

FY23 Q2 Investor Call

January 26, 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 our loans; changes in customer behavior due to political, business and economic conditions, including inflation; 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; cybersecurity incidents, fraud, natural disasters, the ongoing COVID-19 pandemic 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

	Q2 FY23	YTD FY23
Total Loan Volume	\$1.18 billion	\$1.44 billion
National Lending:		
Purchased Loans	\$998.5 million invested on \$1.15 billion of UPB ⁽¹⁾ (86.6% purchase price)	\$1.08 billion invested on \$1.24 billion of UPB ⁽¹⁾ (87.0% purchase price)
Originated Loans ⁽²⁾	\$174.0 million	\$355.7 million
Weighted Average Rate as of 12/31/2022 ⁽³⁾	8.72%	8.66%
Net Interest Margin	5.82%	5.88%
Purchased Loan Return ⁽⁴⁾	8.69%	8.07%
Share Issuances ⁽⁵⁾	33,505 at \$42.67	33,505 at \$42.67
Net Income	\$11.3 million	\$19.6 million
EPS (Diluted)	\$1.54	\$2.65
Return on Equity	17.48%	15.30%
Return on Assets	2.13%	2.08%
Tangible Book Value per Share	\$35.07	\$35.07

(1) Unpaid principal balance.

(2) National Lending originations during Q2 and YTD FY23 were 100% variable rate, of which 77% and 83% were Prime-rate based, respectively.

(3) Q2 and YTD FY23 National Lending originations had a weighted average floor rate of 7.32% and 6.91%, respectively.

(4) Purchased loan return for Q2 and YTD FY23 included \$3.7 million and \$4.8 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.

Q2 FY 23 Loan Purchases By Collateral Type

Collateral Type	#	UPB ⁽¹⁾	LTV ⁽²⁾
<i>Dollars in thousands</i>			
Multi-family	331	\$320,466	35.5%
Retail	135	312,513	30.7%
Mobile Home Park	96	130,289	25.4%
Office	40	105,960	34.0%
Retail/Residential	13	94,723	65.1%
Warehouse/Industrial	46	121,417	26.9%
All others	23	25,206	32.2%
All business assets	2,023	27,006	N/A
Total	2,707	\$1,137,579	33.5%

(1) The Bank purchased loans during Q2 FY 23 at an overall purchase price of 86.6%.

(2) Reflects the Bank's basis against the appraised value at origination.

Data above is as of December 31, 2022 rather than purchase date. Excludes loans that paid off prior to December 31, 2022.

Q2 FY 23 Loan Purchases By State

Collateral State	#	UPB ⁽¹⁾	LTV ⁽²⁾
<i>Dollars in thousands</i>			
CA	526	\$570,603	25.5%
NY	32	216,527	61.9%
WA	53	89,147	27.0%
NJ	13	58,447	62.3%
OR	33	47,024	26.1%
TX	2	27,750	65.9%
PA	4	21,405	62.7%
CT	2	18,193	38.9%
SC	1	18,000	65.5%
All others	15	42,640	54.4%
Non-RE Loans	2,026	27,842	N/A
Total	2,707	\$1,137,579	33.5%

(1) The Bank purchased loans during Q2 FY 23 at an overall purchase price of 86.6%.

(2) Reflects the Bank's basis against the appraised value at origination.

Data above is as of December 31, 2022 rather than purchase date. Excludes loans that paid off prior to December 31, 2022

Loan Portfolio Summary

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

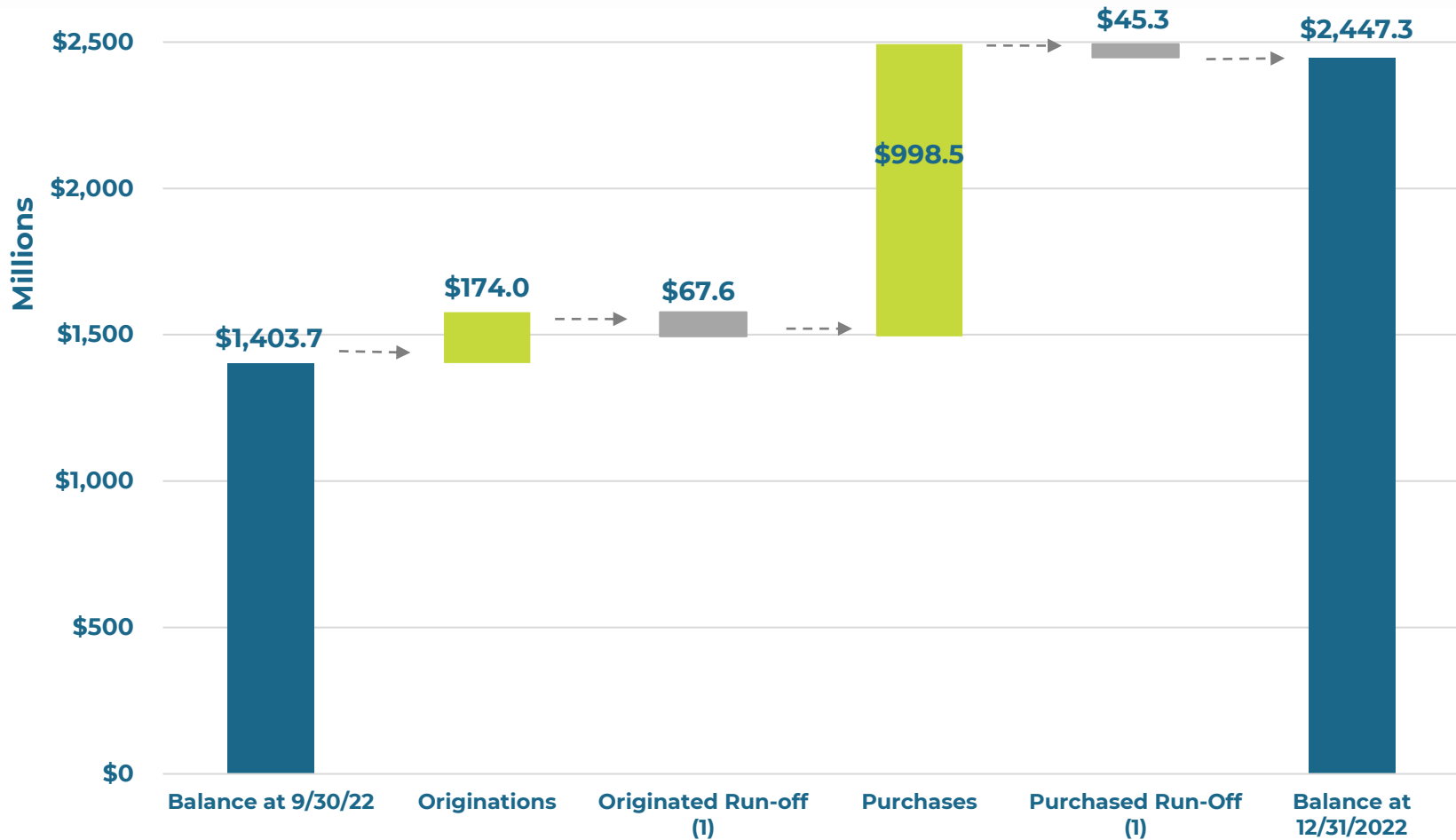
National Lending Division

Purchased Loans (1)	3,656	\$1,483,567	\$406	45%(3)
Direct Originated Loans	122	530,645	4,350	50%
Lender Finance Loans	105	432,460	4,119	49%
SBA and USDA Loans (2)	216	28,093	130	73%
Community Banking Division:				
Commercial Loans	146	10,636	73	44%
Residential and Consumer Loans	403	19,340	48	46%
Total	4,648	\$2,504,742	\$539	47%

- (1) Total balance of \$1.48 billion is equal to unpaid principal balance of \$1.67 billion, net of \$189.6 million purchased loan discount.
- (2) Total loan balance of \$28.1 million is comprised of \$6.6 million of the guaranteed portion and \$21.5 million of the unguaranteed portion of loans.
- (3) 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.

