



February 24, 2009

Mr. Neil M. Barofsky Special Inspector General Office of The Special Inspector Troubled Asset Relief Program 1500 Pennsylvania Ave., N.W. Suite 1064 Washington, D.C. 20220

Dear Mr. Barofsky:

Sterling Bancorp ("Bancorp") and its subsidiary Sterling National Bank ("SNB," SNB with Bancorp collectively, "Sterling") are in receipt of your letter dated February 6, 2009 in which you request that we provide your office with certain information regarding Sterling's use of TARP funds as well as our compliance with EESA's executive compensation requirements. Capitalized terms used herein and not otherwise defined shall have the meaning ascribed to them in your letter. Sterling provides the below responses to your questions.

Response to Question (1) (a): Sterling's anticipated use of the TARP funds was the making of loans and extensions of financial credit to new customers of SNB and its subsidiaries.

Response to Question (1) (b): The funds received by Bancorp (\$42,000,000) were placed into its checking account maintained at SNB and were not segregated. We note that there are no requirements under TARP that the funds be segregated.

Response to Question (1) (c): The actual use of the TARP funds was the origination of residential mortgage loans as well as the making of commercial and industrial loans, including commercial real estate loans and lease finance transactions to new customers of SNB and its subsidiaries. From the date Sterling received the TARP funds (December 23, 2008) through and including February 13, 2009, Sterling has advanced funds in excess of \$87,000,000.

Response to Question (1) (d): To date there are no unspent TARP funds. The origination of new credits referenced above has been in excess of the TARP funds Sterling received.

Response to Question (2): Sterling intends to comply with all executive compensation requirements associated with the TARP funding and any rules/guidelines promulgated by the Department of Treasury. Sterling has and has had in place for many years an independent compensation committee at the Board of Directors of Bancorp that meets to discuss and determine appropriate executive compensation. The compensation committee has not yet met to discuss 2008 year end executive compensation matters or 2009 compensation. At such meetings, the compensation committee intends to take into account the TARP requirements and guidelines, to the extent any have been issued by the Department of Treasury, when assessing executive compensation. All executive compensation decisions will be reported by Sterling to its shareholders in the company's annual proxy statement as required by SEC rules and regulations.

We enclose herewith our earnings press release dated January 27, 2009, referencing the use of the TARP funds. You can also view our filed (on December 30, 2008) 8-K in connection with the closing of the TARP transaction. The SEC link is http://www.sec.gov/Archives/edgar/data/93451/000095012308018577/0000950123-08-018577-index.idea.htm.

Please feel free to contact the undersigned if you wish to request additional information and documentation, or wish to discuss anything contained in this letter.

The undersigned hereby certifies that the information contained herein is contained in the books and records of Sterling, that such books and records are kept in Sterling's normal course of business and is normally relied on by Sterling personnel for the conduct of its business, and that the information is true and correct, as of the date hereof, to the best of the undersigned's present knowledge.

Very truly yours,





# IMMEDIATE RELEASE

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## STERLING BANCORP REPORTS 11.4% RISE IN E.P.S. FOR 2008

Strong Year-over-Year Performance Reflects Growth in Earning Assets, Higher Net Interest Margin and Sustained Credit Quality

New York, NY, January 27, 2009 – Sterling Bancorp (NYSE: STL), the parent company of New York City-based Sterling National Bank, today reported that net income grew to \$16.0 million for 2008, from \$14.6 million for 2007. Earnings per share on a diluted basis for 2008 rose to \$0.88, an increase of 11.4% from \$0.79 per share a year ago.

#### 2008 Highlights:

- Earnings Growth The 11.4% rise in diluted EPS for 2008 was primarily driven by an increase in net interest income due to higher balances of loans and other interest-earning assets, as well as management's focus on pricing of assets and liabilities to enhance the net interest margin.
- Strong ROE Sterling's return on average tangible equity was 16.52% for 2008.
- **Higher Net Interest Margin** The net interest margin, on a tax-equivalent basis, was 4.60%, up 11 basis points from a year ago.
- Increased Loan Volume Loans held in portfolio averaged \$1,141.4 million for 2008, an increase of 6.7% from a year ago.
- Solid Core Deposits Demand deposits averaged \$448.2 million for the year, equivalent to 36.0% of total deposits as of December 31, 2008.
- Sound Asset Quality The ratio of nonperforming assets to total assets at December 31, 2008 was 0.40%, compared to 0.42% at the end of the third quarter and 0.40% at December 31, 2007.
- Strong Capital Base Sterling's capital ratios exceeded regulatory requirements for a well-capitalized institution, with total risk-based capital of 13.56% at December 31, 2008.

"Our balance sheet management strategy has contributed to Sterling's strong financial performance," said Mr. Cappelli. "We have employed cost-effective wholesale funding in lieu of higher-priced time deposits, while at the same time maintaining our core depositor relationships. Also, we have not faced the capital and liquidity issues that have obliged some competing institutions to overpay for deposits. The result has been a meaningful improvement in our net interest margin despite a volatile interest rate environment."

