



**SANDLER O'NEILL + PARTNERS**

**2015 BANK TOUR**

**DECEMBER 3, 2015**

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# Safe Harbor



*The Company may make projections or other forward-looking statements under Section 27A of the Securities Act of 1933, as amended (the “Securities Act”), and Section 21E of the Securities Exchange Act of 1934, as amended (the “Exchange Act”) regarding future events or the future financial performance of the Company. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such factors include, among others things: the Company’s ability to realize synergies from the merger of Pacific International and Foster Bankshares; the Company’s ability to meet the competitive challenges of new markets; general economic and business conditions in those areas in which the Company operates; demographic changes; competition; fluctuations in market conditions, including interest rates; changes in business strategies; changes in governmental regulation; changes in credit quality; and other risks and uncertainties including those detailed in the documents the Company files from time to time with the Securities Exchange Commission. We wish to caution you that such statements are based on certain assumptions and that actual events or results may differ materially. We refer you specifically to the Company’s most recent reports filed with the Securities and Exchange Commission, including Annual Report on Form 10-K for the year ended December 31, 2014. The Company undertakes no obligation to revise or publicly release the results of any revision to these forward-looking statements.*

# Corporate Profile

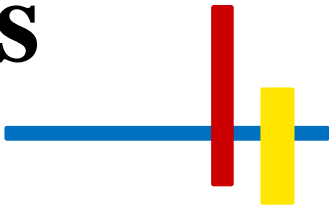
- Premier Korean-American bank in the nation
  - Created through successful merger of Center and Nara
  - Highest lending capacity among niche peers
  - 12<sup>th</sup> largest SBA lender in the U.S.A. by volume
  - Only Korean-American bank with presence in Korea
  - Most comprehensive offering of cash management services
  - Experienced management team
  - Only Korean-American bank ever to be listed on Forbes' list of "**Best Banks in America**"
    - 2013 ■ 2014 ■ 2015

## ■ Financial metrics

	12/31/2011	9/30/2015
Total assets	\$5.2 billion	\$7.6 billion
Net loans receivable	\$3.7 billion	\$6.0 billion
Total deposits	\$3.9 billion	\$6.0 billion



# BBCN's Mission & Values



## Vision

- We will be the nation's premier Asian-American bank, with strong and mutually rewarding relationships with our customers

## Mission

- Our mission is to be a strong banking partner to middle market and small businesses, their owners and employees, and our communities by providing high quality financial products and services

## Core Values

I

- Integrity

T

- Transparency

F

- Fairness

I

- Initiative

T

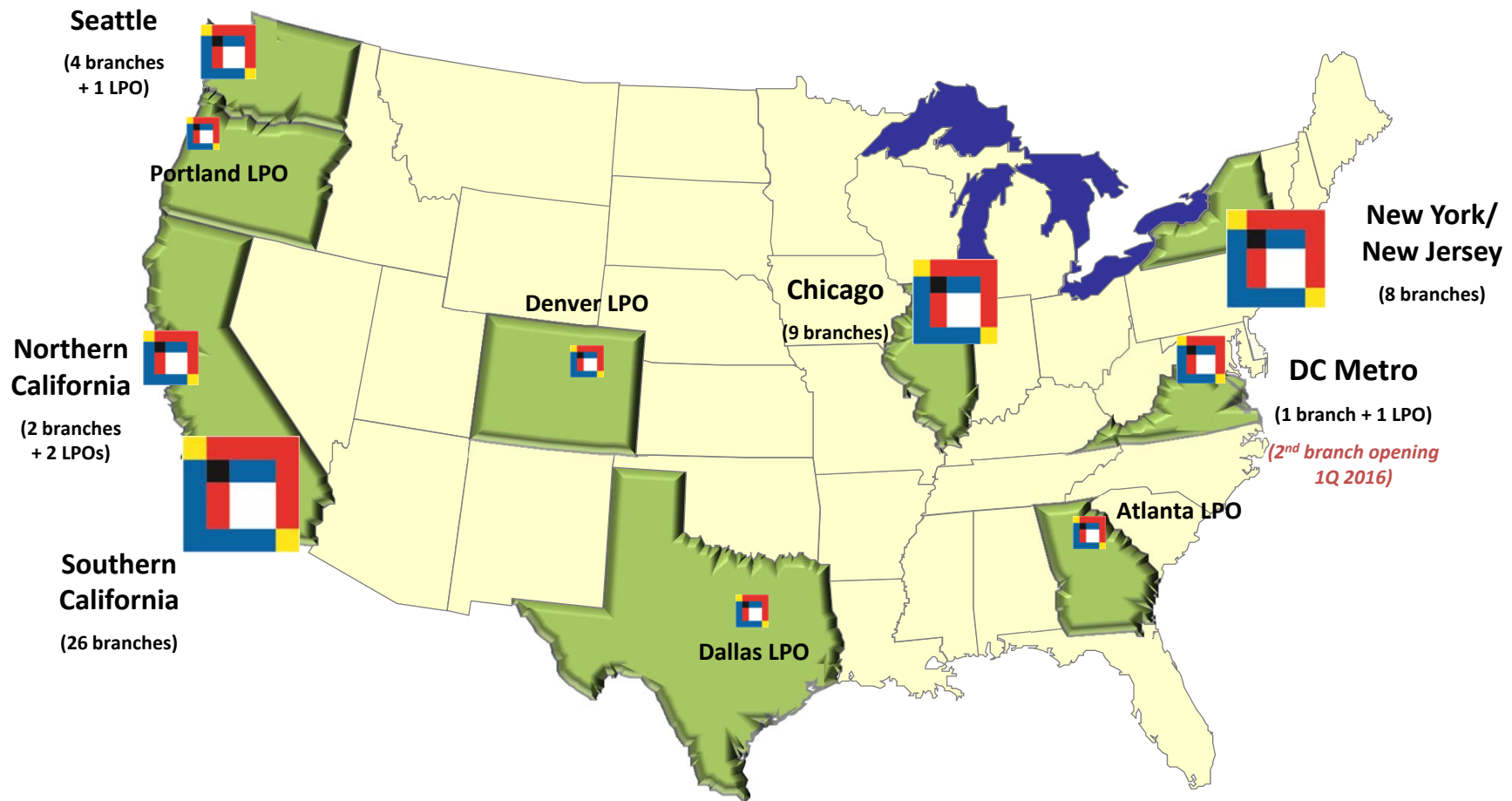
- Teamwork

S

- Strong work ethic

# Better Banking from California to New York

50 Branches and 8 Loan Production Offices in the U.S.  
+ 1 Seoul Representative Office



# 2015 Year-to-Date Achievements

## Fortifying BBCN's Foundation for Sustained Growth

- **Completed 4<sup>th</sup> anniversary since the transformational merger of equals** on Nov 30, 2011. As of 9/30/2015:
  - Total assets increased 47%
  - Loans receivable expanded 60%
  - Total deposits rose 53%
- **Consistent delivery of solid financial performance** – *notwithstanding declining purchase accounting benefits and interest rate environment*
  - Loan growth of 7% YTD
  - Total deposit growth of 6% YTD
  - Total asset growth of 6% YTD
- **Continuing progress with new product launches in 2015**
  - Foreign exchange
  - Credit card
  - Wealth management
  - Residential mortgage
- **12% increase in new loan originations YTD over 2014 first nine months**
- **Positive asset quality trends with low loss experience and strong recoveries**
  - Nonaccrual loans decreased by 30% in the first nine months of 2015
  - Total classified loans decreased by 20% YTD 2015, with declines driven by payoffs and loan upgrades
  - YTD net recoveries of \$252,000
- **Strong expense control notwithstanding the investments in organization**
- **5% increase in net income** of \$69.4 million, or \$0.87 per diluted common share YTD

