



Bank of Marin Bancorp

Second Quarter 2025 Earnings Presentation

Forward-Looking Statements

This discussion of financial results includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, (the "1933 Act") and Section 21E of the Securities Exchange Act of 1934, as amended, (the "1934 Act"). Those sections of the 1933 Act and 1934 Act provide a "safe harbor" for forward-looking statements to encourage companies to provide prospective information about their financial performance so long as they provide meaningful, cautionary statements identifying important factors that could cause actual results to differ significantly from projected results. Our forward-looking statements include descriptions of plans or objectives of management for future operations, products or services, and forecasts of revenues, earnings or other measures of economic performance. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts. They often include the words "believe," "expect," "intend," "estimate" or words of similar meaning, or future or conditional verbs preceded by "will," "would," "should," "could" or "may." Forward-looking statements are based on management's current expectations regarding economic, legislative, and regulatory issues that may affect our earnings in future periods. Factors that could cause future results to vary materially from current management expectations include, but are not limited to, general economic conditions and the economic uncertainty in the United States and abroad, including economic or other disruptions to financial markets caused by the Trump administration's approach to tariffs and trade, acts of terrorism, war, impacts from inflation, supply chain disruptions, changes in interest rates (including the actions taken by the Federal Reserve to control inflation), California's unemployment rate, deposit flows, real estate values, and expected future cash flows on loans and securities; the impact of adverse developments at other banks, including bank failures, that impact general sentiment regarding the stability and liquidity of banks; costs or effects of acquisitions; competition; changes in accounting principles, policies or guidelines; changes in legislation or regulation; natural disasters (such as wildfires and earthquakes in our area); adverse weather conditions; interruptions of utility service in our markets for sustained periods; and other economic, competitive, governmental, regulatory and technological factors (including external fraud and cybersecurity threats) affecting our operations, pricing, products and services; and successful integration of acquisitions. These and other important factors detailed in various securities law filings made periodically by Bancorp, copies of which are available from us at no charge. Forward-looking statements speak only as of the date they are made. Bancorp undertakes no obligation to release publicly the result of any revisions to these forward-looking statements that may be made to reflect events or circumstances that occur after the date of this press release or to reflect the occurrence of unanticipated events.

GAAP to Non-GAAP Financial Measures

This presentation includes some non-GAAP financial measures as shown in the Appendix of this presentation. Please refer to the reconciliation of GAAP to Non-GAAP financial measures included in our Form 8-K under Item 9 - Financial Statements and Exhibit 99.1 filed with the SEC on July 28, 2025.

Bank of Marin Bancorp



BMRC AT A GLANCE

BMRC
NASDAQ

Novato, CA
Headquarters

\$3.7 Billion
Total Assets

\$368.1 Million
Market Cap

16.25%
Total RBC

4.38%
Dividend Yield

Data as of 6/30/25



Bank of Marin Bancorp



Relationship Banking

Build strong, long-term customer relationships based on trust, integrity and expertise, inspiring loyalty through exceptional service.



Disciplined Fundamentals

Apply a disciplined business approach with sound banking practices, high quality products, and consistent fundamentals ensuring continued strong results.



Community Commitment

Give back to the communities that we serve through active employee volunteerism, nonprofit board leadership and financial contributions.

Second Quarter 2025 Overview



Highlights

- Tax-equivalent net interest margin increased to 2.93% from 2.86%, mostly driven by new loan production at higher rates
- Net (loss) income and diluted EPS for 2Q'25 was (\$8.5) million and (\$0.53); excluding the loss on sale of securities was \$4.7 million and \$0.29, respectively, all other factors unchanged, using blended statutory tax rate of 29.56%, and \$5.7 million and \$0.36, respectively, using 2Q'25 effective tax rate of 23.78% (both non-GAAP)
- Sold \$185.8 million AFS securities resulting in pre-tax loss \$18.7 million; proceeds redeployed in securities with expected 13bp increase in annualized NIM and \$0.20 EPS accretion over 4 quarters and 4 year earnback, assuming 5% average yield
- Originated \$68.8 million in new loans (\$50.2 million funded) including \$49.1 million in commercial loans (\$41.2 million funded)



Capital

- Strong capital allowed for the repurchase of \$2.2 million in shares
- Bancorp total risk-based capital remained strong at 16.25%
- Bancorp TCE / TA of 10.0%, 8.3% when adjusted for HTM securities¹



Key Operating Trends

- Tax-equivalent yield on interest-earning assets increased 6 basis points to 4.10% resulting from higher yields on both loans and investment securities
- Total cost of deposits down 1 bps at 1.28% (interest-bearing 2.24%) for Q2 and stable at 1.28% (interest-bearing 2.25%) for the month of June. 6/30/25 spot rate was 1.29% (interest-bearing 2.24%)
- Book value per share was \$27.21 and tangible book value per share¹ was \$22.55



Deposits and Liquidity

- Total deposits decreased \$56.9 million, the majority was non-interest bearing deposits impacted by business expenses, payroll and distributions, asset purchases and seasonal outflows for tax payments
- Non-interest bearing deposits remained a strong 42.5% of total deposits
- Immediately available net funding of \$1.9 billion, representing 200% coverage of estimated uninsured deposits



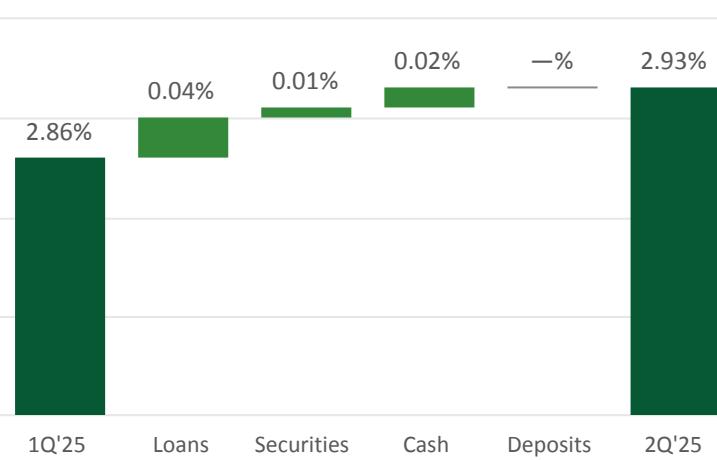
Credit Quality

- No provision for credit losses in Q2 compared to \$75 thousand in Q1
- Non-accrual loans decreased to 1.57% of total loans from 1.59% in the prior quarter
- Classified loans increased to 2.95% (from 2.77% last quarter) of total loans largely due to downgrades of two commercial real estate loans totaling \$3.9 million, partially offset by paydowns and payoffs totaling \$1.1 million

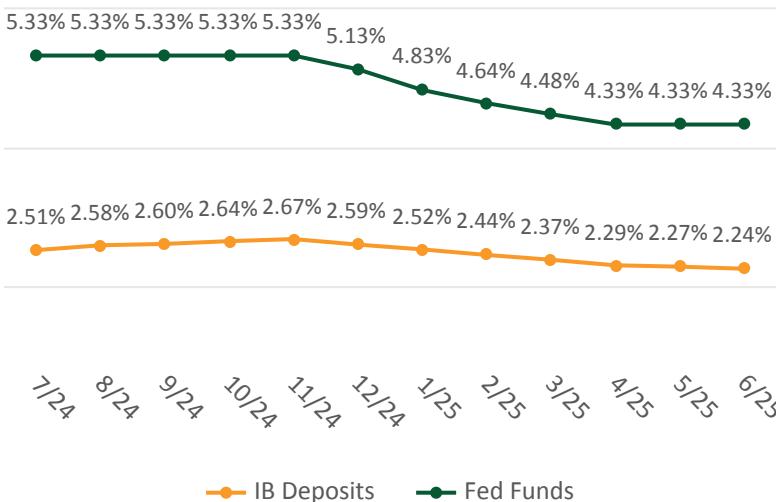
Net Interest Margin Drivers

- Linked-quarter NIM increased 7 bps due primarily to higher loan and securities yields, largely due to the effects of new loan production at higher rates
- The Bank began deposit rate cuts in August '24 and continues making strategic pricing adjustments into July'25
- 2Q'25 non-maturity deposit modeling assumptions use average betas of 45% for rising rates (no lag) and 38% for falling rates (1-month lag)
- 2Q'25 actual non-maturity interest-bearing deposit beta was 35%
- Recent AFS securities restructuring expected to contribute 13bps to annualized NIM

