EWBC Earnings Results

First Quarter 2022

April 21, 2022

EAST WEST BANK
Your financial bridge®

Forward-Looking Statements

Forward-Looking Statements

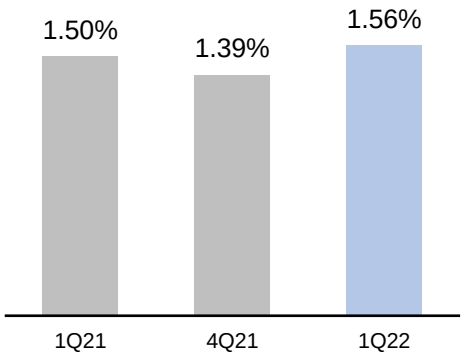
This presentation contains forward-looking statements that are intended to be covered by the safe harbor for such statements provided by the Private Securities Litigation Reform Act of 1995. These statements are based on the current beliefs and expectations of the management of East West Bancorp, Inc. (the "Company") and are subject to significant risks and uncertainties. You should not place undue reliance on these statements. Factors that could cause the Company's actual results to differ materially from those described in the forward-looking statements include, among others, changes in the U.S. economy or local, regional and global business, economic and political conditions and geopolitical events; the impacts of the ongoing COVID-19 pandemic; changes in laws or the regulatory environment, including trade, monetary and fiscal policies and laws; and changes in the commercial and consumer real estate markets and in consumer spending and savings habits. These factors also consist of those contained in the Company's filings with the Securities and Exchange Commission, including the "Risk Factors" section of the Company's Annual Report on Form 10-K for the year ended December 31, 2021. When considering these forward-looking statements, you should keep in mind these risks and uncertainties, as well as any cautionary statements the Company may make. These statements speak only as of the date they are made and are based only on information then actually known to the Company. The Company does not undertake to update any forward-looking statements except as required by law.

Non-GAAP Financial Measures

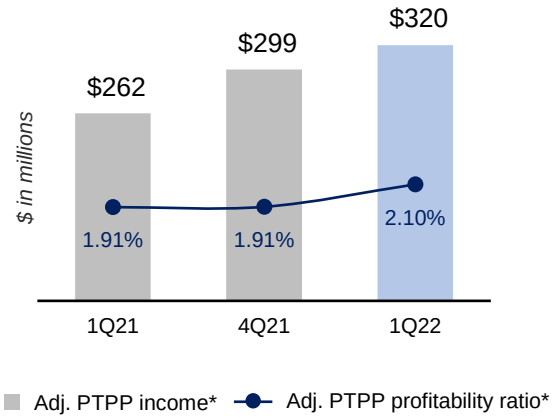
Certain financial information in this presentation has not been prepared in accordance with U.S. generally accepted accounting principles ("GAAP") and is presented on a non-GAAP basis. Investors should refer to the reconciliations included in this presentation and should consider the Company's non-GAAP financial measures in addition to, not as a substitute for or superior to, measures prepared in accordance with GAAP. These measures may not be comparable to similarly titled measures used by other companies.

Highlights of First Quarter 2022

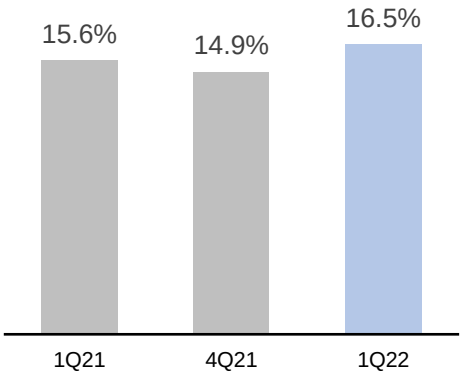
Return on Average Assets



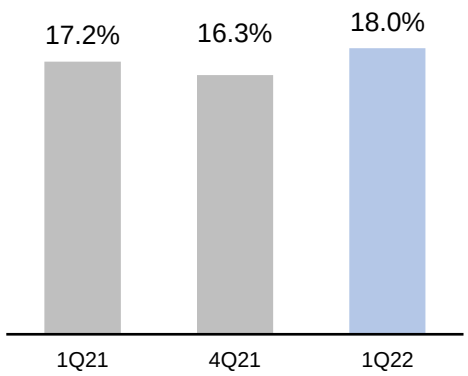
Adjusted Pre-Tax, Pre-Provision Income* & Profitability Ratio*



Return on Average Equity



Return on Average Tangible Equity*



1Q22 Net Income
$238 million

1Q22 Diluted EPS
$1.66

Record Loans
$43.5 billion

Record Deposits
$54.9 billion

Record Demand Deposits
$24.9 billion

1Q22 Total Revenue
$495 million

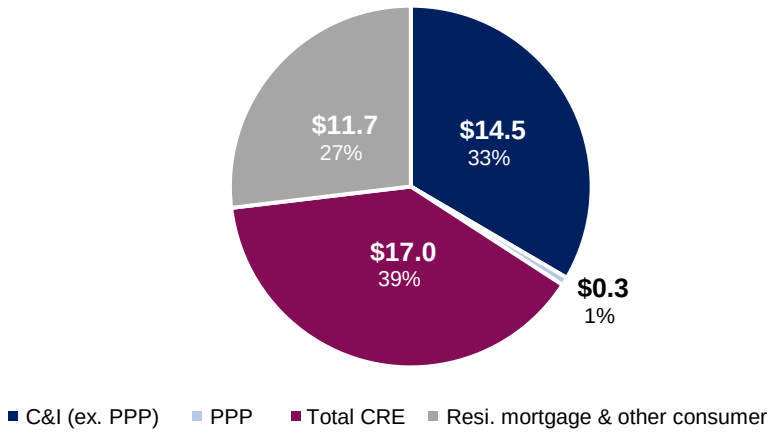
1Q22 Adj. Efficiency Ratio*
35.3%

* See reconciliation of GAAP to non-GAAP financial measures in the appendix and in the Company's Earnings Press Releases.

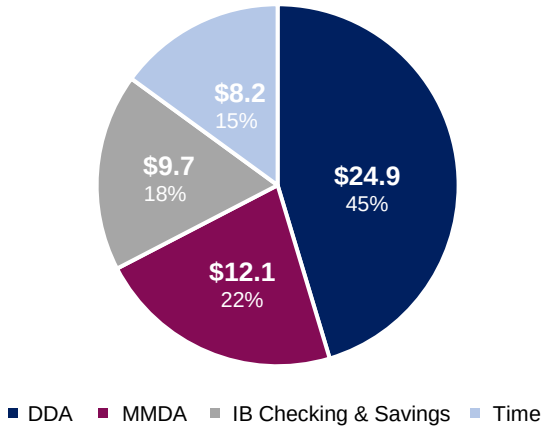
03.31.22: Strong, Well-Diversified Balance Sheet

$ in millions, except per share data	03.31.22	12.31.21	Q-o-Q Change
Cash equivalents & ST investments	$ 4,665	$ 4,649	$ 16
Repo assets	1,957	2,354	(397)
AFS debt securities	6,729	9,965	(3,236)
HTM debt securities	2,998	__	2,998
Gross loans (ex. PPP)	$ 43,173	$ 41,160	$ 2,013
PPP loans	318	534	(216)
Total loans	**$ 43,491**	**$ 41,694**	**$ 1,797**
Allowance for loan losses (ALLL)	(546)	(542)	(4)
Net Loans	**$ 42,945**	**$ 41,152**	**$ 1,793**
Other assets	2,947	2,751	196
Total Assets	**$ 62,241**	**$ 60,871**	**$ 1,370**
Customer deposits	$ 54,938	$ 53,351	$ 1,587
FHLB advances & repo funding	375	549	(174)
Other ST & LT debt & finance lease liab.	152	152	-
Other liabilities	1,073	981	92
Total Liabilities	**$ 56,538**	**$ 55,033**	**$ 1,505**
Total Stockholders' Equity	**$ 5,703**	**$ 5,837**	**$ (134)**
Book value per share	$ 40.09	$ 41.13	$ (1.04)
Tangible equity per share*	$ 36.76	$ 37.79	$ (1.03)
Tang. equity to tang. assets ratio*	**8.47%**	**8.88%**	**(41) bp**

Record Loans as of 03.31.22: $43.5 billion
($ in billions)



Record Deposits as of 03.31.22: $54.9 billion
($ in billions)

