



AMERICAN RIVIERA
BANK

INVESTOR MEETINGS

December 8 & 9, 2020

Private & Confidential



OVERVIEW OF AMERICAN RIVIERA BANK

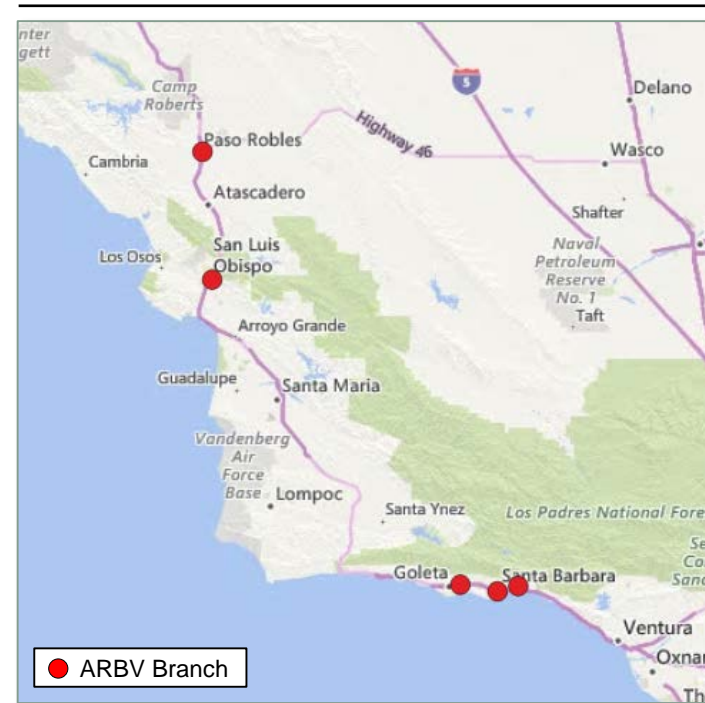
Company Overview

Headquarters	Santa Barbara, CA
Ticker / Exchange	ARBV / OTCPK
Market Cap.	\$ 80 MM
Outstanding Shares	5,070,556
Client Focus	Small Businesses and Individuals
Geography	Central Coast California
Year Established	2006
Branches	5

Financial Overview

Total Assets	\$ 930 MM	ROAA	0.98%
Gross Loans	\$ 722 MM	ROAE	10.95%
TCE Ratio	8.28%	Efficiency Ratio	62.6%
RBC Ratio	13.07%	NIM (Excl. PPP)	3.99%

Branch Footprint








HISTORY OF THE BANK






*Unaudited company information as of 9/30/2020. Deposits do not include brokered deposits
 **BSB call report for the quarter ended 12/31/2015, which is the quarter-end prior to acquisition



EXECUTIVE MANAGEMENT TEAM

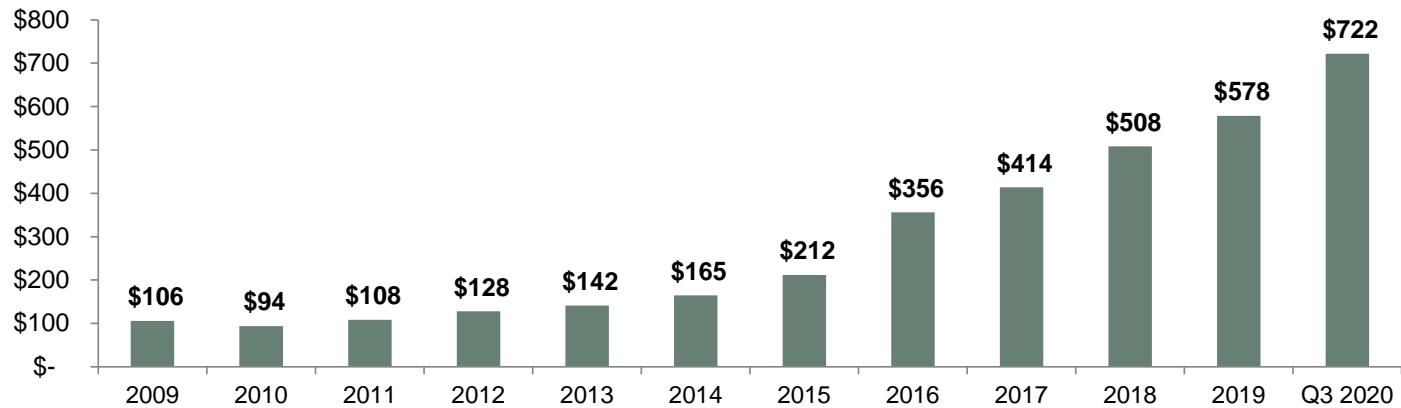
	Executive/ Title	Joined	Biography
	Jeff DeVine President and CEO	2008	Mr. DeVine was appointed President and Chief Executive Officer of the Bank on August 21, 2008. Mr. DeVine previously was employed as Statewide Division Manager of commercial real estate by Rabobank, N.A. Prior to that, he was Regional 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.
	Joanne Funari Chief Operating Officer	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.
	Michelle Martinich, CPA Chief Financial and Administrative Officer	2006	Ms. Martinich was appointed Senior Vice President and Chief Financial Officer of the Bank on April 20, 2006 and currently serves as the Executive Vice President and Chief Financial & Administrative Officer. 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.

	Executive/ Title	Joined	Biography
	Eusebio Cordova, Jr. Chief Credit Officer	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 currently attending Pacific Coast Banking School at the University of Washington.
	Laurel Sykes Chief Compliance & Risk Officer	2019	Ms. Sykes 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, and has specialized in regulatory compliance and risk management for the last 22 of her 28 years in the banking industry. Laurel launched her banking career in 1991 working for Wells Fargo. She joined Santa Barbara Bank & Trust in 1995 and moved into the bank's consumer compliance function in 1997. Sykes worked for 14 years at Santa Barbara Bank & Trust where she rose to the position of Director of Regulatory Affairs before accepting a position in 2009 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.
	Paul Abramson Chief Technology Officer	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.



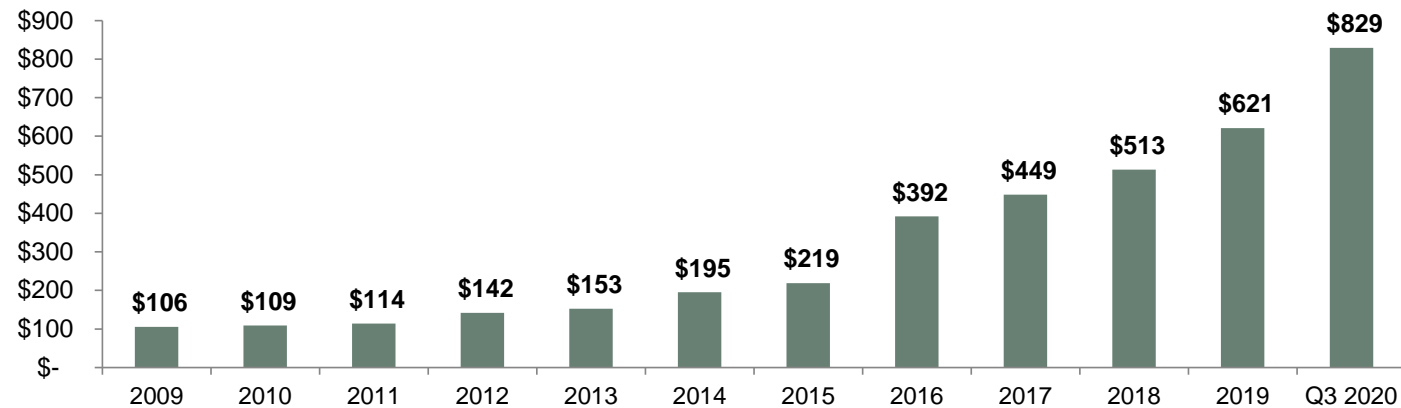
TRACK RECORD OF ORGANIC & ACQUISITIVE GROWTH

Gross Loans (\$MM)



- ✓ 31.8% loan growth over the last 12 months
- ✓ Loan / deposit ratio of 87.1%
- ✓ \$118 million in PPP loans

Total Deposits (\$MM)



