## 1Q 2022 Financial Results

## Forward Looking Statements

Certain statements contained in this presentation are not historical facts and may constitute 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 Securities and Exchange Commission ("SEC"), in our annual reports to 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, including statements regard the potential effects of the COVID-19 pandemic on the Company's business, credit quality, financial condition, liquidity and results of operations.

Forward-looking statements involve risks and uncertainties. The Company's actual results could differ materially from those projected in the forward-looking statements as a result of, among other factors, ongoing disruptions due to the COVID-19 pandemic, general business and economic conditions on a national basis and in the local markets in which the Company operates; changes in consumer behavior due to changing political business and economic conditions or legislative or regulatory initiatives; the possibility that future credit losses may be higher than currently expected; reputational risk relating to the Company's participation in the Paycheck Protection Program and other pandemic-related legislative and regulatory initiatives and programs; and turbulence in capital and debt markets; and the risks outlined in the Company's Annual Report on Form 10-K, as updated by its Quarterly Reports on Form 10-Q and other filings submitted to the SEC. The Company does not undertake any obligation to update any forward-looking statement to reflect circumstances or events that occur after the date the forward-looking statements are made.

## Quarterly net income of $\$ 24.7$ million and earnings per share of $\$ 0.32$

## Increase Quarterly Dividend 4\% to \$0.13

$\checkmark$ Core loans (excluding PPP) grew $\$ 122.4$ million or 6.9\% annualized.
$\checkmark$ Deposits (excluding brokered) grew $\$ 94$ million or 5.5\% annualized.
$\checkmark$ Reported net interest margin of 3.49\%.
$\checkmark$ Excluding impact of PPP, the margin was $3.44 \%$ an increase of 7 basis points over the prior quarter.
$\checkmark$ PPP loans declined $\$ 54$ million during the quarter and ended March at $\$ 14$ million.
$\checkmark$ Credit for credit losses of \$164 thousand versus a provision for credit losses of $\$ 751$ thousand in Q4.
$\checkmark$ The reserve for loan losses represents a coverage ratio of 132 basis points.
$\checkmark$ Credit quality continued to improve during the quarter. At quarter end, loans of $\$ 15$ million had modifications under the CARES Act.
$\checkmark$ Q1 Efficiency ratio of $56.37 \%$.

Summary Income Statement

| \$m, except per share amts | Linked Quarter (LQ) |  |  |  |  |  |  | Year over Year (YoY) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q22 |  | 4Q21 |  | $\Delta$ | \% $\Delta$ |  | 1Q21 |  | $\Delta$ | \% $\Delta$ |
| Net interest income | \$ | 69.8 | \$ | 71.5 | \$ | (1.7) | -2\% | \$ | 69.1 | \$ | 0.7 | 1\% |
| Noninterest income |  | 5.5 |  | 10.7 |  | (5.2) | -49\% |  | 4.8 |  | 0.7 | 15\% |
| Security gains (losses) |  | - |  | - |  | - | - |  | - |  | - | - |
| Total Revenue |  | 75.3 |  | 82.2 |  | (6.9) | -8\% |  | 73.9 |  | 1.4 | 2\% |
| Noninterest expense |  | 42.5 |  | 42.9 |  | (0.4) | -1\% |  | 40.8 |  | 1.7 | 4\% |
| Pretax, Preprov. Net Rev. |  | 32.8 |  | 39.3 |  | (6.5) | -17\% |  | 33.1 |  | (0.3) | -1\% |
| Provision for credit losses |  | (0.2) |  | 0.8 |  | (1.0) | -125\% |  | (2.1) |  | 1.9 | -90\% |
| Pretax income |  | 33.0 |  | 38.5 |  | (5.5) | -14\% |  | 35.2 |  | (2.2) | -6\% |
| Provision for taxes |  | 8.3 |  | 10.0 |  | (1.7) | -17\% |  | 8.7 |  | (0.4) | -5\% |
| Net Income | \$ | 24.7 | \$ | 28.5 | \$ | (3.8) | -13\% | \$ | 26.5 | \$ | (1.8) | -7\% |
| EPS | \$ | 0.32 | \$ | 0.37 | \$ | (0.05) | -14\% | \$ | 0.34 | \$ | (0.02) | -6\% |
| Avg diluted shares (000s) |  | 77,927 |  | 77,864 |  | 63 | 0\% |  | 78,404 |  | (477) | -1\% |
| Return on Assets |  | 1.16\% |  | 1.35\% |  | -0.19\% |  |  | 1.21\% |  | -0.05\% |  |
| Return on Tangible Equity |  | 11.84\% |  | 13.83\% |  | -1.99\% |  |  | 13.51\% |  | -1.67\% |  |
| Net Interest Margin |  | 3.49\% |  | 3.52\% |  | -0.03\% |  |  | 3.39\% |  | 0.10\% |  |
| Efficiency Ratio |  | 56.37\% |  | 52.23\% |  | 4.14\% |  |  | 55.22\% |  | 1.15\% |  |

