



EAST WEST BANCORP

Nasdaq: EWBC

Company Profile and Investment Overview

May 5, 2011

 **EAST WEST BANK**
Your Financial Bridge®



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 Today

- **Among the Top 30 Publicly-Traded Banks in the Nation**
- **Second Largest Independent Bank Headquartered in Southern California**
- **\$21 Billion in Total Assets**
- **Over 130 Branches Worldwide**
- **Six Consecutive Quarters of Strong Financial Performance**
- **Excellent Capital Position**
- **Strong Credit Indicators**

East West Bank Milestones

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

Initiated Management Led Buyout Trading on NASDAQ

Reached \$20 Billion in Total Assets to be One of the 30 Largest Banks in the Nation

Well-positioned to Grow our Market Share and Profitability

1973

1980's-1990's

1995

1998-1999

2000-2007

2008

2009

2010

2011

Expansion of Branch Network in California

Converted to a State Chartered Commercial Bank

Complemented Organic Growth with Acquisition Activities

Record Net Income of \$165 Million

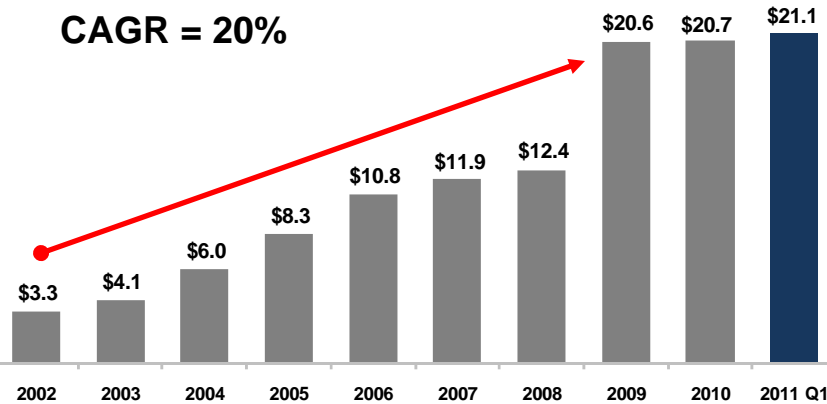
Successful Acquisition History



Strong Growth and Performance

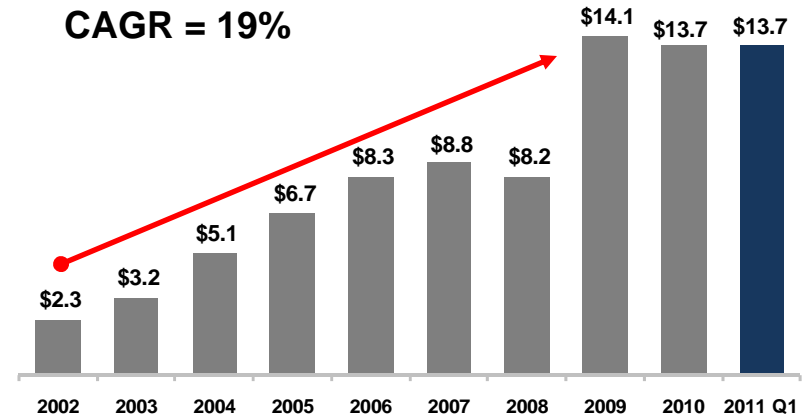
Total Assets (in billions)

CAGR = 20%



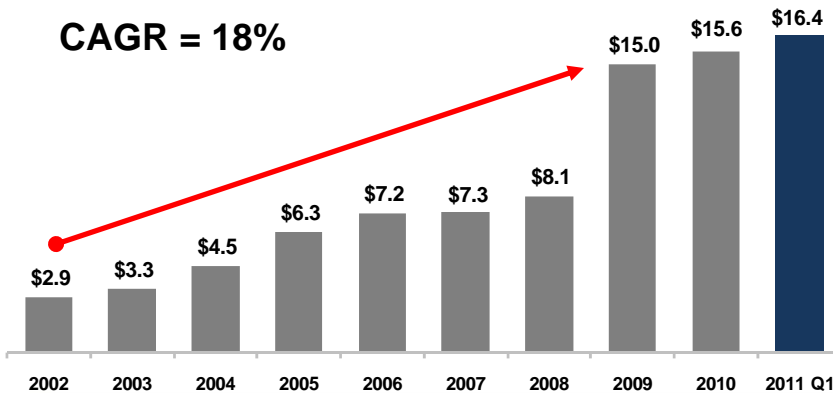
Total Loans (in billions)

