

# OceanFirst Financial Corp. Investor Presentation<sup>1</sup>

September 2024

<sup>1</sup> The 2Q 2024 Investor Presentation should be read in conjunction with the Earnings Release furnished as Exhibit 99.1 to Form 8-K filed with the SEC on July 18, 2024 and the Quarterly Report on Form 10-Q filed with the SEC on August 1, 2024.

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# Legal Disclaimer

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## **FORWARD LOOKING STATEMENTS.**

In addition to historical information, this news release contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which are based on certain assumptions and describe future plans, strategies and expectations of the Company. These forward-looking statements are generally identified by use of the words “believe,” “expect,” “intend,” “anticipate,” “estimate,” “project,” “will,” “should,” “may,” “view,” “opportunity,” “potential,” or similar expressions or expressions of confidence. The Company’s ability to predict results or the actual effect of future plans or strategies is inherently uncertain. Factors which could have a material adverse effect on the operations of the Company and its subsidiaries include, but are not limited to: changes in interest rates, inflation, general economic conditions, potential recessionary conditions, levels of unemployment in the Company’s lending area, real estate market values in the Company’s lending area, potential goodwill impairment, natural disasters, potential increases to flood insurance premiums, the current or anticipated impact of military conflict, terrorism or other geopolitical events, the level of prepayments on loans and mortgage-backed securities, legislative/regulatory changes, changes in New York city rent regulation law, monetary and fiscal policies of the U.S. Government including policies of the U.S. Treasury and the Board of Governors of the Federal Reserve System, the quality or composition of the loan or investment portfolios, demand for loan products, deposit flows, the availability of low-cost funding, changes in liquidity, including the size and composition of the Company’s deposit portfolio and the percentage of uninsured deposits in the portfolio, changes in capital management and balance sheet strategies and the ability to successfully implement such strategies, competition, demand for financial services in the Company’s market area, changes in consumer spending, borrowing and saving habits, changes in accounting principles, a failure in or breach of the Company’s operational or security systems or infrastructure, including cyberattacks, the failure to maintain current technologies, a failure to retain or attract employees, the effect of the Company’s rating under the Community Reinvestment Act, the impact of pandemics on our operations and financial results and those of our customers and the Bank’s ability to successfully integrate acquired operations. These risks and uncertainties are further discussed in the Company’s Annual Report on Form 10-K for the year ended December 31, 2023, under Item 1A - Risk Factors and elsewhere, and subsequent securities filings and should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. The Company does not undertake, and specifically disclaims any obligation, to publicly release the result of any revisions which may be made to any forward-looking statements to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.

## **NON-GAAP FINANCIAL INFORMATION.**

This presentation contains certain non-GAAP (generally accepted accounting principles) measures. These non-GAAP measures, as calculated by the Company, are not necessarily comparable to similarly titled measures reported by other companies. Additionally, these non-GAAP measures are not measures of financial performance or liquidity under GAAP and should not be considered alternatives to the Company’s other financial information determined under GAAP. See reconciliations of certain non-GAAP measures included in the Company’s Earnings Release furnished as Exhibit 99.1 to Form 8-K as filed with the SEC on July 18, 2024 and the Quarterly Report on Form 10-Q filed with the SEC on August 1, 2024.

## **MARKET AND INDUSTRY DATA.**

This presentation references certain market, industry and demographic data, forecasts and other statistical information. We have obtained this data, forecasts and information from various independent, third-party industry sources and publications. Nothing in the data, forecasts or information used or derived from third party sources should be construed as advice. Some data and other information are also based on our good faith estimates, which are derived from our review of industry publications and surveys and independent sources. We believe that these sources and estimates are reliable but have not independently verified them. Statements as to our market position are based on market data currently available to us. These estimates involve inherent risks and uncertainties and are based on assumptions that are subject to change.

# Overview of OceanFirst

## Corporate Overview and Market Data

Ticker	OCFC (NASDAQ)
HQ	Red Bank, NJ
Branch Network	39 branches; 8 commercial banking centers
Core Markets	New Jersey, New York City, Greater Philadelphia
Expansion Markets	Boston and Baltimore

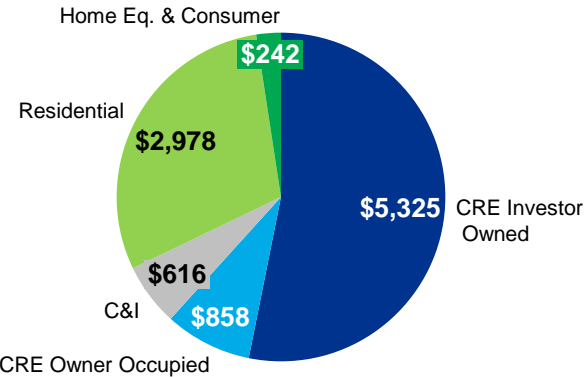
### Balance Sheet and Capital (Q2-24)

Assets	\$13.3 billion
Net Loans	\$10.0 billion
Deposits	\$10.0 billion
Non-performing Loans / Loans <sup>1</sup>	0.31%
Tang. Equity / Tang. Assets <sup>2</sup>	9.1%
CET1 Ratio	11.2%

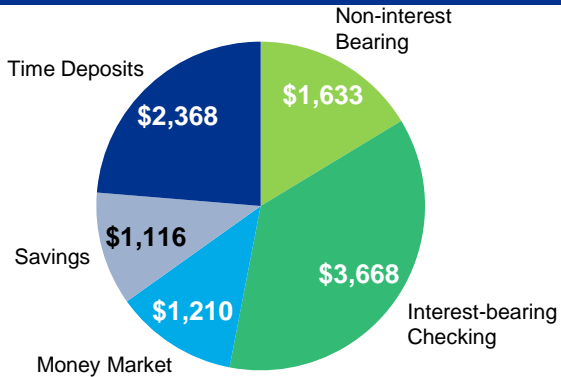
### Core Profitability (Q2-24)<sup>2</sup>

Net Income	\$22.7 million
EPS	\$0.39
Net Interest Margin (%) <sup>3</sup>	2.67%
Efficiency Ratio (%)	63.5%
ROAA (%)	0.68%
ROTCE (%)	8.3%

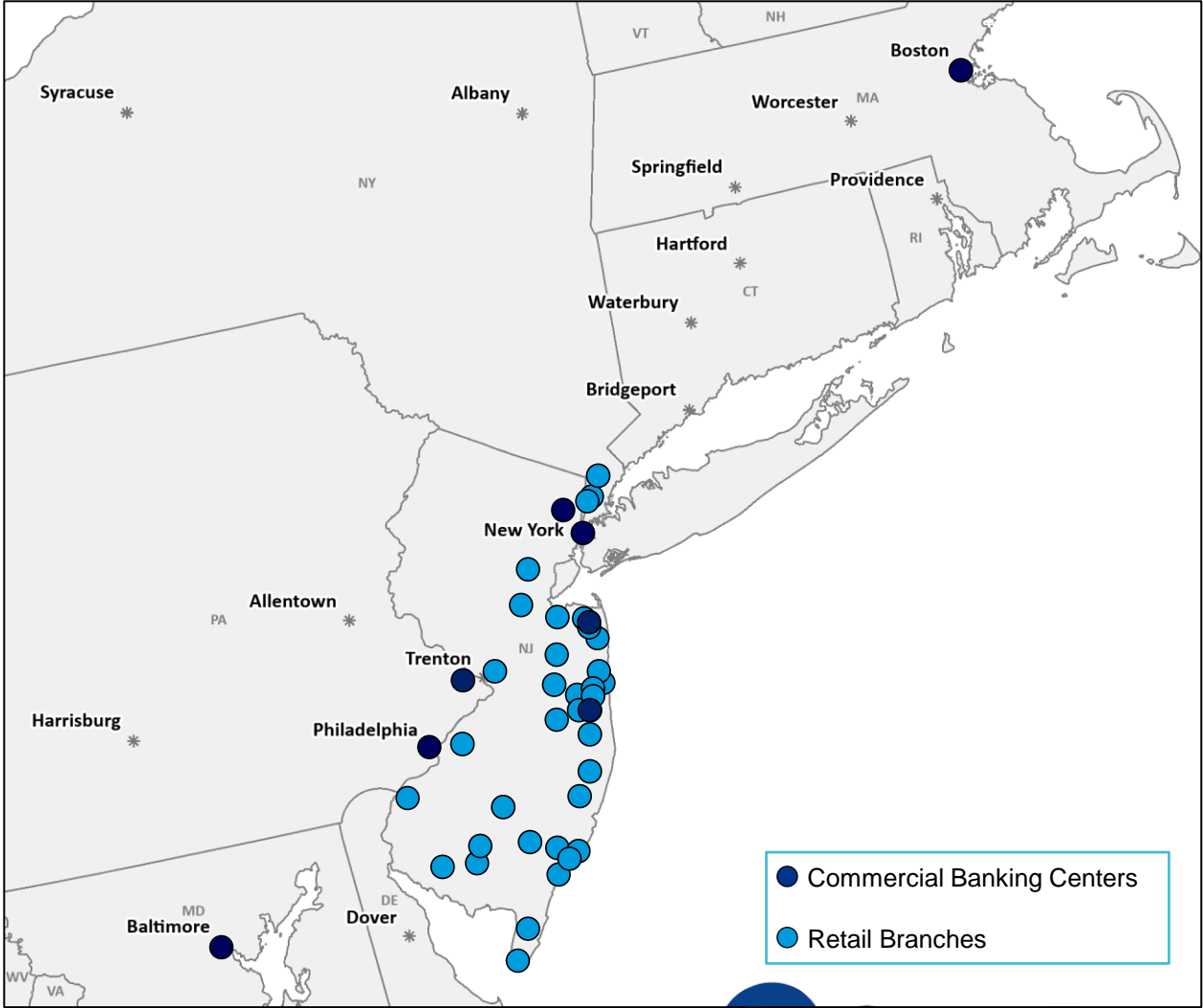
### Q2-24 Loan Portfolio (\$'millions)



### Q2-24 Deposit Base (\$'millions)



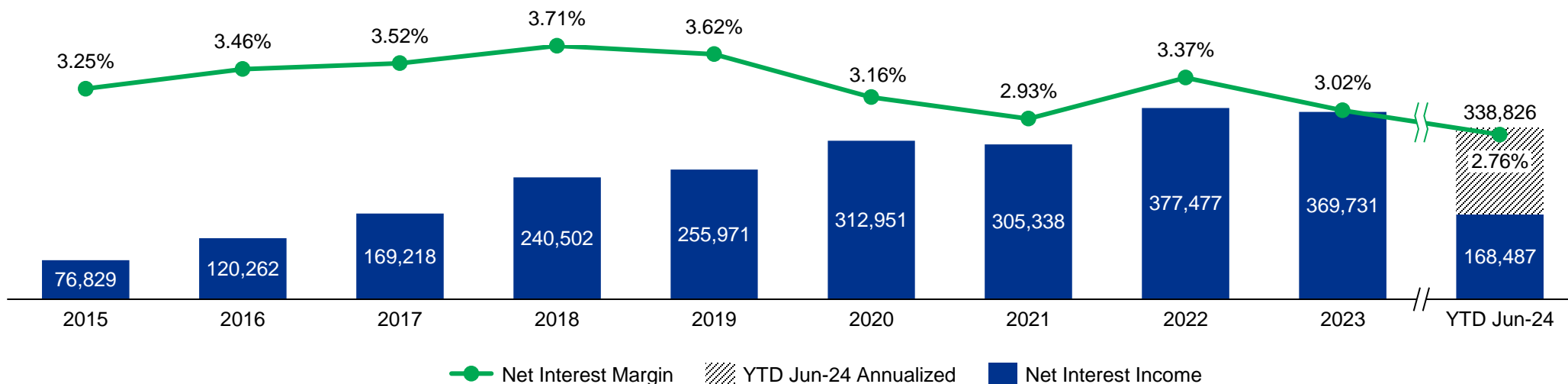
## Tailored Footprint Across Key Markets



3 <sup>(1)</sup> PCD loans are not included in these metrics.  
<sup>(2)</sup> For non-GAAP financial measures, please refer to the 'Non-GAAP Reconciliations' in the Appendices for a reconciliation to GAAP financial information.  
<sup>(3)</sup> Core NIM excludes purchase accounting and prepayment fee income. Refer to the Earnings Release for additional information.