Net Interest Margin Linked-Quarter Change



Avg. Monthly Cost of IB Deposits vs. Fed Funds



Net Interest Income Simulation Q2'25

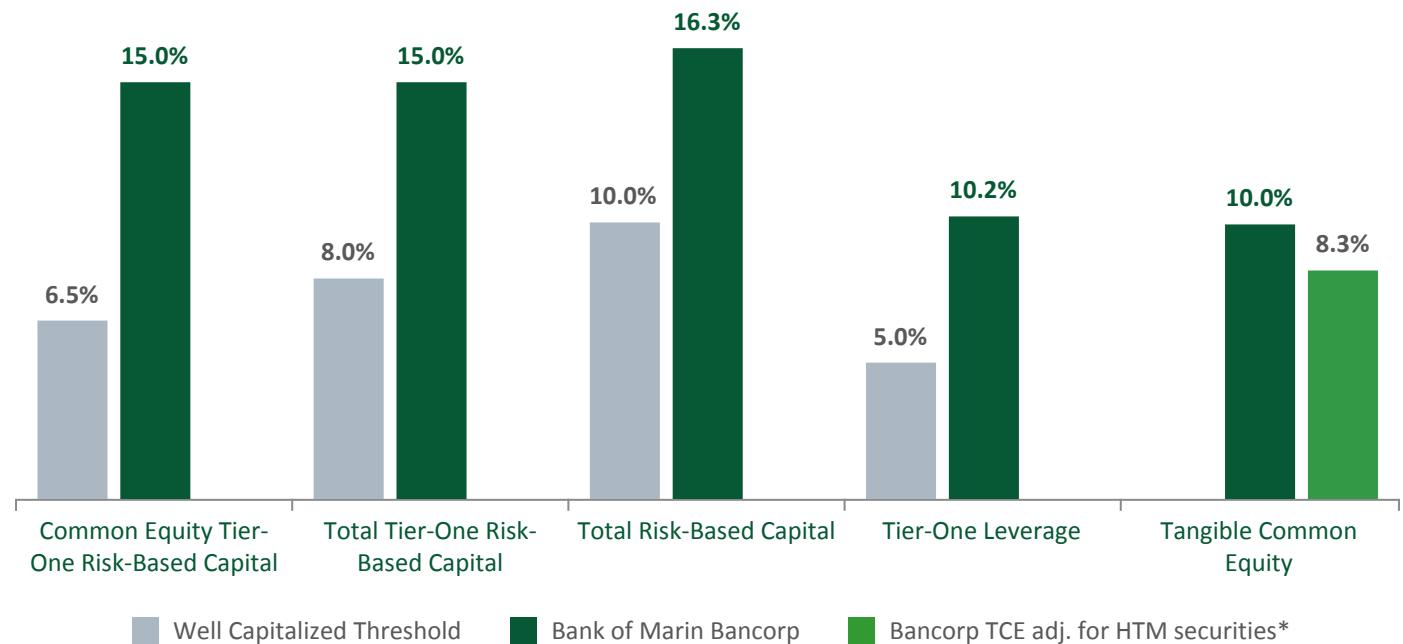
Immediate Change in Interest Rates (in bps)	Est. Change in NII, as %	
	in Year 1	in Year 2
Up 400bp	-3.7%	8.9%
Up 300bp	-2.5%	6.9%
Up 200bp	-1.5%	4.8%
Up 100bp	-0.5%	2.8%
Rates Unch.	—%	—%
Down 100bp	0.3%	-0.6%
Down 200bp	0.8%	-1.0%
Down 300bp	0.8%	-2.3%
Down 400bp	—%	-4.8%

*Please see our 10-Q's and 10-K's for more information regarding these simulations.

Robust Capital Ratios

As of 6/30/25

- We maintained high capital levels and are in a position of strength
- Total risk-based capital of 16.3%
- Tangible common equity ratio of 10.0%
- During 2Q'25 we repurchased 100,000 shares at an average price of \$21.72, totaling \$2.2 million



Strong Liquidity: \$1.9 Billion in Net Availability

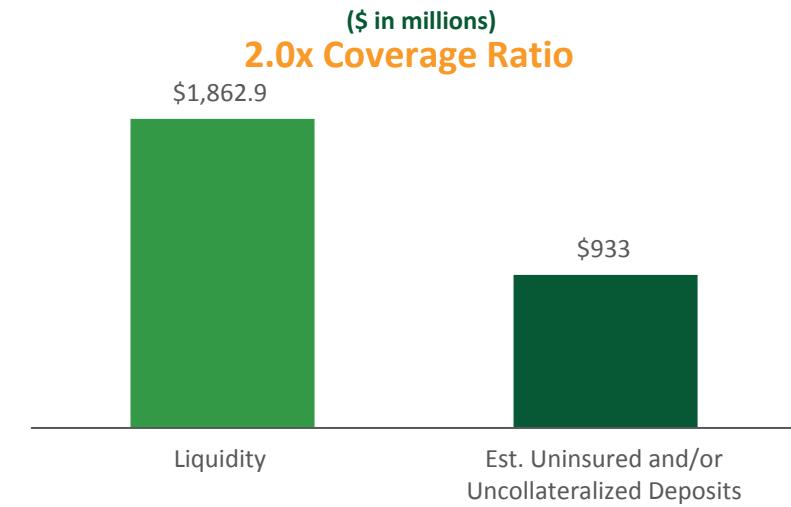
- Immediately available contingent funding represented 200% of estimated uninsured and/or uncollateralized deposits at June 30, 2025,
- The Bank has long-established minimum liquidity requirements regularly monitored using metrics and tools similar to larger banks, such as the liquidity coverage ratio and multi-scenario, long-horizon stress tests
- Deposit outflow assumptions for liquidity monitoring and stress testing are conservative relative to actual experience

At June 30, 2025 (\$ in millions)	Total Available	Amount Used	Net Availability
Internal Sources			
Unrestricted Cash ¹	\$ 201.1	N/A	\$ 201.1
Unencumbered Securities	271.0	N/A	271.0
External Sources			
FHLB line of credit	946.0	—	946.0
FRB line of credit	319.8	—	319.8
Lines of credit at correspondent banks	125.0	—	125.0
Total Liquidity	\$ 1,862.9	\$ —	\$ 1,862.9

