



**Annual Meeting of Shareholders  
June 5, 2018**



# Cautionary Statements

## **Forward-Looking Information**

This presentation may include forward-looking statements by the Company and our authorized officers pertaining to such matters as our goals, intentions, and expectations regarding revenues, earnings, loan production, asset quality, capital levels, and acquisitions, among other matters; our estimates of future costs and benefits of the actions we may take; our assessments of probable losses on loans; our assessments of interest rate and other market risks; and our ability to achieve our financial and other strategic goals.

Forward-looking statements are typically identified by such words as “believe,” “expect,” “anticipate,” “intend,” “outlook,” “estimate,” “forecast,” “project,” and other similar words and expressions, and are subject to numerous assumptions, risks, and uncertainties, which change over time. Additionally, forward-looking statements speak only as of the date they are made; the Company does not assume any duty, and does not undertake, to update our forward-looking statements. Furthermore, because forward-looking statements are subject to assumptions and uncertainties, actual results or future events could differ, possibly materially, from those anticipated in our statements, and our future performance could differ materially from our historical results.

Our forward-looking statements are subject to the following principal risks and uncertainties: general economic conditions and trends, either nationally or locally; conditions in the securities markets; changes in interest rates; changes in deposit flows, and in the demand for deposit, loan, and investment products and other financial services; changes in real estate values; changes in the quality or composition of our loan or investment portfolios; changes in competitive pressures among financial institutions or from non-financial institutions; our ability to obtain the necessary shareholder and regulatory approvals of any acquisitions we may propose, our ability to successfully integrate any assets, liabilities, customers, systems, and management personnel we may acquire into our operations, and our ability to realize related revenue synergies and cost savings within expected time frames; changes in legislation, regulations, and policies; and a variety of other matters which, by their nature, are subject to significant uncertainties and/or are beyond our control.

More information regarding some of these factors is provided in the Risk Factors section of our Form 10-K for the year ended December 31, 2017 and in other SEC reports we file. Our forward-looking statements may also be subject to other risks and uncertainties, including those we may discuss in this presentation, or in our SEC filings, which are accessible on our website and at the SEC’s website, [www.sec.gov](http://www.sec.gov).

## **Our Supplemental Use of Non-GAAP Financial Measures**

This presentation may contain certain non-GAAP financial measures which management believes to be useful to investors in understanding the Company’s performance and financial condition, and in comparing our performance and financial condition with those of other banks. Such non-GAAP financial measures are supplemental to, and are not to be considered in isolation or as a substitute for, measures calculated in accordance with GAAP.



# We rank among the largest U.S. bank holding companies.

## ASSETS

**\$49.7 billion**

We recorded assets of **\$49.7 billion** at 3/31/18.

## DEPOSITS

**\$29.2 billion**

With **255 branches** in Metro New York, New Jersey, Ohio, Florida, and Arizona, our deposits at 3/31/18 totaled **\$29.2 billion**.

## MULTI-FAMILY LOANS

**\$28.7 billion**

With a portfolio of **\$28.7 billion** at the end of March, we are a leading producer of multi-family loans in New York City.

## TOTAL STOCKHOLDERS' EQUITY

**\$6.8 billion**

- Common stockholders' equity of \$6.3 billion at 3/31/18.
- Preferred equity of \$0.5 billion at 3/31/18.

## MARKET CAP

**\$6.4 billion**

Our market cap was **\$6.4 billion** at 3/31/18.

## TOTAL RETURN

**4,160%**

From 11/23/93 through 3/31/18, we provided our charter investors with a total return on investment of **4,160%**.<sup>(a)</sup>

(a) Bloomberg

Note: Except as otherwise indicated, all industry data was provided by S&P Global Market Intelligence as of 6/4/18.

# **PERFORMANCE HIGHLIGHTS**



# Income Statement Highlights

*(dollars in thousands, except per share data)*

	1Q 2018
<b>Strong Profitability Measures:</b>	
Net income	\$106,552
Diluted earnings per common share	\$0.20
Return on average assets	0.87%
Return on average common stockholders' equity	6.26
Return on average tangible assets <sup>(a)</sup>	0.92
Return on average tangible common stockholders' equity <sup>(a)</sup>	10.21
Net interest margin	2.42
Efficiency ratio	47.45

*(a) ROTA and ROTCE are non-GAAP financial measures. Please see page 30 for a discussion and reconciliation of these measures to our ROA and ROCE.*



# Balance Sheet Highlights

## BALANCE SHEET

3/31/18

Loans, net / total assets	78.1%
Securities / total assets	6.9
Deposits / total assets	58.9
Wholesale borrowings / total assets	26.1

## COMPANY CAPITAL

3/31/18

Common stockholders' equity / total assets	12.64%
Common equity tier 1 capital ratio	11.46
Tier 1 risk-based capital ratio	12.93
Total risk-based capital ratio	14.43
Leverage capital ratio	9.50

## ASSET QUALITY

At or for the Three Months Ended 3/31/18

Non-performing loans / total loans	0.19%
Non-performing assets / total assets	0.18
Net charge-offs / average loans (non-annualized)	0.02

## BANK CAPITAL

3/31/18

### Community Bank:

Common equity tier 1 capital ratio	13.55%
Total risk-based capital ratio	13.97

### Commercial Bank:

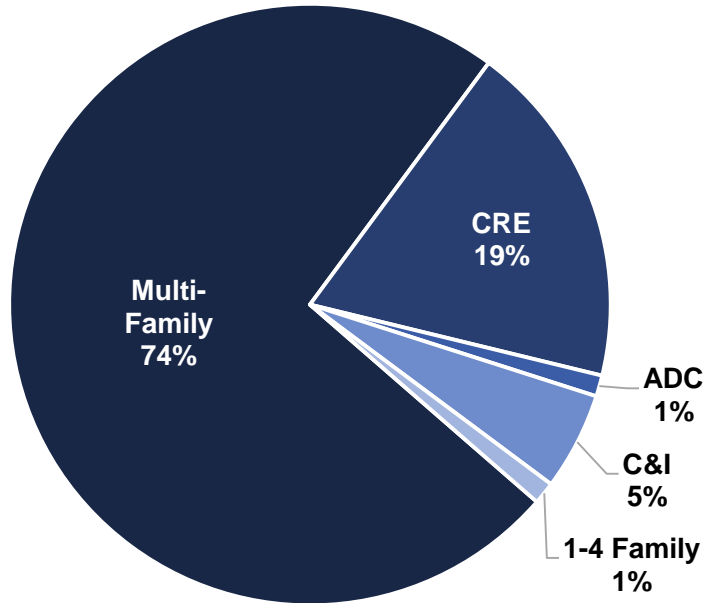
Common equity tier 1 capital ratio	15.69%
Total risk-based capital ratio	16.81



