

# 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

- Core loans (excluding PPP) grew \$122.4 million or 6.9% annualized.
- Deposits (excluding brokered) grew \$94 million or 5.5% annualized.
- ✓ Reported net interest margin of 3.49%.
- Excluding impact of PPP, the margin was 3.44% an increase of 7 basis points over the prior quarter.
- PPP loans declined \$54 million during the quarter and ended March at \$14 million.

- Credit for credit losses of \$164 thousand versus a provision for credit losses of \$751 thousand in Q4.
- The reserve for loan losses represents a coverage ratio of 132 basis points.
- Credit quality continued to improve during the quarter. At quarter end, loans of \$15 million had modifications under the CARES Act.
- ✓Q1 Efficiency ratio of 56.37%.



### **Summary Income Statement**

	Lin	ked Quart	er (	LQ)			Yea	ar over Ye	ar ()	(oY)	
\$m, except per share amts		1Q22		4Q21	Δ	%Δ		1Q21		Δ	%Δ
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

	1Q2	22			Pi	rior Quarter			LQ	Δ			
\$ 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	/ M	argin	\$ 69.9	3.49%			\$ 71.5	3.52%			\$	(1.6)	-0.03%
LESS: Tax Equivalent Basis (T	EB) A	dj.	-				-					-	
Net Interest Income			\$ 69.9				\$ 71.5				\$	(1.6)	

Estimated PPP Impact:	1Q22				Pri	or Quarter			LQ∆			
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 Imp	act			0.05%				0.15%				-0.09%
Margin excluding PPP				3.44%				3.37%				0.07%



## **Summary Balance Sheet**

	Lin	ked Quart	ter	(LQ)			Yea	ar over Ye	ar (	YoY)	
\$m, except per share amts		1Q22		4Q21	Δ	%Δ annual.		1Q21		Δ	%Δ
Gross Loans, investment	\$	7,223	\$	7,154	\$ 69	4%	\$	7,268	\$	(45)	-1%
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%	

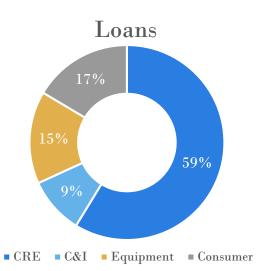
- Loans increased \$69 million in the quarter driven by solid core net loan growth.
- Allowance for Loan Losses declined \$4 million due to improving credit environment and economic outlook.
- ALLL coverage of 1.32% (excluding PPP loans).
- Deposits increased \$44 million as core deposits continued to 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.

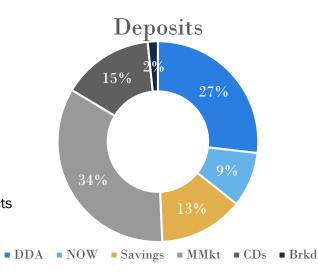
## Loan and Deposit Composition

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		Lir	nked Qua	arte	r (LQ)				Year over \	Yea	r (YoY)	
	\$ millions		1Q22		4Q21	Δ	%Δ an.	-	1Q21		Δ	%Δ
	CRE	\$	4,235	\$	4,103	\$ 132	13%	-	3,790	\$	445	12%
	Commercial		679		713	(34)	-19%		650		29	4%
LOANS	PPP Loans		14		68	(54)	-318%		605		(591)	-98%
LOA	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%
	-							-				
	Demand deposits	\$	1,903	\$	1,888	\$ 15	3%		1,724	\$	179	10%
	NOW		628		604	24	16%		482		146	30%
IIS	Savings		967		916	51	22%		725		242	33%
DEPOSITS	Money market		2,432		2,358	74	13%		2,192		240	11%
DE	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	B	rookline Bank	k Rhode sland	ookline ancorp
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

\* Fees, net of deferred costs, amortized over the life of the loan and accelerate on loan satisfaction.

- \$54 million in SBA-PPP loan 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

	Por	folio	Current CARES	5 M	odifications	6
\$ millions		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%
Consumer		1,182	-		-	0.0%
Subtotal	\$	7,197	69	\$	15	0.2%
SBA - PPP Loans	_	14	-		-	0.0%
Total Gross Loans	\$	7,211	69	\$	15	0.2%

- Only \$15 million remains in loans modified under the CARES Act.
- Loans previously modified are closely monitored to evaluate ongoing strength.

