

# 4Q 2025 - Financial Results

January 21, 2026

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- Our organic growth strategy, coupled with operational discipline, continues to deliver improved profitability
- Given the continued momentum, the Board has decided on the following capital actions:
  - Increase the quarterly dividend \$0.02 to \$0.33 per share
  - Increase the share repurchase authorization by an additional \$200 million - incremental to the previously announced \$100 million buyback, of which ~\$50 million has been repurchased to date

## Financial Performance

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- As reported, Net Income of \$69.3 million, or \$0.90 per diluted share
- Excluding one-time item<sup>(1)</sup>, Adjusted Net Income of \$72.0 million, or \$0.94 per diluted share
- PPNR of \$115.4 million, up 5% from prior quarter and 11% from 4Q24
- NIM of 3.06%, up 6 bps from prior quarter and 22 bps from 4Q24
- Annualized ROA of 0.78% — excluding the one-time item<sup>(1)</sup> annualized ROA of 0.81%
- Provision expense of \$26 million, due to episodic charge-off activity; however, lower non-performance and criticized/classified loan balances at quarter end

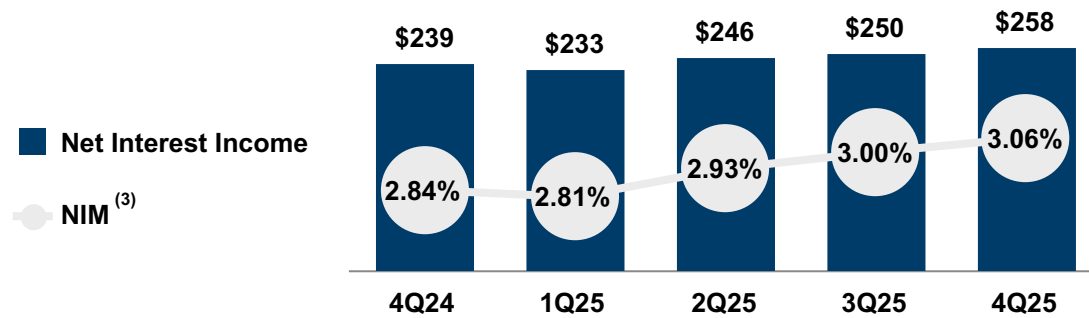
## Funding and Asset Mix

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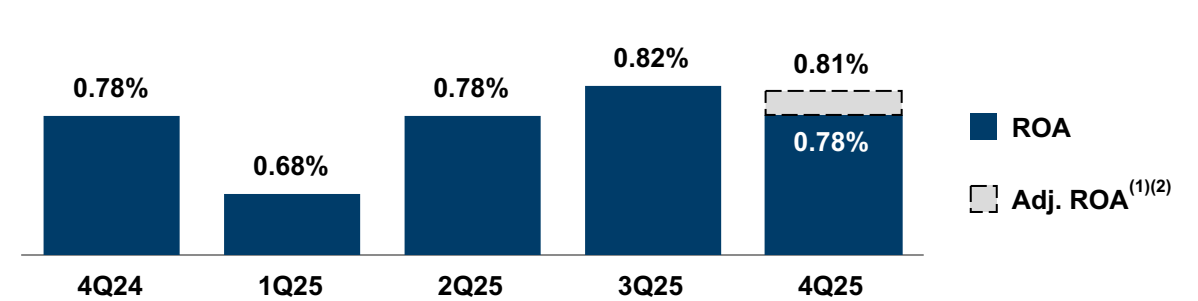
- Continued growth in core deposits
  - NIDDA up \$485 million, or 6%, vs prior quarter; and up \$1.5 billion, or 20%, vs prior year
- Core loan<sup>(2)</sup> growth momentum continues
  - Core loans up \$769 million, or 5% vs prior quarter; and up \$786 million, or 5% vs prior year
  - Total loans up \$571 million or 2% vs prior quarter; and roughly flat vs prior year

(1) Adjusted net income, ROA, and EPS are adjusted for the impact of write downs of previously capitalized software totaling \$3.8 million before taxes and represent a non-GAAP measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures. (2) Core Loans include CRE, C&I and Mortgage Warehouse Lending.

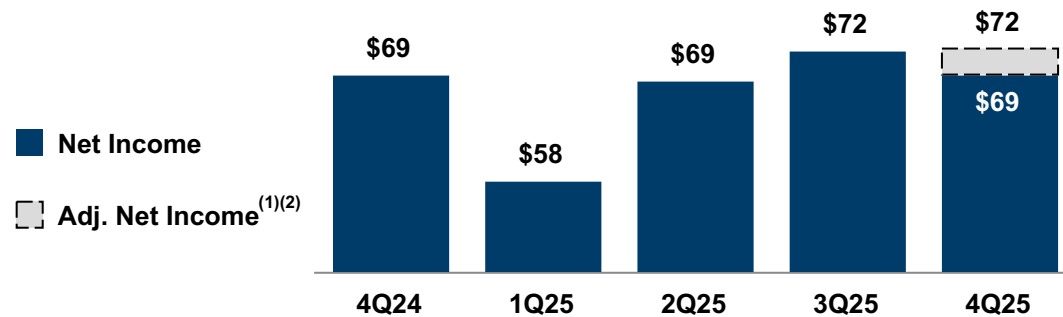
## Net Interest Income & Net Interest Margin



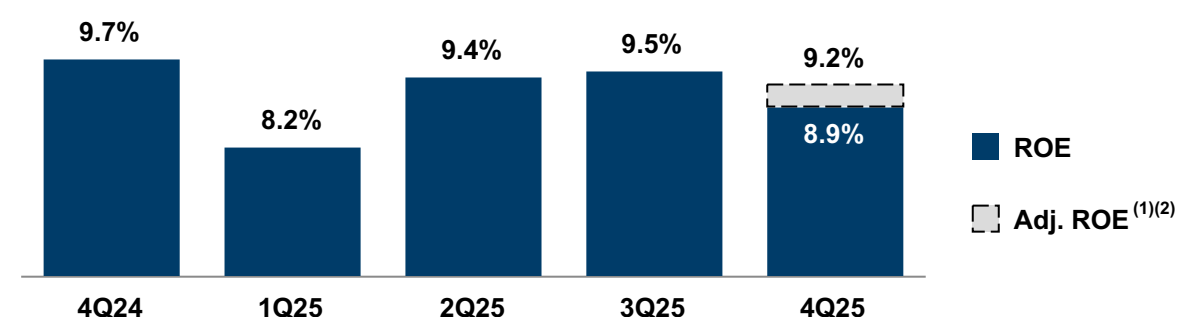
## Return on Assets<sup>(3)</sup>



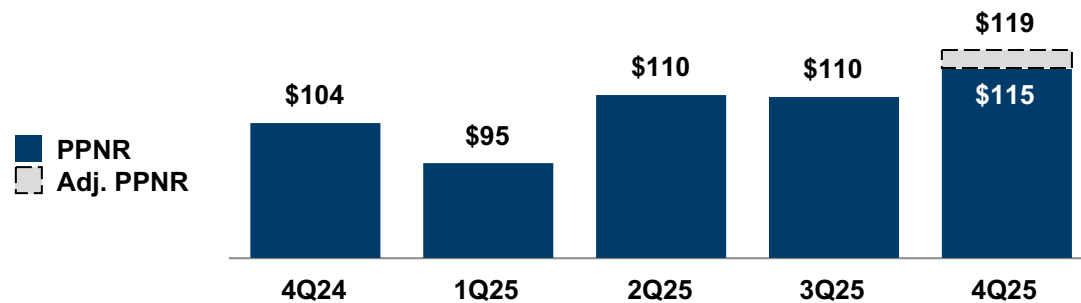
## Net Income



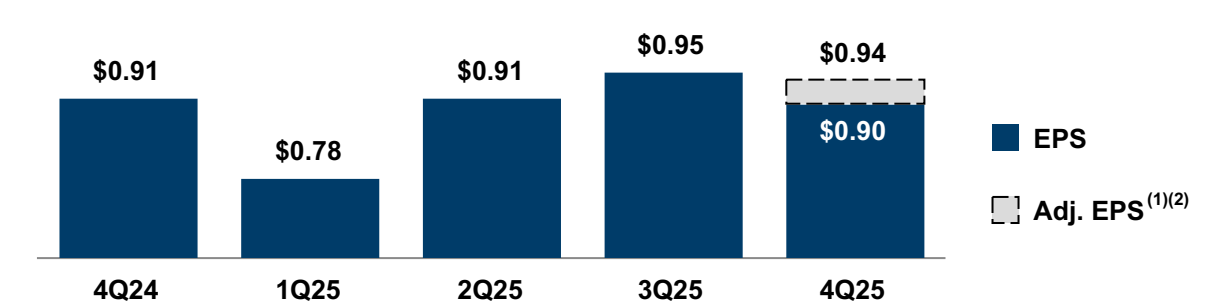
## Return on Equity<sup>(3)</sup>



## Pre-Provision Net Revenue<sup>(2)</sup>



## EPS



(1) Adjusted net income, ROA, ROE, and EPS are adjusted for the impact of write downs of previously capitalized software totaling \$3.8 million before taxes. (2) Represents a non-GAAP measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures. (3) Quarterly annualized ratios.

