Amalgamated Bank

September 2020

amalgamatedbank.com
Member FDIC

Safe Harbor Statements

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act, Section 21E of the Securities Exchange Act of 1934, as amended. any statement that does not describe historical or current facts is a forward-looking statement. These statements generally can be identified by forward-looking terminology, such as “plan,” “seek to,” “outlook,” “guidance,” “may,” “will,” “anticipate,” “should,” “would,” “believe,” “contemplate,” “expect,” “estimate,” “continue,” “initiatives,” and “intend,” as well as other similar words and expressions of the future. These forward-looking statements include, but are not limited to, statements related to potential political deposit runoff, estimated yield on our PACE portfolio, formation of a Bank holding company, stress testing results and future branch closures. These forward-looking statements are subject to known and unknown risks, uncertainties and other factors, many of which are beyond our control and any or all of which could cause actual results to differ materially from the results expressed or implied by such forward-looking statements. These risks and uncertainties include, but are not limited to:

- negative economic and political conditions that adversely affect the general economy, housing prices, the real estate market, the job market, consumer confidence, the financial condition of our borrowers and consumer spending habits, which may affect, among other things, the level of non-performing assets, charge-offs and provision expense;
- the rate of growth (or lack thereof) in the economy and employment levels, as well as general business and economic conditions, coupled with the risk that adverse conditions may be greater than anticipated in the markets that we serve;
- the COVID-19 pandemic and its effects on the economic and business environments in which we operate;
- continuation of the historically low short-term interest rate environment;
- fluctuations or unanticipated changes in interest rates on loans or deposits or that affect the yield curve;
- the inability of Amalgamated Bank to maintain the historical growth rate of its loan portfolio;
- changes in loan underwriting, credit review or loss reserve policies associated with economic conditions, examination conclusions, or regulatory developments either as they currently exist or as they may be affected by conditions associated with the COVID-19 pandemic;
- the impact of competition with other financial institutions, many of which are larger and have greater resources, as well as changes in the competitive environment;
- our ability to meet heightened regulatory and supervisory requirements;
- our ability to grow and retain low-cost core deposits and retain large, uninsured deposits;
- any matter that would cause Amalgamated Bank to conclude that there was impairment of any asset, including intangible assets;
- inability to comply with regulatory capital requirements, including those resulting from changes to capital calculation methodologies, required capital maintenance levels or regulatory requests or directives;
- risks associated with litigation, including the applicability of insurance coverage;
- the risk of not achieving anticipated cost savings related to reduction in salaries and benefits, professional fees and other expense areas;
- a failure in or breach of our operational or security systems or infrastructure, or those of third party vendors or other service providers, including as a result of unauthorized access, computer viruses, phishing schemes, spam attacks, human error, natural disasters, power loss and other security breaches, the risk of any of which could be exacerbated by employees and others working remotely as a result of the effects of the COVID-19 pandemic
- volatile credit and financial markets both domestic and foreign;
- the risk that the preliminary financial information reported herein and our current preliminary analysis could be different when our review is finalized.

Additional factors which could affect the forward-looking statements can be found in Amalgamated’s Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K filed with the FDIC and available on the FDIC's website at https://efr.fdic.gov/fcxweb/efr/index.html. Forward-looking statements are based upon the current beliefs and expectations of management, and on information currently available to management. Amalgamated Bank disclaims any obligation to update or revise any forward-looking statements contained in this presentation, which speak only as of the date hereof, or to update the reasons why actual results could differ from those contained in or implied by such statements, whether as a result of new information, future events or otherwise, except as required by law.

NON-GAAP FINANCIAL MEASURES

This presentation contains certain non-GAAP financial measures including, without limitation, “Core Operating Revenue,” “Core Non-interest Expense,” “Tangible Common Equity,” “Average Tangible Common Equity,” “Core Efficiency Ratio,” “Core Net Income,” “Core ROAA,” and “Core ROATCE.”

We believe these non-GAAP financial measures provide useful information to management and investors that is supplementary to our financial condition, results of operations and cash flows computed in accordance with GAAP. Specifically, we believe these non-GAAP financial measures (a) allow management and investors to better assess our performance by removing volatility that is associated with discrete items that are unrelated to our core business, and (b) enable a more complete understanding of factors and trends affecting our business.

Non-GAAP financial measures, however, have inherent limitations, are not required to be uniformly applied, and are not audited. Accordingly, these non-GAAP financial measures should not be considered as substitutes for GAAP financial measures, and we strongly encourage investors to review the GAAP financial measures included in this presentation and not to place undue reliance on any single financial measure. In addition, because non-GAAP financial measures are not standardized, it may not be possible to compare the non-GAAP financial measures presented in this presentation with other companies’ non-GAAP financial measures having the same or similar names. As such, you should not view these disclosures as a substitute for results determined in accordance with GAAP, and they are not necessarily comparable to non-GAAP financial measures that other companies use. Reconciliations of non-GAAP financial disclosures to what we believe to be the most directly comparable GAAP measures found in this presentation are set forth in the final pages of this presentation and also may be viewed on the bank’s website, amalgamatedbank.com.

You should assume that all numbers presented are unaudited unless otherwise noted.

Amalgamated Bank

COMPANY OVERVIEW

- NASDAQ: AMAL
- Market Cap: $393 million(1)
- Commercial Bank and Chartered Trust Company
- Total Assets: $6.5 billion
- $45.3 billion in assets under management and custody
- Strong presence in New York City, Washington D.C. and San Francisco

3rd QUARTER UPDATES

- Loan deferrals have declined $152 million or 33% since June 30, 2020
- Completed the exit of $10.2 million non-accruing hotel loan in Ohio and expect a related incremental $0.9 million of provision in Q3
- Amalgamated Financial Corp. will become the holding company for Amalgamated Bank in the fourth quarter, pending shareholder approval
  - No immediate change in financial performance
  - Opens growth opportunities and flexibility for future expansion
- Six branch closures in 3Q; expect approximately $6 million charge in 3Q with $4 million in op-ex reduction in 2021

(1) As of 6/30/2020

DISTINCT HERITAGE

Founded by a union nearly 100 years ago, Amalgamated supports financial equity by providing access to banking products and services

TARGETED CUSTOMER BASE

Amalgamated serves a specialized customer segment. Clients are drawn to Amalgamated for its values-based business practices and stay for the banking team's expertise in critical areas

AUTHENTIC BRAND

Amalgamated impacts its communities through action. Amalgamated supports a $20 minimum wage, uses sustainable energy to power operations and has a workforce that is 60% minority and 60% female

UNIQUE BUSINESS MODEL

Amalgamated **focuses on profitability** by deploying its low-cost deposit funding into lower risk assets, achieving attractive risk-adjusted returns

Lower capital required from low-risk balance sheet creates opportunities for higher returns

Uniquely Positioned Business Model

NICHE TARGETED MISSION-BASED CUSTOMER SEGMENT

LABOR UNIONS
- 30,000+ Labor Organizations
- 14.6 million Americans
- International, National and Local

SUSTAINABILITY
- Environmental action organizations
- Sustainable businesses
- Clean energy companies

PHILANTHROPIES
- $350bn in assets from progressive philanthropies
- 1,300 private foundations

SOCIAL ENTERPRISES
- Multi-billion impact investing market
- 1,800+ B-Corps

NON-PROFITS
- 1.5 million organizations
- 11.7% of American wages

POLITICAL ORGANIZATIONS
- 19,500 Democratic candidates
- Local, state and federal elections each year

Mission Aligned Initiatives

WE ARE PROUD OF OUR MISSIONED ALIGNED INITIATIVES AND ACCOMPLISHMENTS

Improving ESG at our Bank

- Launched CSR hub on website for investors to access policies, reports, and latest news
- Provided additional disclosures and policy changes to greatly improve ESG scoring
- Certified B Corporation score increased from 87 to 115
- Leading development of new socially responsible investment products through Invesco collaboration

Exercising Our Corporate Voice

- Endorsed the Science-Based Targets Initiative and CEO Action on Diversity and Inclusion
- Featured on CNN and MSNBC for advocacy on gun safety
- Partnered with When We All Vote to increase voter registration and turnout in the communities we serve

Commitment to Environmental Sustainability

- Founding signatory of the UN Principles on Responsible Investing and Principals on Responsible Banking
- International Co-Chair of Principals on Carbon Accounting Financials, first calculations of financed emission coming Q4 2020
- South Pole found a 6.7% drop in total emissions from 2018 to 2019

Mission Aligned Initiatives

RESPONSES TO DUAL CRISES

COVID-19 Response

- Working with commercial clients on payment deferral requests to help with business disruption
- Provided loan deferrals, fee waivers, and temporary foreclosure moratorium for residential borrowers
- Moved to nearly 100% WFH status to protect employees
- More than 850 referrals of CARES Paycheck Protection Plan (PPP) to Newtek, an SBA originator
- Advocated for expansion of federal relief packages for workers, small businesses, and nonprofits
- Launched Families and Workers Fund with commitment of $8 million
- Launched Frontline Lines Workers Fund providing $85,000 in grants to support workers

Black Lives Matter (BLM) and Social Unrest Response

- Public statement in support of BLM movement and condemnation of racism within the justice system
- Publicly listed 10 CEO commitments to issues of racial equity
- Launched internal task force to on racial justice
- Endorsed police reform policy efforts and community development funding
- Greater than 75% of the Amalgamated Foundation grants have gone to work led by People of Color; formally instituted as explicit criteria in grantmaking

Investment Highlights

1. Management Delivering Operational Improvement
2. Stable, Low-Cost Core Deposit Franchise
3. Conservative Asset Allocation
4. Strict Credit Culture
5. Strong Liquidity To Weather A Challenging Environment
6. Well Positioned For Continued Organic Growth

1. Experienced Executive Management Team

SINCE 2014, THE NEW MANAGEMENT TEAM HAS INCREASED DEPOSITS, DE-RISKED THE BALANCE SHEET, INSTILLED A DISCIPLINED EXPENSE CULTURE AND ENHANCED PROFITABILITY

