[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)
OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended September 30, 2001
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$
For Quarter Ended September 30, 2001 Commission File Number: 1-10394

CVB FINANCIAL CORP.
(Exact name of registrant as specified in its charter)

| California | $95-3629339$ <br> (State or other jurisdiction of incorporation <br> or organization) |
| :--- | ---: |
| 701 North Haven Ave, Suite 350, Ontario, California <br> (Address of Principal Executive Offices) | (I.R.S. Employer Identification No.) |
| (Registrant's telephone number, including area code) | (Zip Code) |

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to 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: 27,821,337 outstanding as of October 22, 2001.
This Form $10-\mathrm{Q}$ contains 27 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
Other real estate owned, net
Deferred taxes
Goodwill and intangibles
Cash value life insurance
Accrued interest receivable
Other assets
TOTAL ASSETS

LIABILITIES AND STOCKHOLDERS' EQUITY
Liabilities:
Deposits:
Noninterest-bearing
Interest-bearing
Total Deposits
Short-term borrowings
Long-term borrowings
Deferred taxes
Accrued interest payable
Other liabilities
TOTAL LIABILITIES
Stockholders' Equity:
Preferred stock (authorized, 20,000,000 shares without par; none issued or outstanding)
Common stock -authorized, 50,000,000 shares
without par; issued and outstanding $27,820,160$ (2001) and 27,659,452 (2000)
Retained earnings
Accumulated other comprehensive income
Total stockholders' equity
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY


| \$ | 33,000 | \$ | 10,000 |
| :---: | :---: | :---: | :---: |
|  | 1,105,269 |  | 1,070,074 |
|  | 1,055,211 |  | 1,032,341 |
|  | 2,193,480 |  | 2,112,415 |
|  | 112,483 |  | 130,315 |
|  | 29,330 |  | 27,206 |
|  | 0 |  | 359 |
|  | 0 |  | 4,148 |
|  | 6,698 |  | 7,403 |
|  | 7,542 |  | 7,434 |
|  | 15,266 |  | 14,625 |
|  | 2,591 |  | 4,091 |
| \$ | 2,367,390 | \$ | 2,307,996 |

See accompanying notes to the consolidated financial statements.
Interest Income:
Loans, including fees
Investment securities:
Taxable

Investment securities: Taxable
Tax-advantaged
Total investment income
Federal funds sold
Total interest income
Interest Expense:
Deposits
Borrowings
Total interest expense
Net interest income before provision for credit losses Provision for credit losses

Net interest income after
provision for credit losses
or
Service charges on deposit accounts
Gain(Loss) on sale of securities
Gain on sale of other real estate owned
Trust services
Other
Total other operating income
Other operating expenses:
Salaries and employee benefits
Occupancy
Equipment
Professional services
Other
Total other operating expenses
Earnings before income taxes
Income taxes
Net earnings
Basic earnings per common share
Diluted earnings per common share
Cash dividends per common share

|  | For the Three Months Ended September 30, 2001 2000 |  |  |  | For the Nine Months Ended September 30, 2001 2000 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 22,576 | \$ | 23,098 | \$ | 68,627 | \$ | 66,467 |
|  | 12,000 |  | 12,484 |  | 37,187 |  | 36,665 |
|  | 4, 069 |  | 3,112 |  | 11,886 |  | 8,207 |
|  | 16,069 |  | 15,596 |  | 49,073 |  | 44,872 |
|  | 139 |  | 53 |  | 242 |  | 55 |
|  | 38,784 |  | 38,747 |  | 117,942 |  | 111,394 |
|  | 7,624 |  | 8,630 |  | 25,202 |  | 23,016 |
|  | 4,662 |  | 6,567 |  | 16,603 |  | 18,087 |
|  | 12,286 |  | 15,197 |  | 41,805 |  | 41,103 |
|  | 26,498 |  | 23,550 |  | 76,137 |  | 70,291 |
|  | 250 |  | 700 |  | 1,750 |  | 2,300 |
|  | 26,248 |  | 22,850 |  | 74,387 |  | 67,991 |
|  | 3, 088 |  | 2,644 |  | 9,404 |  | 7,840 |
|  | 146 |  | (106) |  | 60 |  | (237) |
|  | 0 |  | 0 |  | 126 |  | 223 |
|  | 905 |  | 1,001 |  | 2,911 |  | 3,011 |
|  | 1,098 |  | 1,062 |  | 4,179 |  | 2,911 |
|  | 5,237 |  | 4,601 |  | 16,680 |  | 13,748 |
|  | 8,318 |  | 7,512 |  | 24,143 |  | 22,365 |
|  | 1,501 |  | 1,325 |  | 4,281 |  | 3,992 |
|  | 1,331 |  | 1,260 |  | 3,900 |  | 3,748 |
|  | 697 |  | 437 |  | 3,024 |  | 2,297 |
|  | 2,937 |  | 2,827 |  | 9,124 |  | 9,222 |
|  | 14,784 |  | 13,361 |  | 44,472 |  | 41,624 |
|  | 16,701 |  | 14,090 |  | 46,595 |  | 40,115 |
|  | 5,910 |  | 4,952 |  | 17,351 |  | 14,674 |
| \$ | 10,791 | \$ | 9,138 | \$ | 29,244 | \$ | 25,441 |
| \$ | 0.38 | \$ | 0.34 | \$ | 1.05 | \$ | 0.93 |
| \$ | 0.38 | \$ | 0.33 | \$ | 1.03 | \$ | 0.90 |
| \$ | 0.15 | \$ | 0.12 | \$ | 0.43 | \$ | 0.36 |

See accompanying notes to the consolidated financial statements.

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

|  | Common Shares Outstanding |  | Common Stock |  | tained rnings |  | ulated <br> her <br> rehensive <br> come <br> of Tax |  | nsive ne |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance January 1, 2000 | 24,717 | \$ | 105,304 | \$ | 51,857 | \$ | $(16,391)$ |  |  |
| Issuance of common stock | 428 |  | 2,347 |  |  |  |  |  |  |
| 10\% stock dividend | 2,514 |  | 37,997 |  | $(37,997)$ |  |  |  |  |
| Tax benefit from exercise of stock options |  |  |  |  | 26 |  |  |  |  |
| Cash dividends |  |  |  |  | $(12,390)$ |  |  |  |  |
| Comprehensive income: |  |  |  |  |  |  |  |  |  |
| Net earnings |  |  |  |  | 34,683 |  |  | \$ | 34,683 |
| Other comprehensive income: |  |  |  |  |  |  |  |  |  |
| Unrealized gains on securities |  |  |  |  |  |  |  |  |  |
| available-for-sale, net |  |  |  |  |  |  | 23,194 |  | 23,194 |
| Comprehensive income |  |  |  |  |  |  |  | \$ | 57,877 |
| Balance December 31, 2000 | 27,659 |  | 145,648 |  | 36,179 |  | 6,803 |  |  |
| Issuance of common stock | 161 |  | 416 |  |  |  |  |  |  |
| Cash dividends |  |  |  |  | $(11,962)$ |  |  |  |  |
| Comprehensive income: |  |  |  |  |  |  |  |  |  |
| Net earnings |  |  |  |  | 29,244 |  |  | \$ | 29,244 |
| Other comprehensive income: |  |  |  |  |  |  |  |  |  |
| Unrealized gains on securities available-for-sale, net |  |  |  |  |  |  | 14,945 |  | 14,945 |
| Comprehensive income |  |  |  |  |  |  |  | \$ | 44,189 |
| Balance September 30, 2001 | 27,820 | \$ | 146,064 | \$ | 53,461 | \$ | 21,748 |  |  |

See accompanying notes to the consolidated financial statements.

