## 1Q 2023 Financial Results

## Forward Looking Statements

Certain statements contained in this press release that are not historical facts 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 regarding the Company's business, credit quality, financial condition, liquidity and results of operations. Forward-looking statements may differ, possibly materially, from what is included in this press release due to factors and future developments that are uncertain and beyond the scope of the Company's control. These include, but are not limited to, the Company's ability to achieve the synergies and value creation contemplated by the acquisition of PCSB; turbulence in the capital and debt markets; changes in interest rates and concerns about liquidity; competitive pressures from other financial institutions; general economic conditions (including inflation) on a national basis or 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; changes in the value of securities and other assets in the Company's investment portfolio; increases in loan and lease default and charge-off rates; the adequacy of allowances for loan and lease losses; decreases in deposit levels that necessitate increases in borrowing to fund loans and investments; operational risks including, but not limited to, cybersecurity incidents, fraud, natural disasters, and future pandemics; changes in regulation; the possibility that future credit losses may be higher than currently expected due to changes in economic assumptions and adverse economic developments; the risk that goodwill and intangibles recorded in the Company's financial statements will become impaired; and changes in assumptions used in making such forward-looking statements.

Forward-looking statements involve risks and uncertainties which are difficult to predict. The Company's actual results could differ materially from those projected in the forward-looking statements as a result of, among others, 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.

# First quarter results reflect one-time costs associated with the PCSB Financial Corp. Acquisition which closed January 1, 2023 

## Quarterly Net Income of $\$ 7.6$ million and EPS of $\$ 0.09$

> Non-GAAP Operating Income of $\$ 23.3$ million and Non-GAAP Operating EPS of $\$ 0.27$
$\checkmark$ One-time pretax cost of $\$ 21.4$ million related to PCSB acquisition impacted Q1.
$\checkmark$ PCSB core system conversions to BRKL platform completed mid-February.
$\checkmark$ Total Assets of $\$ 11.5$ billion, growth of $\$ 2.3$ billion.
$\checkmark$ Loans grew $\$ 1.6$ billion to $\$ 9.2$ billion.
$\checkmark$ Deposits grew $\$ 1.9$ billion to $\$ 8.5$ billion.
$\checkmark$ Cash and Securities grew $\$ 513$ million.
$\checkmark$ Total Equity of $\$ 1.2$ billion.

Fortress Balance Sheet / Asset Quality
$\checkmark$ NPAs to total assets of 0.25\%.
$\checkmark$ Net charge-offs $\$ 451$ thousand or 0.02\% annualized.
$\checkmark$ The reserve for loan losses represents a coverage ratio of 131 basis points.
$\checkmark$ Tier 1 Common ratio of $10.5 \%$.
$\checkmark$ Strong liquidity management which improved further with PCSB acquisition.

