



# QUARTERLY FINANCIAL UPDATE

As of June 30, 2024



# 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

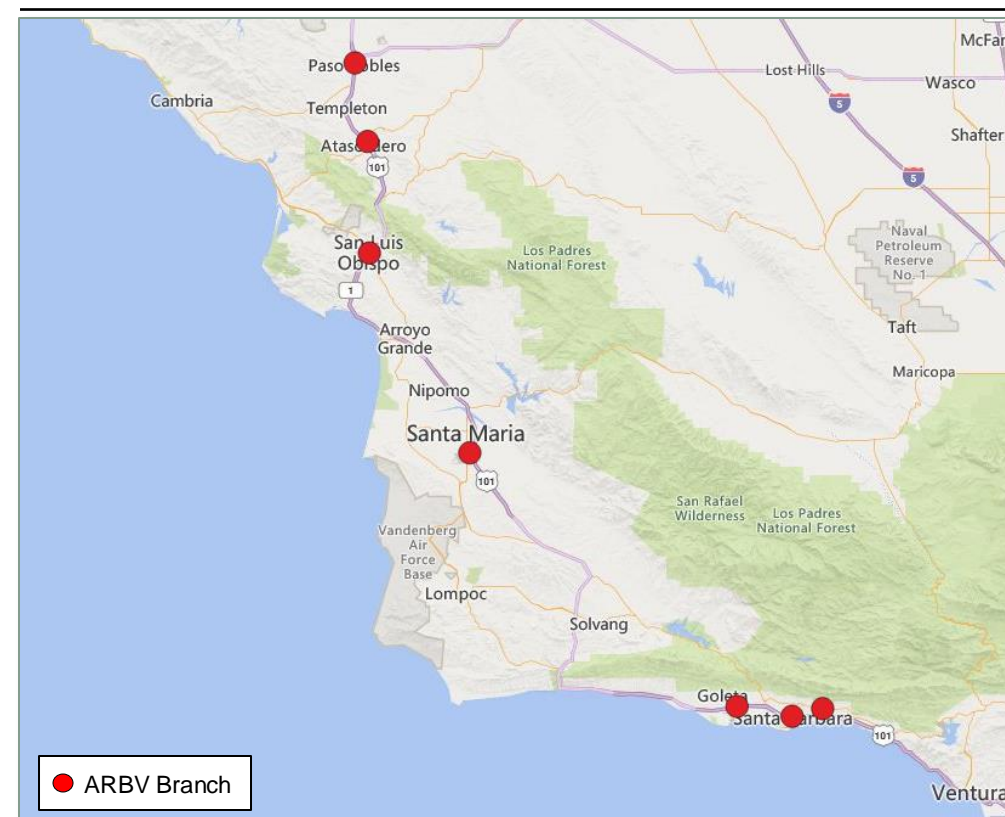
## Company Overview

Bank Name	American Riviera Bank
Headquarters	Santa Barbara, CA
Ticker / Exchange	ARBV / OTCQX
Market Cap.	\$ 102 MM
Outstanding Shares	5,819,759
Client Focus	Real Estate, Small Business, and Professionals
Geography	Central Coast of California
Year Established	2006
Branches	7

## Financial Overview at 6/30/2024

Total Assets	\$1,273 MM	ROAA	0.77%
Gross Loans	\$ 964 MM	ROAE	9.57%
Leverage Ratio*	11.00%	Efficiency Ratio	70.3%
Risk Based Capital Ratio*	13.99%	NIM	3.24%

## Branch Footprint



Source: Unaudited company information and earnings release data, as of 6/30/2024. Market data from S&P Capital IQ Pro, as of 7/31/2024

Note: All dollars in millions

\*Denotes regulatory bank-level financials



# HISTORY OF THE COMPANY




**Montecito**  
525 San Ysidro Rd.  
Montecito, CA 93108  
*Opened in April 2013*  
**Deposits: \$54 million\***

**Paso Robles**  
1601 Spring St.  
Paso Robles, CA 93446  
*Opened in February 2018*  
**Deposits: \$199 million\***

  
**\$8.5 Million  
Common  
Stock  
Offering  
(\$18/share)**  
*Completed March  
2019*

  
**\$1 Billion+  
Assets**  
*\$1,083,442,000  
March 31, 2021  
Call Report*

  
AMERICAN RIVIERA  
BANCORP  
**10% Stock  
Dividend**  
*Record Date:  
November 10,  
2022*

**Santa Maria**  
2065 Miller, Suite 108  
Santa Maria, CA 93455  
*Opened in February 2023*  
**Deposits: \$4 million\***


**Michelle Martinich**  
Joins as Founding CFO  
*June 2005*

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





**Santa Barbara**  
1033 Anacapa St.  
Santa Barbara, CA 93101  
*Opened in July 2006*  
**Deposits: \$562 million\***

**Goleta**  
5880 Calle Real  
Goleta, CA 93117  
*Opened in January 2013*  
*Acquired through merger with BSB*  
**Deposits: \$101 million\***

  
**THE BANK**  
*of Santa Barbara*  
**Acquired The Bank of  
Santa Barbara ("BSB")**  
**Assets: \$177 million\*\***  
*Completed acquisition in January  
2016*

**San Luis Obispo**  
1085 Higuera St.  
San Luis Obispo, CA 93401  
*Opened in May 2019*  
**Deposits: \$152 million\***

  
AMERICAN RIVIERA  
BANCORP  
**American  
Riviera  
Bancorp  
Formation**  
*February 10,  
2022*

  
AMERICAN RIVIERA  
BANCORP  
**\$18 Million  
Subordinated  
Debt issued at  
3.75%, due  
March 2032**  
*Completed February  
28, 2022*

**Atascadero**  
7035 El Camino Real  
Atascadero, CA 93422  
*Opened in June 2024*  
**Deposits: \$3 million\***

\* Unaudited company information as of 6/30/2024.

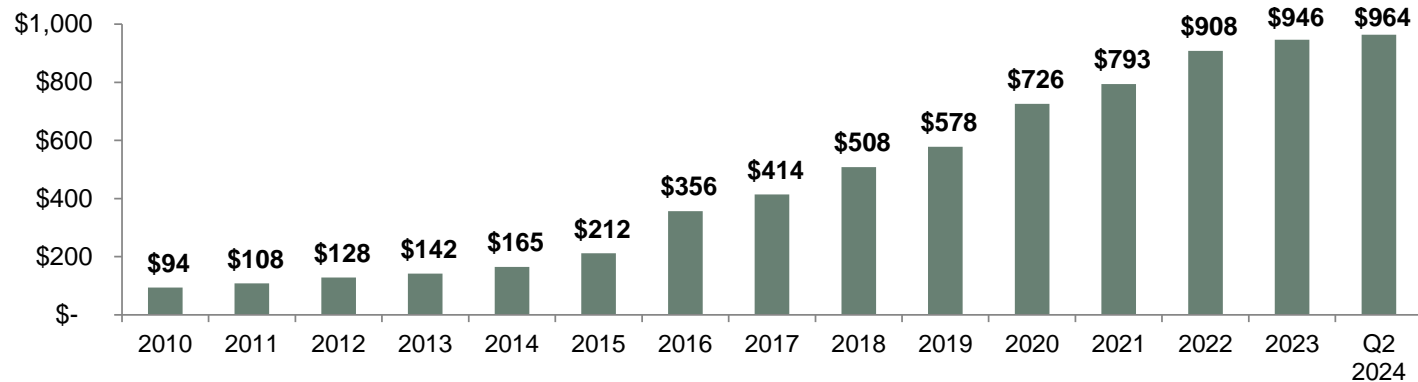
\*\* BSB call report for the quarter ended 12/31/2015, which is the quarter-end prior to acquisition

