



(Holding Company for CalPrivate Bank)



Investor Presentation

August 11, 2020

Forward Looking Statements

When used in this presentation, and in any other oral statements made with the approval of an authorized executive officer, the words or phrases “will,” “shall,” “may,” “could,” “should,” “hope,” “might,” “believe,” “expect,” “plan,” “assume,” “intend,” “estimate,” “anticipate,” “project,” “likely,” or similar expressions are intended to identify “forward-looking statements” within the meaning of such term in the Private Securities Litigation Reform Act of 1995.

Private Bancorp of America, Inc. cautions readers that a number of important factors could cause actual results to differ materially from those in the forward-looking statements. These factors include the effects of the COVID-19 pandemic and related government actions on the Bank and its customers, loan losses, economic conditions and competition in the geographic and business areas in which Private Bancorp of America, Inc. operates, our ability to successfully integrate and develop business through the addition of new personnel and facilities and merged banks, whether our efforts to expand loan, product and service offerings will prove profitable, the effects of the bank mergers and acquisitions in our markets, system failures and internet security, inflation, fluctuations in interest rates, legislation and governmental regulation. You should not place undue reliance on forward-looking statements and we undertake no obligation to update those statements whether as a result of changes in underlying factors, new information, future events or otherwise. These factors could cause actual results to differ materially from what Private Bancorp of America, Inc. has anticipated or projected. These factors should be carefully considered by our shareholders and potential investors. Investors should not place undue reliance on any such forward-looking statement, which speaks only as of the date on which it was made.

Where any such forward-looking statement includes a statement of the assumptions or bases underlying such forward-looking statement, Private Bancorp of America, Inc. cautions that, while its management believes such assumptions or bases are reasonable and are made in good faith, assumed facts or bases can vary from actual results, and the differences between assumed facts or bases and actual results can be material, depending on the circumstances. Where, in any forward-looking statement, an expectation or belief is expressed as to future results, such expectation or belief is expressed in good faith and believed to have a reasonable basis, but there can be no assurance that the statement of expectation or belief will be achieved or accomplished.

Investor Snapshot



Headquarters

La Jolla, CA

Exchange: Ticker

OTCQX: PBAM

Outstanding Shares

5.58 Million*

Market Cap

\$70.3 Million*

Market Makers

6

Customer Focus

High Net Worth Individuals & Small/Mid-Market Businesses

Total Assets

\$1.3 Billion

Branches

6 Branch Locations

* As of August 11, 2020

Company Overview

- Strong momentum in highly attractive coastal Southern California markets
- Management and Board of Directors experienced at building and operating significantly larger institutions through organic growth, de novo branching and acquisitions
- Superior service model for niche client base – Private Banking, Business & Commercial Banking and Real Estate / SBA
- Disciplined underwriting, credit management and origination
- Experienced, cost conscious management team
- Capacity for growth on current expense base and physical locations
- Proven and agile management capability
- Successful implementation of SBA PPP program

Positioned for Increased Earnings, Growth and Efficiency

- Full year of increased net interest income based on 2019 growth in loan balances
- Increased SBA activities and loan sales based on changes in interest rate environment
- Continuing loan and deposit growth albeit at a slower rate given current economic environment
- Fully functioning South Bay (Los Angeles) branch
- Proven ability to access capital markets as demonstrated with 2019 sub-debt and capital offerings
- Strengthened management team with addition of new Chief Financial Officer and Chief Technology Officer as well as the promotion of the Chief Lending Officer to Chief Credit Officer
- Continued cost management resulting in increased operating leverage
- Opportunistic relationship manager team lift-outs, acquisition
- Enhanced Enterprise Risk Management framework

Franchise Overview – Private Bancorp of America

- Headquarters in La Jolla, California
- Bank holding company for CalPrivate Bank
 - CalPrivate Bank founded in 2006
- 6 branch locations, across three counties including:
 - South Bay LA (Opened January 2019)
 - Beverly Hills LA (Opened in 2017)
- Board and Management are invested and well respected in the Community

<i>Market Demographics</i>			
	San Diego County	Orange County	Los Angeles County
Population	3,370,232	3,211,511	10,173,286
Median Household Income	\$83,478	\$94,007	\$71,405



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Experienced Leadership Team

- Senior management team with over two centuries of lending experience at larger institutions
- Board of Directors with extensive banking and acquisition experience
- Board and management own over 25% of PBAM

Key Members	Position	Experience
Selwyn Isakow	Chairman	Founder; Over 33 years in banking and private equity; Former Director of NYSE companies
Thomas V. Wornham	CEO & Director	30 years at Well Fargo. Nine years as EVP and Regional Manager, Wholesale banking. Managed regional Commercial Banking offices in Northern and Southern California
Rick L. Sowers	President & Director	Former President of Plaza Bank and Bank of Manhattan. 10 years in banking Senior Management positions after 12 years of Bank consulting
Richard Pimentel	CFO	Former Corporate Finance Officer at Hanmi Bank, CFO of Pan American Bank and Bank of Manhattan with 20 years banking experience
Robert Llorens	CCO	Former Chief Credit Officer of Plaza Bank with over four decades of banking experience
Ernest Rady	Director	Former Chairman and CEO of Westcorp (sold to Wachovia for \$3.9 billion)
James R. Parks	Director	Heads the LA office of CBIZ MH, LLC and is Chairman of Realty Center Management with over 40 years of public accounting experience
Leon Kassel	Director	Former Chairman and CEO of various successful community banks (First National Bank)
David Engelman	Director	Former CEO of Mortgage Guaranty Insurance Corp. a \$2.2 billion mortgage insurance company
Brett Lawrence	Director	SVP Investments at Rancho Mission Viejo and previously served on the boards of Plaza Bank and Bank of Manhattan
Richard A. Smith	Director	Over 40 years of banking experience. Formerly founded The Private Bank of California
Lorraine Segil	Director	Former CEO of various companies in Aerospace, Health Care and Strategic Alliance Consulting and 13 years of board experience

History

Embarcadero Bank gains charter, begins operations

2006



San Diego Private Bank Merger

2013



Tom Wornham becomes President & CEO of San Diego Private Bank

2015



Completes capital raise of \$17 million

Change Bank name to CalPrivate Bank

2018



Open South Bay Los Angeles Branch

2019



Announced CEO succession plan

2020



2011
Acquires Coronado First Bank

2011



2014
Completes assumption of First Security Business Bank loans and deposits

2014



Holding company Private Bancorp of America, Inc. is formed

Repurchases 9.9% of outstanding common stock

2017
Opens Beverly Hills Branch

2017



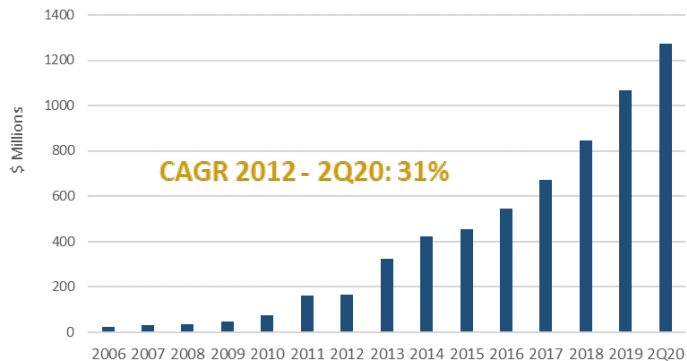
Name Rick L. Sowers President of the Bank

\$18 million sub-debt offering

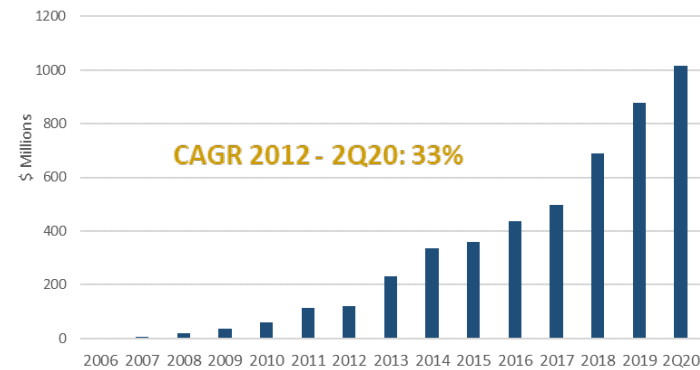
\$10 million capital offering

SBA PPP implemented helping 611 customers with \$158 million in loans.

