

Sterling Bancorp, Inc.

NASDAQ: SBT



celebrating **35** years

Investor Presentation

May 2019

Forward-Looking Statements

This presentation and other communications by Sterling Bancorp, Inc. (“Sterling”) include certain “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities and Exchange Act of 1934, as amended regarding Sterling’s plans, expectations, thoughts, beliefs, estimates, goals and outlook for the future that are intended to be covered by the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on management’s expectations as well as certain assumptions and estimates made by, and information available to, management at the time. Those statements are not guarantees of future results or performance and are subject to certain known and unknown risks, uncertainties and other factors that may cause actual results to differ materially from those expressed in, or implied by, such forward-looking statements. These risks, uncertainties and other factors include, but are not limited to: potential delays or other problems implementing our growth, expansion and other growth strategies including delays in identifying sites, hiring or retaining qualified personnel, obtaining regulatory or other approvals, obtaining permits and designing, constructing and opening new offices; availability and access to capital; possible downgrades in Sterling’s credit ratings or outlook which could increase the costs or availability of funding from capital markets; the ability to attract new or retain existing deposits or to retain or grow loans; the ability to generate future revenue growth or to control future growth in non-interest expense; interest rate fluctuations, including changes in the yield curve between short-term and long-term interest rates; competitive factors and pricing pressures, including their effect on our net interest margin; general economic, unemployment, credit market and real estate market conditions, and the effect of such conditions on the creditworthiness of borrowers, collateral values, the value of investment securities and asset recovery values; changes in legal, financial and/or regulatory requirements; recently enacted and potential legislation and regulatory actions and the costs and expenses to comply with new and/or existing legislation and regulatory actions; changes in U.S. government monetary and fiscal policy; the ability to keep pace with technological changes, including changes regarding maintaining cybersecurity; the impact of failure in, or breach of, our operational or security systems or infrastructure, or those of third parties with whom we do business, including as a result of cyber-attacks or an increase in the incidence or severity of fraud, illegal payments, security breaches or other illegal acts impacting Sterling or its customers; adoption of new accounting standards or changes in existing standards; and adverse results (including costs, fines, reputational harm and/or other negative effects) from current or future litigation, regulatory examinations or other legal and/or regulatory actions or rulings as well as other factors identified in this presentation or as detailed from time to time in our public filings, including those factors included in the disclosures under the headings “Cautionary Note Regarding Forward-Looking Statements” and “Risk Factors” in our Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 18, 2019 and future periodic reports. Should one or more of the foregoing risks materialize, or should underlying assumptions prove incorrect, actual results or outcomes may vary materially from those projected in, or implied by such forward-looking statements. Sterling disclaims any obligation to update or revise any forward-looking statements based on the occurrence of future events, the receipt of new information or otherwise.

Investment Highlights



- Experienced Leadership Team



- Desirable Branch Network in High-Growth Markets



- Pristine Credit Quality



- Focused Suite of Residential & Commercial Products



- In-Branch Relationship Deposits and Loans

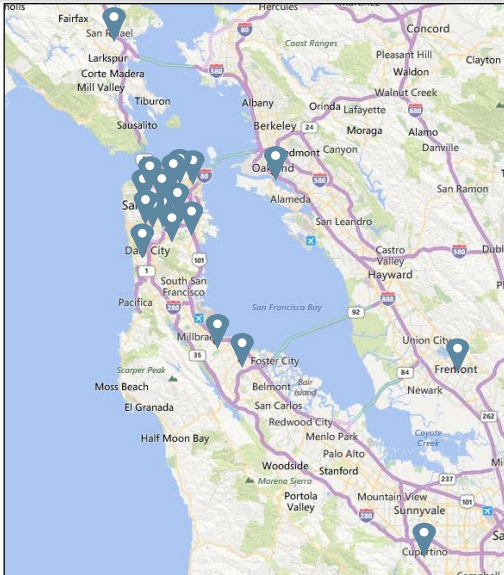


- Profitable & Efficient Business Model

Key Markets

Desirable Branch Network in High-Growth Markets

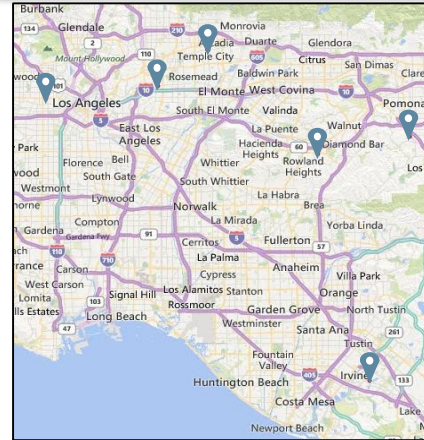
San Francisco Bay Area (20 Branches)



SF Bay Area Markets

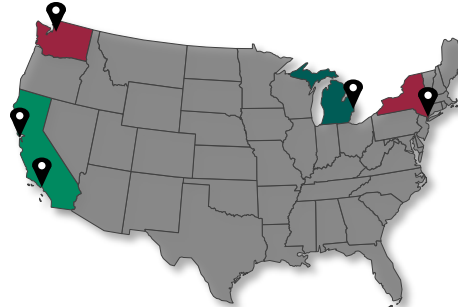
- San Francisco (13)
- Burlingame (1)
- Daly City (1)
- San Mateo (1)
- San Rafael (1)
- Cupertino (1)
- Fremont (1)
- Oakland (1)

Los Angeles / Orange County (6 Branches)



LA / Orange County Markets

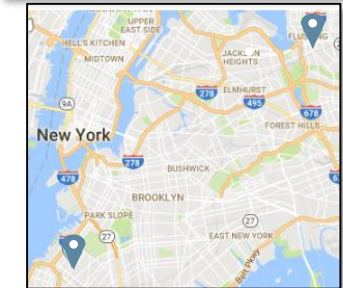
- Alhambra (1)
- Arcadia (1)
- Irvine (1)
- Rowland Heights (1)
- Chino Hills (1)
- Koreatown (1)



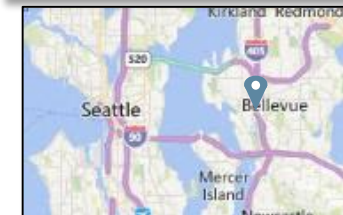
Southfield, MI (1 Operational Branch)



New York, NY (2 Branches)



Greater Seattle, WA (1 Branch)

