NewtekOne®

NASDAQ: NEWT

Third Quarter 2026
Financial Results Conference Call
October 28, 2026

Hosted and Presented by:
Barry Sloane, President & CEO
Frank M. DeMaria, EVP & CFO

Investor Relations
Bryce Rowe
browe@newtekone.com
(212) 273-8292

Note Regarding Forward-Looking Statements

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Certain statements in this presentation and made during this conference call include statements about the plans and future prospects for NewtekOne, Inc and consolidated subsidiaries (the "Company") and our industry that are "forward looking statements" within the meaning of the Private Securities Litigation and Reform Act of 1995. These forward looking statements are based on the current beliefs and expectations of the Company's management and are subject to significant risks and uncertainties. Actual results may differ materially from those set forth in the forward-looking statements. In addition, forecasts and guidance, including with respect to earnings per share, reflect risks, uncertainties and assumptions with respect to facts and circumstances that are beyond our control, in particular interest rates, monetary policy and prevailing economic conditions during the relevant periods, any of which may differ materially from our assumptions about the applicable period, causing our actual operating results to differ materially from the stated guidance. See "Note Regarding Forward-Looking Statements" and the sections entitled "Risk Factors" in our filings with the Securities and Exchange Commission which are available on NewtekOne's website (https://investor.newtekbusinessservices.com/sec-filings) and on the Securities and Exchange Commission's website (www.sec.gov). Any forward looking statements made by or on behalf of NewtekOne speak only as to the date they are made, and NewtekOne does not undertake to update forward looking statements to reflect the impact of circumstances or events that arise after the date the forward looking statements were made.

Note: Non-GAAP financial measure; reconciliation of non-GAAP financial measures to the most comparable GAAP measures are set forth starting on page 31.

3Q26 Highlights

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- **3Q26 basic and diluted EPS of $0.34**
- **Reiterate 2026 EPS guidance range of $1.70-$1.80.**
- **"Up and to the right" pattern in book value and tangible book value intact.**
  - Book value/share ("BV/share") and tangible book value/share[1] ("TBV/share") ended 3Q26 at $12.80 and $12.30, respectively.
  - TBV/share up 10% Y/Y and 78% since Jan. '23 conversion to financial holding company.
- **Continue to capture operating leverage.**
  - On a year-over-year basis, 3Q26 and year-to-date ("YTD") operating expenses were flat and up 3.7%, respectively, on asset growth of 47%.
- **Deposits more than doubled Y/Y for the second consecutive quarter.**
  - In 15 quarters, we have grown Newtek Bank's deposits from $142 million to $2.6 billion.
  - Non-affiliate business deposits increased Q/Q and Y/Y by $13 million and $109 million, or 4% and 48%, respectively.
  - Core consumer deposits climbed Q/Q and Y/Y by $231 million and $1.1 billion, or 13% and 126%, respectively.
- **Loan originations up Y/Y.**
  - YTD loan originations of $1.2 billion are up 12% Y/Y; SBA 7(a) and longer-amortizing C&I ("C&I LA") loan originations comprise 56% and 20%, respectively, of YTD originations.
  - For the SBA's fiscal year ending September 30, 2026, Newtek Bank ranked number one by number of SBA 7(a) loans approved and number two by dollars approved.

[1]Note: Non-GAAP financial measure; reconciliation of non-GAAP financial measures to the most comparable GAAP measures are set forth starting on page 31.

One integrated platform built over 28 years to serve the 36 million US SMBs through five fully digital solutions without the use of traditional bankers, brokers, or BDOs

Technology-driven, scaled ecosystem for SMBs

28 years
in business

3+ years
as an OCC-chartered, digital-direct bank

Banking | Lending | Insurance

Payments | Payroll

Patented and proprietary capabilities

NewTracker®
patented prospect-management infrastructure + single CRM

Newtek Advantage® *(patent pending)*
single pane of glass delivering the full product suite

Unique, low-cost customer acquisition engine

600 – 800
unique business referrals per day

$0
cost per referral[3]

80,000+
users on the platform

2.5m referrals
proprietary database collected over 20 years

Tenured and scaled SMB loan originator and servicer

$1.5bn
LTM total funded originations[2]
3,507 Units

$787m
LTM SBA 7(a) originations[2]
3,337 Units

#1
SBA 7(a) lender by number approved[1]

S&P-Rated Servicer
servicing $5bn, includes loans serviced for FDIC and National Credit Union Administration

Frictionless digital account opening infrastructure, gaining momentum

$2.5bn
deposits at Q3 '26

47.2k
deposit accounts with zero branches

62%
of lending clients opened a business deposit account since 2023

Robust, flexible financial return profile

$291.2m
LTM revenue[2]

$54.0m
LTM net income[2]

15.8%
LTM ROATCE[2]

1.89%
LTM ROAA[2]

(1) Data per SBA 7(a) Lender Report, SBA fiscal year 2026 ending September 30, 2026
(2) LTM is the twelve months ended 9/30/2026; Loan originations reflect funded amounts; Revenue represents net interest income plus fee income
(3) Partners paid only on successful closing / account opening

NewtekOne's EcoSystem: Five Solutions Built around the SMB

NewtekOne® NASDAQ:NEWT

BANKING

Business checking / savings and consumer savings accounts
Branchless, digital-direct bank

$2.5bn total deposits

111.6k / 35.6k business / consumer deposit accounts

LENDING

SBA 7(a), SBA 504, C&I LA and conventional C&I / CRE

$1.5bn+ LTM originations[1]

#1 SBA 7(a) lender by loan count[2]

INSURANCE

50-state retail and wholesale agency offering key-person life and P&C insurance

25% life insurance attach on lending clients

#~7,500 policies in force (1.5k bound YTD '26)

PAYMENTS

Card Processing, ACH, check approval, and point-of-sale

$5.2bn payments processed in 2025

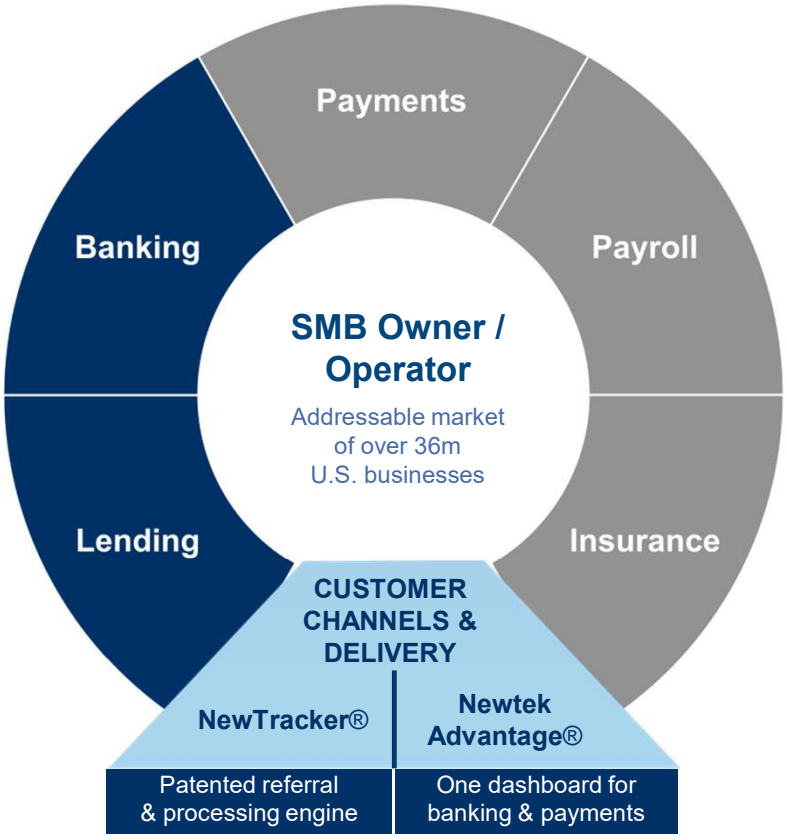
~10,000 open merchant accounts

PAYROLL

Payroll management, payments and tax reporting

~1,000 payroll clients

~20,000 employees paid



(1) LTM is the twelve months ended 9/30/2026
(2) Data per SBA 7(a) Lender Report, SBA fiscal year 2026 ending September 30, 2026

NewtekOne's EcoSystem: SMB Value Proposition - "The Newtek Advantage"

NewtekOne
NASDAQ:NEWT

One integrated platform for SMBs to grow revenue, reduce expenses, and reduce risk

GROW BUSINESS OWNER REVENUES

Capital to grow
- Up to $15m per relationship, with long-amortization loan structures and no restrictive standard bank covenants, so cash flow funds expansion

Payments
- Accept every way a customer pays, on NewtekOne's own merchant acquiring platform: card, contactless and mobile wallets, ACH, digital invoicing and recurring billing

E-commerce
- Tailored secure end-to-end e-commerce platforms

REDUCE BUSINESS OWNER RISK

Insurance offered inside lending application
- Key-person life, flood and P&C placed in the loan workstream, so closing conditions are met without a separate application

Deposits
- A federally chartered, FDIC-insured operating account, not a partner-bank arrangement

One accountable provider
- 24/7/365 live US support by phone, chat,and US staff on camera, with no handoff between the processor and bank



REDUCE BUSINESS OWNER EXPENSES

Payroll
- Guaranteed 15-20% processing savings vs. national payroll bureaus, billed direct to the client
- Same-day employee payment when payroll is paired with a Newtek Bank fee-free business checking account

Banking
- A truly zero-fee structure: free ACH and wires, bill pay, no statement or maintenance fees, and no minimums to open an account