- ✓ 37.4% deposit growth over the last 12 months

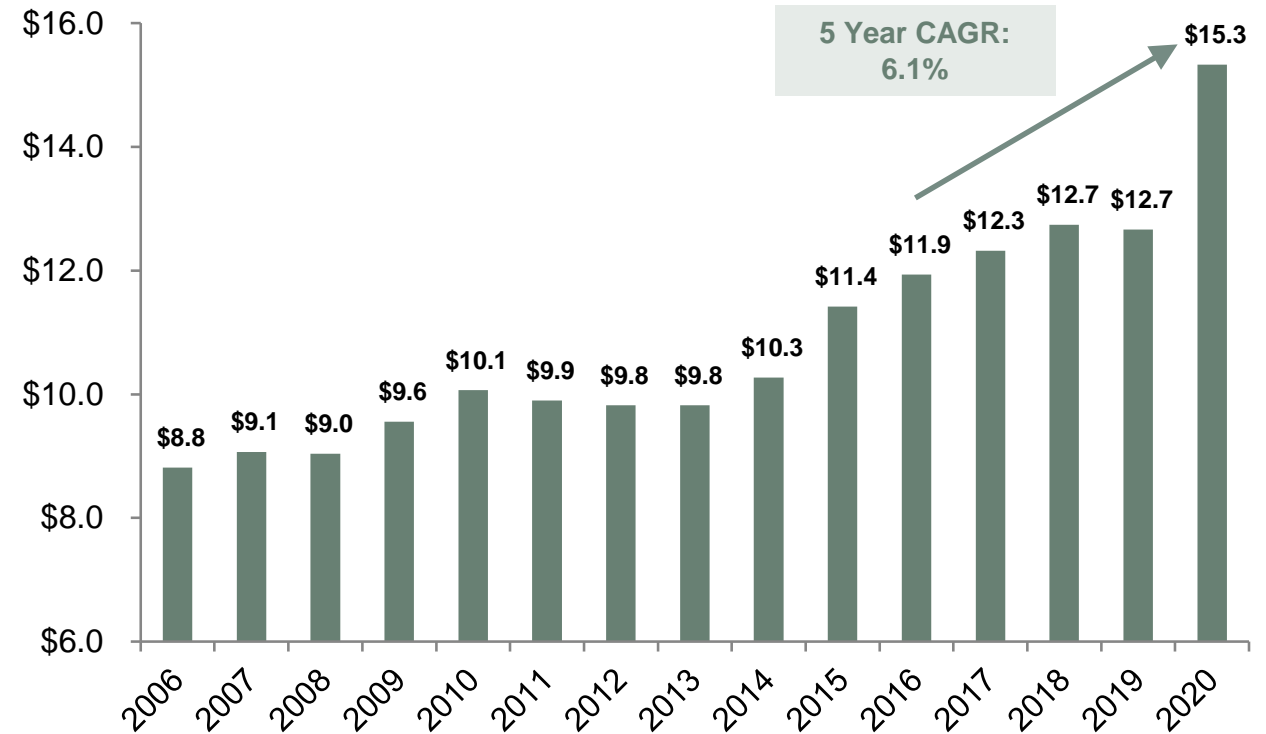


SANTA BARBARA COUNTY

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 6th best public university in the United States and employs over 11,000 people⁽¹⁾
- ✓ Santa Barbara's population has grown 6.1% since 2010 and is expected to grow 2.5% over the next five years⁽²⁾
- ✓ Median household incomes for the cities of Santa Barbara and Montecito are \$87,316 and \$149,864, which are 29% and 121% 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⁾

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, 2021 Rankings, UCSB Administrative Services
2. S&P Global Market Intelligence
3. Pacific Coast Business Times

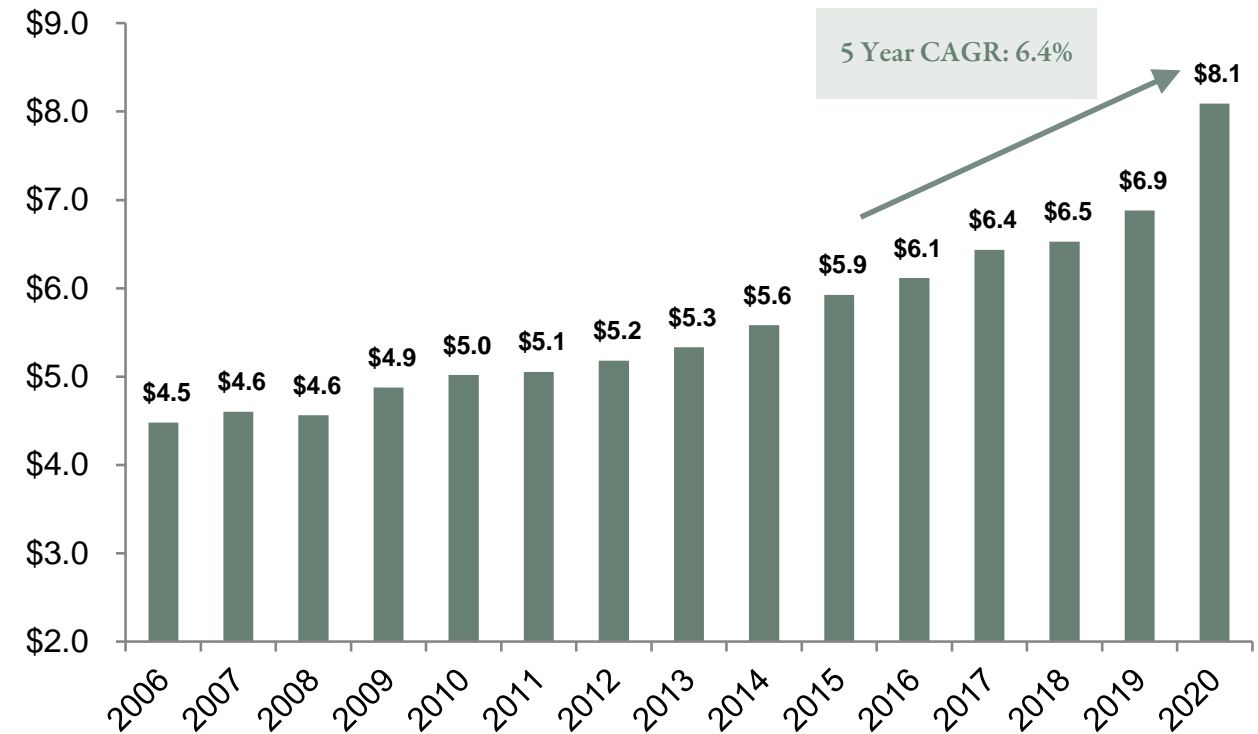


SAN LUIS OBISPO COUNTY

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 21,000 students and employs over 3,000 faculty and staff⁽¹⁾
- ✓ San Luis Obispo's population has grown 4.5% since 2010 and is expected to grow 2.0% over the next five years⁽²⁾
- ✓ Median household income for San Luis Obispo is \$80,312, which is 19% 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 Global Market Intelligence



MARKET DISRUPTION SINCE 2007

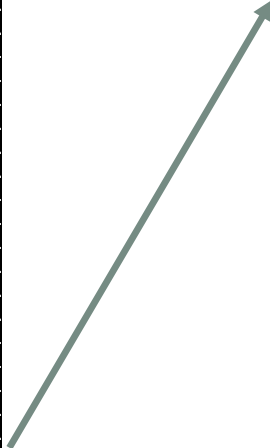
15 banks with \$8.7B of deposits in ARBV's footprint have been acquired or failed since 2007, including 10 banks which were locally headquartered*

Deposit Market Share* in 2007

Rank	In-Mkt.		Number of Branches	Deposits in Market	Market Share
	Total	HQ			
1	1	Pacific Capital Bancorp (CA)	23	\$ 2,457,008	18.0%
2	-	Rabobank	32	\$ 1,749,886	12.8%
3	-	Bank of America Corp. (NC)	15	\$ 1,676,417	12.3%
4	-	Washington Mutual Inc. (WA)	14	\$ 1,507,264	11.0%
5	-	Wells Fargo & Co. (CA)	15	\$ 1,172,800	8.6%
6	-	Wachovia Corp. (NC)	2	\$ 777,940	5.7%
7	2	Montecito Bancorp (CA)	6	\$ 563,761	4.1%
8	3	Harrington West Financial Group Inc. (CA)	8	\$ 507,526	3.7%
9	4	Heritage Oaks Bancorp (CA)	12	\$ 490,139	3.6%
10	5	Community West Bancshares (CA)	4	\$ 350,785	2.6%
11	-	BNP Paribas SA	2	\$ 261,222	1.9%
12	-	Downey Financial Corp. (CA)	8	\$ 233,972	1.7%
13	6	Santa Lucia Bancorp (CA)	4	\$ 215,544	1.6%
14	7	San Luis Trust Bank FSB (CA)	1	\$ 183,202	1.3%
15	-	FB Corp. (MO)	3	\$ 172,793	1.3%
16	-	MUFG Americas Holdings Corp. (NY)	5	\$ 166,978	1.2%
17	8	Coast Bancorp (CA)	5	\$ 166,194	1.2%
18	-	First Republic Bank (CA)	1	\$ 162,217	1.2%
19	-	Citigroup Inc. (NY)	4	\$ 161,081	1.2%
20	9	Business First National Bank (CA)	2	\$ 134,204	1.0%
21	-	Northern Trust Corp. (IL)	2	\$ 120,462	0.9%
22	10	Mission Community Bancorp (CA)	4	\$ 118,298	0.9%
23	11	Community Bank of Santa Maria (CA)	3	\$ 109,511	0.8%
24	-	Signature Group Holdings Inc. (OH)	1	\$ 66,206	0.5%
25	12	Founders Community Bank (CA)	1	\$ 64,018	0.5%
26	13	Bank of Santa Barbara (CA)	1	\$ 43,796	0.3%
27	14	American Riviera Bank (CA)	1	\$ 29,856	0.2%
28	-	Fireside Bank (CA)	1	\$ 3,513	0.0%
29	-	Dickinson Financial Corp. II (MO)	1	\$ 1,999	0.0%
Total for All Institutions in Market			181	\$ 13,668,592	
Total Disruption (15 Companies)			118	\$ 8,652,504	63.3%

