



**CVB Financial Corp.**


**February 2013**

# Safe Harbor

Certain matters set forth herein (including the exhibits hereto) constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including forward-looking statements relating to the Company's current business plans and expectations regarding future operating results. These forward-looking statements are subject to risks and uncertainties that could cause actual results, performance or achievements to differ materially from those projected. These risks and uncertainties include, but are not limited to, local, regional, national and international economic conditions and events and the impact they may have on us and our customers; ability to attract deposits and other sources of liquidity; ability to make loans and generate assets; oversupply of inventory and continued deterioration in values of real estate in California and other states where our bank makes loans, both residential and commercial; a prolonged slowdown in business, manufacturing, retail or construction activity; changes in the financial performance and/or condition of our borrowers; changes in the level of non-performing assets and charge-offs; the effect of changes in laws and regulations (including laws and regulations concerning taxes, banking, business and consumer credit, capital levels, limits on bank products and fees, securities, executive compensation and insurance) with which we and our subsidiaries must comply; changes in estimates of future reserve requirements based upon the periodic review thereof under relevant regulatory and accounting requirements; inflation, interest rate, securities market and monetary fluctuations; the availability and effectiveness of hedging instruments and strategies; political instability; acts of war or terrorism, or natural disasters, such as earthquakes, or the effects of pandemic flu; the timely development and acceptance of new banking products and services and perceived overall value of these products and services by users; changes in consumer spending, borrowing and savings habits; technological changes (including mobile banking and cloud computing); threats to the stability and security of our technology hardware and software, and to the stability and security of any related vendor or customer hardware and software; the ability to increase market share and control expenses; changes in the competitive environment among financial and bank holding companies and other financial service providers; continued volatility in the credit and equity markets and its effects on the general economy; the effect of changes in accounting policies and practices, as may be adopted by the regulatory agencies, as well as the Public Company Accounting Oversight Board, the Financial Accounting Standards Board and other accounting standard setters; changes in our organization, management, compensation and benefit plans; the costs and effects of legal and regulatory developments including the resolution of legal proceedings or regulatory or other governmental inquiries and the results of regulatory examinations or reviews; our success at managing the risks involved in the foregoing items and other factors set forth in the Company's public reports including its Annual Report on Form 10-K for the year ended December 31, 2011, and particularly the discussion of risk factors within that document. The Company does not undertake, and specifically disclaims any obligation to update any forward-looking statements to reflect occurrences or unanticipated events or circumstances after the date of such statements except as required by law.

# CVB Financial Corp. (CVBF)

➤ Total Assets:	\$6.4 Billion
➤ Gross Loans:	\$3.5 Billion
➤ Total Deposits (Including Repos):	\$5.2 Billion
➤ Total Equity:	\$763 Million

- 
- Largest financial institution headquartered in the Inland Empire region of Southern California. Founded in 1974.
  - Serves 41 cities with 40 business financial centers and 5 commercial banking centers and 3 trust office locations throughout the Inland Empire, LA County, Orange County and the Central Valley of California
  - Average Cost of Deposits = 0.11%

# Experienced Leadership

Name	Position	Banking Experience	CVBF Service
Christopher D. Myers	President & CEO	28 Years	6 Years
Richard C. Thomas	Executive Vice President Chief Financial Officer	3 Years	2 Years
James F. Dowd	Executive Vice President Chief Credit Officer	36 Years	5 Years
David C. Harvey	Executive Vice President Chief Operations Officer	23 Years	3 Years
David A. Brager	Executive Vice President Sales Division	25 Years	10 Years
R. Daniel Banis	Executive Vice President CitizensTrust	31 Years	1 Year
Yamynn DeAngelis	Executive Vice President Chief Risk Officer	33 Years	25 Years
Richard Wohl	Executive Vice President General Counsel	24 Years	1 Year

# Board of Directors

Name	CVBF Experience	Age
Ronald Kruse - Chairman	38 Years	73
Linn Wiley – Vice Chairman	21 Years	74
George Borba Jr.	New	45
Steve Del Guercio	New	51
Robert Jacoby	7 Years	71
Ray O'Brien	New	55
San Vaccaro	13 Years	79
Chris Myers – CEO	6 Years	50

Who is...  
CVB Financial Corp.?



**CVB Financial Corp.**

# Largest Banks Headquartered in California

*In millions*

Rank	Name	Asset Size (9/30/12)
1	Wells Fargo	\$1,374,715
2	Union Bank	\$88,185
3	Bank of the West	\$63,037
4	First Republic Bank	\$32,576
5	City National Bank	\$26,252
6	OneWest Bank	\$25,827
7	East West Bank	\$21,813
8	SVB Financial	\$21,577
9	Cathay Bank	\$10,605
<b>10</b>	<b>CVB Financial Corp</b>	<b>\$6,321</b>
11	Pacific Capital Bank	\$5,991
12	Pacific Western Bank	\$5,539
13	BBCN	\$5,332
14	Farmers & Merchants of Long Beach	\$4,872
15	Westamerica Bank	\$4,860



# Bank Accomplishments & Ratings

- 143 Consecutive Quarters of Profitability
- 94 Consecutive Quarters of Cash Dividends
- #6 Rated Bank: BankDirector Magazine  
Bank Performance Scorecard (July 2012)
- BauerFinancial Report  
Five Star Rating (September 2012)
- Fitch Rating  
BBB (October 2012)



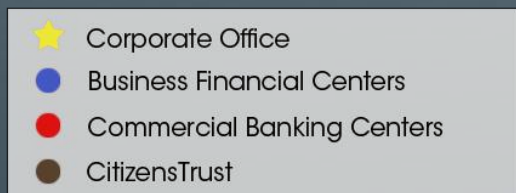
# Our Markets



**CVB Financial Corp.**

# Existing Locations

40 Business Financial Centers  
5 Commercial Banking Centers  
3 CitizensTrust Locations



# Deposits\*

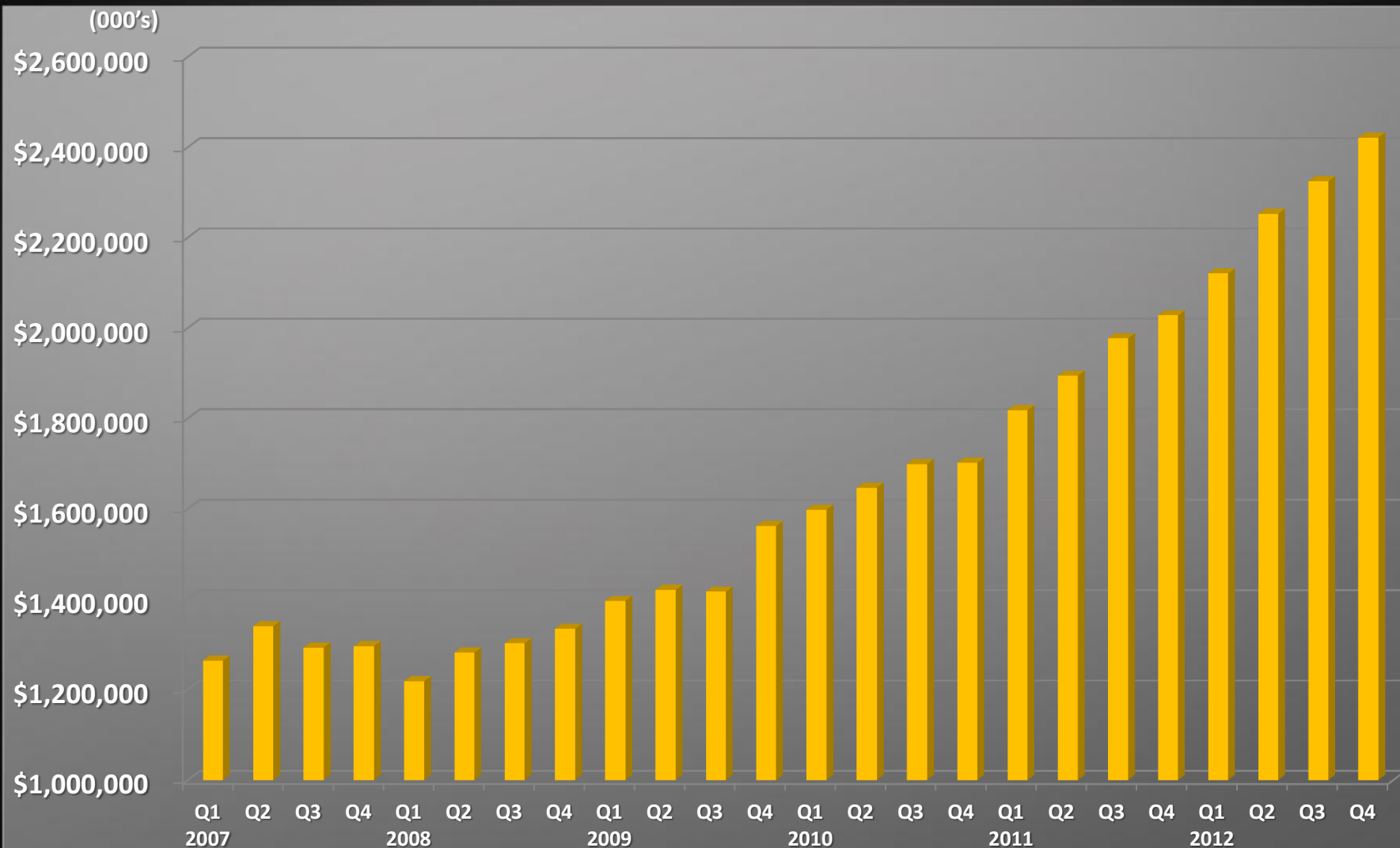
(000's)	# of Center Locations	Total Deposits (12/31/11)	Total Deposits (12/31/12)
Los Angeles County	17	\$1,872,623	\$1,894,958
Inland Empire (Riverside & San Bernardino Counties)	10	\$1,592,445	\$1,668,906
Central Valley	11	\$821,994	\$856,155
Orange County	7	\$598,426	\$582,616
Other	0	\$228,430	\$244,596
<b>Total</b>	<b>45</b>	<b>\$5,113,918</b>	<b>\$5,247,231</b>

