# CHINO COMMERCIAL BANK REPORTS 109% INCREASE IN PRE-TAX EARNINGS.

Chino, California...... The Board of Directors of Chino Commercial Bank, N.A. announced the results of operations for the year ended December 31, 2004 with net income of \$581,381 a 16.2% increase over net income for the same period last year. Pre-tax earnings for the year ended December 31, 2004 were \$917,709 a 109.3% increase over the pre-tax earnings for the same period last year. Net income per share for the year ended December 31, 2004 was \$0.71 per share as compared to \$0.61 per share for the year ended December 31, 2003. Net income per fully diluted share was \$0.66 and \$0.59 for the years ended December 31, 2004 and 2003 respectively.

Net income for the fourth quarter ended December 31, 2004 was \$170,185 or \$0.18 per diluted share, a 35% increase compared to \$125,853 or \$0.13 per diluted share for the fourth quarter of 2003.

Dann H. Bowman, President and Chief Executive Officer stated, "We are very pleased with the continued growth and profitability of the Bank. Despite being the first year earnings were fully taxable, net income during 2004 increased considerably over last year. Net earnings represent a return on beginning equity of 10.91%, and during the year the stock increased from a split adjusted price of \$14.83 to \$20.50 at year end, an appreciation of 38%. The consistent and steady growth in Deposits and Loans has allowed the Bank to show improved stability of earnings and efficiency. We are also pleased to report that the Bank ended the year with no loan delinquency and no loan losses."

#### Financial Condition

At December 31, 2004, total assets were \$77.1 million, an increase of \$18.5 million or 32% from December 31, 2003.

Total loans increased to \$34.4 million at December 31, 2004 from \$27.2 million at December 31, 2003 or an increase of 26%. The growth was primarily in real estate secured lending as both commercial real estate loans and construction loans increased.

Total deposits increased by 33% to \$70.7 million at December 31, 2004 from \$53.1 million at December 31, 2003. Non-interest bearing deposits increased by \$15.3 million or 37.6% since December 31, 2003, and at year end represented 79% of total deposits.

Chino Commercial Bank's risk-based capital ratios were 13.80% for Tier 1 capital, 14.81% for Risk-based capital and 8.36% for Leverage capital on December 31, 2004.

#### **Earnings**

The Bank posted net interest income of \$2,914,252 for the year ended December 31, 2004 as compared to \$2,265,464 for the year ended December 31, 2003. Average interest-earning assets were \$65.0 million with average interest-bearing liabilities of \$13.7 million yielding a net interest margin of 4.48% for the year ended December 31, 2004 as compared to average interest-bearing assets of \$47.1 million with average interest-bearing liabilities of \$11.8 million yielding a net interest margin of 4.81% for the year ended December 31, 2003. The 33 basis points decline in the net interest margin was the result of the higher average balances in short-term investments that earn at a lower interest rate.

The Bank posted net interest income of \$816,772 for the three months ended December 31, 2004 as compared to \$611,880 for the three months ended December 31, 2003. Average interest-earning assets were \$70.1 million with average interest-bearing liabilities of \$14.7 million yielding a net interest margin of 4.66% for the fourth quarter of 2004 as compared to average interest-bearing assets of \$52.4 million with average interest-bearing liabilities of \$13.3 million yielding a net interest margin of 4.67% for the three months ended December 31, 2003.

Non-interest income totaled \$557,509 or an increase of 16.4% over \$478,903 earned during the year ended December 31, 2003. Service charges on deposit accounts increased 29% to \$429,622 due to higher volume of deposit accounts. Income from Mortgage Banking decreased by 53% to \$66,207 due to reduced activity in the

refinance market. Income from bank owned life insurance increased to \$59,687 as the Bank purchased policies totaling \$1.3 million in January 2004.

Non-interest income totaled \$146,892 or 172% greater than the fourth quarter of 2003. Service charges on deposit accounts increased 18% to \$120,601 due to the volume of overdraft and return item charges. Income from Mortgage Banking increased by 125% to \$12,273. The loss of \$49,699 in the fourth quarter of 2003 was due to a mark-to-market adjustment recorded on loans reclassified as held to maturity.

General and administrative expenses were \$642,636 for the three months ended December 31, 2004 as compared to \$558,484 for the three months ended December 31, 2003. General and administrative expenses were \$2,476,404 for the year ended December 31, 2004 as compared to \$2,208,772 for the year ended December 31, 2003. The largest component of general and administrative expenses was salary and benefits expense of \$326,003 for the three months ended December 31, 2004 as compared to \$287,643 for the three months ended December 31, 2003. Salary and benefits expense were \$1,234,509 for the year ended December 31, 2004 as compared to \$1,123,433 for the year ended December 31, 2003. The increase in Salary and benefits expenses are reflective of the salary increases, incentive compensation and the increase in health and workers compensation expenses. Other components of general and administrative expenses that affected the increase were Audit and Professional fees which increased by \$2,605 for the comparable three month period and increased by \$32,747 for the comparable twelve month period primarily due to the increase of internal operational and information technology audits being conducted in 2004.