- Net Income of \$24.7 million or \$0.32 per share.
- Net interest income decreased \$1.7 million due to a decline of $\$ 2.7$ in revenues on PPP loans. The \$1 million increase is due to higher loan volumes yields and lower funding costs.
- Fee income decreased $\$ 5.2$ million from Q4 driven by lower derivative and loan participation volumes.
- Expenses decreased \$422 thousand due to lower incentive costs partially offset by higher occupancy and marketing costs.
- Pretax, Pre-provision net revenue decreased $\$ 6.5$ million from the prior quarter.
- The credit for credit losses was \$164 thousand for the quarter driven by improving credit conditions.

Margin - Yields and Costs

|  | 1Q22 |  |  |  |  | Prior Quarter |  |  |  |  | LQ ${ }^{\text {a }}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ millions | Avg Bal |  | Interest |  | Yield | Avg Bal |  | Interest |  | Yield | Avg Bal |  | Interest |  | Yield |
| Loans | \$ | 7,185 | \$ | 71.8 | 4.00\% | \$ | 7,075 | \$ | 73.6 | 4.16\% | \$ | 110 | \$ | (1.8) | -0.16\% |
| Investments \& earning cash |  | 941 |  | 3.4 | 1.44\% |  | 979 |  | 3.4 | 1.38\% |  | (38) |  | - | 0.06\% |
| Interest Earning Assets | \$ | 8,126 | \$ | 75.2 | 3.70\% | \$ | 8,054 | \$ | 77.0 | 3.82\% | \$ | 72 | \$ | (1.8) | -0.12\% |
| Interest bearing deposits | \$ | 5,164 | \$ | 3.8 | 0.30\% | \$ | 5,103 | \$ | 4.1 | 0.32\% | \$ | 61 | \$ | (0.3) | -0.02\% |
| Borrowings |  | 318 |  | 1.5 | 1.88\% |  | 273 |  | 1.4 | 2.05\% |  | 45 |  | 0.1 | -0.17\% |
| Interest Bearing Liabilities | \$ | 5,482 | \$ | 5.3 | 0.39\% | \$ | 5,376 | \$ | 5.5 | 0.40\% | \$ | 106 | \$ | (0.2) | -0.01\% |
| Net interest spread |  |  |  |  | 3.31\% |  |  |  |  | 3.42\% |  |  |  |  | -0.11\% |
| Net interest income, TEB / Margin |  |  | \$ | 69.9 | 3.49\% |  |  | \$ | 71.5 | 3.52\% |  |  | \$ | (1.6) | -0.03\% |
| LESS: Tax Equivalent Basis (TEB) Adj. |  |  |  | - |  |  |  |  | - |  |  |  |  | - |  |
| Net Interest Income |  |  | \$ | 69.9 |  |  |  | \$ | 71.5 |  |  |  | \$ | (1.6) |  |


| Estimated PPP Impact: 1Q22 |  |  |  |  |  | Prior Quarter |  |  |  |  | LQ ${ }^{\text {S }}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PPP Loans | \$ | 40 | \$ | 1.4 | 14.00\% | \$ | 120 | \$ | 4.1 | 13.20\% | \$ | (80) | \$ | (2.7) | 0.80\% |
| Loans, excl. PPP |  | 7,145 |  | 70.4 | 3.94\% |  | 6,955 |  | 69.5 | 4.00\% |  | 190 |  | 0.9 | -0.06\% |
| Earning Assets, excl. PPP |  | 8,086 |  | 73.8 | 3.65\% |  | 7,934 |  | 72.9 | 3.68\% |  | 152 |  | 0.9 | -0.03\% |
| Net Interest Inc., excl. PPP |  | 8,086 |  | 68.5 | 3.44\% |  | 7,934 |  | 67.4 | 3.37\% |  | 152 |  | 1.1 | 0.06\% |
| Estimated PPP Margin Impa |  |  |  |  | 0.05\% |  |  |  |  | 0.15\% |  |  |  |  | -0.09\% |
| Margin excluding PPP |  |  |  |  | 3.44\% |  |  |  |  | 3.37\% |  |  |  |  | 0.07\% |