KEITH MESTRICH

President & CEO

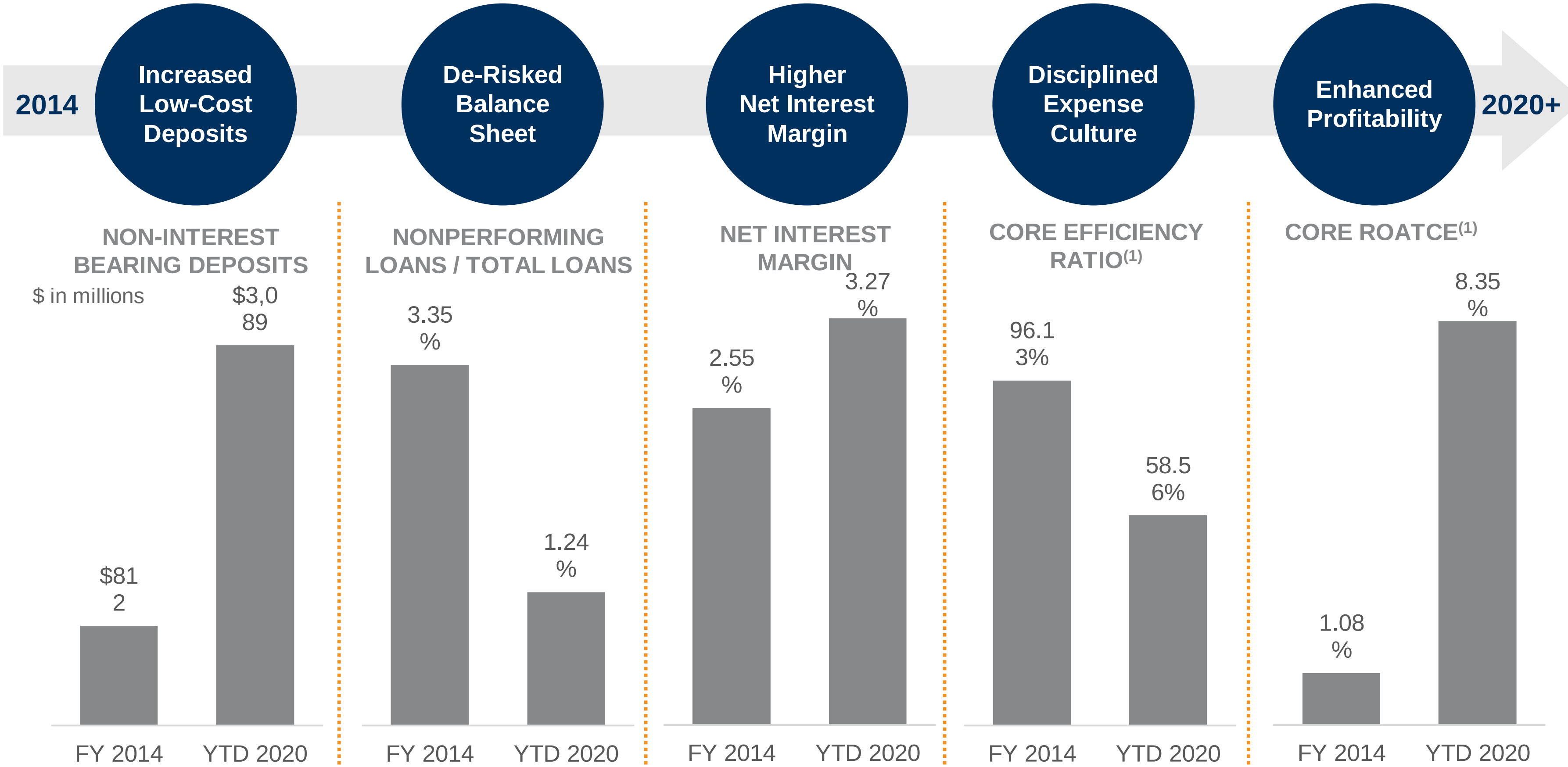
- President & CEO of Amalgamated Bank since 2014 after joining in 2012 as Director of Amalgamated's Washington, D.C. region
- Previously served as CFO of the Service Employees International Union (SEIU) and has extensive experience in the financial sector
- 30-year veteran of the labor movement with Workers United, UNITE HERE, UNITE, and the AFL-CIO
- Guided the acquisition of San Francisco-based New Resource Bank, creating one of the leading values-based banks in the U.S.

DREW LABENNE

SEVP & CFO

- CFO of Amalgamated Bank since 2015
- Former CFO of JPMorgan Chase Business Banking from 2013 to 2015
- Previously at CapitalOne for 17 years and held leadership positions as the CFO of Retail Banking and CFO of Commercial Banking
- Key member in building CapitalOne's banking franchise through acquisitions and organic growth

1. Delivering Improved Operating Performance



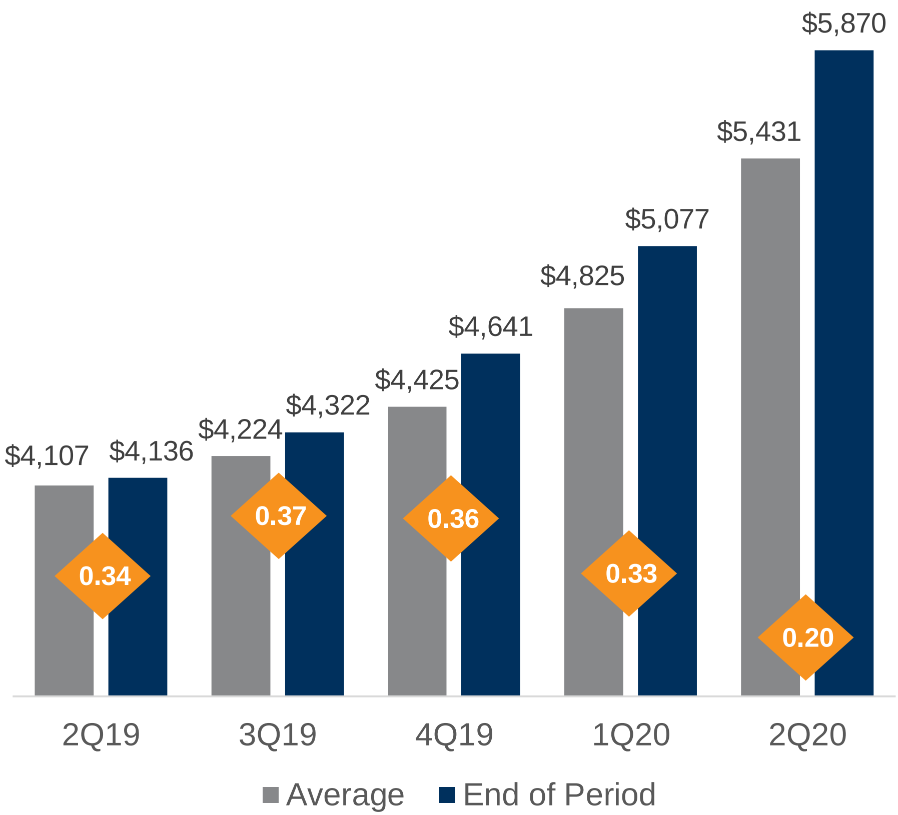
	FY 2014	YTD 2020
Non-interest Bearing Deposits as % of Total Deposits	32%	53%
Wholesale Borrowings as % of Total Funding	24%	0%
Average Cost of Deposits	0.24%	0.26%
# of Branches[2]	24	5
Core ROAA[1]	0.09%	0.70%

(1) See non-GAAP reconciliations on pages 39-40
(2) YTD 2020 is expected 3Q20 branch count

2. Stable, Low Cost Core Deposit Franchise

TOTAL DEPOSITS ($ in millions)

Cost of Funds



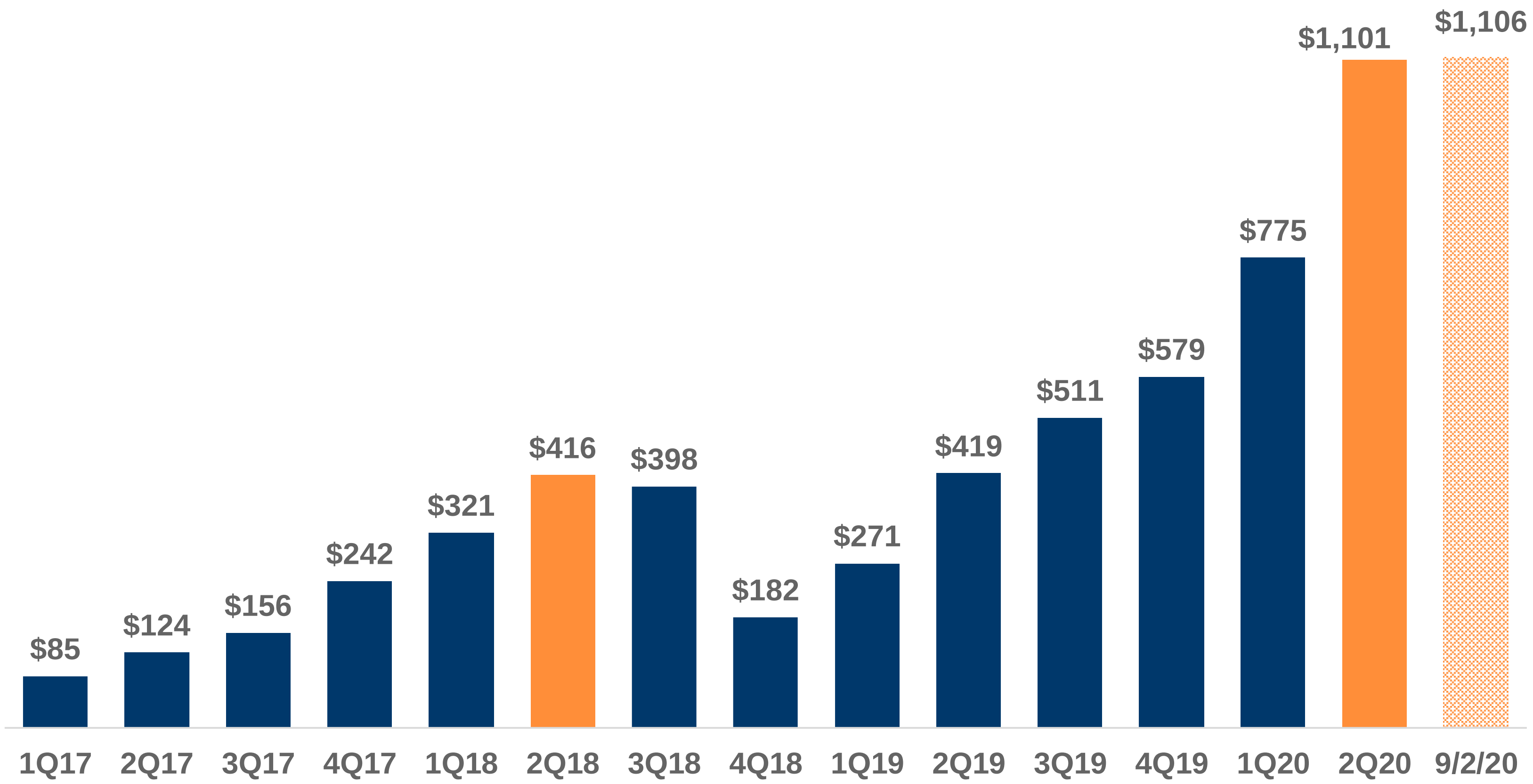
COMPETITIVE DEPOSIT FRANCHISE

- $445.5 million of average non-interest bearing deposit growth, compared to 1Q20, related to seasonality of election cycle
- Non-interest-bearing deposits represented 53% of ending deposits in 2Q20, compared to 48% in 1Q20
- Core customers, our unions and nonprofits, are primarily on the deposit side of the bank
  - Continued expansion in core relationships in the non-profit, labor and philanthropic sectors
- Cost of funds, a long-term, key differentiator of the Bank, remains best in class, anticipate cost of funds to continue decreasing in the near term

