## NewAlliance Bancshares

Fourth Quarter and Year End 2009 Results

## Disclaimer \& Forward-Looking Statements

Statements in this document and presented orally at the conference, if any, concerning future results, performance, expectations or intentions are forward-looking statements. Actual results, performance or developments may differ materially from forward-looking statements as a result of known or unknown risks, uncertainties and other factors, including those identified from time to time in the Company's filings with the Securities and Exchange Commission, press releases and other communications. Actual results also may differ based on the Company's ability to successfully maintain and integrate customers from acquisitions.
The Company intends any forward-looking statements to be covered by the Litigation Reform Act of 1995 and is including this statement for purposes of said safe harbor provisions. Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date of this presentation. Except as required by applicable law or regulation, the Company undertakes no obligation to update any forward-looking statements to reflect events or circumstances that occur after the date as of which such statements are made.

The Company's capital strategy includes deployment of excess capital through acquisitions. The Company's results reported above reflect the impact of acquisitions completed within the periods reported. Past and future acquisitions are expected to continue to impact the Company's results in future periods.

## $4^{\text {th }}$ Quarter Highlights

## Continued revenue growth and improved loan quality drive increased earnings

<Operating Net Income of $\$ 12.1$ million, or $\$ 0.12$ per share, a $26 \%$ improvement over prior year.
< Revenue growth of $11 \%$ from a year ago driven by:
4 Strong Core Deposit growth, up 32.5\%from 4Q 2008
4 Continued expansion of net interest margin
4 Loan originations up 56\%from 4Q 2008
4 Core fee income up 5\%from 4Q 2008
< Lower level of charge-offs drove reduced provision
< Strong capital position maintained

## 2009 Highlights

## NewAlliance distanced itself from peers in organic revenue growth, earnings momentum and credit quality

4 Grew deposit market share at $12.5 \%$ surpassing regional and national competitors*

4 EPS \$0.47 per share - excluding one-time FDIC charge, EPS of \$0.49, up 9\%

Robust revenue growth of 7\%YoY from balanced sources:
<Core deposit growth of $32.5 \%$ YoY
< Loan originations up 15\%YoY
4 Maintained flat expenses (excluding FDIC special assessment and a one-time retirement payment) while investing in future growth
< Continued to outperform peers on credit quality
*FDIC data 6/ 08 to 6/ 09

## Strong Business Momentum

## Revenue



## Quarterly Trend

人 Net interest income before provision + 3.4\% linked quarter
^ Net interest income before provision + 12.0\% vs prior year
A Core non-interest income $+5 \%$ vs prior year
^ Core non-interest income - $5 \%$ vs. linked quarter due to lower Investment/Trust fees

## Full Year

^ 7\% improvement in total revenue
人 Net interest income + 7\%
^ Non-interest income $+6 \%$

## 2009 Deposit Growth



## Interest Expense Drivers

## Cost of Deposits *

## Down 92 Basis Points

## Cost of Deposits

人 Continue to reduce cost of deposits
1 Down 92 basis points from end of year 2008

- Down 15 basis points from linked quarter


## Cost of Borrowing * Down 28 Basis Points

## Cost of Borrowing

人 Down 28 basis points from end of year 2009
^ Down 5 basis points from linked quarter
^ Continue to pay down higher rate FHLBB

[^0]
## Continued Expansion of NM



## Loan Originations / Portfolio

## Quarterly Trend



## $4^{\text {th }}$ Quarter Originations

A Loan originations totaled $\$ 338 \mathrm{M}$ for the quarter
^ Up $56 \%$ vs. prior year quarter
人 Linked quarter down due to seasonality

## Full Year



## Organic originations outpace 2008

人 Loan originations totaled $\$ 1.5$ B for the year
^ Up 15\% vs. prior year
^ 1 billion originated in residential loans

## Loan Balances


^ Lower outstanding vs. prior year primarily attributable to run-off in purchased residential portfolio - \$205MM
人 Continued growth in commercial real estate portfolio

## Ageressively Managed Credit Quality

## Credit Quality Trends - NAL vs. Peers

Peer Delinquency Rates (30 day +)* September 30, 2009

|  | All National | $7.13 \%$ |
| :--- | :--- | :--- |
|  | All CT | $3.30 \%$ |
| - | All MA | $2.29 \%$ |
| $\boldsymbol{A}$ | NewAlliance | $1.54 \%$ |

