



# EAST WEST BANCORP

Nasdaq: EWBC

## **Company Profile and Investment Overview**

**March 2, 2010**

# Notice

## Safe Harbor Statement

*This presentation may include forward-looking statements that involve inherent risks and uncertainties. East West Bancorp, Inc. cautions readers that a number of important factors could cause actual results to differ materially from those in any forward-looking statements. These factors include economic conditions and competition in the geographic and business areas in which East West Bancorp and its subsidiaries operate, inflation or deflation, fluctuation in interest rates, legislation and governmental regulations, investigation of acquired banks and other factors discussed in the company's filings with the SEC.*

# Our Vision

To be recognized as the Premier Bridge between East and West, and acknowledged for delivering relationship driven financial solutions to an increasingly diverse and sophisticated customer base.

# East West Bank Today

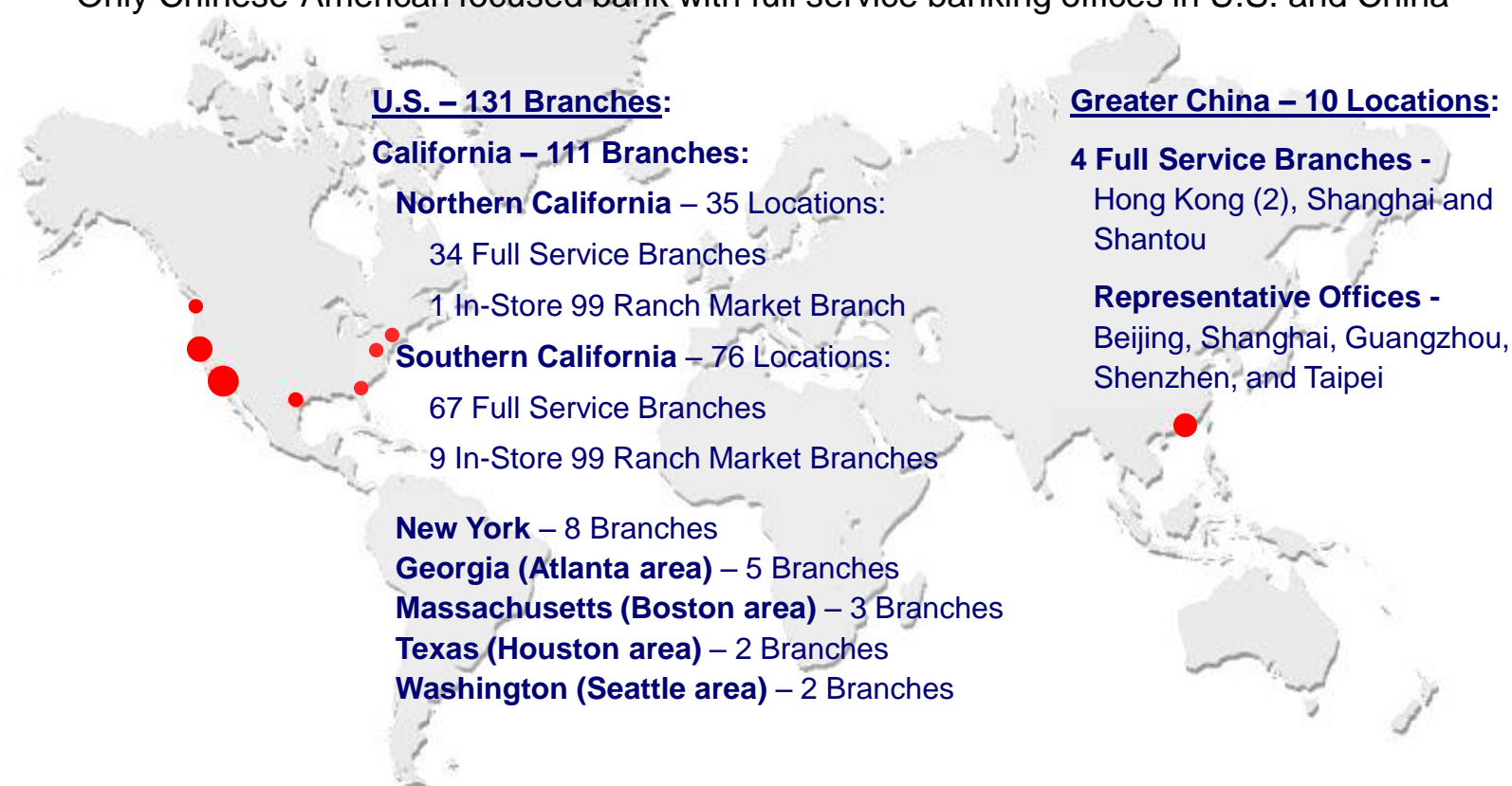
- **3<sup>rd</sup> Largest Independent Commercial Bank Headquartered in California**
  - \$20.6 billion total assets as of December 31, 2009
  - U.S. locations: 131 locations in total - 111 branches in California, 8 branches in New York, 5 branches in Georgia, 3 branches in Massachusetts, 2 branches in Texas, 2 branches in Washington
  - Greater China locations: 2 branches in Hong Kong, 1 branch in Shanghai, 1 branch in Shantou, and representative offices in Beijing, Shanghai, and Guangzhou, Shenzhen, and Taipei
  
