

## Dime Community Bancshares, Inc. (NASDAQ: DCOM)

March 2024

## Forward-Looking Statements

This presentation contains a number of forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). These statements may be identified by use of words such as "annualized," "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "likely," "seek," "may," "outlook," "plan," "potential," "predict," "project," "should," "will," "would" and similar terms and phrases, including references to assumptions.

Forward-looking statements are based upon various assumptions and analyses made by Dime Community Bancshares, Inc. (together with its direct and indirect subsidiaries, the "Company"), in light of management's experience and its perception of historical trends, current conditions and expected future developments, as well as other factors it believes appropriate under the circumstances. These statements are not guarantees of future performance and are subject to risks, uncertainties and other factors (many of which are beyond the Company's control) that could cause actual conditions or results to differ materially from those expressed or implied by such forward-looking statements. Accordingly, you should not place undue reliance on such statements. These factors include, without limitation, the following:

- the timing and occurrence or non-occurrence of events may be subject to circumstances beyond the Company's control;
- there may be increases in competitive pressure among financial institutions and from non-financial institutions;
- the net interest margin is subject to material short-term fluctuation based upon market rates;
- changes in deposit flows, loan demand or real estate values may affect the business of the Company;
- changes in the quality and composition of our loan or investment portfolios;
- unanticipated or significant increases in loan losses may negatively affect the Company's financial condition or results of operations;
- changes in accounting principles, policies or guidelines may cause the Company's financial condition to be perceived differently;
- changes in corporate and/or individual income tax laws may adversely affect the Company's business or financial condition or results of operations;
- general economic conditions, either nationally or locally in some or all areas in which the Company conducts business, or conditions in the securities markets or the banking industry, may be different than the Company currently anticipates;
- legislative, regulatory or policy changes may adversely affect the Company's business or results of operations;
- technological changes may be more difficult or expensive than the Company anticipates;
- there may be failures or breaches of information technology security systems;
- success or consummation of new business initiatives or the integration of any acquired entities may be more difficult or expensive than the Company anticipates;
- litigation or other matters before regulatory agencies, whether currently existing or commencing in the future, may delay the occurrence or non-occurrence of events longer than the Company anticipates; and
- the risks referred to in the section entitled "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2023 as updated by our Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

The Company has no obligation to update any forward-looking statements to reflect events or circumstances after the date of this document.

## Investment Highlights

1. Leading market share and best-in-class deposit franchise with significant scarcity value
2. Operates in an attractive, high-density market for business customers
3. Proactive management team that is capitalizing on disruption in local marketplace
4. Strong and consistent financial performance
5. Opportunity to transform balance sheet towards business loans
6. Superior asset quality through various cycles
7. Maintains strong liquidity coverage ratios
8. Strong corporate governance
9. Established community ally with an "Outstanding" CRA rating
[^0]
## History

## A community bank built on perseverance, character, customer service and community reinvestment

The Dime Savings Bank of Williamsburg is founded approximately 6 months after President Lincoln delivers Gettysburg Address, and approximately 1 year before the US is reunited after the Civil War


## The Bridgehampton

National Bank is
incorporated in the same
week the Boy Scouts of
America is incorporated by
W.D. Boyce

Dime Community Bank and BNB Bank complete a Merger of Equals amidst the COVID19 pandemic and combine to loan almost $\$ 2$ billion of Paycheck Protection Program loans to customers and businesses in need


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## Leading Market Share and Significant Scarcity Value

- Dime ranks \#1 by deposit market share on Greater Long Island amongst community banks ${ }^{(1)(2)}$
- Ubiquitous brand and coverage spanning entire footprint
- Only publicly-traded community bank with over $\$ 1.0$ billion of Tier 1 capital headquartered on Greater Long Island
> In the "sweet spot" to uniquely serve middle market clients with our capabilities, customer focus and capital base
> Capitalizing on disruption from recent mergers in our footprint as none of the acquirors are locally managed
\#1 Community Bank on Greater Long Island by Deposit Market Share

| Rank | Institution | Branches | $\frac{\text { Deposits }}{(\$ B)}$ | Market Share |
| :---: | :---: | :---: | :---: | :---: |
| 1 | Dime | 56 | \$10.2 | 22.3\% |
| 2 | Apple | 46 | \$7.1 | 15.6\% |
| 3 | Flushing | 24 | \$6.3 | 13.8\% |
| 4 | Ridgewood | 27 | \$4.7 | 10.3\% |
| 5 | First of Long Island | 40 | \$3.4 | 7.4\% |

Source: S\&P Global. Data as of June 30th, 2023.

