

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of
the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): July 30, 2019



CONNECTONE BANCORP, INC.

(Exact name of Company as specified in its charter)

New Jersey

(State or other jurisdiction
of incorporation)

001-11486

(Commission
File Number)

52-1273725

(IRS Employer
Identification No)

301 Sylvan Avenue

Englewood Cliffs, New Jersey

(Address of principal executive offices)

07632

(Zip Code)

Company's telephone number, including area code (201) 816-8900

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter). Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading symbol	Name of each exchange on which registered
Common stock	CNOB	NASDAQ

Item 8.01 **Other Events.**

[Exhibit 99.1:](#) [Presentation, July 2019, Investor Presentation](#)

Item 9.01 **Financial Statements and Exhibits**

Exhibits. The following is filed as an Exhibit to this Current Report on Form 8-K:

[99.1](#) [Power Point Presentation, July 2019, Investor Presentation](#)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Company has duly caused this Report to be signed on its behalf by the undersigned hereunto duly authorized.

CONNECTONE BANCORP, INC.

(Registrant)

Dated: July 30, 2019

By: /s/William S. Burns

WILLIAM S. BURNS

Executive Vice President and

Chief Financial Officer



CNOB



Investor Presentation

July 2019



Forward Looking Statements

This presentation contains forward-looking statements. Any statements about our expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forward-looking. These statements are often, but not always, made through the use of words or phrases such as "anticipate," "believes," "can," "could," "may," "predicts," "potential," "should," "will," "estimate," "plans," "projects," "continuing," "ongoing," "expects," "intends" and similar words or phrases. Accordingly, these statements are only predictions and involve estimates, known and unknown risks, assumptions and uncertainties that could cause actual results to differ materially from those expressed in them. Our actual results could differ materially from those anticipated in such forward-looking statements as a result of several factors more fully described under "Risk Factors" in our Annual Report on Form 10-K, Item 1A, filed with the Securities and Exchange Commission. Any or all of our forward-looking statements in this presentation may turn out to be inaccurate. The inclusion of this forward-looking information should not be regarded as a representation by us that the future plans, estimates or expectations contemplated by us will be achieved. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our financial condition, results of operations, business strategy and financial needs. There are important factors that could cause our actual results, level of activity, performance or achievements to differ materially from the results, level of activity, performance or achievements expressed or implied by the forward looking statements including, but not limited to the risk factors described above and: (1) changes in general economic and financial market conditions; (2) changes in the regulatory environment; (3) economic conditions generally and in the financial services industry; (4) changes in the economy affecting real estate values; (5) our ability to achieve loan and deposit growth; (6) the completion of our future acquisitions or business combinations and our ability to integrate the acquired business into our business model; (7) projected population and income growth in our targeted market areas; and (8) volatility and direction of market interest rates and a weakening of the economy which could materially impact credit quality trends and the ability to generate loans. All forward-looking statements are necessarily only estimates of future results and actual results may differ materially from expectations. You are, therefore, cautioned not to place undue reliance on such statements which should be read in conjunction with the other cautionary statements that are included elsewhere in this presentation. Further, any forward-looking statement speaks only as of the date on which it is made and we undertake no obligation to update or revise any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events.

About ConnectOne Bancorp, Inc.

ConnectOne is a high growth, high performing commercial bank serving the New York & New Jersey metro market

■ \$6.1 Billion in Total Assets

Founded in 2005 to capitalize on poor customer service offered to middle market clients by other institutions

