Fourth Quarter 2016
INVESTOR PRESENTATION

March, 2017

EastWest Bank
Your financial bridge®

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.

East West Profile

East West Bank is the largest independent bank based in Los Angeles, CA.

With $35 billion in total assets, 44 years of operating history, and 2,900 associates,
East West Bank is the leading bank serving the Asian community in the U.S.

UNITED STATES

120+ Locations

Across 60+ cities in 10 metropolitan areas

89 U.S. branches in California

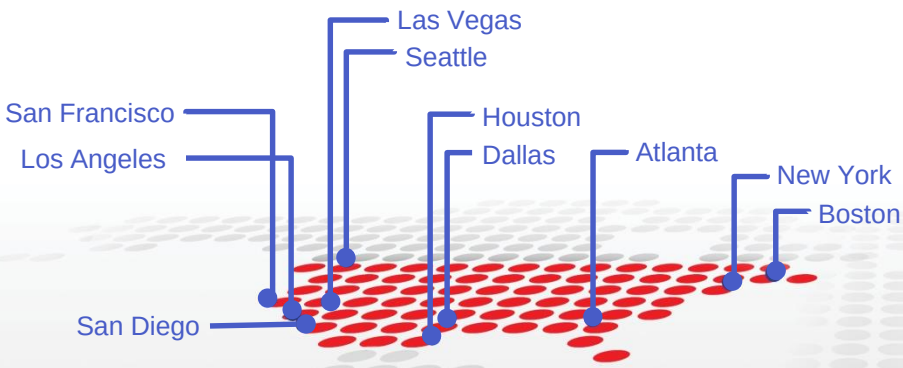
130+ LOCATIONS THROUGHOUT

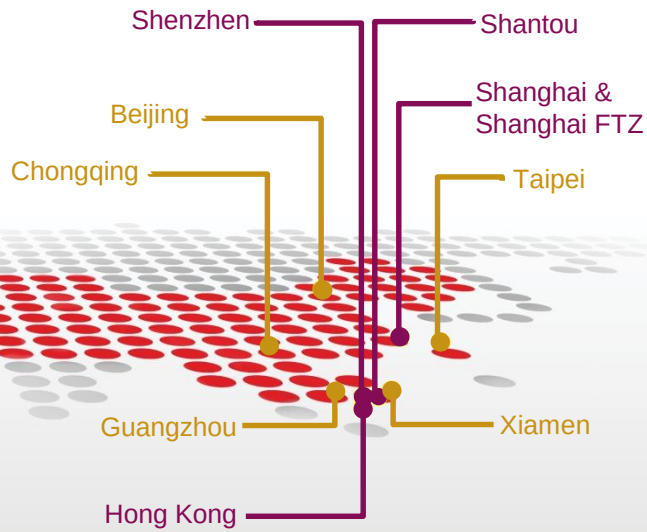
GREATER CHINA

10 Locations

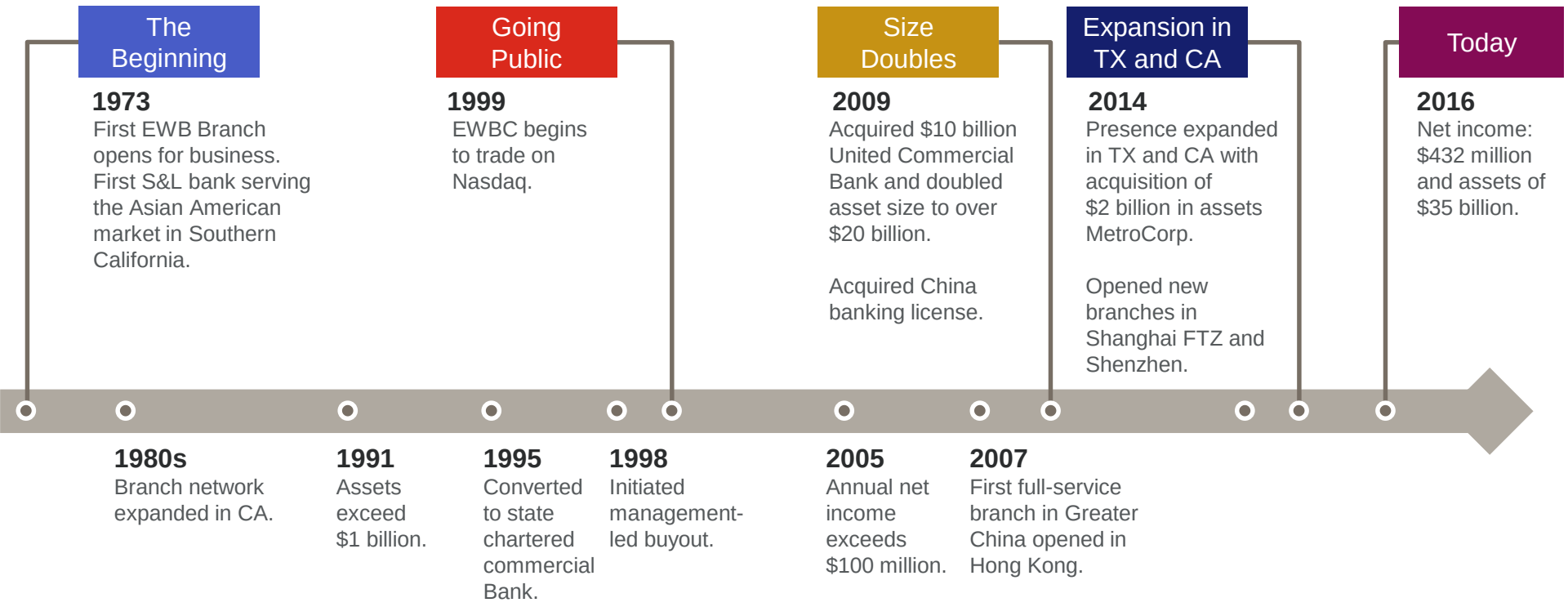
5 *Full-service branches*

5 *Representative offices*





East West Bank Milestones



East West Bank's Advantage

THE U.S. FACTOR

- Largest U.S. bank serving the Asian community.
- Among the top 30 largest public banks.
- Bank of choice for new Chinese-American immigrants.
- Ranked by Forbes as top 15 of America's best banks since 2010.

THE CHINA FACTOR

- China is the 2nd largest world economy.
- Foreign direct investment in the U.S. continues to rise.
- Cross-border trade between U.S. and Greater China companies is strong.
- EWB is 1 of 3 U.S. banks with a banking license in China.
- 10 locations in Greater China.

BRIDGE BANKING EXPERTISE

- Knowledge and experience in:
  - Culture
  - Geography
  - Economics
  - Business practices
- Well-connected with business leaders and service professionals.
- Cross-border products and services.
- Long-term relationship building.

VALUE FOR CUSTOMERS

- Help navigate complicated business transactions.
- Broaden opportunities with our partners and resources.
- Customized solutions meet the unique financial needs across various industries.
- Beyond banking approach helps customers assimilate seamlessly into a new country.