# Fourth Quarter Earnings Highlights



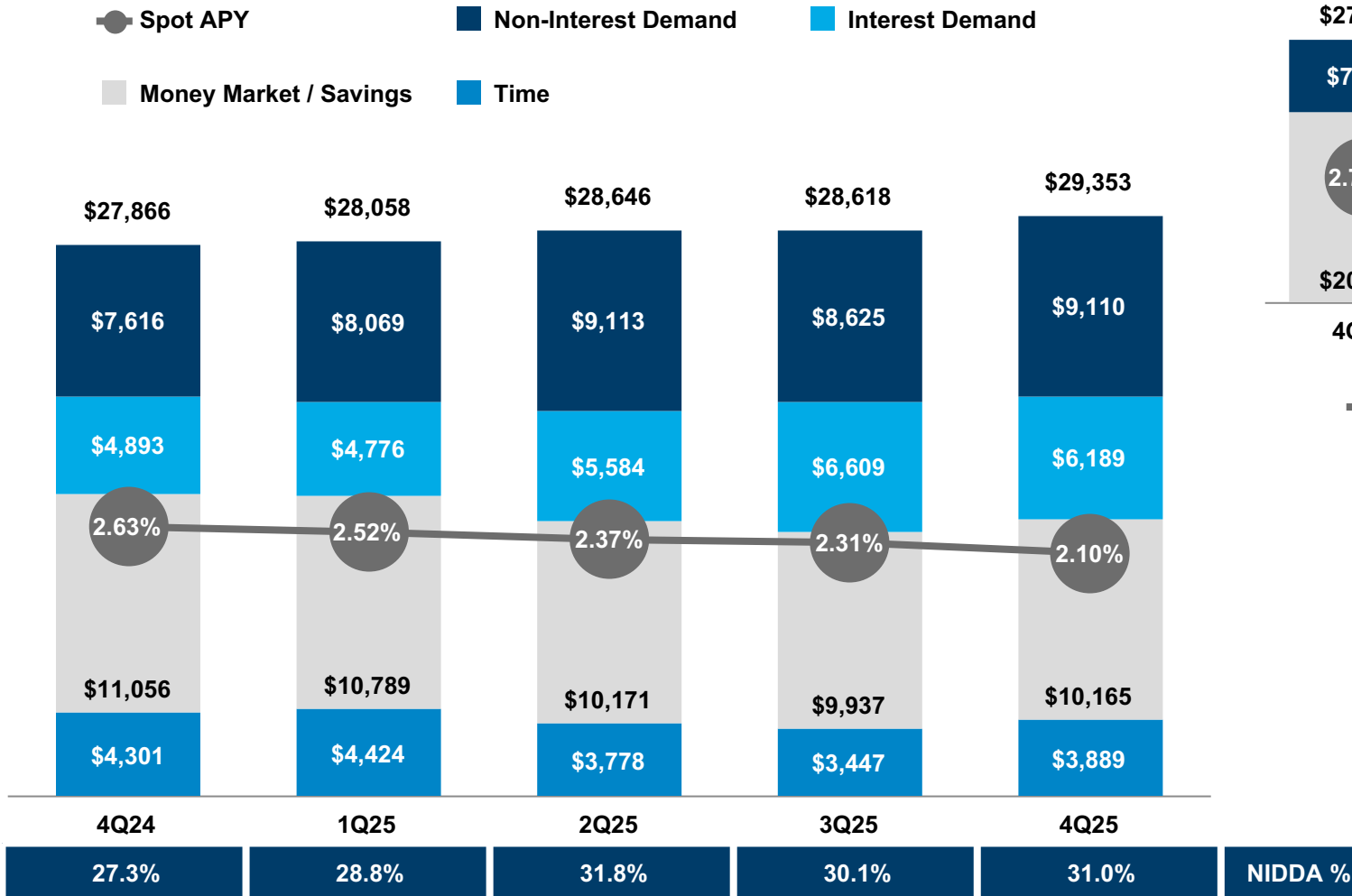
(\$ in millions, except per share data)	4Q24	3Q25	4Q25	Change From	
				4Q24	3Q25
<b>Income Statement</b>					
Net Interest Income	\$239	\$250	\$258	\$19	\$8
Provision for Credit Losses	\$11	\$12	\$26	\$15	\$14
Total Non-Interest Income	\$25	\$26	\$30	\$5	\$4
Total Non-Interest Expense	\$160	\$166	\$173	\$13	\$7
Net Income	\$69	\$72	\$69	\$—	(\$3)
EPS	\$0.91	\$0.95	\$0.90	(\$0.01)	(\$0.05)
Net Interest Margin	2.84%	3.00%	3.06%	0.22%	0.06%
<b>Balance Sheet</b>					
Period-End Core Loans <sup>(1)</sup>	\$15,783	\$15,800	\$16,569	\$786	\$769
Period-End Loans	\$24,298	\$23,702	\$24,274	(\$24)	\$571
Non-Interest DDA	\$7,616	\$8,625	\$9,110	\$1,494	\$485
Period-End Deposits	\$27,866	\$28,618	\$29,353	\$1,487	\$735
<b>Capital</b>					
CET1	12.0%	12.5%	12.3%	0.3%	(0.2)%
Total Risk-Based Capital	14.1%	14.4%	14.1%	—%	(0.3)%
<b>Asset Quality</b>					
Non-Performing Assets to Total Assets <sup>(2)</sup>	0.73%	1.10%	1.08%	0.35%	(0.02)%
ACL to Total Loans	0.92%	0.93%	0.91%	(0.01)%	(0.02)%
Commercial ACL to Commercial Loans <sup>(3)</sup>	1.37%	1.35%	1.30%	(0.07)%	(0.05)%

(1) Core Loans include CRE, C&I and Mortgage Warehouse Lending. (2) Includes guaranteed portion of non-accrual SBA loans. (3) For purposes of this ratio, commercial loans includes the core C&I and CRE sub-segments as well as franchise and equipment finance. Due to their unique risk profiles, MWL and municipal finance are excluded from this ratio.

# Non-Interest Demand Deposit Balances Have Returned to COVID-Era Peak Levels and Are Well-Positioned for Continued Growth (\$ in millions)

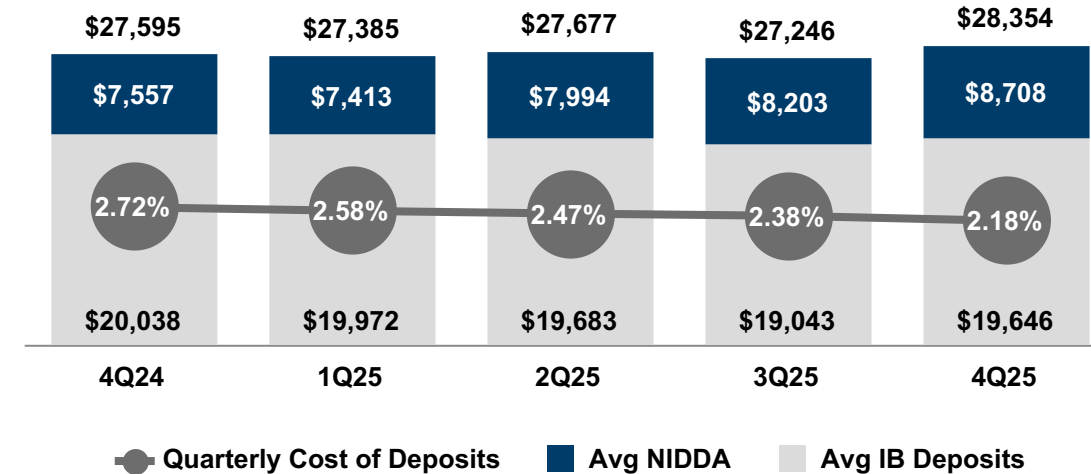


## Deposit Portfolio Over Time



## Quarterly Avg. Deposits & Cost of Deposits

Avg. NIDDA up \$505 million Q-o-Q; \$1.2 billion for the 12 months



Diverse deposit book by sector; largest industry verticals at December 31:

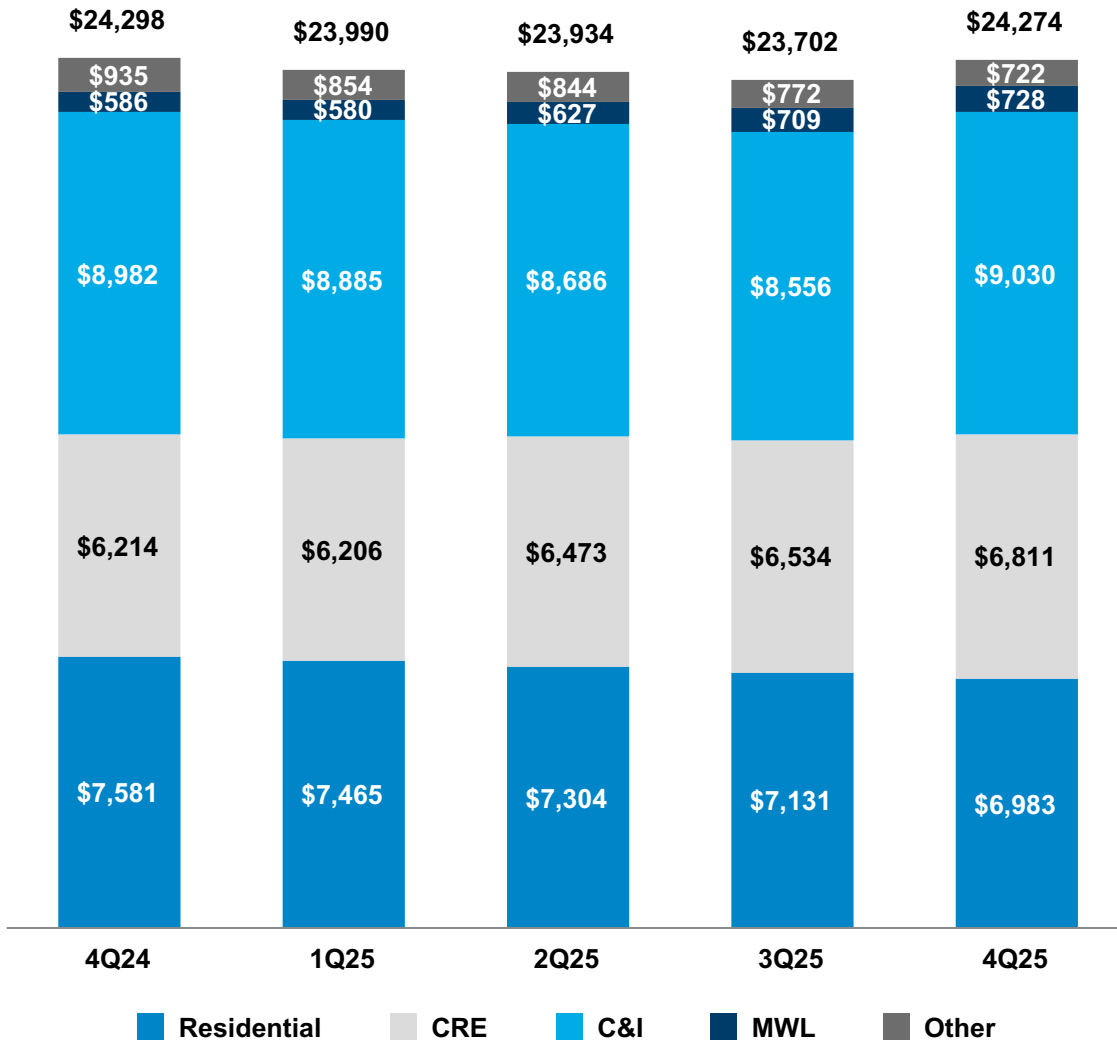
National Title Solutions  
\$4.4 billion