## Summary Balance Sheet

| \$m, except per share amts | Linked Quarter (LQ) |  |  |  |  |  |  | Year over Year (YoY) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q22 |  | 4Q21 |  |  | $\Delta$ | $\% \Delta$ annual. | 1Q21 |  |  | $\Delta$ | $\begin{aligned} & \hline \% \Delta \\ & \hline-1 \% \end{aligned}$ |
| Gross Loans, investment | \$ | 7,223 | \$ | 7,154 | \$ | 69 | 4\% | \$ | 7,268 | \$ |  |  |
| Allowance for loan losses |  | (95) |  | (99) |  | 4 | -16\% |  | (110) |  | 15 | -14\% |
| Net Loans |  | 7,128 |  | 7,055 |  | 73 | 4\% |  | 7,158 |  | (30) | 0\% |
| Securities |  | 731 |  | 721 |  | 10 | 6\% |  | 730 |  | 1 | 0\% |
| Cash \& equivalents |  | 293 |  | 328 |  | (35) | -43\% |  | 131 |  | 162 | 124\% |
| Intangibles |  | 163 |  | 163 |  | - | 0\% |  | 163 |  | - | 0\% |
| Other assets |  | 319 |  | 336 |  | (17) | -20\% |  | 378 |  | (59) | -16\% |
| Total Assets | \$ | 8,634 | \$ | 8,603 | \$ | 31 | 1\% | \$ | 8,560 | \$ | 74 | 1\% |
| Deposits | \$ | 7,094 | \$ | 7,050 | \$ | 44 | 2\% | \$ | 6,867 | \$ | 227 | 3\% |
| Borrowings |  | 393 |  | 357 |  | 36 | 40\% |  | 546 |  | (153) | -28\% |
| Reserve for unfunded loans |  | 16 |  | 15 |  | 1 | 27\% |  | 14 |  | 2 | 14\% |
| Other Liabilities |  | 149 |  | 186 |  | (37) | -80\% |  | 188 |  | (39) | -21\% |
| Total Liabilities |  | 7,652 |  | 7,608 |  | 44 | 2\% |  | 7,615 |  | 37 | 0\% |
| Stockholders' Equity |  | 982 |  | 995 |  | (13) | -5\% |  | 945 |  | 37 | 4\% |
| Total Liabilities \& Equity | \$ | 8,634 | \$ | 8,603 | \$ | 31 | 1\% | \$ | 8,560 | \$ | 943 | 11\% |
| TBV per share | \$ | 10.56 | \$ | 10.73 | \$ | (0.17) | -6\% | \$ | 10.01 | \$ | 0.55 | 5\% |
| Actual shares outstanding (000) |  | 77,622 |  | 77,613 |  | 9 | 0\% |  | 78,148 |  | (526) | -1\% |
| Tang. Equity / Tang. Assets |  | 9.67\% |  | 9.87\% |  | -0.20\% |  |  | 9.31\% |  | 0.36\% |  |
| Loans / Deposits |  | 101.82\% |  | 101.48\% |  | 0.34\% |  |  | 105.84\% |  | -4.02\% |  |
| ALLL / Gross Loans |  | 1.32\% |  | 1.38\% |  | -0.06\% |  |  | 1.51\% |  | -0.19\% |  |
| ALLL / Loans excl PPP |  | 1.32\% |  | 1.40\% |  | -0.08\% |  |  | 1.65\% |  | -0.33\% |  |

- Loans increased $\$ 69$ million in the quarter driven by solid core net loan growth.
- Allowance for Loan Losses declined $\$ 4$ million due to improving credit environment and economic outlook.
- ALLL coverage of 1.32\% (excluding PPP loans).
- Deposits increased $\$ 44$ million as core deposits continued to grow.
- Borrowings increased $\$ 36$ million to maintain liquidity targets.
- Stockholders' Equity declined \$13 million due to the accounting impact of marking to market securities classified as available for sale.


