

FY 2021 Q4 Investor Call

July 29, 2021

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, 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

	Q4 FY21	YTD FY21
Total Loan Volume	\$710.7 million	\$3.32 billion
National Lending:		
Purchased Loans	\$33.7 million invested on \$35.5 million of UPB ⁽¹⁾ (95.1% purchase price)	\$169.5 million invested on \$181.6 million of UPB ⁽¹⁾ (93.3% purchase price)
Originated Loans ⁽²⁾	\$114.0 million	\$308.9 million
Weighted Average Rate as of 6/30/2021 ⁽³⁾	6.36%	6.38%
SBA PPP Loans Originated	\$563.0 million	\$2.84 billion
SBA PPP Loans Sold	\$671.4 million	\$2.87 billion
Gain on Sale of PPP Loans	\$12.6 million	\$46.7 million
Correspondent Fee Income	\$6.7 million	\$23.5 million
Average Cost of Deposits⁽⁴⁾	0.41%	0.74%
Net Interest Margin	3.99%	4.40%
Net Interest Margin excluding PPP ⁽⁵⁾	4.55%	4.72%
Net Interest Margin excluding PPP and Collection Account ⁽⁶⁾	5.56%	5.22%
Purchased Loan Return ⁽⁷⁾	8.99%	8.91%
Net Income	\$21.4 million	\$71.5 million
EPS (Diluted)	\$2.54	\$8.55
Return on Equity	37.97%	37.44%
Return on Assets	4.55%	4.53%

(1) Unpaid principal balance.

(2) National Lending originations during Q4 FY21 and YTD FY21 were 87% and 94% variable rate, respectively, all of which were Prime-rate based.

(3) Q4 FY21 and YTD FY21 National Lending originations had a weighted average floor rate of 6.36% and 6.38%, respectively.

(4) Average cost of deposits for Q1 FY21, Q2 FY21, and Q3 FY21 were 1.20%, 1.03%, and 0.54%, respectively.

(5) NIM excluding PPP for Q4 FY21 and YTD FY21 removes the effects of the following: PPP loan interest income of \$884 thousand and \$3.5 million, PPPLF interest expense of \$98 thousand and \$400 thousand, brokered CD interest expense of \$0 and \$99 thousand, and average PPP loan balances of \$172.8 million and \$166.2 million, respectively.

(6) NIM excluding PPP and Collection Account for Q4 FY21 and YTD FY21 excludes PPP impact above and removes the effects of the cash held by the Bank from the collection account, which resulted in interest income on short-term investments of \$100 thousand and \$133 thousand, and short-term investments average balance related to PPP collection account of \$405.9 million and \$133.5 million, respectively.

(7) Purchased loan return for Q4 FY21 and YTD FY21 included \$2.4 million and \$8.1 million of transactional income, respectively.

Q4 FY'21 Correspondent Fee Income Summary

Income Summary

Income Source	Amount Recognized
	<i>Dollars in thousands</i>
Correspondent Fee	\$1,080
Amortization of Purchased Accrued Interest	972
Earned Net Servicing Interest	4,602
Total Correspondent Fee Income	\$6,654

Correspondent Fee Summary

Quarter	PPP Loans Purchased by Loan Source	Correspondent Fee	Purchased Accrued Interest ⁽¹⁾	Total ⁽²⁾
				<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	3,452	3,623
Total	\$11,231,400⁽³⁾	\$8,905	\$11,308	\$20,213
Less amounts recognized in Q4 FY 2021	N/A	1,080	972	2,052
Income Recognized - To Date	N/A	3,001	1,813	4,814
Remainder to be Recognized	N/A	\$4,824	\$8,523	\$13,347

(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 \$8.39 billion as of June 30, 2021.

Loan Portfolio Summary

Loan Portfolio	# of Loans	Total Balance	Average Balance	WA LTV
<i>Dollars in thousands</i>				
National Lending				
Purchased Loans ⁽¹⁾	1,028	\$429,054	\$417	47%(3)
Direct Originated Loans	112	274,977	2,455	49%
Portfolio Finance Loans	94	247,726	4,061	46%(4)
SBA and USDA Loans⁽²⁾	124	40,784	329	78%
Community Banking Division				
Commercial Loans	206	19,669	95	44%
Residential and Consumer Loans	597	28,485	48	68%
Total	2,161	\$1,040,695	\$482	49%

(1) Total balance of \$429.1 million is equal to unpaid principal balance of \$466.1 million, net of \$37.0 million purchased loan discount.

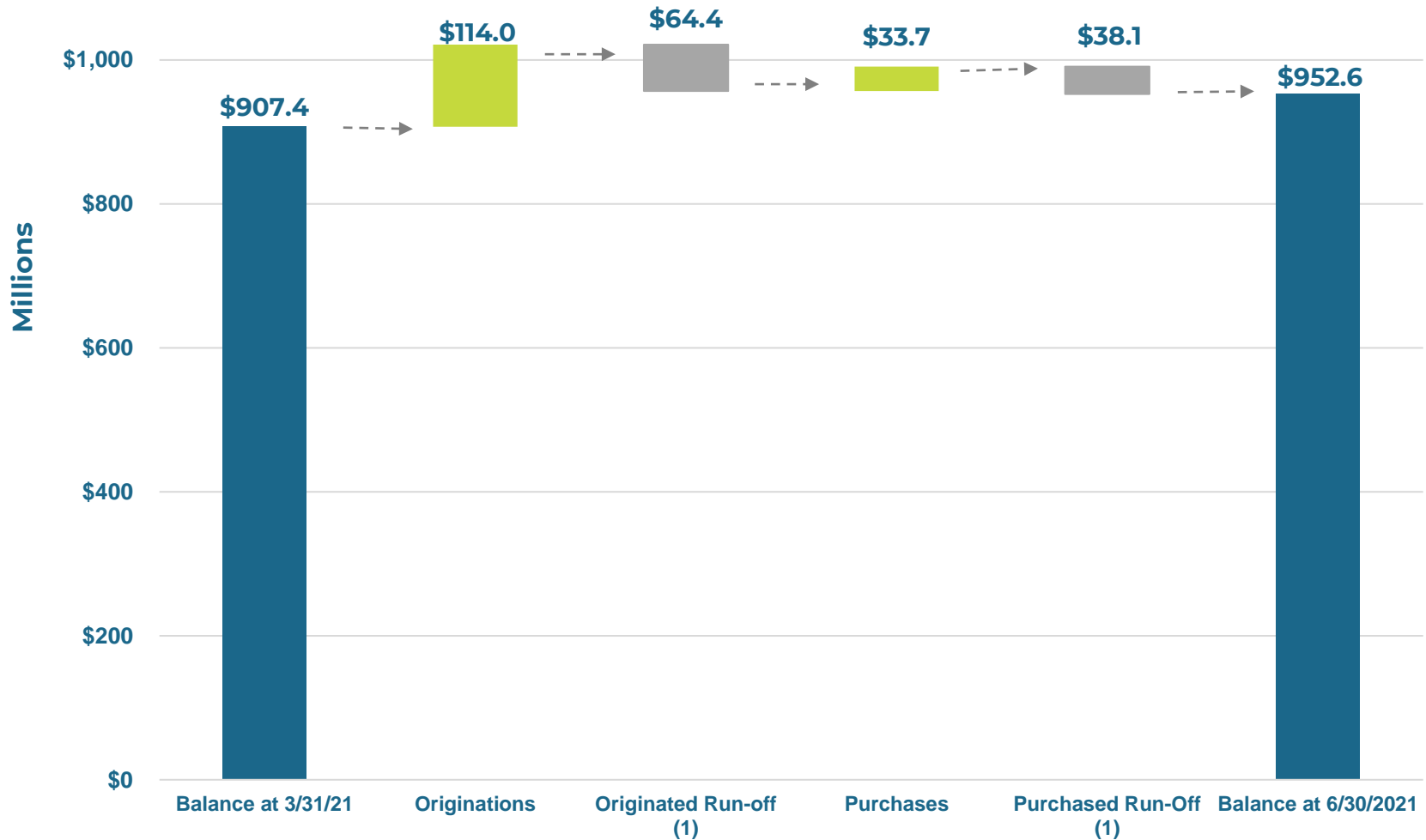
(2) Total loan balance of \$40.8 million is comprised of \$5.7 million of the guaranteed portion and \$35.1 million of the unguaranteed portion of loans.

(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.

