# **Investor Presentation**



## February 2023

Small enough to know you. Large enough to help you.®



"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.



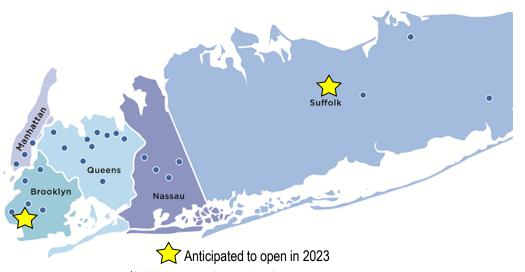
# Flushing Financial Snapshot (NASDAQ: FFIC)

### 2022 Key Statistics

Balance Sheet		Performance							
Assets	\$8.4B	GAAP/Core ROAA	<b>0.93%/0.92%</b> <sup>2</sup>						
Loans, net	\$6.9B	GAAP/Core ROAE	11.44%/11.42% <sup>2</sup>						
·		GAAP/Core Exp/Avg Assets	1.73%/1.72% <sup>2</sup>						
Deposits	<b>\$6.5B</b> <sup>1</sup>	Tangible Book Value	\$22.31						
Equity	\$0.7B	Dividend Yield	<b>4.7%</b> <sup>3</sup>						

### Footprint

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



### 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



<sup>1</sup> Includes mortgagors' escrow deposits
 <sup>2</sup> 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
 <sup>3</sup> Calculated using 2/13/23 closing price of \$19.89

## **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 Deposits<sup>1</sup>

# \$36B

Deposit Market Potential (~3% Market Share<sup>2</sup>)

## 7.6%

FFIC 5 Year Asian Market CAGR vs 3.7%<sup>2</sup> for the Comparable Asian Markets



# **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 <sup>1</sup> 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		



