



AMERICAN RIVIERA
BANCORP

QUARTERLY FINANCIAL UPDATE

As of March 31, 2022



OVERVIEW OF AMERICAN RIVIERA BANCORP

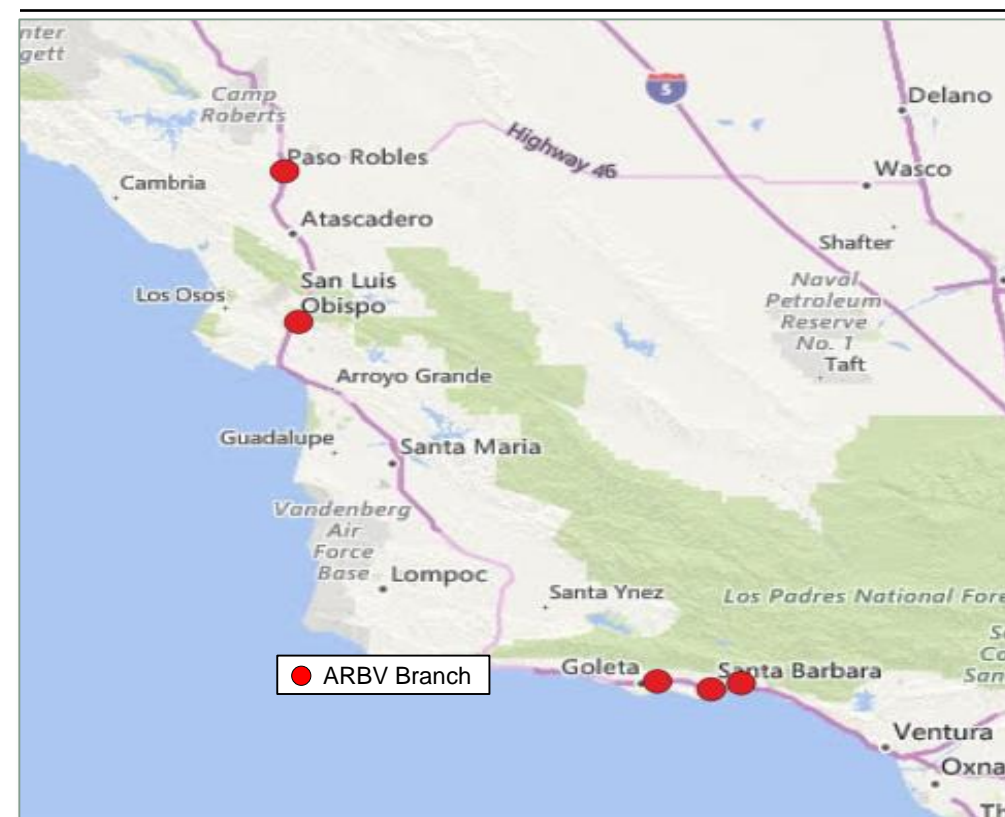
Company Overview

Bank Name	American Riviera Bank
Headquarters	Santa Barbara, CA
Ticker / Exchange	ARBV / OTCQX
Market Cap.	\$ 100 MM
Outstanding Shares	5,178,965
Client Focus	Real Estate, Small Business, and Professionals
Geography	Central Coast of California
Year Established	2006
Branches	5

Financial Overview at 3/31/2022

Total Assets	\$1,362 MM	ROAA	1.00%
Gross Loans	\$ 788 MM	ROAE	15.58%
Leverage Ratio*	8.40%	Efficiency Ratio	60.5%
Risk Based Capital Ratio*	13.74%	NIM	3.22%

Branch Footprint



Source: Unaudited company information and earnings release data, as of 3/31/2022. Market data from S&P Capital IQ Pro, as of 4/27/2022

Note: All dollars in millions

*Denotes regulatory bank-level financials



HISTORY OF THE COMPANY









*Unaudited company information as of 3/31/2022.

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



EXECUTIVE MANAGEMENT TEAM

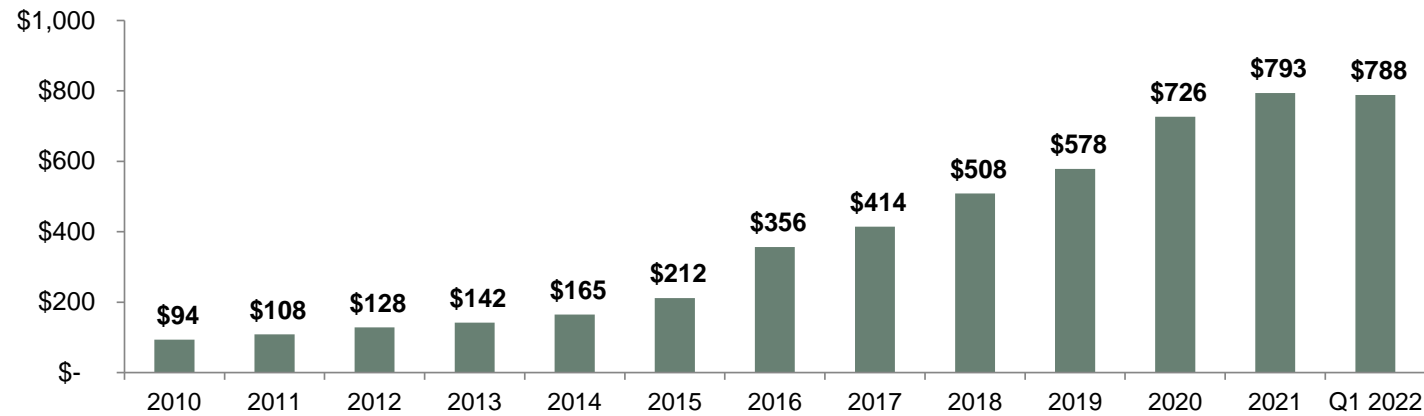
	Executive/ Title	Joined	Biography
	Jeff DeVine President and CEO	2008	Mr. DeVine serves as the President and Chief Executive Officer of the Bank and Bancorp. He was appointed President and Chief Executive Officer of the Bank on August 21, 2008. Mr. DeVine previously was employed as Statewide Division 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.
	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 Officer	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.

	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 a graduate of Pacific Coast Banking School at the University of Washington.
	Laurel Sykes Chief Risk Officer	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.
	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.



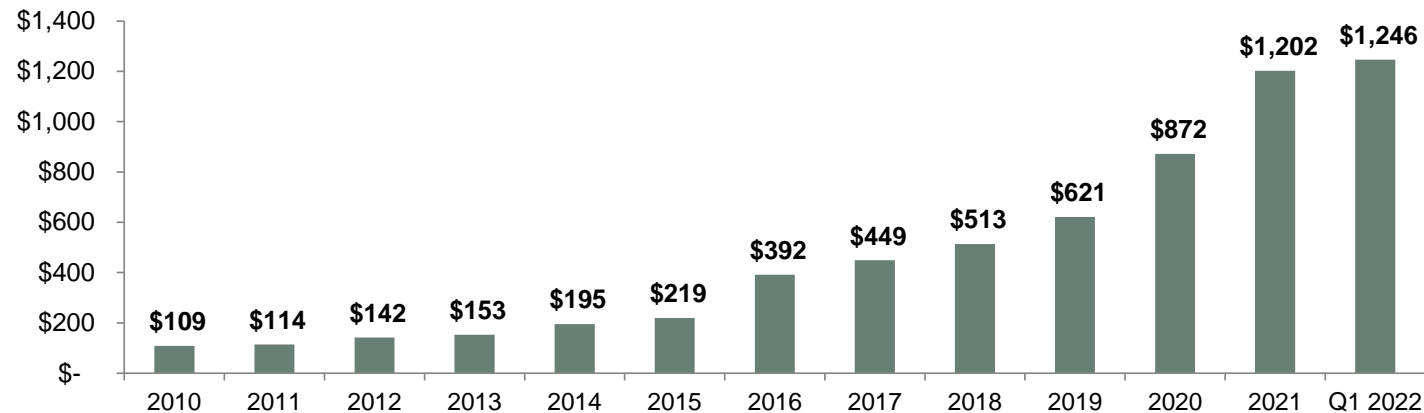
TRACK RECORD OF ORGANIC & ACQUISITIVE GROWTH

