



# **BankUnited, Inc.**

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Q2 2020 – Supplemental Information  
July 29, 2020



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## Financial Highlights

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# Strong Results in a Challenging Environment



## Solid Results with Improved PPNR

- PPNR grew to \$122.3 million for Q2 from \$85.0 million for the preceding quarter
- NIM increased to 2.39% from 2.35% linked quarter
- The cost of deposits declined by 0.56% to 0.80% quarter over quarter
- Operating expenses declined 11% quarter over quarter
- Non-interest DDA growth of \$1.3 billion or 28% for Q2

## Robust Capital and Liquidity

- CET1 ratios of 12.2% at the holding company and 13.4% at the Bank at June 30, 2020
- Augmented Tier 2 capital with a \$300 million subordinated debt raise
- Available liquidity totaling \$9.8 billion at June 30, 2020

## Continuing to Support Our Customers

- Originated over 3,500 PPP loans totaling \$876 million
- Provided initial 90 day payment deferrals on loans totaling \$3.6 billion
- Waived select fees

## Focused on Credit Quality

- Performed granular borrower outreach during the quarter
- Re-deferral requests to date total \$748 million
- Re-evaluated risk rating of a substantial portion of the commercial portfolio, focusing on loans in high-risk segments and in deferral
- Continued enhancing our stress testing and workout capabilities

# Highlights from Second Quarter Earnings



(\$ in millions, except per share data)	2Q20	1Q20	2Q19	Change From		Key Highlights
				1Q20	2Q19	
<b>Net Interest Income</b>	\$190	\$181	\$191	\$9	(\$1)	Reduction in funding costs outpaced decline in interest income for the quarter
<b>Provision for Credit Losses</b>	25	125	(3)	(100)	28	Reflects CECL implementation in 1Q20; reserve build moderated in Q2
<b>Total Non-interest Income</b>	38	23	35	15	3	Driven by higher securities gains
<b>Total Non-interest Expense</b>	106	119	120	(13)	(14)	Beginning to reflect improvements generated by BankUnited 2.0
<b>Net Income (Loss)</b>	77	(31)	81	108	(4)	2Q20 reflects improved PPNR and lower provision for credit losses
<b>EPS</b>	\$0.80	(\$0.33)	\$0.81	\$1.13	(\$0.01)	
<b>Pre-Provision, Net Revenue (PPNR)<sup>(1)</sup></b>	\$122	\$85	\$106	\$37	\$16	
<b>Period-end Loans</b>	\$23,835	\$23,184	\$22,592	\$651	\$1,243	5.5% YoY loan growth
<b>Period-end Deposits</b>	26,070	25,001	23,922	1,069	2,148	9.0% YoY deposit growth, primarily from non-interest bearing
<b>CET1</b>	12.2%	11.8%	11.9%	0.4%	0.3%	
<b>Total Capital</b>	14.3%	12.6%	12.4%	1.7%	1.9%	
<b>Yield on Loans</b>	3.71%	4.18%	4.52%	(0.47%)	(0.81%)	Reflects decline in benchmark interest rates
<b>Cost of Deposits</b>	0.80%	1.36%	1.70%	(0.56%)	(0.90%)	Spot APY on interest bearing deposits declined to 0.65% at June 30, 2020
<b>Net Interest Margin</b>	2.39%	2.35%	2.52%	0.04%	(0.13%)	Increase in NIM reflecting our success lowering deposit costs
<b>Non-performing Assets to Total Assets<sup>(2)</sup></b>	0.60%	0.61%	0.45%	(0.01%)	0.15%	
<b>Allowance for Credit Losses to Total Loans</b>	1.12%	1.08%	0.50%	0.04%	0.62%	
<b>Net Charge-offs to Average Loans</b>	0.20%	0.13%	0.05%	0.07%	0.15%	2Q20 charge-offs largely attributable to one BFG franchise loan

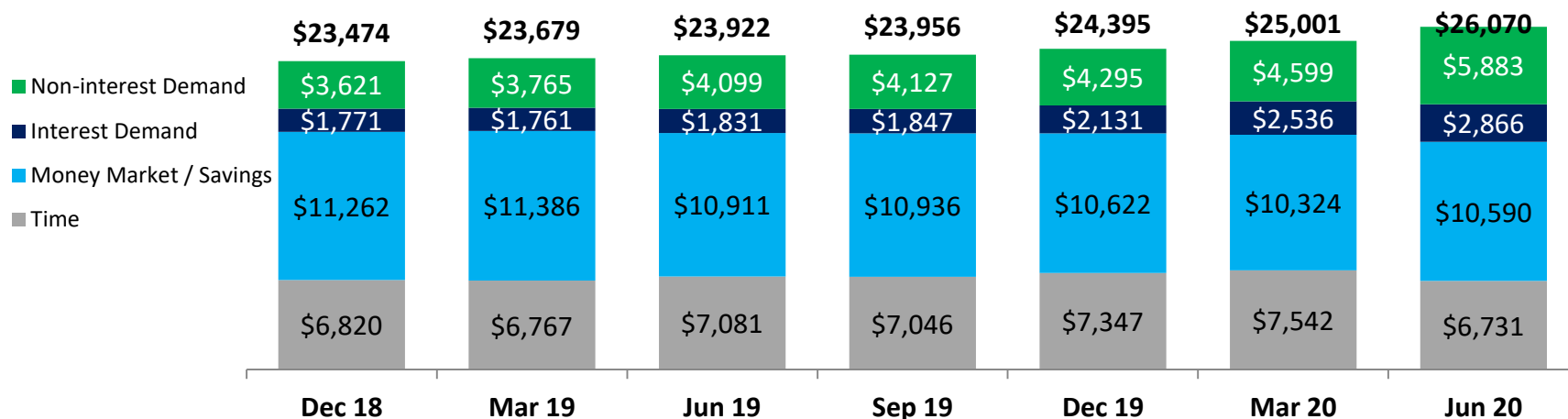
(1) PPNR is a non-GAAP financial measure. See section entitled "Non-GAAP Financial Measures" on page 38

(2) Includes guaranteed portion of non-accrual SBA loans.

# Continuing to Transform our Deposit Mix



Non-interest bearing demand deposits have grown by 62% since December 31, 2018  
(\$ in millions)



Cost of Deposits	1.52%	1.67%	1.70%	1.67%	1.48%	1.36%	0.80%
Non-interest bearing	15.4%	15.9%	17.1%	17.2%	17.6%	18.4%	22.6%

We have consistently priced down our deposit portfolio since the Fed began lowering interest rates in late 2019

Spot Average Annual Percentage Yield ("APY")	At December 31, 2019	At March 31, 2020	At June 30, 2020
Total non-maturity deposits	1.11%	0.83%	0.44%
Total interest-bearing deposits	1.71%	1.35%	0.82%
Total deposits	1.42%	1.12%	0.65%

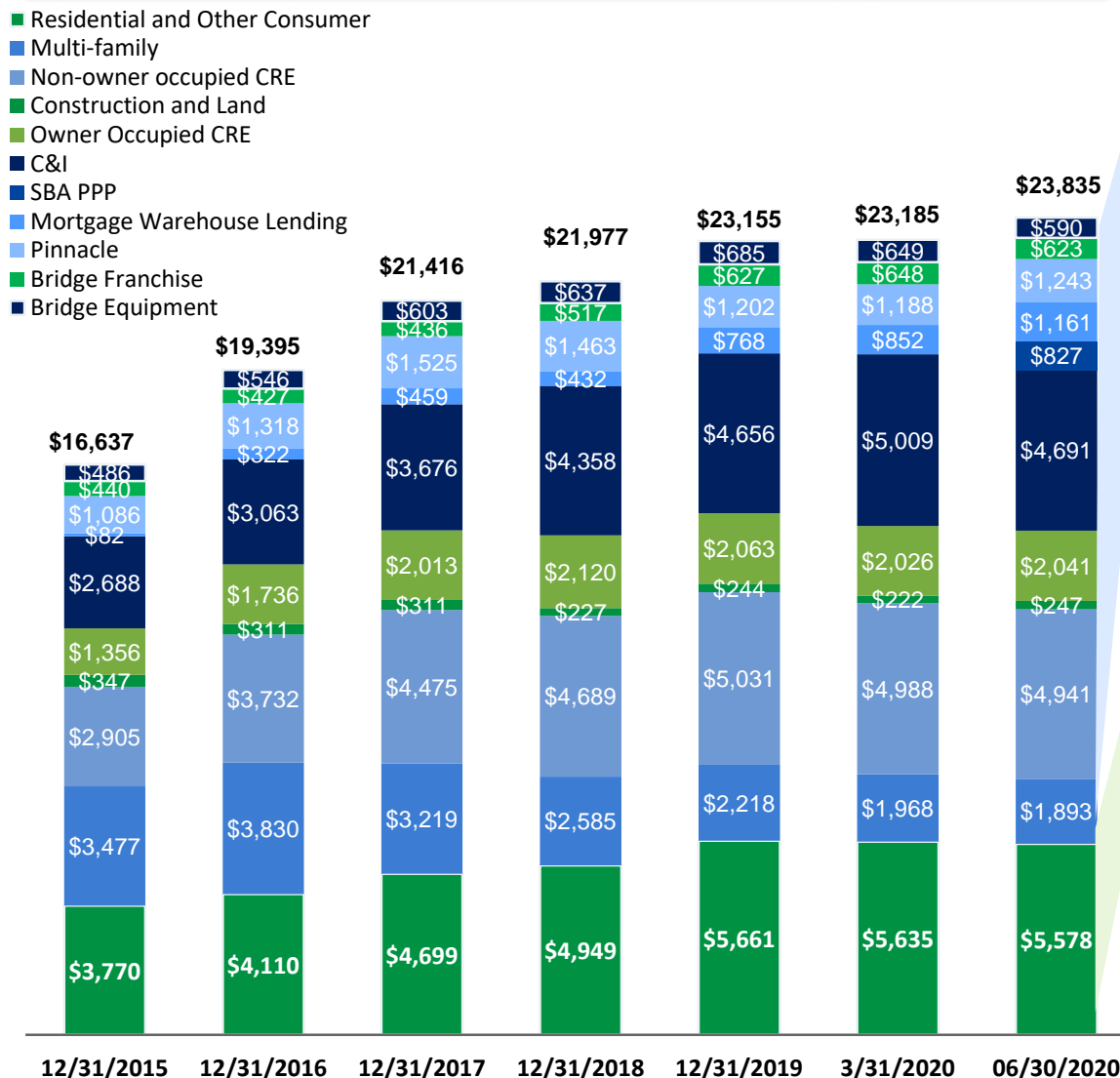
# Prudently Underwritten and Well-Diversified Loan Portfolio

