Luther Burbank® | Corporation

Investor Presentation

March 31, 2022

Simone Lagomarsino
President & Chief Executive Officer

Laura Tarantino
Executive Vice President & Chief Financial Officer

Forward-Looking Statement

This communication contains a number of forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect our current views with respect to, among other things, future events and our results of operations, financial condition and financial performance. All statements contained in this communication that are not clearly historical in nature are forward-looking, and the words such as "anticipate," "believe," “continue,” "could," "estimate," "expect," “impact,” "intend," "seek," "may," "outlook," "plan," "potential," "predict," "project," "should," "will," "would" and similar terms and phrases are generally intended to identify forward-looking statements. These forward-looking statements are not historical facts, and are based on current expectations, estimates and projections about our industry, management’s beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond our control. Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict. Although we believe that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. Risk factors include, without limitation, the “Risk Factors” referenced in our Annual Report on Form 10-K for the year ended December 31, 2021 and other reports we file with the Securities and Exchange Commission (“SEC”). The risks and uncertainties listed from time to time in our reports and documents filed with the SEC include the following factors: challenges and uncertainties regarding the ongoing and dynamic nature of the COVID-19 pandemic, business and economic conditions generally and in the financial services industry, nationally and within our current and future geographic market areas; economic, market, operational, liquidity, credit and interest rate risks associated with our business; the occurrence of significant natural or man-made disasters, including fires, earthquakes, and terrorist acts; public health crisis and pandemics, including the COVID-19 pandemic, and their effects on the economic and business environments in which we operate, including on our credit quality and business operations, as well as the impact on general economic and financial market conditions; our management of risks inherent in our real estate loan portfolio, and the risk of a prolonged downturn in the real estate market; our ability to achieve organic loan and deposit growth and the composition of such growth; the fiscal position of the U.S federal government and the soundness of other financial institutions; changes in consumer spending and savings habits; technological and social media changes; the laws and regulations applicable to our business; increased competition in the financial services industry; changes in the level of our nonperforming assets and charge-offs; uncertainty regarding the future of LIBOR; our involvement from time to time in legal proceedings and examination and remedial actions by regulators; the composition of our management team and our ability to attract and retain key personnel; material weaknesses in our internal control over financial reporting; systems failures or interruptions involving our information technology and telecommunications systems; and potential exposure to fraud, negligence, computer theft and cyber-crime. Luther Burbank Corporation ("LBC", the "Company", "we", "us", or "our") can give no assurance that any goal or expectation set forth in forward-looking statements can be achieved and readers are cautioned not to place undue reliance on such statements. These forward-looking statements are made as of the date of this communication, and the Company does not intend, and assumes no obligation, to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events or circumstances, except as required by law.

Use of Non-GAAP Financial Measures

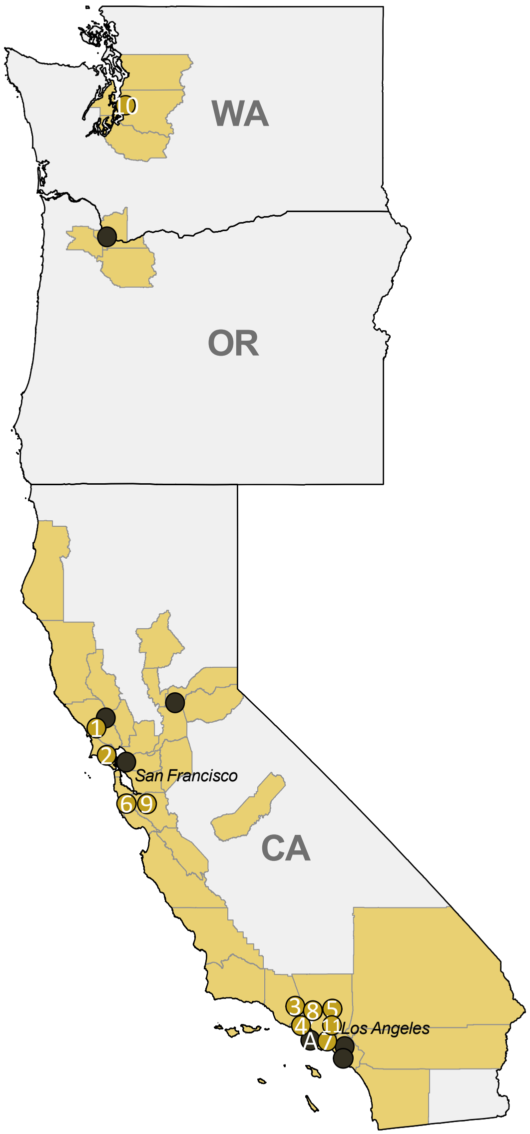
This investor presentation contains certain financial measures that are not measures recognized under U.S. generally accepted accounting principles ("GAAP") and therefore, are considered non-GAAP financial measures. The Company's management uses these non-GAAP financial measures in their analysis of the Company's performance, financial condition and the efficiency of its operations. Management believes that these non-GAAP financial measures provide a greater understanding of ongoing operations and enhance comparability of results with prior periods as well as demonstrate the effects of significant changes in the current period. The Company's management also believes that investors find these non-GAAP financial measures useful as they assist investors in understanding our underlying operating performance and the analysis of ongoing operating trends. However, the non-GAAP financial measures discussed herein should not be considered in isolation or as a substitute for the most directly comparable or other financial measures calculated in accordance with GAAP. Moreover, the manner in which we calculate the non-GAAP financial measures discussed herein may differ from that of other companies reporting measures with similar names. You should understand how such other banking organizations calculate their similar financial measures or with names similar to the non-GAAP financial measures we have discussed herein when comparing such non-GAAP financial measures.

Below is a listing of the non-GAAP financial measures used in this investor presentation.

- Pro forma net income and efficiency ratio, for the year ended December 31, 2020, are provided to reverse the impact of a material non-recurring cost incurred in connection with the prepayment of long-term FHLB borrowings.
- Pro forma items include provision for income taxes, net income, return on average assets, return on average equity and earnings per share. Efficiency ratio is defined as noninterest expenses divided by operating revenue, which is equal to net interest income plus noninterest income.
- Tangible book value and tangible stockholders' equity to tangible assets are non-GAAP measures that exclude the impact of goodwill and are used by the Company's management to evaluate capital adequacy. Because intangible assets such as goodwill vary extensively from company to company, we believe that the presentation of these non-GAAP financial measures allows investors to more easily compare the Company's capital position to other companies.
- Tangible book value per share is defined as tangible stockholders' equity divided by period end shares outstanding.

A reconciliation to these non-GAAP financial measures to the most directly comparable GAAP measures are provided in the appendix to this investor presentation.

Franchise Overview and Financial Highlights



Our Small Network of Large Branches(1)

#	Branch Location	Date Established	Deposits ($mm)
1	Santa Rosa	Oct. 1983	$ 1,111.6
2	San Rafael	Sep. 1996*	583.2
3	Encino	Aug. 2007	503.0
4	Beverly Hills	Jul. 2010	403.4
5	Pasadena	May 2009	365.3
6	Los Altos	Aug. 2000	341.7
7	Long Beach	Jun. 2015	326.8
8	Toluca Lake	Jan. 2008	306.5
9	San Jose	Jun. 2012	142.0
10	Bellevue	Jun. 2018	124.3
11	El Segundo	Jan. 2020	75.0
	Specialty Deposits		1,242.4
	Wholesale Deposits		76.0
A	Corporate Office		1,318.4
	Total Deposits		$ 5,601.2

** Acquisition date*

Branch (11)

Loan Production Office (7)

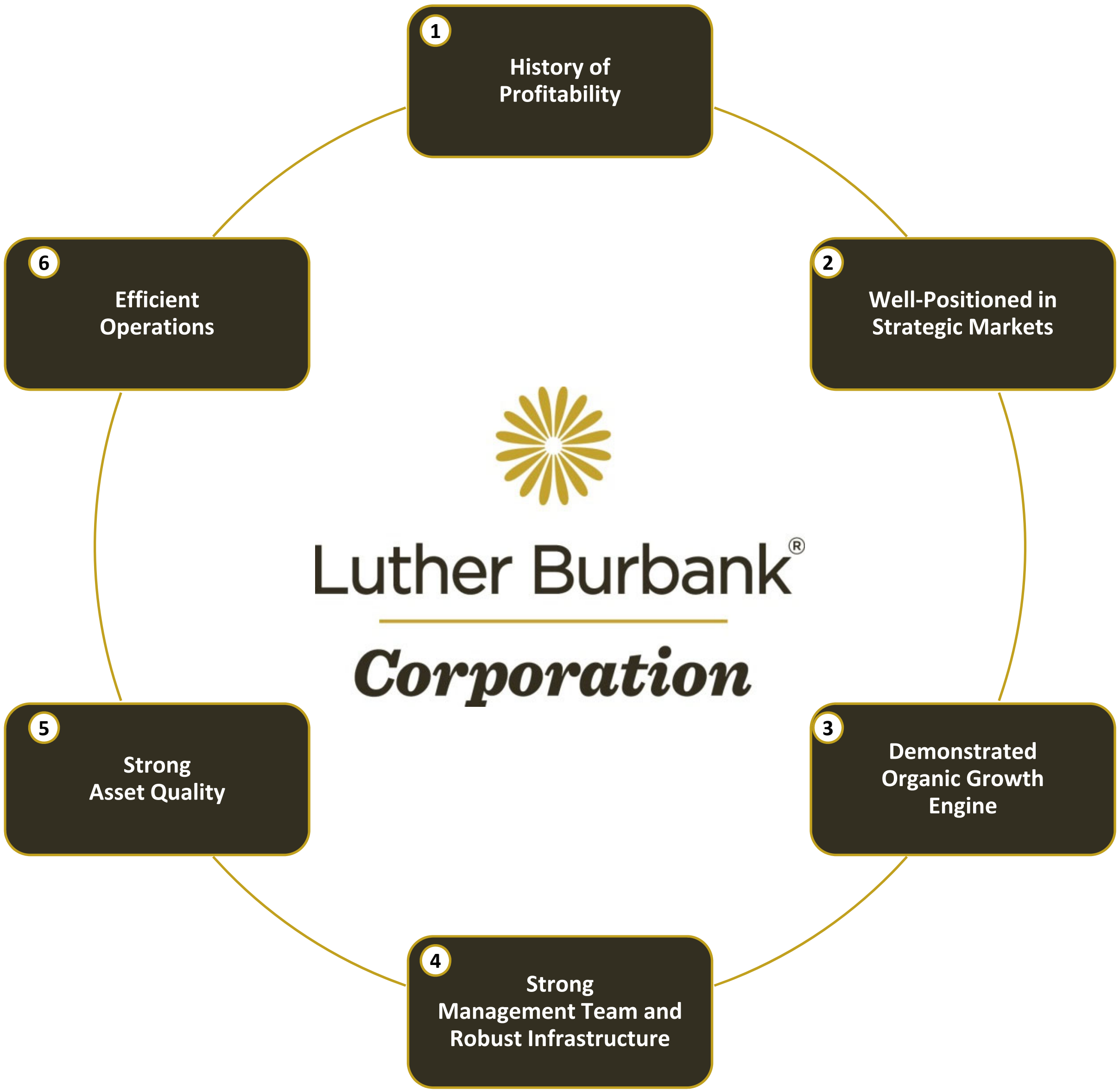
*** Highlighted counties indicate primary lending markets*

Financial Highlights(1)

	Actual
Total Assets ($mm)	$7,261
Total Loans HFI($mm)	$6,366
Total Deposits ($mm)	$5,601
Loans / Deposits	114%
Book Value Per Share	$13.00
Tangible Book Value Per Share	$12.93
Tangible Common Equity / Tang. Assets	9.2%
Leverage Capital Ratio	10.3%
Total Risk-Based Capital Ratio	19.4%
Total CRE Loans(2) / Total Risk-Based Capital	577%
ROAA	1.28%
ROAE	13.60%
Net Interest Margin	2.54%
EPS - Fully Diluted	$0.45
Efficiency Ratio	34.4%
Noninterest Expense / Avg. Assets	0.86%
NPAs / Assets	0.03%
ALLL / Loans HFI	0.52%
Full-Time Employees (FTE)	286

(1) Financial data as of or for the three months ended 3/31/2022. See Non-GAAP Reconciliation in Appendix hereto.
(2) Includes multifamily residential, commercial real estate, and construction loans.

Key Highlights



1. History of Profitability

- Recorded consecutive quarterly profits since our second quarter of operations
- Survived and prospered through numerous economic cycles during our more than 38-year history

2. Well-Positioned in Strategic Markets

- Western United States in supply-constrained markets with strong job growth and limited affordable housing
- Achieve deeper penetration of our lending and deposit gathering operations in our attractive core markets
- Expand into other major metropolitan markets that share key demographic characteristics with our core markets

3. Demonstrated Organic Growth Engine

- **Multifamily:** professional real estate investors focused on investing in stable, cash-flowing assets
- **Single Family:** primary residence, second home or investment property
- **Retail Deposits:** strong base built on a high level of service, competitive rates and our reputation for strength and security

4. Strong Management Team and Robust Infrastructure

- Led by President & CEO Simone Lagomarsino (30+ years of banking experience)
- Invested heavily in people and infrastructure over the last several years

5. Strong Asset Quality

- Our most important focus
- Strict, quality oriented underwriting and credit monitoring processes
- 0.03% NPAs / Total Assets

6. Efficient Operations

- Maintain a small network of large branches ($389 million avg. branch size)
- 34.4% efficiency ratio, 0.86% noninterest expense / average assets and 286 FTEs

Note: Financial data as of or for the three months ended 3/31/2022. See Non-GAAP Reconciliation in Appendix hereto.

