

THE LIST

COMMUNITY & REGIONAL BANKS SERVING THE VALLEY

Ranked by assets as of June 30, 2011

EXECUTIVE SUMMARY

With a total amounting over \$26.4 billion in assets, OneWest Bank, FSB ranks No. 1 for 2011. Established in 2009, OneWest Bank currently has 11 local branches. The largest retail banking and lending institution, OneWest Bank carries

78 retail offices throughout Southern California. Additionally, OneWest Bank ranks No. 1 in net income with about \$176.2 million. Joseph Otting, who is the President and CEO, manages and leads the entity.

— By Marvin Vasquez

THE PACESETTER

For the year of 2011, the List consists of community and regional banks. A community bank is one based in the greater San Fernando Valley, while regional banks have branches operating in the Valley area with headquarters in California. Five banks are actually headquartered

in the greater Valley area, including First California Bank, California United Bank, Mission Valley Bank, Bank of Santa Clarita and Americas Union Bank. Topping this year's list is OneWest Bank, FSB, which is based in Pasadena.

— By Marvin Vasquez

Rank	Company headquarters	Assets (in 000s)	Deposits (in 000s)	Net income (in 000s)	Returns return on average assets return on average equity	Other Financial Info (in 000s) non-current loans/leases real estate owned	Profile local branches nationwide branches year established	Top Local Executive name title phone
1	OneWest Bank, FSB ¹ Pasadena	\$26,432,928	\$15,625,971	\$176,253	1.32% 8.30%	\$2,579,883 \$278,529	11 79 2009	Joseph Otting President/CEO (626) 535-4870
2	First Republic Bank San Francisco	\$23,797,773	\$19,939,848	\$173,604	1.49% 15.56%	\$26,740 \$2,954	1 60 2010	James H. Herbert II Chairman/CEO (415) 392-1400
3	City National Bank Beverly Hills	\$22,148,268	\$19,329,918	\$87,833	0.82% 8.24%	\$509,801 \$162,541	13 87 1954	Russell Goldsmith President (818) 382-1434
4	East West Bank Pasadena	\$21,861,502	\$17,245,959	\$119,560	1.13% 10.45%	\$595,047 \$139,514	4 133 1972	Dominic Ng Chairman/CEO (626) 768-6000
5	Rabobank, N.A. Roseville	\$11,612,000	\$8,109,000	\$15,000	0.27% 1.40%	\$463,000 \$20,000	4 125 1981	Piet Moerland CEO (800) 942-6222
6	California Bank & Trust San Diego	\$10,780,980	\$9,148,857	\$70,486	1.31% 9.59%	\$284,668 \$56,024	4 109 1972	David Blackford President (800) 355-0507
7	Cathay Bank Los Angeles	\$10,518,175	\$7,138,108	\$47,756	0.90% 6.28%	\$258,056 \$74,233	1 52 1962	Dunson Cheng CEO (213) 625-4770
8	Citizens Business Bank Ontario	\$6,451,812	\$4,524,183	\$41,892	1.30% 10.92%	\$133,685 \$26,995	5 47 1974	Christopher D. Myers President (909) 980-4030
9	CapitalSource Bank Los Angeles	\$6,371,805	\$4,785,796	\$60,057	1.93% 12.52%	\$219,173 \$17,807	4 24 2008	Tad Lowrey President (888) 433-4272
10	Pacific Western Bank Los Angeles	\$5,378,993	\$4,507,445	\$27,465	1.01% 9.36%	\$143,440 \$93,142	6 79 1982	Matthew P. Wagner CEO (310) 286-1144
11	Hanmi Bank Los Angeles	\$2,705,983	\$2,405,488	\$23,340	1.65% 17.70%	\$167,102 \$1,340	2 28 1982	Jay S. Yoo President/CEO (213) 382-2200
12	Wilshire State Bank Los Angeles	\$2,670,605	\$2,167,754	(\$53,056)	-3.78% -35.77%	\$92,727 \$8,499	2 24 1980	Jae W. Yoo President/CEO (213) 387-3200
13	Community Bank ² Pasadena	\$2,619,196	\$2,021,564	\$11,655	0.91% 9.71%	\$81,817 \$6,911	4 17 1983	David P. Malone President/CEO (800) 788-9999
14	Manufacturers Bank Los Angeles	\$1,924,131	\$1,468,769	\$2,155	0.22% 1.59%	\$30,236 \$6,572	2 10 1962	John F. Chavez President/CEO (213) 489-6200
15	First California Bank Westlake Village	\$1,802,363	\$1,411,481	\$18,816	2.19% 16.26%	\$51,822 \$25,666	9 22 1979	C. G. Kum President (800) 856-7905
16	Montecito Bank & Trust Santa Barbara	\$983,992	\$851,733	\$4,402	0.92% 9.21%	\$35,913 \$7,947	1 9 1975	Janet A. Garufis President/CEO (805) 564-0213
17	California United Bank ³ Encino	\$796,710	\$690,377	\$560	0.15% 1.50%	\$5,583 \$3,344	5 7 2005	David I. Rainer President (818) 257-7700
18	Community West Bank Goleta	\$643,449	\$517,338	\$686	0.21% 2.18%	\$48,067 \$8,765	1 7 1989	Edward Mylett CEO (805) 692-5821
19	Grandpoint Bank ⁴ Los Angeles	\$570,033	\$488,057	(\$4,023)	-1.48% -10.34%	\$6,123 \$666	1 5 2010	Don M. Griffith Chairman/CEO (213) 542-2700
20	Professional Business Bank Pasadena	\$259,167	\$219,550	\$1,164	0.81% 6.60%	\$12,873 \$2,114	1 4 2009	Mary Lynn D. Lenz CEO (626) 243-1905
21	Mission Valley Bank Sun Valley	\$251,364	\$189,608	\$561	0.44% 3.36%	\$4,181 \$327	3 3 2001	Tamara Gurney President (818) 394-2300
22	Bank of Santa Clarita Santa Clarita	\$210,203	\$149,675	(\$27)	-0.03% -0.27%	\$22 \$7,212	3 3 2004	James D. Hicken President/CEO (661) 362-6000
23	Santa Clara Valley Bank, N.A. ² Santa Paula	\$126,363	\$105,366	\$244	0.37% 3.75%	\$3,395 \$447	1 3 1998	Ralph De Leon Interim CEO (661) 255-9250
24	Americas United Bank Glendale	\$105,620	\$80,538	(\$870)	-1.61% -10.34%	\$1,050 \$1,013	1 2 2006	Adriana M. Boeka President (818) 637-7000