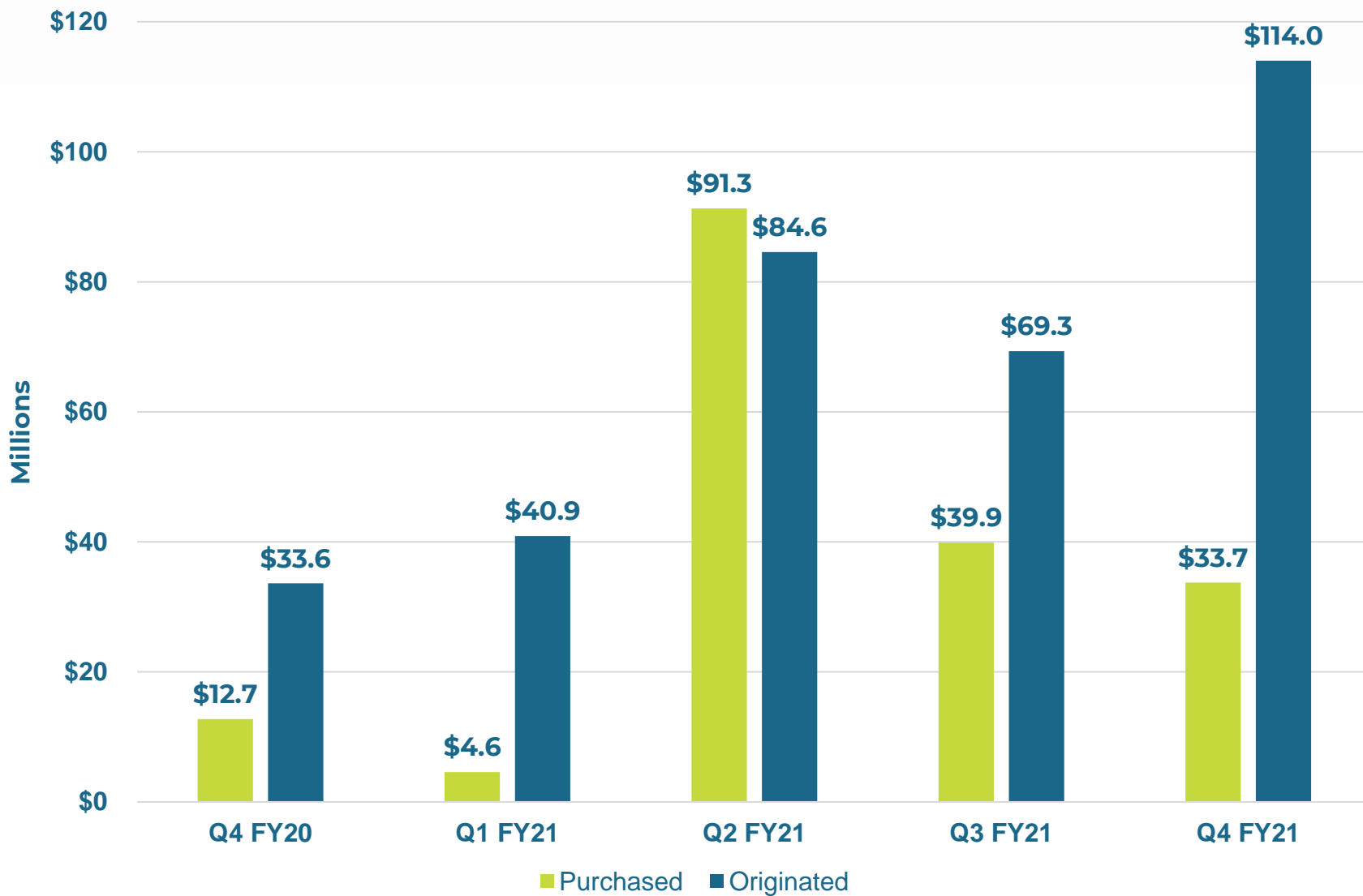
Loan balances exclude net deferred fees and costs.

National Lending Portfolio Roll Forward: Trailing Three Months

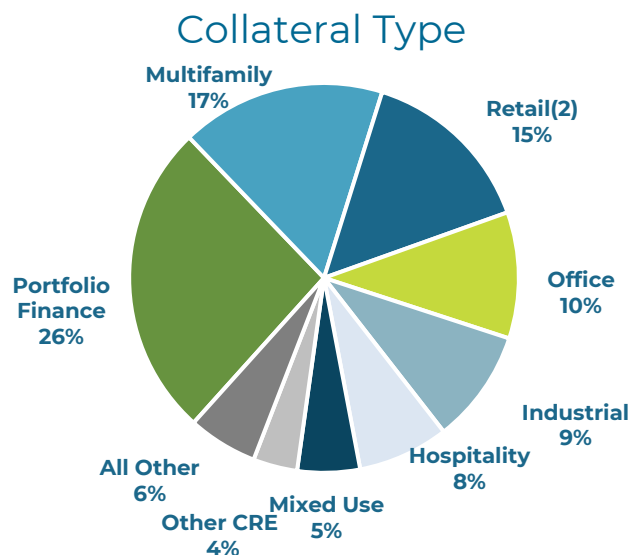
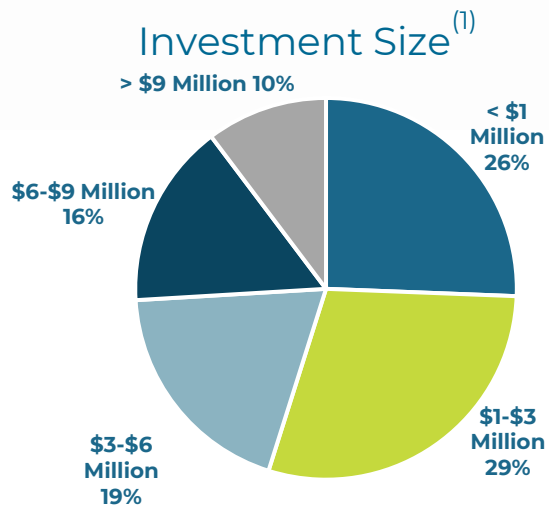


(1) Run-off includes scheduled amortization, principal pay downs and payoffs.

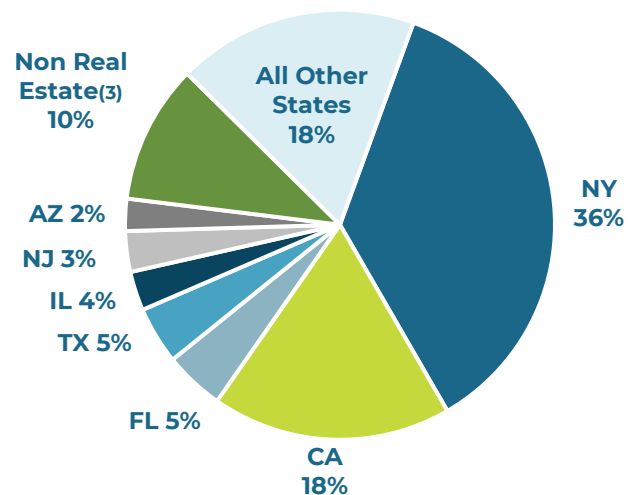
National Lending Activity By Trailing 5 Quarters



National Lending Loan Portfolio Statistics as of June 30, 2021



Collateral State (44 States)



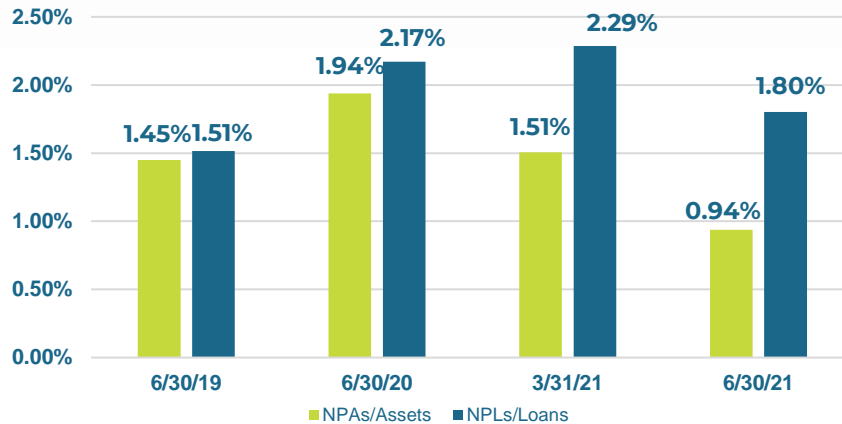
(1) Average investment size of \$771 thousand/loan; originated average: \$2.5 million/loan and purchased average: \$417 thousand/loan

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

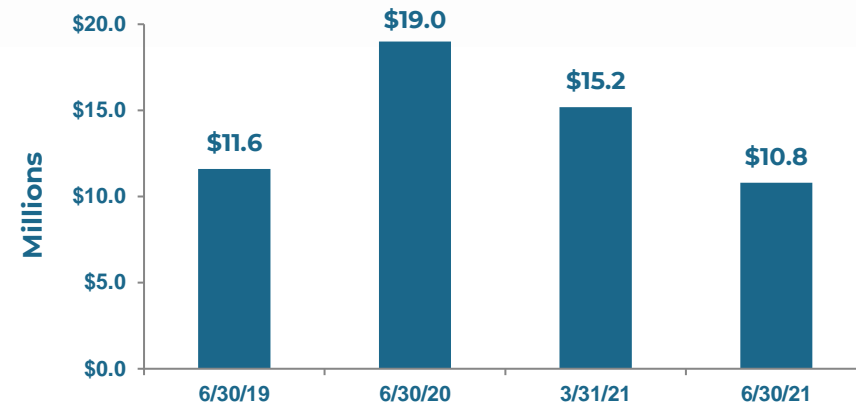
(3) 85% of the 10% Non-Real Estate total represents Portfolio Finance loans consisting of various collateral types in various locations.