CAGR = 19%



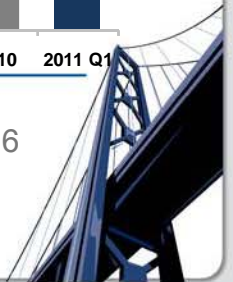
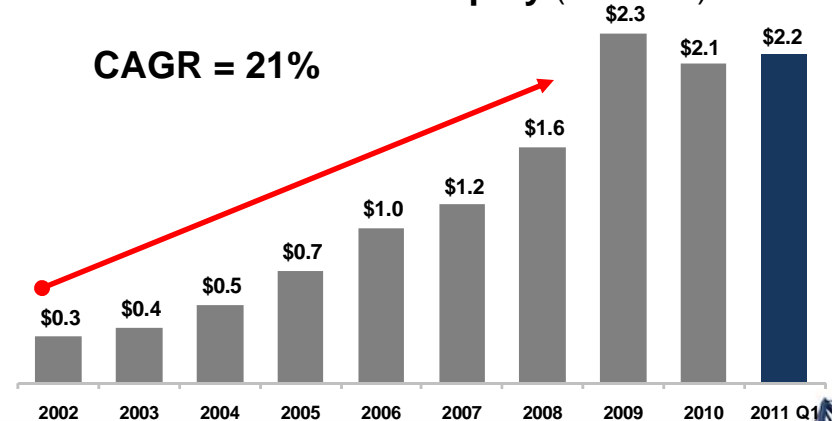
Deposits (in billions)

CAGR = 18%



Stockholders' Equity (in billions)

CAGR = 21%



10 Best Stocks for 2011

EWBC was named by Fortune magazine as one of the “10 Best Stocks for 2011”— the only bank to make the list.

10 best stocks for 2011

By Jon Birger, contributor

1. MOSAIC (MOS)
2. Agrium (AGU)
3. Dow Chemical (DOW)
4. Transocean (RIG)
5. Royal Dutch (RDSA)
6. Lennar (LEN)
- 7. East West Bancorp (EWBC)**
8. Royal Caribbean (RCL)
9. Entropic Communications (ENTR)
10. Apple (AAPL)

FORTUNE

December 27, 2010

EXCERPT

Investor's Guide 2011

10 BEST STOCKS FOR 2011

INVESTORS' FEARS THAT A BEAR MARKET WILL RETURN (AND LINGER) HAVE MADE FOR SOME BARGAINS—AND THIS GROUP SHOULD THRIVE EVEN IF INFLATION RETURNS. *by Jon Birger*

December 27, 2010 FORTUNE

Ranked No. 2 America's Best Bank

Forbes America's Best And Worst Banks

Overall the sector is healthier, but many small banks are struggling. Forbes crunches the numbers to find the strongest and those on shaky ground. By Kurt Badenhausen



EAST WEST BANK

No. 2 East West Bancorp

Headquarters: Pasadena, Calif.
Assets: \$20.4 billion
Price/Book: 1.4
NPLs/Loans: 1.3%
Reserves/NPLs: 136%

East West Bank is the largest bank in the U.S. focused on serving the Asian-American community. Assets have increased 64% over the past year.

