

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

## June 2022

## 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, 2021 as updated by our Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

Further, given its ongoing and dynamic nature, it is difficult to predict what effects the COVID-19 pandemic will have on our business and results of operations. The pandemic and related local and national economic disruption may, among other effects, result in a decline in demand for our products and services; increased levels of loan delinquencies, problem assets and foreclosures; branch closures, work stoppages and unavailability of personnel; and increased cybersecurity risks, as employees work remotely.

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. Strong financial performance following completion of merger
4. Well positioned for rising rates and continued opportunity to transform balance sheet over time
5. Superior asset quality through various cycles.
6. Skilled acquiror with significant M\&A Experience. Poised to capitalize on recent large transactions in our footprint
7. Strong corporate governance

New York's Premier Business Bank

## 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 Ioan almost $\$ 2$ billion of Paycheck Protection Program loans to customers and businesses in need


## 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
> Poised to capitalize 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 | $\begin{gathered} \text { Deposits } \\ (\$ B) \end{gathered}$ | Market <br> Share |
| :---: | :---: | :---: | :---: | :---: |
| 1 | Dime | 57 | \$10.6 | 24.3\% |
| 2 | Apple | 45 | \$6.8 | 15.6\% |
| 3 | Flushing | 22 | \$5.9 | 13.6\% |
| 4 | Ridgewood | 27 | \$4.5 | 10.4\% |
| 5 | First of Long Island | 46 | \$3.3 | 7.6\% |

Source: S\&P Global. Data as of June 30th, 2021.


[^0]2 Community Banks defined as Banks with assets less than \$20 billion.

## Best-in-Class Deposit Franchise



Our 3 Year Target for DDA \%: 40\%

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
- $\quad \$ 328$ Billion of total deposits in Greater Long Island marketplace ${ }^{1}$

Total Deposits in Market (\$Billions)
\$350
\$300
\$250
\$200
\$150
\$100
\$50
\$0


Source: S\&P Global. Data as of June 30th, 2021.

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

Median Household Income


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


Source: S\&P Global

- 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


## 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
$>$ Approximately 12x median of Footprint Banks ${ }^{2}$
- 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


## Strong Financial Performance Following Completion of Merger



## Well-Positioned for Rising Rates

| Net Interest Income Sensitivity |  |  |
| :---: | :---: | :---: |
| \% Change in Net Interest Income |  |  |
| Gradual Change in Interest Rates of. | Year-One | Year-Two |
| ${ }^{+100}$ Basis Points | 0.5\% | 4.4\% |
| +200 Basis Points | 1.2\% | 8.5\% |
| \% Change in Net Interest Income |  |  |
| Instantaneous Rate Shock Scenarios | Year-One | Year-Two |
| ${ }^{+100}$ Basis Points | 1.9\% | 5.7\% |
| +200 Basis Points | 3.7\% | 10.6\% |
| Well Balanced Loan Portfolio ${ }^{1}$ |  |  |




| Variable Rate Loan Portfolio (\$ millions) | Outstanding <br> Balance | \% of Total <br> Variable Balance |
| :--- | :---: | :---: |
| Floating Freely - No Floor | $\$ 1,167$ | $50 \%$ |
| Floating Freely - Floor | $\$ 366$ | $16 \%$ |
| $0-25$ bps to Float Freely | $\$ 95$ | $4 \%$ |
| $26-50$ bps to Float Freely | $\$ 399$ | $17 \%$ |
| $51-75$ bps to Float Freely | $\$ 48$ | $2 \%$ |
| $76-100$ bps to Float Freely | $\$ 57$ | $2 \%$ |
| $101+$ bps to Float Freely | $\$ 204$ | $9 \%$ |
| Total | $\$ 2,336$ | $\mathbf{1 0 0 \%}$ |

## Continued Opportunity to Transform Balance Sheet



- We expect to lower the contribution of multifamily loans and replace with relationshipbased commercial loans which are accompanied with a greater level of associated deposits


## CD Maturities (\$ in millions)



- We continue to have opportunities to reprice our CD book lower


## 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


## Skilled Acquiror with Significant M\&A Experience



Kevin O'Connor CEO
(Part of numerous M\&A transactions at North Fork)


Stuart Lubow President \& COO
(Sale of Community National, Garden State, Community State)


