



# QUARTERLY FINANCIAL UPDATE

As of September 30, 2023



# SAFE HARBOR STATEMENT

Statements contained in this presentation which are not historical facts and which pertain to future operating results of American Riviera Bancorp (the “Company”) and its subsidiaries constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Similarly, statements that describe the objectives, plans or goals of the Company are forward-looking. These forward-looking statements can generally be identified as such by the context of the statements, including words such as “believe,” “continues,” “expect,” “anticipate,” “plan,” “may,” “would,” “intend,” “estimate,” “guidance” and other similar expressions, whether in the negative or affirmative.

These forward-looking statements involve significant risks and uncertainties. A number of important factors could cause actual results to differ materially from those in the forward-looking statements. These factors include loan losses, economic conditions and competition in the geographic and business areas the Company operates, including competition in lending from other banks and lenders, management of our facilities costs, our ability to successfully integrate and develop business through the addition of new personnel, whether our efforts to expand loan, product and service offerings will prove profitable, the effects of bank mergers and acquisitions in our markets, system failures and internet security, whether we can effectively secure and implement new technology solutions, inflation, fluctuations in interest rates, legislation and governmental regulation. These factors could cause actual results to differ materially from what the Company has anticipated or projected. These factors should be carefully considered by our shareholders and potential investors.

These documents contain and identify important factors that could cause actual results to differ materially from those contained in our projections or forward-looking statements. Except as required by law, the Company assumes no obligation to update any information presented herein. This presentation includes certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures.



# OVERVIEW OF AMERICAN RIVIERA BANCORP

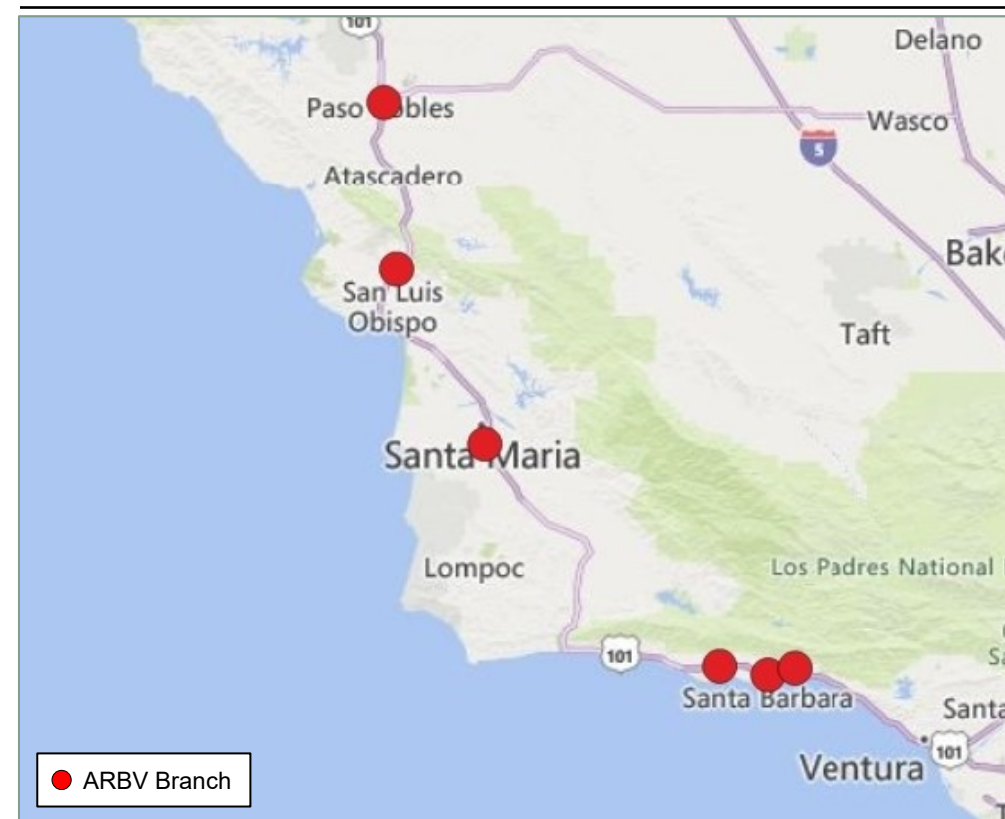
## Company Overview

Bank Name	American Riviera Bank
Headquarters	Santa Barbara, CA
Ticker / Exchange	ARBV / OTCQX
Market Cap.	\$ 89 MM
Outstanding Shares	5,771,679
Client Focus	Real Estate, Small Business, and Professionals
Geography	Central Coast of California
Year Established	2006
Branches	6

## Financial Overview at 9/30/2023

Total Assets	\$1,269 MM	ROAA	0.80%
Gross Loans	\$ 941 MM	ROAE	10.98%
Leverage Ratio*	10.12%	Efficiency Ratio	68.8%
Risk Based Capital Ratio*	13.28%	NIM	3.47%

## Branch Footprint



Source: Unaudited company information and earnings release data, as of 9/30/2023. Market data from S&P Capital IQ Pro, as of 11/1/2023

Note: All dollars in millions

\*Denotes regulatory bank-level financials



# HISTORY OF THE COMPANY



**Michelle Martinich**

Joins as Founding CFO  
*June 2005*



**Jeff DeVine**

Joins as President & CEO  
August 2008  
Assets: \$93 million\*\*\*



2006

2008

2013

2016

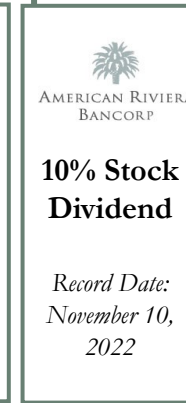
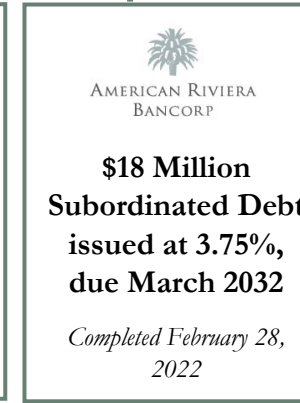
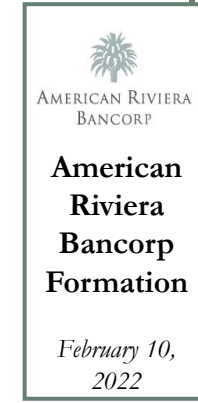
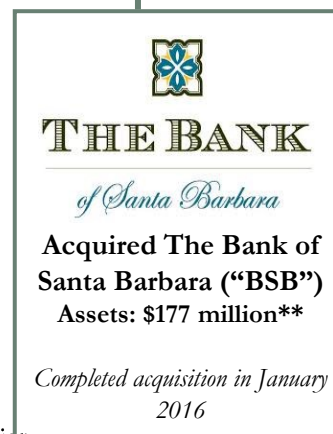
2018

2019

2021

2022

2023



\* Unaudited company information as of 9/30/2023.

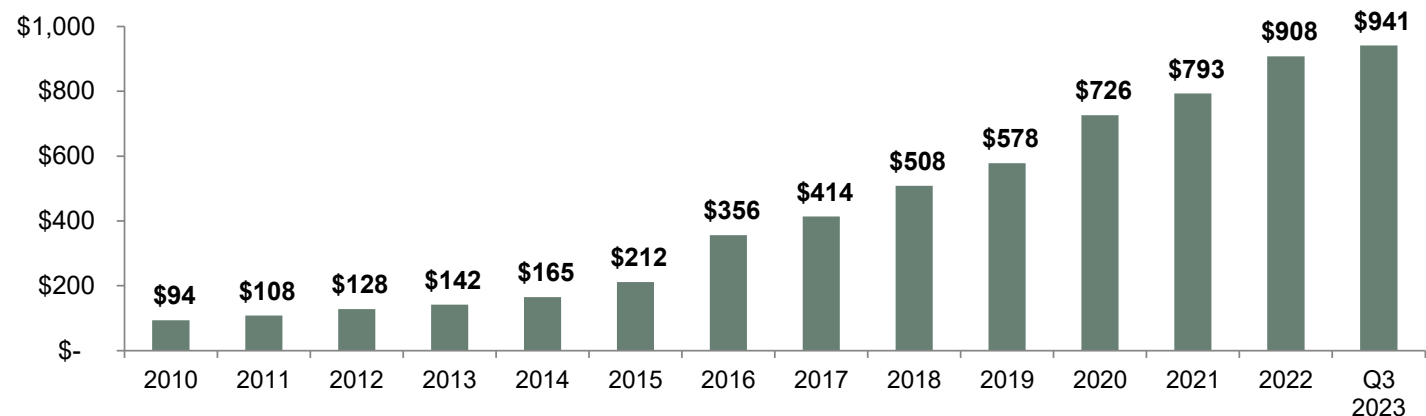
\*\* BSB call report for the quarter ended 12/31/2015, which is the quarter-end prior to acquisition

