Wall Street Wonders Presentation









February 22, 2023



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, 2021 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 Savings 90+ Year History

Flushing Savings Bank Opened on June 1, 1929





Celebrating Over 20 years as Public Company







27 Year Track Record of Steady Growth





¹ Includes mortgagors' escrow deposits ² Calculated from 1996-2022

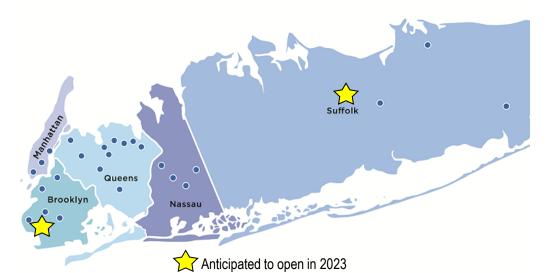
Flushing Financial Snapshot (NASDAQ: FFIC)

2022 Key Statistics

Balance Sheet		Performance						
Assets	\$8.4B	GAAP/Core ROAA	0.93%/0.92% ²					
Loans, net	\$6.9B	GAAP/Core ROAE	11.44%/11.4 2 %²					
,	•	GAAP/Core Exp/Avg Assets	1.73%/1.72% ²					
Deposits	\$6.5B ¹	Tangible Book Value	\$22.31					
Equity	\$0.7B	Dividend Yield	4.4% ³					

Footprint

Deposits primarily from 25 branches (+2 in process) in multicultural neighborhoods and our online division, consisting of iGObanking® and BankPurely®



Key Messages

- Leading Community Bank in the Attractive Greater NYC Area
- Well Diversified and Low Risk Loan Portfolio
- History of Sound Credit Quality
- Asian Banking Niche
- Strong Capital Return and Dividend Yield >4%

Brand Promise



Nurturing Relationships and Rewarding Customers, Employees, and Shareholders



¹ Includes mortgagors' escrow deposits

² See Reconciliation of GAAP Revenue & Pre-Provision Pre-Tax Net Revenue and Reconciliation of GAAP Revenue and Pre-Provision Pre-Tax Net Revenue for calculation

³ Calculated using 2/17/23 closing price of \$19.82

Experienced Executive Leadership Team



John Buran President and CFO

FFIC: 22 years Industry: 46 years



Maria Grasso SEVP, COO, Corporate Secretary

17 years 37 years



Susan Cullen SEVP, CFO, Treasurer

7 years 33 years



Francis Korzekwinski SEVP. Chief of Real Estate

29 years 34 years



Michael Bingold SEVP. Chief Retail and Client Development Officer

10 years 40 years



Douglas McClintock SEVP. General Counsel

1 year 47 years



Allen Brewer SEVP, Chief Information Officer

14 years 49 years



Tom Buonaiuto SEVP, Chief of Staff, Deposit Channel Executive

15 years¹ 31 years



Vincent Giovinco EVP, Commercial Real Estate Lending

3 years 25 years



Alan Jin **FVP**. Residential and Mixed Use

24 years 30 years



Theresa Kelly EVP, Business Banking

17 years 39 years



Patricia Mezeul EVP, Director of Government Banking

15 years 43 years

Executive Compensation and Insider Stock Ownership (6.2%²) Aligned with Shareholder Interests

Delivering Rewarding Relationships

Supporting Local Business Growth. Building Rewarding Relationships.