Gross Loans (\$MM)



- ✓ 17.4% loan growth (excluding SBA PPP) over the last 12 months
- ✓ Loan-to-deposit ratio of 63.1%
- ✓ Originated \$118 million in PPP loans in 2020, and \$68 million in 2021. \$12 million remaining at March 31, 2022

Total Deposits (\$MM)



- ✓ 26.9% deposit growth over the last 12 months

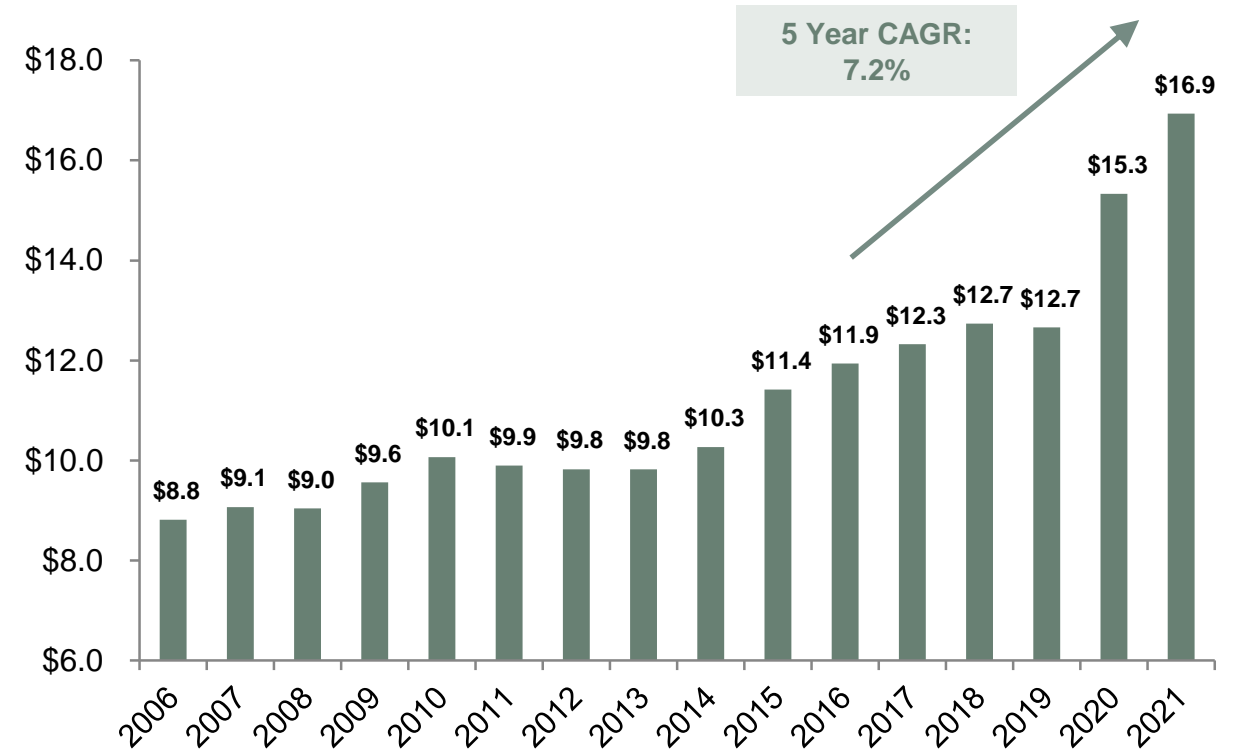


SANTA BARBARA COUNTY

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 5th best public university in the United States and employs over 11,000 people⁽¹⁾
- ✓ Santa Barbara's population has grown 6.0% since 2010 and is expected to grow 1.8% over the next five years⁽²⁾
- ✓ Median household incomes for the cities of Santa Barbara and Montecito are \$89,153 and \$169,209, which are 23% and 134% 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, 2022 Rankings, UCSB Administrative Services
2. S&P Capital IQ Pro
3. Pacific Coast Business Times



SAN LUIS OBISPO COUNTY

Economic Overview and Demographic Trends

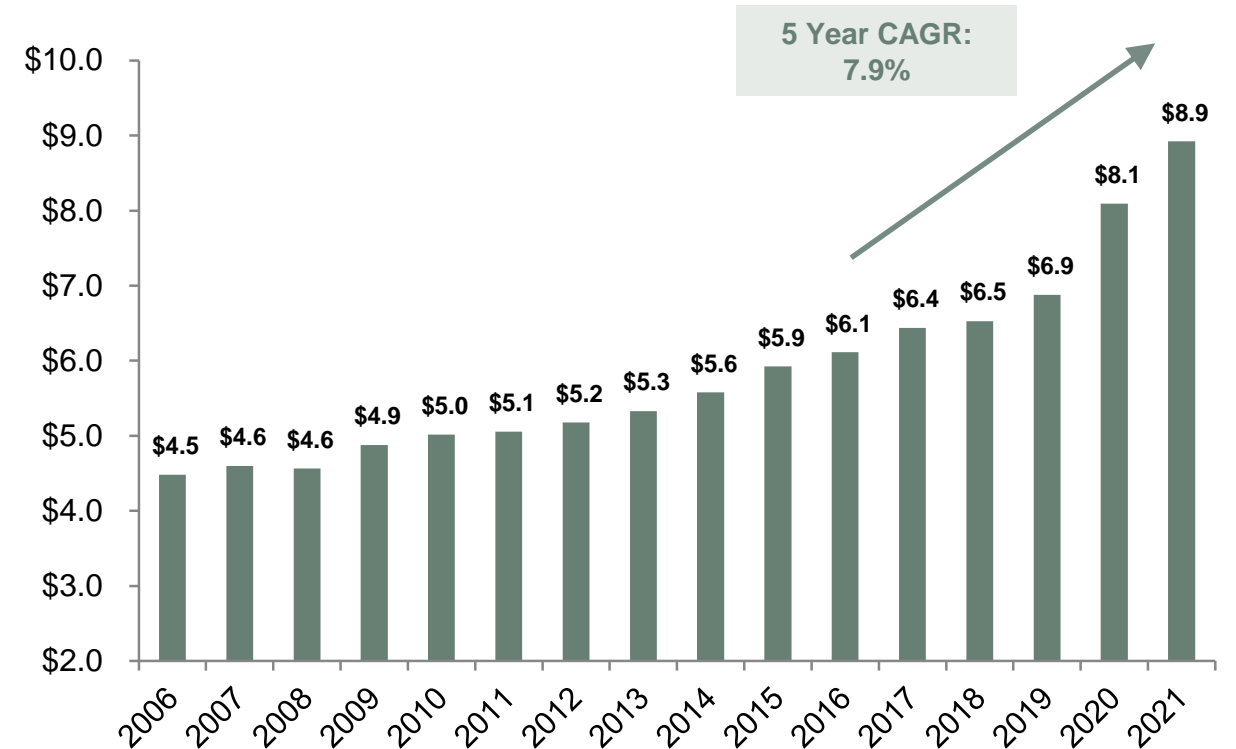
- ✓ Diverse region characterized by agricultural and ranching operations, a robust wine industry, and small-to-mid sized businesses
- ✓ Home to nationally-ranked California Polytechnic State University, which is comprised of approximately 21,000 students and employs over 3,000 faculty and staff⁽¹⁾
- ✓ San Luis Obispo's population has grown 4.3% since 2010 and is expected to grow 1.4% over the next five years⁽²⁾
- ✓ Median household income for San Luis Obispo is \$85,208, which is 18% higher than the national average⁽²⁾

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 YEARS

11 banks with \$6.7B of deposits in ARBV's footprint have been acquired or failed since 2011, including 8 banks which were headquartered in-market*

