## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

$\qquad$

## Current Report Pursuant <br> to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report: April 30, 2004

Commission file number: 0-10140

## CVB Financial Corp.

Incorporated pursuant to the Laws of California

Internal Revenue Service - Employer Identification No. 95-3629339
701 North Haven Avenue, Ontario, California 91764
(909) 980-4030

## Item 12. Results of Operations and Financial Condition

On April 23, 2004, CVB Financial Corp. issued a press release setting forth its first quarter 2004 earnings. A copy of this press release is attached hereto as Exhibit 99.1, incorporated herein by reference. This press release includes certain non-GAAP financial measures. A reconciliation of these measures to the most comparable GAAP measures is included as part of Exhibit 99.1.

## 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.

Date: April 30, 2004
By: /s/ Edward J. Biebrich, Jr.
Edward J. Biebrich, Jr.
Executive Vice President and Chief
Financial and Accounting Officer

## Exhibit Index

## For Immediate Release

Contact: D. Linn Wiley<br>President and Chief Executive Officer<br>(909) 980-4030

## CVB Financial Corp. Reports First Quarter Earnings

Ontario, CA - April 23, 2004 - CVB Financial Corp. (NASDAQ:CVBF) today announced net income for the first quarter of 2004 of $\$ 10.1$ million. This represents a decrease of $\$ 2.6$ million when compared with net income of $\$ 12.7$ million reported for the first quarter of 2003 . Net income was $\$ 0.20$ per diluted share for the first quarter of 2004, compared with the $\$ 0.26$ per diluted share for 2003 . The reduction in net income was the result of a $\$ 6.3$ million write-down of two issues of preferred stock issued by the Federal Home Loan Mortgage Corporation (Freddie Mac).

Without this write-down, the Company would have had net income of $\$ 14.3$ million for the first quarter of 2004. This would have resulted in an increase of $\$ 2.1$ million, or $17.52 \%$, when compared with the net earnings from operations of $\$ 12.1$ million for the first quarter of 2003 . Net income from operations excludes the effects of the "other-than-temporary impairment" write down and gains on sale of investment securities.

The Company owns two issues of Freddie Mac preferred stock. The first issue was acquired in March of 2001 and consists of a $\$ 40.0$ million preferred security with an interest rate based on the twelve-month LIBOR interest rate. The second issue was purchased in October of 2001 and consists of a $\$ 23.8$ million preferred security with interest based on the three-month LIBOR interest rate. LIBOR is the London Interbank Offered Rate, a common international interest rate index. The interest rate is variable and adjusts every twelve months on the first issue and every three months on the second issue. These securities have AA- credit ratings from the securities credit rating agencies. Both of the securities are callable by Freddie Mac at par.

Although these securities are technically equity securities, experts in the investment industry recognize that this type of security performs like a bond or a debt security. They are priced like a bond, and they are analyzed like a bond for investment purposes. In spite of having these bond characteristics, the Company was required to write the securities down $\$ 6.3$ million solely because they do not have specific maturity dates. A maturity date would provide a date certain when the security would be redeemed at par or face value.

The value of these two securities increases and decreases with the fluctuation in interest rates. They increase in value when interest rates rise, and they decline in value when interest rates fall. These securities have had market values above and below their face values during the term of ownership. Current interest rates are at 45 -year lows, and this resulted in the $\$ 6.3$ million loss position as of March 31, 2004. It is expected that these investments will increase in value as interest rates rise. In fact, recent increases in the LIBOR interest rates have resulted in an increase in the value of these securities since March 31, 2004. However, accounting convention precludes the recognition of this increase in value until the security is sold.

The $\$ 6.3$ million charge was prompted by an interpretation by the Emerging Issues Task Force of the American Institute of Certified Public Accountants in March of 2004 when it released its Issue No. 03-1 regarding the definition of "other-than-temporary impairment" of investments. This release established a three-step process for analyzing and evaluating an "other-than-temporary impairment" of an investment. As a result of this release, the accounting profession determined that an equity security must be considered "other-than-temporary impaired" if there is a material reduction in the market value of the equity security from its book value. This is regardless of the characteristics of the equity security.