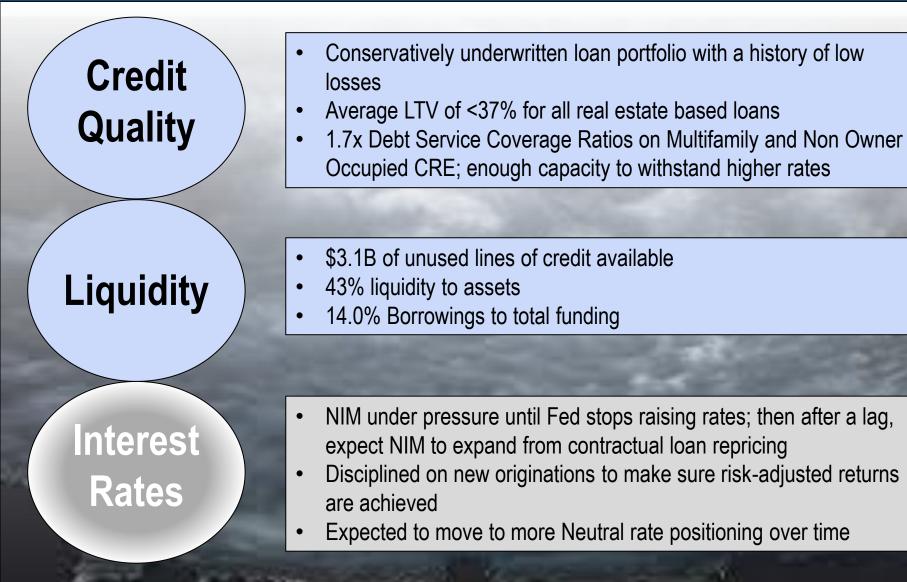
## **Key Events During 4Q22**



- 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

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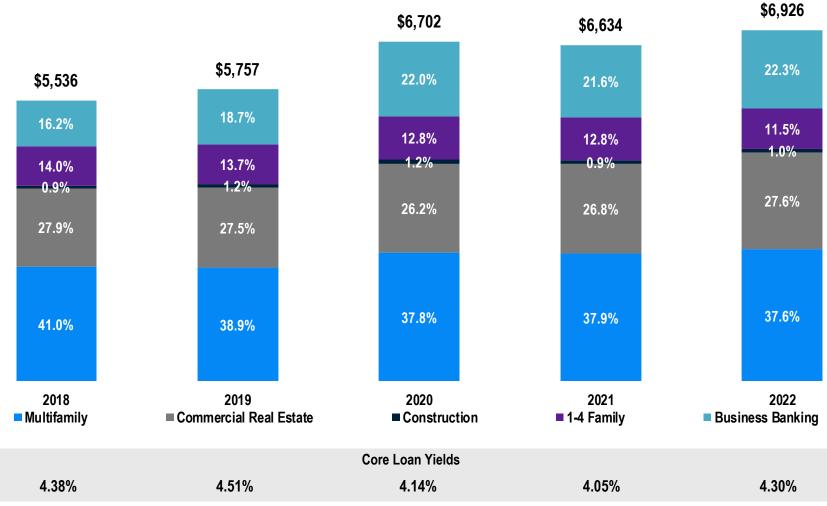
## **Balance Sheet is Prepared for the Macro Environment**





## Loans Continue to Increase; Yields Improve

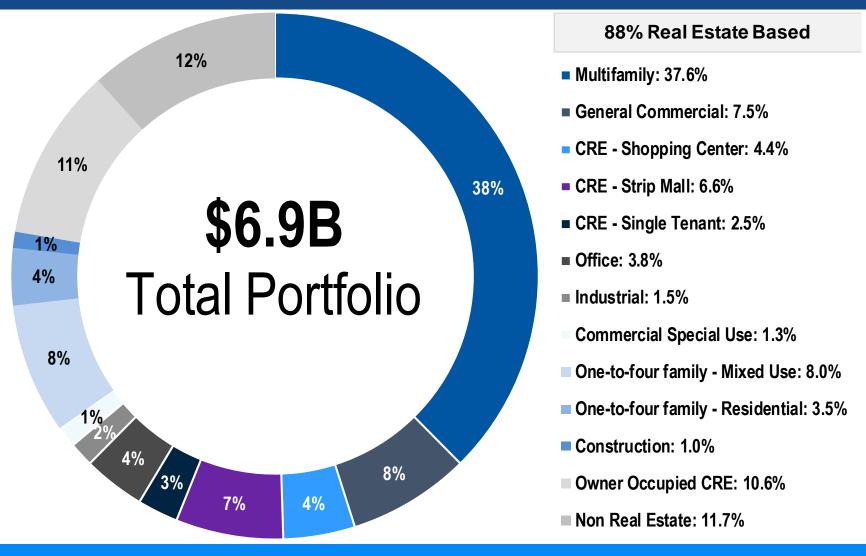
Loan Composition Period End Loans (\$MM)





Empire Bancorp acquisition added total loans of \$685MM in 2020 See Appendix for definitions of Core Loan Yields

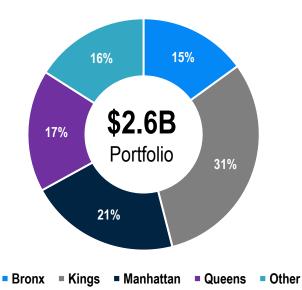
## Loans Secured by Real Estate Have an Average LTV of <37%



#### Well Secured and Diversified Real Estate Portfolio

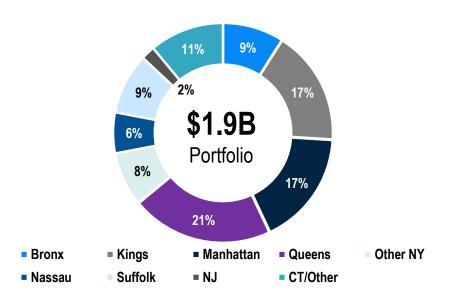
## Well-Secured Multifamily and CRE Portfolios

#### **Multifamily Geography**



- Average loan size: \$1.1MM
- Average monthly rent of **\$1,567 vs** \$2,975<sup>1</sup> for the market
- Weighted average LTV<sup>2</sup> is 45% with no loans having an LTV above 75%
- Weighted average DCR is ~1.7x<sup>3</sup>
- 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