From Montauk to Manhattan

(1) Greater Long Island defined as Kings, Queens, Nassau, and Suffolk Counties.
(2) Community Banks defined as Banks with assets less than \$20 billion.

## Best-in-Class Deposit Franchise



Q4 2023 Cost of Deposits: 2.50\%


## Q4 2023 Cost of Deposits: Vs "Footprint Banks" (1)



## Proven Track Record of DDA Growth

## Noninterest Bearing Deposits (\$ in millions)



Our management team has a proven track record of growing DDA organically

## We Operate in An Attractive Market with Significant Opportunities for Market Share Gains

- Combined population of $\sim 8$ million for Kings, Queens, Nassau, and Suffolk would represent the 14th largest state in the country
- $\$ 329$ Billion of total deposits in Greater Long Island marketplace ${ }^{(1)}$

Total Deposits in Market (\$Billions)


Source: S\&P Global. Data as of June 30th, 2023.

# Our Footprint is Characterized by Above Average Wealth and Significant Business Density 

Median Household Income


Source: S\&P Global
\# Businesses/Square Mile


- Median household income in our deposit footprint is well above national average
- The business density across our footprint provides us a unique opportunity
- The attractive demographics of our footprint allows us to operate successfully as a pureplay in-market community commercial bank


## Capitalizing on Disruption in Local Marketplace

## DIME

| Expansion of |
| :--- |
| C\&I Lending |
| Operations |

## Objective

- Capitalize on large merger transactions in our market by hiring productive bankers
- Build out a middle market lending group and industry specific lending expertise to create a sustainable organic growth story


## Results

$\checkmark \quad$ Hired Head of Middle Market Lending (previously CLO at Bank Leumi) in April 2022
$\checkmark$ Built out a healthcare lending vertical that will add diversity to balance sheet
$\checkmark \quad$ Loan pipeline is heavily weighted towards business loans

- Capitalize on bank failures and disruptions

Hiring
Productive Deposit Focused Groups
that impacted larger Metro NY area banks

- Become an employer of choice by leveraging our distinctive features: best in class technology, flat organizational structure, relationship-based mindset and long-standing financial strength
$\checkmark \quad$ Hired 21 employees in total in Q2 2023 to focus on deposit generation
$\checkmark$ Made significant operational and technologyrelated enhancements in Private and Commercial Bank ("PCB") during second half of 2023 and created a best-in-class platform that exemplifies a single-point of contact approach


## As a result of market share gains in our PCB business, total Company-wide core deposits are up in excess of $\$ 400$ million on a linked quarter basis ${ }^{(1)}$

- Dime continues to execute growth plan with the launch of a National Deposits Group. Martin Ball


## Launch of

National Deposits Group (previously Head of National Deposits at Valley Bank) to lead efforts

- The National Deposits Group will expand Dime's capabilities into several new deposit-rich verticals including: death care services, escrow servicing, family offices, fund banking, hedge funds, insurance, medical billing, private equity, software, and third party payment processors, while also focusing on several other industries where Dime has a presence
(1) As of March 12th, 2024


## Historical Financial Performance

Return on Average Assets


Net Interest Margin

(1) See Appendix for reconciliation of non-GAAP adjusted ratios

Return on Average Tangible Common Equity



## Opportunity to Transform Balance Sheet



- Our focus is on growing Business loans (C\&I \& Owner-Occupied CRE), which are accompanied by a greater level of associated deposits
(1) 12/31/16 represents sum of Legacy Dime and Legacy BNB on a combined basis.
D) 를
(2) \% of loans excludes SBA PPP Loans from calculation.