Bank Rankings by Total Assets and Market Cap

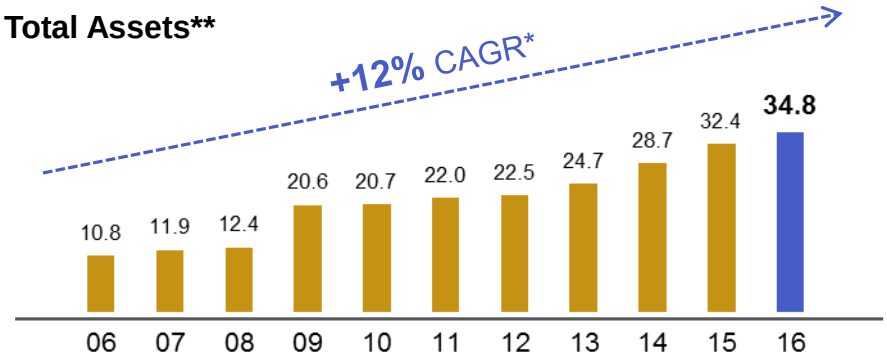
Rank	Total Assets (as of 12.31.16)	Ticker	$ Billion	Rank	Market Cap (as of 2.24.17)	Ticker	$ Billion
1	JPMorgan Chase & Co.	JPM	2,491.0	1	JPMorgan Chase & Co.	JPM	321.7
2	Bank of America Corporation	BAC	2,187.7	2	Wells Fargo & Company	WFC	290.0
3	Wells Fargo & Company	WFC	1,930.1	3	Bank of America Corporation	BAC	243.6
4	Citigroup Inc.	C	1,792.1	4	Citigroup Inc.	C	165.1
5	U.S. Bancorp	USB	446.0	5	U.S. Bancorp	USB	93.5
6	PNC Financial Services Group, Inc.	PNC	366.4	6	PNC Financial Services Group, Inc.	PNC	61.5
7	Capital One Financial Corporation	COF	357.0	7	Bank of New York Mellon Corporation	BK	49.3
8	Bank of New York Mellon Corporation	BK	333.5	8	Capital One Financial Corporation	COF	44.5
9	State Street Corporation	STT	242.7	9	BB&T Corporation	BBT	38.9
10	BB&T Corporation	BBT	219.3	10	State Street Corporation	STT	30.2
11	SunTrust Banks, Inc.	STI	204.9	11	SunTrust Banks, Inc.	STI	29.1
12	Citizens Financial Group, Inc.	CFG	149.5	12	M&T Bank Corporation	MTB	26.0
13	Fifth Third Bancorp	FITB	142.2	13	Fifth Third Bancorp	FITB	20.5
14	KeyCorp	KEY	136.5	14	KeyCorp	KEY	20.2
15	Regions Financial Corporation	RF	126.0	15	Northern Trust Corporation	NTRS	19.9
16	Northern Trust Corporation	NTRS	123.9	16	Citizens Financial Group, Inc.	CFG	18.8
17	M&T Bank Corporation	MTB	123.4	17	Regions Financial Corporation	RF	18.5
18	Huntington Bancshares Incorporated	HBAN	99.7	18	Huntington Bancshares Incorporated	HBAN	15.4
19	First Republic Bank	FRC	73.3	19	First Republic Bank	FRC	14.7
20	Comerica Incorporated	CMA	73.0	20	Comerica Incorporated	CMA	12.5
21	Zions Bancorporation	ZION	63.2	21	SVB Financial Group	SIVB	9.8
22	SVB Financial Group	SIVB	44.7	22	Zions Bancorporation	ZION	9.0
23	People's United Financial, Inc.	PBCT	40.6	23	Signature Bank	SBNY	8.6
24	Signature Bank	SBNY	39.0	**24**	**East West Bancorp, Inc.**	**EWBC**	**7.7**
25	Popular, Inc.	BPOP	38.7	25	People's United Financial, Inc.	PBCT	6.1
26	**East West Bancorp, Inc.**	**EWBC**	**34.8**	26	Commerce Bancshares, Inc.	CBSH	6.0
27	First Citizens BancShares, Inc.	FCNCA	33.0	27	Cullen/Frost Bankers, Inc.	CFR	5.9
28	BOK Financial Corporation	BOKF	32.8	28	BOK Financial Corporation	BOKF	5.4
29	Cullen/Frost Bankers, Inc.	CFR	30.2	29	Prosperity Bancshares, Inc.	PB	5.2
30	Synovus Financial Corp.	SNV	30.1	30	Synovus Financial Corp.	SNV	5.2

Source: S&P Global Market Intelligence.

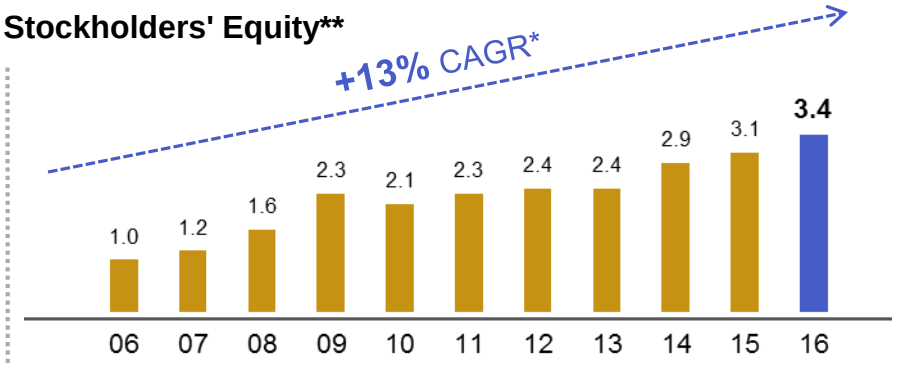
Strong Growth and Performance

($ in billions)

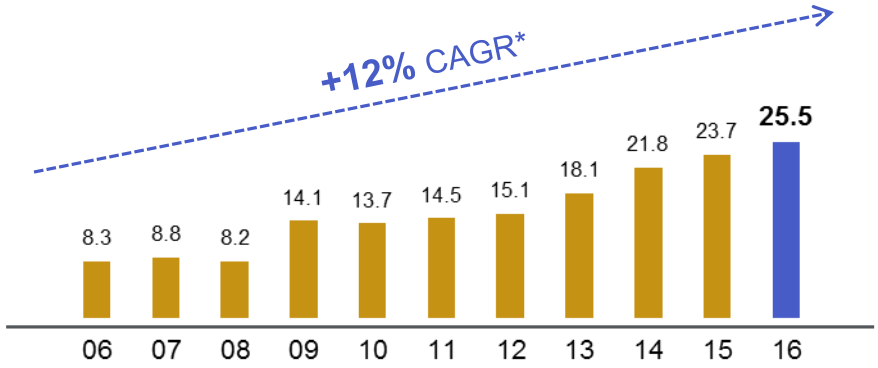
Total Assets**



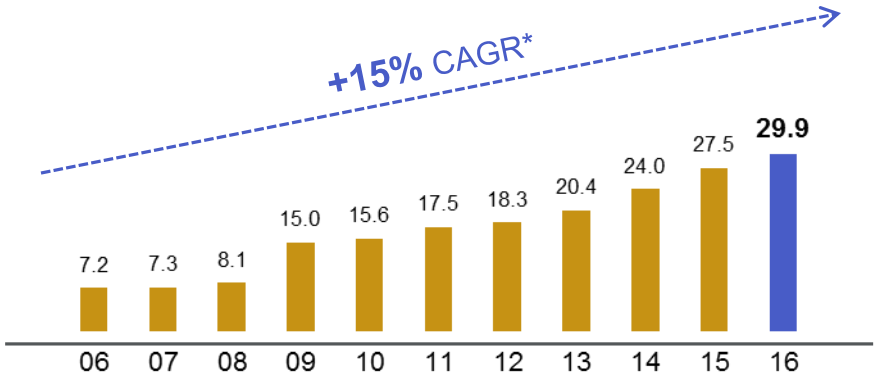
Stockholders' Equity**



Total Loans



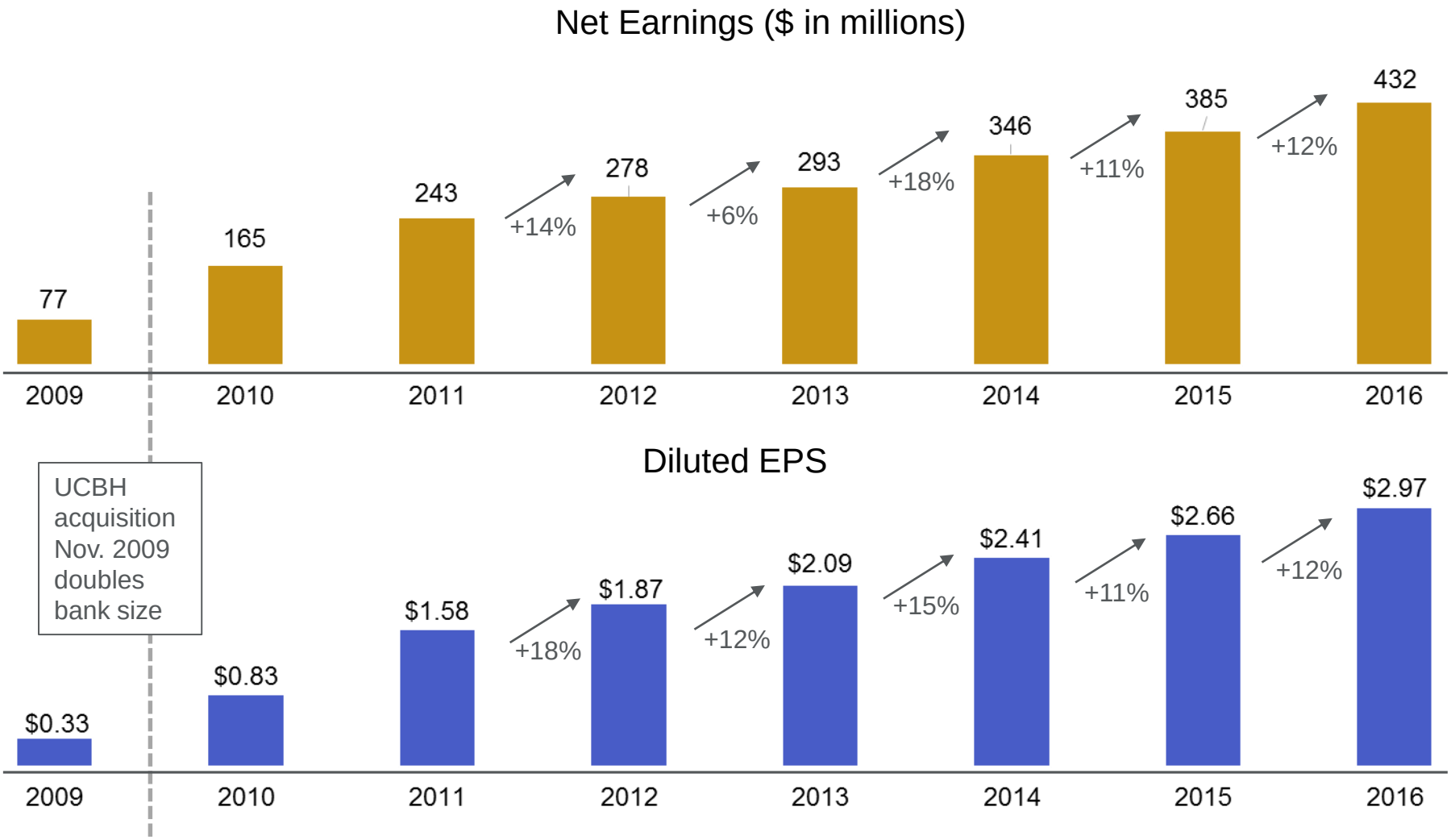
Total Deposits



* CAGR from December 31, 2006 – December 31, 2016.