■ Commercial Focus

- 90% of loan portfolio
- 65% of deposit base

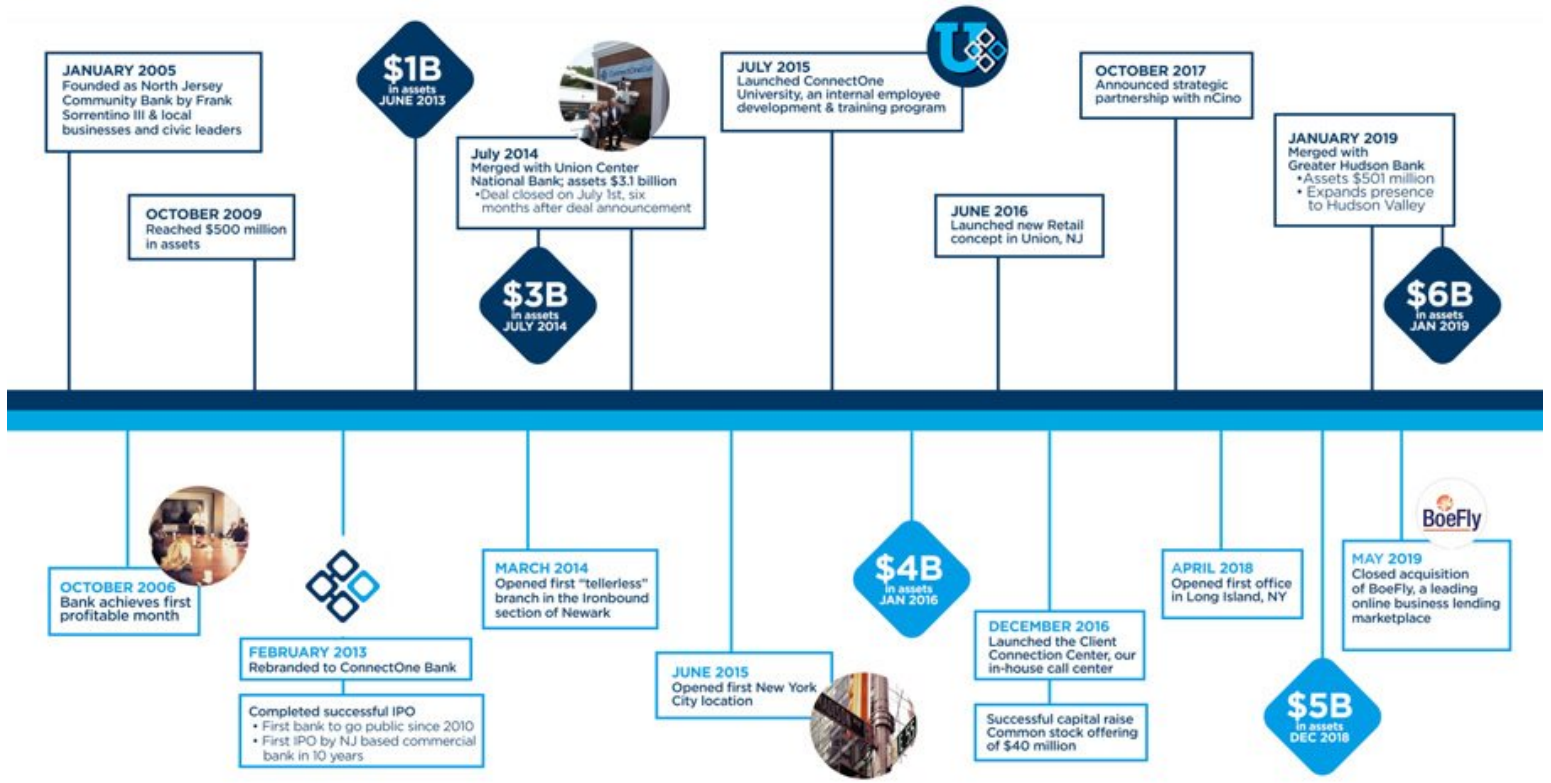
■ Strong Culture

- Client first and sense of urgency in every business decision from the top of organization to the bottom

■ Best-in-Class Efficiency

- One of the most efficient banks in the U.S. due to structure, leveraging of technology & operating philosophy

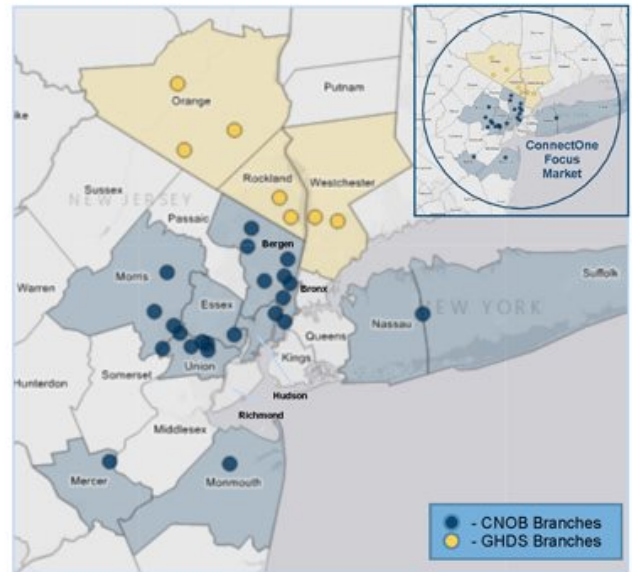
About ConnectOne Bancorp, Inc.



Expansion Through Traditional M&A

Acquisition of Greater Hudson Bank

- Completed transaction on January 2nd and integrated systems less than 30 days after closing
- Value-add transaction. Many benefits realized
 - Loan-to-Deposit ratio improved
 - CRE concentration reduced
 - Net interest margin strengthened
 - Upward trajectory of TBV per share continued
- Transaction added approximately \$375 million in loans and \$425 in deposits
- During second quarter, 100% of cost savings were realized – without any contemplated branch closures
- Demonstrates ConnectOne's expertise as a skilled acquiror



Complimentary Markets

- Deepens geographic representation within our defined 100-mile radius

Expansion Through Alternative M&A (cont.)

Acquisition of BoeFly, closed second quarter

BoeFly is a Boston/New York City based privately held FinTech company. With dynamic patented technology, BoeFly helps connect small to mid-sized businesses with professional loan brokers and lenders across the US.

- **BoeFly will operate as an independent subsidiary**
 - Mike Rozman, BoeFly's current President will continue to lead BoeFly which will operate and grow as an independent marketplace
- **ConnectOne is now one of the partners in the BoeFly network of lenders**
- **Builds fee revenue & allows ConnectOne to jumpstart recently established SBA division**
- **Establishes digital loan origination platform**



BoeFly Acquisition

Entry into Fintech



The Target:

Turnkey SBA Lending Platform

- Provides gain on sale and/or other noninterest revenue, as well as healthy spread income

Scarcity Value

- No other turnkey platform is currently available for acquisition in this valuation range

Seasoned Team Adds Specialized Expertise

- Team has extensive experience in both SBA and franchise lending along with building digital lending platforms

Speed to Market vs. Building Internally

- Can leverage existing team experience and technology from Day 1

The Transaction:

Incentive-Driven Structure

- Minimal upfront cost with incentive structure to align future success

Limited Downside Exposure

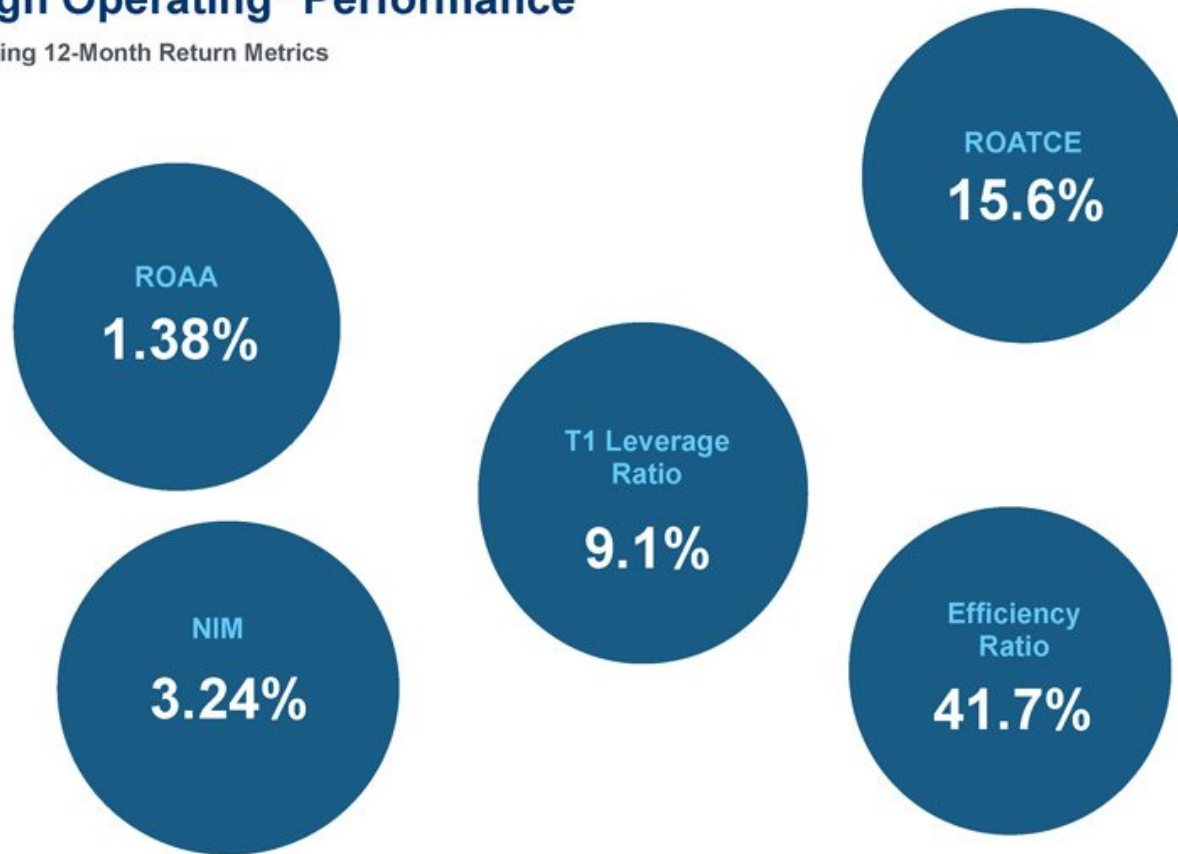
- Limited operating costs, no credit exposure purchased

Attractive Projected Return Profile

- Low purchase price, strong revenue potential

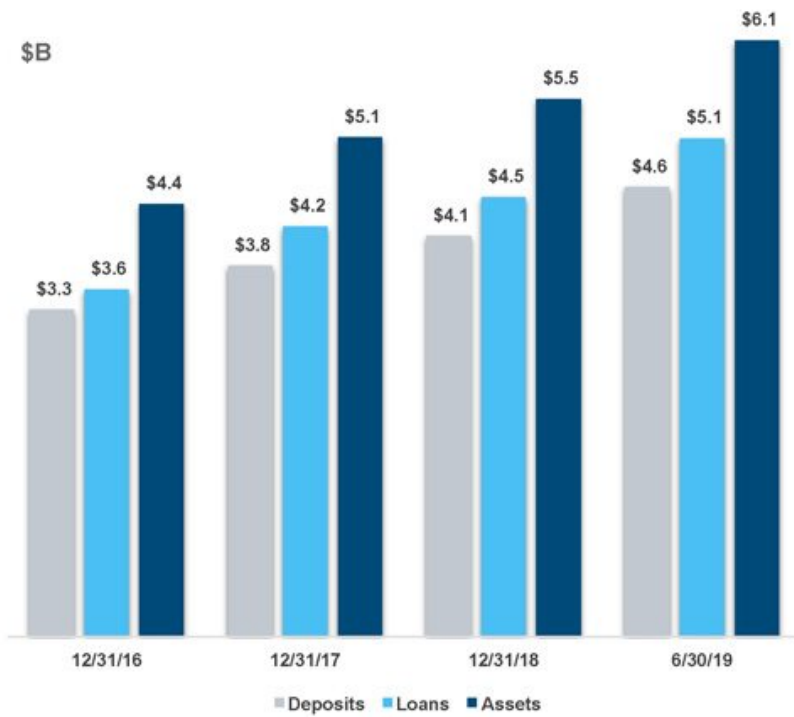
High Operating* Performance

Trailing 12-Month Return Metrics



* Excludes the impact of charges related to the Bank's taxi medallion portfolio and non-operating items including net gains on sales of securities, merger expenses, deferred tax valuation charge, and tax benefits on employee share-based awards. See appendix for a reconciliation of GAAP and non-GAAP measures.

Proven Growth & Performance



Dollars in billions, except for per share data

Efficient Banking Model

One of the Best Efficiency Ratios in the Industry

41%
Operating
Efficiency
Ratio¹⁾

Investments in technology enhance our deposit & loan gathering abilities

\$17 MM
Assets Per
Employee

Reflects structural uniqueness of ConnectOne

Peer* Median: \$8 MM

2.5X

We are ~2.5x peer median for:

- Deposits per branch office
- Loans per branch office
- Assets per branch office

Locations utilize technology to serve as “business hubs” supporting clients beyond geographic footprint