Deposit Market Share* in 2011

Rank	In-Mkt.		Number of Branches	Deposits in Market	Market Share
	Total	HQ			
1	1	Pacific Capital Bancorp (CA)	21	\$ 2,359,513	15.6%
2	-	Wells Fargo & Co. (CA)	16	\$ 2,348,306	15.6%
3	-	Rabobank	33	\$ 2,275,210	15.1%
4	-	Bank of America Corp. (NC)	15	\$ 2,048,021	13.6%
5	-	JPMorgan Chase & Co. (NY)	16	\$ 1,018,115	6.7%
6	2	Heritage Oaks Bancorp (CA)	14	\$ 803,164	5.3%
7	3	Montecito Bancorp (CA)	6	\$ 797,789	5.3%
8	4	Community West Bancshares (CA)	4	\$ 383,879	2.5%
9	-	PacWest Bancorp (CA)	7	\$ 258,068	1.7%
10	-	Northern Trust Corp. (IL)	2	\$ 234,053	1.6%
11	5	Santa Lucia Bancorp (CA)	4	\$ 228,089	1.5%
12	-	Mitsubishi UFJ Financial Group Inc.	5	\$ 211,057	1.4%
13	-	BNP Paribas SA / Bank of the West	2	\$ 208,041	1.4%
14	-	Citigroup Inc. (NY)	4	\$ 202,064	1.3%
15	6	American Perspective Bank (CA)	2	\$ 196,507	1.3%
16	7	Mission Community Bank	6	\$ 190,774	1.3%
17	-	U.S. Bancorp / First Bank (MN)	9	\$ 182,945	1.2%
18	-	First Republic Bank (CA)	1	\$ 174,517	1.2%
19	-	FB Corp. (MO)	3	\$ 144,619	1.0%
20	8	Community Bank of Santa Maria (CA)	3	\$ 135,688	0.9%
21	-	First California Financial Group Inc. (CA)	1	\$ 125,885	0.8%
22	9	Coast Bancorp (CA)	5	\$ 124,105	0.8%
23	10	American Riviera Bank (CA)	1	\$ 106,717	0.7%
24	11	Founders Bancorp (CA)	2	\$ 103,294	0.7%
25	12	Bank of Santa Barbara (CA)	1	\$ 86,995	0.6%
26	-	Dickinson Financial Corp. II (MO)	1	\$ 1,919	0.0%
Total for All Institutions in Market			178	\$ 14,949,334	
Total Disruption (11 Companies)			94	\$ 6,704,593	44.4%

Deposit Market Share* in 2021

Rank	In-Mkt.		Number of Branches	Deposits in Market	Market Share
	Total	HQ			
1	-	Wells Fargo & Co. (CA)	18	\$ 4,372,474	16.9%
2	-	JPMorgan Chase & Co. (NY)	17	\$ 3,704,088	14.3%
3	-	Bank of America Corp. (NC)	10	\$ 3,597,409	13.9%
4	-	Mechanics Bank (TX)	26	\$ 2,958,570	11.4%
5	-	U.S. Bancorp (MN)	21	\$ 2,835,675	11.0%
6	-	Pacific Premier Bancorp Inc. (CA)	11	\$ 2,100,197	8.1%
7	1	Montecito Bancorp (CA)	11	\$ 1,715,921	6.6%
8	2	American Riviera Bank (CA)	5	\$ 1,051,473	4.1%
9	3	Community West Bancshares (CA)	6	\$ 656,629	2.5%
10	-	PacWest Bancorp (CA)	7	\$ 583,057	2.3%
11	-	First Republic Bank (CA)	1	\$ 536,986	2.1%
12	4	Community Bancorp of Santa Maria (CA)	2	\$ 339,464	1.3%
13	-	BNP Paribas SA / Bank of the West	2	\$ 260,552	1.0%
14	-	Sierra Bancorp (CA)	5	\$ 244,375	0.9%
15	-	Northern Trust Corp. (IL)	1	\$ 237,808	0.9%
16	-	Heartland Financial USA Inc. / Premier Valley Bank (IA)	2	\$ 184,989	0.7%
17	-	FB Corp. / First Bank (MO)	3	\$ 179,156	0.7%
18	-	1st Capital Bancorp (CA)	1	\$ 84,298	0.3%
19	-	Umpqua Holdings Corp. (OR)	1	\$ 56,543	0.2%
20	-	Palomar Enterprises LLC / F&M Bank of Long Beach (CA)	1	\$ 48,467	0.2%
21	-	Banc of California Inc. (CA)	1	\$ 47,199	0.2%
22	-	Murphy Bank (CA)	1	\$ 32,324	0.1%
23	-	CVB Financial Corp. / Citizens Business Bank (CA)	1	\$ 21,106	0.1%
24	-	Mission Bancorp (CA)	1	\$ 8,704	0.0%
Total for All Institutions in Market			154	\$ 25,857,464	

Source: S&P Capital IQ Pro, 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 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

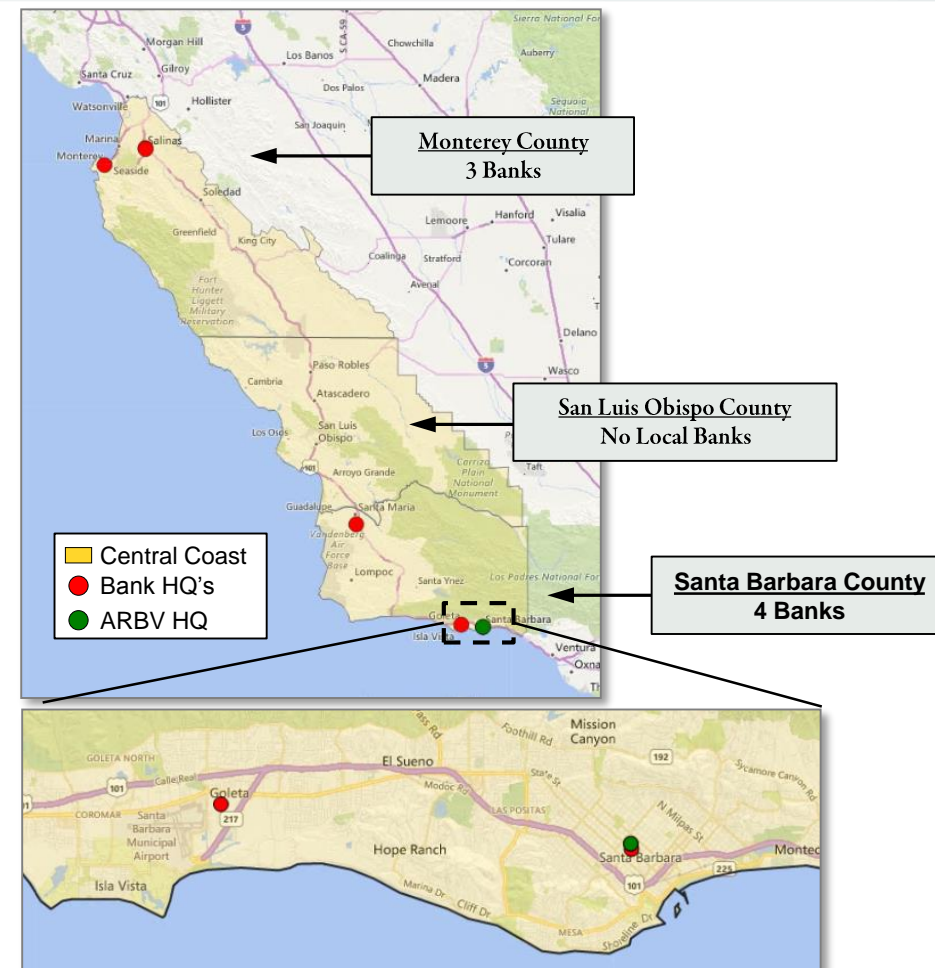
Company	County	Assets (\$MM)
★ Montecito Bank & Trust	Santa Barbara	\$ 2,399
★ American Riviera Bancorp	Santa Barbara	\$ 1,362
★ Community West Bank, N.A.	Santa Barbara	\$ 1,157
1st Capital Bancorp	Monterey	\$ 999
Pacific Valley Bancorp	Monterey	\$ 499
★ Community Bank of Santa Maria	Santa Barbara	\$ 411
Monterey County Bank	Monterey	\$ 234

★ = 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 3/31/2021

Note: All dollars in millions

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





AMERICAN RIVIERA
BANK

FINANCIAL OVERVIEW



FINANCIAL HIGHLIGHTS

Earnings

- 1.00% ROA and 15.58 % ROE
- Net income of \$3.2 million for Q1 2022, compared to \$2.6 million for Q1 2021, an increase of 23%
- Earnings per share of \$0.61 for Q1 2022, compared to \$0.50 for Q1 2021, an increase of 22%