# Loans and Deposits

## LOANS

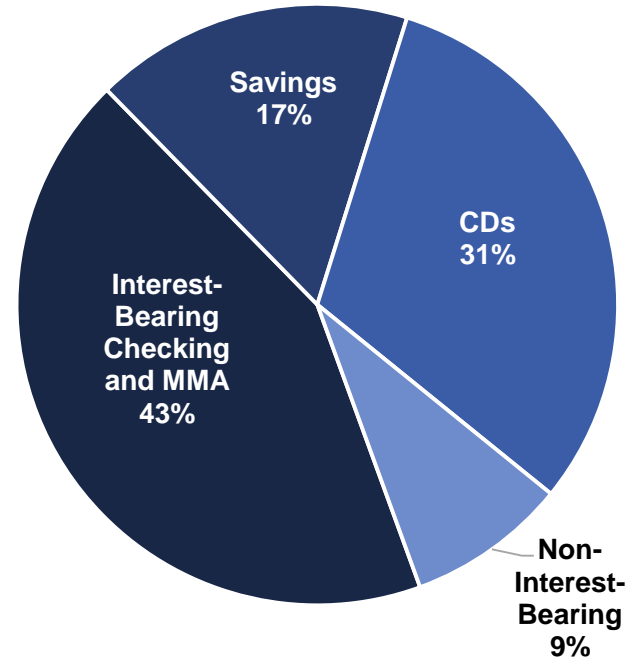
AT 3/31/18



TOTAL HFI LOANS: \$38.8 BN  
AVERAGE YIELD ON LOANS: 3.72%

## DEPOSITS

AT 3/31/18



TOTAL DEPOSITS: \$29.2 BN  
AVERAGE COST OF INTEREST-BEARING DEPOSITS: 1.10%



# Our regulatory capital ratios exceed those of our peers.

<b>RATIO</b>	<b>NYCB</b> <i>AT 3/31/18</i>	<b>PEERS</b> <i>(MEDIAN AT 3/31/18)</i>	<b>SNL B&amp;T</b> <i>(MEDIAN AT 3/31/18)</i>
Tier 1 Risk-Based Capital	12.93%	11.96%	12.39%
Total Risk-Based Capital	14.43	13.57	13.96
Tier 1 Leverage	9.50	9.47	9.99
Common Equity Tier 1	11.46	10.82	11.77



# Our 2017 Performance Ranks Among the Top 10

Rank	Company	Score <sup>(1)</sup>	ROAA (%)	ROATCE (%)	Efficiency (%)	Median 3-Yr TBVPS		NCOs/Avg. Loans (%)	NPLS/Loans (%)
						Growth (%)			
1	Sterling Bancorp Inc. (SBT)	178.52	1.54	20.53	35.25	32.2		-0.04	0.13
2	BofI Holding Inc. (BOFI)	164.07	1.63	16.67	37.73	22.4		0.05	0.38
3	Hingham Institution for Savings (HIFS)	144.93	1.21	14.73	30.08	15.6		0.00	0.19
4	Timberland Bancorp Inc. (TSBK)	112.94	1.56	14.38	57.28	9.5		-0.14	0.75
5	FS Bancorp Inc. (FSBW)	109.27	1.53	15.68	68.24	14.2		0.03	0.13
6	Greene County Bancorp Inc. (MHC) (GCBC)	96.24	1.30	15.37	50.08	10.2		0.09	0.77
7	Triumph Bancorp Inc. (TBK)	61.08	1.27	13.95	63.78	15.6		0.28	1.33
8	Dime Community Bancshares Inc. (DCOM)	57.36	0.84	9.86	51.65	7.0		0.00	0.15
9	Oritani Financial Corp. (ORIT)	57.22	1.05	7.71	34.66	0.7		-0.01	0.41
<b>10</b>	<b>New York Community Bancorp Inc. (NYCB)</b>	<b>44.05</b>	<b>0.96</b>	<b>11.63</b>	<b>51.96</b>	<b>4.3</b>		<b>0.16</b>	<b>0.22</b>
11	BSB Bancorp Inc. (BLMT)	37.99	0.61	8.34	51.56	6.5		0.00	0.24
12	Provident Financial Services Inc. (PFS)	37.75	0.99	11.00	54.31	5.2		0.10	0.91
13	Meta Financial Group Inc. (CASH)	34.14	1.17	24.14	64.75	-0.2		0.64	0.13
14	Meridian Bancorp Inc. (EBSB)	32.38	0.89	NA	52.51	4.2		0.00	0.45
15	TrustCo Bank Corp NY (TRST)	30.54	0.88	9.65	53.72	4.6		0.05	0.99
16	Riverview Bancorp Inc. (RVSB)	28.33	0.83	10.79	65.46	5.2		-0.08	1.04
17	Capitol Federal Financial Inc. (CFFN)	25.14	0.86	6.93	41.00	-2.2		0.00	0.57
18	First Defiance Financial Corp. (FDEF)	23.24	1.13	13.04	60.61	3.5		0.10	1.89
19	First Capital Inc. (FCAP)	22.40	0.99	10.53	61.03	5.5		0.17	0.82
20	Territorial Bancorp Inc. (TBNK)	15.35	0.77	6.33	58.68	3.3		0.00	0.34
21	Charter Financial Corp. (CHFNI)	13.87	0.90	8.04	64.68	0.6		-0.07	0.51
22	United Financial Bancorp Inc. (UBNK)	13.51	0.80	10.01	61.92	4.6		0.10	0.84
23	Waterstone Financial Inc. (WSBF)	6.39	1.43	6.33	74.74	1.9		0.06	0.63
24	WSFS Financial Corp. (WSFS)	2.1	0.74	9.73	60.19	6.5		0.22	1.19
25	First Connecticut Bancorp Inc. (FBNK)	-6.79	0.55	5.95	64.81	5.7		0.02	0.80

Source: S&P Global, "The Best of the Biggest Major Exchange – Traded Thrifts." The table above only shows the top 25 companies.

