

The Quarter in Review

4TH QUARTER 2017



CEO QUOTE

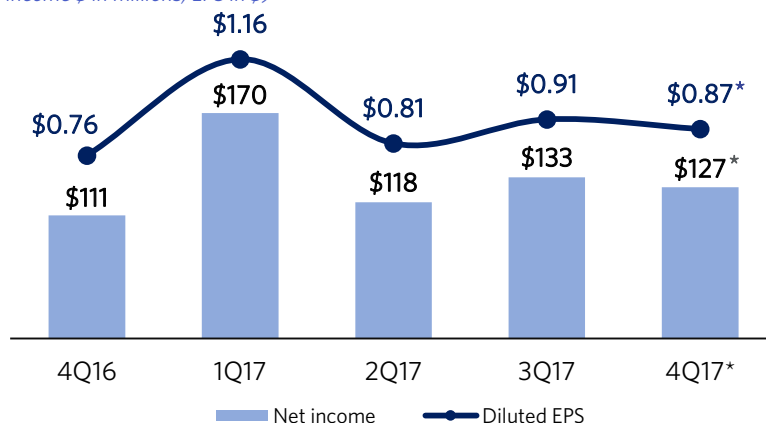
"Our full year 2017 record earnings increased by 17% year-over-year, reflecting strong revenue growth augmented by contained expenses and credit costs. In 2017, total loans grew \$3.5 billion, or 14% year-over-year, to a record \$29.1 billion from \$25.5 billion as of December 31, 2016. Total deposits grew \$2.3 billion, or 8% year-over-year, to a record \$32.2 billion as of December 31, 2017 from \$29.9 billion at the end of the previous year.

During the year, East West's net interest margin expanded by 18 basis points, reflecting our loan growth, attractive deposit mix, and the benefits of higher interest rates on our asset sensitive balance sheet. This has been a key component of our profitability; in 2017, we earned a return on average assets of 1.41% and a return on average equity of 13.7%. I would like to thank our 3,000 associates for their dedication and diligence in delivering another year of strong earnings for our shareholders."

— Dominic Ng, Chairman and CEO

NET INCOME AND DILUTED EPS

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



*4Q17 net income of \$127 million and EPS of \$0.87 are adjusted for the impact of the enactment of the Tax Cuts and Jobs Act, which reduced earnings by \$42 million or \$0.29/share. Reported net income was \$85 million and EPS were \$0.58.

\$506 million

FY 2017 Net income

+\$74 million or 17%

YoY** change

\$3.47

FY 2017 Diluted EPS

+\$0.50 or 17%

YoY** change

**YoY=Year over Year

STOCK INFORMATION

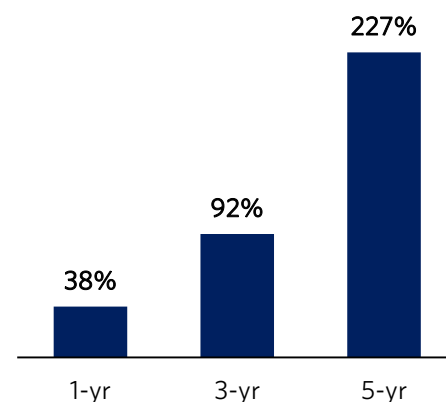
(as of January 24, 2018)

Ticker	EWBC
Exchange	NASDAQ
Market cap	\$9.9 bn
Closing price	\$68.42
52-week high	\$68.92
52-week low	\$48.07
No. of shares outstanding	145 mm
Annual dividend	\$0.80

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

TOTAL STOCKHOLDER RETURN

(as of January 24, 2018)



HIGHLIGHTS OF RESULTS

Record Full Year Earnings – Full year 2017 net income of \$506 million grew by 17% year-over-year; full year diluted earnings per share of \$3.47 also grew 17%. 4Q17 net income of \$85 million and diluted EPS of \$0.58 were reduced by \$42 million*, or \$0.29* per share, due to the enactment of the Tax Cuts and Jobs Act. Adjusted, 4Q17 net income of \$127 million* and EPS of \$0.87* were up by 14% y-o-y.