¹ Excludes cash items in transit

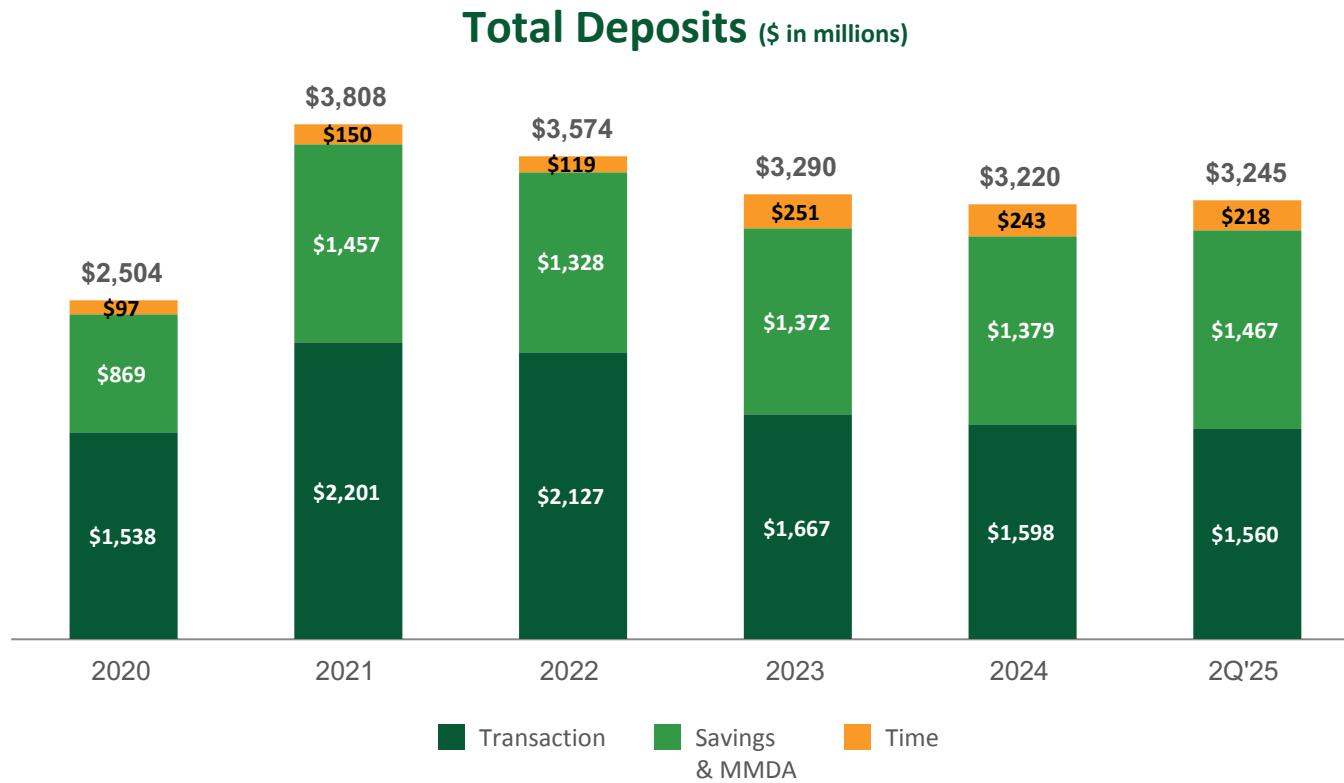
Note: Access to brokered deposit purchases through networks such as Intrafi and Reich & Tang and brokered CD sales not included above

Liquidity & Uninsured Deposits

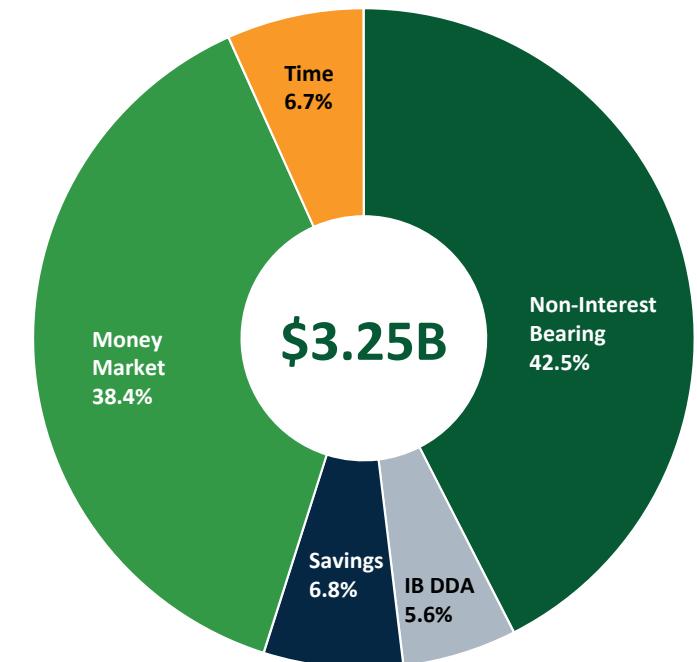


Strong Deposit Franchise

- Deposit mix continues to favor a high percentage of non-interest bearing deposits
- Total cost of deposits was 1.28% (interest-bearing 2.24%) for 2Q'25 and 1.29% (interest-bearing 2.27%) for the prior quarter
- June cost of deposits and spot rate as of June 30, 2025 were 1.28% (interest-bearing 2.25%) and 1.29% (interest-bearing 2.24%), respectively
- Bank continued strategic pricing adjustments with limited rate related outflows
- Overall deposit growth demonstrating the Bank's successful relationship banking model
- Our time deposits are not derived from brokered CD markets or advertised CD specials

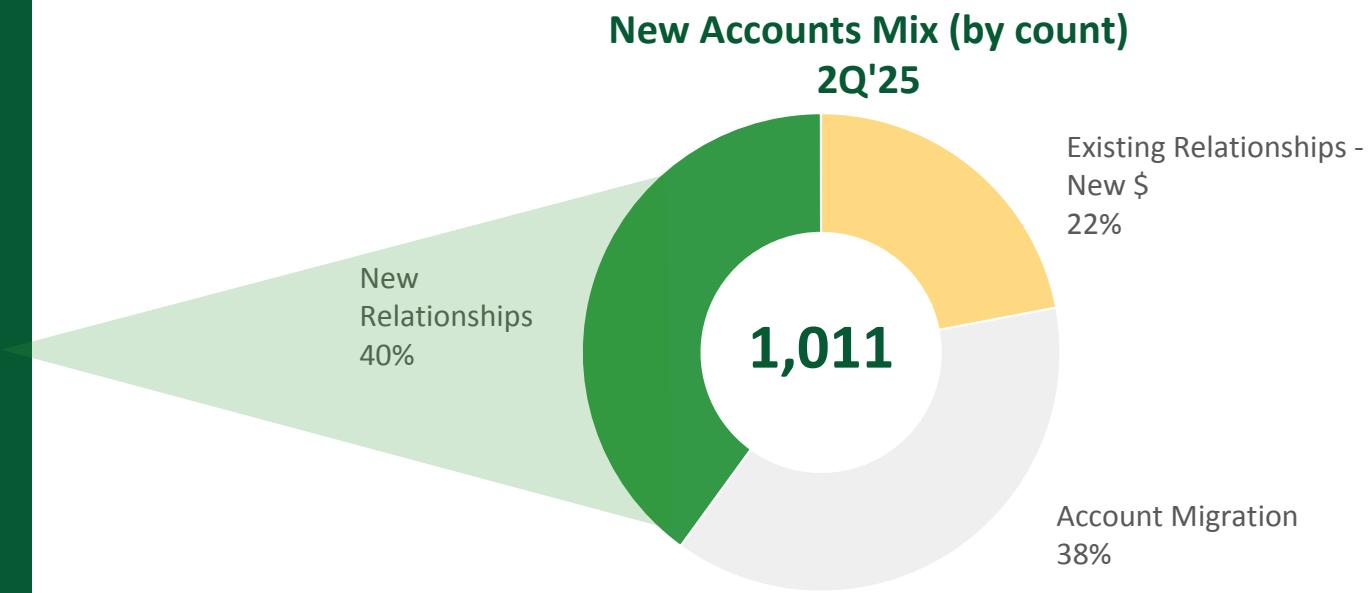


Total Deposit Mix at 2Q'25



Granular Deposit Account Composition

- 40% of new accounts consisted of new relationships to the Bank by count
- 40% of new accounts were non-interest bearing by count
- Average weighted cost for all new accounts at 2.10%
- Reciprocal deposit network program (expanded FDIC insurance products) utilization decreased notionally by \$10.5 million



