTOR CALL

FY26 Q1

October 29, 2025

# 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. We may also make forward-looking statements in other documents we file with the Federal Deposit Insurance Corporation ("FDIC"), in our annual reports to our shareholders, in press releases and other written materials, and in oral statements made by our officers, directors, or employees. You can identify forward-looking statements by the use of the words "believe," "expect," "anticipate," "intend," "estimate," "assume," "outlook," "will," "should," and other expressions that predict or indicate future events and trends and which do not relate to historical matters. 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, contingencies, 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 expressed or implied by such the forward-looking statements as a result of, among other factors: changes in interest rates and real estate values; changes in employment levels, and general business and economic conditions on a national basis and in the local markets in which the Bank operates; changes in customer behavior due to changing business and economic conditions (including the impact of tariffs, inflation, and concerns about liquidity) or legislative or regulatory initiatives; the possibility that future credit losses are higher than currently expected due to changes in economic assumptions, customer behavior, or adverse economic developments; turbulence in the capital and debt markets; competitive pressures from other financial institutions; changes in loan defaults and charge-off rates; changes in the value of securities and other assets, adequacy of credit loss reserves, or deposit levels necessitating increased borrowing to fund loans and investments; changes in, and evolving interpretations of, existing and future laws, rules, and regulations; operational risks including, but not limited to, cybersecurity, fraud, natural disasters, climate change, 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, as updated in the Bank's Quarterly Reports on Form 10-Q and other filings submitted to the FDIC. These statements speak only as of the date of this report 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 release or to reflect the occurrence of unanticipated events.

# Financial Highlights

	Q1 FY26
Total Loan Volume	\$320.5 million
National Lending:	
Purchased Loans	\$144.6 million invested on \$152.7 million of UPB <sup>(1)</sup> (94.7% purchase price)
Originated Loans <sup>(2)</sup>	\$133.8 million
Weighted Average Rate as of 9/30/2025 <sup>(3)</sup>	7.98%
SBA Loans Originated	\$42.0 million
SBA Loans Sold	\$52.7 million
Gain on Sale of SBA Loans	\$4.1 million
Net Interest Margin	4.59%
Purchased Loan Return <sup>(4)</sup>	8.21%
Net Income	\$22.5 million
Net Proceeds from Share Issuances	No issuances in Q1 2026
Availability under At-the-Market Offering	\$65.4 million
Loan Capacity as of 9/30/2025	\$1.4 billion
EPS Basic (Diluted)	\$2.72 (\$2.67)
Return on Equity	17.64%
Return on Assets	2.13%
Tangible Book Value per Share	\$59.98

(1) Unpaid principal balance.

(2) National Lending originations for Q1 FY26 were 100% variable rate, of which 44% were Prime-rate based and 56% were SOFR-based.

(3) Q1 FY26 National Lending originations had a weighted average floor rate of 7.76%.

(4) Purchased loan return for Q1 FY26 included \$2.4 million of transactional income.

# Loan Portfolio Summary

Loan Portfolio	# of Loans	Total Balance	Average Balance	WA LTV
<i>Dollars in thousands</i>				
<b>National Lending Division:</b>				
Purchased Loans <sup>(1)</sup>	3,624	\$2,406,506	\$664	49% <sup>(4)</sup>
Direct Originated Loans <sup>(2)</sup>	83	490,770	5,913	53%
Lender Finance Loans <sup>(2)</sup>	115	722,341	6,281	41%
<b>SBA Loans <sup>(3)</sup></b>	4,881	115,682	24	83%
<b>Community Banking Division:</b>				
Commercial Loans	72	4,745	66	37%
Residential and Consumer Loans	253	12,907	51	45%
<b>Total</b>	<b>9,028</b>	<b>\$3,752,951</b>	<b>\$416</b>	<b>49%</b>

(1) Total balance of \$2.41 billion is equal to unpaid principal balance of \$2.58 billion, net of \$171.5 million purchased loan rate mark discount.

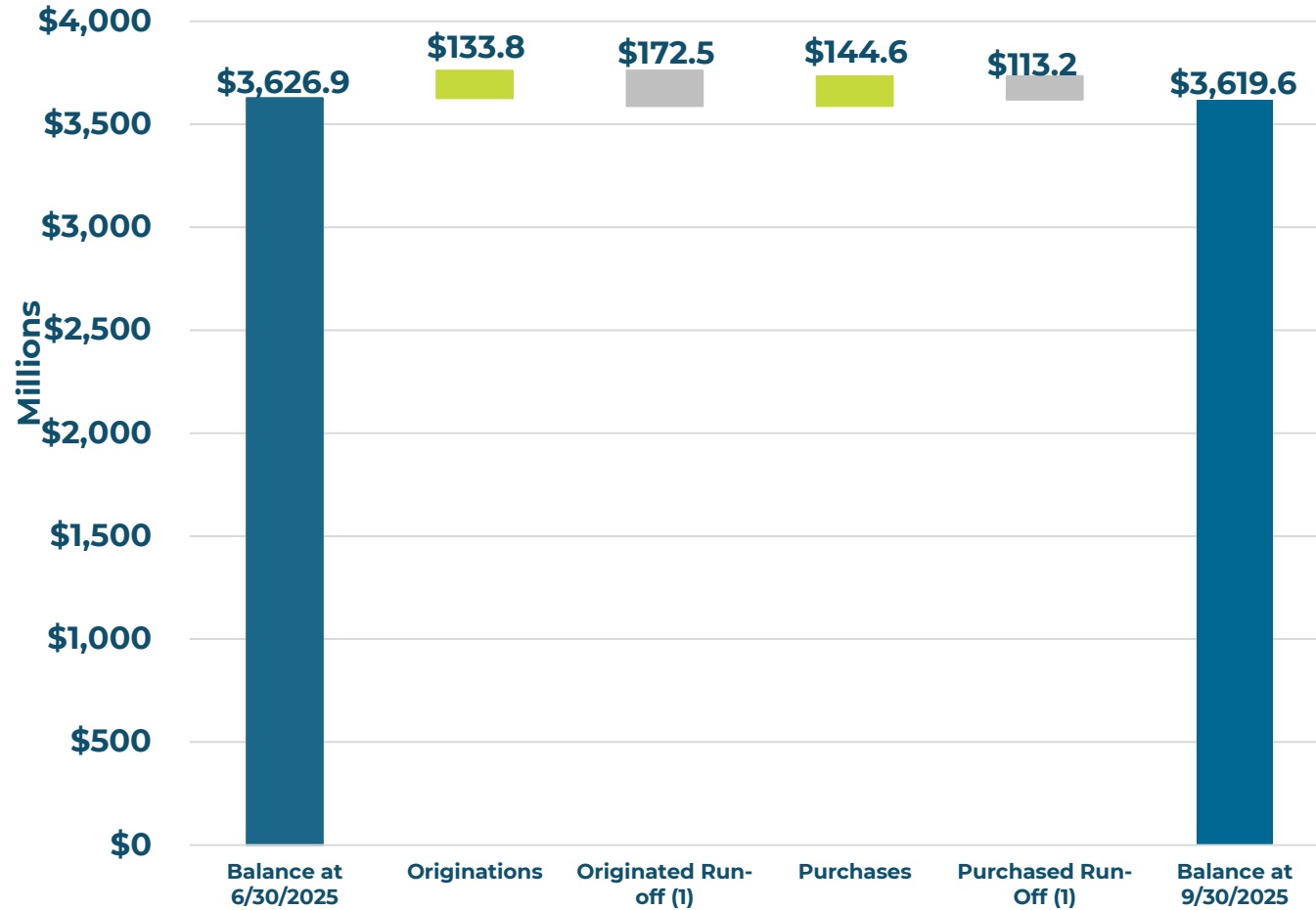
(2) LTV is calculated as the Bank's loan amount to the value of the underlying commercial real estate collateral.

(3) Balance does not reflect the guaranteed portion of \$12.7 million included in loans held for sale. Average balance reflects the unguaranteed, unsold portion on the Bank's balance sheet.

(4) Reflects the Bank's basis net of allowance for credit loss reserves against the value of the underlying commercial real estate collateral.