2. Political Deposits

HISTORICAL TREND

($ in millions)



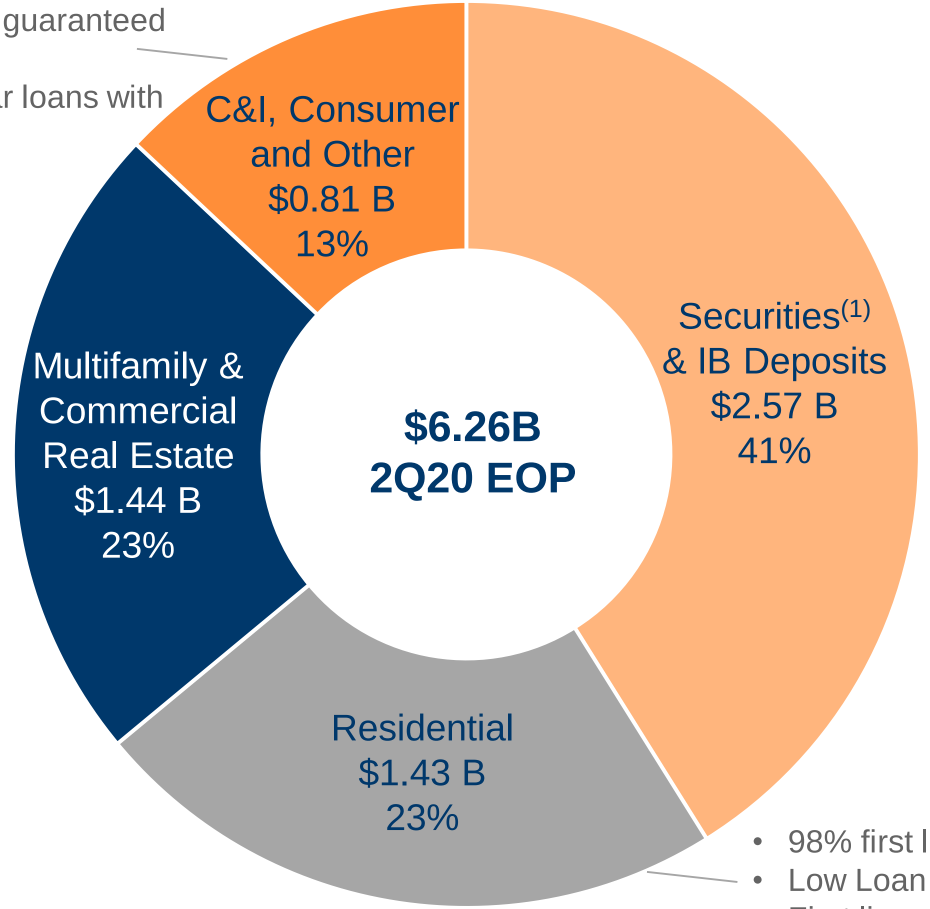
3. Conservative Asset Allocation

INTEREST EARNING ASSETS OF $6.3B AS OF JUNE 30, 2020

We maintain a diverse, low risk profile of interest earning assets

- No fossil fuel exposure
- $203mm of government guaranteed loans
- $133mm residential solar loans with strong credit profiles

- Predominantly NYC based properties with low LTV
- MF LTV = 56%
- CRE LTV = 53%



- $890mm agency securities
- $731mm of non-agency securities; 85% are AAA rated
- $323mm of PACE securities with low LTV
- All non-agency securities are top of the capital structure
- $579mm of cash deposits at Bank

- 98% first lien mortgages
- Low Loan to Original Value = 53%
- First lien mortgages average FICO of 763

(1) Securities include Federal Home Loan Bank stock and resell agreements of $49.6mm

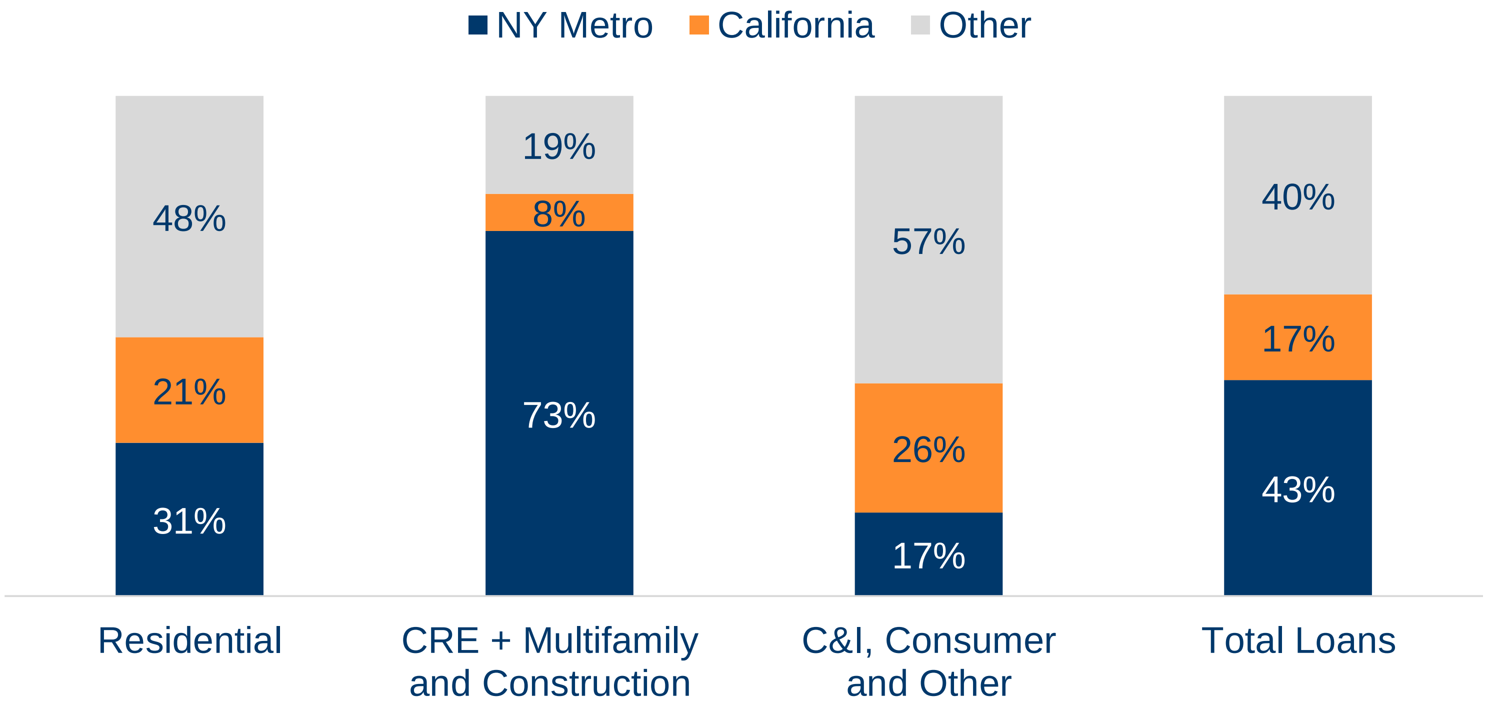
* LTV shown are as of March 2020

4. Loan Portfolio is Diverse by Geography

TOTAL LOANS, NET

(Share %)

- $57% of loan portfolio is outside of NY Metro area



NY Metro as defined by the US Office of Management and Budget
Loan balances as of 5/31/2020

4. COVID-19 Deferrals – Post Quarter Update

COVID-19 LOAN DEFERRALS[1]

($ millions)

	Total Loans 6/30/20	Deferrals as of: 8/31/20	Deferrals as of: 6/30/20	% of Portfolio	Exited Deferral
Multifamily	$ 972	$ 133	$ 192	14%	$ 59
CRE + Construction	469	95	124	20%	29
C&I	618	16	36	3%	20
Residential	1,433	65	103	5%	38
Consumer & Student	188	4	10	2%	6
Total	**$ 3,680**	**$ 313**	**$ 465**	**9%**	**$ 152**

- Current deferrals are down by $152 million since the end of the second quarter
- Inflow of new requests has slowed to near zero
- $90 million remain in their first deferral period, with $223 million requested or moved to a second deferral
- Of commercial loans in, or moving into, their second deferral, 50% are paying interest

(1) Loan deferrals for purchased portfolio are as of 7/31/2020 and represent $26.5 million of the deferred loan balances

4. COVID-19 Deferrals – Post Quarter Update (cont'd)

UPDATES ON SPECIFIC COMMERCIAL LOAN DEFERRALS

Multifamily

- $133 million in deferrals across 17 loans
- Pre-COVID Loan-to-value of 58%; 96% of revenue comes from apartment rentals

Retail

- $61 million in deferrals across 7 loans with a high concentration of retail; all in NYC
- Pre-COVID loan-to-value of 46%

Office

- One loan for $20 million located in Midtown South area of NYC
- Pre-COVID loan-to-value of 40%

Hotels

- $14 million in deferrals across 3 loans, all from one sponsor
- Two loans for $8 million located in Colorado which focused on serving Univ. of Colorado students and families
- One loan for $6 million located in Lake Tahoe area of California

4. Pandemic Stress Test Overview

PROCESS

- Engaged Invictus Group, a recognized leader in stress testing, to perform both a CCAR-style and pandemic stress test
- Every loan in the portfolio stressed individually based on their unique risk characteristics such as risk rating, LTV, DSCR, etc.
- Results are rolled up and translated to projected loan loss provisions and net charge-offs over the next two years
- Additional stress applied towards loans in industries disproportionally impacted by the pandemic (hotels, restaurants, retail, etc.) as well as loans to borrowers that have been provided P&I deferrals