Asset Quality Metrics

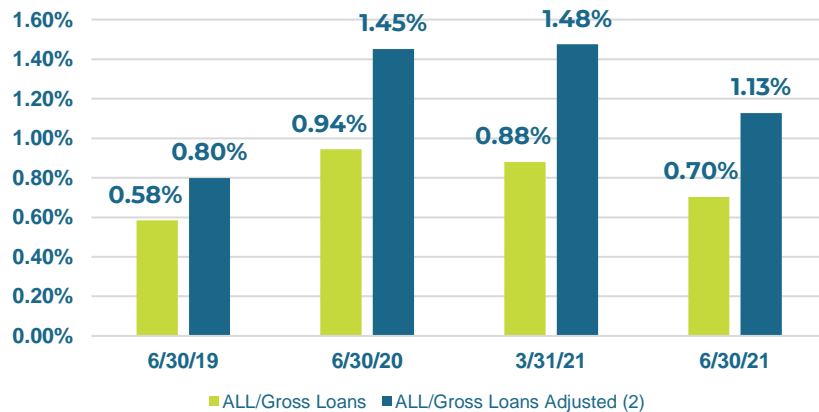
NPAs / Total Assets & NPLs / Total Loans



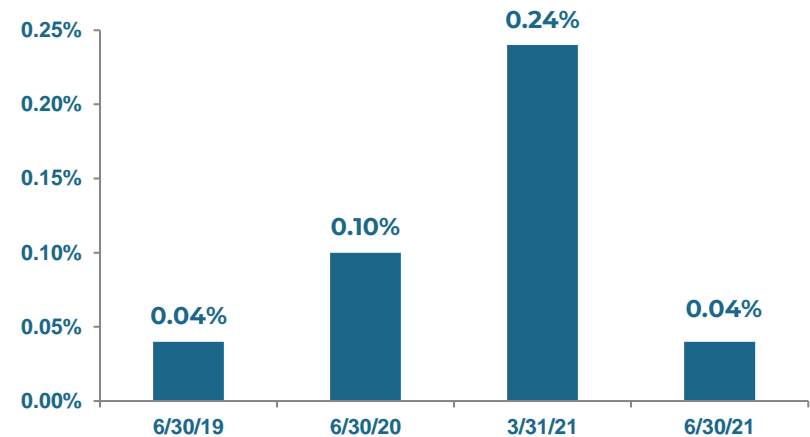
Classified Commercial Loans⁽¹⁾



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.

COVID-19 Modification Summary — Full Payment Deferral

Deferral Start Month	Original Deferral	Currently in Deferral	Status as of June 30, 2021			
			Current	30-59 DPD	60-89 DPD	90+ DPD
<i>(Dollars in Millions)</i>						
March 2020	\$8.4	\$0.0	\$8.3	\$0.1	\$0.0	\$0.0
April 2020	68.6	1.9	66.0	0.0	0.4	0.3
May 2020	22.6	0.0	22.6	0.0	0.0	0.0
June 2020	8.4	0.0	8.4	0.0	0.0	0.0
July 2020	1.9	0.0	1.9	0.0	0.0	0.0
September 2020	0.1	0.0	0.1	0.0	0.0	0.0
October 2020	6.9	0.0	6.9	0.0	0.0	0.0
November 2020	2.3	0.0	2.3	0.0	0.0	0.0
December 2020	0.5	0.0	0.4	0.0	0.0	0.1
January 2021	2.0	0.0	2.0	0.0	0.0	0.0
February 2021	3.5	0.0	3.5	0.0	0.0	0.0
Total at June 30, 2021	\$125.2	\$1.9	\$122.4	\$0.1	\$0.4	\$0.4
Total at March 31, 2021	<u>\$142.1</u>	<u>\$13.9</u>	<u>\$124.4</u>	<u>\$0.6</u>	<u>\$2.0</u>	<u>\$1.2</u>
Change	(\$16.9)	(\$12.0)	(\$2.0)	(\$0.5)	(\$1.6)	(\$0.8)

(1) Amounts represent balances as of June 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.

COVID-19 Modification Summary — Interest-Only Period

I/O Start Month	Original Deferral	Currently in Deferral	Current	Status as of June 30, 2021		
				30-59 DPD	60-89 DPD	90+ DPD
<i>(Dollars in Millions)</i>						
March 2020	\$1.7	\$0.2	\$1.7	\$0.0	\$0.0	\$0.0
April 2020	14.6	0.0	14.5	0.0	0.0	0.1
May 2020	18.6	0.9	18.6	0.0	0.0	0.0
June 2020	9.0	0.9	9.0	0.0	0.0	0.0
July 2020	0.6	0.6	0.6	0.0	0.0	0.0
October 2020	1.1	0.0	1.1	0.0	0.0	0.0
November 2020	0.1	0.0	0.1	0.0	0.0	0.0
December 2020	0.4	0.4	0.4	0.0	0.0	0.0
January 2021	1.6	1.6	1.6	0.0	0.0	0.0
February 2021	<u>0.4</u>	<u>0.4</u>	<u>0.4</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>
Total at June 30, 2021	\$48.1	\$5.0	\$48.0	\$0.0	\$0.0	\$0.1
Total at March 31, 2021	<u>\$46.7</u>	<u>\$14.6</u>	<u>\$46.5</u>	<u>\$0.1</u>	<u>\$0.0</u>	<u>\$0.1</u>
Change	\$1.4	(\$9.6)	\$1.5	(\$0.1)	\$0.0	\$0.0

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

	Nonperforming Loans	REO	Total	FMV of Collateral	LTV	Notes
	<i>(Dollars in Thousands)</i>					
March 31, 2021 Balance	\$22,923	\$2,885	\$25,808			
NPL Additions:						
#1	1,384	-	1,384	2,245	62%	Gas station in FL
Other - Various	100	-	100			< \$100 thousand NIB - 5 loans
Total Additions:	1,484	-	1,484			
NPL Resolutions:						
#1	(1,091)	-	(1,091)			Office space in TX; paid off in full in April
#2	(577)	-	(577)			Auto repair business in CA; returned to accrual status in June
#3	(403)	-	(403)			Office space in GA; paid off in full in May
#4	(400)	-	(400)			Industrial building in CA; returned to accrual status in June
Other Loans - Various	(3,178)	-	(3,178)			13 loans (totaling \$1.6 million) returned to accrual or paid off; 1 loan paid down by SBA guaranty repurchase (\$792 thousand); paydowns
#1	-	(800)	(800)			Hotel in IA; sold in April for \$152 thousand loss
#2	-	(427)	(427)			Church in GA; sold in April for \$25 thousand gain
#3	-	(19)	(19)			Restaurant in NM; sold in May for \$1 thousand loss
Total Resolutions:	(5,649)	(1,246)	(6,895)			
June 30, 2021 Balance:	\$18,758	\$1,639	\$20,397			

Allowance Allocation

Loan Segment	Total Loan Balances at June 30, 2021	Total Reserves at June 30, 2021	ALL / Total Loans at June 30, 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
<i>Dollars in thousands</i>							
LASG Purchased	\$429,054	\$412	0.10%	\$420	0.10%	\$689	0.18%
Originated Loans:							
C&I (Portfolio Finance primarily)	254,525	1,195	0.47%	1,181	0.53%	957	0.46%
Commercial Real Estate	268,626	2,323	0.86%	2,426	0.99%	2,077	0.79%
SBA and USDA:							
- Guaranteed	5,719	-	0.00%	-	0.00%	-	0.00%
- Unguaranteed	33,830	3,119	9.22%	4,479	12.51%	4,977	11.90%
1-4 Family Residential	47,711	233	0.49%	282	0.48%	449	0.68%
Consumer	1,159	31	2.67%	32	2.63%	29	1.84%
Total Originated Loans	611,570	6,901	1.13%	8,400	1.48%	8,489	1.45%
Total Loans	\$1,040,624	\$7,313	0.70%	\$8,820	0.88%	\$9,178	0.94%