\*\*\* June 30, 2008 Call Report



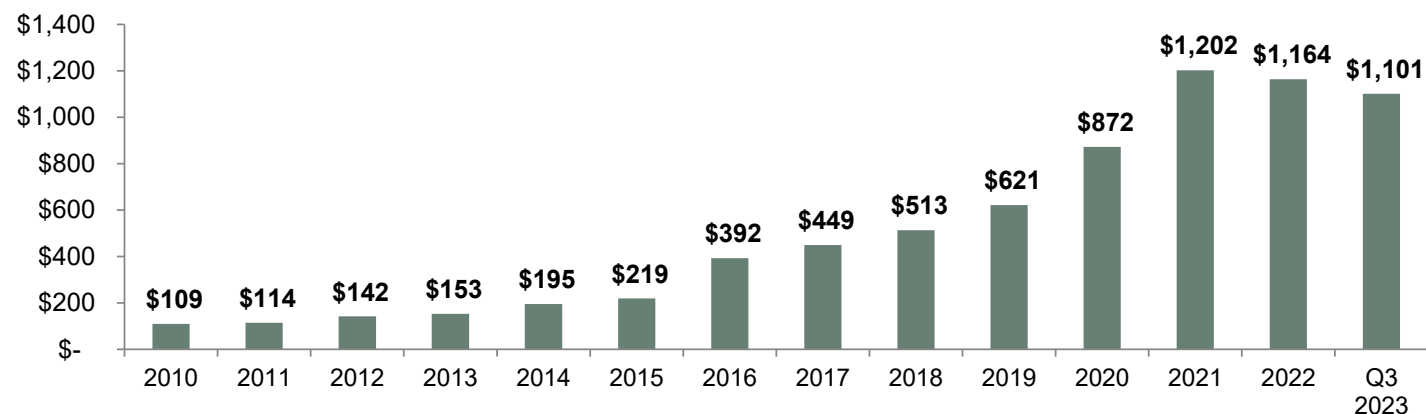
# TRACK RECORD OF ORGANIC & ACQUISITIVE GROWTH

Gross Loans (\$MM)



- ✓ 6% loan growth over the last 12 months
- ✓ Loan-to-deposit ratio of 85.4%

Total Deposits (\$MM)



- ✓ Non-interest bearing DDA deposits declined by 12% over last 12 months
- ✓ Deposits declined by 13% over the last 12 months





# EXECUTIVE MANAGEMENT TEAM



2008

Mr. DeVine serves as the President and Chief Executive Officer of the Bank and Bancorp. He was appointed President and Chief Executive Officer of the Bank on August 21, 2008. Mr. DeVine previously was employed as Statewide Division Manager of commercial real estate by Rabobank, N.A. Prior to that, he was Regional President for the Greater Santa Barbara and Santa Ynez Valley Region of Mid-State Bank & Trust. He has held senior officer positions in a range of banking firms, serving roles in commercial, real estate, private and investment banking during his 20+ year career. He graduated with honors from the Pacific Coast Banking School at the University of Washington and received his Bachelors of Science from the University of California, San Diego in Quantitative Economics.



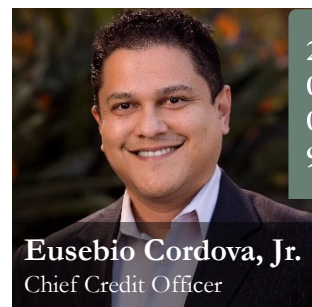
2016

Ms. Funari was appointed Executive Vice President and Chief Operating Officer of the Bank on January 1, 2016. Ms. Funari was previously employed as Executive Vice President and Chief Operating Officer and served as a Director for The Bank of Santa Barbara. Prior to joining The Bank of Santa Barbara, she served as Executive Vice President and Santa Barbara and Ventura Counties Market President for Business First National Bank. She was also a founder and president of Business First Bank and held senior officer positions at Santa Barbara Bank & Trust, City Commerce Bank and Bank of New York. Her education includes a graduate degree with honors from the Pacific Coast Banking School at the University of Washington and University of California, Los Angeles.



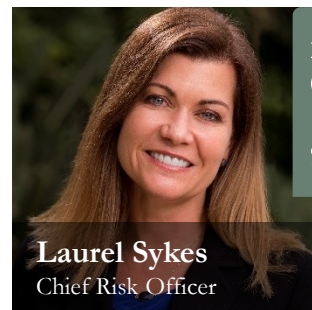
2006

Ms. Martinich serves as the Executive Vice President and Chief Financial Officer of the Bank and Bancorp. She was appointed Senior Vice President and Chief Financial Officer of the Bank on April 20, 2006. Ms. Martinich previously was employed by Pacific Capital Bancorp (PCB), dba Santa Barbara Bank & Trust. Ms. Martinich's financial and banking experience spans 20+ years, first as an external auditor with Arthur Andersen and then with responsibility for various functions in the Finance Department of PCB, reporting directly to the CFO. She graduated from UC Santa Barbara with a Bachelors of Arts in Business Economics.



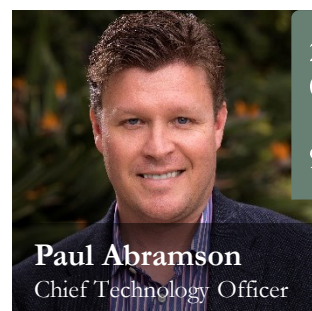
2009

Mr. Cordova was appointed Senior Vice President and Chief Credit Officer of the Bank on July 20, 2016 and currently serves as the Executive Vice President and Chief Credit Officer. Mr. Cordova joined the Bank in 2009 and was serving as the Commercial Team Leader prior to his appointment as CCO. Prior to working at American Riviera Bank, Mr. Cordova was a Vice President, Commercial Banking Officer for Mid-State Bank and Trust. Mr. Cordova graduated with a Bachelor of Science Degree in Business and minor in Economics from CSU Channel Islands. He is a graduate of Pacific Coast Banking School at the University of Washington.



2019

Ms. Sykes serves as the Executive Vice President and Chief Risk Officer of the Bank and Bancorp. She was appointed Executive Vice President and Chief Compliance and Risk Officer of the Bank on June 13, 2019. She holds the designation of Certified Regulatory Compliance Manager. Ms. Sykes launched her banking career in Wells Fargo and later joined Santa Barbara Bank & Trust, moving into the bank's consumer compliance function where she rose to the position of Director of Regulatory Affairs before accepting a position with Montecito Bank & Trust as SVP, Chief Risk Officer. Ms. Sykes graduated with a degree in Business Economics at the University of California at Santa Barbara.



2019

Paul Abramson is the Executive Vice President, Chief Technology Officer for American Riviera Bank. He is leading our bank in technology and cyber security strategy. Mr. Abramson comes to us with over 20 years of experience in the Technology and Cybersecurity industries, of which 13 years has been in banking. He previously served as the lead technologist and cybersecurity architect for Montecito Bank & Trust, and before that worked for a network security solutions provider designing and implementing threat management deployments for large enterprises. He graduated from UC Santa Barbara with a BA in Business Economics, and recently completed the Western Bankers Association Executive Development Program.



# WHY OWN ARBV?

- ✓ Lower-cost, relationship, diversified, core deposit base with non-interest-bearing demand accounts comprising 42% of total deposits
- ✓ Loan to deposit ratio of 85% with \$215 million in available liquidity on the balance sheet and access to an additional \$381 million to support ongoing growth
- ✓ Growing franchise in California's Central Coast with strong history of relationship based loan growth funded by a stable deposit base
- ✓ Strong credit quality with no other real estate owned, no loans 90 days or more past due, charge-offs are 0% or negative for the last 12 quarters, and only \$2.7 million or 0.29% of total loans on non-accrual status
- ✓ ARBV, as an OTCQX stock, is outperforming the YTD and 12-month KBW Regional Bank Index with less volatility than most NASDAQ traded peers (see page 21)
- ✓ Trailing 12 month EPS of \$2.15 = Trading at 7.1x PE ratio (Annualized YTD 2023 EPS of \$1.93 = 8.0x PE ratio, utilizing \$15.35 share price)
- ✓ TBV/share excluding AOCI of \$19.78 = Trading at 78% of TBV excluding AOCI (utilizing \$15.35 share price)
- ✓ Annualized Q3 2023 ROAA 0.80% and ROAE 10.98%



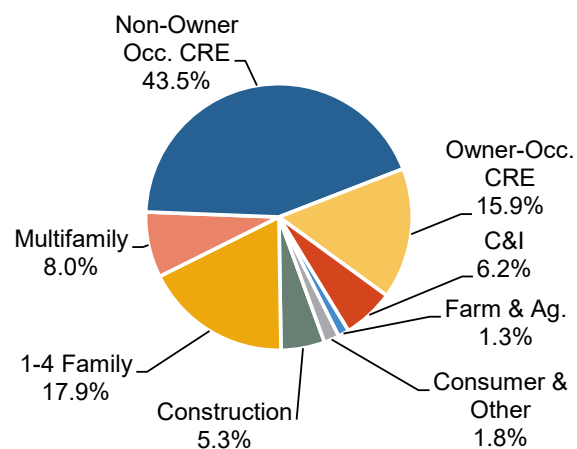
# FINANCIAL OVERVIEW





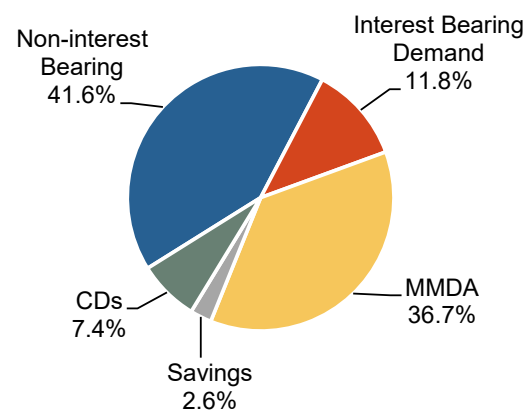
# BALANCE SHEET MIX

## Loan Portfolio



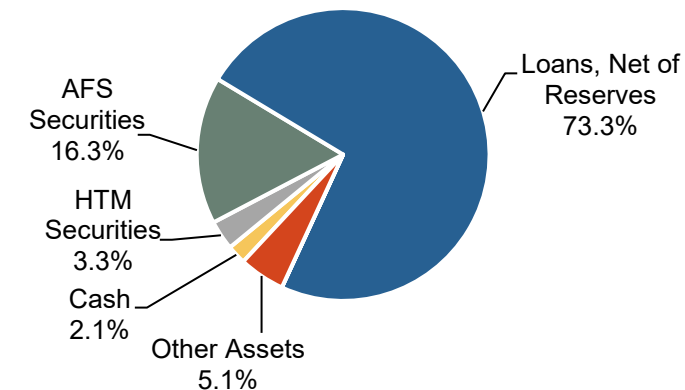
- Gross loans of \$941 million, an increase of \$55 million, or 6%, from September 30, 2022
- 5.15% loan yield in Q3 2023
- Loan-to-deposit ratio of 85%

