



Bank of Marin Bancorp

Third 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 October 27, 2025.

Bank of Marin Bancorp



BMRC AT A GLANCE

BMRC
NASDAQ

Novato, CA
Headquarters

\$3.9 Billion
Total Assets

\$390.8 Million
Market Cap

16.13%
Total RBC

4.12%
Dividend Yield

Data as of 9/30/25



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.

Third Quarter 2025 Overview



Highlights

- Tax-equivalent net interest margin increased to 3.08% from 2.93%, driven by the repositioning of securities in Q2 (13bp impact, as anticipated) and higher average interest-earning assets, strongly impacted by deposit growth
- Net income and diluted EPS for Q3 was \$7.5 million and \$0.47, respectively
- 28% improvement in sequential quarter pre-tax pre-provision net income
- Originated \$100.7 million in new loans (\$69.0 million funded) including \$85.3 million in commercial loans (\$65.4 million funded) in Q3
- Non-accrual and classified loans to total loans at year-to-date low for 2025



Capital

- Strong capital allowed for the repurchase of \$1.1 million in shares in Q3 at prices below tangible book value
- Bancorp total risk-based capital remained strong at 16.13%
- Bancorp TCE / TA of 9.7%, and 8.2% when adjusted for HTM securities¹



Key Operating Trends

- Tax-equivalent yield on interest-earning assets increased 17 basis points in Q3 over Q2 to 4.27% resulting from higher average balances on cash at the Fed and higher yields on both loans and investment securities
- Total cost of deposits increased 1bp at 1.29% (interest-bearing 2.24%) for Q3
- Spot rate at 9/30/25 of 1.25% (interest-bearing 2.18%) declined from 6/30/25 of 1.29% (interest-bearing 2.24%)
- Book value per share was \$27.57 and tangible book value per share¹ was \$22.92



Deposits and Liquidity

- Total deposits increased \$137.5 million, primarily due to inflows from existing relationships combined with new relationships
- Non-interest bearing deposits remained a strong 43.1% of total deposits
- Immediately available net funding of \$2.0 billion, representing 202% coverage of estimated uninsured deposits



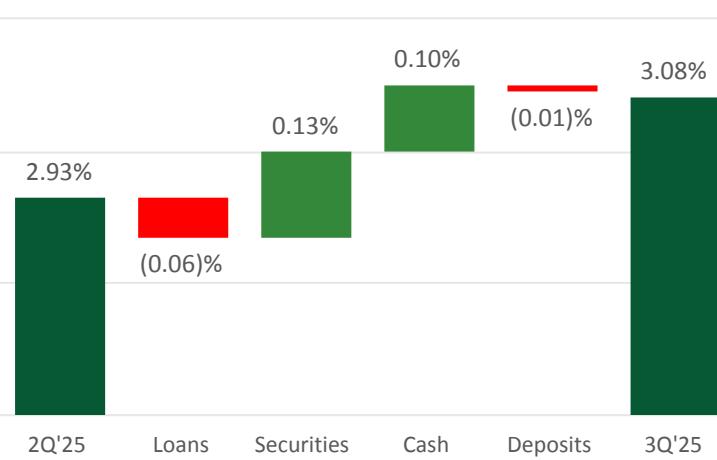
Credit Quality

- No provision for credit losses in Q3 or the prior quarter
- Non-accrual loans decreased to 1.51% of total loans from 1.57% in the prior quarter
- Classified loans decreased to 2.36% of total loans in Q3 from 2.95% of total loans in Q2 largely due to upgrades of two commercial real estate loans totaling \$9.1 million

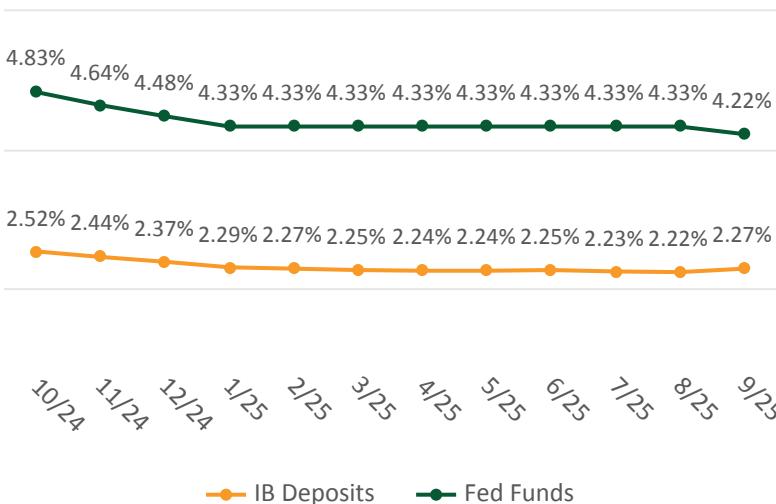
Net Interest Margin Drivers

- Linked-quarter NIM increased 15 bps due primarily to higher interest earning assets and higher securities yields, largely due to the effects of the 2Q'25 AFS securities restructuring, contributing 13bps to annualized NIM
- Although loan yields rose, the average balance decrease resulted in a negative impact to the quarterly change in NIM
- The Bank began deposit rate cuts in August '24 and continues making strategic pricing adjustments into 3Q'25, however there was some significant deposit expansion within existing customers' interest-bearing accounts influencing the slight increase in cost of deposits this quarter
- 3Q'25 non-maturity interest-bearing deposit modeling assumptions use average betas of 45% for rising rates (no lag) and 34% for falling rates (no lag)
- Our cycle-to-date non-maturity interest-bearing deposit beta was 35% as of 3Q'25

