

# OceanFirst Financial Corp.

## 1Q 2025 Earnings Release Supplement<sup>(1)</sup>

April 2025

<sup>(1)</sup> The 1Q 2025 Earnings Release Supplement should be read in conjunction with the Earnings Release furnished as Exhibit 99.1 to Form 8-K filed with the SEC on April 24, 2025.

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# Legal Disclaimer

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## **FORWARD LOOKING STATEMENTS.**

In addition to historical information, this presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, which are based on certain assumptions and describe future plans, strategies and expectations of the Company. These forward-looking statements are generally identified by use of the words "believe," "expect," "intend," "anticipate," "estimate," "project," "will," "should," "may," "view," "opportunity," "potential," or similar expressions or expressions of confidence. The Company's ability to predict results or the actual effect of future plans or strategies is inherently uncertain. Factors which could have a material adverse effect on the operations of the Company and its subsidiaries include, but are not limited to: changes in interest rates, inflation, general economic conditions, potential recessionary conditions, levels of unemployment in the Company's lending area, real estate market values in the Company's lending area, potential goodwill impairment, natural disasters, potential increases to flood insurance premiums, the current or anticipated impact of military conflict, terrorism or other geopolitical events, the imposition of tariffs or other domestic or international governmental policies, the level of prepayments on loans and mortgage-backed securities, legislative/regulatory changes, monetary and fiscal policies of the U.S. Government, including policies of the U.S. Treasury and the Board of Governors of the Federal Reserve System, the quality or composition of the loan or investment portfolios, demand for loan products, deposit flows, the availability of low-cost funding, changes in liquidity, including the size and composition of the Company's deposit portfolio and the percentage of uninsured deposits in the portfolio, changes in capital management and balance sheet strategies and the ability to successfully implement such strategies, competition, demand for financial services in the Company's market area, changes in consumer spending, borrowing and saving habits, changes in accounting principles, a failure in or breach of the Company's operational or security systems or infrastructure, including cyberattacks, the failure to maintain current technologies, failure to retain or attract employees, the impact of pandemics on our operations and financial results and those of our customers and the Bank's ability to successfully integrate acquired operations. These risks and uncertainties are further discussed in the Company's Annual Report on Form 10-K for the year ended December 31, 2024, under Item 1A - Risk Factors and elsewhere, and subsequent securities filings and should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. The Company does not undertake, and specifically disclaims any obligation, to publicly release the result of any revisions which may be made to any forward-looking statements to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.

## **NON-GAAP FINANCIAL INFORMATION.**

This presentation contains certain non-GAAP (generally accepted accounting principles) measures. These non-GAAP measures, as calculated by the Company, are not necessarily comparable to similarly titled measures reported by other companies. Additionally, these non-GAAP measures are not measures of financial performance or liquidity under GAAP and should not be considered alternatives to the Company's other financial information determined under GAAP. See reconciliations of certain non-GAAP measures included at the end of this presentation and in the Company's Earnings Release furnished as Exhibit 99.1 to Form 8-K as filed with the SEC on April 24, 2025.

## **MARKET AND INDUSTRY DATA.**

This presentation references certain market, industry and demographic data, forecasts and other statistical information. We have obtained this data, forecasts and information from various independent, third-party industry sources and publications. Nothing in the data, forecasts or information used or derived from third party sources should be construed as advice. Some data and other information are also based on our good faith estimates, which are derived from our review of industry publications and surveys and independent sources. We believe that these sources and estimates are reliable but have not independently verified them. Statements as to our market position are based on market data currently available to us. These estimates involve inherent risks and uncertainties and are based on assumptions that are subject to change.

# Overview of OceanFirst

## Corporate Overview and Market Data

Ticker	OCFC (NASDAQ)
HQ	Red Bank, NJ
Branch Network	39 branches; 8 commercial banking centers
Core Markets	New Jersey, New York City, Greater Philadelphia
Expansion Markets	Boston and Washington DC

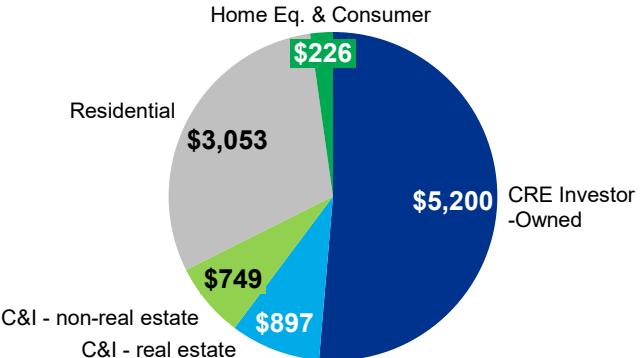
### Balance Sheet and Capital (Q1-25)

Assets	\$13.3 billion
Net Loans	\$10.1 billion
Deposits	\$10.2 billion
Non-performing Loans / Loans <sup>(1)</sup>	0.29%
Tang. Equity / Tang. Assets <sup>(2)</sup>	9.2%
CET1 Ratio <sup>(4)</sup>	11.2%

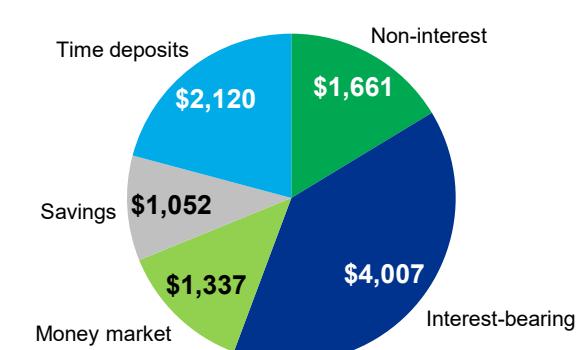
### Core Profitability (Q1-25)<sup>(2)</sup>

Net Income	\$20.3 million
EPS	\$0.35
Net Interest Margin (%) <sup>(3)</sup>	2.87%
Efficiency Ratio (%)	65.8%
ROAA (%)	0.62%
ROTC (%)	7.34%

### Q1-25 Loan Portfolio (\$'millions)<sup>(5)</sup>



### Q1-25 Deposit Base (\$'millions)



Note: All data presented is as of March 31, 2025.

(1) PCD loans are not included in these metrics.

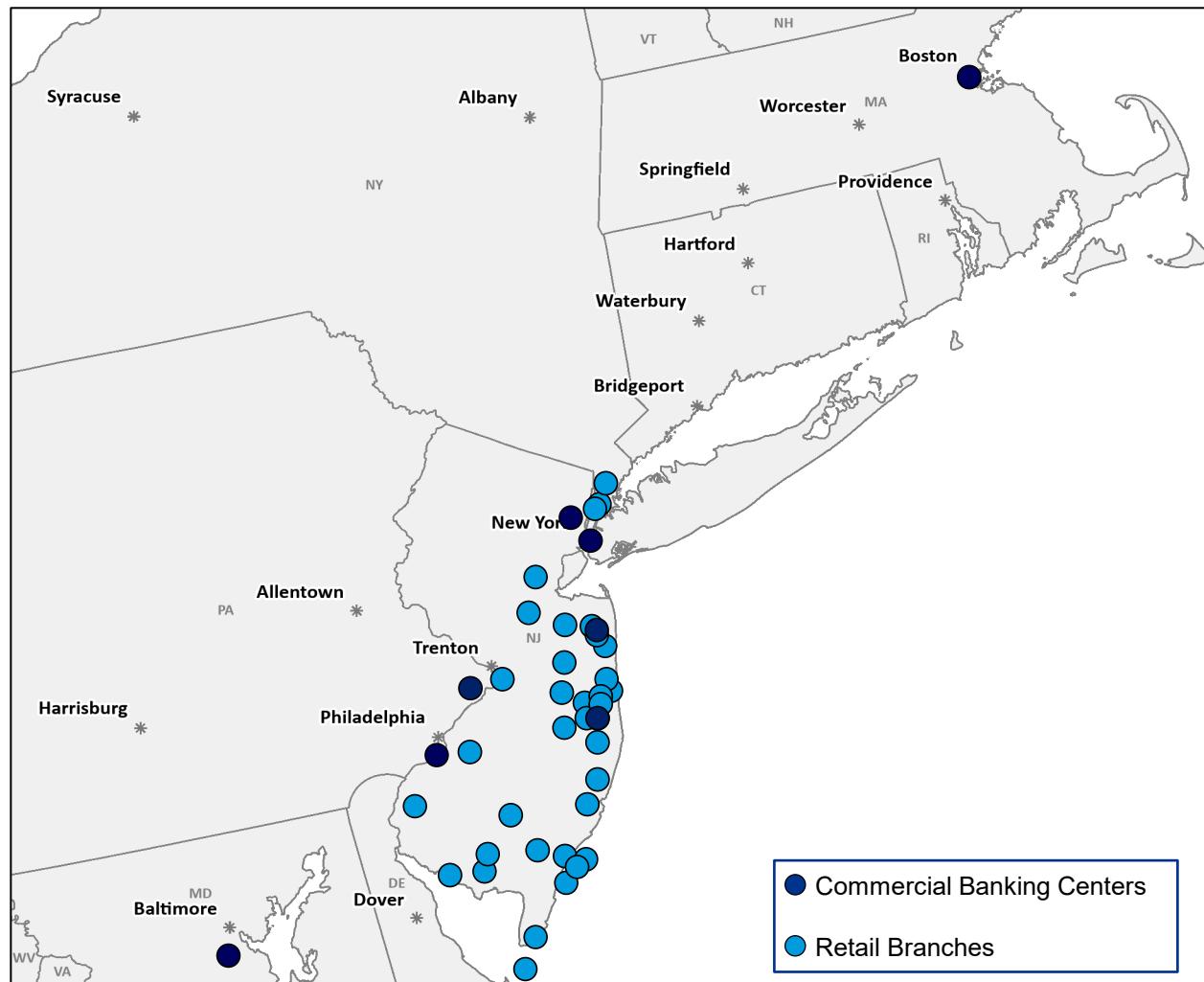
(2) For non-GAAP financial measures, please refer to the 'Non-GAAP Reconciliations' in the Appendices for a reconciliation to GAAP financial information.

(3) Core NIM excludes purchase accounting and prepayment fee income.

(4) CET1 ratio represents an estimate as of Q1-25.

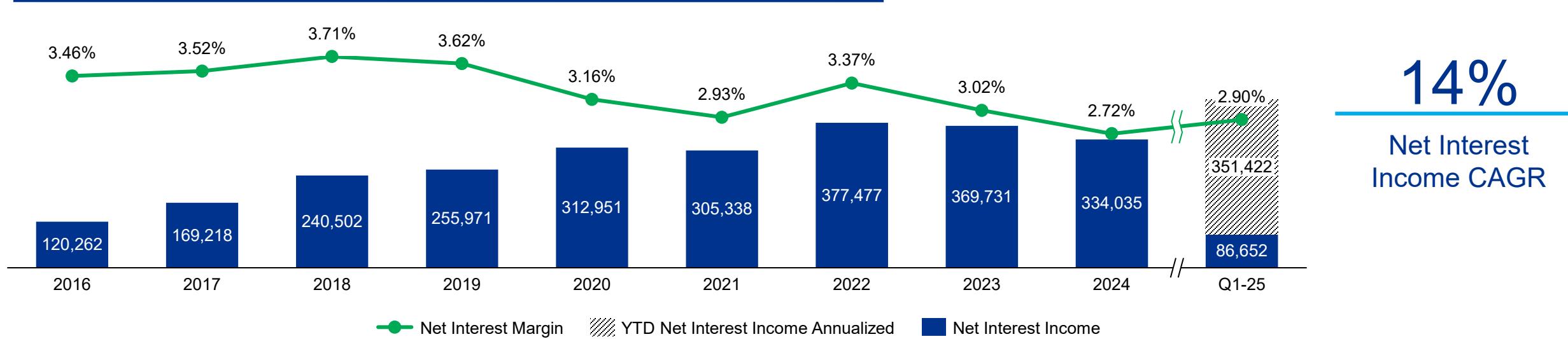
(5) During the quarter ended March 31, 2025, the Company retrospectively reclassified loans which were previously referred to as 'commercial real estate - owner occupied' and 'commercial and industrial' to 'commercial and industrial - real estate' and 'commercial and industrial - non-real estate', respectively. Collectively, these loans are referred to as 'commercial and industrial'.

