



# EAST WEST BANCORP

Nasdaq: EWBC

## Company Profile and Investment Overview

March 1, 2011



# 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**
- **Over \$20 Billion in Total Assets**
- **Over 130 Branches Worldwide**
- **Strong Financial Results in 2010 Compared to Peers**
- **Strong Capital Position**
- **Solid Credit Indicators**

# Who We Are

- **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**
- **Strong International Connection**
  - ◆ Assist clients in cross-border business and personal financial objectives
  - ◆ Bridge customers to manufacturers, distributors and investors
- **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- Over 130 Branches

- One of the 30 largest publically traded banks in the nation
- 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 – 9 Locations:

#### **3 Full Service Branches -**

Hong Kong, Shanghai and Shantou

#### **Representative Offices -**

Beijing, Shanghai, Guangzhou, Shenzhen, and Taipei



# 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**

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

**1973**

**1980's-1990's**

**1991**

**1995**

**1998-1999**

**2000-2007**

**2008**

**2009**

**2010**

**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

**First Central Bank**  
\$108 Mil Assets

**Prime Bank**  
\$108 Mil Assets

**Trust Bank**  
\$235 Mil Assets

**Standard Bank**  
\$898 Mil Assets

**United  
Commercial Bank**  
\$9.9 Bil Assets

1999

2000

2001

2003

2004

2005

2006

2007

2009

2010

**American  
International Bank**  
\$199 Mil Assets

**Pacific  
Business Bank**  
\$165 Mil Assets

**United  
National Bank**  
\$948 Mil Assets

**Desert  
Community Bank**  
\$532 Mil Assets

**Washington  
First Int'l Bank**  
\$493 Mil Assets

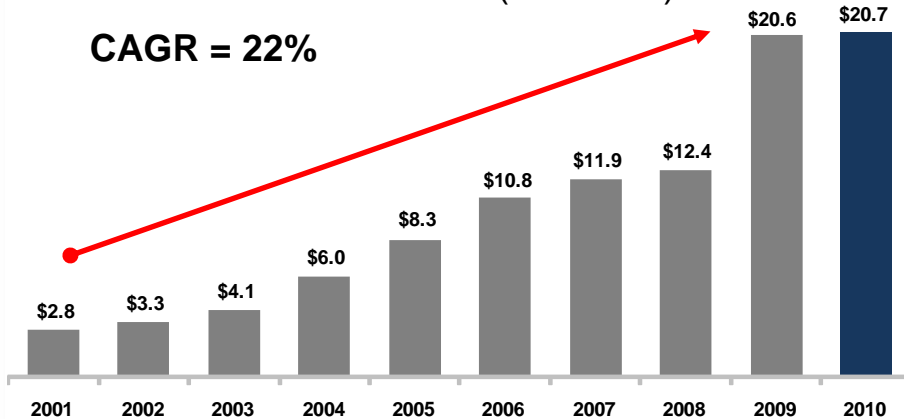




# Strong Growth and Performance

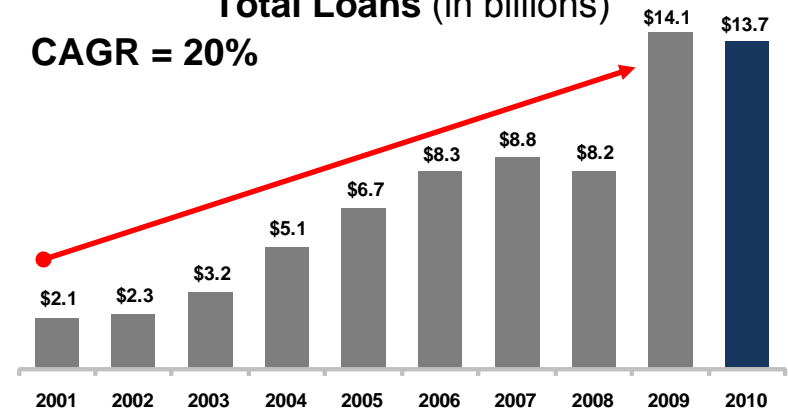
**Total Assets (in billions)**

**CAGR = 22%**



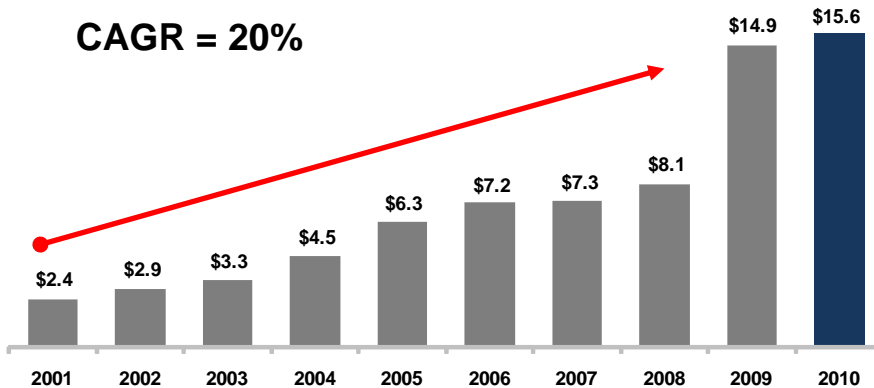
**Total Loans (in billions)**

**CAGR = 20%**



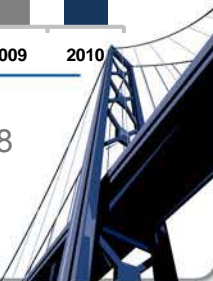
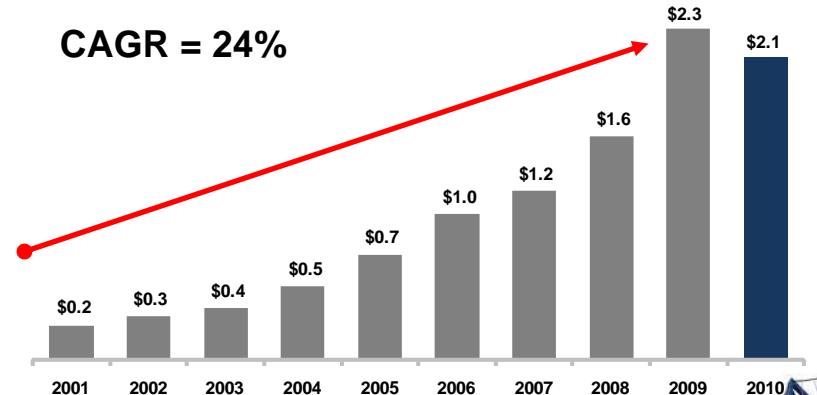
**Deposits (in billions)**

**CAGR = 20%**



**Stockholders' Equity (in billions)**

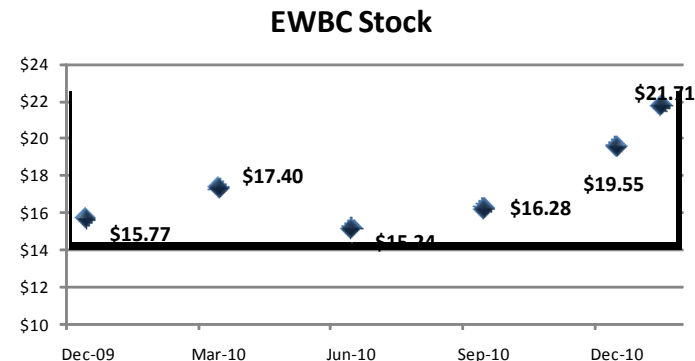
**CAGR = 24%**



# Building Shareholder Value

- **East West stock closed on December 31, 2010 at \$19.55, up 24% year over year**

- ▶ Since December 31, 2010, our stock continued to climb and closed at \$21.71 on January 31, 2011.