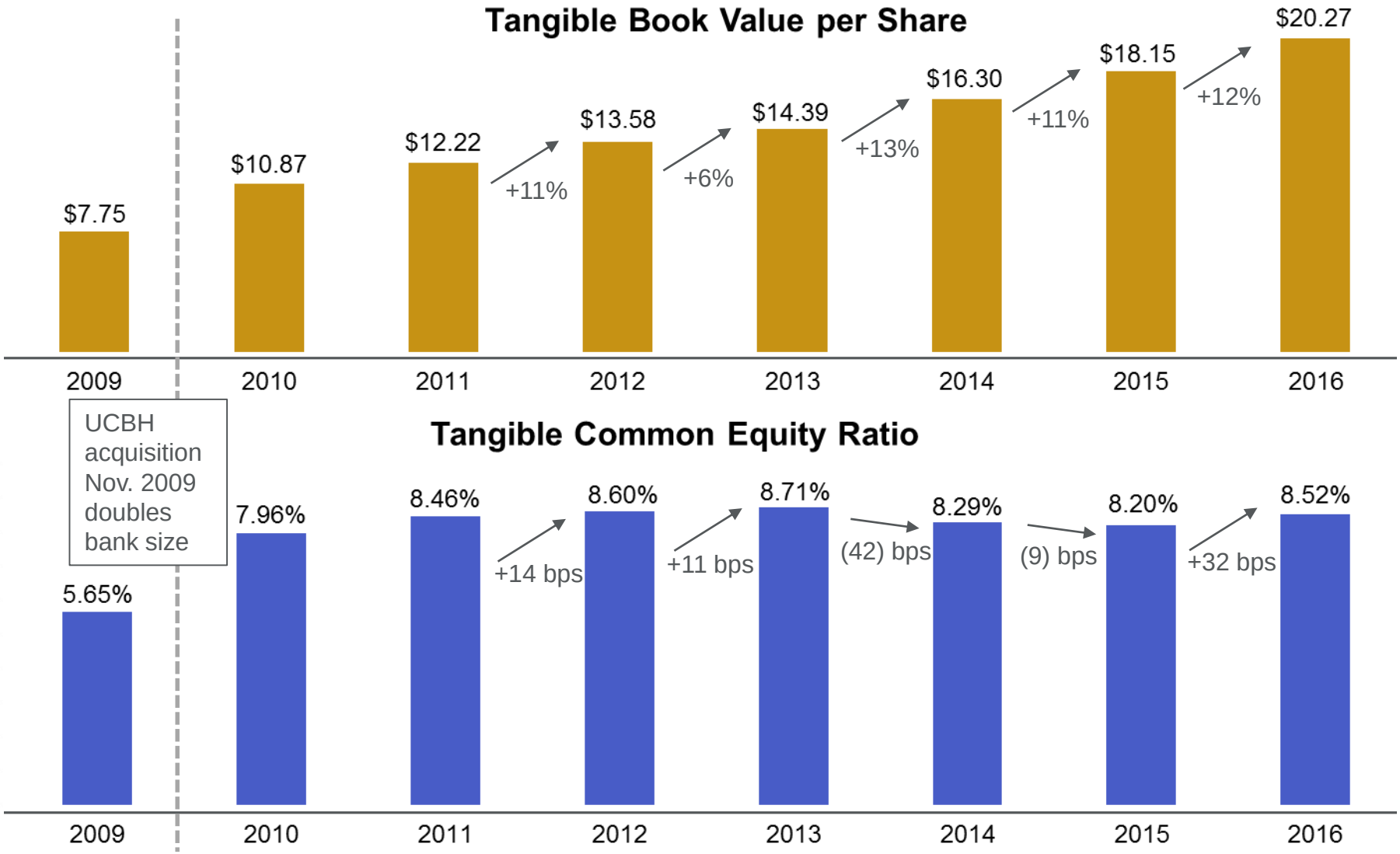
** 2010-2014 were restated to reflect the adoption of new accounting guidance related to the Company's investments in qualified affordable housing projects, Accounting Standards Update ("ASU") 2014-01.

Seventh Year of Record Earnings for 2016



Note: 2010-2014 were restated to reflect the adoption of new accounting guidance related to the Company's investments in qualified affordable housing projects, ASU 2014-01.

Steadily Growing TBVPS While Maintaining Robust TCE



2017 Management Outlook

	Net Income	EPS
4Q16	$111M +$0.6M/1% QoQ	$0.76 Flat QoQ
FY 2016	$432 +$47M/12% YoY	$2.97 +$0.31/12% YoY

Outlook for the expected full year 2017 results, compared to our full year 2016 results:

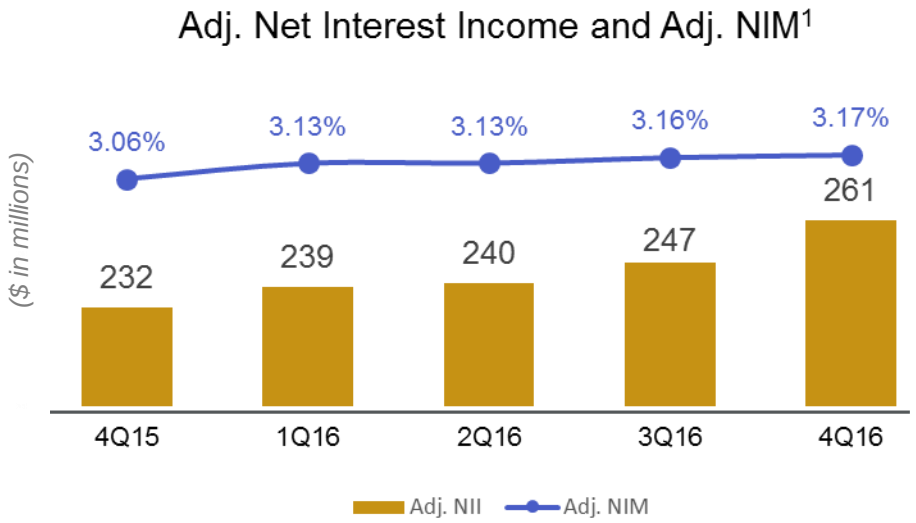
- **End of Period Loans:** increase at a percentage rate in the high single digits. Loan growth to be supported by deposit growth.
- **Net Interest Margin** (excluding the impact of ASC 310-30 discount accretion)**:** between 3.20%−3.40%.
- **Noninterest Expenses** (excluding tax credit amortization & deposit premium amortization)**:** increase at a percentage rate in the low single digits.
- **Provision for Credit Losses:** in the range of $40 million to $50 million.
- **Tax Items:** projecting investment in tax-advantaged credits of $90 million, and associated tax credit amortization expense of $80 million. Assuming no changes to the Federal tax rate, this implies an effective tax rate of mid-20%s.
- **Interest Rates:** our outlook incorporates the current forward rate curve; as such, it currently assumes three fed funds rate increases in the year 2017: in June, September, and December.

Fourth Quarter 2016 Highlights

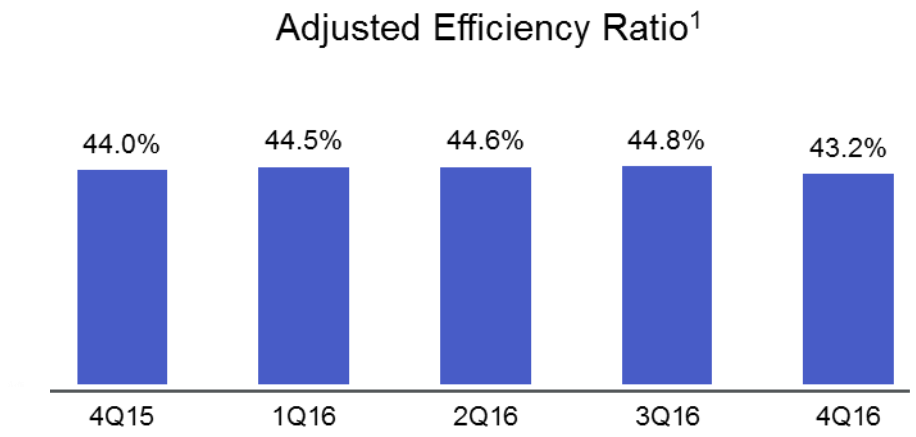
($ in millions, except per share data)	4Q16	3Q16	QoQ Change	4Q15	YoY Change
Net income	$ 111	$ 110	0%	$ 92	20%
Diluted EPS	$ 0.76	$ 0.76	0%	$ 0.63	21%
Tangible book value/share[1]	$ 20.27	$ 19.92	2%	$ 18.15	12%
TCE ratio[1]	8.52%	8.77%	+-25 bps	8.20%	+30 bps
At period-end					
Total assets	$ 34,789	$ 33,255	5%	$ 32,351	8%
Total loans	25,525	24,772	3%	23,692	8%
Total deposits	29,891	28,592	5%	27,476	9%
Stockholders' equity	3,428	3,378	1%	3,123	10%
Profitability Ratios					
Net interest margin[5]	3.31%	3.26%	+5 bps	3.26%	+5 bps
Adjusted net interest margin[1,2,5]	3.17%	3.16%	+1 bps	3.06%	+11 bps
Adjusted efficiency ratio[1,3]	43.2%	44.8%	-161 bps	44.0%	-83 bps
Adjusted pre-tax, pre-provision profitability ratio[1,4,5]	2.10%	2.03%	+7bp	2.03%	+7bp
Return on average assets[5]	1.27%	1.33%	-6 bps	1.14%	+13bps
Return on average equity[5]	12.9%	13.1%	-21 bps	11.7%	+120 bps
Return on average tangible equity[1,5]	15.3%	15.6%	-3 bps	14.1%	+120 bps