RESULTS

- Healthy margin of safety – capital levels remain well above regulatory minimums for being considered a well-capitalized bank
- Unexpected loan losses mitigated by strong underwriting characteristics and lack of relative exposure to industries disproportionally impacted by the pandemic
- **Ninety eight percent (98%) of unexpected loan losses offset by pre-provision earnings over the next two years**

5. Strong Liquidity To Weather A Challenging Environment

LIQUIDITY SOURCES AMOUNT TO $3.4B AS OF JUNE 30, 2020

- Capacity to borrow from Federal Home Loan Bank (FHLB) presents largest source of balance sheet funding
- Ability to borrow based on existing balance sheet assets as collateral, primarily mortgage (commercial and multi-family)

Key Sources of Liquidity	Timing	Balance 2Q20	% of Deposits
Cash	Immediate	$590	10%
FHLB Borrowing Potential	Immediate	$1,750	30%
Potential Political Deposit Runoff	Months	($800)	-14%
Immediate Core Liquidity		**$1,540**	**26%**
Saleable Non-Pledge-able Securities	Days	$600	10%
Est. Wholesale Borrowings Capacity	Weeks	$750	13%
Apx. Saleable Non-Pledge-able Loans	Months	$500	9%
Total		**$3,390**	**58%**

6. Well Positioned For Growth

MULTIPLE AVENUES EXIST TO EXPAND THE BANK

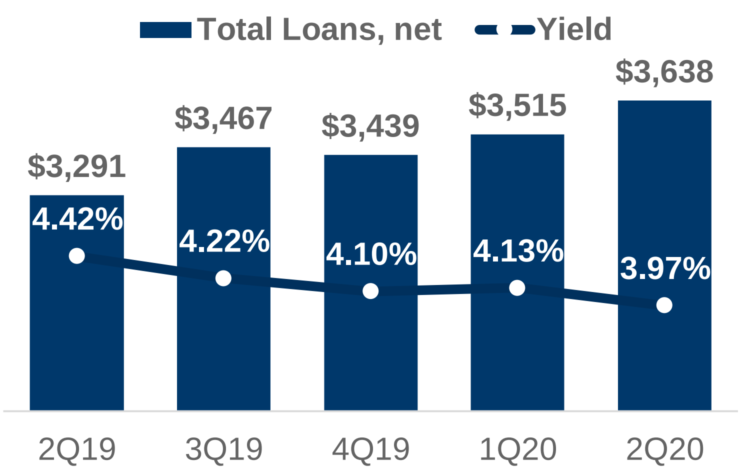
Focused on scaling the Bank and driving improved returns

- Organic Growth – sustainability lending presents a large and untapped market opportunity. Today, Amalgamated is a leader in PACE funding through its work with PACE Funding Group
- Expand the Bank's geographic footprint – many U.S. cities such as Chicago, L.A., and Seattle represent attractive markets for organic expansion
  - **Opened the Bank's commercial branch office in Boston in March 2020**
- Collaboration with Invesco to re-accelerate asset growth in our Trust & Investment Management business which has the infrastructure to significantly scale
- Strong capital position to take advantage of inorganic opportunities

6. Organic Loan Growth

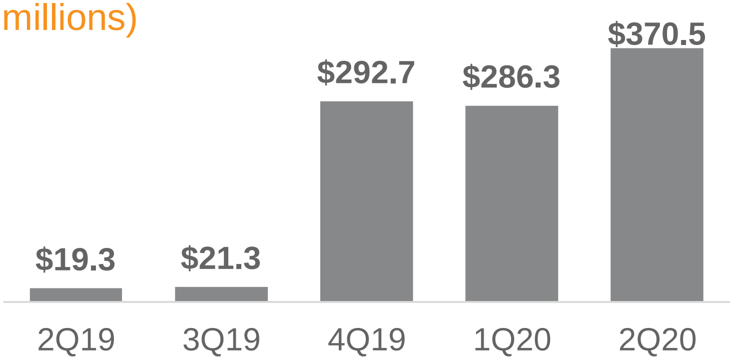
TOTAL LOANS, NET[1]

($ in millions)



HELD-TO-MATURITY SECURITIES

($ in millions)



2Q20 HIGHLIGHTS

- Total loans increased $123.0 million, or 14.1% annualized, compared to 1Q20
- 2Q20 Yield of 3.97%; decrease of 16 bps and 45 bps compared to 1Q20 and 2Q19 respectively
- Held-to-maturity securities increased $84.2 million compared to 1Q20
    - PACE securities increased $68.1 million in 2Q20 due primarily to investment in PACE Funding Group (“PFG”)

6. Sustainability Portfolio Deep Dive

SECTOR	COMMERCIAL SOLAR(1)	RESIDENTIAL SOLAR(1)	PACE Property Assessed Clean Energy
MARKET SIZE	~$11B	~$17B	~$75B
BALANCE	$176MM ($115MM in Gov't Guaranteed)	$125MM	$255MM
	• Up to 5 Mwh projects • Rooftop & ground mount • Assignment of PPAs and/or RECs • Creditworthy off-takers • Direct control of revenues • No mobile power plants (i.e. no exposure to DC Solar) • No impact from PG&E bankruptcy • Includes SBA / USDA guaranteed loans	• PAs and whole loans • Average FICOs 730+ • Long term structure reduces monthly electricity costs after loan payment • Loan pay off upon sale of property	• Commercial efficiency projects including lighting, HVAC systems and controls • Residential PACE loans secured by property tax assessments to energy improvements including solar, windows, & energy star appliances

(1) Total financing opportunity is ~$70B: $42B in utility scale projects and $28B in solar space; Source: Solar Energy Industries Association (SEIA)
Source: American Council for an Energy Efficient Economy (ACEEE); assumes PACE funding is adopted in additional states in the future
Market estimates and balances as of June 30, 2020

6. PACE Overview

WHAT IS PACE?

- Property Assessed Clean Energy (PACE) assessments
- Consumer financing for qualifying residential home improvements
- PACE assessment is recorded as a special tax assessment and is senior to any mortgages
- Municipalities administer remittance as part of its normal tax billing and collection process
- Assessment remains with the property, not with the property owner

PACE PORTFOLIO AT AMALGAMATED

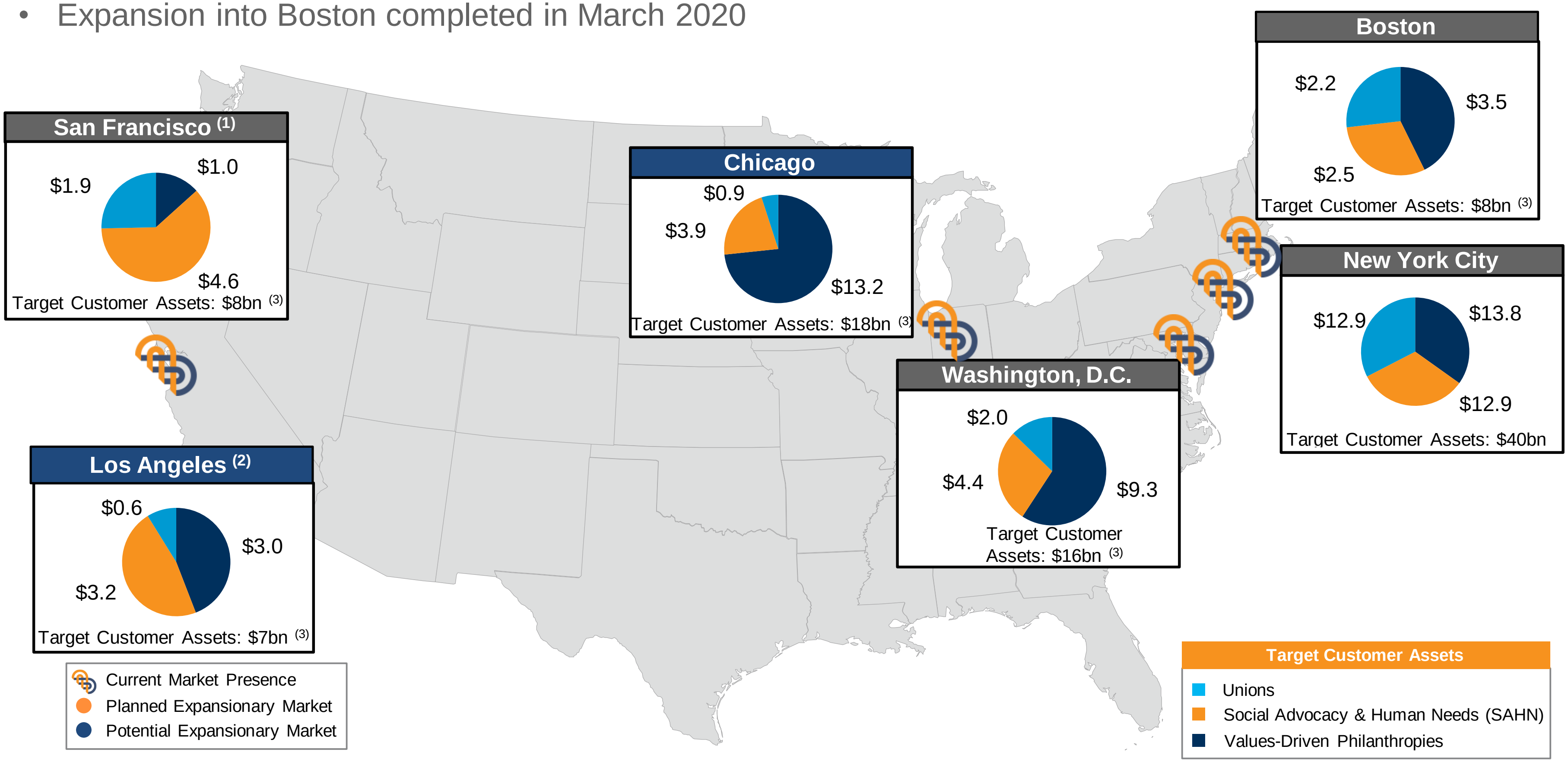
- PACE assessments totaled $323 million at 2Q20 with a premium of less than 3%
- Estimated yield in the low 4% range; purchased at a premium with yields expected to vary based on prepayments
- Average PACE assessment-to-value below 10%
- Reported in Held-to-maturity securities on balance sheet

INVESTMENT IN PACE FUNDING GROUP (PFG)

- Strategic investment of $2.5 million with PFG where the bank will provide investment capital, and commitment to purchase PACE financing products
- Will provide values-aligned financing for customers of PACE assessments
- Working with PFG to expand into the New York market

6. Attractive Geographic Focus

- Current footprint includes New York City, Washington DC. And San Francisco
- Expansion into Boston completed in March 2020



(1) Amalgamated Bank completed its acquisition of San Francisco based New Resource Bank on May 18, 2018