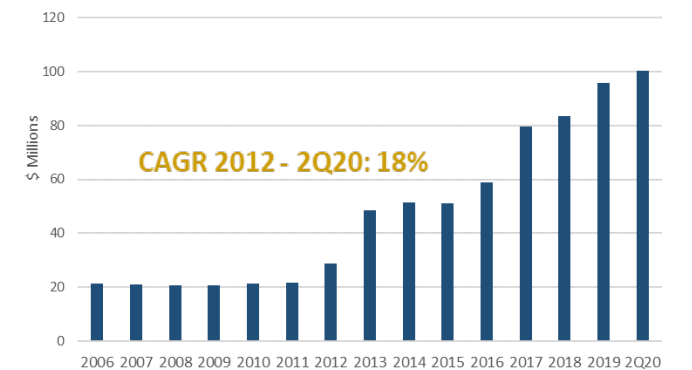
Total Assets



Total Net Loans



Capital



Growth Objectives & Enablers

Build on Track Record of Strong Organic Growth

- Expand market share in San Diego, Orange and Los Angeles County markets
- Continue to leverage relationship-based banking model, solution-based approach and concierge client service delivery as strategic differentiators
- Broader penetration into high net worth, investor R/E, family office, SBA, closely held and locally owned businesses
- Limit exposure in construction, retail and hospitality in the short to mid term
- Continue to expand on non-interest income opportunities

Expand Through Opportunistic Acquisition and Team Lift-out Strategy

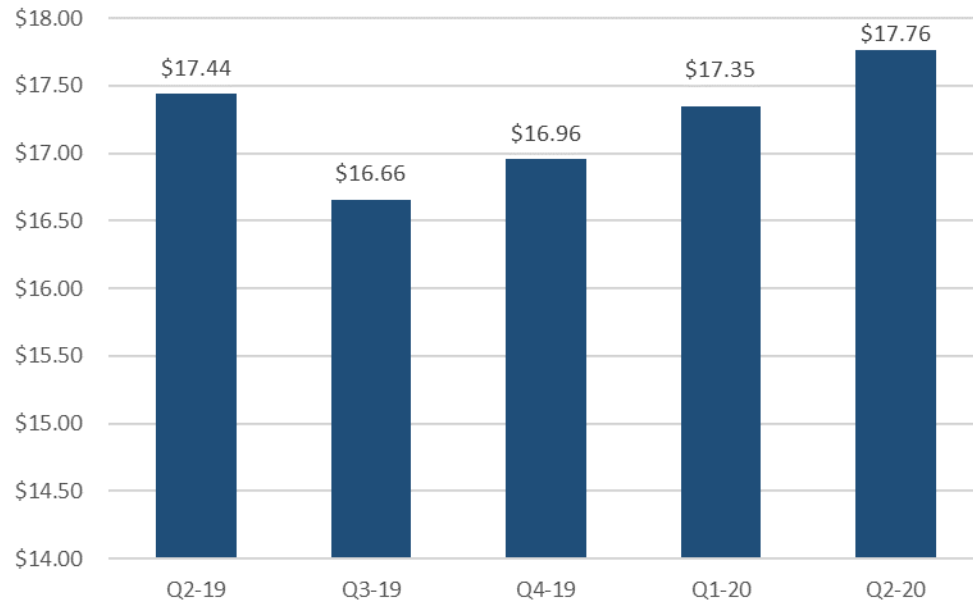
- Capitalize on significant infrastructure and people investments made in the last three years
- Opportunistic relationship/sales team lift-outs in current markets
- Future investments will be considered in alignment with maximization of shareholder value, including acquisitions
- Management and Board experienced in acquisition and integration strategies

Highlights

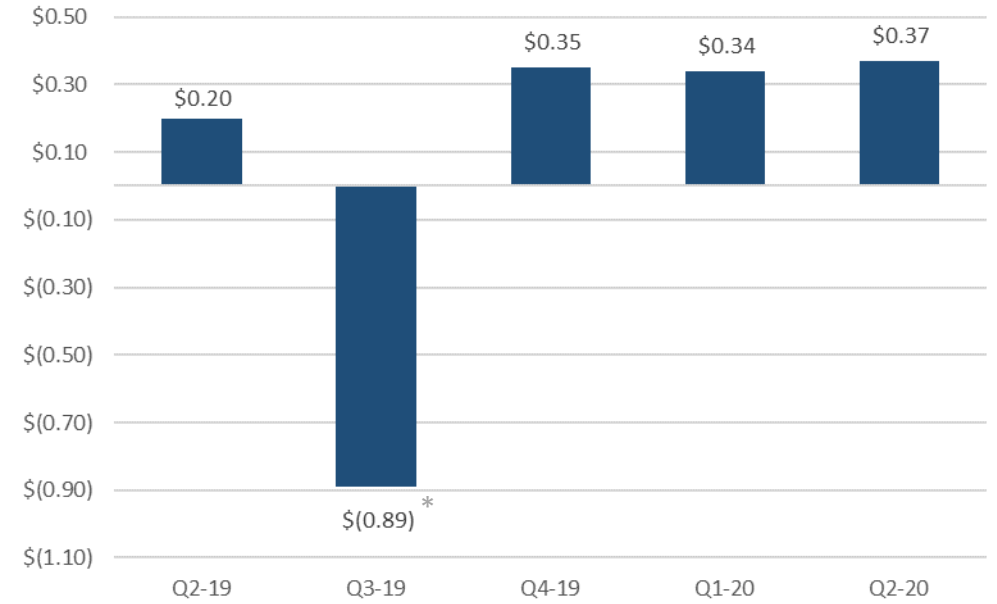
Total Assets	Total Assets increased to a \$1.3 billion, 7 % for the quarter and 36% year over year.
Loans/Asset Quality	Net loans increased to \$1.0 billion up 15% for the quarter and 29% year-over-year. The provision for loan loss expense was \$1.5 million in the second quarter of 2020 compared with \$997 thousand in the first quarter of 2020.
Deposits	Deposit balances increased to \$1.0 billion, up 8% for the quarter and 42% year-over-year.
Earnings	Net income for the second quarter of 2020 was \$2.1 million compared with \$1.9 million in the first quarter of 2020 and \$1.1 million for the second quarter of 2019.
Net Interest Income	Net interest income for the second quarter of 2020 was \$11.6 million compared with \$11.5 million for the first quarter of 2020 and \$10.1 million in the second quarter of 2019.
Non-Interest Income	Non-interest income for the second quarter of 2020 was \$1.4 million compared with \$1.1 million in the first quarter of 2020 and \$606 thousand in the second quarter of 2019.
Non-Interest Expense	Non-interest expense for the second quarter of 2020 was \$8.7 million compared with \$8.7 million for the first quarter of 2020 and \$8.2 million in the second quarter of 2019.
SBA PPP Program	Successfully launched and participated in Phase I and II providing \$158.2 million in loans to over 611 customers.

