



## SOUTHERN CALIFORNIA BANCORP REPORTS FINANCIAL RESULTS FOR THE FIRST QUARTER OF 2021

*San Diego, Calif., May 3, 2021* – Southern California Bancorp (the “Company”) (OTC Pink: BCAL), the holding company for Bank of Southern California, N.A. (the “Bank”) today reported financial results for the first quarter of 2021.

The comparability of financial information for the first quarter of 2021 to the first quarter of 2020 is affected by the Company’s acquisition of CalWest Bancorp (“CalWest”), effective May 29, 2020. Therefore, operating results for the first quarter of 2021 include the combined operations of both entities.

### First Quarter 2021 Highlights

- **Total loans increased** to \$1.4 billion, up \$182.5 million or 14.8% from the previous quarter
- **Total Paycheck Protection Program (PPP) originations** of \$229 million, with \$118 million in forgiveness processed in the first quarter
- **Total non-PPP loans increased** to \$903.6 million, up \$76.2 million, or 9.2% from the previous quarter
- **Net interest margin** of 3.38%, excluding PPP loans the net interest margin was 3.64%
- **Total assets increased** to \$1.7 billion, up \$94 million or 6.0% from December 31, 2020
- **Total deposits increased** to \$1.5 billion, up \$258.6 million or 21.6% from the previous quarter
- **Noninterest bearing demand deposits** were 48.4% of total deposits
- **Nonperforming assets to total assets** of 0.05% at March 31, 2021
- **Announced acquisition of Bank of Santa Clarita**, which expands footprint into northern Los Angeles County and creates pro forma commercial bank with approximately \$2.0 billion in assets
- **Announced sale of three branches** to align the Bank’s branch footprint to support its commercial banking strategy
- **Continued status as well-capitalized**, the highest regulatory capital category

“The first quarter of 2021 was a very strong quarter for the Bank’s loan originations, which included \$76 million in net organic non-PPP loans and \$229 million in PPP fundings,” said Nathan Rogge, President and Chief Executive Officer of Bank of Southern California. “Our non-PPP loan portfolio increased to \$904 million, with the \$76 million in loan growth fairly evenly divided between commercial and industrial loans, and commercial real estate loans. Our PPP loan portfolio increased to \$513 million, up \$106 million or 26% from the fourth quarter, as we processed \$118 million in PPP loan forgiveness during the first quarter. Deposit growth was very strong, with total deposits increasing \$259 million or 21.6%, including a \$169 million increase in noninterest-bearing deposits, which were 48.4% of all deposits at the end of the first quarter. Credit quality remains very good with nonperforming assets to total assets of just 0.05% in the first quarter, down from 0.06% in the fourth quarter.”

“We made great strides in the first quarter toward the implementation of our commercial banking strategy,” said David Rainer, Executive Chairman of Southern California Bancorp and Bank of Southern

California. “With the recently announced acquisition of Bank of Santa Clarita, we will be expanding our footprint into northern Los Angeles County with its attractive banking opportunities and partnered with a bank that has an established track record in the area and a customer service focus very similar to ours. This acquisition, combined with the sale of three branches that were not in alignment with our commercial banking strategy, moves us closer to the ideal branch network for our commercial platform, with a footprint that runs along the California coast from San Diego to Ventura County. Adding to that footprint, we opened branches in West Los Angeles and Encino during the first quarter and expect to open a branch in Westlake Village by July. We continue to add seasoned bankers and support staff to accommodate our expansion and the reception from the small to middle market businesses we target has been very positive.”

## **First Quarter Operating Results**

### **Net Income**

Net income for the first quarter of 2021 was \$1.4 million or \$0.10 per fully diluted share, compared with net income of \$1.9 million or \$0.20 per fully diluted share for the first quarter of 2020. The decrease in net income from the year-ago quarter was largely due to a \$5.5 million increase in total expenses, primarily related to the acquisition of CalWest and the Company’s recent strategic expansion into Los Angeles County, partially offset by a \$4.7 million increase in net interest income.