FLUSHING Bank

Follow us on in f











Building Relationships Across All Stakeholders



Long-standing History of Giving Back to the Communities









Our Asian Bank Supports Business Growth



Key Events During 4Q22



- Signed Lease for Bensonhurst Branch Expanding our Asian Banking Footprint
- Maintained Investment Grade Rating by Kroll Bond Rating Agency, Inc.
- Presented Sponsorship Check to Queens Borough President Tech + Innovation Challenge
 - Assisting to help transform Queens into a leading hub of innovation and technology
- Attended Ribbon Cutting Ceremony for Charles B. Wang Community Health Center
 - Flushing Bank was a significant participant in the financing of the health center



Strong Asian Banking Market Focus

Asian Communities – **Total Loans \$801MM** and **Deposits \$1.1B**

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

Expanding into Bensonhurst (Brooklyn) in 2023

17% of Total Deposits¹

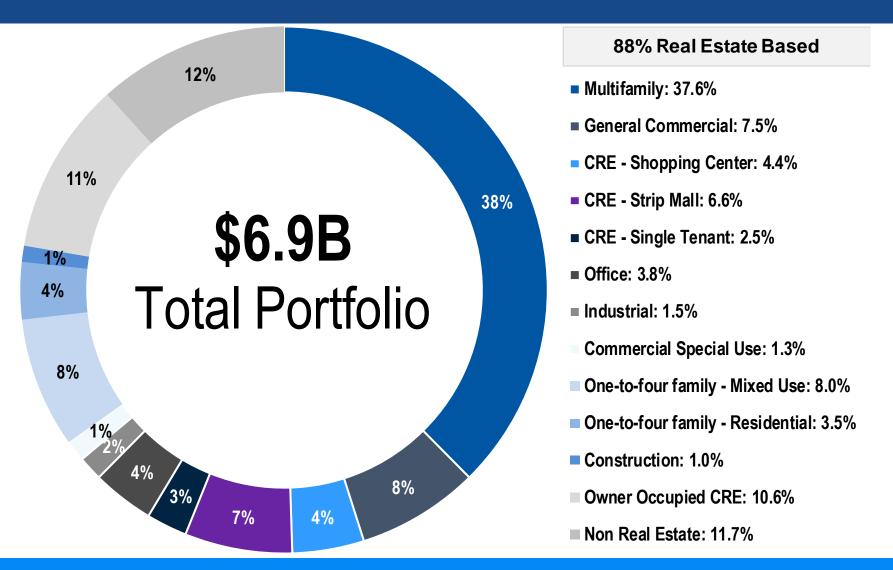
\$36B

Deposit Market Potential (~3% Market Share²)

7.6%

FFIC 5 Year Asian Market
CAGR vs 3.7%² for the
Comparable Asian
Markets

Loans Secured by Real Estate Have an Average LTV of <37%



Well Secured and Diversified Real Estate Portfolio

Multifamily Lending (38% of Loans) - Rent Stabilized, Niche Player



- Primarily in market lending (\$2.6B portfolio)
 - Bronx 15%, Kings 31%, Manhattan 21%,
 Queens 17%, Other 16%
- Review net operating income and the collateral plus the financial resources and income level of the borrower (including experience in managing or owning similar properties)
- ARMs adjust each 5-year period with terms up to 30 years and comprise 81% of the portfolio; prepayment penalties are reset for each 5-year period
- Average loan size is \$1.1MM
- Average monthly rent of \$1,567 vs \$2,975¹ for the market
- Weighted average LTV² is 45% with no loans having an LTV above 75%
- Weighted average DCR is ~1.7x³
- Borrowers typically do not sell properties, but refinance to buy more properties

Our Conservative Lending Standards Lead to Minimal Losses

² LTVs are based on value at origination.

³ Based on most recent Annual Loan Review

Non-Owner Occupied Commercial Real Estate (28% of Loans) – Strong Equity on Local Properties





- Primarily in market lending (\$1.9B portfolio)
 - Bronx 9%, Kings 17%, Manhattan 17%, Queens 21%, Other NY -8%, Nassau 6%, Suffolk -9%, Other 13%
- Secured by in-market office buildings, hotels/motels, small business facilities, strip shopping centers, and warehouses
- Review net operating income and the collateral plus the financial resources and income level of the borrower (including experience in managing or owning similar properties)
- ARMs adjust each 5-year period with terms up to 30 years and comprise 83% of the portfolio
- Average loan size: \$1.9MM
- Weighted average LTV¹ is 50% with \$1.0MM having an LTV above 75%
- Weighted average DCR is ~1.8x²
- Require primary operating accounts