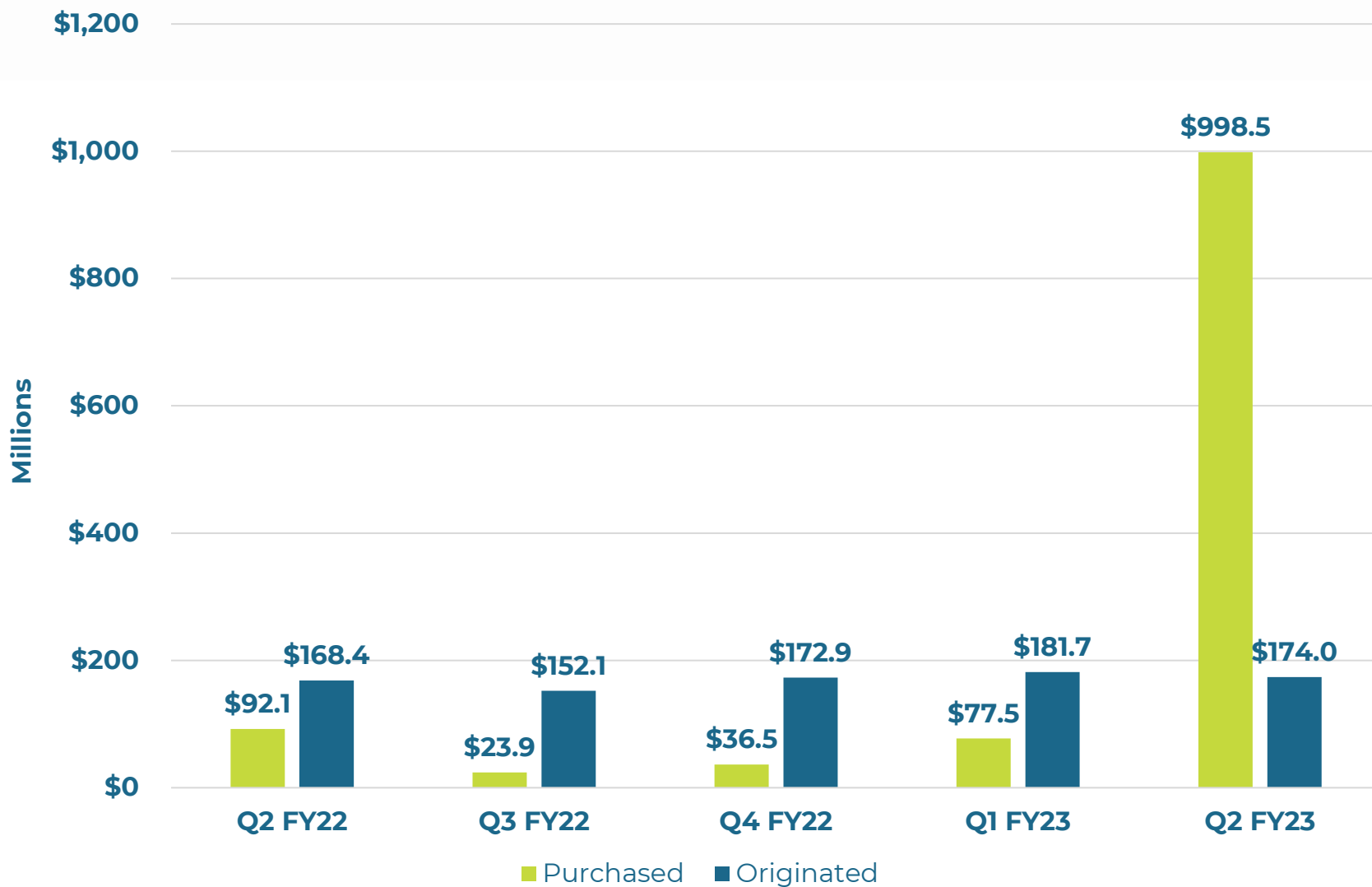
Loan balances exclude net deferred fees and costs.

National Lending Portfolio Roll Forward: Trailing Three Months



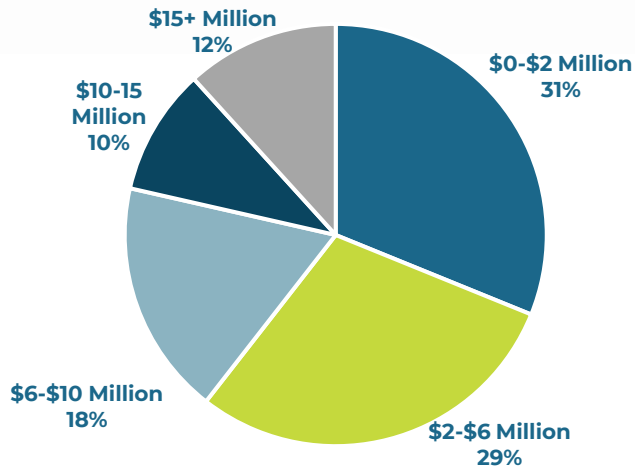
(1) Run-off includes scheduled amortization, principal pay downs and payoffs.

National Lending Activity By Trailing 5 Quarters

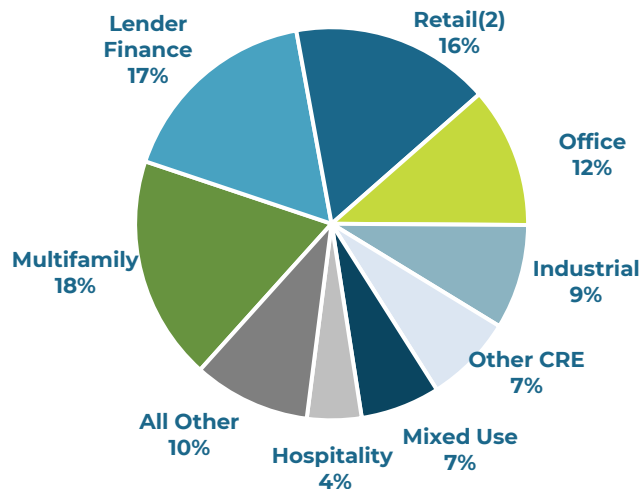


National Lending Loan Portfolio Statistics as of December 31, 2022

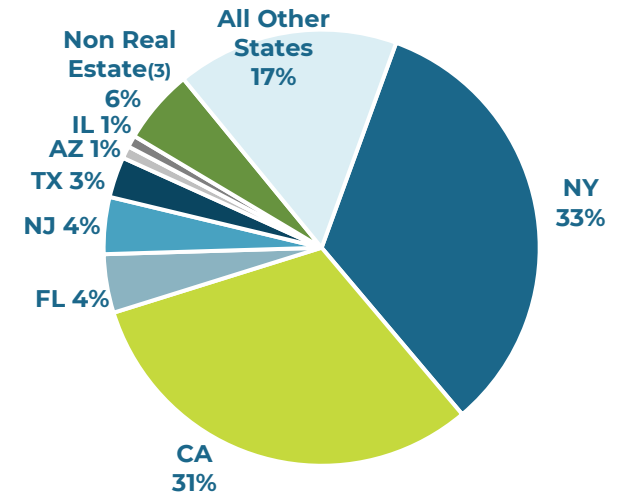
Investment Size⁽¹⁾



Collateral Type



Collateral State (44 States)



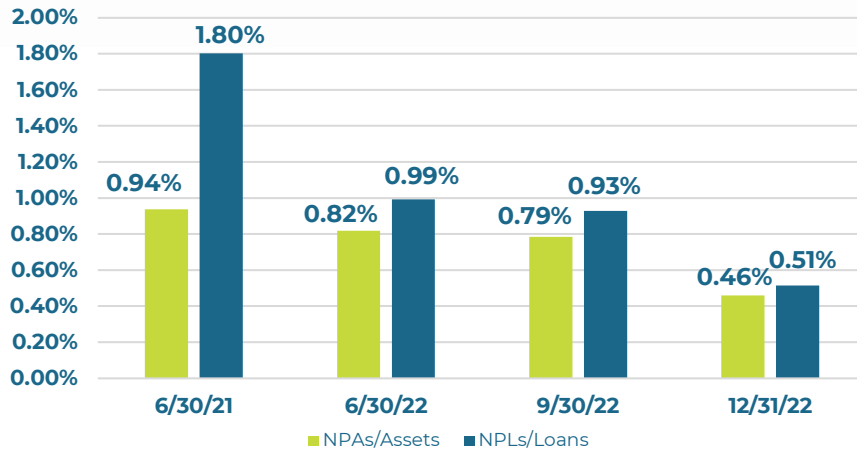
(1) Average investment size of \$630 thousand/loan; originated average: \$4.2 million/loan and purchased average: \$406 thousand/loan