## Deposit Base



- Total deposits of \$1.1 billion, a decrease of \$162 million, or -13%, from September 30, 2022
- 0.90% cost of deposits in Q3 2023, compared to 0.73% in Q2 2023
- 42% of deposits are non-interest bearing
- 54% of deposits are transaction accounts

## Total Asset Mix

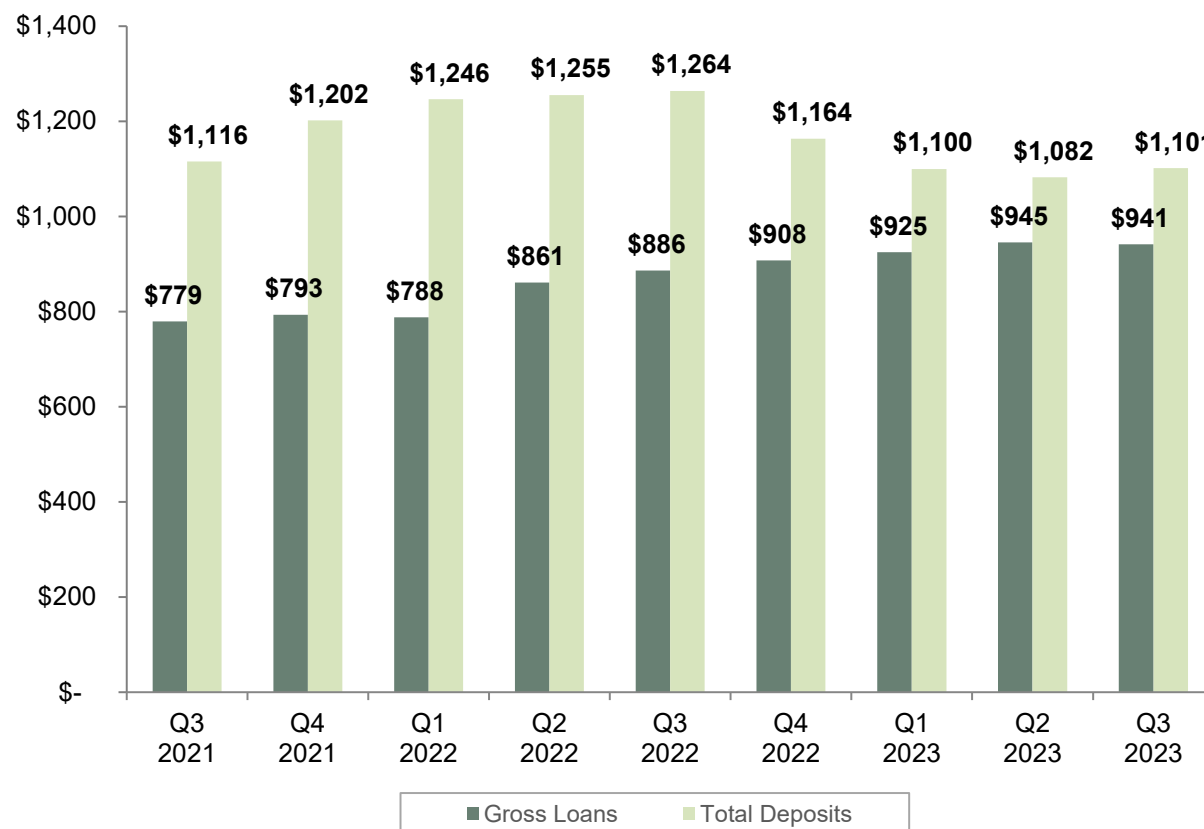


- Total assets of \$1.3 billion
- Total cash and AFS securities of \$234 million, or 18% of assets
- Total HTM securities of \$41 million, or 3% of assets



# BALANCE SHEET GROWTH

Loan and Deposit Growth

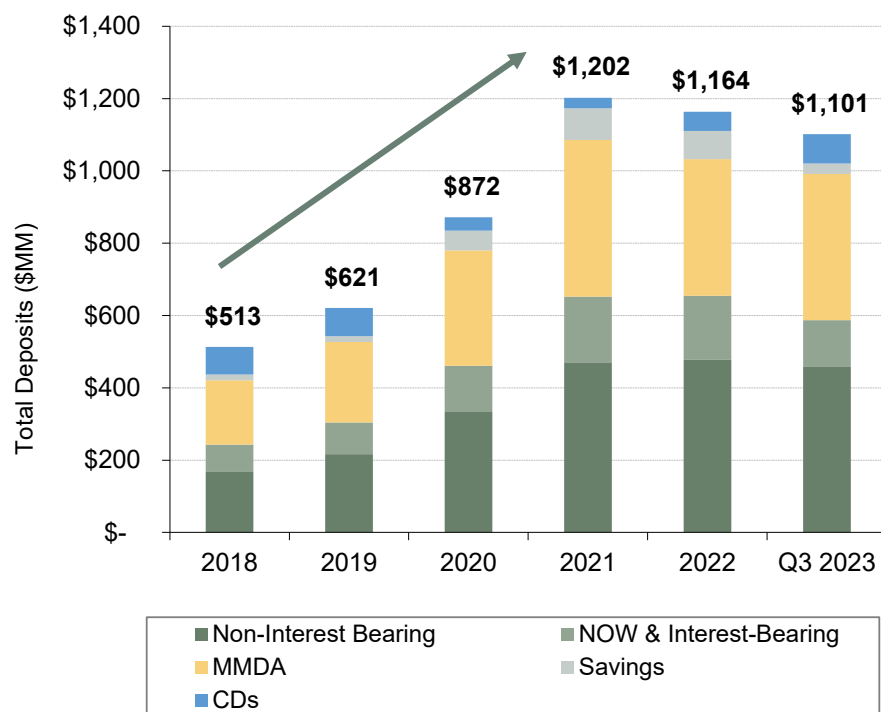


- \$162 million increase in gross loans since Q3 2021, or a CAGR of 9.9%
- \$14 million decrease in total deposits since Q3 2021, or a CAGR of -0.6%
- Loan-to-deposit ratio, reported at 85.4% at September 30, 2023
- Estimated 37.3% of total deposits, less fully collateralized public funds, were uninsured as of September 30, 2023

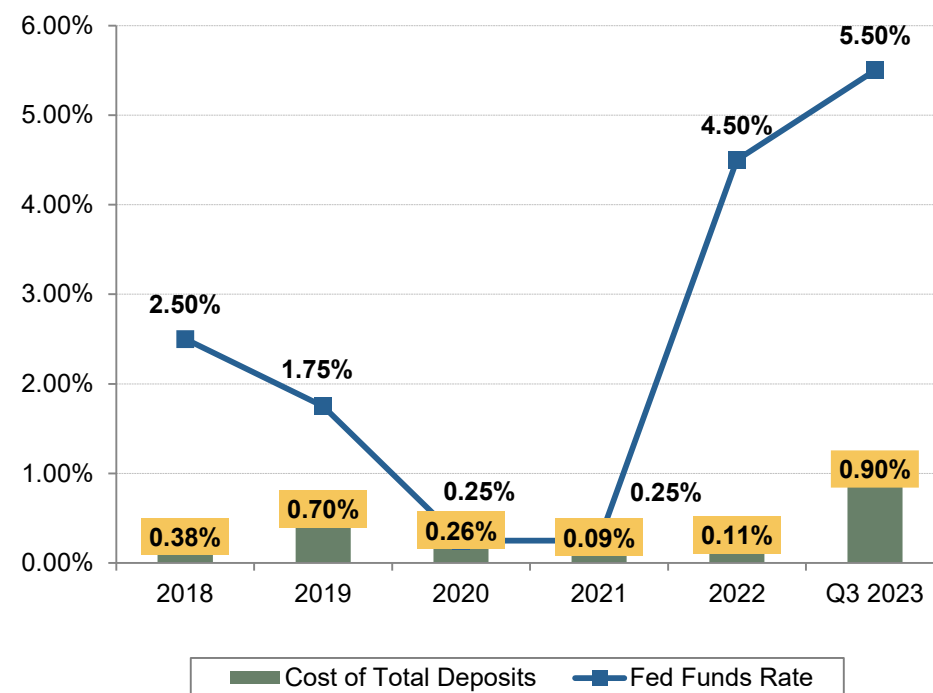


# CORE DEPOSIT FRANCHISE

## Deposit Mix



## Cost of Deposits vs. Fed Funds Rate



Source: Unaudited company information, call reports and press releases as of 9/30/2023, and Federal Reserve website  
Note: Fed Funds rate represents FOMC's high-end of target federal funds rate as of the end of each respective period  
Note: All dollars in millions