Underwrite Real Estate Loans with a Cap Rate in Mid-5s and Stress Test Each Loan

Residential Mixed Use (8% of Loans) – Higher Yields, Less Exposed to Internet Disruption



- Primarily in market lending (\$554MM portfolio)
- Properties contain up to four residential dwelling units and include a commercial component
- Review net operating income and the collateral plus the financial resources and income level of the borrower (including experience in managing or owning similar properties)
- Offer both adjustable and fixed rate loans
- Average loan size is \$399,000
- Weighted average LTV¹ is 41% with \$5.4MM with an LTV above 75%
- Mixed Use loan yields are generally higher than Multifamily and NOO CRE loans

These Businesses are Vital to the Local Community

Commercial Business (22% of Loans) – Well Diversified



Commercial Business

- Primarily in market lending
- Annual sales up to \$250MM
- 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 \$10MM
- 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 \$1.2MM



Our Branches Have Evolved with the Community and Technology









25 Branches In Our Footprint Plus 2 In Process



Digital Banking Usage Continues to Increase

24%

Increase in Monthly Mobile Deposit Active Users Dec 2022 YoY



20%

Increase in Users with
Active Online Banking Status
Dec 2022 YoY

11%

Digital Banking
Enrollment
Dec 2022 YoY Growth

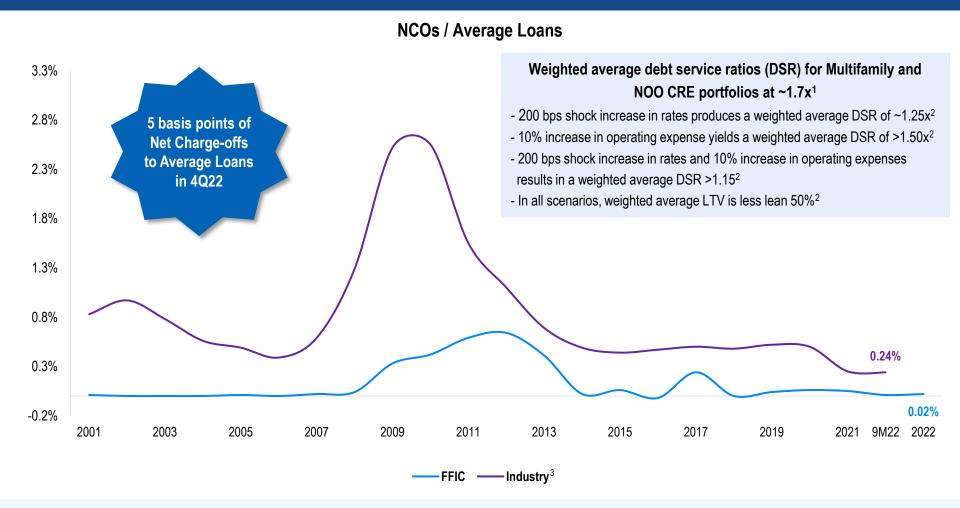




Technology Enhancements Remain a Priority



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



- 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 <37%⁴
 - Only \$23.4MM of real estate loans (0.3% of gross loans) with an LTV of 75% or more⁴



¹ Based on most recent Annual Loan Review

⁹ Based upon a sample size of 89% of loans adjusting between 2022 and 2024 with no increase in rents or total income.