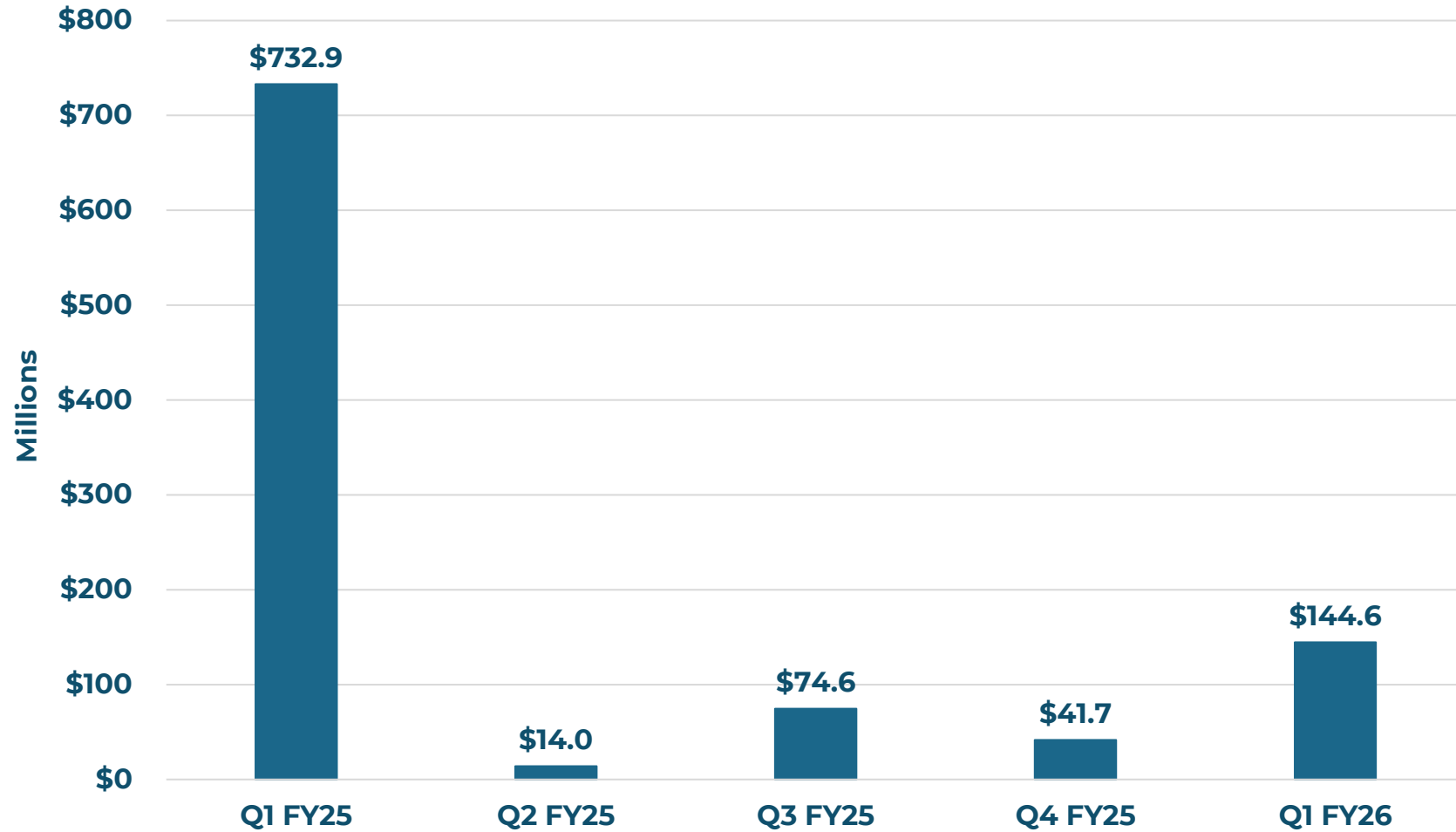
All data as of September 30, 2025, unless otherwise noted.

# National Lending Portfolio Roll Forward — Linked Quarter

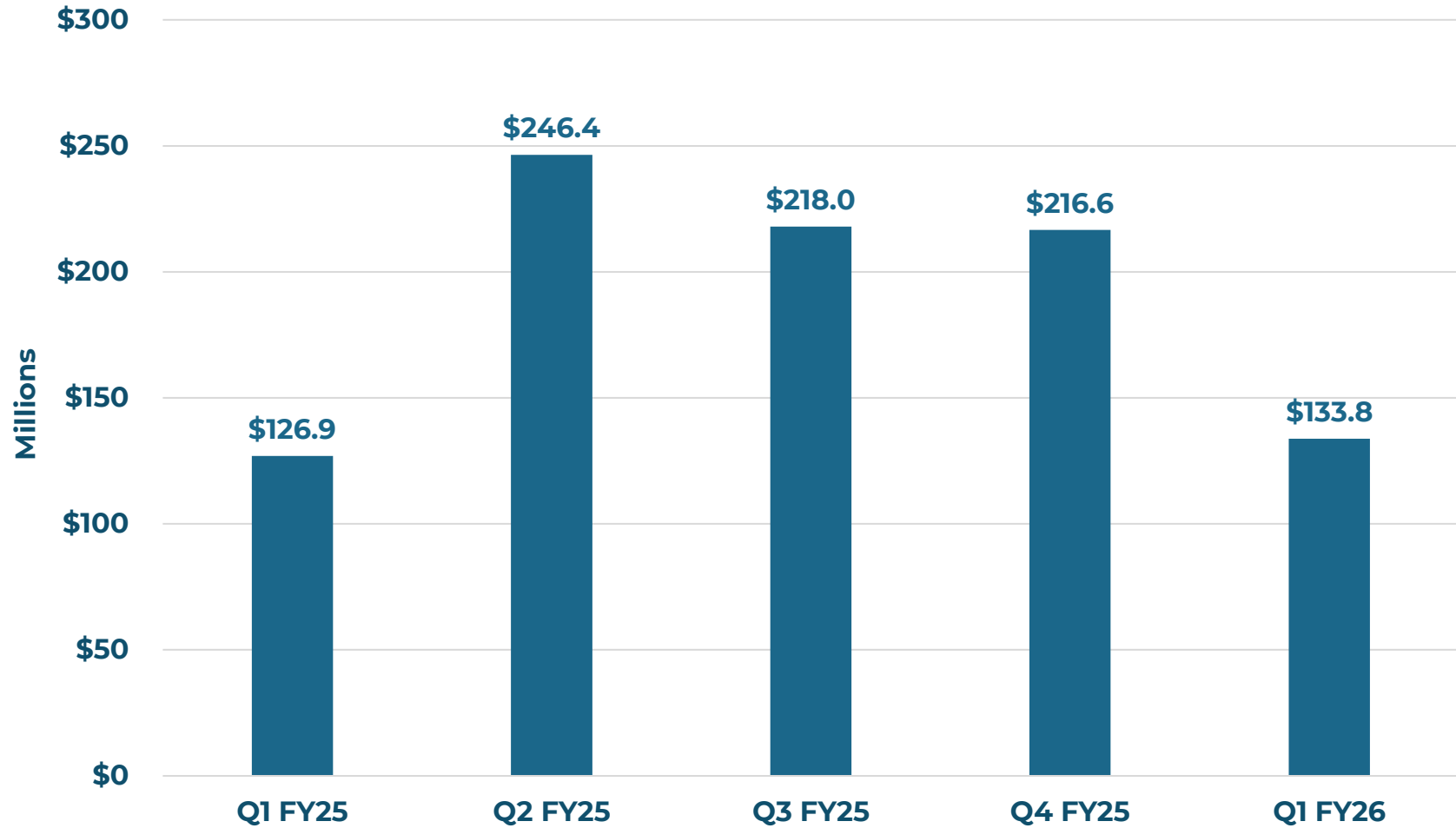


(1) Run-off includes scheduled amortization, principal pay downs and payoffs.

# National Lending Purchased Activity by Trailing 5 Quarters

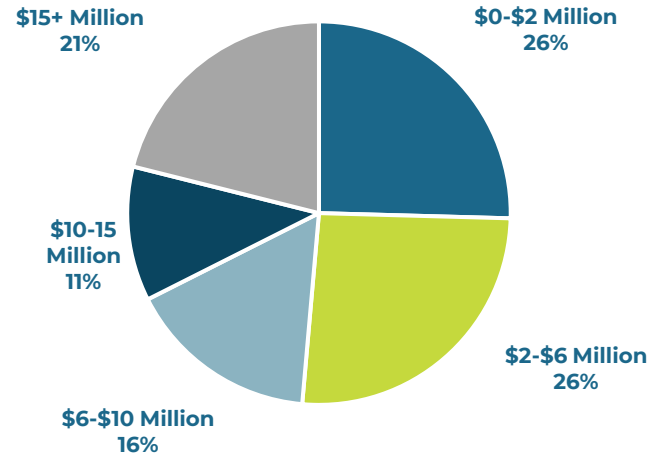


## National Lending Originated Activity by Trailing 5 Quarters

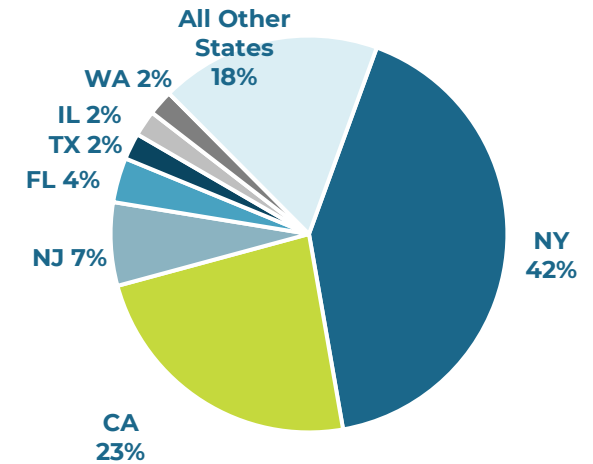


# National Lending Loan Portfolio Statistics

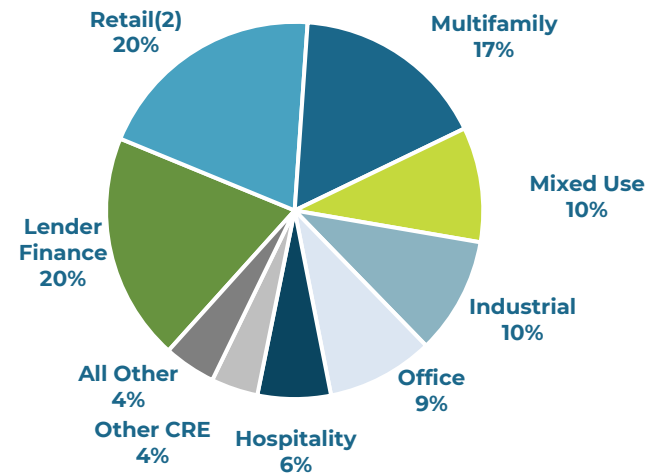
Investment Size<sup>(1)</sup>



Collateral State (44 States)



