

Apple Bank - Highlights (January 2023)

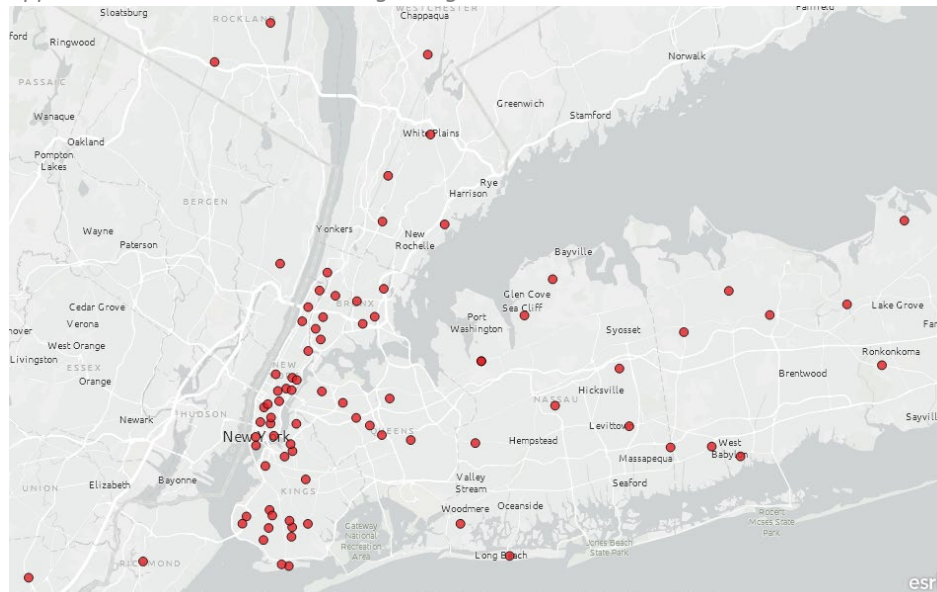
Apple Bank, established in 1863, provides consumer and small business banking services in greater New York through its branch network and online banking platform and is an active lender in the commercial real estate and corporate banking sectors.

Apple Bank is the largest state-chartered savings bank in New York State, with \$17 billion in assets, \$15 billion in deposits, and 84 branches in the greater New York area, including Manhattan, Brooklyn, the Bronx, Queens, Staten Island, Long Island, Westchester, Rockland and New Jersey.

Throughout and in the wake of past financial crises, Apple Bank's conservative management and careful attention to credit quality & liquidity have allowed it to remain solidly profitable, resulting in over 30 years of uninterrupted profitability.

Branch Footprint

Apple Bank has 84 branches throughout greater NYC



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Note: Map excludes 2 branches in eastern Long Island (Sag Harbor, East Hampton) and 1 in northern Westchester (Mohegan Lake)

Founded
1863

Ownership
Private

Chairman & CEO
Steve Bush

Appointed in 2016; joined bank in 1992

84 branches¹ located in New York City and its suburbs

Largest state-chartered savings bank in New York

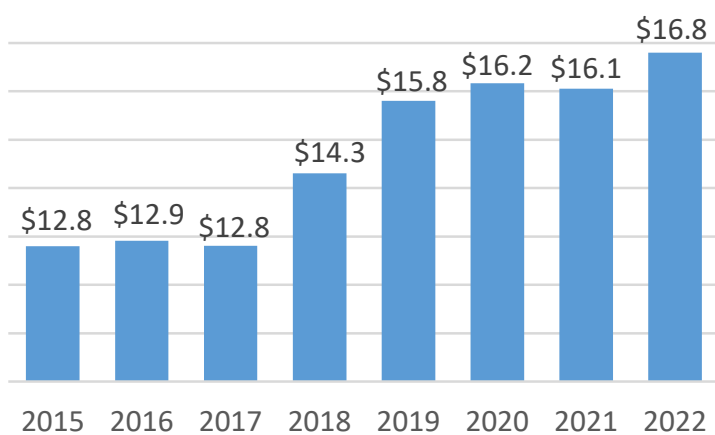
2nd largest midsize bank by deposits in NYC ²