# DEPOSIT CHARACTERISTICS

Industry Code	Share of total deposits
Personal	21%
Trusts, Estates, and Agency Accounts	18%
Real Estate Rental and Leasing	13%
Construction	8%
Professional, Scientific, and Technical Services	7%
Accommodation and Food Services	6%
Other Services (except Public Administration)	5%
Finance and Insurance	5%
All Others	3%
Health Care and Social Assistance	3%
Manufacturing	3%
Wholesale Trade	2%
Retail Trade	2%
Arts, Entertainment, and Recreation	2%
Agriculture, Forestry, Fishing and Hunting	1%
Administrative and Support and Waste Management and Remediation Services	1%

- **Diverse deposit base, representing many industries and purposes**
- **No concentrations (defined as 2% or more of total deposits) with a single depositor**
- **Average deposit balance for business accounts of \$136,000 and \$27,000 for personal accounts**

*\*Based on unaudited company data as of September 29, 2023*





# LIQUIDITY SOURCES

## Available liquidity

- \$27 million in cash and due from other banks
- \$188 million unencumbered Investments, available to be sold or pledged

## Off Balance sheet sources of liquidity

- \$231 million of unused, available borrowing capacity at the FHLB based on current pledged loans
- \$40 million available at the Federal Reserve Bank based on current pledged loans and HTM securities
- \$110 million in available Fed Funds borrowing lines from other banks
- \$167 million in brokered deposit availability

## Contingent sources

- Additional \$55 million of FHLB borrowing capacity, contingent on increased CRE and Res RE loan pledges



# INVESTMENT PORTFOLIO

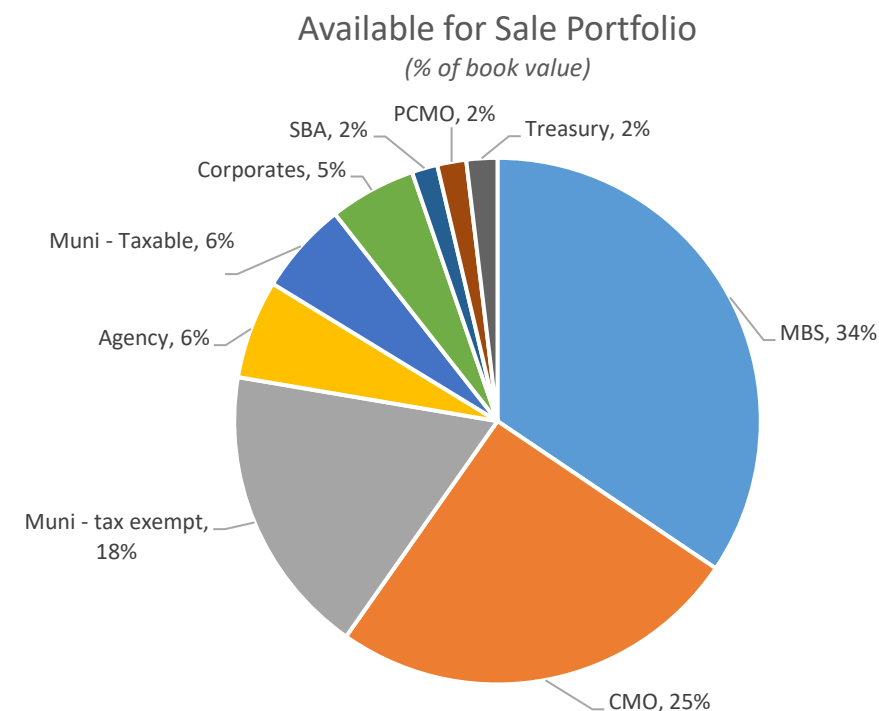
As of 9/30/2023	Available for Sale	Held to Maturity
Book Value	238,470,000	41,317,000
Market Value	206,714,000	
Unrealized Gain (Loss)	(31,756,000)	
AOCI	(22,368,000)	(4,353,000)
Tax Equivalent Yield	2.57%	2.08%
Effective Duration	4.95	9.45

Potential change in market value of the Available-for-Sale portfolio with changes in interest rate:

As of 9/30/2023	Available for Sale
+200bp	(19,557,000)
+100bp	(9,914,000)
-100bp	9,679,000
-200bp	19,149,000

## Reinvestment opportunity in 4Q2023

The Bank sold \$15.6 million from the AFS portfolio at a weighted avg yield of 3.07% and reinvested at a yield of 5.70% with no change in portfolio duration. Transaction resulted in \$544k pre-tax loss with approximately 18 month earn back and \$368k annual increase in interest income.

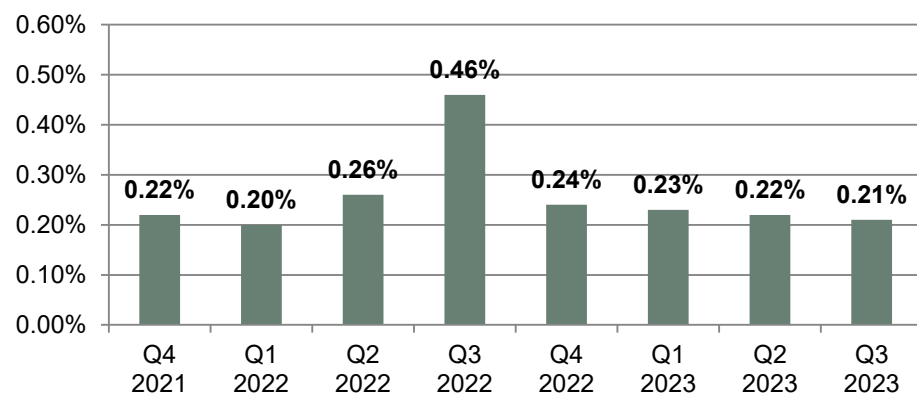


Estimated cash flows in 2024 and 2025 are between \$25 - \$30 million annually.

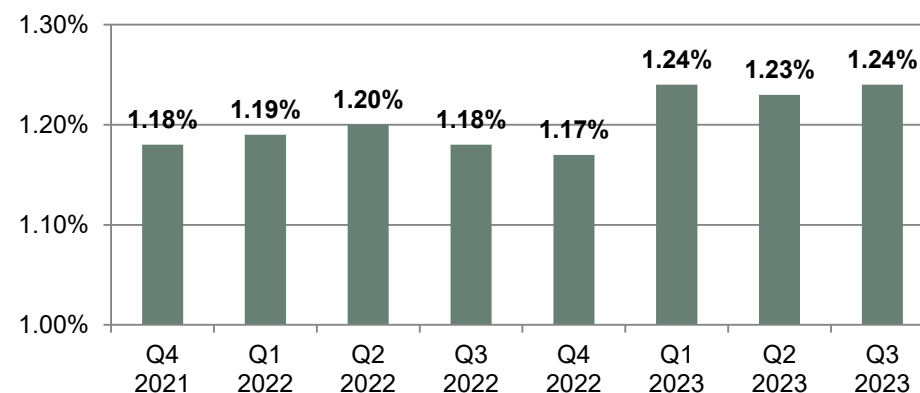


# CREDIT QUALITY TRENDS

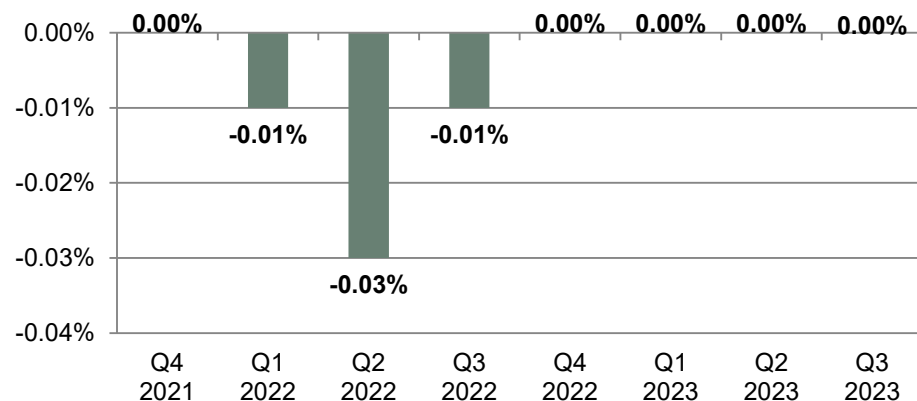
Nonperforming Assets / Total Assets\*



Allowance for Credit Losses / Gross Loans



Net Charge-Offs (Recoveries) / Average Loans



- Nonperforming assets of \$2.7 million, or 0.21% of total assets, as of September 30, 2023
- Allowance for credit losses of \$11.6 million, which represents 1.24% of gross loans
- Adoption of CECL on January 1, 2023 resulted in an additional \$1.3 million of reserve

Source: Unaudited company information, call reports and press releases as of 9/30/2023