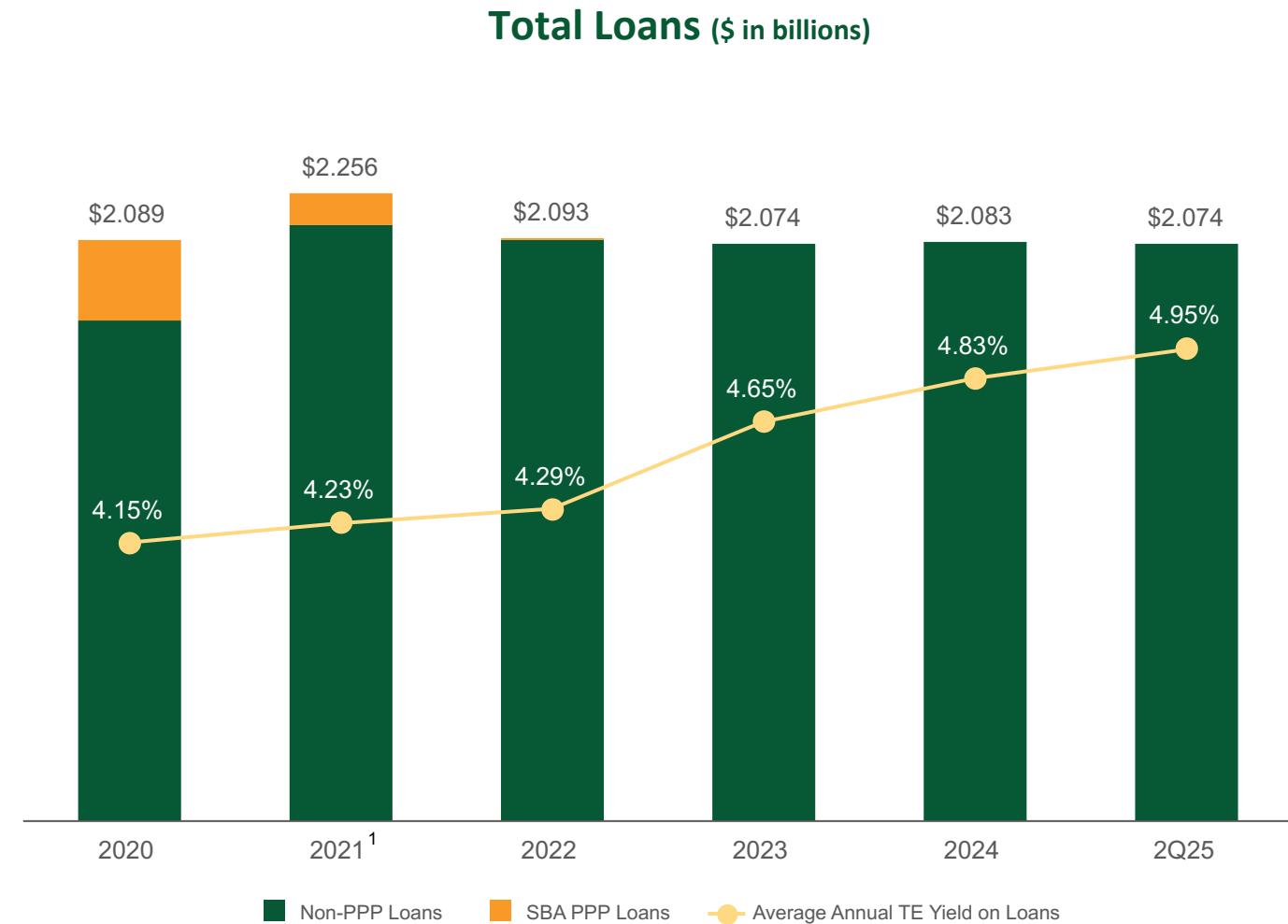
Deposit Accounts Mix - Consumer vs Business 2Q'25

(in thousands; except for # of Accounts)	Interest Bearing	Non-Interest	Total
Consumer			
Account Balances	\$ 944,062	\$ 315,941	\$ 1,260,003
# of Accounts	14,649	17,444	32,093
Avg Balance Per Account	\$ 64	\$ 18	\$ 39
Business			
Account Balances	\$ 921,144	\$ 1,056,883	\$ 1,978,027
# of Accounts	3,616	11,127	14,743
Avg Balance Per Account	\$ 255	\$ 95	\$ 134

*Excludes internal operating accounts such as holding company cash and deposit settlement accounts totaling \$7.0 million

Prudent, Sustainable Model for Loan Growth

- Loan originations were at yields higher than those on paid off loans
- Notable pipeline growth and diversification from key hires, compensation program enhancements, and calling programs
- Sound underwriting produces a high-quality loan portfolio with low credit costs and stable earnings through cycles
- Extending credit and serving the needs of existing clients while ensuring new opportunities present the appropriate levels of risk and return

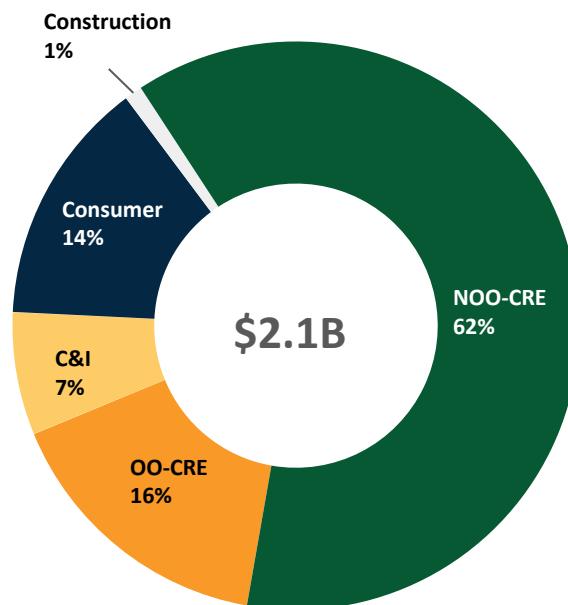


Well-diversified Loan Portfolio

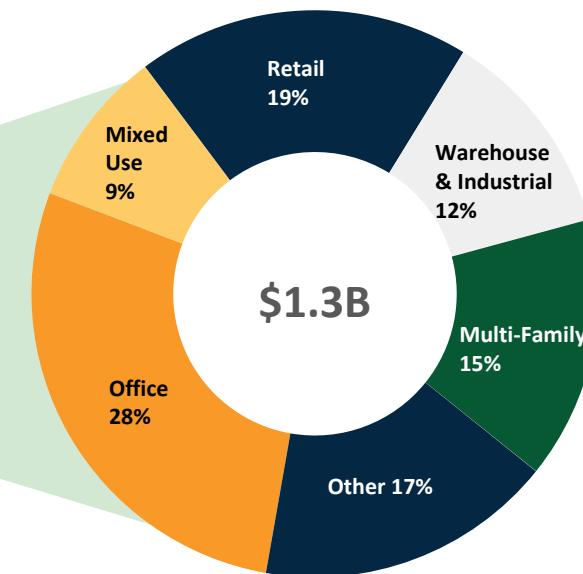
As of 6/30/25 - No material changes from 1Q'25

