

Q1 FY 2021 Investor Call

October 30, 2020

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 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; the length and extent of the economic contraction resulting from the COVID-19 pandemic; continued deterioration 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 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

Q1 FY21

Total Loan Volume	\$75.9 million
National Lending —	
Purchased Loans	\$4.6 million invested on \$5.8 million of UPB ⁽¹⁾ (78.6% purchase price)
Originated Loans ⁽²⁾	\$40.9 million
Weighted Average Rate as of 9/30/2020 ⁽³⁾	6.58%
SBA PPP Loans	\$23.1 million
Correspondent Fee Income	\$4.7 million
Net Interest Margin	4.95%
Net Interest Margin excluding PPP ⁽⁴⁾	5.00%
Purchased Loan Return ⁽⁵⁾	9.11%
Earnings	\$7.8 million
EPS (Diluted)	\$0.94
Return on Equity	18.50%
Return on Assets	2.49%

(1) Unpaid principal balance.

(2) National Lending originations during Q1 FY21 were 100% variable rate, all of which were Prime rate based.

(3) Q1 FY21 National Lending originations had a weighted average floor rate of 6.58%.

(4) NIM excluding PPP for Q1 FY21 removes the effects of the following: PPP loan interest income of \$80 thousand and PPPLF interest expense of \$2 thousand and average PPP loan balances of \$16.9 million.

(5) Purchased loan return for Q1 FY21 included \$2.0 million of transactional income.

Correspondent Fee Income Summary

Correspondent Fee Summary

Quarter	PPP Loans Purchased by Loan Source	Correspondent Fee	Purchased Accrued Interest ⁽¹⁾	Total ⁽²⁾
<i>In thousands</i>				
Q4 FY 2020	\$1,272,900	\$2,891	\$688	\$3,579
Q1 FY 2021	2,112,100	5,349	2,804	8,153
Total	\$3,385,000	\$8,239	\$3,492	\$11,731
October 2020	\$613,800	\$353	\$1,506	\$1,859

Q1 Correspondent Fee Income Summary

Income Source	Amount Recognized
<i>In thousands</i>	
Correspondent Fee	\$822
Amortization of Purchased Accrued Interest	279
Earned Net Servicing Interest	3,646
Total Correspondent Fee Income	\$4,747

(1) Northeast Bank's share

(2) Expected to be recognized into income over approximately 2 years

COVID-19 Modification Summary — Full Payment Deferral

Status as of September 30, 2020

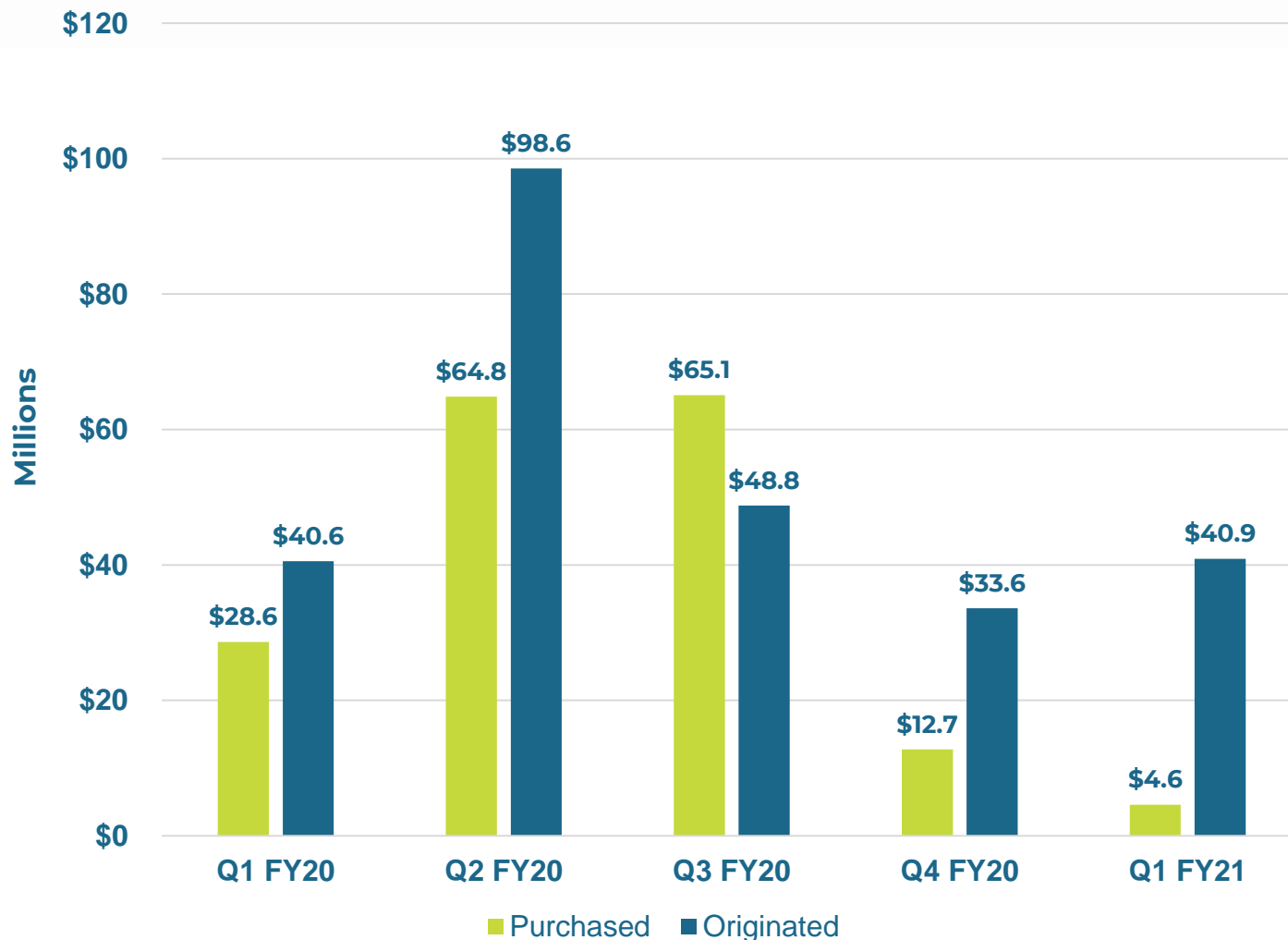
Deferral Start Month	Original Deferral	Currently in Deferral	Current	30-59 DPD	60-89 DPD	90+ DPD
<i>In millions</i>						
March	\$8.7	\$0.0	\$8.6	\$0.1	\$0.0	\$0.0
April	83.0	20.8	62.0	0.0	0.0	0.2
May	29.5	1.3	28.2	0.0	0.0	0.0
June	10.5	0.2	10.3	0.0	0.0	0.0
July	2.6	2.6	Payments resume in October			
August	1.9	1.9	Payments resume in November			
Total	\$136.2	\$26.8	\$109.1	\$0.1	\$0.0	\$0.2