Net income for the first quarter of 2021 was \$1.4 million or \$0.10 per fully diluted share, compared with a net loss of \$2.0 million or \$(0.21) per fully diluted share in the fourth quarter of 2020. The increase in net income in the first quarter of 2021 was largely due to lower nonrecurring costs than recorded in the fourth quarter of 2020.

### **Net Interest Income and Net Interest Margin**

Net interest income for the first quarter of 2021 was \$12.6 million, an increase of \$4.7 million or 58% from the first quarter of 2020. The increase was primarily due to an increase in average earning assets from the acquisition of CalWest, PPP originations and the Company’s expansion into Los Angeles County.

Net interest margin for the first quarter of 2021 was 3.38%, compared with 3.98% in the same quarter of the prior year. The decline in the net interest margin of the first quarter of 2021 was largely due to the decrease on loan yields and yield on average earning assets, to 4.08% and 3.63%, respectively, from 5.32% and 4.76%, respectively, in the prior year. The decline in loan yields was largely due to the 150 basis points reduction in interest rates in March 2020. Excluding PPP loans, the net interest margin would have been 3.64% in the first quarter of 2021 and 3.74% in the fourth quarter of 2020.

Net interest income for the first quarter of 2021 was \$12.6 million, compared with \$13.1 million for the fourth quarter of 2020. The decrease was primarily due to a lower effective yield on PPP loans and lower fair value fee accretion on loans acquired in the 2020 CalWest acquisition. Interest expense in the first quarter of 2021 was \$962,000, a decrease of \$413,000 or 30% from interest expense of \$1.4 million in the fourth quarter of 2020. The decrease was primarily related to a reduction in average borrowings

associated with a reduction in borrowings from the Federal Home Loan Bank (FHLB) and paying off the Federal Reserve Bank’s PPP Liquidity Facility (PPP LF).

Net interest margin for the first quarter of 2021 was 3.38%, compared to 3.47% in the fourth quarter of 2020. The decrease in net interest margin in the first quarter of 2021 was largely due to a reduction in the yield on average earning assets to 3.63%, from 3.83% in the prior quarter.

Average loan yields in the first quarter of 2021, excluding PPP loans, were 4.74%, a decrease of 38 basis points from 5.12% in the prior quarter, with the decrease primarily related to the higher fair value accretion on loans acquired in the CalWest acquisition in the fourth quarter of 2020. Average PPP loan yields decreased to 2.90% in the first quarter, compared to 3.09% in the prior quarter, partially due to the longer contractual maturity on PPP loans made in 2021.

Cost of funding for the first quarter of 2021 was 0.28%, down from 0.38% in the previous quarter. A detailed comparison of interest income, yields, costs, and net interest income is included in the table below:

	<b>Q1 2021</b>		<b>Q4 2020</b>	
<b>Interest Income on:</b>				
Total Loans	13,314,474	4.08%	\$14,255,623	4.36%
Loans excl PPP	9,954,156	4.74%	10,482,994	5.12%
PPP Loans	3,360,318	2.90%	3,772,628	3.09%
Investments	252,345	3.02%	222,737	2.61%
Fed Funds & Int Earning	34,605	0.09%	41,094	0.09%
<b>Total Interest Income</b>	<b>13,601,424</b>	<b>3.63%</b>	<b>14,519,454</b>	<b>3.83%</b>
Int Exp on Deposits	582,931	0.18%	726,717	0.25%
Int Exp on Borrowings	379,181	1.54%	648,616	0.94%
<b>Total Interest Expense</b>	<b>962,112</b>	<b>0.28%</b>	<b>1,375,333</b>	<b>0.38%</b>
<b>Net Interest Income</b>	<b>12,639,312</b>	<b>3.38%</b>	<b>13,144,121</b>	<b>3.47%</b>

### Non-interest Income

Total non-interest income for the first quarter of 2021 was \$548,000, compared to \$747,000 in the first quarter of the prior year. The decrease in the first quarter of 2021 was largely related to a gain on sale of securities of \$322,000 in the first quarter of 2020, for which there was no corresponding transaction in the first quarter of 2021.