At June 30, 2020

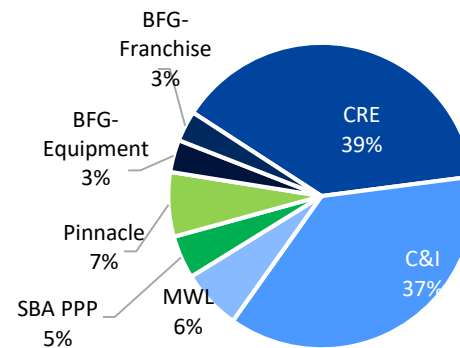


(\$ in millions)

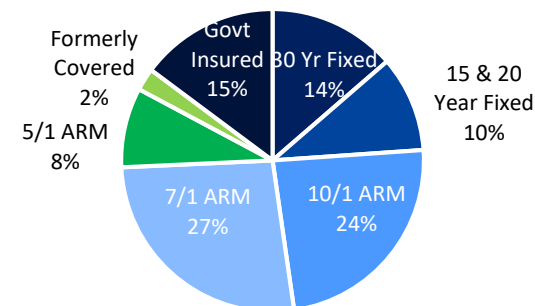
## Loan Portfolio Over Time



## Commercial Loan Portfolio



## Residential Loan Product Type





## Overview

- 15 months into implementation, BankUnited 2.0 is currently tracking at 81% of our previously disclosed targets.
- Cost savings continue ahead of schedule, while realization of revenue has been delayed as a result of a more challenging than anticipated interest rate environment and the COVID pandemic. No BankUnited 2.0 initiatives have been discontinued.
- We expect an increase in the BankUnited 2.0 revenue stream beginning in the second half of 2020 from several initiatives:
  - Anticipated launch of our commercial card program in August
  - Continued impact of a shift in strategic direction in treasury management
  - The recent launch of a more effective customer swap platform
  - New fee generating partnership with Goldman Sachs that will offer investment advisory and retirement planning services to corporate and commercial clients
  - Small business initiatives
    - generated 440 new DDA customer relationships in the second quarter
    - expect to launch our automated underwriting platform later in 2020

## Financial Performance

- On an annualized run rate basis, the benefit realized from BankUnited 2.0 had reached \$49 million as of June 30, 2020
  - \$2 million from revenue initiatives, primarily treasury management pricing optimization
  - \$47 million in expense reductions





# Liquidity and Capital

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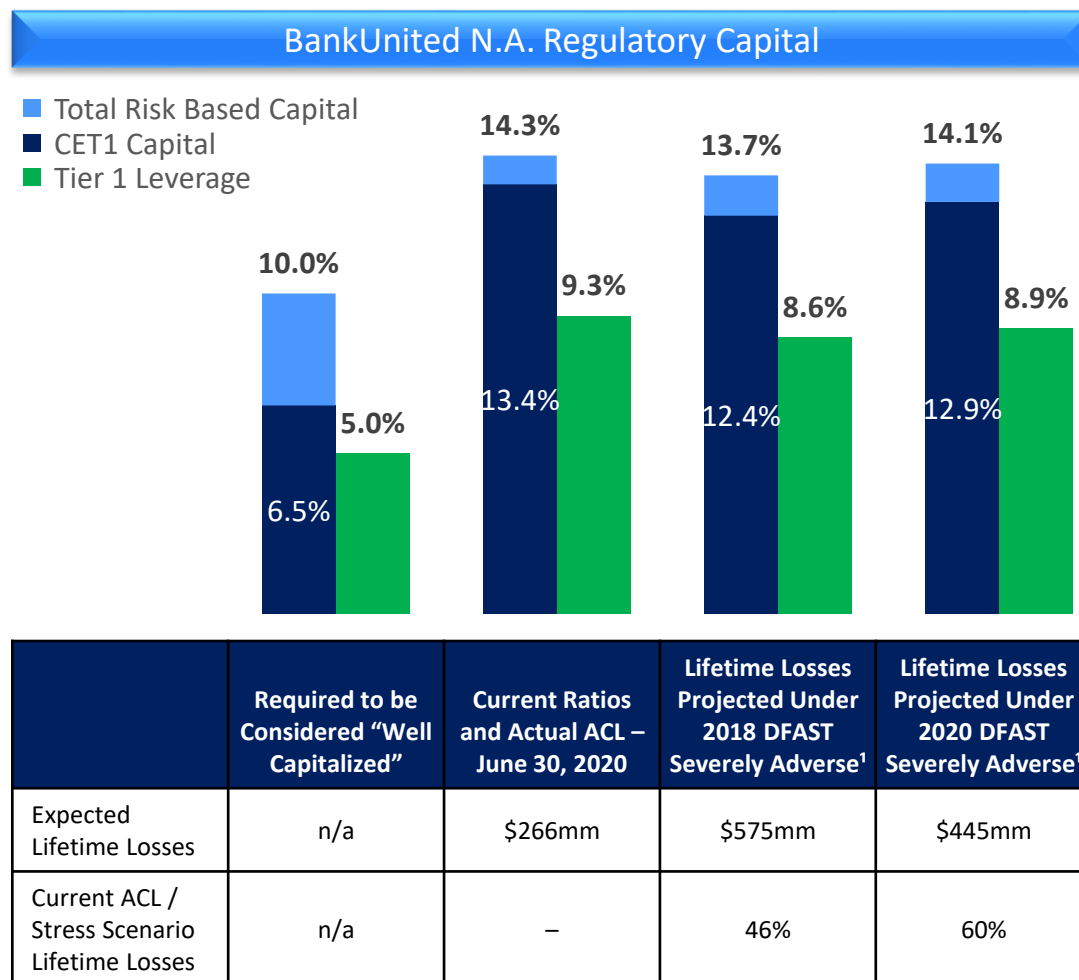
# Strong Capital – Well-Positioned to Withstand Severe Stress



## Stress Testing Results

(\$ in millions)

- We stressed our March 31, 2020 portfolio using both the 2018 DFAST and 2020 DFAST severely adverse scenarios.
- The table summarizes projected lifetime losses under both DFAST scenarios and the pro-forma impact of immediate recognition of additional stressed losses without PPNR benefit on BankUnited N.A.'s June 30, 2020 regulatory capital ratios.
- Pro-forma regulatory capital ratios continue to exceed “well capitalized” guidelines under stress.



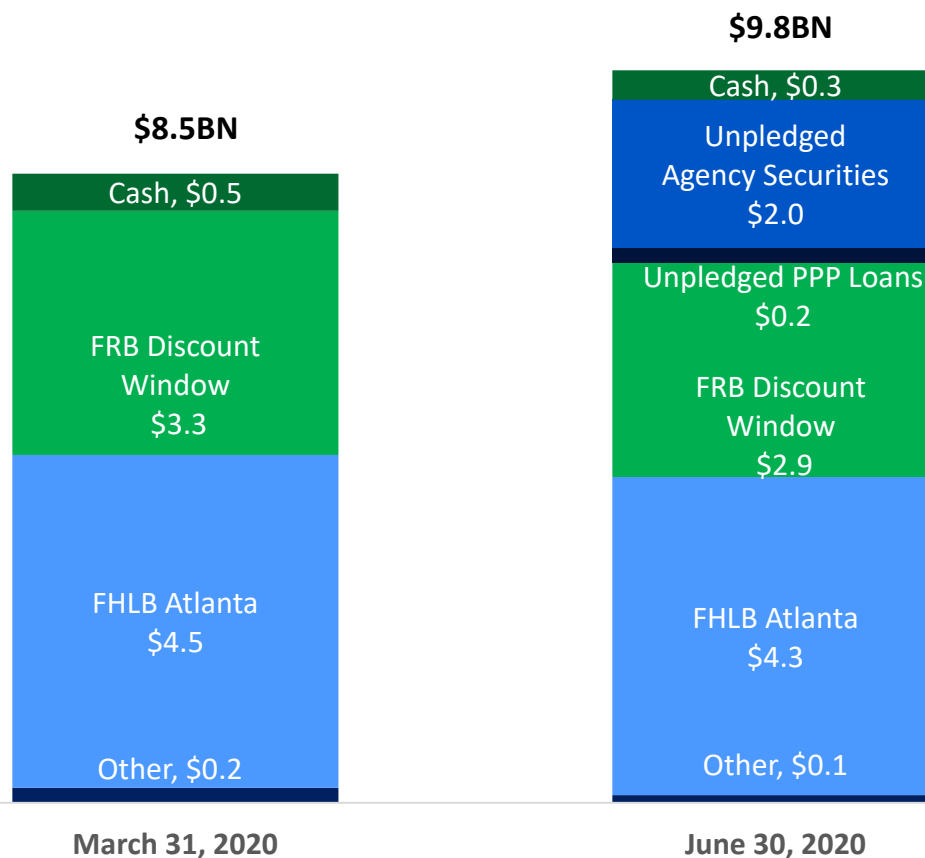
(1) The Pinnacle portfolio, which is a primarily investment grade municipal portfolio, was excluded from this stress testing exercise.