TBVPS & EPS

Tangible Book Value Per Share



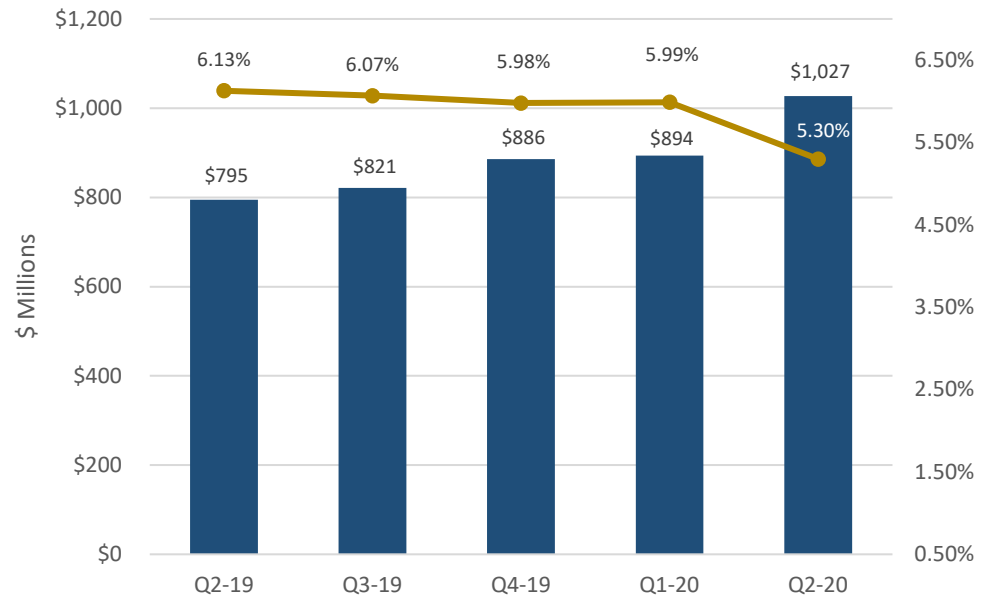
Diluted Earnings Per Share



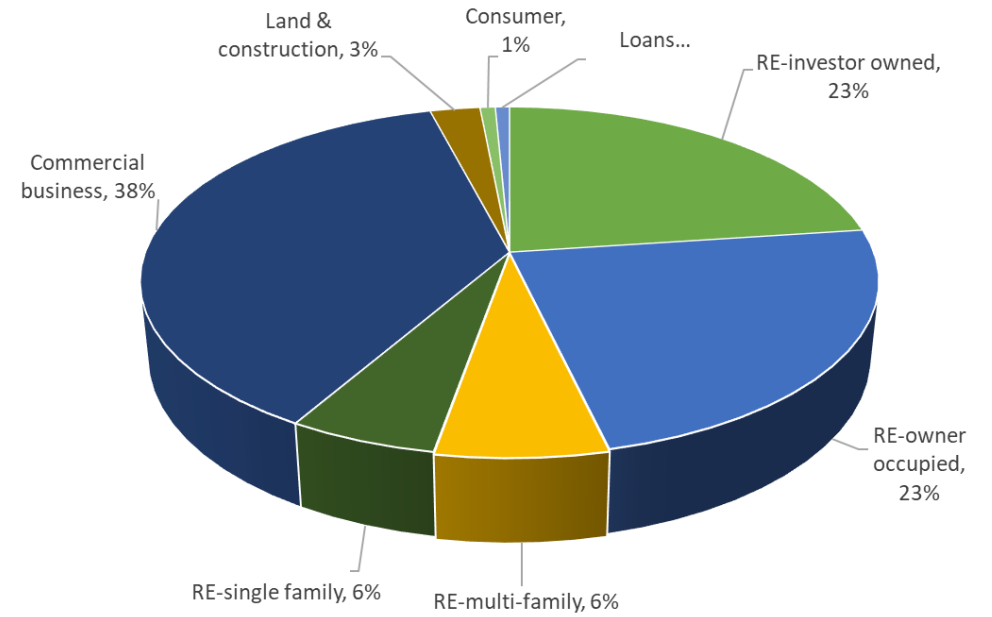
* Includes \$1.19 per diluted share impact from \$9.5 million charge-off

Loans

Loan Balances & Yields



Loan Composition

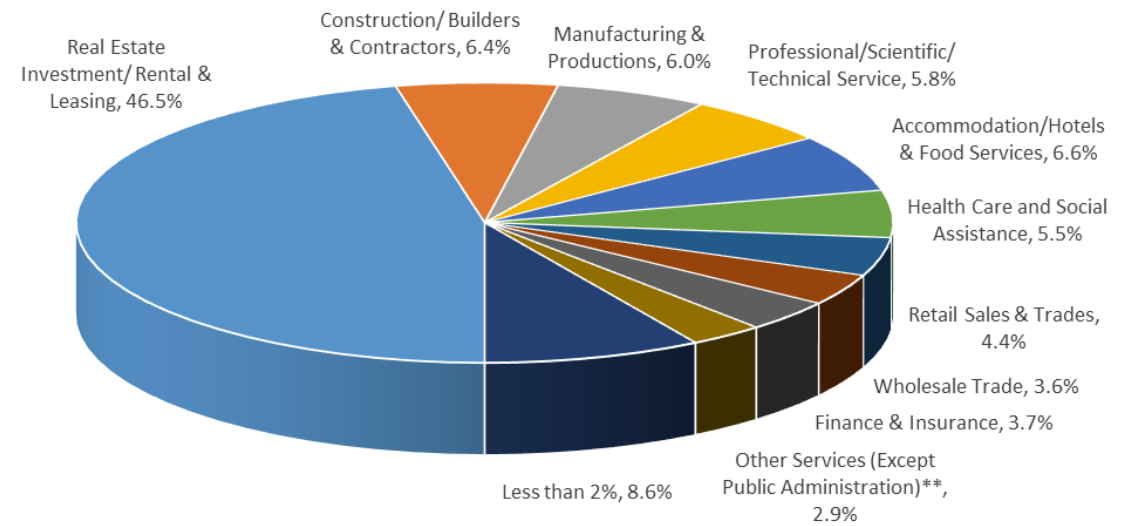


Loan Industry Concentration

Borrower's Industry (NAICS)	Total Industry	% of Total Loans	Total Industry
			% of RBC Capital (1)
Real Estate Investment/ Rental & Leasing	\$ 481,654,070	46.5%	388.9%
Construction/ Builders & Contractors	66,084,958	6.4%	53.4%
Manufacturing & Productions	62,431,604	6.0%	50.4%
Professional/Scientific/Technical Service	59,595,336	5.8%	48.1%
Accommodation/Hotels & Food Services	68,539,630	6.6%	55.3%
Health Care and Social Assistance	56,466,884	5.5%	45.6%
Retail Sales & Trades	45,874,362	4.4%	37.0%
Wholesale Trade	37,586,451	3.6%	30.4%
Finance & Insurance	37,848,055	3.7%	30.6%
Other Services (Except Public Administration)**	30,423,532	2.9%	24.6%
Waste Mgt and Remediation Services	15,612,668	1.5%	12.6%
Automotive Repairs & Maintenances	13,552,110	1.3%	10.9%
Educational Services	10,186,229	1.0%	8.2%
Information/ Communication	12,730,846	1.2%	10.3%
Arts, Entertainment and Recreation	12,965,466	1.3%	10.5%
Management of Companies	11,252,522	1.1%	9.1%
Transportation & Warehousing	7,703,571	0.7%	6.2%
Utilities	2,495,000	0.2%	2.0%
Agriculture	2,588,959	0.2%	2.1%
National Security/ Gov't Agencies & Establishments	116,119	0.0%	0.1%
Medical Equipment Rental & Leasing	50,496	0.0%	0.0%
Unidentified	13,275	0.0%	0.0%
Total Loans	\$ 1,035,772,143	100.0%	836.4%

(1) % to Total RBC is based on 6/30 Call Report

Large Industry Concentration (% of RBC)