Performance

- Net interest margin of 3.22%
- Efficiency ratio of 60.5%

Deposits

- Total deposits of \$1.2 billion, an increase of \$263 million or 27%, from March 31, 2021
- 54% of deposits are transaction and 39% are non-interest bearing
- Cost of deposits of 0.07% in Q1 2022, compared to 0.07% in Q4 2021 and 0.11% for Q1 2021

Loans

- Gross loans of \$776 million, excluding \$12 million in PPP loans, an increase of \$115 million, or 17%, from March 31, 2021
- Loan-to-deposit ratio of 63%, and 62% excluding PPP loans
- Yield on loans of 4.99% in Q1 2022, compared to 4.76% in Q1 2021

Credit Quality

- Nonperforming assets of \$2.8 million, or 0.20% of total assets, as of March 31, 2022
- Loan loss reserve of \$9.4 million, which represents 1.19% of gross loans and 1.21% of gross loans excluding PPP loans

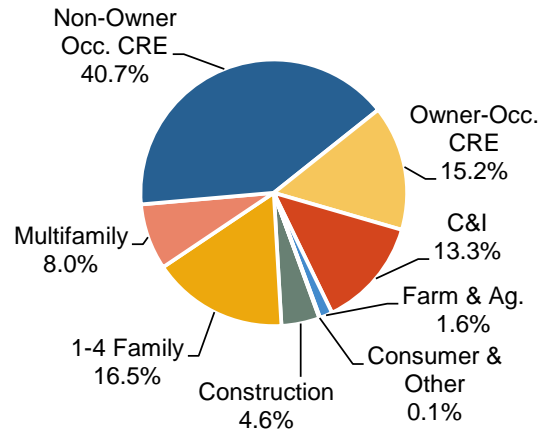
Capital

- Tangible common equity ratio of 6.23% at holding company-level
- Leverage ratio of 8.40% and risk-based capital ratio of 13.74% at bank-level
- Raised \$18.0 million in subordinated debt in February 2022 with a fixed rate of 3.75% for first five years, and SOFR + 212 bps for last five years



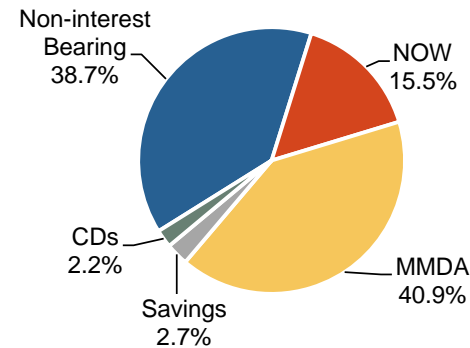
BALANCE SHEET MIX

Loan Portfolio



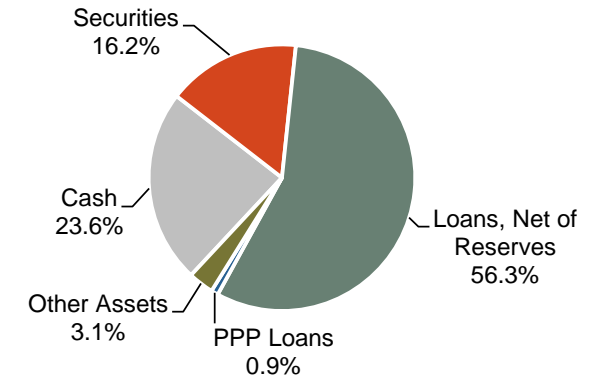
- Gross loans of \$788 million, which includes \$12 million of PPP loans
- 4.99% loan yield in Q1 2022
- 69.2% of loans are C&I and CRE

Deposit Base



- Total deposits of \$1.2 billion
- 0.07% cost of deposits in Q1 2022
- 38.7% of deposits are non-interest bearing
- 54.2% of deposits are transaction accounts

Total Asset Mix

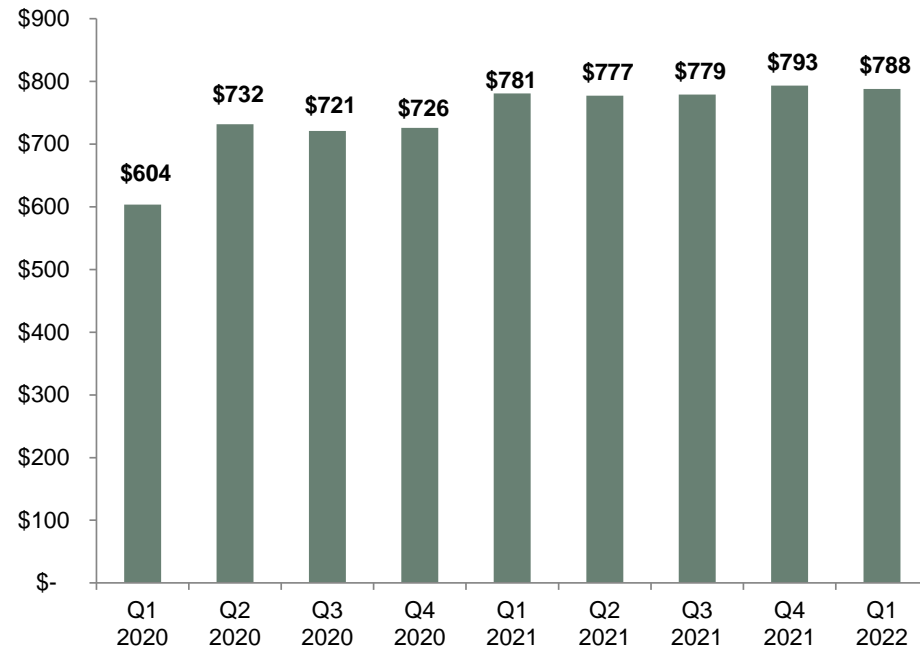


- Total assets of \$1.4 billion
- 63% loan-to-deposit ratio
- 62% loan-to-deposit ratio, excluding PPP loans
- Sizeable cash position will benefit interest income in a rising rate environment



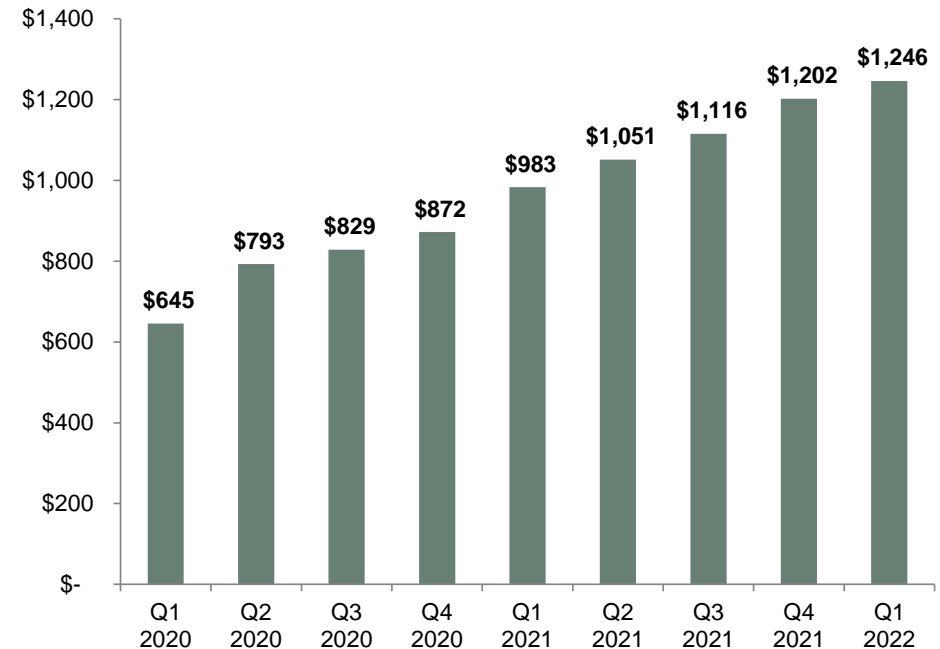
BALANCE SHEET GROWTH

Gross Loans



- \$184 million increase in gross loans since Q1 2020, which is a CAGR of 14.3%
- Excluding PPP loans, gross loans increased \$173 million since Q1 2020, which is a CAGR of 13.4%