[1] See reconciliation of GAAP to non-GAAP financial measures available in the Company's fourth quarter 2016 financial press release.
[2] Adjusted net interest margin excludes ASC 310-30 discount accretion income.
[3] Adjusted efficiency ratio represents noninterest expense excluding repurchased agreements' extinguishment costs, amortization of tax credit and other investments, and amortization of premiums on deposits acquired, divided by the aggregate of net interest income before provision for credit losses, and noninterest income.
[4] Adjusted, pre-tax, pre-provision profitability ratio represents the aggregate of net interest income and noninterest income less adjusted noninterest expense, divided by average assets.
[5] Annualized.

Fourth Quarter 2016 Earnings Drivers



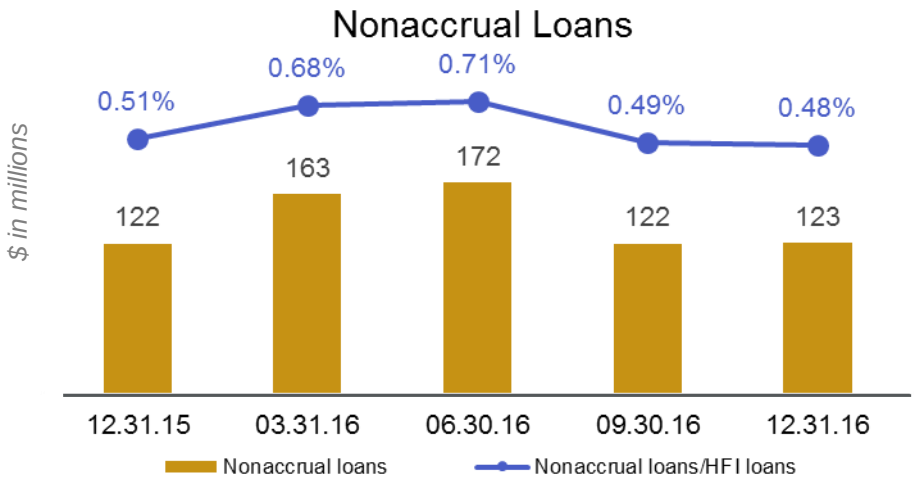
- Net interest income of $273 mm for 4Q16 was 7% higher than $254 mm for 3Q16.
- Excluding accretion income, adjusted net interest income grew 6% QoQ.
- GAAP NIM of 3.31% for 4Q16 was up 5 bps LQ; excluding the impact of accretion income, adjusted NIM for 4Q16 was up 1 bp LQ.
- Higher interest rates in 4Q16 improved earning asset yields. Loan yields excluding the impact of discount accretion were up 8 bps to 4.13% LQ.
- Over 75% of EWB's loan portfolio is variable rate.

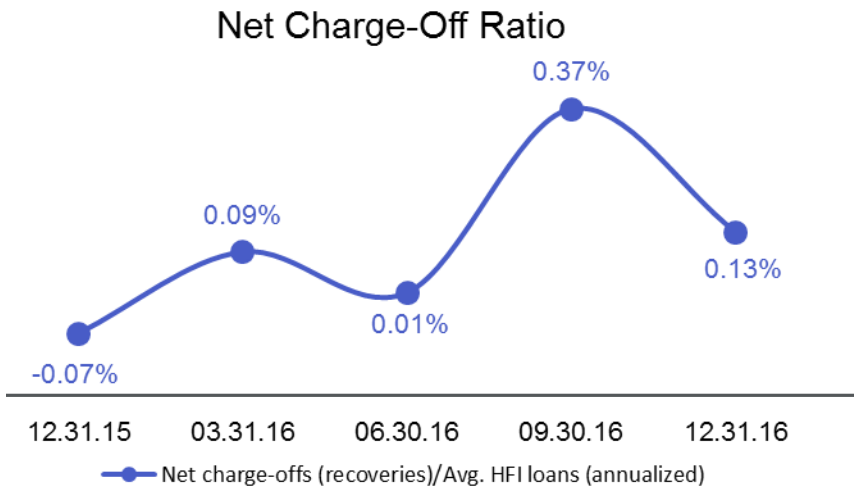


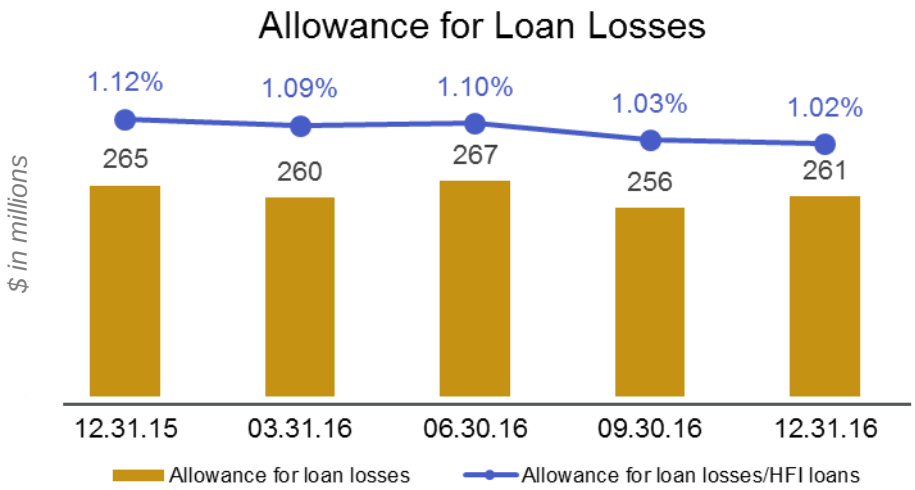
- Excluding the impact of a $13.4 mm reversal in legal accruals, as well as the amortization of tax credit investments and amortization of acquired deposit premiums, core operating expenses of $139 mm increased 2% LQ.
- Sequential quarter revenue growth of 6% outpaced core operating expense growth of 2%. As a result, adjusted efficiency ratio improved 161 bps to 43% LQ.
- Decline in investment spending to offset organic growth in expenses, supporting operating leverage in the near to medium term.

[1]Please see reconciliation of GAAP to non-GAAP financial measures in the Company's financial releases.

