



EAST WEST BANCORP

Nasdaq: EWBC

Company Profile and Investment Overview

September 4, 2008

Safe Harbor Statement

This presentation may include forward-looking statements that involve inherent risks and uncertainties. East West Bancorp, Inc. cautions readers that a number of important factors could cause actual results to differ materially from those in any forward-looking statements. These factors include economic conditions and competition in the geographic and business areas in which East West Bancorp and its subsidiaries operate, inflation or deflation, fluctuation in interest rates, legislation and governmental regulations, investigation of acquired banks and other factors discussed in the company's filings with the SEC.

Our Vision

To be recognized as the Premier Bridge between East and West, and acknowledged for delivering relationship driven financial solutions to an increasingly diverse and sophisticated customer base.

East West Bank Today

- **2nd Largest Bank Headquartered in Southern California:**
 - \$11.8 Billion Total Assets*
 - U.S. Locations: 70 branches in California and one in Texas
 - Greater China Locations: a full-service branch in Hong Kong and Representative Offices in Beijing and Shanghai
- **The Financial Bridge Between East and West**
 - Leading Core Retail Share in Chinese American Market – **The East**
 - Growing Position in Key Mainstream Banking Markets – **The West**

*As of June 30, 2008

Who We Are

- **1,435 Team Members Connecting the Bridge from West to East and East to West**
- **Strong international connections**
 - Assisting clients in cross-cultural, cross-border business and personal financial objectives
 - Bridging customers to manufacturers, distributors, and investors
- **Bank of choice for new immigrant Chinese Americans**
- **Gateway to Asian communities in U.S. for mainstream corporations**
 - Southern California Edison, Staples, Verizon, Caltech, Women Tennis Association, Knott's Berry Farm theme park, LA Lakers among others sought EWB to tap into Asian communities.

Who We Serve

▪ **Retail Customer Base**

- First and second generation, affluent Asian immigrants who value personalized services
- 80% Asian (Chinese, Vietnamese, Filipino, other) and 20% Mainstream customer base

▪ **Commercial Customer Base**

- Small to Middle-Market businesses that are overlooked by big banks
- Approximately 35% Asian and 65% Mainstream
- All businesses seeking international growth

▪ **Commercial Customers Include:**

- Real Estate Investors
- Importers and Exporters
- Wholesalers
- Retailers
- Hotels
- Schools
- Non-profits
- Government agencies

Products We Offer

Retail Products

- Retail Deposit Services
- Investment Services
- Home mortgages
- Consumer Credit including Auto Loans and Home Equity
- Credit Cards and Insurance

Commercial Products

- Commercial Real Estate Loans
- Affordable Housing Financing
- Commercial Letters of Credit
- Trade Finance Loans
- SBA Loans
- Commercial Deposit Services

New Immigrant Services

- Trilingual Online Banking
- Trilingual ATM Machines
- Trilingual 24 Hour Automated Phone Banking
- Secured Credit Card
- New Immigrant Home and Auto Loans (Low LTV, Good Credit)

Our Distribution

- Strong Retail Presence in Asian Communities
- Commercial Banking Centers Strategically Located
- Exclusive In-Store Branches through 99 Ranch Markets, Largest Asian Supermarket Chain
- Growing Network in Greater China

Northern California – 9 Locations:

8 Full Service Branches
1 In-Store 99 Ranch Market Branches

Houston – 1 Branch

Southern California – 61 Locations:

52 Full Service Branches
9 In-Store 99 Ranch Market Branches

Greater China – 3 Locations:

Hong Kong – 1 Branch
Beijing – 1 Office
Shanghai – 1 Office

East West Bank Milestones

**First S&L Serving
Chinese-American
Market in Southern
California**

**Exceeded
\$1 Billion in
Assets**

**Initiated
Management Led
Buyout Trading
on NASDAQ**

**Exceeded
\$100 Million in
Net Income**

1973

1980s-
1990s

1991

1995

1998-
1999

1999

2005

2007

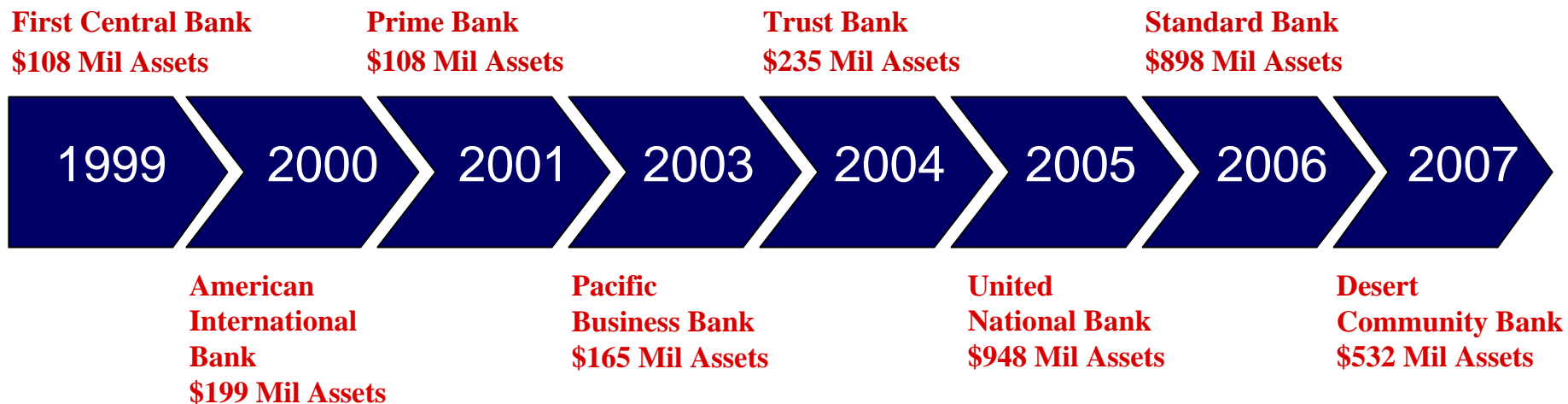
**Expansion
of Branch
Network in
California**