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



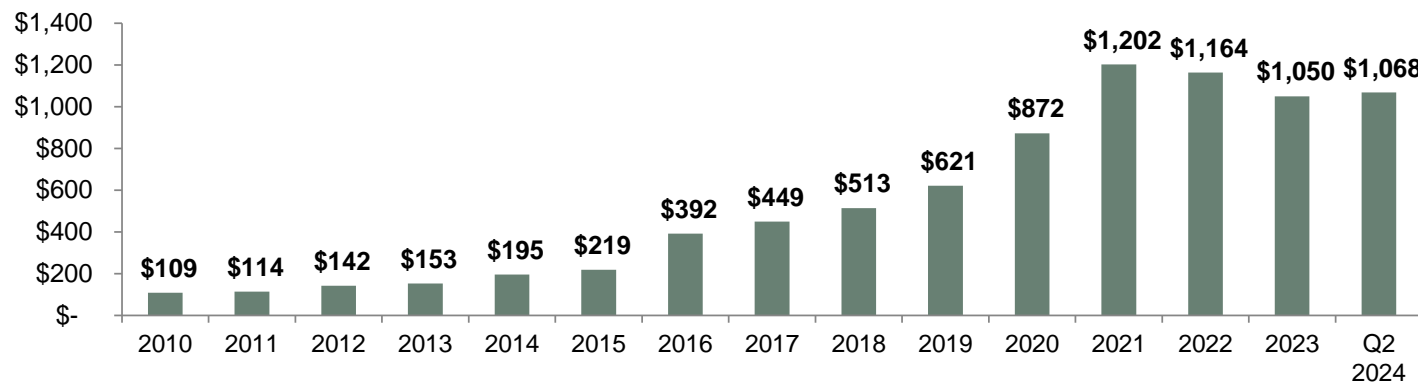
# TRACK RECORD OF ORGANIC & ACQUISITIVE GROWTH

Gross Loans (\$MM)



- ✓ 2% loan growth over the last 12 months
- ✓ Loan-to-deposit ratio of 90.2%
- ✓ 14.2% CAGR since year of merger with Bank of Santa Barbara (12/31/2016)

Total Deposits (\$MM)



- ✓ Non-interest bearing DDA deposits declined by 4% over last 12 months
- ✓ Deposits declined by 1% over the last 12 months
- ✓ 14.3% CAGR since year of merger with Bank of Santa Barbara (12/31/2016)



# 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 30+ 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.



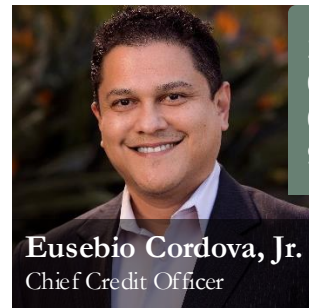
2016

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 25+ 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 20+ years of experience in the Technology and Cybersecurity industries, of which 17 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 40% of total deposits. Demand deposits comprise 50% of total deposits.
- ✓ History of lifting out teams and capitalizing on disruption among competitors in our market (see page 25)
- ✓ Loan to deposit ratio of 90% with \$194 million in available liquidity (excluding pledged securities) on the balance sheet and access to an additional \$404 million to support ongoing growth
- ✓ Attractive, growing footprint of branches 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 \$0.6 million or 0.06% of total loans on non-accrual status
- ✓ Trailing 12-month EPS of \$1.63 = Trading at 10.8x PE ratio, utilizing \$17.58 share price
- ✓ TBV/share excluding AOCI of \$20.85 = Trading at 84% of TBV excluding AOCI (utilizing \$17.58 share price)



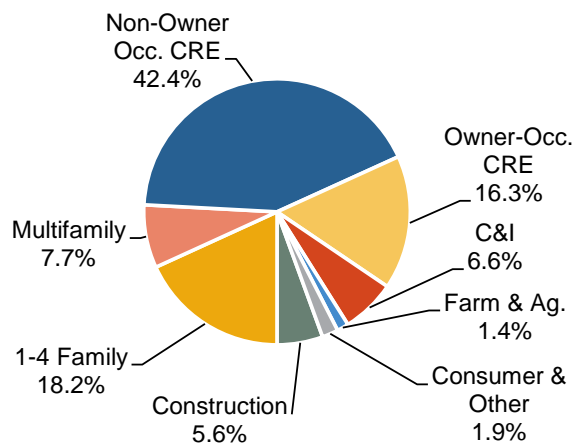
# FINANCIAL OVERVIEW





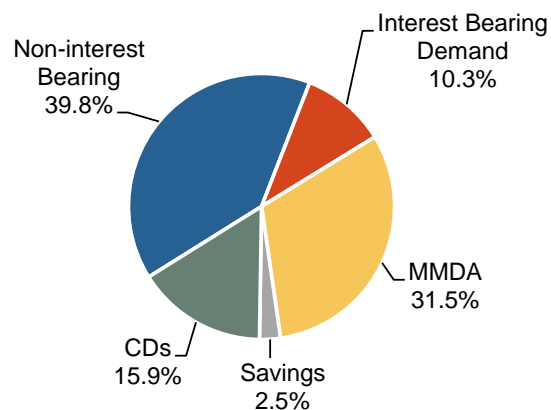
# BALANCE SHEET MIX

## Loan Portfolio



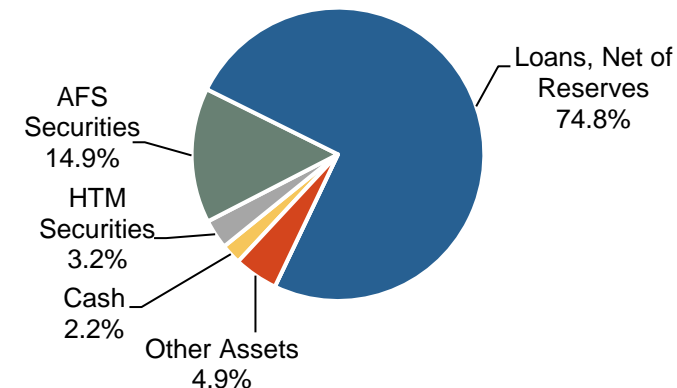
- Gross loans of \$964 million, an increase of \$17 million, or 2%, from December 31, 2023
- 5.45% loan yield in Q2 2024, compared to 5.34% in Q1 2024
- Loan-to-deposit ratio of 90%

## Deposit Base



- Total deposits of \$1.07 billion, an increase of \$18 million, or 2%, from December 31, 2023
- 1.35% cost of deposits in Q2 2024, compared to 1.09% in Q1 2024
- 40% of deposits are non-interest bearing
- 50% of deposits are transaction accounts

