



QUARTERLY FINANCIAL UPDATE

As of March 31, 2026



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.	\$ 152 MM
Outstanding Shares	5,750,168
Client Focus	Real Estate, Small Business, and Professionals
Geography	Central Coast of California
Year Established	2006
Full-Service Branches	7
Lending Centers	2

Financial Overview at 3/31/2026

Total Assets	\$1,423 MM	ROAA**	1.16%
Gross Loans	\$1,099 MM	ROAE**	12.30%
Leverage Ratio*	11.16%	Efficiency Ratio**	63.6%
Risk-Based Capital Ratio*	13.82%	NIM**	3.97%

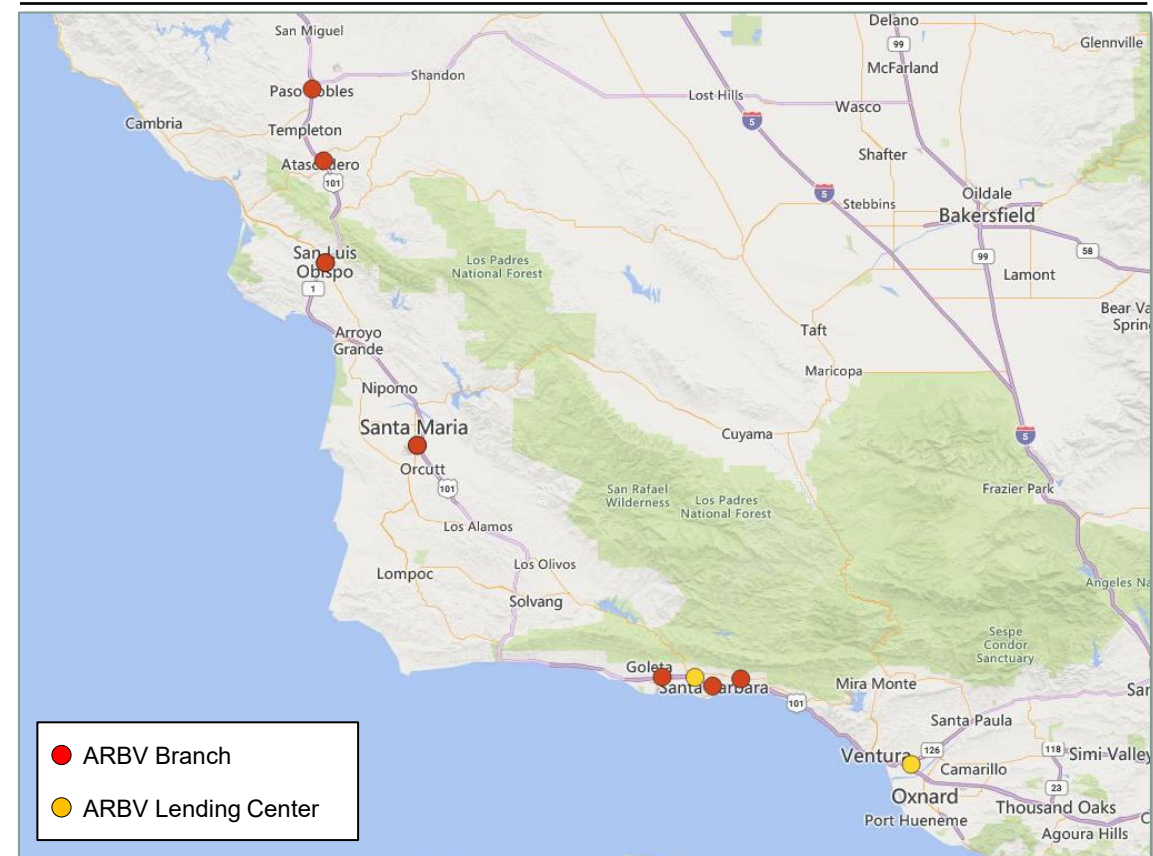
Source: Unaudited company information and earnings release data, as of 3/31/2026. Market data from S&P Capital IQ Pro, as of 4/28/2026

Note: All dollars in millions

*Denotes regulatory bank-level financials

**First quarter 2026 annualized results

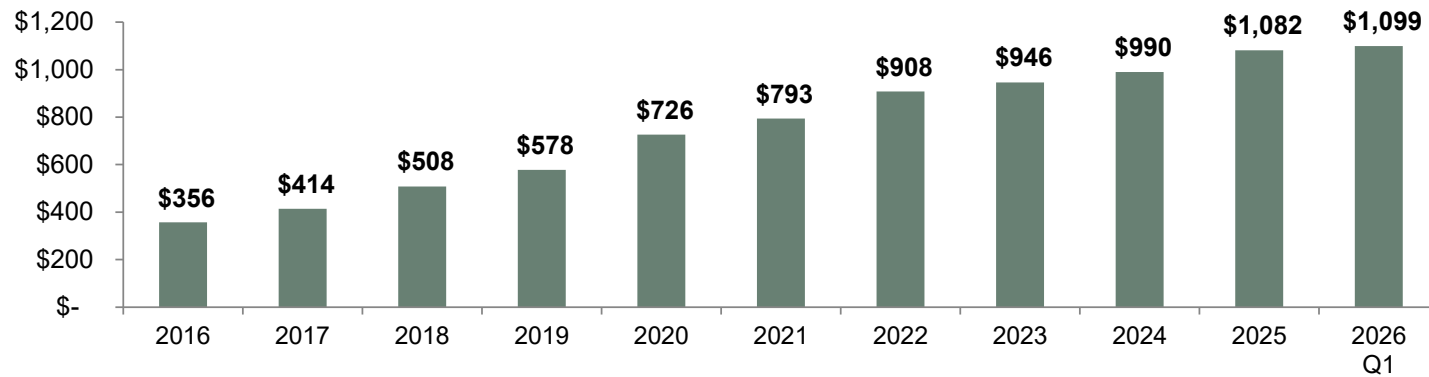
Branch Footprint





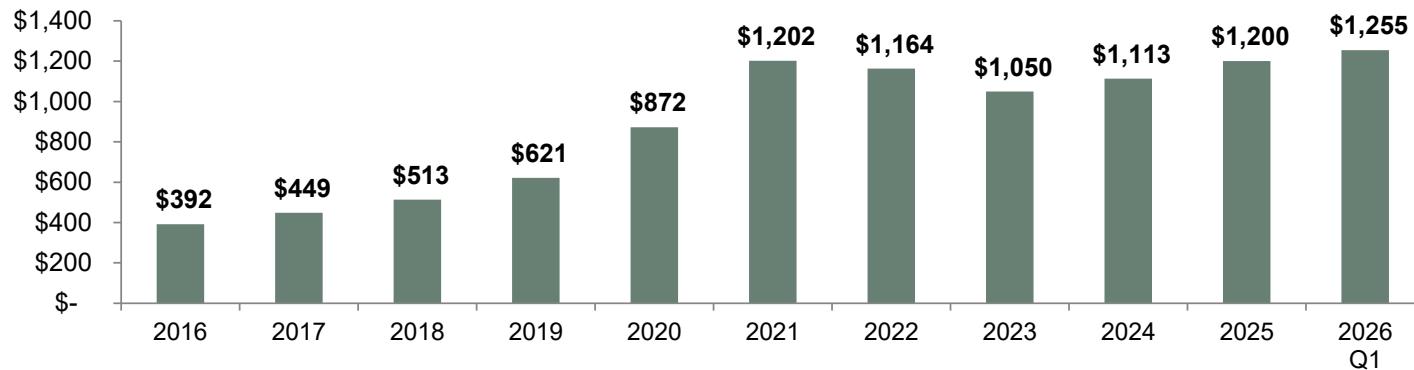
TRACK RECORD OF ORGANIC & ACQUISITIVE GROWTH

Gross Loans (\$MM)



- ✓ 11% loan growth over the last 12 months
- ✓ 13% CAGR since year of merger with Bank of Santa Barbara (12/31/2016)
- ✓ 2017-2019 expansion into San Luis Obispo County

Total Deposits (\$MM)



- ✓ Deposits increased by 11% over the last 12 months, with zero wholesale-funded certificates of deposit as of March 31, 2026
- ✓ 13% CAGR since year of merger with Bank of Santa Barbara (12/31/2016)