Collateral Type



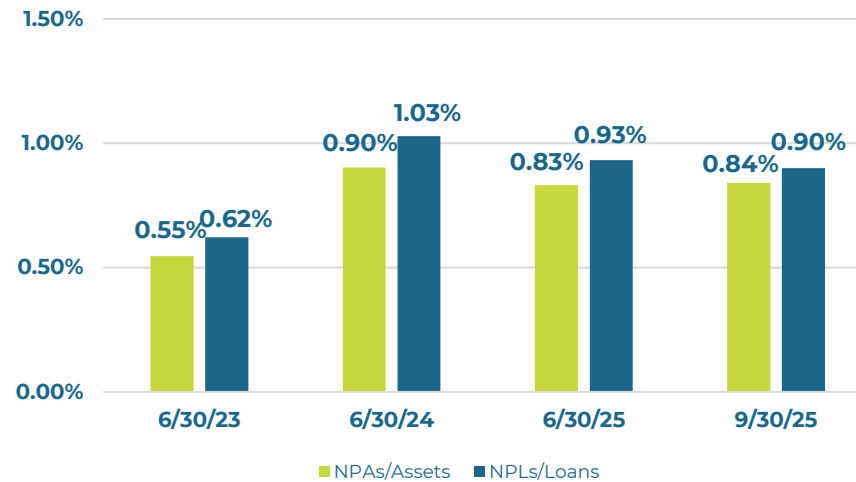
(1) Average investment size of \$946 thousand/loan; originated average: \$6.1 million/loan and purchased average: \$664 thousand/loan.

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

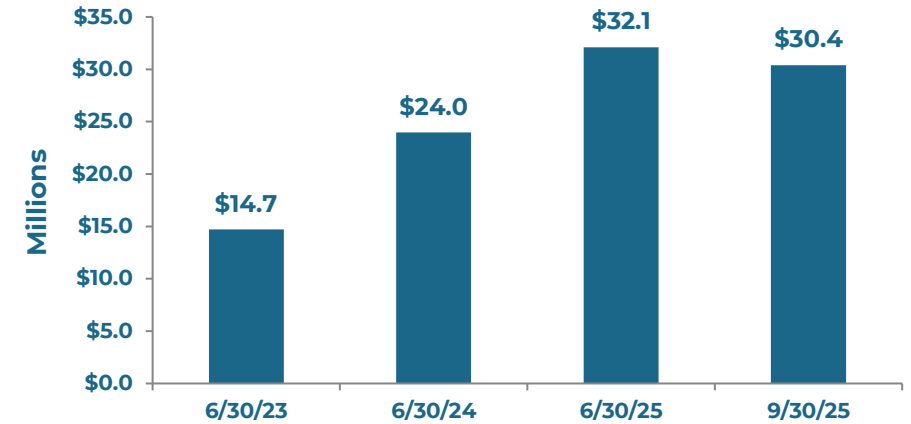
All data as of September 30, 2025, unless otherwise noted.

# Asset Quality Metrics

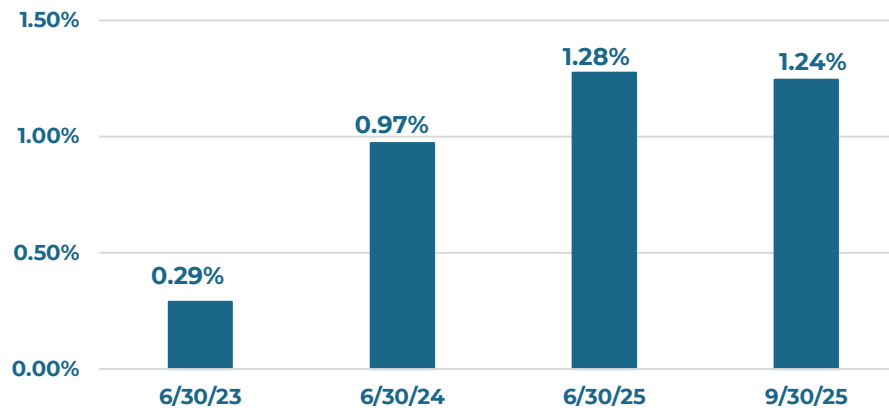
## NPAs & NPLs



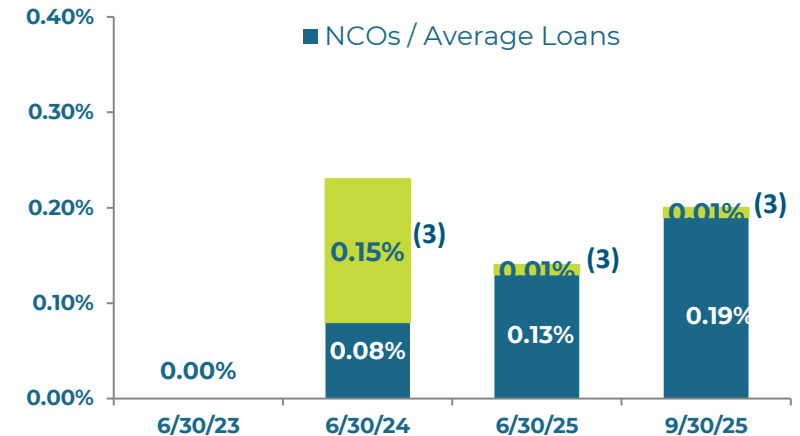
## Classified Commercial Loans<sup>(1)</sup>



## Allowance for Credit Losses / Gross Loans



## NCOs / Average Loans<sup>(2)</sup>



(1) Classified loans includes commercial real estate and commercial and industrial loans risk rated under the Bank's internal loan rating system. These amounts are net of rate mark.

(2) Calculated as trailing twelve months of net charge-offs divided by average loans for the same period.

(3) Upon the adoption of CECL, the previously designated non-accretable discount is added to the carrying basis of the loan, with an offsetting allowance..

For the quarters ended June 30, 2024, June 30, 2025, and September 30, 2025, such charged-off discount was 15 basis points, 1 basis points and 1 basis point, respectively. This component does not represent a loss of invested dollars.

# Nonperforming Assets Turnover – Quarter Ended September 30, 2025

	Nonperforming Loans	REO	Total	FMV of Collateral <sup>(1)</sup> <i>(Dollars in Thousands)</i>	Notes
June 30, 2025 Balance:	\$35,011	\$560	\$35,571		
<b>NPL Additions:</b>					
#1	1,073	-	1,073	1,584	Multi-tenant shopping center in CA
#2	(719)	719	-		Oreo addition in NM
Other Loans - Various	2,017	-	2,017		77 loans placed on nonaccrual with largest invested balance of \$25 thousand
<b>Total Additions:</b>	<b>2,371</b>	<b>719</b>	<b>3,090</b>		
<b>NPL Resolutions:</b>					
#1	(1,561)	-	(1,561)		Warehouse building located in NJ
Other Loans - Various	(753)	-	(753)		Net payoffs, paydowns and returns to accrual status
<b>Total Resolutions:</b>	<b>(2,314)</b>	<b>-</b>	<b>(2,314)</b>		
<b>Charge-Offs:</b>					73 loans, average charge-off per loan of \$30 thousand
Standard Charge-Offs <sup>(2)</sup>	(1,275)	-	(1,275)		
CECL Charge-Offs <sup>(3)</sup>	-	-	-		
<b>Total Charge-Offs:</b>	<b>(1,275)</b>	<b>-</b>	<b>(1,275)</b>		
<b>September 30, 2025 Balance:</b>	<b>\$33,793</b>	<b>\$1,279</b>	<b>\$35,072</b>		

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

(2) 45% of standard charge-off amount was previously reserved for in the allowance for credit losses

(3) Upon the adoption of CECL, the previously designated non-accretable discount was added to the carrying basis of the loan, with an offsetting allowance. The charge-off amount does not represent a loss of invested dollars.

