



PACIFIC
MERCANTILE
BANCORP

November 2017 Investor Conferences

INVESTOR PRESENTATION

FORWARD LOOKING STATEMENTS

This presentation contains statements regarding our expectations, beliefs and views about our future financial performance and our business, trends and expectations regarding the markets in which we operate, and our future plans. Those statements constitute “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, can be identified by the fact that they do not relate strictly to historical or current facts. Often, they include words such as “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate,” “project,” or words of similar meaning, or future or conditional verbs such as “will,” “would,” “should,” “could,” or “may”. Forward-looking statements are based on current information available to us and our assumptions about future events over which we do not have control. Moreover, our business and our markets are subject to a number of risks and uncertainties which could cause our actual financial performance in the future, and the future performance of our markets (which can affect both our financial performance and the market prices of our shares), to differ, possibly materially, from our expectations as set forth in the forward-looking statements contained in this presentation. In addition to the risk of incurring loan losses, which is an inherent risk of the banking business, these risks and uncertainties include, but are not limited to, the following: the risk that the economic recovery in the United States, which is still relatively fragile, will be adversely affected by domestic or international economic conditions, which could cause us to incur additional loan losses and adversely affect our results of operations in the future; the risk that our results of operations in the future will continue to be adversely affected by our exit from the wholesale residential mortgage lending business and the risk that our commercial banking business will not generate the additional revenues needed to fully offset the decline in our mortgage banking revenues within the next two to three years; the risk that our interest margins and, therefore, our net interest income will be adversely affected by changes in prevailing interest rates; the risk that we will not succeed in further reducing our remaining nonperforming assets, in which event we would face the prospect of further loan charge-offs and write-downs of other real estate owned and would continue to incur expenses associated with the management and disposition of those assets; the risk that we will not be able to manage our interest rate risks effectively, in which event our operating results could be harmed; the prospect that government regulation of banking and other financial services organizations will increase, causing our costs of doing business to increase and restricting our ability to take advantage of business and growth opportunities. Additional information regarding these and other risks and uncertainties to which our business is subject are contained in our Annual Report on Form 10-K for the year ended December 31, 2016 which is on file with the SEC as well as subsequent Quarterly Reports on Form 10-Q that we file with the SEC. Due to these and other risks and uncertainties to which our business is subject, you are cautioned not to place undue reliance on the forward-looking statements contained in this news release, which speak only as of its date, or to make predictions about our future financial performance based solely on our historical financial performance. We disclaim any obligation to update or revise any of the forward-looking statements as a result of new information, future events or otherwise, except as may be required by law.

CORPORATE OVERVIEW

PACIFIC MERCANTILE BANK IS A
FULL SERVICE BUSINESS BANK
SERVING SOUTHERN CALIFORNIA

- Bank founded in 1999
- \$1.2 billion in total assets
- 7 locations in Southern California
- Focused on serving small- and middle-market businesses
- 32% owned by Carpenter Community BancFund