Net Interest Margin Linked-Quarter Change



Avg. Monthly Cost of IB Deposits vs. Fed Funds



Net Interest Income Simulation Q3'25

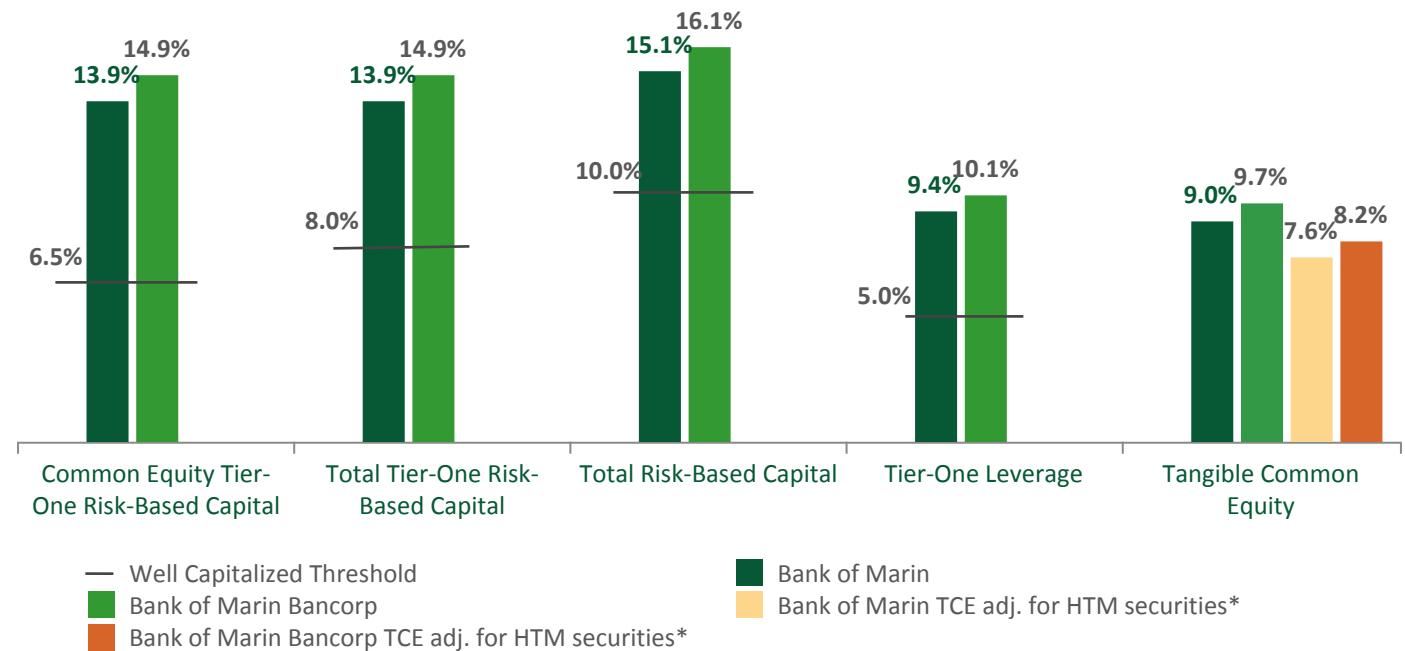
Immediate Change in Interest Rates (in bps)	Est. Change in NII, as %	
	in Year 1	in Year 2
Up 400bp	1.8%	12.8%
Up 300bp	1.7%	10.0%
Up 200bp	1.3%	6.9%
Up 100bp	0.9%	3.9%
Rates Unch.	—%	—%
Down 100bp	-0.9%	-2.4%
Down 200bp	-1.7%	-4.8%
Down 300bp	-2.9%	-7.7%
Down 400bp	-4.5%	-11.2%

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

Robust Capital Ratios

As of 9/30/25

- We maintained high capital levels and are in a position of strength
- Total risk-based capital of 16.1%
- Tangible common equity ratio of 9.7%
- During 3Q'25 we repurchased 50,000 shares at an average price of \$22.33 (below tangible book value), totaling \$1.1 million



