FFIC FLUSHING Financial Corporation

"Small Enough To Know You.

Large Enough To Help You."

NYC Real Estate Market Update with Frank Korzekwinski and D.A. Davidson Analyst Christopher Keith

June 7, 2021

Safe Harbor Statement

"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995: Statements in this Presentation relating to plans, strategies, economic performance and trends, projections of results of specific activities or investments and other statements that are not descriptions of historical facts may be forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking information is inherently subject to risks and uncertainties, and actual results could differ materially from those currently anticipated due to a number of factors, which include, but are not limited to, risk factors discussed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2020 and in other documents filed by the Company with the Securities and Exchange Commission from time to time. Forward-looking statements may be identified by terms such as "may", "will", "should", "could", "expects", "plans", "intends", "anticipates", "believes", "estimates", "predicts", "forecasts", "goals", "potential" or "continue" or similar terms or the negative of these terms. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. The Company has no obligation to update these forward-looking statements.

Speaker’s Bio

Francis W. Korzekwinski
Senior Executive Vice President, Chief of Real Estate Lending

Frank joined Flushing Bank in 1993 as Assistant Vice President, Loan Officer. Upon joining Flushing Bank, Frank assumed responsibility for New Business Development and Loan Workout. Shortly thereafter, Frank launched the Bank’s Multi-family Loan Origination Platform and began plans to sell distressed assets including other real estate owned. In December 2006, Frank was promoted to Executive Vice President and assumed responsibility for managing the Bank’s real estate lending operations. The Bank’s real estate loan portfolio has grown from less than $260 million in 1993 to $4.2 billion, as of March 31, 2021. The Bank’s real estate loan portfolio is concentrated in varied income producing properties, mixed use, small multi-family, non-owner occupied commercial real estate, and to a lesser extent construction and development loans. Today, Frank has the responsibility of overseeing credit administration, loan servicing, collections and foreclosures, disposal of other real estate owned, sale of non-performing assets, and portfolio management.

Flushing Financial Snapshot (NASDAQ: FFIC)

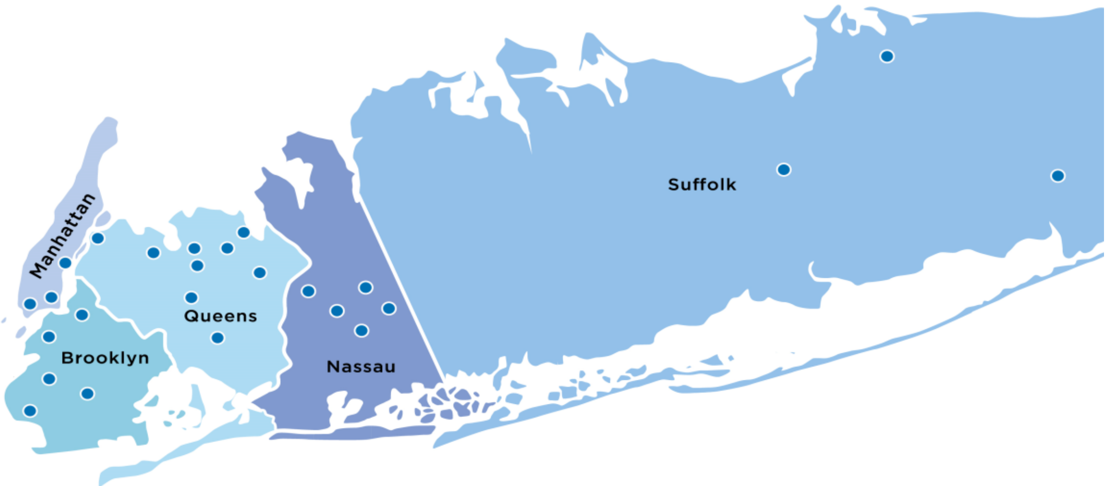
1Q21 Key Statistics

Balance Sheet	
Assets	$8.2B
Loans	$6.7B
Deposits	$6.4B[1]
Equity	$0.6B

Performance	
Core ROAA	0.83%
Core ROAE	10.96%
Core Efficiency Ratio	58.6%
Tangible Book Value	$19.99
Dividend Yield	3.6%[2]

