

The Quarter in Review

2ND QUARTER 2018



CEO QUOTE

"East West delivered solid results in the second quarter of 2018. Compared to the first quarter, our net interest margin expanded by 10 basis points and our net interest income grew by 5%. As of June 30, 2018, loans reached a record \$30.2 billion and deposits reached a record \$32.8 billion.

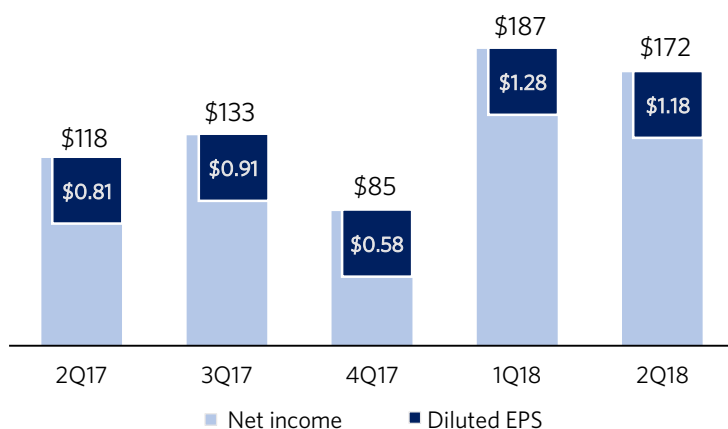
In the second quarter, our return on assets reached 1.84% and our return on equity reached 17.0%. Our strong profitability supports our organic growth, capital ratio expansion, and the increase to our common stock dividend, which we have raised by 15%.

As our profitability and revenue grow, we continue to invest in the bank. Our ongoing investment initiatives include adding talent throughout the organization, enhancing our customers' experience, and strengthening our risk management infrastructure. Our initiatives demonstrate our commitment to our customers and employees."

— Dominic Ng, Chairman and CEO

NET INCOME AND DILUTED EPS

(Net income \$ in millions; EPS in \$)



\$172 million

2Q18 net income

\$1.18

2Q18 diluted EPS

\$359 million

Year-to-date net income

\$2.46

Year-to-date diluted EPS

STOCK INFORMATION

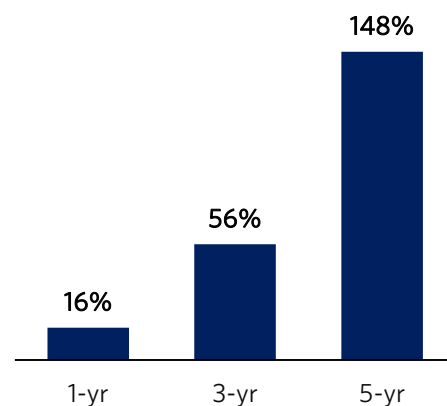
(as of July 17, 2018)

Ticker	EWBC
Exchange	NASDAQ
Market cap	\$9.4 bn
Closing price	\$65.47
52-week high	\$73.98
52-week low	\$52.86
No. of shares outstanding	145 mm
Annualized dividend*	\$0.92
*Based on the annualized run-rate of \$0.23/sh quarterly dividend, beginning in 3Q18, up by 15% from prior quarterly dividend of \$0.20/sh.	

Source: S&P Global Market Intelligence (SNL Financial)

TOTAL STOCKHOLDER RETURN

(as of July 17, 2018)



2Q18 HIGHLIGHTS

Solid Earnings – 2Q18 net income of \$172 million and diluted EPS of \$1.18 both decreased 8% compared to 1Q18 net income of \$187 million and diluted EPS of \$1.28. Linked quarter comparisons are impacted by the sale of Desert Community Bank branches in 1Q18, which contributed an after-tax gain on sale of \$22 million or \$0.15 per share. Excluding this gain, 2Q18 net income increased by 5% from 1Q18 adjusted* net income of \$165 million and 2Q18 diluted EPS increased by 4% from 1Q18 adjusted* EPS of \$1.13.

