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

# March 2023

# 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.

DIME

# 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 and consistent financial performance*

4. *Continued opportunity to transform balance sheet over time & balanced asset/liability management profile*

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

---

DIME

# 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

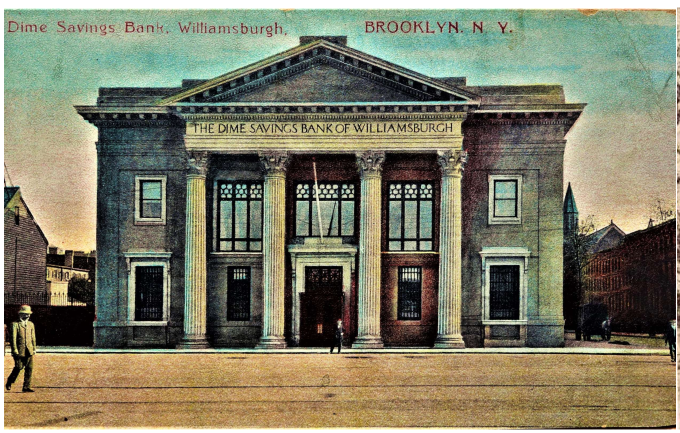
**1864**

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

**1910**

**Dime Community Bank** and **BNB Bank** complete a Merger of Equals amidst the COVID-19 pandemic and combine to loan almost $2 billion of Paycheck Protection Program loans to customers and businesses in need

**2021**





# 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 | Deposits ($B) | Market Share |
|---|---|---|---|---|
| 1 | Dime | 56 | $10.2 | 22.3% |
| 2 | Apple | 46 | $6.8 | 14.8% |
| 3 | Flushing | 23 | $6.0 | 13.1% |
| 4 | Ridgewood | 26 | $4.8 | 10.4% |
| 5 | First of Long Island | 40 | $3.5 | 7.7% |

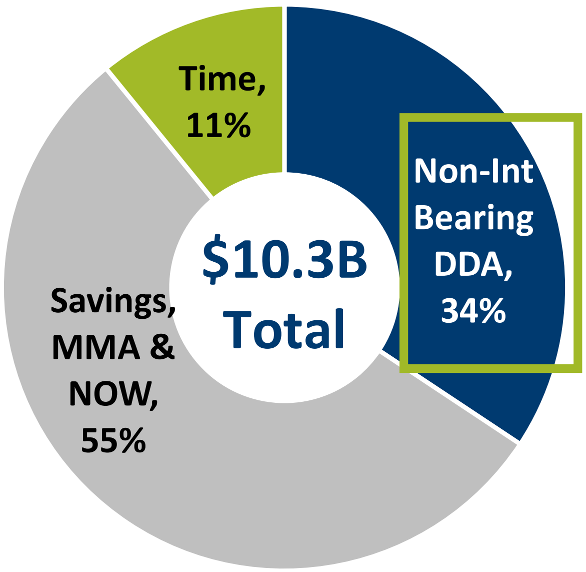
*Source: S&P Global. Data as of June 30th, 2022.*