# Proven Historical Net Interest Income and Loan Growth

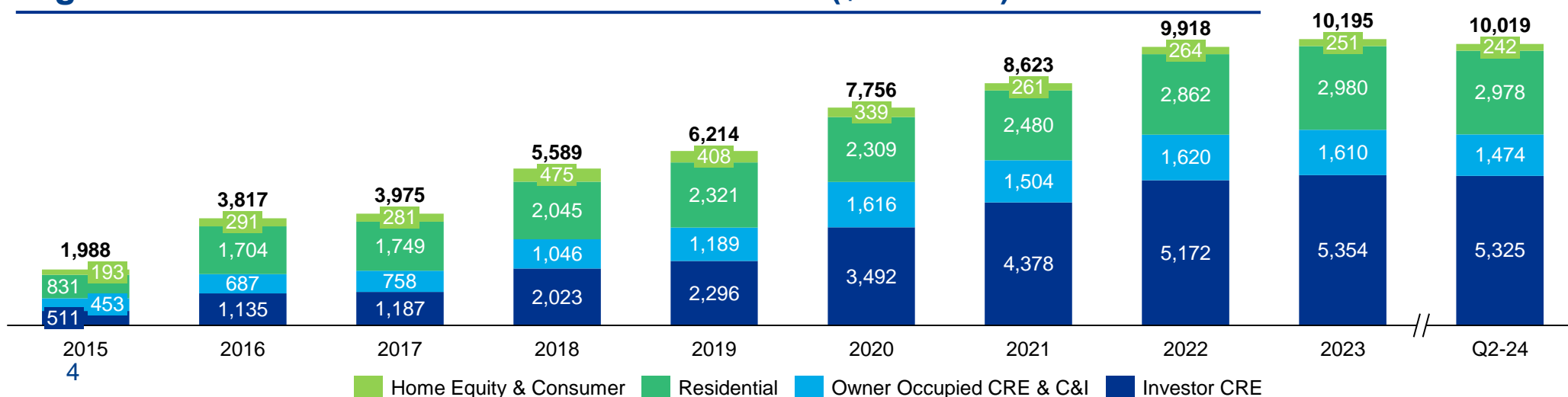
## Peer Leading Net Interest Income Growth (\$'000)



18%

Net Interest  
Income CAGR

## Significant Growth in Commercial Loan Portfolio (\$'millions)



15%

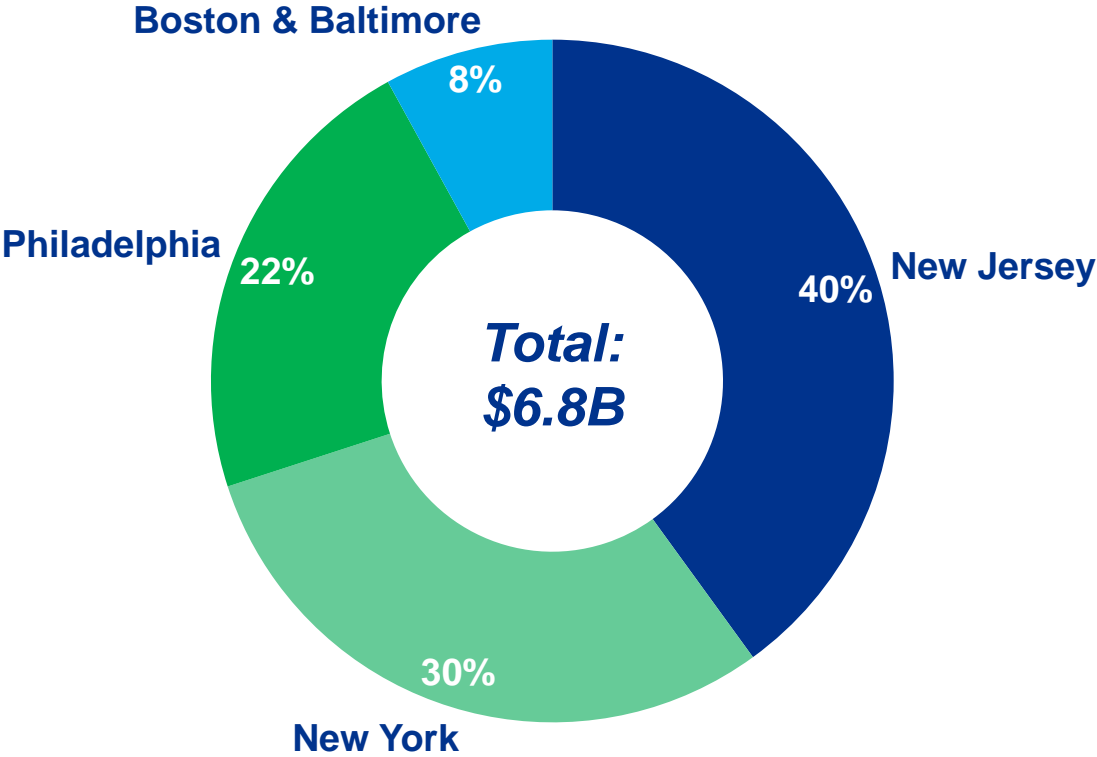
Owner Occupied  
CRE / C&I CAGR

32%

Investor CRE  
CAGR

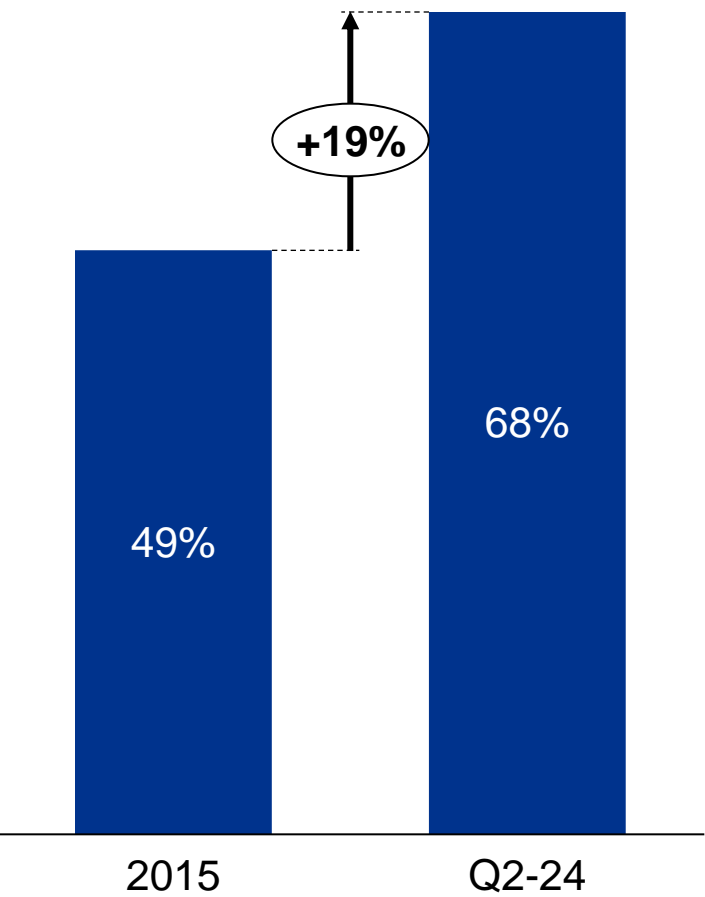
# Successful Commercial Loan Growth and Geographic Diversification

Commercial Loans by Geography as of Q2-24



Emphasis on Commercial

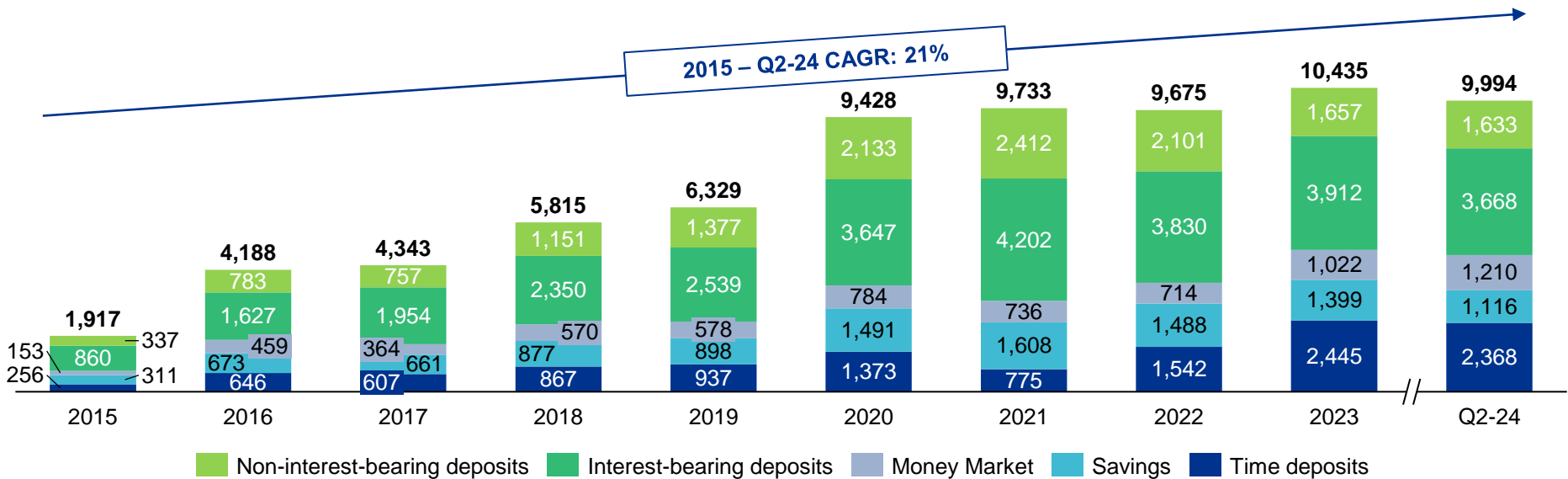
(Commercial % of Loan Portfolio)



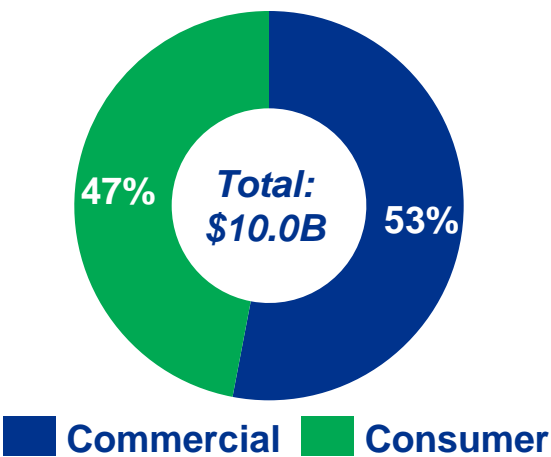
Increase of \$5.8B  
in commercial  
loans since 2015

# Balanced Approach to Deposit Pricing and Growth

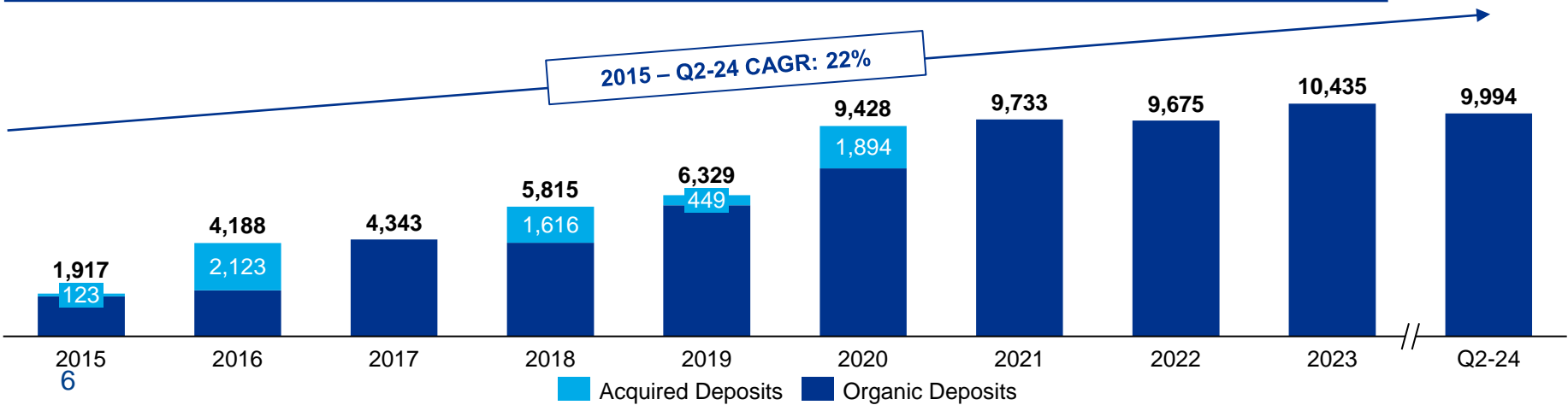
## Deposit Composition (\$'millions)



