

## FIRST QUARTER 2016 EARNINGS



## Forward Looking Statements

Certain information contained in this presentation constitutes forward-looking statements within the meaning of U.S. federal securities laws. Information regarding future economic performance, financial condition, prospects, growth, strategies and expectations and objectives of management are all likely to include forward-looking statements. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts and generally contain words such as "believes," "expects," "may," "will," "should," "seeks," "projects," "approximately," "intends," "plans," "estimates" or "anticipates" or similar expressions. Our forward-looking statements are subject to risks and uncertainties, which may cause actual results to differ materially from those projected or implied by the forward-looking statement.

Forward-looking statements are based on current expectations and assumptions and currently available data and are neither predictions nor guarantees of future events or performance. You should not place undue reliance on forward-looking statements, which speak only as of the date hereof. We do not undertake to update or revise any forward-looking statements after they are made, whether as a result of new information, future events, or otherwise, except as required by applicable law.



## First Quarter 2016 Earnings Conference Call

*April 25, 2016*

*Strong, Committed and Inspired*



# Opus Bank snapshot

## Company overview

- Opus Bank has been sharply focused on building a super-regional bank that is entrepreneurial, service-driven, solution-oriented, relationship-based, and business-focused.
- Financial results for the first quarter of 2016 are a testament to the strength of Opus' core business.
- Recorded net income of \$17.3 million, or \$0.51 per diluted share for the quarter ended March 31, 2016.
- Total assets increased 4% from December 31, 2015 to a record \$6.9 billion due to continued strong loan and deposit growth.
- New loan fundings in 1Q 2016 totaled \$551.7 million and loan commitments were \$630.1 million, driving 5% quarter-over-quarter growth and 32% year-over-year growth in total loans.
  - Commercial and Specialty Banking divisions represented 54% of loan originations in the first quarter, continuing the strategic shift in the mix of loans.
  - Loan pipeline remains strong entering the second quarter. Commercial and Specialty Banking divisions comprised 61% of our pipeline at April 1, 2016.
- Average total deposits increased \$131.1 million during the first quarter of 2016 to \$5.3 billion. Total deposits consist of 40% interest bearing plus noninterest bearing DDAs.
- Efficiency ratio was 47.9% and noninterest expenses to average assets was 1.8% during the first quarter of 2016, down from 55.2% and 2.1% in the first quarter of 2015, respectively.
- Tangible book value per as converted share increased to \$18.73.
- Increased quarterly dividend payment by 20% to \$0.18 per share.

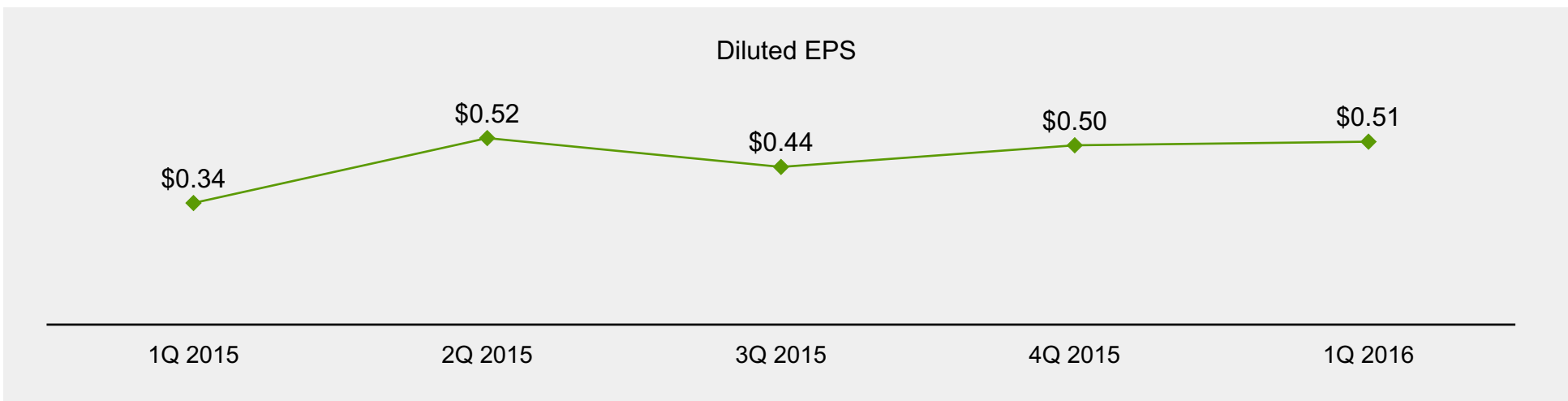
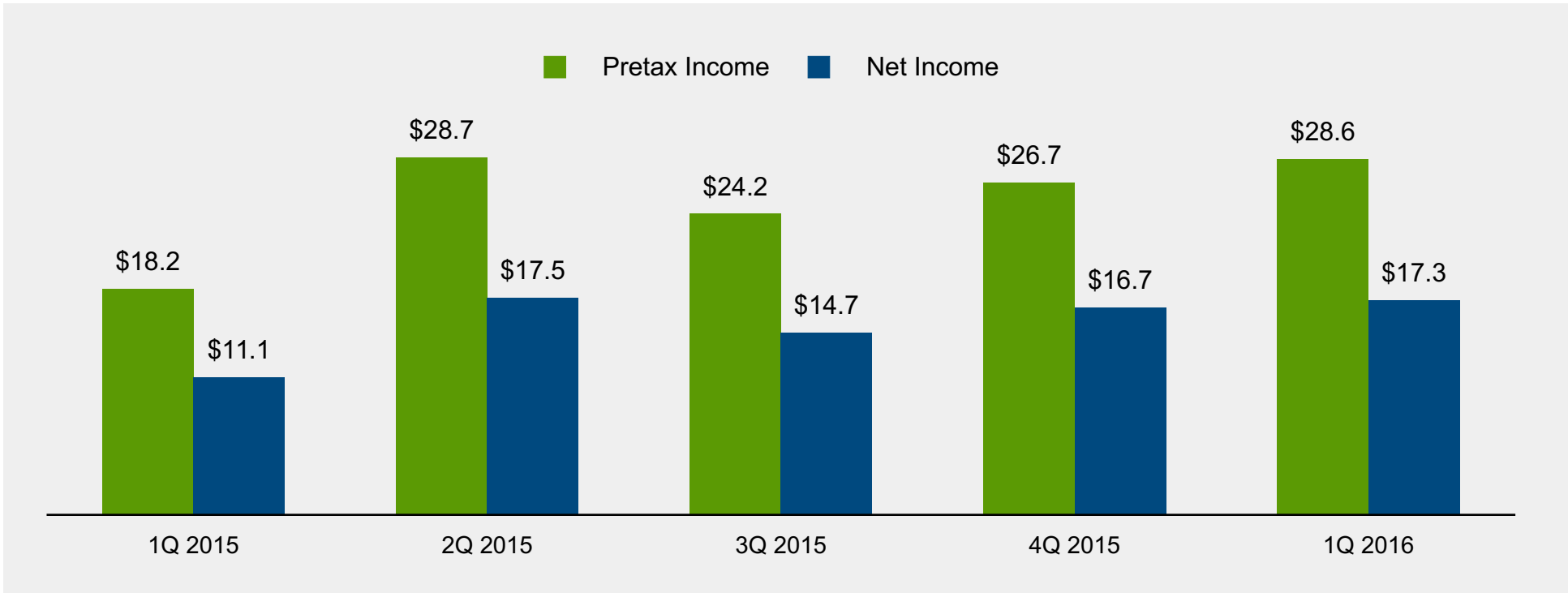
## Financial highlights (\$ in millions)

