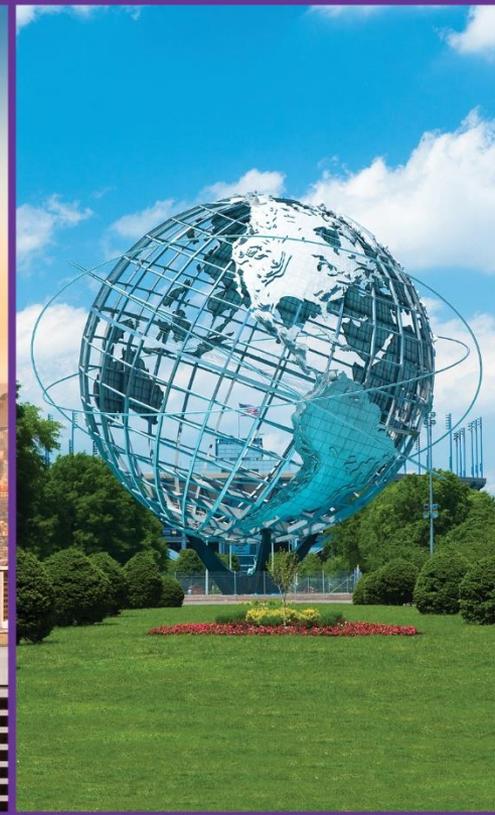


Investor Meetings



Building Rewarding Relationships

June 12, 2024

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.

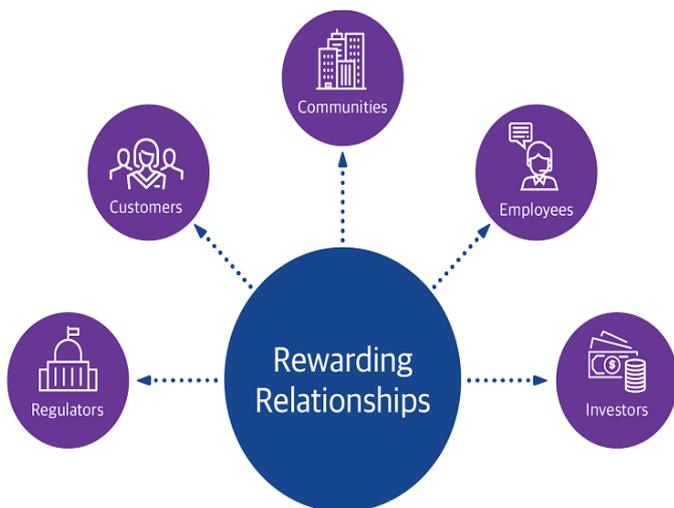
Flushing Financial Snapshot (NASDAQ: FFIC)

1Q24 Key Statistics

Balance Sheet		Performance		Valuation	
Assets	\$8.8B	GAAP/Core ROAA	0.17%/0.20% ¹	Closing Price, 6/3/24	\$12.56
Loans, net	\$6.8B	GAAP/Core ROAE	2.20%/2.58% ¹	Market Cap (MM)	\$365
Total Deposits	\$7.3B	GAAP/Core NIM	2.06%/2.06% ²	Price/TBV	56%
Equity	\$0.7B	Book/Tangible Book Value	\$23.04/\$22.39	Dividend Yield	7.0%

Brand Promise

Nurturing Relationships and Rewarding Customers, Employees, and Shareholders



Footprint

Deposits primarily from 27 branches in multicultural neighborhoods and our online division, consisting of iGObanking® and BankPurely®



Experienced Executive Leadership Team



John Buran
President
and CEO

FFIC: 23 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

30 years
35 years



Michael Bingold
SEVP, Chief Retail and
Client Development Officer

11 years
41 years



Douglas McClintock
SEVP, General Counsel

2 years
48 years



Allen Brewer
SEVP, Chief Information Officer

15 years
50 years



Tom Buonaiuto
SEVP, Chief of Staff, Deposit
Channel Executive

16 years¹
32 years



Vincent Giovenco
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

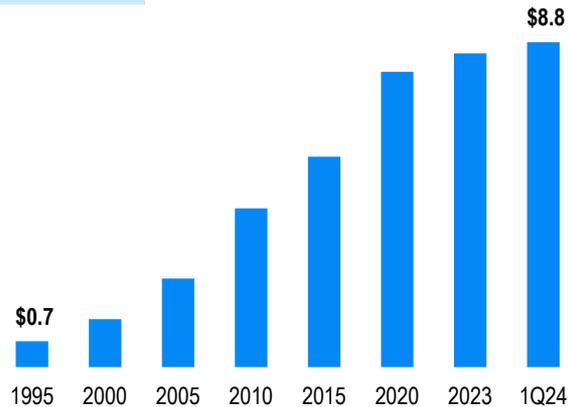
16 years
44 years

Executive Compensation and Insider Stock Ownership (5.8%²) Aligned with Shareholder Interests

Over a 28 Year Track Record of Steady Growth

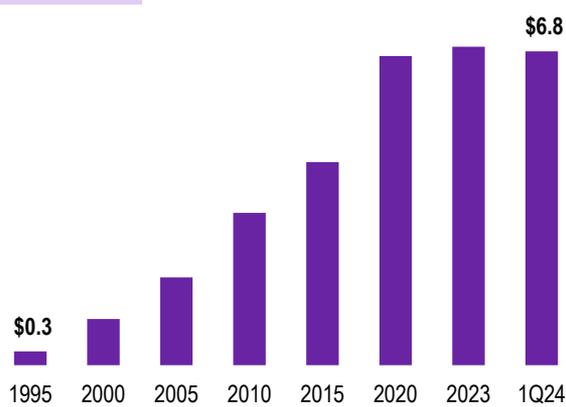
Assets (\$B)

9% CAGR



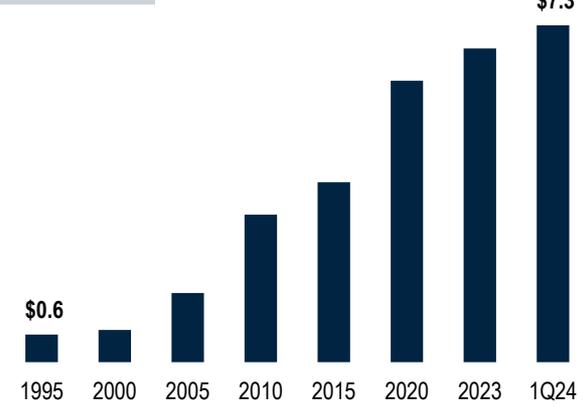
Total Gross Loans (\$B)

12% CAGR



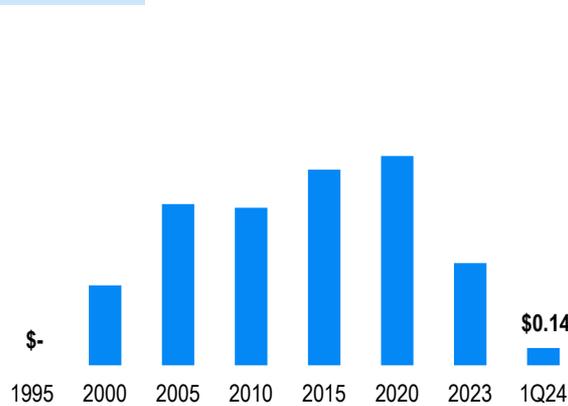
Total Deposits (\$B)

9% CAGR



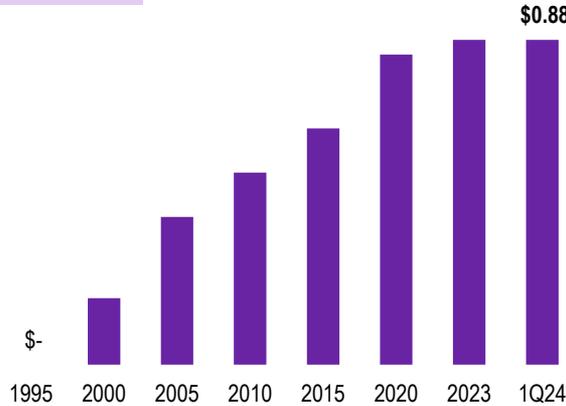
Core EPS (\$)

4% CAGR¹



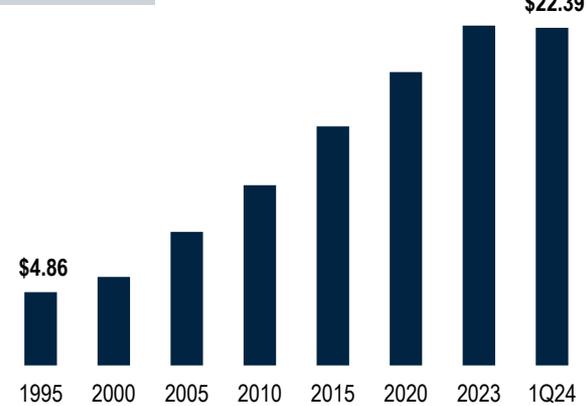
Dividends per Share (\$) ²

14% CAGR¹



Tangible Book Value per Share (\$)