## CVB FINANCIAL CORP AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited) <br> dollar amounts in thousands

CASH FLOWS FROM OPERATING ACTIVITIES:
Interest received
Service charges and other fees received
Interest paid
Cash paid to suppliers and employees
Income taxes (paid)refunded
For the Nine Months Ended September 30,

|  | For the Nine Months Ended September 30, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2001 |  | 2000 |
| \$ | 103,706 | \$ | 112,503 |
|  | 16,620 |  | 13,985 |
|  | $(43,910)$ |  | $(39,186)$ |
|  | $(31,818)$ |  | $(37,388)$ |
|  | 12,325 |  | $(16,582)$ |
|  | 56,923 |  | 33,332 |

CASH FLOWS FROM INVESTING ACTIVITIES:
Proceeds from sales of securities available-for-sale Proceeds from maturities of securities available-for-sale Purchases of securities available-for-sale Net decrease in loans Proceeds from sales of premises and equipment Proceeds from sale of other real e Other investing activities

Net cash provided by (used in) investing activities

|  | 288, 051 |  | 43,736 |
| :---: | :---: | :---: | :---: |
|  | 76,226 |  | 86,813 |
|  | $(343,522)$ |  | $(297,349)$ |
|  | $(21,440)$ |  | $(52,427)$ |
|  | 100 |  | 38 |
|  | 536 |  | 405 |
|  | $(5,726)$ |  | $(3,249)$ |
|  | $(33,291)$ |  | (392) |
|  | $(39,066)$ |  | $(222,425)$ |
|  | 116,110 |  | 95,951 |
|  | 42,148 |  | 61,213 |
|  | $(159,401)$ |  | 24,633 |
|  | $(11,962)$ |  | $(9,070)$ |
|  | 416 |  | 2,204 |
|  | $(12,689)$ |  | 174,931 |
|  | 5,168 |  | $(14,162)$ |
|  | 140,315 |  | 118,360 |
| \$ | 145,483 | \$ | 104,198 |

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

CASH AND CASH EQUIVALENTS, end of period

5

## CVB FINANCIAL CORP. AND SUBSIDIARIES

 CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)
## dollar amounts in thousands

RECONCILIATION OF NET EARNINGS TO NET CASH PROVIDED BY OPERATING ACTIVITIES
Net earnings
Adjustments to reconcile net earnings to net cash

Adjustments to reconcile net earnings to net cash
provided by operating activities: provided by operating activities:
Gain on sale of investment securities
Loss on sale of investment securities
Loss(gain) 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 and OREO 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 Securities purchased and not settled

For the Nine Months Ended September 30,

| 2001 |  | 2000 |  |
| :---: | :---: | :---: | :---: |
| \$ | 29,244 | \$ | 25,441 |
|  | $(1,680)$ |  | 0 |
|  | 1,620 |  | 237 |
|  | 57 |  | 0 |
|  | (126) |  | 0 |
|  | 108 |  | 64 |
|  | $(10,123)$ |  | 4,086 |
|  | 1,750 |  | 2,300 |
|  | 3,559 |  | 3,473 |
|  | (640) |  | $(2,978)$ |
|  | $(2,106)$ |  | 1,918 |
|  | 35,260 |  | $(1,209)$ |
|  | 27,679 |  | 7,891 |
| \$ | 56,923 | \$ | 33,332 |

\$ 20,000 \$
740
6

CVB FINANCIAL CORP. AND SUBSIDIARIES
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For the nine months ended September 30, 2001 and 2000

1. Summary of Significant Accounting Policies. See Note 1 of the Notes to Consolidated Financial Statements in CVB Financial Corp.'s 2000 Annual Report on Form 10-K.

Goodwill resulting from purchase accounting treatment of acquired banks is amortized on a straight-line basis over 15 years.

The Bank accounts for impaired loans in accordance with Statement of Financial Accounting Standards ("SFAS") No. 114, "Accounting by Creditors for Impairment of a Loan," as amended by SFAS No. 118, "Accounting by Creditors for Impairment of a Loan -- Income Recognition and Disclosures." Impaired loans totaled $\$ 16.2$ million at September 30, 2001.

In June 2001, the Financial Accounting Standards Board ("FASB") issued a Statement of Financial Accounting Standards ("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 continues to require the recognition of goodwill as an asset but does not permit amortization of goodwill as previously required by the Accounting Principles Board Opinion ("APB") Opinion No. 17. The standard also establishes a new method of testing goodwill for impairment. It requires goodwill to be separately tested for impairment at a reporting unit level. The amount of goodwill determined to be impaired would be expensed to current operations. Management believes that the adoption of the statement will not have a material effect on the Company's financial statements.
2. Certain reclassifications have been made in the 2000 financial information to conform to the presentation used in 2001.
3. 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 September 30, 2001, the Company had entered into commitments with certain customers amounting to $\$ 374.4$ million 30, 2001, the Company had entered into commitments with certain customers amounting to $\$ 374.4$ miler and December 31, 2000, were $\$ 13.7$ million and $\$ 10.9$ million, respectively.
4. The interim consolidated financial statements are unaudited and reflect all adjustments and reclassifications which, in the opinion of management, are necessary for a fair statement of the results of operations and financial condition for the interim period. All adjustments and reclassifications are of a normal and recurring nature. Results for the three-month and nine-month periods ended September 30, 2001 are not necessarily indicative of results which may be expected for any other interim period or for the year as a whole.
5. The actual number of shares outstanding at September 30, 2001 was 27,820,160. Basic earnings per share are calculated on the basis of the weighted average number of shares outstanding during the period. Diluted earnings per share are calculated on the basis of the weighted average number of shares outstanding during the period plus shares issuable upon the assumed exercise of outstanding common stock options. All 2000 per share information in the financial statements and in Management's Discussion and Analysis has been restated to give retroactive effect to the $10 \%$ stock dividend declared December 20,

Earnings Per Share Reconciliation
(Dollars and shares in thousands, except per share amounts) For the Three Months


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

| \$ | 10,791 | 27,808 | \$0.38 | \$ | 9,138 | 27,193 | \$0.34 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 549 | 0.00 |  |  | 510 | (0.01) |
| \$ | 10,791 | 28,357 | \$0.38 | \$ | 9,138 | 27,704 | \$0.33 |

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

|  | Earnings Per Share Reconciliation For the Nine Months Ended September 30, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001 |  |  |  | 2000 |  |  |
|  | Income (Numerator) | Weighted Average Shares (Denominator) | Per Share Amount |  | Income (Numerator) | Weighted <br> Average Shares <br> (Denominator) | Per Share Amount |
| \$ | 29,244 | 27,775 | \$1.05 | \$ | 25,441 | 27,559 | \$0.93 |
|  |  | 513 | (0.02) |  |  | 595 | (0.03) |
| \$ | 29,244 | 28,288 | \$1.03 | \$ | 25,441 | 28,155 | \$0.90 |

## CVB FINANCIAL CORP. AND SUBSIDIARIES MANAGEMENT'S DISCUSSION AND ANALYSIS

Management's discussion and analysis is written to provide greater insight into the results of operations and the financial condition of CVB Financial Corp. and its subsidiaries. Throughout this discussion "Company" refers to CVB Financial Corp. and its subsidiaries as a consolidated entity. "CVB" refers to CVB Financial Corp. as the unconsolidated parent company and "Bank" refers to Citizens Business Bank. For a more complete understanding of the Company and its operations, reference should be made to the financial statements included in this report and in the Company's 2000 Annual Report on Form $10-\mathrm{K}$. Certain statements in this Report on Form 10-0 constitute "forward-looking statements" under the Private Securities Litigation Reform Act of 1995 which involve risks and uncertainties. The company's actual results may differ significantly from the results discussed in such forward-looking statements. Factors that might cause such a difference include, but are not limited to global, political, and economic change related to the terrorist attacks on September 11 , 2001 and their aftermath, competition in the geographic and business areas in which the company conducts operations, fluctuations
 , credit quality, and governent regulations. For additional information concerning 1. Business - Factors That May Affect Results" contained in the Company's Annual Report on Form 10-K for the year ended December 31, 2000.