	As of and for the quarter ended March 31, 2016	As of and for the quarter ended December 31, 2015
<b><u>Balance Sheet</u></b>		
Total Assets	\$6,930	\$6,650
Loans Held-for-Investment	5,762	5,496
Total Deposits	5,240	5,307
Total Equity	882	867
<b><u>Profitability</u></b>		
Return on Average Assets	1.03%	1.03%
Net Interest Margin	3.84%	3.86%
Efficiency Ratio	47.9%	44.7%
<b><u>Capital</u></b>		
Tier 1 Leverage Ratio	9.30%	9.59%
Tangible Book Value <sup>1</sup>	\$18.73	\$18.28
<b><u>Asset Quality</u></b>		
NPAs / Total Assets	0.62%	0.37%
NPAs / Loans and OREO	0.74%	0.44%
Reserves / Loans	0.85%	0.80%
Allowance for Loan Losses / NPLs	118.0%	191.5%



# Net Income and Earnings per Share

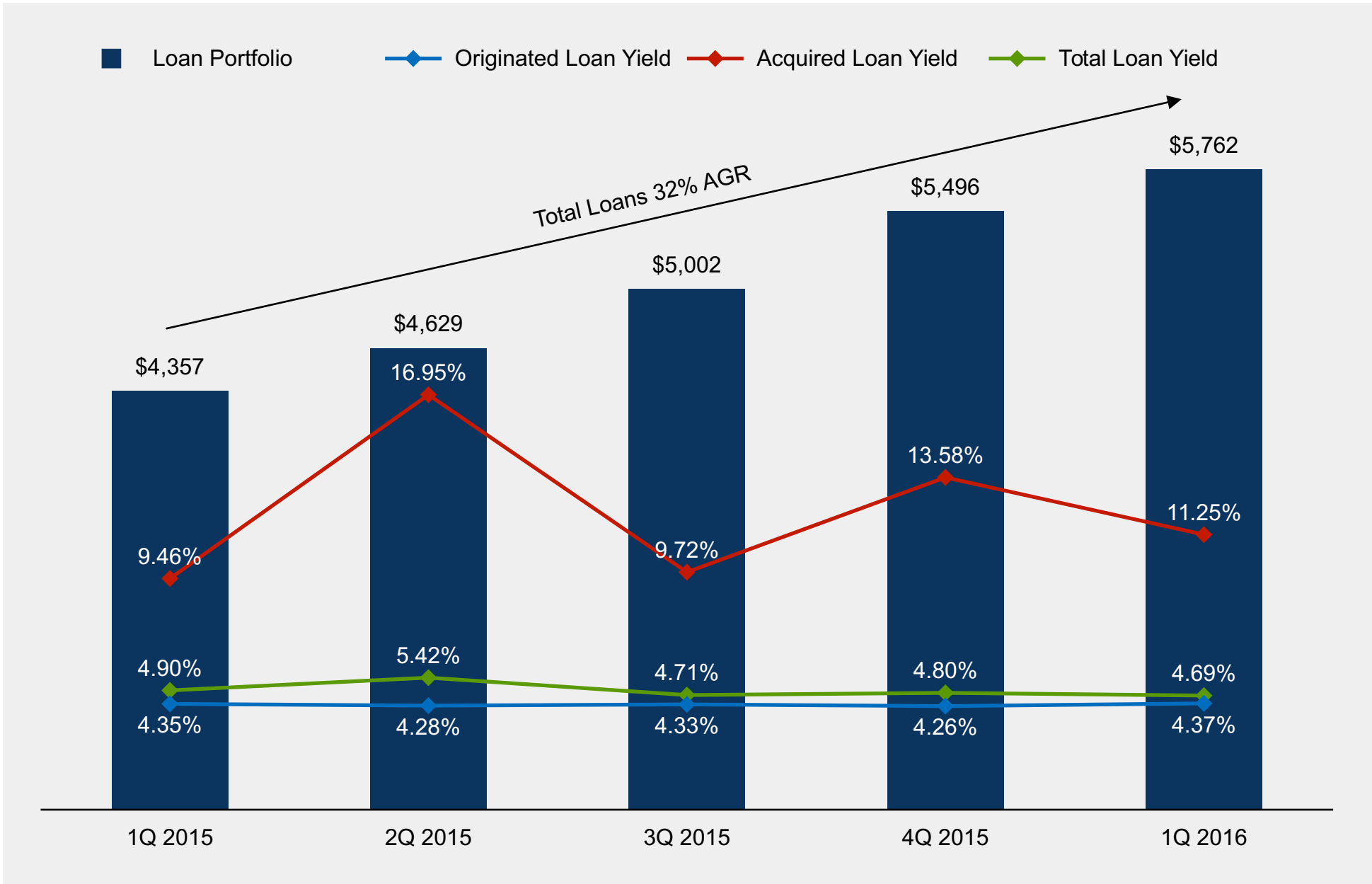
\$ in millions, except per share data





# Loan Portfolio and Yields

\$ in millions

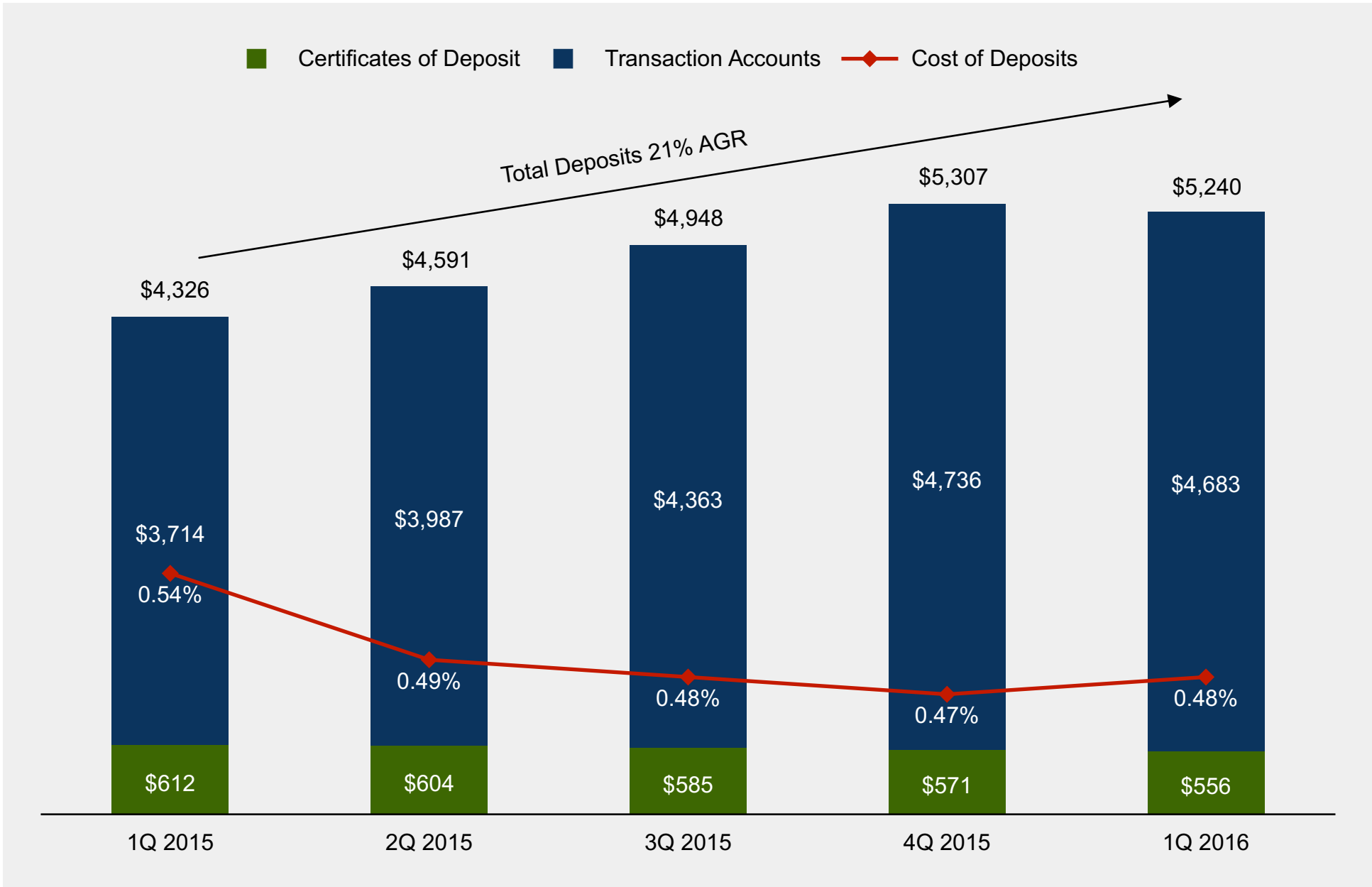


Strong, Committed and Inspired



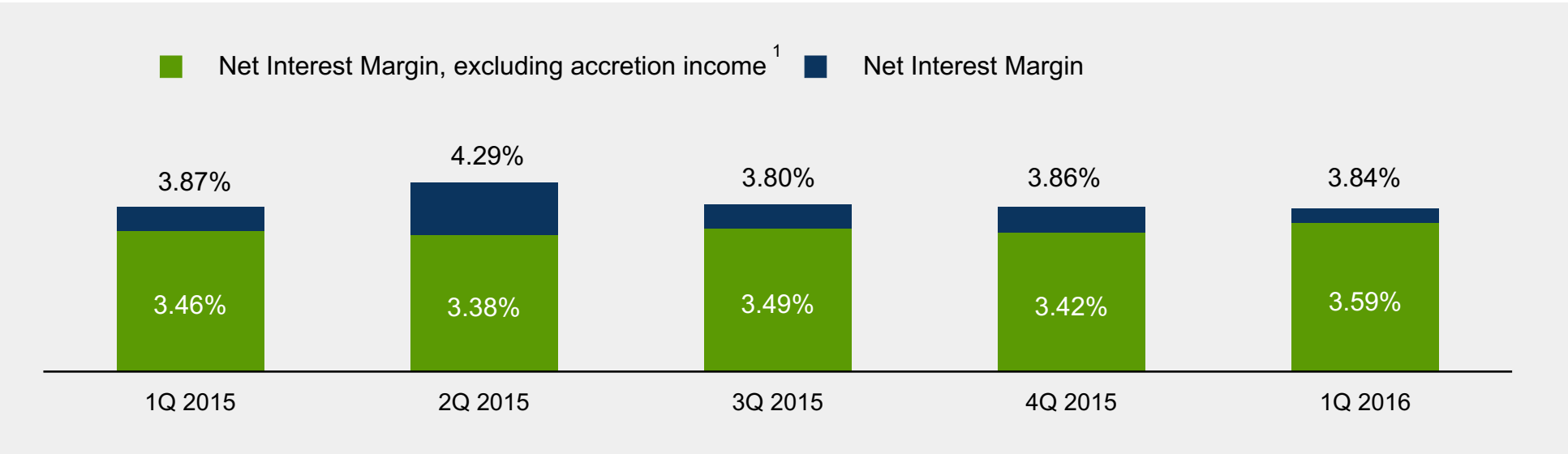
# Deposit Balances and Rates

\$ in millions



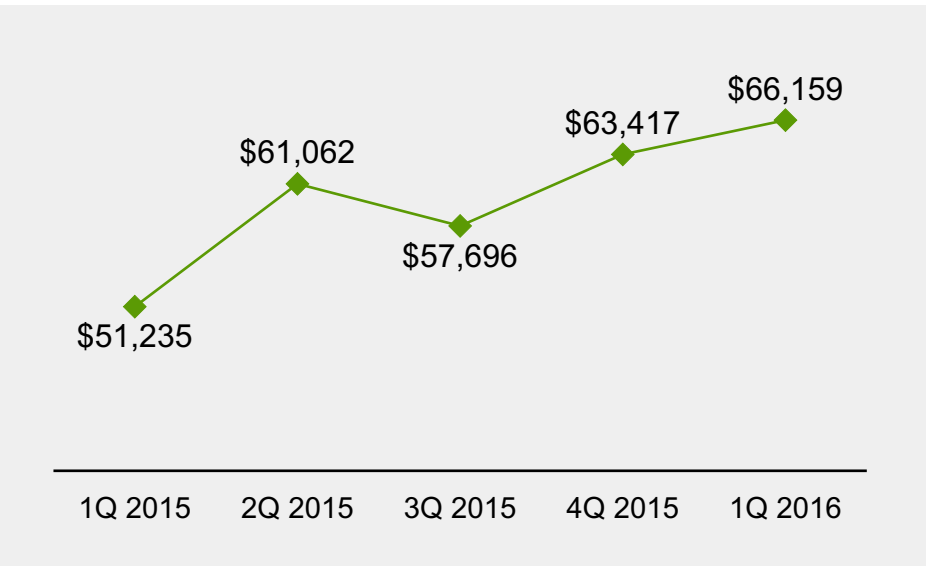