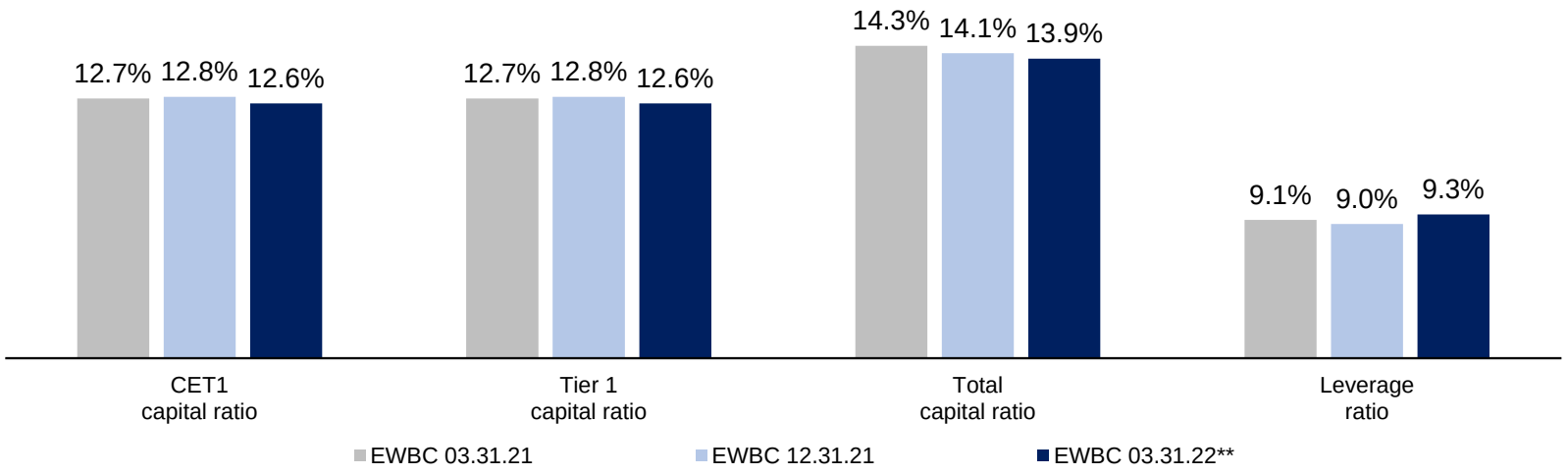


EAST WEST BANK

* See reconciliation of GAAP to non-GAAP financial measures in the appendix and in the Company's Earnings Press Releases.

03.31.22: Strong Capital Ratios

- Book value per share of $40.09 as of 03.31.22: -2.5% Q-o-Q and +8% Y-o-Y. Tangible equity* per share of $36.76 as of 03.31.22: -3% Q-o-Q and +8% Y-o-Y.
  - Q-o-Q decline in equity: negative change in accumulated other comprehensive income (“AOCI”) of $304.5mm and dividends declared of $58mm, partially offset by net income of $238 million.
  - Negative change in AOCI due to increased unrealized losses in AFS debt securities, which reflected the impact of rising interest rates on security valuations. To temper this, moved $3.0bn of securities out of AFS to HTM as of February 1, 2022.
- Tangible equity to tangible assets ratio* of 8.5% as of 03.31.22, -41bps from 12.31.21 and -6bps from 03.31.21.
- Dividend: 2Q22 quarterly common stock dividend of $0.40 per share, equivalent to $1.60 per share annualized.
- No buybacks during 1Q22.

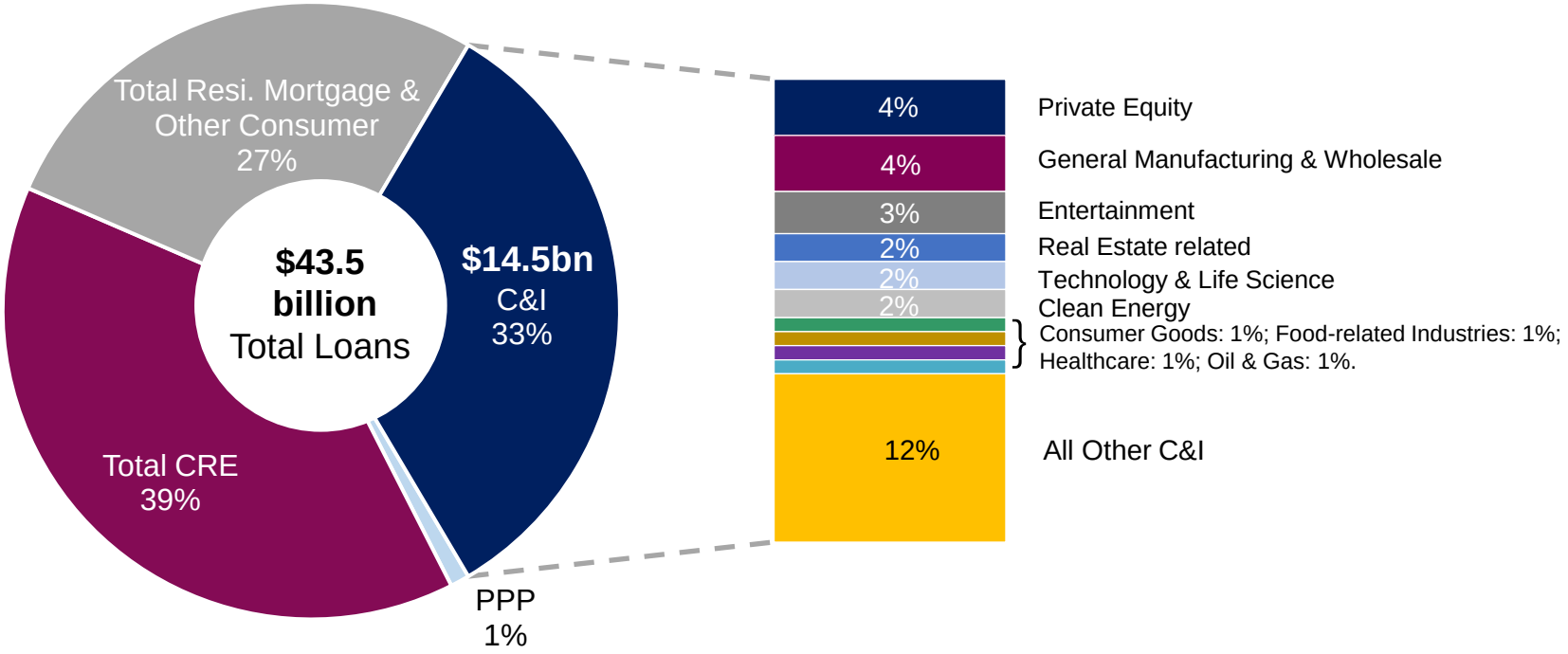


**The Company has elected to use the 2020 CECL transition provision in the calculation of its March 31, 2022, December 31, 2021, and March 31, 2021 regulatory capital ratios. The Company’s March 31, 2022 regulatory capital ratios are preliminary.

* See reconciliation of GAAP to non-GAAP financial measures in the appendix and in the Company’s Earnings Press Releases.

03.31.22: Diversified Commercial Loan Portfolio

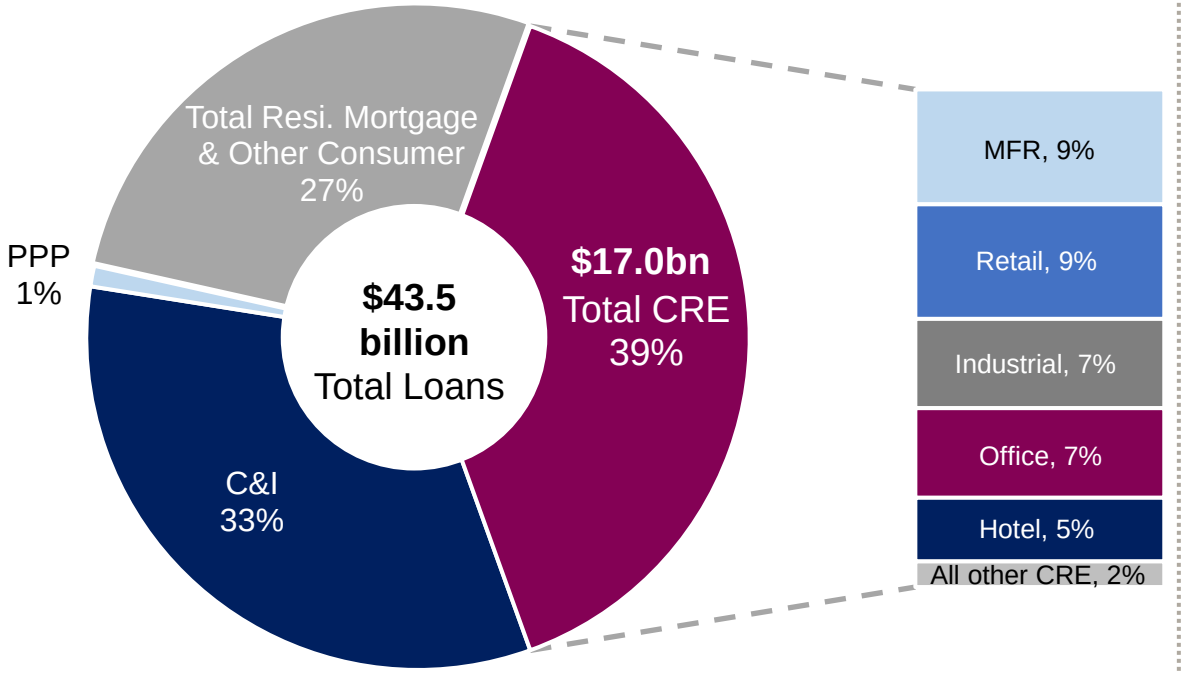
Total Loans: C&I Loans by Industry as % of Total Loans Outstanding