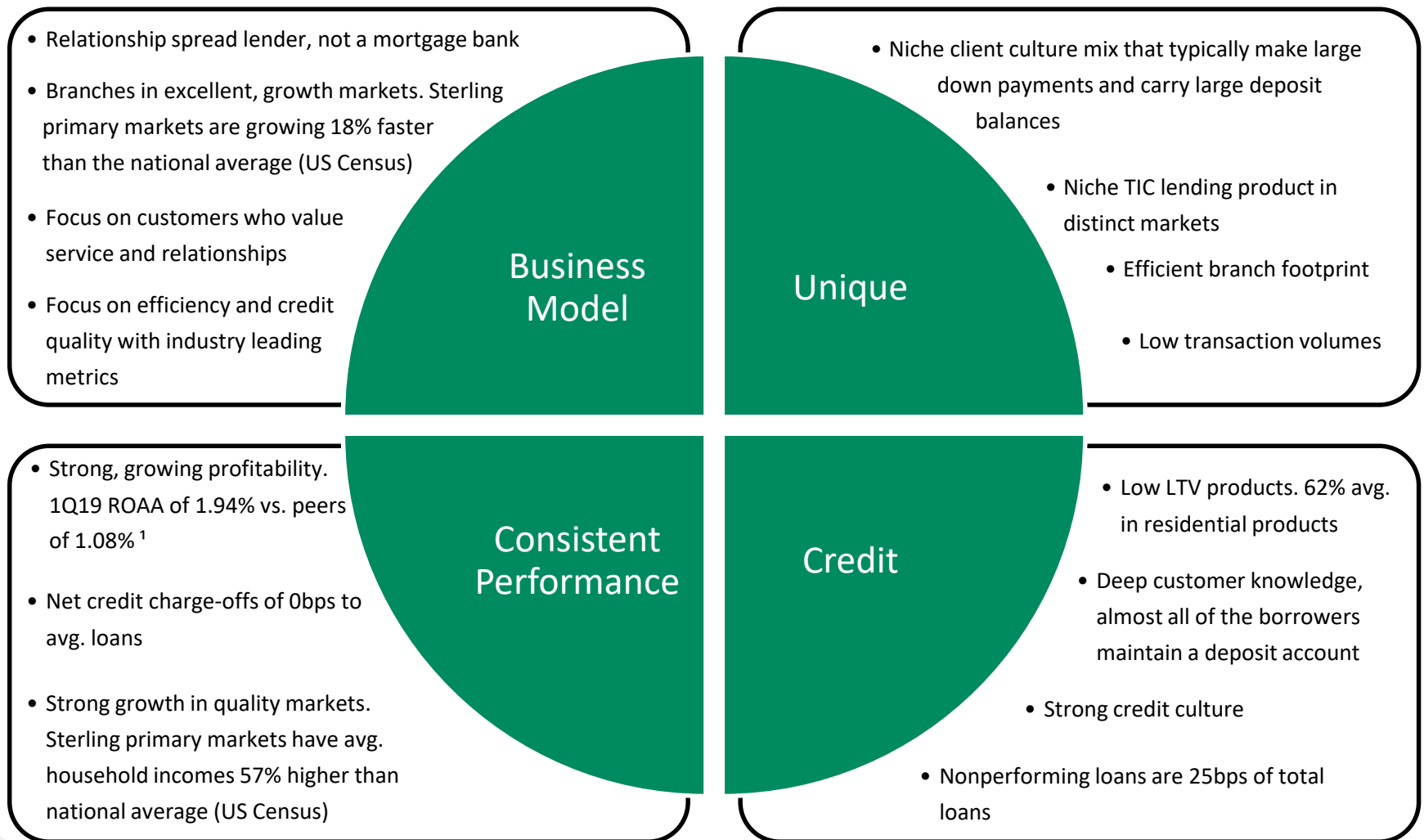


Progress Report on New Market Expansion

Increasing Contributions from Newer Markets

	<u>Background</u>	<u>Performance</u>
Los Angeles/ Orange County	<ul style="list-style-type: none"> • Launched operations in 2015 • Opened Koreatown branch in 1Q19 	<ul style="list-style-type: none"> • Accounts for nearly 50% of residential loan production • Nearly 25% of total deposits in LA market • Commercial pipeline of >\$25M
New York City	<ul style="list-style-type: none"> • Launched operations in 2017 • Relocated to ground floor branch in Sept. 2018, improving visibility and traffic 	<ul style="list-style-type: none"> • Accounts for over 20% of 2019 residential loan production • Commercial pipeline of >\$40M • Additional Commercial Loan Officer starting in May 2019
Greater Seattle	<ul style="list-style-type: none"> • Opened first branch in Aug. 2018 	<ul style="list-style-type: none"> • Gathered over \$10 million in deposits in 1Q19 • ~\$20 million of commercial loan production since branch opened • Commercial pipeline of \$4.4M

Strategic Overview



Note:

1: Peers consists of exchange-traded banks and thrifts with \$1Bn - \$5Bn in assets as of March 31, 2019 quarterly filings, mean metrics pictured.

Source: SEC Filings, U.S. Census data as of June 30, 2017

1Q19 Financial Summary

Continued Growth

Financial Highlights	
Balance Sheet (\$ Million)	
Total Assets	\$3,252
Cash and Securities	\$210
Net Loans	\$2,924
Total Deposits	\$2,437
Total Equity	\$339
1Q19 Performance Ratios and Profitability	
Return on Average Assets	1.94%
Return on Average Equity	18.4%
Return on Average Tangible Common Equity	18.5%
Net Interest Margin	3.86%
Efficiency Ratio	38.4%
Net Income (Million)	\$15.7
Capital Ratios	
Tang. Common Equity / Tang. Assets	10.41%
Leverage Ratio	10.49%
Common Equity Tier 1 Risk-Based Capital Ratio	17.27%
Tier 1 Risk-Based Capital Ratio	17.27%
Total Risk-Based Capital Ratio	21.64%
Asset Quality	
Nonperforming Loans	\$7.3
Nonperforming Loans / Total Loans	0.25%
Nonperforming Assets	\$14.2
Nonperforming Assets / Total Assets	0.44%
ALLL / Nonperforming Loans	282%

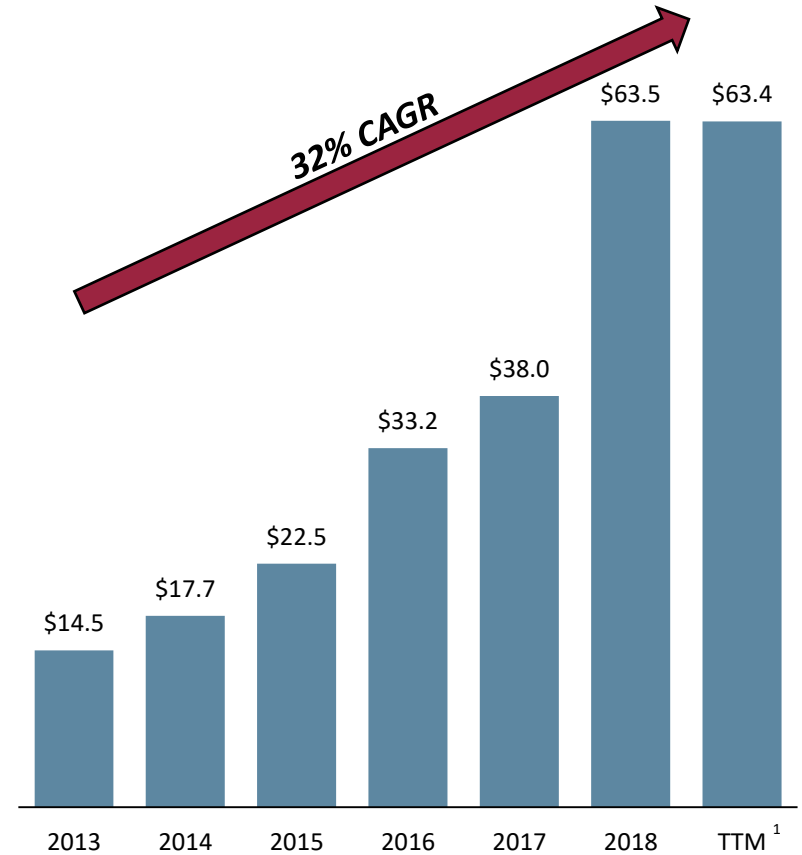
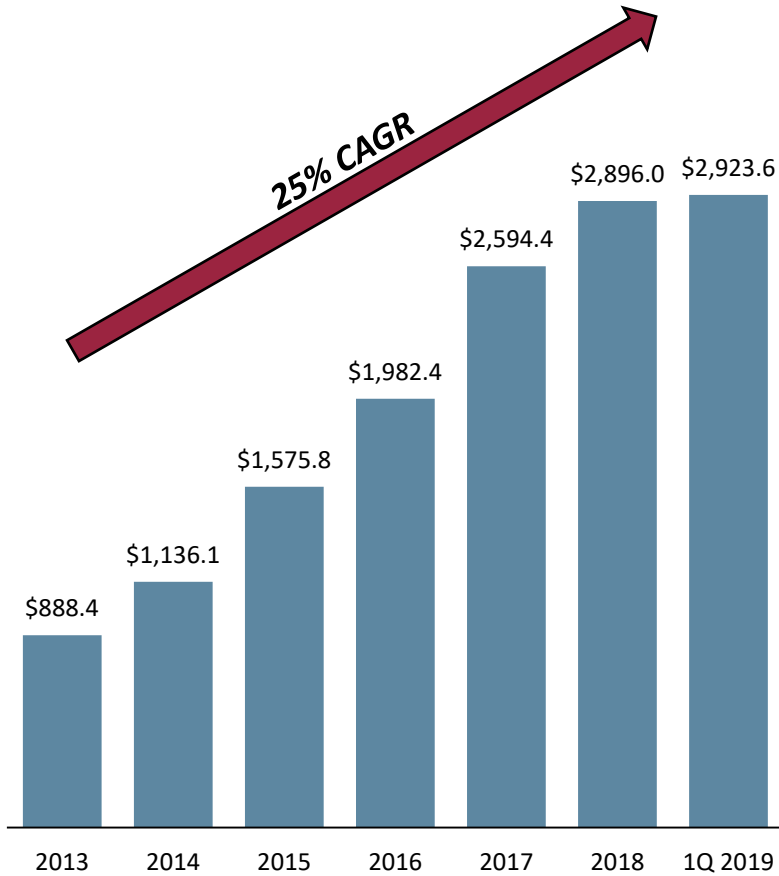
- Total portfolio loans of \$2.9 billion, a 13% year-over-year increase
- Total deposits of \$2.4 billion, a 6% year-over-year increase
- Net income of \$15.7 million, or \$0.30 diluted EPS