## Deposit Stratification

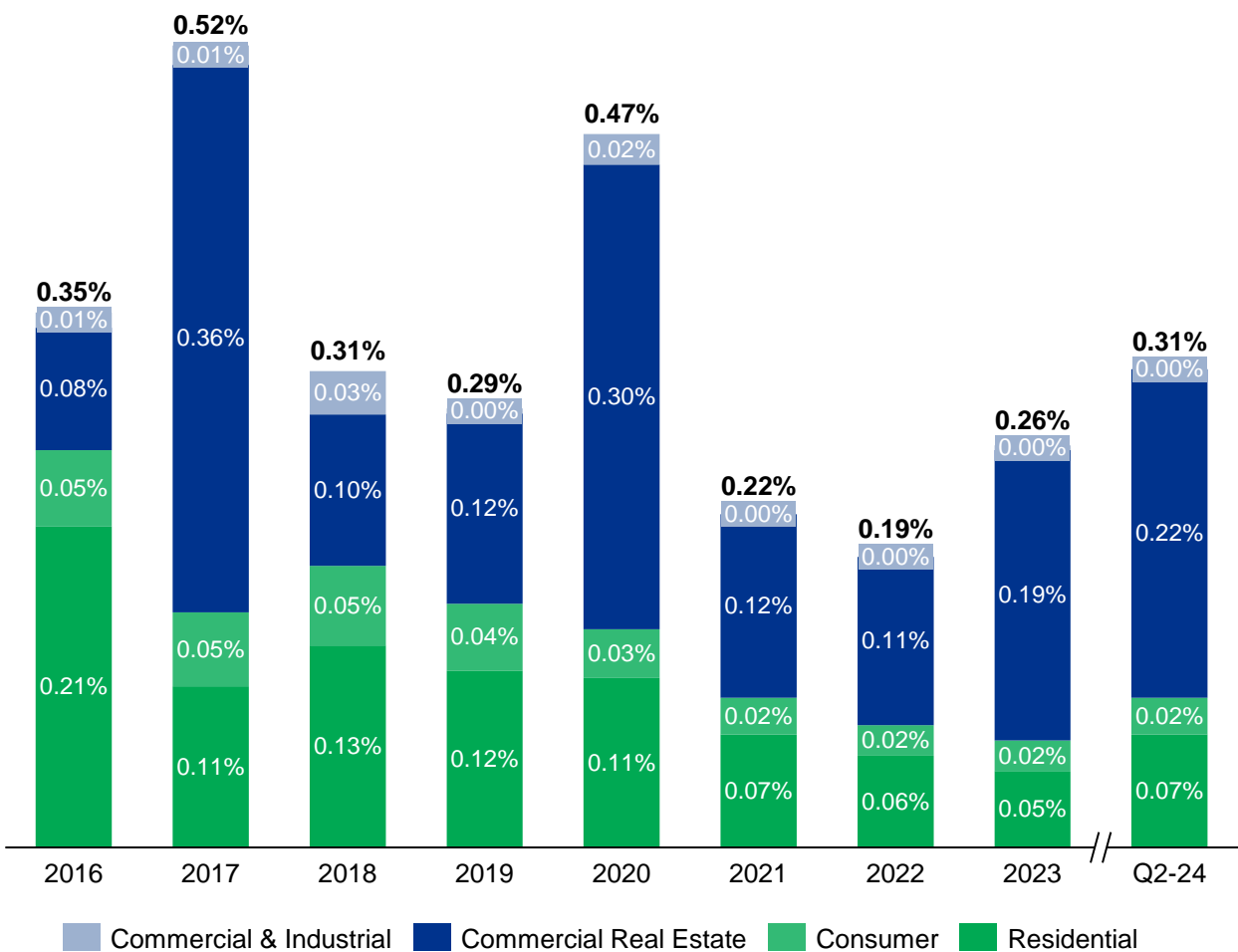


## Strong Deposit Growth (\$'millions)



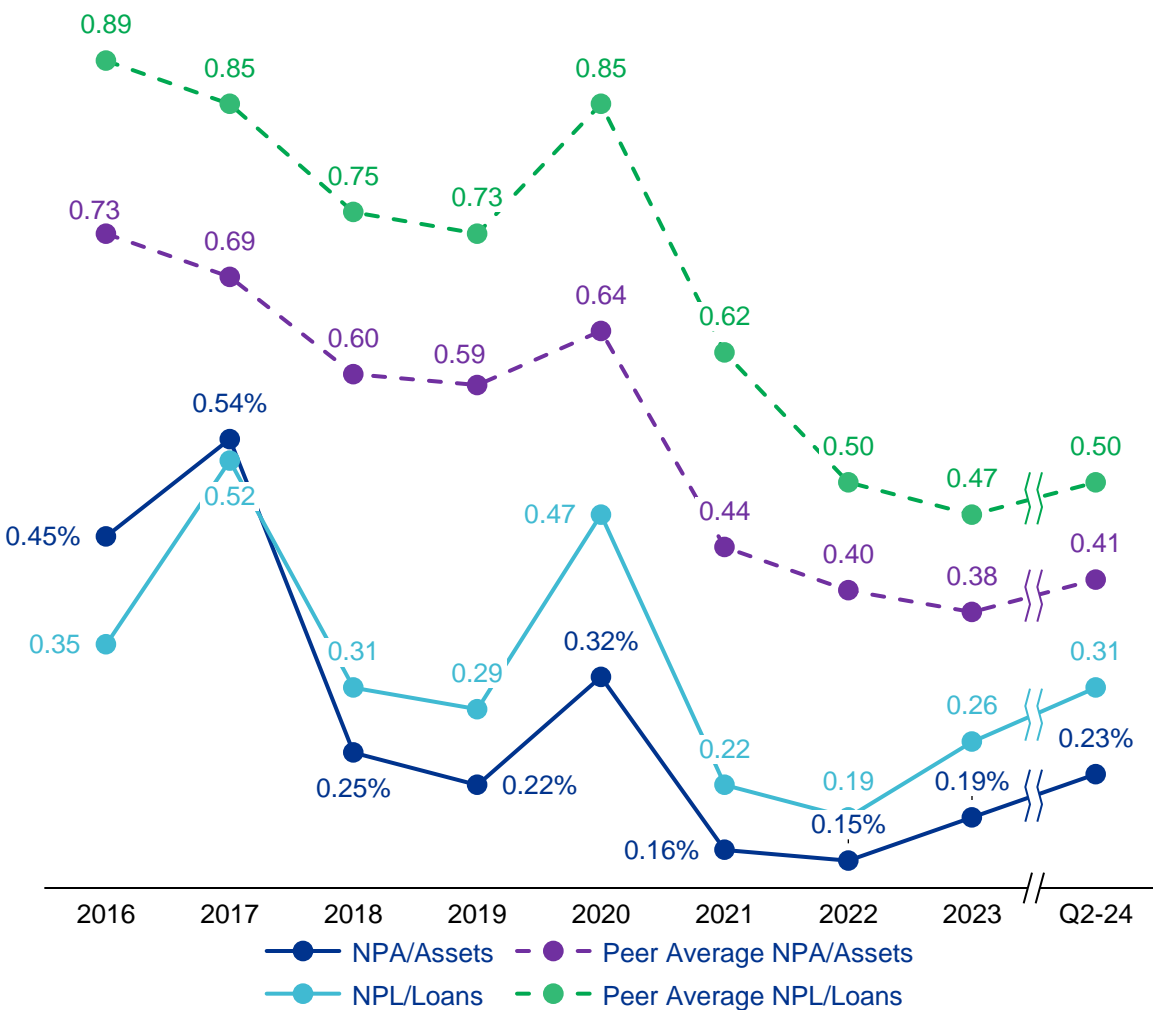
# Conservative Credit Risk Profile

## Non-performing Loans by Type as % of Loans<sup>1</sup>



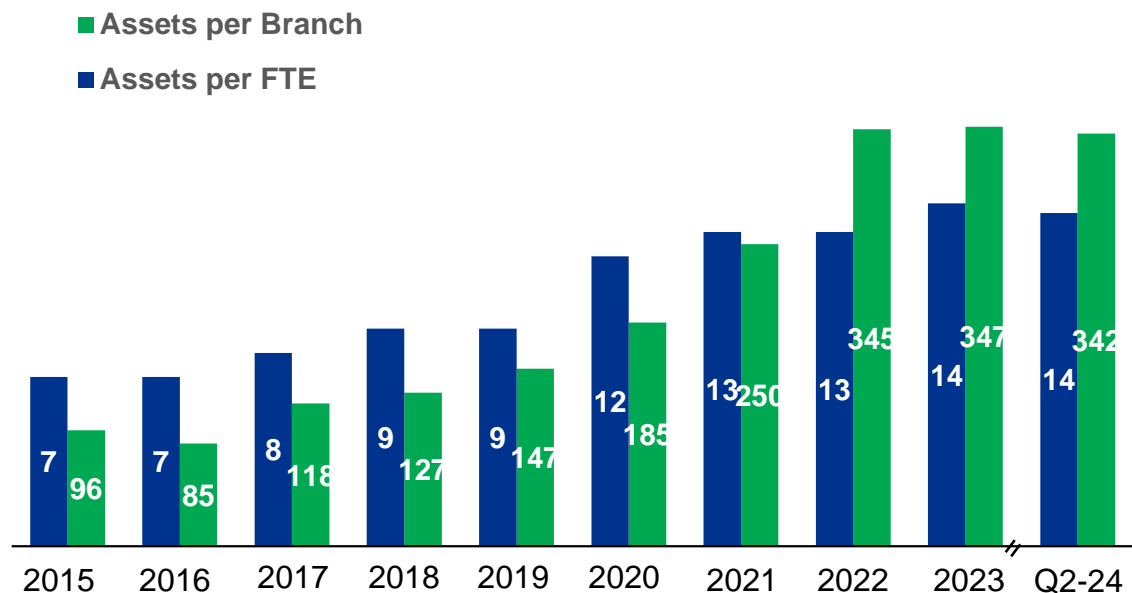
(1) PCD loans are not included in these metrics. Refer to "Asset Quality" section in the Earnings Release for additional information.

## Continued Focus on Credit Risk<sup>1</sup>

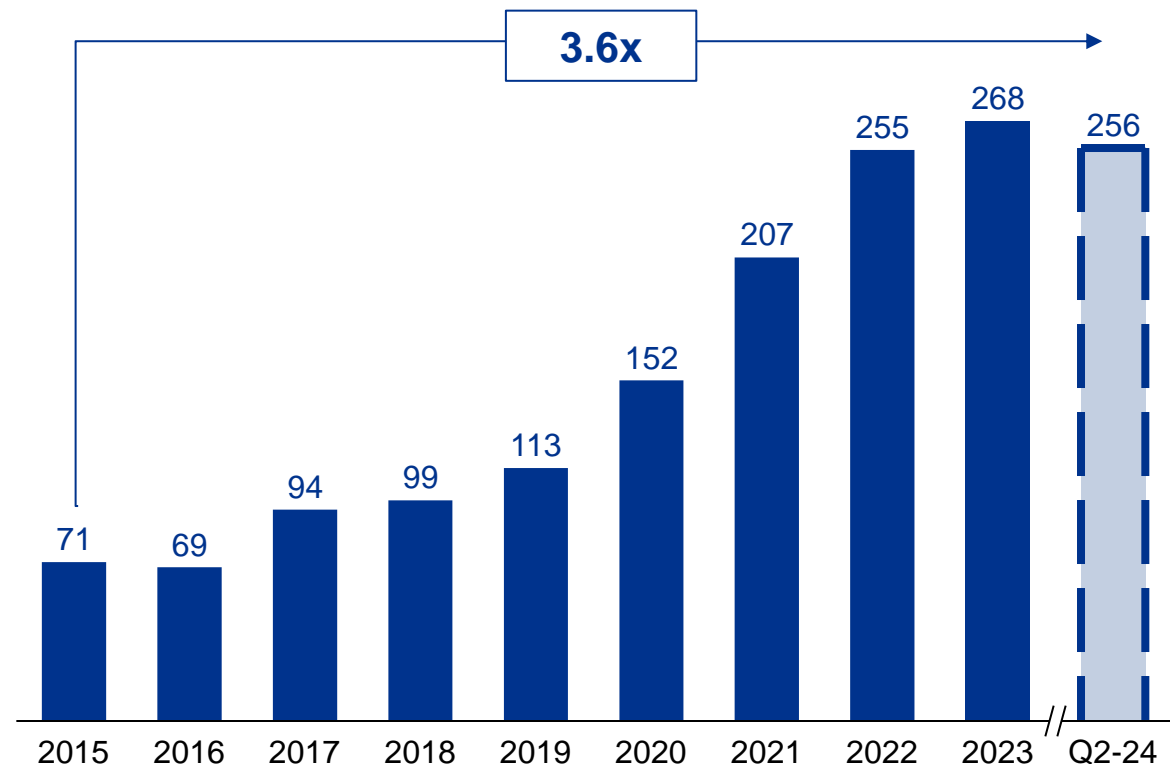


# Operational Efficiency

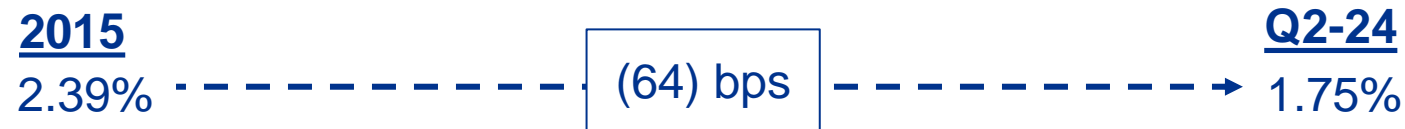
Operating Efficiency (\$'millions)