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

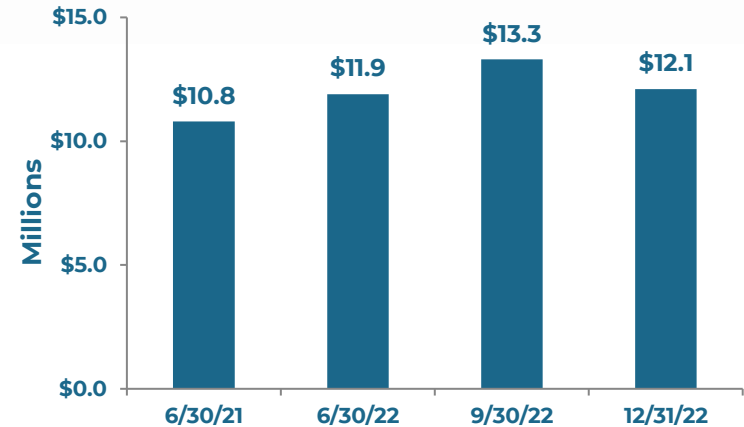
(3) 50% of the 6% Non-Real Estate total represents Lender Finance loans consisting of various collateral types in various locations.

Asset Quality Metrics

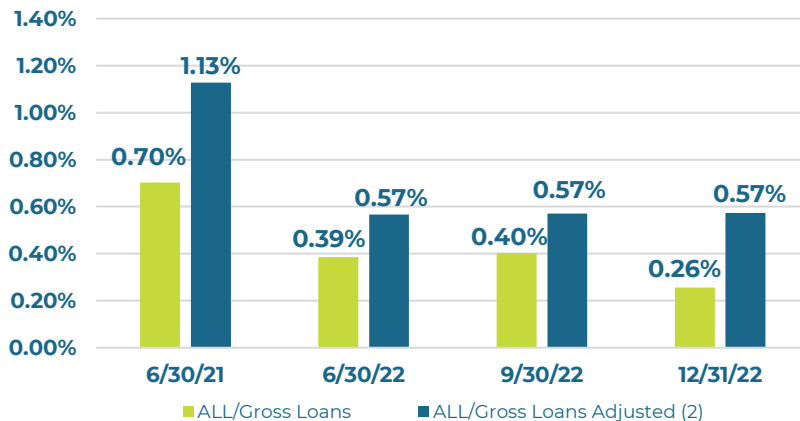
NPAs / Total Assets & NPLs / Total Loans



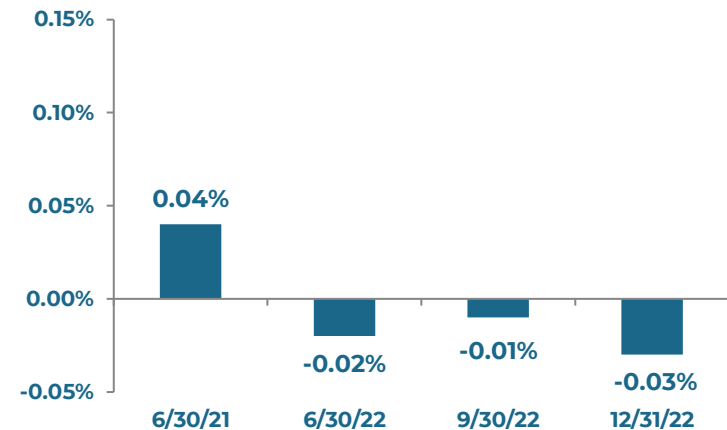
Classified Commercial Loans⁽¹⁾



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 December 31, 2022

	Nonperforming Loans	REO	Total	FMV of Collateral	LTV	Notes
<i>(Dollars in Thousands)</i>						
September 30, 2022 Balance:	\$13,597	\$90	\$13,687			
NPL Additions:						
#1	833	-	833	880	95%	Mixed use property in Maryland
#2	492	-	492	640	77%	Retail property in NY
Other Loans - Various	905	-	905			15 loans (totaling \$905 thousand) placed on nonaccrual
Total Additions:	2,230	-	2,230			
NPL Resolutions:						
#1	(787)	-	(787)			3 story mixed-use property in CA; paid off
#2	(371)	-	(371)			SBA guaranteed loan, limited-service hotel in OH; paid off
Other Loans - Various	(1,771)	-	(1,771)			15 loans (totaling \$934 thousand) returned to accrual or paid off; \$836 thousand in net paydowns
REO #1	-	(90)	(90)	90		Recently closed branch, sold
Total Resolutions:	(2,929)	(90)	(3,019)			
December 31, 2022 Balance:	\$12,899	\$0	\$12,899			

Allowance Allocation

Loan Segment	Total Loan Balances at December 31, 2022	Total Reserves at December 31, 2022	ALL / Total Loans at December 31, 2022	Total Reserves at September 30, 2022	ALL / Total Loans at September 30, 2022	Total Reserves at December 31, 2021	ALL / Total Loans at December 30, 2021
<i>Dollars in thousands</i>							
National Lending Purchased	\$1,483,567	\$557	0.04%	\$576	0.11%	\$388	0.08%
Originated Loans:							
C&I (Lender Finance primarily)	450,936	1,735	0.38%	1,707	0.44%	1,589	0.56%
Commercial Real Estate	464,910	3,330	0.72%	2,972	0.66%	2,329	0.72%
SBA and USDA:							
- Guaranteed	6,628	-	0.00%	-	0.00%	-	0.00%
- Unguaranteed	20,611	479	2.32%	373	1.68%	1,495	5.20%
1-4 Family Residential	77,496	302	0.39%	259	0.40%	223	0.43%
Consumer	609	8	1.31%	11	1.66%	16	1.82%
Total Originated Loans	1,021,190	5,854	0.57%	5,322	0.57%	5,652	0.81%
Total Loans	\$2,504,757	\$6,411	0.26%	\$5,898	0.40%	\$6,040	0.51%

(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</i>	<i>Balance</i>	<i>WA LTV</i>	<i>Balance</i>	<i>WA LTV</i>	<i>Balance</i>	<i>WA LTV</i>
1-4 Family		\$33,594	40%	\$24,875	43%	\$7,071	31%	\$65,539	40%
Hospitality		90,852	52%	22,000	56%	26,964	47%	139,816	51%
Industrial		31,855	58%	44,190	46%	208,586	40%	284,631	43%
Land and Construction		11,750	37%	28,338	42%	7,382	46%	47,469	41%
Mixed Use		25,705	62%	107,883	56%	114,608	61%	248,196	59%
Multi Family		54,323	58%	87,704	44%	535,745	46%	677,772	47%
Office		124,801	49%	23,916	53%	177,014	45%	325,731	47%
Retail		145,358	54%	31,555	50%	381,035	40%	557,948	44%
Small Balance Commercial		12,407	25%	61,999	49%	25,163	78%	99,569	53%
Total		\$530,645	51%	\$432,460	49%	\$1,483,567	45%	\$2,446,672	47%

All data as of December 31, 2022, unless otherwise noted. Loan balances exclude net deferred fees and costs.