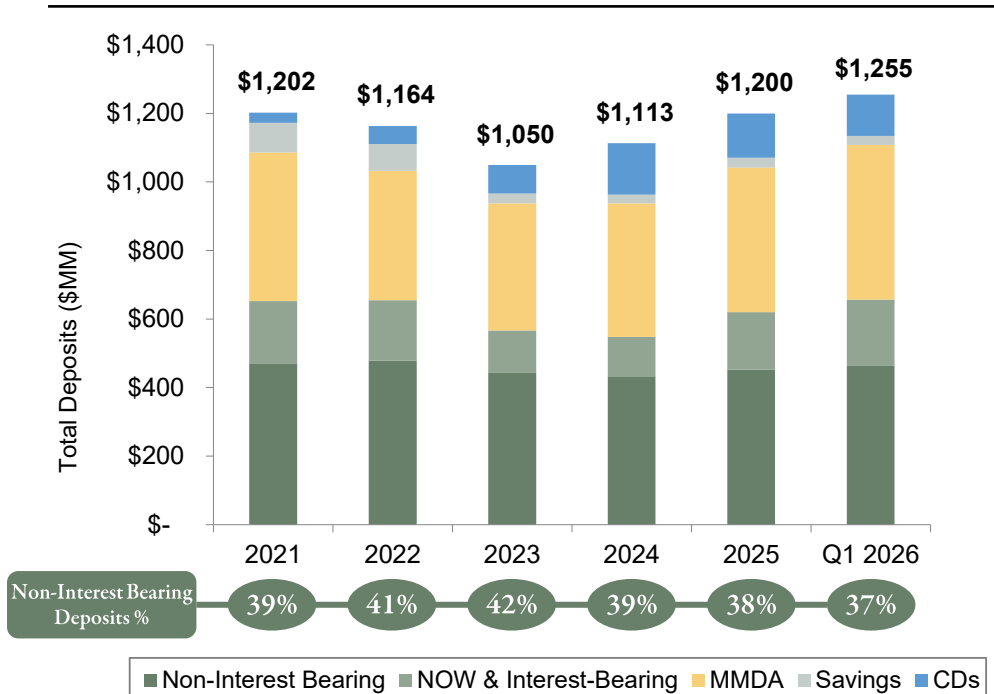


A CORE DEPOSIT FRANCHISE

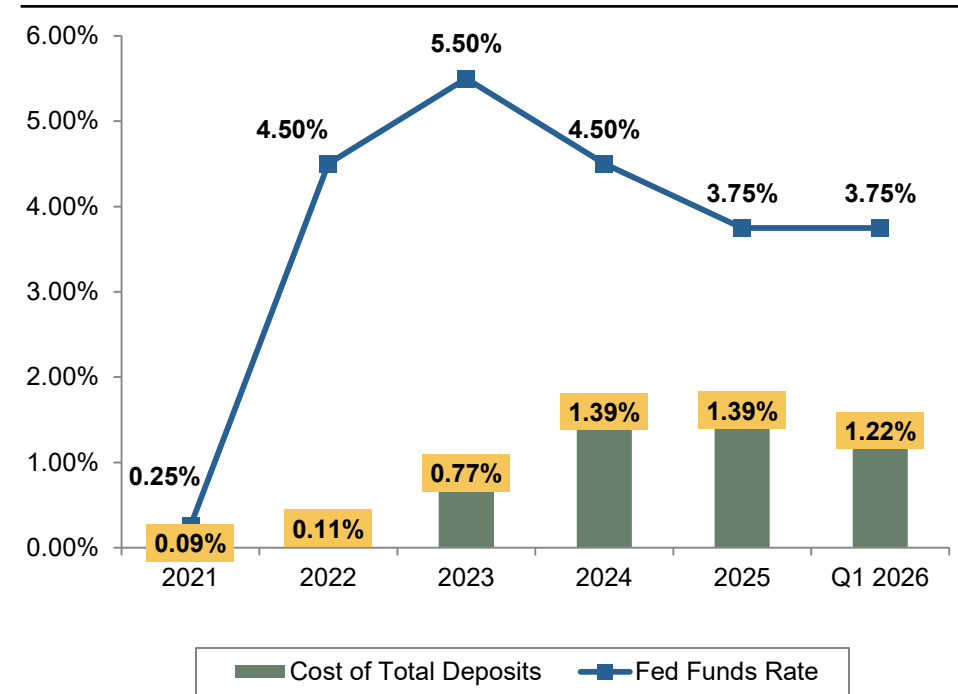
- Average non-maturity deposit balance for business accounts of \$135,000 and \$40,000 for personal accounts

- 1.22% cost of total deposits in Q1 2026 vs. 1.91% for California bank peers*

Deposit Mix



Cost of Deposits vs. Fed Funds Rate

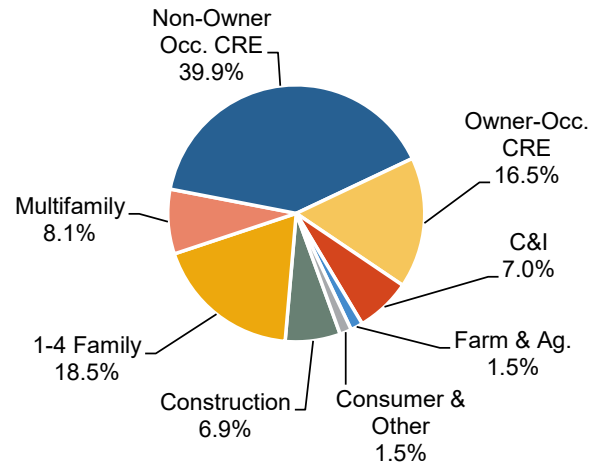


Source: Unaudited company information, call reports and press releases as of 3/31/2026, and Federal Reserve website
 Note: Fed Funds rate represents FOMC's high-end of target federal funds rate as of the end of each respective period
 Note: All dollars in millions
 *Median value for all banks headquartered in California as of the most recent quarter publicly available



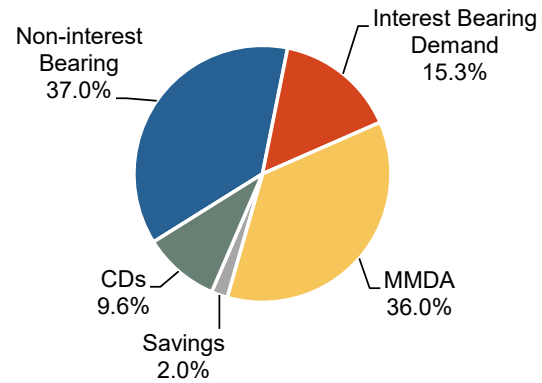
BALANCE SHEET MIX

Loan Portfolio



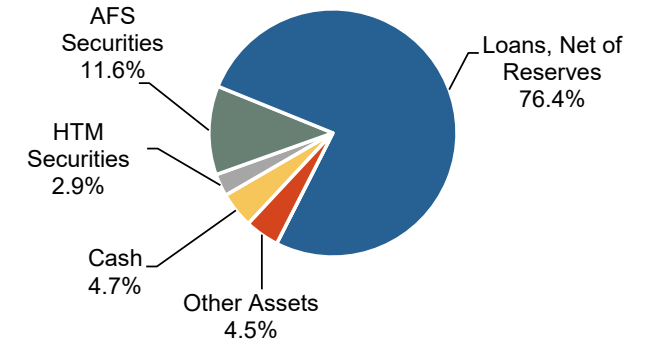
- Gross loans of \$1.10 billion, an increase of \$105 million, or 11%, from March 31, 2025
- 5.77% loan yield in Q1 2026, compared to 5.62% in Q1 2025
- Loan-to-deposit ratio of 88%

Deposit Base



- Total deposits of \$1.25 billion, an increase of \$120 million, or 11%, from March 31, 2025
- 1.22% cost of deposits in Q1 2026
- 37% of deposits are non-interest bearing and 52% of deposits are transaction accounts
- Diverse deposit base

Total Asset Mix



- Total assets of \$1.42 billion
- Total cash and AFS securities of \$232 million, or 16% of assets
- Total HTM securities of \$41 million, or 3% of assets