Footprint

Deposits primarily from 25 branches in multi-cultural neighborhoods and our online division, consisting of iGObanking.com® and BankPurely®



Competitive Advantages

Strong Franchise and Diverse Business Mix

- **Diversified loan portfolio** with focus on commercial business loans, multi-family mortgages, and commercial real estate
- Current/historical **strong credit** and capital positions

Track Record of Outperformance

- Of the 69 publicly traded banks in Flushing's markets in 1995, only 9 remain, with **FFIC ranked 4th overall with a total return of 959%** compared to 739% for the peer median[3] and 969% for the S&P 500 Total Return[3]
- Relative to peers[4], FFIC has outperformed since its IPO date of 11/21/95 or the IPO of its peers by 438 percentage points and the BKX by 459 percentage points

Strategic Opportunities

- Increase customer usage of **mobile and online banking technology platform**
- **Optimizing funding mix** through internet banks and Asian initiatives
- Proactively managing balance sheet to **enhance net interest income**

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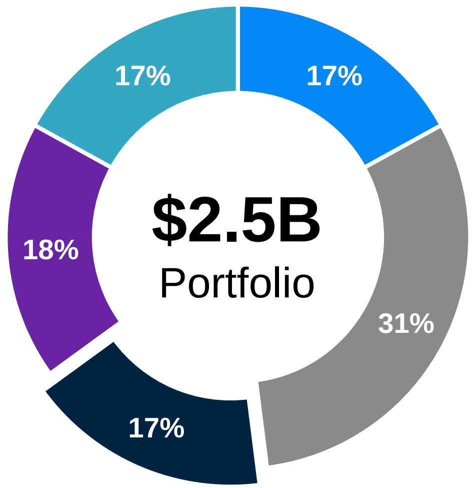
[1] Includes mortgagors' escrow deposits; [2] Calculated using 6/2/21 closing price of $23.52; [3] Performance calculated from 11/21/1995. to 3/31/21; Banks include: CARV, CNOB, DCOM, FLIC, LBAI, NYCB, UNTY, and VLY. [4] Peers include BCBP, DCOM, FLIC, ISBC, KRNY, LBAO, NFBK, OCFC, PFS, PGC, SBNY, and STL.

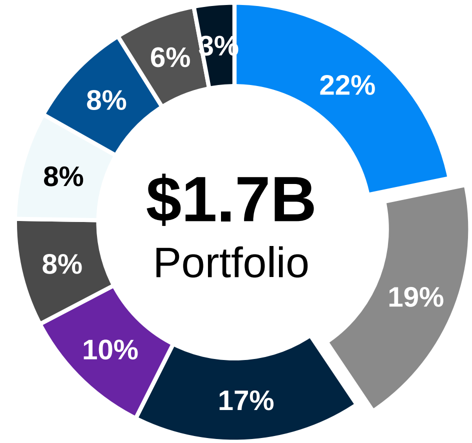
Well Secured Multi-Family and CRE Portfolios

Multi-Family Geography



- Average loan size: $1.1MM
- Average monthly rent of $1,245 vs $2,737[1] for the market
- Weighted average LTV is <34%, only $24 million of loans with an LTV above 75% LTV
- Weighted average DCR is ~1.8x[2]
  – Borrowers typically do not sell properties, but refinance to buy more properties