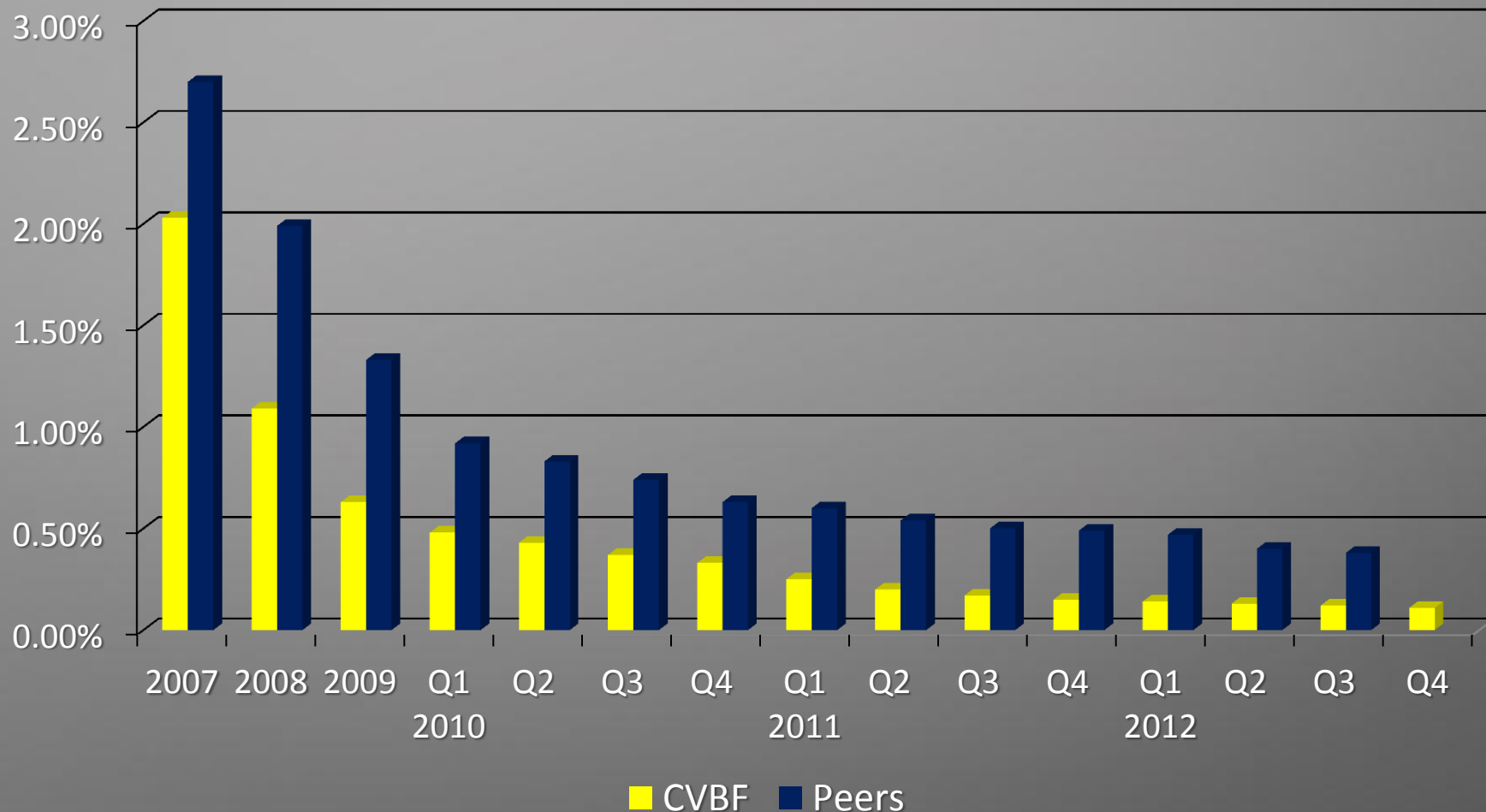
<b>Average Cost of Deposits (Full Year)</b>	<b>0.21%</b>	<b>0.14%</b>
---	--------------	--------------

*\*Includes Customer Repurchase Agreements; Balance as of balance sheet date*

# Non-Interest Bearing Deposits



# Deposit Cost Comparison



Source: Q4 2012 earnings release & other company filings, SNL Financial—peers represent public CA, AZ, HI, NV, OR & WA banks with assets \$2 - \$25 billion. Peer data as of 9/30/12

# Service Charge Income\*

	12 Months 12/31/11	12 Months 12/31/12	% Change
Service Charges on Deposit Accounts	\$15,767,976	\$16,105,811	2.14%
Service Charges/Total Deposits	0.31%	0.31%	

*\*Includes Customer Repurchase Agreements*

# Total Loans\*

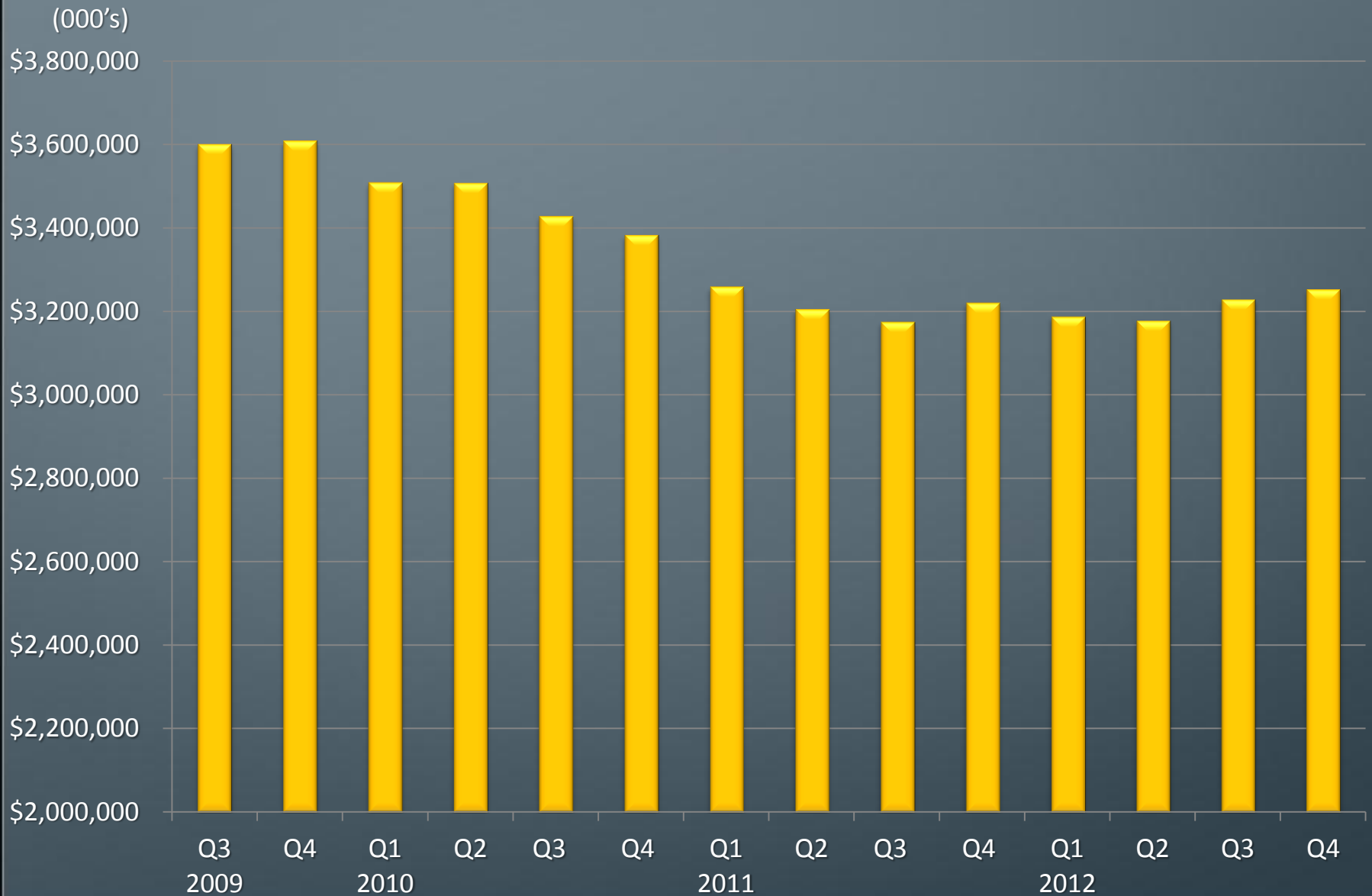
as of 12/31/2012

(000's)	Non-Covered Loans*	Covered Loans*	Total Loans*	%
Los Angeles County	\$1,190,214	\$16,572	\$1,206,786	34.68%
Central Valley	\$662,420	\$191,419	\$853,839	24.54%
Inland Empire (Riverside & San Bernardino Counties)	\$627,173	\$1,058	\$628,231	18.05%
Orange County	\$461,001	\$0	\$461,001	13.25%
Other	\$318,430	\$11,510	\$329,940	9.48%
<b>Total</b>	<b>\$3,259,238</b>	<b>\$220,559</b>	<b>\$3,479,797</b>	<b>100.00%</b>