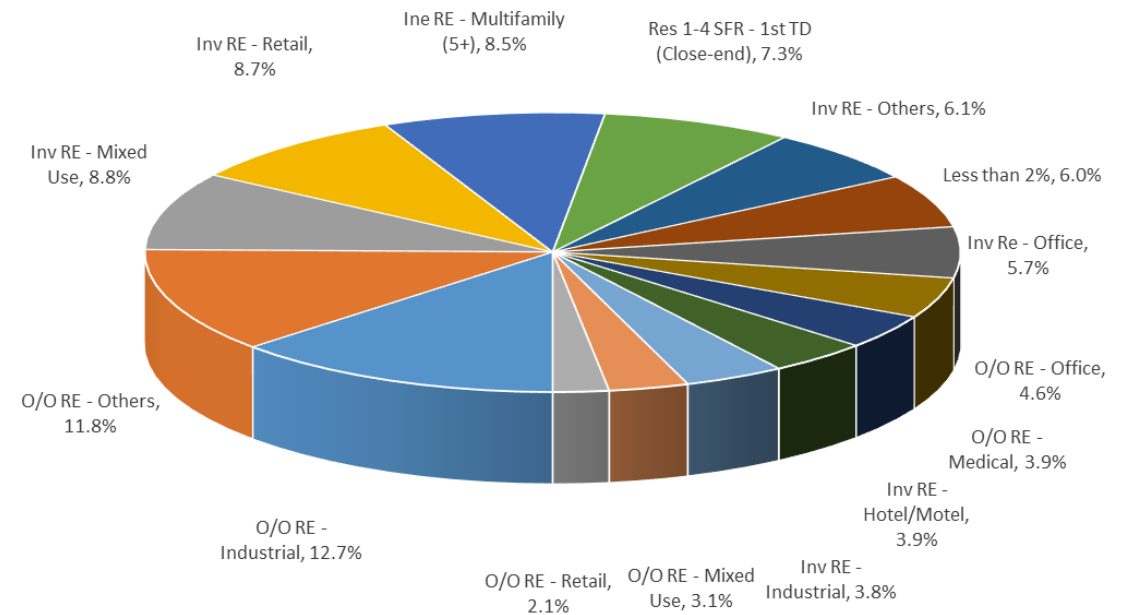


Loan CRE Credit Concentration

Credit Concentration - Portfolio Mix	Total Portfolio	% of Total Loans	Total Industry % of RBC Capital (1)
Construction/Land - SFR	\$ 8,154,427	1.2%	6.6%
Construction/Land - Commercial	12,936,046	1.9%	10.4%
Inv RE - Mixed Use	58,565,291	8.8%	47.3%
Inv Re - Office	38,190,477	5.7%	30.8%
Inv RE - Medical	6,135,552	0.9%	5.0%
Inv RE - Industrial	25,747,648	3.8%	20.8%
Inv RE - Retail	57,936,962	8.7%	46.8%
Inv RE - Hotel/Motel	25,856,904	3.9%	20.9%
Ine RE - Multifamily (5+)	56,965,128	8.5%	46.0%
Inv RE - Farmland	3,941,915	0.6%	3.2%
Inv RE - Others	40,785,634	6.1%	32.9%
O/O RE - Mixed Use	20,467,591	3.1%	16.5%
O/O RE - Office	30,443,486	4.6%	24.6%
O/O RE - Medical	25,779,709	3.9%	20.8%
O/O RE - Industrial	85,020,856	12.7%	68.7%
O/O RE - Retail	14,321,737	2.1%	11.6%
O/O RE - Others	78,787,424	11.8%	63.6%
Res 1-4 SFR - 1st TD (Close-end)	49,095,907	7.3%	39.6%
Res 1-4 SFR - 2nd TD (Close-end)	8,822,260	1.3%	7.1%
Res 1-4 SFR - 1st TD/2nd TD (Open-end, Revolving)	20,891,551	3.1%	16.9%
Total Loans	\$ 668,846,505	100.0%	540.1%

