# UNITED STATES SECURITIES AND EXCHANGE COMMISSION 

Washington, D. C. 20549
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2002
or
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission File Number: 0-10140
CVB FINANCIAL CORP.
Incorporated pursuant to the Laws of California

Internal Revenue Service - Employer Identification No. 95-3629339
701 North Haven Ave, Suite 350, Ontario, California 91764
(909) 980-4030
 file such reports), and (2) has been subject to such filing requirements for the past 90 days.

YES X NO
Number of shares of common stock of the registrant: 34,905,712 outstanding as of July 31, 2002.
This Form 10-Q contains 39 pages.
PART I - FINANCIAL INFORMATION
CVB FINANCIAL CORP. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
Dollar amounts in thousands

## ASSETS

Federal funds sold
Investment securities available-for-sale
Loans and lease finance receivables, net
Total earning assets

Cash and due from banks
Premises and equipment, net
Deferred taxes
Goodwill and other intangibles:
Amortizable
Non-amortizable
Cash value life insurance
Accrued interest receivable
Other assets
TOTAL ASSETS

LIABILITIES AND STOCKHOLDERS' EQUITY
Liabilities:
Noninterest-bearing
Interest-bearing
Total deposits
Demand Note to U.S. Treasury
Short-term borrowings
Long-term borrowings
Long-term borr
Accrued interest payable
Accrued interest payable
Funds due on securities purchased
Funds due on secur
TOTAL LIABILITIES
Stockholders' Equity:
Preferred stock (authorized, 20,000,000 shares
without par; none issued or outstanding)
Common stock (authorized, 62,500,000 shares
without par; issued and outstanding
$34,901,863$ (2002) and $34,782,234$ (2001))
Retained earnings
Accumulated other comprehensive income, net of tax
Total stockholders' equity
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY

See accompanying notes to the consolidated financial statements.
CVB FINANCIAL CORP. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF EARNINGS
CONSOLIDATED STATEMENTS OF EARNINGS
(unaudited)
Dollar amounts in thousands, except per share

```
Interest income:
    Loans, including fees
    Investment securities
        Taxable
        Tax-preferred
```

                                    Total investment income
    Federal funds sold
    | Total interest income |  | 37,589 |  | 39,220 |  | 74,219 |  | 79,158 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense: |  |  |  |  |  |  |  |  |
| Deposits |  | 5,315 |  | 8,275 |  | 10,607 |  | 17,578 |
| Borrowings |  | 4,827 |  | 5,292 |  | 9,530 |  | 11,930 |
| Total interest expense |  | 10,142 |  | 13,567 |  | 20,137 |  | 29,508 |
| Net interest income before provision for credit losses |  | 27,447 |  | 25,653 |  | 54,082 |  | 49,650 |
| Provision for credit losses |  | 0 |  | 750 |  | 0 |  | 1,500 |
| provision for credit losses |  | 27,447 |  | 24,903 |  | 54,082 |  | 48,150 |
| Other operating income: |  |  |  |  |  |  |  |  |
| Service charges on deposit accounts |  | 3,456 |  | 3,169 |  | 6,755 |  | 6,315 |
| Wealth Management services |  | 959 |  | 897 |  | 1,971 |  | 2,007 |
| Investment services |  | 341 |  | 347 |  | 716 |  | 675 |
| Bankcard services |  | 305 |  | 264 |  | 583 |  | 489 |
| Other |  | 1,214 |  | 577 |  | 1,664 |  | 2,043 |
| Gain(loss) on sale of securities |  | 25 |  | 519 |  | 3,096 |  | (86) |
| Total other operating income |  | 6,300 |  | 5,773 |  | 14,785 |  | 11,443 |
| Other operating expenses: |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 8,637 |  | 7,893 |  | 17,149 |  | 15,826 |
| Occupancy |  | 1,593 |  | 1,393 |  | 3,128 |  | 2,780 |
| Equipment |  | 1,440 |  | 1,345 |  | 2,893 |  | 2,569 |
| Stationary and supplies |  | 1,043 |  | 926 |  | 1,988 |  | 1,794 |
| Professional services |  | 1,182 |  | 1,072 |  | 2,063 |  | 2,327 |
| Promotion |  | 869 |  | 716 |  | 1,823 |  | 1,498 |
| Data processing |  | 294 |  | 330 |  | 611 |  | 700 |
| Goodwill and other intangibles |  | 40 |  | 245 |  | 79 |  | 490 |
| Other |  | 925 |  | 683 |  | 1,783 |  | 1,715 |
| Total other operating expenses |  | 16,023 |  | 14,603 |  | 31,517 |  | 29,699 |
| Earnings before income taxes |  | 17,724 |  | 16,073 |  | 37,350 |  | 29,894 |
| Income taxes |  | 6,085 |  | 6,428 |  | 13,393 |  | 11,441 |
| Net earnings | \$ | 11,639 | \$ | 9,645 | \$ | 23,957 | \$ | 18,453 |
| Basic earnings per common share | \$ | 0.33 | \$ | 0.28 | \$ | 0.68 | \$ | 0.54 |
| Diluted earnings per common share | \$ | 0.32 | \$ | 0.27 | \$ | 0.67 | \$ | 0.52 |
| Cash dividends per common share | \$ | 0.14 | \$ | 0.14 | \$ | 0.28 | \$ | 0.28 |

See accompanying notes to the consolidated financial statements.

> CVB FINANCIAL CORP. AND SUBSIDIARIES
> CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY
> (unaudited)
> (Dollars and shares in thousands)

Balance January 1, 2001
Issuance of common stock
5-for-4 stock split
Tax benefit from exercise of stock options Cash dividends

See accompanying notes to the consolidated financial statements.
CVB FINANCIAL CORP. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)
(dollar amounts in thousands)

|  | $\begin{aligned} & \text { For the Six Months } \\ & \text { Ended June 30, } \\ & 2002 \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: |
| \$ | 59,396 | \$ | 67,210 |
|  | 11,689 |  | 11,530 |
|  | $(20,758)$ |  | $(28,465)$ |
|  | $(32,650)$ |  | $(26,379)$ |
|  | $(12,284)$ |  | 7,250 |
|  | 5,393 |  | 31,146 |
|  | 172,525 |  | 253,347 |
|  | $\begin{gathered} 82,891 \\ (427,906) \end{gathered}$ |  | 45,041 |
|  |  |  | $(334,075)$ |
|  | 22,707 |  | $(14,114)$ |
|  | $\begin{gathered} 3 \\ (1,773) \end{gathered}$ |  | 56 |
|  |  |  | $(3,058)$ |
|  |  |  | 536 |
|  | $(3,898)$ |  | $(17,153)$ |
|  | $(155,451)$ |  | $(69,420)$ |
|  | 75,288 |  | 18,707 |
|  | 20,651 |  | 39,986 |
|  | 76,239 |  | $(56,880)$ |
|  | $(10,696)$ |  | $(7,775)$ |
| 320 |  |  | 319 |

NET INCREASE(DECREASE) IN CASH AND CASH EQUIVALENTS CASH AND CASH EQUIVALENTS, beginning of period

## CASH AND CASH EQUIVALENTS BEFORE ACOUISTION

CASH AND CASH EQUIVALENTS RECEIVED IN THE PURCHASE OF WESTERN SECURITY BANK, N.A

CASH AND CASH EQUIVALENTS, end of period

See accompanying notes to the consolidated financial statements.
CVB FINANCIAL CORP. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS
(dollar amounts in thousands)

ECONCILIATION OF NET EARNINGS TO NET CASH PROVIDED BY OPERATING ACTIVITIES:
Net earnings
Adjustments to reconcile net earnings to net cash
provided by
provided by operating activities:
Gain on sale of investment securities
Loss on sale of investment securities
Loss on sale of premises and equipment
Gain on sale of other real estate owned
Increase in cash value of life insurance
Amortization of premiums on investment securities
Provisions for credit losses
Depreciation and amortization
Change in accrued interest receivable
Change in accrued interest payable
Change in other assets and liabilities
Total adjustments
NET CASH PROVIDED BY OPERATING ACTIVITIES

Supplemental Schedule of Noncash Investing and Financing Activities
Purchase of Western Security Bank:
Cash and cash equivalents acquired
Other assets acquired
Total
Deposits acquired
Other liabilities
Total
Goodwill and intangibles