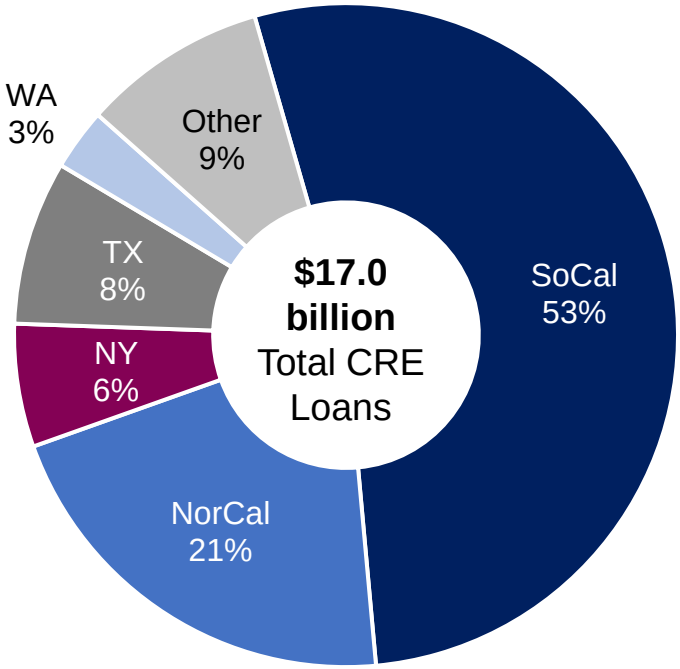
- **C&I loans (ex. PPP):** $14.5bn loans O/S plus $6.2bn undisbursed commitments: $20.7bn total commitments as of 03.31.22.
  - EOP loans O/S: up $904mm, +27% Q-o-Q annualized.
  - Total commitments: up $943mm, +19% Q-o-Q annualized.
  - Avg. loans O/S: up $946mm, +30% Q-o-Q annualized.
  - C&I utilization: 70% as of 03.31.22, up from 69% as of 12.31.21.
- **PPP loans:** $318mm as of 03.31.22, down from $534mm as of 12.31.21.
- **China loans O/S (mainland + Hong Kong):** $2.0bn as of 03.31.22, up from $1.8bn as of 12.31.21. Portfolio primarily consists of C&I loans, well-diversified by industry.

03.31.22: Diversified Commercial Real Estate Portfolio

Total Loans: Total CRE Loans by Property Type as % of Total Loans Outstanding



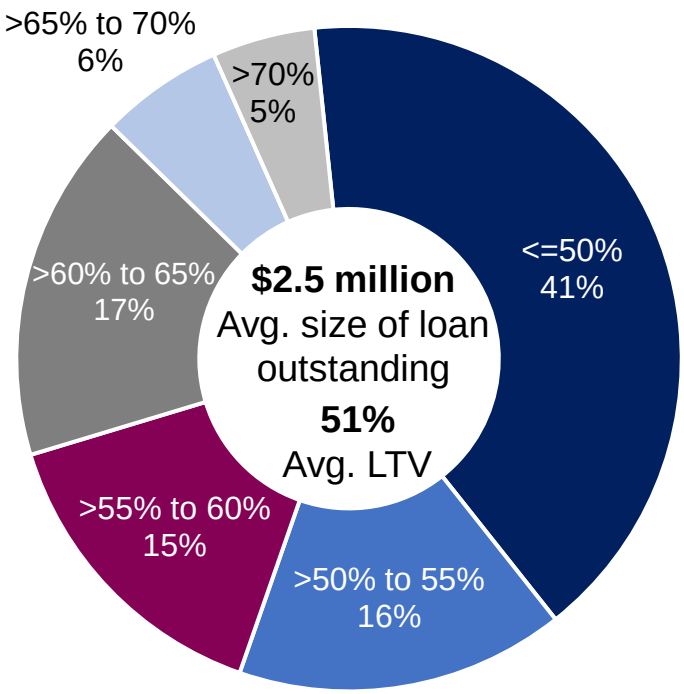
Total CRE: Distribution by Geography



- **Total CRE loans:** $17.0bn as of 03.31.22: up $798mm, +20% Q-o-Q annualized.
- Avg. CRE loans: up $692mm, +18% Q-o-Q annualized.
- Owner-occupied CRE: $2.5bn as of 03.31.22, or 6% of total loans.
- Geographic distribution of CRE reflects EWBC's branch footprint.
- **Construction & land loans** (in All other CRE): $444mm, or 1.0% of total loans. Total construction & land exposure of $786mm: loans O/S plus $342mm in undisbursed commitments.

03.31.22: Low LTV Commercial Real Estate Portfolio

Total CRE: Distribution by LTV



CRE Size & LTV by Property Type

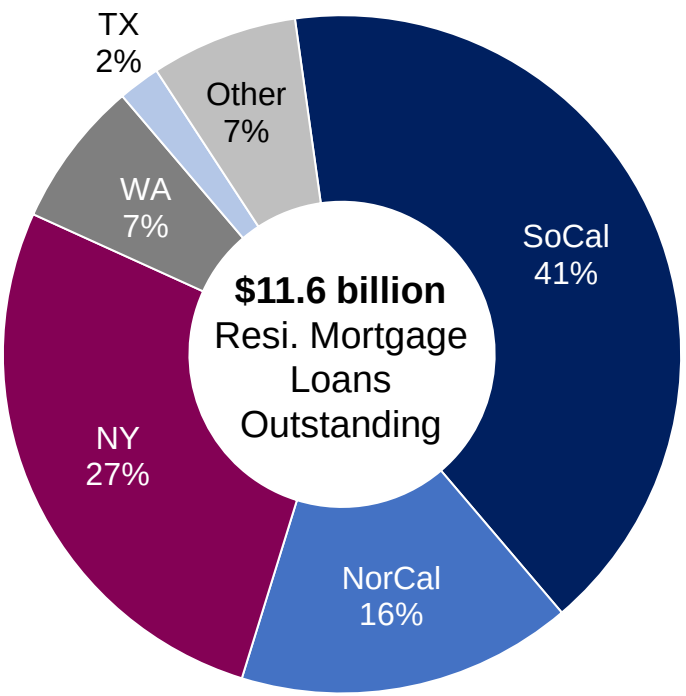
($ in millions)	Total Portfolio Size	Weighted Avg. LTV	Average Loan Size
Multifamily	$ 3,894	52%	$ 1.5
Retail	$ 3,759	48%	$ 2.2
Industrial	$ 3,099	49%	$ 2.7
Office	$ 2,906	54%	$ 4.0
Hotel	$ 2,037	55%	$ 8.9
Construction & Land*	$ 444	57%	$ 11.1
Other	$ 836	50%	$ 3.0
Total	**$ 16,975**	**51%**	**$ 2.5**

* Construction & Land avg. size based on total commitment.

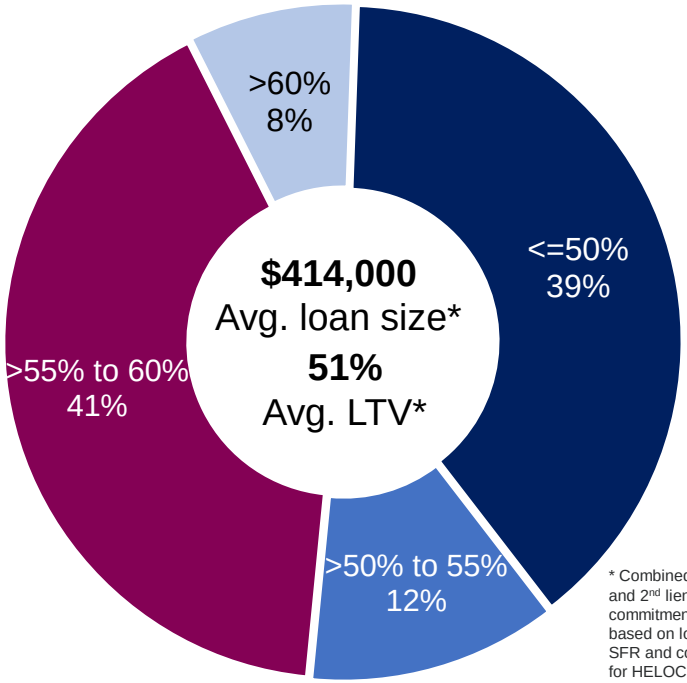
- High percentage of CRE loans have full recourse & personal guarantees from individuals or guarantors with substantial net worth.
- Many of our customers have long-term relationships with East West Bank.

03.31.22: Low LTV Residential Mortgage Portfolio

Resi. Mortgage: Distribution by Geography



Resi. Mortgage: Distribution by LTV

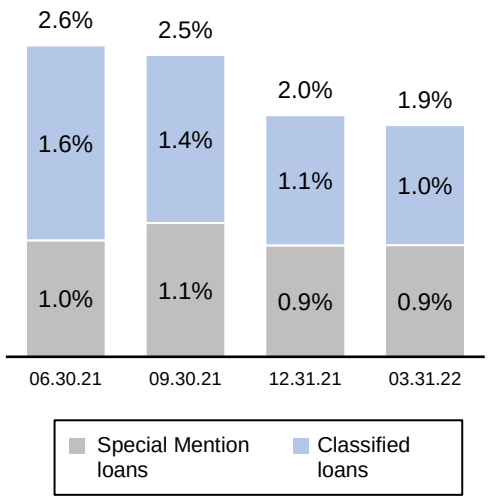


* Combined LTV for 1st and 2nd liens; based on commitment. Avg. size based on loan O/S for SFR and commitment for HELOC.