NPL's/Total Loans


## Credit Quality

A Total delinquencies - 1.54\%(at 12/31/09)
^ Delinquencies continue to track well below the state and national average

## Non-Performing Loans

4 Slight increase of 4 bps linked quarter
人 Provision of $\$ 3.5$ million for quarter
人 Reserve of $\$ 52.5$ million (12/31/09)

## Total Loan Portfolio

December 31, 2009


## Residential / Home Equity Portfolio

## December 31, 2009

## Residential Mortgage Portfolio \$2.4 billion



| Percent of total loans: | $50 \%$ |
| :--- | ---: |
| \& Total delinquencies | $1.96 \%$ |
| \& Net credit losses | $0.15 \%$ |
| \& Updated FICO | 748 |
| \& Updated LTV | $59 \%$ |

Home Equity Portfolio \$706 million


Percent of total loans: 15\%
4 Total delinquencies 0.69\%
« Net credit losses 0.06\%
4 Updated FICO 748
4 Updated CLTV 65\%
$\triangleleft$ Line utilization 49\%

## Total CRE Portfolio

## Total CRE Portfolio <br> \$1.2 billion


$\square$ Permanent CRE $\square$ Construction to Permanent $\square$ Residential Development

## Permanent CRE Portfolio \$1.1 billion


«Total delinquencies 0.66\%
\& Non-performing loans 0.56\%
< Net credit losses
0.25\%

## C\&I Portfolio

## Total C\&I Portfolio \$411 Million



Percent of total loans

- Total delinquencies 2.35\%
$\downarrow$ Net credit losses .87\%

C\&I TermGov't Guar.Certif.
$\square$ SBACash Reserve LoansCML Leases
$\square$ Revolving

## CML By NAICS Code

|  | $\%$ |  | $\%$ |  | $\%$ |
| :--- | :---: | :--- | :--- | :--- | :---: |
| Manufacturing | $17 \%$ | Condominium Associations | $7 \%$ | Finance \& Insurance | $3 \%$ |
| Construction | $13 \%$ | Professional, Scientific \& Technical Srvcs | $7 \%$ | Educational Services | $2 \%$ |
| Wholesale Trade | $8 \%$ | Health Care \& Social Assistance | $6 \%$ | Administrative, Support \& Waste Mgmt | $2 \%$ |
| Retail Trade | $8 \%$ | Transportation \& Warehouse | $3 \%$ | Accommodation \& Food Services | $2 \%$ |
| Real Estate, rental \& Leasing | $8 \%$ | Arts, Entertainment \& Recreation | $3 \%$ | Other Services | $10 \%$ |

## Residential Development Portfolio Snapshot

## December 31, 2009

| Total portfolio: | \$29.3 million |
| :--- | ---: |
| Percent of total loans: | $0.62 \%$ |
| \& Total delinquencies | $8.41 \%$ |
| \& Net credit losses | $0.64 \%$ |
| \& Total condo |  |
| portfolio |  |$\quad \$ 11.5$ million

## Quarterly Net Charge-offis by Category

December 31, 2009

| (\$'s in thousands) |  | Q4 2009 Net <br> Charge-offs | Q4 2009 <br> $\%$ |
| :--- | ---: | ---: | ---: |
| Residential Mortgages | $2,396,303$ | 883 | 0.15 |
| Consumer Loans | 721,281 | 213 | 0.12 |
| C\&I | 409,149 | 890 | 0.87 |
| ABL | 2,062 | - | - |
| Commercial Real Estate | $1,100,882$ | 691 | 0.25 |
| (Permanent) |  |  |  |
| Commercial Construction | 103,117 | - | - |
| Residential Development | 29,251 |  | 47 |
| Total | $4,762,045$ |  | 0.64 |


| Q3 2009 <br> $\%$ | Q4 2008 <br> $\%$ |
| ---: | ---: |
| 0.16 | 0.07 |
| 0.25 | 0.12 |
| 2.78 | 0.51 |
| - | - |
| $(0.05)$ | - |
|  |  |
| 11.80 | 14.95 |
| $\mathbf{0 . 4 3}$ | $\mathbf{0 . 2 5}$ |