(2) Planned Commercial market expansion office to open

(3) Source: Next Street Segmented Growth Strategy study as of March 2016 commissioned by Amalgamated; Target customer assets represent total market opportunity and does not exclude assets of existing Amalgamated clients; includes progressive philanthropies, social advocacy and human needs organizations, and labor unions and excludes social enterprises and political organizations

6. Expansion Into Boston

COMMERCIAL MARKET EXPANSION

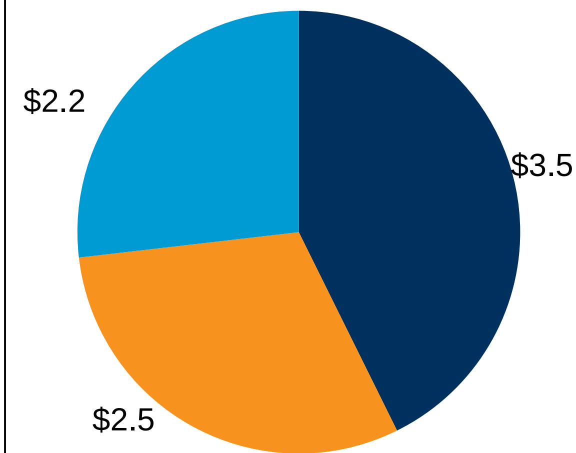
MARK WALSH

SVP & New England Regional Director

- Director of External Affairs & Philanthropy at RIZE Massachusetts Foundation
- Deputy Chief of Protocol for the State Department under the Obama Administration
- Co-Founder and Principal at Rafanelli Events

- Lead by Mark Walsh
    - Extensive relationships with government and philanthropic organizations
- Expansion into New England finalized in March 2020
- Significant market opportunity that is currently underserved by traditional banks
- Initially focused on gathering deposits from mission aligned institutions
- Expect new business to ramp slowly given Covid-19 limitations on meetings

Boston Market



Target Customer Assets: $8bn (1)

Target Customer Assets

- Unions
- Social Advocacy & Human Needs (SAHN)
- Values-Driven Philanthropies

(1) Source: Next Street Segmented Growth Strategy study as of March 2016 commissioned by Amalgamated; Target customer assets represent total market opportunity and does not exclude assets of existing Amalgamated clients; includes progressive philanthropies, social advocacy and human needs organizations, and labor unions and excludes social enterprises and political organizations

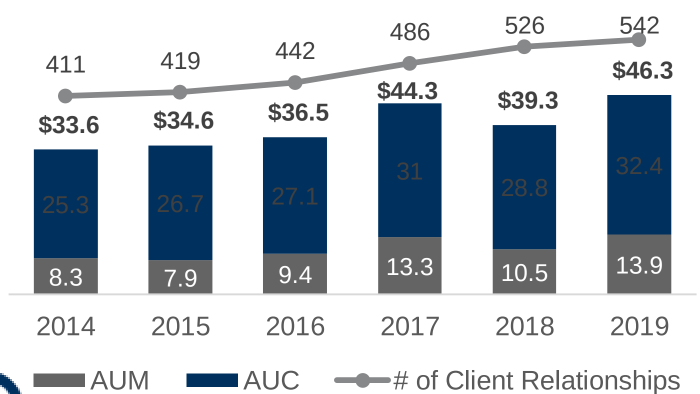
Amalgamated Bank

GROWTH IN THE TRUST AND INVESTMENT MANAGEMENT BUSINESS PROVIDES STRATEGIC AND FINANCIAL BENEFITS

Trust & Investment Management Overview

- For over 40 years, Amalgamated has provided trust and investment management services to meet the investment needs of institutional clients
- Generated $18.6 million of trust and investment fees in FY2019
- Scalable infrastructure to support significant growth and additional customized products
- Strategic initiatives include:
    - Increased penetration of target institutional client base
    - Additional customized products and increased efficiency for clients
    - Enhanced cross-sell capabilities across all products and services
- Expect the trust & investment management business to become a more meaningful contributor to the Bank's profitability over time

Total Assets Under Management and Custody(1)



(1) Source: Company Management; SNL Market Intelligence. Excludes historical AUM of ULTRA and NYCERs portfolios expected to runoff in 2018.

Collaboration with Invesco

- Strategic collaboration with Invesco Advisers, who will act as Amalgamated's principle investment sub-adviser to our Investment Management business
- Invesco provides scale, experience, and a wide range of investment management services across asset classes
- Will explore the expansion of our socially responsible product offerings given the large and growing market opportunity

Select products and services provided

Equities

- LongView Funds Index Funds (Large, Mid, Small Cap)
- Separately Managed
    - BroadMarket and Russell Index Strategy
    - ESG-Screened Index Strategies

Fixed Income

- LongView Bond Funds
- Separately Managed
    - Cash Mgmt, Short-Intermediate Bond Strategies

Alternatives

- LongView Private Equity Fund of Funds

Custody

- Asset Safekeeping
- Contractual trade settlement in U.S. and most global markets
- Account transition, asset transfer and conversion management
- Straight-through processing applications for trade instructions

Investment Highlights

1. Management Delivering Operational Improvement
2. Stable, Low-Cost Core Deposit Franchise
3. Conservative Asset Allocation
4. Strict Credit Culture
5. Strong Liquidity To Weather A Challenging Environment
6. Well Positioned For Continued Organic Growth

Financial Update

Second Quarter 2020

HIGHLIGHTS

- GAAP net income of $0.33 per diluted share; core net income of $0.34 per diluted share[(1)]
- Pre-tax, pre-provision income[(2)] of $22.0 million compared to $21.5 million in 1Q20
- Highest quarterly pre-tax, pre-provision income in history of the Bank
- Efficiency ratio of 58.50%, compared to 59.97% in 1Q20

- Average deposit growth of $606.0 million, or 50.5% annualized, compared to 1Q20
- Loan growth of $123.0 million (includes $51 million PPP) and property assessed clean energy (“PACE”) growth of $68.1 million

- Provision build of $8.2 million including $3.2 million in allowance on loan deferrals
- Loan deferrals of $433 million or 12% of loans as of 7/24/2020, compared to $512 million or 14% on 6/20/20

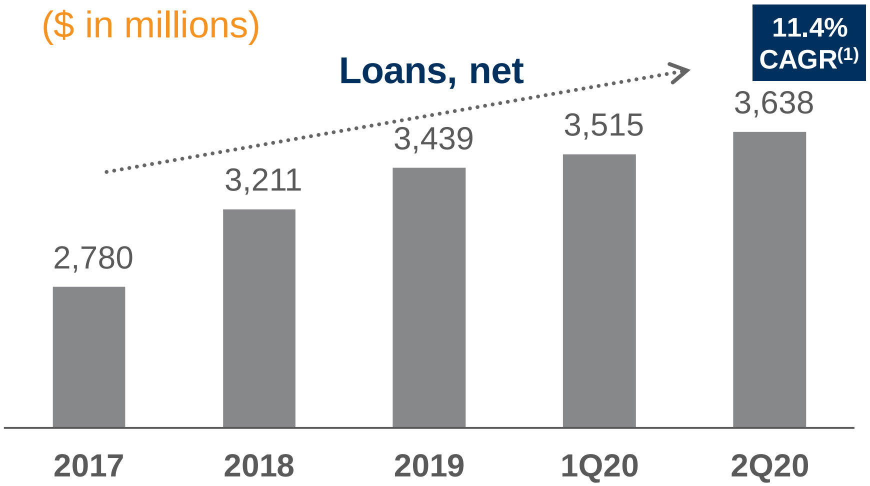
- Capital ratios remained strong with CET1 of 12.29% and Tier 1 Leverage of 7.69%
- Tangible book value of $15.61 compared to $14.64 as of 1Q20

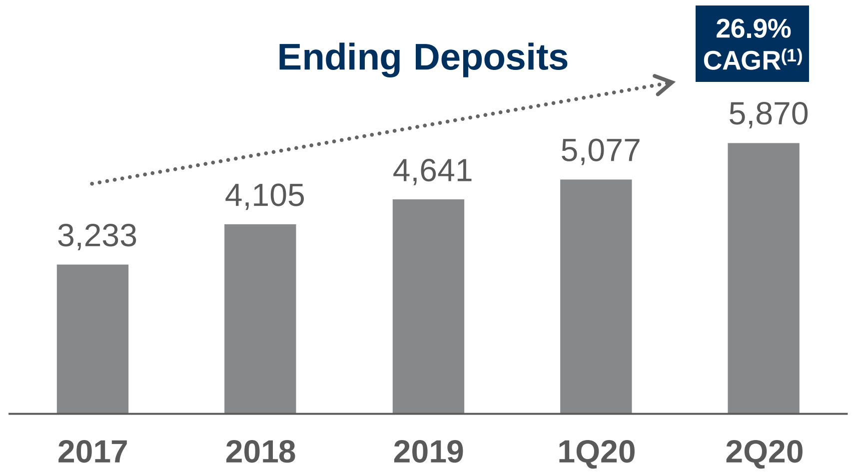
(1) See non-GAAP disclosures on pages 39-40
(2) Pre-tax, pre-provision income is defined as net interest income plus non-interest income less non-interest expense

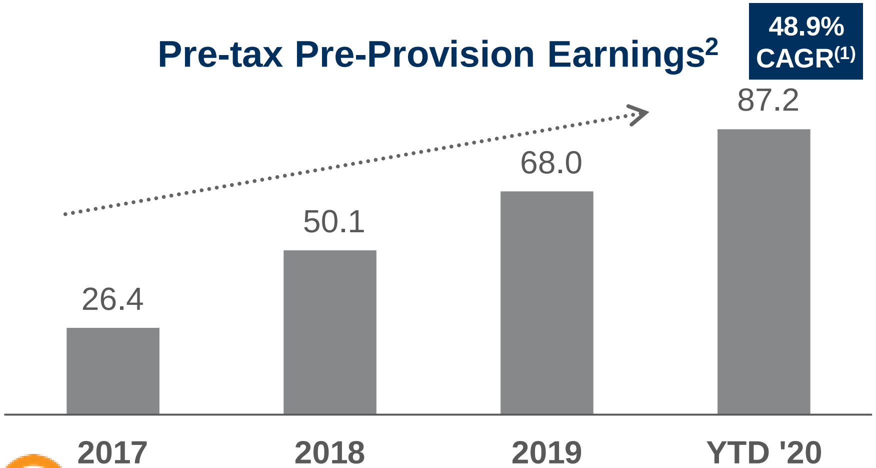
Trends

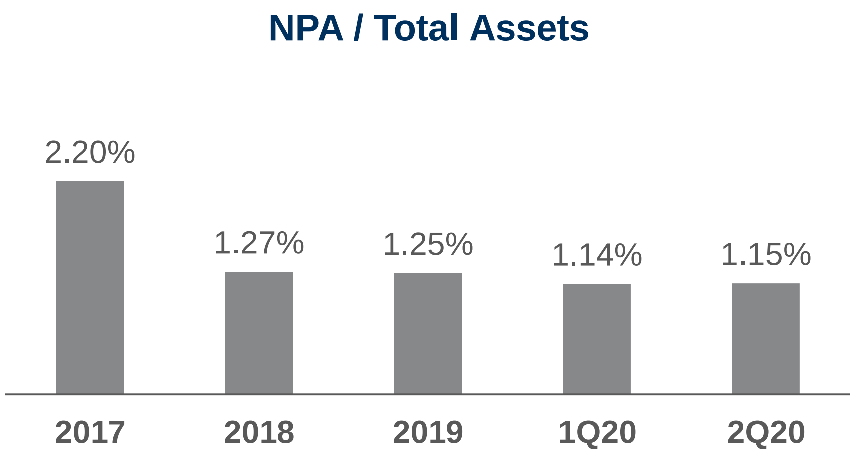
KEY FINANCIAL TRENDS THROUGH 2Q20

($ in millions)