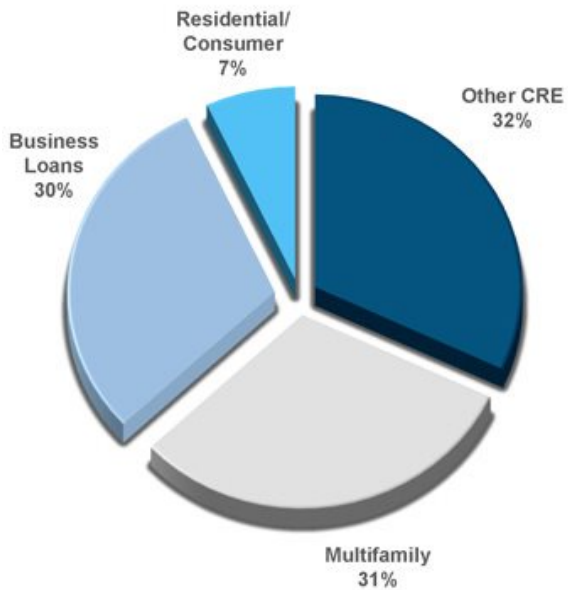


Investments in digital banking and FinTech solutions allow ConnectOne to scale efficiently

¹⁾ 2nd Quarter 2019. Non-GAAP measure, see appendix for a reconciliation of GAAP and non-GAAP measures.
Note: Peer group includes banks and thrifts between \$1.0B and \$7.5B in assets located in Northeast and Mid-Atlantic regions. Median reflects the most recent 5 quarters of reported results. Data sourced from SNL Financial.

Diversified Loan Portfolio

As of 6/30/19 - \$5.1 Billion

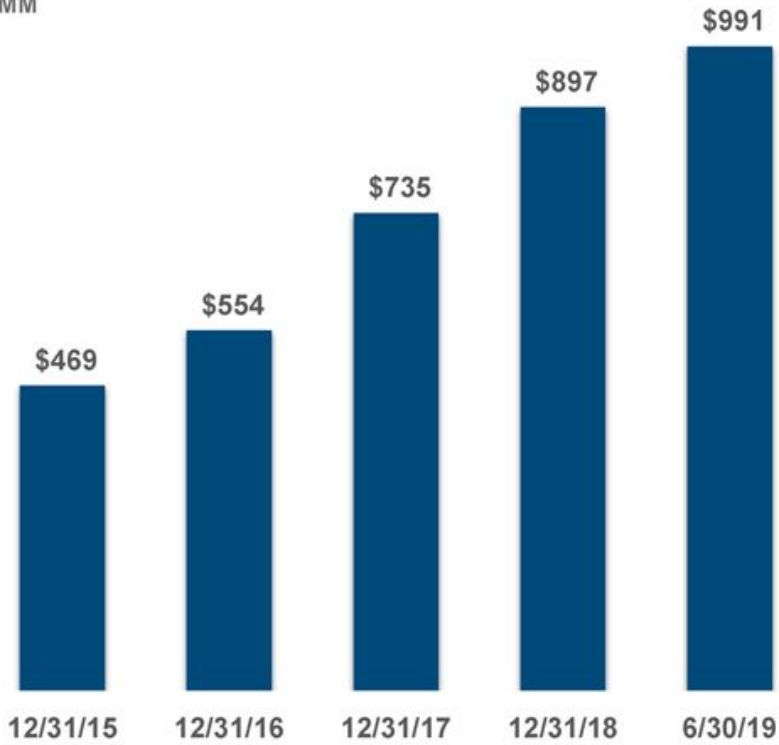


Type	Balance	Percentage	Type	Balance	Percentage
CRE - Retail	\$ 288	6%	Warehouse / Industrial	\$ 125	3%
CRE - Other / Misc.	281	5%	OOC - Other	103	2%
CRE - Land Loan for Future Development	132	3%	OOC - Office	97	2%
CRE - Warehouse / Industrial	115	2%	OOC - Retail	89	2%
CRE - Office	112	2%	OOC - Office / Warehouse or Mixed Use	80	2%
CRE - Mixed Use	96	2%	Total CRE - Owner Occupied	494	11%
CRE - Land Loan (Land Only)	22	<1%	C&I - Service	321	6%
Total CRE - Non-Owner Occupied	1,046	20%	Commercial - Schools	168	3%
Construction - Multifamily	293	6%	C&I - Contactors	162	3%
Construction - 1 to 4 Family	207	4%	C&I - CRE	162	3%
Construction -Other	100	2%	C&I - Other	104	2%
Total Construction	600	12%	C&I - Distribution	45	1%
Total CRE - Other	\$ 1,646	32%	C&I - Transportation	42	1%
Multifamily - 25 to 64 units	\$ 592	11%	C&I - Residential 1 to 4 Family	33	<1%
Multifamily - 10 to 24 unit	401	8%	Total C&I	1,037	19%
Multifamily - 100 units or more	311	6%	Total Business Loans	\$ 1,531	30%
Multifamily - 64 units to 99 units	154	3%	Residential - 1st Lien	\$ 282	6%
Multifamily - 5 to 9 units	131	3%	Home Equity and Other	46	1%
Total Multifamily	\$ 1,589	31%	Total Residential	\$ 328	7%

C&I

C&I Loan Portfolio

\$MM



Note: excludes taxi medallion loans

30+
Team Members
Key hires with focused C&I specialties

Technology & Infrastructure
Improvements focus on keeping best-in-class service with the pace of work our clients are accustomed to at ConnectOne

Niche Markets
Added capabilities to further serve our specialized segments

Maintaining a Strong Credit Culture

Comprehensive underwriting standards and processes

- Disciplined LTV & DSC standards
- Loan origination process supported by specialized teams of credit analysts
- High quality direct commercial lending
- No reliance on participations or wholesale loan purchases
- Prudent growth

■ Lending within geographic footprint

- NY/NJ metro market economically strong and diverse

■ Multi-faceted stress testing

- Every loan tested during underwriting process
- Quarterly modeling performed in conjunction with ALCO processes
- Annual third-party testing conducted on approximately two-thirds of the portfolio

