STERLING BANCORP
Form 10-Q
November 14, 2001

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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549
FORM 10-Q

(Mark One)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 or 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2001

or

[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from to

Commission File Number: 1-5273-1

Sterling Bancorp

(Exact name of registrant as specified in its charter)

New York	**13-2565216**
(State or other jurisdiction of incorporation or organization)	**(I.R.S. Employer Identification)**
650 Fifth Avenue, New York, N.Y 10019-6108	
(Address of principal executive offices) (Zip Code)	

212-757-3300

(Registrant s telephone number, including area code)

N/A

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

[X] Yes [ ] No

As of September 30, 2001 there were 9,313,518 shares of common stock, $1.00 par value, outstanding.

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STERLING BANCORP AND SUBSIDIARIES
Consolidated Balance Sheets

	September 30, 2001	December 31, 2000
ASSETS		
Cash and due from banks	$47,844,395	$50,212,689
Interest-bearing deposits with other banks	4,211,014	2,656,678
Federal funds sold	5,000,000	--
Securities available for sale	163,429,838	62,060,656
Securities available for sale pledged	80,182,247	90,138,534
Securities held to maturity	134,332,469	104,585,942
Securities held to maturity pledged	108,092,589	177,011,726
Total investment securities	486,037,143	433,796,858
Loans, net of unearned discounts	783,514,765	750,887,822
Less allowance for credit losses	13,468,638	12,675,052
Loans, net	770,046,127	738,212,770
Customers liability under acceptances	1,333,420	987,048

Excess cost over equity in net assets of the banking subsidiary	**21,158,440**	**21,158,440**
Premises and equipment, net	**7,232,186**	**5,469,462**
Other real estate	**673,056**	**647,994**
Accrued interest receivable	**6,067,389**	**5,195,956**
Other assets	**14,126,093**	**12,410,719**
$1,363,729,263	**$1,270,748,614**	
LIABILITIES AND SHAREHOLDERS EQUITY		
Deposits		
Noninterest-bearing deposits	**$323,610,618**	**$341,039,328**
Interest-bearing deposits	**677,202,411**	**525,242,856**
Total deposits	**1,000,813,029**	**866,282,184**
Federal funds purchased and securities sold under agreements to repurchase	**61,426,791**	**162,763,009**
Commercial paper	**35,284,700**	**25,655,020**
Other short-term borrowings	**9,031,295**	**17,733,482**
Acceptances outstanding	**1,333,420**	**987,048**
Accrued expenses and other liabilities	**84,017,007**	**69,611,777**

1,191,906,242	1,143,032,520
Long-term debt FHLB	
40,350,000	10,700,000
Total liabilities	
1,232,256,242	1,153,732,520
Commitments and contingent liabilities	
Shareholders equity	
Preferred stock, $5 par value. Authorized 644,389 shares Series B, issued -0- and 1,199 shares, respectively	
23,980	
Series D, issued 235,179 and 237,878 shares, respectively	
2,351,790	2,378,780
2,351,790	2,402,760
Common stock, $1 par value. Authorized 20,000,000 shares; issued 9,876,874 and 9,563,329 shares, respectively	
9,876,874	9,563,329
Capital surplus	
70,979,605	67,450,110
Retained earnings	
57,225,620	47,466,602
Accumulated other comprehensive income(loss), net of tax	
2,998,849	(22,652)
143,432,738	126,860,149
Less	

Common shares in treasury at cost, 563,356 and 473,125 shares, respectively	**10,401,603**	**7,986,763**
Unearned compensation	**1,558,114**	**1,857,292**
Total shareholders equity	**131,473,021**	**117,016,094**
	$1,363,729,263	**$1,270,748,614**

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STERLING BANCORP AND SUBSIDIARIES
Consolidated Statements of Income

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2001	2000	2001	2000
INTEREST INCOME				
Loans	$16,327,504	$17,362,186	$50,342,902	$48,869,738
Investment securities Available for sale	3,232,726	2,409,409	8,843,426	7,246,480
Held to maturity	4,033,164	5,124,572	13,107,623	15,487,800
Federal funds sold	54,933	10,283	79,494	189,311
Deposits with other banks	28,296	25,966	86,224	84,829
Total interest income	23,676,623	24,932,416	72,459,669	71,878,158
INTEREST EXPENSE				
Deposits	4,831,922	5,668,635	15,071,425	17,116,264
Federal funds purchased and securities sold under agreements to repurchase	547,627	2,588,850	3,680,591	6,206,974
Commercial paper	357,027	371,943	1,225,377	1,108,575
Other short-term borrowings	38,698	169,339	124,114	438,134
Long-term debt	466,803	107,224	1,228,443	409,658

Total interest expense			
6,242,077	**8,905,991**	**21,329,950**	**25,279,605**
Net interest income			
17,434,546	**16,026,425**	**51,129,719**	**46,598,553**
Provision for credit losses			
2,017,800	**1,478,600**	**5,231,400**	**4,518,200**
Net interest income after provision for credit losses			
15,416,746	**14,547,825**	**45,898,319**	**42,080,353**
NONINTEREST INCOME			
Factoring income			
1,371,780	**1,391,732**	**4,086,996**	**3,782,349**
Mortgage banking income			
2,216,606	**1,529,230**	**5,639,722**	**4,419,367**
Service charges on deposit accounts			
1,478,183	**1,407,675**	**4,242,980**	**3,403,894**
Trade finance income			

646,189	**631,627**	**1,943,501**	**2,083,158**
Trust fees			
171,178	**171,282**	**556,797**	**523,140**
Other service charges and fees			
475,376	**423,500**	**1,208,797**	**1,388,773**
Other income			
158,297	**73,773**	**307,653**	**142,722**
Total noninterest income			
6,517,609	**5,628,819**	**17,986,446**	**15,743,403**
NONINTEREST EXPENSES			
Salaries and employee benefits			
7,072,561	**7,086,680**	**20,944,900**	**20,797,782**
Occupancy expenses, net			
1,346,724	**1,197,744**	**3,545,329**	**3,146,422**
Equipment expenses			
698,595	**604,153**	**1,851,252**	**1,780,225**
Advertising and marketing			
670,824	**528,833**	**2,425,167**	**1,861,036**
Professional fees			
1,351,293	**1,037,658**	**3,956,745**	**3,342,511**
Data processing services			
328,329	**254,229**	**1,001,480**	**883,912**
Other expenses			
2,053,432	**1,937,099**	**6,332,760**	**5,148,785**
Total noninterest expenses			
13,521,758	**12,646,396**	**40,057,633**	**36,960,673**

Income before income taxes			
8,412,597	**7,530,248**	**23,827,132**	**20,863,083**
Provision for income taxes			
3,419,876	**3,344,153**	**9,592,899**	**8,799,771**
Net income			
$4,992,721	**$4,186,095**	**$14,234,233**	**$12,063,312**
Average number of common shares outstanding			
Basic			
9,314,674	**9,091,680**	**9,193,978**	**9,133,057**
Diluted			
9,957,938	**9,401,626**	**9,732,346**	**9,373,581**
Per average common share			
Basic			
$0.53	**$0.46**	**$1.54**	**$1.32**
Diluted			
0.50	**0.45**	**1.46**	**1.28**
Dividends per common share			
0.16	**0.14**	**0.48**	**0.42**

See Notes to Consolidated Financial Statements.

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STERLING BANCORP AND SUBSIDIARIES
Consolidated Statements of Comprehensive Income

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2001	2000	2001	2000
Net Income	$4,992,721	$4,186,095	$14,234,233	$12,063,312
Other comprehensive income, net of tax:				
Unrealized holding gains arising during the period	2,280,244	915,857	3,021,501	1,205,081
Comprehensive income	$7,272,965	$5,101,952	$17,255,734	$13,268,393

See Notes to Consolidated Financial Statements.

