# BankUnited, Inc.

February 2019

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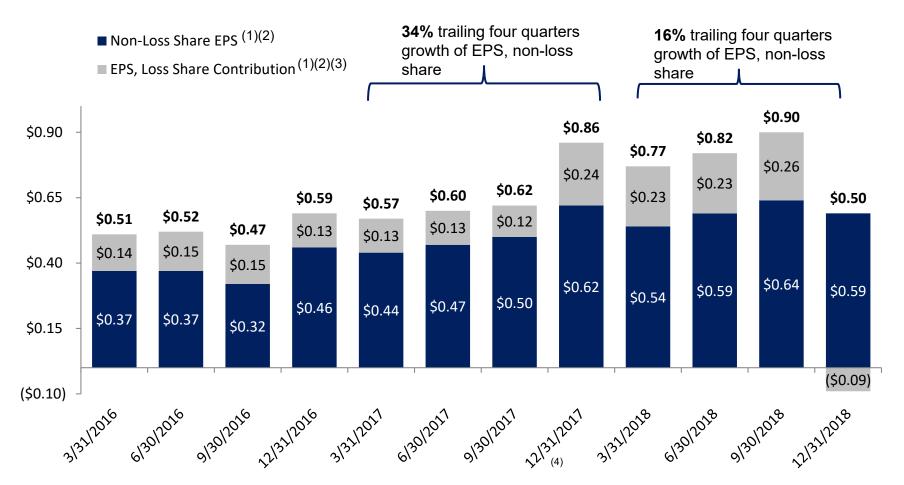
We are the leading regional Commercial and Small Business bank, with a distinctive value proposition based on strong service-oriented relationships, robust digital-enabled customer experiences, and operational excellence - with an entrepreneurial work environment that empowers employees to deliver their best

- \$32.2 billion of assets.
- Net income of \$52.4 million, or \$0.50 per diluted common share, for the three months ended December 31, 2018. Net income of \$324.9 million, or \$2.99 per diluted common share, for the year ended December 31, 2018. The return on average stockholders' equity for the year ended December 31, 2018 was 10.57%, while the return on average assets was 1.05%
- \$22.7 billion of loans and leases, including equipment under operating lease.
  - Non-covered loans and leases, including equipment under operating lease, grew by \$257 million during the three months ended December 31, 2018. For the year ended December 31, 2018, non-covered loans and leases grew by \$965 million.
- \$23.5 billion deposit portfolio.
  - Total deposits increased by a record \$1.2 billion during the three months ended December 31, 2018, of which \$208 million was non-interest bearing demand deposits. Total deposits increased by \$1.6 billion for the year ended December 31, 2018, of which \$550 million was non-interest bearing demand deposits.
- During the fourth quarter 2018, the Bank executed the final sale of covered loans under the terms of the Single Family Shared-Loss Agreement.
- During the fourth quarter 2018, the Bank sold substantially all of its taxi medallion finance loans.
- During 2018, the Company repurchased approximately 8.4 million shares of its common stock for an aggregate purchase price of \$300 million.

- During the quarter ended December 31, 2018, the Bank executed a portfolio sale of covered loans with an unpaid principal balance totaling approximately \$260 million and covered OREO totaling \$5.2 million. Covered loans with a carrying value of \$201 million at December 31, 2018 were retained in portfolio.
- In conjunction with the sale, the FDIC indemnification asset was amortized to zero as of December 31, 2018.
- We expect total accretion on the retained covered loans over their remaining lives to approximate \$287 million.
- The yield on the retained loans as of December 31, 2018 was 32.9%.
- The impact on pre-tax earnings for the fourth quarter of 2018 of the covered asset sale, accretion on covered loans and amortization of the indemnification asset is presented below:

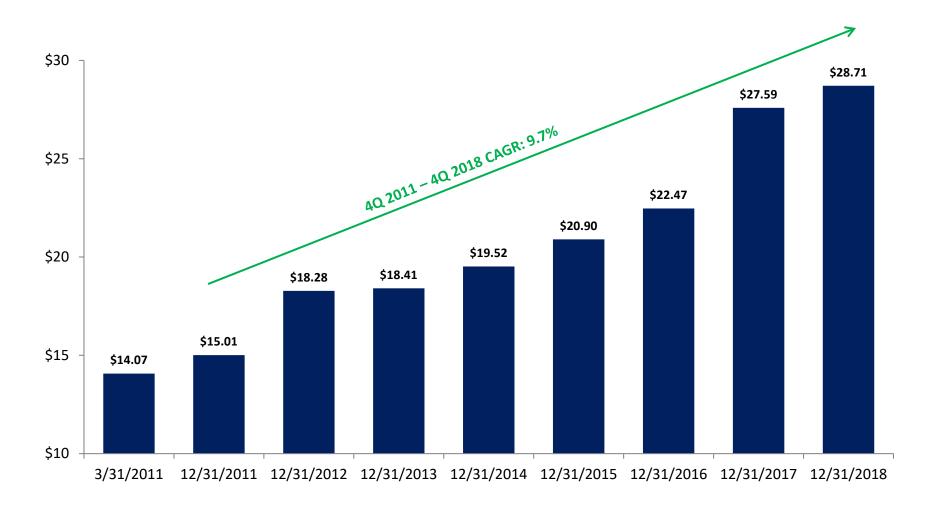
Accretion on covered loans	\$121.3 million
Amortization of the FDIC indemnification asset	(\$128.9 million)
Gain on sale of covered loans and OREO	\$0.2 million
Net loss on FDIC indemnification related to sale of covered loans and OREO	(\$1.6 million)
Net impact on pre-tax earnings	(\$9.0 million)

#### **Non-Loss Share Earnings**

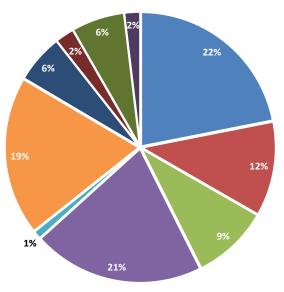


- (1) Non-loss share EPS and EPS, loss share contribution are non-GAAP measures. See section entitled "Non-GAAP Financial Measures" on page 18 for reconciliation of non-GAAP financial measurements to their comparable GAAP financial measurements.
- (2) Loss Share Contribution is defined as the excess of Loss Share Earnings (generally defined as accretion on covered loans net of amortization of the FDIC indemnification asset) over the hypothetical amount of interest income that could have been earned if the average balance of covered loans and the indemnification asset were instead assumed to be invested in securities at the weighted average yield earned on the Company's investment securities portfolio as reported for each respective quarter, net of related income taxes. See section entitled "Calculation of Loss Share Contribution and Non-Loss Share Earnings Per Share" on page 16 for details of the calculation.
- (3) See section entitled "Calculation of Loss Share Contribution and Non-Loss Share Earnings Per Share" on page 16 for details of the calculation.
- (4) EPS for the quarter ended December 31, 2017 is shown net of discrete income tax benefit and related professional fees. EPS, net of discrete income tax benefit and related professional fees is a non-GAAP financial measure. See section entitled "Non-GAAP Financial Measures" on page 20 for reconciliation of this measure to the GAAP measure of earnings per common share, diluted.

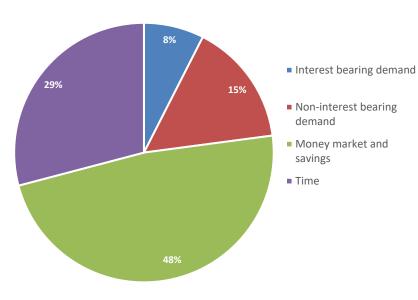
### Tangible Book Value Per Share Has Grown Steadily