## From Montauk to Manhattan

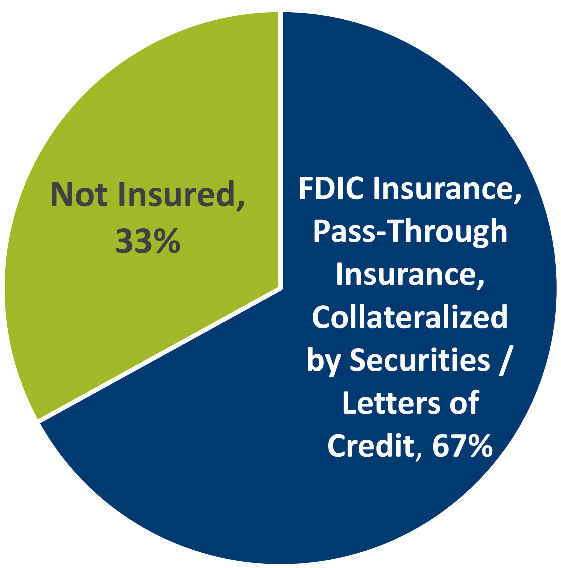
Source: S&P Global

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

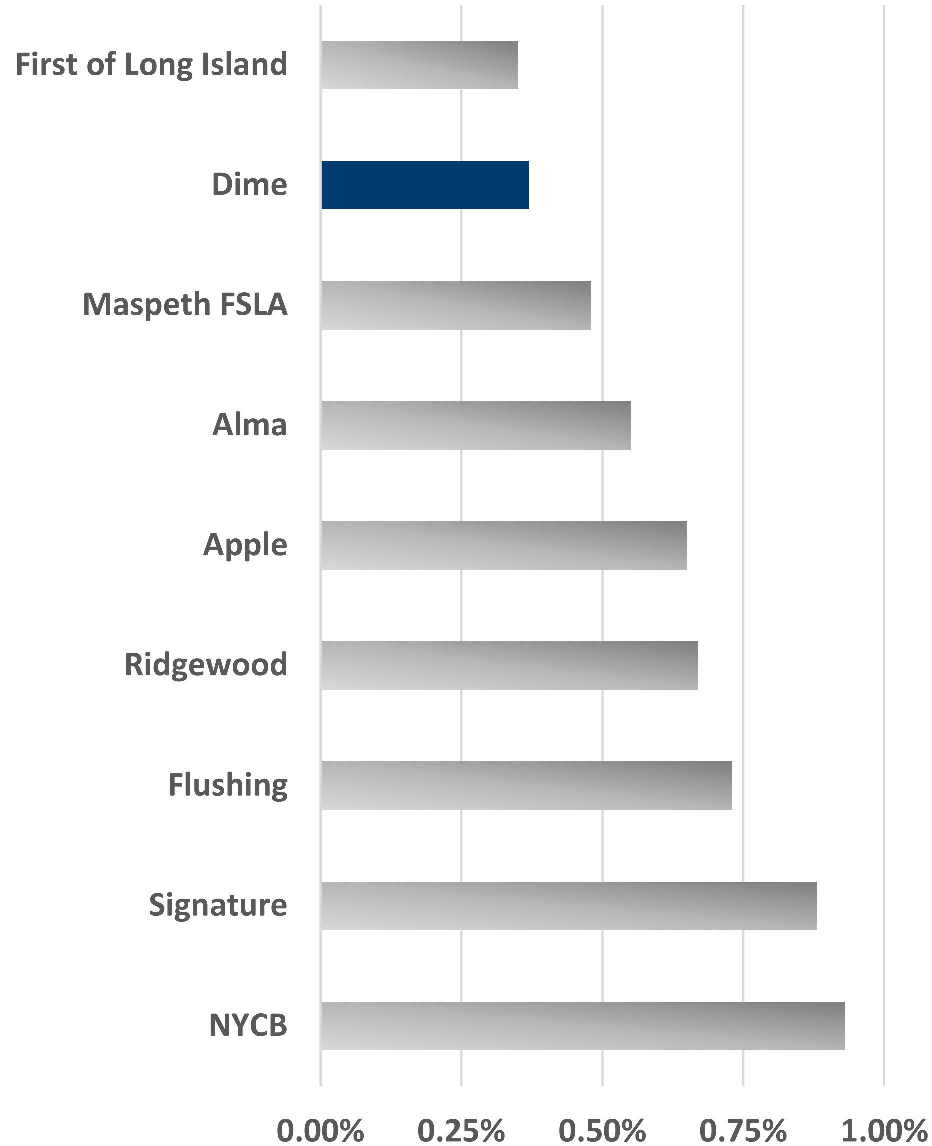
# Best-in-Class Deposit Franchise




## FY 2022 Cost of Deposits: 0.37%




## FY 2022 Cost of Deposits: Vs "Footprint Banks"[2]



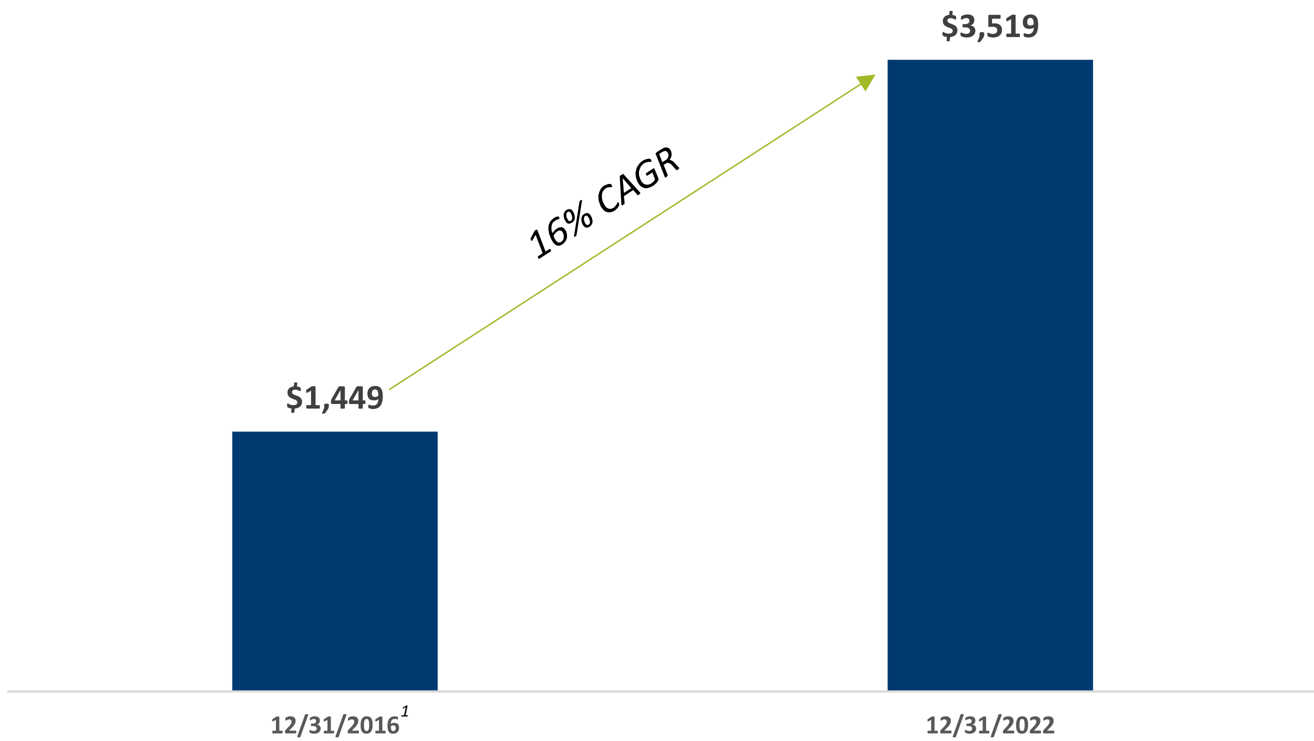

*Source: S&P Global.*

*2 "Footprint Banks" defined as Banks with less than $100B of assets and >$500M of deposits in any one of the Greater Long Island counties (Kings, Queens, Nassau, Suffolk).*

*Note: Balance Sheet data for Dime as of Q4 22.*

# Proven Track Record of DDA Growth

## Noninterest Bearing Deposits ($ in millions)

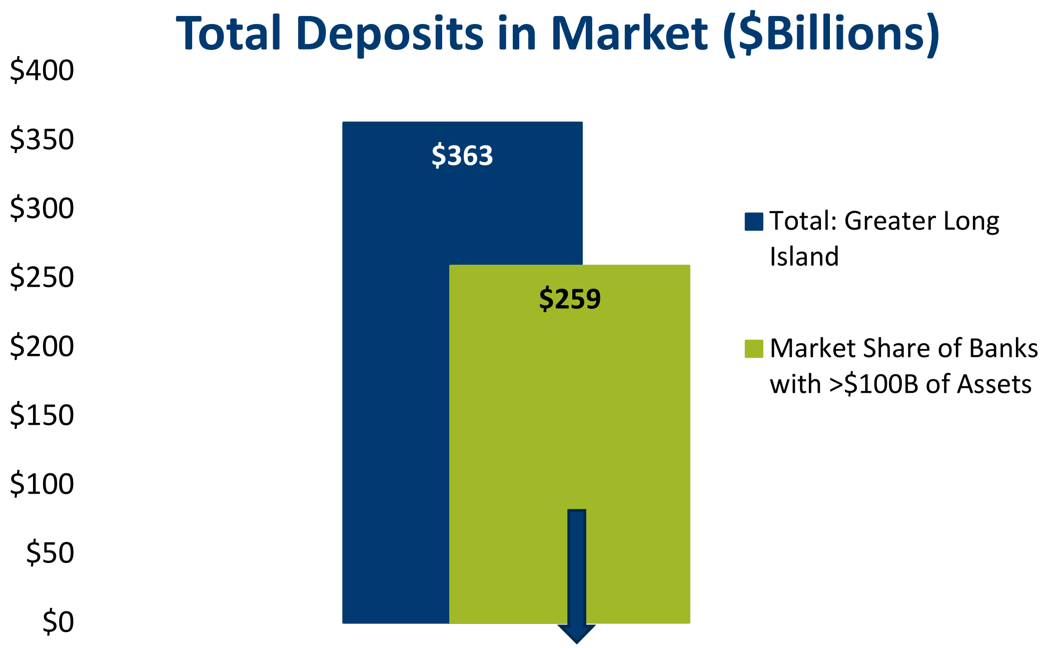



Our management team has a proven track record of growing DDA organically

1 *Represents sum of Legacy Dime & Legacy BNB on a combined basis.*

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

- Combined population of ~ 8 million for Kings, Queens, Nassau, and Suffolk would represent the 14th largest state in the country
- $362 Billion of total deposits in Greater Long Island marketplace[1]