FY 2018 Financial Summary

Demonstrated Growth

Total Net Loans (\$ Million)

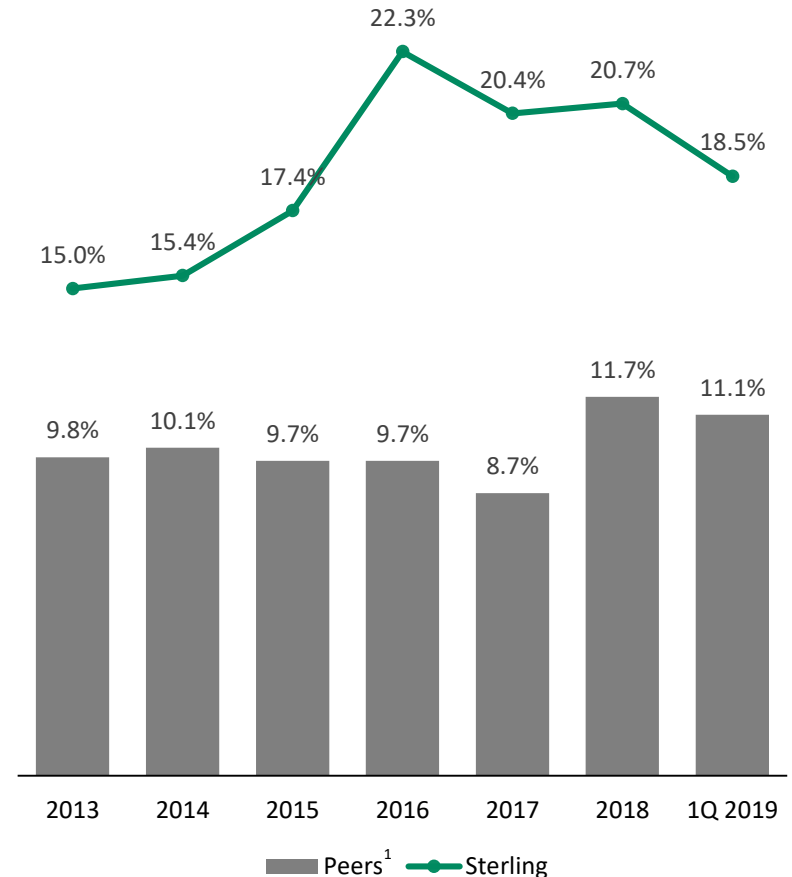
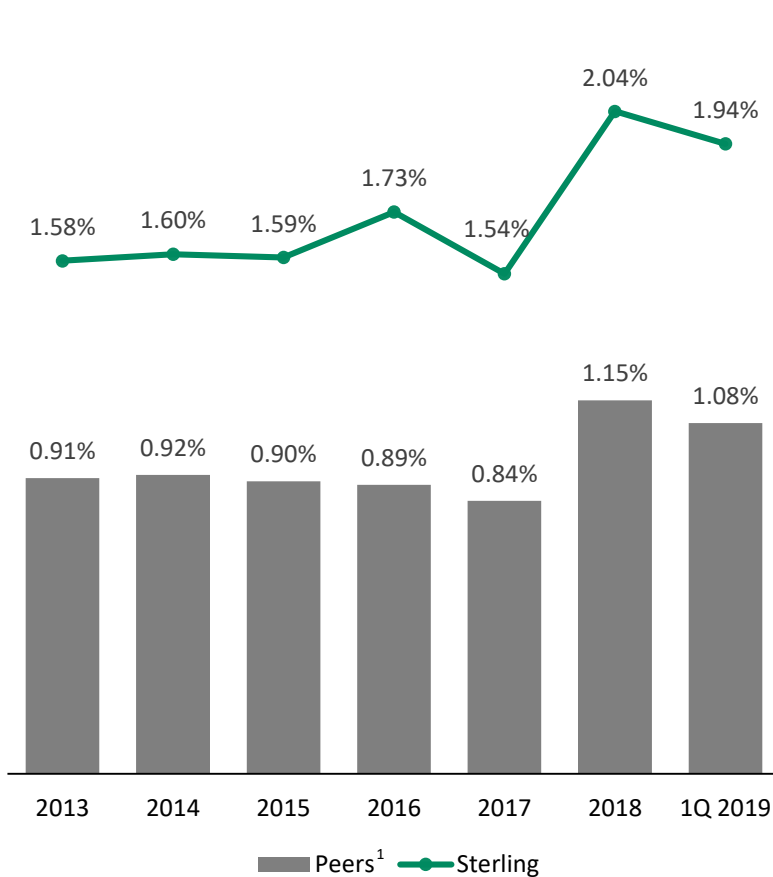
Net Income (\$ Million)



1. TTM represents the twelve months ended 3/31/19.

Strong Core Returns

Consistent Profitability and Growth Drive High Returns



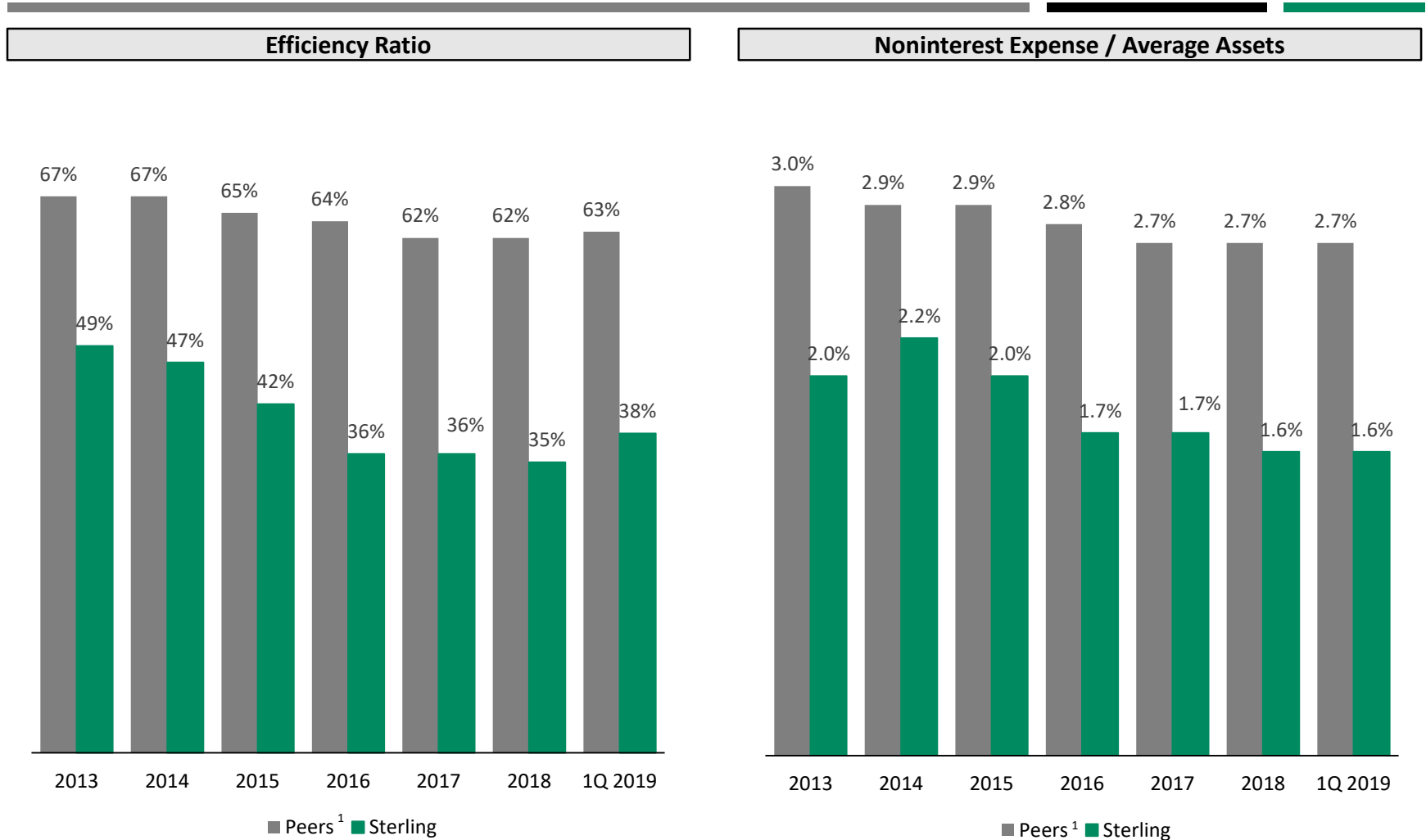
Note:

1: Peers consists of exchange-traded banks and thrifts with \$1Bn - \$5Bn in assets as of March 31, 2019 quarterly filings, mean metrics pictured.