Loans and Leases

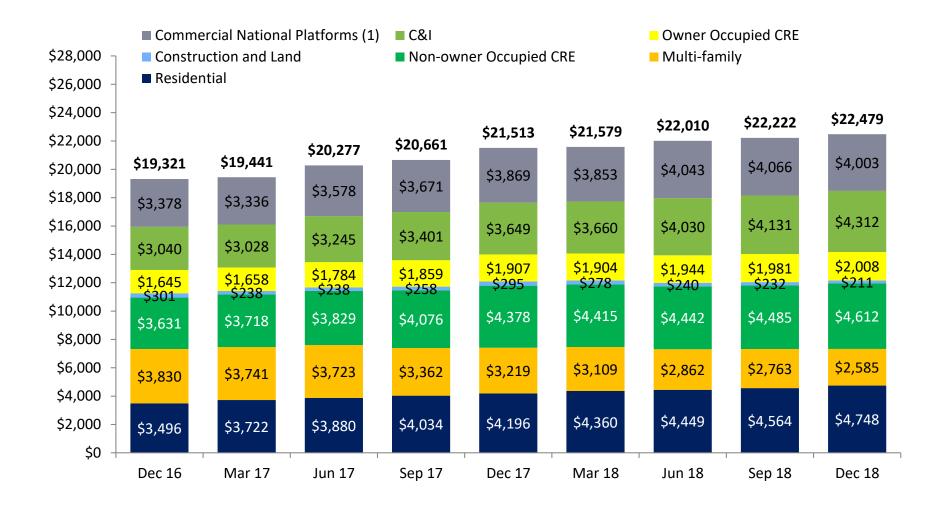


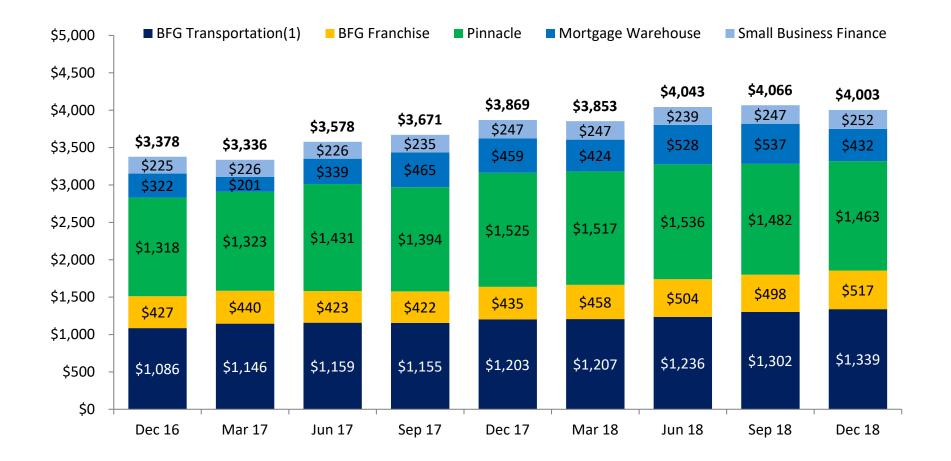
- Residential and other consumer
- Multi-Family
- Owner occupied CRE
- Non-owner occupied CRE
- Construction and Land
- Commercial and industrial
- BFG- Equipment Finance (1)
- BFG- Franchise
- Pinnacle Public Finance
- Mortgage warehouse lending