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STERLING BANCORP AND SUBSIDIARIES
Consolidated Statements of Changes in Shareholders Equity

	Nine Months Ended September 30,	
	2001	2000
Preferred Stock		
Balance at January 1	**$2,402,760**	**$2,443,430**
Conversions of Series B shares	**(2,460)**	**--**
Redemption of Series B shares	**(21,520)**	**--**
Conversions of Series D shares	**(26,990)**	**(29,220)**
Balance at September 30	**$2,351,790**	**$2,414,210**
Common Stock		
Balance at January 1	**$9,563,329**	**$8,723,051**
Conversions of preferred shares into common shares	**3,390**	**2,922**
Options exercised	**310,155**	**9,000**
Balance at September 30	**$9,876,874**	**$8,734,973**

Capital Surplus		
Balance at January 1	**$67,450,110**	**$51,911,883**
Conversions of preferred shares into common shares	**26,064**	**26,298**
Redemption of Series B shares	**(8,612)**	**--**
Issuance of shares under incentive compensation plan		**(214,369)**
Options exercised	**3,512,043**	**68,421**
Balance at September 30	**$70,979,605**	**$51,792,233**
Retained Earnings		
Balance at January 1	**$47,466,602**	**$52,360,024**
Net Income	**14,234,233**	**12,063,312**
Cash dividends paid common shares	**(4,401,484)**	**(3,454,897)**
preferred shares	**(73,731)**	**(62,067)**
Balance at September 30	**$57,225,620**	**$60,906,372**
Accumulated Other Comprehensive Income(Loss), Net of Tax Balance at January 1	**$(22,652)**	**$(2,634,509)**

Unrealized holding gains arising during the period		
Before tax	**5,585,026**	**2,227,509**
Tax expense	**(2,563,525)**	**(1,022,428)**
Net of tax	**3,021,501**	**1,205,081**
Balance at September 30	**$2,998,849**	**$(1,429,428)**
Treasury Stock		
Balance at January 1	**$(7,986,763)**	**$(6,515,522)**
Issuance of shares under incentive compensation plan	**1,537,179**	
Surrender of shares issued under incentive compensation plan	**(1,459,673)**	**--**
Purchase of common shares	**(955,167)**	**(3,008,420)**
Balance at September 30	**$(10,401,603)**	**$(7,986,763)**

Unearned Compensation		
Balance at January 1	**$(1,857,292)**	**$(1,048,230)**
Issuance of shares under incentive compensation plan		**(1,462,656)**
Amortization of unearned compensation	**299,178**	**265,938**
Balance at September 30	**$(1,558,114)**	**$(2,244,948)**
Total Shareholders Equity		
Balance at January 1	**$117,016,094**	**$105,240,127**
Net changes during period	**14,456,927**	**6,946,522**
Balance at September 30	**$131,473,021**	**$112,186,649**

See Notes to Consolidated Financial Statements.

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STERLING BANCORP AND SUBSIDIARIES
Consolidated Statements of Cash Flows

	Nine Months Ended September 30,	
	2001	2000
Operating Activities		
Net Income	$14,234,233	$12,063,312
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for credit losses	5,231,400	4,518,200
Depreciation and amortization of premises and equipment	1,272,689	1,243,106
Deferred income tax benefit	(716,738)	(350,698)
Net change in loans held for sale	(11,945,324)	(1,642,130)
Amortization of unearned compensation	299,178	265,938
Amortization of premiums of securities	950,159	648,463
Accretion of discounts on securities	(518,548)	(820,972)
Decrease in accrued interest receivable	(871,433)	(526,311)
Increase in accrued expenses and other liabilities	14,405,230	8,647,876
Increase in other assets	(3,562,160)	(6,653,670)
Other, net	(1,459,669)	(139,846)
Net cash provided by operating activities	17,319,017	17,253,268
Investing Activities		
Purchase of premises and equipment	(3,035,413)	(712,091)

Increase in interest-bearing deposits	**(1,554,336)**	**(547,463)**
Increase in Federal funds sold	**(5,000,000)**	**--**
Increase in other real estate	**(25,062)**	**(507,034)**
Net increase in loans	**(25,119,433)**	**(31,299,390)**
Proceeds from prepayments, redemptions or maturities of securities held to maturity	**58,972,243**	**28,172,875**
Purchases of securities held to maturity	**(20,133,093)**	**(25,217,335)**
Purchases of securities available for sale	**(122,725,448)**	**(61,354,495)**
Proceeds from prepayments, redemptions or maturities of securities available for sale	**36,799,427**	**78,903,729**
Net cash used in investing activities	**(81,821,115)**	**(12,561,204)**
Financing Activities		
(Decrease)Increase in noninterest-bearing deposits	**(17,428,710)**	**4,888,401**
Increase(Decrease) in interest-bearing deposits	**151,959,555**	**(57,942,794)**
(Decrease)Increase in Federal funds purchased and securities sold under agreements to repurchase	**(101,336,218)**	**70,544,413**
Increase(Decrease) in commercial paper and other short-term borrowings	**927,493**	**(4,444,790)**
Purchase of treasury stock	**(955,167)**	**(3,008,420)**
Redemption of preferred stock	**(30,132)**	**--**
Increase(Decrease) in other long-term debt	**29,650,000**	**(10,350,000)**
Proceeds from exercise of stock options	**3,822,198**	**77,421**
Cash dividends paid on common and preferred stock	**(4,475,215)**	**(3,516,964)**

Net cash provided by(used in) financing activities	**62,133,804**	**(3,752,733)**
Net (decrease) increase in cash and due from banks	**(2,368,294)**	**939,331**
Cash and due from banks beginning of period	**50,212,689**	**35,505,342**
Cash and due from banks end of period	**$47,844,395**	**$36,444,673**
Supplemental schedule of non-cash financing activities:		
Issuance of treasury stock	**$**	**$1,537,179**
Preferred stock conversions	**29,450**	**29,220**
Surrender of treasury shares issued under incentive compensation plan	**(1,459,673)**	**--**
Supplemental disclosure of cash flow information:		
Interest paid	**21,400,448**	**26,737,461**
Income taxes paid	**8,839,390**	**8,103,063**

See Notes to Consolidated Financial Statements.

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STERLING BANCORP AND SUBSIDIARIES
Notes to Consolidated Financial Statements

1. The consolidated financial statements include the accounts of Sterling Bancorp (the parent company) and its subsidiaries, principally Sterling National Bank and its subsidiaries (the bank), after elimination of material intercompany transactions. The term the Company refers to Sterling Bancorp and its subsidiaries. The consolidated financial statements as of and for the interim periods ended September 30, 2001 and 2000 are unaudited; however, in the opinion of management, all adjustments, consisting of normal recurring accruals, necessary for a fair presentation of such periods have been made. Certain reclassifications have been made to the 2000 consolidated financial statements to conform to the current presentation. The interim consolidated financial statements should be read in conjunction with the Company s annual report on Form 10-K for the year ended December 31, 2000. The Board announced a 10% stock dividend on November 16, 2000, payable on December 11, 2000 to shareholders of record on December 1, 2000. Fractional shares were cashed-out and payments were made to shareholders in lieu of fractional shares. The basic and diluted average number of shares outstanding and earnings per share information for all prior reporting periods have been restated to reflect the effect of the stock dividend.

2. For purposes of reporting cash flows, cash and cash equivalents include cash and due from banks.

3. The Company s outstanding Preferred Shares are comprised of 238,961 Series D shares (300,000 Series D shares authorized). As of September 30, 2001, all outstanding Series B shares had been redeemed by the Company. Each Series D share (all of such shares are owned by the Company s Employee Stock Ownership Trust) is entitled to dividends at the rate of $0.6125 per year, is convertible into 1.1561 Common Shares, and is entitled to a liquidation preference of $10 (together with accrued dividends). All preferred shares are entitled to one vote per share (voting with the Common Shares except as otherwise required by law).

4. The Financial Accounting Standards Board Statement of Financial Accounting Standards (SFAS) No. 131, Disclosures about Segments of an Enterprise and Related Information, established standards for the way that public business enterprises report and disclose selected information about operating segments in interim financial statements issued to stockholders.

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STERLING BANCORP AND SUBSIDIARIES
Notes to Consolidated Financial Statements

The Company provides a full range of financial products and services, including commercial loans, asset-based financing, accounts receivable management services, trade financing, equipment leasing, corporate and consumer deposit services, commercial and residential mortgage lending and brokerage, trust and estate administration and investment management services. The Company s primary source of earnings is net interest income, which represents the difference between interest earned on interest-earning assets and the interest incurred on interest-bearing liabilities. The Company s 2001 year-to-date average interest-earning assets were 60.6% loans (corporate lending was 74.2% and real estate lending was 20.4% of total loans, respectively) and 39.4% investment securities and money market investments. There are no industry concentrations exceeding 10% of loans, gross, in the corporate loan portfolio. Approximately 72% of loans are to borrowers located in the metropolitan New York area. The Company has determined that it has three reportable operating segments: corporate lending, real estate lending and company-wide treasury.