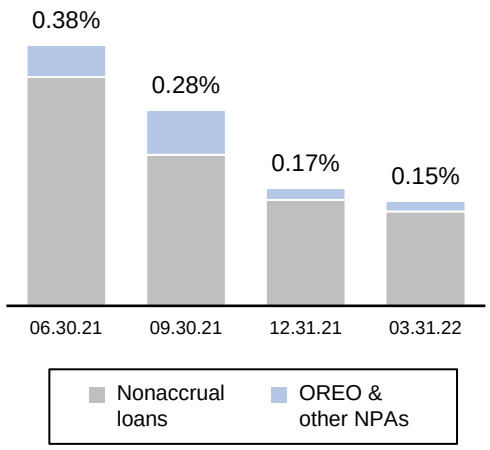
- **Residential mortgage (SFR + HELOC) loans:** $11.6bn loans O/S as of 03.31.22: up $312mm, +11% Q-o-Q annualized.
  - SFR: $9.3bn as of 03.31.22.
  - HELOC: $2.3bn loans O/S + $2.7bn in undisbursed commitments: $5.0bn total with 45% utilization as of 03.31.22.
- Avg. resi. mortgage loans: up $210mm, +8% Q-o-Q annualized.
- **Residential mortgage origination volume:** residential mortgage origination volume of $1.1bn in 1Q22, up +9% Q-o-Q and unchanged Y-o-Y.
  - Primarily originated through East West Bank branches.
- As of 03.31.22, 86% of HELOC commitments in first lien position.

03.31.22: Asset Quality Metrics by Portfolio

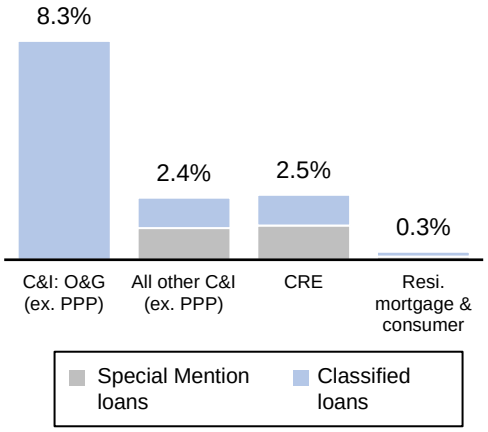
Criticized Loans / Total Loans



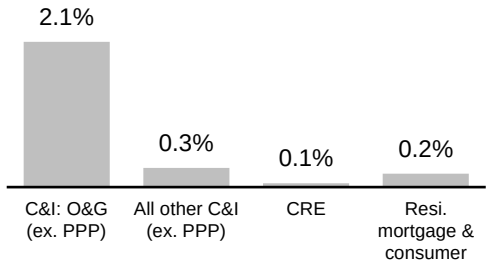
NPAs / Total Assets



Criticized Ratio by Loan Portfolio (as of 03.31.22)



Nonaccrual Ratio by Loan Portfolio (subset of Classified) (as of 03.31.22)

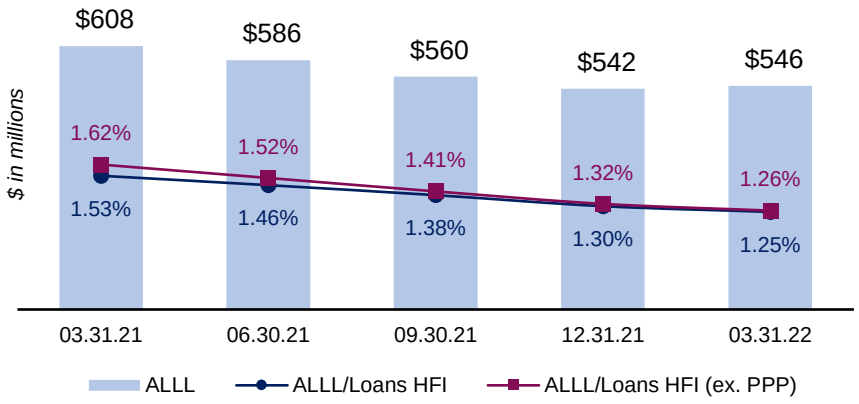


Asset quality of the loan portfolio continues to be strong.

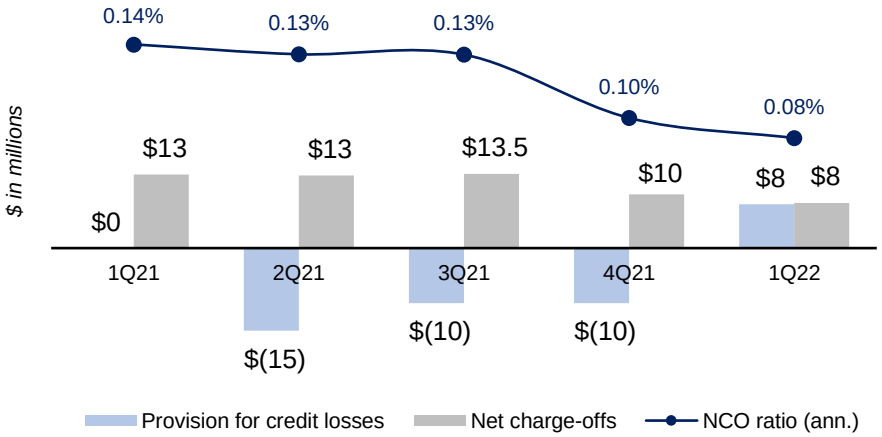
- **Criticized loans ratio improved +8 bps Q-o-Q and balances were flat Q-o-Q:** Criticized loans totaled $833mm, or 1.92% of loans HFI as of 03.31.22, compared with $833mm, or 2.00% of loans HFI as of 12.31.21.
  - **Special mention:** $403mm as of 03.31.22, or 0.93% of loans.
  - **Classified:** $431mm as of 03.31.22, or 0.99% of loans.
- **Nonperforming assets down 9% Q-o-Q, NPA ratio improved +2 bps Q-o-Q**: NPAs were $94mm as of 03.31.22, or 0.15% of total assets, down from $103.5mm, or 0.17% of assets, as of 12.31.21.
- **Accruing loans 30-89 days past due:** $65mm as of 03.31.22, or 0.15% of loans, vs. $45mm as of 12.31.21, or 0.11% of loans, and vs. $87mm as of 03.21.21, or 0.22% of loans.

1Q22: Allowance for Loan Losses & Credit Costs

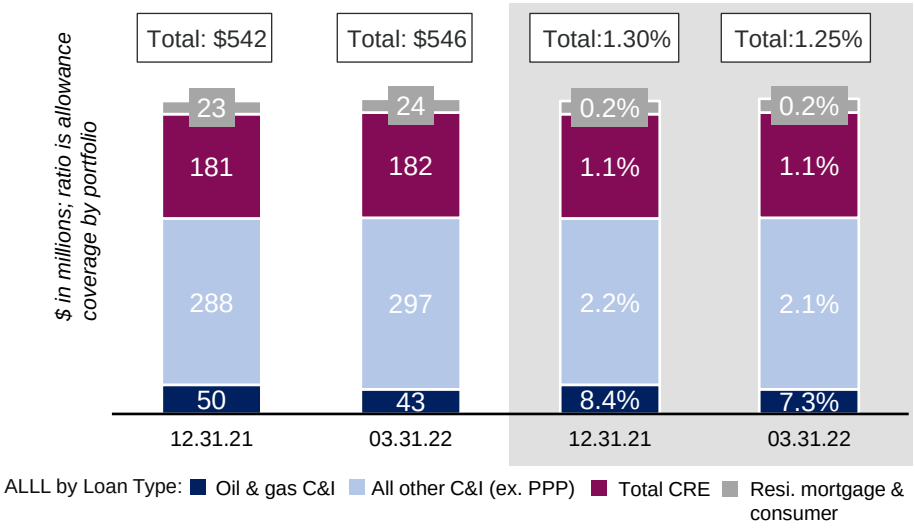
Allowance for Loan Losses Coverage Ratio



Provision for Credit Losses & Net Charge-offs



Composition of ALLL by Portfolio:



- **ALLL coverage of loans:** 1.25% as of 03.31.22, equivalent to 1.26% ex. PPP loans.
  - Q-o-Q, ALLL coverage ratio (ex. PPP) declined 6 bps.
  - O&G ALLL coverage decreased to 7.3% in 1Q22 from 8.4% in 4Q21. All other C&I ALLL coverage of 2.1% down from 2.2%. CRE ALLL coverage unchanged at 1.1%.
  - Q-o-Q decrease in ALLL coverage ratios largely reflects improving asset quality of the loan portfolio. Q-o-Q growth in the ALLL largely reflects loan growth.
- **Provision for credit losses in 1Q22**: $8mm, compared with $(10)mm in 4Q21 and no provision in 1Q21.
- **Net charge-offs:** $8mm in 1Q22, vs. $10mm in 4Q21 and $13mm in 1Q21. NCO ratio of 0.08% (ann.), down from 0.10% (ann.) in 4Q21 and 0.14% (ann.) in 1Q21.