## Total Asset Mix

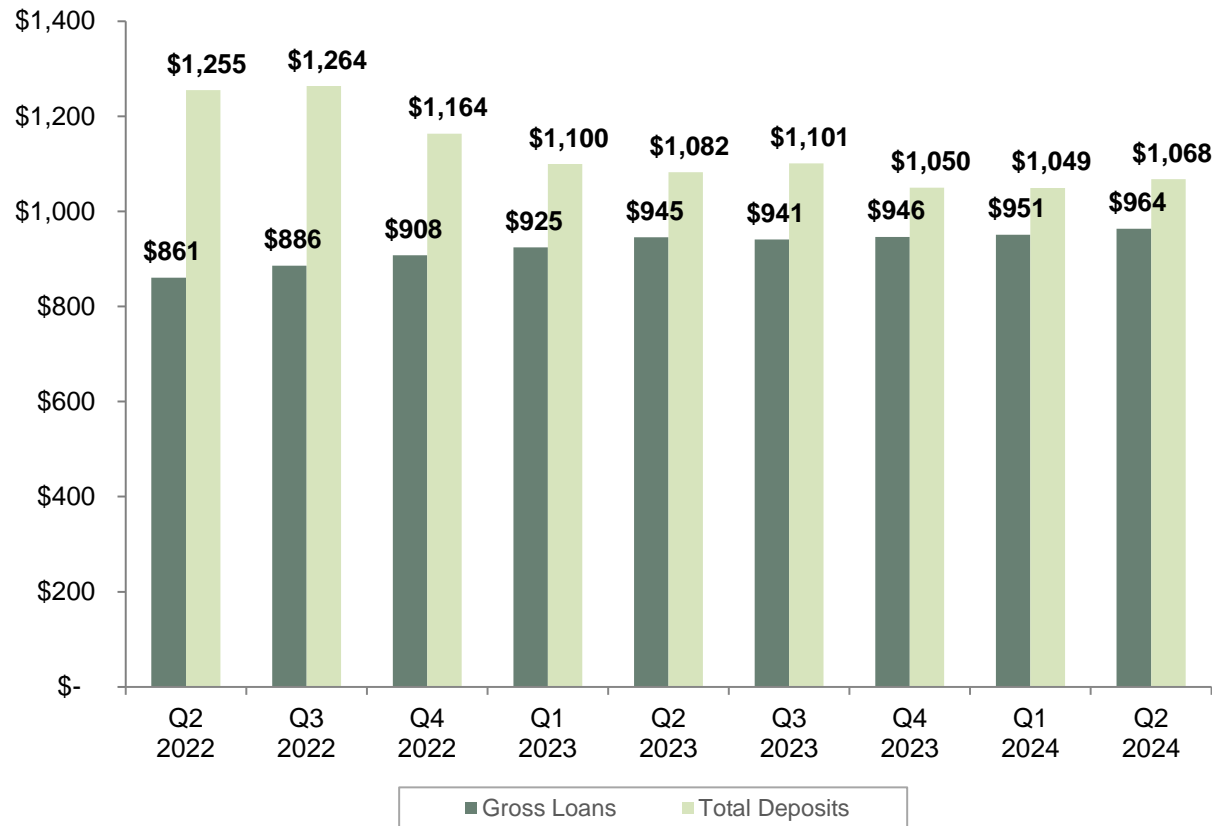


- Total assets of \$1.27 billion
- Total cash and AFS securities of \$218 million, or 17% of assets
- Total HTM securities of \$41 million, or 3% of assets



# BALANCE SHEET BY QUARTER

Loan and Deposit Totals



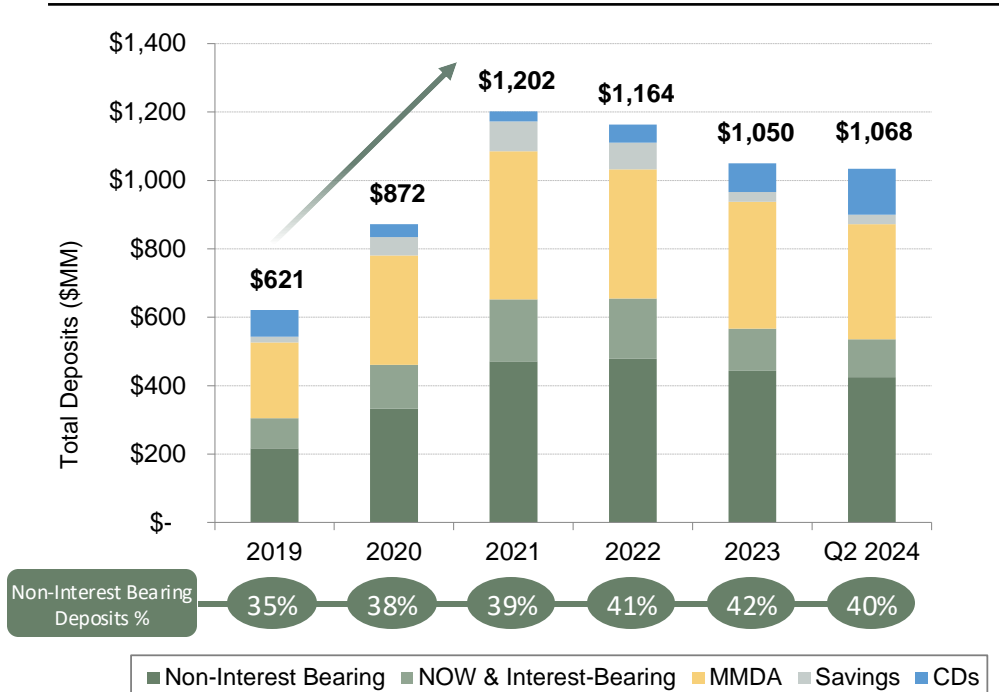
- \$103 million increase in gross loans since Q2 2022, or a CAGR of 5.8%
- \$187 million decrease in total deposits since Q2 2022, or a CAGR of -7.8%
- Loan-to-deposit ratio, reported at 90.2% at June 30, 2024
- Estimated 35.2% of total deposits, less fully collateralized public funds, were uninsured as of June 30, 2024



# CORE DEPOSIT FRANCHISE

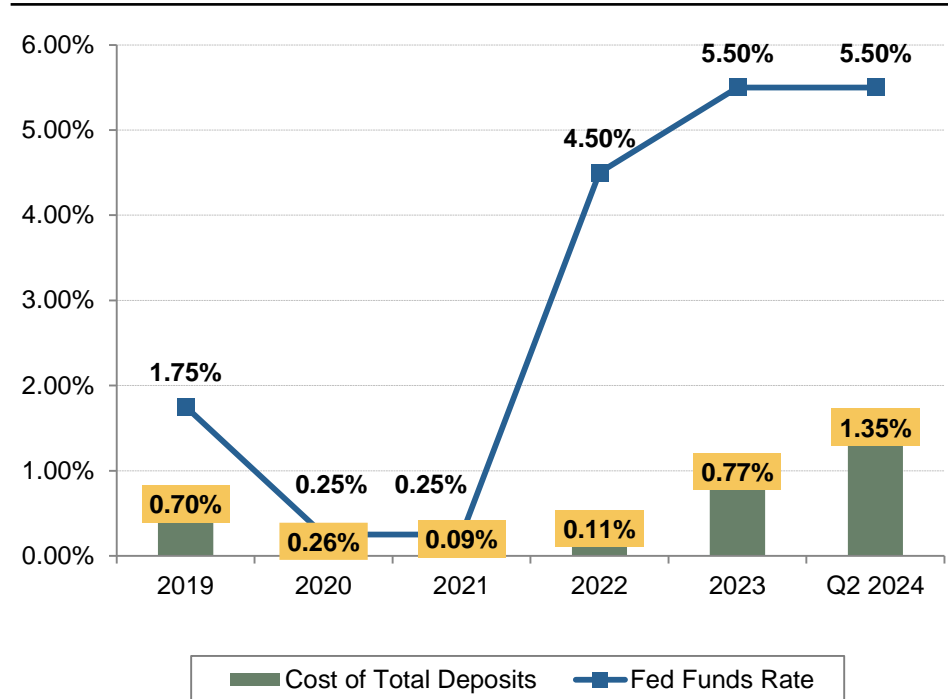
- 40% of deposit mix is from non-interest bearing deposits – stable core funding

