# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 <br> <br> FORM 8-K 

 <br> <br> FORM 8-K}

Current Report
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report (Date of earliest event reported): October 20, 2021

## CVB FINANCIAL CORP. <br> (Exact name of registrant as specified in its charter)

California
(State or other jurisdiction of
incorporation or organization)

## 000-10140

(Commission file number)

## 95-3629339

(I.R.S. employer identification number)

701 North Haven Avenue, Ontario, California
91764
(Address of principal executive offices)
Registrant's telephone number, including area code: (909) 980-4030

## Not Applicable

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (See General Instruction A.2. below):
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

| Title of each class | Trading Symbol(s) | Name of each exchange on which registered |
| :---: | :---: | :---: |
| Common Stock, No Par Value | CVBF | The Nasdaq Stock Market, LLC |

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter). Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

## Item 7.01 Regulation FD Disclosure.

The Chief Executive Officer and Chief Financial Officer of CVB Financial Corp. (the "Company") will make presentations to institutional investors at various meetings throughout the fourth quarter of 2021. The October 2021 slide presentation, updated to reflect third quarter 2021 financial information, is included as Exhibit 99.1 of this report. The information in this report (including Exhibits 99.1) shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other documents filed under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by the specific reference in such filing. A copy of the slide presentation will be also available on the Company's website at www.cbbank.com under the "Investors" tab.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit No.
99.1

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## Description

Copy of the CVB Financial Corp. October 2021 slide presentation.
Cover Page Interactive Data File (embedded within the Inline XBRL document)

## 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 hereunto duly authorized.

## CVB FINANCIAL CORP.

(Registrant)

Date: October 21, 2021
By: /s/ E. Allen Nicholson
E. Allen Nicholson

Executive Vice President and Chief
Financial Officer

##  <br> CVB Financial Corp.

## October 2021

## Forward Looking Statements

Certain matters set forth herein (including the exhibits hereto) constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 , including forward-looking statements relating to the Company's current business plans and expectations and our future financial position and operating results. Words such as "will likely result", "aims", "anticipates", "believes", "could", "estimates", "expects", "hopes", "intends", "may", "plans", "projects", "seeks", "should", "will," "strategy", "possibility", and variations of these words and similar expressions help to identify these forward-looking
 projected. These risks and uncertainties include, but are not limited to, local, regional, national and international economic and market conditions, political events and public health developments and the impact they may have on us, our customers and our assets and liabilities; our ability to attract deposits and other sources of funding or liquidity; supply and demand for commercial or residential real estate and periodic deterioration in real estate prices and/or values in California or other states where we lend; a sharp or prolonged slowdown or decline in real estate construction, sales or leasing activities; changes in the financial



 response to the current national emergency declared in connection with the COVID-19 pandemic; the impact of the federal CARES Act and the significant additional lending activities undertaken by the Company in
 new borrower and loan eligibility, forgiveness and audit criteria; the effects of the Company's participation in one or more of the new lending programs recently established by the Federal Reserve, including the Main Street New Loan Facility, the Main Street Priority Loan Facility and the Nonprofit Organization New Loan Facility, and the impact of any related actions or decisions by the Federal Reserve Bank of Boston and its special purpose vehicle established pursuant to such lending programs; the effect of changes in other pertinent lans, regulations and applicable judicial decisions (including laws, regulations and judicial decisions
 lending rules and regulations, the Community Reinvestment Act, employment, executive compensation, insurance, cybersecurity, vendor management, customer and employee privacy, and information security technology) with which we and our subsidiaries must comply or believe we should comply or which may otherwise impact us; changes in estimates of future reserve requirements and minimum capital requirements, based upon the periodic review thereof under relevant regulatory and accounting standards, including changes in the Basel Committee framework establishing capital standards for bank credit, operations and market risks; the accuracy of the assumptions and estimates and the absence of technical error in implementation or calibration of models used to estimate the fair value of financial instruments or currently expected credit losses or delinquencies; inflation, changes in market interest rates, securities market and monetary fluctuations; changes in government-established interest rates, reference rates or monetary policies, including the possible imposition of negative interest rates on bank reserves; the impact of the anticipated phase-out of the London Interbank Offered Rate (LIBOR) on interest rate indexes specified in certain of our customer loan agreements and in our interest rate swap arrangements, including any economic and compliance effects related to the expected change from LIBOR to an alternative reference rate; changes in the amount, cost and availability of deposit insurance; disruptions in the infrastructure that supports our business and the communities where we are located, which are concentrated in California, involving or related to public health, physical site access and/or communication facilities; cyber incidents, attacks, infiltrations, exfiltrations, or theft or loss of any Company, customer or employee data or money: political developments, uncertainties or instability, catastrophic events, acts of war or terrorism, or natural disasters, such as earthquakes, drought, the effects of pandemic diseases, climate change or extreme weather events, that may affect electrical,
 and implementation of new banking products and services and the perceived overall value of these products and services by our customers and potential customers; the Company's relationships with and reliance upon outside vendors with respect to certain of the Company's key internal and external systems, applications and controls; changes in commercial or consumer spending, borrowing and savings patterns, preferences or