1Q22: Summary Income Statement

$ in millions, except per share data & ratios	1Q22	4Q21	1Q22 vs. 4Q21 $ Change	1Q22 vs. 4Q21 % Change
Net interest income (ex. PPP)	$ 410.4	$ 396.1	14.3	4%
PPP income	5.2	9.6	(4.4)	-46%
Total net interest income	**$ 415.6**	**$ 405.7**	**$ 9.9**	**2.4%**
Fee income & net GOS of loans*	65.0	63.3	1.7	3%
GOS of AFS debt securities	1.3	0.4	0.9	228%
Other	13.4	7.8	5.6	72%
Total noninterest income	**$ 79.7**	**$ 71.5**	**$ 8.2**	**12%**
Total revenue	**$ 495.4**	**$ 477.2**	**$ 18.2**	**4%**
Adjusted noninterest expense**	$ 175.0	$ 177.7	$ (2.7)	-1%
Amortization of tax credit & other investments + core deposit intangibles	14.4	32.4	(18.0)	-56%
Total noninterest expense	**$ 189.4**	**$ 210.1**	**$ (20.7)**	**-10%**
Provision for credit losses	**$ 8.0**	**$ (10.0)**	**$ 18.0**	**180%**
Income tax expense	60.3	59.3	1.0	2%
Effective tax rate	20%	21%	-1%	
Net Income (GAAP)	**$ 237.7**	**$ 217.8**	**$ 19.9**	**9%**
Diluted EPS	**$ 1.66**	**$ 1.52**	**$ 0.14**	**9%**
Weigh. avg. diluted shares (in mm)	143.2	143.3	(0.1)	-0.1%

Comments

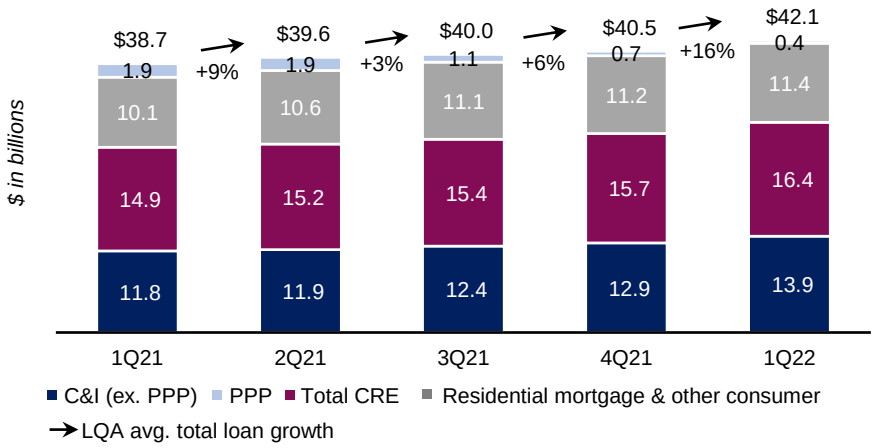
- **Noninterest income:** Mark-to-market ("MTM") adjustments in interest rate contracts ("IRC") & other derivative income amounted to $7.6mm in 1Q22, vs. $0.3mm in 4Q21. This reflects a favorable change in the credit valuation adjustment, compared with the previous quarter.
- **Amortization of tax credit & other investments** in 1Q22 totaled $14mm, vs. $32mm in 4Q21: Q-o-Q variability in amortization of tax credits and other investments reflects the impact of investments that close in a given period. 2Q22 amortization of tax credit investments is expected to be approx. $37mm.
- **Tax rate:** 1Q22 effective tax rate was 20% vs. 4Q21 effective tax rate of 21%. The full-year 2022 effective tax rate is expected to be in the range of 18% to 19%.

* See slide 17 for noninterest income detail by category.

** See reconciliation of GAAP to non-GAAP financial measures in the appendix and in the Company's Earnings Press Releases.

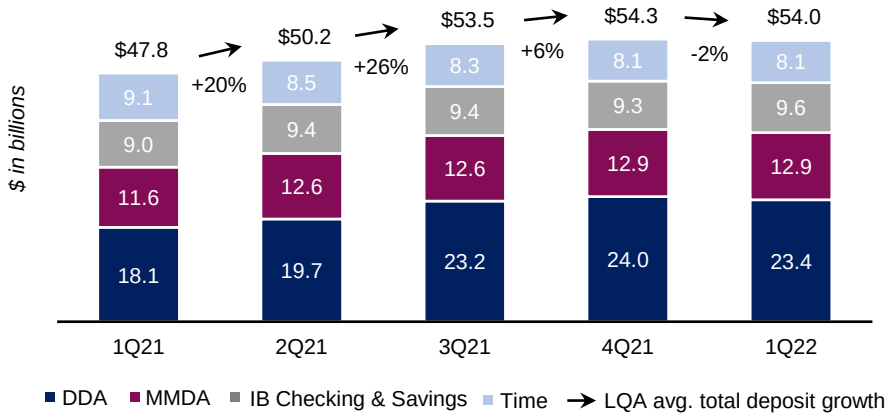
1Q22: Average Balance Sheet: Growth & Mix

Average Loans & Growth

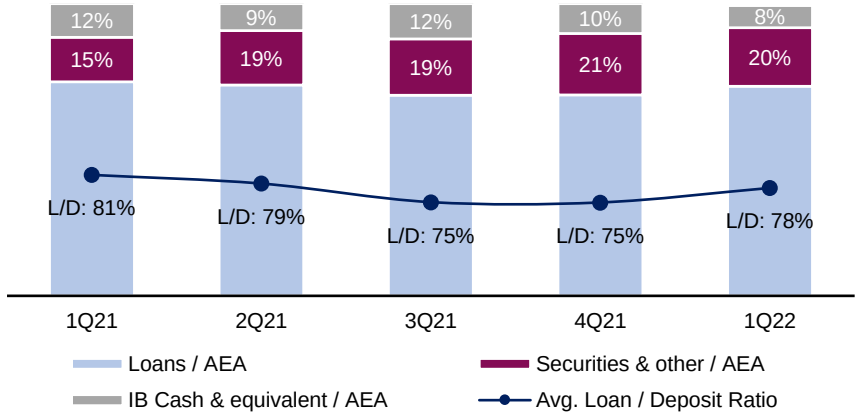


- **1Q22 avg. loan growth:** +16% LQA (+$1.6bn Q-o-Q) or +19% LQA ex. PPP (+$1.8bn). Growth in all major loan portfolios, with strongest growth from C&I ex. PPP (+30% LQA), followed by total CRE (+18% LQA).
- Strong avg. loan growth drove **favorable shift in AEA mix** into higher yielding assets. Loans up to 72% of AEA in 1Q22 vs. 69% in 4Q21.
- **1Q22 avg. deposit change:** -2% LQA (-$291mm Q-o-Q). Decrease in non-IB DDA: -10% LQA (-$587mm), partially offset by increases in IB checking (+12% LQA) and savings (+13% LQA).
- **Avg. DDA** made up 43% of avg. deposits in 1Q22, vs. 44% in 4Q21 and up from 38% in 1Q21.