National HOA  
\$2.3 billion

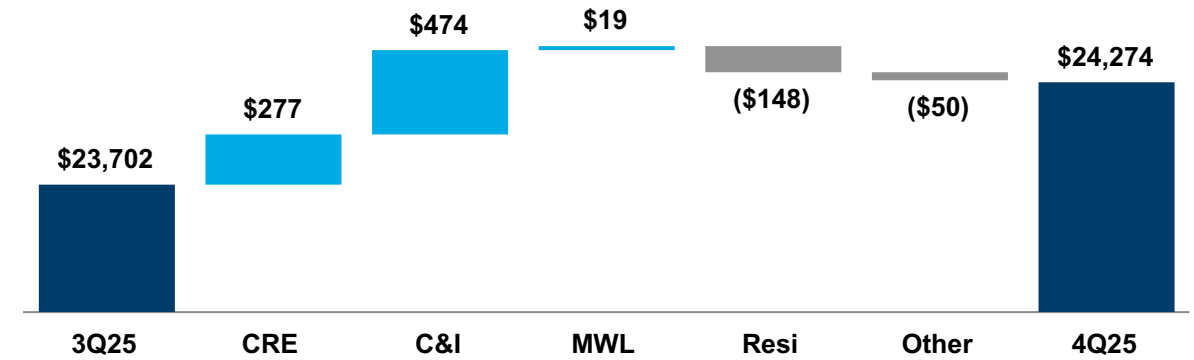
# Core Loan Growth While Resi and Other Loan Balances Continue to Decline (\$ in millions)



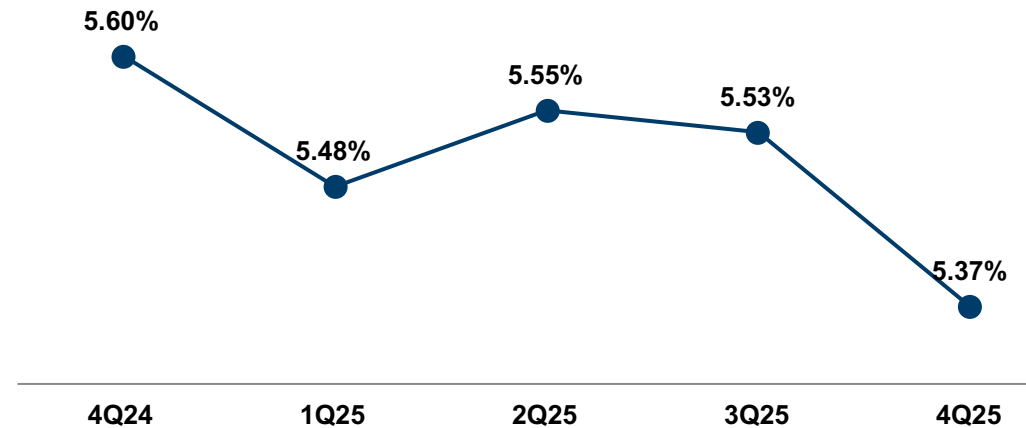
## Loan Portfolio Over Time



## Fourth Quarter 2025 Loan Attribution



## Quarterly Loan Yield

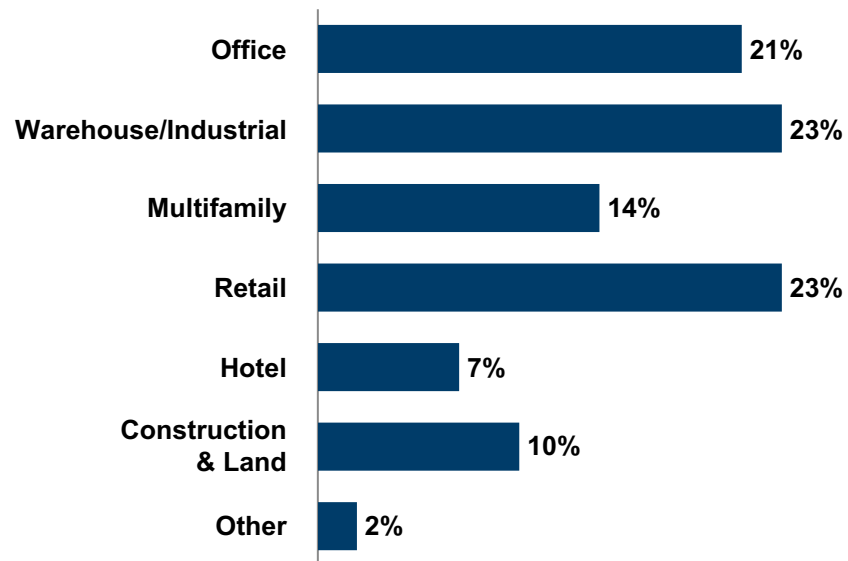


# High Quality Diversified CRE Portfolio

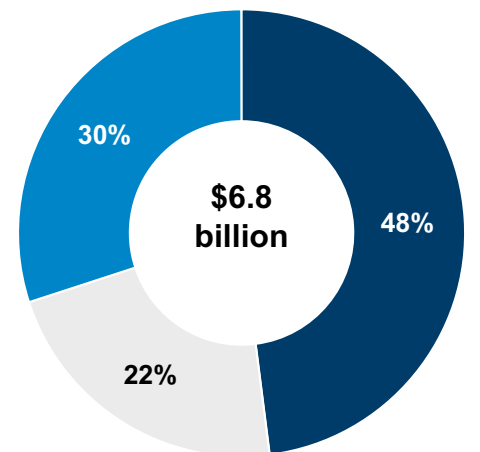
At December 31, 2025 (\$ in millions)