Deposits per Branch (\$'millions) <sup>2</sup>



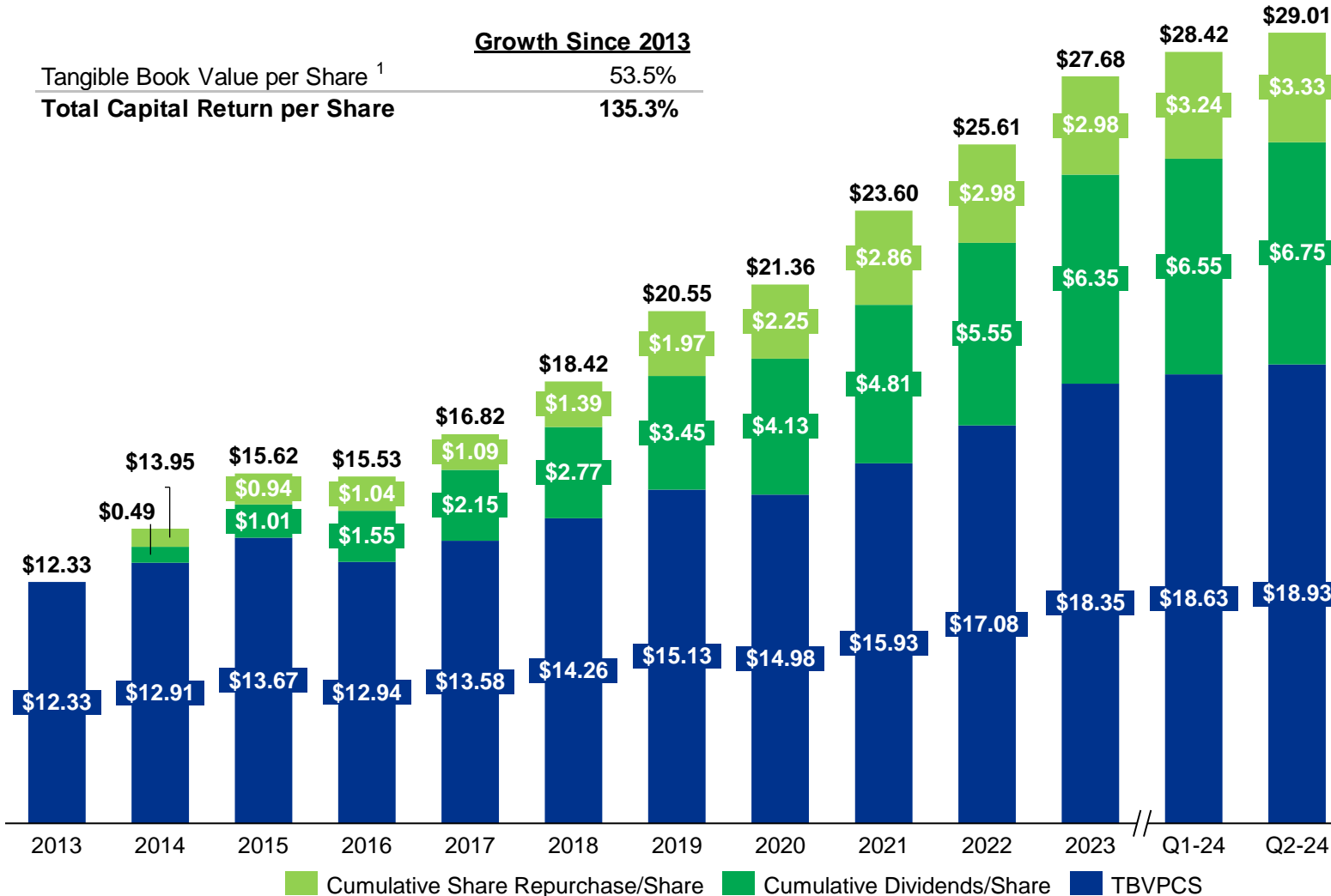
Annualized Core Non-interest Expense<sup>1</sup> to Total Avg. Assets



8 (1) For non-GAAP financial measures, please refer to the 'Non-GAAP Reconciliations' in the Appendices for a reconciliation to GAAP financial information.



# Business Model Strength Driving Significant Capital Return



The growth in TBV per common share (TBVPCS<sup>1</sup>) is attributed to:

- Minimally dilutive and strategic acquisitions in critical new markets
- Stable and competitive dividend
  - 110<sup>th</sup> consecutive quarter
  - Historical Payout Ratio of 30% to 40%
- Repurchased 338,087 shares in Q2-24
  - 1.6 million shares available to be repurchased
- Total repurchases of 1,295,914 shares in YTD Jun-24.

<sup>(1)</sup> For non-GAAP financial measures, please refer to the 'Non-GAAP Reconciliations' in the Appendices for a reconciliation to GAAP financial information.

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# Quarterly Earnings Update

# Q2-24 Financial Highlights

## Financial Highlights

**\$0.39**

Core Diluted EPS <sup>(1)</sup>

**\$82 million**

Net Interest Income

**0.68%**

Core ROAA <sup>(1)</sup>

**8.26%**

Core ROTCE <sup>(1)</sup>

**\$0.56**

Core PTPP Diluted EPS <sup>(1)</sup>

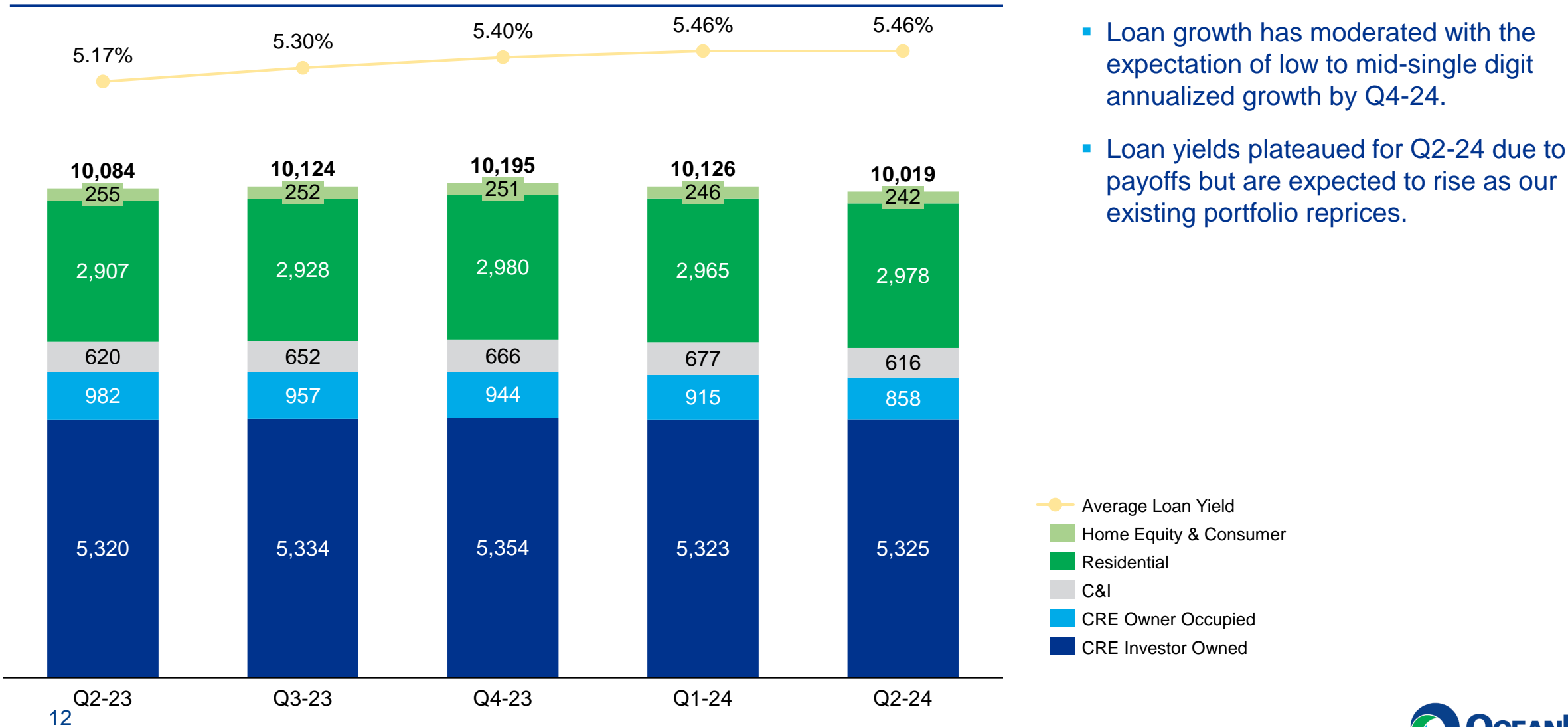
**11.2%**

CET1 Ratio <sup>(2)</sup>

- Asset quality metrics remain strong. Criticized and classified loans, non-performing loans, and loans 30 to 89 days past due as a percent of total loans were 1.42%, 0.33%<sup>(3)</sup>, and 0.10%, respectively.
- Increase in CET1 ratio by 20 bps to 11.2%. Capital is robust and above “well capitalized” levels.
- The Company continued to build capital while resuming share purchases, repurchasing 338,087 shares totaling \$5.0 million in Q2-24. Year to date repurchases total 1,295,914 shares or \$20.1 million.

# Loan Portfolio Trends

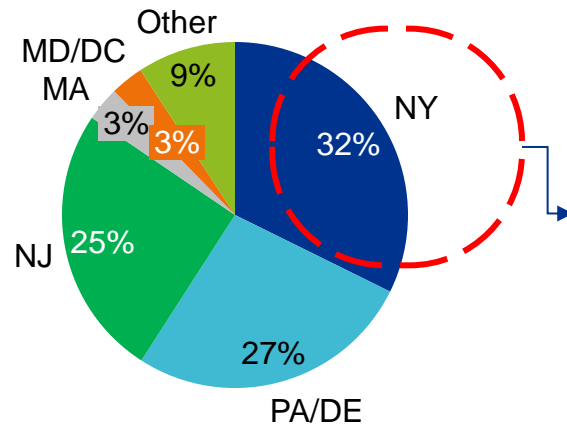
## Moderated Loan Growth in the Portfolio (\$'millions)



# Diversified CRE Portfolio with Conservative Risk Profile

CRE Investor Owned - Collateral Details				
\$'millions	CRE: Investor Owned	% of Total	WA LTV	WA DSCR
Office	1,097	23.5%	56.0	1.70
Retail	1,085	23.3%	54.4	1.93
Multi-Family	886	19.0%	57.4	1.66
Industrial / Warehouse	718	15.4%	51.4	2.02
Hospitality	164	3.5%	47.0	2.09
Other <sup>(1)</sup>	714	15.3%	46.7	1.79
<b>CRE: Investor Owned</b>	<b>4,664</b>	<b>100.0%</b>	<b>53.4</b>	<b>1.82</b>
Construction	661			
<b>CRE IO and Construction Total</b>	<b>5,325</b>			

## CRE Investor Owned Portfolio by Geography



The **concentration in NYC rent-regulated<sup>3</sup> multi-family loans is de-minimis**, representing 0.31% of total assets.

**NYC Office Central Business District (CBD) is also de-minimis**, representing 0.11% of total assets.

### Notes:

- All data represents CRE Investor balances, excluding purchase accounting marks and Construction as of June 30, 2024, unless otherwise noted.
- WA LTV represents the weighted average of loan balances as of June 30, 2024 divided by their most recent appraisal value, which is generally obtained at the time of origination.
- WA DSCR represents the weighted average of net operating income on the property before debt service divided by the loan's respective annual debt service based on the most recent credit review of the borrower.
- WA rate includes borrower fixed rate exposure for loans with swap contracts and excludes any benefit from back-to-back rate swaps.

### Footnotes:

- Other includes underlying co-operatives, single purpose, stores and some living units / mixed use, investor owned 1-4 family, land / development, and other.
- Repricing analysis as of Q1-23 included stressing portfolio with an increase to 7% interest rates while keeping underwritten rents constant. We actively track CRE loan underlying cash flows and noted no material change from Q1-23. As such, we have deemed the results from the repricing analysis to be relevant for the current quarter.
- Rent-regulated multi-family is defined as buildings with >50% rent-regulated units.

- Underlying collateral is diversified.**
- Low concentration in the Multi-Family portfolio**, which represents 7% of total assets.
- Maturity wall is modest and has a minimal impact:** Our CRE investor owned maturity wall, totaling \$891 million (or 9% of total loans), is set to mature in 2024 and 2025 with weighted average rates of 5.80% and 5.59%, for each respective cohort.
- A repricing analysis<sup>(2)</sup> was performed on the vast majority of the CRE Investor and Construction portfolio. Results indicated the borrowers continue to service debt without unusual stress.
- The weighted average DSCR of loans after stressing the portfolio at an interest rate of 7% is 1.21x.

