Investor Meetings

Building Rewarding Relationships

November 12, 2024

FFIC FLUSHING
Financial Corporation

Safe Harbor Statement

"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995: Statements in this Presentation relating to plans, strategies, economic performance and trends, projections of results of specific activities or investments and other statements that are not descriptions of historical facts may be forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking information is inherently subject to risks and uncertainties, and actual results could differ materially from those currently anticipated due to a number of factors, which include, but are not limited to, risk factors discussed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2023, and in other documents filed by the Company with the Securities and Exchange Commission from time to time. Forward-looking statements may be identified by terms such as "may", "will", "should", "could", "expects", "plans", "intends", "anticipates", "believes", "estimates", "predicts", "forecasts", "goals", "potential" or "continue" or similar terms or the negative of these terms. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. The Company has no obligation to update these forward-looking statements.

Flushing Financial Snapshot (NASDAQ: FFIC)

3Q24 Key Statistics

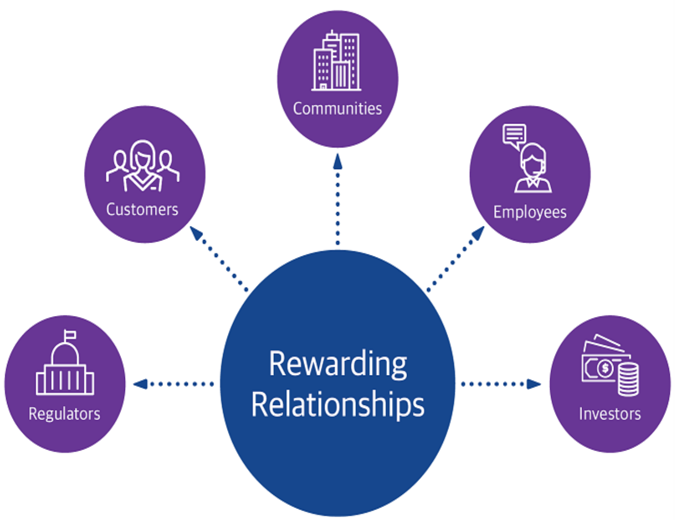
Balance Sheet	
Assets	**$9.3B**
Loans, net	**$6.8B**
Total Deposits	**$7.69B**
Equity	**$0.7B**

Performance	
GAAP/Core ROAA	**0.39%/0.34%**[1]
GAAP/Core ROAE	**5.30%/4.59%**[1]
GAAP/Core NIM	**2.10%/2.07%**[2]
Book/Tangible Book Value	**$22.94/$22.29**

Valuation	
Closing Price, 10/28/24	**$16.17**
Market Cap (MM)	**$470**
Price/TBV	**73%**
Dividend Yield	**5.4%**

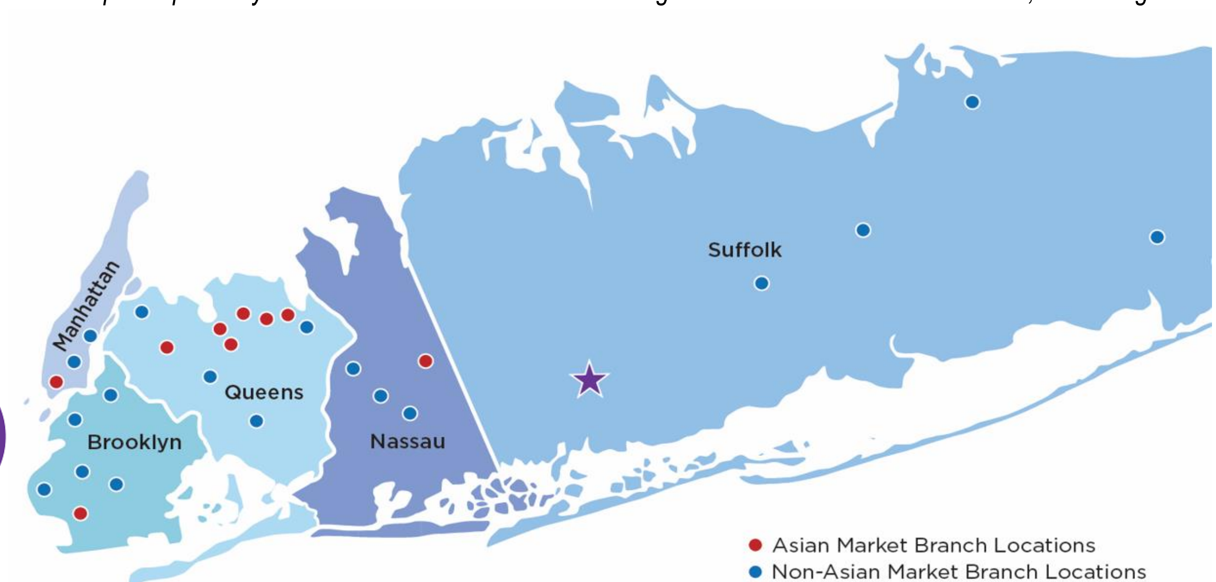
Brand Promise

Nurturing Relationships and Rewarding Customers, Employees, and Shareholders



Footprint

Deposits primarily from 28 branches in multicultural neighborhoods and our online division, consisting of



[1] See Reconciliation of GAAP to Core Earnings in Appendix
[2] See Reconciliation of GAAP to Core Net Interest Income and NIM in Appendix

Experienced Executive Leadership Team

John Buran
President and CEO

FFIC: 24 years
Industry: 47 years

Maria Grasso
SEVP, COO, Corporate Secretary

18 years
38 years

Susan Cullen
SEVP, CFO, Treasurer

9 years
34 years

Francis Korzekwinski
SEVP, Chief of Real Estate

31 years
35 years

Michael Bingold
SEVP, Chief Retail and Client Development Officer

11 years
41 years

Douglas McClintock
SEVP, General Counsel

3 years
48 years

Allen Brewer
SEVP, Chief Information Officer

16 years
50 years

Tom Buonaiuto
SEVP, Chief of Staff, Deposit Channel Executive

17 years[1]
32 years

Vincent Giovinco
EVP, Commercial Real Estate Lending

4 years
26 years

Alan Jin
EVP, Residential and Mixed Use

26 years
31 years

Theresa Kelly
EVP, Business Banking

18 years
40 years

Patricia Mezeul
EVP, Director of Government Banking

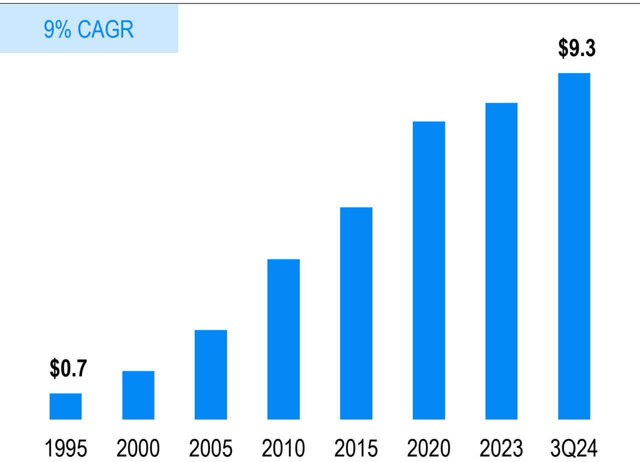
17 years
44 years

Executive Compensation and Insider Stock Ownership (6.3%[2]) Aligned with Shareholder Interests

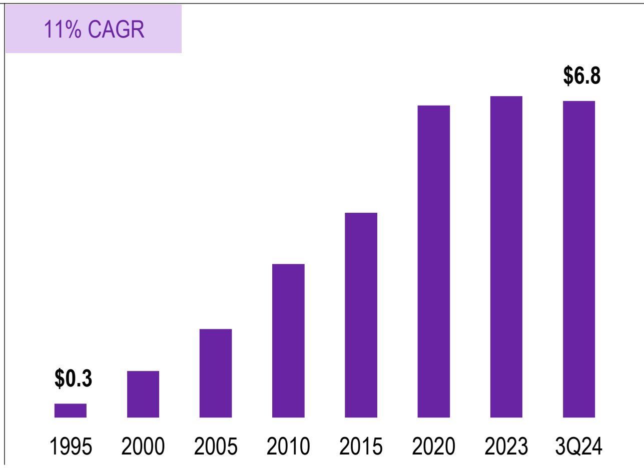
[1] Previously President and COO of Empire Bancorp and Empire National Bank from its inception in February 2008 until the sale to Flushing Financial in October 2020
[2] Directors and executive officers as of September 30, 2024

Over a 28 Year Track Record of Steady Growth

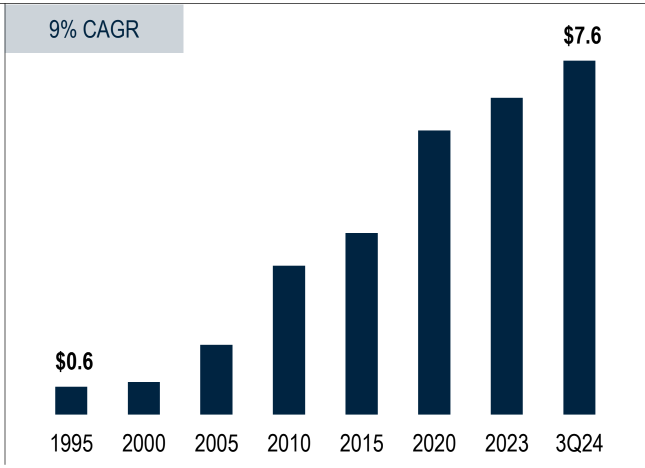
Assets ($B)



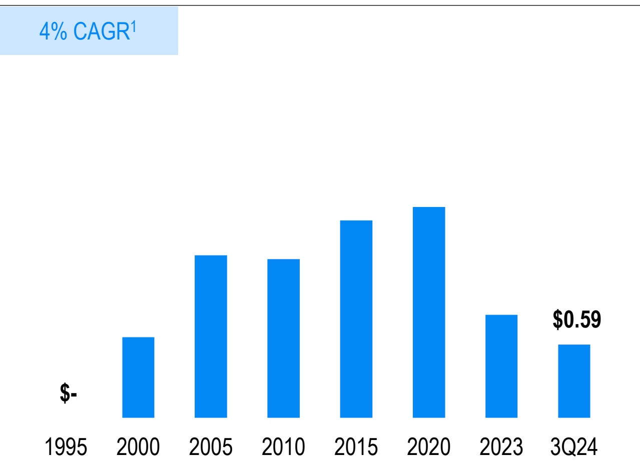
Total Gross Loans ($B)



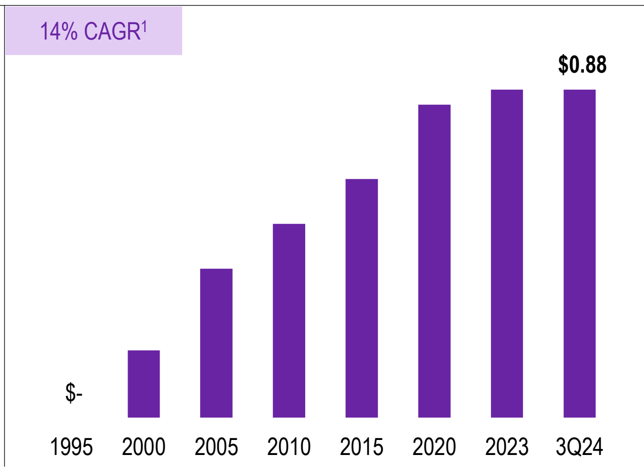
Total Deposits ($B)