## CRE Portfolio by Property Type

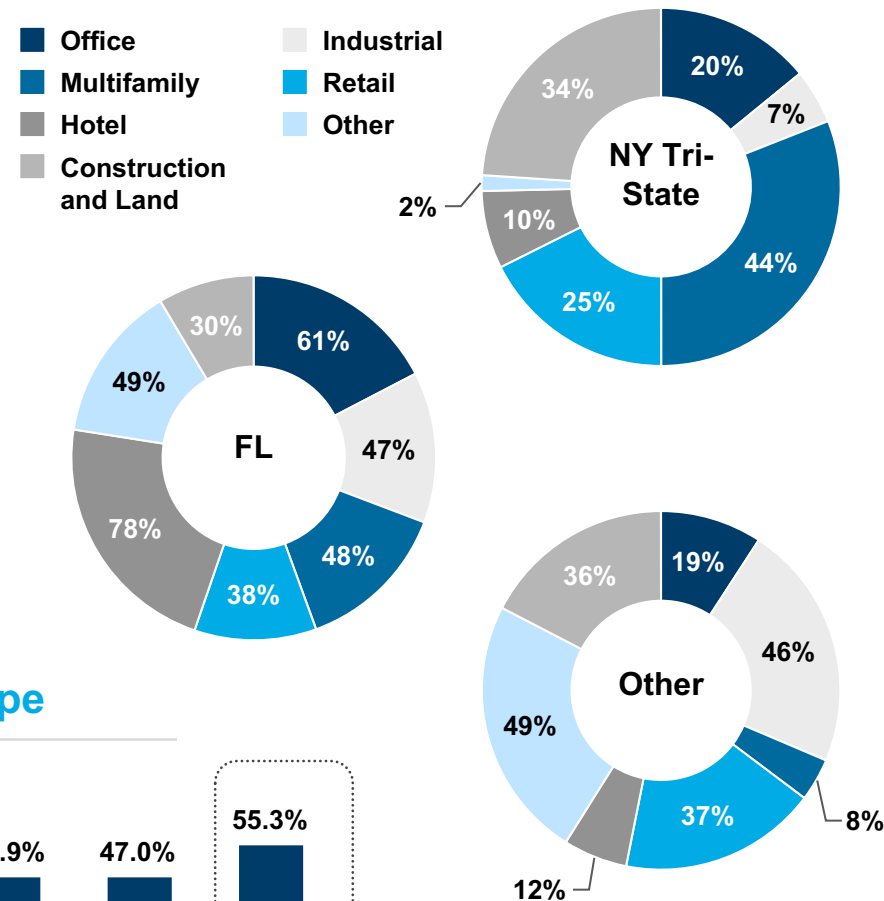


## CRE Portfolio by Geography

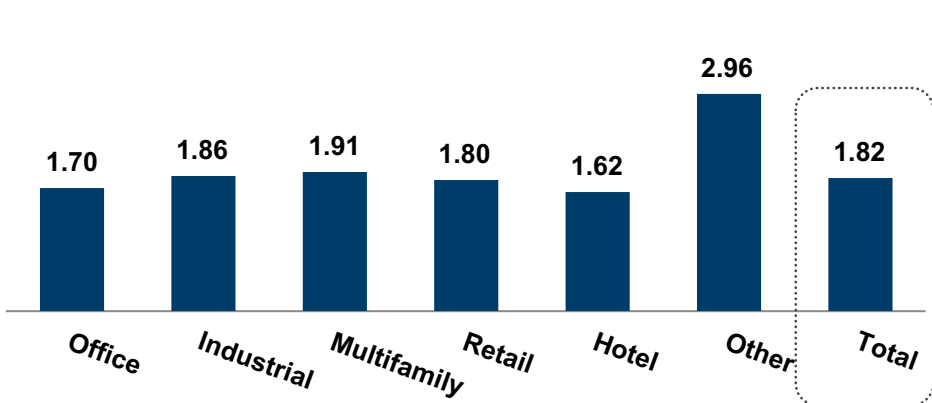


■ FL ■ NY Tri-State ■ Other

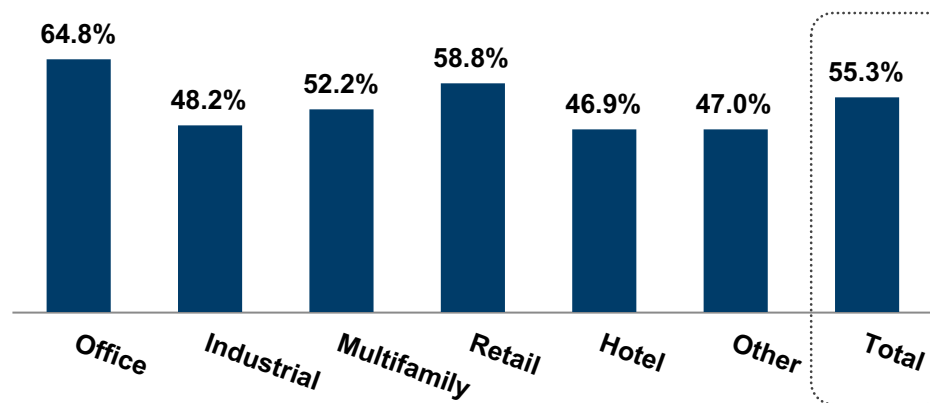
## Geographic Data by Property Type



## Wtd. Avg. DSCR by Property Type



## Wtd. Avg. LTV by Property Type



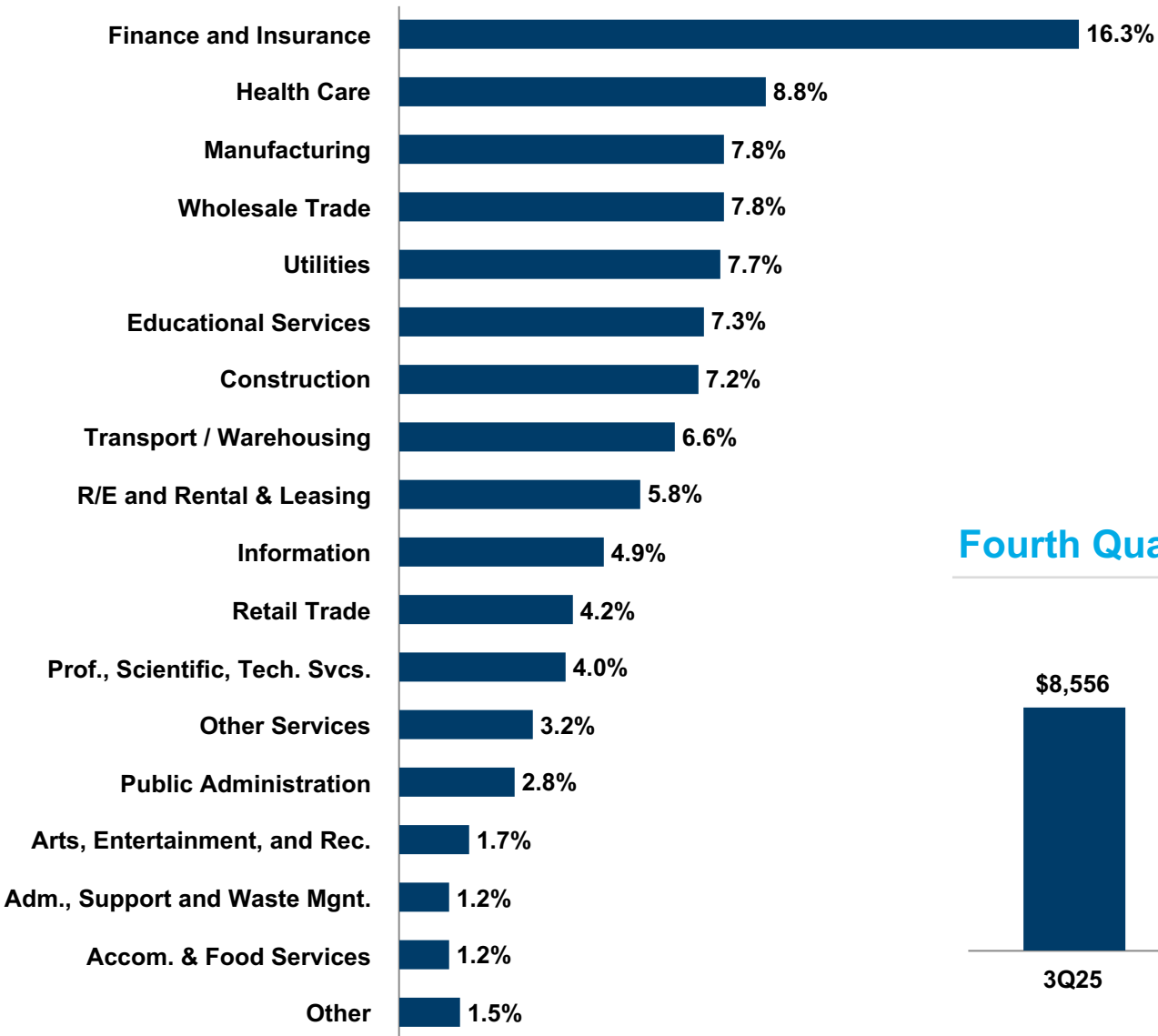


# Commercial and Industrial Loans<sup>(1)</sup>

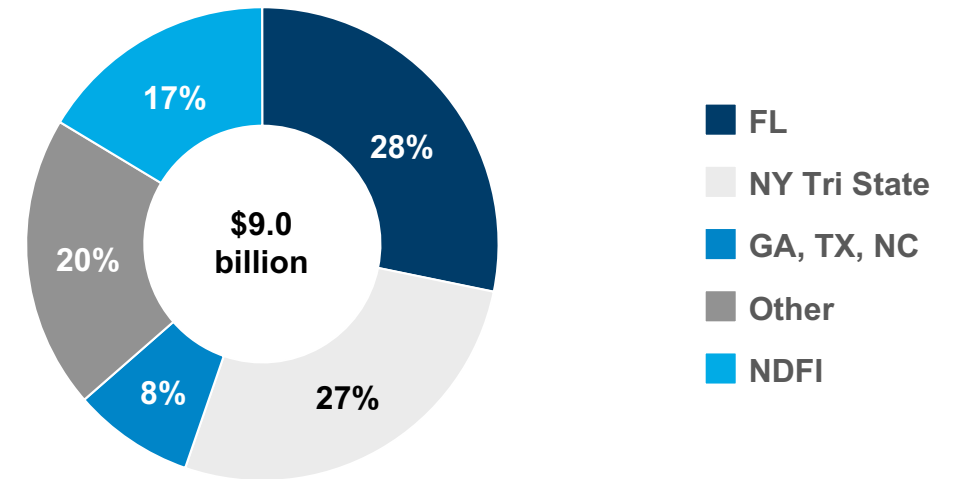
At December 31, 2025 (\$ in millions)