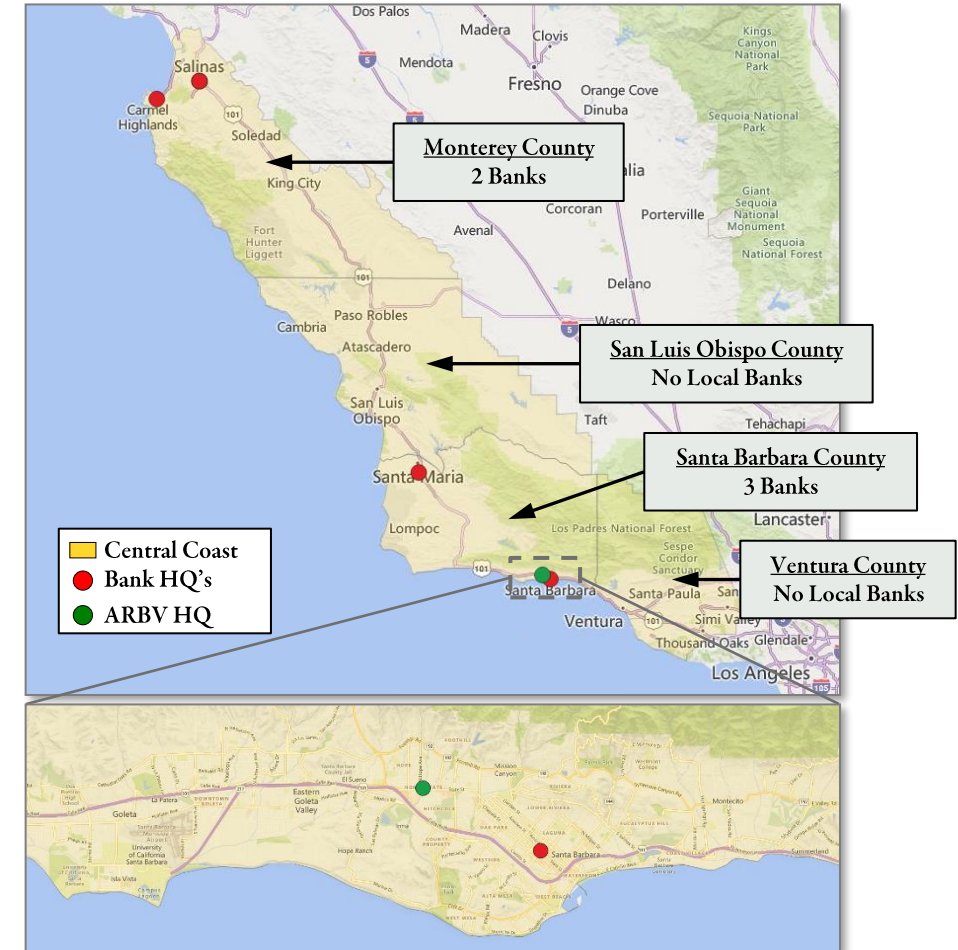
SCARCITY VALUE IN THE CENTRAL COAST OF CALIFORNIA

- ✓ 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 to our North or Ventura County to our South

Banks Headquartered in the Central Coast of California

Company	County	Assets (\$MM)
★ Montecito Bank & Trust	Santa Barbara	\$ 2,036
★ American Riviera Bancorp	Santa Barbara	\$ 1,423
Pacific Valley Bancorp	Monterey	\$ 628
★ Community Bank of Santa Maria	Santa Barbara	\$ 405
Monterey County Bank	Monterey	\$ 298

★ = Headquartered in Santa Barbara County



Source: S&P Capital IQ Pro as of 3/31/2026, ARBV unaudited company information as of 3/31/2026
 Note: All dollars in millions
 *Central Coast of California is defined as the counties of Santa Barbara, San Luis Obispo, Monterey, and Ventura



SIGNIFICANT MARKET DISRUPTION CREATES OPPORTUNITY

12 banks with \$8.4B of deposits in ARBV's footprint have been acquired since 2015, including 5 banks which were headquartered in-market*

Deposit Market Share* in 2015

Rank	In-Mkt.		Number of Branches	Deposits in Market	Market Share
	HQ	Institution (State)			
1	-	Bank of America (NC)	13	\$ 3,207,374	17.8%
2	-	Wells Fargo Bank (CA)	17	\$ 2,945,101	16.3%
3	-	Rabobank (Netherlands)	28	\$ 2,656,992	14.7%
4	-	MUFG Union Bank (Japan)	19	\$ 2,439,106	13.5%
5	-	JPMorgan Chase Bank (NY)	21	\$ 1,641,015	9.1%
6	1	Heritage Oaks Bank (CA)	12	\$ 1,524,250	8.4%
7	2	Montecito Bank & Trust (CA)	7	\$ 959,413	5.3%
8	-	PacWest Bank (CA)	10	\$ 562,901	3.1%
9	-	First Republic Bank (CA)	1	\$ 290,973	1.6%
10	3	Community West Bank (CA)	3	\$ 286,303	1.6%
11	-	Northern Trust Co. (IL)	2	\$ 200,135	1.1%
12	4	American Riviera Bank (CA)	2	\$ 195,011	1.1%
13	5	Community Bank of Santa Maria (CA)	3	\$ 194,596	1.1%
14	-	Bank of the West (France)	2	\$ 183,022	1.0%
15	6	Founders Community Bank (CA)	3	\$ 169,168	0.9%
16	7	Bank of Santa Barbara (CA)	2	\$ 151,283	0.8%
17	-	First Bank (MO)	3	\$ 125,832	0.7%
18	8	Coast National Bank (CA)	3	\$ 116,927	0.6%
19	-	Citibank (NY)	1	\$ 105,326	0.6%
20	-	U.S. Bank (MN)	3	\$ 72,680	0.4%
21	-	Columbia Bank (OR)	1	\$ 17,269	0.1%
22	-	1st Capital Bank (CA)	1	\$ 15,277	0.1%
23	-	Ojai Community Bank (CA)	1	\$ 9,690	0.1%
Total for All Institutions in Market			158	\$ 18,069,644	100.0%
Total Disruption (12 Companies)			85	\$ 8,405,892	46.5%

Deposit Market Share* in 2025

Rank	In-Mkt.		Number of Branches	Deposits in Market	Market Share
	Total	HQ			
1	-	JPMorgan Chase Bank (NY)	15	\$ 4,410,855	19.5%
2	-	Wells Fargo Bank (CA)	12	\$ 3,237,585	14.3%
3	-	Bank of America (NC)	10	\$ 3,152,082	13.9%
4	-	Mechanics Bank (TX)	24	\$ 2,543,154	11.2%
5	-	U.S. Bank (MN)	14	\$ 2,073,175	9.2%
6	-	Columbia Bank (OR)	10	\$ 1,951,753	8.6%
7	1	Montecito Bank & Trust (CA)	12	\$ 1,600,599	7.1%
8	2	American Riviera Bank (CA)	7	\$ 1,137,782	5.0%
9	-	Banc of California (CA)	6	\$ 626,469	2.8%
10	-	Community West Bank (CA)	5	\$ 407,682	1.8%
11	3	Community Bank of Santa Maria (CA)	2	\$ 367,002	1.6%
12	-	UMB Bank (MO)	2	\$ 239,495	1.1%
13	-	Bank of the Sierra (CA)	5	\$ 234,821	1.0%
14	-	First Bank (MO)	3	\$ 196,579	0.9%
15	-	Northern Trust Co. (IL)	1	\$ 142,654	0.6%
16	-	F&M Bank of Long Beach (CA)	1	\$ 78,273	0.3%
17	-	BMO Bank (Canada)	1	\$ 59,891	0.3%
18	-	MidFirst Bank (OK)	1	\$ 57,191	0.3%
19	-	West Coast Community Bank (CA)	1	\$ 41,774	0.2%
20	-	Mission Bank (CA)	1	\$ 39,613	0.2%
21	-	Citizens Business Bank (CA)	1	\$ 30,354	0.1%
22	-	Murphy Bank (CA)	1	\$ 28,673	0.1%
Total for All Institutions in Market			135	\$ 22,657,456	100.0%

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



SHAREHOLDER VALUE

High-touch service, community focused business model with strong technology results in:

- ✓ Lower-cost, relationship, diversified, core deposit base with non-interest-bearing demand accounts comprising 37% of total deposits.
- ✓ Demand deposits comprise 52% of total deposits and grew 17% since the same quarter last year.
- ✓ Attractive, growing footprint of branches in California's Central Coast with 19-year history of relationship-based growth.
- ✓ Full lending services, including C&I, SBA, commercial real estate, residential mortgage, and construction.

The right people combined with successful execution:

- ✓ History of lifting out teams and capitalizing on disruption among competitors in our market.
- ✓ Atascadero branch reached \$34 million in deposits since opening in June 2024 and provided positive earnings contribution in 2025.
- ✓ Hired two experienced relationship bankers in October 2025 and opened our Ventura County loan production office in December 2025, beginning our expansion into this adjacent community. Full branch expected to open by first quarter of 2027.

Strong capital growth to support expansion and shareholder return:

- ✓ Tangible book value per share (TBVPS) has increased by 16% from one year ago. We project a sustained ability to increase TBVPS by 12% or more annually through profit and AOCI improvement.
- ✓ In 2025, we repurchased 130,616 shares of common stock at a weighted average cost of \$19.80, which is below our current TBVPS, leaving \$2.4 million available for repurchase.
- ✓ TBVPS of \$21.99 = Trading at 107% of TBVPS (utilizing \$23.60 share price).

