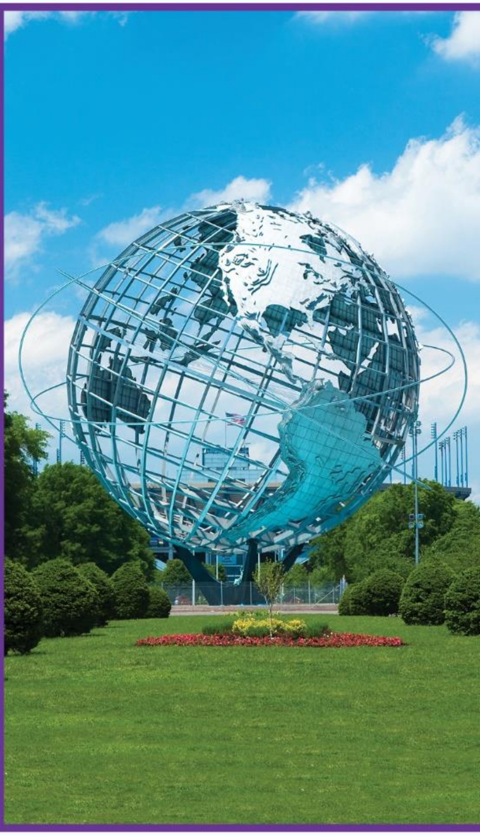
Investor Presentation



Building Rewarding Relationships

August 9, 2023

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, 2022, 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)

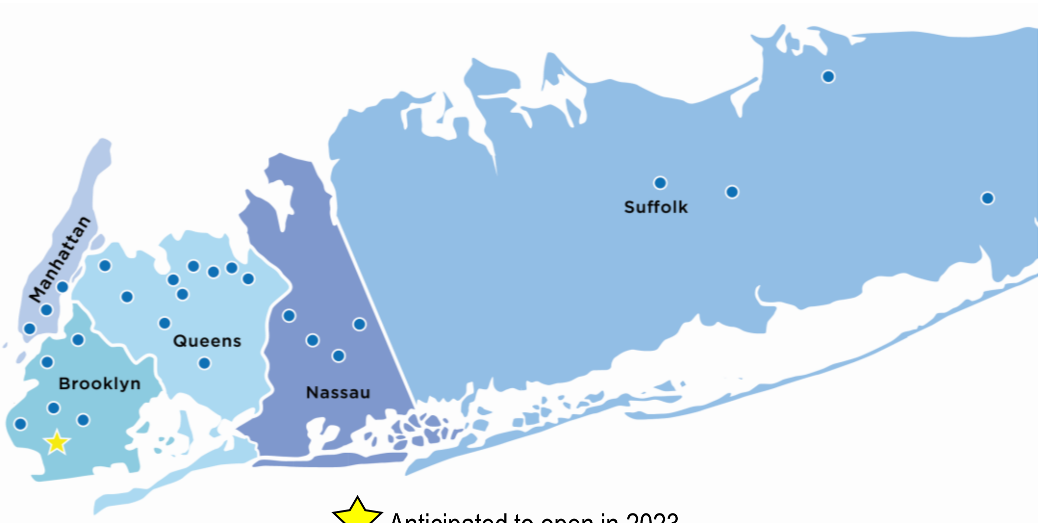
2Q23 Key Statistics

Balance Sheet	
Assets	**$8.5B**
Loans, net	**$6.8B**
Total Deposits	**$6.7B**
Equity	**$0.7B**

Performance	
GAAP/Core ROAA	**0.41%/0.37%**[1]
GAAP/Core ROAE	**5.12%/4.66%**[1]
Tangible Book Value	**$22.51**
Dividend Yield	**5.6%**[2]

Footprint

Deposits primarily from 26 branches (+1 in process) in multicultural neighborhoods and our online division, consisting of iGObanking® and BankPurely®

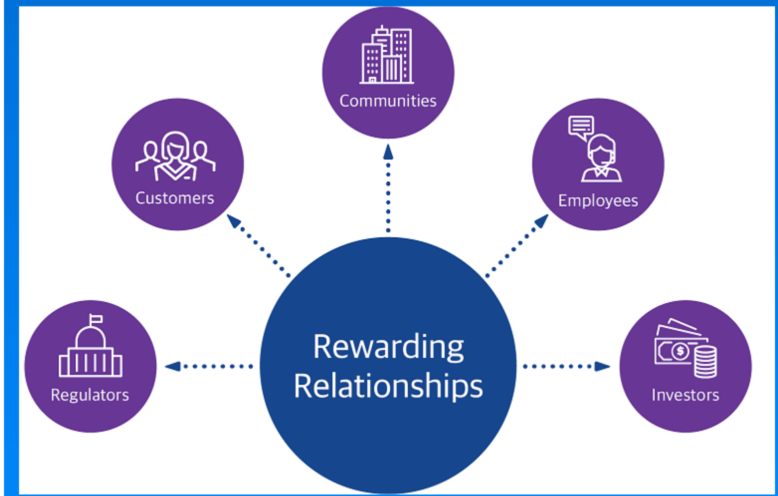


Anticipated to open in 2023

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**
- **Beneficiary of Lower Short-Term Rates or a Steepening of the Yield Curve**

Brand Promise



Nurturing Relationships and Rewarding Customers, Employees, and Shareholders

[1] 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
[2] Calculated using 7/28/23 closing price of $15.76

Executing On Our Action Plan

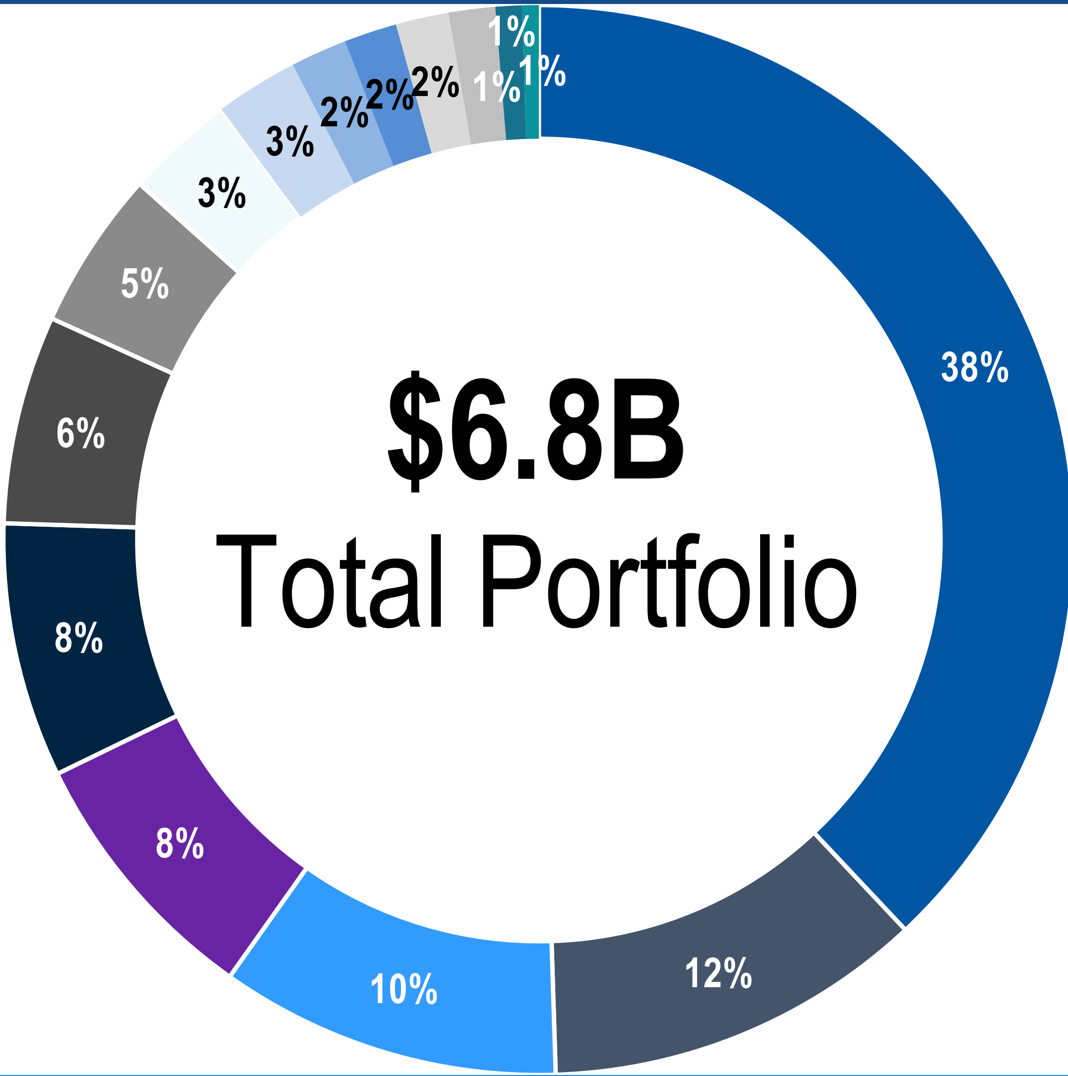
Initiative	Actions/Results
1) Move towards a more interest rate neutral position	• Added over $400 million of asset swaps during 2Q23 • An additional $250 million of forward funding swaps became effective during 2Q23 • Approximately 50% of the loan pipeline are floating rate loans at June 30, 2023 • The Company has a goal of reaching a more neutral interest rate risk position
2) Enhance focus on risk adjusted returns and profitability	• Relationships will face greater scrutiny to achieve risk adjusted returns • Loan pipeline increased 56% QoQ with a 20 bps increase in yields • Yields on 2Q23 closings were 7.14%, an increase of 322 bps YoY and 13 bps QoQ
3) Emphasizing our brand of customer service and deepening relationships to expand customer base and drive loyalty	• Activity surrounding new loans and deposits has increased given market disruptions • Added a team of commercial real estate lenders • Checking account openings increased 9.6% YoY • CDs increased $352.4 million or 18.7% during 2Q23
4) Review new and existing lending relationships to prepare for the next credit cycle	• Reviewed new and existing relationships resulting in improved credit metrics and normalized net charge-offs • Debt service coverage ratio of 1.8x for multifamily and investor commercial real estate loans that reprice through 2025 and can absorb higher rates and an increase in operating expenses
5) Preserve strong liquidity and capital	• Liquidity is strong • Average total deposits increased 7.1% YoY and 1.3% QoQ • Stable TCE ratio QoQ
6) Tighten expense controls	• Greater scrutiny placed on discretionary expenses • GAAP and Core noninterest expense down 1% YoY