Summary Income Statement

| \$m, except per share amts | Linked Quarter (LQ) |  |  |  |  |  |  | Year over Year (YoY) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1 1Q23 |  | 4Q22 |  | $\Delta$ | \% $\Delta$ |  | 1Q22 |  | $\Delta$ | \% $\Delta$ |
| Net interest income | \$ | 86.0 | \$ | 80.0 | \$ | 6.0 | 8\% | \$ | 69.8 | \$ | 16.2 | 23\% |
| Noninterest income |  | 11.2 |  | 8.7 |  | 2.5 | 29\% |  | 5.5 |  | 5.7 | 104\% |
| Security gains (losses) |  | 1.7 |  | 0.3 |  | 1.4 | 467\% |  | - |  | 1.7 | - |
| Total Revenue |  | 98.9 |  | 89.0 |  | 9.9 | 11\% |  | 75.3 |  | 23.6 | 31\% |
| Noninterest expense |  | 58.3 |  | 46.6 |  | 11.7 | 25\% |  | 42.5 |  | 15.8 | 37\% |
| Merger expense |  | 6.4 |  | 0.6 |  | 5.8 | 967\% |  | - |  | 6.4 | - |
| Pretax, Preprov. Net Rev. |  | 34.2 |  | 41.8 |  | (7.6) | -18\% |  | 32.8 |  | 1.4 | 4\% |
| Provision for credit losses |  | 25.5 |  | 5.7 |  | 19.8 | 347\% |  | (0.2) |  | 25.7 | -12850\% |
| Pretax income |  | 8.7 |  | 36.1 |  | (27.4) | -76\% |  | 33.0 |  | (24.3) | -74\% |
| Provision for taxes |  | 1.1 |  | 6.4 |  | (5.3) | -83\% |  | 8.3 |  | (7.2) | -87\% |
| Net Income | \$ | 7.6 | \$ | 29.7 | \$ | (22.1) | -74\% | \$ | 24.7 | \$ | (17.1) | -69\% |
| EPS | \$ | 0.09 | \$ | 0.39 | \$ | (0.30) | -77\% | \$ | 0.32 | \$ | (0.23) | -72\% |
| Avg diluted shares (000s) |  | 86,838 |  | 77,065 |  | 9,773 | 13\% |  | 77,927 |  | 8,911 | 11\% |
| Return on Assets |  | 0.27\% |  | 1.34\% |  | -1.07\% |  |  | 1.16\% |  | -0.89\% |  |
| Return on Tangible Equity |  | 2.61\% |  | 14.48\% |  | -11.87\% |  |  | 11.84\% |  | -9.23\% |  |
| Net Interest Margin |  | 3.36\% |  | 3.81\% |  | -0.45\% |  |  | 3.49\% |  | -0.13\% |  |
| Efficiency Ratio |  | 65.44\% |  | 53.01\% |  | 12.43\% |  |  | 56.37\% |  | 9.07\% |  |

- Net Income of $\$ 7.6$ million or $\$ 0.09$ per share.
- Revenues increase $\$ 9.9$ million from the prior quarter and $\$ 23.6$ million year over year, driven by higher assets, fee income and gains on securities.
- Noninterest expense increased $\$ 11.7$ million on a linked quarter and \$15.9 million year over year, driven by the operating expenses for PCSB, CDI amortization as well as seasonality in compensation.
- Merger expenses increased \$5.8 million from prior quarter. Any remaining merger expenses are minimal.
- The provision for credit losses was $\$ 25.5$ million for the quarter.
- \$16.7m Day 1 PCSB CECL provision (in addition to credit mark on portfolio "doublecount").
- ALLL slightly increases to $1.31 \%$ on loans.
- \$451 thousand net charge-offs in quarter.

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## Operating Earnings (Non-GAAP)

| \$m, except per share amts | 1Q23 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | GAAP | Non-Core |  | Operating |  |
| Net interest income | \$ | 86.0 | \$ | - | \$ | 86.0 |
| Noninterest income |  | 11.2 |  | - |  | 11.2 |
| Security gains (losses) |  | 1.7 |  | (1.7) |  | - |
| Total Revenue |  | 98.9 |  | (1.7) |  | 97.2 |
| Noninterest expense |  | 58.3 |  | - |  | 58.3 |
| Merger expense |  | 6.4 |  | (6.4) |  | - |
| Pretax, Preprov. Net Rev. |  | 34.2 |  | 4.7 |  | 38.9 |
| Provision for credit losses |  | 25.5 |  | (16.7) |  | 8.8 |
| Pretax income |  | 8.7 |  | 21.4 |  | 30.1 |
| Provision for taxes |  | 1.1 |  |  |  | 6.8 |
| Net Income | \$ | 7.6 |  |  | \$ | 23.3 |
| EPS | \$ | 0.09 |  |  | \$ | 0.27 |
| Avg diluted shares (000s) |  | 86,838 |  |  |  | 86,838 |
| Return on Assets |  | 0.27\% |  |  |  | 0.98\% |
| Return on Tangible Equity |  | 2.61\% |  |  |  | 12.35\% |
| Net Interest Margin |  | 3.36\% |  |  |  | 3.36\% |
| Efficiency Ratio |  | 65.44\% |  |  |  | 59.98\% |