The following tables provide certain information regarding the Company s operating segments for the three and nine month periods ended September 30, 2001 and 2000:

	Corporate Lending	Real Estate Lending	Company-wide Treasury	Totals
Three Months Ended September 30, 2001				
Net interest income	$7,386,074	$3,606,566	$5,978,522	$16,971,162
Noninterest income	3,283,578	2,240,090	20,820	5,544,488
Depreciation and amortization	54,234	64,783	86	119,103
Segment profit	4,206,830	3,166,087	6,653,391	14,026,308
Segment assets	598,165,252	148,412,334	572,071,246	1,318,648,832
Three Months Ended September 30, 2000				
Net interest income	$8,086,055	$3,097,145	$4,273,097	$15,456,297
Noninterest income	3,339,648	1,609,839	27,106	4,976,593
Depreciation and amortization	51,177	58,753	171	110,101
Segment profit	5,221,904	2,389,240	5,571,695	13,182,839
Segment assets	568,058,326	118,370,413	503,468,683	1,189,897,422
Nine Months Ended September 30, 2001				

Net interest income	$23,098,725	$10,553,734	$15,976,248	$49,628,707
Noninterest income	9,665,583	5,807,984	93,108	15,566,675
Depreciation and amortization	140,721	163,366	256	304,343
Segment profit	13,720,942	8,720,781	18,446,963	40,888,686
Segment assets	598,165,252	148,412,334	572,071,246	1,318,648,832

Nine Months Ended September 30, 2000

Net interest income	$22,962,417	$8,021,052	$13,464,205	$44,447,674
Noninterest income	8,965,153	4,712,202	103,931	13,781,286
Depreciation and amortization	140,585	156,572	511	297,668
Segment profit	13,403,039	6,705,486	17,231,994	37,340,519
Segment assets	568,058,326	118,370,413	503,468,683	1,189,897,422

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STERLING BANCORP AND SUBSIDIARIES
Notes to Consolidated Financial Statements

The following table sets forth reconciliations of net interest income, noninterest income, profits and assets of reportable operating segments to the Company s consolidated totals:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2001	2000	2001	2000
Net interest income:				
Total for reportable operating segments	$16,971,162	$15,456,297	$49,628,707	$44,447,674
Other [1]	463,384	570,128	1,501,012	2,150,879
Consolidated net interest income	$17,434,546	$16,026,425	$51,129,719	$46,598,553
Noninterest income:				
Total for reportable operating segments	$5,544,488	$4,976,593	$15,566,675	$13,781,286
Other [1]	973,121	652,226	2,419,771	1,962,117

Consolidated noninterest income	$6,517,609	$5,628,819	$17,986,446	$15,743,403
Profit:				
Total for reportable operating segments	$14,026,308	$13,182,839	$40,888,686	$37,340,519
Other [1]	(5,613,711)	(5,652,591)	(17,061,554)	(16,477,436)
Consolidated income before income taxes	$8,412,597	$7,530,248	$23,827,132	$20,863,083
Assets:				
Total for reportable operating segments	$1,318,648,832	$1,189,897,422	$1,318,648,832	$1,189,897,422
Other [1]	45,080,431	44,349,704	45,080,431	44,349,704

Consolidated assets			
$1,363,729,263	$1,234,247,126	$1,363,729,263	$1,234,247,126

[1] Represents operations not considered to be a reportable segment and/or general operating expenses of the Company.

5. On September 29, 2000, the Financial Accounting Standards Board issued SFAS No. 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities. SFAS No. 140 replaces SFAS No. 125 and addresses implementation issues that were identified in applying SFAS No. 125. SFAS No. 140 is effective for transfers of financial assets (including securitizations) occurring after June 30, 2001. However, the provisions of SFAS No. 140 related to the recognition and reclassification of collateral in financial statements and disclosures related to securitization transactions and collateral are effective for fiscal years ending after December 15, 2000.

In accordance with SFAS No. 140, the Company reports securities pledged as collateral separately in the consolidated balance sheets if the secured party has the right by contract or custom to sell or repledge the collateral. Securities are pledged by the Company to secure trust and public deposits, securities sold under agreements to repurchase, advances from the Federal Home Loan Bank of New York and for other purposes required or permitted by law.

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STERLING BANCORP AND SUBSIDIARIES
Notes to Consolidated Financial Statements

6. SFAS No. 133, Accounting for Derivative Instruments and Hedging Activities, as amended, is effective January 1, 2001 for the Company, and requires the recognition of all derivatives as either assets or liabilities measured at fair value. The accounting for derivative instruments depends on the intended use of the derivative and its classification as a fair value hedge, cash flow hedge, or a hedge of foreign currency exposure.

Special hedge accounting treatment is permitted only if specific criteria are met. One requirement is that the hedging relationship be highly effective both at inception and on an ongoing basis. Hedge accounting is determined based on the type of hedge-fair value, cash flow or foreign currency hedge of a net investment in a foreign operation. Effective hedge results are recognized in current earnings for fair value hedges, in other comprehensive income for cash flow hedges and as part of the cumulative translation adjustment in other comprehensive income for foreign currency net investment hedges. Ineffective portions of hedges are recognized immediately in current earnings.

The Company adopted the provisions of SFAS No. 133 effective January 1, 2001. At adoption, the Company recorded an insignificant loss and believes that SFAS No. 133 will not have a material impact on the Company s 2001 consolidated financial statements since the only derivatives that the Company has are interest rate floor contracts with a notional amount of $125 million.

7. In July 2001, the Financial Accounting Standards Board issued SFAS No. 141, Business Combinations, and SFAS No. 142, Goodwill and Other Intangible Assets. These Statements will change the accounting for business combinations and goodwill in two ways. First, SFAS No. 141 requires that the purchase method of accounting be used for all business combinations initiated after June 30, 2001. Second, SFAS No. 142 changes the accounting for goodwill, including goodwill recorded in past business combinations. The previous accounting principles governing goodwill generated from a business combination will cease upon adoption of SFAS No. 142. The effect of adopting these standards is not expected to have a material impact on the Company s statements of financial condition and results of operations. These standards will become effective for the Company on January 1, 2002.

8. In August 2001, the Financial Accounting Standards Board issued SFAS No 144, Accounting for the Impairment or Disposal of Long-Lived Assets. This statement requires one accounting model be used for long-lived assets to be disposed of by sale, whether previously held and used or newly acquired. This statement is effective for financial statements issued for fiscal years beginning after December 15, 2001. The effect of adopting this statement is not expected to have a material impact on the Company s statements of financial condition and results of operations.

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STERLING BANCORP AND SUBSIDIARIES
MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION
AND RESULTS OF OPERATIONS

The following commentary presents management s discussion and analysis of the consolidated results of operations and financial condition of Sterling Bancorp (the parent company), a bank holding company and a financial holding company as defined by the Bank Holding Company Act of 1956, as amended, and its wholly-owned subsidiaries Sterling Banking Corporation and Sterling National Bank. Sterling National Bank, which is the principal subsidiary, owns all of the outstanding shares of Sterling Factors Corporation (Factors), Sterling National Mortgage Company, Inc.(SNMC), Sterling National Servicing, Inc. (SNS-Virginia), Sterling Holding Company of Virginia, Inc. and Sterling Trade Services, Inc. Sterling Holding Company of Virginia, Inc. owns all of the outstanding shares of Sterling Real Estate Holding Company, Inc. (SREHC). Sterling Trade Services, Inc., which was formed on April 23, 2001, owns all outstanding common shares of Sterling National Asia Limited, Hong Kong, which was also formed on that date. Throughout this discussion and analysis, the term the Company refers to Sterling Bancorp and its subsidiaries and the term the bank refers to Sterling National Bank and its subsidiaries. This discussion and analysis should be read in conjunction with the Company s annual report on Form 10-K for the year ended December 31, 2000.

FORWARD-LOOKING STATEMENTS

The Company may from time to time make written or oral statements that are considered forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements may include, but are not limited to, financial projections, statements of plans and objectives for future operations, estimates of future economic performance and assumptions relating thereto.

The Company may include forward-looking statements in its filings with the Securities and Exchange Commission, including this 10-Q, in reports to stockholders, in other written materials, and in statements made by officers and representatives of the Company to analysts, rating agencies, institutional investors, representatives of the media and others.

These statements are not historical facts but instead are subject to numerous assumptions, risks and uncertainties and represent only our belief regarding future events, many of which, by their nature, are inherently uncertain and outside of our control. Any forward-looking statements we may make speak only as of the date on which such statements are made. It is possible that our actual results and financial position may differ, possibly materially, from the anticipated results and financial condition indicated in or implied by these forward-looking statements.

