



NASDAQ: BCBP

**SANDLER O'NEILL CONFERENCE
NOVEMBER 14, 2019**

SAFE HARBOR STATEMENT

This presentation, like many written and oral communications presented by BCB Bancorp, Inc., and our authorized officers, may contain certain forward-looking statements regarding our prospective performance and strategies within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. We intend such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and are including this statement for purposes of said safe harbor provisions. Forward-looking statements, which are based on certain assumptions and describe future plans, strategies, and expectations of the Company, are generally identified by use of words “anticipate,” “believe,” “estimate,” “expect,” “intend,” “plan,” “project,” “seek,” “strive,” “try,” or future or conditional verbs such as “could,” “may,” “should,” “will,” “would,” or similar expressions. Our ability to predict results or the actual effects of our plans or strategies is inherently uncertain. Accordingly, actual results may differ materially from anticipated results. There are a number of factors, many of which are beyond our control, that could cause actual conditions, events, or results to differ significantly from those described in our forward-looking statements. These factors include, but are not limited to: general economic conditions and trends, either nationally or in some or all of the areas in which we and our customers conduct our respective businesses; conditions in the securities markets or the banking industry; changes in interest rates, which may affect our net income, prepayment penalties and other future cash flows, or the market value of our assets; changes in deposit flows, and in the demand for deposit, loan, and investment products and other financial services in the markets we serve; changes in the financial or operating performance of our customers’ businesses; changes in real estate values, which could impact the quality of the assets securing the loans in our portfolio; changes in the quality or composition of our loan or investment portfolios; changes in competitive pressures among financial institutions or from non-financial institutions; changes in our customer base; potential exposure to unknown or contingent liabilities of companies targeted for acquisition; our ability to retain key members of management; our timely development of new lines of business and competitive products or services in a changing environment, and the acceptance of such products or services by our customers; any interruption or breach of security resulting in failures or disruptions in customer account management, general ledger, deposit, loan or other systems; any interruption in customer service due to circumstances beyond our control; the outcome of pending or threatened litigation, or of other matters before regulatory agencies, or of matters resulting from regulatory exams, whether currently existing or commencing in the future; environmental conditions that exist or may exist on properties owned by, leased by, or mortgaged to the Company; changes in estimates of future reserve requirements based upon the periodic review thereof under relevant regulatory and accounting requirements; changes in legislation, regulation, and policies, including, but not limited to, those pertaining to banking, securities, tax, environmental protection, and insurance, and the ability to comply with such changes in a timely manner; changes in accounting principles, policies, practices, or guidelines; operational issues stemming from, and/or capital spending necessitated by, the potential need to adapt to industry changes in information technology systems, on which we are highly dependent; the ability to keep pace with, and implement on a timely basis, technological changes; changes in the monetary and fiscal policies of the U.S. Government, including policies of the U.S. Treasury and the Federal Reserve Board; war or terrorist activities; and other economic, competitive, governmental, regulatory, and geopolitical factors affecting our operations, pricing and services. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this release. Except as required by applicable law or regulation, the Company undertakes no obligation to update these forward-looking statements to reflect events or circumstances that occur after the date on which such statements were made.