Securities purchased and not settled

|  | 11,744 |  | $(43,917)$ |
| :---: | :---: | :---: | :---: |
|  | 102,651 |  | 140,315 |
|  | 114,395 |  | 96,398 |
|  | 41,304 |  |  |
| \$ | 155,699 | \$ | 96,398 |

\$


| \$ | 23,957 | \$ | 18,453 |
| :---: | :---: | :---: | :---: |
|  | $(3,195)$ |  | $(1,527)$ |
|  | 99 |  | 1,613 |
|  | 9 |  | 56 |
|  |  |  | (126) |
|  | (653) |  | 72 |
|  | $(11,370)$ |  | $(9,237)$ |
|  | 0 |  | 1,449 |
|  | 2,735 |  | 2,343 |
|  | $(1,530)$ |  | (414) |
|  | (621) |  | 1,054 |
|  | $(4,038)$ |  | 17,410 |
|  | $(18,564)$ |  | 12,693 |
| \$ | 5,393 | \$ | 31,146 |


| \$ | 41, 304 |
| :---: | :---: |
|  | 101,652 |
|  | 142,956 |
|  | 138,614 |
|  | 9,579 |
|  | 148,193 |
| \$ | 5,237 |
| \$ | 4,429 |

See accompanying notes to the consolidated financial statements.

# CVB FINANCIAL CORP. AND SUBSIDIARIES 

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS <br> (unaudited) <br> For the six months ended June 30, 2002 and 2001

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES






 applied in the preparation of the accompanying consolidated financial statements follows.

Principles of Consolidation - The consolidated financial statements include the accounts of CVB Financial Corp. (the "Company") and its wholly owned subsidiaries, Citizens Business Bank (the "Bank"), Community Trust Deed Services, CVB Ventures, Inc., Chino Valley Bancorp, and ONB Bancorp after elimination of all material intercompany transactions and balances.

Nature of Operations - The Company's primary operations are related to traditional banking activities, including the acceptance of deposits and the lending and investing of money through the operations of the Bank. The Bank also provides trust services to customers through its Wealth Management Division and branch offices. The Bank's customers consist primarily of small to mid-sized businesses and individuals located in the Inland Empire, San Gabriel Valley, Orange, Los Angeles and Kern County areas of Southern California. The Bank operates 32 branches with the headquarters located in the city of Ontario.

Investment Securities - The Company classifies as held-to-maturity those debt securities that it has the positive intent and ability to hold to maturity. All other debt and equity securities are classified as available-for-sale. Securities held-to-maturity are accounted for at cost and adjusted for amortization of premiums and accretion of discounts. Securities available-for-sale are accounted for at fair value, with the net unrealized gains and losses (unless other than temporary), net of income tax effects, presented as a separate component of stockholders' equity. Realized gains and losses on sales of securities are recognized in earnings at the time of sale and are determined on a specific-identification basis. The Company's investment in Federal Home Loan Bank ("FHLB") stock is classified as available-for-sale but is carried at cost, which approximates fair value.

Loans and Lease Finance Receivables - Loans and lease finance receivables are reported at the principal amount outstanding, less deferred net loan origination fees and the allowance for credit losses. Interest on loans and lease finance receivables is credited to income based on the principal amount outstanding. Interest income is not recognized on loans and lease finance receivables when collection of interest is deemed by management to be doubtful. In the ordinary course of business, the Company enters into commitments to extend credit to its customers. These commitments are not reflected in the accompanying consolidated financial statements. As of June 30, 2002, the Company had entered into commitments with certain customers amounting to $\$ 422.8$ million compared to $\$ 383.2$ million at December 31, 2001. Letters of credit at June 30, 2002, and December 31, 2001, were $\$ 14.8$ million and $\$ 12.5$ million, respectively.

The Bank receives collateral to support loans, lease finance receivables, and commitments to extend credit for which collateral is deemed necessary. The most significant categories of collateral are real estate, principally commercial and industrial income-producing properties, real estate mortgages, and assets utilized in agribusiness.

Nonrefundable fees and direct costs associated with the origination or purchase of loans are deferred and netted against outstanding loan balances in accordance with Statement of Financial Accounting Standards ("SFAS") No. 91, "Accounting for Nonrefundable Fees and Associated Cost with Originating or Acquiring Loans and Initial Costs of Leases". The deferred net loan fees and costs are recognized in interest income over the loan term in a manner that approximates the level-yield method.

Provision and Allowance for Credit Losses - The determination of the balance in the allowance for credit losses is based on an analysis of the loan and lease finance receivables portfolio using a systematic methodology and reflects an amount that, in management's judgment, is adequate to provide for probable credit losses inherent in the portfolio, after giving consideration to the character of the loan portfolio, current economic conditions, past credit loss experience, and such other factors as deserve current recognition in estimating inherent credit losses. The provision for credit losses is charged to expense.

A loan for which collection of principal and interest according to its original terms is not probable is considered to be impaired. The Company's policy is to record a specific valuation allowance, which is included in the allowance for credit losses.

 collateral with a fair market value, net of prior liens, of $\$ 3.0$ million. Amount of reserve for these loans is $\$ 1.9$ million as of June 30 , 2002 .

 initial terms of the leases

 Any subsequent operating expenses or income, reduction in estimated values, and gains or losses on disposition of such properties are charged to current operations.

 acquired in a business combination. The Company adopted this accounting standard for business combinations initiated after June $30,2001$.

 from other intangible assets in the statement of financial position, and no longer be amortized but tested for impairment on a periodic basis.

 goodwill is not being amortized whereas identifiable intangible assets with finite lives are amortized over their useful lives.



 amortization of goodwill in the approximate amount of $\$ 703,000$ annually ceased. The impact on net income and earnings per common share (basic and diluted) is not considered significant.




 is the intention of the Bank to dissolve the two subsidiaries whose operations were merged into the Bank immediately after the acquisition.
 each year-end, based on enacted tax laws and statutory tax rates applicable to the periods in which the differences are expected to affect taxable income.





 table below presents the reconciliation of earnings per share for the periods indicated.


BASIC EPS
Income available to common stockholders
EFFECT OF DILUTIVE
SECURITIES
Incremental shares from assumed exercise of outstanding options

## DILUTED EPS

Income available to
common stockholders


Statement of Cash Flows - Cash and cash equivalents as reported in the statements of cash flows include cash and due from banks and fed funds sold.
 because they are not assets or liabilities of the Bank or Company, with the exception of any funds held on deposit with the Bank. Trust fees are recorded on an accrual basis.

 financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.




 December 31, 2002.

Reclassification - Certain amounts in the prior years' financial statements and related footnote disclosures have been reclassified to conform to the current-year presentation.


 result of the acquisition, the Bank expects to increase its market share by expanding its leasing product line.
 per share at a cost of $\$ 420,000$. On July 23rd the Company purchased 80,000 shares at $\$ 21.00$ per share at a cost of $\$ 1.7$ million.

## CVB FINANCIAL CORP. AND SUBSIDIARIES

## MANAGEMENT'S DISCUSSION AND ANALYSIS







 the year ended December 31, 2001.

## Recent Acquisition





 two subsidiaries whose operations were merged into the Bank immediately after the acquisition.

## ANALYSIS OF THE RESULTS OF OPERATIONS

## Earnings




 compared to a return of $18.75 \%$ for the six months ended June 30, 2001.


 $1.71 \%$ for the same period last year. The annualized return on average equity was $20.49 \%$ for the second quarter of 2002 and $19.12 \%$ for the second quarter of 2001 .

 operating earnings totaled $\$ 17.7$ million. This represented an increase of $\$ 1.5$ million, or $9.41 \%$, from pre-tax operating earnings of $\$ 16.2$ million for the second quarter of 2001 .

## Net Interest Income

The principal component of the Company's earnings is net interest income, which is the difference between the interest and fees earned on loans and investments (earning assets) and the interest paid on deposits and borrowed funds (interest-bearing liabilities). When net interest income is expressed as a percentage of average earning assets, the result is the net interest margin. The net interest spread is the yield on average earning assets minus the cost of average interest-bearing liabilities. The Company's net interest income, interest spread, and net interest margin are sensitive to general business and economic conditions. These conditions include short-term and long-term interest rates, inflation, monetary supply, and the strength of the economy, in general, and the local economies in which the Company conducts business. The Company's ability to manage the net interest income during changing interest rate environments will have a significant impact on its overall performance. The Company manages net interest income through affecting changes in the mix of earning assets as well as the mix of interest-bearing liabilities, changes in the level of interestbearing liabilities in proportion to earning assets, and in the growth of earning assets.