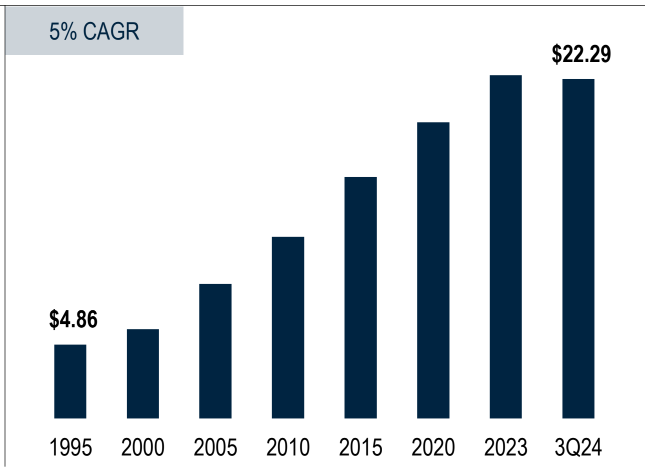
Core EPS ($)



Dividends per Share ($) [2]



Tangible Book Value per Share ($)



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[1] Calculated from 1996-2023
[2] Annualized

Note: Acquisition of Empire Bancorp in 2020 (loans and deposits acquired of $685MM and $854MM, respectively; assets acquired of $982MM)

Strong Asian Banking Market Focus

Asian Communities – **Total Loans $744 million and Deposits $1.3 billion**

Multilingual Branch Staff Serves Diverse Customer Base in NYC Metro Area

Growth Aided by the **Asian Advisory Board**

Sponsorships of Cultural Activities Support New and Existing Opportunities

About One Third of Branches are in Asian markets

17%
of Total Deposits

$40B
Deposit Market Potential (~3% Market Share[1])

5.8%
1 Year Growth in 2024 vs (1.5)%[1] for the Comparable Asian Markets

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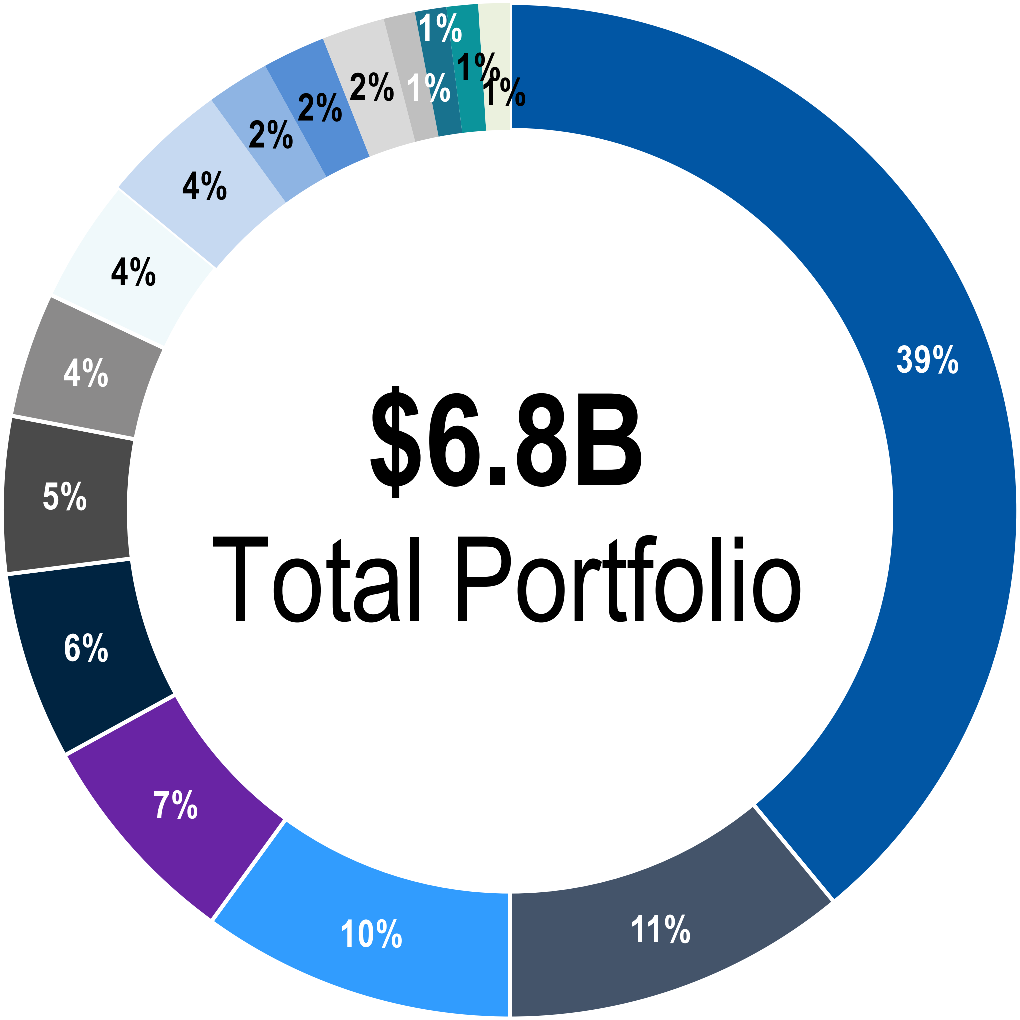
[1] As of June 30, 2024; Latest FDIC Data

Key Community Events – Supporting The Dragon Boat Festival

Loans Secured by Real Estate Have an Average LTV of ~36%



90% Real Estate Based

- Multifamily: 39.0%
- Owner Occupied CRE: 11.0%
- Non Real Estate: 10.0%
- One-to-four family - Mixed Use: 7.0%
- General Commercial: 6.0%
- CRE - Shopping Center: 5.0%
- CRE - Strip Mall: 4.0%
- One-to-four family - Residential: 4.0%
- Commercial Mixed Use: 4.0%
- CRE - Single Tenant: 2.0%
- Industrial: 2.0%
- Office - Multi & SingleTenant: 2.0%
- Health Care/Medical Use: 1.0%
- Commercial Special Use: 1.0%
- Construction: 1.0%
- Office Condo & Co-Op: 1.0%

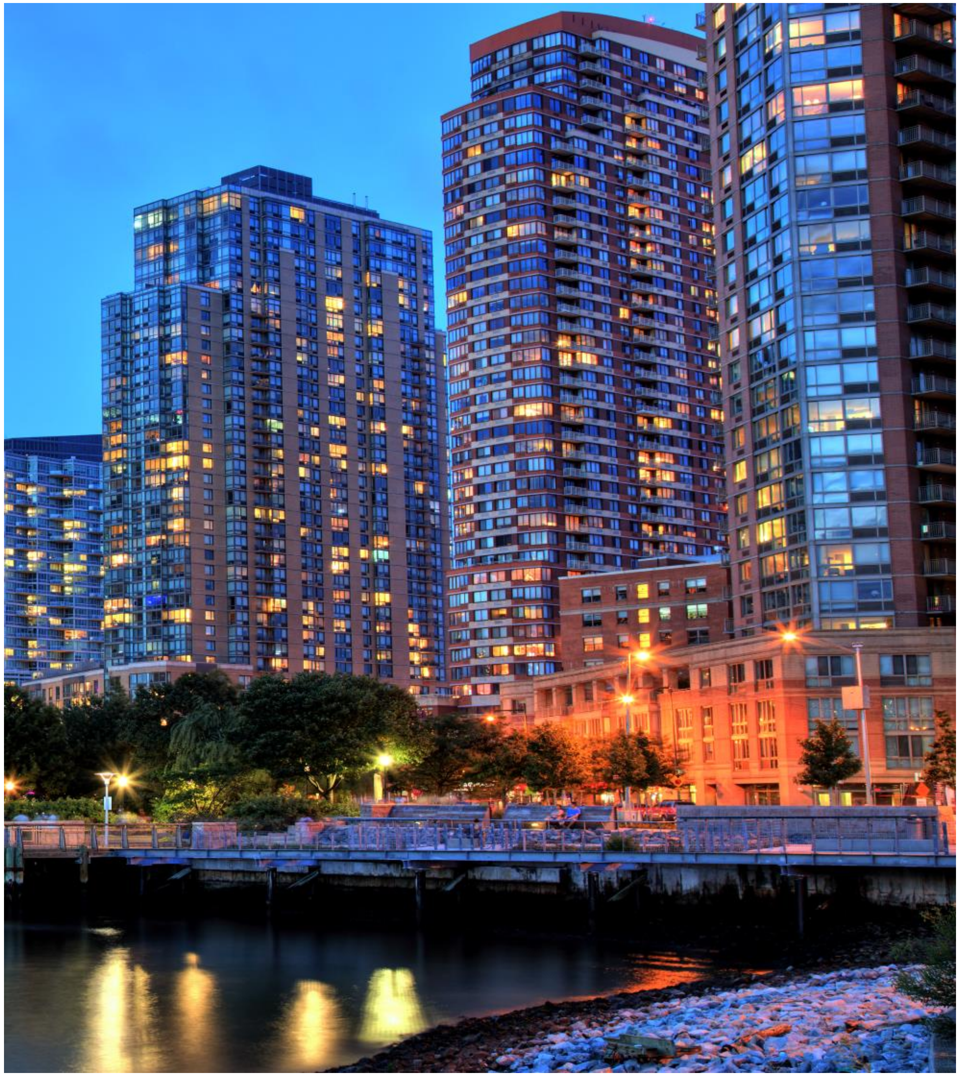
Manhattan Office Buildings are Approximately 0.5% of Gross Loans