■ Continued focus on loan monitoring

- Team of portfolio managers and loan workout specialists

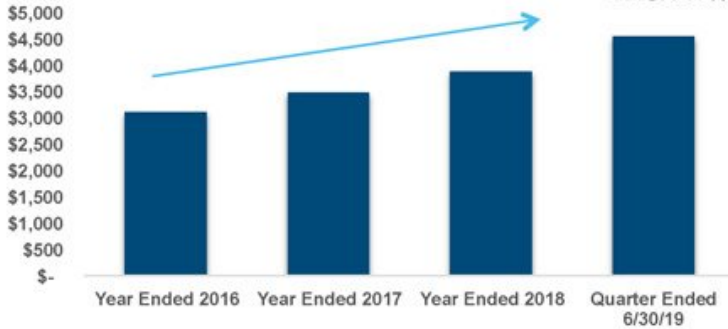
■ Proactive Workout Process

- Reflective of philosophy to aggressively address impaired assets in a timely fashion

Deposit Franchise

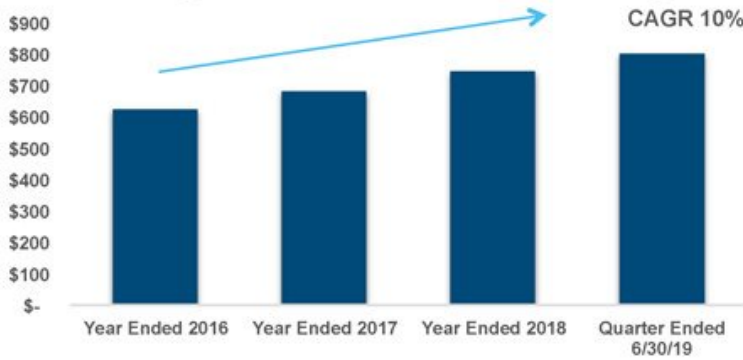
Average Total Deposits

CAGR 17%

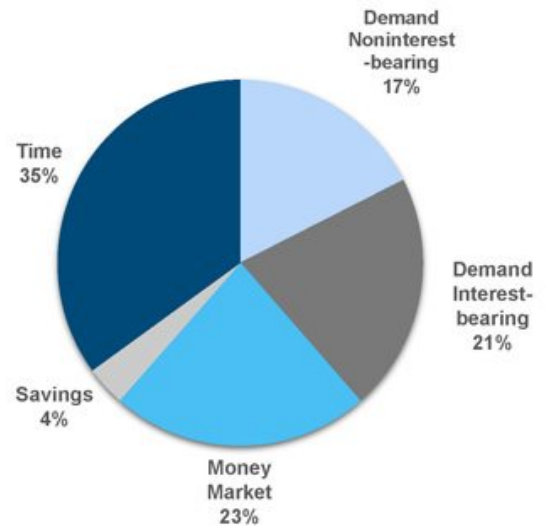


Average Demand Noninterest-bearing

CAGR 10%



Deposit Composition 6/30/2019



Total Deposits \$4.6 Billion

2019 YTD Cost of Total Deposits 1.41%

Business Generation

■ Broadening Focus on C&I by Building Business Niches

- Independent Schools Division
 - ~40% of New Jersey Independent Schools are clients
 - Opportunities for expansion into NY, PA & CT
- Municipal Deposits
 - Among top 10 banks in New Jersey holding municipal deposits (based on deposit balance)
- Law Firms
 - Newly established Escrow Division – attractive DDA capture
- New Offices
 - For expanded reach

■ Experienced CRE Lenders & Support Staff

- Focus towards owner-occupied lending

■ Building a Cash Management Enterprise

- Hiring seasoned specialists
- State of the art products & services

■ Technology

- Utilizing technology and online tools as an avenue for business generation

■ Building Our Residential Lending Portfolio

- High net worth residential markets supported by strong NYC economy

Capital Allocation & Philosophy

■ Strongly capitalized

- 8.93% TCE holding company
- 10.42% leverage at bank
- 12.40% total risk based at bank

■ ROATCE target 15+%

■ Stock buyback program commenced in 1st quarter of 2019

- As of June 30, 2019, repurchased approximately 20% of 1.2 million authorized shares

■ Increased quarterly cash dividend to \$0.09 per share. Payout ratio below 20%

Strategy & Vision

Continued Growth

The Company remains well-positioned to execute

- Achieving Prudent Growth
- Increasing & Expanding Commercial Client Relationships
- Expanding Our Presence in the New York & New Jersey Metro Market
- Maintaining Best-in-Class Efficiency
- Continuing Branch Rationalization & Transformation Strategy
- Continuing to Enhance Digital Channels
- Remaining Opportunistic Around Both Fintech & Traditional Bank M&A Opportunities

Client Testimonials

“ ConnectOne Bank was our recipe for success! Their responsive and creative management team offered us all the necessary ingredients to expand and serve our community of chefs, restaurants & food lovers.

Susan Ungaro
President | James Beard Foundation



“ The responsiveness and general business acumen of the Executive Management and Client Service teams is unparalleled. I can't imagine a better bank to partner with to grow our firm.

Ken Hollenbeck
Managing Partner | Scarini & Hollenbeck, LLC



“ The ConnectOne team responds to client needs with a sense of urgency. The ability to craft timely, custom solutions is extremely valuable in our line of business.

Bart Mongelli, ESQ
DeCotiis, Fitzpatrick & Cole, LLP



“ They understand construction, from the Chairman to the lending team. This has allowed us to fast track our projects in order to meet the current strong market.