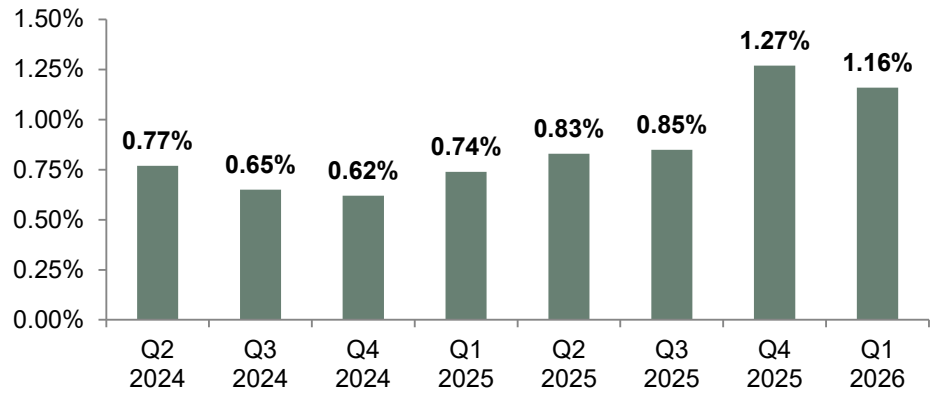


TREND ANALYSIS

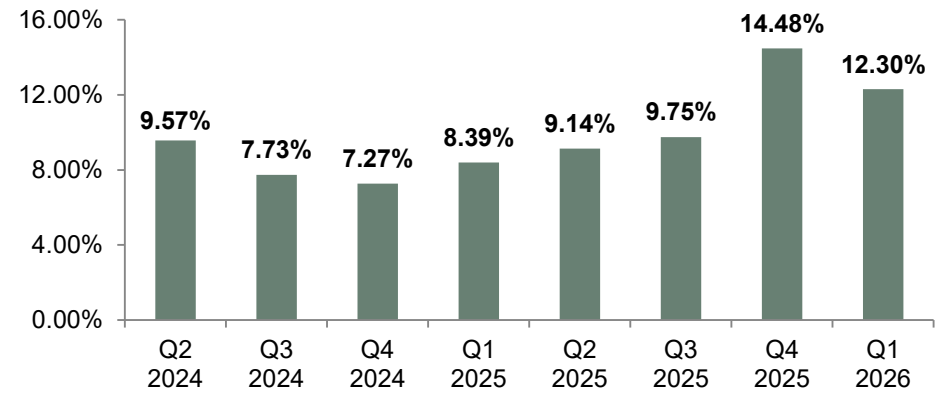


PROFITABILITY TRENDS

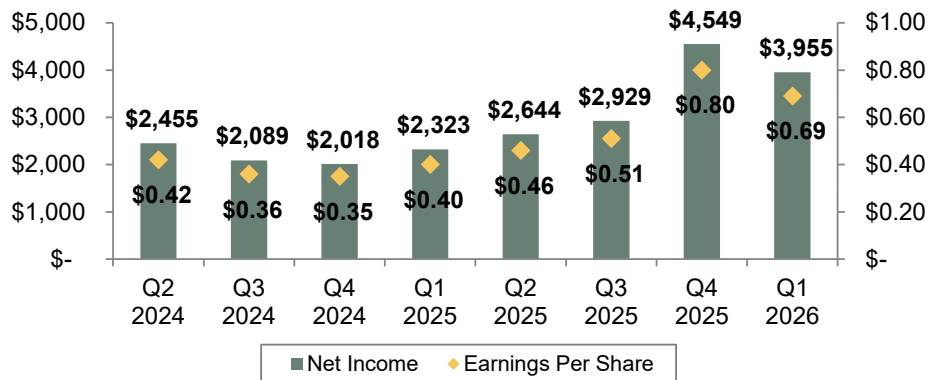
Return on Average Assets



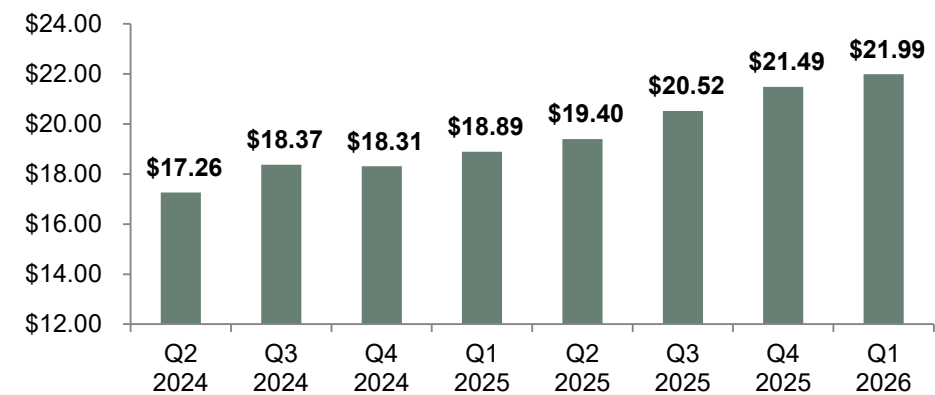
Return on Average Equity



Net Income (\$000s) & Earnings Per Share



Tangible Book Value Per Share

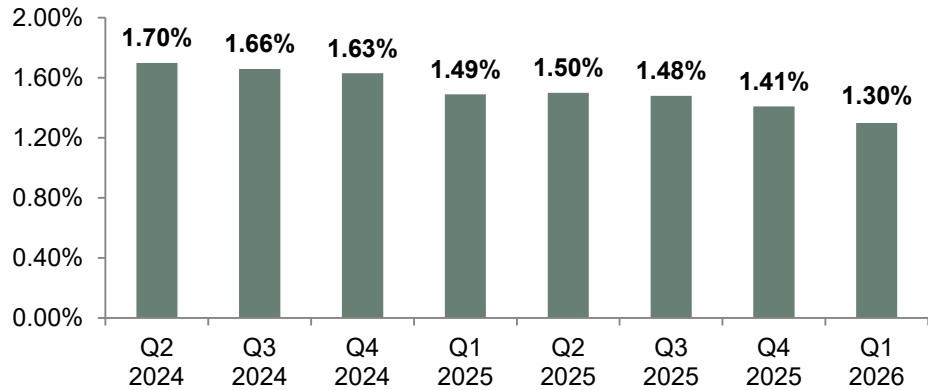


Source: Unaudited company information, call reports and press releases, as of 3/31/2026
 Note: All dollars in thousands, except per share data