Deposit Market Share* in 2020

Rank	In-Mkt.		Number of Branches	Deposits in Market	Market Share
	Total	HQ			
1	-	Wells Fargo & Co. (CA)	19	\$ 4,403,434	18.8%
2	-	Bank of America Corporation (NC)	10	\$ 3,207,875	13.7%
3	-	JPMorgan Chase & Co. (NY)	18	\$ 2,963,010	12.6%
4	-	Mechanics Bank (CA)	26	\$ 2,812,646	12.0%
5	-	Mitsubishi UFJ Financial	15	\$ 2,381,713	10.2%
6	-	Pacific Premier Bancorp (CA)	11	\$ 2,119,934	9.0%
7	1	Montecito Bancorp (CA)	11	\$ 1,428,316	6.1%
8	2	American Riviera Bank (CA)	5	\$ 793,156	3.4%
9	3	Community West Bancshares (CA)	6	\$ 583,214	2.5%
10	-	PacWest Bancorp (CA)	7	\$ 550,454	2.3%
11	-	First Repub Bank (CA)	1	\$ 482,730	2.1%
12	4	Community Bncp of Santa Maria (CA)	2	\$ 290,492	1.2%
13	-	BNP Paribas	1	\$ 236,308	1.0%
14	-	Sierra Bancorp (CA)	7	\$ 214,194	0.9%
15	-	U.S. Bancorp (MN)	8	\$ 199,563	0.9%
16	-	Heartland Financial USA Inc. (IA)	4	\$ 185,119	0.8%
17	-	Northern Trust Corp. (IL)	1	\$ 181,991	0.8%
18	-	FB Corp. (MO)	3	\$ 161,252	0.7%
19	-	1st Capital Bancorp (CA)	1	\$ 53,279	0.2%
20	-	Banc of California Inc. (CA)	1	\$ 50,957	0.2%
21	-	Umpqua Holdings Corp. (OR)	1	\$ 50,863	0.2%
22	-	Palomar Enterprises LLC (CA)	1	\$ 33,873	0.1%
23	-	Murphy Bank (CA)	1	\$ 23,354	0.1%
24	-	CVB Financial Corp. (CA)	1	\$ 17,575	0.1%
Total for All Institutions in Market			161	\$ 23,425,302	



Source: S&P Global Market Intelligence, deposit data as of June 30 of respective years

Note: All dollars in thousands. Companies highlighted in tan color represent companies which have been acquired or failed

*Footprint includes Santa Barbara and San Luis Obispo Counties



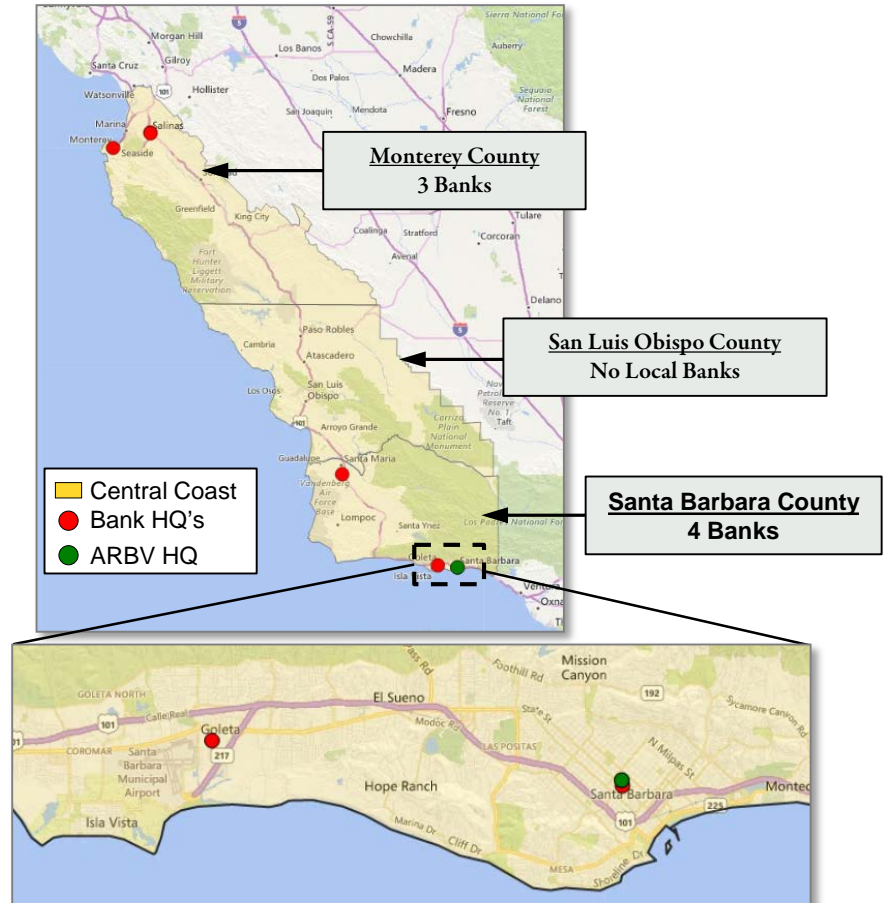
SCARCITY VALUE IN THE CENTRAL COAST OF CALIFORNIA

- ✓ American Riviera is the third 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	\$ 1,886
★ Community West Bank, N.A.	Santa Barbara	\$ 1,042
★ American Riviera Bank	Santa Barbara	\$ 930
1st Capital Bank	Monterey	\$ 749
Pacific Valley Bank	Monterey	\$ 420
★ Community Bank of Santa Maria	Santa Barbara	\$ 327
Monterey County Bank	Monterey	\$ 211

★ = Headquartered in Santa Barbara County



Source: S&P Global Market Intelligence, as of the most recent quarter publicly available, ARBV unaudited company information as of 9/30/2020

Note: All dollars in millions

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



COVID-19 CRISIS

Operations Continued with Minimal Disruption

- ✓ All locations have remained open with modified operations and limited interior branch access
- ✓ Able to quickly convert to remote work environment due to existing cloud network configurations
- ✓ Most staff have returned to the office but teleworking is still being utilized as necessary and appropriate. Schools remain closed which impacts the need for teleworking for certain staff.
- ✓ Robust electronic delivery channels already in place for clients

Health Status

- ✓ Santa Barbara and San Luis Obispo County responded quickly and shelter-in-place orders were issued by the Governor on March 19, 2020. In November 2020, we moved back into the Purple Tier.
- ✓ Death rates have remained low in both counties, and although the majority of concerns through the summer were in North Santa Barbara county, an area that we do not have branches or offices, the recent increase in cases has been throughout SLO and SB County.

Local Economy

- ✓ Restaurants remain open for outdoor service and have generally been able to adapt. Our warm weather has allowed restaurants to remain busy, but it's too early to know who will survive the winter. With limited air travel, our communities have attracted people from out of town to enjoy 'time away' which has helped local hospitality and tourism industry.
- ✓ Local residential real estate and mortgage volume has been robust as part of the migration out of cities and into our more rural communities
- ✓ Impact on office CRE is still to be determined as 'work from home' reduces the demand for office space



COVID-19 CRISIS PPP LOANS

Over 600 applications processed and approved by SBA (limited to existing clients and key prospects)

\$118 million

Average loan size of \$194,000

Estimated to save over 12,000 jobs

Forgiveness

- ✓ Received almost \$23 million, or 19%, in forgiveness and repayment, representing 101 loans as of November 30, 2020
- ✓ We expect to recognize close to 50% of PPP fee income in 2020.

