



BRIDGE
BANCORP, INC.

*KBW Community Bank Investor Conference
July 30th & 31st, 2019*

Forward Looking Statements

This presentation may contain statements relating to the future results of the Company (including certain projections and business trends) that are considered “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995 (the “PSLRA”). Such forward-looking statements, in addition to historical information, which involve risk and uncertainties, are based on the beliefs, assumptions and expectations of management of the Company. Words such as “expects,” “believes,” “should,” “plans,” “anticipates,” “will,” “potential,” “could,” “intend,” “may,” “outlook,” “predict,” “project,” “would,” “estimated,” “assumes,” “likely,” and variation of such similar expressions are intended to identify such forward-looking statements. Examples of forward looking statements include, but are not limited to, possible or assumed estimates with respect to the financial condition, expected or anticipated revenue, and results of operations and business of the Company, including earnings growth; revenue growth in retail banking, lending and other areas; origination volume in the consumer, commercial and other lending businesses; current and future capital management programs; non-interest income levels, including fees from the title abstract subsidiary and banking services as well as product sales; tangible capital generation; market share; expense levels; and other business operations and strategies. The Company claims the protection of the safe harbor for forward-looking statements contained in the PSLRA.

Factors that could cause future results to vary from current management expectations include, but are not limited to, changing economic conditions; legislative and regulatory changes, including increases in FDIC insurance rates; monetary and fiscal policies of the federal government; changes in tax policies; rates and regulations of federal, state and local tax authorities; changes in interest rates; deposit flows; the cost of funds; demand for loan products; demand for financial services; competition; the Company’s ability to successfully integrate acquired entities; changes in the quality and composition of the Bank’s loan and investment portfolios; changes in management’s business strategies; changes in accounting principles, policies or guidelines; changes in real estate values; expanded regulatory requirements as a result of the Dodd-Frank Act, which could adversely affect operating results; and other factors discussed under Item 1A., Risk Factors, and in quarterly and other reports filed by the Company with the Securities and Exchange Commission. The forward-looking statements of our Annual Report on Form 10-K, are made as of the date of this presentation, and the Company assumes no obligation to update the forward-looking statements or to update the reasons why actual results could differ from those projected in the forward-looking statements.

Bridge Bancorp Difference

- 🚢 Largest community bank headquartered on Long Island
- 🚢 Longstanding history of growth and success
- 🚢 Attractive, high density footprint with favorable customer demographics
- 🚢 Experienced, proven management team
- 🚢 Customer focused, local decision-making
- 🚢 Consistent shareholder return
- 🚢 42% DDA of IPC funding
- 🚢 Stable core margin
- 🚢 Active Interest Rate Risk Management
- 🚢 Superior asset quality

Community Banking at its Best from Montauk to Manhattan

Mission Statement

*To Be the Preeminent Community
Bank in Our Markets, Providing
Added Value and Superior
Customer Service.*

Investment Thesis/Rationale

Unique Franchise in Attractive Markets

\$4.7 billion community bank operating in 40 locations

\$1 trillion+ deposit marketplace with above-average household income

Established and growing C&I customer base

Strong Core Funding: 42% Demand Deposits of IPC

16% Annual IPC Deposit Growth from Q2 2018 to Q2 2019

0.87% Cost of Deposits

89% Loan-to-Deposit ratio

Positioned for Rate Movement

Active Management of IRR

Stable Core Margin

Thoughtful Strategic Vision

Strong Organic Growth + Disciplined M&A

Ongoing Balance Sheet Management

Careful Stewards of Capital

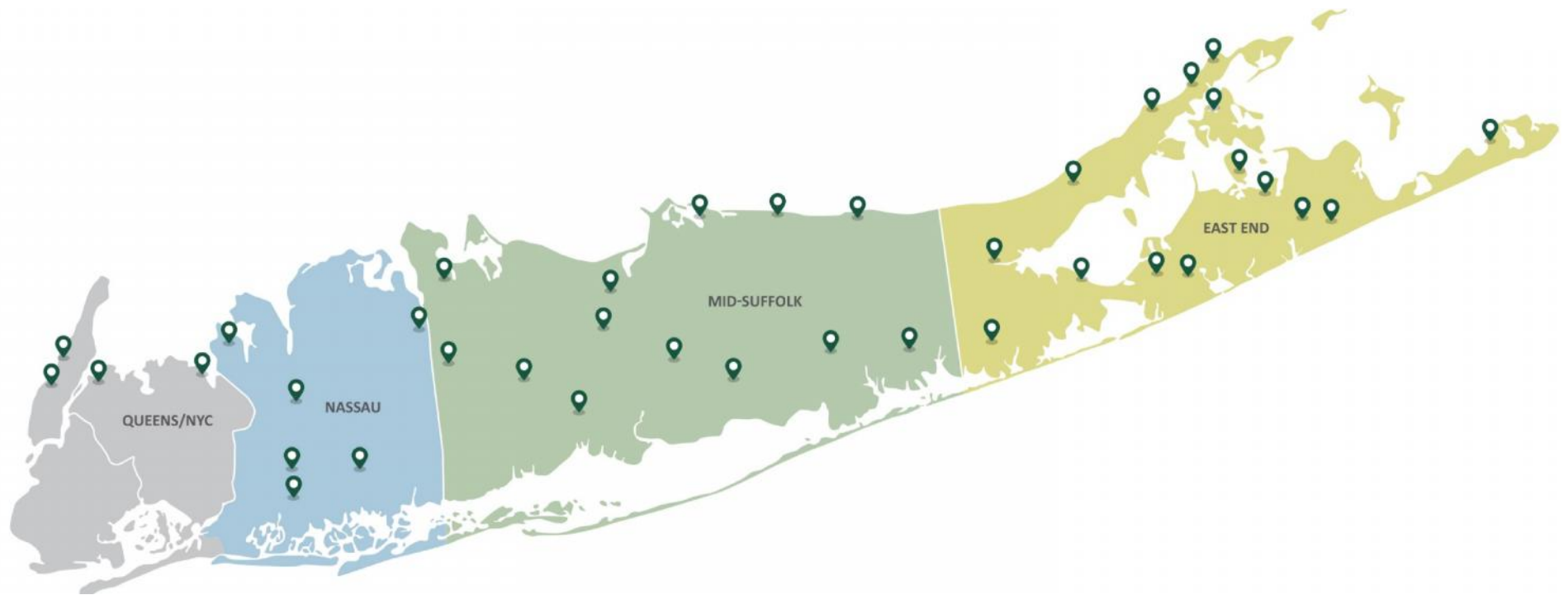
9.7% Bank Leverage Ratio

Experienced Management Team

SVP & Above with Average 20+ years of experience

Profile - Current Franchise

- **Assets:** \$4.7 billion
- **Loans:** \$3.4 billion
- **Deposits:** \$3.8 billion
- **Market Cap:** \$584 million⁽¹⁾
- **Branches/Locations:** 40
- **FTE Employees:** 490



