

The Quarter in Review

4TH QUARTER 2016



CORPORATE PROFILE

East West Bancorp (“East West” or the “Company”) is a publicly owned company with \$34.8 billion in assets and is traded on the NASDAQ Global Select market under the symbol “EWBC”. The Company’s wholly owned subsidiary, East West Bank is the largest independent bank headquartered in southern California.

East West Bank is a premier bank focused exclusively on the United States and Greater China markets and operates over 130 locations between these two markets. In the U.S., East West operates in California, Georgia, Massachusetts, Nevada, New York, Texas and Washington. 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.

CEO QUOTE

“East West is pleased to report record earnings of \$431.7 million or \$2.97 per diluted share for the full year of 2016, an increase in diluted earnings per share of 12% from 2015. We delivered attractive returns of 1.3% on assets and 13.1% on equity. 2016 marks the seventh consecutive year that East West has achieved record earnings. For the full year 2016, East West continued a track record of impressive growth in loans and deposits. Total loans grew \$1.8 billion or 8% to a record \$25.5 billion from \$23.7 billion as of December 31, 2015. Total deposits grew \$2.4 billion or 9% to a record \$29.9 billion as of December 31, 2016 from \$27.5 billion a year ago. Growth in 2016 was achieved through balanced, diversified loan originations across our business lines, supported by robust growth in core deposits, which increased by 16% year-over-year.”

“We believe that East West’s balance sheet is well positioned to benefit from a higher interest rate environment because of our asset and funding mix, driving net interest margin expansion and net interest income growth. We are optimistic about the new year and our ability to grow profitably and prudently.”

— Dominic Ng, Chairman and CEO

HIGHLIGHTS OF RESULTS

Solid Earnings – Net income of \$111 million for 4Q16 modestly increased by \$0.6 million compared to \$110 million for 3Q16; diluted EPS of \$0.76 was unchanged QoQ. Full year 2016 net income of \$432 million grew by 12% YoY from \$385 million; diluted full year 2016 EPS of \$2.97 also grew by 12% from \$2.66 in the previous year.

Solid Profitability – 4Q16 ROAA⁶ was 1.27%, ROAE⁶ was 12.9%, and ROATE^{3,6} was 15.3%. 4Q16 adjusted PTPP profitability ratio^{3,6} of 2.10% expanded by 7 bps from 2.03% in the previous quarter.

Solid Net Interest Income and Revenue Growth – Net interest income totaled \$273 million for 4Q16, up \$19 million or 7% QoQ. YoY, net interest income grew \$26 million or 10% from \$247 million in 4Q15. Total revenue for 4Q16 of \$322 million grew by 6% QoQ and 10% YoY.

Record Assets – Total assets as of 12.31.16 reached a record \$34.8 billion, an increase of \$1.5 billion or 5% from \$33.3 billion as of 09.30.16. Total assets grew 8% YoY.

Record Loans – Total gross loans of \$25.5 billion as of 12.31.16 were up \$753 million or 12% annualized from \$24.8 billion as of 09.30.16. Total gross loans grew 8% YoY.

Record Deposits – Total deposits of \$29.9 billion as of 12.31.16 were up \$1.3 billion or 18% annualized from \$28.6 billion as of 09.30.16. Total deposits grew 9% YoY.

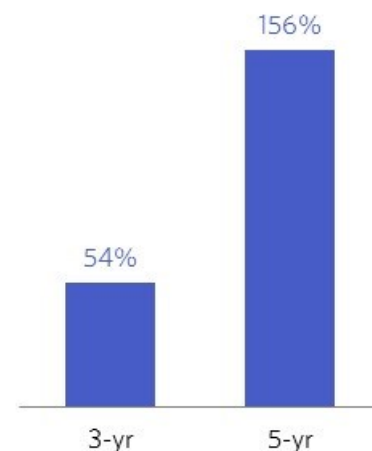
STOCK INFO

Ticker	EWBC
Exchange	NASDAQ
Market Cap (as of 01.25.17)	\$7.4B
Closing Price (as of 01.25.17)	\$51.55
52-week high	\$52.40
52-week low	\$27.25
No. of shares outstanding	144M
Annual Dividend	\$0.80

GOVERNANCE

- East West Bank’s Board of Directors is comprised of nine independent directors and one inside director.
- East West Bank is subject to oversight by U.S. regulatory agencies, including the Federal Reserve Bank (FRB), the California Department of Business Oversight (DBO) and the Consumer Financial Protection Bureau (CFPB).