Top Multifamily Lenders in the United States

Top 25 Banks by Multifamily Loans

(Dollars in billions)			As of December 31, 2021		Multifamily Loans Change Since (%)		Delinquency	
			Total	Multifamily	September 30,	December 31,	% of	Change Since (bps)
Rank	Institution Name	Headquarters	Assets	Loans	2021	2020	Multifamily(1)	December 31, 2020
1.	JPMorgan Chase & Co.	New York, NY	3,743.6	74.12	1.4	1.1	0.31	(13)
2.	New York Community Bancorp, Inc.	Hicksville, NY	59.5	34.63	5.4	7.3	0.19	17
3.	Wells Fargo & Co.	San Francisco, CA	1,948.1	21.80	24.9	43.3	0.32	1
4.	Signature Bank	New York, NY	118.4	16.07	4.1	6.0	0.24	(79)
5.	First Republic Bank	San Francisco, CA	181.1	15.97	3.6	16.0	0.01	1
6.	Capital One Financial Corporation	McLean, VA	432.4	10.20	(7.0)	(13.1)	1.62	28
7.	Citigroup Inc.	New York, NY	2,291.4	8.39	4.2	(2.8)	0.07	(235)
8.	PNC Financial Services Group, Inc.	Pittsburgh, PA	557.3	8.19	(4.0)	20.0	0.63	(22)
9.	Investors Bancorp Inc.	Boston, MA	159.8	7.89	2.9	10.6	0.88	34
10.	Santander Holdings USA Inc.	New York, NY	163.1	7.55	2.7	(9.8)	1.37	1
11.	MUFG Americas Holding Corp.	Short Hills, NJ	27.8	6.77	(0.5)	(6.1)	0.30	1
12.	KeyCorp	Cleveland, OH	186.5	5.84	14.4	41.7	0.15	(37)
13.	Pacific Premier Bancorp, Inc.	Irvine, CA	21.1	5.48	1.9	5.9	0.02	2
14.	Bank of America Corp.	Charlotte, NC	3,169.5	5.39	11.3	12.2	0.98	75
15.	U.S. Bancorp	Minneapolis, MN	573.3	5.21	16.9	34.3	0.42	4
16.	Valley National Bankcorp	New York, NY	43.4	5.15	0.7	0.0	0.29	0
17.	TD Group US Holdings LLC	Wilmington, DE	524.4	4.70	(1.4)	(1.7)	0.82	11
18.	Truist Financial Corp.	Charlotte, NC	541.2	4.44	(11.3)	(21.1)	0.07	5
19.	CIBC Bancorp USA Inc.	Chicago, IL	65.2	4.32	8.8	16.7	1.87	187
20.	**Luther Burbank Corp.**	**Santa Rosa, CA**	**7.2**	**4.21**	**(0.4)**	**2.6**	**0.01**	**(5)**
21.	Umpqua Holdings Corporation	Portland, OR	30.6	4.10	4.4	20.3	0.00	0
22.	M&T Bank Corp.	Buffalo, NY	155.1	3.88	(6.9)	(15.7)	2.14	173
23.	PacWest Bancorp	Beverly Hills, CA	40.4	3.86	(2.5)	9.0	0.00	(1)
24.	Apple Financial Holdings Inc.	New York, NY	16.1	3.54	3.3	14.6	0.00	0
25.	First Foundation Inc.	Dallas, TX	10.2	3.41	12.4	23.1	0.00	0
	Banking Industry Aggregate(2)			**512.48**	**3.3**	**6.9**	**0.39**	**(11)**

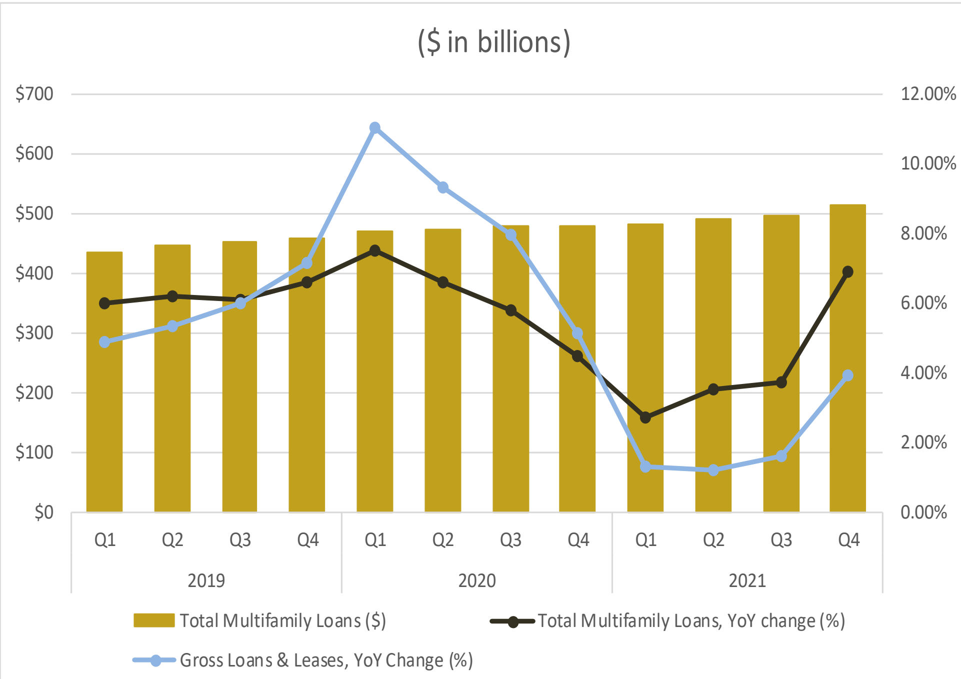
Source: S&P Global Market Intelligence

(1) Represents delinquent multifamily loans as a percentage of total multifamily loans as December 31, 2021. Delinquent loans include 30+ days past due and nonaccrual loans.

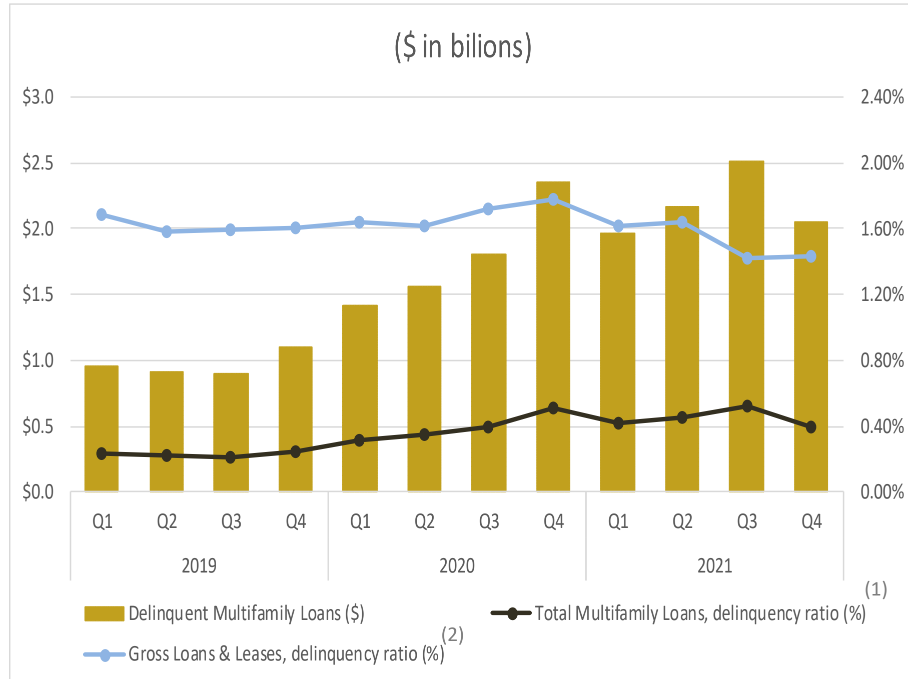
(2) Includes all U.S. commercial banks, savings banks and savings and loan associations.

Multifamily Loans - Industry Trends

Multifamily Loan Growth



Multifamily Loan Delinquencies



Source: S&P Global Market Intelligence
Analysis includes all U.S. commercial banks, savings banks and savings and loan associations.
(1) Represents nonaccrual and past due multifamily loans as a percentage of total multifamily loans.
(2) Represents nonaccrual and past due gross loans and leases as a percentage of gross loans and leases.

Luther Burbank Peer Group

➢ **Includes all major exchange-traded banks and thrifts nationwide as of and for the quarter ended December 31, 2021 with:**

✓ **Total assets > $1 billion** ✓ **Gross loans / assets > 65%** ✓ **Multifamily loans / total loans > 30%** ✓ **MFR + SFR + CRE / total loans > 75%**

General Information					Profitability							Capital & Balance Sheet Ratios				Asset Quality[1]			Bal. Sheet Growth[2]	
Institution Name	Ticker	State	Total Assets ($bn)	Multifamily Loans ($bn)	ROAA (%)	ROAE (%)	NIM (%)	Yield on Loans (%)	Cost of Deposits (%)	NIE / Avg. Assets (%)	Eff. Ratio (%)	TCE / TA (%)	Leverage Ratio (%)	Total Capital Ratio (%)	Loans / Deposits (%)	LLR / Loans (%)	NPA / Loans + OREO (%)	NCO / Avg. Loans (%)	Gross Loans CAGR (%)	Total Deposits CAGR (%)
Luther Burbank Corporation	**LBC**	**CA**	**7.2**	**4.2**	**1.30**	**14.08**	**2.60**	**3.52**	**0.49**	**0.85**	**32.8**	**9.3**	**10.1**	**19.6**	**113**	**0.56**	**0.06**	**0.00**	**5.7**	**8.8**
Peer Group:																				
1. Blue Foundry Bank		NJ	1.9	0.5	(3.44)	(22.31)	2.68	3.97	0.34	3.45	131.22	15.3	15.0	27.0	93	1.12	1.02	0.00	-3.0	1.0
2. Bridgewater Bancshares, Inc.	BWB	MN	3.5	0.9	1.47	13.38	3.51	4.52	0.65	1.47	NA	8.9	10.8	15.6	94	1.42	0.07	0.00	20.3	21.8
3. ConnectOne Bacncorp, Inc.	CNOB	NJ	8.1	2.3	1.65	11.87	3.75	4.58	0.43	1.40	36.90	10.1	11.7	15.3	107	1.15	1.52	0.01	13.0	13.7
4. Dime Community Bancshares, Inc.	DCOM	NY	12.1	3.4	1.14	11.67	3.17	3.85	0.12	1.63	47.5	7.7	8.5	13.5	88	0.91	0.44	0.00	31.4	33.1
5. First Foundation Inc.	FFWM	TX	10.2	3.4	0.93	9.05	3.22	3.91	0.26	1.55	52.5	8.4	8.4	11.9	84	0.46	0.23	0.06	18.0	26.5
6. Five Star Bank		CA	2.6	0.7	1.92	18.72	3.81	4.78	0.14	1.40	36.63	10.0	10.4	13.7	84	1.19	0.03	0.02	25.8	27.5
7. Flushing Financial Corporation	FFIC	NY	8.0	2.5	0.89	10.77	3.32	4.17	0.29	1.92	61.8	8.2	9.0	14.3	103	0.56	0.42	0.00	6.4	9.9
8. Hingham Institution for Savings	HIFS	MA	3.4	1.0	2.05	19.18	3.42	4.01	0.30	0.71	20.6	10.3	10.9	13.0	125	0.68	0.04	0.00	13.1	12.3
9. HomeStreet, Inc.	HMST	WA	7.2	2.4	1.61	16.85	3.40	3.93	0.22	2.92	61.8	9.5	9.9	12.7	92	0.82	1.08	0.10	2.7	6.6
10. Investors Bancorp, Inc.		NJ	27.8	7.9	1.35	13.05	2.98	NA	0.37	1.59	50.9	10.2	10.2	14.0	107	1.07	0.51	0.03	3.0	4.7
11. Kearny Financial Corp.	KRNY	NJ	7.2	2.0	1.05	7.46	3.00	3.95	0.30	1.65	55.7	11.2	11.4	18.3	88	1.00	1.68	0.10	10.1	15.8
12. Malaga Bank, FSB		CA	1.5	1.1	1.39	11.42	2.82	3.86	0.41	0.87	30.6	12.1	12.3	22.0	122	0.30	0.00	0.00	6.9	7.7
13. New York Community Bancorp, Inc.	NYCB	NY	59.5	34.6	1.03	8.55	2.43	3.44	0.35	0.92	39.7	7.2	8.5	12.7	130	0.44	0.12	0.05	4.5	4.8
14. Northfield Bancorp, Inc. (Staten Island,	NFBK	NJ	5.4	2.5	1.19	8.71	3.00	4.06	0.15	1.52	NA	13.0	12.9	NA	90	1.02	0.35	(0.01)	4.9	10.1
15. Pacific Premier Bancorp, Inc.	PPBI	CA	21.1	5.5	1.63	11.90	3.58	4.50	0.06	1.86	47.6	9.5	10.1	14.6	82	1.38	0.22	(0.03)	23.2	29.5
16. Provident Savings Bank, F.S.B.		CA	1.2	0.5	0.83	8.40	2.76	3.86	0.14	2.25	73.3	10.2	10.0	20.8	88	0.77	1.56	(0.12)	-3.5	1.3
17. Waterstone Financial, Inc.	WSBF	WI	2.2	0.5	2.24	11.23	2.64	4.15	0.29	7.25	NA	19.6	19.3	29.0	120	1.04	0.53	(0.12)	1.3	6.1
Average:					**1.11**	**9.99**	**3.15**	**4.10**	**0.28**	**2.02**	**53.3**	**10.7**	**11.1**	**16.8**	**100**	**0.90**	**0.58**	**0.01**	**10.5**	**13.7**
Median:					**1.35**	**11.42**	**3.17**	**3.99**	**0.29**	**1.59**	**49.3**	**10.1**	**10.4**	**14.5**	**93**	**1.00**	**0.42**	**0.00**	**6.9**	**10.1**

Source: S&P Global Market Intelligence. GAAP data when available, otherwise FR Y-9C's and bank call reports as of or for the three months ended 12/31/2021. Note that SNL earnings ratios may differ from Company as SNL annualizes one quarter rather than using data for 12 months.

(1) Nonperforming assets ("NPA") includes performing troubled debt restructurings.

(2) Compound annual growth rate ("CAGR") from 12/31/2017 to 12/31/2021 and reflects the impact from mergers and acquisitions.

Our Lending Business

Multifamily Residential Loans

Markets:
- High barrier to entry for new development; little land to develop
- Limited supply of new housing
- High variance between cost to own and rent

Deals:
- Stabilized and seasoned assets
- Older, smaller properties with rents at/below market levels, catering to lower and middle income renters

Sponsors:
- Experienced real estate professionals who desire regular income/cash flow streams and are focused on building wealth steadily over time

Single Family Residential Loans

Occupancy Types:
- Both owner-occupied and investor owned

Broker Network:
- Primarily third party mortgage brokers

Originations:
- Portfolio lender
- Purchase and refinance transactions

Underwriting Focus:
- Debt ratios
- Loan to value
- Credit scores
- Borrower's liquidity and cash reserves

Multifamily Portfolio Highlights

- $1.6 million average loan balance
- 13.8 average units
- 57% average loan to value ratio
- 1.50x average debt service coverage ratio

Single Family Portfolio Highlights

- $875 thousand average loan balance
- 63% average loan to value ratio
- 760 average credit score

0.03% NPAs / Assets
0.04% NPLs / Loans

Note: Data as of 3/31/2022.