- Non-GAAP Operating Income of \$23.3 million or $\$ 0.27$ per share.
- Pretax Non-Core Adjustments:
- LESS: Securities Gains of $\$ 1.7$ million
- ADD: Merger expense of $\$ 6.4$ million
- ADD: Day 1 CECL Provision for acquired Non-PCD Loans of $\$ 16.7$ million
- Provision for Taxes based on estimated effective tax rate of $22.7 \%$ when discrete items are excluded.
- Operating Pretax, Pre-provision Net Revenue of $\$ 38.9$ million or $\$ 0.45$ per share, compares to $\$ 32.8$ million or $\$ 0.42$ per share in the prior year.

Amounts as presented may differ slightly from the Company's Earnings Release due to rounding to foot schedules presented.

## Margin - Yields and Costs



Amounts as presented may differ slightly from the Company's Earnings Release due to rounding to foot schedules presented.

## Summary Balance Sheet

| \$m, except per share amts | Linked Quarter (LQ) |  |  |  |  |  | Year over Year (YoY) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q23 |  | 4Q22 |  | $\Delta$ |  | 1Q22 |  | $\Delta$ |  | \% $\Delta$ |
| Gross Loans, investment | \$ | 9,247 | \$ | 7,644 | \$ | 1,603 | \$ | 7,223 | \$ | 2,024 | 28\% |
| Allowance for loan losses |  | (121) |  | (98) |  | (23) |  | (95) |  | (26) | 27\% |
| Net Loans |  | 9,126 |  | 7,546 |  | 1,580 |  | 7,128 |  | 1,998 | 28\% |
| Securities |  | 1,067 |  | 657 |  | 410 |  | 731 |  | 336 | 46\% |
| Cash \& equivalents |  | 486 |  | 383 |  | 103 |  | 293 |  | 193 | 66\% |
| Intangibles |  | 271 |  | 162 |  | 109 |  | 163 |  | 108 | 66\% |
| Other assets |  | 572 |  | 475 |  | 97 |  | 319 |  | 253 | 79\% |
| Total Assets | \$ | 11,522 | \$ | 9,223 | \$ | 2,299 | \$ | 8,634 | \$ | 2,888 | 33\% |
| Deposits | \$ | 8,456 | \$ | 6,522 | \$ | 1,934 | \$ | 7,094 | \$ | 1,362 | 19\% |
| Borrowings |  | 1,630 |  | 1,433 |  | 197 |  | 393 |  | 1,237 | 315\% |
| Reserve for unfunded loans |  | 23 |  | 21 |  | 2 |  | 16 |  | 7 | 44\% |
| Other Liabilities |  | 248 |  | 254 |  | (6) |  | 149 |  | 99 | 66\% |
| Total Liabilities |  | 10,357 |  | 8,230 |  | 2,127 |  | 7,652 |  | 2,705 | 35\% |
| Stockholders' Equity |  | 1,165 |  | 992 |  | 173 |  | 982 |  | 183 | 19\% |
| Total Liabilities \& Equity | \$ | 11,522 | \$ | 9,222 | \$ | 2,300 | \$ | 8,634 | \$ | 2,888 | 33\% |
| TBV per share | \$ | 10.08 | \$ | 10.80 | \$ | (0.72) | \$ | 10.56 | \$ | (0.48) | -5\% |
| Actual shares outstanding (000) |  | 88,665 |  | 76,844 |  | 11,821 |  | 77,622 |  | 11,043 | 14\% |
| Tang. Equity / Tang. Assets |  | 7.97\% |  | 9.20\% |  | -1.23\% |  | 9.67\% |  | -1.70\% |  |
| Loans / Deposits |  | 109.35\% |  | 117.20\% |  | -7.85\% |  | 101.82\% |  | 7.53\% |  |
| ALLL / Gross Loans |  | 1.31\% |  | 1.29\% |  | 0.02\% |  | 1.32\% |  | -0.01\% |  |