National Lending Portfolio — Weighted Average LTV By Bucket

WA LTV

National Lending Portfolio	<40%	40-49%	50-59%	60-69%	70-79%	>=80%	Total
<i>Dollars in thousands</i>							
Purchased Loans	\$643,905	\$268,702	\$156,375	\$222,957	\$156,644	\$34,985	\$1,483,567
Direct Originated Loans	143,550	116,499	128,174	84,292	49,104	9,025	530,645
Lender Finance Loans	110,077	92,888	144,959	63,022	21,514	-	432,460
Total	\$897,533	\$478,089	\$429,507	\$370,272	\$227,261	\$44,010	\$2,446,672
% of Total	37%	19%	18%	15%	9%	2%	100%

National Lending Purchased Portfolio — Further Analysis

National Lending Purchased Portfolio

Origination Year

<i>Dollars in thousands</i>	Pre-2013	2013-2018	2019 and later	Total
Current Basis	\$281,024	\$748,978	\$453,565	\$1,483,567
# of Loans	901	2204	552	3,657
% of Portfolio	19%	50%	31%	100%
Original Principal Balance	\$648,906	\$1,225,939	\$615,153	\$2,489,998
Current Principal Balance	304,739	829,532	538,887	1,673,158
% Principal Paid Down Since Origination	53%	32%	12%	33%
Current Basis⁽¹⁾ / Original Principal	43%	61%	74%	60%

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

All data as of December 31, 2022, 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 Loan to Underlying RE⁽¹⁾
Total Lender Finance Loans	\$432,460			66%	49%
Lender Finance Loans with Interest Reserves	395,139	91%	3.6 Months		

Direct Originated Loans

<i>Dollars in thousands</i>	Balance	% with Interest Reserves	Interest Reserve WA Duration	WA LTV⁽¹⁾
Total Direct Originated Loans	\$530,645			50%
Direct Originated Loans with Interest Reserves	423,851	80%	6.2 Months	

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

All data as of December 31, 2022, 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>
1-4 Family		\$955	35%	\$17,622	46%	\$18,577
Hospitality		703	23%	-	NAP	703
Industrial		125	52%	-	NAP	125
Land and Construction		52	24%	142	26%	194
Mixed Use		54	10%	-	NAP	54
Multi Family		2,661	43%	1,235	53%	3,896
Office		3,319	33%	-	NAP	3,319
Retail		1,238	51%	-	NAP	1,238
Small Balance		1,529	79%	333	43%	1,862
Unsecured		-	NAP	9	100%	9
Total		\$10,636	44%	\$19,340	46%	\$29,977

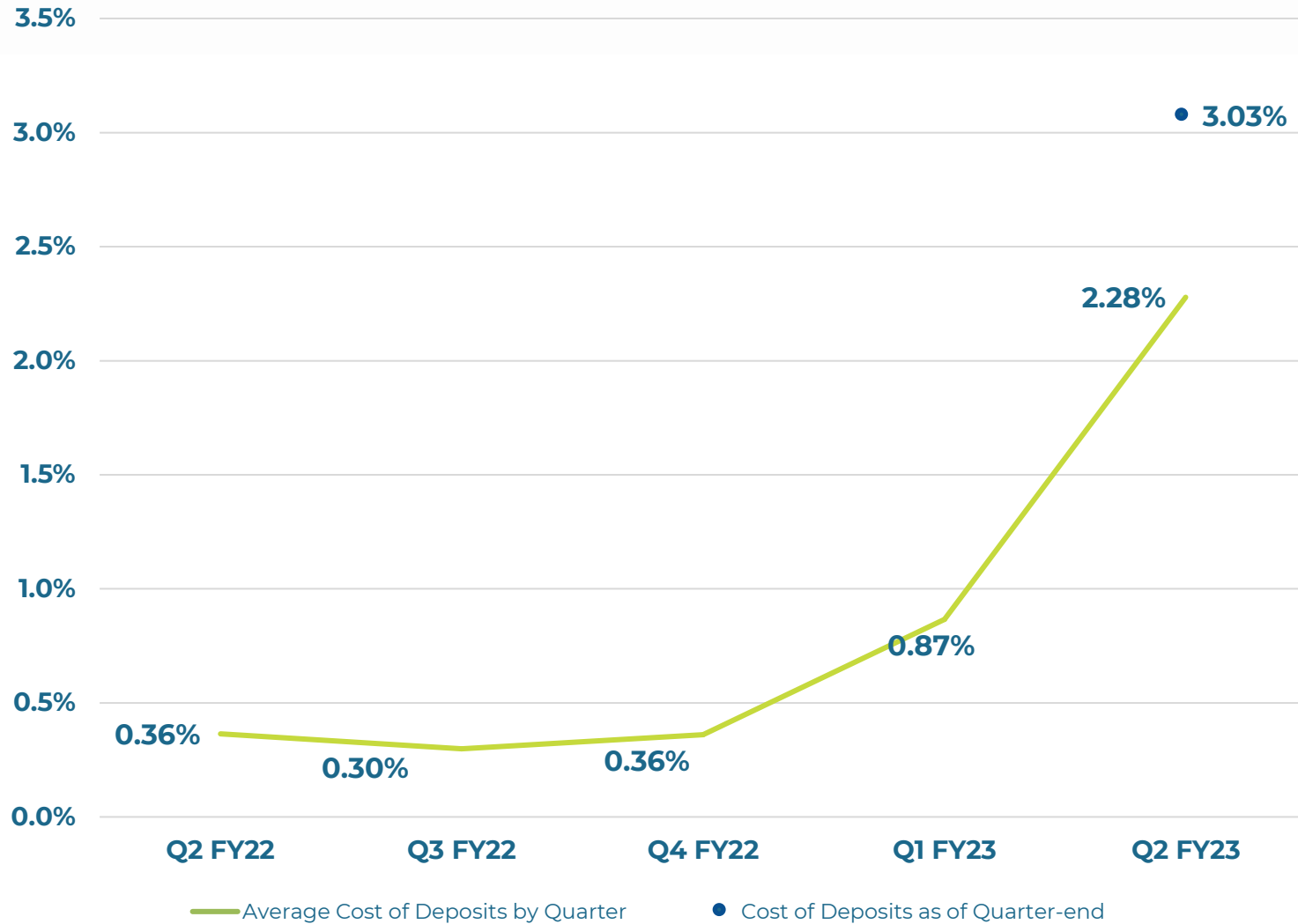
All data as of December 31, 2022, unless otherwise noted. Loan balances exclude net deferred fees and costs.

SBA and USDA Loans by Collateral Type

Collateral Type	SBA and USDA Loans				
	<i>Dollars in thousands</i>	<i>Guaranteed</i>	<i>Unguaranteed</i>	<i>Total Balance</i>	<i>WA LTV</i>
Hospitality		\$17	\$12,219	\$12,236	68%
Industrial		584	1,477	2,061	59%
Office		-	1,505	1,505	72%
Retail		3,481	4,094	7,575	74%
Small Balance Commercial		954	1,367	2,321	93%
1-4 Family		651	217	868	95%
Unsecured		941	586	1,527	100%
Total		\$6,628	\$21,465	\$28,093	73%

All data as of December 31, 2022, unless otherwise noted. Loan balances exclude net deferred fees and costs.