Our Lending Products

Multifamily / Commercial Real Estate Lending

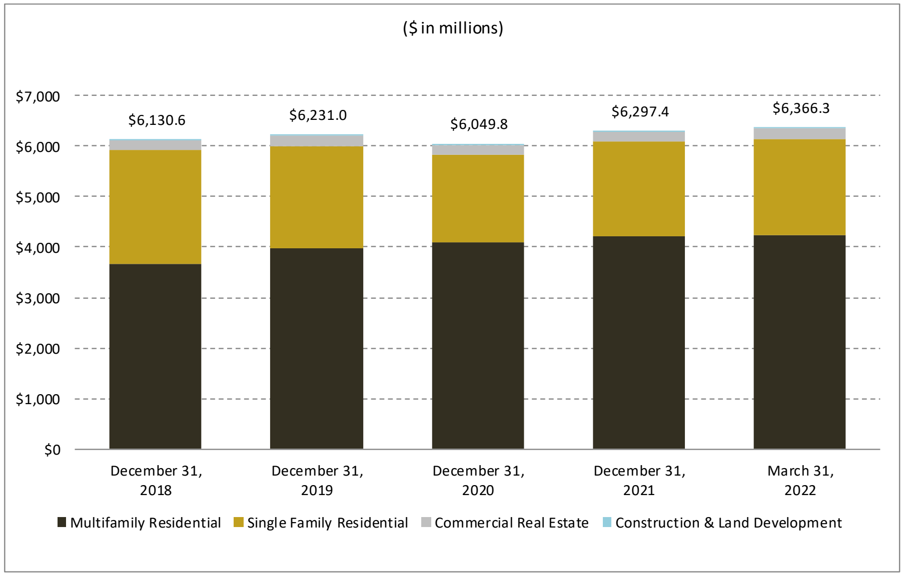
- **First Mortgages**
- **Hybrid Structures**
  - 25- or 30-year amortization
  - 10-, 25- or 30-year maturities
  - 3-, 5-, 7- or 10-year fixed rate periods
- **Interest Only Option**
  - Lower loan-to-value ratios
  - Underwrite at amortizing payment
- **Investor-Owner Purchase or Refinance**
- **Lines of Credit**
  - Real estate secured only/specific business purpose/fully adjustable/short term

Single Family Residential Lending

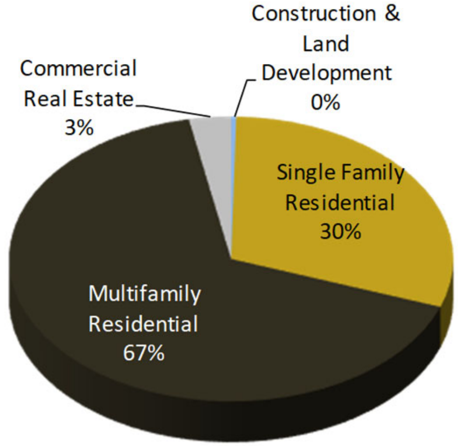
- **First Mortgages**
- **Hybrid Structures**
  - 30- or 40-year amortization
  - 30- or 40-year maturities
  - 3-, 5-, 7- or 10-year fixed rate periods
- **Full Documentation**
- **Interest Only**
- **Purchase or Refinance Transactions**
- **Primary Residence, Second Home or Investor programs**
- **Low- and Moderate-income lending program**
  - 30-year fixed mortgages and forgivable second mortgages

Loan Portfolio

Historical Loan Growth

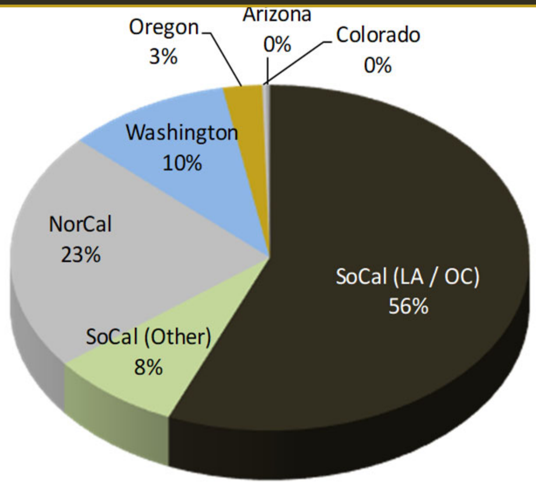


Loan Portfolio Composition (1)

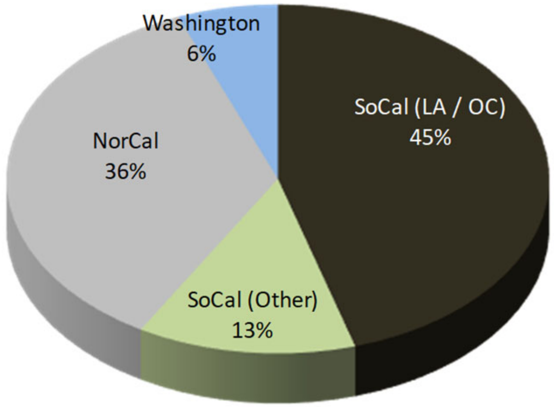


3.41% yield on loans; 3.61% weighted average coupon

Multifamily Loans by Lending Area (1)



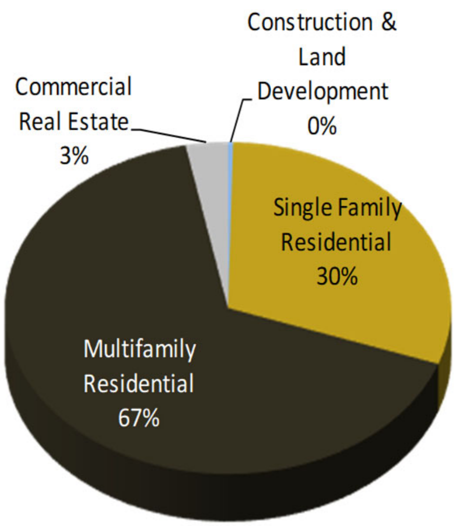
Single Family Loans by Lending Area (1)



(1) As of or for the three months ended 3/31/2022.

Commercial Real Estate Loan Detail

Loan Portfolio Composition [1]



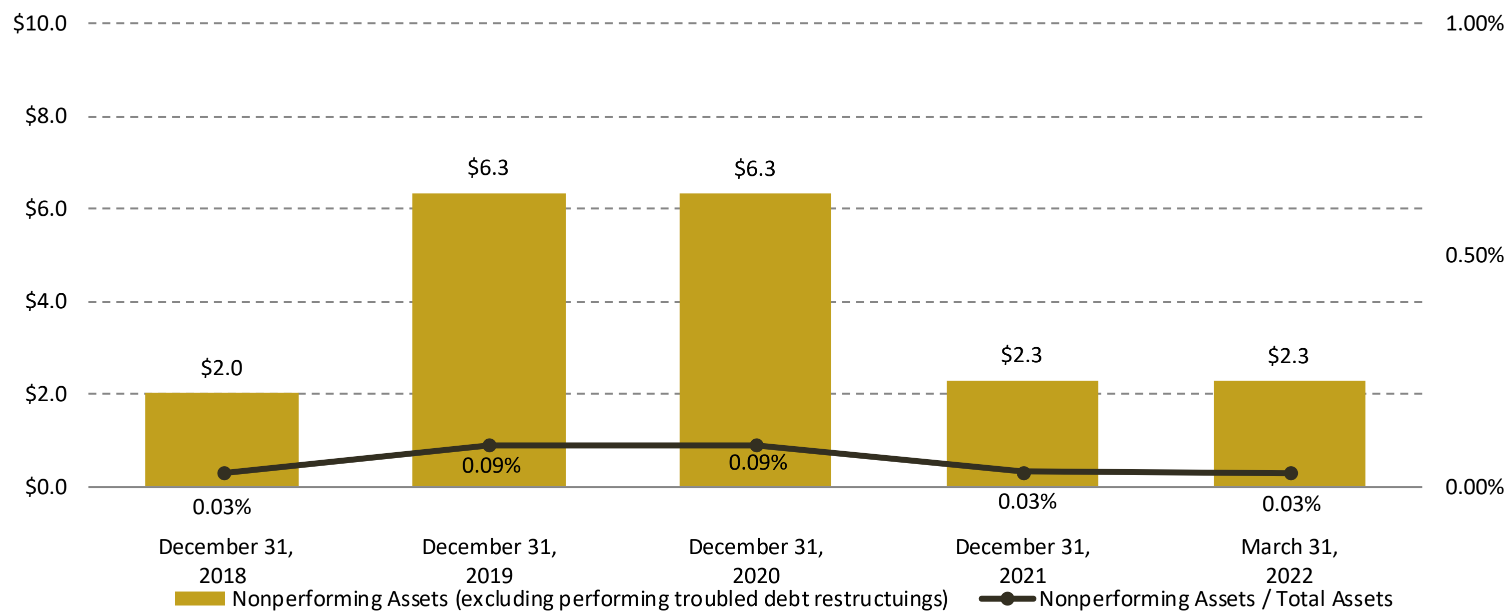
($ in 000's)	Count	Balance	Weighted Avg. LTV [2]	% of Total Loans
Multifamily Real Estate	**2,638**	**$ 4,232,227**	**56.8%**	**66.5%**
Single Family Real Estate	**2,196**	**1,916,220**	**62.8%**	**30.1%**
Commercial Real Estate Type:				
Strip Retail	21	43,059	50.5%	0.7%
Mid Rise Office	7	38,337	63.5%	0.6%
Low Rise Office	11	20,661	49.5%	0.3%
Medical Office	5	19,129	59.4%	0.3%
Shopping Center	5	18,281	57.6%	0.3%
More than 50% commercial	12	13,098	49.5%	0.2%
Anchored Retail	3	11,728	51.7%	0.2%
Multi-Tenant Industrial	6	9,278	46.2%	0.1%
Unanchored Retail	7	8,272	43.3%	0.1%
Shadow Retail	3	4,830	59.0%	0.1%
Flex Industrial	2	2,421	62.4%	0.0%
Warehouse	3	2,404	45.1%	0.0%
Restaurant	2	1,488	33.5%	0.0%
Light Manufacturing	1	1,288	47.5%	0.0%
Other	1	80	15.3%	0.0%
Commercial Real Estate	**89**	**194,354**	**54.1%**	**3.0%**
Construction & Land Development	**8**	**23,517**	**60.9%**	**0.4%**
Total	**4,931**	**$ 6,366,318**	**58.5%**	**100.0%**

(1) As of 3/31/2022.
(2) Construction and land development LTV is calculated based on an "as completed" property value.

Asset Quality

Nonperforming Assets / Total Assets

($ in millions)



Culture

- Risk management is a core competency of our business
- Extensive expertise among our lending and credit administration staff and executive officers
- Credit decisions are made efficiently and consistent with our underwriting standards

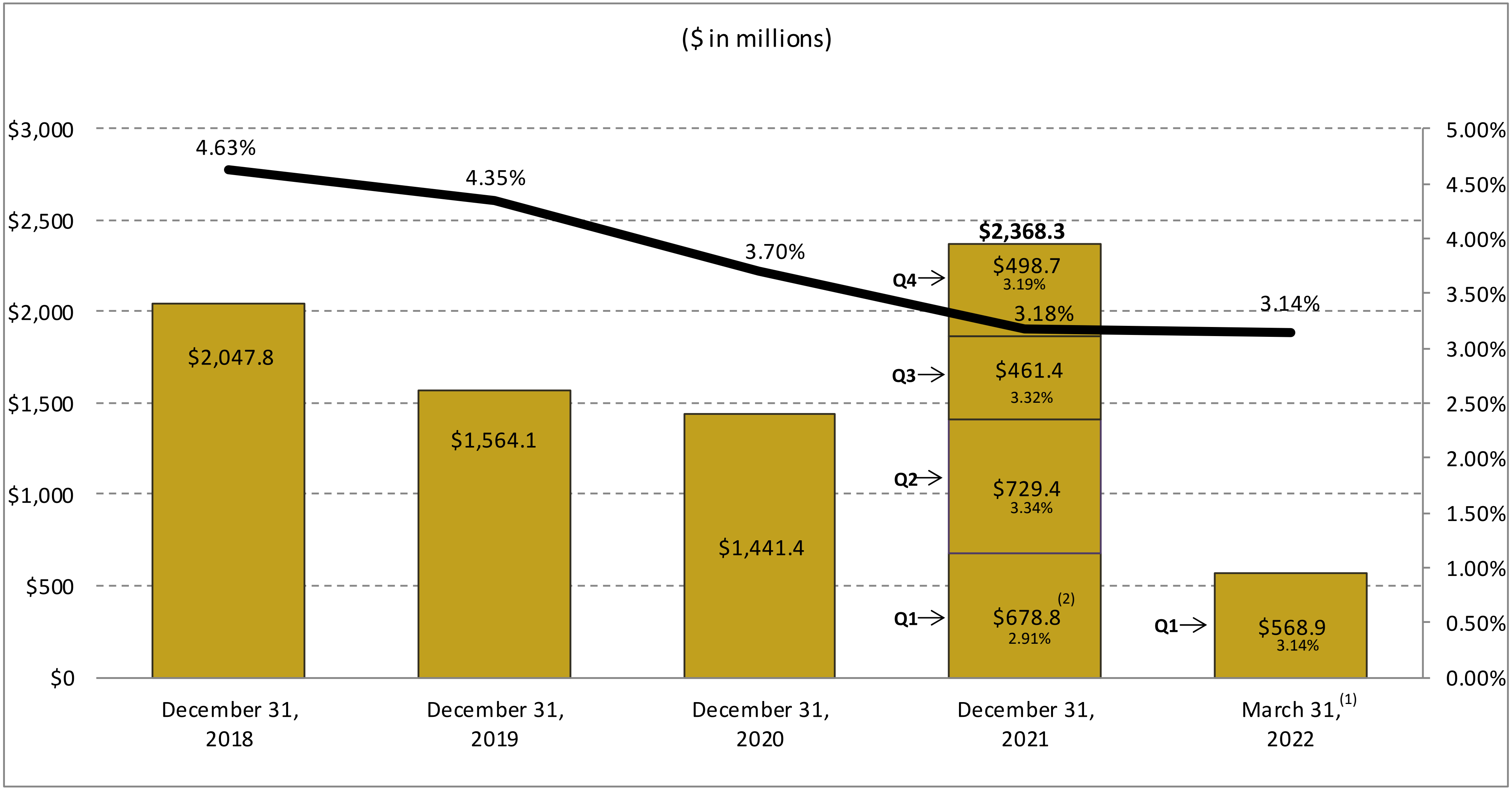
Approach

- Continuous evaluation of risk and return
- Strict separation between business development and credit decisions
- Vigilant response to adverse economic conditions and specific problem credits
- Strict, quality oriented underwriting and credit monitoring processes