*\*Prior to MTM discount and loan loss reserve  
(Includes loans Held for Sale)*

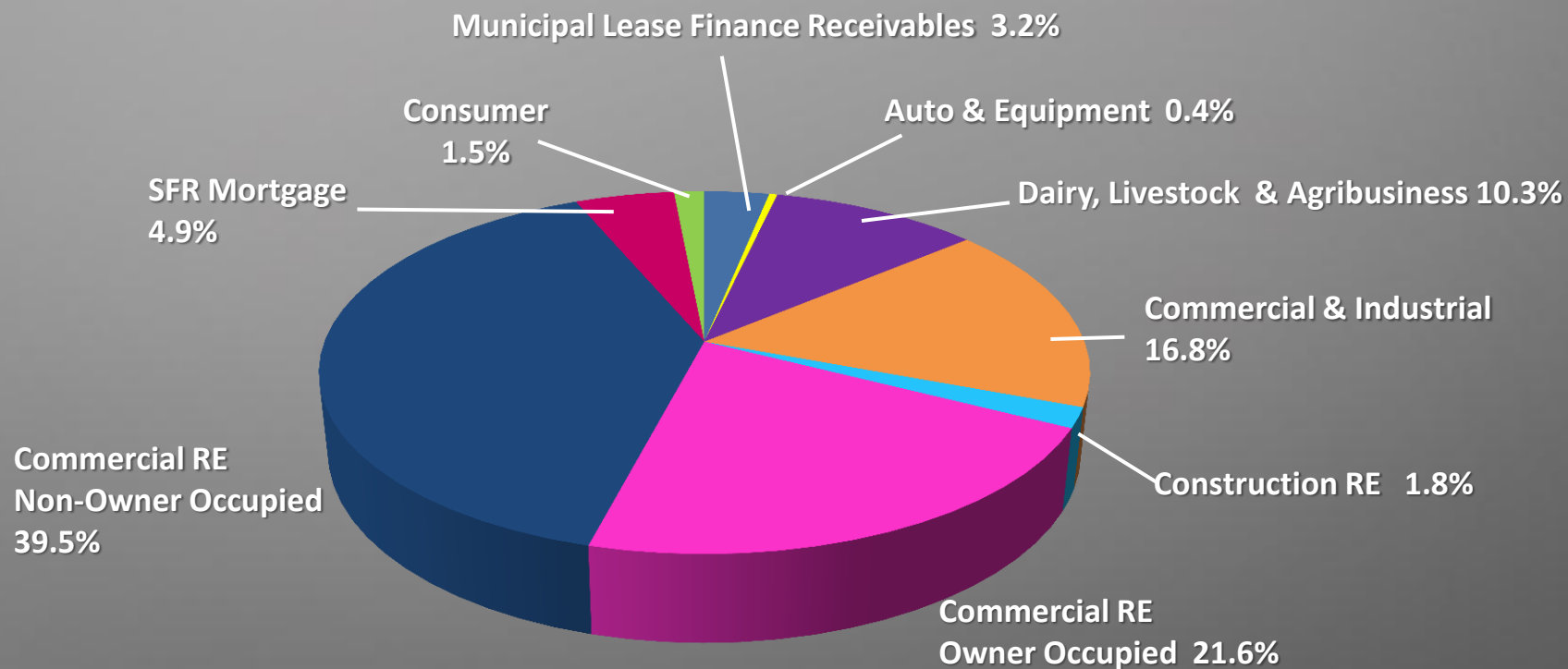


# Total Non-Covered Loans

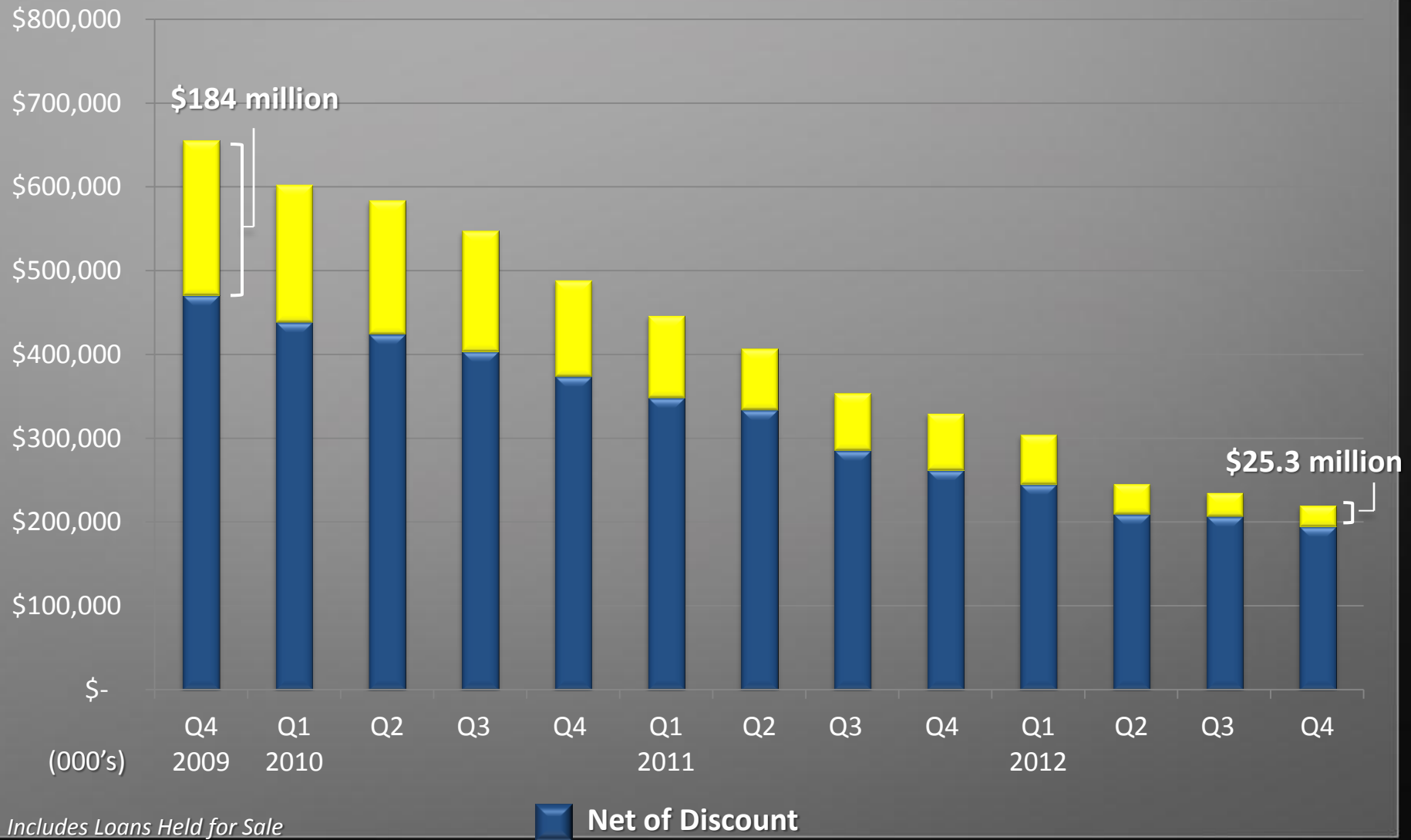


# Loan Portfolio Composition\*

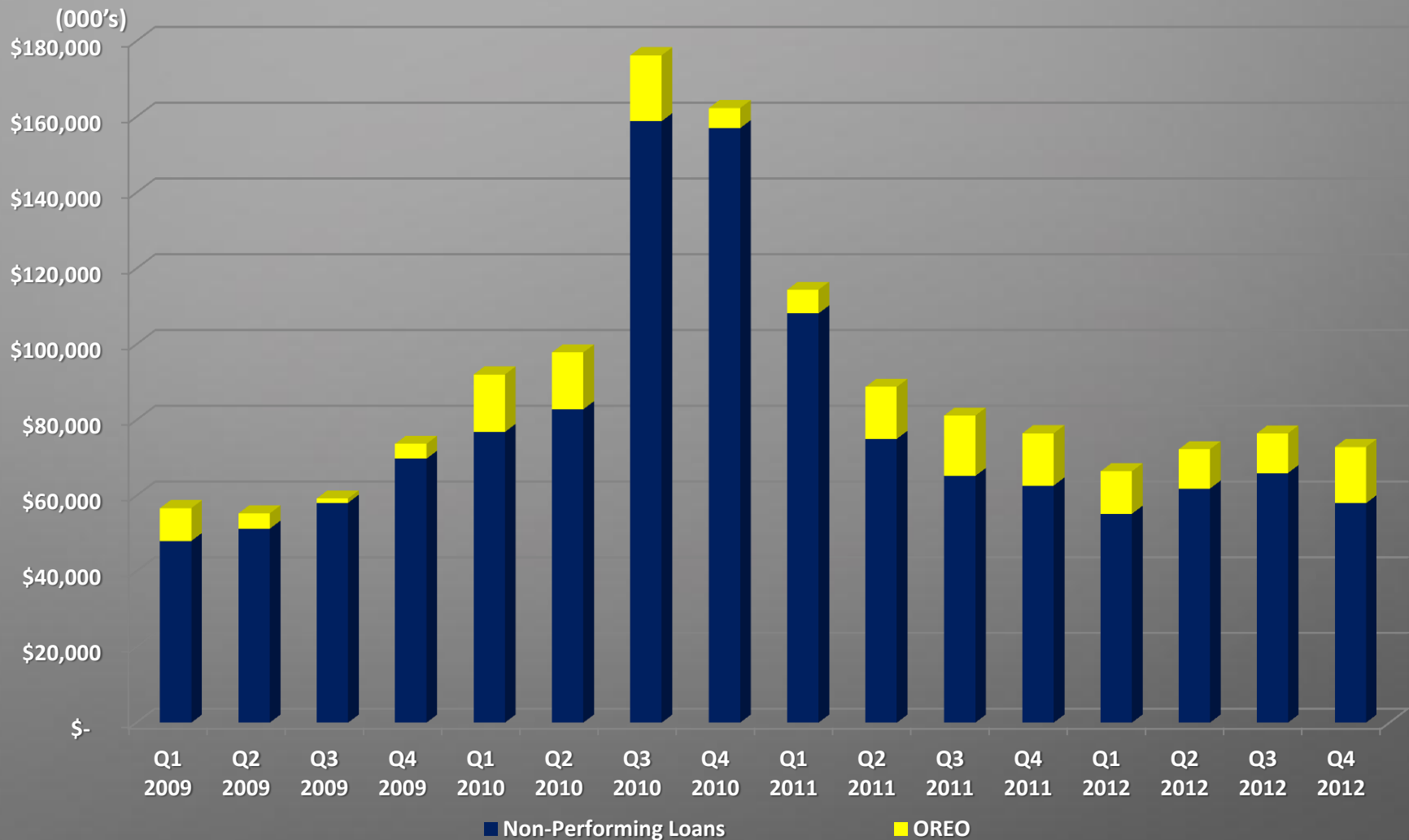
## Total Loans by Type



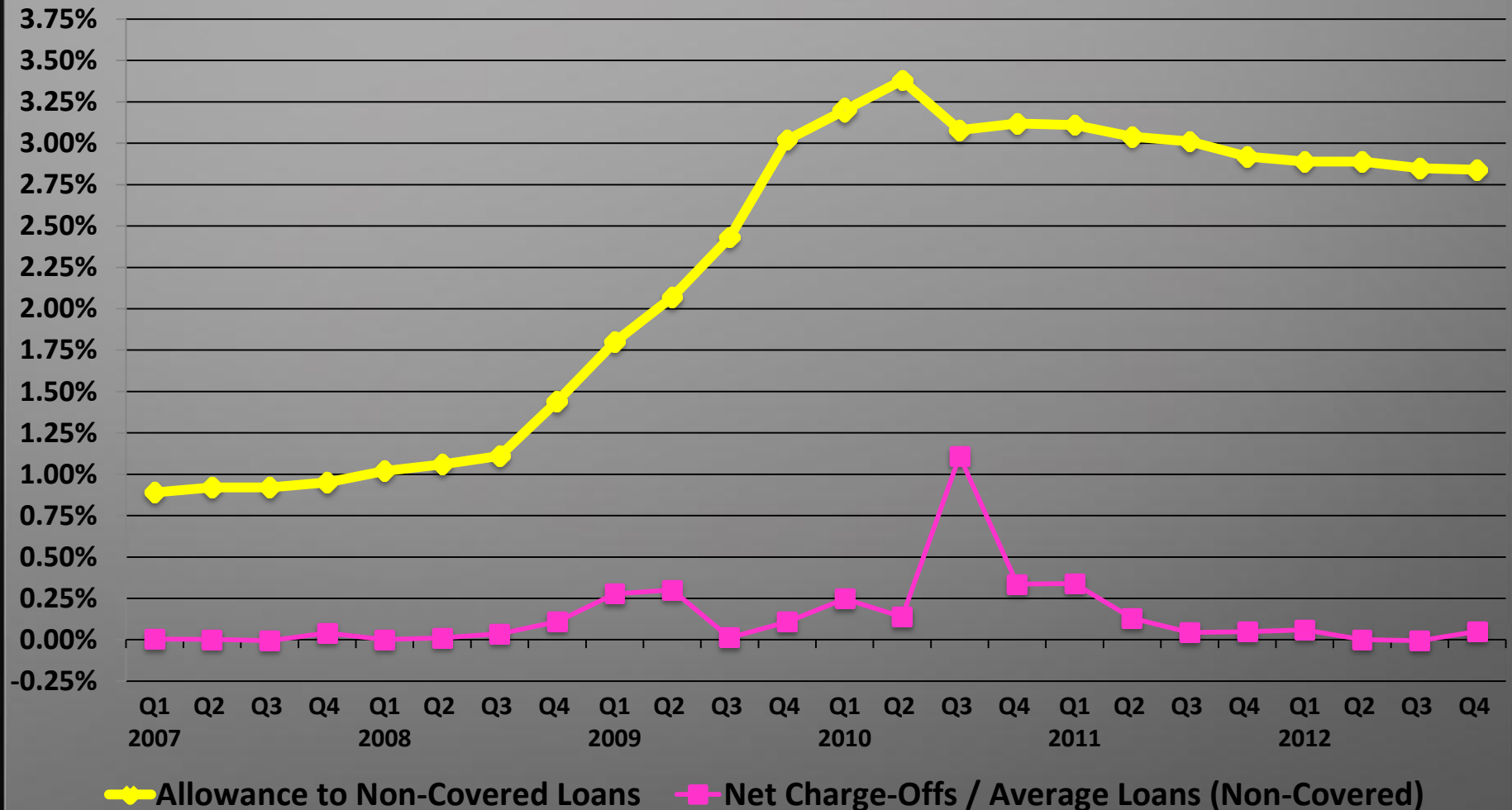