COVID-19 Modification Summary — Interest-Only Period

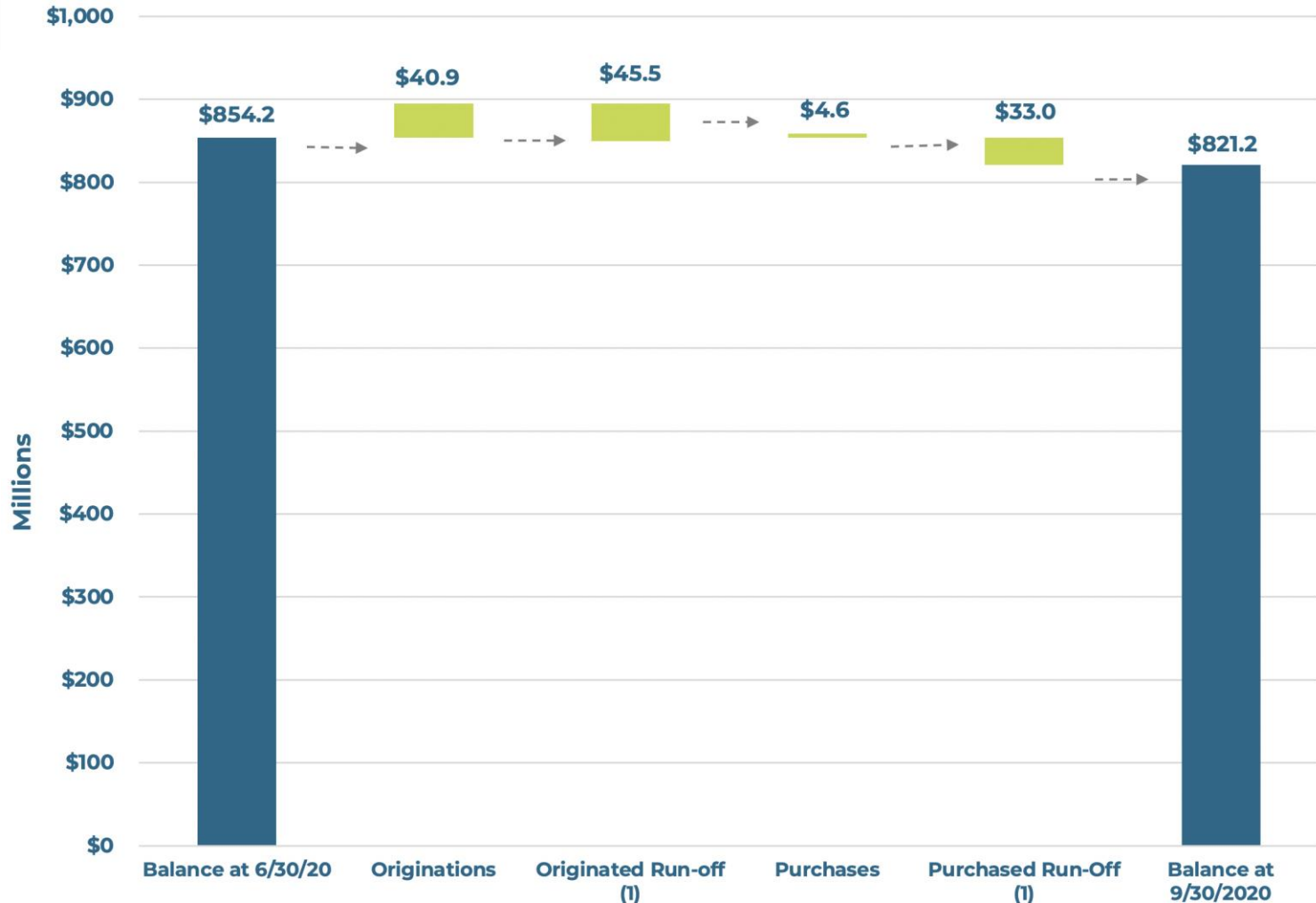
Status as of September 30, 2020

I/O Start Month	Original Deferral	Currently in Deferral	Current	30-59 DPD	60-89 DPD	90+ DPD
<i>In millions</i>						
March	\$1.7	\$0.0	\$1.7	\$0.0	\$0.0	\$0.0
April	15.6	14.1	15.6	0.0	0.0	0.0
May	17.8	12.2	17.8	0.0	0.0	0.0
June	9.0	9.0	9.0	0.0	0.0	0.0
July	0.6	0.6	0.6	0.0	0.0	0.0
Total	\$44.7	\$35.9	\$44.7	\$0.0	\$0.0	\$0.0

National Lending Activity By Trailing 5 Quarters



National Lending Portfolio Roll Forward: Trailing Three Months



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

Loan Portfolio Summary

Loan Portfolio	# of Loans	Total Balance	Average Balance	WA LTV
<i>Dollars in thousands</i>				
National Lending				
Purchased Loans ⁽¹⁾	968	\$358,203	\$370	49% ⁽³⁾
Direct Originated Loans	151	263,625	1,746	53%
Portfolio Finance Loans	66	198,469	3,007	47% ⁽⁴⁾
SBA and USDA Loans⁽²⁾	133	50,113	377	78%
Community Banking				
Commercial Loans	235	25,549	109	50%
Residential and Consumer Loans	716	36,223	51	66%
Total	2,269	\$932,182	\$411	53%

(1) Total balance of \$358.2 million is equal to unpaid principal balance of \$391.9 million, net of \$33.7 million purchased loan discount.

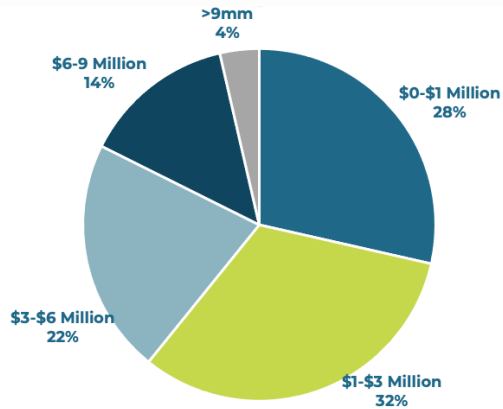
(2) Total loan balance of \$50.1 million is comprised of \$6.9 million of the guaranteed portion and \$43.2 million of the unguaranteed portion of loans.

(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 collateral.