Deposit Mix



- 1.35% cost of total deposits in Q2 2024 vs. 2.27% for California bank peers\*

Cost of Deposits vs. Fed Funds Rate



Source: Unaudited company information, call reports and press releases as of 6/30/2024, 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  
 \*Median value for all banks headquartered in California



# DEPOSIT CHARACTERISTICS

Industry Code	Share of total deposits
Personal	30%
Real Estate and Rental and Leasing	12%
Trusts, Estates, and Agency Accounts	9%
Construction	9%
Finance and Insurance	8%
Professional, Scientific, and Technical Services	6%
Accommodation and Food Services	5%
All Others	5%
Other Services (except Public Administration)	5%
Health Care and Social Assistance	2%
Manufacturing	2%
Arts, Entertainment, and Recreation	2%
Wholesale Trade	2%
Agriculture, Forestry, Fishing and Hunting	1%
Administrative and Support and Waste Management and Remediation Services	1%
Retail Trade	1%
<b>Grand Total</b>	<b>100%</b>

- 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 \$126,000 and \$32,000 for personal accounts

*\*Based on unaudited company data as of June 30, 2024*



# LIQUIDITY SOURCES

## Available liquidity

- \$28 million in cash and due from other banks
- \$166 million unencumbered Investments, available to be sold or pledged

## Off Balance sheet sources of liquidity

- \$220 million of unused, available borrowing capacity at the FHLB based on current pledged collateral
- \$41 million available at the Federal Reserve Bank based on current pledged loans and HTM securities
- \$143 million in available Fed Funds borrowing lines from other banks
- \$122 million in brokered deposit availability

## Contingent sources

- Additional \$49 million of FHLB borrowing capacity, contingent on increased CRE and Res RE loan pledges

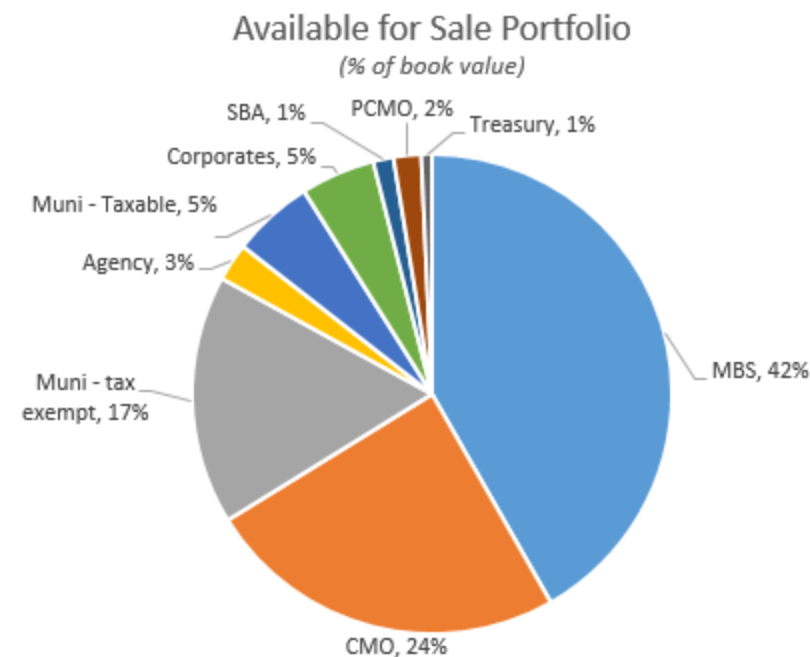


# INVESTMENT PORTFOLIO

As of 6/30/2024 (in 000s)	Available for Sale	Held to Maturity
Book Value	213,479	41,360
Market Value	189,387	
Unrealized Gain (Loss)	(24,092)	
AOCI	(16,970)	(3,957)
Tax Equivalent Yield	2.68%	2.08%
Effective Duration	4.51	7.31

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

As of 6/30/2024 (in 000s)	Available for Sale
+200bp	(17,533)
+100bp	(8,687)
-100bp	7,819
-200bp	15,745

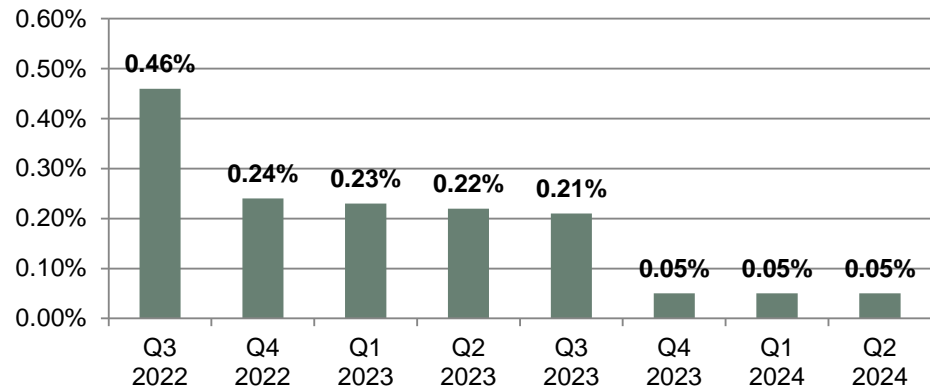


Estimated cash flows for the next two years are between \$22 - \$24 million annually.

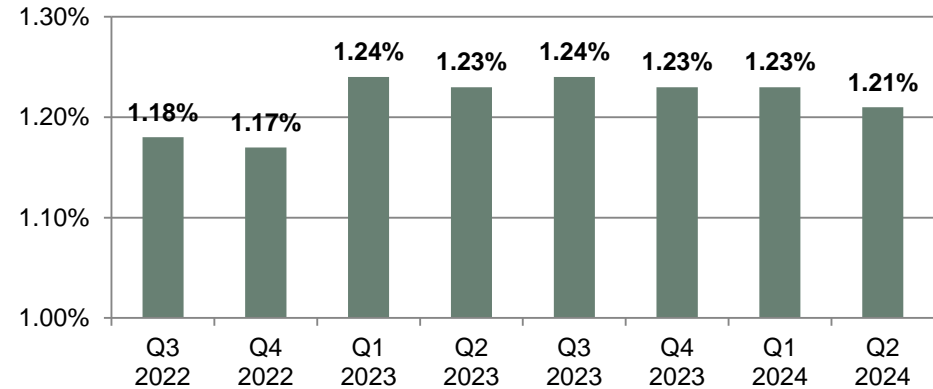


# CREDIT QUALITY TRENDS

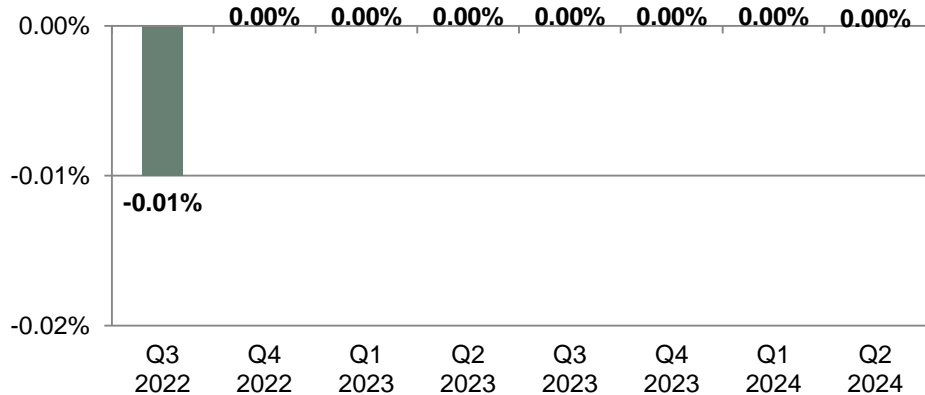
Nonperforming Assets / Total Assets\*



Allowance for Credit Losses / Gross Loans



Net Charge-Offs (Recoveries) / Average Loans



- Nonperforming assets of \$614k, or 0.05% of total assets, as of June 30, 2024
- Allowance for credit losses of \$11.7 million, which represents 1.21% 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 6/30/2024  
 \*Excludes troubled debt restructurings