Factors that could cause our actual results to differ, possibly materially, from those in the forward-looking statements include, but are not limited to, the following: inflation, interest rates, market and monetary fluctuations; geopolitical developments including acts of war and terrorism and their effect on economic conditions; the effects of, and changes in, trade, monetary and fiscal policies and laws, including interest rate policies of the Board of Governors of the Federal Reserve; changes, particularly declines, in general economic conditions and in the local economies in which the Company operates; the financial condition of the Company s borrowers; competitive pressures on loan and deposit pricing and demand; changes in technology and their impact on the marketing of new products and services and the acceptance of these products and services by new and existing customers; the willingness of customers to substitute competitors products and services for the Company s products and services; the impact of changes in financial services

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laws and regulations (including laws concerning taxes, banking, securities and insurance); changes in accounting principles, policies and guidelines; the success of the Company at managing the risks involved in the foregoing as well as other risks and uncertainties detailed from time to time in press releases and other public filings. The foregoing list of important factors is not exclusive, and we will not update any forwarding-looking statement, whether written or oral, that may be made from time to time.

BUSINESS

The Company provides a wide range of financial products and services, including business and consumer loans, commercial and residential mortgage lending and brokerage, asset-based financing, accounts receivable management services, trade financing, equipment leasing, corporate and consumer deposits services, trust and estate administration, and investment management services. The Company has operations in metropolitan New York area, as well as Virginia and other mid-Atlantic states and conducts business throughout the United States.

There is intense competition in all areas in which the Company conducts its business. In addition to competing with other banks, the Company competes in most areas of its business with other financial institutions. At September 30, 2001, the bank s year-to-date average earning assets (of which loans were 59% and investment securities were 40%) represented approximately 97% of the Company s year-to-date average earning assets.

The Company regularly evaluates acquisition opportunities and conducts due diligence activities in connection with possible acquisitions. As a result, acquisition discussions and, in some cases negotiations, regularly take place and future acquisitions could occur.

Results for the Three Months Ended September 30, 2001 and 2000

OVERVIEW

The Company reported net income for the three months ended September 30, 2001 of $5.0 million, representing $0.50 per share, calculated on a diluted basis, compared to $4.2 million, or $0.45 per share, calculated on a diluted basis, for the like period in 2000. This increase reflects higher net interest income and continued growth in noninterest income.

Net interest income, on a tax equivalent basis, increased to $17.7 million for the third quarter of 2001 compared with $16.3 million for the same period in 2000, due to higher average earning assets outstanding coupled with lower average cost of funding. The net interest margin, on a tax equivalent basis, was 6.16% for the third quarter of 2001 compared to 6.05% for the like 2000 period. The net interest margin benefitted from a decrease of 149 basis points in the average cost of funds partially offset by a decrease of 106 basis points in the average yield on earning assets. Also contributing to the improved net interest margin were increases in loans (discussed below) and growth of noninterest-bearing deposits. Average noninterest-bearing deposits for the third quarter of 2001 were $288,279,000, up $34,948,000 from the comparable prior year period.

Noninterest income rose to $6.5 million for the three months ended September 30, 2001 compared to $5.6 million for the like 2000 period principally due to continued growth in fees from mortgage banking and deposit and other services.

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INCOME STATEMENT ANALYSIS

Net Interest Income

Net interest income, which represents the difference between interest earned on interest-earning assets and interest incurred on interest-bearing liabilities, is the Company s primary source of earnings. Net interest income can be affected by changes in market interest rates as well as the level and composition of assets, liabilities and shareholders equity. The increases (decreases) in the components of interest income and interest expense, expressed in terms of fluctuation in average volume and rate are shown on page 24. Information as to the components of interest income and interest expense and average rates is provided in the Average Balance Sheets shown on page 22.

Net interest income, on a tax equivalent basis, for the three months ended September 30, 2001 increased to $17,699,000 from $16,276,000 for the comparable period in 2000.

Total interest income, on a tax equivalent basis, aggregated $23,941,000 for the third quarter of 2001 down from $25,182,000 for the same period of 2000. The tax equivalent yield on interest earning assets was 8.38% for the three months ended September 30, 2001 compared with 9.44% for the comparable period in 2000. The decrease in interest income was due to a decrease in income earned on the Company s loan portfolio principally due to lower yields on loans primarily attributable to a lower interest rate environment on average in the 2001 period. The impact of lower yields was partially offset by increases in loan balances as the result of the continued implementation of business plans designed to increase funds employed in this asset category.

Interest earned on the loan portfolio amounted to $16,328,000 which was down $1,034,000 when compared to a year ago. Average loan balances amounted to $710,986,000 which were up $70,765,000 from the prior year period. The increase in the average loans was primarily in the commercial and industrial, leasing and real estate loan segments. The decrease in the yield on the domestic loan portfolio to 9.63% for the three months ended September 30, 2001 from 11.47% for the comparable 2000 period was primarily attributable to a lower interest rate environment on average in the 2001 period.

Interest expense on deposits decreased $837,000 for the three months ended September 30, 2001 to $4,831,000 from $5,668,000 for the comparable 2000 period due to lower rates paid. Average rate paid on interest-bearing deposits was 3.09% which was 120 basis points lower than the prior year period. The decrease in average cost of deposits reflects the lower interest rate environment during the 2001 period.

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Interest expense associated with borrowed funds decreased to $1,411,000 for the third quarter of 2001 from $3,238,000 in the comparable 2000 period as the result of lower average balances and lower funding costs. Average amounts of borrowed funds outstanding decreased $81,735,000 to $137,766,000 for the three months ended September 30, 2001. The average rate paid decreased to 4.07% from 5.91% in the prior year period reflecting the lower interest rate environment during the 2001 period.

Provision for Credit Losses

Based on management s continuing evaluation of the loan portfolio (discussed under Asset Quality below), and principally as the result of the growth in the loan portfolios, the provision for credit losses increased to $2,018,000 up $539,000 when compared to the same period last year.

Noninterest Income

Noninterest income increased $889,000 for the third quarter of 2001 from $5,629,000 in the like 2000 period primarily as a result of increased fees from mortgage banking and deposit and other services.

Noninterest Expenses

Noninterest expenses were $13,522,000 for the third quarter of 2001, an increase of $875,000 when compared with the like 2000 period primarily due to increased professional fees, advertising and marketing, occupancy and various other expenses incurred to support growing levels of business activity and continued investment in the business franchise.

Results for the Nine Months Ended September 30, 2001 and 2000

OVERVIEW

The Company reported net income for the nine months ended September 30, 2001 of $14.2 million, representing $1.46 per share, calculated on a diluted basis, compared to $12.1 million, or $1.28 per share calculated on a diluted basis, for the like period in 2000. This increase reflects continued growth in both net interest income and noninterest income as explained below.

Net interest income, on a tax equivalent basis, increased to $51.9 million for the first nine months of 2001 compared with $47.3 million for the same period in 2000, due to higher average earning assets outstanding coupled with lower average cost of funding. The net interest margin, on a tax equivalent basis, was 6.27% for the first nine months of 2001 compared to 6.02% for the like 2000 period. The net interest margin benefitted from a decrease of 78 basis points in the average costs of funds partially offset by a 40 basis point decrease in the average yield on earning assets. Also contributing to the improved net interest margin were increases in loans (discussed below) and growth of noninterest-bearing deposits. Average noninterest-bearing deposits for the first nine months of 2001 were $287,785,000, up $35,285,000 from the comparable prior year period.

Noninterest income rose to $18.0 million for the nine months ended September 30, 2001 compared to $15.7 million for the like 2000 period principally due to growth in fees from mortgage banking, deposit services and factoring.

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INCOME STATEMENT ANALYSIS

Net Interest Income

Net interest income, which represents the difference between interest earned on interest-earning assets and interest incurred on interest-bearing liabilities, is the Company s primary source of earnings. Net interest income can be affected by changes in market interest rates as well as the level and composition of assets, liabilities and shareholders equity. The increases (decreases) in the components of interest income and interest expense for the first nine months, expressed in terms of fluctuation in average volume and rate are shown on page 25. Information as to the components of interest income and interest expense and average rates for the first nine months is provided in the Average Balance Sheets shown on page 23.

Net interest income, on a tax equivalent basis, for the nine months ended September 30, 2001 increased $4,590,000 to $51,901,000 from $47,311,000 for the comparable period in 2000.