**Converted to
a State Chartered
Commercial
Bank**

**Complemented
Organic Growth
with Acquisition
Activities**

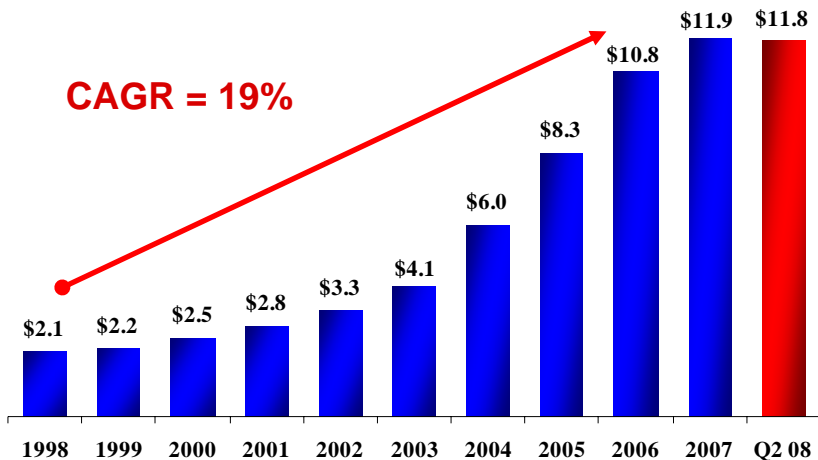
**Surpassed
\$11 Billion
in Assets**

Successful Acquisition History

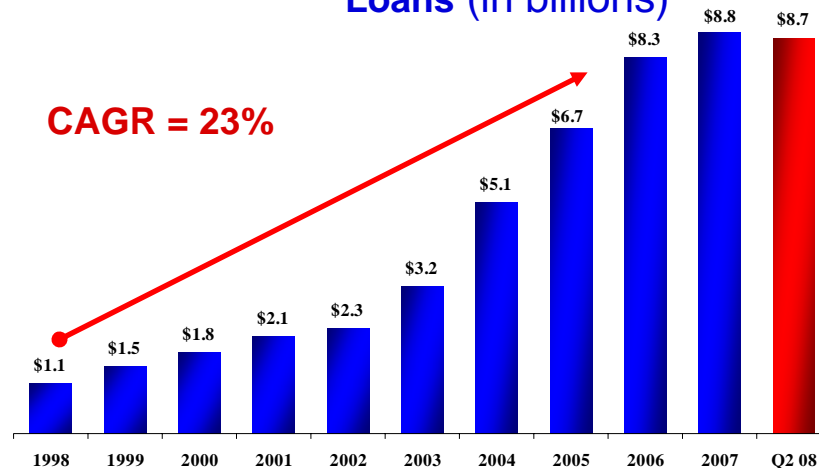


Growth and Performance

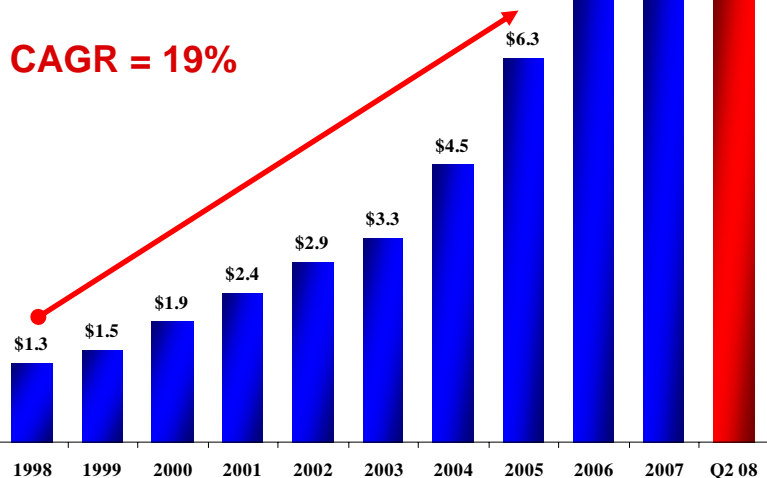
Total Assets (in billions)



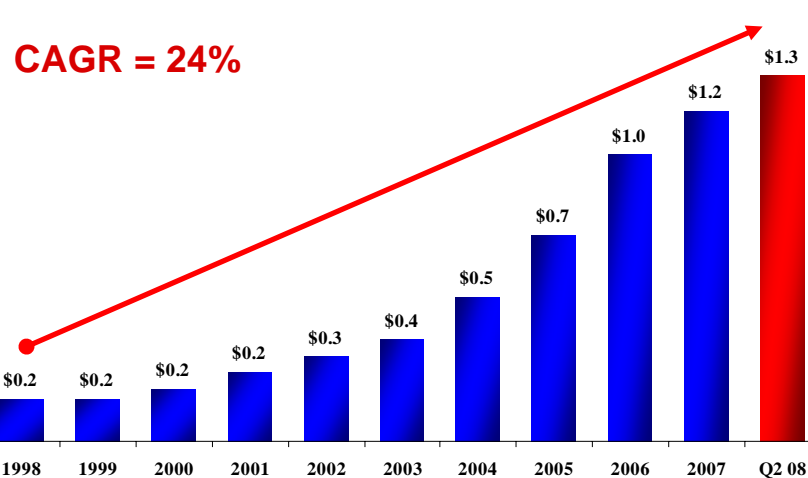
Loans (in billions)



Deposits (in billions)