Source: SEC Filings, S&P Global Market Intelligence

Expense Management Focus

Noninterest Expense Performance Versus Peers



Note:

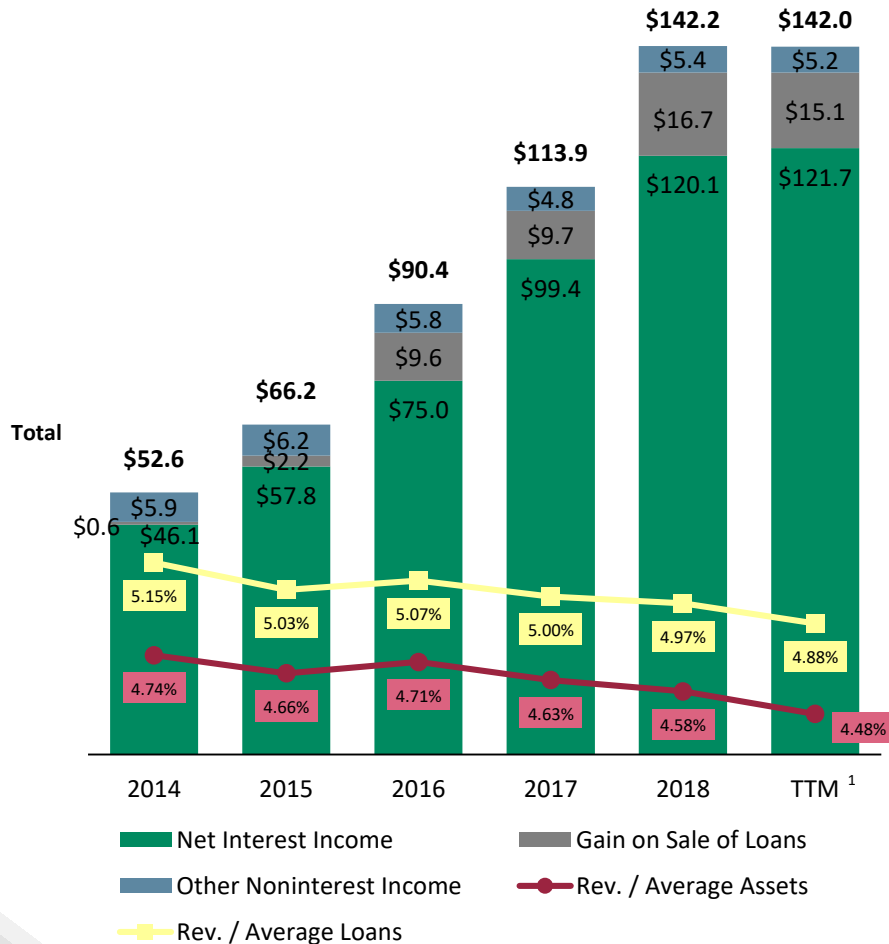
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Source: SEC Filings, S&P Global Market Intelligence

Strong Revenue Growth

Consistent Revenue Composition on a High Growth Balance Sheet

Revenue Stream Analysis (\$ Million)



1Q19 Highlights

- \$1.6 million, or a 5% increase in net interest income compared to the prior year

Growth Opportunities

- Continued secondary market demand for loan sales
- Acquisition of Quantum Capital to establish platform for investment management and private banking
- Accelerated growth in Los Angeles and new markets including NY and Seattle
- Expansion of current residential and commercial teams in all operating markets

Note: 2017 – 1Q 2019 revenue streams reflect the accounting change that took place in the second quarter of 2018 for certain commitment fees to be classified as interest and fees on loans.

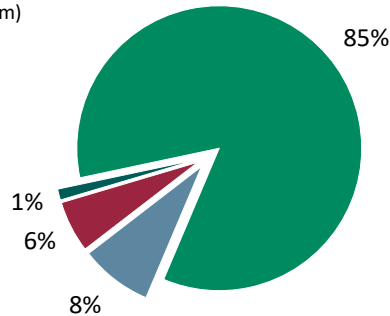
1. TTM represents the twelve months ended 3/31/19.

Loan Portfolio Composition

Sterling's Portfolio is Comprised of Low LTV, Short Reset, Lower Balance Loans

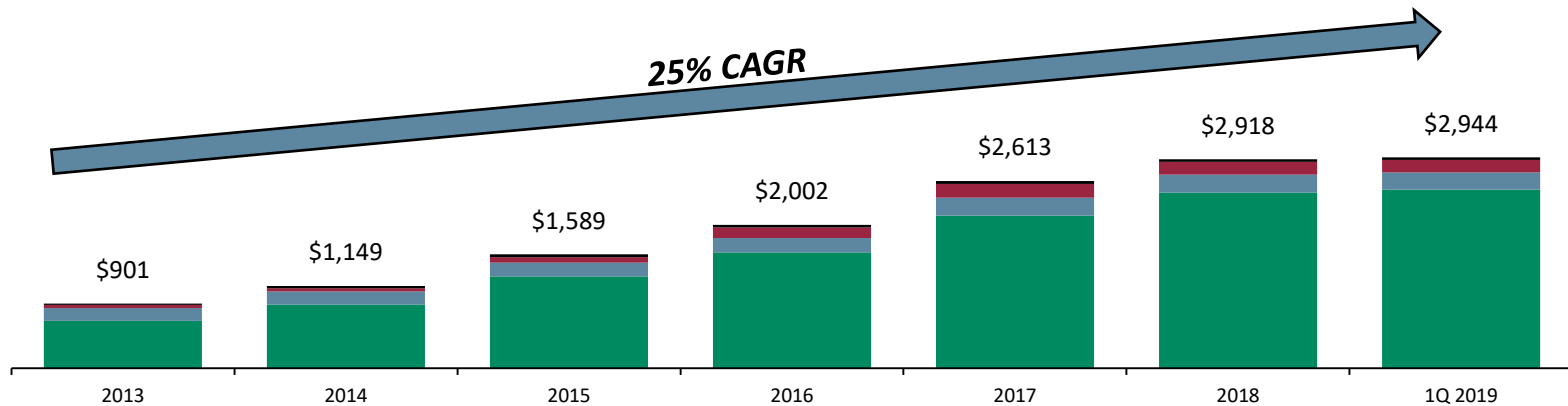
Loan Composition as of March 31, 2019

- 1-4 Family Residential (\$2.5Bn)
- Commercial Real Estate (\$241mm)
- Construction (\$172mm)
- Commercial (\$37mm)



- 62% Average LTV in residential products
- 38% of loan portfolio reprices in the next 12 months
- 90 Days+ delinquencies of 25bps
- Rated as a servicer by DBRS and Fitch
- Sterling loans also used as collateral in securitizations

Loan Composition Over Time (\$ Million)



Yield on Loans	2013	2014	2015	2016	2017	2018	1Q 2019
	5.19%	5.02%	4.95%	5.02%	5.11%	5.50%*	5.67%*

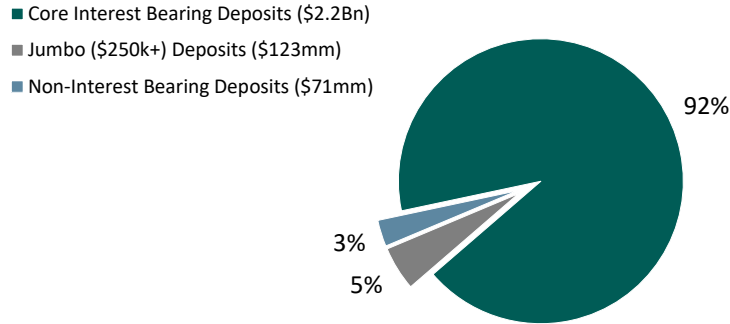
Note: Financial data as of March 31, 2019 unless noted

*2018 and 1Q 2019 yield on loans reflects the accounting change that took place in the second quarter for certain commitment fees to be classified as interest and fees on loans.

