



NASDAQ: BCBP

KBW Virtual Russell Micro Cap Field Trip
March 19, 2021

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.

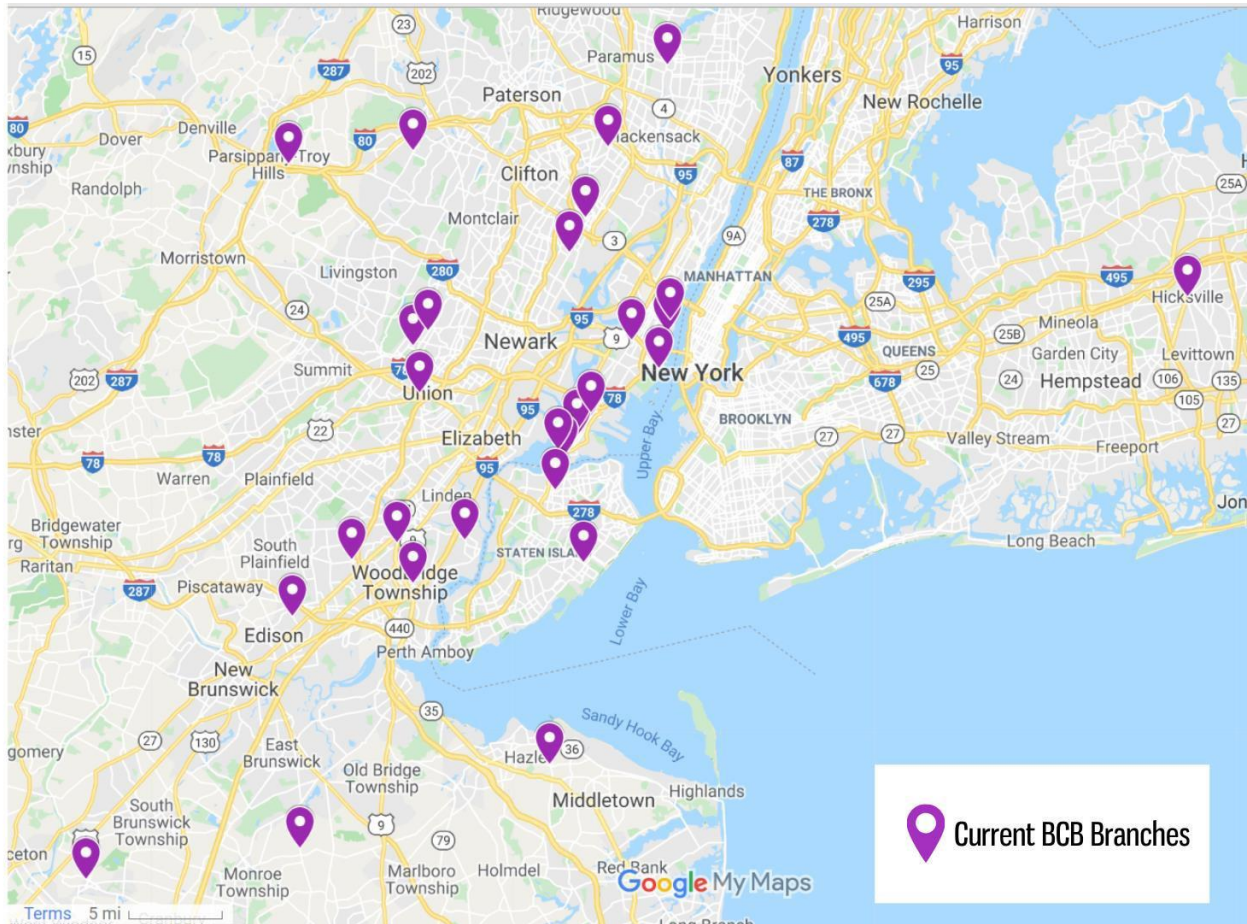
ABOUT BCB BANCORP, INC (BCBP)

