STERLING BANCORP

Investor Meeting – Piper Jaffray & Co.

August 20, 2018

Forward-Looking Statements and Associated Risk Factors

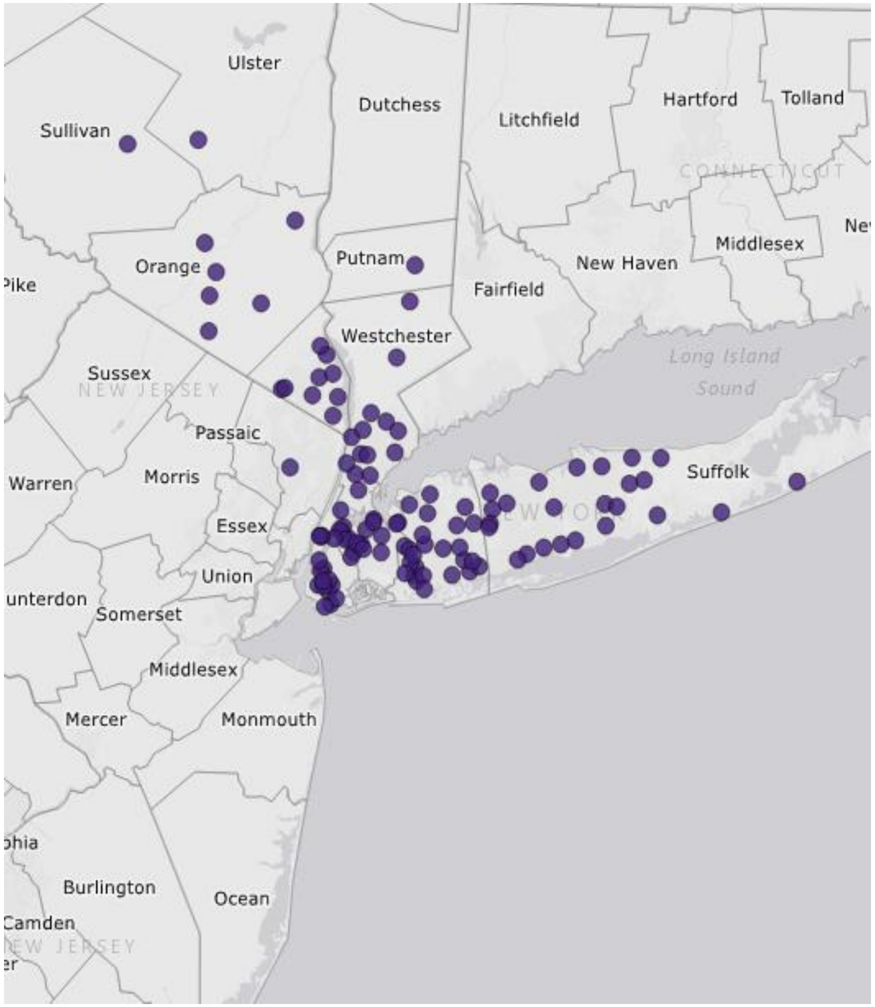
We make statements in this presentation regarding our outlook or expectations for earnings, revenues, expenses and/or other matters regarding or affecting us that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are typically identified by words such as "believe," "expect," "anticipate," "intend," "outlook," "target," "estimate," "forecast," "project," "continue," "positions," "prospects," by future conditional verbs such as "will," "would," "should," "could," or "may," or by variations of such words or by similar expressions.

These forward-looking statements are subject to numerous assumptions, risks and uncertainties which change over time. In addition to factors previously disclosed in reports filed with the Securities and Exchange Commission, the following factors, among others, could cause our actual results to differ materially from those contemplated by such forward-looking statements: difficulties and delays in integrating Astoria Financial Corporation's and Advantage Funding Management, Co., Inc.'s business or fully realizing cost savings and other benefits; business disruption; a failure to grow revenues faster than we grow expenses; a deterioration in general economic conditions, either nationally, internationally, or in our market areas, including extended declines in the real estate market and constrained financial markets; inflation; the effects of, and changes in, trade; changes in asset quality and credit risk; introduction, withdrawal, success and timing of business initiatives; capital management activities; customer disintermediation; and our success in managing those risks. Other factors that could cause our actual results to differ from those indicated in forward-looking statements are included in the "Risk Factors" section of our filings with the Securities and Exchange Commission. The forward-looking statements speak only as of the date they are made and we undertake no obligation to update these forward-looking statements to reflect events or circumstances that occur after the date on which such statements were made.

Speakers & Meeting Agenda

1. Introduction – Jack Kopnisky (CEO & President)
2. Commercial Banking Overview – Tom Geisel (Chief Banking Officer)
3. Consumer Banking Environment & Strategy – Brian Edwards (President, Consumer Banking)
4. Astoria Integration Update – Rodney Whitwell (Chief Administrative Officer)
5. Risk Management Infrastructure – Jason Vazquez (Deputy Chief Risk Officer)
6. Financial Overview and Outlook for 2019 – Luis Massiani (Chief Financial Officer)

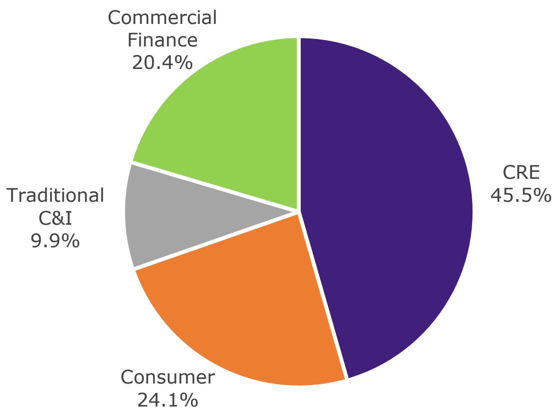
Sterling Bancorp Today



- Sterling is a leading regional bank providing services and solutions to business owners, their families and consumers in the Greater New York metropolitan area
- Sterling's management team joined the company in July 2011
  - Extensive experience operating regional / large banks
  - Systematically transitioned Sterling by diversifying the company's business and focusing on specific target markets to create a high performing company
  - Successful track record of M&A integration; completed 4 bank transactions since 2012
  - Growth has been supported with appropriate levels of capital and funding
- Positioned among top 5 regional banks in our market
  - Total assets $31.5 billion
  - Total loans $20.7 billion
  - Total deposits $21.0 billion
- Established infrastructure for profitable growth
  - Diversified businesses with differentiated distribution strategy
  - 36 commercial relationship teams
  - 117 financial centers

Sterling Bancorp Today (cont.)