## Balance Sheet Metrics and Profitability Expected to Benefit from Rightsizing Multifamily Portfolio

Our strategic plan envisions reducing the weighting of multifamily loans to $\sim 30 \%$ of the total portfolio (from ~37\% currently). Outlined below is the illustrative impact of using the proceeds, from a planned reduction in multifamily, to grow Business loans and paydown wholesale borrowings

| (\$ in millions) | Balance <br> $12 / 31 / 2023$ | Illustrative <br> Changes | Balance <br> Future State |
| :--- | :---: | :---: | :---: |
| Multifamily | $\$ 4,018$ | $(\$ 1,000)$ | $\$ 3,018$ |
| Business Loans | $\$ 2,310$ | $\$ 500$ | $\$ 2,810$ |
| FHLB Borrowings | $\$ 1,313$ | $(\$ 500)$ | $\$ 813$ |



## Dime Has Proactively Moderated CRE Growth



Note: listing of banks includes publicly traded institutions (<\$100 billion of assets and HQs in NY, NJ and CT) with over \$5 billion of deposits in New York-Newark-Jersey City MSA

* All information from regulatory financials. CRE includes Investor CRE loans (non-owner occupied mortgages), multifamily, and construction \& land
** Growth based on combined pre-merger portfolios for the following institutions that have closed mergers since 2020: Dime (BNB), Webster (Sterling), and Valley (Bank Leumi and Westchester)


## Loan Repricing Opportunity

| Variable-rate loans |
| :--- |
| represent $32 \%$ of total |
| loan portfolio |

> Adjustable-rate loans
> (60\% tied to FHLB rates \&
> $40 \%$ tied to Treasury
> rates) represent $43 \%$ of
> total loan portfolio


(2) Current weighted average rate as of 12/31/23
D)
(3) Weighted Average Rate if loans in each tranche reprice based on $1 / 23 / 24$ index rates + spread

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## Superior Asset Quality Through Various Cycles

Our cumulative credit losses were extremely low compared to the KRX Bank Index during the 2008 Financial Crisis. Post 2008 Financial Crisis, our credit losses continue to track well below the bank index


## Loans by Asset Class as of December 31, 2023

| Dollars in millions |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Balance |  | LTV |
| 1-4 Family | \$ | 889 | 56\% |
| Multi-Family |  | 4,018 | 58\% |
| CRE Owner |  | 1,243 | 57\% |
| Investor CRE |  |  |  |
| Retail |  | 1,188 | 53\% |
| Office |  | 764 | 60\% |
| Warehouse/Industrial |  | 470 | 54\% |
| Hotels |  | 353 | 57\% |
| Supportive Housing |  | 166 | 61\% |
| Medical Facility |  | 114 | 64\% |
| Educational Facility or Library |  | 106 | 58\% |
| Other ${ }^{(1)}$ |  | 221 | 57\% |
| Total Investor CRE |  | 3,382 | 56\% |
| Land \& Construction |  | 169 |  |
| C\& |  | 1,066 |  |
| Other Loans |  | 6 |  |
| Total |  | 0,773 |  |

## Overview of Multifamily Portfolio as of December 31, 2023



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## Diversified and Granular Investor Office Portfolio

## Investor Office Portfolio Characteristics

- Granular portfolio comprised of loans to experienced operators
- Average loan size of $\sim \$ 5.9$ million
- Manhattan exposure is $\sim \$ 195$ million with an LTV of $\sim 50 \%$
- Limited near-term maturity wall for office portfolio
> Only 5\% of portfolio maturing in 2024
- Approximately $19 \%$ of Investor Office is Medical


## Investor Office Portfolio by Class Type



Investor Office Portfolio Maturities


Investor Office Portfolio by Geography


## Strong Liquidity Coverage

- We have protected our deposit base by providing our customers with various products to maximize their deposit insurance including Insured Cash Sweep ("ICS") and Certificate of Deposit Account Registry Service ("CDARS")
- As of February 29th, 2024 Dime's coverage ${ }^{(1)}$ of non-insured deposits (excluding deposits with pass-through insurance and collateralized deposits) was approximately 185\%