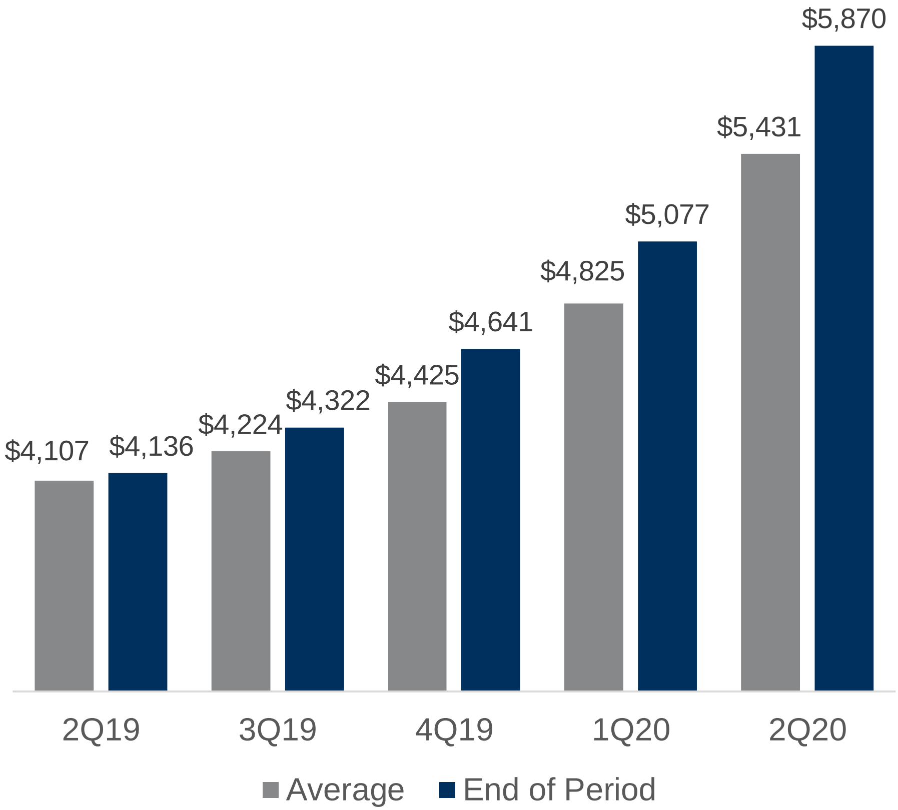


(1) Compounded Annual Growth Rate ("CAGR")
(2) 1Q20 Pre-tax Pre-Provision annualized

Deposit Portfolio

TOTAL DEPOSITS

($ in millions)



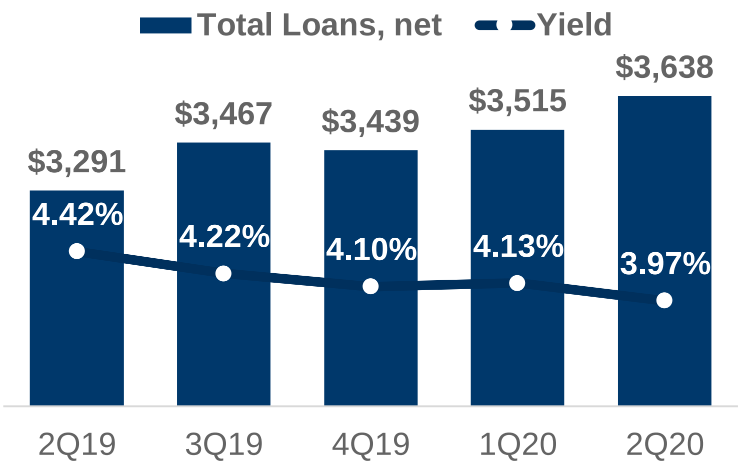
2Q20 HIGHLIGHTS

- Total ending deposits increased $793.8 million, or 62.9% annualized, compared to 1Q20
- Total average deposits increased $606.0 million, or 50.5% annualized, compared to 1Q20
- $445.5 million of average non-interest bearing deposit growth, compared to 1Q20
- Non-interest-bearing deposits represented 53% of ending deposits in 2Q20, compared to 48% in 1Q20

Loan and Held-to-Maturity Securities

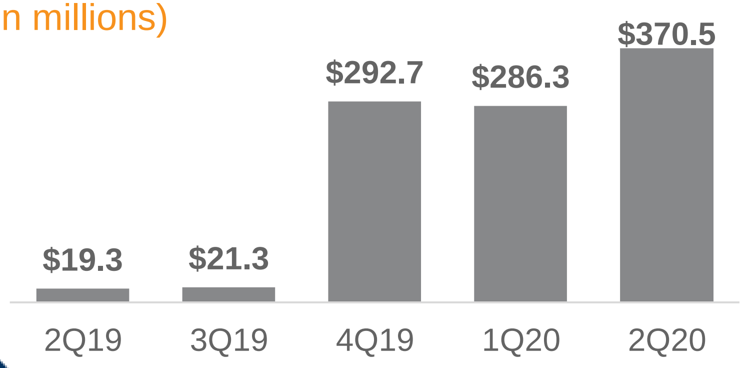
TOTAL LOANS, NET[1]

($ in millions)



HELD-TO-MATURITY SECURITIES

($ in millions)



2Q20 HIGHLIGHTS

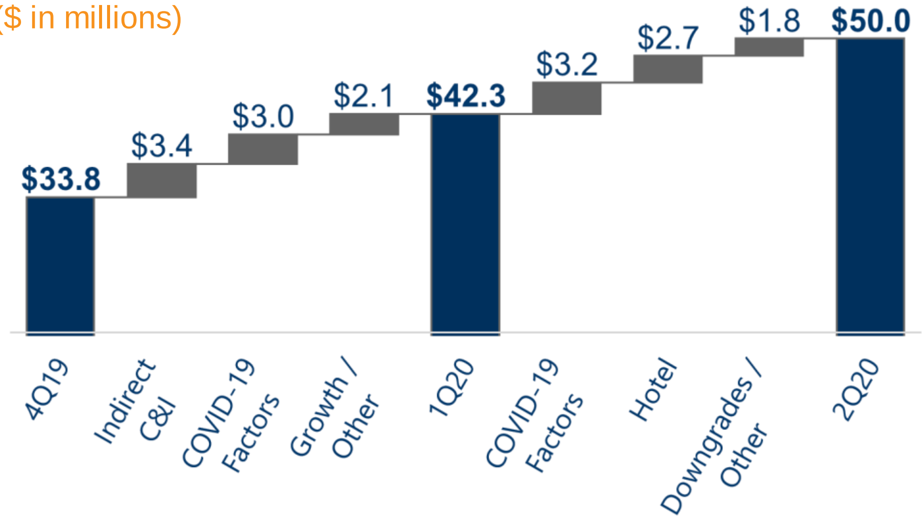
- Total loans increased $123.0 million, or 14.1% annualized, compared to 1Q20
- 2Q20 Yield of 3.97%; decrease of 16 bps and 45 bps compared to 1Q20 and 2Q19 respectively
- Held-to-maturity securities increased $84.2 million compared to 1Q20
  - PACE securities increased $68.1 million in 2Q20 due primarily to investment in PACE Funding Group (“PFG”)

(1) Loan balances in the first, second and third quarters of 2019 include $44.8 million, $72.7 million and $86.3 million in PACE assessments, respectively that are presented in held-to-maturity securities starting in 4Q19

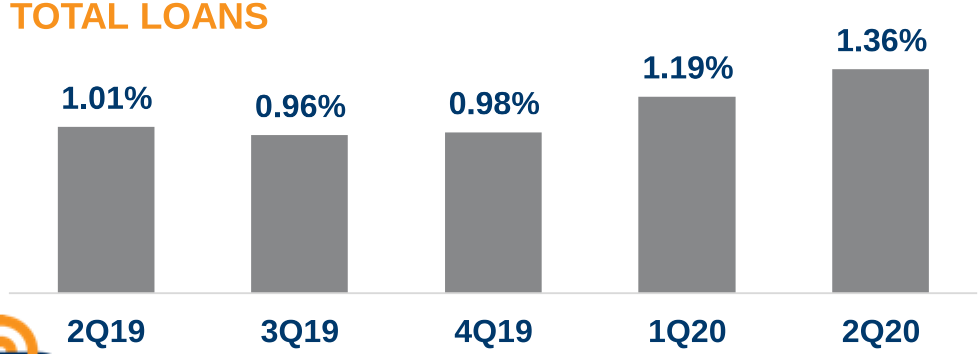
Allowance for Loan Losses

ALLOWANCE FOR LOAN LOSSES CHANGE FROM 4Q19 TO 2Q20

($ in millions)