Strong Liquidity: \$2.0 Billion in Net Availability

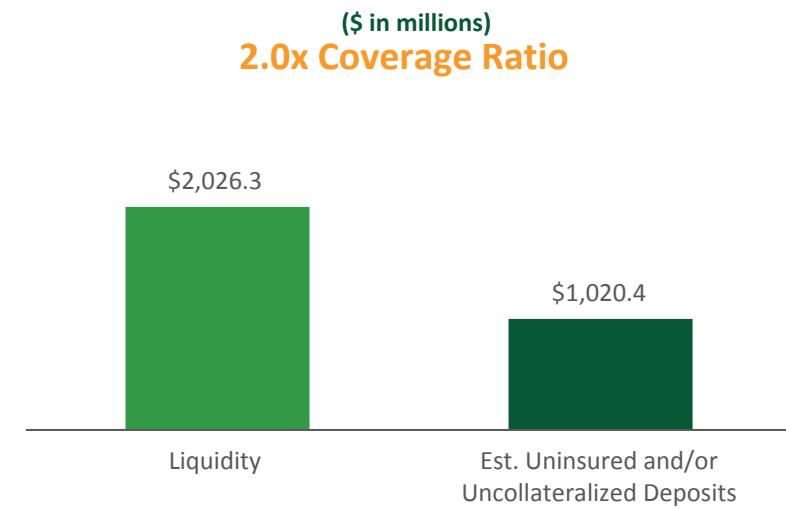
- Immediately available contingent funding represented 202% of estimated uninsured and/or uncollateralized deposits at September 30, 2025
- The Bank has long-established minimum liquidity requirements regularly monitored using metrics and tools similar to larger banks, such as the liquidity coverage ratio and multi-scenario, long-horizon stress tests
- Deposit outflow assumptions for liquidity monitoring and stress testing are conservative relative to actual experience

At September 30, 2025 (\$ in millions)	Total Available	Amount Used	Net Availability
Internal Sources			
Unrestricted Cash ¹	\$ 201.4	N/A	\$ 201.4
Unencumbered Securities	442.2	N/A	442.2
External Sources			
FHLB line of credit	931.4	—	931.4
FRB line of credit	326.3	—	326.3
Lines of credit at correspondent banks	125.0	—	125.0
Total Liquidity	\$ 2,026.3	\$ —	\$ 2,026.3

¹ Excludes cash items in transit

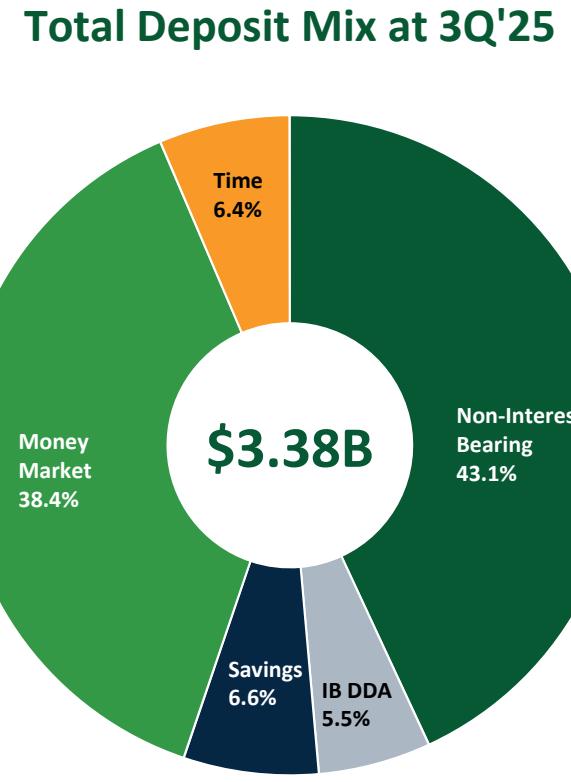
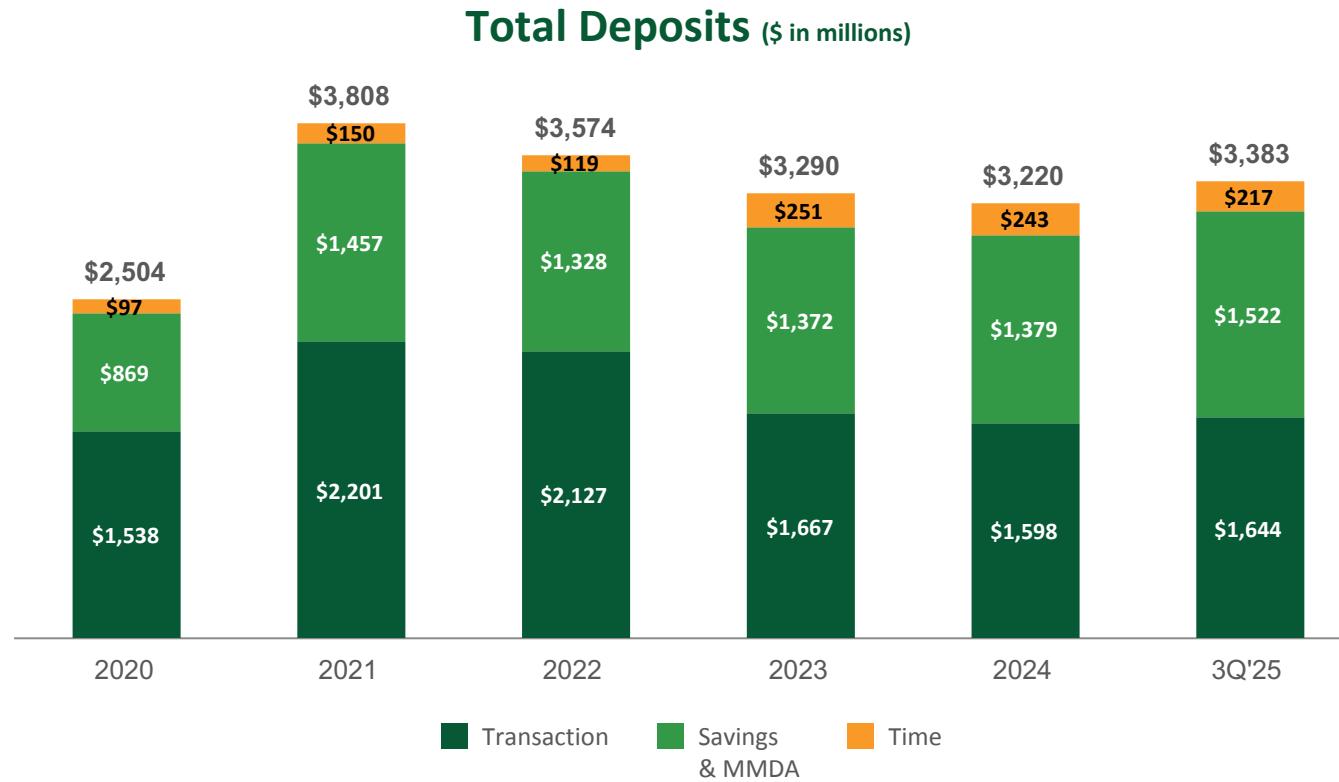
Note: Access to brokered deposit purchases through networks such as Intrafi and Reich & Tang and brokered CD sales not included above