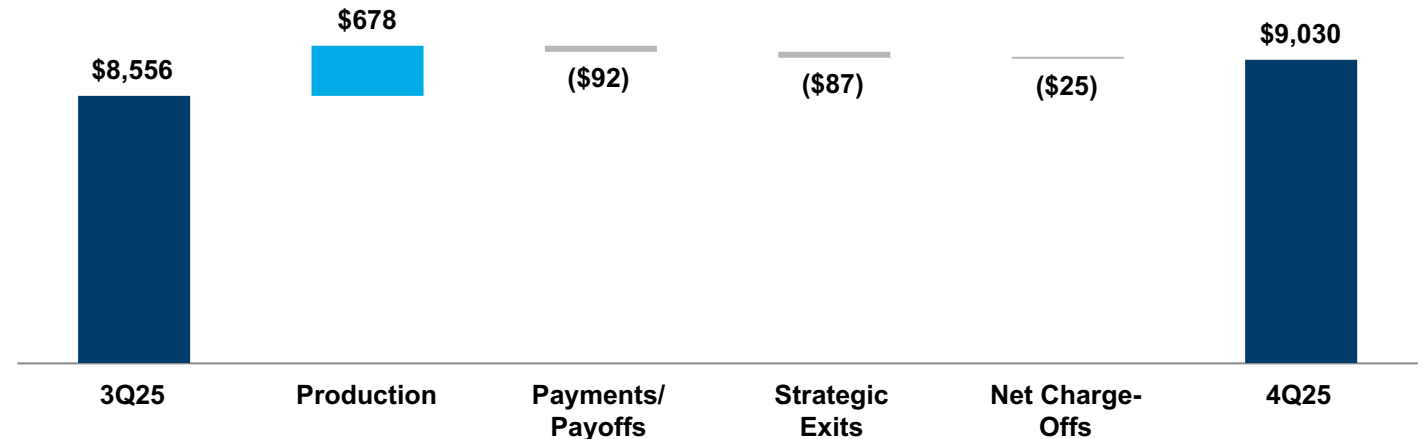
## Diverse Industry Exposure



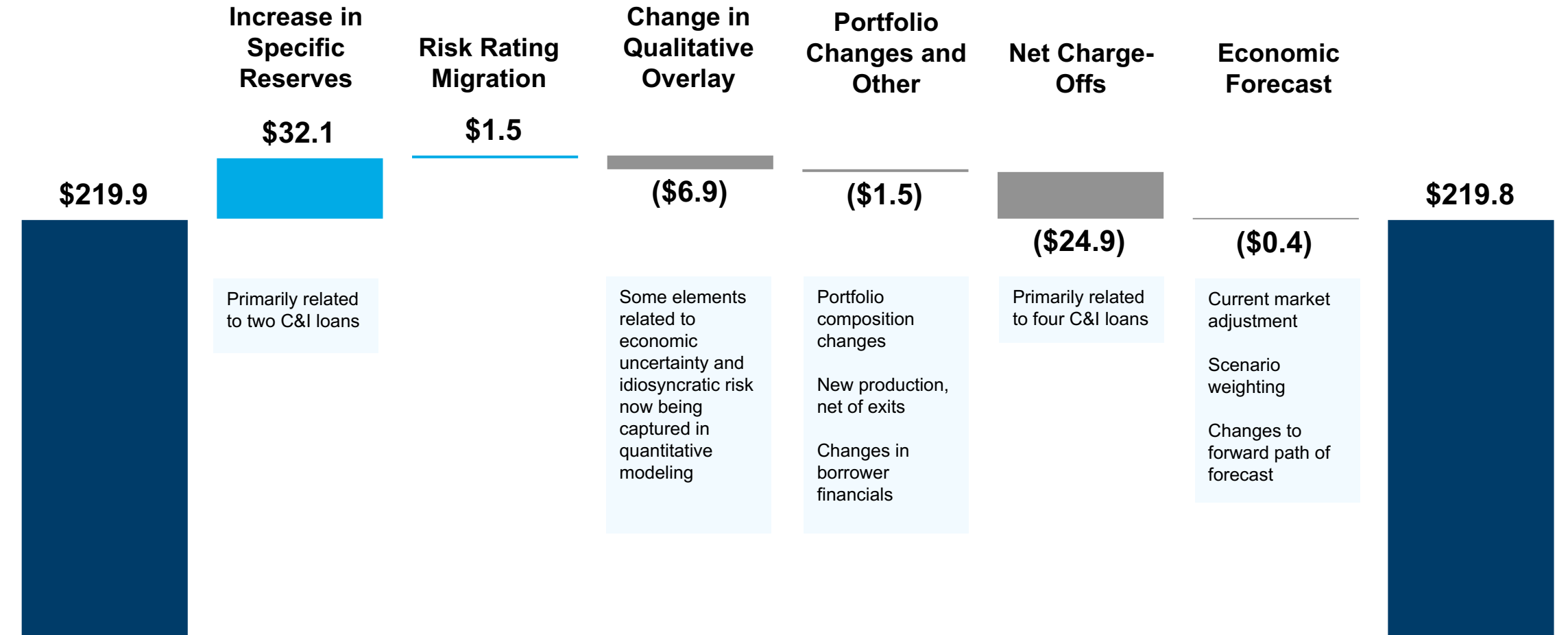
## Geographic Distribution



## Fourth Quarter 2025 C&I Loan Walk



(1) Includes \$2.0 billion in owner-occupied real estate, excludes MWL



3Q25

4Q25

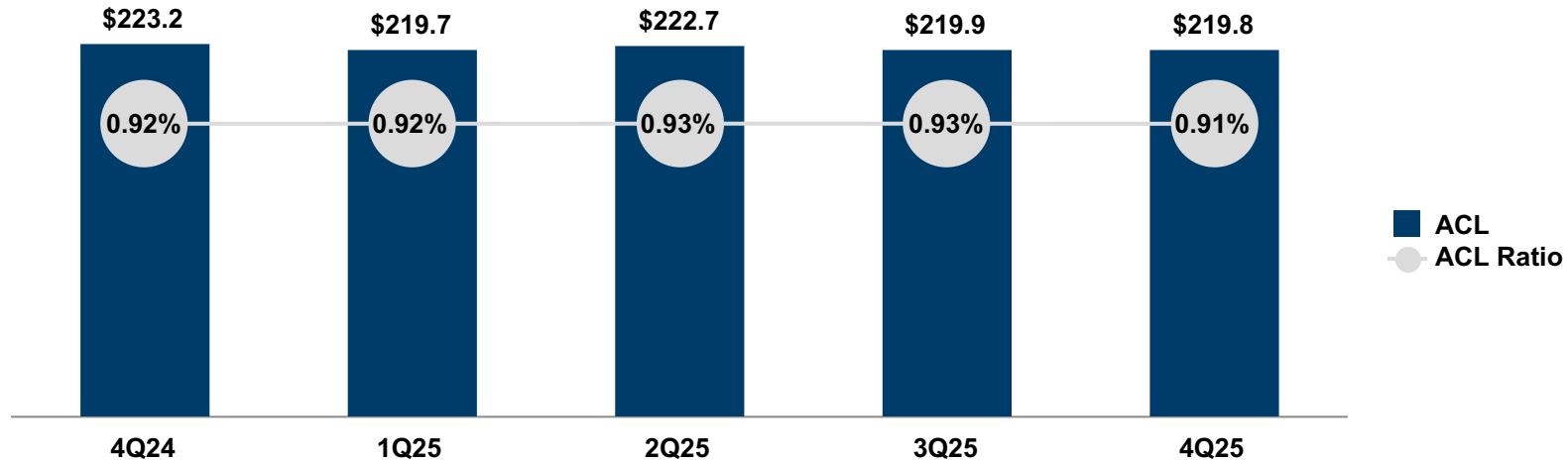
% of Total Loans

0.93%



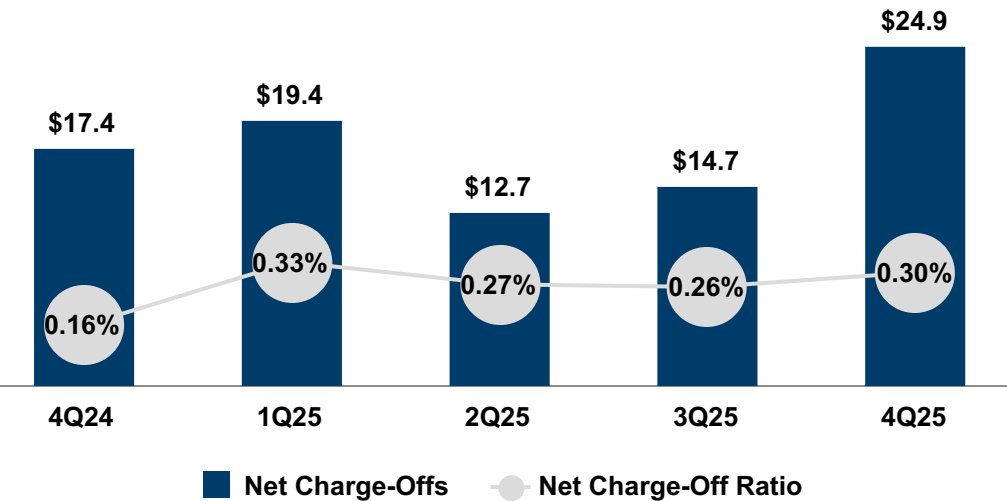
0.91%

## Allowance for Credit Losses



Office Portfolio ACL at 4Q25 was 2.03%

## Net Charge-Offs<sup>(1)</sup>

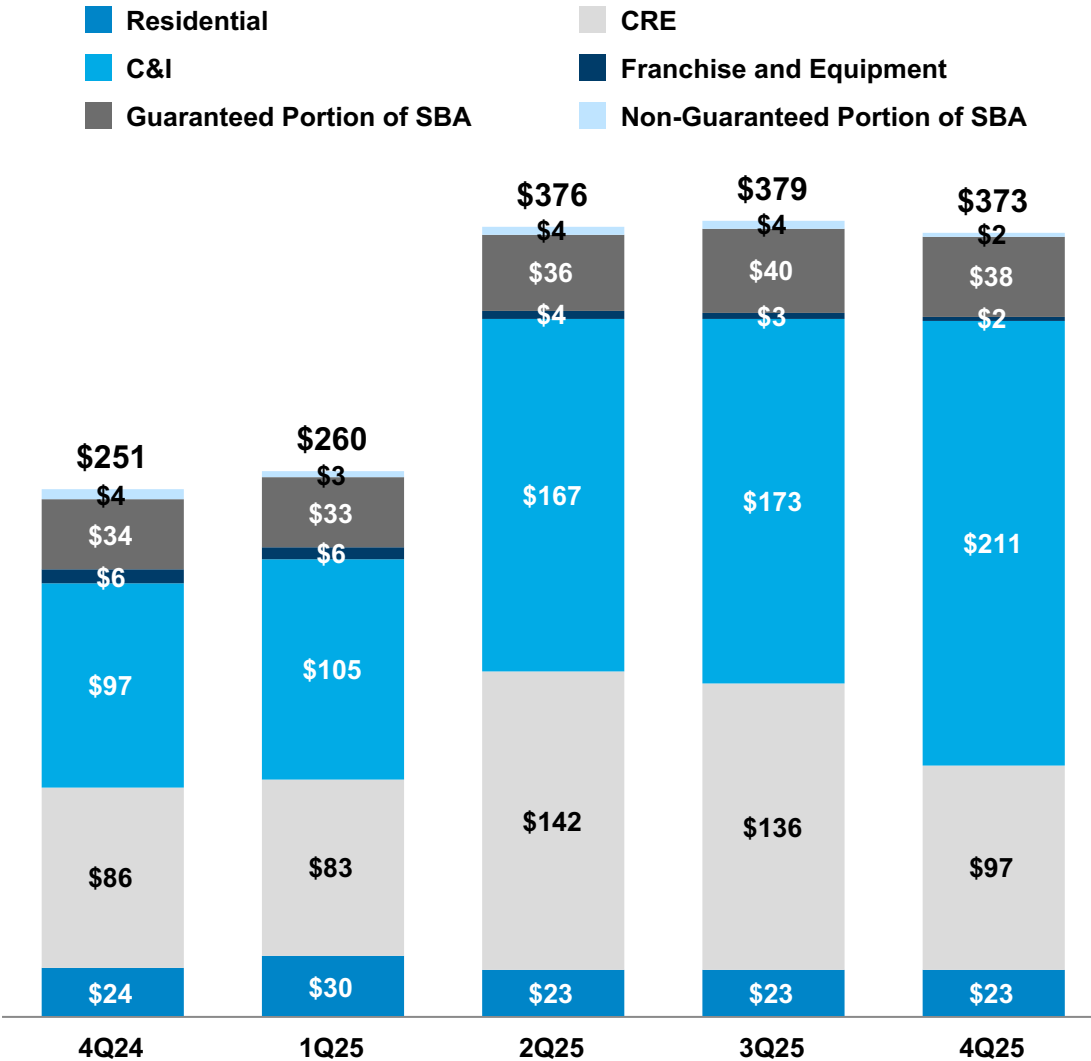


## Composition of ACL at December 31, 2025

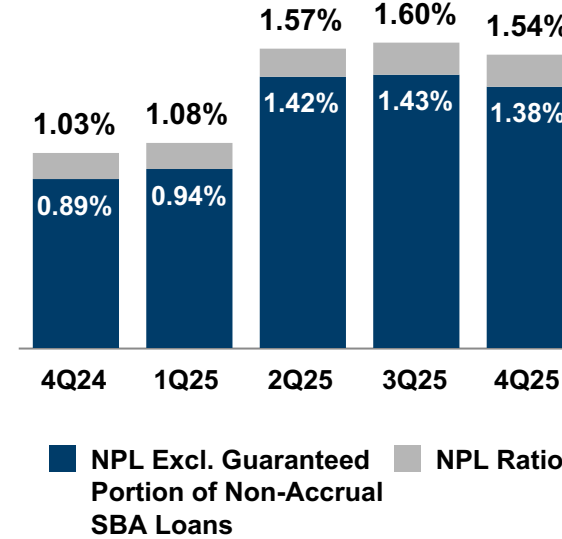
	Balance	% of Loans
<b>Commercial:</b>		
Commercial real estate	\$58.3	0.86 %
Commercial and industrial	148.6	1.65 %
Franchise and equipment finance	1.0	0.93 %
<b>Total commercial</b>	<b>207.9</b>	<b>1.30 %</b>
Pinnacle - municipal finance	0.1	0.02 %
Residential and mortgage warehouse lending	11.8	0.15 %
<b>Allowance for credit losses</b>	<b>\$219.8</b>	<b>0.91 %</b>

(1) Annualized for three months for 1Q25, six months for 2Q25 and nine months 3Q25; 4Q24 and 4Q25 represent annual net charge-off rate.

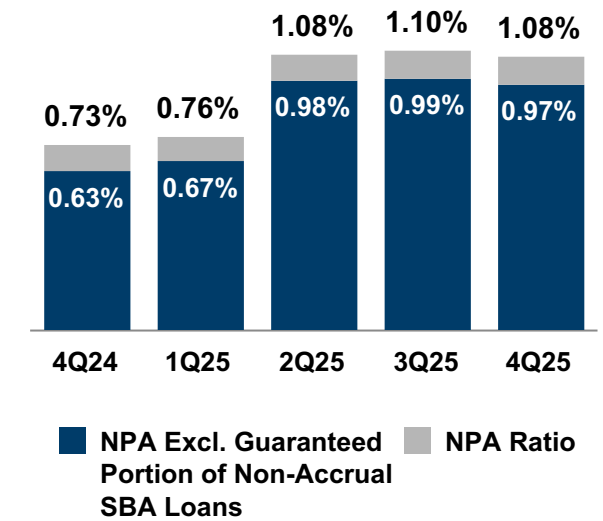
## Non-Performing Loans by Portfolio Segment