 banks and other financial services and technology providers; competition and innovation with respect to financial products and services by banks, financial institutions and non-traditional providers including retail
 fluctuations in the price of the Company's common stock or other securities, and the resulting impact on the Company's ability to raise capital or to make acquisitions; the effect of changes in accounting policies and practices, as may be adopted from time-to-time by the principal regulatory agencies with jurisdiction over the Company, as well as by the Public Company Accounting Oversight Board, the Financial Accounting Standards Board and other accounting standard-setters; changes in our organization, management, compensation and benefit plans, and our ability to recruit and retain or expand or contract our workforce, management team, key executive positions and/or our board of directors; our ability to identify suitable, qualified replacements for any of our executive officers who may leave their employment with us, including our

 results of regulatory examinations or reviews; our ongoing relations with our various federal and state regulators, including the SEC, Federal Reserve Board, FDIC and California DFPI; our success at managing the risks involved in the foregoing items and all other factors set forth in the Company's public reports, including our Annual Report on Form I0-K for the year ended December 31, 2020, and particularly the discussion of risk factors within that document. Among other risks, the ongoing COVID-19 pandemic may significantly affect the banking industry, the health and safety of the Company's employees, and the Company's business prospects. The ultimate impact of the COVID-19 pandemic on our business and financial results will depend on future developments, which are highly uncertain and cannot be predicted, including the scope and duration of the pandemic, the impact on the economy, our customers, our employees and our business partners, the safety, effectiveness, distribution and acceptance of vaccines developed to mitigate the pandemic, and actions taken by governmental authorities in response to the pandemic. The Company does not undertake, and specifically disclaims any obligation, to update any forward-looking statements to reflect occurrences or unanticipated events or circumstances after the date of such statements, except as required by law. Any statements about future operating results, such as those concerning accretion and dilution to the Company's carnings or shareholders, are for illustrative purposes only, are not forecasts, and actual results may differ.

## CVB Financial Corp. (CVBF)

- Total Assets:
- Gross Loans:
- Total Deposits (Including Repos):
- Total Equity:
\$16.2 Billion
\$ 7.8 Billion
\$13.6 Billion
\$ 2.0 Billion
> Largest financial institution headquartered in the Inland Empire region of Southern California. Founded in 1974.


## Bank Accomplishments \& Ratings

> 178 Consecutive Quarters of Profitability
> 128 Consecutive Quarters of Cash Dividends
> Ranked \#1 Forbes, 2021 Best Banks in America (January 2021)
> Ranked \#1 Forbes, 2020 Best Banks in America (January 2020)
> Ranked \#4 Forbes, 2019 Best Banks in America (January 2019)
> Ranked \#2 Forbes, 2017 Best Banks in America (January 2017)
> Ranked \#1 Forbes, 2016 Best Banks in America (January 2016)
> BauerFinancial Report

- Five Star Superior Rating (December 2020)
* 47 Consecutive Quarters
> Fitch Rating
- BBB+ (July 2021)
> One of the 10 largest bank holding companies in CA



## Our Vision

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

## Target Customer

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

- Annual revenues of $\$ 1$-300 million
- Top $25 \%$ in their respective industry
- Full relationship banking
- Build 20-year relationships


## Three Areas of Growth



## Acquisition Strategy

## Banks:

> Target size: $\$ 1$ billion to $\$ 8$ billion in assets
> Financial \& Strategic
> In-market and/or adjacent geographic market (California)

## Banking Teams:

> In-market
> New markets

## Q3 2021 Financial Highlights

- ROATCE $=14.62 \%$

Profitability

- ROAA $=1.26 \%$
- $\mathrm{NIM}=2.89 \%$
- Efficiency Ratio = 42.27\%


## Income Słatement

- Net Income $=\$ 49.8$ million
- $\$ 4.0$ million recapture of provision for credit losses
- Diluted EPS $=\$ 0.37$
- $\quad \sim 6 \%$ annualized core loan growth in Q3
- $\$ 1.7$ billion increase in investment portfolio vs. 2020 YE