- Total assets increased $\$ 2.3$ billion to $\$ 11.5$ billion.
- Loans increased \$1.6 billion.
- The allowance for loan losses increased $\$ 23$ million.
- ALLL coverage of 1.31\%.
- Deposits increased $\$ 1.9$ billion.
- Loans to Deposits declined to 109\%
- Borrowings increased $\$ 197$ million.
- Stockholders' Equity increased $\$ 176$ million to $\$ 1.2$ billion.
- Tangible Equity to Tangible Assets of $7.97 \%$.

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## Loan and Deposit Composition

|  | \$ millions | Linked Quarter (LQ) |  |  |  |  | Year over Year (YoY) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1Q23 |  | 4Q22 | $\Delta$ |  | 1Q22 | $\Delta$ | \% $\Delta$ |
| $\begin{aligned} & 0 \\ & 0 \\ & 0 \end{aligned}$ | CRE | \$ | 5,610 | \$ | 4,404 | \$1,206 | \$ | 4,235 | \$1,375 | 32\% |
|  | Commercial |  | 901 |  | 799 | 102 |  | 679 | 222 | 33\% |
|  | PPP Loans |  | - |  | - | - |  | 14 | (14) | -100\% |
|  | Equipment Finance |  | 1,246 |  | 1,217 | 29 |  | 1,108 | 138 | 12\% |
|  | Consumer |  | 1,489 |  | 1,224 | 265 |  | 1,187 | 302 | 25\% |
|  | Total Loans | \$ | 9,246 | \$ | 7,644 | \$1,602 | \$ | 7,223 | \$2,023 | 28\% |
| $\begin{aligned} & \frac{9}{6} \\ & 8 \\ & \frac{1}{2} \end{aligned}$ | Demand deposits | \$ | 1,899 | \$ | 1,803 | \$ 96 | \$ | 1,903 | \$ (4) | 0\% |
|  | NOW |  | 758 |  | 544 | 214 |  | 628 | 130 | 21\% |
|  | Savings |  | 1,268 |  | 762 | 506 |  | 967 | 301 | 31\% |
|  | Money market |  | 2,186 |  | 2,175 | 11 |  | 2,432 | (246) | -10\% |
|  | CDs |  | 1,363 |  | 928 | 435 |  | 1,048 | 315 | 30\% |
|  | Brokered deposits |  | 982 |  | 310 | 672 |  | 116 | 866 | 747\% |
|  | Total Deposits | \$ | 8,456 | \$ | 6,522 | \$1,934 | \$ | 7,094 | \$1,362 | 19\% |



Amounts as presented may differ slightly from the Company's Earnings Release due to rounding to foot schedules presented.

B

## Capital Strength

| \$ millions | preliminary estimates* | Regulatory BASEL III Requirements |  | Brookline Board Policy Limits |  | Capital in Excess of "Well Capitalized" |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar-23 | Minimum | "Well <br> Capitalized" | Policy Minimums | Operating Targets | Excess Ratio |  | $\begin{aligned} & \text { cess } \\ & \text { pital } \end{aligned}$ |
| Tier 1 Common / RWA | 10.7\% | $\geq 4.5 \%$ | $\geq 6.5 \%$ | $\geq 7.5 \%$ | $\geq 8.0 \%$ | 4.2\% | \$ | 376.2 |
| Tier 1 / RWA | 10.8\% | $\geq 6.0 \%$ | $\geq 8.0 \%$ | $\geq 9.0 \%$ | $\geq 9.5 \%$ | 2.8\% | \$ | 250.4 |
| Total Risk Based Capital | 12.8\% | $\geq 8.0 \%$ | $\geq 10.0 \%$ | $\geq 11.0 \%$ | $\geq 11.5 \%$ | 2.8\% | \$ | 257.0 |
| Leverage Ratio | 8.9\% | $\geq 5.0 \%$ | $\geq 5.0 \%$ | $\geq 5.5 \%$ | $\geq 6.0 \%$ | 3.9\% | \$ | 429.2 |