Non-Owner Occupied CRE Geography



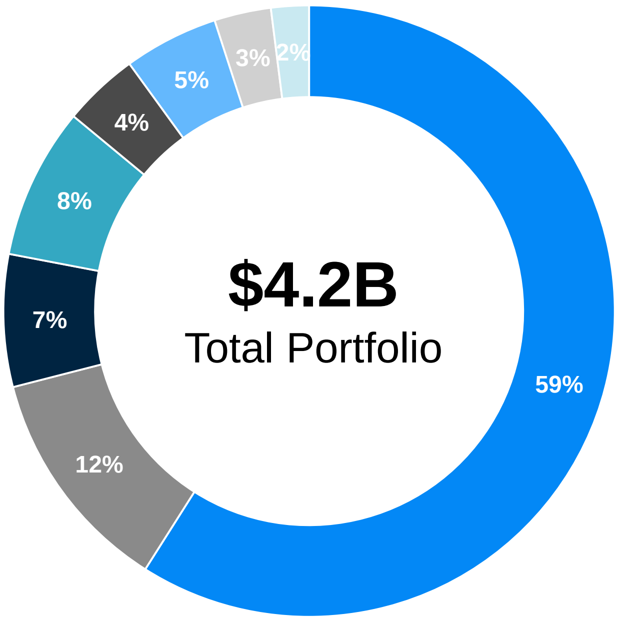
- Average loan size: $2.2MM
- Weighted average LTV is <51%, only $2.3 million of loans with and LTV above 75%
- Weighted average DCR is ~1.8x[2]
- Borrowers have >49% equity
- New originations include about 6 months of P&I in a reserve account

NYC Outer Boroughs performing better than Manhattan

Underwrite Real Estate loans with a cap rate in Mid-5s and stress test each loan

[1] CoStar New York Multi-Family Market Report, 4/12/21 [2] Based on most recent Annual Loan Review.

Multi-Family and CRE Property Type and Portfolio Highlights



- Multifamily - 59%
- General Commercial - 12%
- CRE - Shopping Center -7%
- CRE - Strip Mall - 8%
- CRE - Single Tenant - 4%
- Office - 5%
- Industrial - 3%
- Commercial Special Use - 2%