## NPL Ratio

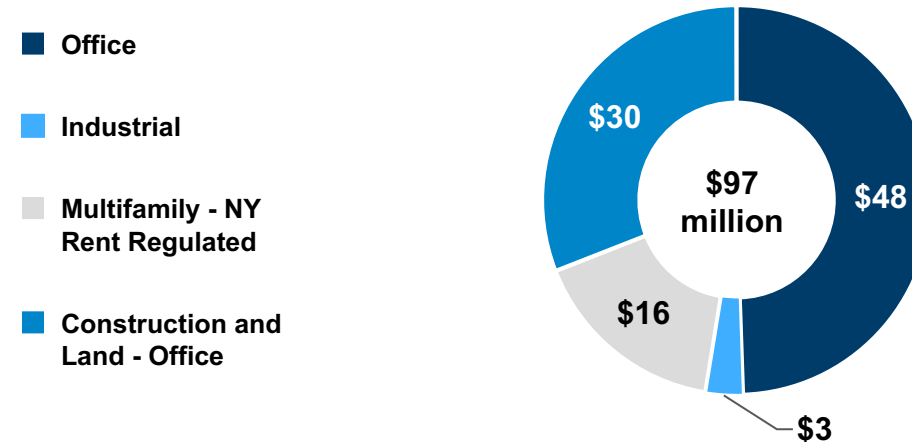


## NPA Ratio

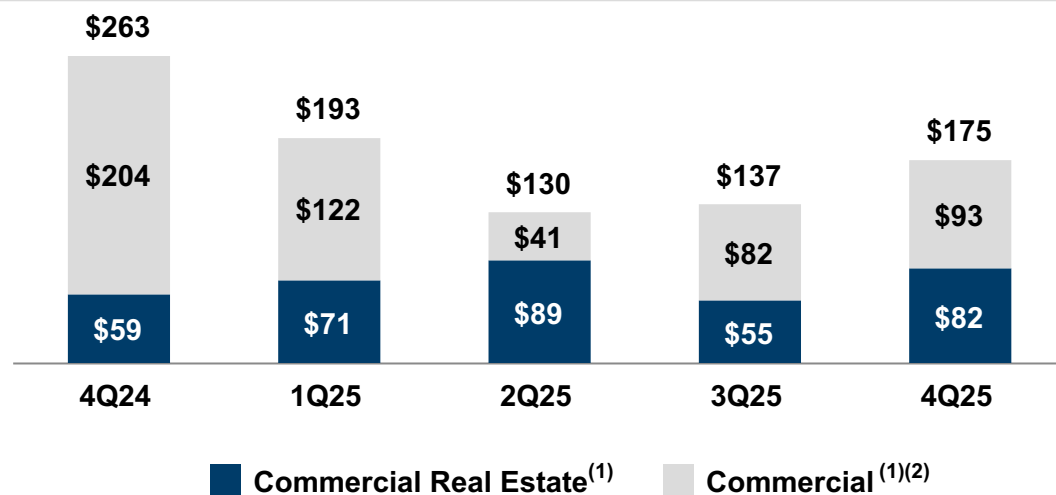


## Non-Performing CRE Loans by Property Type

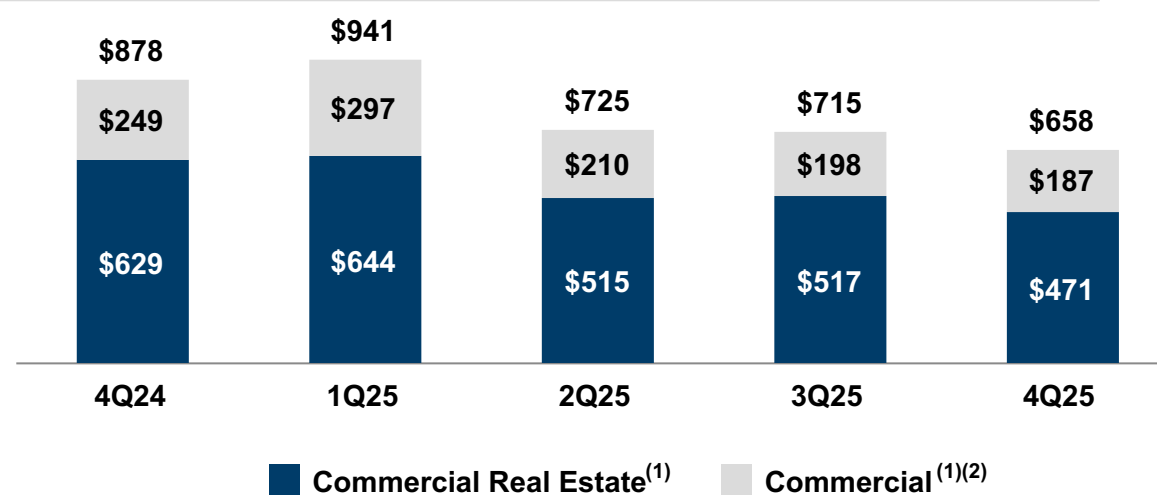
At December 31, 2025



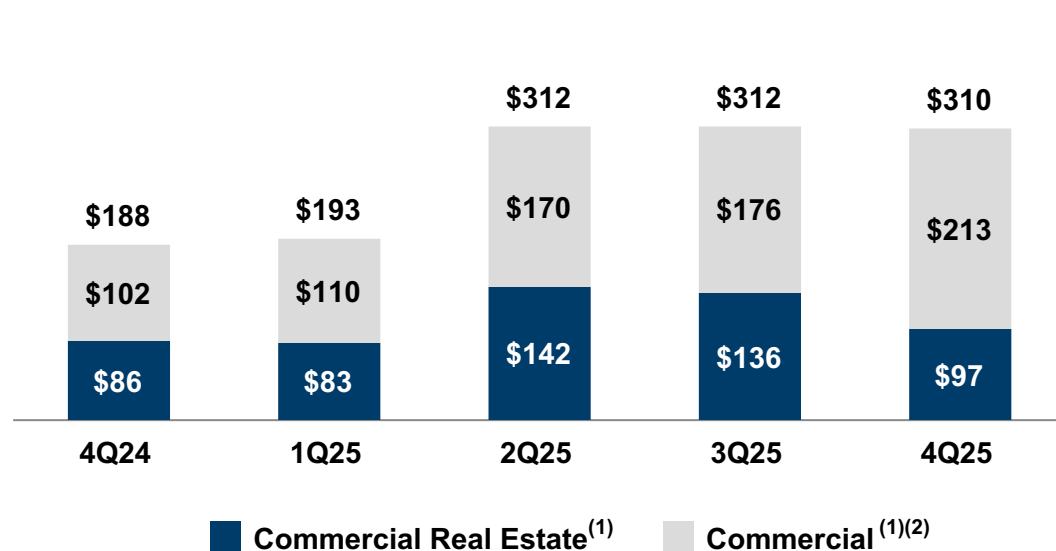
## Special Mention



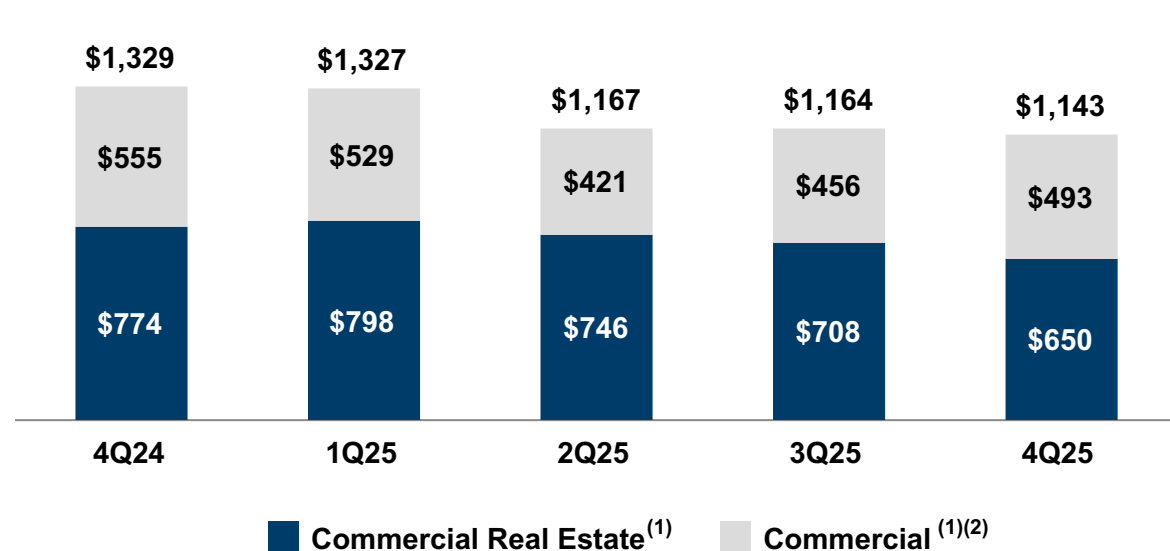
## Substandard Accruing



## Substandard Non-Accruing and Doubtful



## Total Criticized and Classified



(1) Excludes SBA. (2) Includes C&I and franchise and equipment finance

Met or exceeded the majority of 2025 earning guidance metrics provided in January 2025

Metric	Guidance	Actual Results	
Net Interest Income	Grow mid to high single digits	8 %	✓
Net Interest Margin	3.00% by late 2025	3.06 %	✓
Total Deposits	Mid-single digits	5 %	✓
Non-Interest Deposits	Low double digits	20 %	✓
Core Loans	High single digits in commercial and CRE	5 %	✗
Non-Core Loans	Continued decline in residential and non-core	-10 %	✓
Expenses	Mid-single digits	3 %	✓

Metric	2025 Actual	2026 Plan
Loans	5%	6% <b>Core</b>
	(10)%	(8)% <b>Resi/Other</b>
	—%	2% <b>Total</b>
Average Deposits	12%	12% <b>NIDDA</b>
	6%	6% <b>Total ex Brokered</b>
Revenue	8%	8%
Net Interest Income	8%	9%
Fourth Quarter NIM	3.06%	3.20%
Non-Interest Income	7%	6%
Expenses	3%	4%
Credit Provision	\$68	\$68
Capital (CET1)	12.3%	11.6%
Tax Rate	26%	26%

### Strategic Priorities

- Organic growth in our core commercial businesses, led by deposits / payment products
- Continue to de-emphasize / shrink residential mortgage portfolio
- Focus on business segments where our delivery model is a differentiator
- Continue to build momentum in our fee businesses
- Maintain robust capital levels while returning excess capital to shareholders
- Invest in our organic growth capabilities – people, processes and technology, while limiting expense growth in aggregate
- Continue to stay vigilant on credit

### Forecast Assumptions

- No changes in the economic environment
- Continued credit spread tightening on lending activity
- Utilize the forward interest rate curve; 2 Fed funds rate cuts – maintain ~80% deposit beta
- Up to \$250 million of stock buybacks