Total interest income, on a tax equivalent basis, aggregated $73,231,000 up $640,000 for the first nine months of 2001 as compared to $72,591,000 for the same period of 2000. The tax equivalent yield on interest-earning assets was 8.89% for the first nine months of 2001 compared with 9.29% for the comparable period in 2000. The increase in interest income was due to an increase in income earned on the Company s loan portfolio as a result of the continuation of management s strategy to increase funds employed in this asset category. The decrease in yield on earning assets was due to lower yields on loans primarily attributable to a lower interest rate environment on average in the 2001 period.

Interest earned on the loan portfolio amounted to $50,343,000 up $1,473,000 when compared to a year ago. Average loan balances amounted to $697,871,000 up $77,432,000 from an average of $620,439,000 in the prior year period. The increase in the average loans, primarily in the leasing, real estate and commercial and industrial loan segments, accounted for the increase in interest earned on loans. The decrease in the yield on the domestic loan portfolio to 10.41% for the nine months ended September 30, 2001 from 11.32% for the comparable 2000 period was primarily attributable to the lower interest rate environment in the 2001 period.

Total interest expense decreased $3,950,000 to $21,330,000 for the first nine months of 2001 from $25,280,000 for the comparable period in 2000. The decrease in interest expense was primarily due to lower average rates paid for interest-bearing deposits.

Interest expense on deposits decreased $2,045,000 for the nine months ended September 30, 2001 to $15,071,000 from $17,116,000 for the comparable 2000 period primarily due to the decrease in the cost of funds. The average rate paid on interest-bearing deposits decreased to 3.53% in 2001 compared to 4.22% in the comparable year ago period reflecting the lower rate environment during the 2001 period.

Interest expense associated with borrowed funds decreased to $6,259,000 for the first nine months of 2001 from $8,164,000 in the comparable 2000 period as the result of lower rates paid for borrowed funds rates and lower average outstandings. The average rate paid decreased to 4.74% from 5.66% for the nine months ended September 30, 2001 reflecting the lower rate environment during the 2001 period. The average amount outstanding decreased $18,373,000 to $176,232,000 for the prior year period.

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Provision for Credit Losses

Based on management s continuing evaluation of the loan portfolio (discussed under Asset Quality below), and principally as the result of the growth in the loan portfolios, the provision for credit losses increased to $5,231,000 up $713,000 when compared to the same period last year.

Noninterest Income

Noninterest income increased $2,243,000 for the first nine months of 2001 from $15,743,000 in the like 2000 period primarily as a result of increased fees from mortgage banking, deposit services and factoring.

Noninterest Expense

Noninterest expenses were $40,058,000 for the first nine months of 2001, an increase of $3,097,000 when compared with the like 2000 period primarily due to increased advertising and marketing, professional fees, occupancy, salaries and employee benefits and various other expenses incurred to support growing levels of business activity and continued investments in the business franchise.

BALANCE SHEET ANALYSIS

Securities

The Company s securities portfolios are comprised of principally U.S. Government and U.S. Government corporation and agency guaranteed mortgage-backed securities along with other debt and equity securities. At September 30, 2001, the Company s portfolio of securities totalled $486,037,000 of which U.S. Government and U.S. Government corporations and agencies guaranteed mortgage-backed securities having an average life of approximately 3.7 years amounted to $439,831,000.

Securities classified as available for sale may be sold in the future, prior to maturity. These securities are carried at market value. Net aggregate unrealized gains or losses on these securities are included in a valuation allowance account and are shown net of taxes, as a component of shareholders equity. The following table presents information regarding securities available for sale:

September 30, 2001	Gross Amortized Cost	Gross Unrealized Gains	Estimated Unrealized Losses	Market Value
U.S. Treasury securities	$2,474,001	$9,593	$	$2,483,594
Obligations of U.S. government corporations and agencies-mortgage-backed securities	192,371,247	4,110,713	59,386	196,422,574
Obligations of state and political institutions	34,536,245	1,459,261	386	35,995,120
Other debt securities	2,995,760	8,927		3,004,687
Federal Reserve Bank and other equity securities	5,691,642	14,468		5,706,110
Total				

$238,068,895	$5,602,962	$59,772	$243,612,085

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The Company has the intent and ability to hold to maturity securities classified as held to maturity. These securities are carried at cost, adjusted for amortization of premiums and accretion of discounts. The following table presents information regarding securities held to maturity:

September 30, 2001	Carrying Value	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Market Value
Obligations of U.S. government corporations and agencies mortgage-backed securities	$240,925,058	$8,192,428	$118,602	$248,998,884
Debt securities issued by Foreign governments 1,500,000 1,500,000				
Total $242,425,058 $8,192,428 $118,602 $250,498,884				

Loan Portfolio

A key management objective is to maintain the quality of the loan portfolio. The Company seeks to achieve this objective by maintaining rigorous underwriting standards coupled with regular evaluation of the creditworthiness and the designation of lending limits for each borrower. The portfolio strategies seek to avoid concentrations by industry or loan size in order to minimize credit exposure and to originate loans in markets with which it is familiar.

The Company s commercial and industrial loan portfolio represents approximately 64% of gross loans. Loans in this category are typically made to small and medium sized businesses and range between $250,000 and $10 million. The primary source of repayment is from the borrower s operating profits and cash flows. Based on underwriting standards, loans may be secured in whole or in part by collateral such as liquid assets, accounts receivable, equipment, inventory or real property. The Company s real estate loan portfolio, which represents approximately 18% of gross loans, is secured by mortgages on real property located principally in the State of New York and the Commonwealth of Virginia.

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The Company s leasing portfolio, which consists of finance leases for various types of business equipment, represents approximately 14% of gross loans. The collateral securing any loan may vary in value based on market conditions.

The following table sets forth the composition of the Company s loan portfolio:

	September 30,			
	2001		2000	
	($ in thousands)			
	Balances	% of Gross	Balances	% of Gross
Domestic				
Commercial and industrial	$512,068	64.1%	$482,297	65.9%
Equipment lease financing	108,125	13.5	99,463	13.6
Real estate	144,219	18.1	120,353	16.5
Installment individuals	8,488	1.1	8,665	1.2
Loans to depository institutions	25,000	3.1	20,000	2.7
Foreign				
Government and official institutions	777	0.1	777	0.1
Gross loan	798,677	100.0%	731,555	100.0%
Unearned discounts	15,162		12,903	

Loans, net of unearned discounts	
$783,515	$718,652

Asset Quality

Intrinsic to the lending process is the possibility of loss. In times of economic slowdown, the risk inherent in the Company s portfolio of loans may be increased. While management endeavors to minimize this risk, it recognizes that loan losses will occur and that the amount of these losses will fluctuate depending on the risk characteristics of the loan portfolio which in turn depends on current and expected economic conditions, the financial condition of borrowers and the credit management process.

The allowance for credit losses is maintained through the provision for credit losses, which is a charge to operating earnings. The adequacy of the provision and the resulting allowance for credit losses is determined by management s continuing review of the loan portfolio, including identification and review of individual problem situations that may affect the borrower s ability to repay, review of overall portfolio quality through an analysis of current charge-offs, delinquency and nonperforming loan data, estimates of the value of any underlying collateral, review of regulatory examinations, an assessment of current and expected economic conditions and changes in the size and character of the loan portfolio. The allowance reflects management s evaluation of both loans presenting identified loss potential and of the risk inherent in various components of the portfolio, including loans identified as impaired as required by SFAS No. 114. Thus, an increase in the size of the portfolio or in any of its components could necessitate an increase in the allowance even though there may not be a decline in credit quality or an increase in potential problem loans. A significant change in any of the evaluation factors described above could result in future additions to the allowance. At September 30, 2001, the allowance was $13,469,000 and the ratio of the allowance to loans, net of unearned discounts, was 1.72%. At such date, the Company s non-accrual loans amounted to $1,874,000; $315,000 of such loans were judged to be impaired within the scope of SFAS No. 114 and required valuation allowances of $100,000. Based on the foregoing, as well as management s judgment as to the current risks inherent in the loan portfolio, the Company s allowance for credit losses was deemed adequate to absorb all estimable losses on

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specifically known and other possible credit risks associated with the portfolio as of September 30, 2001. Potential problem loans, which are loans that are currently performing under present loan repayment terms but where known information about possible credit problems of borrowers cause management to have serious doubts as to the ability of the borrowers to continue to comply with the present repayment terms, aggregated $658,000 at September 30, 2001.

Deposits

A significant source of funds for the Company continues to be deposits, consisting of demand (noninterest-bearing), NOW, savings, money market and time deposits (principally certificates of deposit).

