

OceanFirst Financial Corp.

1Q 2024 Earnings Release Supplement¹

April 2024

¹ The 1Q 2024 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 18, 2024.



Legal Disclaimer

FORWARD LOOKING STATEMENTS.

In addition to historical information, this news release 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 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, including 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 effect of the Company’s rating under the Community Reinvestment Act, 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, 2023, 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 in the Company’s Earnings Release furnished as Exhibit 99.1 to Form 8-K as filed with the SEC on April 18, 2024.

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.

Q1-24 Financial Highlights

Financial Highlights

\$0.44

Core Diluted EPS ¹

\$86 million

Net Interest Income

0.76%

Core ROAA ¹

9.36%

Core ROTCE ¹

\$0.62

Core PTPP Diluted EPS ¹

11.0%

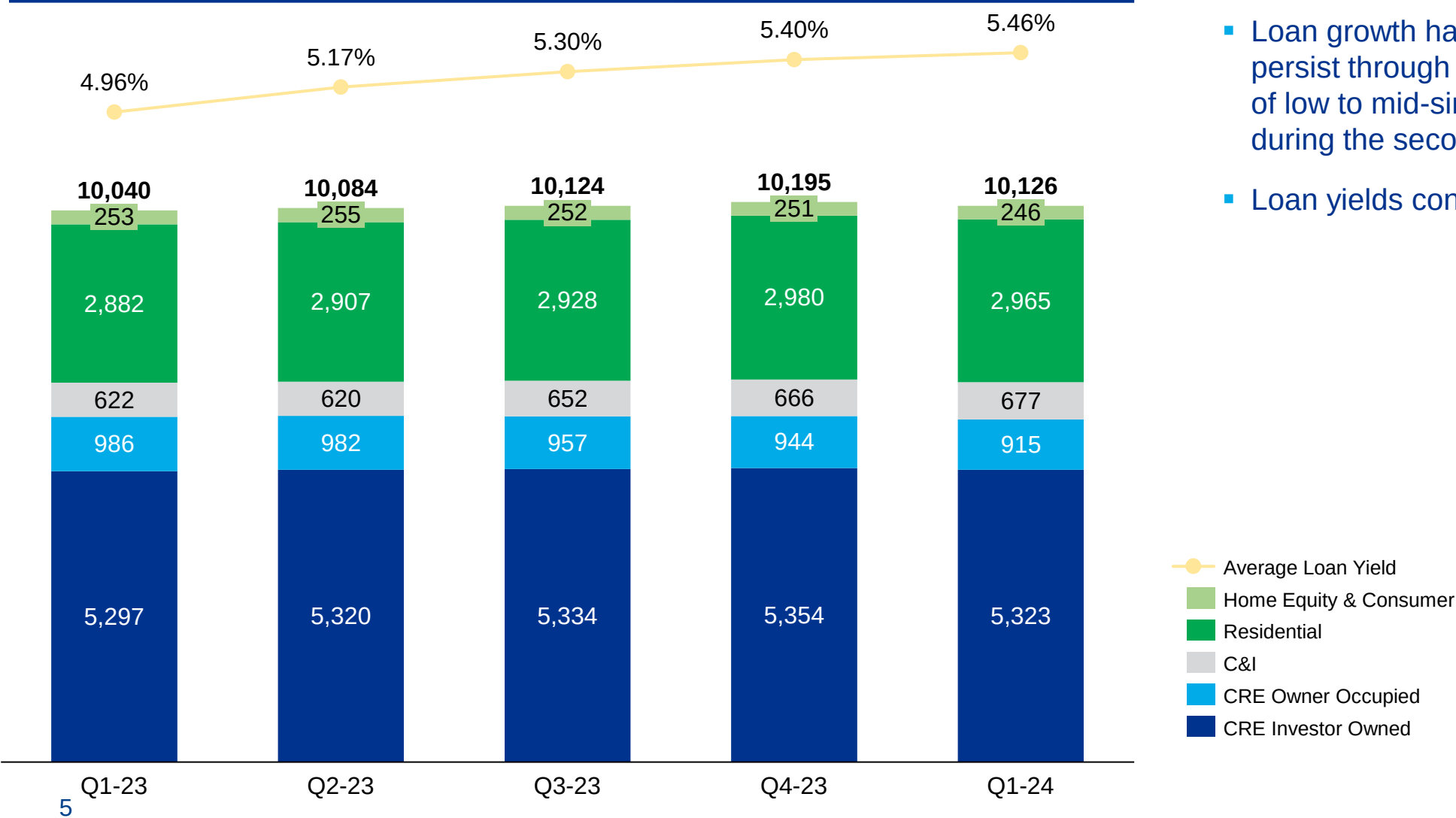
CET1 Ratio ²

- The Company continued to build capital while resuming share purchases, repurchasing 957,827 shares totaling \$15.1 million in Q1-24. Capital remains strong and above “well capitalized” levels.
- In-line with Management expense guidance, core non-interest expense⁽¹⁾ decreased \$0.3 million (or 0.50%) to \$58.3 million from the linked quarter.
- Asset quality metrics remain strong. Criticized and classified loans as a percent of total loans were 1.65% and non-performing loans as a percent of total loans were 0.31%⁽³⁾.

Quarterly Earnings Update

Loan Portfolio Trends

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

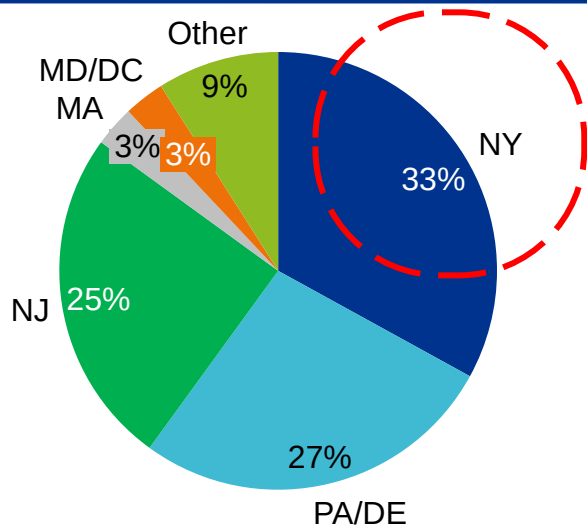


- Loan growth has moderated and will likely persist through mid-year with the expectation of low to mid-single digit annualized growth during the second half of the year.
- Loan yields continue to improve.

Credit Quality Historically Top Quartile and Well Positioned

CRE Investor Owned - Collateral Details				
\$'millions	CRE: Investor Owned	% of Total	WA LTV	WA DSCR
Office	1,105	23.6%	56.2	1.66
Retail	1,082	23.1%	57.0	1.91
Multi-Family	884	18.9%	58.0	1.63
Industrial / Warehouse	722	15.4%	51.6	2.01
Hospitality	154	3.3%	48.4	1.90
Other ¹	739	15.8%	46.4	1.76
CRE: Investor Owned	4,686	100.0%	54.2	1.79
Construction	637			
CRE IO and Construction Total	5,323			

CRE Investor Owned Portfolio by Geography



The **concentration in NYC rent-regulated³ multi-family loans is de-minimis**, representing 0.27% of total assets.

NYC Office Central Business District (CBD) is also de-minimis, representing 0.12% of total assets.

- **Underlying collateral is diversified:** The underlying collateral for the CRE Investor Owned ("Investor") portfolio is highly diversified.
- **Low concentration in the Multi-Family portfolio**, which represents 7% of total assets.
- **Maturity wall is modest and has a minimal impact:** Our maturity wall, totaling \$922 million (or 9% of total loans), is set to mature in 2024 and 2025 with weighted average rates of 5.84% and 6.42%, for each respective cohort.
 - A repricing analysis⁽²⁾ was performed on the vast majority of the CRE Investor and Construction portfolio. Results indicated the portfolio continues to service debt without unusual stress.
 - The weighted average DSCR of loans after stressing the portfolio at an interest rate of 7% is 1.21x.