6% CAGR



Strong Asian Banking Market Focus

Asian Communities – Total Loans \$746 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

One Third of Branches are in Asian markets

18%
of Total Deposits

\$41B
Deposit Market Potential
> (~3% Market Share¹)

9.8%
FFIC 5 Year Asian Market
CAGR vs 3.3%¹ for the
Comparable Asian
Markets

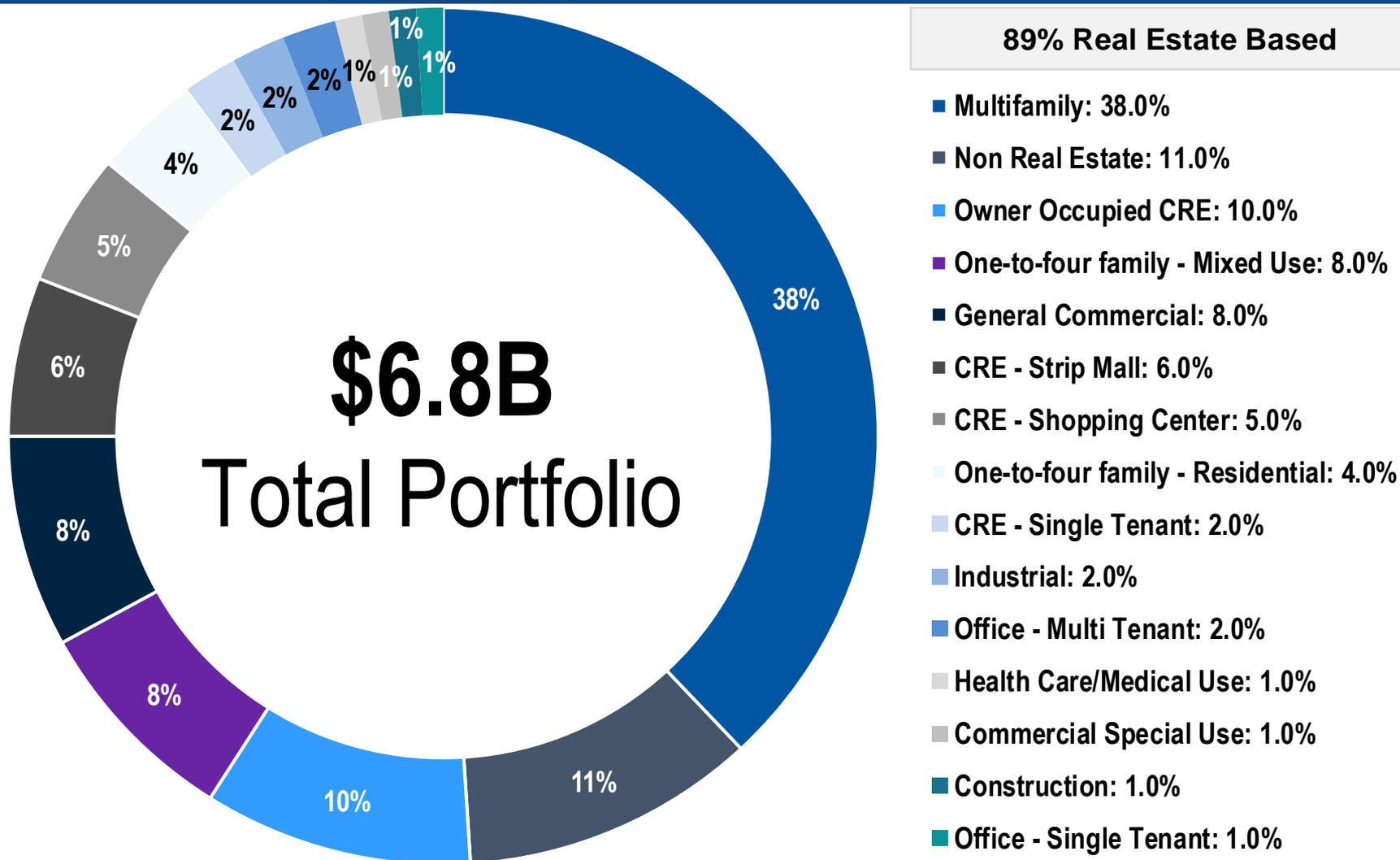
Key Community Events During 1Q24



- Lunar New Year Parade in Flushing
- Tangram Mall Lunar New Year with Tote Bag



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



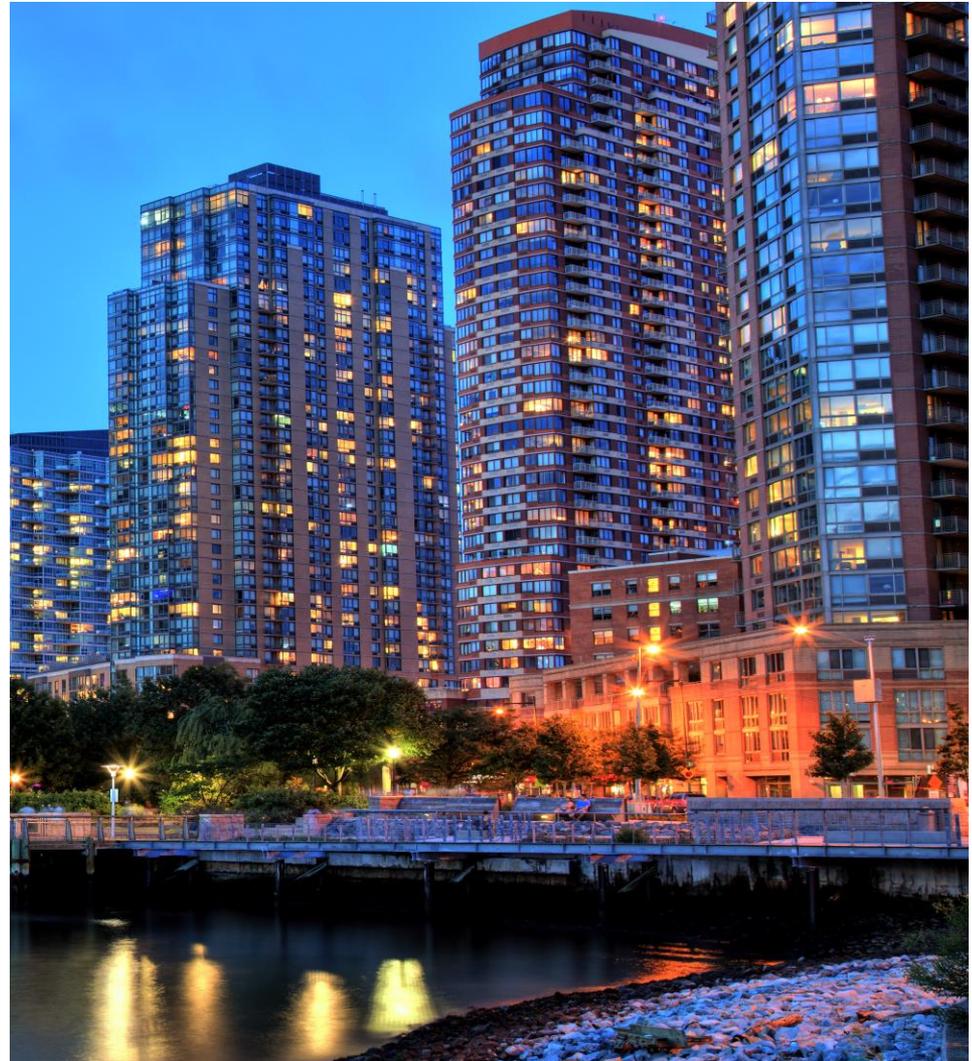
Manhattan Office Buildings are Approximately 0.5% of Net Loans and All Are Performing