Quarterly Cost of Deposits



Deposit Portfolio Changes

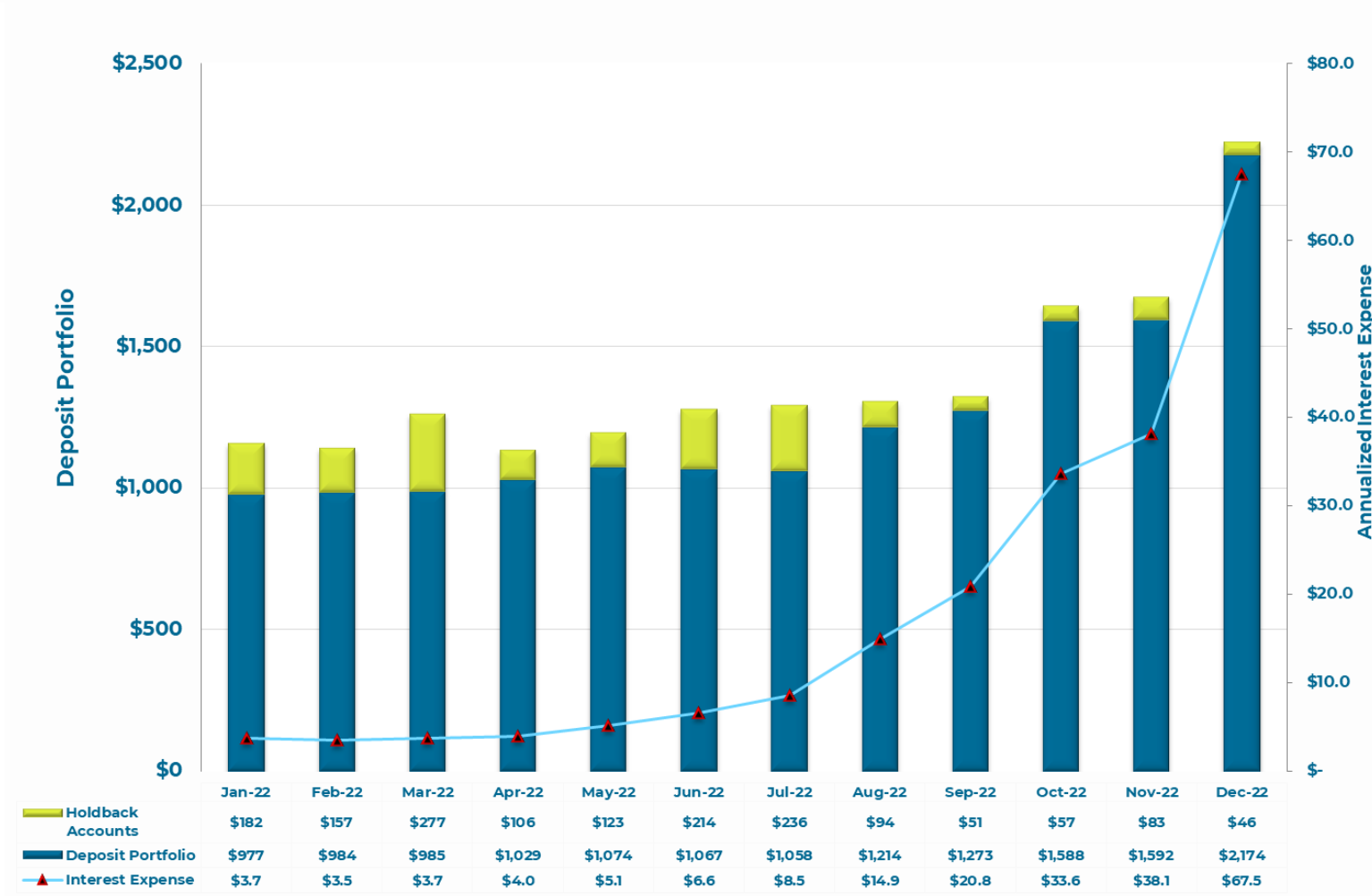
By Channels	December 31, 2022			December 31, 2021			Net Change		
	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR
<i>Dollars in thousands</i>									
Community Banking	\$1,201,785	2.35%	55%	\$755,723	0.27%	80%	\$446,062	59%	2.08%
ableBanking	53,279	0.50%	2%	131,839	0.45%	14%	(78,560)	-60%	0.05%
Bulletin Board	52,770	4.20%	2%	55,856	1.33%	6%	(3,086)	-6%	2.87%
Brokered Deposits	881,454	4.21%	40%	-	0.00%	0%	881,454	0%	4.21%
Sub-Total	2,189,288	3.10%	98%	943,418	0.36%	82%	1,245,870	132%	2.74%
Holdback Accounts	46,121 (1)	0.00%	2%	209,777 (1)	0.00%	18%	(163,656)	-78%	0.00%
Grand Total	\$2,235,409	3.03%		\$1,153,195	0.29%		\$1,082,214	94%	2.74%

By Products	December 31, 2022			December 31, 2021			Net Change		
	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR
<i>Dollars in thousands</i>									
Checking	\$752,630	2.78%	34%	\$393,028	0.17%	42%	\$359,602	91%	2.62%
Savings	114,876	0.97%	5%	116,441	0.07%	12%	(1,565)	-1%	0.90%
Money Market	248,129	1.80%	11%	257,593	0.30%	27%	(9,463)	-4%	1.51%
Certificate of Deposit	1,073,652	3.86%	49%	176,357	1.10%	19%	897,295	509%	2.76%
Sub-Total	2,189,288	3.10%	98%	943,419	0.36%	82%	1,245,869	132%	2.74%
Holdback Accounts	46,121 (1)	0.00%	2%	209,777 (1)	0.00%	18%	(163,656)	-78%	0.00%
Grand Total	\$2,235,409	3.03%		\$1,153,195	0.29%		\$1,082,213	94%	2.74%

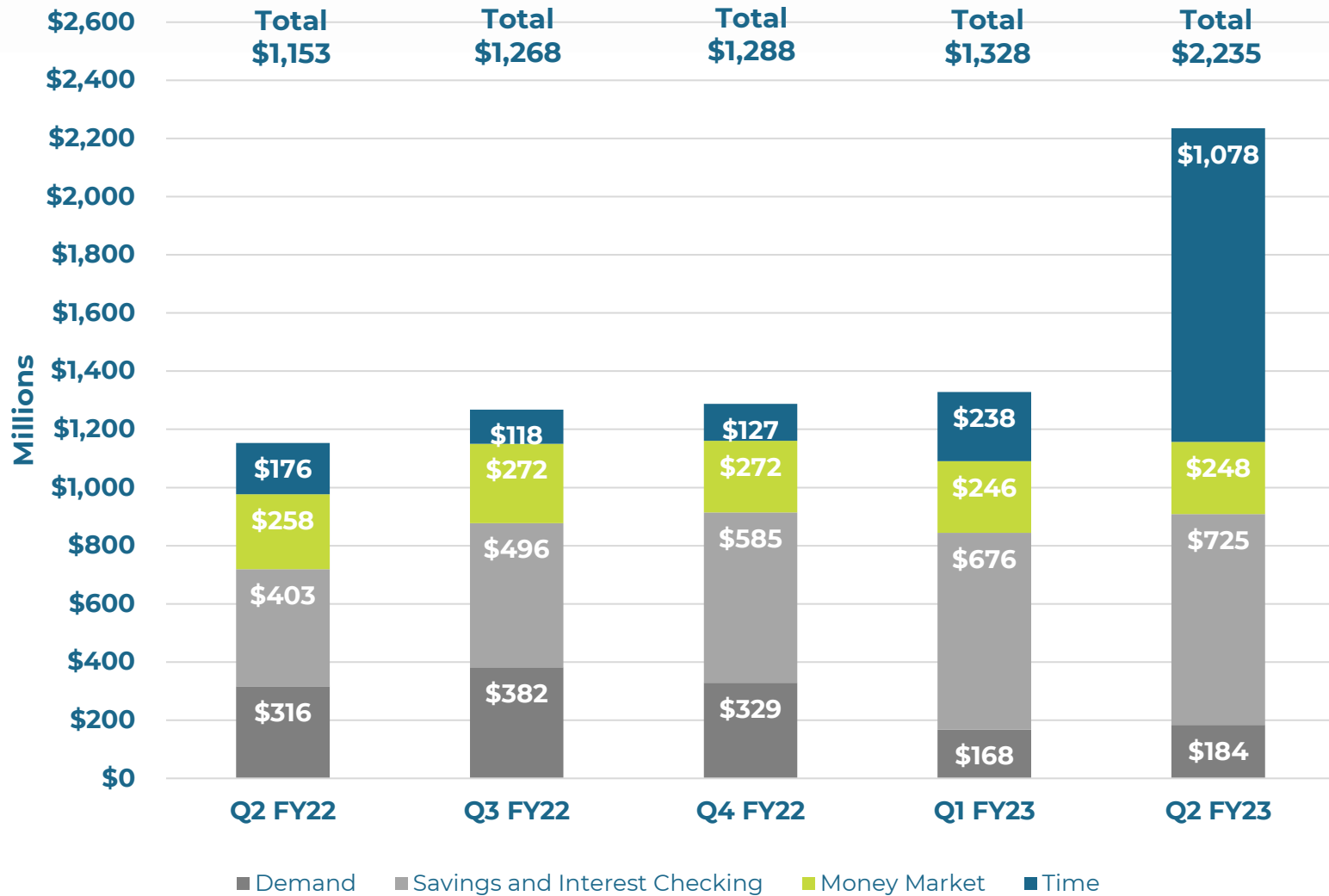
(1) Includes PPP Collection Account balance of \$9.2 million and \$190.3 million at December 31, 2022 and 2021, respectively.