³ "Industry" includes FDIC insured institutions from "FDIC Statistics At A Glance" through September 30, 2022

⁴ Based on appraised value at origination

Takeaways

- ► Leading Community Bank in the Greater NYC Area
- Experienced Management Team
- ► Serving All Communities; Including **Asian Banking Niche**
- Well Diversified and Low Risk Loan Portfolio
- ► Embracing and Expanding **Digital and Mobile Capabilities**
- ► History of Sound Credit Quality since IPO in 1995
- ► 4.4%¹ Dividend Yield

Conservative Underwriting with History of Solid Value Creation

Appendix







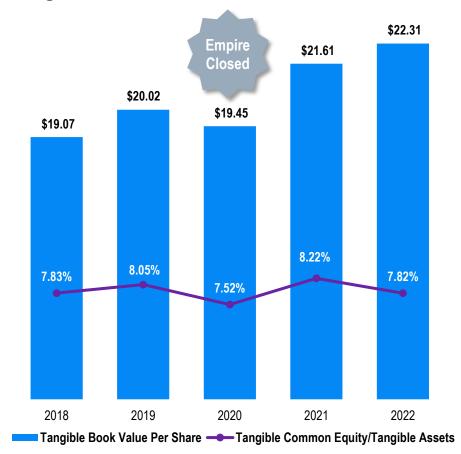


Strong and Growing Capital Base

Book Value Per Share 5 Year CAGR of 4%

\$22.97 \$22.26 \$20.59 \$20.11 \$19.64 10.95% 10.52% 10.86% 10.98% 9.88% 8.98% 8.74% 8.73% 8.61% 8.38% 2018 2019 2020 2021 2022