Data as of September 30, 2024

Multifamily Lending –Conservative Lending Standards; Minimal Losses

Our Lending Looks More Like This

Generally, Not Like This



Office CRE – Most of the Loans Are Outside of Manhattan

Our Lending Looks More Like This

Not Like This

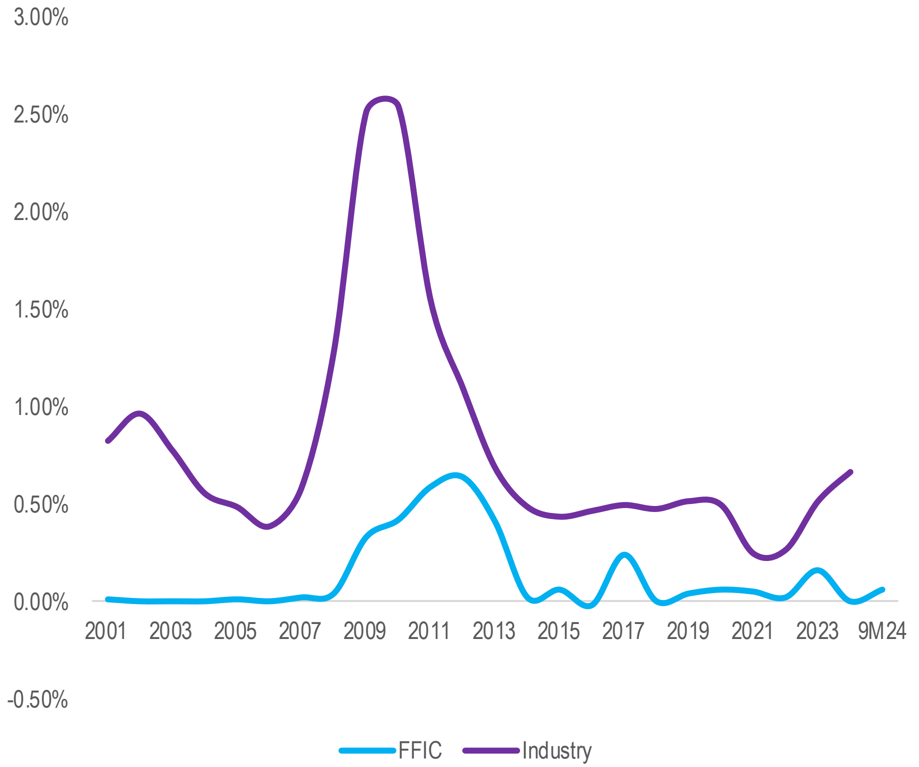
50 Hudson Years, Photo by Michael Young

Retail CRE: Essential to Local Communities

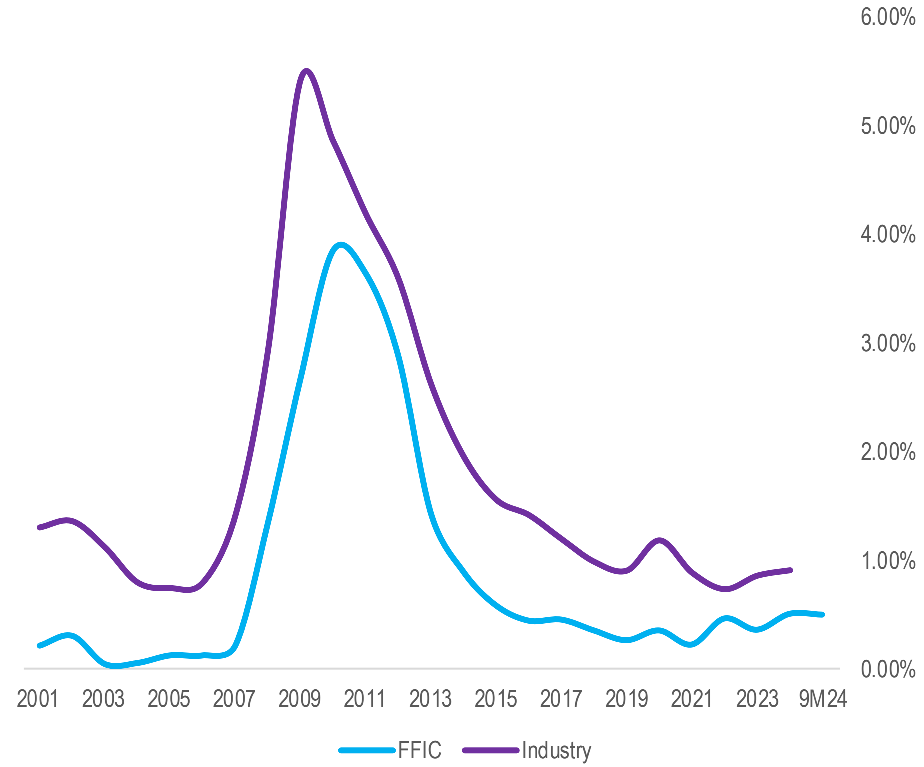
Our Lending Looks More Like This	Generally, Not Like This
	

Net Charge-offs Significantly Better Than the Industry; Strong DCR

NCOs / Average Loans[1]



Noncurrent Loans / Loans



Weighted average debt coverage ratios (DCR) for Multifamily and Investor CRE portfolios at ~1.87x[2]

- 200 bps shock increase in rates produces a weighted average DCR of ~1.46x[3]
- 10% increase in operating expense yields a weighted average DCR of ~1.74x[3]
- 200 bps shock increase in rates and 10% increase in operating expenses results in a weighted average DCR ~1.31[3]
- In all scenarios, weighted average CLTV is less than 50%[3,4]

- Over two decades and multiple credit cycles, Flushing Financial has a history of better than industry credit quality
- Average LTVs on the Real Estate portfolio is less than 36%[4]
  - Only $31.7 million of real estate loans (0.5% of gross loans) with an LTV of 75% or more[4]; $9.1 million have mortgage insurance

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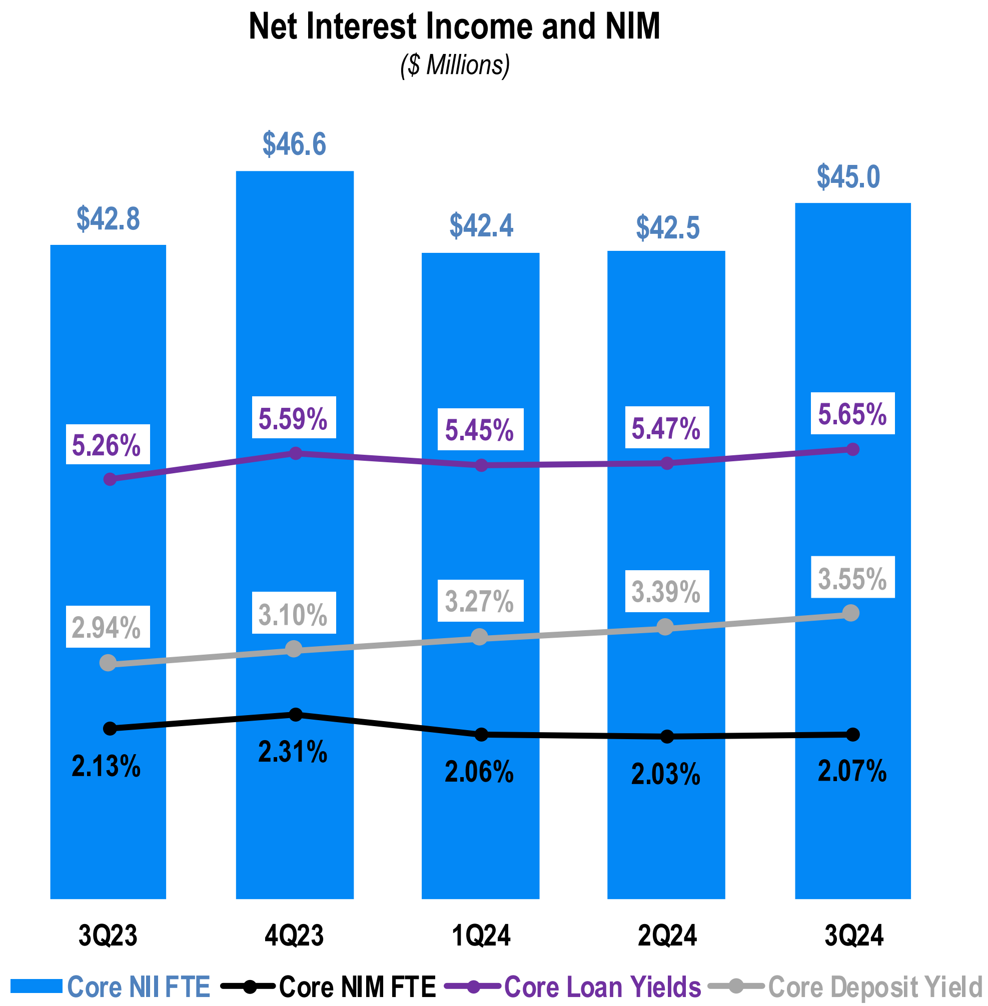
[1] "Industry" includes FDIC insured institutions from "FDIC Statistics At A Glance" through June 30, 2024
[2] Based on most recent Annual Loan Review
[3] Based upon a sample size of 74% of multifamily and investor real estate loans as of December 31, 2023
[4] Based on appraised value at origination

GAAP and Core NIM Near Stabilization



GAAP NIM FTE				
2.22%	2.29%	2.06%	2.05%	2.10%

- The 50 bps cut by the Fed should help NIM over time; timing of the benefit will largely depend on market deposit pricing
- If the inversion in the yield curve (primarily Overnight/3- month SOFR relative to the 5- year FHLB-NY Advance rate) lessens, this should improve spreads on the real estate portfolio over time
- On October 1, 2024, rates on $1.8 B out of $3.7 B of non-maturity deposits were lowered by 50 bps
- After a lag, NIM improvement is expected to occur over time and be bumpy rather than linear; a flattening of the curve will help, and a steepening will have a greater positive impact

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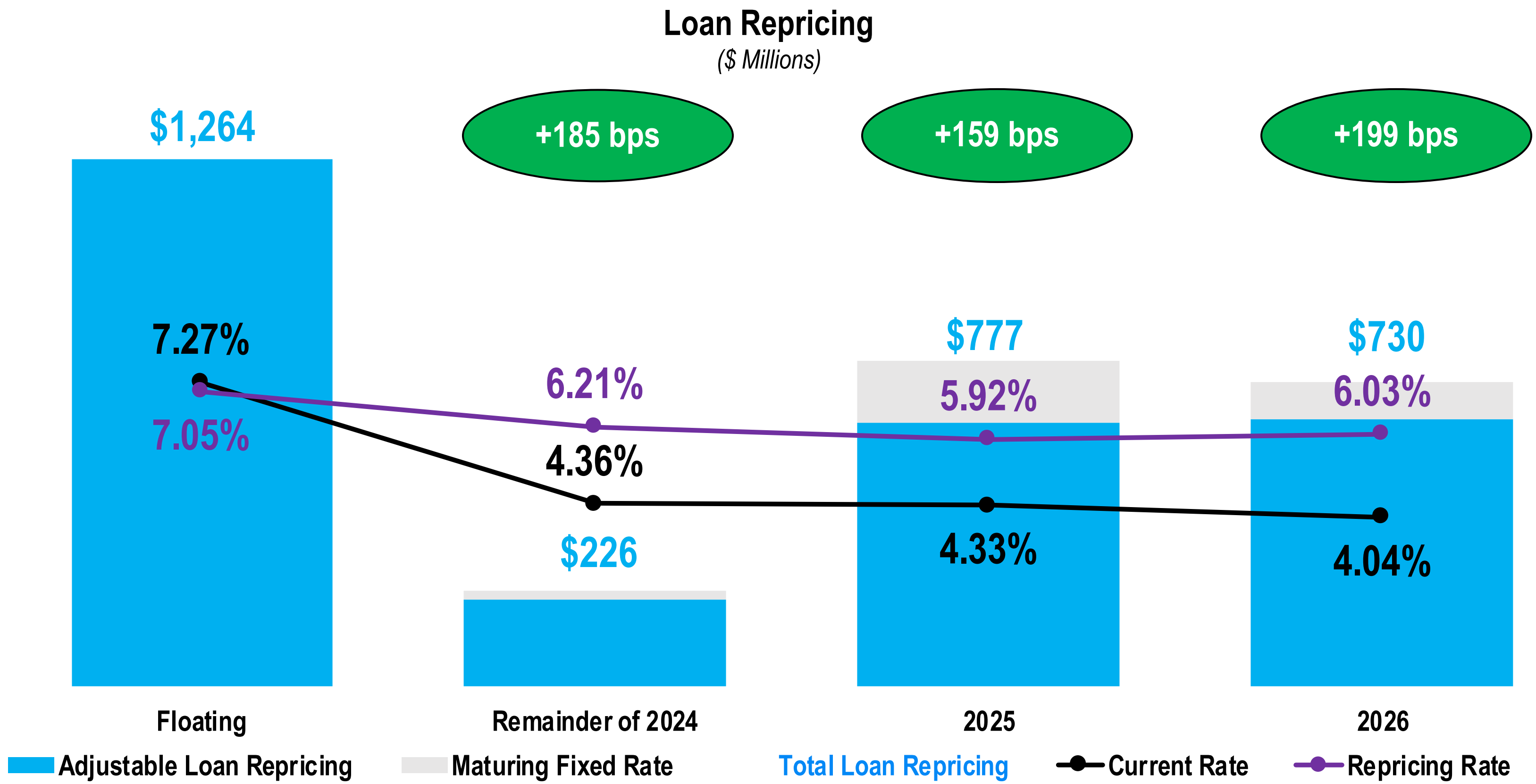
See Appendix for definitions of Core NII FTE, Core NIM, and Core Loan Yields