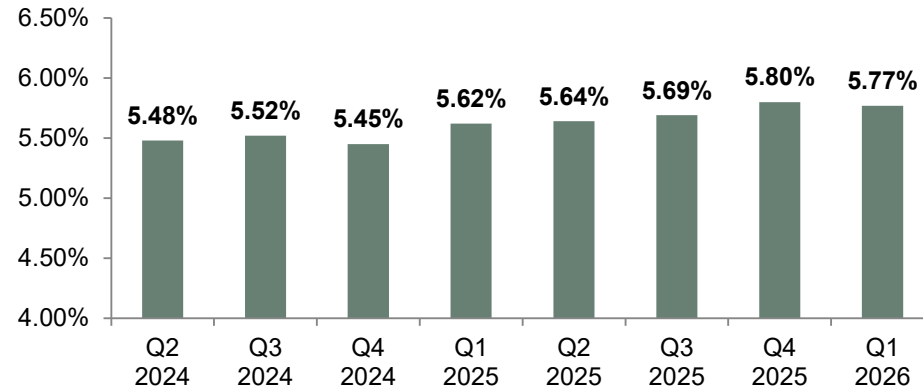


YIELD & COST TRENDS

Cost of Funds

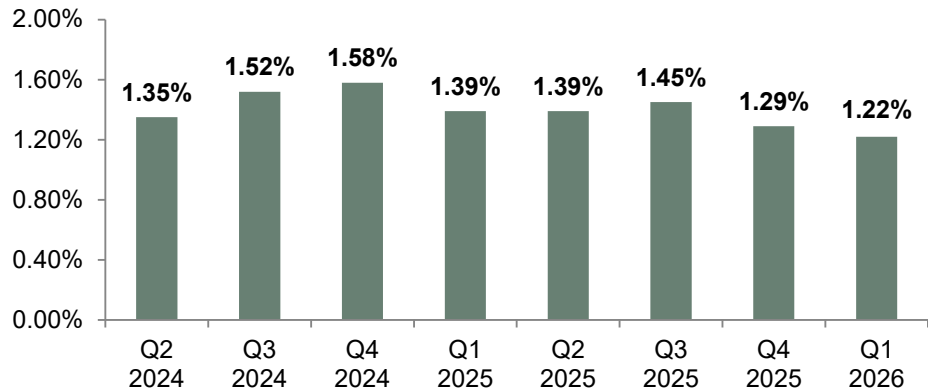


Yield on Loans

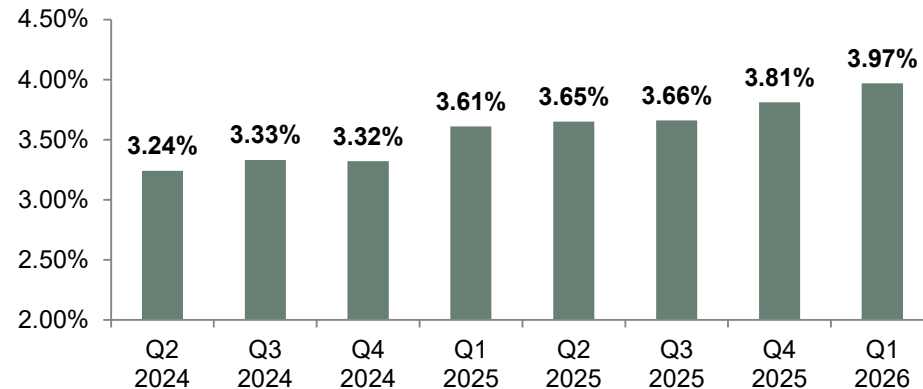


- Net Interest Margin has improved by 73 basis points over the last 7 quarters

Cost of Deposits



Net Interest Margin

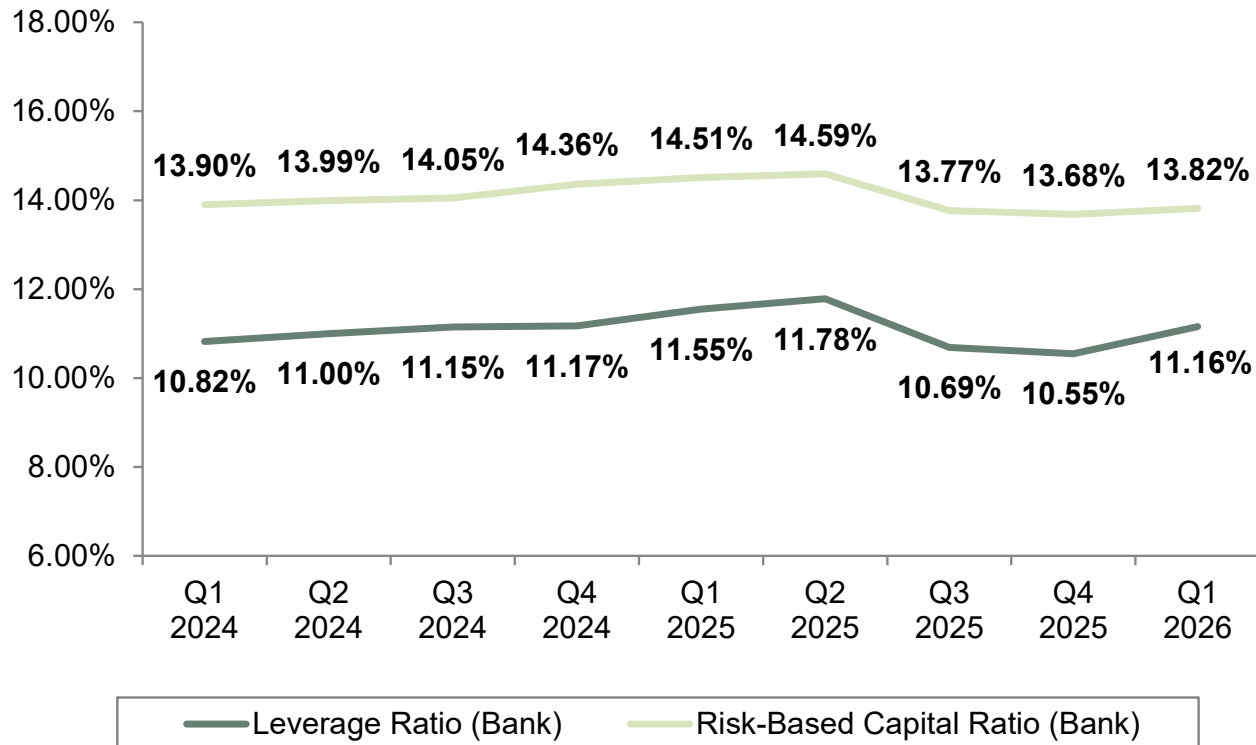


Source: Unaudited company information, call reports and press releases, as of 3/31/2026



CAPITAL ADEQUACY TREND

Bank Capital Ratios

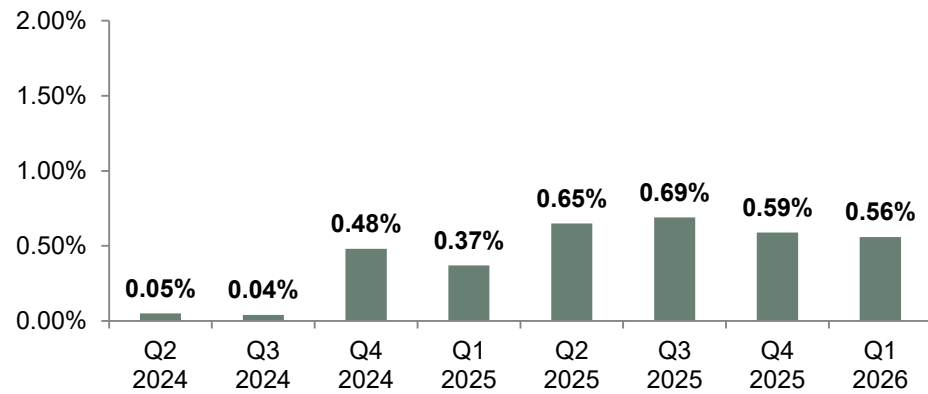


- The Company did not repurchase any shares of common stock during the most recent quarter. To date, the Company has purchased a total of 130,616 shares at a weighted average cost of \$19.80, leaving \$2.4 million authorized and available for future repurchases under the current stock buyback program
- A \$10 million cash dividend was up streamed from the Bank to the holding company in Q3 2025 which had no impact on the consolidated company-level ratios but reduced the Bank’s capital ratios
- Tangible common equity ratio of 8.91% at consolidated company-level; which includes the negative impact of \$13.9 million in Accumulated Other Comprehensive Income (AOCI) related to unrealized losses on securities
- Leverage ratio of 11.16% and risk-based capital ratio of 13.82% 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
- \$16.2 million in subordinated notes outstanding from February 2022 with a fixed rate of 3.75% for first five years, and SOFR + 212 basis points for last five years

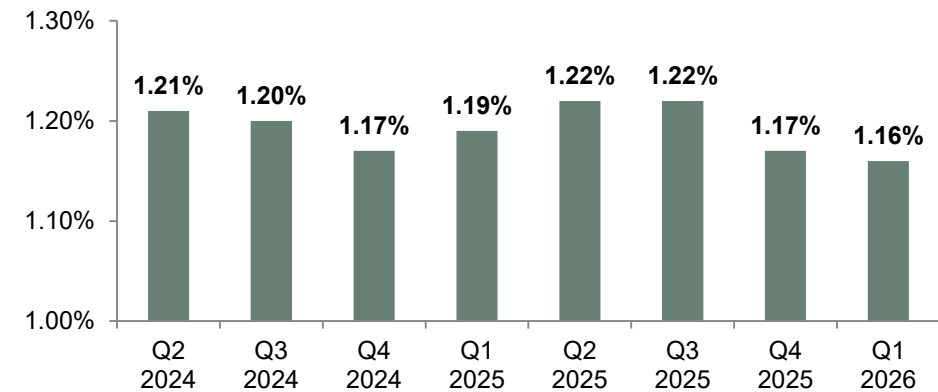


CREDIT QUALITY TRENDS

Nonperforming Assets / Total Assets*



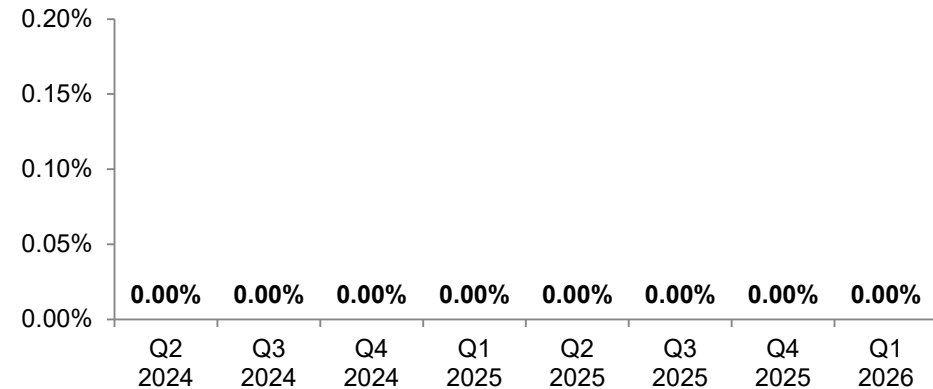
Allowance for Credit Losses / Gross Loans



Nonperforming, Non-Accrual Assets:

- \$3.8 million land loan, zoned for high-density residential development. 70% LTV based on March 2026 appraisal. Significant unpaid interest at 15.5% has accumulated and has not been recognized by Bank. Borrower paid Bank \$150,000 after quarter end as part of a loan forbearance. Loan sale at par+ is a viable alternative if refinance does not occur.
- \$2.2 million beachfront estate. 52% LTV based on February 2026 AVM. Borrower intends to keep loan current with vacation rental income.
- \$1.2 million agricultural land loan, intended for low-density residential development. 51% LTV based on March 2026 appraisal. Borrower intends to keep loan current and may list property for sale.
- \$0.8 million comprised of 4 smaller relationships supported by RE collateral, SBA guarantees or fully reserved

Net Charge-Offs (Recoveries) / Average Loans

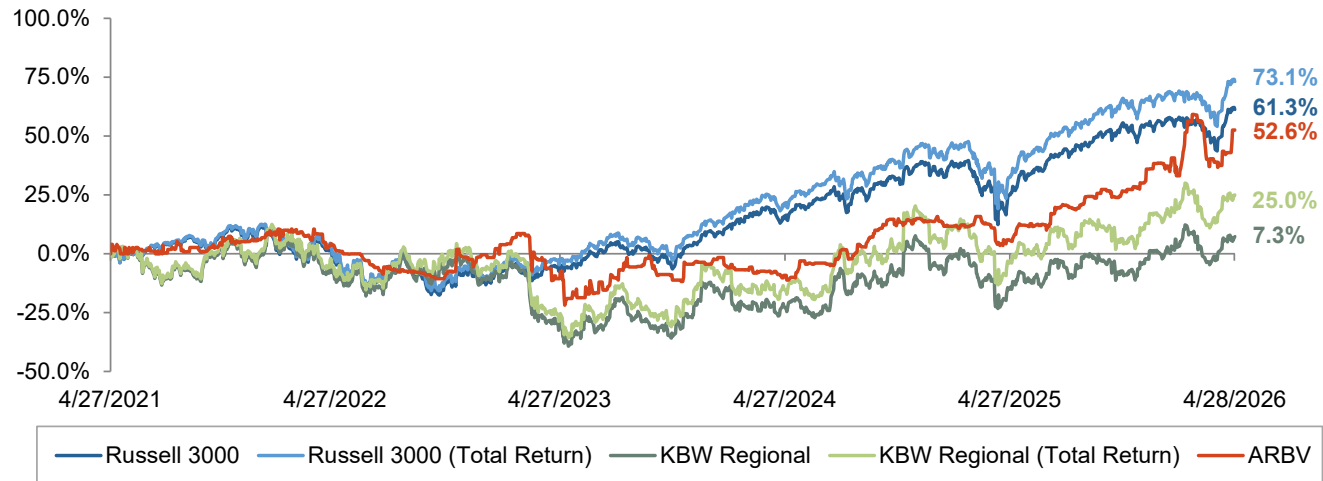


Source: Unaudited company information, call reports and press releases as of 3/31/2026
 *Excludes troubled debt restructurings



STOCK PERFORMANCE TREND

Market Performance – Last Five Years



Periods	Beginning Date	Price			Total Return Incl. Dividends		Price
		Russell 3000	KBW Regional	ARBV	Russell 3000	KBW Regional	ARBV vs. KBW Regional
30-Day	3/17/2026	6.2%	11.1%	11.3%	6.3%	11.2%	0.3%
60-Day	2/2/2026	2.3%	0.8%	8.2%	2.6%	1.5%	7.4%
Year-To-Date	12/31/2025	4.4%	9.6%	10.3%	4.8%	10.4%	0.6%
90-Day	12/17/2025	6.1%	5.9%	10.3%	6.6%	6.7%	4.4%
Last Twelve Months	4/28/2025	29.0%	25.8%	44.4%	30.6%	29.6%	18.6%
Last Five Years	4/27/2021	61.3%	7.3%	52.6%	73.1%	25.0%	45.3%
Since March 2019 Stock Offering	3/27/2019	145.3%	41.1%	68.5%	173.0%	75.8%	27.4%

Summary Market Profile

Ticker	ARBV
Exchange	OTCQX
Stock Price	\$ 26.35
Market Cap. (\$MM)	\$ 152
Dividend Yield	0.00%
<u>Average Daily Volume (3 Months)</u>	
Avg. Daily Volume (Shares)	1,283
Avg. Daily Volume (\$000s)	\$ 34
<u>52-Week High/Low</u>	
52-Week High (2/11/2026)	\$ 28.28
52-Week Low (4/28/2025)	\$ 18.01
% Difference vs. 52-Week High	-6.8%
% Difference vs. 52-Week Low	46.3%
<u>Valuation Ratios</u>	
Price / Tg. Book Value	119.8%
Price / MRQ EPS	9.5x
Price / LTM EPS	10.7x

Source: Unaudited company information, as of 3/31/2026. Market data from S&P Capital IQ Pro, as of 4/28/2026
 Note: All dollars in thousands, except per share data



AMERICAN RIVIERA
BANCORP

ARBV HISTORY AND MANAGEMENT



HISTORY OF THE COMPANY



Michelle Martinich

Joins as
Founding CFO
June 2005



Jeff DeVine

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




Montecito
525 San Ysidro Rd.
Montecito, CA 93108
Opened in April 2013
Deposits: \$76 million*



Paso Robles
1601 Spring St.
Paso Robles, CA 93446
Opened in February 2018
Deposits: \$238 million*




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



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



Santa Maria
2065 Miller, Suite 108
Santa Maria, CA 93455
Opened in February 2023
Deposits:
\$24 million*



AMERICAN RIVIERA
BANCORP
**Stock
Repurchase
Program
Announced**
June 2024
\$2.4 million
remaining




Santa Barbara
1033 Anacapa St.
Santa Barbara, CA 93101
Opened in July 2006
Deposits: \$576 million*



Goleta
5880 Calle Real
Goleta, CA 93117
Opened in January 2013
Acquired through merger with BSB
Deposits: \$139 million*




THE BANK
of Santa Barbara
**Acquisition
completed
January 2016**


*Assets: \$177
million***



San Luis Obispo
1085 Higuera St.
San Luis Obispo, CA 93401
Opened in May 2019
Deposits: \$179 million*



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



AMERICAN RIVIERA
BANCORP
**10% Stock
Dividend**

*Record Date:
November 10,
2022*



Atascadero
7035 El Camino Real
Atascadero, CA 93422
Opened in June 2024
Deposits: \$34 million*



**Lending
Center
opened in
Ventura**

December 2025

* Unaudited company information as of 3/31/2026.

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

*** June 30, 2008 Call Report



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 and Management Science.



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 over her 30+ year career. 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 and Juris Master degree from Florida State University.



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.



ARBV OWNERSHIP TABLE

	<u># of Shares</u>	<u>% Ownership</u>
Board Members (Outside Directors)	667,088	11.6%
Executive Management	263,934	4.6%
Total Ownership by Board and Management	931,022	16.2%
Total Shares Issued and Outstanding	5,750,168	

* Ownership is as of the most recent proxy statement.



SUPPLEMENTARY DATA



SANTA BARBARA COUNTY

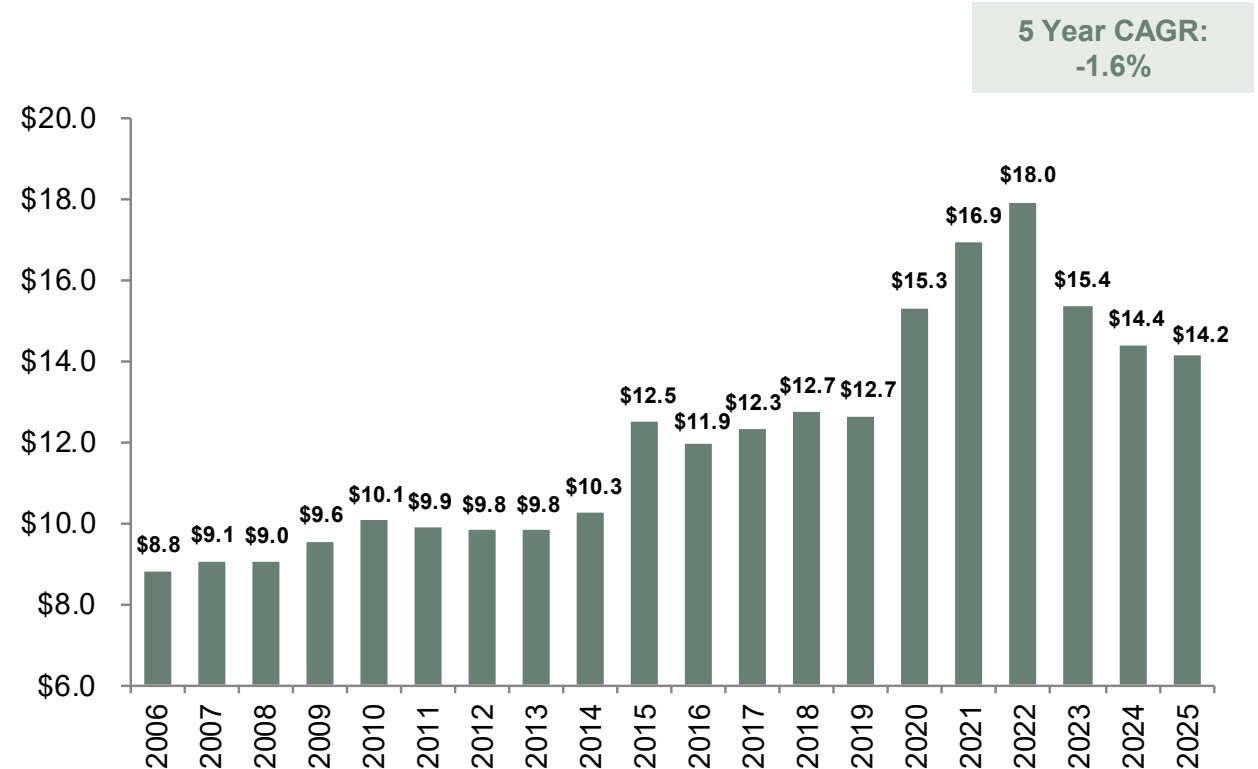
Economic Overview and Demographic Trends