# COMMERCIAL REAL ESTATE (CRE) PORTFOLIO

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

*(data as January 2024 stress test  
and  
June 30, 2024 call report)*

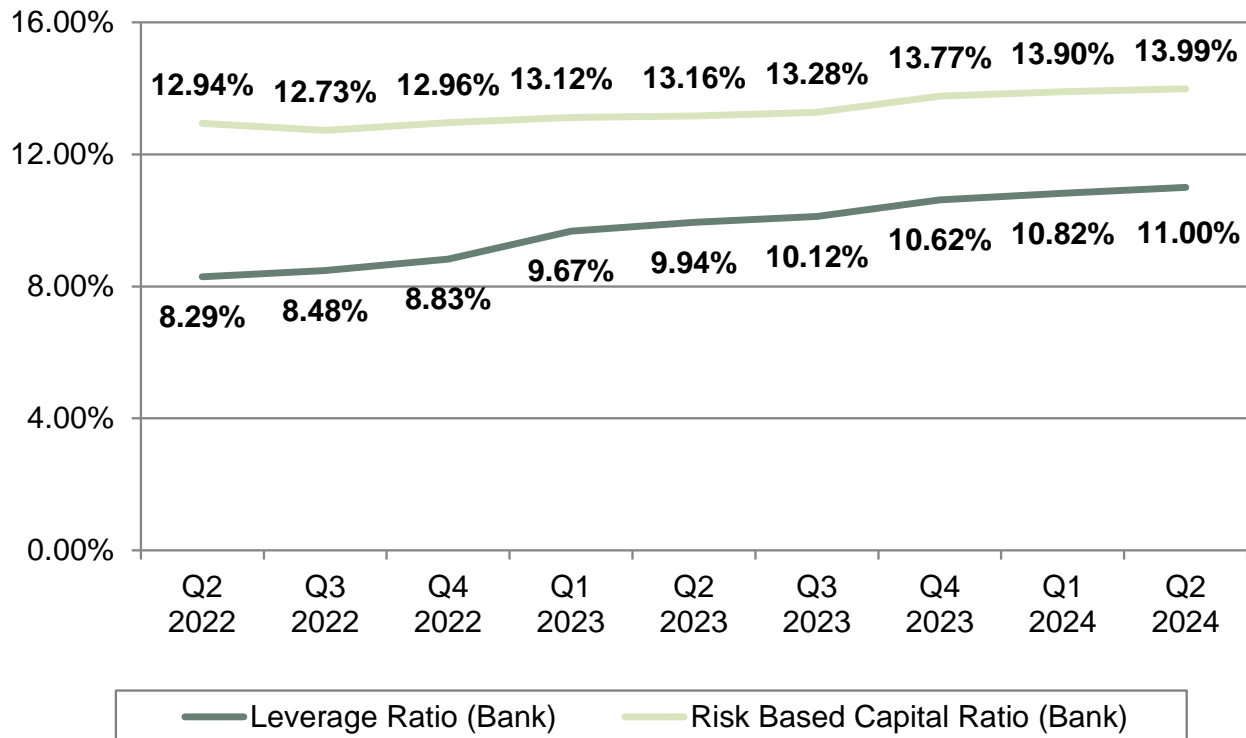
CRE Type	Balance \$ Millions	% Total CRE Portfolio	% Total Bank Capital	Weighted DCR	Weighted LTV	90+ PD NA \$ Millions
Hospitality	\$ 139.7	21%	94%	1.96	47%	\$ -
Office Non-O/O	\$ 83.8	13%	56%	2.26	43%	\$ -
Retail Non-O/O	\$ 75.5	12%	51%	2.76	46%	\$ -
Multi-Family	\$ 74.1	11%	50%	2.43	48%	\$ -
Mixed Use Non-O/O	\$ 55.3	8%	37%	2.35	43%	\$ -
Industrial O/O	\$ 37.3	6%	26%	*	53%	\$ -
Special Purpose O/O	\$ 36.1	6%	24%	*	50%	\$ -
Office O/O	\$ 30.6	5%	21%	*	54%	\$ -
Industrial Non-O/O	\$ 27.7	4%	19%	2.02	40%	\$ -
Other Non-O/O	\$ 16.5	3%	11%	2.28	52%	\$ -
Retail O/O	\$ 14.4	2%	10%	*	53%	\$ -
Athletic Clubs O/O	\$ 13.3	2%	9%	*	36%	\$ -
Mixed Use O/O	\$ 11.3	2%	8%	*	48%	\$ -
Farmland	\$ 11.1	2%	7%	*	51%	\$ -
Mini-Storage	\$ 10.4	2%	7%	*	31%	\$ -
Skilled Nursing O/O	\$ 9.4	1%	6%	*	47%	\$ -
Other O/O	\$ 4.9	1%	3%	*	50%	\$ -
	\$ 651.2	100%	438%			\$ -
Construction & Land (1)			36%			
"All CRE" Ratio (2)			364%			
* = 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

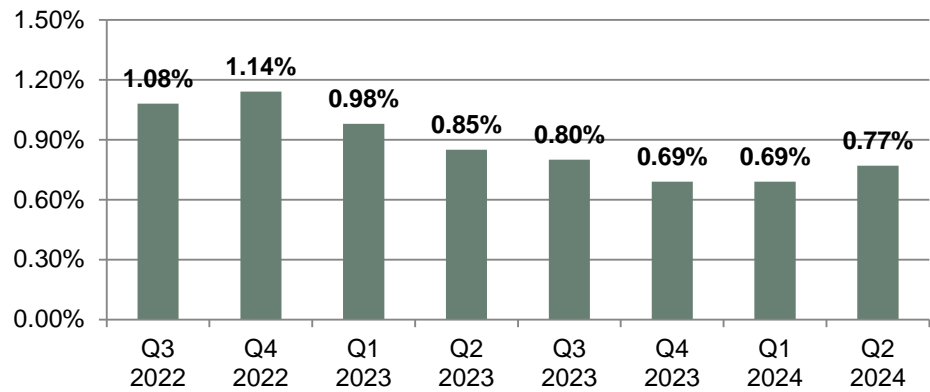


- Tangible common equity ratio of 7.92% at consolidated company-level; which includes the negative impact of \$20.9 million in Accumulated Other Comprehensive Income (AOCI) related to unrealized losses on securities
- Leverage ratio of 11.00% and risk based capital ratio of 13.99% at bank-level
- The 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