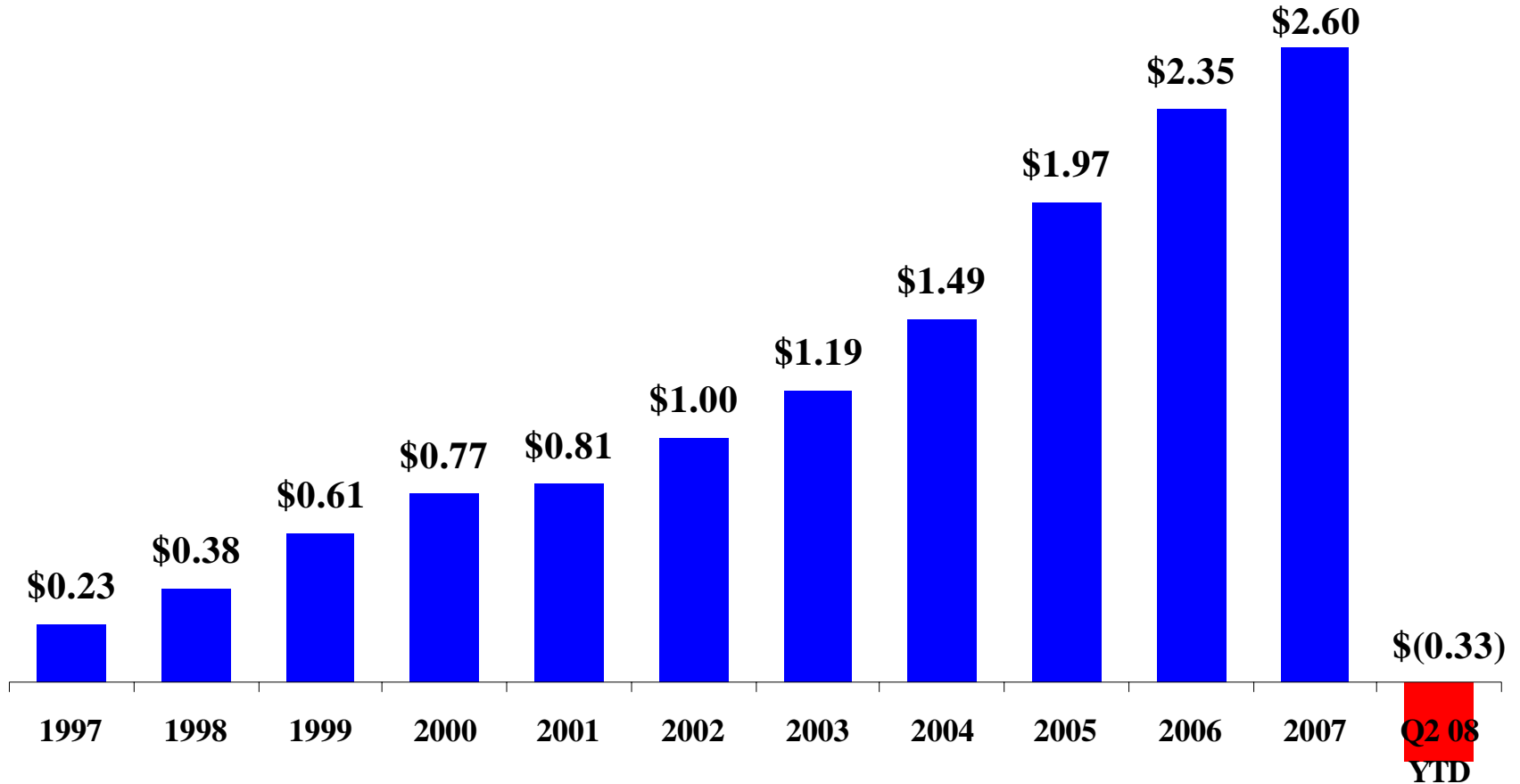


Stockholders' Equity (in billions)



Growth and Performance

Earnings Per Share



Key Focus For East West Bank Today

- **Minimize Credit Exposure**
- **Ensure Strong Capital, Strong Liquidity**
- **Fortify Balance Sheet and Reserve Levels**
- **Grow Customer Deposits**
- **Exploit Unique Market Position**

Minimize Credit Exposure

- COMPLETED**
- Shifted Credit Culture of the Bank from Production Focus to Loan Portfolio Management, i.e. changed lender incentives
 - New appraisals for Land, Residential and Commercial Construction Portfolios
 - 100% Intensive Review of C&I, Land and Construction Portfolios coupled with third party reviews
 - Pulled Back on New Production
 - Deficiencies in Collateral Value Reserved for in 2Q

- NOW**
- Intensive Senior Management Review of Loans on a Loan by Loan Basis Occurring Weekly
 - All Criticized and Classified Loans Have Individual Action Plans
 - Expanded Special Assets and Credit Review Divisions
 - Stepped Up Efforts to Aggressively Resolve Problem Assets
 - Review of CRE Portfolio
 - Increased Scope of Both Internal and External Credit Reviews

Financial Results and Guidance

- Q2 2008 Results
 - Net Interest Margin for Q2 2008 of 3.33%
 - Income before Provision, Nonrecurring Items and Income Tax of \$50 million
 - Efficiency Ratio of 48.6% for Q2 2008

- Estimate for Remainder of 2008
 - Full Year Net Interest Margin of 3.28% to 3.32%
 - Provision for Loan Losses of \$30 million per quarter
 - EPS Guidance of \$0.19 to \$0.23 for rest of 2008

Strong Capital

- June 30, 2008 Capital Levels
 - Total Leverage Capital \$1.16B
 - Total Risk-Based Capital \$1.37B
 - Leverage Capital Ratio (5% Well Capitalized Req) 10.01%
 - Tier 1 Capital Ratio (6% Well Capitalized Req) 11.04%
 - Tot Risk-Based Capital (10% Well Capitalized Req) 13.01%
 - Tangible Equity to Tangible Assets 7.96%

- \$200.0 Million Preferred Convertible Stock Offering in April 2008

- Current capital can absorb over \$500.0 Million in Pre-tax Losses and still Well Capitalized

Strong Capital – Stress Case Scenario

Current capital and reserve levels can absorb over
\$500 Million in Pre-tax Losses and still Well Capitalized

