



BRIDGE
BANCORP, INC.

*Boenning & Scattergood 2017 New York Metro Community Bank CEO Forum
November 2, 2017*

Forward Looking Statements

This presentation may contain forward-looking statements regarding Bridge Bancorp, Inc. (“Bridge Bancorp” or the “Company”). These statements constitute forward-looking information within the definition of the Private Securities Litigation Reform Act of 1995.

Such forward-looking statements, in addition to historical information, involve risk and uncertainties, and 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 variations 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. For this presentation, 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; demands for loan products; demand for financial services; competition; 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; an unexpected increase in operating costs; expanded regulatory requirements as a result of the Dodd-Frank Act; and other risk factors discussed elsewhere, and in our reports filed with the Securities and Exchange Commission. The forward-looking statements are made as of the date of this report, 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.

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

*\$4.3 billion community bank operating in 44 locations
\$1 trillion+ deposit marketplace with above-average household income*

Strong Core Funding: 37% Demand Deposits

*13% Annualized Retail Deposit Growth
0.32% Cost of Funds
90% Loan-to-Deposit ratio*

Well Positioned for Higher Rates

Active Management of IRR

Thoughtful Strategic Vision

Disciplined M&A + Strong Organic Growth

Careful Stewards of Capital

*6.0% Insider Ownership
\$2.47 of growth in 1-year TBV/share to \$16.78*

Experienced Management Team

SVP & Above with Average 20+ years of experience

Profile - Current Franchise

- **Assets:** \$4.3 billion
- **Loans:** \$2.9 billion
- **Deposits:** \$3.2 billion
- **Market Cap:** \$726 million⁽¹⁾
- **Branches:** 44
- **Employees:** 510



Corporate Profile

- 🚢 **A Growing Long Island Business**
 - *Passionate About Long Island Business*
- 🚢 **Committed to Community Banking**
 - *Delivering Results to Our Stakeholders*
- 🚢 **Local Decisions Made by Local Bankers**
 - *Fueling the Economy with \$2.9 Billion in Loans*
- 🚢 **Built On A Strong Culture & Identity**
 - *Succeeding by Building Relationships & Partnerships*

Management Profile

Executive Team

- *Kevin M. O'Connor, President and CEO*
- *Howard H. Nolan, Chief Operating Officer and Corporate Secretary*
- *James J. Manseau, Chief Retail Banking Officer*
- *Kevin L. Santacroce, Chief Lending Officer*
- *John M. McCaffery, Chief Financial Officer and Treasurer*
- *John P. Vivona, Chief Risk Officer*

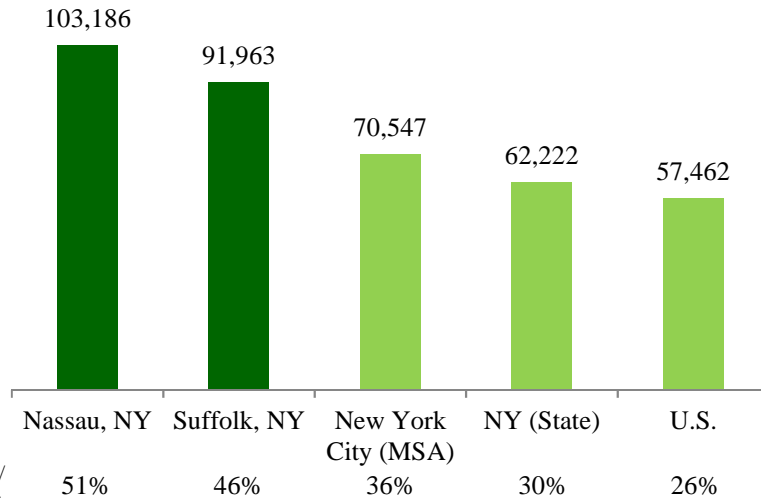
Each with Over 25 Years of Financial Services Experience

Continue to hire Experienced Professionals

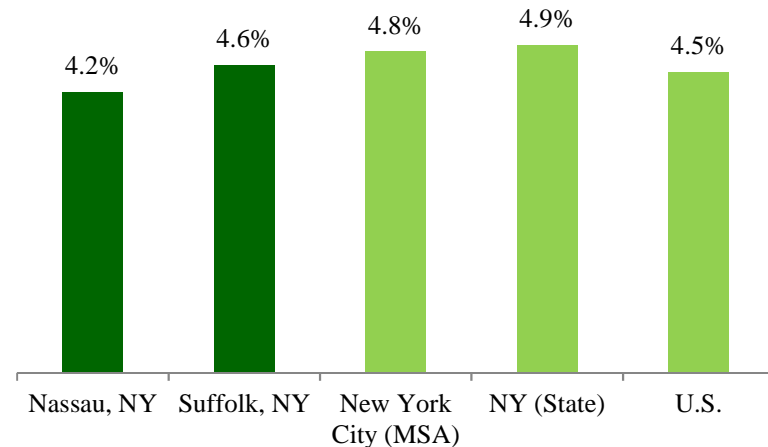
- *Revenue Producers, Compliance & Operational Positions*

Favorable BNB Market Demographics

Median Household Income



Unemployment Rate ¹



% of Households w/ 100K+ Income:

-  **Population of 7.9 Million in Brooklyn, Queens, Nassau and Suffolk “Long Island” Would Be The 13th Largest State in The Country**
-  **90% of All Businesses on “Long Island” Are Small Businesses**
-  **\$260 Billion Deposits on LI, \$1 Trillion Deposits in Manhattan**
-  **??? Amount of Loans in Our Footprint**

Q3 2017 - Highlights

 **Net Income of \$9.4 million or \$.48 Per Share**

ROA of .88% & ROE of 8.41%

 **Net Interest Income \$32.3 million**

Net Interest Margin 3.29%

 **Loans of \$2.9 billion**

\$125 million or 18% Annualized Growth

 **Deposits of \$3.2 billion**

\$144 million or 19% Annualized Growth

37% Demand Deposits

 **Continued to Create Value to Shareholders (Tangible Book Value)**

+ \$.33 to \$16.78

2017 YTD Highlights

Opened Branches

East Moriches, Riverhead, Astoria & New Drive-Up in Sag Harbor

Grew Loans

*17% Annualized Growth
Strong C&I*

Deposit Growth

*13% Annualized Growth in Total Deposits
24% Annualized Growth in Non-Public, Non-Brokered Deposits*