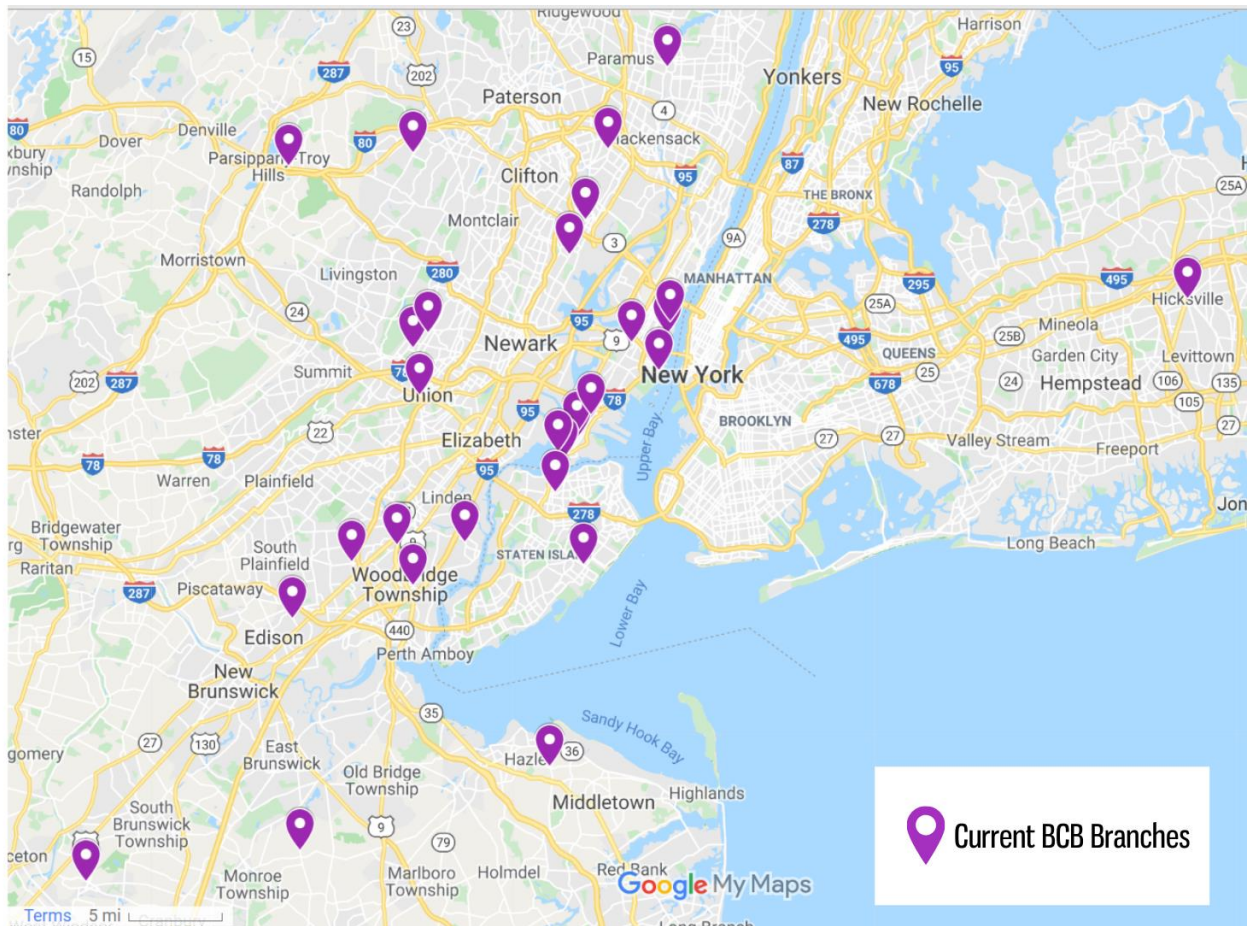
ABOUT BCB BANCORP, INC (BCBP)

- Growing \$2.82 billion commercial bank headquartered in Bayonne, NJ
- Founded in 2000
- Operates 30 full-service banking offices
- Markets of Operation:
 - New Jersey: Hudson County, Middlesex County, Essex County, Bergen County, Morris County, Monmouth County and Union Count
 - New York: Richmond County and Nassau County
- Strategically expanding the BCB Branch Network
 - River Edge branch opened in February 2019
 - Woodbridge branch relocation in April 2019
 - A second Hoboken branch opened June 2019
 - Newark Branch opening First Quarter 2020
- Expanding ethnic niche strategy