Insurance
- Free premium and coverage evaluation or validation for existing or prospective clients at no charge on commercial P&C and personal lines, with no separate broker to manage

ONE PLATFORM, REAL-TIME DATA

One onboarding
- A single application opens banking, payments, lending, payroll and insurance, with accounts opened in as little as one business day

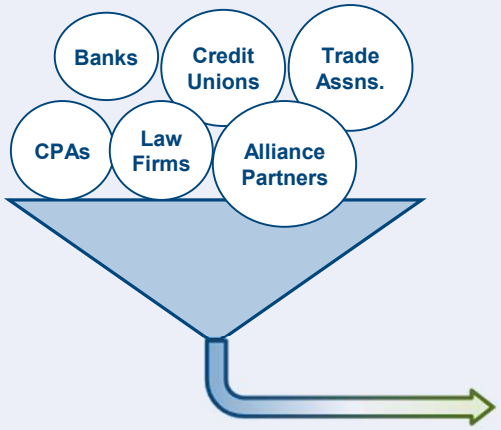
Real-time view
- Balances, card batches, chargebacks, ACH and Fed wires visible daily in Newtek Advantage®

Owner analytics
- Transaction history signals capital needs early, plus free document storage and QuickBooks® integration

NewtekOne: A Powerful Technology Driven Engine

NewtekOne NASDAQ:NEWT

1 · REFERRALS IN



600 – 800
unique referrals per day

- No branches, bankers, or brokers
- Hundreds of alliance partners
- Referral partners paid only on closed accounts – no cost for referrals
- Includes influencers sourcing referrals at no cost to Newtek

2 · NEWTRACKER® – THE PATENTED ENGINE



One application, one CRM
Opens any product and is the single CRM across all five solutions

Real-time tracking
Partners follow every referral through to close

AI intake
AI populates intake, underwriting and account-opening forms, as well as the credit memo

~2.5m referrals
identified over 20 years in a proprietary database

Core integration
Connection with third-party cores allows partner banks to transfer client data from their own core

Underwriting & Compliance
Provides real-time status review, compliance and oversight for alliance partners

3 · PRODUCTS

- Banking
- Lending
- Payments
- Insurance
- Payroll

One application opens any of the five solutions with simultaneous quotes

~1.5
average products per customer[1]

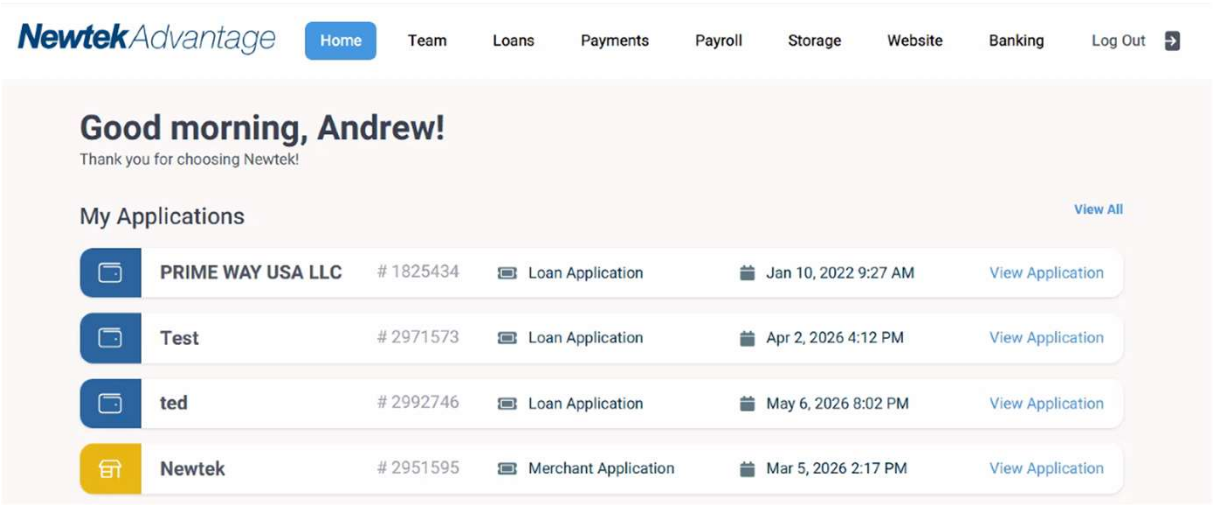
EXAMPLE PRODUCT BUNDLE – TRIPLE PLAY:
- Instant Line of Credit
- Instant Merchant Account
- Approved Bank Account

Twenty years of referral data feeding an AI-assisted intake that underwrites, opens accounts, and cross-sells within a single application

(1) Excludes consumer deposit accounts

The Newtek Advantage® : A Single Pane of Glass

NewtekOne® NASDAQ:NEWT



PROVEN ACCOLADES

4.9 / 5

NewtekOne on Trustpilot[1]

354 reviews – 96% five-star

4.5 / 5

Newtek Bank on Trustpilot[1]

470 reviews – 86% five-star
Above bank average of 2.5

SBA U.S. Small Business Administration — #1 SBA 7(a) lender by number of loans approved, FY2026 YTD

Trustpilot — #1 payroll provider; #2 in payments

BBB — A+ Better Business Bureau rating

★ ★ ★ ★ — 4 stars on DepositAccounts.com, compared to <2 stars Chase, Bank of America, Wells Fargo[3]

KEY CLIENT BENEFITS

Digital-first entry

- One secure onboarding unlocks banking, payments, lending, payroll and insurance
- Accounts can be opened within one business day and with no physical branch
- A named relationship manager anchors the experience and connects the customer to the right specialist

Real-Time Payments clarity

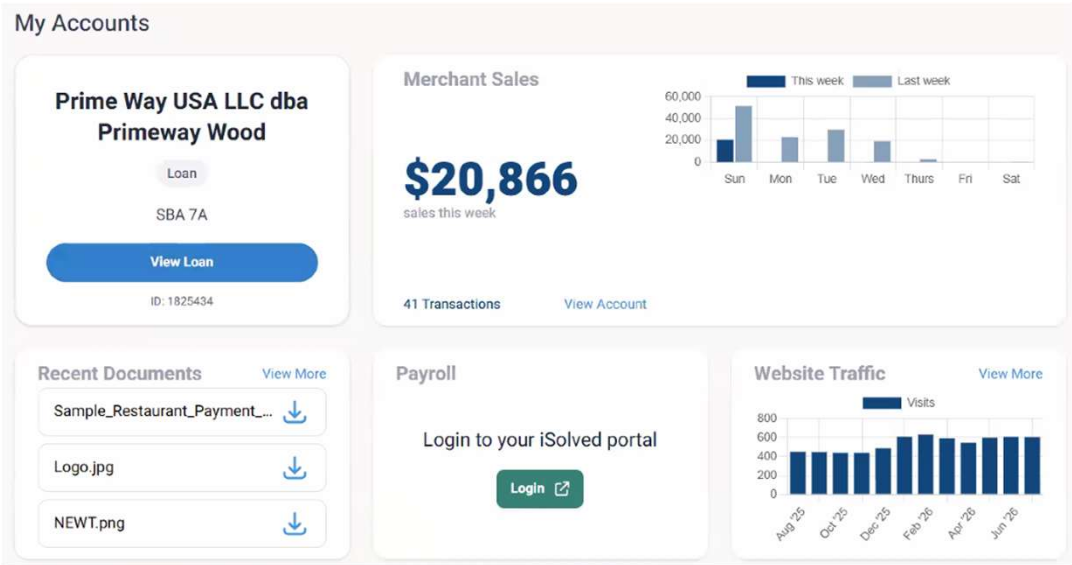
- Faster settlement with real-time visibility, card processing, and chargeback data
- FedNow receiver
- Zelle for Business to be installed by end of Sept.
- Same day payroll solutions and funding for merchant services

Complete financial picture

- Live view of cash flow, payments, loans, banking, and payroll
- On-camera access **24 / 7 / 365 to U.S.-based solution specialists** across all business lines
- Visibility across financial and operating activity

Value beyond banking

- Unlimited document storage
- Website traffic analytics
- Two-way QuickBooks® integration — reverse data flow into the dashboard



(1) Trustpilot scores and review counts as most recently published, (2) Coleman Report, February 2026, (3) positAccounts.com, September 2026

The NewTracker Platform at a Glance

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Staff
Sales, underwriting, operations

Clients
Small businesses

Referral partners
Partners and ISOs

Applicants
Guided applications

Developers
Partner API clients

↓ secure sign-in: Microsoft Entra SSO · API tokens · applicant sessions · MFA

NewTracker · one codebase, built and owned by Newtek

Employee portal	**Client portal**	**Partner portal**	**Guided application flows**	**Developer API and webhooks**
Referrals and CRM	**Lending and SBA**	**Bank accounts and credit lines**	**Merchant services**	**Payroll**
Insurance	**Documents and e-sign**	**AI services**	**Communications**	**Workflow engine** Events, job queues, scheduler