ALLOWANCE FOR LOAN LOSSES / TOTAL LOANS



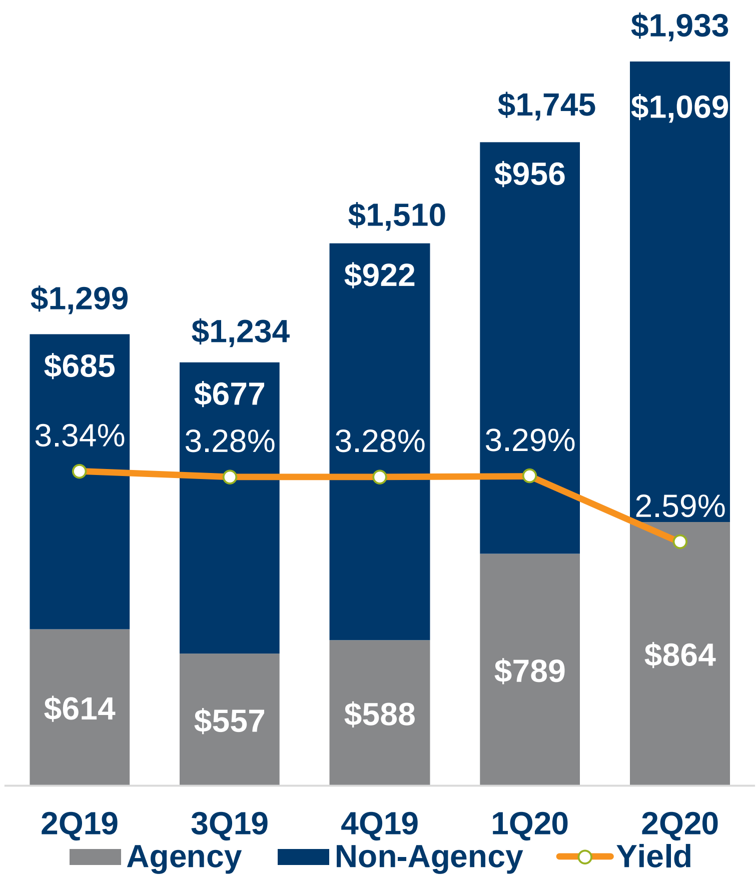
2Q20 HIGHLIGHTS

- Allowance for loan losses totals $50.0 million in 2Q20
- COVID-19 loan deferrals increased factors in ALLL by $3.2 million
- $2.7 million specific reserve for a legacy loan to a hotel in Ohio that has been moved to non-accrual

Cash and Investment Securities

SECURITIES – BOOK VALUE[1]

($ In millions)



2Q20 HIGHLIGHTS

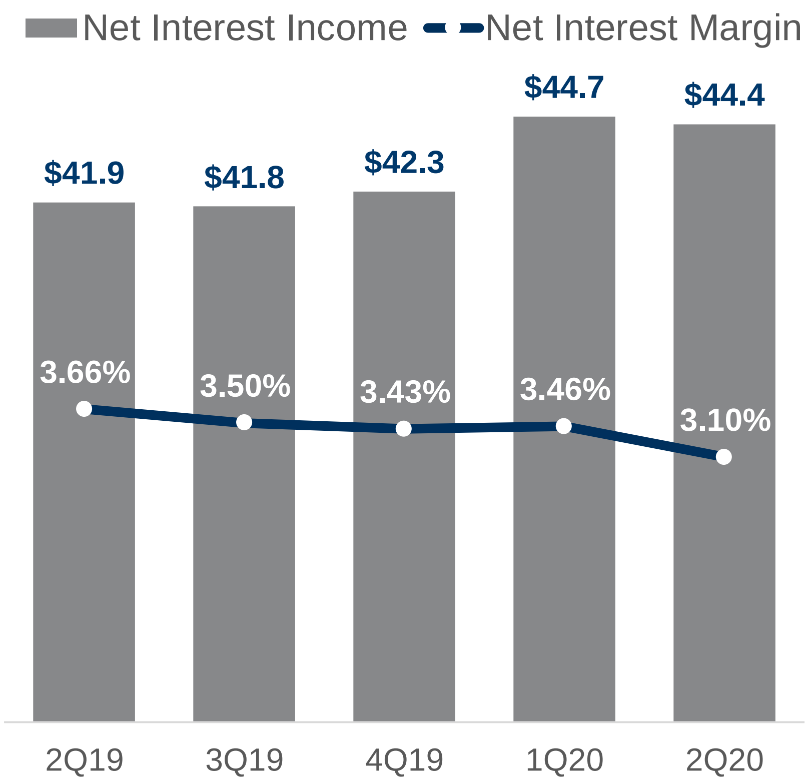
- Investment Securities totaled $1.9 billion book value for 2Q20
- Securities increase of $188 million from 1Q20 is primarily due to an increase in agency securities
- 85% of all non-agency MBS/ABS securities are AAA rated and 99.9% are A rated or higher(2); **all CLO's are AAA rated**
- As of 2Q20 average subordination for the C&I CLOs is 42%
- Non-agency securities in 2Q20 include $323.4 million of PACE assessments, which are non-rated

(1) Securities book value excludes unrealized Available for Sale (AFS) gain / loss on sale

Net Interest Income and Margin

NET INTEREST INCOME & MARGIN

($ in millions)



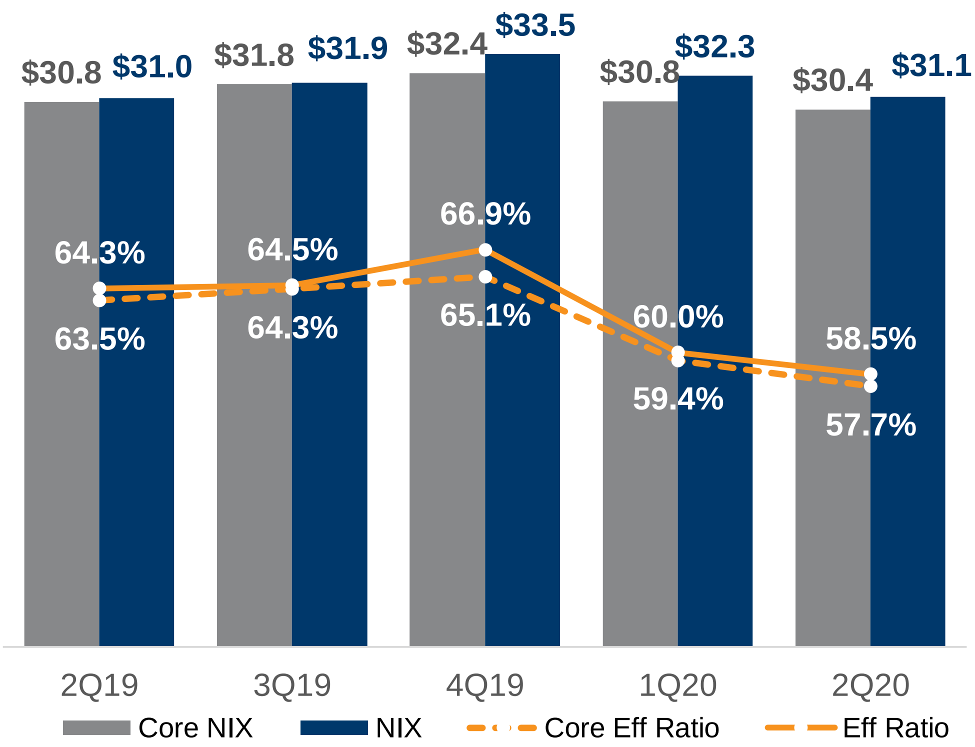
2Q20 HIGHLIGHTS

- Net interest income is $44.4 million, compared to $44.7 million in 1Q20
- 2Q20 NIM at 3.10%; a decrease of 36 bps and 56 bps, compared to 1Q20 and 2Q19, respectively
- NIM decreased by approximately 19bps due to the strong increase of deposits deployed into cash and floating rate securities

Non-Interest Expense and Efficiency

NON-INTEREST EXPENSE

($ in millions)



2Q20 HIGHLIGHTS

- Efficiency ratio of 58.5% for 2Q20
- Core efficiency ratio of 57.7% for 2Q20(1)

- Non-interest expense for 2Q20 is $31.1 million

- Core non-interest expense for 2Q20 is $30.4 million, a decrease of $0.5 million compared to 1Q20(1)

OTHER UPDATES

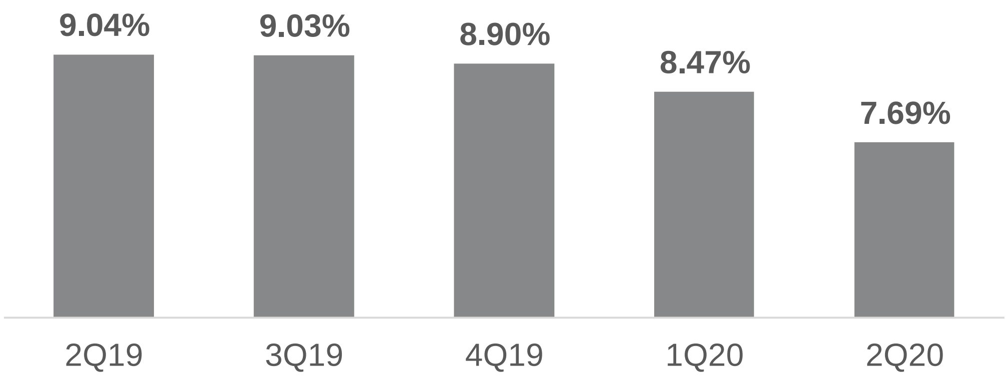
- Additional six branch closures results in approximately $4.4 million in annualized expense savings beginning in 2021

- 2Q20 core expenses(1) exclude:
- Branch closure expenses of $0.7 million

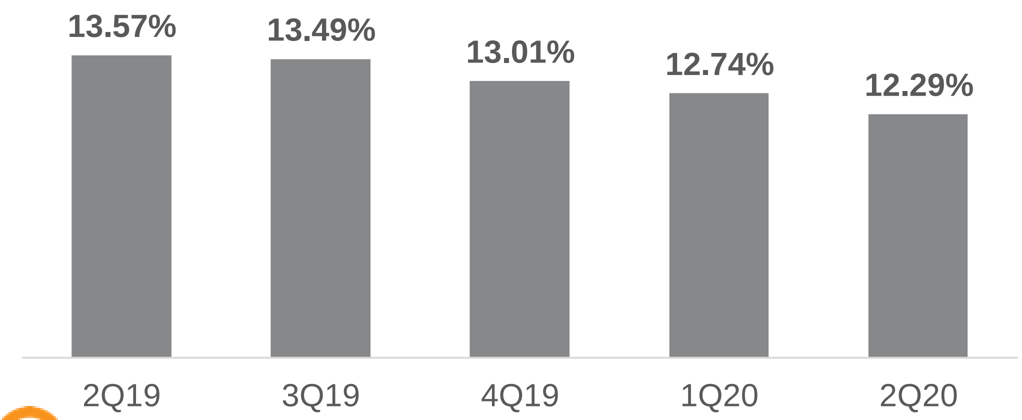
(1) See non-GAAP disclosures on pages 39-40