Decisive Actions Expected to Enhance Business Model Resilience and Drive Future Profitability

Areas of Focus for Long-term Success

Areas of Focus	
Interest Rate Risk	• Continuing to take significant actions to position the Company's balance sheet more towards interest rate risk neutral • During 2Q23, the Company added $400 million of interest rate hedges and an additional $250 million of forward hedges that became effective • Rate sensitivity to a +100 bps shock has been reduced by 64% over the past year.
Credit Quality	• Manhattan office buildings are approximately 0.6% of net loans • Over 88% of the loan portfolio is collateralized by real estate with an average loan to value less than 36% • Debt service coverage ratio of 1.8x for multifamily and investor commercial real estate loans that reprice through 2025
Liquidity	• The Company continues to have ample liquidity with $3.7 billion of undrawn lines and resources • Total deposits increased 4.9% YoY and 2Q23 balances were higher than normal seasonal declines • Checking account openings were up 9.6% YoY in 2Q23
Customer Experience	• Additional opportunities emerging as a competitors leave the market • Approximately 33% of our branches are in Asian markets; a key focus of our business • Bensonhurst, our 27th branch, is expected to open in 2H23 enhancing our Asian branch presence • Digital banking usage continues to increase with double digit growth in both monthly mobile deposit active users and digital banking enrollment in June 2023 versus a year ago

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

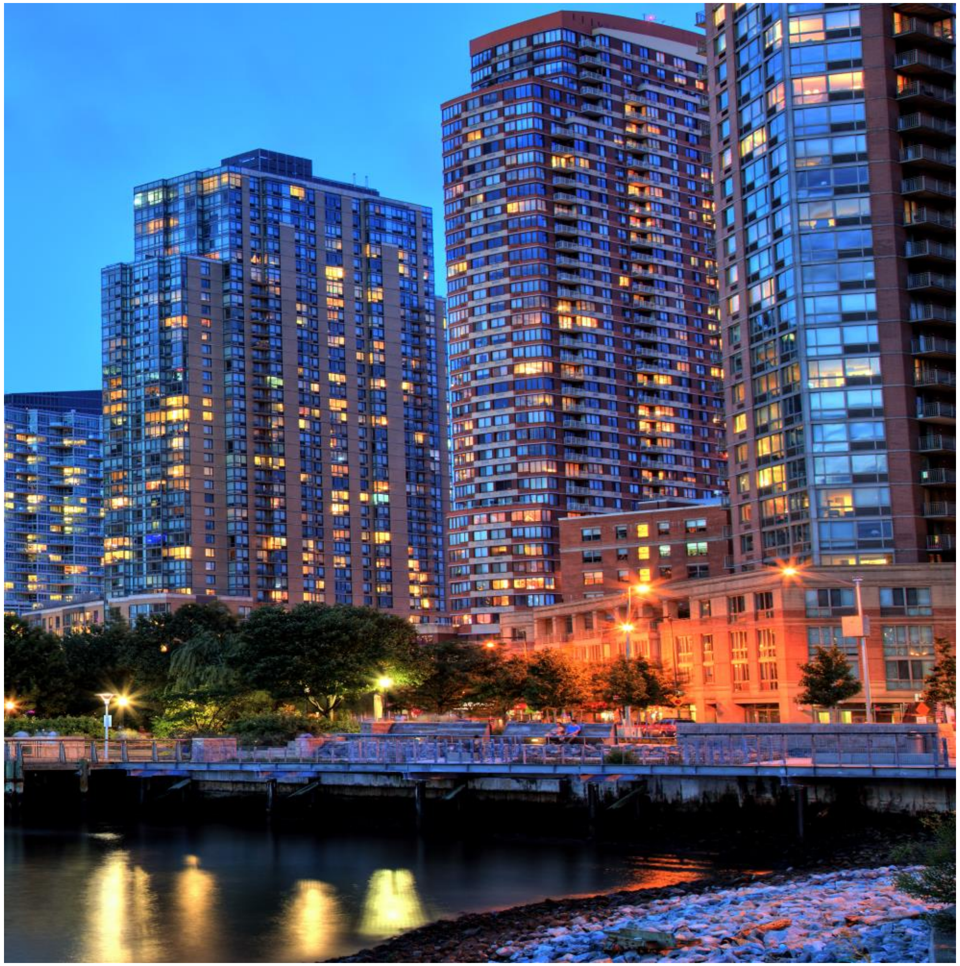


88% Real Estate Based

- Multifamily: 38.0%
- Non Real Estate: 11.5%
- Owner Occupied CRE: 10.3%
- One-to-four family - Mixed Use: 8.0%
- General Commercial: 7.7%
- CRE - Strip Mall: 6.3%
- CRE - Shopping Center: 4.8%
- One-to-four family - Residential: 3.3%
- CRE - Single Tenant: 2.5%
- Office -Multi Tenant: 1.7%
- Health Care/Medical Use: 1.6%
- Industrial: 1.6%
- Commercial Special Use: 1.4%
- Construction: 0.8%
- Office - Single Tenant: 0.5%

Manhattan Office Buildings are Approximately 0.6% of Net Loans

Multifamily Lending – Rent Stabilized, Niche Player

Our Lending Looks More Like This	Generally Not Like This
	

Our Conservative Lending Standards Lead to Minimal Losses

Strong Asian Banking Market Focus

- Asian Communities – **Total Loans $764MM and Deposits $1.2B**
- **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

18%
of Total Deposits

$36B
Deposit Market Potential (~3% Market Share[1])

7.6%
FFIC 5 Year Asian Market CAGR vs 3.7%[1] for the Comparable Asian Markets

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[1] As of June 30, 2022; Latest FDIC Data