- Loan portfolio is well-diversified across borrowers, industries, loan and property types within our geographic footprint
- 88% of all loans and 94% of loans excluding nonprofit organizations are guaranteed by owners of the borrowing entities
- Non-owner occupied commercial real estate is well-diversified by property type with 89% of loans (91% of loans excluding nonprofit organizations) being guaranteed by owners of the borrowing entities
- Since 2001, net charge-offs for all NOO CRE and OO CRE totals \$2.4 million
- Construction loans represent a small portion of the overall portfolio

2Q'25 Total Loans



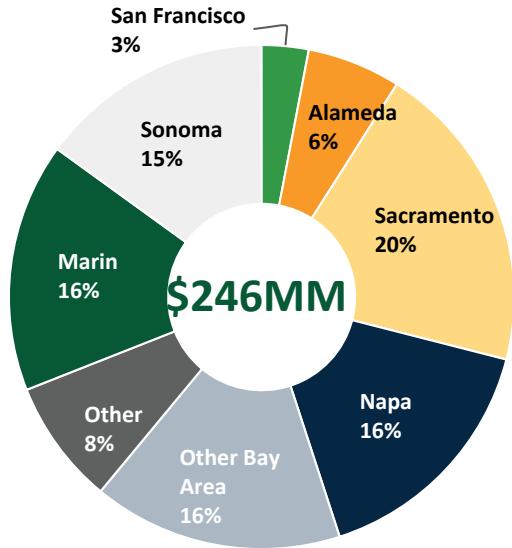
2Q'25 Total NOO-CRE Loans



NOO CRE Portfolio Diversified Across Property Type & County

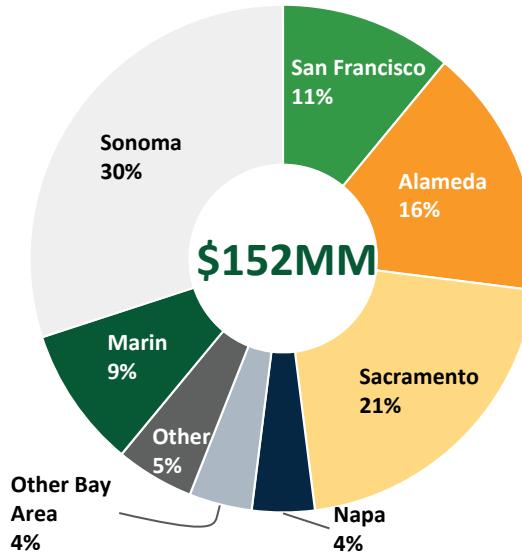
As of 6/30/25 - No material changes from 1Q'25

Retail 2Q'25



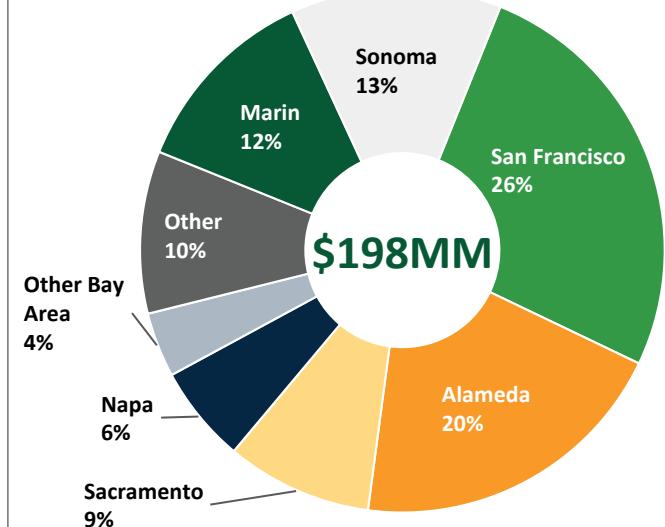
Average Balance: \$1.8MM
Largest Balance: \$13.6MM
Total # of Loans: 137
Wtd. Avg. LTV*: 62%

Warehouse & Industrial 2Q'25



Average Balance: \$1.9MM
Largest Balance: \$14.4MM
Total # of Loans: 78
Wtd. Avg. LTV*: 49%

Multifamily 2Q'25



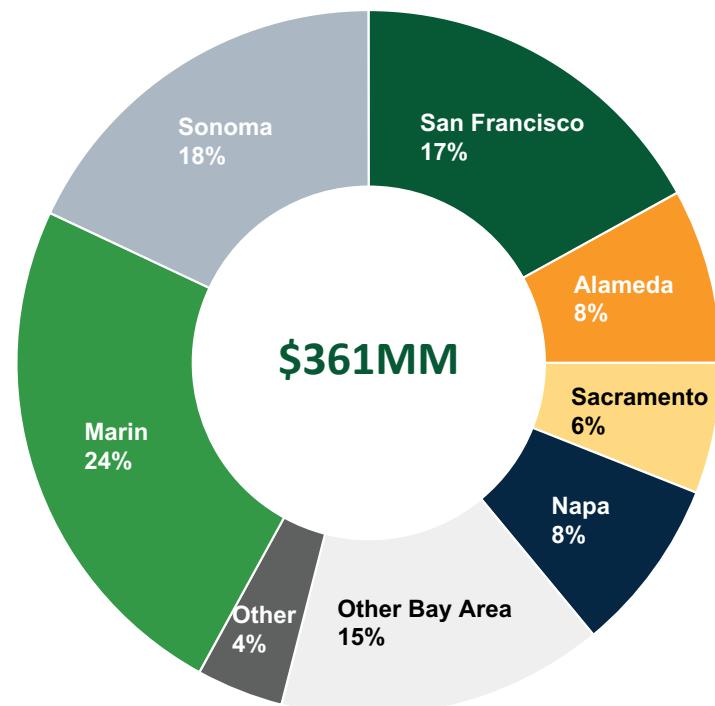
Average Balance: \$1.6MM
Largest Balance: \$21.3MM
Total # of Loans: 125
Wtd. Avg. LTV*: 60%

Non-owner Occupied Office Exposure

As of 6/30/25 - No material changes from 1Q'25

- \$361 million in credit exposure spread across our lending footprint comprised of 147 loans
- \$2.5 million average loan balance – largest loan at \$15.8 million
- 64% weighted average loan-to-value and 1.62x weighted average debt-service coverage ratio*
- City of San Francisco NOO CRE office exposure is 3% of total loan portfolio and 5% of total NOO CRE loans

NOO CRE Office Portfolio by County



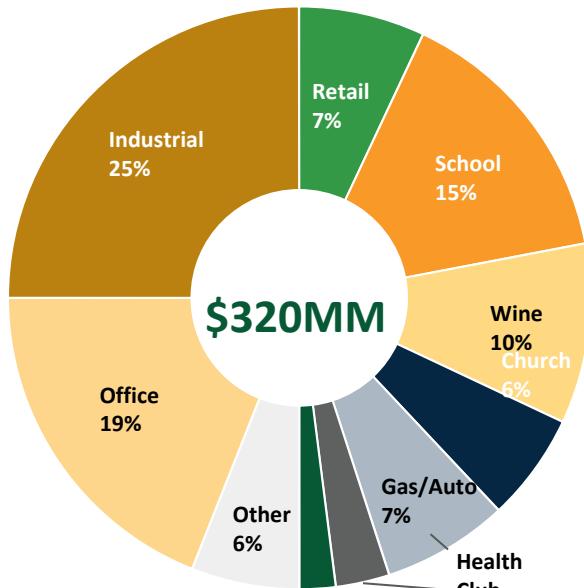
City of S.F. NOO CRE Office Portfolio

Total Balance:	\$61.1 million
Average Loan Bal:	\$5.1 million
Number of Loans:	12 loans
Wtd. Average LTV*:	63%
Wtd. Average DCR:	1.31x
Average Occupancy:	81%
11 of the 12 loans are secured by low rise buildings and one loan is secured by a 10 story building	