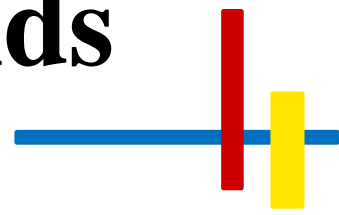
# Q3 2015 Highlights

*Consistent Execution Quarter after Quarter  
Creating Long-Term Value for Shareholders*



- **Highest quarterly level of new loan originations of \$432 million**, including \$55 million in SBA loans
  - Ranks again as the top Korean-American bank in SBA origination volumes, 13th in the nation among all SBA lenders for FY ended 9/30/2015
- **Consistent core revenue generation and solid profitability**, while pursuing new business initiatives
  - Most profitable quarter in history with Q3 net income of \$25.1 million, or \$0.32 EPS
  - ROA of 1.35% and ROE of 10.96%
  - Efficiency ratio improved to 47.3%, reflecting disciplined expense management
- **Minimal net interest margin compression of only 4 basis points** vs. Q2 2015, notwithstanding special one-time dividend in preceding quarter of \$923,000
- **Total deposit balances up 5% during the quarter**
- **Ongoing improvements in asset quality trends, with nonaccrual loans decreasing 18% from preceding quarter**
- **Maintaining strong capital position** with total risk-based ratio of 14.05% and TCE/TA of 10.99%
- **Quarterly cash dividend of \$0.11 per common share**
- **Increased guidance on 2015 loan growth to low double-digits from high single-digit**

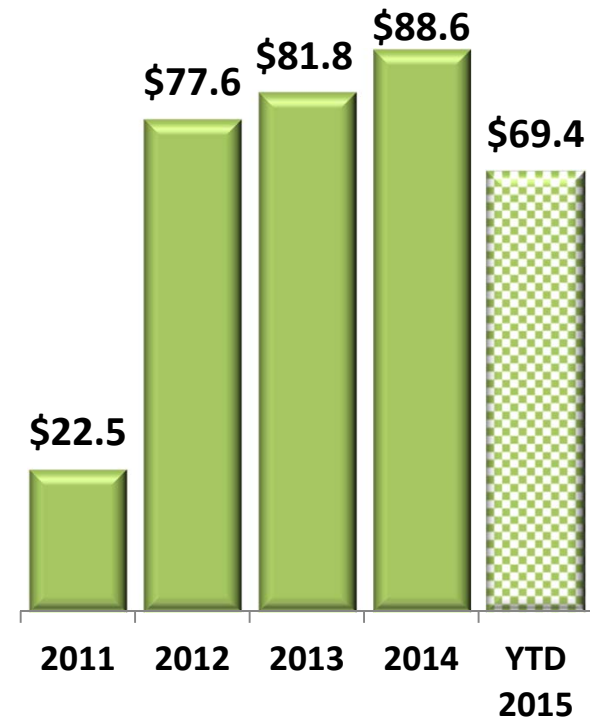
# Positive Net Income<sup>1</sup> Trends



Quarterly

Annual

(\$ millions)

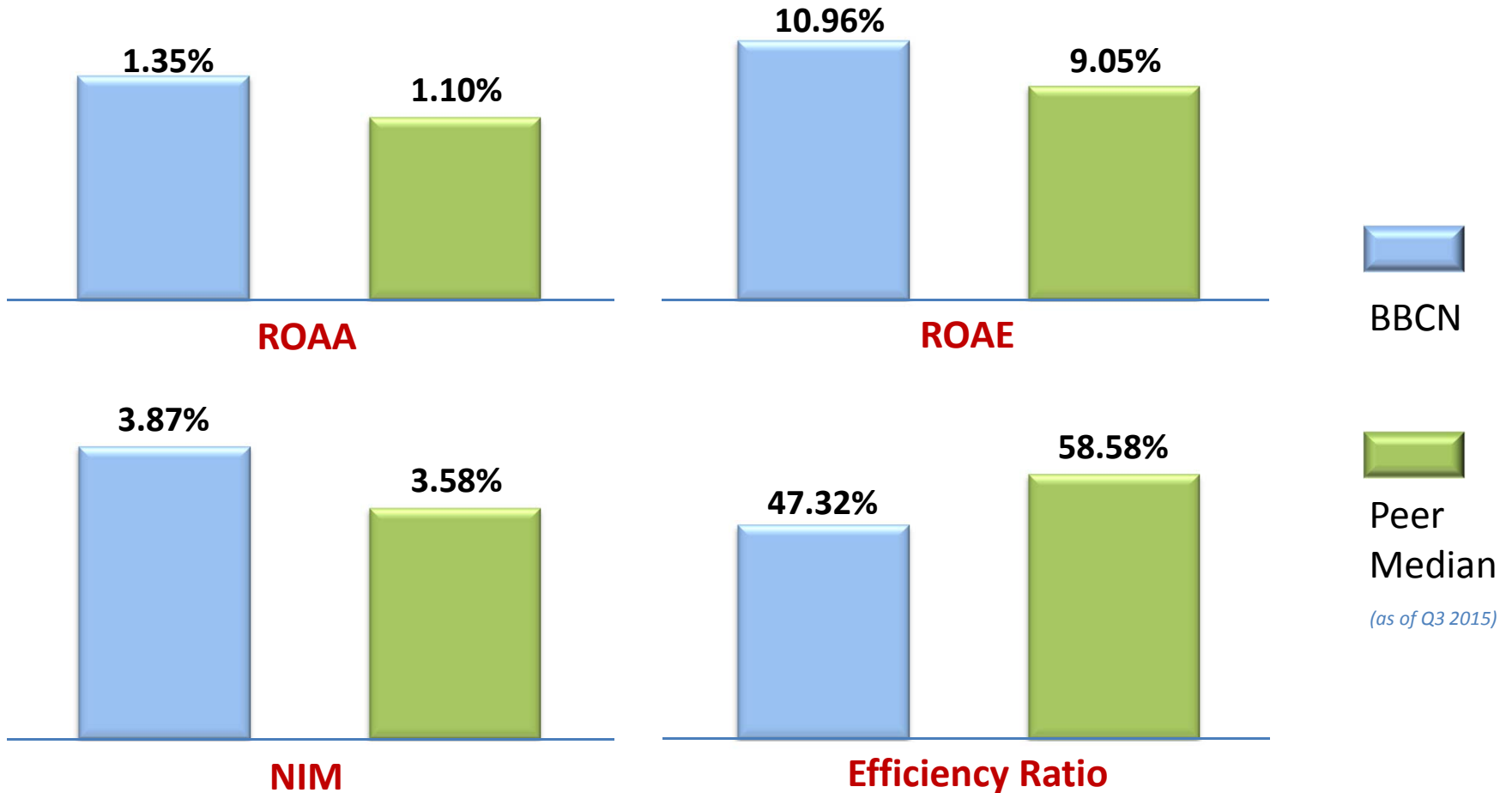


<sup>1</sup> Net income available to common stockholders

Note: Net income benefited from pre-tax acquisition accounting adjustments related to mergers, as detailed on Appendix slide 23.