Photo Source: WSP USA

BCBP BRANCH FOOTPRINT



EXPERIENCED MANAGEMENT TEAM

| Name Title | Years in the Industry | Years with the Company | Experience |
|---|-----------------------------|------------------------------|--|
| Thomas Coughlin <i>President & Chief Executive Officer</i> | 31 | 18 | <ul style="list-style-type: none"> • President & CEO of the Company and Bank since 2014 • Also served as CFO and COO of the Company and the Bank • Previously served as Vice President of Chatham Savings Bank and the Controller and Corporate Secretary of First Savings Bank of New Jersey |
| Michael Lesler <i>EVP & Chief Operating Officer</i> | 21 | 2 | <ul style="list-style-type: none"> • EVP & Chief Operating Officer since April 2018 • Previously served as EVP & Chief Operating Officer of Clifton Savings Bank and held the positions of EVP, CFO, COO, President & CEO at Bank of New Jersey |
| Thomas Keating <i>SVP & Chief Financial Officer</i> | 9 | 5 | <ul style="list-style-type: none"> • Previously served as CFO & Principal Accounting Officer at Red Oak Power LLC and as CFO, COO, SVP & Operations Manager at Enterprise National Bank N.J. • Employed by Pamrapo Bancorp subsequent to its acquisition by BCB Bancorp |
| Sandra Sievewright <i>Chief Risk & Compliance Officer</i> | 28 | 4 | <ul style="list-style-type: none"> • Chief Risk Officer & Chief Compliance Officer of the Company and the Bank since 2014 • Previously employed by First Commerce Bank and Bogota Savings Bank, serving in compliance, BSA, risk, security and branch administration functions |

INVESTMENT HIGHLIGHTS

- **Strategic geographic positioning**
 - Management Team has deep knowledge of New York/New Jersey Metropolitan markets as well as Hudson County, neighboring markets, and new markets served.
- **Ability to raise capital to support future growth**
 - New expanded branch network provides channel for incremental earnings
 - Completion of \$6.3 million private placement of common shares on February 25, 2019
 - Completion of \$5.3 million of preferred stock on January 30, 2019
 - Completion of \$33.5 million private placement subordinated notes on July 30, 2018
 - Successful \$45 million capital raise completed during the third quarter of 2017
- **Acquired IA Bancorp, Inc. and its subsidiary Indus American Bank in April 2018; enhances ethnic-focused strategy to penetrate local niche market**
 - Earnings accretion expected from acquisition of IA Bancorp, Inc.
- **Attractive valuation**
 - BCBP trading at 1.11x tangible book*
 - Dividend Yield of 4.31%*

BUSINESS STRATEGY

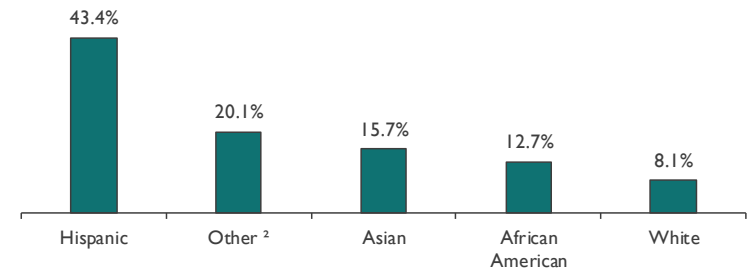
- Continue striving for top quartile financial performance, a moderate risk profile and excellent service to the communities BCBP serves
- Maintain customer value creation, focusing on providing close personal attention at all touch points
- Support business growth objectives by focusing on relationship-building
- Continue to invest in highly-engaged support service teams, effective technologies and infrastructure
- Rely on the individual talents of BCBP's business relationship teams to outperform its competition and profitably grow the Bank