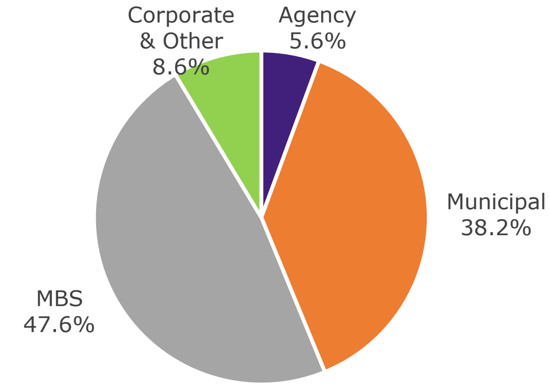
Loan Portfolio



Total Loans: $20.7 billion

Yield Excluding Accretion Income: 4.46%

Securities Portfolio

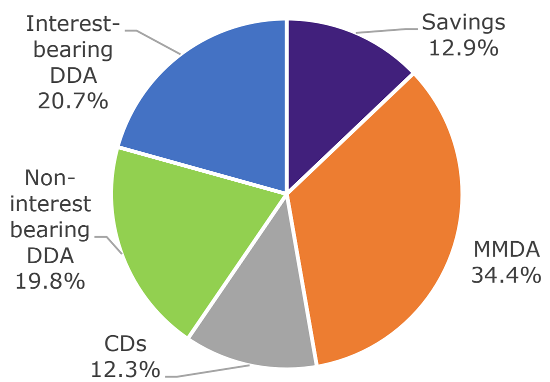


Total Securities: $6.8 billion

Tax-Equivalent Yield: 2.88%

Weighted Average Duration: 5.67 yrs

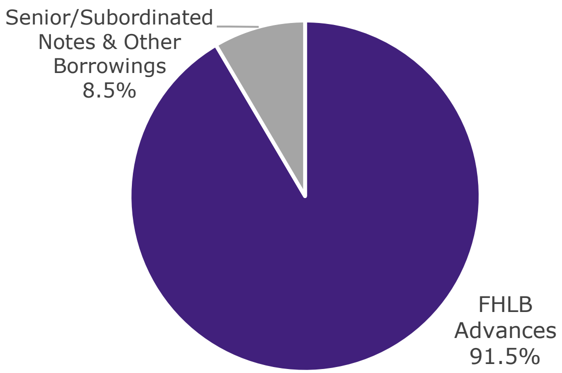
Deposits



Total Deposits: $21.0 billion

Cost of Deposits: 0.55%

Borrowings



Total Borrowings: $5.5 billion

Cost of Borrowings: 2.23%

Note: Data represents financial information as of 6/30/18.

Another Strong Year in the Evolution of Sterling Bancorp

- Successful transformation from thrift business model to diversified commercial bank
- Focus on executing commercial team strategy and generating higher levels of productivity
- Building a larger, more diversified and more profitable company

($ in millions except for per share data)	Twelve Months Ended 9/30/2011	Twelve Months Ended 12/31/2017	Six Months Ended 6/30/2018	2017 vs 2018 Growth % / Change bps	2017 vs 2011 Growth % / Change bps
Balance Sheet Growth:					
Total assets	$ 3,137	$ 30,359	$ 31,463	3.6 %	903.0 %
Total loans	1,704	20,009	20,674	3.3 %	1,113.3 %
Total deposits	2,297	20,538	20,966	2.1 %	812.8 %
Improving Efficiency and Rising Profitability:					
Net Income, as adjusted	$ 9.4	$ 224.0	$ 218.7	(2.3) %	2,227.1 %
Diluted EPS, as adjusted	0.25	1.40	1.90 (1)	35.7 %	660.0 %
ROATA, as adjusted	0.28 %	1.27 %	1.51 %	0.24	1.23
ROATE, as adjusted	3.00 %	15.17 %	18.11 %	2.94	15.11
Efficiency ratio, as adjusted	76.3 %	41.8 %	39.2 %	-2.57	-37.10
Shareholder Impact:					
Market capitalization	$ 220	$ 5,530	$ 5,118	(7.4) %	2,226.5 %
Stock price (2)	5.82	24.60	22.70	(7.7) %	290.0 %

Note: Adjusted results exclude certain charges and gains. Refer to the Company's reports on 10-K and 10-Q filed with the Securities and Exchange Commission for details on adjusted/non-GAAP financial measures.

(1) Represents adjusted diluted EPS of $0.95 for the six months ended 6/30/2018 annualized.

(2) 2018 six months ended stock price and market cap as of 8/17/18.

Key Accomplishments

1. Strategic discipline and execution of our original 5-year plan
2. Successful closing and integration of Astoria
3. Strong momentum in operating metrics, balance sheet and earnings growth (record levels of reported and adjusted EPS, ROATA, ROATCE, Efficiency)
4. Strong asset growth, asset quality and capital levels
5. Continued investment and expansion of commercial teams
6. Ongoing rationalization of consumer operations to focus on specific, high value client segments
7. Consistent risk management discipline
8. Significant additions to executive staff, risk management personnel and delivery teams
9. Solid regulatory results

Key Strategic Initiatives to Drive Shareholder Value

1. **Accelerate Deposit Growth**
    - Focused commercial and consumer initiatives
    - Augment growth with digital and other channels
2. **Balance Sheet Transition and Opportunistic Growth**
    - Continue to expand commercial distribution channels
    - Grow commercial finance capacity and capabilities
    - Transition loan mix to balance equilibrium between CRE and C&I and continue deemphasizing residential mortgage lending
    - Supplement organic growth with strategic portfolio and other acquisitions
3. **Drive Positive Operating Leverage**
    - Finalize integration of Astoria
    - Continue to execute real estate and financial center rationalization strategy
    - Augment traditional retail channel with digital
    - Continue investing in data management and analytics capabilities
4. **Continued Investment in Enterprise Risk Management and Audit**
5. **Continue Acquiring and Developing Talent**

Our Mission and Objectives

Mission

To outperform every other bank in serving small to medium-sized businesses and targeted consumer segments in our markets by leveraging top-performing professionals delivering a unique client service experience with the most flexible range of financial solutions.

- Create a high performing mid-sized regional bank focused on the Greater New York metro area
- Drive significant, sustainable organic growth
- Establish a competitive advantage through:
  - Superior value proposition against specific target client segments
  - Highly efficient and effective operations and risk management
  - Utilize data to support our core product offerings for the digital age
- Sharp focus on achieving performance targets to deliver shareholder value

Metric	Target Range
Loan growth	8 – 10%
Core deposit growth	10 – 12%
Total revenue growth	8 – 10%
Non-interest expense growth	2 – 3%
Operating leverage	2 – 3x
Earnings per share growth	10%+
ROATA	1.6%+
ROATCE	18%+