(1) Score based on a scale of -200 to 200. Analysis limited to the 50 largest thrifts by total assets at December 31, 2017, trading on the NASDAQ, NYSE, or NYSE MKT. Companies ranked according to six weighted metrics: ROAA (20%), Efficiency Ratio (20%), TBV per share median 3-year growth (20%), NCOs/Average Loans (10%), and NPLs/Loans (10%). Each metric score calculated by measuring a company's standardized deviation from the top 50 mean.



## In 2017, We Took Several Measures to Re-Position the Company for Growth.



Raised \$503 million in preferred stock to support future growth plans.



We sold our non-core residential mortgage banking business, acquired in the FDIC-assisted acquisition of AmTrust Bank.



We sold our covered loan portfolio.

**THE LAST TWO ACTIONS RESULTED IN THE COMPANY RECORDING A PRE-TAX GAIN OF \$82 MILLION AND RECEIVING CASH PROCEEDS OF \$2 BILLION.**



## We are a main beneficiary of the recently enacted tax-reform and regulatory relief legislation



The Tax Cuts and Jobs Act was enacted late last year. We recorded a \$42 million tax benefit and our effective tax rate in 2018 is expected to decline to 26.5% compared to 37.0% previously.



The Economic Growth Regulatory Relief, and Consumer Protection Act (S.2155) was signed into law in late May.



A key element of the new law is increasing the threshold to be considered a SIFI to \$250 billion from \$50 billion.

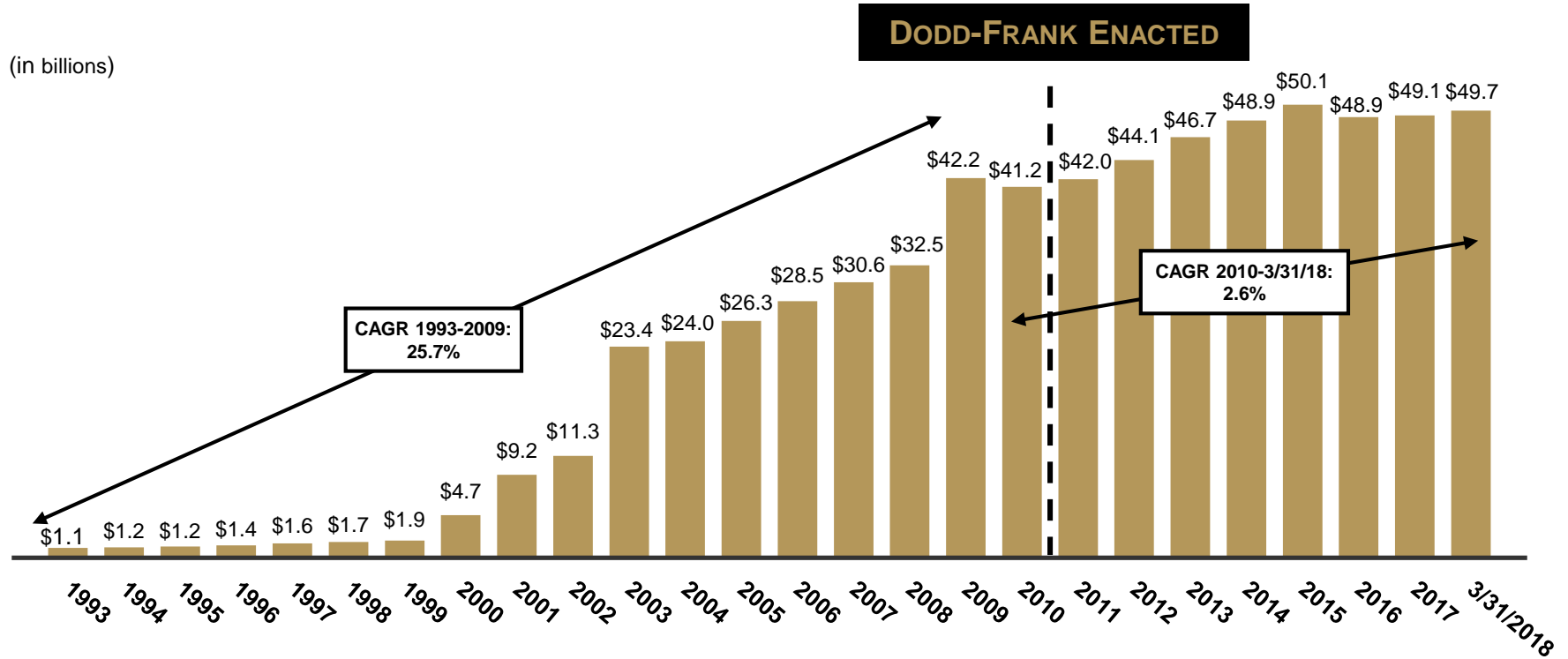


Raising the SIFI threshold would benefit the Company in several ways:

- enable us to grow our loan portfolio organically,
- facilitate our ability to engage in mergers with institutions, regardless of size;
- further reduce our operating expenses due to lower regulatory compliance costs.



# Asset Growth Prior to and Since Dodd-Frank was Enacted



**LOOKING  
FORWARD**



# Levers for Future Earnings Growth

## LOAN GROWTH SHOULD CONTINUE THROUGHOUT 2018

- Total HFI loans grew \$501 million or 5% on an annualized basis, and we expect loan growth to continue throughout 2018. Multi-family loans increased \$582 million or 8% on an annualized basis
- We have ample room to grow on a trailing quarterly average basis without breaking the SIFI threshold.