Maturity Wall Detail					
Maturity Year	Balance (\$'millions)	Weighted Average Rate	LTV	DSCR	% of Loans
2024	313	5.84	62.40	1.54	3.09%
2025	609	6.42	54.97	1.72	6.01%
Total	922	6.22	57.50	1.66	9.11%

- Refer to the Appendices for additional disclosures on the Office portfolio.

Notes:

All data presented represents CRE Investor balances, excluding purchase accounting marks and Construction as of March 31, 2024, unless otherwise noted.

(1) Other includes co-operatives, single purpose, stores and some living units / mixed use, investor owned 1-4 family, land / development, and other.

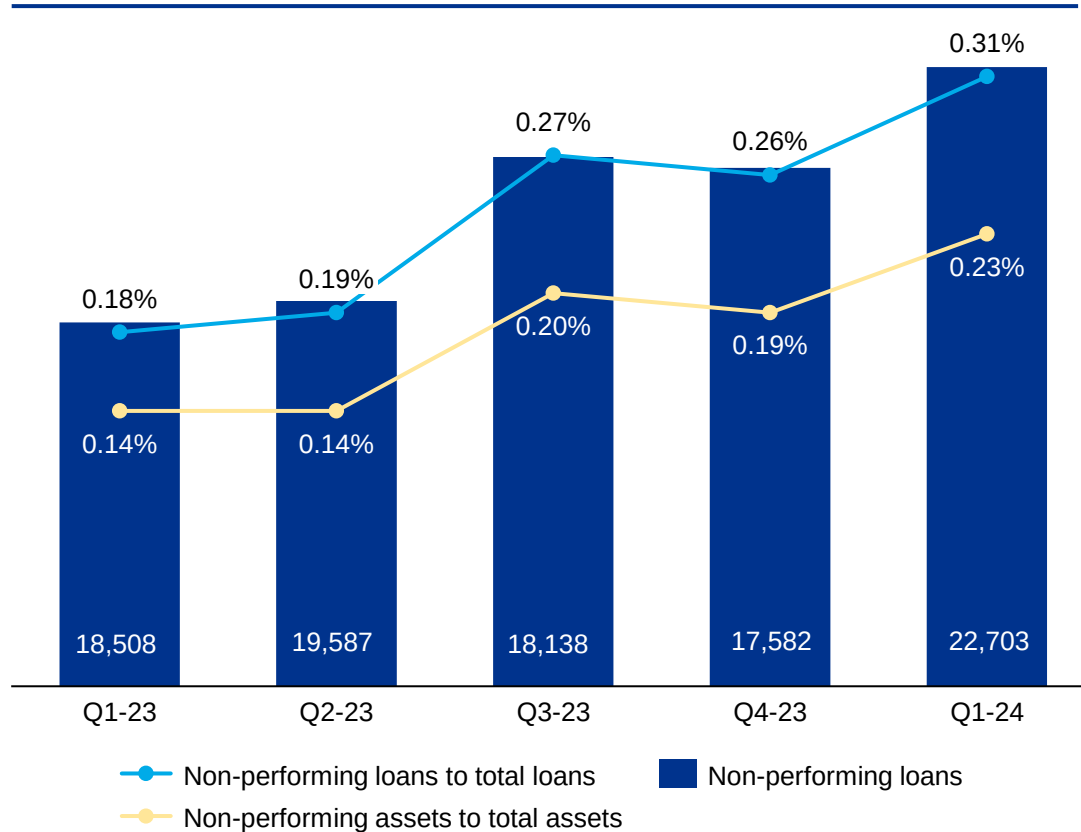
(2) Repricing analysis as of Q1-23 included stressing portfolio with an increase to 7% interest rates while keeping underwritten rents constant. We are actively tracking CRE loan underlying cash flows and noted no material change from Q1-23. As such, we have deemed the results from the repricing analysis to be relevant for the current quarter.

(3) Rent-regulated multi-family is defined as buildings with >50% rent-regulated units.

Quarterly Credit Trends (1 of 2)

Strong asset quality trends driven by prudent loan growth and credit decisioning.

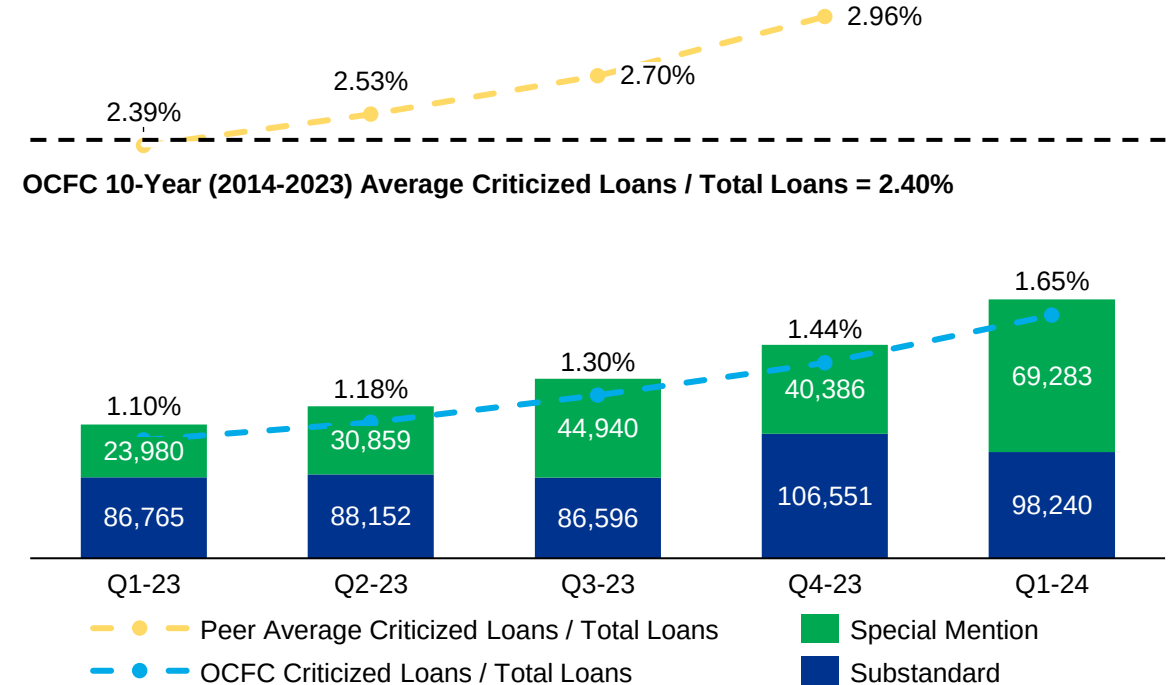
Non-Performing Loans and Assets (\$'000)¹



(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 1.65% as of Q1-24 compared to 2.06% as of Q4-19 (pre-pandemic).