Asset Quality Metrics



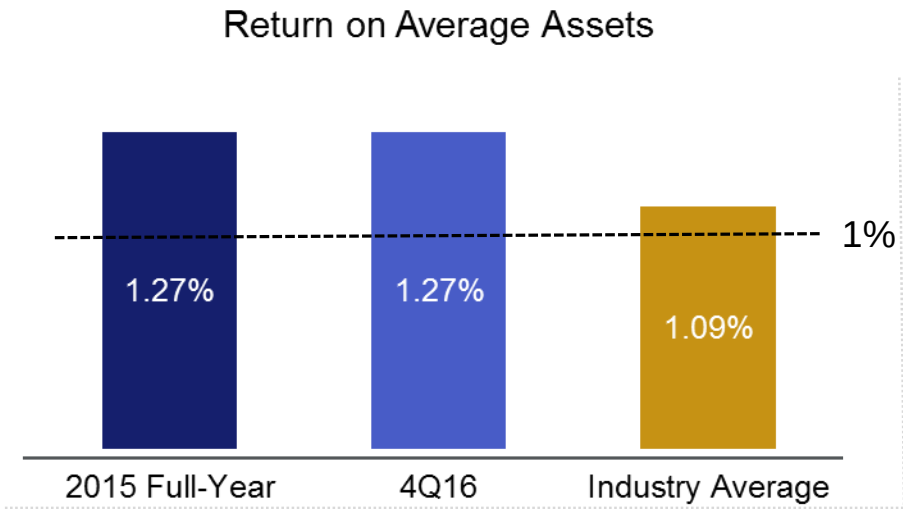


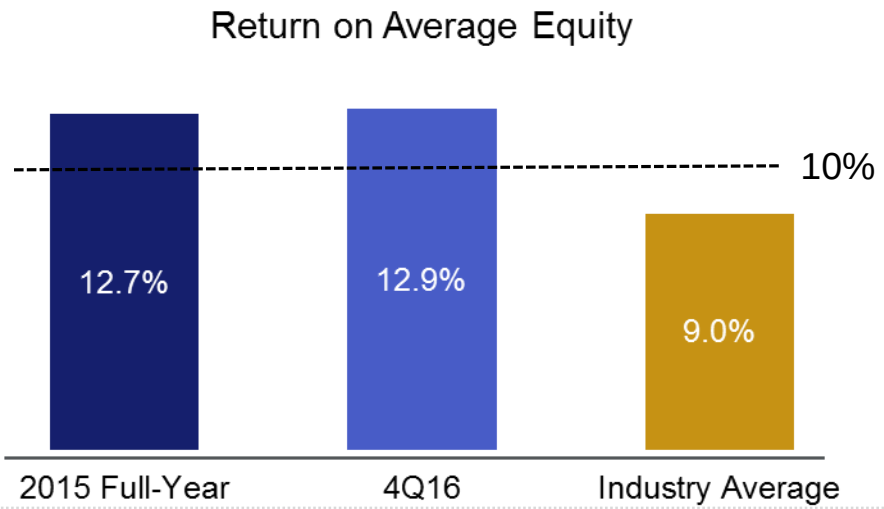


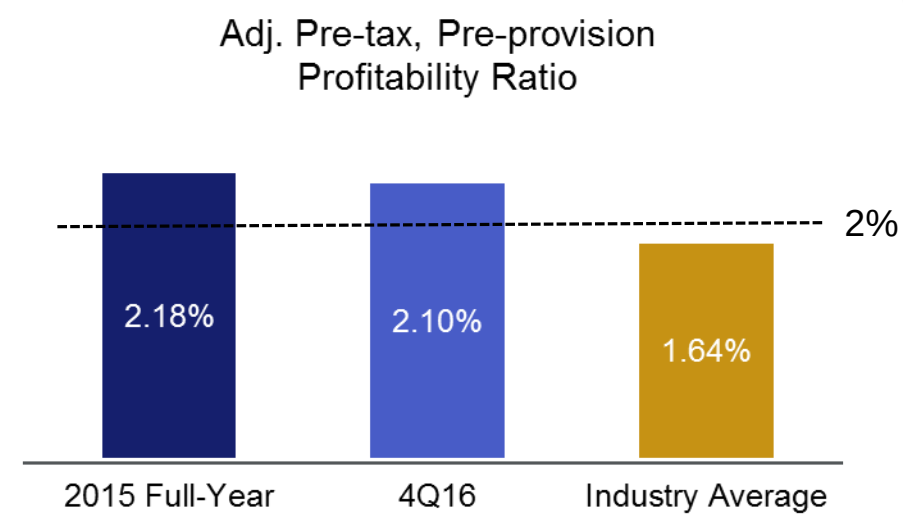
- Asset quality was essentially stable in 4Q16.
- The ALLL was $261 mm as of 12.31.16, or 1.02% of loans HFI, compared to $256 mm or 1.03% of loans HFI.
- 4Q16 NCOs were $8 mm or 0.13% of avg. loans annualized, a decline from NCOs of $22 mm or 0.37% of avg. loans annualized for 3Q16.
- Nonperforming assets decreased modestly to $130 mm or 0.37% of total assets as of 12.31.16, compared to 0.39% as of 09.30.16 and 0.40% as of 12.31.15.

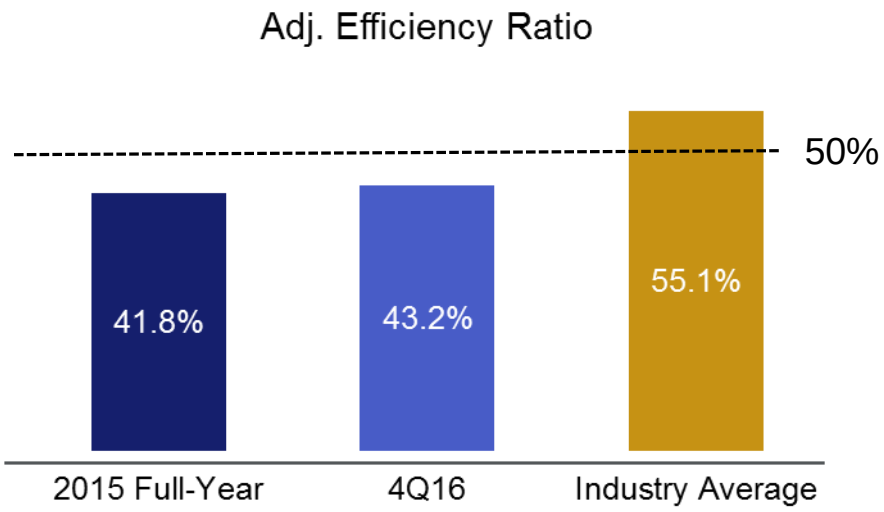
* Asset quality ratios exclude purchased credit impaired loans. HFI represents held-for-investment.

Outperforming Peers on Key Profitability Metrics







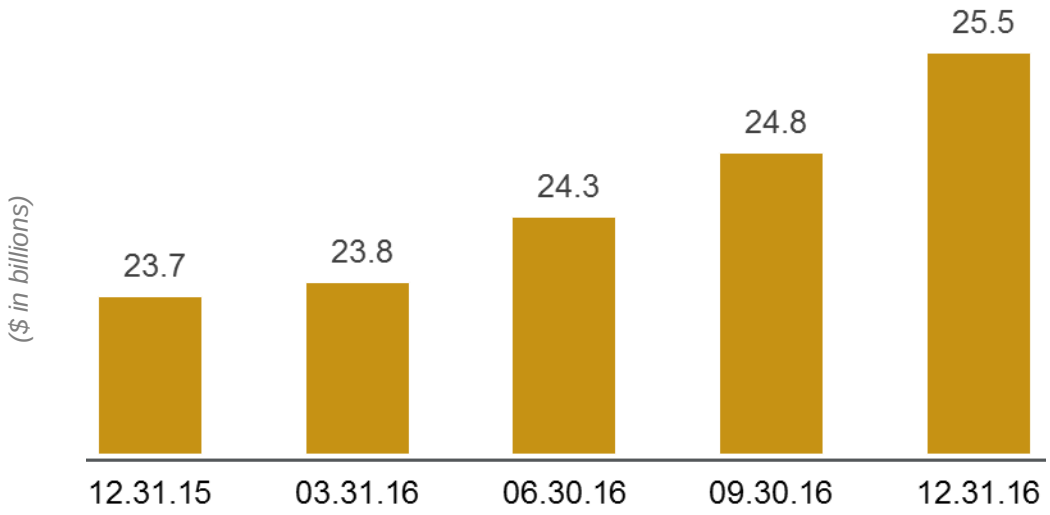


Adj. PTPP ratio and Adj. efficiency ratio calculations exclude repurchase agreements' extinguishment costs, amortization of tax credit and other investments and amortization of premiums on deposits acquired.

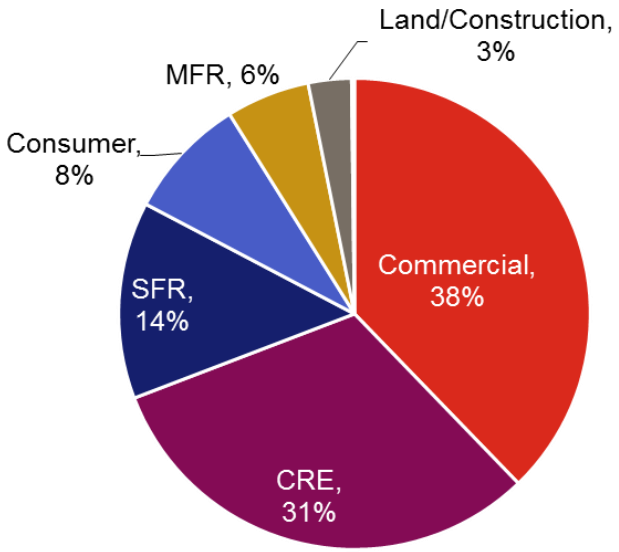
Note: Industry average based on FDIC's 3Q16 Quarterly Banking Profile for FDIC Insured Banks with Asset size $10 bn to $250 bn.

Diversified Loan Portfolio Driven by C&I Growth

$25.5 billion loans as of 12.31.16



Loan Distribution (as of 12.31.16)



- Total loans as of 12.31.16 were $25.5 bn, up $753 mm or 12% annualized from 09.30.16.
- Total gross loans as of 12.31.16 grew $1.8 bn or 8% YoY.

- 4Q16 largest increases in loans were: C&I loans, by $303 mm or 13% annualized LQ, and CRE loans, by $241 mm or 13% annualized LQ.
- MFR, SFR and consumer loans grew by $289 mm in total, or 17% annualized LQ.

- 4Q16 average loan yield was 4.33%, compared to 4.18% in 3Q16.
- Adjusted loan yield (excluding accretion) was 4.13% for 4Q16 vs. 4.05% for 3Q16.