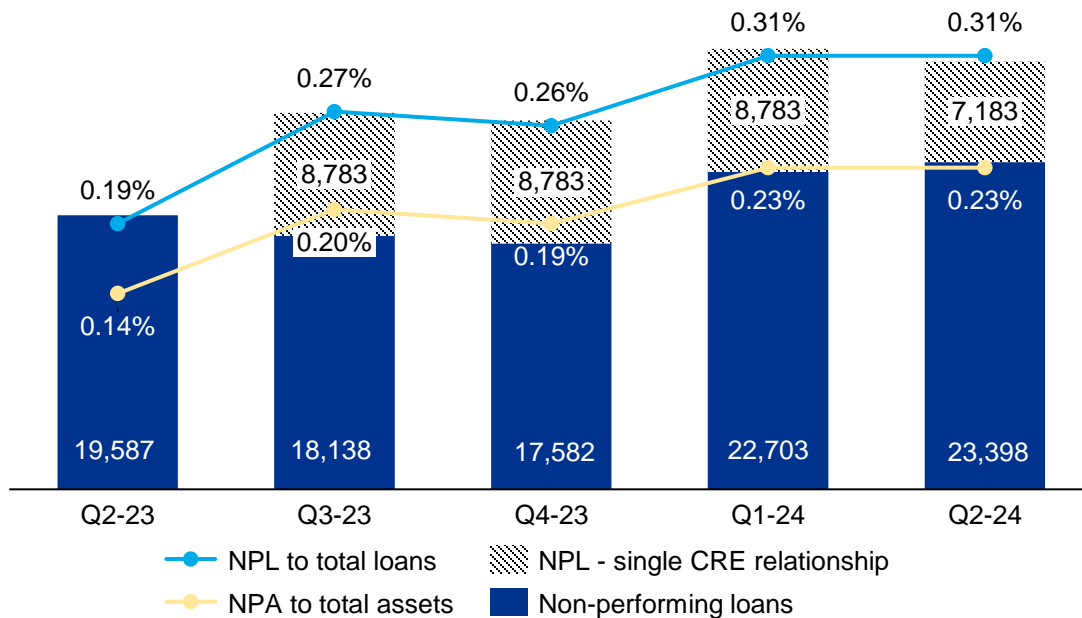
CRE Investor Owned - Maturity Wall					
Maturity Year	Balance (\$'millions)	Weighted Average			% of Loans
		Rate	LTV	DSCR	
2024	277	5.80	63.36	1.70	2.77%
2025	612	5.59	53.13	1.74	6.11%
<b>Total</b>	<b>889</b>	<b>5.65</b>	<b>56.32</b>	<b>1.73</b>	<b>8.88%</b>

# Quarterly Credit Trends (1 of 2)

Strong asset quality trends driven by prudent loan growth and credit decisioning.

## Non-Performing Loans and Assets (\$'000)<sup>(1)</sup>

In Q3-23, the Bank charged-off \$8 million on a single CRE credit relationship. In Q2-24, the Bank charged off an additional \$1.6 million relating to the same relationship. The underlying property for this credit is contracted to liquidate in Q3-24; no further charge-offs are anticipated.

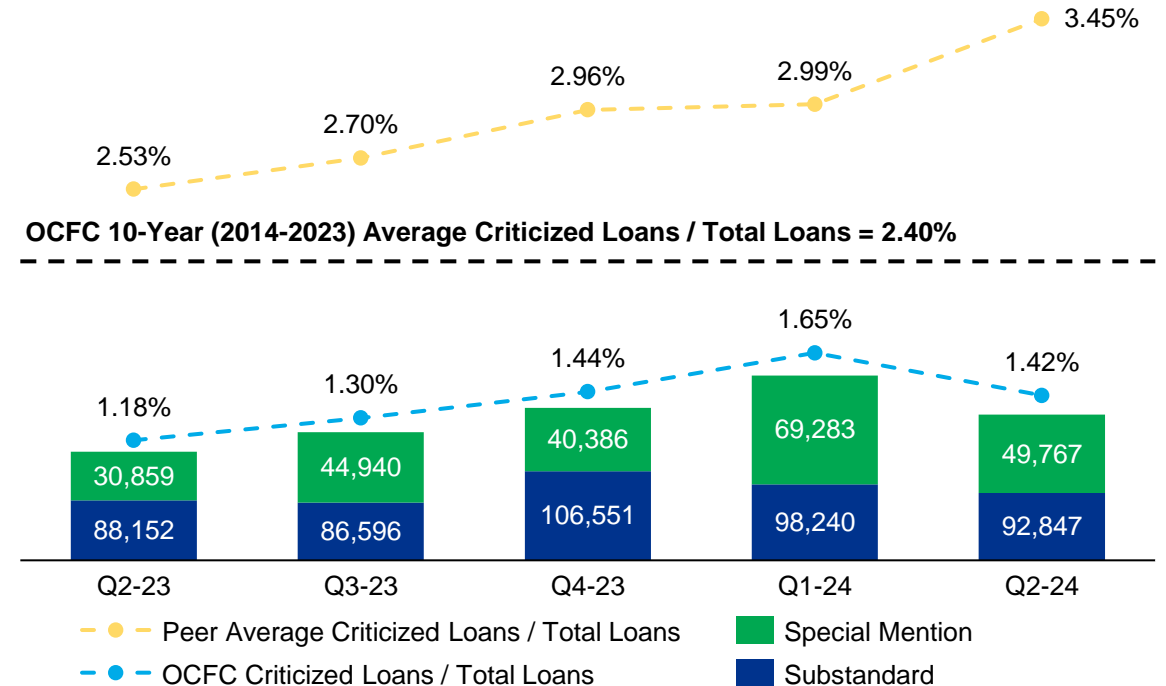


**Note:** Excluding the single CRE credit relationship under contract for liquidation, NPL / total loans and NPA / total assets at June 30, 2024 would be 0.23% and 0.18% on a pro forma basis, respectively.

(1) PCD loans are not included in these metrics. Refer to Asset Quality section in the Earnings Release for additional information.

## Special Mention and Substandard Loans (\$'000)

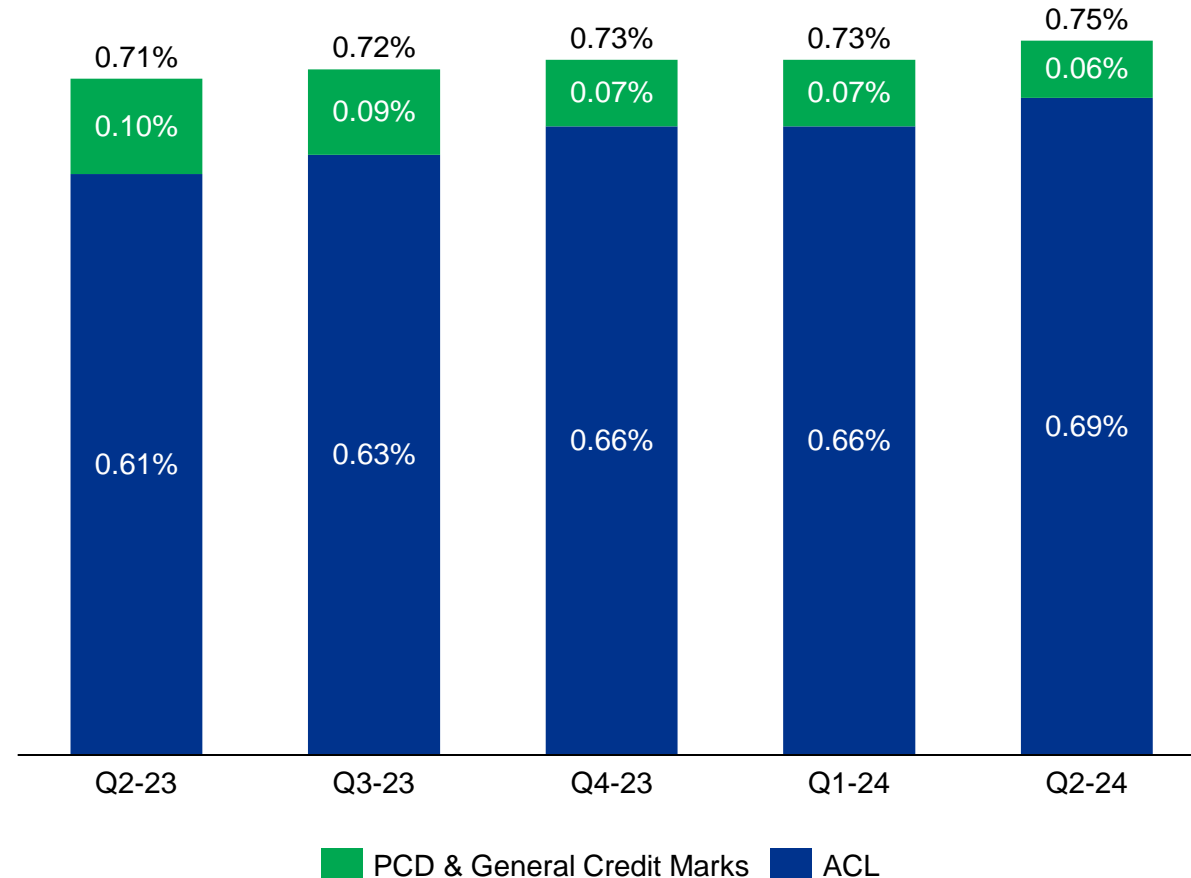
Criticized loans as a % of total loans remain low at 1.42% as of Q2-24 compared to 2.06% as of Q4-19 (pre-pandemic).



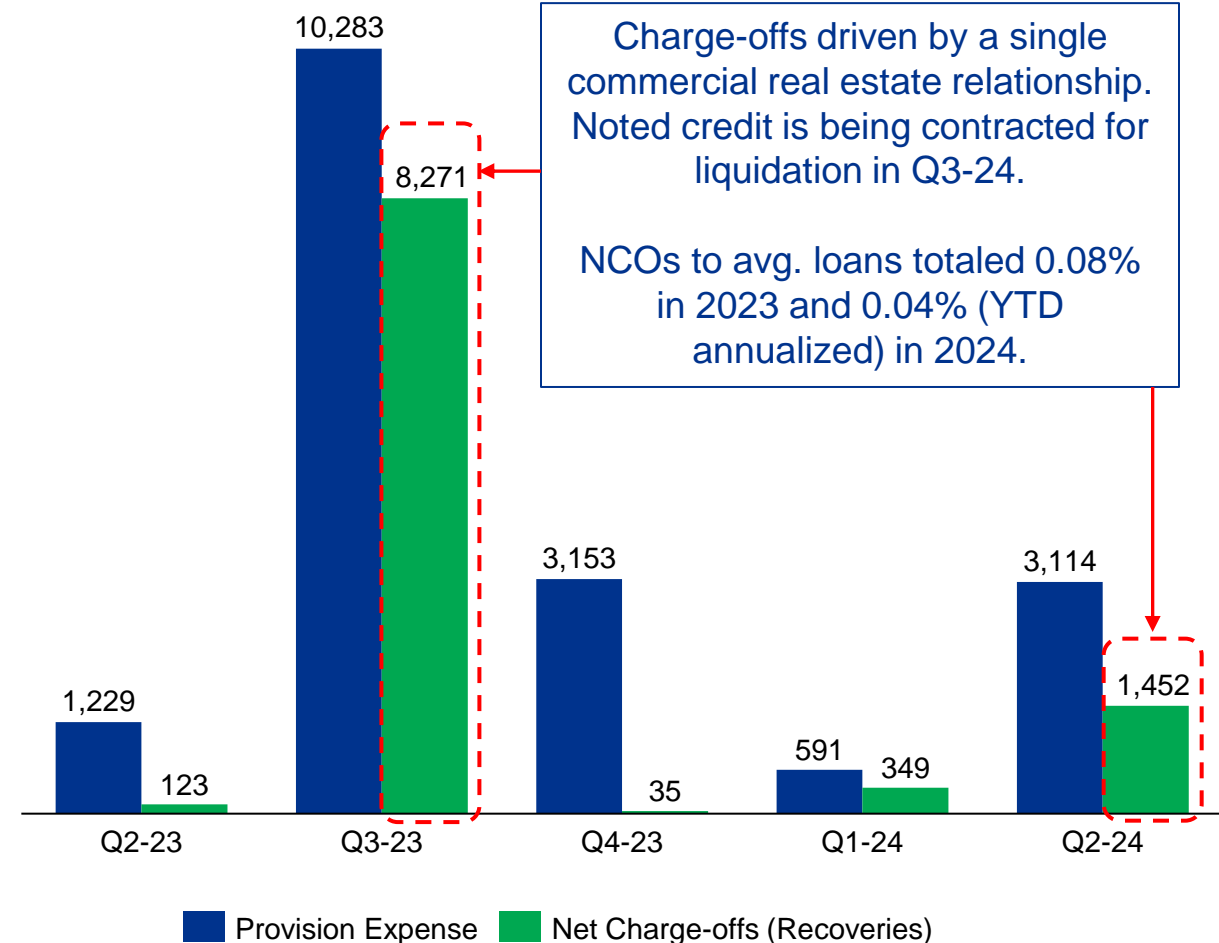
**Note #1:** At June 30, 2024, of the Special Mention loans and Substandard loans represented above, 94.2% and 78.2% were current on payments, respectively.