Deposit Portfolio and Interest Analysis

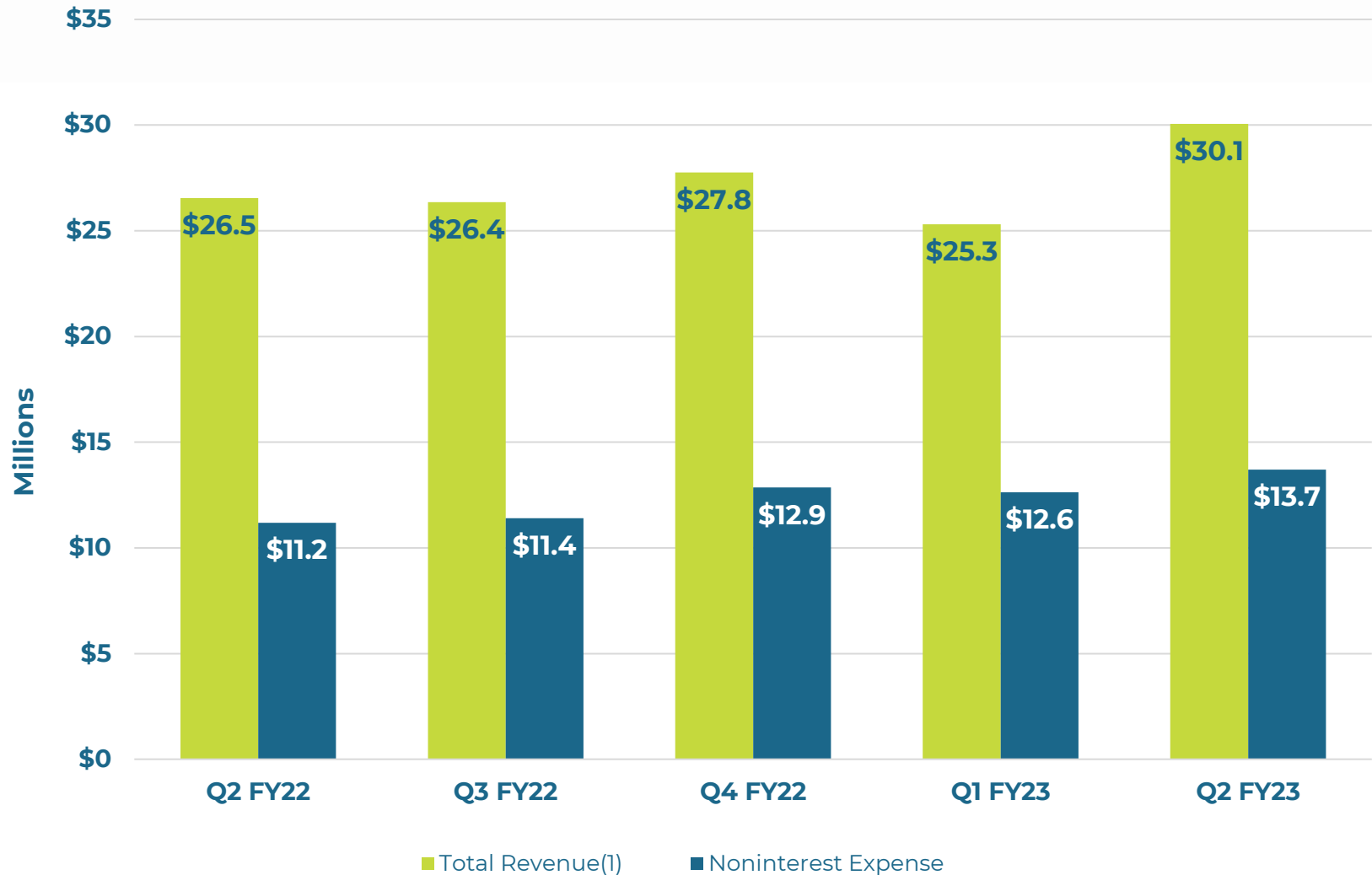
Trailing Twelve-Month Deposit Portfolio and Annualized Interest Expense
(Includes Brokered Deposits)
\$ Millions



Deposit Mix By Trailing 5 Quarter Ends



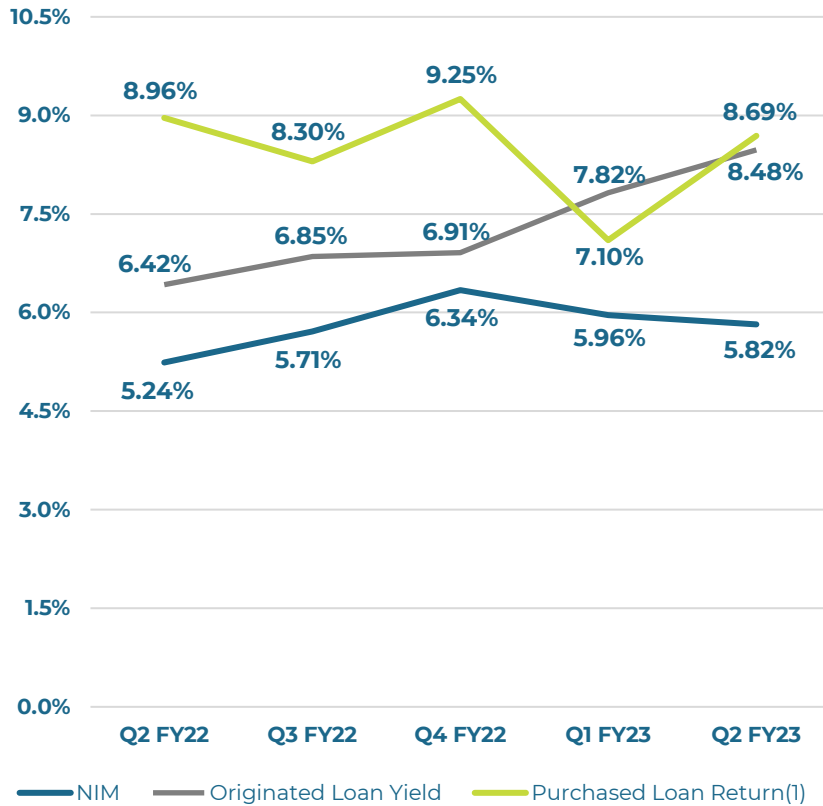
Revenue and Noninterest Expense for Trailing 5 Quarters



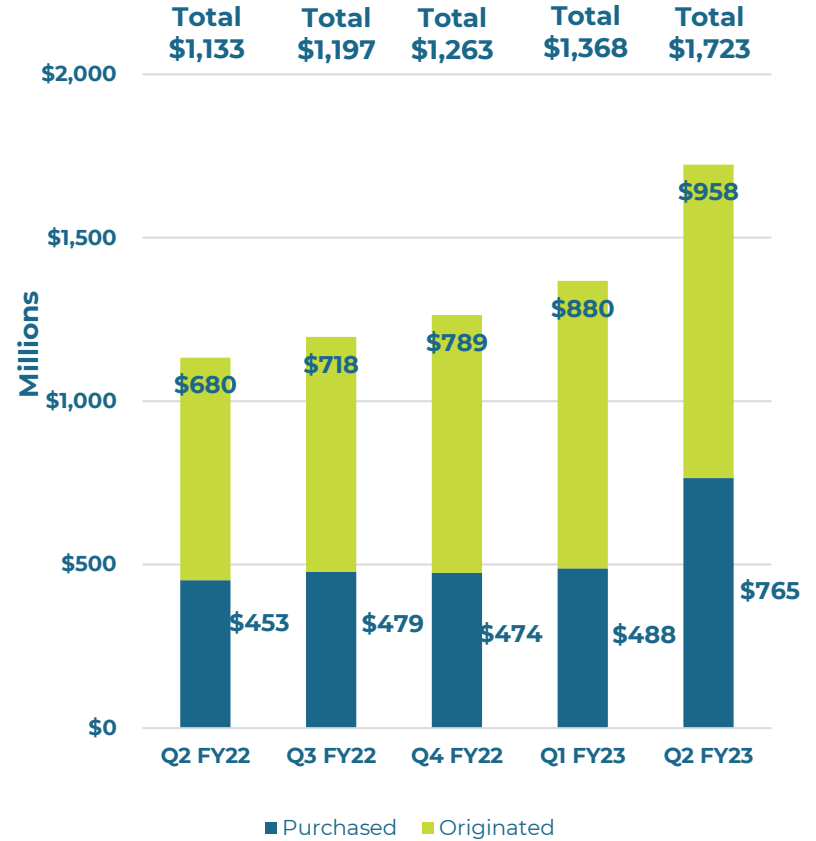
(1) Total Revenue includes net interest income before loan loss provision (credit) and noninterest income.