## RESULTS OF OPERATIONS

The Company reported net earnings of $\$ 29.2$ million for the nine months ended September 30, 2001. This represented an increase of $\$ 3.8$ million, or $14.95 \%$, over net earnings of $\$ 25.4$ million for the nine months ended September 30, 2000. Basic earnings per share for the nine-month period increased to $\$ 1.05$ per share for 2001 , compared to $\$ 0.93$ per share for 2000. Diluted earnings per share increased to $\$ 1.03$ per share for the first nine months of 2001 , compared to $\$ 0.90$ per share for the same nine-month period last year. The annualized return on average assets was $1.71 \%$ for the nine months ended September 30, 2001, compared to $1.66 \%$ for the nine months ended September 30, 2000. The annualized return on average equity was $19.27 \%$ for the nine months ended September 30, 2001, compared to a return of $22.22 \%$ for the nine months ended September 30, 2000. The return on average equity was higher in 2000 due to the lower average equity in the first nine months of 2000 . This was due in part to changes in accumulated other comprehensive income which averaged for the nine months ending September 30, 2001, $\$ 9.9$ million compared to $\$(17.2)$ million for the same period in 2000. Accumulated other comprehensive income consists of unrealized gains and losses in investment securities. For the nine months ended September 30 2001, the Company has declared dividends in the amount of $\$ 0.43$ per share. This represents an increase of $\$ 0.07$ per share, or 19.44\%, compared to dividends declared through September 30, 2000.

For the quarter ended September 30, 2001, the Company generated net earnings of $\$ 10.8$ million. This
 2000. Basic earnings per share increased to $\$ 0.38$ for the third quarter of 2001 compared to $\$ 0.34$ per share for the third quarter of 2000. Diluted earnings per share increased to $\$ 0.38$ per share compared to $\$ 0.33$ per share for the third quarter of 2001 and 2000, respectively. The annualized return on average assets was $1.89 \%$ for the third quarter of 2001 compared to $1.76 \%$ for the same period last year. The annualized return on average equity was $20.90 \%$ for the third quarter of 2001 and $23.28 \%$ for the third quarter of 2000 . For the third quarter ended September 30, 2001, the Company has declared dividends in the amount of $\$ 0.15$ per share. This represents an increase of $\$ 0.03$ per share or $25.00 \%$, compared to dividends declared in the third quarter ended September 30 2000.

Pre-tax operating earnings, which exclude the impact of gains or losses on sale of securities and OREO, and the provisions for credit and OREO losses, totaled $\$ 48.2$ million for the nine months ended September 30 , 2001. This represented an increase of $\$ 5.7$ million, or $13.51 \%$, compared to operating earnings of $\$ 42.4$ million for the first nine months of 2000. For the third quarter of 2001, pre-tax operating earnings totaled $\$ 16.8$ million. This represented an increase of $\$ 1.9$ million, or $12.80 \%$ from pre-tax operating earnings of $\$ 14.9$ million for the third quarter of 2000.

## Net Interest Income/Net Interest Margin

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 and the interest paid on deposits and borrowed funds. 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 average cost of interest-bearing deposits and borrowed funds. 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

For the nine months ended September 30, 2001, net interest income before the provision for credit losses was $\$ 76.1$ million. This represented an increase of $\$ 5.8$ million, or $8.32 \%$, over net interest income of $\$ 70.3$ million for the nine months ended September 30, 2000. The increase in net interest income for the first nine months of 2001 compared to 2000 was primarily the result of greater average balances of earning assets, which was partially offset by a decrease in interest rates. Net earning assets averaged $\$ 2.1$ billion for the first nine months of 2001. This represented an increase of $\$ 256.3$ million, or $13.69 \%$, compared to net average earning assets of $\$ 1.9$ billion for the first nine months of 2000. Average net earning assets as a percent total average assets increased to $92.94 \%$ during the nine months ending September 30, 2001 compared to $91.41 \%$ for the same period last year

The net interest margin measures net interest income as a percentage of average earning assets. The net interest margin can be affected by changes in the yield on earning assets and the cost of interest-bearing liabilities, as well as changes in the level of interest-bearing liabilities in proportion to earning assets. The net interest margin can also be affected by changes in the mix of earning assets as well as the mix of interest-bearing liabilities. The Company's tax effected (TE) net interest margin was $5.05 \%$ for the first nine months ended September 30, 2001, compared to $5.20 \%$ for the same period of 2000. A lower yield on average earning assets contributed to the decrease in the net interest margin. For the nine months ending September 30, 2001 the yield on earning assets (TE) decreased 45 basis points to $7.65 \%$ from $8.10 \%$ for the same period in 2000 , while the cost of funds (including demand deposits) decreased 21 basis points to $2.72 \%$ from $2.93 \%$ for the same period in 2000, resulting in a compression in the net interest margin. A change in the mix of earning assets was another contributor to the decrease in the net interest margin. Average gross loans as a percentage of average gross earning assets for the first nine months of 2001 decreased to $49.18 \%$ from $51.19 \%$ for the same period last year. Loans typically generate higher yields than investments. Also, a change in the mix of average interest-bearing liabilities toward higher costing funds was another element contributing to the decrease in the net interest margin. For the nine months ending September 30, 2001, average time deposits as a percent of average interest-bearing deposits increased to $44.06 \%$ from $40.04 \%$ for the same period last year.
average in net interest spread is the difference between the yield on average earning assets less the cost months ending September 30, 2001 compared to $3.76 \%$ for the same period of 2000 . The decrease in the net interest spread for 2001 resulted from decreases in the yield on earning assets. The yield on earning assets decreased 45 basis points, and the cost of interest-bearing liabilities decreased 41 basis point for the first nine months of 2001 compared to the same period of 2000 .

The decrease in the yield on average earning assets resulted from decreased yields on average loans and average investments. The yield on average loans decreased to $8.69 \%$ for the nine months ended September 30 , 2001, from a yield of $9.15 \%$ for the first nine months of 2000. The decrease in the yields on loans for 2001 was primarily the result of a decreasing interest rate environment. The (TE) year-to-date yield on average investments decreased to $6.67 \%$ for the nine months ending September 30,2001 compared to $6.99 \%$ for the nine months ending September 30, 2000. The decrease was due to the declining interest rate environment.

The cost of average interest-bearing liabilities decreased to $3.93 \%$ for the nine months ended September 30, 2001, compared to a cost of $4.34 \%$ for the first nine months of 2000. The decrease in the cost of interest-bearing liabilities was primarily the result of a declining interest rate environment, a change in the mix of interest-bearing liabilities, and competitive market forces. Borrowed funds for the first nine months of 2001 as a percent of funding (total deposits plus borrowing) averaged $20.36 \%$. This represents a decrease from borrowed funds for the first nine months of 2000 as a percent of funding, which averaged $21.15 \%$. Also, average time deposits as a percentage of interest-bearing deposits increased to $44.06 \%$ for the nine months ending September 30 , 2001 from $40.04 \%$ for the nine months ending September 30, 2000. The cost of average interest-bearing deposits was $3.36 \%$ for the first nine months of 2001 as compared to $3.53 \%$ for the first nine months of 2000 . The cost of borrowed funds decreased to $5.30 \%$ for the nine months ended September 30, 2001, compared to a cost of $6.10 \%$ for the nine months ended September 30, 2000. The cost of time deposits decreased to $4.87 \%$ for the nine months ended September 30, 2001, compared to a cost of $5.20 \%$ for the nine months ended September 30, 2000.