Main database
MariaDB

Cache
Redis

Document storage
Azure Blob

Merchant database
NMS

⇄ VENDOR SYSTEMS

Bank core and ledger
Fiserv and PCFS

Online banking
Apiture

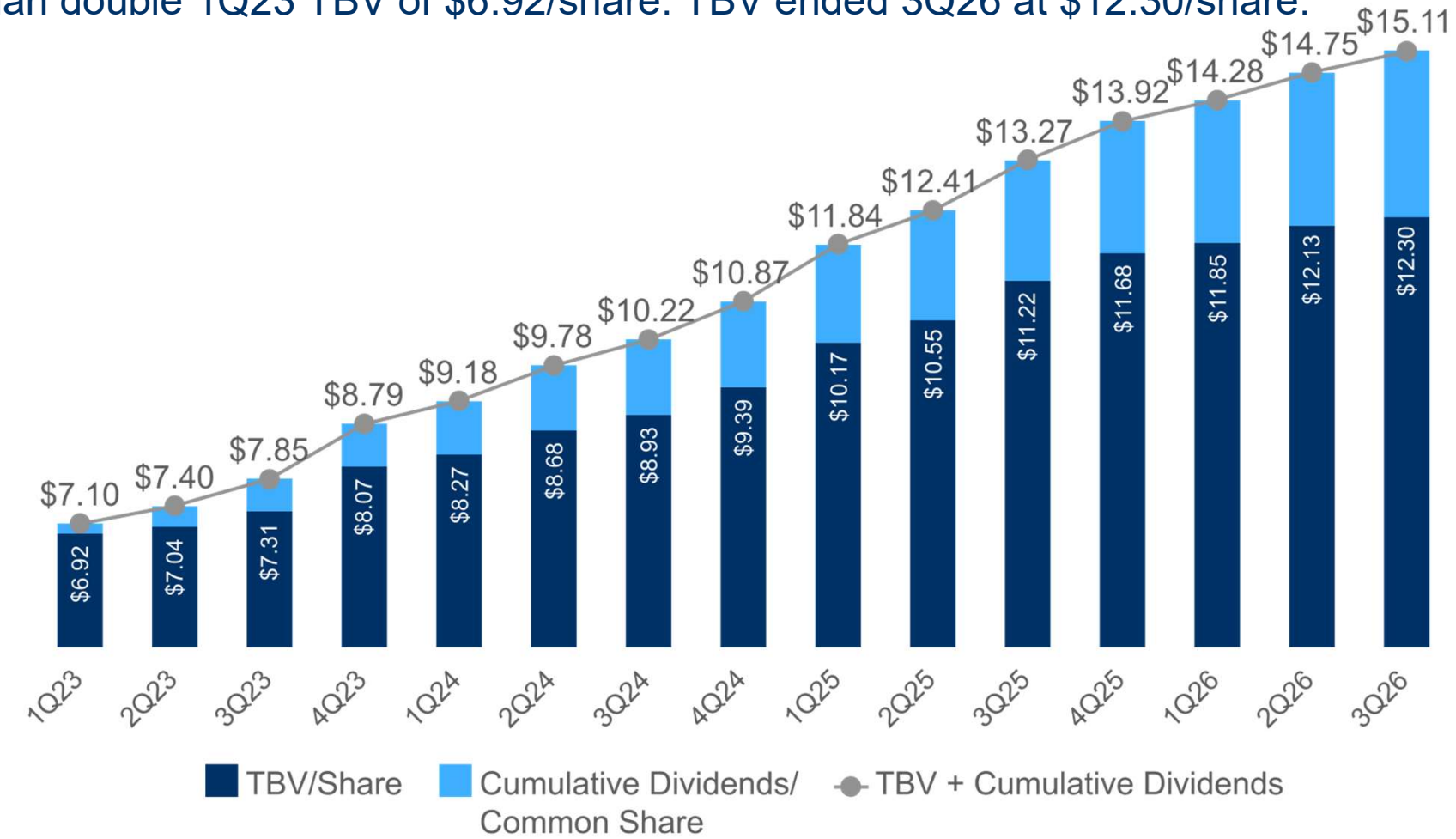
Card processing
First Data / Fiserv North

50+ other services
Identity, credit, SBA, payments, payroll, insurance, e-sign, AI, comms

Tangible Book Value per Share Growth

NewtekOne NASDAQ:NEWT

- BV/share ended 3Q26 at $12.80, up 1.3% Q/Q and 9.2% Y/Y.
- TBV/share[1] increased 1.4% Q/Q and 9.6% Y/Y.
- TBV/share is up 77.7% in 14 quarters since converting to technology-enabled financial holding company in January 2023.
- Including $2.81/share of cumulative common dividends declared and $5.38/share of TBV growth since conversion, NewtekOne has delivered $8.19/share to shareholders, more than double 1Q23 TBV of $6.92/share. TBV ended 3Q26 at $12.30/share.

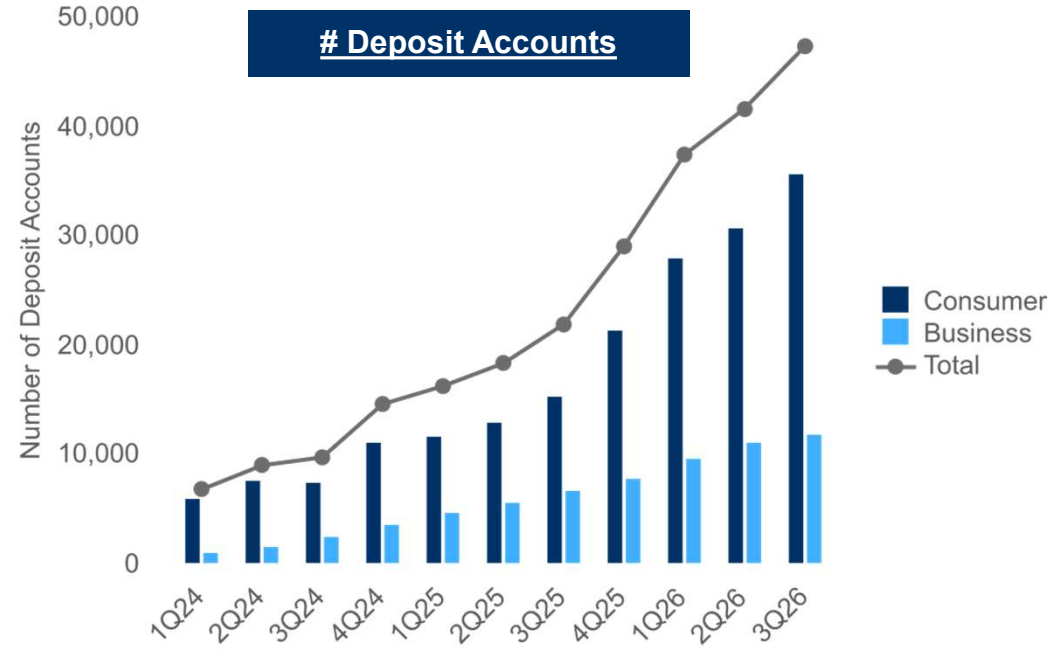


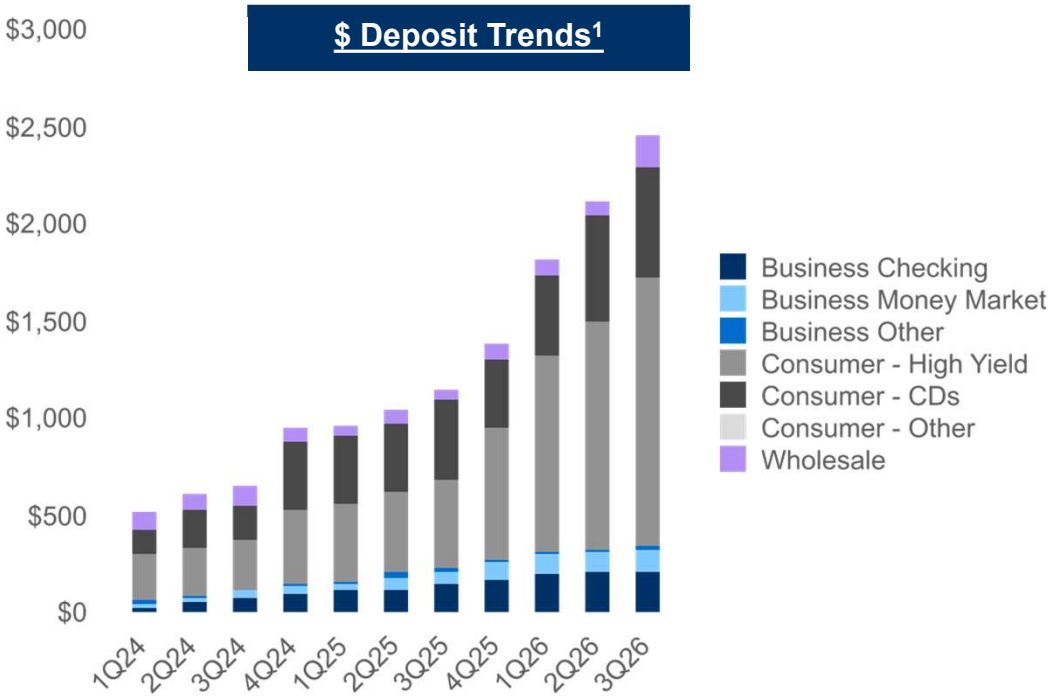
[1]*Note: Non-GAAP financial measure; reconciliation of non-GAAP financial measures to the most comparable GAAP measures are set forth starting on page 31.*

Deposit Growth

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- **Q/Q $ Deposit changes**
  - Non-Affiliate Business: +$13 million (+4%)
  - Core Consumer: +$231 million (+13%)
  - Wholesale: +$93 million
- **Y/Y $ Deposit changes**
  - Non-Affiliate Business: +$109 million (+48%)
  - Core Consumer: +$1,087 million (+126%)
  - Wholesale: +$109 million
- **Q/Q # Deposit accounts**
  - Business: +711 accounts
  - Core Consumer: +5,037 accounts
- **# Deposit accounts**
  - Business: 11,646 accounts
  - Core Consumer: 35,589 accounts
- Consumer and commercial depositors receive competitive market rates on deposits; commercial customers also get our business portal, The Newtek Advantage®, that helps them manage their businesses, allows them to send and receive money using real-time payments, provides data analytics and transactional capabilities.
- Newtek Bank loans/deposits = 95%; insured = 79%





[1] Deposits exclude affiliate/internal deposits of $54M for 1Q24, $56M for 2Q24, $101M for 3Q24, $91M for 4Q24, $108M for 1Q25, $91M for 2Q25, $136M for 3Q25, $134M for 4Q25, $126M for 1Q26, $107M for 2Q26, and $90M for 3Q26

Status of Three Active C&I LA Loan Securitizations

NewtekOne NASDAQ:NEWT

- Outstanding loan balances and securitization notes outstanding in our oldest outstanding ALP securitization (2024-1) have declined by 34% and 50%, respectively.
- Outstanding loan balances and securitization notes outstanding in the 2025-1 securitization that closed in April 2025 have declined by 11% and 21%, respectively.
- Outstanding loan balances and securitization notes outstanding in the 2026-1 securitization that closed in January 2026 have declined by 11% and 17%, respectively.
- Growing overcollateralization positions over time.

