

The Quarter in Review

3RD QUARTER 2018



CEO QUOTE

"Total loans grew \$968 million, or 13% annualized, to a record \$31.2 billion as of September 30, 2018 from \$30.2 billion as of June 30, 2018. Total deposits grew \$853 million, or 10% annualized, to a record \$33.6 billion as of September 30, 2018 from \$32.8 billion as of June 30, 2018.

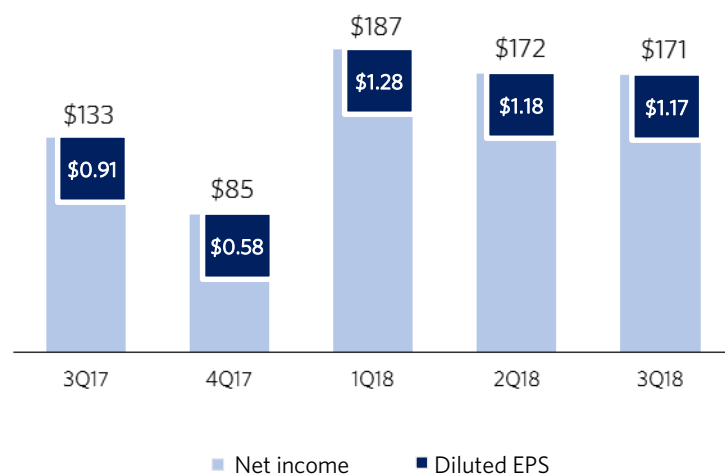
Driven by our sustained loan growth, net interest income reached a record \$349 million in the third quarter of 2018, an increase of 2% quarter-over-quarter and 15% year-over-year. Our current quarter adjusted efficiency ratio of 39.9% was stable compared to the prior quarter. For the third quarter of 2018, our adjusted pre-tax, pre-provision income was \$238 million, an increase of 1% quarter-over-quarter and an increase of 13% year-over-year.

In conclusion, with year-to-date results of strong loan growth and an expanding net interest margin, we are on track for another year of record earnings for 2018. Our net interest income continues to reach higher levels quarter after quarter, and our attractive profitability remains a valued proposition for shareholders."

—Dominic Ng, Chairman, President and CEO

NET INCOME AND DILUTED EPS

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



\$171 million

3Q18 net income

\$1.17

3Q18 diluted EPS

\$531 million

Year-to-date net income

\$3.63

Year-to-date diluted EPS

STOCK INFORMATION

(as of October 17, 2018)

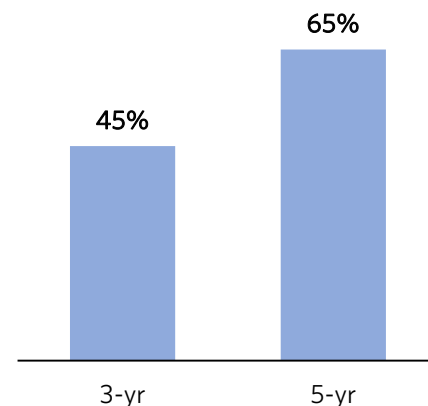
Ticker	EWBC
Exchange	NASDAQ
Market cap	\$8.1 bn
Closing price	\$55.78
52-week high	\$73.98
52-week low	\$54.37
No. of shares outstanding	145 mm
Annualized dividend*	\$0.92

*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 October 17, 2018)



3Q18 HIGHLIGHTS

Earnings and EPS - 3Q18 net income of \$171 million and diluted EPS of \$1.17 both decreased 1% compared to 2Q18 net income of \$172 million and diluted EPS of \$1.18; and increased 29% year-over-year from 3Q17 net income of 133 million and diluted EPS of \$0.91.

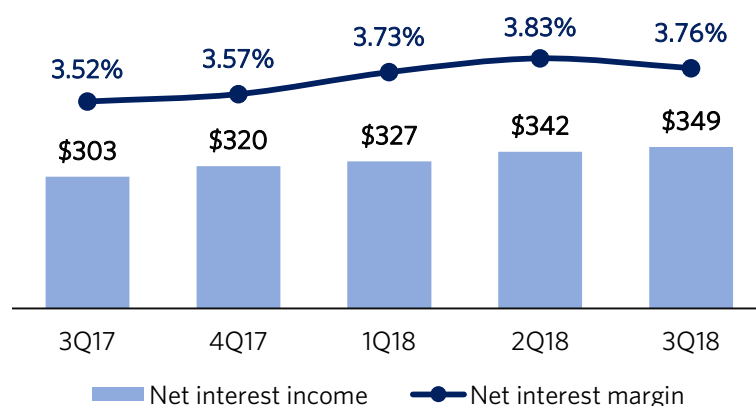
Net Interest Income Growth and Net Interest Margin - 3Q18 net interest income totaled \$349 million, an increase of \$7 million, or 2% linked quarter, primarily due to loan growth and expansion of loan yields. 3Q18 net interest margin of 3.76% declined by 7 basis points linked quarter.