The Company has a thorough asset and liability management program. This program and the attendant asset and liability practices are designed to minimize the effects of interest rate fluctuations on the earnings of the Company. This includes a blend of variable rate assets and fixed rate intended to smooth these interest rate fluctuations over interest rate cycles. The two Freddie Mac securities were acquired as a small part of this strategy.

Investment securities totaled $\$ 1.94$ billion as of March 31, 2004. These securities all have specific maturity dates, except the two Freddie Mac securities which were subjected to the $\$ 6.3$ million charge. It is also noted that the investment portfolio had a $\$ 40.8$ million unrealized gain at the end of the quarter. However, as mentioned earlier, these gains cannot be recognized unless and until the securities are sold.

Total assets of the Company were a record $\$ 4.0$ billion as of March 31, 2004. This is an increase of $\$ 615.2$ million, or $18.12 \%$, when compared with total assets of $\$ 3.40$ billion on March 31, 2003. Total deposits of $\$ 2.70$ billion were up $\$ 378.8$ million, or $16.32 \%$, over the total deposits of $\$ 2.32$ billion at the same time last year. Gross loans and leases grew to $\$ 1.81$ billion. They rose $\$ 354.8$ million, or $24.34 \%$, from $\$ 1.46$ billion in 2003. The Wealth Management Group has over $\$ 1.1$ billion in assets under administration.

CVB Financial Corp. reported $\$ 0.7$ million in non-performing assets. This represents a ratio of non-performing assets to total assets of $0.02 \%$ as of March $31,2004$. In addition, the allowance for loan and lease losses of $\$ 22.0$ million represented $1.21 \%$ of gross loans and leases, and 3,060.50\% of non-performing loans. This compares with an allowance for loan and lease losses of $\$ 21.6$ million on March 31, 2003, which represented $1.48 \%$ of gross loans and leases and $1,949.14 \%$ of non-performing loans.

CVB Financial Corp. is the holding company for Citizens Business Bank. The Bank is the largest financial institution headquartered in the Inland Empire region of Southern California. It serves 30 cities with 37 business financial centers in the Inland Empire, Los Angeles County, Orange County and the Central Valley areas of California.

Citizens Business Bank was recently recognized at the Annual Strategic Issues Summit with the "Market Cap" Award. This Award was presented to recognize the Company for producing a return to its original shareholders of $41,034 \%$ - over 400 times the original investment. This is the highest return in the history of the banking industry in California. The Strategic Issues Summit is co-sponsored by Carpenter \& Company and the California Bankers Association.

Shares of CVB Financial Corp. common stock are listed on the NASDAQ under the ticker symbol of CVBF. For investor information on CVB Financial Corp. visit our Citizens Business Bank website at www.cbbank.com and click on the CVB Stock tab.

## Safe Harbor

This document may contain forward-looking statements that are subject to risks and uncertainties that could cause actual results to differ materially from those projected. For a discussion of factors that could cause actual results to differ, please see the publicly available Securities and Exchange Commission filings of CVB Financial Corp., including its Annual Report on Form 10-K for the year ended December 31, 2003, and particularly the discussion on risk factors within that document.

CVB FINANCIAL CORP.

## CONSOLIDATED BALANCE SHEET

(unaudited)
dollars in thousands

| March 31, |  | December 31, |
| :---: | :---: | :---: |
| 2004 | 2003 | 2003 |

## Assets:

Federal funds sold and reverse repos
Investment Securities available-for-sale
Investment in stock of Federal Home Loan Bank(FHLB)
Loans and lease finance receivables Less allowance for credit losses

Net loans and lease finance receivables
Total earning assets
Cash and due from banks
Premises and equipment, net
Goodwill and intangibles
Cash value of life insurance
Other assets
TOTAL