Securitization	2026 - 1	2025 - 1	2024 - 1
Initial ALP Loan Balances	$342.0	$216.0	$190.5
Outstanding Loan Balances as of 9/30/26	$305.5	$192.5	$125.5
Notes Initially Issued in Securitization	$295.0	$184.4	$154.3
Securitization Notes Outstanding*	$246.0	$146.2	$77.2
Initial Overcollateralization	$47.0	$31.6	$36.2
Current Overcollateralization	$59.5	$46.3	$48.3
With JV Partner?	No	No	Yes

$ in millions

**Notes: Remaining notes in securitization are estimates.*

Newtek Bank, N.A. Financial Highlights

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Financial Performance	3Q25	4Q25	1Q26	2Q26	3Q26
Return on Average Assets	3.68 %	2.68 %	4.34 %	4.90 %	3.65 %
Return on Average Equity	32.0 %	23.9 %	47.8 %	59.4 %	44.1 %
Return on Average Tangible Common Equity	35.4 %	27.7 %	51.6 %	63.5 %	45.8 %
Efficiency Ratio	46.8 %	48.5 %	40.0 %	37.0 %	38.0 %
Margin Trends	**3Q25**	**4Q25**	**1Q26**	**2Q26**	**3Q26**
Net Interest Income ($000s)	18,325	20,362	20,395	25,327	31,013
Net Interest Margin (NIM)	5.40 %	5.32 %	4.35 %	4.55 %	4.84 %
Cost of Deposits	3.76 %	3.60 %	3.71 %	3.62 %	3.81 %
Sequential Quarterly Growth	**3Q25**	**4Q25**	**1Q26**	**2Q26**	**3Q26**
Loans	15 %	12 %	20 %	22 %	22 %
Business Deposits	3 %	16 %	17 %	5 %	4 %
Core Consumer Deposits	12 %	19 %	38 %	21 %	13 %
Capital & Credit	**3Q25**	**4Q25**	**1Q26**	**2Q26**	**3Q26**
Tier 1 Capital Ratio	13.0 %	12.1 %	11.1 %	11.5 %	10.6 %
Total Risk-Based Capital Ratio	14.3 %	13.4 %	12.4 %	12.7 %	11.8 %
Leverage Ratio	11.2 %	10.3 %	9.1 %	8.6 %	8.4 %
Accruing Loans Past Due 30+ Days[1] / Loans	2.18 %	1.95 %	1.86 %	3.74 %	3.25 %
Accruing Loans PD 30+ Days[1] / Loans (ex-gov't gtds)	2.86 %	2.56 %	2.39 %	3.99 %	2.76 %
Nonaccruals / Total Loans	5.82 %	6.11 %	5.62 %	7.00 %	10.38 %
Nonaccruals / Total Loans (ex-gov't gtds)	5.69 %	5.43 %	4.36 %	4.14 %	3.97 %
ACL / Ungtd Loans HFI	5.73 %	5.38 %	5.10 %	5.31 %	5.18 %

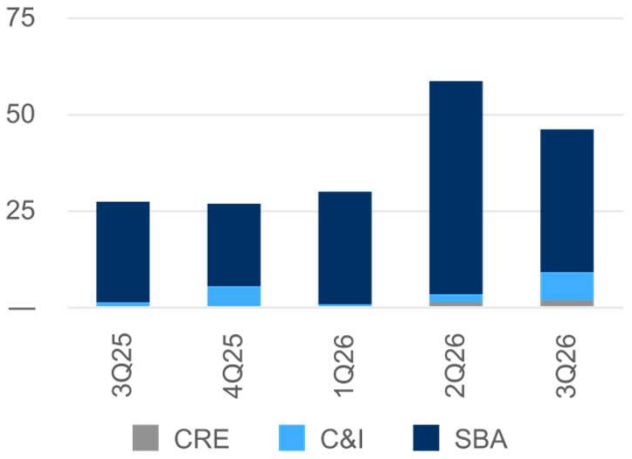
Note: Reconciliation of non-GAAP financial measures to the most comparable GAAP measures are set forth starting on page 31.

[1] Accruing loans past due 30+ days includes loans 90+ days past due and still accruing

Newtek Bank, N.A. Credit Quality Overview

	3Q25	4Q25	1Q26	2Q26	3Q26
30 days+ past due and accruing/ Total Loans (excluding Gtd's)*	2.86%	2.56%	2.39%	3.99%	2.76%
NPLs/ Total Loans (excluding Gtd's)*	5.69%	5.43%	4.36%	4.14%	3.97%
ACL / Loans HFI	5.42%	5.04%	4.73%	4.63%	4.36%
ACL/ Loans HFI (excluding Gtd's)*	5.73%	5.38%	5.10%	5.31%	5.18%

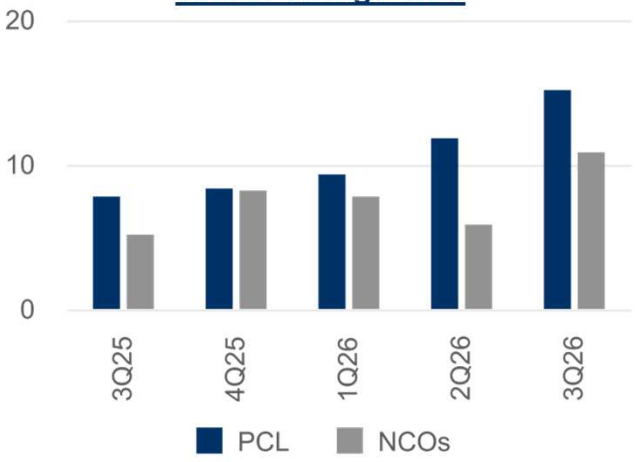
Loans HFI 30 Days+ Past Due, Accruing*



NPLs HFI*



Provision for Credit Losses vs Net Charge-Offs



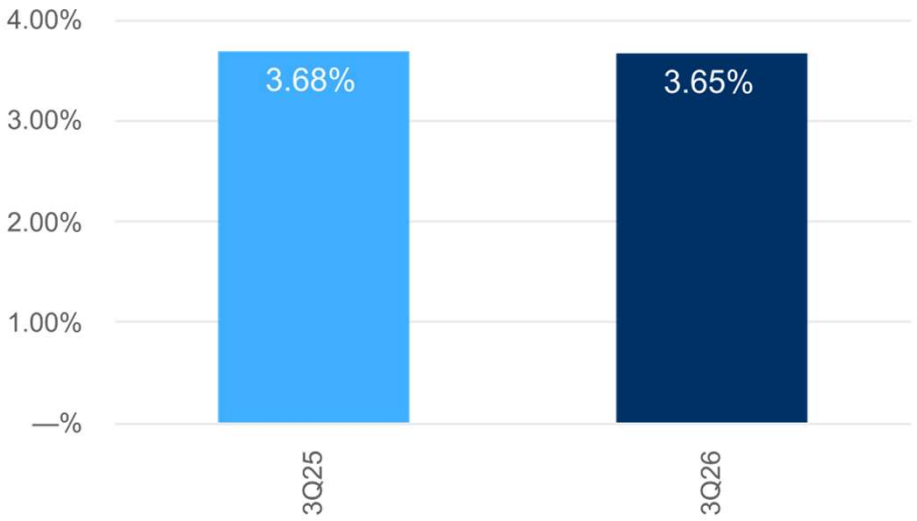
$ in millions

**Note: Guaranteed SBA 7(a) loans excluded from calculation.*

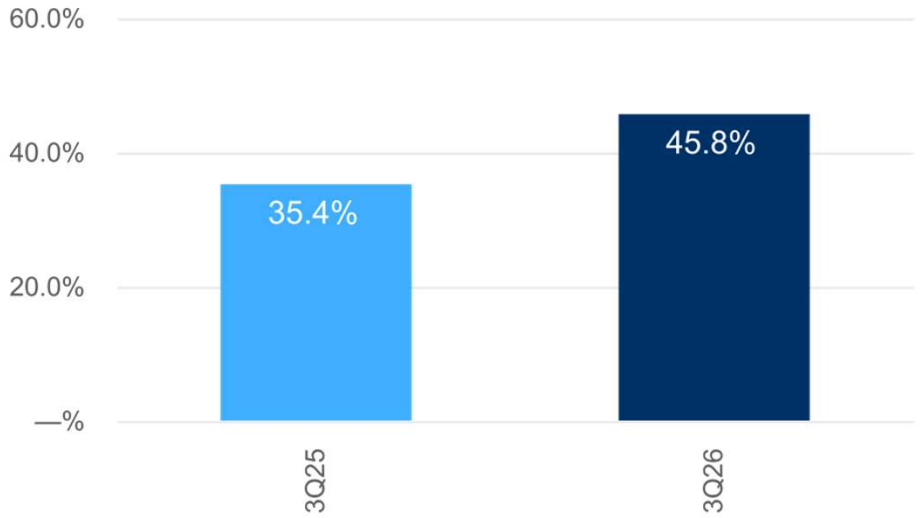
Newtek Bank - Quarterly Profitability Snapshot