Joe Cotter
Natural Resources

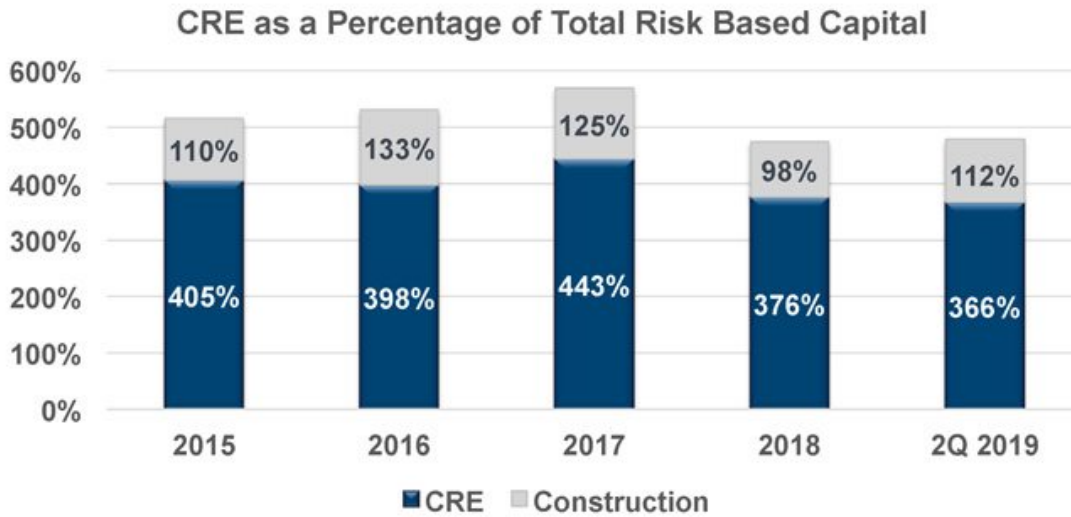






Appendix

Commercial Real Estate Lending Focus



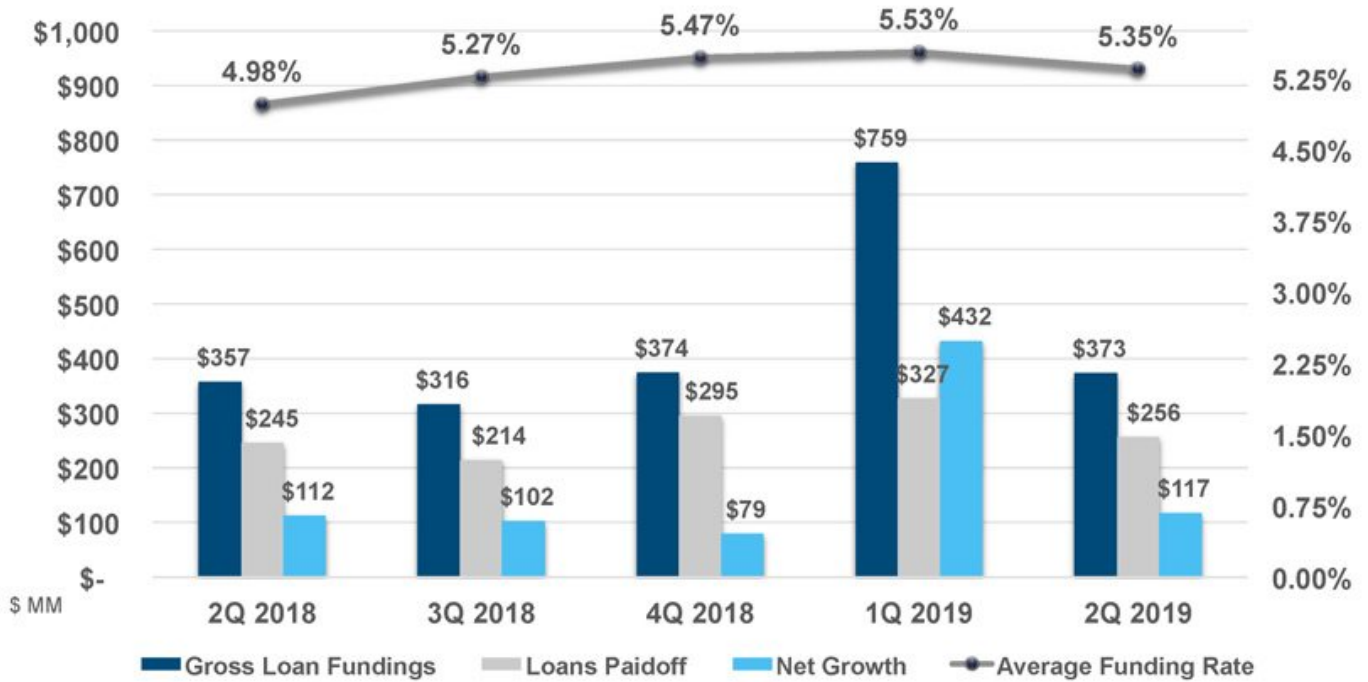
- ConnectOne has maintained high levels of CRE concentration for an extended period of time
- Our combination of strong organic growth and sound asset quality is our hallmark
- We continue to focus on loan diversification– Concentration mitigated by acceleration of our C&I capabilities
- Risk management is a critical part of our strategy– Our policies and procedures have stood up to regulatory scrutiny
- ConnectOne and Legacy ConnectOne regulated by the FDIC and NJ DOBI over the last 14+ years

Credit Quality



Loan Funding Metrics

Trailing Quarterly Loan Fundings



Note: First Quarter 2019 includes Greater Hudson. Rate excludes impact of purchase accounting adjustments.