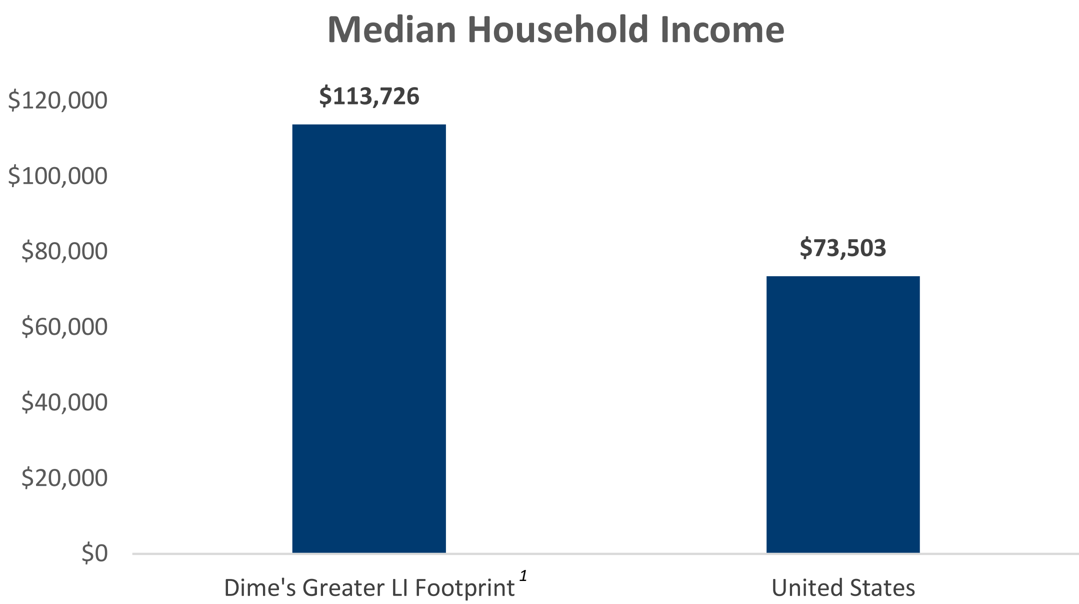



**Significant opportunity to continue to gain market share from bigger banks**

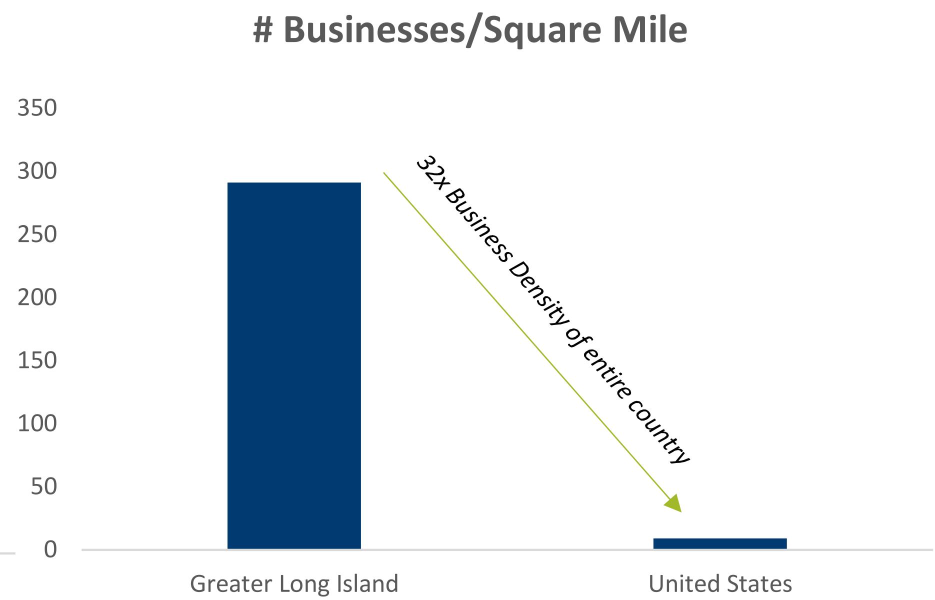
*Source: S&P Global. Data as of June 30th, 2022.*