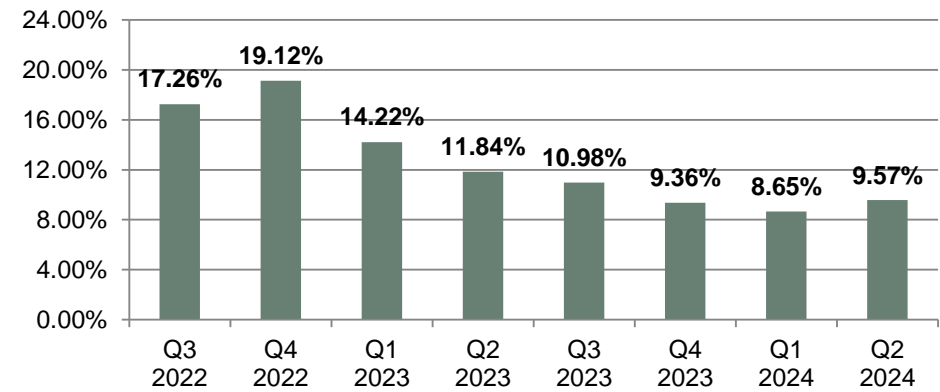


# PROFITABILITY TRENDS

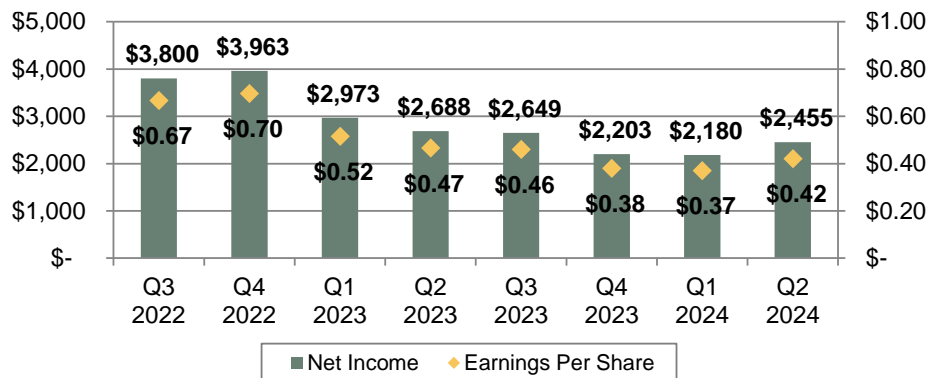
### Return on Average Assets



### Return on Average Equity



### Net Income (\$'000s)

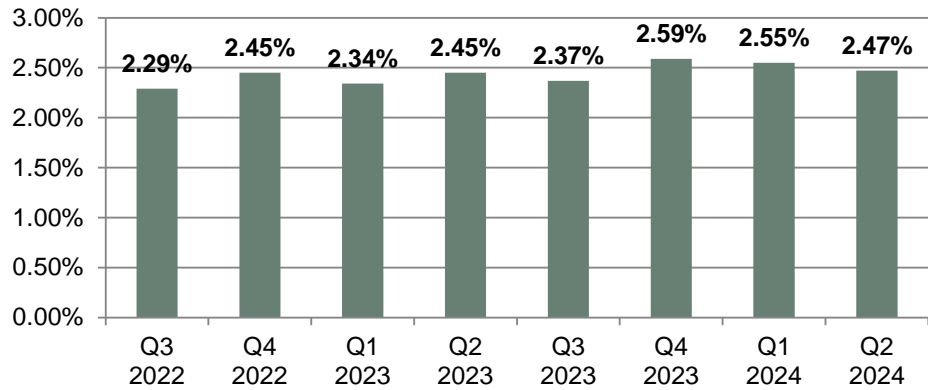


- 0.77% ROAA and 9.57% ROAE with net income of \$2.5 million for Q2 2024 (including non-recurring, pre-tax gain of \$450,000 on the repurchase of \$1.5 million of our subordinated notes)
- Earnings per share of \$0.42 for Q2 2024, compared to \$0.47 for Q2 2023