- ✓ Thriving local economy with meaningful job growth in tourism, professional services, and healthcare sectors
- ✓ Businesses with annual revenues of \$1 million to \$100 million in Santa Barbara County total 5,290, with Santa Barbara representing 43% and Santa Maria representing 25% of the businesses in the County. Construction, Retail, Health Care, and Professional/Technology industries represent the top industry segments in the County.
- ✓ Home to UC Santa Barbara, which ranks as the 13th best public university in the United States and employs over 10,000 people⁽¹⁾
- ✓ Santa Barbara’s population has grown 4.7% since 2010⁽²⁾
- ✓ Median household incomes for the cities of Santa Barbara and Montecito are \$105,974 and \$207,368, which are 22% and 139% higher than the national average, respectively⁽²⁾
- ✓ Major employers in Santa Barbara include: Lockheed Martin, Raytheon, Santa Barbara Education System, UC Santa Barbara, and the City of Santa Barbara⁽³⁾

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

1. U.S. News & Reports, 2025 Rankings, UCSB Administrative Services
2. S&P Capital IQ Pro
3. Pacific Coast Business Times

Total Deposits (\$B) – Santa Barbara County



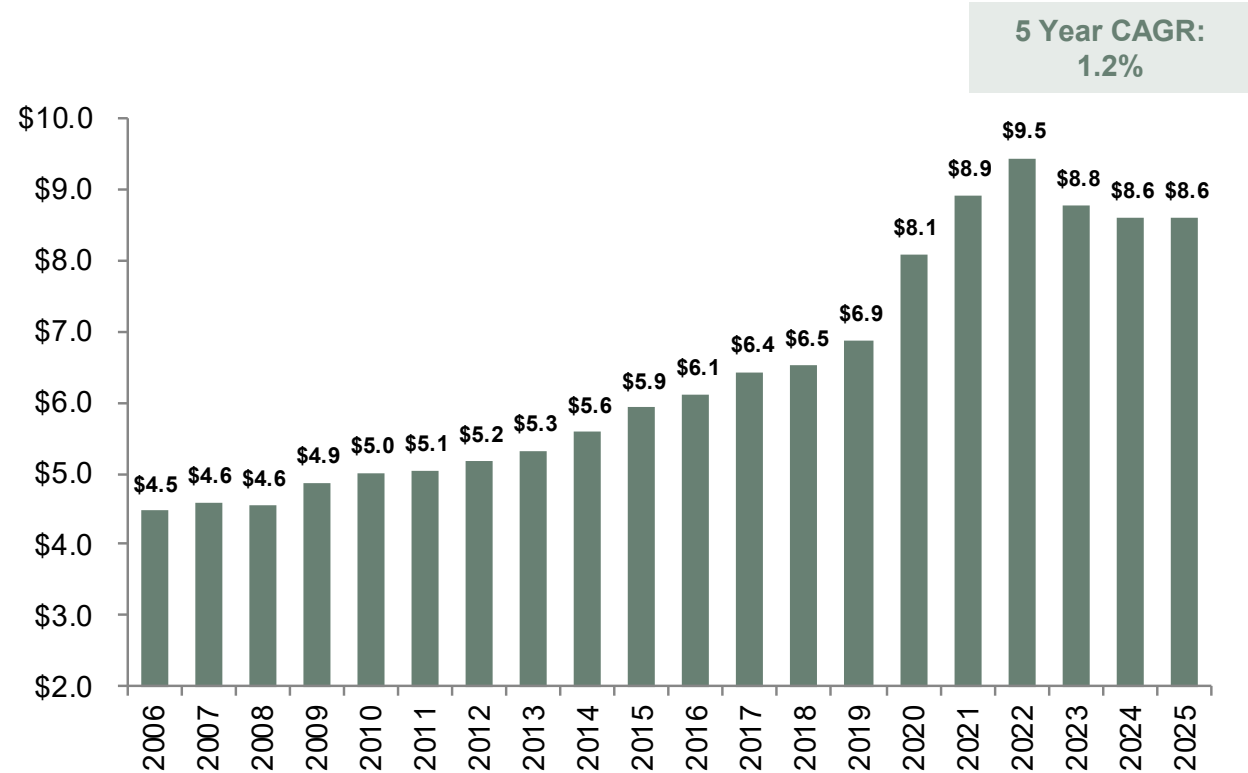


SAN LUIS OBISPO COUNTY

Economic Overview and Demographic Trends

- ✓ Diverse region characterized by agricultural and ranching operations, a robust wine industry, and small-to-mid sized businesses
- ✓ Businesses with annual revenues of \$1 million to \$100 million in San Luis Obispo County total 3,224, with the city of San Luis Obispo representing 37% of those businesses. Construction, Retail, Health Care, and Professional/Technology industries represent the top industry segments in the County.
- ✓ Home to nationally-ranked California Polytechnic State University, which is comprised of approximately 22,000 students and employs over 3,000 faculty and staff⁽¹⁾
- ✓ San Luis Obispo’s population has grown 4.0% since 2010⁽²⁾
- ✓ Median household income for San Luis Obispo County is \$99,753, which is 15% higher than the national average⁽²⁾

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



VENTURA COUNTY

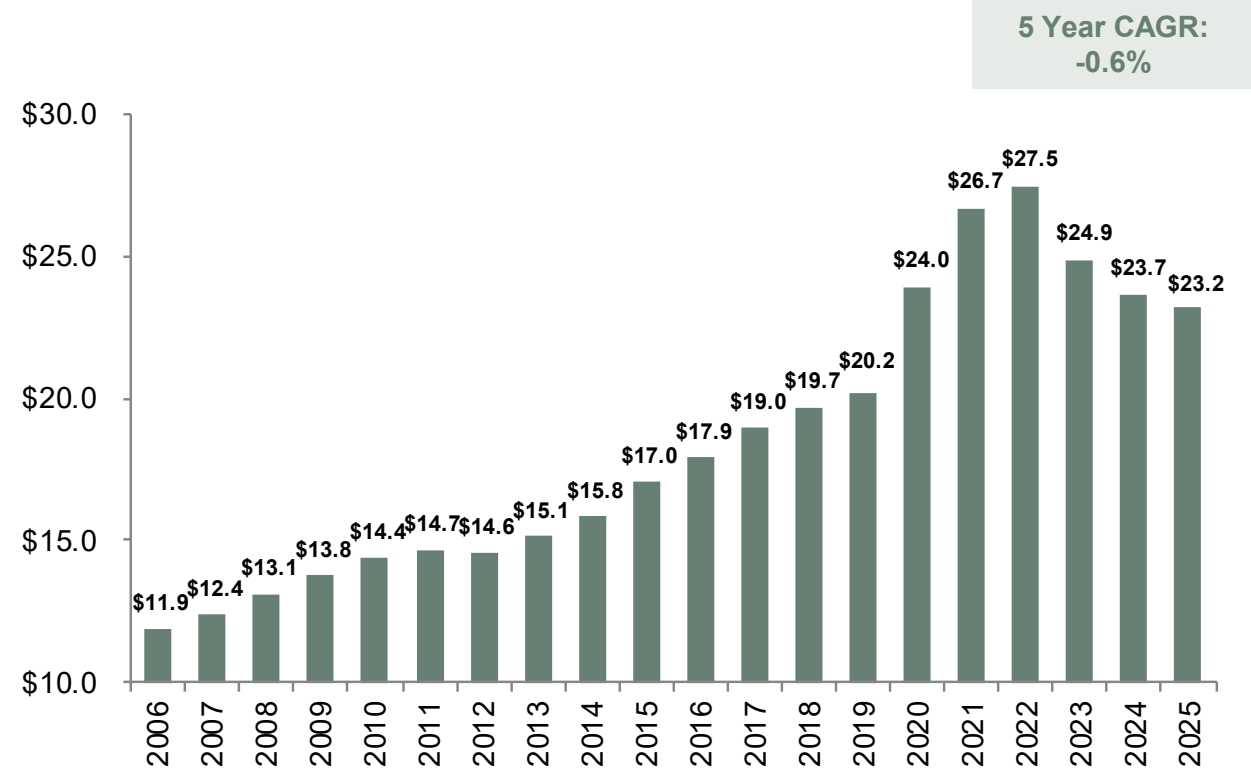
Economic Overview and Demographic Trends