Multi-Family

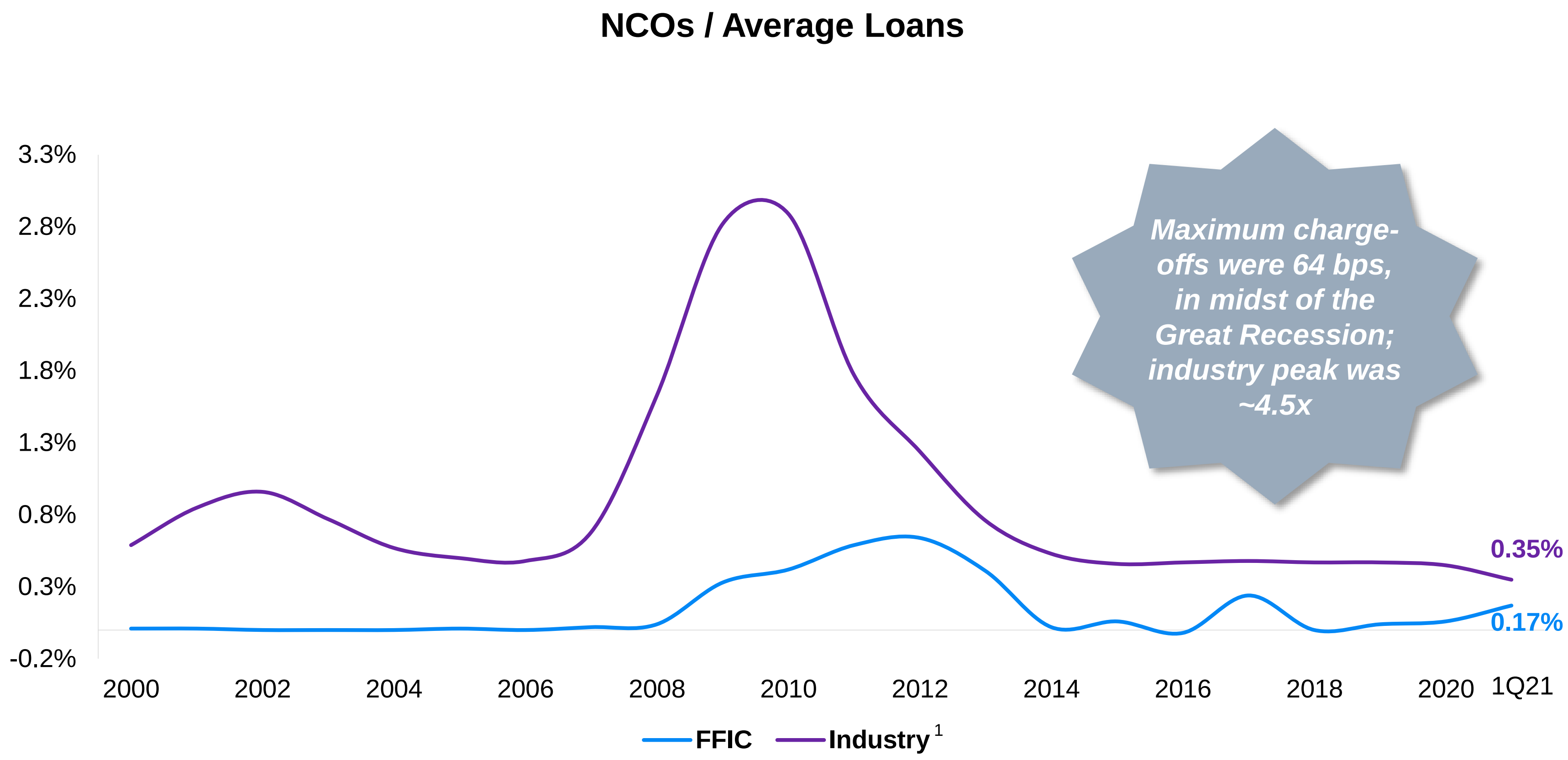
- In market lending
- Review net operating income and the collateral plus the financial resources and income level of the borrower (including experience in managing or owning similar properties)
- ARMs adjust each 5-year period with terms up to 30 years and comprise 81% of the portfolio; prepayment penalties are received for every five year reset period

Commercial Real Estate

- Secured by in market office buildings, hotels/motels, small business facilities, strip shopping centers, and warehouses
- Similar underwriting standards as multi-family
- ARMs adjust each 5-year period with terms up to 30 years and comprise 80% of the portfolio