# Allowance Allocation

Lending Division	Total Loan Balances at September 30, 2025	Total Reserves at September 30, 2025	ACL / Total Loans at September 30, 2025	Total Reserves at June 30, 2025	ACL / Total Loans at June 30, 2025
<i>Dollars in thousands</i>					
National Lending Purchased	\$2,406,506	\$36,359	1.51%	\$36,704	1.55%
National Lending Originated	1,213,111	5,127	0.42%	6,650	0.53%
SBA	115,683	5,124	4.43%	4,470	4.02%
Community Bank	17,652	103	0.58%	106	0.58%
<b>Total Loans</b>	<b>\$3,752,952</b>	<b>\$46,713</b>	<b>1.24%</b>	<b>\$47,930</b>	<b>1.28%</b>

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>
<b>1-4 Family</b>		28,158	41%	102,633	38%	46,819	58%	177,610	44%
<b>Hospitality</b>		152,170	57%	84,787	41%	77,436	50%	314,393	51%
<b>Industrial</b>		33,584	48%	23,153	50%	351,075	44%	407,812	45%
<b>Land and Construction</b>		-	0%	1,583	35%	7,505	43%	9,088	42%
<b>Mixed Use</b>		35,738	54%	116,986	46%	325,871	58%	478,595	55%
<b>Multi Family</b>		44,185	61%	159,751	43%	671,280	48%	875,216	47%
<b>Office</b>		126,207	50%	26,804	46%	208,765	48%	361,776	48%
<b>Retail</b>		68,725	52%	35,231	47%	690,303	49%	794,259	49%
<b>Small Balance Commercial</b>		2,003	85%	171,413	39%	27,452	61%	200,868	43%
<b>Total</b>		<b>490,770</b>	<b>53%</b>	<b>722,341</b>	<b>41%</b>	<b>2,406,506</b>	<b>49%</b>	<b>3,619,617</b>	<b>48%</b>

(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 net of allowance for credit loss reserves against the value of the underlying commercial real estate collateral.

All data as of September 30, 2025, unless otherwise noted.

# National Lending Portfolio — Weighted Average LTV by Bucket

National Lending Portfolio	WA LTV						Total
	<40%	40-49%	50-59%	60-69%	70-79%	>=80%	
	<i>Dollars in thousands</i>						
Direct Originated Loans (1)	\$46,808	\$166,438	\$107,623	\$98,013	\$65,885	\$6,003	\$490,770
Lender Finance Loans (1)	316,188	152,352	173,184	80,617	-		722,341
Purchased Loans (2)	749,135	342,542	405,687	617,808	248,570	42,764	2,406,506
<b>Total</b>	<b>\$1,112,131</b>	<b>\$661,332</b>	<b>\$686,494</b>	<b>\$796,438</b>	<b>\$314,455</b>	<b>\$48,767</b>	<b>\$3,619,617</b>
<b>% of Total</b>	<b>31%</b>	<b>18%</b>	<b>19%</b>	<b>22%</b>	<b>9%</b>	<b>1%</b>	<b>100%</b>

(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 net of allowance for credit loss reserves against the value of the underlying commercial real estate collateral.

All data as of September 30, 2025, unless otherwise noted.

# National Lending Purchased Portfolio — Further Analysis

Portfolio	Origination Year				Total
	Pre-2013	2013-2018	2019-2021	2022 and later	
<i>Dollars in thousands</i>					
<b>Current Basis</b>	\$257,843	\$924,070	\$781,049	\$443,544	<b>\$2,406,506</b>
<b># of Loans</b>	862	1,820	752	191	<b>3,625</b>
<b>% of Portfolio</b>	11%	38%	32%	18%	<b>100%</b>
<b>Seasoning (Years)</b>	18.0	8.9	5.0	1.7	<b>5.5</b>
<b>Original Principal Balance</b>	\$648,107	\$1,439,972	\$1,001,088	\$500,173	<b>\$3,589,340</b>
<b>Current Principal Balance</b>	271,919	979,468	848,058	478,595	<b>2,578,040</b>
<b>% Principal Paid Down Since Purchase</b>	58%	32%	15%	4%	<b>28%</b>
<b>Current Basis / Original Principal</b>	40%	64%	78%	89%	<b>67%</b>

All data as of September 30, 2025, 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>	<b>Balance</b>	<b>% with Interest Reserves</b>	<b>Interest Reserve WA Duration</b>	<b>WA Advance Rate<sup>(1)</sup></b>	<b>WA LTV<sup>(2)</sup></b>
Total Loans	\$722,341			55%	41%
Loans with Interest Reserves	618,657	86%	4.95 Months		

## Direct Originated Loans

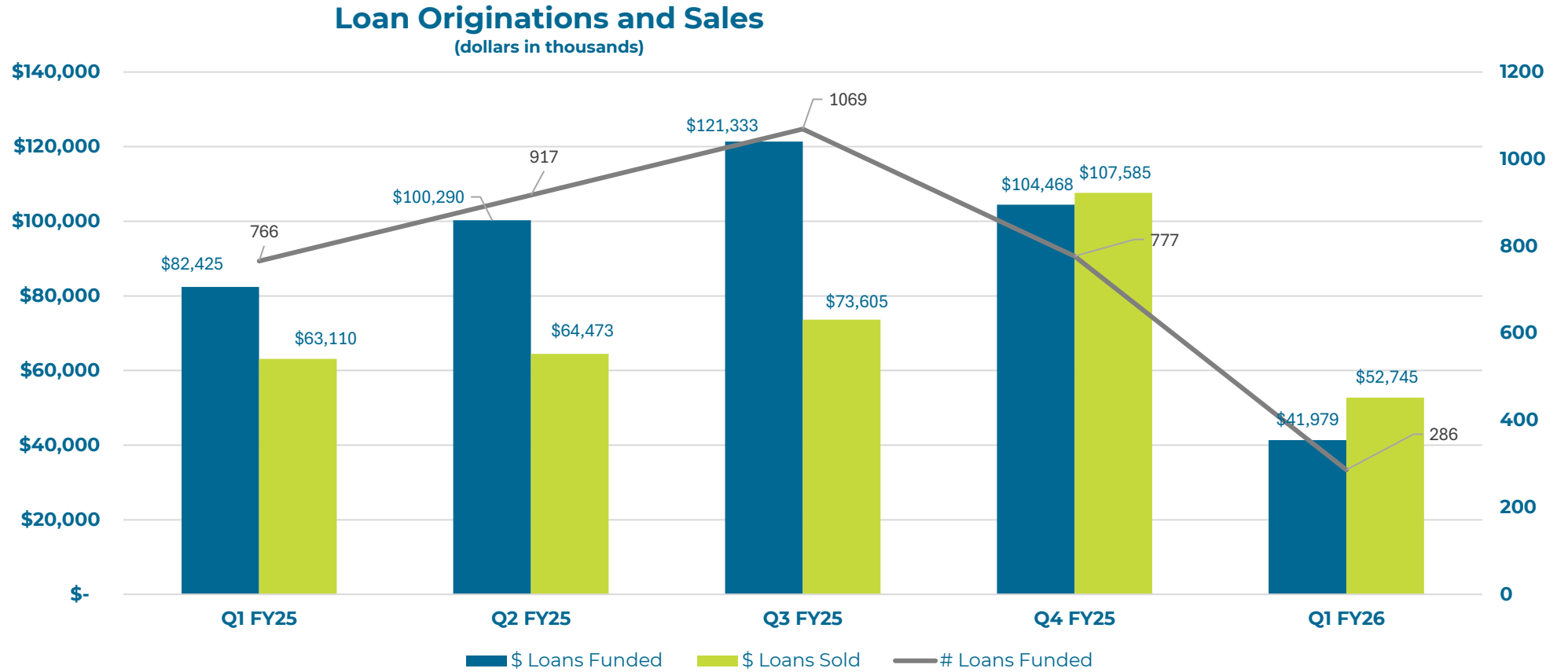
<i>Dollars in thousands</i>	<b>Balance</b>	<b>% with Interest Reserves</b>	<b>Interest Reserve WA Duration</b>	<b>WA LTV<sup>(2)</sup></b>
Total Loans	\$490,770			53%
Loans with Interest Reserves	382,846	78%	5.22 Months	