America's Best Banks*

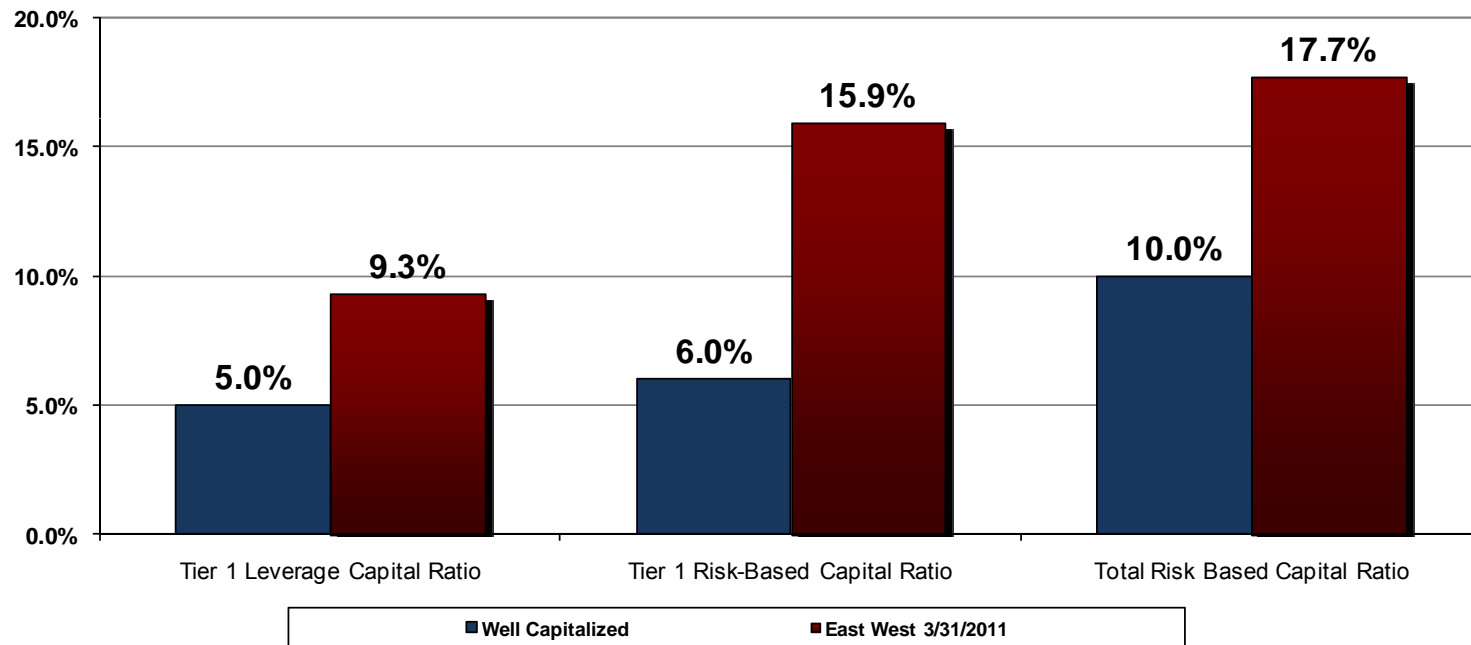
| Overall Rank | Company | Total Assets(\$bil) | Price/Book | NPLs/Loans % | Reserves/NPLs % |
|--------------|---------------------------|---------------------|------------|--------------|-----------------|
| 1 | Bank of Hawaii | 12.7 | 2.2 | 0.9 | 296 |
| 2 | East West Bancorp | 20.4 | 1.4 | 1.3 | 136 |
| 3 | Prosperity Bancshares | 9.2 | 1.3 | 0.3 | 552 |
| 4 | First Citizens Bancshares | 21 | 1.1 | 1.6 | 97 |
| 5 | SVB Financial Group | 15.7 | 1.7 | 0.9 | 165 |

* This is only a list of America's 5 Best Banks.
NPLs: Nonperforming loans include loans 90+ days past due and nonaccrual loans.
Source: SNL Financial



Strong Capital

- East West's Capital Levels are Among the Highest in the Nation
- Under all Regulatory Guidelines, East West has Excess Capital above the "Well Capitalized" Requirement of Over \$800 Million



Active Capital Management

- **East West is actively managing capital, ensuring excellent capital levels to support organic growth while also providing a strong return to our shareholders**
- **Recent Actions Taken**
 - ▶ Q4 2010— Repurchased all \$306.5 million of TARP preferred stock
 - ▶ Q1 2011— Redeemed TARP warrant for \$14.5 million
 - ▶ Q2 2011— Increased annual dividend from \$0.04 to \$0.20 per common share
- **Future actions include calling high rate junior subordinated debt in 2011 and evaluating the dividend rate in early 2012**