Q4 2023 Cash \& Securities Less Pledged / Assets ${ }^{(2)}$


## Strong Corporate Governance

$\checkmark$ Significant Insider Ownership (10\% of shares outstanding)
$\checkmark$ Annual election of entire slate of Board of Directors
$\checkmark$ Shareholder representation on Board of Directors (Basswood)
$\checkmark$ CEO \& Chairman roles are split
$\checkmark$ Lead Director is Independent

## Outstanding Community Reinvestment Act ("CRA") Rating

* Dime's CRA rating upgraded to "OUTSTANDING" - the highest achievable mark, during our most recent CRA examination
* Praised as a "leader in providing community development services" by the Federal Reserve Bank of New York for strong, effective, and consistent commitment to the markets we serve
$\checkmark$ Over 300 employee volunteers at 270 different organizations throughout Long Island and New York City
$\checkmark$ Over 10,000 hours of volunteer service
$\checkmark$ Dime employees serve on the boards of over 50 nonprofit organizations
$\checkmark$ Originated \$430 million in Community Development loans in 2022
"The volunteers you provide to facilitate our programs are a pleasure to work with and always provide an impactful learning experience to our students. We continue to receive nothing but positive feedback from our schools regarding your volunteers. They are knowledgeable, dedicated, and caring."
- Junior Achievement of New York, a leading financial education volunteer organization.
"Dime's ongoing support for PowerUP! ensures that entrepreneurs and small businesses have access to the training, resources, and capital they need to help Brooklyn recover and continue to thrive. Dime's continuing generosity as Lead Sponsor is more important than ever."
- Brooklyn Public

Library


## Appendix

## Highly Responsive Customer Focused Platform As Demonstrated by PPP Performance

## PPP Originations

\# PPP Loans Funded ${ }^{(1)}$

\$ PPP Loans Funded (\$Millions) ${ }^{(1)}$


- Participating in PPP was a firmwide priority in FY 2020 and FY 2021
- We were the leading provider of PPP amongst community banks in our footprint
- Serviced existing relationships and generated significant number of new business relationships and customer touchpoints. Testament to our status as a highly responsive community commercial bank
- Sold 2021 PPP Originations in Q2 2021 and recorded $\$ 20.7 \mathrm{~mm}$ of revenue associated with the recognition of deferred fees


## Return on Avg. Assets \& Return on Avg. Tangible Common Equity

| Reconciliation of Adjusted ROAA |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended |  |  |  |  |
|  | December 31, 2023 | September 30, 2023 | June 30, 2023 | March 31, 2023 | December 31, 2022 |
| Return on Average Assets - as reported | 0.48\% | 0.44\% | 0.81\% | 1.11\% | 1.23\% |
| Reported net income to common stockholders | \$14,487 | \$13,163 | \$25,676 | \$35,482 | \$38,238 |
| Adjustments to net income ${ }^{(1)}$ |  |  |  |  |  |
| Loss on Equity securities | (321) | 299 | 780 |  |  |
| Net gain on sale of securities and other assets | - | 22 | - | 1,447 | - |
| Severance | 25 | 8,562 | 481 | 25 | 5 |
| FDIC special assessment | 999 | - | - | - | - |
| Income tax effect of adjustments and other tax adjustments | (208) | (176) | (373) | (436) | - |
| Adjusted net income (non-GAAP) | \$14,982 | \$21,870 | \$26,564 | \$36,518 | \$38,243 |
| Average Assets (as reported) | \$13,630,096 | \$13,759,493 | \$13,658,068 | \$13,449,746 | \$12,985,203 |
| Adjusted Return on Average Assets (non-GAAP) | 0.49\% | 0.69\% | 0.83\% | 1.14\% | 1.23\% |
| Reconciliation of Adjusted ROATCE |  |  |  |  |  |
|  | Three Months Ended |  |  |  |  |
|  | December 31, 2023 | September 30, 2023 | June 30, 2023 | March 31, 2023 | December 31, 2022 |
| Return on Average Tangible Common Equity - as reported (non-GAAP) | 6.2\% | 5.7\% | 11.0\% | 15.6\% | 17.3\% |
| Reported net income available to common stockholders | \$14,487 | \$13,163 | \$25,676 | \$35,482 | \$38,238 |
| Adjustments to net income ${ }^{(1)}$ |  |  |  |  |  |
| Loss on Equity securities | (321) | 299 | 780 |  |  |
| Net gain on sale of securities and other assets | - | 22 | - | 1,447 | - |
| Severance | 25 | 8,562 | 481 | 25 | 5 |
| FDIC special assessment | 999 | - | - | - | - |
| Income tax effect of adjustments and other tax adjustments | (208) | (176) | (373) | (436) | - |
| Amortization of Intangible assets, net of tax | 214 | 256 | 274 | 258 | 295 |
| Adjusted net income available to common stockholders (non-GAAP) | \$15,196 | \$22,126 | \$26,838 | \$36,776 | \$38,538 |
| Average Tangible Common Equity | \$948,024 | \$943,805 | \$940,054 | \$914,994 | \$888,973 |
| Adjusted Return on Average Tangible Common Equity (non-GAAP) | 6.4\% | 9.4\% | 11.4\% | 16.1\% | 17.3\% |