# Net Interest Margin



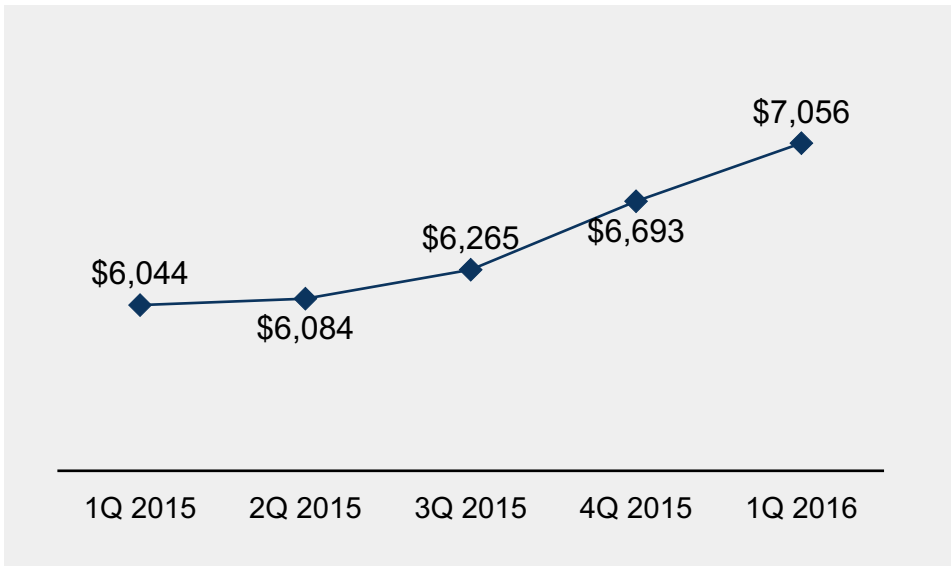
## Interest Income

\$ in thousands



## Interest Expense

\$ in thousands



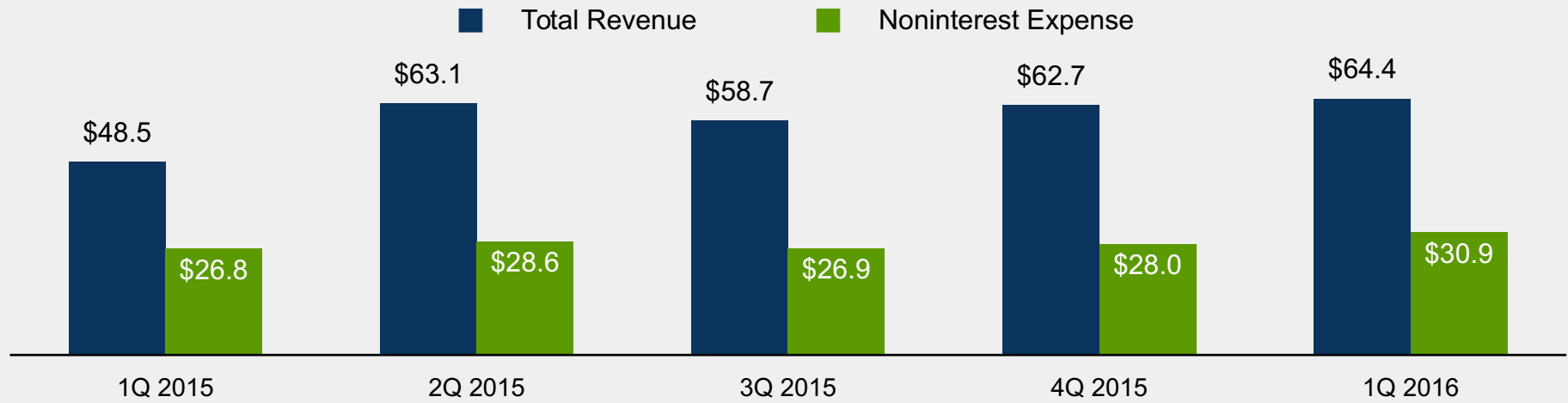
(1) Accretion income on acquired loans only includes interest income recognized in excess of what would be accrued under the contractual terms as a result of acquisition accounting and loan exits through full payoff or charge-off, foreclosure or sale. See pages 15-16 for non-GAAP reconciliations.