Net Interest Income Growth and Net Interest Margin Expansion – 2Q18 net interest income totaled \$342 million, an increase of \$15 million, or 5% linked quarter, primarily due to the expansion of loan yields and loan growth. 2Q18 NIM of 3.83% expanded by 10 basis points linked quarter.

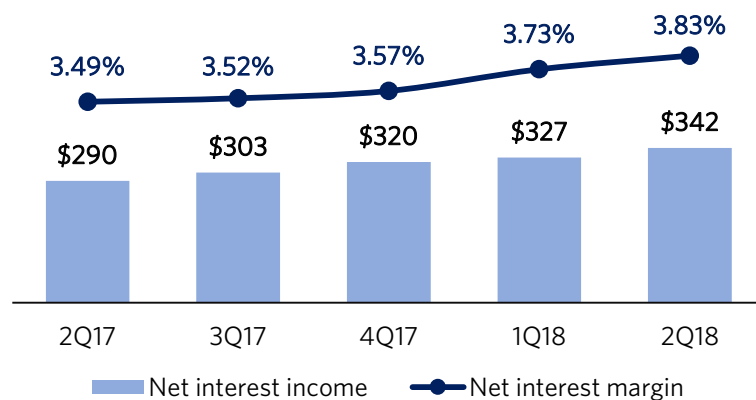
Record Loans – Total loans of \$30.2 billion as of June 30, 2018 were up by \$644 million or 9% linked quarter annualized from \$29.6 billion as of March 31, 2018.

Record Deposits – Total deposits of \$32.8 billion as of June 30, 2018 were up by \$167 million or 2% linked quarter annualized from \$32.6 billion as of March 31, 2018.

*Please see reconciliation of GAAP to non-GAAP financial measures in the Company's 2Q18 Earnings Press Release.

NET INTEREST INCOME AND NET INTEREST MARGIN

(\$ in millions)



\$342 million

2Q18 net interest income

+\$15 million or 5%

QoQ* change

3.83%

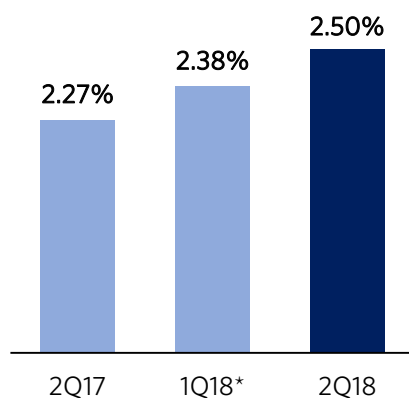
2Q18 net interest margin

+10 basis points

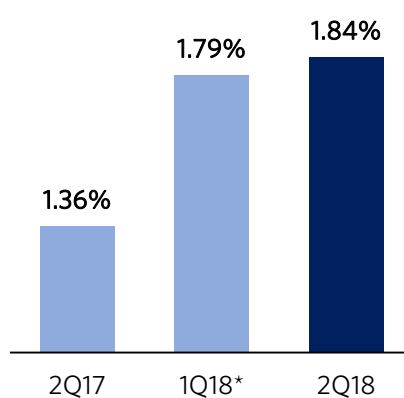
QoQ* change

*QoQ=Quarter over quarter

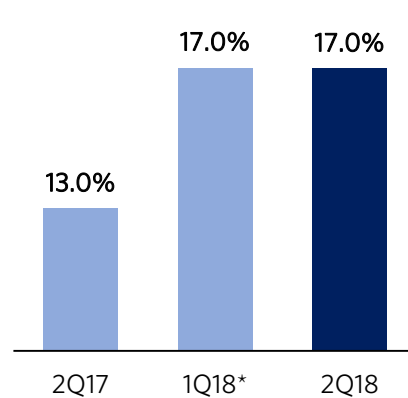
ADJUSTED PRE-TAX, PRE-PROVISION PROFITABILITY RATIO*