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

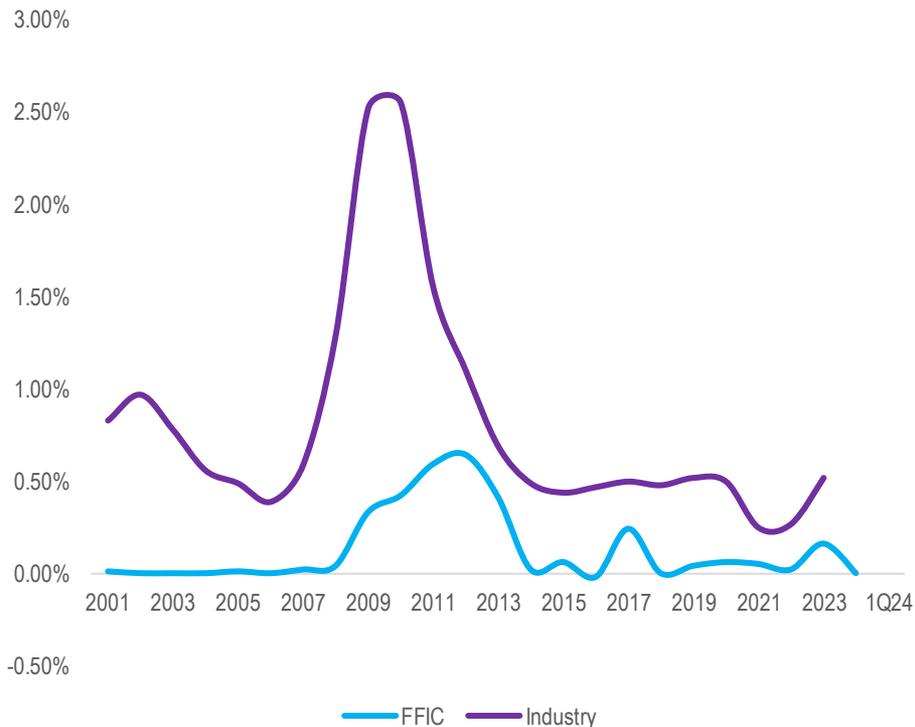


Generally, Not Like This

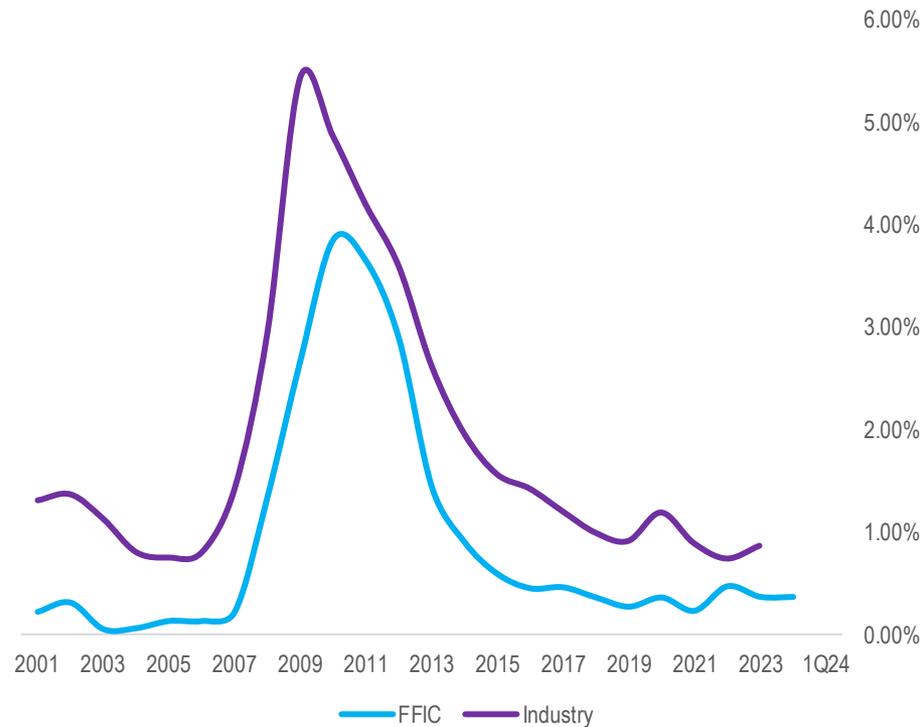


Net Charge-offs Significantly Better Than the Industry; Strong DCR

NCOs / Average Loans¹



Noncurrent Loans / Loans



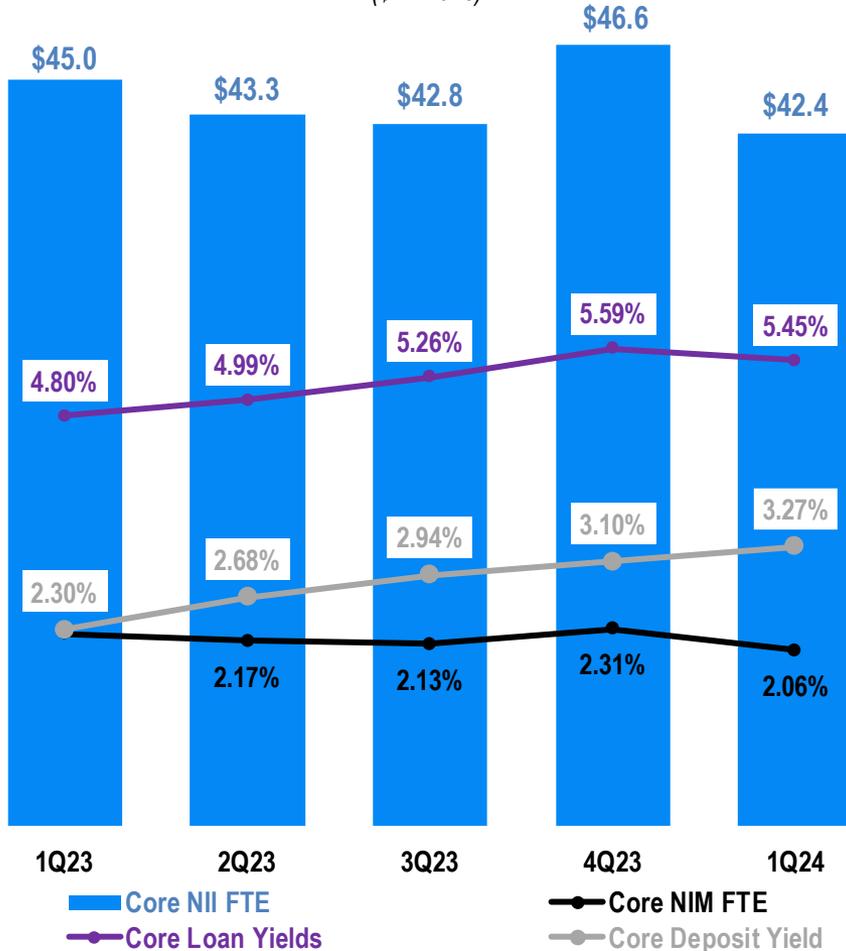
Weighted average debt coverage ratios (DCR) for Multifamily and Investor CRE portfolios at ~1.8x²

- 200 bps shock increase in rates produces a weighted average DCR of ~1.46x³
- 10% increase in operating expense yields a weighted average DCR of ~1.74x³
- 200 bps shock increase in rates and 10% increase in operating expenses results in a weighted average DCR ~1.31³
- In all scenarios, weighted average LTV is less than 50%³

- 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 \$38.2 million of real estate loans (0.6% of gross loans) with an LTV of 75% or more⁴; \$9.2 million have mortgage insurance

Compression of GAAP & Core NIM and Closing vs Satisfaction Yields Spreads QoQ

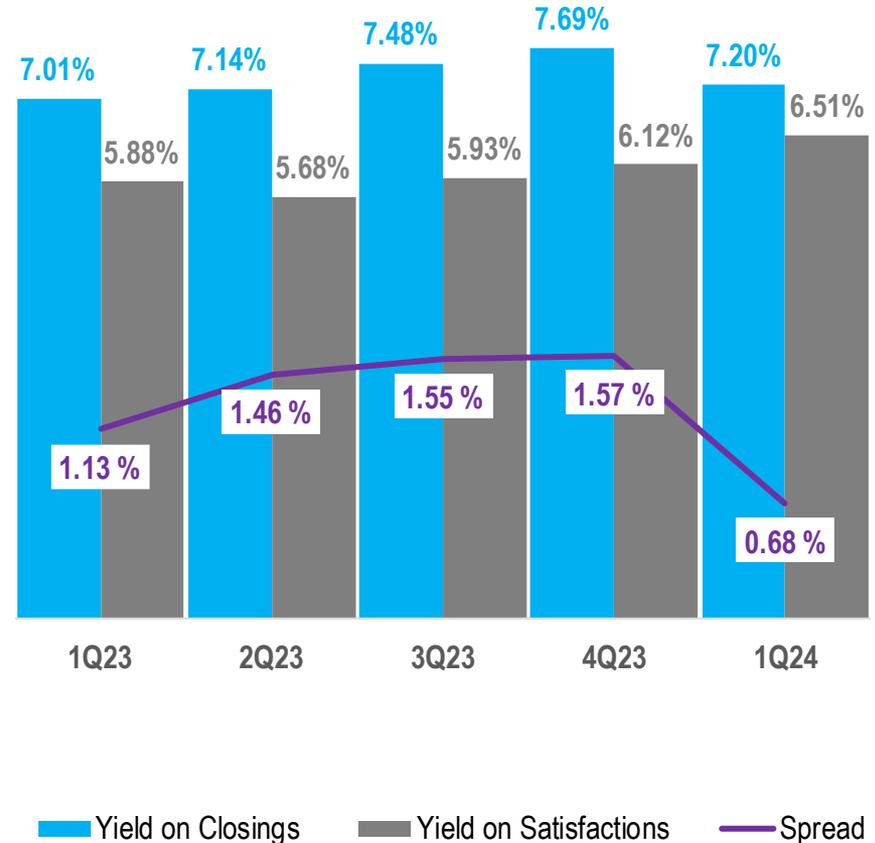
Net Interest Income and NIM
(\$ Millions)