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

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




*Source: S&P Global*



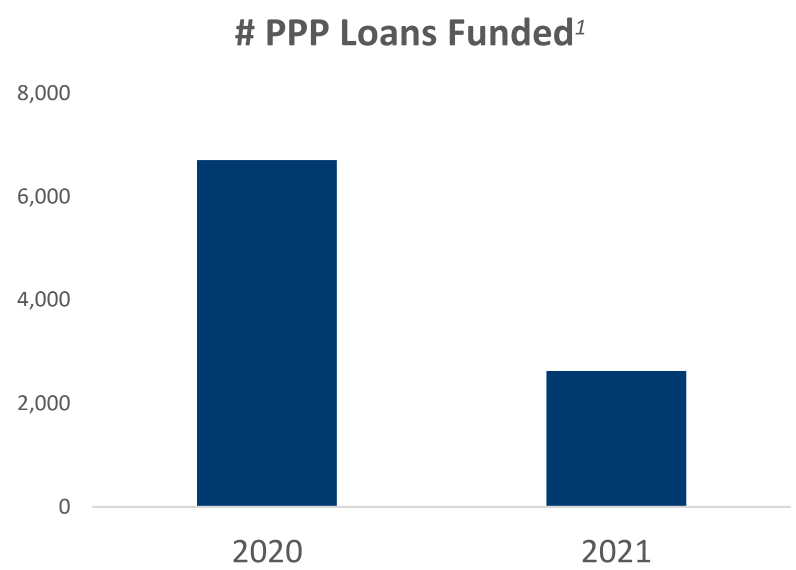

*Source: S&P Global*

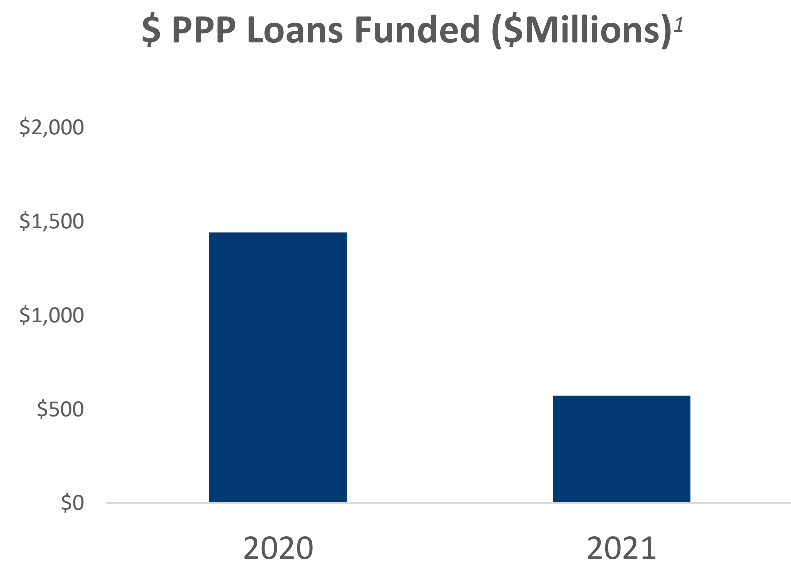
- Median household income in our deposit footprint is well above national average
- The business density across our footprint provides us a unique opportunity
- The attractive demographics of our footprint allows us to operate successfully as a pureplay in-market community commercial bank

1 *Median household income is weighted by Dime's deposits in each county in Greater Long Island.*

# Highly Responsive Customer Focused Platform As Demonstrated by PPP Performance

## PPP Originations



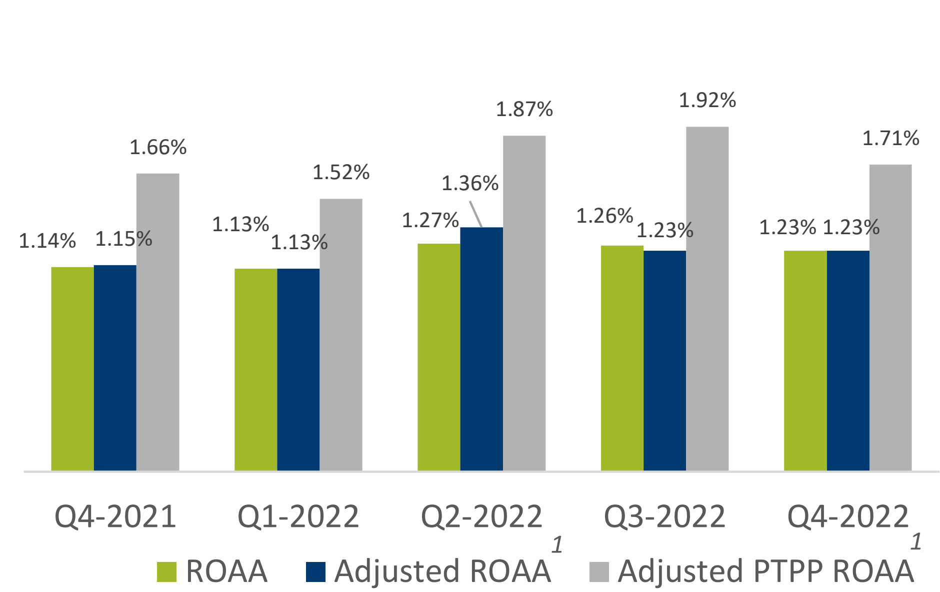

- Participating in PPP was a firmwide priority in FY 2020 and FY 2021
- We were the leading provider of PPP amongst community banks in our footprint
  - Approximately **12x** median of Footprint Banks[2]
- Serviced existing relationships and generated significant number of new business relationships and customer touchpoints. Testament to our status as a highly responsive community commercial bank
- Sold 2021 PPP Originations in Q2 2021 and recorded $20.7mm of revenue associated with the recognition of deferred fees

1 *2020 represents the sum of Legacy Dime and Legacy BNB on a combined basis.*
2 *Available data compiled for 2020 PPP production prior to PPP loan forgiveness.*