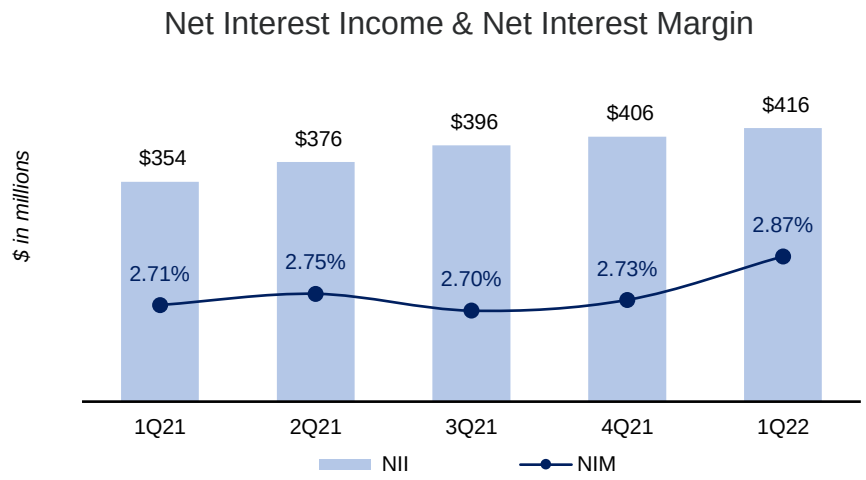
Average Deposits & Growth



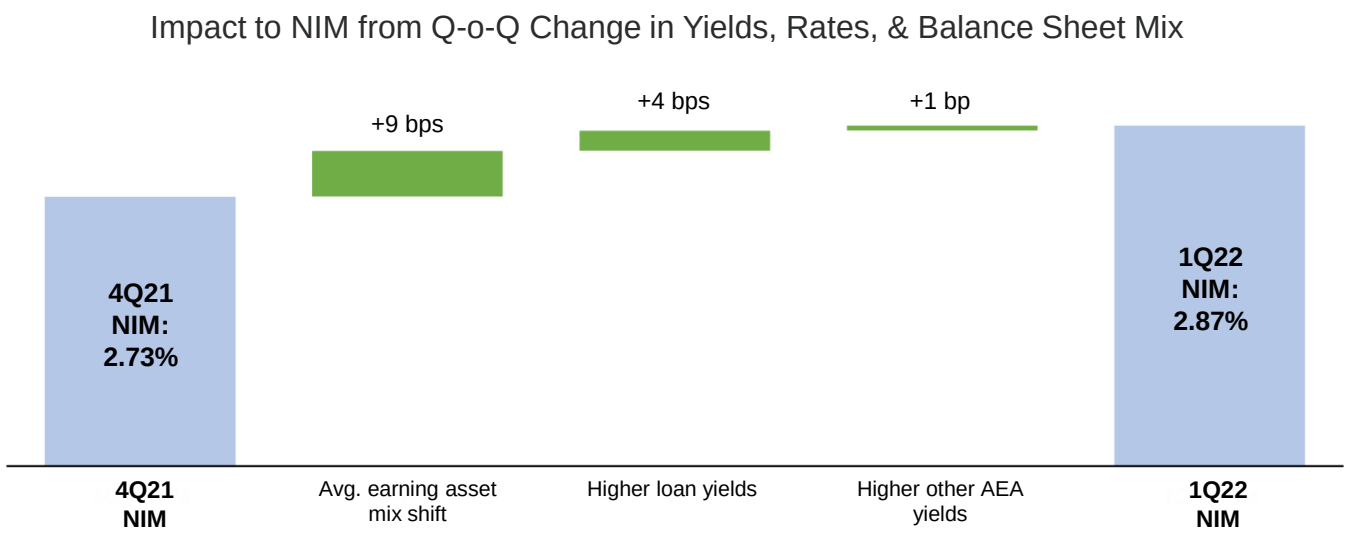
Avg. Earning Asset ("AEA") Mix & Loan-to-Deposit Ratio



1Q22: Net Interest Income & Net Interest Margin

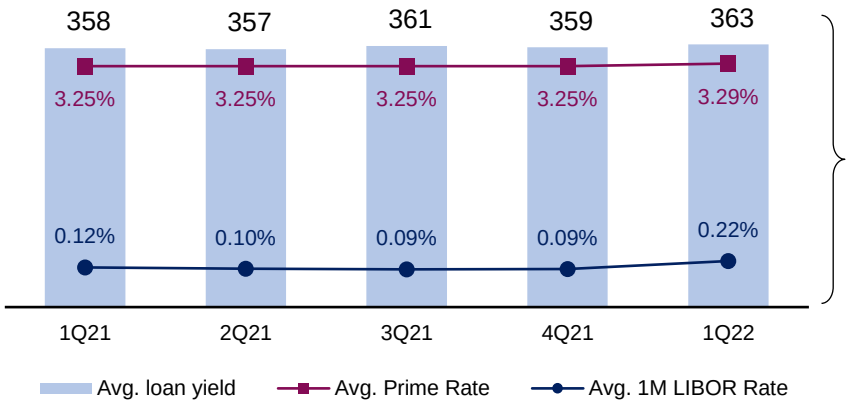


- **1Q22 NII:** $416mm, +2% Q-o-Q (+10% ann.) from $406mm in 4Q21.
- **1Q22 NII (ex. PPP):** $410mm, +4% Q-o-Q (+15% ann.) from $396mm in 4Q21. PPP income: $5mm in 1Q22 vs. $10mm in 4Q21.
- **1Q22 NIM:** 2.87%, +14 bps Q-o-Q. PPP impact not material.
- **Q-o-Q increase in NIM:** favorable average earning asset mix shift (+9 bps) and higher yields (+5 bps) on loans and other earning assets. Avg. cost of deposits of 0.10% in 1Q22 was unchanged Q-o-Q.



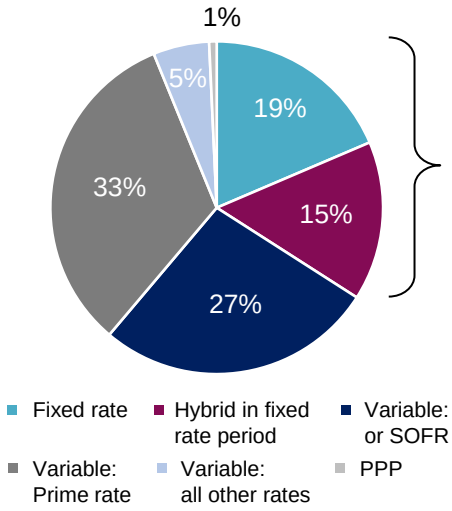
1Q22: Loan Yields: Average & Spot

Avg. Loan Yield (in bps) Relative to Prime Rate & LIBOR



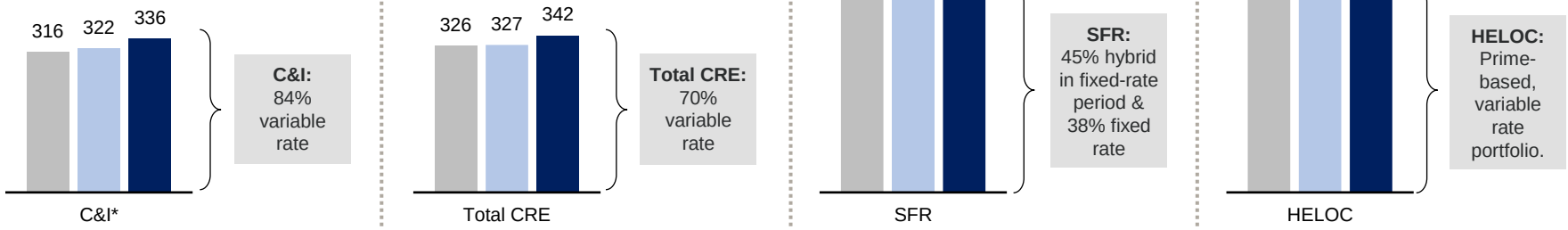
Avg. Loan Yield: Avg. yield in 1Q22: 3.63%, comprising 3.48% in avg. coupon rate plus 0.15% in other yield adjustments. Coupon spot rate was 3.55% as of 03.31.22.

Loan Portfolio by Index Rate (03.31.22)



Total fixed and hybrid in fixed period 35%.