(1) % to Total RBC is based on 6/30 Call Report

CRE Credit Concentration

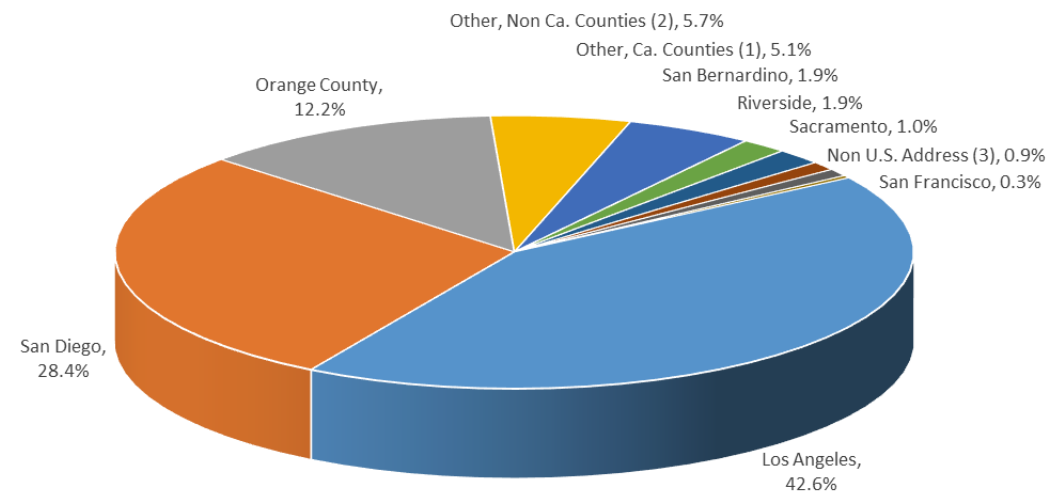


Loan Geography Concentration

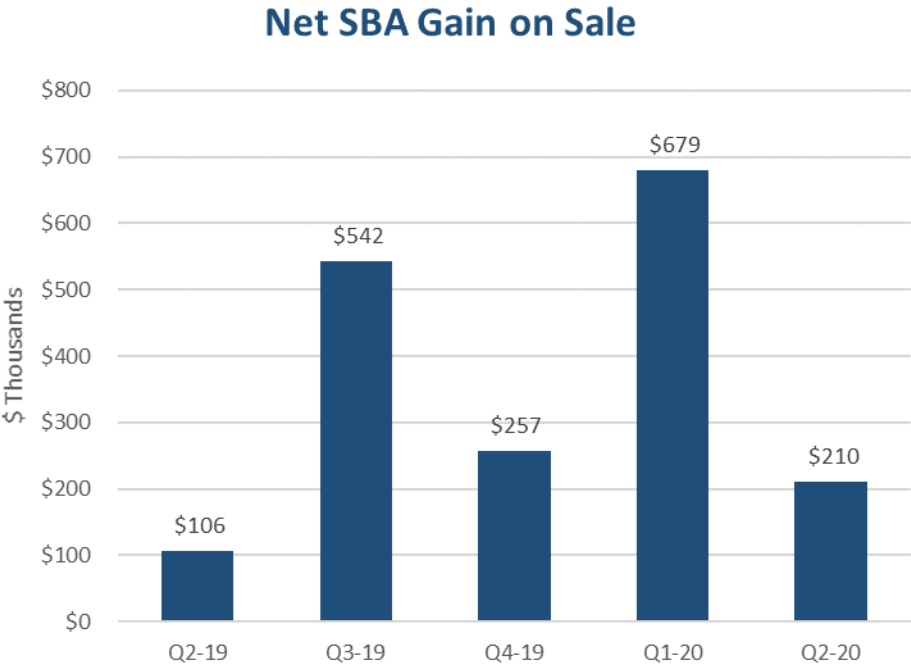
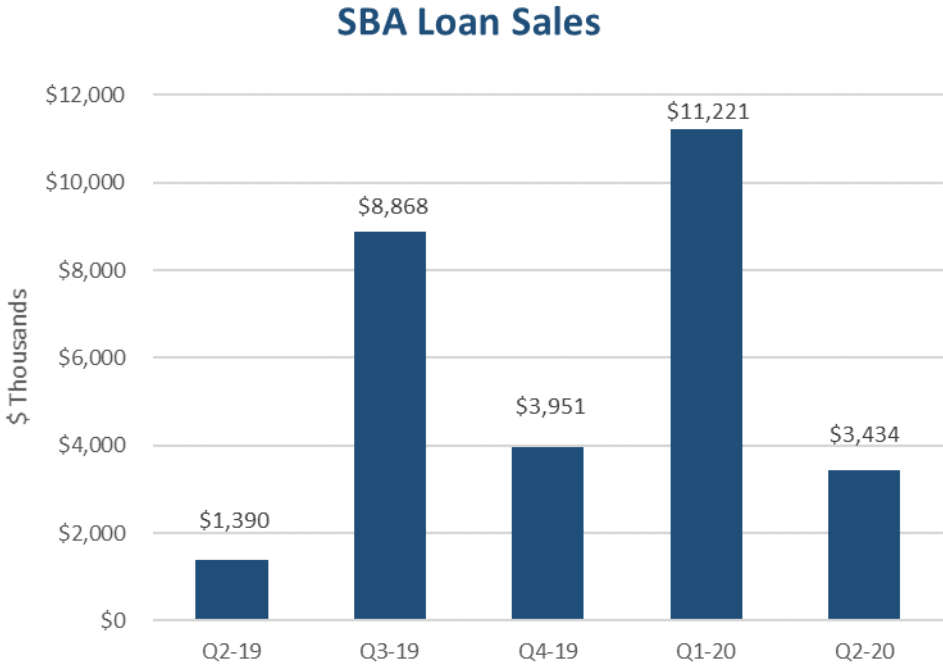
Geographic Area (Major Metropolitan)	# of Ln	Total Industry	% of Total Loans
Los Angeles	447	\$ 441,722,434	42.6%
San Diego	610	294,027,313	28.4%
Orange County	164	126,098,251	12.2%
Riverside	54	19,585,839	1.9%
San Bernardino	31	19,386,973	1.9%
Sacramento	13	10,737,366	1.0%
San Francisco	6	3,143,068	0.3%
Other, Ca. Counties (1)	72	53,288,588	5.1%
Other, Non Ca. Counties (2)	71	58,608,837	5.7%
Non U.S. Address (3)	21	9,173,475	0.9%
Total Loans	1489	\$1,035,772,144	100.0%

- (1) Please see other Ca. Counties breakdown
- (2) Please see other Non Ca. Counties breakdown
- (3) Exim/ International Borrowers (Mexico)