* Regulatory capital ratios are preliminary estimates and may differ from numbers calculated in final Regulatory filings.
- As of March 31, 2023, the Company maintained capital well above regulatory "well capitalized" requirements.
- As of March 31, 2023, the Company had a negative after tax mark to market on its investment portfolio of $\$ 52.7$ million.
- The Company designates all securities as Available for Sale and the mark to market is reflected in Total Stockholders' Equity however it is excluded from regulatory capital ratios.


## Regular Dividends Per Share



The Board of Directors announced a dividend of $\$ 0.135$ per share payable May 26, 2023 to stockholders of record on May 12, 2023.

## QUESTIONS

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

## B) <br> BROOKLINE BANCORP

## APPENDIX



## BROOKLINE

BANCORP

- BrooklineBank (30)
- BANKRI (20)
- 㒄PCSBbank (15)

Clarendon
PRIVATEEF EASTERN
FUNDING
MACROLEASE
Subsidiary of Eastern Funding


## Non Performing Assets and Net Charge Offs



Amounts as presented may differ slightly from the Company's Earnings Release due to rounding to foot schedules presented.

## Key Economic Variables - CECL

| Select Economic Variables from the Moody's Baseline Forecasts |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Baseline Scenario | PRIOR: 4Q'22 |  |  | CURRENT: 10'23 |  |  | Change from Prior Forecast |  |  |
|  | 2023 | 2024 | 2025 | 2023 | 2024 | 2025 | 2023 | 2024 | 2025 |
| GDP | 20,170 | 20,579 | 21,148 | 20,394 | 20,773 | 21,334 | 224.4 | 194.1 | 185.9 |
| Unemployment Rate | 4.0 | 4.1 | 3.8 | 3.5 | 3.9 | 4.0 | (0.5) | (0.2) | 0.2 |
| Fed Fund Rate | 4.7 | 4.2 | 3.2 | 4.9 | 4.3 | 3.2 | 0.2 | 0.1 | - |
| 10 Treasury | 4.20 | 4.00 | 3.80 | 3.90 | 3.90 | 3.80 | (0.3) | (0.1) | - |
| CRE Price Index | 354.40 | 367.80 | 390.60 | 352.20 | 350.70 | 368.60 | (2.2) | (17.1) | (22.0) |

- The Company uses Moody's forecasts as inputs into the models used to estimate credit losses under CECL.
- The March Baseline economic forecast was a bit mixed from the December forecast. GDP slightly higher and Unemployment slightly better. However the Commercial Real Estate Price Index was forecasted Iower.
- Inflation concerns and the significant rise in interest rates is expected to slow the economy and has increased the probability of a recession, however Moody's baseline forecast currently does not reflect a recession.
- We have maintained our forecast weightings at 60\% Moderate Recession; 40\% Baseline; and 0\% Stronger Near Term Growth.

| Weightings of Moody's Forecast for CECL Model | Moderate Recession (S3) | Baseline | Stronger Near Term Growth (S1) |
| :---: | :---: | :---: | :---: |
| $1 Q 2023$ | 60\% | 40\% | 0\% |
| 4Q 2021 | 60\% | 40\% | 0\% |
| 3Q 2022 | 60\% | 40\% | 0\% |
| 2Q 2022 | 60\% | 40\% | 0\% |
| 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\% |

## Major Loan Segments with Industry Breakdown

$1 Q 223$
Loans outstanding (\$millions)


Amounts as presented may differ slightly from the Company's Earnings Release due to rounding to foot schedules presented.
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## CRE - Loan to Value (LTV)

Non Owner Occupied CRE and Multifamily Exposures at March 31, 2023.