Total Deposits

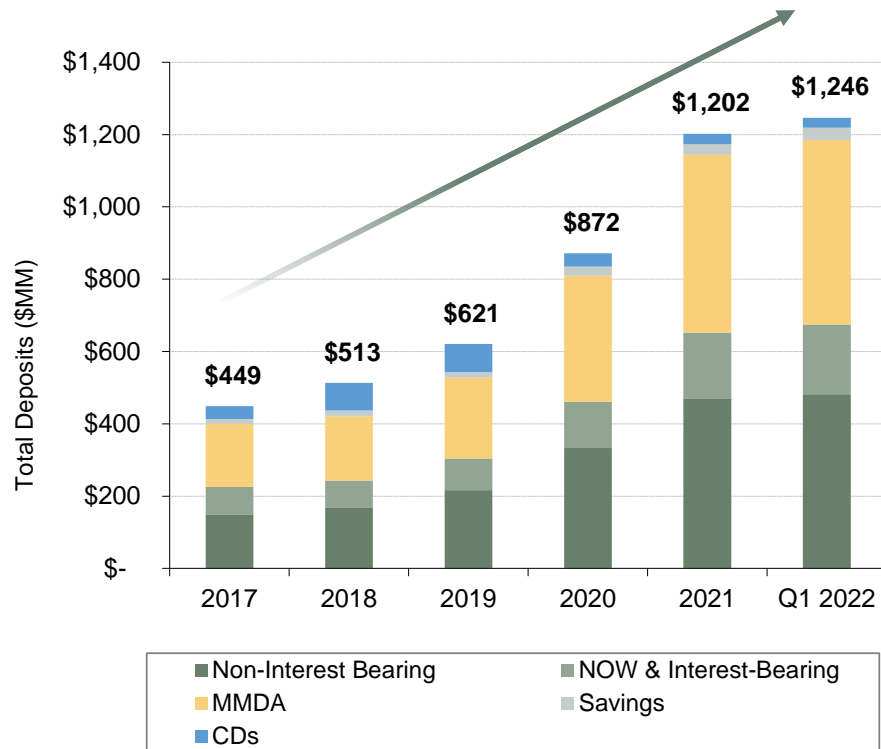


- \$601 million increase in total deposits since Q1 2020, or CAGR of 39.0%

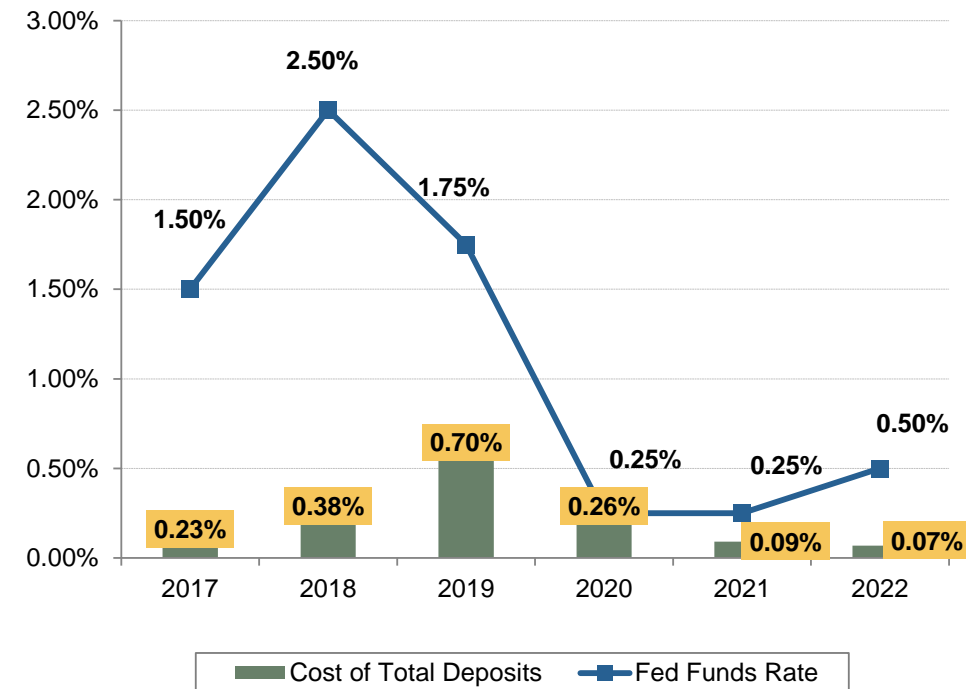


CORE DEPOSIT FRANCHISE

Deposit Mix



Cost of Deposits vs. Fed Funds Rate

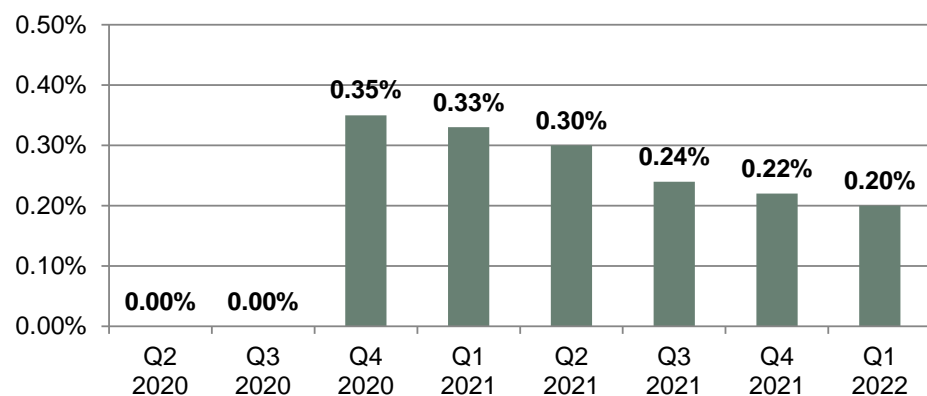


Source: Unaudited company information, call reports and press releases as of 3/31/2022, and Federal Reserve website
Note: Fed Funds rate represents FOMC's high-end of target federal funds rate as of the end of each respective period
Note: All dollars in millions