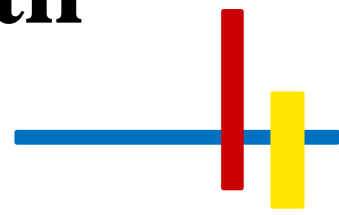
# Profitability Measurements (Q3 2015)



Note: Q3 2015 results benefited from a total of \$4.3 million in pre-tax acquisition accounting adjustments and expenses related to mergers, as detailed on Appendix slide 23.  
Peer Group includes continental U.S. commercial banks with total assets between 70% and 200% of BBCN Bank as of 12/31/14, excluding banks with extremely aberrant balance sheet structures.  
Source: SNL Financial

# Strong Organic Loan Growth

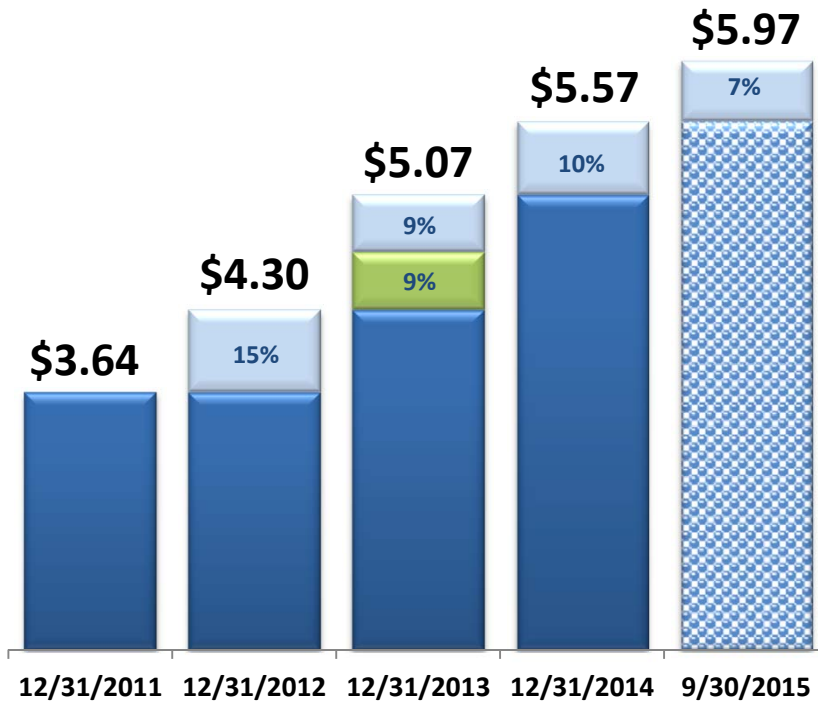
– *Supplemented by Strategic Growth* –



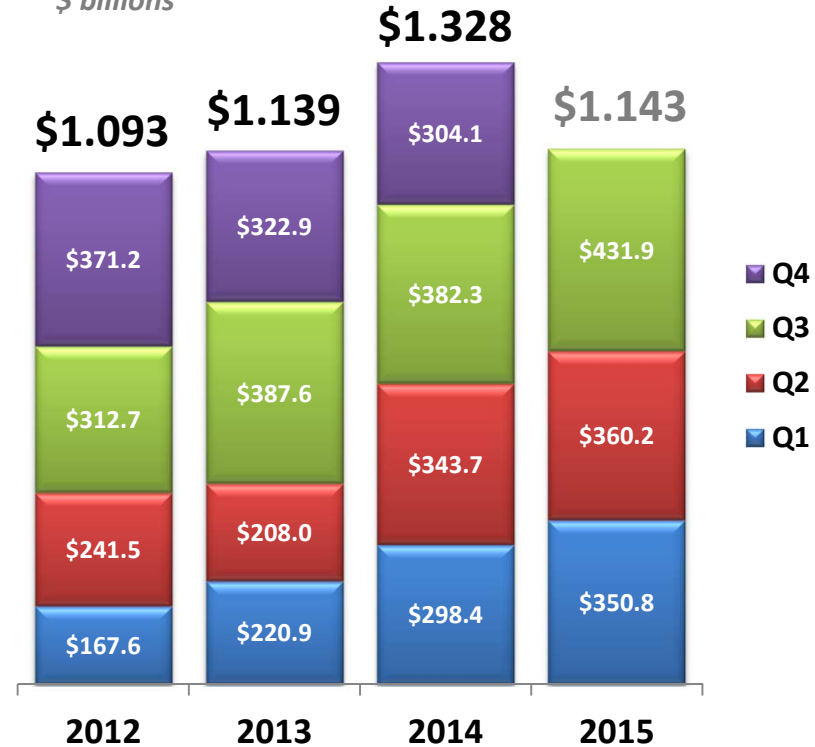
## Loans Receivable

## New Loan Originations

\$ billions



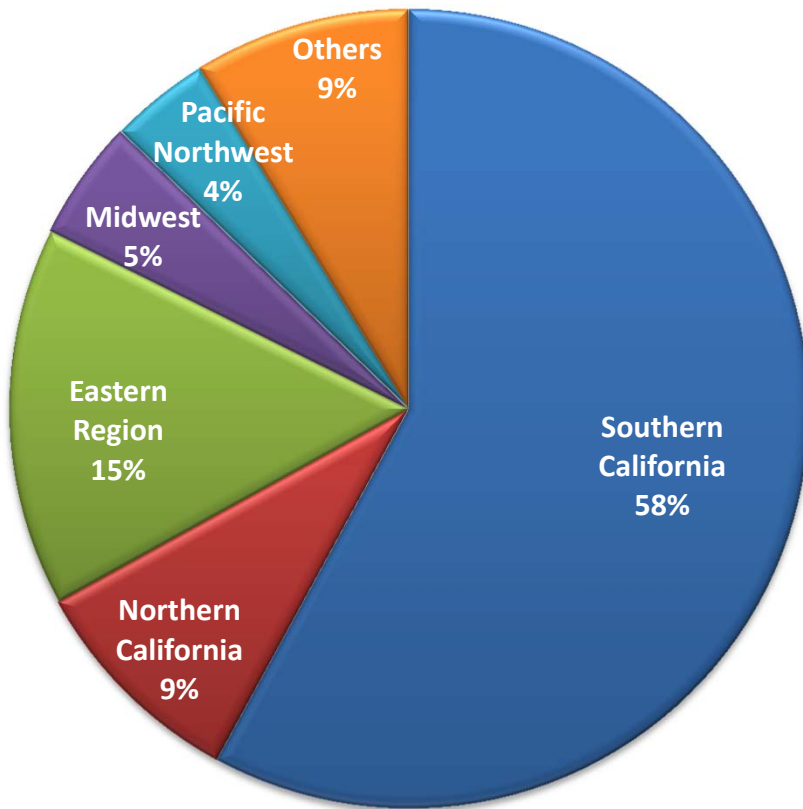
\$ billions



 Organic Growth  
 Strategic Growth

# Loan Portfolio by Region

as of 9/30/2015



## Southern California

- **1986**: Founded by Los Angeles-based Korean-American investors

## Northern California

- **1997**: Expanded de novo into Northern California; Acquired Asiana Bank in 2003