2019 Outlook

Measure	Target	Update	Comments
Loan Growth	12% - 14%	10% - 12%	<ul style="list-style-type: none"> Grow Loans ~\$400 million through a combination of current offerings
Deposit Growth	8% - 10%	7% - 9%	<ul style="list-style-type: none"> Grow total deposits ~\$300 million IPC deposit growth through organic DDA and MMA expansion Less reliance on brokered deposits; Approx. ~\$200 million of payoffs in 2019
Loans to Deposits	85% - 90%	No change	<ul style="list-style-type: none"> Balance growth of lending through deposit activity Consistently favorable loans to deposits ratio relative to peers
Net Interest Margin	3.27% - 3.32%	No change	<ul style="list-style-type: none"> Expected NIM expansion excluding purchase accounting – 2018 core margin 3.24% Active Balance Sheet Management
Non-Interest Income	5% - 7%	8% - 10%	<ul style="list-style-type: none"> Strong loan swap income growth Gain on Sale of SBA Loans on target Increased focus on treasury management offerings
Effective Tax Rate	22%	No change	<ul style="list-style-type: none"> Continued benefit from the Tax Cuts & Jobs Act
Non-Interest Expense	\$93 - \$97 million	No change	<ul style="list-style-type: none"> Continued improvement of expenses to assets Remain under 2.00%

Q2 2019

 **Net Income of \$10.7 million or \$.53 Per Share**

ROA of 0.90% & ROE of 9.06%

 **Net Interest Income \$35.5 million**

Net Interest Margin 3.30%

 **Loans of \$3.4 billion**

\$249 million or 8% Growth from Q2 2018

 **Deposits of \$3.8 billion**

\$431 million or 16% IPC Deposit Growth from Q2 2018

42% Demand Deposits of IPC

“Continue to Deliver on the Mission to Our Customers and Shareholders”

C&I Customer Base

Strong growth trend in C&I Relationships

5 year relationship growth of 152% or 1,091 relationships from EOY 2013 – EOY 2018

5 year total exposure growth of 307% or \$821 million from EOY 2013 – EOY 2018

3,000 loans across 1,800 unique relationships

Higher yielding

Typically floating rate

Greater deposit generation potential

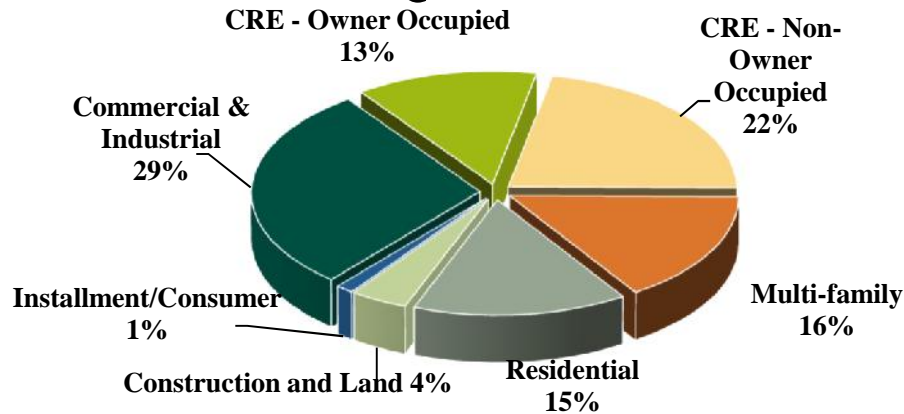
Continue to build on strong C&I growth trend

Major opportunity for continued C&I success in newer BNB Bank markets

Hiring seasoned, market-knowledgeable lenders to lead expansion

Loan Profile

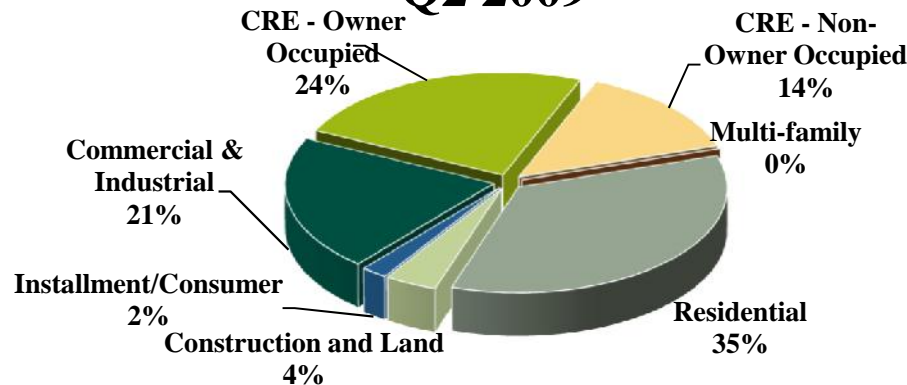
Q2 2019



Loan Exposure



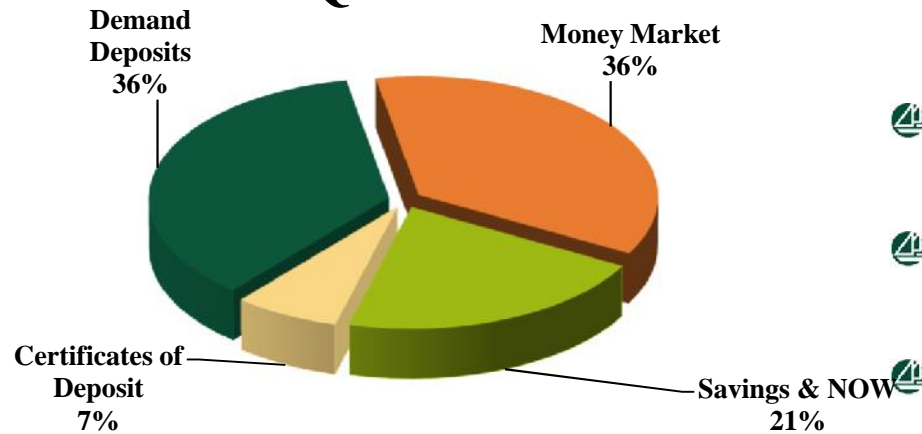
Q2 2009



- ④ \$3.4 billion in Loans, Average Yield of 4.76%
- ④ Loan Growth of \$2.2 billion over 5 years (Q2 2014 – Q2 2019)
- ④ Maintenance of Credit Discipline & Culture
- ④ Consistent With Community Banking Model
- ④ Consistent Growth Across All Products and Markets
- ④ 28% Floating rate loans (3 months or less)*