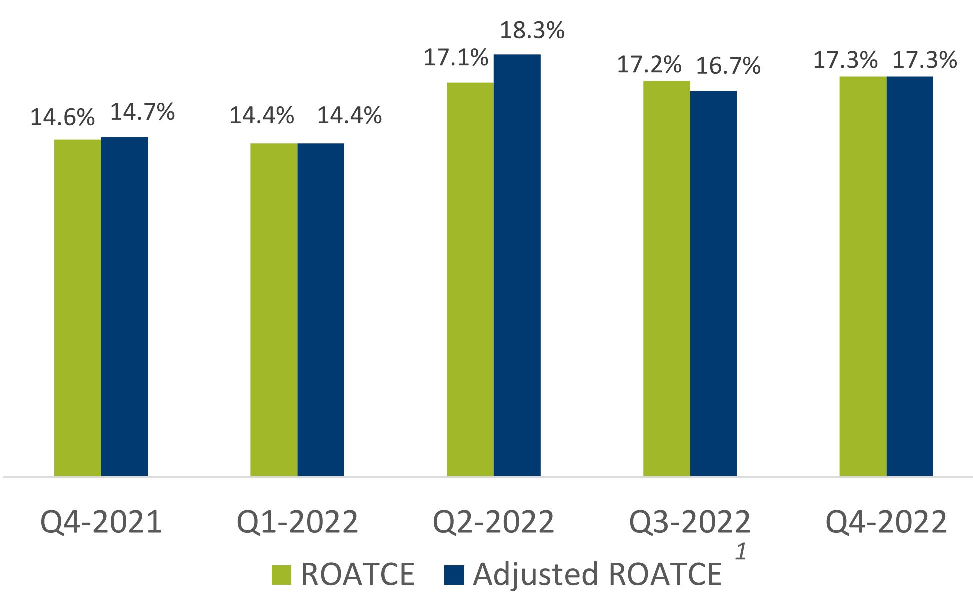
DIME

# Strong and Consistent Financial Performance

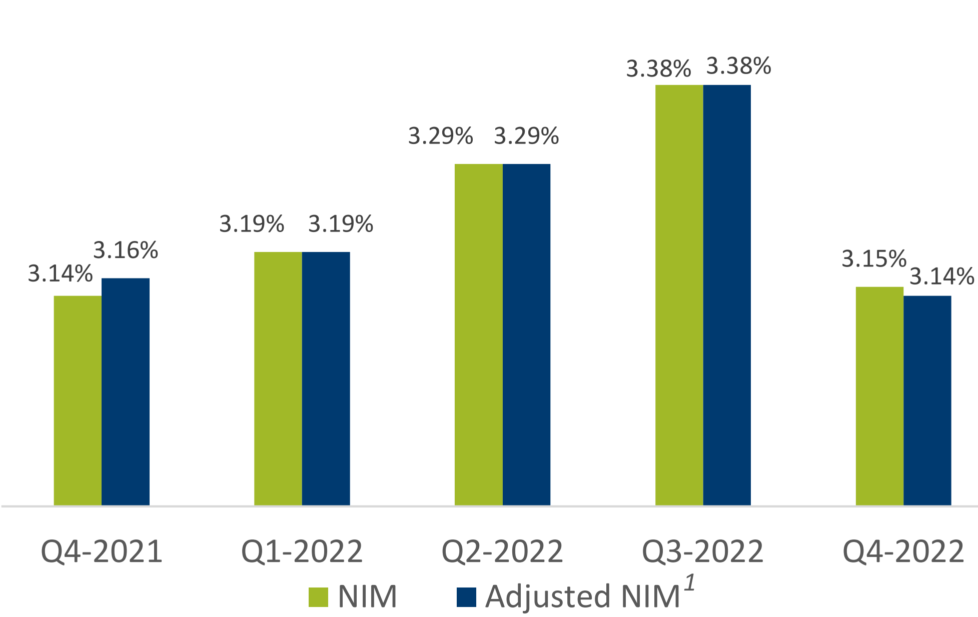
## Return on Average Assets



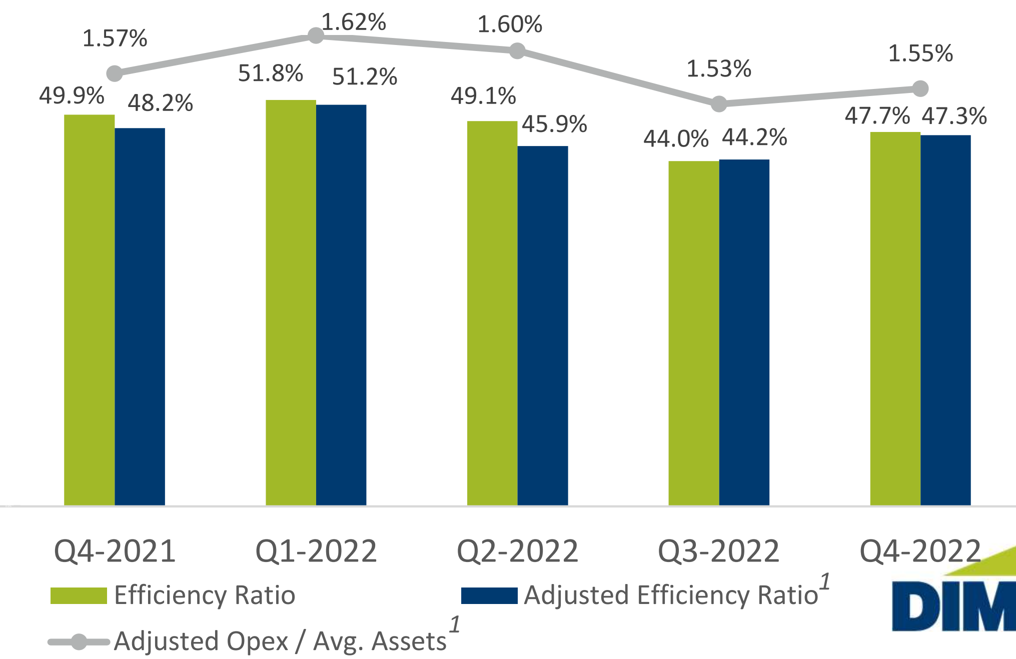

## Return on Average Tangible Common Equity




## Net Interest Margin




## Efficiency Ratio

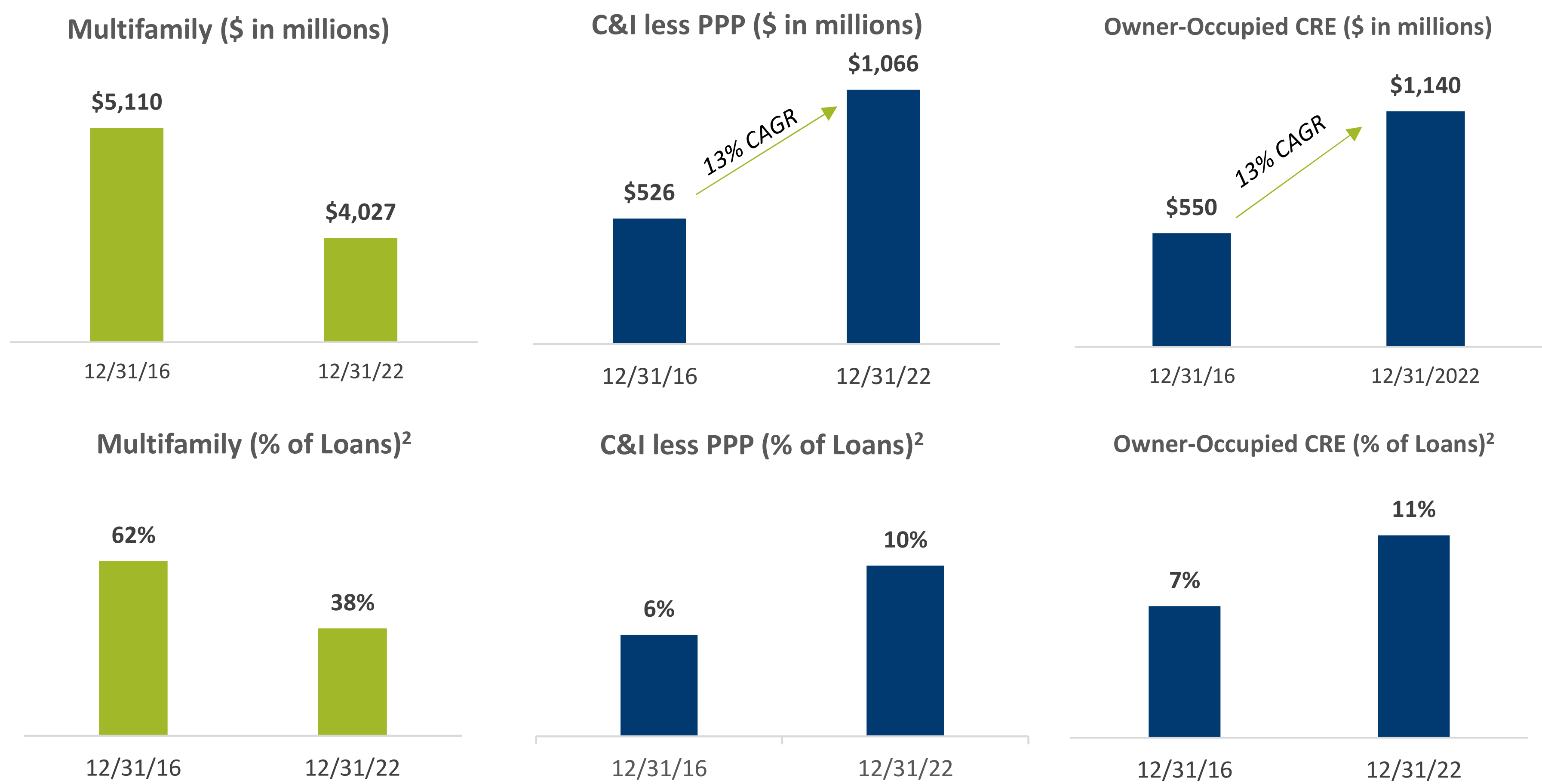



*1 See Appendix for reconciliation of non-GAAP adjusted ratios*

DIME

# Continued Opportunity to Transform Balance Sheet

## Loan Portfolio Mix[1]




- Our focus is on growing Business loans (C&I & Owner-Occupied CRE), which are accompanied by a greater level of associated deposits