The following table provides certain information with respect to the Company s deposits:

	September 30,			
	2001		2000	
	($ in thousands)			
	Balances	% of Total	Balances	% of Total
Domestic				
Demand	$323,611	32.3%	$296,696	36.6%
NOW	99,363	9.9	69,587	8.6
Savings	31,397	3.1	23,151	2.9
Money Market	221,644	22.2	146,284	18.1
Time deposits	321,823	32.2	270,853	33.4
Total domestic deposits	997,838	99.7	806,571	99.6
Foreign				
Time deposits	2,975	0.3	2,895	0.4

Total deposits			
$1,000,813	100.0%	$809,466	100.0%

Fluctuations of balances in total or among categories at any date may occur based on the Company s mix of assets and liabilities as well as on customer s balance sheet strategies. Historically, however, average balances for deposits have been relatively stable. Information regarding these average balances is presented on pages 22 and 23.

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CAPITAL

The Company and the bank are subject to risk-based capital regulations. The purpose of these regulations is to quantitatively measure capital against risk-weighted assets, including off-balance sheet items. These regulations define the elements of total capital into Tier 1 and Tier 2 components and establish minimum ratios of 4% for Tier 1 capital and 8% for Total Capital for capital adequacy purposes. Supplementing these regulations is a leverage requirement. This requirement establishes a minimum leverage ratio (at least 3% to 5%) which is calculated by dividing Tier 1 capital by adjusted quarterly average assets (after deducting goodwill). Information regarding the Company s and the bank s risk-based capital is presented on page 26. In addition, the Company and the bank are subject to the provisions of the Federal Deposit Insurance Corporation Improvement Act of 1981 (FDICIA) which imposes a number of mandatory supervisory measures. Among other matters, FDICIA established five capital categories ranging from well capitalized to critically under capitalized. Such classifications are used by regulatory agencies to determine a bank s deposit insurance premium, approval of applications authorizing institutions to increase their asset size or otherwise expand business activities or acquire other institutions and for other supervisory and regulatory purposes. Under the provisions of FDICIA a well capitalized institution must maintain minimum leverage, Tier 1 and Total Capital ratios of 5%, 6% and 10%, respectively. At September 30, 2001, the Company and the bank exceeded the requirements for well capitalized institutions. Under the provisions of the Gramm-Leach-Bliley Act of 1999, in order for the parent company to maintain its status as a financial holding company, the bank must remain well capitalized.

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STERLING BANCORP AND SUBSIDIARIES
Average Balance Sheets [1]
Three Months Ended September 30,

(dollars in thousands)

	2001			2000		
	Average Balance	Interest	Average Rate	Average Balance	Interest	Average Rate
ASSETS						
Interest-bearing deposits with other banks	$4,039	$28	2.78%	$1,623	$26	5.54%
Investment securities:						
Available for sale	176,281	2,855	6.48	121,864	2,051	6.60
Held to maturity	239,305	4,034	6.74	298,217	5,125	6.87
Tax-exempt [2]	34,660	641	7.34	32,962	608	7.34
Federal funds sold	6,130	55	3.51	620	10	6.49
Loans, net of unearned discounts						
Domestic [3]	710,209	16,318	9.63	639,444	17,347	11.47
Foreign	777	10	5.20	777	15	7.70
TOTAL INTEREST-EARNING ASSETS	1,171,401	23,941	8.38%	1,095,507	25,182	9.44%
Cash and due from banks	38,776			38,755		
Allowance for credit losses						

(13,691) (12,310)
Goodwill
21,158 21,158
Other assets
29,689 23,319

TOTAL ASSETS
$1,247,333 $1,166,429

LIABILITIES AND SHAREHOLDERS EQUITY

Interest-bearing deposits

Domestic
Savings
$30,267 165 2.17% $24,466 147 2.39%
NOW
94,777 407 1.70 69,143 460 2.65
Money market
201,781 1,080 2.12 151,735 1,195 3.13
Time
290,412 3,147 4.30 277,705 3,833 5.49
Foreign
Time
2,975 32 4.22 2,844 33 4.67

Total interest-bearing deposits
620,212 4,831 3.09 525,893 5,668 4.29

Borrowings						
Federal funds purchased and securities sold under agreements to repurchase	56,529	548	3.84	169,175	2,589	6.09
Commercial paper	36,552	357	3.88	27,823	372	5.32
Other short-term debt	4,335	39	3.54	11,803	169	5.34
Long-term debt	40,350	467	4.63	10,700	108	5.19
Total borrowings	137,766	1,411	4.07	219,501	3,238	5.91
TOTAL INTEREST-BEARING LIABILITIES	757,978	6,242	3.27%	745,394	8,906	4.76%
Noninterest-bearing deposits	288,279			253,331		
Other liabilities	73,743			59,217		
Total liabilities	1,120,000			1,057,942		
Shareholders equity						

127,333	108,487
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	
$1,247,333	$1,166,429
Net interest income/spread	
17,699 5.11%	16,276 4.68%
Net yield on interest-earning assets (margin)	
6.16%	6.05%
Less: Tax equivalent adjustment	
264	250
Net interest income	
$17,435	$16,026

[1] 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 2000 amounts to conform to the current presentation.

[2] Interest on tax-exempt securities is presented on a tax

equivalent basis. [3] Nonaccrual loans are included in amounts outstanding and income has been included to the extent earned.

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STERLING BANCORP AND SUBSIDIARIES
Average Balance Sheets [1]
Nine Months Ended September 30,

(dollars in thousands)

	2001			2000		
	Average Balance	Interest	Average Rate	Average Balance	Interest	Average Rate
ASSETS						
Interest-bearing deposits with other banks	$3,371	$86	3.42%	$2,191	$85	4.97%
Investment securities:						
Available for sale	155,740	7,740	6.63	125,247	6,226	6.59
Held to maturity	257,193	13,108	6.80	300,951	15,488	6.86
Tax-exempt [2]	33,810	1,874	7.41	31,504	1,733	7.35
Federal funds sold	2,681	80	3.91	4,471	189	5.56
Loans, net of unearned discounts						
Domestic [3]	697,094	50,306	10.41	619,658	48,827	11.32
Foreign	777	37	6.32	781	43	7.38
TOTAL INTEREST-EARNING ASSETS	1,150,666	73,231	8.89%	1,084,803	72,591	9.29%
Cash and due from banks	42,510			37,713		
Allowance for credit losses	(13,443)			(11,972)		
Goodwill						

21,158 21,158
Other assets
27,536 22,646

TOTAL ASSETS
$1,228,427 $1,154,348

LIABILITIES AND SHAREHOLDERS EQUITY

Interest-bearing deposits

Domestic

Savings
$27,492 476 2.31% $24,317 432 2.37%
NOW
80,928 1,242 2.05 70,245 1,335 2.54
Money market
190,900 3,499 2.45 157,899 3,732 3.16
Time
268,634 9,750 4.85 286,981 11,521 5.36
Foreign

Time
2,975 104 4.68 2,835 96 4.51

Total interest-bearing deposits
570,929 15,071 3.53 542,277 17,116 4.22

Borrowings

Federal funds purchased and securities sold under agreements to repurchase	101,195	3,681	4.86	142,888	6,207	5.80
Commercial paper	35,999	1,225	4.55	28,769	1,109	5.15
Other short-term debt	3,588	124	4.62	10,450	438	5.38
Long-term debt	35,450	1,229	4.62	12,498	410	5.39
Total borrowings	176,232	6,259	4.74	194,605	8,164	5.66
TOTAL INTEREST-BEARING LIABILITIES	747,161	21,330	3.82%	736,882	25,280	4.60%

Noninterest-bearing deposits	287,785	252,500
Other liabilities	71,520	59,085
Total liabilities	1,106,466	1,048,467
Shareholders equity	121,961	105,881

TOTAL LIABILITIES AND SHAREHOLDERS EQUITY
$1,228,427 $1,154,348

Net interest income/spread
51,901 5.07% 47,311 4.69%

Net yield on interest-earning assets (margin)
6.27% 6.02%

Less: Tax equivalent adjustment
771 713

Net interest income
$51,130 $46,598

[1] 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 2000 amounts to conform to current presentation.

[2] Interest on tax-exempt securities is presented on a tax equivalent basis.[3] Nonaccrual

loans are included in amounts outstanding and income has been included to the extent earned.