Stable Deposit Funding

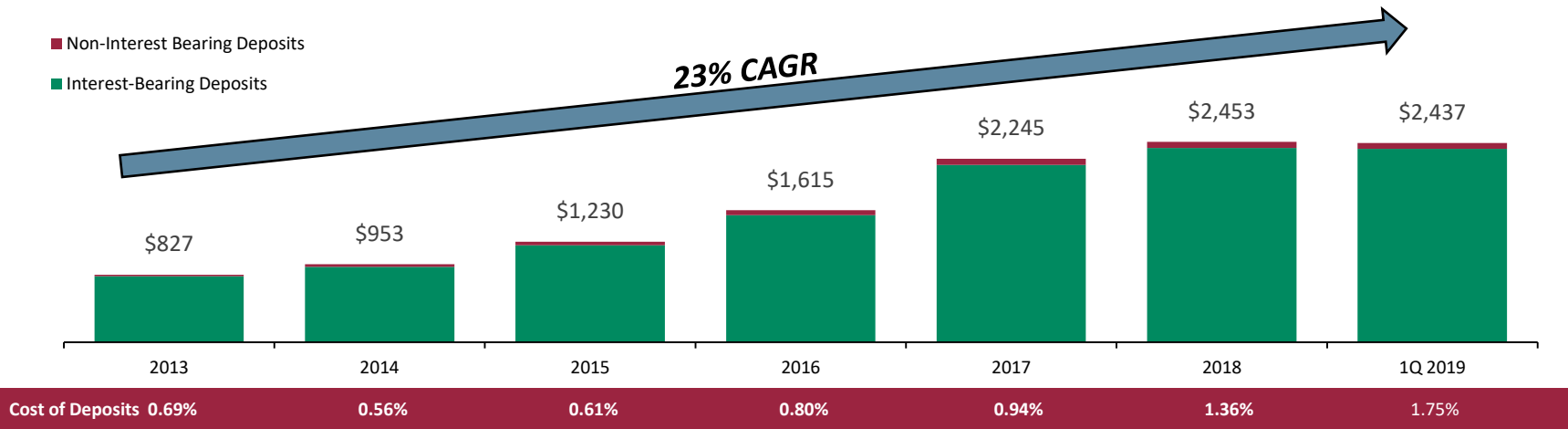
Sterling Has a Sizable Core Deposit Base

Deposit Composition as of March 31, 2019



- Almost all of our borrowers maintain a deposit account
- Average residential lending customer maintains a \$16k checking account
- Average deposits per branch of \$81 million

Deposit Composition Over Time (\$ Million)

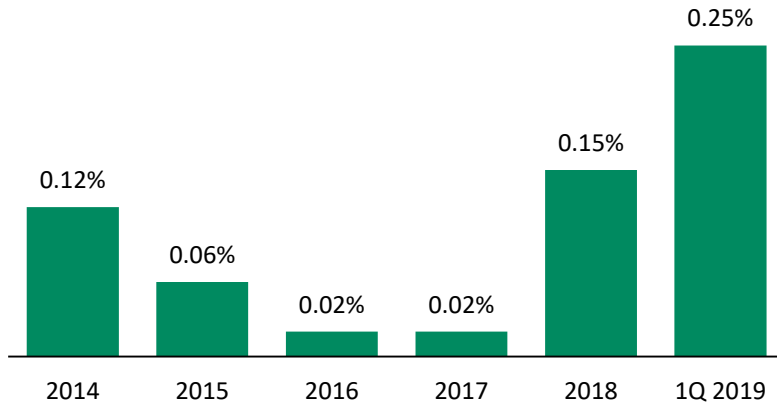


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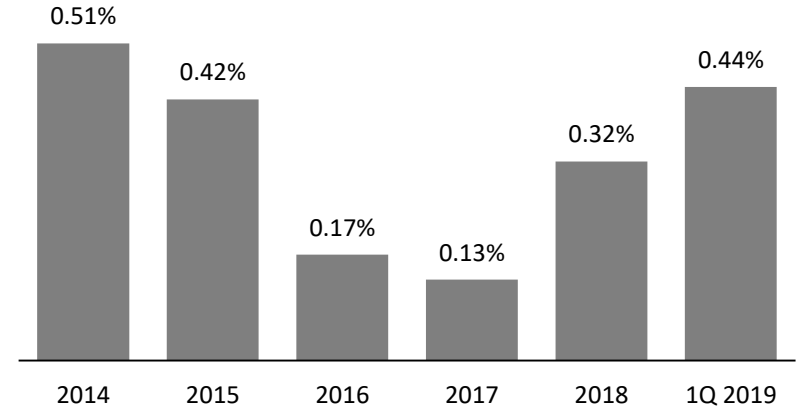
Credit Performance

Sterling Maintains Strong Credit Quality

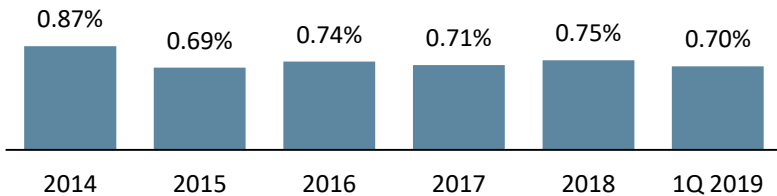
Nonaccrual Loans / Total Loans



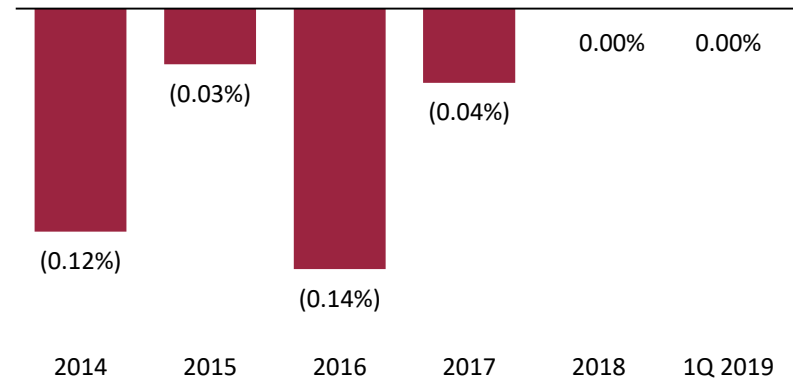
Non-Performing Assets / Total Assets



Allowance for Loan Losses / Total Loans

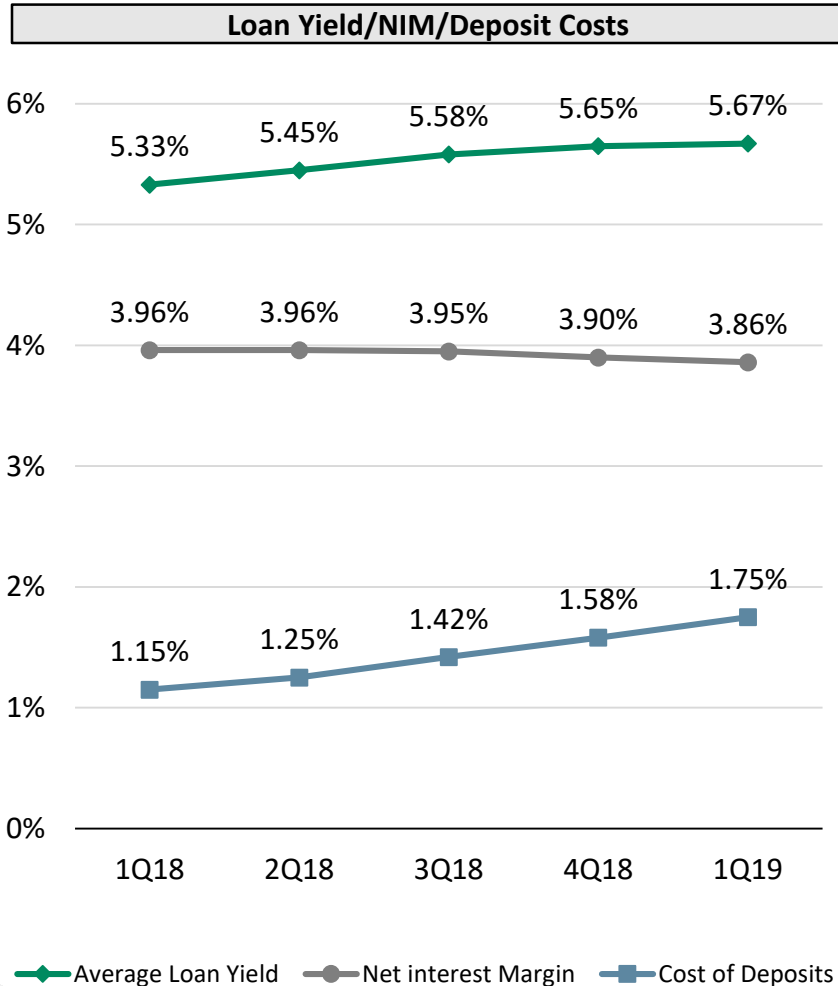


Net Charge-Offs / Average Loans



Recent Trends in Net Interest Margin

Rising Loan Yields Partially Offsetting Higher Deposit Costs



Factors Positively Impacting Loan Yields

- 84% of loans tied to one-year LIBOR or Prime
- \$1.1 billion of LIBOR-based loans to reprice over the next two years
- Approximately \$175 million of LIBOR-based loans scheduled to reprice in 2Q19
- Average loan repricing of LIBOR-based loans expected to be at least 130 bps higher
- \$237 million of Prime-based loans that will reprice with each increase in Prime