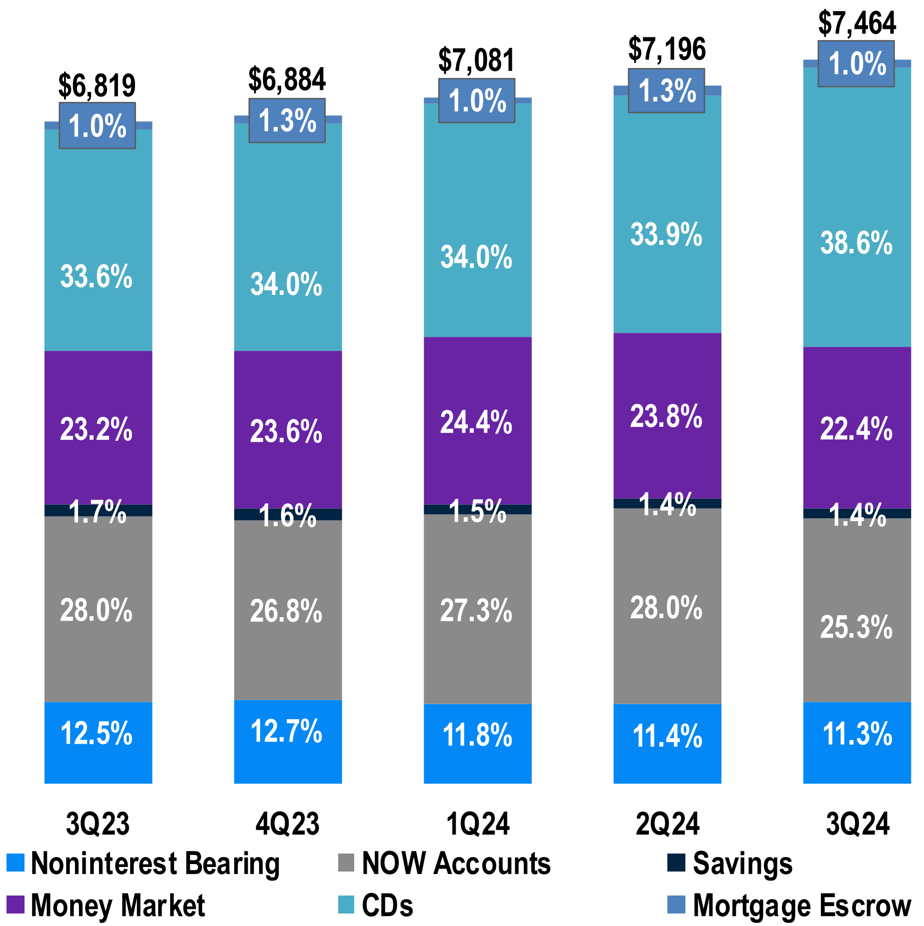
Effective Floating Rate Loans are ~26% of the Loan Portfolio; Significant Repricing to Occur Through 2026



- Floating rate loans include any loans (including back-to-back swaps) tied to an index that reprices within 90 days; Including interest rate hedges of $500 million, $1.8 billion or ~26% of the loan portfolio is effectively floating rate
- Through 2026, loans to reprice ~159-199 bps higher assuming index values as of September 30, 2024
- ~19% of loans reprice (~26% including all loan portfolio hedges) with every Fed move and an additional 11-15% reprice annually

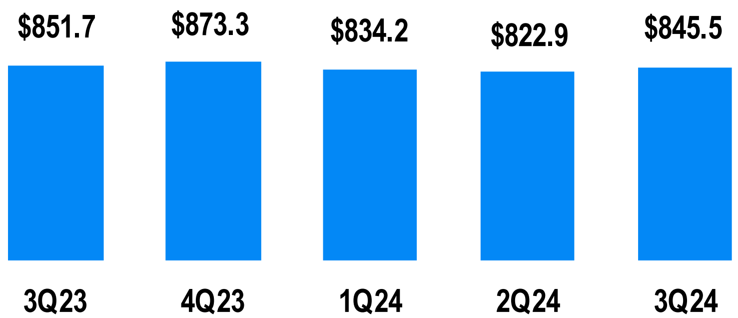
Average Total Deposits Expand YoY and QoQ

Total Average Deposits
($ Millions)



Deposit Costs				
2.94%	3.10%	3.27%	3.38%	3.55%

Average Noninterest Bearing Deposits
($ Millions)



- Average total deposits increased 9.5% YoY and 3.7% QoQ with QoQ growth in CDs and noninterest bearing deposits more than offset seasonal declines
- Average noninterest bearing deposits are 11.3% of average total deposits, down from 12.5% a year ago
- 3Q24 checking account openings increased 3% YOY and 24% QoQ

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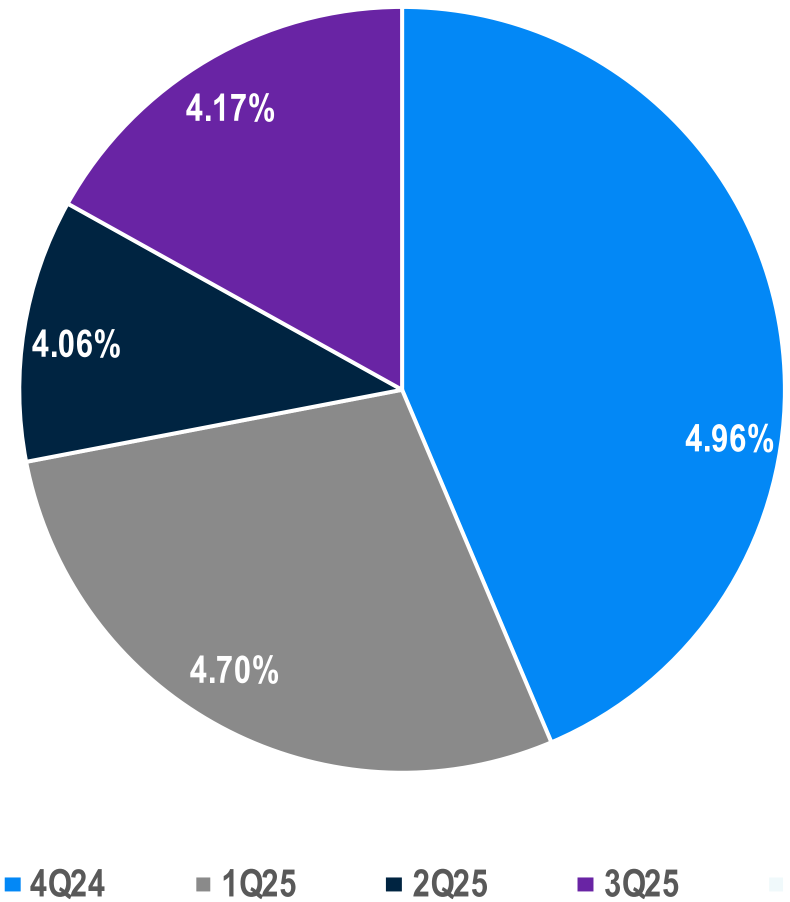
CDs Expected to Reprice Favorably

Total CDs of $2.9 Billion;
Repricing Dates with Weighted Average Rate[1]



- CDs have a weighted average rate of 4.64%[1] as of September 30, 2024
- Current CD APYs are approximately 3.75-4.75%
- Approximately 72%[1] of the CD portfolio will mature within one year
  - $647.2 million in 4Q24 at 4.96%[1]
  - $420.8 million in 1Q25 at 4.70%
  - $164.6 million in 2Q25 at 4.06%
  - $251.0 million in 3Q25 at 4.17%
- Historically, we retain a high percentage of maturing CDs

[1] Excludes $801MM of CDs with interest rate hedges

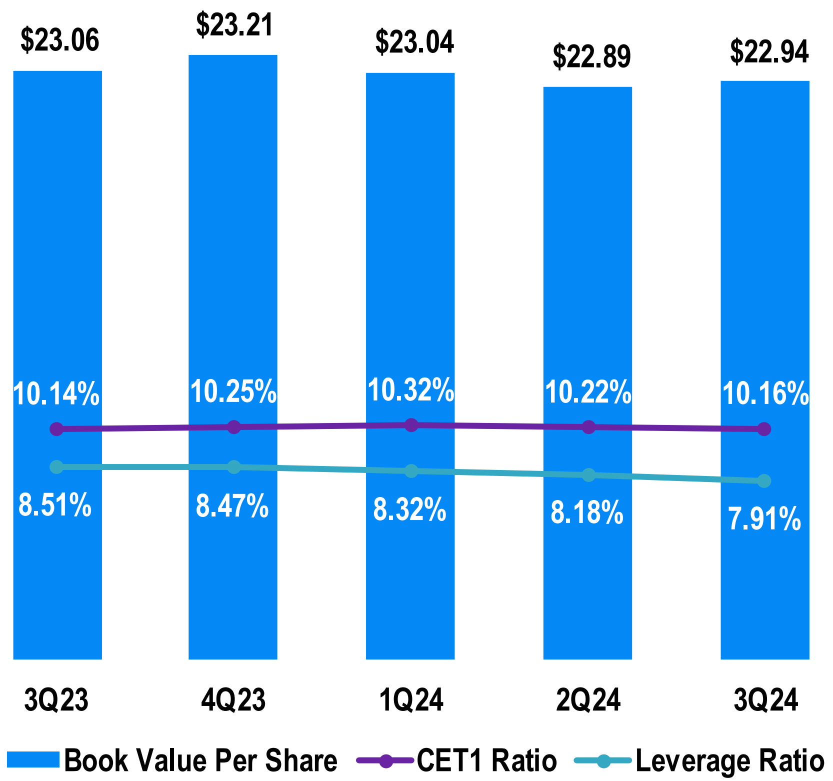
Net Interest Margin to Improve Over Time

- Short-term NIM improvement driven by:
  - Significant CD repricing at lower roll over rates (likely 50-100 bps in 4Q24)
  - Meaningful real estate loan repricing 150-200 bps higher over the next couple of years
  - Approximately 50% of the non-maturity deposits had rates lowered by 50 bps on October 1st
  - Floating rate assets and swaps will serve as a potential offset to the funding reductions
- Long-term NIM improvement driven by:
  - Flattening to positive sloped yield curve
    - Our interest rate risk modeling shows a 200 bps steepening of the yield curve (September 30, 2024 base) shows net interest income increasing by approximate $4 million in the first year and $20 million in the second year
  - Continued remixing of earning assets and funding

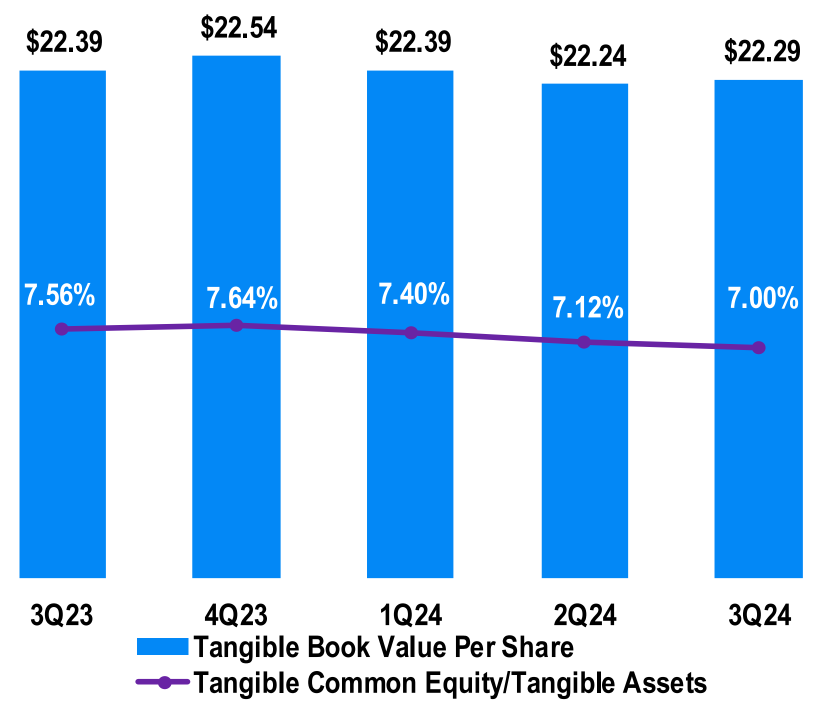
Net Interest Margin to Improve Over Time But the Trend Could be Bumpy