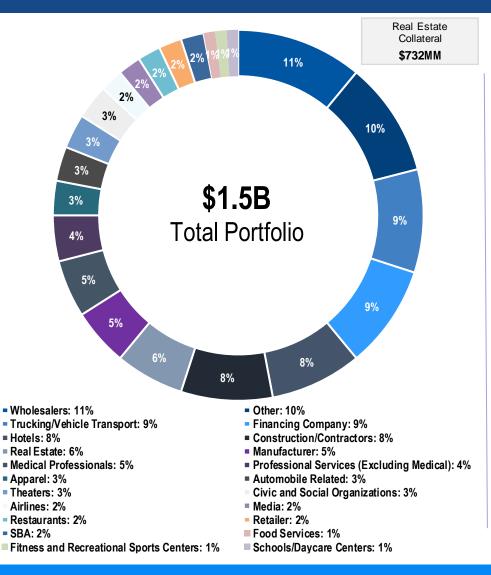


- Average loan size: \$1.9MM
- Weighted average LTV<sup>2</sup> is 50% with \$1.0MM of loans having an LTV above 75%
- Weighted average DCR is ~1.8x<sup>3</sup>
- Require primary operating accounts
- ARMs adjust each 5-year period with terms up to 30 years and comprise 83% of the portfolio

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



## **Well-Diversified Commercial Business Portfolio**



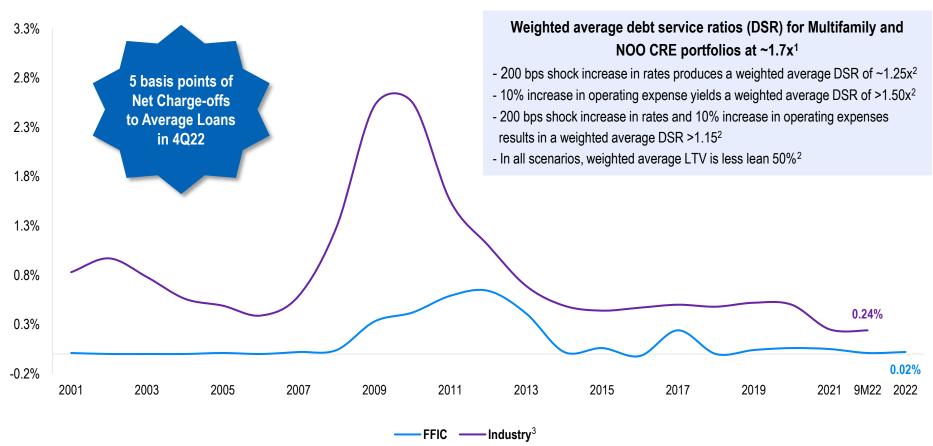
## **Commercial Business**

- 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

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





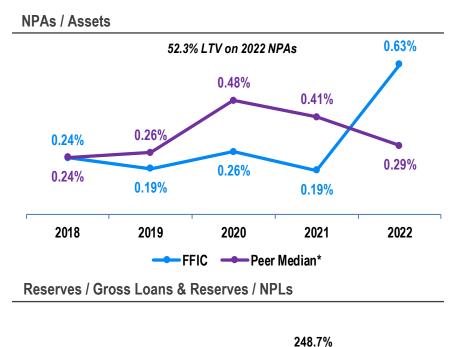
- Over two decades and multiple credit cycles, Flushing Financial has a history of better than industry credit quality
- Average LTVs on the Real Estate portfolio is <37%<sup>4</sup>
  - Only \$23.4MM of real estate loans (0.3% of gross loans) with an LTV of 75% or more  $^4$

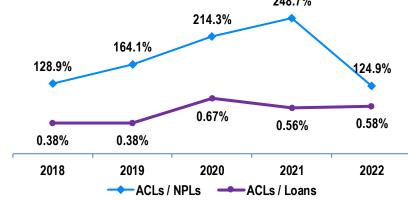
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<sup>2</sup> Based upon a sample size of 89% of loans adjusting between 2022 and 2024 with no increase in rents or total income.