Results

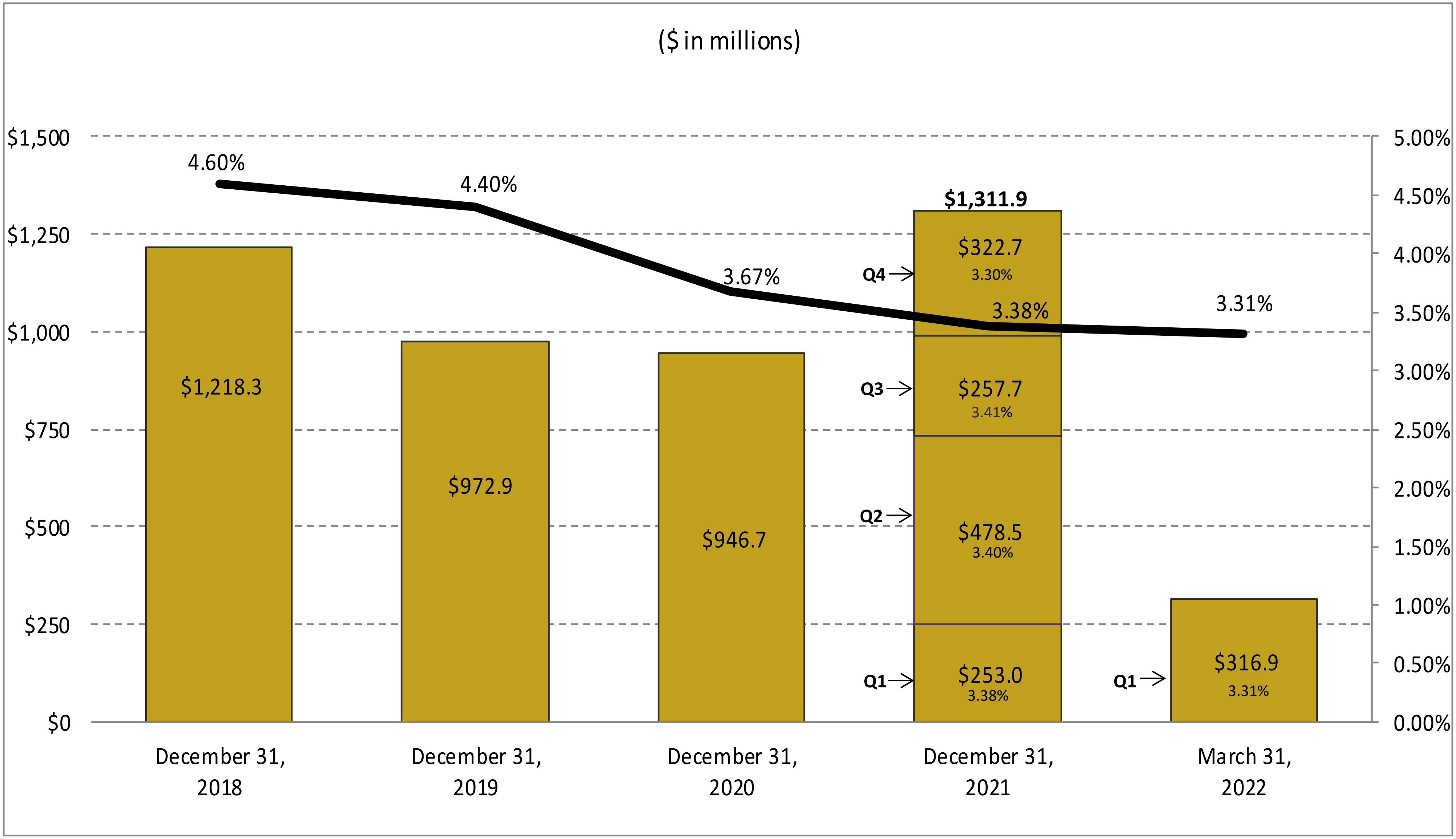
- 3/31/2022 NPAs / Total Assets of 0.03%; NPLs / Total Loans of 0.04%
- NPAs and loans 90+ days past due to total assets have been at low levels since 2014
- No foreclosures since 2015

Loan Origination Volume and WAC

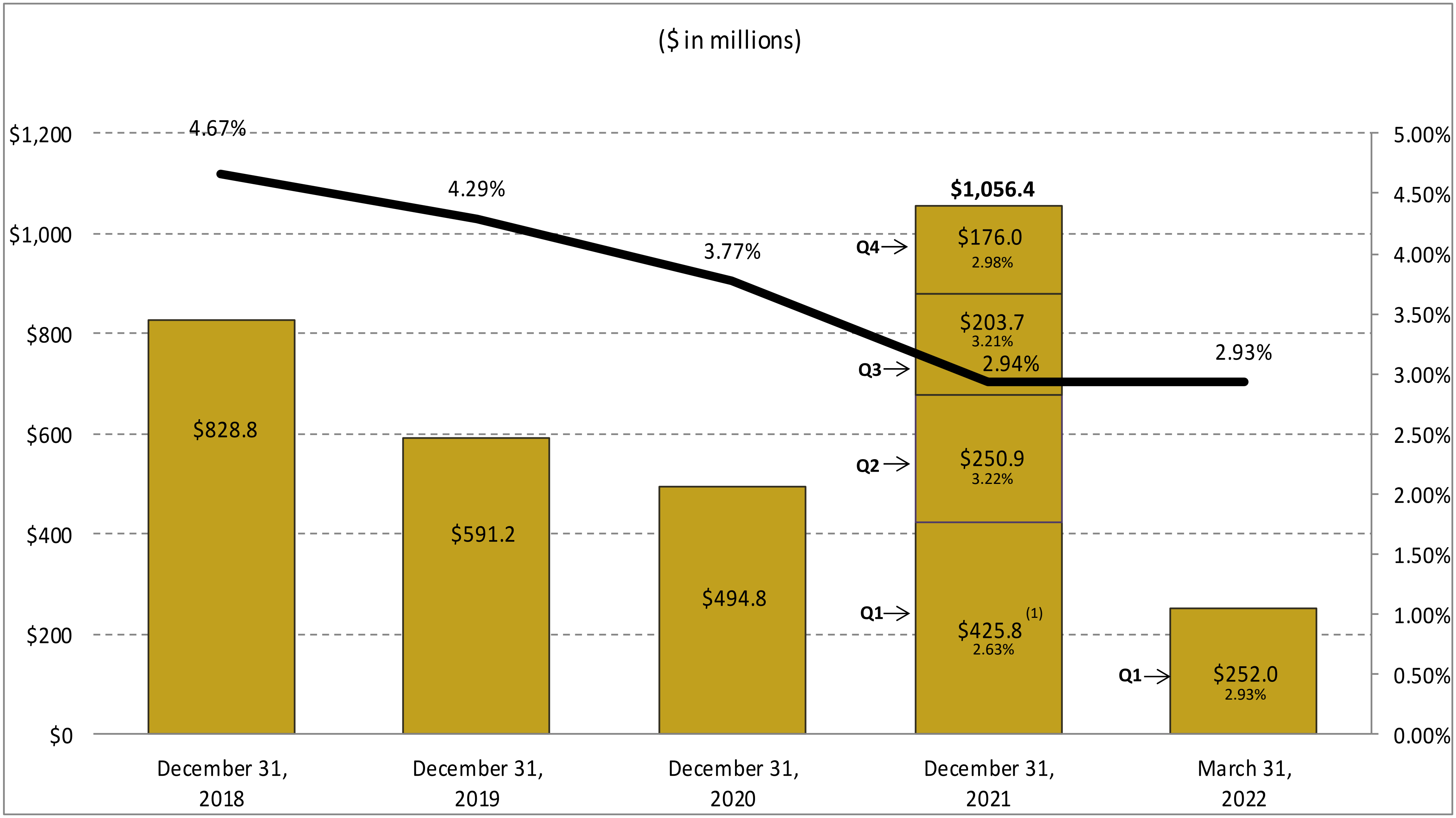


(1) Total loan pipeline at March 31, 2022 is $814.8 million ($582.5 million CRE at 3.402% weighted average coupon ("WAC") and $232.3 million SFR at 3.604% WAC). A portion of our pipeline will ultimately not fund and loans without rate locks are subject to ongoing rate adjustments.
(2) Q1 2021 originations include a $287.8 million SFR fixed rate loan pool purchase with a WAC of 2.31%. Excluding the loan pool purchase, Q1 2021 originations would have been $391.0 million with a WAC of 3.35%.

CRE Loan Origination Volume and WAC

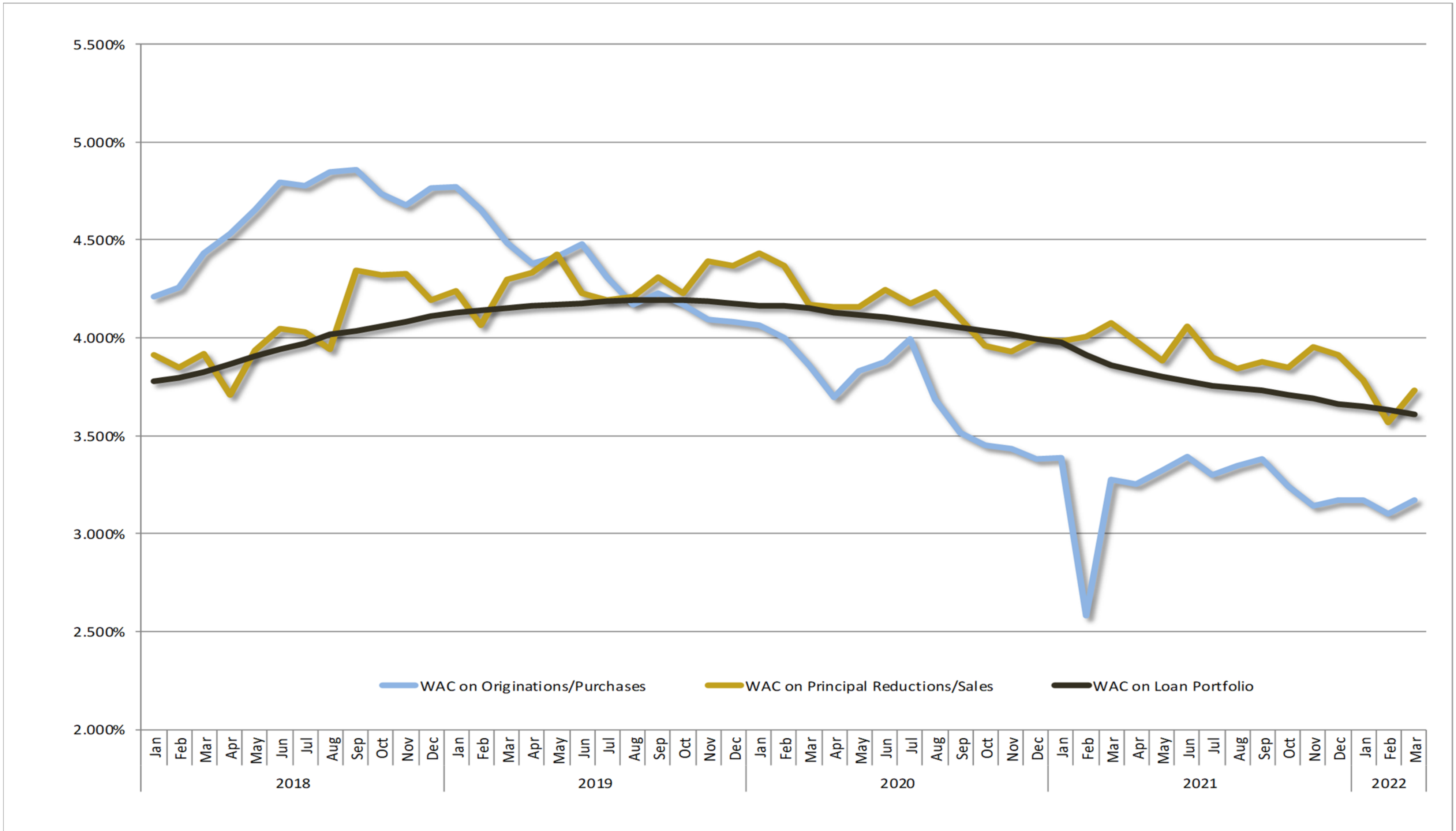


SFR Loan Origination Volume and WAC



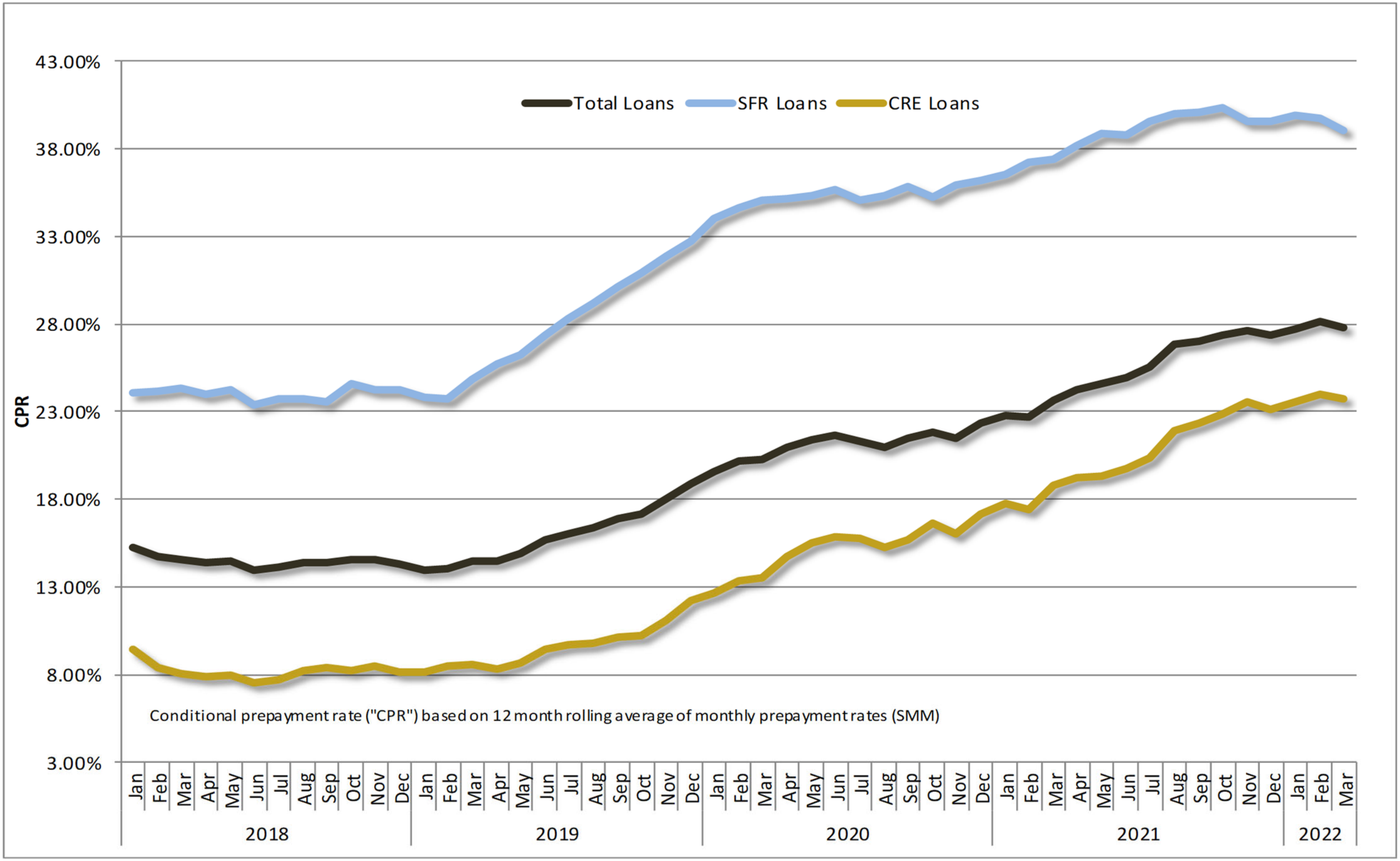
(1) Q1 2021 originations include a $287.8 million SFR fixed rate loan pool purchase with a WAC of 2.31%. Excluding the loan pool purchase, Q1 2021 SFR originations would have been $138.1 million with a WAC of 3.30%.