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

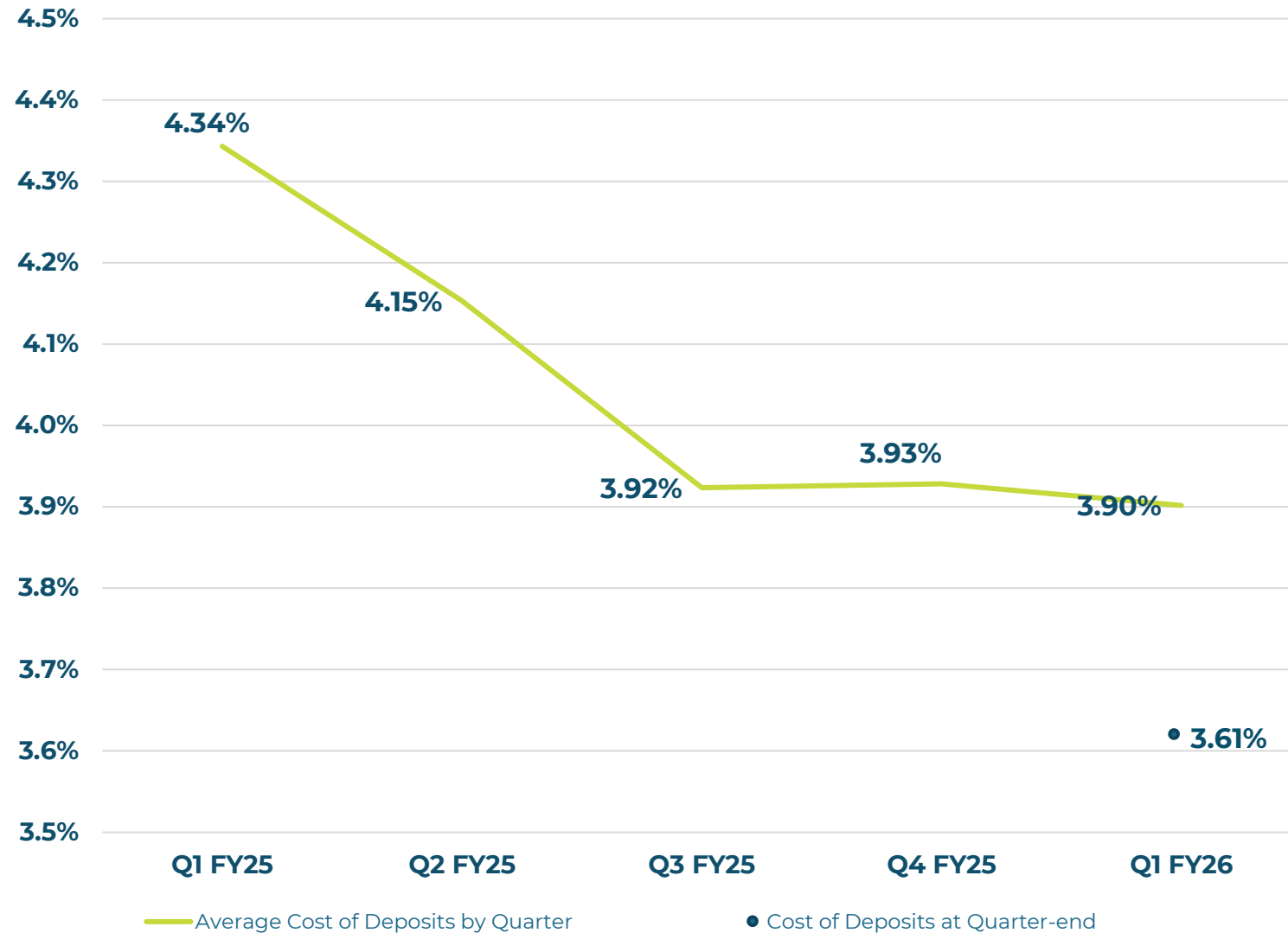
(2) Weighted Average LTV is calculated as the Bank's loan amount to the value of the underlying commercial real estate collateral

All data as of September 30, 2025, unless otherwise noted.

# SBA Loan Trailing 5 Quarters



## Quarterly Cost of Deposits by Trailing 5 Quarters



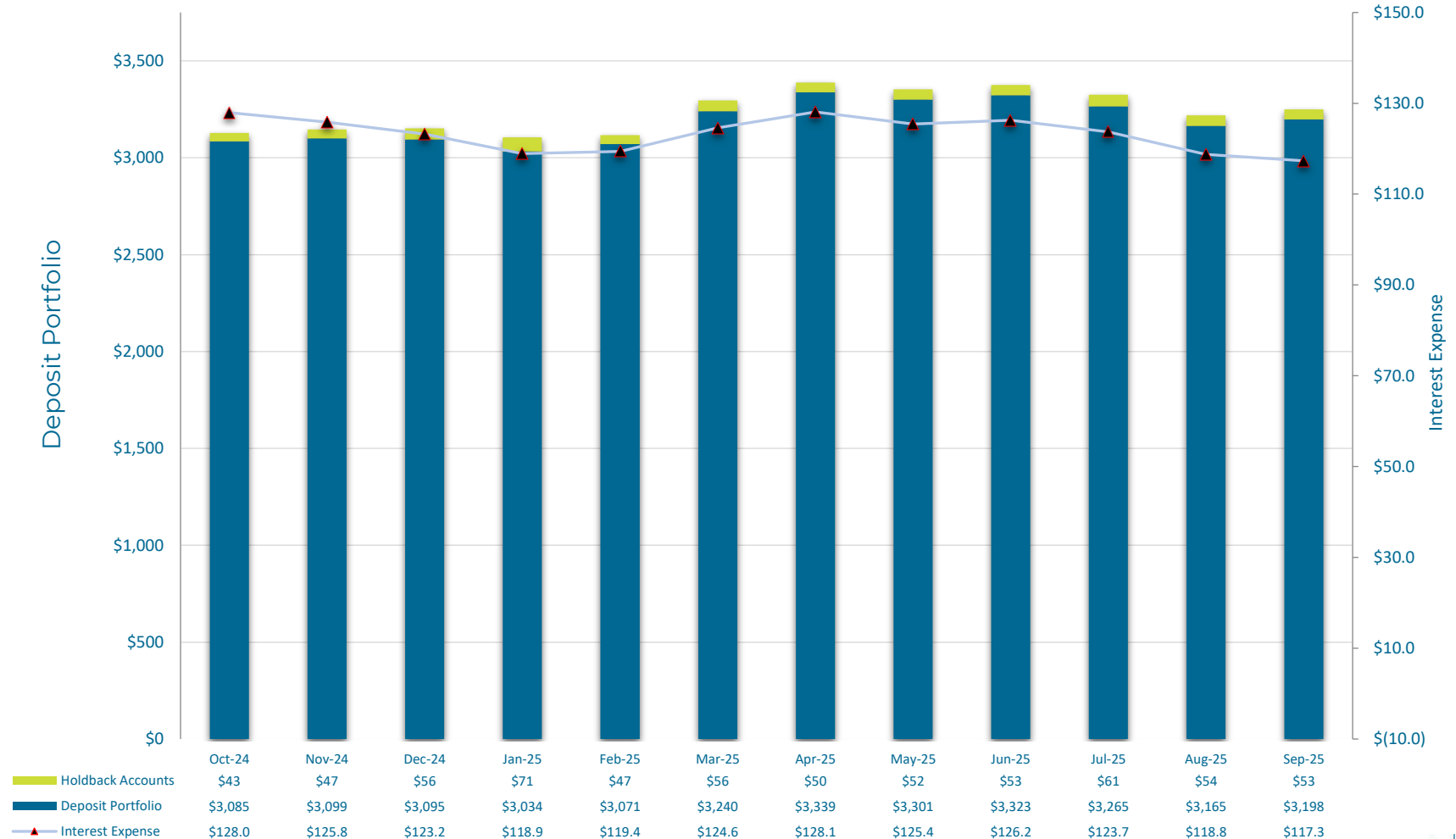
# Deposit Portfolio Changes

By Channels	September 30, 2025			September 30, 2024			Net Change		
	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR
<i>Dollars in thousands</i>									
<b>Retail</b>									
Banking Centers	1,086,246	3.19%	33%	\$927,423	3.66%	30%	\$158,823	17.13%	-0.47%
Government Banking	479,852	3.93%	15%	426,278	4.68%	14%	53,574	12.57%	-0.75%
National Lending	47,679	0.56%	1%	\$49,141	0.68%	2%	(1,462)	-2.98%	-0.12%
ableBanking	62,551	3.68%	2%	37,208	3.38%	1%	25,343	68.11%	0.30%
<b>Corporate/Institutional</b>	50,665	3.97%	2%	59,762	4.66%	2%	(9,097)	-15.22%	-0.69%
<b>Holdback Accounts</b>	52,718	0.04%	2%	40,842	0.12%	1%	11,876	29.08%	-0.08%
<b>Brokered Deposits</b>	1,470,675	4.03%	45%	1,584,261	4.56%	51%	(113,586)	-7.17%	-0.53%
<b>Grand Total</b>	<b>\$3,250,385</b>	<b>3.61%</b>		<b>\$3,124,915</b>	<b>4.18%</b>		<b>\$125,470</b>	<b>4.02%</b>	<b>-0.57%</b>