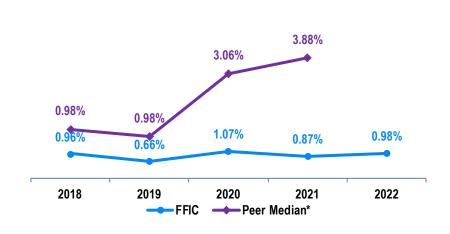
<sup>&</sup>lt;sup>3</sup> "Industry" includes FDIC insured institutions from "FDIC Statistics At A Glance" through September 30, 2022

## **Continued Strong Credit Quality**

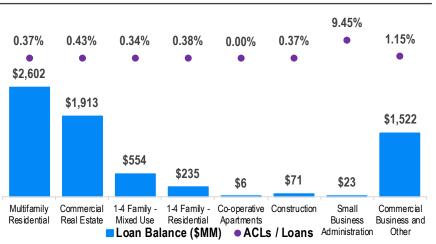




Criticized and Classified Loans / Gross Loans



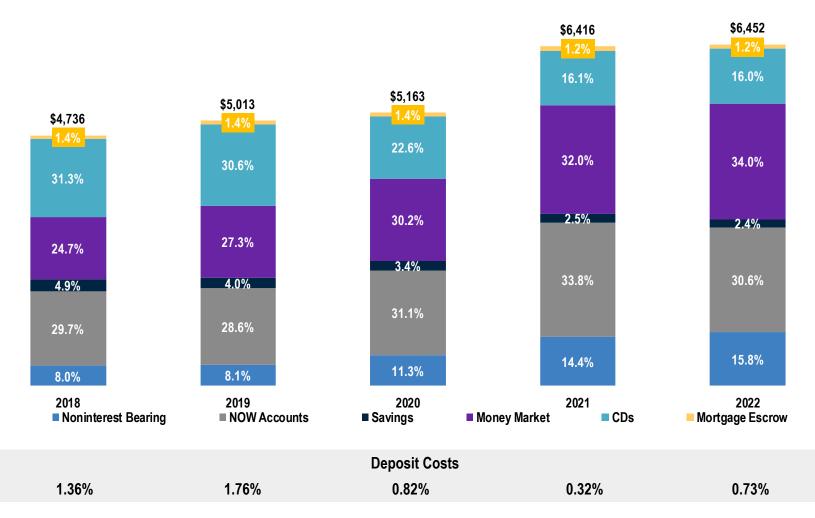
ACL by Loan Segment (4Q22)



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## Deposit Mix Shift

# Average Deposits Composition (\$MM)





## **Digital Banking Usage Continues to Increase**

# 24%

Increase in Monthly Mobile Deposit Active Users Dec 2022 YoY

# **Internet Banks**

iGObanking and BankPurely national deposit gathering platforms ~2% of Average Deposits in Dec 2022

# ~27,700

Users with Active Online Banking Status

**20%** Dec 2022 YoY Growth

# Numerated

Small Business Lending Platform

\$22.5MM of Commitments in 2022

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# 11%

Digital Banking Enrollment Dec 2022 YoY Growth

~6,500 Zelle<sup>®</sup> Transactions ~\$2.2MM

Zelle Dollar Transactions in Dec 2022

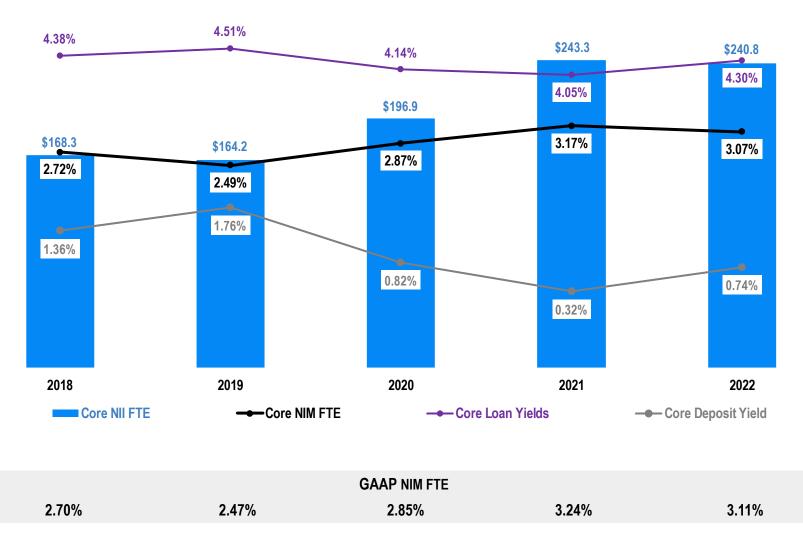
**Technology Enhancements Remain a Priority** 