Overview of Commercial & Consumer Banking

Our Strategic Principles

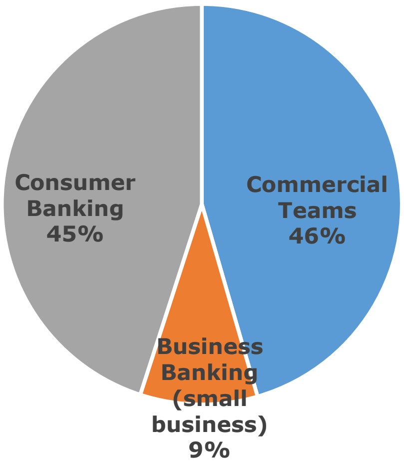
- Focus on select market segments where we can exploit a niche
  - Small and middle market businesses and affluent consumers
  - Greater New York metropolitan area
- Invest in selective retail banking activities where we can complete profitably
- Prioritize relationships over transactions
- Deploy a single point of contact delivery model in all delivery channels
- Partner and outsource wherever possible to capture operational economics or product expertise; own distribution/customer contact
- Drive a high performance, execution-driven corporate culture
- Maintain a robust risk management platform and controls
- Invest in technology to drive efficiencies, enhance service experience and manage risk

Overview of Business Lines

($ in thousands)		As of June 30, 2018			
		Loans		Core Deposits	
Line of Business	**Brief Description**	**$**	**%**	**$**	**%**
New York Metro	Focus on middle market companies targeting between $5MM and $250MM in sales; owners, senior managers, and employees of our clients; and professional service firms in respective markets located in the greater NY metro area	3,340,918	16.1%	3,784,778	19.0%
Westchester & Connecticut		2,817,565	13.6%	2,217,030	11.2%
Long Island		4,679,563	22.6%	692,956	3.5%
Commercial Banking		**10,838,046**	**52.3%**	**6,694,764**	**33.7%**
Financial Centers & Retail	Focus on consumers and small businesses	180,753	0.9%	10,961,199	55.2%
Residential Mortgage	Deemphasizing business line, select originations only	4,807,382	23.2%	608	0.0%
Consumer Banking		**4,988,135**	**24.1%**	**10,961,807**	**55.2%**
Payroll Finance	Provides accounts receivable secured funding, back office support and payroll processing services to staffing firms	230,155	1.1%	42,547	0.2%
Asset Based Lending	Working capital lines and term loans secured by A/R and other assets	790,177	3.8%	88,347	0.4%
Factoring	A/R management targeting importers, manufacturers and distributors	225,814	1.1%	13,535	0.1%
Equipment Finance	Installment loans secured by equipment	723,333	3.5%	4,680	0.0%
Transportation Finance	Vehicle financing and leasing to commercial end-users	453,302	2.2%	-	0.0%
Franchise Finance	Focus on lending to select brands and operators in the QSR restaurant industry	183,920	0.9%	-	0.0%
Syndications	Focus on arranging and syndicating bank loans for commercial and specialty lending clients	403,975	2.0%	8,598	0.0%
Mortgage Warehouse Lending	Focus on lending to non-depository residential mortgage brokers	1,032,563	5.0%	39,186	0.2%
Commercial Finance		**4,043,239**	**19.5%**	**196,893**	**1.0%**
Municipal & Non-Profit	Services not-for-profit institutions and municipal entities	**835,699**	**4.0%**	**2,017,483**	**10.2%**
Total		**20,705,119**	**100.0%**	**19,870,947**	**100.0%**

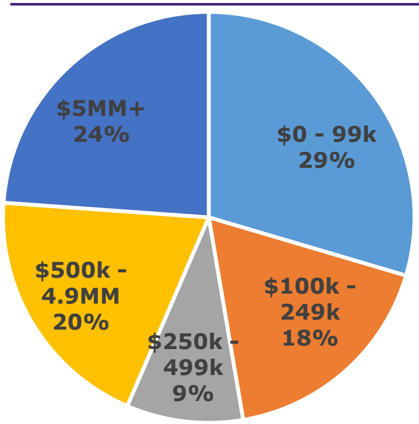
Diversified Deposit Base Provides Opportunity

Deposit Base by Client Segment



Total Deposits = $20.7B

Deposit Base by Account Balance



Range	WAvg. Rate
$0 - 99k	0.35%
$100k - 249k	0.51%
$250k - 499k	0.42%
$500k - 4.9MM	0.48%
$5MM+	1.29%
Total Cost	**0.64%**

Total Deposits = $20.7B

Deposit Base Opportunities

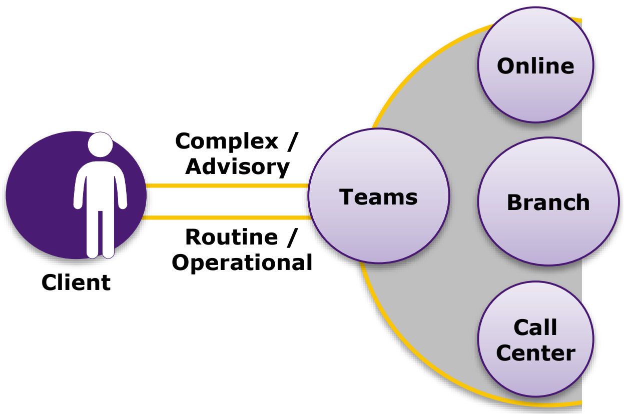
- Total number of accounts ~595k
- Consumer opportunity:
  - Addressable "wallet" size of $150 billion in existing client base
  - Current STL share is less than 10%
  - Focus on online banking and bill pay enrollment
- Commercial opportunity:
  - Significant momentum in treasury/cash management penetration; YTD growth in fees of ~65% Y-O-Y
  - Expand deposit gathering outside NY metro through commercial finance and public sector platforms
  - Continue targeting deposit niches in legal, professional, property management, warehouse lending and other verticals
- Create greater connectivity between consumer and commercial deposit gathering

Note: Deposit data represents spot deposit balances as of 6/30/2018.

Augment Capabilities Through Digital Banking

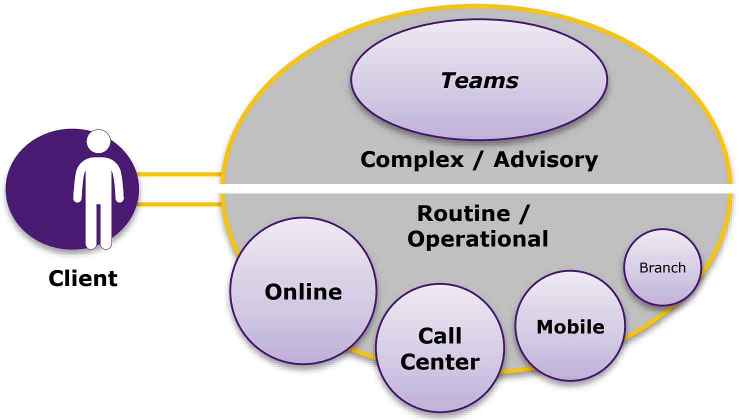
A differentiated, relationship-based delivery model . . . built on the Team platform with a single point of contact . . . supported by self-directed service channels