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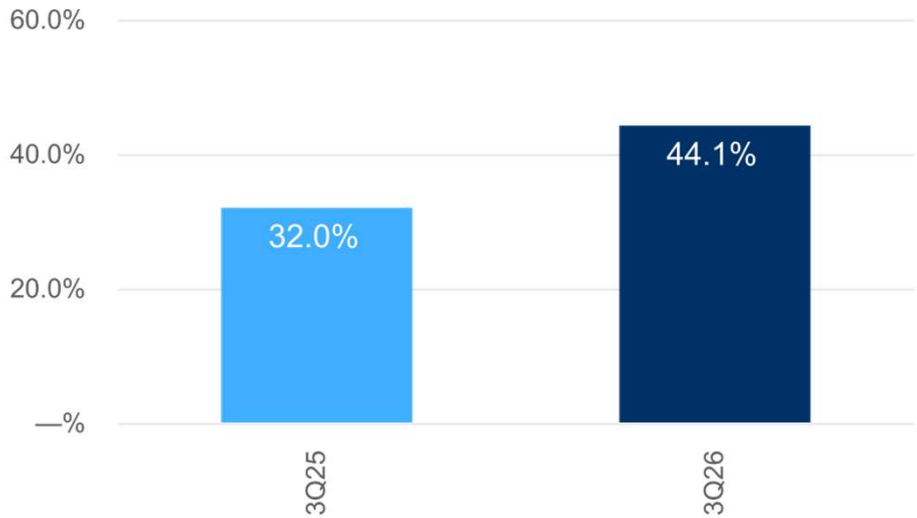
Return on Avg. Assets[1] - 3Q25 vs. 3Q26



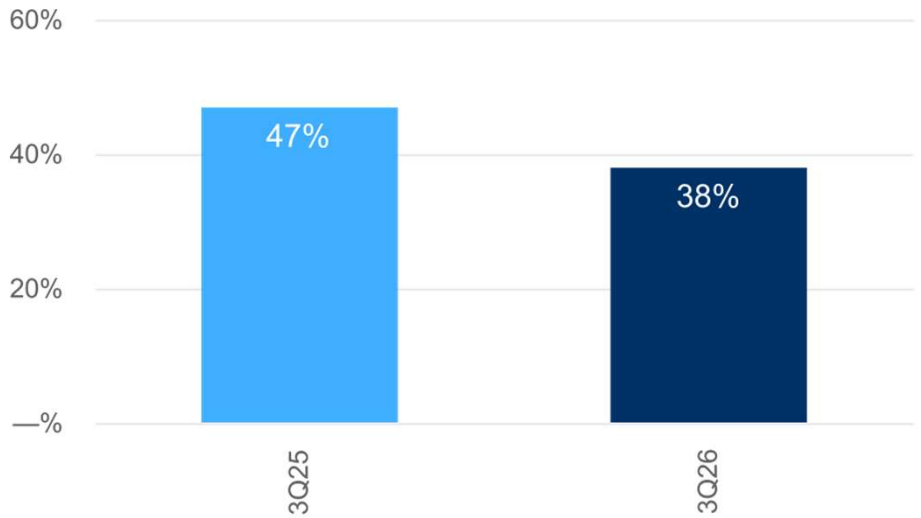
Return on Avg. Tangible Common Equity[1] - 3Q25 vs. 3Q26



Return on Avg. Equity[1] - 3Q25 vs. 3Q26



Operating Efficiency Ratio[1] - 3Q25 vs. 3Q26



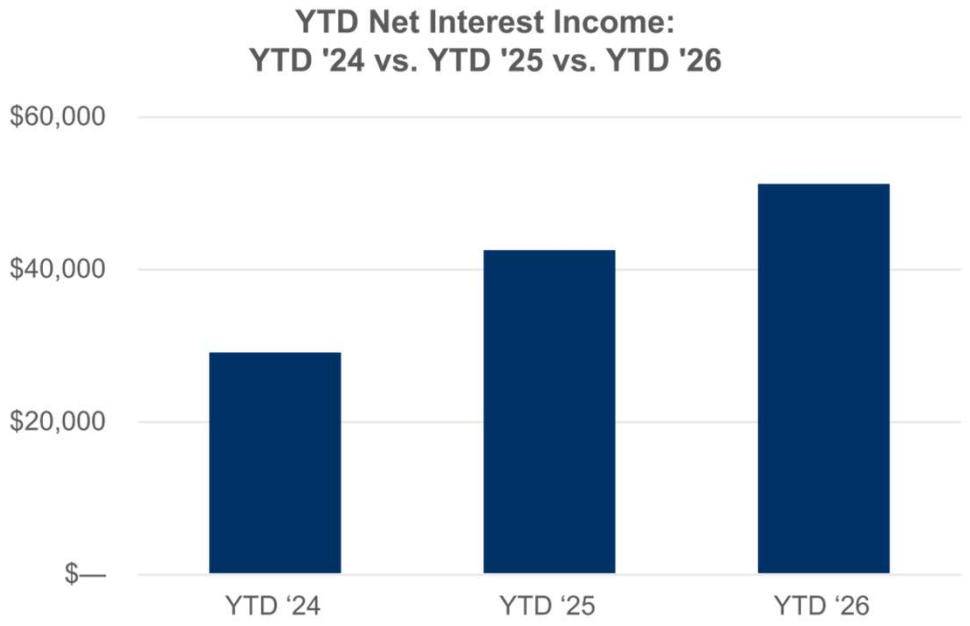
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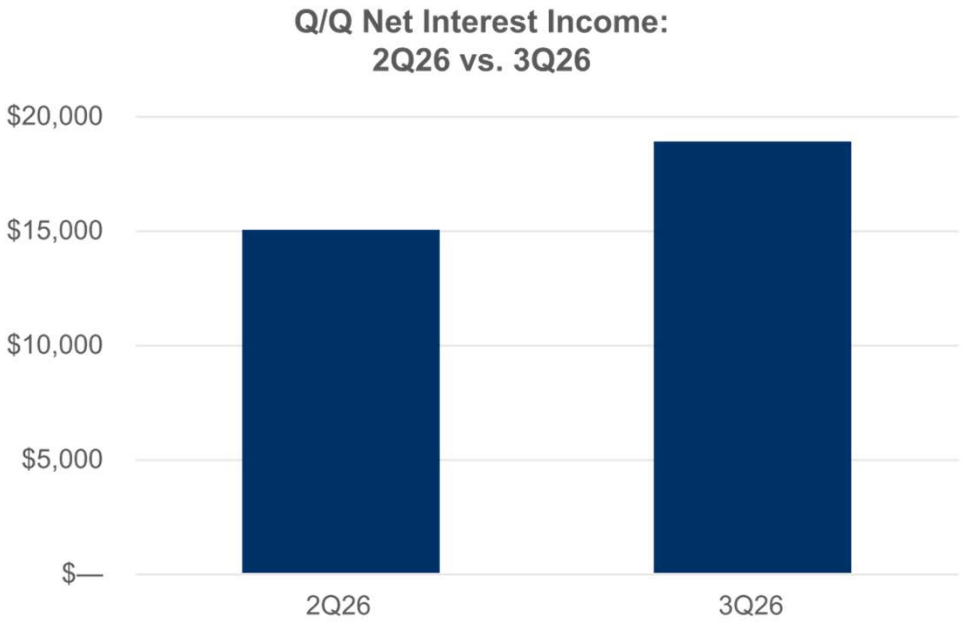
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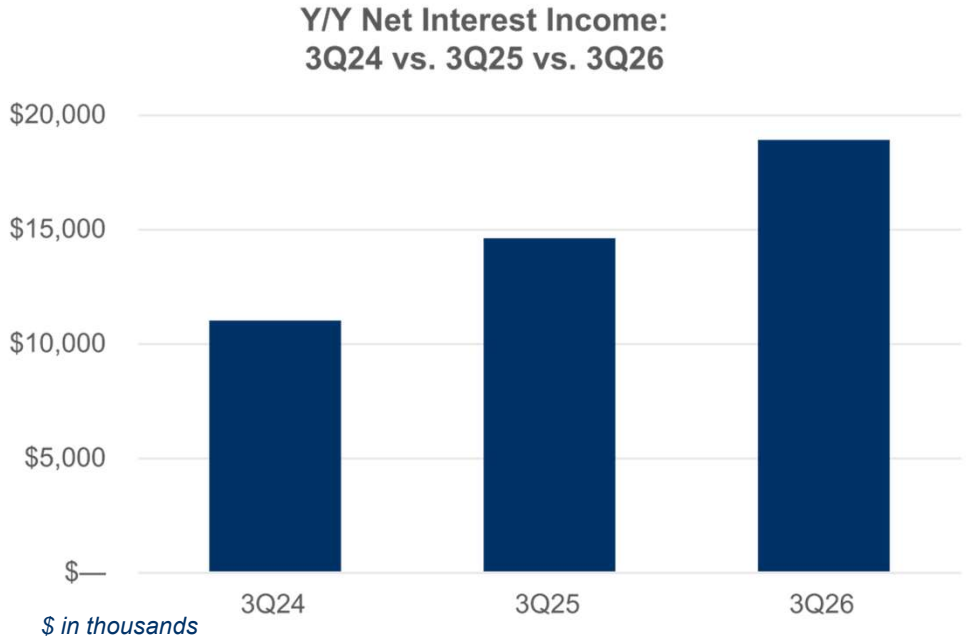
Frank M. DeMaria, EVP & CFO

Net Interest Income

- NewtekOne's 3Q26 net interest income of $18.9 million increased 30% Y/Y and 26% Q/Q.
- NewtekOne's YTD '26 net interest income of $51.1 million increased 20% compared to YTD '25 net interest income.
- NewtekOne's 3Q26 and YTD '26 net interest income comprised 26% and 23% of revenue, respectively, compared to 19% and 20% for 3Q25 and YTD '25.