National Lending Loan Portfolio Statistics as of September 30, 2020

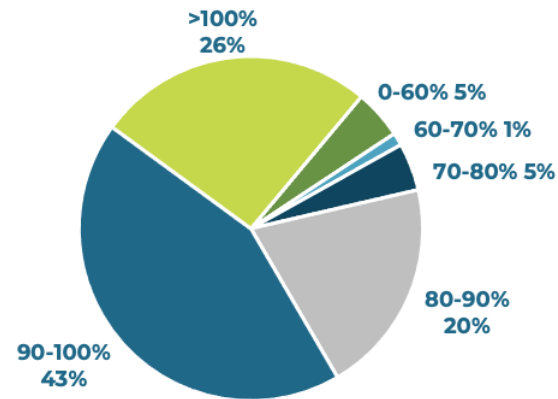
Investment Size



Average investment size of \$692 thousand / loan

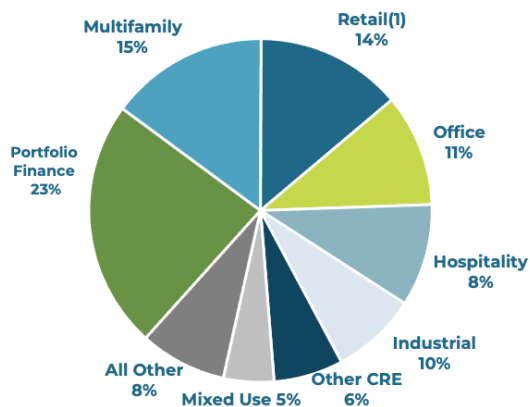
Originated: \$2.1 million
Purchased: \$370 thousand

Purchased Loan Net Investment Basis %



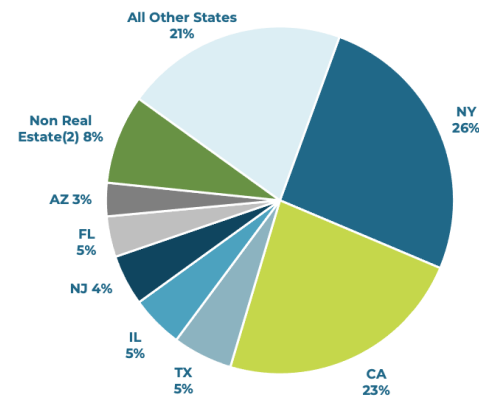
Net investment basis of 91% for purchased loans

Collateral Type



Diverse collateral types focused primarily in five major real estate sectors: office, industrial, retail/mixed use, hospitality, and multifamily

Collateral State



• Geographically diverse with collateral in 43 different states

• CA and NY represent combined 49% of portfolio

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

(2) 77% of the 8% Non Real Estate total represents Portfolio Finance loans.

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		\$22,876	64%	\$21,272	54%	\$9,667	35%	\$53,816	55%
Hospitality		46,248	51%	16,185	48%	20,097	53%	82,530	51%
Industrial		31,037	60%	27,306	52%	57,962	46%	116,305	51%
Land and Construction		249	65%	2,000	30%	7,324	49%	9,573	46%
Mixed Use		15,557	64%	38,920	48%	23,486	48%	77,963	51%
Multi Family		31,210	57%	38,253	54%	102,931	48%	172,393	51%
Office		42,297	56%	12,733	61%	54,789	53%	109,819	55%
Retail		72,941	51%	22,739	44%	81,425	53%	177,105	51%
Small Balance Commercial		1,210	31%	19,060	47%	522	29%	20,793	45%
Total		\$263,625	53%	\$198,469	47%	\$358,203	49%	\$820,297	50%

All data as of September 30, 2020, unless otherwise noted.

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	\$112,892	\$62,665	\$63,749	\$59,818	\$47,807	\$11,272	\$358,203
Direct Originated Loans	50,822	35,279	62,616	73,285	35,890	5,733	263,625
Portfolio Finance Loans	38,332	50,224	76,732	33,180	-	-	198,469
Total	\$202,046	\$148,168	\$203,098	\$166,283	\$83,697	\$17,005	\$820,297
% of Total	25%	18%	25%	20%	10%	2%	100%

National Lending Purchased Portfolio — Further Analysis

National Lending Purchased Portfolio	Origination Year		Total
	Pre-2009	2009 and Later	
<i>Dollars in thousands</i>			
Current Basis	\$222,039	\$136,165	\$358,203
# of Loans	728	240	968
% of Portfolio	62%	38%	100%
Original Principal Balance	\$473,696	\$216,669	\$690,364
Current Principal Balance	244,724	147,171	391,895
% Principal Paid Down Since Origination	48%	32%	43%
Current Basis / Original Principal	47%	63%	52%

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	\$198,469			67%	47%
Portfolio Finance Loans with Interest Reserves	164,729	83%	6.2 Months		

Direct Originated Loans

<i>Dollars in thousands</i>	Balance	% with Interest Reserves	Interest Reserve WA Duration	WA LTV ⁽¹⁾
Total Direct Originated Loans	\$263,625			53%
Direct Originated Loans with Interest Reserves	105,287	40%	7.2 Months	

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

All data as of September 30, 2020, unless otherwise noted.

Community Banking 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		\$2,735	55%	\$33,024	65%	\$35,759
Hospitality		3,034	31%	-	-	3,034
Industrial		669	53%	-	-	669
Land and Construction		395	24%	549	69%	944
Mixed Use		341	81%	-	-	341
Multi Family		4,540	43%	2,213	69%	6,753
Office		6,164	41%	-	-	6,164
Retail		3,609	51%	-	-	3,609
Small Balance		4,038	83%	428	84%	4,466
Unsecured		25	NAP	9	NAP	34
Total		\$25,549	50%	\$36,223	66%	\$61,772

All data as of September 30, 2020, unless otherwise noted.

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		\$1,477	\$24,108	\$25,585	74%
Industrial		860	6,071	6,931	63%
Office		25	3,421	3,446	86%
Retail		3,801	6,163	9,964	89%
Small Balance Commercial		792	3,395	4,187	89%
Total		\$6,955	\$43,158	\$50,113	78%