## SIGNIFICANT REINVESTMENT OPPORTUNITIES AHEAD

- We have \$2.7 billion of excess cash earning 1.60%.
- Current coupons on our traditional 5 year multi-family product are about 4.00% – 4.25%, compared to portfolio yield of 3.43%

## FURTHER IMPROVEMENTS IN OPERATING EXPENSES

- Q2 2018 operating expenses are expected to be about \$137 million.
- We anticipate additional cost save opportunities from lower SIFI-readiness expenses.
- Annual cost savings from the sale of our mortgage banking operations are estimated at \$60 million.

**LOAN GROWTH AND LOWER EXPENSES SHOULD RESULT IN OPERATING LEVERAGE IN 2018.**

# **OUR BUSINESS MODEL**

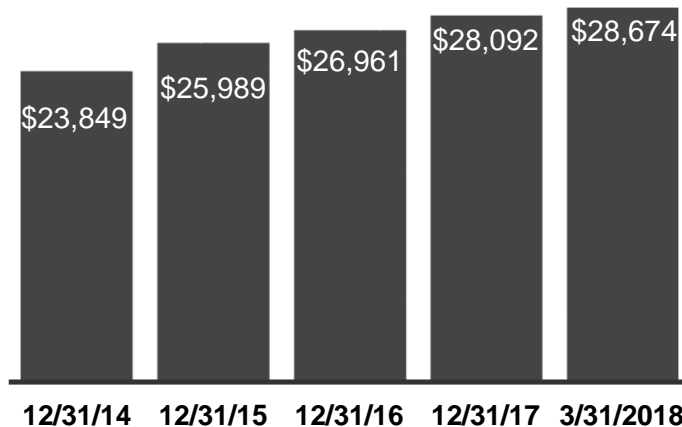
**STRATEGIC  
LOAN  
PRODUCTION**



**We are a leading producer of multi-family loans on non-luxury apartment buildings in NYC with rent-regulated units.**

### MULTI-FAMILY LOAN PORTFOLIO

(in millions)



Originations:	\$7,584	\$9,214	\$5,685	\$5,378	\$1,706
Net Charge-Offs (Recoveries):	\$0	\$(4)	\$0	\$0	\$0

### PORTFOLIO STATISTICS AT OR FOR THE 3 MONTHS ENDED 3/31/18

- % of non-covered loans held for investment = 73.7%
- Average principal balance = \$5.8 million
- Weighted average life = 2.7 years
- % of our multi-family loans located in Metro New York = 76.2%
- % of HFI loan originations = 70.6%



## The way we lend in this market niche has distinguished our performance from that of other multi-family lenders.



Of the loans in our portfolio that are collateralized by multi-family buildings in the five boroughs of New York City, 88% are collateralized by buildings with rent-regulated units featuring below-market rents.



Rent-regulated buildings are more likely to retain their tenants – and, therefore, their revenue stream – in downward credit cycles.



Together with our conservative underwriting standards, our focus on multi-family lending in this niche market has resulted in our record of superior asset quality.



Over the course of our public life, losses on multi-family loans have amounted to a mere \$145.8 million, representing 0.18% of the \$79.2 billion of multi-family loans we have originated since 1993. Losses on commercial real estate loans totaled \$21.7 million, or 0.11%, of the \$19.5 billion of CRE loans we originated during the same time.



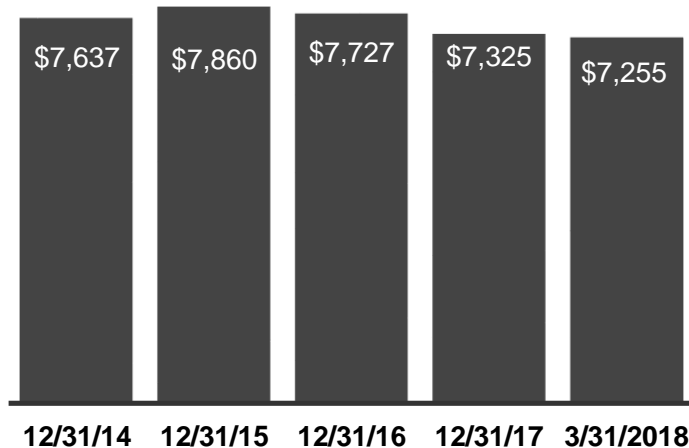
Multi-family loans are less costly to produce and service than other types of loans, and therefore contribute to our superior efficiency.



# Commercial real estate lending has been a logical extension of our emphasis on multi-family loans.

## COMMERCIAL REAL ESTATE LOAN PORTFOLIO

(in millions)



Originations:	\$1,661	\$1,842	\$1,180	\$1,039	\$177
Net Charge-Offs (Recoveries):	\$1	\$(1)	\$(1)	\$0	\$3

## PORTFOLIO STATISTICS AT OR FOR THE 3 MONTHS ENDED 3/31/18

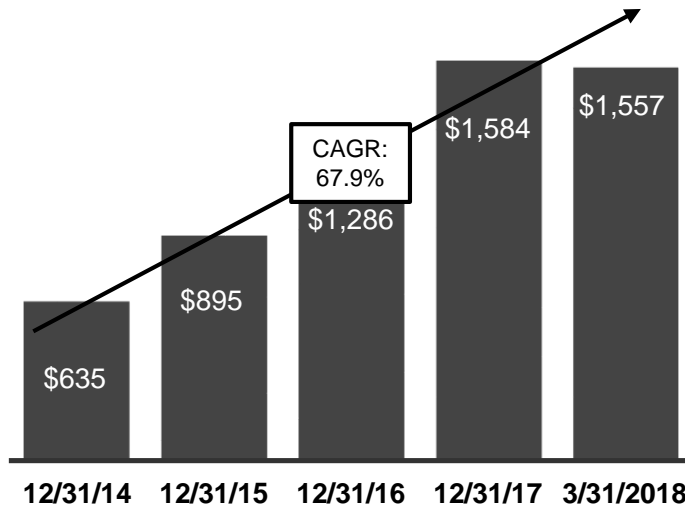
- % of non-covered loans held for investment = 18.7%
- Average principal balance = \$5.8 million
- Weighted average life = 2.9 years
- % of our CRE loans located in Metro New York = 88.1%
- % of HFI loan originations = 7.3%