ADJUSTED RETURN ON AVERAGE ASSETS*

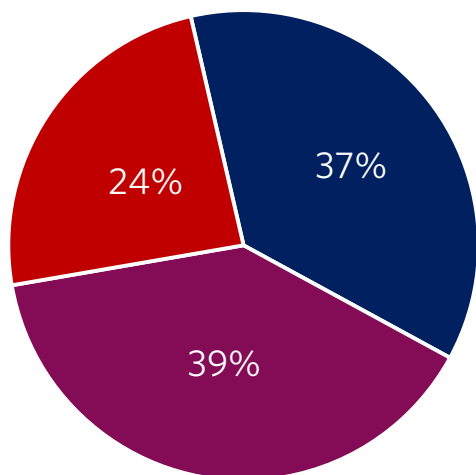


ADJUSTED RETURN ON AVERAGE EQUITY*



*Please see reconciliation of GAAP to non-GAAP financial measures in the Company's 2Q18 Earnings Release.

LOANS



Total Loans as of 06.30.18
(\$ in billions)

C&I	\$11.1
CRE	\$11.7
Consumer	\$7.4
Total	\$30.2

Loan portfolio composition:
CRE = CRE, MFR, construction and land.
Consumer = SFR, HELOC and other consumer.

\$30.2 billion

Record loans as of 06.30.18

+\$644 million or 2%

QoQ* change

4.95%

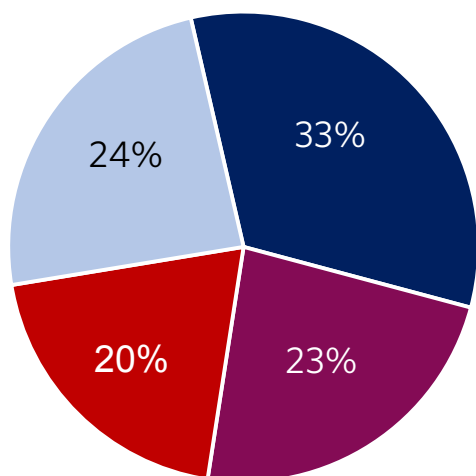
2Q18 average loan yield

+26 basis points

QoQ* change

*QoQ=Quarter over Quarter

DEPOSITS



Total Deposits as of 06.30.18
(\$ in billions)

DDA	\$10.7
MMDA	\$7.6
IB checking & Savings	\$6.6
CDs	\$7.9
Total	\$32.8

DDA = Noninterest-bearing demand deposits.
MMDA = Money market demand accounts.
IB checking = Interest-bearing checking.

