# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, D.C. 20549 

## FORM 8-K

## CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report: (Date of earliest event reported): March 2, 2022

## Ponce Financial Group, Inc. <br> (Exact name of Registrant as Specified in Its Charter)



Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instructions A.2. below):Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

| Title of each class | Trading <br> Symbol(s) | Name of each exchange on which registered |
| :---: | :---: | :---: | :---: |

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company $\mathbb{}$
If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

On March 2, 2022, Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp (the "Company"), the holding company for Ponce Bank, issued a press release announcing its financial results with respect to its fourth quarter ended December 31, 2021. The Company's press release is included as Exhibit 99.1 to this report.

The information set forth in this Item 2.02 and in the attached Exhibit 99.1 is deemed to be "furnished" and shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that Section.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.
99.1 Press release dated March 2, 2022

104 Cover Page Interactive Data File (embedded within the Inline XBRL)

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

## Ponce Financial Group, Inc.

## Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, Announces 2021 Fourth Quarter Results

New York (March 2, 2022): Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, (the "Company") (NASDAQ: PDLB), the financial holding company for Ponce Bank (the "Bank"), reported net income of $\$ 15.0$ million, or $\$ 0.90$ per basic share and $\$ 0.89$ per diluted share, for the fourth quarter of 2021, compared to net income of $\$ 2.1$ million, or $\$ 0.12$ per basic and diluted share, for the prior quarter and net income of $\$ 1.6$ million, or $\$ 0.10$ per basic and diluted share, for the fourth quarter of 2020.

## Fourth Quarter Highlights

- Net interest income of $\$ 16.8$ million for the fourth quarter increased $\$ 1.3$ million, or $8.7 \%$, from the prior quarter and $\$ 5.1$ million, or $43.8 \%$, from the same quarter last year.
- Income before income taxes of $\$ 19.2$ million for the fourth quarter increased $\$ 15.9$ million, or $470.4 \%$, from the prior quarter and $\$ 17.1$ million, or $810.2 \%$, from the same quarter last year. Included in the fourth quarter was a net gain of $\$ 15.4$ million resulting from the sale of real properties.
- Average cost of interest-bearing deposits was $0.51 \%$ for the fourth quarter, a decrease from $0.58 \%$ for the prior quarter and from $0.94 \%$ for the same quarter last year.
- Net interest margin was $4.51 \%$ for the fourth quarter, an increase from $4.13 \%$ for the prior quarter and from $3.78 \%$ for the same quarter last year.
- Net interest rate spread was $4.32 \%$ for the fourth quarter, an increase from $3.92 \%$ for the prior quarter and from $3.50 \%$ for the same quarter last year.
- Efficiency ratio was $44.10 \%$ for the fourth quarter compared to $78.89 \%$ for the prior quarter and $84.71 \%$ for the same quarter last year.
- Non-performing loans of $\$ 11.4$ million as of December 31, 2021 decreased $\$ 240,000$ year-over-year and was $0.87 \%$ of total gross loans receivable at December 31, 2021.
- Net loans receivable were $\$ 1.31$ billion at December 31, 2021, an increase of $\$ 146.4$ million, or $12.6 \%$, from December 31, 2020.
- Deposits were $\$ 1.20$ billion at December 31, 2021, an increase of $\$ 175.1$ million, or $17.0 \%$, from December 31, 2020.


## President and Chief Executive Officer's Comments

Carlos P. Naudon, President \& CEO, stated that "2021 was truly a transformational year, thanks to the efforts of our people and the leadership of our Board of Directors: we raised over $\$ 132.0$ million in additional capital through our conversion and reorganization; we realized approximately $\$ 20.0$ million in net gain while freeing up approximately $\$ 40.0$ million in investable funds through our sale-and-leaseback initiative; we provided $\$ 261.6$ million in PPP loans to over 5,000 small businesses in our hard-hit communities; and we had record earnings. Now, as we consider additional capital from ECIP funding, we are poised to deliver further and farther on our core mission: using our resources to provide impactful financial services to underserved but deserving communities while building value for our stakeholders."

## Executive Chairman's Comments

Steven A. Tsavaris, Executive Chairman, noted that "from our humble beginnings in the turbulent South Bronx over 60 years ago, we have survived and flourished. In 2021 we reached critical milestones: our strongest-ever capital position - and getting even stronger; our largest loan portfolio at $\$ 1.3$ billion; our impeccable asset quality; and, our improved loan origination capabilities. Now, as Ponce Financial Group, we will continue to responsibly deploy our capital."

## Loan Payment Deferrals

As of December 31, 2021, four loans in the amount of $\$ 8.0$ million remained in forbearance as a result of renewed forbearance. Of the four loans receiving renewed forbearance, one loan in the amount of $\$ 6.6$ million is related to construction real estate, two loans, totaling $\$ 1.0$ million are related to one-to-four family residential real estate and one loan in the amount of $\$ 391,000$ is related to non-residential properties. All of these loans had been performing in accordance with their contractual obligations prior to the granting of the initial forbearance.

## Results of Operations Summary

Net income for the three months ended December 31, 2021 was $\$ 15.0$ million, compared to $\$ 2.1$ million of net income for the three months ended September 30, 2021 and $\$ 1.6$ million of net income for the three months ended December 31, 2020.

The $\$ 12.9$ million increase in net income for the three months ended December 31, 2021 compared to the three months ended September 30, 2021 was due substantially to an increase of $\$ 15.9$ million in non-interest income primarily resulting from an increase of $\$ 15.4$ million in gains, net of expenses, on sale of real properties. The increase in net income was also attributable to an increase of $\$ 1.3$ million in net interest income, offset by increases of $\$ 2.9$ million in provision for income taxes, $\$ 1.1$ million in non-interest expense and $\$ 301,000$ in provision for loan losses.

The $\$ 13.4$ million increase in net income for the three months ended December 31, 2021 compared to the three months ended December 31, 2020 was due substantially to an increase of $\$ 14.4$ million in non-interest income primarily resulting from an increase of $\$ 15.4$ million in gains, net of expenses, on sale of real properties, offset by a $\$ 1.5$ million decrease in income on sale of mortgage loans. The increase in net income was also attributable to an increase of $\$ 5.1$ million in net interest income, offset by increases of $\$ 3.8$ million in provision for income taxes, $\$ 1.9$ million in non-interest expense and $\$ 467,000$ in provision for loan losses.