Deposit Profile

Q2 2019

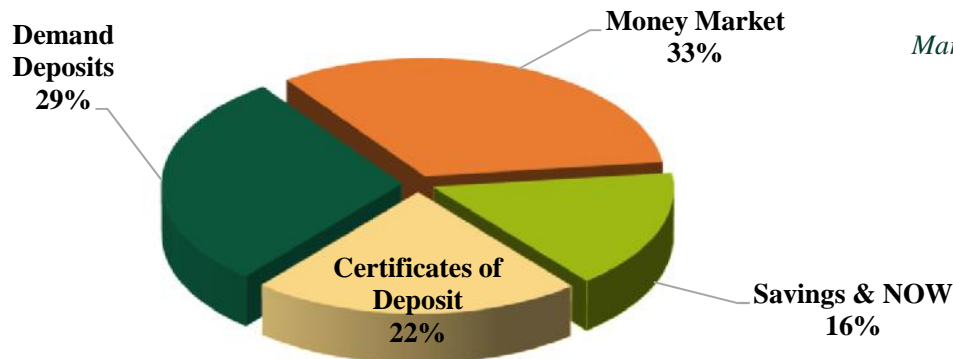


- 🏦 \$3.8 billion in Deposits, Average Cost of 87 bps
- 🏦 Deposit Growth of \$2.1 billion over 5 years (Q2 2014 – Q2 2019)
- 🏦 Branch Managers Well Known in the Community
- 🏦 Top 2 Market Share in 11 Markets
- 🏦 Among Lowest Cost of Funds of Peers

Deposit Comparison



Q2 2009



Market Share Source: S&P Global Market Intelligence as of June 30, 2018

Asset Quality Ratios

	ALLL/Total Loans	Past Due & NPLs/Loans	NPLs/Total Loans	YTD Net Loan Losses/ Avg Total Loans*	ALLL/NPLs
June 30, 2018	1.00%	0.22%	0.05%	0.08%	1980%
September 30, 2018	1.00%	0.25%	0.06%	0.05%	1639%
December 31, 2018	0.96%	0.23%	0.09%	0.07%	1119%
March 31, 2019	0.94%	0.63%	0.09%	0.03%	1035%
June 30, 2019	0.91%	0.27%	0.16%	0.26%	566%
<i>March 31, 2019</i>					
<i>Peer Group</i>	<i>0.81%</i>	<i>0.38%</i>	<i>0.51%</i>	<i>0.02%</i>	<i>133%</i>

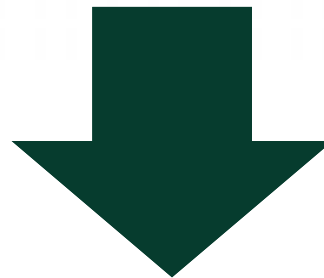
SBA Business

- 🚧 **Entered SBA Lending Space through Acquisition of Community National Bank (June 2015)**
- 🚧 **Approved PLP Status**
- 🚧 **Product Integrated Throughout Organization**
- 🚧 **11% of Non-Interest Income**
- 🚧 **#1 Long Island Lender Based on Approved Dollar Volume ¹**
- 🚧 **#4 NY District Lender Based on Approved Dollar Volume ¹**
- 🚧 **#99 USA Lender Based on Approved Dollar Volume ¹**

**\$1.2
Million
Average
Loan Size**

Action Plan for Lower Rates

- 🚢 **Poised to decrease interest rates on interest bearing deposits**
- 🚢 **Continue to release high-rate brokered deposits**
- 🚢 **Actively Manage the securities portfolio lower through selected sales and non-reinvestment of cash flows**
- 🚢 **Maintain loan pricing discipline**