(1) Adjustments to net income are taxed at the Company's statutory tax rate during the period unless otherwise noted.
(2) Certain merger expenses and transaction costs are non-taxable expense.

## Pre-Tax Pre- Provision Net Revenue / Average Assets

| Reconciliation of Adjusted Pre-tax Pre-provision Net Revenue (\$000) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended |  |  |  |  |
|  | December 31, 2023 | September 30, 2023 | June 30, 2023 | March 31, 2023 | December 31, 2022 |
| Net interest income | \$74,121 | \$76,479 | \$80,219 | \$85,752 | \$96,804 |
| Non-interest income | 8,872 | 7,928 | 10,405 | 9,001 | 9,467 |
| Total revenues | 82,993 | 84,407 | 90,624 | 94,753 | 106,271 |
| Non-interest expense | 53,944 | 59,523 | 52,186 | 47,475 | 50,702 |
| Pre-tax pre-provision net revenue (non-GAAP) ${ }^{(1)}$ | \$29,049 | \$24,884 | \$38,438 | \$47,278 | \$55,569 |
| Adjustments: |  |  |  |  |  |
| Loss on Equity securities | (\$321) | \$299 | \$780 | - | - |
| Net gain on sale of securities and other assets | - | 22 | - | 1,447 | - |
| Severance | 25 | 8,562 | 481 | 25 | 5 |
| FDIC special assessment | 999 | - | - | - | - |
| Adjusted pre-tax pre-provision net revenue (non-GAAP) ${ }^{(2)}$ | \$29,752 | \$33,767 | \$39,699 | \$48,750 | \$55,574 |
| Average Assets (as reported): | \$13,630,096 | \$13,759,493 | \$13,658,068 | \$13,449,746 | \$12,985,203 |
| Adjusted Pre-Tax Pre Provision Net Revenue/Avg. Assets (non-GAAP) | 0.87\% | 0.98\% | 1.16\% | 1.45\% | 1.71\% |

(1) The reported pre-tax pre-provision net revenue is a non-GAAP measure calculated by adding GAAP net interest income and GAAP non-interest income/(loss) less GAAP non-interest expense.
(2) The adjusted pre-tax pre-provision net revenue is a non-GAAP measure calculated by adding pre-tax pre-provision net revenue less the net gain on sale of PPP loans, net gain on sale of securities and other assets, loss on termination of derivatives, severance, loss on extinguishment of debt, curtailment loss,