## Eastern Region

- **1998**: Expanded into New York/New Jersey through multiple acquisitions

## Midwest

- **2004**: Expanded into Chicago through branch acquisition; Acquired Foster Bank in 2013

## Pacific Northwest

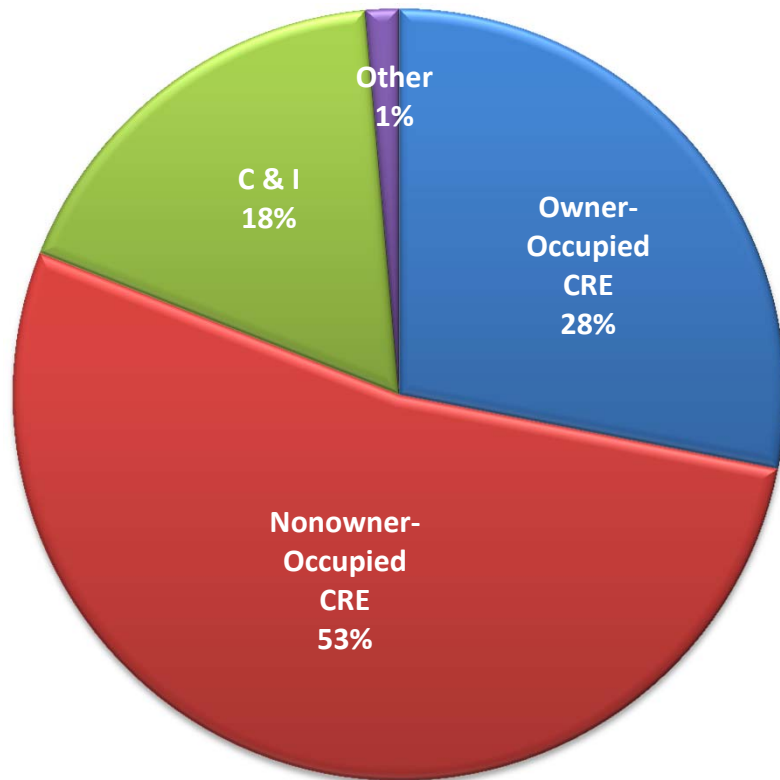
- **2005**: Expanded de novo into Seattle; Acquired Pacific International Bank in 2013

*Diverse national footprint mitigates credit risk while providing greater growth opportunities*

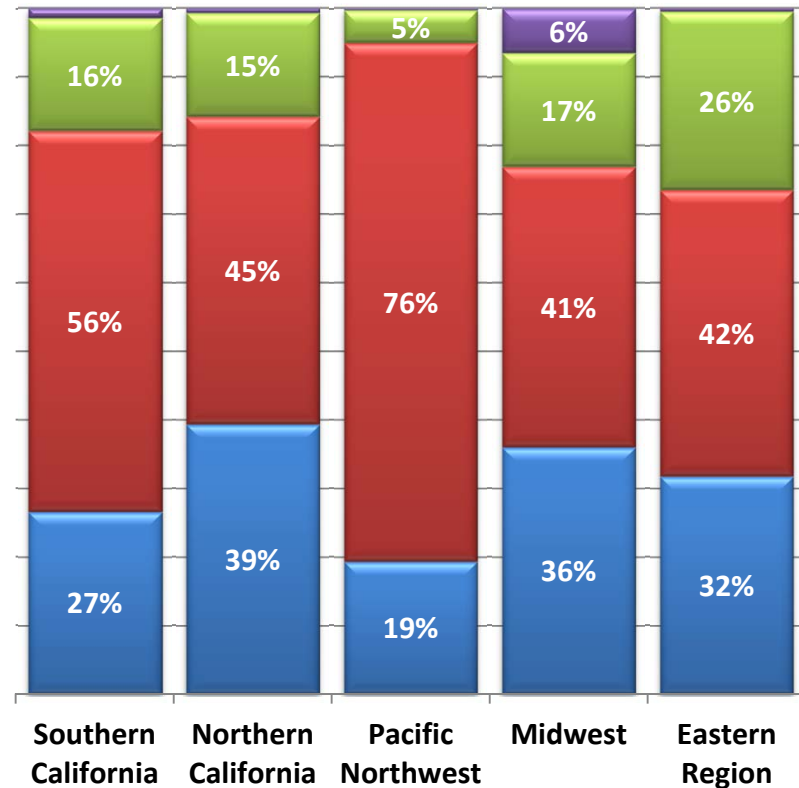
# Loan Portfolio Composition

**\$5.98 Billion**

*(as of 09/30/2015)*



**Portfolio Composition  
By Region**



\$3,917

\$207

\$178

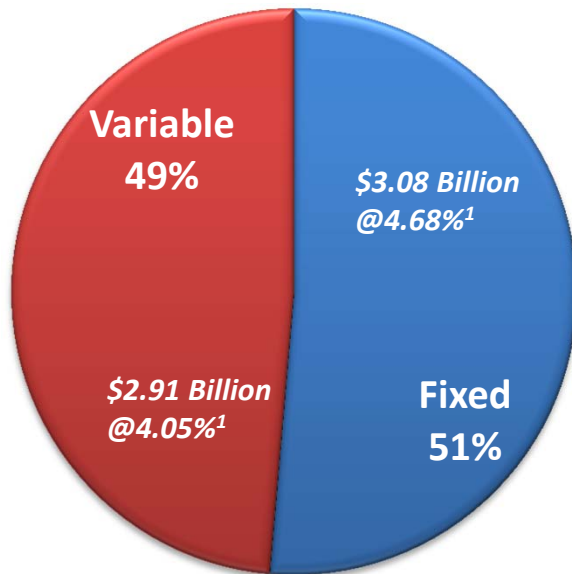
\$247

\$915

*(\$ millions)*

# Loan Portfolio Rate Sensitivity

## Loan Rate Mix



### Loans with Floors

\$770.1 million  
Weighted Avg. Rate of 4.85%

## Distribution by Loan Type

Loan Type	Outstanding (\$ millions)	Avg Size (\$ thousands)	Avg Yield	Avg LTV <sup>2</sup>
CRE	\$4,827.3	\$1,297.9	4.48%	61.2
C&I	\$1,060.6	\$389.3	3.92%	
Other (Consumer)	\$88.1	\$41.0	4.04%	
<b>Total Loans Outstanding</b>	<b>\$5,976.0</b>			

<sup>1</sup> The weighted average yield on the variable rate and fixed rate loan portfolios as presented excludes loan discount accretion.

<sup>2</sup> LTV is weighted using loan principal balances as of September 30, 2015 divided by loan collateral values.