Liquidity and Earnings Impact

- ✓ Continued high level of deposits with limited opportunities to invest excess funds
- ✓ Cost of Funds continues to decline, approaching 15bp



COVID-19 CRISIS LOAN PORTFOLIO

Deferral Requests

- ✓ Significant decrease in deferrals. Less than \$18 million in deferrals at September 30, 2020, compared to \$108 million at June 30, 2020.

As of Sept 30, 2020	Paying Interest Principal Deferred	Principal and Interest Deferred	Weighted Average LTV	Total Loans on Deferral	Percentage of Total Loans
CRE - Retail	\$ 3,198,603	\$ 8,727,555	53%	\$ 11,926,158	1.97%
CRE - Special Purpose	\$ -	\$ 3,799,533	65%	\$ 3,799,533	0.63%
CRE - Hospitality	\$ -	\$ -		\$ -	
C&I	\$ 1,901,583	\$ -		\$ 1,901,583	0.31%
	<u>\$ 5,100,186</u>	<u>\$ 12,527,088</u>		<u>\$ 17,627,274</u>	<u>2.91%</u>

Credit Quality

- ✓ No material change in credit quality of portfolio. Increase in ALLL for 1Q2020 and 2Q2020 was due to qualitative factors related to the economy and uncertainty, and generally not related to any specific credits or portfolios.

Current Loan Demand

- ✓ Loan Pipeline has increased significantly since the initial shock of COVID in the 2nd quarter of 2020. Significant ongoing growth expected from SLO and Paso. Expect to continue to deliver double digit annual loan growth.



AMERICAN RIVIERA
BANK

FINANCIAL OVERVIEW



FINANCIAL HIGHLIGHTS

Earnings

- Record net income of \$2.3 million for Q3 2020, compared to \$1.5 million for Q3 2019, an increase of 46%
- Earnings per share of \$0.45 for Q3 2020, compared to \$0.31 for Q3 2019, an increase of 45%
- Profitable each year since 2010

Performance

- Net interest margin of 3.86% for Q3 2020, and 3.99% excluding the impact of PPP loans. Net interest margin of 4.04% for 2020 year-to-date
- Efficiency ratio of 63% for Q3 2020, compared to 68% for Q3 2019. Efficiency ratio has benefitted from increased scale from expansion into SLO County

Deposits

- Total deposits of \$829 million, an increase of \$226 million or 37%, from September 30, 2019
- 53% of deposits are transaction and 40% are non-interest bearing
- Cost of deposits of 0.16% for Q3 2020, compared to 0.28% in Q2 2020 and 0.73% for Q3 2019

Loans

- Gross loans of \$722 million, an increase of \$174 million, or 32%, from September 30, 2019
- Loan / deposit ratio of 87.1%, and 73.0% excluding PPP loans
- Yield on loans of 4.69% for Q3 2020, compared to 4.79% in Q2 2020 and 5.44% for Q3 2019

Credit Quality

- Total loans on deferral of \$17.6 million as of September 30, 2020, representing 2.9% of total loans excluding PPP – compared with \$108 million as of June 30, 2020
- Nonperforming assets of \$12k, or 0.00% of total assets, as of September 30, 2020
- Loan loss reserve of \$8.0 million, which represents 1.11% of gross loans and 1.33% of gross loans excluding PPP loans

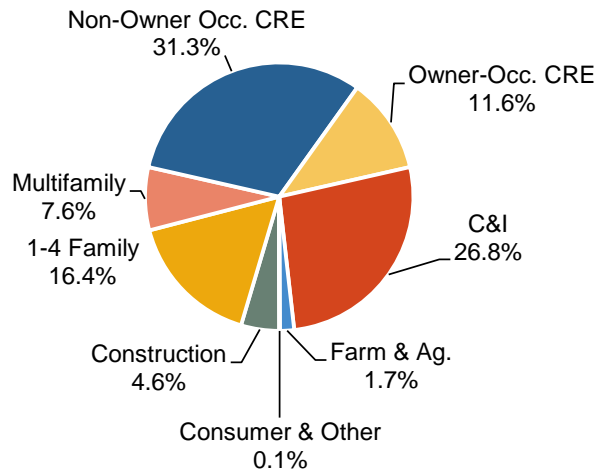
Capital

- Tangible common equity ratio of 8.28%, leverage ratio of 8.49%, and risk-based capital ratio of 13.07%
- \$8.5 million Common Stock offering completed in March 2019 at market price of \$18 per share



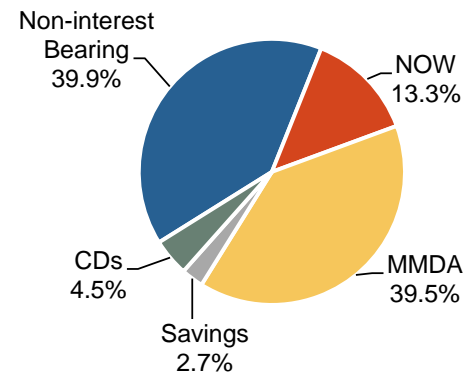
BALANCE SHEET MIX

Loan Portfolio



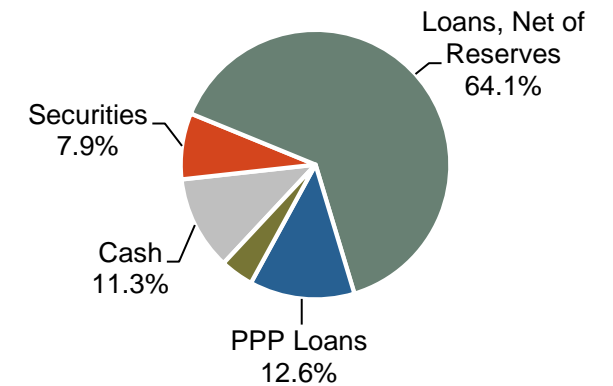
- Gross loans of \$722 million, which includes \$117 million of PPP loans
- 4.69% loan yield in Q3 2020
- 69.7% of loans are C&I and CRE

Deposit Base



- Total deposits of \$829 million
- 0.16% cost of deposits in Q3 2020
- 39.9% of deposits are non-interest bearing
- 53.3% of deposits are transaction accounts

Total Asset Mix

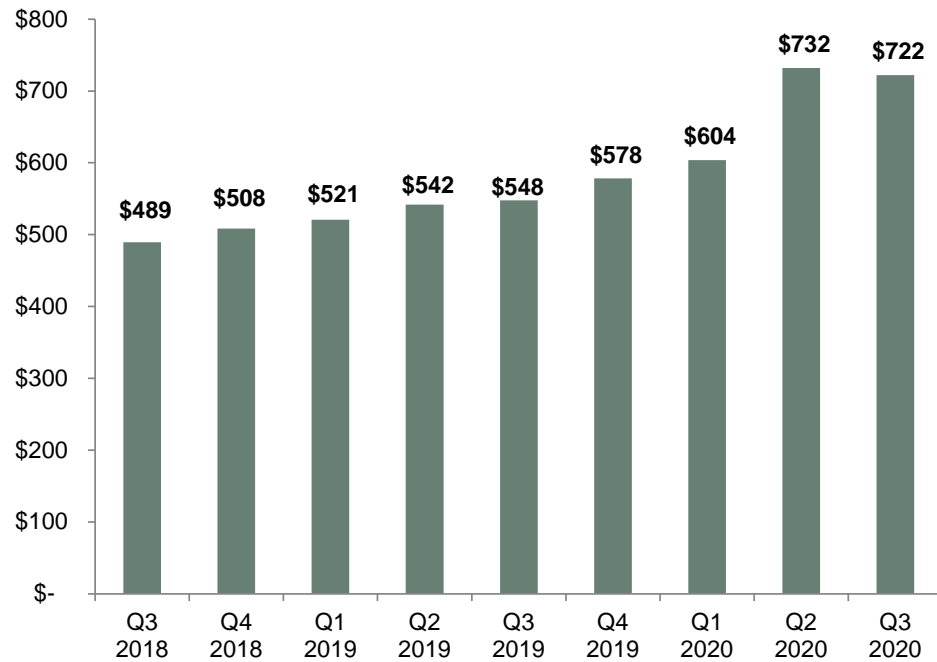


- Total assets of \$930 million
- 87.1% loan / deposit ratio
- 73.0% loan / deposit ratio, excluding PPP loans