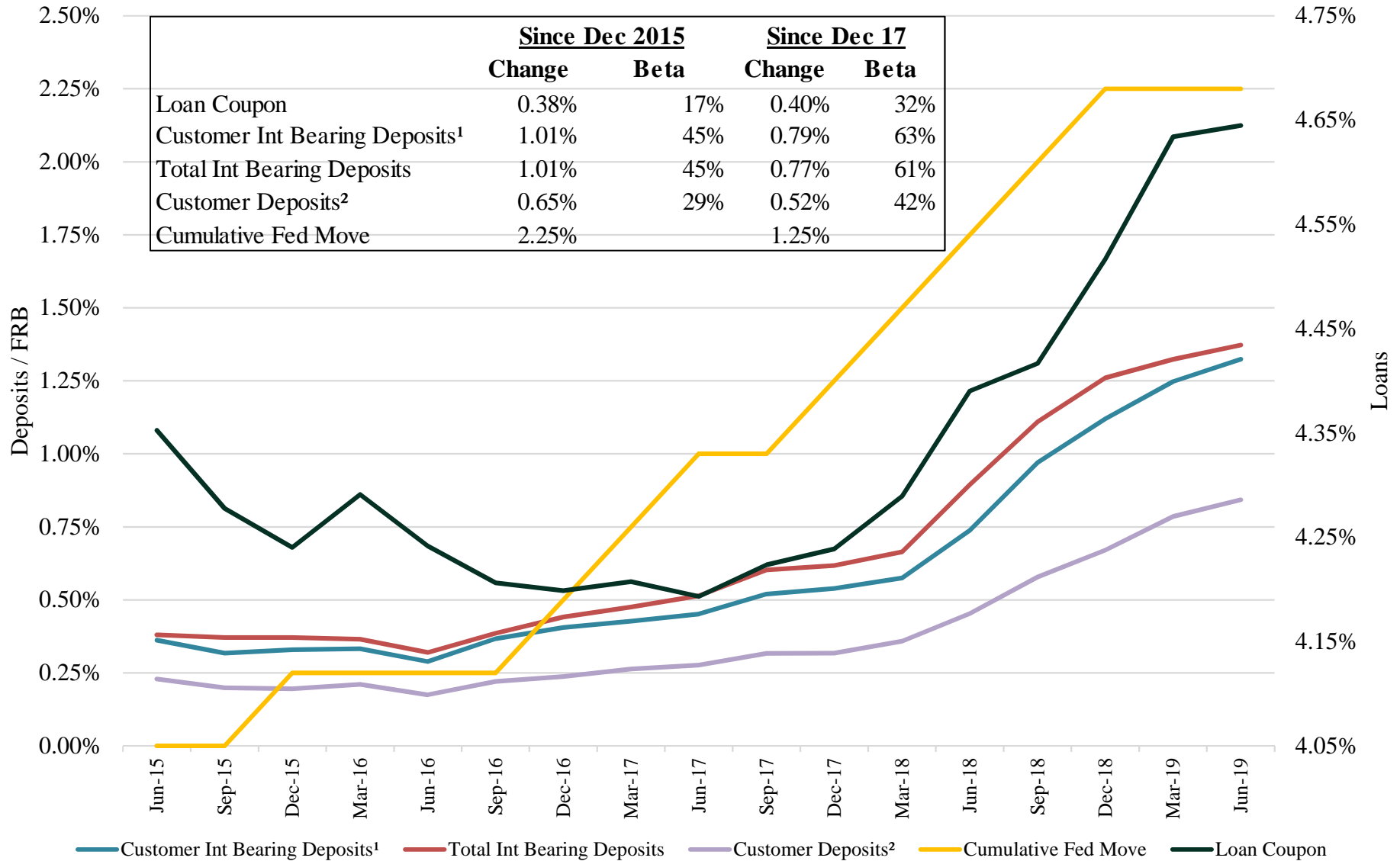
Protect Net Interest Margin

YoY BNB Bank Balance Sheet

\$(000)	June 30, 2018	June 30, 2019	Variances	Significant Events
Cash & Interest Earning Deposits	105,874	158,641	52,767	
Investment Securities	855,541	811,717	(43,824)	
Gross Loans	3,187,014	3,442,666	255,652	Strong Q1 2019 Loan Growth
Reserve for Loan Losses	(31,652)	(31,171)	481	
Loans, Net	3,155,362	3,411,495	256,133	
Other Assets	297,839	332,531	34,692	
Total Assets	4,414,616	4,714,384	299,768	
IPC Deposits	2,731,133	3,158,593	427,460	\$71M Growth in DDA; 1031 Deposit Initiative
Public Deposits	510,825	554,579	43,754	
Brokered Deposits	318,165	127,196	(190,969)	Less Reliance on Brokered
Total Deposits	3,560,123	3,840,368	280,245	
Borrowings	302,300	240,945	(61,355)	Reduction of Overnight Funds
Other Liabilities	39,687	81,788	42,101	Addition of Lease Liability
Equity	512,506	551,283	38,777	
Total Liabilities & Equity	4,414,616	4,714,384	299,768	

\$240M Term Funding with Swaps
Weighted Avg. Yield: 1.90%

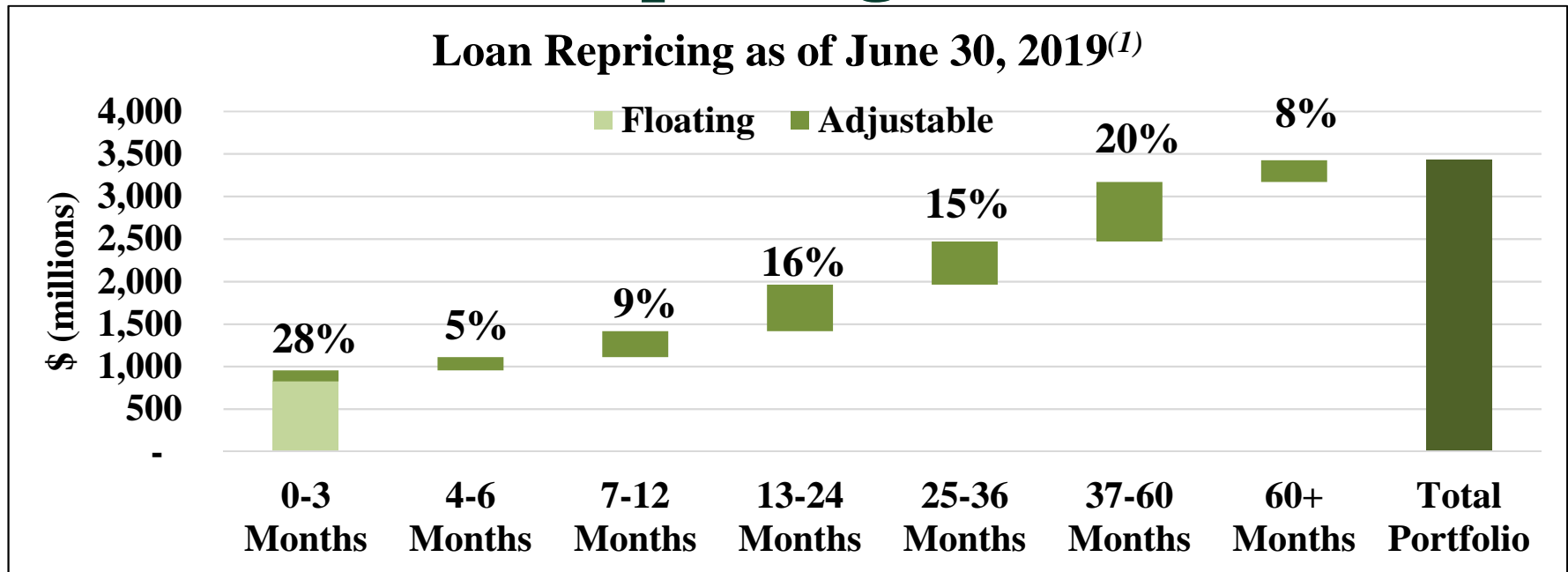
Historical Portfolio Rates



⁽¹⁾ Customer Int Bearing Deposits represents total non-brokered interest bearing deposits

⁽²⁾ Customer Deposits represents total non-brokered deposits inclusive of DDA

Loan Repricing Schedule



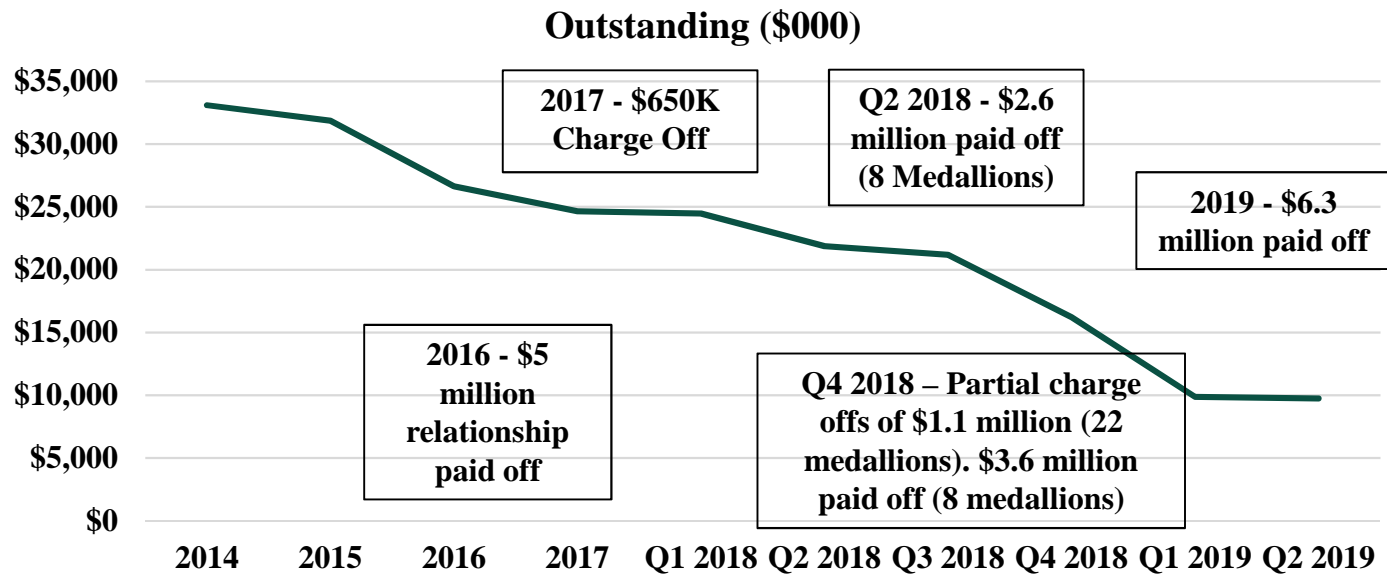
- 🏠 **41% of the portfolio reprices within 12 months.**
- 🏠 **Through 2021, approximately \$450M of multifamily and CRE loans are set to reprice with a roughly 50bp pickup in yield.**
- 🏠 **Approximately \$640M of loans with contractual floors. Of those, roughly 40% are within 100bp of their floor.**

