

**SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

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**FORM 8-K**

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

Date of Report (date of earliest event reported): October 21, 2014

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**CUSTOMERS BANCORP, INC.**  
(Exact Name of Registrant as specified in its charter)

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**Pennsylvania**  
(State or other jurisdiction  
of incorporation)

**001-35542**  
(Commission File Number)

**27-2290659**  
(I.R.S. Employer  
Identification No.)

**1015 Penn Avenue**  
**Suite 103**  
**Wyomissing PA 19610**

Registrant's telephone number, including area code: (610) 933-2000

**None**  
(Former name or former address, if changed since last report)

Check the appropriate box below if the form 8-K filing is intended to simultaneously satisfy the filing obligations of the registrant under any of the following provisions (see General Instructions A.2. below):

- ☐ 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))
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**Item 2.02. Results of Operations and Financial Condition**

On October 21, 2014, Customers Bancorp, Inc. (the “Company”) issued a press release announcing unaudited financial information for the quarter ended September 30, 2014, a copy of which is included as Exhibit 99.1 to this Current Report on Form 8-K and incorporated by reference herein.

**Item 7.01. Regulation FD.**

The Company has posted to its website a slide presentation which is attached hereto as Exhibit 99.2 and incorporated into this Item 7.01 by reference.

The information in this Current Report on Form 8-K, including Exhibits 99.1 and 99.2 attached hereto and incorporated by reference into Items 2.02 and 7.01, respectively, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities under that Section. Furthermore, such information, including the exhibits attached hereto, shall not be deemed incorporated by reference into any of the Company’s reports or filings with the SEC, whether made before or after the date hereof, except as expressly set forth by specific reference in such report or filing. The information in this Current Report on Form 8-K, including the exhibits attached hereto, shall not be deemed an admission as to the materiality of any information in this report on Form 8-K that is required to be disclosed solely to satisfy the requirements of Regulation FD.

**Item 9.01. Financial Statements and Exhibits**

(d) Exhibits.

Exhibit	Description
Exhibit 99.1	<a href="#">October 21, 2014 Press Release</a>
Exhibit 99.2	<a href="#">Slides</a>

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**SIGNATURE**

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

**CUSTOMERS BANCORP, INC.**

By:	<u>/s/ Robert E. Wahlman</u>
Name:	Robert E. Wahlman
Title:	Executive Vice President and Chief Financial Officer

Date: October 21, 2014

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EXHIBITS INDEX

Exhibit	Description
Exhibit 99.1	<a href="#">October 21, 2014 Press Release</a>
Exhibit 99.2	<a href="#">Slides</a>

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**Customers Bancorp**  
**1015 Penn Avenue**  
**Wyomissing, PA 19610**  
**Contacts:**  
**Jay Sidhu, Chairman & CEO 610-935-8693**  
**Richard Ehst, President & COO 610-917-3263**  
**Investor Contact:**  
**Robert Wahlman, CFO 610-743-8074**

## **CUSTOMERS BANCORP REPORTS CONTINUED STRONG EARNINGS AND ORGANIC GROWTH**

- **3Q 2014 Net Income up 41% over Q3 2013 and up 14% over Q2 2014**
- **3Q 2014 EPS up 40% over Q3 2013 and up 14% over Q2 2014**
- **3Q 2014 Efficiency Ratio of 54.5% and Return on Equity of 11.0%**
- **YTD through September 2014 Net Income up 26.8% over same period last year**

Wyomissing, PA — October 21, 2014 — Customers Bancorp, Inc. (NASDAQ: CUBI), the parent company of Customers Bank (collectively “Customers”), reported earnings of \$11.7 million for the quarter ended September 30, 2014 (“Q3 2014”) compared to earnings of \$8.3 million for the quarter ended September 30, 2013 (“Q3 2013”), an increase of 41.0%, and earnings of \$10.2 million for the quarter ended June 30, 2014 (“Q2 2014”), an increase of 14.0%. Q3 2014 fully diluted earnings per share was \$0.42, compared to \$0.30 in Q3 2013 and \$0.37 in Q2 2014. Average fully diluted shares for Q3 2014 were 28.0 million compared to average fully diluted shares for Q3 2013 of 27.9 million. Customers also reported earnings of \$30.0 million year-to-date through September 30, 2014 compared to earnings of \$23.7 million in the first nine months of 2013, an increase of 26.8%.

Customers’ increase in earnings has resulted principally from higher interest income on loans and higher non-interest income. Since December 31, 2013 Customers’ loan balances (including loans held for sale) have grown \$2.3 billion, a 71% increase in loan balances for the nine months ended September 30, 2014. During Q3 2014 loan balances grew \$800 million to \$5.5 billion, an increase of 17% over Q2 2014. During Q3 2014 multi-family loans increased \$357 million, warehouse loans were up \$187 million, and commercial loans (including commercial real estate) were up \$256 million over Q2 2014. Q3 2014 net interest income was up 47.9% over Q3 2013. Q3 2014 non-interest income was up 9.5% over Q3 2013.

Jay Sidhu, Chairman and CEO of Customers reflected, “We are extremely pleased to report very strong core earnings growth during Q3 2014 and the first nine months of 2014. Our growth results from execution of our strategy to diversify and grow our loan and deposit portfolios to fully utilize the capital provided by our investors. We believe we are on track with our plans and remain confident we will meet or exceed the earnings guidance we have provided for 2014 and 2015. We again state our goals of reaching about a 1.0% return on assets and a 12.0% return on equity within two to three years. We expect that we will achieve these goals while reducing the rate of Customers’ asset growth to a level supported by growth in retained earnings.”

Other financial highlights for Q3 2014 included:

- Net interest income grew by \$13.0 million to \$40.2 million in Q3 2014 compared to Q3 2013 (47.9% year over year growth), and by \$3.3 million compared to Q2 2014 (8.9% consecutive quarter growth), principally due to the growth in the loan portfolio. Net interest margin was 2.79% for Q3 2014 compared to 2.94% for Q2 2014, with approximately 13 basis points of the margin compression resulting from the issuance of \$110 million of subordinated debt and \$25 million of holding company senior notes in late Q2 2014, and the remainder of the decrease resulting from continued lengthening of liability maturities and the growing investment in the very strong credit quality, but lower margin, multi-family loan portfolio.
- Q3 2014 provision for loan losses of \$5.0 million, of which \$1.8 million was due to increasing our estimates for amounts to be received from liquidation of FDIC covered loans (which resulted in Customers writing down the estimated FDIC loss sharing receivable through the provision for loan losses).
- Q3 2014 non-interest expense was \$24.7 million, an increase of \$6.3 million from Q3 2013, and a decrease of \$0.5 million from Q2 2014 non-interest expense of \$25.2 million. The Q3 2014 non-interest expense decrease over the preceding quarter ended a trend of quarterly non-interest expense increases. The Q3 2014 efficiency ratio was 54.5%, down from the Q3 2013 efficiency ratio of 57.6% and the Q2 2014 efficiency ratio of 58.0%.
- The Q3 2014 income tax expense rate was 25.2% of pre-tax income, and is expected to be approximately 33% for the year. The lower estimated rate for 2014 compared to the 2013 rate of 35% resulted from a return to provision and deferred tax analysis performed during third quarter 2014.
- The increase in Q3 2014 net income resulting from the \$1.3 million deferred tax asset adjustment was largely offset by the provision charge of \$1.8 million to write-down the FDIC indemnification asset.
- Non-performing loans not covered by FDIC loss share agreements were only \$9.9 million at September 30, 2014, a decrease of \$3.6 million (26.8%) from December 31, 2013. Non-performing non-covered loans were 0.18% of non-covered loans outstanding at September 30, 2014 compared to 0.43% as of December 31, 2013.
- The allowance for loan losses totaled \$31.1 million as of September 30, 2014. The September 30, 2014 allowance for loan losses was 223% of total non-performing loans compared to 125% as of December 31, 2013.
- Capital ratios continue to exceed the “well capitalized” thresholds, although the ratios have decreased due to the increase in assets.
- Customers’ tangible book value per share increased to \$15.79 at September 30, 2014 compared to \$14.18 at September 30, 2013 and \$15.34 at June 30, 2014, an increase of 11.4% year-over-year and 2.9% sequentially.

“Customers is on target to meet or exceed the earnings guidance we have provided for 2014 and 2015. To manage capital, we expect to slow our asset growth going forward to levels that are supported by growth in retained earnings. Customers intends to continue selling a portion of its multi-family loan portfolio for the foreseeable future while adding commercial and industrial and other commercial loans to our balance sheet.” stated Robert Wahlman, Chief Financial Officer of Customers Bancorp, Inc.

## EARNINGS SUMMARY - UNAUDITED

(Dollars in thousands, except per-share data)

	<b>Q3 2014</b>	<b>Q2 2014</b>	<b>Q3 2013</b>
Net income available to common shareholders	\$ 11,662	\$ 10,233	\$ 8,268
Basic earnings per share ("EPS") (1)	\$ 0.44	\$ 0.38	\$ 0.30
Diluted EPS (1)	\$ 0.42	\$ 0.37	\$ 0.30
Average shares outstanding - diluted (1)	27,984,840	27,982,404	27,870,883
Return on average assets	0.8%	0.8%	0.9%
Return on average common equity	11.0%	10.0%	8.6%
Net interest margin, tax equivalent	2.79%	2.94%	3.11%
Non performing loans to total loans (including held for sale and FDIC covered loans)	0.25%	0.40%	0.70%
Reserves to non performing loans (NPL's)	246.4%	184.2%	157.6%
Tangible book value per common share (period end) (1) (2)	\$ 15.79	\$ 15.34	\$ 14.18
Period end stock price (1)	\$ 17.96	\$ 20.01	\$ 14.64

(1) Share and per share amounts have been adjusted to give effect to the 10% stock dividend declared on May 15, 2014 and issued on June 30, 2014.

(2) Calculated as total equity less goodwill and other intangibles divided by common shares outstanding at period end.

## Net Income, Earnings Per Share and Tangible Book Value

Q3 2014 net income of \$11.7 million was up \$3.4 million, or 41.0%, from Q3 2013. Q3 2014 diluted earnings per share was \$0.42 with 28.0 million diluted shares, compared to Q3 2013 earnings of \$8.3 million and diluted earnings per share of \$0.30 with 27.9 million diluted shares. Customers' tangible book value per share increased to \$15.79 as of September 30, 2014 compared to \$14.18 as of September 30, 2013, an increase of 11.4%. The increase in net income in Q3 2014 compared to Q3 2013 was primarily due to increased net interest income, fueled by strong loan growth while maintaining strong asset quality and growing deposits. The increased tangible book value reflects Customers' strategic commitment to consistently maintain and grow tangible book value per share through growth in earnings with the expectation that it will eventually result in superior shareholder value creation.