Our Distribution Channel- Over 130 Branches

- 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

U.S. – 128 Branches:

California – 106 Branches:

Northern California – 34 Locations:

32 Full Service Branches

2 In-Store 99 Ranch Market Branch

Southern California – 72 Locations:

63 Full Service Branches

9 In-Store 99 Ranch Market Branches

New York – 8 Branches

Georgia – 5 Branches

Massachusetts – 3 Branches

Texas – 2 Branches

Washington – 4 Branches

Greater China – 8 Locations:

3 Full Service Branches -

Hong Kong, Shanghai and
Shantou

Representative Offices -

Beijing, Shanghai,
Shenzhen, and Taipei



The Premier Bridge Between East and West

- **Greater China and Pacific Rim countries continue to emerge as increasingly important constituents of the global economy**
 - East West is a natural leader who can connect customers to new opportunities
- **Only Asian-American Bank with Full Service Branches in China**
- **Bank of Choice for New Immigrant Chinese-Americans**
- **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



The Premier Bridge Between East and West

- **Extensive Network of contacts and resources in the area provides invaluable access to clients**
 - Assist clients in cross-border business and personal financial objectives
 - Bridge customers to manufacturers, distributors and investors
- **Understanding of the cultural and business practices on both sides of the Pacific enables us to guide clients through complex business and financial landscapes**
- **Gateway to U.S. Asian Communities for Mainstream Corporations**
 - Corporations such as Southern California Edison, Staples, Verizon, Caltech, Sempra Energy, Knott's Berry Farm Theme Park, and LA Lakers sought East West to tap into U.S. Asian communities and partner in Green initiatives



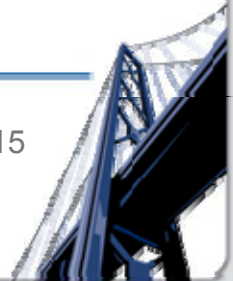
1st Quarter 2011 Highlights

- **Strong First Quarter Earnings**
 - ▶ Net Income was \$56 million or \$0.37 per share; EPS up 6% from Q4 and 185% from Q1 2010. (1)
- **C&I Loan Growth of 10% Quarter to Date**
 - ▶ Commercial and Trade Finance loans grew to \$2.2 billion, a \$201 million QTD increase
- **Record Deposit Growth**
 - ▶ Total deposits grew to \$16.4 billion, an increase of \$795 million from Q4 2010
- **Provision for Loan Losses Down 11% from Q4 2010, Down 65% from Q1 2010**
 - ▶ Provision for loan losses declined to \$26.5 million, a decrease of \$3.3 million from Q4 2010
- **Total Nonperforming Assets Down 3% to 0.89% of Total Assets**
- **Return on Average Assets Up 118% from Q1 2010 to 1.07% for Q1 2011**
- **Return on Common Equity Improved to 10.5%**
- **Efficiency Ratio Improved 4% to 43%**

(1) Refer to our form 8-K filed on 4/26/2011 for a reconciliation of these non-GAAP measures to the GAAP measure.