Current: Team-Based Delivery Model



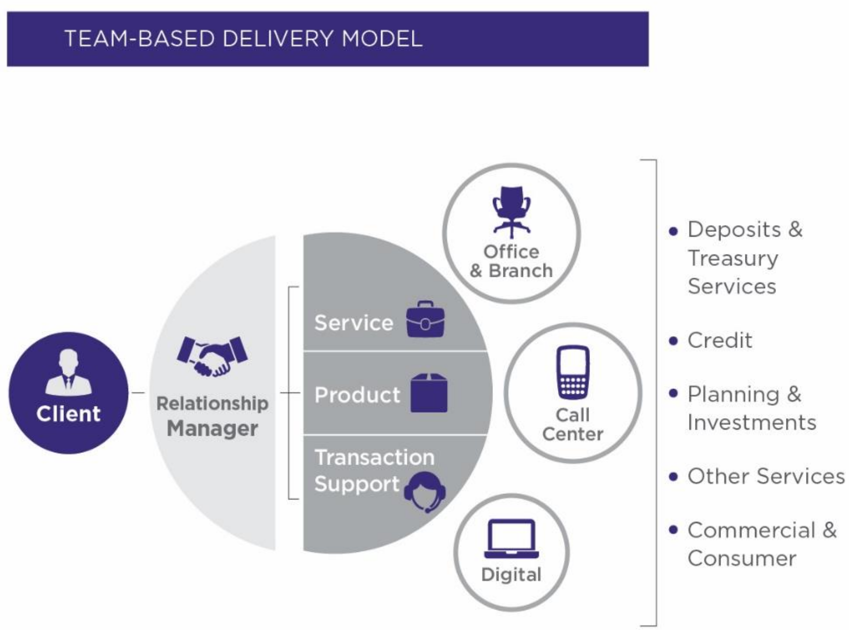
- Client contacts Team for help with routine and complex matters
- If client prefers an alternative channel, options are limited and perform inconsistently
- Teams spend time performing or managing low-value activities
- Clients are placed into generic online platforms

Future: Team-Based + Client Self-Directed Model



- Team remains primary channel, but client may select alternatives
- Alternative, non-branch channels offer seamless solutions to routine matters
- Teams spend time nurturing clients and handling complex/advisory matters
- Self-directed strategy is focused on alternatives to branch reliant processes (RDC, EzCert, etc) and moving clients onto optimal platform (OBS vs. BOB)
- Migration to Team-Based + Client Self-Directed Model provides a more comprehensive service offering and better allocates Sterling resources

Effective Relationship Team Delivery Model



Teams deployed

- Relationship; not just a transaction
- Teams deliver all products and services as a single point of contact
  - Delivers enhanced client experience
  - Eliminates organizational silos
  - Relationship manager drives client relationship
- Teams are typically less than 10 FTE and supported by select product specialists
- Performance measurement is based on team-specific P&L ("Contribution Report")
  - Risk–adjusted to reflect true profitability, not just volume
- Staff and support functions (including credit) centrally organized
  - Teams do not have credit authority
- Augmenting with digital capabilities (Sterling Connect)

Differentiated Compensation Model

Contribution Report

Financial Performance Measurement

- Single number called **'Net Contribution'** which is a team's financial contribution, in dollars
- Includes Loans, Deposits, Fees, and Expenses

Profit Scorecard Metric

- Calculated at the Officer level, and rolled up to Team and Market levels
- Ensures alignment of individual and business unit results to Bank goals

Incentive Compensation

- **'Net Contribution'** supports an incentive compensation system aligned to corporate strategic goals
- Fair and equitable
- Rewards top performers