## Net Interest Margin

The net interest margin decreased 32 basis points from Q3 2013 and decreased 15 basis points from Q2 2014. Approximately 13 basis points of the Q3 2014 net interest margin decrease relative to Q3 2013 and Q2 2014 resulted from the issuance of \$110 million of subordinated debt and \$25 million of holding company senior notes in late Q2 2014, and the remainder of the decrease resulted principally from lengthening the liability maturities and the growing investment in the very strong credit quality, but lower net interest margin, multi-family loan portfolio.

### **Non-Interest Income**

Q3 2014 non-interest income of \$5.1 million was up \$0.4 million compared to \$4.7 million in Q3 2013, and down \$1.8 million compared to \$6.9 million in Q2 2014. The \$0.4 million increase in Q3 2014 non-interest income compared to Q3 2013 non-interest income resulted primarily from a gain realized from the sale of multi-family loans during Q3 2014. The Q3 2014 non-interest income decrease compared to Q2 2014 resulted from lower mortgage banking income (down \$1.3 million) and lower gains on sales of investment securities (down \$0.4 million).

### **Non-Interest Expense**

Operating expenses in Q3 2014 of \$24.7 million were up \$6.3 million (34.5%) over Q3 2013, but decreased \$0.5 million compared to Q2 2014 operating expenses of \$25.2 million. Q3 2014 operating expenses were up compared to Q3 2013 because of a greater level of business activities as Customers grew its deposits, multi-family, commercial and industrial and commercial real estate loan portfolios, and recruited larger lending, support, risk management, and compliance teams over the past year. The decrease during Q3 2014 resulted from declines in advertising, professional services and miscellaneous other expenses and ended a trend of quarterly non-interest expense increases.

### **Provision for Loan Losses and Asset Quality**

The Q3 2014 provision for loan losses of \$5.0 million was principally due to the loans held for investment growth during Q3 2014. In addition, \$1.8 million of the Q3 2014 provision expense resulted from increasing our estimates of cash receipts from borrowers or liquidation of collateral related to loans covered by the FDIC loss share agreements. An increase in estimated cash flows results in lower losses on FDIC covered loans, a lower level of claims and reimbursements by the FDIC, and the write-down of the FDIC loss sharing receivable. The Q3 2013 provision for loan losses was \$0.8 million. <sup>1</sup>

Customers separates its loan portfolio into “covered” and “non-covered” loans for purposes of analyzing and managing asset quality. Covered loans are those loans that are covered by FDIC purchase and assumption, or loss sharing, agreements, and for which Customers is reimbursed 80% of allowable incurred losses. Covered loans totaled \$44.5 million at September 30, 2014, \$66.7 million at December 31, 2013, and \$81.3 million at September 30, 2013. Non-accrual covered loans totaled \$4.1 million at September 30, 2014, \$5.6 million at December 31, 2013 and \$5.8 million at September 30, 2013. Covered real estate owned totaled \$10.2 million at September 30, 2014, \$7.0 million at December 31, 2013 and \$7.8 million at September 30, 2013.

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<sup>1</sup> Beginning in Q4 2013, the provision for loan losses is reported net of the amount of estimated credit losses on covered loans to be recovered from the Federal Deposit Insurance Corporation (the “FDIC”) pursuant to specific purchase and assumption, or loss sharing, agreements. Q3 2013 amounts have been reclassified to be consistent with the current presentation. Previously, changes in the amount recoverable from the FDIC had been reported as a separate amount in non-interest income.



Non-covered loans are all loans not covered by the FDIC loss share agreements. Non-covered loans include loans accounted for as held for sale as well as loans accounted for as held for investment. Non-covered loans totaled \$5.5 billion at September 30, 2014, \$3.1 billion at December 31, 2013, and \$2.9 billion at September 30, 2013. Non-accrual non-covered loans totaled \$9.9 million at September 30, 2014 (0.18% of total non-covered loans), \$13.5 million (0.43% of total non-covered loans) at December 31, 2013 and \$14.9 million (0.51% of total non-covered loans) at September 30, 2013. Non-covered loans 30 to 89 days delinquent at September 30, 2014 totaled \$8.2 million (0.15% of non-covered loans.)

### **Strong Core Deposit Growth**

Total deposits were \$4.3 billion at September 30, 2014, a growth of approximately \$1.3 billion or 45% from December 31, 2013. Non-interest bearing demand deposits were almost \$700 million, approximately 16% of total deposits. Money market deposits were \$2 billion at September 30, 2014 with CDs being only 35% of total deposits. Average deposits per branch exceeded \$200 million for the first time. This performance and resulting low efficiency ratio gives Customers an opportunity to focus on strong credit quality niches and not stretch for higher risk, higher rate loans and still achieve above average profitability with lower than average margin.

### **Diversified Loan Portfolio**

Customers is a Business Bank that principally focuses on four lending activities; commercial and industrial loans to privately held businesses, multi-family loans principally to high net worth families in the New York City area, selected commercial real estate loans, and banking services to privately held mortgage companies. Commercial and industrial loans, including owner occupied commercial real estate loans were \$1.1 billion at September 30, 2014, an increase of 44% from December 31, 2013. Multi-family loans were \$2.2 billion, mortgage warehouse loans were \$1.3 billion while non-owner occupied commercial real estate loans were only \$0.5 billion, respectively, at September 30, 2014.

### **Looking Ahead**

“We are very confident and excited about our future. We intend to continue focusing on our core business at Customers, growing commercial loans and core deposits. Over the next few months, we intend to gradually launch Bank Mobile, America’s first mobile platform based full service bank, that intends to serve millennials, middle class American families and the underserved consumers throughout America. These segments of the consumer market paid last year \$39 billion in overdraft and check cashing fees. This amount is two times what America spends on breast cancer and lung cancer combined each year. We intend to introduce fee free banking to these segments of the US population through Bank mobile,” Mr. Sidhu said. “Customers’ stock is currently trading at approximately 11.8 times estimated 2014 earnings and approximately 10 times estimated 2015 earnings. Price to tangible book value is approximately 1.0 times estimated average 2015 book value. Previously Customers disclosed 2014 and 2015 earnings per share estimates of \$1.49 - \$1.53 and \$1.75 - \$1.80, respectively,” Mr. Sidhu concluded.

## Conference Call

Date:	October 21, 2014
Time:	10:00 am ET
US Dial-in:	888-430-8705
International Dial-in:	719-325-2144
Conference ID:	3667557
Webcast:	<a href="http://public.viaavid.com/index.php?id=111345">http://public.viaavid.com/index.php?id=111345</a>

## Institutional Background

Customers Bancorp, Inc. is a bank holding company located in Wyomissing, Pennsylvania engaged in banking and related businesses through its bank subsidiary, Customers Bank. Customers Bank is a community-based, full-service bank with assets of approximately \$6.5 billion. A member of the Federal Reserve System and deposits insured by the Federal Deposit Insurance Corporation ("FDIC"), Customers Bank provides a range of banking services to small and medium-sized businesses, professionals, individuals and families through offices in Pennsylvania, New York, Rhode Island, Massachusetts, and New Jersey. Committed to fostering customer loyalty, Customers Bank uses a High Tech/High Touch strategy that includes use of industry-leading technology to provide customers better access to their money, as well as a continually expanding portfolio of loans to small businesses, multi-family projects, mortgage companies and consumers.

Customers Bancorp, Inc. is listed on the NASDAQ stock market under the symbol CUBI. Additional information about Customers Bancorp, Inc. can be found on the company's website, [www.customersbank.com](http://www.customersbank.com).

## "Safe Harbor" Statement

In addition to historical information, this press release may contain "forward-looking statements" which are made in good faith by Customers Bancorp, Inc., pursuant to the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, the Securities Act of 1933, as amended, and the Securities Exchange Act of 1934, as amended. These forward-looking statements include statements with respect to Customers Bancorp, Inc.'s strategies, goals, beliefs, expectations, estimates, intentions, capital raising efforts, financial condition and results of operations, future performance and business. Statements preceded by, followed by, or that include the words "may," "could," "should," "pro forma," "looking forward," "would," "believe," "expect," "anticipate," "estimate," "intend," "plan," or similar expressions generally indicate a forward-looking statement. These forward-looking statements involve risks and uncertainties that are subject to change based on various important factors (some of which, in whole or in part, are beyond Customers Bancorp, Inc.'s control). Numerous competitive, economic, regulatory, legal and technological factors, among others, could cause Customers Bancorp, Inc.'s financial performance to differ materially from the goals, plans, objectives, intentions and expectations expressed in such forward-looking statements. Customers Bancorp, Inc. cautions that the foregoing factors are not exclusive, and neither such factors nor any such forward-looking statement takes into account the impact of any future events. All forward-looking statements and information set forth herein are based on management's current beliefs and assumptions as of the date hereof and speak only as of the date they are made. For a more complete discussion of the assumptions, risks and uncertainties related to our business, you are encouraged to review Customers Bancorp, Inc.'s filings with the Securities and Exchange Commission, including its most recent annual report on Form 10-K and

subsequently filed quarterly reports on Form 10-Q. Customers Bancorp, Inc. does not undertake to update any forward looking statement whether written or oral, that may be made from time to time by Customers Bancorp, Inc. or by or on behalf of Customers Bank.

**CONSOLIDATED STATEMENTS OF OPERATIONS FOR THE THREE MONTHS ENDED - UNAUDITED***(Dollars in thousands, except per share data)*

	<b>Q3 2014</b>	<b>Q2 2014</b>	<b>Q3 2013</b>
Interest income:			
Loans receivable, including fees	\$ 39,640	\$ 35,220	\$ 22,485
Loans held for sale	8,503	6,715	9,495
Investment securities	2,361	2,543	1,423
Other	794	614	342
Total interest income	51,298	45,092	33,745
Interest expense:			
Deposits	6,179	5,727	5,470
Other borrowings	1,494	1,184	789
FHLB Advances	1,711	1,141	272
Subordinated debt	1,700	110	16
Total interest expense	11,084	8,162	6,547
Net interest income	40,214	36,930	27,198
Provision for loan losses	5,035	2,886	750
Net interest income after provision for loan losses	35,179	34,044	26,448
Non-interest income:			
Mortgage warehouse transactional fees	2,154	2,215	3,090
Mortgage loan and banking income	212	1,554	50
Bank-owned life insurance income	976	836	615
Gain/(loss) on sale of loans	695	572	(6)
Gain on sale of investment securities	-	359	-
Deposit fees	192	212	198
Other	873	1,163	714
Total non-interest income	5,102	6,911	4,661
Non-interest expense:			
Salaries and employee benefits	12,070	11,591	8,963
FDIC assessments, taxes, and regulatory fees	3,320	3,078	1,105
Occupancy	2,931	2,595	2,289
Professional services	1,671	1,881	1,191
Technology, communication and bank operations	1,485	1,621	1,121
Other real estate owned expense	603	890	401
Loan workout	388	477	928
Advertising and promotion	261	428	450
Other	1,950	2,644	1,899
Total non-interest expense	24,679	25,205	18,347
Income before tax expense	15,602	15,750	12,762
Income tax expense	3,940	5,517	4,494
<b>Net income</b>	<b>\$ 11,662</b>	<b>\$ 10,233</b>	<b>\$ 8,268</b>
Basic earnings per share (1)	\$ 0.44	\$ 0.38	\$ 0.30
Diluted earnings per share (1)	0.42	0.37	0.30

(1) Earnings per share amounts have been adjusted to give effect to the 10% common stock dividend declared on May 15, 2014 and issued on June 30, 2014.

