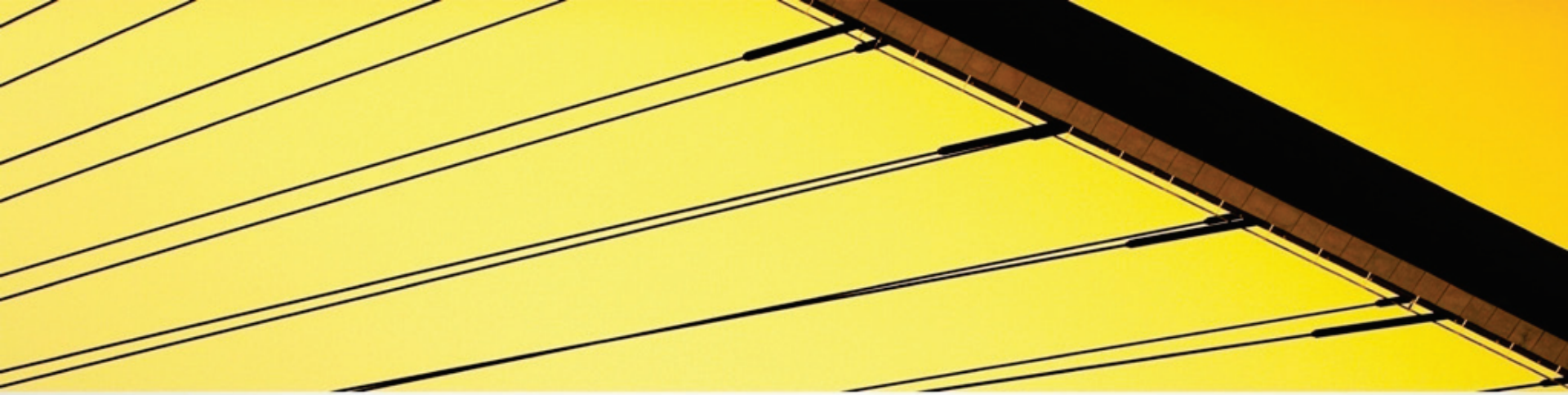


EAST WEST BANK

Your Financial Bridge®

Company Profile and Investment Overview

East West Bancorp | Nasdaq: EWBC

September 30, 2013

Safe Harbor Statement

This presentation may include forward-looking statements that involve inherent risks and uncertainties. East West Bancorp, Inc. cautions readers that a number of important factors could cause actual results to differ materially from those in any forward-looking statements. These factors include economic conditions and competition in the geographic and business areas in which East West Bancorp and its subsidiaries operate, inflation or deflation, fluctuation in interest rates, legislation and governmental regulations, investigation of acquired banks and other factors discussed in the company's filings with the SEC.