# The launch of our specialty finance business provided us with another high-quality lending niche.

## SPECIALTY FINANCE LOAN AND LEASE PORTFOLIO

(in millions)



Originations:	\$848	\$1,068	\$1,266	\$1,784	\$397
Net charge-Offs:	\$0	\$0	\$0	\$0	\$0

### LOAN TYPES

- Syndicated asset-based (ABLs) and dealer floor-plan (DFPLs) loans
- Equipment loan and lease financing (EF)

### CLIENT CHARACTERISTICS

- Large corporate obligors
- Investment grade or near-investment grade ratings
- Mostly publicly traded
- Participants in stable, nationwide industries

### PRICING

- Floating rates tied to LIBOR (ABLs and DFPLs)
- Fixed rates at a spread over treasuries (EF)

### RISK-AVERSE CREDIT & UNDERWRITING STANDARDS

- We require a perfected first-security interest in or outright ownership of the underlying collateral
- Loans are structured as senior debt or as non-cancellable leases
- Transactions are re-underwritten in-house
- Underlying documentation reviewed by counsel

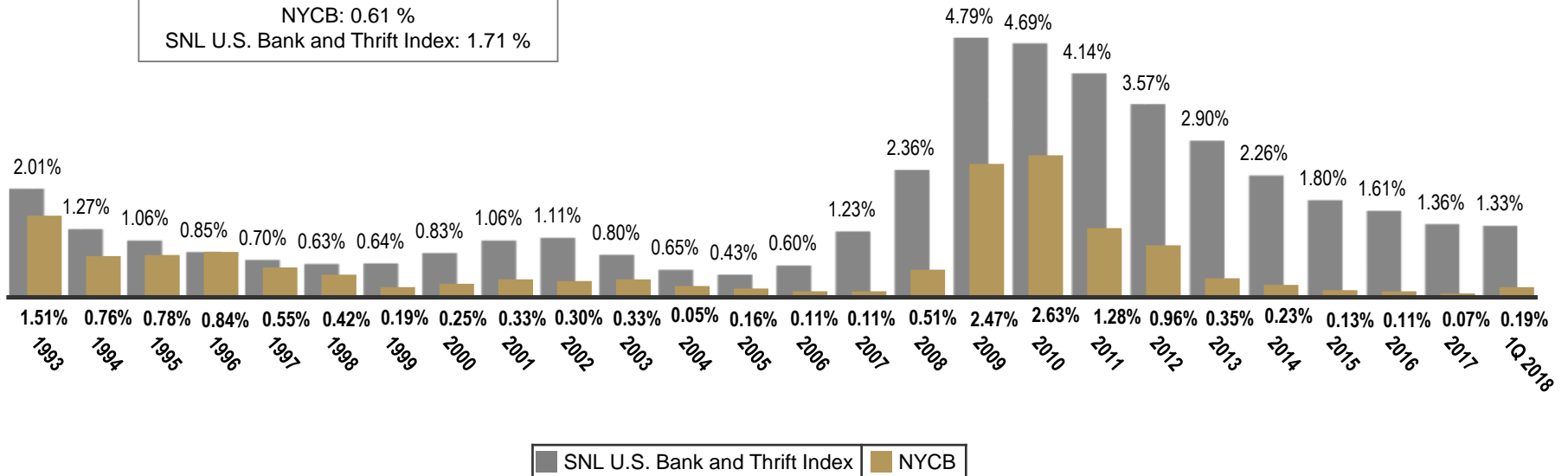
# **ASSET QUALITY**



# Our asset quality in down credit cycles has consistently distinguished us from our industry peers.

## NON-PERFORMING LOANS<sup>(a)(b)</sup> / TOTAL LOANS<sup>(a)</sup>

**Average NPLs/Total Loans**  
 NYCB: 0.61 %  
 SNL U.S. Bank and Thrift Index: 1.71 %

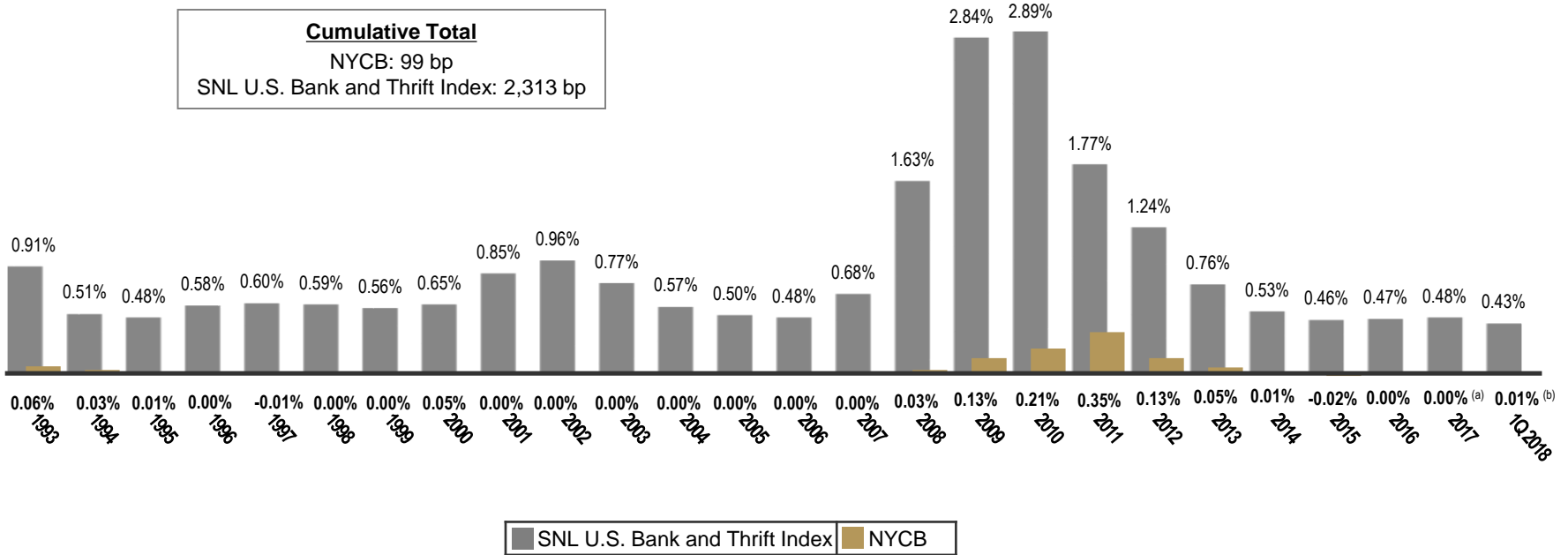


(a) Non-performing loans and total loans exclude covered loans and non-covered purchased credit-impaired ("PCI") loans.  
 (b) Non-performing loans are defined as non-accrual loans and loans 90 days or more past due but still accruing interest. Our non-performing loans at 12/31/16 and 12/31/17 exclude taxi medallion-related loans.



# Few of our non-performing loans have resulted in actual losses.

## NET CHARGE-OFFS / AVERAGE LOANS



(a) The calculation of our net charge-offs to average loans for 2017 excludes charge-offs of \$59.6 million on taxi medallion-related loans.  
 (b) The calculation of our net charge-offs to average loans for 1Q2018 excluded charge-offs of \$1.6 million on taxi medallion-related loans.



# The quality of our assets reflects the nature of our lending niche and our strong underwriting standards.

## CONSERVATIVE UNDERWRITING

- Conservative loan-to-value ratios
- Conservative debt service coverage ratios: 120% for multi-family loans and 130% for CRE loans