Avi Reddy CFO
(Former M\&A banker at Evercore, Barclays and Lehman Brothers)
$\checkmark$ Closed merger transaction on February 1, 2021. Completed systems integration over the weekend of April 17, 2021
$\checkmark$ Grown DDA by approximately \$1 billion since closing of merger transaction
$\checkmark$ Operated the Company at a post-merger core efficiency ratio of approximately $47 \%-51 \%$ in each quarter since the close of merger transaction
$\checkmark \quad$ With our core systems conversion completed almost 1 year ago, we are poised to capitalize on disruption from recent mergers in our footprint. None of the acquirors are headquartered in our footprint or locally managed

- Recently Announced the hiring of Robert Maichin as EVP, Head of Middle Market Lending


## Strong Corporate Governance

$\checkmark$ Significant Insider Ownership (15\% 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

## Guidance and Key Medium Term Operating Targets

## Guidance for 2022

- Loan Growth: ~6\% (excluding PPP); updated guidance reflects growth trends since the end of Q1 2022
- Core NIM: gradually improving and reaching a level of approximately $3.35 \%$ by the middle of 2024. Expansion will be more pronounced in 2023 and 2024 as the impact of rate increases work their way through the loan portfolio and we reprice into a higher rate environment for originations
- Core Non Interest Expenses (excluding CDI Amortization): ~\$197 million - $\$ 199$ million
- Efficiency Ratio: under 50\%
- Non-Interest Income: Approximately \$33 million-\$34 million, inclusive of impact of Durbin amendment and lower levels of NSF / overdraft fees
- Tangible Equity to Tangible Assets Ratio: Comfortable operating the Company at an $8.50 \%$ Tangible Equity ratio (which translates to approximately $7.50 \%$ for the Tangible Common Equity ratio). Expect to be active on the share buyback front throughout 2022, keeping these capital ratios in mind
- Effective Tax Rate: Approximately 28.5\% for the remainder of 2022


## Key Medium Term Operating Targets

- ROA: Intend to drive Return on Assets to the $1.20 \%-1.25 \%$ area by the back half of 2024. Infrastructure in place to support accretive balance sheet growth
- Non-Interest Bearing Deposits: Operate with a non-interest bearing to total deposits ratio in excess of 40\%


## Appendix

## DIME

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

|  |  | Reconciliation of Adjusted ROAA |  |
| :--- | :--- | ---: | :--- |

1 Adjustments to net income are taxed at the Company's statutory tax rate of approximately $31 \%$ 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 |  |  |  |  |
|  | March 31, 2022 | December 31, 2021 | September 30, 2021 | June 30, 2021 | March 31, 2021 |
| Net interest income | \$89,109 | \$91,686 | \$94,828 | \$93,254 | \$77,841 |
| Non-interest income/(loss) | 7,203 | 10,179 | 9,728 | 29,544 | $(7,383)$ |
| Total revenues | 96,312 | 101,865 | 104,556 | 122,798 | 70,458 |
| Non-interest expense | 49,888 | 50,829 | 56,783 | 54,882 | 82,805 |
| Pre-tax pre-provision net revenue (non-GAAP) (1) | \$46,424 | \$51,036 | \$47,773 | \$67,916 | $(\$ 12,347)$ |
| Adjustments: |  |  |  |  |  |
| Gain on Sale of PPP Loans | - | - | - | $(20,697)$ | - |
| Net gain on sale of securities and other assets | - | (975) | - | - | (710) |
| Loss on termination of derivatives | - | - | - | - | 16,505 |
| Severance | - | - | - | 1,875 | - |
| Loss on extinguishment of debt | - | - | - | 157 | 1,594 |
| Curtailment loss | - | - | - | - | 1,543 |
| Merger expenses and transaction costs | - | 2,574 | 2,472 | 1,836 | 37,942 |
| Branch restructuring | - | $(1,118)$ | 4,518 | 1,659 | - |
| Adjusted pre-tax pre-provision net revenue (non-GAAP) (2) | \$46,424 | \$51,517 | \$54,763 | \$52,746 | \$44,527 |
| Average Assets (as reported): | \$12,199,721 | \$12,419,184 | \$12,584,372 | \$12,756,909 | \$10,666,619 |
| Adjusted Pre-Tax Pre Provision Net Revenue/Avg. Assets (non-GAAP) | 1.52\% | 1.66\% | 1.74\% | 1.65\% | 1.67\% |

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, merger expenses and transaction costs, and branch restructuring.