Digital Banking Usage Continues to Increase

22%

Increase in Monthly Mobile Deposit Active Users June 2023 YoY

~31,000

Users with Active Online Banking Status

23%

June 2023 YoY Growth

12%

Digital Banking Enrollment June 2023 YoY Growth

Internet Banks

iGObanking and BankPurely national deposit gathering platforms

~3% of Average Deposits in June 2023

Numerated

Small Business Lending Platform

$10.1MM of Commitments in 2023

~8,500

Zelle® Transactions

~$2.9MM

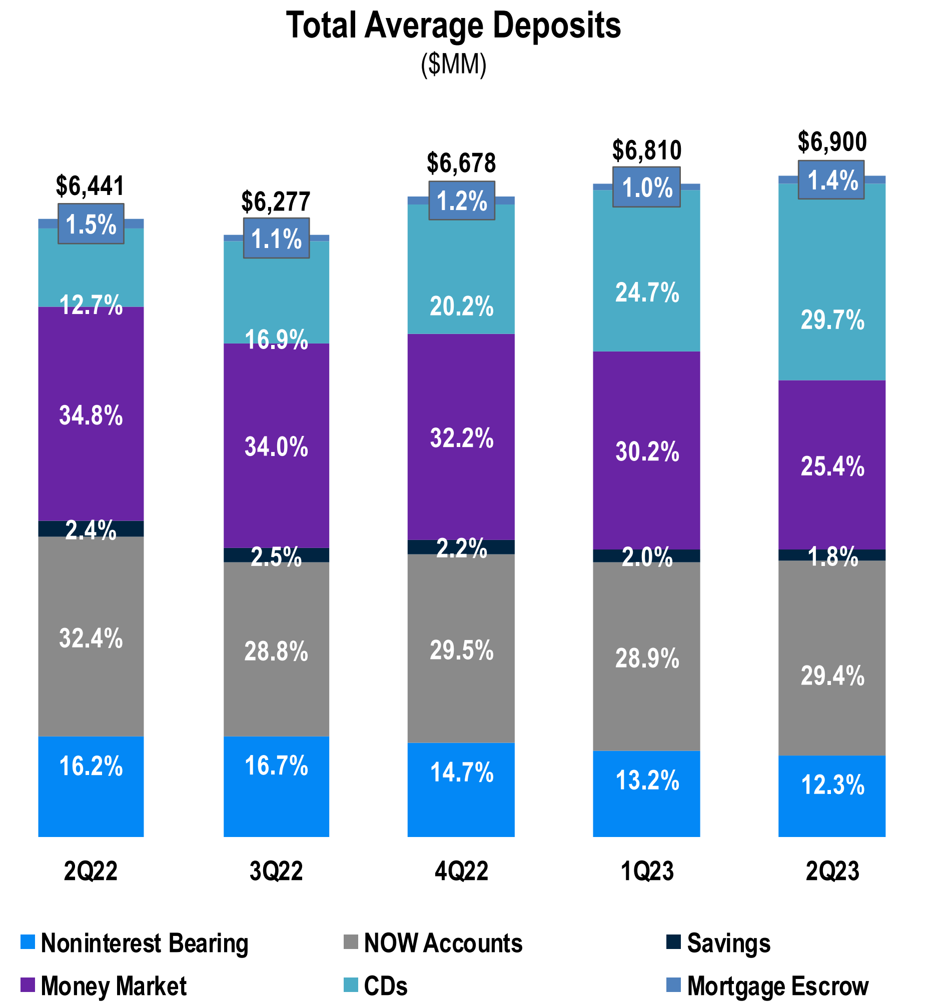
Zelle Dollar Transactions in June 2023

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

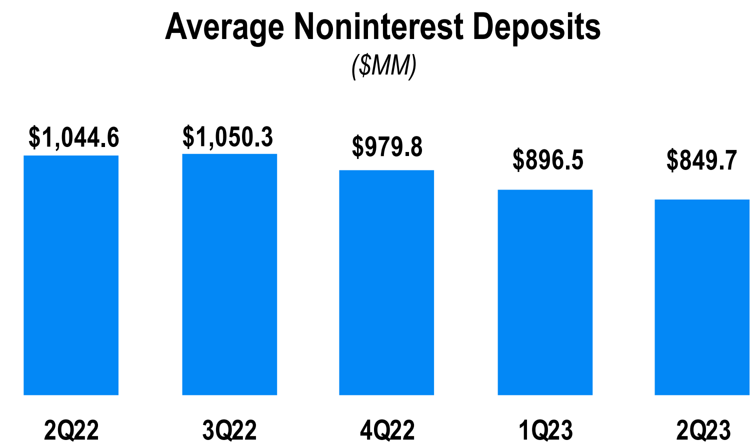
Key Community Events During 2Q23

- Hosted ribbon-cutting ceremony at Hauppauge Branch
- Sponsored the HIA-LI 25th Trade Show & Conference , Korean American Real Estate Expo, and Vaisakhi Mela

Average Total Deposits Increase Driven by CDs



Deposit Costs				
0.29%	0.76%	1.63%	2.29%	2.68%



- Average total deposits increased 7.1% YoY and 1.3% QoQ
- Average noninterest bearing deposits are 12.3% of average total deposits, down from 16.2% a year ago
- 2Q23 checking account openings up 9.6% YoY
- Average deposit growth driven by CDs, which have a 6-12 month maturities

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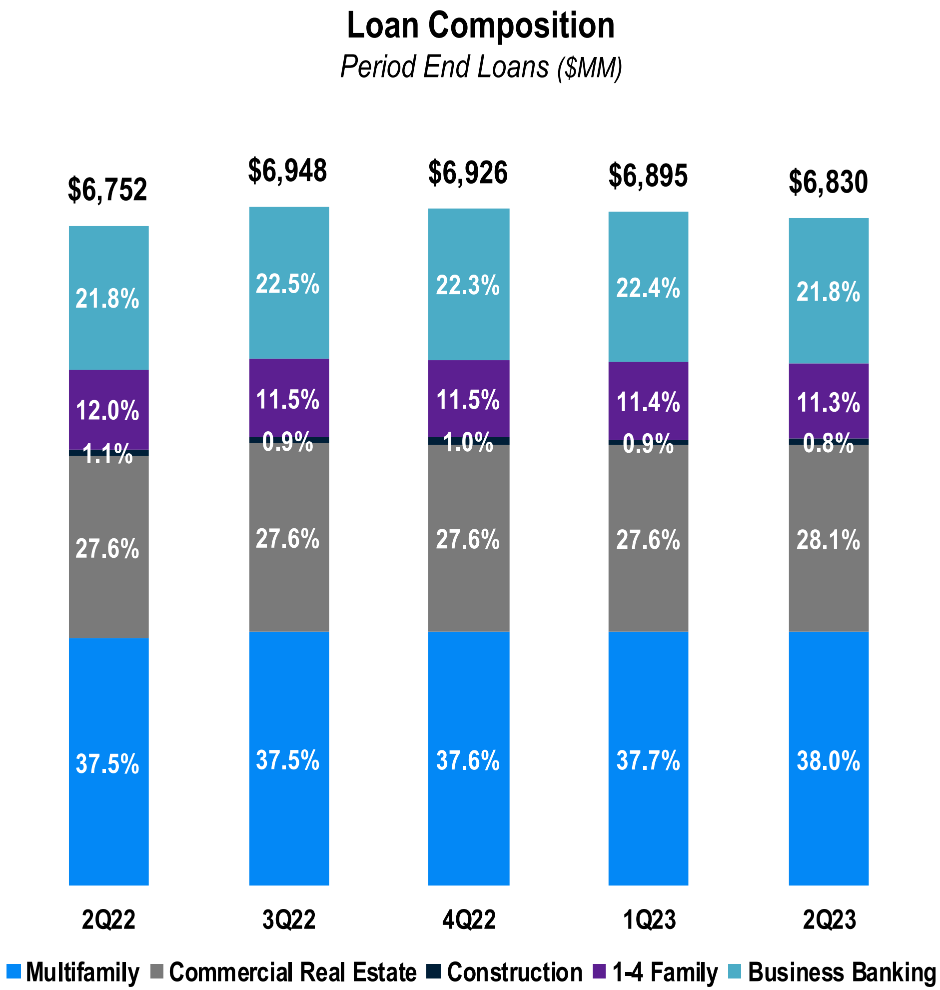
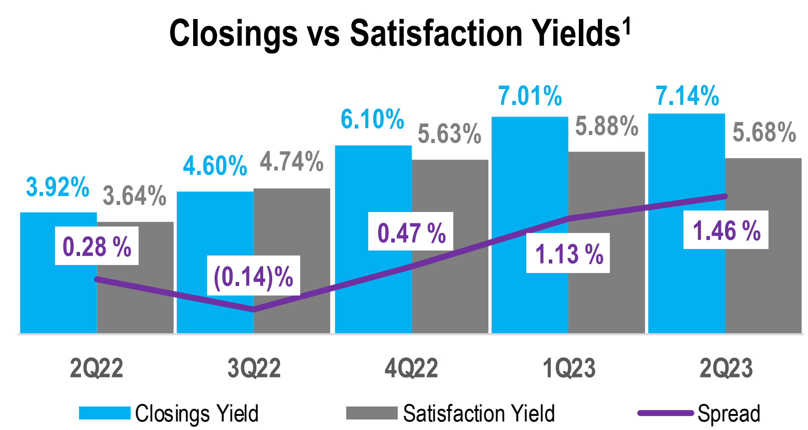
Core Loan Yields Improve



Core Loan Yields				
4.15%	4.35%	4.63%	4.80%	4.99%

- Net loans increased 1.1% YoY
- Core loan yields improve 19 bps QoQ; prepayment penalty income totaled $0.3MM in 2Q23 vs $0.6MM in 1Q23 and $2.3MM in 2Q22
- Loan pipeline totaled $415.5MM at June 30, 2023; Pipeline yield increases 20 bps QoQ
- Spread between closing and satisfaction yields expanded in 2Q23



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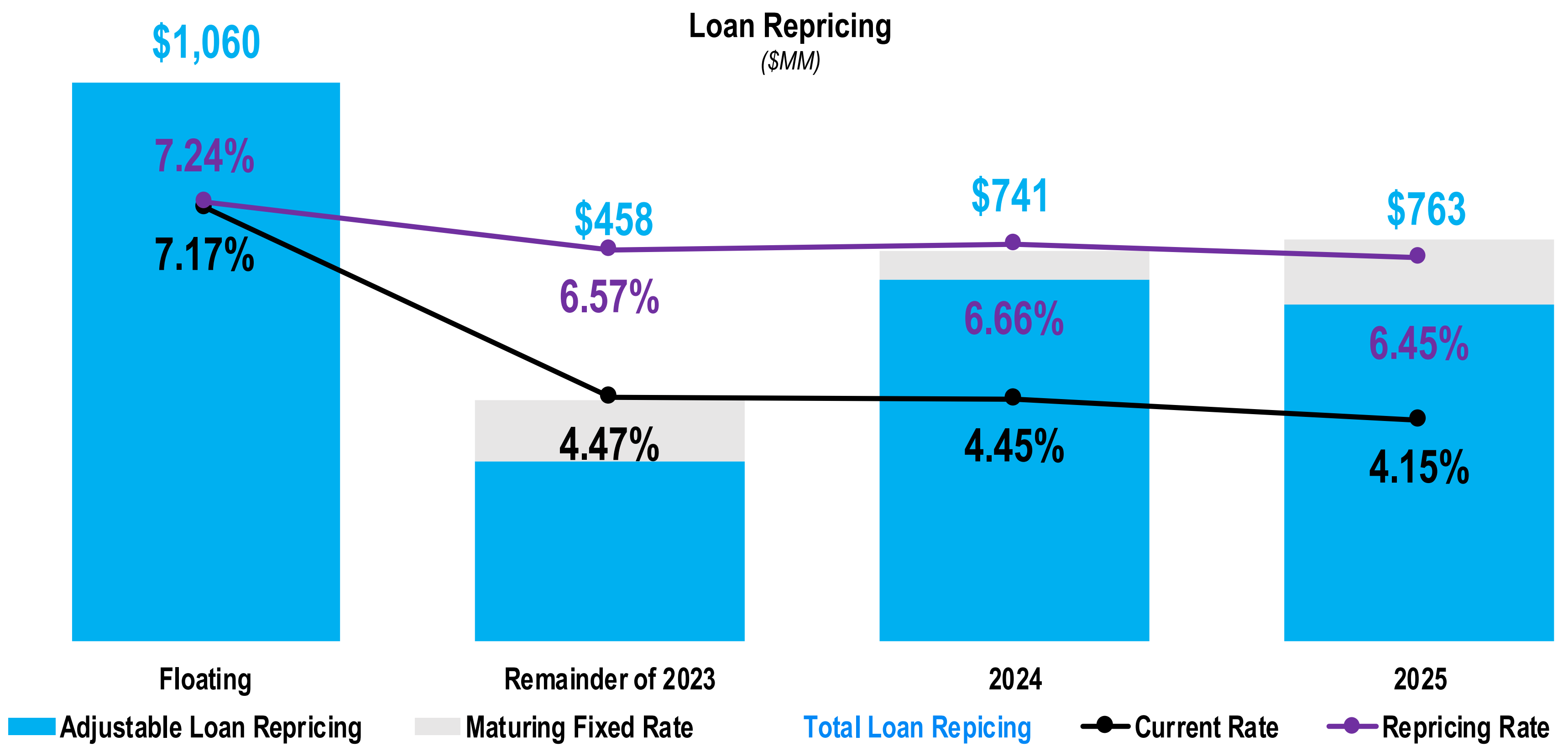
See Appendix for definitions of Core Loan Yields
(1) Closings and Satisfactions Yields exclude PPP loans