- Multi-family and CRE loans are based on the lower of economic or market value.

## ACTIVE BOARD INVOLVEMENT

- The Mortgage Committee and the Credit Committee approve all mortgage loans >\$50 million and all “other C&I” loans >\$5 million; the Credit Committee also approves all specialty finance loans >\$15 million.
- A member of the Mortgage or Credit Committee participates in inspections on multi-family loans in excess of \$7.5 million, and CRE and ADC loans in excess of \$4.0 million.
- All loans of \$20 million or more originated by the Community Bank and all loans of \$10 million or more originated by the Commercial Bank are reported to the Board.

## MULTIPLE APPRAISALS

- All properties are appraised by independent appraisers.
- All independent appraisals are reviewed by in-house appraisal officers.
- A second independent appraisal review is performed on loans that are large and complex.

## RISK-AVERSE MIX OF NON-COVERED LOANS HELD FOR INVESTMENT

(AT 3/31/18)

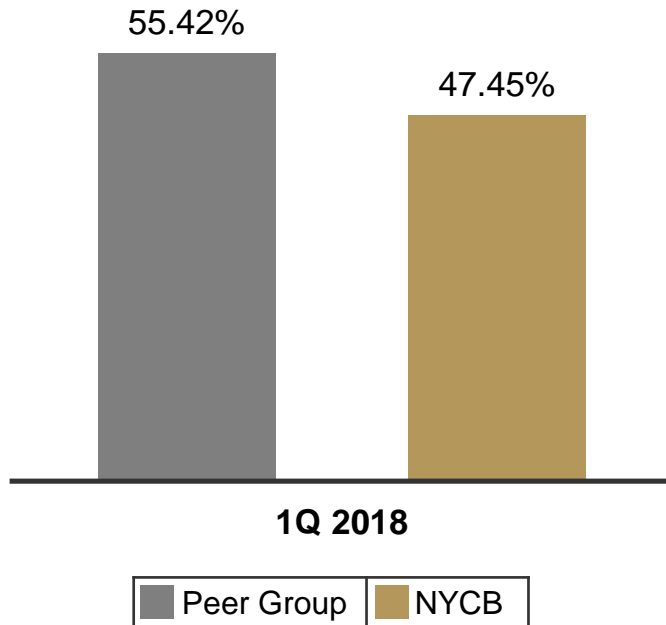
- Multi-Family: 73.7%
- CRE: 18.7%
- Commercial & Industrial: 5.3%
- One-to-Four Family: 1.2%
- ADC: 1.1%

**EFFICIENCY**



# Efficiency has been another Company hallmark.

## EFFICIENCY RATIO



## HISTORICAL DRIVERS OF OUR EFFICIENCY

- Multi-family and CRE lending are both broker-driven, with the borrower paying fees to the mortgage brokerage firm.
- Products and services are typically developed by third-party providers; their sales are a complementary source of revenues.
- Franchise expansion has largely stemmed from mergers and acquisitions; we rarely engage in de novo branch development.
- Going forward, our efficiency ratio should continue to benefit from the approximately \$60 million in annual cost savings from the sale of our mortgage banking operations and anticipated lower SIFI-readiness expenses.

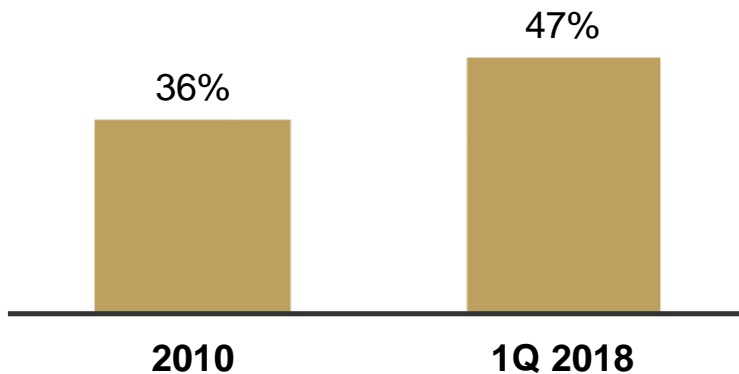


# Our efficiency ratio has increased significantly since the enactment of Dodd-Frank.

## PREPARING FOR SIFI STATUS

- Following the enactment of the Dodd-Frank Act, we began allocating significant resources towards SIFI preparedness.
- The degree to which we have already leveraged the cost of SIFI compliance is reflected in the ~ 1,100-basis point increase in our efficiency ratio since the enactment of Dodd-Frank.