(\$)

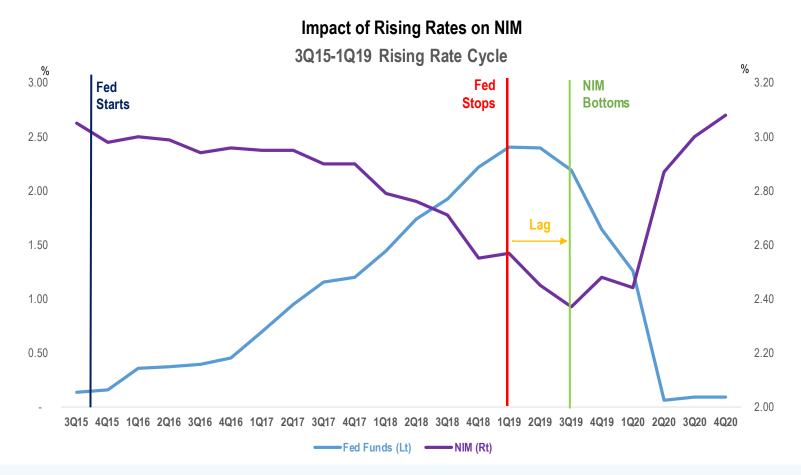
## NIM Compression in 2022 Expected to Continue into 2023

(\$MM)





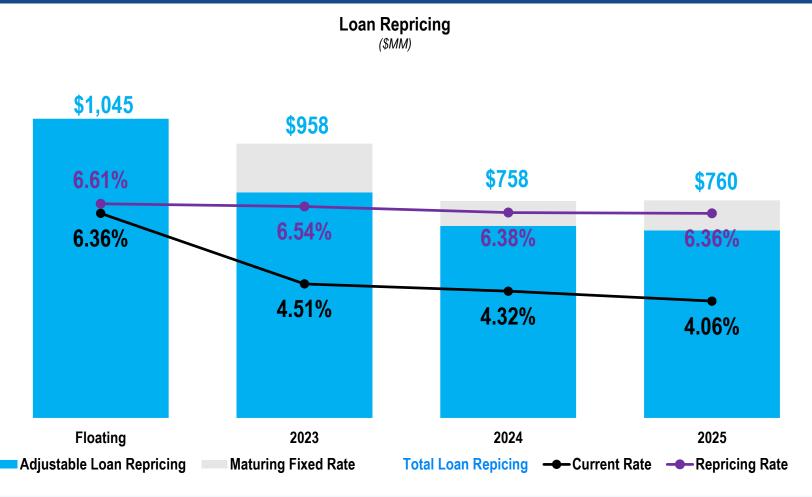
## NIM Should Start to Rebound ~2 Qtrs After Fed Stops Raising Rates



- Last rising rate cycle, the NIM started to recover about 2 quarters after the Fed stopped raising rates
- While this rising rate cycle has seen faster and greater Fed moves, the NIM is expected to follow a similar path
- The key drivers will be loan growth and the competitive environment for incremental funding