Strategies to Manage Deposit Costs

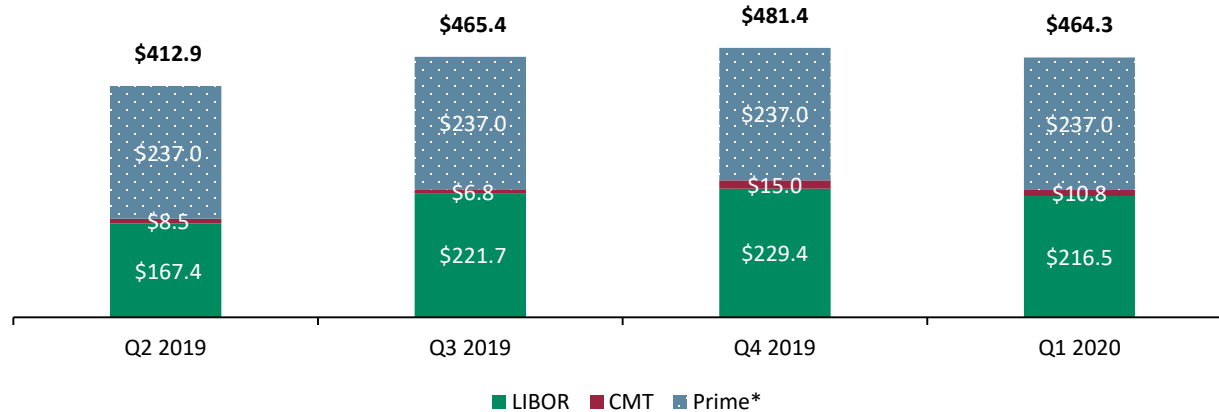
- Significantly scaled back initiative to extend deposit maturities
- Recent branch openings in new markets expected to positively impact deposit gathering

Note: Yield on loans and NIM reflect the accounting change that took place in the second quarter of 2018 for certain commitment fees to be classified as interest and fees on loans.

Loan Repricing Schedule

Loan Repricings Expected to Positively Impact Average Loan Yield

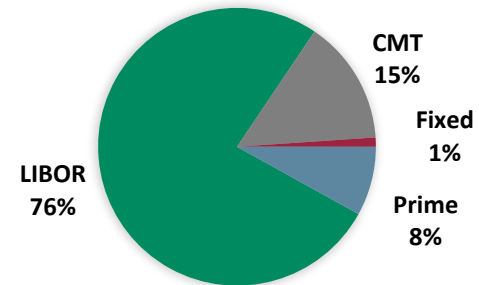
Loan Repricing Schedule** (\$ Million)



Variable-Rate Loans by Index

	Amount (In millions)	Wtd-Avg Margin (In basis points)
Other LIBOR	\$ 1.5	336
12-month LIBOR	2,247.2	405
1-year CMT	29.4	367
3-year CMT	9.3	331
5-year CMT	376.7	328
Prime Rate	237.0	160
Total adjustable loans	\$ 2,901.0	374

Loan Portfolio by Repricing Index

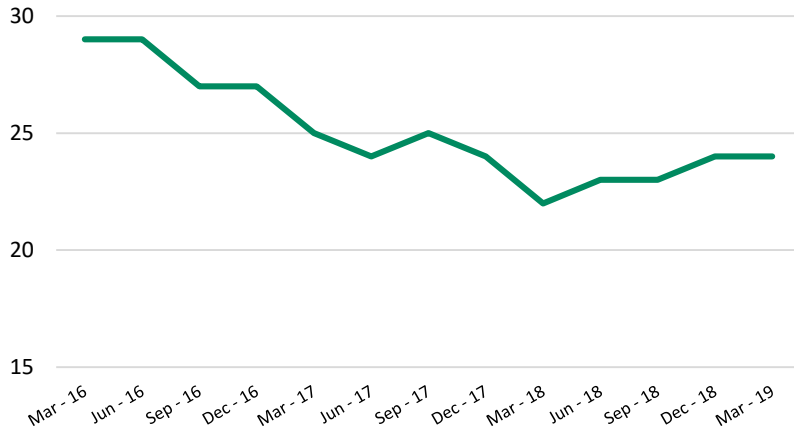


*Prime-based loans will reprice with any changes to the Prime Rate

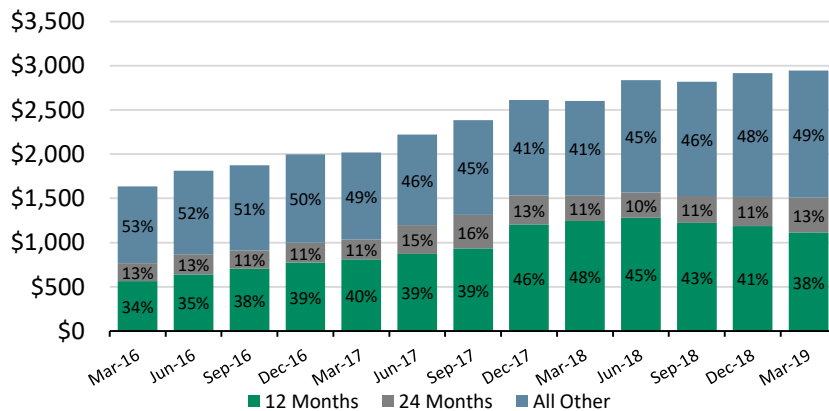
Interest Rate Risk Analysis

Interest Rate Risk Mitigated by ARM Loans and Repricing Structures

Weighted-Average Reset (months)



Repricing Matrix ¹



- Strategically decreased WAReset of loans
- WAReset may be influenced through loan sales
- Investment portfolio average duration 0.66 years
- Increasing deposit price competition traditionally lags market rates, but will put downward pressure on NIM
- Weighted average margin of 12Mo LIBOR plus 4.05% on \$2.2B of residential loans
- Held for Investment loans predominantly all ARM loans

Note:

1: Over 97% of loans repricing in the next 12 months will adjust annually thereafter

Solid Capital Ratios

	As of and for the 3mo. Ended			Well Capitalized Regulatory Guidelines
	3/31/2018	12/31/2018	3/31/2019	
Tier 1 (core) capital to risk-weighted assets	15.77%	17.45%	17.27%	8.00%
Tier 1 (core) capital to adjusted tangible assets	9.73%	10.42%	10.49%	5.00%
Common Tier 1 (CET 1)	15.77%	17.45%	17.27%	6.50%
Total adjusted capital to risk-weighted assets	20.38%	21.98%	21.64%	10.00%

Investment Highlights

- ✓ **Experienced Leadership Team**
 - Executive management with an average tenure at Sterling of 18 years
- ✓ **Desirable Branch Network in High-Growth Markets**
 - Branch network with a stronghold in the San Francisco Bay Area (Largest branch network of any community bank in the city of San Francisco)
 - Focused growth in Los Angeles and Orange County
 - New branching footholds in New York City and Seattle
- ✓ **Pristine Credit Quality**
 - 5 years of net recoveries versus peer charge-offs
 - Non-performing loans / total loans of 25bps
 - Non-performing assets / total assets of 44bps
- ✓ **Focused Suite of Residential & Commercial Products**
 - Average LTV of 62% in residential products
 - 25% Net loan CAGR since 2013 with a net interest margin of 3.86% in 1Q19
 - Began bulk loan sales in 2015 to manage balance sheet, liquidity, and interest rate risk
- ✓ **In-Branch Relationship Deposits and Loans**
 - Strong customer loyalty, almost all borrowers maintain a deposit account
 - Average residential lending checking relationship maintains a \$16k deposit balance
- ✓ **Profitable & Efficient Business Model**
 - History of strong performance delivering 1.94% ROAA and 18.5% ROATCE in 1Q19
 - Ranked #1 overall in S&P Global's "Top Performing Banks" of 2018 & 2017

Appendix

Experienced Leadership Team

Sterling Bancorp, Inc.