Effective Floating Rate Loans Rise to >21% of the Loan Portfolio; Significant Repricing to Occur Through 2025



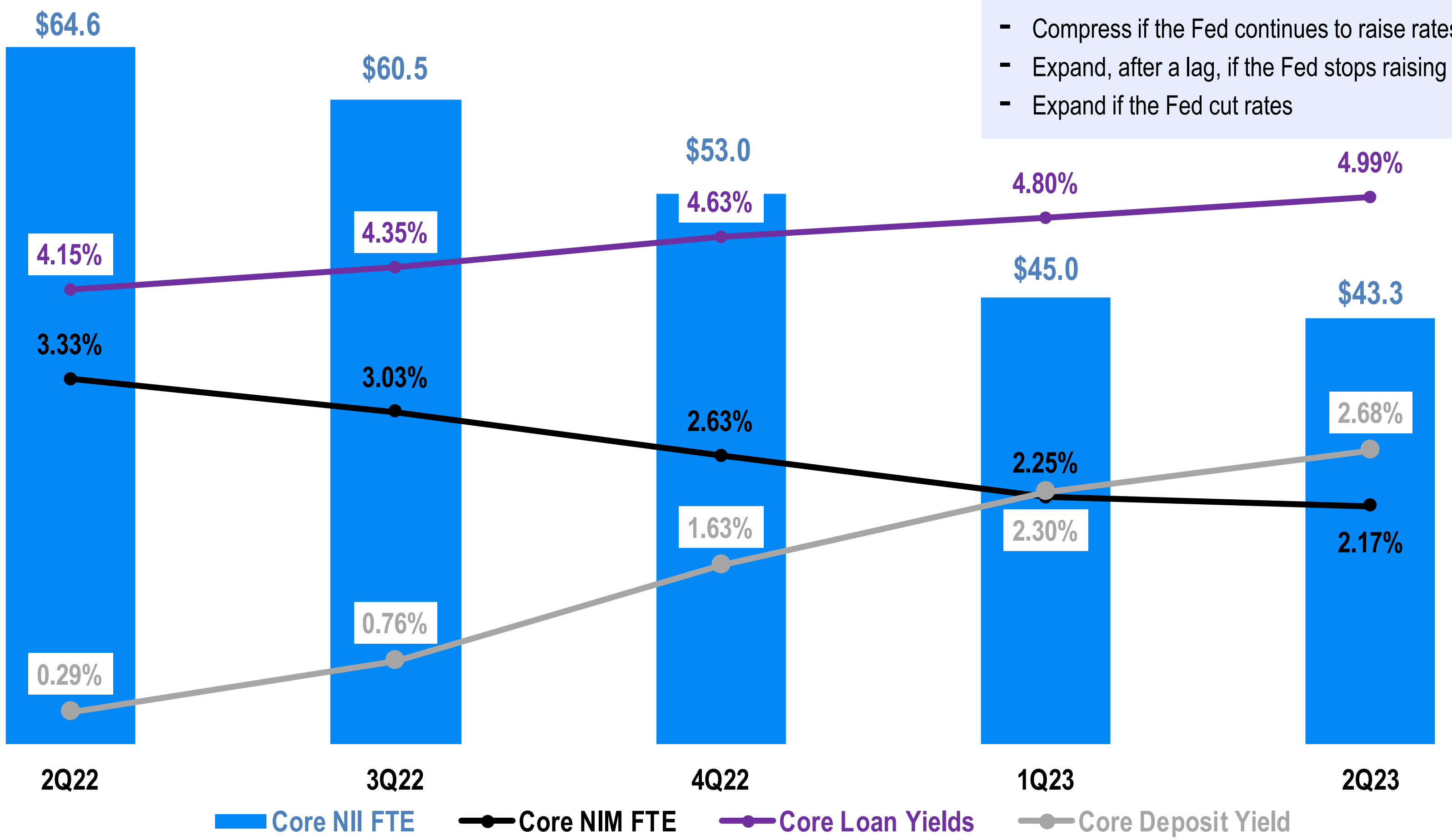
- Floating rate loans include any loans (including back-to-back swaps) tied to an index that reprices within 90 days; including the $400MM of loan portfolio hedges, effective floating rate loans total $1.46B or >21% of the loan portfolio
- Through 2025, loans to reprice ~220-230 bps higher assuming index values as of June 30, 2023
- ~16% of loans reprice (>21% including all loan portfolio hedges) with every Fed move and an additional 10-15% reprice annually

NIM Stabilizes from March; Cautiously Optimistic

($MM)

The NIM Should:

- Compress if the Fed continues to raise rates
- Expand, after a lag, if the Fed stops raising rates
- Expand if the Fed cut rates



GAAP NIM FTE				
3.35%	3.07%	2.70%	2.27%	2.18%

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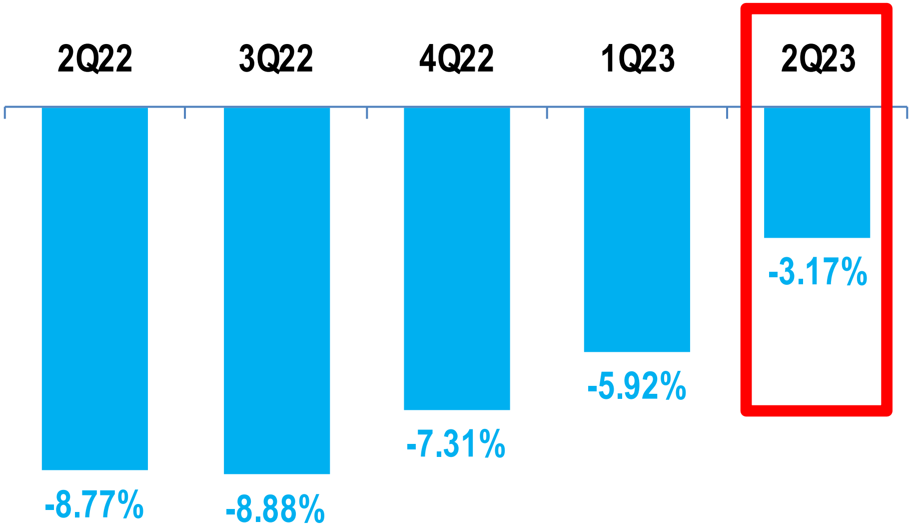
See Appendix for definitions of Core NII FTE, Core NIM, and Core Loan Yields