Loan Portfolio WAC



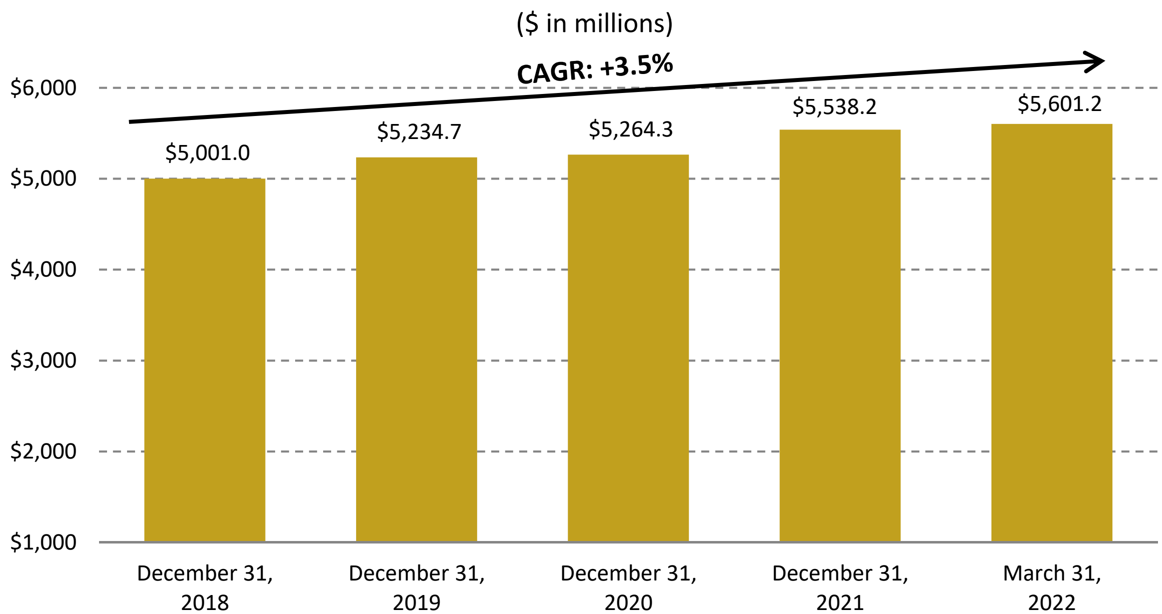
- At March 31, 2022, loans representing 78% of the loan portfolio, or $4.9 billion in aggregate outstanding principal balance, are at their floors.
- February 2021 originations include a $287.8 million SFR fixed rate loan pool purchase with a WAC of 2.31%. Excluding the impact of the loan pool purchase, the WAC for originations would have been 3.43% in February 2021.

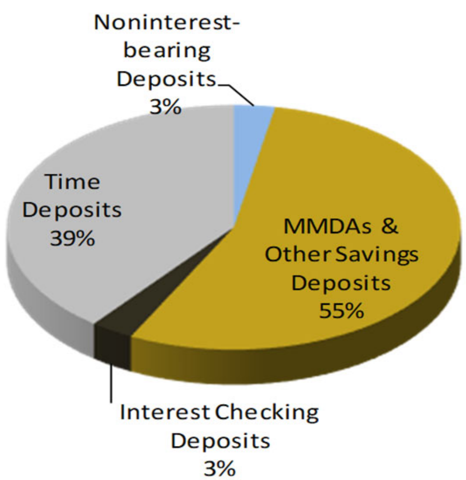
Loan Prepayment Speeds



Deposit Composition

Historical Deposit Growth & Portfolio Composition





0.45% cost of interest-bearing deposits (1)

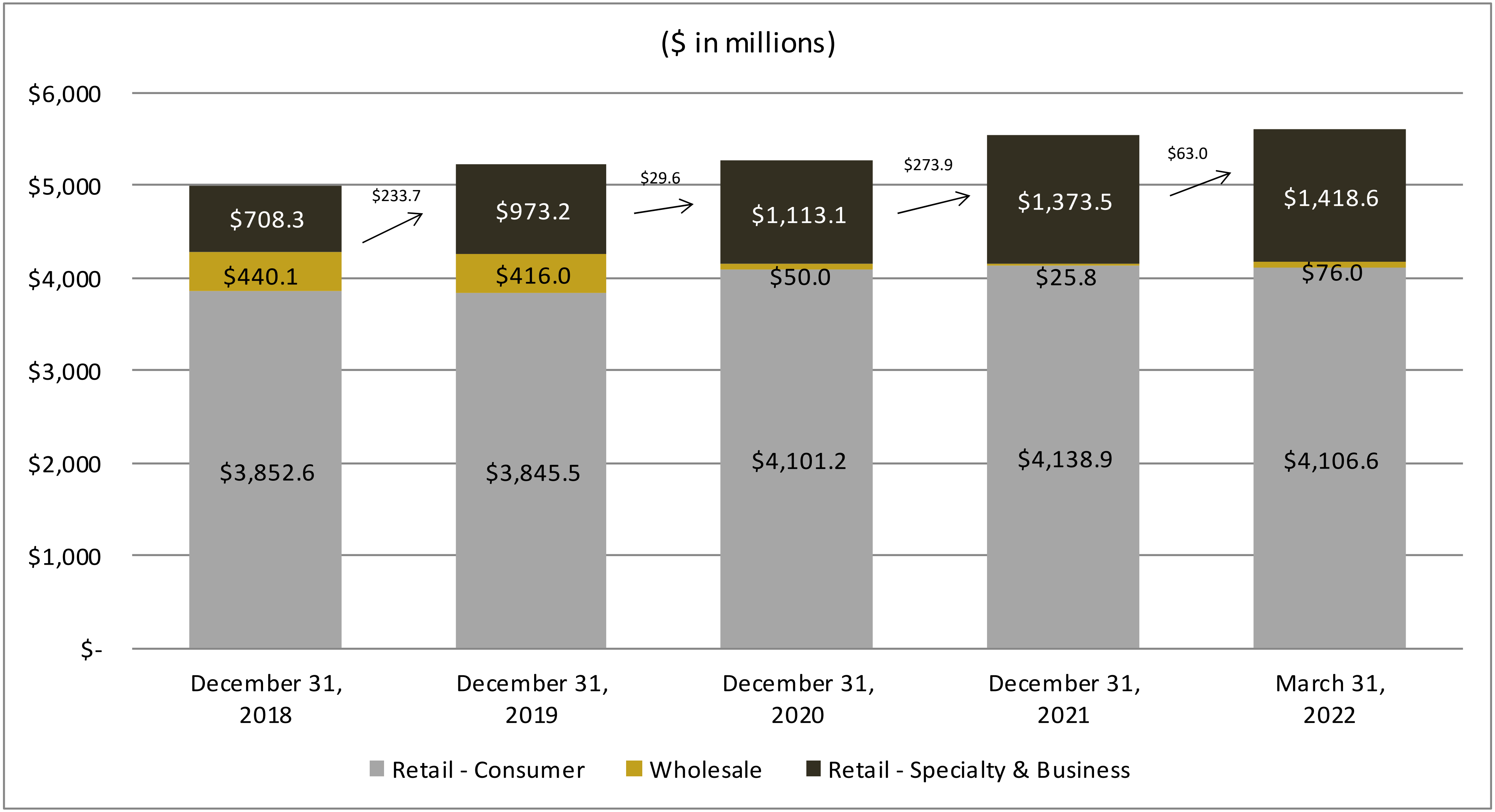
Deposit Breakdown by Branch ($ in millions) (1)

Branch Location	Consumer	Specialty/ Business	Wholesale	Total Deposits
Santa Rosa	$1,038.8	$ 72.8	$ 0.0	$ 1,111.6
San Rafael	501.5	81.7	0.0	583.2
Encino	497.2	5.8	0.0	503.0
Beverly Hills	391.2	12.2	0.0	403.4
Pasadena	362.5	2.8	0.0	365.3
Los Altos	334.8	6.9	0.0	341.7
Long Beach	320.9	5.9	0.0	326.8
Toluca Lake	288.0	18.5	0.0	306.5
San Jose	139.0	3.0	0.0	142.0
Bellevue	123.5	0.8	0.0	124.3
El Segundo	66.9	8.1	0.0	75.0
Corporate Office	42.3	1,200.1	76.0	1,318.4
Total Deposits	$4,106.6	$ 1,418.6	$ 76.0	$ 5,601.2

(1) As of or for the three months ended 3/31/2022.

Deposit Growth/Balance

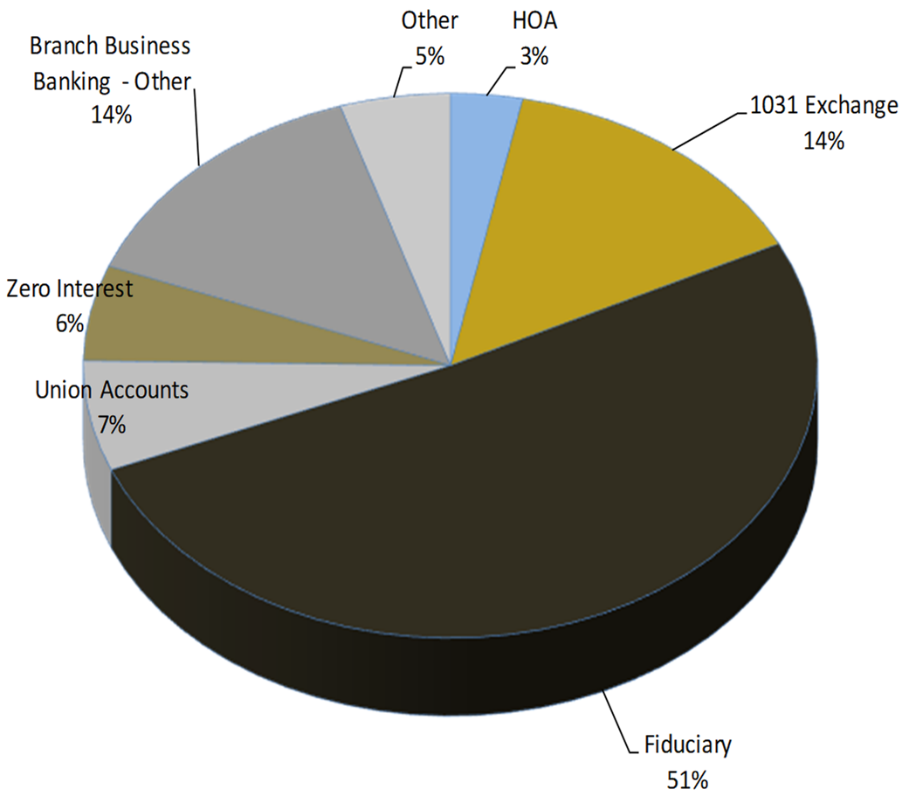
Growth Trend



Specialty & Business Deposit Composition

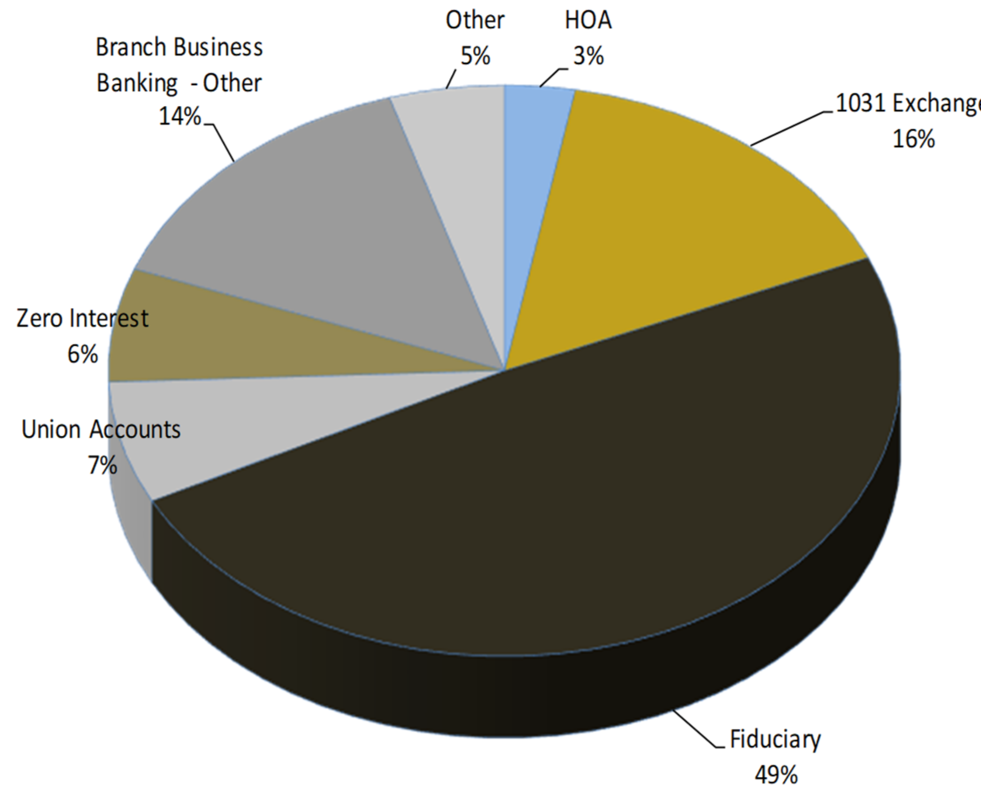
By Vertical

December 31, 2021



Total Specialty & Business Deposits of $1.4 billion

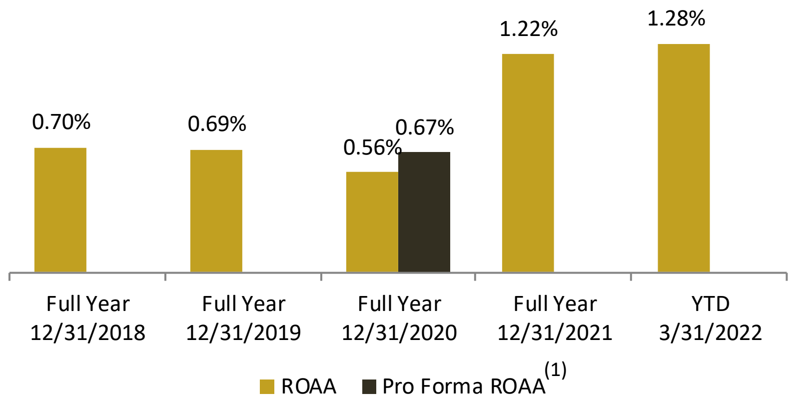
March 31, 2022



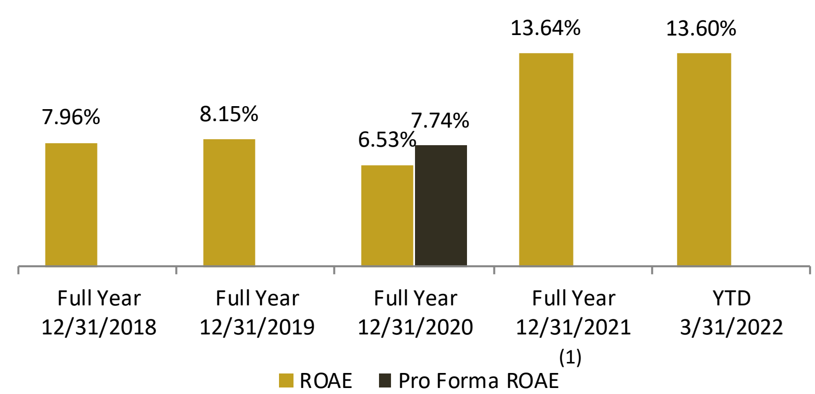
Total Specialty & Business Deposits of $1.4 billion