Balance Sheet

- $\quad>\$ 14$ billion in average earning assets
- $\quad>\$ 13$ billion in total deposits and customer repos
- $\$ 1.4$ billion increase in deposits \& customer repos vs. 2020 YE
- $64 \%$ of total deposits noninterest bearing


## Asset Quality

- Net recoveries (charge-offs) Q3 $=\$ 22,000 /$ YTD $=(\$ 2.8)$ million
- NPA/TA $=0.05 \%$ (NPA $=\$ 8.4$ million)
- Classified loans $=\$ 49$ million or $0.63 \%$ of total loans
- $\mathrm{ACL}=\$ 65.4$ million or $112 \%$ of NPL and classified loans


## Capital

- TCE Ratio $=8.9 \%$
- CETI Ratio = 14.9\%
- Total Risk-Based Ratio $=15.7 \%$


## Selected Ratios

|  |  | 2018 | 2019 | 2020 | Q3'20 | Q2'21 | Q3'21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Performance | ROATCE | 15.18\% | 17.56\% | 14.25\% | 15.20\% | 15.60\% | 14.62\% |
|  | NIM | 4.03\% | 4.36\% | $3.59 \%$ | 3.34\% | 3.06\% | 2.89\% |
|  | Cost of Funds | 0.16\% | 0.24\% | 0.13\% | 0.11\% | 0.05\% | 0.04\% |
|  | Efficiency Ratio | 45.83\% | 40.16\% | 41.40\% | 42.57\% | 40.05\% | 42.27\% |
|  | NIE \% Avg. Assets | 1.89\% | 1.76\% | 1.49\% | 1.44\% | 1.23\% | 1.22\% |
| Credit Quality | NPA \% Total Assets | 0.18\% | 0.09\% | 0.12\% | 0.12\% | 0.05\% | 0.05\% |
|  | Net Charge-Offs (Recoveries) to Avg. Loans | (0.04\%) | 0.00\% | 0.00\% | 0.00\% | 0.01\% | 0.00\% |
| Capital | TCE Ratio | 10.5\% | 12.2\% | 9.6\% | 9.8\% | 9.2\% | 8.9\% |
|  | CEII Ratio | 13.0\% | 14.8\% | 14.8\% | 14.6\% | 15.1\% | 14.9\% |
|  | Total Risk-Based Capital Ratio | 14.1\% | 16.0\% | 16.2\% | 16.1\% | 15.9\% | 15.7\% |

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## SBA Paycheck Protection Program

## Summary - Round 1

- Originated and funded more than 4,000 PPP loans for greater than $\$ 1.1$ billion
- $\$ 1.07$ billion forgiven thru September 30, 2021 ~ 99+\% forgiven

Total Fees of $\sim \$ 35$ million recognized in Net Interest Income Q3'21 = \$1.5 million / 2021 YTD $=\$ 13.6$ million / FY $2020=\$ 21.4$ million

## Summary - Round 2

- Originated and funded more than 1,900 PPP loans for $\$ 420$ million
- $\$ 134$ million forgiven thru September 30, 2021

Total Fees of $\sim \$ 16$ million recognized in Net Interest Income

$$
\text { Q3'21 = \$5.2 million / } 2021 \text { YTD = \$7.2 million }
$$

## Net Income \& Pretax-Pre Provision Income



## Core Loan Growth



## Net Interest Income and NIM

(\$ in Millions)

$\square$ Discount Accretion $\square$ PPP interest/fees

$\leadsto$ Earning Asset Yield $\simeq-$ Net Interest Margin
Cost of Funds

## Asset Sensitive Balance Sheet

CVBF's net interest income sensitivity is $+21 \%^{*}$ when rates are ramped up 200bps over a 12 month time horizon
$\mathbf{4 5 \%}$ of earning assets combined between Federal Reserve balance and investment portfolio

Q3 2021
Average Earning Assets $\$ 14.4$ Billion

$>63 \%$ of Banks funding from
Noninterest-bearing deposits

Q3 2021
Average Total Deposits \& Customer Repos
\$13.3 Billion


CVBF's Cost of Funds increased from 9 bps to 17 bps from 2014 to end of 2018, compared to a 225 bps increase in Fed Funds Rate