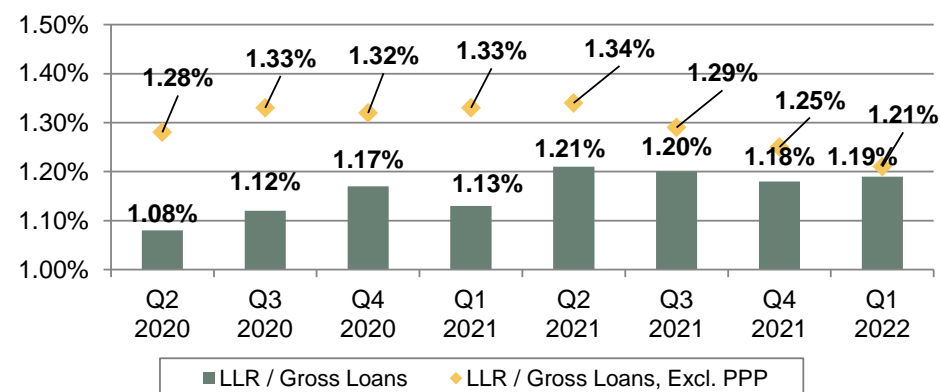


CREDIT QUALITY TRENDS

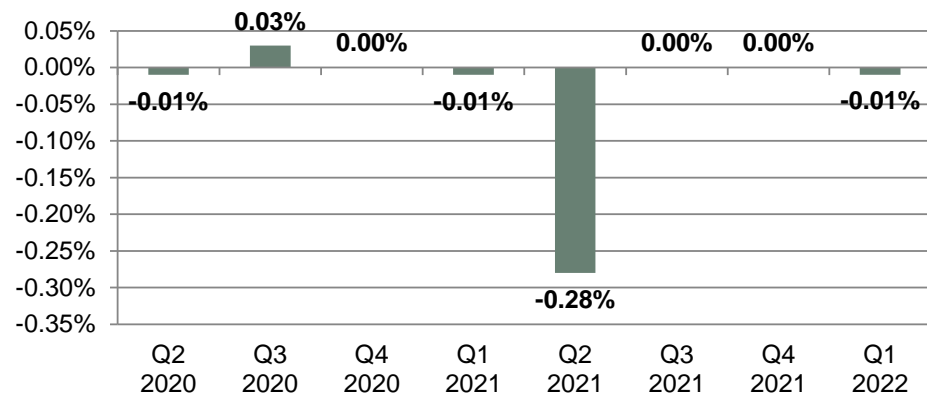
Nonperforming Assets / Total Assets*



Allowance for Loan Losses / Gross Loans



Net Charge-Offs (Recoveries) / Average Loans



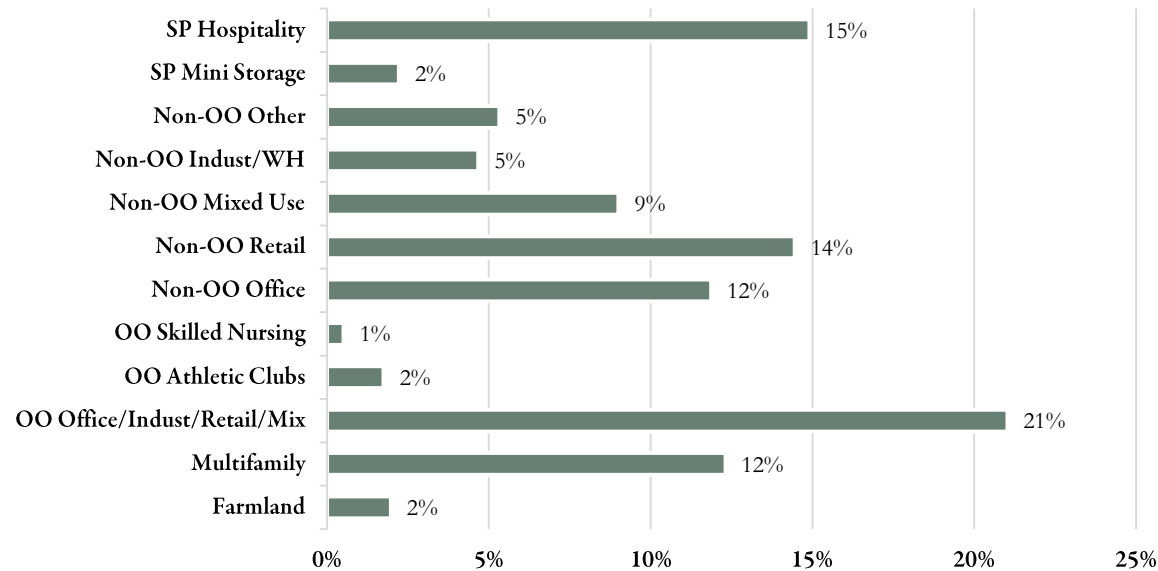
Source: Unaudited company information, call reports and press releases as of 3/31/2022

*Excludes troubled debt restructurings

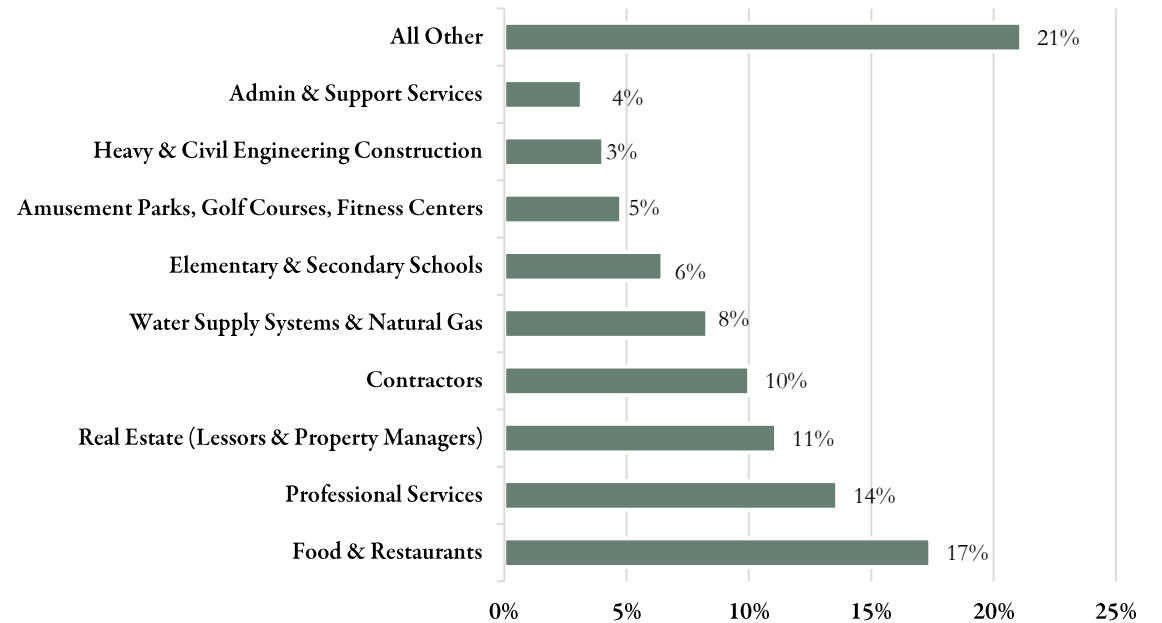


CREDIT QUALITY TRENDS

March 31, 2022
CRE Portfolio



March 31, 2022
C&I Portfolio, including PPP



**Strong LTV and DCR will
support CMRE portfolio**
(data as of January 31, 2022 stress test)

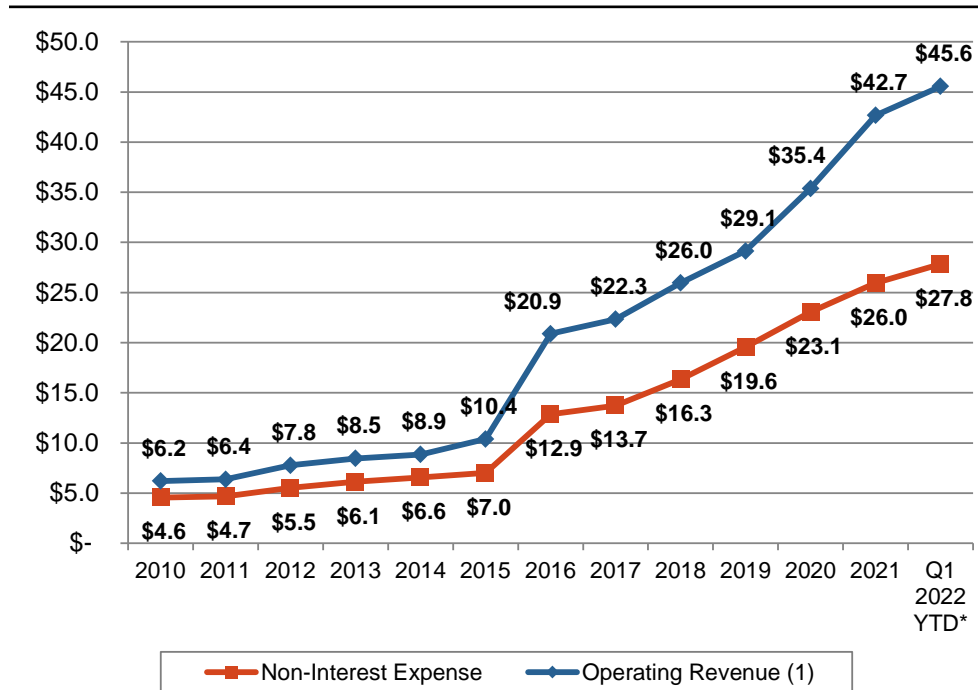
	<u>DCR</u>	<u>LTV</u>
Non-OO Indust/WH	2.30	49%
Non-OO Mixed Use	2.10	49%
Non-OO Office	2.46	44%
Non-OO Other	1.68	54%
Non-OO Retail	1.94	46%
SP Hospitality	1.57	55%