(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>
1-4 Family		\$18,030	39%	\$15,025	59%	\$7,959	32%	\$41,014	45%
Hospitality		55,056	51%	22,745	46%	16,870	42%	94,671	48%
Industrial		29,553	49%	21,264	49%	68,191	44%	119,008	46%
Land and Construction		243	39%	-	0%	6,193	49%	6,436	48%
Mixed Use		19,893	58%	47,462	47%	29,593	47%	96,948	49%
Multi Family		40,154	48%	38,238	53%	132,748	45%	211,140	47%
Office		33,142	46%	17,391	57%	74,206	51%	124,739	50%
Retail		72,960	52%	30,030	50%	90,367	52%	193,357	52%
Small Balance Commercial		5,946	32%	55,571	31%	2,927	39%	64,444	32%
Total		\$274,977	49%	\$247,726	46%	\$429,054	47%	\$951,757	47%

All data as of June 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>							
Purchased Loans	\$151,250	\$84,165	\$70,275	\$77,772	\$33,283	\$12,309	\$429,054
Direct Originated Loans	84,650	65,481	35,446	57,541	19,734	12,124	274,977
Portfolio Finance Loans	81,693	36,538	106,098	23,396	-	-	247,726
Total	\$317,594	\$186,185	\$211,820	\$158,709	\$53,017	\$24,433	\$951,757
% of Total	33%	19%	22%	18%	5%	3%	100%

All data as of June 30, 2021, unless otherwise noted. Loan balances exclude net deferred fees and costs.

National Lending Purchased Portfolio — Further Analysis

National Lending Purchased Portfolio

Origination Year

<i>Dollars in thousands</i>	Pre-2009	2009-2015	2016 and later	Total
Current Basis	\$186,128	\$149,688	\$93,238	\$429,054
# of Loans	664	226	138	1,028
% of Portfolio	43%	35%	22%	100%
Original Principal Balance	\$422,555	\$239,714	\$122,407	\$784,676
Current Principal Balance	204,506	160,618	100,932	466,056
% Principal Paid Down Since Origination	52%	33%	18%	41%
Current Basis / Original Principal	44%	62%	76%	55%

All data as of June 30, 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 ⁽¹⁾	WA Loan to Underlying RE ⁽¹⁾
Total Portfolio Finance Loans	\$247,726			65%	46%
Portfolio Finance Loans with Interest Reserves	189,185	76%	7.2 Months		

Direct Originated Loans

<i>Dollars in thousands</i>	Balance	% with Interest Reserves	Interest Reserve WA Duration	WA LTV ⁽¹⁾
Total Direct Originated Loans	\$274,977			49%
Direct Originated Loans with Interest Reserves	175,903	64%	9.2 Months	

(1) Weighted Average calculations utilize original balance and real estate values at the time of origination. All data as of June 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>	Balance	WA LTV	Balance	WA LTV	Balance
1-4 Family		\$2,054	47%	\$26,028	68%	\$28,082
Hospitality		2,802	28%	-	-	2,802
Industrial		618	50%	-	-	618
Land and Construction		349	27%	396	64%	745
Mixed Use		329	81%	-	-	329
Multi Family		3,791	40%	1,658	71%	5,449
Office		4,992	37%	-	-	4,992
Retail		2,837	49%	-	-	2,837
Small Balance		1,897	79%	394	55%	2,291
Unsecured		-	-	9	100%	9
Total		\$19,669	44%	\$28,485	68%	\$48,154

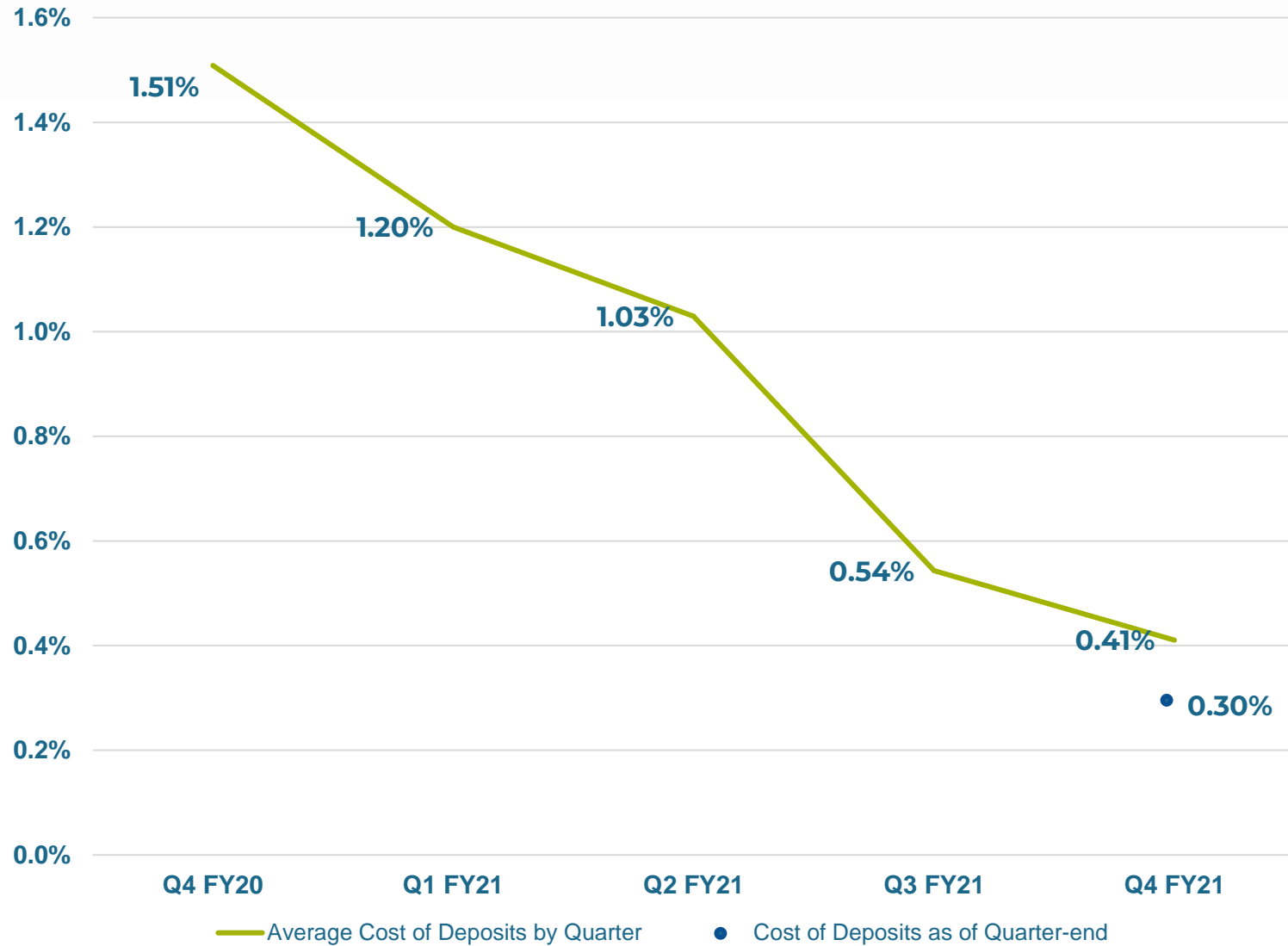
All data as of June 30, 2021, unless otherwise noted. Loan balances exclude net deferred fees and costs.

SBA and USDA Loans by Collateral Type

Collateral Type	SBA and USDA Loans				
	<i>Dollars in thousands</i>	Guaranteed	Unguaranteed	Total Balance	WA LTV
Hospitality		\$2,307	\$18,036	\$20,343	74%
Industrial		678	4,606	5,284	69%
Office		277	3,002	3,279	85%
Retail		1,698	7,351	9,049	89%
Small Balance Commercial		71	1,841	1,912	84%
1-4 Family		688	229	917	71%
Total		\$5,719	\$35,065	\$40,784	78%

All data as of June 30, 2021, unless otherwise noted. Loan balances exclude net deferred fees and costs.