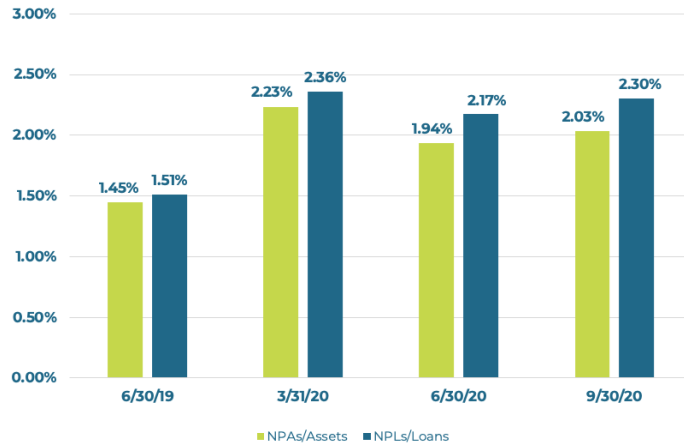
Allowance Allocation

Loan Segment	Total Loan Balances at September 30, 2020	Total Reserves at September 30, 2020	ALL / Total Loans at September 30, 2020	Total Reserves at June 30, 2020	ALL / Total Loans at June 30, 2020	Total Reserves at September 30, 2019	ALL / Total Loans at September 30, 2019
<i>Dollars in thousands</i>							
National Lending Purchased	\$358,203	\$630	0.18%	\$689	0.18%	\$495	0.15%
Originated Loans:							
C&I (Portfolio Finance primarily)	203,379	1,013	0.50%	957	0.46%	691	0.31%
Commercial Real Estate	256,261	2,613	1.02%	2,077	0.79%	1,839	0.70%
SBA and USDA:							
- Guaranteed	6,893	-	0.00%	-	0.00%	-	0.00%
- Unguaranteed	41,883	4,841	11.56%	4,977	11.90%	1,841	3.84%
1-4 Family Residential	64,067	408	0.64%	449	0.68%	365	0.61%
Consumer	1,424	31	2.18%	29	1.84%	49	2.40%
Total Originated Loans	573,907	8,906	1.55%	8,489	1.45%	4,785	0.80%
Total Loans	\$932,110	\$9,536	1.02%	\$9,178	0.94%	\$5,280	0.57%

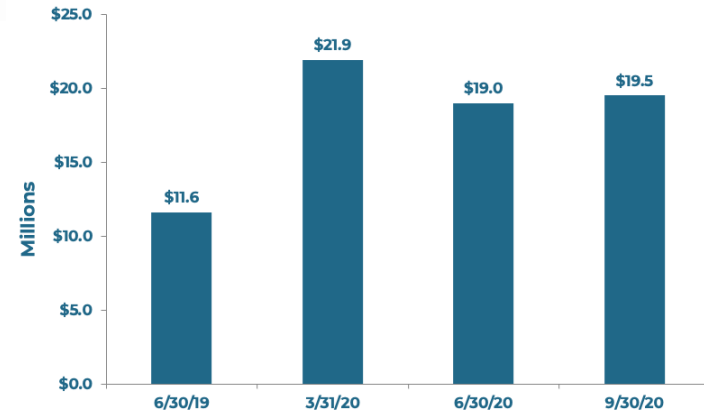
Loan balances are net of deferred fees and costs.

Asset Quality Metrics

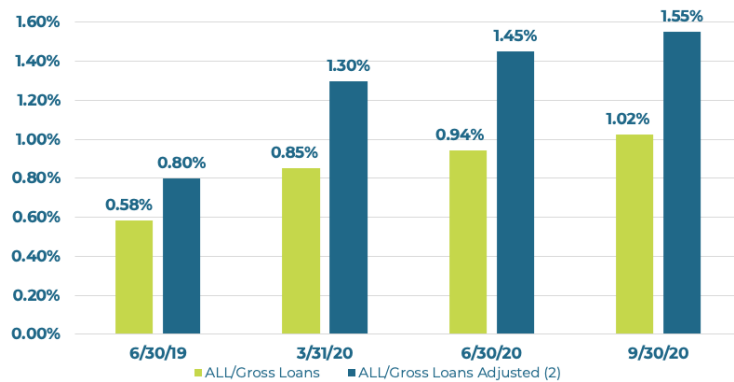
NPAs / Total Assets & NPLs / Total Loans