**CONSOLIDATED STATEMENTS OF OPERATIONS FOR THE NINE MONTHS ENDED - UNAUDITED***(Dollars in thousands, except per share data)*

	September 30, 2014	2013
Interest income:		
Loans receivable, including fees	\$ 103,216	\$ 57,780
Loans held for sale	20,301	31,536
Investment securities	7,944	3,334
Other	1,805	789
Total interest income	<u>133,266</u>	<u>93,439</u>
Interest expense:		
Deposits	17,321	15,742
Other borrowings	3,834	868
FHLB Advances	3,348	840
Subordinated debt	1,826	49
Total interest expense	<u>26,329</u>	<u>17,499</u>
Net interest income	<u>106,937</u>	<u>75,940</u>
Provision for loan losses	<u>12,288</u>	<u>2,748</u>
Net interest income after provision for loan losses	<u>94,649</u>	<u>73,192</u>
Non-interest income:		
Mortgage warehouse transactional fees	6,128	10,626
Mortgage loan and banking income	2,175	50
Bank-owned life insurance income	2,646	1,658
Gain on sale of loans	1,266	402
Gain on sale of investment securities	3,191	-
Deposit fees	618	487
Other	3,298	1,784
Total non-interest income	<u>19,322</u>	<u>15,007</u>
Non-interest expense:		
Salaries and employee benefits	33,012	24,868
FDIC assessments, taxes, and regulatory fees	8,529	3,510
Occupancy	8,162	6,309
Professional services	5,834	3,149
Technology, communication and bank operations	4,666	3,023
Other real estate owned expense	1,845	962
Loan workout	1,306	1,674
Advertising and promotion	1,104	973
Loss contingency	-	2,000
Other	6,592	5,254
Total non-interest expense	<u>71,050</u>	<u>51,722</u>
Income before tax expense	<u>42,921</u>	<u>36,477</u>
Income tax expense	<u>12,885</u>	<u>12,794</u>
Net income	<u>\$ 30,036</u>	<u>\$ 23,683</u>
Basic earnings per share (1)	\$ 1.12	1.00
Diluted earnings per share (1)	1.08	0.98

(1) Earnings per share amounts have been adjusted to give effect to the 10% common stock dividend declared on May 15, 2014 and issued on June 30, 2014.

**CONSOLIDATED BALANCE SHEET - UNAUDITED***(Dollars in thousands)*

	<b>September 30, 2014</b>	<b>December 31, 2013</b>	<b>September 30, 2013</b>
<b>ASSETS</b>			
Cash and due from banks	\$ 89,728	\$ 60,709	\$ 88,539
Interest-earning deposits	241,578	172,359	167,114
Cash and cash equivalents	331,306	233,068	255,653
Investment securities available for sale, at fair value	409,303	497,573	497,566
Loans held for sale	1,395,720	747,593	917,939
Loans receivable not covered under Loss Sharing Agreements with the FDIC	4,065,672	2,398,353	2,018,532
Loans receivable covered under Loss Sharing Agreements with the FDIC	44,463	66,725	81,255
Allowance for loan losses	(31,083)	(23,998)	(26,800)
Total loans receivable, net of allowance for loan losses	4,079,052	2,441,080	2,072,987
FHLB, Federal Reserve Bank, and other restricted stock	85,732	43,514	19,113
Accrued interest receivable	13,744	8,362	7,866
FDIC loss sharing receivable	5,995	10,046	11,038
Bank premises and equipment, net	11,147	11,625	11,055
Bank-owned life insurance	137,575	104,433	85,991
Other real estate owned	17,755	12,265	13,601
Goodwill and other intangibles	3,667	3,676	3,680
Other assets	41,439	39,938	28,623
<b>Total assets</b>	<b>\$ 6,532,435</b>	<b>\$ 4,153,173</b>	<b>\$ 3,925,112</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
Demand, non-interest bearing	\$ 697,415	\$ 478,103	\$ 671,218
Interest-bearing deposits	3,586,725	2,481,819	2,572,102
Total deposits	4,284,140	2,959,922	3,243,320
Federal funds purchased	-	13,000	-
FHLB advances	1,594,500	706,500	172,000
Other borrowings	88,250	63,250	63,250
Subordinated debt	112,000	2,000	2,000
Accrued interest payable and other liabilities	27,746	21,878	55,657
<b>Total liabilities</b>	<b>6,106,636</b>	<b>3,766,550</b>	<b>3,536,227</b>
Common stock	27,267	24,756	24,742
Additional paid in capital	354,561	307,231	306,183
Retained earnings	55,245	71,008	61,997
Accumulated other comprehensive loss	(3,020)	(8,118)	(3,537)
Treasury stock, at cost	(8,254)	(8,254)	(500)
<b>Total shareholders' equity</b>	<b>425,799</b>	<b>386,623</b>	<b>388,885</b>
<b>Total liabilities &amp; shareholders' equity</b>	<b>\$ 6,532,435</b>	<b>\$ 4,153,173</b>	<b>\$ 3,925,112</b>

**Average Balance Sheet / Net Interest Margin (Unaudited)***(Dollars in thousands)*

	<b>Three Months Ended September 30,</b>			
	<b>2014</b>		<b>2013</b>	
	<b>Average Balance</b>	<b>Average yield or cost (%)</b>	<b>Average Balance</b>	<b>Average yield or cost (%)</b>
<b>Assets</b>				
Interest earning deposits	\$ 244,013	0.25%	\$ 230,992	0.26%
Investment securities	421,213	2.24%	235,927	2.41%
Loans held for sale	1,014,068	3.33%	985,050	3.82%
Loans held for investment	3,977,407	3.96%	1,999,846	4.48%
Other interest-earning assets	83,313	3.05%	22,805	3.37%
Total interest earning assets	5,740,014	3.55%	3,474,620	3.86%
Non-interest earning assets	238,223		158,661	
<b>Total assets</b>	<b>\$ 5,978,237</b>		<b>\$ 3,633,281</b>	
<b>Liabilities</b>				
Total interest bearing deposits (1)	3,268,502	0.75%	2,561,855	0.85%
Borrowings	1,674,576	1.17%	244,149	1.76%
Total interest bearing liabilities	4,943,078	0.89%	2,806,004	0.93%
Non-interest bearing deposits (1)	596,497		439,276	
Total deposits & borrowings	5,539,575	0.79%	3,245,280	0.80%
Other non-interest bearing liabilities	16,596		4,993	
<b>Total liabilities</b>	<b>5,556,171</b>		<b>3,250,273</b>	
<b>Shareholders' equity</b>	<b>422,066</b>		<b>383,008</b>	
<b>Total liabilities and shareholders' equity</b>	<b>\$ 5,978,237</b>		<b>\$ 3,633,281</b>	
<b>Net interest margin</b>		<b>2.78%</b>		<b>3.11%</b>
<b>Net interest margin tax equivalent</b>		<b>2.79%</b>		<b>3.11%</b>

(1) Total costs of deposits (including interest bearing and non-interest bearing) were 0.63% and 0.72% for the three months ended September 30, 2014 and 2013, respectively.

**Asset Quality as of September 30, 2014 (Unaudited)**
*(Dollars in thousands)*

<b>Loan Type</b>	<b>Total Loans</b>	<b>Non Accrual /NPL's</b>	<b>Other Real Estate Owned</b>	<b>Non Performing Assets (NPA's)</b>	<b>Allowance for loan losses</b>	<b>Cash Reserve</b>	<b>Total Credit Reserves</b>	<b>NPL's/ Total Loans</b>	<b>Total Reserves to Total NPL's</b>
<b>Pre September 2009 Originated Loans</b>									
Legacy	\$ 57,615	\$ 5,178	\$ 6,464	\$ 11,642	\$ 2,898	\$ -	\$ 2,898	8.99%	55.97%
Troubled debt restructurings (TDR's)	1,661	657	-	657	85	-	85	39.55%	12.94%
<b>Total Pre September 2009 Originated Loans</b>	<b>59,276</b>	<b>5,835</b>	<b>6,464</b>	<b>12,299</b>	<b>2,983</b>	<b>-</b>	<b>2,983</b>	<b>9.84%</b>	<b>51.12%</b>
<b>Originated Loans (Post 2009)</b>									
Warehouse	34,533	-	-	-	259	-	259	0.00%	0.00%
Manufactured Housing	4,382	61	-	61	88	-	88	1.39%	144.82%
Commercial	1,401,490	1,664	335	1,999	10,261	-	10,261	0.12%	616.65%
MultiFamily	1,993,431	-	-	-	7,974	-	7,974	0.00%	0.00%
Consumer/ Mortgage	157,674	151	-	151	675	-	675	0.10%	446.05%
TDR's	557	-	-	-	-	-	-	0.00%	0.00%
<b>Total Originated Loans</b>	<b>3,592,067</b>	<b>1,876</b>	<b>335</b>	<b>2,211</b>	<b>19,257</b>	<b>-</b>	<b>19,257</b>	<b>0.05%</b>	<b>1026.44%</b>
<b>Acquired Loans</b>									
Berkshire	9,250	1,350	425	1,775	342	-	342	14.59%	25.33%
Total FDIC (covered and non covered)	31,421	4,061	10,208	14,269	528	-	528	12.92%	13.00%
Manufactured Housing	118,733	-	323	323	-	3,308	3,308	0.00%	0.00%
Flagstar (Commercial)	126,742	-	-	-	-	-	-	0.00%	0.00%
Flagstar (Residential)	109,294	-	-	-	-	-	-	0.00%	0.00%
TDR's	3,258	833	-	833	145	-	145	25.57%	17.41%
<b>Total Acquired Loans</b>	<b>398,698</b>	<b>6,244</b>	<b>10,956</b>	<b>17,200</b>	<b>1,015</b>	<b>3,308</b>	<b>4,323</b>	<b>1.57%</b>	<b>69.24%</b>
<b>Acquired Purchased Credit Impaired Loans</b>									
Berkshire	43,550	-	-	-	5,416	-	5,416	0.00%	0.00%
Total FDIC - Covered	12,545	-	-	-	2,179	-	2,179	0.00%	0.00%
Manufactured Housing 2011	4,248	-	-	-	233	-	233	0.00%	0.00%
<b>Total Acquired Purchased Credit Impaired Loans</b>	<b>60,343</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7,828</b>	<b>-</b>	<b>7,828</b>	<b>0.00%</b>	<b>0.00%</b>
Unamortized fees/discounts	(249)							0.00%	0.00%
<b>Total Loans Held for Investment</b>	<b>4,110,135</b>	<b>13,955</b>	<b>17,755</b>	<b>31,710</b>	<b>31,083</b>	<b>3,308</b>	<b>34,391</b>	<b>0.34%</b>	<b>246.44%</b>
Total Loans Held for Sale	1,395,720	-	-	-	-	-	-	0.00%	0.00%
<b>Total Portfolio</b>	<b>\$ 5,505,855</b>	<b>\$ 13,955</b>	<b>\$ 17,755</b>	<b>\$ 31,710</b>	<b>\$ 31,083</b>	<b>\$ 3,308</b>	<b>\$ 34,391</b>	<b>0.25%</b>	<b>246.44%</b>





# Customers Bancorp, Inc.

*Highly Focused, Low Risk, Above Average Growth  
Bank Holding Company*

**Investor Presentation**

October 2014

**NASDAQ: CUBI**

Note: All information in this document has been adjusted for the 10% stock dividend that was declared on May 15, 2014 to shareholders of record on May 27<sup>th</sup> payable on June 30, 2014.