- ✓ Ventura County's economic development is driven by biotechnology, healthcare, advanced technologies and agriculture⁽¹⁾
- ✓ Businesses with annual revenues of \$1 million to \$100 million in Ventura County total 9,255, with the city of Ventura representing 19% of those businesses. Retail, Finance/Insurance/Real Estate, Health Care, and Wholesale Trade industries represent the top industry segments in the County.
- ✓ Major employers include Amgen, Haas Automation and Naval Base Ventura County, supported by a strong tourism sector centered on Channel Islands National Park⁽¹⁾
- ✓ Ventura is the 12th most populous county in California with a population of 830 thousand
- ✓ Median household income for Ventura County is \$118,439, which is 36% higher than the national average⁽²⁾ and is ranked 13th highest in California

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

1. Business Forward – Ventura County
2. S&P Capital IQ Pro

Total Deposits (\$B) – Ventura County





COMMERCIAL REAL ESTATE (CRE) PORTFOLIO

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

*(As of March 31, 2026, except DCR
data as of January 2026 stress test)*

CRE Type	Balance \$ Millions	% Total CRE Portfolio	% Total Bank Capital	Weighted DCR	Weighted LTV	90+ PD NA \$ Millions
Hospitality	\$ 152.5	21%	91%	2.09	44%	\$ -
Office Non-O/O	\$ 92.6	13%	56%	1.88	46%	\$ -
Multi-Family	\$ 89.6	12%	54%	2.16	47%	\$ -
Retail Non-O/O	\$ 74.1	10%	44%	2.50	45%	\$ -
Mixed Use Non-O/O	\$ 60.4	8%	36%	2.12	44%	\$ -
Special Purpose O/O	\$ 48.4	7%	29%	*	52%	\$ -
Industrial Non-O/O	\$ 40.4	6%	24%	1.85	44%	\$ -
Industrial O/O	\$ 34.3	5%	21%	*	50%	\$ -
Office O/O	\$ 31.2	4%	19%	*	53%	\$ -
Athletic Clubs O/O	\$ 23.1	3%	14%	*	41%	\$ -
Mixed Use O/O	\$ 14.9	2%	9%	*	52%	\$ -
Farmland	\$ 14.1	2%	8%	*	47%	\$ 1.2
Retail O/O	\$ 13.3	2%	8%	*	51%	\$ -
Skilled Nursing O/O	\$ 11.8	2%	7%	*	47%	\$ -
Other Non-O/O	\$ 11.1	2%	7%	2.30	52%	\$ -
Mini-Storage	\$ 9.5	1%	6%	*	29%	\$ -
Other O/O	\$ 4.9	1%	3%	*	50%	\$ -
	\$ 726.0	100%	435%			\$ 1.2
Construction & Land (1)			46%			
"All CRE" Ratio (2)			375%			



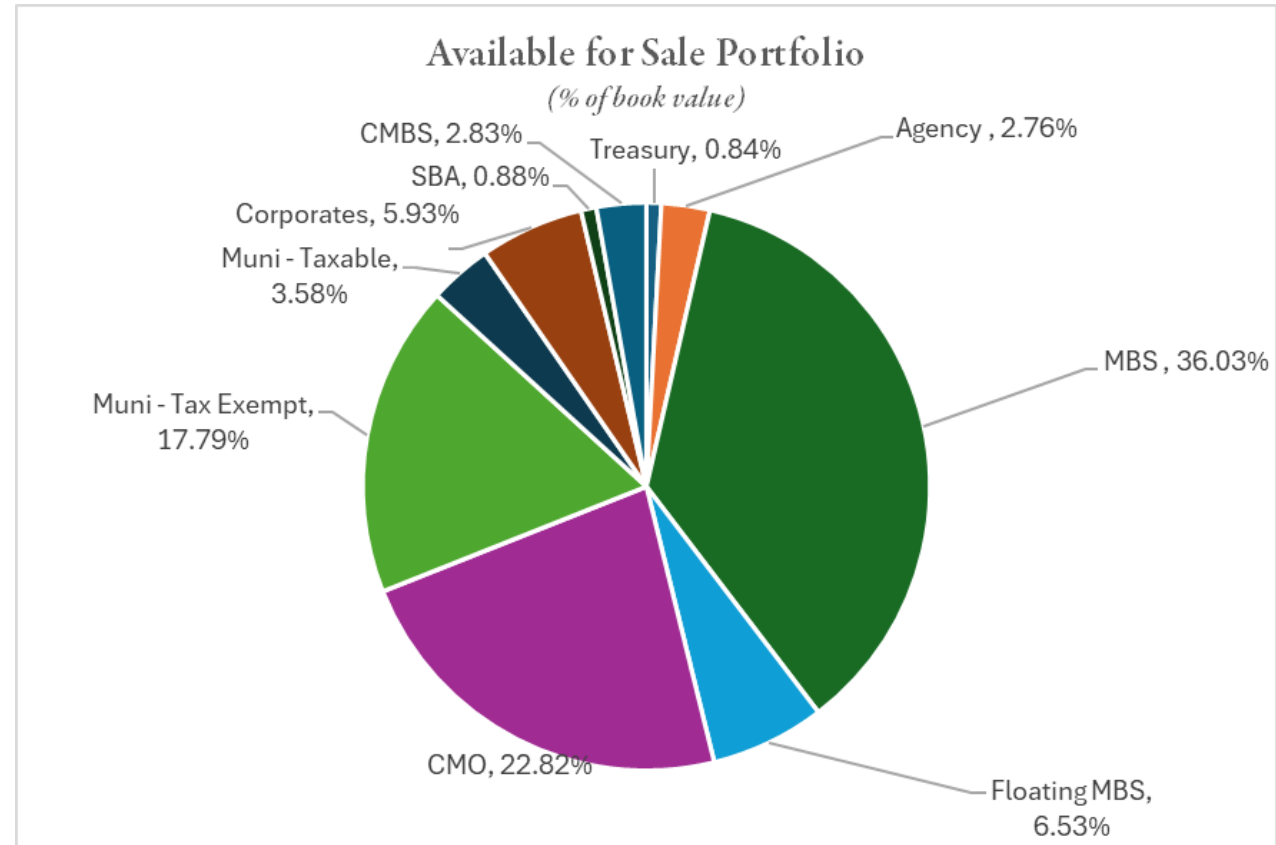
INVESTMENT PORTFOLIO

<u>As of 03/31/26 (in 000s)</u>	<u>Available for Sale</u>	<u>Held to Maturity</u>
Book Value	\$ 180,446	\$ 41,453
Market Value	\$ 164,958	
Unrealized Gain (Loss)	\$ (15,488)	
AOCI	\$ (10,851)	\$ (3,010)
Tax Equivalent Yield*	2.96%	5.12%
Effective Duration	4.12	9.91

* Tax equivalent yield on HTM includes positive impact of accretion of mark at the time of transfer from AFS to HTM

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

<u>As of 03/31/26 (in 000s)</u>	<u>Available for Sale</u>
+200bp	\$ (15,081)
+100bp	\$ (7,220)
-100bp	\$ 5,865
-200bp	\$ 11,426



Estimated cash flows for the next two years are between \$22 - \$27 million annually.



LIQUIDITY SOURCES

Available liquidity

- \$67 million in cash and due from other banks
- \$142 million unencumbered Investments, available to be sold or pledged

Off Balance sheet sources of liquidity

- \$317 million of unused, available borrowing capacity at the FHLB based on current pledged collateral
- \$48 million available at the Federal Reserve Bank based on current pledged loans and HTM securities
- \$144 million in available Fed Funds borrowing lines from other banks
- \$190 million in brokered deposit availability

Contingent sources

- Additional \$25 million of FHLB borrowing capacity, contingent on increased CRE and Res RE loan pledges