Efficient Operations Result in Consistent Profitability

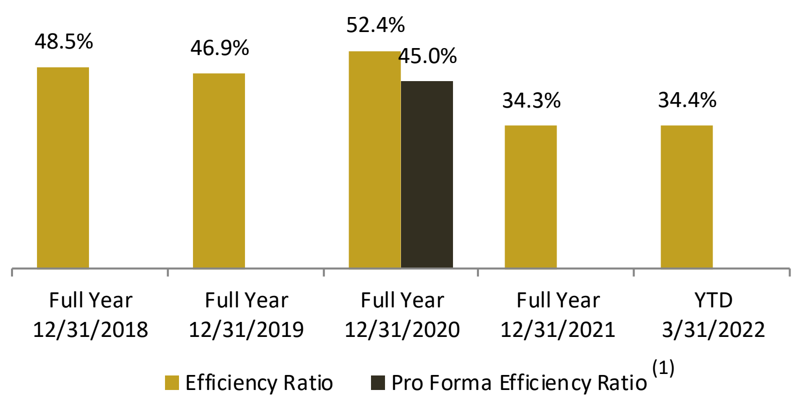
Return on Average Assets



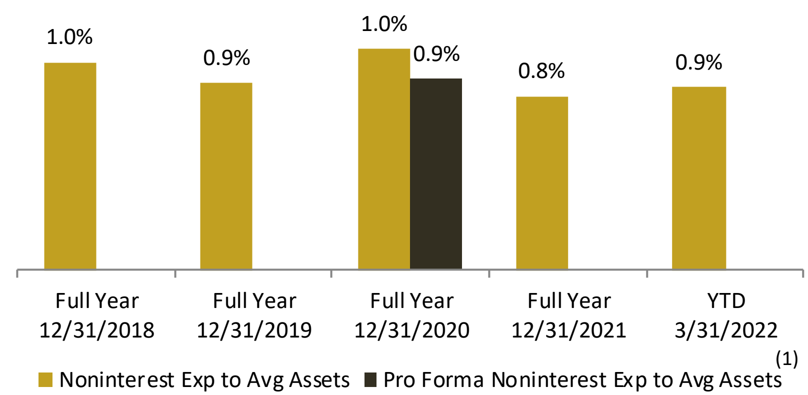
Return on Average Equity



Efficiency Ratio(2)



Noninterest Expense to Average Assets

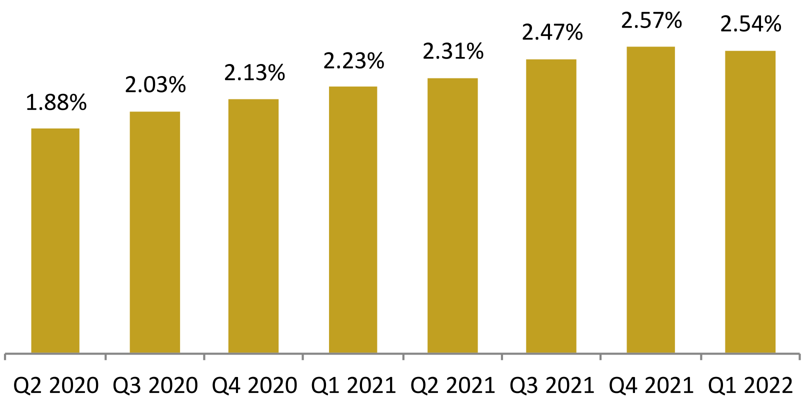


(1) Pro forma financial highlights adjusted for the impact of a $10.4 million non-recurring cost incurred in connection with the prepayment of $150 million of long-term FHLB borrowings in late December 2020. See Non-GAAP Reconciliation in Appendix hereto.

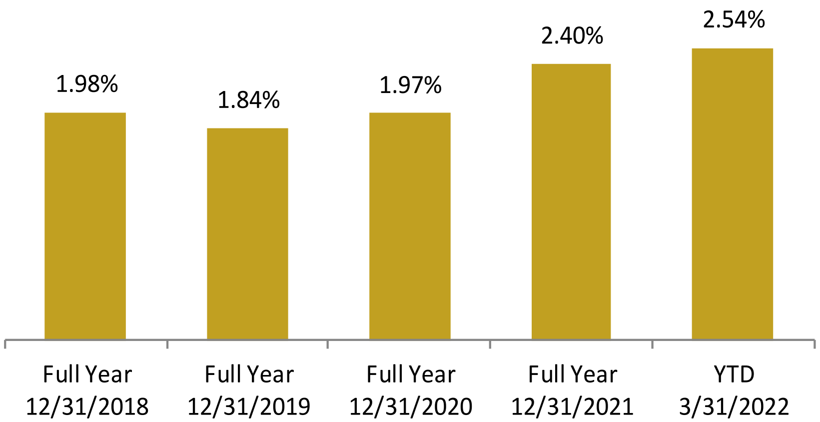
(2) See Non-GAAP Reconciliation in Appendix hereto.

Net Interest Margin

Quarterly Net Interest Margin



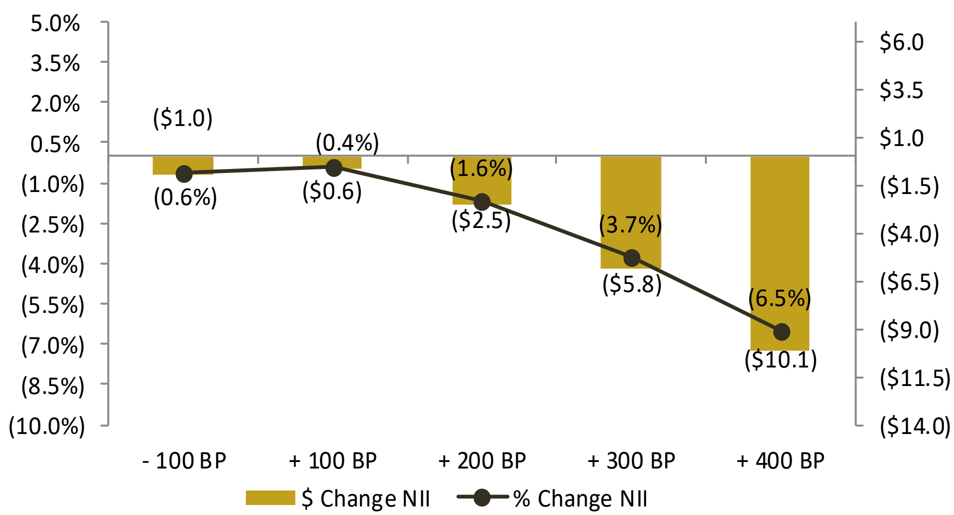
Net Interest Margin



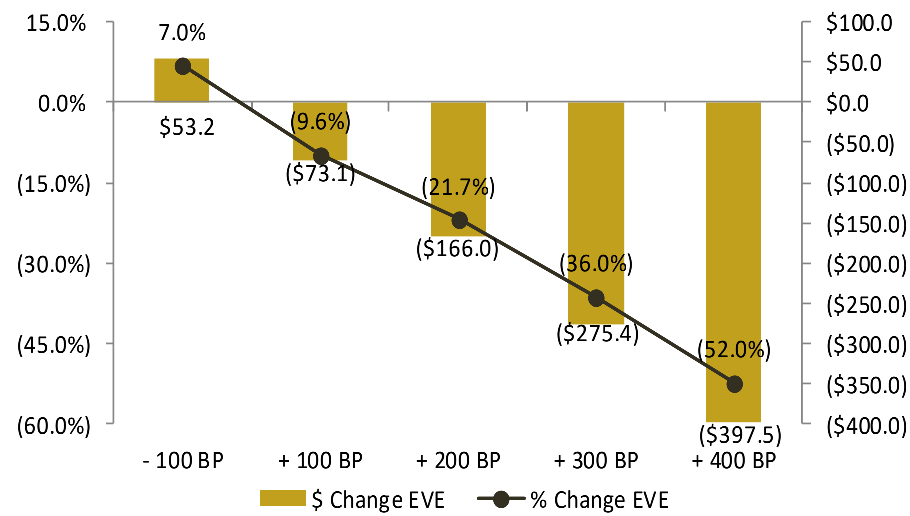
Interest Rate Risk Analysis

On a quarterly basis, the Company measures and reports Net Interest Income at Risk (“NII”) and the Economic Value of Equity (“EVE”) to isolate the change in income and equity related solely to interest-earning assets and interest-bearing liabilities. Both models measure instantaneous *parallel shifts* in market interest rates, implied by the forward yield curve.

NII Impact ($ in millions)



EVE Impact ($ in millions)



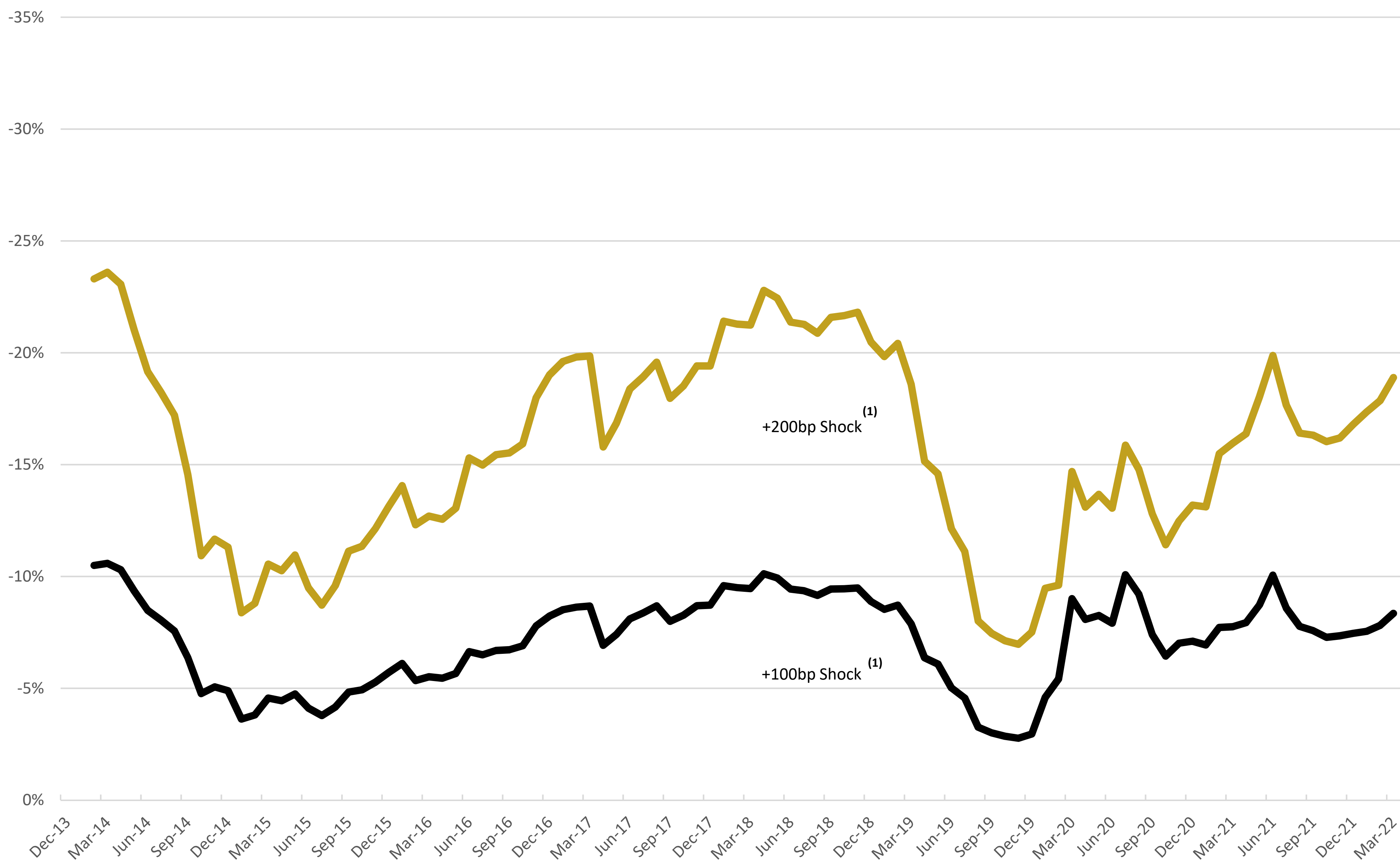
Interest Rate Risk to Earnings (NII)
March 31, 2022

Change in Interest Rates (basis points)	$ Change NII	% Change NII
+ 400 BP	(10.1)	(6.5%)
+ 300 BP	(5.8)	(3.7%)
+ 200 BP	(2.5)	(1.6%)
+ 100 BP	(0.6)	(0.4%)
- 100 BP	(1.0)	(0.6%)

Interest Rate Risk to Capital (EVE)
March 31, 2022

Change in Interest Rates (basis points)	$ Change EVE	% Change EVE
+ 400 BP	(397.5)	(52.0%)
+ 300 BP	(275.4)	(36.0%)
+ 200 BP	(166.0)	(21.7%)
+ 100 BP	(73.1)	(9.6%)
- 100 BP	53.2	7.0%