## Tailored Footprint Across Key Markets

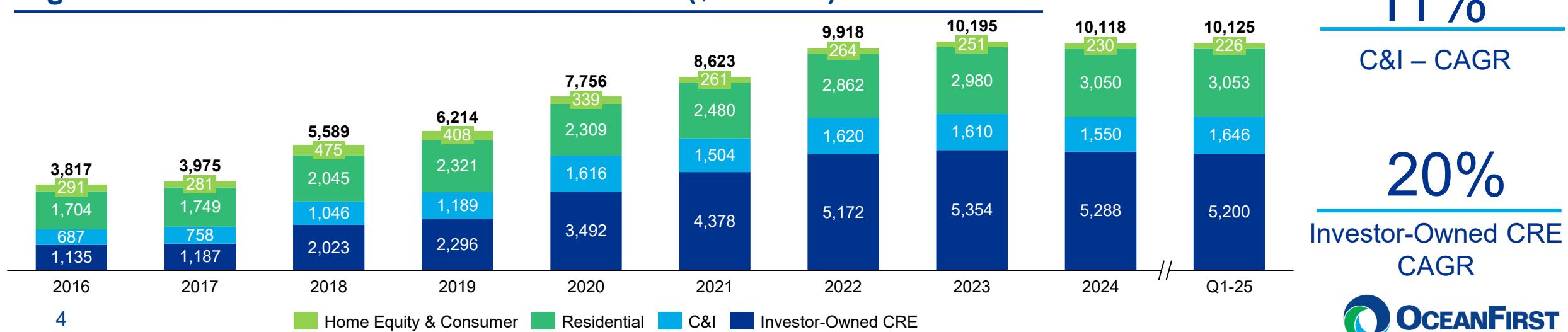


# Proven Historical Net Interest Income and Loan Growth

## Net Interest Income Growth (\$'000)

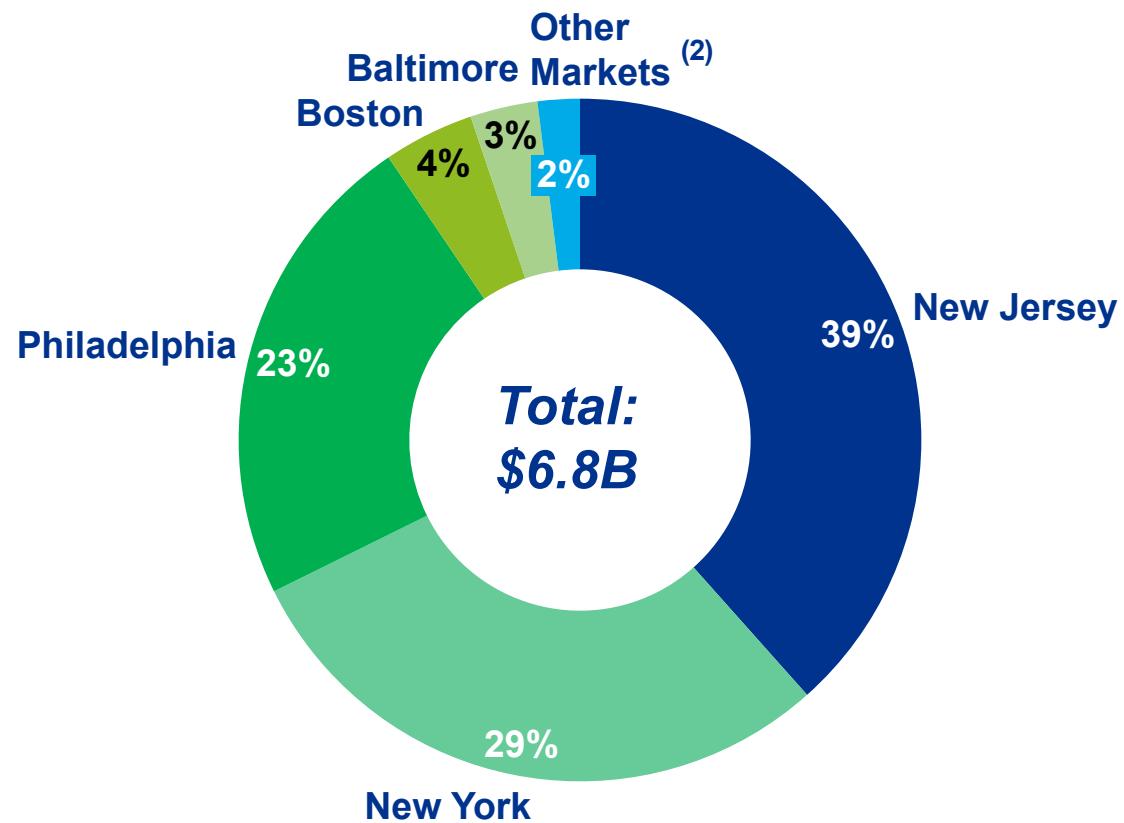


## Significant Growth in Commercial Loan Portfolio (\$'millions)



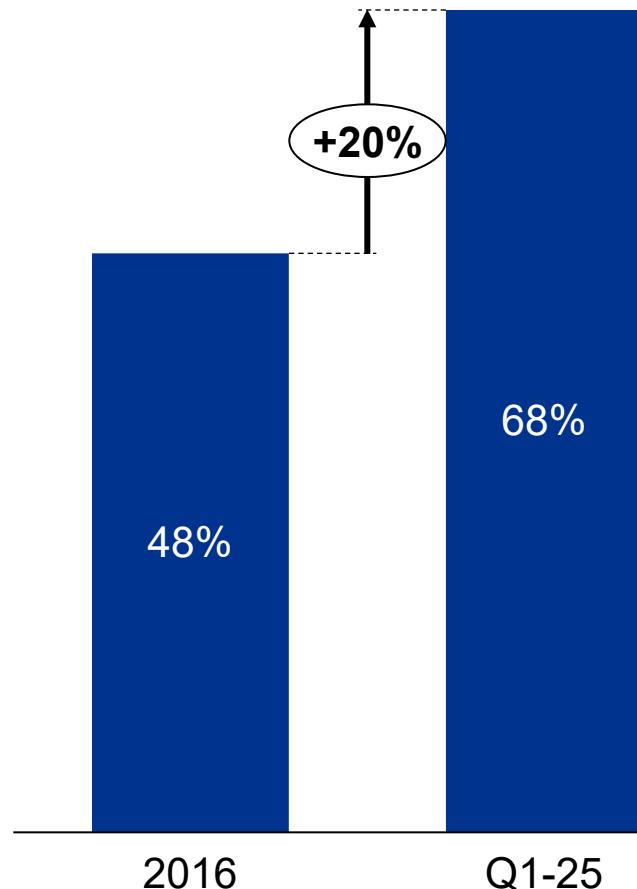
# Successful Commercial Loan Growth and Geographic Diversification

## Commercial Loans by Geography<sup>(1)</sup> as of Q1-25



## Emphasis on Commercial

(Commercial % of Loan Portfolio)



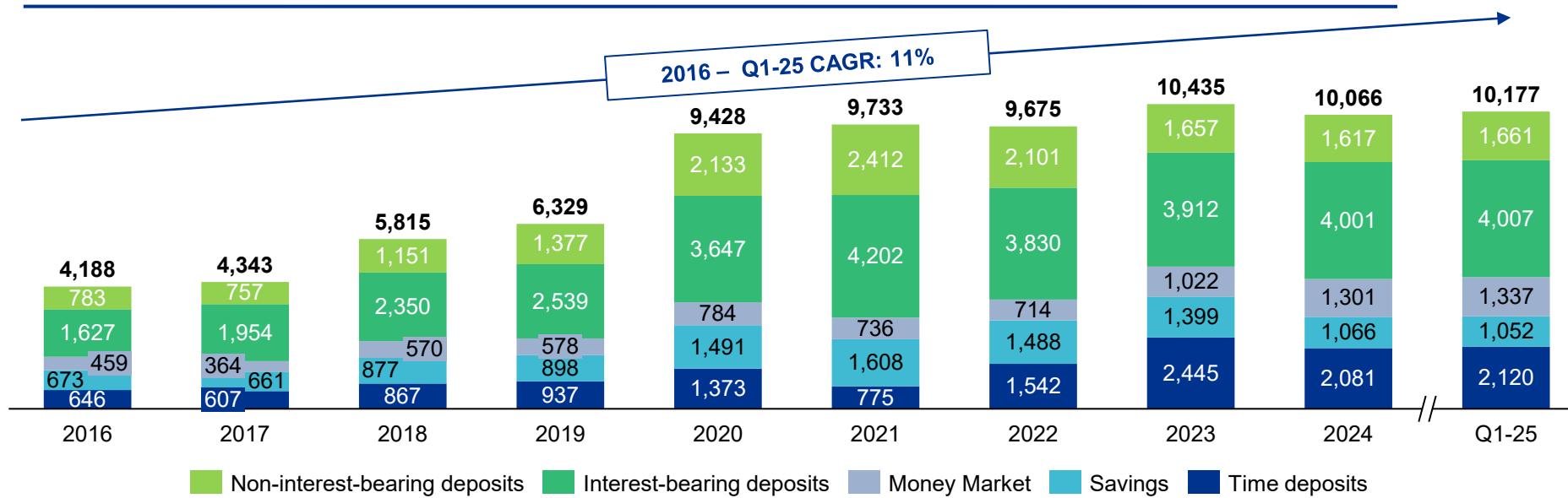
**Increase of \$5.0B  
in commercial  
loans since 2016**

(1) Based on location the loan is managed.

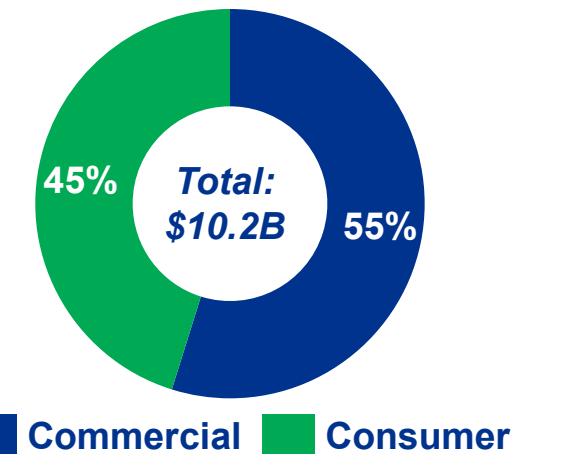
(2) Other includes Washington DC, Northern Virginia, and other markets.

# Balanced Approach to Deposit Pricing and Growth

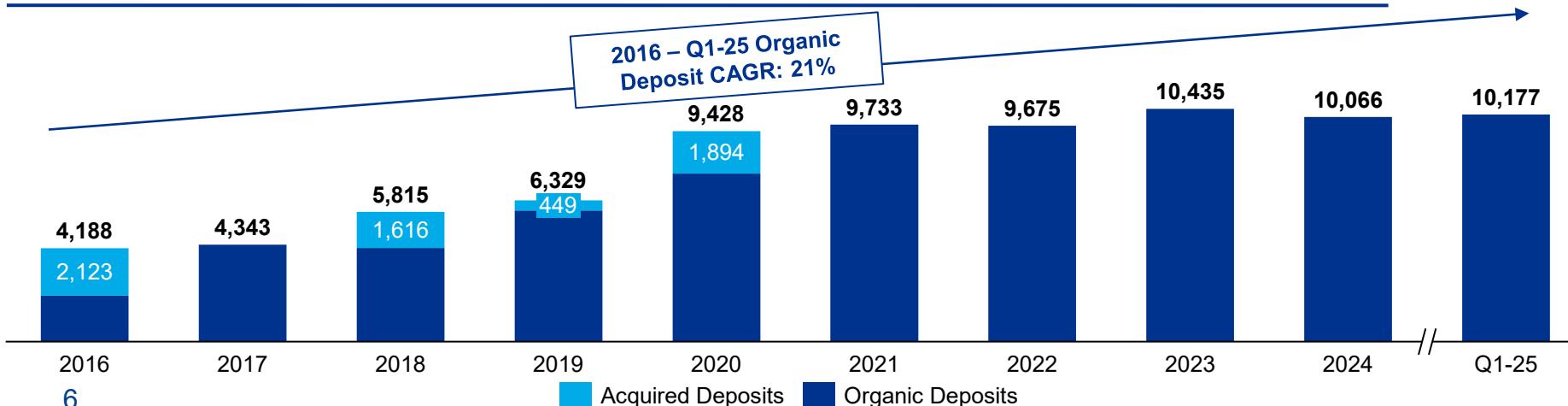
## Deposit Composition (\$'millions)