Liquidity & Uninsured Deposits



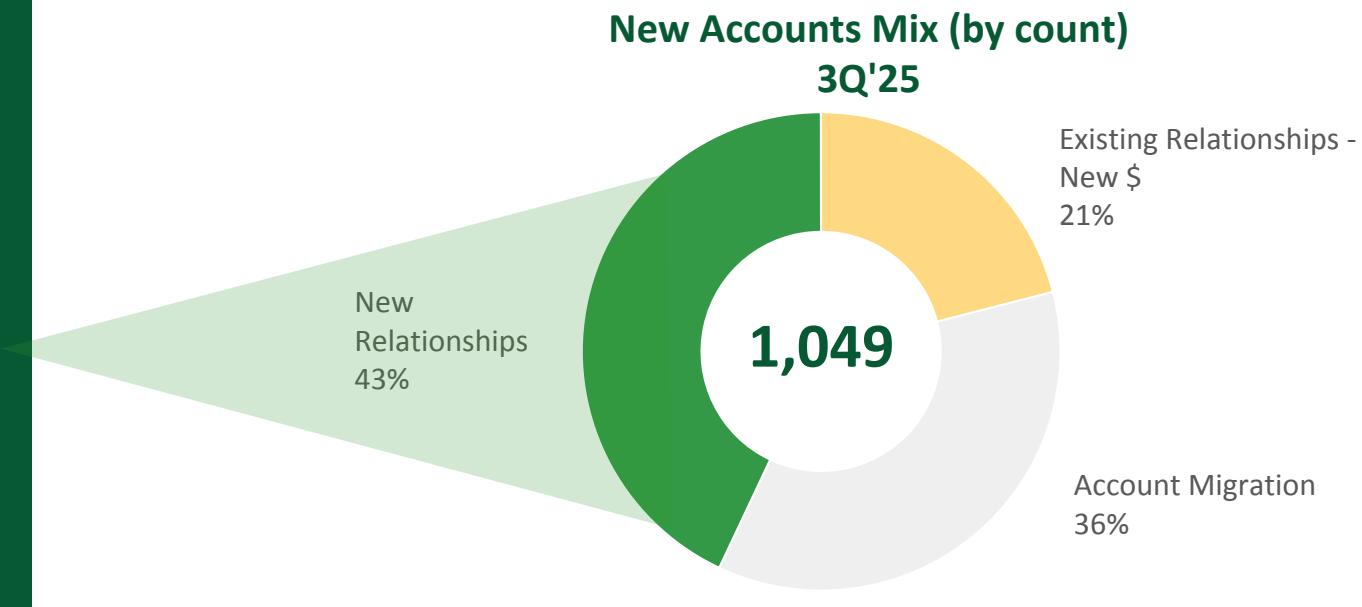
Strong Deposit Franchise

- Bank of Marin ranked #1 on the west coast and #4 nationwide in 2025 by S&P Global Market Intelligence for best deposit franchise among banks with total assets between \$3 billion and \$10 billion
- Deposit mix continues to favor a high percentage of non-interest bearing deposits of 43.1% highlighting our relationship banking model
- Total cost of deposits was 1.29% (interest-bearing 2.24%) for 3Q'25 and 1.28% (interest-bearing 2.24%) for the prior quarter