Appendix

Reconciliation of GAAP and non-GAAP measures

	Three Months Ended					Trailing Twelve Months
	June 30, 2019	Mar. 31, 2019	Dec. 31, 2018	Sept. 30, 2018	June 30, 2018	
Reconciliation of GAAP Earnings to Adjusted Earnings:						
	(dollars in thousands)					
Net income	\$ 19,281	\$ 11,635	\$ 18,672	\$ 19,902	\$ 17,527	\$ 69,490
Merger expenses (after taxes)	274	5,597	739	297	-	6,907
Loss on extinguishment of debt (after taxes)	732	-	-	-	-	732
Net losses (gains) on sales of securities available-for-sale (after taxes)	2	(6)	-	-	-	(4)
Net gains on equity securities (after taxes)	(110)	(74)	(40)	110	33	(114)
Deferred tax valuation charge/adjustment	-	-	-	(1,408)	-	(1,408)
Tax benefit on employee share-based awards (ASU 2016-09)	-	(20)	(223)	(297)	(49)	(540)
Net income-adjusted	\$ 20,179	\$ 17,132	\$ 19,148	\$ 18,604	\$ 17,511	\$ 75,063
Weighted average diluted shares outstanding	35,397,362	35,309,503	32,378,739	32,319,060	32,321,150	33,838,939
Diluted EPS (GAAP)	\$ 0.54	\$ 0.33	\$ 0.58	\$ 0.61	\$ 0.54	
Diluted EPS-adjusted (Non-GAAP) ⁽¹⁾	0.57	0.49	0.59	0.58	0.54	
Return on Assets Measures						
Net income-adjusted	\$ 20,179	\$ 17,132	\$ 19,148	\$ 18,604	\$ 17,511	\$ 75,063
Average assets	\$ 6,001,669	\$ 5,909,061	\$ 5,261,493	\$ 5,186,173	\$ 5,104,661	\$ 5,586,720
Less: average intangible assets	(164,709)	(162,814)	(147,741)	(147,883)	(148,046)	(155,724)
Average tangible assets	\$ 5,836,960	\$ 5,746,247	\$ 5,113,752	\$ 5,038,290	\$ 4,956,615	\$ 5,430,996
Return on avg. assets (GAAP)	1.29 %	0.80 %	1.41 %	1.52 %	1.38 %	1.28 %
Return on avg. assets-adjusted (non-GAAP) ⁽²⁾	1.35	1.18	1.44	1.42	1.38	1.38

Appendix

Reconciliation of GAAP and non-GAAP measures (cont.)

	Three Months Ended					Trailing Twelve Months
	June 30, 2019	Mar. 31, 2019	Dec. 31, 2018	Sept. 30, 2018	June 30, 2018	
	(dollars in thousands)					
Return on Equity Measures						
Net income-adjusted	\$ 20,179	\$ 17,132	\$ 19,148	\$ 18,604	\$ 17,511	\$ 75,063
Average common equity	\$ 694,978	\$ 680,168	\$ 606,378	\$ 590,128	\$ 574,992	642,566
Less: average intangible assets	(164,709)	(162,814)	(147,741)	(147,883)	(148,046)	(155,724)
Average tangible common equity	\$ 530,269	\$ 517,354	\$ 458,637	\$ 442,245	\$ 426,946	\$ 486,842
Return on avg. common equity (GAAP)	11.13 %	6.94 %	12.22 %	13.38 %	12.23 %	10.81 %
Return on avg. common equity-adjusted (non-GAAP) ⁽³⁾	11.65	10.22	12.53	12.51	12.22	11.68
Return on avg. tangible common equity (non-GAAP) ⁽⁴⁾	14.78	9.33	16.24	17.95	16.58	14.42
Return on avg. tangible common equity-adjusted (non-GAAP) ⁽⁵⁾	15.46	13.63	16.65	16.78	16.57	15.56
Efficiency Measures						
Total noninterest expenses	\$ 21,590	\$ 28,062	\$ 18,324	\$ 18,130	\$ 17,061	\$ 86,106
Amortization of core deposit intangibles	(364)	(364)	(144)	(145)	(169)	(1,017)
Merger expenses	(331)	(7,562)	(936)	(375)	-	(9,204)
Loss on extinguishment of debt	(1,047)	-	-	-	-	(1,047)
Foreclosed property expense	-	1	(8)	(196)	(11)	(203)
Operating noninterest expense	\$ 19,848	\$ 20,137	\$ 17,236	\$ 17,414	\$ 16,881	\$ 74,635
Net interest income (tax equivalent basis)	\$ 46,092	\$ 45,523	\$ 40,678	\$ 40,444	\$ 39,409	\$ 172,737
Noninterest income	1,942	1,738	1,573	1,272	1,341	6,525
Net gains (losses) on equity securities	(158)	(103)	(58)	157	47	(162)
Net losses (gains) on sales of securities available-for-sale	9	(8)	-	-	-	1
Operating revenue	\$ 47,885	\$ 47,150	\$ 42,193	\$ 41,873	\$ 40,797	\$ 179,101
Operating efficiency ratio (non-GAAP) ⁽⁶⁾	41.4 %	42.7 %	40.9 %	41.6 %	41.4 %	41.7 %

Appendix

Reconciliation of GAAP and non-GAAP measures (cont.)