Net income for the year ended December 31, 2021 was $\$ 25.4$ million, compared to $\$ 3.9$ million of net income for the year ended December 31, 2020. The change from the year ended December 31, 2020 is primarily due to a $\$ 21.4$ million increase in non-interest income resulting from increases of $\$ 16.1$ million in gains, net of expenses, on sale of real properties, $\$ 2.1$ million in loan origination fees and $\$ 1.1$ million in sale of mortgage loans. The increase in net income was also attributable to a $\$ 16.9$ million increase in net interest income, offset by increases of $\$ 9.6$ million in non-interest expense, $\$ 6.8$ million in provision for income taxes and a $\$ 274,000$ in provision for loan losses.

Net interest income for the three months ended December 31, 2021 was $\$ 16.8$ million, an increase of $\$ 1.3$ million, or $8.7 \%$, compared to the three months ended September 30, 2021 and an increase of $\$ 5.1$ million, or $43.8 \%$, compared to the three months ended December 31, 2020. The increase of $\$ 1.3$ million in net interest income for the three months ended December 31, 2021 compared to the three months ended September 30, 2021 was attributable to an increase of $\$ 1.2$ million in interest and dividend income and a decrease of $\$ 115,000$ in interest expense. The increase of $\$ 5.1$ million in net interest income for the three months ended December 31, 2021 compared to the three months ended December 31, 2020 was attributable to an increase of $\$ 4.3$ million in interest and dividend income and a decrease of $\$ 769,000$ in interest expense.

Net interest income for the year ended December 31, 2021 was $\$ 58.8$ million, an increase of $\$ 16.9$ million, or $40.2 \%$, compared to the year ended December 31, 2020. The increase in net interest income was attributable to an increase of $\$ 13.8$ million in interest and dividend income and a decrease of $\$ 3.1$ million in interest expense.

Net interest margin was $4.51 \%$ for the three months ended December 31, 2021, an increase of 38 basis points from $4.13 \%$ for the three months ended September 30, 2021 and an increase of 73 basis points from 3.78\% for the three months ended December 31, 2020.

Net interest rate spread increased by 40 basis points to $4.32 \%$ for the three months ended December 31, 2021 from 3.92\% for the three months ended September 30, 2021 and increased by 82 basis points from $3.50 \%$ for the three months ended December 31, 2020. The increase in the net interest rate spread for the three months ended December 31, 2021 compared to the three months ended September 30, 2021 was primarily due to an increase in the average yields on interest-earning assets of 35 basis points to $5.01 \%$ for the three months ended December 31, 2021 from $4.66 \%$ for the three months ended September 30, 2021, and a decrease on the average rates on interest-bearing liabilities of 5 basis points to $0.69 \%$ for the three months ended December 31, 2021 from $0.74 \%$ for the three months ended September 30, 2021. The increase in the net interest rate spread for the three months ended December 31, 2021 compared to the three months ended December 31, 2020 was primarily due to an increase in the average yields on interest-earning assets of 38 basis points to $5.01 \%$ for the three months ended December 31, 2021 from $4.63 \%$ for the three months ended December 31, 2020 and by a decrease on the average rates on interest-bearing liabilities of 44 basis points to $0.69 \%$ for the three months ended December 31, 2021 from $1.13 \%$ for the three months ended December 31, 2020.

Non-interest income increased $\$ 15.9$ million to $\$ 19.2$ million for the three months ended December 31, 2021 from $\$ 3.2$ million for the three months ended September 30, 2021 and increased $\$ 14.4$ million from $\$ 4.8$ million for the three months ended December 31, 2020. Excluding the $\$ 15.4$ million gain, net of expense, from sale of real properties, non-interest income increased $\$ 504,000$ to $\$ 3.7$ million for the three months ended December 31, 2021 compared to the three months ended September 30, 2021 and decreased $\$ 1.1$ million compared to the three months ended December 31, 2020.

The increase of $\$ 15.9$ million in non-interest income for the three months ended December 31, 2021 compared to the three months ended September 30, 2021 was due to increases of $\$ 15.4$ million in gain, net of expenses, from the sale of real properties recognized in the fourth quarter of 2021, $\$ 261,000$ in loan origination fees, $\$ 131,000$ in brokerage commissions, $\$ 119,000$ in income on sale of mortgage loans, $\$ 12,000$ in other non-interest income and $\$ 7,000$ in late and prepayment charges offset by a decrease of $\$ 26,000$ in service charges and fees.

The increase of $\$ 14.4$ million in non-interest income for the three months ended December 31, 2021 compared to the three months ended December 31, 2020 was primarily due to increases of $\$ 15.4$ million in gain, net of expenses, from the sale of real properties recognized in the fourth quarter of 2021 , $\$ 255,000$ in late and prepayment charges, $\$ 230,000$ in loan origination fees, $\$ 205,000$ in service charges and fees, offset by decreases of $\$ 1.5$ million in income on sale of mortgage, $\$ 243,000$ in other non-interest income, and $\$ 54,000$ in brokerage commissions.

Non-interest income increased $\$ 21.4$ million to $\$ 34.6$ million for the year ended December 31, 2021 from $\$ 13.2$ million for the year ended December 31, 2020. The increase in non-interest income for the year ended December 31, 2021 compared to the year ended December 31, 2020 was primarily due to increases of $\$ 16.1$ million in gain, net of expenses, from the sale of real properties, $\$ 2.1$ million in loan origination fees and $\$ 1.1$ million on sale of mortgage loans. Other increases include $\$ 849,000$ in late and prepayment charges, $\$ 765,000$ in service charges and fees, $\$ 350,000$ in brokerage commissions and $\$ 92,000$ in other non-interest income. Excluding the $\$ 16.1$ million increase in gain, net of expense, from the sale of real properties, noninterest income increased $\$ 5.3$ million to $\$ 14.4$ million for the year ended December 31, 2021 compared to $\$ 9.1$ million for the year ended December 31, 2020.

Non-interest expense increased $\$ 1.1$ million, or $7.6 \%$, to $\$ 15.9$ million for the three months ended December 31, 2021 , from $\$ 14.7$ million for the three months ended September 30, 2021 and increased $\$ 1.9$ million from $\$ 14.0$ million for the three months ended December 31, 2020.

The increase of $\$ 1.1$ million in non-interest expense for the three months ended December 31, 2021, compared to the three months ended September 30, 2021, was attributable to an increase of $\$ 532,000$ in compensation and benefits, primarily attributable to $\$ 700,000$ of ESOP expenses attributable to an additional 48,250 shares to be released as of December 31, 2021, offset by decreases of $\$ 102,000$ in bonuses and $\$ 111,000$ in employer's portion of social security. Other increases in non-interest expense were $\$ 353,000$ in other operating expenses, $\$ 336,000$ in direct loan expenses, $\$ 158,000$ in occupancy and equipment, offset by a decrease of $\$ 146,000$ in data processing expenses.