Quarterly Cost of Deposits



Deposit Portfolio Changes

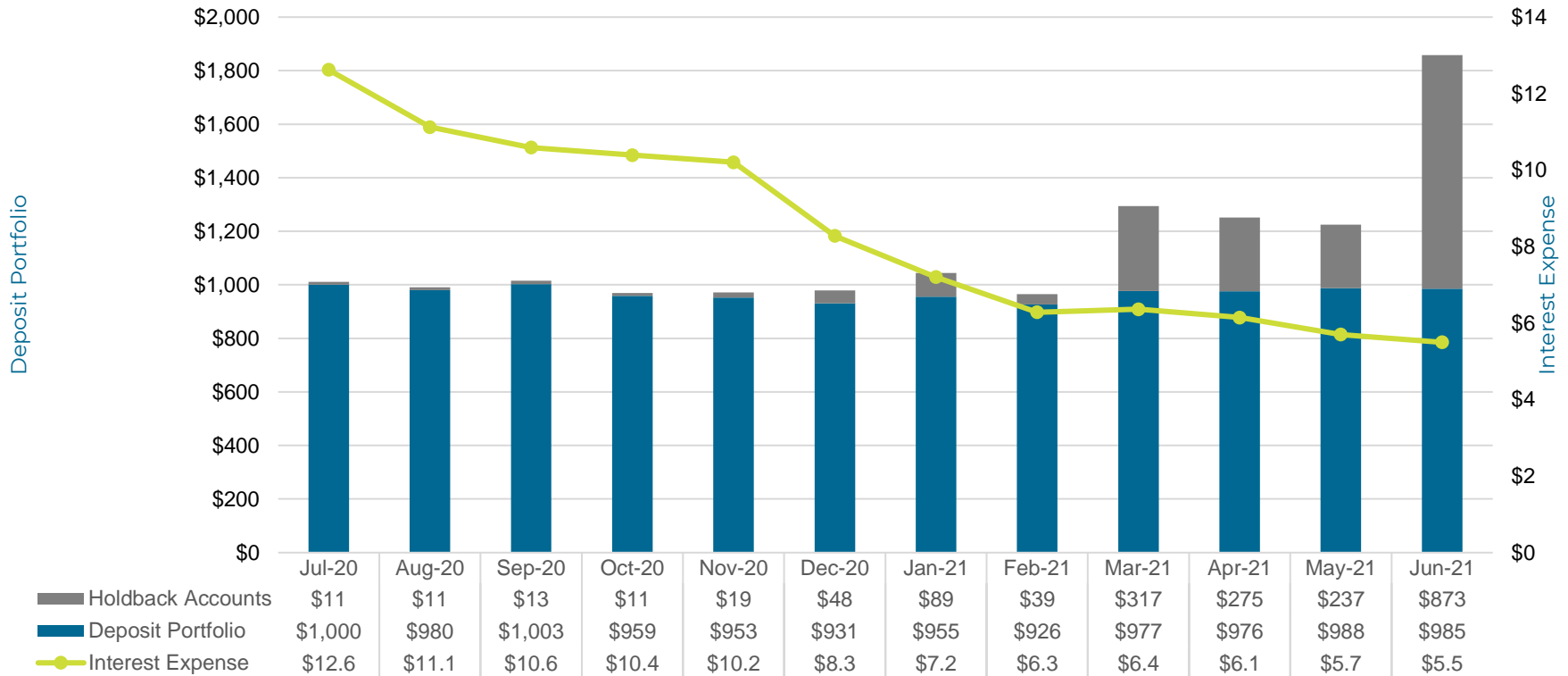
By Channels				June 30, 2021			June 30, 2020			Net Change		
<i>Dollars in thousands</i>	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR			
Community Banking	\$679,507	0.41%	69%	\$484,260	0.80%	49%	\$195,247	40%	-0.39%			
ableBanking	191,811	0.60%	19%	304,181	1.79%	31%	(112,370)	-37%	-1.19%			
Bulletin Board	113,939	1.37%	12%	203,149	2.26%	20%	(89,210)	-44%	-0.89%			
Sub-Total	985,257	0.56%	100%	991,590	1.40%	100%	(6,333)	-1%	-0.84%			
Holdback Accounts	872,520 (1)	0.00%		15,644	0.00%		856,876	5477%	0.00%			
Grand Total	\$1,857,777	0.30%		\$1,007,234	1.38%		\$850,543	84%	-1.08%			

By Products				June 30, 2021			June 30, 2020			Net Change		
<i>Dollars in thousands</i>	Balance	WAR	Mix	Balance	WAR	Mix	Balance	%	WAR			
Checking	\$364,356	0.21%	37%	\$174,659	0.29%	18%	\$189,697	109%	-0.08%			
Savings	56,006	0.09%	6%	37,152	0.13%	4%	18,854	51%	-0.04%			
Money Market	287,053	0.29%	29%	302,343	0.91%	30%	(15,290)	-5%	-0.62%			
Certificate of Deposit	277,840	1.39%	28%	477,436	2.23%	48%	(199,596)	-42%	-0.84%			
Sub-Total	985,255	0.56%	100%	\$991,590	1.41%	100%	(6,335)	-1%	-0.85%			
Holdback Accounts	872,520 (1)	0.00%		15,644	0.00%		856,876	5477%	0.00%			
Grand Total	\$1,857,777	0.30%		\$1,007,234	1.38%		\$850,543	84%	-1.08%			