Loan Performance & Average Loan Balance For Trailing 5 Quarters

Loan Performance

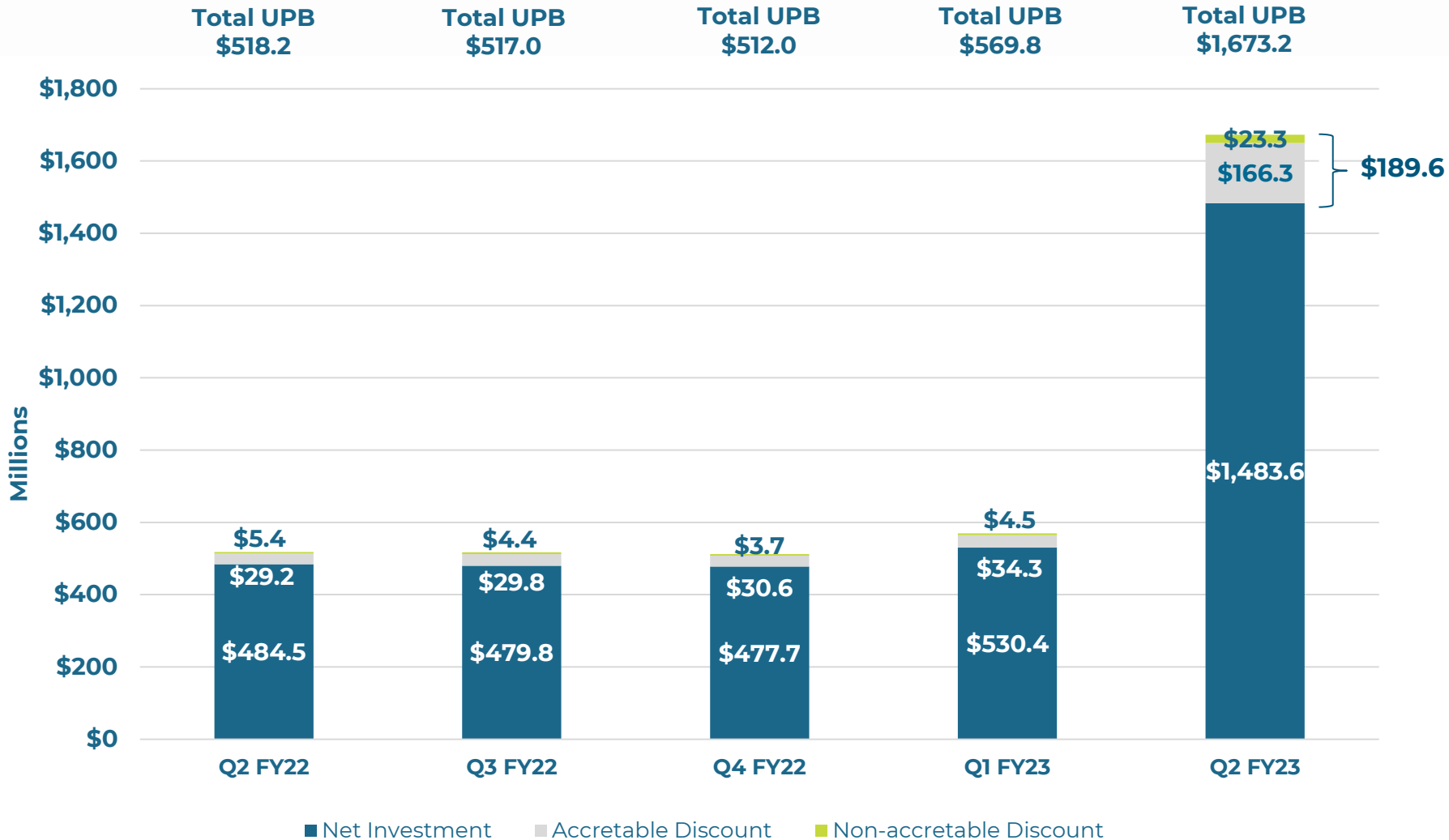


Average Loan Balance for Trailing 5 Quarters



(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

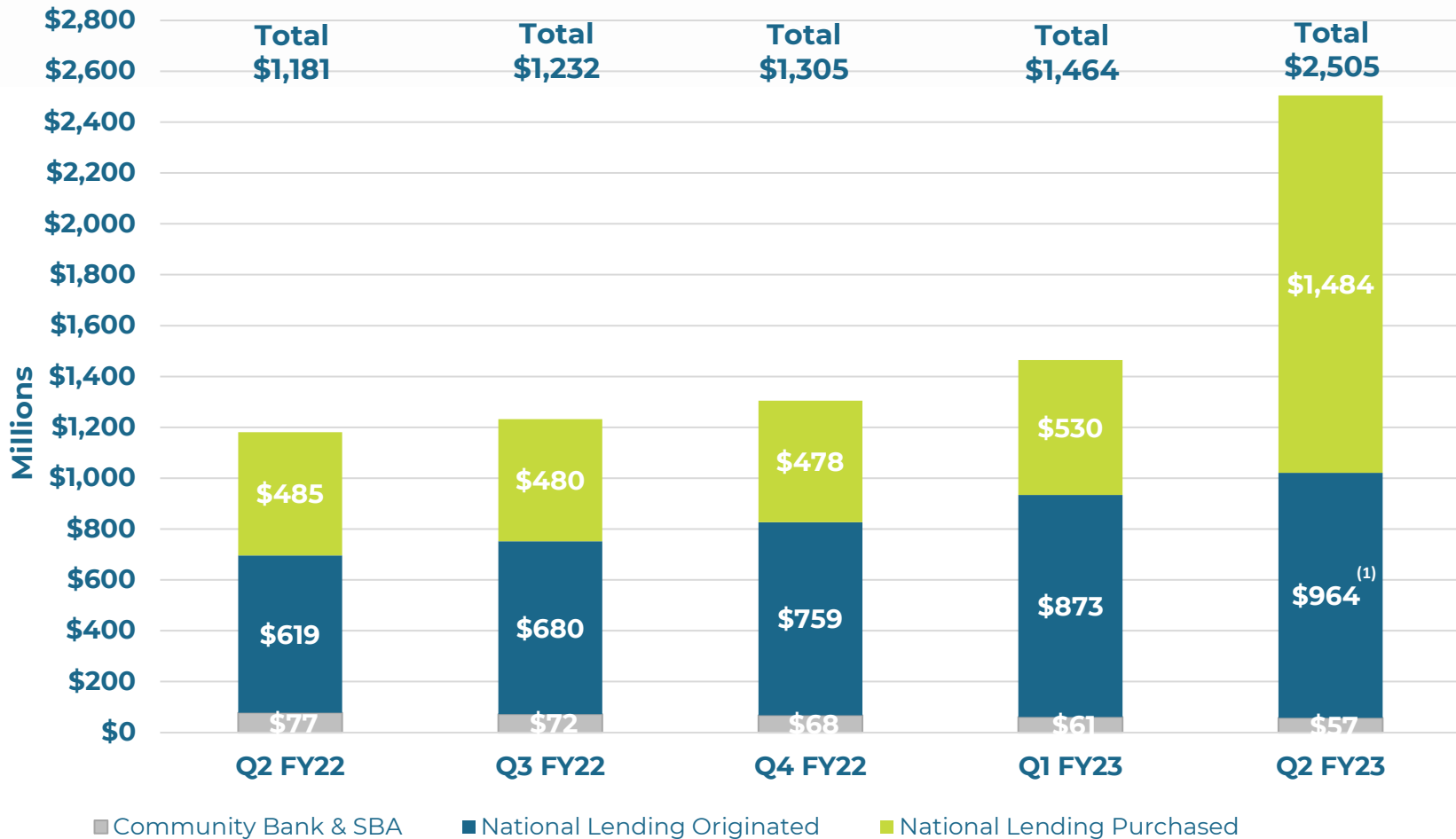


National Lending Portfolio — Q2 FY23 Return Summary⁽¹⁾

	Purchased	Originated	Total
Regularly Scheduled Interest & Accretion	6.75%	8.44%	7.66%
Accelerated Accretion, Interest, & Fees Recognized on Loan Payoffs	1.94%	0.06%	0.93%
Total	8.69%	8.50%	8.59%

- (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) 94% of the National Lending Originated portfolio had a floor, with a weighted average floor of 6.51% as of December 31, 2022.