Capital

TIER 1 LEVERAGE RATIO



COMMON EQUITY TIER 1 RATIO

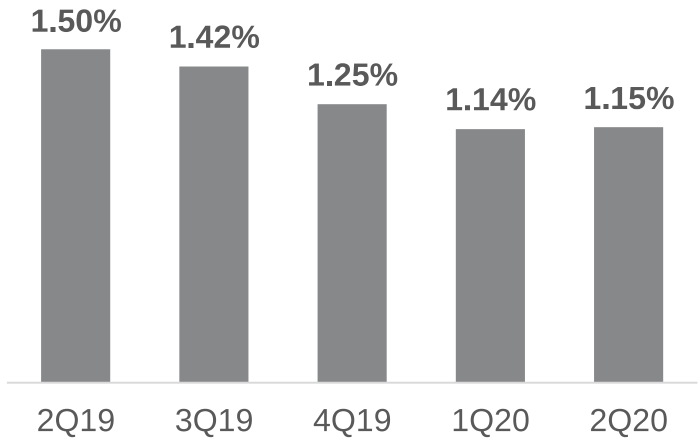


2Q20 HIGHLIGHTS

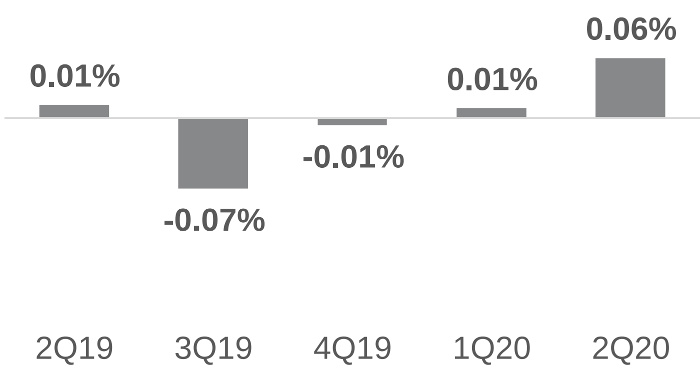
- Regulatory capital ratios remain strong
    - Tier 1 leverage ratio of 7.69% as of 2Q20
    - Common Equity Tier 1 Capital of 12.29%
- Tier 1 leverage ratio was lowered by 64bps due $465 million increase in cash from strong deposit growth. Impact will reverse with outflow of political deposits in 4Q20

Credit Quality Portfolio

NPA / TOTAL ASSETS



NCO / AVERAGE LOANS[1]



NPA BY PORTFOLIO

($ millions)

	2Q20 EOP	Total NPA	% of Balance
Run-off [1]	$ 133	$ 50	37.7%
Non run-off	3,547	24	0.7%
Total	**$ 3,680**	**$ 74**	**2.0%**

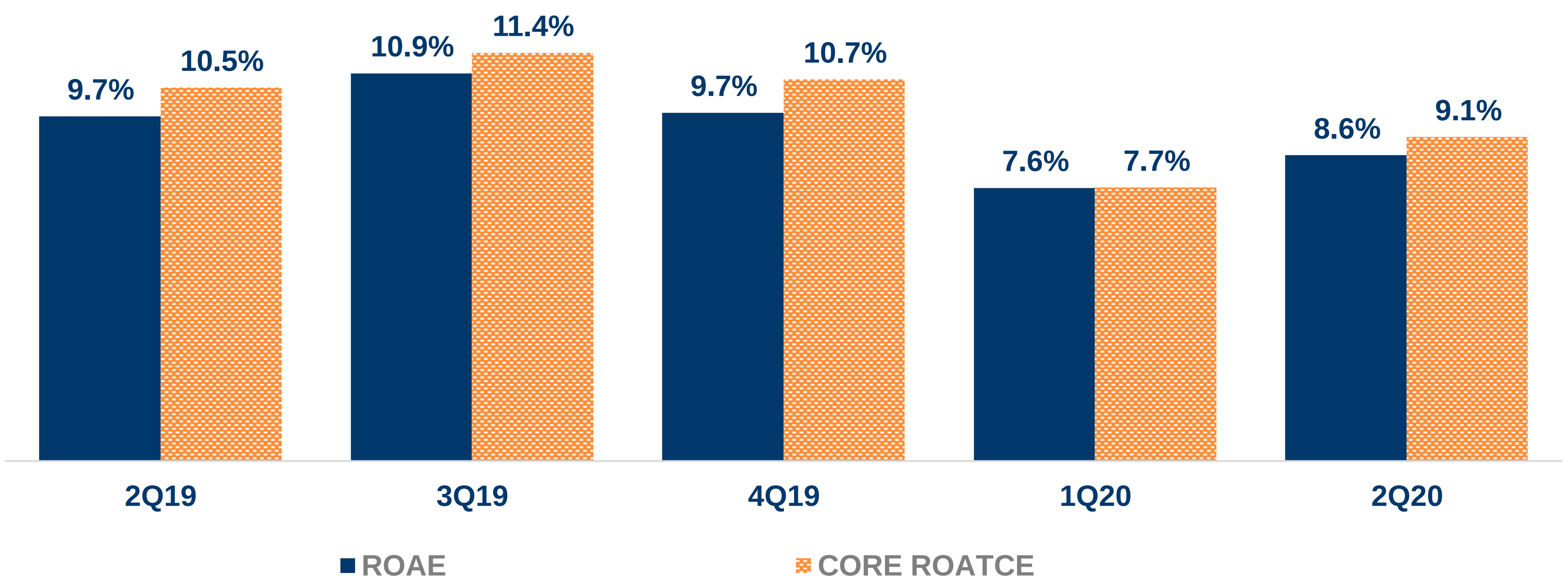
2Q20 HIGHLIGHTS

- Nonperforming assets are $74.3 million as of 2Q20, compared to $65.6 million in 1Q20
- $11.7 million increase in non-accruing loans primarily related to one hotel loan originated in 2005
- Majority of NPAs are in run-off portfolio
- Net charge-offs are negligible since 2Q19

(1) Run-off portfolio includes indirect C&I loans and residential loans purchased prior to 2010
(2) Annualized

Returns

ROAE & CORE ROATCE [(1)]



(1) See non-GAAP disclosures on pages 39-40

Appendix

Reconciliation of Non-GAAP Financials

(in thousands)	As of and for the Three Months Ended			As of and for the Six Months Ended	
	June 30, 2020	March 31, 2020	June 30, 2019	June 30, 2020	June 30, 2019
Core operating revenue					
Net interest income (GAAP)	$ 44,439	$ 44,689	$ 41,856	$ 89,127	$ 82,629
Non interest income (GAAP)	8,671	9,118	6,349	17,789	13,766
Less: Branch sale loss (gain)[1]	34	(1,428)	-	(1,394)	-
Less: Securities loss (gain)	(486)	(499)	377	(985)	85
Core operating revenue (non-GAAP)	$ 52,658	$ 51,880	$ 48,582	$ 104,537	$ 96,480
Core non-interest expenses					
Non-interest expense (GAAP)	$ 31,068	$ 32,270	$ 31,002	$ 63,339	$ 62,450
Less: Branch closure expense[2]	(695)	(1,432)	-	(2,051)	-
Less: Severance [3]	-	-	(154)	(76)	(271)
Core non-interest expense (non-GAAP)	$ 30,373	$ 30,838	$ 30,848	$ 61,212	$ 62,179
Core net income					
Net Income (GAAP)	$ 10,374	$ 9,545	$ 11,185	$ 19,919	$ 21,999
Less: Branch sale (gain)[1]	34	(1,428)	-	(1,394)	-
Less: Securities loss (gain)	(486)	(499)	377	(985)	85
Add: Branch closure expense[2]	695	1,432	-	2,051	-
Add: Severance [3]	-	-	154	76	271
Less: Tax on notable items	(61)	130	(137)	65	(92)
Core net income (non-GAAP)	$ 10,556	$ 9,180	$ 11,579	$ 19,731	$ 22,264

(1) Fixed Asset branch sale in March 2020

(2) Occupancy and other expense related to closure of branches during our branch rationalization

(3) Salary and COBRA reimbursement expense for positions eliminated

Reconciliation of Non-GAAP Financials

(in thousands)	As of and for the Three Months Ended June 30, 2020	March 31, 2020	June 30, 2019	As of and for the Six Months Ended June 30, 2020	June 30, 2019
Tangible common equity					
Stockholders' Equity (GAAP)	$ 503,702	$ 473,269	$ 474,944	$ 503,702	$ 474,944
Less: Minority Interest (GAAP)	(134)	(134)	(134)	(134)	(134)
Less: Goodwill (GAAP)	(12,936)	(12,936)	(12,936)	(12,936)	(12,936)
Less: Core deposit intangible (GAAP)	(6,043)	(6,386)	(7,415)	(6,043)	(7,415)
Tangible common equity (non-GAAP)	$ 484,589	$ 453,813	$ 454,458	$ 484,589	$ 454,458
Average tangible common equity					
Average Stockholders' Equity (GAAP)	$ 487,531	$ 501,881	$ 464,902	$ 494,706	$ 455,734
Less: Minority Interest (GAAP)	(134)	(134)	(134)	(134)	(134)
Less: Goodwill (GAAP)	(12,936)	(12,936)	(12,936)	(12,936)	(12,936)
Less: Core deposit intangible (GAAP)	(6,210)	(6,552)	(7,575)	(6,381)	(7,738)
Average tangible common equity (non-GAAP)	$ 468,250	$ 482,258	$ 444,256	$ 475,254	$ 434,925
Core return on average assets					
Core net income (numerator) (non-GAAP)	10,556	9,180	11,579	19,731	22,264
Divided: Total average assets (denominator) (GAAP)	6,070,392	5,426,863	4,853,975	5,748,627	4,821,107
Core return on average assets (non-GAAP)	0.70%	0.68%	0.96%	0.69%	0.93%
Core return on average tangible common equity					
Core net income (numerator) (non-GAAP)	10,556	9,180	11,579	19,731	22,264
Divided: Average tangible common equity (denominator) (non-GAAP)	468,250	482,258	444,256	475,254	434,925
Core return on average tangible common equity (non-GAAP)	9.07%	7.66%	10.45%	8.35%	10.32%
Core efficiency ratio					
Core non-interest expense (numerator) (non-GAAP)	30,373	30,838	30,848	61,212	62,179
Core operating revenue (denominator) (non-GAAP)	52,658	51,880	48,582	104,537	96,480
Core efficiency ratio (non-GAAP)	57.68%	59.44%	63.50%	58.56%	64.45%

(1) Fixed Asset branch sale in March 2020
(2) Occupancy and other expense related to closure of branches during our branch rationalization
(3) Salary and COBRA reimbursement expense for positions eliminated

Thank You