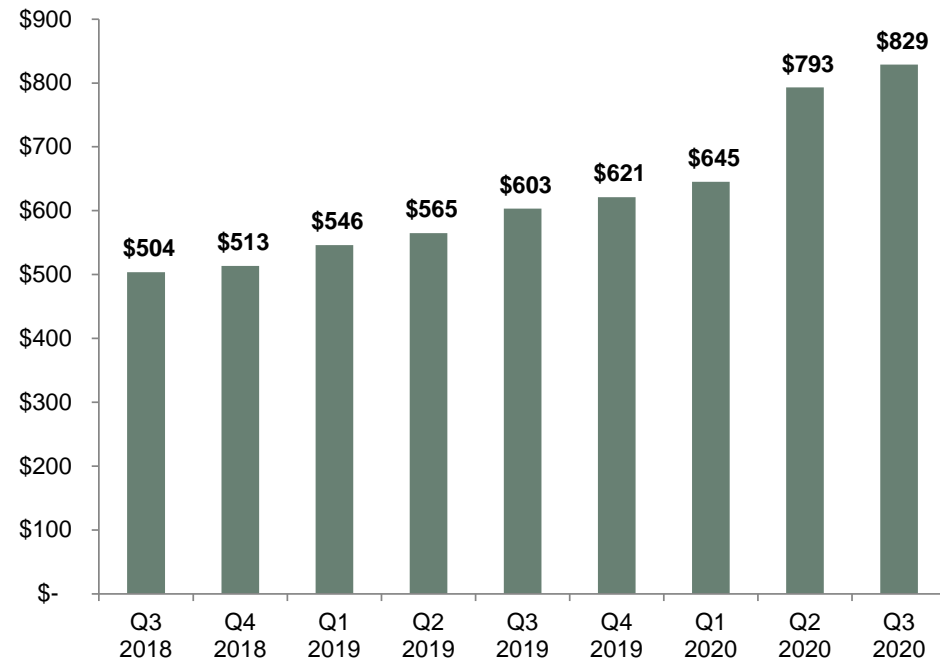
BALANCE SHEET GROWTH

Gross Loans



- \$233 million increase in gross loans since Q3 2018, which is a CAGR of 21.5%
- Excluding PPP loans, gross loans increased \$115 million since Q3 2018, which is a CAGR of 11.2%

Total Deposits

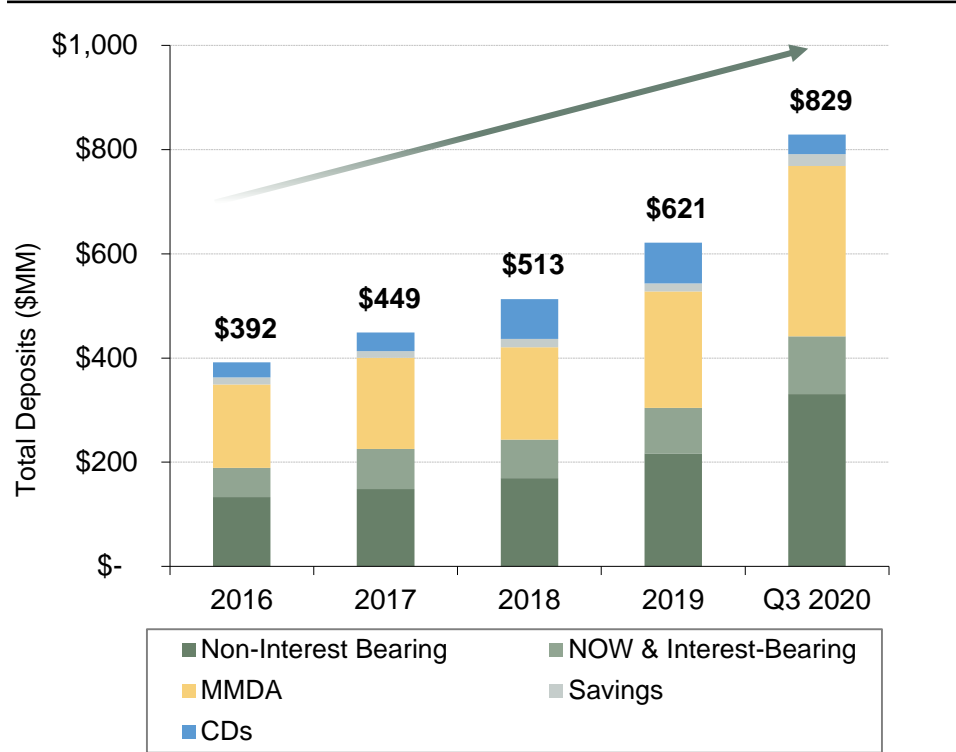


- \$325 million increase in total deposits since Q3 2018, or CAGR of 28.3%

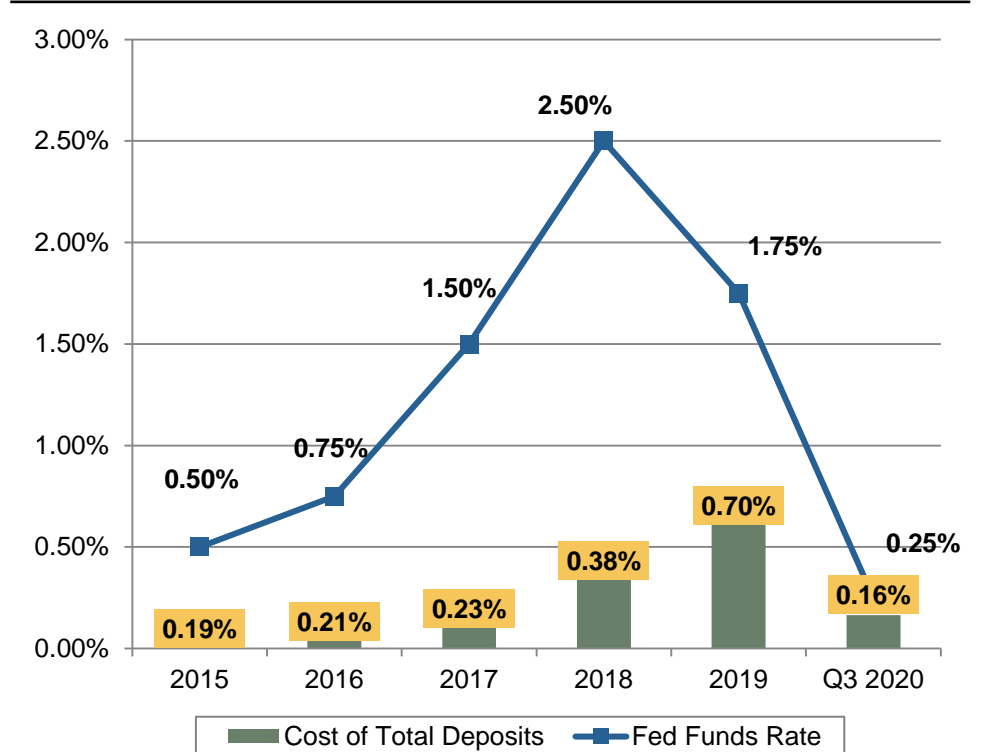


CORE DEPOSIT FRANCHISE

Deposit Mix



Cost of Deposits vs. Fed Funds Rate

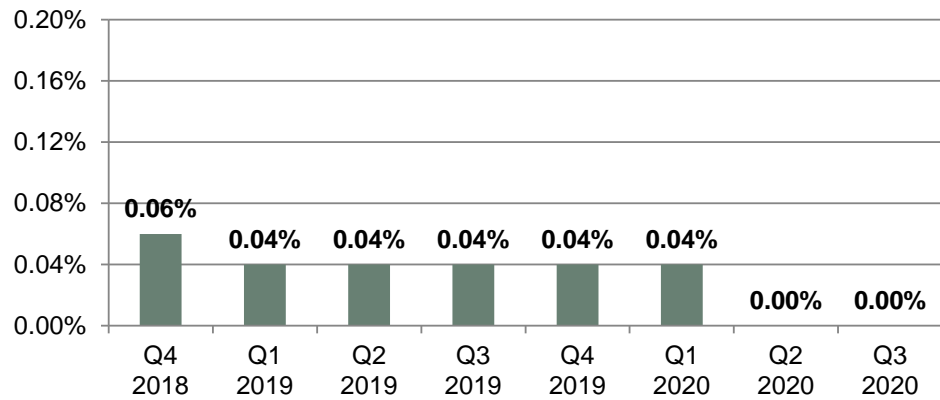


Source: Unaudited company information, call reports and press releases as of 9/30/2020, and Federal Reserve website
 Note: Fed Funds rate represents FOMC's high-end of target federal funds rate as of the end of each respective period
 Note: All dollars in millions