## Loan and Deposit Composition

|  | \$ millions | Linked Quarter (LQ) |  |  |  |  |  |  | Year over Year (YoY) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q22 |  | 4Q21 |  | $\Delta$ |  | \% $\Delta$ an. | 1Q21 |  | $\Delta$ |  | \% $\Delta$ |
| $\begin{aligned} & 0 \\ & 0 \\ & 0 \end{aligned}$ | CRE | \$ | 4,235 | \$ | 4,103 | \$ | 132 | 13\% |  | 3,790 | \$ | 445 | 12\% |
|  | Commercial |  | 679 |  | 713 |  | (34) | -19\% |  | 650 |  | 29 | 4\% |
|  | PPP Loans |  | 14 |  | 68 |  | (54) | -318\% |  | 605 |  | (591) | -98\% |
|  | Equipment Finance |  | 1,108 |  | 1,106 |  | 2 | 1\% |  | 1,070 |  | 38 | 4\% |
|  | Consumer |  | 1,187 |  | 1,164 |  | 23 | 8\% |  | 1,153 |  | 34 | 3\% |
|  | Total Loans | \$ | 7,223 | \$ | 7,154 | \$ | 69 | 4\% | \$ | 7,268 | \$ | (45) | -1\% |
| $\begin{aligned} & \frac{0}{0} \\ & \frac{0}{6} \\ & \frac{9}{2} \end{aligned}$ | Demand deposits | \$ | 1,903 | \$ | 1,888 | \$ | 15 | 3\% |  | 1,724 | \$ | 179 | 10\% |
|  | NOW |  | 628 |  | 604 |  | 24 | 16\% |  | 482 |  | 146 | 30\% |
|  | Savings |  | 967 |  | 916 |  | 51 | 22\% |  | 725 |  | 242 | 33\% |
|  | Money market |  | 2,432 |  | 2,358 |  | 74 | 13\% |  | 2,192 |  | 240 | 11\% |
|  | CDs |  | 1,048 |  | 1,118 |  | (70) | -25\% |  | 1,273 |  | (225) | -18\% |
|  | Brokered deposits |  | 116 |  | 166 |  | (50) | -120\% |  | 471 |  | (355) | -75\% |
|  | Total Deposits | \$ | 7,094 | \$ | 7,050 | \$ | 44 | 2\% | \$ | 6,867 | \$ | 227 | 3\% |

- Total loans increased $\$ 69$ million driven by $\$ 122$ million in core loan growth as PPP loans declined $\$ 54$ million in the quarter.
- Total deposits increased $\$ 44$ million as brokered deposits declined $\$ 50$ million.
- Solid growth in non-maturity accounts as customers continue to shift funds from CD products during the quarter. This trend will likely slow and perhaps reverse as rates increase.



## SBA Guaranteed PPP Loans

| As of: 3/31/2022 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ millions | Brookline <br> Bank |  | Bank Rhode Island |  | Brookline Bancorp |  |
| PPP Loans Outstanding | \$ | 9.0 | \$ | 5.0 | \$ | 14.0 |
| 2 Year |  | 0.2 |  | - |  | 0.2 |
| 5 Year |  | 8.8 |  | 5.0 |  | 13.8 |
| \# Loans (actual) |  | 37 |  | 19 |  | 56 |
| Avg Loan Size (\$000) |  | \$243.2 |  | \$263.2 |  | \$250.0 |
| Unamortized Fees * | \$ | 0.3 | \$ | 0.1 | \$ | 0.4 |
| 2 Year |  | - |  | - |  | - |
| 5 Year |  | 0.3 |  | 0.1 |  | 0.4 |

- \$54 million in SBA-PPP Ioan
* Fees, net of deferred costs, amortized over the life of the loan and accelerate on loan satisfaction.
satisfactions in the quarter.
- Anticipate the remaining \$14 million in SBA-PPP loans to be satisfied over time.
- As of March 31, 2022 there were $\$ 0.4$ million in net deferred fees to be amortized into income.