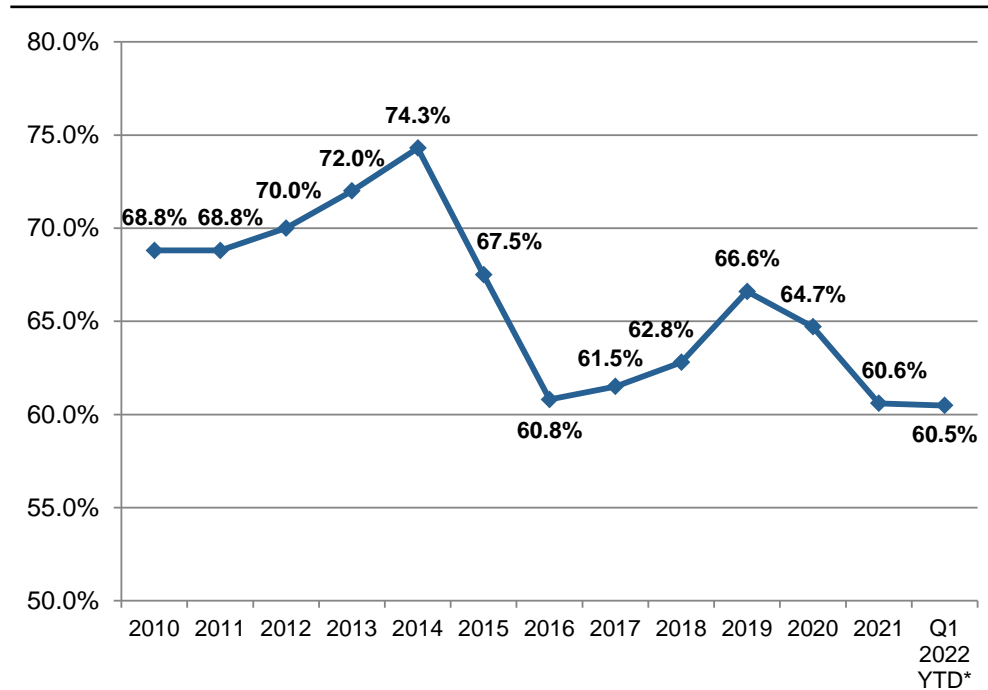
CREATING OPERATING LEVERAGE

- 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⁽²⁾



Source: Unaudited company information, call reports and press releases as of 3/31/2022

Note: All dollars in millions

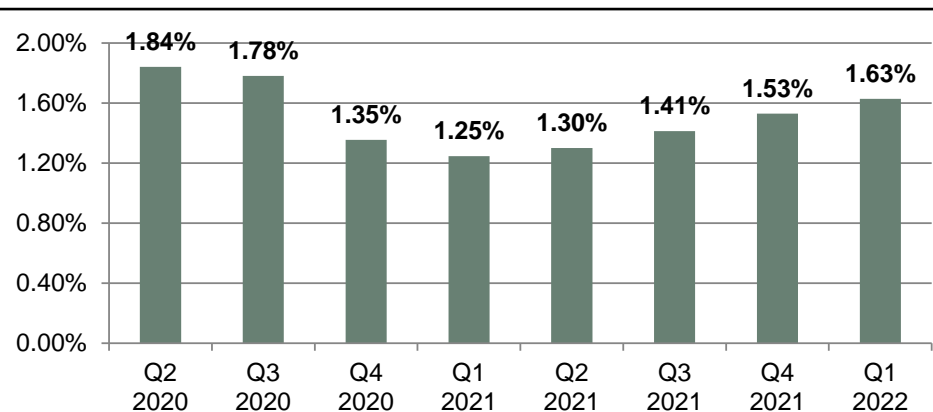
*Annualized

- Operating revenue = net interest income + non-interest income. Excludes gain on securities
- Excludes gain on securities and amortization of core deposit intangible