Loans secured by real estate have an LTV of 38%

Low Historical Net Charge-Offs

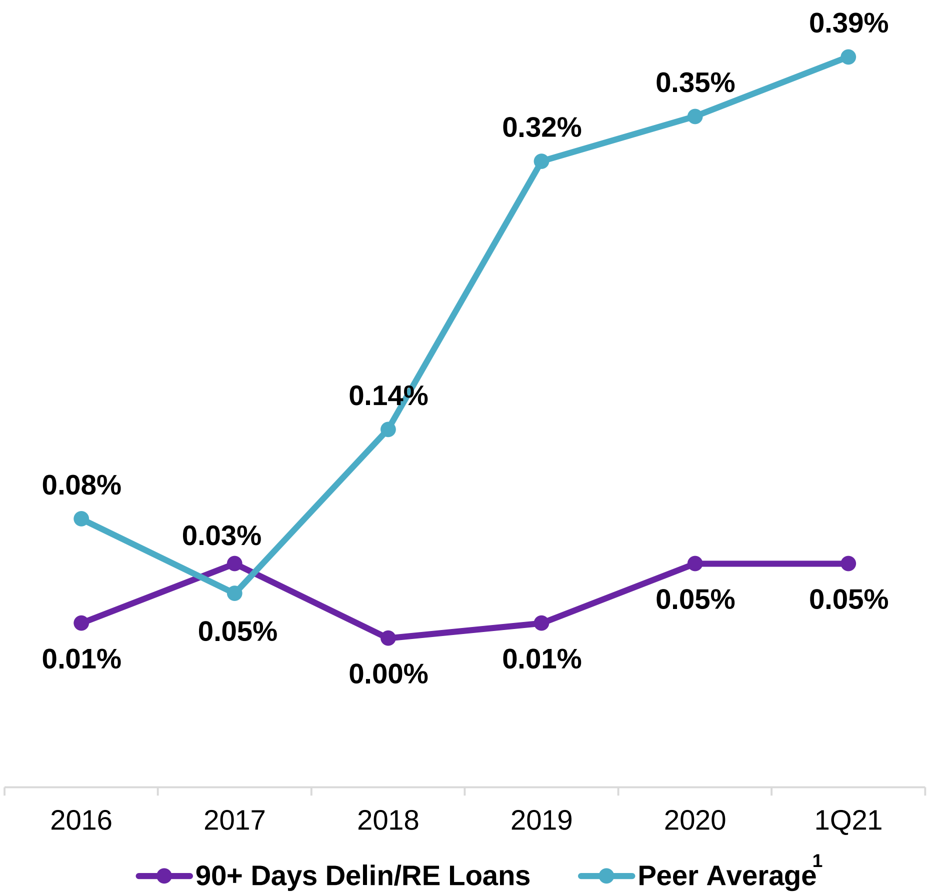


- Over two decades and multiple credit cycles, Flushing has a history of better-than-industry credit quality
- Weighted average LTVs on the real estate portfolio is 38%
  - Only $24.2MM of real estate loans with an LTV of 75% or more

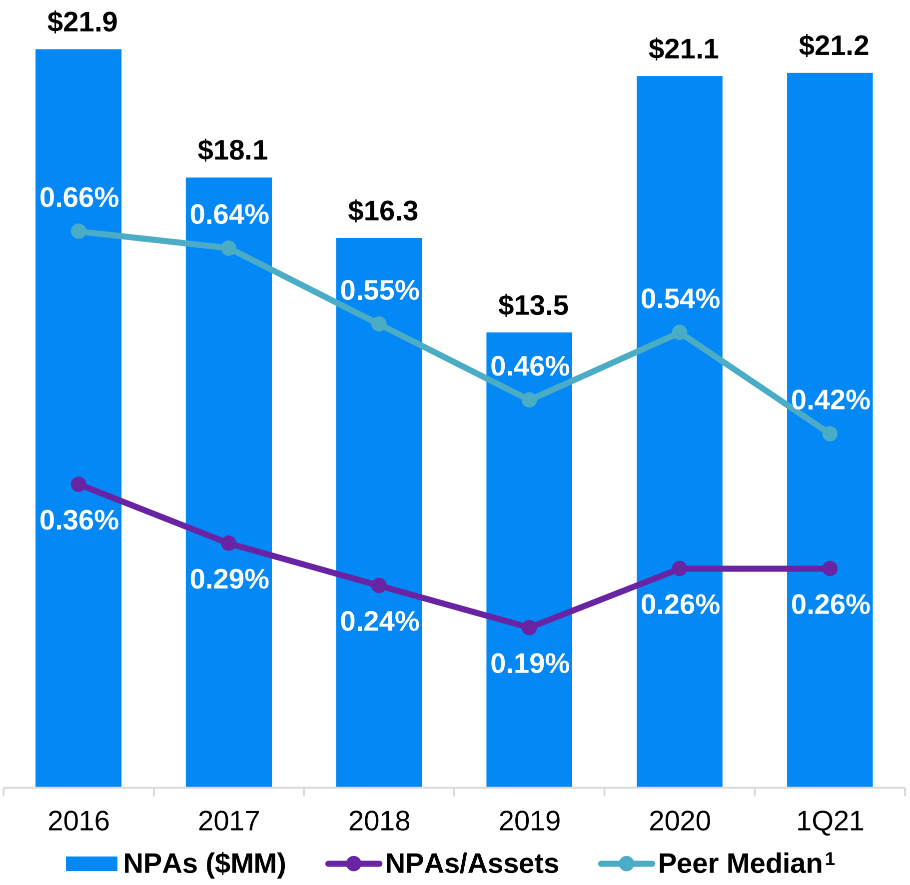
Source: SNL Financial. Financial data as of June 2, 2021. Note: Includes $11.2MM in taxi medallion write-offs in 2017 and $2.8MM in 2021; [1] "Industry" includes the ~380 banks that compose the SNL U.S. Bank and Thrift Index.