EWBC Capital Analysis

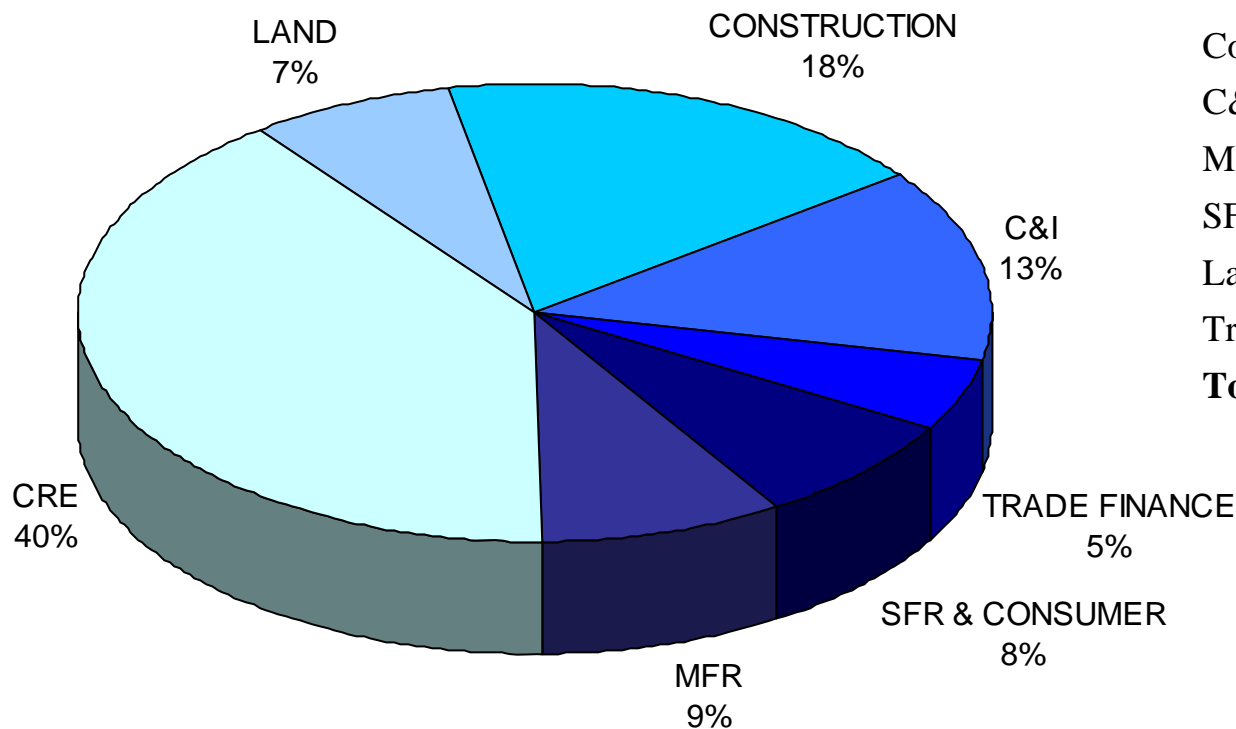
(Dollars in thousands)

	6/30/2008	3/31/2008
Summary		
Total Leverage Capital	1,163,930	991,153
Total Risk-Based Capital	1,371,257	1,195,562
Well Capitalized Figures		
Total Well Capitalized Leverage Requirement (5%)	581,282	577,238
Total Excess Above Well Capitalized Leverage Requirement	582,648	413,915
Total Well Capitalized Tier-1 Capital Requirement (6%)	632,335	676,595
Total Excess Above Well Capitalized Tier-1 Capital Requirement	738,922	518,967
Total Well Capitalized Risk-Based Capital Requirement (10%)	1,053,891	1,127,659
Total Excess Above Well Capitalized Risk-Based Capital Requirement	317,366	67,903

Strong Liquidity

- **Excess Borrowing Capacity**
 - Since December 31, 2007 East West has increased total borrowing capacity by \$524 million or 37%
 - \$1.9 Billion in excess borrowing capacity as of July 31, 2008
 - \$1.0 Billion in additional capacity to come in 3rd Quarter
- **Deleveraging Balance Sheet**
 - Loan to Deposit Ratio decreased from 122% at December 31, 2007 to 112% at July 31, 2008
- **Excess funds being held short, will pay down borrowings maturing in the near future**

Loan Portfolio Diversification

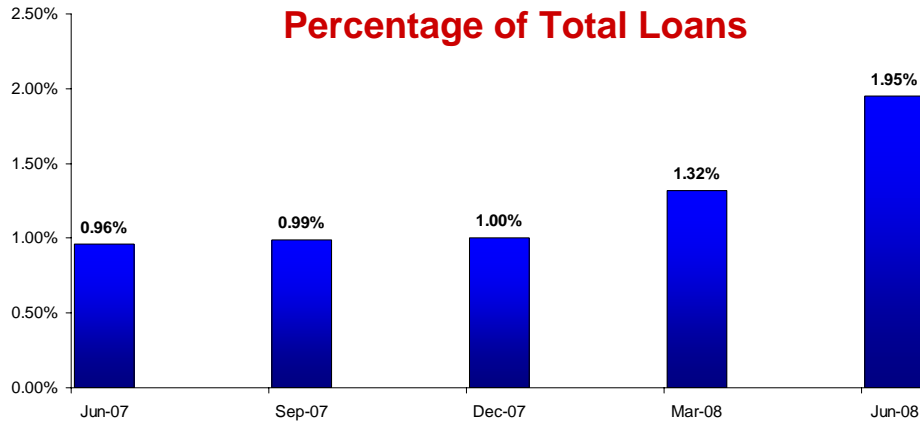


(in millions)

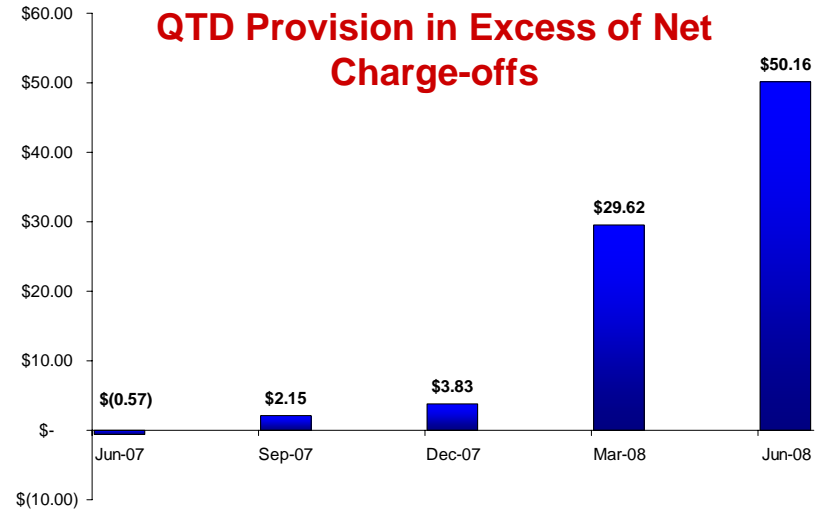
	Total Loans as of 6/30/2008
CRE	\$ 3,452
Construction	1,554
C&I	1,166
MFR	742
SFR & Consumer	680
Land	625
Trade Finance	437
Total Loans	\$ 8,656