Total non-interest income in the first quarter of 2021 increased by \$111,000 or 25.5% over the fourth quarter of 2020, primarily due to a loss on fixed asset disposal of \$93,000 recorded in the prior quarter.

## **Balance Sheet**

### **Assets**

Total assets at March 31, 2021, were \$1.7 billion, an increase of \$821 million or 96% from March 31, 2020, and \$94 million or 6% from December 31, 2020. The increase in total assets from the year-ago period was primarily related to a \$764 million increase in deposits and a \$49 million increase in shareholder equity from the December 2020 capital raise.

### **Loans**

Total loans were \$1.4 billion at March 31, 2021, an increase of \$182.5 million or 14.8% from December 31, 2020, and \$733 million or 107% from March 31, 2020.

The Company's non-PPP loan portfolio had net organic growth of \$76.2 million, or 9.2%, related to new and existing relationships, and ended the quarter at \$903.6 million.

Included in loan growth in the first quarter was a \$39.7 million increase in commercial and industrial loans, a \$37.2 million increase in real estate loans, and a \$106 million increase in PPP loans.

### **Deposits**

Total deposits at March 31, 2021, were \$1.5 billion, an increase of \$258.6 million from the end of the prior quarter and an increase of \$764.4 million from the year-ago period. Noninterest-bearing deposits at March 31, 2021, were \$703.1 million or 48.4% of total deposits, compared to \$534.0 million or 45.0% of total deposits at December 31, 2020, and \$230.5 million or 33.4% of total deposits at March 31, 2020.

### **Asset Quality**

Total non-performing assets were \$0.8 million or 0.05% of total assets at March 31, 2021, compared with \$0.9 million or 0.06% of total assets at December 31, 2020.

The Company had \$15,000 in net recoveries in the first quarter of 2021, compared with \$11,000 in net recoveries in the first quarter of 2020 and \$41,000 in net charge-offs in the fourth quarter of 2020.

The Company recorded no loan loss provision in the first quarter of 2021, after recording \$4.6 million in provisions for the full year of 2020, and the allowance for loan and lease losses (ALLL) remained at \$10.3 million at the end of the first quarter of 2021. The Company continues to monitor macroeconomic variables related to COVID-19 and believes it is adequately provisioned for the current environment. Management will continue to monitor and manage the loan portfolio to minimize potential future losses.

As the initial onset of economic uncertainty became clearer, many customers who elected a payment deferral have been returned to paying status; a total of \$165 million in loans have reinstated their normal loan payments. Of the remaining eight loans currently on deferral, the following table details the exposure by industry:

Industry	Outstanding Loan Amounts (\$ in 000)	Number of Loans
Hotels & Food	\$1,677	1
Real Estate, Rental & Leasing	17,839	4
Health Care	1,192	2
Other	325	1
Total	\$21,033	8

Relevant reserve ratios compared to the prior quarter are as follows:

	Q1 2021	Q4 2020	Q1 2020
ALLL to Total Loans	0.73%	0.83%	0.83%
ALLL and Loan Fair Value Credit Marks (LFVCM) to Total Loans	1.00%	1.18%	1.07%
<b>ALLL and LFVCM to Total Loans, excluding PPP Loans</b>	<b>1.57%</b>	<b>1.76%</b>	<b>1.07%</b>

## Liquidity and Capital

The Bank has ample liquidity resources to meet its customers' needs, with the 21.6% growth in total deposits in the first quarter, as well as through both the FHLB and the PPP LF. At March 31, 2021, combined borrowing capacity available at both the FHLB and through PPP LF was over \$760 million, with outstanding borrowings under these facilities of \$10 million.

The significant growth in PPP loans over the past 12 months has been funded through a combination of increased DDA accounts, generally associated directly with the PPP Loans, borrowings under PPP LF, and other sources. At March 31, 2021, the Bank's PPP loan portfolio was entirely funded by Bank deposits.