CORPORATE HEADQUARTERS
COSTA MESA, CALIFORNIA

OFFICE LOCATIONS



NEWPORT BEACH

CENTURY CITY

IRVINE SPECTRUM

COSTA MESA

LA HABRA

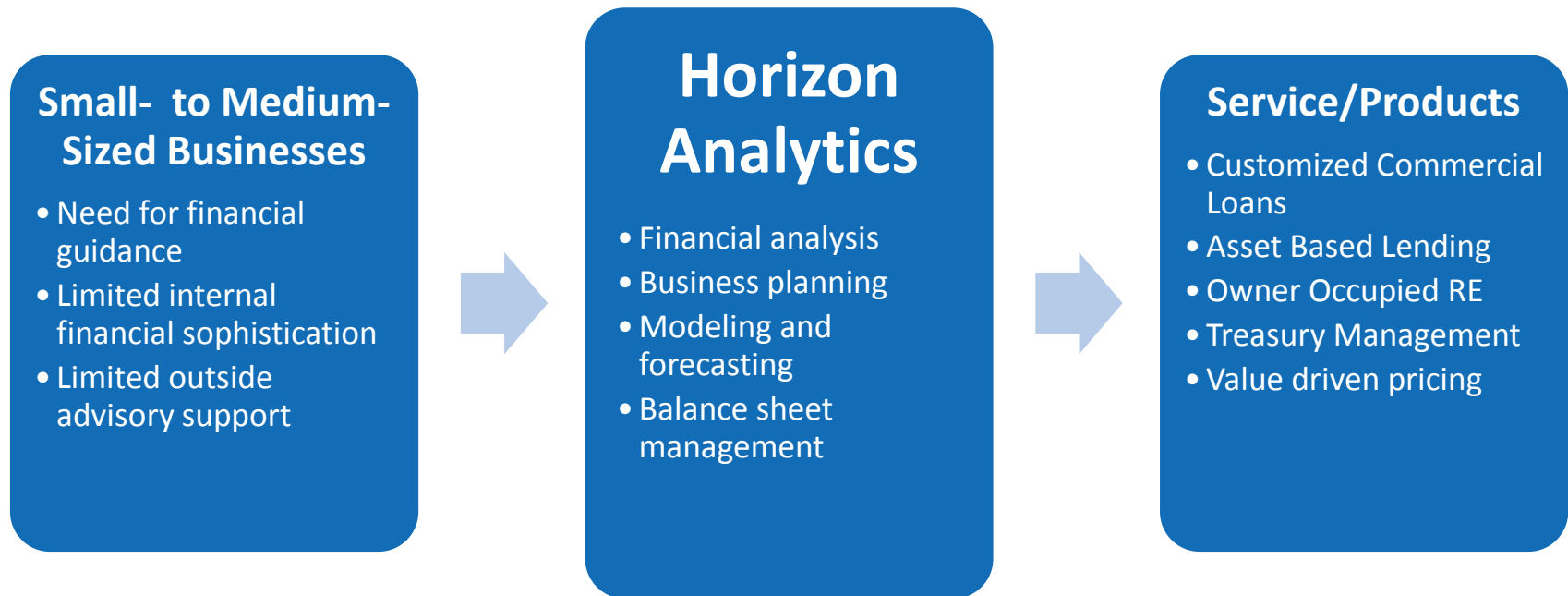
ONTARIO

SAN DIEGO

MARKET POSITIONING

Differentiating Strategy to Target Business Clients

"We Help Companies Succeed"



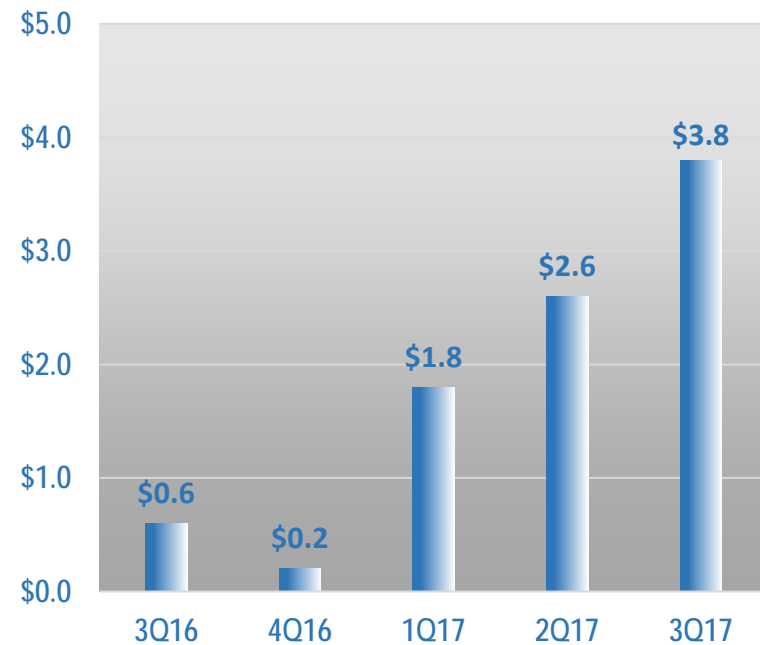
Approximately 70% of new relationships being brought into the Bank are C&I operating companies