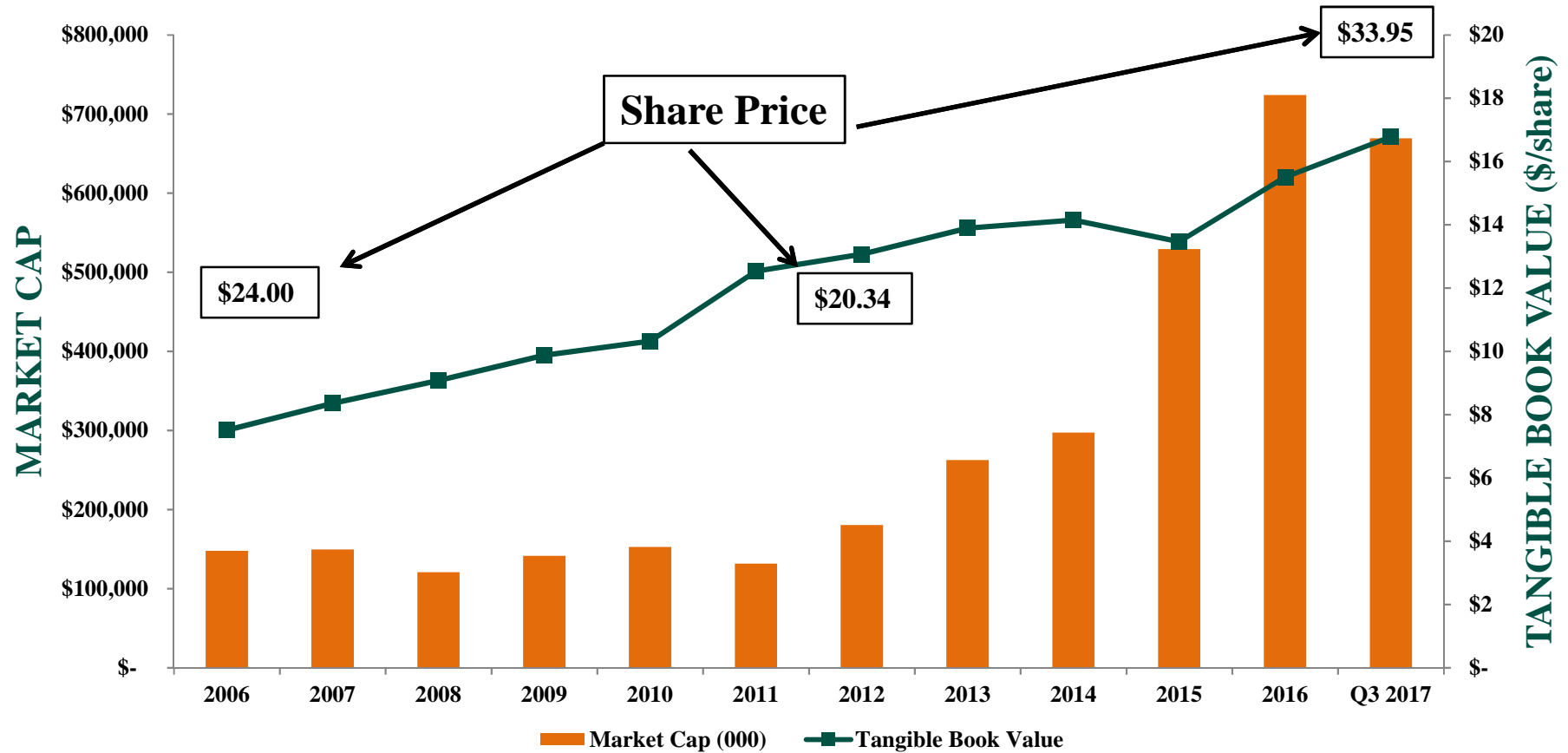
Growth in Complementary Products

*Equipment Finance Loans up 129% from December 2016
Gain on Sale of SBA Loans up 115% from 2016*

Announced Branch Optimization Strategy

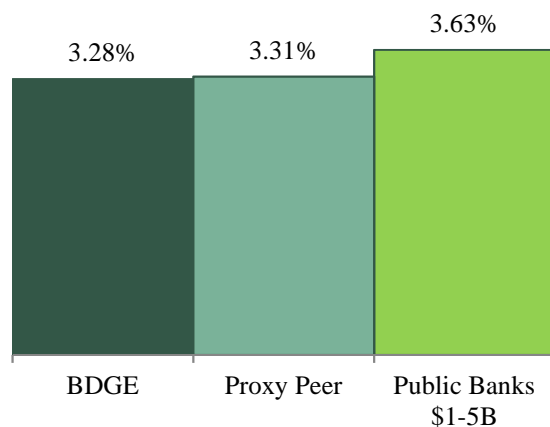
*Identified 6 branches for closure/consolidation & 1 for relocation
Annual cost-savings of \$3.3MM and one-time charge of \$6.6 million (prelim)
\$190 million in affected deposits (6% of total deposits)*