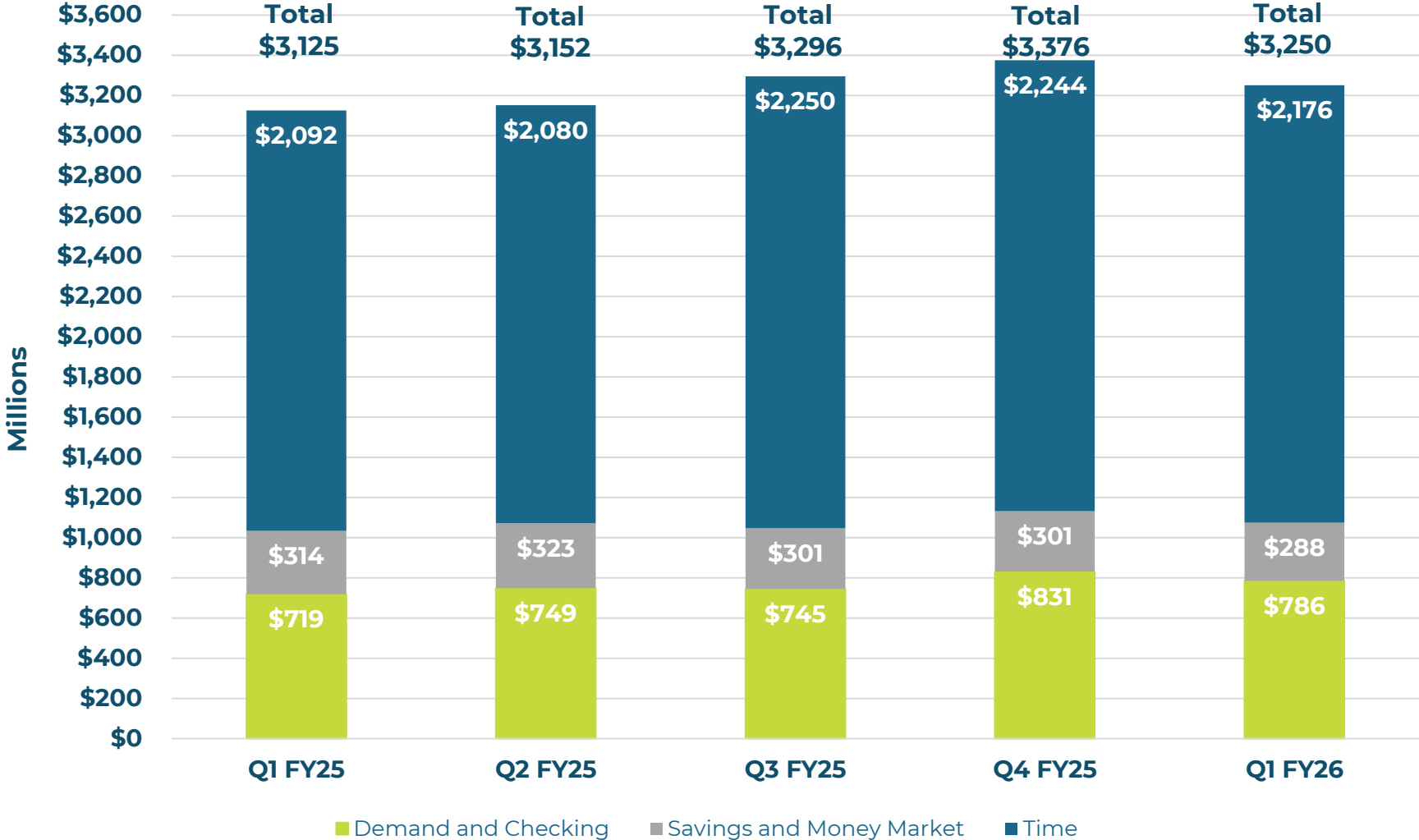
By Products	September 30, 2025			September 30, 2024			Net Change		
	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR
<i>Dollars in thousands</i>									
<b>Checking</b>	732,879	3.06%	23%	\$667,621	3.52%	21%	\$65,258	9.77%	-0.46%
<b>Savings</b>	211,293	2.62%	7%	183,428	3.40%	6%	27,865	15.19%	-0.78%
<b>Money Market</b>	77,176	2.07%	2%	130,739	3.19%	4%	(53,563)	-40.97%	-1.12%
<b>Certificate of Deposit</b>	2,176,319	4.03%	67%	2,102,285	4.59%	67%	74,034	3.52%	-0.56%
<b>Holdback Accounts</b>	52,718	0.04%	2%	40,842	0.12%	1%	11,876	29.08%	-0.08%
<b>Grand Total</b>	<b>\$3,250,385</b>	<b>3.61%</b>		<b>\$3,124,915</b>	<b>4.18%</b>		<b>\$125,470</b>	<b>4.02%</b>	<b>-0.57%</b>

# Deposit Portfolio and Interest Analysis

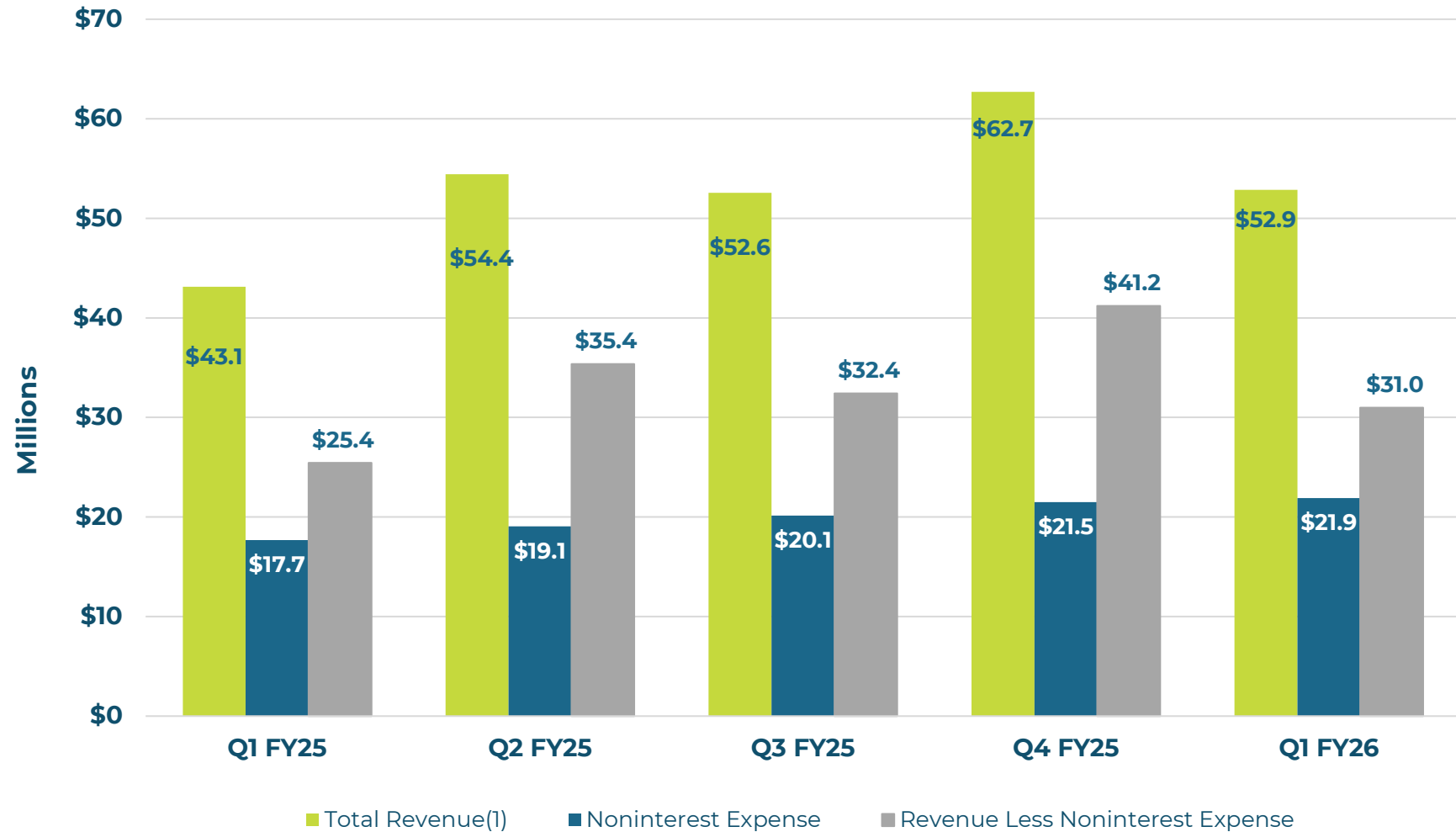
Trailing Twelve-Month Deposit Portfolio and Annualized Interest Expense  
(Includes Brokered Deposits)  
\$ Millions



# Deposit Mix by Trailing 5 Quarters



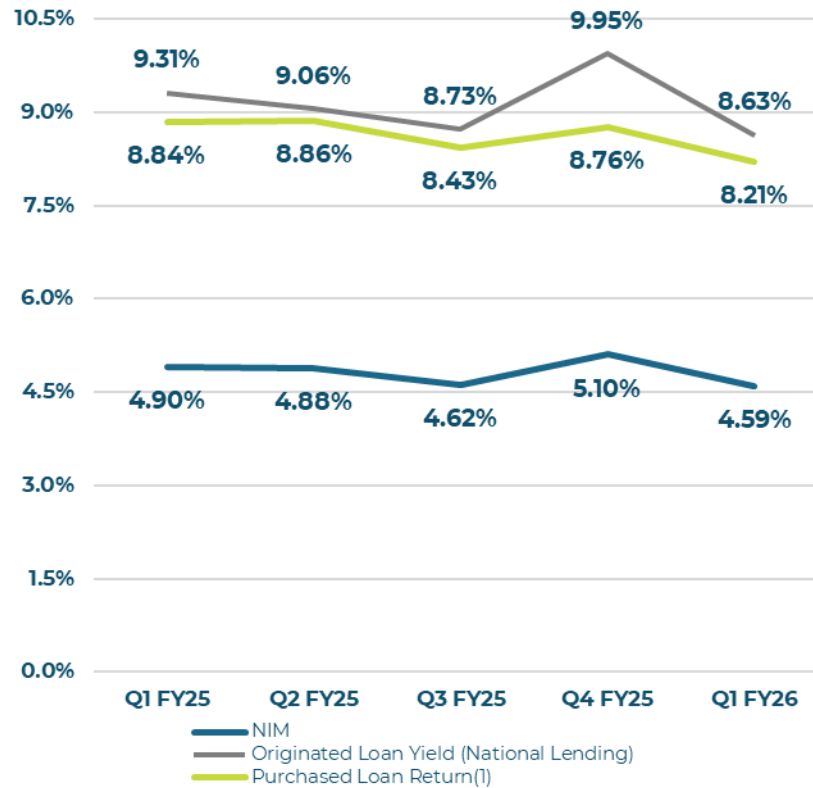
## Revenue and Non-interest Expense by Trailing 5 Quarters