Summary

- 🚢 **Strong & Consistent Financial Performance**
- 🚢 **Outstanding Asset Quality and Balance Sheet Flexibility**
- 🚢 **Superior Franchise Growth with Compelling Opportunities**
- 🚢 **Well-Positioned in Economically Attractive Markets**
- 🚢 **Experienced Management Team and Board of Directors**
- 🚢 **Clear Understanding of Risks, Opportunities and Challenges**

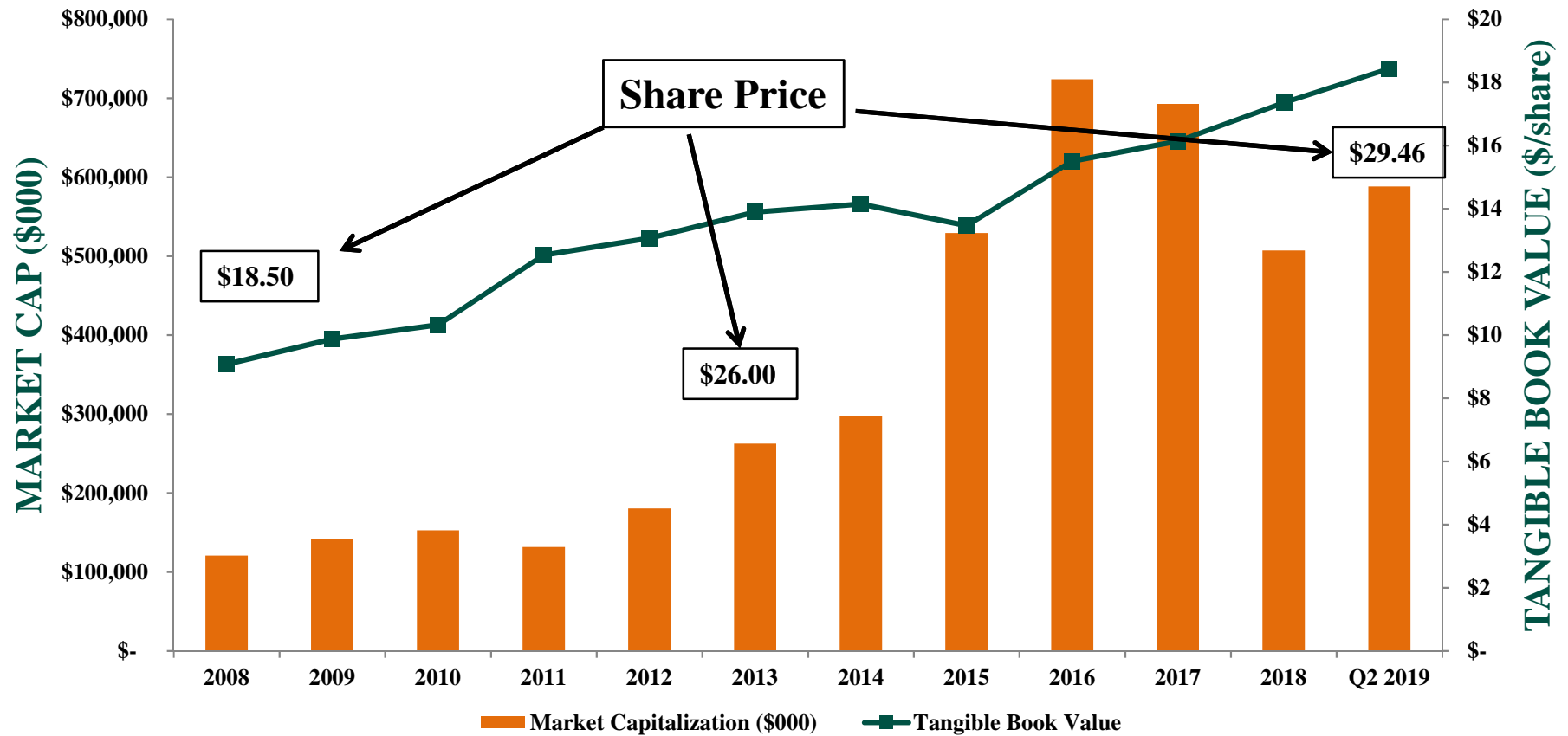
Appendix

Taxi Medallions



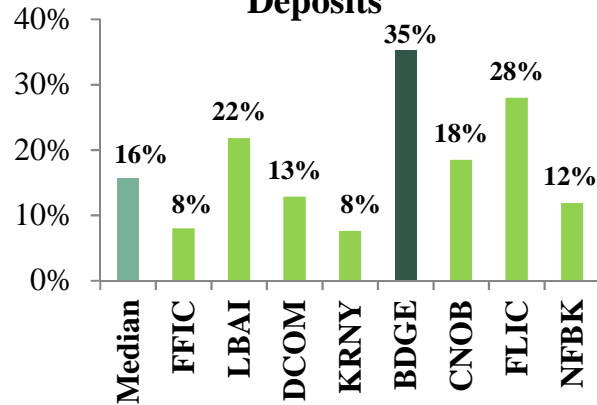
- 📍 **Total of 20 Medallions totaling \$9.75M as of June 30th, 2019**
- 📍 **Heightened monitoring of financial health of guarantors – Annual Personal Financial Statements (PFS)**
- 📍 **Only 1 individual owner/operator medallion - \$220K**
- 📍 **Paydowns of \$50K - \$300K made as loans renew – Designated as TDRs**