The Company's net interest income (before provision for credit losses) totaled $\$ 54.1$ million for the six months ended June 30, 2002. This represented an increase of $\$ 4.4$ million, or $8.93 \%$, over net interest income of $\$ 49.7$ million for the same period in 2001. The increase in net interest income of $\$ 4.4$ million for 2002 resulted from a decrease of $\$ 4.9$ million in interest income and a $\$ 9.4$ million reduction in interest expense. The decrease in interest income of $\$ 4.9$ million resulted from the decline in the average yield on earning assets to $6.53 \%$ for the first six months of 2002 from $7.83 \%$ for the same period in 2001, which offset a $\$ 272.7$ million increase in average earning-assets. The reduction of $\$ 9.4$ million in interest expense resulted from the decline in the average rate paid on interest-bearing liabilities to $2.65 \%$ for the first six months of 2002 from $4.19 \%$ for the same period in 2001, which offset a $\$ 116.6$ million increase in average interest-bearing liabilities.

The decrease in interest income was primarily the result of the decline in the average yield on earning-assets. Interest income totaled $\$ 74.2$ million for the first six months of 2002 . This represented a decrease of $\$ 4.9$ million, or $6.24 \%$, compared to total interest of $\$ 79.2$ million for the same period last year.

The decrease in interest expense was primarily the result of the decline in the rate paid on interest-bearing liabilities. Interest expense totaled $\$ 20.1$ million for the first six months of 2002 . This represented a decrease of $\$ 9.4$ million, or $31.76 \%$, over total interest expense of $\$ 29.5$ million for the same period last year. Both the decline in the yield on earning assets and the rate paid on interestbearing liabilities reflects the general economy and the decreasing interest rate environment between the first six months of 2001 and 2002.

For the second quarter ending June 30, 2002, the Company's net interest income (before provision for credit losses) totaled $\$ 27.4$ million. This represented an increase of $\$ 1.8$ million, or $6.99 \%$, over net interest income of $\$ 25.7$ million for the same period in 2001. The increase in net interest income of $\$ 1.8$ million for the second quarter of 2002 resulted from a decrease of $\$ 1.6$ million in interest income and a $\$ 3.4$ million reduction in interest expense. The decrease in interest income of $\$ 1.6$ million resulted from the decline in the average yield on earning assets to $6.48 \%$ for the second quarter of 2002 from $7.69 \%$ the same period in 2001, which offset a $\$ 298.4$ million increase in average earning-assets. The reduction of $\$ 3.4$ million in interest expense resulted from the decline in the average rate paid on interest-bearing liabilities to $2.62 \%$ for the second quarter of 2002 from $3.86 \%$ the same period in 2001, which offset a $\$ 148.3$ million increase in average interestbearing liabilities.

The decrease in interest income was primarily the result of the decline in the average yield on earning-assets. Interest income totaled $\$ 37.6$ million for the second quarter of 2002. This represented a decrease of $\$ 1.6$ million, or $4.16 \%$, compared to total interest of $\$ 39.2$ million for the same period last year.

The decrease in interest expense was primarily the result of the decline in the rate paid on interest-bearing liabilities. Interest expense totaled $\$ 10.1$ million for the second quarter of 2002 . This represented a decrease of $\$ 3.4$ million, or $25.25 \%$, over total interest expense of $\$ 13.6$ million for the same period last year. Both the decline in the yield on earning assets and the rate paid on interestbearing liabilities reflects the general economy and the decreasing interest rate environment between the second quarter of 2001 and 2002.

Table 1 shows the average balances of assets, liabilities, and stockholders' equity and the related interest income, expense, and rates for the six-month and three-month periods ended June 30 , 2002, and 2001. Yields for tax-preferenced investments are shown on a taxable equivalent basis using a $42 \%$ tax rate.

TABLE 1 - Distribution of Average Assets, Liabilities, and Stockholders' Equity; Interest Rates and Interest Differentials
(amounts in thousands)

ASSETS

LIABILITIES AND STOCKHOLDERS' EQUITY
Demand Deposits
Savings Deposits (5)
Time Deposits
Total Deposits
Other Borrowings
Interest Bearing Liabilities
Total deposits and borrowings
Other Liabilities
Stockholders' Equity
Total Liabilities and
Stockholders' Equity


| \$ | 622,047 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 544,384 | \$ | 6,212 | 2.31\% |
|  | 440,103 |  | 11,366 | 5.24\% |
|  | 1,606,534 |  | 17,578 | 2.22\% |
|  | 442,522 |  | 11,930 | 5.46\% |
|  | 1,427,009 |  | 29,508 | 4.19\% |
| $\begin{array}{r} 2,049,056 \\ 27,892 \\ 199,552 \end{array}$ |  |  |  |  |
| \$ 2,276,500 |  |  |  |  |


| Net interest spread | $3.88 \%$ | $3.64 \%$ |
| :--- | :--- | :--- |
| Net interest margin | $4.84 \%$ | $5.03 \%$ |
| Net interest margin excluding loan | $4.67 \%$ | $4.84 \%$ |
| fees |  |  |

Net interest margin excluding loan fees
(1) Includes short-term interest bearing deposits with other institutions
2) Yields are calculated on a taxable equivalent basis using a marginal tax rate of $42.00 \%$.
3) Loan fees are included in total interest income as follows, (000)s omitted: 2002, \$2,048; 2001, \$1,976 4) Non performing loans are included in net loans as follows, (000)s omitted: 2002, \$836; 2001, \$754 (5) Includes interest bearing demand and money market accounts

## ASSETS

Investment Securities
Taxable (1)
ax preferenced (2)
Federal Funds Sold
Loans (3) (4)
Total Earning Assets
Total Non Earning Assets
Total Assets
Three-month periods ended June 30, 2002


LIABILITIES AND STOCKHOLDERS' EQUITY
Demand Deposits
Savings Deposits (5)
Time Deposits
Total Deposits
Other Borrowings
Interest Bearing Liabilities
Total deposits and borrowings
Other Liabilities
stockholders' Equity
Total Liabilities and
Stockholders' Equity

| Net interest spread | $3.86 \%$ | $3.82 \%$ |
| :--- | :--- | :--- |
| Net interest margin | $4.80 \%$ | $5.14 \%$ |
| Net interest margin excluding loan | $4.64 \%$ | $4.94 \%$ |

fees
(1) Includes short-term interest bearing deposits with other institutions
(2) Yields are calculated on a taxable equivalent basis using a marginal tax rate of $42.00 \%$.
(3) Loan fees are included in total interest income as follows, (000)s omitted: 2002, $\$ 1,018 ; 2001, \$ 1,078$
(4) Includes interest bearing demand and money market accounts


 interest earned and interest paid as a percent of earning assets. This was partially offset by changes in the mix of assets and liabilities as follows:

- Interest income as a percent of average earning assets decreased from $7.83 \%$ in the first six months of 2001 to $6.53 \%$ in the same period of 2002 , a decrease of 130 basis points
- Interest expense as a percent of average earning assets decreased from $2.80 \%$ in the first six months of 2001 to $1.70 \%$ in the same period of 2002 , a decrease of 110 basis points
- Increase in average demand deposits (interest free deposits) as a percent of average earning assets from $29.13 \%$ in the first six months of 2001 to $31.19 \%$ for the same period in 2002
- Decrease in average interest-bearing liabilities as a percent of average earning assets from $66.82 \%$ in the first six months of 2001 to $64.09 \%$ for the same period in 2002
- Decrease in average borrowings as a percent of average earning assets from $20.72 \%$ in the first six months of 2001 to $16.05 \%$ in the same period of 2002
- Increase in average fed funds as a percent of average earning assets from $0.18 \%$ in the first six months of 2001 to $1.38 \%$ in the same period of 2002

 in part due to monies being transferred out of the stock market due to declining stock market values.