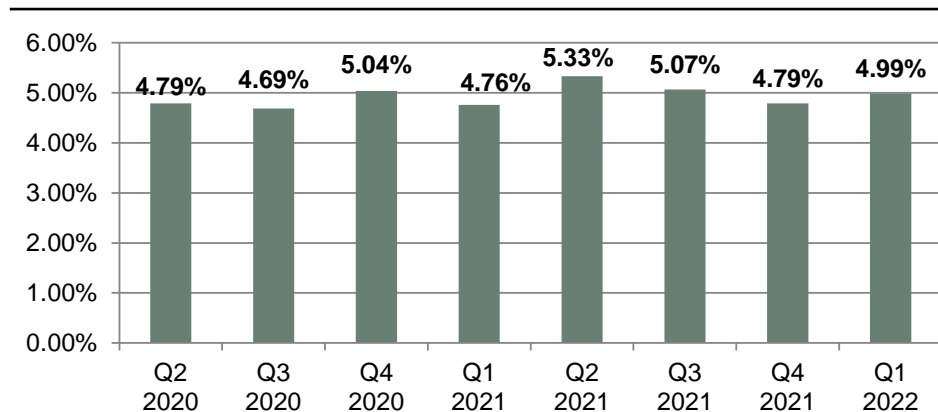


YIELD & COST TRENDS

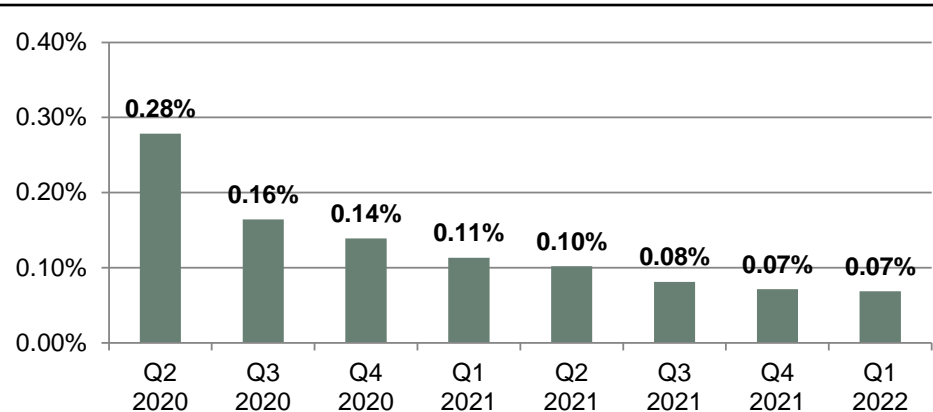
Yield on Investment Securities



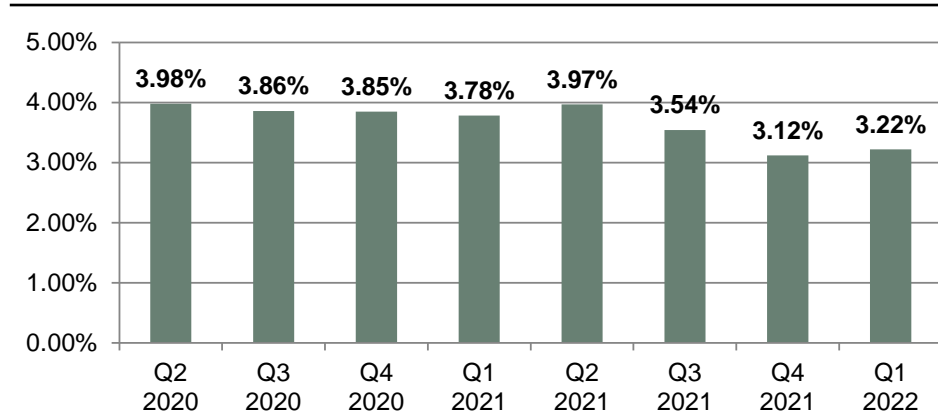
Yield on Loans



Cost of Deposits



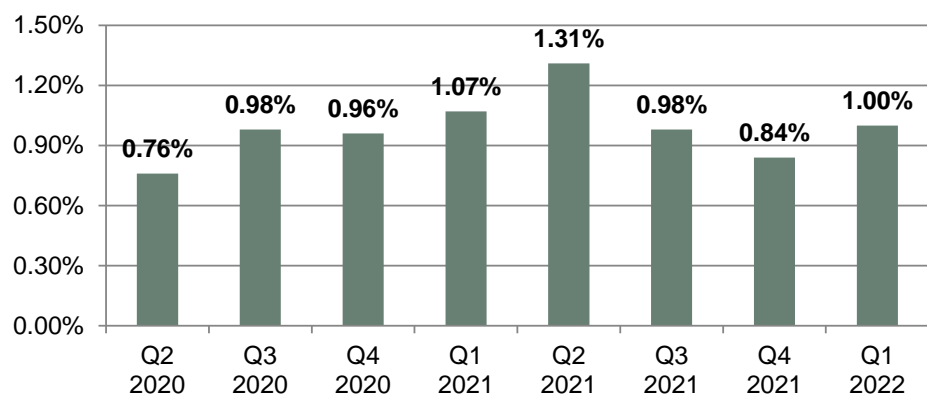
Net Interest Margin



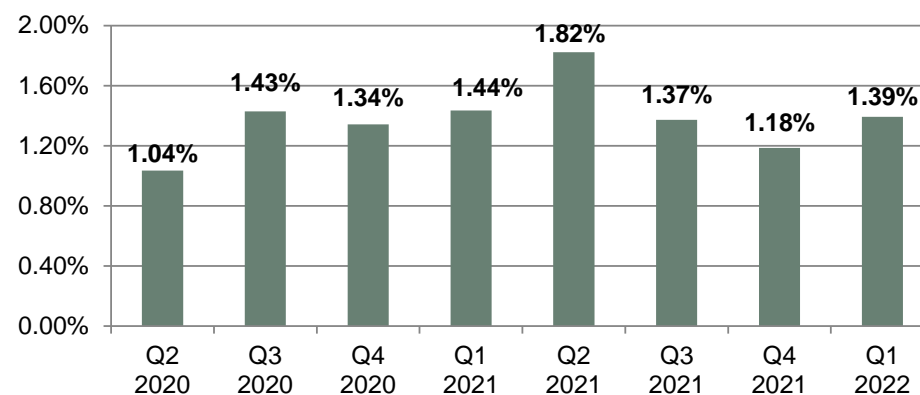


PROFITABILITY TRENDS

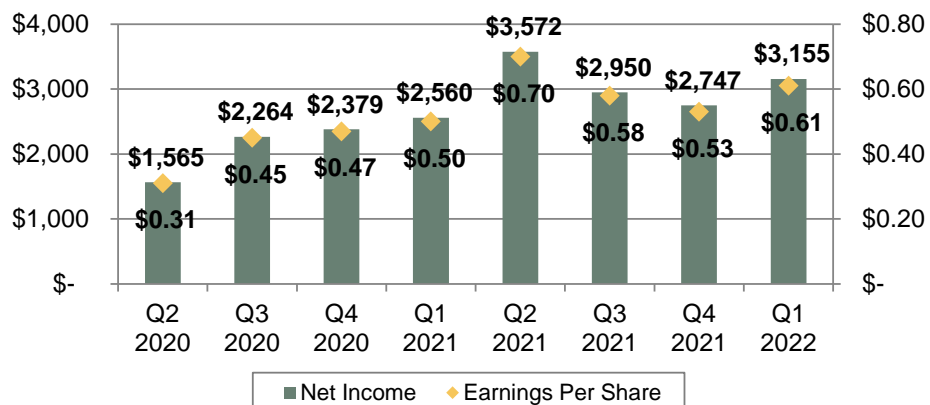
Return on Average Assets



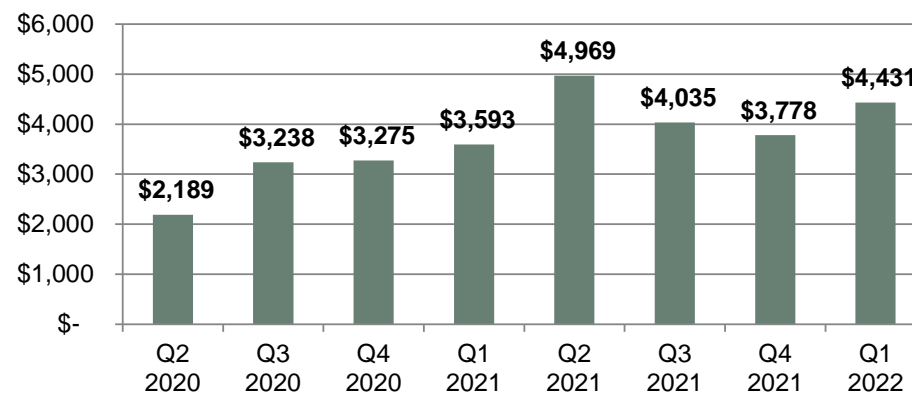
Pre-Tax Return on Average Assets



Net Income (\$000s)



Pre-Tax Income (\$000s)

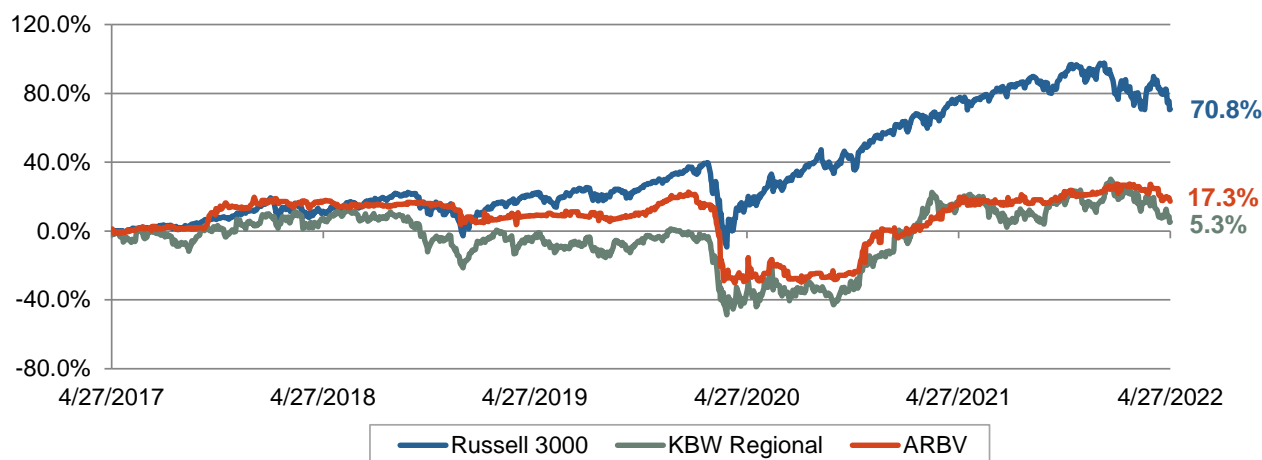


Source: Unaudited company information, call reports and press releases, as of 3/31/2022
Note: All dollars in thousands



STOCK PERFORMANCE

Market Performance – Last Five Years



Periods	Beginning Date	Index			ARBV vs. KBW Regional
		Russell 3000	KBW Regional	ARBV	
30-Day	3/16/2022	-4.3%	-12.1%	-5.0%	7.1%
60-Day	2/1/2022	-8.3%	-13.1%	-5.2%	7.9%
Year-To-Date	12/31/2021	-13.1%	-10.1%	-4.6%	5.5%
90-Day	12/17/2021	-10.4%	-6.9%	-3.5%	3.4%
Last Twelve Months	4/26/2021	-3.6%	-9.9%	1.8%	11.7%
Since March 2019 Stock Offering	3/27/2019	46.6%	17.6%	12.5%	-5.1%
Last Five Years	4/27/2017	70.8%	5.3%	17.3%	12.0%

Summary Market Profile

Ticker	ARBV
Exchange	OTCQX
Stock Price	\$ 19.35
Market Cap. (\$MM)	\$ 100
Dividend Yield	0.00%
<u>Average Daily Volume (3 Months)</u>	
Avg. Daily Volume (Shares)	4,158
Avg. Daily Volume (\$000s)	\$ 80
<u>52-Week High/Low</u>	
52-Week High (1/07/2022)	\$ 21.27
52-Week Low (7/20/2021)	\$ 19.00
% Difference vs. 52-Week High	-9.0%
% Difference vs. 52-Week Low	1.8%
<u>Valuation Ratios</u>	
Price / Tg. Book Value	118.5%
Price / MRQ EPS	7.9x
Price / LTM EPS	8.0x



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
- ✓ Establishment of Holding Company and issuance of \$18 million in subordinated debt completed in February 2022
- ✓ Sizeable cash position will benefit interest income in a rising rate environment