Our Actions Have Reduced Liability Sensitivity

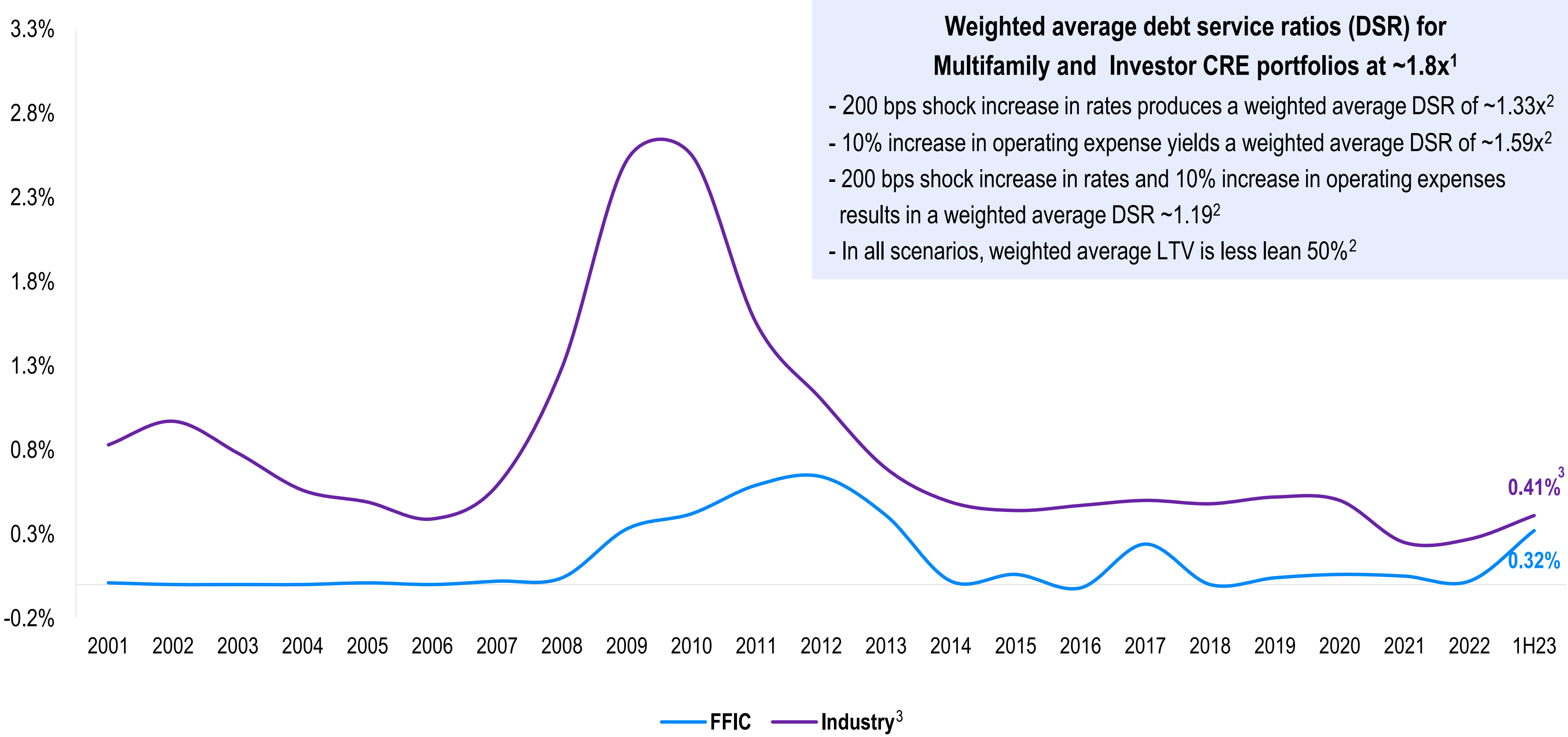
Percentage Change to Net Interest Income from Base Case Based on a 100 bps Shock in Rates



- The Balance Sheet is structured where liabilities reprice faster than assets (initially) when rates increase
- Implementing a swap strategy along with adding floating rate assets
  - During 2Q23, over $400MM of interest rate hedges were added and $250MM of forward hedges became effective
- When the Fed stops increasing rates, and after a lag, funding costs should stabilize, and assets then reprice higher (assuming a stable rate environment)
- The duration of the assets is between 3-4 years compared to 1-2 year for the liabilities
- By adding interest rate hedges and implementing other structural changes, liability sensitivity has been reduced to by 64% over the past year

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

NCOs / Average Loans



Weighted average debt service ratios (DSR) for Multifamily and Investor CRE portfolios at ~1.8x[1]

- 200 bps shock increase in rates produces a weighted average DSR of ~1.33x[2]
- 10% increase in operating expense yields a weighted average DSR of ~1.59x[2]
- 200 bps shock increase in rates and 10% increase in operating expenses results in a weighted average DSR ~1.19[2]
- In all scenarios, weighted average LTV is less lean 50%[2]

- 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 <36%[4]
  - Only $18.2MM of real estate loans (0.3% of gross loans) with an LTV of 75% or more[4]

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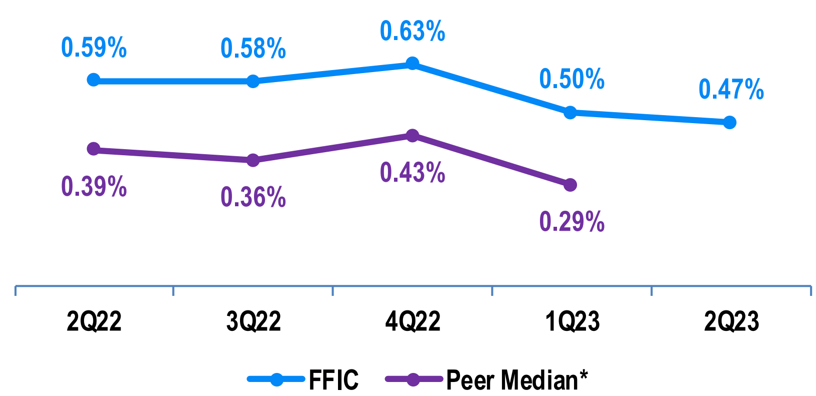
[1] Based on most recent Annual Loan Review
[2] Based upon a sample size of 89% of loans adjusting between 2023 and 2025 with no increase in rents or total income
[3] "Industry" includes FDIC insured institutions from "FDIC Statistics At A Glance" through March 31, 2023
[4] Based on appraised value at origination

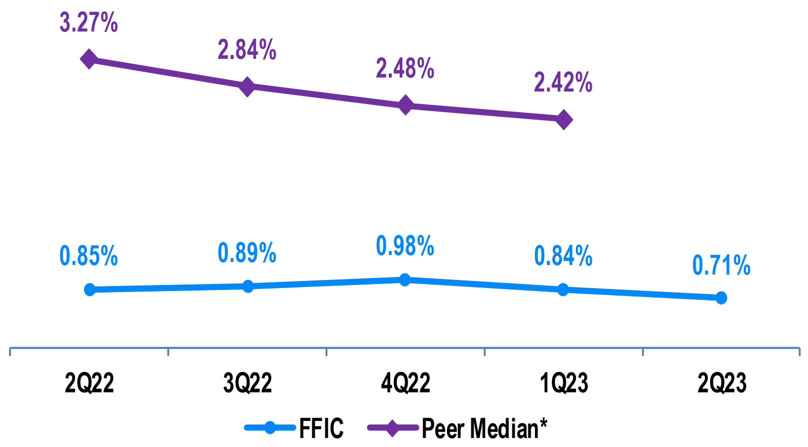
Continued Strong Credit Quality

NPAs / Assets

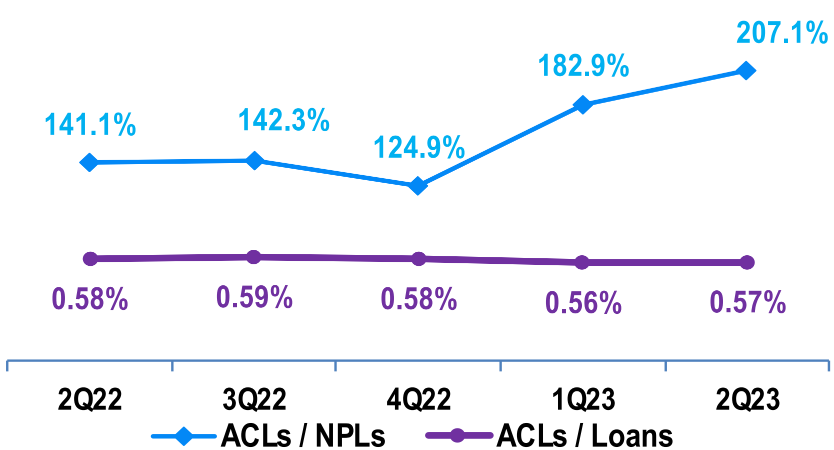
50.0% LTV on 2Q23 NPAs



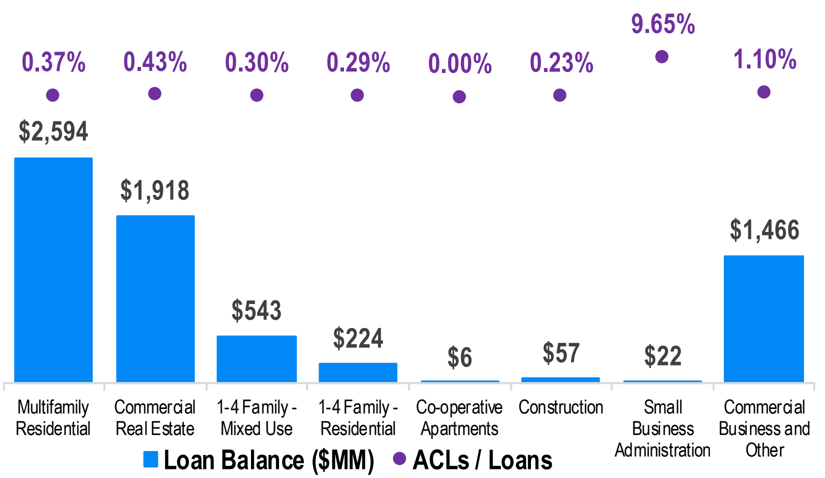
Criticized and Classified Loans / Gross Loans