\*Excludes troubled debt restructurings



# COMMERCIAL REAL ESTATE (CRE) PORTFOLIO

**Low LTV's and Strong  
DCR's will support  
CRE portfolio**

*(data as July 31, 2023 stress test and  
September 30, 2023 call report)*

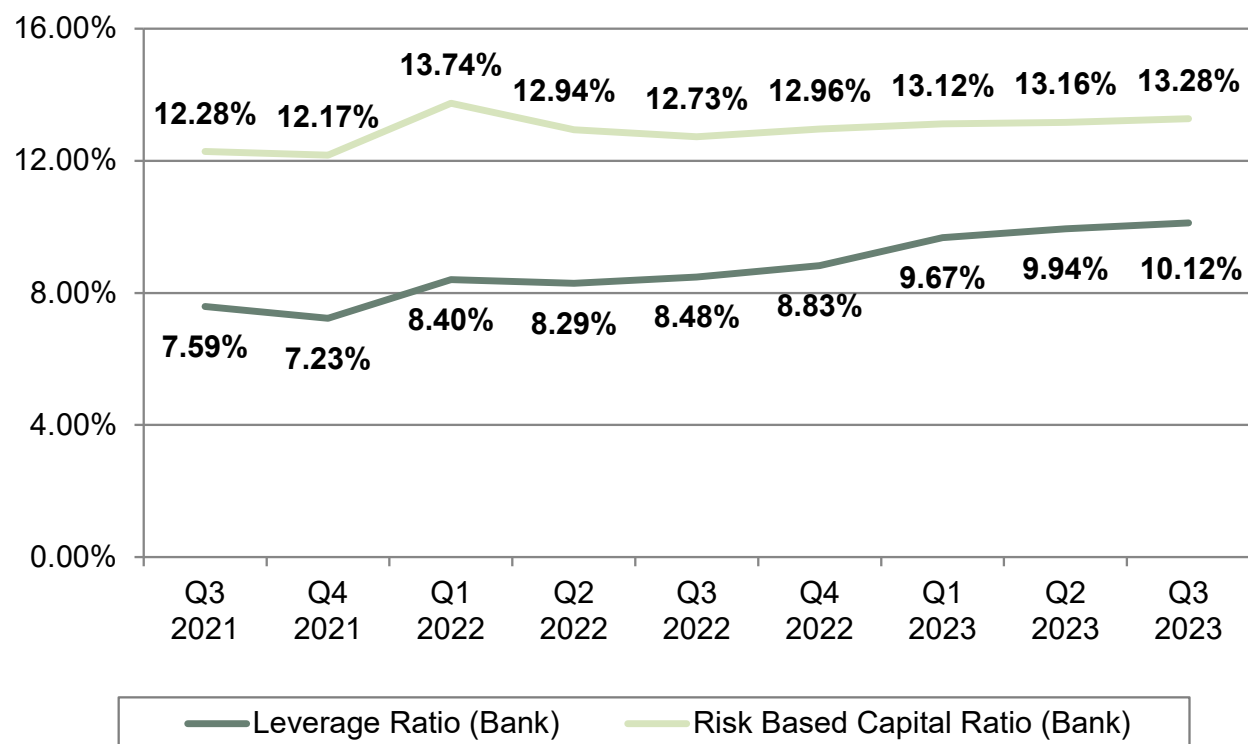
CRE Type	Balance \$ Millions	% Total CRE Portfolio	% Total Bank Capital	Weighted DCR	Weighted LTV	90+ PD NA \$ Millions
Hospitality	\$ 138.0	21%	96%	2.37	49%	\$ -
Retail Non-O/O	\$ 86.6	13%	60%	2.56	46%	\$ -
Multi-Family	\$ 75.0	12%	52%	2.27	48%	\$ -
Office Non-O/O	\$ 65.5	10%	45%	2.77	43%	\$ -
Mixed Use Non-O/O	\$ 64.9	10%	45%	2.32	48%	\$ -
Industrial O/O	\$ 35.2	5%	24%	*	56%	\$ -
Special Purpose O/O	\$ 32.2	5%	22%	*	48%	\$ 2.1
Office O/O	\$ 30.8	5%	21%	*	52%	\$ -
Industrial Non-O/O	\$ 25.9	4%	18%	1.87	46%	\$ -
Other Non-O/O	\$ 18.6	3%	13%	2.37	51%	\$ -
Retail O/O	\$ 14.8	2%	10%	*	53%	\$ -
Athletic Clubs O/O	\$ 13.8	2%	10%	*	37%	\$ -
Farmland	\$ 10.7	2%	7%	*	57%	\$ -
Mini-Storage	\$ 10.8	2%	7%	*	32%	\$ -
Mixed Use O/O	\$ 10.1	2%	7%	*	49%	\$ -
Skilled Nursing O/O	\$ 9.6	1%	7%	*	49%	\$ -
Other O/O	\$ 3.5	1%	2%	*	48%	\$ -
	\$ 646.0	100%	449%			\$ 2.1
Construction & Land (1)			35%			
"All CRE" Ratio (2)			376%			
* = N/A due to global cash flow approach with owner occupied (O/O) CRE or separate real estate and operating entities						
(1) Construction & Land Development funded balance as a % of Total Capital (preliminary Call Report data)						
(2) "All CRE" funded balance per 2007 Interagency Guidance as a % of Total Capital (preliminary Call Report data)						





# CAPITAL ADEQUACY

Bank Capital Ratios

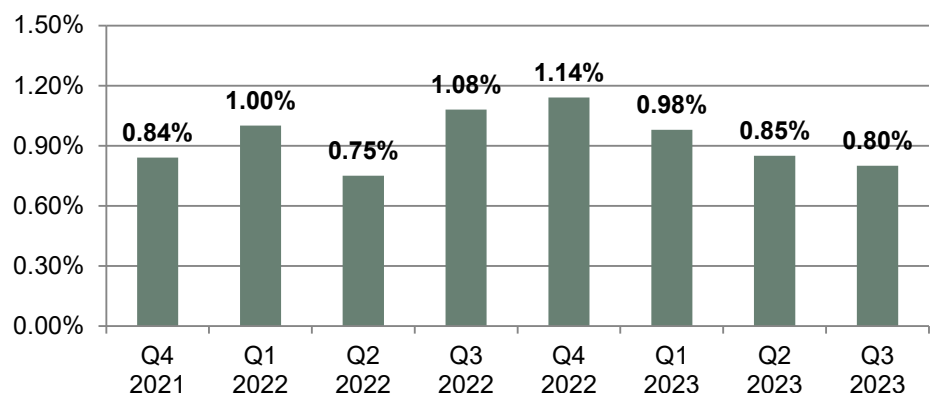


- Tangible common equity ratio of 6.92% at consolidated company-level; which includes the negative impact of \$26.7 million in Accumulated Other Comprehensive Income (AOCI) related to unrealized losses on securities
- Leverage ratio of 10.12% and risk based capital ratio of 13.28% at bank-level
- The Bank could absorb the entire unrealized loss in the AFS portfolio and still maintain Leverage and RBC Capital ratios above the regulatory definition of well capitalized
- Raised \$18.0 million in subordinated notes in February 2022 with a fixed rate of 3.75% for first five years, and SOFR + 212 basis points for last five years

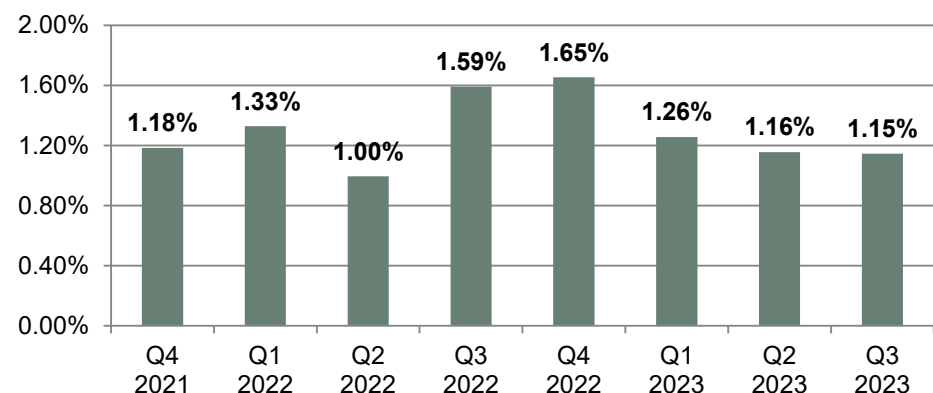


# PROFITABILITY TRENDS

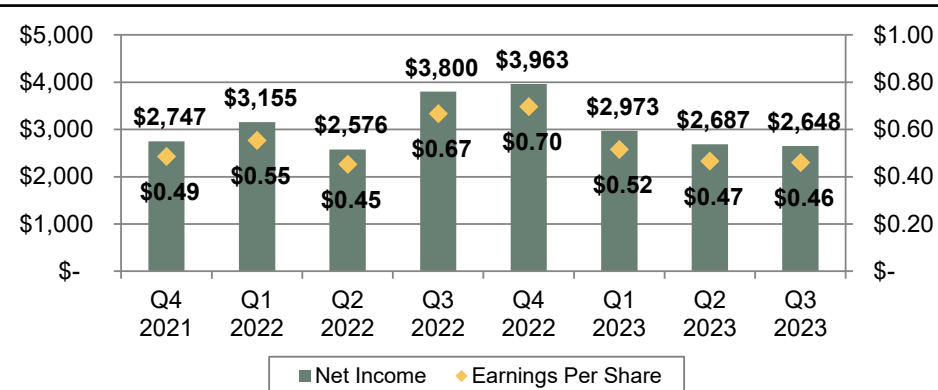
Return on Average Assets



Pre-Tax Return on Average Assets



Net Income (\$000s)