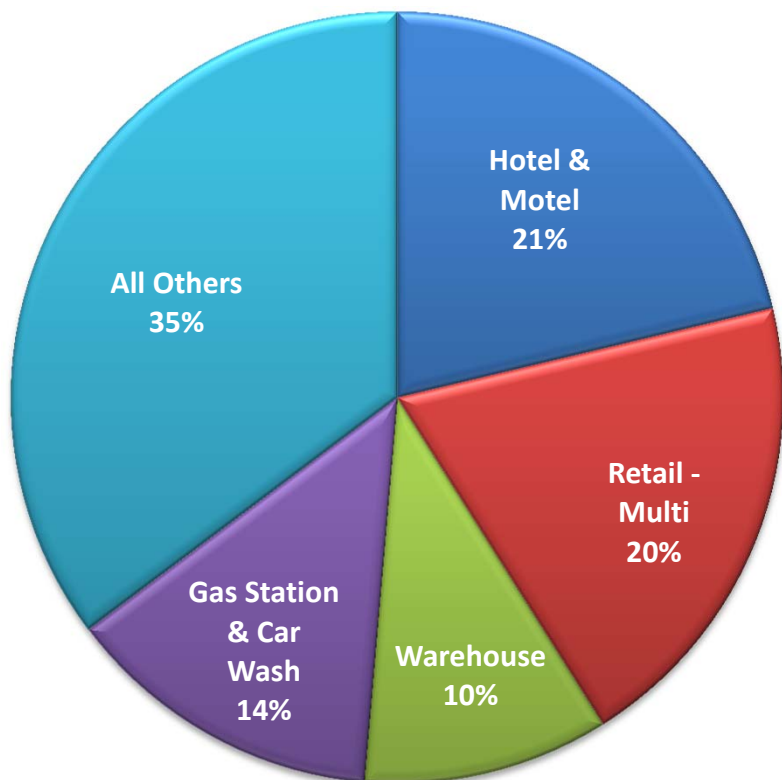
<sup>3</sup> C&I average loan size excludes the SOHO loan portfolio acquired as part of an FDIC-assisted transaction. The portfolio includes 462 loans with a total outstanding balance of \$0.15 million as of 09/30/2015.

# CRE Portfolio

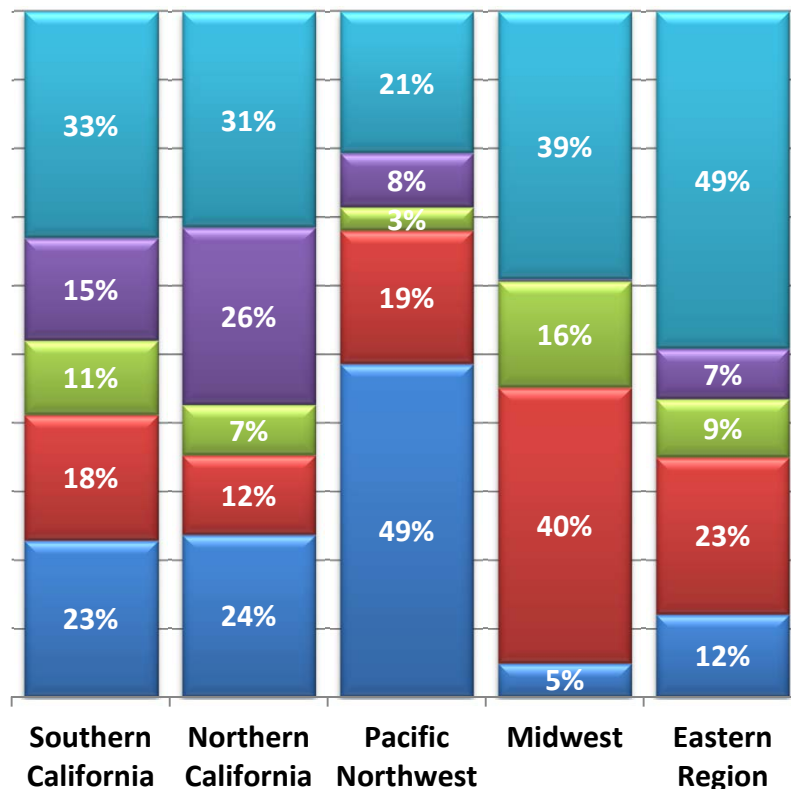
as of 9/30/2015



**By Property Type**  
**\$4.83 Billion**



**By Property Type**  
**By Region**

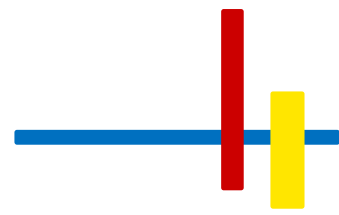


67%      4%      3%      4%      14%  
as a % of Total CRE Portfolio

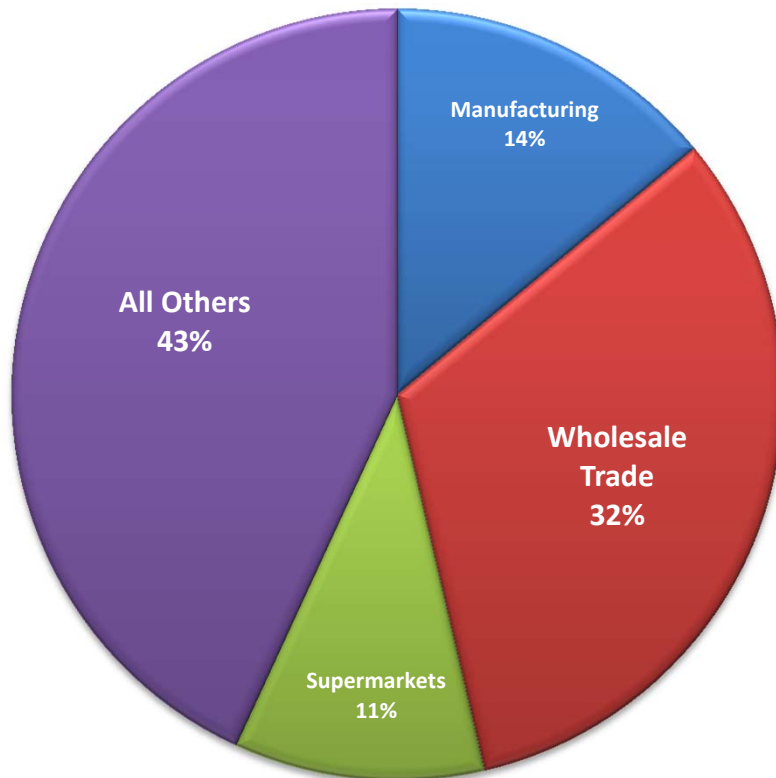
*Note: All Others includes property types representing less than 10% of total CRE portfolio, including: Mixed Use, Retail-Single, Church, Residential, Office, Golf Course and Other smaller segments.*