Borrower's Geographic Mix

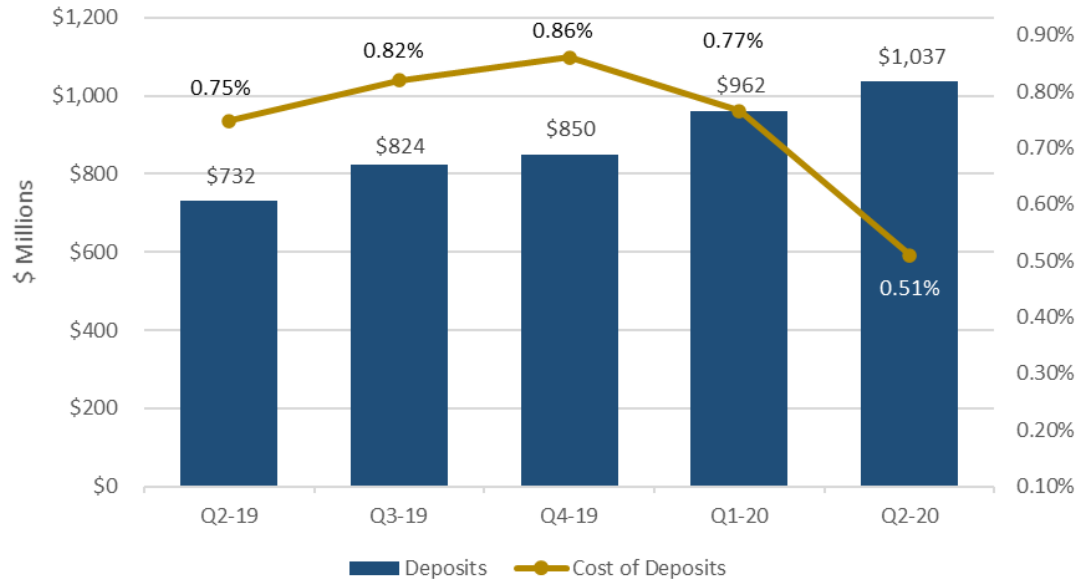


SBA Loan Sales

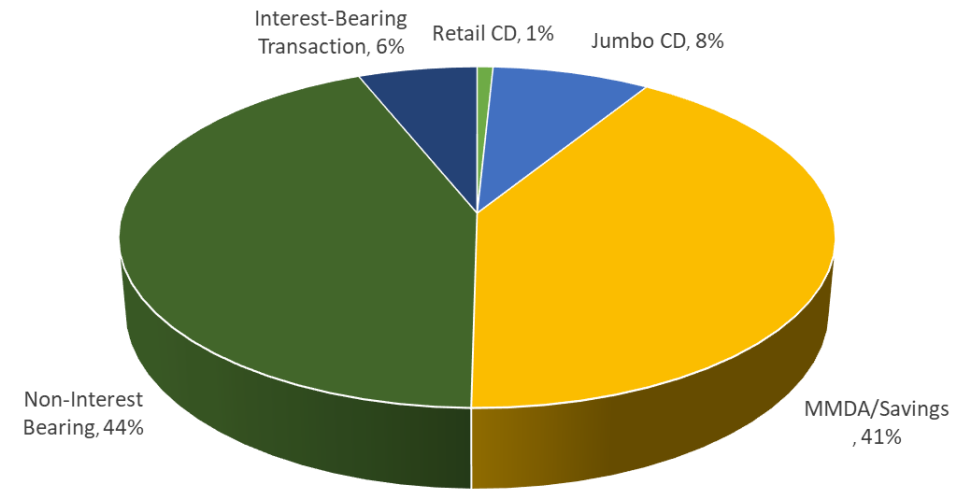


Deposits

Deposits & Cost of Deposits

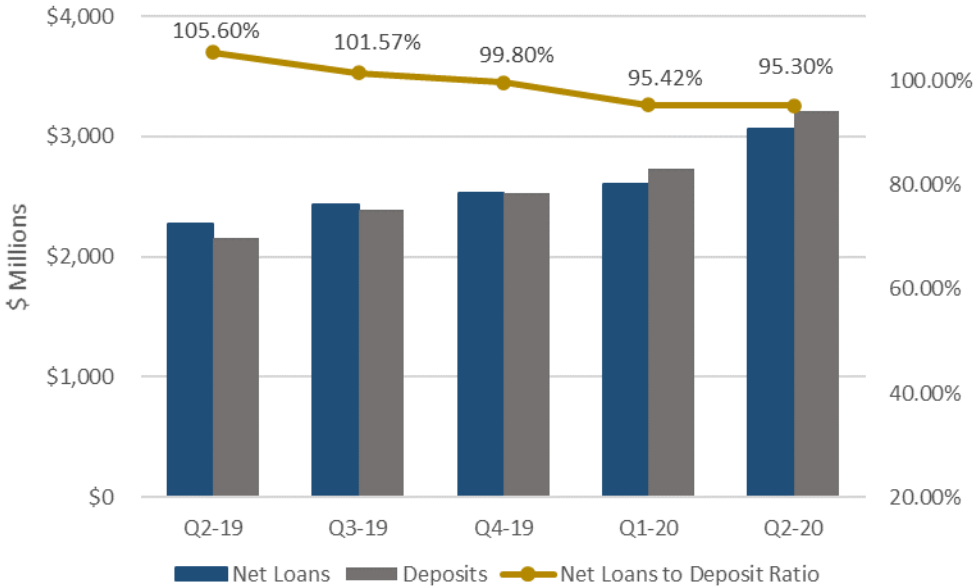


Deposit Composition

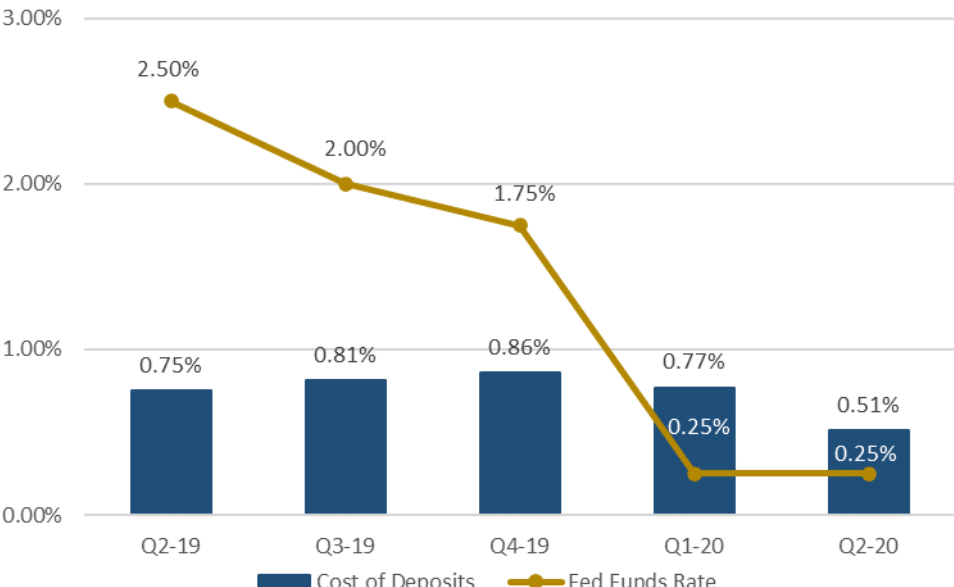


Utilization of Funding

Deposit Composition

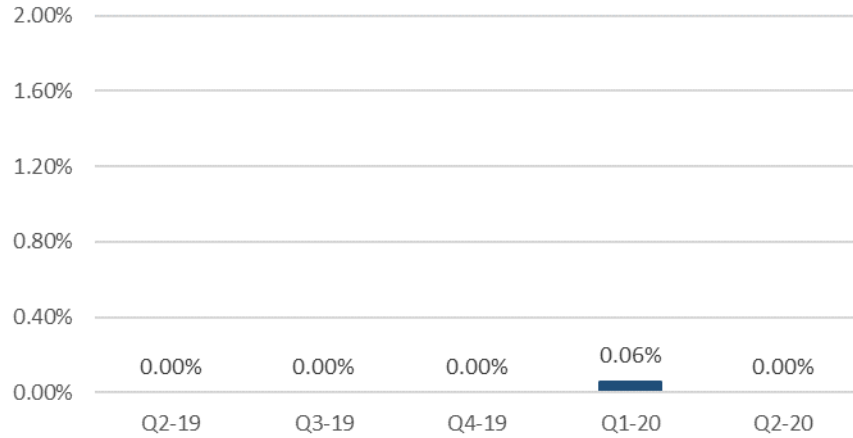


Cost of Deposits

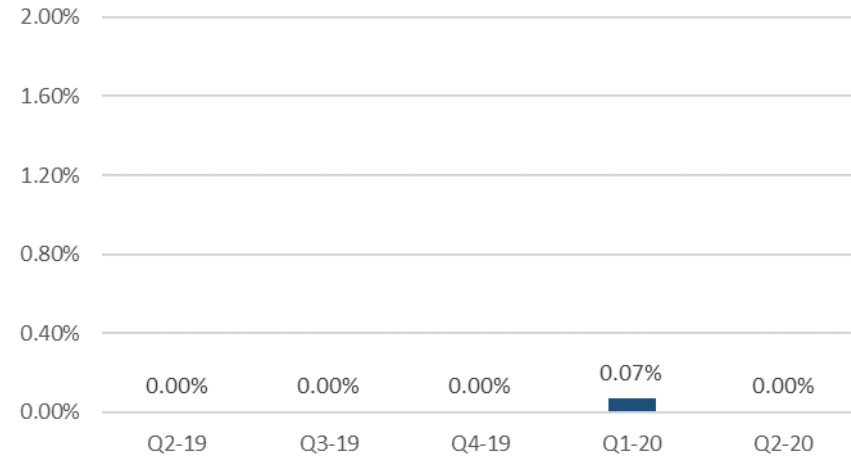


Credit Risk Management

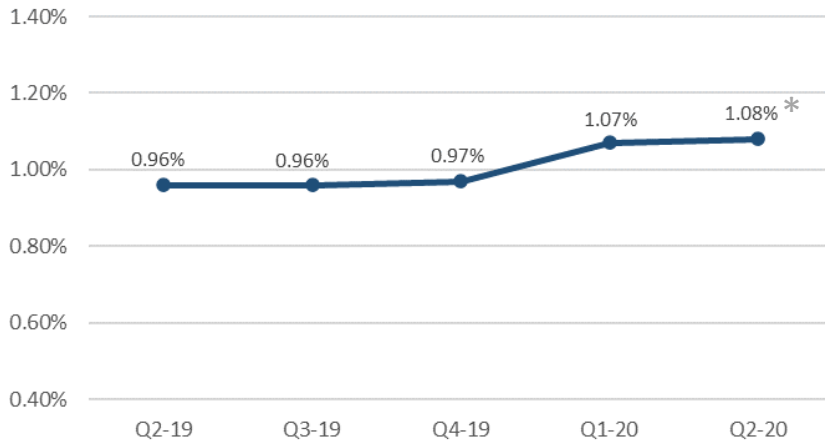
Non-Performing Assets



