## NewAlliance Bancshares

Morgan Stanley
U.S. Financials Conference

February 3, 2010

## Disclaimer \& Forward-Looking Statements

Statements in this document and presented orally at the conference, if any, concerning future results, performance, expectations or intentions are forward-looking statements. Actual results, performance or developments may differ materially from forward-looking statements as a result of known or unknown risks, uncertainties and other factors, including those identified from time to time in the Company's filings with the Securities and Exchange Commission, press releases and other communications. Actual results also may differ based on the Company's ability to successfully maintain and integrate customers from acquisitions.

The Company intends any forward-looking statements to be covered by the Litigation Reform Act of 1995 and is including this statement for purposes of said safe harbor provisions. Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date of this presentation. Except as required by applicable law or regulation, the Company undertakes no obligation to update any forward-looking statements to reflect events or circumstances that occur after the date as of which such statements are made.
The Company's capital strategy includes deployment of excess capital through acquisitions. The Company's results reported above reflect the impact of acquisitions completed within the periods reported. Past and future acquisitions are expected to continue to impact the Company's results in future periods.

## Discussion Topics

< Company Profile and Business Priorities
< 2009 Highlights
« Financial Performance
< 2010 Outlook

## Company Profile ${ }_{12 / 3109}$

Preeminent New England bank franchise with strong capital levels and poised for growth
< Market Capitalization
< Assets
< Loans
4 Deposits
< Branches

- ATMs
< Employees (FTE)
\$1.27 B
$\$ 8.43$ B
$\$ 4.76$ B
\$5.02 B 87 104

1,069

## The NewAlliance Franchise



NewAlliance Bancshares

## Executive Management Team

| Name | Title | Years in Industry | Prior Experience |
| :---: | :---: | :---: | :---: |
| Peyton R. Patterson | Chairman, President \& Chief Executive Officer NewAlliance Bancshares | 27 | Dime Bancorp (NY) <br> Chemical Bank/Chase Manhattan (NY) CoreStates Financial Corp. (PA) |
| Glenn I. MacInnes | Executive Vice President \& Chief Financial Officer | 26 | Citigroup, Inc (NY) <br> First Union/First Fidelity Bank (NJ) <br> United Jersey Bank/Mid-State (NJ) |
| C. Gene Kirby | President, NewAlliance Bank | 24 | SunTrust Bank (GA) |
| Gail E.D. Brathwaite | Executive Vice President \& Chief Operating Officer | 30 | Dime Bancorp (NY) |
| Donald T. Chaffee | Executive Vice President \& Chief Credit Officer | 37 | Dime Bancorp (NY) <br> Chase Manhattan Bank (NY) |
| Mark Gibson | Executive Vice President \& Chief Marketing Officer | 25 | BBVA/Compass Bank (AL) Coopers \& Lybrand (NY) |
| Koon-Ping Chan | Executive Vice President \& Chief Risk Officer | 31 | Dime Bancorp (NY) <br> Chase Manhattan Bank (NY) |
| - NewAlliance Bancshares |  |  | 6 |

## Fourth Quarter Highlights (2008 vs. 2009)

## Net income of \$12.1 million, up 25.7\%

## Record revenue growth

- Increased 11.1\%

A NIM expanded 23 bps to $2.82 \%$-- highest in 3 years
A Core fee income up 5\%
Strong balance sheet growth
A Record deposits of $\$ 5.02$ billion, up $13 \%$
Core deposits increased 32.5\%
1 Loan originations up 56\%
A Record organic mortgage originations -- over $\$ 1.0$ billion

## 2009 Highlights

$\checkmark$ Record Deposit Market Share Growth
$\checkmark$ Increased EPS by $2 \phi$ to $47 \phi$ (up 4\%)
$\checkmark$ Overall Revenue Improvement
/ Flat expenses

Continued strong credit discipline
$\downarrow$ Robust capital levels
-- 11.08\% TCE
-- 19.92\% Tier 1 risk based capital ratio

Up 9\%, excluding special FDIC insurance charge
Up 7\%
Exclusive of FDIC and retirement expense

Provision and NCO's declined in 4th quarter to year low

Poised to grow

## NewAlliance Bancshares

Financial Performance

## Strong Business Momentum

## Revenue

## Quarterly Trend



## Full Year

A $7 \%$ improvement in total revenue

- Net interest income + 7\%

4 Non-interest income $+6 \%$

## Non－interest Expense




## Quarterly Trend

人 Linked quarter expense increase reflects：
人 One time retirement related expense \＄1．5MM
－Pension true－up \＄0．6MM
人 Launch of ABL \＄0．4MM
－Seasonal expenditures $\$ 0.3 \mathrm{MM}$

## Full Year

人 Excluding $\$ 9.8 \mathrm{MM}$ in FDIC costs，total non－interest expenses were down $\$ 4.1 \mathrm{MM}$ ，or $2 \%$