- Growing \$2.823 billion commercial bank headquartered in Bayonne, NJ
- Founded in 2000
- Operates 29 full-service banking offices
- Markets of Operation:
 - New Jersey: Hudson County, Middlesex County, Essex County, Bergen County, Morris County, Monmouth County and Union County
 - New York: Richmond County and Nassau County
- Strategically expanding the BCB Branch Network
 - Newark Branch opened July 2020
 - A second Hoboken branch opened June 2019
 - River Edge branch opened in February 2019



Photo Source: WSP USA

BCBP BRANCH FOOTPRINT



EXPERIENCED MANAGEMENT TEAM

	Years in the Industry	Years with the Company	Experience
Thomas Coughlin <i>President & Chief Executive Officer</i>	32	20	<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>	28	3	<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>	10	7	<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
Kenneth Emerson <i>SVP & Chief Strategy & Risk Officer</i>	35	1	<ul style="list-style-type: none"> • Chief Strategy & Risk Officer of the Company and the Bank since 2020 • Previously employed by Summit Bank, Valley Savings Bank, Howard Savings Bank, Carteret Savings Bank, and FinPro Financial Advisors in various executive capacities.

EXPERIENCED MANAGEMENT TEAM

	Years in the Industry	Years with the Company	Experience
David Garcia <i>SVP & Chief Lending Officer</i>	25	1	<ul style="list-style-type: none"> • SVP & CLO of the Company and Bank since 2020. • Previously served at Oritani Bank as Executive Vice President of the bank's private REI and at UBS Investment Bank in various executive capacities.
Sandra Sievewright <i>Chief Risk & Compliance Officer</i>	29	7	<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
Wing Siu <i>SVP & Chief IT Officer</i>	20	7	<ul style="list-style-type: none"> • Previously served as Chief IT Officer at Sterling National Bank. • Extensive IT-related experiences and the following certificates: CISSP, CISM, and CISA

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 manage capital to support future growth**
 - Completion of issuance of \$11.2 million of 3.5% preferred stock in 2020.
 - Redeemed \$10.5 million of other outstanding preferred stock during 2020, which included the Company's Series C 6% Noncumulative Perpetual Preferred Stock and Series F 6% Noncumulative Perpetual Preferred Stock.
 - Expanded branch network provides channels for incremental earnings
- **Acquired IA Bancorp, Inc. and its subsidiary Indus American Bank in April 2018; enhances strategy to penetrate local niche market**
 - Earnings accretion from acquisition of IA Bancorp, Inc.
- **Attractive valuation**
 - BCBP trading at 1.10x tangible book*
 - Dividend Yield of 3.91%*

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, digital banking 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

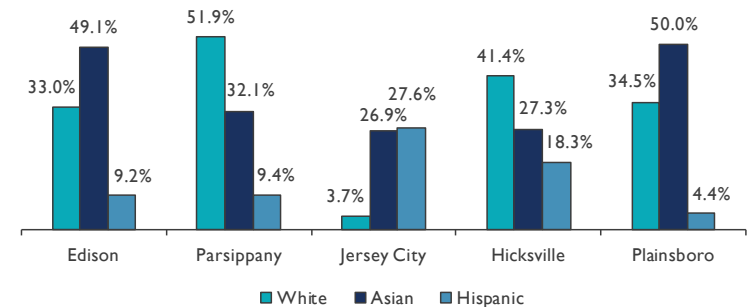
- Current footprint provides access to a variety of ethnic niche markets with growth potential
- Hispanic and Asian communities comprise 42.7% and 16.4% of the Hudson County population, respectively
- BCBP staff is deeply rooted in the local cultural and civic communities and has the ability to cater 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



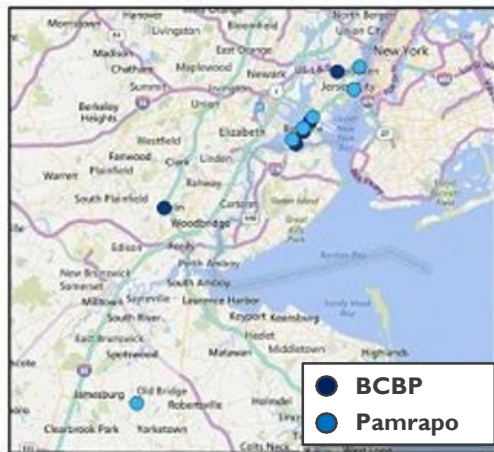
(1) Source: Census.gov as of 7/1/2019

(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.