Owner-Occupied CRE Portfolio

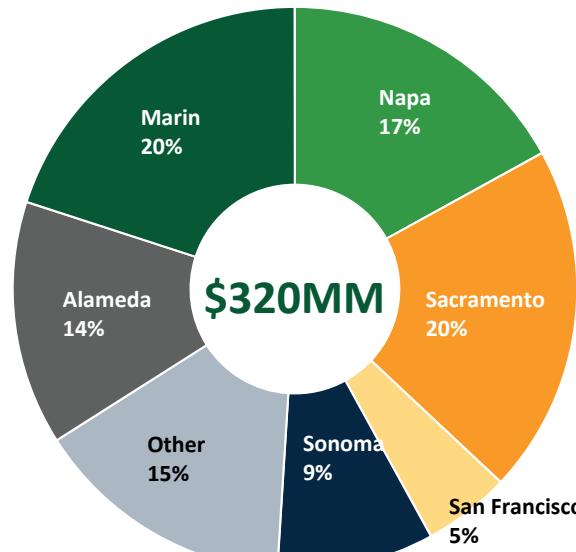
As of 6/30/25 - No material changes from 1Q'25

OO CRE by Type 2Q'25

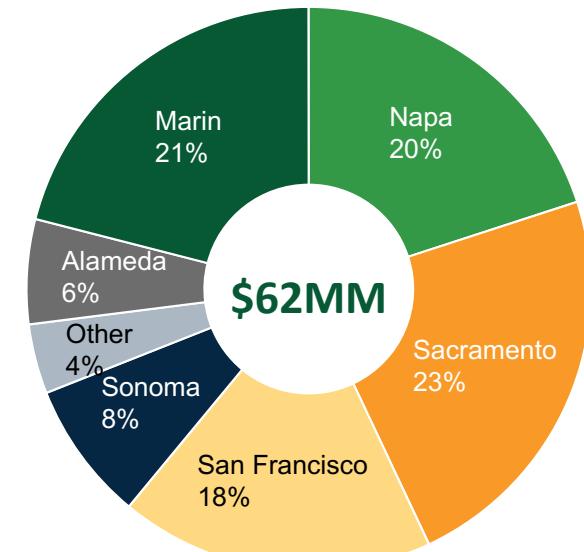


Average Balance: \$1.1MM
 Largest Loan: \$14.7MM
 Wtd. Avg. LTV*: 47%
 Total Balance: \$320.4MM
 Total Loans: 289

OO CRE by County 2Q'25



OO CRE Office Portfolio by County 2Q'25

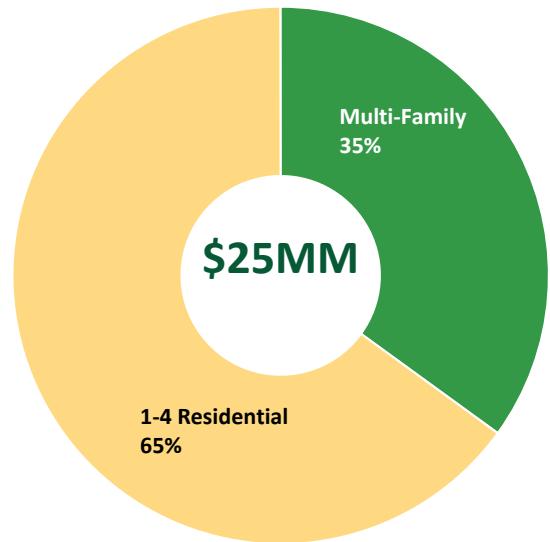


Average Balance: \$0.7MM
 Largest Loan: \$7.1MM
 Wtd. Avg. LTV*: 56%
 Total Balance: \$62.2MM
 Total Loans: 90

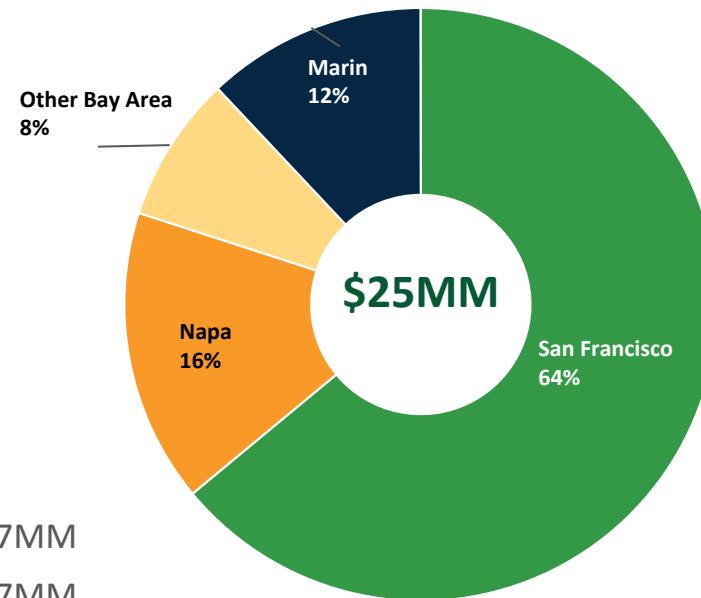
Construction Portfolio Concentrations

As of 6/30/25

Construction by Type 2Q'25



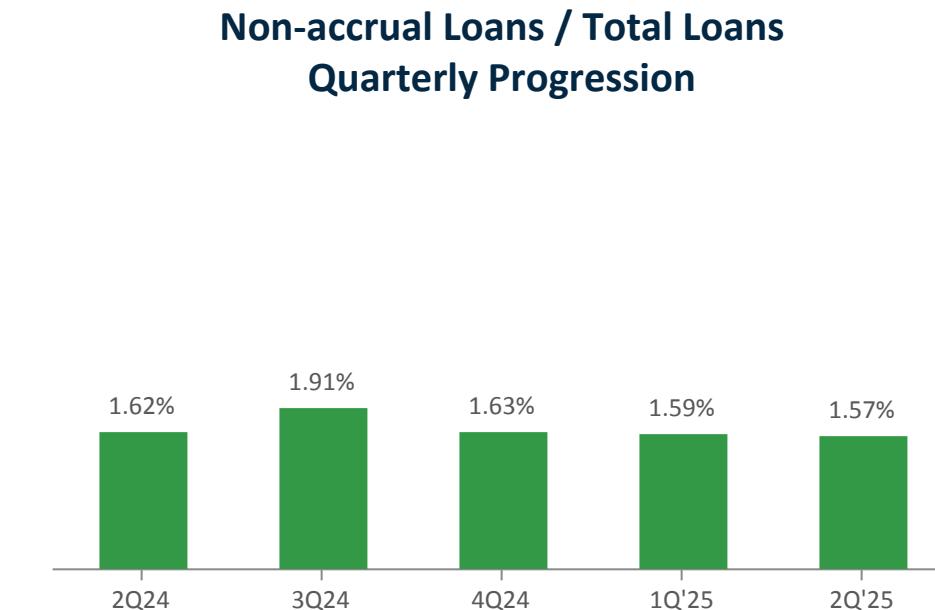
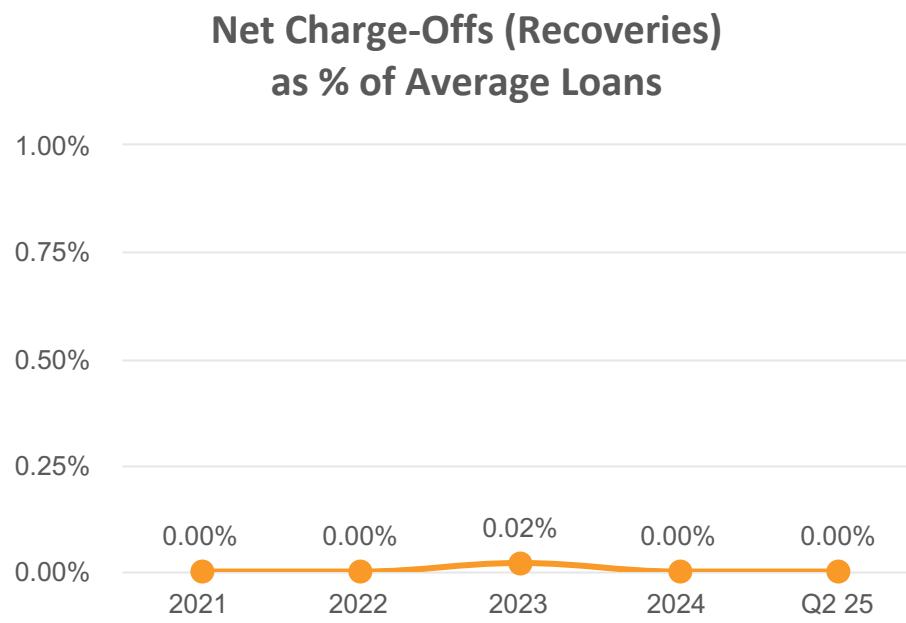
Construction by County 2Q'25