IMPROVING PROFITABILITY

Catalysts driving improved profitability in 2017

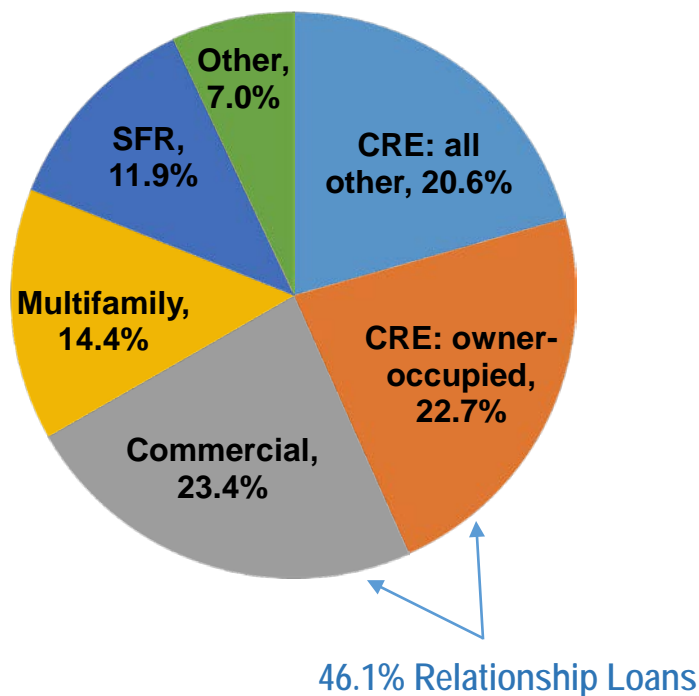
- Higher average loan balances
- Expanding net interest margin
- Higher non-interest income
- Stable expense levels
- Improving credit quality

Pre-Provision Pre-Tax Earnings
(\$ in millions)