## Dividends - 128 Consecutive Quarters



## Strong Capital Ratios


cbbank.com * Source: SNL Financial-peers represent public CA, AZ, HI, NV, OR \& WA banks and thrifts with assets $\$ 2-\$ 35$ billion

## Credit Quality

NPA \% Total Assets


Classified Loans \% Total Loans


Net Charge-Offs (Recoveries) to Average Loans


## CECL Update

## Highlights

Allowance for Credit Losses - by Loan Type

| $\checkmark$ \$4MM recapture of credit losses in Q3 2021 |  |  |  |
| :---: | :---: | :---: | :---: |
| Lifetime historical loss models - Macroeconomic variables include GDP, Unemployment Rate, \& CRE price index |  |  |  |
| $\checkmark$ Weighting of multiple forecasts |  |  |  |
| Key Economic Assumptions - Weighted Forecast |  |  |  |
|  | FY'21 | FY'22 | FY'23 |
| GDP \% Change | 5.7\% | 2.3\% | 2.1\% |
| Unempl. Rate | 5.7\% | 5.6\% | 5.3\% |

## Q3 2021 Allowance by Porffolio



| (\$ in Millions) | 06/30/2021 |  | 09/30/2021 |  | Variance |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Segmentation | ACL <br> Balance | $\%$ of <br> Loans | ACL <br> Balance | \% of <br> Loans | ACL <br> Balance | $\%$ of <br> Loans |
| C\&1 | \$5.7 | 0.8\% | \$4.9 | 0.6\% | \$(0.8) | -0.2\% |
| SBA | \$2.5 | 0.9\% | \$2.9 | 1.0\% | \$0.4 | 0.1\% |
| Real estate: |  |  |  |  |  |  |
| Commercial RE | \$55.2 | 1.0\% | \$52.3 | 0.9\% | \$(2.9) | -0.1\% |
| Construction | \$1.8 | 2.1\% | \$1.1 | 1.4\% | \$(0.7) | -0.7\% |
| SFR Mortgage | \$0.3 | 0.1\% | \$0.2 | 0.1\% | \$(0.1) | 0.0\% |
| Dairy \& livestock | \$2.8 | 1.1\% | \$3.2 | 1.1\% | \$0.4 | 0.0\% |
| Municipal lease | \$0.0 | 0.1\% | \$0.1 | 0.2\% | \$0.1 | 0.1\% |
| Consumer and other | \$1.0 | 1.3\% | \$0.7 | 1.0\% | \$(0.3) | -0.3\% |
| Sub Total (Excluding PPP) | \$69.3 | 0.9\% | \$65.4 | 0.9\% | \$(3.9) | 0.0\% |
| PPP | \$0.0 | 0.0\% | \$0.0 | 0.0\% | \$0.0 | 0.0\% |
| Total | \$69.3 | 0.9\% | \$65.4 | 0.8\% | \$(3.9) | -0.1\% |

- Commercial real estate: $80 \%$
- Commercial and industrial: $8 \%$
- Dairy \& livestock and agribusiness: $5 \%$
- SBA: 4\%
- Construction: $2 \%$
- Consumer and other loans: $1 \%$
- SFR mortgage: 0\%
- Municipal lease finance receivable: 0\%
- PPP: 0\%


## Loans by Type



## Loans by Region

|  | \# of <br> Center <br> Locations <br> $(9 / 30 / 21)$ | Average <br> Loans per <br> Location | Total Loans <br> $(9 / 30 / 21)$ | $\%$ |
| :--- | :---: | ---: | ---: | ---: |
| Los Angeles County | 21 | $\$ 155,841$ | $\$$ | $3,272,657$ |
| Central Valley | 10 | 138,963 | $1,389,634$ | $17.7 \%$ |
| Orange County | 10 | 103,423 | $1,034,232$ | $13.2 \%$ |
| Inland Empire <br> (Riverside \& San Bernardino Counties) | 10 | 100,968 | $1,009,682$ | $12.9 \%$ |
| Central Coast | 5 | 91,567 | 457,836 | $5.8 \%$ |
| San Diego | 2 | 124,239 | 248,478 | $3.2 \%$ |
| Other California |  |  | 145,338 | $1.8 \%$ |
| Out of State |  |  |  | 291,663 |