- Recent addition of a Middle Market lending group expected to facilitate growth

1 *12/31/16 represents sum of Legacy Dime and Legacy BNB on a combined basis.*
2 *% of loans excludes SBA PPP Loans from calculation.*

# Balanced Asset/Liability Management Profile

## Net Interest Income Sensitivity[1]

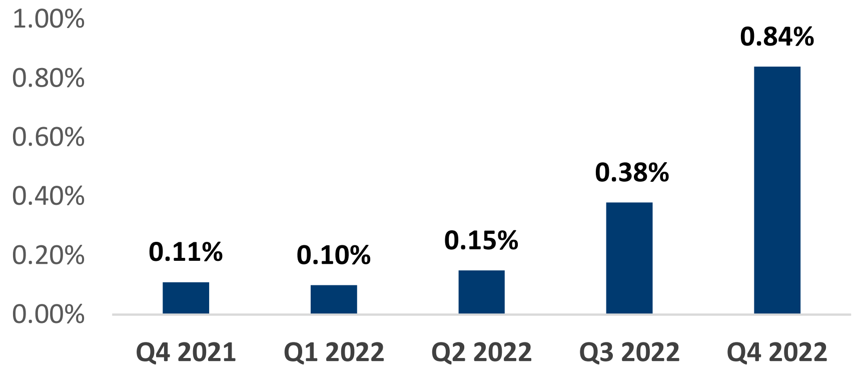
*% Change in Net Interest Income*

| Gradual Change in Interest Rates of: | Year-One | Year-Two |
|---|---|---|
| -100 Basis Points | 0.0% | -3.4% |
| +100 Basis Points | -0.9% | 1.2% |
| +200 Basis Points | -1.9% | 1.4% |

*% Change in Net Interest Income*

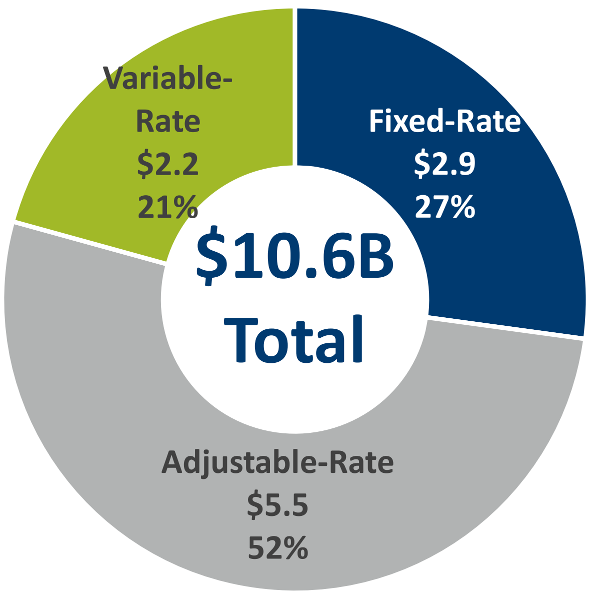
| Instantaneous Rate Shock Scenarios | Year-One | Year-Two |
|---|---|---|
| -100 Basis Points | -1.2% | -4.9% |
| +100 Basis Points | -0.9% | 2.3% |
| +200 Basis Points | -2.2% | 3.4% |

## Trends in Cost of Total Deposits




## Well Balanced Loan Portfolio[1]

*($ billions)*




## Linked Quarter Trend in NIM Drivers

| | Q3 2022 | Q4 2022 | Δ |
|---|---|---|---|
| WAR on Loans | 4.33% | 4.76% | 0.43% |
| Cost of Deposits | 0.38% | 0.84% | 0.46% |
| **Δ WAR on Loans Less Δ Cost of Deposits:** | | | **-0.03%** |

## Variable Rate Loan Detail ($millions)[1]

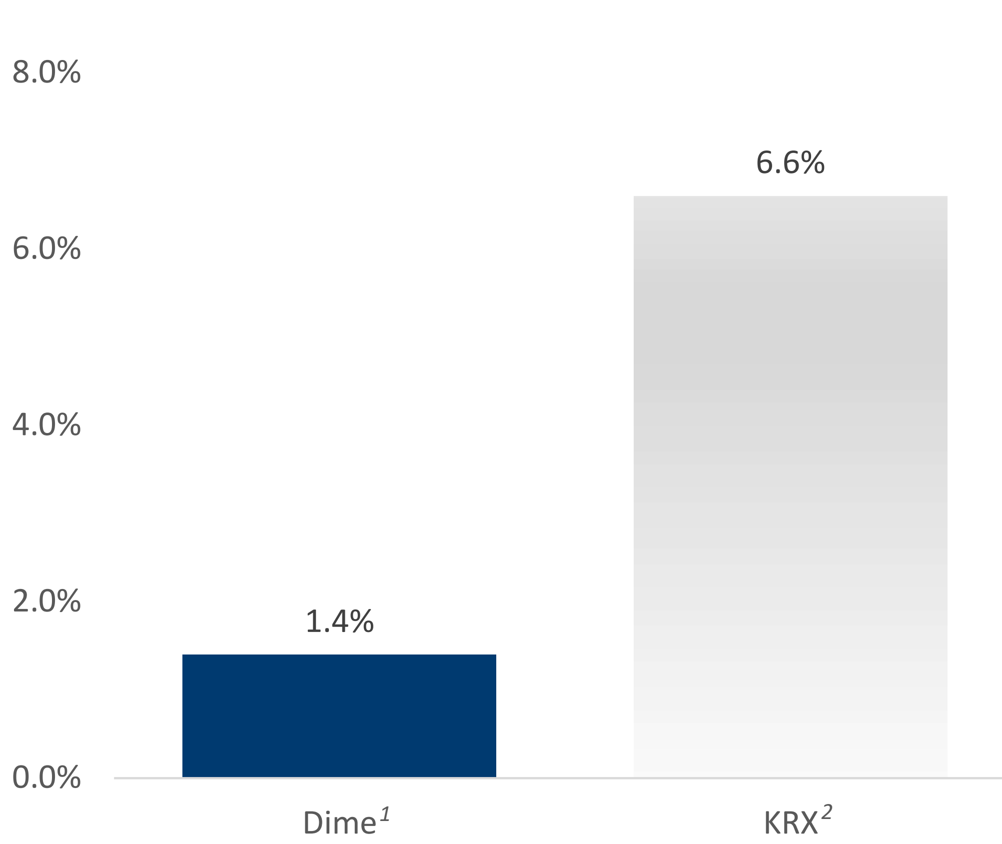
| | Outstanding Balance | % of Total Variable Balance |
|---|---|---|
| Currently Floating Freely - No Floor | $1,140 | 52% |
| Currently Floating Freely - Has Floor | $1,049 | 48% |
| **Total** | **$2,189** | **100.0%** |