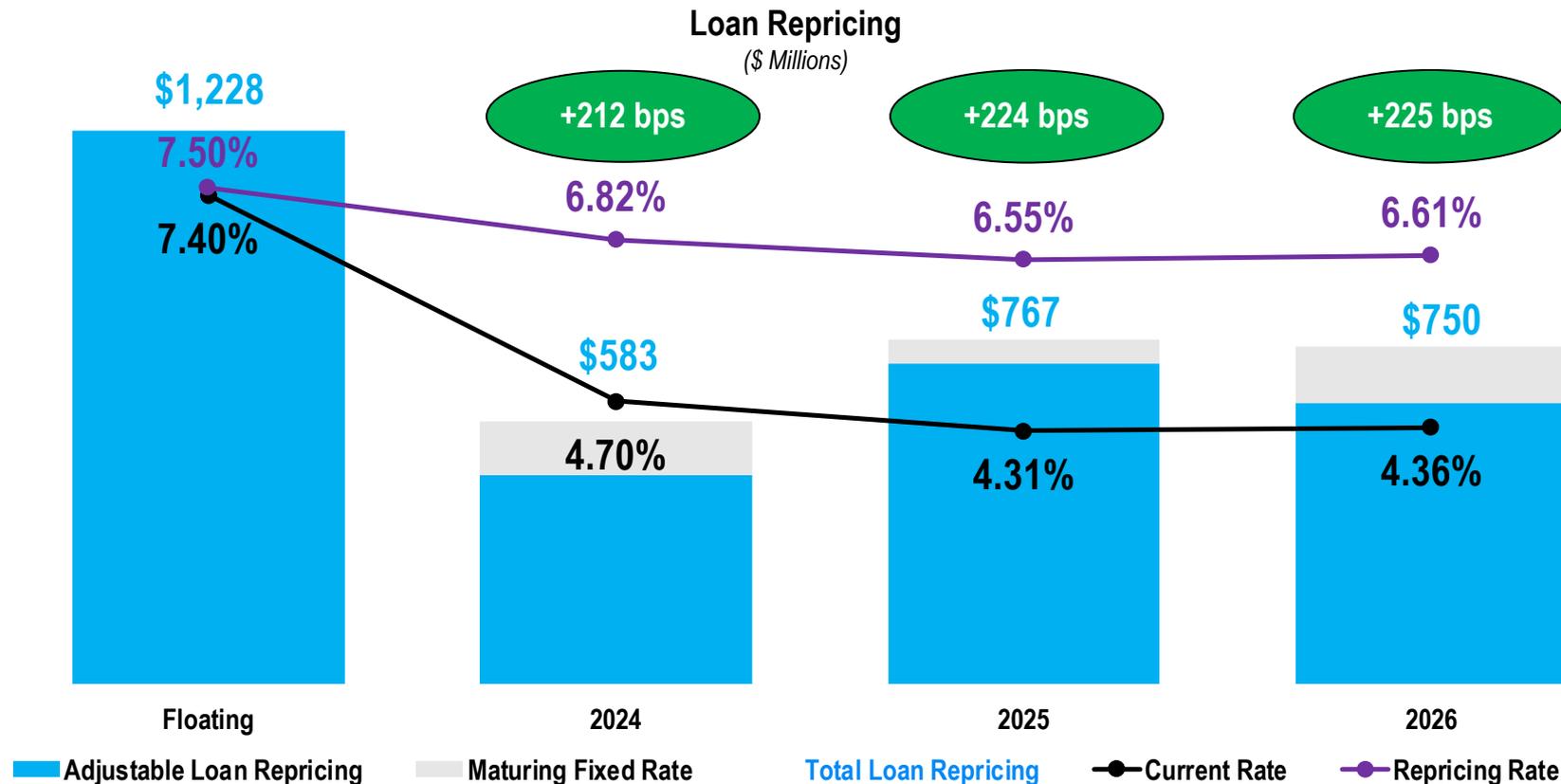
GAAP NIM FTE

2.27% 2.18% 2.22% 2.29% 2.06%

Closings vs Satisfaction Yields¹



Effective Floating Rate Loans Rise are ~25% of the Loan Portfolio; Significant Repricing to Occur Through 2026

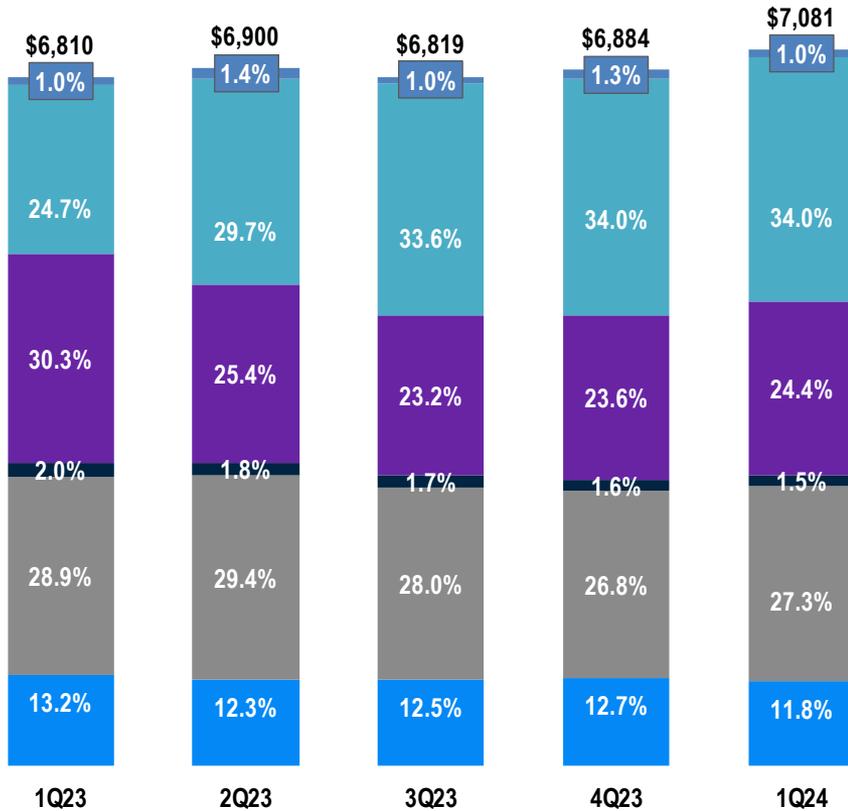


- Floating rate loans include any loans (including back-to-back swaps) tied to an index that reprices within 90 days; Including interest rate hedges of \$500 million, \$1.7 billion or ~25% of the loan portfolio is effectively floating rate
- Through 2026, loans to reprice ~212-225 bps higher assuming index values as of March 31, 2024
- ~18% of loans reprice (~25% including all loan portfolio hedges) with every Fed move and an additional 10-15% reprice annually

Average Total Deposits Expand YoY and QoQ

Total Average Deposits

(\$ Millions)



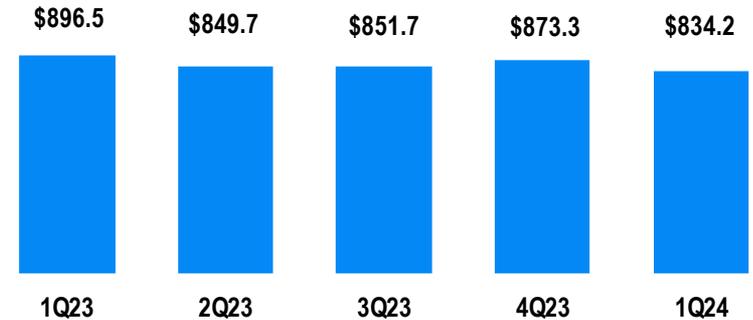
■ Noninterest Bearing ■ NOW Accounts ■ Savings ■ Money Market ■ CDs ■ Mortgage Escrow