Noninterest income was \$33.3 million for 2008, compared to \$35.4 million for the prior year. The decrease was primarily due to other than temporary impairment charges totaling \$1.7 million recognized in the second and third quarters of 2008, and a slight decline in mortgage banking income due to the lower origination volume experienced within the industry generally.

Noninterest expenses for 2008 were \$84.5 million, compared to \$79.5 million for 2007. The increase primarily reflected higher personnel expenses due to normal salary increases and investments in the growth of the Sterling franchise, increased occupancy costs due to higher rents and increased professional fees, primarily related to revenue enhancement projects, as well as the settlement of certain litigation.

The provision for income taxes was \$9.2 million and \$8.6 million, respectively, for the years 2008 and 2007.

### Fourth Quarter 2008 Financial Results

Net income was \$4.0 million or \$0.22 per diluted share for the 2008 fourth quarter, compared to \$4.2 million or \$0.23 per diluted share for the same period in 2007.

Net interest income increased 13.6% to \$21.8 million on a tax-equivalent basis for the fourth quarter of 2008. The increase, as noted above, was primarily due to the higher average loan and investment securities balances, as well as reduced funding costs arising from the Company's wholesale funding strategy. Reflecting the above factors, the net interest margin rose 18 basis points from the prior year, to 4.50% on a tax-equivalent basis.

Noninterest income was \$8.8 million for the fourth quarter of 2008, compared to \$9.5 million in the year-ago period. The decrease primarily reflects lower mortgage banking income as discussed above.

Noninterest expenses were \$21.5 million for the 2008 fourth quarter, compared to \$20.4 million in the same 2007 period.

The provision for income taxes was \$2.7 million for the fourth quarter of 2008, compared to \$2.6 million for the same period of 2007.

## **Earning Assets and Deposits**

Loans held in portfolio, net of unearned discounts, averaged \$1,141.4 million for 2008, an increase of 6.7% from a year ago. The increase reflected growth across a wide range of Sterling's lending products and services from both existing and new customers. The Company believes that its strong liquidity should provide capacity for further loan growth, as the ratio of loans held in portfolio to deposits was 87.6% as of December 31, 2008.

Investment securities averaged \$756.3 million for 2008, up from \$586.5 million a year ago, primarily due to the implementation of asset/liability management strategies designed to capitalize on current market conditions. Approximately 93.7% of Sterling's investment portfolio is comprised of debt obligations of U.S. government corporations and government sponsored enterprises, with another 2.9% in obligations of states and political subdivisions.

Demand deposits averaged \$448.2 million for 2008, compared with \$444.7 million a year earlier. Demand deposits represented 36.0% of total deposits as of December 31, 2008, one of the highest ratios of demand to total deposits in the industry.

## **Asset Quality Highlights**

The ratio of nonperforming assets to total assets was 0.40% at December 31, 2008, unchanged from a year earlier. The allowance for loan losses as a percentage of total loans held in portfolio increased to 1.31% at December 31, 2008, from 1.27% a year ago.

Recognizing the possibility of a further downturn in economic conditions, management's attention has been fully focused on maintaining Sterling's well-established sound asset quality through continued diligent underwriting and credit standards, careful evaluation of borrowers and business conditions, and prudent approaches to loan loss provisions and reserve coverage. The provision for loan losses increased to \$8.3 million for the full year and \$2.2 million for the fourth quarter of 2008, from \$5.9 million and \$1.4 million, respectively, for the corresponding periods of 2007.

Factors affecting the level of the allowance for loan losses and, therefore, the provision, include the growth of the loan portfolio, changes in general economic conditions, the amount and trend of nonaccrual loans and charge-offs, and other factors based on management's continuing evaluation of the loan portfolio.

#### **Capital and Dividends**

As of December 31, 2008, Sterling's Tier 1 risk-based capital ratio was 12.43%, total risk-based capital was 13.56% and the Tier 1 leverage ratio was 8.51%. These ratios reflect the proceeds from the Company's participation in the U.S. Treasury Capital Purchase Program. Sterling's capital ratios exceeded the regulatory requirements for a well-capitalized institution prior to receiving the Treasury funds.

Sterling paid a cash dividend of \$0.19 per common share on December 31, 2008, to shareholders of record as of December 15, 2008. The Company has a track record of continuous cash dividends that extends to 252 quarters or 63 years.

#### **Conference Call**

Sterling Bancorp will host a teleconference call for the financial community on Tuesday, January 27, 2009 at 10:00 a.m. Eastern Standard Time to discuss the 2008 financial results. To access the conference call live, interested parties may dial 800-230-1766 at least 10 minutes prior to the call.

A replay of the conference call will be available beginning at approximately 1:00 p.m. Eastern Standard Time on January 27, 2009 until 11:59 p.m. Eastern Time on February 10, 2009. To access the replay by telephone, interested parties may dial 800-475-6701; enter the Access Code 983593.