Net Interest Income Growth and Net Interest Margin Expansion – 4Q17 net interest income totaled \$320 million, an increase of \$17 million or 5% linked quarter, mainly due to loan growth and the expansion of loan yields. 4Q17 NIM of 3.57% expanded by 5 basis points linked quarter.

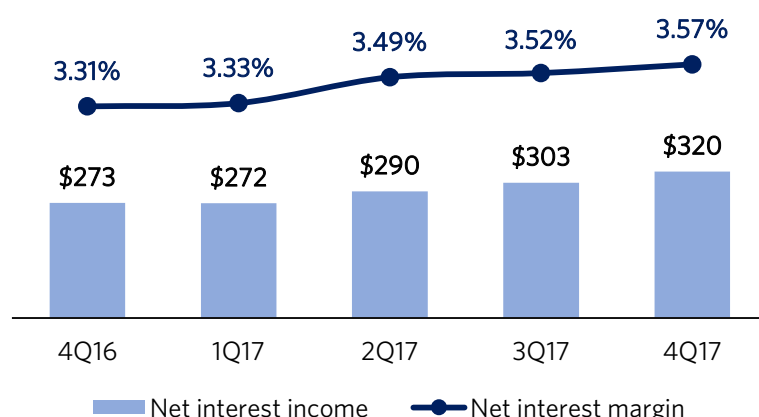
Record Loans – Total loans of \$29.1 billion as of December 31, 2017 were up by \$528 million or 2% from September 30, 2017.

Record Deposits – Total deposits of \$32.2 billion were up \$909 million or 3% from September 30, 2017.

*Please see reconciliation of GAAP to non-GAAP financial measures in the Company's 4Q17 Earnings Press Release.

NET INTEREST INCOME AND NET INTEREST MARGIN

\$ in millions



\$320 million

4Q17 Net interest income

+\$17 million or 5%

QoQ* change

3.57%

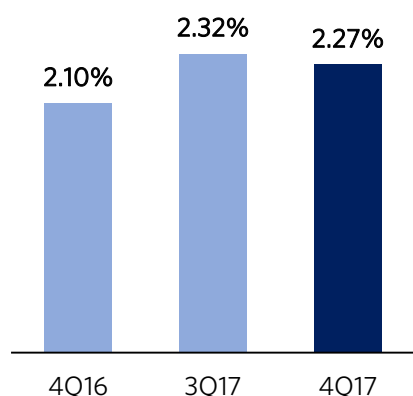
4Q17 Net interest margin

+5 basis points

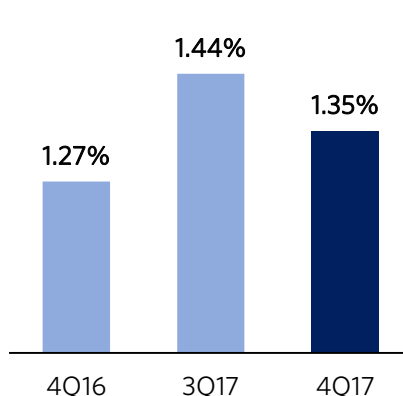
QoQ* change

*QoQ=Quarter over quarter

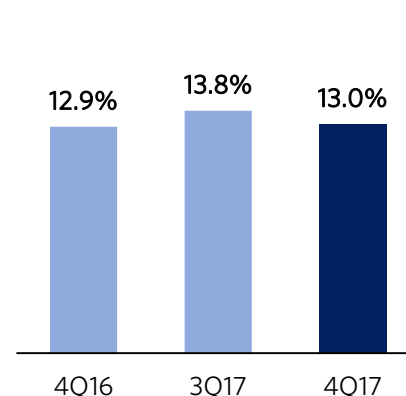
ADJUSTED PRE-TAX, PRE-PROVISION PROFITABILITY RATIO*