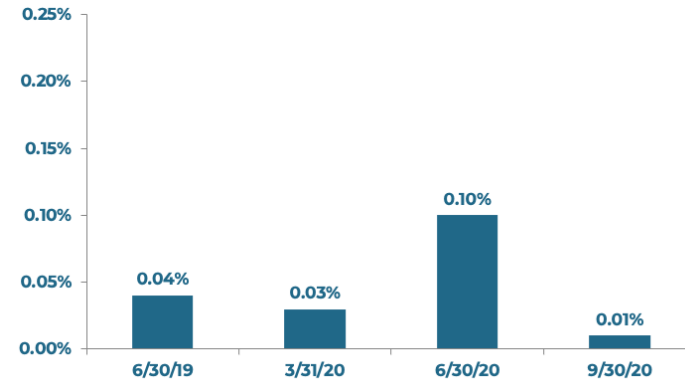
Classified Commercial Loans⁽¹⁾



Allowance for Loan Losses / Gross Loans

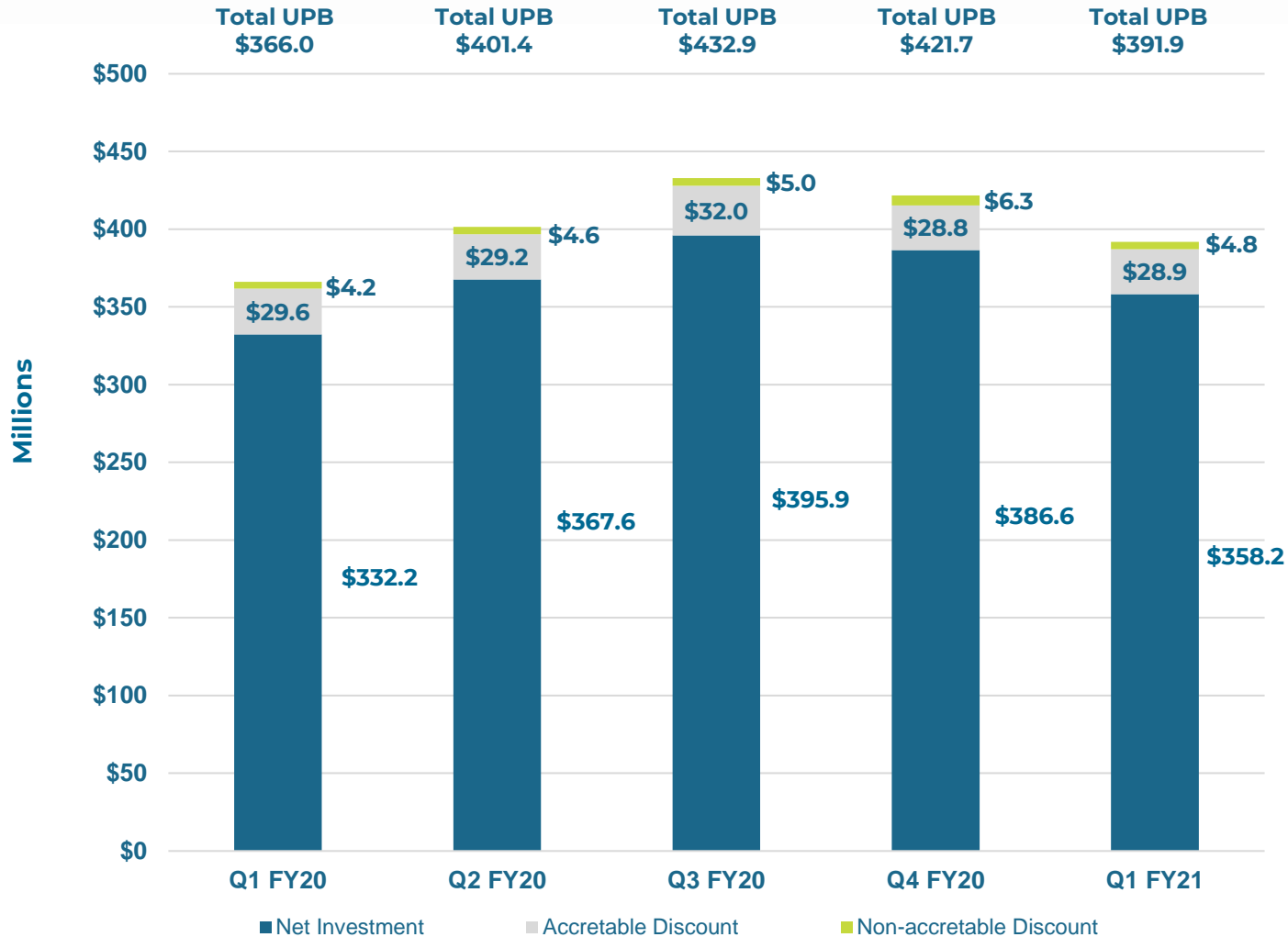


NCOs / Average Loans⁽³⁾



- (1) Classified loans includes commercial real estate and commercial and industrial loans risk rated under the Bank's internal loan rating system.
- (2) ALL/Gross Loans Adjusted represents total allowance for loan losses less allowance on purchased loans, divided by total loans less purchased 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.