Deposit Costs

2.29% 2.68% 2.94% 3.10% 3.27%

Average Noninterest Bearing Deposits

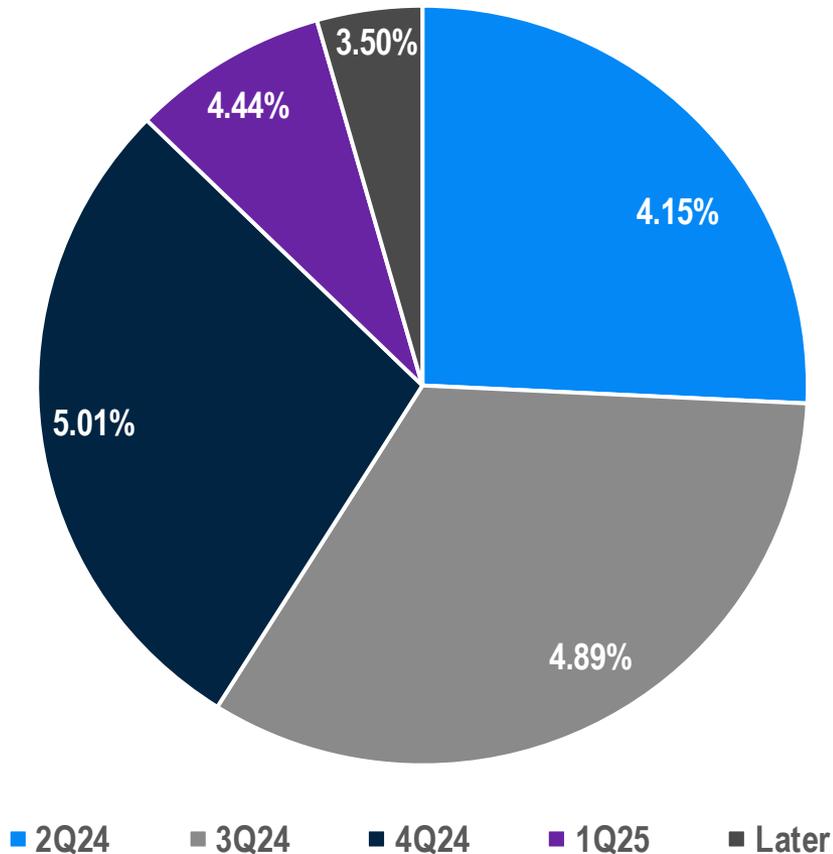
(\$ Millions)



- Average total deposits increased 4.0% YoY and 2.9% QoQ with QoQ growth in NOW, money market, and CDs
- Average noninterest bearing deposits are 11.8% of average total deposits, down from 13.2% a year ago
- 1Q24 checking account openings down 20.6% YoY, but higher than 2022 levels

CDs Continue to Reprice

Total CDs of \$2.5 Billion;
Repricing Dates with Weighted Average Rate¹



- CDs have a weighted average rate of 4.56%¹ as of March 31, 2024
- Current CD rates are approximately 4.85%-5.25%
- Approximately 95%¹ of the CD portfolio will mature within one year
 - \$449.7 million in 2Q24 at 4.15%¹
 - \$579.4 million in 3Q24 at 4.89%
 - \$495.4 million in 4Q24 at 5.01%
 - \$144.4 million in 1Q25 at 4.44%
- Historically, we retain a high percentage of maturing CDs

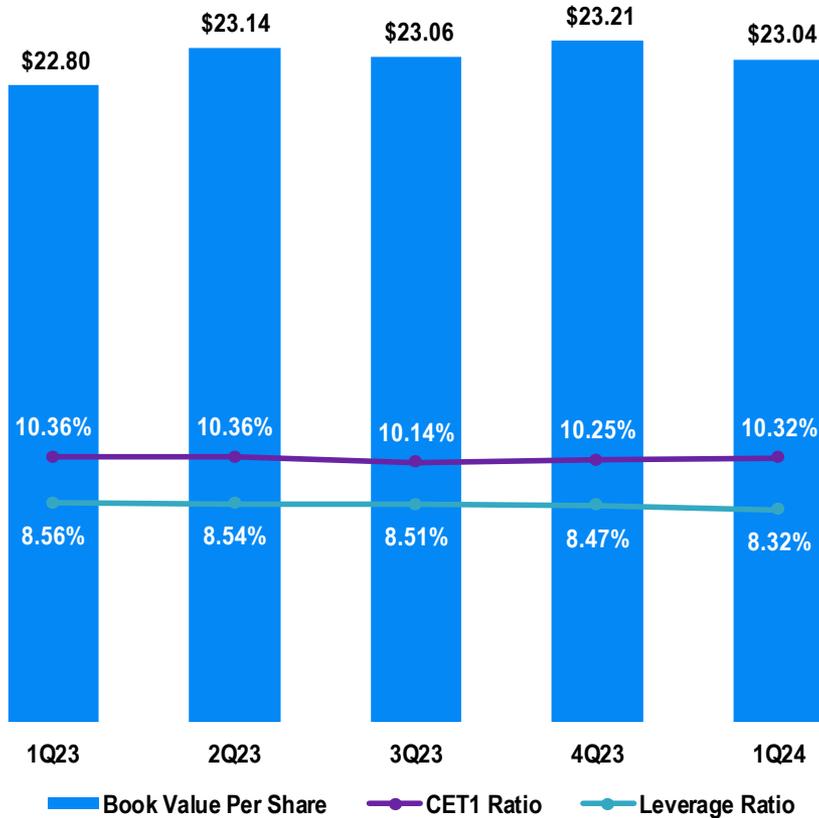
Interest Rate Hedges Provide Income and Reduce Rate Sensitivity

Swap Type	Notional (\$ Million)	1Q24 Avg Bal (\$ Million)	1Q24 Yield with Swaps	1Q24 Yield Without Swaps	Net Benefit
Investments	\$200.0	\$1,119.1	4.53%	4.25%	+0.28%
Loans	\$700.8	\$6,804.1	5.46%	5.23%	+0.23%
Funding	\$776.8	\$7,849.1	3.42%	3.77%	+0.35%

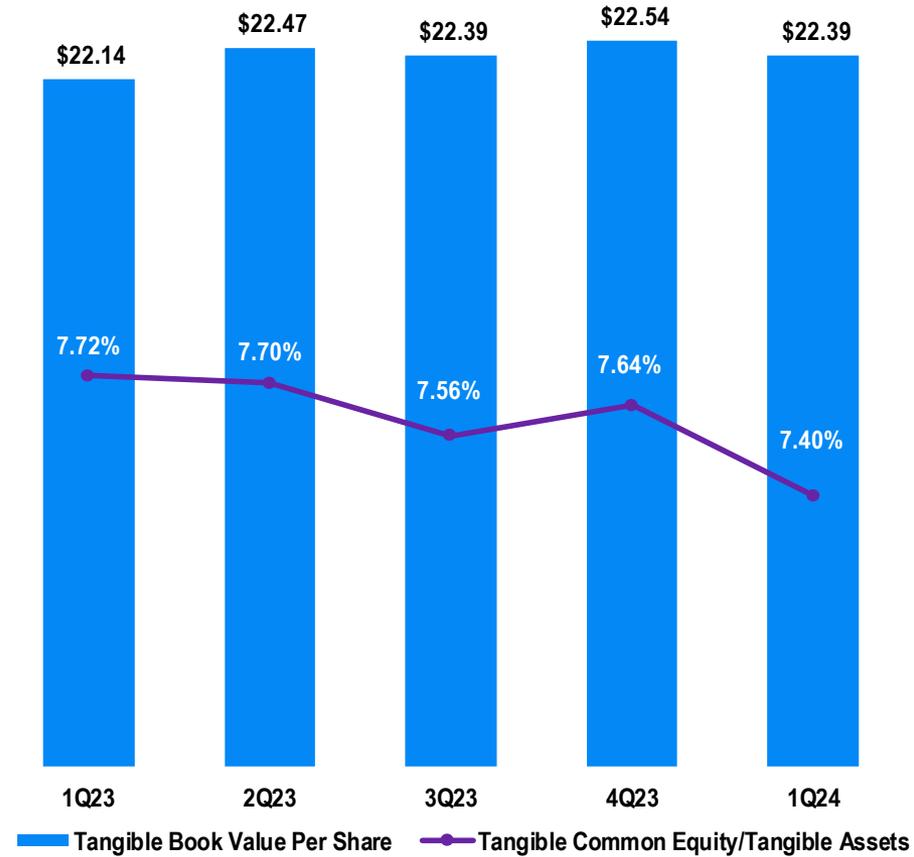
- The \$1.7 billion of total interest rate hedges has annualized net interest income of \$42.7 million as of March 31, 2024
 - The net benefit will expand if the Fed raises rates or compress if the Fed cuts rates
- Only \$51 million of funding hedges are due to mature in 2024 at a weighted average rate of 1.32% and will largely be replaced with \$50 million of forward starting funding hedges at a rate of 0.80%

Book Value and Tangible Book Value Per Share Growth YoY

1.1% YoY Book Value Per Share Growth



1.1% YoY Increase in Tangible Book Value Per Share



Drivers to Improve Profitability Profile

- **Profitability is pressured due to the impact of higher rates on net interest margin**
 - Net interest margin improvement can come from:
 - **Areas We Control**
 - Improving lending spreads on new originations and are willing to sacrifice volume to enhance profitability
 - Loans to continue to reprice higher by approximately 200 bps
 - Asset and loan mix
 - Limiting expansion of funding costs through lower CD rates
 - **Market Impacts**
 - A positively sloped yield curve will help to reduce funding costs and/or increase the yield on assets
 - A reduction in interest rates should also help reduce the pressure on funding costs
 - Continued focus on bending the expense curve
 - Maintain strong credit quality