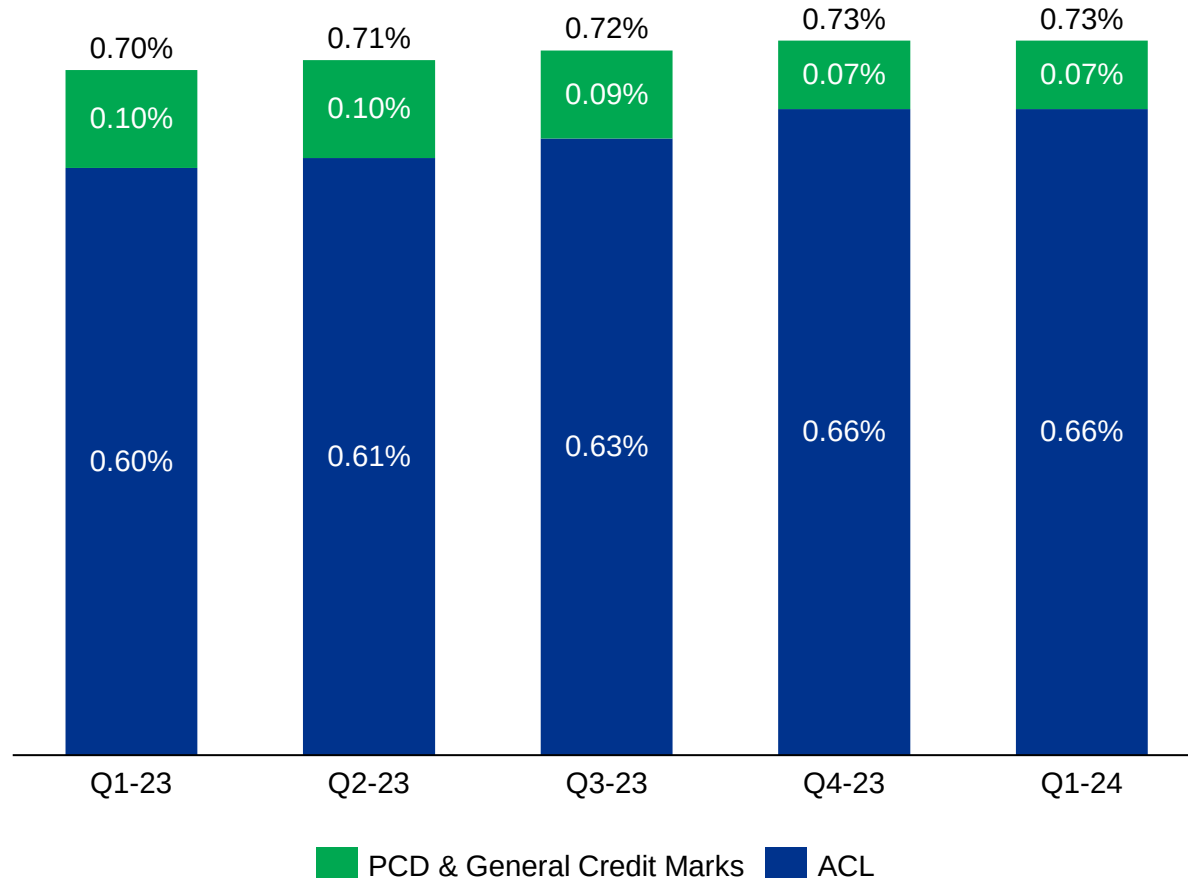


Note: At March 31, 2024, of the Special Mention loans and Substandard loans represented above, 99.6% and 71.9% were current on payments, respectively.

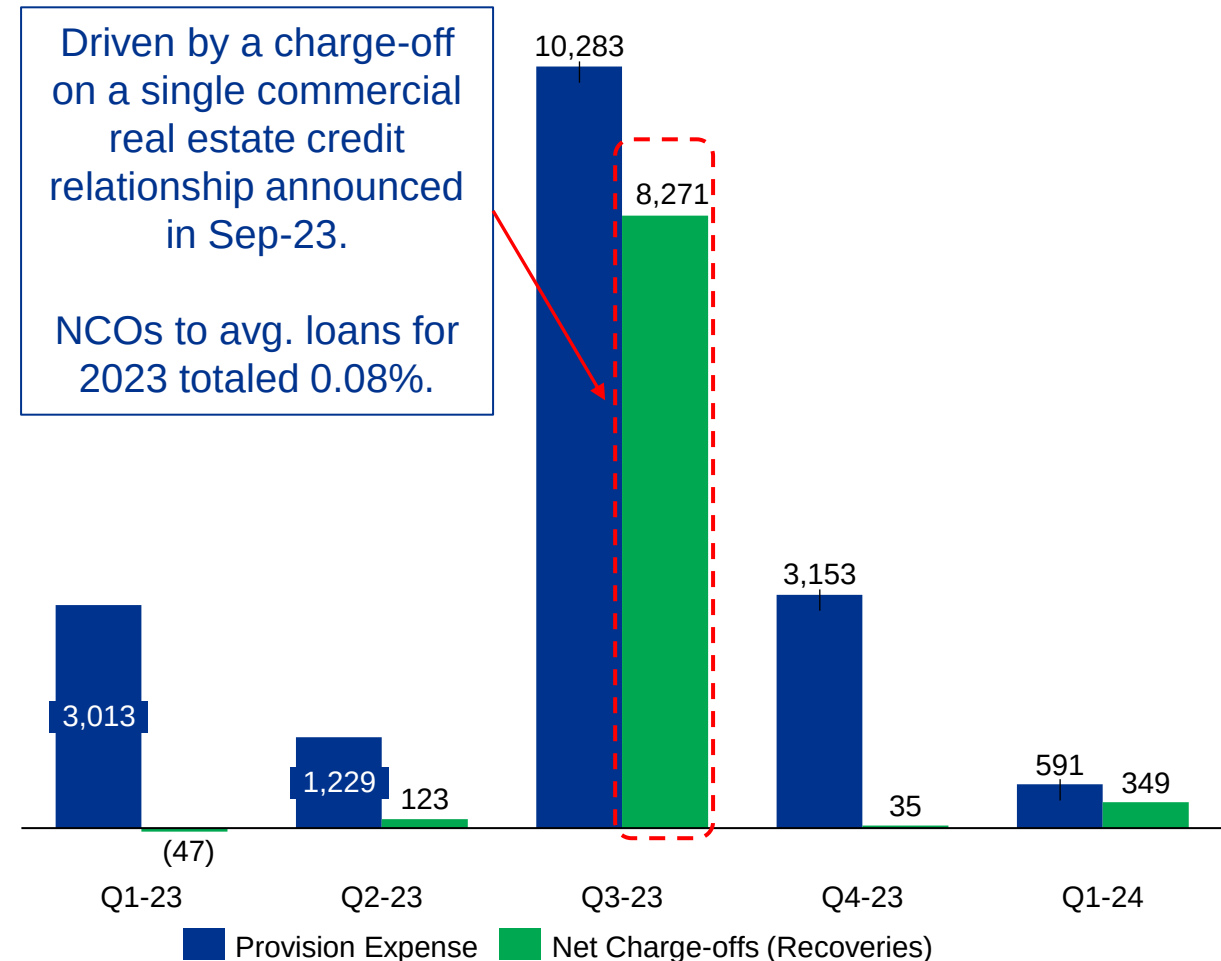
Note #2: Peer data is on a one quarter lag.