ETHNICALLY DIVERSE COMMUNITIES & NICHE FOCUS STRATEGY

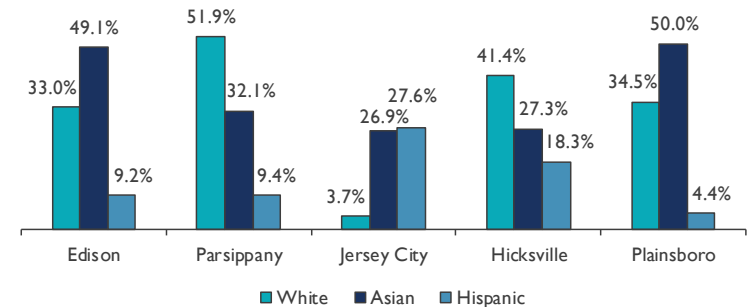
- Current footprint provides access to a variety of ethnic niche markets with growth potential
- Hispanic and Asian communities comprise 43.4% and 15.7% of the Hudson County population, respectively
- BCBP staff is deeply rooted in the local cultural and civic communities and has the ability to cater to customer demands
- Multilingual employees available at branch sites
- Addition of Indus American Bank branch network extends presence into new diverse markets and provides additional human capital to penetrate Southeast Asian-American community
- Form partnerships with local organizations to source new customers within target communities

Community: Hudson County ¹

Ethnic Population Est. as % of Total



Indus American Bank Market Ethnicity ³



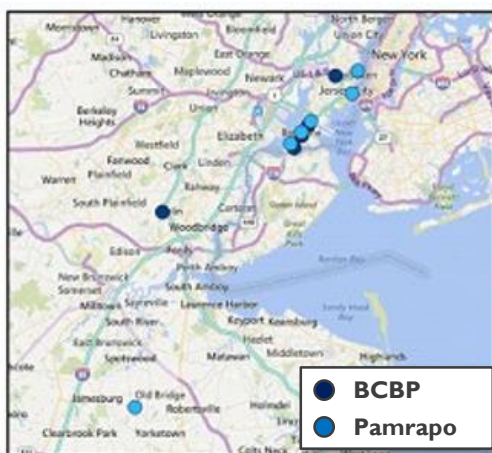
(1) Data per S&P Global Market Intelligence as of 2018

(2) Includes Pacific Islander, American Indian / Alaska Native, Multiple Races and Other

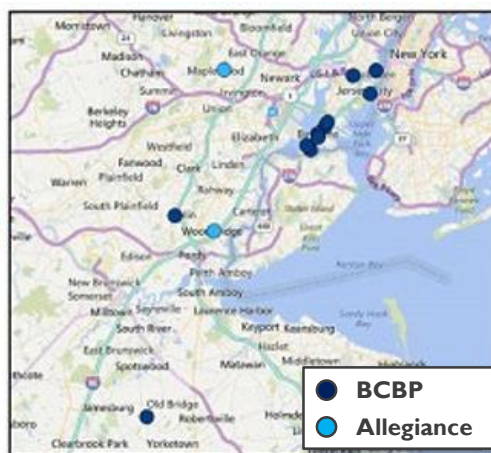
(3) Edison, Parsippany and Plainsboro, NJ data per U.S. Census Bureau as of July 2017; Jersey City, NJ and Hicksville, NY data per S&P Global Market Intelligence as of 2018

ACQUISITION HISTORY

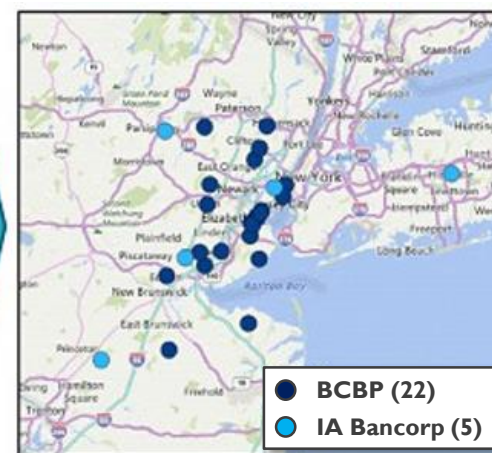
Pamrapo Bancorp, Inc.



Allegiance Community Bank



IA Bancorp, Inc.