BIDGE Market Cap & Liquidity

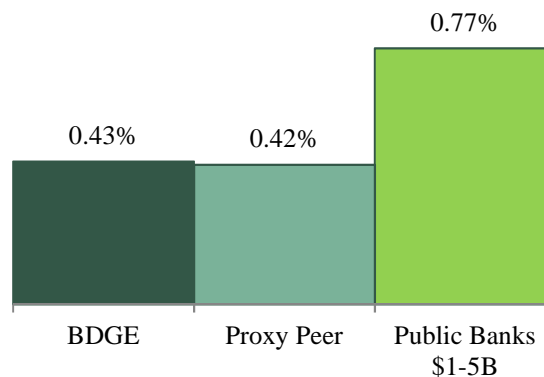


Q2 2017 Performance vs Peers

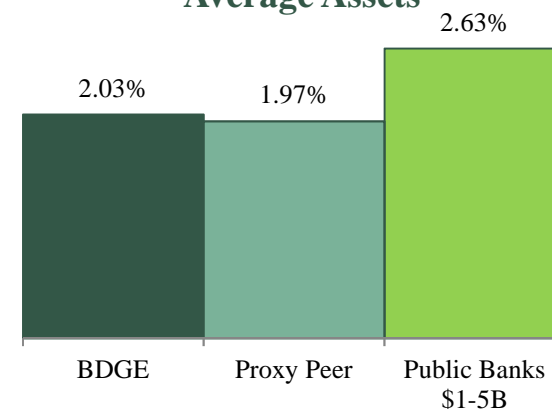
Net Interest Margin



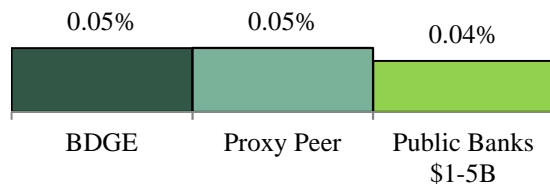
Non-Interest Income to Average Assets



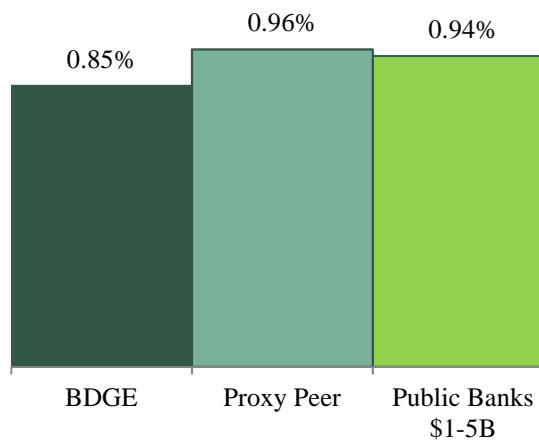
Non-Interest Expenses to Average Assets



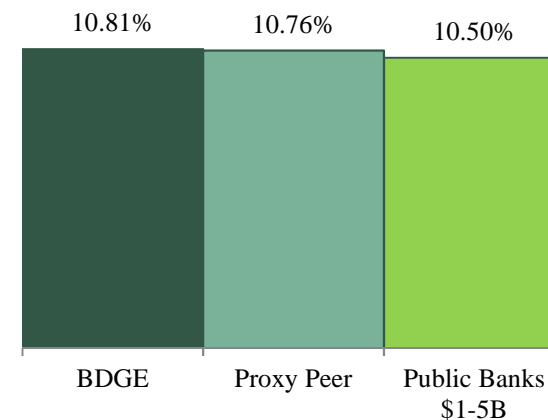
Provision for Loan Losses to Average Assets



Return on Average Assets

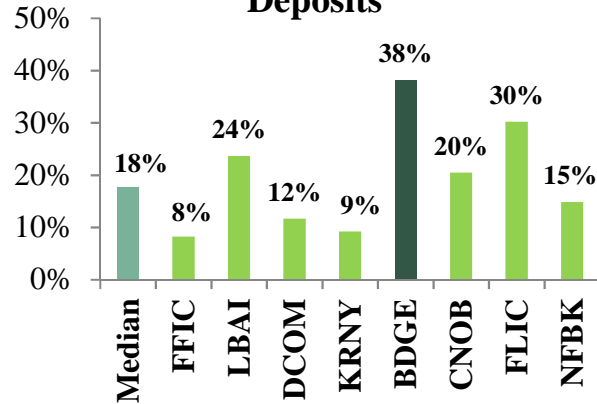


Return on Average TCE

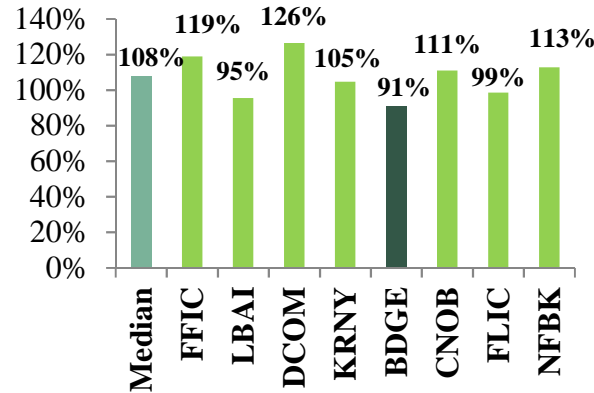


NYC MSA Deposit Analysis

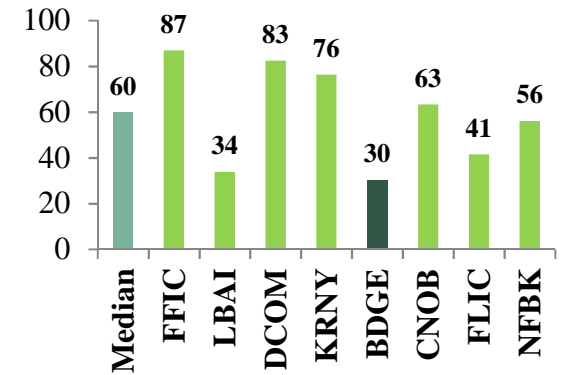
Noninterest Demand/ Deposits



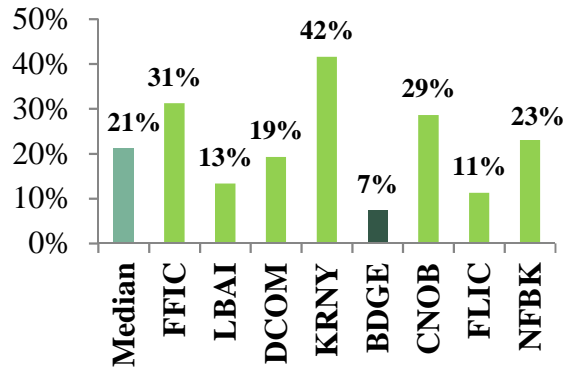
Loans/ Deposits



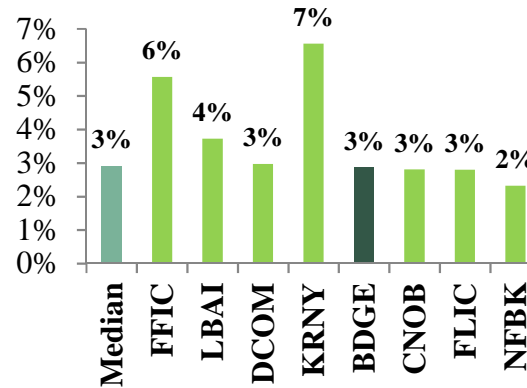
Cost of Deposits (bps)



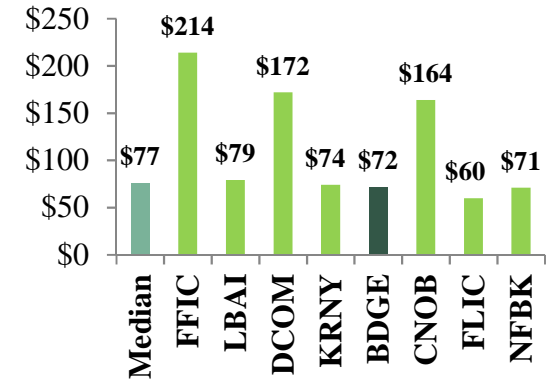
CDs/ Deposits



Jumbo CDs/ Deposits (%)



Avg Branch Size



Source: SNL Financial. Data as of Q2 2017








KEY

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

KRNY - Kearny Financial Corp.
 BDGE - Bridgehampton National Bank
 CNOB - ConnectOne Bancorp, Inc.