The increase of $\$ 1.9$ million in non-interest expense for the three months ended December 31, 2021, compared to the three months ended December 31, 2020 primarily reflects increases of $\$ 433,000$ in direct loan expenses, $\$ 432,000$ in other operating expenses, $\$ 321,000$ in occupancy and equipment, $\$ 193,000$ in data processing expenses, $\$ 167,000$ in office supplies, telephone and postage, $\$ 167,000$ in professional fees and $\$ 113,000$ in compensation and benefits. The $\$ 113,000$ increase in compensation and benefits was primarily attributable to $\$ 748,000$ of ESOP expenses of which $\$ 700,000$ was attributable to an additional 48,250 shares to be released as of December 31, 2021, offset by decreases of $\$ 463,000$ in bonuses and $\$ 109,000$ in employer's portion of social security.

Non-interest expense increased $\$ 9.6$ million, or $20.2 \%$, to $\$ 57.1$ million for the year ended December 31, 2021, compared to $\$ 47.5$ million for the year ended December 31, 2020. The increase in non-interest expense for the year ended December 31, 2021, compared to the year ended December 31, 2020 was attributable to increases of $\$ 2.4$ million in direct loan expenses, $\$ 1.8$ million in occupancy and equipment, $\$ 1.6$ million in professional fees, primarily due to an increase in consulting expenses related to a third-party service provider that provided loan origination services related to PPP loans and $\$ 1.2$ million in compensation and benefits. Other increases in non-interest expense include $\$ 1.2$ million in other operating expenses, $\$ 878,000$ in data processing expenses, $\$ 655,000$ in office supplies, telephone and postage and $\$ 113,000$ in regulatory dues, offset by a decrease of $\$ 282,000$ in marketing and promotional expenses. The $\$ 1.2$ million increase in compensation and benefits was primarily attributable to $\$ 867,000$ of ESOP expenses of which $\$ 700,000$ was attributable to an additional 48,250 shares to be released as of December 31, 2021 and \$334,000 in bonuses.

## Balance Sheet Summary

Total assets increased $\$ 298.3$ million, or $22.0 \%$, to $\$ 1.65$ billion at December 31, 2021 from $\$ 1.36$ billion at December 31, 2020. The increase in total assets is attributable to increases of $\$ 146.4$ million in net loans receivable, including $\$ 51.4$ million net increase in PPP loans, $\$ 95.8$ million in available-forsale securities, $\$ 81.8$ million in cash and cash equivalents, $\$ 7.5$ million in other assets and $\$ 966,000$ in accrued interest receivable. The increase in total assets was reduced by decreases of $\$ 19.6$ million in mortgage loans held for sale, at fair value, $\$ 12.4$ million, net, in premises and equipment, $\$ 836,000$ in deferred tax assets, $\$ 809,000$ in held-to-maturity securities, $\$ 425,000$ in FHLBNY stock, and \$249,000 in placement with banks.

Total liabilities increased $\$ 268.6$ million, or $22.5 \%$, to $\$ 1.46$ billion at December 31, 2021 from $\$ 1.20$ billion at December 31, 2020. The increase in total liabilities was mainly attributable to increases of $\$ 175.1$ million in deposits, of which $\$ 122.0$ million were related to conversion and reorganization, $\$ 638,000$ in advance payments by borrowers for taxes and insurance and $\$ 168,000$ in accrued interest payable, offset by decreases of $\$ 14.9$ million in warehouse lines of credit, $\$ 11.0$ million in advances from FHLBNY and others, $\$ 2.0$ in other liabilities and $\$ 1.5$ million of mortgage loan fundings payable.

Total stockholders' equity increased $\$ 29.7$ million, or $18.6 \%$, to $\$ 189.3$ million at December 31, 2021 from $\$ 159.5$ million at December 31, 2020. This increase in stockholders' equity was mainly attributable to $\$ 25.4$ million in net income, $\$ 3.1$ million in net treasury stock activity, related to PDL Community Bancorp, $\$ 1.4$ million related to share-based compensation and $\$ 1.3$ million related to the Company's ESOP, offset by $\$ 1.6$ million related to unrealized loss on available-for-sale securities.

Pursuant to the conversion and reorganization, PDL Community Bancorp treasury stock was extinguished on January 27, 2022. The Ponce Financial Group, Inc. has no treasury stock.

## About Ponce Financial Group, Inc.

Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, is the financial holding company for Ponce Bank. Ponce Bank is a Minority Depository Institution, a Community Development Financial Institution, and a certified Small Business Administration lender. The Bank's business primarily consists of taking deposits from the general public and to a lesser extent alternative funding sources and investing those deposits, together with funds generated from operations and borrowings, in mortgage loans, consisting of 1-4 family residences (investor-owned and owneroccupied), multifamily residences, nonresidential properties and construction and land, and, to a lesser extent, in business and consumer loans. The Bank also invests in securities, which consist of U.S. Government and federal agency securities and securities issued by government-sponsored or governmentowned enterprises, as well as, mortgage-backed securities, corporate bonds and obligations, and Federal Home Loan Bank stock.

## Forward Looking Statements

Certain statements herein constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21 E of the Exchange Act and are intended to be covered by the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 . Such statements may be identified by words such as "believes," "will," "would," "expects," "project," "may," "could," "developments," "strategic," "launching," "opportunities," "anticipates," "estimates," "intends," "plans," "targets" and similar expressions. These statements are based upon the current beliefs and expectations of management and are subject to significant risks and uncertainties. Actual results may differ materially from those set forth in the forwardlooking statements as a result of numerous factors. Factors that could cause such differences to exist include, but are not limited to, adverse conditions in the capital and debt markets and the impact of such conditions on business activities; changes in interest rates; competitive pressures from other financial institutions; the effects of general economic conditions on a national basis or in the local markets in which Ponce Bank operates, including changes that adversely affect borrowers' ability to service and repay Ponce Bank's loans; the anticipated impact of the COVID-19 pandemic and Ponce Bank's attempts at mitigation; changes in the value of securities in the investment portfolio; changes in loan default and charge-off rates; fluctuations in real estate values; the adequacy of loan loss reserves; decreases in deposit levels necessitating increased borrowing to fund loans and investments; operational risks including, but not limited to, cybersecurity, fraud and natural disasters; changes in government regulation; changes in accounting standards and practices; the risk that intangibles recorded in the financial statements will become impaired; demand for loans in Ponce Bank's market area; Ponce Bank's ability to attract and maintain deposits; risks related to the implementation of acquisitions, dispositions, and restructurings; the risk that Ponce Financial Group, Inc. may not be successful in the implementation of its business strategy; changes in assumptions used in making such forward-looking statements and the risk factors described in PDL Community Bancorp's Annual Report on Form 10-K and Quarterly Reports on Form 10-Q as filed with the Securities and Exchange Commission (the "SEC"), which are available at the SEC's website, www.sec.gov. Readers are cautioned not to place undue reliance on these forwardlooking statements, which speak only as of the date of this release. Ponce Financial Group, Inc. disclaims any obligation to publicly update or revise any forward-looking statements to reflect changes in underlying assumptions or factors, new information, future events or other changes, except as may be required by applicable law or regulation.

Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, and Subsidiaries

## Consolidated Statements of Financial Condition

## (Dollars in thousands, except for share data)

|  | As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |  |
| ASSETS |  |  |  |  |  |  |  |  |  |  |
| Cash and due from banks: |  |  |  |  |  |  |  |  |  |  |
| Cash | \$ | 98,954 | \$ | 29,365 | \$ | 32,541 | \$ | 13,551 | \$ | 26,936 |
| Interest-bearing deposits in banks |  | 54,940 |  | 33,673 |  | 33,551 |  | 76,571 |  | 45,142 |
| Total cash and cash equivalents |  | 153,894 |  | 63,038 |  | 66,092 |  | 90,122 |  | 72,078 |
| Available-for-sale securities, at fair value |  | 113,346 |  | 104,358 |  | 48,536 |  | 30,929 |  | 17,498 |
| Held-to-maturity securities, at amortized cost |  | 934 |  | 1,437 |  | 1,720 |  | 1,732 |  | 1,743 |
| Placement with banks |  | 2,490 |  | 2,490 |  | 2,739 |  | 2,739 |  | 2,739 |
| Mortgage loans held for sale, at fair value |  | 15,836 |  | 13,930 |  | 15,308 |  | 13,725 |  | 35,406 |
| Loans receivable, net |  | 1,305,078 |  | 1,302,238 |  | 1,343,578 |  | 1,230,458 |  | 1,158,640 |
| Accrued interest receivable |  | 12,362 |  | 13,360 |  | 13,134 |  | 12,547 |  | 11,396 |
| Premises and equipment, net |  | 19,617 |  | 34,081 |  | 34,057 |  | 33,625 |  | 32,045 |
| Federal Home Loan Bank of New York stock (FHLBNY), at cost |  | 6,001 |  | 6,001 |  | 6,156 |  | 6,057 |  | 6,426 |
| Deferred tax assets |  | 3,820 |  | 4,826 |  | 5,493 |  | 4,569 |  | 4,656 |
| Other assets |  | 20,132 |  | 14,793 |  | 10,837 |  | 7,204 |  | 12,604 |
| Total assets | \$ | 1,653,510 | \$ | 1,560,552 | \$ | 1,547,650 | \$ | 1,433,707 | \$ | 1,355,231 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |
| Liabilities: |  |  |  |  |  |  |  |  |  |  |
| Deposits | \$ | 1,204,716 | \$ | 1,249,261 | \$ | 1,236,161 | \$ | 1,138,546 | \$ | 1,029,579 |
| Accrued interest payable |  | 228 |  | 238 |  | 55 |  | 66 |  | 60 |
| Advance payments by borrowers for taxes and insurance |  | 7,657 |  | 9,118 |  | 7,682 |  | 9,264 |  | 7,019 |
| Advances from the FHLBNY and others |  | 106,255 |  | 106,255 |  | 109,255 |  | 109,255 |  | 117,255 |
| Warehouse lines of credit |  | 15,090 |  | 11,261 |  | 13,084 |  | 11,664 |  | 29,961 |
| Mortgage loan fundings payable |  | - |  | 1,136 |  | 743 |  | 676 |  | 1,483 |
| Second step liabilities |  | 122,000 |  | - |  | - |  | - |  | - |
| Other liabilities |  | 8,308 |  | 9,396 |  | 8,780 |  | 3,032 |  | 10,330 |
| Total liabilities |  | 1,464,254 |  | 1,386,665 |  | 1,375,760 |  | 1,272,503 |  | 1,195,687 |
| Commitments and contingencies |  |  |  |  |  |  |  |  |  |  |
| Stockholders' Equity: |  |  |  |  |  |  |  |  |  |  |
| Preferred stock, $\$ 0.01$ par value; $10,000,000$ shares authorized |  | - |  | - |  | - |  | - |  | - |
| Common stock, \$0.01 par value; 50,000,000 shares authorized |  | 185 |  | 185 |  | 185 |  | 185 |  | 185 |
| Treasury stock, at cost |  | $(13,687)$ |  | $(15,069)$ |  | $(15,069)$ |  | $(19,285)$ |  | $(18,114)$ |
| Additional paid-in-capital |  | 85,601 |  | 86,360 |  | 85,956 |  | 85,470 |  | 85,105 |
| Retained earnings |  | 122,956 |  | 107,977 |  | 105,925 |  | 99,993 |  | 97,541 |
| Accumulated other comprehensive income |  | $(1,456)$ |  | (621) |  | (41) |  | 28 |  | 135 |
| Unearned compensation - ESOP |  | $(4,343)$ |  | $(4,945)$ |  | $(5,066)$ |  | $(5,187)$ |  | $(5,308)$ |
| Total stockholders' equity |  | 189,256 |  | 173,887 |  | 171,890 |  | 161,204 |  | 159,544 |
| Total liabilities and stockholders' equity | \$ | 1,653,510 | \$ | 1,560,552 | \$ | 1,547,650 | \$ | 1,433,707 | \$ | 1,355,231 |

Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, and Subsidiaries

## Consolidated Statements of Operations

## (Dollars in thousands, except per share data)

|  | Months Ende |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |  |
| Interest and dividend income: |  |  |  |  |  |  |  |  |  |  |
| Interest on loans receivable | \$ | 18,013 | \$ | 16,991 | \$ | 15,603 | \$ | 14,925 | \$ | 14,070 |
| Interest on deposits due from banks |  | 7 |  | 9 |  | 2 |  | 2 |  | 10 |
| Interest and dividend on securities and FHLBNY stock |  | 632 |  | 425 |  | 239 |  | 250 |  | 233 |
| Total interest and dividend income |  | 18,652 |  | 17,425 |  | 15,844 |  | 15,177 |  | 14,313 |
| Interest expense: |  |  |  |  |  |  |  |  |  |  |
| Interest on certificates of deposit |  | 907 |  | 1,010 |  | 1,108 |  | 1,219 |  | 1,422 |
| Interest on other deposits |  | 309 |  | 354 |  | 382 |  | 382 |  | 448 |
| Interest on borrowings |  | 654 |  | 621 |  | 622 |  | 684 |  | 769 |
| Total interest expense |  | 1,870 |  | 1,985 |  | 2,112 |  | 2,285 |  | 2,639 |
| Net interest income |  | 16,782 |  | 15,440 |  | 13,732 |  | 12,892 |  | 11,674 |
| Provision for loan losses |  | 873 |  | 572 |  | 586 |  | 686 |  | 406 |
| Net interest income after provision for loan losses |  | 15,909 |  | 14,868 |  | 13,146 |  | 12,206 |  | 11,268 |
| Non-interest income: |  |  |  |  |  |  |  |  |  |  |
| Service charges and fees |  | 468 |  | 494 |  | 366 |  | 329 |  | 263 |
| Brokerage commissions |  | 401 |  | 270 |  | 430 |  | 223 |  | 455 |
| Late and prepayment charges |  | 336 |  | 329 |  | 298 |  | 244 |  | 81 |
| Income on sale of mortgage loans |  | 1,294 |  | 1,175 |  | 1,288 |  | 1,508 |  | 2,748 |
| Loan origination |  | 886 |  | 625 |  | 971 |  | 539 |  | 656 |
| Gain on sale of real property |  | 15,431 |  | - |  | 4,176 |  | 663 |  | - |
| Other |  | 353 |  | 341 |  | 812 |  | 387 |  | 596 |
| Total non-interest income |  | 19,169 |  | 3,234 |  | 8,341 |  | 3,893 |  | 4,799 |
| Non-interest expense: |  |  |  |  |  |  |  |  |  |  |
| Compensation and benefits |  | 6,959 |  | 6,427 |  | 4,212 |  | 5,664 |  | 6,846 |
| Occupancy and equipment |  | 3,007 |  | 2,849 |  | 2,838 |  | 2,634 |  | 2,686 |
| Data processing expenses |  | 771 |  | 917 |  | 733 |  | 594 |  | 578 |
| Direct loan expenses |  | 1,032 |  | 696 |  | 1,151 |  | 1,009 |  | 599 |
| Insurance and surety bond premiums |  | 149 |  | 147 |  | 143 |  | 146 |  | 166 |
| Office supplies, telephone and postage |  | 552 |  | 626 |  | 467 |  | 409 |  | 385 |
| Professional fees |  | 1,700 |  | 1,765 |  | 2,902 |  | 1,262 |  | 1,533 |
| Marketing and promotional expenses |  | 69 |  | 51 |  | 48 |  | 38 |  | - |
| Directors fees |  | 80 |  | 67 |  | 69 |  | 69 |  | 69 |
| Regulatory dues |  | 69 |  | 74 |  | 120 |  | 60 |  | 59 |
| Other operating expenses |  | 1,466 |  | 1,113 |  | 958 |  | 1,030 |  | 1,034 |
| Total non-interest expense |  | 15,854 |  | 14,732 |  | 13,641 |  | 12,915 |  | 13,955 |
| Income before income taxes |  | 19,224 |  | 3,370 |  | 7,846 |  | 3,184 |  | 2,112 |
| Provision for income taxes |  | 4,245 |  | 1,318 |  | 1,914 |  | 732 |  | 484 |
| Net income | \$ | 14,979 | \$ | 2,052 | \$ | 5,932 | \$ | 2,452 | \$ | 1,628 |
| Earnings per share: |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.90 | \$ | 0.12 | \$ | 0.35 | \$ | 0.15 | \$ | 0.10 |
| Diluted | \$ | 0.89 | \$ | 0.12 | \$ | 0.35 | \$ | 0.15 | \$ | 0.10 |
| Weighted average shares outstanding: |  |  |  |  |  |  |  |  |  |  |
| Basic |  | ,864,929 |  | 23,731 |  | 37,037 |  | 548,196 |  | 558,576 |
| Diluted |  | 24,785 |  | 14,833 |  | 773,606 |  | 548,196 |  | 558,576 |

Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, and Subsidiaries

## Consolidated Statements of Operations

(Dollars in thousands, except per share data)


Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, and Subsidiaries Key Metrics

|  | At or for the Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2021 \end{gathered}$ | $\begin{gathered} \hline \text { June 30, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { March 31, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |
| Performance Ratios: |  |  |  |  |  |
| Return on average assets (1) | 3.69\% | 0.52\% | 1.59\% | 0.72\% | 0.50\% |
| Return on average equity (1) | 31.46\% | 4.59\% | 13.95\% | 6.16\% | 4.03\% |
| Net interest rate spread (1) (2) | 4.32\% | 3.92\% | 3.60\% | 3.76\% | 3.50\% |
| Net interest margin (1) (3) | 4.51\% | 4.13\% | 3.84\% | 4.00\% | 3.78\% |
| Non-interest expense to average assets (1) | 3.90\% | 3.72\% | 3.65\% | 3.82\% | 4.29\% |
| Efficiency ratio (4) | 44.10\% | 78.89\% | 61.80\% | 76.94\% | 84.71\% |
| Average interest-earning assets to average interest- bearing liabilities | 138.10\% | 138.89\% | 140.13\% | 133.25\% | 132.04\% |
| Average equity to average assets | 11.71\% | 11.27\% | 11.37\% | 11.77\% | 12.44\% |
| Capital Ratios: |  |  |  |  |  |
| Total capital to risk weighted assets (bank only) | 17.23\% | 16.15\% | 16.08\% | 15.80\% | 15.95\% |
| Tier 1 capital to risk weighted assets (bank only) | 15.98\% | 14.90\% | 14.83\% | 14.54\% | 14.70\% |
| Common equity Tier 1 capital to risk-weighted assets (bank only) | 15.98\% | 14.90\% | 14.83\% | 14.54\% | 14.70\% |
| Tier 1 capital to average assets (bank only) | 10.95\% | 9.98\% | 10.22\% | 10.78\% | 11.19\% |
| Asset Quality Ratios: |  |  |  |  |  |
| Allowance for loan losses as a percentage of total loans | 1.24\% | 1.21\% | 1.16\% | 1.24\% | 1.27\% |
| Allowance for loan losses as a percentage of nonperforming loans | 142.90\% | 157.17\% | 175.63\% | 126.07\% | 127.28\% |
| Net (charge-offs) recoveries to average outstanding loans (1) | (0.18\%) | (0.13\%) | (0.07\%) | (0.02\%) | 0.03\% |
| Non-performing loans as a percentage of total gross loans | 0.87\% | 0.77\% | 0.66\% | 0.99\% | 1.00\% |
| Non-performing loans as a percentage of total assets | 0.69\% | 0.65\% | 0.58\% | 0.86\% | 0.86\% |
| Total non-performing assets as a percentage of total assets | 0.69\% | 0.65\% | 0.58\% | 0.86\% | 0.86\% |
| Total non-performing assets, accruing loans past due 90 days or more, and accruing troubled debt restructured loans as a percentage of total assets | 1.07\% | 1.05\% | 1.01\% | 1.32\% | 1.35\% |
| Other: |  |  |  |  |  |
| Number of offices | 19 | 19 | 19 | 20 | 20 |
| Number of full-time equivalent employees | 217 | 230 | 231 | 236 | 227 |