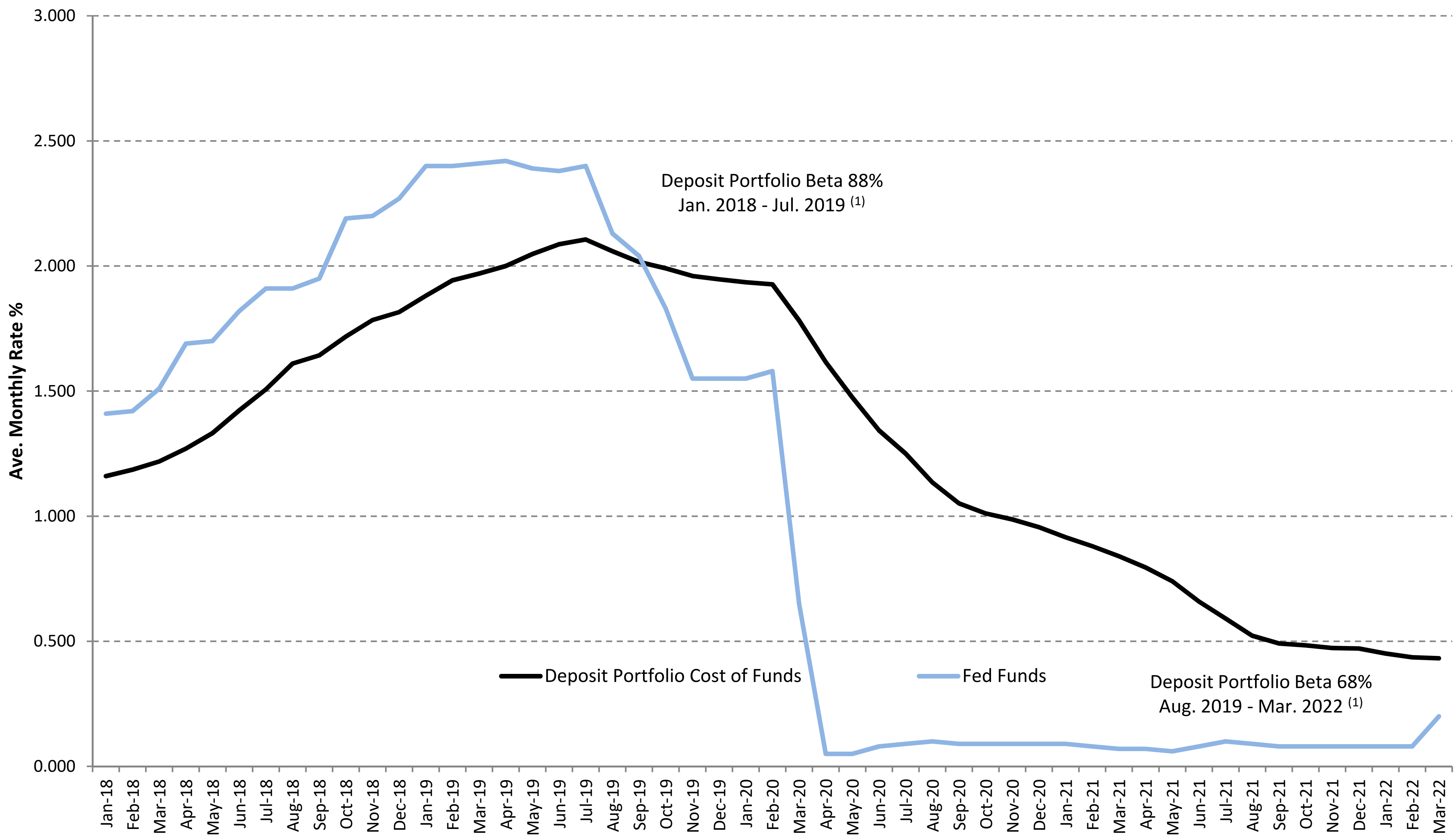
Economic Value of Equity Trend



(1) For Luther Burbank Savings

Luther Burbank® | *Corporation*

Deposits - Cost of Funds Comparison



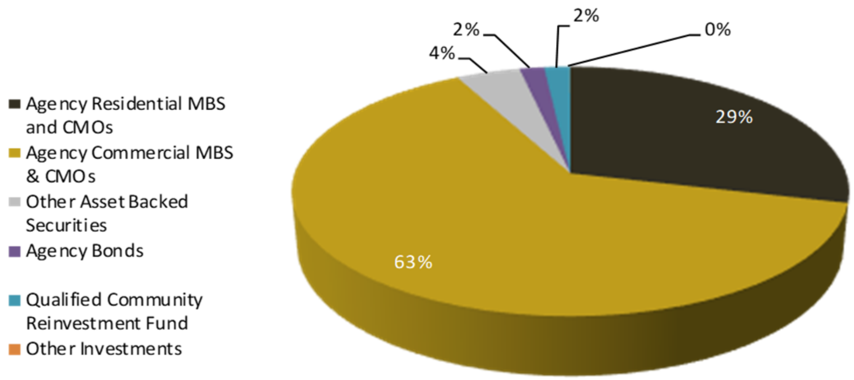
(1) Beta is calculated using an average Fed Funds Rate.

Liquidity Management

Liquidity Position

(Dollars in thousands)	As of 3/31/2022	% of Assets
Unrestricted Cash & Cash Equivalents	$ 147,963	2.0%
Unencumbered Liquid Securities	635,975	8.8%
Unutilized Brokered Deposit Capacity (1)	764,197	10.5%
Unutilized FHLB Borrowing Capacity (2)(3)	815,474	11.2%
Unutilized FRB Borrowing Capacity (2)	207,467	2.9%
Commercial Lines of Credit	50,000	0.7%
Total Liquidity	$ 2,621,076	**36.1%**
Total Assets	$ 7,260,826	

Securities Portfolio (4)



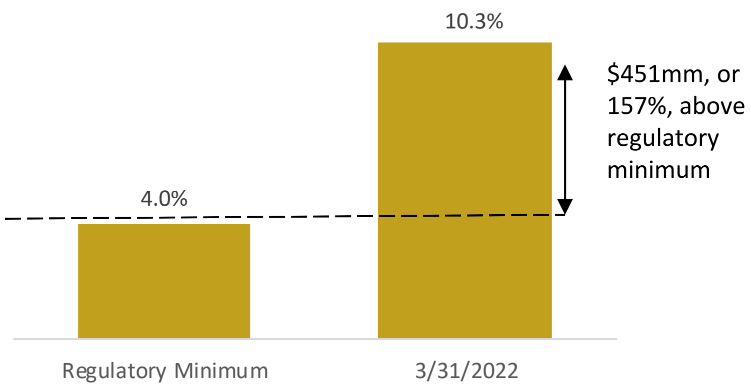
Other Borrowings

Type	Amount Outstanding 3/31/2022	Cost of Borrowings (5)
FHLB Advances	$752 million	1.65%
Senior Notes	$95 million	6.65%
Trust Preferred	$62 million	1.80%

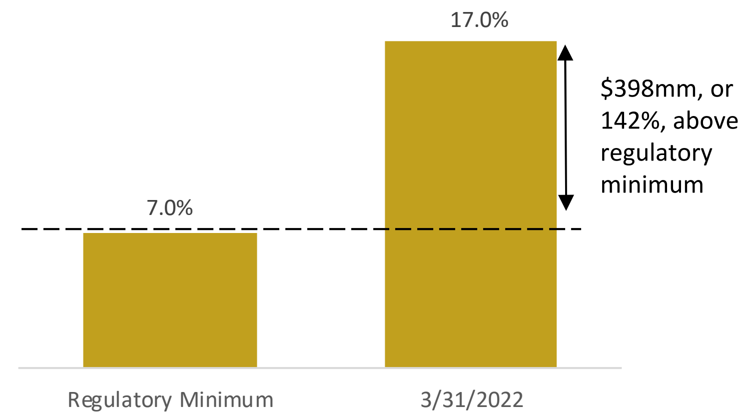
(1) Capacity based on internal guidelines.
(2) Capacity based on pledged loan collateral specific to lending bank.
(3) Availability to borrow from the FHLB is permitted up to 40% of Luther Burbank Savings' (the "Bank") assets or $2.9 billion. At March 31, 2022, we had $751.6 million and $62.6 million in outstanding advances and letters of credit with the FHLB, respectively.
(4) As of 3/31/2022, the available for sale securities portfolio had a net unrealized loss position of $16.8 million.
(5) For the three months ended 3/31/2022.

Capital Management

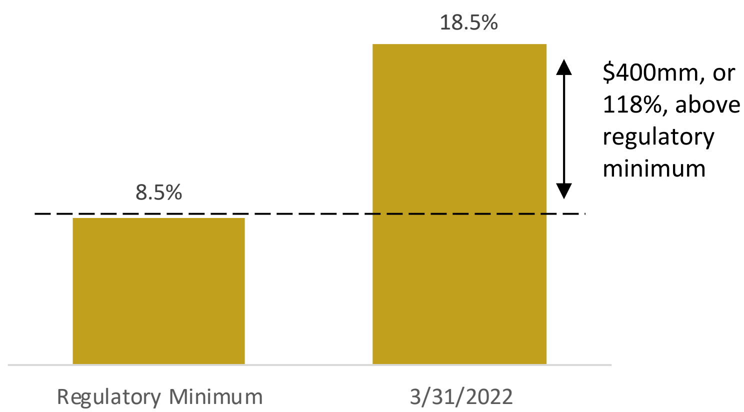
Tier 1 Leverage Ratio



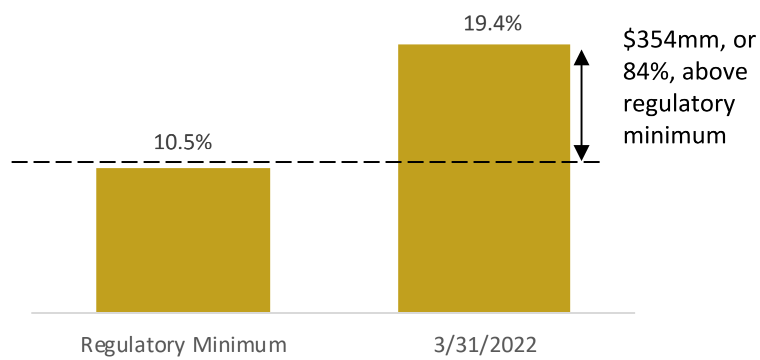
Common Equity Tier 1 Risk-Based Ratio



Tier 1 Risk-Based Capital Ratio



Total Risk-Based Capital Ratio



- After returning excess capital to shareholders over the past few years, our capital ratios continue to be well above regulatory minimums.
- Returned $11.9 million to shareholders during the quarter ended March 31, 2022.
    - Net share repurchases of $5.6 million.
    - Common stock dividends totaling $6.2 million.

Executive Management

Simone Lagomarsino. Ms. Lagomarsino serves as President and Chief Executive Officer ("CEO") of the Company and the Bank. Ms. Lagomarsino has served on our Board of Directors since November 30, 2018. In addition to her role at the Company, Ms. Lagomarsino serves as chair of the board of directors of the Federal Home Loan Bank of San Francisco and serves on the boards of directors of the Federal Reserve Bank of San Francisco and Hannon Armstrong Sustainable Infrastructure Capital, Inc. (NYSE: HASI). Prior to joining the Company, Ms. Lagomarsino was President and CEO of the Western Bankers Association and a director of Pacific Premier Bancorp. (NASDAQ: PPBI). From 2011 to 2017, she served as CEO of Heritage Oaks Bank, and President and CEO and a director of Heritage Oaks Bancorp. Ms. Lagomarsino also previously held executive positions with Hawthorne Financial Corporation, Ventura County National Bank, and Kinecta Federal Credit Union.

Laura Tarantino. Ms. Tarantino serves as Chief Financial Officer of the Company and Bank, a position she has held since 2006. In this role, she oversees all aspects of financial reporting including strategic planning, asset/liability management, taxation and regulatory filings. She also serves on the Company's Executive Committee. Ms. Tarantino has over 29 years of experience with the Bank, having joined as Controller in 1992. She previously served as Audit Manager for KPMG LLP, San Francisco, specializing in the financial services industry. In addition to her role at the Company, Ms. Tarantino has served as an audit committee member for the Santa Rosa Council on Aging since 2012. Ms. Tarantino is a CPA (inactive) and holds a B.S. in Business Administration - Finance & Accounting with summa cum laude honors from San Francisco State University.

Bill Fanter. Mr. Fanter serves the Company as Head of Retail Banking. In this role, he is responsible for expanding the Bank's deposit offerings and creating greater access to its products and services, including consumer deposit generation across traditional branch and online banking platforms, and marketing. He is also a member of the Company's Executive Committee. Prior to joining the Company in 2020, Mr. Fanter served as Executive Vice President, Head of Retail Banking at Opus Bank from 2019 and previous to that, as Senior Vice President, Consumer and Business Banking Market Executive at U.S. Bank from 2003-2019. His background also includes positions as Director of Automation Services at Kirchman Corporation and several roles culminating with Senior Vice President, Chief Operating Officer at GreatBanc, Inc.

Executive Management - Continued

Tammy Mahoney. Ms. Mahoney joined the Company in 2016 and serves as the Chief Risk Officer. In her role, Ms. Mahoney oversees the Company's compliance, internal audit, independent loan review and risk management functions, including information security and privacy; she is also a member of its Executive Committee. Prior to joining the Bank, Ms. Mahoney served as Senior Vice President of Enterprise Risk and Compliance at Opus Bank from 2011 through 2015; previous to that as Director, Risk Advisory Services at KPMG LLP from 1995 to 2004; and as Associate National Bank Examiner with the Office of the Comptroller of the Currency. In addition to her role at the Company, Ms. Mahoney serves as a member of the Legal Services Trust Fund Commission, State Bar of California. She is also a member of the American Bankers Association ("ABA") Foundation's Senior Protection Task Force. She is an ABA Certified Enterprise Risk Professional, ABA Certified Regulatory Compliance Manager and an Institute of Internal Auditors Certified Internal Auditor, and maintains an ISACA Cybersecurity Fundamentals Certificate; Ms. Mahoney holds a B.S. in Business Administration - Finance from San Diego State University.

Parham Medhat. Mr. Medhat serves the Company as Chief Operations and Technology Officer. In this role, he is responsible for deposit operations, information technology, project management and loan servicing; he is also a member of the Company's Executive Committee. Prior to joining the Bank in 2019, Mr. Medhat served as Executive Vice President, Chief Operating Officer at CTBC from 2014 to 2019; previous to that as Senior Vice President, Director of Bank Operations at Opus Bank; and in several roles over thirteen years at CapitalSource Bank. Mr. Medhat holds a M.A. in Educational–Instructional Technology from California State University, Dominguez Hills and a B.A. in Industrial/Organizational Psychology from California State University, Long Beach.

Liana Prieto. Ms. Prieto serves as General Counsel and Corporate Secretary of the Company and Bank. In this role, she is responsible for leading a team of legal, human resources, Bank Secrecy Act, fair and responsible banking and third party risk management professionals. She is also a member of the Company's Executive Committee. On March 15, 2022, Ms. Prieto resigned from all her employment positions with the Company and Bank, effective May 6, 2022. Prior to joining the Bank in 2014, Ms. Prieto served as Associate and then Counsel at Buckley LLP from 2009 to 2014, and as a trial attorney in the Enforcement & Compliance Division of the Office of the Comptroller of the Currency. In addition to her role at the Company, Ms. Prieto has served in leadership and advisory roles on the Banking Law Committee of the American Bar Association's Business Law Section and the American Association of Bank Directors. She also serves on the board of directors of Long Beach Local, a non-profit that supports sustainable urban agriculture. Ms. Prieto holds a J.D. from Fordham University School of Law and a B.A. from Georgetown University.

Alex Stefani. Mr. Stefani serves the Company as Chief Credit Officer. In this role, he oversees Luther Burbank's appraisal, underwriting, credit administration and special assets activities; he is also a member of the Company's Executive Committee. Mr. Stefani joined the Bank in 2004 and has held several positions including loan underwriter, loan officer, and underwriting manager before being promoted to Director of Income Property Lending in 2017, a position he held until accepting his current role in 2021. Mr. Stefani holds a M.A. in Political Science from San Francisco State University and a B.A. in Political Science from Sonoma State University.

Board of Directors

Victor S. Trione. Mr. Trione serves as Chair of the Board of Directors of the Company and the Bank, a position he has held since founding the Bank in 1983. In addition to serving as our Chair, Mr. Trione is President of Vimark, Inc., a real estate development and vineyard management company, and co-proprietor of Trione Winery. Mr. Trione also serves in the following roles: Director and Chair of the Executive Committee of Empire College; Advisory Board member of the Stanford Institute for Economic Policy Research; Board of Overseers of Stanford University's Hoover Institution; and, trustee of the U.S. Navy Memorial Foundation.

Renu Agrawal. Dr. Agrawal joined the Board of Directors in December 2020 and serves on the Audit and Risk Committee. Dr. Agrawal was appointed to the Governance and Nominating Committee effective January 2022. In addition to the Company, Dr. Agrawal serves on the board of Allvue Systems, an investment software solutions provider. She was Executive Vice President and Chief Operating Officer for Wells Fargo's Financial Institutions Group. Prior to that, she oversaw Well's Fargo International Treasury Management business and played a leadership role in the Wells Fargo-Wachovia merger. Earlier, Dr. Agrawal was Chief Operating Officer at ValleyCrest Companies and Quisic Corporation. She began her career as a scientist at Polaroid and also worked at McKinsey & Company. Dr. Agrawal is a founding member of Neythri, a global community of South Asian professional women committed to helping each other succeed. In 2018, she received the National Asian Pacific American Corporate Achievement Award. Dr. Agrawal holds a M.B.A. from MIT Sloan School of Management and a Ph.D. in Materials Science and Engineering from MIT. She graduated with a B.Tech in Metallurgy from IIT, Kanpur.