# Robust Liquidity Position



- We have not experienced stress on our liquidity position through the period of the pandemic

Key Liquidity Ratios	12/31/19	3/31/20	6/30/20
30 Day Liquidity Ratio	1.8x	1.4x	2.4x
Loans to Deposits	95.1%	92.8%	91.4%
Wholesale Funding / Total Assets	25.3%	27.5%	25.8%





# **Allowance for Credit Losses**

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## CECL Methodology

### Underlying Principles

- The ACL under CECL represents management's best estimate at the balance sheet date of expected credit losses over the life of the loan portfolio.
- Required to consider historical information, current conditions and a reasonable and supportable economic forecast.
- For most portfolio segments, BankUnited uses econometric models to project PD, LGD and expected losses at the loan level and aggregates those expected losses by segment.
- Qualitative adjustments may be applied to the quantitative results.
- Accounting standard requires an estimate of expected prepayments which may significantly impact the lifetime loss estimate.

### Economic Forecast

- Our ACL estimate was informed by Moody's economic scenarios published in June 2020.
  - Unemployment starting at 13%, declining to 9% by end of 2020 and to 7% by end of 2021
  - Annualized growth in GDP starting at negative 27%, recovery beginning in Q32020, returning to pre-recession levels in 2023
  - VIX trailing average starting at 32, remaining elevated through 2020 and then trending down
  - S&P 500 starting at 2900, declining moderately through 2020 before increasing
- 2 year reasonable and supportable forecast period.

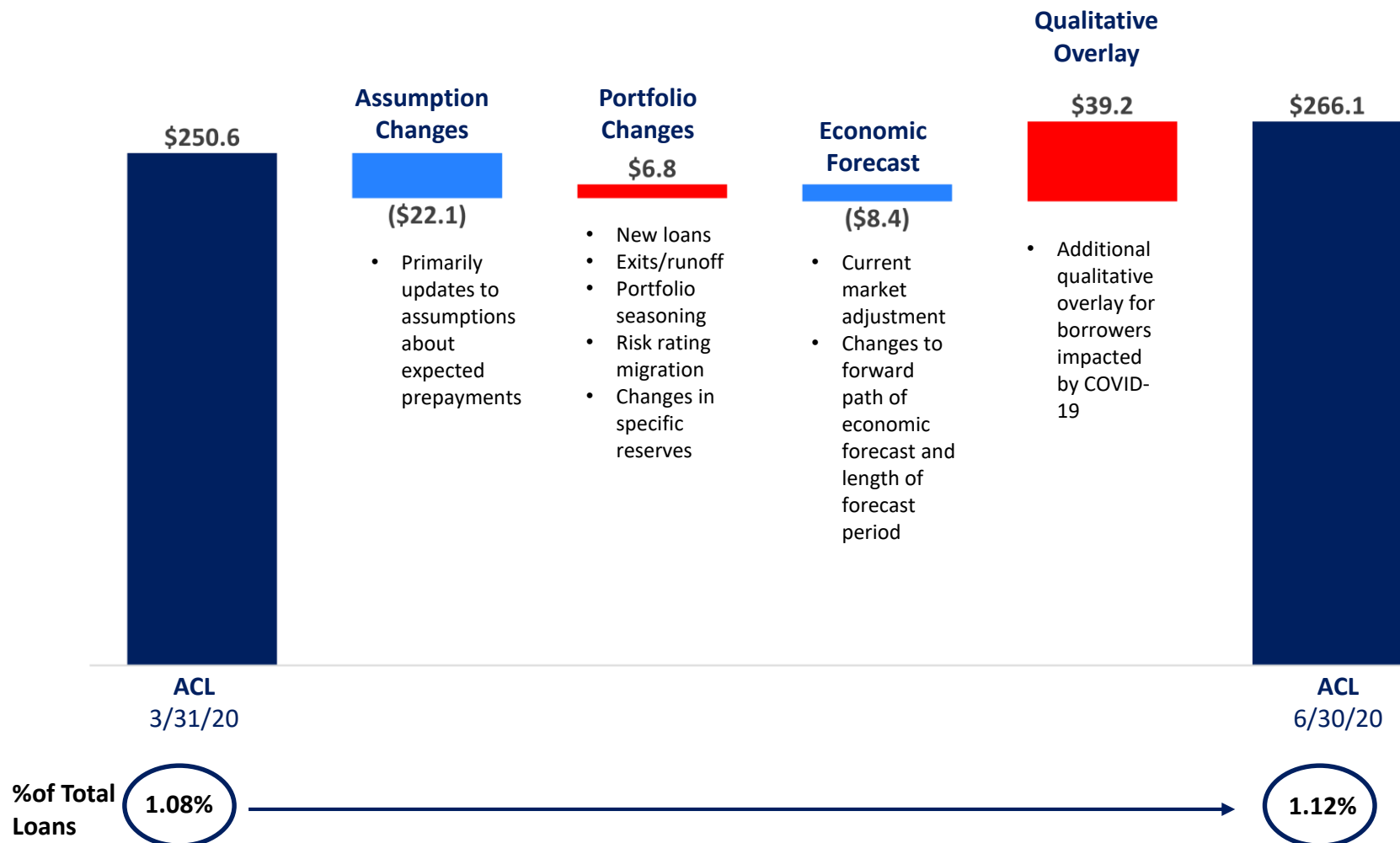
### Key Variables

- The models ingest numerous national, regional and MSA level economic variables and data points. Economic data and variables to which portfolio segments are most sensitive:
  - Commercial
    - Market volatility index
    - S&P 500 index
    - Unemployment rate
    - A variety of interest rates and spreads
  - CRE
    - Unemployment
    - CRE property forecast
    - 10-year treasury
    - Baa corporate yield
    - Real GDP growth
  - Residential
    - HPI
    - Unemployment rate
    - Real GDP growth
    - Freddie Mac 30-year rate

# Drivers of Change in the ACL



(\$ in millions)



# Drivers of Change in the ACL by Portfolio Segment



(\$ in millions)



\$197.2



ACL  
3/31/20

Assumption  
Changes

(\$18.2)

Portfolio  
Changes

\$7.7

Economic  
Forecast

(\$55.9)

Qualitative  
Overlay

\$15.7

\$146.5

ACL  
6/30/20

- More favorable outlook for volatility and equity prices



CRE

\$40.8



ACL  
3/31/20

Assumption  
Changes

(\$3.5)

Portfolio  
Changes

\$0.5

Economic  
Forecast

\$47.6

Qualitative  
Overlay

\$23.5

\$108.9

ACL  
6/30/20

- Less favorable employment outlook and property forecast



Residential

\$12.6



ACL  
3/31/20

Assumption  
Changes

(\$0.4)

Portfolio  
Changes

(\$1.4)

Economic  
Forecast

(\$0.1)

Qualitative  
Overlay

\$0.0

\$10.7

ACL  
6/30/20

- Stable outlook; insured loans a greater portion of the portfolio

# Allocation of the ACL



(\$ in millions)

	January 1, 2020		March 31, 2020		June 30, 2020	
	Balance	% of Loans	Balance	% of Loans	Balance	% of Loans
Residential and other consumer	\$ 19.3	0.34%	\$ 12.6	0.22%	\$ 10.7	0.19%
Commercial:						
Commercial real estate	16.7	0.22%	40.8	0.57%	108.9	1.54%
Commercial and industrial	83.6	1.12%	157.6	2.00%	120.6	1.38%
Pinnacle	0.4	0.03%	0.6	0.05%	0.2	0.02%
Franchise finance	9.0	1.44%	32.9	5.08%	19.4	3.12% (3)
Equipment finance	7.0	1.02%	6.1	0.94%	6.3	1.07%
Total commercial	116.7	0.67%	238.0	1.36%	255.4	1.40%
Allowance for credit losses	<u>\$ 136.0</u>	0.59%	<u>\$ 250.6</u>	1.08%	<u>\$ 266.1</u>	1.12% (4)

Asset Quality Ratios	December 31, 2019	March 31, 2020	June 30, 2020
Non-performing loans to total loans <sup>(1)</sup>	0.88%	0.85%	0.86%
Non-performing assets to total assets	0.63%	0.61%	0.60%
Allowance for credit losses to non-performing loans <sup>(1)</sup>	53.07%	126.41%	130.29%
Net charge-offs to average loans <sup>(2)</sup>	0.05%	0.13%	0.20%

(1) Non-performing loans and assets include the guaranteed portion of non-accrual SBA loans totaling \$45.7 million, \$49.1 million and \$45.7 million or 0.19%, 0.21% and 0.20% of total loans and 0.13%, 0.15% and 0.14% of total assets, at June 30, 2020, March 31, 2020 and December 31, 2019.

(2) Annualized for the three months ended March 31, 2020 and June 30, 2020.