## Deposit Stratification

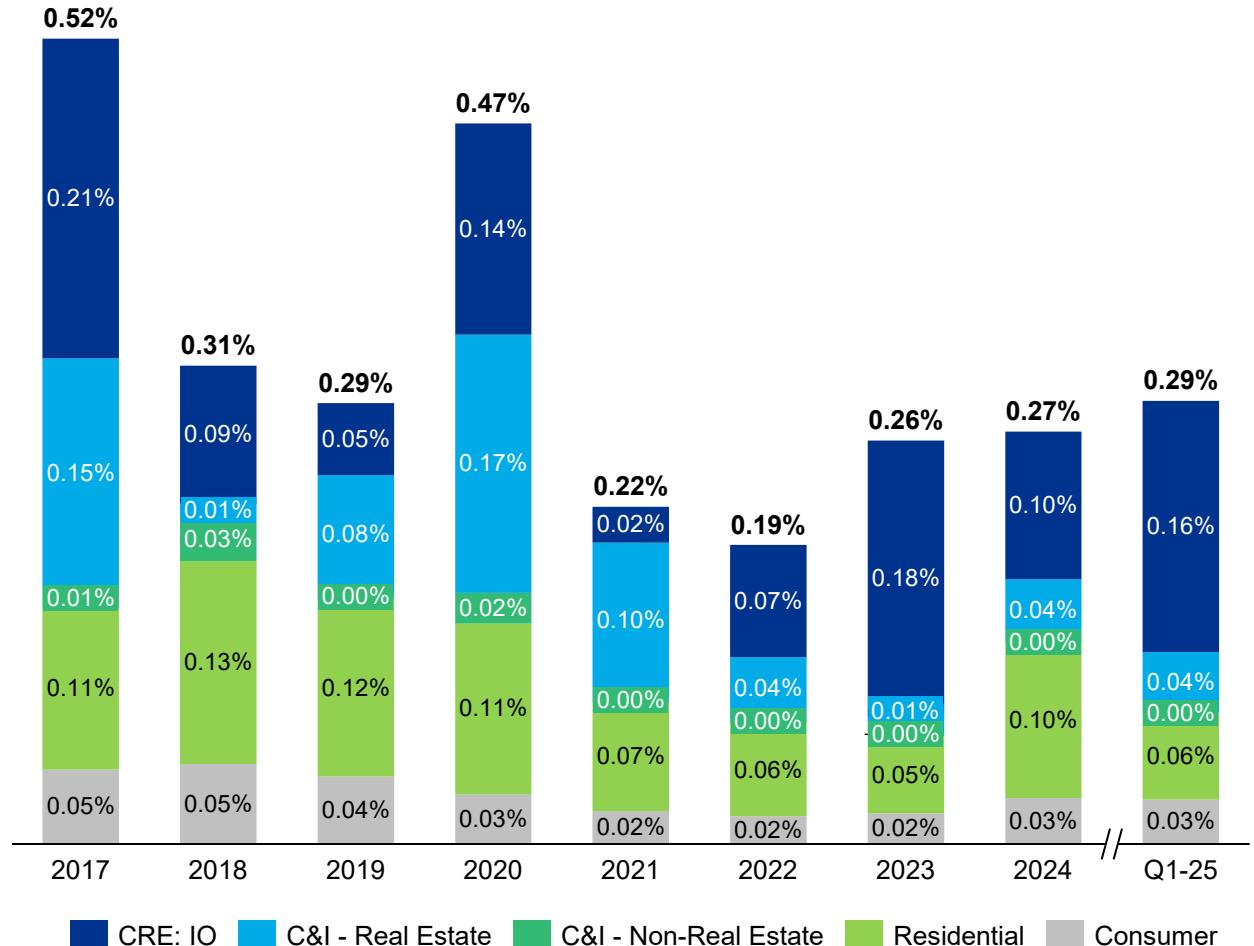


## Organic Deposit Growth (\$'millions)

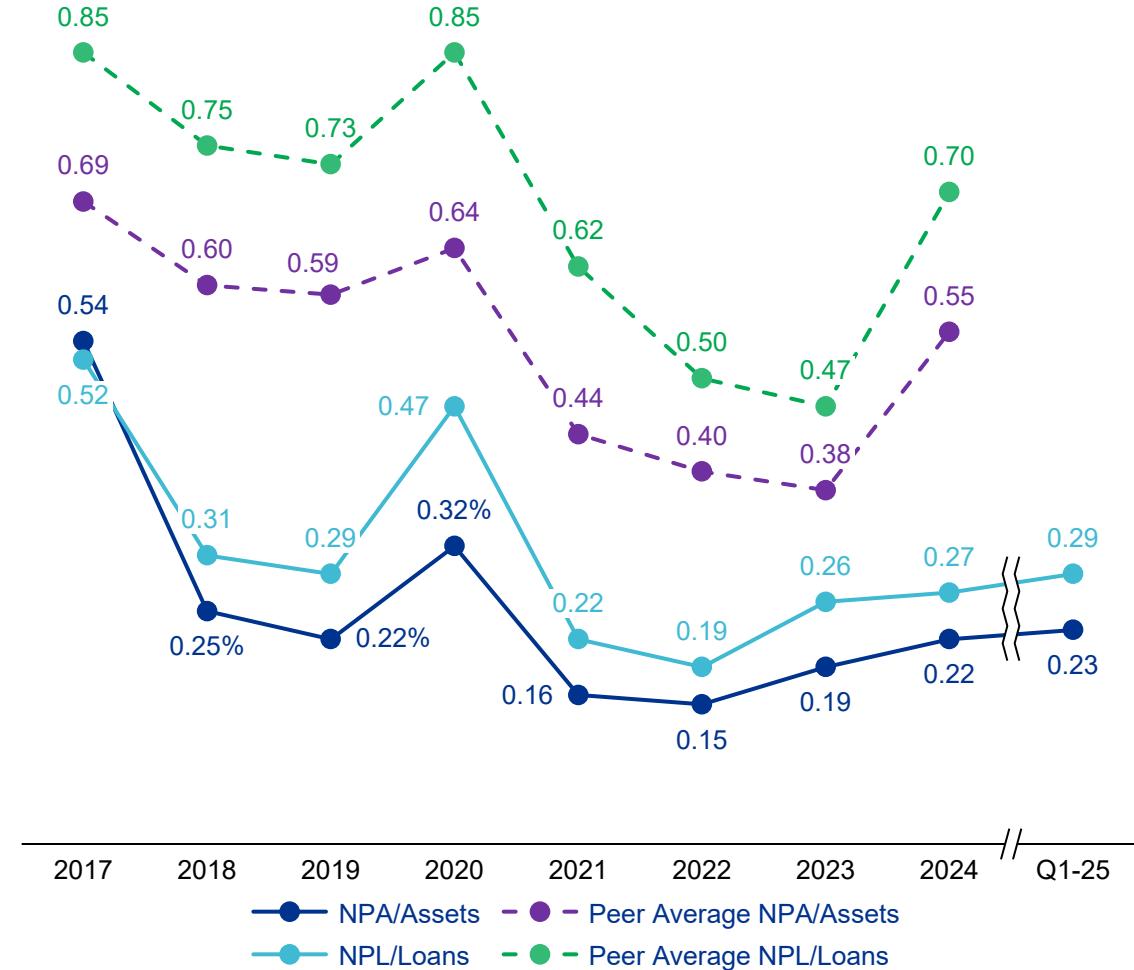


# Conservative Credit Risk Profile

## Non-performing Loans by Type as % of Loans<sup>(1)</sup>



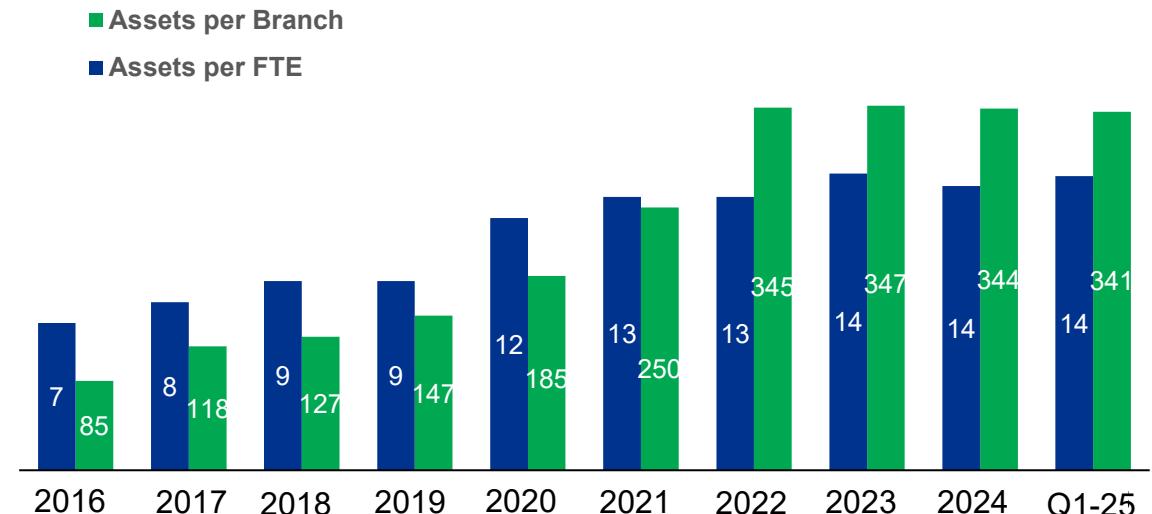
## Continued Focus on Credit Risk<sup>(1)</sup>



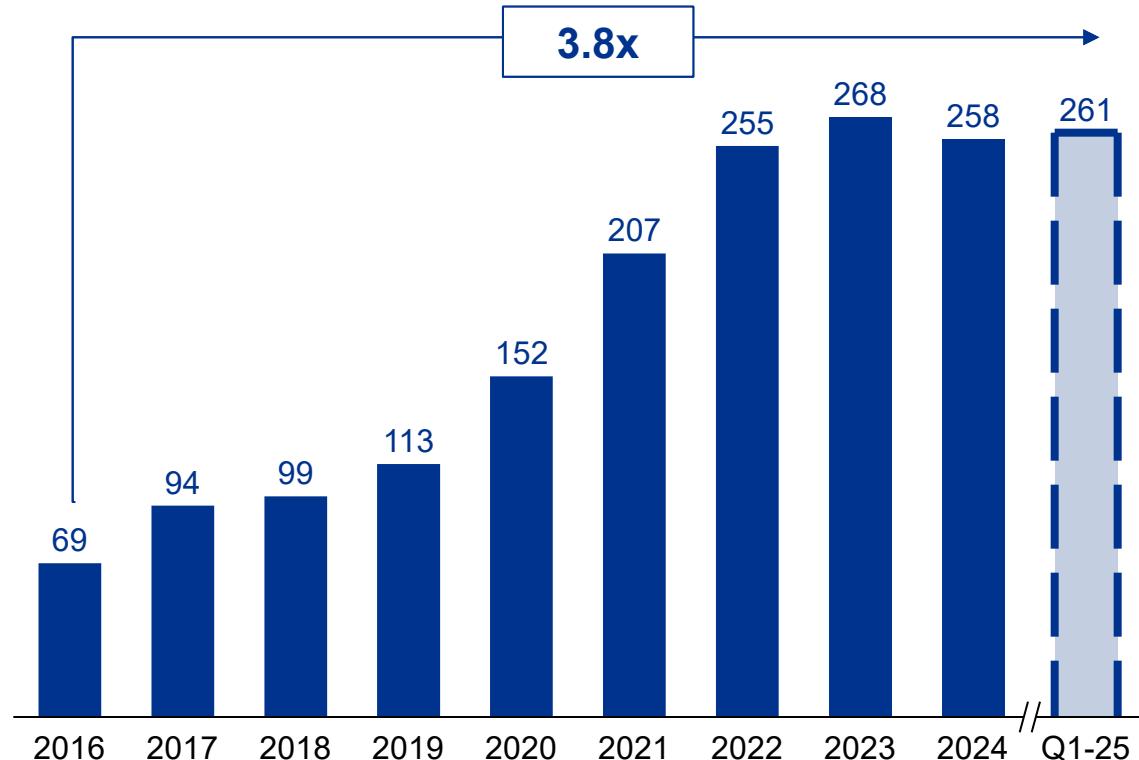
(1) PCD loans are not included in these metrics. Refer to "Asset Quality" section in the Earnings Release for additional information.