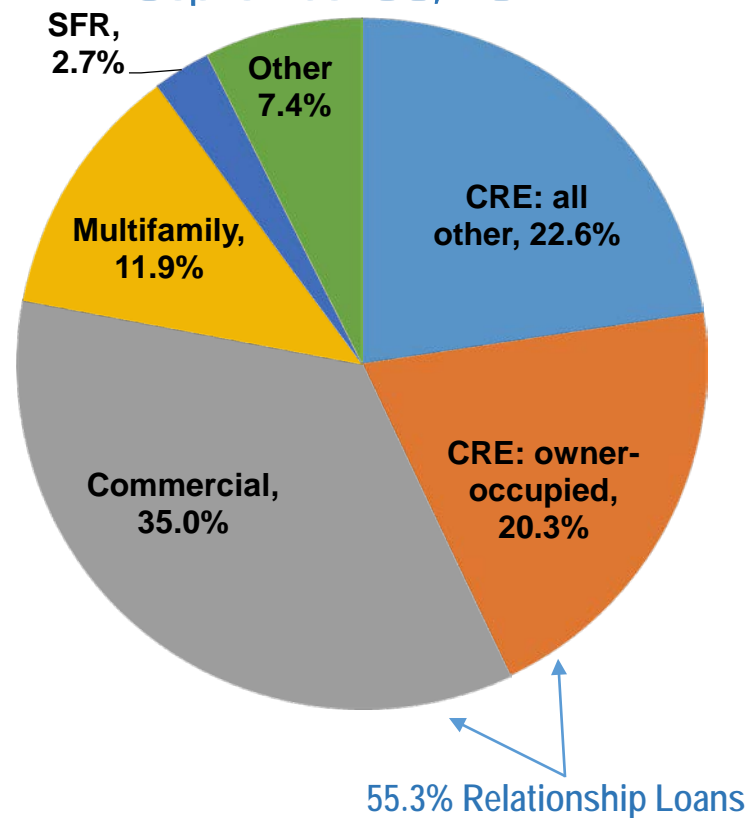


LOAN PORTFOLIO FOCUS ON RELATIONSHIP LENDING

\$ 731 Million as of
December 31, 2012

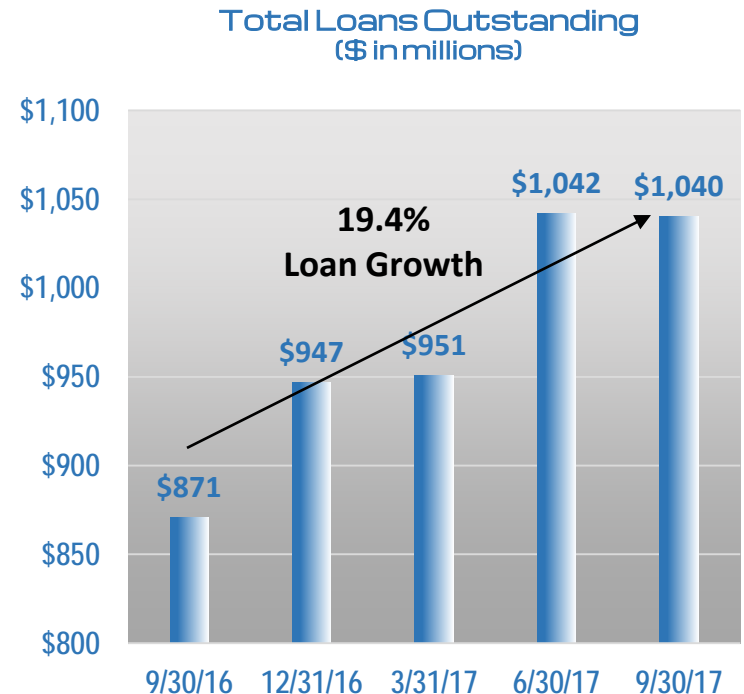
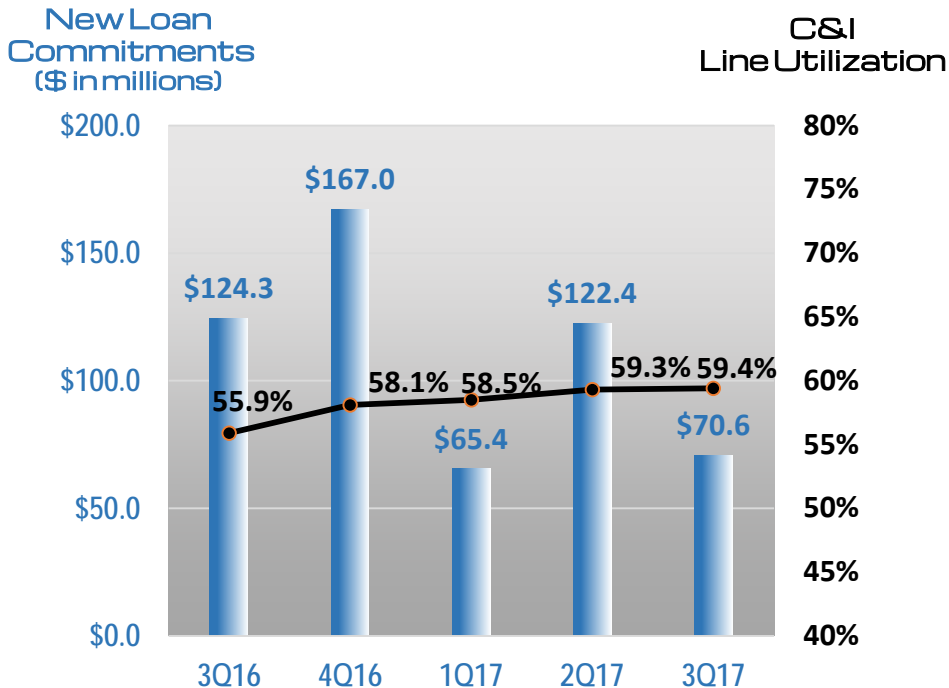