Headquarters: Bayonne, NJ

Closing Date: 7/06/10

Target Assets: \$592mm

Deposits: \$435mm

Tangible Equity: \$54mm

Deal Value: \$47mm

Price / TBV: 0.86x

Headquarters: South Orange, NJ

Closing Date: 10/14/11

Target Assets: \$121mm

Deposits: \$111mm

Tangible Equity: \$7mm

Deal Value: \$7mm

Price / TBV: 0.97x

Headquarters: Edison, NJ

Closing Date: 4/17/18

Target Assets: \$235mm

Deposits: \$196mm

Tangible Equity: \$19mm

Deal Value: \$20mm

Price / TBV: 1.02x

CAPITAL OFFERINGS

- **On February 25, 2019 completed \$6.3 million private placement of 496,224 shares of common stock at an issuance price of \$12.64 per share**
- **In January 2019 closed on \$5.3 million of preferred series G stock**
- **On July 30, 2018 completed private placement of \$33.5 million of subordinated Notes**
 - Fixed-to-floating rate subordinated notes due 2028.
 - The Notes bear a fixed rate of 5.625% for the first five years and will reset quarterly thereafter to the then current three-month LIBOR rate plus 272 basis points.
 - The Notes were assigned an investment grade rating of A- by Egan-Jones Ratings Company.
- **On September 12, 2017 completed public offering of 3,265,306 shares of common stock at an issuance price of \$12.25 per share, followed by 449,796 shares after option exercised by underwriters**
 - The net proceeds, after deducting underwriting discounts and commissions, were approximately \$42.8 million