# Operational Efficiency

## Operating Efficiency (\$'millions)



## Deposits per Branch (\$'millions)



## Annualized Core Non-interest Expense<sup>(1)</sup> to Total Avg. Assets

2016

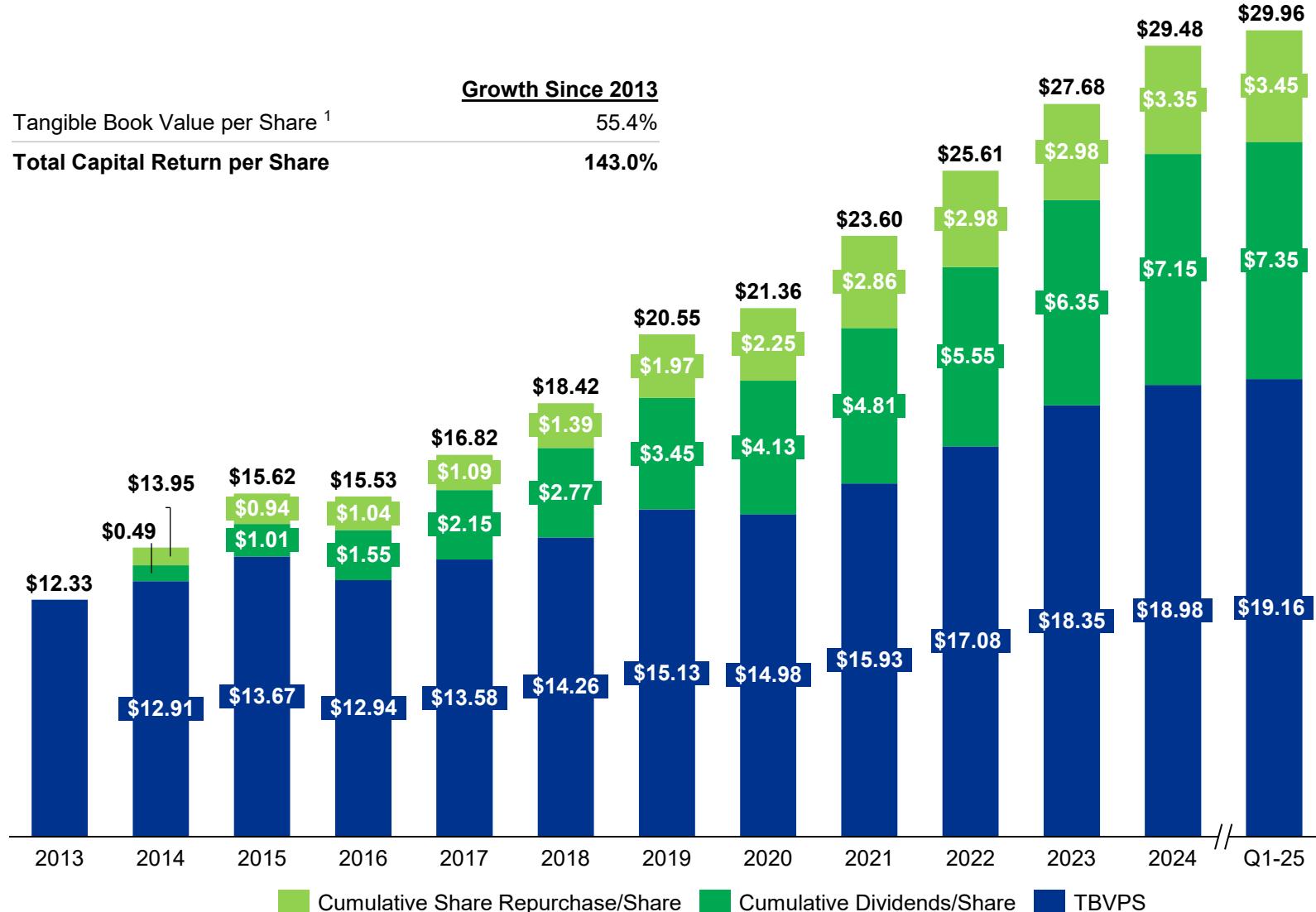
1.88%

8 bps

Q1-25

1.96%

# Business Model Strength Driving Significant Capital Return



The growth in TBV per common share <sup>(1)</sup> (TBVPCS) is attributed to:

- Minimally dilutive and strategic acquisitions including in critical new markets
- Stable and competitive dividend
  - 113th consecutive quarter
- Historical Payout Ratio of 30% to 40%
- 1.2 million shares available to be repurchased
- Total repurchases of 398,395 shares for the quarter ended March 31, 2025.

<sup>(1)</sup> For non-GAAP financial measures, please refer to the 'Non-GAAP Reconciliations' in the Appendices for a reconciliation to GAAP financial information.

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# Quarterly Earnings Update

# Q1-25 Financial Highlights

## Financial Highlights

**\$0.35**

Core Diluted EPS<sup>(1)</sup>

**\$87 million**

Net Interest Income

**0.62%**

Core ROAA<sup>(1)</sup>

**7.34%**

Core ROTCE<sup>(1)</sup>

**\$0.56**

Core PTPP Diluted EPS<sup>(1)</sup>

**11.2%**

CET1 Ratio<sup>(2)</sup>

- Net interest margin increased 21 bps to 2.90% in Q1-25 predominately driven by a 26 bps decrease in total cost of deposits to 2.06% in the quarter. Core earnings PTTP increased \$2.9 million to \$32.4 million (or 10%) from the linked quarter.
- C&I loans increased by \$95.1 million in the quarter, representing 25% annualized growth. Our total Commercial pipeline continues to build, increasing to \$375.6 million (or 90% from the linked quarter.)
- Net loan ACL reserve build of \$5.2 million primarily driven by elevated uncertainty in the macroeconomic environment and increasing our coverage ratio to 78 bps from 73 bps in the linked quarter. Asset quality metrics continue to be strong.
- We announced the redemption of our outstanding \$57.4 million of preferred equity in advance of the May 2025 repricing date.
- In April, we added 9 Premier Banking teams totaling 36 employees. We continue to remain opportunistic on additional recruitment to drive low-cost organic deposit growth.

# Premier Bank Launch

## Business Model

- Relationship driven, **team-based approach** to service, resulting in superior high-touch client experience.
- Differentiated **Commercial Organic Deposit Channel** leveraging our existing infrastructure and products.

## Performance To Date

- **9 Teams** hired and onboarded, totaling **36 FTEs**.
- Target **\$500 million** in deposits in 2025.

## Multi-Year Aspiration Goals

- Teams to achieve their full run-rate in **2 to 3 years**.
- Target deposits of **\$2 to \$3 billion by end of 2027**.

## Strategic Deployment of Funding Channel

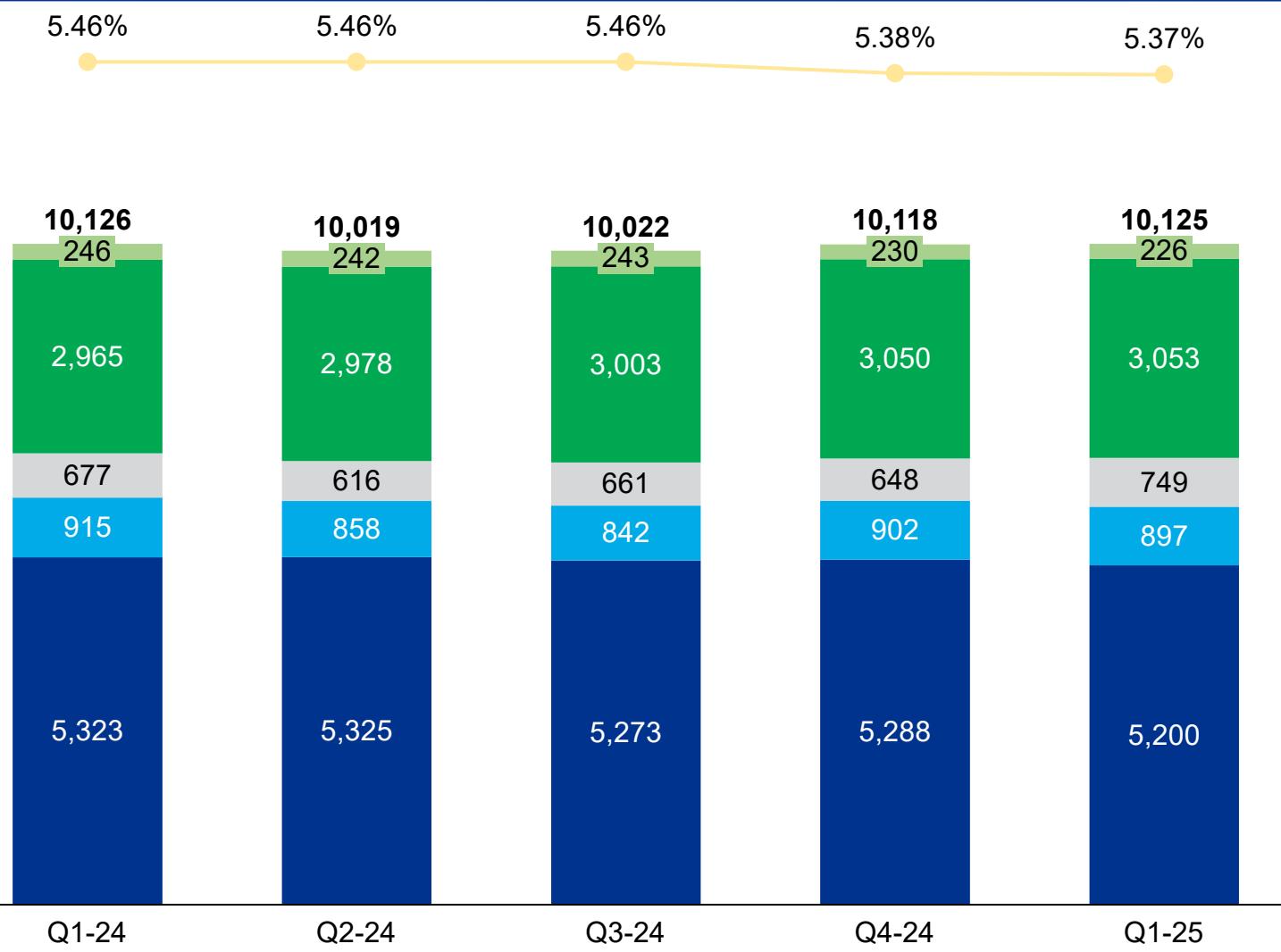
- Reduce wholesale funding and higher cost retail deposits in the near term.
- Create meaningful margin and profitability expansion through a stable low-cost deposit vertical supporting future C&I growth.

## Geography and Reach

- New York City – Expanding existing Midtown NY branch and adding non-retail space.
- Long Island – New commercial banking center in Melville.
- Westchester – Leveraging existing Scarsdale, NY full-service branch.

# Loan Portfolio Trends

## Moderated Loan Growth in the Portfolio (\$'millions)



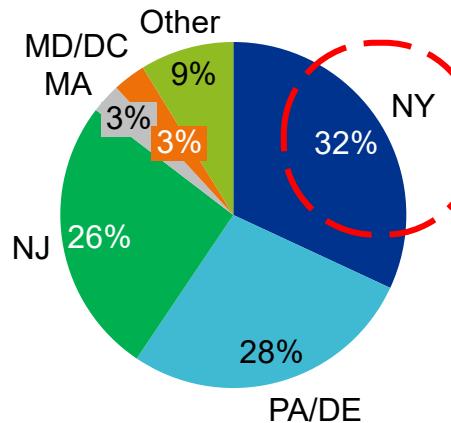
- Total loan pipeline increased \$198 million, driven by \$178 million growth (or 90%) in the commercial loan pipeline.

# Diversified CRE Portfolio with Conservative Risk Profile

## CRE Investor-Owned - Collateral Details

\$'millions	CRE: Investor-Owned	% of Total	WA LTV	WA DSCR
Office	1,051	23.3%	54.7	1.77
Retail	1,013	22.4%	53.5	2.00
Multi-Family	851	18.9%	56.1	1.69
Industrial / Warehouse	713	15.8%	48.3	2.14
Hospitality	177	3.9%	46.7	2.14
Other (1)	707	15.7%	50.9	1.70
<b>CRE: Investor-Owned</b>	<b>4,512</b>	<b>100.0%</b>	<b>52.8</b>	<b>1.87</b>
Construction	688			
<b>CREIO and Construction Total</b>	<b>5,200</b>			

## CRE Investor-Owned Portfolio by Geography<sup>(3)</sup>



- De minimis underlying concentrations:**
- NYC rent-regulated<sup>(2)</sup> multi-family: \$30.7 million
  - NYC Office Central Business District (CBD): \$7.0 million

### Notes:

- All data represents CRE Investor-Owned balances, excluding purchase accounting marks and Construction as of March 31, 2025, unless otherwise noted.
- WA LTV represents the weighted average of loan balances as of March 31, 2025 divided by their most recent appraisal value, which is generally obtained at the time of origination.
- WA DSCR represents the weighted average of net operating income on the property before debt service divided by the loan's respective annual debt service based on the most recent credit review of the borrower.
- WA rate includes borrower fixed rate exposure for loans with swap contracts and excludes any benefit from back-to-back rate swaps.

### Footnotes:

- (1) Other includes underlying co-operatives, single purpose, stores and some living units / mixed use, investor-owned 1-4 family, land / development, and other.
- (2) Rent-regulated multi-family is defined as buildings with >50% rent-regulated units.
- (3) Based on location of collateral.

- **Underlying collateral is diversified.**
- **Low concentration in the Multi-Family portfolio,** which represents 6% of total assets.
- **Maturity wall is modest and has a minimal impact:** Our CRE Investor-Owned maturity wall, totaling \$1.20 billion (or 12% of total loans), is set to mature in 2025 and 2026 with weighted average rates of 4.80% and 3.64%, for each respective cohort. The impact of repriced loans to-date has been benign.