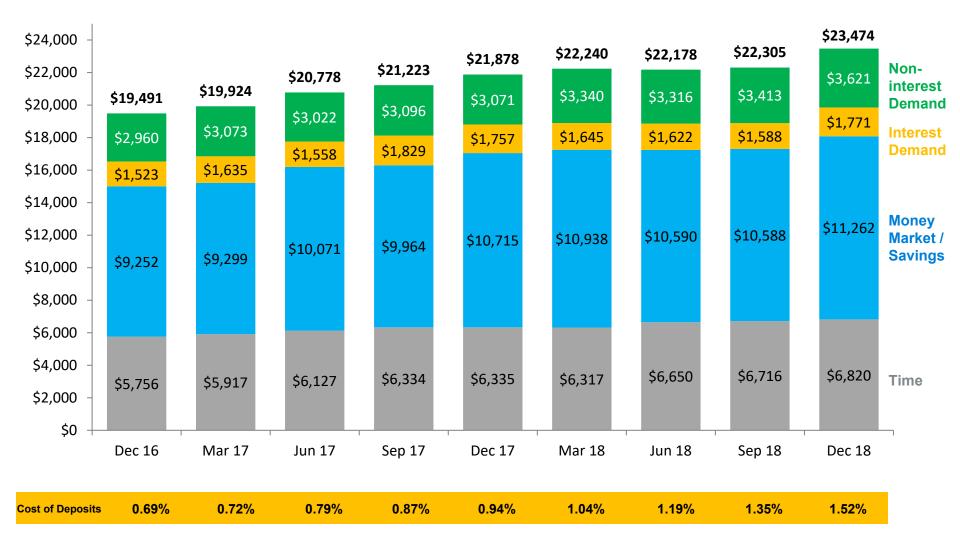
Deposits

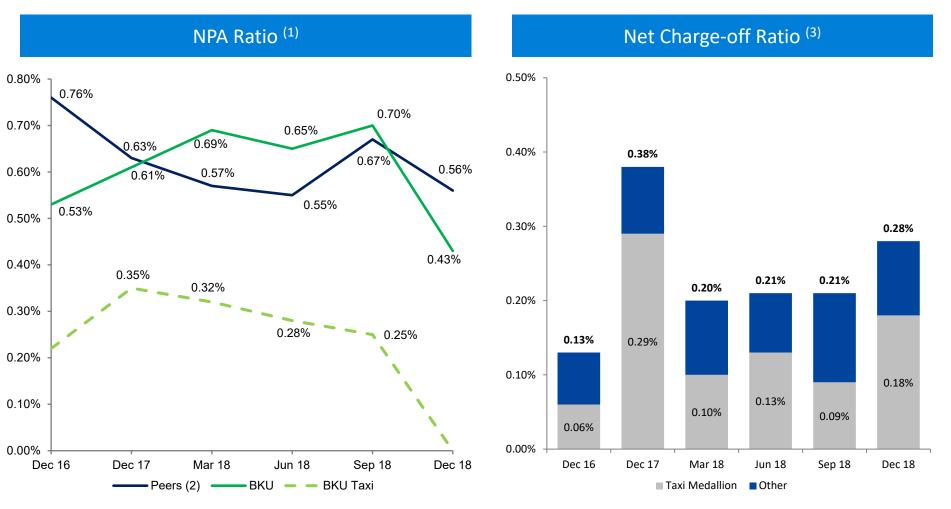
(1) Includes equipment under operating lease.





#### Deposit Growth \$ in millions



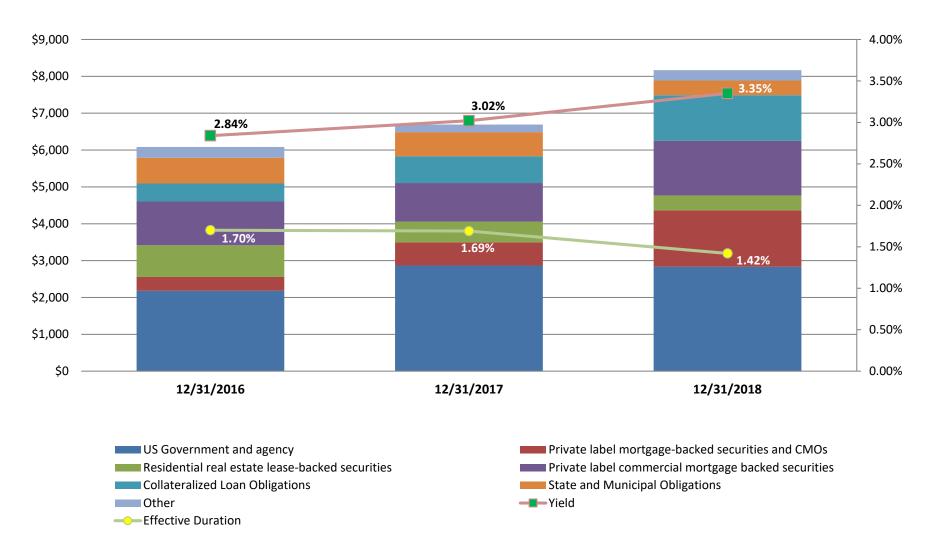


(1) NPA ratio calculated as NPAs as a percentage of total assets.

(2) Source: SNL Financial. Financial data as of most recent quarter available. Similarly sized banks include median values for publicly traded U.S. banks with assets between \$10-50 bn.

(3) Annualized for the periods ended March 31, 2018, June 30, 2018 and September 30, 2018.