Loan Contribution +

Average Loan Balance

Net Loan Balance
x Interest Rate

Gross Interest Income
<Cost of Funds>

Net Interest Income
<Risk Adjustment Factor>

Risk Adjusted Income
<Loan Capital Charge>

Loan Contribution

Deposit +

Average Deposit Balance
x Deposit Credit Rate

Deposit Credit
<Interest Expense>

Deposit Contribution

Fee Income −

+ Loan Fees
+ Bank Service Fees
+Wealth Management Fee Income
+Other

Fee Income

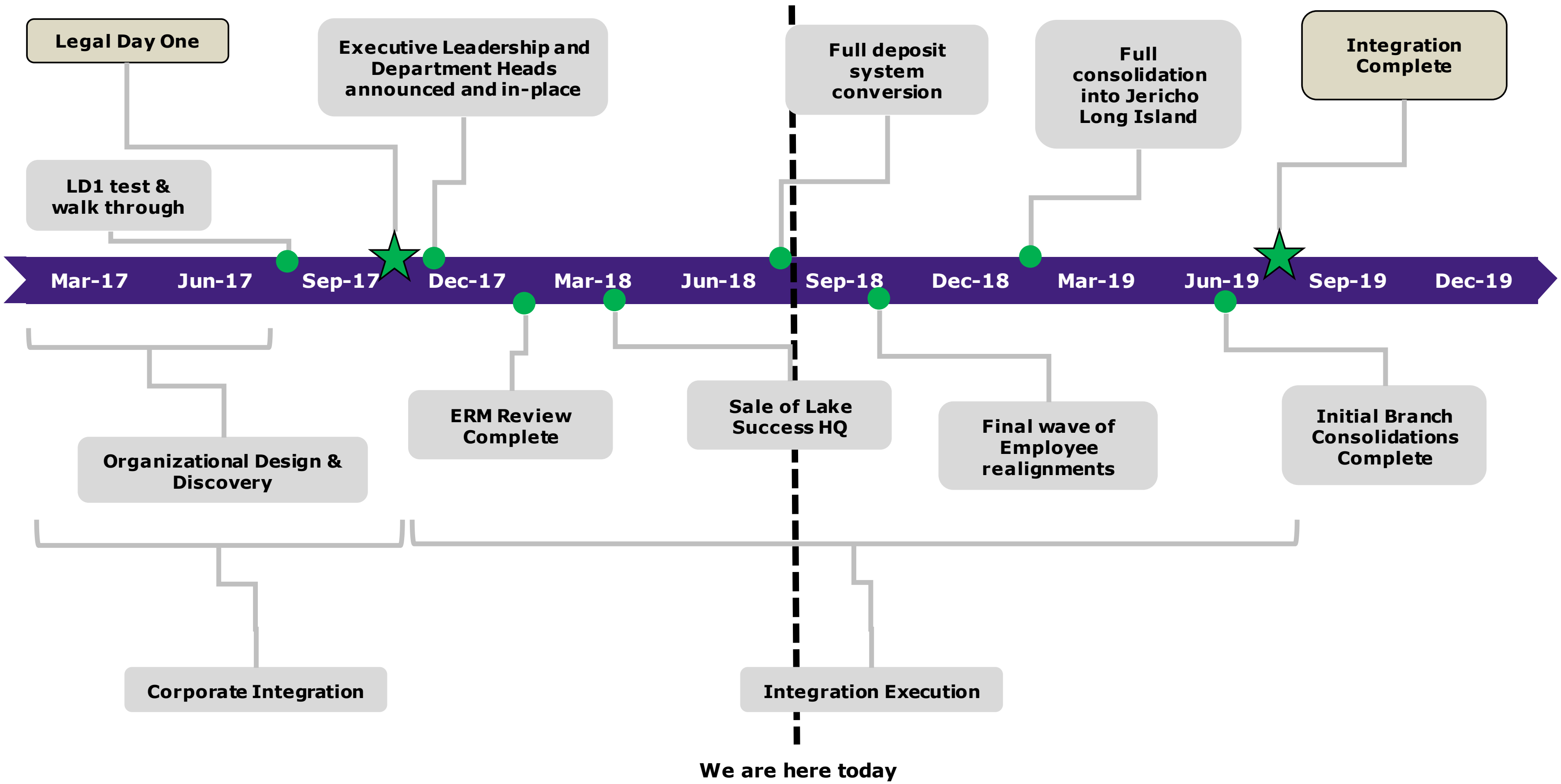
Expense

Direct Expense
+ Indirect Expense

Total Expense

Astoria Integration

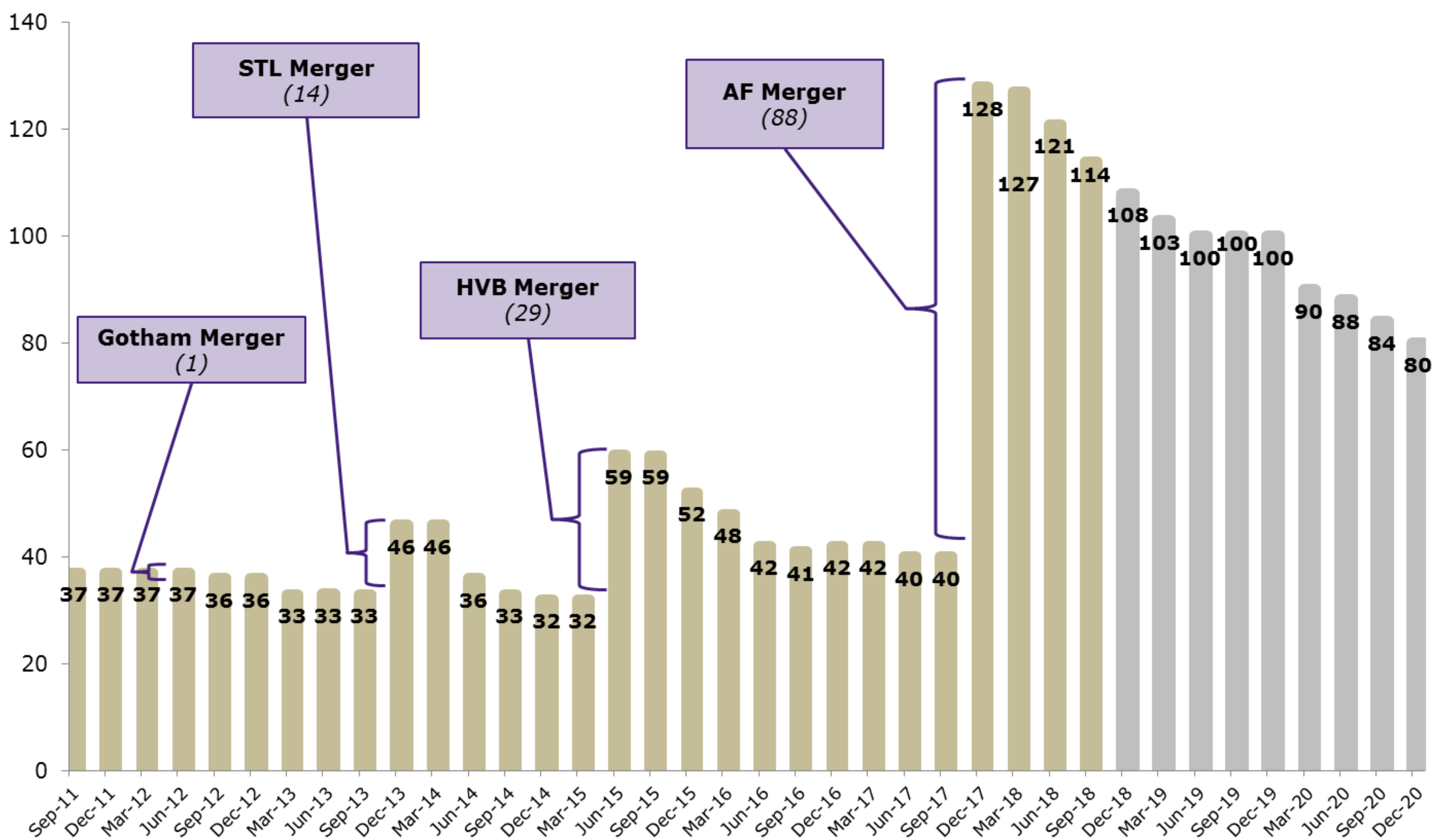
Journey from Announcement to End-State



Progression of Financial Center Network

- Long-term financial center rationalization strategy is an extension of our prior 5-year strategic plan and in-line with our track record of mergers and acquisitions

Financial Center Progression



Fully Optimizing Our Consumer Banking Operations

- Through the process of branch optimization and footprint right sizing we have identified over 30 branches for closure over the next 2 years
  - Combination of Astoria and Sterling financial center locations
- In addition, we have also identified over 20 branches that will be repurposed due to their size/inefficiencies
- Between closures and downsizing, we estimate our total financial center real estate footprint will decrease by ~50% over time

Count Summary	Square Footage	Count
Combined Total Post-Merger	**1,038,015**	**128**
Merger Phase 1	179,087	21
Merger Phase 2	90,241	13
Repurposed	221,776	19
Total Closures	**491,104**	**34**
Ending Combined Total	**546,911**	**94**

Risk Management Infrastructure

Heightened ERM Expectations

OCC internal guidance requires midsize exam staff to assess whether ERM practices are commensurate with bank's size, complexities and activities across 6 key areas

Board Oversight, Committees and Practices

- Qualifications, skills, diversity
- Board risk engagement
- Credible challenge of risk/controls
- Sanctity of bank charter

Risk Culture, Governance, and Appetite

- Tone at the top (Board & Executive levels)
- Formal risk governance framework and processes
- Board approved and enforced risk appetite

Risk Assessment and Risk Management

- Business owners accountable
- Self-identification of issues
- ERM stature within the Bank
- Empowered CRO/CAE report to Board
- Robust process for vetting new product or strategy

Risk Reporting (Board & Management)

- Effective risk data collection and reporting
- Risk data aggregation
- Risk reporting depth and content
- Peer risk/performance benchmarking