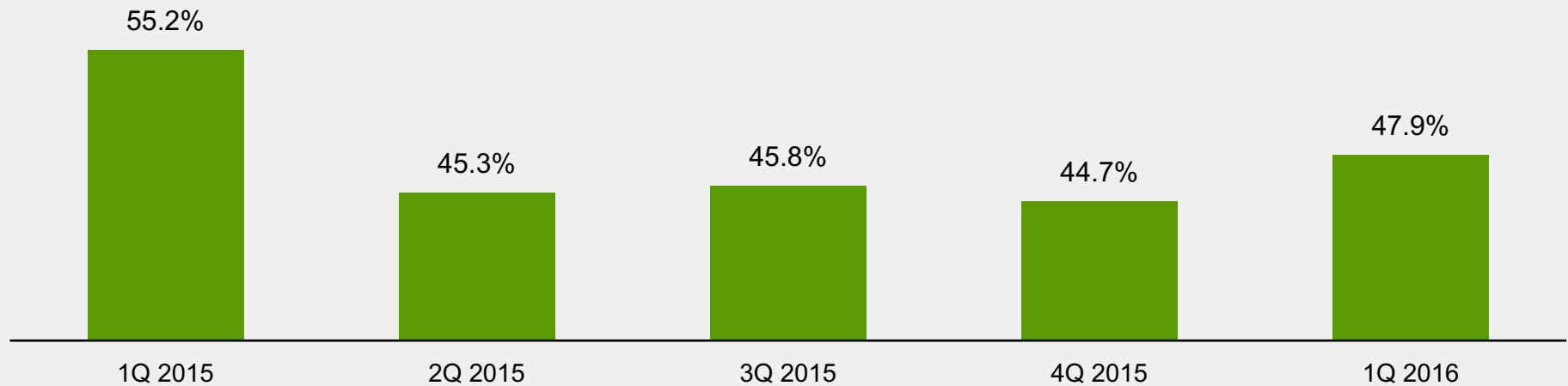


## Revenue Growth and Cost Control

\$ in millions

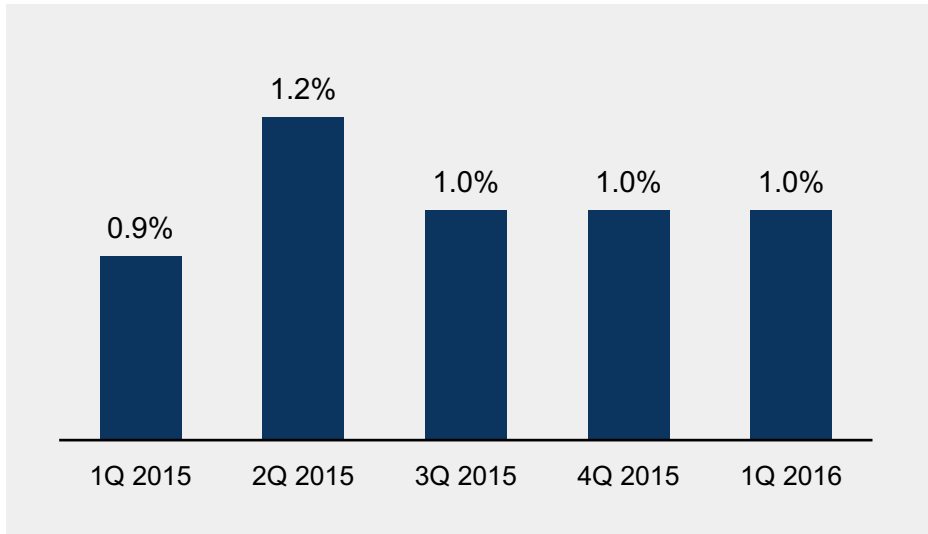


## Efficiency Ratio<sup>1</sup>

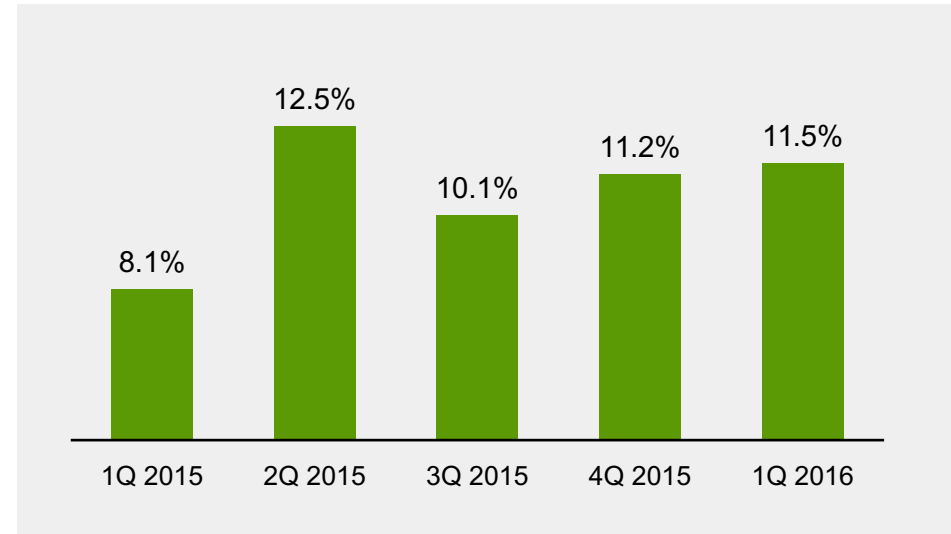




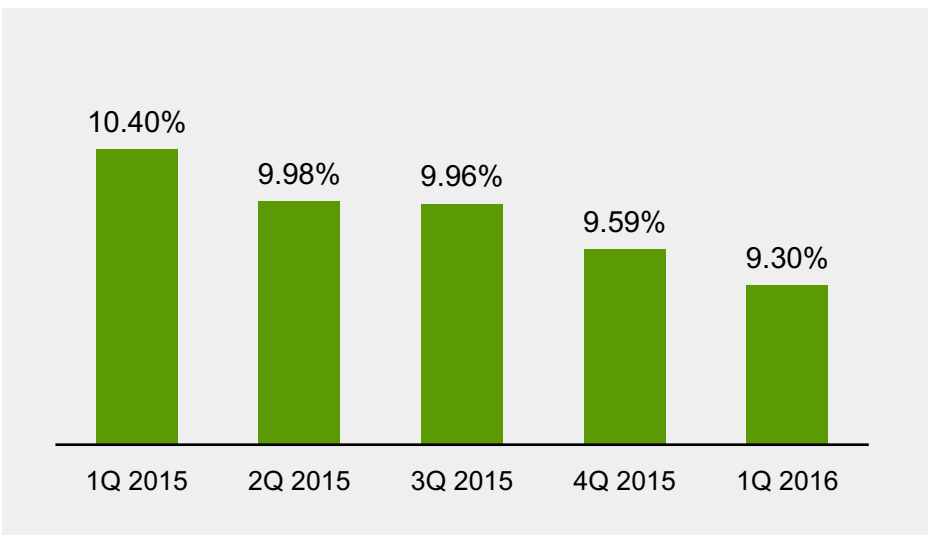
## Return on Average Assets



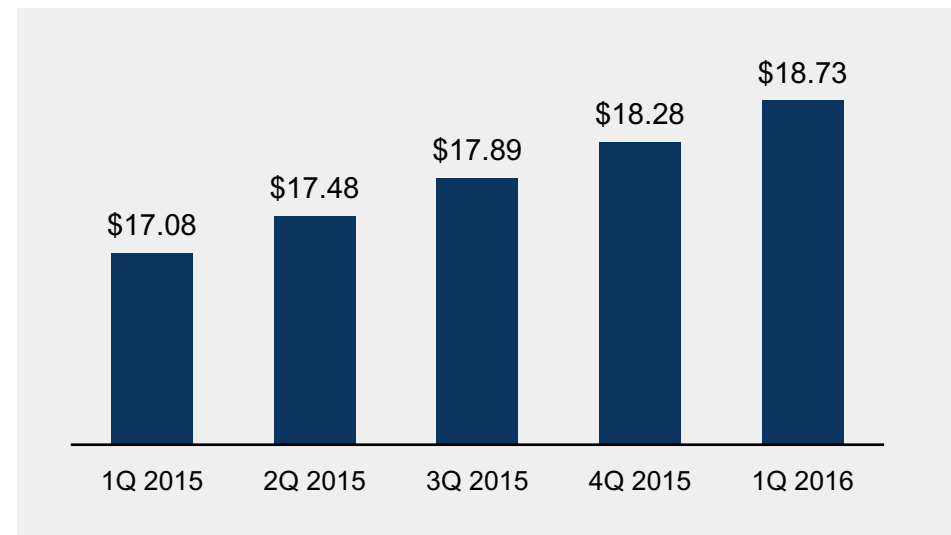