Q2 FY23 Correspondent Fee Income Summary

Income Summary

Income Source	Amount Recognized
	<i>in thousands</i>
Correspondent Fee	\$29
Amortization of Purchased Accrued Interest	275
Earned Net Servicing Interest	314
Total Correspondent Fee Income	\$618

Correspondent Fee Summary

Quarter	PPP Loans Purchased by Loan Source ⁽¹⁾	Correspondent Fee	Purchased Accrued Interest ⁽²⁾	Total ⁽³⁾
		<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	0	598	598
Q4 FY 2021	4,371,000	171	2,703	2,874
Q1 FY 2022	6,300	0	1	1
Total	\$11,237,700	\$8,905	\$10,560	\$19,465
Less amounts recognized in Q2 FY 2023	N/A	29	275	304
Income Recognized - To Date	N/A	\$8,676	\$9,994	\$18,670
Remainder to be Recognized	N/A	\$200	\$291	\$491

(1) Loan Source's ending PPP loan balance was \$389.2 million as of December 31, 2022.

(2) Northeast Bank's share

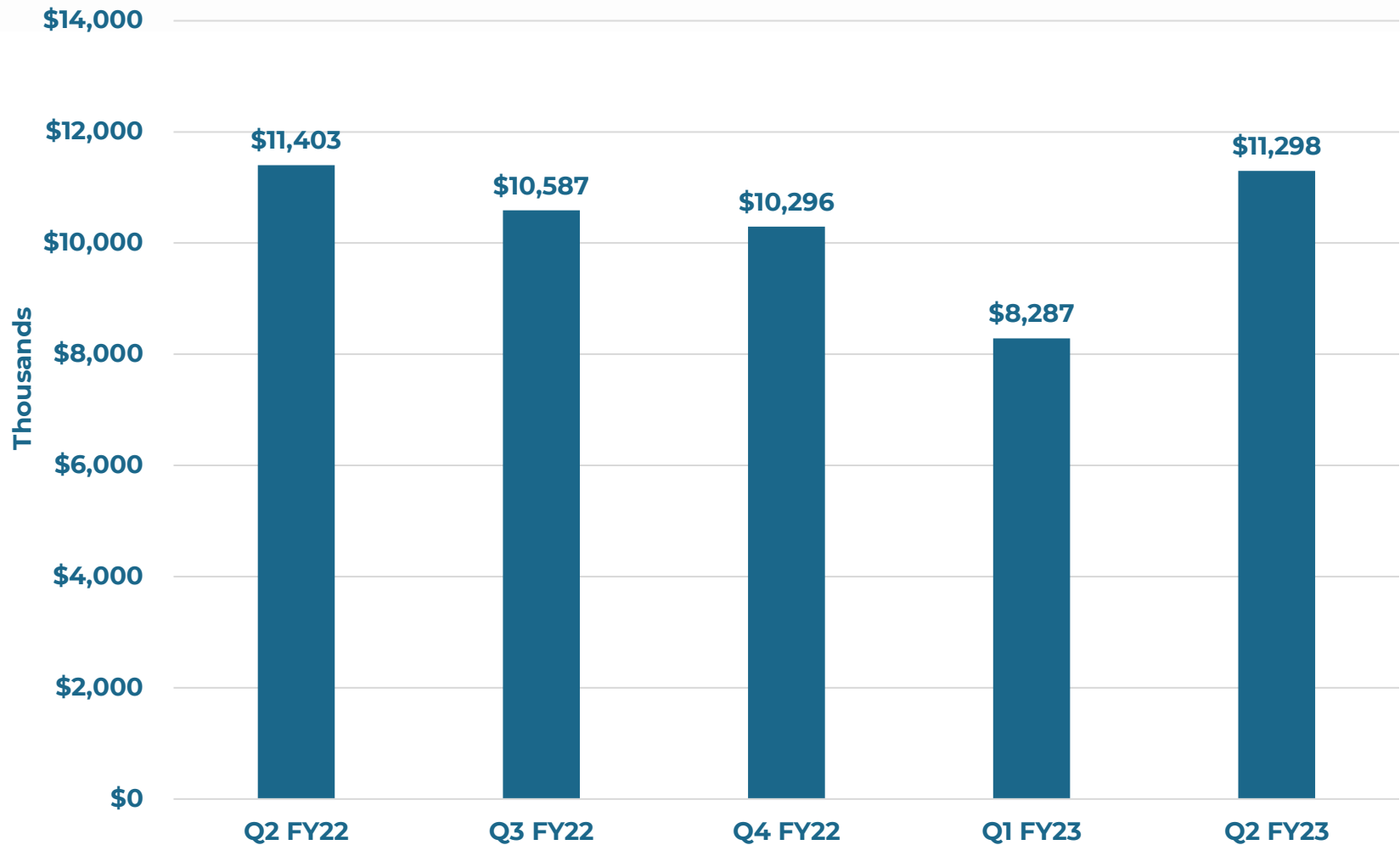
(3) Expected to be recognized into income over life of loans

Correspondent Activity Summary

Correspondent Activity by Round

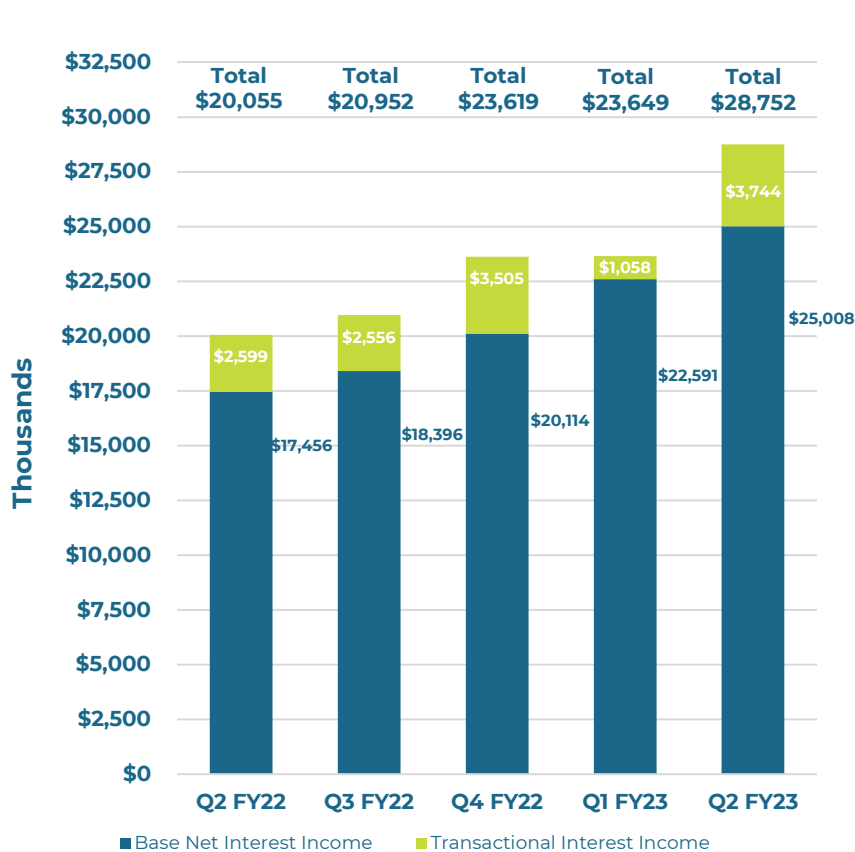
	Round 1	Round 2	Total
	<i>In thousands</i>		
\$ Purchased	\$5,086,941	\$6,150,759	\$11,237,700
\$ Paid off/Forgiven	(5,041,800)	(5,806,677)	(10,848,477)
\$ Remaining	\$45,141	\$344,083	\$389,223
% Remaining	1%	6%	3%

Net Income for Trailing 5 Quarters



Key Components of Income For Trailing 5 Quarters

Net Interest Income Before Loan Loss Provision



Noninterest Income