## Robust Capital

Tier 1 Risk Based Ratio


## Robust Capital Levels

^ No participation in TARP

- Excellent ratios

人 $\$ 2.6$ billion investment portfolio

Tangible Capital Equity Ratio


## Poised to Grow

人 Expanded lines of business to include Asset Based Lending
1 Filed a shelf registration 10/27/09
^ Focused M\&A strategy

## Closing Remarks

2009 characterized by healthy organic growth with an eye to future expansion
< Robust growth in core deposits and market share
< Significant reduction in deposit costs
< Material expansion of loan originations
< Flat expenses while funding investments in management team and Asset Based Lending
< Superior credit quality
<Consistent revenue and earnings growth

## 2010 Outlook

NewAlliance is well poised to continue growing revenue and earnings
< Customer and core deposit growth
< NIM expansion
< Moderate loan growth
< Moderate core fee income growth
4 Expense control with targeted investments
< Cautious optimism regarding credit quality

## Appendix

## Quarterly Statement of Income

| (\$'s in millions) | Q4 2009 | Q3 2009 | Q4 2008 |
| :--- | ---: | ---: | ---: |
| Net Interest Income | 53.5 | 51.8 | 47.8 |
| Provision for Loan Loss | 3.5 | 5.4 | 3.8 |
| Non-Interest Income | 13.2 | 16.4 | 12.3 |
| Non-Interest Expense | 45.2 | 42.2 | 41.6 |
| Income Before Taxes | 18.1 | 20.5 | 14.7 |
| Net Income | $\mathbf{1 2 . 1}$ | $\mathbf{1 2 . 6}$ | $\mathbf{9 . 6}$ |
| Earnings Per Share | $\mathbf{0 . 1 2}$ | $\mathbf{0 . 1 3}$ | $\mathbf{0 . 1 0}$ |


| vs. Q3 2009 |  |
| :---: | :---: |
| $\$$ | $\%$ |
| 1.7 | 3.3 |
| $(1.9)$ | $(35.2)$ |
| $(3.2)$ | $(19.5)$ |
| 3.0 | 7.1 |
| $(2.4)$ | $(11.7)$ |
| $(\mathbf{0 . 5})$ | $(4.0)$ |
| $\mathbf{( 0 . 0 1 )}$ | $\mathbf{( 7 . 7 )}$ |


| vs. Q4 2008 |  |
| :---: | :---: |
| $\$$ | $\%$ |
| 5.7 | 11.9 |
| $(0.3)$ | $(7.9)$ |
| 0.9 | 7.3 |
| 3.6 | 8.7 |
| 3.4 | 23.1 |
| 2.5 | $\mathbf{2 6 . 0}$ |
| $\mathbf{0 . 0 2}$ | $\mathbf{2 0 . 0}$ |

[^1]
## Net Interest Margin

|  | 4Q 09 | $\mathbf{3 Q} 09$ | $\mathbf{4 Q} 08$ |
| :--- | :---: | :---: | :---: |
| Yield on Loans | $5.21 \%$ | $5.25 \%$ | $5.63 \%$ |
| Yield on Investments | $4.03 \%$ | $4.10 \%$ | $4.78 \%$ |
| Yield on Interest Earning Assets | $4.77 \%$ | $4.83 \%$ | $5.35 \%$ |
| Cost of Deposits | $1.57 \%$ | $1.73 \%$ | $2.57 \%$ |
| Cost of Borrowings | $4.00 \%$ | $4.08 \%$ | $4.30 \%$ |
| Cost of Interest Bearing Liabilities | $2.31 \%$ | $2.49 \%$ | $3.22 \%$ |
| Net Interest Margin | $\mathbf{2 . 8 2 \%}$ | $\mathbf{2 . 7 1 \%}$ | $\mathbf{2 . 5 9 \%}$ |