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

Strategic Objectives

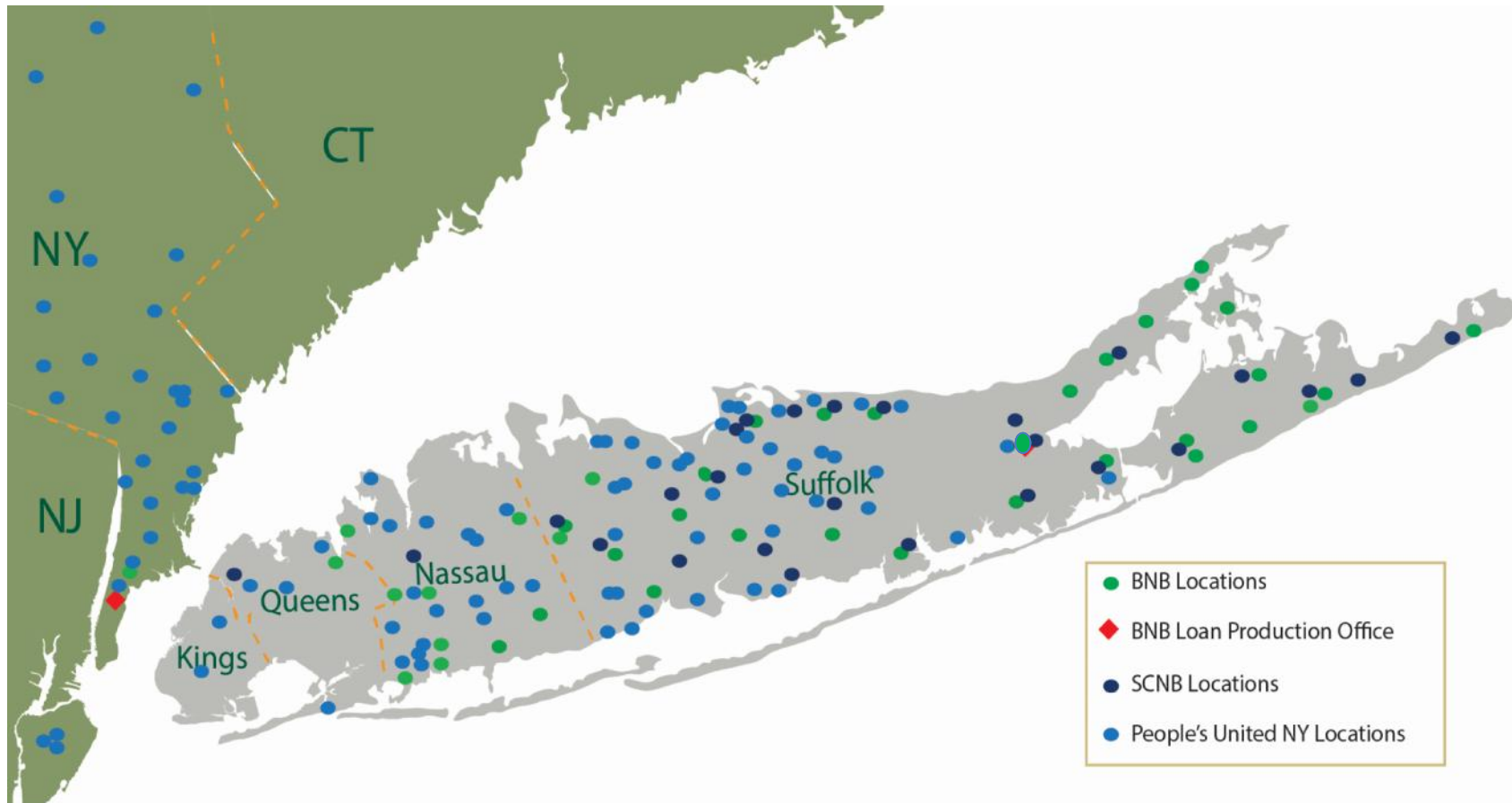
-  **Be the Preeminent Community Bank in Our Marketplace**
-  **Grow the Expanded Franchise**
-  **Attract, Retain and Develop Talented Bankers**
-  **Maximize the Efficiencies of Our Systems and Processes**
-  **Identify & Execute Market Opportunities**

“Execute Our Mission & Deliver Results”

Challenges

- 🚢 **Burdensome & Inconsistent Regulatory Environment**
Straining In-House Resources
- 🚢 **Interest Rates Remain at Low Levels**
No Certainty in the Shape of The Yield Curve
- 🚢 **Non-Bank Entities – FinTech & Credit Unions**
Not Held to Same Standards
- 🚢 **Out of Market Players Entering Our Markets**
Increasing Choices for Customers
- 🚢 **Ongoing & Deliberate Cyber Threats**
Adding Multiple Layers of Security and Cost

Execute on Opportunities



- 🏠 16 In-Market Competitor Locations Closing - ~1.2B in deposits
- 🏠 Deposits up 11% YoY in Competing Markets
- 🏠 Opened Riverhead, Astoria

Opportunities/Initiatives

Rationalize Branch Footprint

*Close underperforming/redundant branches
Opened Riverhead, East Moriches & Astoria*