## Commercial Real Estate Loans

Collateral Type


Owner/Non-Owner Occupied


## CRE by Collateral

Origination Year

| Collateral Type | Balance (S in Millions) |  | \% of Owner Occupied | LTV at Origination | $\begin{gathered} \text { Avg. Size } \\ \text { (\$ in } \\ \text { Thousands) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Industrial | \$ | 1,946 | 51\% | 51\% | \$ | 1,466 |
| Office |  | 1,046 | 23\% | 56\% |  | 1,676 |
| Retail |  | 810 | 11\% | 48\% |  | 1,726 |
| Multi-Family |  | 646 | 2\% | 50\% |  | 1,545 |
| Other |  | 580 | 55\% | 48\% |  | 1,433 |
| Farmland |  | 354 | 97\% | 47\% |  | 2,229 |
| Medical |  | 296 | 38\% | 59\% |  | 1,699 |
| Hospitality |  | 57 | 28\% | 42\% |  | 1,433 |
| Total | \$ | 5,735 | 37\% | 51\% | \$ | 1,586 |

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## C\&I by Industry

| Industry | Balance <br> (\$ in Millions) | \% of <br> C\&1 <br> Total |
| :--- | ---: | :---: |
| Real Estate Rental and Leasing | \$ 145 | $19 \%$ |
| Manufacturing | 128 | $17 \%$ |
| Wholesale Trade | 84 | $11 \%$ |
| Construction | 54 | $7 \%$ |
| Health Care and Social Assistance | 52 | $7 \%$ |
| Arts, Entertainment, and Recreation | 48 | $6 \%$ |
| Transportation and Warehousing | 34 | $4 \%$ |
| Professional, Scientific, and Technical | 31 | $4 \%$ |
| Services | 28 | $4 \%$ |
| Public Administration | 166 | $21 \%$ |
| Other* | 770 | $100 \%$ |
| Total |  |  |



Includes Retail Trade (\$21MM or 3\% of C\&I loans)

- Includes Accommodation and Food Services ( $\$ 13 \mathrm{MM}$ or $\mathbf{2 \%}$ of C\&I loans) $4 \%$


## Line Utilization Trends



## Loan Interest Income

(\$ in Millions)

Q2 2021 vs Q3 2021<br>- Increase ■ Decrease ■ Total

## Q3 2020 vs Q3 2021 <br> ■ Increase ■ Decrease ■ Total



## Deposits by Region

| (000's) | \# of Center Locations (9/30/21) | Total Deposits (6/30/21) | Total Deposits (9/30/21) | Average Deposits per Center (9/30/21) |
| :---: | :---: | :---: | :---: | :---: |
| Los Angeles County | 21 | \$ 5,575,916 | \$ 5,535,260 | \$ 263,584 |
| Inland Empire (Riverside \& San Bernardino Counties) | 10 | 3,794,062 | 4,071,286 | 407,129 |
| Orange County | 10 | 1,795,132 | 1,843,139 | 184,314 |
| Central Valley | 10 | 1,586,428 | 1,646,925 | 164,693 |
| Central Coast | 5 | 390,358 | 399,766 | 79,953 |
| San Diego | 2 | 95,421 | 90,689 | 45,344 |
| Other |  | 9,947 | 2,730 |  |
| Total | 58 | \$13,247,264 | \$ 13,589,795 | \$ 234,307 |
| Average Cost of Deposits* | (Annualized) | 0.05\% | 0.04\% |  |

*Includes Customer Repurchase Agreements.
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## Cost of Deposits



Source: SNL Financial-peers represent public CA, AZ, HI, NV, OR \& WA banks and thrifts with assets $\$ 2-\$ 35 B$
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## Current and Planned <br> Client Technology Solutions



## Leveraging technology and data to better serve our clients

## Digital Online Banking

- Powerful personal and business mobile apps with Remote Deposit
- Personal financial management integration
- Same-day ACH
- Intuitive and customizable targeted Online Banking training
- Zelle ${ }^{\circledR}$ person-to-person payments
- Digital solutions for online, contactless, and mobility payments and notification alerts
- End-to-end Treasury Management digital onboarding


## Technology Solutions

- Intelligent asset management tools for marketing distribution and business intelligence usage
- Enhanced Debit Card management and client controls
- Secure file transfer platform for payments
- Third-party accounting platform integrations
- Integrated Receivables and Payables
- Remote Deposit Capture and Image Cash letter services
- Advanced merchant payment technology, integration, and intuitive client decision portal
- Robotic Process Automation


## T CVB Financial Corp.

Appendix
Non-GAAP Reconciliation

## Reconciliation of Return on Average Tangible Common Equity (Non-GAAP)

The return on average tangible common equity is a non-GAAP disclosure. We use certain non-GAAP financial measures to provide supplemental information regarding our performance. We believe that presenting the return on average tangible common equity provides additional clarity to the users of our financial statements.