# Appendix



## NDFI Portfolio Characteristics

**\$1.5B NDFI Exposure vs  
\$1.3B in 3Q25**

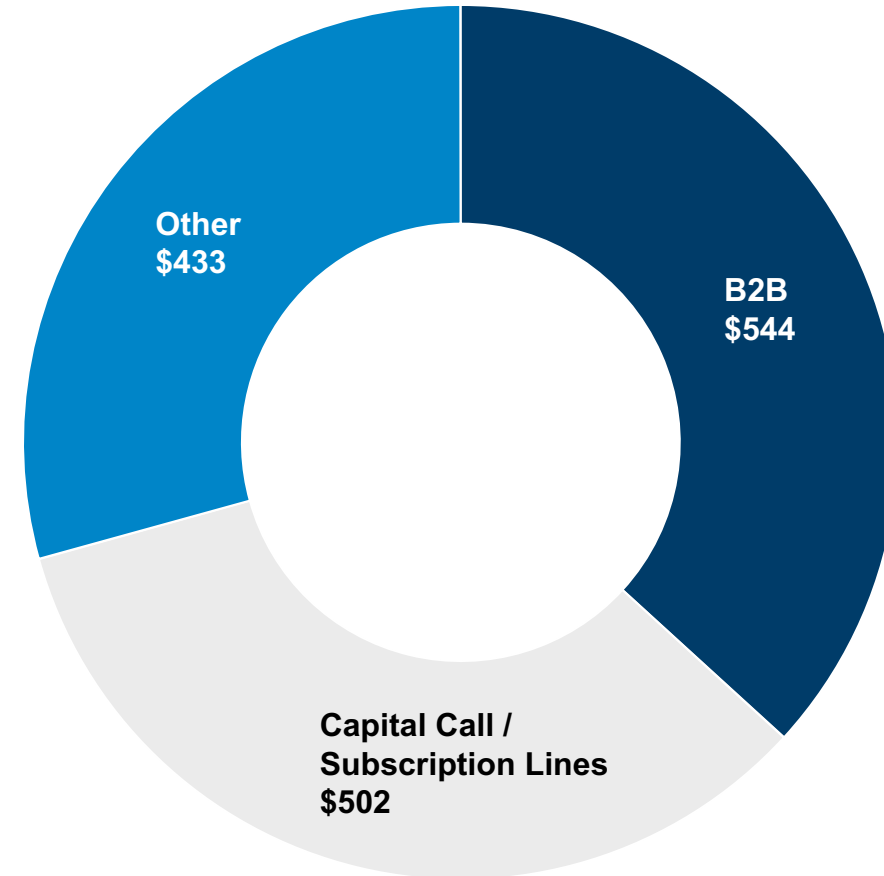
**6% of total loans; 9% of  
commercial loans**

**Entire book is current**

**“Other” includes REITs,  
B2C, Private Equity  
Funds, Insurance  
Carriers and Investment  
Services**

**Excludes \$728 million in  
MWL**

## NDFI Portfolio Distribution (\$ in millions)



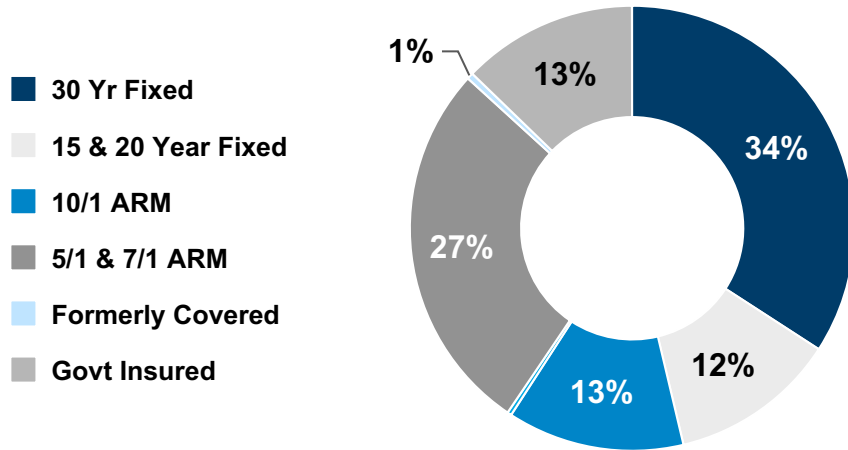
	December 31, 2024		September 30, 2025		December 31, 2025	
	Balance	% of Loans	Balance	% of Loans	Balance	% of Loans
Commercial:						
Commercial real estate	\$70.5	1.13 %	\$62.3	0.95 %	\$58.3	0.86 %
Commercial and industrial	138.0	1.54 %	142.9	1.67 %	148.6	1.65 %
Franchise and equipment finance	2.3	1.12 %	1.1	0.79 %	1.0	0.93 %
Total commercial	210.8	1.37 %	206.3	1.35 %	207.9	1.30 %
Pinnacle - municipal finance	0.1	0.02 %	0.1	0.01 %	0.1	0.02 %
Residential and mortgage warehouse lending	12.3	0.15 %	13.5	0.17 %	11.8	0.15 %
Allowance for credit losses	<b>\$223.2</b>	<b>0.92 %</b>	<b>\$219.9</b>	<b>0.93 %</b>	<b>\$219.8</b>	<b>0.91 %</b>

## Office Portfolio ACL: 2.03% at December 31, 2025, 2.21% at September 30, 2025

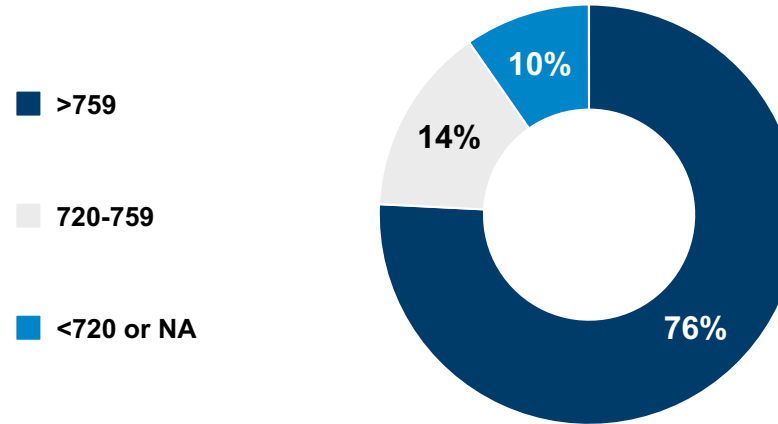
Asset Quality Ratios	December 31, 2024	September 30, 2025	December 31, 2025
Non-performing loans to total loans <sup>(1)</sup>	1.03 %	1.60 %	1.54 %
Non-performing loans, excluding the guaranteed portion of non-accrual SBA loans, to total loans	0.89 %	1.43 %	1.38 %
Non-performing assets to total assets <sup>(1)</sup>	0.73 %	1.10 %	1.08 %
Non-performing assets, excluding the guaranteed portion of non-accrual SBA loans, to total assets	0.63 %	0.99 %	0.97 %
Allowance for credit losses to non-performing loans <sup>(1)</sup>	89.01 %	57.95 %	58.99 %
Net charge-offs to average loans <sup>(2)</sup>	0.16 %	0.26 %	0.30 %
Net charge-offs to average loans, trailing twelve months	0.16 %	0.27 %	0.30 %

(1) Non-performing loans and assets include the guaranteed portion of non-accrual SBA loans totaling \$37.9 million, \$40.0 million and \$34.3 million at December 31, 2025, September 30, 2025 and December 31, 2024, respectively. (2) Annualized for the nine months ended September 30, 2025.