John C. Erickson. Mr. Erickson serves on the Audit and Risk Committee and on the Compensation Committee. Mr. Erickson has served on our Board of Directors since 2017. Mr. Erickson has more than 35 years of financial services experience, including over 30 years at Union Bank N.A. He served in many executive roles across that institution, culminating in two vice chairman positions (Chief Risk Officer and Chief Corporate Banking Officer) between 2007 and 2014. As Chief Corporate Banking Officer, he oversaw commercial banking, real estate, global treasury management, wealth management and global capital markets. He was a director of Zions Bancorporation (NASDAQ: ZION) from 2014 to 2016, and chair of that board's Risk Committee, as well as a member of the Audit Committee. He also served as President, Consumer Banking and President, California, for CIT Group, Inc. (NYSE: CIT) in 2016. He joined the board of directors of Bank of Hawaii Corporation (NYSE: BOH) in January 2019, and serves as a member of its Audit and Risk Committee and Nominating and Governance Committee. Mr. Erickson qualifies as an "audit committee financial expert" as defined in SEC rules.

Anita Gentle Newcomb. Ms. Newcomb serves as Chair of the Audit and Risk Committee. Ms. Newcomb has served on our Board of Directors since 2014 and was appointed to the Governance and Nominating Committee effective January 2022. Her experience spans over three decades in the financial services industry as a commercial banker, investment banker, and strategic consultant. She has advised numerous banks and financial services companies on a wide range of corporate development initiatives, from strategic planning, consumer and business banking strategy, and corporate governance best practices, to mutual conversions and valuing and structuring acquisitions. Most recently, Ms. Newcomb was president of A.G. Newcomb & Co., a financial services consultancy, she founded and managed from 1999 to 2019. She also served on the board of the Federal Reserve Bank of Richmond-Baltimore Branch from 2010 through 2015. She is also a certified public accountant (inactive). Ms. Newcomb holds a M.B.A. in Finance from The University of Houston and a B.S. in Accounting from Auburn University. In 2022, Ms. Newcomb was honored by Auburn University Alumni Association with its Lifetime Achievement Award. Ms. Newcomb qualifies as an "audit committee financial expert" as defined in SEC rules.

Board of Directors - Continued

Bradley M. Shuster. Mr. Shuster serves as Chair of the Compensation Committee and also serves on the Governance and Nominating Committee. Mr. Shuster has served on our Board of Directors since 1999. Mr. Shuster has served as executive chairman and chairman of the board of NMI Holdings, Inc. (NASDAQ: NMIH) since January 2019. Mr. Shuster founded National MI and served as chairman and chief Executive Officer of the company from 2012 to 2018. Prior to founding National MI, he was a senior executive of The PMI Group, Inc. (NYSE: PMI), where he served as chief executive officer of PMI Capital Corporation. Before joining PMI in 1995, Mr. Shuster was a partner at Deloitte, where he served as partner-in-charge of Deloitte's Northern California Insurance and Mortgage Banking practices. Mr. Shuster has received both CPA and CFA certifications. He is a member of the board of directors of McGrath Rentcorp (NASDAQ: MGRC), and serves as a member of its Audit and Governance Committees.

Thomas C. Wajnert. Mr. Wajnert serves as our Lead Independent Director, Chair of the Governance and Nominating Committee, and a member of the Compensation Committee. Mr. Wajnert has served on our Board of Directors since 2013. He launched his career in 1968 with US Leasing, a NYSE-listed company. For over 40 years, Mr. Wajnert has navigated the changing currents of the equipment leasing industry and built an impressive list of accomplishments, including serving as Chief Executive Officer and Chair of AT&T Capital Corporation, an international, full-service equipment leasing and commercial finance company, from 1984 to 1996. Mr. Wajnert also has extensive public company board experience at Reynolds American as Chair, and at Solera, UDR, Inc., NYFIX, and JLG Industries as a director. Mr. Wajnert also serves on the board of International Finance Group, one of the largest privately owned P&C insurance companies in the U.S., and for many years served as a Trustee of Wharton's Center for Financial Institutions.

M. Max Yzaguirre. Mr. Yzaguirre joined the Board of Directors in October 2021 and was appointed to the Audit and Risk Committee and the Compensation Committee effective January 2022. Mr. Yzaguirre's experience includes domestic and international business, government and law, as well as expertise in a wide variety of industries and sectors. He currently serves on the board of directors of Aris Water Solutions, Inc. (NYSE: ARIS) and is chairman of their Compensation Committee. Mr. Yzaguirre formerly served on the boards of directors of BBVA USA Bancshares, Inc. and BBVA USA Bank, on the board of directors of Texas Regional Bancshares and on the board of directors of Texas State Bank. He also served previously as Executive Chairman of the energy infrastructure construction company, Forbes Bros. Holdings, Ltd., and as Chairman and CEO of Isolux Ingenieria USA, L.L.C., the US operation of Isolux Corsan, a Spanish engineering, procurement and construction company. Mr. Yzaguirre is also a member of the National Association of Corporate Directors (NACD) and the Latino Corporate Directors Association (LCDA).

Appendix

Balance Sheet ($ in 000's)

	As of			
		March 31, 2022 (1)		December 31, 2021
ASSETS				
Cash, cash equivalents and restricted cash	$	147,963	$	138,413
Available for sale investment securities, at fair value		624,859		647,317
Held to maturity investment securities, at amortized cost (fair value of $3,802 and $4,018 at March 31, 2022 and December 31, 2021, respectively)		3,798		3,829
Equity securities, at fair value		11,116		11,693
Loans receivable, net of allowance for loan losses of $33,035 and $35,535 at March 31, 2022 and December 31, 2021, respectively		6,333,283		6,261,885
Accrued interest receivable		18,014		17,761
Federal Home Loan Bank ("FHLB") stock, at cost		22,563		23,411
Premises and equipment, net		15,590		16,090
Goodwill		3,297		3,297
Prepaid expenses and other assets		80,343		56,261
Total assets	$	7,260,826	$	7,179,957
LIABILITIES AND STOCKHOLDERS' EQUITY				
Liabilities:				
Deposits	$	5,601,247	$	5,538,243
Federal Home Loan Bank advances		751,647		751,647
Junior subordinated deferrable interest debentures		61,857		61,857
Senior debt				
$95,000 face amount, 6.5% interest rate, due September 30, 2024 (less debt issuance costs of $307 and $388 at March 31, 2022 and December 31, 2021, respectively)		94,693		94,662
Accrued interest payable		153		118
Other liabilities and accrued expenses		83,229		64,297
Total liabilities		6,592,826		6,510,824
Stockholders' equity:				
Common stock, no par value; 100,000,000 shares authorized; 51,403,914 and 51,682,398 shares issued and outstanding at March 31, 2022 and December 31, 2021, respectively		401,102		406,904
Retained earnings		278,856		262,141
Accumulated other comprehensive income (loss), net of taxes		(11,958)		88
Total stockholders' equity		668,000		669,133
Total liabilities and stockholders' equity	$	7,260,826	$	7,179,957

(1) Unaudited

Income Statement ($ in 000's, except per share data)

	For the Three Months Ended March 31, [1]	
	2022	2021
Interest and fee income:		
Loans	$ 53,633	$ 54,058
Investment securities	2,301	1,982
Cash, cash equivalents and restricted cash	66	51
Total interest and fee income	56,000	56,091
Interest expense:		
Deposits	6,020	11,606
FHLB advances	3,097	3,933
Junior subordinated deferrable interest debentures	275	258
Senior debt	1,574	1,575
Total interest expense	10,966	17,372
Net interest income before provision for loan losses	45,034	38,719
(Reversal of) provision for loan losses	(2,500)	(2,500)
Net interest income after provision for loan losses	47,534	41,219
Noninterest income:		
FHLB dividends	354	367
Other income	(296)	(58)
Total noninterest income	58	309
Noninterest expense:		
Compensation and related benefits	10,219	10,380
Deposit insurance premium	481	472
Professional and regulatory fees	539	484
Occupancy	1,194	1,215
Depreciation and amortization	603	655
Data processing	988	973
Marketing	458	292
Other expenses	1,030	933
Total noninterest expense	15,512	15,404
Income before provision for income taxes	32,080	26,124
Provision for income taxes	9,140	7,713
Net income	$ 22,940	$ 18,411
Basic earnings per common share	$ 0.45	$ 0.35
Diluted earnings per common share	$ 0.45	$ 0.35
Dividends per common share	$ 0.12	$ 0.06
Weighted average common shares outstanding - basic	51,337,488	51,982,731
Weighted average common shares outstanding - diluted	51,414,419	52,098,238

(1) Unaudited

Net Interest Margin ($ in 000's)

	For the Three Months Ended March 31, 2022			For the Three Months Ended December 31, 2021		
	Average Balance	Interest Inc / Exp	Average Yield/Rate [5]	Average Balance	Interest Inc / Exp	Average Yield/Rate [5]
Interest-Earning Assets						
Multifamily residential	$ 4,211,697	$ 39,146	3.72%	$ 4,202,677	$ 39,967	3.80%
Single family residential	1,867,416	12,025	2.58%	1,879,844	12,908	2.75%
Commercial real estate	193,871	2,204	4.55%	191,659	2,143	4.47%
Construction and land	20,341	258	5.14%	16,517	221	5.31%
Total loans [1]	6,293,325	53,633	3.41%	6,290,697	55,239	3.51%
Securities available-for-sale/ equity	646,274	2,270	1.40%	673,698	2,137	1.27%
Securities held-to-maturity [2]	3,817	31	3.25%	3,926	26	2.65%
Cash, cash equivalents and restricted cash	153,370	66	0.17%	154,722	62	0.16%
Total interest-earning assets	7,096,786	56,000	3.16%	7,123,043	57,464	3.23%
Noninterest-earning assets	92,904			73,823		
Total assets	$ 7,189,690			$ 7,196,866		
Interest-Bearing Liabilities						
Interest-bearing demand deposits	$ 169,580	95	0.22%	$ 169,132	95	0.22%
Money market demand accounts	2,964,527	3,222	0.43%	2,801,908	3,178	0.44%
Time deposits - Retail	2,215,766	2,687	0.49%	2,349,468	3,404	0.57%
Total interest-bearing deposits - Retail	5,349,873	6,004	0.45%	5,320,508	6,677	0.49%
Time deposits - Wholesale	15,705	16	0.41%	108,200	45	0.17%
Total interest-bearing deposits	5,365,578	6,020	0.45%	5,428,708	6,722	0.48%
FHLB advances	761,119	3,097	1.65%	751,653	3,190	1.68%
Senior debt	94,673	1,574	6.65%	94,642	1,575	6.66%
Junior subordinated debentures	61,857	275	1.80%	61,857	252	1.62%
Total interest-bearing liabilities	6,283,227	10,966	0.70%	6,336,860	11,739	0.73%
Noninterest-bearing demand deposits	147,533			126,225		
Noninterest-bearing liabilities	84,022			69,453		
Total liabilities	6,514,782			6,532,538		
Total stockholders' equity	674,908			664,328		
Total liabilities and stockholders' equity	$ 7,189,690			$ 7,196,866		
Net interest spread [3]			**2.46%**			**2.50%**
Net interest income/margin [4]		**$ 45,034**	**2.54%**		**$ 45,725**	**2.57%**

(1) Non-accrual loans are included in total loan balances. No adjustment has been made for these loans in the calculation of yields. Interest income on loans includes amortization of deferred loan costs, net.
(2) Securities held to maturity include municipal securities. Yields are not calculated on a tax equivalent basis.
(3) Net interest spread is the average yield on total interest-earning assets minus the average rate on total interest-bearing liabilities.
(4) Net interest margin is net interest income divided by total average interest-earning assets.
(5) Yields shown are annualized.

Non-GAAP Reconciliation ($ in 000's, except per share data)

	As of or For the Three Months Ended March 31, 2022	As of or For the Years Ended December 31, 2021	2020	2019	2018
Tangible stockholders' equity					
Total assets	$ 7,260,826	$ 7,179,957	$ 6,906,104	$ 7,045,828	$ 6,937,212
Less: Goodwill	(3,297)	(3,297)	(3,297)	(3,297)	(3,297)
Less: Total liabilities	(6,592,826)	(6,510,824)	(6,292,413)	(6,431,364)	(6,356,067)
Tangible stockholders' equity	$ 664,703	$ 665,836	$ 610,394	$ 611,167	$ 577,848
Tangible assets					
Total assets	$ 7,260,826	$ 7,179,957	$ 6,906,104	$ 7,045,828	$ 6,937,212
Less: Goodwill	(3,297)	(3,297)	(3,297)	(3,297)	(3,297)
Tangible assets	$ 7,257,529	$ 7,176,660	$ 6,902,807	$ 7,042,531	$ 6,933,915
Tangible stockholders' equity to tangible assets					
Tangible book value (numerator)	$ 664,703	$ 665,836	$ 610,394	$ 611,167	$ 577,848
Tangible assets (denominator)	7,257,529	7,176,660	6,902,807	7,042,531	6,933,915
Tangible stockholders' equity to tangible assets	9.2%	9.3%	8.8%	8.7%	8.3%
Efficiency ratio					
Noninterest expense (numerator)	$ 15,512	$ 59,145	$ 73,934	$ 62,386	$ 62,687
Net interest income	$ 45,034	$ 170,459	$ 138,623	$ 128,407	$ 125,087
Noninterest income	58	1,886	2,520	4,675	4,131
Operating revenue (denominator)	$ 45,092	$ 172,345	$ 141,143	$ 133,082	$ 129,218
Efficiency ratio	34.4%	34.3%	52.4%	46.9%	48.5%
Tangible book value per share					
Tangible stockholders' equity (numerator)	$ 664,703				
Period end shares outstanding (denominator)	51,403,914				
Tangible book value per share	$ 12.93				

Non-GAAP Reconciliation ($ in 000's, except per share data)

	As of or For the Year Ended December 31, 2020
Pro forma items continued [(1)]	
Net income	$ 39,912
Add: Non-recurring noninterest expense item, net taxes	7,352
Pro forma net income	$ 47,264
Pro forma net income (numerator)	$ 47,264
Average assets (denominator)	7,092,407
Pro forma return on average assets	0.67%
Pro forma net income (numerator)	$ 47,264
Average stockholders' equity (denominator)	610,770
Pro forma return on average stockholders' equity	7.74%
Pro forma net income (numerator)	$ 47,264
Fully dilutive shares (denominator)	53,146,298
Pro forma earnings per share	$ 0.89
Noninterest expense	$ 73,934
Less: Non-recurring noninterest expense item, before income taxes	(10,443)
Pro forma noninterest expense (numerator)	$ 63,491
Operating revenue (denominator)	$ 141,143
Pro forma efficiency ratio	45.0%
Pro forma noninterest expense (numerator)	$ 63,491
Average assets (denominator)	7,092,407
Pro forma noninterest expense to average assets	0.90%

(1) For the year ended December 31, 2020, our pro forma amounts above are adjusted to reverse the impact of a non-recurring cost incurred in connection with the early paydown of $150 million of long-term FHLB borrowings in late December 2020.