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

## **Capital Strength**

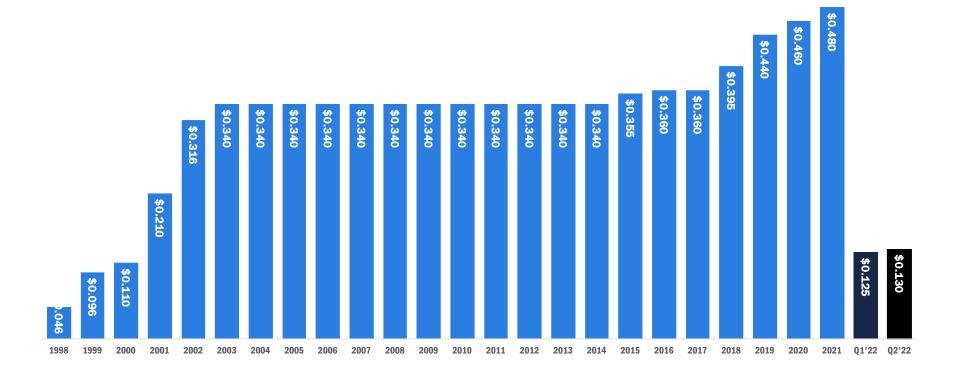
	preliminary estimates*	-	ry BASEL III rements	Brookline B Lim	•	Capital in Ex Capita	
\$ millions	Mar-22	Minimum	"Well Capitalized"	Policy Minimums	Operating Targets	Excess Ratio	 xcess apital
Tier 1 Common / RWA	11.9%	≥ 4.5%	≥ 6.5%	≥ 7.5%	≥ 8.0%	5.4%	\$ 387.0
Tier 1 / RWA	12.1%	≥ 6.0%	≥ 8.0%	≥ 9.0%	≥ 9.5%	4.1%	\$ 289.7
Total Risk Based Capital	14.3%	≥ 8.0%	≥ 10.0%	≥ 11.0%	≥ 11.5%	4.3%	\$ 310.4
Leverage Ratio	10.3%	≥ 5.0%	≥ 5.0%	≥ 5.5%	≥ 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.







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



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Thank You.



# APPENDIX

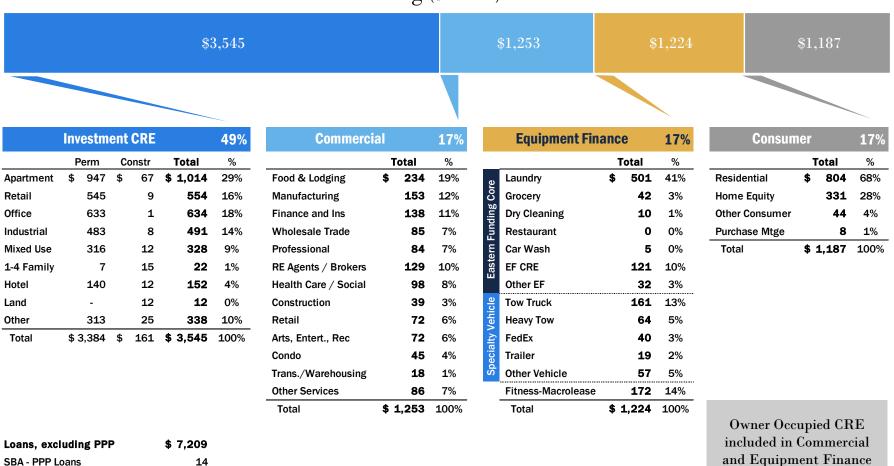


## Non Performing Assets and Net Charge Offs

	Lin	ked Qua	rter	(LQ)		Ye	ar o	ver Ye	ear	(YoY)
		1Q22		4Q21	Δ		10	Q21		Δ
Non Performing Assets (NPAs), in milli	ons									
CRE	\$	8.3	\$	10.9	\$ (2.6)	\$		7.5	\$	0.8
C&I		13.1		17.4	(4.3)		1	.9.0		(5.9)
Consumer		4.1		4.2	(0.1)			4.5		(0.4)
Total Non Performing Loans (NPLs)		25.5		32.5	(7.0)		3	1.0		(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)	\$	3	37.4	\$	(10.9)
NPLs / Total Loans		0.35%		0.45%	-0.10%		0.4	43%		-0.08%
NPAs / Total Assets		0.31%		0.39%	-0.08%		0.4	44%		-0.13%
Net Charge Offs (NCOs), in millions										
CRE loans	\$	-	\$	-	\$ -	\$		-	\$	-
C&I 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