## Net Interest Margin

| Reconciliation of Adjusted Net Interest Margin |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended |  |  |  |  |
|  | March 31, 2022 | December 31, 2021 | September 30, 2021 | June 30, 2021 | March 31, 2021 |
| NIM - as reported ${ }^{(1)}$ | 3.19\% | 3.14\% | 3.20\% | 3.12\% | 3.14\% |
| Net interest income - as reported | \$89,109 | \$91,686 | \$94,828 | \$93,254 | \$77,841 |
| Less: Net interest income on PPP loans | (396) | (539) | $(2,502)$ | $(5,375)$ | $(4,092)$ |
| Less: Purchase Accounting Accretion on loans ("PAA") | (50) | 625 | $(2,541)$ | $(1,925)$ | $(1,333)$ |
| Adjusted net interest income excluding PPP loans and PAA on loans, (non-GAAP) | \$88,663 | \$91,772 | \$89,785 | \$85,954 | \$72,416 |
| Average interest-earning assets - as reported | \$11,333,805 | \$11,582,086 | \$11,765,298 | \$11,990,107 | \$10,057,598 |
| Average PPP Ioan balances | $(46,807)$ | $(96,065)$ | $(266,472)$ | $(1,282,347)$ | $(1,020,910)$ |
| Adjusted average interest-earning assets excluding PPP Ioans, (non-GAAP) | \$11,286,998 | \$11,486,021 | \$11,498,826 | \$10,707,760 | \$9,036,688 |
| Adjusted NIM excluding PPP loans and PAA on loans, (non-GAAP) ${ }^{(2)}$ | 3.19\% | 3.17\% | 3.10\% | 3.23\% | 3.26\% |

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

## Efficiency Ratio \& Operating Expense to Average Assets

|  | conciliation of Ad | ed Efficiency Ratio |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Three Months Ended |  |  |
|  | March 31, 2022 | December 31, 2021 | September 30, 2021 | June 30, 2021 | March 31, 2021 |
| Efficiency ratio - as reported (non-GAAP) (1) | 51.8\% | 49.9\% | 54.3\% | 44.7\% | 117.5\% |
| Non-interest expense - as reported | \$49,888 | \$50,829 | \$56,783 | \$54,882 | \$82,805 |
| Less: |  |  |  |  |  |
| Severance |  | - | - | $(1,875)$ | - |
| Merger expenses and transaction costs |  | $(2,574)$ | $(2,472)$ | $(1,836)$ | $(37,942)$ |
| Branch restructuring |  | 1,118 | $(4,518)$ | $(1,659)$ | - |
| Loss on extinguishment of debt |  | - | - | (157) | $(1,594)$ |
| Curtailment loss |  | - | - | - | $(1,543)$ |
| Amortization of other intangible assets | (586) | (715) | (715) | (835) | (357) |
| Adjusted non-interest expense (non-GAAP) | 49,302 | 48,658 | 49,078 | 48,520 | 41,369 |
| Net interest income - as reported | 89,109 | 91,686 | 94,828 | 93,254 | 77,841 |
| Non-interest income/(loss) - as reported | 7,203 | 10,179 | 9,728 | 29,544 | $(7,383)$ |
| Less: |  |  |  |  |  |
| Gain on sale of PPP loans | - | - | - | $(20,697)$ | - |
| Net gain on sale of securities and other assets | - | (975) | - | - | (710) |
| Loss on termination of derivatives | - | - | - | - | 16,505 |
| Adjusted non-interest income (non-GAAP) | 7,203 | 9,204 | 9,728 | 8,847 | 8,412 |
| Adjusted total revenues for adjusted efficiency ratio (non-GAAP) | \$96,312 | \$100,890 | \$104,556 | \$102,101 | \$86,253 |
| Adjusted efficiency ratio (non-GAAP) (2) | 51.2\% | 48.2\% | 46.9\% | 47.5\% | 48.0\% |

## Operating expense as a \% of average assets - as reported

Loss on extinguishment of debt
Reconciliation of Adjusted Operating Expense as a \% of Average Assets

Curtailment loss
Severance
Merger expenses and transaction costs
Branch restructuring
Amortization of other intangible assets
Adjusted operating expense as a \% of average assets (non-GAAP)

| Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| March 31, 2022 | December 31, 2021 | September 30, 2021 | June 30, 2021 | March 31, 2021 |
| 1.64\% | 1.64\% | 1.80\% | 1.72\% | 3.11\% |
| - | - | - | - | -0.06\% |
| - | - | - | - | -0.06\% |
| - | - | - | -0.06\% | - |
| - | -0.08\% | -0.08\% | -0.06\% | -1.43\% |
| - | 0.03\% | -0.14\% | -0.05\% | - |
| -0.02\% | -0.02\% | -0.02\% | -0.03\% | -0.01\% |
| 1.62\% | 1.57\% | 1.56\% | 1.52\% | 1.55\% |

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]:    1 Greater Long Island defined as Kings, Queens, Nassau, and Suffolk Counties.