These Actions Should Improve Profitability to a Double Digit ROAE Over Time

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

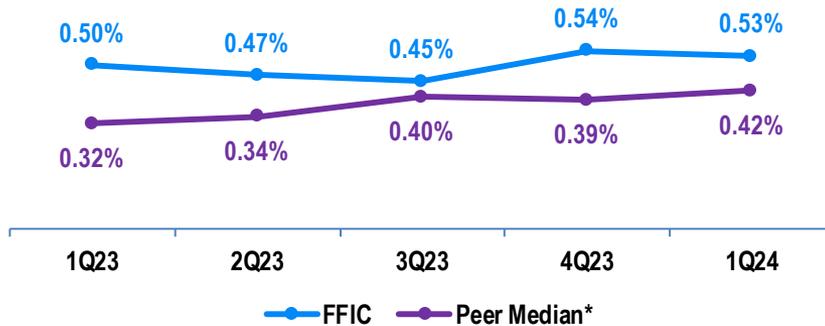
Appendix



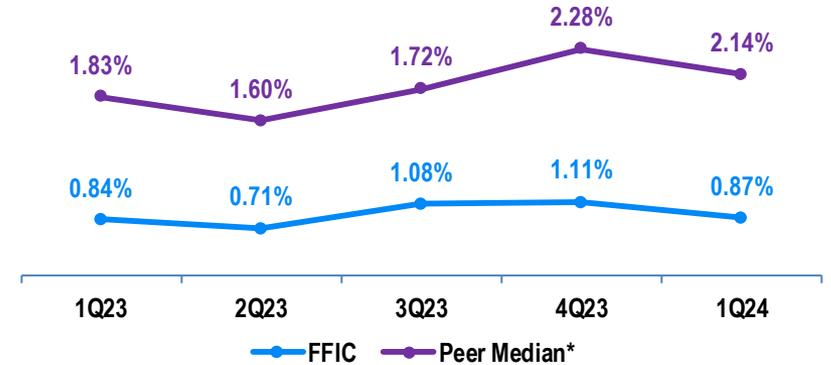
Low Risk Credit Profile Results

NPAs / Assets

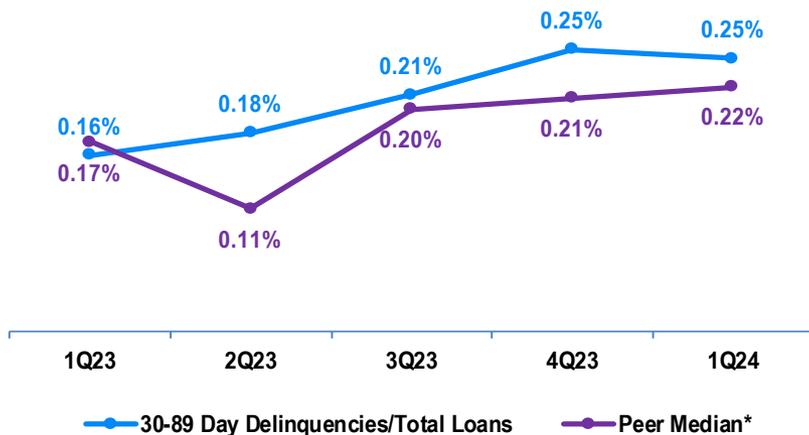
52.5% LTV on 1Q24 NPAs



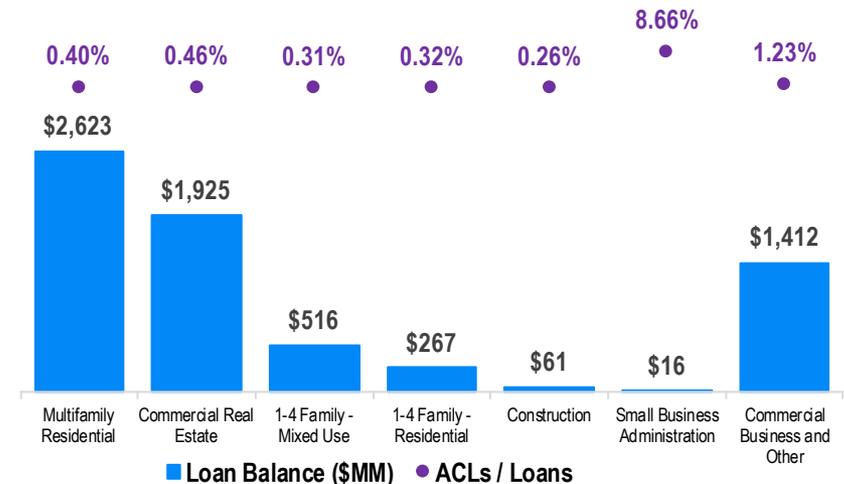
Criticized and Classified Loans / Gross Loans



30-89 Day Delinquencies / Total Loans



ACL by Loan Segment (1Q24)



Digital Banking Usage Continues to Increase

18%

Increase in Monthly Mobile Deposit Active Users
March 2024 YoY



~30,000

Users with Active Online Banking Status

1%

March 2024 YoY Growth



18%

Digital Banking Enrollment
March 2024 YoY Growth



Internet Banks

iGObanking and BankPurely national deposit gathering platforms
~2% of Average Deposits in March 2024



Numerated

Small Business Lending Platform

\$2.3MM of Commitments in 1Q24



~11,700

Zelle® Transactions

~\$4.2MM

Zelle Dollar Transactions in March 2024



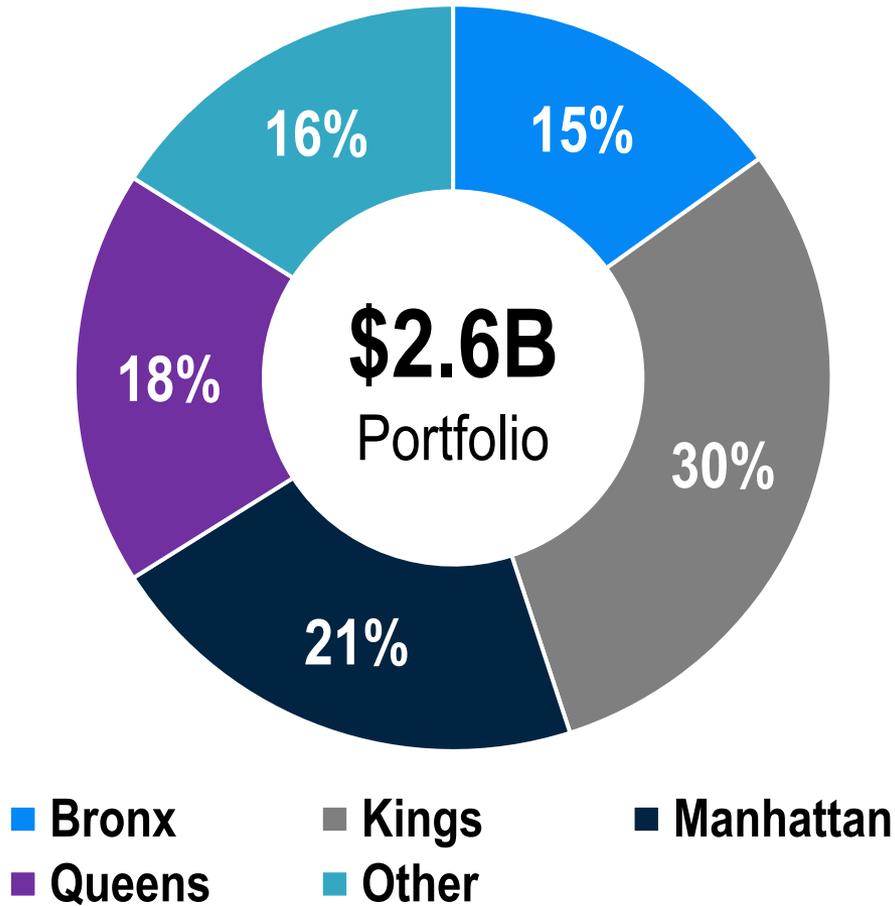
Technology Enhancements Remain a Priority to Grow Customer Base and Increase Engagement