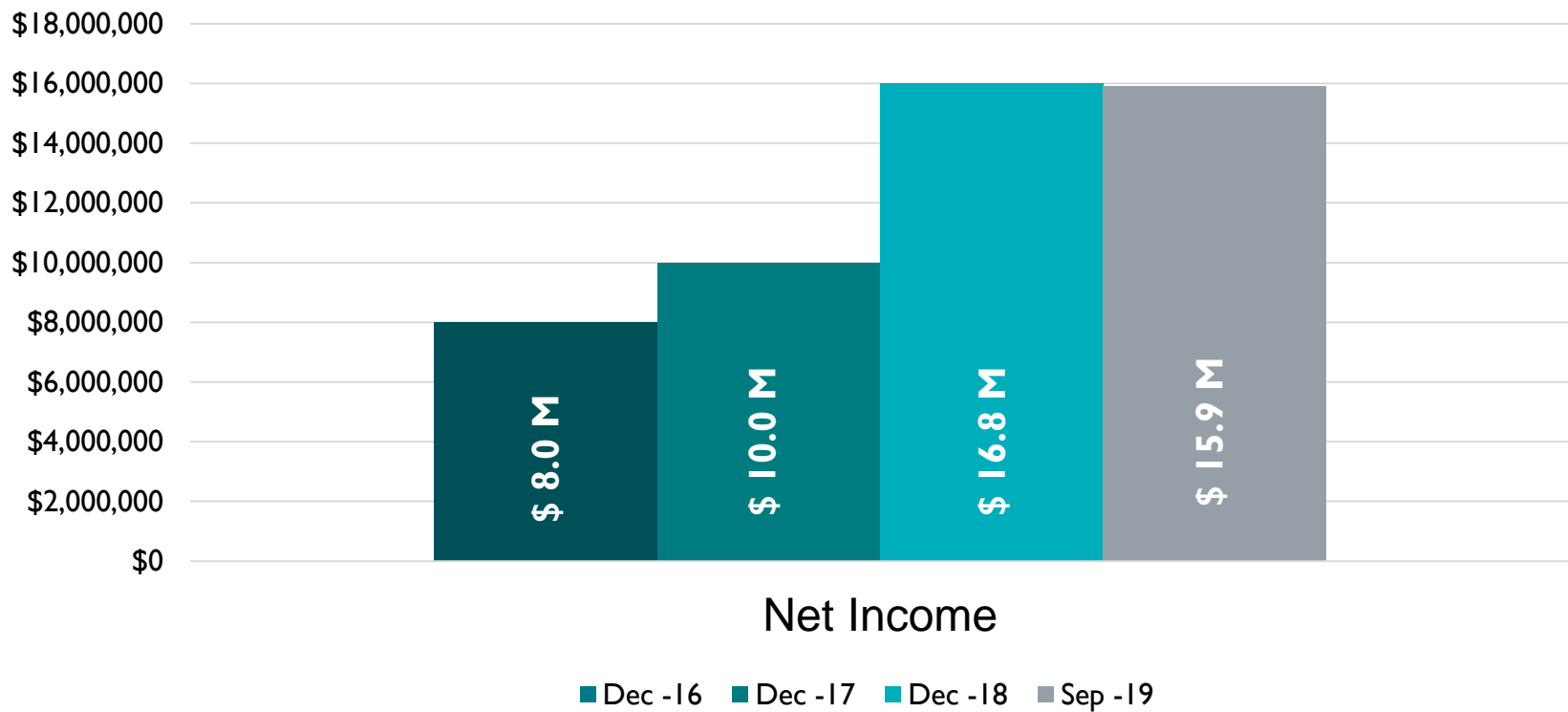


FINANCIAL HIGHLIGHTS

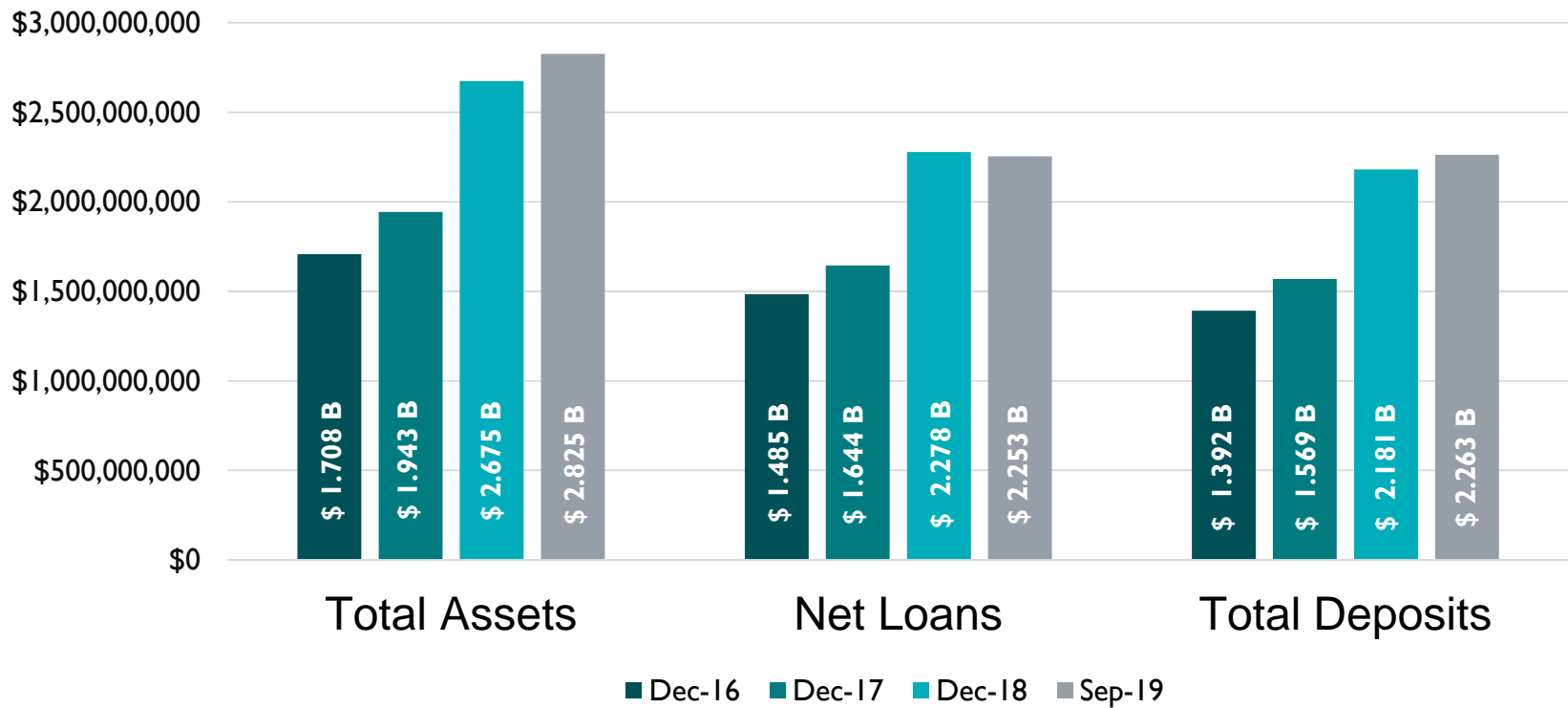
OVERALL FINANCIAL RESULTS

| | 09/30/2019* | 12/31/2018 | 12/31/2017 |
|------------------------------------|-------------|------------|------------|
| BALANCE SHEET HIGHLIGHTS | | | |
| Total Assets | \$2.825 B | \$ 2.675 B | \$ 1.943 B |
| Net Loans | \$2.253 B | \$ 2.278 B | \$ 1.644 B |
| Investment Securities | \$104.0 M | \$127.0 M | \$ 122.6 M |
| Total Deposits | \$2.263 B | \$ 2.181 B | \$ 1.569 B |
| INCOME STATEMENT HIGHLIGHTS | | | |
| Total Interest Income | \$92.5 M | \$105.1 M | \$ 77.6 M |
| Total Interest Expense | \$30.0 M | \$ 27.4 M | \$ 15.7 M |
| Total Non-Interest Expense | \$41.3 M | \$ 56.3 M | \$ 47.0 M |
| Net Income | \$15.9 M | \$ 16.8 M | \$ 10.0 M |

NET INCOME TRENDS



KEY BALANCE SHEET INDICATORS



PERFORMANCE METRICS

| | 09/30/19 | 06/30/19 | 03/31/19 | 12/31/18 | 09/30/18 |
|-------------------------|----------|----------|----------|----------|----------|
| Nonaccruals/Total Loans | 0.22 | 0.24 | 0.24 | 0.31 | 0.49 |
| Reserves/Nonaccruals | 486.62 | 433.47 | 405.71 | 309.64 | 193.85 |
| Net Interest Margin | 3.06 | 3.16 | 3.18 | 3.24 | 3.22 |
| ROAA | 0.75 | 0.77 | 0.81 | 0.78 | 0.72 |
| ROAE | 9.44 | 9.61 | 10.55 | 10.66 | 9.44 |