Quarterly Credit Trends (2 of 2)

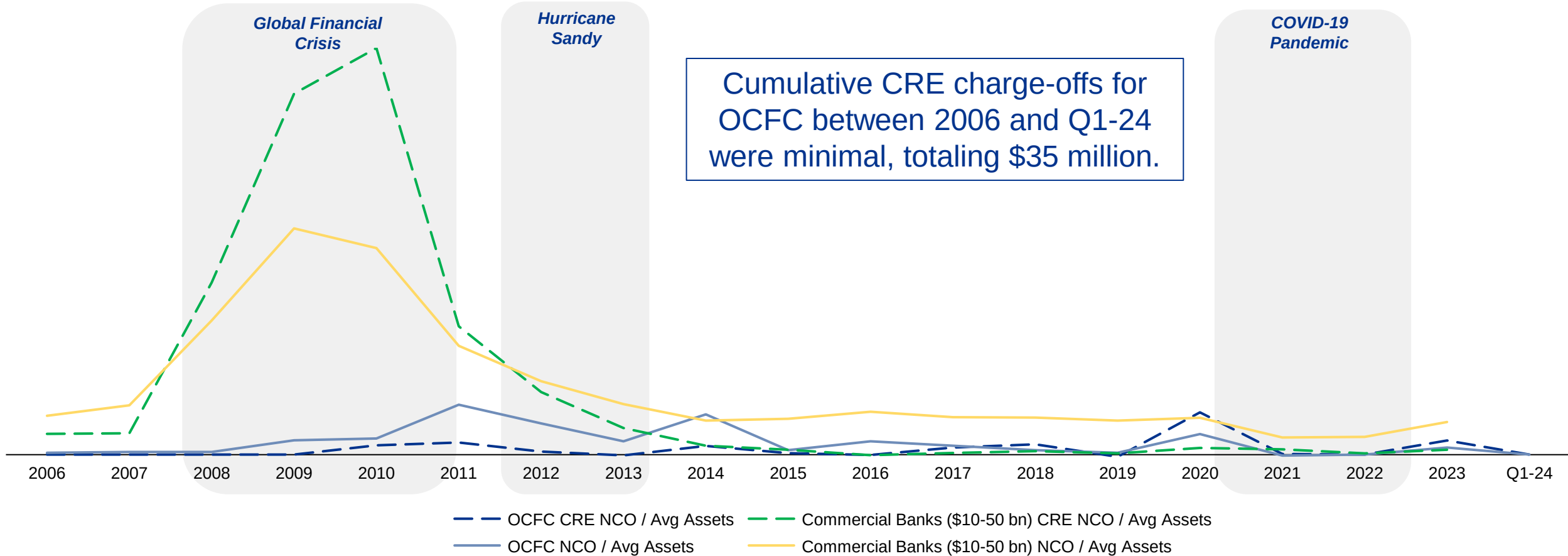
Loan Allowance for Credit Losses (ACL) Plus PCD & General Credit Marks / Total Loans



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



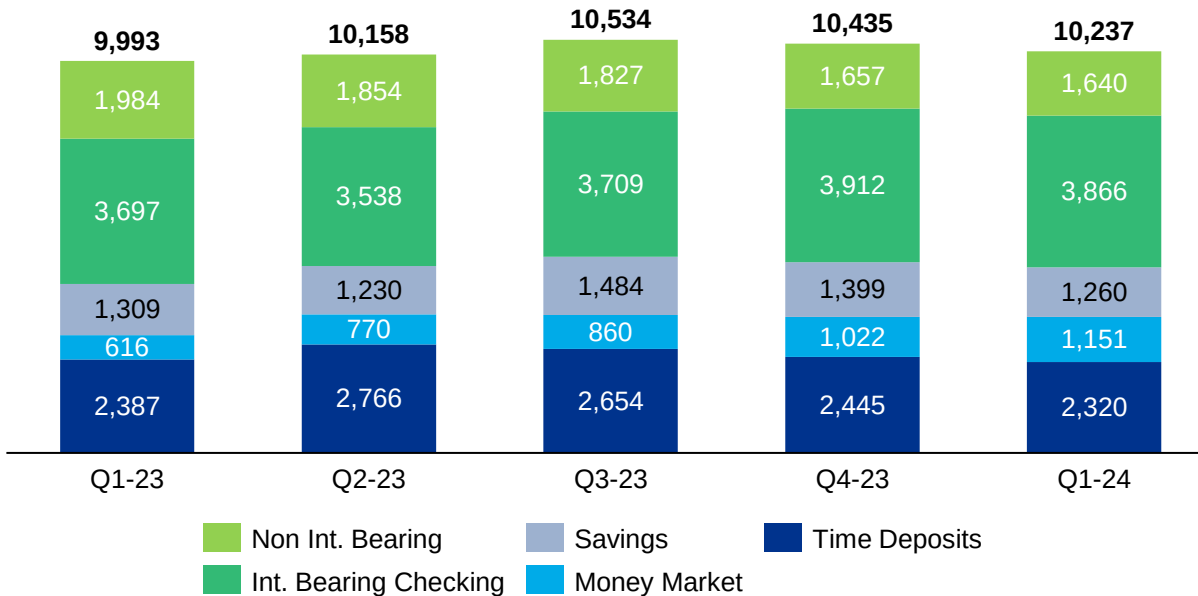
Track Record of Strong Credit Performance



- From 2006 to 2023, inclusive of the Global Financial Crisis, Hurricane Sandy, and the COVID-19 Pandemic, OCFC's CRE NCO to average CRE loans totaled 7 bps per year compared to 73 bps for all commercial banks between \$10 - \$50 billion in assets.
- From 2006 to 2023, peak CRE net charge-offs for OCFC totaled 47 bps in 2020, related to proactively de-risking our balance sheet. Peak CRE charge-offs for commercial banks between \$10 - \$50 billion in assets were 455 bps in 2010.

Deposit Trends

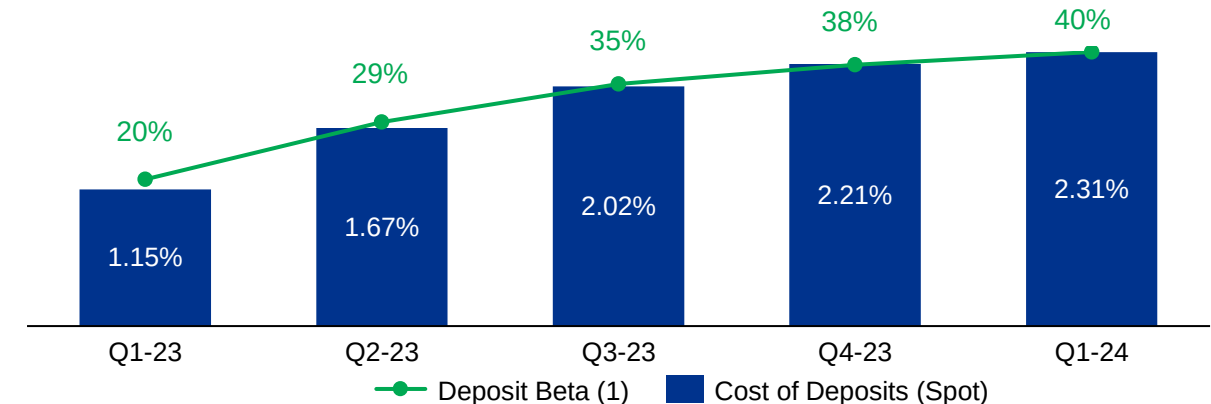
Shift in Deposit Mix to Drive Retention (\$'millions)



Cost of Deposits		
Type of Account	Qtr. Avg.	Mar 31 Spot
Int. Bearing Checking	2.13%	2.14%
Money Market	3.38%	3.49%
Savings	1.32%	1.02%
Time Deposits	4.24%	4.34%
Total (incl. non-int bearing)	2.31%	2.31%