Key Focus for 2011 and Beyond

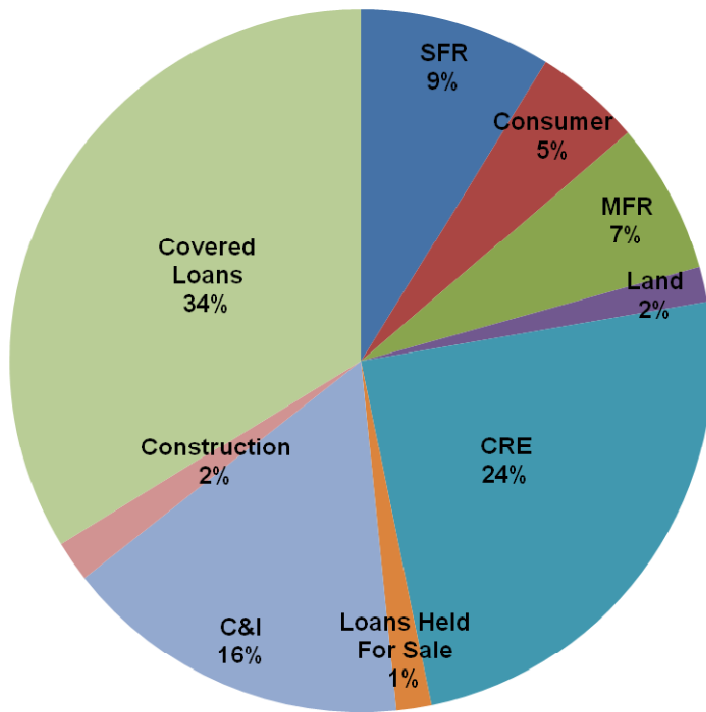
- **Growing C&I loans as a percentage of total loans**
- **Building fee-based business lines, such as foreign exchange and cash management**
- **Strengthening C&I lending infrastructure and sales platform**
- **Growing core deposits and improving deposit mix**
- **Maintaining low NPA/total assets and total delinquency ratios**
- **Increase profitability and expand market footprint**
- **Remaining disciplined on expense management**





Loan Portfolio & Credit Quality

Loan Portfolio at March 31, 2011



Total Loans

| (In millions) | 3/31/11 | 12/31/10 |
|----------------------------|------------------|------------------|
| C&I | \$ 2,184 | \$ 1,983 |
| Construction | 255 | 278 |
| CRE | 3,339 | 3,393 |
| Land | 220 | 236 |
| Multifamily | 949 | 975 |
| Single Family | 1,201 | 1,119 |
| Consumer | 671 | 733 |
| Loans Held for Sale | 303 | 220 |
| Covered Loans (UCB & WFIB) | 4,600 | 4,801 |
| Total Loans | \$ 13,722 | \$ 13,738 |



Credit Quality Composition

As of March 31, 2011

Non-covered Loans Held for Investment
(Dollars in millions)

| Loan Type | Outstanding Balance | Nonaccrual Loans | NAL % of Outstanding Loans |
|---------------|------------------------|---------------------|----------------------------------|
| C&I | \$ 2,184 | \$ 33 | 1.5% |
| Construction | 255 | 46 | 18.0% |
| CRE | 3,339 | 47 | 1.4% |
| Land | 220 | 21 | 9.5% |
| Multifamily | 949 | 13 | 1.4% |
| Single Family | 1,201 | 11 | 0.9% |
| Consumer | 671 | 2 | 0.3% |
| Total | \$ 8,819 | \$ 173 | 2.0% |



Key Credit Indicators

(Dollars in millions)