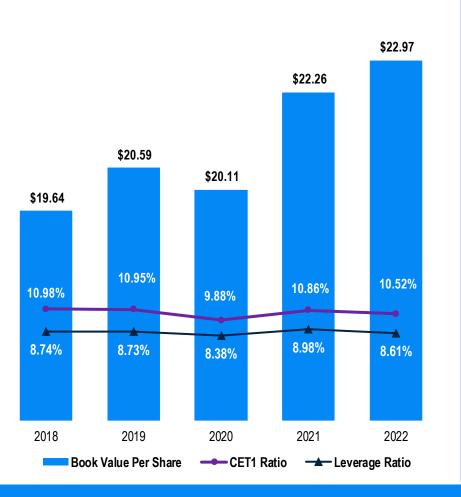
#### FFIC FLUSHING

# 40% of the Loan Portfolio to Reprice Through 2024



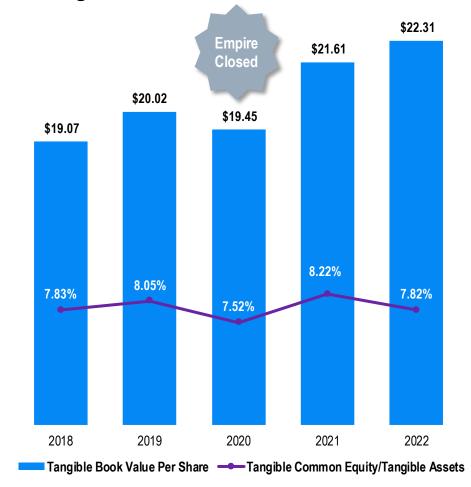
- Floating rate loans include any loans (including swaps) tied to an index that reprices within 90 days
- Through 2025, loans to reprice ~200+ bps higher assuming index values as of December 31, 2022
- ~15% of loans reprice with every Fed move and an additional 10-15% reprice annually
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## **Book Value and Tangible Book Value Per Share Grow in 2022**



#### Book Value Per Share CAGR of 4% 2018-2022

Tangible Book Value Per Share 4% 2018-2022



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



## Key Messages

### • 2022 was the second highest core earnings year ever; despite challenging rate environment

## Solid credit quality with a history of low losses

- Average real estate LTVs <37%; Over 88% of the loan portfolio is real estate secured
- Weighted average Debt Service Coverage Ratio of 1.7x for multifamily and non-owner occupied commercial real estate

### Managing through rate increases

- After a lag, NIM should begin to recover once the Fed stops raising rates

### Remaining selective with loans

- Focus on maintaining conservative underwriting standards, full relationships, and appropriate risk-adjusted returns
- Opportunistic capital return with strong dividend yield of 4.4%<sup>1</sup>
  - Repurchased 374,862 shares in 4Q22 at an average price of \$20.16
  - Balancing additional share repurchases with 8% TCE target



# Appendix





## **Experienced Executive Leadership Team**

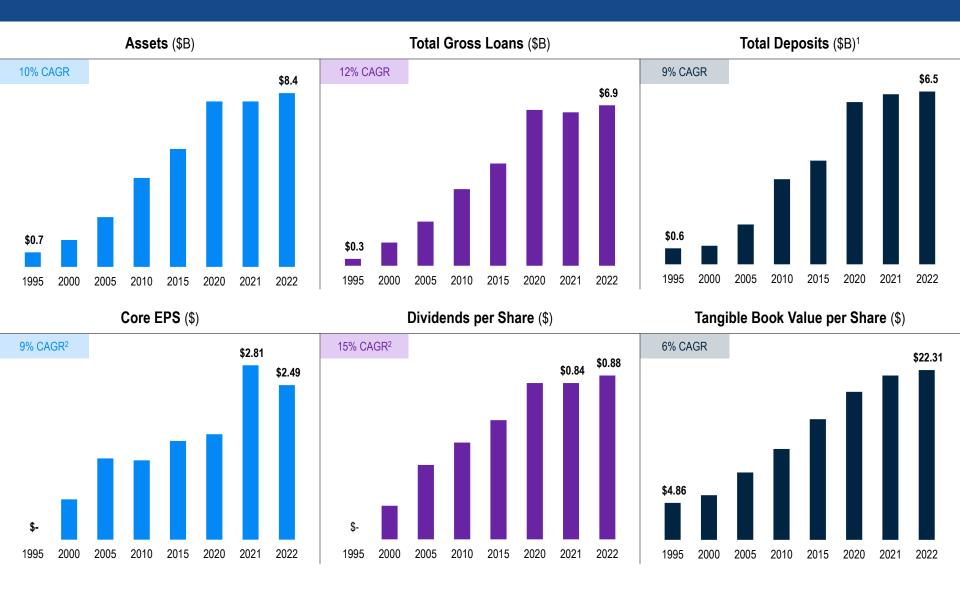


#### Executive Compensation and Insider Stock Ownership (6.2%<sup>2</sup>) Aligned with Shareholder Interests



FFICFLUSHING <sup>1</sup> Previously President and COO of Empire Bancorp and Empire National Bank from its inception in February 2008 until the sale to Flushing Financial in October 2020 Primatel Comparison 2 Directors and executive officers as of December 31, 2022; Note Michael Russo retired from the Board of Directors in January 2023 and held 1.1% of the outstanding shares