- **The Financial Bridge Between East and West**
  - Leading market share in Chinese American market – **The East**
  - Growing position in key mainstream banking markets – **The West**

# Who We Are

- **Over 2,500 Team Members Connecting the Bridge from West to East and East to West**
- **Strong international connections**
  - Assisting clients in cross-cultural, cross-border business and personal financial objectives
  - Bridging customers to manufacturers, distributors, and investors
- **Bank of choice for new immigrant Chinese Americans**
- **Gateway to Asian communities in U.S. for mainstream corporations**
  - Southern California Edison, Staples, Verizon, Caltech, Sempra Energy, Knott's Berry Farm Theme Park, LA Lakers among others sought East West to tap into Asian communities and partner in Green initiatives

# Our Distribution Channel

- Leading retail presence in Asian communities
- Commercial banking centers strategically located
- Exclusive in-store branches through 99 Ranch Markets, largest and fastest growing Asian supermarket chain
- Only Chinese-American focused bank with full service banking offices in U.S. and China



# East West Bank Milestones

**First S&L Serving Chinese-American Market in Southern California**

**Exceeded \$1 Billion in Assets**

**Initiated Management Led Buyout Trading on NASDAQ**

**Exceeded \$100 Million in Net Income**



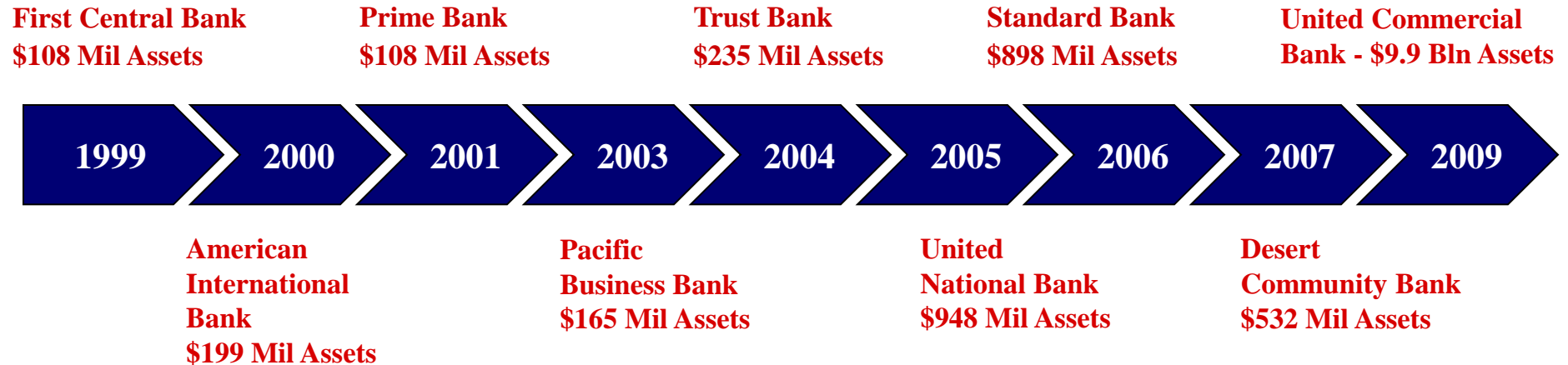
**Expansion of Branch Network in California**

**Converted to a State Chartered Commercial Bank**

**Complemented Organic Growth with Acquisition Activities**

**Surpassed \$20 Billion in Total Assets**

# Successful Acquisition History





# UCB Acquisition Overview

- **FDIC-assisted acquisition of United Commercial Bank (UCB) with loss sharing**
  - Purchase of \$9.86 billion of total assets (fair value) including:
    - \$5.90 billion loans
    - \$2.4 billion of cash and investment securities
  - Assumption of \$9.57 billion of total liabilities (fair value) including:
    - \$6.53 billion of deposits
    - \$2.79 billion of FHLB advances and other borrowings
  - No holding company assets or liabilities included
  - UCB-China bank subsidiary included as part of transaction
- **Loss share agreement covers approximately \$5.66 billion of loans and \$38 million OREO**
  - FDIC covers 80% of losses up to \$2.05 billion
  - FDIC covers 95% of losses above \$2.05 billion
- **East West issued \$165 million common stock and \$335 million mandatory convertible preferred stock via private placement**
- **Both acquisition and capital raise closed on November 6, 2009**