BIDGE Market Cap & Liquidity

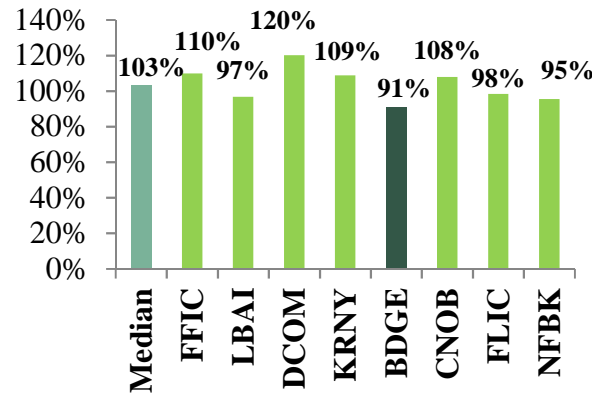


NYC MSA Deposit Analysis

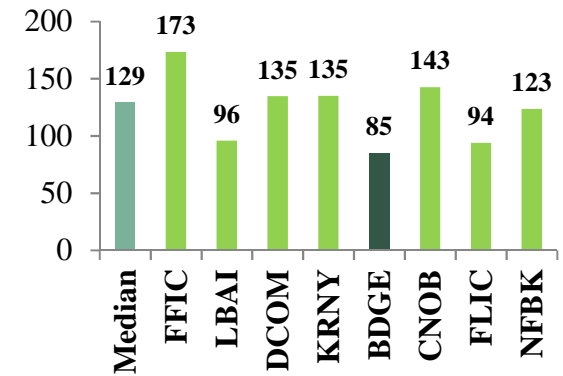
Noninterest Demand/ Deposits



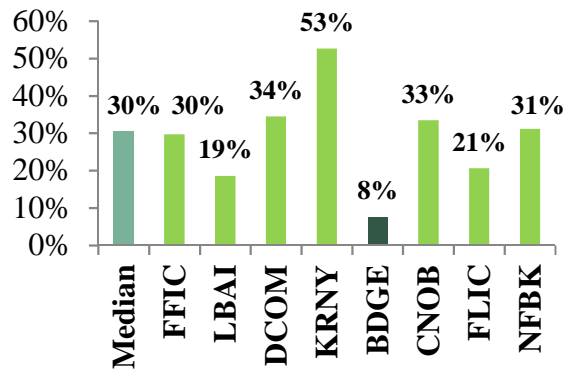
Loans/ Deposits



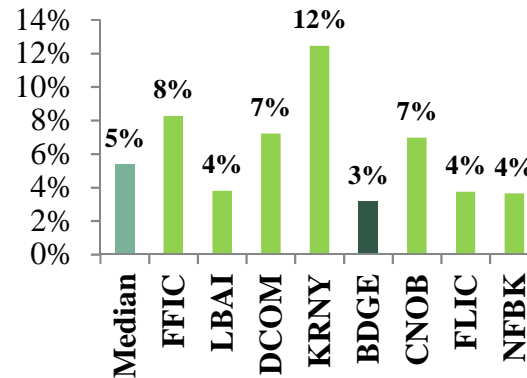
Cost of Deposits (bps)



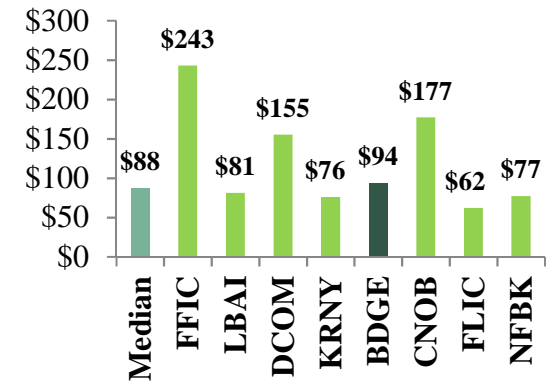
CDs/ Deposits



Jumbo CDs/ Deposits (%)



Avg Branch Size*



*Branch data as of Q2 2018

Source: S&P Global Market Intelligence . Data as of Q1 2019 unless otherwise specified



KEY

FFIC - Flushing Financial Corporation
LBAI - Lakeland Bancorp, Inc.
DCOM - Dime Community Bancshares

KRNY - Kearny Financial Corp.
BDGE - Bridge Bancorp, Inc.
CNOB - ConnectOne Bancorp, Inc.

FLIC - First of Long Island Corporation
NFBK - Northfield Bancorp, Inc.