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This presentation as well as other written or oral communications made from time to time by us, may contain certain forward-looking information within the meaning of the Securities Act of 1933, as amended, and the Securities Exchange Act of 1934, as amended. These statements relate to future events or future predictions, including events or predictions relating to our future financial performance, and are generally identifiable by the use of forward-looking terminology such as “believes,” “expects,” “may,” “will,” “should,” “plan,” “intend,” “target,” or “anticipates” or the negative thereof or comparable terminology, or by discussion of strategy or goals that involve risks and uncertainties. These forward-looking statements are only predictions and estimates regarding future events and circumstances and involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by such forward-looking statements. This information is based on various assumptions by us that may not prove to be correct.

Important factors to consider and evaluate in such forward-looking statements include:

- changes in the external competitive market factors that might impact our results of operations;
- changes in laws and regulations, including without limitation changes in capital requirements under the federal prompt corrective action regulations;
- changes in our business strategy or an inability to execute our strategy due to the occurrence of unanticipated events;
- our ability to identify potential candidates for, and consummate, acquisition or investment transactions;
- the timing of acquisition or investment transactions;
- constraints on our ability to consummate an attractive acquisition or investment transaction because of significant competition for these opportunities;
- the failure of the Bank to complete any or all of the transactions described herein on the terms currently contemplated;
- local, regional and national economic conditions and events and the impact they may have on us and our customers;
- ability to attract deposits and other sources of liquidity;
- changes in the financial performance and/or condition of our borrowers;
- changes in the level of non-performing and classified assets and charge-offs;
- changes in estimates of future loan loss reserve requirements based upon the periodic review thereof under relevant regulatory and accounting requirements;
- the integration of the Bank’s recent FDIC-assisted acquisitions may present unforeseen challenges;
- inflation, interest rate, securities market and monetary fluctuations;
- the timely development and acceptance of new banking products and services and perceived overall value of these products and services by users;
- changes in consumer spending, borrowing and saving habits;
- technological changes;

- the ability to increase market share and control expenses;
- continued volatility in the credit and equity markets and its effect on the general economy; and
- the effect of changes in accounting policies and practices, as may be adopted by the regulatory agencies, as well as the Public Company Accounting Oversight Board, the Financial Accounting Standards Board and other accounting standard setters;
- the businesses of the Bank and any acquisition targets or merger partners and subsidiaries not integrating successfully or such integration being more difficult, time-consuming or costly than expected;
- material differences in the actual financial results of merger and acquisition activities compared with expectations, such as with respect to the full realization of anticipated cost savings and revenue enhancements within the expected time frame;
- revenues following any merger being lower than expected; and
- deposit attrition, operating costs, customer loss and business disruption following the merger, including, without limitation, difficulties in maintaining relationships with employees being greater than expected.

These forward-looking statements are subject to significant uncertainties and contingencies, many of which are beyond our control. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. Accordingly, there can be no assurance that actual results will meet expectations or will not be materially lower than the results contemplated in this presentation. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this document or, in the case of documents referred to or incorporated by reference, the dates of those documents. We do not undertake any obligation to release publicly any revisions to these forward-looking statements to reflect events or circumstances after the date of this document or to reflect the occurrence of unanticipated events, except as may be required under applicable law.

This presentation is for discussion purposes only, and shall not constitute any offer to sell or the solicitation of an offer to buy any security, nor is it intended to give rise to any legal relationship between Customers Bancorp, Inc. (the “Company”) and you or any other person, nor is it a recommendation to buy any securities or enter into any transaction with the Company. The information contained herein is preliminary and material changes to such information may be made at any time. If any offer of securities is made, it shall be made pursuant to a definitive offering memorandum or prospectus (“Offering Memorandum”) prepared by or on behalf of the Company, which would contain material information not contained herein and which shall supersede, amend and supplement this information in its entirety.

Any decision to invest in the Company’s securities should be made after reviewing an Offering Memorandum, conducting such investigations as the investor deems necessary or appropriate, and consulting the investor’s own legal, accounting, tax, and other advisors in order to make an independent determination of the suitability and consequences of an investment in such securities. No offer to purchase securities of the Company will be made or accepted prior to receipt by an investor of an Offering Memorandum and relevant subscription documentation, all of which must be reviewed together with the Company’s then-current financial statements and, with respect to the subscription documentation, completed and returned to the Company in its entirety. Unless purchasing in an offering of securities registered pursuant to the Securities Act of 1933, as amended, all investors must be “accredited investors” as defined in the securities laws of the United States before they can invest in the Company

## Our Biggest Advantage: A Highly Experienced Management Team

Name	Title	Years of Banking Experience	Background
Jay S. Sidhu	Chairman & CEO	38	Chairman and CEO of Sovereign Bank & Sovereign Bancorp, Inc.
Richard A. Ehst	President & COO	46	EVP, Commercial Middle Market, Regional President and Managing Director of Corporate Communications at Sovereign Bank
Robert E. Wahlman, CPA	Chief Financial Officer	33	CFO of Doral Financial and Merrill Lynch Banks; various roles at Bank One, US GAO and KPMG.
Steve Issa	EVP, New England Market President, Regional Chief Lending Officer	37	EVP, Managing Director of Commercial and Specialty Lending at Flagstar and Sovereign Bank.
George Maroulis	EVP, Head of Private & Commercial Banking - NY	22	Group Director and SVP at Signature Bank; various positions at Citibank and Fleet/Bank of America's Global Commercial & Investment Bank
Timothy D. Romig	EVP, Regional Chief Lending Officer	30	SVP and Regional Executive for Commercial Lending (Berks and Montgomery County), VIST Financial; SVP at Keystone
Ken Keiser	EVP, Director CRE and Multi-Family Housing Lending	37	SVP and Market Manager, Mid-Atlantic CRE Lending at Sovereign Bank; SVP & Senior Real Estate Officer, Allfirst Bank
Christopher McGowan	EVP, Managing Director Multi-Family Lending	15	SVP & Director of Originations for Capital One / Beech Street Capital, Peoples United Bank and Santander Real Estate Capital
Glenn Hedde	EVP, President Banking for Mortgage Companies	27	President of Commercial Operations at Popular Warehouse Lending, LLC; various positions at GE Capital Mortgage Services and PNC Bank
Warren Taylor	EVP, President Community Banking	34	Division President at Sovereign Bank, responsible for retail banking in various markets in southeastern PA and central and southern NJ
James Collins	EVP, Chief Administrative Officer	23	Various positions at Sovereign including Director of Small Business Banking
Thomas Jastrem	EVP, Chief Credit Officer	36	Various positions at First Union Bank and First Fidelity Bank
Robert B. White	EVP, President Special Assets Group	27	President RBW Financial Consulting; various positions at Citizens Bank and GE Capital
Glenn Yeager	EVP, General Counsel	36	Private practice financial services law firm. Senior Counsel Meridian Bancorp, Inc.
Mary Lou Scalese	SVP, Chief Risk Officer	38	Chief Auditor at Sovereign Bank
William Woolworth III	SVP Chief Auditor	27	Various positions at other financial services companies including Chief Risk Officer, Internal Audit Director, and Chief Compliance Officer

### High Organic Growth, Well Capitalized, Low Risk, Branch Lite Bank in Attractive Markets

- \$6.5 billion asset bank
- Well capitalized at an estimated 11.0% + total risk based capital and 6.8% tier 1 leverage
- Target market from Boston to Washington D.C. along interstate 95

### Strong Profitability & Growth

- Q3 2014 earnings up 41% over 3Q 2013 with an ROE of 11%, ROA .80%
- ROA goal of 1% + and ROE of 12% + within 2-3 years
- 3.00% net interest margin goal; Targeting efficiency ratio in the 40's - current margin is 2.79% and efficiency ratio is 54%
- DDA and total deposits compounded annual growth of 100% and 73% respectively since 2009
- 130% compounded annual growth in core earnings since 2011

### Strong Credit Quality

- No charge-offs on loans originated after 2009
- 0.18% non-performing loans (non-FDIC covered loans)
- Total reserves to non-performing loans of 246.4%

\* Capital ratios are estimates pending final call report

### Low Interest Rate Risk

- Approximately 40% of the loan portfolio will re-price within one year <sup>(1)</sup>
- 40% of loans have an average life of 3.8 years
- ~16% of deposits, on average, are non-interest bearing
- Extending liabilities at this time
- \$150 million in forward starting swaps
- Neutral to gradually rising rates over next one to two years

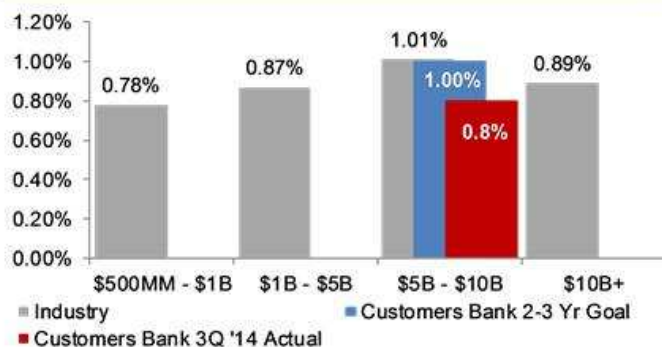
### Attractive Valuation

- Current share price (\$17.75) <sup>(2)</sup> is 11.8x estimated 2014 earnings, and 10.0x estimated 2015 earnings
- Price/tangible book only at 1.1x and 1.0x for 2014 and 2015 respectively
- Peers trading at 14x earnings and 1.7x price/tangible book