# UCB Acquisition Strategic Rationale

- **Creates the largest and premier commercial bank focused on Asian-American markets**
- **Expands East West deposit franchise both in the U.S. and in Hong Kong and China**
  - Acquisition adds \$6.5 billion of deposits and over 60 branches in the U.S.
  - Creates presence in mainland China with 2 deposit-taking branches
  - Adds 1 branch in Hong Kong
- **Strengthens capital position and significantly increases earnings power of East West**
- **Increased scale provides significant operating leverage that will further improve profitability**
- **Financially compelling for shareholders**
  - Significantly accretive to earnings per share
  - Minimal credit exposure with low risk-weighting applied to acquired assets
  - Accelerated return to profitability to the fourth quarter of 2009



# Capital Raise in November 2009

- Private placement of \$500 million in capital completed on November 6, 2009
- Initial investment consists of:
  - \$165 million of common equity (maximum issuance allowed under NASDAQ listing rules without a shareholder vote)
  - \$335 million of mandatory convertible preferred that will automatically convert into common equity upon receiving required shareholder approval
  - Capital sold predominantly to existing public shareholders
- No investor or group of investors with a common investment adviser owns more than 9.9% of voting securities of the Company
- All common stock issued at \$9.04 per share (30 day average close as of October 30, 2009)
- Mandatory convertible preferred converts at \$9.04 per share
- Shareholder vote for conversion of mandatory preferred into common set for end of March 2010

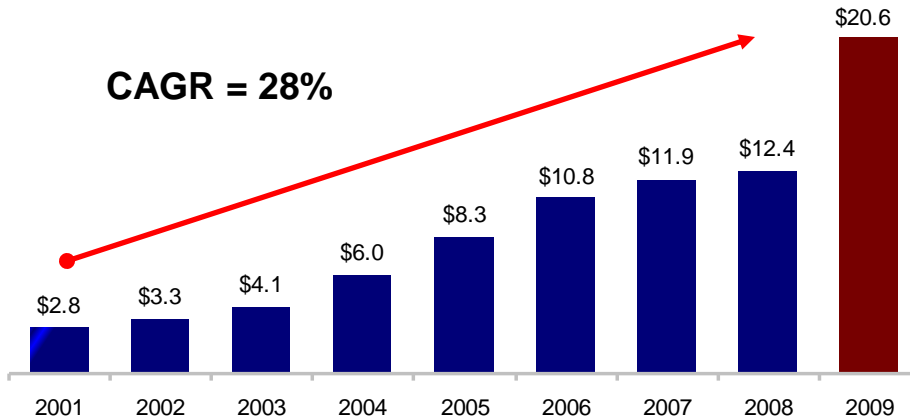
# UCB Acquisition Integration Status

- East West management has formed a dedicated transition team to lead the integration plan
- Credit risk management
  - Expanding credit team to manage portfolio to include existing East West credit staff and hire additional resources
- Branch Network
  - Most retail branches will be retained with minimum consolidation
  - Customers will have access to broader products and services
- Hong Kong/China
  - Stabilize Hong Kong and China business operations
  - Retain key, talented management and enhance by adding additional management resources
- Customer/Employee retention
  - Will honor deposit rates to maturity
  - Key management is known to East West
  - Strengthened capital base will help build customer and employee confidence
- Systems Conversion
  - Full integration of all systems expected to be completed by end of April 2010