(3) Decline in the ACL related to charge-offs for the quarter ended June 30, 2020

(4) ACL to total loans, excluding government insured residential loans, PPP loans and MWL, which carry nominal or no reserves, was 1.27% at June 30, 2020. See section entitled "Non-GAAP Financial Measures" on page 39





# **Loan Portfolio and Credit**

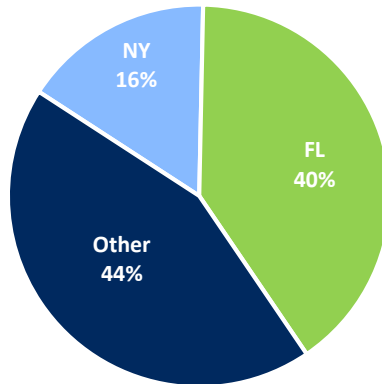
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# Loan Portfolio – Geographic Distribution

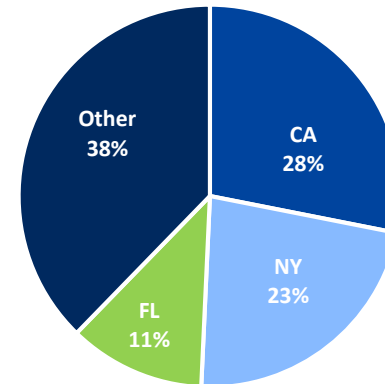
At June 30, 2020



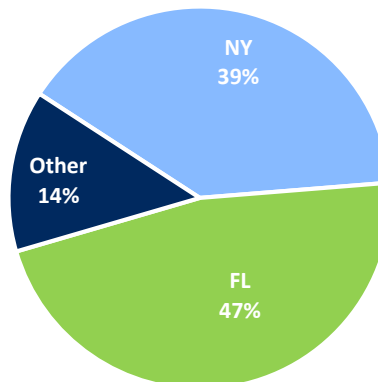
Commercial <sup>(1)</sup>



Residential



CRE



(1) Includes SBF, MWL, BFG and Pinnacle

# Loan Portfolio – Granular, Diversified Commercial & Industrial Portfolio

At June 30, 2020



(\$ in millions)

- Includes \$2.0 billion of owner-occupied real estate
- Some key observations:
  - Educational services – well established private colleges, universities and high schools
  - Transportation and warehousing – cruise lines, aviation authorities, logistics
  - Health care – larger physician practice management companies, HMO's, mental health & substance abuse; no small practices
  - Arts and entertainment – stadiums, professional sports teams, gaming
  - Accommodation and food services – time share, direct food services businesses and concessionaires

Industry	Balance <sup>(1)</sup>	Commitment	% of Portfolio	First	Re-Deferral
				Deferral Granted	Requested
Finance and Insurance	\$1,007	\$1,799	15.1%	\$ 1	\$ -
Wholesale Trade	720	1,025	10.7%	22	-
Educational Services	641	673	9.5%	17	-
Transportation and Warehousing	507	626	7.5%	35	-
Health Care and Social Assistance	473	606	7.0%	59	-
Manufacturing	376	515	5.6%	57	9
Accommodation and Food Services	359	445	5.3%	106	66
Retail Trade	332	454	4.9%	68	22
Information	298	454	4.4%	1	-
Real Estate and Rental and Leasing	288	444	4.3%	8	-
Professional, Scientific, and Technical Services	277	371	4.1%	14	-
Construction	274	447	4.1%	14	-
Public Administration	245	262	3.6%	-	-
Administrative and Support and Waste Management	239	302	3.5%	11	-
Other Services (except Public Administration)	239	282	3.5%	17	-
Arts, Entertainment, and Recreation	216	265	3.2%	38	4
Utilities	189	212	2.8%	-	-
Other	53	72	0.9%	1	-
	<b>\$6,733</b>	<b>\$9,254</b>	<b>100.0%</b>	<b>\$469</b>	<b>\$101</b>

(1) Includes amounts from SBF.

# Loan Portfolio – Commercial Real Estate by Property Type

At June 30, 2020



(\$ in millions)

Property Type	Balance	FL	NY	Other	Wtd. Avg. DSCR	Wtd. Avg. LTV	Non- Performing	First Deferral Granted	Re-Deferral Requested
Office	\$ 2,080	53%	30%	17%	2.17	59.0%	\$ -	\$ 372	\$ 54
Multifamily	2,010	24%	65%	11%	1.77	56.0%	9	277	12
Retail	1,438	48%	42%	10%	1.61	59.3%	11	769	76
Warehouse/Industrial	783	69%	19%	12%	2.52	55.5%	-	98	-
Hotel	621	75%	12%	13%	1.59	57.1%	33	537	298
Other	149	85%	10%	5%	1.66	48.9%	4	1	-
	<b>\$ 7,081</b>	<b>46%</b>	<b>40%</b>	<b>14%</b>	<b>1.92</b>	<b>57.4%</b>	<b>\$ 57</b>	<b>\$ 2,054</b>	<b>\$ 440</b>

- Commercial real estate loans are secured by income-producing, non-owner occupied properties, typically with well capitalized middle market sponsors
- 75% of the CRE portfolio has LTVs less than 65%
- 79% of the retail segment and 76% of the hotel segment have LTVs less than 65%
- Construction and land loans, included in the table, represent only 1% of the total loan portfolio.
- Rent collections based on data generally collected in June:
  - Multi-family – averaging 70% to 95% depending on geography and property type
  - Office – FL averaging 87%; NY averaging 71%
  - Retail – overall average 62%; generally higher in FL than in NY
- Hotel occupancy – ranging from 30% to 57% in Florida; most hotel properties now open

# Loan Portfolio – Deferrals Summary



(\$ in millions)

- We granted initial COVID related payment deferral requests for loans with balances totaling \$3.6 billion
- Initial deferrals were 90 day deferrals
- Re-deferral rate is significantly lower to date

## Through July 17, 2020

	First Deferral Granted			Re-Deferral Requested		
	Count	Balance	% of Portfolio	Count	Balance	% of Portfolio
<b>CRE - Property Type:</b>						
Retail	119	\$769	53%	8	\$76	5%
Hotel	93	\$537	86%	21	\$298	48%
Office	30	\$372	18%	2	\$54	3%
Multifamily	37	\$277	14%	2	\$12	1%
Industrial	14	\$98	13%	-	\$0	0%
Other	1	\$1	1%	-	\$0	0%
<b>Total CRE - Property Type</b>	<b>294</b>	<b>\$2,054</b>	<b>29%</b>	<b>33</b>	<b>\$440</b>	<b>6%</b>
<b>C&amp;I - Industry</b>						
Accommodation and Food Services	89	\$106	30%	21	\$66	18%
Retail Trade	221	\$68	20%	4	\$22	7%
Health Care and Social Assistance	126	\$59	12%	-	\$0	0%
Manufacturing	35	\$57	15%	1	\$9	2%
Other	265	\$179	3%	1	\$4	0%
<b>Total C&amp;I - Industry</b>	<b>736</b>	<b>\$469</b>	<b>7%</b>	<b>27</b>	<b>\$101</b>	<b>1%</b>
BFG - Equipment	35	\$35	6%	-	\$0	0%
BFG - Franchise	362	\$460	74%	82	\$155	25%
<b>Total Commercial</b>	<b>1,427</b>	<b>\$3,018</b>	<b>17%</b>	<b>142</b>	<b>\$696</b>	<b>4%</b>

## Through June 30, 2020

	First Deferral Granted			Continued to Pay			Granted Re-Deferral		
	Count	Balance	% of Portfolio	Count	Balance	% of Initial Deferral	Count	Balance	% of Portfolio
Residential	1,189	\$594	13%	548	\$252	42%	119	\$52	1%

# Loan Portfolio – Segments Identified for Heightened Monitoring

At June 30, 2020



Moderate exposure to sectors most impacted by the pandemic

(\$ in millions)

Portfolio	Balance	% of Total Loans	Non-Performing	Special Mention	Classified	First Deferral Granted <sup>(2)</sup>	Re-Deferral Requested
Retail - CRE	\$ 1,438	6.0%	\$ 11	\$ 172	\$ 75	\$ 769	\$ 76
Retail - C&I	332	1.4%	4	55	25	68	22
BFG - franchise finance	623	2.6%	33	327	89	460	155
Hotel	621	2.6%	33	274	125	537	298
Airlines and aviation authorities	164	0.7%	-	27	-	-	-
Cruise line	75	0.3%	-	60	-	-	-
Energy <sup>(1)</sup>	56	0.2%	-	-	-	-	-
<b>Total</b>	<b>\$ 3,309</b>	<b>13.8%</b>	<b>\$ 81</b>	<b>\$ 915</b>	<b>\$ 314</b>	<b>\$ 1,834</b>	<b>\$ 551</b>

- Pro-active and objective approach to re-risk rating the portfolio based on granular outreach to borrowers
- Re-deferrals to date concentrated in franchise finance and hotel segments
- Sector commentary:
  - Cruise Lines – borrowers are companies with strong balance sheets; substantial majority are investment grade clients and have successfully accessed the capital markets since COVID onset
  - Airlines have received significant relief from government programs
  - No consumer student loan, auto, home equity or credit card exposure

(1) There is also exposure to energy in the operating lease portfolio, primarily railcars, totaling \$287 million at June 30, 2020.

(2) Reflects modifications through July 17, 2020.

# Loan Portfolio – Retail

At June 30, 2020



(\$ in millions)

## Retail - Commercial Real Estate

Property Type	Balance	First Deferral Granted	Re-Deferral Requested
Retail - Unanchored	\$ 734	\$ 373	\$ 48
Retail - Anchored	644	369	28
Restaurant	28	18	-
Gas station	25	2	-
Construction to perm	7	7	-
<b>\$</b>	<b>1,438</b>	<b>\$ 769</b>	<b>\$ 76</b>

- No significant mall or “big box” exposure

## Retail – Commercial & Industrial

Industry	Not Secured by Real Estate	Owner Occupied Real Estate	Total Balance	First Deferral Granted	Re-Deferral Requested
Gasoline Stations	\$ 1	\$ 97	\$ 99	\$ 24	\$ -
Health and Personal Care Stores	29	7	35	-	-
Furniture Stores	21	6	28	1	-
Grocery Stores	1	22	23	-	-
Vending Machine Operators	21	1	22	22	21
Specialty Food Stores	2	18	19	-	-
Automobile Dealers	7	7	14	6	-
Clothing Stores	1	11	12	2	-
Electronics and Appliance Stores	1	11	11	-	-
Other	27	42	69	13	1
<b>\$</b>	<b>111</b>	<b>\$ 222</b>	<b>\$ 332</b>	<b>\$ 68</b>	<b>\$ 22</b>

# Loan Portfolio – BFG Franchise Finance

At June 30, 2020



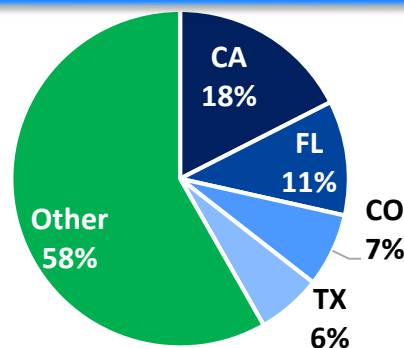
(\$ in millions)