ACL / Gross Loans & ACL / NPLs



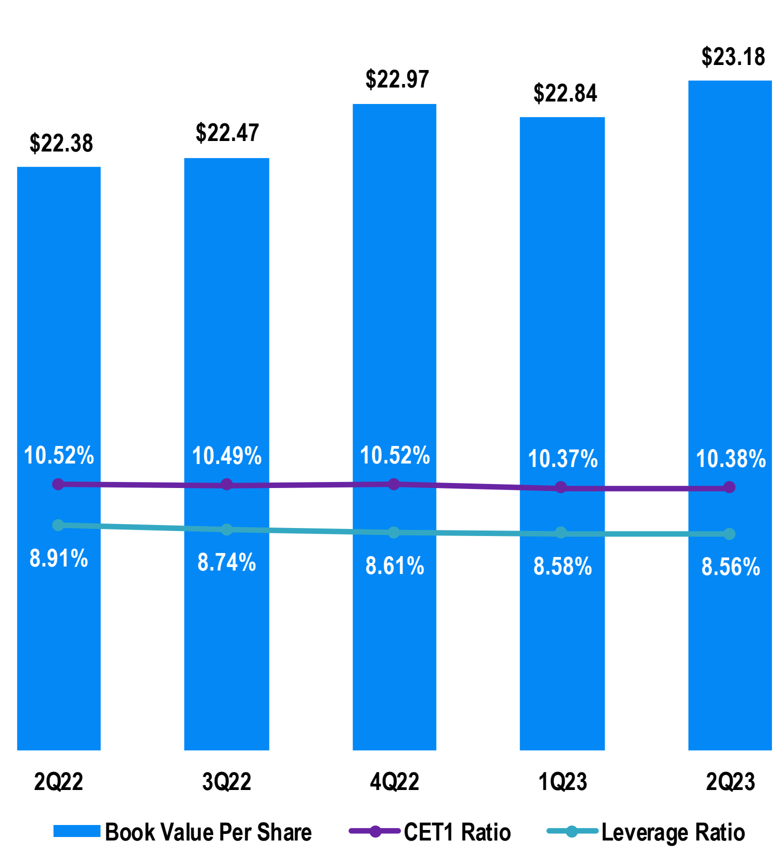
ACL by Loan Segment (2Q23)



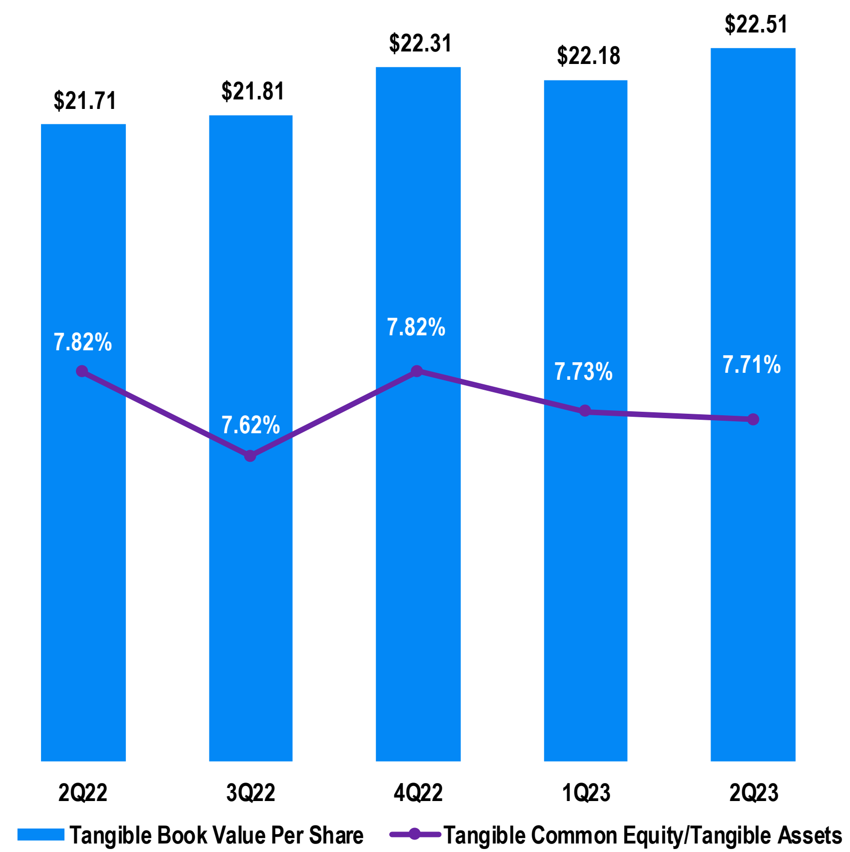
- Peer data through 1Q23; Peers include: BKU, DCOM, FLIC, HNVR, KRNY, NFBK, NYCB, PFS, and VLY

Book Value and Tangible Book Value Per Share Grow YoY

3.6% YoY Book Value Per Share Growth



3.7% YoY Increase in Tangible Book Value Per Share



528,815 Shares Repurchased in 2Q23 at an Average Price of $12.94

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Key Takeaways – Cautiously Optimistic

- **Executing on our Action Plan**
  - These actions will result in improved profitability in the future and set the stage for consistent and significantly higher returns
- **Areas of Focus improved during the quarter**
  - Significantly reduced liability sensitivity
  - Credit quality improved and underwriting remains solid
  - Expanded liquidity capacity
  - Continue to service our customers and deepen relationships
- **Improving metrics but cautious on the environment**
  - 2Q23 NIM was in line with the month of March
  - Asset quality improved during the quarter
  - Deposit balances were better than past seasonal patterns
  - Loans declined slightly
  - Capital ratios were stable
  - Expecting additional Fed rate increases

Appendix

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 %	10.86 %	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	$22.26	$20.11	$20.59	$19.64	$18.63
Tangible Book Value/Share	22.31	21.61	19.45	20.02	19.07	18.08
Dividends/Share	0.88	0.84	0.84	0.84	0.80	0.72
Average Assets ($B)	8.3	8.1	7.3	7.0	6.5	6.2
Average Loans ($B)	6.7	6.6	6.0	5.6	5.3	5.0
Average Deposits ($B)	6.5	6.4	5.2	5.0	4.7	4.5

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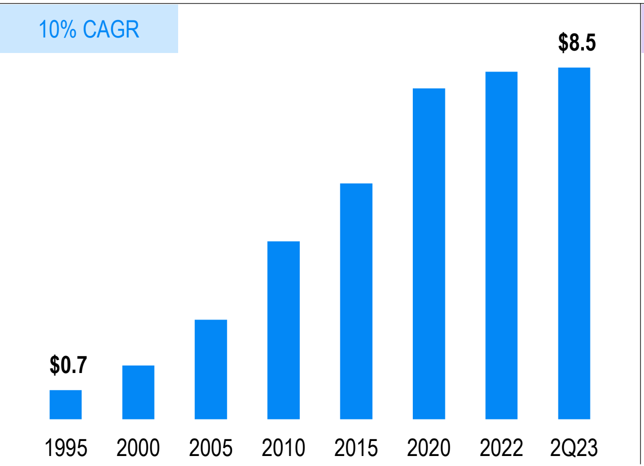
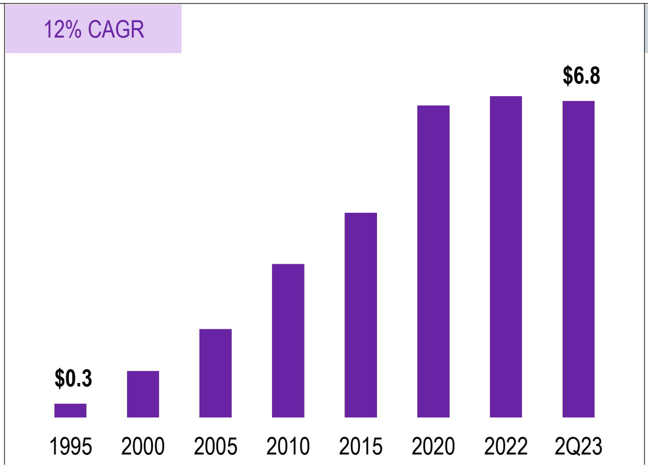
[1] See Reconciliation of GAAP Earnings and Core Earnings in Appendix

Over a 27 Year Track Record of Steady Growth

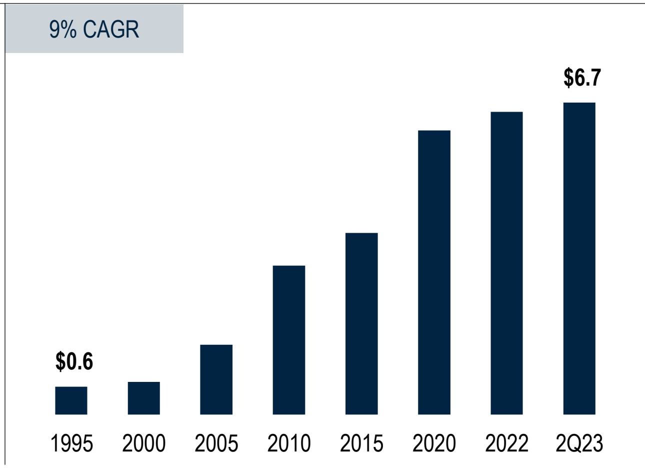
Assets ($B)



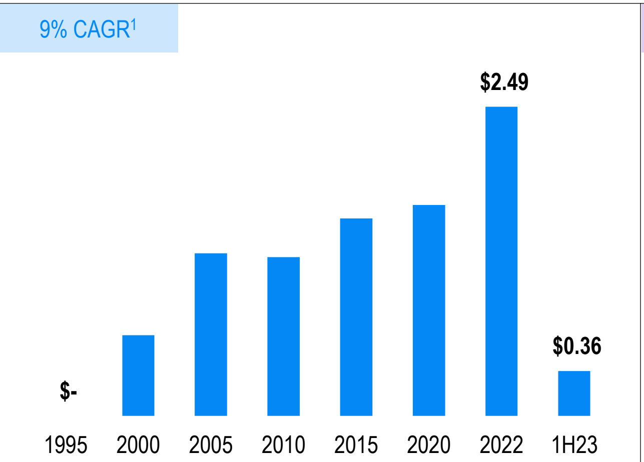
Total Gross Loans ($B)