- Spot rate was 1.25% (interest-bearing 2.18%) as of September 30, 2025, and down to 1.23% (interest-bearing 2.17%) as of October 16, 2025
- Bank continued strategic pricing adjustments with limited rate related outflows



Granular Deposit Account Composition

- 43% of new accounts consisted of new relationships to the Bank by count
- 41% of new accounts were non-interest bearing by count
- Average weighted cost for all new interest bearing accounts at 2.38%
- Reciprocal deposit network program (expanded FDIC insurance products) utilization increased by \$71.9 million



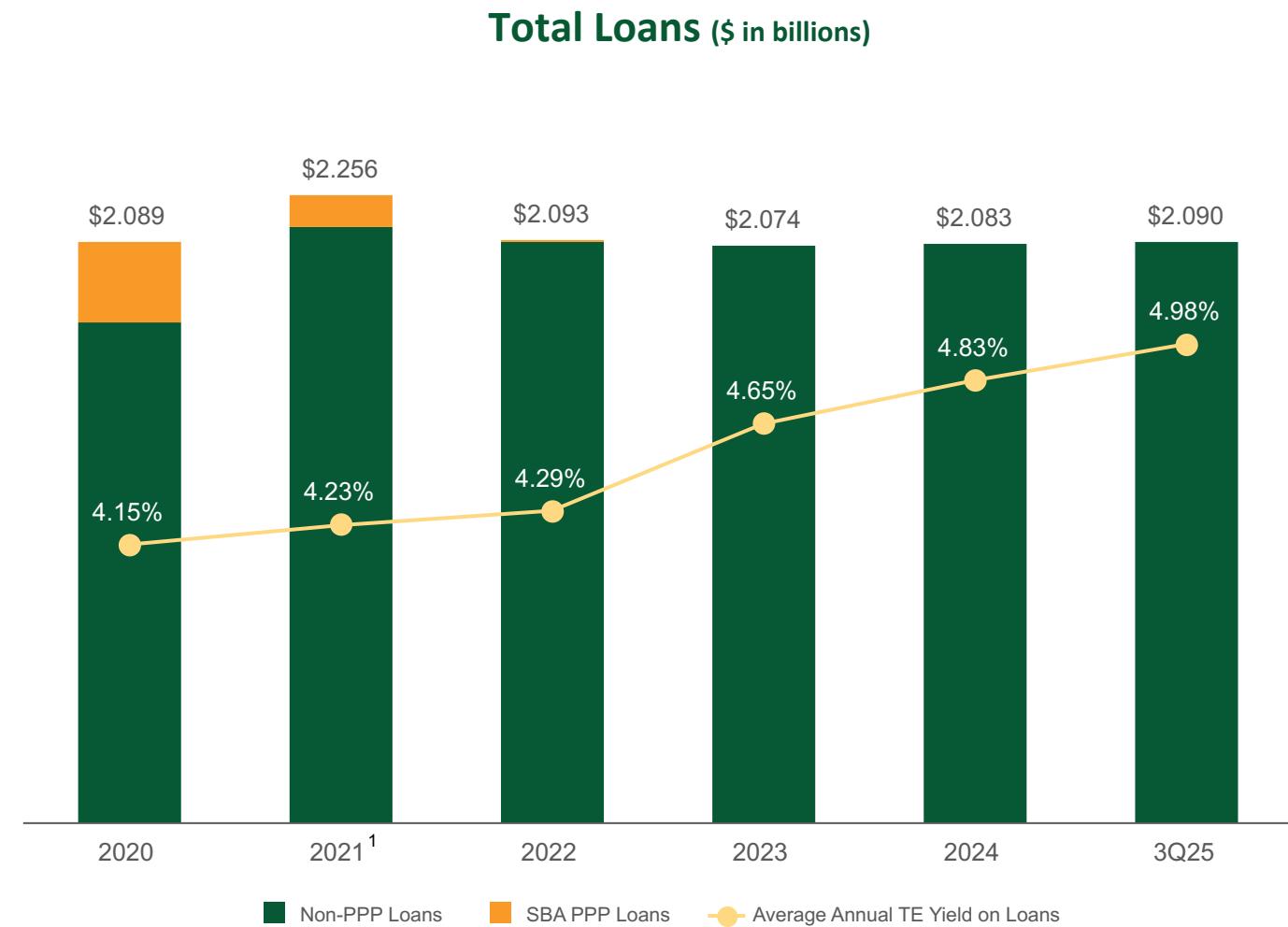
Deposit Accounts Mix - Consumer vs Business 3Q'25