Slight Increase in Book Value and Tangible Book Value Per Share QoQ

0.5% YoY Book Value Per Share Decline



0.4% YoY Decrease in Tangible Book Value Per Share



Areas of Focus

- Increase NIM and Reduce Volatility
  - Loan and CD repricing to help NIM over time
  - Focusing on noninterest bearing deposits
- Maintain Credit Discipline
  - Low risk profile
  - Conservative loan underwriting
  - History of low credit losses
  - Minimal exposure to Manhattan office buildings
- Preserve Strong Liquidity and Capital
  - Low uninsured and uncollateralized deposits with high available liquidity
  - Favorable capital ratios
- Bend the Expense Curve
  - Keep expense growth in line with historical norms
  - Continue to make investments to improve long term profitability

These Actions are Expected to Improve Profitability Over the Long Term

Key Messages

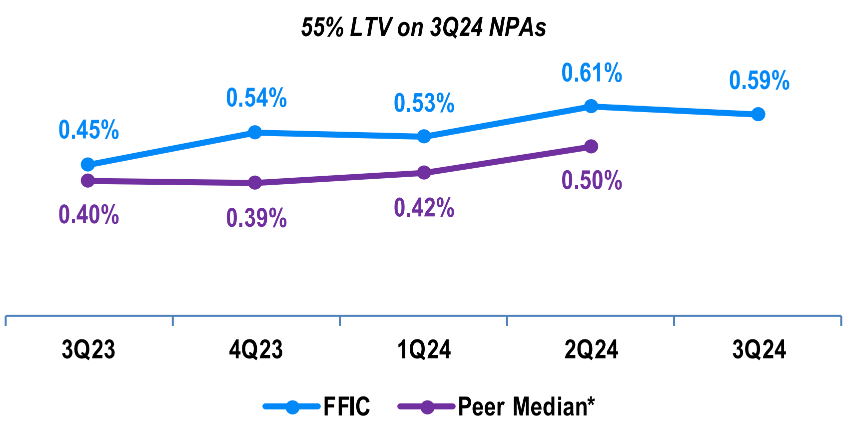
- **Leading Community Bank** in the Greater NYC Area
- Well Diversified and Low Risk **Loan Portfolio**
- **History of Sound Credit Quality** since IPO in 1995
- **Growing Asian Banking** Niche
- Beneficiary of a **Steepening Yield Curve**

Conservative Underwriting with History of Solid Value Creation

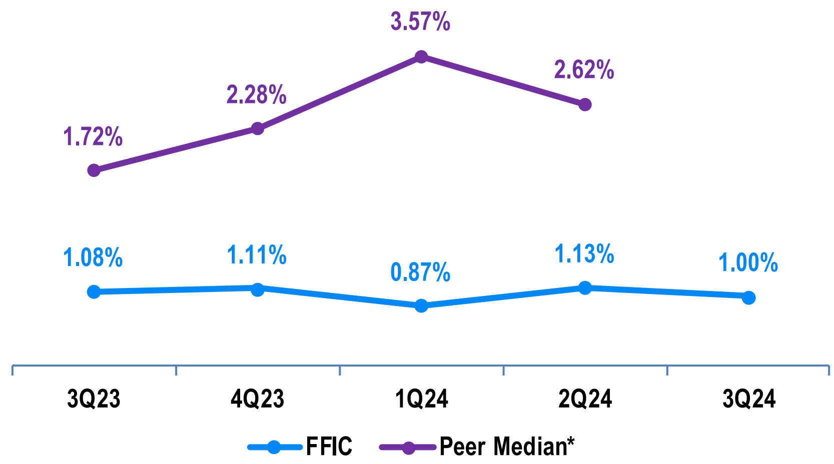
Appendix

Low Risk Credit Profile Results

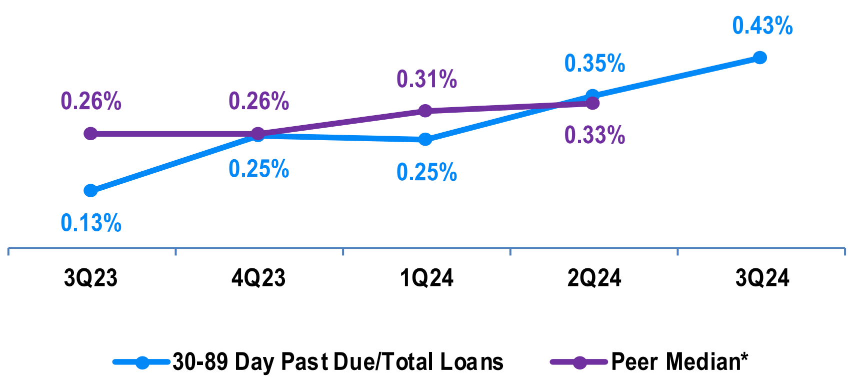
NPAs / Assets



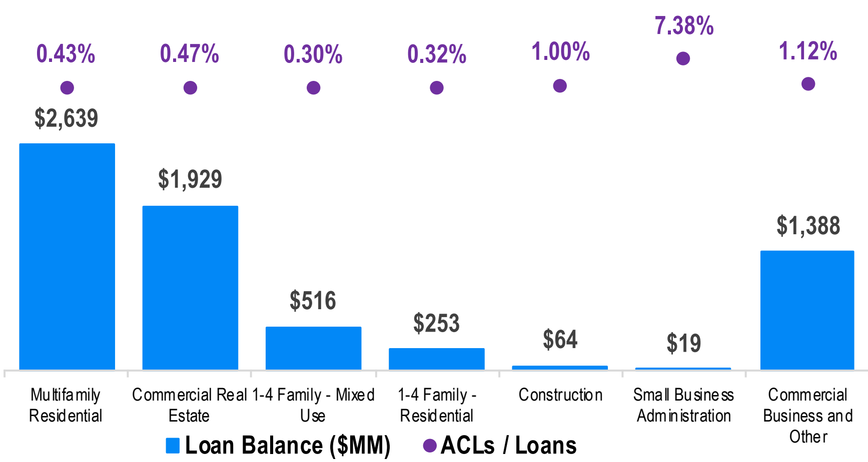
Criticized and Classified Loans / Gross Loans



30-89 Day Past Due /Total Loans



ACL by Loan Segment (3Q24)



Peer data through 2Q24; Peers include: BKU, DCOM, FLIC, HNVR, KRNY, NFBK, NYCB, PFS, and VLY

Digital Banking Usage Continues to Increase

17%

Increase in Monthly Mobile Deposit Active Users September 2024 YoY Growth

~32,000

Users with Active Online Banking Status September 2024

16%

Digital Banking Enrollment September 2024 YoY Growth

Internet Banks

iGObanking and BankPurely national deposit gathering platforms

~2% of Average Deposits in September 2024

Numerated

Small Business Lending Platform

$8.5MM of Commitments year to date in 2024

~13,000

Zelle® Transactions

~$4.4MM

Zelle Dollar Transactions in September 2024

Technology Enhancements Remain a Priority to Grow Customer Base and Increase Engagement

Annual Financial Highlights

	2023	2022	2021	2020	2019	2018
Reported Results						
EPS	$0.96	$2.50	$2.59	$1.18	$1.44	$1.92
ROAA	0.34 %	0.93 %	1.00 %	0.48 %	0.59 %	0.85 %
ROAE	4.25	11.44	12.60	5.98	7.35	10.30
NIM FTE	2.24	3.11	3.24	2.85	2.47	2.70
Core[1] Results						
EPS	$0.83	$2.49	$2.81	$1.70	$1.65	$1.94
ROAA	0.29 %	0.92 %	1.09 %	0.68 %	0.68 %	0.85 %
ROAE	3.69	11.42	13.68	8.58	8.42	10.39
NIM FTE	2.21	3.07	3.17	2.87	2.49	2.72
Credit Quality						
NPAs/Loans & REO	0.67 %	0.77 %	0.23 %	0.31 %	0.24 %	0.29 %
LLRs/Loans	0.58	0.58	0.56	0.67	0.38	0.38
LLR/NPLs	159.55	124.89	248.66	214.27	164.05	128.87
NCOs/Average Loans	0.16	0.02	0.05	0.06	0.04	-
Criticized & Classifieds/Loans	1.11	0.98	0.87	1.07	0.66	0.96
Capital Ratios						
CET1	10.25 %	10.52 %	10.86 %	9.88 %	10.95 %	10.98 %
Tier 1	10.93	11.25	11.75	10.54	11.77	11.79
Total Risk-based Capital	14.33	14.69	14.32	12.63	13.62	13.72
Leverage Ratio	8.47	8.61	8.98	8.38	8.73	8.74
TCE/TA	7.64	7.82	8.22	7.52	8.05	7.83
Balance Sheet						
Book Value/Share	$23.21	$22.97	$22.26	$20.11	$20.59	$19.64
Tangible Book Value/Share	22.54	22.31	21.61	19.45	20.02	19.07
Dividends/Share	0.88	0.88	0.84	0.84	0.84	0.80
Average Assets ($B)	8.5	8.3	8.1	7.3	6.9	6.5
Average Loans ($B)	6.8	6.7	6.6	6.0	5.6	5.3
Average Deposits ($B)	6.9	6.5	6.4	5.2	5.0	4.7

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[1] See Reconciliation of GAAP Earnings and Core Earnings in Appendix

Approach to Real Estate Lending: Low Leverage & Shared Philosophy

- **Since 1929, we have a long history of lending in metro New York City**
  - Historically, credit quality has outperformed the industry and peers
    - From 2001-2023, median NCOs to average loans has been 4 bps compared to 52 bps for the industry
    - Median noncurrent loans to total loans has been 37 bps compared to 130 bps for the industry over the same period
- **The key to our success is shared client philosophy**
  - Our clients tend to have low leverage (average LTV is <36%) and strong cash flows (DCR is 1.9x for multifamily and CRE[1])
  - Multigenerational– our clients tend to build portfolio of properties; generally, buy and hold
  - Borrowers are not transaction oriented – average real estate loan seasoning is over 8 years, which is generally passed the 5-year reset for multifamily and investor CRE loans
  - We do not attract clients who are short term borrowers, who want funds on future cash flows, or who are aggressively trying to convert rent regulated units into market rents

Our Conservative Lending Profile Has Served Us Well Over Many Cycles

[1] Based on annual loan reviews

Multifamily: Conservative Underwriting Standards

Portfolio Data Points

Portfolio Size:	$2.6 billion
Average Loan Size:	$1.2 million
Current Weighted Average Coupon:	5.03%
Weighted Average LTV:	44%
% of Loans with LTV >75%	0.1%
Weighted Average DCR:	1.9x
NPLs/Loans	0.33%
30-89 Days Past Due/Loans	0.56%
Criticized and Classified Loans/Loans	55 bps

Underwriting Standards at Origination

- All loans underwritten with a 250-300 bps increase in rates at origination; especially when rates were low
- Debt coverage ratios (DCR) based on current rents; not projected cash flows
- Underwritten Net Operating Income (NOI) at origination includes forecasted increases in expenses and potential increase in interest rates, which limits overall leverage
- Cap rates were underwritten to 5%+ when rates were low
- Annual loan reviews performed; cash flows updated annually and a trend analysis on the portfolio is performed
- 30-year amortization
- Loans generally reset every 5 years (FHLB Advance rate + 225 bps)

