

First Last  
Address 1  
Address 2  
Address 3  
City, ST 00000

Barcode 2 3/8 x 1/4

## Here is everything you'll need to know for the conversion weekend.

Dear Valued Customer,

### Welcome to North Shore Bank

During the weekend of March 14th, Beverly Bank will merge banking systems with North Shore Bank. At that time, your account(s) will become North Shore Bank account(s) and all branch locations will be rebranded to reflect this transition. Please remember that although the name is changing, we are committed to providing the same exceptional service from the dedicated team that you've come to trust.

### Getting You Ready for the Transition

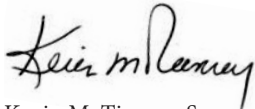
Over the past few months, we've been working hard to ensure that your transition to North Shore Bank goes smoothly. To that end, we've put together this package, which contains everything that you'll need to know.

#### Here's what's enclosed:

- + **Account Conversion Table** — An insert listing all of your new North Shore Bank account(s) information
- + **Personalized accounts and services** — Detailed on the back of your Account Conversion Table insert
- + **Key dates insert** — So you're fully prepared for what's happening and when
- + **Online banking insert** — Setup and login instructions for all North Shore Bank online and mobile services
- + **Welcome brochure** — Information about North Shore Bank products and services, plus answers to frequently asked questions, and more
- + **Disclosure booklet** — Additional details, terms and conditions as well as general North Shore Bank policies

We welcome you to North Shore Bank and are thrilled to have you join us. If you have additional questions or concerns, please visit us at either [beverlybank.com/conversion](http://beverlybank.com/conversion) or [northshore-bank.com/conversion](http://northshore-bank.com/conversion). You can also give us a call during our regular banking hours at 978-922-0857.

Sincerely yours,



Kevin M. Tierney, Sr.  
Chief Executive Officer



Michael R. Wheeler  
President & COO

### Key Dates

#### Friday, March 13, 2020

- Beverly Bank Online Bill Pay will be unavailable beginning at 9:00 a.m.
- Mobile deposit will no longer be available after 2:00 p.m.
- Beverly Bank Consumer and Business Online and Mobile Banking will be unavailable after 5:00 p.m.
- Beverly Bank Telephone Banking will be unavailable after 5:00 p.m.
- All Beverly Bank branches will close at 6:00 p.m.

#### Saturday–Sunday, March 14–15, 2020

- All Beverly Bank and North Shore Bank branches will be closed on Saturday and Sunday
- Beverly Bank ATM and debit card access will be available throughout the weekend but with reduced limits
- Online Banking, Mobile Banking, Bill Pay and Telephone Banking will remain unavailable

#### Monday, March 16, 2020

- All branches will reopen as North Shore Bank at their regular times
- Online Banking, Mobile Banking, Bill Pay and Voice Banking will be available later in the morning
- You may continue to use your Beverly Bank ATM/debit card until your new North Shore Bank card(s) arrive after the conversion date. Your current Beverly Bank ATM and debit cards will be deactivated on April 30

#### Want to know more? Just ask

For more details, visit [beverlybank.com/conversion](http://beverlybank.com/conversion) or [northshore-bank.com/conversion](http://northshore-bank.com/conversion). You can also call 978-922-0857 during our regular banking hours.

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## Your North Shore Bank Account Summary

### Account Conversion Table

The chart below was created to help you understand how your Beverly Bank account(s) will transition to North Shore Bank account(s). For additional account information, see the reverse side or refer to the enclosed Welcome brochure.

Please note that we did our best to pair your current Beverly Bank account with the closest North Shore Bank counterpart. However, please review the enclosed materials and if you believe that there is an account that is more appropriately suited to your needs, don't hesitate to call us or stop into any of our branches.

Beverly Bank Account Name	Account Number Ending In	NEW North Shore Bank Account Name
Student Checking	0000	Student Checking
Ultimate Business Money Market	0000	Indexed Money Market
Business Money Market Account	0000	Commercial MMDA
Consumer Money Market Account	0000	Indexed Money Market
Business NOW Account	0000	Business Interest
Business Checking	0000	Free Business
Ultimate Checking	0000	Interest Checking
Celebration Account	0000	Free Checking
Essential Checking	0000	Free Checking
Business Money Market Account	0000	Premier Money Market
Consumer NOW	0000	Advantage Checking
Commercial Sweep Account	0000	Business Interest
MMDA Tiered	0000	Premier Money Market
Money Market Account - Blended	0000	Indexed Money Market
Business Blended Money Market	0000	Indexed Money Market
Business Tiered Money Market	0000	Premier Money Market
Community Rewards	0000	Statement Savings
Student Savings	0000	Statement Savings
Business Passbooks	0000	Business Savings
Business Statement	0000	Business Savings
Ultimate Commercial MMDA	0000	Indexed Money Market