#### **About Sterling Bancorp**

Sterling Bancorp (NYSE: STL) is a New York-based banking and financial services company that serves the needs of businesses, professionals and individuals. With assets exceeding \$2.2 billion, Sterling offers a broad array of products and services, combined with a unique high-touch approach to customer service. The Company's principal banking subsidiary, Sterling National Bank, with offices in New York City and Queens, Nassau and Westchester counties, was founded in 1929.

Known for its focus on business customers, Sterling offers such services as working capital lines, asset-based financing, factoring and accounts receivable management, payroll funding and processing, equipment leasing and financing, commercial and residential mortgages, international trade financing, cash management, a wide array of deposit products, trust and estate administration, and investment management services.

Certain statements in this press release, including but not limited to, statements as to future liquidity, future interest rate risk and operating expenses, statements concerning future results of operations, financial position or dividends, and plans and objectives for future operations, statements concerning the Company's belief that it is prepared for the ups and downs of the economic cycle, that its strong capital base and pool of liquidity will permit the Company to withstand economic challenges and pursue opportunities that continue to emerge, and that the Company's strong liquidity should provide capacity for further loan growth, and other statements regarding matters that are not historical facts, are "forward-looking statements" as defined in the Securities Exchange Act of 1934. These statements are not historical facts but instead are subject to numerous assumptions, risks and uncertainties, and represent only the Company's belief regarding future events, many of which, by their nature, are inherently uncertain and outside its

control. Any forward-looking statements the Company may make speak only as of the date on which such statements are made. The Company's actual results and financial position may differ materially from the anticipated results and financial condition indicated in or implied by these forward-looking statements. For a discussion of some of the risks and important factors that could affect the Company's future results and financial condition, see "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations – Forward-Looking Statements and Factors that Could Affect Future Results" in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2007.

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## **Consolidated Financial Highlights**

(Unaudited)

(dollars and shares in thousands, except per share data)

	Three Months Ende	d December 31,	Twelve Months Ended December 31.		
	200 <b>8</b>	2007	2008	2007	
OPERATING HIGHLIGHTS (1)	- I F A MATTER THAN THE PROPERTY OF THE PARTY OF THE PART				
Interest income	\$28,609	\$31,172	\$118,071	\$121,444	
Interest expense	6,933	12,094	<b>33,388</b>	47,560	
Provision for loan losses	2,225	1,400	8,325	5,853	
Noninterest income	8,813	9,53 <b>6</b>	33,300	35,401	
Neninterest expenses	21,503	20,375	8 <b>4,476</b>	79,478	
Income from continuing operations,					
before income taxes	6,7 <b>61</b>	6,839	25,182	23,954	
Provision for income taxes	2,712	2,649	9,176	8,560	
Income from continuing operations	4,049	4,190	16,006	15,394	
Loss from discontinued operations,					
net of income taxes	0	0	0	(795)	
Net income	4,049	4,190	16,006	14,599	
Net income per average common share:					
Basic	0.22	0.24	0.89	0.80	
Diluted	0.22	0.23	0.88	0.79	
Income from continuing operations per average					
common share:					
Basic	0.22	0.24	0.89	0.85	
Diluted	0.22	0.23	0.88	0.83	
Cash dividends declared	0.19	0.19	0.76	0.76	
Common shares outstanding:					
Period end	18,095	17,81 <del>9</del>	18,095	17,819	
Average Basic	18,056	17,808	17,993	18,210	
Average Diluted	18,170	18,131	18,210	18,532	
Return on average assets (2)	0.76%	0.84%	0.77%	0.81%	
Return on average tangible equity (3)	16.16%	17.17%	16. <b>52%</b>	15.20%	
Return on average stated equity (4)	13.14%	13.89%	13.36%	12.40%	
Net interest spread, tax-equivalent basis	4.04%	3.43%	4.04%	3.50%	
Net interest margin, tax-equivalent basis	4.50%	4.32%	4.60%	4.49%	

<sup>(1)</sup> Unless otherwise indicated, all amounts and ratios are presented based on continuing operations.

<sup>(2)</sup> Caiculated by dividing income from continuing operations by average assets from continuing operations.

<sup>(3)</sup> Average tangible equity represents average shareholders' equity less average goodwill. Calculated by dividing income from continuing operations by average tangible equity.

<sup>(4)</sup> Average stated equity is equal to average shareholders' equity. Calculated by dividing income from continuing operations by average stated equity.