Liabilities and Stockholders' Equity
Liabilities:
Deposits:
Demand Deposits(noninterest-bearing) Investment Checking
Savings/MMDA
Time Deposits
Total Deposits
Demand Note to U.S. Treasury
Borrowings
Junior Subordinated Debentures
Other liabilities
Total Liabilities
Stockholders' equity:
Stockholders' equity
Accumulated other comprehensive income
(loss), net of tax

| $\$ \quad 1,153,994$ |
| :---: |
| 223,561 |
| 798,875 |
| 522,826 |
| $-\cdots-\cdots$ |
| $2,699,256$ |
| 1,829 |
| 885,900 |
| 82,476 |
| 44,026 |
| --------1 |
| $3,713,487$ |

893,067
196,958
665,983
564,487
$-\cdots-\cdots-\cdots$
$2,320,495$

1,142,330 227, 031 732,992 558, 157
2,660,510
3, 834
786,500 82, 476 35, 593

3,568,913
3,128,578
272, 769
23,660
--------29
296,429
23,48
268, 156
17,280
\$ 4, 009, 916
=============
266,166
$\$ 3,394,744$
\$
1,902,503
42, 022
1, 812, 487 $(22,005)$

1,790,482
3,735, 007
118, 156
30, 035
26,605
66, 012
34,101
\$
4, 009, 916
=============
\$
1, 865,782
37,966
1,759,941
$(21,282)$
1,738,659
3,642,407
112, 008
31, 069
26,901
15, 800 26, 164
----------
\$ 3, 854, 349

TOTAL

CVB FINANCIAL CORP.
CONSOLIDATED AVERAGE BALANCE SHEET
(unaudited)
dollars in thousands

ollars in thousands

## Assets:

Federal funds sold and reverse repos
Investment securities available-for-sale
Investment in stock of Federal Home Loan Bank(FHLB)
Loans and lease finance receivables
Less allowance for credit losses
Net loans and lease finance receivables
Total earning assets
Cash and due from banks
Premises and equipment, net
Goodwill and intangibles
Cash value of life insurance
Other assets
TOTAL
Three months ended March 31,
2004
$\qquad$

| \$ | 879 | \$ | 889 |
| :---: | :---: | :---: | :---: |
|  | 1,887,734 |  | 1,445,294 |
| ) | 39,590 |  | 23,872 |
|  | 1,766,715 |  | 1,434, 083 |
|  | $(21,734)$ |  | $(21,662)$ |
|  | 1,744,981 |  | 1,412,421 |
|  | 3,673,184 |  | 2,882,476 |
|  | 108,279 |  | 112, 391 |
|  | 30,718 |  | 29,875 |
|  | 26,734 |  | 15,733 |
|  | 34,393 |  | 13,681 |
|  | 52,564 |  | 22,819 |
| \$ | 3, 925, 872 | \$ | 3,076,975 |

## Liabilities:

Deposits:

Noninterest-bearing
Interest-bearing
Total Deposits
Other borrowings
Junior Subordinated Debentures
Other liabilities
Total Liabilities
Stockholders' equity:
Stockholders' equity
Accumulated other comprehensive income (loss), net of tax

TOTAL

| \$ | $\begin{aligned} & 1,102,699 \\ & 1,537,215 \end{aligned}$ | \$ | $\begin{array}{r} 893,495 \\ 1,394,383 \end{array}$ |
| :---: | :---: | :---: | :---: |
|  | 2,639,914 |  | 2,287,878 |
|  | 866,174 |  | 470,519 |
|  | 82,476 |  | - |
|  | 43,600 |  | 51,030 |
|  | 3,632,164 |  | 2,809,427 |
|  | 276,398 |  | 241,916 |
|  | 17,310 |  | 25,632 |
|  | 293,708 |  | 267,548 |
| \$ | 3,925,872 | \$ | 3,076,975 |