For the third quarter of 2001, net interest income before the provision for credit losses was $\$ 26.5$ million. This represented an increase of $\$ 2.9$ million, or $12.52 \%$ over net interest income of $\$ 23.6$ million for the third quarter of 2000. The increase in net interest income for the third quarter of 2001 compared to 2000 was primarily the result of greater average balances of earning assets, which was partially offset by a decrease in interest rates. Net earning assets averaged $\$ 2.2$ billion for the third quarter of 2001 . This represented an increase of $\$ 226.3$ million, or $11.75 \%$, compared to net average earning assets of $\$ 1.9$ billion for the third quarter of 2000.

The Company's (TE) net interest margin was $5.26 \%$ for the third quarter of 2001 , compared to $5.18 \%$ for the same period of 2000. For the third quarter of 2001 the yield on earning assets (TE) decreased 78 basis points to $7.56 \%$ from $8.34 \%$ for the third quarter of 2000, while the cost of funds (including demand deposits) decreased 82 basis points to $2.40 \%$ from $3.22 \%$ for the third quarter of 2000 , resulting in an increase in the net interest margin. During the third quarter of 2001 the Company aggressively managed the lowering of rates paid on interest-bearing liabilities. This may not be sustainable in future quarters if the interest rate environment continues to decline at the same pace. A change in the mix of average interest-bearing liabilities toward lower costing funds was another element contributing to the increase in the net interest margin. Borrowed funds for the quarter ending September 30, 2001 as a percent of funding (total deposits plus borrowing) averaged $17.94 \%$. This represents a decrease from borrowed funds for the quarter ending September 30, 2000 as a percent of funding, which averaged $21.32 \%$

The Company's net interest spread (TE) increased to $4.02 \%$ for the third quarter of 2001, compared to $3.60 \%$ for the same period of 2000 . The yield on earning assets decreased 78 basis points, and the cost of interest-bearing liabilities decreased 121 basis points for the third quarter of 2001 compared to 2000.

For the third quarter of 2001, the decrease in the yield on average earning assets resulted from decreased yields on average loans and investments. The yield on average loans decreased to $8.58 \%$ for the third quarter of 2001, from a yield of $9.42 \%$ for the third quarter of 2000 . The decrease in the yields on loans for the third quarter was primarily the result of a decreasing interest rate environment. The (TE) yield on average investments decreased to $6.63 \%$ for the third quarter of 2001 compared to $7.24 \%$ for the same period last year.

For the third quarter of 2001, the cost of average interest-bearing liabilities decreased to $3.53 \%$, compared to a cost of $4.74 \%$ for the same period last year. The decrease in the cost of interest-bearing liabilities was primarily the result of the decreasing interest rate environment and competitive market forces. The cost of borrowed funds decreased to $5.08 \%$ for the third quarter of 2001, compared to a cost of $6.53 \%$ for the same period last year.
2001. The Company reported total interest income of $\$ 117.9$ million for the nine months ended September 30, the nine mis represented an increase 30 2000. Total, or $5.88 \%$, over total interest income of \$11. for the third quarter of 2001. This represented an increase of $\$ 36,000$, or $0.09 \%$, over total interest income of $\$ 38.8$ million for the third quarter of 2000.

Interest expense totaled $\$ 41.8$ million for the nine months ended September 30, 2001. This represented an increase of $\$ 701,000$, or $1.71 \%$, over total interest expense of $\$ 41.1$ million for the nine months ended September 30, 2000. Interest expense totaled $\$ 12.3$ million for the third quarter of 2001 . This represented a decrease of $\$ 2.9$ million, or $19.16 \%$, over total interest expense of $\$ 15.2$ million for the third quarter of 2000 .

Table 1 shows the average balances of assets, liabilities, and stockholders' equity and the related interest income, expense, and rates for the nine-month and three-month periods ended September 30, 2001, and interest income, expense, and rates for the nine-month and three-month periods ended september 30 ,
2000. Yields for tax-advantaged 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 (dollars in thousands)

Investment Securities:
Taxable
Tax-advantaged (TE) (1)
Federal Funds Sold Interest-bearing
deposits with other financial institutions
Loans (2)
Total Earning Assets
Total Non-earning Assets
Total Assets

| \$ | $\begin{aligned} & 784,971 \\ & 298,290 \end{aligned}$ | \$ | $\begin{aligned} & 37,187 \\ & 11,886 \end{aligned}$ | $\begin{aligned} & 6.33 \% \\ & 7.57 \% \end{aligned}$ | \$ | $\begin{aligned} & 715,357 \\ & 205.817 \end{aligned}$ | \$ | $\begin{array}{r} 36,665 \\ 8,207 \end{array}$ | $\begin{aligned} & 6.83 \% \\ & 7.54 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 8,510 |  | 242 | 3.80\% |  | 1,051 |  | 55 | 6.97\% |
|  | 1,056,464 |  | 68,627 | 8.69\% |  | 967,297 |  | 66,467 | 9.15\% |
|  | 2,148,235 | \$ | 117,942 | 7.65\% |  | 1,889,522 | \$ | 111,394 | 8.10\% |
|  | 141,320 |  |  |  |  | 157,960 |  |  |  |
| \$ | 2,289,555 |  |  |  | \$ | 2,047,482 |  |  |  |

LIABILITIES AND STOCKHOLDERS' EQUITY
Deposits:
Non-interest bearing deposits
Savings Deposits (3)
Time Deposits
Total Deposits

Borrowings
Total Interest-Bearing Liabilities
Other Liabilities
Stockholders' Equity
Total Liabilities and
Stockholders' Equity


Net interest spread
Net interest margin
3.72\%
3.76\%
(1) Includes tax-exempt municipal securities, preferred stock, and qualified zone academy bonds.
(2) Loan fees are included in total interest income as follows: 2001, $\$ 3,180 ; 2000, \$ 2,727$.
(3) Includes interest-bearing demand and money market accounts.

|  |  |  | Three-month periods ended September 30, 2001 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  | Average Balance | Interest | Rate | Average Balance |  | Interest | Rate |
| Investment Securities |  |  |  |  |  |  |  |  |
| Taxable | \$ | 781,332 | 12,000 | 6.23\% | \$ | 710,353 | 12,484 | 7.13\% |
| Tax-advantaged (TE) (1) |  | 306,847 | 4,069 | 7.64\% |  | 236,831 | 3,112 | 7.57\% |
| Federal Funds Sold Interest-bearing deposits with other financial institutions |  | 17,547 | 139 | 3.21\% |  | 2,978 | 53 | 0.00\% |
| Loans (2) |  | 1,067,296 | 22,576 | 8.58\% |  | 994,021 | 23,098 | 9.42\% |
| Total Earning Assets |  | 2,173,022 | 38,784 | 7.56\% |  | 1,944,183 | 38,747 | 8.34\% |
| Total Non-earning Assets |  | 142,208 |  |  |  | 157,088 |  |  |
| Total Assets | \$ | 2,315,230 |  |  | \$ | 2,101, 271 |  |  |