# Total Covered Loans



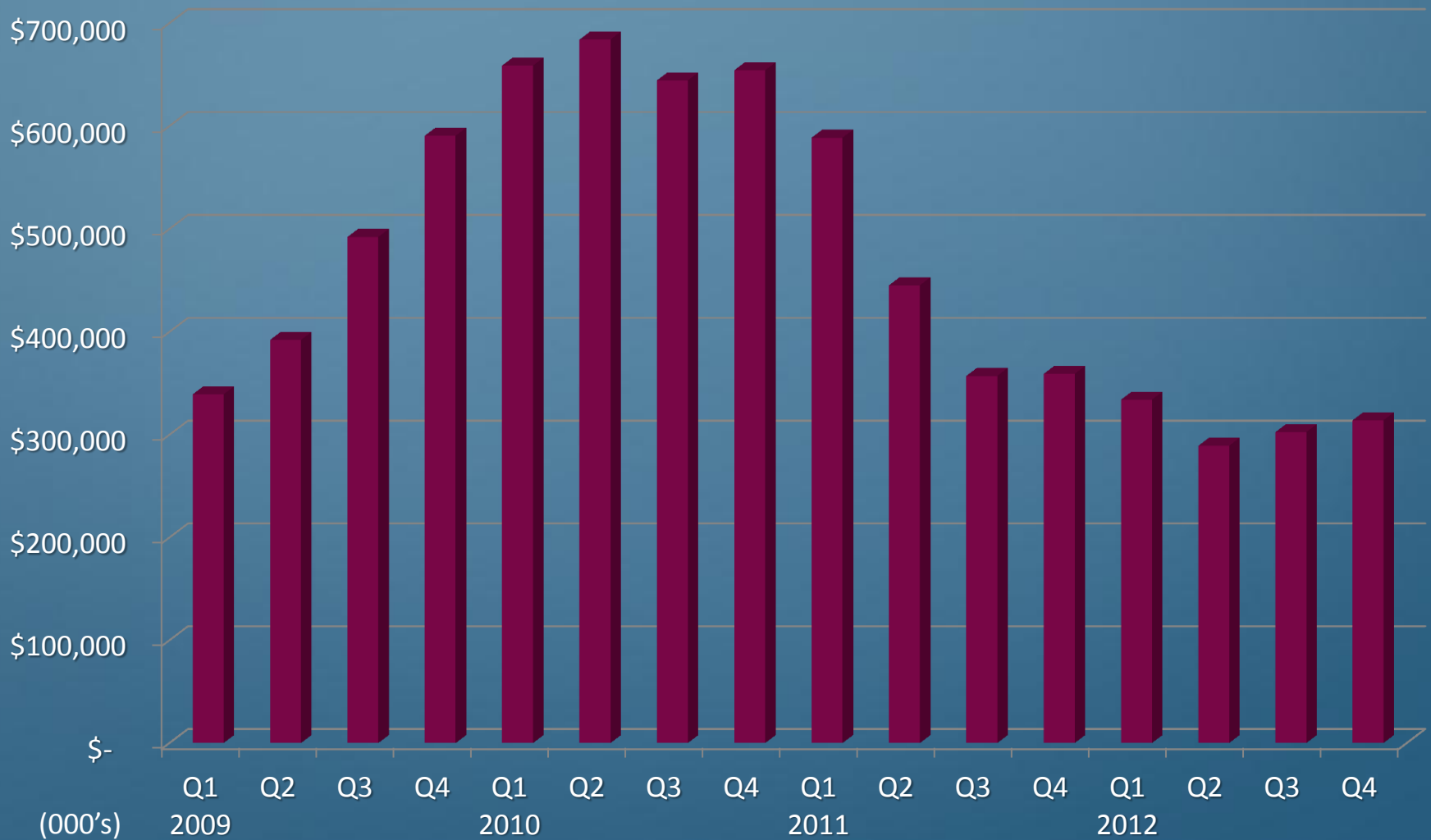
# Non-Performing Assets Non-Covered



# Loan Loss Allowance/ Charge-Offs --Non-Covered--

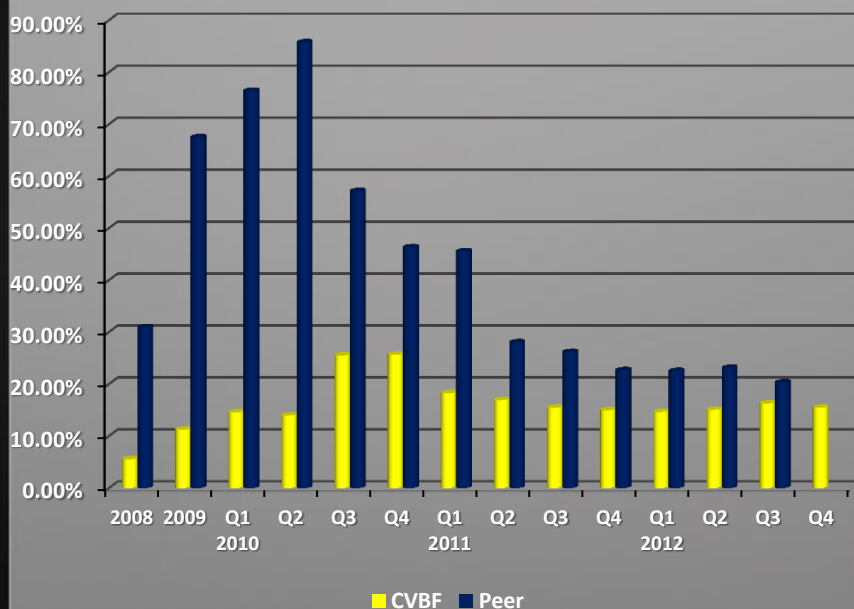


# Classified Loans Non-Covered

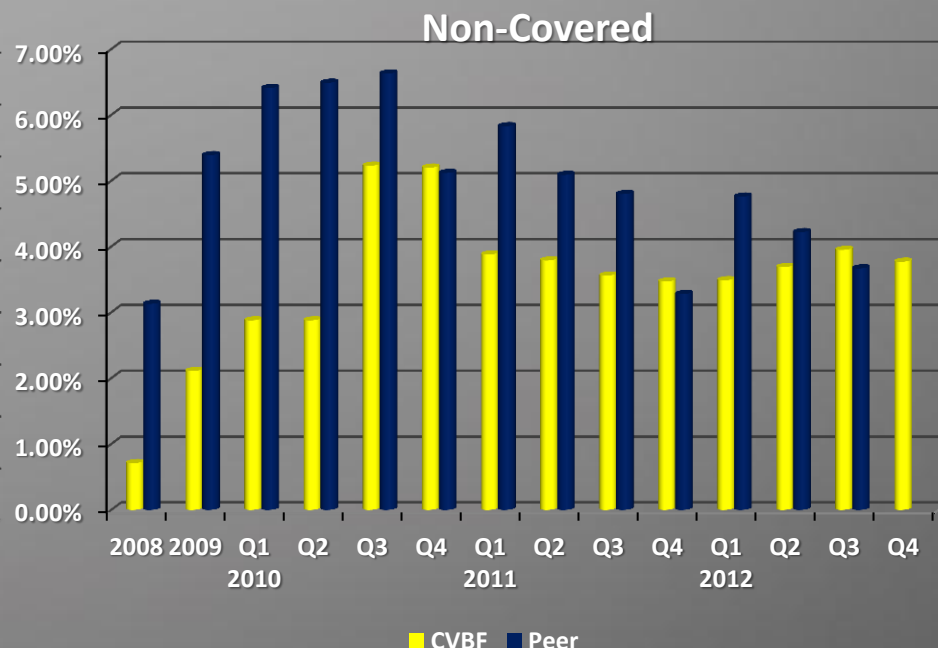


# Superior Credit Quality

Texas Ratio



NPA's/Loans & OREO



- CVBF's strong loan underwriting culture has limited its exposure to problem credits
- Continued profitability has allowed CVB to build its capital base and reserves for loan losses.

Source: Q4 2012 earnings release & other company filings, SNL Financial—peers represent public CA, AZ, HI, NV, OR & WA banks with assets \$2 - \$25 billion. Peer data as of 9/30/12