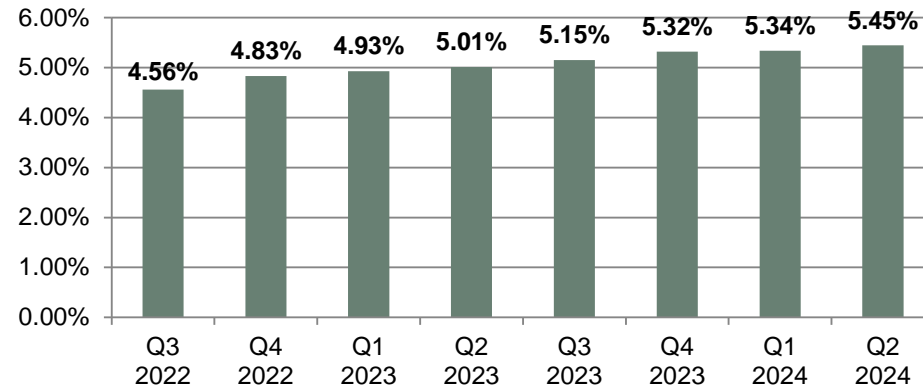


# YIELD & COST TRENDS

### Yield on Investment Securities

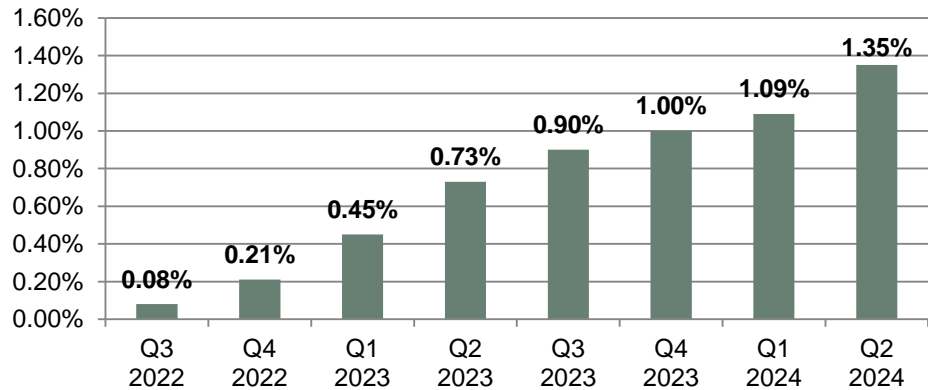


### Yield on Loans

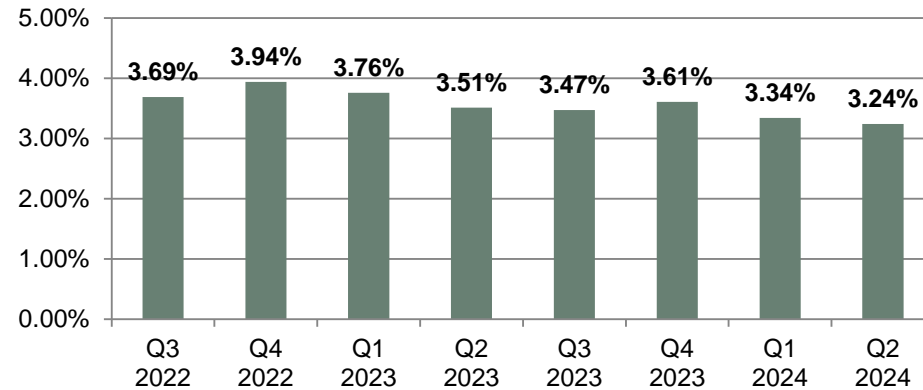


- Yield on loans has increased by 89 basis points over the last 7 quarters

### Cost of Deposits



### Net Interest Margin

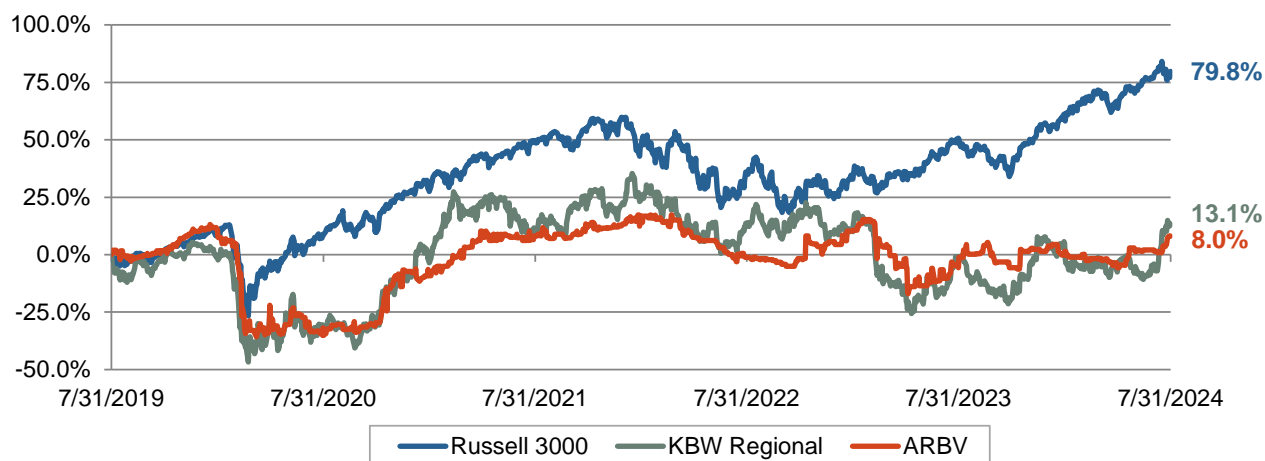


Source: Unaudited company information, call reports and press releases, as of 6/30/2024



# STOCK PERFORMANCE

Market Performance – Last Five Years



Periods	Beginning Date	Index			ARBV vs. KBW Regional
		Russell 3000	KBW Regional	ARBV	
30-Day	6/18/2024	1.5%	24.2%	5.9%	-18.3%
60-Day	5/6/2024	6.4%	15.6%	13.1%	-2.5%
90-Day	3/22/2024	5.3%	18.9%	9.9%	-9.0%
Year-To-Date	12/29/2023	14.8%	6.8%	6.5%	-0.2%
Last Twelve Months	7/31/2023	19.3%	14.1%	14.5%	0.5%
Last Five Years	7/31/2019	79.8%	13.1%	8.0%	-5.0%
Since March 2019 Stock Offering	3/27/2019	90.8%	21.4%	12.4%	-9.0%

Summary Market Profile

Ticker	ARBV
Exchange	OTCQX
Stock Price	\$ 17.58
Market Cap. (\$MM)	\$ 102
Dividend Yield	0.00%
<u>Average Daily Volume (3 Months)</u>	
Avg. Daily Volume (Shares)	5,493
Avg. Daily Volume (\$000s)	\$ 97
<u>52-Week High/Low</u>	
52-Week High (7/29/2024)	\$ 17.87
52-Week Low (11/10/2023)	\$ 14.85
% Difference vs. 52-Week High	-1.6%
% Difference vs. 52-Week Low	18.4%
<u>Valuation Ratios</u>	
Price / Tg. Book Value	101.9%
Price / MRQ EPS	10.5x
Price / LTM EPS	10.8x



# MARKET OVERVIEW

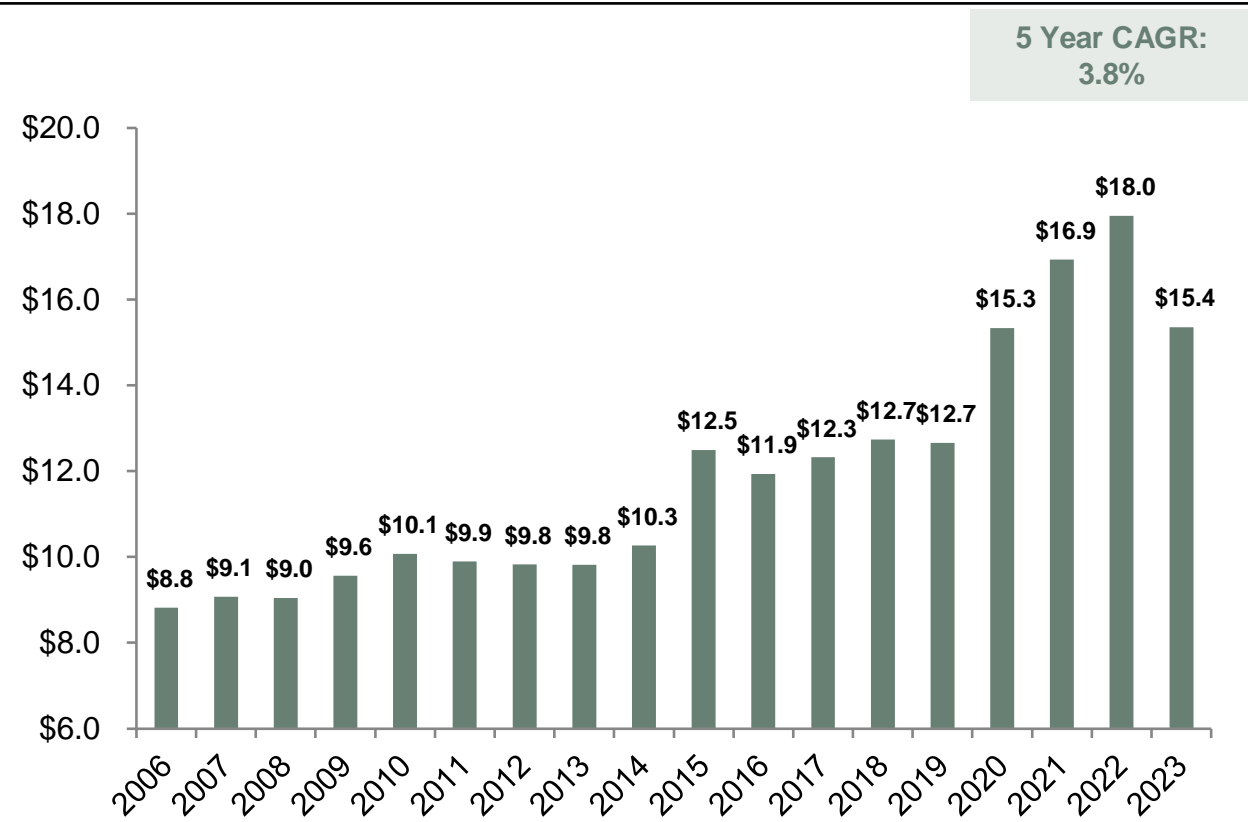


# SANTA BARBARA COUNTY

## 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 5.6% since 2010 and is expected to grow 1.5% over the next five years<sup>(2)</sup>
- ✓ Median household incomes for the cities of Santa Barbara and Montecito are \$98,450 and \$182,901, which are 30% and 141% 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>