	As of				
	June 30, 2019	Mar. 31, 2019	Dec. 31, 2018	Sept. 30, 2018	June 30, 2018
Capital Ratios and Book Value per Share	(dollars in thousands, except for per share data)				
Common equity	\$ 699,224	\$ 682,395	\$ 613,927	\$ 594,871	\$ 578,557
Less: intangible assets	(168,714)	(162,747)	(147,646)	(147,791)	(147,936)
Tangible common equity	<u>\$ 530,510</u>	<u>\$ 519,648</u>	<u>\$ 466,281</u>	<u>\$ 447,080</u>	<u>\$ 430,621</u>
Total assets	\$ 6,109,066	\$ 6,048,976	\$ 5,462,092	\$ 5,368,641	\$ 5,275,368
Less: intangible assets	(168,714)	(162,747)	(147,646)	(147,791)	(147,936)
Tangible assets	<u>\$ 5,940,352</u>	<u>\$ 5,886,229</u>	<u>\$ 5,314,446</u>	<u>\$ 5,220,850</u>	<u>\$ 5,127,432</u>
Common shares outstanding	35,352,866	35,432,468	32,328,542	32,238,264	32,184,047
Common equity ratio (GAAP)	11.45 %	11.28 %	11.24 %	11.08 %	10.97 %
Tangible common equity ratio (non-GAAP) ⁽⁷⁾	8.93	8.83	8.77	8.56	8.40
Regulatory capital ratios (Bancorp):					
Leverage ratio	9.14 %	9.12 %	9.34 %	9.15 %	8.93 %
Common equity Tier 1 risk-based ratio	9.65	9.68	9.75	9.50	9.33
Risk-based Tier 1 capital ratio	9.74	9.77	9.86	9.61	9.44
Risk-based total capital ratio	12.72	12.79	13.15	12.94	12.81
Regulatory capital ratios (Bank):					
Leverage ratio	10.42 %	10.43 %	10.78 %	10.64 %	10.43 %
Common equity Tier 1 risk-based ratio	11.12	11.17	11.37	11.18	11.02
Risk-based Tier 1 capital ratio	11.12	11.17	11.37	11.18	11.02
Risk-based total capital ratio	12.40	12.46	12.75	12.57	12.42
Book value per share (GAAP)	\$ 19.78	\$ 19.26	\$ 18.99	\$ 18.45	\$ 17.98
Tangible book value per share (non-GAAP) ⁽⁸⁾	15.01	14.67	14.42	13.87	13.38

Appendix

Reconciliation of GAAP and non-GAAP measures (cont.)

	Three Months Ended					Trailing Twelve Months
	June 30, 2019	Mar. 31, 2019	Dec. 31, 2018	Sept. 30, 2018	June 30, 2018	
	(dollars in thousands, except for per share data)					
Net Interest Margin						
Average interest-earning assets	\$ 5,607,086	\$ 5,522,934	\$ 4,941,425	\$ 4,856,678	\$ 4,771,523	\$ 5,229,409
Net interest income (taxequivalent basis)	\$ 46,092	\$ 45,523	\$ 40,678	\$ 40,444	\$ 39,409	\$ 172,737
Impact of purchase accounting fair value marks	(1,742)	(1,233)	(148)	(195)	(680)	(3,318)
Adjusted net interest income (taxequivalent basis)	\$ 44,350	\$ 44,290	\$ 40,530	\$ 40,249	\$ 38,729	\$ 169,419
Net interest margin (GAAP)	3.30 %	3.34 %	3.27 %	3.30 %	3.31 %	3.30 %
Adjusted net interest margin (non-GAAP) ⁽⁹⁾	3.17	3.25	3.25	3.29	3.26	3.24

Appendix

Reconciliation of GAAP and non-GAAP measures (cont.)

	As of				
	June 30, 2019	Mar. 31, 2019	Dec. 31, 2018	Sept. 30, 2018	June 30, 2018
Asset Quality	(dollars in thousands, except for per share data)				
Nonaccrual taxi medallion loans	\$ 26,498	\$ 27,287	\$ 28,043	\$ 28,482	\$ 28,944
Nonaccrual loans (excluding taxi medallion loans)	23,419	20,393	23,812	24,533	20,771
Other real estate owned	-	-	-	-	1,076
Total nonperforming assets	<u>\$ 49,917</u>	<u>\$ 47,680</u>	<u>\$ 51,855</u>	<u>\$ 53,015</u>	<u>\$ 50,791</u>
Performing troubled debt restructurings	\$ 16,332	\$ 8,191	\$ 11,165	\$ 11,243	\$ 12,827
Allowance for loan losses ("ALLL")	\$ 37,698	\$ 36,858	\$ 34,954	\$ 34,749	\$ 33,594
Loans receivable	\$ 5,090,492	\$ 4,972,651	\$ 4,541,092	\$ 4,462,487	\$ 4,360,854
Less: taxi medallion loans	28,054	28,911	28,043	28,482	28,944
Loans receivable (excluding taxi medallion loans)	<u>\$ 5,062,438</u>	<u>\$ 4,943,740</u>	<u>\$ 4,513,049</u>	<u>\$ 4,434,005</u>	<u>\$ 4,331,910</u>
Nonaccrual loans (excluding taxi medallion loans) as a % of loans receivable (excluding taxi medallion loans)	0.46 %	0.41 %	0.53 %	0.55 %	0.48 %
Nonaccrual loans as a % of loans receivable	0.98	0.96	1.14	1.19	1.14
Nonperforming assets as a % of total assets	0.82	0.79	0.95	0.99	0.96
Nonperforming assets (excluding taxi medallion loans) as a % of total assets	0.39	0.34	0.44	0.46	0.42
ALLL as a % of loans receivable	0.74	0.74	0.77	0.78	0.77
ALLL as a % of nonaccrual loans (excluding taxi medallion loans)	161.0	180.7	146.8	141.6	161.7
ALLL as a % of nonaccrual loans	75.5	77.3	67.4	65.5	67.6

Appendix

Reconciliation of GAAP and non-GAAP measures (cont.)

- ⁽¹⁾ Represents adjusted earnings available to common stockholders divided by weighted average diluted shares outstanding.
- ⁽²⁾ Adjusted net income divided by average assets.
- ⁽³⁾ Adjusted earnings available to common stockholders divided by average common equity.
- ⁽⁴⁾ Earnings available to common stockholders excluding amortization of intangible assets divided by average tangible common equity.
- ⁽⁵⁾ Adjusted earnings available to common stockholders excluding amortization of intangible assets divided by average tangible common equity.
- ⁽⁶⁾ Operating noninterest expense divided by operating revenue.
- ⁽⁷⁾ Tangible common equity divided by tangible assets.
- ⁽⁸⁾ Tangible common equity divided by common shares outstanding at period-end.
- ⁽⁹⁾ Adjusted net interest margin excludes impact of purchase accounting fair value marks.