# Quarterly Credit Trends (2 of 2)

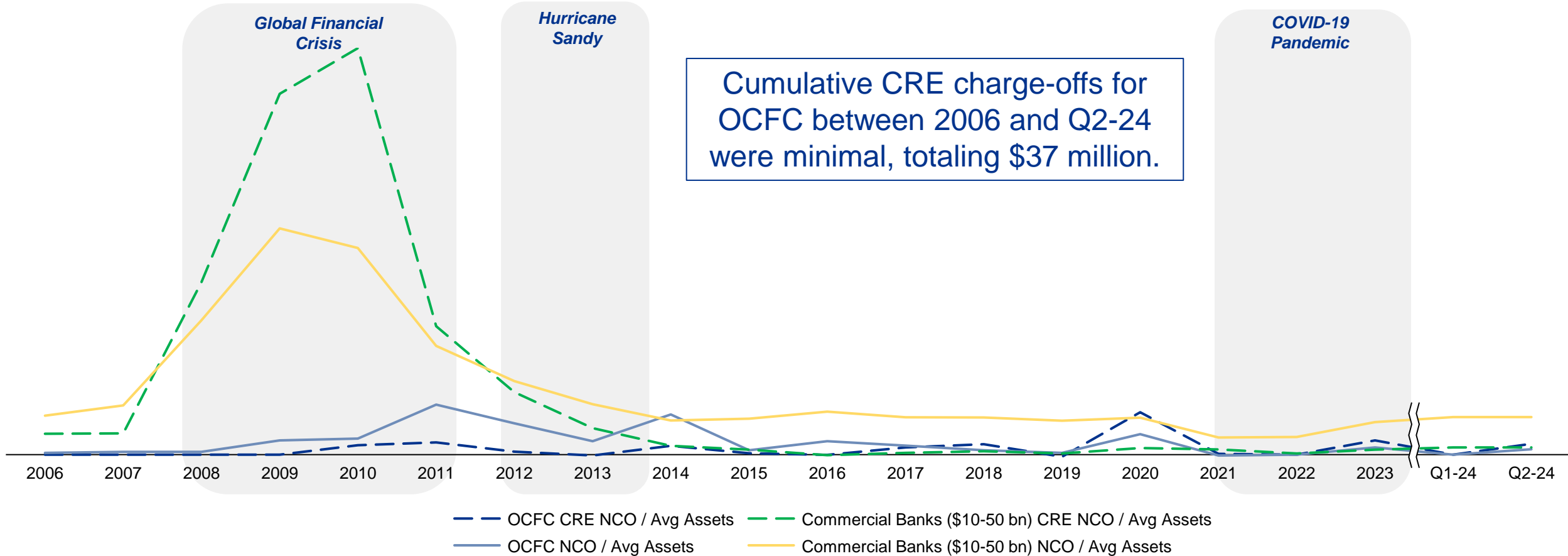
## Loan Allowance for Credit Losses (ACL) Plus PCD & General Credit Marks / Total Loans



## NCOs / (Recoveries) and Provision for Credit Loss Expense (\$'000)



# Track Record of Strong Credit Performance

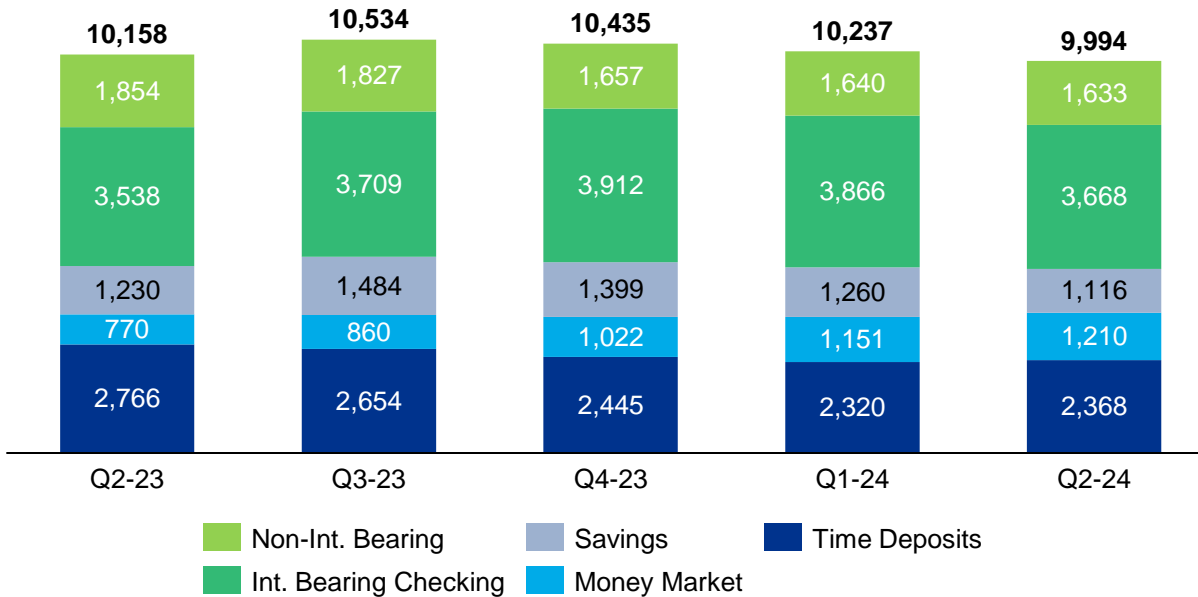


- From 2006 to Q2-24, inclusive of the Global Financial Crisis, Hurricane Sandy, and the COVID-19 Pandemic, OCFC's CRE NCO to average CRE loans totaled 7 bps per year compared to 70 bps for all commercial banks between \$10 - \$50 billion in assets.
- From 2006 to Q2-24, peak CRE net charge-offs to average CRE loans for OCFC totaled 47 bps in 2020, related to proactively de-risking our balance sheet. Peak CRE charge-offs for commercial banks between \$10 - \$50 billion in assets were 455 bps in 2010.



# Deposit Trends

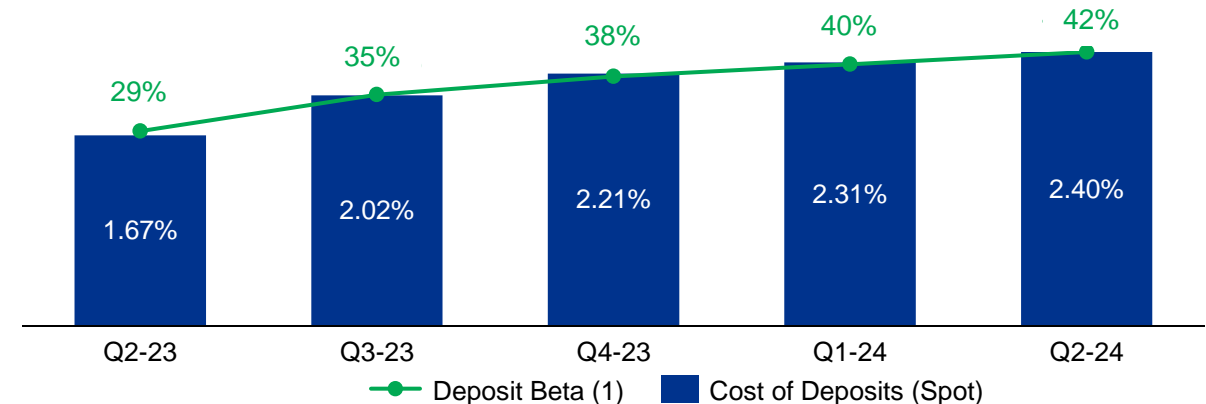
## Shift in Deposit Mix to Drive Retention (\$'millions)



- Non-maturity deposits decreased by \$290 million (or 4%) from the prior quarter.
- High-yield savings declined by \$96 million from the previous quarter as this portfolio was repriced.
- The increase in Q2-24 time deposits was primarily driven by retail CD growth to replace brokered CD run-off of \$142MM.

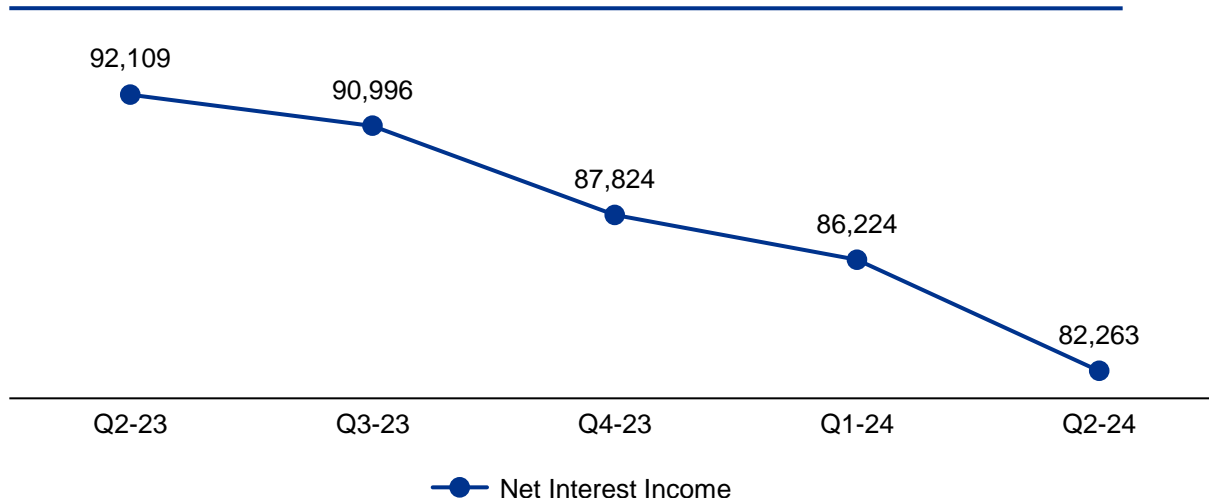
Cost of Deposits		
Type of Account	Qtr. Avg.	Jun 30 Spot
Int. Bearing Checking	2.19%	2.16%
Money Market	3.56%	3.61%
Savings	0.90%	0.83%
Time Deposits	4.46%	4.55%
<b>Total (incl. non-int bearing)</b>	<b>2.37%</b>	<b>2.40%</b>

## Deposit Beta and Cost Trend

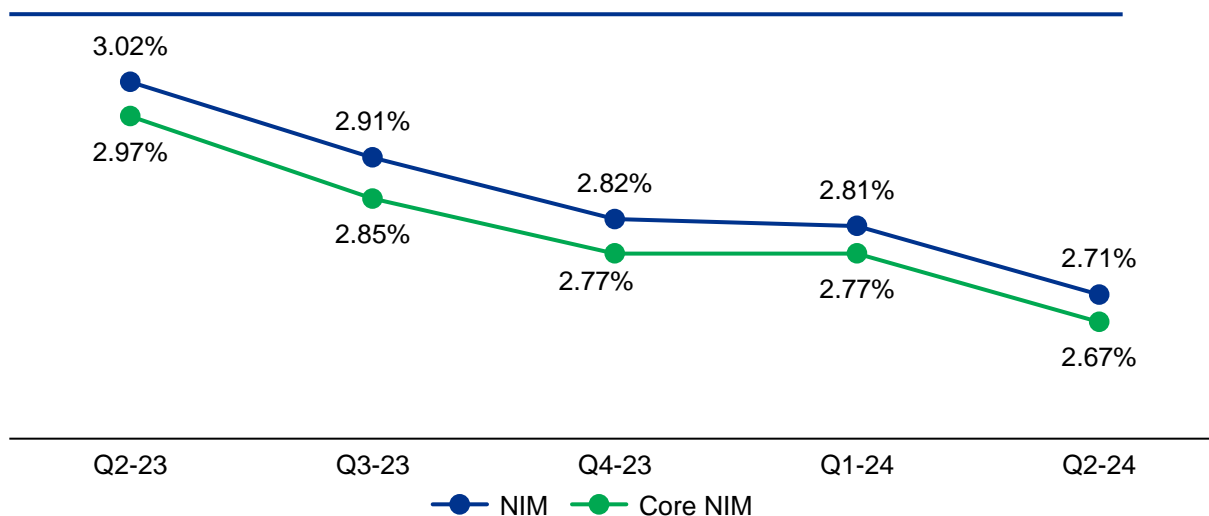


# Net Interest Income and Net Interest Margin Trends

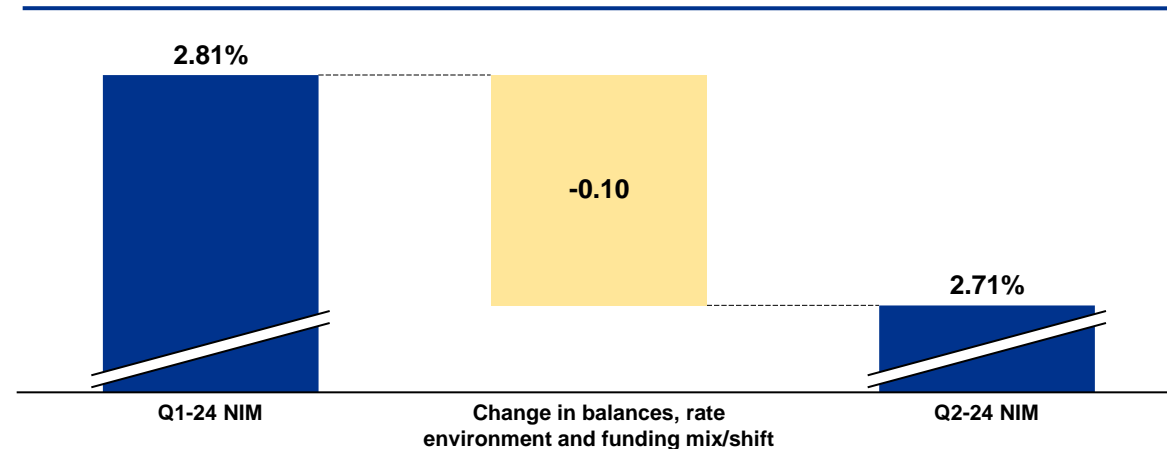
## Net Interest Income (\$'000)