1022



## $Loans \ outstanding \ (\$millions) - Excludes \ PPP \ Loans$

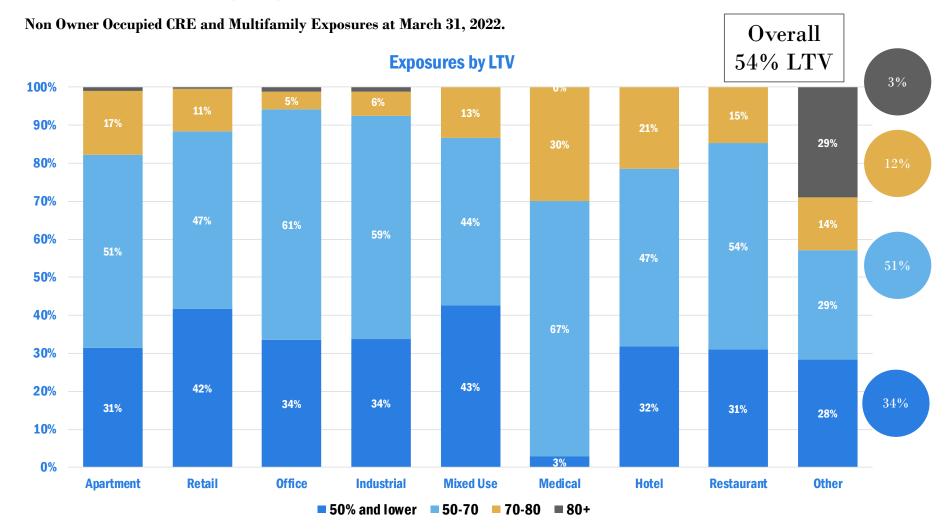
SBA - PPP Loans **Total Loans Outstanding** \$ 7,223

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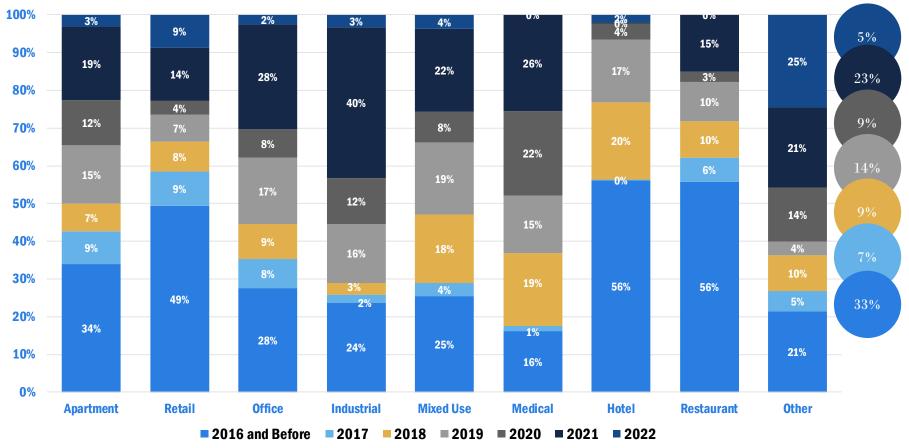
## **CRE – Loan to Value (LTV)**





## **CRE** - Vintage

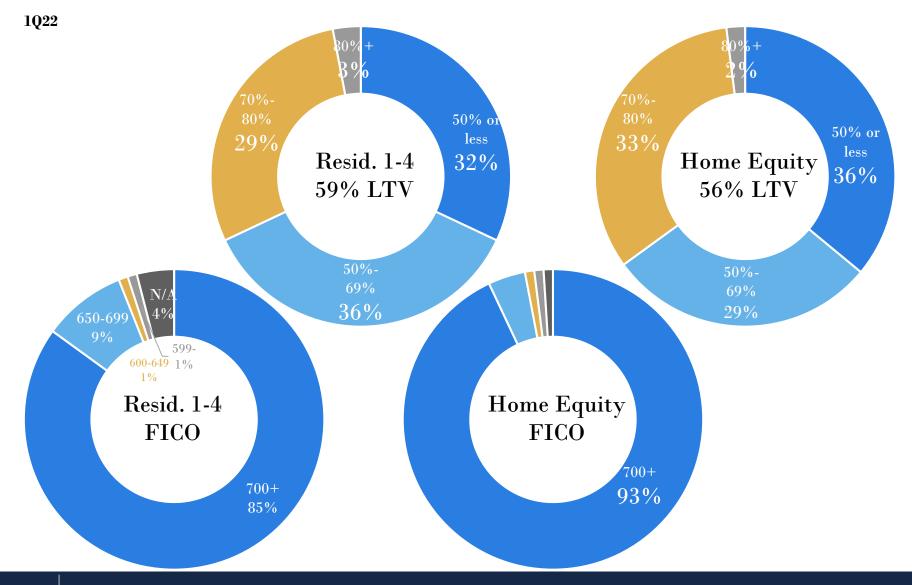
Non Owner Occupied CRE and Multifamily Exposures at March 31, 2022.