Headquarters: Bayonne, NJ

Closing Date: 7/06/10

Target Assets: \$592mm

Deposits: \$435mm

Tangible Equity: \$54mm

Deal Value: \$47mm

Price / TBV: 0.86x

Allegiance Community Bank



Headquarters: South Orange, NJ

Closing Date: 10/14/11

Target Assets: \$121mm

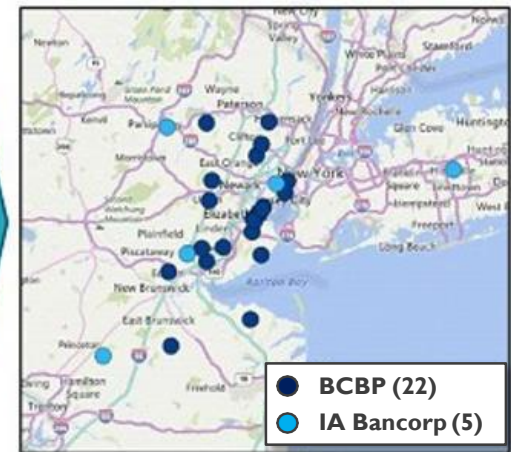
Deposits: \$111mm

Tangible Equity: \$7mm

Deal Value: \$7mm

Price / TBV: 0.97x

IA Bancorp, Inc.



Headquarters: Edison, NJ

Closing Date: 4/17/18

Target Assets: \$235mm

Deposits: \$196mm

Tangible Equity: \$19mm

Deal Value: \$20mm

Price / TBV: 1.02x

2020 STRATEGIC INITIATIVES

- During 4Q 2020, purchased **\$60 million in bank-owned life insurance (“BOLI”)**, providing a new form of non-interest income, which is nontaxable, and helps to diversify our revenue streams.
- During 4Q 2020, **completed the final issuance of our Series H 3.5% Noncumulative Perpetual Preferred Stock:**
 - **Issued a total of \$11.2 million** of preferred stock over three rounds of funding.
 - **Redeemed \$10.5 million of other outstanding preferred stock during 2020**, which included the Company’s Series C 6% Noncumulative Perpetual Preferred Stock and Series F 6% Noncumulative Perpetual Preferred Stock.
 - These strategic transactions further strengthened our capital position, and dividend costs have been reduced.
 - Anticipate approximately **\$55,000 in dividend cost savings** per quarter.
- During 3Q 2020, initiated a sale-leaseback of one of our properties, recognizing a gain of approximately \$4.4 million during the third quarter.

COVID 19 RESPONSE

- The Company remains focused on protecting the health and wellbeing of its employees and the communities in which it operates while assuring the continuity of its business operations.
- Activated its dedicated pandemic team that proactively implemented its business continuity plans and has taken a variety of measures to ensure the ongoing availability of services, while taking health and safety measures, including enhanced cleaning and hygiene protocols in all of its facilities and remote work policies, where possible. In-person meetings are closely managed and are held on an as-needed basis only.
- Many employees are working remotely, temporarily relocated or are working alternate days to increase social distancing.
- Barriers have been installed in branches and back offices to provide protection.
- Utilizing all customer communication methods, we encouraged customers to utilize the bank's online, mobile, and telephone services, as well as night drops and ATM's.
- Supplied all employees with hand sanitizer, sanitizing wipes, gloves, and masks.

PAYCHECK PROTECTION PROGRAM

- As a qualified SBA lender, the Bank was automatically authorized to originate PPP loans.
- The Bank had closed and funded approximately \$133 million for approximately 1,100 PPP loans.
- The Company received approximately \$4.7 million of processing fees from the SBA in 2020. These fees, net of direct costs relating to the origination of these loans, were deferred and were being amortized over the life of the loans.
- The amount of net fees recorded to interest income through December 31, 2020 was approximately \$908,000.
- The Company sold substantially all of these loans in December 2020, and recognized a net gain of \$333,000 on the sale.