## Return on Average Tangible Equity<sup>1</sup>



## Tier 1 Leverage Ratio



## Tangible Book Value per Share<sup>2</sup>



<sup>1</sup> See pages 15-16 for non-GAAP reconciliations.

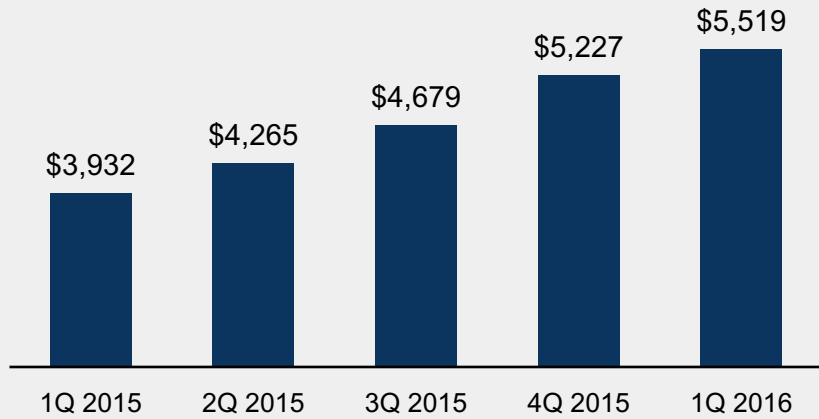
<sup>2</sup> Tangible Book Value per as converted share includes additional common stock to be issued upon conversion of outstanding preferred stock to common stock. See page 15-16 for non-GAAP reconciliations.