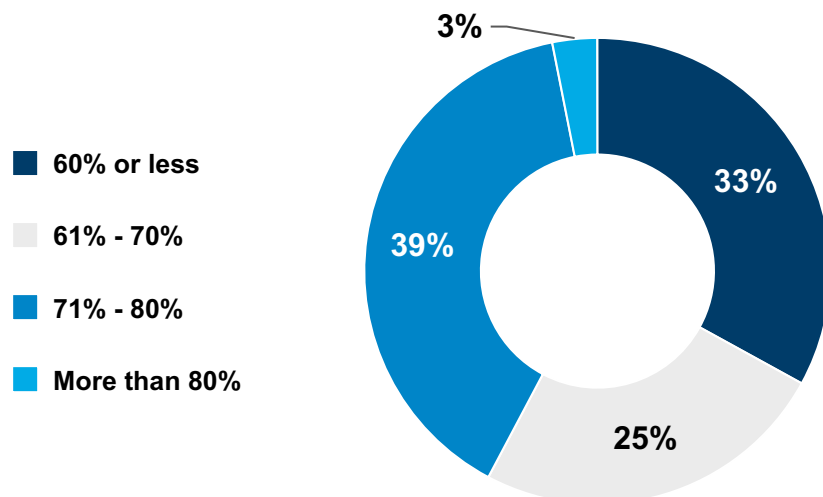
## Residential Loan Product Type



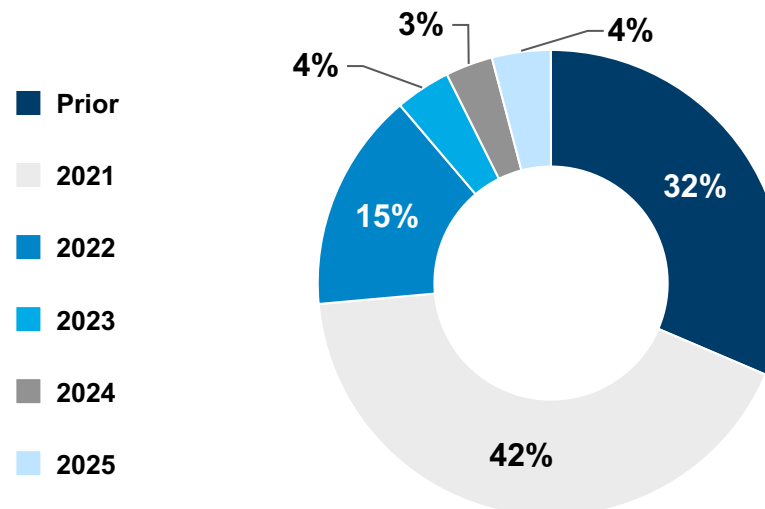
## FICO Distribution<sup>(1)</sup>



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



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



High quality residential portfolio consists primarily of high FICO, low LTV, prime jumbo mortgages with de-minimis charge-offs since inception as well as government insured loans

(1) Excludes government insured residential loans. FICOs are refreshed routinely. LTVs are typically at origination

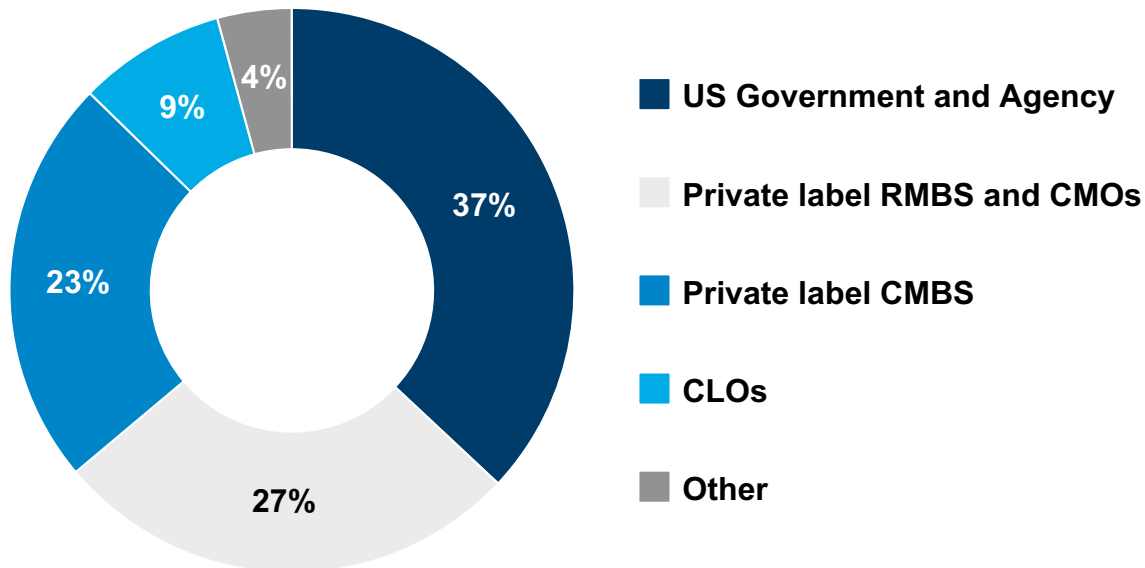
Portfolio	December 31, 2024		September 30, 2025		December 31, 2025	
	Net Unrealized Loss	Fair Value	Net Unrealized Loss	Fair Value	Net Unrealized Loss	Fair Value
US Government and Agency	(\$99)	\$3,421	(\$57)	\$3,453	(\$51)	\$3,424
Private label RMBS and CMOs	(253)	2,238	(207)	2,356	(193)	2,491
Private label CMBS	(39)	1,784	(17)	2,260	(14)	2,168
CLOs	2	1,133	—	988	—	781
Other	(17)	525	(9)	401	(9)	394
	<u>(\$406)</u>	<u>\$9,101</u>	<u>(\$290)</u>	<u>\$9,458</u>	<u>(\$267)</u>	<u>\$9,258</u>

No expected credit losses on AFS securities

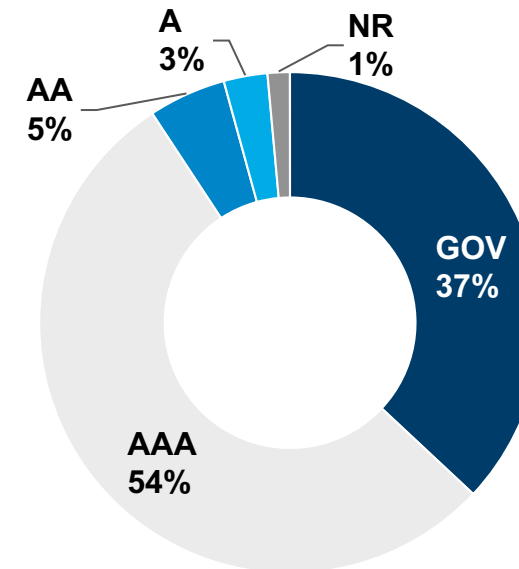
Unrealized losses just 3% of amortized cost

AFS portfolio duration of 1.72; approximately 68.5% of the portfolio floating rate

## Portfolio Composition



## Rating Distribution



Net income, EPS, ROA and ROE excluding the impact of the write-off are non-GAAP financial measures. Disclosure of these measures enhances the reader's ability to compare the Company's performance for 4Q25 to other periods presented. 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 and the ability of the Company to generate earnings sufficient to cover estimated credit losses. This measure also provides a meaningful basis for comparison to other financial institutions since it is commonly employed and is a measure frequently cited by investors and analysts.

The following tables reconciles these non-GAAP financial measurements to the comparable GAAP financial measurements of net income, EPS, ROA and ROE for 4Q25 and PPNR for the periods presented:

	4Q25	(\$ in millions)	4Q24	1Q25	2Q25	3Q25	4Q25
<i>(\$ in millions except per share data)</i>							
Net income (GAAP)	\$69	Income before income taxes (GAAP)	\$93	\$80	\$94	\$98	\$90
Write downs on capitalized software	4	Plus: provision for credit losses	11	15	16	12	26
Tax effect of adjustment	(1)	<b>PPNR</b>	<b>\$104</b>	<b>\$95</b>	<b>\$110</b>	<b>\$110</b>	<b>\$115</b>
<b>Adjusted net income</b>	<b>\$72</b>						
Average assets	\$35,186						
ROA	0.78 %						
<b>Adjusted ROA</b>	<b>0.81 %</b>						
Average stockholders' equity	\$3,095						
ROE	8.9 %						
<b>Adjusted ROE</b>	<b>9.2 %</b>						
EPS (GAAP)	\$0.90						
Write downs on capitalized software	0.04						
<b>Adjusted EPS</b>	<b>\$0.94</b>						