90+ Delinquencies and NPA Levels Better than Peers

90+ RE Delinquencies/Real Estate Loans[2]



31% LTV on 1Q21 Mortgage NPAs



[1] Peers include DCOM, FLIC, NYCB, BKU, STL, VLY, ISBC, NFBK, PFS, OCFC, LBAI, and CNOB.
[2] Based on Y-9C regulatory filings.
Source: S&P Global

Reconciliation of GAAP Earnings and Core Earnings

Non-cash Fair Value Adjustments to GAAP Earnings

The variance in GAAP and core earnings is partly driven by the impact of non-cash net gains and losses from fair value adjustments. These fair value adjustments relate primarily to swaps designated to protect against rising rates and borrowing carried at fair value under the fair value option. As the swaps get closer to maturity, the volatility in fair value adjustments will dissipate. In a declining interest rate environment, the movement in the curve exaggerates our mark-to-market loss position. In a rising interest rate environment or a steepening of the yield curve, the loss position would experience an improvement.

Core Net Income, Core Diluted EPS, Core ROAE, Core ROAA, Pre-provision Pre-tax Net Revenue, Core Net Interest Income FTE, Core Net Interest Margin FTE, Base Net Interest Income FTE, Base Net Interest Margin FTE, Core Interest Income and Yield on Total Loans, Base Interest Income and Yield on Total Loans, Core Non-interest Income, Core Non-interest Expense and tangible book value per common share are each non-GAAP measures used in this presentation. A reconciliation to the most directly comparable GAAP financial measures appears below in tabular form. The Company believes that these measures are useful for both investors and management to understand the effects of certain interest and non-interest items and provide an alternative view of the Company's performance over time and in comparison to the Company's competitors. These measures should not be viewed as a substitute for net income. The Company believes that tangible book value per common share is useful for both investors and management as these are measures commonly used by financial institutions, regulators and investors to measure the capital adequacy of financial institutions. The Company believes these measures facilitate comparison of the quality and composition of the Company's capital over time and in comparison to its competitors. These measures should not be viewed as a substitute for total shareholders' equity.

These non-GAAP measures have inherent limitations, are not required to be uniformly applied and are not audited. They should not be considered in isolation or as a substitute for analysis of results reported under GAAP. These non-GAAP measures may not be comparable to similarly titled measures reported by other companies.