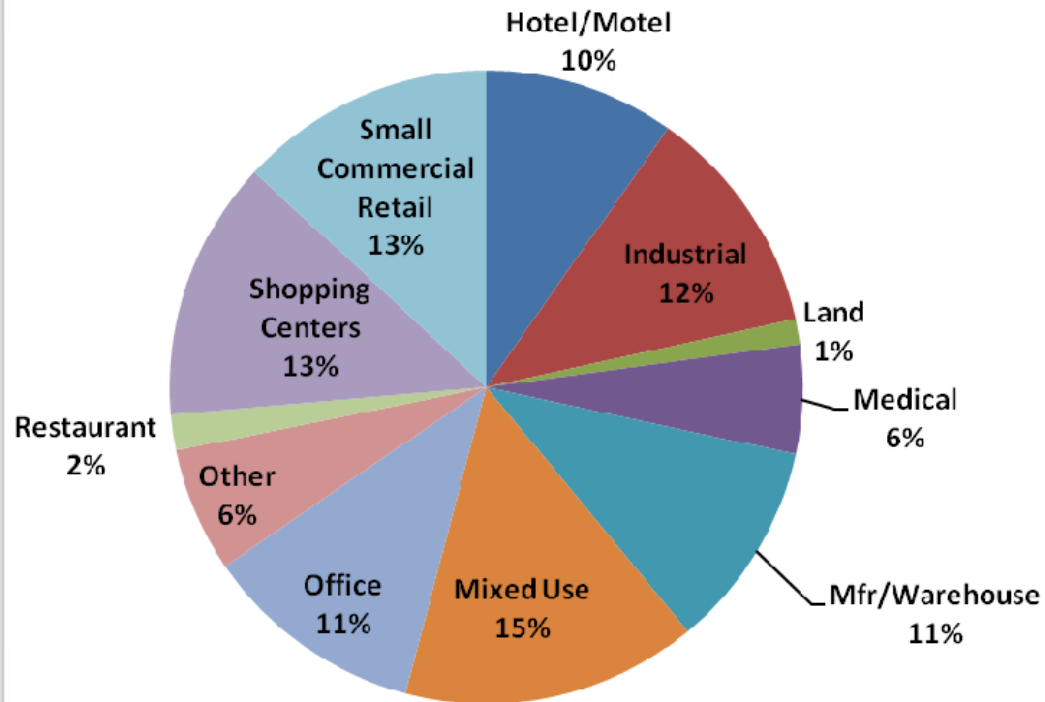
| | 3/31/2011 | 12/31/2010 |
|---------------------------------------|-----------|------------|
| Total NPA | \$ 188.3 | \$ 194.8 |
| NPA to total assets | 0.89% | 0.94% |
| Nonaccrual loans to total loans | 1.26% | 1.26% |
| ALL to non-covered nonaccrual loans | 127.59% | 133.2% |
| ALL to total gross non-covered loans* | 2.50% | 2.64% |

Credit Costs

| | | |
|-------------------------------------|---------|---------|
| Quarterly Annualized Charge-off %* | 1.55% | 1.76% |
| Quarterly Provision for Loan Losses | \$ 26.5 | \$ 29.8 |

* Excludes loans held for sale and covered loans

Diversified Commercial Real Estate Portfolio



As of 3/31/2011
(Non-covered CRE Loans)

| | |
|-------------------|-----------|
| Loan Balance | \$3.3 Bil |
| Average Loan Size | \$1.3 Mil |
| Average LTV | 54%* |
| Average DCR | 2.0x |
| Average Seasoning | 5 Yrs |

*Based on original appraisal



CRE Portfolio

- CRE concentration reduced to 24% of total portfolio as of March 31, 2011
- East West is well within the FFIEC high CRE concentration definition
 - ▶ CRE, Construction, Land, and MFR to total capital at 191% - under 300% FFIEC threshold
 - ▶ Construction and Land loans to total capital at 23% - under 100% FFIEC threshold
- As of March 31, 2011:
 - ▶ Non-accrual CRE to CRE = 1.39%
 - ▶ 30-89 day delinquent CRE to CRE = 0.91%
 - ▶ Q1 2011 charge-offs of CRE = 0.55%*

* Annualized

CRE Loans by LTV Distribution

- Only 6% of Portfolio with an LTV greater than 75%
- Weighted Average LTV is 54%*

As of March 31, 2011
(Dollars in millions)

| CLTV Distribution | # of Loans | Balance | % Of Total | Cumulative % Of Total |
|--------------------|--------------|-----------------|-------------|-----------------------|
| Less than 50% | 1,245 | \$ 1,242 | 37% | 37% |
| 50% TO 55% | 325 | 398 | 12% | 49% |
| 55% TO 60% | 388 | 492 | 15% | 64% |
| 60% TO 65% | 365 | 540 | 16% | 80% |
| 65% TO 70% | 164 | 287 | 9% | 89% |
| 70% TO 75% | 84 | 184 | 5% | 94% |
| 75% AND ABOVE | 74 | 206 | 6% | 100% |
| Total Loans | 2,645 | \$ 3,349 | 100% | |

* Based on original appraisal.