Record Loans - Total loans of \$31.2 billion as of September 30, 2018 were up by \$968 million or 13% linked quarter annualized from \$30.2 billion as of June 30, 2018.

Record Deposits - Total deposits of \$33.6 billion as of September 30, 2018 were up by \$853 million or 10% linked quarter annualized from \$32.8 billion as of June 30, 2018.

NET INTEREST INCOME AND NET INTEREST MARGIN

(\$ in millions)



\$349 million

3Q18 net interest income

+\$7 million or 2%

QoQ* change

3.76%

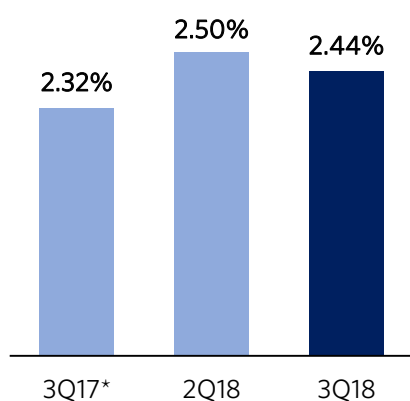
3Q18 net interest margin

-7 basis points

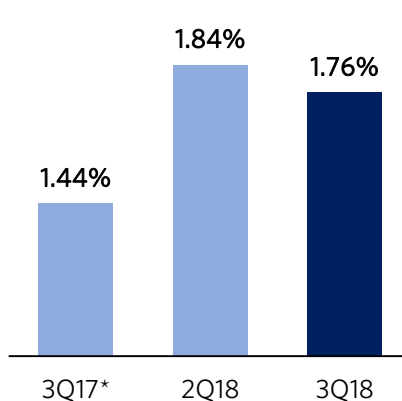
QoQ* change

*QoQ=Quarter over quarter

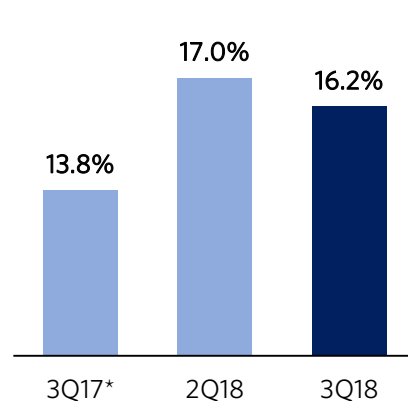
ADJUSTED PRE-TAX, PRE-PROVISION PROFITABILITY RATIO*



ADJUSTED RETURN ON AVERAGE ASSETS*

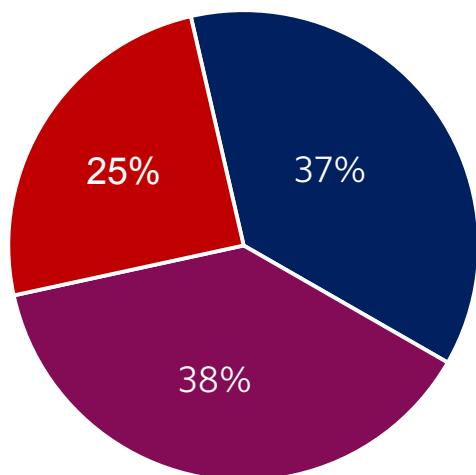


ADJUSTED RETURN ON AVERAGE EQUITY*



*Please see reconciliation of GAAP to non-GAAP financial measures in the Company's 3Q18 Earnings Release.

LOANS



Total Loans as of 09.30.18
(\$ in billions)

C&I	\$11.5
CRE	\$12.0
Consumer	\$7.7
Total	\$31.2

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

\$31.2 billion

Record loans as of 09.30.18

+\$968 million or 3%

QoQ* change

5.02%

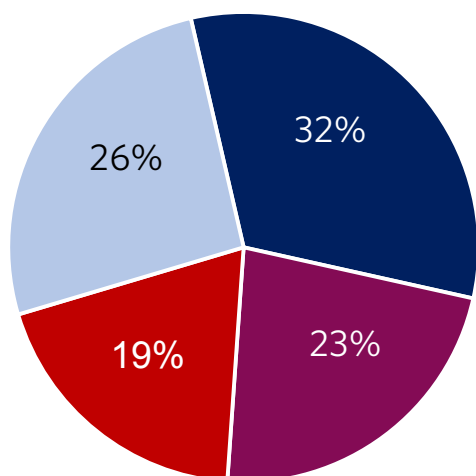
3Q18 average loan yield

+7 basis points

QoQ* change

*QoQ=Quarter over Quarter

DEPOSITS



Total Deposits as of 09.30.18
(\$ in billions)