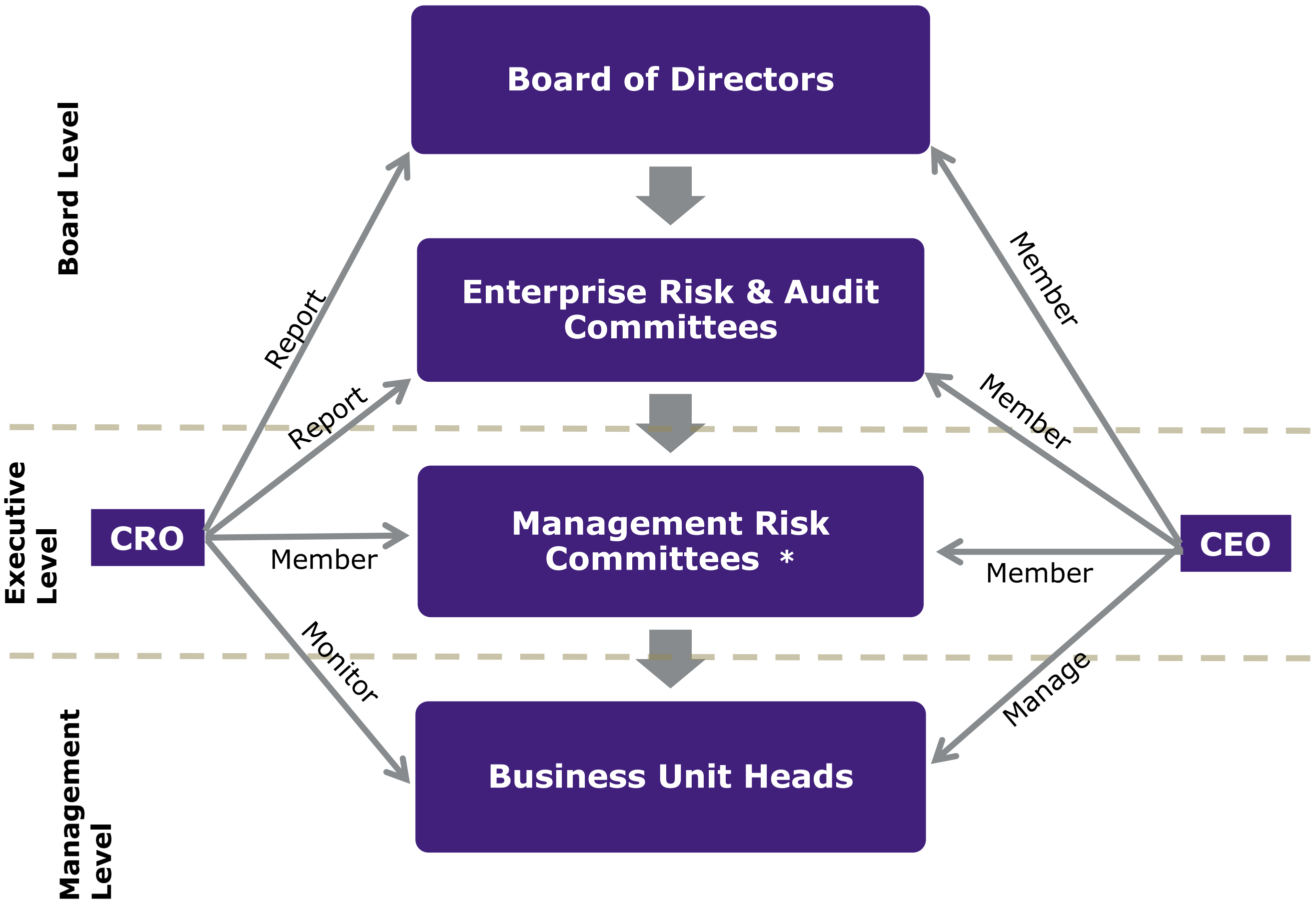
Strategic and Capital Planning

- Board oversight of strategy consistent w. appetite/culture
- Board oversight of capital relative to risk/strategy
- Stress testing used to support risk identification
- Proactive adjustments to risk appetite or strategic plan

Talent Management and Compensation & Benefits

- Expertise for credible challenge
- Succession planning
- Bench strength
- Talent management
- Compensation & performance IC supports risk appetite

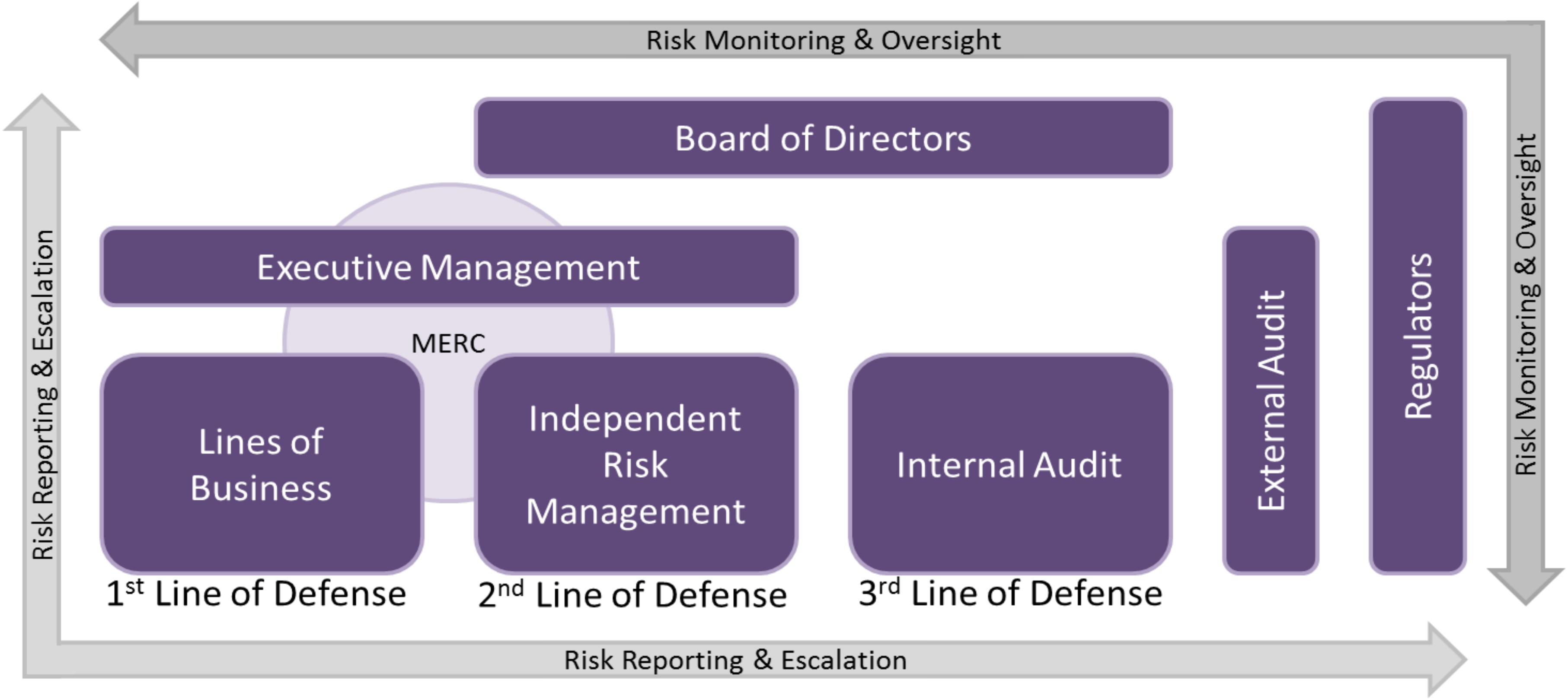
Sterling Risk Governance Organizations



*** Management Risk Committees:**

- MERC
- ALCO
- Asset Quality
- Senior Credit
- IT Governance
- Data Governance
- BSA Oversight
- SAR Committee
- Ops Risks
- Compliance
- New Products
- Stress Testing

Risk Program Foundation: Three Lines of Defense



1st Line of Defense
The Lines of Business (LoBs) own their risk, and are ultimately responsible for managing their risks. Business unit leaders are responsible for establishing unit policies, procedures and controls, and are accountable for monitoring and enforcing these.