Gary Judd
Chairman of the Board
Chief Executive Officer

Mr. Judd has over 40 years of experience in the banking industry and has led Sterling since August 2008. His prior experience includes service as a director, president and chief executive officer for WestStar Bank and its parent company, Vail Banks, Inc. as well as Vectra Bank and its parent company Vectra Banking Corporation. Prior to those positions, he served in numerous positions with Citibank. Mr. Judd's extensive expertise over many credit cycles has provided an experienced hand at the top throughout his tenure with the Company.



Tom Lopp
President
Chief Operating Officer
Chief Financial Officer

Joined the Company as a Divisional Controller in 1997. Appointed President in December 2016, has served as Chief Operating Officer since September 2009, as Chief Financial Officer since 2002, and led the expansion into Southern California in 2015. Mr. Lopp's deep understanding of the Company, his long experience with Sterling's financial reporting responsibilities and the risks inherent in the banking business, has helped to effectively manage the risks attendant to growth.



Michael Montemayor
President of Retail & Commercial Banking
Chief Lending Officer

Joined as a Residential Lender in 1992. Mr. Montemayor worked his way through the Company as a Regional Branch Manager, Commercial Loan Officer, Construction Loan Officer, and then Managing Director of Commercial Lending followed by his appointment as Chief Lending Officer in 2006, and has led retail banking since 2013. His broad experience in all aspects of the lending business and his long-term service as Chief Lender has helped to provide continuity and consistency in to the business model and lending practices.

Non-GAAP Reconciliations

Return on Average Tangible Common Equity (ROATCE)

(Dollars Million)	Year Ended December 31,					3 mo. Ended 3/31/19
	2014	2015	2016	2017	2018	
(a) Net Income	\$17.7	\$22.5	\$33.2	\$38.0	\$63.5	\$15.7
(b) Avg. Shareholders' Equity	\$117.9	\$131.7	\$150.7	\$187.5	\$307.2	340.2
(c) Intangibles	(\$2.5)	(\$2.0)	(\$1.6)	(\$1.5)	(\$0.7)	(\$0.4)
(d) Avg. Tang. Common Equity	\$115.4	\$129.7	\$149.1	\$186.0	\$306.5	339.8
(a) / (d) ROATCE	15.4%	17.4%	22.3%	20.4%	20.7%	18.5%



Earnings Release Detail

Balance Sheet

Sterling Bancorp, Inc. Consolidated Balance Sheets Unaudited

<i>(dollars in thousands)</i>	3/31/2019	12/31/2018	% change	3/31/2018	% change
Assets					
Cash and due from banks	\$ 58,030	\$ 52,526	10%	\$ 37,541	55%
Interest-bearing deposits with other banks	1,100	1,100	0%	-	N/M
Investment securities	151,049	148,896	1%	124,956	21%
Mortgage loans held for sale	165	1,248	(87)%	200,467	(100)%
Loans, net of allowance for loan losses of \$20,698, \$21,850, and \$19,132	2,923,576	2,895,953	1%	2,580,560	13%
Accrued interest receivable	13,746	13,529	2%	11,936	15%
Mortgage servicing rights, net	10,755	10,633	1%	7,780	38%
Leasehold improvements and equipment, net	9,680	9,489	2%	7,705	26%
Federal Home Loan Bank stock, at cost	22,950	22,950	0%	22,950	0%
Cash surrender value of bank-owned life insurance	31,454	31,302	0%	30,837	2%
Operating lease right-of-use assets	21,398	-	N/M	-	N/M
Deferred tax asset, net	5,938	6,122	(3)%	7,234	(18)%
Other assets	2,351	3,026	(22)%	2,366	(1)%
Total assets	\$ 3,252,192	\$ 3,196,774	2%	\$ 3,034,332	7%
Liabilities					
Noninterest-bearing deposits	\$ 70,527	\$ 76,815	(8)%	\$ 75,062	(6)%
Interest-bearing deposits	2,366,040	2,375,870	(0)%	2,216,103	7%
Total deposits	2,436,567	2,452,685	(1)%	2,291,165	6%
Federal Home Loan Bank borrowings	333,051	293,000	14%	342,937	(3)%
Subordinated notes, net	65,065	65,029	0%	64,923	0%
Operating lease liabilities	22,331	-	N/M	-	N/M
Accrued expenses and other liabilities	56,276	51,003	10%	46,795	20%
Total liabilities	2,913,290	2,861,717	2%	2,745,820	6%
Shareholders' Equity					
Preferred stock, authorized 10,000,000 shares; no shares issued and outstanding	-	-	-	-	-
Common stock, voting, no par value, authorized 500,000,000 shares at March 31, 2019, December 31, 2018 and March 31, 2018; issued and outstanding 51,870,853 shares at March 31, 2019, 53,012,283 shares at December 31, 2018, and 53,002,963 shares at March 31, 2018	99,694	111,238	(10)%	111,238	(10)%
Additional paid-in capital	12,839	12,713	1%	12,425	3%
Retained earnings	226,272	211,115	7%	164,984	37%
Accumulated other comprehensive income (loss)	97	(9)	N/M	(135)	N/M
Total shareholders' equity	338,902	335,057	1%	288,512	17%
Total liabilities and shareholders' equity	\$ 3,252,192	\$ 3,196,774	2%	\$ 3,034,332	7%

N/M – Not Meaningful

Earnings Release Detail

Income Statement

Sterling Bancorp, Inc. Consolidated Statements of Income Unaudited

	Three Months Ended				
	3/31/2019	12/31/2018	% change	3/31/2018	% change
<i>(dollars in thousands, except per share amounts)</i>					
Interest income:					
Interest and fees on loans ⁽¹⁾	\$ 41,722	\$ 41,747	(0)%	\$ 36,400	15%
Interest and dividends on investment securities and restricted stock	1,227	1,060	16%	819	50%
Other interest	236	194	22%	114	107%
Total interest income ⁽¹⁾	43,185	43,001	0%	37,333	16%
Interest expense:					
Interest on deposits	10,656	9,635	11%	6,589	62%
Interest on Federal Home Loan Bank borrowings	1,055	1,487	(29)%	833	27%
Interest on subordinated notes	1,174	1,173	0%	1,172	0%
Total interest expense	12,885	12,295	5%	8,594	50%
Net interest income ⁽¹⁾	30,300	30,706	(1)%	28,739	5%
Provision (recovery) for loan losses	(1,014)	1,045	(197)%	641	(258)%
Net interest income after provision for loan losses ⁽¹⁾	31,314	29,661	6%	28,098	11%
Non-interest income:					
Service charges and fees ⁽¹⁾	104	113	(8)%	74	41%
Investment management and advisory fees	340	467	(27)%	623	(45)%
Gain on sale of loans	2,480	4,566	(46)%	4,006	(38)%
Other income	904	868	4%	790	14%
Total non-interest income ⁽¹⁾	3,828	6,014	(36)%	5,493	(30)%
Non-interest expense:					
Salaries and employee benefits	7,267	7,587	(4)%	6,649	9%
Occupancy and equipment	2,237	2,334	(4)%	1,546	45%
Professional fees	962	774	24%	622	55%
Advertising and marketing	439	470	(7)%	349	26%
FDIC assessments	255	244	5%	543	(53)%
Data processing	308	329	(6)%	288	7%
Other	1,654	1,943	(15)%	1,506	10%
Total non-interest expense	13,122	13,681	(4)%	11,503	14%
Income before income taxes	22,020	21,994	0%	22,088	(0)%
Income tax expense	6,337	5,998	6%	6,339	(0)%
Net income	\$ 15,683	\$ 15,996	(2)%	\$ 15,749	(0)%
Income per share, basic and diluted	\$ 0.30	\$ 0.30		\$ 0.30	
Weighted average common shares outstanding:					
Basic	52,554,446	52,963,308		52,963,308	
Diluted	52,562,820	52,967,004		52,963,308	

N/M – Not Meaningful

(1) In the second quarter of 2018, the Company corrected the classification of commitment fees, net of direct loan origination costs, earned on construction loans and other lines of credit to commercial customers in its condensed consolidated statements of income to the financial statement caption, interest and fees on loans, which were previously reported in service charges and fees. As a result, the three months ended March 31, 2018 has been adjusted from the amounts previously reported to correct the classification error. The amount of the adjustment was a decrease to service charges and fees, and in increase to interest and fees on loans of \$544 for the three months ended March 31, 2018. There was no change to the reported net income or income per share, basic and diluted, as previously reported as a result of this immaterial correction.