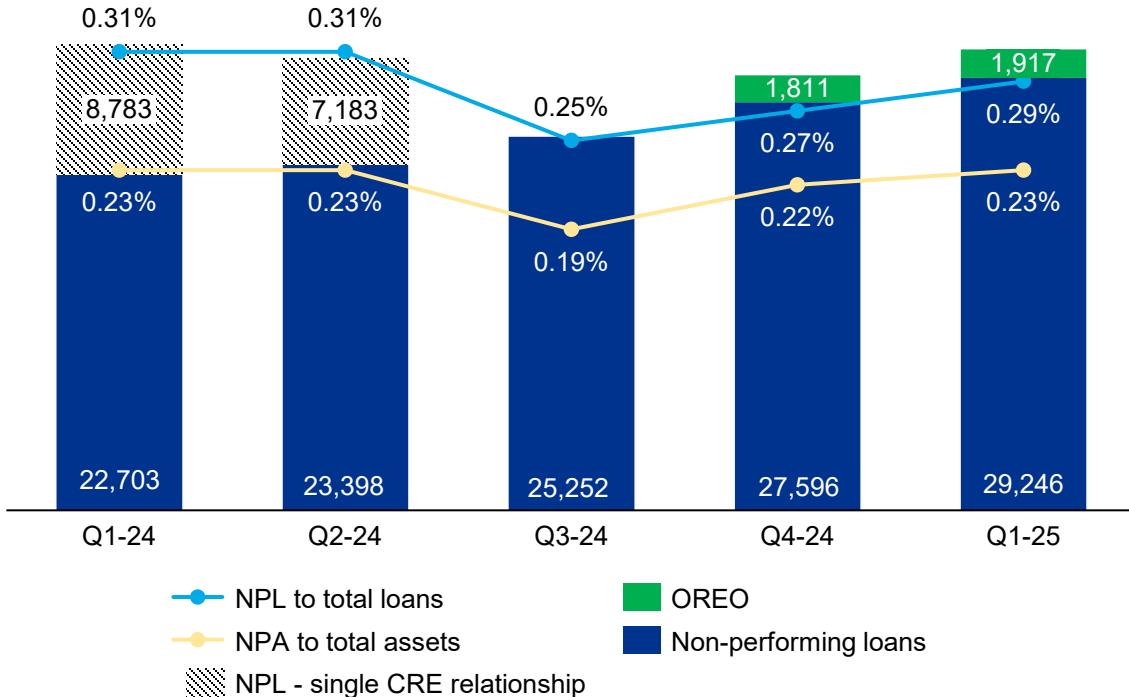
## CRE Investor-Owned - Maturity Wall

Maturity Year	Balance (\$'millions)	Weighted Average			% of Loans
		Rate	LTV	DSCR	
2025	687	4.80	52.90	1.70	6.79%
2026	510	3.64	53.87	2.30	5.04%
<b>Total</b>	<b>1,198</b>	<b>4.31</b>	<b>53.31</b>	<b>1.96</b>	<b>11.83%</b>

# Quarterly Credit Trends (1 of 2)

Strong asset quality trends driven by prudent growth and strong credit risk management

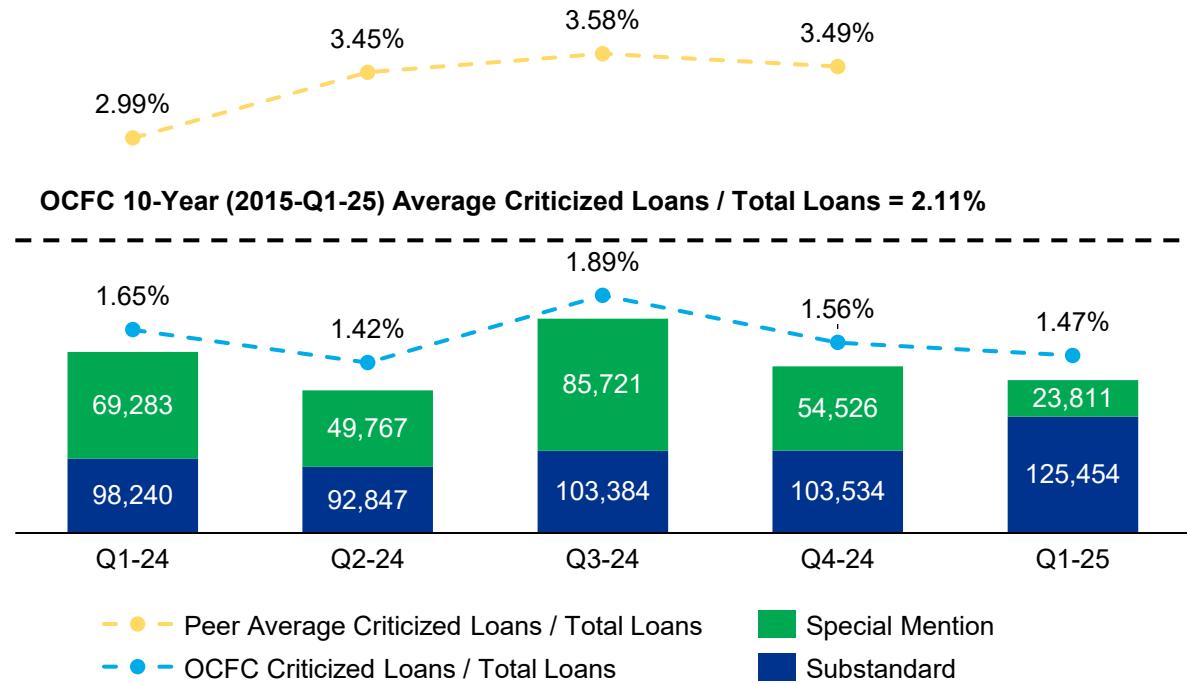
## Non-Performing Loans and Assets (\$'000)<sup>(1)</sup>



(1) PCD loans are not included in these metrics. Refer to Asset Quality section in the Earnings Release for additional information.

## Special Mention and Substandard Loans (\$'000)

Criticized loans as a % of total loans remain low at 1.47% as of Q1-25 compared to 2.06% as of Q4-19 (pre-pandemic).

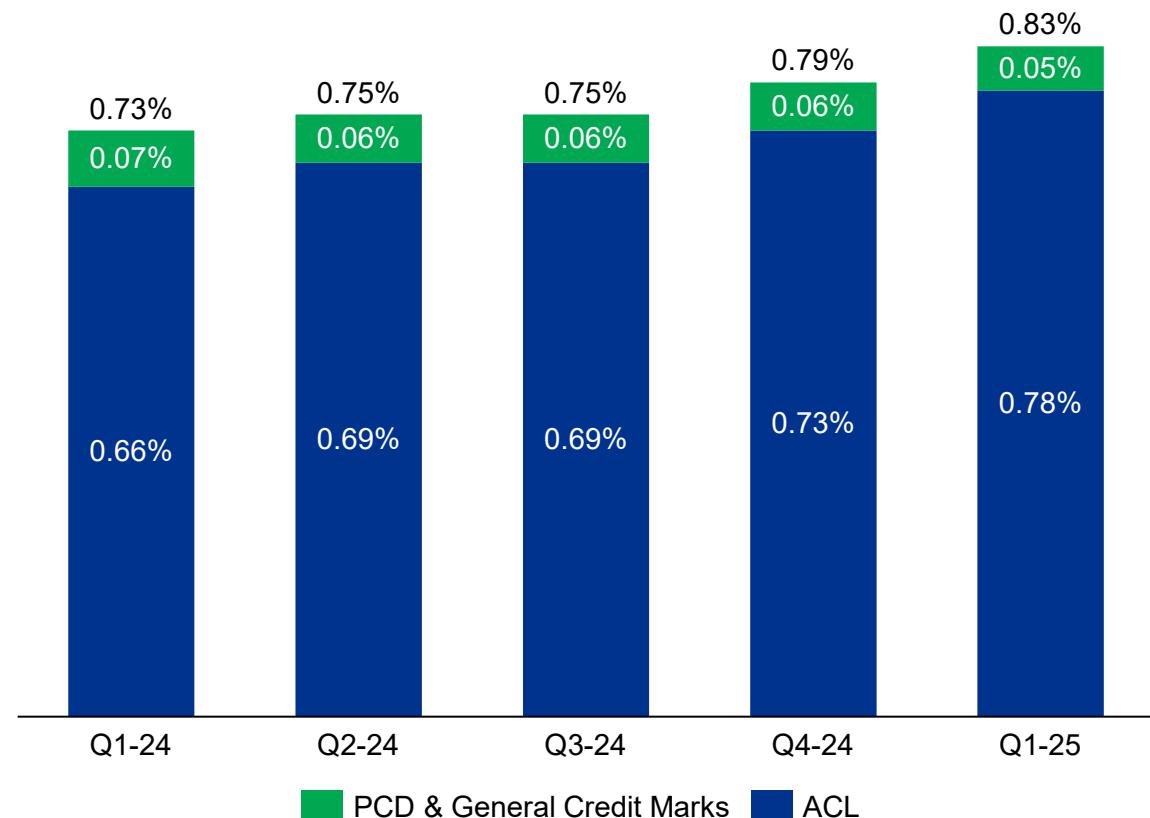


**Note #1:** At March 31, 2025, of the Special Mention loans and Substandard loans represented above, 67.5% and 76.4% were current on payments, respectively.

**Note #2:** Peer data is on a one quarter lag.

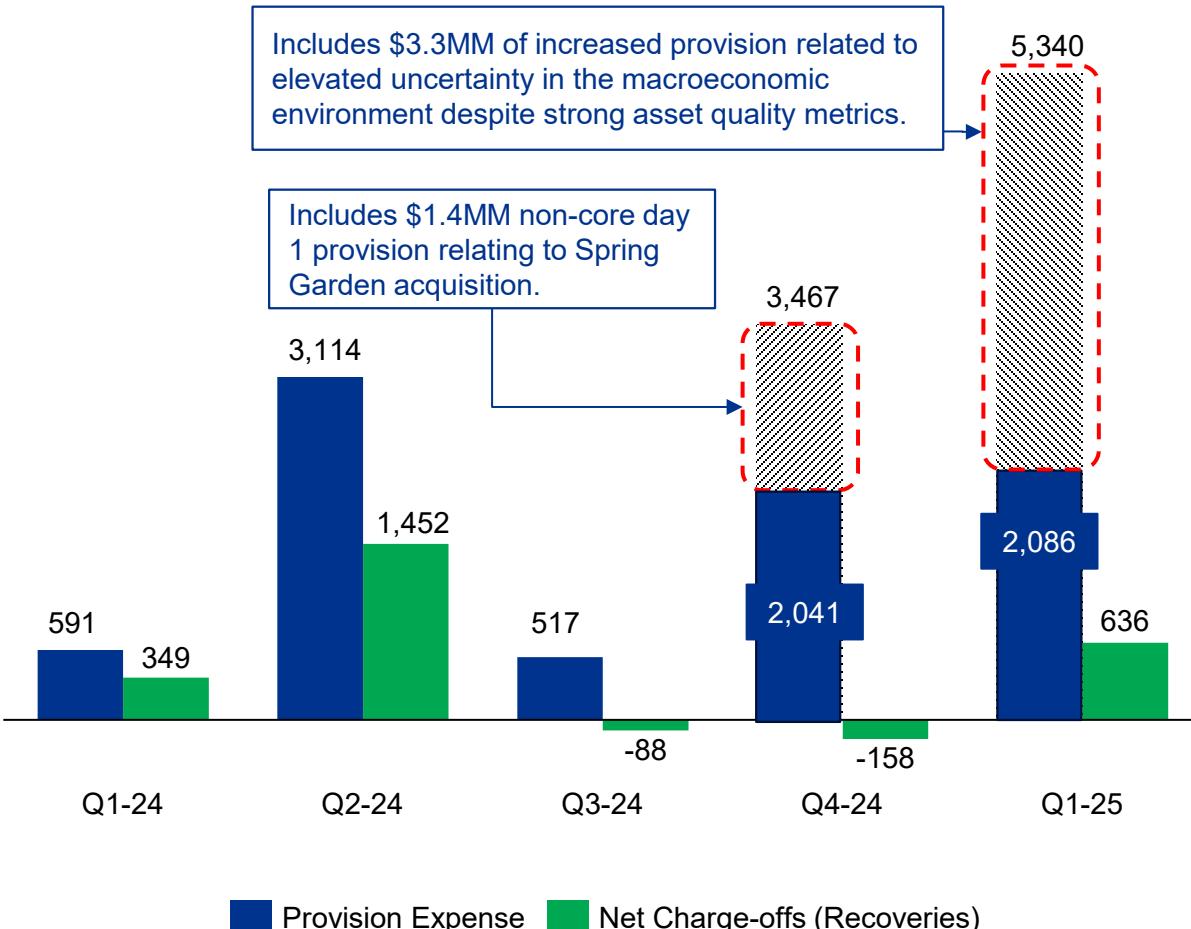
# Quarterly Credit Trends (2 of 2)