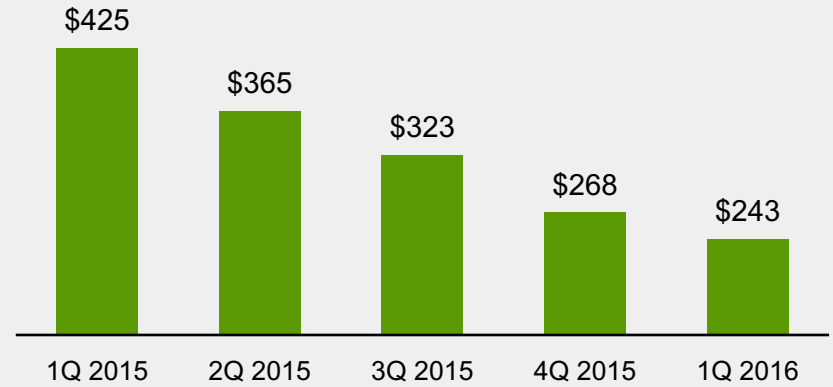
# Loan Portfolio Growth

\$ in millions

### Originated Loan Portfolio



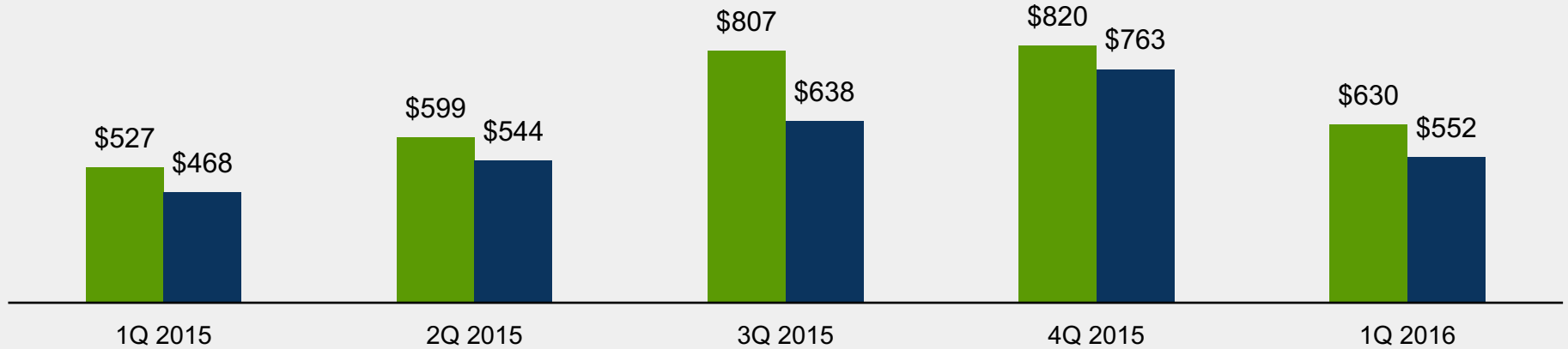
### Acquired Loan Portfolio



# Loan Originations

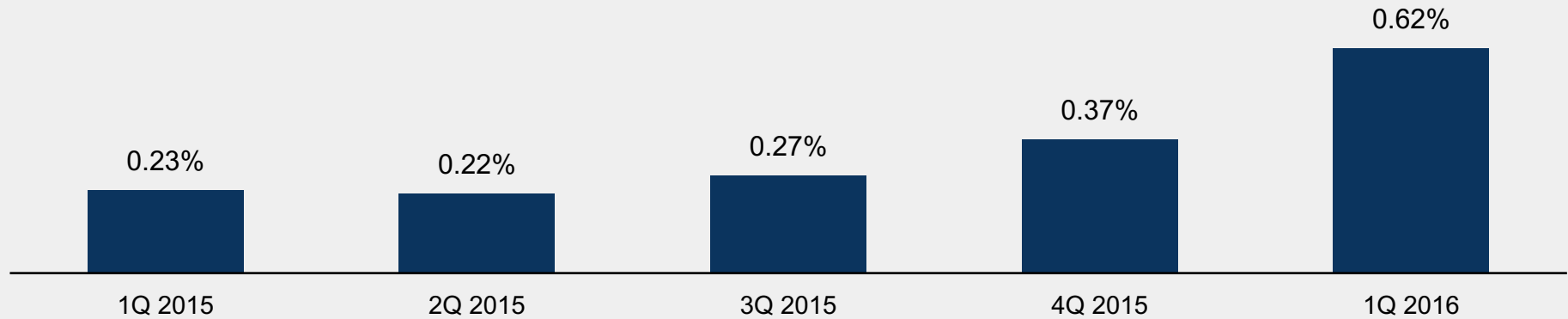
\$ in millions

■ Commitments Originated ■ New Loans Funded



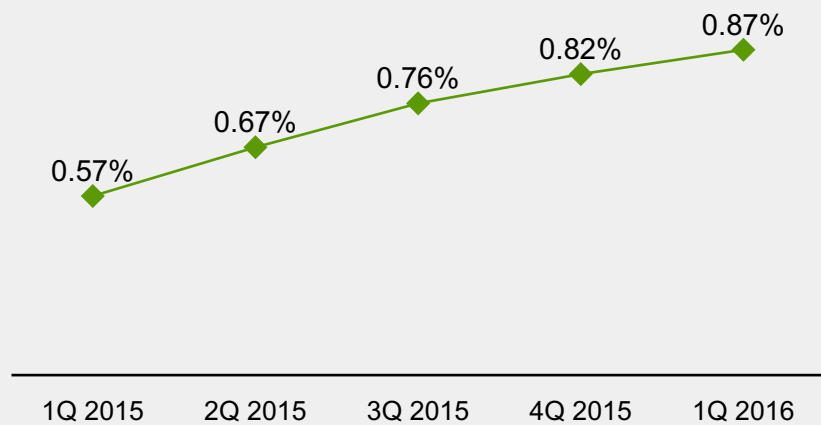


## Nonperforming Assets to Total Assets

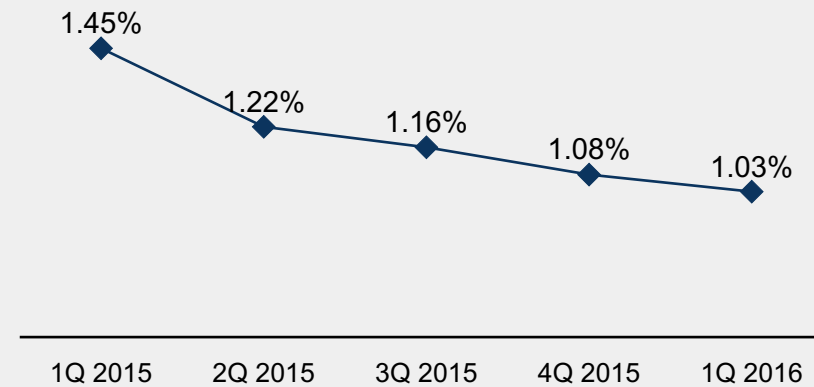


## Coverage Ratio

### Originated Loans



### Total Loans<sup>1</sup>



<sup>1</sup> The coverage ratio for total loans is the ratio of allowance for loan losses and the remaining acquisition discount on acquired loans to total gross loans. The remaining acquisition discount on acquired loans is added back to acquired loans held for investment to calculate gross acquired loans.