Adopt New Regulatory Partner

Change From National to State Charter – expected 4Q 2017

Develop In-house Talent

Job Shadowing, Career Expos, Talent Manager

Attract Well Known & Respected Bankers

Astoria Commercial Banking Chief

Streamline Operations

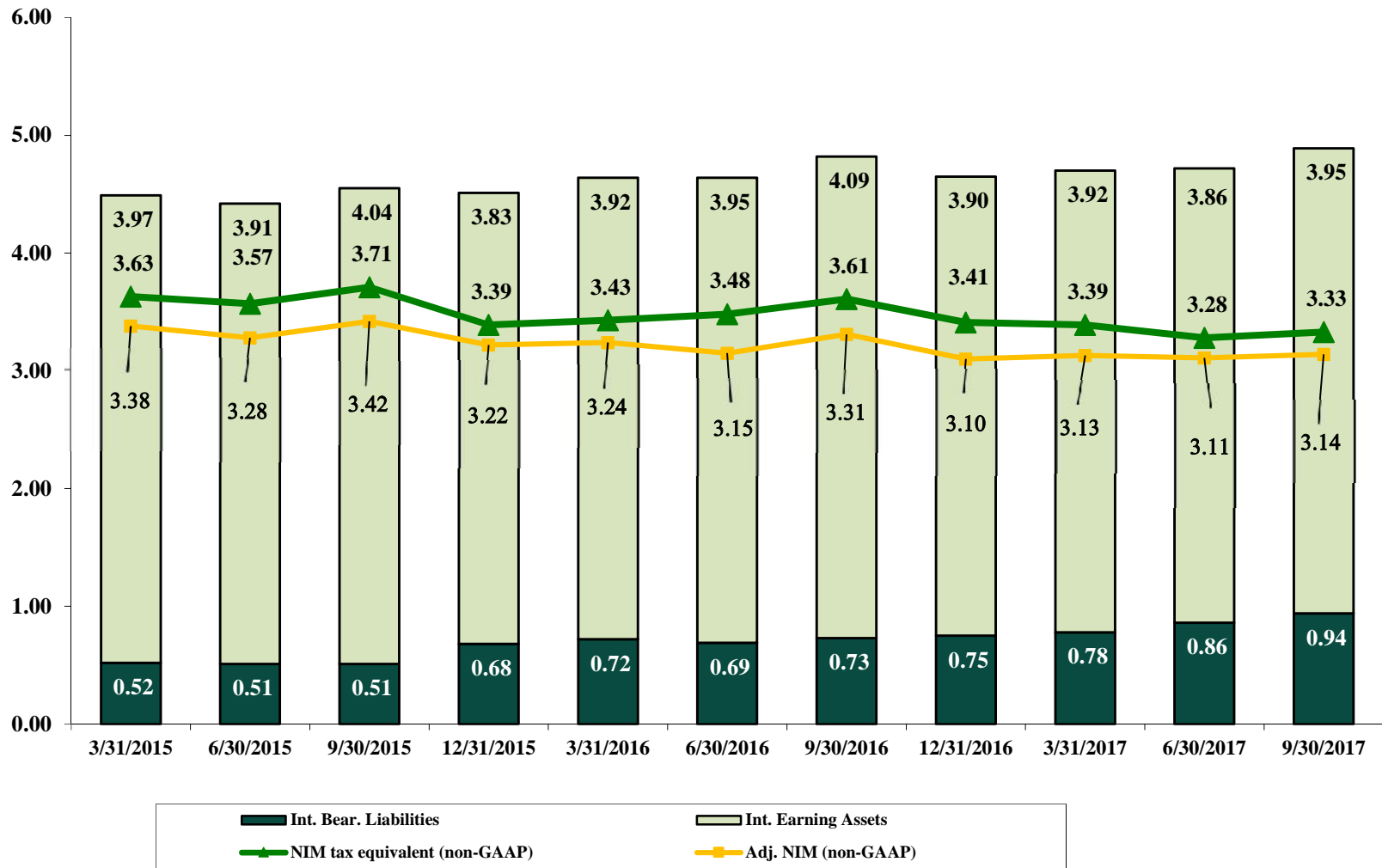
Investment in Technology

Remain Committed to Customer/Banker Partnership

IRR Strategies

(\$ in 000's)	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>Q3 2017</u>
 Macro Swaps	\$75,000	\$125,000	\$175,000	\$290,000
 Loan Swaps	\$11,175	\$ 56,328	\$ 62,472	\$80,939
 O/N Borrowings as percent of assets (avg.)	6.09%	5.52%	6.85%	1.89%
 Portfolio E-DUR	3.99 years	4.45 years	3.73 years	3.17 years