1 As of 12/31/2022

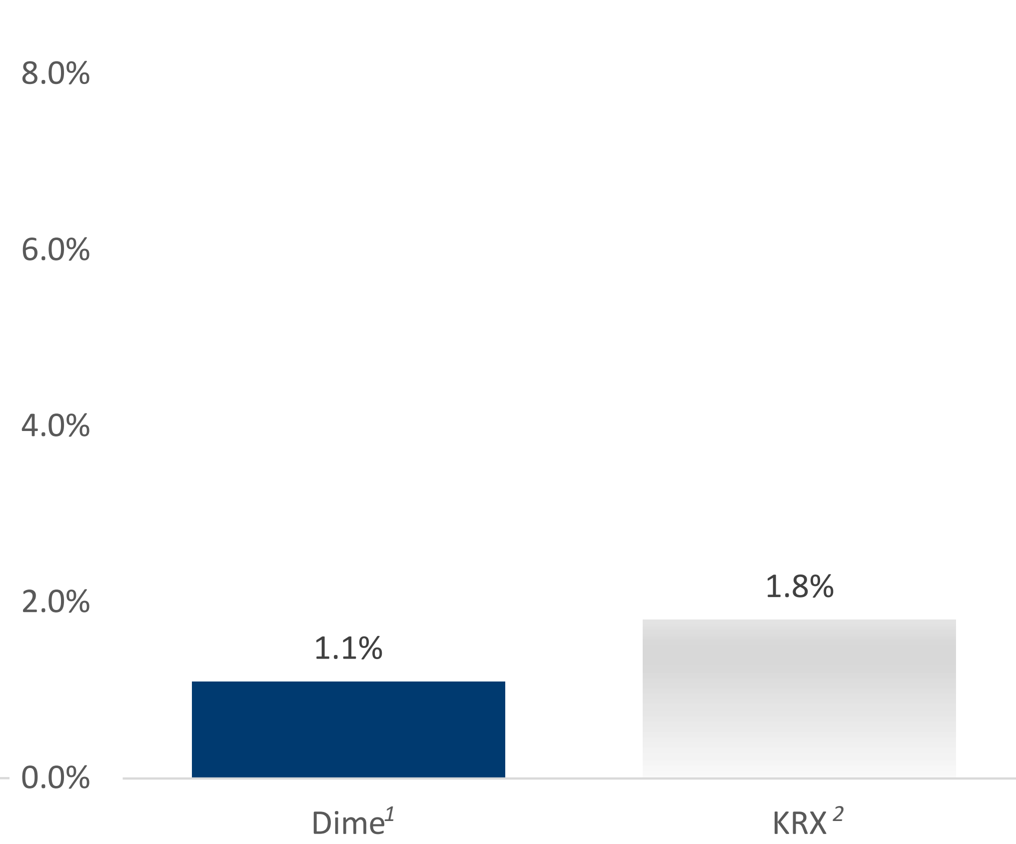
# Superior Asset Quality Through Various Cycles

**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**

**Cumulative NCOs from 2007 to 2013 over 2006 Gross Loans**




**Cumulative NCOs from 2015 to 2021 over 2014 Gross Loans**




1 *Represents the sum of Legacy Dime and Legacy BNB on a combined basis.*
2 *KBW Regional Banking 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)*

- ✓ Closed merger transaction on February 1, 2021. Completed systems integration in April 2021
- ✓ $600 million of post-merger DDA-growth in highly competitive rate environment
- ✓ Operated the Company at a post-merger core efficiency ratio of approximately 48%
- ✓ With our core systems conversion completed approximately 2 years ago, we are capitalizing on disruption from recent mergers in our footprint. None of the acquirors are headquartered in our footprint or locally managed

DIME

# Strong Corporate Governance

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

# Appendix

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

| Reconciliation of Adjusted ROAA | | | | | |
|---|---|---|---|---|---|
| | Three Months Ended | | | | |
| | December 31, 2022 | September 30, 2022 | June 30, 2022 | March 31, 2022 | December 31, 2021 |
| **Return on Average Assets - as reported** | **1.23%** | **1.26%** | **1.27%** | **1.13%** | **1.14%** |
| Reported net income | $40,059 | $39,481 | $38,485 | $34,531 | $35,357 |
| ***Adjustments to net income (1)*** | | | | | |
| Net gain on sale of securities and other assets | - | (1,397) | - | - | (975) |
| Severance | 5 | - | 2,193 | - | - |
| Loss on extinguishment of debt | - | - | 740 | - | - |
| Merger expenses and transaction costs (2) | - | - | - | - | 2,574 |
| Branch restructuring | - | - | - | - | (1,118) |
| Income tax effect of adjustments and other tax adjustments | - | 440 | (295) | - | (234) |
| **Adjusted net income (non-GAAP)** | **$40,064** | **$38,524** | **$41,123** | **$34,531** | **$35,604** |
| Average Assets (as reported) | **$12,985,203** | **$12,550,626** | **$12,121,949** | **$12,199,721** | **$12,419,184** |
| **Adjusted Return on Average Assets (non-GAAP)** | **1.23%** | **1.23%** | **1.36%** | **1.13%** | **1.15%** |

| Reconciliation of Adjusted ROATCE | | | | | |
|---|---|---|---|---|---|
| | Three Months Ended | | | | |
| | December 31, 2022 | September 30, 2022 | June 30, 2022 | March 31, 2022 | December 31, 2021 |
| **Return on Average Tangible Common Equity - as reported (non-GAAP)** | **17.3%** | **17.2%** | **17.1%** | **14.4%** | **14.6%** |
| Reported net income available to common stockholders | $38,238 | $37,659 | $36,663 | $32,710 | $33,536 |
| ***Adjustments to net income (1)*** | | | | | |
| Net gain on sale of securities and other assets | - | (1,397) | - | - | (975) |
| Severance | 5 | - | 2,193 | - | - |
| Loss on extinguishment of debt | - | - | 740 | - | - |
| Merger expenses and transaction costs (2) | - | - | - | - | 2,574 |
| Branch restructuring | - | - | - | - | (1,118) |
| Income tax effect of adjustments and other tax adjustments | - | 440 | (295) | - | (234) |
| Amortization of Intangible assets, net of tax | | 295 | 294 | 402 | 496 |
| **Adjusted net income available to common stockholders (non-GAAP)** | **$38,243** | **$36,997** | **$39,595** | **$33,112** | **$34,279** |
| Average Tangible Common Equity | **$888,973** | **$885,182** | **$865,329** | **$916,971** | **$931,503** |
| **Adjusted Return on Average Tangible Common Equity (non-GAAP)** | **17.3%** | **16.7%** | **18.3%** | **14.4%** | **14.7%** |