PPP loans are considered zero risk-weighted assets and PPP LF advances are not counted in the leverage ratio. As such, preferential capital treatment of PPP LF advances, as well as the private placement completed in December, have helped maintain the Bank's leverage capital ratio and total risk-based capital ratio at 10.9% and 18.6%, respectively, for the quarter ended March 31, 2021.

## **ABOUT BANK OF SOUTHERN CALIFORNIA AND SOUTHERN CALIFORNIA BANCORP**

A growing commercial bank, established in 2001, Bank of Southern California, N.A., with headquarters in San Diego, CA, offers a range of financial products to individuals, professionals, and small-to-medium sized businesses. The Bank's solution-driven, relationship-based approach to banking provides accessibility to decision makers and enhances value through strong partnerships with its clients. The Bank currently operates branches in San Diego County, Los Angeles County, Orange County, San Bernardino County and Riverside County.

Southern California Bancorp is a registered bank holding company formed for the purpose of acquiring control of the Bank. The Bank became a wholly owned subsidiary of the Company in a reorganization transaction that closed on May 15, 2020.

For more information, please visit [banksocal.com](http://banksocal.com) or call (844) BNK-SOCAL.

## **FORWARD-LOOKING STATEMENTS**

This news release may include forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Exchange Act of 1934, as amended, and Southern California Bancorp (the “Company”) intends for such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Future events are difficult to predict, and the expectations described above are necessarily subject to risk and uncertainty that may cause actual results to differ materially and adversely. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts. They often include the words “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate,” or words of similar meaning, or future or conditional verbs such as “will,” “would,” “should,” “could,” or “may.” These forward-looking statements are not guarantees of future performance, nor should they be relied upon as representing management’s views as of any subsequent date. Forward-looking statements involve significant risks and uncertainties and actual results may differ materially from those presented, either expressed or implied, in this news release. Factors that might cause such differences include, but are not limited to: the effects of the COVID-19 pandemic, or other similar outbreaks, including the effects of the steps being taken to address the pandemic and their impact on the Company’s markets, customers and employees; the ability of the Company to successfully integrate the business of Bank of Santa Clarita or if the integration becomes more difficult, time-consuming or costly than expected; expected revenue synergies and cost savings from the merger with Bank of Santa Clarita may not be fully realized or realized within the expected time frame; revenues following the merger may be lower than expected; customer and employee relationships and business operations may be disrupted by the merger; the ability to obtain required regulatory and shareholder approvals; the ability to complete the merger on the expected timeframe may be more difficult, time-consuming or costly than expected; the Company’s ability to successfully execute its business plans and achieve its objectives; changes in general economic and financial market conditions, either nationally or locally, in areas in which the Company conducts its operations; changes in interest rates; continuing consolidation in the financial services industry; new litigation or changes in existing litigation; increased competitive challenges and expanding product and pricing pressures among financial institutions; legislation or regulatory changes which adversely affect the Company’s operations or business; loss of key personnel; and changes in accounting policies or procedures as may be required by the Financial Accounting Standards Board or other regulatory agencies.

The Company undertakes no obligation to publicly revise these forward-looking statements to reflect subsequent events or circumstances.

## Southern California Bancorp

### Balance Sheets

(Unaudited)