| Efficiency Ratio | 61.65 | 62.61 | 61.06 | 62.18 | 65.62 |
| Earnings Per Share | \$0.30 | \$0.30 | \$0.32 | \$0.31 | \$0.27 |
| Dividend Per Share | \$0.14 | \$0.14 | \$0.14 | \$0.14 | \$0.14 |

ATTAIN TOP 10 RANKING FOR TOTAL DEPOSITS AMONG NJ-BASED BANKS

| Institution | 2018 Rank | 2018 Number of Branches | Total Domestic Deposits in the Market 2018 (\$000) |
|-----------------------------|-----------|-------------------------|--|
| Valley National Bank | 1 | 222 | \$24,562,815.00 |
| Investors Bank | 2 | 147 | \$17,862,420.00 |
| Provident Bank | 3 | 86 | \$6,863,260.00 |
| OceanFirst Bank | 4 | 64 | \$5,837,756.00 |
| Lakeland Bank | 5 | 55 | \$4,645,679.00 |
| Kearny Bank | 6 | 53 | \$4,213,130.00 |
| ConnectOne Bank | 7 | 29 | \$4,114,163.00 |
| Peapack-Gladstone Bank | 8 | 21 | \$3,908,828.00 |
| Fulton Bank of New Jersey | 9 | 63 | \$3,586,144.00 |
| Oritani Bank * | 10 | 27 | \$2,930,786.00 |
| BCB Community Bank * | 11 | 29 | \$2,181,924.00 |
| Amboy Bank | 12 | 24 | \$1,918,435.00 |
| Union County Savings Bank | 13 | 4 | \$1,498,686.00 |
| First Bank | 14 | 16 | \$1,393,204.00 |
| SB One Bank | 15 | 17 | \$1,354,019.00 |

*Due to pending Oritani merger with Valley Bank, BCB Bank will be ranked amongst the Top 10 NJ-Based Banks.