## Core NIM<sup>1</sup> vs NIM



## NIM Bridge

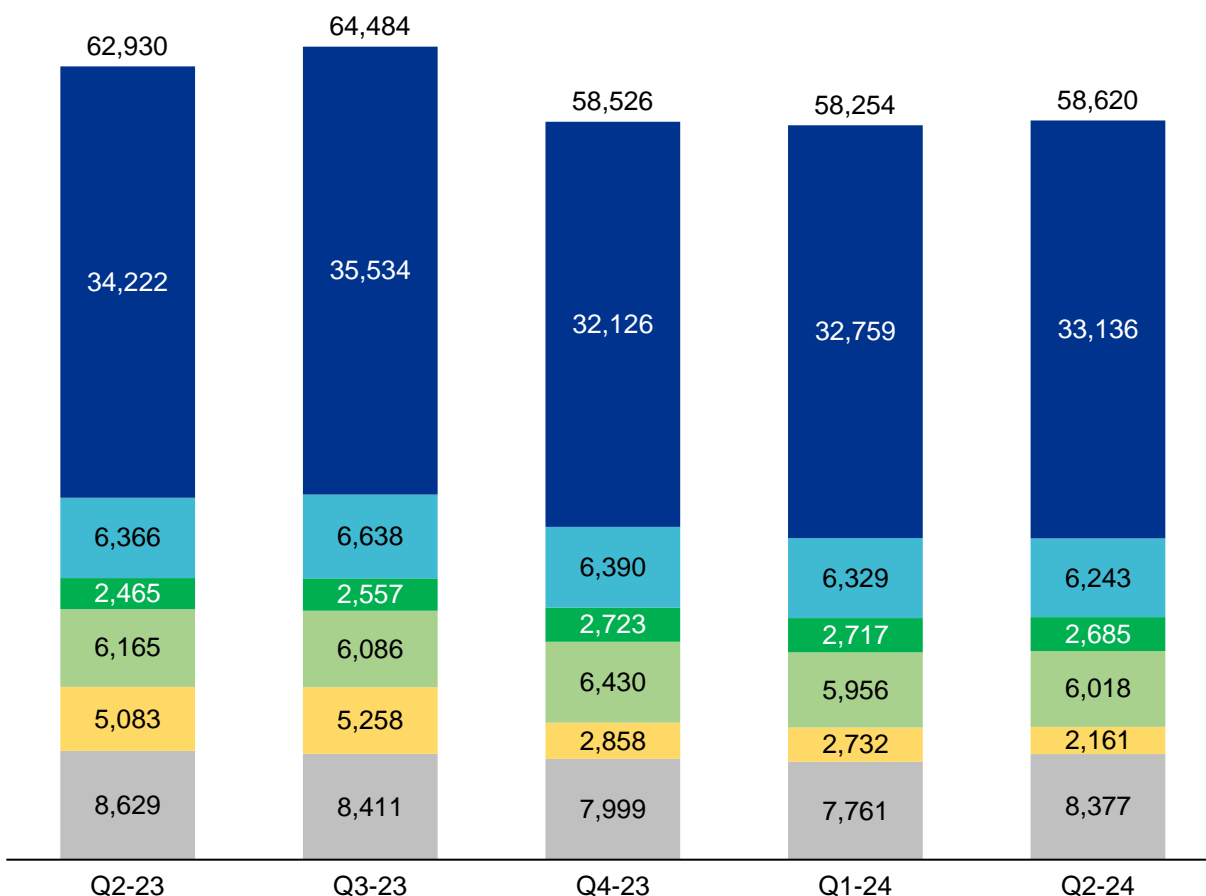


## Headwinds

- Competitive market environment as peers compete on rate for quality credit.
- Remaining disciplined on deposit pricing and managing funding costs.

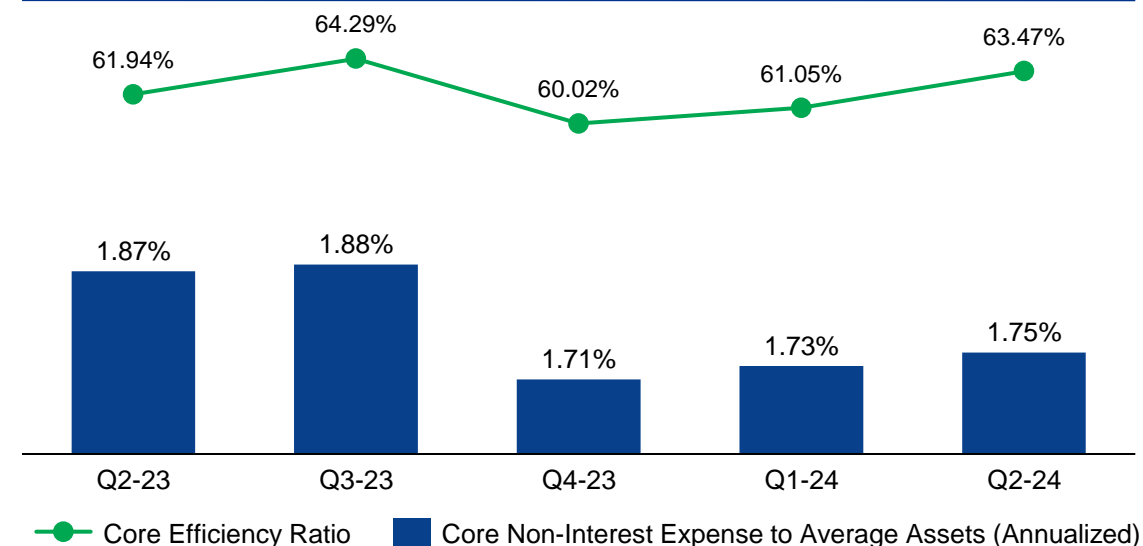
# Expense Discipline and Focused Investment

## Core Non-Interest Expense <sup>(1)</sup> (\$'000)



■ Compensation & employee benefits   
 ■ FDIC & regulatory assessments   
 ■ Professional fees  
■ Occupancy & Equipment   
 ■ Data processing   
 ■ Other Opex <sup>(2)</sup>

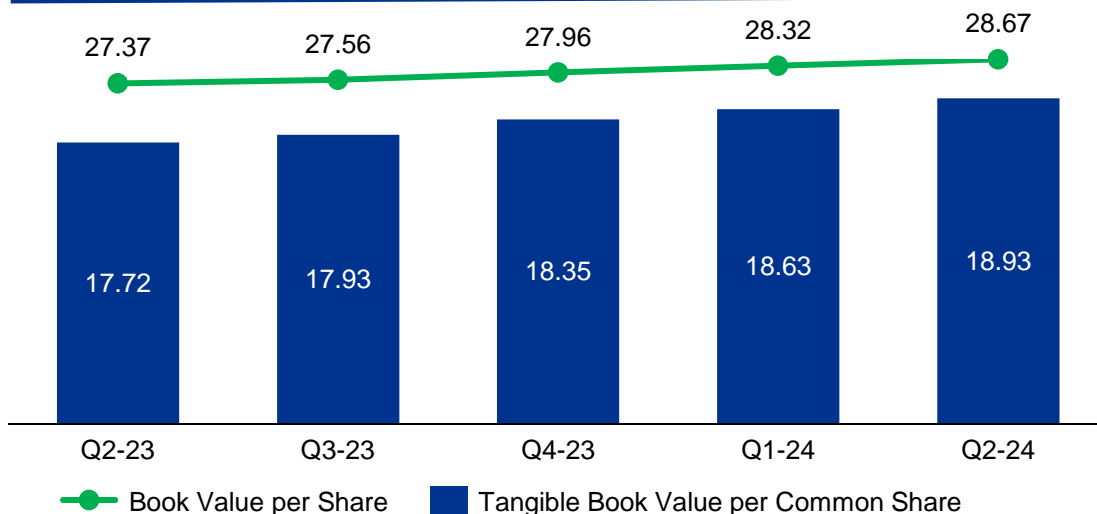
## Core Efficiency Ratio<sup>1</sup>



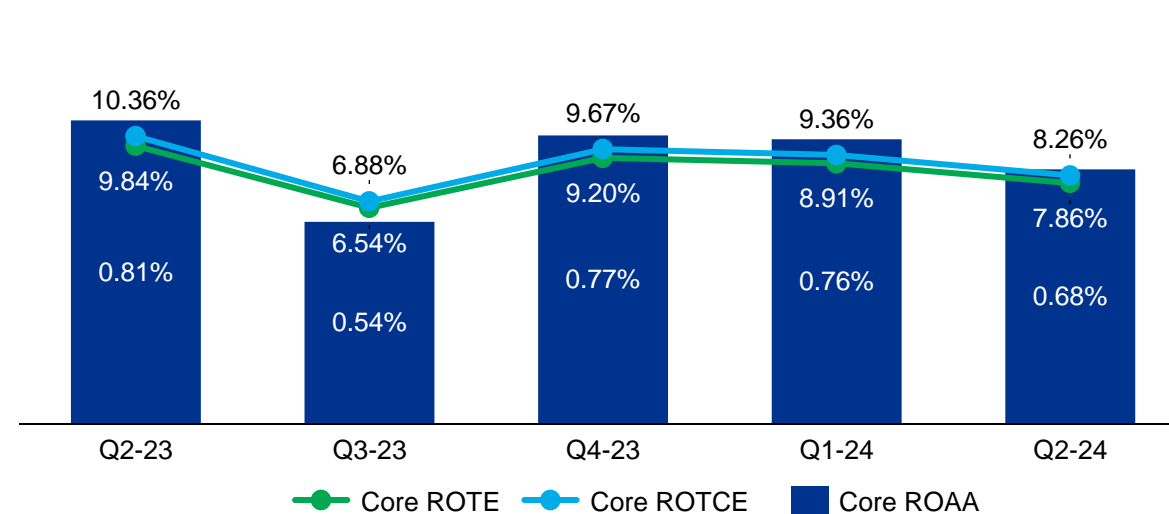
- Q2-24 core non-interest expenses increased modestly (0.6%) from the prior quarter to \$58.6MM.

# Generating Consistent Returns

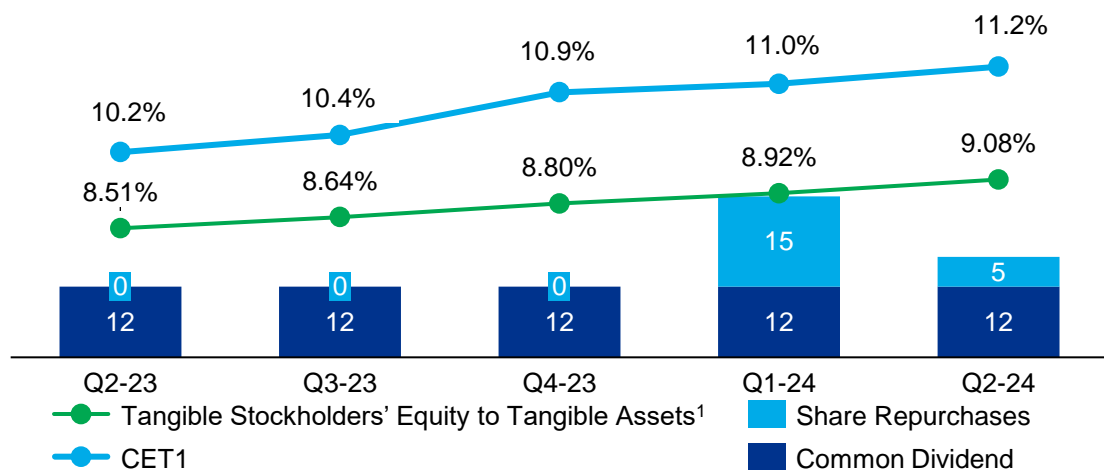
## Book Value and Tangible Book Value per Common Share (\$)¹,²



## Core ROAA¹, ROTE¹, and ROTCE¹



## Capital Management (\$'millions)



- Tangible book value per common share increased by \$1.21 (or 7%) compared to the same quarter last year.
- Capital remains strong and above “well capitalized” levels.
- Repurchased 338,087 shares in the quarter totaling \$5.0MM.
- Share repurchase authorization totaling 1.6 million shares.