Tangible Book Value Per Share 5 Year CAGR of 4%



71% of Earnings Returned in 2022; 45% in 2021

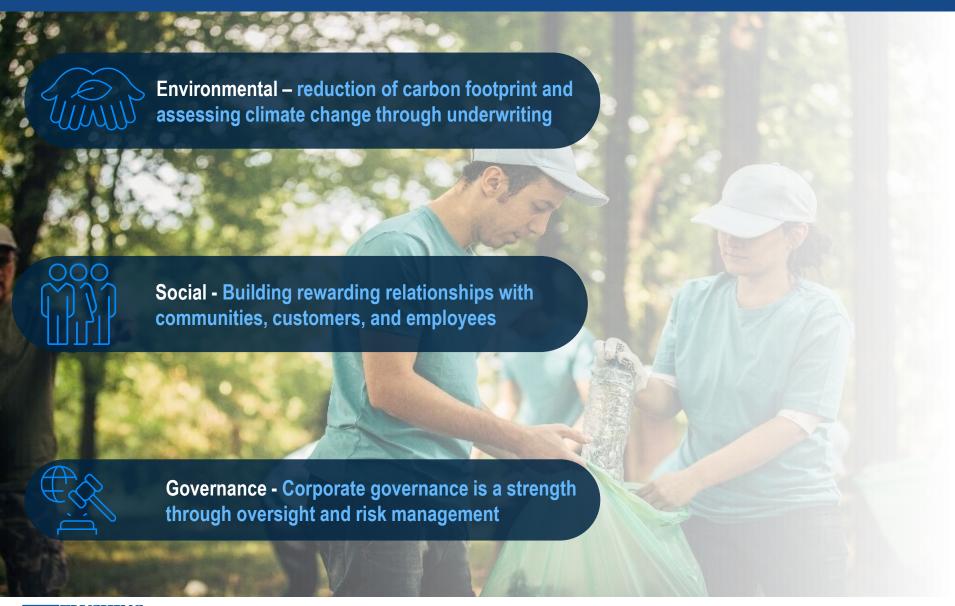


■ Book Value Per Share

Annual Financial Highlights

	2022	2021		2020		2019		2018		2017	
Reported Results											
EPS	\$2.50	\$2.59		\$1.18		\$1.44		\$1.92		\$1.41	
ROAA	0.93	% 1.00	%	0.48	%	0.59	%	0.85	%	0.66	%
ROAE	11.44	12.60		5.98		7.35		10.30		7.74	
NIM FTE	3.11	3.24		2.85		2.47		2.70		2.93	
Core ¹ Results											
EPS	\$2.49	\$2.81		\$1.70		\$1.65		\$1.94		\$1.57	
ROAA	0.92	% 1.09	%	0.68	%	0.68	%	0.85	%	0.74	%
ROAE	11.42	13.68		8.58		8.42		10.39		8.63	
NIM FTE	3.07	3.17		2.87		2.49		2.72		2.93	
Credit Quality											
NPAs/Loans & REO	0.77	% 0.23	%	0.31	%	0.24	%	0.29	%	0.35	%
LLR/Loans	0.58	0.56		0.67		0.38		0.38		0.39	
LLR/NPLs	124.89	248.66		214.27		164.05		128.87		112.23	
NCOs/Avg Loans	0.02	0.05		0.06		0.04		-		0.24	
Criticized&Classifieds/Loans	0.98	0.87		1.07		0.66		0.96		1.21	
Capital Ratios											
CET1	10.52		%	9.88	%	10.95	%	10.98	%	11.59	%
Tier 1	11.25	11.75		10.54		11.77		11.79		12.38	
Total Risk-based Capital	14.69	14.32		12.63		13.62		13.72		14.48	
Leverage Ratio	8.61	8.98		8.38		8.73		8.74		9.02	
TCE/TA	7.82	8.22		7.52		8.05		7.83		8.22	
Balance Sheet											
Book Value/Share	\$22.97			\$20.11		\$20.59		\$19.64		\$18.63	
Tangible Book Value/Share	22.31	21.61		19.45		20.02		19.07		18.08	
Dividends/Share	0.88			0.84		0.84		0.80		0.72	
Average Assets (\$B)	8.3			7.3		7.0		6.5		6.2	
Average Loans (\$B)	6.7			6.0		5.6		5.3		5.0	
Average Deposits (\$B)	6.5	6.4		5.2		5.0		4.7		4.5	

Environmental, Social, and Governance



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 borrowing carried at fair value under the fair value option and swaps designated to protect against rising rates. As the swaps get closer to maturity, the volatility in fair value adjustments will dissipate. In a rising interest rate environment or a steepening of the yield curve, the loss position would experience an improvement. In a declining interest rate environment, the movement in the curve exaggerates our mark-to-market loss position.

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 these are measures commonly used by financial institutions, regulators and investors to measure the capital adequacy of financial institutions. The Company believes these measures facilitate comparison of the quality and composition of the Company's capital over time and in comparison to its competitors. These measures 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

			Year	rs Ended		
	December 31,					
(Dollars In thousands, except per share data)	2022	2021	2020	2019	2018	2017
GAAP income (loss) before income taxes	\$ 104,852	\$ 109,278	\$ 45,182	\$ 53,331	\$ 65,485	\$ 66,134
Day 1, Provision for Credit Losses - Empire transaction	_	_	1,818	_	_	_
Net (gain) loss from fair value adjustments	(5,728)	12,995	2,142	5,353	4,122	3,465
Net (gain) loss on sale of securities	10,948	(113)	701	15	1,920	186
Life insurance proceeds	(1,822)	_	(659)	(462)	(2,998)	(1,405)
Net gain on sale or disposition of assets Net (gain) loss from fair value adjustments on qualifying hedges	(104)	(621)		(770)	(1,141)	_
Accelerated employee benefits upon Officer's death	(775)	(2,079)	1,185	1,678 455	149	_
Prepayment penalty on borrowings	_	_	7.024		149	_
Net amortization of purchase accounting adjustments	(2.020)	(2.400)	7,834	_	_	_
	(2,030)	(2,489)	80		_	_
Merger expense		2,562	6,894	1,590		
Core income before taxes	105,341	119,533	65,177	61,190	67,537	68,380
Provision for core income taxes Core net income	28,502	30,769	15,428	13,957	11,960	22,613
Core net income	\$ 76,839	\$ 88,764	\$ 49,749	\$ 47,233	\$ 55,577	\$ 45,767
GAAP diluted earnings (loss) per common share Day 1, Provision for Credit Losses - Empire transaction, net of	\$ 2.50	\$ 2.59	\$ 1.18	\$ 1.44	\$ 1.92	\$ 1.41
tax	_	=	0.05	_	=	_
Net (gain) loss from fair value adjustments, net of tax	(0.14)	0.31	0.06	0.14	0.10	0.07
Net (gain) loss on sale of securities, net of tax	0.26	=	0.02	_	0.05	_
Life insurance proceeds	(0.06)	_	(0.02)	(0.02)	(0.10)	(0.05)
Net gain on sale or disposition of assets, net of tax Net (gain) loss from fair value adjustments on qualifying	_	(0.01)	_	(0.02)	(0.03)	0.13
hedges, net of tax	(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 Net amortization of purchase accounting adjustments, net of	_	_	0.20	_	_	_
tax	(0.05)	(0.06)	_	_	_	_
Merger expense, net of tax	_	0.06	0.18	0.04	_	_
NYS tax change		(0.02)				
Core diluted earnings per common share ⁽¹⁾	\$ 2.49	\$ 2.81	\$ 1.70	\$ 1.65	\$ 1.94	\$ 1.57
Core net income, as calculated above	\$ 76,839	\$ 88,764	\$ 49,749	\$ 47,233	\$ 55,577	\$ 45,767
Average assets	8,307,137	8,143,372	7,276,022	6,947,881	6,504,598	6,217,746
Average equity	672,742	648,946	580,067	561,289	534,735	530,300
Core return on average assets (2)	0.92 %	1.09 %	0.68 %	0.68 %	0.85 %	0.74 %
Core return on average equity ⁽²⁾	11.42 %	13.68 %	8.58 %	8.42 %	10.39 %	8.63 %