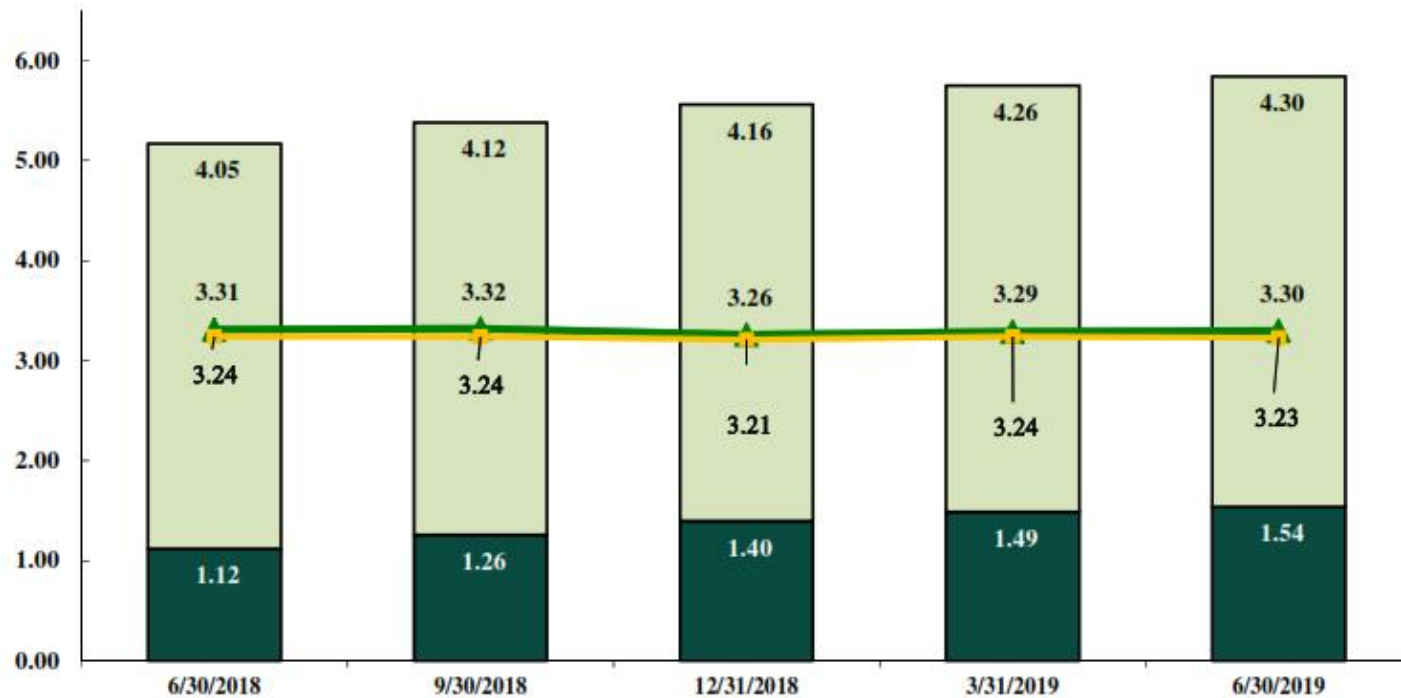
Cost of Deposits Analysis: Proxy Peers

Institution Name	Int Cost: Total Deposits (%)										Beta
	2016Q4	2017Q1	2017Q2	2017Q3	2017Q4	2018Q1	2018Q2	2018Q3	2018Q4	2019Q1	
Eagle Bancorp, Inc.	0.40	0.42	0.45	0.50	0.51	0.60	0.90	1.03	1.17	1.20	0.59
Brookline Bancorp, Inc.	0.45	0.44	0.47	0.50	0.54	0.58	0.72	0.91	1.03	1.16	0.58
Flushing Financial Corporation	0.84	0.80	0.85	0.97	1.00	1.05	1.24	1.50	1.64	1.70	0.64
Dime Community Bancshares, Inc.	0.87	0.85	0.85	0.86	0.92	0.98	1.09	1.22	1.31	1.38	0.40
Lakeland Bancorp, Inc.	0.30	0.32	0.35	0.41	0.46	0.52	0.58	0.73	0.84	0.92	0.40
Sandy Spring Bancorp, Inc.	0.24	0.27	0.32	0.38	0.41	0.51	0.63	0.75	0.86	0.97	0.47
OceanFirst Financial Corp.	0.26	0.26	0.28	0.29	0.32	0.33	0.35	0.40	0.48	0.56	0.23
Kearny Financial Corp.	0.79	0.78	0.82	0.85	0.89	0.93	0.97	1.08	1.25	1.36	0.43
Meridian Bancorp, Inc.	0.83	0.84	0.87	0.91	1.01	1.02	1.19	1.30	1.47	1.56	0.54
ConnectOne Bancorp, Inc.	0.63	0.61	0.65	0.70	0.76	0.82	0.97	1.09	1.23	1.34	0.52
Century Bancorp, Inc.	0.42	0.43	0.49	0.56	0.62	0.71	0.80	0.94	1.11	1.24	0.54
Univest Corporation of Pennsylvania	0.26	0.27	0.29	0.35	0.41	0.42	0.51	0.66	0.78	0.83	0.41
Peapack-Gladstone Financial Corporation	0.53	0.53	0.59	0.68	0.71	0.77	0.90	1.07	1.18	1.26	0.50
Oritani Financial Corp.	0.93	0.95	0.98	1.02	1.05	1.07	1.17	1.24	1.36	1.49	0.42
First of Long Island Corporation	0.41	0.40	0.42	0.47	0.51	0.57	0.75	0.76	0.78	0.93	0.36
First Connecticut Bancorp, Inc.	0.54	0.51	0.53	0.59	0.65	0.71	0.76	NA	NA	NA	NA
Enterprise Bancorp, Inc.	0.21	0.22	0.24	0.26	0.32	0.36	0.44	0.56	0.62	0.71	0.35
Blue Hills Bancorp, Inc.	0.69	0.72	0.76	0.83	0.87	0.94	1.04	1.18	1.27	NA	NA
Hingham Institution for Savings	0.73	0.73	0.76	0.79	0.87	0.92	1.08	1.24	1.37	1.45	0.52
CNB Financial Corporation	0.43	0.42	0.44	0.45	0.49	0.54	0.64	0.78	0.91	NA	0.41
50th Percentile	0.49	0.48	0.51	0.57	0.64	0.71	0.85	1.05	1.17	1.24	0.53
75th Percentile	0.37	0.38	0.40	0.44	0.48	0.53	0.64	0.75	0.84	0.92	0.39
Bridge Bancorp, Inc.	0.26	0.29	0.31	0.36	0.37	0.39	0.52	0.67	0.75	0.85	0.46

IRR Strategies

(\$ in 000's)	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>Q2 2019</u>
 Macro Swaps	\$175,000	\$290,000	\$240,000	\$290,000
 Loan Swaps	\$ 62,472	\$147,967	\$193,401	\$329,103
 O/N Borrowings as percent of assets (avg.)	6.85%	6.65%	0.14%	0.02%
 Portfolio E-DUR	3.73 years	3.23 years	3.05 years	2.30 years

Quarterly Net Interest Margin




Average Yield on Loans	4.52	4.55	4.56	4.66	4.76
Adj. Avg Yield on Loans (Excl. Purch. Acctg.)	4.43	4.46	4.50	4.61	4.66

Int. Bear. Liabilities
 Int. Earning Assets
 NIM tax equivalent
 Adj. NIM (Excluding purchase accounting adjustments)