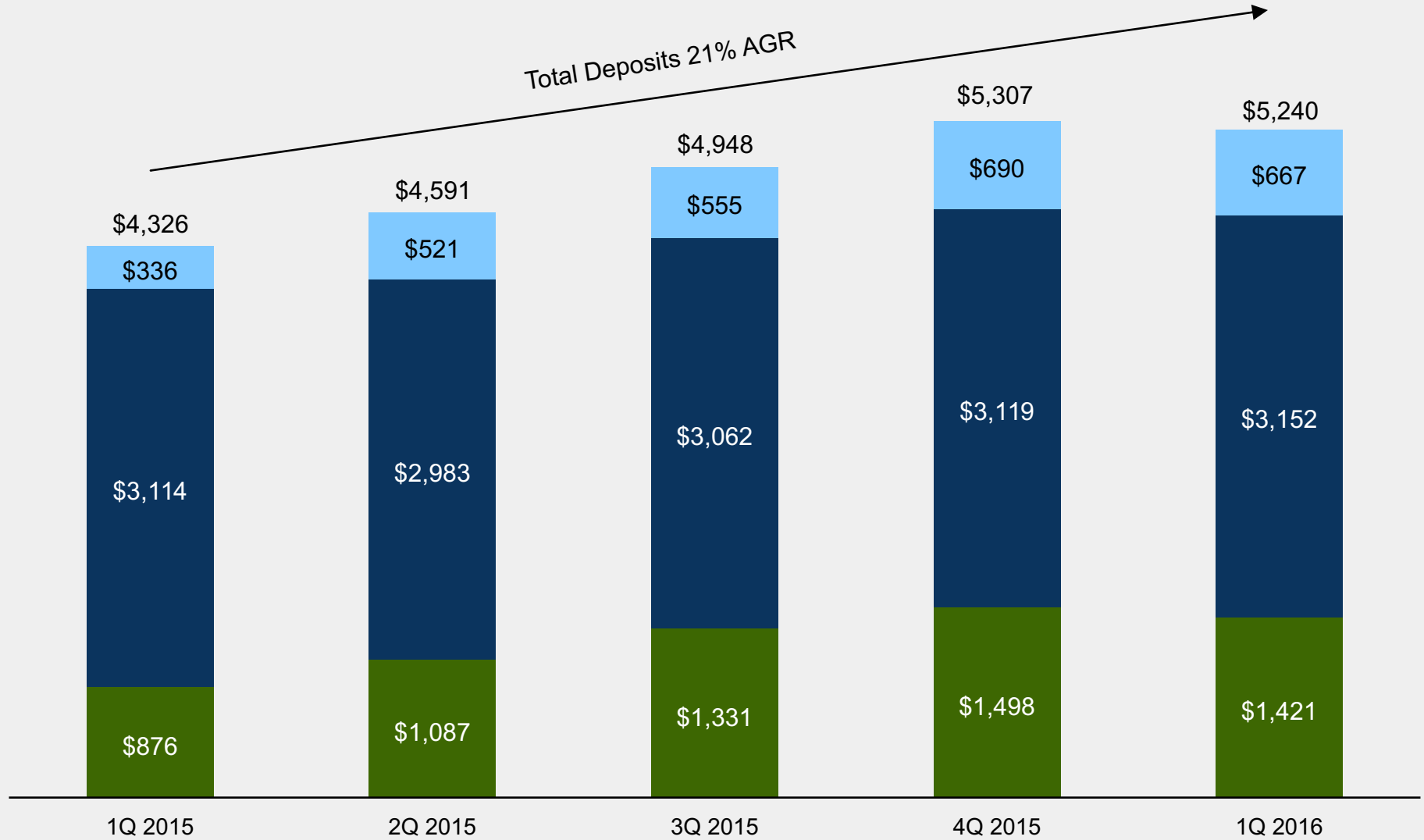


# Deposit Growth

\$ in millions

Specialty Divisions    Retail Banking Offices    Escrow and Exchange

Total Deposits 21% AGR





Retail  
Bank

Commercial Bank

Merchant  
Bank

Correspondent  
Bank

# Questions



## Exhibit - Reconciliation of Non-GAAP Financial Measures

Our accounting and reporting policies conform to generally accepted accounting principles in the United States ("GAAP"). We believe that the presentation of certain non-GAAP financial measures assists investors in assessing our financial results. These non-GAAP measures include our return on average tangible equity, net interest income excluding acquisition accounting and tangible book value per as converted common share. These non-GAAP measures should be taken together with the corresponding GAAP measures and ratios and should not be considered a substitute of the GAAP measures and ratios.

The following tables present a reconciliation of the most comparable GAAP financial measures and ratios to the non-GAAP financial measures and ratios:

### Non-GAAP return on average tangible equity

(unaudited) (\$ in thousands)	For the three months ended				
	March 31, 2016	December 31, 2015	September 30, 2015	June 30, 2015	March 31, 2015
Average tangible equity:					
Average stockholders' equity	\$ 878,276	\$ 863,532	\$ 849,777	\$ 832,916	\$ 808,576
Less:					
Average goodwill	262,115	262,115	262,115	262,115	238,790
Average core deposit intangibles	9,803	10,401	11,058	11,680	12,334
Average tangible equity	606,358	591,016	576,604	559,121	557,452
Net income	\$ 17,280	\$ 16,672	\$ 14,711	\$ 17,484	\$ 11,076
Return on average stockholders' equity	7.91%	7.66%	6.87%	8.42%	5.56%
Non-GAAP return on average tangible equity	11.46%	11.19%	10.12%	12.54%	8.06%

### Non-GAAP net interest margin

(unaudited) (\$ in thousands)	For the three months ended				
	March 31, 2016	December 31, 2015	September 30, 2015	June 30, 2015	March 31, 2015
Net interest income	\$ 59,103	\$ 56,724	\$ 51,431	\$ 54,978	\$ 45,191
Less: Accretion/amortization of acquisition discount/premium (1)	(3,724)	(6,225)	(3,873)	(11,356)	(4,452)
Non-GAAP net interest income	55,379	50,499	47,558	43,622	40,739
Average interest earning assets	\$ 6,195,406	\$ 5,834,985	\$ 5,374,545	\$ 5,143,801	\$ 4,735,319
Add: Average unamortized acquisition discounts	14,376	24,559	25,407	37,488	42,453
Non-GAAP average interest-bearing assets	6,209,782	5,859,544	5,399,952	5,181,289	4,777,772
Net Interest margin impact	0.25%	0.44%	0.31%	0.91%	0.41%

(1) Accretion income on acquired loans only includes interest income recognized in excess of what would be accrued under the contractual terms as a result of acquisition accounting and loan exits through full payoff or charge-off, foreclosure or sale.



## Exhibit - Reconciliation of Non-GAAP Financial Measures (continued)

### Non-GAAP tangible book value per as converted common share

(unaudited) (\$ in thousands, except share amounts)	As of				
	March 31, 2016	December 31, 2015	September 30, 2015	June 30, 2015	March 31, 2015
Tangible Equity:					
Total stockholders' equity	\$ 881,658	\$ 867,038	\$ 851,871	\$ 838,944	\$ 824,511
Less: Goodwill	262,115	262,115	262,115	262,115	262,115
Less: Core deposit intangibles	9,472	10,099	10,726	11,354	11,981
Tangible equity	610,071	594,824	579,030	565,475	550,415
Shares of common stock outstanding	32,533,252	32,500,191	28,738,019	28,722,647	28,599,329
Shares of common stock to be issued upon conversion of preferred stock	30,600	30,600	3,620,550	3,620,550	3,620,550
Total as converted shares of common stock outstanding (1)	32,563,852	32,530,791	32,358,569	32,343,197	32,219,879
Book value per as converted common share	\$27.07	\$26.65	\$26.33	\$25.94	\$25.59
Tangible book value per as converted common share	\$18.73	\$18.28	\$17.89	\$17.48	\$17.08

(1) Common stock outstanding includes additional shares of common stock that would be issued upon conversion of all outstanding shares of preferred stock to common stock and excludes shares issuable upon exercise of warrants and options.