4th largest midsize bank by deposits in greater NYC ²

Total Assets

Steady growth with prudent deployment of excess cash into loans / securities with attractive risk-adjusted returns

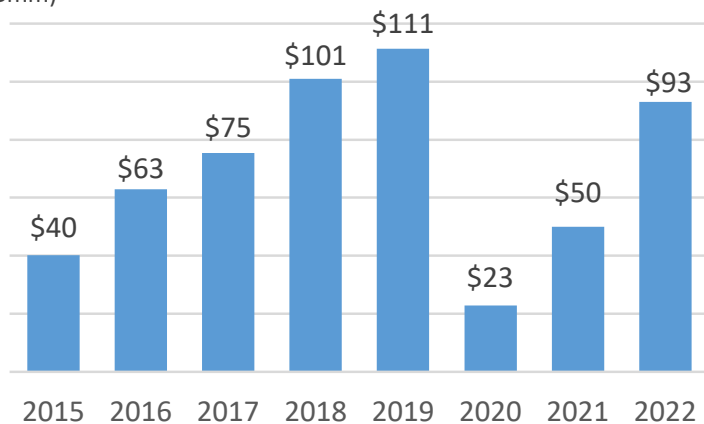
(\$bn)



Net Income

Apple Bank has over 30 consecutive years of uninterrupted profitability

(\$mm)



Assets
\$16.8 billion

Loans
\$11.4 billion

Deposits
\$15.0 billion

Net Income
\$93 million

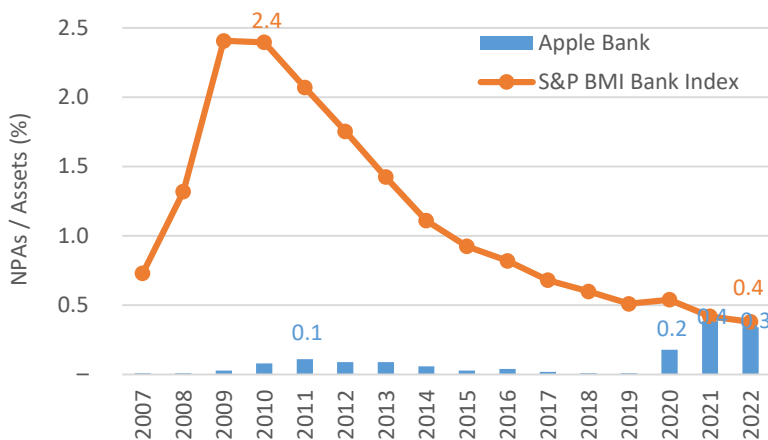
Over 30 consecutive years of uninterrupted profitability

65% risk-weighted assets as percentage of assets

36% of assets in cash / securities / government-guaranteed loans

Asset Quality

Industry-leading asset quality: Non-Performing Assets (NPAs) / Assets prior to 2020 peaked at 0.1% over the last 20 years (vs. 2.4% nationally); 2020-2021 increase related to COVID but expect NPA reversals in 2023 with minimal credit losses.



Consistently minimal non-performing assets since the mid-1990s

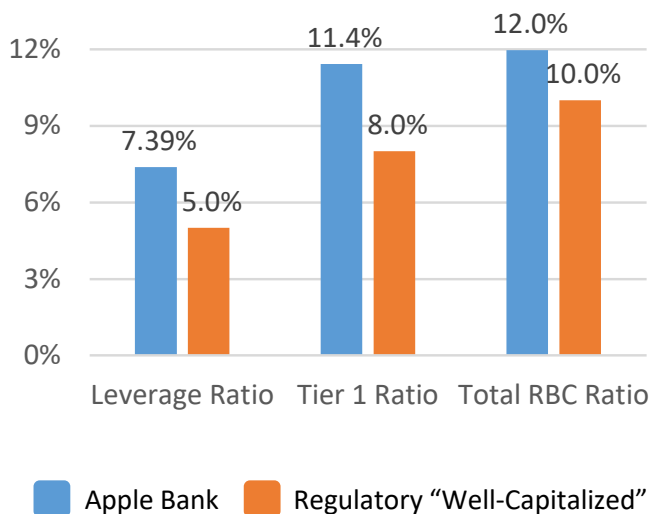
Near-zero cumulative net charge-offs (NCOs) over the last 20 years