Annual Financial Highlights

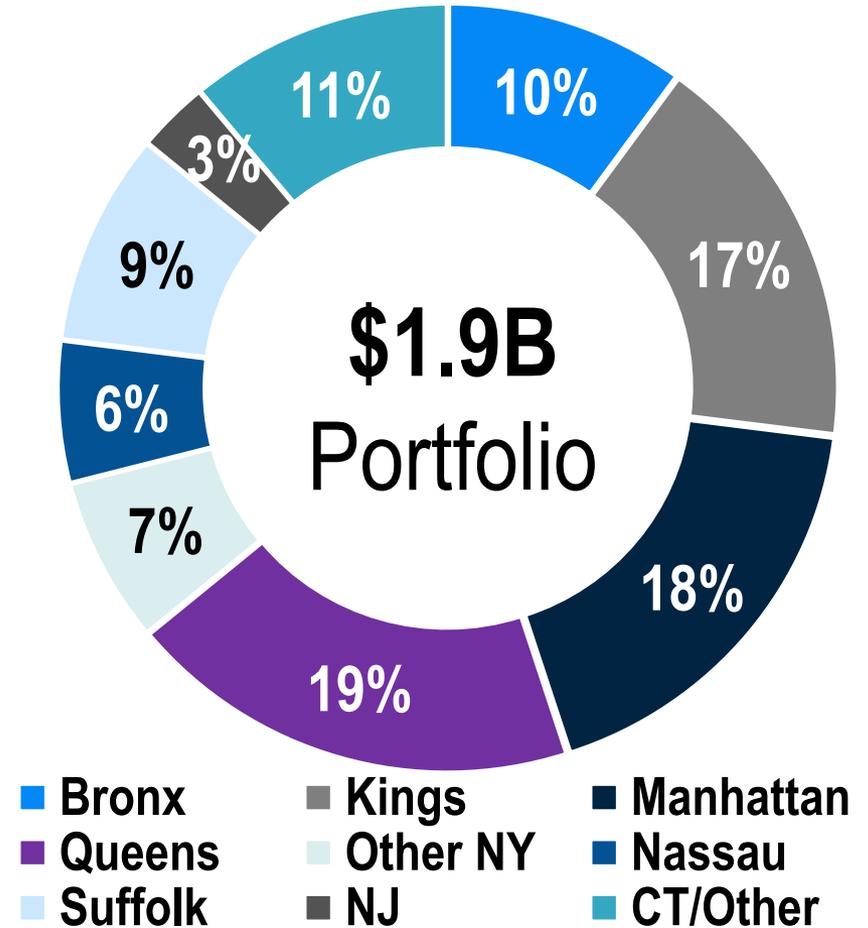
	2023	2022	2021	2020	2019	2018
Reported Results						
EPS	\$0.96	\$2.50	\$2.59	\$1.18	\$1.44	\$1.92
ROAA	0.34 %	0.93 %	1.00 %	0.48 %	0.59 %	0.85 %
ROAE	4.25	11.44	12.60	5.98	7.35	10.30
NIM FTE	2.24	3.11	3.24	2.85	2.47	2.70
Core¹ Results						
EPS	\$0.83	\$2.49	\$2.81	\$1.70	\$1.65	\$1.94
ROAA	0.29 %	0.92 %	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						
CET 1	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

Geographically Diverse Multifamily and CRE Portfolios

Multifamily Geography



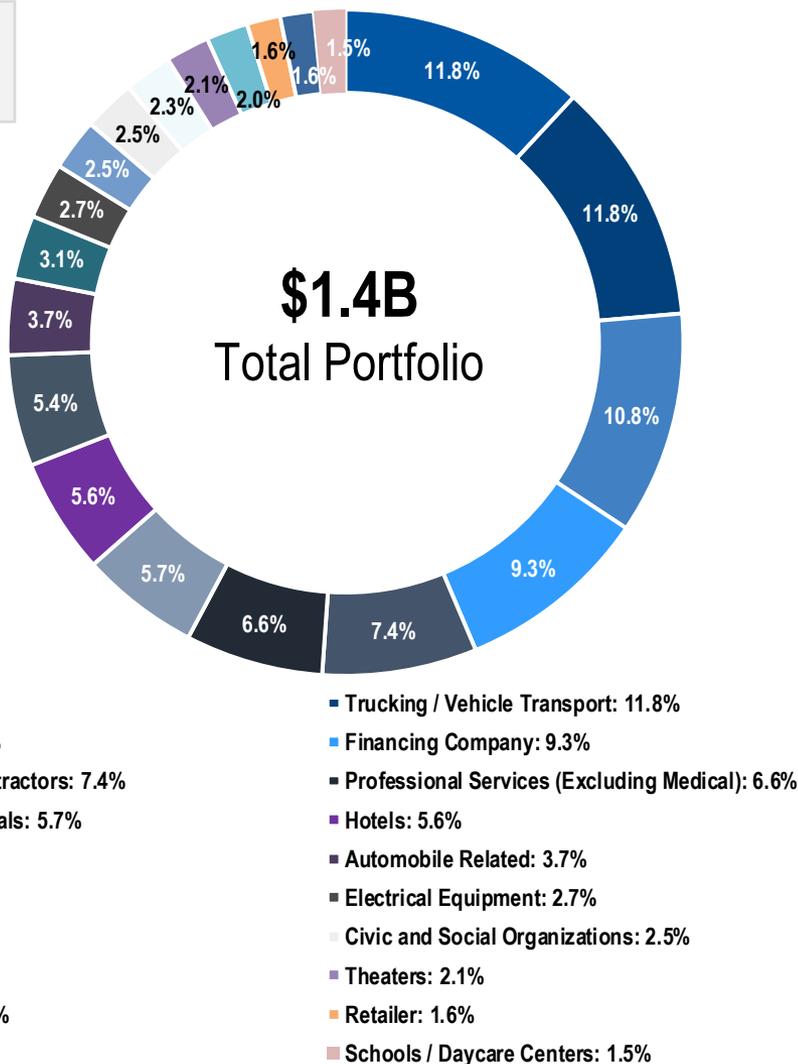
Non-Owner Occupied CRE Geography



Underwrite Real Estate Loans with a Cap Rates over 6% in 1Q24 (5%+ Historically) and Stress Test Each Loan

Well-Diversified Commercial Business Portfolio

Real Estate Collateral
\$707MM



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 \$1.1 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

<i>(Dollars in thousands, except per share data)</i>	For the three months ended				
	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
GAAP income before income taxes	\$ 4,997	\$ 11,754	\$ 10,752	\$ 11,872	\$ 5,455
Net (gain) loss from fair value adjustments (Noninterest income (loss))	834	(906)	1,246	(294)	(2,619)
Life insurance proceeds (Noninterest income (loss))	—	(697)	(23)	(561)	—
Net (gain) loss from fair value adjustments on qualifying hedges (Net interest income)	187	872	(1,348)	205	(100)
Net amortization of purchase accounting adjustments and intangibles (Various)	(169)	(355)	(237)	(227)	(188)
Miscellaneous expense (Professional services)	—	526	—	—	—
Core income before taxes	5,849	11,194	10,390	10,995	2,548
Provision for core income taxes	1,537	3,648	2,819	3,083	659
Core net income	<u>\$ 4,312</u>	<u>\$ 7,546</u>	<u>\$ 7,571</u>	<u>\$ 7,912</u>	<u>\$ 1,889</u>
GAAP diluted earnings per common share	\$ 0.12	\$ 0.27	\$ 0.26	\$ 0.29	\$ 0.13
Net (gain) loss from fair value adjustments, net of tax	0.02	(0.02)	0.03	(0.01)	(0.06)
Life insurance proceeds	—	(0.02)	—	(0.02)	—
Net (gain) loss from fair value adjustments on qualifying hedges, net of tax	—	0.02	(0.03)	—	—
Net amortization of purchase accounting adjustments, net of tax	—	(0.01)	(0.01)	(0.01)	(0.01)
Miscellaneous expense, net of tax	—	0.01	—	—	—
Core diluted earnings per common share ⁽¹⁾	<u>\$ 0.14</u>	<u>\$ 0.25</u>	<u>\$ 0.25</u>	<u>\$ 0.26</u>	<u>\$ 0.06</u>
Core net income, as calculated above	\$ 4,312	\$ 7,546	\$ 7,571	\$ 7,912	\$ 1,889
Average assets	8,707,505	8,569,002	8,505,346	8,462,442	8,468,317
Average equity	669,185	669,819	675,041	672,835	683,058
Core return on average assets ⁽²⁾	0.20 %	0.35 %	0.36 %	0.37 %	0.09 %
Core return on average equity ⁽²⁾	2.58 %	4.51 %	4.49 %	4.70 %	1.11 %