Beverly Bank Account Name	Account Number Ending In	NEW North Shore Bank Account Name
Online Savings (STMT)	0000	Premier Money Market
Ultimate MMDA (STMT)	0000	Premier Money Market
Ultimate Savings (STMT)	0000	Premier Money Market
Consumer Passbook	0000	Passbook Savings
Consumer Statement	0000	Statement Savings
Savings IRA	0000	IRA Money Market

### Your personalized North Shore Bank accounts and services

Please see below for important information to help you understand how Beverly Bank products and services will transition to North Shore Bank. Transfers from a savings or money market account to another account or to third parties by preauthorized, automatic, telephone, computer, check, draft, debit card, or similar order are limited to six per statement cycle.

The following features are effective for all interest-bearing products:

- Annual Percentage Yields as of January 29, 2020. For current rates call Customer Support at 978-573-1300 (during our regular banking hours).
- The Interest Rate and Annual Percentage Yield (APY) on all interest-bearing checking, money market deposit account (MMDA), statement savings and passbook savings accounts are variable Interest Rates and may change at any time after the account is opened. At our discretion, we may change the Interest Rate and Annual Percentage Yield on these accounts daily.
- Interest credited monthly.
- Unless otherwise noted in the product description below, the minimum balance to earn interest is \$10.00.

Please note: If your account is not listed, there will be no change to it.

#### Statement Savings

- A monthly maintenance fee of \$3.00 will be imposed every month unless the average daily balance equals \$250.00.
- Greater than six transfers will result in a \$10.00 excess transaction fee per item.
- Foreign ATM Withdrawal Fee \$1.75.
- This account offers free ATM Balance Inquiries.
- This account is 18/65 eligible.

#### Passbook Savings

- A monthly maintenance fee of \$3.00 will be imposed every month unless the average daily balance equals \$250.00.
- Greater than six transfers will result in a \$10.00 excess transaction fee per item.
- This account is 18/65 eligible.

#### Premier Money Market

- A monthly maintenance fee of \$10.00 will be imposed every month unless the average daily balance equals \$2,500.00.
- Greater than six transfers will result in a \$10.00 excess transaction fee per item.

##### Interest Tiers:

\$0.00–\$9.99	0.00% Annual Percentage Yield
\$10.00–\$19,999.99	0.10% Annual Percentage Yield
\$20,000.00–\$74,999.99	1.05% Annual Percentage Yield
\$75,000.00 and over	1.40% Annual Percentage Yield

- Foreign ATM Withdrawal Fee \$1.75.
- You will receive quarterly statements for this account (End of March, June, September and December).
- This account offers free ATM Balance Inquiries and Point-of-Sale Transactions. Applicable fees and interest are posted monthly.
- This account is not 18/65 eligible—Insufficient Funds Charge \$33.00 regardless of age.
- This account is eligible for our Occasional Overdraft Privilege Service (OOPS).

**Money Market**

- A monthly maintenance fee of \$10.00 will be imposed every month unless the average daily balance equals \$2,500.00.
- Greater than six transfers will result in a \$10.00 excess transaction fee per item.
- Interest Tiers:

\$0.00–\$9.99	0.00% Annual Percentage Yield
\$10.00 - 24,999.99	0.10% Annual Percentage Yield
\$25,000.00 and over	0.25% Annual Percentage Yield

- Foreign ATM Withdrawal Fee \$1.75.
- This account offers free ATM Balance Inquiries and Point-of-Sale Transactions.
- This account is not 18/65 eligible—Insufficient Funds Charge \$33.00 regardless of age.
- This account is eligible for our Occasional Overdraft Privilege Service (OOPS).

**IRA Money Market**

- Interest Tiers:

\$0.00–\$24,999.99	0.10% Annual Percentage Yield
\$25,000.00 and over	0.10% Annual Percentage Yield

**Interest Checking**

- A monthly maintenance fee of \$20.00 will be imposed every month unless a combined average daily balance of \$10,000.00 is maintained in Checking, Savings, Certificates of Deposit or Money Market.
- This product has a blended annual percentage yield (APY)
- Interest Tiers:

\$0.00–\$9.99	0.00% Blended APY
\$10.00–\$49,999.99	Blended APY between 0.0005%–0.50%
\$50,000.00 and over	Blended APY between 0.50%–0.27%
- This account is not 18/65 eligible—Insufficient Funds Charge \$33.00 regardless of age.
- This account is eligible for our Occasional Overdraft Privilege Service (OOPS).
- This account offers free ATM Balance Inquiries and Point-of-Sale Transactions.
- Up to \$10.00 in foreign ATM surcharge rebates per statement cycle.
- 5 free foreign ATM transactions allowed per statement cycle. \$1.75 Foreign ATM Withdrawal Fee will be imposed for each thereafter.
- Free first order of checks and one free Treasurer’s check per day.