Data as of September 30, 2024

Multifamily: Manageable Repricing Risk

Actual Repricing

	At Origination		At Reprice Date	
($000s)	2019	Stressed	CAGR	2023
Purchase Price:	$7,500			$7,500
Loan Amount:	$4,250	$3,824		$3,824
LTV:	56.7%			51.0%
Rate:	3.75%	5.75%		6.45%
Annual Payment:	$159	$301		$324
Income:	725	848	4%	848
Expense:	362	423	4%	423
NOI:	$363	$425		$425
DCR:	2.28	1.41		1.31

	NOI Sensitivity			
	CAGR	2023	CAGR	2023
Loan Balance:		$3,824		$3,824
Repricing Rate:		6.45%		6.45%
Annual Payment:		$324		$324
Income:	4%	848	4%	848
Expense:	6%	458	8%	492
NOI:		$390		$356
DCR:		1.20		1.10

Key Data Points

- During 2023, $296 million of loans repriced ~196 bps higher to 6.61%; all loans repriced to contractual rate
- For 4Q24, $95.7 million of loans are forecasted to reprice 197 bps higher to a weighted average rate of 6.14%[1]
- For 2025, $358.3 million of loans are forecasted to reprice 208 bps higher to a weighted average rate of 6.14%[1]
- Example of a typical 2023 loan repricing:
  - Income and expense increased at an approximate 4% CAGR
  - Rate resets to FHLB 5-yr advance + 225 bps
  - NOI sensitivity provided for illustrative purposes only; actual expense CAGR has been 4%

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[1] Based on underlying index value on September 30, 2024

Multifamily: DCR Risks Are Well Contained

Debt Coverage Ratio Details[1]

Multifamily weighted average DCR	1.9x[2]
Amount of loans with a DCR of 1.0-1.2x	$132.9 million[3]
LTV of loans with a DCR of 1.0-1.2x	48%
Amount of loans with a DCR <1.0x	$25.6 million[3]
LTV of loans with a DCR <1.0x	31%
Of the loans with a DCR <1.2x:	• None have an LTV >70% • $16.1 million have an LTV >60% • $1.4 million are 90+ days past due; $2.4 million criticized or classified (with WA LTV of 49.7%)

Key Data Points[1]

- Underwriting assumes higher rates at origination leading to strong DCRs
- Low amount of loans with DCRs less than 1.2x and minimal amount below 1.0x
- Borrowers have significant equity positions in these loans, especially for those with DCRs less than 1.0x
- Credit performance is favorable for DCRs of 1.2x or less:
  - $1.4 million 90+ days past due
  - Only $2.4 million of criticized or classified loans with a weighted average LTV of 49.7%

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[1] Data as of September 30, 2024
[2] Based on annual loan reviews
[3] Excludes co-ops

Multifamily: Minimal Interest Only; High Quality Performance

Interest Only Loan Details[1]

Total interest only loans	$214.4 million (down 18% year to date)
Weighted average LTV	46%
Weighted average DCR	2.3x[2]
Amount of loans with a DCR <1.2x	$0[2]
30-89 Days Past Due/Loans	$0
Criticized and Classified Loans/Loans	$5 million
Amount of loans to become fully amortizing in 2024	• $86.2 million • 2.9x current DCR and ~1.9x when fully amortized

Key Data Points

- Interest only loans are typically only offered to relationship customers who have a prior history with the Bank
- A client requests an interest only loan when cash flows early in the project are low and will increase after improvements occur or if the cash flow is strong enough to cover the required debt service amortizing yet a preferred return for a limited time frame is desired
- Significant equity or multiple properties are offsetting factors
- Loans are generally interest only for 1-3 years and then become fully amortizing
- Underwritten on a fully amortizing basis
- Credit performance is stellar with only one loan for $5 million that is criticized and classified

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[1] As of June 30, 2024
[2] Excludes co-ops

Multifamily: Rent Regulated Portfolio – Granular and Low Risk

Portfolio Data Points[1]

Portfolio Size:	$1.6 billion
Average Loan Size:	$1.4 million
Current Weighted Average Coupon:	4.82%
Weighted Average LTV:	48%
% of Loans with LTV >75%	0.2%
Weighted Average DCR:	1.8x[2]
Average Seasoning:	7.6 years
30-89 Days Past Due	$5.5 million
Criticized and Classified Loans	$7.5 million
Buildings that are 100% rent regulated	$778 million
Buildings that are 50-99% rent regulated	$525 million
Buildings that are <50% rent regulated	$290 million

Key Data Points

- New York City area has a shortage of affordable housing creating the need for rent regulated units; annual the Rent Guidelines Board establishes rental increases for these units
- Loans that contain rent regulated properties are about two thirds of the multifamily portfolio
- This portfolio is very granular with about half the portfolio in buildings that are 100% rent regulated and half with a mix of market rents
- Borrowers have over 50% equity in these properties
- With average seasoning over 7 years, these borrowers have experienced rate resets
- Credit performance is solid with low levels of delinquencies, criticized, and classified loans

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[1] Data as of June 30, 2024
[2] Based on annual loan reviews

Investor CRE: Conservative Underwriting Standards

Portfolio Data Points

Portfolio Size:	$1.9 billion
Average Loan Size:	$2.5 million
Current Weighted Average Coupon:	5.16%
Weighted Average LTV:	49%
% of Loans with LTV >75%	44 bps
Weighted Average DCR:	1.9x
NPLs/Loans	35 bps
30-89 Days Past Due/Loans	0.01%
Criticized and Classified Loans/Loans	35 bps

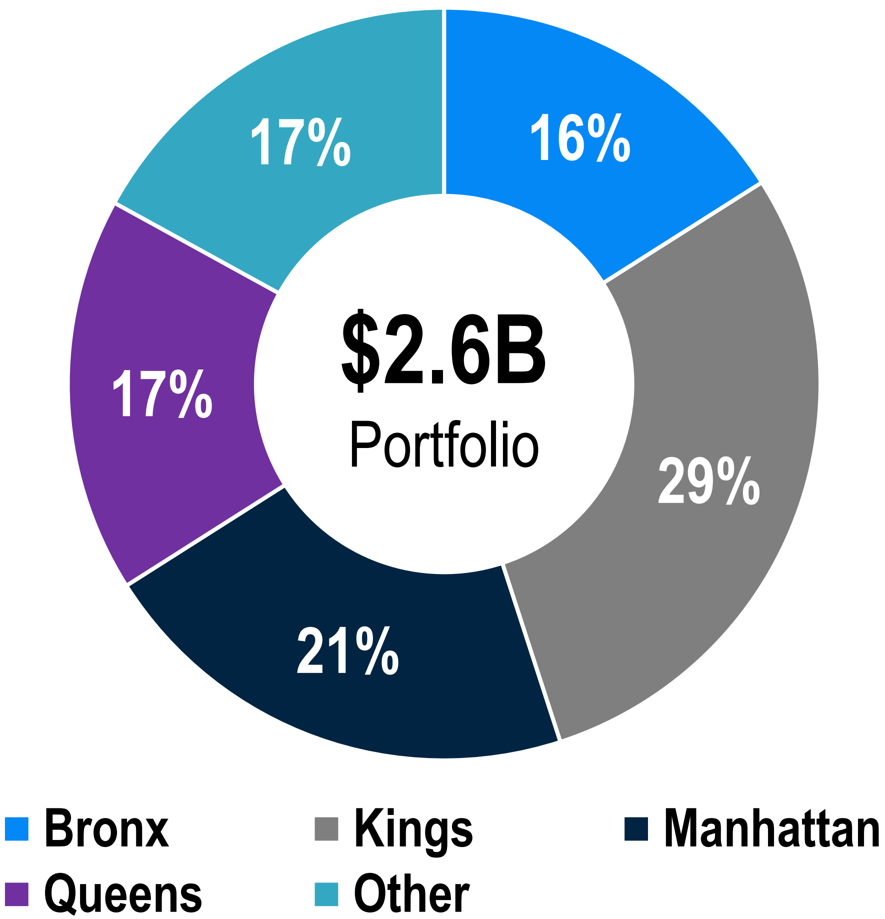
Underwriting Standards at Origination

- All loans underwritten with a 250-300 bps increase in rates at origination; especially when rates were low
- Debt coverage ratios (DCR) based on current rents; not projected cash flows
- Underwritten Net Operating Income (NOI) at origination includes forecasted increases in expenses and potential increase interest rates, which limits overall leverage
- Cap rates were underwritten to 5%+ when rates were low
- Annual loan reviews performed; cash flows updated annually and a trend analysis on the portfolio is performed
- 30-year amortization
- Loans generally reset every 5 years (FHLB Advance rate + 225 bps)

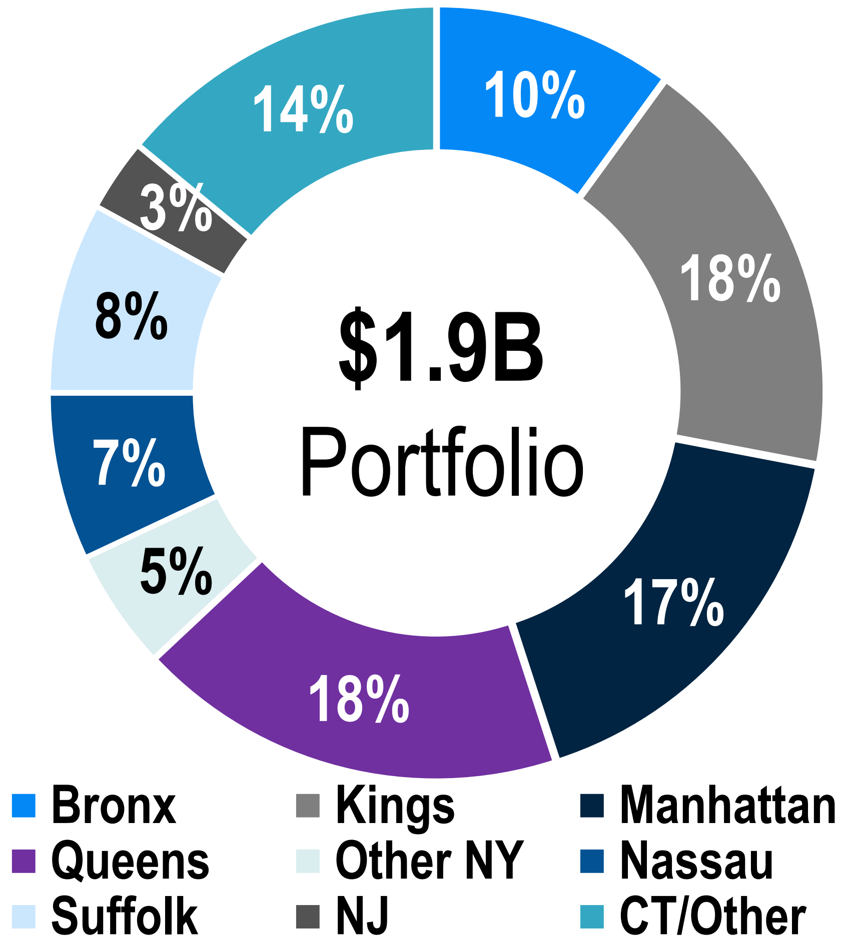
Data as of September 30, 2024

Geographically Diverse Multifamily and CRE Portfolios

Multifamily Geography



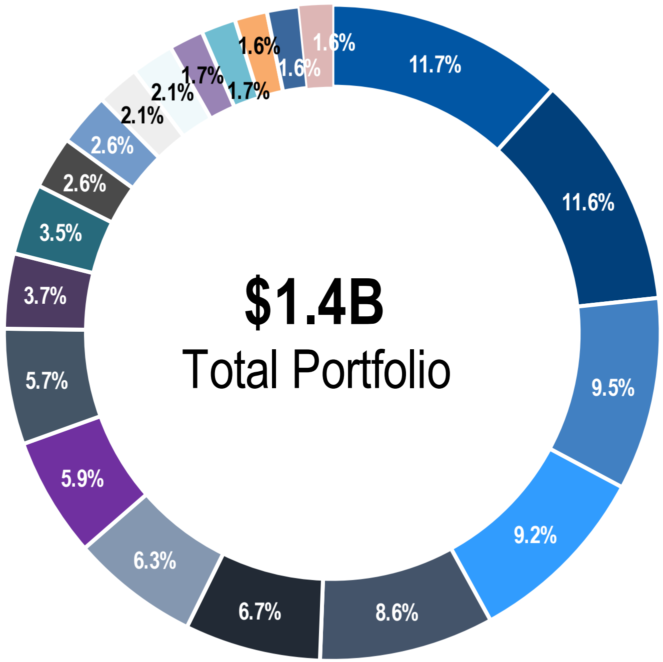
Non-Owner Occupied CRE Geography



Underwrite Real Estate Loans with a Cap Rates over 6.6% in 1H24 (5%+ Historically) and Stress Test Each Loan