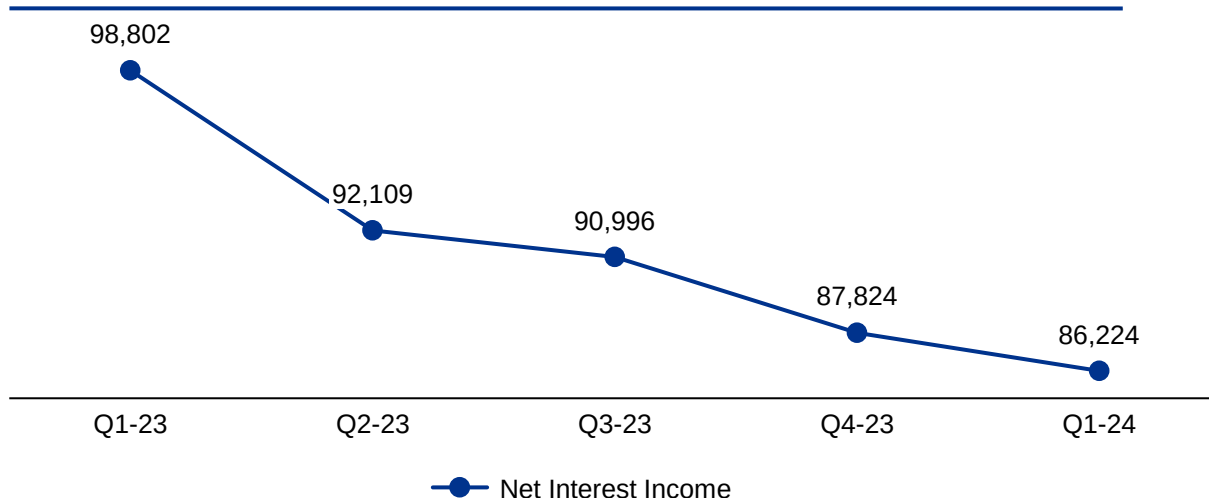
- Non-maturity deposits decreased by \$73 million (or 1%) from the linked quarter.
- High yield savings declined by \$101 million from the previous quarter as we decreased pricing on this portfolio. The portfolio remained stable after the pricing change.
- The decline in Q1-24 time deposits is primarily driven by a decrease in brokered CDs of \$88 million from planned runoff.

Deposit Beta and Cost Trend

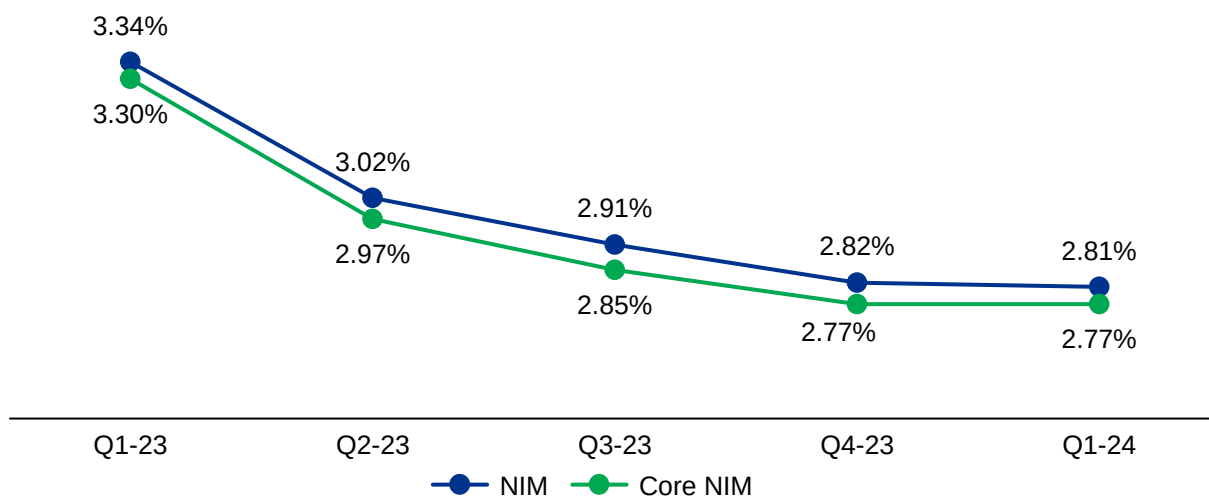


Net Interest Income and Net Interest Margin Trends

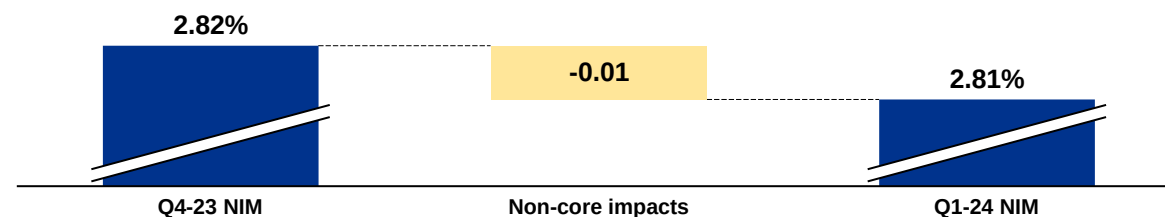
Net Interest Income (\$'000)



Core NIM¹ vs NIM



NIM Bridge

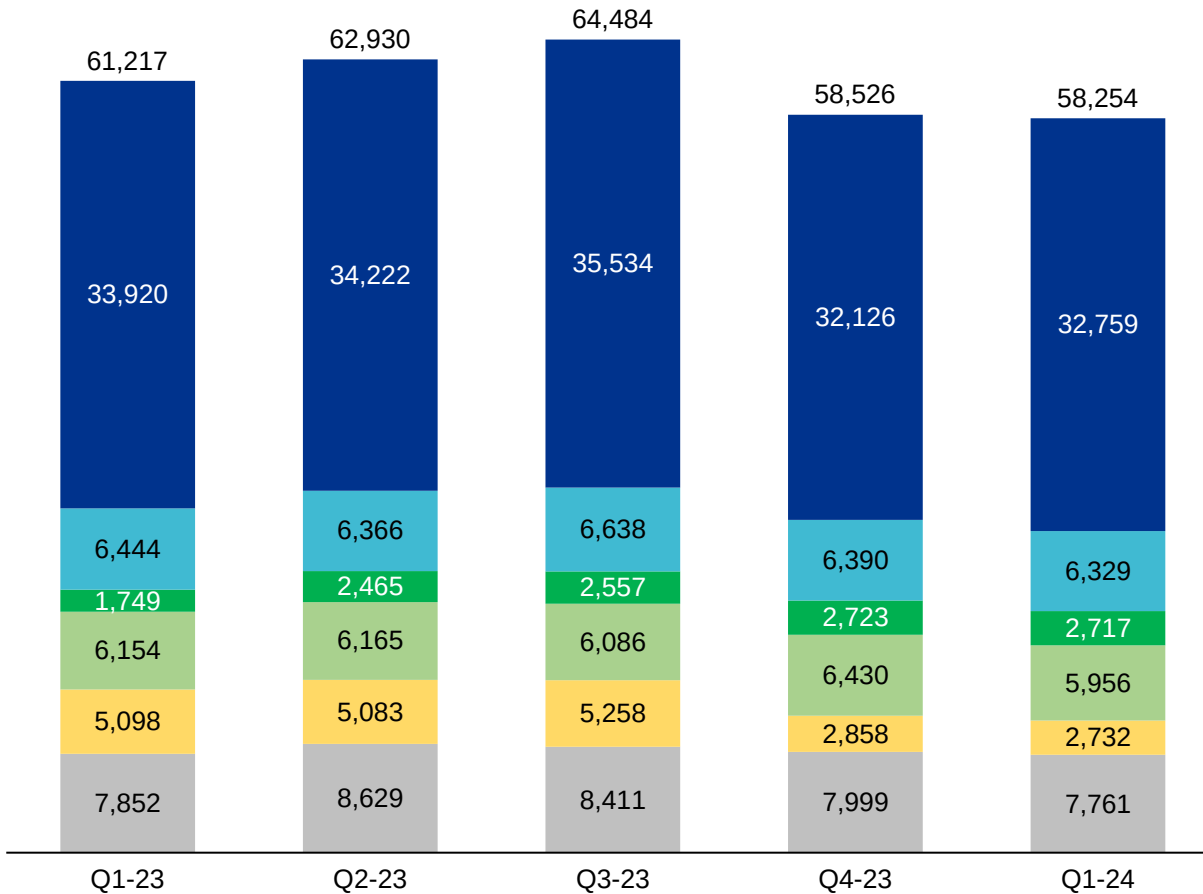


Headwinds

- Competitive market environment as peers compete on rate for quality credit.
- Remaining disciplined on deposit pricing and managing funding costs.