	<u>Mar 31, 2021</u>	<u>Dec 31, 2020</u>	<u>Sept 30, 2020</u>	<u>Jun 30, 2020</u>	<u>Mar 31, 2020</u>
<b>ASSETS</b>					
Cash and due from banks	\$17,641,725	\$11,950,639	\$16,008,641	\$20,893,528	\$12,269,691
Fed funds & int-bearing balances	140,615,764	238,866,116	105,543,557	83,029,504	87,730,465
Total cash and cash equivalents	158,257,489	250,816,755	121,552,198	103,923,032	100,000,156
Debt securities (AFS)	24,248,794	24,702,467	24,767,969	26,855,698	19,834,420
FRB, FHLB and other equity stock	10,143,550	8,872,900	8,872,900	8,899,450	6,593,600
<i>Construction &amp; land development</i>	30,459,337	31,375,236	43,101,171	35,241,241	23,213,929
<i>1-4 Family Residential</i>	106,082,307	103,367,391	107,724,352	105,297,275	82,443,776
<i>Multifamily</i>	108,601,017	111,815,776	113,159,342	125,895,257	122,564,197
<i>Other commercial real estate</i>	443,612,515	404,856,966	403,795,137	403,110,978	315,264,381
<i>Commercial &amp; industrial</i>	723,443,758	577,608,374	689,687,091	675,270,756	134,525,771
<i>Other consumer</i>	4,181,084	4,857,563	6,010,280	5,935,683	5,182,707
Total loans	1,416,380,018	1,233,881,306	1,363,477,373	1,350,751,190	683,194,761
Allowance for loan losses	(10,270,115)	(10,255,005)	(10,295,855)	(8,300,176)	(5,674,212)
Total loans and leases, net	1,406,109,903	1,223,626,301	1,353,181,518	1,342,451,014	677,520,549
Premises, equipment, and ROU, net	17,758,109	15,051,487	13,257,434	13,125,130	8,981,735
Other real estate owned	0	0	0	0	0
Goodwill and core deposit intangible	21,510,561	21,599,001	21,479,639	22,297,992	18,339,391
Bank owned life insurance	18,093,069	17,990,765	17,883,455	17,774,774	11,180,222
Accrued interest and other assets	17,047,915	16,388,640	14,291,215	10,629,800	9,601,820
Total Assets	\$1,673,169,390	\$1,579,048,316	\$1,575,286,328	\$1,545,956,890	\$852,051,893
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>					
<b>Deposits:</b>					
Noninterest-bearing demand	\$703,061,127	\$533,923,009	\$503,929,563	\$524,041,064	\$230,494,656
Interest bearing checking	119,366,773	83,566,875	96,527,122	89,429,765	61,903,709
Money market and savings	520,487,029	458,529,872	410,847,164	394,126,519	241,362,463
Time deposits	110,458,582	118,719,534	126,736,990	148,854,654	155,185,228
Total deposits	1,453,373,511	1,194,739,290	1,138,040,839	1,156,452,002	688,946,056
Other borrowings	30,314,482	199,648,070	297,357,238	251,086,895	34,649,168
Accrued interest and other liabilities	18,415,653	15,775,916	11,967,887	12,997,372	6,079,701
Total liabilities	1,502,103,646	1,410,163,276	1,447,365,964	1,420,536,269	729,674,925
<b>Shareholders' Equity:</b>					
Common stock and APIC	147,690,044	146,895,943	103,932,450	103,595,385	103,444,194
Retained earnings	23,125,833	21,693,933	23,691,383	21,456,064	18,882,781
Accum. other comprehensive income	249,867	295,164	296,531	369,172	49,993
Total shareholders' equity	171,065,744	168,885,040	127,920,364	125,420,621	122,376,968
Total Liabilities and Shareholders' Equity	\$1,673,169,390	\$1,579,048,316	\$1,575,286,328	\$1,545,956,890	\$852,051,893

## Southern California Bancorp

### Income Statements - Quarterly

(Unaudited)