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



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

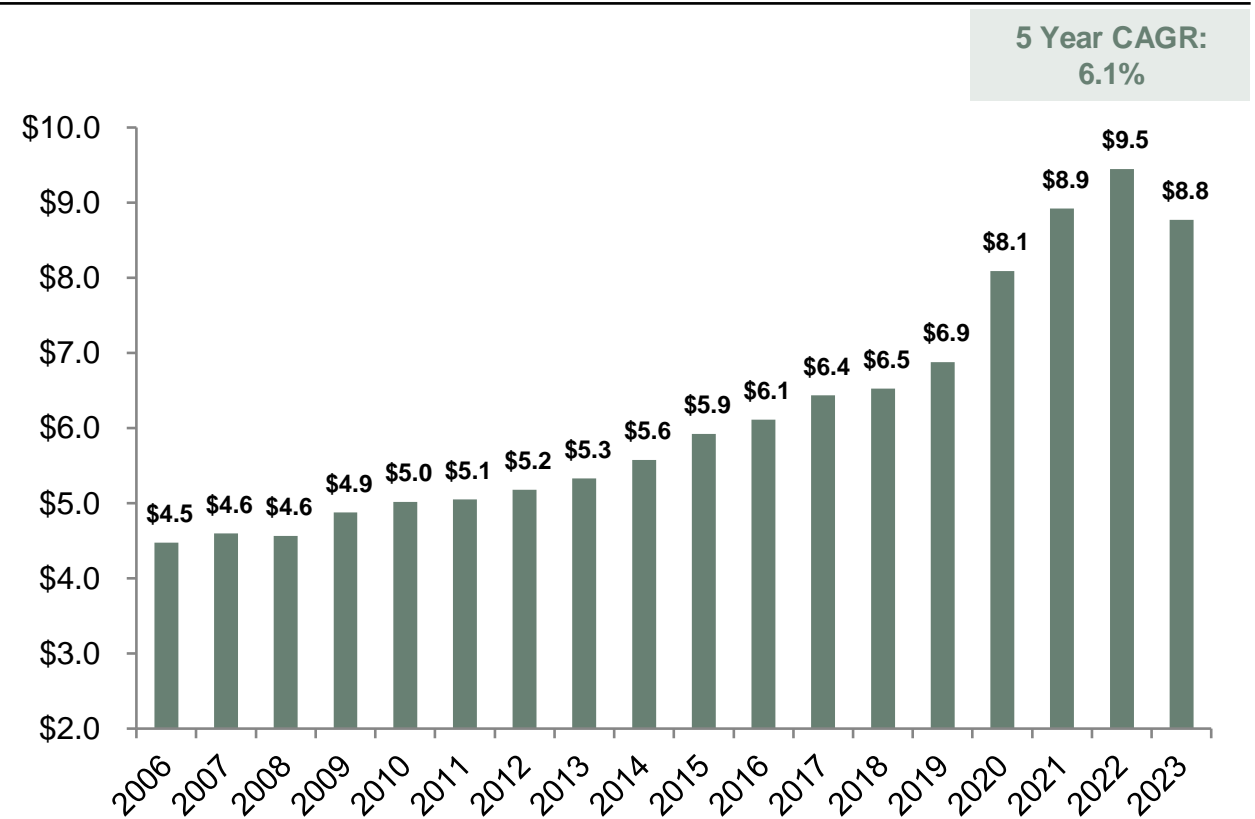


# SAN LUIS OBISPO COUNTY

## 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 5.2% since 2010 and is expected to grow 2.1% over the next five years<sup>(2)</sup>
- ✓ Median household income for San Luis Obispo is \$88,014, which is 16% higher than the national average<sup>(2)</sup>

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



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



# MARKET DISRUPTION LOOKING BACK

12 banks with \$7.6B of deposits in ARBV's footprint have been acquired since 2013, including 6 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	\$ 144,869	1.0%
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 (12 Companies)			99	\$ 7,567,409	50.2%

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	\$ 1,092,874	4.5%
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. / UMB Financial Co. (MO)	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 / West Coast Community Bncp. (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 or are pending acquisition targets

\*Footprint includes Santa Barbara and San Luis Obispo Counties





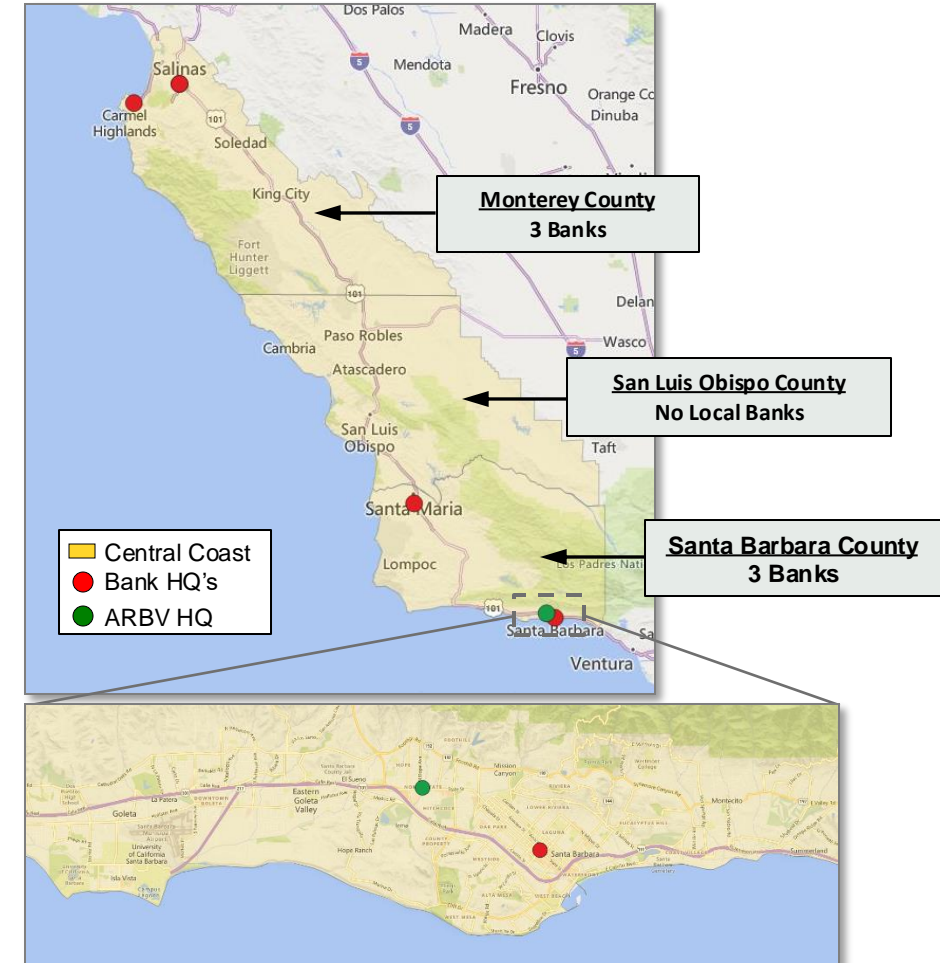
# SCARCITY VALUE IN THE CENTRAL COAST OF CALIFORNIA

- ✓ 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	\$ 2,123
★ <b>American Riviera Bancorp</b>	<b>Santa Barbara</b>	<b>\$ 1,273</b>
1st Capital Bancorp**	Monterey	\$ 1,042
Pacific Valley Bancorp	Monterey	\$ 534
★ Community Bank of Santa Maria	Santa Barbara	\$ 405
Monterey County Bank	Monterey	\$ 197

★ = 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 the most recent quarter available

Note: All dollars in millions

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

\*\*Merger with West Coast Community Bancorp announced Q2 2024