PAYCHECK PROTECTION PROGRAM INCOME SUMMARY

PPP-Related Income Breakdown

**For the Twelve
Months Ended
December 31, 2020**

Net Fees recorded to Income	\$	908
Net Gain on Sale		333
Total PPP-related Income	\$	1,241

COVID 19 LOAN DEFERRALS AT DECEMBER 31, 2020

Description	Number of Loans	Owned Balance (\$000s)	Percentage of Total
2 nd Deferment	2	\$ 162	<1.00 %
Partial Payment	1	1,393	<1.00
COVID-modified	2	6,417	<1.00
Impaired	26	56,334	6.34
Delinquent	16	14,232	1.60
In Full Payment Status	1,002	809,751	91.16
Total	1,049	\$ 888,289	100.00 %

INDUSTRY EXPOSURE AT DECEMBER 31, 2020

Description	2 nd Deferment	Partial Payment	COVID- Modified	Impaired	Delinquent	In Full Payment	Total
Mixed-Use/Commercial	\$ -	\$ -	\$ -	\$ 25,791	\$ 391	\$ 94,386	\$ 120,568
Strip Retail	-	-	5,707	2,725	-	69,052	77,484
Mixed-Use/Multifamily	-	-	-	-	6,621	53,817	60,438
Mixed Use/1-4 Family	-	-	-	258	-	57,186	57,444
Multifamily	-	-	-	-	-	49,520	49,520
Golf Course	-	-	-	-	-	45,516	45,516
Hospitality/Hotel	-	-	-	4,889	-	38,182	43,071
Condo Commercial	-	-	-	-	4,410	38,048	42,458
Office	-	-	-	2,065	-	39,378	41,443
Residential Real Estate 1-4 Family	162	-	710	550	838	37,142	39,402
UCC	-	-	-	1,071	277	36,083	37,431
Single Family	-	1,393	-	3,608	118	28,726	33,845
Restaurant (Standalone)	-	-	-	-	199	23,592	23,791
Retail (1-3 Units)	-	-	-	-	598	24,349	24,947
Mixed-Use/Office	-	-	-	-	-	20,253	20,253
All Others	-	-	-	15,378	780	154,520	170,678
Total	\$ 162	\$ 1,393	\$ 6,417	\$ 56,335	\$ 14,232	\$ 809,750	\$ 888,289