Although the net interest margin has declined, net interest income has increased. This primarily reflects the growth in average earning assets from $\$ 2.1$ billion in the first six months of 2001 to $\$ 2.4$ billion in the same period in 2002. This represents a $12.77 \%$ increase for the first six months of 2002 over the same period last year. Net interest income has also been positively affected by the increase in average earning assets as a percent of average total assets to $94.20 \%$ in the first six months of 2002 from $93.81 \%$ in the same period of 2001 .

For the second quarter of 2002 the Company's taxable equivalent (TE) net interest margin was $4.80 \%$ as compared to $5.14 \%$ for the same period last year. The decrease in the net interest margin over the same period last year is the result of a number of factors. The most significant was the decreasing interest rate environment, which impacted interest earned and interest paid as a percent of earning assets.

The net interest spread is the difference between the yield on average earning assets less the cost of average interest-bearing liabilities. The net interest spread is an indication of the Company's ability to manage interest rates received on loans and investments and paid on deposits and borrowings in a competitive and changing interest rate environment. The Company's net interest spread (TE) was $3.88 \%$ for the first six months of 2002 and $3.64 \%$ for the same period last year. The increase in the net interest spread for the six months ended June 30 , 2002 resulted from a 130 basis point decrease in the yield on earning assets offset by a 154 basis point decrease in the cost of interest-bearing liabilities, thus generating a 24 basis point increase in the net interest spread over the same period last year.

For the second quarter of 2002 the Company's net interest spread (TE) was $3.86 \%$ and $3.82 \%$ for the same period last year. The increase in the net interest spread for the second quarter ended June 30, 2002 resulted from a 121 basis point decrease in the yield on earning assets offset by a 124 basis point decrease in the cost of interest-bearing liabilities, thus generating a 3 basis point increase in the net interest spread over the same period last year.











 of interest on certain demand deposit accounts. This could have a negative impact on the Company's net interest margin, net interest spread, and net earnings.

 in rate (change in rate multiplied by initial volume) and (3) changes in rate/volume (change in rate multiplied by change in volume).
TABLE 2 - Rate and Volume Analysis for Changes in Interest Income, Interest Expenser
and Net Interest Income
(amounts in thousands)

## Interest and Fees on Loans



 totaled $\$ 3.7$ million at June 30, 2002. This represented an increase of $\$ 304,000$, or $9.03 \%$, from deferred loan origination fees, net of costs, of $\$ 3.4$ million at June 30 , 2001.
 period in 2001.
 not collected is charged against earnings. There was no interest income that was accrued and not reversed on non-performing loans at June 30,2002 and 2001.

 the first six months of 2002, as compared to $\$ 2.0$ million for the same period in 2001, an increase of $\$ 72,000$, or $3.64 \%$.

The Company recognized loan fee income of $\$ 1.0$ million for the second quarter of 2002, as compared to $\$ 1.1$ million for the same period in 2001 .

## Interest on Investments





 compared to $6.81 \%$ for the same period in 2001 as a result of the decreasing interest rate environment and the reduction in the average maturity of the investment portfolio.

For the second quarter of 2002 interest income on investments totaled $\$ 16.4$ million. This represented a decrease of $\$ 42,000$, or $0.26 \%$, over interest on investments of $\$ 16.3$ million for the same period in 2001. The decrease in interest on investments for the second quarter of 2002 over the same period last year reflected increases in the average balance of investments offset by a lower interest rate environment. The weighted-average yield (TE) on investments decreased to $5.64 \%$ for the second quarter of 2002, compared to $6.67 \%$ for the same period in 2001 as a result of the decreasing interest rate environment.

## Provision for Credit Losses

The Company maintains an allowance for inherent credit losses that is increased by a provision for credit losses charged against operating results. The Company did not make a provision for credit losses during the first six months of 2002 and believes this was adequate to provide for an appropriate allowance. No assurance can be given that economic conditions which adversely affect the Company's service areas or other circumstances will not be reflected in increased provisions or credit losses in the future. See "Risk Management - Credit Risk" herein. There was no provision for credit losses made in the first six months of 2002. A provision for credit losses of $\$ 1.5$ million was made in the first six months of 2001. The decrease in the provision for credit losses was primarily the result of a systemic methodology that the Company employs to determine the appropriate allowance for the probable inherent losses in the loan and lease portfolio. The nature of this process requires considerable judgment. See "Risk Management - Credit Risk" herein.

## Other Operating Income

Other operating income for the Company includes income derived from special services offered by the Bank, such as wealth management and trust services, merchant card, investment services, international banking, and other business services. Also included in other operating income are service charges and fees, primarily from deposit accounts; gains (net of losses) from the sale of investment securities, other real estate owned, and fixed assets; the gross revenue from Community Trust Deed Services and CVB Ventures, Inc., and other revenues not included as interest on earning assets. Other operating income has become an important source of revenues for the Company.

The banking and financial services industry in California generally, and in the Company's market areas specifically, is highly competitive. The increasingly competitive environment is a result primarily of changes in regulation, changes in technology and product delivery systems, and the accelerating pace of consolidation among financial services providers. The Company competes for loans, deposits, and customers with other commercial banks, savings and loan associations, securities and brokerage companies, mortgage companies, insurance companies, finance companies, money market funds, credit unions, and other nonbank financial service providers. Many of these competitors are much larger in total assets and capitalization, have greater access to capital markets and offer a broader range of financial services than the Company. This competition has manifested itself with increased pricing pressures for loans and deposits, thus compressing the Company's net interest margin as stated above. Because of the pressure on the net interest margin, other operating income has become a more important element in the total revenue of the Company.

Other operating income totaled $\$ 14.8$ million for the first six months of 2002. This represents an increase of $\$ 3.3$ million, or $29.20 \%$, from other operating income of $\$ 11.4$ million for the same period in 2001. As noted below the gain on the sale of securities totaled $\$ 3.1$ million during the first six months of 2002. Other operating income as a percent of net revenues (net interest income plus
 percent of net revenues (net interest income plus other operating income) was $17.77 \%$ for the first six months of 2002, as compared to $18.64 \%$ for the same period in 2001 .

For the second quarter of 2002 other operating income totaled $\$ 6.3$ million. This represents an increase of $\$ 527,000$, or $9.14 \%$ from other operating income of $\$ 5.8$ million for the same period last year. Excluding gains and losses on securities, other operating income as a percent of net revenues was $18.61 \%$ for the second quarter of 2002, as compared to $17.00 \%$ for the same period in 2001 .

Service charges on deposit accounts totaled $\$ 6.8$ million in the first six months of 2002. This represented an increase of $\$ 440,000$, or $6.96 \%$ over service charges on deposit accounts of $\$ 6.3$ million for the same period in 2001. Service charges for demand deposits (checking) accounts for business customers are generally charged based on an analysis of their activity and include an earning allowance based on their average balances. Contributing to the increase in service charges on deposit accounts in the first six months of 2002 was the lower interest rate environment that resulted in a lower account earnings allowance, which offsets service charges and the implementation of a revised service charge schedule. Service charges on deposit accounts represented $45.69 \%$ ( $57.79 \%$, excluding the gain on sale of securities) of other operating income in the first six months of 2002, as compared to $55.19 \%$ in the same period in 2001.

For the second quarter of 2002 service charges on deposit accounts totaled $\$ 3.5$ million. This represents an increase of $\$ 287,000$, or $9.05 \%$ from other operating income of $\$ 3.2$ million for the same period last year. Service charges on deposit accounts represented $54.86 \%$ of other operating income in the second quarter of 2002, as compared to $54.90 \%$ in the same period in 2001 .

The Wealth Management Division provides a variety of services, which include asset management services (both full management services and custodial services), estate planning, retirement planning, private and corporate trustee services, and probate services. Many of the fees generated by the Wealth Management Division are based on the value of assets managed. Assets values for the most part have declined with the decline in stock market values. Despite the decline in stock market values in 2002 the Wealth Management Division generated fees of $\$ 2.0$ million in the first six months of 2002. Fees generated by the Wealth Management Division in the first six months of 2002 decreased $\$ 36,000$, or $1.80 \%$ over fees generated by the Wealth Management Division of $\$ 2.0$ million in the same period in 2001. Fees generated by the Wealth Management Division represented $13.33 \%(16.86 \%$, excluding the gain on sale of securities) of other operating income in the first six months of 2002, as compared to $17.54 \%$ for the same period in 2001.