(1) Annualized where appropriate.
(2) Net interest rate spread represents the difference between the weighted average yield on interest-earning assets and the weighted average rate of interest-bearing liabilities.
(3) Net interest margin represents net interest income divided by average total interest-earning assets.
(4) Efficiency ratio represents noninterest expense divided by the sum of net interest income and noninterest income.

Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, and Subsidiaries

## Loan Portfolio


(1) As of December 31, 2021, September 30, 2021, June 30, 2021, March 31, 2021 and December 31, 2020, business loans include $\$ 136.8$ million, $\$ 195.9$ million, $\$ 241.5$ million, $\$ 132.5$ million, and $\$ 85.3$ million, respectively, of PPP loans.
(2) As of December 31, 2021, September 30, 2021, June 30, 2021, March 31, 2021 and December 31, 2020, consumer loans include $\$ 33.9$ million, $\$ 35.5$ million, $\$ 32.0$ million, $\$ 35.9$ million and $\$ 25.5$ million, respectively, of loans originated by the Bank pursuant to its arrangement with Grain Technologies, LLC.

Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, and Subsidiaries

## Deposits

|  | As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ |  | June 30, 2021 |  | $\begin{gathered} \text { March 31, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { December } \\ 31, \\ 2020 \end{gathered}$ |  |  |
|  | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
|  | (Dollars in thousands) |  |  |  |  |  |  |  |  |  |
| Demand (1) | \$ 274,956 | 22.83\% | \$ 297,777 | 23.85\% | \$ 320,404 | 25.91\% | \$ 242,255 | 21.28\% | \$ 189,855 | 18.44\% |
| Interest-bearing deposits: |  |  |  |  |  |  |  |  |  |  |
| NOW/IOLA accounts | 35,280 | 2.93\% | 28,025 | 2.24\% | 28,996 | 2.35\% | 32,235 | 2.83\% | 39,296 | 3.82\% |
| Money market accounts | 186,893 | 15.51\% | 199,758 | 15.99\% | 172,925 | 13.99\% | 157,271 | 13.81\% | 136,258 | 13.23\% |
| Reciprocal deposits | 143,221 | 11.89\% | 147,226 | 11.79\% | 151,443 | 12.25\% | 137,402 | 12.07\% | 131,363 | 12.76\% |
| Savings accounts | 134,887 | 11.20\% | 142,851 | 11.43\% | 130,430 | 10.55\% | 130,211 | 11.44\% | 125,820 | 12.22\% |
| Total NOW, money market, reciprocal and savings accounts | 500,281 | 41.53\% | 517,860 | 41.45\% | 483,794 | 39.14\% | 457,119 | 40.15\% | 432,737 | 42.03\% |
| Certificates of deposit of $\$ 250 \mathrm{~K}$ or more | 78,454 | 6.51\% | 70,996 | 5.68\% | 74,941 | 6.06\% | 77,418 | 6.80\% | 78,435 | 7.62\% |
| Brokered certificates of deposit (2) | 79,320 | 6.58\% | 83,505 | 6.68\% | 83,506 | 6.76\% | 86,004 | 7.55\% | 52,678 | 5.12\% |
| Listing service deposits (2) | 66,411 | 5.51\% | 66,340 | 5.31\% | 66,518 | 5.38\% | 61,133 | 5.37\% | 39,476 | 3.83\% |
| All other certificates of deposit less than $\$ 250 \mathrm{~K}$ | 205,294 | 17.04\% | 212,783 | 17.03\% | 206,998 | 16.75\% | 214,617 | 18.85\% | 236,398 | 22.96\% |
| Total certificates of deposit | 429,479 | 35.64\% | 433,624 | 34.70\% | 431,963 | 34.95\% | 439,172 | 38.57\% | 406,987 | 39.53\% |
| Total interest-bearing deposits | 929,760 | 77.17\% | 951,484 | 76.15\% | 915,757 | 74.09\% | 896,291 | 78.72\% | 839,724 | 81.56\% |
| Total deposits | \$1,204,716 | $\underline{100.00} \%$ | \$1,249,261 | $\underline{100.00} \%$ | \$ 1,236,161 | $\underline{100.00} \%$ | $\underline{\underline{\text { 1,138,546 }}}$ | $\underline{100.00}$ \% | \$ 1,029,579 | $\underline{100.00} \%$ |

(1) Included in demand deposits are deposits related to net PPP funding.
(2) As of December 31, 2021, September 30, 2021, June 30, 2021, March 31, 2021 and December 31, 2020, there were $\$ 29.0$ million, $\$ 28.9$ million, $\$ 28.9$ million, $\$ 28.8$ million and $\$ 27.0$ million, respectively, in individual listing service deposits amounting to $\$ 250,000$ or more. All brokered certificates of deposit individually amounted to less than $\$ 250,000$.

Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, and Subsidiaries Nonperforming Assets

|  | As of Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { September 31, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2021 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |  |
|  | (Dollars in thousands) |  |  |  |  |  |  |  |  |  |
| Non-accrual loans: |  |  |  |  |  |  |  |  |  |  |
| Mortgage loans: |  |  |  |  |  |  |  |  |  |  |
| 1-4 family residential |  |  |  |  |  |  |  |  |  |  |
| Investor owned | \$ | 3,349 | \$ | 1,669 | \$ | 1,983 | \$ | 2,907 | \$ | 2,808 |
| Owner occupied |  | 1,284 |  | 1,090 |  | 1,593 |  | 1,585 |  | 1,053 |
| Multifamily residential |  | 1,200 |  | 2,577 |  | 955 |  | 946 |  | 946 |
| Nonresidential properties |  | 2,163 |  | 1,388 |  | 1,408 |  | 3,761 |  | 3,776 |
| Construction and land |  | 917 |  | 922 |  | - |  | - |  | - |
| Non-mortgage loans: |  |  |  |  |  |  |  |  |  |  |
| Business |  | - |  | - |  | - |  | - |  | - |
| Consumer |  | - |  | - |  | - |  | - |  | - |
| Total non-accrual loans (not including non-accruing troubled debt restructured loans) | \$ | 8,913 | \$ | 7,646 | \$ | 5,939 | \$ | 9,199 | \$ | 8,583 |
|  |  |  |  |  |  |  |  |  |  |  |
| Non-accruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Mortgage loans: |  |  |  |  |  |  |  |  |  |  |
| 1-4 family residential |  |  |  |  |  |  |  |  |  |  |
| Investor owned | \$ | 234 | \$ | 238 | \$ | 242 | \$ | 246 | \$ | 249 |
| Owner occupied |  | 2,196 |  | 2,200 |  | 2,199 |  | 2,195 |  | 2,197 |
| Multifamily residential |  | - |  | - |  | - |  | - |  | - |
| Nonresidential properties |  | 100 |  | 101 |  | 659 |  | 661 |  | 654 |
| Construction and land |  | - |  | - |  | - |  | - |  | - |
| Non-mortgage loans: |  |  |  |  |  |  |  |  |  |  |
| Business |  | - |  | - |  | - |  | - |  | - |
| Consumer |  | - |  | - |  | - |  | - |  | - |
| Total non-accruing troubled debt restructured loans |  | 2,530 |  | 2,539 |  | 3,100 |  | 3,102 |  | 3,100 |
| Total non-accrual loans | \$ | 11,443 | \$ | 10,185 | \$ | 9,039 | \$ | 12,301 | \$ | 11,683 |
| Total non-performing assets | \$ | $\underline{11,443}$ | \$ | 10,185 | \$ | 9,039 | \$ | $\underline{12,301}$ | \$ | $\underline{11,683}$ |
| Accruing troubled debt restructured loans: |  |  |  |  |  |  |  |  |  |  |
| Mortgage loans: |  |  |  |  |  |  |  |  |  |  |
| 1-4 family residential |  |  |  |  |  |  |  |  |  |  |
| Investor owned | \$ | 3,089 | \$ | 3,121 | \$ | 3,347 | \$ | 3,362 | \$ | 3,378 |
| Owner occupied |  | 2,374 |  | 2,396 |  | 2,431 |  | 2,466 |  | 2,505 |
| Multifamily residential |  | - |  | - |  | , |  | - |  |  |
| Nonresidential properties |  | 732 |  | 738 |  | 755 |  | 750 |  | 754 |
| Construction and land |  | - |  | - |  | - |  | - |  | - |
| Non-mortgage loans: |  |  |  |  |  |  |  |  |  |  |
| Business |  | - |  | - |  | - |  | - |  | - |
| Consumer |  | 二 |  | - |  | - |  | - |  | - |
| Total accruing troubled debt restructured loans | \$ | 6,195 | \$ | 6,255 | \$ | 6,533 | \$ | 6,578 | \$ | 6,637 |
| Total non-performing assets and accruing troubled debt restructured loans | \$ | $\underline{17,638}$ | \$ | 16,440 | \$ | $\underline{15,572}$ | \$ | 18,879 | \$ | $\underline{18,320}$ |
| Total non-performing loans to total gross loans |  | 0.87\% |  | 0.77\% |  | 0.66\% |  | 0.99\% |  | 1.00\% |
| Total non-performing assets to total assets |  | 0.69\% |  | 0.65\% |  | 0.58\% |  | 0.86\% |  | 0.86\% |
| Total non-performing assets and accruing troubled debt restructured loans to total assets |  | 1.07\% |  | 1.05\% |  | 1.01\% |  | 1.32\% |  | 1.35\% |

Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, and Subsidiaries

## Average Balance Sheets

|  | For the Three Months Ended December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  |  |  |  | 2020 |  |  |  |  |
|  | AverageOutstandingBalance |  | Interest |  | Average <br> Yield/Rate (1) | AverageOutstandingBalance |  | Interest |  | Average <br> Yield/Rate (1) |
|  | (Dollars in thousands) |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Loans (2) | \$ | 1,320,635 | \$ | 18,013 | 5.41\% | \$ | 1,164,323 | \$ | 14,070 | 4.81\% |
| Securities (3) |  | 113,826 |  | 566 | 1.97\% |  | 17,205 |  | 154 | 3.56\% |
| Other (4) |  | 43,346 |  | 73 | 0.67\% |  | 47,541 |  | 89 | 0.74\% |
| Total interest-earning assets |  | 1,477,807 |  | 18,652 | 5.01\% |  | 1,229,069 |  | 14,313 | 4.63\% |
| Non-interest-earning assets |  | 134,798 |  |  |  |  | 63,771 |  |  |  |
| Total assets | \$ | 1,612,605 |  |  |  | \$ | 1,292,840 |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| NOW/IOLA | \$ | 29,771 | \$ | 16 | 0.21\% | \$ | 30,752 | \$ | 36 | 0.47\% |
| Money market |  | 340,334 |  | 259 | 0.30\% |  | 247,669 |  | 372 | 0.60\% |
| Savings |  | 137,383 |  | 33 | 0.10\% |  | 123,518 |  | 39 | 0.13\% |
| Certificates of deposit |  | 433,571 |  | 907 | 0.83\% |  | 391,107 |  | 1,422 | 1.45\% |
| Total deposits |  | 941,059 |  | 1,215 | 0.51\% |  | 793,046 |  | 1,869 | 0.94\% |
| Advance payments by borrowers |  | 10,361 |  | 1 | 0.04\% |  | 9,168 |  | 1 | 0.04\% |
| Borrowings |  | 118,692 |  | 654 | 2.19\% |  | 128,617 |  | 769 | 2.38\% |
| Total interest-bearing liabilities |  | 1,070,112 |  | 1,870 | 0.69\% |  | 930,831 |  | 2,639 | 1.13\% |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing demand |  | 320,074 |  | - |  |  | 192,542 |  | - |  |
| Other non-interest-bearing liabilities |  | 33,506 |  | - |  |  | 8,623 |  | - |  |
| Total non-interest-bearing liabilities |  | 353,580 |  | - |  |  | 201,165 |  | - |  |
| Total liabilities |  | 1,423,692 |  | 1,870 |  |  | 1,131,996 |  | 2,639 |  |
| Total equity |  | 188,913 |  |  |  |  | 160,844 |  |  |  |
| Total liabilities and total equity | \$ | 1,612,605 |  |  | 0.69\% | \$ | $\underline{1,292,840}$ |  |  | 1.13\% |
| Net interest income |  |  | \$ | 16,782 |  |  |  | \$ | 11,674 |  |
| Net interest rate spread (5) |  |  |  |  | 4.32\% |  |  |  |  | 3.50\% |
| Net interest-earning assets (6) | \$ | 407,695 |  |  |  | \$ | 298,238 |  |  |  |
| Net interest margin (7) |  |  |  |  | 4.51\% |  |  |  |  | 3.78\% |
| Average interest-earning assets to interest-bearing liabilities |  |  |  |  | 138.10\% |  |  |  |  | 132.04\% |