To be eligible for the list, ranked banks had to have at least one location in the greater San Fernando Valley area. All data was compiled from the Federal Deposit Insurance Corp. website.

¹ purchased many assets from IndyMac Bank in 2009.

² regional bank with branches in the SFV

³ merged with California Oaks State Bank in August 2010

⁴ merged with First Commerce Bank in July 2010

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, San Fernando Valley Business Journal, 21600 Oxnard St., Suite 250, Woodland Hills 91367. ©2011 San Fernando Valley Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media, (877) 652-5295 or e-mail niademarco@wrightsmedia.com.

VALLEY BANKING RESULTS

Dollars in thousands (000) as of 6/30/2011

Ranked by Local Locations

Rank	Name	Locations
1	City National Bank	13
2	OneWest Bank, FSB	11
3	First California Bank	9
4	Pacific Western Bank	6
5	Citizens Business Bank	5
6	California United Bank	5
7	East West Bank	4
8	Rabobank, N.A.	4
9	California Bank & Trust	4
10	CapitalSource Bank	4
11	Community Bank	4
12	Mission Valley Bank	3
13	Bank of Santa Clarita	3
14	Hanmi Bank	2
15	Wilshire State Bank	2
16	Manufacturers Bank	2
17	First Republic Bank	1
18	Cathay Bank	1
19	Montecito Bank & Trust	1
20	Community West Bank	1
21	Grandpoint Bank	1
22	Professional Business Bank	1
23	Santa Clara Valley Bank	1
24	Americas United Bank	1