Our Vision

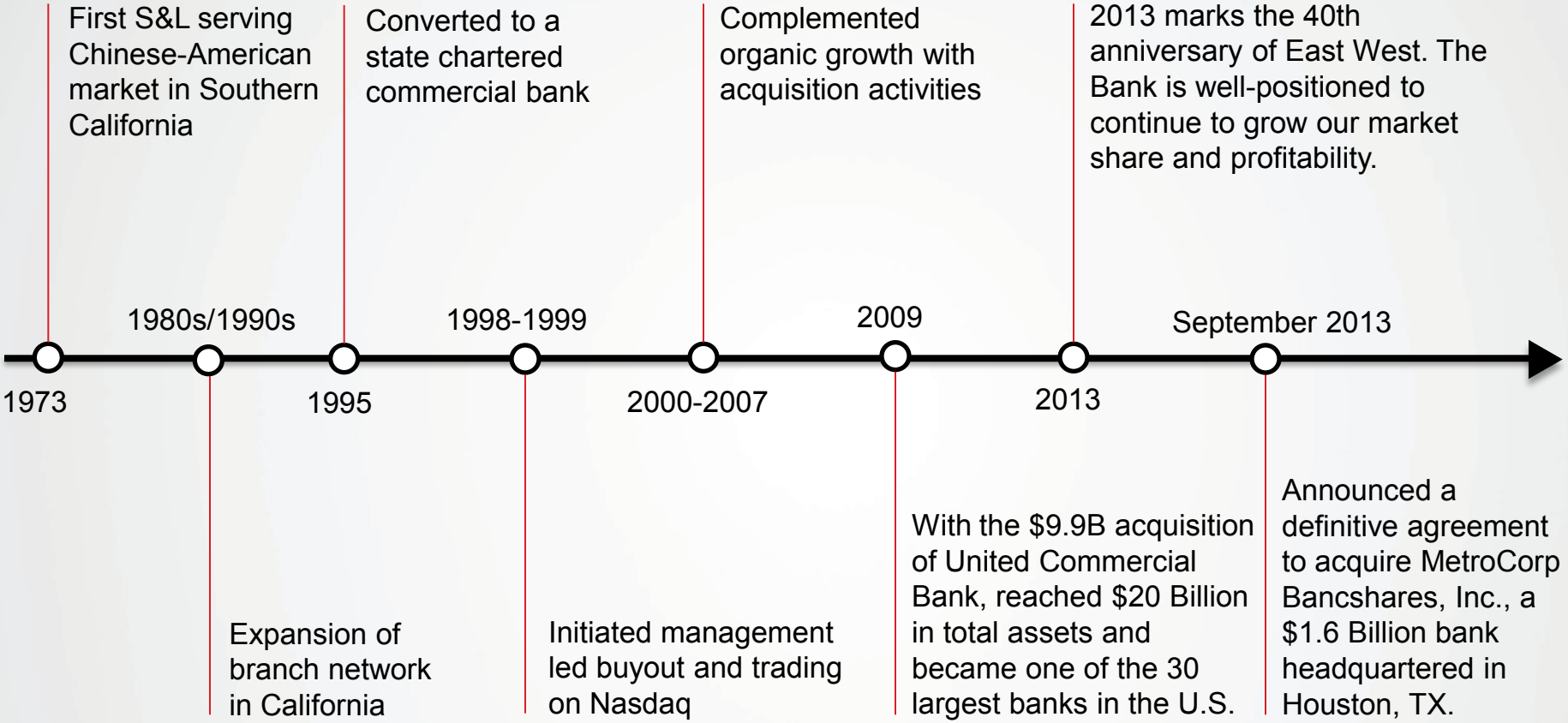
To be recognized as the Premier Bridge between East and West,
and acknowledged for delivering relationship driven financial solutions to an increasingly diverse and sophisticated customer base.



East West Today *(as of September 30, 2013)*

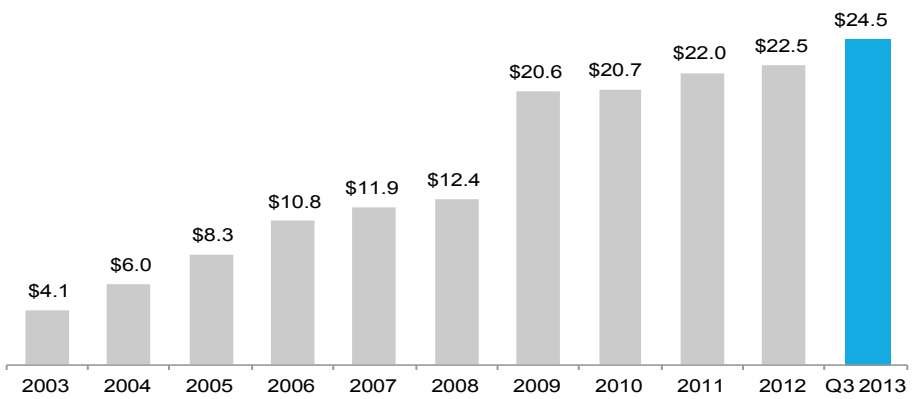
- Market Capitalization of $4.4 Billion
  - 21st Largest Market Capitalization in the U.S. for Public Banks
- Total Assets of $24.5 Billion
  - 26th Largest Total Assets in the U.S. for Public Banks
  - 2nd Largest Independent Bank Headquartered in Southern California
- Ranked in the Top 10 of the 100 Best Banks in America by Forbes for three consecutive years (2012, 2011, 2010)
- Strong Earnings
  - Net Income of $73.2 million for Q3 2013
  - ROE of 12.65% for Q3 2013
- Over 120 Locations Worldwide
- Full Service Branches in Greater China
- 2,400 Employees