## Customer and Community Support - Modified Loan Payments

| As of: 3/31/2022 |  |  | Current CARES Modifications |  |  |  | - Only $\$ 15$ million remains in loans modified under the CARES Act. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ millions | Portfolio |  |  |  |  |  |  |
|  |  | 1Q22 | \# Loans |  | Modified | \% of Port. |  |
| CRE | \$ | 3,547 | 3 | \$ | 7 | 0.2\% |  |
| Commercial** |  | 1,252 | - |  | - | 0.0\% |  |
| Equipment Finance** |  | 1,216 | 66 |  | 8 | 0.7\% | - Loans previously modified are closely monitored to evaluate |
| Consumer |  | 1,182 | - |  | - | 0.0\% | ongoing strength. |
| Subtotal | \$ | 7,197 | 69 | \$ | 15 | 0.2\% |  |
| SBA - PPP Loans |  | 14 | - |  | - | 0.0\% |  |
| Total Gross Loans | \$ | 7,211 | 69 | \$ | 15 | 0.2\% |  |

** Commercial and Equipment Finance includes Owner Occupied Commercial Real Estate.

## Capital Strength

| \$ millions | preliminary estimates* | Regulatory BASEL III Requirements |  | Brookline Board Policy Limits |  | Capital in Excess of "Well Capitalized" |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar-22 | Minimum | "Well Capitalized" | Policy Minimums | Operating Targets | Excess Ratio |  | $\begin{aligned} & \text { cess } \\ & \text { pital } \end{aligned}$ |
| Tier 1 Common / RWA | 11.9\% | $\geq 4.5 \%$ | $\geq 6.5 \%$ | $\geq 7.5 \%$ | $\geq 8.0 \%$ | 5.4\% | \$ | 387.0 |
| Tier 1 / RWA | 12.1\% | $\geq 6.0 \%$ | $\geq 8.0 \%$ | $\geq 9.0 \%$ | $\geq 9.5 \%$ | 4.1\% | \$ | 289.7 |
| Total Risk Based Capital | 14.3\% | $\geq 8.0 \%$ | $\geq 10.0 \%$ | $\geq 11.0 \%$ | $\geq 11.5 \%$ | 4.3\% | \$ | 310.4 |
| Leverage Ratio | 10.3\% | $\geq 5.0 \%$ | $\geq 5.0 \%$ | $\geq 5.5 \%$ | $\geq 6.0 \%$ | 5.3\% | \$ | 442.0 |

* Regulatory capital ratios are preliminary estimates and may differ from numbers calculated in final Regulatory filings.
- As of March 31, 2022, the Company maintained capital well above regulatory "well capitalized" requirements.
- On November 15, 2021, the Company announced a $\$ 20$ million stock buyback program authorizing management to repurchase stock through December 31, 2022. There have been no shares repurchased under this authorization as of March 31, 2022.


## Regular Dividends Per Share



The Board of Directors announced a dividend of \$0.13 per share payable May 27, 2022 to stockholders of record on May 13, 2022.

## QUESTIONS

Paul A. Perrault, Chairman and Chief Executive Officer Carl M. Carlson, Co-President and Chief Financial Officer

## B

## BROOKLINE BANCORP

Thank You.