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STERLING BANCORP AND SUBSIDIARIES
Rate/Volume Analysis [1]

(in thousands)

	Increase/(Decrease) Three Months Ended September 30, 2001 to September 30, 2000		
	Volume	Rate	Net [2]
INTEREST INCOME			
Interest-bearing deposits with other banks	$18	$(16)	$2
Investment securities			
Available for sale	844	(40)	804
Held to maturity	(995)	(96)	(1,091)
Tax-exempt	33		33
Total investment securities	(118)	(136)	(254)
Federal funds sold	52	(7)	45

Loans, net of unearned discounts			
Domestic [3]	2,002	(3,031)	(1,029)
Foreign			
	(5)	(5)	
Total loans, net of unearned discount	2,002	(3,036)	(1,034)
TOTAL INTEREST INCOME	$1,954	$(3,195)	$(1,241)
INTEREST EXPENSE			
Interest-bearing deposits			
Domestic			
Savings	$33	$(15)	$18
NOW	142	(195)	(53)
Money market	332	(447)	(115)
Time	171	(857)	(686)
Foreign			
Time	2	(3)	(1)

Total interest-bearing deposits	680	(1,517) (837)
Borrowings		
Federal funds purchased and securities sold under agreements to repurchase	(1,313)	(728) (2,041)
Commercial paper	100	(115) (15)
Other short-term debt	(85)	(45) (130)
Long-term debt	375	(16) 359
Total borrowings	(923)	(904) (1,827)
TOTAL INTEREST EXPENSE	$(243)	$(2,421) $(2,664)

NET INTEREST INCOME		
$2,197	$(774)	$1,423

[1] The above table is presented on a tax equivalent basis.

[2] The change in interest income and interest expense due to both rate and volume has been allocated to the change due to rate and the change due to volume in proportion to the relationship of the absolute dollar amounts of the changes in each. The effect of one extra day in 2000 has been included in the change in volume. [3] Nonaccrual loans have been included in the amounts outstanding and income has been included to the extent accrued.

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STERLING BANCORP AND SUBSIDIARIES
Rate/Volume Analysis [1]

(in thousands)

	Increase/(Decrease) Nine Months Ended September 30, 2001 to September 30, 2000		
	Volume	**Rate**	**Net [2]**
INTEREST INCOME			
Interest-bearing deposits with other banks	$32	$(31)	$1
Investment securities			
Available for sale	1,476	38	1,514
Held to maturity	(2,254)	(126)	(2,380)
Tax-exempt	126	15	141
Total investment securities	(652)	(73)	(725)
Federal funds sold	(63)	(46)	(109)

Loans, net of unearned discounts			
Domestic [3]	5,819	(4,340)	1,479
Foreign			
	(6)		(6)
Total loans, net of unearned discount	5,819	(4,346)	1,473
TOTAL INTEREST INCOME	$5,136	$(4,496)	$640
INTEREST EXPENSE			
Interest-bearing deposits			
Domestic			
Savings	$54	$(10)	$44
NOW	177	(270)	(93)
Money market	673	(906)	(233)
Time	(780)	(991)	(1,771)
Foreign			
Time	4	4	8

Total interest-bearing deposits	128	(2,173) (2,045)
Borrowings		
Federal funds purchased and securities sold under agreements to repurchase	(1,645)	(881) (2,526)
Commercial paper	251	(135) 116
Other short-term debt	(260)	(54) (314)
Long-term debt	893	(74) 819
Total borrowings	(761)	(1,144) (1,905)
TOTAL INTEREST EXPENSE	$(633)	$(3,317) $(3,950)
NET INTEREST INCOME	$5,769	$(1,179) $4,590

[1] The above table is presented on a tax equivalent basis.

[2]The change in interest income and interest expense due to both rate and volume has been allocated to the change due to rate and the change due to volume in proportion to the relationship of the absolute dollar amounts of the changes in each. The effect of one extra day in 2000 has been included in the change in volume. [3]Nonaccrual loans have been included in the amounts outstanding and income has been included to the extent accrued.

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STERLING BANCORP AND SUBSIDIARIES
Regulatory Capital and Ratios

Ratios and Minimums
(dollars in thousands)

	Actual		For Capital Adequacy Minimum		To Be Well Capitalized	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
As of September 30, 2001						
Total Capital(to Risk Weighted Assets):						
The Company	$117,614	14.33%	65,655	8.00%	$82,069	10.00%
The bank	100,831	12.98	62,141	8.00	77,676	10.00
Tier 1 Capital(to Risk Weighted Assets):						
The Company	107,316	13.08	32,828	4.00	49,242	6.00
The bank	91,096	11.73	31,070	4.00	46,606	6.00
Tier 1 Leverage Capital(to Average Assets):						
The Company	107,316	8.75	49,047	4.00	61,309	5.00
The bank	91,096	7.68	47,464	4.00	59,330	5.00
As of December 31, 2000						
Total Capital(to Risk Weighted Assets):						
The Company	$105,503	13.35%	$63,205	8.00%	$79,006	10.00%
The bank	86,877	11.44	60,746	8.00	75,933	10.00
Tier 1 Capital(to Risk Weighted Assets):						
The Company	95,593	12.10	31,602	4.00	47,404	6.00
The bank	77,367	10.19	30,373	4.00	45,560	6.00
Tier 1 Leverage Capital(to Average Assets):						
The Company	95,593	8.11	47,141	4.00	58,926	5.00
The bank	77,367	6.73	46,015	4.00	57,519	5.00

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QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

ASSET/LIABILITY MANAGEMENT

The Company s primary earnings source is net interest income; therefore, the Company devotes significant time and has invested in resources to assist in the management of market risk, liquidity risk, capital and asset quality. The Company s net interest income is affected by changes in market interest rates and by the level and composition of interest-earning assets and interest-bearing liabilities. The Company s objectives in its asset/liability management are to utilize its capital effectively, to provide adequate liquidity and to enhance net interest income, without taking undue risks or subjecting the Company unduly to interest rate fluctuations.

The Company takes a coordinated approach to the management of market risk, liquidity and capital. This risk management process is governed by policies and limits established by senior management which are reviewed and approved by the Asset/Liability Committee (ALCO). ALCO, which is comprised of members of senior management and the Board, meets to review among other things, economic conditions, interest rates, yield curve, cash flow projections, expected customer actions, liquidity levels, capital ratios and repricing characteristics of assets, liabilities and off-balance sheet financial instruments.

Market Risk

Market risk is the risk of loss in a financial instrument arising from adverse changes in market indices such as interest rates, foreign exchange rates and equity prices. The Company s principal market risk exposure is interest rate risk, with no material impact on earnings from changes in foreign exchange rates or equity prices.

Interest rate risk is the exposure to changes in market interest rates. Interest rate sensitivity is the relationship between market interest rates and net interest income due to the repricing characteristics of assets and liabilities. The Company monitors the interest rate sensitivity of its on- and off-balance sheet positions by examining its near-term sensitivity and its longer term gap position. In its management of interest rate risk, the Company utilizes several tools including traditional gap analysis and sophisticated income simulation models.

A traditional gap analysis is prepared based on the maturity and repricing characteristics of interest-earning assets and interest-bearing liabilities for selected time bands. The mismatch between repricings or maturities within a time band is commonly referred to as the gap for that period. A positive gap (asset sensitive) where interest-rate sensitive assets exceed interest-rate sensitive liabilities generally will result in an institution s net interest margin increasing in a rising rate environment and decreasing in a falling rate environment. A negative gap (liability sensitive) will generally have the opposite result on an institution s net interest margin. However, the traditional gap analysis does not assess the relative sensitivity of assets and liabilities to changes in interest rates. The Company utilizes the gap analysis to complement its income simulations modeling.

The Company s balance sheet structure is primarily short-term in nature with a substantial portion of assets and liabilities repricing or maturing within one year. The Company s gap analysis at September 30, 2001, is presented on page 30. The results of both the income simulation analysis and the gap analysis, reveal that net interest income would tend to increase during periods of rising interest rates and tend to decrease during periods of falling interest rates.

As part of its interest rate risk strategy, the Company uses certain financial instruments (derivatives) to hedge the interest rate sensitivity of assets with the corresponding amortization reflected in the yield of the related on-balance sheet assets being hedged. The Company has written policy guidelines, which have been approved by the Board of Directors based on recommendations of the Asset/Liability Committee, governing the use of certain financial instruments (derivatives), including approved counterparties, risk limits and appropriate

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internal control procedures. The credit risk of derivatives arises principally from the potential for a counterparty to fail to meet its obligation to settle a contract on a timely basis.

The Company purchased interest rate floor contracts to reduce the impact of falling rates on its floating rate commercial loans. Interest rate floor contracts require the counterparty to pay the Company at specified future dates the amount, if any, by which the specified interest rate (3 month LIBOR) falls below the fixed floor rates, applied to the notional amounts. The Company utilizes these financial instruments to adjust its interest rate risk position without exposing itself to principal risk and funding requirements.