#### **Investment Portfolio**



	12/31/2016	12/31/2017	12/31/2018
Performance:			
Return on average assets <sup>(1)</sup>	0.87%	1.01%	1.05%
Return on average equity <sup>(1)</sup>	9.64%	11.08%	10.57%
Net interest margin	3.73%	3.65%	3.67%
Credit Quality:			
Non-performing assets to total assets	0.53%	0.61%	0.43%
Net charge-offs to average loans	0.13%	0.38%	0.28%
Net taxi medallion loan charge-offs to average loans	0.06%	0.29%	0.18%
Capital:			
CET-1 risk-based capital	11.63%	13.11%	12.57%
Total risk-based capital	12.45%	13.78%	13.08%
Tangible common equity to total assets	8.39%	9.72%	8.85%

(1) Return on average assets and return on average equity for the year ended 12/31/2017 is net of a non-GAAP adjustment to remove a discrete income tax benefit and related professional fees recognized in that period. See section entitled "Non-GAAP Financial Measures" on page 21 for reconciliation of non-GAAP financial measurements to their comparable GAAP financial measurements.

### **APPENDIX**

Loss Share Contribution is a hypothetical presentation of the impact of the covered loans and FDIC indemnification asset on earnings for each respective quarter, reflecting the excess of Loss Share Earnings over hypothetical interest income that could have been earned on alternative assets.

	Quarter Ended								Quarter Ended									Quarter Ended								
(\$ in millions, except per share data)	3/3	31/2016	6/3	30/2016	9/	/30/2016	12/	/31/2016	3/3	31/2017	6/	30/2017	9/	30/2017	12	2/31/2017	3/3	31/2018	6/	30/2018	9	/30/2018	12	/31/2018		
		(3)		(3)		(3)		(3)				(3)		(3)		(3)				(3)						
Net Income As Reported (2)	\$	54.9	\$	56.7	\$	50.8	\$	63.3	\$	62.3	\$	66.4	\$	67.8	\$	94.8	\$	85.2	\$	89.9	\$	97.3	\$	52.4		
Calculation of Loss Share Contribution:																										
Interest Income - Covered Loans (Accretion)	\$	75.8	\$	76.4	\$	74.5	\$	75.0	\$	75.2	\$	76.6	\$	73.5	\$	75.3	\$	81.3	\$	84.2	\$	81.3	\$	121.3		
Net impact of sale of covered loans																16.5						10.4		1.0		
Amortization of FDIC Indemnification Asset		(39.7)		(38.1)		(39.0)		(43.4)		(44.5)		(45.7)		(45.2)		(41.1)		(40.3)		(44.3)		(48.3)		(128.9)		
Loss Share Earnings		36.1		38.3		35.5		31.6		30.7		30.9		28.2		50.7		41.0		40.0		43.4		(6.6)		
Hypothetical interest income on alternate assets (1)		(10.4)		(9.9)		(9.3)		(8.5)		(8.2)		(7.5)		(7.1)		(6.1)		(5.9)		(5.9)		(4.9)		(3.8)		
Loss Share Contribution, pre-tax		25.7		28.5		26.2		23.0		22.5		23.4		21.1		44.6		35.1		34.1		38.5		(10.3)		
Income taxes (4)		(10.1)		(11.2)		(10.3)		(9.1)		(8.9)		(9.2)		(8.3)		(17.6)		(9.3)		(9.0)		(10.2)		2.7		
Loss Share Contribution, after tax	\$	15.5	\$	17.2	\$	15.8	\$	13.9	\$	13.6	\$	14.2	\$	12.8	\$	27.0	\$	25.8	\$	25.0	\$	28.3	\$	(7.6)		
Net Income as reported, minus Loss Share Contributior	n \$	39.3	\$	39.5	\$	35.0	\$	49.4	\$	48.7	\$	52.2	\$	55.0	\$	67.9	\$	59.4	\$	64.9	\$	69.0	\$	60.0		
Diluted Earnings Per Share - Loss Share Contribution	\$	0.14	\$	0.15	\$	0.15	\$	0.13	\$	0.13	\$	0.13	\$	0.12	\$	0.24	\$	0.23	\$	0.23	\$	0.26	\$	(0.09)		
Non-Loss Share Diluted Earnings Per Share		0.37		0.37		0.32		0.46		0.44		0.47		0.50		0.62		0.54		0.59		0.64		0.59		
Fully Diluted Earnings Per Share, as Reported	\$	0.51	\$	0.52	\$	0.47	\$	0.59	\$	0.57	\$	0.60	\$	0.62	\$	0.86	\$	0.77	\$	0.82	\$	0.90	\$	0.50		

(1) Net income and Diluted earnings per common share for the three months ended December 31, 2017 are net of non-GAAP adjustments to remove a discrete income tax benefit and related professional fees recognized in that period. See page 20 for reconciliation of these non-GAAP financial measurements to their comparable GAAP financial measurements.