## Loan Allowance for Credit Losses (ACL) Plus PCD & General Credit Marks / Total Loans

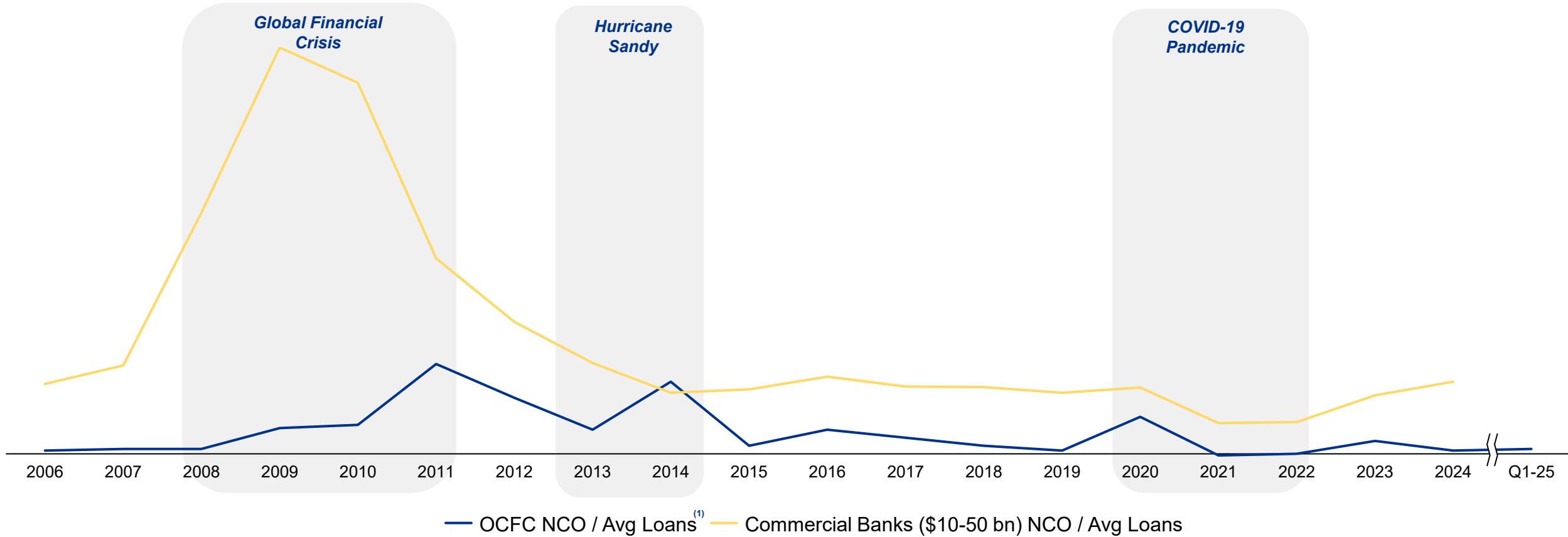


**Note:** The allowance for credit losses plus the unamortized credit and PCD marks amounted to \$84.4 million or 0.83% of total loans at Q1-25, as compared to \$79.6 million, or 0.79% of total loans at Q4-24.

## NCOs / (Recoveries) and Provision for Credit Loss Expense (\$'000)



# Track Record of Strong Credit Performance



- From 2006 to Q1-25, inclusive of the Global Financial Crisis, Hurricane Sandy, and the COVID-19 Pandemic, OCFC's NCO to average loans totaled 13 bps per year compared to 74 bps for all commercial banks between \$10 - \$50 billion in assets from 2006 to 2024.
- From 2006 to Q1-25, peak net charge-offs to average loans for OCFC totaled 56 bps in 2011. Peak charge-offs for commercial banks between \$10 - \$50 billion in assets were 253 bps in 2009.

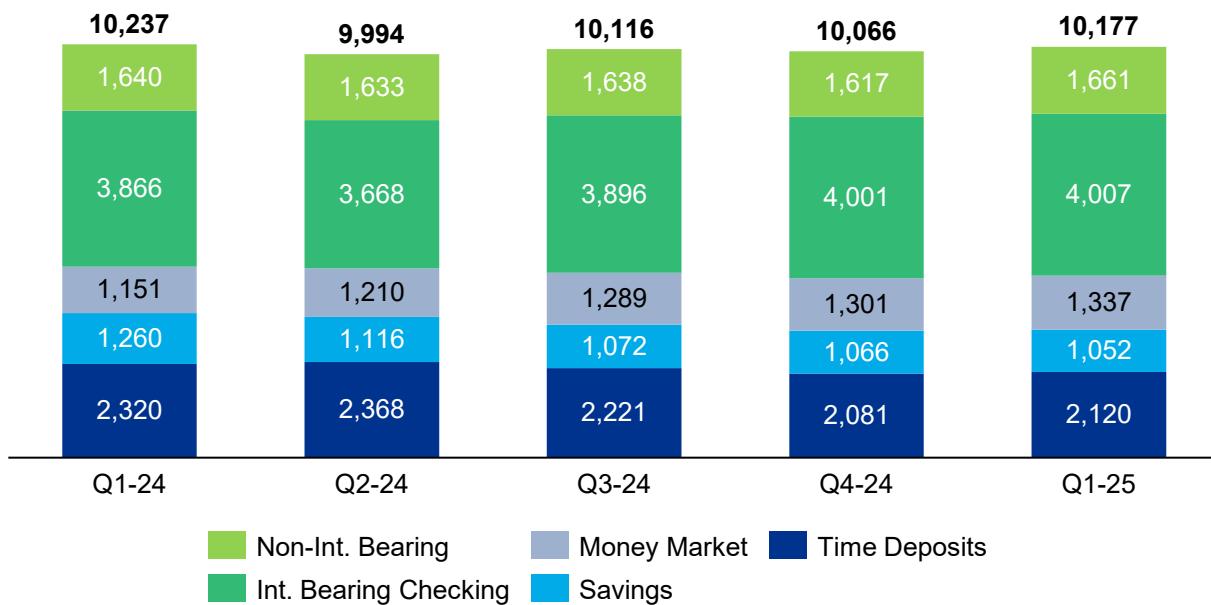
Source: S&P Global.

Note: Commercial bank reporting is on a one quarter lag.

<sup>(1)</sup> Any period with net recoveries is denoted as 0% NCO / Avg Loans in the graph.

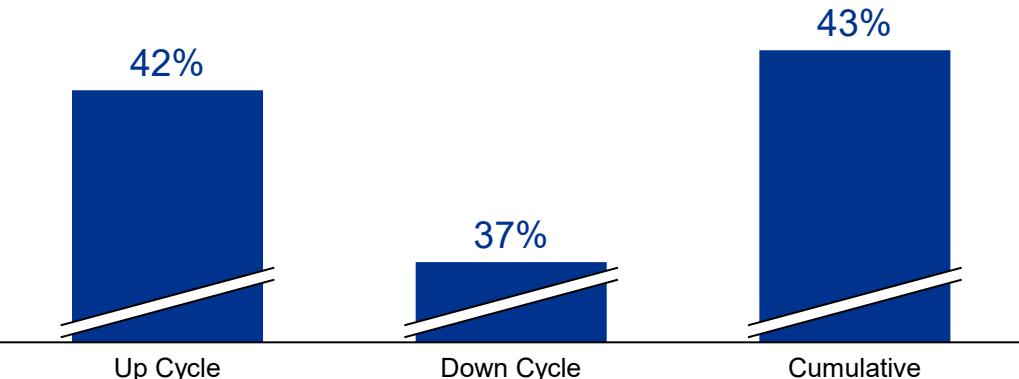
# Deposit Trends

## Deposit Mix Has Stabilized (\$'millions)



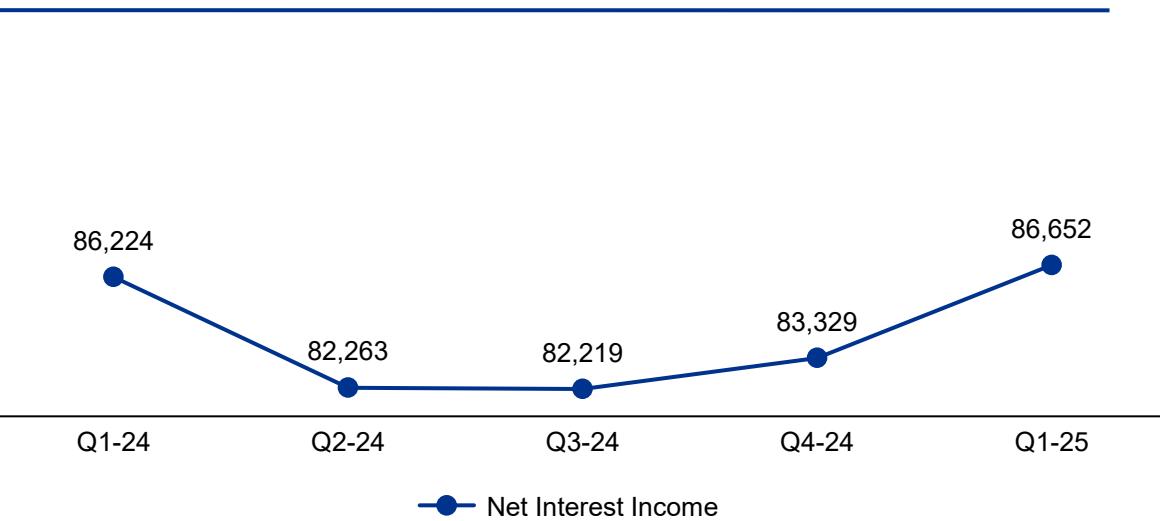
- Total deposits increased \$111 million from the prior quarter.
- Non-maturity deposits increased by \$72 million (or 1%) from the prior quarter.
- Q1-25 time deposits increased due to the issuance of \$350 million in short duration brokered CD's which was largely offset by the run-off of retail CD's.
- We expect Q2-25 deposit growth to be in line with loan growth.

## Deposit Beta <sup>(1)</sup>

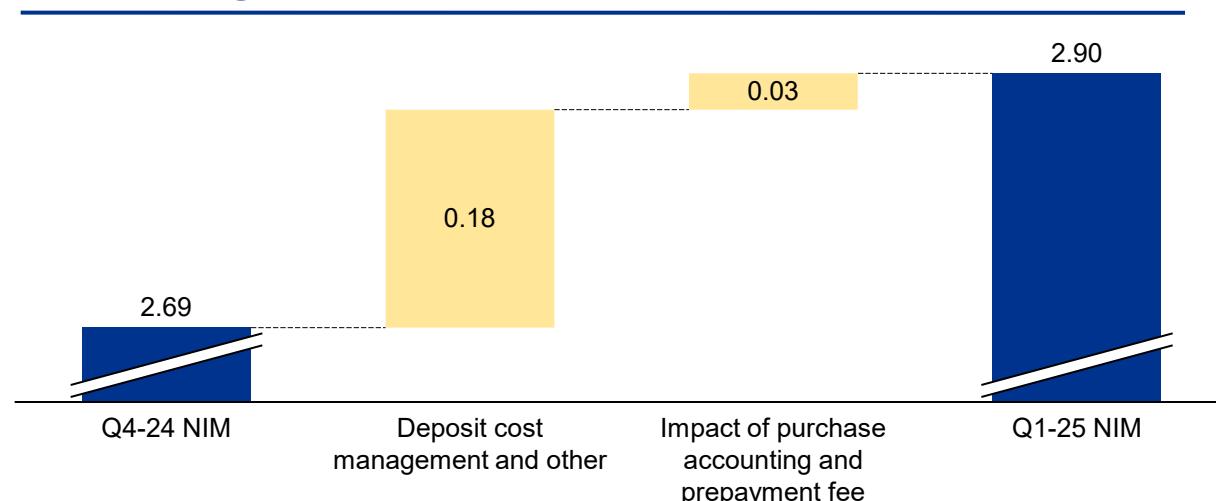


# Net Interest Income and Net Interest Margin Trends

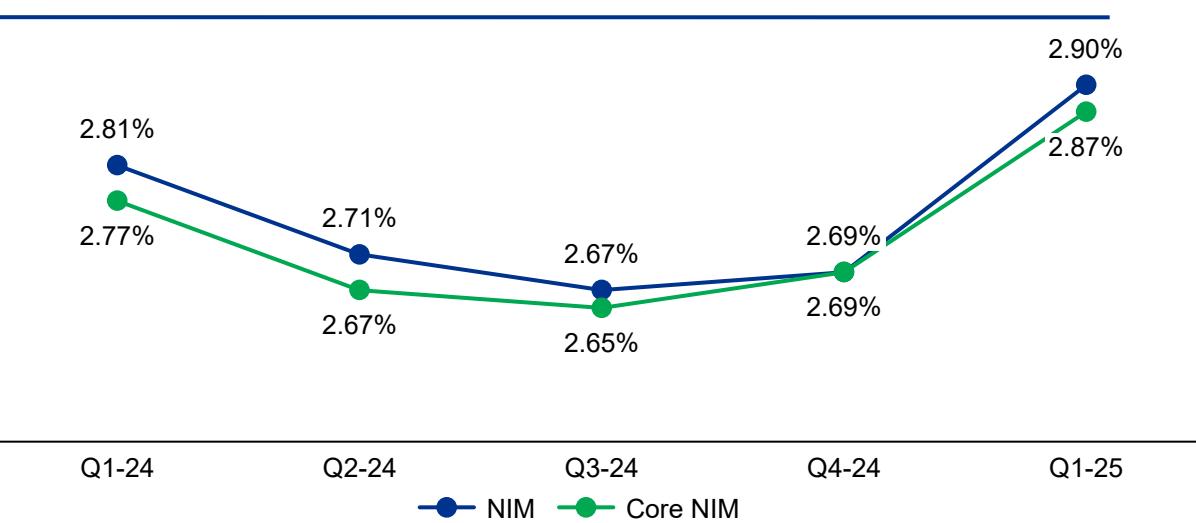
## Net Interest Income (\$'000)