Non-Performing Loans to Loans

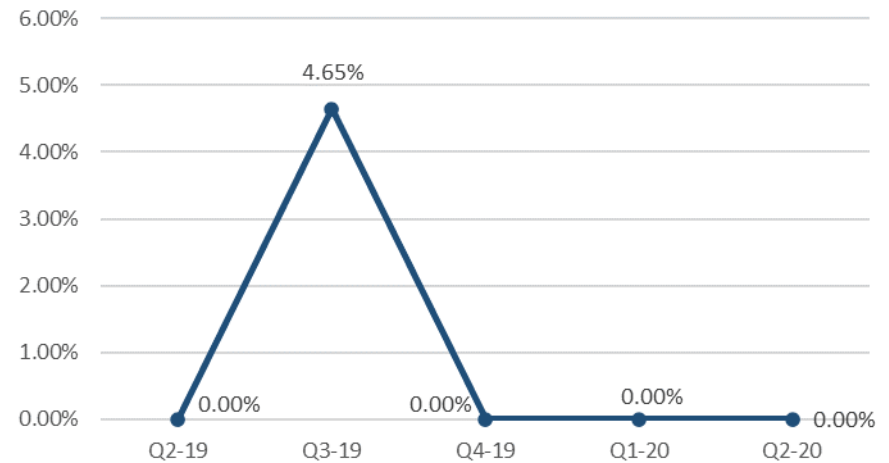


Allowance for Loan Losses



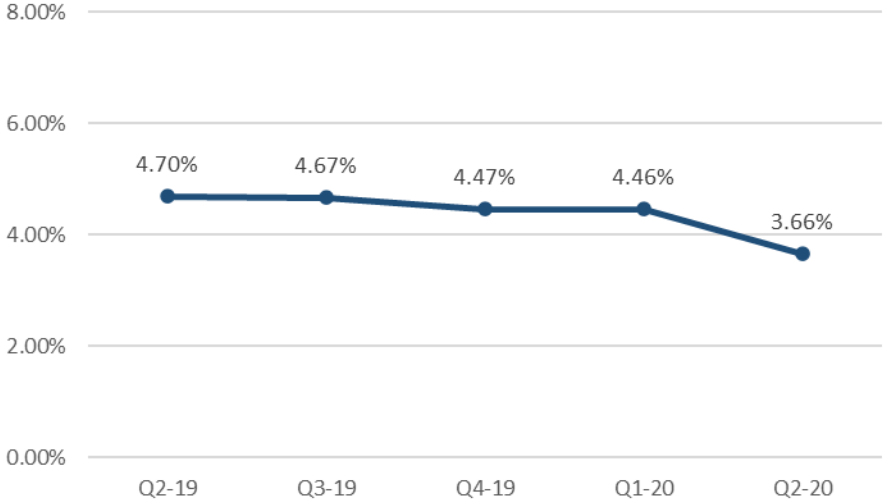
*1.27% excluding PPP loans

Net Charge-Offs

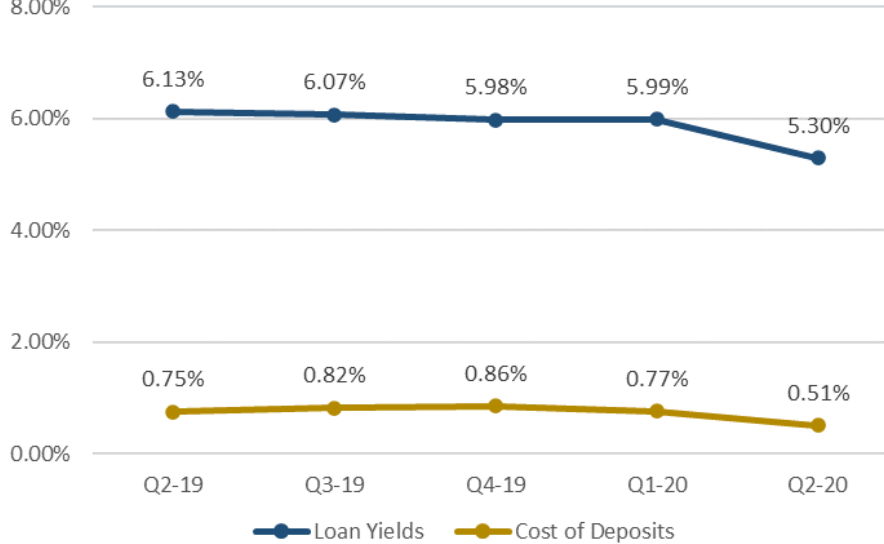


Net Interest Margin

Net Interest Margin

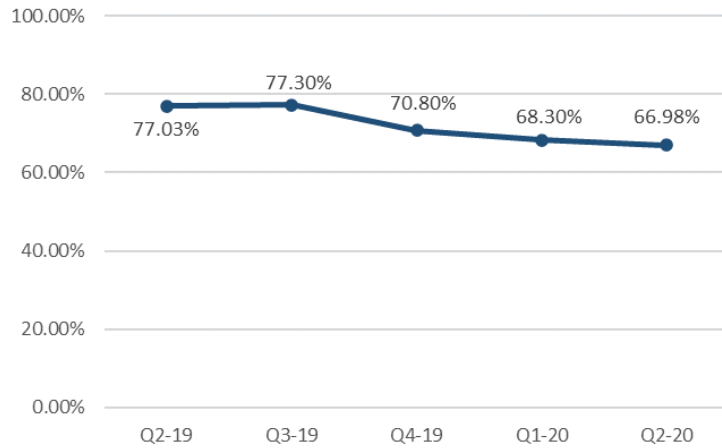


Loan Yields & Cost of Deposits

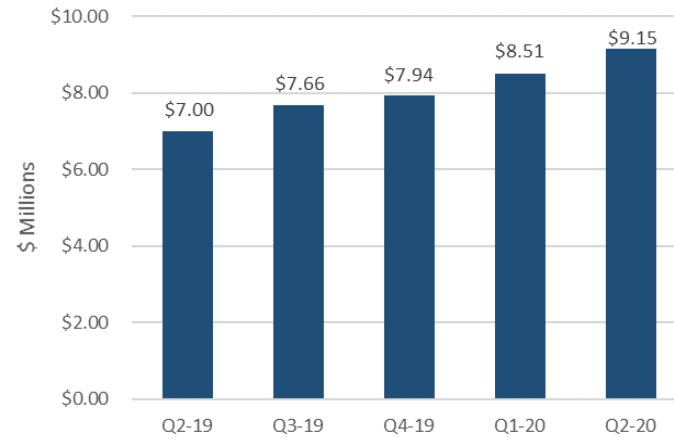


Operational Efficiency

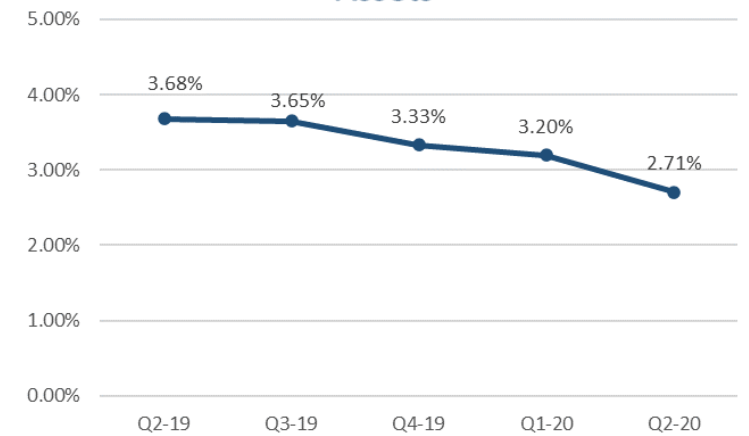
Efficiency Ratio



Assets per FTE (\$ Millions)