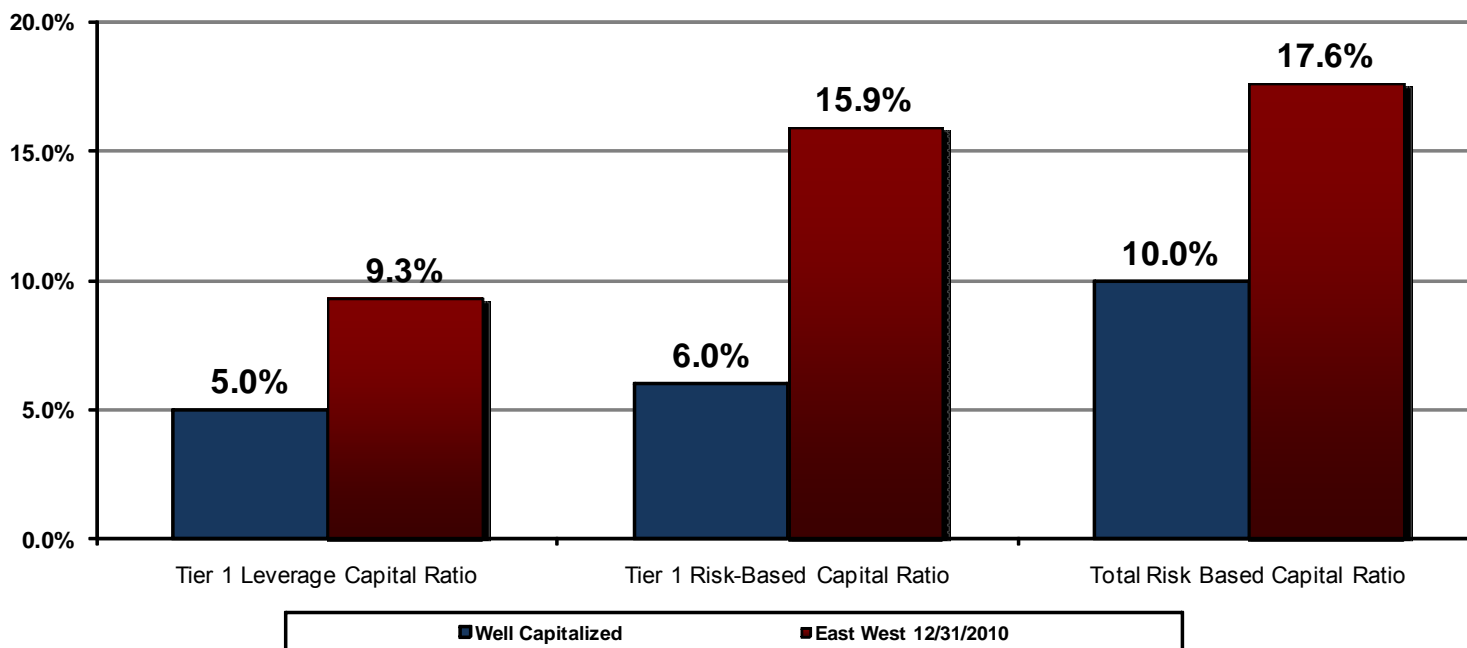


- **East West named second best bank in 2010 by Forbes**
  - ▶ This recognition was driven by the Company's strong asset quality, capital adequacy and profitability.
- **East West named one of the "10 Best Stocks for 2011" by Fortune**
  - ▶ Fortune highlighted the Company's attractive demographics, superior capital levels and a return on equity that is much higher than the median regional banks.



# 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



# Repurchase of all TARP Preferred Stock

- In December 2010, East West repurchased all \$306.5 million of preferred stock issued to the U.S. Treasury
- Our excellent capital levels and strong financial performance allowed us to redeem TARP without raising any capital
- Even after repayment of TARP, East West's capital levels remain very high
- The repurchase will save the Company \$15.3 million in preferred dividend payments or approximately \$0.10 per diluted share annually
- In January 2011, East West redeemed the outstanding warrant for \$14.5 million
- The completion of our participation in this program will allow us to continue to invest in our franchise and will have a direct impact on shareholder value