Reconciliation of GAAP Earnings and Core Earnings

(Dollars In thousands, except per share data)	Years Ended December 31, 2016	December 31, 2017	December 31, 2018	December 31, 2019	December 31, 2020	Three Months Ended March 31, 2020	March 31, 2021
GAAP income (loss) before income taxes	$ 106,019	$ 66,134	$ 65,485	$ 53,331	$ 45,182	$ (1,596)	$ 26,224
Day 1, Provision for Credit Losses - Empire transaction	—	—	—	—	1,818	—	—
Net (gain) loss from fair value adjustments	3,434	3,465	4,122	5,353	2,142	5,993	(982)
Net (gain) loss on sale of securities	(1,524)	186	1,920	15	701	37	—
Life insurance proceeds	(460)	(1,405)	(2,998)	(462)	(659)	—	—
Net gain on disposition of assets	(48,018)	—	(1,141)	(770)	—	—	(621)
Net (gain) loss from fair value adjustments on qualifying hedges	—	—	—	1,678	1,185	2,073	(1,427)
Accelerated employee benefits upon Officer's death	—	—	149	455	—	—	—
Prepayment penalty on borrowings	10,356	—	—	—	7,834	—	—
Net amortization of purchase accounting adjustments	—	—	—	—	80	—	(789)
Merger expense	—	—	—	1,590	6,894	929	973
Core income before taxes	69,807	68,380	67,537	61,190	65,177	7,436	23,378
Provision for income taxes for core income	25,855	22,613	11,960	13,957	15,428	1,936	6,405
Core net income	$ 43,952	$ 45,767	$ 55,577	$ 47,233	$ 49,749	$ 5,500	$ 16,973
GAAP diluted earnings (loss) per common share	$ 2.24	$ 1.41	$ 1.92	$ 1.44	$ 1.18	$ (0.05)	$ 0.60
Day 1, Provision for Credit Losses - Empire transaction, net of tax	—	—	—	—	0.05	—	—
Net (gain) loss from fair value adjustments, net of tax	0.07	0.07	0.10	0.14	0.06	0.15	(0.02)
Net (gain) loss on sale of securities, net of tax	(0.03)	—	0.05	—	0.02	—	—
Life insurance proceeds	(0.02)	(0.05)	(0.10)	(0.02)	(0.02)	—	—
Net gain on disposition of assets, net of tax	(0.95)	—	(0.03)	(0.02)	—	—	(0.01)
Net (gain) loss from fair value adjustments on qualifying hedges, net of tax	—	—	—	0.05	0.03	0.05	(0.03)
Accelerated employee benefits upon Officer's death, net of tax	—	—	—	0.01	—	—	—
Federal tax reform 2017	—	0.13	—	—	—	—	—
Prepayment penalty on borrowings, net of tax	0.21	—	—	—	0.20	—	—
Net amortization of purchase accounting adjustments, net of tax	—	—	—	—	—	—	(0.02)
Merger expense, net of tax	—	—	—	0.04	0.18	0.02	0.02
Core diluted earnings per common share[1]	$ 1.52	$ 1.57	$ 1.94	$ 1.65	$ 1.70	$ 0.19	$ 0.54
Core net income, as calculated above	$ 43,952	$ 45,767	$ 55,577	$ 47,233	$ 49,749	$ 5,500	$ 16,973
Average assets	5,913,534	6,217,746	6,504,598	6,947,881	7,276,022	7,106,998	8,147,714
Average equity	496,820	530,300	534,735	561,289	580,067	576,597	619,647
Core return on average assets[2]	0.74 %	0.74 %	0.85 %	0.68 %	0.68 %	0.31 %	0.83 %
Core return on average equity[2]	8.85 %	8.63 %	10.39 %	8.42 %	8.58 %	3.82 %	10.96 %

[1] Core diluted earnings per common share may not foot due to rounding; [2] Ratios are calculated on an annualized basis.