# Strong Growth and Performance

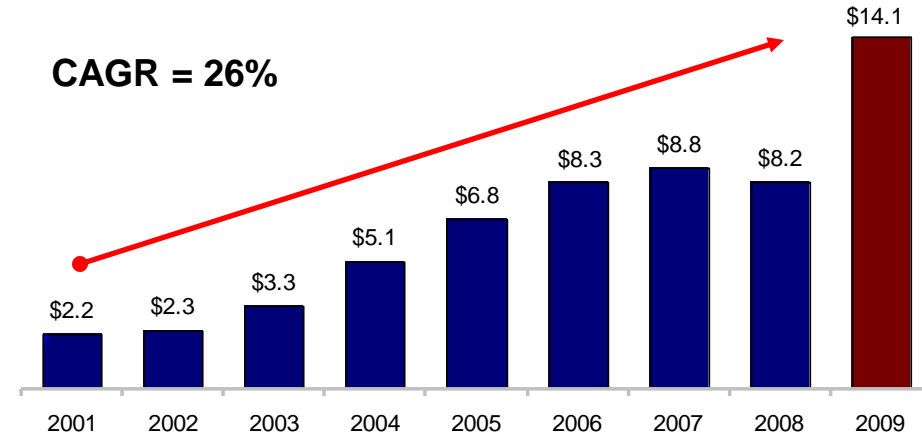
**Total Assets (in billions)**

**CAGR = 28%**



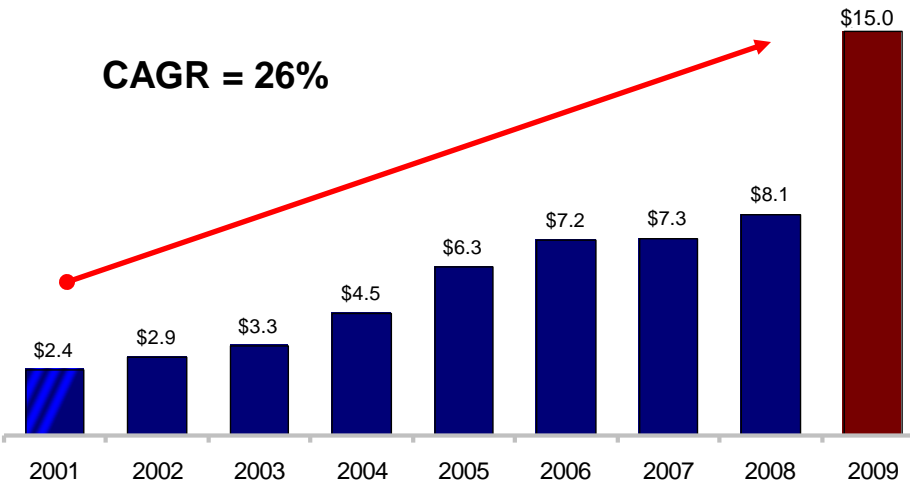
**Total Loans (in billions)**

**CAGR = 26%**



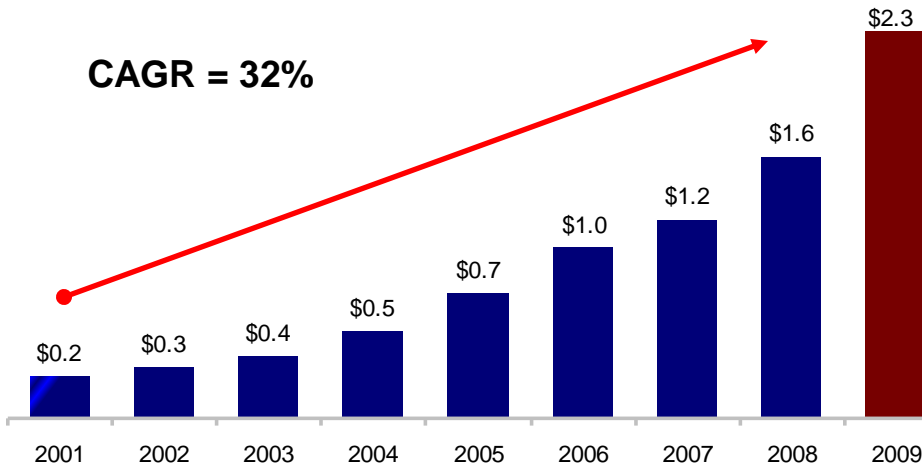
**Deposits (in billions)**

**CAGR = 26%**

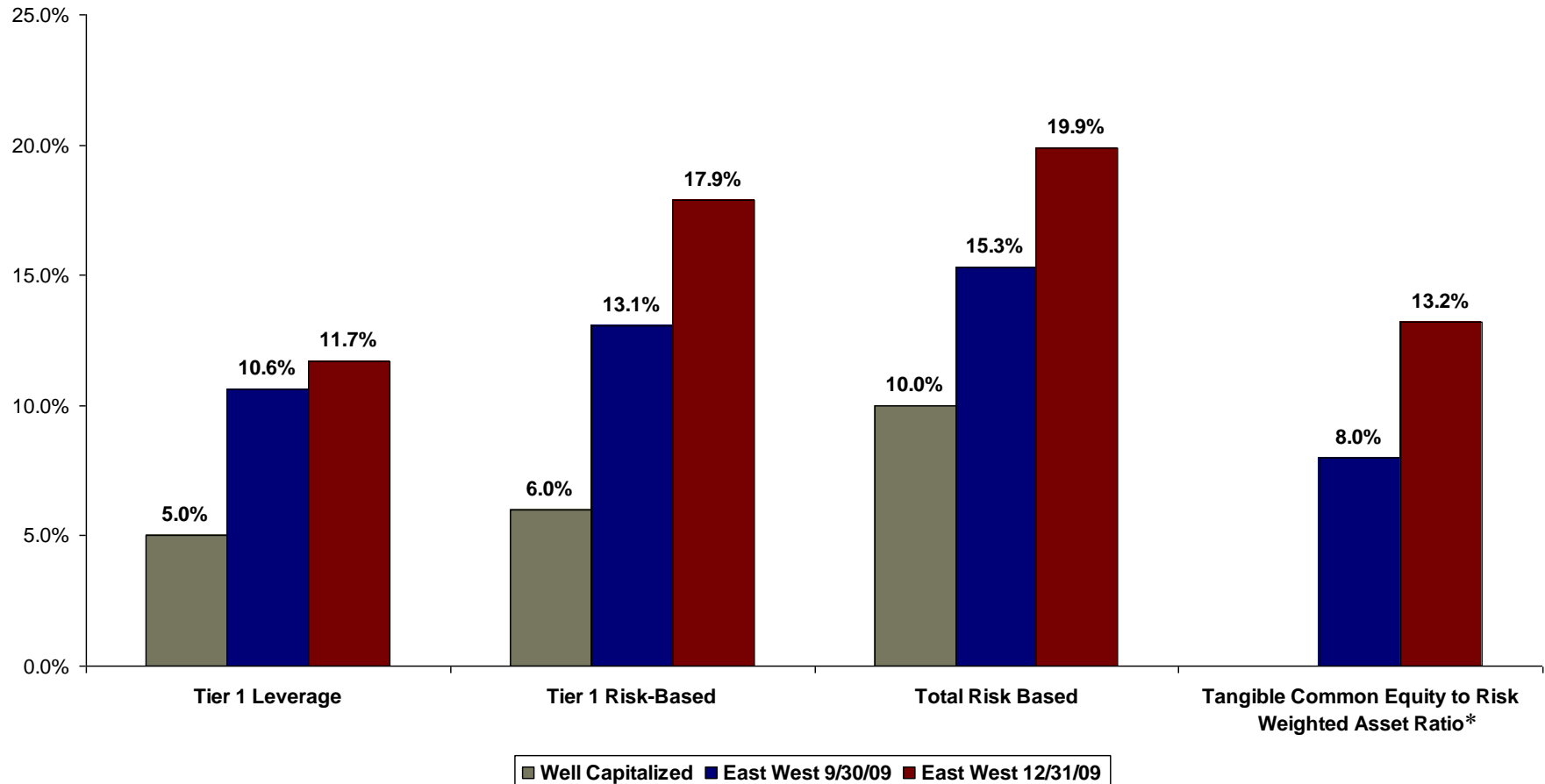


**Stockholders' Equity (in billions)**

**CAGR = 32%**



# Strong Capital



\*Proforma for 12/09 including Mandatory Convertible Cumulative Non-Voting Preferred Stock, Series C which will automatically convert into common shares after the shareholder vote in March 2010.

# 2009 Highlights

**RETURN TO PROFITABILITY** - Net income of \$76.6 million or \$0.33 per diluted share

**CAPITAL STRENGTHENED** - Raised total \$607.8 million in new capital

## **BALANCE SHEET INCREASED**

- Total assets increased to \$20.6 billion and total deposits increased to \$15.0 billion
- Total loans increased to \$14.1 billion, from prior year
- Total deposits grew organically by \$744.1 million or 9% excluding UCB acquisition impact

**LOAN TO DEPOSIT RATIO IMPROVED** - 94.3% at 12/31/09, compared to 101.3% 12/31/08

## **ALLOWANCE TO LOAN LOSSES STRENGTHENED**

- Total allowance increased to \$238.8 million and allowance to gross non-covered loans increased to 2.81% as of December 31, 2009, compared to 2.16% as of December 31, 2008
- Allowance to nonaccrual loans ratio improved to 137.9% as of December 31, 2009, compared to 83.0% as of December 31, 2008

## **EXPOSURES TO PROBLEM CREDITS REDUCED**

- Total land loans and commitments on construction loans decreased \$2 billion from January 1, 2008  
Outstanding land and construction loans were only 5.9% of gross loans at year end