(1) Annualized where appropriate.
(2) Loans include loans and mortgage loans held for sale, at fair value.
(3) Securities include available-for-sale securities and held-to-maturity securities.
(4) Includes FHLBNY demand account and FHLBNY stock dividends.
(5) Net interest rate spread represents the difference between the weighted average yield on interest-earning assets and the weighted average rate of interest-bearing liabilities.
(6) Net interest-earning assets represent total interest-earning assets less total interest-bearing liabilities.
(7) Net interest margin represents net interest income divided by average total interest-earning assets.

Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, and Subsidiaries

## Average Balance Sheets

|  | For the Years Ended December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  |  |  |  | 2020 |  |  |  |  |
|  | Average Outstanding Balance |  | Interest |  | Average Yield/Rate | Average Outstanding Balance |  | Interest |  | Average Yield/Rate |
|  | (Dollars in thousands) |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Loans (1) | \$ | 1,312,505 | \$ | 65,532 | 4.99\% | \$ | 1,068,785 | \$ | 52,389 | 4.90\% |
| Securities (2) |  | 62,908 |  | 1,267 | 2.01\% |  | 16,473 |  | 515 | 3.13\% |
| Other (3) |  | 51,156 |  | 299 | 0.58\% |  | 53,683 |  | 435 | 0.81\% |
| Total interest-earning assets |  | 1,426,569 |  | 67,098 | 4.70\% |  | 1,138,941 |  | 53,339 | 4.68\% |
| Non-interest-earning assets |  | 89,152 |  |  |  |  | 56,415 |  |  |  |
| Total assets | \$ | 1,515,721 |  |  |  | \$ | 1,195,356 |  |  |  |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| NOW/IOLA | \$ | 30,851 | \$ | 109 | 0.35\% | \$ | 29,792 | \$ | 153 | 0.51\% |
| Money market |  | 310,611 |  | 1,168 | 0.38\% |  | 207,454 |  | 1,869 | 0.90\% |
| Savings |  | 133,244 |  | 146 | 0.11\% |  | 118,956 |  | 148 | 0.12\% |
| Certificates of deposit |  | 430,164 |  | 4,244 | 0.99\% |  | 379,276 |  | 6,576 | 1.73\% |
| Total deposits |  | 904,870 |  | 5,667 | 0.63\% |  | 735,478 |  | 8,746 | 1.19\% |
| Advance payments by borrowers |  | 10,106 |  | 4 | 0.04\% |  | 8,463 |  | 4 | 0.05\% |
| Borrowings |  | 121,319 |  | 2,581 | 2.13\% |  | 121,193 |  | 2,619 | 2.16\% |
| Total interest-bearing liabilities |  | 1,036,295 |  | 8,252 | 0.80\% |  | 865,134 |  | 11,369 | 1.31\% |
| Non-interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| Non-interest-bearing demand |  | 287,008 |  | - |  |  | 164,555 |  | - |  |
| Other non-interest-bearing liabilities |  | 17,763 |  | 二 |  |  | 6,603 |  | - |  |
| Total non-interest-bearing liabilities |  | 304,771 |  | 二 |  |  | 171,158 |  | - |  |
| Total liabilities |  | 1,341,066 |  | 8,252 |  |  | 1,036,292 |  | 11,369 |  |
| Total equity |  | 174,655 |  |  |  |  | 159,064 |  |  |  |
| Total liabilities and total equity | \$ | 1,515,721 |  |  | 0.80\% | \$ | 1,195,356 |  |  | 1.31\% |
| Net interest income |  |  | \$ | 58,846 |  |  |  | \$ | 41,970 |  |
| Net interest rate spread (4) |  |  |  |  | 3.90\% |  |  |  |  | 3.37\% |
| Net interest-earning assets (5) | \$ | $\xrightarrow{390,274}$ |  |  |  | \$ | $\underline{273,807}$ |  |  |  |
| Net interest margin (6) |  |  |  |  | 4.13\% |  |  |  |  | 3.69\% |
| Average interest-earning assets to |  |  |  |  |  |  |  |  |  |  |
| interest-bearing liabilities |  |  |  |  | 137.66\% |  |  |  |  | 131.65\% |

(1) Loans include loans and mortgage loans held for sale, at fair value.
(2) Securities include available-for-sale securities and held-to-maturity securities.
(3) Includes FHLBNY demand account and FHLBNY stock dividends.
(4) Net interest rate spread represents the difference between the weighted average yield on interest-earning assets and the weighted average rate of interest-bearing liabilities.
(5) Net interest-earning assets represent total interest-earning assets less total interest-bearing liabilities.
(6) Net interest margin represents net interest income divided by average total interest-earning assets.

Ponce Financial Group, Inc., as the successor by merger with PDL Community Bancorp, and Subsidiaries Other Data

|  | As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { December 31, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2021 \\ \hline \end{gathered}$ |  | June 30, 2021 |  | $\begin{gathered} \hline \text { March 31, } \\ 2021 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |  |
| Other Data |  |  |  |  |  |  |  |  |  |  |
| Common shares issued |  | 18,463,028 |  | 18,463,028 |  | 18,463,028 |  | 18,463,028 |  | 18,463,028 |
| Less treasury shares |  | 1,037,041 |  | 1,132,086 |  | 1,135,086 |  | 1,444,776 |  | 1,337,059 |
| Common shares outstanding at end of period |  | $\underline{\text { 17,425,987 }}$ |  | 17,330,942 |  | $\underline{\text { 17,327,942 }}$ |  | $\underline{\text { 17,018,252 }}$ |  | $\underline{\text { 17,125,969 }}$ |
|  |  |  |  |  |  |  |  |  |  |  |
| Book value per share | \$ | 10.86 | \$ | 10.03 | \$ | 9.92 | \$ | 9.47 | \$ | \$ 9.32 |
| Tangible book value per share | \$ | 10.86 | \$ | 10.03 | \$ | 9.92 | \$ | 9.47 |  | \$ 9.32 |