Loan Coupon Spot Rate (in bps) by Portfolio



C&I: 84% variable rate

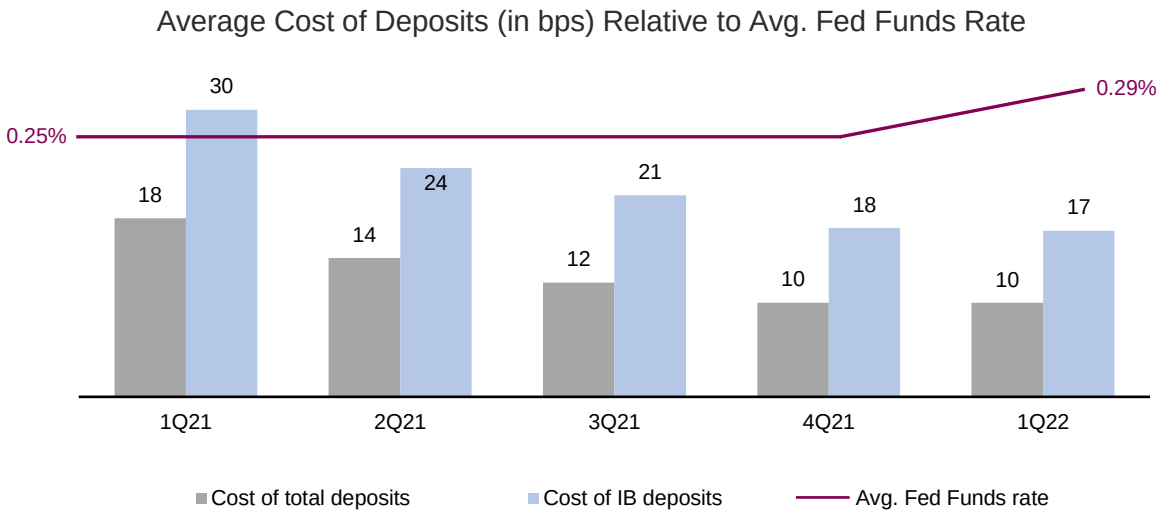
Total CRE: 70% variable rate

SFR: 45% hybrid in fixed-rate period & 38% fixed rate

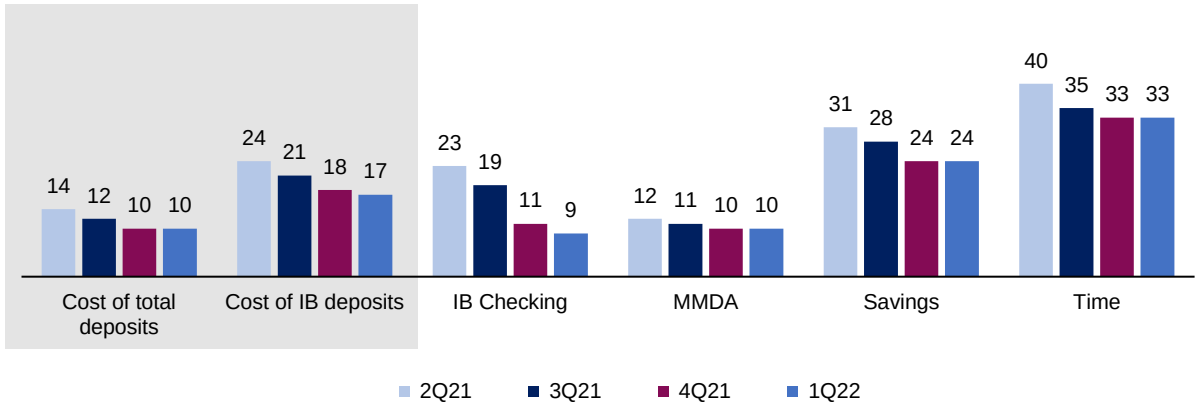
HELOC: Prime-based, variable rate portfolio.

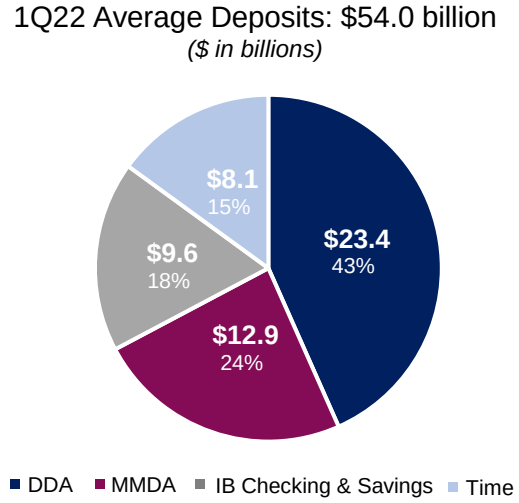
* C&I spot rate excludes PPP, credit cards, deposit overdraft & micro-finance loans.

1Q22: Cost of Deposits: Average & Spot



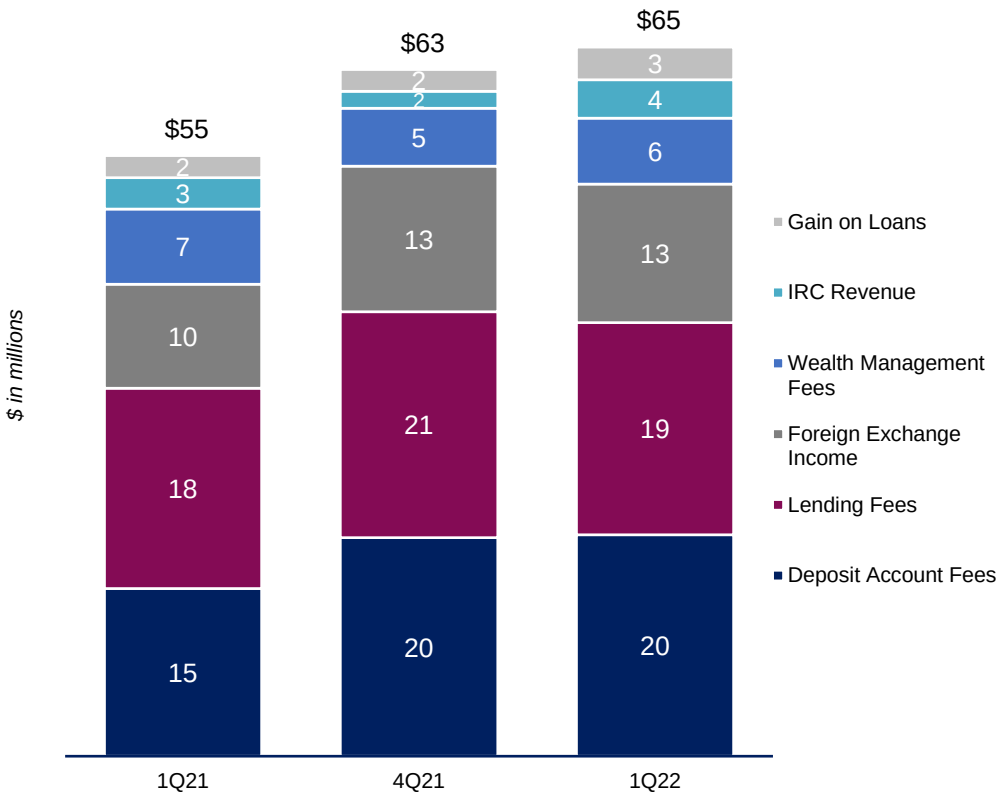
- **Spot rate of total deposits:** 0.11% as of 03.31.22 (vs. 0.09% as of 12.31.21).
- **Spot rate of IB deposits:** 0.20% as of 03.31.22 (vs. 0.16% as of 12.31.21).





1Q22: Noninterest Income Detail

Fee Income* & Net Gains on Sales of Loans



***** Fee income excludes MTM adjustments related to IRC and other derivatives; net gains on sales of securities; other investment income and other income.

Total noninterest income: $80mm in 1Q22, compared with $71.5mm in 4Q21.

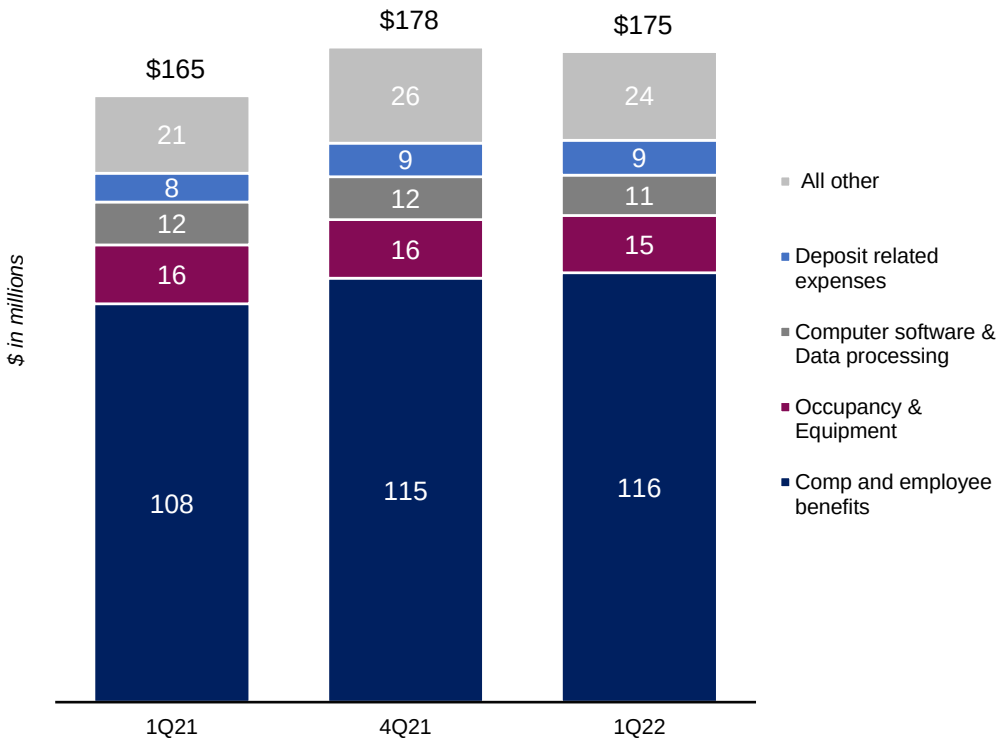
- **Fee income and net gains on sales of loans:** $65mm in 1Q22, up 3% Q-o-Q (+11% ann.), and up 18% Y-o-Y.
- Interest rate contracts and other derivative income: customer-driven revenue increased Q-o-Q to $3.5mm, reflecting improving customer demand as interest rates rise.
- Q-o-Q: Wealth management, net gains on sales of loans and deposit account fees increased; lending fees and foreign exchange income decreased.