\$ 1.04 Billion as of
September 30, 2017



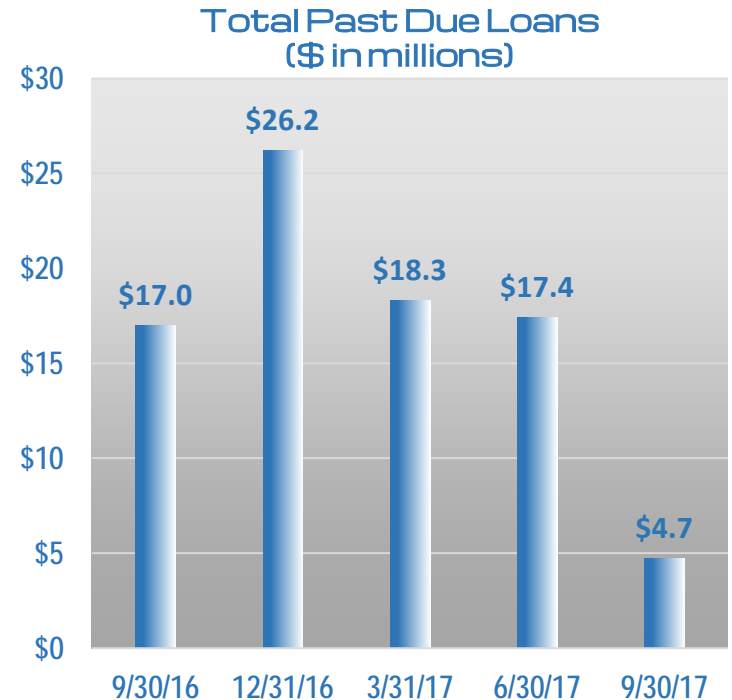
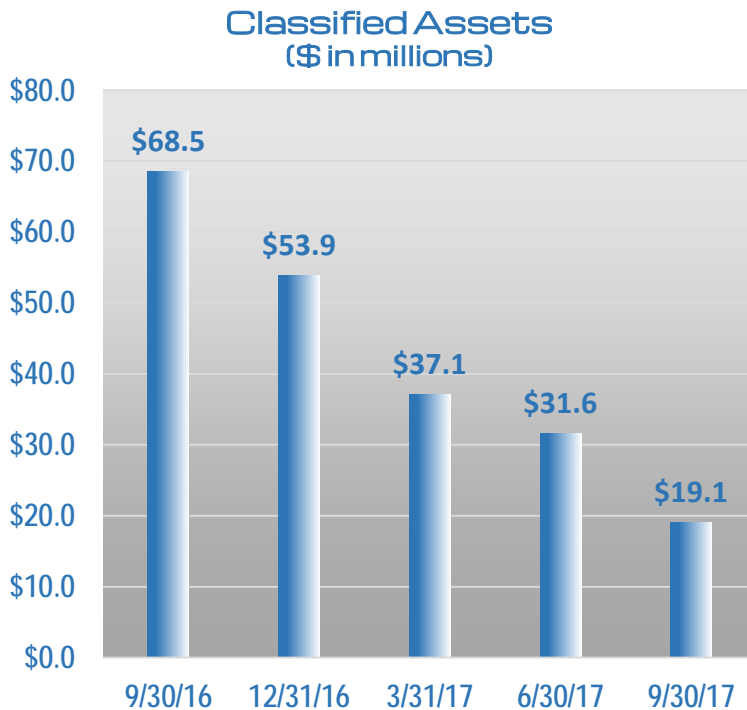
LOAN PRODUCTION TRENDS

- Branch repositioning strategy has put more of the staff in business development roles
- Better sales execution and leveraging the competitive advantages of Horizon Analytics
- Elevated payoffs and paydowns impacting total loan growth



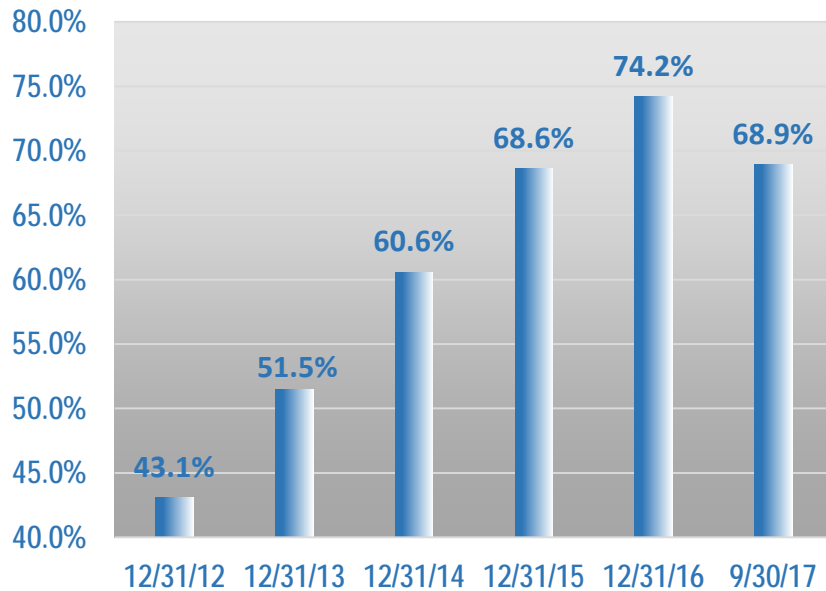
ASSET QUALITY

- Complete overhaul of credit administration in the first half of 2016
- New CCO implemented improved loan monitoring and underwriting standards
- Comprehensive credit review resulted in significant credit downgrades in 3Q16
- Classified assets have declined 72% since 9/30/16, primarily due to payoffs