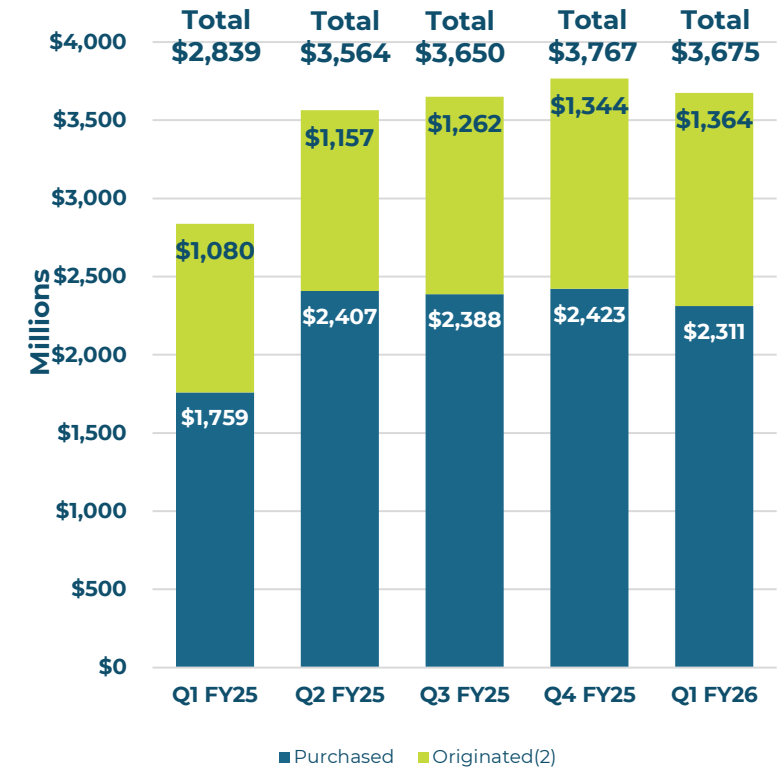
(1) Total Revenue includes net interest income before credit loss provision (credit) and noninterest income.

# Loan Performance & Average Loan Balance by Trailing 5 Quarters

## Loan Performance



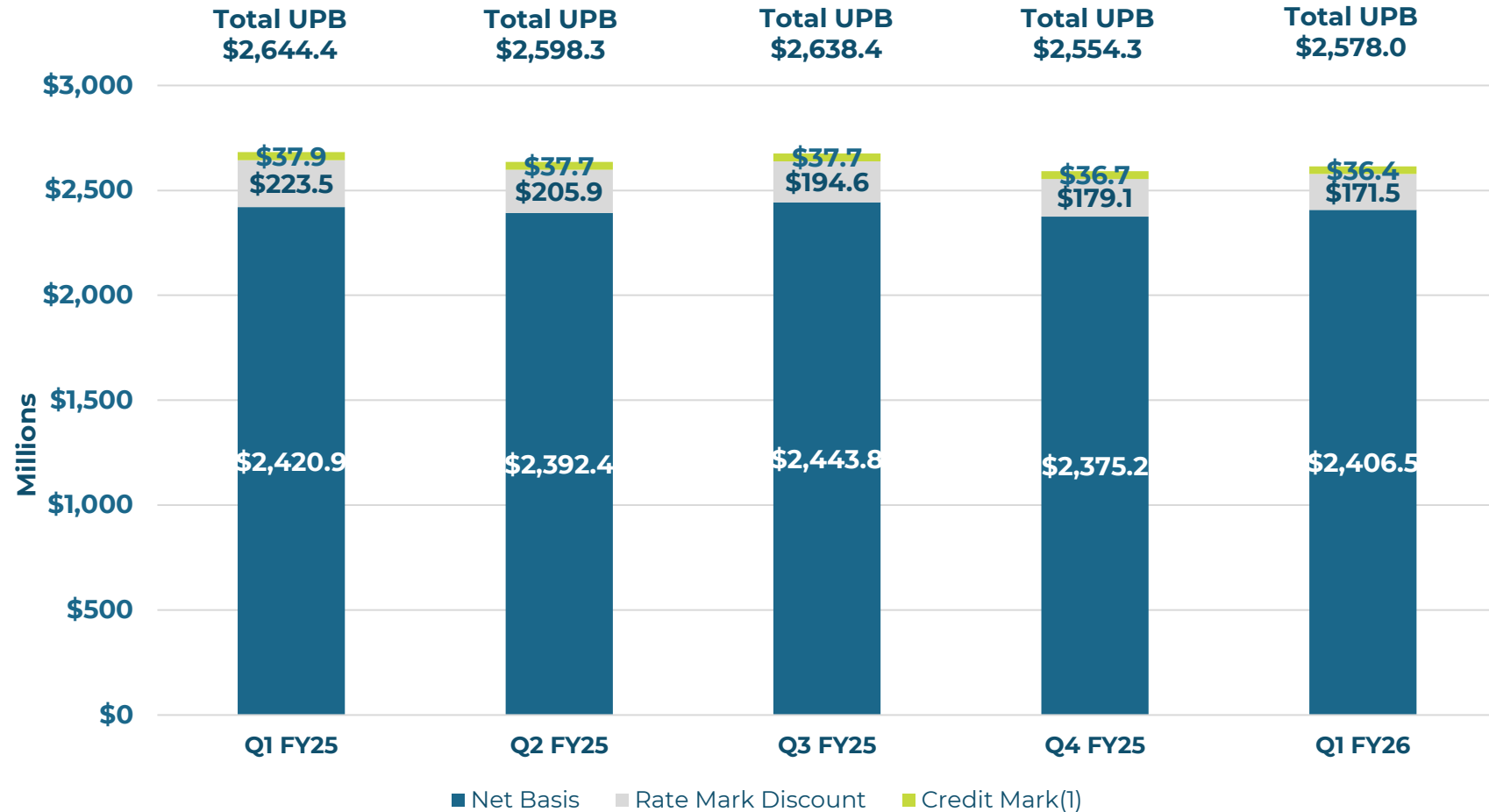
## Average Loan Balance



(1) Purchased loan return includes purchased loan yield, as well as gain on loan sales, gain on sale of real estate owned, release of allowance for credit losses on purchased loans, and other noninterest income.

(2) Balances include loans held for sale.