DDA	\$10.8
MMDA	\$7.6
IB checking & Savings	\$6.5
CDs	\$8.7
Total	\$33.6

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

\$33.6 billion

Record deposits as of 09.30.18

+\$853 million or 3%

QoQ* change

0.78%

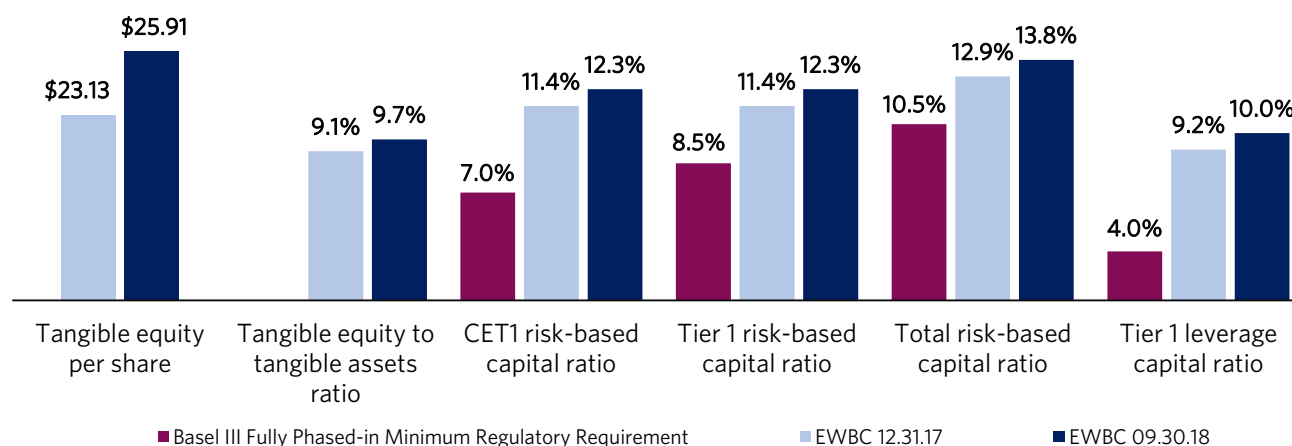
3Q18 total cost of deposits

+14 basis points

QoQ* change

*QoQ=Quarter over Quarter

CAPITAL STRENGTH



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

SUMMARY OF SELECTED FINANCIAL INFORMATION

(\$ in millions, except per share data)

	3Q18	2Q18	3Q17
Summary of Operations			
Net interest income before provision for credit losses	\$ 349	\$ 342	\$ 303
Provision for credit losses	(11)	(16)	(13)
Net interest income after provision for credit losses	\$ 338	\$ 326	\$ 290
Noninterest income	47	48	49
Noninterest expense	(180)	(177)	(164)
Income before income taxes	205	197	175
Income tax expense	(34)	(25)	(43)
Net income	\$ 171	\$ 172	\$ 133
Per common share			
Diluted EPS	\$ 1.17	\$ 1.18	\$ 0.91
Adjusted diluted EPS ¹	\$ 1.17	\$ 1.18	\$ 0.89
Common dividend per share	\$ 0.23	\$ 0.20	\$ 0.20
Tangible equity per share ¹	\$ 25.91	\$ 25.01	\$ 22.71
At period-end			
Total assets	\$ 39,073	\$ 38,073	\$ 36,308
Total loans	31,213	30,245	28,526
Total deposits	33,629	32,776	31,312
Stockholders' equity	4,245	4,114	3,782
Tangible equity to tang. assets ratio (TCE ratio) ¹	9.73%	9.64%	9.17%
Financial Ratios			
Net interest margin ²	3.76%	3.83%	3.52%
Adjusted efficiency ratio ¹	39.9%	39.9%	39.8%
Adjusted pre-tax, pre-provision profitability ratio ^{1,2}	2.44%	2.50%	2.32%
Adjusted return on average assets ^{1,2}	1.76%	1.84%	1.44%
Adjusted return on average equity ^{1,2}	16.2%	17.0%	13.8%
Asset Quality Ratios			
Non-PCI nonperforming assets/total assets	0.29%	0.27%	0.32%
Allowance for loan losses/loans held-for-investment (HFI)	0.99%	1.00%	1.00%
Net (charge-offs) recoveries/average loans HFI ²	(0.05)%	(0.14)%	(0.06)%

¹See reconciliation of GAAP to non-GAAP financial measures in the Company's 3Q18 Earnings Release.

²Annualized.

CORPORATE PROFILE

East West Bancorp, Inc. is a publicly owned company with total assets of \$39.1 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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