East West Bank Milestones

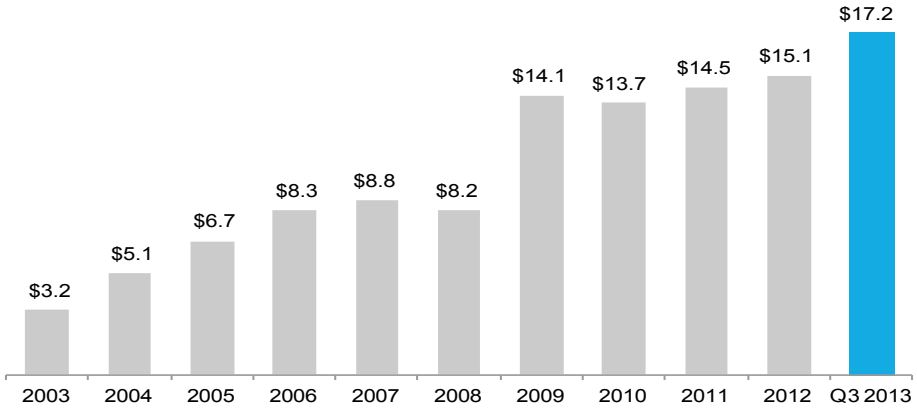


Strong Growth and Performance

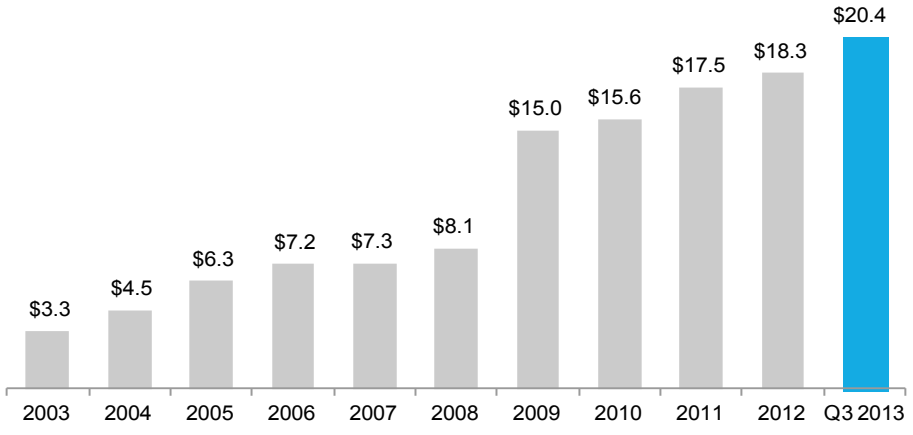
Total Assets (in billions) CAGR* = 20%



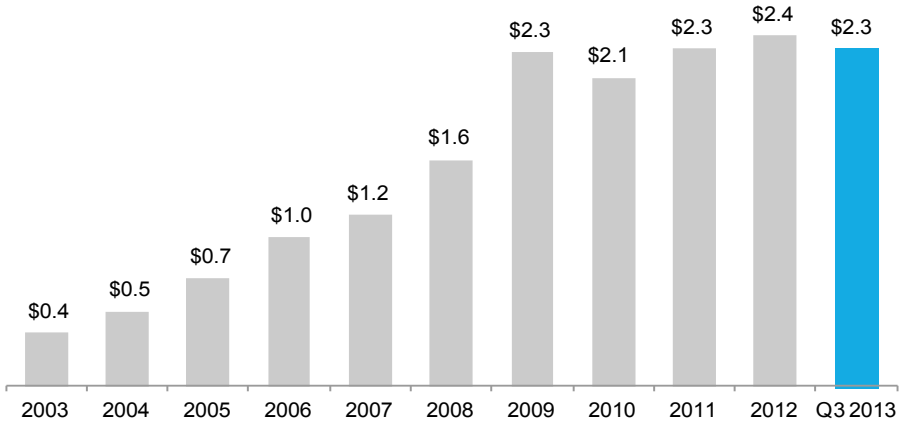
Total Loans (in billions) CAGR* = 19%



Deposits (in billions) CAGR* = 20%



Stockholders' Equity (in billions) CAGR* = 21%



* CAGR from 2003 – September 30, 2013

Top 25 Banks by Market Capitalization

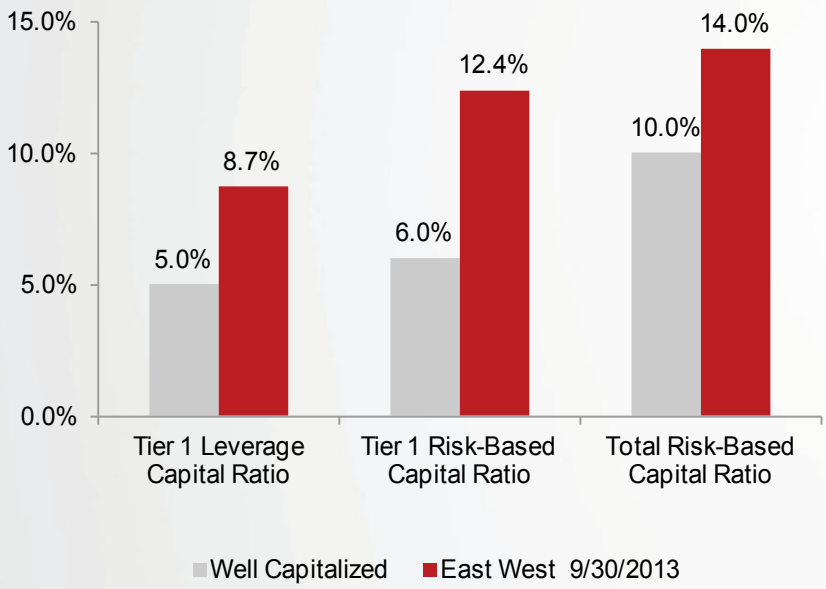
Rank	Company	Market Capitalization at 09/30/13 (in billions)
1	Wells Fargo & Co.	$219.40
2	JPMorgan Chase & Co.	194.57
3	Bank of America Corp.	148.26
4	Citigroup Inc.	147.52
5	U.S. Bancorp	67.28
6	Capital One Financial Corp.	40.24
7	PNC Financial Services Group	38.51