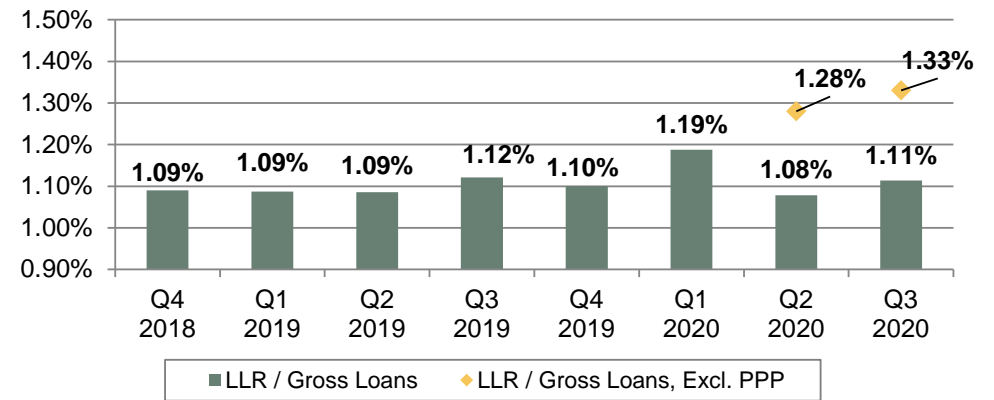


CREDIT QUALITY TRENDS

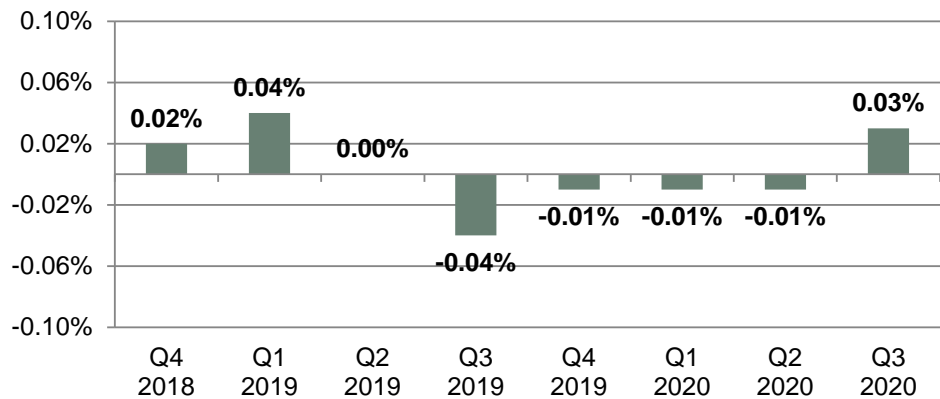
Nonperforming Assets / Total Assets*



Allowance for Loan Losses / Gross Loans



Net Charge-Offs (Recoveries) / Average Loans

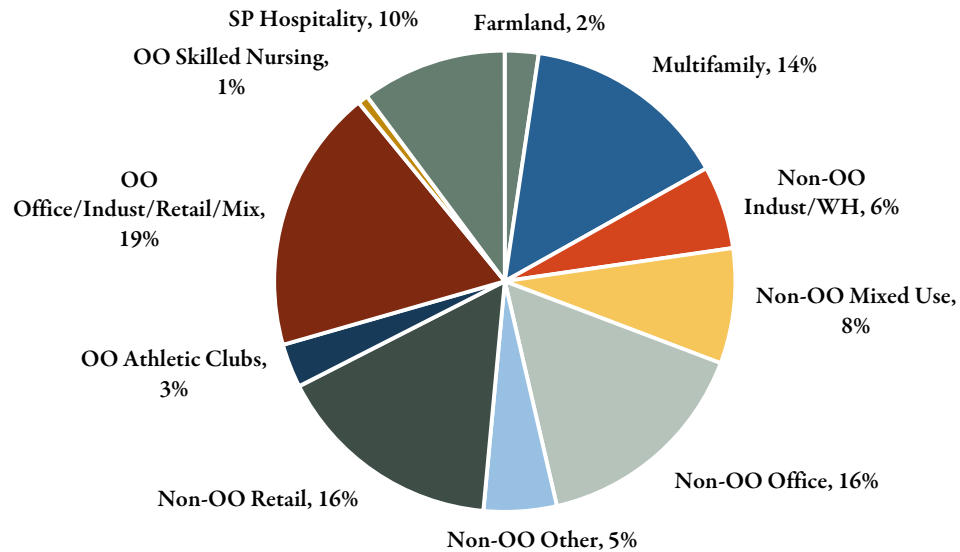


Source: Unaudited company information, call reports and press releases as of 9/30/2020
 *Excludes troubled debt restructurings

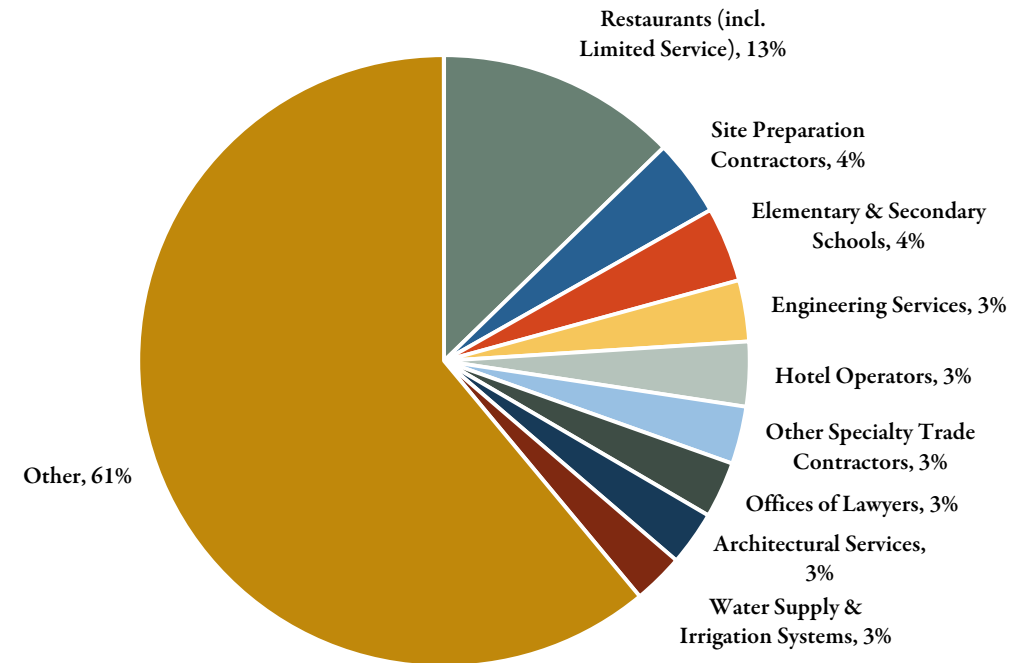


CREDIT QUALITY TRENDS

September 30, 2020
CRE Portfolio



September 30, 2020
C&I Portfolio, excluding PPP



Strong LTV and DCR ratios will support CMRE portfolio
(data as of July 31, 2020 stress test)

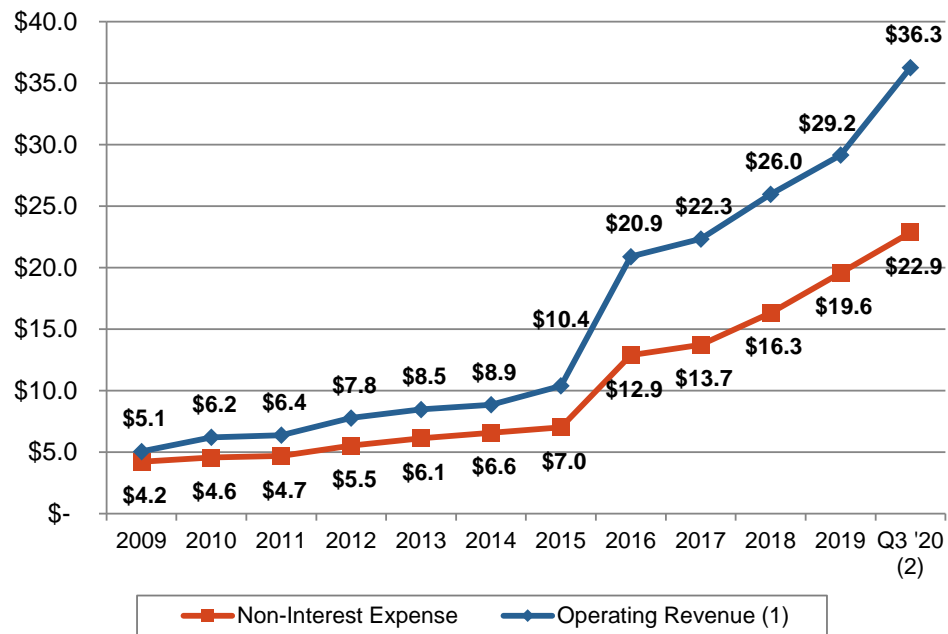
	<u>DCR</u>	<u>LTV</u>
Non-OO Indust/WH	1.51	58%
Non-OO Mixed Use	1.88	48%
Non-OO Office	1.96	51%
Non-OO Other	2.32	47%
Non-OO Retail	2.3	45%
SP Hospitality	2.97	49%