#### **Exposures by Year of Origination**

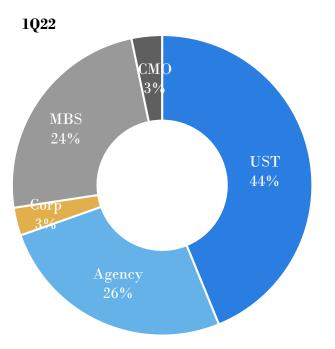


## **Consumer Loans – LTV / FICO**





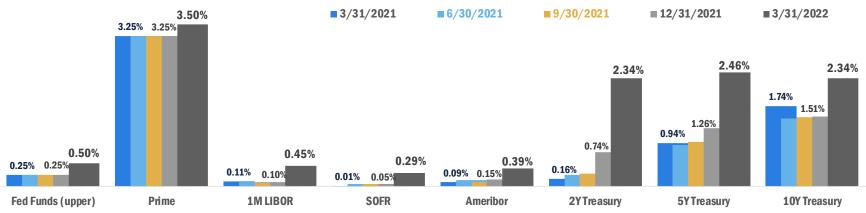
## **Securities Portfolio**



\$ in millions	 ırrent Par	_	Book alue	Fair	Value	 nreal. G/L	Book Yield	Duration
U.S. Treasuries	\$ 334	\$	337	\$	320	\$ (17)	1.45%	5.0
Agency Debentures	190		200		188	(12)	1.65%	4.7
Corp Bonds	22		22		22	0	2.53%	1.1
Agency MBS	181		183		176	(7)	2.08%	4.8
Agency CMO	25		25		24	(1)	1.81%	3.1
Other	1		1		0	(0)	1.97%	2.7
Total	\$ 753	\$	768	\$	731	\$ (38)	1.70%	4.7

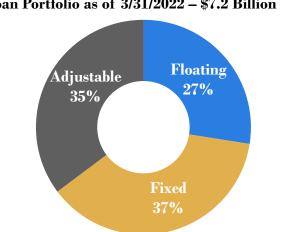
• Highly liquid, risk averse securities portfolio with moderate duration and minimal extension risk. The entire portfolio is classified as Available for Sale.

 The mark to market on the portfolio is recorded in Accumulated Comprehensive Other Income in Stockholders Equity. This had a negative impact on Tangible Book Value in the quarter of (\$0.38) or (3.6%).



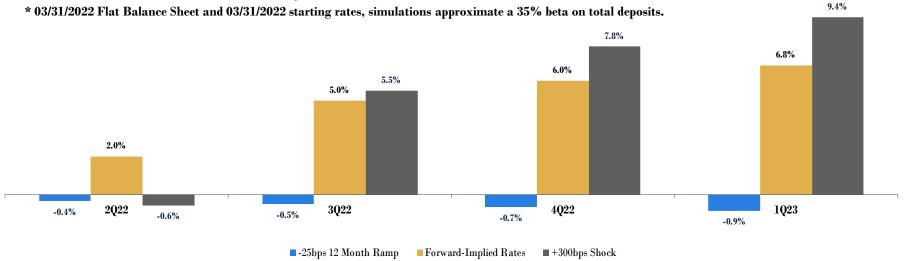
## **Interest Rate Risk**





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

#### Cumulative Net Interest Income at Risk by Quarter \*





## Key Economic Variables - CECL

Select Economic Variables from the Moody's Baseline Forecasts											
Scenarios: 4Q'21 CECL - Baseline 1Q'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)
1Q 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%