# Consolidated Financial Highlights

(Unaudited)

(dollars in thousands, except per share data)

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	Three Months Ended 2008	December 31, 2007	Twelve Months Ende	2007
BALANCE SHEET HIGHLIGHTS				
Period End Balances		4005 044	\$806,889	\$625,241
Investment securities	\$806,889	\$625,241	23,403	23,756
Loans held for sale	23,403	23,756	23,403	
Loans held in portfolio,		4 407 404	1,221,543	1,187,124
net of unearned discount	1,221,543	1,187,124	2,065,784	1,837,101
Total earning assets	2,065,784	1,837,101	16,010	15,085
Allowance for loan losses	16,010	15,085	2,214,698	2,012,649
Total assets	2,214,698	2,012,649	-	
	501,543	535,351	501,543	535,351
Demand deposits	564,205	467,446	564,205	467,446
Savings, NOW and money market deposits	329,034	524,189	329,034	524,189
Time deposits	44,334	60,054	44,334	60,054
Customer repurchase agreements	319,070	145,364	319,070	145,364
Other short-term borrowings	175,774	65,774	175,774	65,774
Long-term borrowings	160,565	121,070	160,565	121,070
Shareholders' equity	,			
A Bulances			A=#A 007	\$586,463
Average Balances	\$754,242	\$635,689	\$756,337	43,919
Investment securities	20,423	32,751	23,286	43,313
Loans held for sale			4 4 4 4 4 4 7 7	1,069,453
Loans held in portfolio, net of unearned discount	1,186,327	1,128,293	1,141,437	1,726,087
net of unearned discount	1,967,726	1,801,205	1,927,231	1,892,751
Total earning assets Total assets	2,112,717	1,968,779	2,086,505	•
	453,913	444,233	448,180	444,672
Demand deposits	577,306	513,249	522,807	498,827
Savings, NOW and money market deposits	346,035	548,180	451,031	556,869
Time deposits	96,779	83,325	89,602	80,649
Customer repurchase agreements	234,722	102,287	190,238	50,924
Other short-term borrowings	175,774	57,513	163,479	44,130
Long-term borrowings	122,557	119,718	119,792	124,140
Shareholders' equity	122,001	,		
THE HELL CHTS				
ASSET QUALITY HIGHLIGHTS				¢E 794
Period End	<b>\$1</b> ,918	\$1,178	\$6,388	\$5,784 6,383
Net charge-offs	7,414	6,383	7,414	1,670
Nonperforming loans	1,544	1,670	1,544	8,053
Other real estate owned	8,958	8,053	8,958	0.53%
Nonperforming assets	0.60%	0.53%	0.60%	0.40%
Nonperforming loans/loans (1)	0.40%	0.40%	0.40%	1.27%
Nonperforming assets/assets Allowance for loan losses/loans (2)	1.31%	1.27%	1.31%	1.21 /0
Allowance for loan losses			045 040/	236.33%
nonperforming loans	215.94%	236.33%	215.94%	23U.JJ /6
nonperforming loans				
CAPITAL RATIOS		0.769/	12.43%	9.76%
Tier 1 risk based	12.43%	9.76%	13.56%	10.87%
Total risk based	13.56%	10.87%	8.51%	6.88%
Leverage	8.51%	6.88%	0.5176	0.0170
20101030	*C = =	\$6.79	\$6.55	\$6.79
Book value per common share	\$6.55	<b>Ф</b> 0.19	Ψ0.00	•
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<sup>(1)</sup> The term "loans" includes loans held for sale and loans held in portfolio.

<sup>(2)</sup> The term "loans" includes loans held in portfolio only.

# **Consolidated Balance Sheets**

(Unaudited)

(in thousands, except number of shares)

		December 31,		
		2008 20		
ASSETS				
Cash and due from banks	\$	31,832	\$	66,413
Interest-bearing deposits with other banks		13,949		980
Investment securities		ENE 760		263,380
Available for sale (at estimated fair value)		505,762 301,127		263,360 361,861
Held to maturity (at amortized cost)		806,889		625,241
Total investment securities				
Loans held for sale		23,403		23,756
Loans held in portfolio, net of unearned discounts		1,221,543		1,187,124
Less allowance for loan losses		16,010		15,085
Loans held in portfolio, net		1,205,533		1,172,039
Customers' liability under acceptances		95		201
Goodwill		22,901		22,901
Premises and equipment, net		10,668		11,179
Other real estate		1,544		1,670
Accrued interest receivable		8,917		7,081
Cash surrender value of BOLI and		45,845		42,530
other life insurance policies		43,122		38,658
Other assets	\$	2,214,698	\$	2,012,649
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LIABILITIES AND SHAREHOLDERS' EQUITY				
Deposits				
Demand	\$	501,543	\$	535,351
Savings, NOW and money market		564,205		467,446
Time	1900	329,034		524,189
Total deposits		1,394,782		1,526,986
Securities sold under agreements to repurchase - customers		44,334		60,054
Securities sold under agreements to repurchase - dealers		0		10,200
Federal funds purchased		131,000		65,000
Commercial paper		11,732		20,879
Short-term borrowings - FHLB		75,000		45,000
Short-term borrowings - FRB		100,000		0 4,285
Short-term borrowings - other		1,338 150,000		40,000
Long-term borrowings - FHLB		25,774		25,774
Long-term borrowings - subordinated debentures		25,774 95		201
Acceptances outstanding		120,078		93,200
Accrued expenses and other liabilities  Total liabilities	-	2,054,133		1,891,579
1 - 1		160,565		121,070
Shareholders' equity	\$	2,214,698	\$_	2,012,649
MEMORANDA	\$	502,844	\$	265,935
Available for sale securities - amortized cost	Þ	305,628	Ψ	359,725
Held to maturity securities - estimated fair value		303,020		555,125
Shares outstanding		22,202,419		21,278,531
Common issued		4,107,191		3,459,302
Common in treasury		7,101,101		J, .30,002

NOTE: Certain reclassifications have been made to prior period's financial data to conform to current financial statement presentations.