# Full Year 2010 Highlights

- **Record Net Income of \$164.6 million, an increase of 115% from 2009**
  - ▶ Return on average assets totaled 0.82% compared to a peer average of 0.38%
- **EPS grew 152% in 2010 to \$0.83 per diluted share**
  - ▶ Excluding a one-time non-cash charge of \$18.7 million resulting from preferred stock discount accretion, EPS totaled \$0.96
- **Nonperforming Assets to Total Assets Under 1.00% at 0.94%**
  - ▶ The comparable average peer ratio was 1.74%\*
- **Provision for Loan Losses Decreased 62% & Charge-offs Decreased 57%**
  - ▶ Our Q4 2010 annualized charge-off rate was 1.12% for 2010 compared to a peer average of 2.28%\*
- **Core deposits grew to a record \$8.9 billion**
- **Cost of deposits decreased 59 basis points to 0.78%**
- **Non-covered Commercial & Industrial Loans increased 32% to \$2.0 billion**

\* Peer Banks include public commercial banks in California with total assets between \$3 bil and \$25 bil, excluding PCBC who had not released earnings as of 1/27/2011.

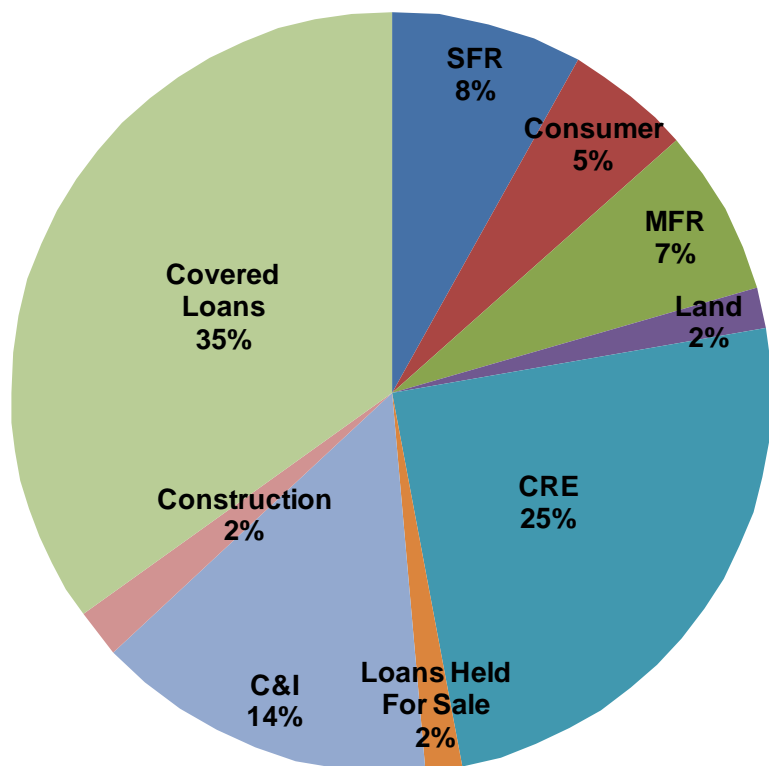
# Key Focus for 2011 and Beyond

- **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**
- **Remain disciplined on expense management**



# Loan Portfolio & Credit Quality

# Loan Portfolio at December 31, 2010



## Total Loans

(In millions)	12/31/10	12/31/09
C&I	\$ 1,983	\$ 1,504
Construction	278	455
CRE	3,393	3,606
Land	236	358
Multifamily	975	1,023
Single Family	1,119	930
Consumer	733	625
Loans Held for Sale	220	28
Covered Loans (UCB & WFIB)	4,801	5,598
<b>Total Loans</b>	<b>\$ 13,738</b>	<b>\$ 14,127</b>





# Credit Quality Composition

As of December 31, 2010  
 Non-covered Loans Held for Investment  
 (Dollars in millions)

Loan Type	Outstanding Balance	Nonaccrual Loans	NAL % of Outstanding Loans
C&I	\$ 1,983	\$ 23	1.2%
Construction	278	40	14.4%
CRE	3,393	56	1.7%
Land	236	29	12.3%
Multifamily	975	17	1.7%
Single Family	1,119	7	0.6%
Consumer	733	1	0.1%
<b>Total</b>	<b>\$ 8,717</b>	<b>\$ 173</b>	<b>2.0%</b>