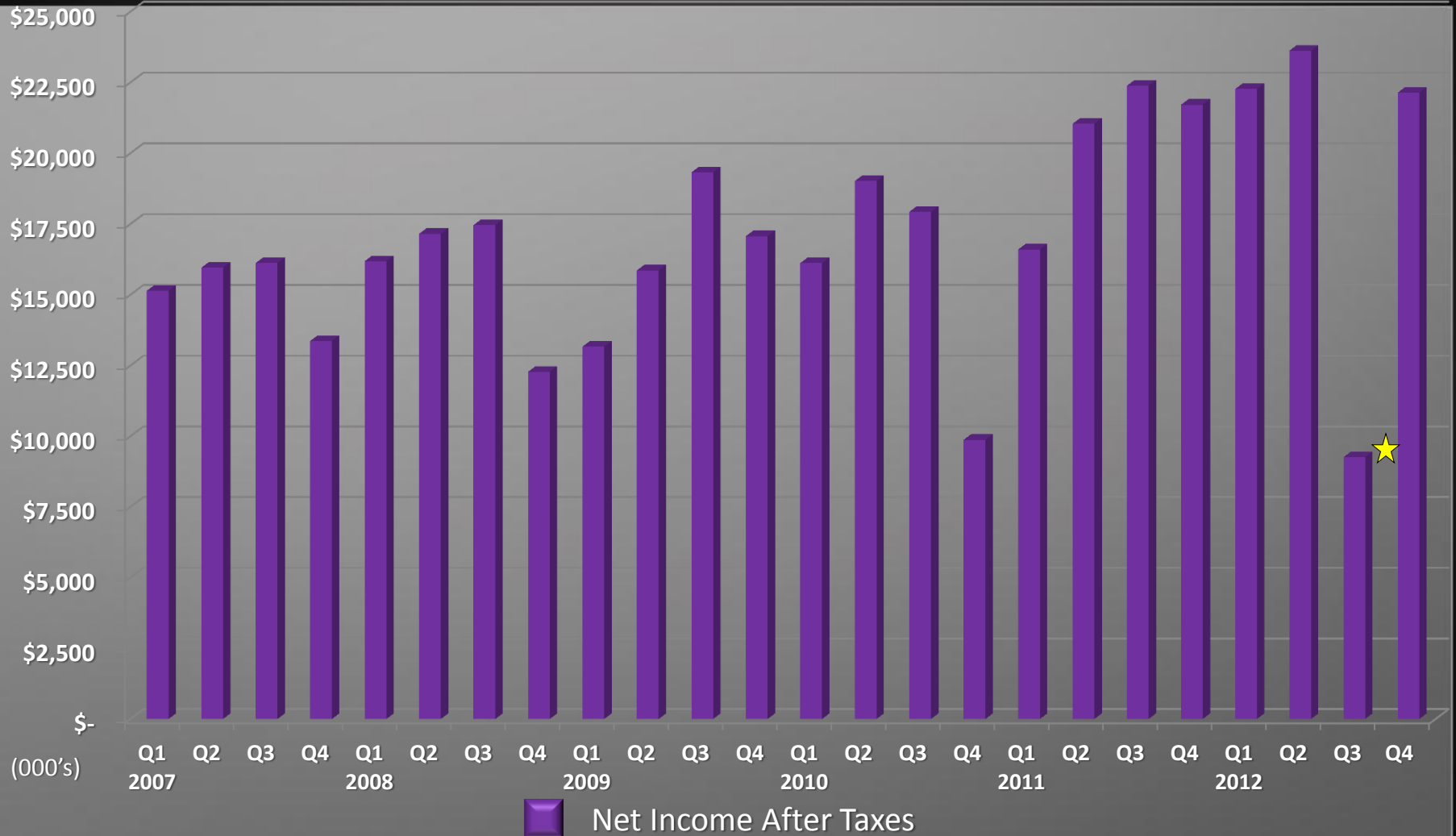


Profits



**CVB Financial Corp.**

# Net Income

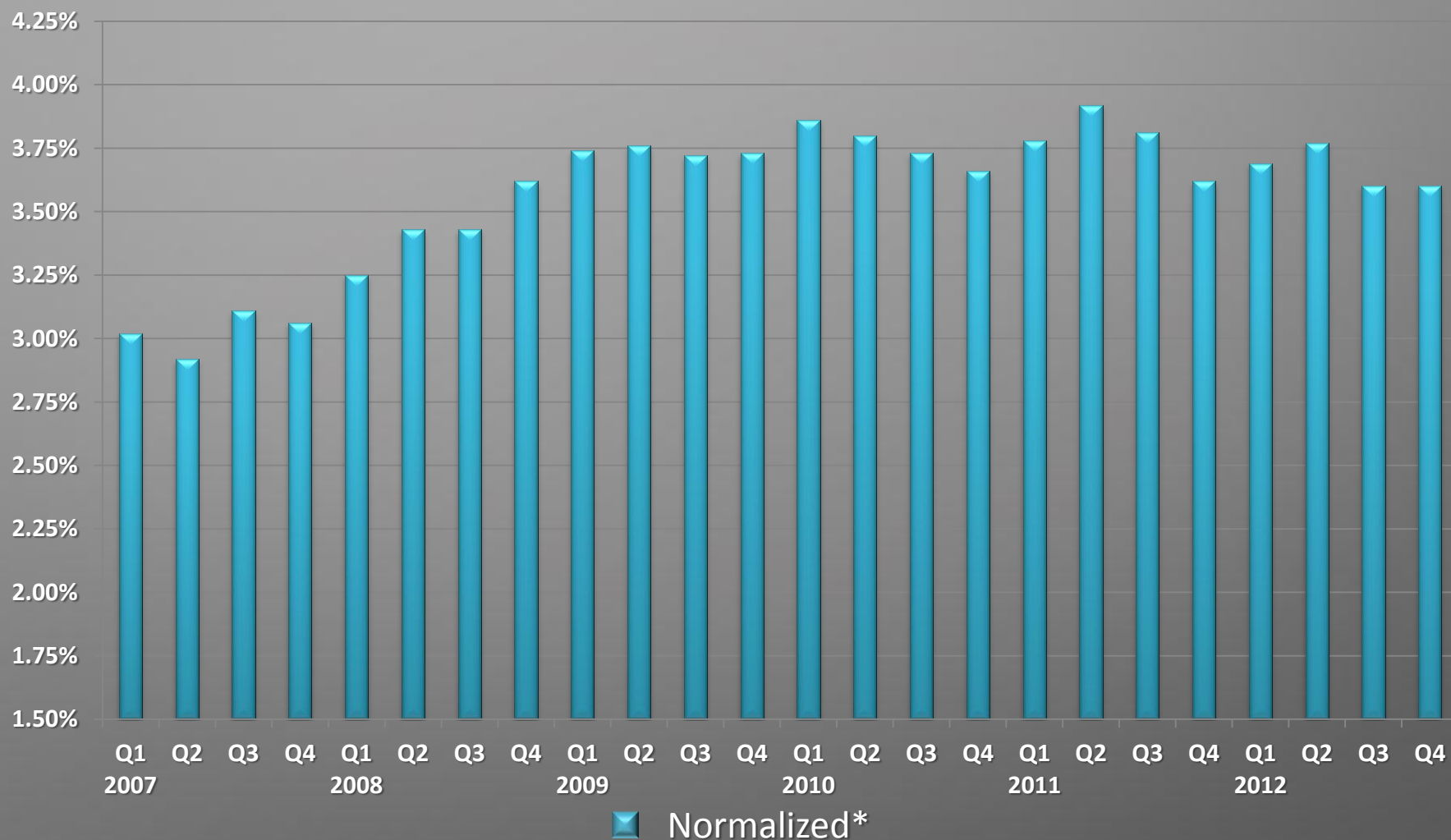


★ \$20.4 million FHLB prepayment charge

# Earnings

(000's)	2008	2009	2010	2011	12 Months to 12/31/2012
Net Interest Income	\$193,679	\$222,264	\$259,317	\$234,681	\$236,950
Provision for Credit Losses	(\$26,600)	(\$80,500)	(\$61,200)	(\$7,068)	\$0
Other Operating Income/Expenses (Net)	(\$81,331)	(\$52,515)	(\$111,378)	(\$106,809)	(\$122,257)
Income Taxes	(\$22,675)	(\$23,830)	(\$23,804)	(\$39,071)	(\$37,413)
Net Profit After Tax	\$63,073	\$65,419	\$62,935	\$81,733	\$77,280

# Net Interest Margin



\*Normalized excludes accelerated accretion on covered loans

Expenses



**CVB Financial Corp.**

# Expenses

(000's)	2009	2010	2011	2012
Salaries and Employee Benefits	\$62,985	\$69,419	\$69,993	\$68,496
Promotion & Entertainment	\$6,528	\$6,084	\$4,977	\$4,869
Supplies	\$2,989	\$3,314	\$2,558	\$2,212
Software Licenses & Maintenance	\$2,320	\$5,031	\$3,669	\$4,269
Professional Services	\$6,965	\$13,308	\$15,031	\$6,249
OREO Expense	\$1,211	\$7,490	\$6,729	\$2,146
Other	\$50,588	\$63,846	\$38,068	\$49,919*
<b>TOTAL:</b>	<b>\$133,586</b>	<b>\$168,492</b>	<b>\$141,025</b>	<b>\$138,160</b>

*\*Includes \$20.4 million FHLB prepayment charge*

# Bank Borrowings



**CVB Financial Corp.**



# Debt Repayment Activity 2012

(000's)

Type of Debt	Payoff Date	Amount	Weighted Average Interest Rate
FHLB Borrowings	8/28/2012	\$250,000	3.39%
Subordinated Debentures			
FCB Statutory Trust II	1/07/2012	\$6,805	3-Month LIBOR + 3.25%
CVB Statutory Trust I	6/18/2012	\$20,619	3-Month LIBOR + 2.85%
CVB Statutory Trust I	9/17/2012	\$20,619	3-Month LIBOR + 2.85%
	<b>Total</b>	<b>\$298,043</b>	

# Outstanding Debt\*

## 12/31/2012

(000's)

Type of Debt	Maturity	Balance at 12/31/2012	Interest Rate
FHLB Borrowings	11/28/2016	\$198,934	4.52%
Subordinated Debentures			
CVB Statutory Trust II**		\$20,619	3-Month LIBOR + 2.85%
CVB Statutory Trust II		\$20,619	3-Month LIBOR + 2.85%
CVB Statutory Trust III		\$25,774	3-Month LIBOR + 1.38%
	<b>Total</b>	<b>\$265,946</b>	

\*Does not include \$26 million in overnight borrowings from FHLB

\*\*This portion of CVB Statutory Trust II was repaid on January 7<sup>th</sup> 2013

Capital



**CVB Financial Corp.**

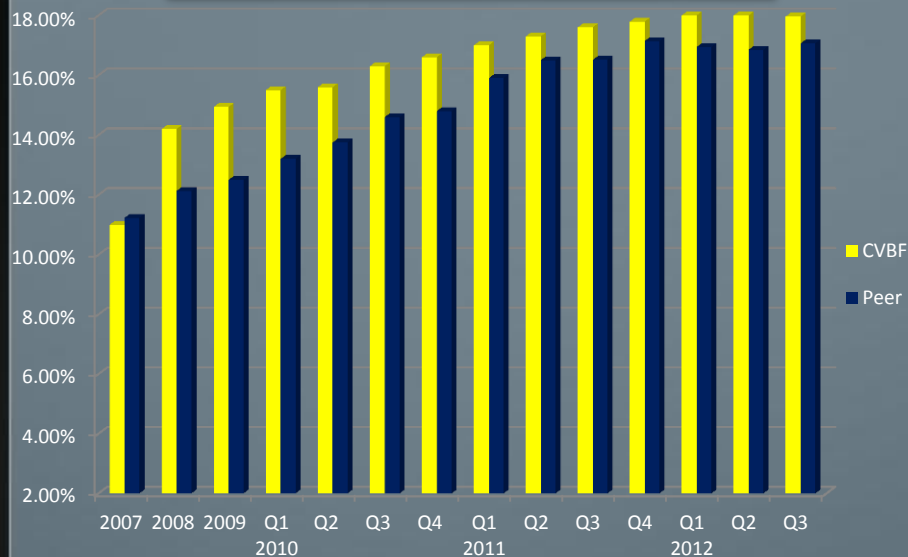
# Capital Ratios

	Regulatory Minimum Ratio	Regulatory Well-Capitalized Ratio	September 30, 2012*
Tier 1 Risk-based Capital Ratio	4.0%	6.0%	17.96%
Total Risk-based Capital Ratio	8.0%	10.0%	19.23%
Tier 1 Leverage Ratio	4.0%	5.0%	11.19%
Tangible Capital Ratio	4.0%	5.0%	10.95%
Core Tier 1 Capital Ratio			16.32%