# **Consolidated Statements of Income**

(Unaudited)

(dollars in thousands, except per share data)

	Three Months Ended December 31, 2008 2007			Twelve Months Ended December 31 2008 2007			
INTEREST INCOME							
Loans	\$ 19,237	\$	23,254	\$	•	\$ 92,247	
Investment securities - available for sale	5,69 <b>6</b>		3,480		21,858	9,139	
Investment securities - held to maturity	3,664		4,406		15,718	18,705	
Federal funds sold	0		6		8	1,236	
Deposits with other banks	12		26		42	117	
Total interest income	28,609		31,172		118,071	121,444	
INTEREST EXPENSE					C 400	42.003	
Savings, NOW and money market deposits	1,693		3,115		6,403	13,083	
Time deposits	2,671		6,093		15,105	25,680	
Securities sold u/a/r - customers	348		811		1,855	3,392 309	
Securities sold u/a/r - dealers	12		309		1,127	430	
Federal funds purchased	123		323		899		
Commercial paper	49		277		461	1,350	
Short-term borrowings - FHLB	314		283		1,309	336	
Short-term borrowings FRB	44		0		47	0	
Short-term borrowings - other	8		18		35	66	
Long-term borrowings - FHLB	1,147		341		4,053	820	
Long-term subordinated debentures	524		524		2,094	2,094	
Total interest expense	6,933		12,094		33,388	47,560	
Net interest income	21,676		19,078		84,683	73,884	
Provision for loan losses	2,225		1,400		8,325	5,853	
Net interest income after provision for loan losses	 19,451		17,678		76,358	68,031	
NONINTEREST INCOME							
Accounts receivable management/							
factoring commissions and other fees	4,001		3,999		15,713	15,536	
Service charges on deposit accounts	1,389		1,274		5,418	5,588	
Other customer related service charges and fees	697		780		2,791	3,044	
Mortgage banking income	1,949		2,630		8,619	8,893	
Trust fees	176		153		571	551	
Income from bank owned life insurance policies	275		274		1,127	1,092	
Gain (Loss) on sale of OREO	35		(100)		(326)	(331)	
Securities gains (losses)	0		191		(1,684)	188	
Other income	291		335		1,071	840	
Total noninterest income	8,813		9,536		33,300	35,401	
NONINTEREST EXPENSES					00.500	26.707	
Salaries	10,067		10,048		38,523	36,797	
Employee benefits	2,394		2,357		9,893	9,506	
Total personnel expense	12,461		12,405		48,416	46,303	
Occupancy and equipment expenses, net	2,663		2,401		11,365	10,354	
Advertising and marketing	1,186		923		3,914	3,897	
Professional fees	1,991		1,832		7,873	6,666	
Communications	446		486		1,757	1,941	
Other expenses	2,756		2,328		11,151	10,317	
Total noninterest expenses	21,503	-	20,375		84,476	79,478	
Income from continuing operations, before	6 764		£ 020		25,182	23,954	
income taxes	6,761		6,839		25,162 9,176	23,954 8,560	
Provision for income taxes	2,712	-	2,649			15,394	
Income from continuing operations	4,049		4,190		16,006	15,394	
Loss from discontinued operations,	_		•		^	(70°)	
net of income taxes	0		0		0	(795)	
Net income	\$ 4,049	. \$	4,190	. \$	16,006	\$ 14,599	

## STERLING BANCORP Consolidated Statements of Income (Unaudited)

(dollars in thousands, except per share data)

(continued)

	Three Months Ended December 31.				Twelve Months Ended December 31				
	2008			2007		2008		2007	
Average number of common shares outstanding									
Basic		18,055,885		17,807,998		17,992,765		18,209,740	
Diluted		18,170,479		18,131,146		18,209,646		18,531,546	
Income from continuing operations,									
per average common share		2.22	_	2.24		6.00	•	0.05	
Basic	\$	0.22	\$	0.24	\$	0.89	<b>&gt;</b>	0.85	
Diluted		0.22		0.23		0.88		0.83	
Net income per average common share									
Basic		0.22		0.24		0.89		0.80	
Diluted		0.22		0.23		0.88		0.79	
Dividends per common share		0.19		0.19		0.76		0.76	

NOTE: Certain reclassifications have been made to prior periods' financial data to conform to current financial statement presentations.