# Key Credit Indicators

*(Dollars in millions)*

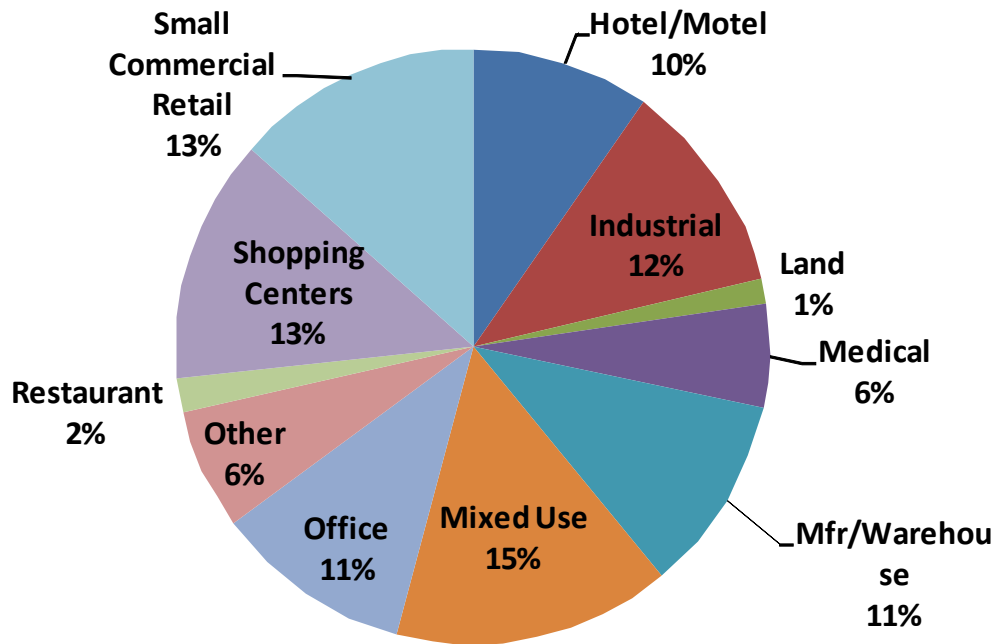
	12/31/2010	12/31/2009
Total NPA	\$ 194.8	\$ 187.0
NPA to total assets	0.94%	0.91%
Nonaccrual loans to total loans	1.26%	1.23%
ALL to non-covered nonaccrual loans	133.2%	137.9%
ALL to total gross non-covered loans*	2.64%	2.81%

## Credit Costs

Quarterly Annualized Charge-off %*	1.12%	4.36%
Quarterly Provision for Loan Losses	\$ 29.8	\$ 140.0

\* Excludes loans held for sale and covered loans

# Diversified Commercial Real Estate Portfolio



**As of 12/31/10**  
(Non-covered CRE Loans)

Loan Balance	\$3.4 Bil
Average Loan Size	\$1.3 Mil
Average LTV	53%*
Average DCR	2.0x
Average Seasoning	5 Yrs

\*Based on original appraisal



# CRE Portfolio

- CRE concentration reduced to 25% of total portfolio as of December 31, 2010
- East West is well within the FFIEC high CRE concentration definition
  - ▶ CRE, Construction, Land, and MFR to total capital at 192% - under 300% FFIEC threshold
  - ▶ Construction and Land loans to total capital at 25% - under 100% FFIEC threshold
- As of December 31, 2010:
  - ▶ Non-accrual CRE to CRE = 1.65%
  - ▶ 30-89 day delinquent CRE to CRE = 0.96%
  - ▶ Q4 2010 charge-offs of CRE = 1.58%\*

\* Annualized

# CRE Loans by LTV Distribution

- Only 6% of Portfolio with LTV greater than 75%
- Weighted Average LTV is 53%\*

**As of December 31, 2010**  
**(Dollars in millions)**

CLTV Distribution	# of Loans	Balance	% Of Total	Cumulative % Of Total
Less than 50%	1,262	\$ 1,237	36%	36%
50% TO 55%	315	397	12%	48%
55% TO 60%	407	505	15%	63%
60% TO 65%	362	580	17%	80%
65% TO 70%	174	278	8%	88%
70% TO 75%	85	190	6%	94%
75% TO 80%	19	37	1%	95%
80% AND ABOVE	46	169	5%	100%
<b>Total Loans</b>	<b>2,670</b>	<b>\$ 3,393</b>	<b>100%</b>	

\* Based on original appraisal.