Average Balance: \$2.7MM
Largest Loan: \$6.7MM
Wtd. Avg. LTV*: 59%
Total Balance: \$25.0MM
Unfunded Commitments: \$4.3MM
Total Loans: 9

History of Strong Asset Quality

- Allowance for credit losses to total loans of 1.44%, consistent with prior quarter
- Consistent, robust credit culture and underwriting principles support strong asset quality
- Net charge-offs have consistently been negligible for the last five years due to strong underwriting fundamentals, except that in 4Q'23 and 1Q'25 charge-offs included \$406 and \$809 thousand charged to the allowance due to the sales of acquired loans.



Low Refinance Risk in NOO CRE Portfolio through 2026

- We conducted a DEEP DIVE on loans maturing or repricing before year-end 2026 *
- PORTFOLIO IS WELL-POSITIONED TO ABSORB HIGHER RATE ENVIRONMENT AT MATURITY OR REPRICING DATE
- Wtd. Avg. DSC Assumptions for Maturing Loans: Current market interest rate + spread of 3.00%, fully drawn commercial real estate lines of credit, 25-year amortization
- Wtd. Avg. DSC Assumptions for Repricing Loans: Current market interest rate + contractual spread, fully drawn commercial real estate lines of credit, remaining amortization on each loan

Maturing Loan Commitments > \$1.0MM					
	# of loans	Commitment	Outstanding Balance	Wtd. Avg. Rate	Wtd. Avg. DSC
2025	20	\$72.4MM	\$68.8MM	5.11%	1.37x
2026	26	\$95.0MM	\$88.0MM	4.67%	1.31x
TOTAL	46	\$167.4MM	\$156.8MM		

Repricing Loan Commitments > \$1.0MM					
	# of loans	Commitment	Outstanding Balance	Wtd. Avg. Rate	Wtd. Avg. DSC
2025	13	\$27.9MM	\$27.9MM	4.59%	1.38x
2026	24	\$56.2MM	\$56.2MM	3.92%	1.48x
TOTAL	37	\$84.1MM	\$84.1MM		

Loans & Securities — Repricing & Maturity

\$ in millions, unless otherwise indicated

Total Loans¹

* at 6/30/2025

	Repricing Term						Total	Rate Structure				
	3 mo or less	3-12 mos	1-3 years	3-5 years	5-15 years	Over 15 years		Floating Rate	Variable Rate	Variable Rate at Floor	Floating & Variable Rate at Ceiling	Fixed Rate
C&I	\$ 67.1	\$ 11.9	\$ 14.3	\$ 37.7	\$ 22.0	\$ 1.6	\$ 154.6	\$ 56.2	\$ 2.6	\$ 21.3	\$ —	\$ 74.5
Real estate:												
Owner-occupied CRE	5.1	14.7	45.3	61.7	186.9	6.8	320.5	0.1	33.1	105.1	—	182.2
Non-owner occupied CRE	57.7	99.9	191.3	334.0	585.1	17.8	1,285.8	4.0	137.6	344.6	—	799.6
Construction	8.5	14.0	2.5	—	—	—	25.0	7.2	—	—	5.6	12.2
Home equity	88.2	—	—	—	7.0	—	95.2	94.7	—	—	—	0.5
Other residential	3.0	2.9	0.1	0.5	0.9	120.5	127.9	—	6.4	100.4	—	21.1
Installment & other consumer	2.6	3.0	4.5	2.3	52.1	0.1	64.6	0.7	8.5	12.9	—	42.5
Total	\$ 232.2	\$ 146.4	\$ 258.0	\$ 436.2	\$ 854.0	\$ 146.8	\$ 2,073.6	\$162.9	\$188.2	\$584.3	\$ 5.6	\$1,132.6
% of Total	11 %	7 %	12 %	21 %	41 %	8 %	100 %	8 %	9 %	28 %	— %	55 %
Weighted Average Rate	7.39 %	5.33 %	4.66 %	5.33 %	4.40 %	4.46 %	5.02 %					

¹ Amounts represent amortized cost. Based on maturity date for fixed rate loans and variable rate loans at their floors and ceilings and next repricing date for all other variable rate loans. Does not include prepayment assumptions.

Investment Securities²

* at 6/30/25

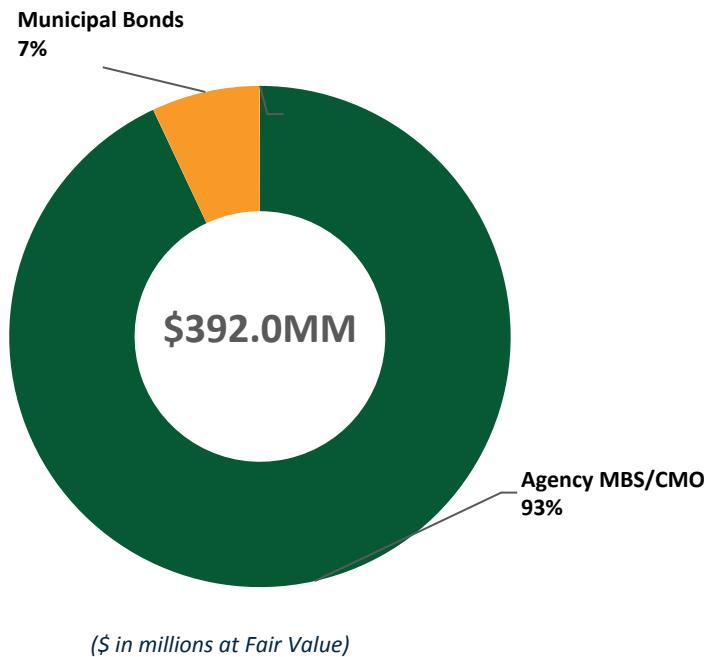
	Projected Cash Flow Distribution							Total
	3 mo or less	3-12 mos	1-3 years	3-5 years	5-10 years	Over 10 years		
Principal (par) & interest	\$ 45.5	\$ 131.7	\$ 256.2	\$ 312.4	\$ 457.6	\$ 235.1	\$ 1,438.5	
% of Total	3 %	9 %	18 %	22 %	32 %	16 %	100 %	