Well-Diversified Commercial Business Portfolio

Real Estate Collateral
$728MM



- Wholesalers: 11.7%
- Trucking/ Vehicle Transport: 11.6%
- Other: 9.5%
- Financing Company: 9.2%
- Construction / Contractors: 8.6%
- Professional Services (Excluding Medical): 6.7%
- Hotels: 6.3%
- Medical Professionals: 5.9%
- Manufacturer: 5.7%
- Automobile Related: 3.7%
- Apparel: 3.5%
- Restaurants: 2.6%
- Electrical Equipment: 2.6%
- Theaters: 2.1%
- Civic and Social Organizations: 2.1%
- Food Service: 1.7%
- Retailer: 1.7%
- Schools / Daycare Centers: 1.6%
- Airlines: 1.6%
- Real Estate: 1.6%

Commercial Business

- Primarily in market lending
- Annual sales up to $250 million
- Lines of credit and term loans, including owner occupied mortgages
- Loans secured by business assets, including account receivables, inventory, equipment, and real estate
- Personal guarantees are generally required
- Originations are generally $100,000 to $10 million
- Adjustable rate loans with adjustment periods of five years for owner-occupied mortgages and for lines of credit the adjustment period is generally monthly
- Generally not subject to limitations on interest rate increases but have interest rate floors

Average loan size of $1.4 million

Reconciliation of GAAP Earnings and Core Earnings

Non-cash Fair Value Adjustments to GAAP Earnings

The variance in GAAP and core earnings is partly driven by the impact of non-cash net gains and losses from fair value adjustments. These fair value adjustments relate primarily to borrowings carried at fair value under the fair value option.

Core Net Income, Core Diluted EPS, Core ROAE, Core ROAA, Pre-provision, Pre-tax Net Revenue, Core Net Interest Income FTE, Core Net Interest Margin FTE, Core Interest Income and Yield on Total Loans, Core Noninterest Income, Core Noninterest Expense and Tangible Book Value per common share are each non-GAAP measures used in this presentation. A reconciliation to the most directly comparable GAAP financial measures appears below in tabular form. The Company believes that these measures are useful for both investors and management to understand the effects of certain interest and noninterest items and provide an alternative view of the Company's performance over time and in comparison, to the Company's competitors. These measures should not be viewed as a substitute for net income. The Company believes that tangible book value per common share is useful for both investors and management as this measure is commonly used by financial institutions, regulators and investors to measure the capital adequacy of financial institutions. The Company believes this measure facilitates comparison of the quality and composition of the Company's capital over time and in comparison, to its competitors. This measure should not be viewed as a substitute for total shareholders' equity.

These non-GAAP measures have inherent limitations, are not required to be uniformly applied and are not audited. They should not be considered in isolation or as a substitute for analysis of results reported under GAAP. These non-GAAP measures may not be comparable to similarly titled measures reported by other companies.

Reconciliation of GAAP to CORE Earnings - Quarters

(Dollars in thousands, except per share data)	For the three months ended September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023	For the nine months ended September 30, 2024	September 30, 2023
GAAP income before income taxes	$ 11,457	$ 7,136	$ 4,997	$ 11,754	$ 10,752	$ 23,590	$ 28,079
Net (gain) loss from fair value adjustments (Noninterest income (loss))	(974)	(57)	834	(906)	1,246	(197)	(1,667)
Life insurance proceeds (Noninterest income (loss))	(1)	—	—	(697)	(23)	(1)	(584)
Net (gain) loss from fair value adjustments on qualifying hedges (Net interest income)	(554)	(177)	187	872	(1,348)	(544)	(1,243)
Net amortization of purchase accounting adjustments and intangibles (Various)	(62)	(85)	(169)	(355)	(237)	(316)	(652)
Miscellaneous expense (Professional services)	10	494	—	526	—	504	—
Core income before taxes	9,876	7,311	5,849	11,194	10,390	23,036	23,933
Provision for core income taxes	2,153	1,855	1,537	3,648	2,819	5,545	6,561
Core net income	$ 7,723	$ 5,456	$ 4,312	$ 7,546	$ 7,571	$ 17,491	$ 17,372
GAAP diluted earnings per common share	$ 0.30	$ 0.18	$ 0.12	$ 0.27	$ 0.26	$ 0.60	$ 0.69
Net (gain) loss from fair value adjustments, net of tax	(0.03)	(0.01)	0.02	(0.02)	0.03	(0.01)	(0.04)
Life insurance proceeds	—	—	—	(0.02)	—	—	(0.02)
Net (gain) loss from fair value adjustments on qualifying hedges, net of tax	(0.01)	—	—	0.02	(0.03)	(0.01)	(0.03)
Net amortization of purchase accounting adjustments, net of tax	—	—	—	(0.01)	(0.01)	(0.01)	(0.02)
Miscellaneous expense, net of tax	—	0.01	—	0.01	—	0.01	—
Core diluted earnings per common share[1]	$ 0.26	$ 0.18	$ 0.14	$ 0.25	$ 0.25	$ 0.59	$ 0.58
Core net income, as calculated above	$ 7,723	$ 5,456	$ 4,312	$ 7,546	$ 7,571	$ 17,491	$ 17,372
Average assets	9,203,884	8,830,665	8,707,505	8,569,002	8,505,346	8,915,076	8,478,837
Average equity	672,762	667,557	669,185	669,819	675,041	669,845	676,949
Core return on average assets[2]	0.34 %	0.25 %	0.20 %	0.35 %	0.36 %	0.26 %	0.27 %
Core return on average equity[2]	4.59 %	3.27 %	2.58 %	4.51 %	4.49 %	3.48 %	3.42 %

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[1] Core diluted earnings per common share may not foot due to rounding
[2] Ratios are calculated on an annualized basis

Reconciliation of GAAP Revenue and Pre-provision Pre-tax Net Revenue - Quarters

(Dollars in thousands)	For the three months ended September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023	For the nine months ended September 30, 2024	September 30, 2023
GAAP Net interest income	$ 45,603	$ 42,776	$ 42,397	$ 46,085	$ 44,427	$ 130,776	$ 133,067
Net (gain) loss from fair value adjustments on qualifying hedges	(554)	(177)	187	872	(1,348)	(544)	(1,243)
Net amortization of purchase accounting adjustments	(155)	(182)	(271)	(461)	(347)	(608)	(993)
Core Net interest income	$ 44,894	$ 42,417	$ 42,313	$ 46,496	$ 42,732	$ 129,624	$ 130,831
GAAP Noninterest income	$ 6,277	$ 4,216	$ 3,084	$ 7,402	$ 3,309	$ 13,577	$ 15,186
Net (gain) loss from fair value adjustments	(974)	(57)	834	(906)	1,246	(197)	(1,667)
Life insurance proceeds	(1)	—	—	(697)	(23)	(1)	(584)
Core Noninterest income	$ 5,302	$ 4,159	$ 3,918	$ 5,799	$ 4,532	$ 13,379	$ 12,935
GAAP Noninterest expense	$ 38,696	$ 39,047	$ 39,892	$ 40,735	$ 36,388	$ 117,635	$ 110,654
Net amortization of purchase accounting adjustments	(93)	(97)	(102)	(106)	(110)	(292)	(341)
Miscellaneous expense	(10)	(494)	—	(526)	—	(504)	—
Core Noninterest expense	$ 38,593	$ 38,456	$ 39,790	$ 40,103	$ 36,278	$ 116,839	$ 110,313
Net interest income	$ 45,603	$ 42,776	$ 42,397	$ 46,085	$ 44,427	$ 130,776	$ 133,067
Noninterest income	6,277	4,216	3,084	7,402	3,309	13,577	15,186
Noninterest expense	(38,696)	(39,047)	(39,892)	(40,735)	(36,388)	(117,635)	(110,654)
Pre-provision pre-tax net revenue	$ 13,184	$ 7,945	$ 5,589	$ 12,752	$ 11,348	$ 26,718	$ 37,599
Core:							
Net interest income	$ 44,894	$ 42,417	$ 42,313	$ 46,496	$ 42,732	$ 129,624	$ 130,831
Noninterest income	5,302	4,159	3,918	5,799	4,532	13,379	12,935
Noninterest expense	(38,593)	(38,456)	(39,790)	(40,103)	(36,278)	(116,839)	(110,313)
Pre-provision pre-tax net revenue	$ 11,603	$ 8,120	$ 6,441	$ 12,192	$ 10,986	$ 26,164	$ 33,453
Efficiency Ratio	77.2 %	82.6 %	86.1 %	76.7 %	76.8 %	81.8 %	76.7 %

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Efficiency ratio, a non-GAAP measure, was calculated by dividing core noninterest expense (excluding OREO expense and the net gain/loss from the sale of OREO) by the total of core net interest income and core noninterest income.

Reconciliation of GAAP to Core Net Interest Income and NIM - Quarters

(Dollars in thousands)	For the three months ended September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023	For the nine months ended September 30, 2024	September 30, 2023
GAAP net interest income	$ 45,603	$ 42,776	$ 42,397	$ 46,085	$ 44,427	$ 130,776	$ 133,067
Net (gain) loss from fair value adjustments on qualifying hedges	(554)	(177)	187	872	(1,348)	(544)	(1,243)
Net amortization of purchase accounting adjustments	(155)	(182)	(271)	(461)	(347)	(608)	(993)
Tax equivalent adjustment	100	98	100	101	102	298	303
Core net interest income FTE	$ 44,994	$ 42,515	$ 42,413	$ 46,597	$ 42,834	$ 129,922	$ 131,134
Prepayment penalties received on loans and securities, net of reversals and recoveries of interest from nonaccrual loans	(1,647)	(369)	(928)	(3,416)	(857)	(2,944)	(1,852)
Net interest income FTE excluding episodic items	$ 43,347	$ 42,146	$ 41,485	$ 43,181	$ 41,977	$ 126,978	$ 129,282
Total average interest-earning assets [1]	$ 8,712,443	$ 8,358,006	$ 8,238,395	$ 8,080,550	$ 8,027,201	$ 8,437,288	$ 8,010,154
Core net interest margin FTE	2.07 %	2.03 %	2.06 %	2.31 %	2.13 %	2.05 %	2.18 %
Net interest margin FTE excluding episodic items	1.99 %	2.02 %	2.01 %	2.14 %	2.09 %	2.01 %	2.15 %
GAAP interest income on total loans, net	$ 95,780	$ 92,728	$ 92,959	$ 95,616	$ 91,466	$ 281,467	$ 259,732
Net (gain) loss from fair value adjustments on qualifying hedges - loans	(364)	(137)	123	978	(1,379)	(378)	(1,323)
Net amortization of purchase accounting adjustments	(168)	(198)	(295)	(484)	(358)	(661)	(1,019)
Core interest income on total loans, net	$ 95,248	$ 92,393	$ 92,787	$ 96,110	$ 89,729	$ 280,428	$ 257,390
Average total loans, net [1]	$ 6,740,579	$ 6,751,715	$ 6,807,944	$ 6,872,115	$ 6,817,642	$ 6,766,650	$ 6,842,712
Core yield on total loans	5.65 %	5.47 %	5.45 %	5.59 %	5.26 %	5.53 %	5.02 %