|  | For the Three Months Ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 |  | 2003> |  |
| Interest Income: |  |  |  |  |
| Loans, including fees | \$ | 26,250 | \$ | 23,819 |
| Investment securities: |  |  |  |  |
| Taxable |  | 15,728 |  | 12,384 |
| Tax-advantaged |  | 3,971 |  | 4,130 |
| Total investment income |  | 19,699 |  | 16,514 |
| Federal funds sold |  | 2 |  | 12 |
| Total interest income |  | 45,951 |  | 40,345 |
| Interest Expense: |  |  |  |  |
| Deposits |  | 3,683 |  | 4,516 |
| Borrowings and junior subordinated debentures |  | 6,704 |  | 4,590 |
| Total interest expense |  | 10,387 |  | 9,106 |
| Net interest income before provision for credit losses |  | 35,564 |  | 31, 239 |
| Provision for credit losses |  | - |  | - |
| Net interest income after |  |  |  |  |
| provision for credit losses |  | 35,564 |  | 31,239 |
| Other Operating Income: |  |  |  |  |
| Wealth Management services |  | 3,193 |  | 3,696 1,047 |
| Gains on sale of investment securities |  | - |  | 794 |
| Other-than-temporary impairment write down |  | $(6,300)$ |  | - |
| Other |  | 2,126 |  | 1,352 |
| Total other operating income |  | 781 |  | 6,889 |
| Other operating expenses: |  |  |  |  |
| Salaries and employee benefits |  | 11,742 |  | 9,988 |
| Occupancy |  | 1,774 |  | 1,551 |
| Equipment |  | 1,856 |  | 1,492 |
| Professional services |  | 1,121 |  | 682 |
| Amortization of intangible assets |  | 296 |  | 111 |
| Other |  | 4,716 |  | 3,915 |
| Total other operating expenses |  | 21,505 |  | 17,739 |
| Earnings before income taxes |  | 14,840 |  | 20,389 |
| Income taxes |  | 4,768 |  | 7,685 |
| Net earnings | \$ | 10,072 | \$ | 12,704 |


| Basic earnings per common share | \$ | 0.21 | \$ | 0.26 |
| :---: | :---: | :---: | :---: | :---: |
| Diluted earnings per common share | \$ | 0.20 | \$ | 0.26 |
| Cash dividends per common share | \$ | 0.12 | \$ | 0.12 |

All per share information has been retroactively adjusted to reflect the $10 \%$ stock dividend declared on December 17, 2003.
Interest income - (Tax Effective)(te)
Interest Expense
Net Interest income - (te)

Other-than-temporary impairment write-down
Gain(Loss) on sale of securities
$(\$ 6,300)$
Gain on sale of OREO
Return on average assets
Return on average equity
Efficiency ratio
1.67\%
13.79\% 19.25\%

Net interest margin (te)
Weighted average shares outstanding Diluted Basic
Dividend payout ratio
Number of shares outstanding-EOP
Book value per share


## Financial Measure That Supplement GAAP

Our discussions sometimes contain financial information not required to be presented by generally accepted accounting principles (GAAP). We do this to better inform readers of our financial statements. The SEC requires us to present a reconciliation of GAAP presentation with non-GAAP presentation.

The following table reconciles the differences in net earnings with and without the other-than-temporary impairment write down and net gains on sale of investment securities in conformity with GAAP:

Net Earnings Reconciliation (non-GAAP disclosure):

Net earnings without the other-than-temporary impairment write-down and net gain on sale of securities

Other-than-temporary impairment write-down, net of tax
Net gains on sale of securities, net of tax
Reported net earnings

Other-than-temporary impairment write-down
Gains on sale of securities
Tax effect
Net of taxes

| Three months ended 2004 | $\begin{gathered} \text { March 31, } \\ 2003 \end{gathered}$ |
| :---: | :---: |
| \$14,348 | \$12, 209 |
| $(4,276)$ | - |
| - | 495 |
| \$10, 072 | \$12,704 |

$(\$ 6,300)$
2,024
(\$4,276)
( $\$ 4,276$ )

We have presented net earnings without the other-than-temporary impairment write down and the realized gains of investment securities to show shareholders the earnings from operations unaffected by the impact of these items. We believe this presentation allows the reader to more easily determine the operational profit of the Company.