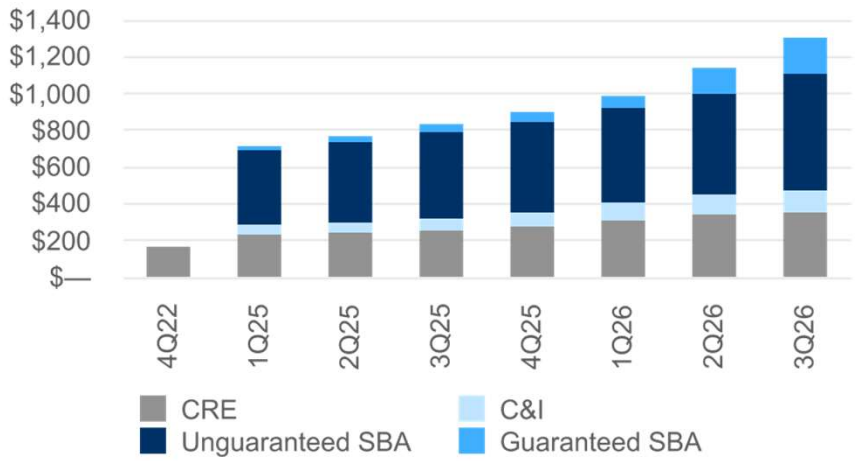
$ in thousands

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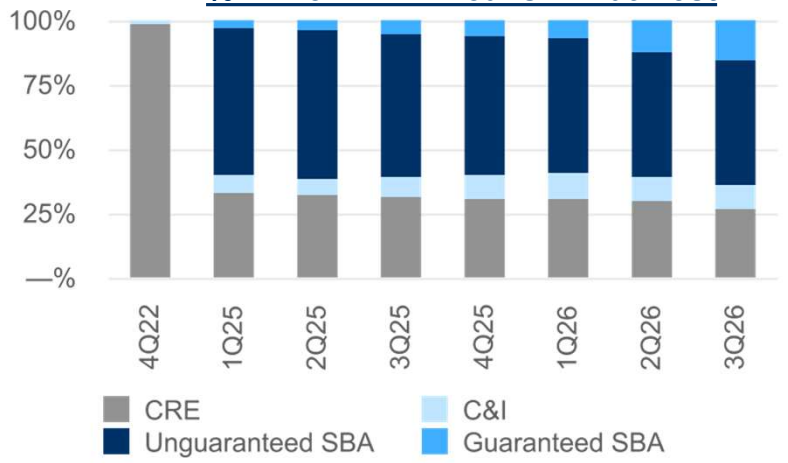
Newtek Bank Loans HFI at Cost

- Newtek Bank began originating SBA 7(a) loans in 2Q23.
- The SBA 7(a) allowance for credit losses (ACL) comprises 89% of the Bank's ACL.
- SBA 7(a) ACL / SBA 7(a) loans HFI (ex-gov't gtd loans) = 8.08% as of September 30, 2026.

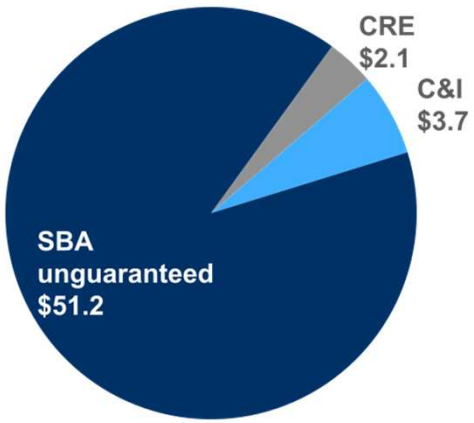
$ Mix of NBNA Loans HFI at Cost



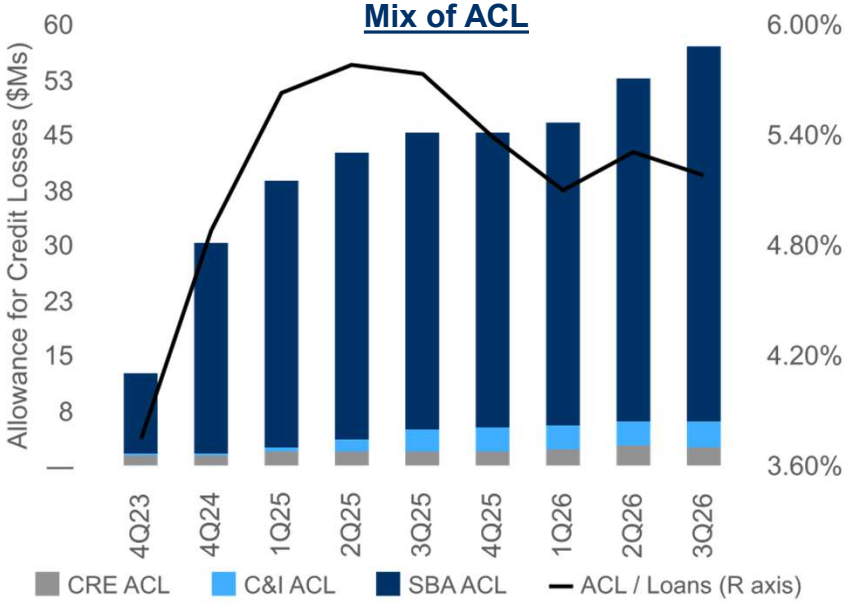
% Mix of NBNA Loans HFI at Cost



Mix of NBNA Allowance for Credit Losses



Mix of ACL



$ in millions

What Makes NewtekOne Unique

NewtekOne® NASDAQ:NEWT

One integrated platform built over 28 years to serve the 36 million US SMBs through five fully digital solutions without the use of traditional bankers, brokers, or BDOs

Proprietary, Internally Developed Technology Stack

Digital Account Opening | Automated, frictionless loan origination platform |

Automated lead generation | Real-time payments | NewTracker® | Newtek Advantage®

Differentiated Origination Engine

Direct sourcing pipeline of alliance referrals | Digital marketing | large database of current and prospective clients

Closed-loop Customer Funnel

Borrowers required to make payment from a Newtek Bank account | Cross service opportunity - One customer application feeds all solutions

Higher Risk-Adjusted Returns

Wider lending spreads | Competitive, market rates to depositors | Longer amortization schedules | Deep securitization expertise

Scalable Operating Infrastructure

Branchless | No traditional commercial bankers | No brokers | No business development officers | Capacity for balance sheet growth

Complete Offering of Solutions for SMBs

Banking | Lending | Real-time payments | Insurance | Payroll

Appendix

Total Loans - NewtekOne and Newtek Bank

NewtekOne® NASDAQ:NEWT

Loans ($000s)	3Q25	4Q25	1Q26	2Q26	3Q26
Newtek Bank - Loans HFI	$ 834,087	$ 896,689	$ 988,269	$ 1,582,150	$ 1,871,624
Newtek Bank - C&I LA Loans HFS	—	—	98,551	220,627	305,859
Newtek Bank - Other Loans HFS	435,486	518,141	602,118	249,423	314,418
Holding Company - Loans HFI	305,720	281,198	264,011	278,955	261,396
Holding Company - C&I LA HFS	286,628	415,148	20,237	10,705	9,103
Holding Company - Other Loans HFS	63,565	65,080	68,714	40,501	43,079
TOTAL	**$ 1,925,486**	**$ 2,176,256**	**$ 2,041,900**	**$ 2,382,361**	**$ 2,805,479**

% of Total Loans	3Q25	4Q25	1Q26	2Q26	3Q26
Newtek Bank	66 %	65 %	83 %	86 %	89 %
Holding Company	34 %	35 %	17 %	14 %	11 %

C&I LA Loan Program Significantly Additive

NewtekOne NASDAQ:NEWT

- The C&I LA Loan Program was developed in 2019 as a natural extension of NewtekOne's SBA 7(a) loan program. Like 7(a) loans, C&I LA loans fully amortize over 10-25 years, are underwritten on cash flows of the borrower, and are secured by personal guarantees and liens on business and personal assets. Cash flow from business operations is the primary source of the loan's repayment.
- C&I LA loans are dissimilar from 7(a) loans in that they are typically larger with an average loan size of $4 million-$5 million and maximum loan of $15 million, have stronger credit profiles, and/or would not qualify for the 7(a) program. The larger credits provide a bigger growth opportunity.
- Prior to 2026, C&I LA loans were originated with the intention to sell them into joint ventures and/or securitizations, which produce match funding between the loans and securitized debt.
- Layering C&I LA loans into our loan offerings and portfolio has created a more diverse loan portfolio and enhanced NewtekOne's profitability profile.
- In January 2026, we successfully brought a fourth C&I LA securitization to market, NALP Business Loan Trust 2026-1. The $295 million of securitization notes sold, which were backed by $342 million of C&I LA loans, was the Company's 17th overall and largest. The securitization was roughly ten times oversubscribed with 32 institutions purchasing the securitization notes.