Specialized Industry Verticals: Cross-Border Growth

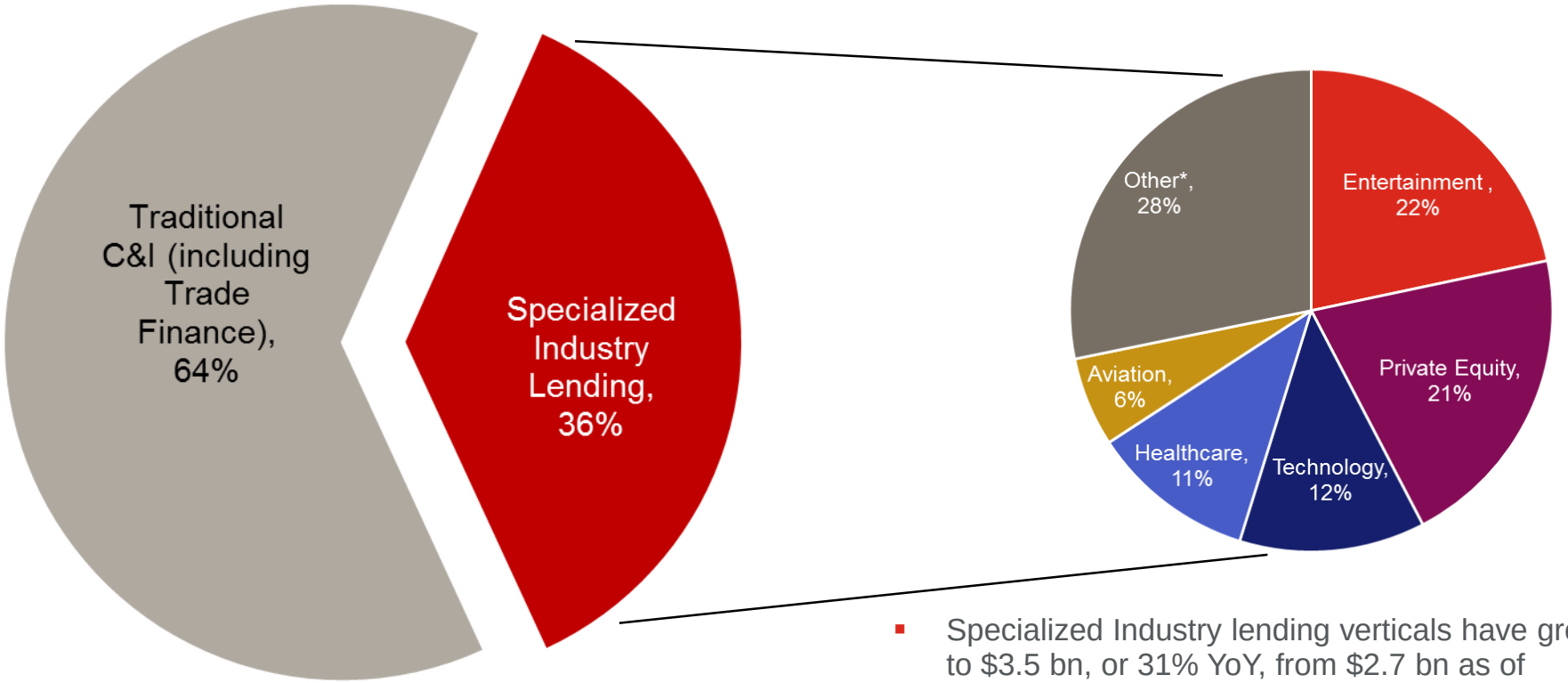
Total Loans
$25.5 bn

Includes

C&I loans
$9.7 bn or 38%

Includes

Specialized Industry
$3.5 bn or 36%



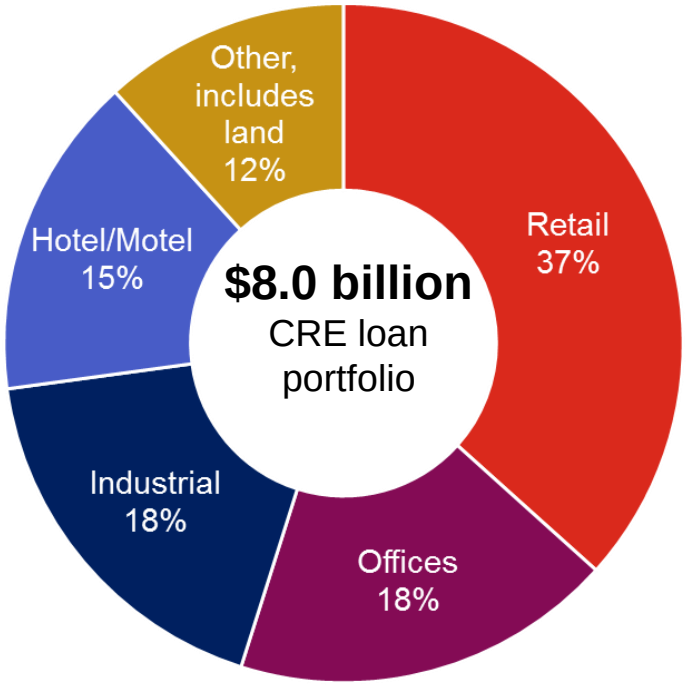
- Specialized Industry lending verticals have grown to $3.5 bn, or 31% YoY, from $2.7 bn as of 12.31.15. Growth in these niches is driven by Bridge Banking, EWBC's strategy of facilitating cross-border commercial opportunities.

Portfolio distribution data as of December 31, 2016.

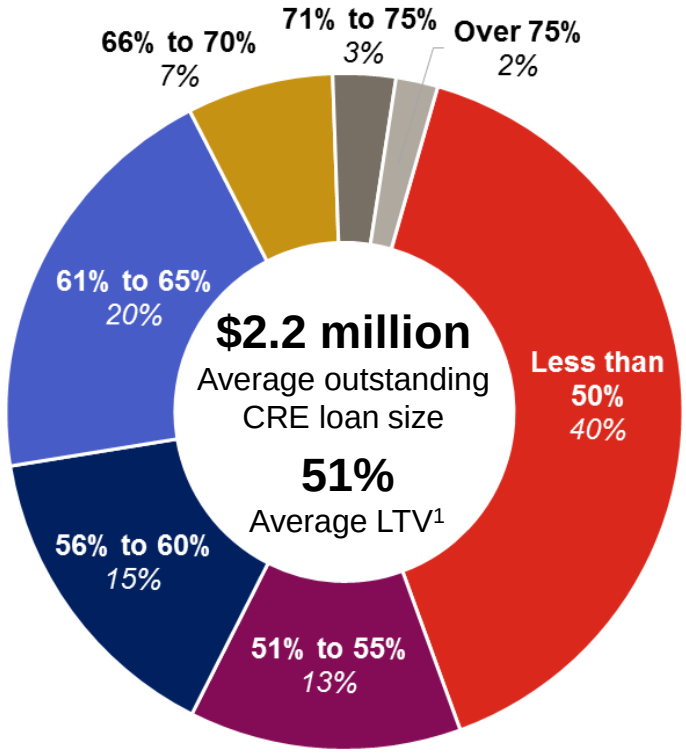
* Other Specialized Lending comprises Structured & Specialty Finance, Energy, Agriculture, and Equipment Leasing.

Diversified Commercial Real Estate Portfolio

CRE Property Type Distribution (as of 12.31.16)



CRE LTV Distribution (as of 12.31.16)

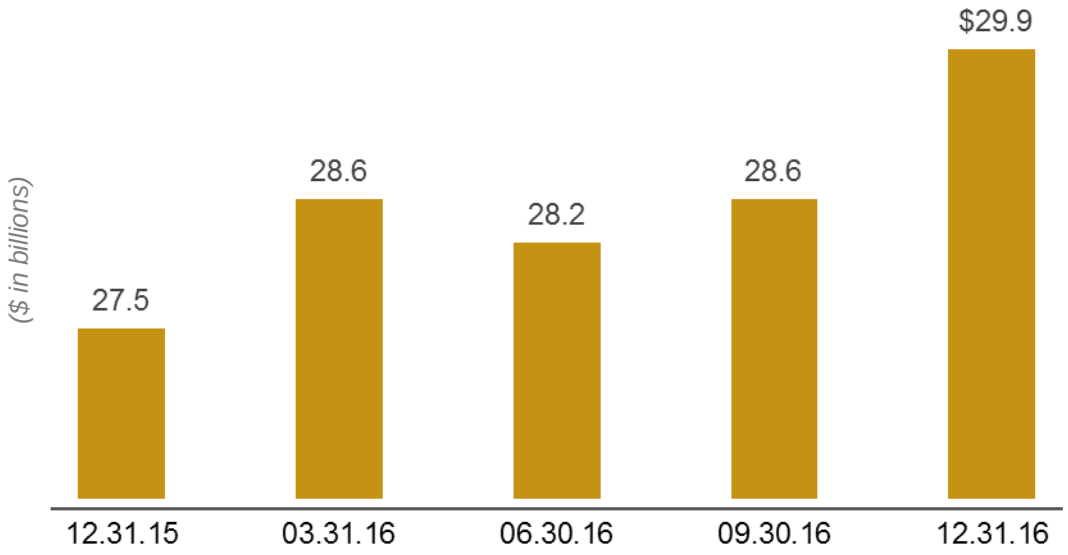


- CRE concentration under FFIEC guidelines as of 12.31.16 was 260%, compared to 261% as of 09.30.16, and down from 274% as of 12.31.15.
- Room in 2017 to prudently grow CRE loans for high quality projects, while remaining below the 300% FFIEC exposure threshold.