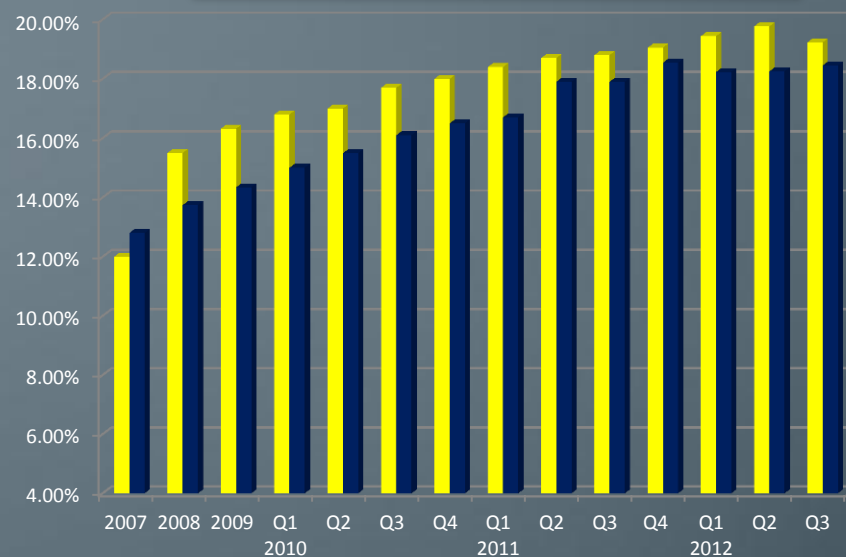
\* CVB Financial Corp. - Consolidated

# Peer Capital Metrics

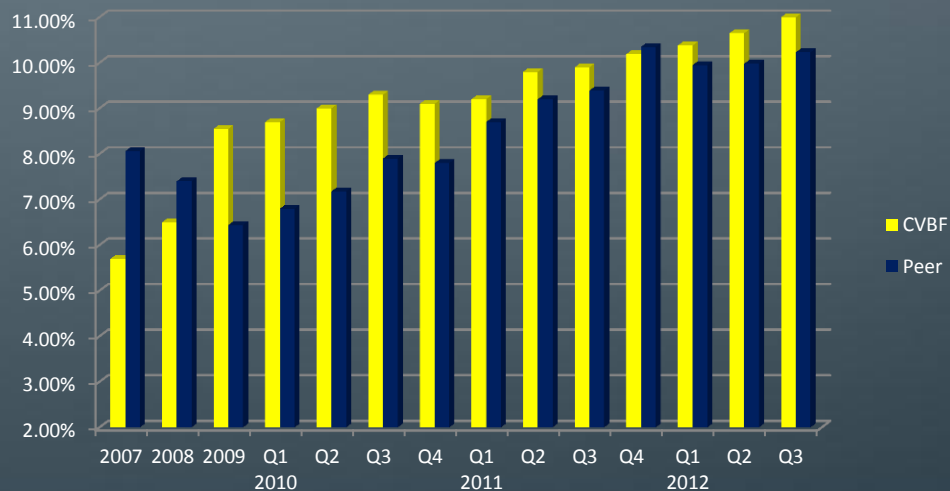
## Tier 1 Capital Ratio



## Total Risk – Based Capital Ratio



## Tangible Common Equity/Tangible Assets



# Securities & Investments

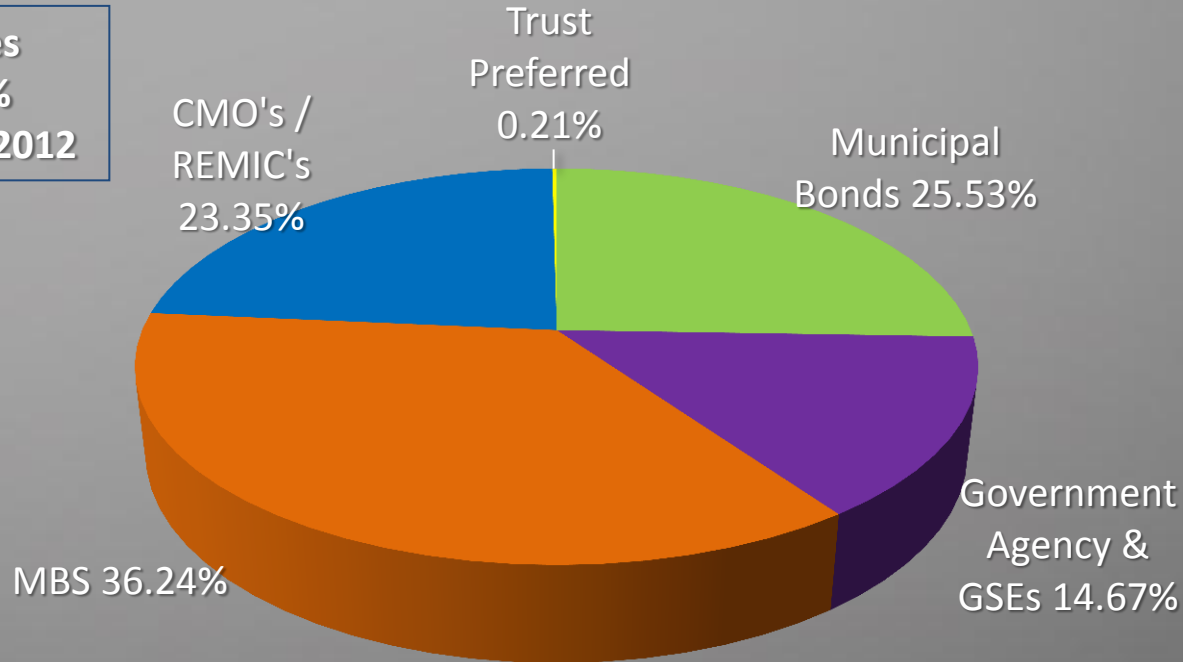


**CVB Financial Corp.**

# Securities Portfolio\*

## --\$2.45 Billion--

Yield on securities  
portfolio = 2.49%  
for the 4th Quarter 2012



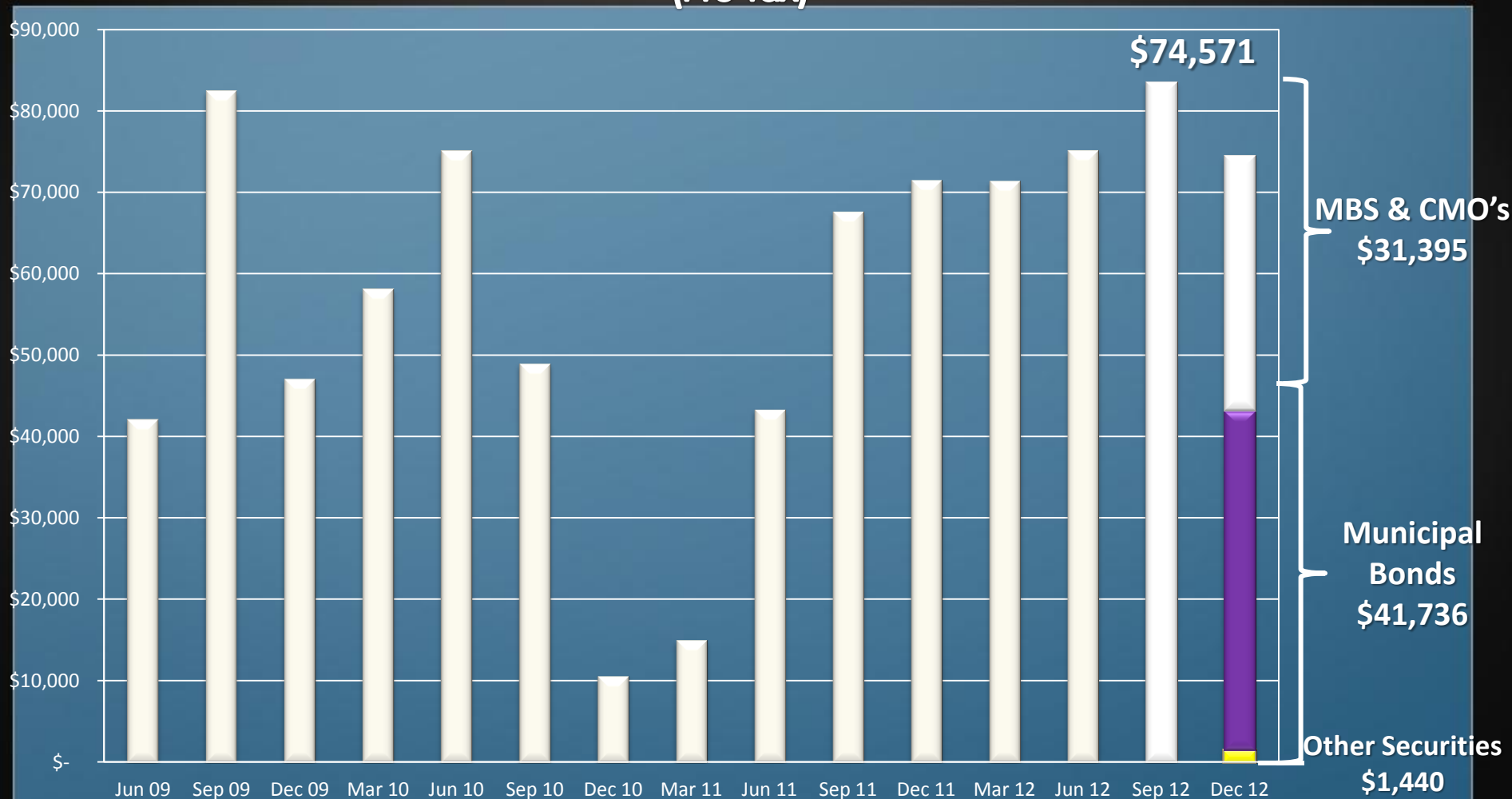
- Securities portfolio totaled \$2.45 billion at 12/31/2012. The portfolio represents 38.5% of the Bank's total assets
- Virtually all of the Bank's mortgage-backed securities were issued by Freddie Mac or Fannie Mae which have the implied guarantee of the U.S. government. 99% of the Bank's municipal portfolio contains securities which have an underlying rating of investment grade. California municipals represent only 4% of the municipal bond portfolio