8	Bank of New York Mellon Corp.	34.66
9	State Street Corp.	29.32
10	BB&T Corp.	23.73
11	SunTrust Banks Inc.	17.43
12	Fifth Third Bancorp	16.01
13	M&T Bank Corp.	14.55
14	Northern Trust Corp.	$13.06
15	Regions Financial Corp.	12.93
16	KeyCorp	10.39
17	Comerica Inc.	7.27
18	Huntington Bancshares Inc.	6.85
19	First Repub Bank	6.15
20	Zions Bancorp.	5.06
21	**East West Bancorp Inc.**	**4.40**
22	BOK Financial Corp.	4.35
23	Cullen/Frost Bankers Inc.	4.33
24	Signature Bank	4.26
25	Commerce Bancshares Inc.	$4.02

Source: SNL Financial (includes all publicly traded banks)

Strong Capital Generation

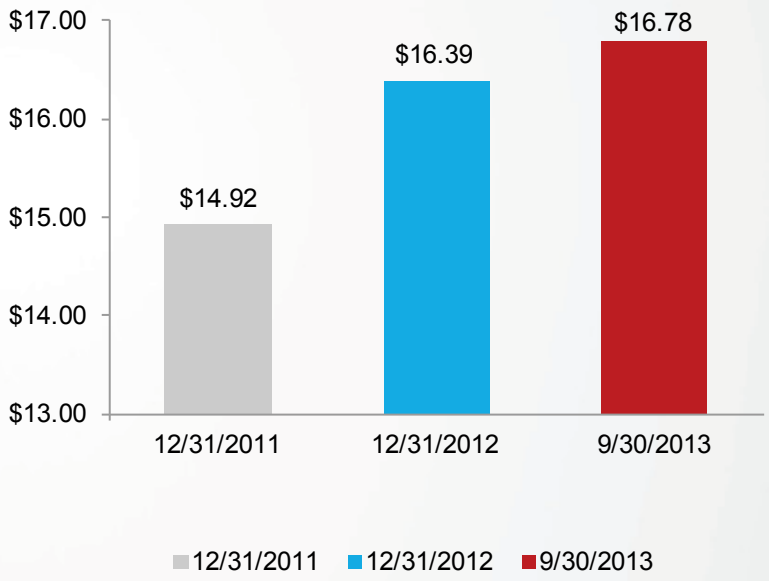
East West Capital Levels Compared to Well Capitalized Guidelines