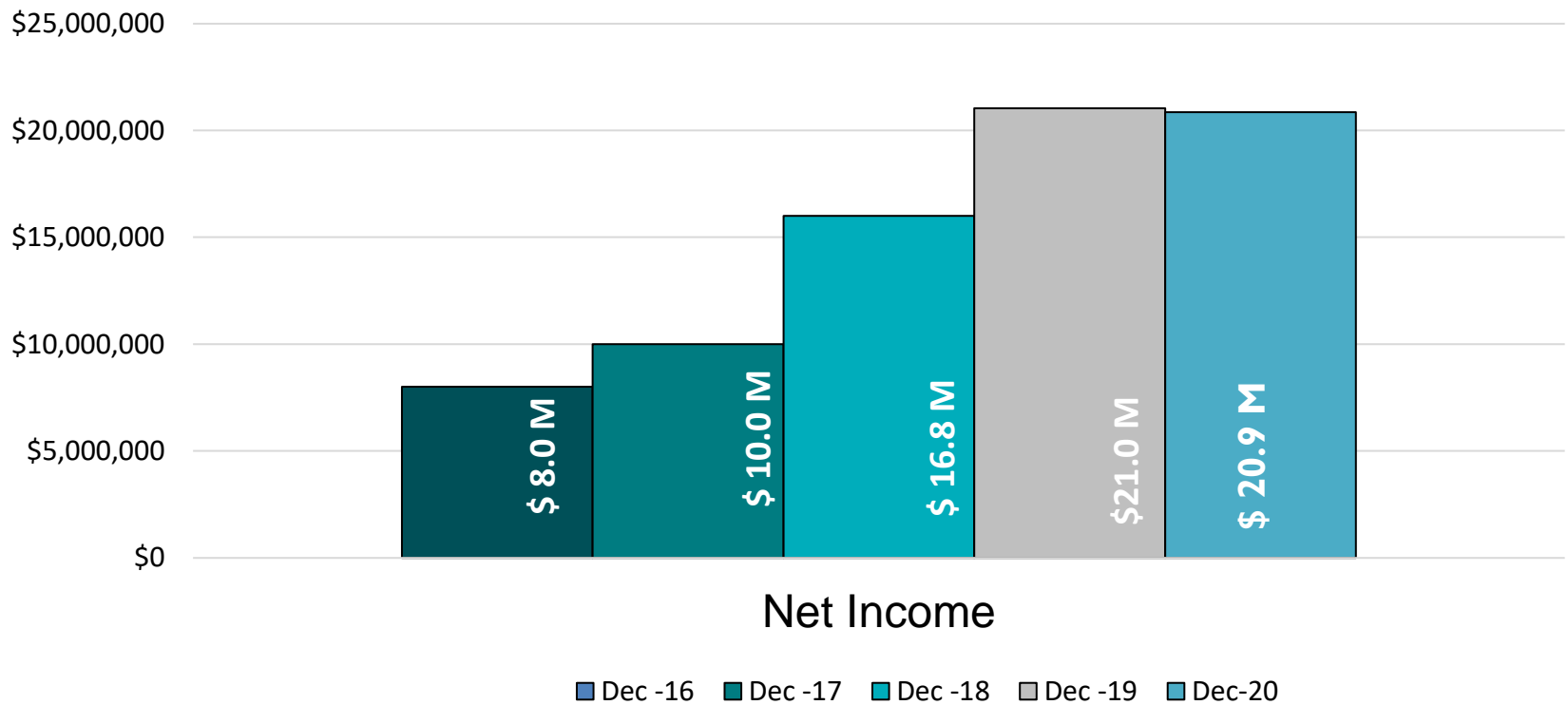
FINANCIAL HIGHLIGHTS

OVERALL FINANCIAL RESULTS

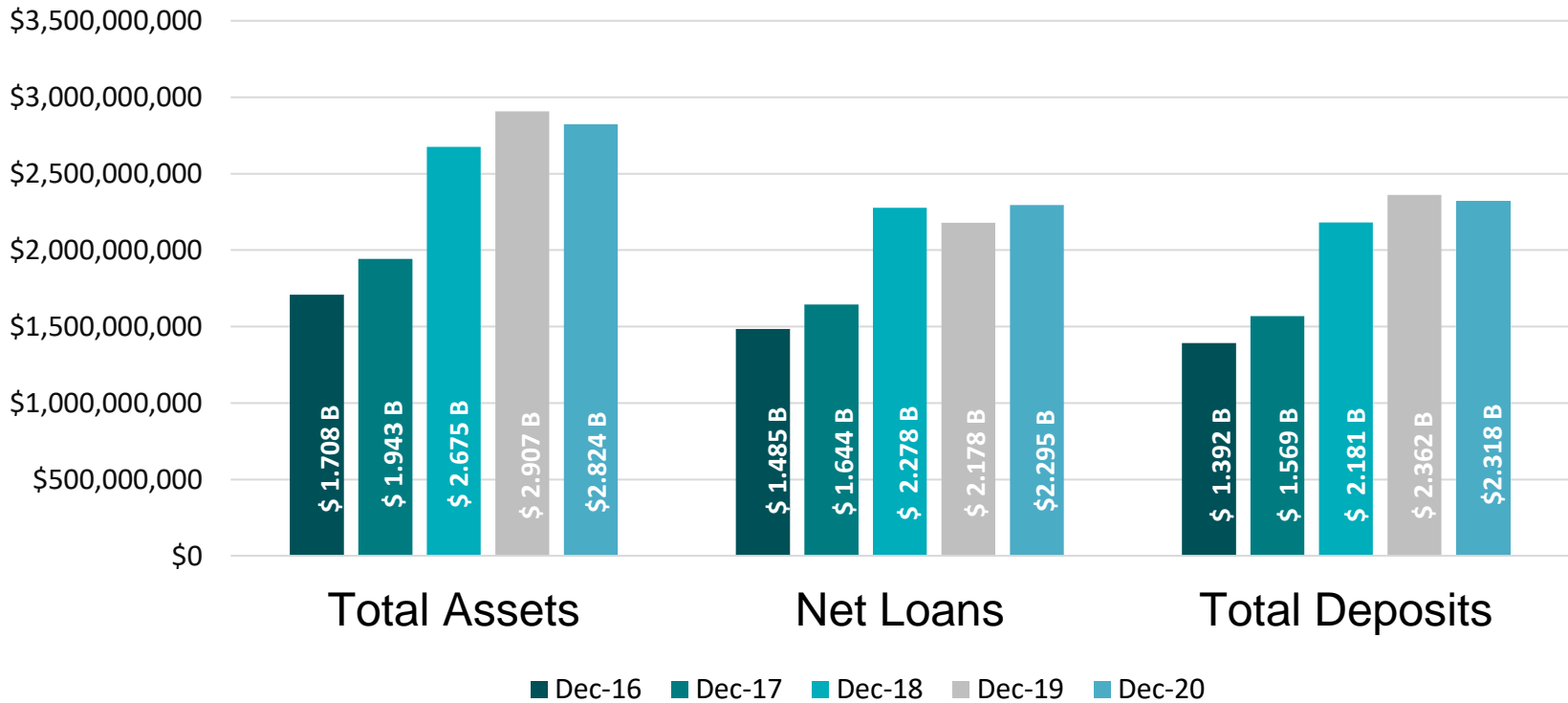
	12/31/2020	12/31/2019	12/31/2018
BALANCE SHEET HIGHLIGHTS			
Total Assets	\$2.824 B	\$ 2.907 B	\$ 2.675 B
Net Loans	\$2.295 B	\$ 2.178 B	\$ 2.278 B
Investment Securities	\$117.5 M	\$94.1 M	\$127.0 M
Total Deposits	\$2.318 B	\$ 2.362 B	\$ 2.181 B
INCOME STATEMENT HIGHLIGHTS			
Total Interest Income	\$113.4 M	\$123.6 M	\$105.1 M
Total Interest Expense	\$33.0 M	\$ 41.0 M	\$ 27.4 M
Total Non-Interest Expense	\$54.0 M	\$ 55.9 M	\$ 56.3 M
Net Income	\$20.9 M	\$ 21.0 M*	\$ 16.8 M