For the second quarter of 2002 fees generated by the Wealth Management Division totaled $\$ 959,000$. This represents an increase of $\$ 62,000$, or $6.86 \%$ from wealth management income of $\$ 897,000$ for the same period last year. Fees generated by the Wealth Management Division represented $15.22 \%$ of other operating income in the second quarter of 2002 , as compared to $15.54 \%$ in the same period in 2001.

Investment Services, which provides mutual funds, certificate of deposit and other non-insured investment products, generated fees totaling $\$ 716,000$ in the first six months of 2002 . This represented an increase of $\$ 41,000$, or $6.05 \%$ over fees generated of $\$ 675,000$ for the same period in 2001. Fees generated by Investment Services represented $4.84 \%$ ( $6.13 \%$, excluding the gain on sale of securities) of other operating income in the first six months of 2002, as compared to $5.90 \%$ for the same period in 2001.

For the second quarter of 2002 fees generated by Investment Services totaled $\$ 341,000$. This represents a decrease of $\$ 6,000$, or $1.67 \%$ from investment services income of $\$ 347,000$ for the same period last year. Fees generated by the investment services represented $5.42 \%$ of other operating income in the second quarter of 2002, as compared to $6.01 \%$ in the same period in 2001 . As interest rates have fallen, Investment Services customer's incentive to use their services have decreased which is the primary reason for the decline in fees generated in the second quarter.

Bankcard, which provides merchant bankcard services, generated fees totaling $\$ 583,000$ in the first six months of 2002. This represented an increase of $\$ 94,000$, or $19.22 \%$ over fees generated of $\$ 489,000$ for the same period in 2001. Fees generated by bankcard represented $3.95 \%$ ( $4.99 \%$, excluding the gain on sale of securities) of other operating income in the first six months of 2002 , as compared to $4.28 \%$ for the same period in 2001. The increase in bankcard fees can primarily be attributed to an increase in the number of customers using merchant bankcard services.

For the second quarter of 2002 fees generated by bankcard totaled $\$ 305,000$. This represents an increase of $\$ 41,000$, or $15.36 \%$ from bankcard income of $\$ 264,000$ for the same period last year. Fees generated by the bankcard represented $4.83 \%$ of other operating income in the second quarter of 2002, as compared to $4.57 \%$ in the same period in 2001.

Other fees and income, which includes wire fees, other business services, international banking fees, check sale, ATM fees, miscellaneous income, etc, generated fees totaling $\$ 1.7$ million in the first six months of 2002. This represented a decrease of $\$ 380,000$, or $18.58 \%$ over other fees and income generated of $\$ 2.0$ million for the same period in 2001 . The large decrease in other income for 2002 compared to 2001 was the result of a one-time settlement of litigation received in June 2001 of $\$ 900,000$. Other operating income also includes revenue from Community Trust Deed Services, a subsidiary of the Company. Total revenue from Community Trust Deed Services was approximately $\$ 59,000$ in the first six months of 2002 and $\$ 89,000$ for the same period in 2001. CVB Ventures, Inc., a subsidiary of the Company, had revenues of $\$ 22,000$ in the first six months of 2002 and $\$ 11,000$ for the same period in 2001. Other fees and income represented $11.25 \%$ ( $14.23 \%$, excluding the gain on sale of securities) of other operating income in the first six months of 2002, as compared to $17.85 \%$ for the same period in 2001.

For the second quarter of 2002 other fees and income totaled $\$ 1.2$ million. This represents an increase of $\$ 638,000$, or $110.87 \%$ from other fees and income of $\$ 577,000$ for the same period last year. Other fees and income represented $19.27 \%$ of other operating income in the second quarter of 2002 , as compared to $9.97 \%$ in the same period in 2001 . $\$ 583,000$ of the increase of $\$ 638,000$ in the second quarter of 2002 was the result in increases in the cash value of life insurance.

The sale of securities generated income or (loss) totaling $\$ 3.1$ million in the first six months of 2002 , and $\$(86,000)$ for the same period in 2001. A profit or loss on the sale of securities is usually an outcome of the execution of an investment portfolio strategy, rather than the purpose of a sale. During the second quarter of 2002 the Company continued to execute a strategy to reposition the portfolio for an increasing rate environment and to minimize the Company's exposure to interest rate and market risks.

For the second quarter of 2002 the sale of securities generated income totaling $\$ 25,000$. This represents a decrease of $\$ 494,000$, or $95.18 \%$ from income of $\$ 519,000$ for the same period last year.

## Other Operating Expenses

 insurance, and other expenses. Other operating expenses totaled $\$ 31.5$ million for the first six months of 2002. This represents an increase of $\$ 1.8$ million, or $6.12 \%$, from other operating expenses of $\$ 29.7$ million for the same period in 2001. For the second quarter of 2002 other operating expenses totaling $\$ 16.0$ million. This represents an increase of $\$ 1.4$ million, or $9.72 \%$ from other operating expenses of $\$ 14.6$ million for the same period last year.

For the most part, other operating expenses reflect the direct expenses and related administrative expenses associated with staffing, maintaining, promoting, and operating branch facilities. Management's ability to control other operating expenses in relation to asset growth can be measured in terms of other operating expenses as a percentage of average assets. Operating expenses measured as a percentage of average assets decreased to $2.50 \%$ for the first six months of 2002, compared to a ratio of $2.65 \%$ for the same period in 2001. For the second quarter of 2002 other operating expenses as a percentage of average assets decreased to $2.49 \%$ as compared to $2.58 \%$ for the same period last year. The decrease in the ratio indicates that management is controlling greater levels of assets with proportionately smaller operating expenses, an indication of operating efficiency.

Management's ability to control other operating expenses in relation to the level of net revenue (net interest income plus other operating income) is measured by the efficiency ratio and indicates the percentage of net revenue that is used to cover expenses. For the first six months of 2002, the efficiency ratio was $45.77 \%$ ( $47.92 \%$, excluding the gain on the sale of securities), compared to a ratio of $48.61 \%$ for the same period in 2001. The decrease in the ratio indicates that a proportionately smaller amount of net revenue was being allocated to operating expenses, an additional indication of operating efficiency. For the second quarter of 2002 the efficiency ratio increased to $47.48 \%$ as compared to $46.47 \%$ for the same period last year.

Salaries and related expenses comprise the greatest portion of other operating expenses. Salaries and related expenses totaled $\$ 17.2$ million for the first six months of 2002. This represented an increase of $\$ 1.3$ million, or $8.36 \%$, over salaries and related expenses of $\$ 15.8$ million for the same period in 2001. The increases for 2002 primarily resulted from increased staffing levels and annual salary adjustments. At June 30, 2002, the Company employed 580 persons, 362 on a full-time and 218 on a part-time basis, compared to 558 persons, 343 on a full-time and 215 on a part-time basis at June 30 , 2001. Salaries and related expenses as a percent of average assets decreased to $1.36 \%$ for the first six months of 2002, compared to $1.41 \%$ for the same period in 2001 . For the second quarter of 2002 salaries and related expenses totaled $\$ 8.6$ million. This represents an increase of $\$ 744,000$, or $9.42 \%$ from salaries and related expenses of $\$ 7.9$ million for the same period last year. The increases for the second quarter of 2002 primarily resulted from increased staffing levels and annual salary adjustments. Salaries and related expenses as a percent of average assets decreased to $1.34 \%$ for the second quarter of 2002, compared to $1.40 \%$ for the same period in 2001.

Occupancy and equipment expenses represent the cost of operating and maintaining branch and administrative facilities, including the purchase and maintenance of furniture, fixtures, office and equipment and data processing equipment. Occupancy expense totaled $\$ 3.1$ million for the first six months of 2002. This represented an increase of $\$ 348,000$, or $12.52 \%$, over occupancy expense of $\$ 2.8$ million for the same period in 2001. For the second quarter of 2002 occupancy expense totaled $\$ 1.6$ million. This represents an increase of $\$ 200,000$, or $14.35 \%$ from occupancy expense of $\$ 1.4$ million for the same period last year. The increase in occupancy expense primarily reflects normal price increases plus the on going remodeling and upkeep of the Company's facilities. Equipment expense totaled $\$ 2.9$ million for the first six months of 2002. This represented an increase of $\$ 325,000$, or $12.65 \%$, over the $\$ 2.6$ million expense for the same period in 2001. For the second quarter of 2002 equipment expense totaled $\$ 1.4$ million. This represents an increase of $\$ 95,000$, or $7.05 \%$ from equipment expense of $\$ 1.3$ million for the same period last year. The increase in equipment expense primarily reflects the upgrade to image processing equipment and the on going upgrade of other computer equipment.