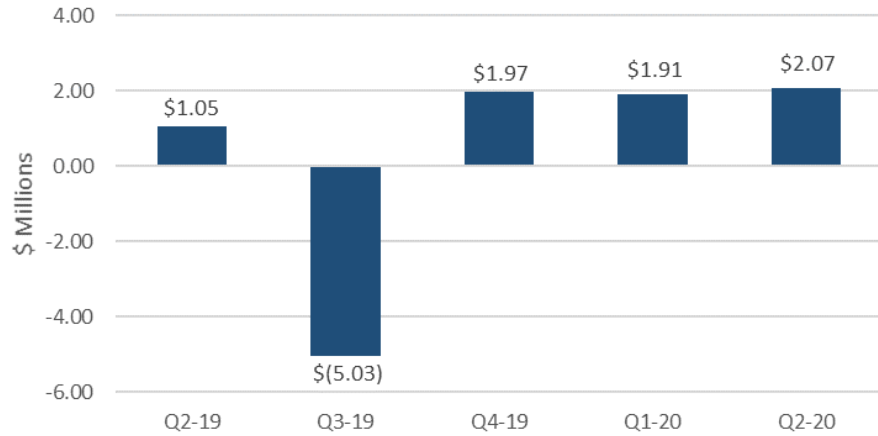


Non-interest Expense to Average Assets

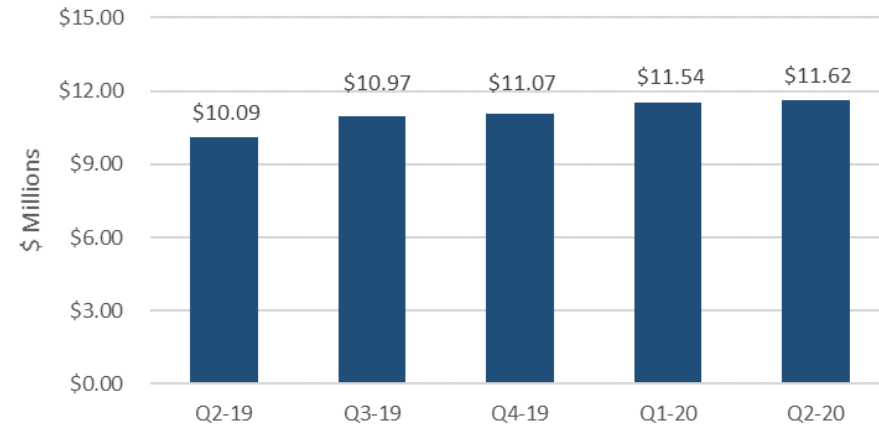


Income Trends

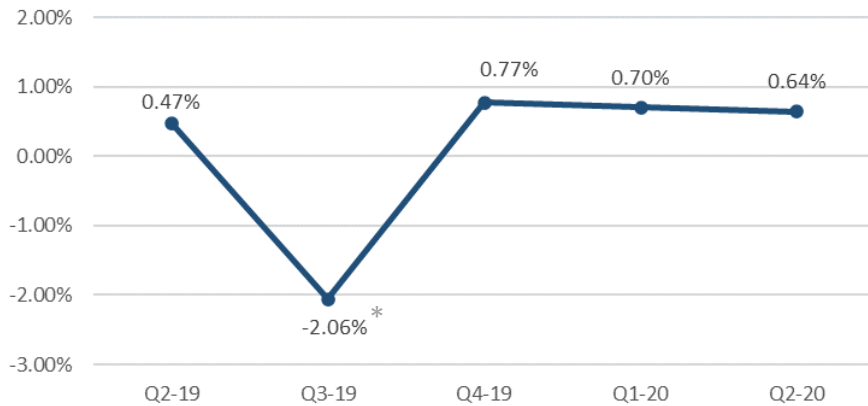
Net Income



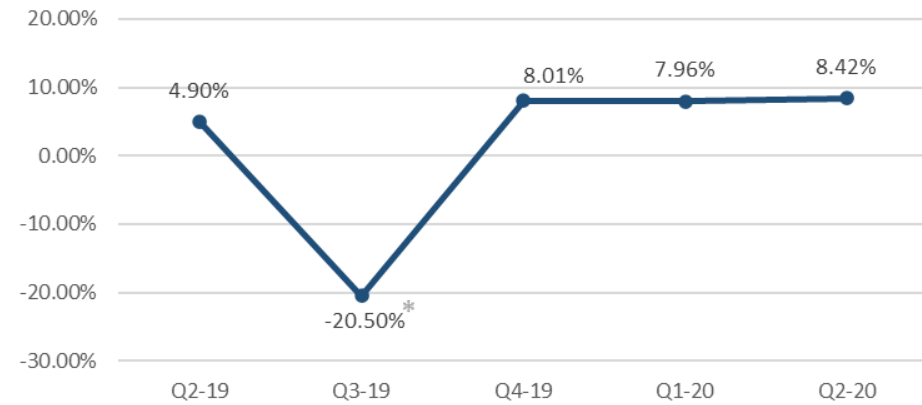
Net Interest Income



Return on Average Assets (Annualized)



Return on Average Tangible Common Equity (Annualized)

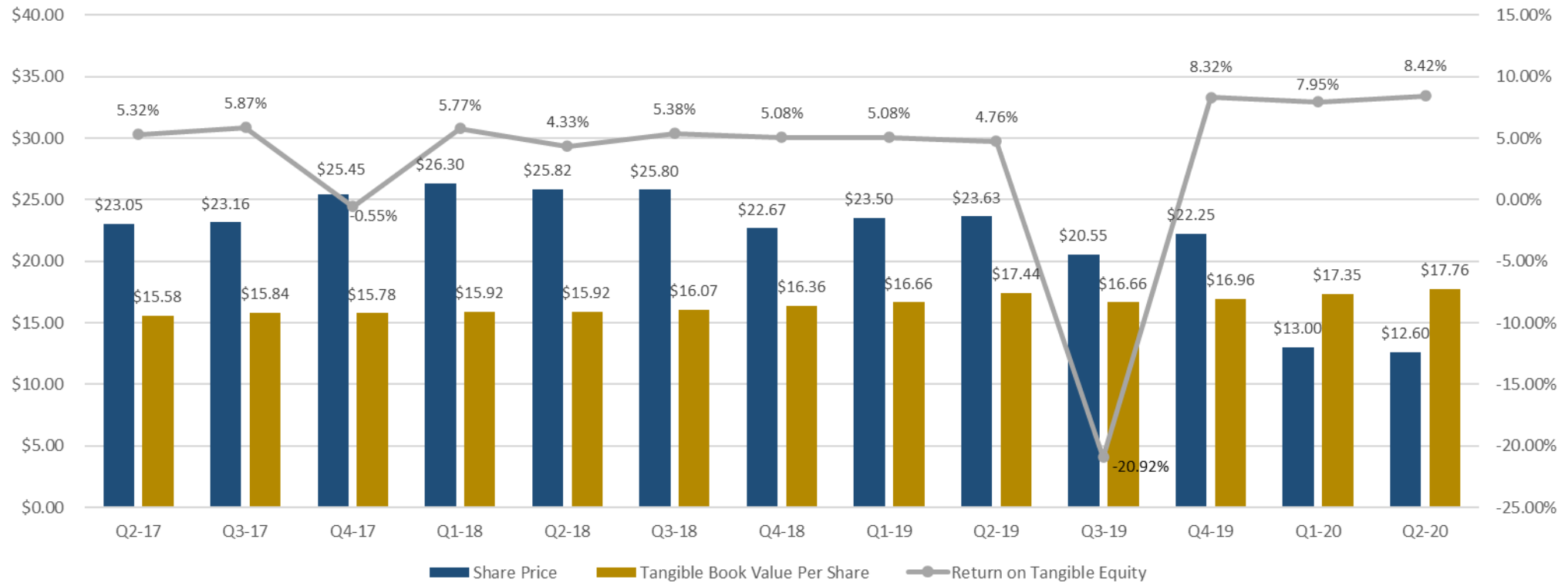


* Includes 2.82% impact to ROAA resulting from \$9.5 million charge-off

* Includes 29.00% impact to ROATCE resulting from \$9.5 million charge-off

Share Price, Tangible Book Value Per Share, Return on Tangible Equity

Share Price, Tangible Book Value Per Share, Return On Tangible Equity



CalPrivate Bank Capital Ratios

<i>Private Bancorp. Of America, Inc.</i>	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20
Tangible Common Equity Ratio	10.32%	9.24%	8.88%	8.18%	7.79%
Leverage Ratio	10.69%	9.54%	9.17%	8.79%	7.57%
Common Equity Tier 1 Ratio (CET1)	11.10%	10.24%	9.86%	9.20%	9.66%
Tier 1 Ratio	11.10%	10.24%	9.86%	9.20%	9.66%
Risk Based Capital Ratio	14.10%	13.09%	12.71%	11.91%	12.60%

<i>CalPrivate Bank</i>	Q2-19	Q3-19	Q4-19	Q1-20	Q2-20
Leverage Ratio	10.71%	10.89%	10.61%	10.21%	8.74%
Common Equity Tier 1 Ratio (CET1)	11.80%	11.90%	11.61%	11.78%	12.85%
Tier 1 Ratio	11.80%	11.90%	11.61%	11.78%	12.85%
Risk Based Capital Ratio	12.80%	12.82%	12.58%	12.85%	14.10%

Q&A



Private Bancorp of America, Inc.
(QTCQX:PBAM)

(Holding Company for CalPrivate Bank)