# C&I Portfolio

as of 9/30/2015

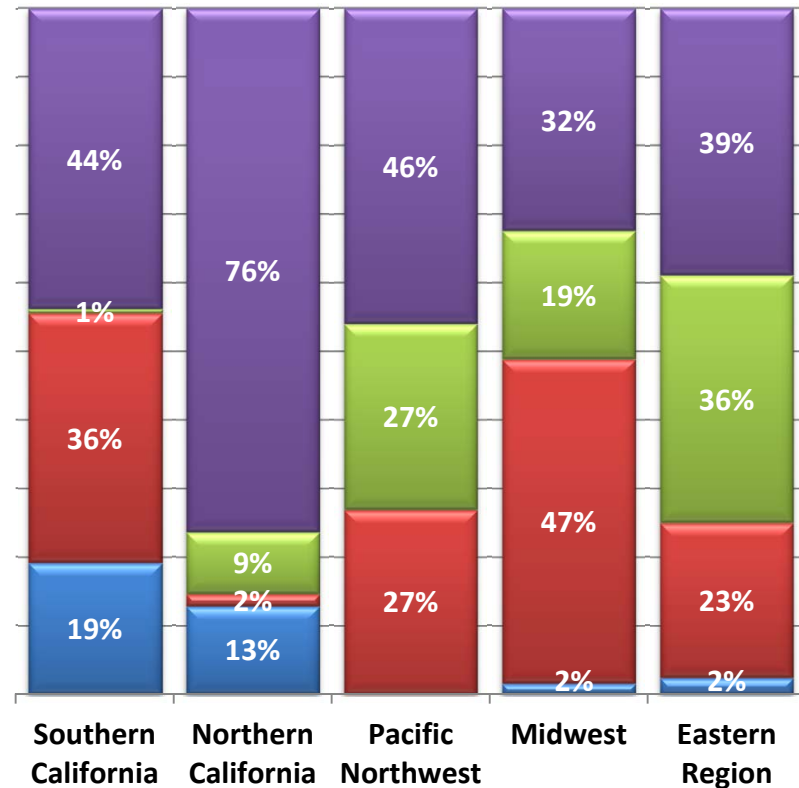


**By Industry**  
**\$1.06 Billion**



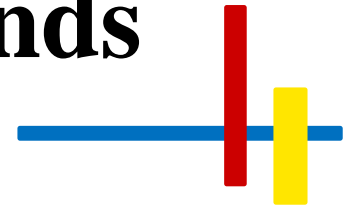
*Note: All Others includes business types representing less than 10% of total C&I portfolio, including: Gas Station, Restaurant, Real Estate & Leasing, Retail, Laundries/Drycleaners, Liquor Stores, Hotel/Motel, Services, and Other smaller segments.*

**By Industry**  
**By Region**



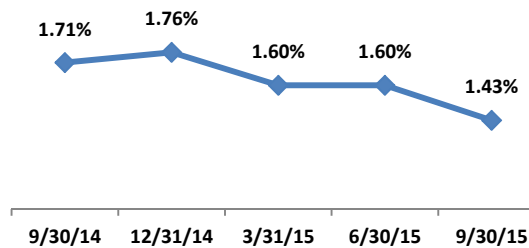
**58%**      **3%**      **1%**      **4%**      **23%**  
as a % of Total C&I Portfolio

# Improving Asset Quality Trends

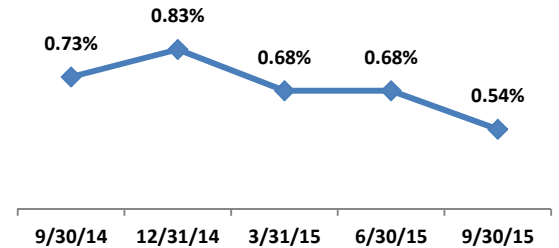


- General improvements in asset quality trends continue
- Total nonperforming assets declined to 1.43% of total assets
- Nonaccrual loans declined 18% from preceding quarter to 0.54% of loans receivable
  - 65% of nonaccrual loan balances are "Current and Paying as Agreed" as of 9/30/2015
- Classified loans have declined by 22% over the past four quarters, driven by payoffs and loan upgrades.
- Net recoveries year-to-date of \$252,000

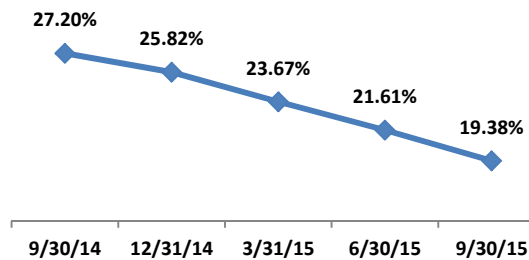
**Nonperforming Assets to Total Assets**



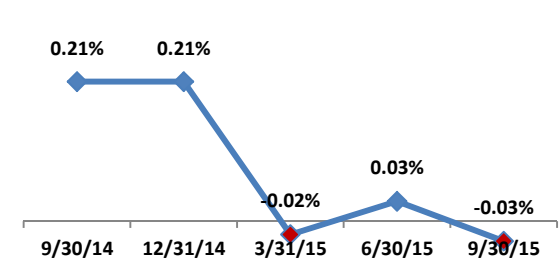
**Nonaccrual Loans to Loans Receivable**



**Classified Loans to Tier-1 Capital + ALLL**



**Net Charge Offs to Average Loans Receivable**



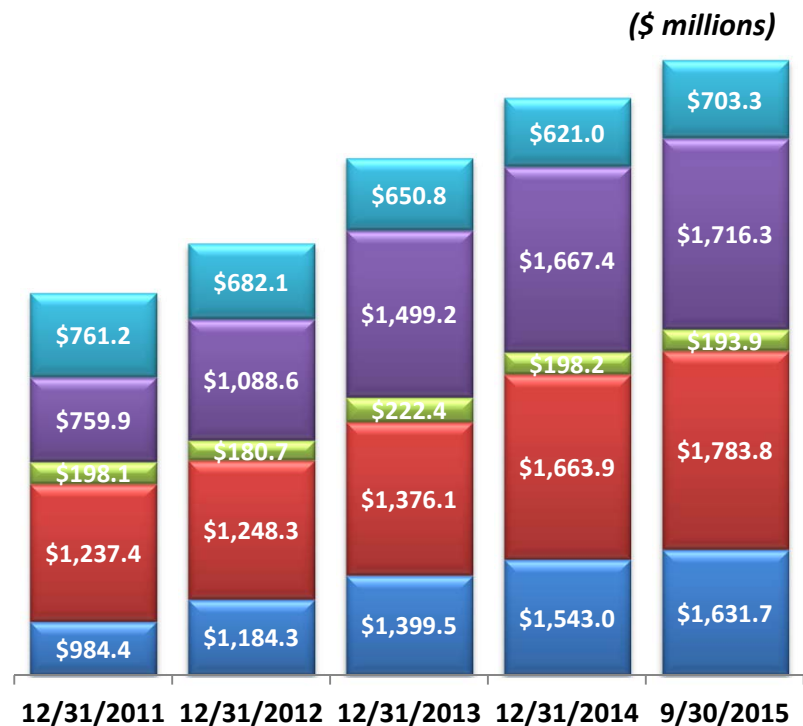
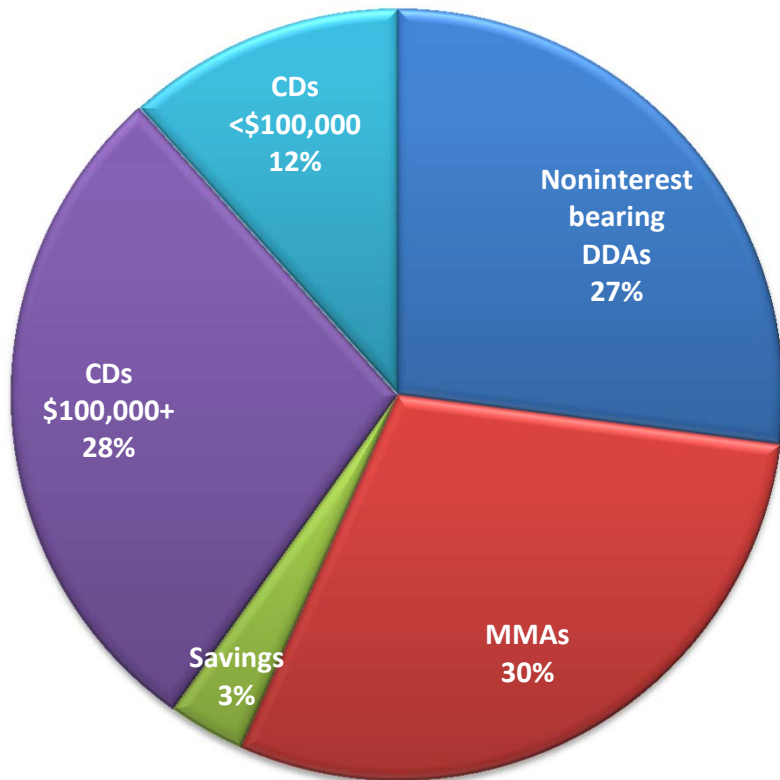