Quarterly Net Interest Margin

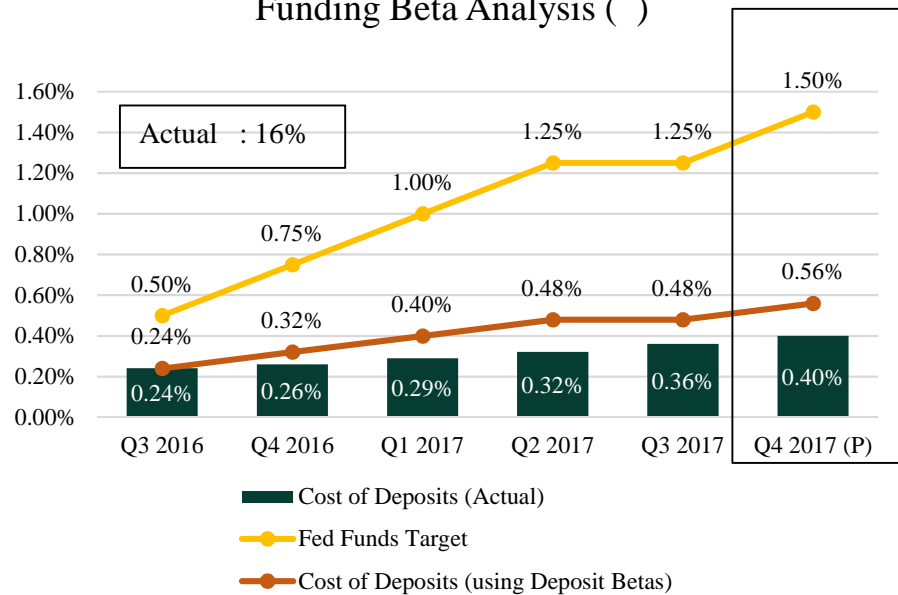


Exposure to Interest Rate Risk

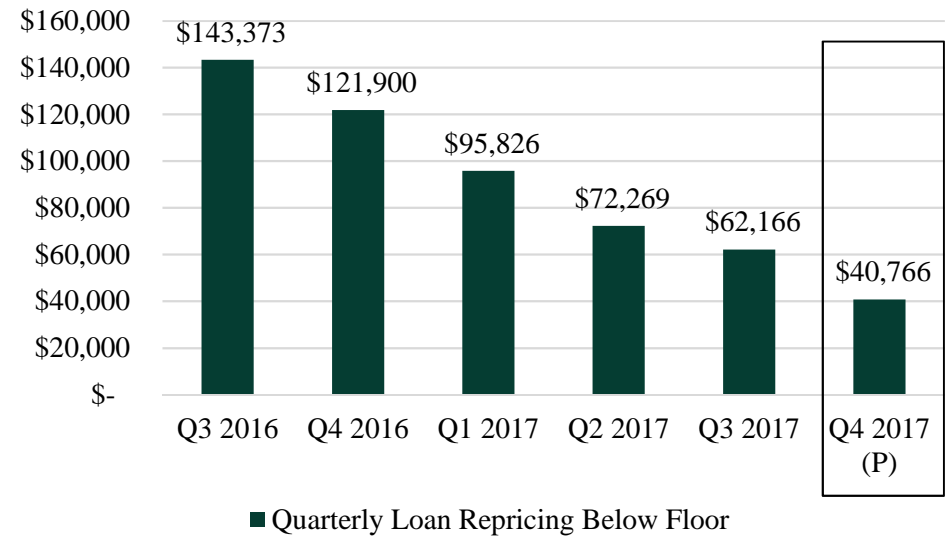
Interest Rate Risk	<u>9/30/2017</u>	<u>6/30/2017</u>	<u>9/30/2016</u>
Earnings at Risk (Max.)			
Pct (%) Change in Net Interest Income with +200 bps ramp (12 Mths)			
Year 1 NII (% Change from Year 1 – Base) Up 200 BP	-4.8%	-5.2%	-4.7%
Year 2 NII (% Change from Year 1 – Base) Up 200 BP	0.1%	-1.8%	-3.4%

Interest Rate Analysis

Funding Beta Analysis ()



Loan Repricing Analysis (\$000)



Summary

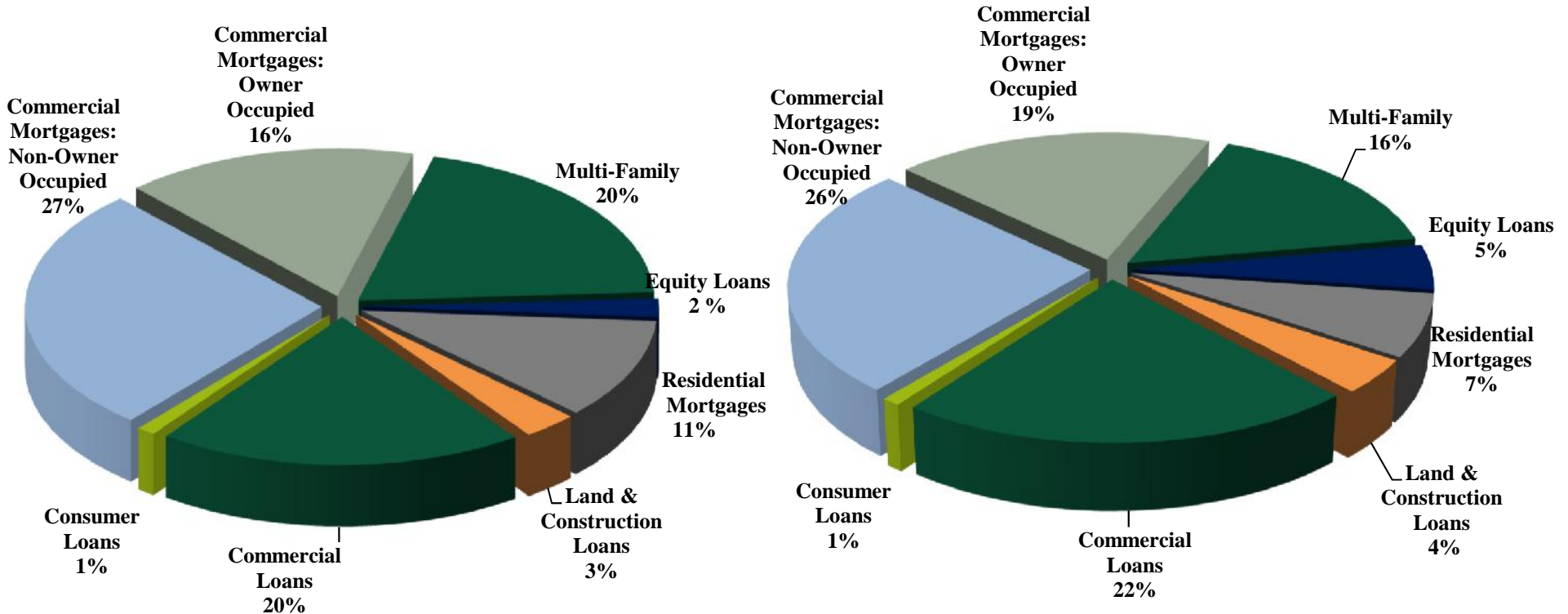
- 🚢 **Strong & Consistent Financial Performance**
- 🚢 **Outstanding Asset Quality and Balance Sheet Flexibility**
- 🚢 **Superior Franchise Growth with Compelling Opportunities**
- 🚢 **Well-Positioned in Economically Attractive Markets**
- 🚢 **Experienced Management Team and Board of Directors**
- 🚢 **Clear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

Appendix

Diversified Loan Composition

As of September 30, 2017

As of June 30, 2014



\$2.9 Billion in Total Loans as of September 30, 2017 with a YTD Average Yield of 4.57%