Stationary and supplies expense totaled $\$ 2.0$ million for the first six months of 2002 . This represented an increase of $\$ 194,000$, or $10.82 \%$, over the expense of $\$ 1.8$ million for the same period in 2001. For the second quarter of 2002 stationary and supplies expense totaled $\$ 1.0$ million. This represents an increase of $\$ 117,000$, or $12.61 \%$ from stationary and supplies expense of $\$ 926,000$ for the same period last year.

Professional services totaled $\$ 2.1$ million for the first six months of 2002. This represented a decrease of $\$ 264,000$ or $11.35 \%$, over an expense of $\$ 2.3$ million for the same period in 2001 . For the second quarter of 2002 professional services totaled $\$ 1.2$ million. This represents an increase of $\$ 110,000$, or $10.18 \%$ from professional services of $\$ 1.1$ million for the same period last year.

Promotion expense totaled $\$ 1.8$ million for the first six months of 2002 . This represented an increase of $\$ 325,000$, or $21.66 \%$, from an expense of $\$ 1.5$ million for the same period in 2001 . For the second quarter of 2002 promotional expense totaled $\$ 869,000$. This represents an increase of $\$ 154,000$, or $21.46 \%$ from promotional expense of $\$ 716,000$ for the same period last year. The increase in promotional expenses was primarily associated with the opening of the Bank's business financial center in Bakersfield and our entrance into California's central valley.
 second quarter of 2002 data processing expense totaled $\$ 294,000$. This represents a decrease of $\$ 36,000$, or $10.78 \%$ from data processing expense of $\$ 330,000$ for the same period last year.



 represents a decrease of $\$ 205,000$, or $83.67 \%$ from amortization expense of goodwill and intangibles of $\$ 245,000$ for the same period last year.



## Income Taxes




## ANALYSIS OF FINANCIAL CONDITION






 million at December 31, 2001.

## Investment Securities

The Company reported total investment securities of $\$ 1.39$ billion at June 30, 2002. This represented an increase of $\$ 204.9$ million, or $17.34 \%$, over total investment securities of $\$ 1.18$ billion at December 31, 2001. The acquisition of WSB contributed $\$ 1.4$ million in investment securities. Investment securities comprise $52.07 \%$ of the Company's total earning assets.

The Company has adopted SFAS No. 115, "Accounting for Certain Investments in Debt and Equity Securities". Under this standard, securities held as "available-for-sale" are reported at current market value for financial reporting purposes. The market value, less the amortized cost of investment securities, net of income taxes, is adjusted directly to stockholders' equity. At June 30, 2002, securities held as available-for-sale had a fair market value of $\$ 1.39$ billion, representing $100.00 \%$ of total investment securities with an amortized cost of $\$ 1.35$ billion. At June 30 , 2002, the net unrealized holding gain on securities available-for-sale was $\$ 36.2$ million and that resulted in accumulated other comprehensive income of $\$ 21.0$ million (net of $\$ 15.2$ million in deferred taxes). At December 31, 2001, the Company reported a net unrealized gain on investment securities available-for-sale of $\$ 24.1$ million. Accumulated other comprehensive income totaled $\$ 14.0$ million (net of deferred taxes of $\$ 10.1$ million).

Table 3 sets forth investment securities available-for-sale at June 30, 2002 and December 31, 2001.

Table 3 - Composition of Investment Securities
(dollars in thousands)



 paydowns.

## Loans


 $\$ 19.7$ million, or $1.66 \%$. Total loans, net of deferred loan fees, comprise $47.54 \%$ of the Company's total earning assets.

Table 4 - Distribution of Loan Portfolio by Type

|  | 30, 2002 |  | December 31, 2001 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial and Industrial | \$ | 495,621 | 39.1\% | \$ | 491,989 | 41. 3\% |
| Real Estate: |  |  |  |  |  |  |
| Construction |  | 102,020 | 8.0\% |  | 69,604 | 5.8\% |
| Mortgage |  | 499,414 | 39.3\% |  | 422, 085 | 35.4\% |
| Consumer |  | 30,195 | 2.4\% |  | 19,967 | 1.7\% |
| Municipal lease finance receivables |  | 17,990 | 1.4\% |  | 20,836 | 1.8\% |
| Agribusiness |  | 123,828 | 9.8\% |  | 166,441 | 14.0\% |
| Gross Loans |  | 1,269, 068 | 100.0\% |  | 1,190,922 | 100.0\% |
| Less: |  |  |  |  |  |  |
| Allowance for credit losses |  | $(23,780)$ |  |  | $(20,469)$ |  |
| Deferred net loan fees |  | $(3,463)$ |  |  | $(3,382)$ |  |
| Net Loans | \$ | 1,241,825 |  | \$ | 1,167,071 |  |



 finance the operating needs of wholesale dairy farm operations, cattle feeders, livestock raisers, and farmers.

## Non-performing Assets




 $58.15 \%$ compared to loans classified as impaired of $\$ 14.7$ million at December 31, 2001.
TABLE 5 - Non-performing Assets (dollar amount in thousands)

|  | June 30, 2002 | December 31, 2001 |
| :---: | :---: | :---: |
| Non-accrual loans | \$835 | \$1,574 |
| Loans past due 90 days or more and still accruing interest | 1 | 4 |
| Restructured loans | 0 | 0 |
| Other real estate owned (OREO), net | 0 | 0 |
| Total non-performing assets | \$836 | \$1,578 |
| Percentage of non-performing assets |  |  |
| to total loans outstanding and OREO | 0.07\% | 0.13\% |
| Percentage of non-performing assets to total assets | 0.03\% | 0.06\% |

 deterioration in economic conditions or collateral values would not result in future credit losses.


 conditions, real estate values, increase in general rates of interest, change in the financial conditions or business of a borrower may adversely affect a borrower's ability to pay.

At June 30, 2002 and December 31, 2001, the Company held no properties as other real estate owned.

## Goodwill and Intangible assets

Goodwill is recognized initially as an asset and initially measured as the excess of the cost of the acquired enterprise over the sum of the amounts (fair value) assigned to identifiable assets acquired over liabilities assumed. Intangible assets are assets, other than financial instruments, that lack physical substance (i.e., copyright, trademark, license agreement, customer list, customer relationship, core deposit relationship).

In June 2001, the FASB issued SFAS No. 142, "Accounting for Goodwill and Other Intangible Assets," effective starting with fiscal years beginning after December 15, 2001. This standard establishes new accounting standards for goodwill and other intangible assets and continues to require the recognition of goodwill and other intangible assets as an asset but does not permit amortization of goodwill and other intangible assets with indefinite lives. Intangible assets with finite lives continued to be amortized over their life. The standard also establishes a new method of testing goodwill and other intangible assets for impairment. It requires goodwill and other intangible assets to be separately tested for impairment at a reporting unit level. The amount of goodwill determined to be impaired, if any, would be expensed to current operations.

In accordance with SFAS No. 142 the Company has determined the fair value of all reporting units assigned goodwill or intangible assets for the purpose of performing step one of the impairment test. The results of the test indicate that there is no impairment and as such step two was not conducted. In the assessment of fair value the present value technique was used. The assessment takes into account all assets, liabilities, and financial derivatives and then discounts their future cash flows (principal and interest) back to current values taking into account future maturities and/or scheduled future repricings in the analysis. In some cases third party information sources were relied on to complete the analysis. This includes the establishment of discount factors that represent current market indications for various assets and liabilities.

## Deposits

 subsequently deposits is a significant element in the performance of the Company.



 deposits is as follows:

|  |  | June 30, 2 |  |  |  | 2001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | (Amoun | n | ds) |  |
| Non-interest bearing deposits |  |  |  |  |  |  |
| Demand deposits | \$ | 832,082 | 39.4\% | \$ | 766,329 | 40.8\% |
| Interest bearing deposits |  |  |  |  |  |  |
| Savings Deposits |  | 799,871 | 37.9\% |  | 674,261 | 35.9\% |
| Time deposits |  | 479,561 | 22.7\% |  | 436,369 | 23.3\% |
| Total deposits | \$ | 2,111,514 | 100.0\% | \$ | 1,876,959 | 100.0\% |




 total deposits as of June 30, 2002 and 40.83\% of total deposits as of December 31, 2001.

 million, or $9.84 \%$ from December 31, 2001.

 nature. Without the acquisition time deposits would have increased $\$ 20.7$ million, or $4.73 \%$ from December 31, 2001.