## Portfolio Breakdown by Concept

Restaurant Concepts	Balance	% of BFG Franchise	First Deferral Granted	Re-Deferral Requested
Burger King	\$ 66	11%	\$ 19	\$ -
Dunkin Donuts	45	7%	38	4
Popeyes	28	4%	15	5
Jimmy John's	23	4%	22	13
Domino's	23	4%	20	-
Other	194	31%	141	54
	<b>\$ 379</b>	<b>61%</b>	<b>\$ 255</b>	<b>\$ 76</b>

Non-Restaurant Concept	Balance	% of BFG Franchise	First Deferral Granted	Re-Deferral Requested
Planet Fitness	\$ 107	17%	\$ 78	\$ 14
Orange Theory Fitness	87	14%	86	58
Other	50	8%	41	7
	<b>\$ 244</b>	<b>39%</b>	<b>\$ 205</b>	<b>\$ 79</b>

## Portfolio Breakdown by Geography





# Loan Portfolio – Hotel

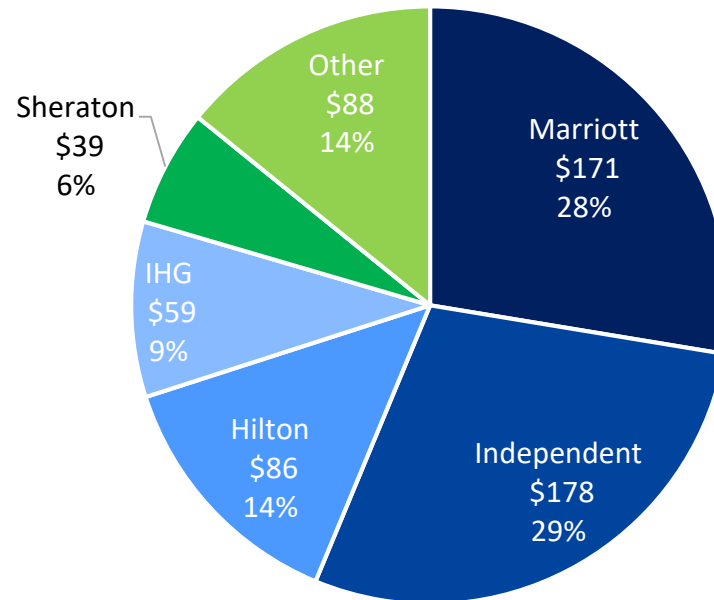
At June 30, 2020



(\$ in millions)

- 75% of our exposure is in Florida, followed by 12% in New York
- Includes \$59.7 million in SBA loans of which \$13.7 million is guaranteed
- Substantially all hotel properties are now open in both New York and Florida

Exposure by Flag



**Total Portfolio: \$620.6mm**

# BFG Energy Exposure

At June 30, 2020



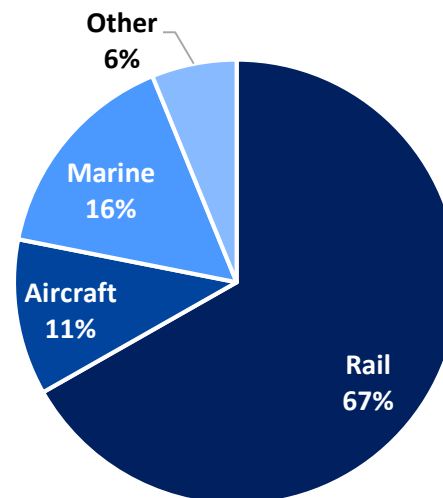
(\$ in millions)

- Our energy exposure is modest
- Assets in the operating lease portfolio have useful lives that span multiple economic cycles
- Railcar fleet is 55% tank cars, 43% sand hoppers and 2% other

## BFG Energy Portfolio

	Balance	
Operating leases	\$	286.9
Loan/Finance Lease		56.3
<b>Total</b>	<b>\$</b>	<b>343.2</b>

## Exposure by Asset Type



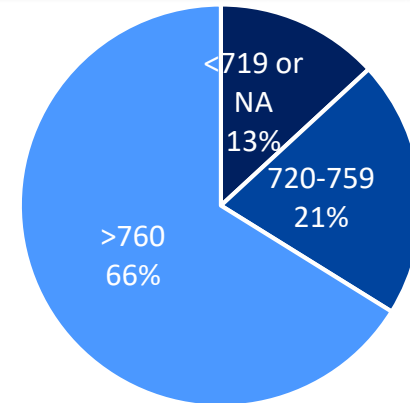
# Credit Quality – Residential

At June 30, 2020

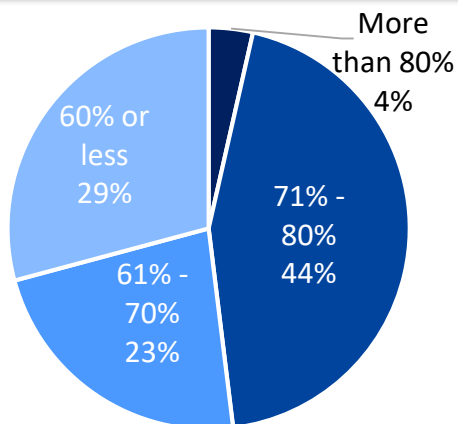


High quality residential portfolio consists of primarily prime jumbo mortgages with de-minimis charge-offs since inception as well as fully government insured assets

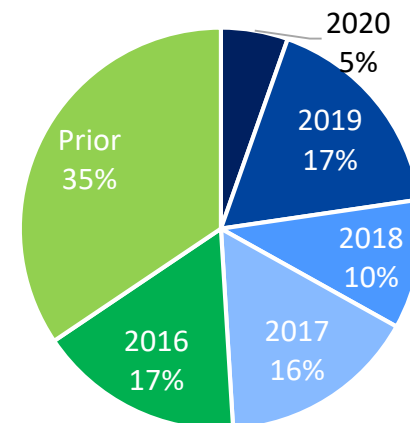
FICO Distribution<sup>(1)</sup>



Breakdown by LTV<sup>(1)</sup>



Breakdown by Vintage<sup>(1)</sup>



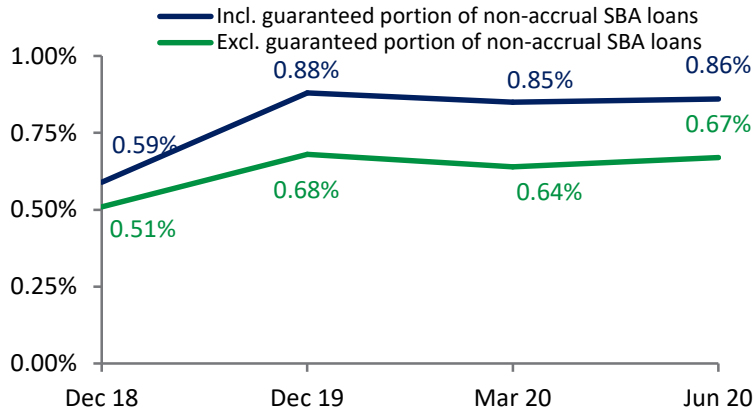
(1) Excludes government insured residential loans. FICO's are refreshed routinely. LTVs are typically based on valuation at origination.

# Asset Quality Metrics

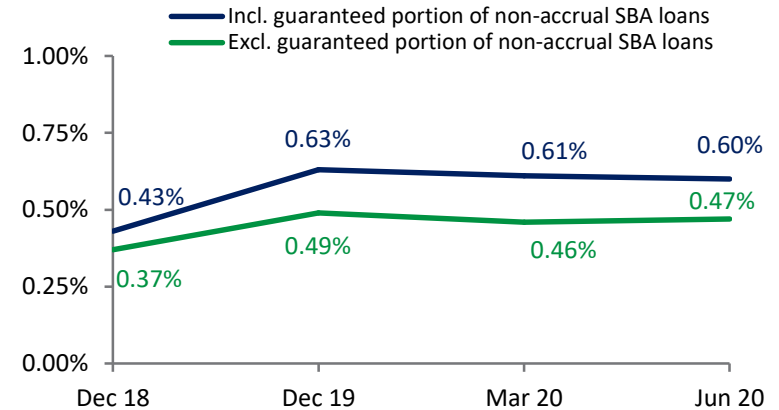
(\$ in millions)



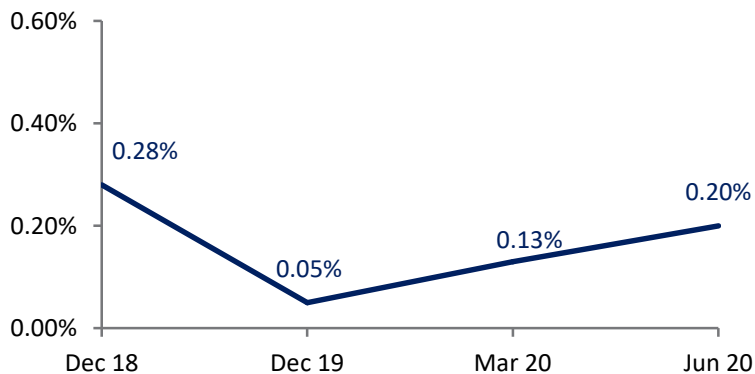
## Non-performing Loans to Total Loans



## Non-performing Assets to Total Assets



## Net Charge-offs to Average Loans<sup>(1)(2)</sup>



(1) Net charge-off ratio is annualized for the three months ended June 30, 2020 and March 31, 2020.