**Student Checking**

- Available with reduced \$5 insufficient funds charge up to age 24.
- Upon turning age 24, standard insufficient funds charges will apply.
- Parent or legal guardian signature required for account holders under the age of 18.
- This account offers free ATM Balance Inquiries and Point-of-Sale Transactions.
- 5 free foreign ATM transactions allowed per statement cycle. \$1.75 Foreign ATM Withdrawal Fee will be imposed for each thereafter.
- Up to \$10.00 in ATM Surcharge Rebates.

**Free Checking**

- This account is 18/65 eligible.
- This account is eligible for our Occasional Overdraft Privilege Service (OOPS).
- This account offers free ATM Balance Inquiries and Point-of-Sale Transactions.
- 5 free Foreign ATM transactions allowed per statement cycle. \$1.75 Foreign ATM Withdrawal Fee will be imposed for each thereafter.

**Advantage Checking**

- A monthly maintenance fee of \$20.00 will be imposed every month unless a combined average daily balance of \$10,000.00 is maintained in Checking, Savings, Certificates of Deposit or Money Market.
- Interest Tiers:

\$0.00–\$9.99	0.00% Annual Percentage Yield
\$10.00–\$14,999.99	0.05% Annual Percentage Yield
\$15,000.00 and over	0.05% Annual Percentage Yield
- This account is not 18/65 eligible—a \$33.00 Insufficient Fund Charge will be applied regardless of age.
- This account offers unlimited free foreign ATM transactions and surcharge rebates.
- This account is eligible for our Occasional Overdraft Privilege Service (OOPS).
- This account offers free ATM Balance Inquiries and Point-of-Sale Transactions.
- Free first order of checks, one free Treasurer’s check per day and domestic wire transfer fees waived.

**Business Savings**

- A monthly maintenance fee of \$5.00 will be imposed every month unless the average daily balance equals \$500.00.
- Greater than six transfers will result in a \$10.00 excess transaction fee per item.
- Foreign ATM Withdrawal Fee \$1.75.
- This account offers free ATM Balance Inquiries.

**Free Business**

- Foreign ATM Withdrawal Fee \$1.75.
- This account is eligible for our Occasional Overdraft Privilege Service (OOPS).
- This account offers free ATM Balance Inquiries and Point-of-Sale Transactions.
- \$5.00 monthly fee for images with a paper statement.

**Business Interest**

- A monthly maintenance fee of \$15.00 will be imposed every month unless minimum daily balance of \$2,500.00 is maintained (minimum balance requirements are waived for non-profit organizations).
- This account is eligible for our Occasional Overdraft Privilege Service (OOPS).
- This account offers free ATM Balance Inquiries and Point-of-Sale Transactions.
- Foreign ATM Withdrawal Fee \$1.75
- \$5.00 monthly fee for images with a paper statement.

**Commercial MMDA**

- A monthly maintenance fee of \$10.00 will be imposed every month unless the average daily balance equals \$2,500.00.
- Greater than six transfers will result in a \$10.00 excess transaction fee per item.

**Interest Tiers:**

\$0.00–\$9,999.99	0.05% Annual Percentage Yield
\$10,000.00–\$24,999.99	0.20% Annual Percentage Yield
\$25,000.00–\$74,999.99	0.20% Annual Percentage Yield
\$75,000.00–\$149,999.99	0.20% Annual Percentage Yield
\$150,000.00–\$249,999.99	0.20% Annual Percentage Yield
\$250,000.00–\$499,999.99	0.20% Annual Percentage Yield
\$500,000.00–\$999,999.99	0.20% Annual Percentage Yield
\$1,000,000.00 and over	0.20% Annual Percentage Yield

- This account offers free ATM Balance Inquiries and Point-of-Sale Transactions.
- This account is eligible for our Occasional Overdraft Privilege Service (OOPS).

**Indexed Money Market**

- A monthly maintenance fee of \$10.00 will be imposed every month unless the average daily balance equals \$2,500.00.
- Greater than six transfers will result in a \$10.00 excess transaction fee per item.
- This product has a blended annual percentage yield (APY).

**Interest Tiers:**

\$0.01–\$49,999.99	0.15%–0.15% Annual Percentage Yield
\$50,000.00–\$149,999.99	0.15%–0.38% Annual Percentage Yield
\$150,000.00–\$349,999.99	0.38%–1.18% Annual Percentage Yield
\$350,000.00–\$499,999.99	1.18%–1.49% Annual Percentage Yield
\$500,000.00–\$999,999.99	1.49%–1.74% Annual Percentage Yield
\$1,000,000.00–\$2,500,000.00	1.74%–1.83% Annual Percentage Yield

- This account is eligible for our Occasional Overdraft Privilege Service (OOPS).