TOTAL SHAREHOLDER RETURN (As of January 25, 2017)



NET INCOME¹ AND DILUTED EARNINGS PER SHARE¹



4Q16	FY 2016
\$111M	\$432M
Net Income	Net Income
+\$0.6M /1%	+\$47M /12%
QoQ change	YoY change
\$0.76	\$2.97
Earnings per diluted share	Earnings per diluted share
Flat	+\$0.31 /12%
QoQ change	YoY change

Tangible equity per common share^{1,3}

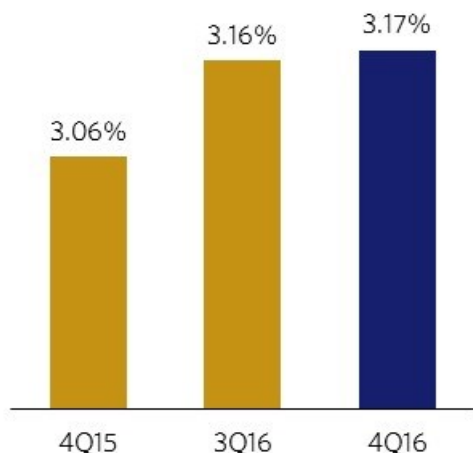
(YoY growth depicted as percentages)



\$2.9B
Tangible equity as of 12.31.16
+2% QoQ change in tang. equity
+12% YoY change in tang. equity
8.52%
Tangible equity to tangible assets ratio (TCE ratio) as of 12.31.16
-25 bps QoQ change in TCE ratio
+32 bps YoY change in TCE ratio

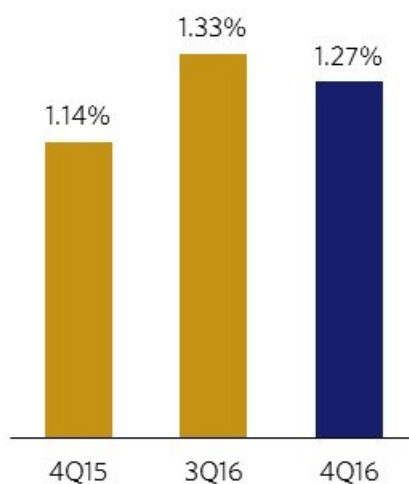
Adjusted NIM^{3,5,6}

(Adj. net interest margin excludes purchase discount accretion income)



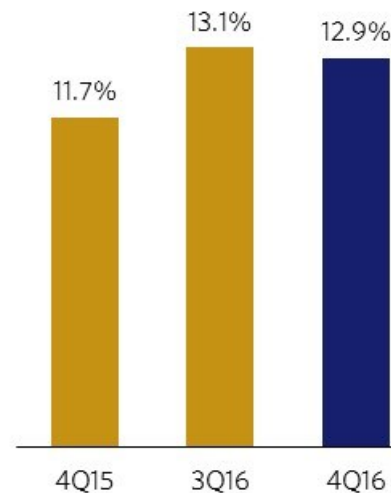
ROAA⁶

(Return on Average Assets)

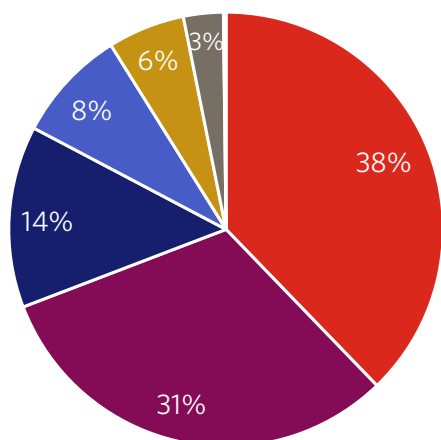


ROAE⁶

(Return on Average Equity)



LOANS



C&I	38%
CRE	31%
SFR	14%
CONSUMER	8%
MFR	6%
LAND/CONSTRUCTION	3%

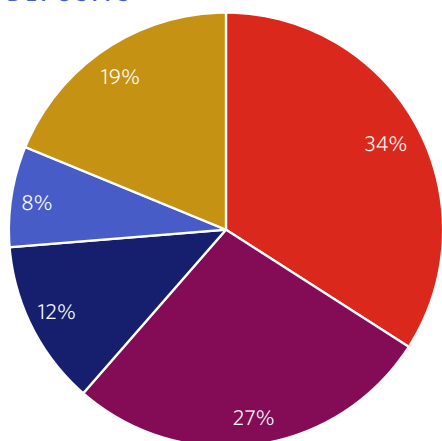
\$25.5B
Record loans as of 12.31.16

+\$753M or +3%
QoQ increase
+\$1.8B or +8%
YoY increase

4.33%
4Q16 average loan yield

84%
4Q16 avg. loans/ avg. deposits

DEPOSITS



DDA	34%
MMDA	27%
CHECKING	12%
SAVINGS	8%
CDs	19%

\$29.9B
Record deposits as of 12.31.16

+\$1.3B or +5%
QoQ increase
+\$2.4B or +9%
YoY increase

0.31%
4Q16 cost of deposits

81%
Avg. core deposits/avg. deposits for 4Q16

CAPITAL STRENGTH

Regulatory Capital Metrics (\$ in millions)	Basel III					
	Dec. 31, 2016 ^(a)	Sep. 30, 2016 ^(a)	Dec. 31, 2015	Minimum Requirements	Well Capitalized Regulatory Requirement	Fully Phased-in Minimum Regulatory Requirement
CET1 capital ratio	10.9%	10.9%	10.5%	4.5%	6.5%	7.0%
Tier 1 risk-based capital ratio	10.9%	10.9%	10.6%	6.0%	8.0%	8.5%
Total risk-based capital ratio	12.5%	12.5%	12.2%	8.0%	10.0%	10.5%
Tier 1 leverage capital ratio	8.7%	8.9%	8.5%	4.0%	5.0%	4.0%
RWA ^(b)	\$ 27,228	\$ 26,480	\$ 25,233	N/A	N/A	N/A