Purchased Loan Investment Basis and Discount By Trailing 5 Quarters

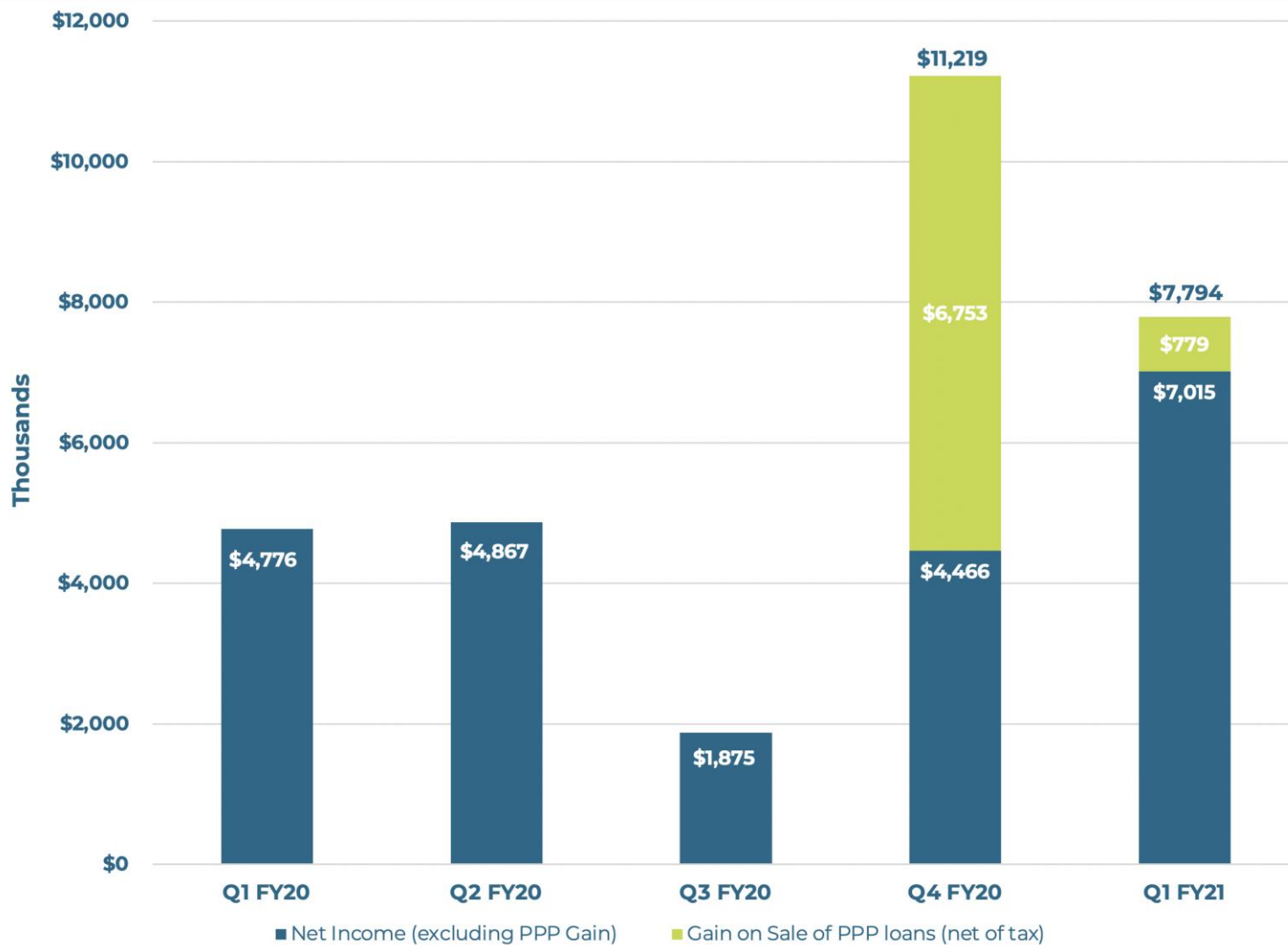


National Lending Portfolio — Q1 FY21 Return Summary⁽¹⁾ as of September 30, 2020

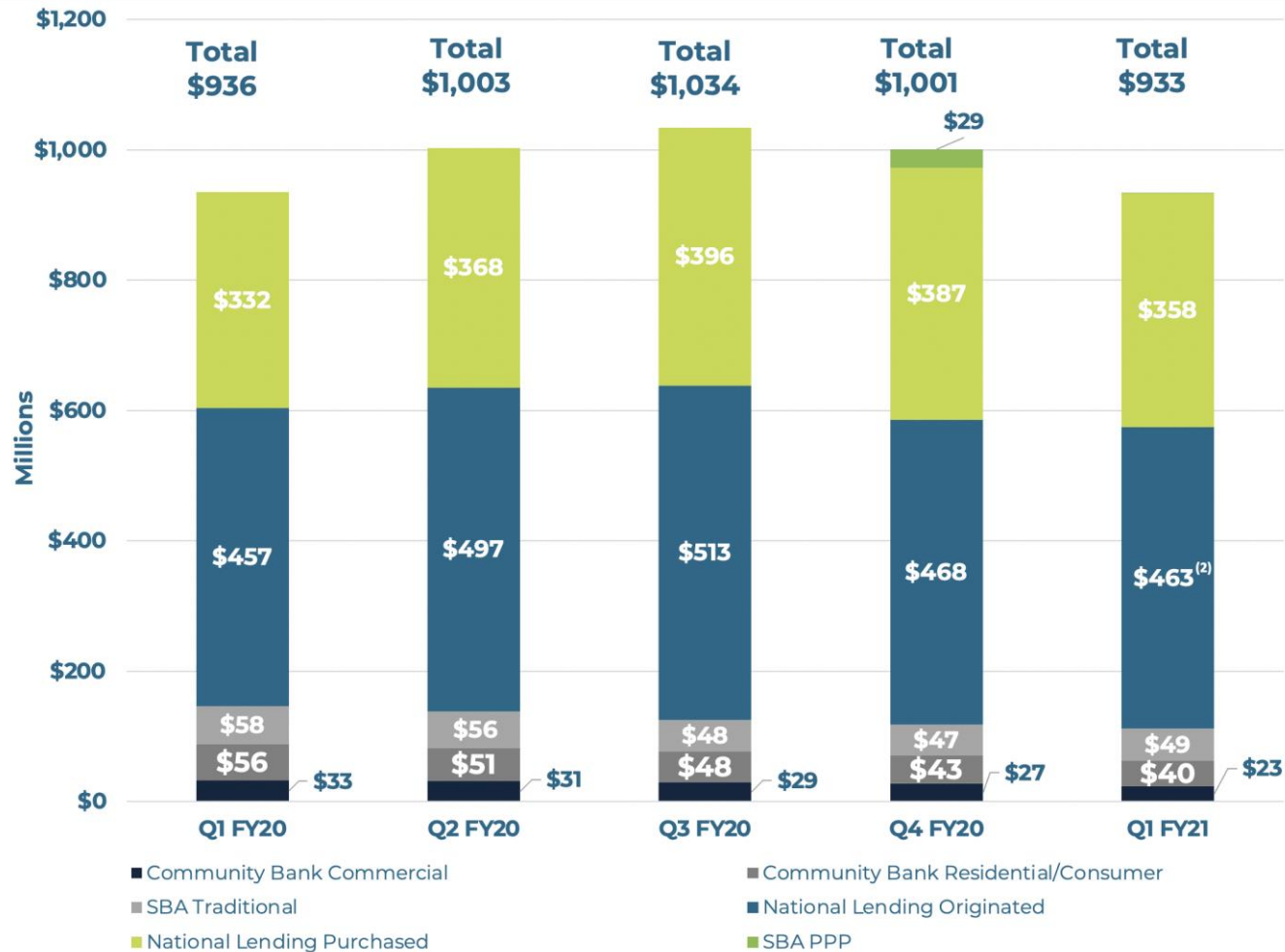
	Purchased	Originated	Total
Regularly Scheduled Interest & Accretion	6.96%	7.04%	7.01%
Accelerated Accretion & Fees Recognized on Loan Payoffs & Gain on Sales	2.15%	0.00%	0.97%
Total	9.11%	7.04%	7.98%

(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.

Net Income for Trailing 5 Quarters



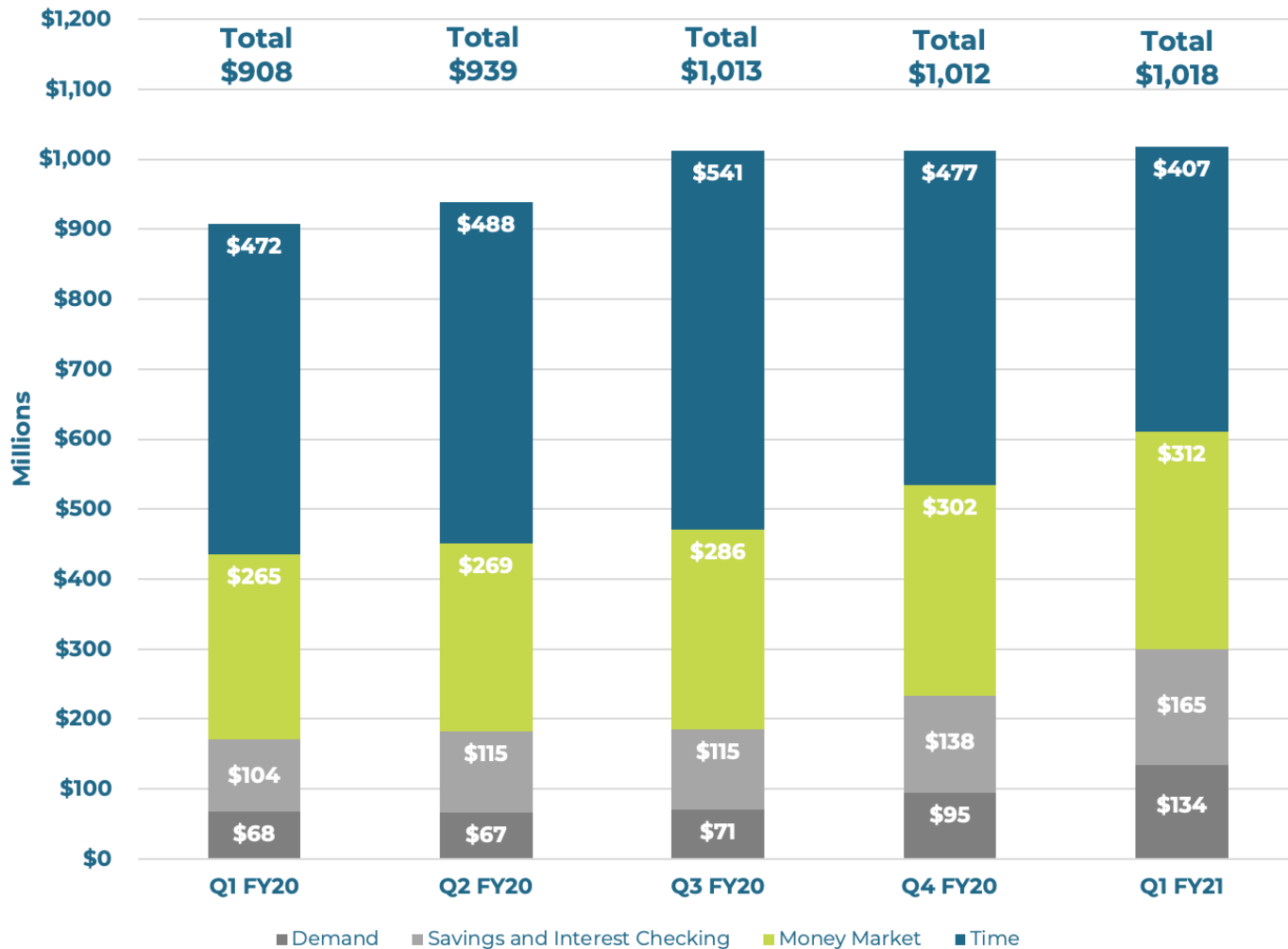
Loan Mix As of Trailing 5 Quarter Ends⁽¹⁾