Strong Balance Sheet and Reserve Levels

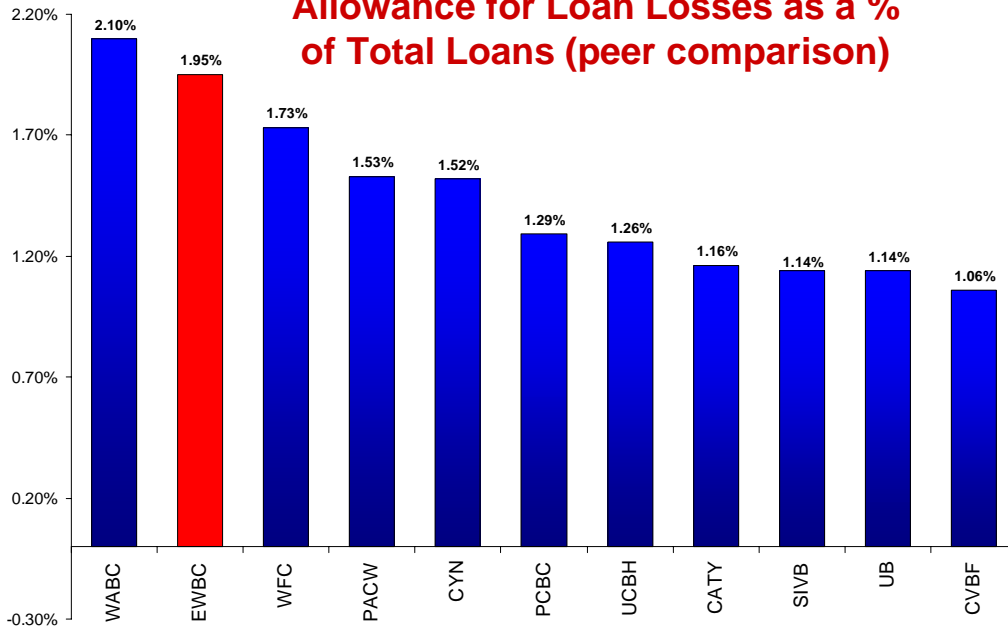
Allowance for Loan Losses as a Percentage of Total Loans



QTD Provision in Excess of Net Charge-offs



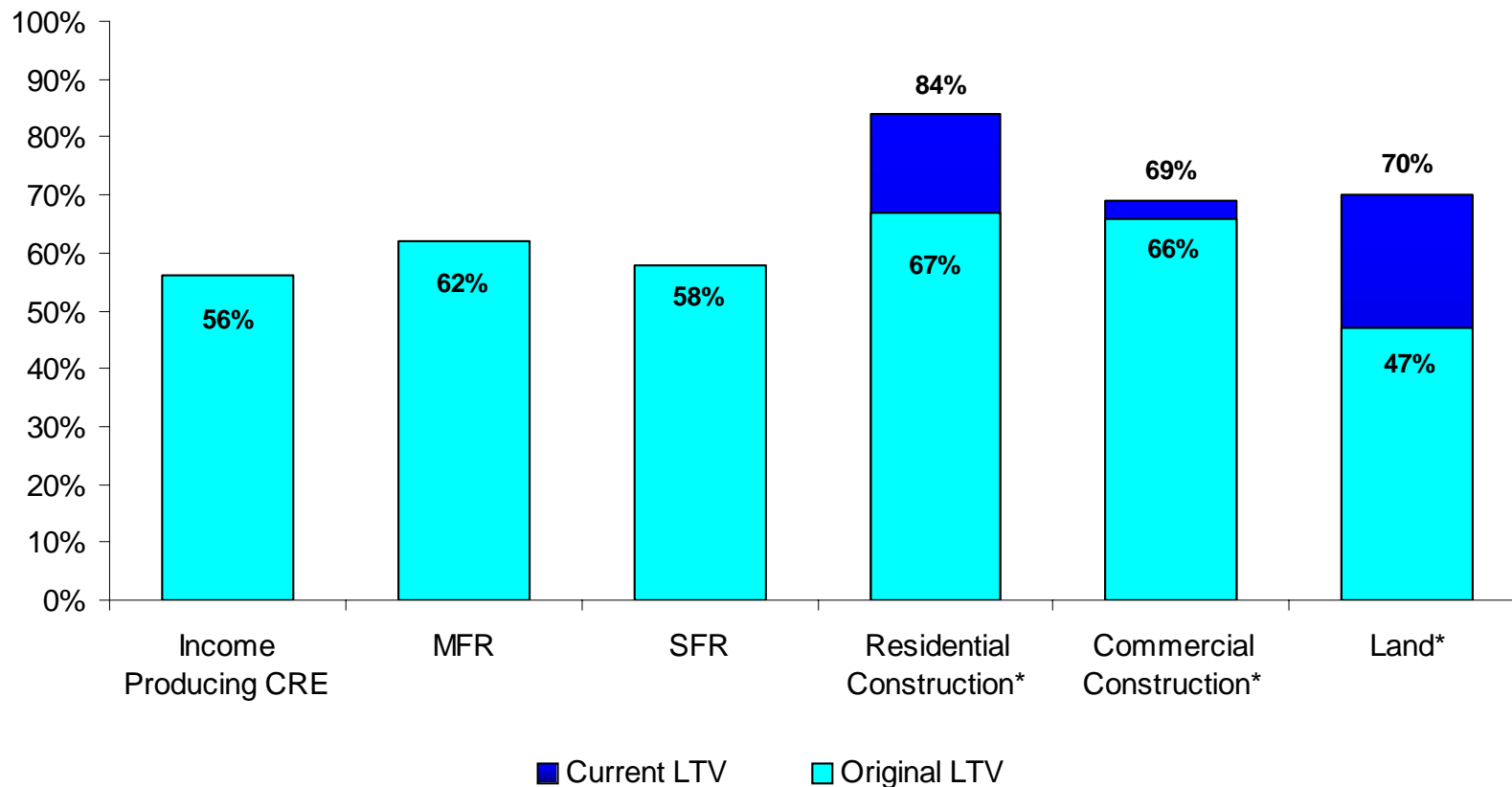
Allowance for Loan Losses as a % of Total Loans (peer comparison)