2nd Line of Defense
The Independent Risk Management line, or ERM function, is responsible for setting minimum controls and methodologies to identify and manage risks within the Lines of Business. ERM will work independently to assess risks within the LoBs, as well as establish and maintain the Bank's overall risk management strategies, policies and appetite.

3rd Line of Defense
Internal Audit, with an independent line to the Board of Director's Audit Committee, will periodically assess the effectiveness of the internal controls. Significant issues are also promptly communicated to the CEO and CRO.

Sterling Risk Focus for 2018 and Beyond

Invest to expand and mature risk program, systems and staffing

- Maintain executive level risk focus and strong Board risk oversight
- Maintain robust risk management practices across all ERM Pillars
- Expand enterprise risk teams to broaden risk programs across larger size
- Deepen use of data and analytics to more proactively identify emerging risks
- Leverage risk models, systems and tools to focus risk and control activities
- Embed risk/control metrics into business scorecards to tighten accountability
- Drive risk management enhancements to implement midsize best practices
- Ensure risk resourcing remains commensurate with Sterling’s risk profile

Financial Overview and Outlook for 2019

Summary of Quarterly Financial Performance

($ in millions, except per share data)	Quarter Ended				
	6/30/2017	3/31/2018	6/30/2018	Linked Q Δ	YOY Δ
Selected Balance Sheet Data: (1)					
Total Assets	$15,377	$30,469	$31,463	3.3%	104.6%
Total Portfolio Loans, Gross	10,232	19,939	20,674	3.7%	102.1%
Investment Securities	3,552	6,635	6,789	2.3%	91.1%
Average Total Interest Earning Assets	13,563	26,834	27,757	3.4%	104.7%
Core Deposits (2)(3)	9,593	19,538	19,871	1.7%	107.1%
Tangible Common Stockholders' Equity (4)	1,173	2,408	2,459	2.1%	109.7%
Tangible Book Value per Common Share(4)	8.65	10.68	10.91	2.2%	26.1%
Selected Profitability Data: (1)					
Net Interest Income	$113.3	$234.4	$246.2	$11.8	$132.9
Provision for Loan Losses	4.5	13.0	13.0	—	8.5
Adjusted non-interest Income (5)	13.8	24.1	26.5	2.4	12.7
Non-interest Expense	59.7	111.7	124.9	13.2	65.2
Net Income Available to Common Stockholders	42.4	96.9	112.2	15.3	69.8
Key Performance Measures: (1)					
GAAP Diluted Earnings per Share	$0.31	$0.43	$0.50	$0.07	$0.19
Adjusted Diluted EPS Available to Common(4)	0.33	0.45	0.50	0.05	0.17
Net Interest Margin (tax equivalent basis)(4)(6)	3.47%	3.60%	3.62%	2 bps	15 bps
Adjusted Operating Efficiency Ratio (4)	42.0	40.3	38.3	(200) bps	(370) bps
Adjusted ROATA (4)	1.28	1.45	1.55	10 bps	27 bps
Adjusted ROATCE (4)	15.43	17.24	18.79	155 bps	336 bps

(1) See earnings release dated June 25, 2018.

(2) Given the Company's greater proportion of certificates of deposit after completion of the Astoria merger, the Company modified its definition of core deposits to include certificates of deposit beginning in the first quarter of 2018. Core deposits include retail, commercial and municipal transaction, money market and savings accounts and certificates of deposit accounts and exclude brokered deposits, except for reciprocal Certificate of Deposit Account Registry balances.

(3) See investor deck dated July 25, 2018 for details on core deposits.

(4) Adjusted financial measures are non-GAAP.

(5) Adjusted non-interest income excludes gain or loss on sale of securities.

(6) Tax equivalent basis represents interest income earned on tax exempt securities divided by the applicable Federal tax rate of 35% in 2017 and 21% in 2018.

Loan Portfolio Growth and Transition Continues to Progress

- Traditional C&I and Commercial Finance loans grew $846.1 million, or 16.9% in Q2 2018 and had a weighted average yield of 5.32% (excluding accretion income)
- Strategy is to continue to replace run-off of acquired multi-family and residential mortgage loans with commercial asset classes
- Augment organic loan growth with portfolio acquisitions in 2H 2018
- Estimated run-off of $200 - $250 million / quarter in residential mortgage portfolio

($ in millions)	Loan Portfolio Balances		Growth		Yield on loans[2]	
Line of Business	**12/31/17**	**6/30/18**	**Amount $**	**Annualized %**	**With Accretion**	**Excluding Accretion**
Commercial:						
Traditional C&I and Commercial Finance [1]	$ 5,307	$ 6,289	$ 982	37.3%	5.35 %	5.32 %
Commercial Real Estate	4,139	4,226	87	4.2	4.68	4.48
Multi-Family	4,860	4,935	75	3.1	4.83	3.84
ADC	283	237	(46)	(32.8)	5.56	5.56
Total Commercial	**14,588**	**15,686**	**1,098**	**15.2**	**5.00%**	**4.48%**
Residential Mortgage	5,055	4,653	(402)	(16.0)	4.98	3.90
Other Consumer	366	336	(30)	(16.5)	5.96	5.33
Gross Portfolio Loans	**$ 20,009**	**$ 20,674**	**$ 665**	**6.7**	**5.01%**	**4.46%**

(1) Commercial finance loans include: asset-based lending, payroll finance, warehouse lending, factored receivables, equipment finance, and public sector finance loans.
(2) Yield on loans is for the three months ended June 30, 2018.