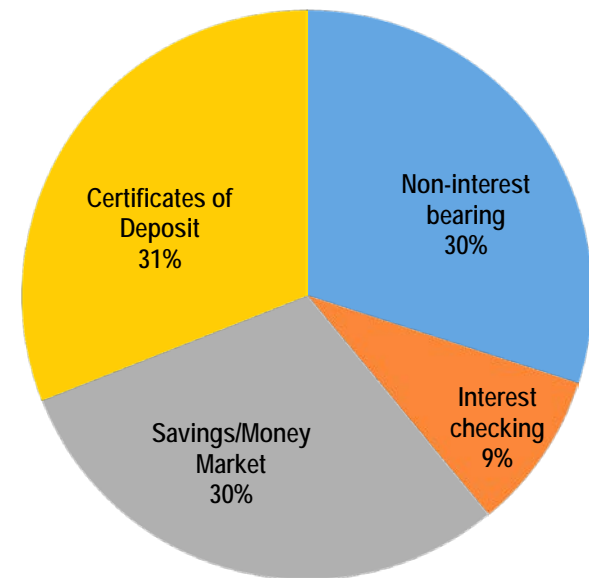


DEPOSIT COMPOSITION FOCUSED ON CORE DEPOSITS

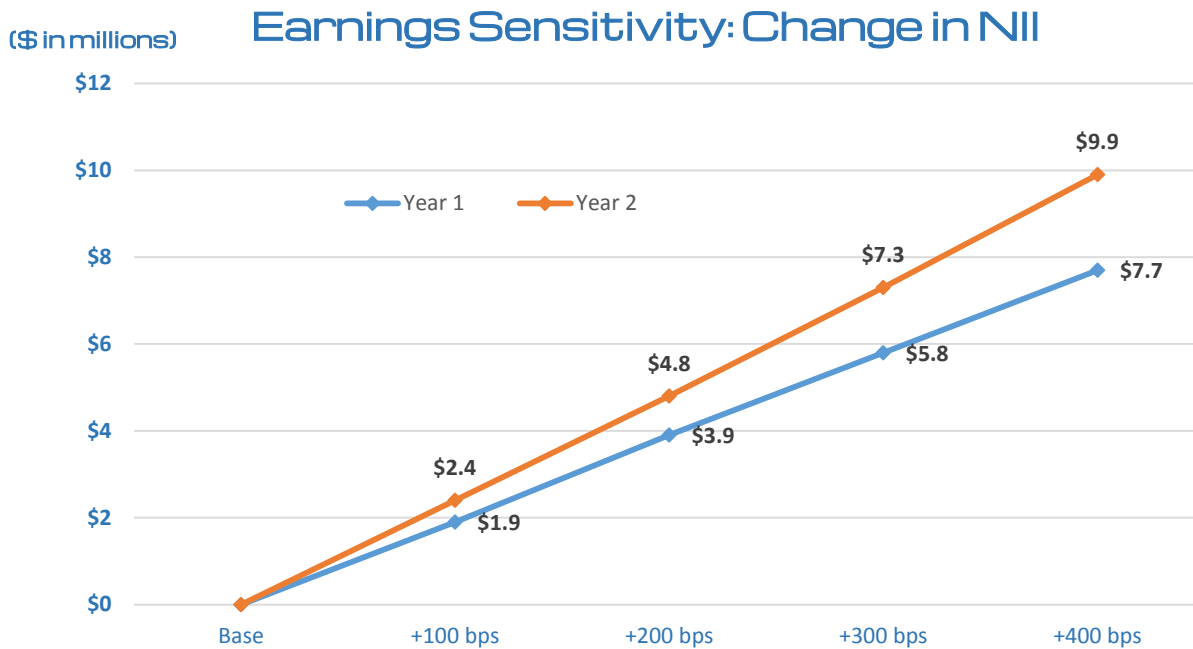
Core Deposits as a Percentage of Total Deposits