### NYCB EFFICIENCY RATIO PRIOR TO AND SINCE DODD-FRANK



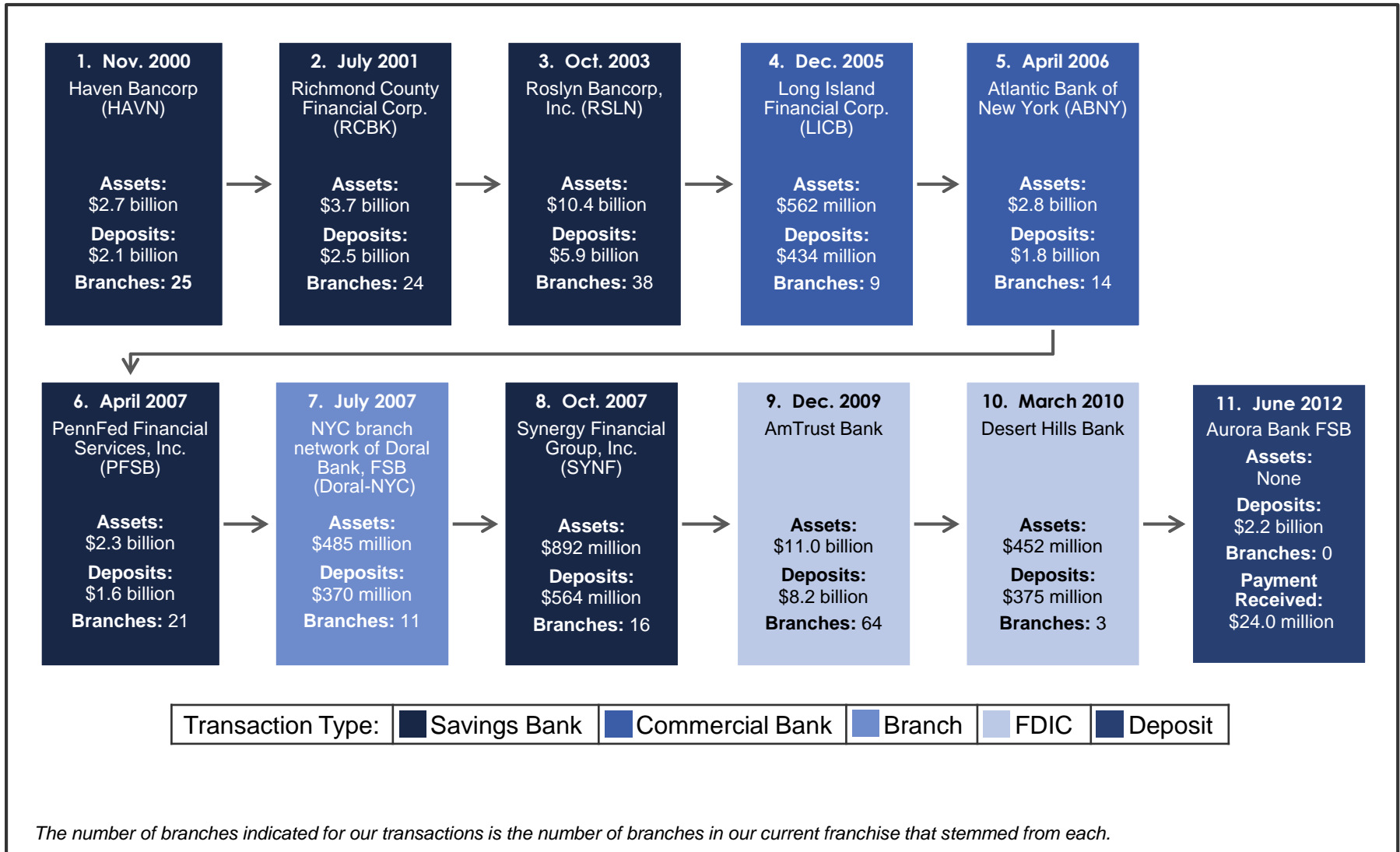
### SIFI COMPLIANCE

- At this juncture, the majority of the SIFI-related investments have been made.
- Key infrastructure investments to date include:
  - Enhanced ERM and corporate governance frameworks
  - Bottom-up capital planning and stress testing capabilities
  - Substantial expansion of regulatory compliance staff