(in thousands; except for # of Accounts)	Interest Bearing	Non-Interest	Total
Consumer			
Account Balances	\$ 951,966	\$ 316,000	\$ 1,267,966
# of Accounts	14,693	17,432	32,125
Avg Balance Per Account	\$ 65	\$ 18	\$ 39
Business			
Account Balances	\$ 972,533	\$ 1,136,340	\$ 2,108,873
# of Accounts	3,854	11,106	14,960
Avg Balance Per Account	\$ 252	\$ 102	\$ 141

*Excludes internal operating accounts such as holding company cash and deposit settlement accounts totaling \$5.7 million

Prudent, Sustainable Model for Loan Growth

- Loan originations peaked in Q3 with \$70 million funded
- 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

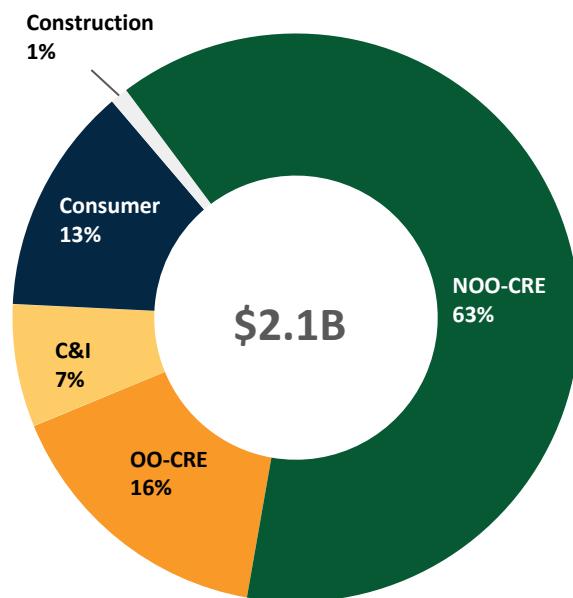


Well-diversified Loan Portfolio

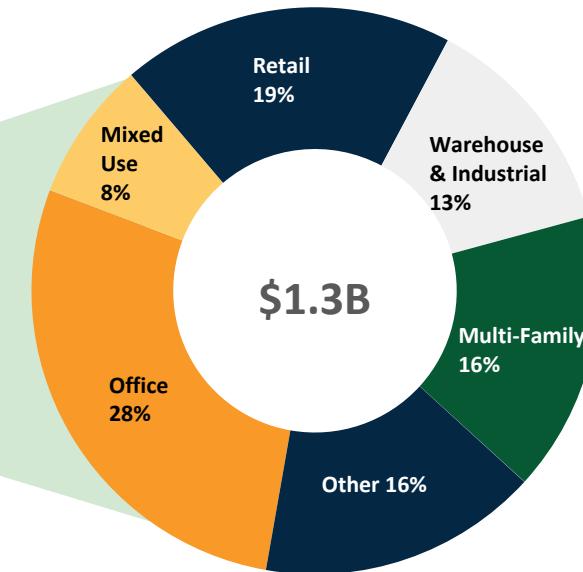
As of 9/30/25 - No material changes from 2Q'25

- Loan portfolio is well-diversified across borrowers, industries, loan and property types within our geographic footprint
- 88% of all loans and 93% 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 (90% 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

3Q'25 Total Loans



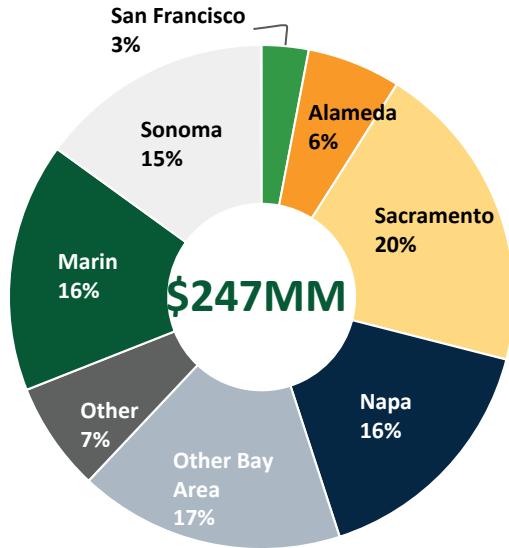
3Q'25 Total NOO-CRE Loans



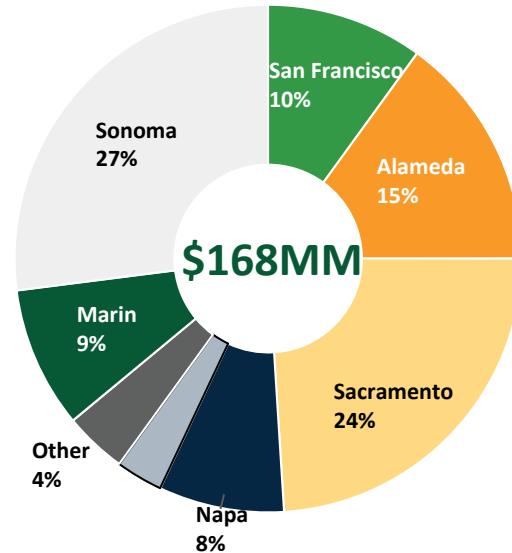
NOO CRE Portfolio Diversified Across Property Type & County