N/A Not applicable

^(a) The Company's December 31, 2016 regulatory capital ratios, capital and Risk Weighted Assets ("RWA") are preliminary.

^(b) Under regulatory guidelines, on-balance sheet assets and credit equivalent amounts of derivatives and off-balance sheet items are assigned to one of several broad risk categories based on the nature of the obligor, or, if relevant, the guarantor or the nature of any collateral. The aggregate dollar value in each risk category is then multiplied by the risk weight associated with that category. The resulting weighted values from each of the risk categories are aggregated for determining total RWA.

SUMMARY OF SELECTED FINANCIAL INFORMATION

(\$ in millions, except per share data)	4Q16	3Q16	4Q15	Full Year 2016	Full Year 2015
Summary of Operations					
Interest and dividend income	\$ 302	\$ 280	\$ 270	\$ 1,137	\$ 1,054
Interest expense	(29)	(26)	(24)	(105)	(103)
Net interest income before provision for credit losses	\$ 273	\$ 254	\$ 247	\$ 1,033	\$ 950
Provision for credit losses	(10)	(10)	2	(27)	(14)
Net interest income after provision for credit losses	\$ 262	\$ 245	\$ 249	\$ 1,005	\$ 936
Noninterest income	49	49	44	183	183
Noninterest expense	(150)	(171)	(145)	(616)	(541)
Income before income taxes	161	123	148	\$ 572	\$ 579
Income tax expense	(50)	(13)	(57)	(141)	(194)
Net income	\$ 111	\$ 110	\$ 92	\$ 432	\$ 385
Per common share					
Diluted EPS	\$ 0.76	\$ 0.76	\$ 0.63	\$ 2.97	\$ 2.66
Common dividend per share	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.80	\$ 0.80
Tangible equity per share ³	\$ 20.27	\$ 19.92	\$ 18.15	\$ 20.27	\$ 18.15
Weighted average number of shares outstanding, diluted (in thousands)	145,428	145,238	144,686	145,172	144,512
At period-end					
Total assets	\$ 34,789	\$ 33,255	\$ 32,351	\$ 34,789	\$ 32,351
Total loans	25,525	24,772	23,692	25,525	23,692
Total deposits	29,891	28,592	27,476	29,891	27,476
Stockholders' equity	3,428	3,378	3,123	3,428	3,123
Financial Ratios					
Tangible equity to tang. assets ratio (TCE ratio) ³	8.52%	8.77%	8.20%	8.52%	8.20%
Net interest margin ⁶	3.31%	3.26%	3.26%	3.30%	3.35%
Adjusted net interest margin ^{3,5,6}	3.17%	3.16%	3.06%	3.15%	3.12%
Adjusted efficiency ratio ^{2,3}	43.2%	44.8%	44.0%	44.2%	41.8%
Adjusted Pre-tax, pre-provision profitability ratio ^{3,6}	2.10%	2.03%	2.03%	2.04%	2.18%
Return on average assets (ROAA) ⁶	1.27%	1.33%	1.14%	1.30%	1.27%
Return on average equity (ROAE) ⁶	12.9%	13.1%	11.7%	13.1%	12.7%
Return on average tangible equity (ROATE) ^{3,6}	15.3%	15.6%	14.1%	15.7%	15.6%
Asset Quality Ratios					
Non-PCI nonperforming assets/total assets ⁴	0.37%	0.39%	0.40%	0.37%	0.40%
Allowance for loan losses/loans held-for-investment ⁴	1.02%	1.03%	1.12%	1.02%	1.12%

¹ Periods prior to 1Q15 were restated to reflect the retrospective application of adopting the new accounting guidance related to the Company's investments in qualified affordable housing projects Accounting Standards Update 2014-01.

² Represents noninterest expense, excluding repurchase agreements' extinguishment costs, amortization of tax credit and other investments and amortization of premiums on deposits acquired, divided by the aggregate of net interest income before provision for credit losses, and noninterest income.

³ See reconciliation of GAAP to non-GAAP financial measures available in the Company's fourth quarter 2016 financial press release.

⁴ Total assets and loans HFI include Purchased Credit Impaired ("PCI") loans of \$642.4 million, \$717.6 million, and \$970.4 million as of December 31, 2016, September 30, 2016, and December 31, 2015, respectively.

⁵ Adjusted NIM excludes ASC 310-30 discount accretion income.

⁶ Annualized.

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