# Consolidated Statements of Comprehensive Income (Unaudited)

(in thousands)

	Th	ree Months Er	ided D	ecember 31,	Twelve Months Ended December 31,			
		2008		2007	-	2008		2007
Net income	\$	4,049	\$	4,190	\$	16,006	\$	14,599
Other comprehénsive income, net of tax: Unrealized holding gains on securities,								
arising during the period		6,891		581		360		835
Reclassification adjustment for securities								
(gains) losses included in net income		(3)		(106)		920		(106)
Pension liability adjustment		(7,613)		(596)		(7,613)		(596)
Amortization of:								
Prior service cost		9		12		36		55
Net actuarial losses		161		<b>235</b>		850		843
Comprehensive income	\$	3,494	\$	4,316	\$	10,559	\$	15,630

# STERLING BANCORP Consolidated Statements of Changes in Shareholders' Equity (Unaudited)

(in thousands)

	Three Months Ended December 31,		I	welve Months E	nded December 31,		
		2008	 2007		2008	_	2007
Balance, at beginning of period	\$	118,344	\$ 119,935	\$	121,070	\$	132,263
Net income for period		4,049	4,190		16,006		14,599
Preferred shares and warrants to purchase common shares issued in connection with the			,				
US Treasury Capital Purchase Program		42,000	0		42,000		0
Common shares issued under stock incentive							
plan and related tax benefits		2,553	169		10,425		8 <b>96</b>
Stock option compensation expense		33	33		132		114
Cash dividends-Common shares		(3,425)	(3,383)		(13,674)		(13,755)
Surrender of shares issued under							
incentive compensation plan		(2,434)	0		(9,221)		(456)
Purchase of common shares for treasury		0	0		0		(13,622)
Change in net unrealized holding gains							
on available for sale securities		6,891	581		360		835
Reclassification adjustment for securities							
(gains) losses included in net income		(3)	(106)		920		(106)
Pension liability adjustment		(7,613)	(596)		(7,613)		(596)
Adjustment to retained earnings upon adoption of							` ,
EITF Issue 06-4 effective January 1, 2008		0	0		(726)		0
Amortization of:					` ′		
Prior service cost		9	12		36		55
Net actuarial losses		161	235		850		843
Balance, at end of period	\$	160,565	\$ 121,070	\$	160,565	\$	121,070

## Average Balance Sheets

[1]

(Unaudited)

(dollars in thousands)

	, uc	mars in thousan	•	nths Ended		
	Dece	ember 31, 200			ember 31, 20	07
	AVERAGE	,	AVERAGE	AVERAGE		AVERAGE
	BALANCE	INTEREST	RATE	BALANCE	INTEREST	RATE
Assets						
Interest-bearing deposits with other banks	\$ 6,734	<b>\$</b> 12	0.74 %	\$ 3,929	\$ 26	2.62 %
Investment securities - available for sale	423,752	5,481	5.17	243,313	3,298	5.42
Investment securities - held to maturity	307,372	3,664	4.77	<b>372,972</b>	4,406	4.73
Investment securities - tax exempt [2]	23,118	352	6.09	19,404	299	6.13
Total investment securities	754,242	9,497	5.04	635,689	8,003	5.03
Federal funds sold	0	0	0.00	543	6	4.40
Loans, net of unearned discount [3]	1,206,750	19,237	6.62	1,161,044	23,254	8.34
Total Interest-Earning Assets [2]	1,967,726	28,746	5.97 %	1,801,205	31,289	7.11 %
Cash and due from banks	39,061			62,573		
Allowance for loan losses	(16,457)			(15,604)		
Goodwill	22,901			22,901		
Other	99,486			97,704		
Total Assets	\$ 2,112,717			\$ 1,968,779		
Liabilities and Shareholders' Equity Interest-bearing deposits Domestic						
Savings	\$ 17,945	11	0.25 %	\$ 17,761	23	0.51 %
NOW	215,619	306	0.56	241,178	1,414	2.33
Money market	343,742	1,376	1.59	254,310	1,678	2.62
Time	345,458	2,669	3.08	547,605	6,092	4.41
Foreign	ŕ	•		•	,	
Time	577	2	1.10	575	1	1.09
Total Interest-Bearing Deposits	923,341	4,364	1.88	1,061,429	9,208	3.44
Borrowings						
Securities sold u/a/r - customers	96,779	3 <b>48</b>	1.43	83,325	811	3.86
Securities sold u/a/r - dealers	1,909	12	2.44	25,670	<b>309</b>	4.78
Federal funds purchased	75,362	123	0.64	28,152	323	4.49
Commercial paper	12,248	49	1.62	22,758	277	4.82
Short-term borrowings - FHLB	108,261	314	1.15	23,913	283	4.69
Short-term borrowings - FRB	34,587	44	0.51	0	0	0.00
Short-term borrowings - other	2,355	8	1.28	1,794	18	4.13
Long-term borrowings - FHLB	150,000	1,147	3.04	31,739 35,734	341	4.31
Long-term borrowings - sub debt  Total Borrowings	25,774	524	8.38 2.02	25,774	524	8.38
rotal borrowings	507,275	2,569	2.02	243,125	2,886	4.73
Total Interest-Bearing Liabilities	1,430,616	6,933	<u>1.93</u> %	1,304,554	12,094	3.68 %
Noninterest-bearing demand deposits	453,913			444,233		
Other liabilities	105,631			100,274		
Total Liabilities	1,990,160			1,849,061		
Shareholders' equity	122,557			119,718		
Total Liabilities and Shareholders' Equity	\$ 2,112,717			\$ 1,968,779		
Net interest income/spread [2]		21,813	4.04 %		19,195	3.43 %
Net yield on interest-earning assets		-,	4.50 %		- ,	4.32 %
Less: Tax-equivalent adjustment		137			117	
Net interest income		\$ 21,676			\$ 19,078	
Met interest income		4 21,070			4 13,010	