## NIM Bridge



## Core NIM<sup>(1)</sup> vs NIM



### Tailwinds

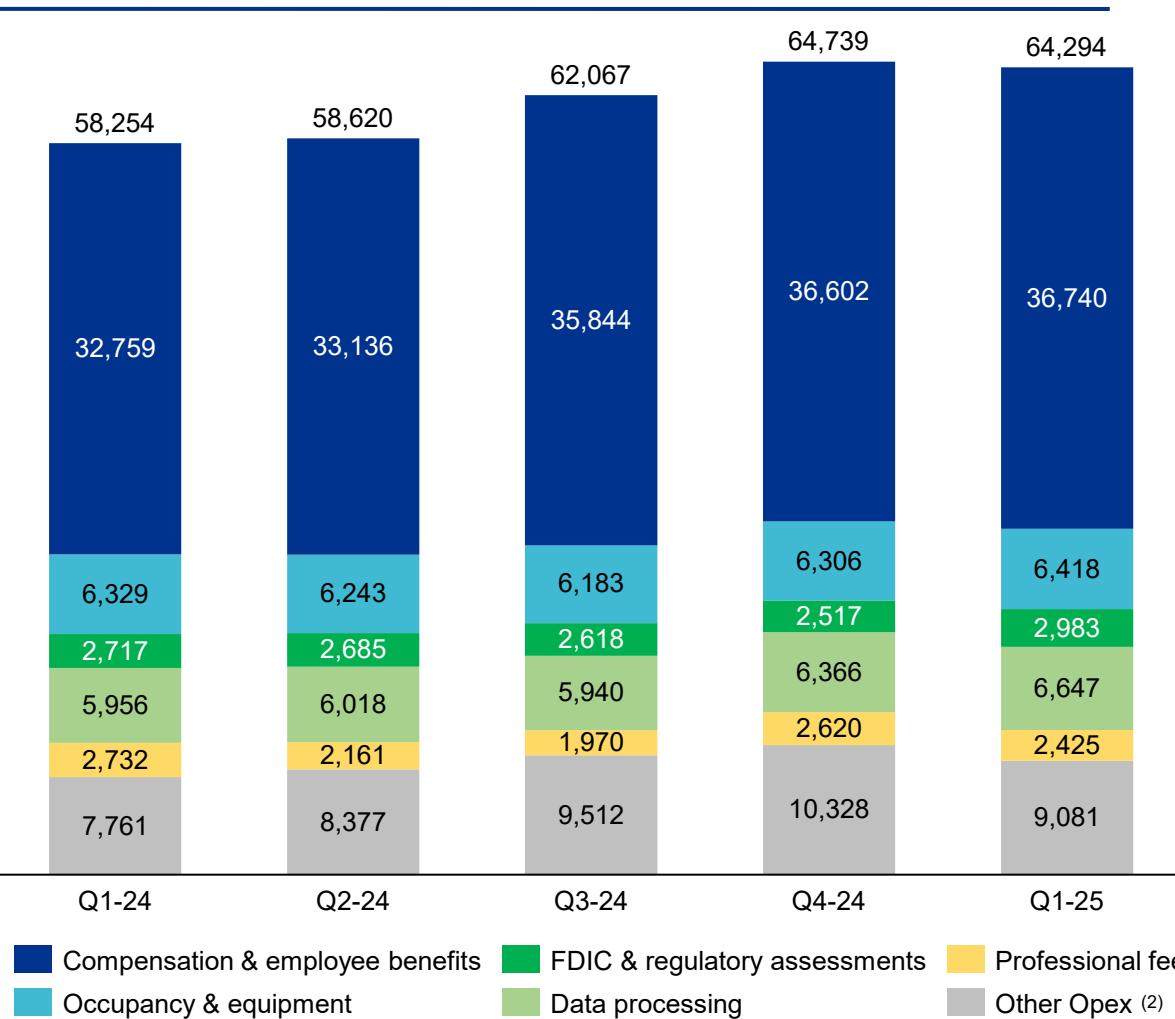
- Deposit rate pressure easing with 03/31/25 spot rates lower than our quarterly average.

### Headwinds

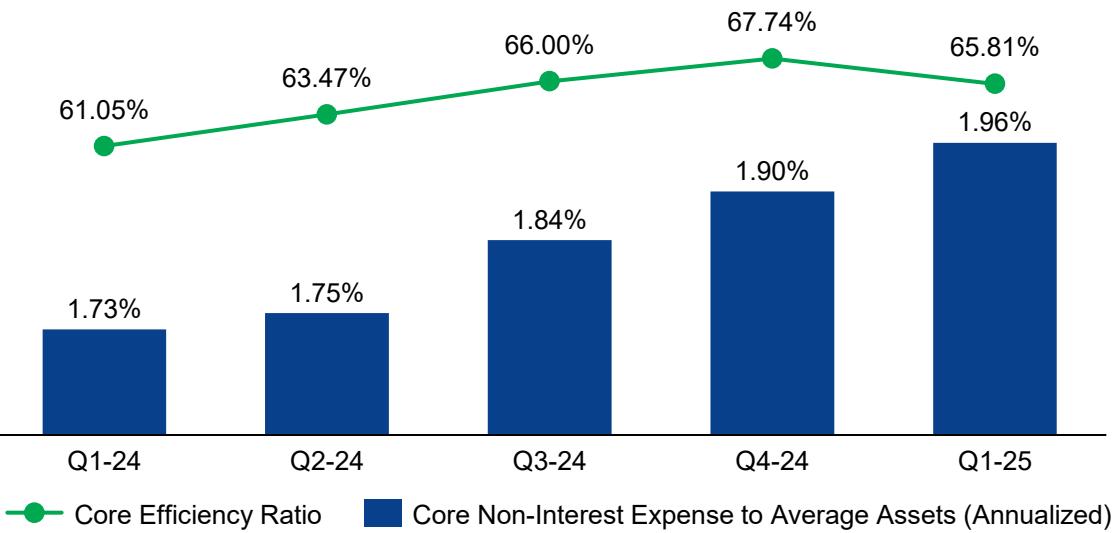
- Competitive market environment as peers compete on rate for quality credit.

# Expense Discipline and Focused Investment

## Core Non-Interest Expense<sup>(1)</sup> (\$'000)



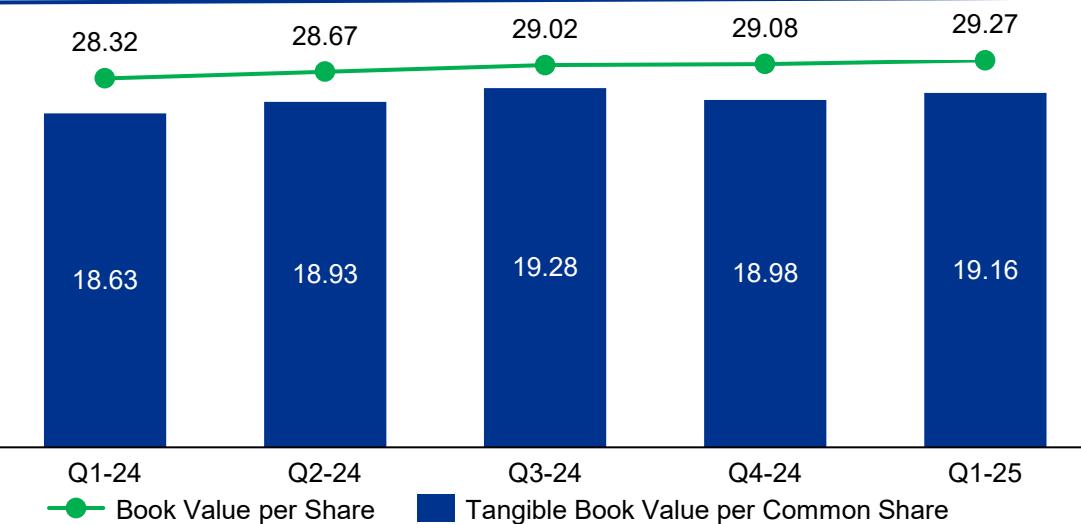
## Core Efficiency Ratio<sup>(1)</sup>



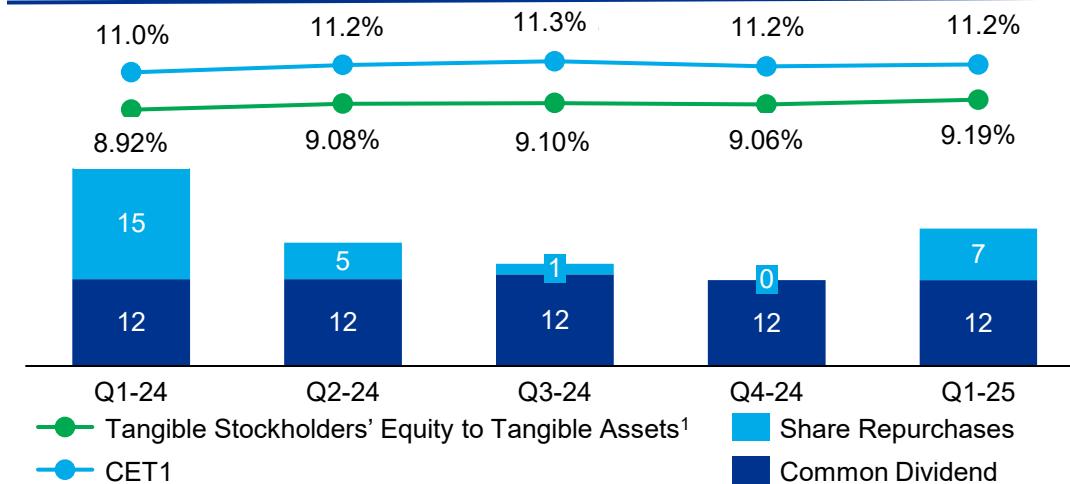
- Q1-25 core non-interest expenses decreased by \$0.4 million (or 1%) from the prior quarter.
- We expect an increase in quarterly run-rate of ~10% which includes \$4 million relating to Premier Bank hires.

# Generating Consistent Returns

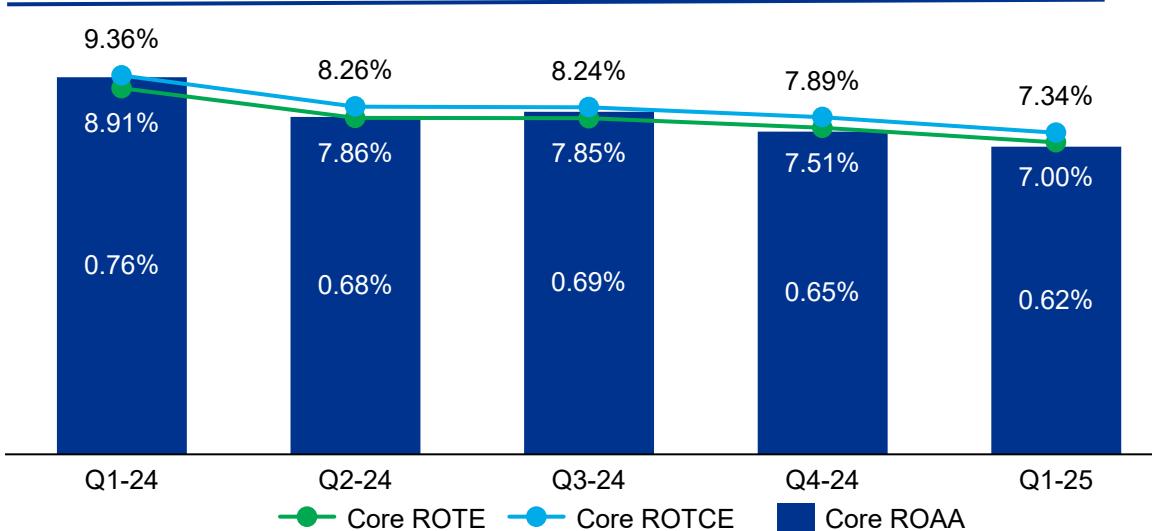
## Book Value and Tangible Book Value per Common Share (\$)<sup>(1)</sup>



## Capital Management (\$'millions)<sup>(2)</sup>



## Core ROAA<sup>(1)</sup>, ROTE<sup>(1)</sup>, and ROTCE<sup>(1)</sup>



- Tangible book value per common share increased by \$0.53 (or 3%) compared to the same quarter last year.
- Capital remains strong and above “well capitalized” levels.
- 1.2 million shares available to be repurchased.