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.*

DIME

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

| Reconciliation of Adjusted Pre-tax Pre-provision Net Revenue ($000) | | | | | |
|---|---|---|---|---|---|
| | Three Months Ended | | | | |
| | December 31, 2022 | September 30, 2022 | June 30, 2022 | March 31, 2022 | December 31, 2021 |
| Net interest income | **$96,804** | **$100,438** | **$93,512** | **$89,109** | **$91,686** |
| Non-interest income | 9,467 | 9,362 | 12,124 | 7,203 | 10,179 |
| Total revenues | 106,271 | 109,800 | 105,636 | 96,312 | 101,865 |
| Non-interest expense | 50,702 | 48,302 | 51,838 | 49,888 | 50,829 |
| Pre-tax pre-provision net revenue (non-GAAP) (1) | $55,569 | $61,498 | $53,798 | $46,424 | $51,036 |
| ***Adjustments:*** | | | | | |
| Net gain on sale of securities and other assets | - | (1,397) | - | - | (975) |
| Severance | 5 | - | 2,193 | - | - |
| Loss on extinguishment of debt | - | - | 740 | - | - |
| Merger expenses and transaction costs | - | - | - | - | 2,574 |
| Branch restructuring | - | - | - | - | (1,118) |
| **Adjusted pre-tax pre-provision net revenue (non-GAAP) (2)** | **$55,574** | **$60,101** | **$56,731** | **$46,424** | **$51,517** |
| Average Assets (as reported): | **$12,985,203** | **$12,550,626** | **$12,121,949** | **$12,199,721** | **$12,419,184** |
| **Adjusted Pre-Tax Pre Provision Net Revenue/Avg. Assets (non-GAAP)** | **1.71%** | **1.92%** | **1.87%** | **1.52%** | **1.66%** |

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.*

DIME

# Net Interest Margin

| Reconciliation of Adjusted Net Interest Margin | | | | | |
|---|---|---|---|---|---|
| | Three Months Ended | | | | |
| | December 31, 2022 | September 30, 2022 | June 30, 2022 | March 31, 2022 | December 31, 2021 |
| **NIM - as reported[(1)]** | **3.15%** | **3.38%** | **3.29%** | **3.19%** | **3.14%** |
| Net interest income - as reported | $96,804 | $100,438 | $93,512 | $89,109 | $91,686 |
| ***Less:*** Purchase Accounting Accretion on loans ("PAA") | (390) | (57) | 117 | (50) | 625 |
| Adjusted net interest income excluding PAA on loans, (non-GAAP) | $96,414 | $100,381 | $93,629 | $89,059 | $92,311 |
| Average interest-earning assets - as reported | $12,198,905 | $11,782,361 | $11,412,350 | $11,333,805 | $11,582,086 |
| **Adjusted NIM excluding PAA on loans, (non-GAAP)[(2)]** | **3.14%** | **3.38%** | **3.29%** | **3.19%** | **3.16%** |

*(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.*

DIME

# Efficiency Ratio & Operating Expense to Average Assets

| Reconciliation of Adjusted Efficiency Ratio | | | | | |
|---|---|---|---|---|---|
| | Three Months Ended | | | | |
| | December 31, 2022 | September 30, 2022 | June 30, 2022 | March 31, 2022 | December 31, 2021 |
| **Efficiency ratio - as reported (non-GAAP) (1)** | **47.7%** | **44.0%** | **49.1%** | **51.8%** | **49.9%** |
| Non-interest expense - as reported | $50,702 | $48,302 | $51,838 | $49,888 | $50,829 |
| ***Less:*** | | | | | |
| Severance | (5) | - | (2,193) | - | - |
| Merger expenses and transaction costs | - | - | - | - | (2,574) |
| Branch restructuring | - | - | - | - | 1,118 |
| Loss on extinguishment of debt | - | - | (740) | - | - |
| Amortization of other intangible assets | (431) | (431) | (430) | (586) | (715) |
| Adjusted non-interest expense (non-GAAP) | 50,266 | 47,871 | 48,475 | 49,302 | 48,658 |
| Net interest income - as reported | 96,804 | 100,438 | 93,512 | 89,109 | 91,686 |
| Non-interest income- as reported | 9,467 | 9,362 | 12,124 | 7,203 | 10,179 |
| ***Less:*** | | | | | |
| Net gain on sale of securities and other assets | - | (1,397) | - | - | (975) |
| Adjusted non-interest income (non-GAAP) | 9,467 | 7,965 | 12,124 | 7,203 | 9,204 |
| Adjusted total revenues for adjusted efficiency ratio (non-GAAP) | **$106,271** | **$108,403** | **$105,636** | **$96,312** | **$100,890** |
| **Adjusted efficiency ratio (non-GAAP) (2)** | **47.3%** | **44.2%** | **45.9%** | **51.2%** | **48.2%** |

| Reconciliation of Adjusted Operating Expense as a % of Average Assets | | | | | |
|---|---|---|---|---|---|
| | Three Months Ended | | | | |
| | December 31, 2022 | September 30, 2022 | June 30, 2022 | March 31, 2022 | December 31, 2021 |
| **Operating expense as a % of average assets - as reported** | **1.56%** | **1.54%** | **1.71%** | **1.64%** | **1.64%** |
| Loss on extinguishment of debt | - | - | -0.03% | - | - |
| Severance | - | - | -0.07% | - | - |
| Merger expenses and transaction costs | - | - | - | - | -0.08% |
| Branch restructuring | - | - | - | - | 0.03% |
| Amortization of other intangible assets | **-0.01%** | **-0.01%** | **-0.01%** | **-0.02%** | **-0.02%** |
| **Adjusted operating expense as a % of average assets (non-GAAP)** | **1.55%** | **1.53%** | **1.60%** | **1.62%** | **1.57%** |

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.*

DIME