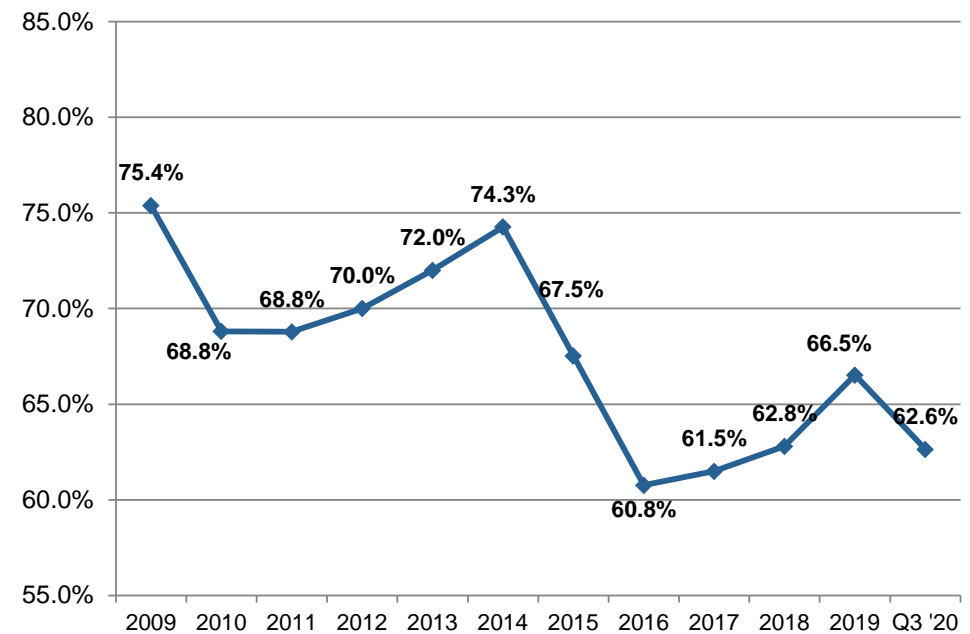
CREATING OPERATING LEVERAGE

- Operating revenue continues to outpace non-interest expense as the Company grows and creates operating leverage and greater efficiencies

Operating Revenue vs. Non-Interest Expense



Efficiency Ratio



Source: Unaudited company information, call reports and press releases as of 9/30/2020

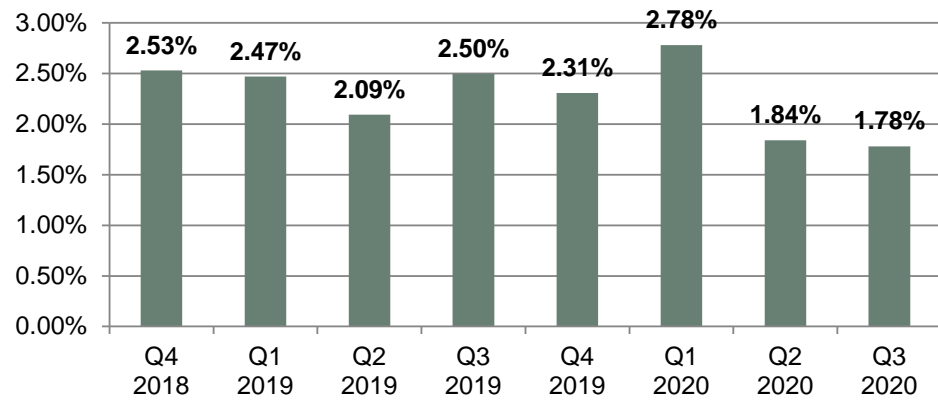
Note: All dollars in millions

- Operating revenue = net interest income + non-interest income. Excludes gain on securities
- Q3 2020 annualized results

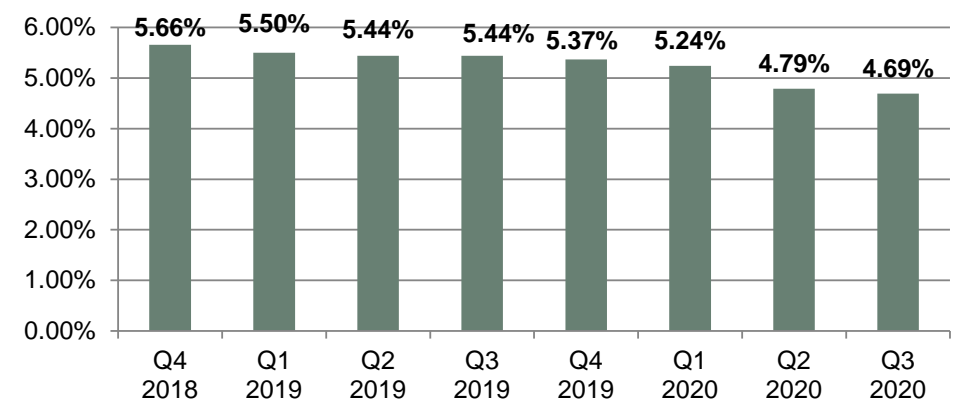


YIELD & COST TRENDS

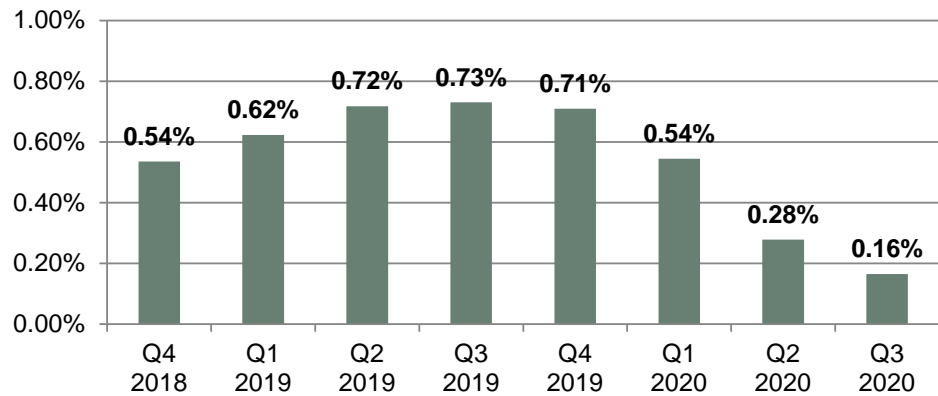
Yield on Investment Securities



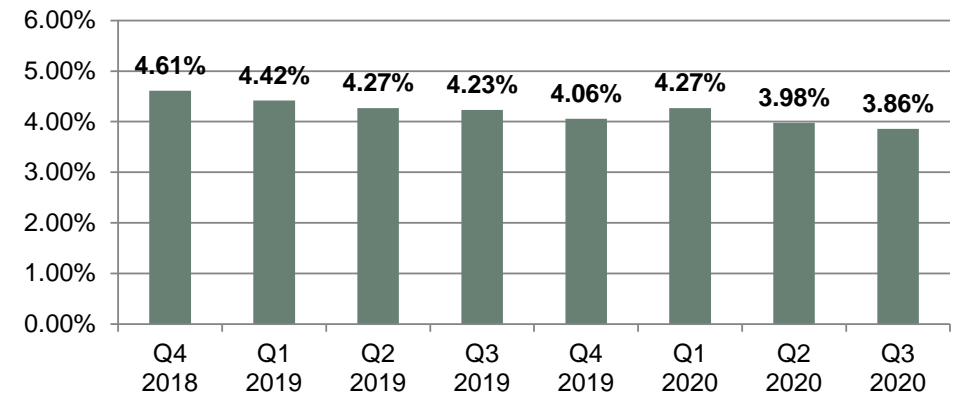
Yield on Loans



Cost of Deposits



Net Interest Margin

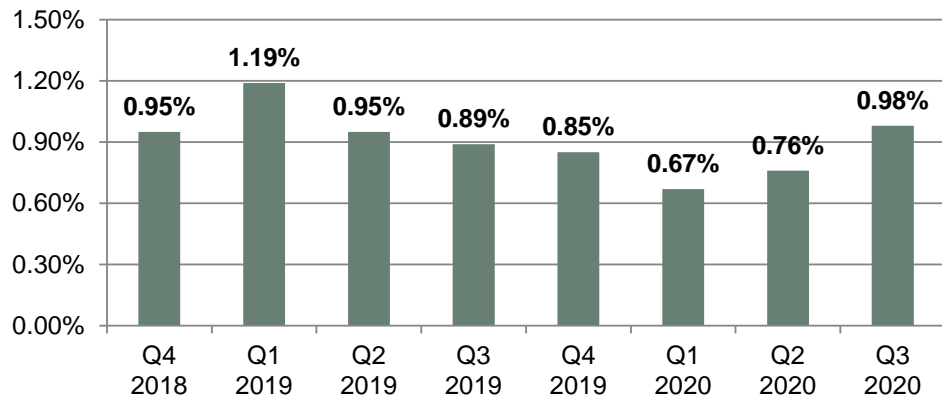


Source: Unaudited company information, call reports and press releases, as of 9/30/2020