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[1] Excludes purchase accounting average balances for all periods presented

Calculation of Tangible Stockholders' Common Equity to Tangible Assets - Quarters

(Dollars in thousands)	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023
Total Equity	$ 666,891	$ 665,322	$ 669,827	$ 669,837	$ 666,521
Less:					
Goodwill	(17,636)	(17,636)	(17,636)	(17,636)	(17,636)
Core deposit intangibles	(1,220)	(1,322)	(1,428)	(1,537)	(1,651)
Tangible Stockholders' Common Equity	$ 648,035	$ 646,364	$ 650,763	$ 650,664	$ 647,234
Total Assets	$ 9,280,886	$ 9,097,240	$ 8,807,325	$ 8,537,236	$ 8,579,375
Less:					
Goodwill	(17,636)	(17,636)	(17,636)	(17,636)	(17,636)
Core deposit intangibles	(1,220)	(1,322)	(1,428)	(1,537)	(1,651)
Tangible Assets	$ 9,262,030	$ 9,078,282	$ 8,788,261	$ 8,518,063	$ 8,560,088
Tangible Stockholders' Common Equity to Tangible Assets	7.00 %	7.12 %	7.40 %	7.64 %	7.56 %

Reconciliation of GAAP Earnings and Core Earnings - Years

(Dollars In thousands, except per share data)	Years Ended December 31, 2023	December 31, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018
GAAP income (loss) before income taxes	$ 39,833	$ 104,852	$ 109,278	$ 45,182	$ 53,331	$ 65,485
Day 1, Provision for Credit Losses - Empire transaction	—	—	—	1,818	—	—
Net (gain) loss from fair value adjustments	(2,573)	(5,728)	12,995	2,142	5,353	4,122
Net (gain) loss on sale of securities	—	10,948	(113)	701	15	1,920
Life insurance proceeds	(1,281)	(1,822)	—	(659)	(462)	(2,998)
Net gain on sale or disposition of assets	—	(104)	(621)	—	(770)	(1,141)
Net (gain) loss from fair value adjustments on qualifying hedges	(371)	(775)	(2,079)	1,185	1,678	—
Accelerated employee benefits upon Officer's death	—	—	—	—	455	149
Prepayment penalty on borrowings	—	—	—	7,834	—	—
Net amortization of purchase accounting adjustments	(1,007)	(2,030)	(2,489)	80	—	—
Miscellaneous/Merger expense	526	—	2,562	6,894	1,590	—
Core income before taxes	35,127	105,341	119,533	65,177	61,190	67,537
Provision for core income taxes	10,209	28,502	30,769	15,428	13,957	11,960
Core net income	$ 24,918	$ 76,839	$ 88,764	$ 49,749	$ 47,233	$ 55,577
GAAP diluted earnings (loss) per common share	$ 0.96	$ 2.50	$ 2.59	$ 1.18	$ 1.44	$ 1.92
Day 1, Provision for Credit Losses - Empire transaction, net of tax	—	—	—	0.05	—	—
Net (gain) loss from fair value adjustments, net of tax	(0.06)	(0.14)	0.31	0.06	0.14	0.10
Net (gain) loss on sale of securities, net of tax	—	0.26	—	0.02	—	0.05
Life insurance proceeds	(0.04)	(0.06)	—	(0.02)	(0.02)	(0.10)
Net gain on sale or disposition of assets, net of tax	—	—	(0.01)	—	(0.02)	(0.03)
Net (gain) loss from fair value adjustments on qualifying hedges, net of tax	(0.01)	(0.02)	(0.05)	0.03	0.05	—
Accelerated employee benefits upon Officer's death, net of tax	—	—	—	—	0.01	—
Prepayment penalty on borrowings, net of tax	—	—	—	0.20	—	—
Net amortization of purchase accounting adjustments, net of tax	(0.02)	(0.05)	(0.06)	—	—	—
Miscellaneous/Merger expense, net of tax	0.01	—	0.06	0.18	0.04	—
NYS tax change	—	—	(0.02)	—	—	—
Core diluted earnings per common share[1]	$ 0.83	$ 2.49	$ 2.81	$ 1.70	$ 1.65	$ 1.94
Core net income, as calculated above	$ 24,918	$ 76,839	$ 88,764	$ 49,749	$ 47,233	$ 55,577
Average assets	8,501,564	8,307,137	8,143,372	7,276,022	6,947,881	6,504,598
Average equity	675,151	672,742	648,946	580,067	561,289	534,735
Core return on average assets[2]	0.29 %	0.92 %	1.09 %	0.68 %	0.68 %	0.85 %
Core return on average equity[2]	3.69 %	11.42 %	13.68 %	8.58 %	8.42 %	10.39 %

[1] Core diluted earnings per common share may not foot due to rounding
[2] Ratios are calculated on an annualized basis

Reconciliation of GAAP Revenue and Pre-Provision Pre-Tax Net Revenue - Years

	Years Ended					
(Dollars In thousands)	December 31, 2023	December 31, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018
GAAP Net interest income	$ 179,152	$ 243,616	$ 247,969	$ 195,199	$ 161,940	$ 167,406
Net (gain) loss from fair value adjustments on qualifying hedges	(371)	(775)	(2,079)	1,185	1,678	—
Net amortization of purchase accounting adjustments	(1,454)	(2,542)	(3,049)	(11)	—	—
Core Net interest income	$ 177,327	$ 240,299	$ 242,841	$ 196,373	$ 163,618	$ 167,406
GAAP Noninterest income	$ 22,588	$ 10,009	$ 3,687	$ 11,043	$ 9,471	$ 10,337
adjustments	(2,573)	(5,728)	12,995	2,142	5,353	4,122
Net (gain) loss on sale of securities	—	10,948	(113)	701	15	1,920
Life insurance proceeds	(1,281)	(1,822)	—	(659)	(462)	(2,998)
Net gain on disposition of assets	—	(104)	(621)	—	(770)	(1,141)
Core Noninterest income	$ 18,734	$ 13,303	$ 15,948	$ 13,227	$ 13,607	$ 12,240
GAAP Noninterest expense	$ 151,389	$ 143,692	$ 147,322	$ 137,931	$ 115,269	$ 111,683
Prepayment penalty on borrowings	—	—	—	(7,834)	—	—
Accelerated employee benefits upon Officer's death	—	—	—	—	(455)	(149)
Net amortization of purchase accounting adjustments	(447)	(512)	(560)	(91)	—	—
Miscellaneous/Merger expense	(526)	—	(2,562)	(6,894)	(1,590)	—
Core Noninterest expense	$ 150,416	$ 143,180	$ 144,200	$ 123,112	$ 113,224	$ 111,534
GAAP:						
Net interest income	$ 179,152	$ 243,616	$ 247,969	$ 195,199	$ 161,940	$ 167,406
Noninterest income	22,588	10,009	3,687	11,043	9,471	10,337
Noninterest expense	(151,389)	(143,692)	(147,322)	(137,931)	(115,269)	(111,683)
Pre-provision pre-tax net revenue	$ 50,351	$ 109,933	$ 104,334	$ 68,311	$ 56,142	$ 66,060
Core:						
Net interest income	$ 177,327	$ 240,299	$ 242,841	$ 196,373	$ 163,618	$ 167,406
Noninterest income	18,734	13,303	15,948	13,227	13,607	12,240
Noninterest expense	(150,416)	(143,180)	(144,200)	(123,112)	(113,224)	(111,534)
Pre-provision pre-tax net revenue	$ 45,645	$ 110,422	$ 114,589	$ 86,488	$ 64,001	$ 68,112
Efficiency Ratio	76.7 %	56.5 %	55.7 %	58.7 %	63.9 %	62.1 %

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Efficiency ratio, a non-GAAP measure, was calculated by dividing core noninterest expense (excluding OREO expense and the net gain/loss from the sale of OREO) by the total of core net interest income and core noninterest income.

Reconciliation of GAAP and Core Net Interest Income and NIM - Years

	Years Ended					
(Dollars In thousands)	December 31, 2023	December 31, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018
GAAP net interest income	$ 179,152	$ 243,616	$ 247,969	$ 195,199	$ 161,940	$ 167,406
Net (gain) loss from fair value adjustments on qualifying hedges	(371)	(775)	(2,079)	1,185	1,678	—
Net amortization of purchase accounting adjustments	(1,454)	(2,542)	(3,049)	(11)	—	—
Tax equivalent adjustment	404	461	450	508	542	895
Core net interest income FTE	$ 177,731	$ 240,760	$ 243,291	$ 196,881	$ 164,160	$ 168,301
Prepayment penalties received on loans and securities, net of reversals and recoveries of interest from nonaccrual loans	(6,497)	(6,627)	(4,576)	(6,501)	(7,058)	(7,050)
items	$ 171,234	$ 234,133	$ 238,715	$ 190,380	$ 157,102	$ 161,251
Total average interest-earning assets [1]	$ 8,027,898	$ 7,841,407	$ 7,681,441	$ 6,863,219	$ 6,582,473	$ 6,194,248
Core net interest margin FTE	2.21 %	3.07 %	3.17 %	2.87 %	2.49 %	2.72 %
items	2.13 %	2.99 %	3.11 %	2.77 %	2.39 %	2.60 %
GAAP interest income on total loans, net	$ 355,348	$ 293,287	$ 274,331	$ 248,153	$ 251,744	$ 232,719
Net (gain) loss from fair value adjustments on qualifying hedges	(345)	(775)	(2,079)	1,185	1,678	—
Net amortization of purchase accounting adjustments	(1,503)	(2,628)	(3,013)	(356)	—	—
Core interest income on total loans, net	$ 353,500	$ 289,884	$ 269,239	$ 248,982	$ 253,422	$ 232,719
Average total loans, net [1]	$ 6,850,124	$ 6,748,165	$ 6,653,980	$ 6,006,931	$ 5,621,033	$ 5,316,968
Core yield on total loans	5.16 %	4.30 %	4.05 %	4.14 %	4.51 %	4.38 %

[1] Excludes purchase accounting average balances for the years ended 2023, 2022, 2021, and 2020

Calculation of Tangible Stockholders' Common Equity to Tangible Assets - Years

(Dollars in thousands)	December 31, 2023	December 31, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018
Total Equity	$ 669,837	$ 677,157	$ 679,628	$ 618,997	$ 579,672	$ 549,464
Less:						
Goodwill	(17,636)	(17,636)	(17,636)	(17,636)	(16,127)	(16,127)
Core deposit intangibles	(1,537)	(2,017)	(2,562)	(3,172)	—	—
Intangible deferred tax liabilities	—	—	328	287	292	290
Tangible Stockholders' Common Equity	$ 650,664	$ 657,504	$ 659,758	$ 598,476	$ 563,837	$ 533,627
Total Assets	$ 8,537,236	$ 8,422,946	$ 8,045,911	$ 7,976,394	$ 7,017,776	$ 6,834,176
Less:						
Goodwill	(17,636)	(17,636)	(17,636)	(17,636)	(16,127)	(16,127)
Core deposit intangibles	(1,537)	(2,017)	(2,562)	(3,172)	—	—
Intangible deferred tax liabilities	—	—	328	287	292	290
Tangible Assets	$ 8,518,063	$ 8,403,293	$ 8,026,041	$ 7,955,873	$ 7,001,941	$ 6,818,339
Tangible Stockholders' Common Equity to Tangible Assets	7.64 %	7.82 %	8.22 %	7.52 %	8.05 %	7.83 %

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