## Purchased Loan Investment Basis and Discount by Trailing 5 Quarters



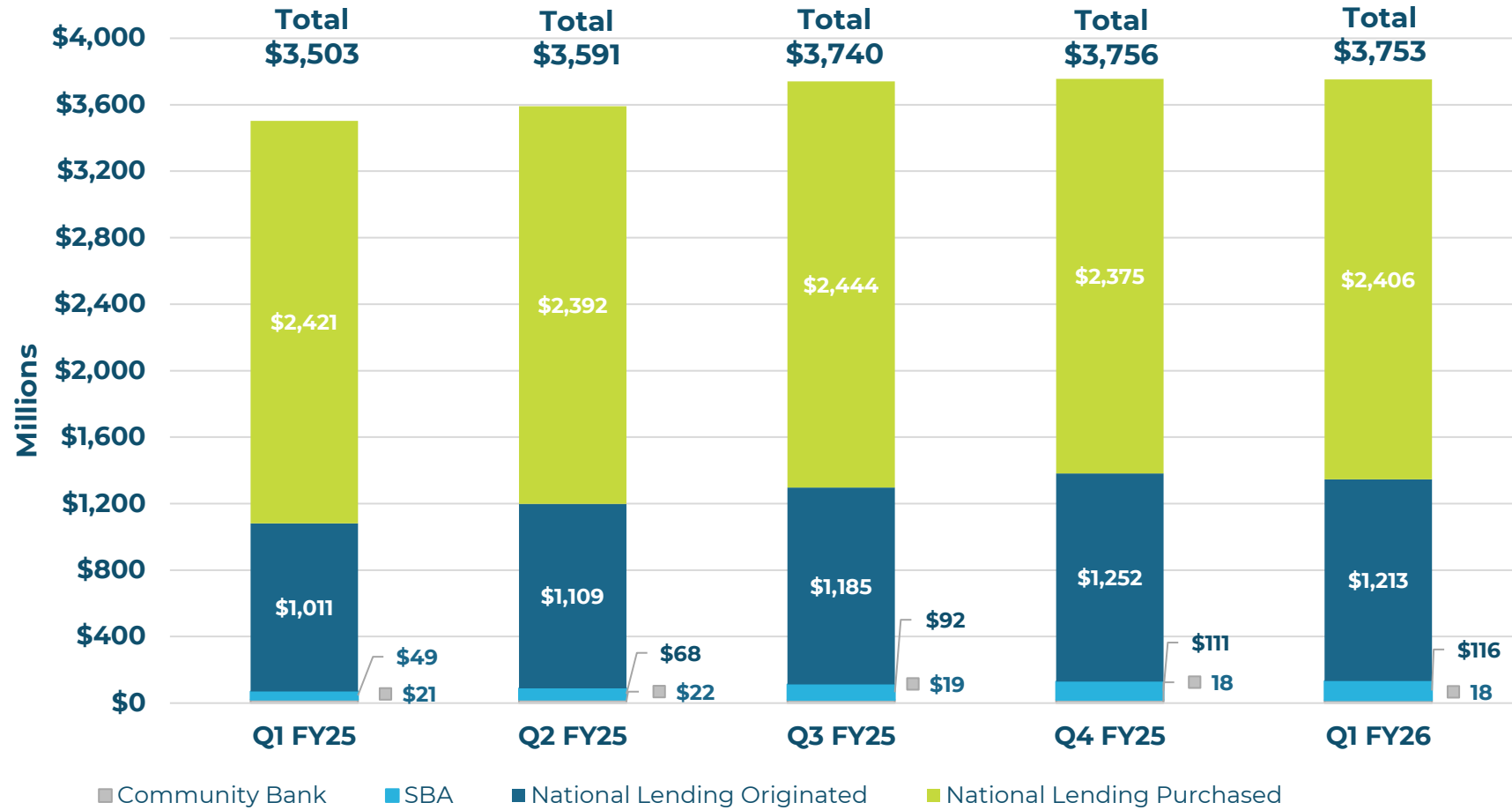
(1) Credit mark is recorded in the Allowance for Credit Losses, and not included in the purchased loan net basis.

## National Lending Portfolio — Q1 FY26 Return Summary <sup>(1)</sup>

	<b>Purchased</b>	<b>Originated</b>	<b>Total</b>
Regularly Scheduled Interest & Accretion	7.73%	8.58%	8.02%
Accelerated Accretion, Interest, & Fees Recognized on Loan Payoffs	0.48%	0.05%	0.33%
<b>Total</b>	<b>8.21%</b>	<b>8.63%</b>	<b>8.35%</b>

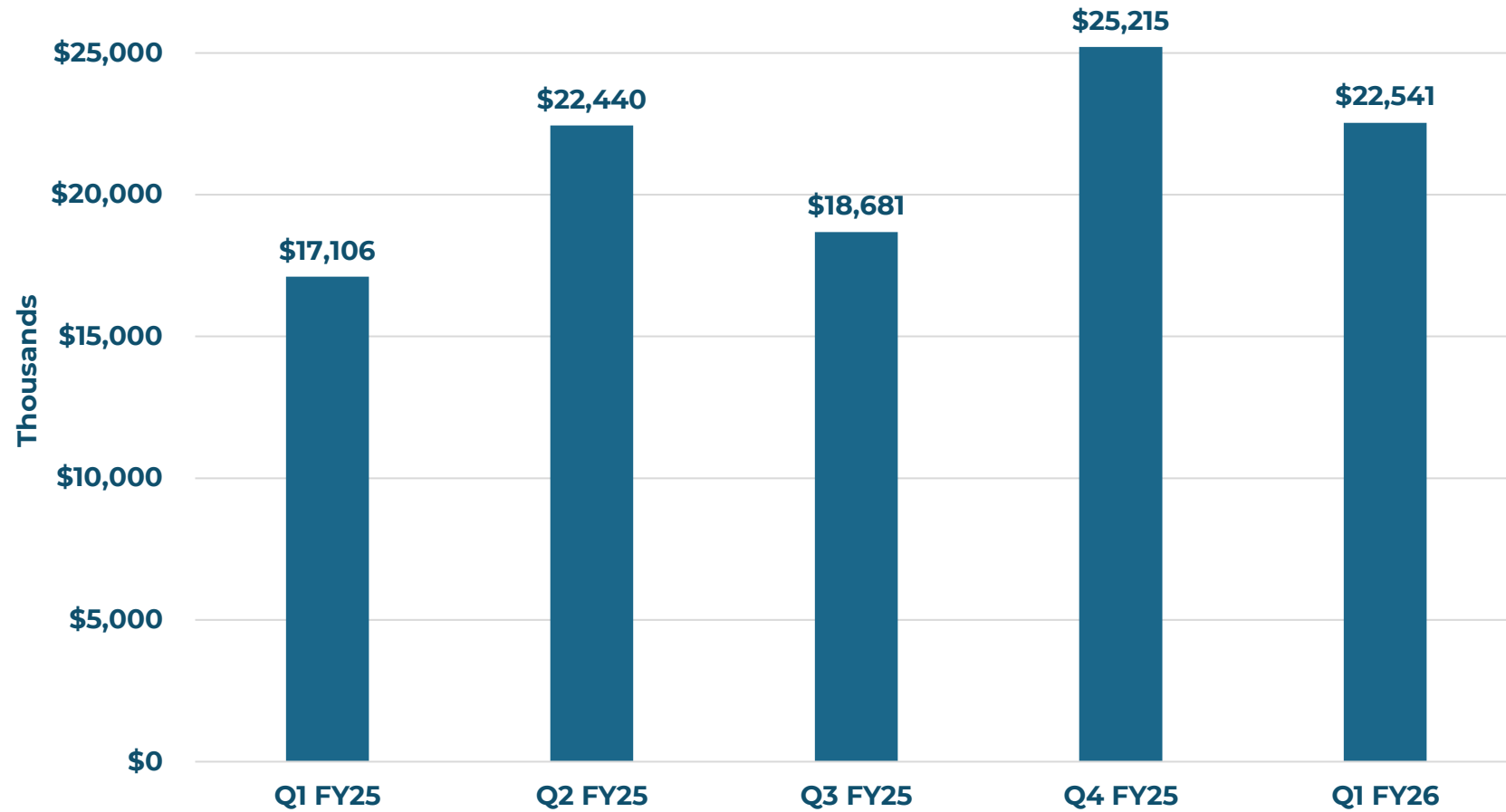
(1) The total return on purchased loans represents scheduled accretion, accelerated accretion, gains on asset sales, gains on real estate owned, and release of allowance for credit losses on purchased loans recorded during the period divided by the average invested balance, on an annualized basis. The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

# Loan Mix by Trailing 5 Quarters



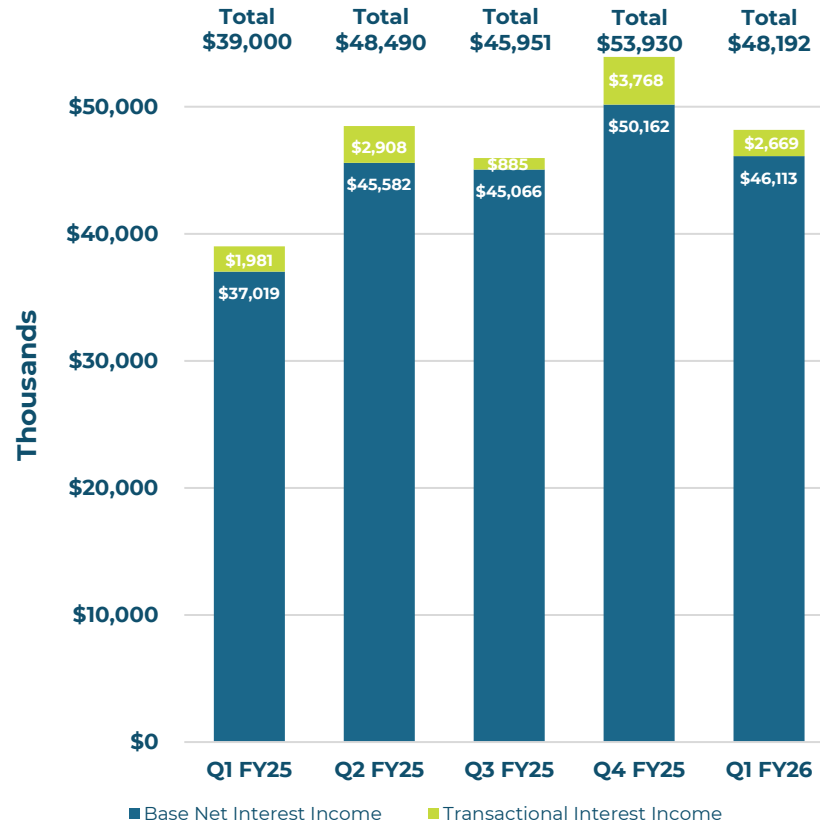
(1) 100% of the National Lending Originated portfolio had a floor, with a weighted average floor of 7.48% as of September 30, 2025.

## Net Income by Trailing 5 Quarters



# Key Components of Income by Trailing 5 Quarters

## Net Interest Income Before Credit Loss Provision



## Noninterest Income