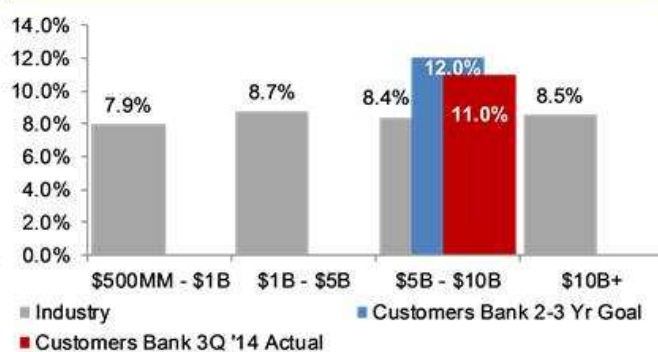
(1) Includes mortgage warehouse

(2) Share price as of Oct 16, 2014

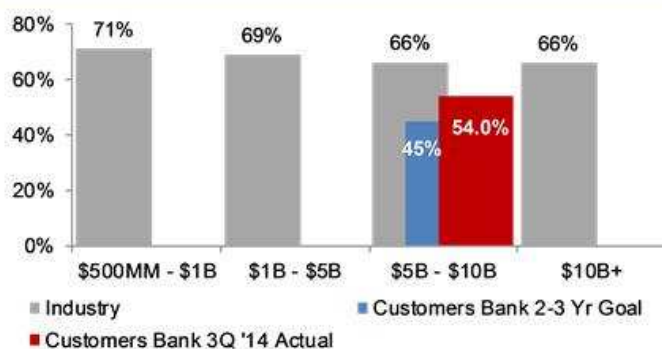
## Return on Average Assets



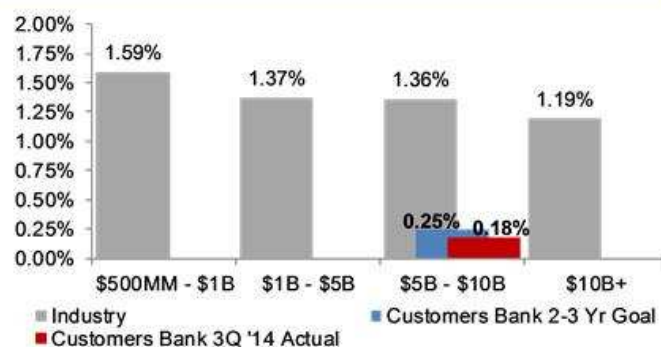
## Return on Average Equity



## Efficiency Ratio



## NPAs



Source: SNL Financial on an LTM basis as of 4Q2013



Phase I Acquired Bank Platform	Phase II Built Strong Foundation	Phase III Leveraging Infrastructure	Phase IV Innovation & Execution
<ul style="list-style-type: none"> <li>▪ We invested in and took control of a \$270 million asset Customers Bank (FKA New Century Bank)</li> <li>▪ Identified existing credit problems, adequately reserved and recapitalized the bank</li> <li>▪ Actively worked out very extensive loan problems</li> <li>▪ Recruited experienced management team</li> </ul>	<ul style="list-style-type: none"> <li>▪ Enhanced credit and risk management</li> <li>▪ Developed infrastructure for organic growth</li> <li>▪ Built out warehouse lending platform and doubled deposit and loan portfolio</li> <li>▪ Completed 3 small acquisitions:                             <ul style="list-style-type: none"> <li>– ISN Bank (FDIC-assisted ) ~\$70 mm</li> <li>– USA Bank (FDIC-assisted ) ~\$170 mm</li> <li>– Berkshire Bancorp (Whole bank) ~\$85 mm</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▪ Recruited proven lending teams</li> <li>▪ Built out Commercial and Multi-family lending platforms</li> <li>▪ De Novo expansion; 4-6 sales offices or teams added each year</li> <li>▪ Continue to show strong loan and deposit growth</li> <li>▪ Built a “branch lite” high growth Community Bank and model for future growth</li> <li>▪ Goals to ~12%+ ROE; ~1% ROA</li> </ul>	<ul style="list-style-type: none"> <li>▪ Single Point of Contact Private Banking model executed - commercial focus</li> <li>▪ Introduce bankmobile - banking of the future for consumers</li> <li>▪ Continue to show strong loan and deposit growth</li> <li>▪ ~12%+ ROE; ~1% ROA expected within 36 months</li> <li>▪ ~\$6.5+ billion asset bank by end of 2014</li> <li>▪ ~\$9 billion asset bank by end of 2019</li> </ul>
<b>2009</b> <b>Assets: \$350M</b> <b>Equity: \$22M</b>	<b>2010-2011</b> <b>Assets: \$2.1B</b> <b>Equity: \$148M</b>	<b>2012 -2013</b> <b>Assets: \$4.2B</b> <b>Equity: \$400M</b>	<b>3Q 2014</b> <b>Assets: \$6.5B</b> <b>Equity: \$426M</b>



## Disciplined Model for Superior Shareholder Value Creation

- Strong organic revenue growth + scalable infrastructure = sustainable double digit EPS growth and increased shareholder value
- A very robust risk management driven business strategy
- Build tangible book value per share each quarter via earnings
- Any book value dilution from any acquisitions must be overcome within 1-2 years
- Superior execution through proven management team

## **Business Banking Strategy** - ~95% of revenues come from business

- Loan and deposit business through these segments:
  - Banking Privately Held Businesses
  - Banking High Net Worth Families
  - Banking Mortgage Companies

## **Consumer Banking Strategy**

- Principal focus is getting deposits in a highly efficient and unique model while meeting the needs of all the communities in our assessment area
- Introduce Bank Mobile and Prepaid businesses by late 2014; focus on Gen Y and under-banked; strategic partnerships for consumer loan products

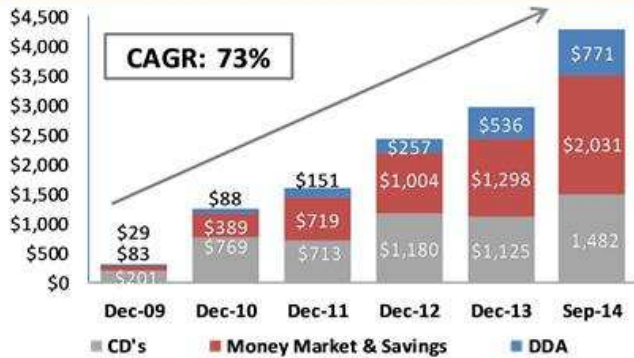
<u>Concierge Banking</u>	<u>Sales Force</u>	<u>Pricing</u>	<u>Technology</u>
<ul style="list-style-type: none"> <li>▪ Takes banker to the customer's home or office, 12 hours a day, 7 days a week</li> <li>▪ Appointment banking approach</li> <li>▪ Customer access to private bankers</li> <li>▪ "Virtual Branches" out of sales offices</li> </ul>	<ul style="list-style-type: none"> <li>▪ Experienced bankers who own a portfolio of customers</li> <li>▪ Customer acquisition &amp; retention strongly incentivized</li> </ul>	<ul style="list-style-type: none"> <li>▪ Low cost banking model allows for more pricing flexibility</li> <li>▪ Significantly lower overhead costs vs. a traditional branch</li> <li>▪ Pricing/profitability measured across relationship</li> </ul>	<ul style="list-style-type: none"> <li>▪ Implementation of technology suite allows for unique product offerings:</li> <li>▪ Remote account opening &amp; deposit capture</li> <li>▪ Internet/mobile banking</li> <li>▪ Free ATM deployment in U.S.</li> </ul>

***CUBI All-in cost of 1.75% is less than competitors all-in cost over the long-term***

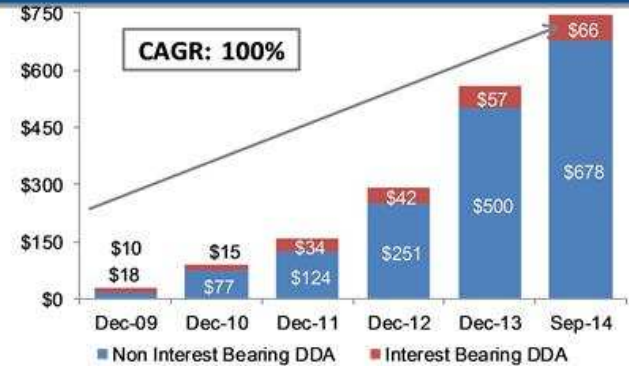
**Cost of Funds + Branch Operating Expense - Fees = ALL-IN-Cost < Competitors**

Customers strategies of single point of contact and recruiting known teams in target markets produce rapid deposit growth with low total cost

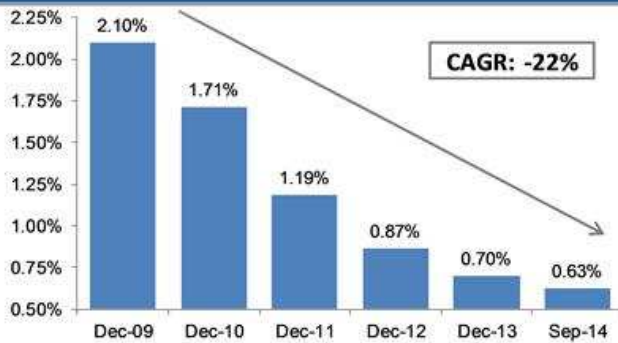
### Total Deposit Growth (\$mm)



### Average DDA Growth (\$mm)



### Cost of Deposits

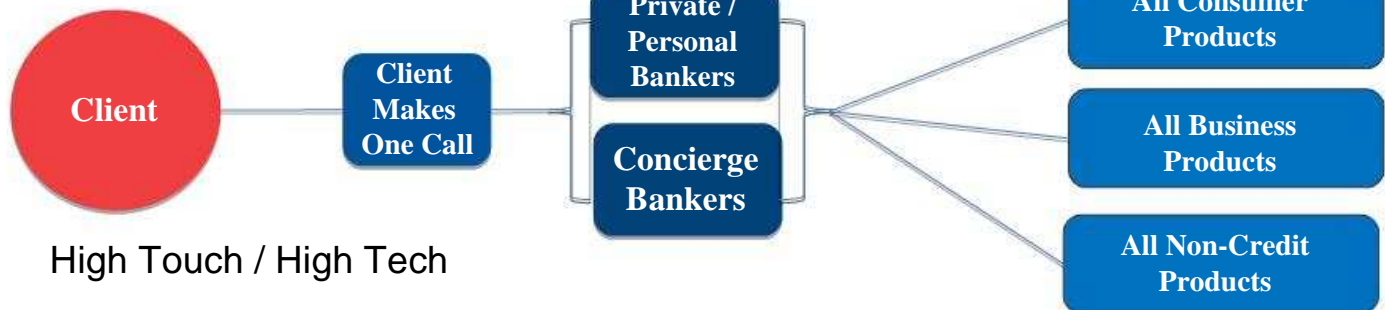


Source: Company data.