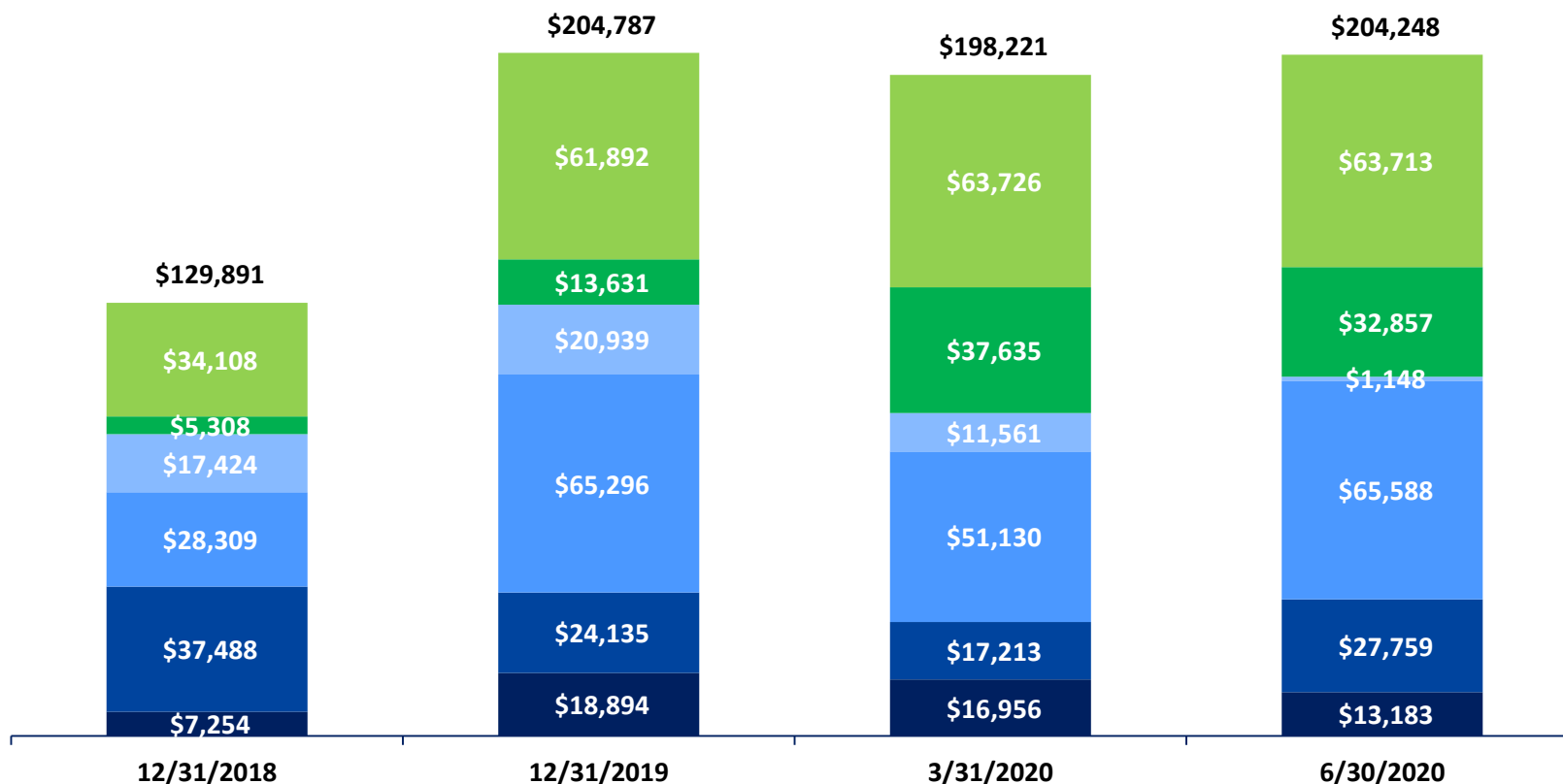
(2) Net charge-offs for the three months ended June 30, 2020 included \$16.1 million related to one BFG franchise borrower.



# Non-Performing Loans by Portfolio Segment

(\$ in millions)

■ Residential ■ CRE ■ C&I ■ Equipment ■ Franchise ■ SBF(1)



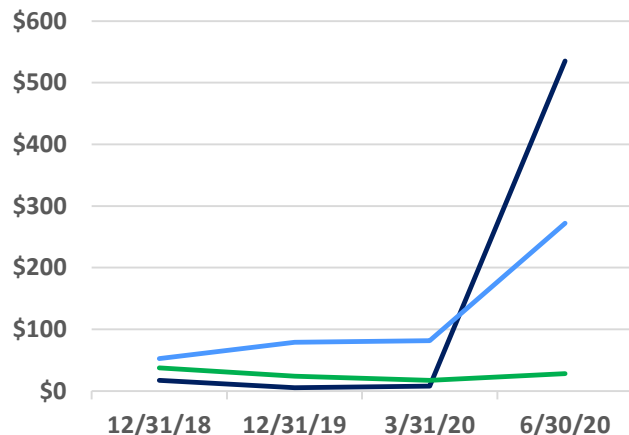
(1) Includes the guaranteed portion of non-accrual SBA loans totaling \$45.7 million, \$49.1 million, \$45.7 million and \$17.8 at June 30, 2020, March 31, 2020, December 31, 2019 and December 2018, respectively.

# Criticized and Classified Loans

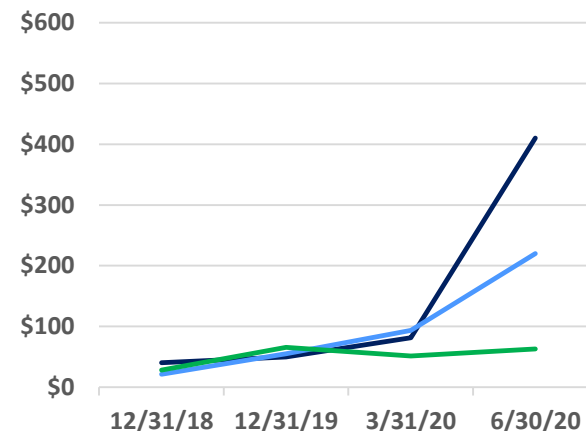
(\$ in millions)



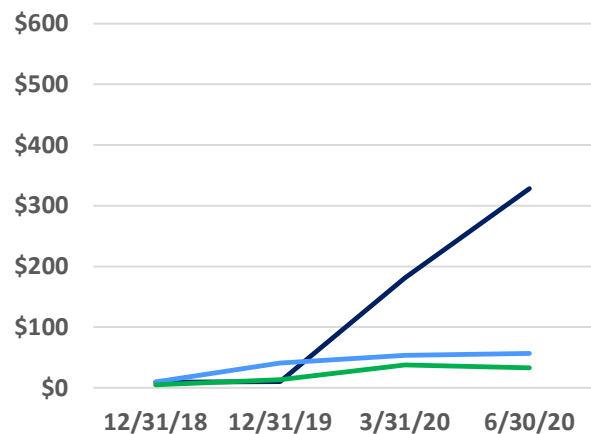
## Commercial Real Estate



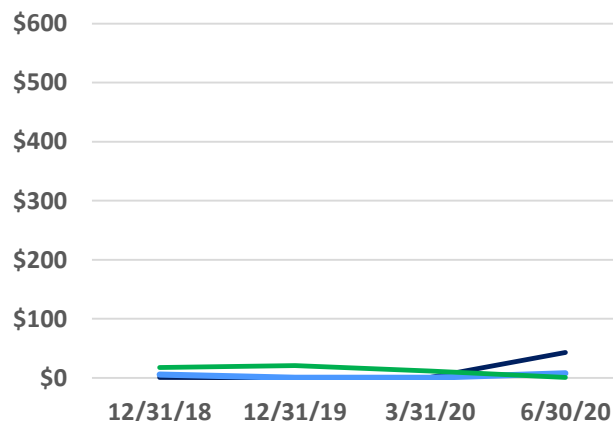
## Commercial & Industrial



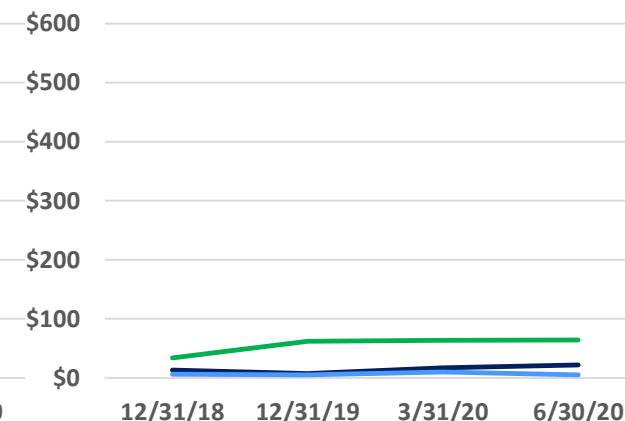
## Franchise Finance



## Equipment Finance



## SBF<sup>(1)</sup>



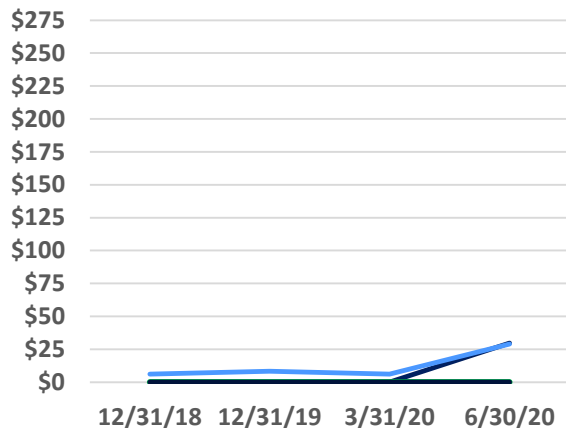
(1) Includes the guaranteed portion of non-accrual SBA loans totaling \$45.7 million, \$49.1 million, \$45.7 million and \$17.8 at June 30, 2020, March 31, 2020, December 31, 2019 and December 2018, respectively.