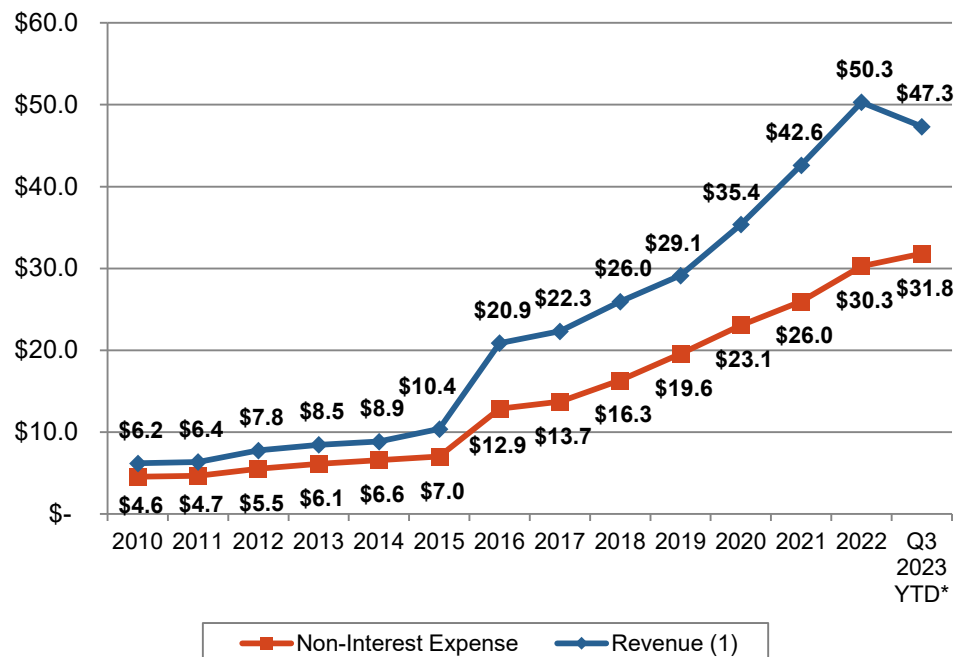


- 0.80% ROAA and 10.98% ROAE with net income of \$2.6 million for Q3 2023, compared to \$3.8 million for Q3 2022
- Earnings per share of \$0.46 for Q3 2023, compared to \$0.67 for Q3 2022 (adjusted for 10% stock dividend issued in November 2022)

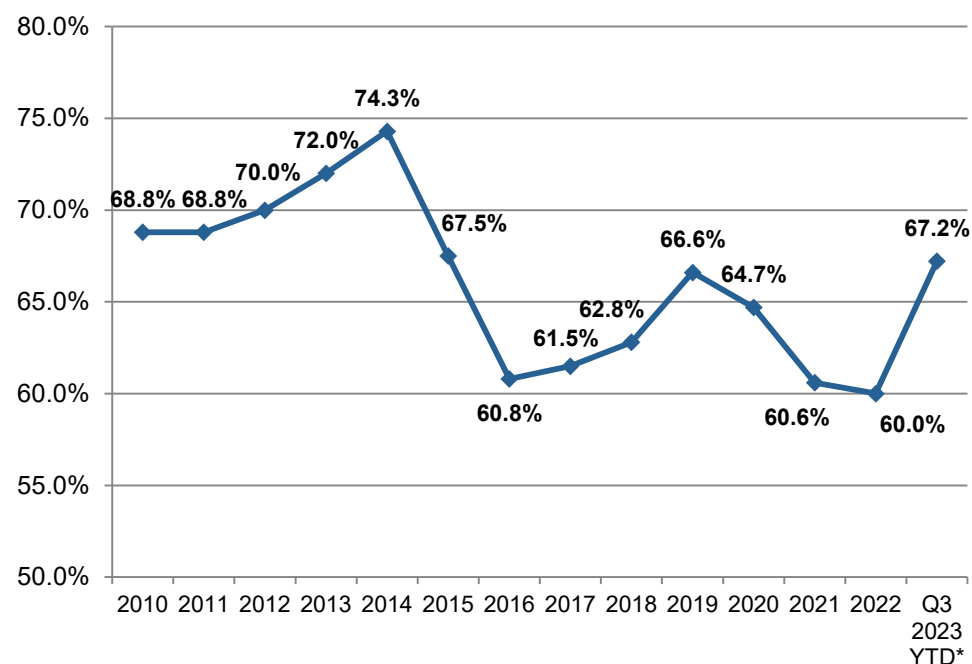


# CREATING OPERATING LEVERAGE

## Revenue vs. Non-Interest Expense



## Efficiency Ratio<sup>(2)</sup>



Source: Unaudited company information, call reports and press releases as of 9/30/2023

Note: All dollars in millions

\*Annualized year-to-date results

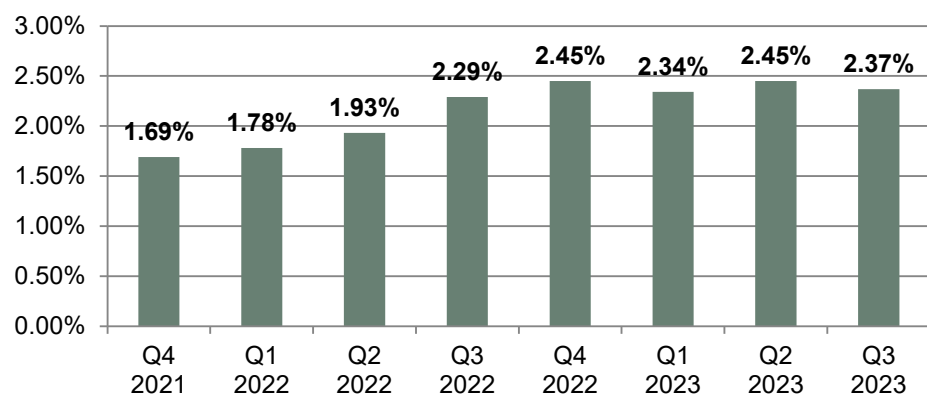
1. Revenue = net interest income + non-interest income. Excludes gain on securities
2. Excludes gain on securities and amortization of core deposit intangible

Occupancy expense was temporarily elevated in 2023 as the Company consolidated Santa Barbara office space during the year. Non-recurring expenses related to technology upgrades are reflected in 2023 data processing expenses. Projects were completed in October 2023 and are expected to result in improved customer functionality, more efficient processes and cost savings in 2024.