Earnings Release Detail



Performance Ratios

Sterling Bancorp, Inc. Performance Ratios

Performance Ratios:	As of and for the Three Months Ended		
	3/31/2019	12/31/2018	3/31/2018
Return on average assets	1.94%	1.99%	2.13%
Return on average shareholders' equity	18.44%	19.36%	22.17%
Return on average tangible common equity	18.46%	19.39%	22.24%
Yield on earning assets ⁽¹⁾	5.49%	5.46%	5.15%
Cost of average interest-bearing liabilities	1.91%	1.78%	1.36%
Net interest spread ⁽¹⁾	3.58%	3.68%	3.79%
Net interest margin ⁽¹⁾	3.86%	3.90%	3.96%
Efficiency ratio ⁽²⁾	38.45%	37.26%	33.60%

(1) Refer to footnote to Condensed Consolidated Statements of Income table on slide 24.

(2) Efficiency Ratio is computed as the ratio of non-interest expense divided by the sum of net interest income and non-interest income.

Earnings Release Detail



Capital and Credit Quality

Sterling Bancorp, Inc. Capital and Credit Quality Ratios

	As of and for the Three Months Ended		
	3/31/2019	12/31/2018	3/31/2018
<i>(dollars in thousands)</i>			
Capital Ratios			
Regulatory and Other Capital Ratios— Consolidated:			
Total adjusted capital to risk-weighted assets	21.64%	21.98%	20.38%
Tier 1 (core) capital to risk-weighted assets	17.27%	17.45%	15.77%
Common Tier 1 (CET 1)	17.27%	17.45%	15.77%
Tier 1 (core) capital to adjusted tangible assets	10.49%	10.42%	9.73%
Regulatory and Other Capital Ratios—Bank:			
Total adjusted capital to risk-weighted assets	17.12%	16.94%	15.07%
Tier 1 (core) capital to risk-weighted assets	16.07%	15.80%	14.02%
Common Tier 1 (CET 1)	16.07%	15.80%	14.02%
Tier 1 (core) capital to adjusted tangible assets	9.76%	9.44%	8.65%
Credit Quality Data			
Nonperforming loans ⁽¹⁾	\$ 7,337	\$ 4,500	\$ 5,115
Nonperforming loans to total loans	0.25%	0.15%	0.20%
Nonperforming assets ⁽²⁾	\$ 14,155	\$ 10,157	\$ 8,082
Nonperforming assets to total assets	0.44%	0.32%	0.27%
Allowance for loan losses to total loans	0.70%	0.75%	0.74%
Allowance for loan losses to nonperforming loans	282%	486%	374%
Net charge offs (recoveries) to average loans	0.00%	(0.00)%	(0.00)%

1: Nonperforming loans include nonaccrual loans and loans past due 90 days or more and still accruing interest.

2: Nonperforming assets include nonperforming loans and loans modified under troubled debt restructurings and other repossessed assets.

Earnings Release Detail

Allowance for Loan Losses, Loan Composition, and Deposit Composition

Sterling Bancorp, Inc. Allowance for Loan Losses

<i>(dollars in thousands)</i>	Three Months Ended		
	3/31/2019	12/31/2018	3/31/2018
Balance at beginning of period	\$ 21,850	\$ 20,765	\$ 18,457
Provision (recovery) for loan losses	(1,014)	1,045	641
Charge offs	(176)	-	-
Recoveries	38	40	34
Balance at end of period	<u>\$ 20,698</u>	<u>\$ 21,850</u>	<u>\$ 19,132</u>

Sterling Bancorp, Inc. Loan Composition

<i>(dollars in thousands)</i>	3/31/2019	12/31/2018	% change	3/31/2018	% change
Loan Composition					
Construction	\$ 172,398	\$ 176,605	(2)%	\$ 179,846	(4)%
Residential real estate, mortgage	2,494,030	2,452,441	2%	2,134,447	17%
Commercial real estate, mortgage	240,896	250,955	(4)%	239,204	1%
Commercial and industrial loans, lines of credit	36,916	37,776	(2)%	46,166	(20)%
Other consumer loans	34	26	31%	29	17%
Total loans held for investment	2,944,274	2,917,803	1%	2,599,692	13%
Less: allowance for loan losses	(20,698)	(21,850)	(5)%	(19,132)	8%
Loans, net	<u>\$ 2,923,576</u>	<u>\$ 2,895,953</u>	1%	<u>\$ 2,580,560</u>	13%
Mortgage loans held for sale	\$ 165	\$ 1,248	(87)%	\$ 200,467	(100)%
Total gross loans	<u>\$ 2,944,439</u>	<u>\$ 2,919,051</u>	1%	<u>\$ 2,800,159</u>	5%

Sterling Bancorp, Inc. Deposit Composition

<i>(dollars in thousands)</i>	3/31/2019	12/31/2018	% change	3/31/2018	% change
Deposit Composition					
Noninterest bearing demand deposits	\$ 70,527	\$ 76,815	(8)%	\$ 75,062	(6)%
Money Market, Savings and NOW	1,431,715	1,481,591	(3)%	1,615,990	(11)%
Time deposits	934,325	894,279	4%	600,113	56%
Total deposits	<u>\$ 2,436,567</u>	<u>\$ 2,452,685</u>	(1)%	<u>\$ 2,291,165</u>	6%

Earnings Release Detail

Quarterly Yield Analysis

Sterling Bancorp, Inc. Yield Analysis

(dollars in thousands)

	Three Months Ended								
	March 31, 2019			December 31, 2018			March 31, 2018		
	Average Balance	Interest	Average Yield/Rate	Average Balance	Interest	Average Yield/Rate	Average Balance	Interest	Average Yield/Rate
Interest earning assets									
Loans ^{(1),(3)}	\$ 2,942,261	\$ 41,722	5.67%	\$ 2,957,092	\$ 41,747	5.65%	\$ 2,733,759	\$ 36,400	5.33%
Securities, includes restricted stock	170,117	1,227	2.89%	161,362	1,060	2.63%	141,616	819	2.31%
Other interest earning assets	31,293	236	3.02%	31,207	194	2.49%	24,663	114	1.85%
Total interest earning assets ⁽³⁾	\$ 3,143,671	\$ 43,185	5.49%	\$ 3,149,661	\$ 43,001	5.46%	\$ 2,900,038	\$ 37,333	5.15%
Interest-bearing liabilities									
Money Market, Savings, NOW	\$ 1,474,129	\$ 5,378	1.48%	\$ 1,507,209	\$ 5,495	1.45%	\$ 1,525,436	\$ 4,135	1.10%
Time deposits	922,996	5,278	2.32%	833,202	4,140	1.97%	705,824	2,454	1.41%
Total interest-bearing deposits	2,397,125	10,656	1.80%	2,340,411	9,635	1.63%	2,231,260	6,589	1.20%
FHLB borrowings	268,566	1,055	1.57%	338,462	1,487	1.72%	259,056	833	1.29%
Subordinated debt	65,043	1,174	7.22%	65,006	1,173	7.22%	64,901	1,172	7.22%
Total borrowings	333,609	2,229	2.67%	403,468	2,660	2.58%	323,957	2,005	2.48%
Total interest-bearing liabilities	2,730,734	12,885	1.91%	2,743,879	12,295	1.78%	2,555,217	8,594	1.36%
Net interest income and spread ^{(2),(3)}		\$ 30,300	3.58%		\$ 30,706	3.68%		\$ 28,739	3.79%
Net interest margin ^{(2),(3)}			3.86%			3.90%			3.96%

1. Nonaccrual loans are included in the respective average loan balances. Income, if any, on such loans is recognized on a cash basis.
2. Interest income does not include taxable equivalent adjustments. Prior periods have been reclassified to current period presentation.
3. Refer to footnote to Condensed Consolidated Statements of Income table on slide 24.