East West has excess capital above the well capitalized requirement by more than $650 million



East West Book Value Growth December 2011 to September 2013

East West has grown book value per common share by 12% since 2011 and increased 2% from 2012

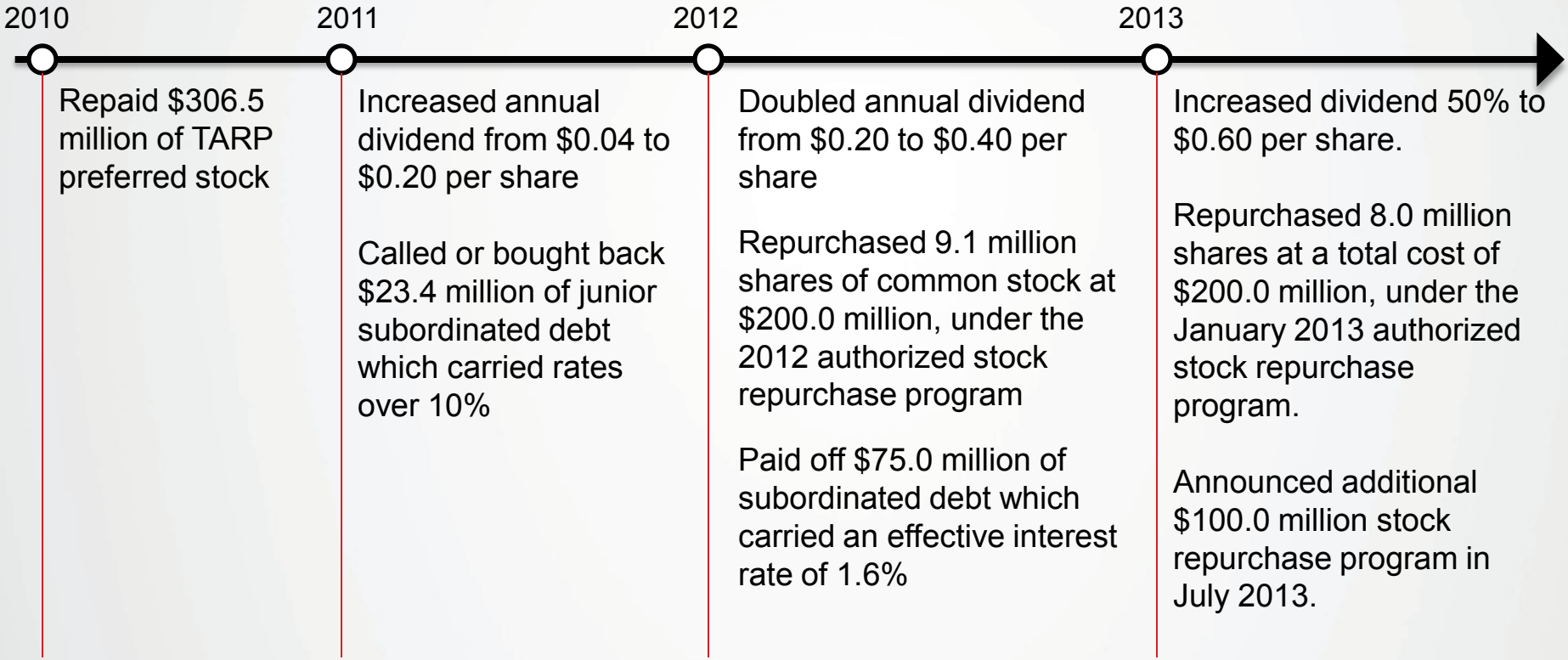


EAST WEST BANK
Your Financial Bridge®

Capital Management Goals

- Ensure excellent capital levels to support organic growth
- Provide a strong return to our shareholders

Recent Capital Actions Taken



Our Distribution Channel

- Leading retail presence in Asian communities
- Commercial banking centers strategically located
- In-store branches located in 99 Ranch Markets, largest and fastest growing Asian supermarket chain
- Only Chinese-American focused bank with full service banking offices in U.S. and China

United States
(111 Branches)

California – 94 Branches:

Northern California – 30 Locations:

› 28 Full Service Branches

› 2 In-Store 99 Ranch Market Branches

Southern California – 64 Locations:

› 54 Full Service Branches

› 10 In-Store 99 Ranch Market Branches

New York – 6 Branches
Georgia – 4 Branches
Massachusetts – 2 Branches
Texas – 1 Branch
Washington – 4 Branches

Greater China
(7 Locations)

Full Service Branches - 3
Hong Kong, Shanghai and Shantou

Representative Offices - 4
Beijing, Guangzhou, Shenzhen, and Taipei

Making the U.S. – Greater China Connection

- Headquartered in California, East West Bank is a top performing commercial bank with exclusive focus on the United States and Greater China markets, including full service branches in China.
- Greater China is an increasingly important constituent of the global economy
  - Increasing Chinese foreign direct investment in the U.S.
  - Cross-border trade between U.S. and Greater China companies
- Bank of choice for new immigrant Chinese-Americans
- The financial bridge between the East and West
  - Leading market share in the Chinese-American market – *The East*
  - Growing position in key mainstream banking markets – *The West*
  - Strengthening network to support cross border business – *The East and West*

The Premier Bridge Between East and West

- Extensive network of contacts and resources in the area provides invaluable access to clients
  - Assist clients in cross-border business and personal financial objectives
  - Bridge customers to manufacturers, distributors and investors in China
  - Bridge customers in China to business opportunities and personal goals in the U.S.
- Understanding of cultural and business practices on both sides of the Pacific enables us to guide clients through complex business and financial landscapes
- Gateway to U.S. Asian communities for mainstream corporations
  - Companies and organizations such as Southern California Edison, Caltech, Sempra Energy, the LA Lakers and the Houston Rockets sought East West to tap into U.S. Asian communities and partner in “Green” initiatives

Third Quarter 2013 Highlights

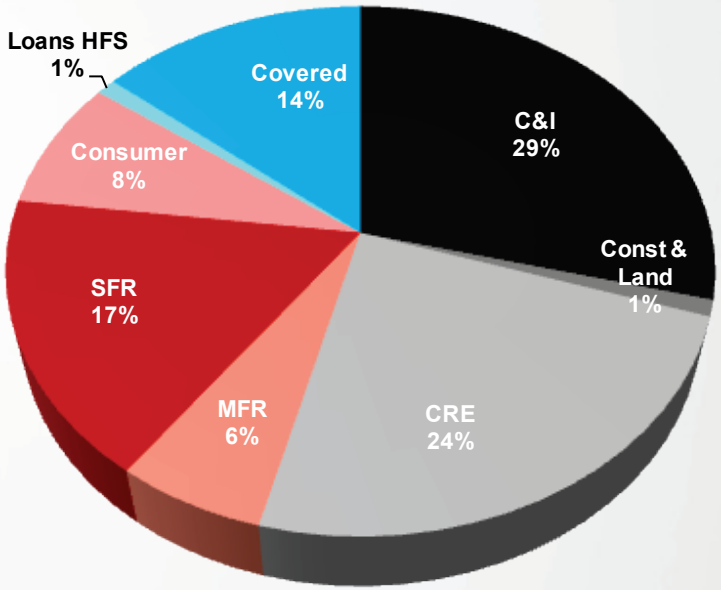
- Strong Earnings
  - Net Income was $73.2 million or $0.53 per share
  - EPS up 10% from third quarter 2012
- Strong ROE and ROA
  - ROE increased to 12.65% up from 12.43% in third quarter 2012
  - ROA remains steady at 1.22% compared to 1.30% in third quarter 2012
- Solid Net Interest Margin of 3.44%
- Cost of Deposits Down 11bps from third quarter 2012 to 0.30%
- Strong Expense Control with Efficiency Ratio of 43.84%
- Strong Loan Growth (including covered and non-covered)
  - Commercial & Trade Finance loans grew to $5.3 billion
  - Single family loans grew to $3.3 billion
- Core Deposits Grew to a record $14.5 billion
- Strengthening Asset Quality
  - Nonperforming loans remain low at 0.60% of total loans
  - Nonperforming assets remain low at 0.51% of total assets
  - Maintaining strong allowance for loan losses on non-covered loans of 1.60% as of September 30, 2013

Strong Loan Growth

- Strong total loan growth of $2.13 billion or 14% from December 31, 2012.