As of 9/30/25 - No material changes from 2Q'25

Retail 3Q'25



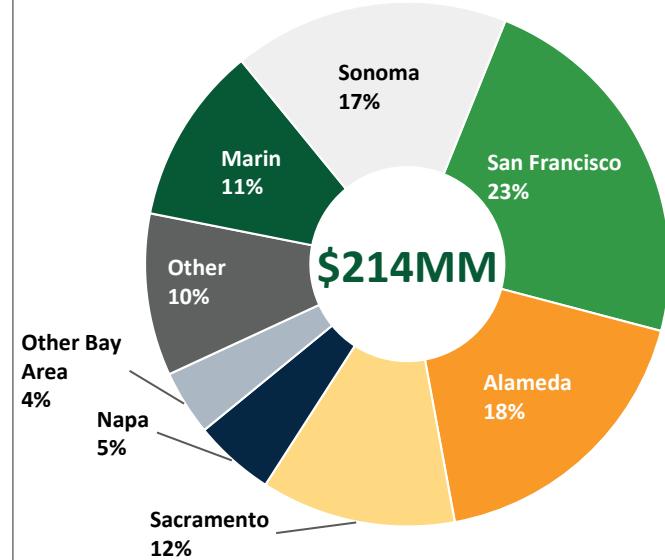
Warehouse & Industrial 3Q'25



Average Balance: \$1.8MM
Largest Balance: \$13.5MM
Total # of Loans: 138
Wtd. Avg. LTV*: 62%

Average Balance: \$2.0MM
Largest Balance: \$14.3MM
Total # of Loans: 82
Wtd. Avg. LTV*: 49%

Multifamily 3Q'25



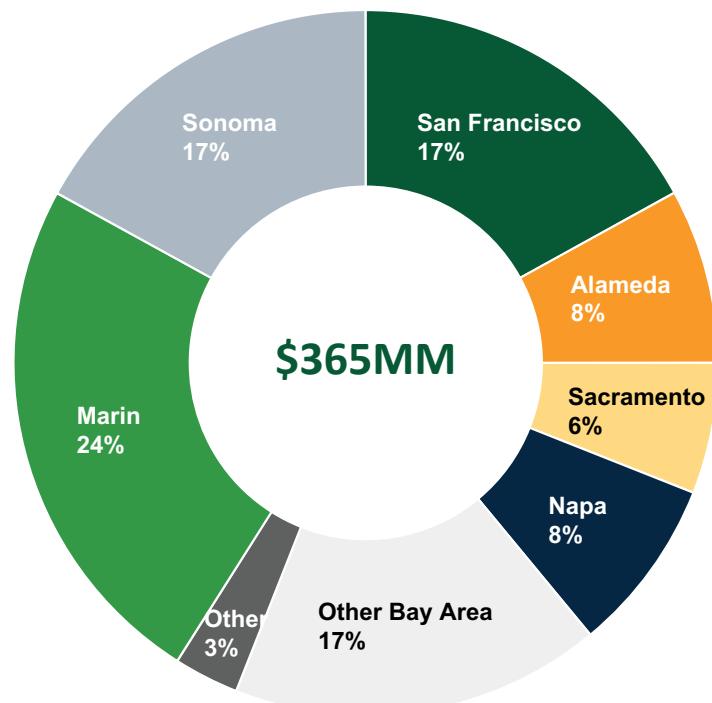
Average Balance: \$1.8MM
Largest Balance: \$21.2MM
Total # of Loans: 122
Wtd. Avg. LTV*: 62%

Non-owner Occupied Office Exposure

As of 9/30/25 - No material changes from 2Q'25

- \$365 million in credit exposure spread across our lending footprint comprised of 149 loans
- \$2.4 million average loan balance – largest loan at \$15.6 million
- 67% weighted average loan-to-value and 1.63x 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