## Borrowed Funds

To achieve the desired growth in earning assets the Company funds that growth through generating a source of funds. The first source of funds the Company pursues is non-interest-bearing deposits (the lowest cost of funds to the Company), next the Company pursues the growth in interest-bearing deposits and finally the Company supplements the growth in deposits with borrowed funds. Average borrowed funds, as a percent of average total funding (total deposits plus demand notes plus borrowed funds) was $16.84 \%$ for the period ending June 30 , 2002, as compared to $19.22 \%$ for the period ending December 31, 2001.

During 2002 and 2001, the Bank entered into short-term borrowing agreements (borrowings with maturities of less than one year) with the Federal Home Loan Bank (FHLB) and other institutions. The Bank had outstanding balances of $\$ 157.0$ million and $\$ 50.0$ million under these agreements at June 30, 2002 and December 31, 2001, respectively. The weighted average annual interest rate was $3.41 \%$ and $5.20 \%$ at June 30, 2002 and December 31, 2001, respectively. FHLB held certain investment securities of the Bank as collateral for those borrowings.

During 2002 and 2001, the Bank entered into long-term borrowing agreements (borrowings with maturities of one year or longer) with the FHLB. The Bank had outstanding balances of $\$ 292.0$ million and $\$ 325.0$ million under these agreements at June 30, 2002 and December 31, 2001, respectively. The weighted average annual interest rate was $5.07 \%$ and $5.09 \%$ at June 30 , 2002 and December 31, 2001, respectively. FHLB held certain investment securities of the Bank as collateral for those borrowings.

The Bank entered into an agreement, known as the Treasury Tax \& Loan ("TT\&L") Note Option Program with the Federal Reserve Bank and the U.S. Department of Treasury in which federal tax deposits made by depositors can be held by the bank until called (withdrawn) by the U.S. Department of Treasury. On June 30, 2002 and December 31, 2001 the amounts held by the bank in the TT\&L Note Option Program were $\$ 15.2$ million and $\$ 10.0$ million, collateralized by securities, respectively. The amounts are payable on demand. The Bank borrows at a variable rate of 25 basis points less than the average weekly federal funds rate.

At June 30, 2002, borrowed funds totaled $\$ 464.2$ million. This represented an increase of $\$ 79.2$ million, or $20.58 \%$, from total borrowed funds of $\$ 385.0$ million at December 31 , 2001.

## Capital Resources

 assessment of projected sources and uses of capital in conjunction with projected increases in assets and the level of risk.

 Company and the Bank

 leverage ratio of $4.0 \%$. At June 30, 2002, the Bank and the Company exceeded the minimum risk-based capital ratio and leverage ratio required to be considered "Well Capitalized".

Table 6 below presents the Company's and the Bank's risk-based and leverage capital ratios as of June 30, 2002, and December 31, 2001.
Table 6 - Regulatory Capital Ratios


## Risk Management


 the Company. These specific risk factors are not mutually exclusive. It is recognized that any product or service offered by the Company may expose the Bank to one or more of these risks.

## Credit Risk

 where success depends on counter party, issuer, or borrower performance. Credit risk arises through the extension of loans and leases, certain securities, and letters of credit.

Credit risk in the investment portfolio and correspondent bank accounts is addressed through defined limits in the Bank's policy statements. In addition, certain securities carry insurance to enhance credit quality of the bond. Limitations on industry concentration, aggregate customer borrowings, geographic boundaries and standards on loan quality also are designed to reduce loan credit risk. Senior Management, Directors' Committees, and the Board of Directors are provided with information to appropriately identify, measure, control and monitor the credit risk of the Bank.

Implicit in lending activities is the risk that losses will occur and that the amount of such losses will vary over time. Consequently, the Company maintains an allowance for credit losses by charging a provision for credit losses to earnings. Loans determined to be losses are charged against the allowance for credit losses. The Company's allowance for credit losses is maintained at a level considered by the Bank's management to be adequate to provide for estimated probable losses inherent in the existing portfolio, and unused commitments to provide financing, including commitments under commercial and standby letters of credit

The allowance for credit losses is based upon estimates of probable losses inherent in the loan and lease portfolio. The nature of the process by which the Company determines the appropriate allowance for credit losses requires the exercise of considerable judgment. The amount actually observed in respect of these losses can vary significantly from the estimated amounts. The Company employs a systemic methodology that is intended to reduce the differences between estimated and actual losses.

The first major element includes a detailed analysis of the loan portfolio in two phases. The first phase is conducted in accordance with SFAS No. 114, "Accounting by Creditors for the Impairment of a Loan", as amended by SFAS No. 118, "Accounting by Creditors for Impairment of a Loan - Income Recognition and Disclosures." Individual loans are reviewed to identify loans for impairment. A loan is impaired when principal and interest are deemed uncollectable in accordance with the original contractual terms of the loan. Impairment is measured as either the expected future cash flows discounted at each loan's effective interest rate, the fair value of the loan's collateral if the loan is collateral dependent, or an observable market price of the loan (if one exists). Upon measuring the impairment, the Company will insure an appropriate level of allowance is present or established.

Central to the first phase and the Company's credit risk management is its loan risk rating system. The originating credit officer assigns borrowers an initial risk rating, which is based primarily on a thorough analysis of each borrower's financial capacity in conjunction with industry and economic trends. Approvals are made based upon the amount of inherent credit risk specific to the transaction and are reviewed for appropriateness by senior line and credit administration personnel. Credits are monitored by line and credit administration personnel for deterioration in a borrower's financial condition, which would impact the ability of the borrower to perform under the contract. Risk ratings are adjusted as necessary.
 indicates the probability that a loss has been incurred. Management performs a detailed analysis of these loans, including, but not limited to, cash flows, appraisals of the collateral, conditions of the marketplace for liquidating the collateral and assessment of the guarantors. Management then determines the inherent loss potential and allocates a portion of the allowance for losses as a specific allowance for each of these credits.

The second phase is conducted by evaluating or segmenting the remainder of the loan portfolio into groups or pools of loans with similar characteristics in accordance with SFAS No. 5, "Accounting for Contingencies." In this second phase, groups or pools of homogeneous loans are reviewed to determine a portfolio formula allowance. In the case of the portfolio formula allowance, homogeneous portfolios, such as small business loans, consumer loans, agricultural loans, and real estate loans, are aggregated or pooled in determining the appropriate allowance. The risk assessment process in this case emphasizes trends in the different portfolios for delinquency, loss, and other-behavioral characteristics of the subject portfolios.

The second major element in the Company's methodology for assessing the appropriateness of the allowance consists of management's considerations of all known relevant internal and external factors that may affect a loan's collectibility. This includes management's estimates of the amounts necessary for concentrations, economic uncertainties, the volatility of the market value of collateral, and other relevant factors. The relationship of the two major elements of the allowance to the total allowance may fluctuate from period to period.

In the second major element of the analysis which considers all known relevant internal and external factors that may affect a loan's collectibility is based upon management's evaluation of various conditions, the effects of which are not directly measured in the determination of the formula and specific allowances. The evaluation of the inherent loss with respect to these conditions is subject to a higher degree of uncertainty because they are not identified with specific problem credits or portfolio segments. The conditions evaluated in connection with the second element of the analysis of the allowance include, but are not limitted to the following conditions that existed as of the balance sheet date:

- then-existing general economic and business conditions affecting the key lending areas of the Company,
- then-existing economic and business conditions of areas outside the lending areas, such as other sections of the United States, Asia and Latin America,
- credit quality trends (including trends in non-performing loans expected to result from existing conditions),
- collateral values,
- loan volumes and concentrations,
- seasoning of the loan portfolio,
- specific industry conditions within portfolio segments,
- recent loss experience in particular segments of the portfolio,
- duration of the current business cycle,
- bank regulatory examination results and
- findings of the Company's internal credit examiners.