|  | For the Year Ended December 31, |  |  |  |  |  | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  | 2019 |  | 2020 |  | $\begin{gathered} \hline \text { September 30, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \hline \text { June } 30 \text {, } \\ 2021 \end{gathered}$ |  | September 30, 2021 |  |
|  | (Dollars in thousands) |  |  |  |  |  |  |  |  |  |  |  |
| Net Income | \$ | 152,003 | \$ | 207,827 | \$ | 177,159 | \$ | 47,492 | \$ | 51,179 | \$ | 49,753 |
| Add: Amortization of intangible assets |  | 5,254 |  | 10,798 |  | 9,352 |  | 2,292 |  | 2,167 |  | 2,014 |
| Less: Tax effect of amortization of intangible assets [1] |  | $(1,553)$ |  | $(3,192)$ |  | (2,765) |  | (678) |  | (641) |  | (595) |
| Tangible net income | \$ | 155,704 | \$ | 215,433 | \$ | 183,746 | \$ | 49,106 | \$ | 52,705 | \$ | 51,172 |
| Average stockholders' equity | \$ | 1,382,392 | \$ | 1,939,961 | \$ | 1,991,664 | \$ | 1,985,842 | \$ | 2,048,956 | \$ | 2,080,238 |
| Less: Average goodwill |  | $(330,613)$ |  | $(665,026)$ |  | $(663,707)$ |  | $(663,707)$ |  | $(663,707)$ |  | $(663,707)$ |
| Less: Average intangible assets |  | $(26,055)$ |  | $(48,296)$ |  | $(38,203)$ |  | $(37,133)$ |  | $(30,348)$ |  | $(28,240)$ |
| Average tangible common equity | \$ | 1,025,724 | \$ | 1,226,639 | \$ | 1,289,754 | \$ | 1,285,002 | \$ | 1,354,901 | \$ | 1,388,291 |
| Return on average equity, annualized [2] |  | 11.00\% |  | 10.71\% |  | 8.90\% |  | 9.51\% |  | 10.02\% |  | 9.49\% |
| Return on average tangible common equity, annualized [2] |  | 15.18\% |  | 17.56\% |  | 14.25\% |  | 15.20\% |  | 15.60\% |  | 14.62\% |
| [1] Tax effected at respective statutory rates. <br> [2] Annualized where applicable. |  |  |  |  |  |  |  |  |  |  |  |  |

## Reconciliation of PTPP Return on Average Assets (Non-GAAP)

The Pretax-pre provision income ("PTPP") return on average assets is a non-GAAP disclosure. We use certain nonGAAP financial measures to provide supplemental information regarding our performance. We believe that presenting the return on average tangible common equity provides additional clarity to the users of our financial statements.

|  | Year Ended December 31, |  |  |  |  |  | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  | 2019 |  | 2020 |  | September 30, 2020 |  | $\begin{gathered} \text { June 30, } \\ 2021 \end{gathered}$ |  | September 30, 2021 |  |
|  | (Dollars in thousands) |  |  |  |  |  |  |  |  |  |  |  |
| Net Income | \$ | 152,003 | \$ | 207,827 | \$ | 177,159 | \$ | 47,492 | \$ | 51,179 | \$ | 49,753 |
| Add: (Recapture of) provision for credit losses |  | 1,500 |  | 5,000 |  | 23,500 |  | - |  | $(2,000)$ |  | $(4,000)$ |
| Add: Income tax expense |  | 59,112 |  | 83,247 |  | 72,361 |  | 19,398 |  | 20,500 |  | 19,930 |
| Pretax-pre provision income | \$ | 212,615 | \$ | 296,074 | \$ | 273,020 | \$ | 66,890 | \$ | 69,679 | \$ | 65,683 |
| Average total assets | \$ | 9,512,669 | \$ | 11,302,901 | \$ | 12,929,813 | \$ | 13,727,176 | \$ | 15,190,144 | \$ | 15,673,261 |
| Return on average assets [1] |  | 1.60\% |  | 1.84\% |  | 1.37\% |  | 1.38\% |  | 1.35\% |  | 1.26\% |
| PTPP Return on average assets [1] |  | 2.24\% |  | 2.62\% |  | 2.11\% |  | 1.94\% |  | 1.84\% |  | 1.66\% |

[1] Annualized where applicable.


## CVB Financial Corp.

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