## 2009 Deposit Growth



## Interest Expense Drivers

## Cost of Deposits *

## Down 92 Basis Points Cost of Deposits

人 Continue to reduce cost of deposits


## Cost of Borrowing * Down 28 Basis Points



## Cost of Borrowing

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

[^0]
## Continued Expansion of NIM



## Loan Originations / Portfolio

## Quarterly Trend

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



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

## Full Year



Organic originations outpace 2008
^ Loan originations totaled $\$ 1.5$ B for the year
^ Up $15 \%$ vs. prior year
^ 1 billion originated in residential loans

## Loan Balances



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

## Aggressively Managed Credit Quality

## Credit Quality Trends－NAL vs．Peers

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

| All National | 7．13\％ |
| :---: | :---: |
| －All CT | 3．30\％ |
| All MA | 2．29\％ |
| A NewAlliance | 1．54\％ |





## Credit Quality

＾Total delinquencies－1．54\％（at 12／31／09）
人 Delinquencies continue to track well below the state and national average

## Non－Performing Loans

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

## Total Loan Portfolio

## December 31, 2009

Dec. 31, 2009

| (\$ In Millions) | Balance |
| :--- | ---: |
| Residential Mortgages | 2,397 |
| Commercial Real Estate | 1,101 |
| Consumer Loans | 721 |
| C \& I | 409 |
| Commercial Construction | 103 |
| Residential Development | 29 |
| Asset Based Lending | 2 |
| Total Loans | $\mathbf{4 , 7 6 3}$ |

## Residential / Home Equity Portfolio

December 31, 2009
Residential Mortgage Portfolio \$2.4 billion


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

Home Equity Portfolio
\$706 million


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

## Total CRE Portfolio <br> December 31, 2009

## Total CRE Portfolio

 \$1.2 billionPercent of total loans 26\%

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

## Permanent CRE Portfolio \$1.1 billion


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

## C\&/ Portfolio <br> December 31, 2009

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



## CML By NAICS Code

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

## Residential Development Portfolio Snapshot

December 31, 2009

## Total portfolio:

Percent of total loans:
$<$ Total delinquencies
$8.41 \%$
$0.64 \%$
\$11.5 million
\$1.9 million
\$29.3 million

$$
0.62 \%
$$

1 Net credit losses
4 Total condo portfolio
4 Total NPLs for condo portfolio


```
\squareSINGLE FAMILY RESIDENTIAL
\(\square\) LAND
\(\square\) CONDO AGE RESTRICTED
```

$\square$ RESIDENTIAL SUBDIVISION
$\square$ CONDO NON AGE RESTRICTED
$\square$ ALL OTHERS

## Quarterly Net Charge-offs by Category

## December 31, 2009

| (\$'s in thousands) |  | Q4 2009 Net <br> Charge-offs | Q4 2009 <br> $\%$ |
| :--- | ---: | ---: | ---: |
| Residential Mortgages | Portfolio size |  | 883 |
| Consumer Loans | $721,286,303$ | 0.15 |  |
| C\&I | 409,149 | 213 | 0.12 |
| ABL | 2,062 | 890 | 0.87 |
| Commercial Real Estate | $1,100,882$ | - | - |
| (Permanent) | 103,117 | 691 | 0.25 |
| Commercial Construction | 29,251 |  |  |
| Residential Development | $\mathbf{4 , 7 6 2 , 0 4 5}$ |  | - |
| Total | $\mathbf{2 , 7 2 4}$ | $\mathbf{0 . 2 3}$ |  |


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

## Investment Portfolio

December 31, 2009
Total Fixed Income Portfolio: \$2.62 billion


- Treasury/Agency
$\square$ AAA
- AA
- A
- Less than A
- Not Rated


## Robust Capital

Tier 1 Risk Based Ratio


Tangible Capital Equity Ratio


## Robust Capital Levels

^ No participation in TARP
人 Excellent ratios
A $\$ 2.6$ billion investment portfolio

## Poised to Grow

A Expanded lines of business to include Asset Based Lending
4 Filed a shelf registration 10/27/09

- Focused M\&A strategy


## GAP Report



## NewAlliance Bancshares

2010 Outlook

## Accomplishments

## 2009 characterized by healthy organic growth with an eye to future expansion

\& Robust growth in core deposits and market share
< Significant reduction in deposit costs
\& Material expansion of loan originations
\& Flat expenses while funding investments in management team and Asset Based Lending
< Superior credit quality
< Strong revenue and earnings growth

## 2010 Outlook

## NewAlliance is well poised to grow revenue and earnings

\& Customer and core deposit growth
\& NIM expansion
\& Diversified loan growth
« Moderate core fee income growth
< Expense control with targeted investments
\& Cautious optimism regarding credit quality

## NewAlliance Bancshares


[^0]:    * Rates represent month averages