	<u>Mar 31, 2021</u>	<u>Dec 31, 2020</u>	<u>Sept 30, 2020</u>	<u>Jun 30, 2020</u>	<u>Mar 31, 2020</u>
<b>INTEREST INCOME</b>					
Loans, including fees	\$13,314,474	\$14,255,623	\$14,772,183	\$12,480,097	\$8,968,879
Debt securities and equity stock	252,345	222,737	226,211	195,036	215,478
Fed funds & int-bearing balances	34,605	41,094	26,303	57,300	354,027
Total interest income	<u>13,601,424</u>	<u>14,519,454</u>	<u>15,024,697</u>	<u>12,732,433</u>	<u>9,538,384</u>
<b>INTEREST EXPENSE</b>					
Deposits	582,931	726,717	930,474	869,786	1,353,156
Other borrowings	379,181	648,616	693,487	447,830	200,055
Total interest expense	<u>962,112</u>	<u>1,375,333</u>	<u>1,623,961</u>	<u>1,317,616</u>	<u>1,553,211</u>
Net interest income	12,639,312	13,144,121	13,400,736	11,414,817	7,985,173
Provision for loan losses	<u>0</u>	<u>0</u>	<u>2,000,000</u>	<u>2,252,000</u>	<u>300,000</u>
Net interest income after provision	<u>12,639,312</u>	<u>13,144,121</u>	<u>11,400,736</u>	<u>9,162,817</u>	<u>7,685,173</u>
<b>NONINTEREST INCOME</b>					
Service charges, fees and other income	448,919	421,803	364,797	309,359	358,953
Income on bank owned life insurance	102,304	107,310	108,682	78,125	66,663
OREO, investment, other gains (losses)	(3,522)	(92,856)	250,009	2,149	321,714
Total noninterest income	<u>547,701</u>	<u>436,257</u>	<u>723,488</u>	<u>389,633</u>	<u>747,330</u>
<b>NONINTEREST EXPENSE</b>					
Salaries and benefits	7,377,063	11,120,598	4,151,278	3,171,772	3,246,963
Occupancy and equipment	1,115,406	1,048,852	1,071,270	854,976	809,848
Strategic and other non-operating expense	664,957	2,369,649	1,610,824	356,742	280,838
Other expense	2,019,687	1,894,352	2,135,533	1,441,300	1,356,518
Total noninterest expense	<u>11,177,113</u>	<u>16,433,451</u>	<u>8,968,905</u>	<u>5,824,790</u>	<u>5,694,167</u>
Income before income tax expense	2,009,900	(2,853,073)	3,155,319	3,727,660	2,738,336
Income tax expense (benefit)	<u>578,000</u>	<u>(855,623)</u>	<u>920,000</u>	<u>1,154,377</u>	<u>827,000</u>
Net Income (Loss)	<u><b>\$1,431,900</b></u>	<u><b>(\$1,997,450)</b></u>	<u><b>\$2,235,319</b></u>	<u><b>\$2,573,283</b></u>	<u><b>\$1,911,336</b></u>
Diluted earnings (loss) per share	<b>\$0.10</b>	<b>(\$0.21)</b>	<b>\$0.23</b>	<b>\$0.27</b>	<b>\$0.20</b>
Average shares outstanding	13,272,693	9,661,860	9,429,538	9,422,608	9,408,940
Operating profit (before non-operating items) <sup>1</sup>	\$2,678,379	(\$390,568)	\$6,516,134	\$6,334,253	\$2,997,460

<sup>1</sup> Operating profit = Pre-tax, pre-provision earnings, before non-interest income gains (losses) and non-operating expense.

# Southern California Bancorp

## Quarterly and YTD Financial

### Highlights

(Unaudited)