*Net Income for the year-ended December 31, 2020 was the highest recorded in the Company's history.

NET INCOME TRENDS



KEY BALANCE SHEET INDICATORS



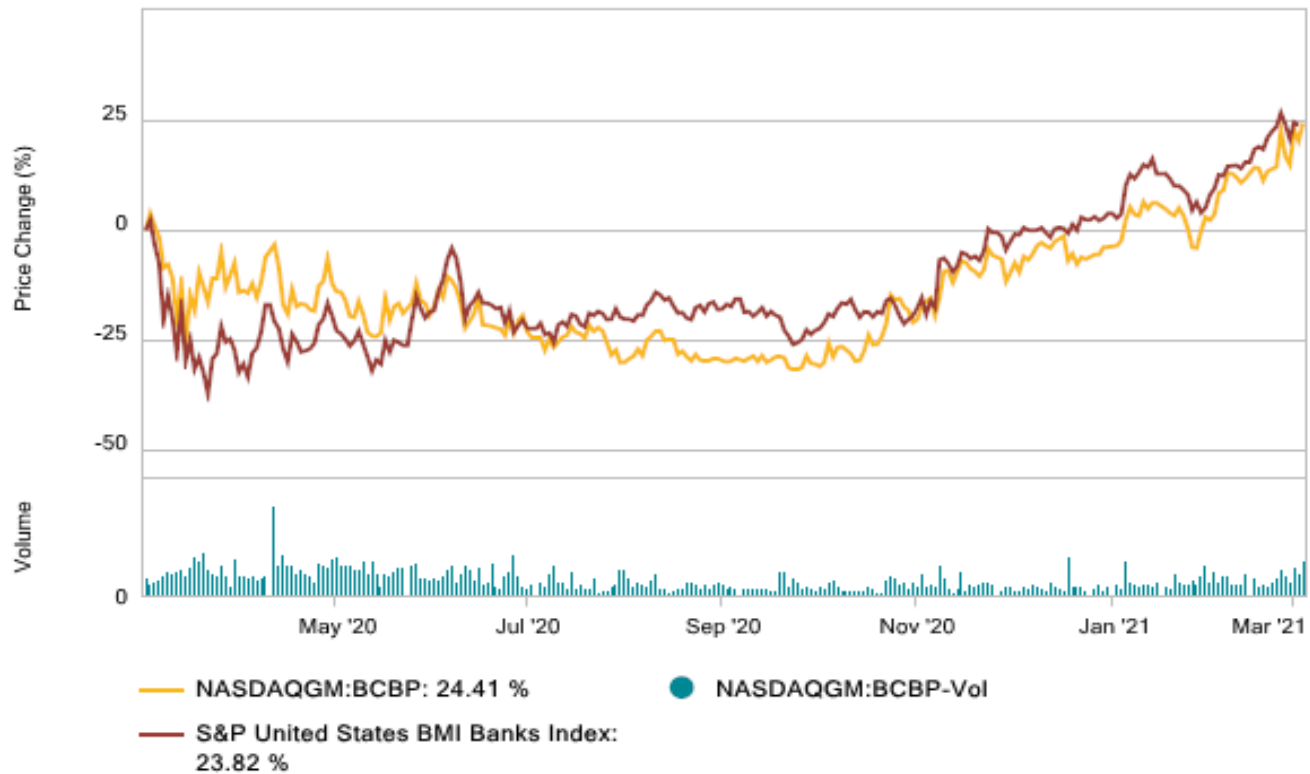
PERFORMANCE METRICS

	Q4 2020	Q3 2020	Q2 2020	Q1 2020	Q4 2019
Nonaccruals/Total Loans	0.70	0.29	0.19	0.20	0.19
Reserves/Nonaccruals	205.2	444.1	641.6	585.4	570.5
Net Interest Margin	3.35	2.98	2.45	2.63	2.88
ROAA	1.03	1.15	0.36	0.34	0.72
ROAE	11.93	14.06	4.57	4.21	9.12
Efficiency Ratio	54.27	47.92	62.58	73.81	67.59
Earnings Per Diluted Share	\$0.41	\$0.47	\$0.14	\$0.12	\$0.29
Dividends Per Share	\$0.14	\$0.14	\$0.14	\$0.14	\$0.14

RANKED IN TOP 15 OF NJ-BASED BANKS BY DEPOSIT SIZE

Institution	2020 Rank	2020 Number of Branches	Total Deposits in Market 2020 (\$000)
Valley National Bancorp	1	132	\$ 20,023,403
Investors Bancorp Inc	2	109	\$ 16,700,217
Provident Financial Services	3	95	\$ 9,037,909
OceanFirst Financial Corp.	4	64	\$ 8,173,938
Columbia Financial Inc.	5	61	\$ 6,732,750
Lakeland Bancorp	6	49	\$ 5,998,371
ConnectOne Bancorp Inc.	7	18	\$ 5,237,685
Peapack-Gladstone Financial	8	21	\$ 4,864,088
Kearny Financial Corp.	9	46	\$ 4,820,174
CRB Group Inc.	10	2	\$ 3,039,281
Spencer Savings Bank SLA	11	21	\$ 2,341,581
BCB Bancorp Inc.	12	26	\$ 2,310,679
Amboy Bancorp.	13	24	\$ 2,079,600
MB MHC	14	17	\$ 1,726,000
First Bank	15	14	\$ 1,562,166

BCBP ONE YEAR STOCK PERFORMANCE



Source: S&P Global Market Intelligence
March 4, 2020-March 3, 2021

STRATEGIC FOCUS

- **REPOSITIONING** of the Balance Sheet and **NIM PRESERVATION**
- 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, including investments in our **DIGITAL BANKING PLATFORMS**
- Deliver consistent and **SUPERIOR CUSTOMER SERVICE** as a key loyalty driver to increase customer base and competitive advantage
- Continue to build a **STRATEGIC** BCB Branch Network through expansion:
 - Hoboken - OPEN
 - River Edge - OPEN
 - Newark - OPEN

CONTACT INFORMATION



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