\$1.05 Billion as of September 30, 2017



WELL POSITIONED FOR HIGHER INTEREST RATES



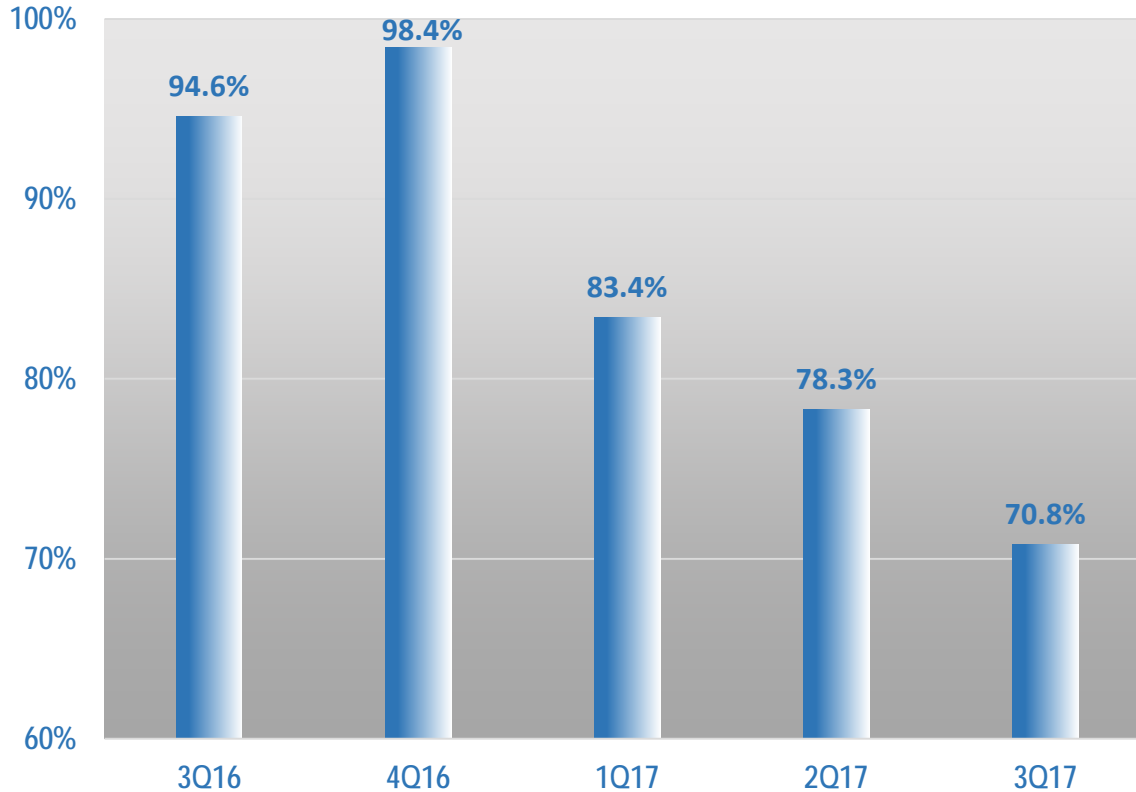
- Fed looking to raise rates another 25 basis points in 2017 and current consensus looks for 50-75 basis points in 2018
- Conservative asset sensitive position reflects loan portfolio consisting of short duration C&I and RE loans
- High proportion of DDA and core deposit funding

WELL POSITIONED FOR HIGHER INTEREST RATES

	Balance Sheet Highlights (\$ in 000s)		Yield/Cost		Duration	
	<u>9/30/17</u>	<u>9/30/16</u>	<u>9/30/17</u>	<u>9/30/16</u>	<u>9/30/17</u>	<u>9/30/16</u>
Total Investments	\$145,831	\$187,824	0.57%	0.51%	1.0	0.9
Net Loans	\$1,041,342	\$859,159	4.68%	4.33%	2.2	1.8
Total Earning Assets	<u>\$1,187,173</u>	<u>\$1,046,983</u>	<u>4.18%</u>	<u>3.64%</u>	<u>2.0</u>	<u>1.6</u>
Non Maturity Deposits	\$732,537	\$689,119	0.43%	0.32%	4.6	4.9
Time Deposits	\$328,166	\$264,757	1.37%	1.03%	0.8	0.6
Total Deposits	<u>\$1,060,703</u>	<u>\$953,876</u>	<u>0.72%</u>	<u>0.52%</u>	<u>3.4</u>	<u>3.7</u>