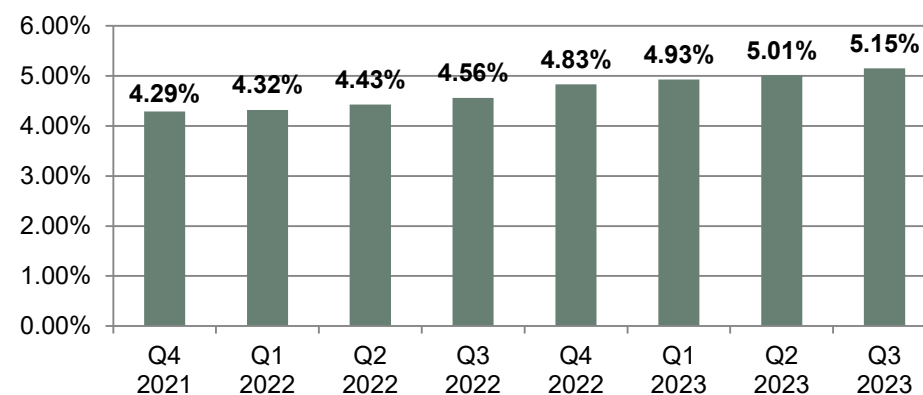


# YIELD & COST TRENDS

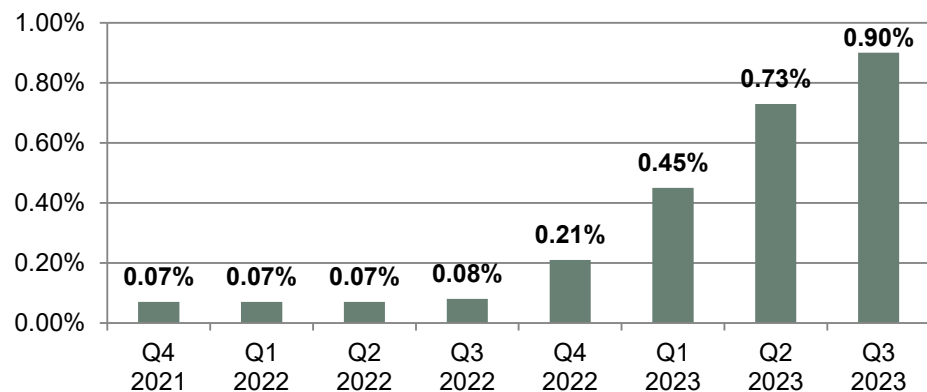
## Yield on Investment Securities



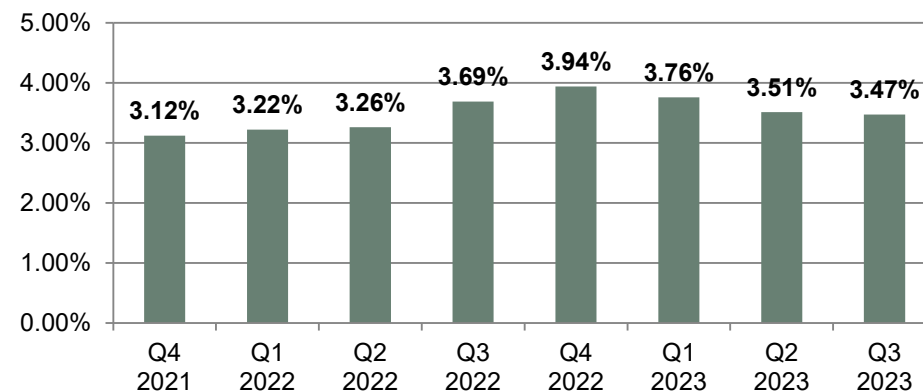
## Yield on Loans



## Cost of Deposits



## Net Interest Margin



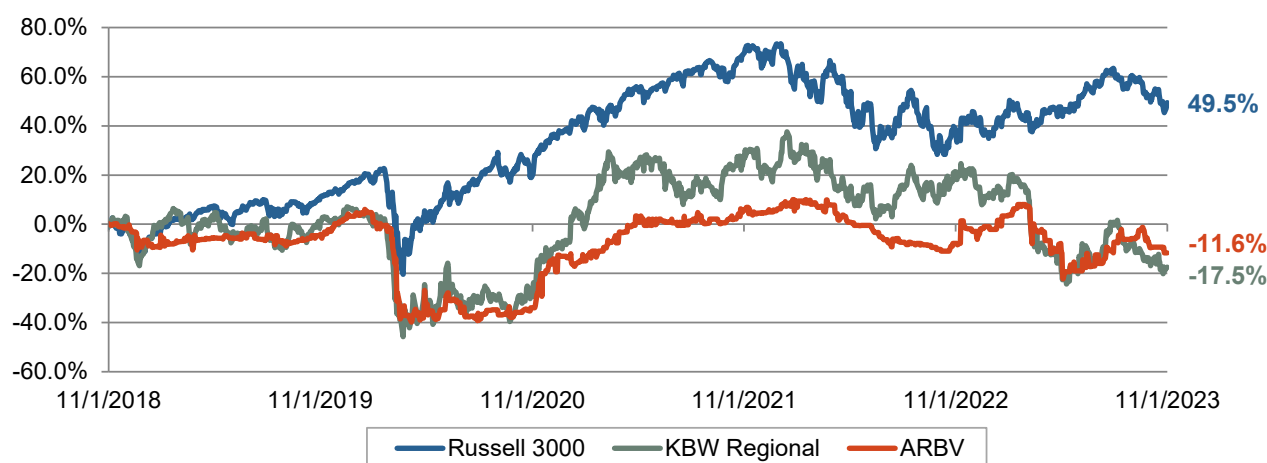
- Net interest margin (NIM) of 3.47% for Q3 2023, compared to 3.69% for Q3 2022
- Weighted average rate of loans in pipeline is over 9%





# STOCK PERFORMANCE

Market Performance – Last Five Years



Periods	Beginning Date	Index			ARBV vs. KBW Regional
		Russell 3000	KBW Regional	ARBV	
30-Day	9/21/2023	-2.6%	-3.6%	-9.3%	-5.7%
60-Day	8/9/2023	-5.9%	-16.5%	-7.5%	9.0%
90-Day	6/27/2023	-3.8%	-3.1%	6.5%	9.6%
Year-To-Date	12/30/2022	9.1%	-26.4%	-9.7%	16.7%
Last Twelve Months	11/1/2022	8.0%	-32.0%	-4.1%	27.9%
Since March 2019 Stock Offering	3/27/2019	46.3%	-12.8%	-1.8%	11.0%
Last Five Years	11/1/2018	49.5%	-17.5%	-11.6%	5.9%

Summary Market Profile

Ticker	ARBV
Exchange	OTCQX
Stock Price	\$ 15.35
Market Cap. (\$MM)	\$ 89
Dividend Yield	0.00%
<u>Average Daily Volume (3 Months)</u>	
Avg. Daily Volume (Shares)	477
Avg. Daily Volume (\$000s)	\$ 7
<u>52-Week High/Low</u>	
52-Week High (3/07/2023)	\$ 18.75
52-Week Low (5/05/2023)	\$ 13.51
% Difference vs. 52-Week High	-18.1%
% Difference vs. 52-Week Low	13.6%
<u>Valuation Ratios</u>	
Price / Tg. Book Value	101.3%
Price / MRQ EPS	8.3x
Price / LTM EPS	7.1x



# MARKET OVERVIEW



# SANTA BARBARA COUNTY

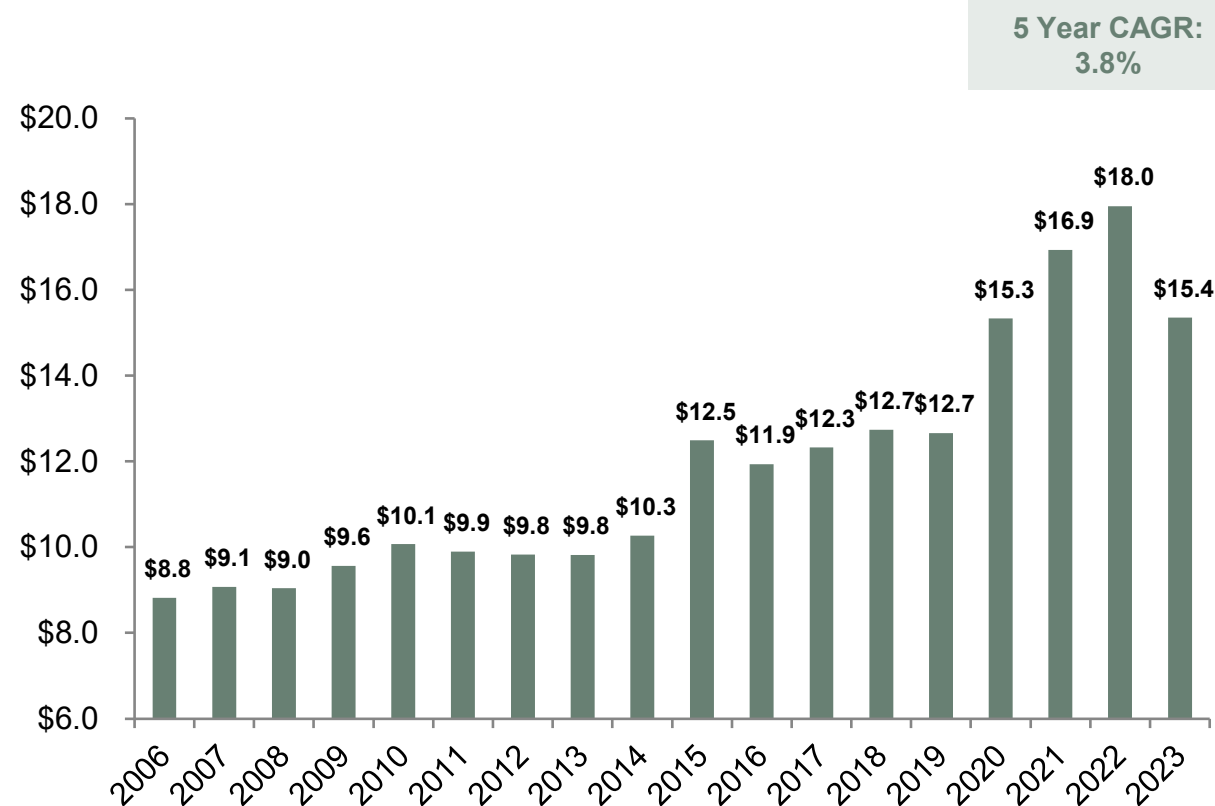
## Economic Overview and Demographic Trends

- ✓ Thriving local economy with meaningful job growth in tourism, professional services, and healthcare sectors
- ✓ Home to UC Santa Barbara, which ranks as the 12<sup>th</sup> best public university in the United States and employs over 10,000 people<sup>(1)</sup>
- ✓ Santa Barbara's population has grown 5.9% since 2010 and is expected to grow 1.2% over the next five years<sup>(2)</sup>
- ✓ Median household incomes for the cities of Santa Barbara and Montecito are \$89,153 and \$169,209, which are 23% and 142% higher than the national average, respectively<sup>(2)</sup>
- ✓ Major employers in Santa Barbara include: Lockheed Martin, Raytheon, Santa Barbara Education System, UC Santa Barbara, and the City of Santa Barbara<sup>(3)</sup>

Note: All dollars in billions, unless noted otherwise. All information is for Santa Barbara County, unless noted otherwise

1. U.S. News & Reports, 2023 Rankings, UCSB Administrative Services
2. S&P Capital IQ Pro
3. Pacific Coast Business Times