# Deposit Growth Trends



**Total Deposits of \$6.03 Billion**  
(as of 9/30/2015)

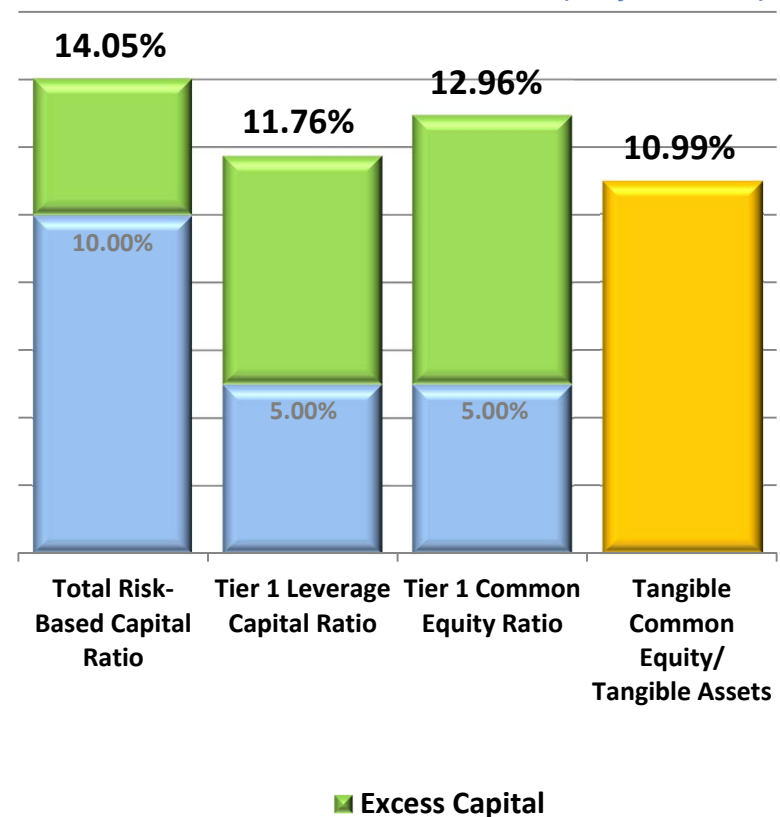
**Deposit Growth Trends  
by Category**



# Capital Strength & Deployment

(As of 9/30/2015)

- Redeemed \$122 million TARP capital in 2Q 2012
- Re-initiated quarterly cash dividend in 4Q 2012
  - Increased cash dividend by 50% in Q3 2013
  - Increased cash dividend by 33% in Q3 2014
  - Increased cash dividend by 10% in Q3 2015
- Acquired Pacific International Bancorp
  - Became dominant player in the Pacific Northwest
- Acquired Foster Bankshares
  - Became the only Korean-American bank in the Mid-West
- Opened Seoul Representative Office
  - First ever expansion by a Korean-American bank into Korea
- New branch openings
  - Opened new branch in Palisades Park, NJ, strengthening market leadership in the New York/New Jersey markets
  - Centreville, VA branch scheduled to open early 2016, expanding presence in the metropolitan Washington, DC area
- Increasing loan portfolio mostly through organic growth
  - **15%** year-over-year growth in 2012
  - **18%** year-over-year growth in 2013
    - 9% through strategic acquisitions
  - **10%** year-over-year growth in 2014
  - **7%** year-to-date growth as of Q3 2015



*Ready, Willing and Able to Drive Consolidation in the Korean-American banking sector*

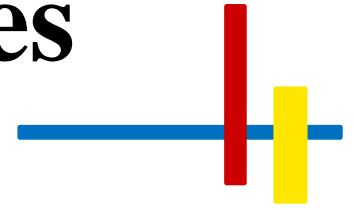
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# BBCN's Destiny



- \$10 billion-plus asset bank
- The most successful U.S. enterprise founded by Korean Americans
- Diversified financial services company
- The representative enterprise of the Korean-American banking industry – in the U.S. and in Korea

# 2015 Outlook & Strategies



- Increased from high single-digit to low double-digit organic loan growth
- Continued strength in SBA loan originations
- Continue rollout of new products and services
  - Full rollout of Equipment Lease Financing
  - New and improved Credit Card product launched late April 2015
  - Launched Wealth Management services effective April 1, 2015
  - National rollout of Residential Mortgage products late 2015
- Stable to improving asset quality and credit costs, assuming steady global economic conditions
- Continued focus on organic and strategic growth opportunities
- Well positioned to capitalize on accretive M&A opportunities
- Continue to build on the foundation for sustained growth

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# Investment Opportunity

Premier Korean-American Bank in the Nation

- Strong and consistent core earnings power and capital
- Diversified into 5 targeted geographic markets with market leadership
- Well positioned to continue proven track record of growth
- Deep and experienced executive management team
- Ample growth opportunities in existing U.S. footprint
- Only Korean-American bank with presence in Korea

# Appendix – Q3 2015 Financial Summary <sup>1</sup>

(\$ thousands)	Q3 2015	Q2 2015	Q3 2014
Net income	\$ 25,092	\$ 22,941	\$ 21,420
Diluted earnings per share	\$ 0.32	\$ 0.29	\$ 0.27
Net interest income	\$ 68,761	\$ 67,391	\$ 67,907
GAAP Net interest margin	3.87%	3.91%	4.15%
Noninterest income	\$ 13,227	\$ 10,568	\$ 11,369
Noninterest expense	\$ 38,799	\$ 39,698	\$ 39,420
Net loans receivable	\$ 5,901,614	\$ 5,745,706	\$ 5,364,612
Deposits	\$ 6,028,865	\$ 5,758,290	\$ 5,509,754
Nonaccrual loans <sup>2</sup>	\$ 32,446	\$ 39,681	\$ 39,564
ALLL to gross loans	1.19%	1.21%	1.26%
ALLL to nonaccrual loans <sup>2</sup>	219.16%	176.70%	172.46%
ALLL to nonperforming assets <sup>2,3</sup>	65.80%	59.63%	57.44%
Provision for loan losses	\$ 600	\$ 1,000	\$ 4,256
Net (recoveries) charge-offs	\$ (392)	\$ 476	\$ 2,894
ROA	1.35%	1.26%	1.25%
ROE	10.96%	10.13%	9.97%
Efficiency ratio	47.32%	49.64%	49.73%

<sup>1</sup> Financial results include pre-tax acquisition accounting adjustments related to mergers, as detailed on Appendix slide 24.