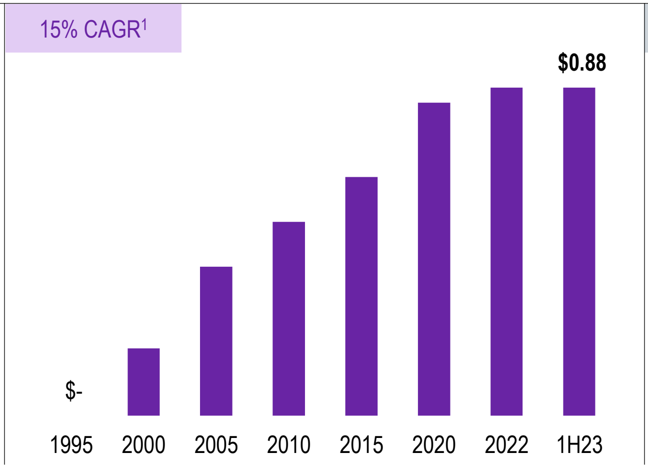
Total Deposits ($B)



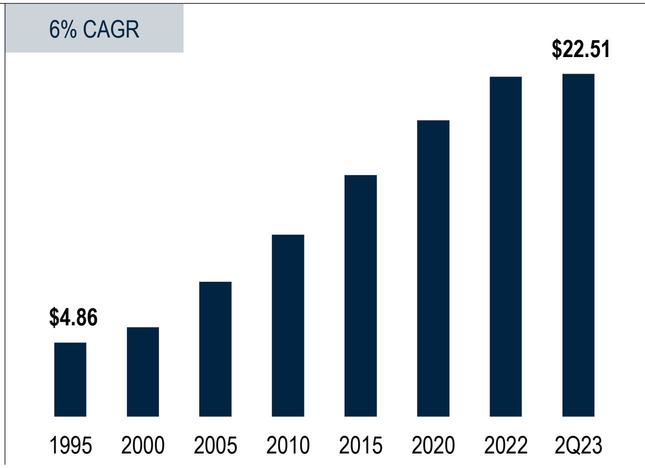
Core EPS ($)



Dividends per Share ($)[2]



Tangible Book Value per Share ($)



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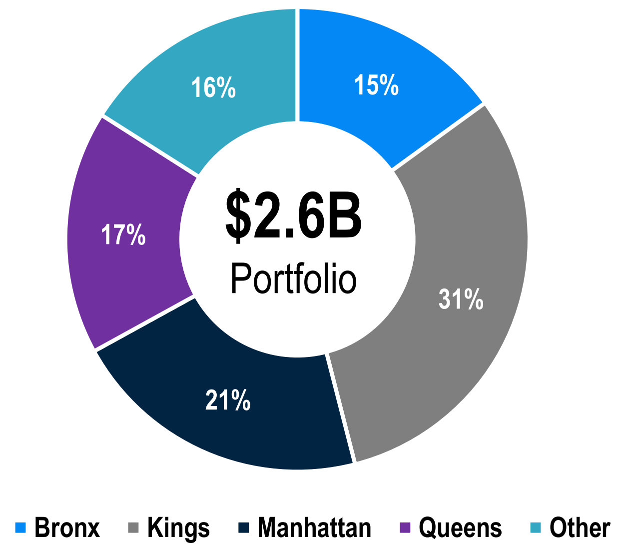
Note: Acquisition of Empire Bancorp in 2020 (loans and deposits acquired of $685MM and $854MM, respectively; assets acquired of $982MM)

[1] Calculated from 1996-2022
[2] Annualized

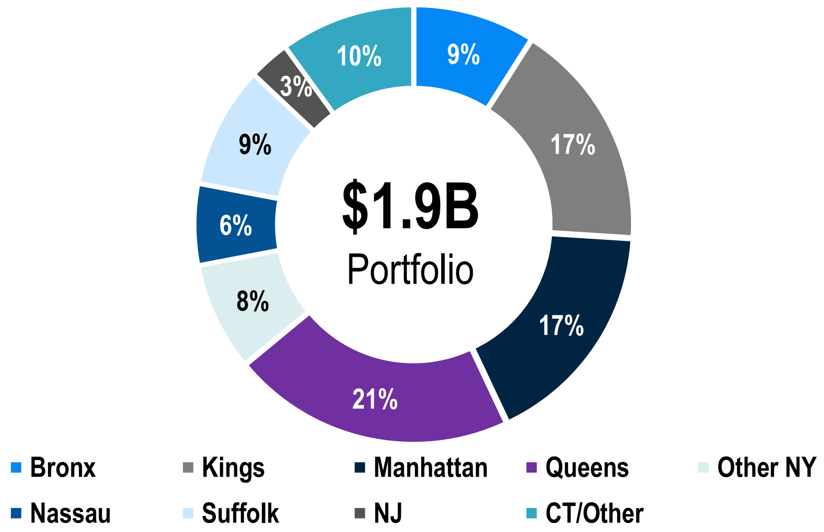
Well-Secured Multifamily and CRE Portfolios

Multifamily Geography



- Average loan size: $1.1MM
- Average monthly rent of **$1,447 vs** $3,050[1] for the market
- Weighted average LTV[2] is 45% with no loans having an LTV above 75%
- Weighted average DCR is ~1.8x[3]
- Borrowers typically do not sell properties, but refinance to buy more 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

Non-Owner Occupied CRE Geography



- Average loan size: $2.4MM
- Weighted average LTV[2] is 50% with $0.9MM of loans having an LTV above 75%
- Weighted average DCR is ~1.8x[3]
- Require primary operating accounts
- ARMs adjust each 5-year period with terms up to 30 years and comprise 83% of the portfolio

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

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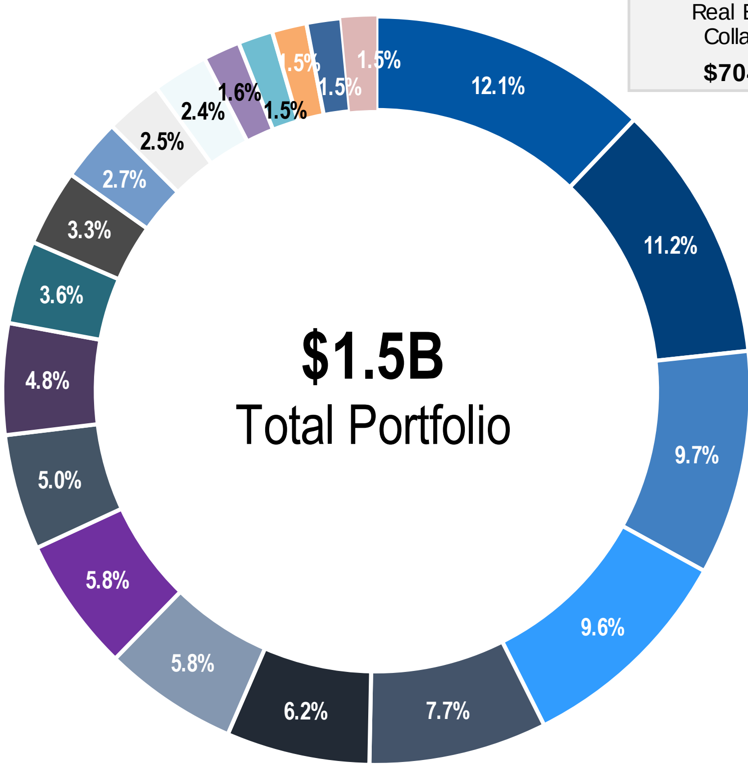
[1] CoStar New York Multifamily Market Report, 7-10-2023
[2] LTVs are based on value at origination.
[3] Based on most recent Annual Loan Review

Well-Diversified Commercial Business Portfolio



Real Estate Collateral
$704MM

- Other : 12.1%
- Wholesalers: 11.2%
- Financing Company: 9.7%
- Trucking/Vehicle Transport: 9.6%
- Construction/Contractors: 7.7%
- Hotels: 6.2%
- Real Estate: 5.8%
- Professional Services (Excluding Medical): 5.8%
- Medical Professionals: 5.0%
- Manufacturer: 4.8%
- Apparel: 3.6%
- Automobile Related: 3.3%
- Theaters: 2.7%
- Restaurants: 2.5%
- Civic and Social Organizations: 2.4%
- Airlines: 1.6%
- Retailer: 1.5%
- SBA: 1.5%
- Schools/Daycare Centers: 1.5%
- Food Services: 1.5%