## Net Interest Margin

| Reconciliation of Adjusted Net Interest Margin |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended |  |  |  |  |
|  | December 31, 2023 | September 30, 2023 | June 30, 2023 | March 31, 2023 | December 31, 2022 |
| NIM - as reported ${ }^{(1)}$ | 2.29\% | 2.34\% | 2.50\% | 2.74\% | 3.15\% |
| Net interest income - as reported | \$74,121 | \$76,479 | \$80,219 | \$85,752 | \$96,804 |
| Less: Purchase Accounting Accretion on loans ("PAA") | (55) | 186 | 58 | 586 | (390) |
| Adjusted net interest income excluding PAA on loans, (non-GAAP) | \$74,066 | \$76,665 | \$80,277 | \$86,338 | \$96,414 |
| Average interest-earning assets - as reported | \$12,828,060 | \$12,984,061 | \$12,888,522 | \$12,685,235 | \$12,198,905 |
| Adjusted NIM excluding PAA on loans, (non-GAAP) ${ }^{(2)}$ | 2.29\% | 2.34\% | 2.50\% | 2.76\% | 3.14\% |

(1) NIM represents net interest income as reported divided by average interest-earning assets as reported.
(2) Adjusted NIM excluding PAA represents adjusted net interest income excluding purchase accounting accretion, divided by adjusted average interest-earning assets.

## Efficiency Ratio \& Operating Expense to Average Assets

| Reconciliation of Adjusted Efficiency Ratio |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended |  |  |  |  |
|  | December 31, 2023 | September 30, 2023 | June 30, 2023 | March 31, 2023 | December 31, 2022 |
| Efficiency ratio - as reported (non-GAAP) ${ }^{(1)}$ | 65.0\% | 70.5\% | 57.6\% | 50.1\% | 47.7\% |
| Non-interest expense - as reported | \$53,944 | \$59,523 | \$52,186 | \$47,475 | \$50,702 |
| Less: |  |  |  |  |  |
| Severance | (25) | $(8,562)$ | (481) | (25) | (5) |
| FDIC special assessment | (999) | - | - | - | - |
| Amortization of other intangible assets | (350) | (349) | (349) | (377) | (431) |
| Adjusted non-interest expense (non-GAAP) | 52,570 | 50,612 | 51,356 | 47,073 | 50,266 |
| Net interest income - as reported | 74,121 | 76,479 | 80,219 | 85,752 | 96,804 |
| Non-interest income- as reported | 8,872 | 7,928 | 10,405 | 9,001 | 9,467 |
| Less: |  |  |  |  |  |
| Loss on Equity securities | (321) | 299 | 780 | - | - |
| Net gain on sale of securities and other assets | - | 22 | - | 1,447 | - |
| Adjusted non-interest income (non-GAAP) | 8,551 | 8,249 | 11,185 | 10,448 | 9,467 |
| Adjusted total revenues for adjusted efficiency ratio (non-GAAP) | \$82,672 | \$84,728 | \$91,404 | \$96,200 | \$106,271 |
| Adjusted efficiency ratio (non-GAAP) ${ }^{(2)}$ | 63.6\% | 59.7\% | 56.2\% | 48.9\% | 47.3\% |

Reconciliation of Adjusted Operating Expense as a \% of Average Assets
Operating expense as a \% of average assets - as reported
Severance
FDIC special assessment
Amortization of other intangible assets
Adjusted operating expense as a \% of average assets (non-GAAP)

| Three Months Ended |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: |
| December 31, 2023 | September 30, 2023 | June 30, 2023 | March 31, 2023 | December 31, 2022 |
| $1.58 \%$ | $1.73 \%$ | $1.53 \%$ | $\mathbf{1 . 4 1 \%}$ | $\mathbf{1 . 5 6 \%}$ |
| $-0.03 \%$ | $-0.25 \%$ | $-0.01 \%$ | - | - |
| $-0.01 \%$ | - | - | - | - |
| $1.54 \%$ | - | $-0.01 \%$ | $-0.01 \%$ | $-0.01 \%$ |
| $1.48 \%$ | $1.51 \%$ | $1.40 \%$ | $\mathbf{1 . 5 5 \%}$ |  |

(1) The reported efficiency ratio is a non-GAAP measure calculated by dividing GAAP non-interest expense by the sum of GAAP net interest income and GAAP non-interest (loss) income.
(2) The adjusted efficiency ratio is a non-GAAP measure calculated by dividing adjusted non-interest expense by the sum of GAAP net interest income and adjusted non-interest income.


[^0]:    New York's Premier Business Bank