Prudent balance sheet management to ensure preservation of capital ratio goals

Capital ratios comfortable exceed regulatory “Well Capitalized” guidance

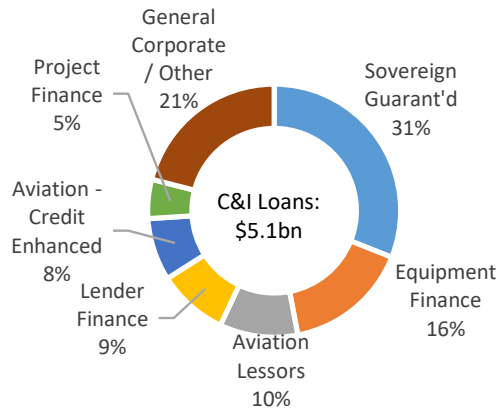
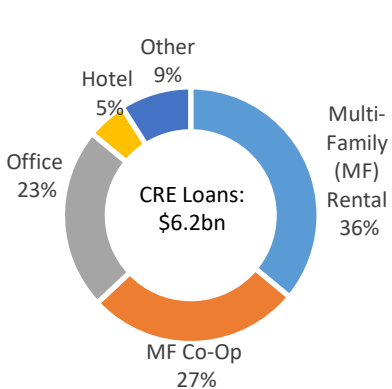
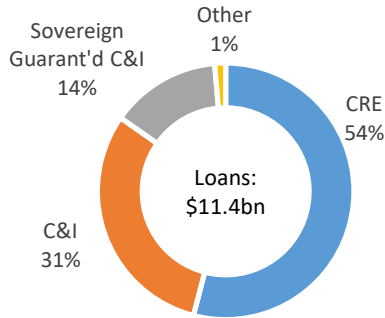
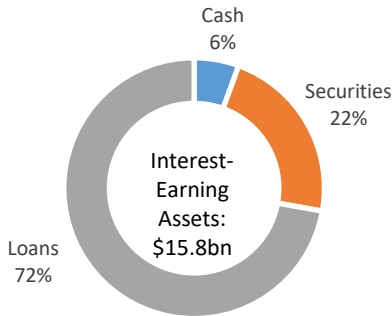
Capital Ratios

All ratios comfortably exceed regulatory “Well-Capitalized” guidance

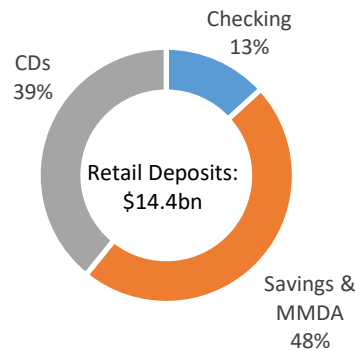
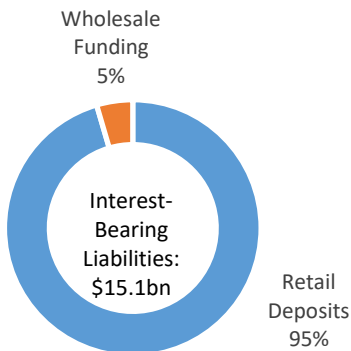


Balance Sheet Composition

Assets



Liabilities



Limited private counterparty risk

Loan / deposit ratio of 76% (65% excl. sovereign-guaranteed loans)

Diversified assets across industry and geography

Mortgage lending activities focused on **multifamily & commercial mortgage lending** within market area

C&I loan activity focused on **sovereign-guaranteed loans** (export credit) and other **commercial loans with strong collateral or credit enhancements**

95% of funding via retail deposits (minimal wholesale funding)

Over 350,000 retail deposit accounts