(1) Includes PPP Collection Account balance of \$860.0 million at June 30, 2021

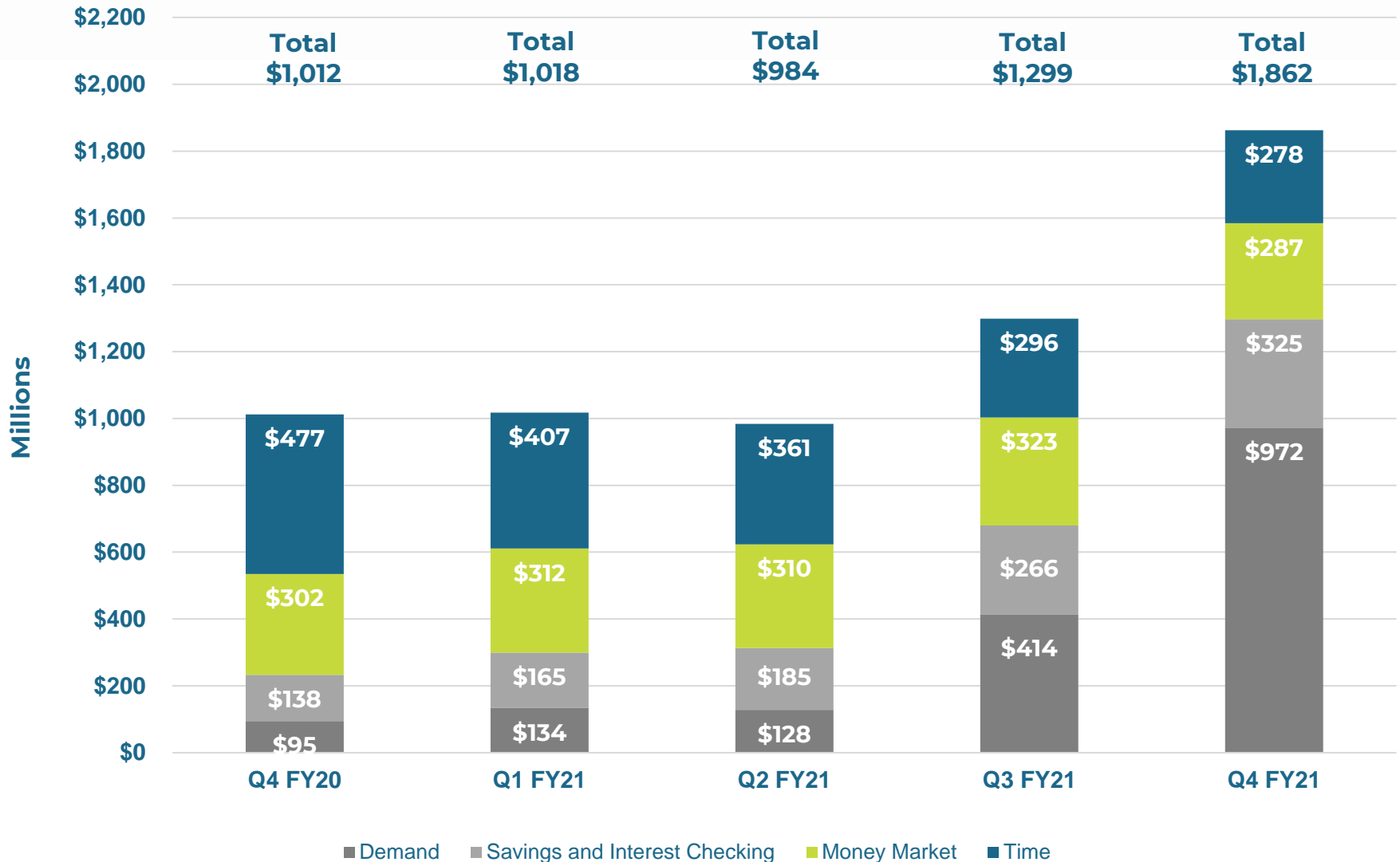
Deposit Portfolio and Interest Analysis

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

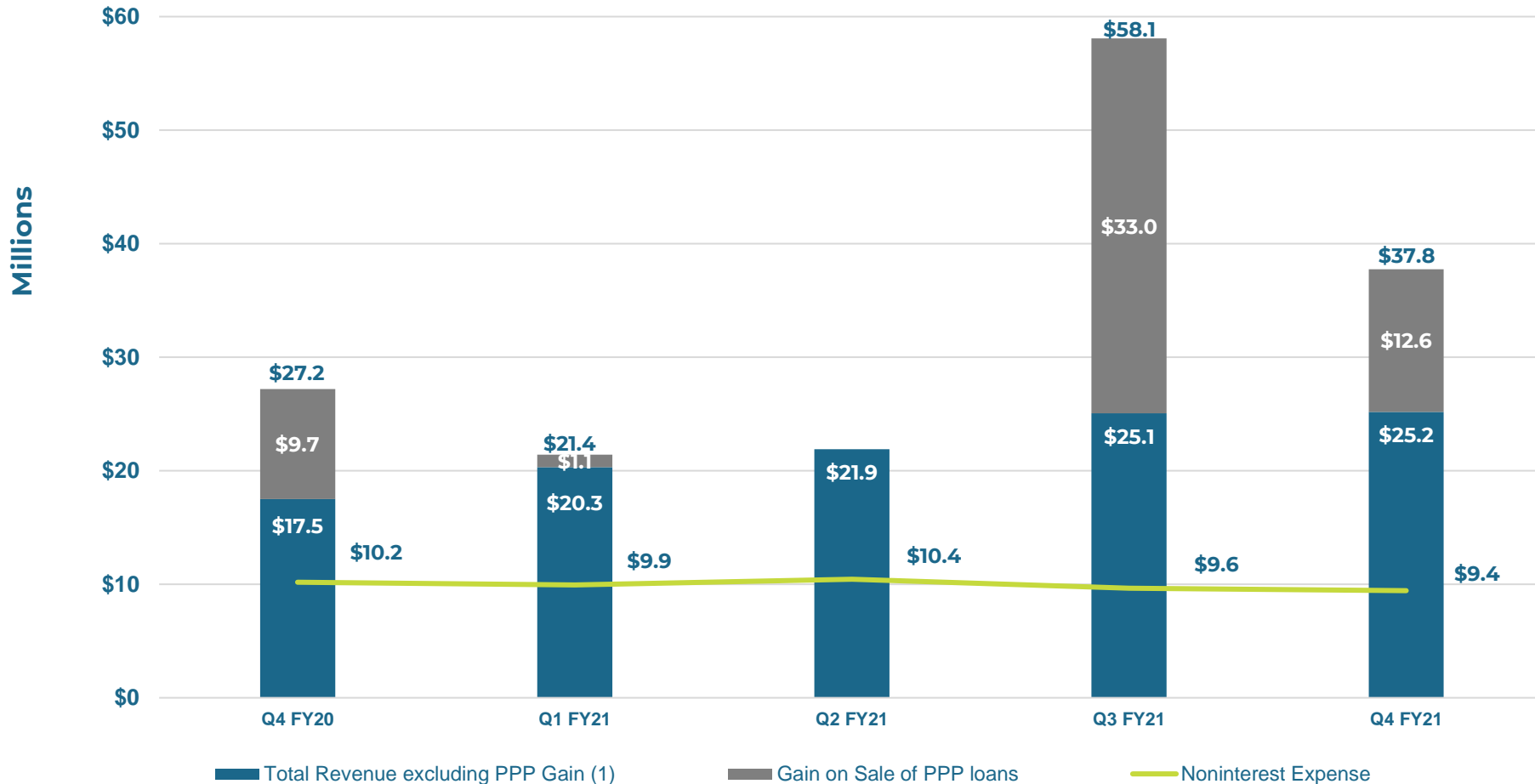
Deposit Mix By Trailing 5 Quarter Ends



Time Deposit Interest Expense

	Amount Maturing	Weighted Average Rate	Annual Interest Expense
<i>Dollars in thousands</i>			
Quarter Ending September 30, 2021	\$52,215	1.81%	\$946
ableBanking	9,871	1.23%	121
Bulletin Board	12,666	2.41%	306
Community Bank	29,678	1.75%	519
Quarter Ending December 31, 2021	81,583	1.32%	1,077
ableBanking	19,398	1.77%	343
Bulletin Board	45,417	1.14%	517
Community Bank	16,768	1.29%	217
Quarter Ending March 31, 2022	72,960	1.09%	793
ableBanking	20,411	0.99%	202
Bulletin Board	41,432	1.05%	435
Community Bank	11,117	1.40%	156
Quarter Ending June 30, 2022	16,357	1.37%	224
ableBanking	1,700	0.69%	12
Bulletin Board	5,569	2.61%	147
Community Bank	9,088	0.73%	67
Total	\$223,115	1.36%	\$3,040

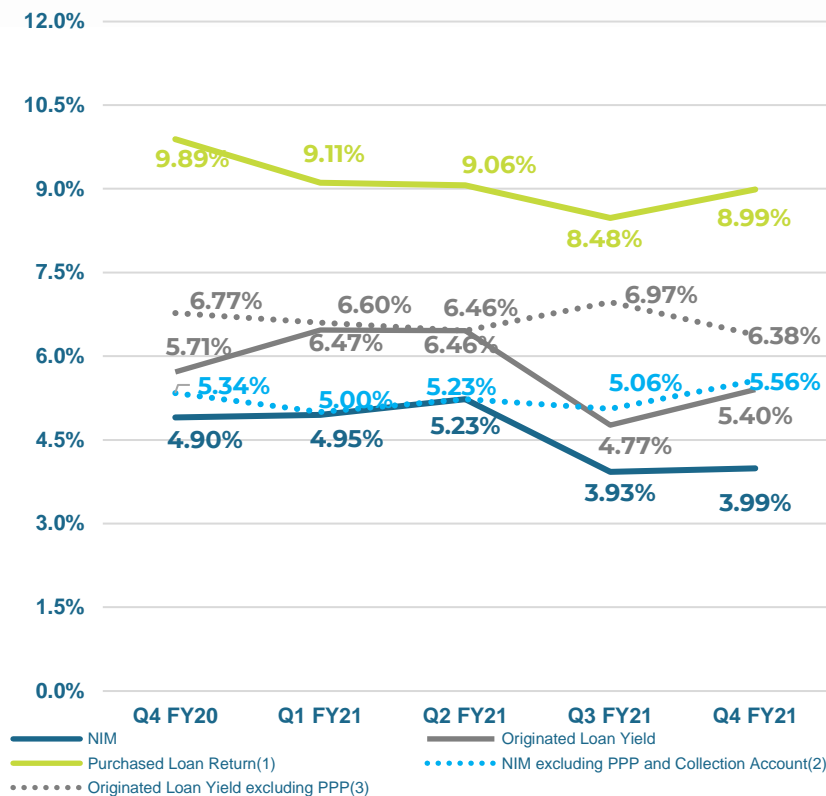
Revenue and Noninterest Expense for Trailing 5 Quarters



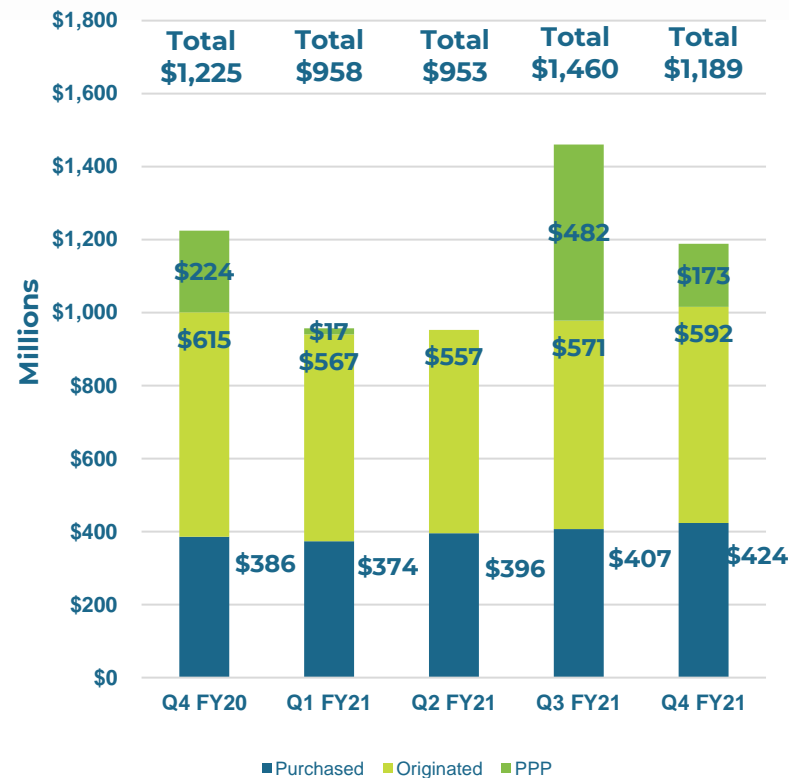
(1) Total Revenue includes net interest income before loan loss provision (credit) and noninterest income.