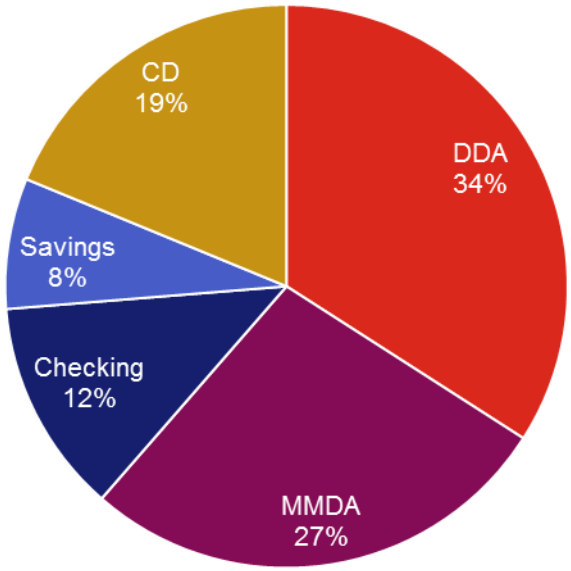
[1] LTV based on current loan balance and appraisal value at origination or renewal.

Solid Deposit Growth & Mix

$29.9 billion deposits as of 12.31.16



Deposit Distribution (as of 12.31.16)



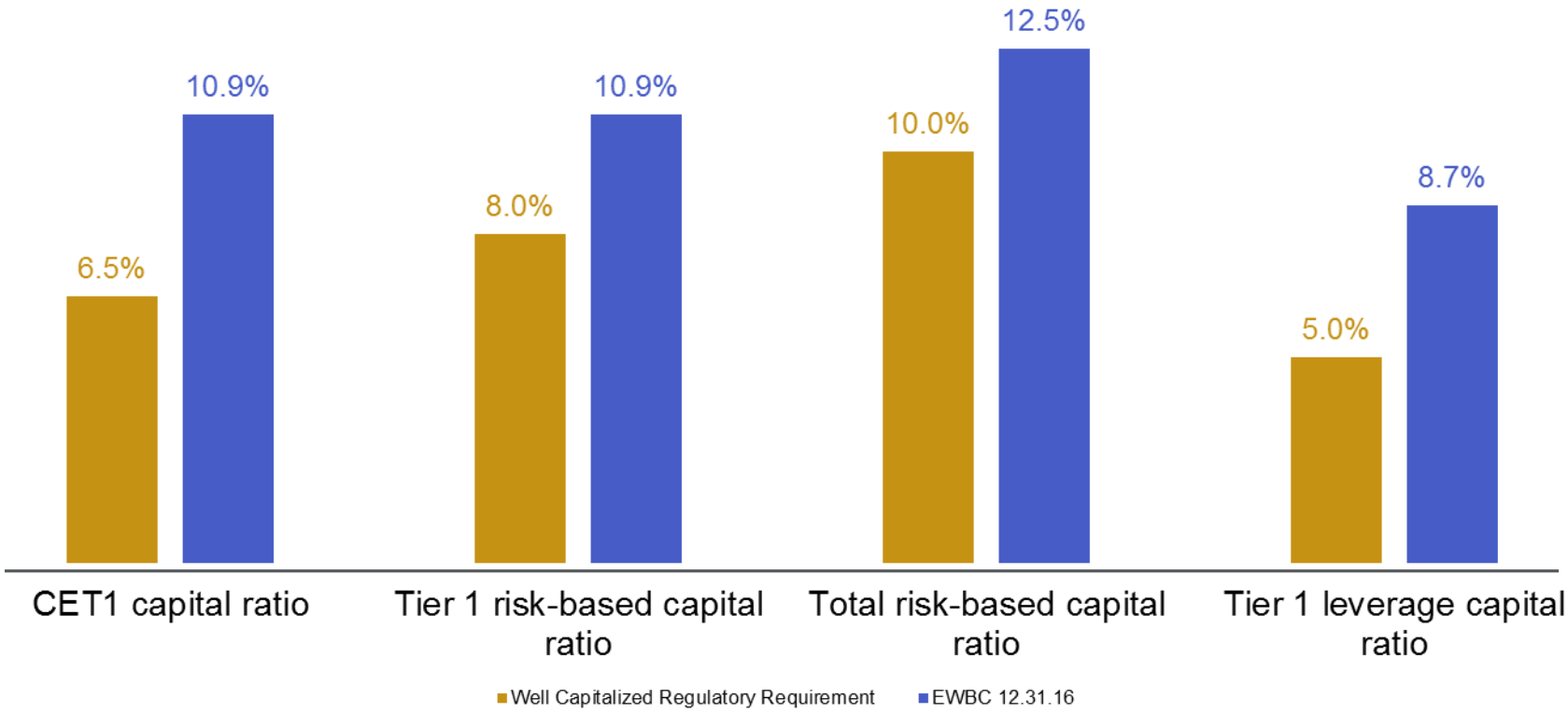
- Total deposits as of 12.31.16 were $29.9 bn, an increase of $1.3 bn or 18% annualized from 09.30.16.
- Total deposits as of 12.31.16 grew $2.4 bn or 9% YoY.

- 4Q16 core deposits grew to $24.3 bn or 81% of total deposits, compared to 76% of total deposits in 4Q15.
- 4Q16 DDAs grew to $10.2 bn or 34% of total deposits, compared to 32% of total deposits in 4Q15.

- 4Q16 total cost of deposits was 31 bps, 1 bp higher than 30 bps for 3Q16 and 2 bps higher than 29 bps for 4Q15.

Strong Capital Levels

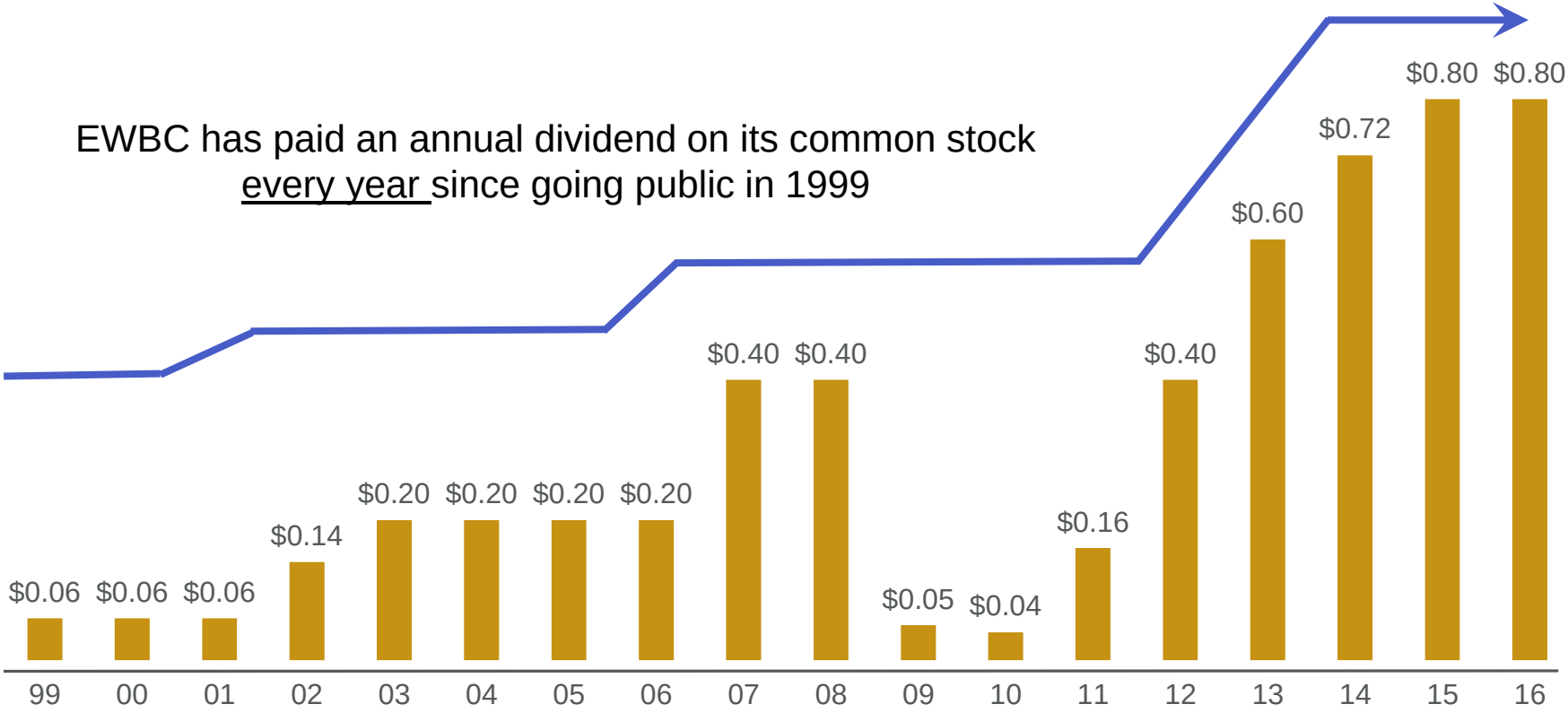
East West Bank's capital levels exceed well-capitalized regulatory requirements