ADJUSTED RETURN ON AVERAGE ASSETS*

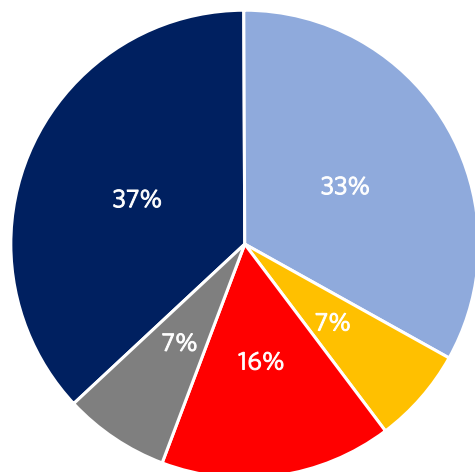


ADJUSTED RETURN ON AVERAGE EQUITY*



*Please see reconciliation of GAAP to non-GAAP financial measures in the Company's 4Q17 Earnings Release.

LOANS



C&I	37%
CRE (incl. land/constr.)	33%
MFR	7%
SFR	16%
HELOC & Other	7%

\$29.1 billion

Record loans as of 12.31.17

+\$3.5 billion or 14%

YoY* change

4.40%

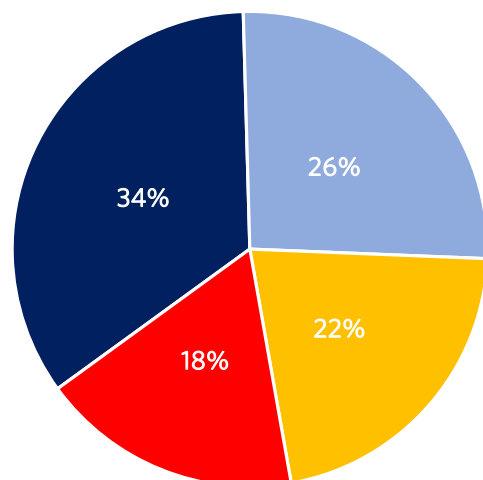
FY 2017 Average loan yield

+13 basis points

YoY* change

*YoY=Year over Year

DEPOSITS



DDA	34%
Money Market	26%
IB checking & savings	22%
CDs	18%

DDA = Noninterest-bearing demand deposits
IB checking = Interest-bearing checking