Interest Rate Contracts and Other Derivative Income Detail

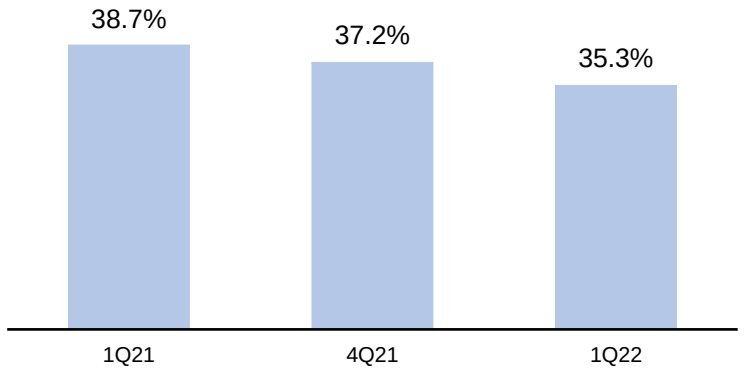
($ in millions)	1Q21	4Q21	1Q22
Revenue	$ 2.9	$ 1.6	$ 3.5
MTM	14.1	0.3	7.6
Total	$ 17.0	$ 1.9	$ 11.1

1Q22: Operating Expense & Efficiency

Adjusted Noninterest Expense*



Adjusted Efficiency Ratio*



- 1Q22 noninterest expense: $189mm.
- 1Q22 adj. noninterest expense*: $175mm, a decrease of 1.5% Q-o-Q (-6% ann.) from $178mm in 4Q21.
  - Q-o-Q decreases in legal expense and overall operating expenses more than offset increased compensation and employee benefits expense, which is typically higher in 1Q due to higher payroll taxes and related expenses.
- Adj. efficiency ratio* was 35% in 1Q22, vs. 37% in 4Q21 and 39% in 1Q21.
- Consistently achieving industry-leading operating efficiency.

* See reconciliation of GAAP to non-GAAP financial measures in the appendix and in the Company's Earnings Press Releases.

Management Outlook: Full Year 2022

Earnings drivers	FY 2022 expectations compared with FY 2021 results	Prior outlook	2021 actual
End of Period Loans (ex. PPP)	▪ Increase at a percentage rate of approximately 13% to 15% Y-o-Y.	▪ Increase at a percentage rate of approx. 12% Y-o-Y.	$41.2 billion (ex. PPP) +12% Y-o-Y (ex. PPP)
Net Interest Income (ex. PPP)	▪ Increase at a percentage rate of approximately 22% to 24% Y-o-Y.	▪ Increase at a percentage rate of approx. 17% to 19% Y-o-Y.	$1.5 billion (ex. PPP) +10.5% Y-o-Y
Adj. Noninterest Expense* (ex. tax credit investment & core deposit intangible amortization)	▪ Increase at a percentage rate of approximately 8% Y-o-Y.	▪ Increase at a percentage rate of approx. 7% to 8% Y-o-Y.	$671 million +6% Y-o-Y
Credit Items	▪ Provision for credit losses in the range of $50 million to $60 million.	▪ Provision for credit losses below $50 million.	$(35) million in 2021 & $211 million in 2020
Tax Items	▪ Full-year 2022 effective tax rate of approximately 18% to 19%, including the impact of tax credit investments. ▪ Amortization of tax credit investments is expected to be approx. $37mm in 2Q22, and to range from $110mm to $125mm for the full year.	▪ Full-year 2022 effective tax rate of approx. 17% to 18%, including the impact of tax credit investments.	FY effective tax rate: 17%
Interest Rates	▪ Fed Funds rate of 2.50% by Dec. 31, 2022, up from 0.50% as of Mar. 31, 2022, and 0.25% as of Dec. 31, 2021. ▪ Forward interest rate curve as of 03.31.22.	▪ Fed Funds rate of 1.25% as of Dec. 31, 2022, up from 0.25% as of Dec. 31, 2021. ▪ Forward interest rate curve as of 01.26.22.	No change to Fed Funds rate in 2021

* See reconciliation of GAAP to non-GAAP financial measures in the appendix and in the Company's Earnings Press Releases.

APPENDIX

EastWest Bank
Your financial bridge®

Appendix: GAAP to Non-GAAP Reconciliation

EAST WEST BANCORP, INC. AND SUBSIDIARIES
GAAP TO NON-GAAP RECONCILIATION
($ in thousands)
(unaudited)

The Company uses certain non-GAAP financial measures to provide supplemental information regarding the Company's performance. Adjusted efficiency ratio represents adjusted noninterest expense divided by revenue. Adjusted pre-tax, pre-provision profitability ratio represents revenue less adjusted noninterest expense, divided by average total assets. Adjusted noninterest expense excludes the amortization of tax credit and other investments, the amortization of core deposit intangibles and the extinguishment cost on repurchase agreements. Management believes that the measures and ratios presented below provide clarity to financial statement users regarding the ongoing performance of the Company and allow comparability to prior periods.

		Three Months Ended		
		March 31, 2022	**December 31, 2021**	**March 31, 2021**
Net interest income before provision for (reversal of) credit losses	(a)	$ 415,613	$ 405,697	$ 353,695
Total noninterest income		79,743	71,489	72,866
Total revenue	**(b)**	**$ 495,356**	**$ 477,186**	**$ 426,561**
Total noninterest expense	(c)	$ 189,450	$ 210,105	$ 191,077
Less: Amortization of tax credit and other investments		(13,900)	(31,800)	(25,358)
Amortization of core deposit intangibles		(511)	(602)	(732)
Adjusted noninterest expense	**(d)**	**$ 175,039**	**$ 177,703**	**$ 164,987**
Efficiency ratio	**(c)/(b)**	**38.25%**	**44.03%**	**44.79%**
Adjusted efficiency ratio	**(d)/(b)**	**35.34%**	**37.24%**	**38.68%**
Adjusted pre-tax, pre-provision income	**(b)-(d) = (e)**	**$ 320,317**	**$ 299,483**	**$ 261,574**
Average total assets	(f)	$ 61,758,048	$ 62,183,137	$ 55,594,283
Adjusted pre-tax, pre-provision profitability ratio [1]	**(e)/(f)**	**2.10%**	**1.91%**	**1.91%**
Adjusted noninterest expense/average assets [1]	**(d)/(f)**	**1.15%**	**1.13%**	**1.20%**

(1) Annualized

Appendix: GAAP to Non-GAAP Reconciliation

EAST WEST BANCORP, INC. AND SUBSIDIARIES
GAAP TO NON-GAAP RECONCILIATION
($ in thousands)
(unaudited)

The Company uses certain non-GAAP financial measures to provide supplemental information regarding the Company's performance. Tangible equity and tangible equity to tangible assets ratio are non-GAAP financial measures. Tangible equity and tangible assets represent stockholders' equity and total assets, respectively, which have been reduced by goodwill and other intangible assets. Given that the use of such measures and ratios is more prevalent in the banking industry, and such measures and ratios are used by banking regulators and analysts, the Company has included them below for discussion.

		March 31, 2022	December 31, 2021	March 31, 2021
Stockholders' equity	(a)	$ 5,703,456	$ 5,837,218	$ 5,285,027
Less: Goodwill		(465,697)	(465,697)	(465,697)
Other intangible assets [1]		(9,044)	(9,334)	(11,151)
Tangible equity	**(b)**	**$ 5,228,715**	**$ 5,362,187**	**$ 4,808,179**
Total assets	(c)	$ 62,241,456	$ 60,870,701	$ 56,874,146
Less: Goodwill		(465,697)	(465,697)	(465,697)
Other intangible assets [1]		(9,044)	(9,334)	(11,151)
Tangible assets	**(d)**	**$ 61,766,715**	**$ 60,395,670**	**$ 56,397,298**
Total stockholders' equity to total assets ratio	**(a)/(c)**	**9.16%**	**9.59%**	**9.29%**
Tangible equity to tangible assets ratio	**(b)/(d)**	**8.47%**	**8.88%**	**8.53%**

(1) Includes core deposit intangibles and mortgage servicing assets.

Appendix: GAAP to Non-GAAP Reconciliation

EAST WEST BANCORP, INC. AND SUBSIDIARIES
GAAP TO NON-GAAP RECONCILIATION
($ in thousands)
(unaudited)

Adjusted return on average tangible equity represents tangible net income divided by average tangible equity. Tangible net income excludes the after-tax impacts of the amortization of core deposit intangibles and mortgage servicing assets. Given that the use of such measures and ratios is more prevalent in the banking industry, and such measures and ratios are used by banking regulators and analysts, the Company has included them below for discussion.

		Three Months Ended		
		March 31, 2022	**December 31, 2021**	**March 31, 2021**
Net income		$ 237,652	$ 217,796	$ 204,994
Add: Amortization of core deposit intangibles		511	602	732
Amortization of mortgage servicing assets		392	415	414
Tax effect of amortization adjustments [2]		(260)	(293)	(325)
Tangible net income	**(e)**	**$ 238,295**	**$ 218,520**	**$ 205,815**
Average stockholders' equity		$ 5,842,615	$ 5,786,237	$ 5,338,098
Less: Average goodwill		(465,697)	(465,697)	(465,697)
Average other intangible assets [1]		(9,207)	(9,611)	(11,594)
Average tangible equity	**(f)**	**$ 5,367,711**	**$ 5,310,929**	**$ 4,860,807**
Adjusted return on average tangible equity [3]	**(e)/(f)**	**18.00%**	**16.32%**	**17.17%**

(1) Includes core deposit intangibles and mortgage servicing assets.
(2) Applied statutory tax rate of 28.77% for the three months ended March 31, 2022 and December 31, 2021, and 28.37% for the three months ended March 31, 2021.
(3) Annualized.