C&I LA Loan Metrics

- **Principal balance of outstanding C&I LA Loans at 9/30/26 (includes loans off balance sheet in JV and securitizations) of $907 million.**
- Non-performing C&I LA loans on a fair value basis totaled $82.3 million.
- Weighted average FICO Score of 727
- Weighted average LTV at origination of 49%
- Weighted average debt service coverage ratio (DSCR) of 2.90
- Weighted average coupon of 13.41%
- Weighted average spread to base rate of 9.36%
- Weighted average seasoning of 16.1 months
- Weighted average remaining term of 260.6 months
- Top five state concentrations (% of remaining principal)
  - FL – 19.2%
  - NY – 13.1%
  - CA – 8.9%
  - TX – 7.9%
  - NJ – 6.6%
- No industry concentration greater than 11.0% of C&I LA loans

Economics of C&I LA Loan Securitizations

NewtekOne NASDAQ:NEWT

- NewtekOne and its joint ventures completed four C&I LA loan securitizations since launching the C&I LA loan program in 2019; the fourth C&I LA loan securitization was issued in 1Q26.
- For the four completed securitizations, gross spreads and advance rates have been stable or improved with each successive transaction.

Securitization	2026 - 1*	2025 - 1*	2024 - 1	2022 - 1**
C&I LA Loans	342.0	$216	$191	$86
Weighted Average Yield	12.74%	13.30%	12.68%	8.15%
Notes Issued in Securitization	$295	$184	$154	$56
Weighted Average Rate on Notes	6.08%	6.62%	6.72%	3.29%
Gross Spread before 1% Servicing Fee	6.66%	6.68%	5.96%	4.86%
Net Spread after 1% Servicing Fee	5.66%	5.68%	4.96%	3.86%
Advance Rate	86%	85%	80%	65%
With JV Partner?	No	No	Yes	Yes

$ in millions

*Notes: *The loans in the 2026-1 and 2025-1 securitization trusts are held off-balance sheet while the residual interests/ownership certificates are held on-balance sheet.*
***2022-1 securitization was paid off and is no longer active.*

- Income statement mechanics of a C&I LA Loan securitization transaction:
  - Unrealized gains on loans being placed into securitization are reversed. (I/S line item = net gain/(loss) on loans under FV option)
  - Unrealized gain on retained residual is recognized. (I/S line = net gain on residuals in securitizations)
  - Servicing asset created. (I/S line item = net gain on sale of loans)
  - Transactional expenses recorded and include financing and legal costs. (I/S line = net gain on residuals in securitizations)
  - Cash reserve established. (impacted I/S line = net gain on residuals in securitizations)

NSBF Portfolio Wind Down Continues

NewtekOne NASDAQ:NEWT

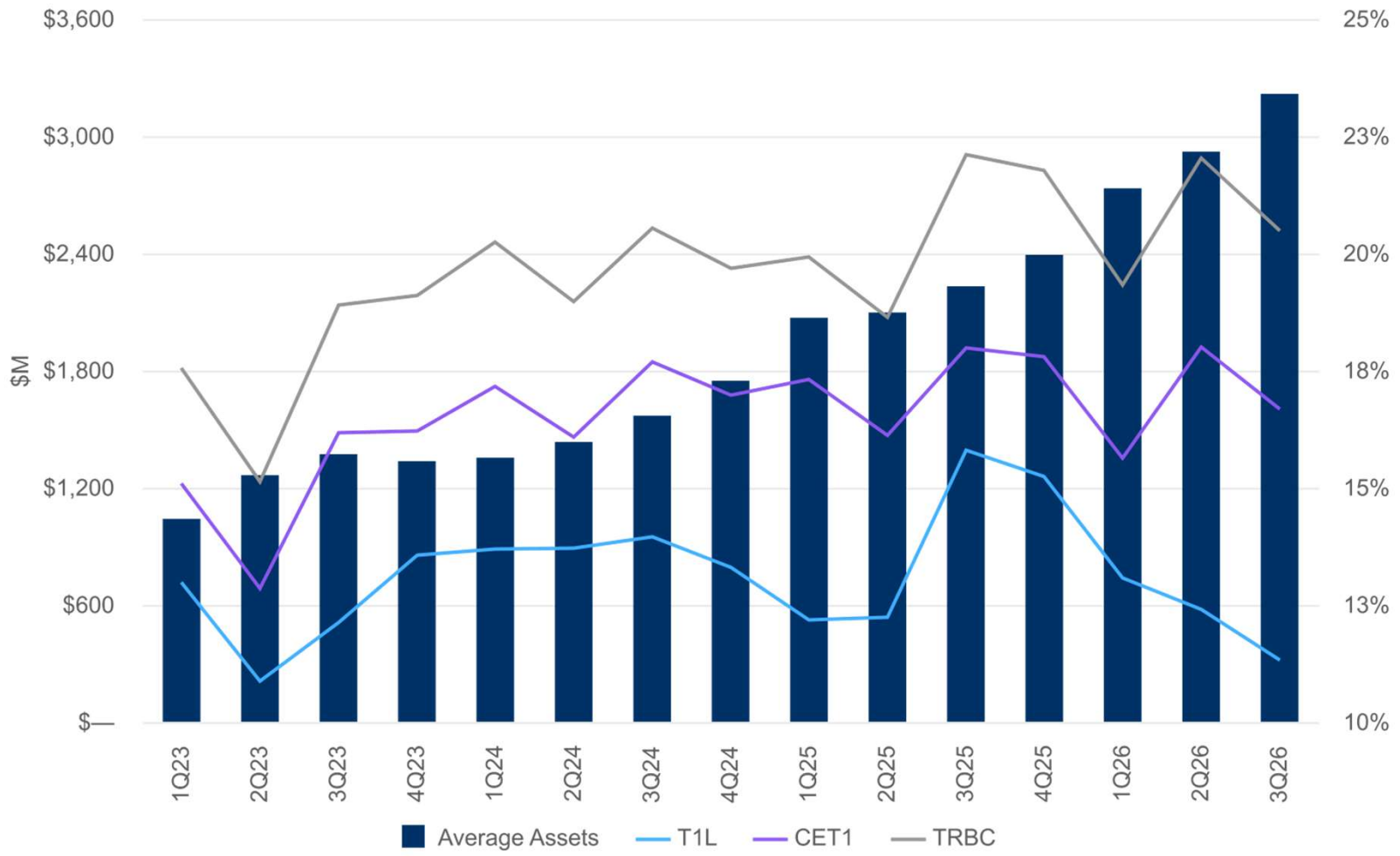
Newtek Small Business Finance ("NSBF") is the Company's legacy non-bank subsidiary that holds a portfolio of SBA 7(a) loans which is in wind-down. Newtek Bank began to originate and portfolio SBA 7(a) loans in 2Q23.

	3Q25	4Q25	1Q26	2Q26	3Q26
Accruing Portfolio (at cost)	$215,464	$193,511	$178,982	$156,379	$139,547
Nonaccruals (at fair value)	$64,809	$64,024	$62,205	$68,168	$68,079
Outstanding Securitization Notes	$140,596	$127,050	$113,944	$105,099	$96,356
NSBF Equity	$256,943	$250,581	$243,112	$231,899	$223,662
NSBF Loans / Total Consolidated On-Balance Sheet Loans	15%	13%	13%	10%	8%

$ in thousands

- NSBF run-off continues. Accruing portfolio down $75.9 million Y/Y, or roughly 35%.
- 100% of NSBF portfolio is aged 36 months or more, and the portfolio's weighted average life approximates 73 months. Historically, loans aged less than 24 months carried higher probability of default.

NewtekOne: Assets vs. Regulatory Capital Ratios



Notes:
(1) Left axis: Average Assets
(2) Right axis:
T1L = Tier 1 Leverage Ratio = Tier 1 Capital / Average Assets
CET1 = Common Equity Tier 1 Ratio = Common Equity Tier 1 Capital / Risk-Weighted Assets
TRBC - Total Risk-Based Capital Ratio = Total Regulatory Capital / Risk-Weighted Assets
(3) 3Q26 capital ratios are preliminary

Net Interest Margin

NewtekOne NASDAQ:NEWT

For the Three Months Ended September 30, 2026	Average Balance ($000s)	Interest Inc./Exp. ($000s)	Average Yield/Cost
Interest-earning balances	616,749	4,717	3.04 %
Investment securities	15,798	172	4.32 %
Loans	2,419,620	48,467	7.95 %
Interest-earning assets	**3,052,167**	**53,356**	**6.94 %**
Interest-bearing deposits	2,355,590	22,317	3.76 %
Borrowings - NBNA	3,155	15	1.89 %
Unsecured notes - HC	307,318	6,930	8.95 %
NSBF securitization - HC	100,728	1,785	7.04 %
Other borrowings - HC	136,069	3,417	9.97 %
Borrowings	547,270	12,147	8.81 %
Interest-bearing liabilities	**2,902,860**	**34,464**	**4.71 %**
Avg. Earning Assets / NIM[1]	**3,052,167**	**18,892**	**2.46 %**
adjusting for off-balance sheet activity:			
Adjusted earning assets	**3,482,461**	**70,732**	**8.06 %**
Adjusted liabilities	**3,384,453**	**42,179**	**4.95 %**
Adjusted NIM	**3,482,461**	**28,553**	**3.26 %**