(in billions)				Change From 12/31/12 to 9/30/13	
Loan Category	09/30/13	12/31/12	09/30/12	$	%
SFR	3.00	2.19	2.07	0.81	37%
C&I & Trade Finance	4.88	4.23	3.73	0.65	15%
CRE	4.13	3.64	3.52	0.49	13%
MFR	0.98	0.90	0.91	0.08	9%
Consumer	1.38	0.75	0.67	0.63	84%
Const & Land	0.23	0.25	0.25	-0.02	-8%
Noncovered	14.60	11.96	11.15	2.64	22%
Covered	2.37	2.94	3.18	-0.57	-19%
Loans Held for Sale	0.23	0.17	0.16	0.06	35%
Total Loans	17.20	15.07	14.49	2.13	14%

Diversified Loan Portfolio



Strong Credit Quality

Credit Quality

($ in millions)	09/30/13	12/31/12	09/30/12
NPAs			
Total NPAs	$124.1	$141.0	$144.1
NPA to Total Assets	0.51%	0.63%	0.66%
Nonaccrual loans to total loans	0.60%	0.72%	0.72%
Allowance for Loan Losses			
ALLL to non-covered nonaccrual loans	225.48%	212.18%	214.85%
ALLL to total gross non-covered loans*	1.60%	1.92%	2.00%
Credit Costs			
Quarterly Annualized Charge-off %*	0.01%	0.33%	0.38%
Quarterly Provision for Loan Losses on Non-covered Loans	$4.53	$13.77	$13.32

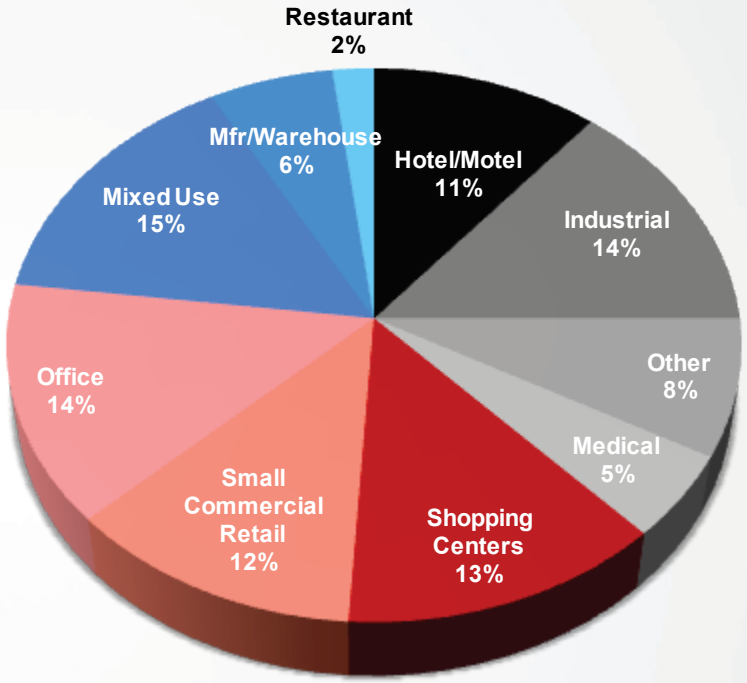
* Excludes covered loans

- Asset Quality Continues to Remain Strong
- NPAs have remained under 1% of total assets for the third consecutive year
- Net Charge-offs Continue to Decline while ALLL level remains strong

Diversified Commercial Real Estate Portfolio

Non-covered CRE Loans as of 9/30/13

Loan Balance	$4.1	Billion
Average Loan Size	$1.6	Million
Average LTV		55%*



* Based on original appraisal

Commercial Real Estate Portfolio

- Non-covered CRE loans total 24% of loans as of September 30, 2013
- East West is well within the FFIEC high CRE concentration definition
  - CRE, construction, land, and MFR to total capital is at 191% – under the 300% FFIEC threshold
  - Construction and land loans to total capital is at 10% – under the 100% FFIEC threshold
- As of September 30, 2013:
  - Nonaccrual CRE to CRE = 0.70%
  - 30-89 day delinquent CRE to CRE = 0.82%