# Criticized and Classified - CRE by Property Type

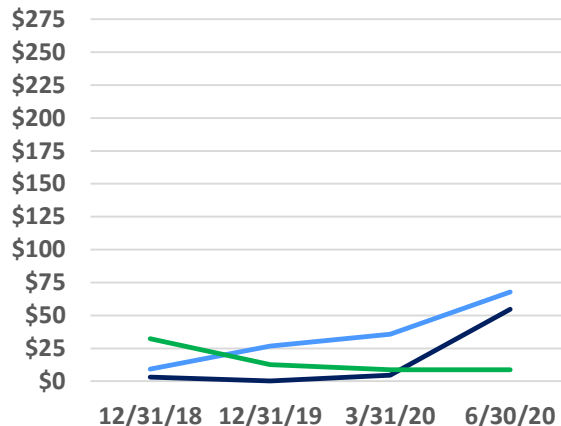
(\$ in millions)



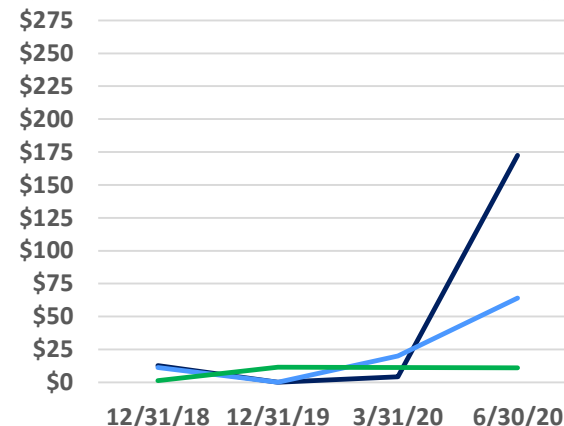
Office



Multifamily

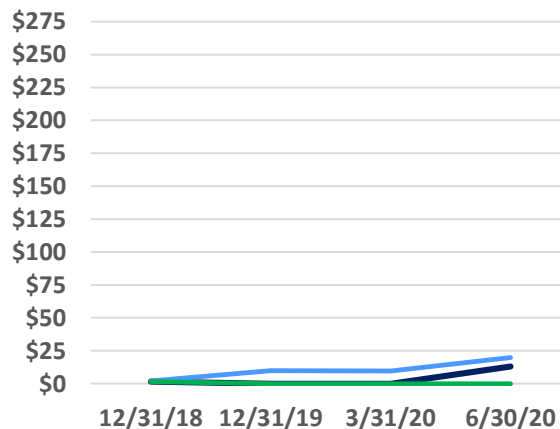


Retail

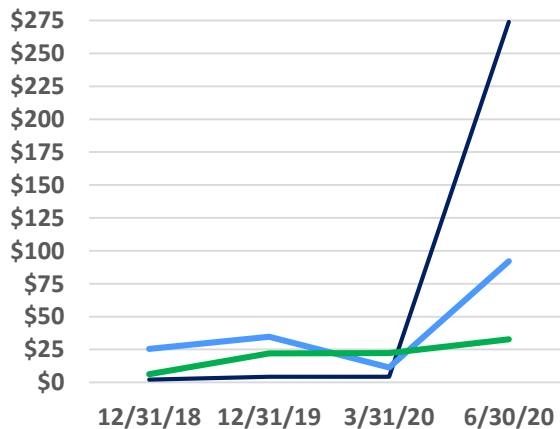


— Special Mention — Substandard Accruing — Substandard Non-accruing

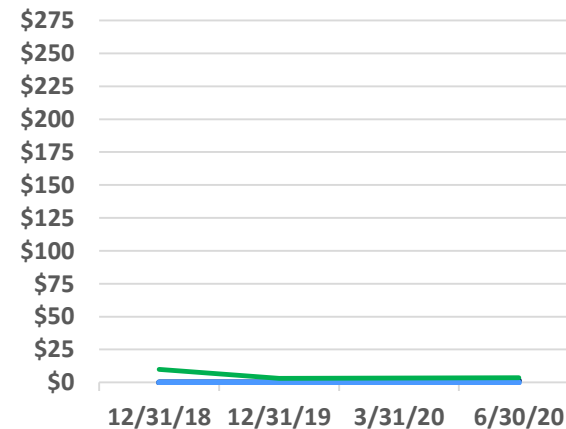
Warehouse/Industrial



Hotel



Other

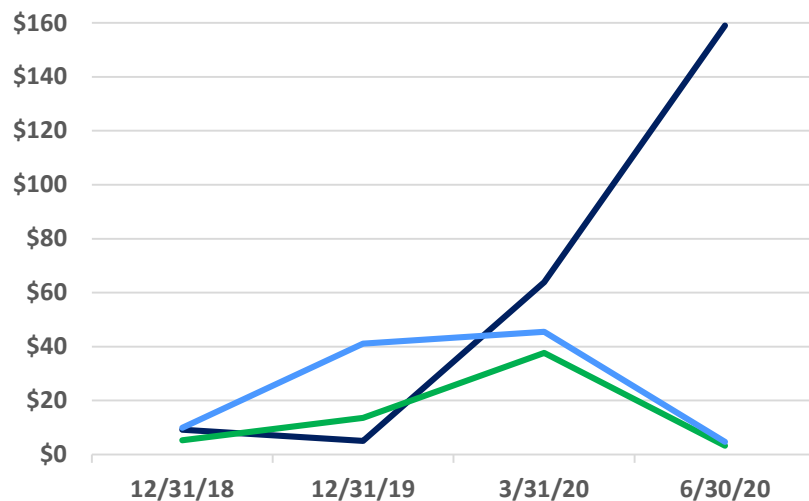


# Criticized and Classified – BFG Franchise Finance

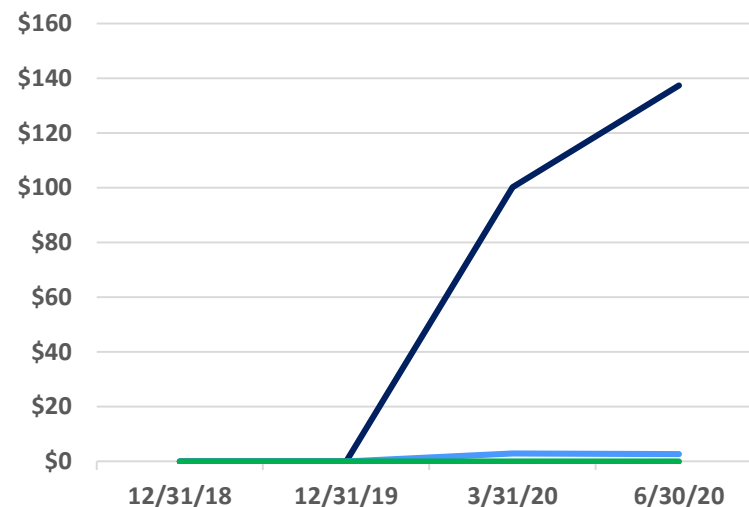


(\$ in millions)

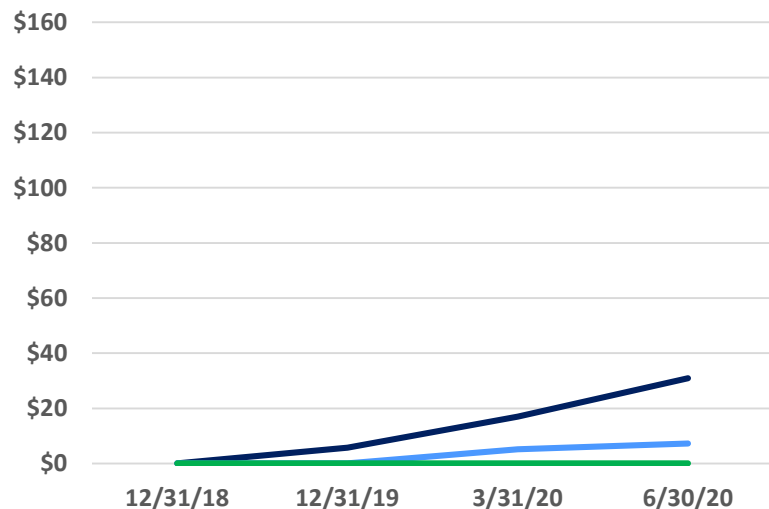
## Restaurant Concepts



## Fitness Concepts



## Other



- Special Mention
- Substandard Accruing
- Substandard Non-accruing

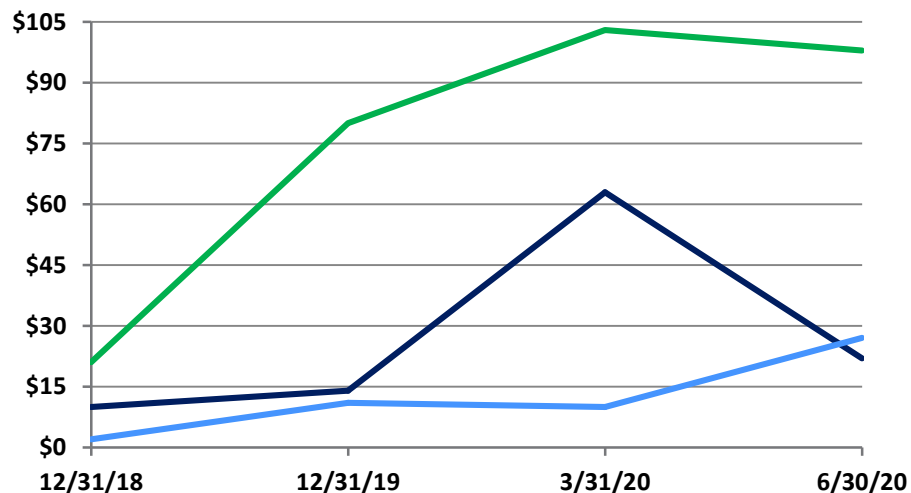


# Asset Quality - Delinquencies

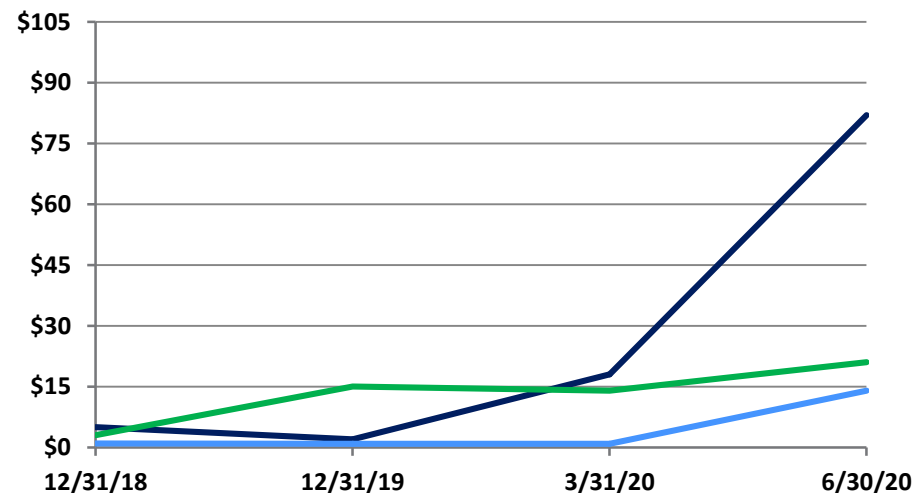
(\$ in millions)