# CRE Loans by Maturity

- Over 59% of all CRE loans do not mature until 2015 or thereafter

**As of December 31, 2010**  
**(Dollars in millions)**

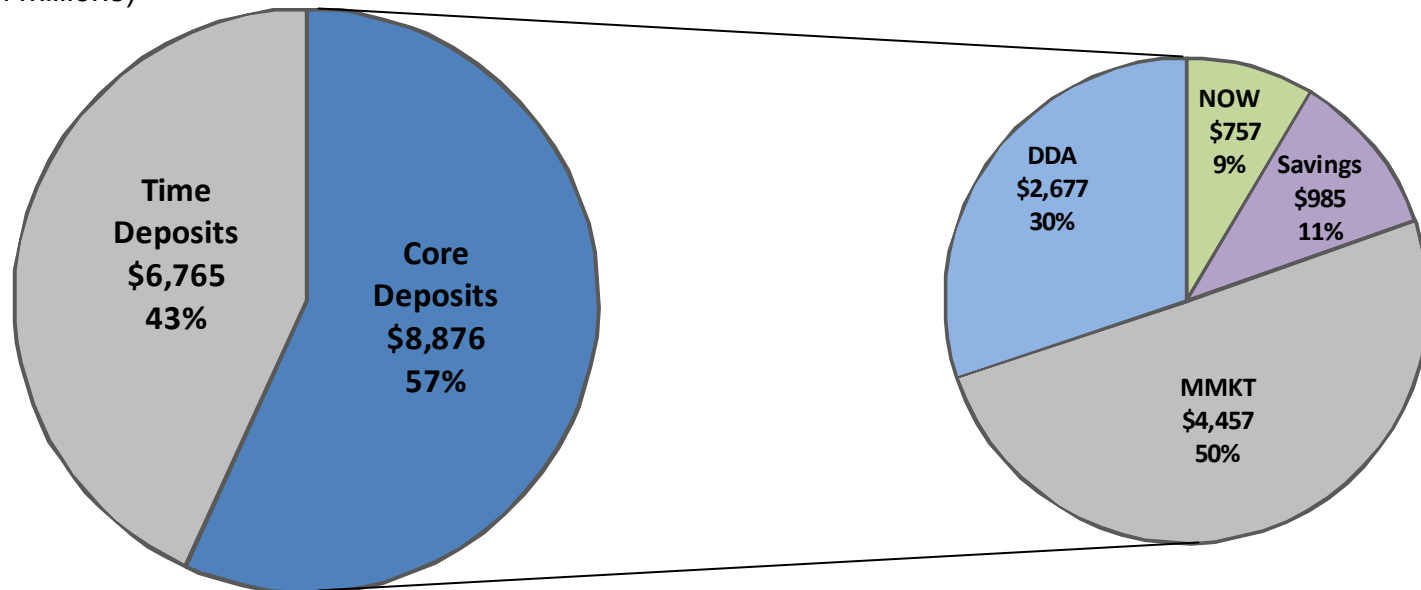
Maturity Year	# of Loans	Balance	% Of Total	Cumulative % Of Total
2011	122	303	9%	9%
2012	96	196	6%	15%
2013	192	265	8%	23%
2014	466	598	18%	41%
2015	504	565	17%	58%
2016	405	458	13%	71%
2017 AND BEYOND	885	1,008	29%	100%
<b>Total Loans</b>	<b>2,670</b>	<b>\$ 3,393</b>	<b>100%</b>	



# Strong Deposit Growth

- Core deposits grew to a record \$8.9 billion in the fourth quarter of 2010
- Total deposits increased \$654 million during the year primarily due to organic growth
- Cost of deposits continued to decrease from 0.75% in Q3 2010 to 0.67% in Q4 2010
- For full year 2010, cost of deposits declined to 0.78% from 1.37% during 2009

(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