### Total Deposits per Branch (\$mm)

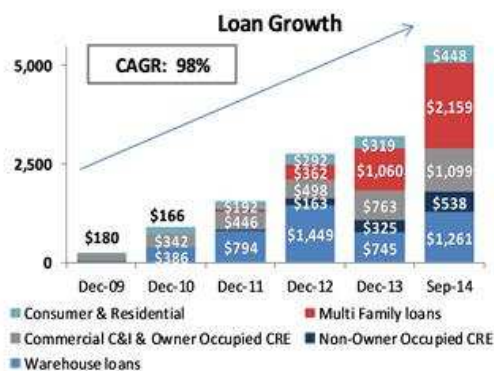


## Single Point of Contact



High Touch / High Tech

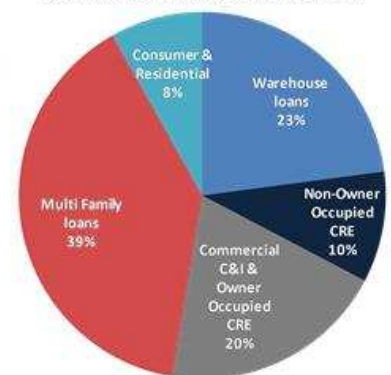
## Loan Portfolio Mix (\$mm)

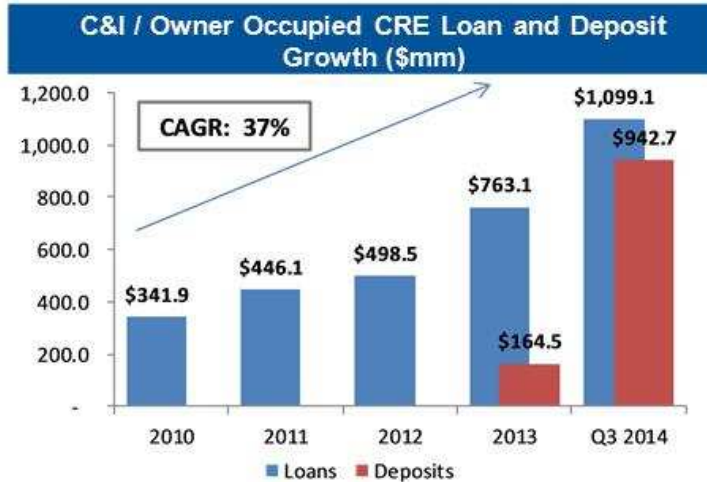


## High Growth with Strong Credit Quality

- Centralized credit committee approval for all loans
- Loans are stress tested for higher rates and a slower economy
- No losses on loans originated since new management team took over
- Creation of solid foundation for future earnings

Loan Product Mix as of September 2014





### Banking Privately Held Business

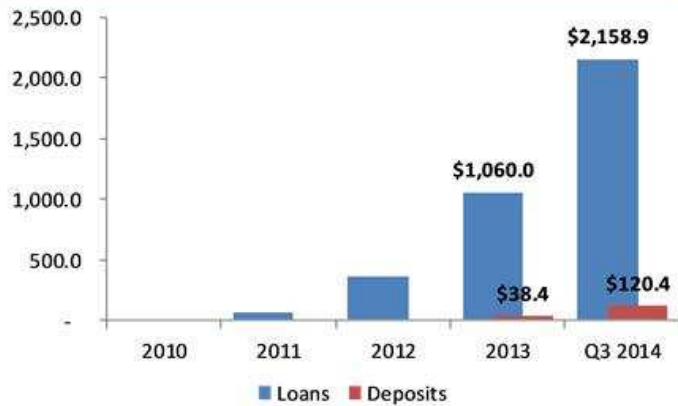
#### Small Business

- Target companies with less than \$5.0 million annual revenue
- Principally SBA loans originated by small business relationship managers or branch network
- Current focus PA & NJ markets

#### Private & Commercial

- Target companies with up to \$100 million annual revenues
- Very experienced teams
- Single point of contact
- NE, NY, PA & NJ markets

**Multi-Family Loan and Deposit Growth (\$mm)**



## Banking High Net Worth Families

- Focus on families that have income producing real estate in their portfolios
- Private banking approach
- Focus Markets: New York & Philadelphia MSAs
- Average Loan Size: \$4.0 - \$7.0 million
- Remote banking for deposits and other relationship based loans
- Portfolio grown organically from a start up with very experienced teams hired in the past 3 years
- Strong credit quality niche
- Interest rate risk managed actively

### Mortgage Warehouse Banking Loan and Deposit Growth (\$mm)



### Mortgage Warehouse Banking Annualized Fee Income (\$mm)

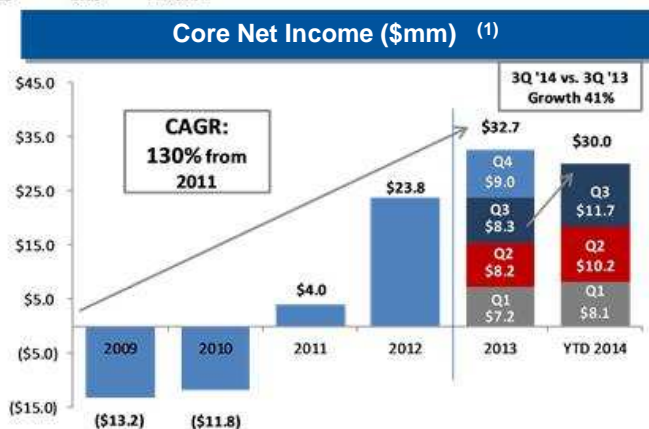
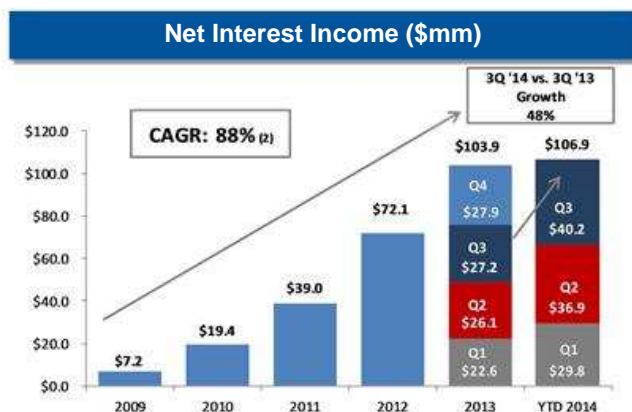
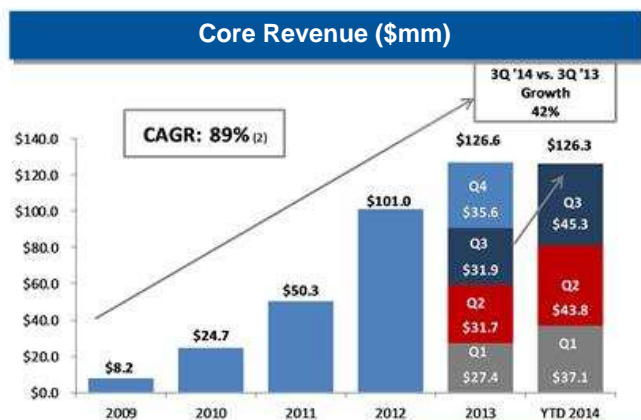


### Banking Mortgage Companies

- Private banking focused on mortgage companies with \$5 to \$10 million equity
- Lower interest rate and credit risk line of business
- ~75 strong warehouse clients
- All warehouse loans classified as held for sale
- All deposits are non-interest bearing DDA's
- Balances rebounding from 2013 low but not expected to stay at this level
- Selected lending against servicing portfolios introduced in 2014



- Strategy execution has produced superior growth in revenues and earnings



Source: SNL Financial and Company data.

(1) Core income is net income before extraordinary items.  
 (2) CAGR calculated from Dec-09 to Sep-14 (annualized).

- Per share tangible book value up consistently each year
- Focused on continuous growth of TBV aligns executive management compensation with shareholder value creation
- Any tangible book value dilution from acquisition must be recovered within 1 to 2 years

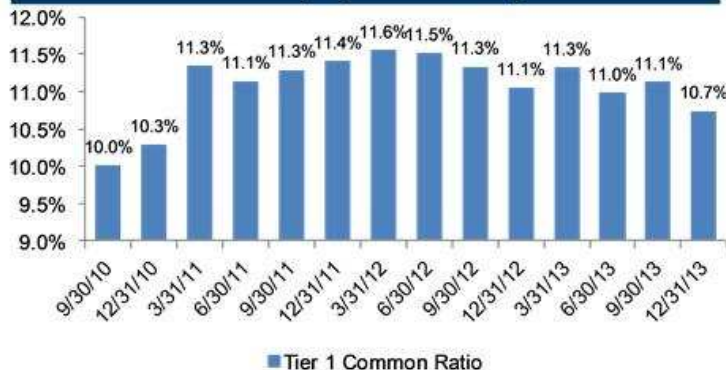


Note: Shares estimated pending final dividend adjustment

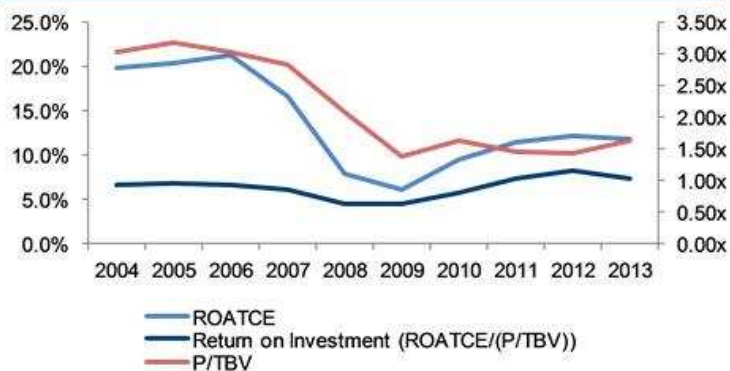
## Credit Improving - Though Banks Face a Number of Operational Headwinds

- **Credit Improving**
  - NPAs and NCOs greatly declining across the sector
- **Asset Generation**
  - Banks are starved for interest-earning assets and exploring new asset classes, competing on price and looking into specialty finance business / lending
- **NIM Compression**
  - Low rate environment for the foreseeable future will continue to compress NIM
  - Several institutions have undergone balance sheet restructuring to alleviate near-term NIM pressure
- **Operational leverage**
  - Expense management is top of mind as banks try to improve efficiency in light of revenue pressure and increased regulatory / compliance costs

## Capital Accumulation Continues To Create Deployment Challenges



## ROI Continues to Trend Below 10% Despite Being Modestly Higher Than Pre-Recession <sup>1</sup>



Source: SNL Financial.  
<sup>1</sup> Includes data for top 50 U.S. banks by assets.