LIABILITIES AND STOCKHOLDERS' EQUITY

| Non-interest bearing deposits | \$ | 666,734 |  |  | \$ | 614,548 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings Deposits (3) |  | 592,675 | 2,911 | 1.99\% |  | 522,534 | 3,378 | 2.62\% |
| Time Deposits |  | 444,394 | 4,713 | 4.30\% |  | 369, 065 | 5,252 | 5.77\% |
| Total Deposits |  | 1,703,803 | 7,624 | 1.81\% |  | 1,506,147 | 8,630 | 2.32\% |
| Other Borrowings |  | 372,490 | 4,662 | 5.08\% |  | 408, 003 | 6,567 | 6.53\% |
| Total Interest-Bearing Liabilities |  | 1,409,559 | 12,286 | 3.53\% |  | 1,299,602 | 15,197 | 4.74\% |
| Other Liabilities |  | 29,505 |  |  |  | 27,941 |  |  |
| Stockholders' Equity |  | 209,432 |  |  |  | 159,180 |  |  |
| Total Liabilities and |  |  |  |  |  |  |  |  |
| Stockholders' Equity | \$ | 2,315,230 |  |  | \$ | 2,101,271 |  |  |
| Net interest spread |  |  |  | 4.02\% |  |  |  | 3.60\% |
| Net interest margin |  |  |  | 5.26\% |  |  |  | 5.18\% |

(1) Includes tax-exempt municipal securities, preferred stock, and qualified zone academy bonds.
(2) Loan fees are included in total interest income as follows: 2001, \$1,201; 2000, \$848.
(3) Includes interest-bearing demand and money market accounts.

Table 2 summarizes the changes in interest income and interest expense based on changes in average asset and liability balances (volume) and changes in average rates (rate). For each category of interest-earning assets and interest-bearing liabilities, information is provided with respect to changes attributable to (1) changes in volume (change in volume multiplied by initial rate), (2) changes 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 Expense and Net Interest Income
(amounts in thousands)

Interest Income:
Taxable investment securities
Tax-advantaged securities
Fed funds sold interest-bearing
deposits with other institutions
Loans

Comparison of nine-month period
ended September 30, 2001 and 2000
Increase (decrease) in interest income or expense due to changes in:

| Volume |  | Rate |  | Rate/ Volume |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 7,066 | \$ | $(5,486)$ | \$ | $(1,057)$ | \$ | 523 |
|  | 1,019 |  | 2,365 |  | 294 |  | 3,678 |
|  | 391 |  | (26) |  | (179) |  | 186 |
|  | 6,127 |  | $(3,632)$ |  | (335) |  | 2,160 |

Interest Expense:
Savings deposits
Time deposits
Other borrowings
Total interest-bearing liabilities

Net Interest Income


| (971) |  | (76) |  | (313) |
| :---: | :---: | :---: | :---: | :---: |
| (934) |  | (254) |  | 2,499 |
| $(2,455)$ |  | (152) |  | $(1,485)$ |
| $(4,360)$ |  | (482) |  | 701 |
| $(2,419)$ | \$ | (795) | \$ | 5,846 |

During periods of changing interest rates, the ability to reprice interest-earning assets and interest-bearing liabilities can influence net interest income, net interest margin, and, consequently, the Company's earnings. Interest rate risk is managed by attempting to control the spread between rates earned on interest-earning assets and the rates paid on interest-bearing liabilities within the constraints imposed by market competition in the Bank's service area. Short-term repricing risk is minimized by controlling the level of floating rate loans and maintaining bond payments and maturities which are scheduled in approximately equal increments over time. Basis risk is managed by the timing and magnitude of changes to interest-bearing deposits rates. Yield curve risk is reduced by keeping the duration of the loan and bond portfolios relatively short. Options risk in the bond portfolio is monitored monthly and actions are recommended when appropriate.

Both the net interest spread and the net interest margin are largely affected by interest rate changes in the market place and the Company's ability to reprice assets and liabilities as these interest rates change. The Company's management utilizes the results of a dynamic simulation model to quantify the estimated exposure of net interest income to sustained changes in interest rates. 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 net interest income from all interest-earning assets and interest expense paid on all to policy limits liable spor balance sheet growth, given both a 200 basis point upward and downward shift in interest rates. A parallel and pro rata shift in interest rates over a 12 -month period is assumed. The following reflects the company's net interest income sensitivity over a one year horizon as of September 30, 2001 .
Simulated
Rate Changes
--------- basis points $^{+200}$ basis points
Estimated Net
Interest Income
Sensitivity
..------
$(1.06 \%)$
$(0.26 \%)$

The table indicates that net interest income would decrease by approximately $1.06 \%$ over a 12 -month period if there were a sustained, parallel and pro rata 200 basis point upward shift in interest rates. Net interest income would decrease approximately $0.26 \%$ over a 12 -month period if there were a sustained, parallel and pro rata 200 basis point downward shift in interest rates.

## Credit Loss Experience

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 Company's methodology for assessing the appropriateness of the allowance is conducted on a regular basis and considers all loans. The systemic methodology consists of two major elements.

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.

Based on the risk rating system specific allowances are established in cases where management has identified significant conditions or circumstances related to a credit that management believes 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 lending, 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. The provision for credit losses was $\$ 1.75$ million for the nine months ended September 30,2001 , as compared to $\$ 2.30$ million for the same period of 2000, a decrease of $\$ 550,000$, or $23.91 \%$. For the third quarter ending September 30 , 2001 the provision for credit losses was $\$ 250,000$, as compared to $\$ 700,000$ for the third quarter ending September 30, 2000, a decrease of $\$ 450,000$, or $64.29 \%$.

The allowance for credit losses at September 30, 2001 was $\$ 21.3$ million. This represented an increase of $\$ 2.1$ million, or 11.15\%, from the allowance for credit losses of $\$ 19.2$ million at December 31 , 2000 . The allowance for credit losses was $1.98 \%$ and $1.82 \%$ of loans at September 30, 2001 and December 31, 2000, respectively.

Non-performing loans, which include non-accrual loans, loans past due 90 or more days and still accruing, and restructured loans were $\$ 1.7$ million at September 30, 2001. This represented an increase of $\$ 738,000$, or $76.40 \%$, from the level of non-performing loans at December 31, 2000. Non-performing assets, which include non-performing loans plus other real estate owned (foreclosed property) increased to $\$ 1.7 \mathrm{million}$ at September 30, 2001, compared to $\$ 1.3$ million at December 31, 2000. Table 6 presents non-performing assets as of September 30, 2001, and December 31, 2000. At September 30, 2001, the Company had loans classified as impaired totaling $\$ 16.2$ million. This represents an increase of $\$ 1.0$ million, or $6.73 \%$ compared to loans classified as impaired of $\$ 15.2$ million at December 31, 2000. The Company applies the methods prescribed by Statement of Financial Accounting Standards No. 114 for determining the fair value of specific loans for which the eventual collection of all principal and interest is considered impaired.

While management believes that the allowance at September 30, 2001, was adequate to absorb losses from any known or inherent risks in the portfolio, 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. Table 3 shows comparative information on net credit losses, provisions for credit losses, and the allowance for credit losses for the periods indicated.