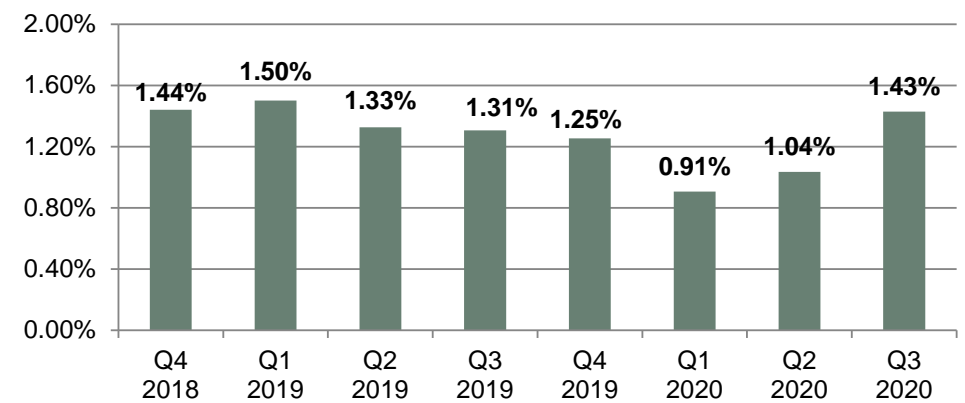


PROFITABILITY TRENDS

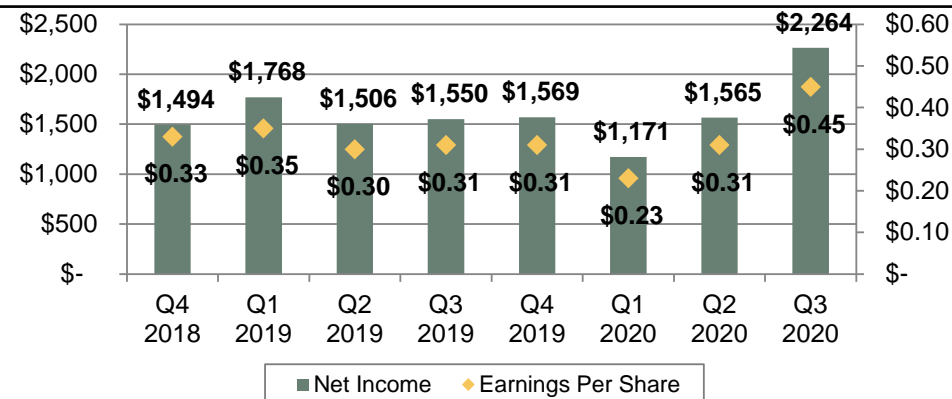
Return on Average Assets



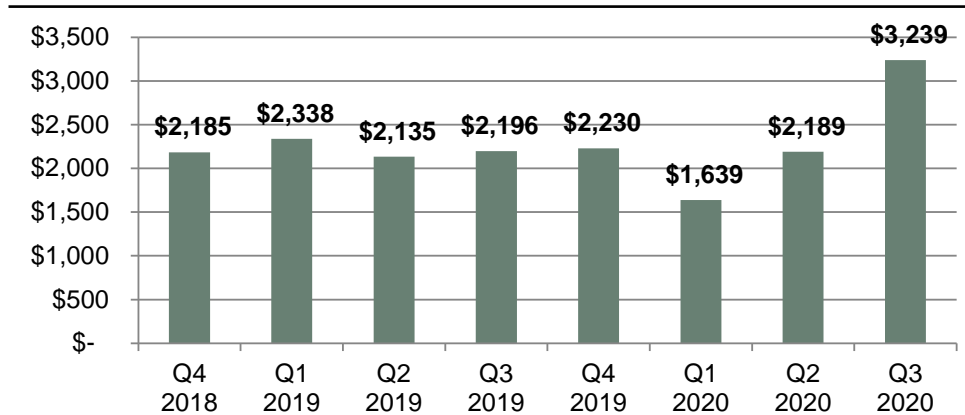
Pre-Tax Return on Average Assets



Net Income (\$000s)



Pre-Tax Income (\$000s)

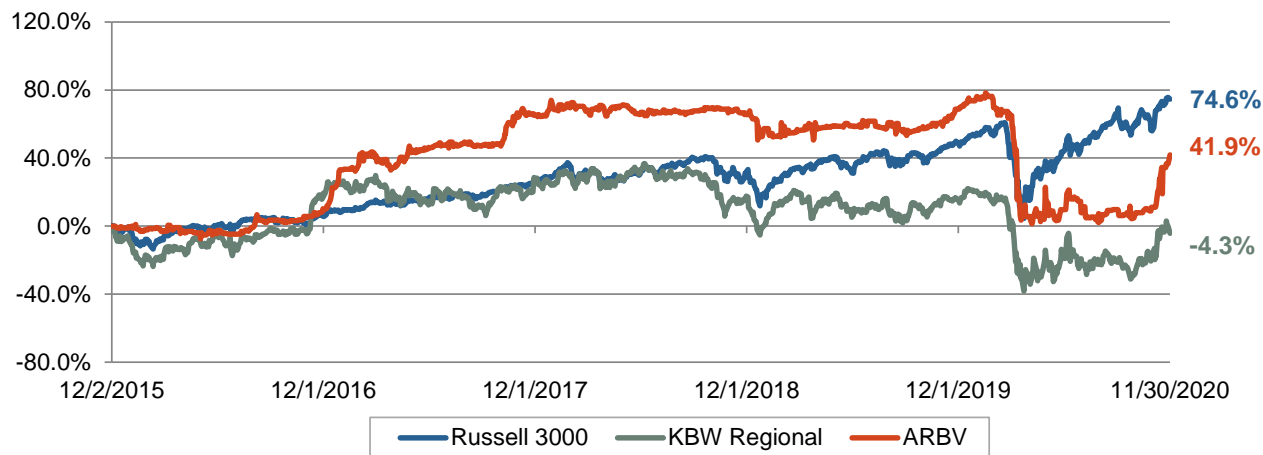


Source: Unaudited company information, call reports and press releases, as of 9/30/2020
 Note: All dollars in thousands



STOCK PERFORMANCE

Market Performance – Last Five Years



Periods	Beginning Date	Index			ARBV vs. KBW Regional
		Russell 3000	KBW Regional	ARBV	
30-Day	10/19/2020	6.7%	22.3%	28.8%	6.5%
60-Day	9/4/2020	7.8%	17.4%	33.6%	16.2%
90-Day	7/24/2020	14.8%	19.3%	36.4%	17.1%
Year-To-Date	12/31/2019	13.8%	-20.6%	-18.7%	1.9%
Last Twelve Months	11/29/2019	17.0%	-17.4%	-15.9%	1.4%
Since Stock Offering	3/27/2019	30.3%	-11.2%	-6.4%	4.8%
Last Five Years	11/30/2015	74.6%	-4.3%	41.9%	46.2%

Summary Market Profile

Ticker	ARBV
Exchange	OTCPK
Stock Price	\$ 16.10
Market Cap. (\$MM)	\$ 80
Dividend Yield	0.00%
<u>Average Daily Volume (3 Months)</u>	
Avg. Daily Volume (Shares)	971
Avg. Daily Volume (\$000s)	\$ 16
<u>52-Week High/Low</u>	
52-Week High (1/17/2020)	\$ 20.50
52-Week Low (9/23/2020)	\$ 11.20
% Difference vs. 52-Week High	-21.5%
% Difference vs. 52-Week Low	43.8%
<u>Valuation Ratios</u>	
Price / Tg. Book Value	106.6%
Price / MRQ EPS	8.9x
Price / LTM EPS	12.4x

Source: Unaudited company information, as of 9/30/2020. Market data from S&P Global Market Intelligence, as of 11/30/2020
 Note: All dollars in thousands, except per share data



LOOKING AHEAD

- ✓ Growing commercial banking franchise in California's Central Coast
- ✓ Creating operating leverage with scale and strategic investments
- ✓ Highly successful expansion via de novo branches in San Luis Obispo and Paso Robles
- ✓ Well positioned to continue to take advantage of opportunities to enhance franchise value
- ✓ Focused on building long term value for our shareholders