\$32.8 billion

Record deposits as of 06.30.18

+\$167 million or 0.5%

QoQ* change

0.64%

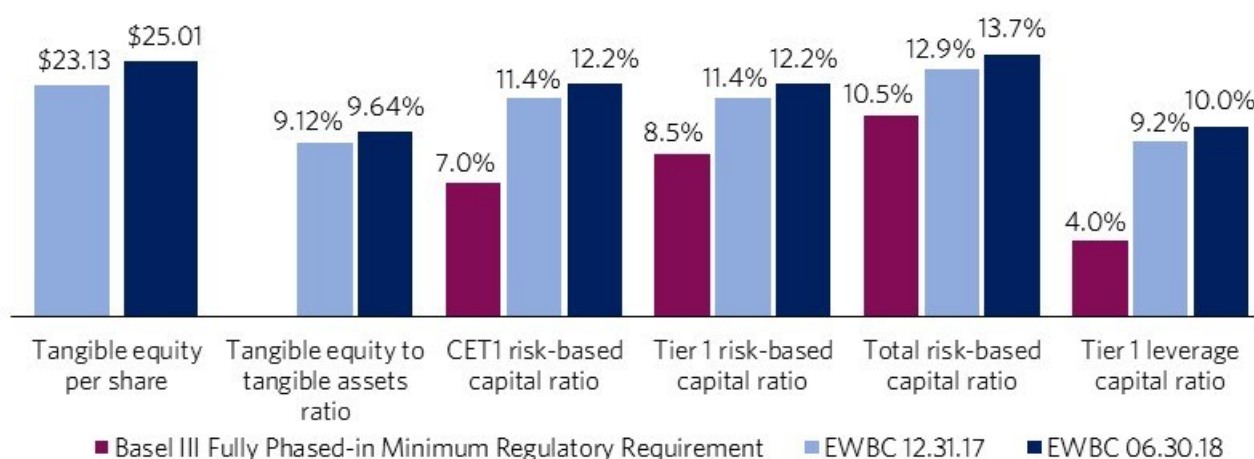
2Q18 total cost of deposits

+15 basis points

QoQ* change

*QoQ=Quarter over Quarter

CAPITAL STRENGTH



Note: The Company's June 30, 2018 regulatory capital ratios are preliminary.

SUMMARY OF SELECTED FINANCIAL INFORMATION

(\$ in millions, except per share data)	2Q18	1Q18	2Q17
Summary of Operations			
Net interest income before provision for credit losses	\$ 342	\$ 327	\$ 290
Provision for credit losses	(16)	(20)	(11)
Net interest income after provision for credit losses	\$ 326	\$ 306	\$ 279
Noninterest income	48	74	47
Noninterest expense	(177)	(169)	(169)
Income before income taxes	197	212	158
Income tax expense	(25)	(25)	(39)
Net income	\$ 172	\$ 187	\$ 118
Per common share			
Diluted EPS	\$ 1.18	\$ 1.28	\$ 0.81
Adjusted diluted EPS ¹	\$ 1.18	\$ 1.13	\$ 0.81
Common dividend per share ²	\$ 0.20	\$ 0.20	\$ 0.20
Tangible equity per share ¹	\$ 25.01	\$ 24.07	\$ 21.93
At period-end			
Total assets	\$ 38,073	\$ 37,693	\$ 35,918
Total loans	30,245	29,601	27,222
Total deposits	32,776	32,609	31,154
Stockholders' equity	4,114	3,979	3,670
Tangible equity to tang. assets ratio (TCE ratio) ¹	9.64%	9.37%	8.95%
Financial Ratios			
Net interest margin ³	3.83%	3.73%	3.49%
Adjusted efficiency ratio ¹	39.9%	40.6%	41.3%
Adjusted pre-tax, pre-provision profitability ratio ^{1,3}	2.50%	2.38%	2.27%
Adjusted return on average assets ^{1,3}	1.84%	1.79%	1.36%
Adjusted return on average equity ^{1,3}	17.0%	17.0%	13.0%
Asset Quality Ratios			
Non-PCI nonperforming assets/total assets	0.27%	0.35%	0.37%
Allowance for loan losses/loans held-for-investment (HFI)	1.00%	1.01%	1.02%
Net (charge-offs) recoveries/average loans HFI ³	(0.15)%	(0.13)%	0.04%

¹ See reconciliation of GAAP to non-GAAP financial measures in the Company's 2Q18 Earnings Release.

² Quarterly dividend increase to \$0.23/sh, up by 15% from prior quarterly dividend of \$0.20/sh, beginning in 3Q18.

³ Annualized.

CORPORATE PROFILE

East West Bancorp, Inc. is a publicly owned company with total assets of \$38.1 billion that trades on the Nasdaq Global Select Market under the symbol "EWBC". The Company's wholly-owned subsidiary, East West Bank, is the premier bank exclusively focused on the United States and Greater China markets, and is one of the largest independent banks headquartered in California. With over 130 locations worldwide, East West operates in California, Georgia, Massachusetts, Nevada, New York, Texas and Washington in the United States. In Greater China, East West's presence includes full service branches in Hong Kong, Shanghai, Shantou and Shenzhen, and representative offices in Beijing, Chongqing, Guangzhou, Taipei and Xiamen. For more information about East West, visit the Company's website at www.eastwestbank.com.

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