Diversified Growth in Commercial Lending

- Traditional C&I, warehouse lending, public sector finance and equipment finance have been the main drivers of growth YTD; anticipate maintaining a similar business mix longer-term

Asset Class	Loans O/S (in 000s) 12/31/17	Loans O/S (in 000s) 6/30/18	Description	Industry Focus	Yield 6/30/18
Traditional C&I	$1,979,448	$2,065,144	• Fixed and floating rate loans • Generally secured by assets - A/R, inventory, other liquid collateral	Small to mid-sized businesses mainly in NY / NJ	5.82%
ABL	797,570	790,177	• Floating rate loans (1 to 3 year term) • Secured by tangible business assets - A/R, inventory, machinery / equipment	Wholesale, distributors, manufacturing, staffing business services	6.40
Payroll finance	268,609	230,153	• Fixed rate loans, turnover ~45 days; portion of revenue allocated to fees • Secured by accounts receivable	Staffing companies nationally	7.39
Warehouse lending	723,335	1,032,563	• Floating rate loans, turnover ~20 days • Secured by conforming mortgage loans	Independent mortgage banking companies nationally	4.54
Factored receivables	220,551	225,814	• Fixed rate advances, turnover ~30 days, some revenue allocated to fees • Secured by A/R	Wholesalers, distributors, garment	4.65
Equipment finance	679,541	1,176,635	• Fixed rate loans with duration ~3 years • Secured by equipment; no residual risk	Transportation, construction, business services, IT, other	5.34
Public sector finance	637,767	768,197	• Tax exempt fixed rate loans amortizing over 3 to 20 years • Secured by GOs, revenue, equipment	State, municipal and loan governments nationally	3.87 [1]

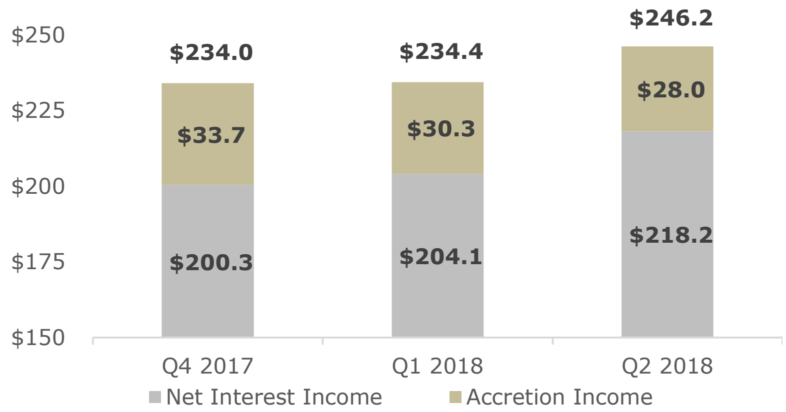
[1] Yield on public sector finance loans is shown on a tax equivalent basis.

Growth and Transition Offsets Lost Accretion

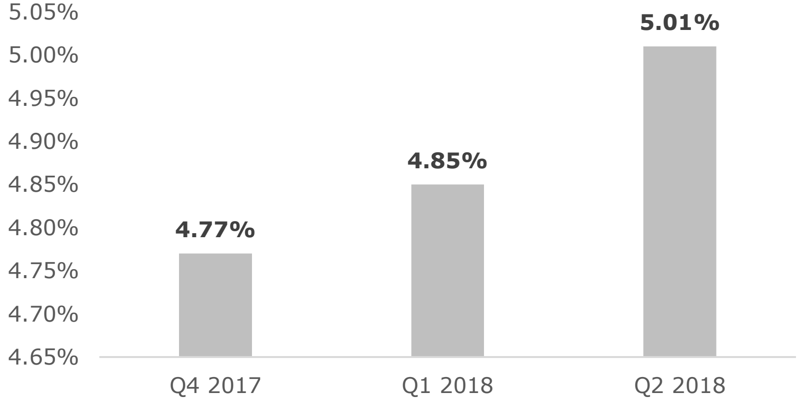
- Decrease in accretion income is being offset by organic growth, transition of loan assets and portfolio acquisitions

Progression of Net Interest Income

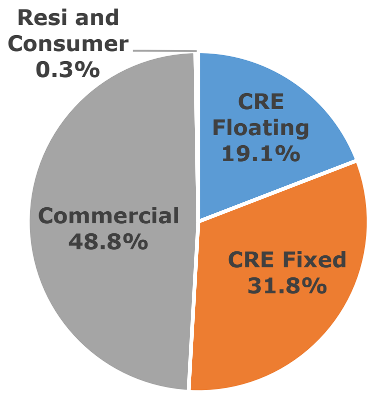
($ in millions)



Progression of Loan Yields



Originations and Renewals 1H 2018



Rates on Originations Q2 2018

Asset Class	Weighted Avg Rate
CRE Floating	4.31%
CRE Fixed	4.62%
Commercial	5.25%
Resi and Consumer	4.86%
Total Orignations and Renewals	**4.91%**

Capital Management Flexibility Will Support Continued EPS Growth

EPS Growth Scenarios	Components	Estimated Financial Impact
Continue execution of current strategy	■ Loan growth of 8-10% annual ■ Reposition loan portfolio ■ Execute portfolio acquisitions	■ ~$2bn of additional loans o/s ■ ~$65mm of NII and ~$50mm of earnings at current NIM ■ Annual EPS pick-up of ~$0.20
Alternative 1: Lower balance sheet and loan portfolio growth	■ Loan growth of ~5% annually ■ Continue repositioning balance sheet ■ Excess capital of ~$200MM given strong internal capital generation and lower growth	■ ~$1bn of additional loans o/s ■ ~$33mm of NII and ~$25mm of earnings at current NIM ■ Buy-back ~7-8mm shares ■ Annual EPS pick-up of ~$0.20
Alternative 2: Limited balance sheet growth / maintain loan portfolio	■ Focus on diversification and transition of loan portfolio and balance sheet ■ Likely results in lower opex and provion expense due to reduced growth	■ Execute current approved repurchase program; increase as needed ■ Excess capital estimated at $400mm+ ■ Annual EPS pick-up of ~$0.20

Outlook Heading into 2019

Metric	Target Range	Analysis
Loan Growth	8 - 10%	▪ Grow loans ~$1.8 billion through combination of organic growth and opportunistic portfolio acquisitions
Loans to Deposits Ratio	95 - 100%	▪ Balanced growth in commercial and retail banking deposits ▪ Replace wholesale deposits with borrowings over time
Net Interest Margin (excluding accretable yield)	3.15 - 3.20%	▪ Continued balance sheet transition will support NIM range through 2019 as asset sensitivity increases
Fee Income	$100 - $110MM	▪ Continue to grow swaps, cash management and syndications businesses ▪ Focus on commercial finance acquisitions that are also fee income heavy
Operating Expenses (excluding amortization of intangibles)	~$425MM (2018)	▪ Continued decrease in expense base as cost savings are realized through 2019 ▪ Continue investing in higher productivity, more efficient commercial businesses
Excess Tangible Equity/Capital Position	8.3% TCE ratio	▪ Strong capital position results in no concertation issues; flexibility to grow all asset classes ▪ Current internal capital generation of ~$85mm per quarter provides flexibility to grow earnings and EPS under various scenarios
Effective Tax Rate	21 - 23%	▪ Decrease in tax rate driven by continued investment in tax efficient asset classes