Other expenses increased by \$37,047 for the comparable three month period and increased by \$79,629 for the comparable twelve month period due primarily to courier costs and client service charges that were affected by an increase in escrow deposits.

Income tax expense was \$102,749 for the three months ended December 31, 2004 and \$336,328 for the year ended December 31, 2004. Beginning January 2004, the Bank began recording tax expense on a monthly basis. An Income tax benefit was recorded during the fourth quarter of 2003 for \$61,957. This benefit reflects the remaining net operating loss carry-forward tax benefit that the Bank recorded as a deferred asset in the period ending December 31, 2003.

The foregoing contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are not historical facts and include expressions about the Bank's plans, objectives, management's expectations, intentions, relationships, opportunities, and technology and market condition statements. When used in these presentations, the words "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates," "or words of similar meaning, or future or conditional verbs, such as "will," "would," "should," "could," or "may" are generally intended to identify forward-looking statements. These forward-looking statements are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond the Bank's control. In addition, these forward-looking statements are subject to assumptions with respect to future business strategies and decisions that are subject to change. Actual results may differ materially from the results discussed in these forward-looking statements for the reasons, among others, discussed in Bank's Annual Report on Form 10-KSB for the year ended December 31, 2002, which include: changes in general business and economic conditions may significantly affect the Bank's earnings; changes in level of market interest rates; changes in credit risks of lending activities and competitive factors; effective income tax rates, relationships with major customers, extent and timing of legislative and regulatory actions and reforms. The Bank is not obligated to update and does not undertake to update any of its forward-looking statements made herein.

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## CHINO COMMERCIAL BANK STATEMENT OF FINANCIAL CONDITION

		December 31, 2004	December 31, 2003
ASSETS:		(unaudited)	
Cash and due from banks	\$	2,374,688	3,588,715
Federal Funds sold	-	10,925,000	9,350,000
Cash and cash equivalents		13,299,688	12,938,715
Interest-bearing deposits at banks		6,271,000	2,388,000
Investment Securities available for sale		15,562,826	9,463,551
Investment Securities held to maturity (fair value approximates		4 001 024	5 227 521
\$4,859,395 at December 31, 2004 and \$5,378,919 at December 31, 2003) Federal Reserve Bank stock, at cost		4,801,024 159,600	5,327,521 154,450
Federal Home Loan Bank stock, at cost		283,500	168,100
Pacific Coast Bankers' Bank stock, at cost		50,000	50,000
Loans		30,000	30,000
Loans held for sale		0	126,558
Construction		3,520,772	468,101
Real estate		23,886,582	19,639,383
Commercial		6,534,464	6,475,819
Installment		635,609	596,534
Farm/Agriculture		346,261	360,269
Unearned fees, net		(119,328)	(122,260)
Allowance for loan losses		(407,046)	(329,398)
Loans, net	•	34,397,314	27,215,006
Dould, Nov	•	31,377,311	
Fixed assets, net		389,965	438,393
Accrued interest receivable		258,528	189,574
Prepaid & other assets		1,612,617	267,698
Total Assets	\$	77,086,062	58,601,008
LIABILITIES:	:		
Deposits			
Non-interest bearing	\$	56,112,375	40,769,746
Interest bearing			
Money market		10,231,507	9,124,289
Savings		926,275	565,012
Time deposits of \$100,000 or greater, due in one year		1,802,181	897,603
Time deposits less than \$100,000, due in one year		1,668,794	1,736,483
Time appoint 1000 than \$100,000, and in one your		1,000,774	1,750,405

Total Deposits	70,741,132	53,093,133
Accrued interest payable	20,642	12,580
Accrued expenses & other payables	422,994	165,301
Total Liabilities	71,184,768	53,271,014
STOCKHOLDERS' EQUITY		
Common Stock, authorized 10,000,000 shares with a par value of \$3.33 per share; issued and outstanding 818,453 at December 31, 2004 and		
December 31, 2003, respectively.	2,728,230	2,728,230
Additional paid-in capital	2,590,600	2,590,893
Accumulated earnings (deficit)	612,645	31,264
Accumulated other comprehensive income	(30,181)	(20,393)
Total Stockholders' Equity	5,901,294	5,329,994
Total Liabilities & Equity \$	77,086,062	58,601,008