TABLE 3 - Summary of Credit Loss Experience
(amounts in thousands)

Amount of Total Loans at End of Period (1)
Average Total Loans Outstanding (1)
Allowance for Credit Losses at Beginning of Period Loans Charged-0ff:

Real Estate Loans
Commercial and Industrial
Consumer Loans
Total Loans Charged-Off

Recoveries:
Real Estate Loans
Commercial and Industrial
Consumer Loans
Total Loans Recovered
Net Loans Charged-Off (Recovered)
Provision Charged to Operating Expense
Allowance for Credit Losses at End of period
(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
Allowance for Credit Losses to Total Loans at End of Period

| $-0.05 \%$ | $-0.00 \%$ |
| ---: | ---: |
| $-0.05 \%$ | $-0.00 \%$ |
| $2.02 \%$ | $1.97 \%$ |
| $1.98 \%$ | $1.90 \%$ |
| $-2.42 \%$ | $-0.22 \%$ |
| $22.06 \%$ | $-1.39 \%$ |


|  | Nine-months ended 2001 |  | $\begin{gathered} \text { ptember } 30 \text {, } \\ 2000 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| \$ | 1,076,499 | \$ | 1,005,012 |
| \$ | 1,056,464 | \$ | 967,297 |
| \$ | 19,152 | \$ | 16,761 |
|  | 0 |  | 186 |
|  | 87 |  | 79 |
|  | 18 |  | 9 |
|  | 105 |  | 274 |
|  | 362 |  | 139 |
|  | 118 |  | 166 |
|  | 11 |  | 1 |
|  | 491 |  | 306 |
|  | (386) |  | (32) |
|  | 1,750 |  | 2,300 |
| \$ | 21,288 | \$ | 19,093 | Net Loans Charged-Off (Recovered) to Allowance for Credit Losses*

* Net Loan Charge-Off (Recovered) amounts are annualized.


## Other Operating Income

Other operating income includes revenues earned from sources other than interest income. These sources include: service charges and fees on deposit accounts, fee income from trust services, other fee oriented products and services, other income, gain or loss on sale of securities or other real estate owned, rental income, and gross revenue from Community Trust Deed Services and cvB ventures (the company's nonbank subsidiaries).

Other operating income totaled $\$ 16.7$ million for the nine months ended September 30, 2001. This represented an increase of $\$ 2.9$ million, or $21.33 \%$, from other operating income of $\$ 13.7$ million for the nine months ended September 30, 2000. The increase was primarily the result of higher service charge income, other income, and bankcard income. For the third quarter of 2001, other operating income totaled $\$ 5.2$ million. This represented an increase of $\$ 636,000$, or $13.82 \%$, from other operating income of $\$ 4.6$ million for the third quarter of 2000. As in the year to date numbers, the increase was primarily the result of higher service charge income, other income, and bankcard income.

Service charge income totaled $\$ 9.4$ million for the first nine months ended September 30, 2001. This represents an increase of $\$ 1.6$ million, or $19.94 \%$, over service charge income of $\$ 7.8$ million for the nine months ended September 30, 2000. For the third quarter of 2001, service charge income totaled $\$ 3.1$ million. This represents an increase of $\$ 444,000$, or $16.81 \%$, over service charge income of $\$ 2.6$ million for the third quarter of 2000.

Trust income totaled $\$ 2.9$ million for the nine months ended September 30, 2001. This represents a decrease of $\$ 100,000$, or $3.31 \%$, over Trust income of $\$ 3.0$ million for the nine months ended September 30 , 2000 . For the third quarter of 2001, Trust income totaled $\$ 905,000$. This represented a decrease of $\$ 96,000$, or $9.61 \%$, over Trust income of $\$ 1.0$ million for the third quarter of 2000 . This decrease was due to the decline in the stock market resulting in a decline in the value of the trust assets. This caused a decline in the fees for trust services.

Other fee-oriented products and services (which include investment services fees, business services fees, bankcard fees, international fees, and other fees) generated fees totaling $\$ 2.4$ million for the nine months ended September 30, 2001. This represented an increase of $\$ 343,000$, or $17.06 \%$, over fees of $\$ 2.0$ million for the nine months ended September 30, 2000. For the third quarter of 2001 , other fee-oriented products and services generated fees totaling $\$ 841,000$. This represented an increase of $\$ 168,000$, or $24.95 \%$ over fees of $\$ 673,000$ for the third quarter of 2000.

Other income, which includes gain or loss on sale of securities, other assets, and other real estate owned, rental income, miscellaneous income, and gross revenue from Community Trust Deed Services and CVB Ventures (the Company's nonbank subsidiaries) totaled $\$ 3.6$ million for the nine months ended September 30, 2001. represents an increase of $\$ 1.3$ million, or $54.28 \%$, over other income of $\$ 2.3$ million for the nine months ended September 30, 2000. For the third quarter of 2001, other income totaled $\$ 1.1$ million. This represented an increase of $\$ 398,000$, or $57.54 \%$, over other income of $\$ 692,000$ for the third quarter of 2000.

## Other Operating Expenses

Other operating expenses for the Company includes expenses for salaries and benefits, occupancy, equipment, professional services, promotion and other expenses (data processing, stationary and supplies, deposit insurance, promotional, other real estate owned, and misc. expenses). Other operating expenses totaled $\$ 44.5$ million for the nine months ended September 30, 2001. This represented an increase of $\$ 2.8$ million, or $6.84 \%$, over other operating expenses of $\$ 41.6$ million for the nine months ended September 30, 2000. For the third quarter of 2001 , other operating expenses totaled $\$ 14.8$ million. This represented an increase of $\$ 1.4 \mathrm{million}$ or $10.65 \%$, over other operating expenses of $\$ 13.4$ million for the third quarter of 2000 .

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 $2.60 \%$ for the first nine months of 2001 , compared to a ratio of $2.71 \%$ 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) can be measured in terms of other operating expenses as a percentage of net revenue. This is known as the efficiency ratio and indicates the percentage of revenue that is used to cover expenses. For the first nine months of 2001 , the efficiency ratio was $47.91 \%$, compared to a ratio of $49.53 \%$ for the same period last year. 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.

Salaries and employee benefits totaled $\$ 24.1$ million for the first nine months of 2001. This represented an increase of $\$ 1.8$ million, or $7.95 \%$ from salaries and employee benefits of $\$ 22.4$ million for the same period last year. Equipment expense totaled $\$ 3.9$ million for the nine months ended September 30, 2001. This represents an increase of $\$ 152,000$, or $4.05 \%$, over equipment expense of $\$ 3.7$ million for the nine months ended September 30 , 2000. Occupancy expense totaled $\$ 4.3$ million for the nine months ended September 30, 2001. This represents an increase of $\$ 289,000$, or $7.23 \%$, over occupancy expense of $\$ 4.0$ million for the same period last year. Professional expense, which includes legal and accounting expenses totaled $\$ 3.0$ million for the first nine months, ended September 30, 2001. This represents an increase of $\$ 728,000$, or $31.68 \%$, over professional expense of $\$ 2.3$ million for the nine months ended September 30, 2000. Other expense, which includes data processing, supplies, promotional, and other expenses, totaled $\$ 9.1$ million for the nine months ended September 30 , 2001. This represents a decrease of $\$ 98,000$, or $1.06 \%$, over other expense of $\$ 9.2$ million for the first nine months of 2000.

For the third quarter of 2001, salaries and employee benefits totaled $\$ 8.3$ million. This represented an increase of $\$ 806,000$, or $10.73 \%$, from salaries and employee benefits of $\$ 7.5$ million for the same period last year. Equipment expense totaled $\$ 1.3$ million for the third quarter of 2001. This represents an increase of $\$ 71,000$, or $5.63 \%$, over equipment expense of $\$ 1.3$ million for the third quarter of 2000. Occupancy expense totaled $\$ 1.5$ million for the third quarter of 2001 . This represents an increase of $\$ 175,000$, or $13.23 \%$, over occupancy expense of $\$ 1.3$ million for the same period last year. Professional expense, which includes legal and accounting expenses, totaled $\$ 697,000$ for the third quarter of 2001 . This represents an increase of $\$ 260,000$, or $59.55 \%$, over professional expense of $\$ 437,000$ for the same period last year. Other expense, which includes data processing, supplies, promotional, and miscellaneous expenses, totaled $\$ 2.9$ million for the third quarter of 2001. This represents an increase of $\$ 111,000$, or $3.94 \%$, over other expense of $\$ 2.8$ million for the third quarter of 2000 .