Improving Operating Leverage

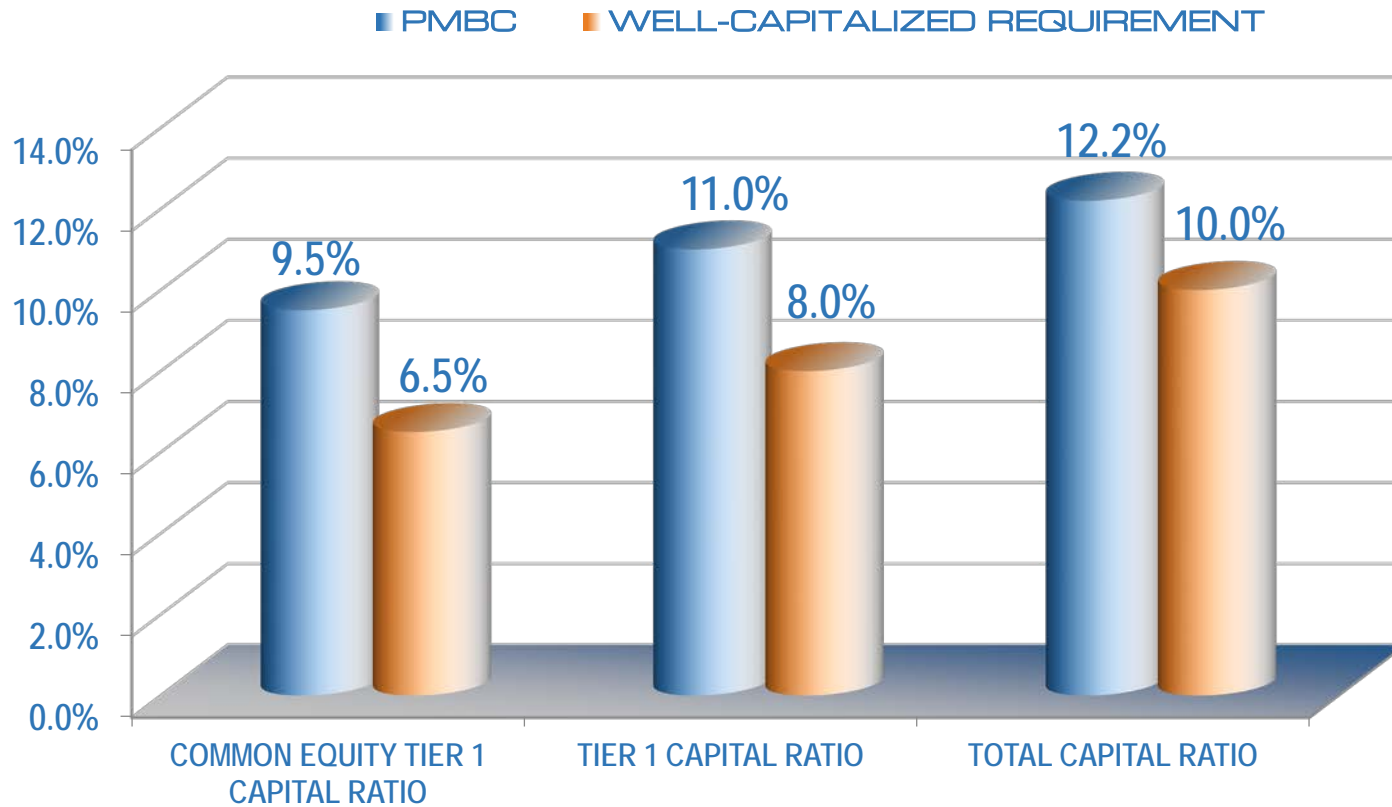
Efficiency Ratio



2017 YTD Results

- Revenue up 23.4%
- Non-interest expense up 2.0%

STRONG CAPITAL POSITION



As of September 30, 2017

OUTLOOK

Continued strong loan growth

- Growing business banking relationships
- Increasing focus on mid-size operating companies (\$3-\$7 million credits)

Increasing net interest margin

- Well positioned to benefit from rising interest rates
- Improving mix of higher yielding earning assets

Higher non-interest income

- New business clients using more treasury management products

Relatively stable expense levels

- Investment in infrastructure offset by a decline in professional fees

Improving credit quality with manageable credit costs

- Continue moving lower quality credits out of the bank

Leading to steady increase in profitability



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Non-GAAP Metric Reconciliation
 Net Income to Pre-Provision Pre-Tax Earnings
 (\$ in 000s)

	3Q16	4Q16	1Q17	2Q17	3Q17
Net Income	-\$30,526	\$309	\$1,781	\$2,501	\$3,690
Add Back: Provision for Loan Losses	\$10,730	\$0	\$0	\$0	\$0
Add Back: Provision for Taxes	\$20,352	-\$159	\$49	\$64	\$103
Pre-Provision Pre-Tax Earnings	\$556	\$150	\$1,830	\$2,565	\$3,793