Taxi Medallions

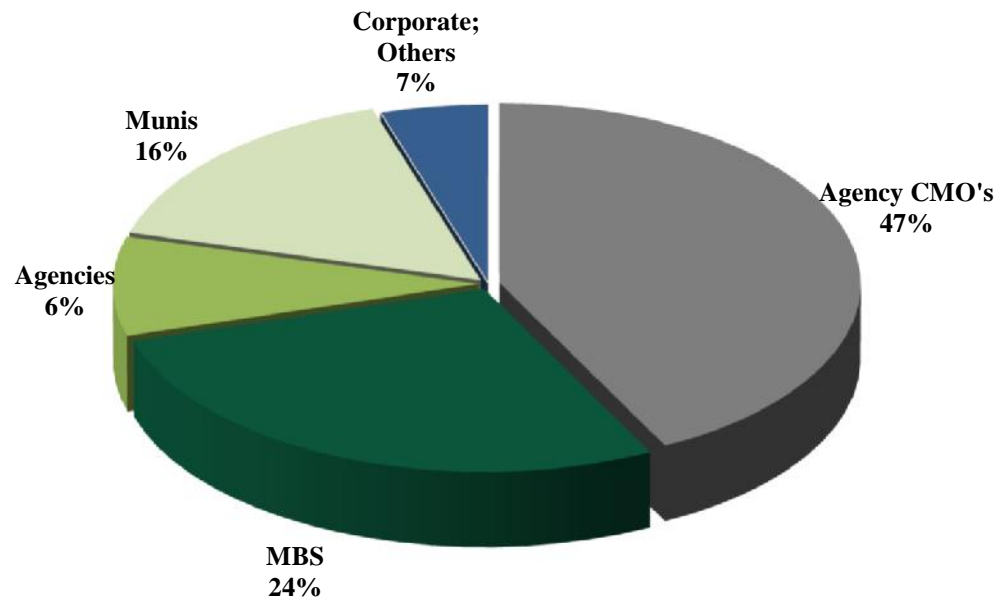
- **Total exposure of \$25.8 million is exclusively first lien direct obligations of medallion owners, with 99% to fleet medallion owners representing 0.88% of total loans and 5.85% of the bank's total capital**
- **No new originations planned and we anticipate our exposure and concentration levels to decline further through amortization, pay-downs and total loan portfolio growth**
- **Only NYC-Yellow Taxi medallions; All loans carry personal guarantees and are current as of September 30, 2017 except for 1 loan due to death of owner (4.70% of portfolio)**
- **There are four loans, representing 17% of the portfolio, coming due in December 2017. We are presently negotiating extensions with principal reductions**

Asset Quality Ratios


	ALLL/Total Loans*	Past Due & NPLs/Total Loans	NPLs/Total Loans	YTD Net Loan Losses/ Avg Total Loans**	ALLL/NPLs
<u>Historical</u>					
09/30/2016	1.19%	0.27%	0.08%	0.03%	1185%
12/31/2016	1.23%	0.17%	0.05%	0.02%	2087%
03/31/2017	1.22%	0.26%	0.05%	0.01%	2118%
06/30/2017	1.17%	0.36%	0.10%	0.01%	1029%
09/30/2017	1.17%	0.47%	0.26%	0.01%	393%
6/30/2017 Peer Group	0.86%	0.80%	0.69%	0.04%	132%