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

Data as of June 30, 2023

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 June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	For the six months ended June 30, 2023	June 30, 2022
GAAP income before income taxes	$ 11,805	$ 6,959	$ 12,819	$ 32,422	$ 34,971	$ 18,764	$ 59,611
Net (gain) loss from fair value adjustments (Noninterest income (loss))	(294)	(2,619)	622	(5,626)	(2,533)	(2,913)	(724)
Net loss on sale of securities (Noninterest income (loss))	—	—	10,948	—	—	—	—
Life insurance proceeds (Noninterest income (loss))	(561)	—	(286)	—	(1,536)	(561)	(1,536)
Net gain on disposition of assets (Noninterest income (loss))	—	—	(104)	—	—	—	—
Net (gain) loss from fair value adjustments on qualifying hedges (Net interest income)	205	(100)	(936)	(28)	60	105	189
Net amortization of purchase accounting adjustments and intangibles (Various)	(227)	(188)	(219)	(650)	(237)	(415)	(1,161)
Core income before taxes	10,928	4,052	22,844	26,118	30,725	14,980	56,379
Provision for core income taxes	3,074	1,049	5,445	7,165	9,207	4,123	15,892
Core net income	$ 7,854	$ 3,003	$ 17,399	$ 18,953	$ 21,518	$ 10,857	$ 40,487
GAAP diluted earnings per common share	$ 0.29	$ 0.17	$ 0.34	$ 0.76	$ 0.81	$ 0.46	$ 1.39
Net (gain) loss from fair value adjustments, net of tax	(0.01)	(0.06)	0.02	(0.13)	(0.06)	(0.07)	(0.02)
Net loss on sale of securities, net of tax	—	—	0.27	—	—	—	—
Life insurance proceeds	(0.02)	—	(0.01)	—	(0.05)	(0.02)	(0.05)
Net gain on disposition of assets, net of tax	—	—	—	—	—	—	—
Net (gain) loss from fair value adjustments on qualifying hedges, net of tax	—	—	(0.02)	—	—	—	—
Net amortization of purchase accounting adjustments, net of tax	(0.01)	(0.01)	(0.01)	(0.02)	(0.01)	(0.01)	(0.03)
Core diluted earnings per common share(1)	$ 0.26	$ 0.10	$ 0.57	$ 0.62	$ 0.70	$ 0.36	$ 1.30
Core net income, as calculated above	$ 7,854	$ 3,003	$ 17,399	$ 18,953	$ 21,518	$ 10,857	$ 40,487
Average assets	8,461,827	8,468,311	8,518,019	8,442,657	8,211,763	8,465,051	8,131,065
Average equity	673,943	683,071	676,165	674,282	667,456	678,481	670,219
Core return on average assets(2)	0.37 %	0.14 %	0.82 %	0.90 %	1.05 %	0.26 %	1.00 %
Core return on average equity(2)	4.66 %	1.76 %	10.29 %	11.24 %	12.90 %	3.20 %	12.08 %

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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

	For the three months ended					For the six months ended	
(Dollars in thousands)	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	June 30, 2023	June 30, 2022
GAAP Net interest income	$ 43,378	$ 45,262	$ 54,201	$ 61,206	$ 64,730	$ 88,640	$ 128,209
Net (gain) loss from fair value adjustments on qualifying hedges	205	(100)	(936)	(28)	60	105	189
Net amortization of purchase accounting adjustments	(340)	(306)	(342)	(775)	(367)	(646)	(1,425)
Core Net interest income	$ 43,243	$ 44,856	$ 52,923	$ 60,403	$ 64,423	$ 88,099	$ 126,973
GAAP Noninterest income (loss)	$ 5,122	$ 6,908	$ (7,652)	$ 8,995	$ 7,353	$ 12,030	$ 8,666
Net (gain) loss from fair value adjustments	(294)	(2,619)	622	(5,626)	(2,533)	(2,913)	(724)
Net loss on sale of securities	—	—	10,948	—	—	—	—
Life insurance proceeds	(561)	—	(286)	—	(1,536)	(561)	(1,536)
Net gain on sale of assets	—	—	(104)	—	—	—	—
Core Noninterest income	$ 4,267	$ 4,289	$ 3,528	$ 3,369	$ 3,284	$ 8,556	$ 6,406
GAAP Noninterest expense	$ 35,279	$ 37,703	$ 33,742	$ 35,634	$ 35,522	$ 72,982	$ 74,316
Net amortization of purchase accounting adjustments	(113)	(118)	(123)	(125)	(130)	(231)	(264)
Core Noninterest expense	$ 35,166	$ 37,585	$ 33,619	$ 35,509	$ 35,392	$ 72,751	$ 74,052
Net interest income	$ 43,378	$ 45,262	$ 54,201	$ 61,206	$ 64,730	$ 88,640	$ 128,209
Noninterest income (loss)	5,122	6,908	(7,652)	8,995	7,353	12,030	8,666
Noninterest expense	(35,279)	(37,703)	(33,742)	(35,634)	(35,522)	(72,982)	(74,316)
Pre-provision pre-tax net revenue	$ 13,221	$ 14,467	$ 12,807	$ 34,567	$ 36,561	$ 27,688	$ 62,559
Core:							
Net interest income	$ 43,243	$ 44,856	$ 52,923	$ 60,403	$ 64,423	$ 88,099	$ 126,973
Noninterest income	4,267	4,289	3,528	3,369	3,284	8,556	6,406
Noninterest expense	(35,166)	(37,585)	(33,619)	(35,509)	(35,392)	(72,751)	(74,052)
Pre-provision pre-tax net revenue	$ 12,344	$ 11,560	$ 22,832	$ 28,263	$ 32,315	$ 23,904	$ 59,327
Efficiency Ratio	74.0 %	76.5 %	59.6 %	55.7 %	52.3 %	75.3 %	55.5 %

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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

	For the three months ended					For the six months ended	
	June 30,	March 31,	December 31,	September 30,	June 30,	June 30,	June 30,
(Dollars in thousands)	2023	2023	2022	2022	2022	2023	2022
GAAP net interest income	$ 43,378	$ 45,262	$ 54,201	$ 61,206	$ 64,730	$ 88,640	$ 128,209
Net (gain) loss from fair value adjustments on qualifying hedges	205	(100)	(936)	(28)	60	105	189
Net amortization of purchase accounting adjustments	(340)	(306)	(342)	(775)	(367)	(646)	(1,425)
Tax equivalent adjustment	101	100	102	104	131	201	255
Core net interest income FTE	$ 43,344	$ 44,956	$ 53,025	$ 60,507	$ 64,554	$ 88,300	$ 127,228
Total average interest-earning assets [(1)]	$ 7,990,331	$ 8,001,271	$ 8,050,601	$ 7,984,558	$ 7,746,640	$ 7,995,772	$ 7,662,315
Core net interest margin FTE	2.17 %	2.25 %	2.63 %	3.03 %	3.33 %	2.21 %	3.32 %
GAAP interest income on total loans, net	$ 85,377	$ 82,889	$ 81,033	$ 75,546	$ 69,192	$ 168,266	$ 136,708
Net (gain) loss from fair value adjustments on qualifying hedges - loans	157	(101)	(936)	(28)	60	56	189
Net amortization of purchase accounting adjustments	(345)	(316)	(372)	(783)	(357)	(661)	(1,474)
Core interest income on total loans, net	$ 85,189	$ 82,472	$ 79,725	$ 74,735	$ 68,895	$ 167,661	$ 135,423
Average total loans, net [(1)]	$ 6,834,644	$ 6,876,495	$ 6,886,900	$ 6,867,758	$ 6,647,131	$ 6,855,454	$ 6,616,860
Core yield on total loans	4.99 %	4.80 %	4.63 %	4.35 %	4.15 %	4.89 %	4.09 %

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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)	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022
Total Equity	$ 671,303	$ 673,459	$ 677,157	$ 670,719	$ 670,812
Less:					
Goodwill	(17,636)	(17,636)	(17,636)	(17,636)	(17,636)
Core deposit intangibles	(1,769)	(1,891)	(2,017)	(2,147)	(2,282)
Tangible Stockholders' Common Equity	$ 651,898	$ 653,932	$ 657,504	$ 650,936	$ 650,894
Total Assets	$ 8,473,883	$ 8,479,121	$ 8,422,946	$ 8,557,419	$ 8,339,587
Less:					
Goodwill	(17,636)	(17,636)	(17,636)	(17,636)	(17,636)
Core deposit intangibles	(1,769)	(1,891)	(2,017)	(2,147)	(2,282)
Tangible Assets	$ 8,454,478	$ 8,459,594	$ 8,403,293	$ 8,537,636	$ 8,319,669
Tangible Stockholders' Common Equity to Tangible Assets	7.71 %	7.73 %	7.82 %	7.62 %	7.82 %

Reconciliation of GAAP Earnings and Core Earnings - Years

	Years Ended					
(Dollars In thousands, except per share data)	December 31, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018	December 31, 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	(104)	(621)	—	(770)	(1,141)	—
Net (gain) loss from fair value adjustments on qualifying hedges	(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	(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	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	$ 2.50	$ 2.59	$ 1.18	$ 1.44	$ 1.92	$ 1.41
Day 1, Provision for Credit Losses - Empire transaction, net of 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	—	(0.01)	—	(0.02)	(0.03)	0.13
Net (gain) loss from fair value adjustments on qualifying 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	—	—	0.20	—	—	—
Net amortization of purchase accounting adjustments, net of 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 %

[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, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018	December 31, 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	(775)	(2,079)	1,185	1,678	—	—
Net amortization of purchase 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
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 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	—	—	(7,834)	—	—	—
Accelerated employee benefits upon Officer's death	—	—	—	(455)	(149)	—
Net amortization of purchase accounting adjustments	(512)	(560)	(91)	—	—	—
Merger expense	—	(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 %	63.9 %	62.1 %	57.9 %

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

(Dollars In thousands)	Years Ended December 31, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018	December 31, 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	(775)	(2,079)	1,185	1,678	—	—
Net amortization of purchase accounting 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 %	3.17 %	2.87 %	2.49 %	2.72 %	2.93 %
GAAP interest income on total loans, net	$ 293,287	$ 274,331	$ 248,153	$ 251,744	$ 232,719	$ 209,283
Net (gain) loss from fair value adjustments 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 %	4.05 %	4.14 %	4.51 %	4.38 %	4.20 %

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

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

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

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