FLUSHING 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	Ende	d				
	December 31,		December 31,		December 31,		December 31,		December 31,		De	ecember 31,
(Dollars In thousands)		2022	2021 2020		2019			2018		2017		
GAAP Net interest income Net (gain) loss from fair value	\$	243,616	\$	247,969	\$	195,199	\$	161,940	\$	167,406	\$	173,107
adjustments on qualifying hedges Net amortization of purchase		(775)		(2,079)		1,185		1,678		_		_
accounting adjustments		(2,542)		(3,049)		(11)		_		_		_
Core Net interest income	\$	240,299	\$	242,841	\$	196,373	\$	163,618	\$	167,406	\$	173,107
GAAP Noninterest income	\$	10,009	\$	3,687	\$	11,043	\$	9,471	\$	10,337	\$	10,362
adjustments		(5,728)		12,995		2,142		5,353		4,122		3,465
Net (gain) loss on sale of securities		10,948		(113)		701		15		1,920		186
Life insurance proceeds		(1,822)		_		(659)		(462)		(2,998)		(1,405)
Net gain on disposition of assets		(104)		(621)				(770)		(1,141)		
Core Noninterest income	\$	13,303	\$	15,948	\$	13,227	\$	13,607	\$	12,240	\$	12,608
GAAP Noninterest expense	\$	143,692	\$	147,322	\$	137,931	\$	115,269	\$	111,683	\$	107,474
Prepayment penalty on borrowings Accelerated employee benefits upon		_		_		(7,834)		_		_		_
Officer's death Net amortization of purchase		_		_		_		(455)		(149)		_
accounting adjustments		(512)		(560)		(91)		_		_		_
Merger expense		(312)		(2,562)		(6,894)		(1,590)		_		_
Core Noninterest expense	\$	143,180	\$	144,200	\$	123,112	\$	113,224	\$	111,534	\$	107,474
GAAP:												
Net interest income	\$	243,616	\$	247,969	\$	195,199	\$	161,940	\$	167,406	\$	173,107
Noninterest income		10,009		3,687		11,043		9,471		10,337		10,362
Noninterest expense		(143,692)		(147,322)		(137,931)		(115,269)		(111,683)		(107,474)
Pre-provision pre-tax net revenue	\$	109,933	\$	104,334	\$	68,311	\$	56,142	\$	66,060	\$	75,995
Core:												
Net interest income	\$	240,299	\$	242,841	\$	196,373	\$	163,618	\$	167,406	\$	173,107
Noninterest income		13,303		15,948		13,227		13,607		12,240		12,608
Noninterest expense		(143,180)		(144,200)		(123,112)		(113,224)		(111,534)		(107,474)
Pre-provision pre-tax net revenue	\$	110,422	\$	114,589	\$	86,488	\$	64,001	\$	68,112	\$	78,241
Efficiency Ratio		56.5 %		55.7 %	,	58.7 %	6	63.9 %	<u> </u>	62.1 9	<u></u>	57.9 %