<sup>[1]</sup> The average balances of assets, liabilities and shareholders' equity are computed on the basis of daily averages. Average rates are presented on a tax-equivalent basis. Certain reclassifications have been made to prior period amounts to conform to current presentation.

<sup>[2]</sup> Interest and/or average rates are presented on a tax-equivalent basis.

<sup>[3]</sup> Includes loans held for sale and loans held in portfolio; all loans are domestic. Nonaccrual loans are included in amounts outstanding and income has been included to the extent earned.

#### **Average Balance Sheets**

(Unaudited)

(dollars in thousands)

[1]

	,-		Twelve Mo	nths Ended		
		ember 31, 20			ember 31, 200	07
	AVERAGE		AVERAGE	AVERAGE		AVERAGE
A	BALANCE	INTEREST	RATE	BALANCE	INTEREST	RATE
Assets	e 5707		0.74.4			
Interest-bearing deposits with other banks	\$ 5,727	\$ 42	0.74 %	\$ 3,033	\$ 117	3.86 %
Investment securities - available for sale	402,393	21,040	5.23	165,289	8,379	5.07
Investment securities - held to maturity	332,033	15,718	4.73	401,212	18,705	4.66
Investment securities - tax exempt [2] Total investment securities	21,911	1,339	6.11	19,962	1,250	6.26
Federal funds sold	756,337 444	38,097 8	5.04	586,463	28,334	4.83
Loans, net of unearned discount [3]	1,164,723	80,445	1.8 <b>4</b> 7.37	23,219 1,113,372	1,236 92,247	5.32 8.83
Total Interest-Earning Assets [2]	1,927,231	118.592				
	-	110,292	6.40 %	1,726,087	121,934	7.36 %
Cash and due from banks	49,269			66,384		
Allowance for loan losses	(16,087)			(16,233)		
Goodwill	22,901			22,885		
Other	103,191			93,628		
Total Assets	<b>\$ 2,086,505</b>	•		<b>\$ 1,892,751</b>		
Liabilities and Shareholders' Equity Interest-bearing deposits Domestic						
Savings	\$ 18,460	59	0.32 %	\$ 19,618	101	0.51 %
NOW	239,944	2,306	0.96	237,731	5,903	2.48
Money market	264,403	4,038	1.53	241,478	7,079	2.93
Time	450,455	15,09 <del>9</del>	3.35	<b>556,295</b>	25,674	4.62
Foreign		_			_	
Time	576	6	1.09	574	6	1.09
Total Interest-Bearing Deposits Borrowings	973,838	21,508	2.21	1,055,696	38,763	3.67
Securities sold u/a/r - customers	89,602	1,355	2.07	80,649	3,392	4.21
Securities sold u/a/r - dealers	41,808	1,127	2.69	6,470	309	4.78
Federal funds purchased	50,368	899	1.79	9,281	430	4.63
Commercial paper	17,806	461	2.59	26,731	1,350	5.05
Short-term borrowings - FHLB	69,708	1,309	1.88	7,082	336	4.74
Short-term borrowings - FRB	8,841	47	0.53	0	Q	0.00
Short-term borrowings - other	1,707	35	2.04	1,360	66	4.87
Long-term borrowings - FHLB	137,705	4,053	2.94	18,356	820	4.47
Long-term borrowings - sub debt	25,774	2,094	8.38	25,774	2,094	8.38
Total Borrowings	443,319	11,880	2.68	175,703	8,797	5.03
Total Interest-Bearing Liabilities	1,417,157	33,388	2.36 %	1,231,399	47,560	3.86 %
Noninterest-bearing demand deposits	448,180			444,672		
Other liabilities	101,376			92,540		
Total Liabilities	1,966,713			1,768,611		
Shareholders' equity	119,792			124,140		
Total Liabilities and Shareholders' Equity	\$ 2,086,505			\$ 1,892,751		
Net interest income/spread [2]		85,204	4.04 %		74,374	3.50 %
Net yield on interest-earning assets			4.60 %			4.49 %
Less: Tax-equivalent adjustment		521			490	
Net interest income		\$ 84,683		•	\$ 73,884	

<sup>[1]</sup> The average balances of assets, liabilities and shareholders' equity are computed on the basis of daily averages. Average rates are presented on a tax-equivalent basis. Certain reclassifications have been made to prior period amounts to conform to current presentation.

<sup>[2]</sup> Interest and/or average rates are presented on a tax-equivalent basis.