Miscellaneous expenses include the amortization of goodwill and intangibles. The amortization expense of goodwill and intangibles totaled $\$ 705,000$ for the first nine months of 2001 and $\$ 903,000$ for the same period last year. The decrease was due to the completion of the amortization of core deposit intangibles in the first quarter of 2001. Amortization expense of goodwill and intangibles totaled $\$ 215,000$ for the third quarter of 2001 and $\$ 304,000$ for the same period last year.

## BALANCE SHEET ANALYSIS

The Company reported total assets of $\$ 2.37$ billion at September 30, 2001. This represented an increase of $\$ 59.4$ million, or $2.57 \%$, over total assets of $\$ 2.31$ billion at December 31, 2000. Total assets increased $\$ 150.5$ million, or $6.79 \%$ over total assets of $\$ 2.22$ billion as of September 30, 2000. For the third quarter ending September 30, 2001 average total assets were $\$ 2.32$ billion. This represents an increase of $\$ 214.0 \mathrm{million}$, or $10.18 \%$, over average total assets of $\$ 2.10$ million for the same period last year. At the end of September 2000 the Company experienced a $\$ 110.0$ million deposit transaction from a single customer which remained on deposit for several weeks.

Gross loans, net of deferred loan fees, totaled $\$ 1.08$ billion at September 30, 2001. This represented an increase of $\$ 25.0$ million, or $2.38 \%$, over gross loans of $\$ 1.05$ billion at December 31 , 2000. Gross loans increased $\$ 71.5$ million, or $7.11 \%$ over gross loans of $\$ 1.01$ billion as of September 30, 2000. Investments totaled $\$ 1.11$ billion at September 30, 2001. This represented an increase of $\$ 35.2$ million, or $3.29 \%$, over investments of $\$ 1.07$ billion at December 31, 2000. Investments increased $\$ 148.3$ million, or $15.50 \%$, over investments of $\$ 956.9$ million as of September 30, 2000.

Total deposits increased $\$ 158.3$ million, or $9.92 \%$ to $\$ 1.75$ billion at September 30, 2001, from $\$ 1.60$ billion at December 31, 2000. Total deposits increased $\$ 95.1$ million, or $5.73 \%$, over total deposits of $\$ 1.66$ billion as of September 30, 2000. For the third quarter ending September 30, 2001 average total deposits were $\$ 1.70$ billion. This represents an increase of $\$ 197.7$ million, or $13.12 \%$, over average total deposits of $\$ 1.51$ million for the same period last year. Borrowings decreased $\$ 159.4$ million, or $32.04 \%$, to $\$ 338.2$ million at September 30, 2001, from $\$ 497.6$ million at December 31, 2000. Borrowings decreased $\$ 26.8$ million, or $7.33 \%$, from borrowings of $\$ 364.9$ million at September $30,2000$.

## Investment Securities and Debt Securities Available-for-Sale

## 31, 2000.

## At September 30, 2001, the Company's unrealized gain on securities available-for-sale totaled

$\$ 37.5$ million. Accumulated other comprehensive income totaled $\$ 21.7$ million (net of deferred taxes of $\$ 15.8$ million). At December 31, 2000, the Company reported an unrealized gain on investment securities available-for-sale of $\$ 11.7$ million. Accumulated other comprehensive income totaled $\$ 6.8$ million (net of deferred taxes of $\$ 4.9$ million). Note 2 of the Notes to the Consolidated Financial Statements in the Company's 2000 Annual Report on Form 10-K discusses its current accounting policy as it pertains to recognition of market values for investment securities held as available-for-sale.

Table 4 sets forth investment securities held-to-maturity and available-for-sale, at September 30, 2001 and December 31, 2000.

Table 4 - Composition of Investment Securities
(dollars in thousands)


21

## Loan Composition and Non-performing Assets

Table 5 sets forth the distribution of the loan portfolio by type as of the dates indicated (dollar amounts in thousands):

Table 5 - Distribution of Loan Portfolio by Type

$$
\text { September 30, } 2001
$$

December 31, 2000
Commercial and Industrial
Real Estate:
Mortgage
Consumer
Municipal lease finance receivables Agribusiness

Less:
Gross Loans
Allowance for credit losses Deferred net loan fees

Net Loans

| \$ | 415,238 | \$ | 425,130 |
| :---: | :---: | :---: | :---: |
|  | 67,184 |  | 58,373 |
|  | 456,058 |  | 401,408 |
|  | 23,143 |  | 22,642 |
|  | 22,582 |  | 23,633 |
|  | 95,571 |  | 123,614 |
|  | 1,079,776 |  | 1,054,800 |
|  | $(21,288)$ |  | $(19,152)$ |
|  | $(3,277)$ |  | $(3,307)$ |
| \$ | 1,055,211 | \$ | 1,032,341 |

As set forth in Table 6, non-performing assets, which include non-performing loans plus other real estate owned (foreclosed property) increased to $\$ 1.7$ million at September 30, 2001 from $\$ 1.3$ million at December 31,2000 . Non-performing loans, which include non-accrual loans, loans past due 90 or more days and still accruing, and restructured loans were $\$ 1.7$ million at September 30, 2001. This represented an increase of $\$ 738,000$, or $76.40 \%$ from the level of non-performing loans at December 31, 2000 . In addition, the Company had
loans classified as impaired at September 30,2001 totaling $\$ 16.2$ million. This represents an increase of $\$ 13.0$ loans classified as impaired at September 30, 2001 totaling $\$ 16.2$ million. This represents an increase of $\$ 13.0$ million, or $400.69 \%$ compared to loans classified as impaired of $\$ 3.2$ million at September 30, 2000.

Although management believes that non-performing assets are generally well secured and that potential losses are reflected in the allowance for credit losses, there can be no assurance that a general deterioration of economic conditions or collateral values would not result in future credit losses.
TABLE 6 - Non-performing Assets (dollar amount in thousands)

|  | September 30, 2001 | December 31, 2000 |
| :---: | :---: | :---: |
| Non-accrual loans | \$1,704 | \$966 |
| Loans past due 90 days or more and still accruing interest | 0 | 0 |
| Restructured loans | 0 | 0 |
| Other real estate owned (OREO), net | 0 | 359 |
| Total non-performing assets | \$1,704 | \$1,325 |
| Percentage of non-performing assets | 0.16\% | 0.13\% |
| Percentage of non-performing assets to total assets | 0.07\% | 0.06\% |

The Bank has allocated specific reserves to provide for any inherent loss on non-performing loans. Management cannot, however, predict the extent to which the current economic environment may persist or worsen or Management cannot, however, predict the extent to which the current econ
the full impact such environment may have on the Company's loan portfolio.

22

## Deposits and Borrowings

At September 30, 2001, total deposits were $\$ 1.75$ billion. This represented an increase of $\$ 158.3$ million, or $9.92 \%$, from total deposits of $\$ 1.60$ billion at December 31, 2000. Average total deposits for the first nine months of 2001 were $\$ 1.64$ billion. This represented an increase of $\$ 167.9$ million, or $11.41 \%$, from average total deposits of $\$ 1.47$ billion for the nine months ended September 30, 2000. The comparison of average balances for the first nine months of 2001 with the average balances of the first nine months of 2000 is more representative of the Company's growth in deposits as it excludes the seasonal peak in deposits at year-end.

Demand deposits totaled $\$ 698.5$ million at September 30, 2001, representing an increase of $\$ 33.2$ million or $4.99 \%$, from total demand deposits of $\$ 665.3$ million at December 31,2000 . Average demand deposits for the first nine months of 2001 were $\$ 637.1$ million. This represented an increase of $\$ 33.1$ million, or $5.48 \%$, from average demand deposits of $\$ 604.0$ million for the nine months ended September 30, 2000. At September 30, 2001 demand deposits represented $39.84 \%$ of total deposits, compared to $41.71 \%$ at December $31,2000$.