## CRE - Vintage

Non Owner Occupied CRE and Multifamily Exposures at March 31, 2023.


CRE Maturities, excludes construction


CRE Maturities Next 24 Months


CRE Maturities Next 24 Months

| CRE Maturities - Next 24 Months (\$millions) |  |  |  |
| :---: | :---: | :---: | :---: |
| Loan Size | Outstanding | Number of Loans | Average Loan Size |
| \$10MM+ | \$189 | 11 | \$17.2 |
| \$5MM - \$10MM | 50 | 6 | 8.3 |
| \$1MM - \$5MM | 153 | 69 | 2.2 |
| Under \$ 1 MM | 58 | 163 | 0.4 |
| Total | \$450 | 249 | \$1.8 |



Office Maturities, excludes construction

CRE Maturities Next 24 Months


CRE Maturities - Next 24 Months
(\$millions)

|  |  | Number of | Average Loan |
| :---: | :---: | :---: | :---: |
| Loan Size | Outstanding | Loans | Size |
| $\$ 10 \mathrm{MM}+$ | $\$ 108$ | 6 | $\$ 18.0$ |
| $\$ 5 \mathrm{MM}-\$ 10 \mathrm{MM}$ | 9 | 1 | 8.6 |
| $\$ 1 \mathrm{MM}-\$ 5 \mathrm{MM}$ | 21 | 7 | 3.0 |
| Under \$1MM | 8 | 24 | 0.3 |
| Total | $\$ 145$ | 38 | $\$ 3.8$ |

Office Maturities by Bank / City Submarket
(\$millions)

|  |  | Number of | Average Loan |
| :--- | :---: | :---: | :---: |
| Bank / Submarket component | Outstanding | Loans | Size |
| Brookline Bank | $\$ 128$ | $\mathbf{2 0}$ | $\$ 6.4$ |
| Boston | 83 | 7 | 11.8 |
| Bank Rhode Island | $\$ 12$ | $\mathbf{1 4}$ | $\$ 0.8$ |
| Providence/Cranston/Pawtucket | 9 | 8 | 1.1 |
| PCSB | $\$ 5$ | 4 | $\$ 1.2$ |
| Total | $\$ 145$ | 38 | $\$ 3.8$ |



Well Diversified Deposit Base - 66\% of Deposits are Insured*


* Insured includes deposits which are collateralized. Excludes brokered deposits which are 100\% FDIC insured and have laddered maturities.


## Securities Portfolio



| \$ in millions | Current Par |  | Book <br> Value |  | Fair Value |  | Unreal. G/L |  | Book <br> Yield | Duration |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Treasuries | \$ | 605 | \$ | 598 | \$ | 572 | \$ | (26) | 3.07\% | 2.9 |
| Agency Debentures |  | 194 |  | 198 |  | 177 |  | (21) | 2.22\% | 4.4 |
| Corp Bonds |  | 39 |  | 37 |  | 37 |  | - | 4.26\% | 1.4 |
| Agency MBS |  | 265 |  | 250 |  | 231 |  | (19) | 3.37\% | 4.9 |
| Agency CMO |  | 28 |  | 27 |  | 26 |  | (1) | 2.77\% | 4.3 |
| Municipals |  | 25 |  | 24 |  | 24 |  | - | 3.54\% | 2.7 |
| Total |  | 1,156 |  | 1,134 |  | ,067 | \$ | (67) | 3.03\% | 3.6 |

- Highly liquid, risk averse securities portfolio with prudent duration and minimal extension risk. The entire investment portfolio is classified as Available for Sale.
- The after tax, mark to market on the portfolio is included in Accumulated Other Comprehensive Income in Stockholders' Equity and represents a reduction in stockholders' equity of 4.3\%.