As a result of the comprehensive loan review, all collateral deficiencies based on updated appraisals of Land and Construction have been reserved for.

Collateral Values Remain Strong

Average LTV of Loan Portfolio as of June 30, 2008



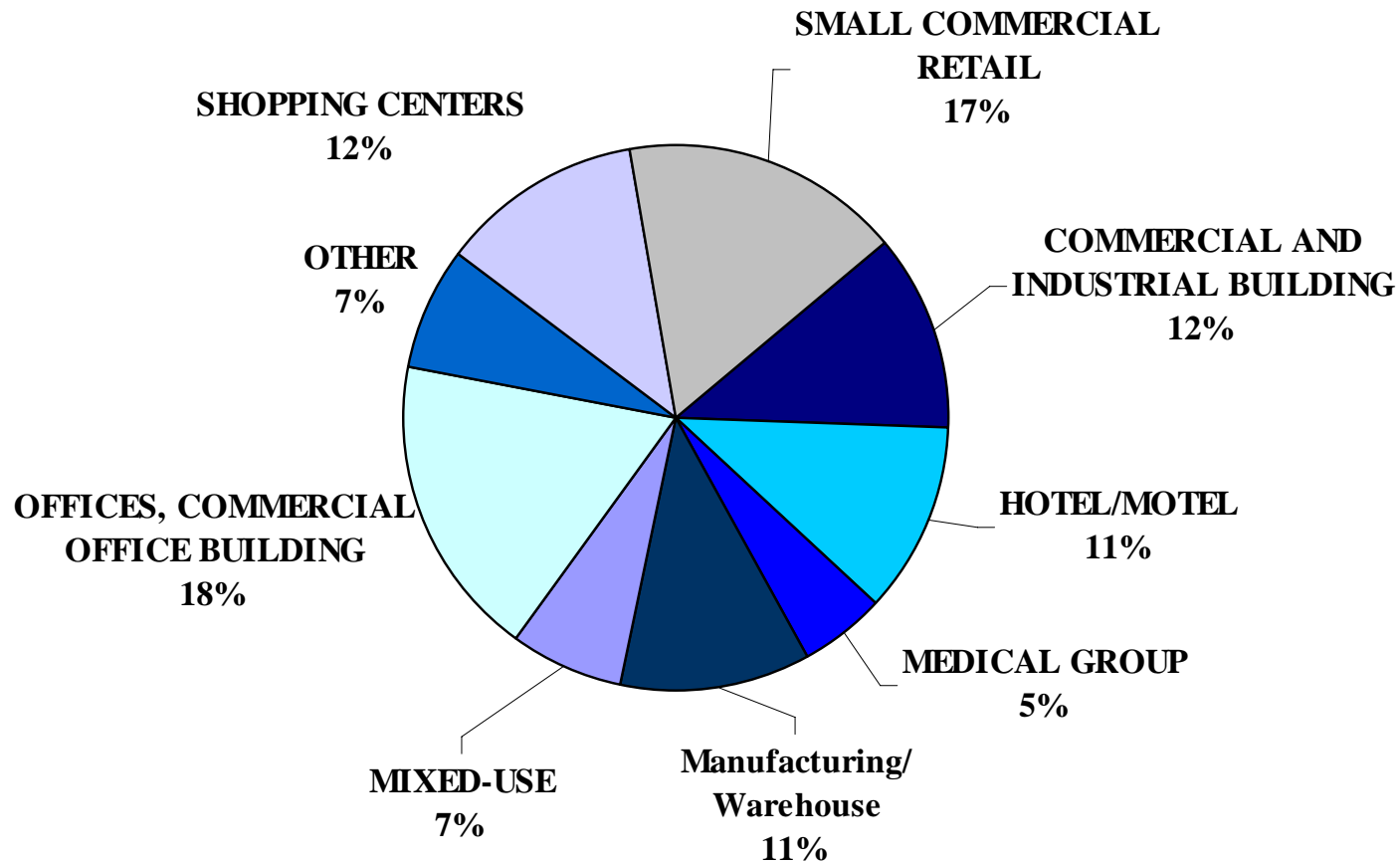
*** Average Current Loan to Values for Construction and Land loans based on new appraisals obtained in Q2 and Q3, 2008.**

A grayscale background image of a bridge's steel truss structure, viewed from a low angle looking up. The bridge spans across the top of the frame.

Commercial Real Estate Portfolio

Diversified Commercial Real Estate Portfolio

CRE Portfolio as of June 30, 2008



CRE Loans by LTV Distribution

As of June 30, 2008
(in millions)

CLTV Distribution	# of Loans	Balance	% Of Total	Cumulative % Of Total
Less than 50%	1,118	\$ 992	29%	29%
50% TO 55%	283	334	10%	39%
55% TO 60%	521	563	16%	55%
60% TO 65%	409	696	20%	75%
65% TO 70%	354	569	16%	91%
70% TO 75%	132	202	6%	97%
75% TO 80%	39	80	2%	99%
80% AND ABOVE	9	16	1%	100%
Total Loans	2,865	\$ 3,452	100%	

CRE by Geographic Distribution

As of June 30, 2008
(in millions)

	<u># of Loans</u>	<u>\$ Amount</u>	<u>%</u>
Southern California	2,004	\$ 2,254	65%
Northern California	765	960	28%
Nevada	21	53	2%
Texas	29	52	1%
Other States	46	133	4%
Total	2,865	\$ 3,452	100%

The background of the slide features a grayscale image of a bridge's steel truss structure, viewed from a low angle looking up. The bridge spans across the top of the frame, with its complex network of beams and supports creating a strong geometric pattern. The lighting is dramatic, highlighting the metallic textures and the depth of the structure.