Loan Performance & Average Loan Balance For Trailing 5 Quarters

Loan Performance

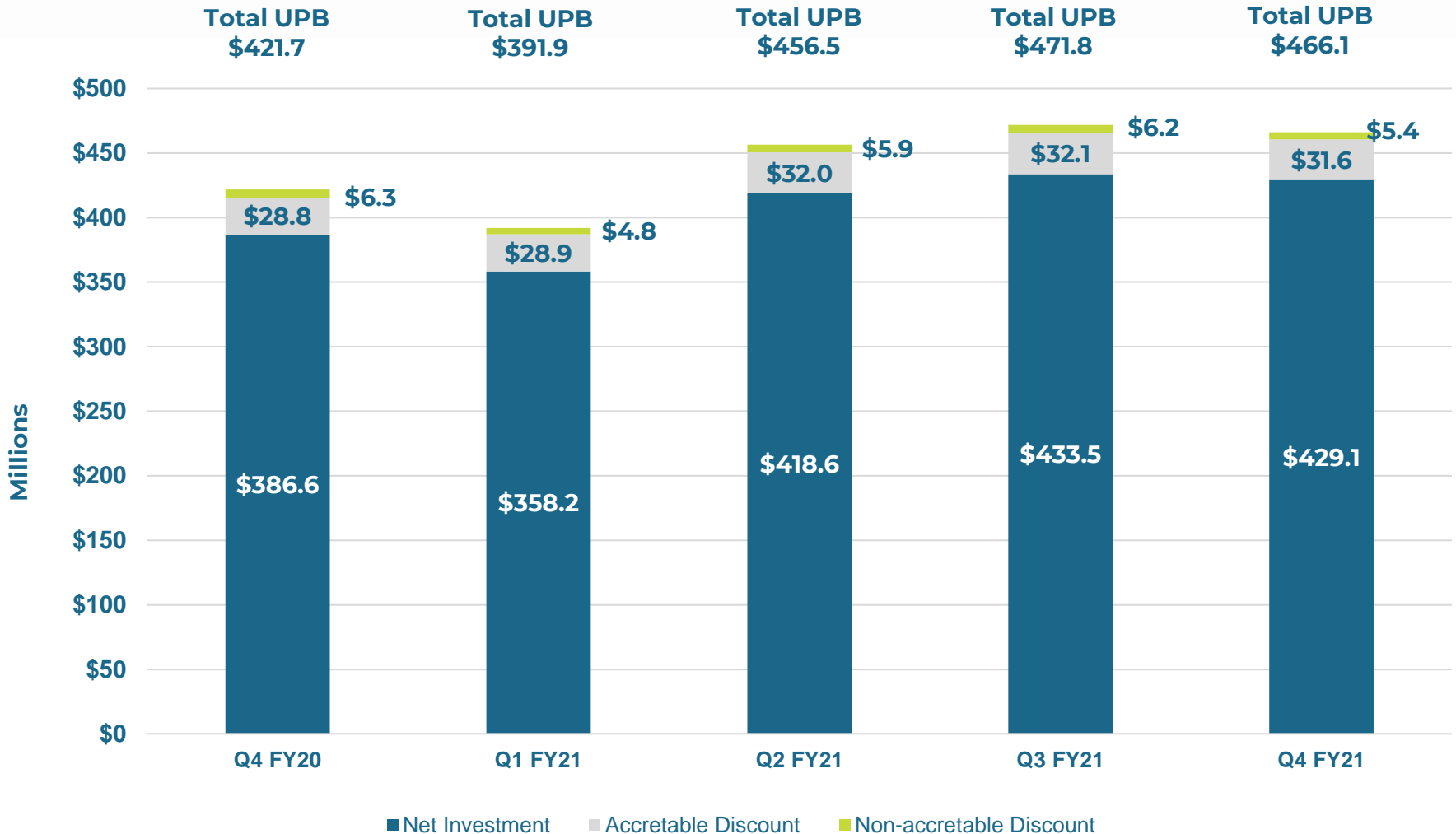


Average Loan Balance for Trailing 5 Quarters⁽⁴⁾



- (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 Q4 FY 20, Q1 FY21, Q3 FY21, and Q4 FY21 removes the effects of the following: PPP loan interest income of \$1.6 million, \$80 thousand, \$2.6 million, and \$884 thousand, interest income on short-term investments of \$0, \$0, \$29 thousand, and \$100 thousand, PPPLF interest expense of \$174 thousand, \$2 thousand, \$300 thousand, and \$98 thousand, brokered CD interest expense of \$0, \$0, \$99 thousand, and \$0, average PPP loan balances of \$223.8 million, \$16.9 million, \$481.9 million, and \$172.8 million, and short-term investments average balance related to PPP collection account of \$0, \$0, \$121.7 million, and \$405.9 million, respectively.
- (3) Originated Loan Yield excluding PPP for Q4 FY20, Q1 FY21, Q3 FY21, and Q4 FY21 removes the effects of the following: PPP loan interest income of \$1.6 million, \$80 thousand, \$2.6 million, and \$884 thousand, and average PPP loan balances of \$223.8 million, \$16.9 million, \$481.9 million, and \$172.8 million, respectively.
- (4) Includes loans held for sale.