<sup>2</sup> Excludes delinquent SBA loans that are guaranteed and currently in liquidation.

<sup>3</sup> Nonperforming assets exclude acquired credit impaired loans.

# Appendix –

## Major Pre-Tax Acquisition Accounting Adjustments Related to Mergers



	Q3 2015	Q2 2015	Q1 2015	Q4 2014	Q3 2014	Q2 2014	Q1 2014
Accretion of discount on acquired performing loans	\$ 2,496	\$ 2,515	\$ 2,183	\$ 3,190	\$ 4,157	\$ 4,575	\$ 3,202
Accretion of discount on acquired credit impaired loans	1,723	1,694	1,555	1,670	1,863	2,096	2,645
Amortization of premium on acquired FHLB borrowings	97	95	94	96	95	94	92
Accretion of discount on acquired subordinated debt	(43)	(42)	(41)	(41)	(41)	(40)	(91)
Amortization of premium on acquired time deposits	34	49	75	105	125	231	314
Increase/(decrease) to pre-tax income	\$ 4,307	\$ 4,311	\$ 3,866	\$ 5,020	\$ 6,199	\$ 6,956	\$ 6,162

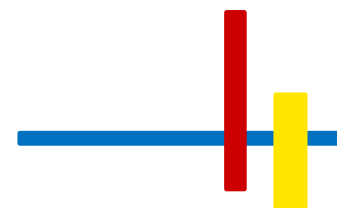
# Appendix –

## Impact of Acquisition Accounting Adjustments

	Q3 2015	Q2 2015	Q1 2015	Q4 2014	Q3 2014	Q2 2014	Q1 2014
Reported — NIM	3.87%	3.91%	3.87%	3.90%	4.15%	4.20%	4.29%
Acquisition accounting adjustments	(0.27)%	(0.28)%	(0.26)%	(0.33)%	(0.42)%	(0.48)%	(0.47)%
<b>NIM, excluding effect of acquisition accounting adjustments</b>	<b>3.60%</b>	<b>3.63%</b>	<b>3.61%</b>	<b>3.57%</b>	<b>3.73%</b>	<b>3.72%</b>	<b>3.82%</b>
Reported — Weighted avg loan yield	4.94%	4.98%	5.03%	5.11%	5.29%	5.44%	5.37%
Acquisition accounting adjustments	(0.32)%	(0.34)%	(0.32)%	(0.40)%	(0.51)%	(0.58)%	(0.54)%
<b>Weighted avg loan yield, excluding effect of acquisition accounting adjustments</b>	<b>4.62%</b>	<b>4.64%</b>	<b>4.71%</b>	<b>4.71%</b>	<b>4.78%</b>	<b>4.86%</b>	<b>4.83%</b>
Reported — Weighted avg cost of deposits	0.57%	0.55%	0.55%	0.55%	0.54%	0.54%	0.52%
Acquisition accounting adjustments	—	0.01%	0.01%	0.01%	0.01%	0.01%	0.03%
<b>Weighted avg cost of deposits, excluding effect of acquisition accounting adjustments</b>	<b>0.57%</b>	<b>0.56%</b>	<b>0.56%</b>	<b>0.56%</b>	<b>0.55%</b>	<b>0.55%</b>	<b>0.55%</b>



# Appendix – Reconciliation of TCE/TA



		<b>9/30/2015</b>
Total stockholders' equity	\$	929,569
Less: Common stock warrant		—
Goodwill and intangible assets, net		(108,487)
Tangible common equity	\$	821,082
Total assets	\$	7,583,002
Less: Goodwill and intangible assets, net		(108,487)
Tangible assets	\$	7,474,515
Common shares outstanding		79,553,460
Tangible common equity per share	\$	10.99
Tangible common equity to tangible assets		10.32%

# Premier Korean-American Bank in the Nation

Holding Company/Bank <small>(most current information available as of 11/30/2015) (financial data as of 9/30/2015 unless otherwise noted)</small>		Branches	Total Assets	Total Net Loans	Total Deposits	Branch Operations
<b>1.</b>	<b>BBCN Bancorp</b>	<b>50</b>	<b>\$7,583,002</b>	<b>\$5,926,717</b>	<b>\$6,028,865</b>	<b>CA, NY, NJ, IL, WA, VA</b>
2.	Wilshire Bancorp	34	\$4,740,401	\$3,594,472	\$3,942,440	CA, TX, NY, NJ, GA
2.	Hanmi Financial Corporation	42	\$4,214,241	\$3,003,583	\$3,518,694	CA, TX, IL, NY, NJ, VA
4.	Pacific City Financial Corporation	9	\$1,028,887	\$802,275	\$928,429	CA
5.	Commonwealth Business Bank	5	\$778,807	\$661,730	\$675,225	CA
6.	Metro City Bank	8	\$665,496	\$539,589	\$561,544	GA, AL, VA
7.	Open Bank	6	\$606,224	\$500,220	\$509,717	CA
8.	Noah Bank	5	\$309,008	\$210,727	\$254,967	PA, NJ, NY
9.	First Intercontinental Bank	5	\$273,187	\$215,923	\$217,938	GA
10.	UniBank	4	\$272,359	\$159,628	\$239,328	WA
11.	NewBank	3	\$253,591	\$167,541	\$212,241	NJ, NY
12.	NOA Bank	2	\$226,572	\$153,187	\$187,450	GA
13.	New Millennium Bank	3	\$208,499	\$166,715	\$175,062	NJ
14.	Uniti Financial Corporation <i>(as of 6/30/2015)</i>	3	\$219,160	\$148,216	\$186,014	CA
15.	US Metro Bank <i>(as of 6/30/2015)</i>	1	\$127,238	\$90,435	\$106,935	CA
16.	Ohana Pacific Bank <i>(as of 6/30/2015)</i>	2	\$113,980	\$78,904	\$98,260	HI
<b>U.S. Operating Entities of Korean National Banks</b>						
	Woori America Bank	17	\$1,193,401	\$1,139,908	\$1,193,401	NY, NJ, CA, VA, MD, PA
	Shinhan Bank America	15	\$1,016,427	\$839,677	\$847,251	NY, NJ, CA, TX, GA
	BNB Hana Bank	3	\$238,405	\$161,446	\$203,865	NY, NJ