Reconciliation of GAAP to Core Net Interest Income and NIM

						Ye	ars En	ıded					
	December 31,		December 31,		December 31,		,	December 31,		December 31,		December 31	١,
(Dollars In thousands)	2022		2021		2020			2019		2018		2017	
GAAP net interest income	\$	243,616	\$	247,969	\$	195,199	\$	161,940	\$	167,406	\$	173,107	
Net (gain) loss from fair value adjustments on qualifying hedges Net amortization of purchase accounting		(775)		(2,079)		1,185		1,678		_		_	
adjustments		(2,542)		(3,049)		(11)		_		_		_	
Tax equivalent adjustment	461		450		508			542		895		_	
Core net interest income FTE	\$	240,760	\$	243,291	\$	196,881	\$	164,160	\$	168,301	\$	173,107	=
Total average interest-earning assets (1)	\$	7,841,407	\$	7,681,441	\$	6,863,219	\$	6,582,473	\$	6,194,248	\$	5,916,073	
Core net interest margin FTE		3.07 %	ó	3.17 %	ó	2.87	%	2.49	%	2.72	%	2.93	%
GAAP interest income on total loans, net Net (gain) loss from fair value adjustments	\$	293,287	\$	274,331	\$	248,153	\$	251,744	\$	232,719	\$	209,283	
on qualifying hedges		(775)		(2,079)		1,185		1,678		_		_	
Net amortization of purchase accounting adjustments		(2,628)		(3,013)		(356)		_		_		_	
Core interest income on total loans, net	\$	289,884	\$	269,239	\$	248,982	\$	253,422	\$	232,719	\$	209,283	=
Average total loans, net (1)	\$	6,748,165	\$	6,653,980	\$	6,006,931	\$	5,621,033	\$	5,316,968	\$	4,988,613	
Core yield on total loans		4.30 %	ó	4.05 %	6	4.14	%	4.51	%	4.38	%	4.20	%

Calculation of Tangible Stockholders' Common Equity to Tangible Assets

(Dollars in thousands)	December 31, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018	December 31, 2017
Total Equity	\$ 677,157	\$ 679,628	\$ 618,997	\$ 579,672	\$ 549,464	\$ 532,608
Less:						
Goodwill	(17,636)	(17,636)	(17,636)	(16,127)	(16,127)	(16,127)
Core deposit Intangibles	(2,017)	(2,562)	(3,172)	_	_	_
Intangible deferred tax liabilities	_	328	287	292	290	291
Tangible Stockholders' Common Equity	\$ 657,504	\$ 659,758	\$ 598,476	\$ 563,837	\$ 533,627	\$ 516,772
Total Assets	\$ 8,422,946	\$ 8,045,911	\$ 7,976,394	\$ 7,017,776	\$ 6,834,176	\$ 6,299,274
Less:						
Goodwill	(17,636)	(17,636)	(17,636)	(16,127)	(16,127)	(16,127)
Core deposit Intangibles	(2,017)	(2,562)	(3,172)	_	_	_
Intangible deferred tax liabilities		328	287	292	290	291
Tangible Assets	\$ 8,403,293	\$ 8,026,041	\$ 7,955,873	\$ 7,001,941	\$ 6,818,339	\$ 6,283,438
Tangible Stockholders' Common Equity to						
Tangible Assets	7.82 %	8.22 %	7.52 %	8.05 %	7.83 %	8.22 %



Contact Details

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Director of Investor Relations

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