CRE Loans by Maturity

- Over 62% of all CRE loans do not mature until 2015 or thereafter

As of March 31, 2011
(Dollars in millions)

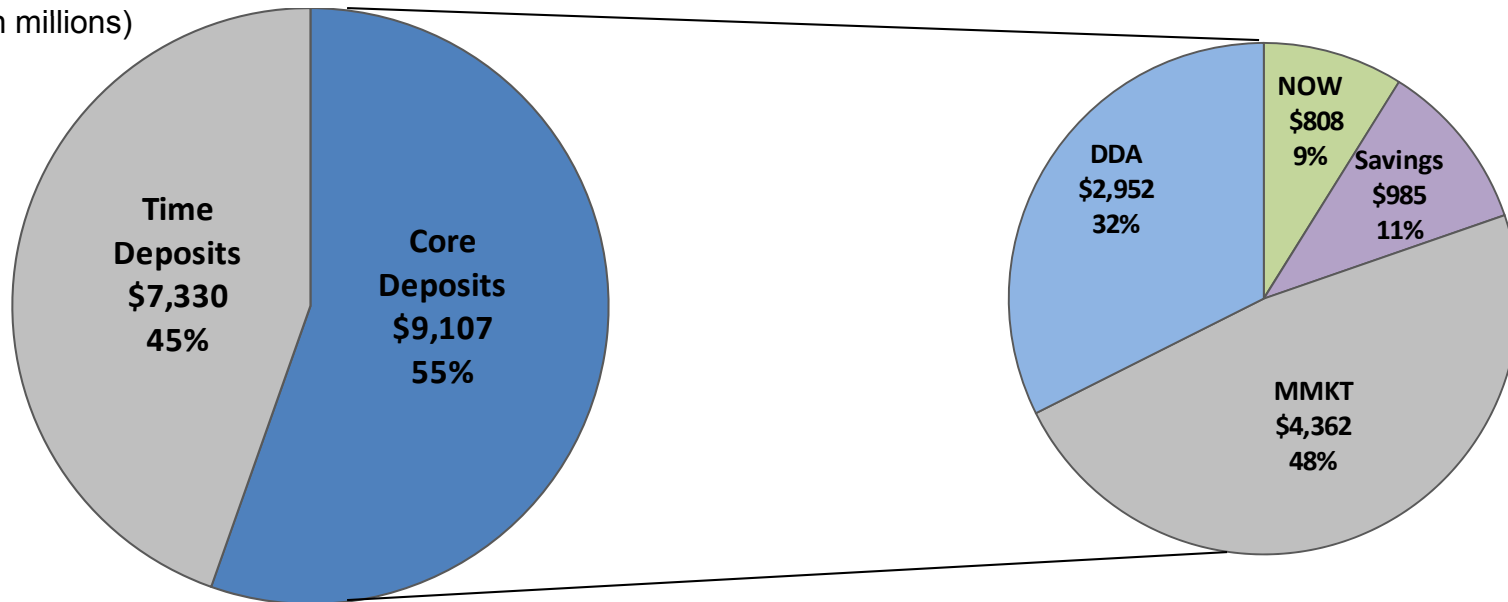
| Maturity Year | # of Loans | Balance | % Of Total | Cumulative % Of Total |
|--------------------|--------------|-----------------|-------------|-----------------------|
| 2011 | 101 | 253 | 8% | 9% |
| 2012 | 94 | 184 | 5% | 13% |
| 2013 | 187 | 260 | 8% | 21% |
| 2014 | 456 | 574 | 17% | 38% |
| 2015 | 497 | 545 | 16% | 54% |
| 2016 | 408 | 481 | 14% | 69% |
| 2017 AND BEYOND | 902 | 1,052 | 32% | 100% |
| Total Loans | 2,645 | \$ 3,349 | 100% | |



Strong Deposit Growth

- Core deposits grew to a record \$9.1 billion in the first quarter of 2011
- Total deposits increased \$795 million from 2010 Q4
- Cost of deposits continued to decrease from 0.67% in Q4 2010 to 0.66% in Q1 2011
- Time Deposits increased by \$564 million primarily due to our Chinese New Year retail deposit campaign

(Dollars in millions)



Summary

- Strengthened position as the leading Asian-American bank
- Financially bridge Asian and mainstream customers
- Strong financial performance and balance sheet
- Focusing on growing core earnings and fee income
- Large California, domestic, and China growth opportunity
- Only Asian-American focused bank with full service banking offices in U.S. and China





Thank You