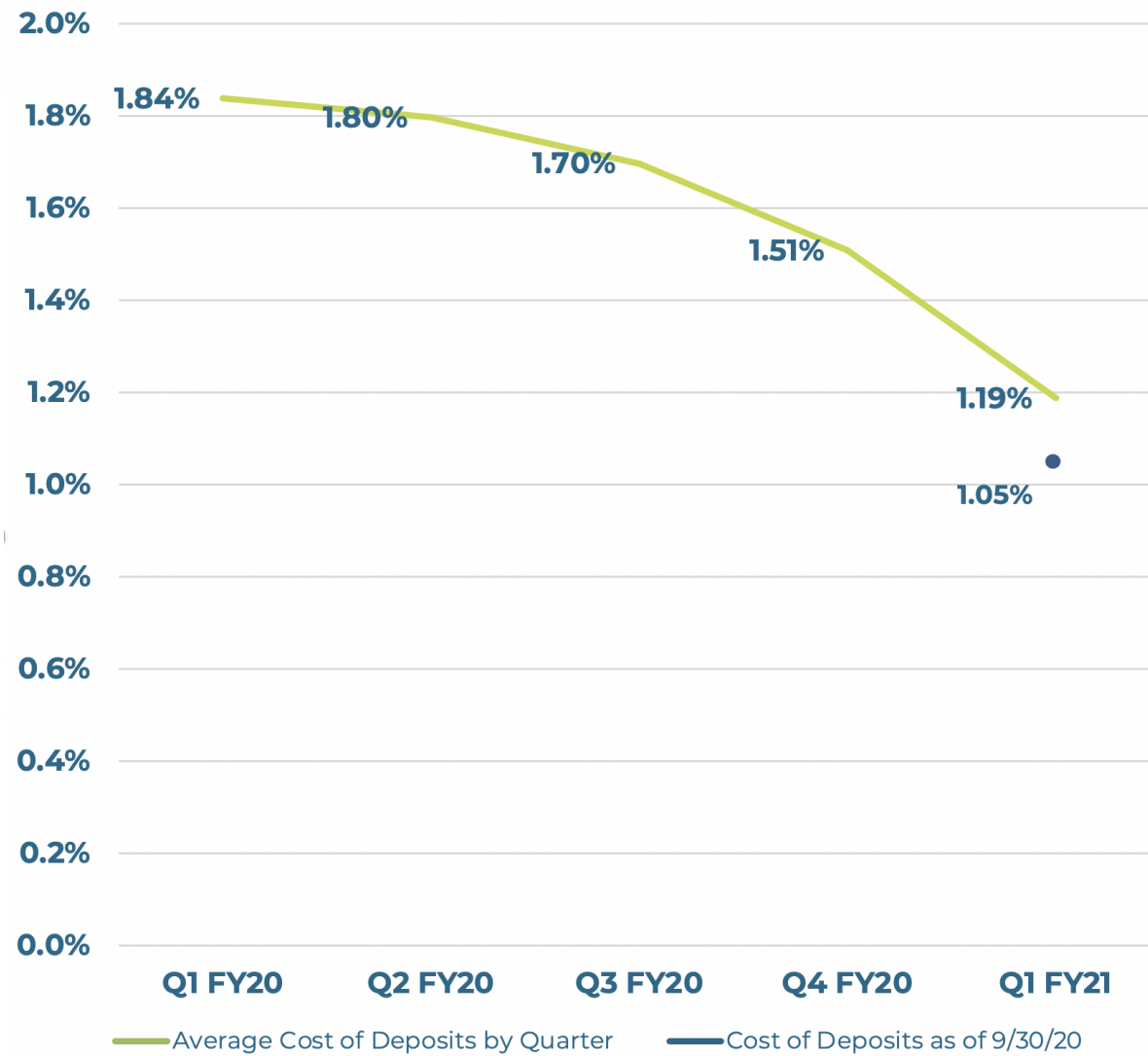
(1) Includes loans held for sale.

(2) 88% of the National Lending Originated portfolio had a floor, with a weighted average floor of 7.01% as of September 30, 2020.