## APPENDIX

## Non Performing Assets and Net Charge Offs

|  | Linked Quarter (LQ) |  |  |  |  |  | Year over Year (YoY) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q22 |  | 4Q21 |  | $\Delta$ |  | 1Q21 |  | $\Delta$ |  |
| Non Performing Assets (NPAs), in millions |  |  |  |  |  |  |  |  |  |  |
| CRE | \$ | 8.3 | \$ | 10.9 | \$ | (2.6) | \$ | 7.5 | \$ | 0.8 |
| C\&I |  | 13.1 |  | 17.4 |  | (4.3) |  | 19.0 |  | (5.9) |
| Consumer |  | 4.1 |  | 4.2 |  | (0.1) |  | 4.5 |  | (0.4) |
| Total Non Performing Loans (NPLs) |  | 25.5 |  | 32.5 |  | (7.0) |  | 31.0 |  | (5.5) |
| Other real estate owned |  | - |  | - |  | - |  | 5.3 |  | (5.3) |
| Other repossessed assets |  | 1.0 |  | 0.7 |  | 0.3 |  | 1.1 |  | (0.1) |
| Total NPAs | \$ | 26.5 | \$ | 33.2 | \$ | (6.7) | \$ | 37.4 | \$ | (10.9) |
| NPLs / Total Loans |  | 0.35\% |  | 0.45\% |  | -0.10\% |  | 0.43\% |  | -0.08\% |
| NPAs / Total Assets |  | 0.31\% |  | 0.39\% |  | -0.08\% |  | 0.44\% |  | -0.13\% |
| Net Charge Offs (NCOs), in millions |  |  |  |  |  |  |  |  |  |  |
| CRE loans | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| C\&l loans |  | 1.9 |  | 2.1 |  | (0.2) |  | 1.8 |  | 0.1 |
| Consumer loans |  | - |  | - |  | - |  | - |  | - |
| Total Net Charge Offs | \$ | 1.9 | \$ | 2.1 | \$ | (0.2) | \$ | 1.8 | \$ | 0.1 |
| NCOs / Loans (annualized) |  | 0.11\% |  | 0.12\% |  | -0.01\% |  | 0.10\% |  | 0.01\% |

Major Loan Segments with Industry Breakdown
1 Q22
Loans outstanding (\$millions) - Excludes PPP Loans


## CRE - Loan to Value (LTV)

Non Owner Occupied CRE and Multifamily Exposures at March 31, 2022.


## CRE - Vintage

Non Owner Occupied CRE and Multifamily Exposures at March 31, 2022.


Consumer Loans - LTV / FICO


## Securities Portfolio




BROOKLINE
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## Interest Rate Risk

$1 Q 2022$ Loan Originations - \$550 Million


Loan Portfolio as of 3/31/2022 - \$7.2 Billion


Cumulative Net Interest Income at Risk by Quarter *

* 03/31/2022 Flat Balance Sheet and 03/31/2022 starting rates, simulations approximate a $\mathbf{3 5 \%}$ beta on total deposits.



## Key Economic Variables - CECL

| Scenarios: | Select Economic Variables from the Moody's Baseline Forecasts |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 40'21 CECL - Baseline |  |  | 10'22 CECL - Baseline |  |  | Change in Forecasts |  |  |
|  | 2022 | 2023 | 2024 | 2022 | 2023 | 2024 | 2022 | 2023 | 2024 |
| GDP | 20,277 | 20,870 | 21,445 | 20,115 | 20,745 | 21,359 | (162.0) | (125.0) | (86.0) |
| Unemployment Rate | 3.6 | 3.5 | 3.6 | 3.6 | 3.4 | 3.5 | - | (0.1) | (0.1) |
| Fed Fund Rate | 0.2 | 1.0 | 2.0 | 0.5 | 1.5 | 2.3 | 0.3 | 0.5 | 0.3 |
| 10 Treasury | 2.20 | 2.80 | 3.40 | 2.10 | 2.80 | 3.40 | (0.10) | - | - |
| CRE Price Index | 339.2 | 366.1 | 392.4 | 361.0 | 394.7 | 423.3 | 21.8 | 28.6 | 30.9 |

- The Company uses Moody’s monthly forecasts as inputs into its models for estimated credit losses under CECL.
- The March Baseline forecast is mixed. GDP reflects lower growth with higher short term interest rates while unemployment rates are projected lower and commercial real estate valuations are improved.
- Due to the near term uncertainty surrounding the impact of the Omicron variant and the course of the COVID-19 pandemic, the Company has maintained forecast weightings.

| Weightings of Moody's Forecast for CECL Model | Moderate Recession (S3) | Baseline | Stronger Near Term Growth (S1) |
| :---: | :---: | :---: | :---: |
| $1 Q 2022$ | 60\% | 40\% | 0\% |
| 4Q 2021 | 60\% | 40\% | 0\% |
| 3Q 2021 | 60\% | 40\% | 0\% |
| 2Q 2021 | 60\% | 40\% | 0\% |
| 1Q 2021 | 60\% | 40\% | 0\% |
| 4Q 2020 | 60\% | 40\% | 0\% |
| 3Q 2020 | 30\% | 40\% | 30\% |
| 2Q 2020 | 30\% | 40\% | 30\% |
| 1Q 2020 | 30\% | 40\% | 30\% |