# Key Focus for 2010

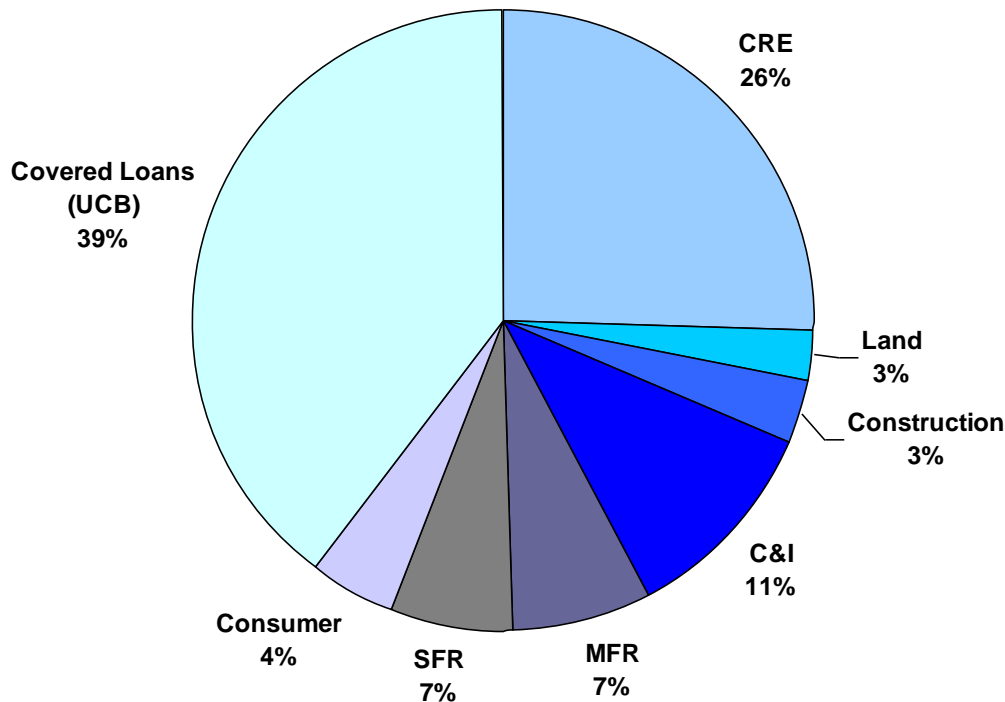
- Successful completion of UCB system conversion and integration
- Building fee-based business lines, such as foreign exchange and cash management
- Strengthening C&I lending infrastructure and sales platform
- Growing core deposits and improving deposit mix
- Continuing to aggressively identify and resolve problem assets
- Maintaining low NPA/total assets and total delinquency ratios



The background of the slide features a grayscale image of a bridge's steel truss structure, viewed from a low angle looking up. The bridge spans across the top of the frame, with its complex lattice of beams and supports creating a strong geometric pattern. The lighting is bright, highlighting the metallic textures and the structural complexity of the bridge.

# Loan Portfolio & Credit Quality

# Loan Portfolio at December 31, 2009



## Total Loans

(In millions)	12/31/09	12/31/08
C&I	\$ 1,513	\$ 1,554
Construction	458	1,261
CRE	3,606	3,472
Land	370	576
Multifamily	1,026	678
Single Family	931	491
Consumer	625	217
Covered Loans (UCB)	5,598	0
<b>Total Loans</b>	<b>\$ 14,127</b>	<b>\$ 8,249</b>

# Strategic Initiatives to Lower Risks

## COMPLETED

- Reduced exposure and unfunded commitments to construction and land portfolios by over \$2.2 billion in 2008 and 2009
- New appraisals & 3<sup>rd</sup> party reviews for land, residential and commercial construction portfolios
- Intensive internal reviews of all other portfolios, including C&I, CRE and residential
- Proactively identified problem loans
- Wrote-down nonaccrual loans to net realizable value

## ON-GOING

- Intensive senior management review of loans on a loan by loan basis occurring weekly
- All criticized and classified loans have individual action plans
- Expanded special assets and credit review divisions
- Stepped up efforts to sell distressed notes and REO assets
- Increased scope of both internal and external credit reviews

# Credit Quality Composition

**As of December 31, 2009**  
**Non-covered Loans**  
**(Dollars in millions)**

Loan Type	Outstanding Balance	Nonaccrual Loans	NAL % of Outstanding Loans
C&I	\$ 1,513	\$ 25	1.7%
Construction	458	34	7.4%
CRE	3,606	30	0.8%
Land	370	70	18.9%
Multifamily	1,026	11	1.1%
Single Family	931	3	0.3%
Consumer	625	0	0.0%
<b>Total</b>	<b>\$ 8,529</b>	<b>\$ 173</b>	<b>2.0%</b>
December 31, 2008	\$ 8,249	\$ 215	2.6%

# Improving Credit Quality

## Nonperforming Assets Trend

(Non-covered NPAs)