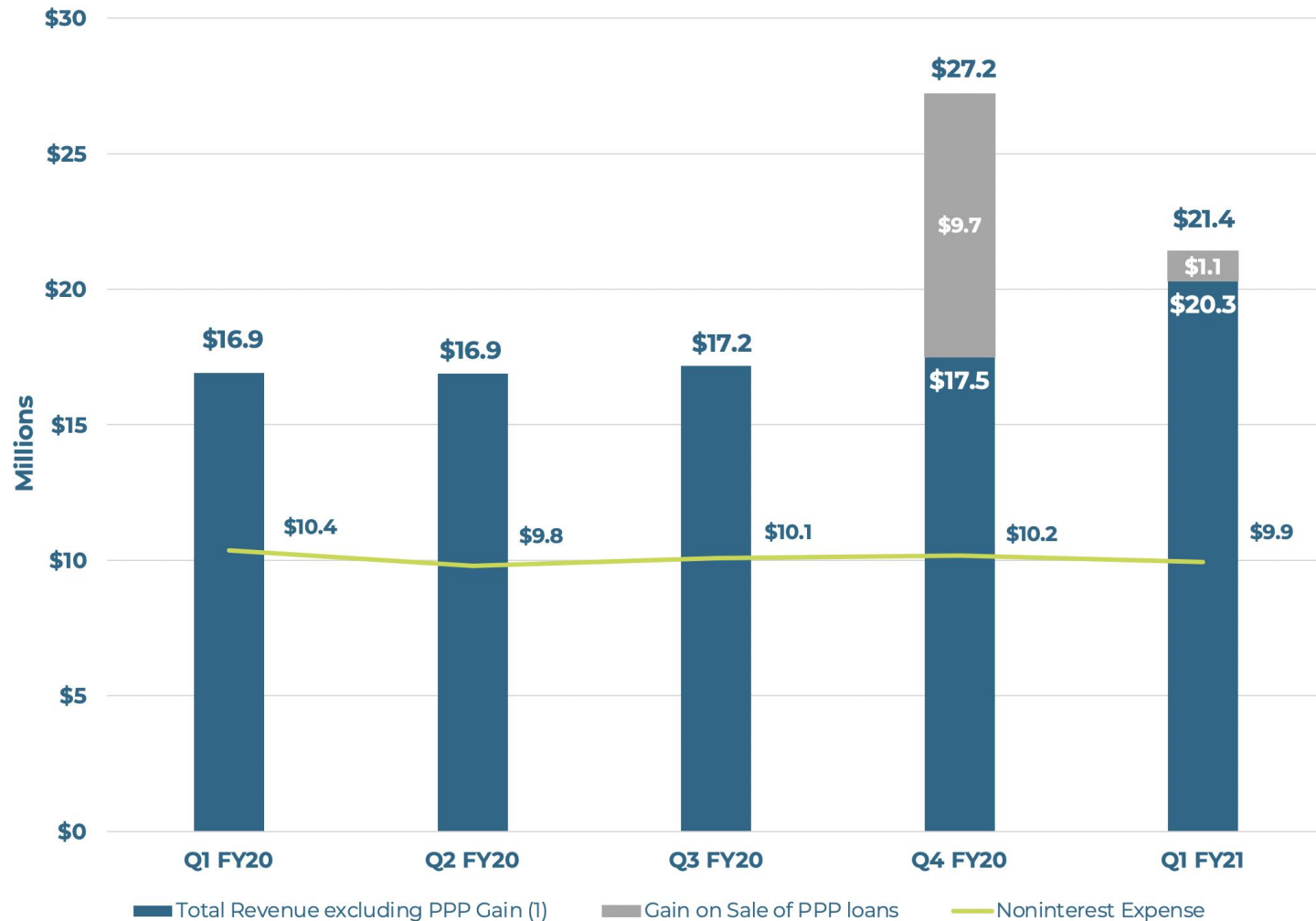
Deposit Mix By Trailing 5 Quarter Ends



Quarterly Cost of Deposits



Revenue and Noninterest Expense for Trailing 5 Quarters



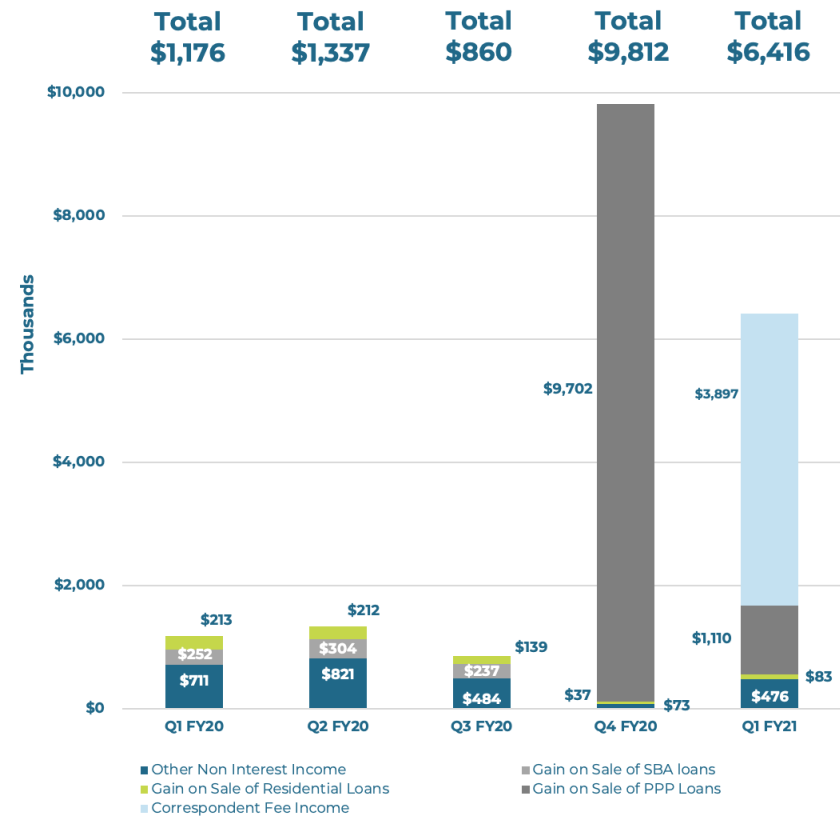
(1) Total Revenue includes net interest income before loan loss provision (credit) and noninterest income.

Key Components of Income For Trailing 5 Quarters

Net Interest Income Before Loan Loss Provision

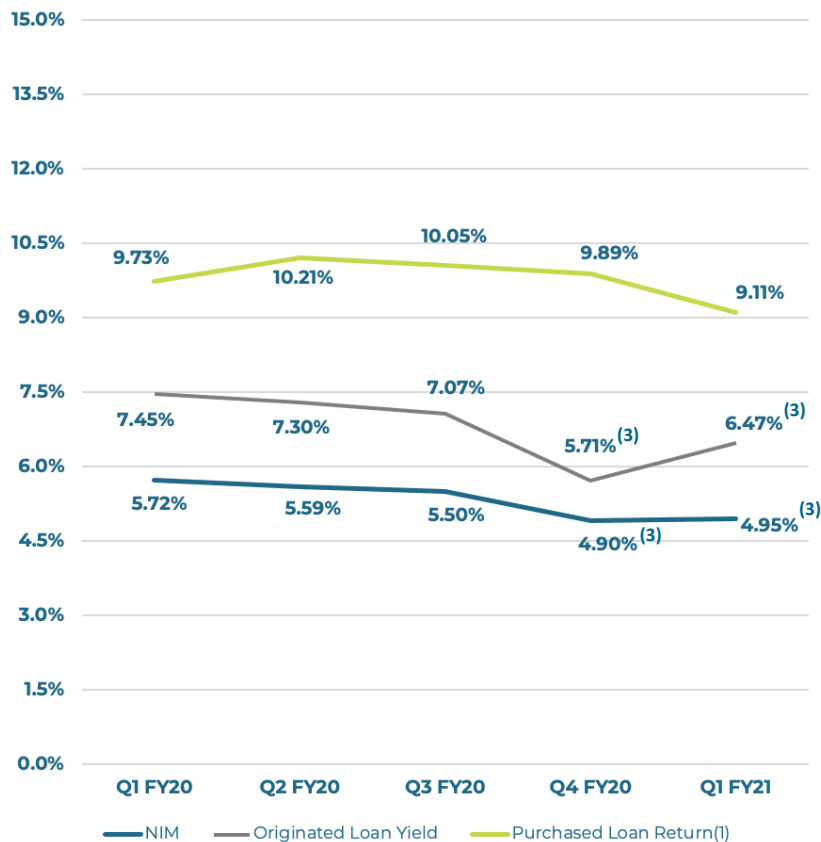


Noninterest Income



Loan Performance & Average Loan Balance For Trailing 5 Quarters

Loan Performance



Average Loan Balance for Trailing 5 Quarters⁽²⁾



(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) Includes loans held for sale.

(3) NIM and Originated Loan Yield excluding PPP loans were 5.00% and 6.60% for Q1 FY21, respectively, and 5.34% and 6.77% for Q4 FY20, respectively.