Reconciliation of GAAP Revenue & Pre-Provision Pre-Tax Net Revenue

	Years Ended					Three Months Ended	
(Dollars In thousands)	December 31, 2016	December 31, 2017	December 31, 2018	December 31, 2019	December 31, 2020	March 31, 2020	March 31, 2021
GAAP Net interest income	$ 167,086	$ 173,107	$ 167,406	$ 161,940	$ 195,199	$ 40,826	$ 60,892
Net (gain) loss from fair value adjustments on qualifying hedges	—	—	—	1,678	1,185	2,073	(1,427)
Net amortization of purchase accounting adjustments	—	—	—	—	(11)	—	(922)
Core Net interest income	$ 167,086	$ 173,107	$ 167,406	$ 163,618	$ 196,373	$ 42,899	$ 58,543
GAAP Non-interest income (loss)	$ 57,536	$ 10,362	$ 10,337	$ 9,471	$ 11,043	$ (2,864)	$ 6,311
Net (gain) loss from fair value adjustments	3,434	3,465	4,122	5,353	2,142	5,993	(982)
Net (gain) loss on sale of securities	(1,524)	186	1,920	15	701	37	—
Life insurance proceeds	(460)	(1,405)	(2,998)	(462)	(659)	—	—
Net gain on disposition of assets	(48,018)	—	(1,141)	(770)	—	—	(621)
Core Non-interest income	$ 10,968	$ 12,608	$ 12,240	$ 13,607	$ 13,227	$ 3,166	$ 4,708
GAAP Non-interest expense	$ 118,603	$ 107,474	$ 111,683	$ 115,269	$ 137,931	$ 32,380	$ 38,159
Prepayment penalty on borrowings	(10,356)	—	—	—	(7,834)	—	—
Accelerated employee benefits upon Officer's death	—	—	(149)	(455)	—	—	—
Net amortization of purchase accounting adjustments	—	—	—	—	(91)	—	(133)
Merger expense	—	—	—	(1,591)	(6,894)	(929)	(973)
Core Non-interest expense	$ 108,247	$ 107,474	$ 111,534	$ 113,223	$ 123,112	$ 31,451	$ 37,053
GAAP:							
Net interest income	$ 167,086	$ 173,107	$ 167,406	$ 161,940	$ 195,199	$ 40,826	$ 60,892
Non-interest income (loss)	57,536	10,362	10,337	9,471	11,043	(2,864)	6,311
Non-interest expense	(118,603)	(107,474)	(111,683)	(115,269)	(137,931)	(32,380)	(38,159)
Pre-provision pre-tax net revenue	$ 106,019	$ 75,995	$ 66,060	$ 56,142	$ 68,311	$ 5,582	$ 29,044
Core:							
Net interest income	$ 167,086	$ 173,107	$ 167,406	$ 163,618	$ 196,373	$ 42,899	$ 58,543
Non-interest income	10,968	12,608	12,240	13,607	13,227	3,166	4,708
Non-interest expense	(108,247)	(107,474)	(111,534)	(113,223)	(123,112)	(31,451)	(37,053)
Pre-provision pre-tax net revenue	$ 69,807	$ 78,241	$ 68,112	$ 64,002	$ 86,488	$ 14,614	$ 26,198
Efficiency Ratio	59.6 %	57.9 %	62.1 %	63.9 %	58.7 %	68.2 %	58.6 %

Calculation of Tangible Stockholders’ Common Equity to Tangible Assets

(Dollars in thousands)	December 31, 2016	December 31, 2017	December 31, 2018	December 31, 2019	March 31, 2020	December 31, 2020	March 31, 2021
Total Equity	$ 513,853	$ 532,608	$ 549,464	$ 579,672	$ 549,683	$ 618,997	$ 639,201
Less:							
Goodwill	(16,127)	(16,127)	(16,127)	(16,127)	(16,127)	(17,636)	(17,636)
Core deposit Intangibles	—	—	—	—	—	(3,172)	(3,013)
Intangible deferred tax liabilities	389	291	290	292	292	287	287
Tangible Stockholders' Common Equity	$ 498,115	$ 516,772	$ 533,627	$ 563,837	$ 533,848	$ 598,476	$ 618,839
Total Assets	$ 6,058,487	$ 6,299,274	$ 6,834,176	$ 7,017,776	$ 7,245,410	$ 7,976,394	$ 8,159,184
Less:							
Goodwill	(16,127)	(16,127)	(16,127)	(16,127)	(16,127)	(17,636)	(17,636)
Core deposit Intangibles	—	—	—	—	—	(3,172)	(3,013)
Intangible deferred tax liabilities	287	291	290	292	292	287	287
Tangible Assets	$ 6,042,647	$ 6,283,438	$ 6,818,339	$ 7,001,941	$ 7,229,575	$ 7,955,873	$ 8,138,822
Tangible Stockholders' Common Equity to Tangible Assets	8.24 %	8.22 %	7.83 %	8.05 %	7.38 %	7.52 %	7.60 %

[1] Excludes purchase accounting average balances for the quarter ended March, 31, 2021, and December 31, 2020.

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