<sup>[3]</sup> Includes loans held for sale and loans held in portfolio; all loans are domestic. Nonaccrual loans are included in amounts outstanding and income has been included to the extent earned.

# Rate/Volume Analysis [1]

(Unaudited) (in thousands)

Increase/(Decrease)
Three Months Ended
December 31, 2008

INTEREST INCOME	Volume	Rate	Net [2]	
Interest-bearing deposits with other banks	\$ 12	\$ (26)	\$ (14)	
Investment securities - available for sale	2,344	(161)		
Investment securities - held to maturity	(780)	38	(742)	
Investment securities - tax exempt	` 55 <sup>°</sup>	(2)	53	
Total investment securities	1,619	(125)	1,494	
Federal funds sold	(6)	0	(6)	
Loans, net of unearned discounts [3]	970′	(4,987)	(4,017)	
TOTAL INTEREST INCOME	\$ 2,595	\$ (5,138)	\$ (2,543)	
INTEREST EXPENSE				
Interest-bearing deposits				
Domestic				
Savings	\$ 0	\$ (12)	\$ (12)	
NOW	(136)	(972)	(1,108)	
Money market	481	(783)	(302)	
Time	(1,884)	(1,539)	(3,423)	
Foreign	, , ,	(-,,	(0,420)	
Time	1	0	1	
Total interest-bearing deposits	(1,538)	(3,306)	(4,844)	
Borrowings				
Securities sold under agreements to repurchase - customers	114	(577)	(463)	
Securities sold under agreements to repurchase - dealers	(194)	(103)	(297)	
Federal funds purchased	`229	(429)	(200)	
Commercial paper	(94)	(134)	(228)	
Short-term borrowings - FHLB	377	(346)	<b>`31</b> ´	
Short-term borrowings - FRB	44	0	44	
Short-term borrowings - other Long-term borrowings - FHLB	5	(15)	(10)	
Long-term borrowings - rncb  Long-term borrowings - subordinated debentures	936	(130)	806	
Total borrowings	0		0	
Total borrowings	1,417	(1,734)	(317)	
TOTAL INTEREST EXPENSE	\$ (121)	\$ (5,040)	\$ (5,161)	
NET INTEREST INCOME	\$2,716	\$ (98)	\$ 2,618	

<sup>[1]</sup> This table is presented on a tax-equivalent basis.

<sup>[2]</sup> Changes in interest income and interest expense due to a combination of both volume and rate have been allocated to the change due to volume and the change due to rate in proportion to the relationship of change due solely to each.

<sup>[3]</sup> Includes loans held for sale and loans held in portfolio; all loans are domestic. Nonaccrual loans are included in amounts outstanding, and income has been included to the extent earned.

# Rate/Volume Analysis [1]

(Unaudited) (in thousands)

Increase/(Decrease)
Twelve Months Ended
December 31, 2008

INTEREST INCOME	Volume	Rate	Net [2]
Interest-bearing deposits with other banks	\$ 60	\$ (135)	\$ (75)
Investment securities - available for sale Investment securities - held to maturity Investment securities - tax exempt Total investment securities	12,389 (3,262) 85 9,212	272 275 4 551	12,661 (2,987) 89 9,763
Federal funds sold Loans, net of unearned discounts [3]	(735) 4,731	(493) (16,533)	(1,228) (11,802)
TOTAL INTEREST INCOME	\$ 13,268	\$ (16,610)	\$ (3,342)
INTEREST EXPENSE Interest-bearing deposits Domestic			
Savings NOW	\$ (6)	` ,	` ,
Money market	70 635	(3,667) (3,676)	(3,597) (3,041)
Time	(4,279)	(6,296)	(10,575)
Foreign	( -,= )	(0,200)	(10,010)
Time Total interest-bearing deposits	0 (3,580)	0 (13,675)	0 (17,255)
Borrowings			
Securities sold under agreements to repurchase - customers	352	(1,889)	(1,537)
Securities sold under agreements to repurchase - dealers	1,009	(191)	818
Federal funds purchased Commercial paper	876	(407)	469
Short-term borrowings - FHLB	(359)	(530)	(889)
Short-term borrowings - FRB	1,291 47	(318) 0	973
Short-term borrowings - other	14	(45)	47 (31)
Long-term borrowings - FHLB	3,607	(374)	3,233
Long-term borrowings - subordinated debentures	0	0	0
Total borrowings	6,837	(3,754)	3,083
TOTAL INTEREST EXPENSE	\$3,257	\$ (17,429)	\$ (14,172)
NET INTEREST INCOME	\$ 10,011	\$	\$ 10,830

<sup>[1]</sup> This table is presented on a tax-equivalent basis.

<sup>[2]</sup> Changes in interest income and interest expense due to a combination of both volume and rate have been allocated to the change due to volume and the change due to rate in proportion to the relationship of change due solely to each. The effect of the extra day in 2008 has been included in the change in volume.

<sup>[3]</sup> Includes loans held for sale and loans held in portfolio; all loans are domestic. Nonaccrual loans are included in amounts outstanding, and income has been included to the extent earned.