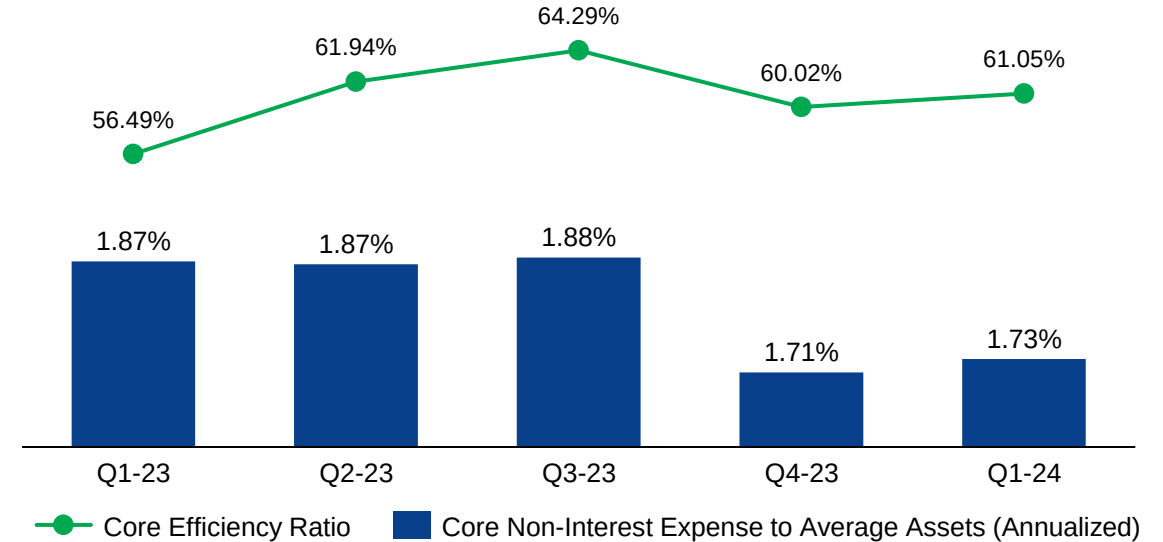
Expense Discipline and Focused Investment

Core Non-Interest Expense¹ (\$'000)



■ Compensation & employee benefits
 ■ FDIC & regulatory assessments
 ■ Professional fees
■ Occupancy & Equipment
 ■ Data processing
 ■ Other Opex⁽²⁾

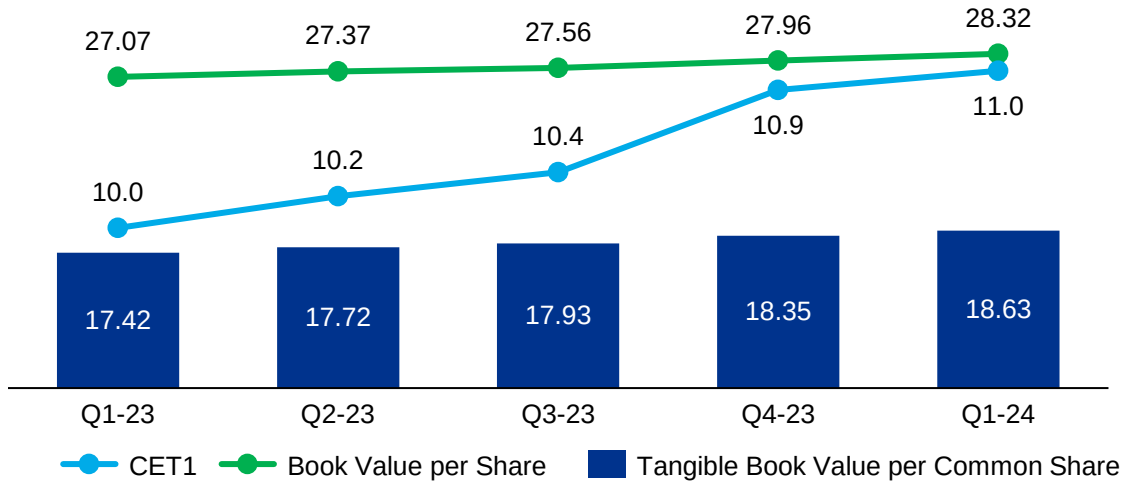
Core Efficiency Ratio¹



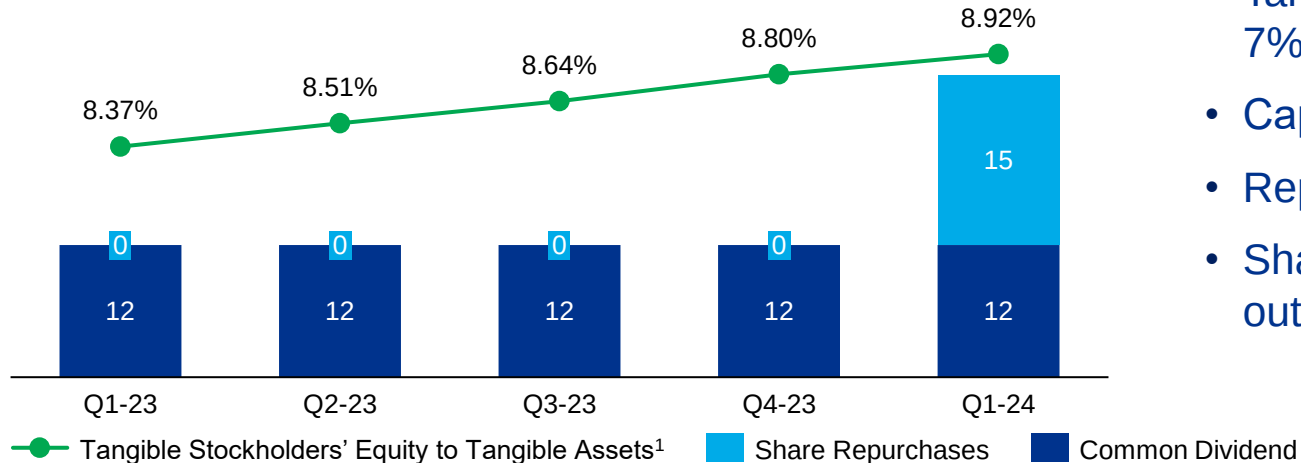
- Q1-24 core operating expenses decreased from prior linked quarter to \$58.3MM.
- Q1-24 core operating expenses excludes a \$0.4MM pre-tax FDIC special assessment.