## Critical to Have a Winning Business Model

### Relationship Banks

- Local dominance
- Strong credit quality
- Core deposits
- Expense management



### Fee Income Leaders

- Diversity
- Cross sell
- Capital efficiency
- Higher profitability / consistent earnings



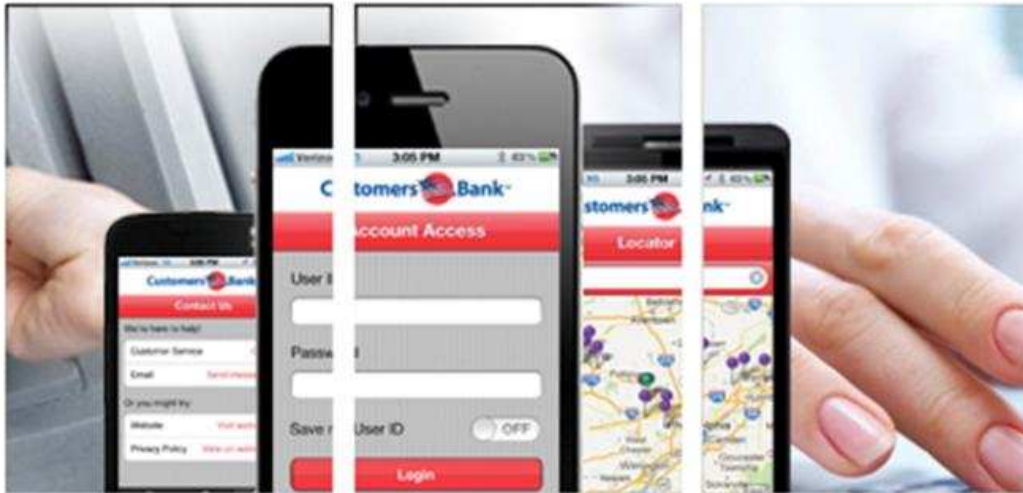
### Innovators

- Innovator / disruptor
- Differentiated / Unique model
- Technology savvy
- Product dominance



# **Customers Bank Views Itself As An Innovator That Is Poised To Take Advantage Of Changes Taking Place In The Industry**

- Changes in technology have resulted in the digitization of consumer and business transactions and automation of the payment system
- Technology dependent consumers and small businesses are not visiting branches
- Customers are looking for an exceptional experience, no nuisance fees and very competitive offerings at their fingertips
- Mobile has become the fastest growing channel for financial services




**bankmobile**  
A Division Of Customers Bank

- Banks each year charge \$32 billion in overdraft fees - that's allowing or creating over 1 billion overdrafts each year....Why??
- Payday lenders charge consumers another \$7 billion in fees
- That's more than 3x what America spends on Breast Cancer and Lung Cancer combined
- Combined this is about 50% of all America spends on Food Stamps
- Some of banking industries most profitable consumer customers hate banks
- Another estimated 25% consumers are unbanked or under banked

**This should not be happening in America**

We hope to start, in a small way, a new revolution  
to address this problem

- New no fee banking vertical supplementing Consumer and Community Banking
- Marketing Strategy   
A Division Of Customers Bank
  - Target technology dependent <35 years old, underserved/underbanked and larger depositors generally >50 years old segments
  - Reach markets through Affinity Banking Groups
  - Revenue generation from debit card interchange and margin from low cost core deposits
- We are also looking at opportunities in the prepaid card space
- Total investment not to exceed \$5.0 million by end of 2015 but expected to be offset by revenues
- Expected to achieve above average ROA and ROE within 5 years

## Focus in future years

- Single point of contact model - “High touch supported by high tech”
- Only superior credit quality niches
- Above average organic growth
- Expense management

## Earnings per share growth estimated at ~ 17% year over year

- Assumes no additional common shares are issued during 2014 or 2015

Expecting banking for mortgage companies balances to remain flat and continue to shrink as a percentage of total assets

## Strategically aligned technology partners

- Core Banking Platform - Fiserv
- Mobile Banking Platform - Malauzai

## Unique branch model

- 24 hours concierge bankers
- All-In-Cost (interest expense + operating cost)
- Alternative channels emerging in our model
- Use of technology to reduce branch traffic
- Bank Mobile & prepaid cards

Criteria	2 - 3 Year Targets
Return on Assets	1% or greater
Return on Equity	12% or greater
Net Interest Margin	~ 3%
EPS	15% annual compounded growth
Efficiency Ratio	~ 40% *

Year	EPS Guidance
2014 EPS	\$1.49 - \$1.53
2015 EPS	\$1.75 - \$1.80

\*Efficiency ratio = non-interest expenses/(net interest income + non-interest income - securities gains)



- Strong high performing \$6.5 billion bank with significant growth opportunities
- Very experienced management team delivers strong results
  - Ranked #1 overall by Bank Director Magazine in the 2012 and 2013 Growth Leader Rankings
- “High touch, high tech” processes and technologies result in superior growth, returns and efficiencies
- Shareholder value results from the combination of increasing tangible book value with strong and consistent earnings growth
- Attractive risk-reward: growing several times faster than industry average but yet trading at a significant discount to peers
- Introducing among the 1<sup>st</sup> mobile banking application for account opening and complete mobile platform based servicing in the USA

## High Performance Regional Banks

Name	State	Growth			Capitalization			Total Capital Ratio	Asset Quality		Market Trading		
		Assets (\$MM)	LTM Growth	5 yr CAGR	TCE/TCA	Tier 1 Ratio	Leverage Ratio		NPA's/Assets (1)	Reserves/NPL's	Market Cap (\$MM)	Price/TBV (2)	Price/2015 EPS (2)
NBT Bancorp Inc.	NY	\$7,753	1.9%	7.5%	8.2%	11.8%	9.1%	13.1%	0.8%	116.4%	\$1,066.3	1.92 x	13.4 x
Provident Financial Services, Inc.	NJ	\$7,501	4.4%	2.8%	8.4%	11.6%	8.5%	12.9%	2.0%	44.2%	\$1,099.6	1.56 x	12.8 x
Community Bank System, Inc.	NY	\$7,397	2.4%	6.8%	7.5%	14.2%	9.5%	15.3%	0.4%	177.0%	\$1,586.5	2.78 x	16.2 x
Boston Private Financial Holdings, Inc.	MA	\$6,705	8.2%	-1.4%	8.9%	13.7%	10.2%	15.0%	1.0%	111.6%	\$1,082.4	2.28 x	14.9 x
Tompkins Financial Corporation	NY	\$5,042	1.1%	11.0%	7.4%	NA	8.7%	13.7%	0.8%	79.6%	\$726.0	1.94 x	13.4 x
S&T Bancorp, Inc.	PA	\$4,707	5.1%	1.8%	8.9%	12.4%	9.8%	14.4%	1.2%	81.7%	\$704.3	1.83 x	13.1 x
TrustCo Bank Corp NY	NY	\$4,579	3.8%	5.7%	8.1%	17.1%	8.1%	18.4%	1.4%	87.4%	\$665.7	1.71 x	14.6 x
WSFS Financial Corporation	DE	\$4,546	4.4%	5.1%	8.2%	13.5%	10.7%	14.7%	1.2%	79.9%	\$636.4	1.76 x	13.0 x
Dime Community Bancshares, Inc.	NY	\$4,280	7.5%	1.2%	9.1%	12.5%	9.2%	13.1%	0.8%	65.3%	\$623.5	1.52 x	13.8 x
Sandy Spring Bancorp, Inc.	MD	\$4,169	6.0%	3.4%	10.4%	14.6%	11.4%	15.9%	1.0%	98.3%	\$625.6	1.47 x	14.0 x
Eagle Bancorp, Inc.	MD	\$3,804	14.4%	20.5%	10.0%	11.6%	10.8%	13.0%	1.2%	115.2%	\$937.7	2.48 x	14.2 x
Washington Trust Bancorp, Inc.	RI	\$3,194	4.7%	1.6%	8.7%	12.4%	9.6%	13.6%	1.2%	69.2%	\$623.3	2.23 x	14.6 x
Financial Institutions, Inc.	NY	\$3,016	6.6%	8.2%	6.6%	10.9%	7.5%	12.1%	0.6%	166.9%	\$318.9	1.67 x	11.1 x
Oritani Financial Corp.	NJ	\$3,006	6.8%	10.9%	17.5%	17.0%	14.6%	18.2%	0.7%	182.6%	\$723.1	1.34 x	17.2 x
Median		\$4,562	4.87%	5.4%	8.6%	12.5%	9.5%	14.0%	1.0%	92.8%	\$713.7	1.76 x	13.8 x
Customers Bancorp, Inc.	PA	\$5,014	45.0%	80.0%	7.9%	10.9%	9.1%	11.6%	0.4%	165.4%	\$507.0	1 x	10.0 x
Aspirational Banks													
Signature Bank	NY	\$23,104	26.5%	25.5%	8.3%	14.1%	8.5%	15.1%	0.3%	235.2%	\$6,123.5	3.21 x	18.8 x
Texas Capital Bancshares, Inc.	TX	\$12,144	21.2%	19.4%	8.7%	9.9%	11.6%	12.7%	0.4%	196.0%	\$2,789.7	2.18 x	15.7 x

Source: SNL Financial, Company documents. Market data as of 6/30/2014. Consists of Northeast and Mid-Atlantic banks and thrifts with assets between \$3.0 billion and \$8.0 billion and most recent quarter core ROAA greater than 90 bps. Excludes merger targets and MHCs.

(1) Customers Bancorp NPAs/Assets calculated as non-covered NPAs divided by total assets. Non-covered NPAs excludes accruing TDRs and loans 90+ days past due and still accruing.

(2) Customers Bancorp Price/TBV and Price/2015 EPS based on share price as of Oct 16, 2014.

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# Appendix

Customers  Bancorp, Inc.

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# Balance Sheet

## CONSOLIDATED BALANCE SHEET - UNAUDITED

(Dollars in thousands)

	September 30, 2014	December 31, 2013	September 30, 2013
<b>ASSETS</b>			
Cash and due from banks	\$ 89,728	\$ 60,709	\$ 88,539
Interest-earning deposits	241,578	172,359	167,114
Cash and cash equivalents	331,306	233,068	255,653
Investment securities available for sale, at fair value	409,303	497,573	497,566
Loans held for sale	1,395,720	747,593	917,939
Loans receivable not covered under Loss Sharing Agreements with the FDIC	4,065,672	2,398,353	2,018,532
Loans receivable covered under Loss Sharing Agreements with the FDIC	44,463	66,725	81,255
Allowance for loan losses	(31,083)	(23,998)	(26,800)
Total loans receivable, net of allowance for loan losses	4,079,052	2,441,080	2,072,987
FHLB, Federal Reserve Bank, and other restricted stock	85,732	43,514	19,113
Accrued interest receivable	13,744	8,362	7,866
FDIC loss sharing receivable	5,995	10,046	11,038
Bank premises and equipment, net	11,147	11,625	11,055
Bank-owned life insurance	137,575	104,433	85,991
Other real estate owned	17,755	12,265	13,601
Goodwill and other intangibles	3,667	3,676	3,680
Other assets	41,439	39,938	28,623
<b>Total assets</b>	<b>\$ 6,532,435</b>	<b>\$ 4,153,173</b>	<b>\$ 3,925,112</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
Demand, non-interest bearing	\$ 697,415	\$ 478,103	\$ 671,218
Interest-bearing deposits	3,586,725	2,481,819	2,572,102
Total deposits	4,284,140	2,959,922	3,243,320
Federal funds purchased	-	13,000	-
FHLB advances	1,594,500	706,500	172,000
Other borrowings	88,250	63,250	63,250
Subordinated debt	112,000	2,000	2,000
Accrued interest payable and other liabilities	27,746	21,878	55,657
<b>Total liabilities</b>	<b>6,106,636</b>	<b>3,766,550</b>	<b>3,536,227</b>
Common stock	27,267	24,756	24,742
Additional paid in capital	354,561	307,231	306,183
Retained earnings	55,245	71,008	61,997
Accumulated other comprehensive loss	(3,020)	(8,118)	(3,537)
Treasury stock, at cost	(8,254)	(8,254)	(500)
<b>Total shareholders' equity</b>	<b>425,799</b>	<b>386,623</b>	<b>388,885</b>
<b>Total liabilities &amp; shareholders' equity</b>	<b>\$ 6,532,435</b>	<b>\$ 4,153,173</b>	<b>\$ 3,925,112</b>