Construction and Land Portfolios

Land Loans By Property Type

As of June 30, 2008
(in thousands)

Area	# of Loans	Balance	Average Size
INLAND EMPIRE	111	186,353	1,679
NEVADA	16	96,527	6,033
WEST LOS ANGELES	20	68,431	3,422
BAY AREA	24	51,396	2,142
DOWNTOWN LA / KOREATOWN	11	46,598	4,236
LOS ANGELES	7	31,847	4,550
OUT OF STATE	9	24,015	2,668
PASADENA / GLENDALE / BURBANK	8	20,998	2,625
SAN FERNANDO/VENTURA	12	20,412	1,701
NORTHERN CALIFORNIA	13	20,373	1,567
SOUTH BAY / SOUTH LA	8	15,251	1,906
ORANGE COUNTY	8	14,419	1,802
SAN GABRIEL VALLEY	8	14,104	1,763
SAN DIEGO	7	8,127	1,161
HOLLYWOOD	3	6,490	2,163
Total Land Loans	265	625,341	2,360

Construction Loans By Property Type

As of June 30, 2008
(in thousands)

Property Type	# of Loans	Balance	% of Total	Average Size
Single Family	234	461,680	30%	1,9873
Condominiums	151	553,819	35%	3,668
Total Residential	385	1,015,499	65%	2,638
Multi-family	4	31,262	2%	7,816
Retail	54	278,321	18%	5,154
Industrial	24	81,721	5%	3,405
Hotel	6	64,543	4%	10,757
Office	19	67,905	4%	3,574
Health/Medical	3	4,963	1%	1,654
Other	4	9,978	1%	2,369
Total Commercial	114	538,693	35%	4,721
Total Construction Loans	499	1,554,192	100%	3,114

Residential Construction Loans

As of June 30, 2008
(in thousands)

Area	# of Loans	Balance	Total Commitment	% of Total Const Loans	Average Size
DOWNTOWN LA / KOREATOWN	28	201,873	276,811	13%	7,210
LA / WESTSIDE	55	165,863	246,768	11%	3,016
HOLLYWOOD	26	124,420	180,339	8%	4,785
NORTHERN CALIFORNIA	44	115,475	157,226	8%	2,624
INLAND EMPIRE	100	86,466	109,849	6%	865
PASADENA AREA	21	83,986	115,557	5%	3,999
SAN FERNANDO VALLEY	28	67,386	93,258	4%	2,407
OUT OF STATE	26	50,274	77,673	3%	1,934
SAN GABRIEL VALLEY	26	37,847	55,286	2%	1,456
ORANGE COUNTY	12	31,994	42,594	2%	2,666
SAN DIEGO AREA	5	18,937	19,221	1%	3,787
SOUTH BAY / SOUTH LA	9	17,303	21,864	1%	1,923
GLENDALE / BURBANK	5	13,675	14,140	1%	2,735
Total SFR and Condo Construction	385	1,015,499	1,410,586	65%	2,638

Commercial Construction Loans

As of June 30, 2008
(in thousands)

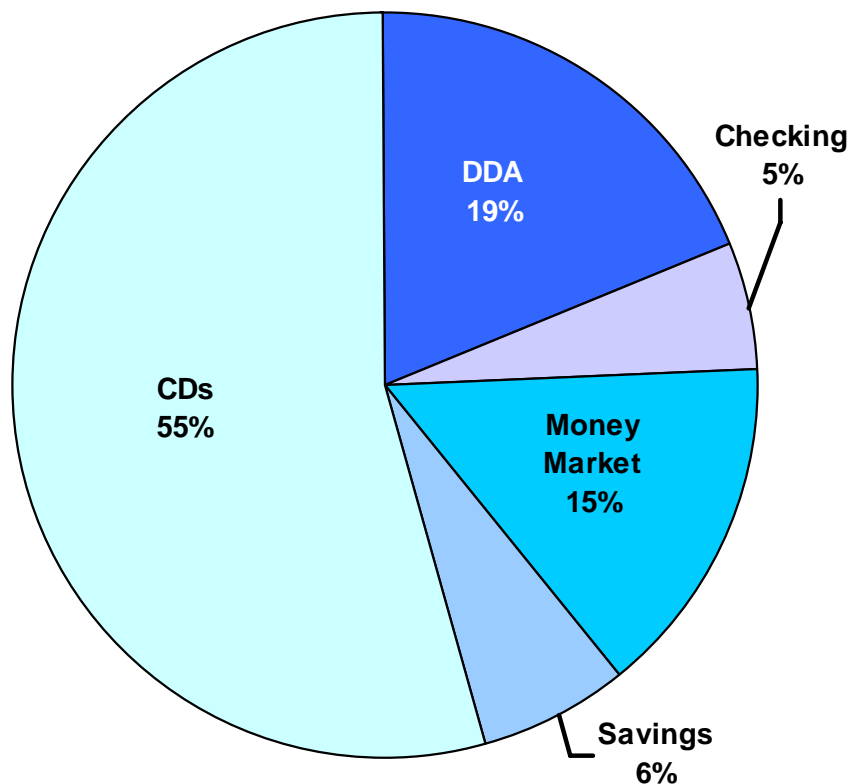
Area	# of Loans	Balance	Total Commitment	% of Total Const Loans	Average Size
INLAND EMPIRE	43	151,093	194,752	10%	3,514
NORTHERN CALIFORNIA	17	104,078	153,905	7%	6,122
OUT OF STATE	15	69,468	91,956	4%	4,631
DOWNTOWN LA / KOREATOWN	6	56,650	80,727	3%	9,442
GLENDALE / BURBANK	5	29,137	48,978	2%	5,827
SAN DIEGO AREA	5	28,300	53,623	2%	5,660
SAN GABRIEL VALLEY	8	24,558	65,382	1%	3,070
PASADENA AREA	2	18,391	18,391	1%	9,196
HOLLYWOOD	1	17,980	17,980	1%	17,980
LA / WESTSIDE	5	12,985	15,645	1%	2,597
ORANGE COUNTY	4	11,141	27,885	1%	2,285
SAN FERNANDO VALLEY	2	10,913	26,100	1%	5,457
SOUTH BAY / SOUTH LA	1	3,999	4,000	1%	3,999
Total Commercial Construction	114	538,693	799,324	35%	4,721