² Includes both available-for-sale and held-to-maturity investment securities with prepayment assumptions applied

High-Quality Securities Portfolio Generates Cash Flow

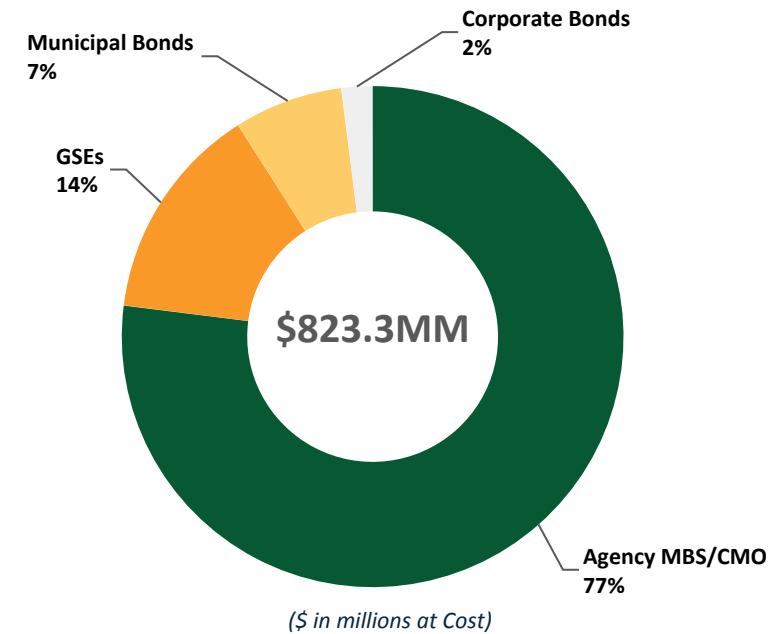
Data as of 6/30/25

AFS Securities Portfolio



Average Yield¹ — 4.46%
Approx. Effective Duration — 2.55
Unrealized Losses (after tax) — \$7.2 million
TCE Bancorp — 10.0%

HTM Securities Portfolio



Average Yield¹ — 2.37%
Approx. Effective Duration — 5.58
Unrealized Losses (after tax) — \$74.9 million
TCE Bancorp w/ HTM — 8.3%²



Bank of Marin Bancorp

Appendix



Reconciliation of GAAP to Non-GAAP Financial Measures

(in thousands, except per share amounts; unaudited)	June 30, 2025	
Tangible Common Equity - Bancorp		
Total stockholders' equity	\$	438,538
Goodwill and core deposit intangible		(75,098)
Total TCE	a	363,440
Unrealized losses on HTM securities, net of tax ¹		(74,625)
Unrealized losses on HTM securities included in AOCI, net of tax ²		7,205
TCE, net of unrealized losses on HTM securities (non-GAAP)	b	\$ 296,020
Total assets	\$	3,726,193
Goodwill and core deposit intangible		(75,098)
Total tangible assets	c	3,651,095
Unrealized losses on HTM securities, net of tax ¹		(74,625)
Unrealized losses on HTM securities included in AOCI, net of tax ²		7,205
Total tangible assets, net of unrealized losses on HTM securities (non-GAAP)	d	\$ 3,583,675
Bancorp TCE ratio	a / c	10.0 %
Bancorp TCE ratio, net of unrealized losses on HTM securities (non-GAAP)	b / d	8.3 %
Tangible Book Value Per Share		
Common shares outstanding	e	\$ 16,116
Book value per share	\$	27.21
Tangible book value per share	a / e	\$ 22.55
For further discussion about these non-GAAP financial measures, refer to our Form 8-K under Item 9 - Financial Statements and Exhibit 99.1 filed with the SEC on July 28, 2025.		

¹ Unrealized losses on held-to-maturity securities as of June 30, 2025 of \$105.9 million, including the unrealized losses that resulted from the transfer of securities from AFS to HTM, net of an estimated \$31.3 million in deferred tax benefits based on a blended state and federal statutory tax rate of 29.56%.

² The remaining unrealized losses that resulted from the transfer of securities from AFS to HTM, net of an estimated \$3.0 million in deferred tax benefits based on a blended state and federal statutory tax rate of 29.56% are added back as they are already included in AOCI.

Reconciliation of GAAP to Non-GAAP Financial Measures (Excluding Loss on Sale of Securities)

(in thousands; unaudited)	Three months ended		Six months ended	
	June 30, 2025	March 31, 2025	June 30, 2025	June 30, 2024
Pre-tax, pre-provision net income				
(Loss) income before (benefit from) provision for income taxes	\$ (11,199)	\$ 6,481	\$ (4,718)	\$ (30,453)
Provision for credit losses on loans	—	75	75	5,550
Pre-tax, pre-provision net income (GAAP)	(11,199)	6,556	(4,643)	(24,903)
Adjustments:				
Losses on sale of investment securities from portfolio repositioning	18,736	—	18,736	32,542
Comparable pre-tax, pre-provision net income (non-GAAP)	\$ 7,537	\$ 6,556	\$ 14,093	\$ 7,639

Reconciliation of GAAP to Non-GAAP Financial Measures (Excluding Loss on Sale of Securities)

(in thousands, except per share amounts; unaudited)	Three months ended		Six months ended	
	June 30, 2025	March 31, 2025	June 30, 2025	June 30, 2024
Net (loss) income				
Net (loss) income (GAAP)	\$ (8,536)	\$ 4,876	\$ (3,660)	\$ (18,980)
Adjustments:				
Losses on sale of investment securities from portfolio repositioning	18,736	—	18,736	32,542
Related income tax benefit ¹	(5,538)	—	(5,538)	(9,620)
Adjustments, net of taxes	13,198	—	13,198	22,922
Comparable net income (non-GAAP)	\$ 4,662	\$ 4,876	\$ 9,538	\$ 3,942
Diluted (loss) earnings per share				
Weighted average diluted shares	15,990	16,002	16,162	16,095
Diluted (loss) earnings per share (GAAP)	\$ (0.53)	\$ 0.30	\$ (0.23)	\$ (1.18)
Comparable diluted earnings per share (non-GAAP)	\$ 0.29	\$ 0.30	\$ 0.59	\$ 0.24
Return on average assets				
Average assets	\$ 3,737,794	\$ 3,728,066	\$ 3,732,957	\$ 3,781,214
Return on average assets (GAAP)	(0.92)%	0.53 %	(0.20)%	(1.01)%
Comparable return on average assets (non-GAAP)	0.50 %	0.53 %	0.52 %	0.21 %
Return on average equity				
Average stockholders' equity	\$ 439,187	\$ 437,176	\$ 438,187	\$ 434,332
Return on average equity (GAAP)	(7.80)%	4.52 %	(1.68)%	(8.79)%
Comparable return on average equity (non-GAAP)	4.26 %	4.52 %	4.39 %	1.83 %
Efficiency ratio				
Non-interest expense	\$ 21,490	\$ 21,264	\$ 42,754	\$ 43,063
Net interest income	25,912	24,946	50,858	45,161
Non-interest income (GAAP)	(15,621)	2,874	(12,747)	(27,001)
Losses on sale of investment securities from portfolio repositioning	18,736	—	18,736	32,542
Non-interest income (non-GAAP)	\$ 3,115	\$ 2,874	\$ 5,989	\$ 5,541
Efficiency ratio (GAAP)	208.81 %	76.44 %	112.18 %	237.13 %
Comparable efficiency ratio (non-GAAP)	74.03 %	76.44 %	75.21 %	84.93 %

¹Related income tax benefit calculated using blended statutory rate of 29.5636%

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