(2) Net impact on diluted earnings per share of Loss Share Contribution (non-GAAP) adjusted for rounding.

(3) Calculation variances of \$0.1 million in the table above are due to rounding.

The hypothetical interest income calculated below reflects the estimated income that may have been earned if the average balance of covered loans and the FDIC indemnification asset were liquidated and the proceeds assumed to be invested in securities at the weighted average yield on the Company's investment securities portfolio as reported for each respective quarter. Historically, cash received from the repayment, sale, or other resolution of covered loans and cash payments received from the FDIC under the terms of the Shared Loss Agreement have generally been reinvested in non-covered loans or investment securities. There is no assurance that the hypothetical results illustrated below would have been achieved if the covered loans and FDIC indemnification asset had been liquidated and proceeds reinvested in the respective quarters.

				Quarte	r En	ded						Quarte	er Eno	ded										
(\$ in millions, except per share data)	3/	/31/2016	6/	30/2016	9/3	30/2016	12,	/31/2016	3/	31/2017	6/	30/2017	9/3	30/2017	12/31/201	7	3/3	1/2018	6/3	0/2018	9/3	0/2018	12/3	1/2018
Average Balances (1)																								
Avg Covered Loans	\$	788	\$	741	\$	693	\$	642	\$	596	\$	553	\$	533	\$ 521		\$	499	\$	476	\$	408	\$	329
Avg FDIC Indemnification Asset		712		659		608		549		488		433		378	323			278		231		170		91
Avg Loss Share Asset	\$	1,500	\$	1,400	\$	1,301	\$	1,191	\$	1,084	\$	986	\$	911	\$ 844		\$	777	\$	707	\$	578	\$	420
Yield																								
Yield on securities- reported (2)		2.78%		2.82%		2.87%		2.87%		3.01%		3.05%		3.14%	2.89%	6		3.04%		3.33%		3.41%		3.59%
Hypothetical interest income on alternate assets		10.4		9.9		9.3		8.5		8.2		7.5		7.1	6.1			5.9		5.9		4.9		3.8

(1) Calculated as the simple average of beginning and ending balances reported for each period.

(2) The weighted average yield on the Company's investment securities as reported for the applicable quarter.

Net income and diluted earnings per common share, in each case excluding the impact of Loss Share Contribution, as defined in the section entitled "Non-Loss Share Earnings" above, are non-GAAP financial measures. Management believes disclosure of these measures provides readers with information that may be useful in understanding the impact of the covered loans and FDIC indemnification asset on the Company's earnings. The following table reconciles these non-GAAP financial measurements of net income and diluted earnings per common share for the periods indicated.