Commercial Real Estate Loans by LTV

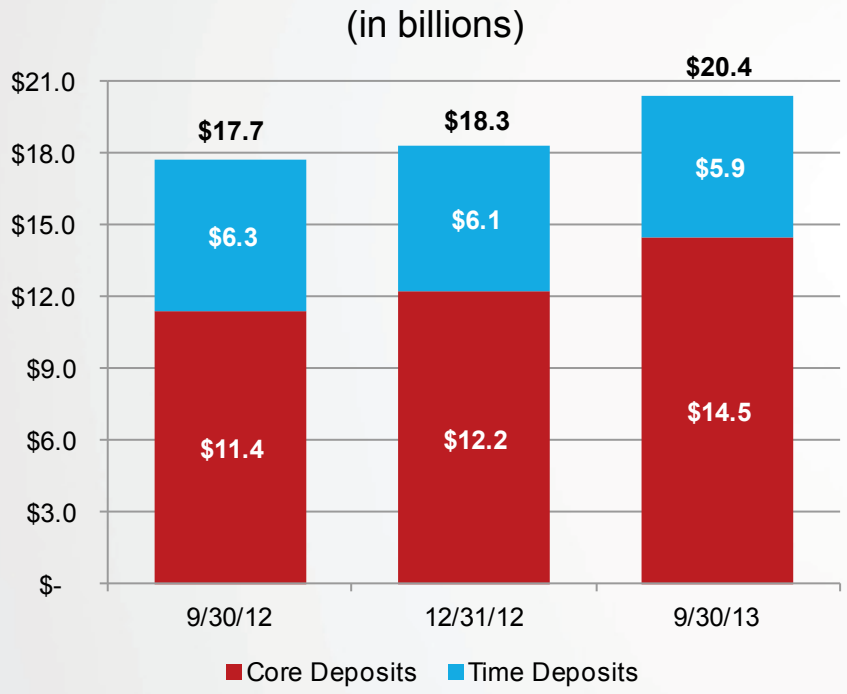
- Only 6% of portfolio with an LTV greater than 75%
- Weighted average LTV is 55%*

CLTV Distribution at September 30, 2013	# of Loans	Balance	% of Total	Cumulative % of Total
Less than 50%	1,300	$ 1,521	37%	37%
50% to 55%	351	538	13%	50%
55% to 60%	376	655	16%	66%
60% to 65%	298	569	14%	80%
65% to 70%	160	377	9%	89%
70% to 75%	66	203	5%	94%
75% and Above	86	267	6%	100%
Total Loans	2,637	4,130	100%	

* Based on original appraisal

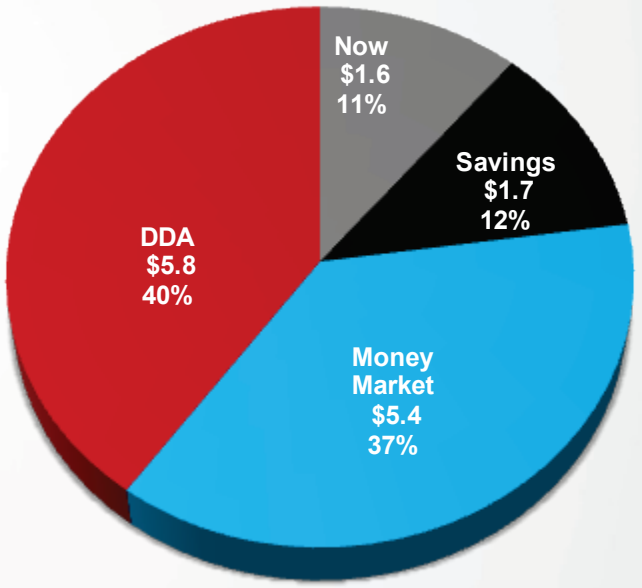
Strong Deposit Growth

- Total deposits of $20.4 billion as of September 30, 2013, an increase of $2.7 billion from September 30, 2012
- Core deposits grew to a record $14.5 billion in the third quarter of 2013



Core Deposits – September 30, 2013

(in billions)



Key Focus Areas



Summary

- Strengthened position as the leading Asian-American bank
- Financially bridge Asian and mainstream customers
- Strong financial performance and balance sheet
- Focusing on growing core earnings and fee income
- Large California, domestic, and China growth opportunities
- Only Asian-American focused bank with full service banking offices in U.S. and China