Providing a Healthy Dividend to Shareholders

400% or $0.64 per share increase in dividends since 2011

EWBC has paid an annual dividend on its common stock
every year since going public in 1999



Interest Rate Sensitivity

EWBC's Net Interest Income Sensitivity to Selected Interest Rate Scenarios (as of December 31, 2016)

	Net Interest Income Volatility:					
	31-Dec-2016			31-Dec-2015		
Change in Interest Rates :	% change	$ in mm	in EPS	% change	$ in mm	in EPS
+ 200 bps	22.4%	$231.3	+ $ 1.20	18.5%	$175.8	+ $ 0.81
+ 100 bps	12.0%	$123.9	+ $ 0.64	9.6%	$91.2	+ $ 0.42
- 100 bps	-6.8%	($70.2)	- $ (0.36)	-4.0%	($38.0)	- $ (0.17)
- 200 bps	-7.5%	($77.4)	- $ (0.40)	-4.6%	($43.7)	- $ (0.20)

	Net Interest Income Volatility as of 12/31/16 Given a 12-Month Demand Deposit Migration of:								
	$1.0 billion			$2.0 billion			$3.0 billion		
Change in Interest Rates :	% change	$ in mm	in EPS	% change	$ in mm	in EPS	% change	$ in mm	in EPS
+200 bps	19.7%	$203.4	+ $ 1.06	17.0%	$175.5	+ $ 0.91	14.2%	$146.6	+ $ 0.76
+100 bps	10.3%	$106.4	+ $ 0.55	8.5%	$87.8	+ $ 0.46	6.8%	$70.2	+ $ 0.36

The increase in EWBC's interest rate sensitivity between 12/31/16 and 12/31/15 was primarily due to growth in core deposits, which now make up 81% of total deposits.

- Brokered deposits are 5% of total deposits, and institutional deposits are 10% of total, both essentially stable relative to the past several quarters.
- Due to the growth in core deposits, a surge deposit study was conducted to identify the amount of volatile deposits and to estimate the likelihood of run-off in various interest rate environments.
- Betas: Retail Money Market – 53%; Commercial MMA – 65%; NOW – 28%; and Savings – 15%.

Note: NII sensitivity translated into $ and EPS using annualized YTD16 NII and FY 2015 NII, and the effective tax rate in each period.

Loan Portfolio: Underlying Interest Rate Detail

EWBC's Loan Portfolio Breakdown: Fixed, Hybrid, & Variable Rate Loans (as of December 31, 2016)

Gross Loans: Fixed, Hybrid, & Variable Rate Loans (as of 12/31/16)

	$ in mm.	% of total loans	$ in mm.	% of category
True Fixed rate loans	**2,259.7**	**8.9%**		
Hybrid: no floors	165.7	0.6%		
Hybrid: Interest rates above floors	2,036.2	8.0%		
Of which, linked to Prime			506.1	24.9%
Of which, linked to 1M Libor			1.9	0.1%
Of which, linked to Other Libor			396.3	19.5%
Hybrid: Interest rates below floors	204.4	0.8%		
Hybrid: Interest rates at floors	34.1	0.1%		
Subtotal: Hybrid loans	**2,440.5**	**9.6%**		
Variable: no floors	**13,457.6**	**52.7%**		
Of which, linked to Prime			5,425	40%
Of which, linked to 1M Libor			3,859	29%
Of which, linked to Other Libor			1,905	14%
Variable: Interest rate above floors	**5,496.5**	**21.5%**		
Of which, linked to Prime			3,263	59%
Of which, linked to 1M Libor			1,128	21%
Of which, linked to Other Libor			605	11%
Variable: Interest rate at floors	**241.4**	**0.9%**		
Variable: Interest rate below floors	**1,553.7**	**6.1%**		
Of which, linked to Prime			858	55%
Of which, linked to 1M Libor			293	19%
Of which, linked to Other Libor			282	18%
Subtotal: Variable rate loans	**20,749.3**	**81.3%**		
Other (NPLs, premiums, discounts)	76.8	0.3%		
Total gross loans	**25,526.2**	**100.0%**		

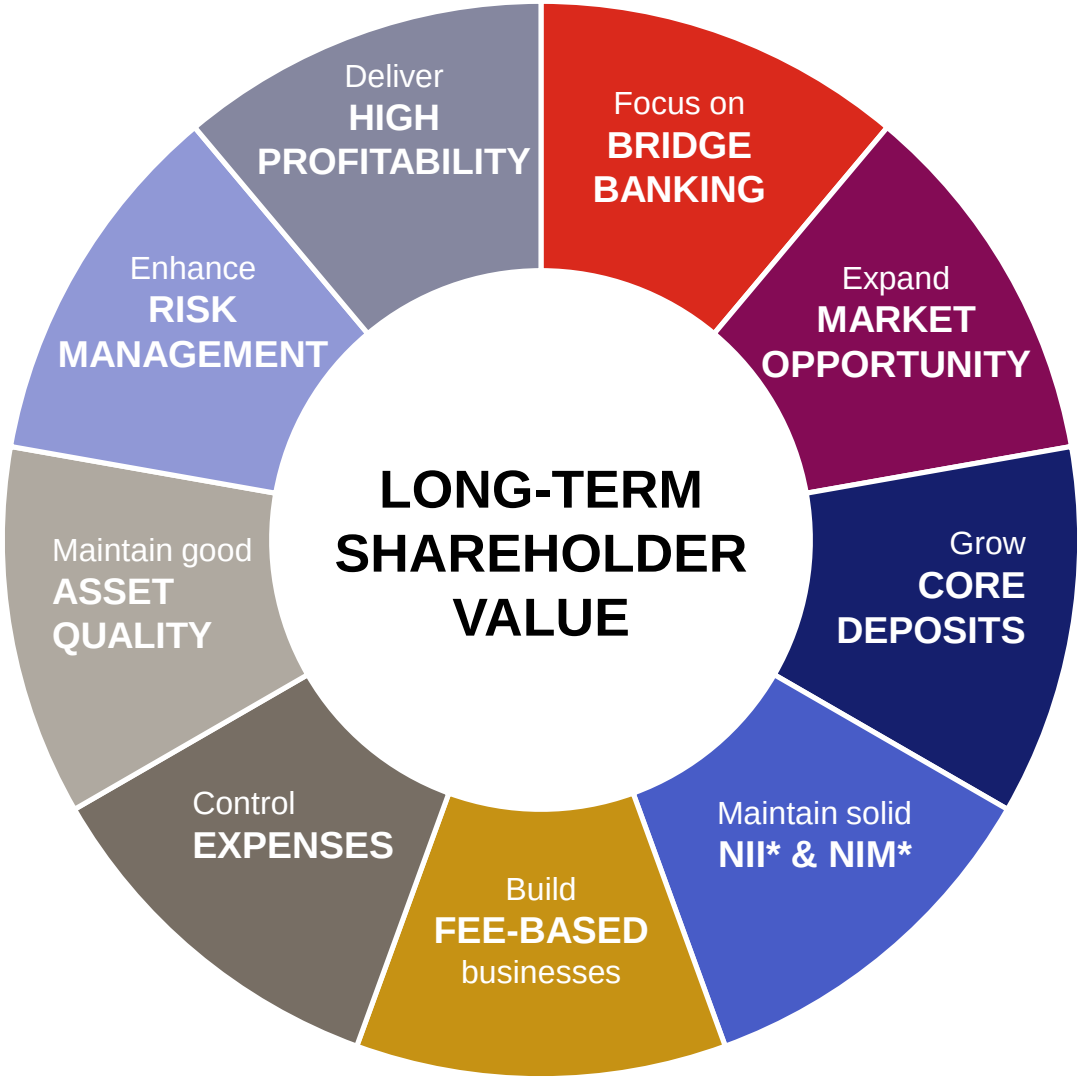
Note: Hybrid loans shows those still in fixed rate period. Hybrid loans already subject to variable rate are shown in Variable loans.

Note: Loans gross of deferred fees, premiums, or discounts.

EWBC's loan portfolio is predominantly linked to Prime Rate and short-term LIBOR, a profile that has been consistent over time.

- Over 80% of EWBC's loan portfolio is variable rate (this includes hybrid loans in variable period), and <10% is fixed rate.
- Only $1.8bn of variable rate and hybrid loans, or 7% of total loans, have an index rate below floors. Approximately 48% of these would cross above floor rates with only a 25bps move in interest rates, and another 16% would cross with a second 25bps move. The weighted average distance below floors is 65bps.
- Weighted avg. next repricing/maturity date of the total loan portfolio is <1.25 years. The weighted avg. date of repricing for loans below floors is 5 months, stable linked quarter.

Key Focus Areas



*NII = Net Interest Income. NIM = Net Interest Margin