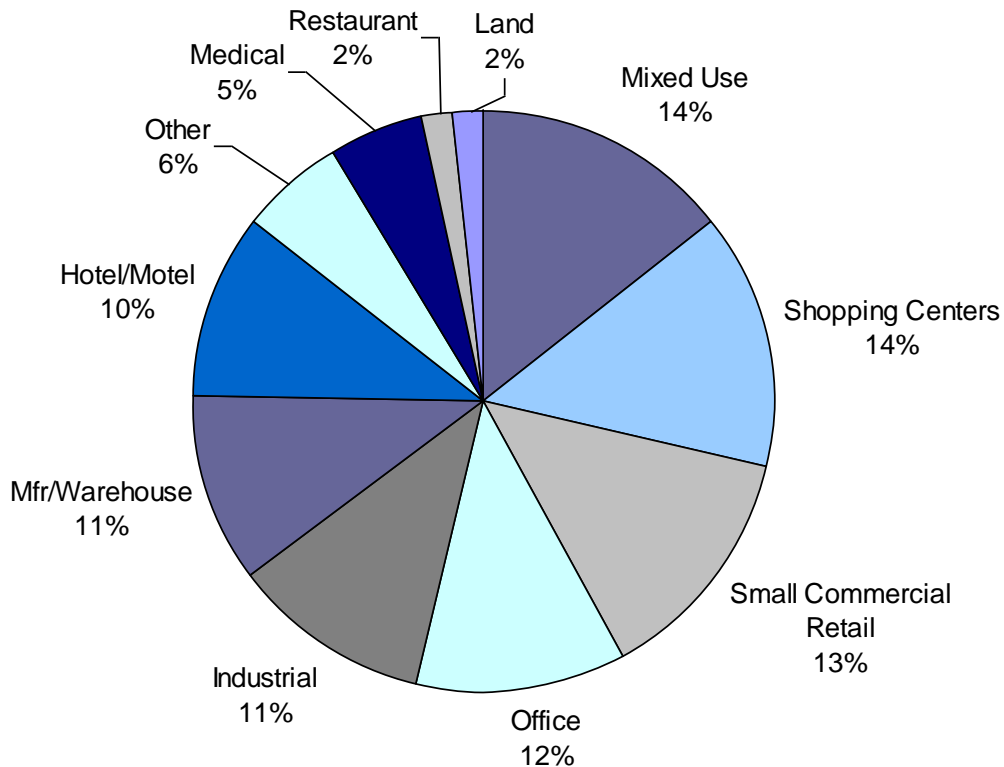
(Dollars in millions)

	12/31/2009	12/31/2008
Nonaccrual loans	\$173.2	\$214.6
REO	13.8	38.3
<b>Total NPA</b>	<b>\$ 187.0</b>	<b>\$ 252.9</b>
NPA to total assets	<b>0.91%</b>	<b>2.04%</b>
Nonaccrual loans to total loans	<b>1.23%</b>	<b>2.60%</b>
ALL to non-covered nonaccrual loans	<b>137.9%</b>	<b>83.0%</b>
ALL to total gross non-covered loans	<b>2.81%</b>	<b>2.16%</b>

# CRE Portfolio

- CRE concentration reduced to 26% of total portfolio as of December 31, 2009
- East West no longer meets the FFIEC high CRE concentration definition
  - CRE, Construction, Land, and MFR to total capital at 205% - under 300% FFIEC threshold
  - Construction and Land loans to total capital at 37% - under 100% FFIEC threshold
- As of December 31, 2009:
  - Non-accrual CRE to CRE = 0.83%
  - Total delinquent CRE to CRE = 1.66%
  - 2009 charge-offs of CRE = 1.46%

# Diversified Commercial Real Estate Portfolio



**As of 12/31/09**

(Non-covered CRE Loans)

Loan Balance	\$3.6 Bil
Average Loan Size	\$1.3 Mil
Average LTV	55%*
Average DCR	2.0x
Average Seasoning	4 Yrs

\* Based on original appraisal.

# CRE Loans by LTV Distribution

- Only 4% of Portfolio with LTV greater than 75%
- Weighted Average LTV is 55%\*

**As of December 31, 2009**  
**(Dollars in millions)**

CLTV Distribution	# of Loans	Balance	% Of Total	Cumulative % Of Total
Less than 50%	1,179	\$ 1,114	31%	31%
50% TO 55%	292	442	12%	43%
55% TO 60%	445	576	16%	59%
60% TO 65%	394	659	18%	77%
65% TO 70%	279	419	12%	89%
70% TO 75%	106	188	5%	94%
75% TO 80%	30	74	2%	96%
80% AND ABOVE	34	134	4%	100%
<b>Total Loans</b>	<b>2,759</b>	<b>\$ 3,606</b>	<b>100%</b>	

\* Based on original appraisal.