Available For Sale Securities

As of June 30, 2008 (in Thousands)	Amortized Cost	Gross Unrealized Gains/Losses	Estimated Fair Value
U.S. Treasury securities	\$ 2,502	\$ -	\$ 2,502
Agency and GSE Debt	919,023	(8,883)	910,140
GSE MBS (primarily EWB originated loans)	173,972	786	174,758
EWB Private Label MBS	704,989	(111,983)	593,006
Trust Preferred Securities	127,752	(67,658)	60,094
GSE Preferred Stock	50,317	(5,726)	44,591
Residual securities (EWB Private Label MBS)	25,892	12,181	38,073
Other securities	5,126	(109)	5,017
Total investment securities available-for-sale	\$ 2,009,573	\$ (181,392)	\$ 1,828,181

Customer Deposits

Cost of Deposits of 2.33% for Q2 2008



(in millions)

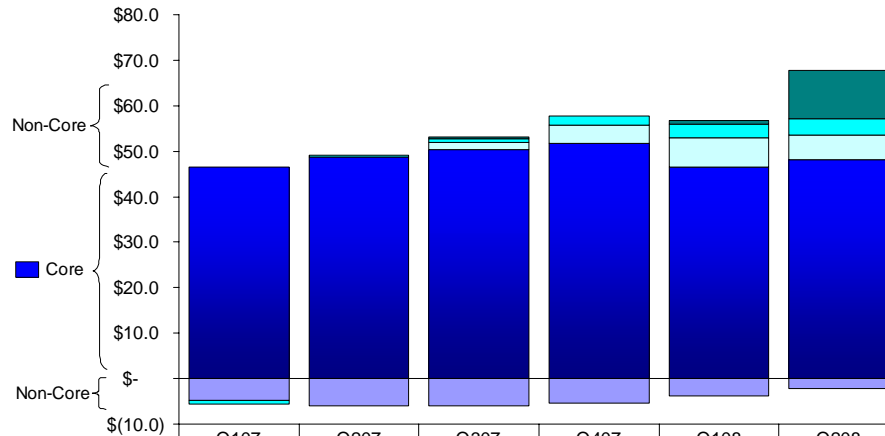
Total Deposits As of 6/30/2008

CDs	\$ 4,122
DDA	1,419
Money Market	1,117
Savings	461
Checking	400
Total	\$ 7,416

Non-Interest Expense and FTE Trend

Core Expenses Continue to Moderate as FTE and Efficiency Opportunities are Realized

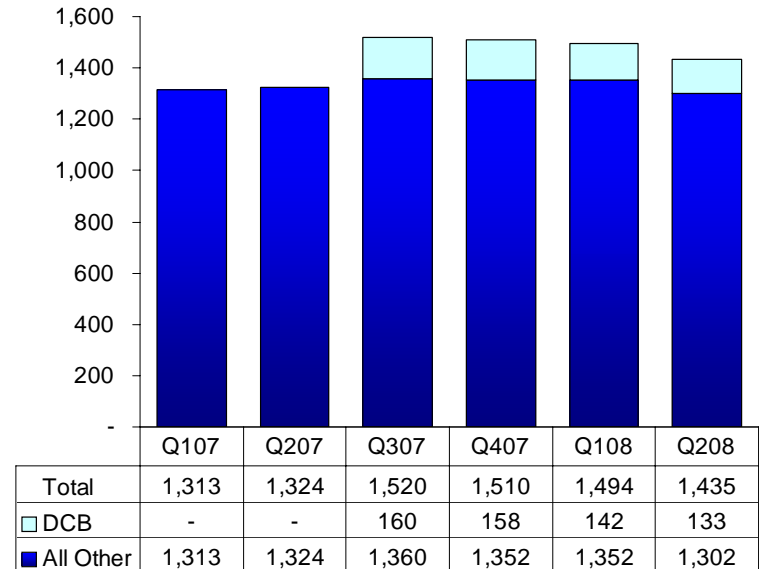
Non-Interest Expense
(\$ mil)



	Q107	Q207	Q307	Q407	Q108	Q208
Total	\$41.0	\$43.3	\$47.1	\$52.3	\$52.9	\$65.6
Asset Impairment *	\$-	\$-	\$0.4	\$-	\$0.9	\$10.5
Credit Cycle Expense (Income)	\$(0.9)	\$0.4	\$0.7	\$1.9	\$3.0	\$3.6
Deferred Loan Cost (Income)	\$(4.7)	\$(5.9)	\$(6.0)	\$(5.5)	\$(3.8)	\$(2.1)
DCB	\$-	\$-	\$1.6	\$4.1	\$6.3	\$5.5
Salaries and Other Operating Expenses	\$46.6	\$48.8	\$50.4	\$51.7	\$46.6	\$48.1

* Includes Goodwill, Core Deposit Premium and Securities Impairment

FTE



Outlook Summary

- Strengthening position as Premier Chinese-American Bank
Financially Bridge Asian and Mainstream Customers with strong relationship approach and local Market Expertise
- Fortified Balance Sheet: Strong Liquidity, Capital, and Reserves
- Actively Managing Credit and Problem Assets
- Focusing on Growing Customer Deposits
- Maintain/Improve Efficiency
- Position Ourselves well as cycle bottoms out

Longer-term

- Large California Growth Opportunity through organic means and acquisitions
- Increase Presence in Greater China Region



Thank You