Conservative Securities Portfolio

September 30, 2017



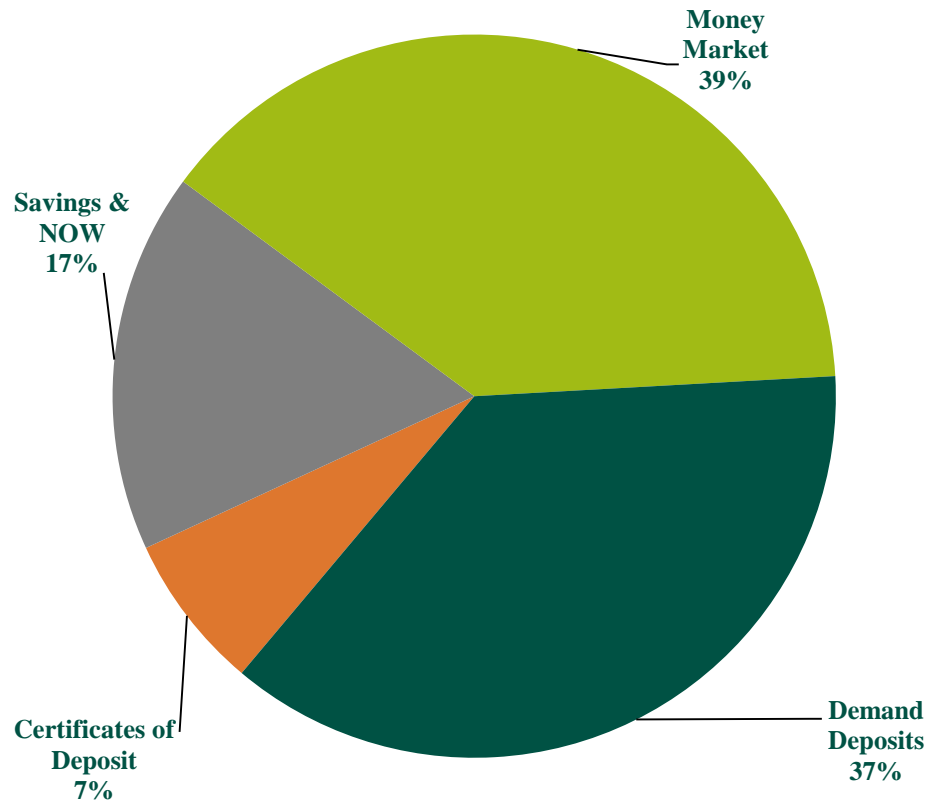
 **\$982 Million in Securities**

 **Exceptional Credit Quality with 81% Guaranteed by the U.S. Government**

 **Effective Portfolio Duration is 3.17 Years**

Deposit Profile

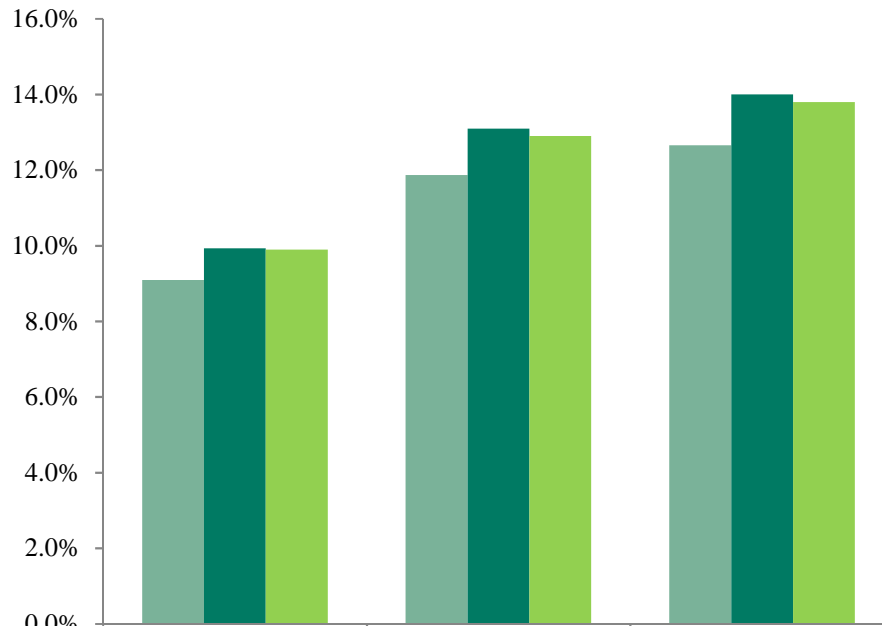
As of September 30, 2017



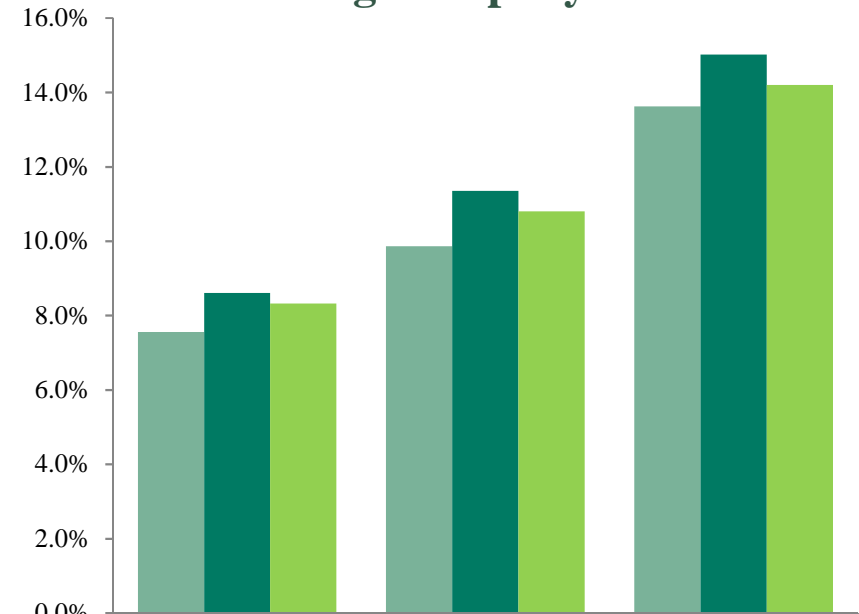
- 🏦 **\$3.2 billion in Deposits, Average Cost of 36 bps**
- 🏦 **10 Year Annualized Growth of 18%**
- 🏦 **Branch Managers Well Known in The Community**
- 🏦 **Lowest Cost of Funds of Peers**

Capital Overview

Bank Level



Holding Company Level



	Tier 1 Leverage	Tier 1 RBC	TRBC
12/31/2015	9.1%	11.9%	12.7%
12/31/2016	9.9%	13.1%	14.0%
9/30/2017	9.9%	12.9%	13.8%

	Tier 1 Leverage	Tier 1 RBC	TRBC
12/31/2015	7.6%	9.9%	13.6%
12/31/2016	8.6%	11.4%	15.0%
9/30/2017	8.3%	10.8%	14.2%

- ***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

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2017	2016	2017	2016
Adjusted net interest margin				
Net interest income - As Reported	\$ 32,345	\$ 30,684	\$ 93,599	\$ 90,706
Tax equivalent adjustment	339	336	1,034	986
Net interest income, tax-equivalent basis (non-GAAP)	\$ 32,684	\$ 31,020	\$ 94,633	\$ 91,692
Adjustment:				
Less: Accretion income on acquired loans	(1,738)	(2,380)	(5,486)	(6,471)
Adjusted net interest income, tax-equivalent basis (non-GAAP)	\$ 30,946	\$ 28,640	\$ 89,147	\$ 85,221
Average interest earning assets - As Reported	\$ 3,894,829	\$ 3,417,827	\$ 3,794,145	\$ 3,490,267
Adjustment:				
Average purchase accounting adjustments on acquired loans	16,077	23,850	17,527	25,787
Adjusted average interest earning assets (non-GAAP)	\$ 3,910,906	\$ 3,441,677	\$ 3,811,672	\$ 3,516,054
Net interest margin - As Reported (1)	3.29%	3.57%	3.30%	3.47%
Tax equivalent adjustment	0.04%	0.04%	0.03%	0.04%
Net interest margin, tax-equivalent basis (non-GAAP) (2)	3.33%	3.61%	3.33%	3.51%
Adjustment:				
Purchase accounting adjustments on acquired loans	-0.19%	-0.30%	-0.20%	-0.27%
Adjusted net interest margin (non-GAAP) (3)	3.14%	3.31%	3.13%	3.24%

(1) Net interest margin represents net interest income divided by average interest earning assets.

(2) Net interest margin, tax equivalent basis represents net interest income on a tax equivalent basis divided by average interest earning assets.

(3) Adjusted net interest margin represents adjusted net interest income, tax equivalent basis divided by adjusted average interest earning assets.

Proxy Peer Group

<u>Company Name</u>	<u>Ticker</u>	<u>Location</u>	<u>Total Assets 9/30/2017</u>
TowneBank	TOWN	Portsmouth, VA	8,614,794
Eagle Bancorp Inc	EGBN	Bethesda, MD	7,393,656
WSFS Financial Corp.	WSFS	Wilmington, DE	6,875,344
Brookline Bancorp Inc.	BRKL	Boston, MA	6,686,284
Dime Community Bancshares Inc.	DCOM	Brooklyn, NY	6,444,429
Flushing Financial Corp.	FFIC	Uniondale, NY	6,285,236
Lakeland Bancorp	LBAI	Oak Ridge, NJ	5,399,481
OceanFirst Financial Corp.	OCFC	Toms River, NJ	5,383,912
Sandy Spring Bancorp Inc.	SASR	Olney, MD	5,334,788
Meridian Bancorp Inc.	EBSB	Peabody, MA	5,086,414
ConnectOne Bancorp, Inc.	CNOB	Englewood Cliffs, NJ	4,844,755
Century Bancorp Inc.	CNBKA	Medford, MA	4,558,072
Washington Trust Bancorp Inc.	WASH	Westerly, RI	4,469,230
Univest Corp. of Pennsylvania	UVSP	Souderton, PA	4,417,363
Peapack-Gladstone Financial	PGC	Bedminster, NJ	4,176,332
Oritani Financial Corp.	ORIT	Township of Washington, NJ	4,119,608
First of Long Island Corp.*	FLIC	Glen Head, NY	3,705,294
Bryn Mawr Bank Corp.	BMTC	Bryn Mawr, PA	3,476,821
Enterprise Bancorp Inc.	EBTC	Lowell, MA	2,725,472
Hingham Instit. for Savings	HIFS	Hingham, MA	2,214,940