Generating Consistent Returns

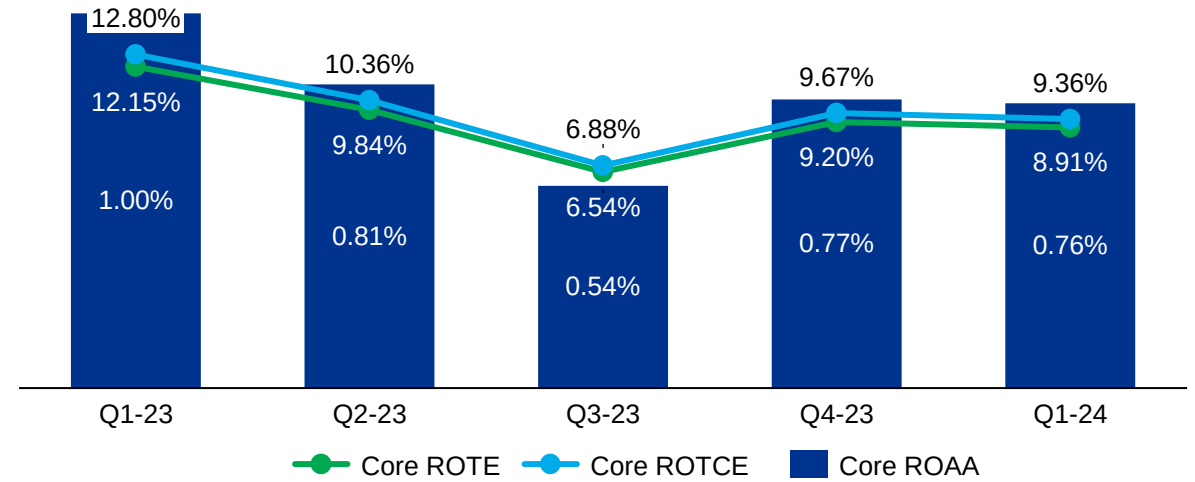
Book Value and Tangible Book Value per Common Share (\$)^{1, 2}



Capital Management (\$'millions)



Core ROAA¹, ROTE¹, and ROTCE¹



- Tangible book value per common share increased by \$1.21 (or 7%) compared to the same quarter last year.
- Capital remains strong and above “well capitalized” levels.
- Repurchased 957,827 shares in the quarter totaling \$15.1MM
- Share repurchase authorization totaling 2.0 million shares outstanding.

Management 2024 Outlook

Guidance

Loans	Flat in Q2-24; modest growth in H2-24
Deposits	Growth consistent with loan growth
Net Interest Margin	Modest compression / stability remainder of the year
Operating Expenses	\$58MM - \$60MM per quarter
Capital	Robust CET1 ratio (>10%)

Key Assumptions / Commentary

- Continued focus on credit risk management, anchored by our diversified CRE portfolio that has performed well in market downturns.
- Loan growth has moderated and will likely persist through mid-year with the expectation of low to mid-single digit annualized growth during the second half of the year.
- Maintain loan-to-deposit ratio ~100% for the entire year.
- Continued mix shift expected to further pressure funding costs.
- Stabilization is subject to interest rate, loan growth, and funding trends.
- Some level of quarterly volatility could occur.
- We expect to maintain our common equity tier 1 ratio above 10%.
- Further share repurchases dependent on other capital deployment opportunities.

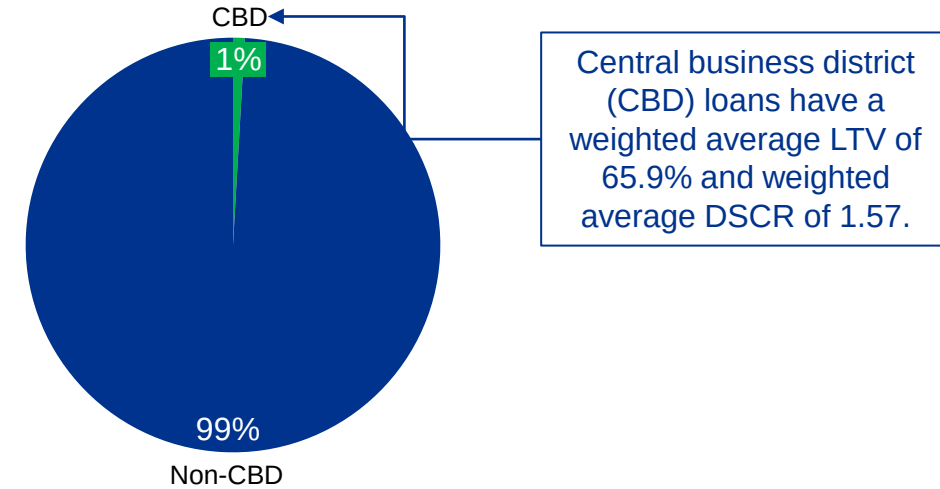
Appendix

CBD Office Concentration Exposure Is Moderate

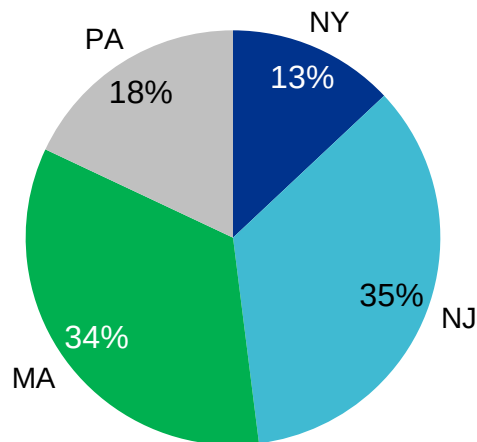
CRE Investor Owned: Office (All Geographies)				
\$'millions	Book Balance	% of Total	WA LTV	WA DSCR
Office	532	48.1%	51.6	1.69
Medical	311	28.2%	57.1	1.72
Credit Tenant	262	23.7%	64.5	1.54
Total Office	1,105	100.0%	56.2	1.66
% of Total Loans		10.9%		

Central Business District (CBD) - Office				
\$'millions	Book Balance	% of Total	WA LTV	WA DSCR
Credit Tenant	44	35.6%	61.0	1.79
Office	41	33.8%	57.7	1.55
Life Sciences & Medical	38	30.7%	80.6	1.33
CBD - Office	123	11.1%	65.9	1.57
% of Total Loans		1.2%		