# CRE Loans by Maturity

- Over 50% of all CRE loans do not mature until 2015 or thereafter

As of December 31, 2009  
(Dollars in millions)

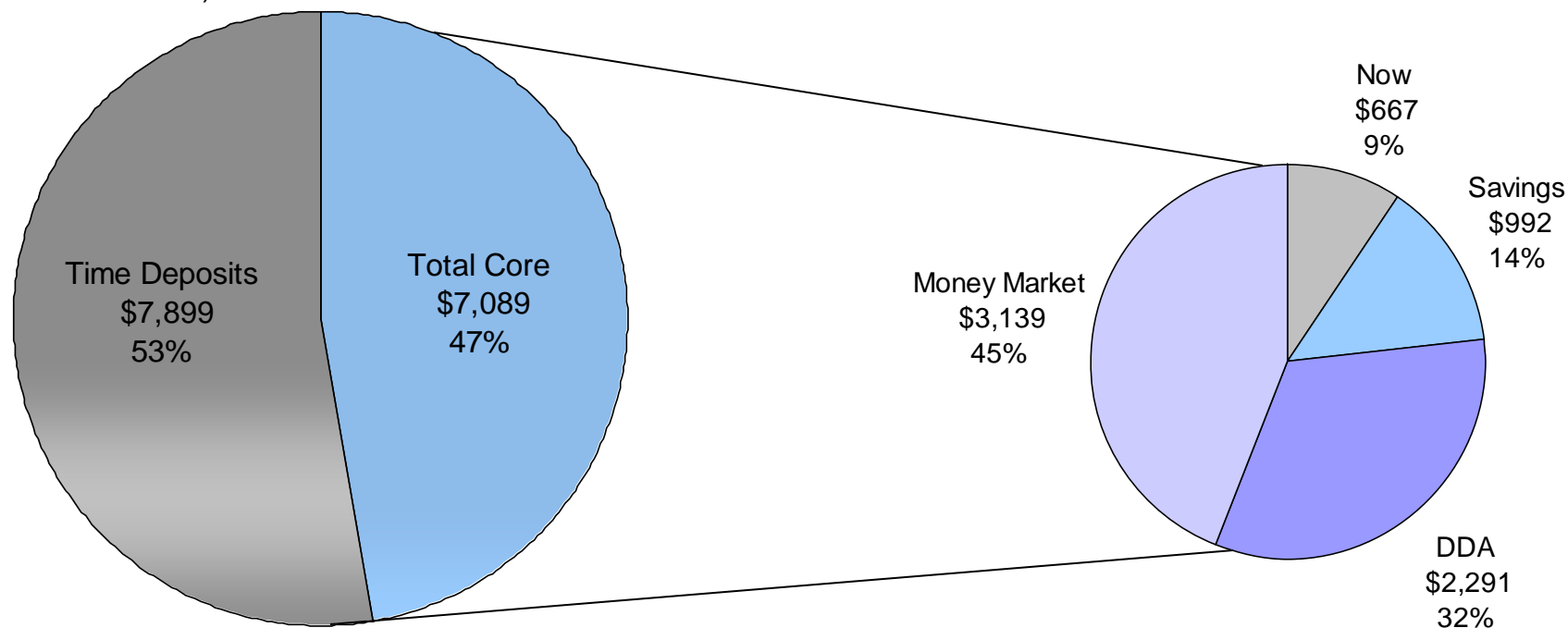
Maturity Year	# of Loans	Balance	% Of Total	Cumulative % Of Total
2010	122	\$ 334	9%	9%
2011	121	247	7%	16%
2012	99	208	6%	22%
2013	203	250	7%	29%
2014	483	641	18%	47%
2015	496	545	15%	62%
2016	433	515	14%	76%
2017 AND BEYOND	802	866	24%	100%
<b>Total Loans</b>	<b>2,759</b>	<b>\$ 3,606</b>	<b>100%</b>	

\* Based on original appraisal.

# Strong Deposit Growth

- Total deposits increased \$6.3 Billion or 72.9% from September 2009
- Cost of Deposits continue to decrease down to 1.11% at December 2009 from 1.24% at September 2009

(Dollars in millions)



# Summary

- Strengthening position as the leading Asian-American bank
- Financially bridge Asian and mainstream customers
- Focusing on UCB system conversion and integration
- Strong balance sheet: strong capital and reserves
- Continue to actively managing credit and problem assets
- Focusing on growing core earnings and fee income
- Large California, domestic, and China growth opportunity
- Only Chinese American focused bank with full service banking offices in U.S. and China





# Thank You