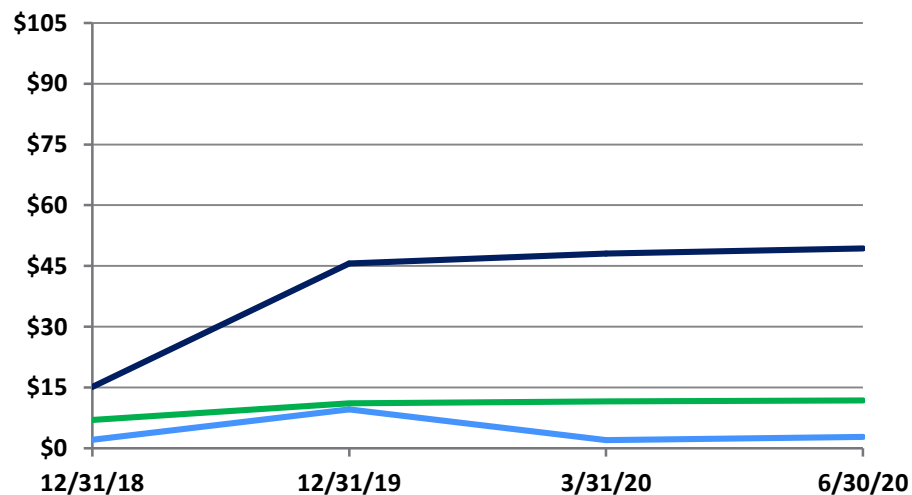
## Commercial



## CRE



## Residential <sup>(1)</sup>



- 30-59 Days PD
- 60-89 Days PD
- 90 Days+ PD

(1) Excludes government insured residential loans.



# Investment Portfolio

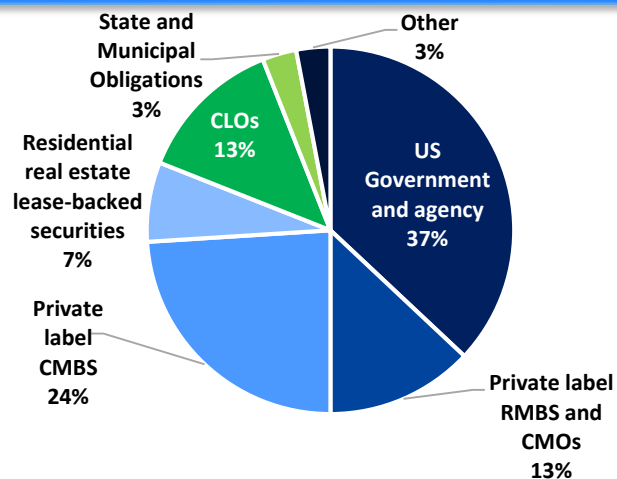
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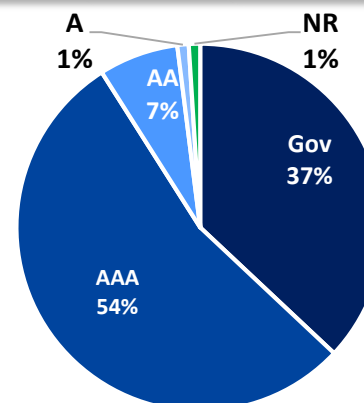
No credit losses expected on the \$8.7 billion portfolio; unrealized losses attributable primarily to widening spreads - valuations have recovered materially during the second quarter.

(\$ in millions)

## Portfolio Composition



## Ratings Distribution



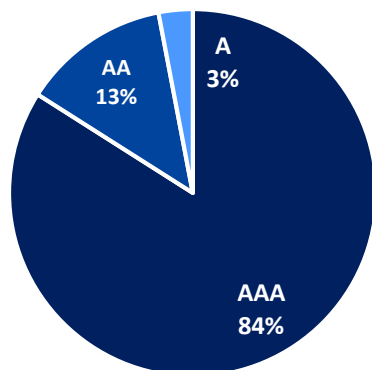
Portfolio	December 31, 2019		March 31, 2020		June 30, 2020	
	Net Unrealized Gain (Loss)	Fair Value	Net Unrealized Gain (Loss)	Fair Value	Net Unrealized Gain (Loss)	Fair Value
US Government and agency	10,516	2,826,207	\$ (23,649)	2,893,932	\$ 17,035	\$ 3,167,239
Private label RMBS and CMOs	10,840	1,012,177	(11,659)	1,173,880	14,696	1,116,086
Private label CMBS	5,456	1,724,684	(123,796)	1,604,814	(32,063)	2,043,620
Residential real estate lease-backed securities	2,566	470,025	(21,188)	528,793	10,188	618,207
CLOs	(7,539)	1,197,366	(74,676)	1,094,793	(38,176)	1,128,753
State and Municipal Obligations	15,774	273,302	15,431	271,033	19,993	259,495
Other	733	194,904	(10,283)	255,161	5,677	261,531
<b>Total</b>	<b>\$ 38,346</b>	<b>\$ 7,698,665</b>	<b>\$ (249,820)</b>	<b>\$ 7,822,406</b>	<b>\$ (2,650)</b>	<b>\$ 8,594,931</b>

# Investment Securities – Asset Quality of Select Non-Agency Securities

At June 30, 2020

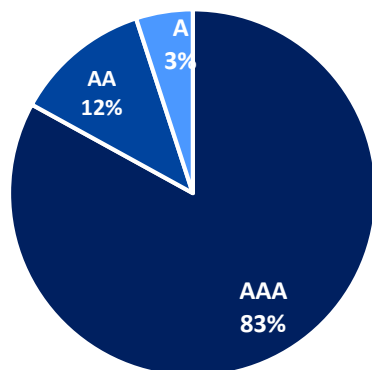


## Strong credit enhancement levels on CLOs and CMBS



### Collateralized Loan Obligations (CLOs)

Rating	Subordination			Wtd. Avg. Stress Scenario Loss
	Min	Max	Avg	
AAA	36.1	48.2	43.0	20.7
AA	26.9	40.4	32.4	22.0
A	24.9	29.5	26.7	25.0
<b>Total</b>	<b>34.5</b>	<b>46.6</b>	<b>41.1</b>	<b>21.0</b>



### Private Label Commercial Mortgage-Backed Securities (CMBS)

Rating	Subordination			Wtd. Avg. Stress Scenario Loss
	Min	Max	Avg	
AAA	29.4	54.5	43.1	12.8
AA	31.1	81.8	37.2	11.4
A	21.5	68.7	28.8	11.9
<b>Total</b>	<b>29.2</b>	<b>58.5</b>	<b>41.6</b>	<b>12.6</b>



## **Non-GAAP Financial Measures**

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## Non-GAAP Financial Measures



PPNR is a non-GAAP financial measure. Management believes this measure is relevant to understanding the performance of the Company attributable to elements other than the provision for credit losses, particularly in view of the adoption of the CECL accounting methodology, which may impact comparability of operating results to prior periods. This measure also provides a meaningful basis for comparison to other financial institutions and is a measure frequently cited by investors. The following table reconciles the non-GAAP financial measurement of PPNR to the comparable GAAP financial measurement of income before income taxes for the three months ended June 30, 2020, March 31, 2020, and June 30, 2019 (in thousands):

	Three Months Ended June 30, 2020	Three Months Ended March 31, 2020	Three Months Ended June 30, 2019
Income (loss) before income taxes (GAAP)	\$ 96,904	\$ (40,422)	\$ 108,882
Plus: Provision for (recovery of) credit losses	25,414	125,428	(2,747)
PPNR (non-GAAP)	<u>\$ 122,318</u>	<u>\$ 85,006</u>	<u>\$ 106,135</u>

## Non-GAAP Financial Measures (continued)



ACL to total loans, excluding government insured residential loans, PPP loans and MWL is a non-GAAP financial measure. Management believes this measure is relevant to understanding the adequacy of the ACL coverage, excluding the impact of loans with a zero-loss expectation. Disclosure of this non-GAAP financial measure also provides a meaningful base for comparison to other financial institutions. The following table reconciles the non-GAAP financial measurement of ACL to total loans, excluding government insured residential loans, PPP loans and MWL to the comparable GAAP financial measurement of ACL to total loans at June 30, 2020 (dollars in thousands):

Total loans (GAAP)	\$ 23,834,889
Less: Government insured residential loans	826,238
Less: PPP loans	827,359
Less: MWL	1,160,728
Total loans, excluding government insured residential loans, PPP loans and MWL (non-GAAP)	<u>\$ 21,020,564</u>
ACL	<u>\$ 266,123</u>
ACL to total loans (GAAP)	<u>1.12 %</u>
ACL to total loans, excluding government insured residential loans, PPP loans and MWL (non-GAAP)	<u>1.27 %</u>