				Quarter	r End	ed					Quarter Er	nded			Quarter Ended							
(\$ in millions, except per share data; Shares in thousands)	3	/31/2016	; (	5/30/2016	9	/30/2016	12/	/31/2016	3/31/2017	6	6/30/2017	9/30/2017	/ 1	2/31/2017	3	3/31/2018	6/3	30/2018	9/3	30/2018	12/3	1/2018
Net Income (GAAP) (1) Less Loss Share Contribution	\$	(2) 54.9 (15.5)		(3) 56.7 (17.2)	\$	(3) 50.8 (15.8)	\$	63.3 (13.9)	\$ 62.3 (13.6)		66.4 \$ (14.2)	67.8 (12.8)		94.8 (27.0)	\$	85.2 (25.8)	\$	89.9 (25.0)	\$	97.3 (28.3)	\$	52.4 7.6
Net Income as reported, minus Loss Share Contribution	\$	39.3		39.5	\$	35.0	\$	49.4	\$ 48.7		52.2 \$	. ,	,	67.8	\$	59.4	\$	64.9	\$	69.0	\$	60.0
Diluted earnings per common share, excluding Loss Share Contribution: Diluted earnings per common share (GAAP) (1) Less: Net impact on diluted earnings per common share of Loss Share	\$	0.51	\$	0.52	\$	0.47	\$	0.59	\$ 0.57	\$	0.60 \$	0.62	\$	0.86	\$	0.77	\$	0.82	\$	0.90	\$	0.50
Contribution (non-GAAP)		(0.14)	)	(0.15)		(0.15)		(0.13)	(0.13)		(0.13)	(0.12)	)	(0.24)		(0.23)		(0.23)		(0.26)		0.09
Diluted earnings per common share, excluding the impact Loss Share		<u> </u>		(° - ')		1		<u><u> </u></u>	 (****)		<u> </u>	(- )	,	<u> </u>		(		( /		(1-1)		
Contribution (non-GAAP)	\$	0.37	\$	0.37	\$	0.32	\$	0.46	\$ 0.44	\$	0.47 \$	0.50	\$	0.62	\$	0.54	\$	0.59	\$	0.64	\$	0.59
Impact on diluted earnings per common share of Loss Share Contribution: Loss Share Contribution Weighted average shares for diluted earnings per share (GAAP) Impact on diluted earnings per common share of Loss Share Contribution (non-GAAP)	\$	15.5 <u>103,552</u> 0.15		17.2 103,732 0.17	\$	15.8 103,561 0.15	\$	13.9 <u>103,779</u> 0.13	\$ 13.6 105,378 0.13	·	14.2 \$ 103,138 0.14	12.8 106,073 0.12		27.0 106,072 0.25	\$	25.8 105,934 0.24	\$	25.0 105,471 0.24	\$ 1	28.3 104,384 0.27	•	(7.6) 00,959 (0.08)
Impact on diluted earnings per common share of Loss Share Contribution:		0.13		0.17		0.10		0.13	 0.10		0.14	0.12		0.20		0.24		0.24		0.21		(0.00)
Loss Share Contribution, net of tax, allocated to participating securities Weighted average shares for diluted earnings per share (GAAP) Impact on diluted earnings per common share of Loss Share		(0.7) 103,552	)	(0.7) 103,732		(0.6) 103,561		(0.5) 103,779	 (0.5) 105,378	1	(0.5) 103,138	(0.5) 106,073	)	(1.0) 106,072		(1.0) 105,934	1	(1.0) 105,471	1	(1.0) 04,384	1(	(1.0) 00,959
Contribution allocated to participating securities (non-GAAP)		(0.01)	)	(0.01)		(0.01)		-	 -		(0.01)	-		(0.01)		(0.01)		(0.01)		(0.01)		(0.01)
Net impact on diluted earnings per share of Loss Share Contribution (non-GAAP)	\$	0.14	\$	0.15	\$	0.15	\$	0.13	\$ 0.13	\$	0.13 \$	0.12	\$	0.24	\$	0.23	\$	0.23	\$	0.26	\$	(0.09)

(1) Net income and Diluted earnings per common share for the three months ended December 31, 2017 are net of non-GAAP adjustments to remove a discrete income tax benefit and related professional fees recognized in that period. See page 20 for reconciliation of these non-GAAP financial measurements to their comparable GAAP financial measurements.

(2) Net impact on diluted earnings per share of Loss Share Contribution (non-GAAP) adjusted for rounding.

(3) Calculation variances of \$0.1 million in the table above are due to rounding.

Tangible book value per common share is a non-GAAP financial measure. Management believes this measure is relevant to understanding the capital position and performance of the Company. Disclosure of this non-GAAP financial measure also provides a meaningful base for comparability to other financial institutions. The following table reconciles the non-GAAP financial measurement of tangible book value per common share to the comparable GAAP financial measurement of book value per common share at the dates indicated.

\$ in millions (except per share data); shares in thousands 03/31/11 12/31/11 12/31/12 12/31/13 12/31/14 12/31/15 12/31/16 12/31/17 12/31/18 (1) \$ 2,053 \$ 2,244 \$ 2,418 \$ 3,026 \$ 1.535 1.807 \$ 1,929 Total stockholders' equity Ś 1.437 Ś \$ 2.924 Less: goodwill and other intangible assets 69 69 70 69 68 78 78 78 78 1,368 1,467 1,737 1,860 1,984 2,166 2,340 2,948 2,846 Tangible stockholders' equity Common shares issued and outstanding 97,238 97,701 95,007 101.013 101,657 103,626 104,167 106,848 99,141 19.02 \$ 19.09 \$ 20.19 \$ 21.65 \$ 23.22 \$ 28.32 \$ 29.49 Book value per common share 14.78 \$ 15.71 \$ \$ Tangible book value per common share \$ 15.01 \$ 18.28 \$ 18.41 \$ 19.52 \$ 20.90 \$ 22.47 \$ 27.59 \$ 28.71 Ś 14.07

(1) Calculation variances of \$0.1 million in the table above are due to rounding.