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

<i>(Dollars in thousands)</i>	For the three months ended				
	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
GAAP Net interest income	\$ 42,397	\$ 46,085	\$ 44,427	\$ 43,378	\$ 45,262
Net (gain) loss from fair value adjustments on qualifying hedges	187	872	(1,348)	205	(100)
Net amortization of purchase accounting adjustments	(271)	(461)	(347)	(340)	(306)
Core Net interest income	<u>\$ 42,313</u>	<u>\$ 46,496</u>	<u>\$ 42,732</u>	<u>\$ 43,243</u>	<u>\$ 44,856</u>
GAAP Noninterest income	\$ 3,084	\$ 7,402	\$ 3,309	\$ 5,020	\$ 6,857
Net (gain) loss from fair value adjustments	834	(906)	1,246	(294)	(2,619)
Life insurance proceeds	—	(697)	(23)	(561)	—
Core Noninterest income	<u>\$ 3,918</u>	<u>\$ 5,799</u>	<u>\$ 4,532</u>	<u>\$ 4,165</u>	<u>\$ 4,238</u>
GAAP Noninterest expense	\$ 39,892	\$ 40,735	\$ 36,388	\$ 35,110	\$ 39,156
Net amortization of purchase accounting adjustments	(102)	(106)	(110)	(113)	(118)
Miscellaneous expense	—	(526)	—	—	—
Core Noninterest expense	<u>\$ 39,790</u>	<u>\$ 40,103</u>	<u>\$ 36,278</u>	<u>\$ 34,997</u>	<u>\$ 39,038</u>
Net interest income	\$ 42,397	\$ 46,085	\$ 44,427	\$ 43,378	\$ 45,262
Noninterest income	3,084	7,402	3,309	5,020	6,857
Noninterest expense	(39,892)	(40,735)	(36,388)	(35,110)	(39,156)
Pre-provision pre-tax net revenue	<u>\$ 5,589</u>	<u>\$ 12,752</u>	<u>\$ 11,348</u>	<u>\$ 13,288</u>	<u>\$ 12,963</u>
Core:					
Net interest income	\$ 42,313	\$ 46,496	\$ 42,732	\$ 43,243	\$ 44,856
Noninterest income	3,918	5,799	4,532	4,165	4,238
Noninterest expense	(39,790)	(40,103)	(36,278)	(34,997)	(39,038)
Pre-provision pre-tax net revenue	<u>\$ 6,441</u>	<u>\$ 12,192</u>	<u>\$ 10,986</u>	<u>\$ 12,411</u>	<u>\$ 10,056</u>
Efficiency Ratio	86.1 %	76.7 %	76.8 %	73.8 %	79.5 %

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

<i>(Dollars in thousands)</i>	For the three months ended				
	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
GAAP net interest income	\$ 42,397	\$ 46,085	\$ 44,427	\$ 43,378	\$ 45,262
Net (gain) loss from fair value adjustments on qualifying hedges	187	872	(1,348)	205	(100)
Net amortization of purchase accounting adjustments	(271)	(461)	(347)	(340)	(306)
Tax equivalent adjustment	100	101	102	101	100
Core net interest income FTE	<u>\$ 42,413</u>	<u>\$ 46,597</u>	<u>\$ 42,834</u>	<u>\$ 43,344</u>	<u>\$ 44,956</u>
Prepayment penalties received on loans and securities, net of reversals and recoveries of interest from nonaccrual loans	(928)	(3,416)	(857)	(315)	(680)
Net interest income FTE excluding episodic items	<u>\$ 41,485</u>	<u>\$ 43,181</u>	<u>\$ 41,977</u>	<u>\$ 43,029</u>	<u>\$ 44,276</u>
Total average interest-earning assets ⁽¹⁾	\$ 8,238,395	\$ 8,080,550	\$ 8,027,201	\$ 7,996,067	\$ 8,006,970
Core net interest margin FTE	2.06 %	2.31 %	2.13 %	2.17 %	2.25 %
Net interest margin FTE excluding episodic items	2.01 %	2.14 %	2.09 %	2.15 %	2.21 %
GAAP interest income on total loans, net	\$ 92,959	\$ 95,616	\$ 91,466	\$ 85,377	\$ 82,889
Net (gain) loss from fair value adjustments on qualifying hedges - loans	123	978	(1,379)	157	(101)
Net amortization of purchase accounting adjustments	(295)	(484)	(358)	(345)	(316)
Core interest income on total loans, net	<u>\$ 92,787</u>	<u>\$ 96,110</u>	<u>\$ 89,729</u>	<u>\$ 85,189</u>	<u>\$ 82,472</u>
Average total loans, net ⁽¹⁾	\$ 6,807,944	\$ 6,872,115	\$ 6,817,642	\$ 6,834,644	\$ 6,876,495
Core yield on total loans	5.45 %	5.59 %	5.26 %	4.99 %	4.80 %

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

<i>(Dollars in thousands)</i>	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Total Equity	\$ 669,827	\$ 669,837	\$ 666,521	\$ 670,247	\$ 672,345
Less:					
Goodwill	(17,636)	(17,636)	(17,636)	(17,636)	(17,636)
Core deposit intangibles	(1,428)	(1,537)	(1,651)	(1,769)	(1,891)
Tangible Stockholders' Common Equity	<u>\$ 650,763</u>	<u>\$ 650,664</u>	<u>\$ 647,234</u>	<u>\$ 650,842</u>	<u>\$ 652,818</u>
Total Assets	\$ 8,807,325	\$ 8,537,236	\$ 8,579,375	\$ 8,474,852	\$ 8,479,734
Less:					
Goodwill	(17,636)	(17,636)	(17,636)	(17,636)	(17,636)
Core deposit intangibles	(1,428)	(1,537)	(1,651)	(1,769)	(1,891)
Tangible Assets	<u>\$ 8,788,261</u>	<u>\$ 8,518,063</u>	<u>\$ 8,560,088</u>	<u>\$ 8,455,447</u>	<u>\$ 8,460,207</u>
Tangible Stockholders' Common Equity to Tangible Assets	<u>7.40 %</u>	<u>7.64 %</u>	<u>7.56 %</u>	<u>7.70 %</u>	<u>7.72 %</u>

Reconciliation of GAAP Earnings and Core Earnings - Years

	Years Ended					
	December 31, 2023	December 31, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018
<i>(Dollars In thousands, except per share data)</i>						
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	<u>\$ 24,918</u>	<u>\$ 76,839</u>	<u>\$ 88,764</u>	<u>\$ 49,749</u>	<u>\$ 47,233</u>	<u>\$ 55,577</u>
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⁾	<u>\$ 0.83</u>	<u>\$ 2.49</u>	<u>\$ 2.81</u>	<u>\$ 1.70</u>	<u>\$ 1.65</u>	<u>\$ 1.94</u>
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

<i>(Dollars In thousands)</i>	Years Ended					
	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	<u>\$ 177,327</u>	<u>\$ 240,299</u>	<u>\$ 242,841</u>	<u>\$ 196,373</u>	<u>\$ 163,618</u>	<u>\$ 167,406</u>
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	<u>\$ 18,734</u>	<u>\$ 13,303</u>	<u>\$ 15,948</u>	<u>\$ 13,227</u>	<u>\$ 13,607</u>	<u>\$ 12,240</u>
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	<u>\$ 150,416</u>	<u>\$ 143,180</u>	<u>\$ 144,200</u>	<u>\$ 123,112</u>	<u>\$ 113,224</u>	<u>\$ 111,534</u>
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	<u>\$ 50,351</u>	<u>\$ 109,933</u>	<u>\$ 104,334</u>	<u>\$ 68,311</u>	<u>\$ 56,142</u>	<u>\$ 66,060</u>
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	<u>\$ 45,645</u>	<u>\$ 110,422</u>	<u>\$ 114,589</u>	<u>\$ 86,488</u>	<u>\$ 64,001</u>	<u>\$ 68,112</u>
Efficiency Ratio	76.7 %	56.5 %	55.7 %	58.7 %	63.9 %	62.1 %

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					
	December 31, 2023	December 31, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018
<i>(Dollars In thousands)</i>						
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	<u>\$ 177,731</u>	<u>\$ 240,760</u>	<u>\$ 243,291</u>	<u>\$ 196,881</u>	<u>\$ 164,160</u>	<u>\$ 168,301</u>
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)
Net interest income FTE excluding episodic items	<u>\$ 171,234</u>	<u>\$ 234,133</u>	<u>\$ 238,715</u>	<u>\$ 190,380</u>	<u>\$ 157,102</u>	<u>\$ 161,251</u>
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 %
Net interest margin FTE excluding episodic 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	<u>\$ 353,500</u>	<u>\$ 289,884</u>	<u>\$ 269,239</u>	<u>\$ 248,982</u>	<u>\$ 253,422</u>	<u>\$ 232,719</u>
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

<i>(Dollars in thousands)</i>	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	<u>\$ 650,664</u>	<u>\$ 657,504</u>	<u>\$ 659,758</u>	<u>\$ 598,476</u>	<u>\$ 563,837</u>	<u>\$ 533,627</u>
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	<u>\$ 8,518,063</u>	<u>\$ 8,403,293</u>	<u>\$ 8,026,041</u>	<u>\$ 7,955,873</u>	<u>\$ 7,001,941</u>	<u>\$ 6,818,339</u>
Tangible Stockholders' Common Equity to Tangible Assets	<u>7.64 %</u>	<u>7.82 %</u>	<u>8.22 %</u>	<u>7.52 %</u>	<u>8.05 %</u>	<u>7.83 %</u>

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