## Total Deposits (\$B) – Santa Barbara County





# SAN LUIS OBISPO COUNTY

## Economic Overview and Demographic Trends

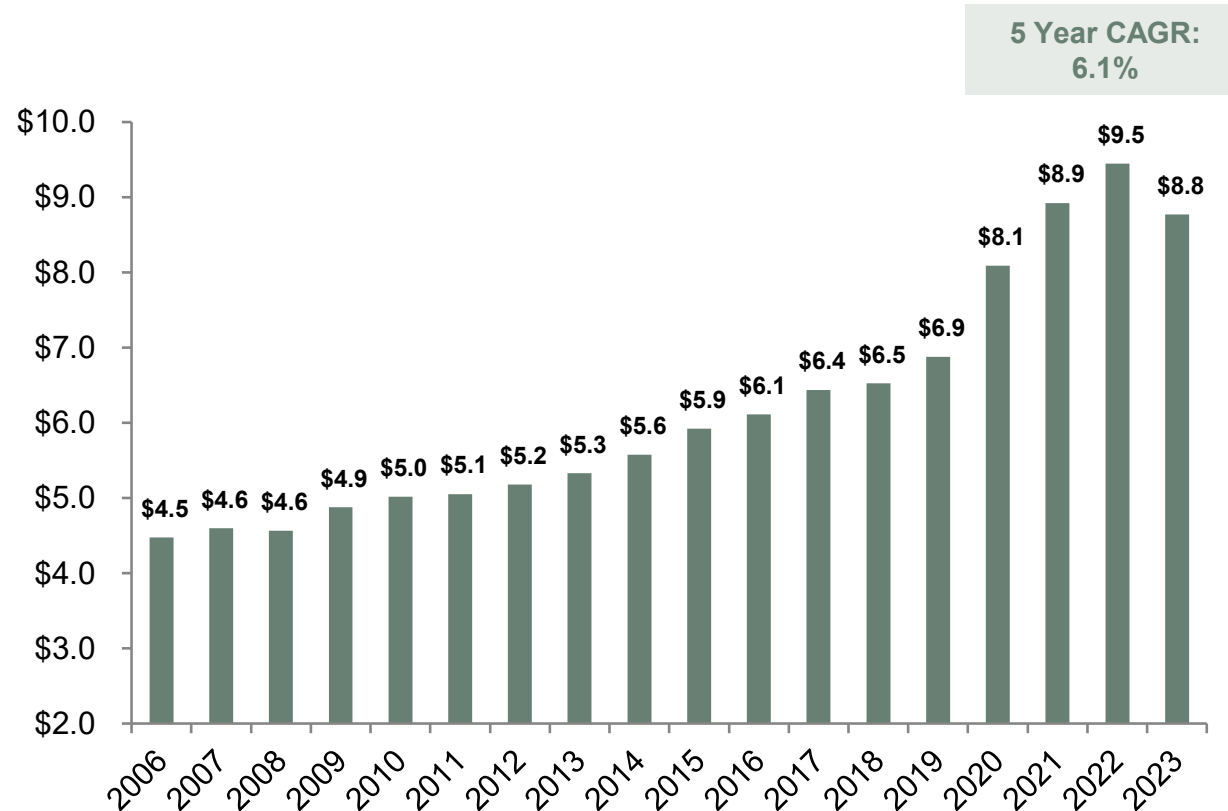
- ✓ Diverse region characterized by agricultural and ranching operations, a robust wine industry, and small-to-mid sized businesses
- ✓ Home to nationally-ranked California Polytechnic State University, which is comprised of approximately 22,000 students and employs over 3,000 faculty and staff<sup>(1)</sup>
- ✓ San Luis Obispo's population has grown 5.5% since 2010 and is expected to grow 1.6% over the next five years<sup>(2)</sup>
- ✓ Median household income for San Luis Obispo is \$84,855, which is 15% higher than the national average<sup>(2)</sup>

Note: All dollars in billions, unless noted otherwise. All information is for San Luis Obispo County, unless noted otherwise

1. Cal Poly, San Luis Obispo Quick Facts

2. S&P Capital IQ Pro

## Total Deposits (\$B) – San Luis Obispo County







# MARKET DISRUPTION LOOKING BACK

10 banks with \$7.2B of deposits in ARBV's footprint have been acquired since 2013, including 5 banks which were headquartered in-market\*

Deposit Market Share\* in 2013

Rank		Institution (State)	Number of Branches	Deposits in Market	Market Share
Total	In-Mkt. HQ				
1	-	Rabobank	33	\$ 2,515,399	16.7%
2	-	Wells Fargo & Co. (CA)	16	\$ 2,514,769	16.7%
3	-	Mitsubishi UFJ Financial Group Inc.	22	\$ 2,306,965	15.3%
4	-	Bank of America Corp. (NC)	14	\$ 1,805,123	12.0%
5	-	JPMorgan Chase & Co. (NY)	21	\$ 1,324,166	8.8%
6	1	Heritage Oaks Bancorp (CA)	12	\$ 886,566	5.9%
7	2	Montecito Bancorp (CA)	7	\$ 879,632	5.8%
8	-	PacWest Bancorp (CA)	9	\$ 418,989	2.8%
9	3	Mission Community Bank (CA)	7	\$ 396,973	2.6%
10	4	Community West Bancshares (CA)	4	\$ 319,415	2.1%
11	-	Northern Trust Corp. (IL)	2	\$ 241,757	1.6%
12	-	U.S. Bancorp (MN)	9	\$ 193,493	1.3%
13	-	Citigroup Inc. (NY)	4	\$ 193,059	1.3%
14	-	BNP Paribas SA / Bank of the West	2	\$ 176,129	1.2%
15	-	First Republic Bank (CA)	1	\$ 161,051	1.1%
16	5	Community Bank of Santa Maria (CA)	3	\$ 156,545	1.0%
17	6	<b>American Riviera Bank (CA)</b>	2	<b>\$ 144,869</b>	<b>1.0%</b>
18	7	Founders Bancorp (CA)	3	\$ 138,445	0.9%
19	8	Bank of Santa Barbara (CA)	2	\$ 137,102	0.9%
20	-	FB Corp. / First Bank (MO)	3	\$ 124,358	0.8%
21	9	Coast Bancorp (CA)	3	\$ 109,733	0.7%
22	-	Columbia Banking System Inc. (WA)	1	\$ 2,858	0.0%
23	-	Dickinson Financial Corp. II (MO)	1	\$ 1,474	0.0%
24	-	Premier Valley Bank (CA)	1	\$ 642	0.0%
Total for All Institutions in Market			183	\$ 15,149,512	
Total Disruption (10 Companies)			94	\$ 7,247,352	48.0%

Deposit Market Share\* in 2023

Rank		Institution (State)	Number of Branches	Deposits in Market	Market Share
Total	In-Mkt. HQ				
1	-	JPMorgan Chase & Co. (NY)	17	\$ 4,434,076	18.4%
2	-	Wells Fargo & Co. (CA)	15	\$ 3,700,230	15.3%
3	-	Bank of America Corp.	11	\$ 3,457,994	14.3%
4	-	Mechanics Bank (TX)	24	\$ 2,753,017	11.4%
5	-	U.S. Bancorp (MN)	17	\$ 2,245,091	9.3%
6	-	Pacific Premier Bancorp (CA)	9	\$ 1,919,722	8.0%
7	1	Montecito Bancorp (CA)	12	\$ 1,625,884	6.7%
8	2	<b>American Riviera Bank (CA)</b>	6	<b>\$ 1,092,874</b>	<b>4.5%</b>
9	3	Community West / Central Valley Community Bncp (CA)	6	\$ 735,991	3.1%
10	-	Banc of California Inc. / PacWest Bancorp (CA)	8	\$ 595,612	2.5%
11	4	Community Bncp of Santa Maria (CA)	2	\$ 373,635	1.5%
12	-	Sierra Bancorp (CA)	5	\$ 263,641	1.1%
13	-	Northern Trust Corp. (IL)	1	\$ 186,640	0.8%
14	-	Heartland Financial USA Inc. (CO)	2	\$ 182,446	0.8%
15	-	FB Corp. (MO)	3	\$ 152,040	0.6%
16	-	Bank of Montreal / Bank of the West	1	\$ 136,696	0.6%
17	-	Palomar Enterprises LLC / F&M Bank of Long Beach (CA)	1	\$ 103,947	0.4%
18	-	Columbia Banking System Inc. (WA)	1	\$ 56,112	0.2%
19	-	1st Capital Bancorp (CA)	1	\$ 54,769	0.2%
20	-	Murphy Bank (CA)	1	\$ 27,269	0.1%
21	-	Mission Bancorp (CA)	1	\$ 19,142	0.1%
22	-	CVB Financial Corp. / Citizens Business Bank (CA)	1	\$ 10,569	0.0%
Total for All Institutions in Market			145	\$ 24,127,397	

Source: S&P Capital IQ Pro, deposit data as of June 30 of respective years

Note: All dollars in thousands

Note: Companies highlighted in tan color represent companies which have been acquired

\*Footprint includes Santa Barbara and San Luis Obispo Counties



# SCARCITY VALUE IN THE CENTRAL COAST OF CALIFORNIA

- ✓ American Riviera is the second largest bank headquartered in the Central Coast of California as ranked by total assets\*
- ✓ No banks headquartered in San Luis Obispo County

Banks Headquartered in the Central Coast of California

Company	County	Assets (\$MM)
★ Montecito Bank & Trust	Santa Barbara	\$ 2,083
★ <b>American Riviera Bancorp</b>	<b>Santa Barbara</b>	<b>\$ 1,269</b>
★ Community West Bank, N.A.	Santa Barbara	\$ 1,140
1st Capital Bancorp	Monterey	\$ 984
Pacific Valley Bancorp	Monterey	\$ 555
★ Community Bank of Santa Maria	Santa Barbara	\$ 393
Monterey County Bank	Monterey	\$ 210

★ = Headquartered in Santa Barbara County

Source: S&P Capital IQ Pro as of the most recent quarter publicly available, ARBV unaudited company information as of 9/30/2023

Note: All dollars in millions

\*Central Coast of California is defined as the counties of Santa Barbara, San Luis Obispo, and Monterey