BCBP THREE YEAR STOCK PERFORMANCE

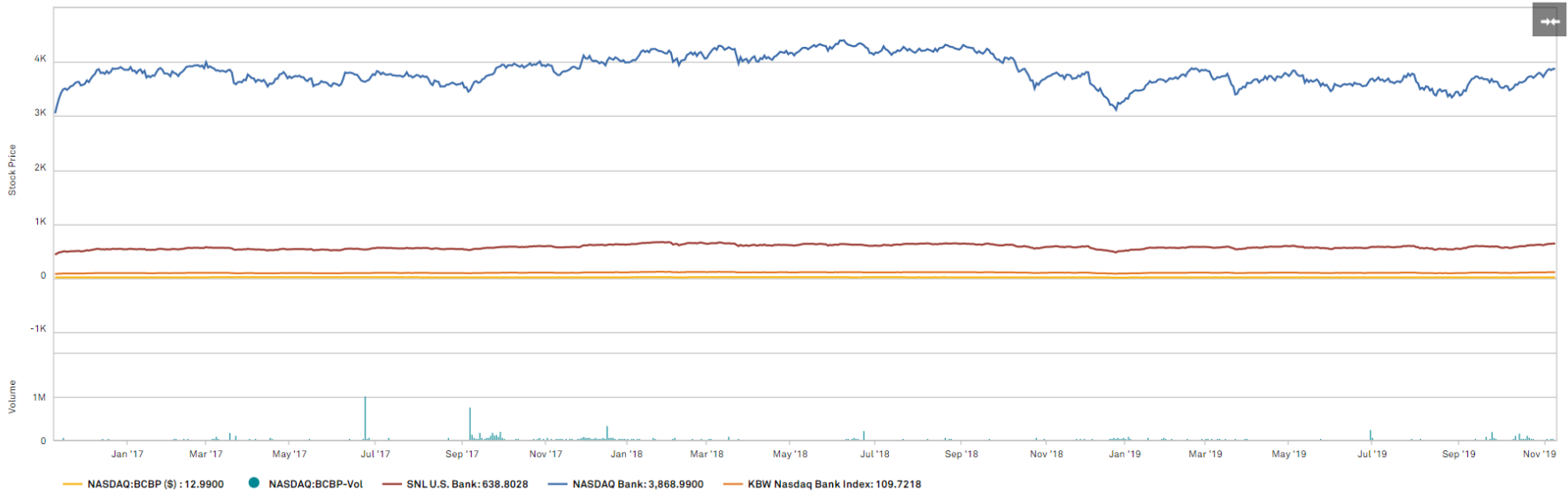
S&P Global

Market Intelligence

BCB Bancorp, Inc. | Stock Chart

NASDAQ:BCBP (MI Key: 4087496; SPCIQ Key: 3103321)

Period: 3 Years **Metric:** Stock Price **Frequency:** Daily



STRATEGIC FOCUS

- **REPOSITIONING** of the Balance Sheet
- Continue trend of **INCREASED EARNINGS** with focus on Capital Preservation
- Build a **HIGH PERFORMANCE ORGANIZATION** to drive share price and enhance shareholder value
- Invest in effective and innovative **TECHNOLOGIES** and **INFRASTRUCTURE** to support and enhance customer experience
- Deliver consistent and **SUPERIOR CUSTOMER SERVICE** as a key loyalty driver to increase customer base and competitive advantage
- Build a **STRATEGIC** BCB Branch Network:
 - Hoboken - OPEN
 - Woodbridge - OPEN
 - River Edge - OPEN
 - Newark - PENDING

CONTACT INFORMATION



Thomas M. Coughlin
President & Chief Executive Officer
201-823-9169
tcoughlin@bankwithBCB.com

Michael Lesler
EVP, Chief Operating Officer
973-865-0338
mlesler@bankwithBCB.com