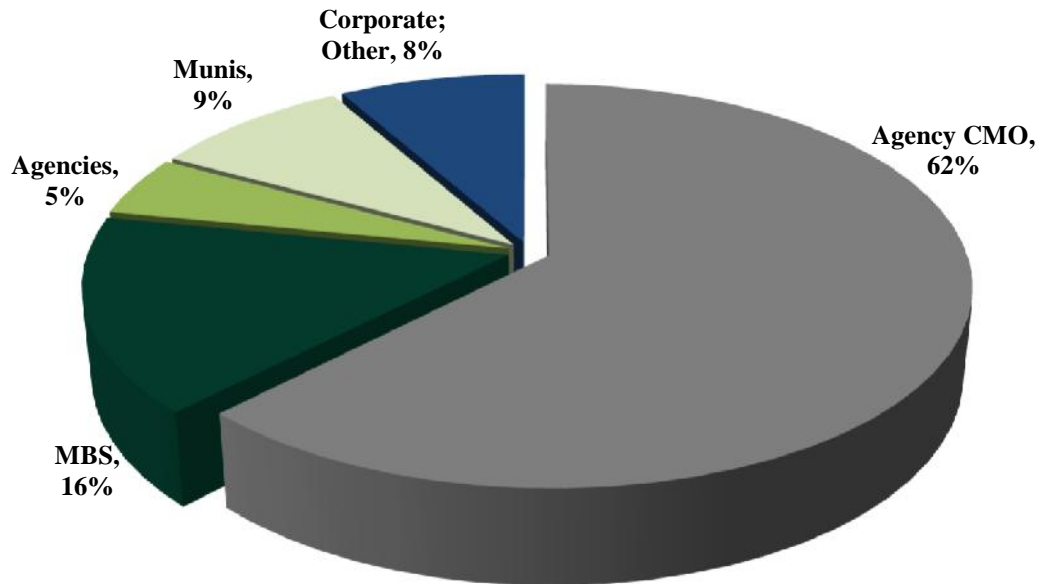
Conservative Securities Portfolio

June 30, 2019

 **\$788 Million in Securities**

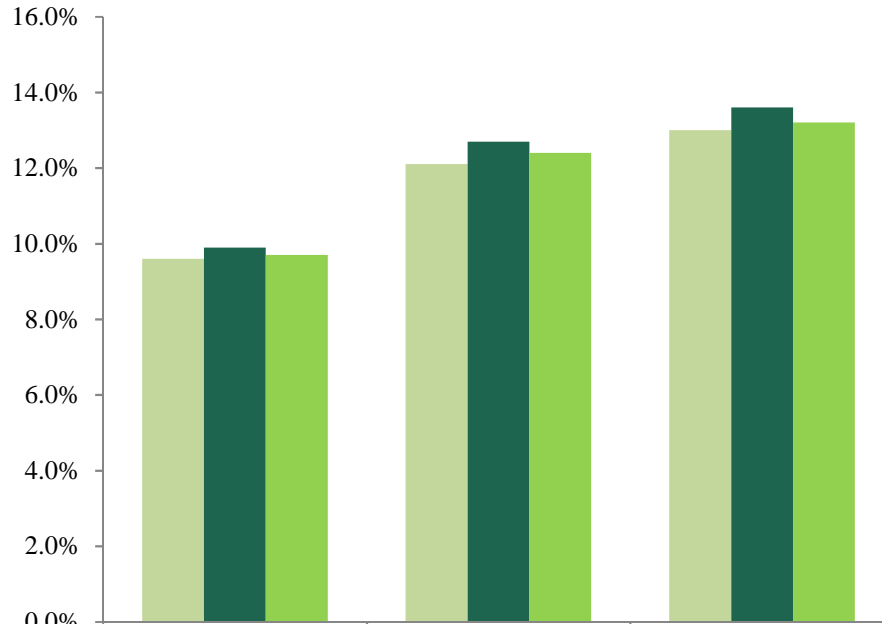
 **Exceptional Credit Quality with 86% Guaranteed by the U.S. Government**

 **Effective Portfolio Duration is 2.30 Years**

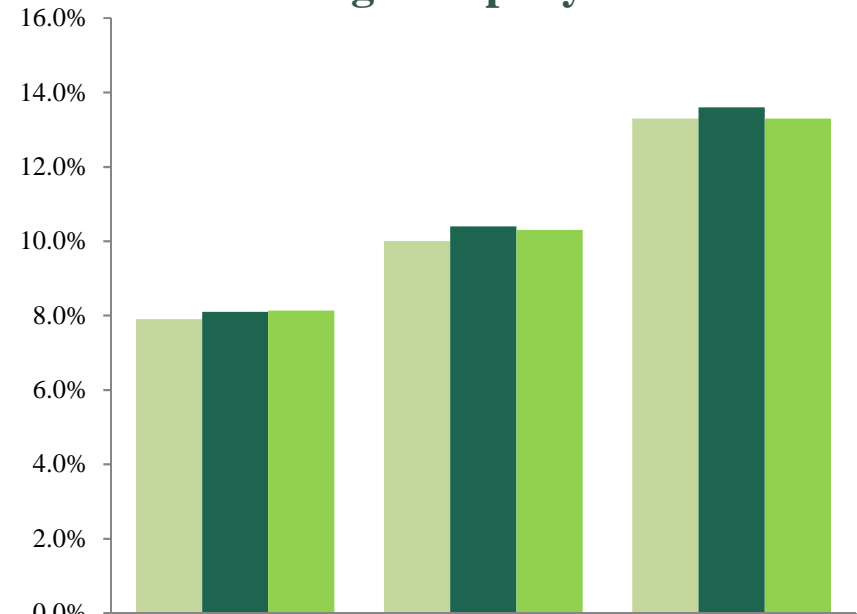


Capital Overview

Bank Level



Holding Company Level



	Tier 1 Leverage	Tier 1 RBC	TRBC		Tier 1 Leverage	Tier 1 RBC	TRBC
12/31/2017	9.6%	12.1%	13.0%	12/31/2017	7.9%	10.0%	13.3%
12/31/2018	9.9%	12.7%	13.6%	12/31/2018	8.1%	10.4%	13.6%
6/30/2019	9.7%	12.4%	13.2%	6/30/2019	8.1%	10.3%	13.3%

- ***Tier1 Leverage ratio at the Bank reflects \$80 million in sub-debt contributed to the Bank***
- ***Above Board adopted minimum standards & well-capitalized regulatory capital standards***

Reconciliation of GAAP to Non-GAAP Adjustment - NIM

(Dollars in thousands)	Three Months Ended			Six Months Ended	
	June 30, 2019	March 31, 2019	June 30, 2018	June 30, 2019	June 30, 2018
Net interest income - as reported	\$ 35,517	\$ 34,323	\$ 33,929	\$ 69,840	\$ 68,468
Tax-equivalent adjustment	187	130	156	317	322
Net interest income, tax-equivalent basis	\$ 35,704	\$ 34,453	\$ 34,085	\$ 70,157	\$ 68,790
Adjustment:					
Less: Accretion income on acquired loans	(713)	(385)	(625)	(1,098)	(2,584)
Adjusted net interest income, tax-equivalent basis (non-GAAP)	\$ 34,991	\$ 34,068	\$ 33,460	\$ 69,059	\$ 66,206
Average interest-earning assets - as reported	\$ 4,336,147	\$ 4,253,344	\$ 4,129,817	\$ 4,294,974	\$ 4,125,085
Adjustment:					
Average purchase accounting adjustments on acquired loans	4,592	4,941	6,758	4,766	7,938
Adjusted average interest-earning assets (non-GAAP)	\$ 4,340,739	\$ 4,258,285	\$ 4,136,575	\$ 4,299,740	\$ 4,133,023
Average yield on loans, tax-equivalent basis - as reported	4.76 %	4.66 %	4.52 %	4.71 %	4.57 %
Adjustment:					
Purchase accounting adjustments on acquired loans	(0.10)	(0.05)	(0.09)	(0.07)	(0.18)
Adjusted average yield on loans (non-GAAP)	4.66	4.61	4.43	4.64	4.39
Net interest margin - as reported (1)	3.29 %	3.27 %	3.30 %	3.28 %	3.35 %
Tax-equivalent adjustment	0.01	0.02	0.01	0.01	0.01
Net interest margin, tax-equivalent basis (2)	3.30	3.29	3.31	3.29	3.36
Adjustment:					
Purchase accounting adjustments on acquired loans	(0.07)	(0.05)	(0.07)	(0.05)	(0.13)
Adjusted net interest margin (non-GAAP) (3)	3.23	3.24	3.24	3.24	3.23