For the Three Months Ended June 30, 2026	Average Balance ($000s)	Interest Inc./Exp. ($000s)	Average Yield/Cost
Interest-earning balances	680,350	5,742	3.38 %
Investment securities	20,959	217	4.15 %
Loans	2,094,500	40,335	7.72 %
Interest-earning assets	**2,795,809**	**46,294**	**6.64 %**
Interest-bearing deposits	1,990,576	18,599	3.75 %
Borrowings - NBNA	6,571	43	2.62 %
Unsecured notes - HC	306,937	6,918	9.04 %
NSBF securitization - HC	109,522	1,928	7.06 %
Other borrowings - HC	136,541	3,842	11.28 %
Borrowings	559,571	12,731	9.12 %
Interest-bearing liabilities	**2,550,147**	**31,330**	**4.93 %**
Avg. Earning Assets / NIM[1]	**2,795,809**	**14,964**	**2.15 %**
adjusting for off-balance sheet activity:			
Adjusted earning assets	**3,246,836**	**64,368**	**7.95 %**
Adjusted liabilities	**3,050,397**	**39,258**	**5.16 %**
Adjusted NIM	**3,246,836**	**25,110**	**3.10 %**

[1]*Note: Non-GAAP financial measure; reconciliation of non-GAAP financial measures to the most comparable GAAP measures are set forth starting on page 31.*

Public Market Comparables

NewtekOne
NASDAQ:NEWT

	ROA (%)			Market	PRICE/	P/EPS	P/EPS
	2024	2025	2026E	Cap ($M)	TBV (%)	2026E (x)	2027E (x)
AX	2.08	1.82	1.74	5,237	180	11.1	9.5
BY	1.31	1.36	1.56	1,728	160	11.2	10.8
CASH	2.41	2.47	2.49	1,585	309	9.7	8.0
CCB	1.15	1.05	0.74	698	152	18.3	8.4
CUBI	0.85	0.96	1.13	2,885	132	10.3	9.0
ESQ	2.57	2.43	1.90	1,522	320	18.4	15.2
GBFH	1.85	1.70	1.44	254	146	11.0	6.7
GDOT	-0.50	-1.74	NA	689	120	8.4	8.1
INBK	0.46	-0.60	0.36	234	68	11.4	6.1
HAPN	0.52	1.27	1.70	1,653	117	7.8	6.0
LOB	0.65	0.76	0.81	1,611	133	13.0	8.1
NBN	1.98	2.15	2.21	1,141	182	11.0	9.1
SOFI	1.52	1.15	1.37	21,265	219	27.7	19.9
TBBK	2.71	2.54	2.59	2,081	307	8.5	6.4
TFIN	0.28	0.40	0.71	1,531	285	31.5	18.6
average	**1.32**	**1.18**	**1.48**		**189**	**13.9**	**10.0**
median	**1.31**	**1.27**	**1.50**		**160**	**11.1**	**8.4**
NEWT	**3.20**	**2.78**		**333**	**94**	**6.6**	**5.5**

(1) Source: S&P Capital IQ as of 10/27/26
(2) 2026 and 2027 EPS and 2026 ROA for peers are based upon consensus estimates.
(3) NEWT 2026 and 2027 P/EPS ratios based on mid-point on NEWT-provided 2026 and 2027 guidance ranges.

NewtekOne®
NASDAQ:NEWT

GAAP to Non-GAAP Reconciliations

NewtekOne, Inc.	As of and for the three months ended		
(dollars and number of shares in thousands)	September 30, 2026	June 30, 2026	September 30, 2025
Return on Average Equity and Average Tangible Common Equity			
Numerator: Net Income (GAAP)	$10,704	$14,611	$17,901
Dividend on preferred equity	(1,063)	(1,063)	(472)
Numerator: Adjusted net income	9,641	13,548	17,429
Average Total Shareholders' Equity[1]	415,748	409,033	339,077
Return on Average Equity[1]	*9.2%*	*13.3%*	*20.4%*
Deduct: Preferred Stock (GAAP)	48,181	48,181	35,802
Average Common Shareholders' Equity[1]	367,567	360,852	303,275
Return on Average Common Equity	*10.2%*	*14.3%*	*21.0%*
Deduct: Average Goodwill and Intangibles[1]	14,510	14,544	14,653
Denominator: Average Tangible Common Equity[1]	$353,057	$346,308	$288,622
Return on Average Tangible Common Equity[1]	*10.8%*	*15.7%*	*24.0%*
Return on Average Assets			
Numerator: Net Income (GAAP)	$10,704	$14,611	$17,901
Denominator: Average Assets[1]	3,270,779	2,971,097	2,262,678
Return on Average Assets[1]	*1.30%*	*1.97%*	*3.14%*
Pre-Provision Net Revenue (PPNR)			
Net Income before Taxes (GAAP)	$14,220	$19,150	$25,066
Add: Provision for Credit Losses (GAAP)	15,393	12,114	7,712
Pre-Provision Net Revenue[1,2]	*$29,613*	*$31,264*	*$32,778*
Pre-Provision Return on Average Assets (PPROA)			
Pre-Provision Net Revenue[1,2]	$29,613	$31,264	$32,778
Denominator: Average Assets[1]	3,270,779	2,971,097	2,262,678
Pre-Provision Return on Average Assets[1]	*3.59%*	*4.22%*	*5.75%*

[1] Non-GAAP financial measure
[2] PPNR is a non-GAAP metric calculated based on total net revenue less non-interest expense before adjusting for the provision for credit losses for the period. Management believes that this financial metric is useful in assessing the ability of a lending institution to generate income in excess of its provision for credit losses.

NewtekOne, Inc.	As of and for the three months ended		
(dollars and number of shares in thousands)	**September 30, 2026**	**June 30, 2026**	**September 30, 2025**
Efficiency Ratio			
Numerator: Non-Interest Expense (GAAP)	$42,172	$43,817	$42,159
Net Interest Income (GAAP)	18,892	14,964	14,549
Non-Interest Income (GAAP)	52,893	60,117	60,388
Denominator: Total Income	$71,785	$75,081	$74,937
Efficiency Ratio[1]	*58.7%*	*58.4%*	*56.3%*
Tangible Book Value Per Share			
Total Shareholders' Equity (GAAP)	$418,124	$413,373	$386,707
Deduct: Goodwill and Intangibles (GAAP)	14,493	14,526	14,633
Numerator: Total Tangible Book Value[1]	$403,631	$398,847	$372,074
Denominator: Total Number of Shares Outstanding	28,892	28,899	28,876
Tangible Book Value Per Share[1]	*$13.97*	*$13.80*	*$12.89*
Tangible Book Value Per Common Share			
Total Tangible Book Value[1]	$403,631	$398,847	$372,074
Deduct: Preferred Stock (GAAP)	48,181	48,181	48,181
Numerator: Tangible Common Book Value[1]	$355,450	$350,666	$323,893
Denominator: Total Number of Shares Outstanding	28,892	28,899	28,876
Tangible Book Value Per Common Share[1]	*$12.30*	*$12.13*	*$11.22*

[1] *Non-GAAP financial measure*

Newtek Bank, NA	As of and for the three months ended		
(dollars in thousands)	**September 30, 2026**	**June 30, 2026**	**September 30, 2025**
Return on Average Tangible Common Equity			
Net Income (GAAP)	$23,685	$27,578	$12,573
Average Total Shareholders' Equity[1]	213,369	186,229	156,586
Return on Average Equity	*44.1%*	*59.4%*	*31.9%*
Deduct: Average Goodwill and Intangibles[1]	8,157	11,980	15,059
Denominator: Tangible Average Common Equity[1]	$205,212	$174,249	$141,527
Return on Average Tangible Common Equity[1]	*45.8%*	*63.5%*	*35.3%*
Return on Average Assets			
Numerator: Net Income (GAAP)	$23,685	$27,578	$12,573
Denominator: Average Assets[1]	2,573,071	2,255,775	1,355,108
Return on Average Assets[1]	*3.65%*	*4.90%*	*3.68%*
Efficiency Ratio			
Numerator: Non-Interest Expense (GAAP)	$28,916	$28,377	$22,333
Net Interest Income (GAAP)	31,013	25,327	18,325
Non-Interest Income (GAAP)	44,999	51,466	29,414
Denominator: Total Income	$76,012	$76,793	$47,739
Efficiency Ratio[1]	*38.0%*	*37.0%*	*46.8%*
Net Interest Margin			
Net interest income (GAAP)	31,013	25,327	18,325
Average interest-earning assets	2,542,101	2,230,411	1,348,104
Net Interest Margin[1]	*4.84%*	*4.55%*	*5.40%*
Cost of Deposits			
Interest Expense on deposits (GAAP)	22,508	18,856	11,092
Average deposits	2,346,323	2,089,065	1,171,078
Cost of Deposits[1]	*3.81%*	*3.62%*	*3.76%*

[1] Non-GAAP financial measure

NewtekOne, Inc.	As of and for the three months ended				
	September 30, 2025	December 31, 2025	March 31, 2026	June 30, 2026	September 30, 2026
Nonacrrual Loans (N/As) (GAAP)	156,216	178,006	200,474	269,502	383,247
Total Loans (GAAP)	1,925,486	2,176,256	2,041,900	2,382,361	2,805,479
N/As excluding Guaranteed SBA 7(a) nonaccruals[1]	135,785	147,657	159,517	186,415	190,697
Loans excluding Guaranteed SBA 7(a) nonaccruals[1]	1,905,055	2,145,907	2,000,943	2,299,274	2,612,929
N/As excluding NSBF & Guaranteed SBA 7(a) nonaccruals[1]	70,976	83,633	97,350	118,247	122,618
Loans excluding NSBF & Guaranteed SBA 7(a) nonaccruals[1]	1,599,335	1,864,709	1,736,970	2,020,319	2,231,800

[1] *Non-GAAP financial measure.*