\*Securities Available For Sale



# Securities Portfolio\*

**\$2.45 Billion**  
Mark-to-Market  
(Pre-tax)

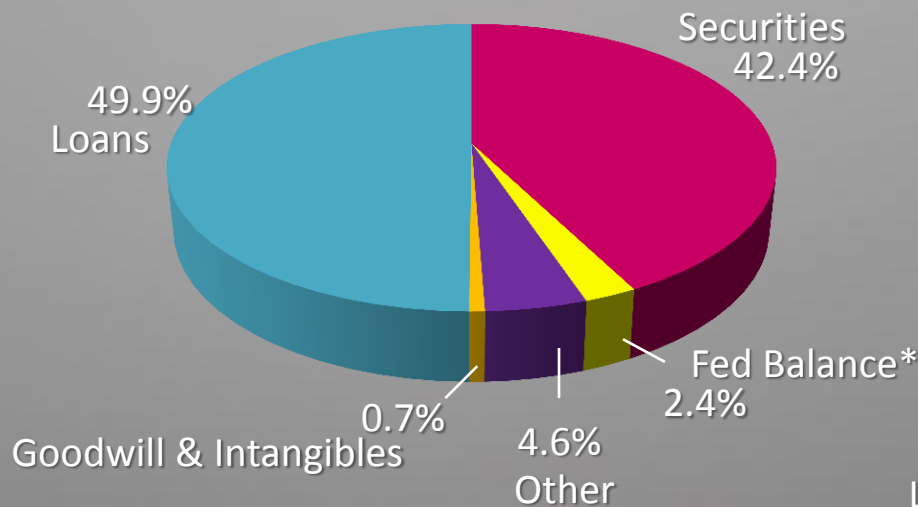


(000's)

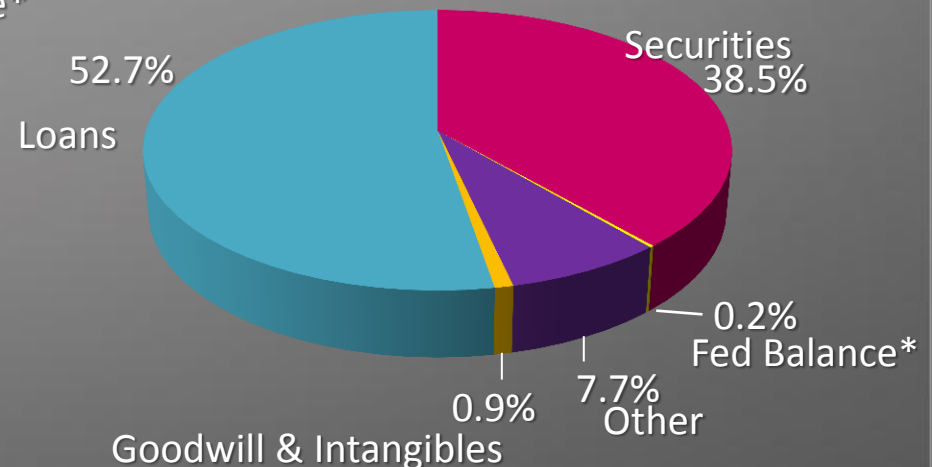
\*Securities Available For Sale

# CVBF Assets

12/31/06  
\$6.1 Billion



12/31/12  
\$6.4 Billion

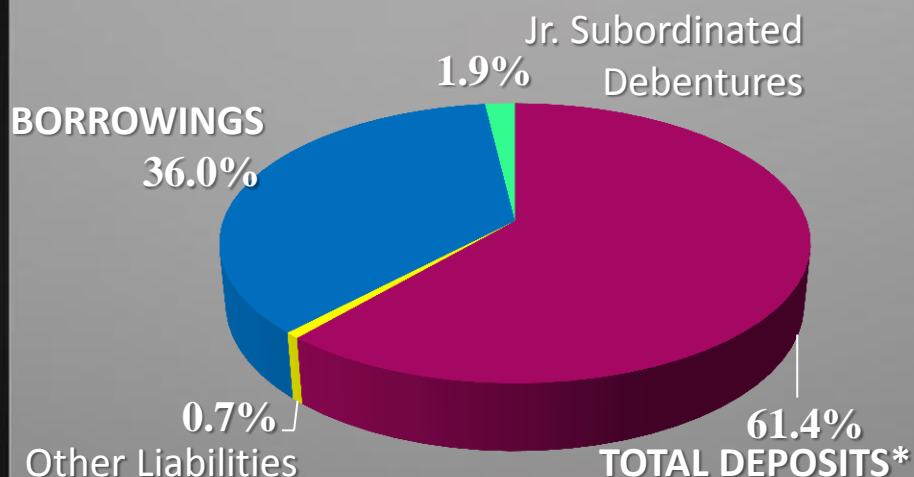


\*Includes overnight funds held at the Federal Reserve, Interest earning - due from Correspondent Banks, other short-term money market accounts or certificates of deposit

# CVBF Liabilities

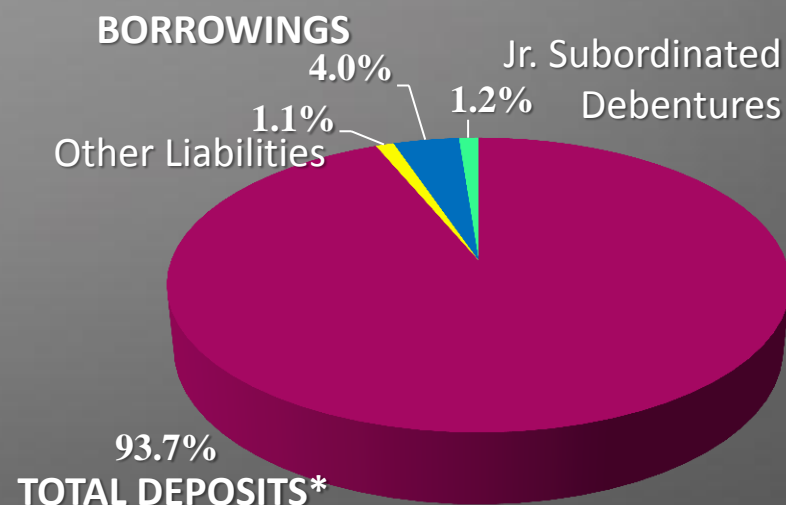
12/31/06

\$5.7 Billion



12/31/12

\$5.6 Billion



*\*Includes Customer Repurchase Agreements*

# Our Growth Strategy



**CVB Financial Corp.**

# Our Vision

Citizens Business Bank will strive to become the dominant financial services company operating throughout the state of California, servicing the comprehensive financial needs of successful small to medium sized businesses and their owners.

# Target Customer

The best privately-held and/or family-owned businesses throughout California

- Annual revenues of \$1-200 million
- Top 25% in their respective industry
- Full relationship banking
- Build 20-year relationships



**CVB Financial Corp.**

# Three Areas of Growth



# Acquisition Strategy

## --Banks--

- Target size: \$200 million to \$2 billion in assets
- Financial & Strategic
- In-market and/or adjacent geographic market (California only)

## --Trust/Investment--

- Target size: AUM of \$200 million to \$1 billion
- In California

## --Banking Teams--

- In- market & 'new' markets



CVB Financial Corp.



# Our 'Critical Few'

- Loan Growth
- Expand Credit Product Offerings & Capabilities
- Build Core Deposits
- Drive Service Charge & Fee Income Growth
- Manage Operating Efficiency
- Grow Through Acquisition

# Our Strategic Focus

- Strong Capital position
- Strong, disciplined credit underwriting/credit culture
- Build low-cost, sustainable deposits
- Multiple forms of growth (don't depend on one)
  - Same Store Sales
  - DeNovo
  - Acquisitions
- Cross-sell: capture the whole wallet
- Drive expense efficiency
- Long-term outlook

Copy of presentation at  
[www.cbbank.com](http://www.cbbank.com)



**CVB Financial Corp.**