# Management 2024 Outlook

## Guidance

Loans	Low to mid-single digit annualized growth by Q4-24
Deposits	Growth consistent with loan growth
Net Interest Margin	Modest compression / stability remainder of the year
Operating Expenses	\$58MM - \$60MM per quarter
Capital	Robust CET1 ratio (>10%)

## Key Assumptions / Commentary

- Loan growth has moderated but is expected to return to growth in H2-24. We expect low to mid-single digit annualized growth by the fourth quarter driven by C&I growth.
- Maintain loan-to-deposit ratio ~100% for the entire year.
- Continued mix shift may pressure funding costs.
- Stabilization is subject to interest rate, loan growth, and funding trends.
- Some level of quarterly volatility may occur.
- We expect to maintain our common equity tier 1 ratio above 10%.
- Further share repurchases dependent on other capital deployment opportunities.

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# Appendix

# Conservative Risk Profile of Investor CRE Office & Construction

## CRE Investor Owned: Office + Construction

\$'millions	Balance	% of Office	% of Total Loans	WA LTV	WA DSCR
General Office	548	50.0%	5.5%	51.3	1.75
Life Sciences & Medical	287	26.2%	2.9%	57.3	1.74
Credit Tenant	262	23.9%	2.6%	64.4	1.54
<b>Office</b>	<b>1,097</b>	<b>100.0%</b>	<b>10.9%</b>	<b>56.0</b>	<b>1.70</b>
Construction	661		6.6%		
<b>Office + Construction</b>	<b>1,757</b>		<b>17.5%</b>		

## CRE Investor Owned: Office + Construction CBD Bifurcation

\$'millions	Balance	% of Total	% of CBD
MA	43	2.4%	34.8%
NJ	43	2.5%	35.4%
PA	22	1.3%	18.2%
NY	14	0.8%	11.6%
<b>Central Business District</b>	<b>123</b>	<b>7.0%</b>	<b>100.0%</b>
Non Central Business District	1,634	93.0%	
<b>Office + Construction</b>	<b>1,757</b>	<b>100.0%</b>	

## Central Business District (CBD): Office + Construction

\$'millions	Balance	% of Total	WA LTV	WA DSCR
Credit Tenant	43	35.4%	60.7	1.79
General Office	40	32.4%	56.2	1.73
Life Sciences & Medical	39	32.2%	80.6	1.32
<b>CBD - Office &amp; Construction</b>	<b>123</b>	<b>100.0%</b>	<b>65.6</b>	<b>1.62</b>
Single CRE relationship to be liquidated in Q3-24	7			
<b>Adjusted CBD: Office &amp; Construction</b>	<b>116</b>			

## Portfolio Highlights

- **98% of Office & Construction** loans are pass-rated (not classified or criticized).
- **93% of Office & Construction** loans are classified as non-Central Business District loans.
- CBD loans comprise <1% of total assets and have a weighted average LTV of 65.6 and weighted average DSCR of 1.62.
- Office portfolio is primarily secured by small properties with **>70% of the portfolio secured by properties of 300K SF or smaller**.
- The average loan size of the office portfolio is \$4.6 million with 47% of the portfolio under \$1 million and **79% under \$5 million**.

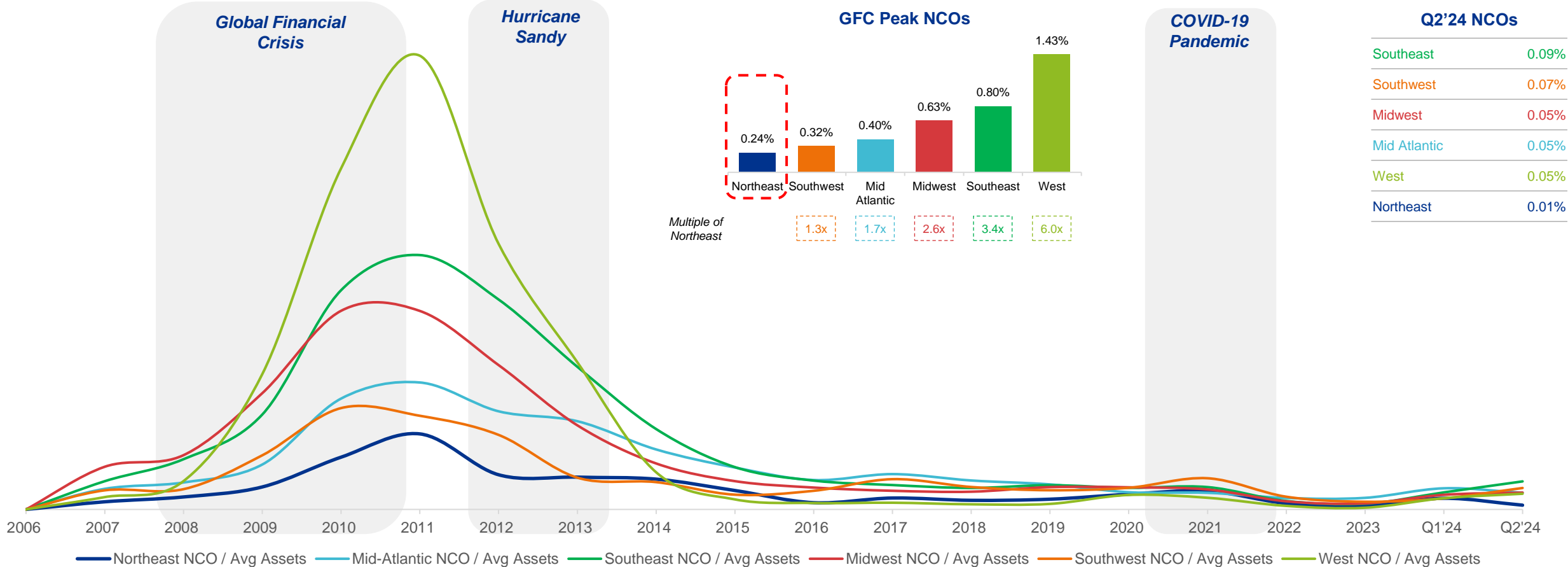
### Notes:

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- All data represents CRE Investor balances, excluding purchase accounting marks and Construction as of June 30, 2024, unless otherwise noted.
- WA LTV represents the weighted average of loan balances as of June 30, 2024 divided by their most recent appraisal value, which is generally obtained at the time of origination.
- WA DSCR represents the weighted average of net operating income on the property before debt service divided by the loan's respective annual debt service based on the most recent credit review of the borrower.



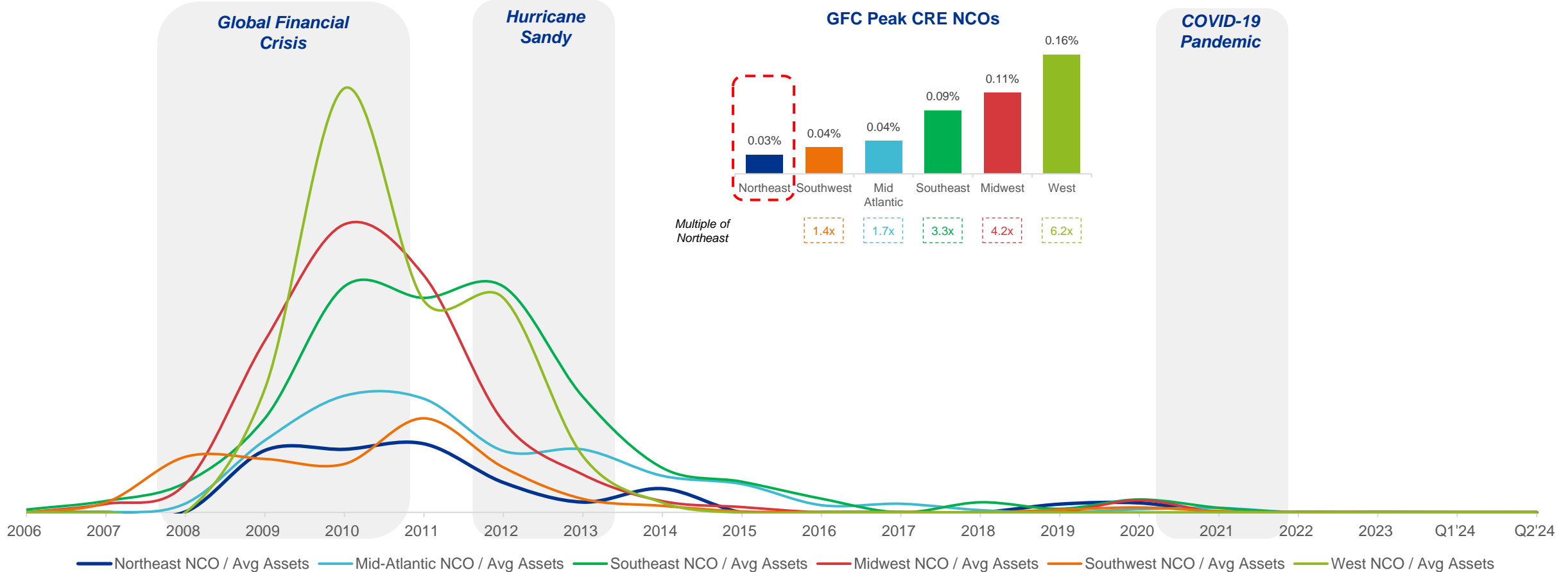
# Northeast Outperforms Through Credit Cycles...



- Historically, net charge-offs for Northeastern headquartered banks have greatly outperformed major exchange traded U.S. banks headquartered in other regions
- Median net charge-offs / average assets for Northeastern banks averaged 15 bps during the Global Financial Crisis compared to 50 bps for other regions. In Q2-24, median NCOs / average assets totaled 1 bp for Northeastern banks versus 5 bps for other regions



# ...With a Similar Story in Commercial Real Estate Portfolios



- Northeastern banks' CRE portfolio net charge-offs have also historically outperformed major exchange traded banks in other regions
- Median CRE net charge-offs / average assets for Northeastern banks averaged 2 bps during the Global Financial Crisis compared to 6 bps for other regions

# Non-GAAP Reconciliations (1 of 2)

Non-GAAP Reconciliation					
\$'000	For the Three Months Ended				
	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023
<b>Core Earnings:</b>					
Net income available to common stockholders (GAAP)	23,369	27,663	26,678	19,663	26,793
Add (less) non-recurring and non-core items:					
Net (gain) loss on equity investments	(887)	(1,923)	(2,176)	(1,452)	559
Net gain on sale of trust business	-	(1,162)	-	-	-
FDIC special assessment	-	418	1,663	-	-
Income tax expense (benefit) on items	188	642	129	351	(162)
<b>Core earnings (Non-GAAP)</b>	<b>22,670</b>	<b>25,638</b>	<b>26,294</b>	<b>18,562</b>	<b>27,190</b>
Income tax expense	7,082	10,637	8,591	6,459	8,996
Provision for credit losses	3,114	591	3,153	10,283	1,229
Less: income tax expense (benefit) on non-core items	188	642	129	351	(162)
<b>Core earnings PTPP (Non-GAAP)</b>	<b>32,678</b>	<b>36,224</b>	<b>37,909</b>	<b>34,953</b>	<b>37,577</b>
Core earnings diluted earnings per share	0.39	0.44	0.45	0.32	0.46
Core earnings PTPP diluted earnings per share	0.56	0.62	0.65	0.59	0.64
<b>Core Ratios (Annualized):</b>					
Return on average assets	0.68	0.76	0.77	0.54	0.81
Return on average tangible stockholders' equity	7.86	8.91	9.20	6.54	9.84
Return on average tangible common equity	8.26	9.36	9.67	6.88	10.36
Efficiency ratio	63.47	61.05	60.02	64.29	61.94

# Non-GAAP Reconciliations (2 of 2)

Non-GAAP Reconciliation					
\$'000	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023
<b>Tangible Equity</b>					
Total stockholders' equity	1,676,669	1,665,837	1,661,945	1,637,604	1,626,283
Less:					
Goodwill	506,146	506,146	506,146	506,146	506,146
Core deposit intangible	7,859	8,669	9,513	10,489	11,476
Tangible stockholders' equity	1,162,664	1,151,022	1,146,286	1,120,969	1,108,661
Less:					
Preferred Stock	55,527	55,527	55,527	55,527	55,527
<b>Tangible common equity</b>	<b>1,107,137</b>	<b>1,095,495</b>	<b>1,090,759</b>	<b>1,065,442</b>	<b>1,053,134</b>
<b>Tangible Assets</b>					
Total Assets	13,321,755	13,418,978	13,538,253	13,498,183	13,538,903
Less:					
Goodwill	506,146	506,146	506,146	506,146	506,146
Core deposit intangible	7,859	8,669	9,513	10,489	11,476
<b>Tangible assets</b>	<b>12,807,750</b>	<b>12,904,163</b>	<b>13,022,594</b>	<b>12,981,548</b>	<b>13,021,281</b>