## 27 Year Track Record of Steady Growth





Note: Acquisition of Empire Bancorp in 2020 (loans and deposits acquired of \$685MM and \$854MM, respectively; assets acquired of \$982MM) <sup>1</sup> Includes mortgagors' escrow deposits <sup>2</sup> Calculated from 1996-2022

## **Environmental, Social, and Governance**

Environmental – reduction of carbon footprint and assessing climate change through underwriting

Social - Building rewarding relationships with communities, customers, and employees

**Governance - Corporate governance is a strength through oversight and risk management** 

#### 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 Earnings and Core Earnings**

	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	(104)	(621)	_	(770)	(1,141)	_		
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 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 <sup>(1)</sup>	\$ 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 <sup>(2)</sup>	0.92 %	1.09 %	0.68 %	0.68 %	0.85 %	0.74 %		
Core return on average equity <sup>(2)</sup>	11.42 %	13.68 %	8.58 %	8.42 %	10.39 %	8.63 %		



**FFIC FLUSHING** <sup>1</sup> Core diluted earnings per common share may not foot due to rounding <sup>2</sup> Ratios are calculated on an annualized basis

## **Reconciliation of GAAP Revenue & Pre-Provision Pre-Tax Net Revenue**

	Years Ended												
(Dollars In thousands)	December 31, 2022		December 31, 2021		December 31, 2020		December 31, 2019		December 31, 2018		De	cember 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 Net amortization of purchase accounting		(775)		(2,079)		1,185		1,678		_		_	
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 Prepayment penalty on borrowings	\$	143,692	\$	147,322	\$	137,931 (7,834)	\$	115,269	\$	111,683	\$	107,474	
Accelerated employee benefits upon Officer's death		_		_		_		(455)		(149)		_	
Net amortization of purchase accounting													
adjustments		(578)		(560)		(91)						—	
Merger expense				(2,562)		(6,894)		(1,590)					
Core Noninterest expense	\$	143,114	\$	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	<u> </u>	(143,692)	<u> </u>	(147,322)	<u> </u>	(137,931)	<u> </u>	(115,269)	<u> </u>	(111,683)	<u> </u>	(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	<u> </u>	(143,114)	<u> </u>	(144,200)	<u> </u>	(123,112)	<u> </u>	(113,224)	<u> </u>	(111,534)	<u> </u>	(107,474)	
Pre-provision pre-tax net revenue	\$	110,488	\$	114,589	\$	86,488	\$	64,001	\$	68,112	\$	78,241	
Efficiency Ratio		56.4 %	)	55.7 %	)	58.7 %		63.9 %		62.1 %		57.9 %	



Efficiency ratio, a non-GAAP measure, was calculated by dividing noninterest expenses (excluding merger expenses, OREO expense, prepayment penalty on borrowings, the net gain/loss from the sale of OREO and net amortization of purchase accounting adjustment) by the total of net interest income (excluding net gains and loses from fair value adjustments on qualifying hedges and net amortization of purchase accounting adjustments) and noninterest income (excluding life insurance proceeds, net gains and losses from the sale or disposition of securities, assets and fair value adjustments)

## **Reconciliation of GAAP and Core Net Interest Income and NIM**

	Years Ended											
		December 31,		December 31,		December 31,		December 31,		December 31,		December 31,
(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	450			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 %	6	3.17 %	% 2.87 %		%	6 2.49 %		ő 2.72		2.93 %
GAAP interest income on total loans, net Net (gain) loss from fair value adjustments on	\$	293,287	\$	274,331	\$	248,153	\$	251,744	\$	232,719	\$	209,283
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 <sup>(1)</sup>	\$	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 %	6	4.05 %	6	4.14	% 4.51		% 4.38		6	4.20 %



(Dollars in thousands)	December 31, 2022		31, December 31, 2021			December 31, 2020	Γ	December 31, 2019	December 31, 2018		Ι	December 31, 2017
Total Equity	\$	677,157	\$	679,628	\$	618,997	\$	579,672	\$	549,464	\$	532,608
Less:	Ŷ	0,,,10,	Ψ	077,020	Ψ	010,777	Ŷ	019,012	Ψ	0.0,101	Ŷ	202,000
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 %



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