Management reviews these conditions in discussion with the Company's senior credit officers. To the extent that any of these conditions is evidenced by a specifically identifiable problem credit or portfolio segment as of the evaluation date, management's estimate of the effect of such condition may be reflected as a specific allowance applicable to such credit or portfolio segment. Where any of these conditions is not evidenced by a specifically identifiable problem credit or portfolio segment as of the evaluation date, management's evaluation of the inherent loss related to such condition is reflected in the second major element allowance. Although management has allocated a portion of the allowance to specific loan categories, the adequacy of the allowance must be considered in its entirety.

The Company maintains an allowance for inherent credit losses that is increased by a provision for credit losses charged against operating results. The allowance for credit losses is also increased by recoveries on loans previously charged off and reduced by actual loan losses charged to the allowance. There was no provision for credit losses during the first six months of 2002, as compared to $\$ 1.5$ million for the same period in 2001.
 million at December 31, 2001. The acquisition of WSB contributed $\$ 2.3$ million to the allowance. Without the acquisition of WSB the allowance would have increased $\$ 986,000$ or $4.82 \%$.
 at December 31, 2001. Impaired loans measured, as a percent of gross loans equaled $0.49 \%$ and $1.24 \%$, at June 30, 2002 and December 31 , 2001 respectively.

 December 31, 2001, respectively. Nonaccrual loans decreased $\$ 742,000$, or $47.02 \%$, to $\$ 836,000$ at June 30, 2002, from $\$ 1.6$ million at December 31 , 2001.

TABLE 7 - Summary of Credit Loss Experience
(amounts in thousands)

Six-months ended June 30, 2002 2001 2001
ecoveries:
Real Estate Loans
Consumer Loans

| 985 | 60 |
| :---: | :---: |
| 53 | 109 |
| 2 | 9 |

Total Loans Recovered
$1,040 \quad 178$
Net Loans Charged-Off (Recovered)

| (986) |  | (83) |
| :---: | :---: | :---: |
| 0 |  | 1,500 |
| 23,780 | \$ | 20,735 |

Allowance for Credit Losses at End of period
\$ $==========$

20,735
(1) Net of deferred loan fees

Net Loans Charged-Off (Recovered) to Average Total Loans* Net Loans Charged-Off (Recovered) to Total Loans at End of Period Allowance for Credit Losses to Average Total Loans

| $-0.17 \%$ | $-0.02 \%$ |
| ---: | ---: |
| $-0.16 \%$ | $-0.02 \%$ |
| $2.06 \%$ | $1.97 \%$ |
| $1.88 \%$ | $1.94 \%$ |
| $-8.29 \%$ | $-0.80 \%$ |
|  | $-5.53 \%$ | Allowance for Credit Losses to Total Loans at End of Period Net Loans Charged-off (Recovered) to Provision for Credit Losses

* Net Loan Charge-Off (Recovered) amounts are annualized
 conditions which adversely affect the Company's service areas or other circumstances will not be reflected in increased provisions or credit losses in the future.


## Market Risk



 instruments.

## Interest Rate Risk




 bond portfolios relatively short. Options risk in the bond portfolio is monitored monthly and actions are recommended when appropriate.



 periods of decreasing interest rates.


 indicate that, if interest rates decreased, net interest income would increase, or if interest rates increased, net interest income would decrease.

Approximately $\$ 801.8$ million, or $57.83 \%$, of the total investment portfolio at June 30,2002 consisted of securities backed by mortgages. The final maturity of these securities can be affected by the speed at which the underlying mortgages repay. Mortgages tend to repay faster as interest rates fall, and slower as interest rates rise. As a result, the Bank may be subject to a "prepayment risk" resulting from greater funds available for reinvestment at a time when available yields are lower. Conversely, the Bank may be subject to "extension risk" resulting from lesser amounts available for reinvestment at a time when available yields are higher. Prepayment risk includes the risk associated with the payment of an investment's principal faster than originally intended. Extension risk is the risk associated with the payment of an investment's principal over a longer time period than originally anticipated. In addition, there can be greater risk of price volatility for mortgage-backed securities as a result of anticipated prepayment or extension risk.

The Company's management also utilizes the results of a dynamic simulation model to quantify the estimated exposure of net interest income to sustained interest rate changes. The sensitivity of the Company's net interest income is measured over a rolling two-year horizon.

The simulation model estimates the impact of changing interest rates on the interest income from all interest-earning assets and the interest expense paid on all interest-bearing liabilities reflected on the Company's balance sheet. This sensitivity analysis is compared to policy limits, which specify a maximum tolerance level for net interest income exposure over a one-year horizon assuming no balance sheet growth, given both a 200 basis point upward and downward shift in interest rates. A parallel and pro rata shift in rates over a 12 -month period is assumed.

The following depicts the Company's net interest income sensitivity analysis as of June 30, 2002:

| Simulated <br> Rate Changes | Estimated Net <br> Interest Income <br> Sensitivity |
| :---: | :---: |
| +200 basis points | $(1.31 \%)$ |
| -200 basis points | $(0.90 \%)$ |



 conditions including how customer preferences or competitor influences might change.

## Liquidity Risk


 of value. Factors considered in liquidity risk management are stability of the deposit base; marketability, maturity, and pledging of investments; and the demand for credit.

 funds. Increases in deposit rates are considered a last resort as a means of raising funds to increase liquidity.
 paid on deposits, increased loan balances, purchases, and other operating expenses.
 income taxes paid.
 primarily the result of an increase in the purchase of investment securities, which was partially offset by a decrease in loans.
 increase in net cash provided by financing activities was primarily the result of an increase in borrowings as well as an increase in deposits during the period.
 WSB contributed $\$ 41.3$ million in cash and cash equivalents. Without the acquisition, cash and cash equivalents would have increased $\$ 18.0$ million.


 averaged $60.57 \%$, compared to an average ratio of $65.42 \%$ for the same period in 2001.


 restrictions will not have an impact on the ability of CVB to meet its ongoing cash obligations.

## Subsequent Events



 acquisition, the Bank expects to increase its market share by expanding its leasing product line.
 per share at a cost of $\$ 420,000$. On July 23rd the Company purchased 80,000 shares at $\$ 21.00$ per share at a cost of $\$ 1.7$ million.

## PART II - OTHER INFORMATION

```
Item 1 - Legal Proceedings
        Not Applicable
Item 2 - Changes in Securities
        Not Applicable
Item 3 - Defaults upon Senior Securities
        Not Applicable
Item 4 - Submission of Matters to a Vote of Security Holders
```

|  |  |  |  | Broker |
| :--- | :---: | ---: | :---: | :---: |
|  | For | Against | Withheld | Non-Votes |

The appointment of Deloitte \& Touche, LLP as independent public accountants of the Company for the year ended December 31, 2002 was ratified at the 2002 Annual Meeting of Shareholders by the following:

| For | Against | Withheld | Broker Non-Votes |
| :---: | :---: | :---: | :---: |
|  | --------- |  |  |
| 30, 075,125 | 178,706 | 16,051 | -0- |

Item 5 - Other Information
Not Applicable
Item 6 - Exhibits and Reports on Form 8-K
(a) Exhibits

None
(b) Reports on Form 8-K

[^0]
## SIGNATURES

Edward J. Biebrich Jr.
Chief Financial Officer
CERTIFICATION

CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002
In connection with the Quarterly Report of CVB Financial Corp. (the "Company") on Form 10-Q for the period ending June 30, 2002, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, D. Linn Wiley, Chief Executive officer of the Company, certify, pursuant to 18 U.S.C.ss.1350, as adopted pursuant toss. 906 of the Sarbanes-0xley Act of 2002, that:
(1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
(2) The information
contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

Date: August 12, 2002
/s/ D. Linn Wiley
D. Linn Wiley

Chief Executive Officer

## CERTIFICATION

CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002
In connection with the Quarterly Report of CVB Financial Corp. (the "Company") on Form 10-Q for the period ending June 30, 2002, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Edward J. Biebrich, Jr., Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C.ss.1350, as adopted pursuant toss. 906 of the Sarbanes-0xley Act of 2002 , that:
(3) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
(4) The information
contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.


[^0]:    Form 8-K was filed on May 10, 2002 in connection with the amendment and restatement of the original agreement with Western Security Bancorp and Western Security Bank. A form 8 -K was filed on July 5,2002 reporting on the consummation of the acquisition of Western Security Bank.