**GROWTH  
THROUGH  
ACQUISITIONS**



# We have a long history of earnings-accretive transactions.

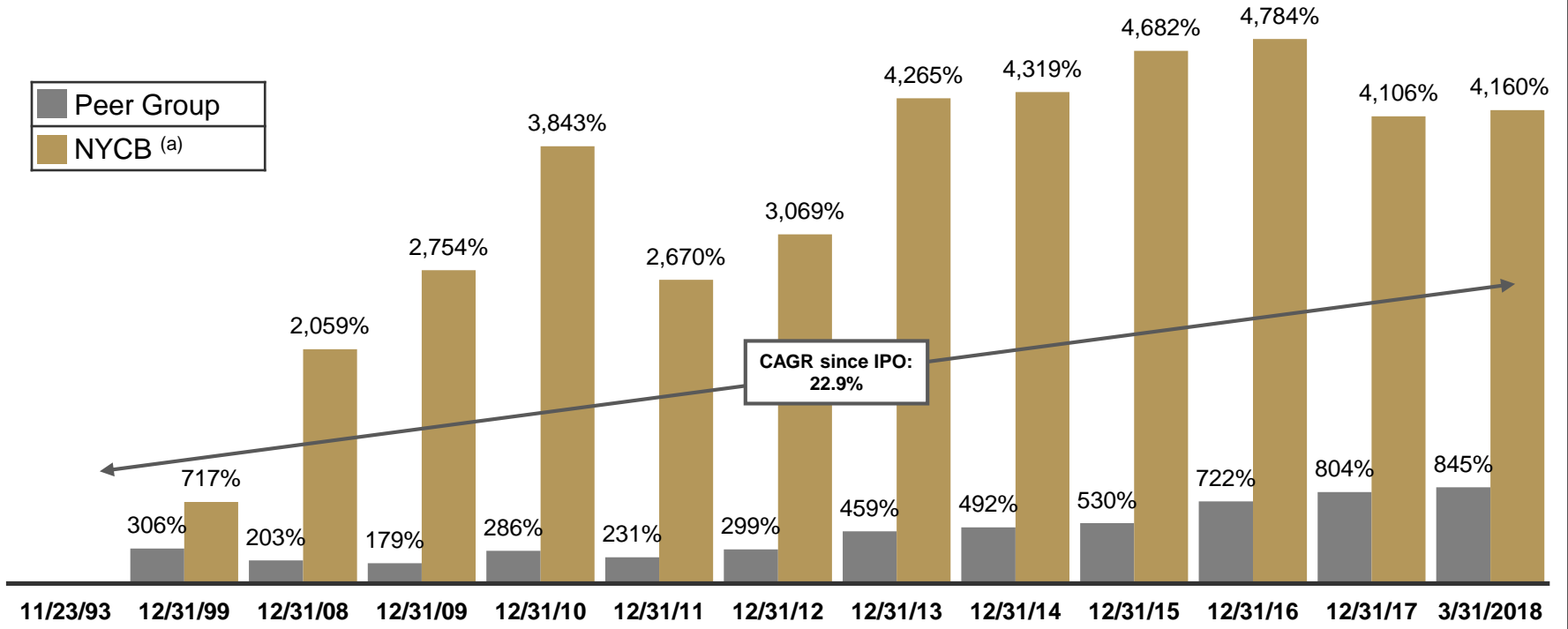




# The benefits of our business model are reflected in our total return over the course of our public life.

## TOTAL RETURN ON INVESTMENT

Peer Group  
NYCB (a)



➔ As a result of nine stock splits between 1994 and 2004, our charter shareholders have 2,700 shares of NYCB stock for each 100 shares originally purchased.

(a) Bloomberg



## For More Information

**VISIT OUR WEBSITE:**

[ir.myNYCB.com](http://ir.myNYCB.com)

**E-MAIL REQUESTS TO:**

[ir@myNYCB.com](mailto:ir@myNYCB.com)

**CALL INVESTOR RELATIONS AT:**

(516) 683-4420

**WRITE TO:**

Investor Relations  
New York Community Bancorp, Inc.  
615 Merrick Avenue  
Westbury, NY 11590

# APPENDIX



# Reconciliations of GAAP and Non-GAAP Measures

While average stockholders' equity, average assets, return on average assets, and return on average stockholders' equity are financial measures that are recorded in accordance with U.S. generally accepted accounting principles ("GAAP"), average tangible stockholders' equity, average tangible assets, return on average tangible assets, and return on average tangible stockholders' equity are not. Nevertheless, it is management's belief that these non-GAAP measures should be disclosed in our SEC filings, earnings releases, and other investor communications, for the following reasons:

1. Average tangible stockholders' equity is an important indication of the Company's ability to grow organically and through business combinations, as well as our ability to pay dividends and to engage in various capital management strategies.
2. Returns on average tangible assets and average tangible stockholders' equity are among the profitability measures considered by current and prospective investors, both independent of, and in comparison with, our peers.

We calculate average tangible stockholders' equity by subtracting from average stockholders' equity the sum of our average goodwill and core deposit intangibles ("CDI"), and calculate average tangible assets by subtracting the same sum from our average assets.

Average tangible stockholders' equity, average tangible assets, and the related non-GAAP profitability measures should not be considered in isolation or as a substitute for average stockholders' equity, average assets, or any other profitability or capital measure calculated in accordance with GAAP. Moreover, the manner in which we calculate these non-GAAP measures may differ from that of other companies reporting non-GAAP measures with similar names.

The following table presents reconciliations of our average common stockholders' equity and average tangible common stockholders' equity, our average assets and average tangible assets, and the related GAAP and non-GAAP profitability measures at or for the three months ended March 31, 2018:

	<b>For the Three Months Ended March 31, 2018</b>
(dollars in thousands)	
Average common stockholders' equity	\$ 6,287,730
Less: Average goodwill and core deposit intangibles	(2,436,131)
Average tangible common stockholders' equity	<u>\$ 3,851,599</u>
Average assets	\$48,862,383
Less: Average goodwill and core deposit intangibles	(2,436,131)
Average tangible assets	<u>\$46,426,252</u>
Net income available to common shareholders <sup>(1)</sup>	\$98,345
Add back: Amortization of core deposit intangibles, net of tax	--
Adjusted net income <sup>(2)</sup>	<u>\$98,345</u>
<b>GAAP:</b>	
Return on average assets	0.87%
Return on average common stockholders' equity	6.26
<b>Non-GAAP:</b>	
Return on average tangible assets	0.92
Return on average tangible common stockholders' equity	10.21

(1) To calculate our returns on average assets and average common stockholders' equity for a period, we divide the net income available to common shareholders generated during that period by the average assets and the average common stockholders' equity recorded during that time.

(2) To calculate our returns on average tangible assets and average tangible common stockholders' equity for a period, we adjust the net income available to common shareholders generated during that period by adding back the amortization of CDI, net of tax, and then divide that adjusted net income by the average tangible assets and the average tangible common stockholders' equity recorded during that time.



# Peer Group

PEER	TICKER
BankUnited, Inc.	BKU
Comerica Incorporated	CMA
F.N.B. Corporation	FITB
Fifth Third Bancorp	FNB
Huntington Bancshares Incorporated	HBAN
Investors Bancorp, Inc.	ISBC
M&T Bank Corporation	MTB
Bank of the Ozarks	OZRK
People's United Financial, Inc.	PBCT
Signature Bank	SBNY
Sterling Bancorp	STL
Synovus Financial Corp.	SNV
Valley National Bancorp	VLV
Webster Financial Corporation	WBS
Zions Bancorporation	ZION