## Non-interest Income

| (\$'s in thousands) | Q4 2009 | Q3 2009 | Q4 2008 | vs. Q3 2009 |  | vs. Q4 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | \% | \$ | \% |
| Deposit service charge | 7,176 | 7,270 | 6,788 | (94) | (1.3) | 388 | 5.7 |
| Loan and servicing fees | 321 | 322 | (3) |  | (0.3) | 324 | na |
| Trust fees | 1,571 | 1,569 | 1,367 | 2 | 0.1 | 204 | 14.9 |
| Investment management brokerage and insurance | 1,208 | 1,700 | 1,646 | (492) | (28.9) | (438) | (26.6) |
| Bank owned life insurance | 896 | 882 | 953 | 14 | 1.6 | (57) | (6.0) |
| Net Security Gains | 404 | 2,029 | 833 | $(1,625)$ | (80.1) | (429) | (51.5) |
| Mortgage origination activity \& Ioan sale income | 818 | 1,268 | 209 | (450) | (35.5) | 609 | 291.4 |
| Other non-interest income | 849 | 1,409 | 513 | (560) | (39.7) | 336 | 65.5 |
| Total Non Interest Income | 13,243 | 16,449 | 12,306 | $(3,206)$ | (19.5) | 937 | 7.6 |
| Total non-interest income ex sec. gains | 12,839 | 14,420 | 11,473 | $(1,581)$ | (11.0) | 1,366 | 11.9 |

**Totals and percentages may differ slightly due to rounding.

## Non-interest Expense

| (\$'s in thousands) | Q4 2009 | Q3 2009 | Q4 2008 |
| :--- | ---: | ---: | ---: |
| Salaries and Benefits | 24,365 | 22,443 | 22,710 |
| Occupancy and equipment | 5,977 | 5,706 | 6,047 |
| Outside Services / Advertising | 7,193 | 6,648 | 6,468 |
| FDIC Insurance premium | 1,761 | 1,880 | 177 |
| Other | 5,889 | 5,565 | 6,241 |
| Total non-interest Expense | 45,185 | 42,242 | 41,643 |


| vs. Q3 2009 |  |
| :---: | ---: |
| \$ | \% |
| 1,922 | 8.6 |
| 271 | 4.7 |
| 545 | 8.2 |
| $(119)$ | $(6.3)$ |
| 324 | 5.8 |
| 2,943 | 7.0 |


| vs. Q4 2008 |  |
| ---: | ---: |
| $\$$ | $\%$ |
| 1,655 | 7.3 |
| $(70)$ | $(1.2)$ |
| 725 | 11.2 |
| 1,584 | 894.9 |
| $(352)$ | $(5.6)$ |
| 3,542 | 8.5 |

[^2]
## Residential Mortgaga FICO/LTV/Volume Matrix

December 31, 2009


## Residential Portfolio FICO Score Distribution

December 31, 2009


FICO scores updated quarterly

## Delinquencies \& Charge offs

| (\$'s in millions) | Q4 2009 | Q3 2009 | Q4 2008 | vs. Q3 2009 |  | vs. Q4 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ | \% | \$ | \% |
| Total Delinquencies | 73.2 | 69.7 | 60.8 | 3.5 | 5.0 | 12.4 | 20.4 |
| (30 days + ) as \% of total loans | 1.54 | 1.45 | 1.22 |  | 0.09 |  | 0.32 |
| Non Performing Loans | 50.5 | 49.1 | 38.3 | 1.4 | 2.9 | 12.2 | 31.9 |
| (as \% of total loans) | 1.06 | 1.02 | 0.77 |  | 0.04 |  | 0.29 |
| Net Charge Offs | 2.7 | 5.2 | 3.1 | (2.5) | (48.1) | (0.4) | (12.9) |
|  | 23 bps | 43 bps | 25 bps |  |  |  |  |

## Provision For Loan Losses

| (\$'s in millions) | Q4 2009 | Q3 2009 | Q4 2008 | vs. Q3 2009 |  | vs. Q4 2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ | \% | \$ | \% |
| Provision for loan losses | \$ 3.5 | \$ 5.4 | \$ 3.8 | (1.9) | (35.2) | (0.3) | (7.9) |
| Reserves | \$ 52.5 | \$ 51.7 | \$ 49.9 | 0.8 | 1.5 | 2.6 | 5.2 |
| Reserves as \% total loans | 1.10 | 1.08 | 1.01 |  | 0.02 |  | 0.09 |

## Investment Portfolio

## December 31, 2009

## Total Fixed Income Portfolio: \$2.62 billion




[^0]:    * Rates represent month averages

[^1]:    **Totals and percentages may differ slightly due to rounding.

[^2]:    **Totals and percentages may differ slightly due to rounding.