Ranked by Net Income

Rank	Name	Net Income (in 000s) as of 6/30/2011
1	OneWest Bank, FSB	\$176,253
2	First Republic Bank	\$173,604
3	East West Bank	\$119,560
4	City National Bank	\$87,833
5	California Bank & Trust	\$70,486
6	CapitalSource Bank	\$60,057
7	Cathay Bank	\$47,756
8	Citizens Business Bank	\$41,892
9	Pacific Western Bank	\$27,465
10	Hanmi Bank	\$23,340
11	First California Bank	\$18,816
12	Rabobank, N.A.	\$15,000
13	Community Bank	\$11,655
14	Montecito Bank & Trust	\$4,402
15	Manufacturers Bank	\$2,155
16	Professional Business Bank	\$1,164
17	Community West Bank	\$686
18	Mission Valley Bank	\$561
19	California United Bank	\$560
20	Santa Clara Valley Bank	\$244
21	Bank of Santa Clarita	-\$27
22	Americas United Bank	-\$870
23	Grandpoint Bank	-\$4,023
24	Wilshire State Bank	-\$53,056

Ranked by Performance

Rank	Name (expressed as percentage)	Return on Equity Thru 6/30/2011
1	First California Bank	2.19%
2	CapitalSource Bank	1.93
3	Hanmi Bank	1.65
4	First Republic Bank	1.49
5	OneWest Bank, FSB	1.32
6	California Bank & Trust	1.31
7	Citizens Business Bank	1.3
8	East West Bank	1.13
9	Pacific Western Bank	1.01
10	Montecito Bank & Trust	0.92
11	Community Bank	0.91
12	Cathay Bank	0.9
13	City National Bank	0.82
14	Professional Business Bank	0.81
15	Mission Valley Bank	0.44
16	Santa Clara Valley Bank	0.37
17	Rabobank, N.A.	0.27
18	Manufacturers Bank	0.22
19	Community West Bank	0.21
20	California United Bank	0.15
21	Bank of Santa Clarita	-0.03
22	Grandpoint Bank	-1.48
23	Americas United Bank	-1.61
24	Wilshire State Bank	-3.78

Ranked by Deposits

Rank	Name	Total Deposits
1	First Republic Bank	\$19,939,848
2	City National Bank	\$19,329,918
3	East West Bank	\$17,245,959
4	OneWest Bank, FSB	\$15,625,971
5	California Bank & Trust	\$9,148,857
6	Rabobank, N.A.	\$8,109,000
7	Cathay Bank	\$7,138,108
8	CapitalSource Bank	\$4,785,796
9	Citizens Business Bank	\$4,524,183
10	Pacific Western Bank	\$4,507,445
11	Hanmi Bank	\$2,405,488
12	Wilshire State Bank	\$2,167,754
13	Community Bank	\$2,021,564
14	Manufacturers Bank	\$1,468,769
15	First California Bank	\$1,411,481
16	Montecito Bank & Trust	\$851,733
17	California United Bank	\$690,377
18	Community West Bank	\$517,338
19	Grandpoint Bank	\$488,057
20	Professional Business Bank	\$219,550
21	Mission Valley Bank	\$189,608
22	Bank of Santa Clarita	\$149,675
23	Santa Clara Valley Bank	\$105,366
24	Americas United Bank	\$80,538

Banking & Finance 4th Quarter Supplement

Publication Date: Nov. 7th

Each advertiser in this supplement may submit an article up to 750 words on a financial topic.

Space Deadline: Friday Oct. 28th

Artwork Deadline: Monday Oct. 31