Purchased Loan Investment Basis and Discount By Trailing 5 Quarters

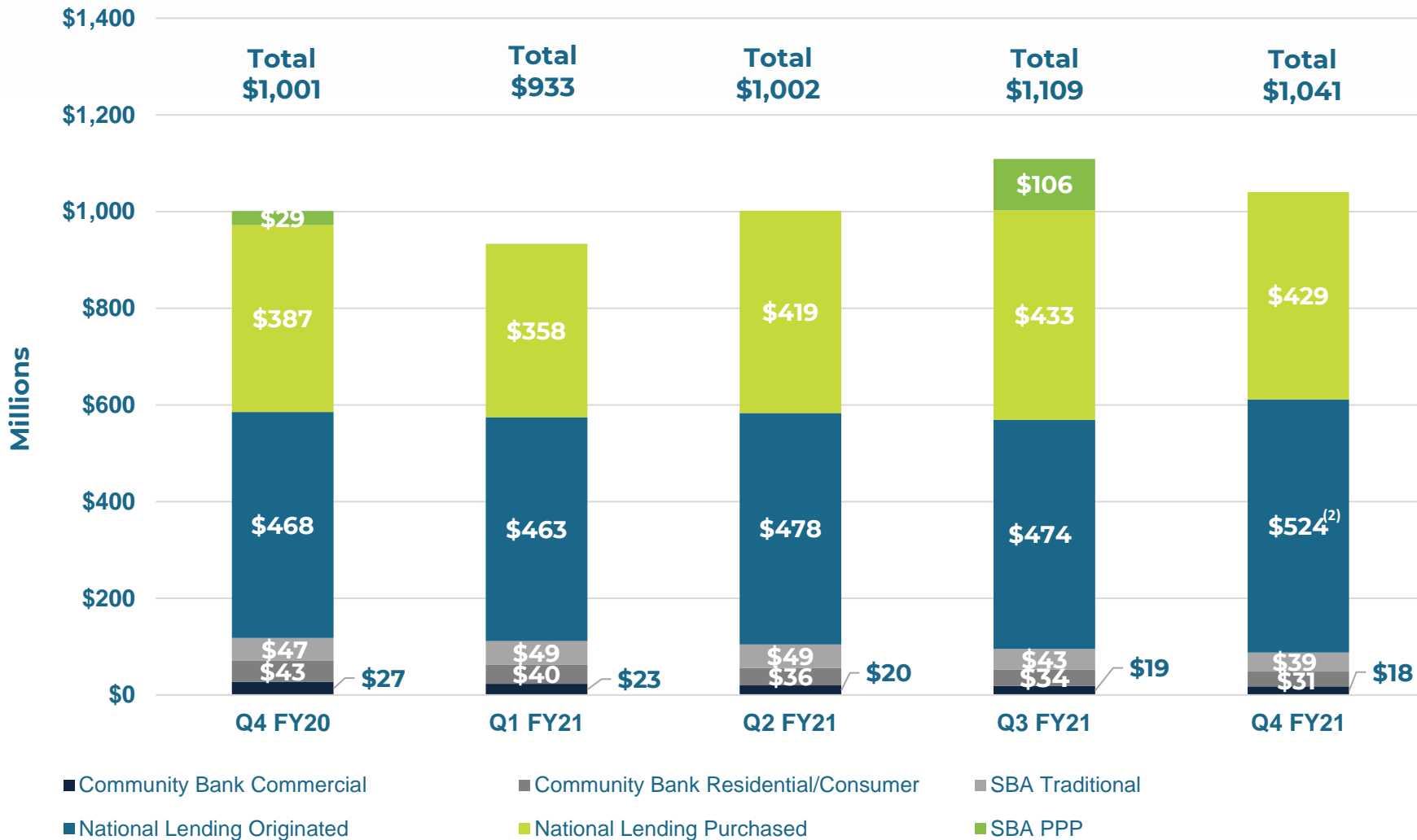


National Lending Portfolio — Q4 FY21 Return Summary⁽¹⁾

	Purchased	Originated	Total
Regularly Scheduled Interest & Accretion	6.69%	6.58%	6.63%
Accelerated Accretion & Fees Recognized on Loan Payoffs & Gain on Loan Sales	2.30%	0.00%	1.05%
Total	8.99%	6.58%	7.68%

(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.

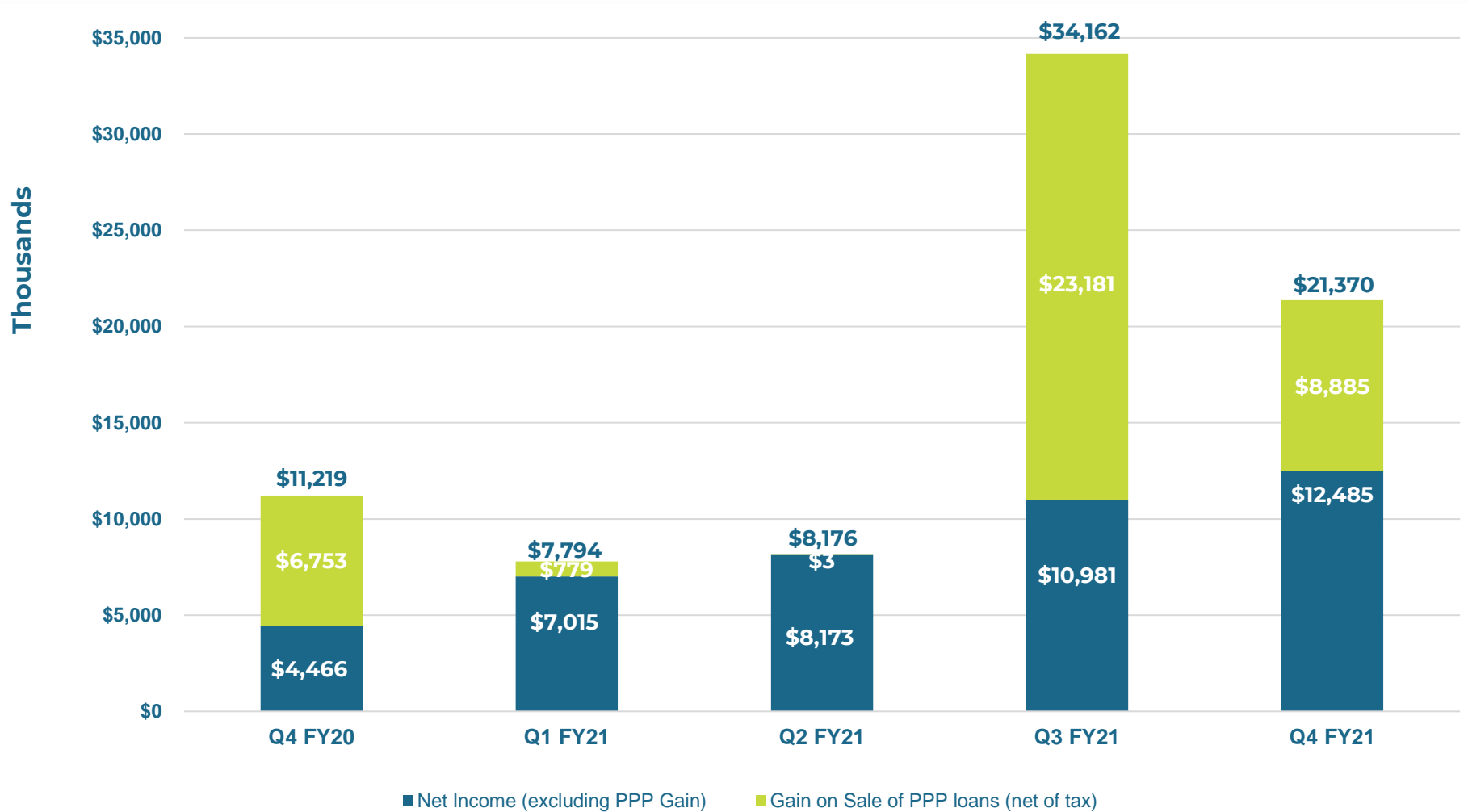
Loan Mix As of Trailing 5 Quarter Ends⁽¹⁾



(1) Includes loans held for sale.

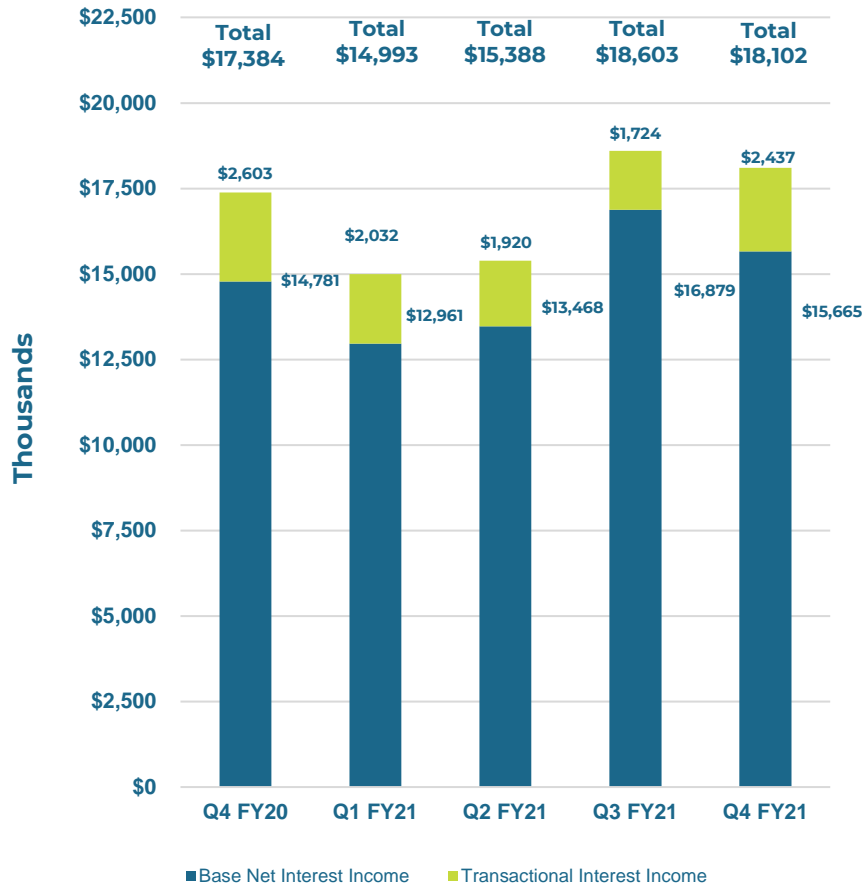
(2) 90% of the National Lending Originated portfolio had a floor, with a weighted average floor of 6.58% as of June 30, 2021.

Net Income for Trailing 5 Quarters



Key Components of Income For Trailing 5 Quarters

Net Interest Income Before Loan Loss Provision



Noninterest Income