# Management Q2-25 Outlook

Loans
Deposits
Credit
Net Interest Income
Other Income
Operating Expenses
Capital

Mid-single digit annualized growth in Q2-25
Growth consistent with loan growth
Continued benign outlook
Stable to modest uptick
Relatively stable
Increase to run-rate
Robust CET1 ratio (>10%); Preferred Share redemption

## Key Assumptions / Commentary

- We expect mid-single digit growth in Q2-25.
- Maintain loan-to-deposit ratio ~100% for the entire year.
- Subject to expected growth and interest rate trends, we expect net interest income to move in step with balance sheet growth.
- We expect an increase in run-rate of ~10%, which includes \$4 million relating to Premier Bank.
- Sufficient capital to fund near-term growth; expect reduction in preferred dividends from share redemption.

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# Appendix

# Conservative Risk Profile of CRE IO Office & Construction

## CRE Investor-Owned: Office + Construction

\$'millions	Balance	% of Office	% of Total Loans	WA LTV	WA DSCR
General Office	513	48.8%	5.1%	48.6	1.87
Life Sciences & Medical	280	26.6%	2.8%	56.4	1.81
Credit Tenant	258	24.5%	2.5%	64.7	1.51
<b>Office</b>	<b>1,051</b>	<b>100.0%</b>	<b>10.4%</b>	<b>54.7</b>	<b>1.77</b>
Construction (all property segments)	688		6.8%		
<b>Office + Construction</b>	<b>1,739</b>		<b>17.2%</b>		

## CRE Investor-Owned: Office + Construction CBD Bifurcation

\$'millions	Balance	% of Total	% of CBD
MA	46	2.6%	38.4%
NJ	43	2.5%	36.0%
PA	23	1.3%	19.7%
NY	7	0.4%	5.9%
<b>Central Business District</b>	<b>119</b>	<b>6.8%</b>	<b>100.0%</b>
Non Central Business District	1,620	93.2%	
<b>Office + Construction</b>	<b>1,739</b>	<b>100.0%</b>	

## Central Business District (CBD): Office + Construction

\$'millions	Balance	% of Total	WA LTV	WA DSCR
Credit Tenant	43	36.0%	59.7	1.86
General Office	34	28.3%	52.8	2.40
Life Sciences & Medical	42	35.6%	48.5	1.36
<b>CBD - Office &amp; Construction</b>	<b>119</b>	<b>100.0%</b>	<b>53.7</b>	<b>1.83</b>

In the above tables, Construction consists of all property segments (e.g., co-op, hospitality, industrial / warehouse, etc.)

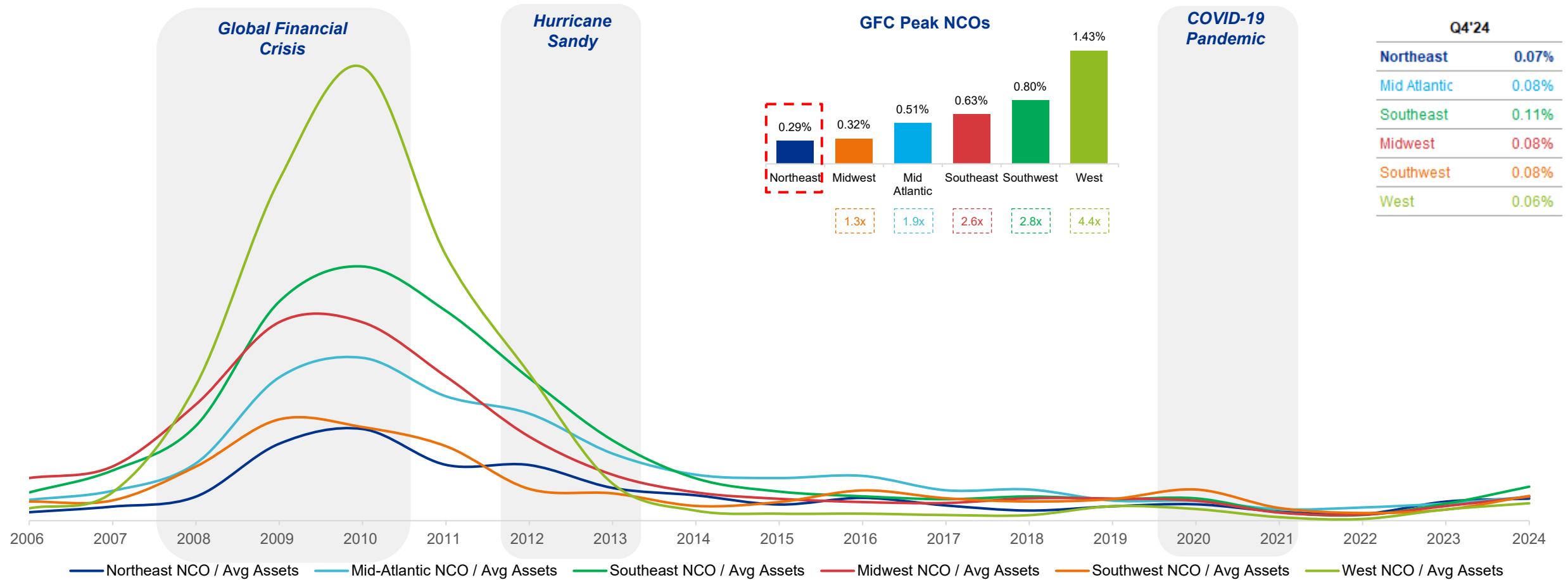
## Portfolio Highlights

- **96% of Office & Construction** loans are pass-rated (not classified or criticized).
- **93% of Office & Construction** loans are classified as non-Central Business District loans.
- CBD loans comprise < 1% of total assets and have a weighted average LTV of 53.7 and weighted average DSCR of 1.83.
- Office portfolio is primarily secured by small properties with > 70% of the portfolio secured by properties of 300K SF or smaller.
- The average loan size of the office portfolio is \$4.3 million with **47%** of the portfolio **under \$1 million** and **80% under \$5 million**.

### Notes:

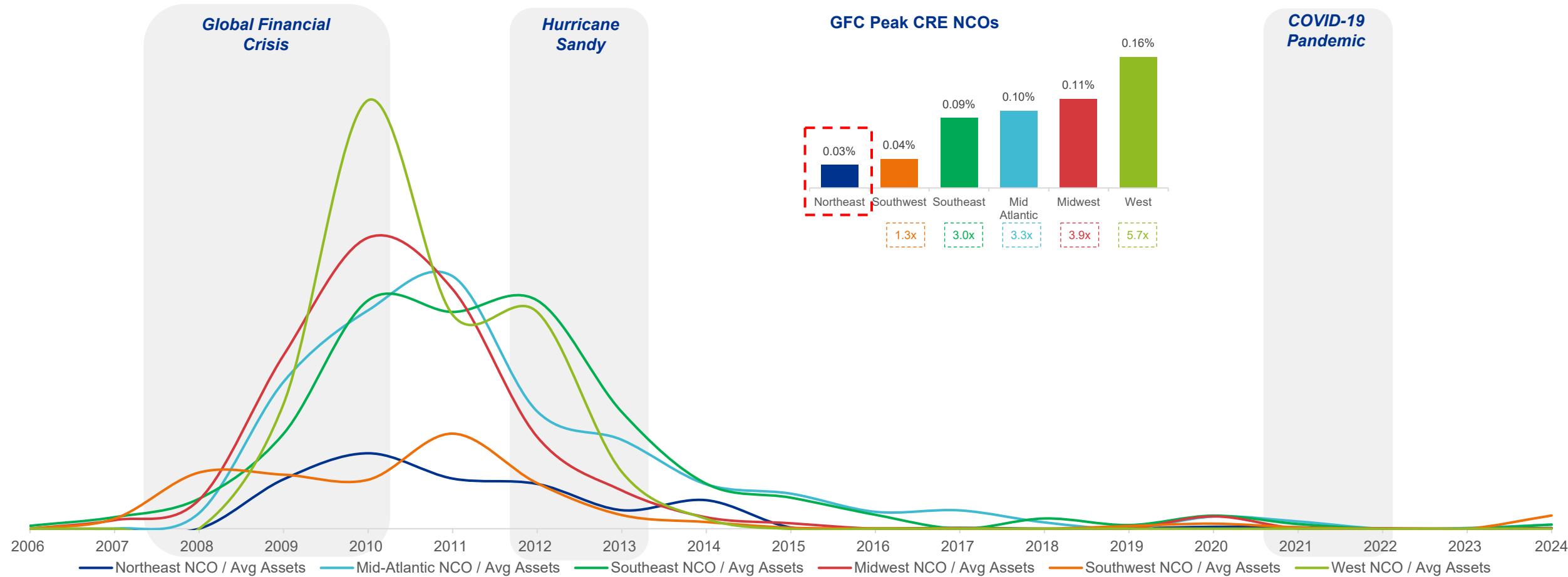
- All data represents CRE Investor-Owned balances, excluding purchase accounting marks and Construction as of March 31, 2025, unless otherwise noted.
- WA LTV represents the weighted average of loan balances as of March 31, 2025 divided by their most recent appraisal value, which is generally obtained at the time of origination.
- WA DSCR represents the weighted average of net operating income on the property before debt service divided by the loan's respective annual debt service based on the most recent credit review of the borrower.

# Northeast Outperforms Through Credit Cycles...



- Historically, net charge-offs for Northeastern headquartered banks have greatly outperformed major exchange traded U.S. banks headquartered in other regions
- Median net charge-offs / average assets for Northeastern banks averaged 20 bps during the Global Financial Crisis compared to 50 bps for other regions.

# ...With a Similar Story in Commercial Real Estate Portfolios



- Northeastern banks' CRE portfolio net charge-offs have also historically outperformed major exchange traded banks in other regions
- Median CRE net charge-offs / average assets for Northeastern banks averaged 2 bps during the Global Financial Crisis compared to 6 bps for other regions

# Non-GAAP Reconciliations (1 of 2)

Non-GAAP Reconciliation					
	For the Three Months Ended				
\$'000	March 31, 2025	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024
<b>Core Earnings:</b>					
Net income available to common stockholders (GAAP)	20,505	20,905	24,112	23,369	27,663
<b>(Less) add non-recurring and non-core items:</b>					
Spring Garden opening provision for credit losses	-	1,426	-	-	-
Net (gain) loss on equity investments	(205)	5	(1,420)	(887)	(1,923)
Net gain on sale of trust business	-	-	(1,438)	-	(1,162)
FDIC special assessment	-	-	-	-	418
Merger related expenses	-	110	1,669	-	-
Income tax expense (benefit) on items	49	(388)	270	188	642
<b>Core earnings (Non-GAAP)</b>	<b>20,349</b>	<b>22,058</b>	<b>23,193</b>	<b>22,670</b>	<b>25,638</b>
Income tax expense	6,808	5,083	7,464	7,082	10,637
Provision for credit losses	5,340	3,467	517	3,114	591
Less: non-core provision for credit losses	-	1,426	-	-	-
Less: income tax expense (benefit) on non-core items	49	(388)	270	188	642
<b>Core earnings PTTP (Non-GAAP)</b>	<b>32,448</b>	<b>29,570</b>	<b>30,904</b>	<b>32,678</b>	<b>36,224</b>
Core earnings diluted earnings per share	0.35	0.38	0.39	0.39	0.44
Core earnings PTTP diluted earnings per share	0.56	0.51	0.53	0.56	0.62
<b>Core Ratios (Annualized):</b>					
Return on average assets	0.62%	0.65%	0.69%	0.68%	0.76%
Return on average tangible stockholders' equity	7.00	7.51	7.85	7.86	8.91
Return on average tangible common equity	7.34	7.89	8.24	8.26	9.36
<b>Efficiency ratio</b>	<b>65.81</b>	<b>67.74</b>	<b>66.00</b>	<b>63.47</b>	<b>61.05</b>

# Non-GAAP Reconciliations (2 of 2)

Non-GAAP Reconciliation					
\$'000	March 31, 2025	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024
<b>Tangible Equity</b>					
Total stockholders' equity	1,709,117	1,702,757	1,694,508	1,676,669	1,665,837
Less:					
Goodwill	523,308	523,308	506,146	506,146	506,146
Intangibles	11,740	12,680	7,056	7,859	8,669
Tangible stockholders' equity	1,174,069	1,166,769	1,181,306	1,162,664	1,151,022
Less:					
Preferred Stock	55,527	55,527	55,527	55,527	55,527
<b>Tangible common equity</b>	<b>1,118,542</b>	<b>1,111,242</b>	<b>1,125,779</b>	<b>1,107,137</b>	<b>1,095,495</b>
 <b>Tangible Assets:</b>					
Total assets	13,309,278	13,421,247	13,488,483	13,321,755	13,418,978
Less:					
Goodwill	523,308	523,308	506,146	506,146	506,146
Intangibles	11,740	12,680	7,056	7,859	8,669
<b>Tangible assets</b>	<b>12,774,230</b>	<b>12,885,259</b>	<b>12,975,281</b>	<b>12,807,750</b>	<b>12,904,163</b>