	Quarterly					1st Qtr Prior Years	
	2021 1st Qtr	2020 4th Qtr	2020 3rd Qtr	2020 2nd Qtr	2020 1st Qtr	2019 1st Qtr	2018 1st Qtr
(\$\$ in thousands except per share data)							
<b>EARNINGS</b>							
Net interest income	\$ 12,639	13,144	13,401	11,415	7,985	7,698	4,851
Provision for loan losses	\$ 0	0	2,000	2,252	300	300	300
Noninterest income	\$ 548	436	723	390	747	420	1,098
Noninterest expense	\$ 11,177	16,433	8,969	5,825	5,694	5,198	4,053
Income tax expense	\$ 578	(856)	920	1,154	827	771	524
Net income (loss)	\$ 1,432	(1,997)	2,235	2,573	1,911	1,849	1,072
Basic earnings (loss) per share	\$ 0.11	(0.21)	0.24	0.27	0.20	0.22	0.20
Diluted earnings (loss) per share	\$ 0.10	(0.21)	0.23	0.27	0.20	0.22	0.19
Average shares outstanding	13,272,693	9,661,860	9,429,538	9,422,608	9,408,940	8,409,272	5,281,297
Ending shares outstanding	13,278,005	13,267,380	9,455,065	9,424,565	9,412,690	8,410,522	6,953,720
<b>PERFORMANCE RATIOS</b>							
Return on average assets	0.36%	-0.50%	0.57%	0.80%	0.90%	0.99%	0.90%
Return on average common equity	3.41%	-6.06%	7.00%	8.33%	6.30%	7.30%	8.53%
Yield on loans	4.08%	4.36%	4.31%	4.55%	5.32%	5.66%	5.13%
Yield on earning assets	3.63%	3.83%	4.03%	4.17%	4.76%	5.36%	4.78%
Cost of deposits	0.18%	0.25%	0.32%	0.35%	0.78%	0.96%	0.53%
Cost of funding	0.28%	0.38%	0.45%	0.46%	0.86%	1.02%	0.54%
Net interest margin	3.38%	3.47%	3.60%	3.74%	3.98%	4.41%	4.27%
Efficiency ratio	84.8%	121.0%	63.5%	49.3%	65.2%	64.0%	68.1%
<b>CAPITAL</b>							
Tangible equity to tangible assets	9.05%	9.46%	6.85%	6.77%	12.48%	11.29%	14.14%
Book value (BV) per common share	\$ 12.88	12.73	13.53	13.31	13.00	12.30	10.79
Tangible BV per common share	\$ 11.26	11.10	11.26	10.94	11.05	10.07	10.59
<b>ASSET QUALITY</b>							
Net loan charge-offs (recoveries)	\$ (15)	41	4	(374)	(11)	(7)	(9)
Allowance for loan losses (ALLL)	\$ 10,270	10,255	10,296	8,300	5,674	4,679	3,385
ALLL to total loans	0.73%	0.83%	0.76%	0.61%	0.83%	0.74%	0.83%
Loan fair value credit marks (LFVCM)	\$ 3,872	4,333	5,205	5,076	1,649	2,479	759
ALLL and LFVCM to total loans	1.00%	1.18%	1.14%	0.99%	1.07%	1.14%	1.01%
ALLL & LFVCM to total loans (excl PPP)	1.57%	1.76%	1.88%	1.62%	1.07%	1.14%	1.01%
Nonperforming loans	\$ 808	896	1,125	1,734	1,433	3,298	1,272
Other real estate owned	\$ 0	0	0	0	0	0	0
Nonperforming assets to total assets	0.05%	0.06%	0.07%	0.11%	0.17%	0.43%	0.24%
<b>END OF PERIOD BALANCES</b>							
Total loans	\$ 1,416,380	1,233,881	1,363,477	1,350,751	683,195	628,538	409,196
Total assets	\$ 1,673,169	1,579,048	1,575,286	1,545,957	852,052	768,823	522,118
Deposits	\$ 1,453,374	1,194,739	1,138,041	1,156,452	688,946	635,676	444,300
Loans to deposits	97.5%	103.3%	119.8%	116.8%	99.2%	98.9%	92.1%
Shareholders' equity	\$ 171,066	168,885	127,920	125,421	122,377	103,481	75,016
Full-time equivalent employees	169	147	118	122	92	96	73
<b>AVERAGE BALANCES (QTRLY)     (YTD)</b>							
Total loans	\$ 1,321,964	1,297,794	1,358,291	1,100,180	676,825	629,799	403,693
Earning assets	\$ 1,518,715	1,503,836	1,477,910	1,225,376	803,804	707,920	460,636
Total assets (net of AFS valuation)	\$ 1,600,686	1,578,118	1,556,364	1,296,741	855,397	755,842	484,628
Deposits	\$ 1,313,485	1,162,979	1,142,686	983,294	696,341	628,950	425,641
Shareholders' equity	\$ 170,362	130,818	126,670	123,899	121,773	102,707	50,983

**INVESTOR RELATIONS CONTACT**

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