# Income Statement

## CONSOLIDATED STATEMENTS OF OPERATIONS FOR THE THREE MONTHS ENDED - UNAUDITED

(Dollars in thousands, except per share data)

	Q3 2014	Q2 2014	Q3 2013
Interest income:			
Loans receivable, including fees	\$ 39,640	\$ 35,220	\$ 22,485
Loans held for sale	8,503	6,715	9,495
Investment securities	2,361	2,543	1,423
Other	794	614	342
Total interest income	51,298	45,092	33,745
Interest expense:			
Deposits	6,179	5,727	5,470
Other borrowings	1,494	1,184	789
FHLB Advances	1,711	1,141	272
Subordinated debt	1,700	110	16
Total interest expense	11,084	8,162	6,547
Net interest income	40,214	36,930	27,198
Provision for loan losses	5,035	2,886	750
Net interest income after provision for loan losses	35,179	34,044	26,448
Non-interest income:			
Mortgage warehouse transactional fees	2,154	2,215	3,090
Mortgage loan and banking income	212	1,554	50
Bank-owned life insurance income	976	836	615
Gain/(loss) on sale of loans	695	572	(6)
Gain on sale of investment securities	-	359	-
Deposit fees	192	212	198
Other	873	1,163	714
Total non-interest income	5,102	6,911	4,661
Non-interest expense:			
Salaries and employee benefits	12,070	11,591	8,963
FDIC assessments, taxes, and regulatory fees	3,320	3,078	1,105
Occupancy	2,931	2,595	2,289
Professional services	1,671	1,881	1,191
Technology, communication and bank operations	1,485	1,621	1,121
Other real estate owned expense	603	890	401
Loan workout	388	477	928
Advertising and promotion	261	428	450
Other	1,950	2,644	1,899
Total non-interest expense	24,679	25,205	18,347
Income before tax expense	15,602	15,750	12,762
Income tax expense	3,940	5,517	4,494
Net income	\$ 11,662	\$ 10,233	\$ 8,268
Basic earnings per share (1)	\$ 0.44	\$ 0.38	\$ 0.30
Diluted earnings per share (1)	0.42	0.37	0.30

(1) Earnings per share amounts have been adjusted to give effect to the 10% common stock dividend declared on May 15, 2014 and issued on June 30, 2014.

# Income Statement

## CONSOLIDATED STATEMENTS OF OPERATIONS FOR THE NINE MONTHS ENDED - UNAUDITED

(Dollars in thousands, except per share data)

	September 30,	
	2014	2013
Interest income:		
Loans receivable, including fees	\$ 103,216	\$ 57,780
Loans held for sale	20,301	31,536
Investment securities	7,944	3,334
Other	1,805	789
Total interest income	133,266	93,439
Interest expense:		
Deposits	17,321	15,742
Other borrowings	3,834	868
FHLB Advances	3,348	840
Subordinated debt	1,826	49
Total interest expense	26,329	17,499
Net interest income	106,937	75,940
Provision for loan losses	12,288	2,748
Net interest income after provision for loan losses	94,649	73,192
Non-interest income:		
Mortgage warehouse transactional fees	6,128	10,626
Mortgage loan and banking income	2,175	50
Bank-owned life insurance income	2,646	1,658
Gain on sale of loans	1,266	402
Gain on sale of investment securities	3,191	-
Deposit fees	618	487
Other	3,298	1,784
Total non-interest income	19,322	15,007
Non-interest expense:		
Salaries and employee benefits	33,012	24,868
FDIC assessments, taxes, and regulatory fees	8,529	3,510
Occupancy	8,162	6,309
Professional services	5,834	3,149
Technology, communication and bank operations	4,666	3,023
Other real estate owned expense	1,845	962
Loan workout	1,306	1,674
Advertising and promotion	1,104	973
Loss contingency	-	2,000
Other	6,592	5,254
Total non-interest expense	71,050	51,722
Income before tax expense	42,921	36,477
Income tax expense	12,885	12,794
Net income	\$ 30,036	\$ 23,683
Basic earnings per share (1)	\$ 1.12	1.00
Diluted earnings per share (1)	1.08	0.98

(1) Earnings per share amounts have been adjusted to give effect to the 10% common stock dividend declared on May 15, 2014 and issued on June 30, 2014.



# Net Interest Margin

## Average Balance Sheet / Net Interest Margin (Unaudited)

(Dollars in thousands)

	Three Months Ended September 30,			
	2014		2013	
	Average Balance	Average yield or cost (%)	Average Balance	Average yield or cost (%)
<b>Assets</b>				
Interest earning deposits	\$ 244,013	0.25%	\$ 230,992	0.26%
Investment securities	421,213	2.24%	235,927	2.41%
Loans held for sale	1,014,068	3.33%	985,050	3.82%
Loans held for investment	3,977,407	3.96%	1,999,846	4.48%
Other interest-earning assets	83,313	3.05%	22,805	3.37%
Total interest earning assets	5,740,014	3.55%	3,474,620	3.86%
Non-interest earning assets	238,223		158,661	
<b>Total assets</b>	<b>\$ 5,978,237</b>		<b>\$ 3,633,281</b>	
<b>Liabilities</b>				
Total interest bearing deposits (1)	3,268,502	0.75%	2,561,855	0.85%
Borrowings	1,674,576	1.17%	244,149	1.76%
Total interest bearing liabilities	4,943,078	0.89%	2,806,004	0.93%
Non-interest bearing deposits (1)	596,497		439,276	
Total deposits & borrowings	5,539,575	0.79%	3,245,280	0.80%
Other non-interest bearing liabilities	16,596		4,993	
<b>Total liabilities</b>	<b>5,556,171</b>		<b>3,250,273</b>	
<b>Shareholders' equity</b>	<b>422,066</b>		<b>383,008</b>	
<b>Total liabilities and shareholders' equity</b>	<b>\$ 5,978,237</b>		<b>\$ 3,633,281</b>	
<b>Net interest margin</b>		<b>2.78%</b>		<b>3.11%</b>
<b>Net interest margin tax equivalent</b>		<b>2.79%</b>		<b>3.11%</b>

(1) Total costs of deposits (including interest bearing and non-interest bearing) were 0.63% and 0.72% for the three months ended September 30, 2014 and 2013, respectively.



# Asset Quality

## Asset Quality as of September 30, 2014 (Unaudited)

(Dollars in thousands)

Loan Type	Total Loans	Non Accrual /NPL's	Other Real Estate Owned	Non Performing Assets (NPA's)	Allowance for loan losses	Cash Reserve	Total Credit Reserves	NPL's/ Total Loans	Total Reserves to Total NPL's
<b>Pre September 2009 Originated Loans</b>									
Legacy	\$ 57,615	\$ 5,178	\$ 6,464	\$ 11,642	\$ 2,895	\$ -	\$ 2,895	8.99%	55.97%
Troubled debt restructurings (TDR's)	1,661	657	-	657	88	-	88	39.53%	12.94%
<b>Total Pre September 2009 Originated Loans</b>	<b>59,276</b>	<b>5,835</b>	<b>6,464</b>	<b>12,299</b>	<b>2,983</b>	<b>-</b>	<b>2,983</b>	<b>9.84%</b>	<b>51.12%</b>
<b>Originated Loans (Post 2009)</b>									
Warehouse	34,533	-	-	-	259	-	259	0.00%	0.00%
Manufactured Housing	4,382	61	-	61	88	-	88	1.39%	144.82%
Commercial	1,401,490	1,664	335	1,999	10,261	-	10,261	0.12%	616.65%
MultiFamily	1,993,431	-	-	-	7,974	-	7,974	0.00%	0.00%
Consumer/ Mortgage	157,674	151	-	151	675	-	675	0.10%	446.05%
TDR's	557	-	-	-	-	-	-	0.00%	0.00%
<b>Total Originated Loans</b>	<b>3,592,067</b>	<b>1,876</b>	<b>335</b>	<b>2,211</b>	<b>19,257</b>	<b>-</b>	<b>19,257</b>	<b>0.05%</b>	<b>1026.44%</b>
<b>Acquired Loans</b>									
Berkshire	9,250	1,350	425	1,775	342	-	342	14.59%	25.33%
Total FDIC (covered and non covered)	31,421	4,061	10,208	14,269	528	-	528	12.92%	13.00%
Manufactured Housing	118,733	-	323	323	-	3,308	3,308	0.00%	0.00%
Flagstar (Commercial)	126,742	-	-	-	-	-	-	0.00%	0.00%
Flagstar (Residential)	109,294	-	-	-	-	-	-	0.00%	0.00%
TDR's	3,258	833	-	833	145	-	145	25.57%	17.41%
<b>Total Acquired Loans</b>	<b>398,698</b>	<b>6,244</b>	<b>10,956</b>	<b>17,200</b>	<b>1,015</b>	<b>3,308</b>	<b>4,323</b>	<b>1.57%</b>	<b>69.24%</b>
<b>Acquired Purchased Credit Impaired Loans</b>									
Berkshire	43,550	-	-	-	5,416	-	5,416	0.00%	0.00%
Total FDIC - Covered	12,545	-	-	-	2,179	-	2,179	0.00%	0.00%
Manufactured Housing 2011	4,248	-	-	-	233	-	233	0.00%	0.00%
<b>Total Acquired Purchased Credit Impaired Loans</b>	<b>60,343</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7,828</b>	<b>-</b>	<b>7,828</b>	<b>0.00%</b>	<b>0.00%</b>
Unamortized fees/discounts	(249)							0.00%	0.00%
<b>Total Loans Held for Investment</b>	<b>4,110,135</b>	<b>13,955</b>	<b>17,755</b>	<b>31,710</b>	<b>31,083</b>	<b>3,308</b>	<b>34,391</b>	<b>0.34%</b>	<b>246.44%</b>
Total Loans Held for Sale	1,395,720	-	-	-	-	-	-	0.00%	0.00%
<b>Total Portfolio</b>	<b>\$ 5,505,855</b>	<b>\$ 13,955</b>	<b>\$ 17,755</b>	<b>\$ 31,710</b>	<b>\$ 31,083</b>	<b>\$ 3,308</b>	<b>\$ 34,391</b>	<b>0.25%</b>	<b>246.44%</b>