Net income and earnings per diluted common share, in each case excluding the impact of a discrete income tax benefit and related professional fees are non-GAAP financial measures. Management believes disclosure of these measures enhances readers' ability to compare the Company's financial performance for the current period to that of other periods presented. The following table reconciles these non-GAAP financial measurements to the comparable GAAP financial measurements of net income and earnings per diluted share for the three months ended December 31, 2017 (in thousands except share and per share data):

	 hree Months ded December 31, 2017
Net income excluding the impact of a discrete income tax benefit and related professional fees:	
Net income (GAAP)	\$ 417,794
Less discrete income tax benefit	(327,945)
Add back related professional fees, net of tax of \$1,802	4,995
Net income excluding the impact of a discrete income tax benefit and related professional fees (non-GAAP)	\$ 94,844
Diluted earnings per common share, excluding the impact of a discrete income tax benefit and related professional fees:	
Diluted earnings per common share (GAAP)	\$ 3.79
Less impact on diluted earnings per common share of discrete income tax benefit and related professional fees, before allocation to participating securities (non-GAAP)	(3.04)
Less impact on diluted earnings per common share of discrete income tax benefit and related professional fees allocated to participating securities (non-GAAP)	0.12
Diluted earnings per common share, excluding the impact of a discrete income tax benefit and related professional fees (non-GAAP) <sup>(1)</sup>	\$ 0.86
Impact on diluted earnings per common share of discrete income tax benefit and related professional fees:	
Discrete income tax benefit and related professional fees, net of tax	\$ 322,950
Weighted average shares for diluted earnings per share (GAAP)	106,071,934
Impact on diluted earnings per common share of discrete income tax benefit and related professional fees, before allocation to participating securities (non-GAAP)	\$ 3.04
Impact on diluted earnings per common share of discrete income tax benefit and related professional fees allocated to participating securities:	
Discrete income tax benefit and related professional fees, net of tax, allocated to participating securities	\$ (12,354)
Weighted average shares for diluted earnings per share (GAAP)	 106,071,934
Impact on diluted earnings per common share of discrete income tax benefit and related professional fees allocated to participating securities (non-GAAP)	\$ (0.12)

<sup>(1)</sup> Amount for the three months ended December 31, 2017 adjusted for rounding.

Return on average stockholders' equity and return on average assets, in each case excluding the impact of a discrete income tax benefit and related professional fees are non-GAAP financial measures. Management believes disclosure of these measures enhances readers' ability to compare the Company's financial performance for the current period to that of other periods presented. The following table reconciles these non-GAAP financial measurements to the comparable GAAP financial measurements of return on average stockholders' equity and return on average assets for the year ended December 31, 2017 (in thousands except share and per share data):

	-	Year Ended Jecember 31, 2017
Return on average assets, excluding the impact of a discrete income tax benefit and related professional fees:		
Return on average assets (GAAP)		2.13 %
Less impact on return on average assets of discrete income tax benefit and related professional fees (non-GAAP)		(1.12)%
Return on average assets, excluding the impact of a discrete income tax benefit and related professional fees (non-GAAP)	_	1.01 %
Impact on return on average assets of discrete income tax benefit and related professional fees:		
Discrete income tax benefit and related professional fees, net of tax	\$	322,950
Average assets		28,825,394
Impact on return on average assets of discrete income tax benefit and related professional fees (non-GAAP)		1.12 %
Return on average stockholders' equity, excluding the impact of a discrete income tax benefit and related professional fees:		
Return on stockholders' equity (GAAP)		23.36 %
Less impact on return on stockholders' equity of discrete income tax benefit and related professional fees (non-GAAP)		(12.28)%
Return on stockholders' equity, excluding the impact of a discrete income tax benefit and related professional fees (non-GAAP)		11.08 %
Impact on return on average stockholders' equity of discrete income tax benefit and related professional fees:		
Discrete income tax benefit and related professional fees, net of tax	\$	322,950
Average stockholders' equity		2,629,372
Impact on return on average stockholders' equity of discrete income tax benefit and related professional fees (non-GAAP)		12.28 %

# BankUnited, Inc.

February 2019