Savings deposits, which includes savings, interest-bearing demand, and money market accounts, totaled $\$ 602.9$ million at September 30, 2001, representing an increase of $\$ 82.9$ million, or $15.95 \%$, from savings deposits of $\$ 520.0$ million at December 31,2000 . Savings deposits are less affected by the Company's seasonal fluctuation in demand deposits.

Time deposits totaled $\$ 451.9$ million at September 30, 2001. This represented an increase of $\$ 42.2$ million, or $10.29 \%$, over total time deposits of $\$ 409.7$ million at December 31, 2000. Time deposits are not affected by the Company's seasonal fluctuation in demand deposits.

Borrowed funds include both short and long-term funds. Short-term borrowed funds include demand notes to the U.S. Treasury, federal funds purchased from other financial institutions, and borrowings from the Federal Reserve Bank and the Federal Home Loan Bank. Long-term funds include borrowings from the Federal Home Loan Bank. For the nine months ended September 30, 2001 borrowed funds averaged $\$ 419.1$ million. Short-term borrowed funds totaled $\$ 132.9$ million at September 30, 2001. This represented a decrease of $\$ 263.4$ million, or $66.47 \%$ over short-term borrowed funds of $\$ 396.2$ million at December 31, 2000. Long-term borrowed funds totaled $\$ 205.3$ million at September 30, 2001. This represented an increase of $\$ 104.0$ million, or $102.60 \%$ over long-term borrowed funds of $\$ 101.3$ million at December 31, 2000. Total borrowed funds at September 30, 2001 total $\$ 338.2$ million. This represented a decrease of $\$ 159.4$ million, or $32.04 \%$ over total borrowed funds of $\$ 497.6$ million at December 31 , 2000. The decrease in borrowed funds during the first nine months of 2001 was primarily the result of a decrease in Federal Home Loan Bank borrowing. While total borrowing decreased, there was a shift out of short-term borrowing into long-term borrowing in order to capture a lower interest rate environment.

## Liquidity

Liquidity risk is the risk to earnings or capital resulting from the Bank's inability to meet its obligations when they come due without incurring unacceptable losses. It includes the ability to manage unplanned changes in funding sources and to recognize or address changes in market conditions that affect the Bank's ability to liquidate assets quickly and with minimum loss 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.

In general, liquidity risk is managed daily by controlling the level of Fed funds and the use of funds provided by the cash flow from the investment portfolio. To meet unexpected demands, lines of credit are
maintained with correspondent banks, the Federal Home Loan Bank and the Federal Reserve Bank. The sale of bonds maturing in the near future can also serve as a contingent source of funds. Increases in deposit rates are maturing in the near future can also serve as a contingent source of last resort as means of raising funds to increase liquidity.

For the Bank, sources of funds normally include principal payments on loans and investments, borrowed funds, and growth in deposits. Uses of funds include withdrawal of deposits, interest paid on deposits, increased loan balances, purchases, and other operating expenses.

Net cash provided by operating activities totaled $\$ 56.9$ million for the first nine months of 2001 , compared to net cash provided by operating activities of $\$ 33.3$ million for the same period last year. The increase was primarily the result of an income tax refund, an increase in service charges and other fees received, and a decrease in cash paid to suppliers and employees, which was partially offset by a decrease in interest received, an increase in interest paid.

Net cash used in investing activities totaled $\$ 39.1$ million for the first nine months of 2001 , compared to net cash used in investing activities of $\$ 222.4$ million for the same period last year. The decrease in net cash used in investing activities was primarily the result of an increase in the proceeds from the sale of securities, which was partially offset by the increase in the purchase of securities.

Financing activities used net cash flows of $\$ 12.7$ million for the nine months ended September 30, 2001. This compares to $\$ 174.9$ million in net cash provided for the nine months ended September 30, 2000. The increase in net cash used by financing activities was primarily the result of a decrease in borrowings.

Cash and cash equivalents totaled $\$ 145.5$ million for the period ending September 30, 2001 compared to $\$ 104.2$ million for the same period ending September 30, 2000.

Since the primary sources and uses of funds for the Bank are loans and deposits, the relationship between gross loans and total deposits provides a useful measure of the Bank's liquidity. Typically, the closer the ratio of loans to deposits is to $100 \%$, the more reliant the Bank is on its loan portfolio to provide for short-term liquidity needs. Since repayment of loans tends to be less predictable than the maturity of investments and other liquid resources, the higher the loan to deposit ratio the less liquid are the Bank's assets. For the first nine months of 2001, the Bank's average net loan to deposit ratio was $63.21 \%$, compared to a assets. For the first nine months of 2001, the Bank
ratio of $64.52 \%$ for the first nine months of 2000 .

CVB is a company separate and apart from the Bank that must provide for its own liquidity. Substantially all of CVB's revenues are obtained from dividends declared and paid by the Bank. There are statutory and regulatory provisions that could limit the ability of the Bank to pay dividends to CVB. At September 30, 2001 , approximately $\$ 71.0$ million of the Bank's equity was unrestricted and available to be paid as dividends to CVB. Management of CVB believes that such restrictions will not have an impact on the ability of cVB to meet its
ongoing cash obligations. As of September 30, 2001, neither the Bank nor CVB had any material commitments for ongoing cash obligations. As of September 30, 2001, neither the Bank nor CVB had any material commitments for capital expenditures.

## Capital Resources

The Company's equity capital was $\$ 221.3$ million at September 30, 2001. The primary source of capital for the Company continues to be the retention of net after tax earnings. The Company's 2000 Annual Report on Form 10-K (Management's Discussion and Analysis and Note 15 of the accompanying financial statements) describes the regulatory capital requirements of the Company and the Bank.

The Bank and the Company are required to meet risk-based capital standards set by their respective regulatory authorities. The risk-based capital standards require the achievement of a minimum ratio of total capital to risk-weighted assets of $8.0 \%$ (of which at least $4.0 \%$ must be Tier 1 capital). In addition, the regulatory authorities require the highest rated institutions to maintain a minimum leverage ratio of $4.0 \%$. At September 30, 2001, the Bank and the Company exceeded the minimum risk-based capital ratio and leverage ratio required to be considered "Well Capitalized".

Table 7 below presents the Company's and the Bank's risk-based and leverage capital ratios as of September 30, 2001, and December 31, 2000.

Table 7 - Regulatory Capital Ratios

| September 30, 2001 | December 31, 2000 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Minimum <br> Ratios | Company | Bank | Company | Bank |
| Risk-based capital ratios |  |  | ---- |  | ---- |
| Tier I | 4.00\% | 13.98\% | 13.96\% | 12.60\% | 12.33\% |
| Total | 8.00\% | 15.24\% | 15.22\% | 13.86\% | 13.59\% |
| Leverage ratio | 4.00\% | 8.45\% | 8.48\% | 7.73\% | 7.56\% |

of all risk factors inherent in the operation of the Company and the Bank. Specifically, credit risk, interest rate risk, liquidity risk, transaction risk, compliance risk, strategic risk, reputation risk, price risk and foreign exchange risk, can all affect the market risk exposure of 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.

## 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 Not Applicable |
| Item 5 | - | Other Information Not Applicable |
| Item 6 | - | Exhibits and Reports on Form 8-K |
|  |  | (a) Exhibits |
|  |  | None |
|  |  | (b) Reports on Form 8-K |
|  |  | None |

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized

CVB FINANCIAL CORP.
(Registrant)
/s/ Edward J. Biebrich Jr.
Edward J. Biebrich Jr.
Chief Financial Officer