## Interest Rate Risk

1Q23 Loan Originations, $\$ 775$ million


Total Loan Portfolio Mix - Duration 1.7


## Cumulative Net Interest Income Change by Quarter

3/31/2023 Flat Balance Sheet, simulations reflect a product weighted beta of $39 \%$ on total deposits.


## Deposit and Funding Betas - Percentage Change in Cost versus Change in Federal Funds Rate



- The Federal Reserve began increasing the Federal Funds rate in March 2022 and has increased rates 475 basis points through March 2023.
- Q1'22: 0.25\%
- Q2'22: 1.25\%
- Q3'22: 1.50\%
- Q4'22: 1.25\%
- Q1'23: 0.50\%
*Betas reflect the change in quarterly funding costs as a percentage of the change in the targeted Federal Funds Rate over the same period.
- While the Betas for the product groupings do not reflect the flow of funds in or out of a product category, the overall Interest Bearing, Total Deposit and Total Funding lines capture the period impact.
- As an example, Through the Cycle, the Federal Funds Rate has increased 475 basis points from 25 to 500 basis points. Brookline Bancorp's Total Deposit Costs has increased 123 basis points from $0.23 \%$ to $1.46 \%$. This represents $25.9 \%$, the Beta, of the 475 basis point change in the Federal Funds Rate.
- In the latest quarter or linked quarter (LQ), the Federal Funds Rate increased 50 basis points and the cost of total deposits increased 61 basis points or $122.8 \%$ of the Fed Funds Rate during the period.


## Pro Forma Day 1 Balance Sheet (Non-GAAP)

| \$millions | Pro Forma Combined BRKL / PCSB Day 1 |  |  |  |  |  | Q1'23 Compared to Pro Forma Day 1 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | BRKL 4Q22 |  | PCSB Day 1 |  | Pro Forma |  | 1Q23 |  | $\Delta$ |  | \% $\Delta$ |
| Gross Loans, investment | \$ | 7,644 | \$ | 1,337 | \$ | 8,981 | \$ | 9,247 | \$ | 266 | 3\% |
| Allowance for loan losses |  | (98) |  | (2) |  | (100) |  | (121) |  | (21) | 17\% |
| Net Loans |  | 7,546 |  | 1,335 |  | 8,881 |  | 9,126 |  | 245 | 3\% |
| Securities |  | 657 |  | 367 |  | 1,024 |  | 1,067 |  | 43 | 4\% |
| Cash \& equivalents |  | 383 |  | 42 |  | 425 |  | 486 |  | 61 | 13\% |
| Intangibles |  | 162 |  | 111 |  | 273 |  | 271 |  | (2) | -1\% |
| Other assets |  | 475 |  | 119 |  | 594 |  | 572 |  | (22) | -4\% |
| Total Assets | \$ | 9,223 | \$ | 1,974 | \$ | 11,197 | \$ | 11,522 | \$ | 325 | 3\% |
| Deposits | \$ | 6,522 | \$ | 1,571 | \$ | 8,093 | \$ | 8,456 | \$ | 363 | 4\% |
| Borrowings |  | 1,433 |  | 53 |  | 1,486 |  | 1,630 |  | 144 | 9\% |
| Reserve for unfunded loans |  | 21 |  | - |  | 21 |  | 23 |  | 2 | 9\% |
| Other Liabilities |  | 254 |  | 52 |  | 306 |  | 245 |  | (61) | -25\% |
| Total Liabilities |  | 8,230 |  | 1,676 |  | 9,906 |  | 10,354 |  | 448 | 4\% |
| Stockholders' Equity |  | 992 |  | 298 |  | 1,290 |  | 1,168 |  | (122) | -10\% |
| Total Liabilities \& Equity | \$ | 9,222 | \$ | 1,974 | \$ | 11,196 | \$ | 11,522 | \$ | 326 | 3\% |