### CHINO COMMERCIAL BANK STATEMENTS OF OPERATIONS

	For the three months ending December 31,			For the year ending December 31,			
	2004		2003		2004		2003
	(unaudited)	-			(unaudited)		
Interest Income							
Interest Income - Securities	\$ 233,873	\$	143,802	\$	777,001	\$	639,703
Interest Income - Fed Funds	43,746		21,550		138,011		73,562
Interest and fee income on Loans	587,188		495,664		2,170,806		1,743,153
Total Interest Income	864,807		661,016		3,085,818		2,456,418
Interest Expense							
Interest Expense - Deposits	48,035		49,136		171,566		190,954
Total Interest Expense	48,035		49,136		171,566		190,954
Total net interest income	816,772		611,880		2,914,252		2,265,464
Provision for loan losses	48,094	- <del>-</del>	43,458		77,648		97,043
Total net interest income after							
provision for loan losses	768,678		568,422	•	2,836,604		2,168,421
Non-interest income							
Service Charges on Deposit Accounts	120,601		102,325		429,622		332,858
Other miscellaneous fee income	(2,295)		1,332		1,993		4,985
Income from Mortgage Banking	12,273		(49,699)		66,207		141,060
Income from Bank owned life insurance	16,313		-		59,687		-
Total Non-interest income	146,892	- -	53,958		557,509		478,903
General & Administrative Expenses							
Salaries & Benefits	326,003		287,643		1,234,509		1,123,433
Occupancy & Equipment	65,979		61,712		254,320		249,509
Data & Item Processing	47,536		45,118		191,533		175,040
Advertising & Marketing	14,105		16,230		77,639		63,168
Audit & Professional fees	38,558		35,953		172,185		139,438
Insurance	6,012		5,655		23,106		19,624
Directors' fees and expenses	17,590		16,367		66,034		61,111
Other expenses	126,853		89,806		457,078		377,449
Total general & administrative							
expenses	642,636	. <u>-</u>	558,484		2,476,404		2,208,772
Income before income tax expense	272,934		63,896		917,709		438,552
Income tax expense	102,749		(61,957)		336,328		(61,957)
Net income	\$ 170,185	\$	125,853	\$	581,381	\$	500,509
Basic Earnings per share	\$ 0.19	\$	0.15	\$	0.71	\$	0.61
Diluted Earnings per share	\$ 0.18	\$	0.13	\$	0.66	\$	0.59

# CHINO COMMERCIAL BANK Selected Financial Highlights

	For the three months		For the year ended			
	ended December 31,		December 31,			
	2004	2003	2004	2003		
Selected Operating Data:						
Net interest income	\$ 816,772	611,880	2,914,252	2,265,464		
Provision for loan losses	48,094	43,458	77,648	97,043		
Non-interest income	146,892	53,958	557,509	478,903		
Non-interest expense	642,636	558,484	2,476,404	2,208,772		
Net income	\$ 170,185	125,853	581,381	500,509		
Share Data:						
Basic income per share	\$ 0.19	0.15	0.71	0.61		
Diluted Income per share	\$ 0.18	0.13	0.66	0.59		
Weighted average common shares outstanding						
Basic	818,453	818,453	818,453	818,453		
Diluted	883,672	864,872	881,338	853,173		
Performance Ratios:						
Return on average assets	0.89%	0.89%	0.82%	0.99%		
Return on average equity	11.54%	9.49%	10.26%	9.66%		
Equity to total assets at the end of the period	7.66%	9.10%	7.66%	9.10%		
Net interest spread	3.64%	3.58%	3.49%	3.59%		
Net interest margin	4.66%	4.67%	4.48%	4.81%		
Average interest-earning assets to						
average-bearing liabilities	477.83%	393.78%	473.56%	400.99%		
Core efficiency ratio	66.70%	83.78%	71.31%	80.50%		
Non-interest expense to average assets	3.37%	3.95%	3.50%	4.37%		
Selected Balance Sheet Data:			12/31/2004	12/31/2003		
Total assets			\$ 77,086,062	58,601,008		
Investment securities held to maturity			4,801,024	5,327,521		
Investment securities available for sale			15,562,826	9,463,551		
Loan receivable, net			34,397,314	27,215,006		
Deposits			70,741,132	53,093,133		
Non-interest bearing deposits			56,112,375	40,769,746		
Stockholders' equity			\$ 5,901,294	5,329,994		
Regulatory capital ratios:						
Average equity to average assets			8.00%	10.26%		
Leverage capital			8.36%	9.48%		
Tier I risk based			13.80%	16.64%		
Risk-based capital			14.81%	17.74%		

### **Asset Quality Ratios:**

Allowance for loan losses as a percent		
of gross loans receivable	1.17%	1.27%
Net charge-offs to average loans	n/a	-0.16%
Non-performing loans to total loans	n/a	n/a
Number of full-service customer facilities	1	1