\$32.2 billion

Record deposits as of 12.31.17

+\$2.3 billion or 8%

YoY* change

0.38%

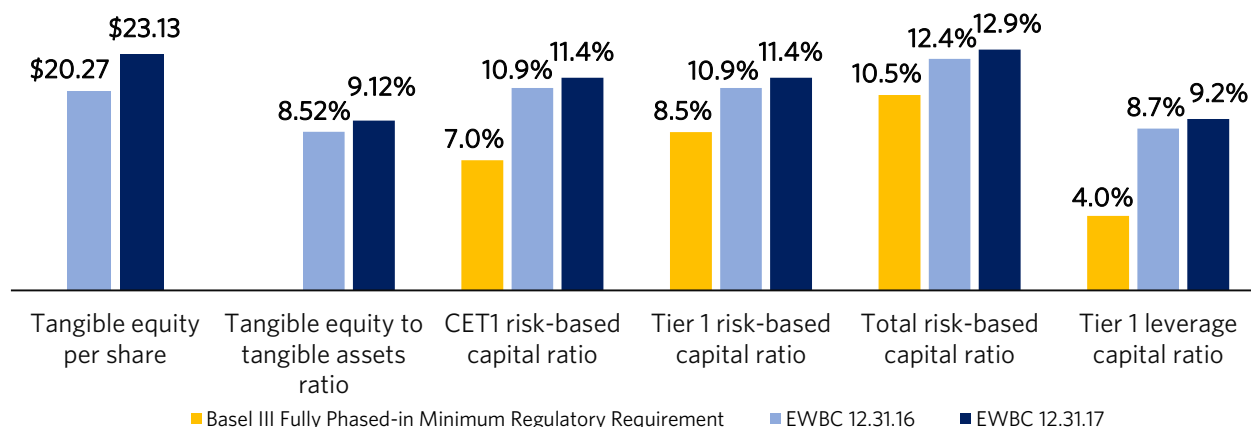
FY 2017 Cost of deposits

+8 basis points

YoY* change

*YoY=Year over Year

CAPITAL STRENGTH



Note: The Company's December 31, 2017 regulatory capital ratios are preliminary.

SUMMARY OF SELECTED FINANCIAL INFORMATION

(\$ in millions, except per share data)	4Q17	3Q17	4Q16	Full Year 2017	Full Year 2016
Summary of Operations					
Net interest income before provision for credit losses	\$ 320	\$ 303	\$ 273	\$ 1,185	\$ 1,033
Provision for credit losses	(16)	(13)	(10)	(46)	(27)
Net interest income after provision for credit losses	\$ 304	\$ 290	\$ 262	\$ 1,139	\$ 1,005
Noninterest income	45	50	49	258	183
Noninterest expense	(175)	(164)	(150)	(662)	(616)
Income before income taxes	174	175	161	\$ 735	\$ 572
Income tax expense	(89)	(43)	(50)	(229)	(141)
Net income	\$ 85	\$ 133	\$ 111	\$ 506	\$ 432
Per common share					
Diluted EPS	\$ 0.58	\$ 0.91	\$ 0.76	\$ 3.47	\$ 2.97
Adjusted diluted EPS ¹	\$ 0.87	\$ 0.89	\$ 0.76	\$ 3.46	\$ 2.97
Common dividend per share	\$ 0.20	\$ 0.20	\$ 0.20	\$ 0.80	\$ 0.80
Tangible equity per share ¹	\$ 23.13	\$ 22.71	\$ 20.27	\$ 23.13	\$ 20.27
At period-end					
Total assets	\$ 37,150	\$ 36,308	\$ 34,789	\$ 37,150	\$ 34,789
Total loans	29,054	28,526	25,526	29,054	25,526
Total deposits	32,220	31,312	29,891	32,220	29,891
Stockholders' equity	3,842	3,782	3,428	3,842	3,428
Tangible equity to tang. assets ratio (TCE ratio) ¹	9.12%	9.17%	8.52%	9.12%	8.52%
Financial Ratios					
Net interest margin ²	3.57%	3.52%	3.31%	3.48%	3.30%
Adjusted efficiency ratio ¹	41.6%	39.8%	43.2%	41.5%	44.2%
Adjusted pre-tax, pre-provision profitability ratio ^{1,2}	2.27%	2.32%	2.10%	2.24%	2.04%
Adjusted return on average assets ^{1,2}	1.35%	1.44%	1.27%	1.41%	1.30%
Adjusted return on average equity ^{1,2}	13.0%	13.8%	12.9%	13.7%	13.1%
Asset Quality Ratios					
Non-PCI nonperforming assets/total assets ³	0.31%	0.32%	0.37%	0.31%	0.37%
Allowance for loan losses/loans held-for-investment ³	0.99%	1.00%	1.02%	0.99%	1.02%

¹ See reconciliation of GAAP to non-GAAP financial measures in the Company's 4Q17 Earnings Release.

² Annualized.

³ Total assets and loans held-for-investment include purchased credit impaired loans of \$482.3 million, \$532.3 million and \$642.4 million as of December 31, 2017, September 30, 2017 and December 31, 2016, respectively.

CORPORATE PROFILE

East West Bancorp ("East West" or the "Company") is a publicly owned company with \$37.2 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.

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