At September 30, 2001, the Company utilized five interest rate floor contracts having a notional amount totaling $75 million consisting of a contract with a notional amount of $25 million and a final maturity of November 15, 2001 and two contracts with a notional amount of $25 million each and a final maturity of November 15, 2002. These financial instruments are being used as part of the Company s interest rate risk management and not for trading purposes. At September 30, 2001, all counterparties have investment grade credit ratings from the major rating agencies. Each counterparty is specifically approved for applicable credit exposure.

The Company utilizes income simulation models to complement its traditional gap analysis. While ALCO routinely monitors simulated net interest income sensitivity over a rolling two-year horizon, it also utilizes additional tools to monitor potential longer-term interest rate risk. The income simulation models measure the Company s net interest income sensitivity or volatility to interest rate changes utilizing statistical techniques that allow the Company to consider various factors which impact net interest income. These factors include actual maturities, estimated cash flows, repricing characteristics, deposits growth/retention and, most importantly, the relative sensitivity of the Company s assets and liabilities to changes in market interest rates. This relative sensitivity is important to consider as the Company s core deposit base is not subject to the same degree of interest rate sensitivity as its assets. The core deposit costs are internally managed and tend to exhibit less sensitivity to changes in interest rates than the Company s adjustable rate assets whose yields are based on external indices and change in concert with market interest rates.

The Company s interest rate sensitivity is determined by identifying the probable impact of changes in market interest rates on the yields on the Company s assets and the rates which would be paid on its liabilities. This modeling technique involves a degree of estimation based on certain assumptions that management believes to be reasonable. Utilizing this process, management can project the impact of changes in interest rates on net interest margin. The estimated effects of the Company s interest rate floors are included in the results of the sensitivity analysis. The Company has established certain limits for the potential volatility of its net interest margin assuming certain levels of changes in market interest rates with the objective of maintaining a stable net interest margin under various probable rate scenarios. Management generally has maintained a risk position well within the policy limits. As of September 30, 2001, the model indicated the impact of a 200 basis point parallel and pro rata rise in rates over twelve months would approximate a 2.05% ($1,479,000) increase in net interest income, while the impact of a 200 basis point decline in rates over the same period would approximate a 3.25% ($2,343,000) decline from an unchanged rate environment.

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The preceding sensitivity analysis does not represent a Company forecast and should not be relied upon as being indicative of expected operating results. These hypothetical estimates are based upon numerous assumptions including: the nature and timing of interest rate levels including yield curve shape, prepayments on loans and securities, deposit decay rates, pricing decisions on loans and deposits, reinvestment/replacement of asset and liability cash flows, and others. While assumptions are developed based upon current economic and local market conditions, the Company cannot make any assurances as to the predictive nature of these assumptions including how customer preferences or competitor influences might change.

Also, as market conditions vary from those assumed in the sensitivity analysis, actual results will also differ due to: prepayment/refinancing levels likely deviating from those assumed, the varying impact of interest rate change caps or floors on adjustable rate assets, the potential effect of changing debt service levels on customers with adjustable rate loans, depositor early withdrawals and product preference changes, and other internal/external variables. Furthermore, the sensitivity analysis does not reflect actions that the Asset/Liability Committee might take in responding to or anticipating changes in interest rates.

Liquidity Risk

Liquidity is the ability to meet cash needs arising from changes in various categories of assets and liabilities. Liquidity is constantly monitored and managed throughout the Company. Liquid assets consist of cash and due from banks, interest-bearing deposits in banks and Federal funds sold and securities available for sale. Primary funding sources include core deposits, capital markets funds and other money market sources. Core deposits include domestic noninterest-bearing and interest-bearing retail deposits, which historically have been relatively stable. The parent company and the bank have significant unused borrowing capacity. Contingency plans exist and could be implemented on a timely basis to minimize the impact of any dramatic change in market conditions.

The parent company generates income from its own operations. Its cash requirements are supplemented from funds maintained or generated by its subsidiaries, principally the bank. Such sources have been adequate to meet the parent company s cash requirements.

The bank s ability to supply funds to the parent company and its nonbank subsidiaries subject to various legal restrictions. All national banks are limited in the payment of dividends without the approval of the Comptroller of the Currency to an amount not to exceed the net profits as defined, for that year to date combined with its retained net profits for the preceding two calendar years. A national bank can make loans or otherwise provide funds to its parent company subject to limitations on amount and collateral requirements. There are no such loans outstanding.

At September 30, 2001, the parent company s short-term debt, consisting principally of commercial paper used to finance ongoing current business activities, was approximately $35,285,000. The parent company had cash, interest-bearing deposits with banks and other current assets aggregating $37,906,000 and back-up credit lines with banks of $19,000,000. Since 1979, the parent company has had no need to use available back-up lines of credit.

While the past performance is no guarantee of the future, management believes that the Company s funding sources (including dividends from all its subsidiaries) and the bank s funding sources will be adequate to meet their liquidity and capital requirements in the future.

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STERLING BANCORP AND SUBSIDIARIES
Interest Rate Sensitivity

To mitigate the vulnerability of earnings to changes in interest rates, the Company manages the repricing characteristics of assets and liabilities in an attempt to control net interest rate sensitivity. Management attempts to confine significant rate sensitivity gaps predominantly to repricing intervals of a year or less so that adjustments can be made quickly. Assets and liabilities with predetermined repricing dates are placed in a time of the earliest repricing period. Amounts are presented in thousands.

	Repricing Date					
	3 months or less	More than 3 months to 1 Year	More than 1 Year to 5 years	Over 5 years	Non Rate Sensitive	Total
ASSETS						
Interest-bearing deposits with other banks	$4,211	$	$	$	$	$4,211
Federal funds sold	5,000					5,000
Investment securities	3,393	4,341	40,698	431,899	5,706	486,037
Loans, net of unearned discounts						
Commercial and industrial	508,934	742	2,261	131	(788)	511,280
Loans to depository institutions	25,000					25,000
Lease financing	30,057	3,373	64,750	9,945	(14,287)	93,838
Real estate	58,934	535	29,799	54,951	(43)	144,176
Installment	4,487	85	2,218	1,698	(44)	8,444
Foreign government and official institutions	777					777
Noninterest-earning assets and allowance for credit losses					84,966	84,966

Total Assets
640,016 9,853 139,726 498,624 75,510 1,363,729

LIABILITIES AND SHAREHOLDERS EQUITY

Interest-bearing deposits

Savings [1]
31,397 31,397
NOW [1]
99,363 99,363
Money market [1]
180,354 41,290 221,644
Time domestic
198,180 74,785 47,858 1,000 321,823
foreign
1,180 1,795 2,975
Federal funds purchased & securities sold u/a/r
60,908 519 61,427
Commercial paper
35,285 35,285
Other short-term borrowings
8,681 350 9,031
Long-term borrowings FHLB
350 40,000 40,350
Noninterest-bearing liabilities and shareholders equity
540,434 540,434

Total Liabilities and
Shareholders Equity
484,588 77,449 220,258 41,000 540,434 1,363,729

Net Interest Rate Sensitivity Gap	$155,428	$(67,596)	$(80,532)	$457,624	$(464,924)	$
Cumulative Gap September 30, 2001	$155,428	$87,832	$7,300	$464,924	$	$
Cumulative Gap September 30, 2000	$76,651	$(14,542)	$(45,593)	$405,710	$	$

Cumulative Gap December 31, 2000					
$101,033	$24,199	$(9,231)	$455,154	$	$

[1] Historically, balances in non-maturity deposit accounts have remained relatively stable despite changes in levels of interest rates. Balances are shown in repricing periods based on management s historical repricing practices and runoff experience.

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STERLING BANCORP AND SUBSIDIARIES

Item 6. Exhibits and Reports on Form 8-K

(a) The following exhibits are filed as part of this report:

(11) Statement Re: Computation of Per Share Earnings

(b) No reports on Form 8-K have been filed during the quarter.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

STERLING BANCORP

(Registrant)

Date 11/14/01

/s/ Louis J. Cappelli

Louis J. Cappelli
Chairman and
Chief Executive Officer

Date
11/14/01

/s/ John
W. Tietjen

John W.
Tietjen
Executive
Vice
President,
Treasurer
and Chief
Financial
Officer

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STERLING BANCORP AND SUBSIDIARIES

EXHIBIT INDEX

Exhibit Number	Description	Incorporated Herein By Reference To	Filed Herewith	Sequential Page No.
11	Computation of Per Share Earnings		X	