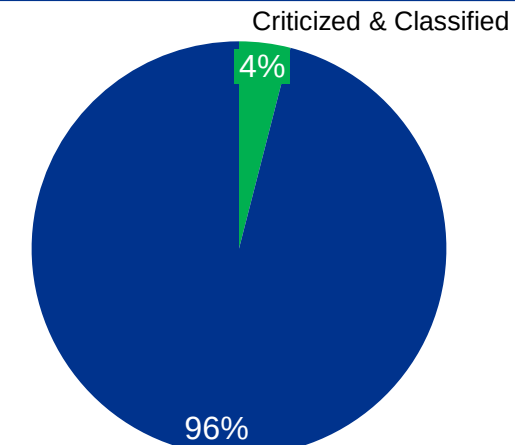
CBD Proportion of Total Assets



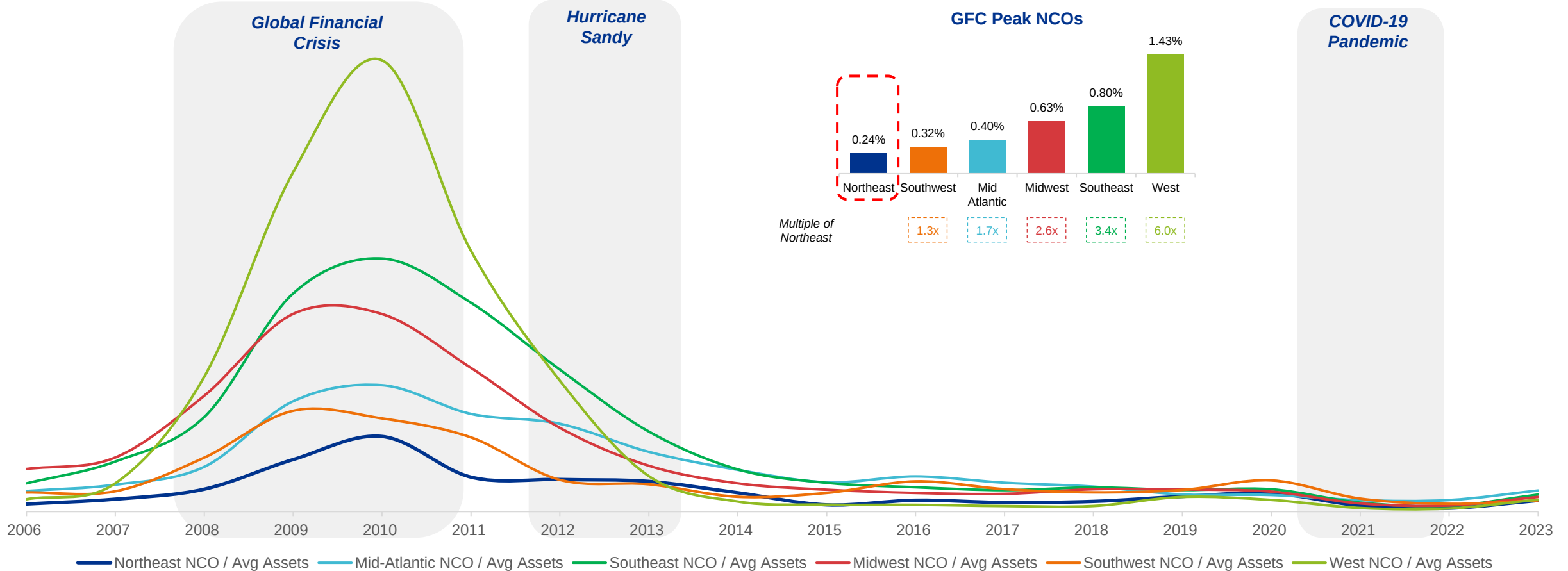
CBD Office Portfolio by Geography



Office Loan Classifications

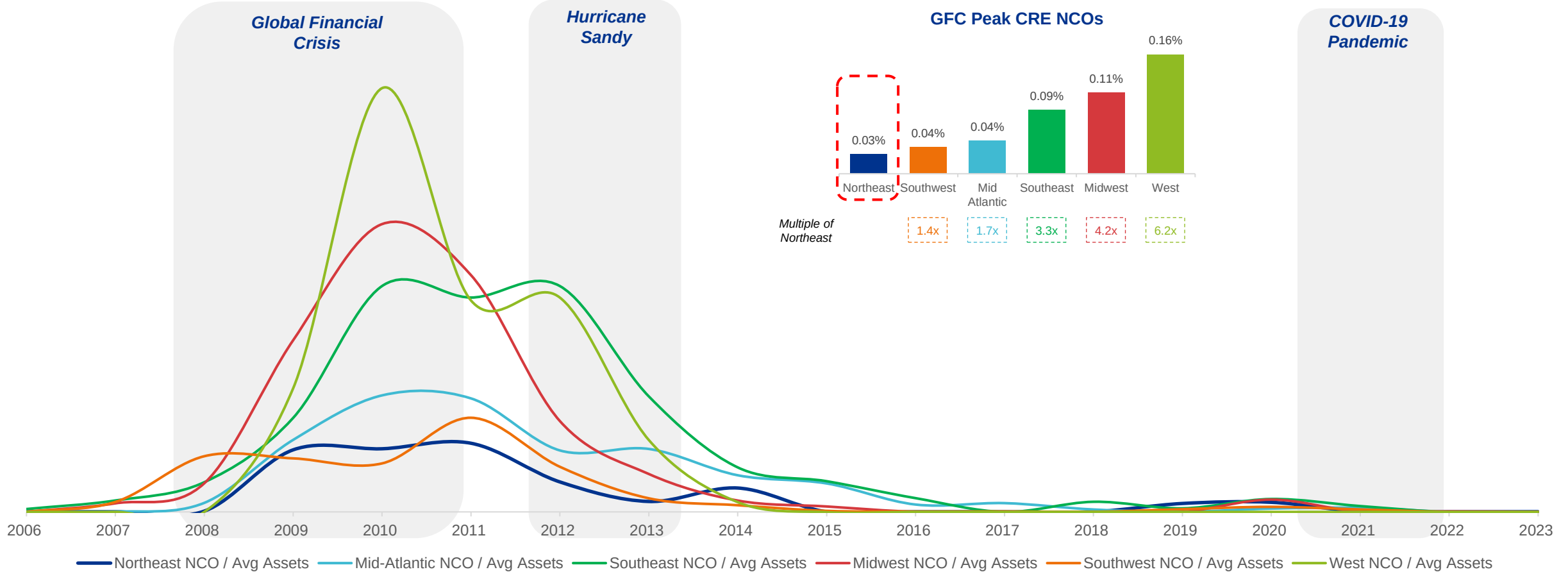


Northeast Outperforms Through Credit Cycles...



- 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 15 bps during the Global Financial Crisis compared to 50 bps for other regions. In Q4-23, median NCOs / average assets totaled 4 bps for Northeastern banks versus 5 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					
\$'000	For the Three Months Ended				
	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Core Earnings:					
Net income available to common stockholders (GAAP)	27,663	26,678	19,663	26,793	26,879
Add (less) non-recurring and non-core items:					
Merger related expenses			-	-	22
Branch consolidation expense, net			-	-	70
Net (gain) loss on equity investments ⁽¹⁾	(1,923)	(2,176)	(1,452)	559	2,193
Net loss on sale of investments ⁽¹⁾	-	-	-	-	5,305
Net gain on sale of trust business	(1,162)	-	-	-	-
FDIC special assessment	418	1,663	-	-	-
Income tax expense (benefit) on items	642	129	351	(162)	(1,797)
Core earnings (Non-GAAP)	25,638	26,294	18,562	27,190	32,672
Income tax expense	10,637	8,591	6,459	8,996	8,654
Provision for credit losses	591	3,153	10,283	1,229	3,013
Less: income tax expense (benefit) on non-core items	642	129	351	(162)	(1,797)
Core earnings PTPP (Non-GAAP)	36,224	37,909	34,953	37,577	46,136
Core earnings diluted earnings per share	0.44	0.45	0.32	0.46	0.55
Core earnings PTPP diluted earnings per share	0.62	0.65	0.59	0.64	0.78
Core Ratios (Annualized):					
Return on average assets	0.76	0.77	0.54	0.81	1.00
Return on average tangible stockholders' equity	8.91	9.20	6.54	9.84	12.15
Return on average tangible common equity	9.36	9.67	6.88	10.36	12.80
Efficiency ratio	61.05	60.02	64.29	61.94	56.49

⁽¹⁾ The sale of specific positions in two financial institutions impacted both equity investments and debt securities for the three months ended March 31, 2023. On the Consolidated Statements of Income, the losses on sale of equity investments and debt securities are reported within net gain (loss) on equity investments (\$4.6 million) and other (\$697,000), respectively, for the three months ended March 31, 2023.

Non-GAAP Reconciliations (2 of 2)

Non-GAAP Reconciliation					
\$'000	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Tangible Equity					
Total stockholders' equity	1,665,837	1,661,945	1,637,604	1,626,283	1,610,371
Less:					
Goodw ill	506,146	506,146	506,146	506,146	506,146
Core deposit intangible	8,669	9,513	10,489	11,476	12,470
Tangible stockholders' equity	1,151,022	1,146,286	1,120,969	1,108,661	1,091,755
Less:					
Preferred Stock	55,527	55,527	55,527	55,527	55,527
Tangible common equity	1,095,495	1,090,759	1,065,442	1,053,134	1,036,228
Tangible Assets					
Total Assets	13,418,978	13,538,253	13,498,183	13,538,903	13,555,175
Less:					
Goodw ill	506,146	506,146	506,146	506,146	506,146
Core deposit intangible	8,669	9,513	10,489	11,476	12,470
Tangible assets	12,904,163	13,022,594	12,981,548	13,021,281	13,036,559