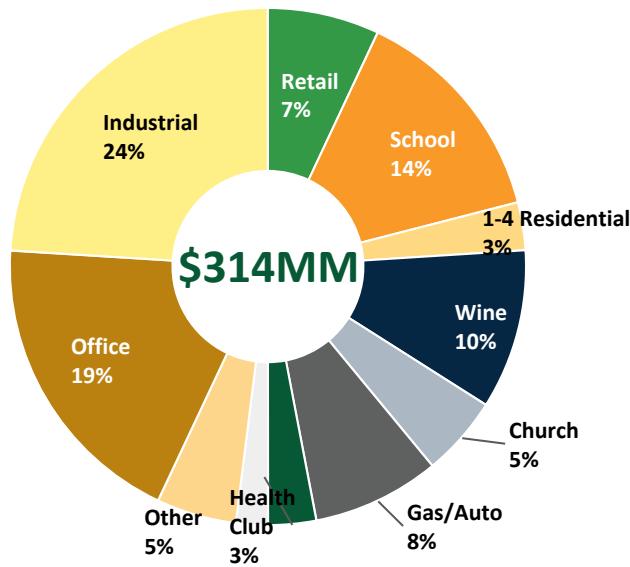
City of S.F. NOO CRE Office Portfolio

Total Balance:	\$60.7 million
Average Loan Bal:	\$5.5 million
Number of Loans:	12 loans
Wtd. Average LTV*:	64%
Wtd. Average DCR:	1.35x
Average Occupancy:	82%
11 of the 12 loans are secured by low rise buildings and one loan is secured by a 10 story building	

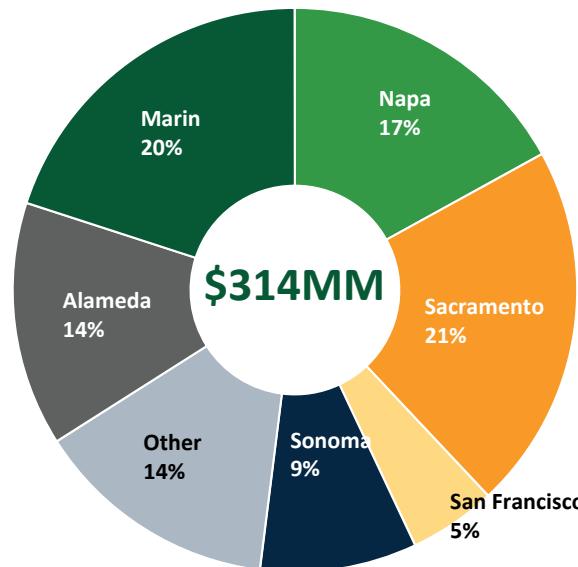
Owner-Occupied CRE Portfolio

As of 9/30/25 - No material changes from 2Q'25

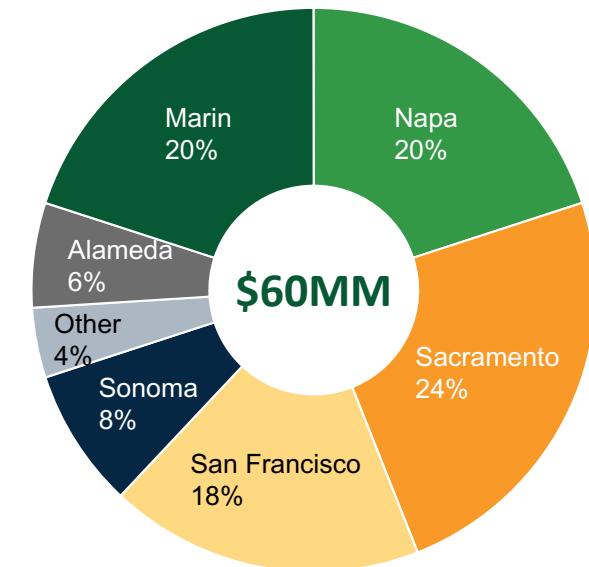
OO CRE by Type 3Q'25



OO CRE by County 3Q'25



OO CRE Office Portfolio by County 3Q'25



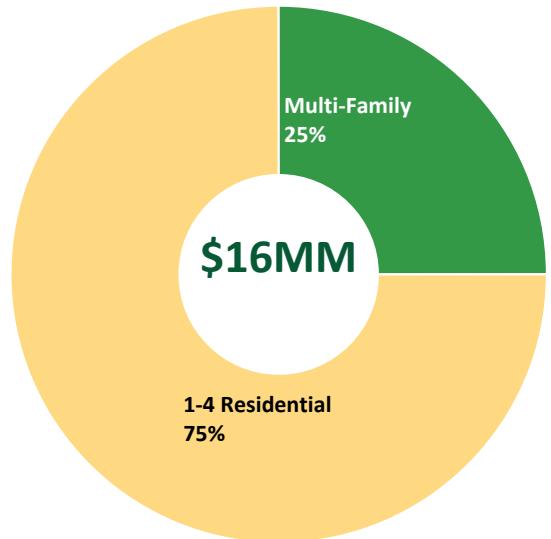
Average Balance:	\$1.1MM
Largest Loan:	\$14.6MM
Wtd. Avg. LTV*:	47%
Total Balance:	\$314.0MM
Total Loans:	282

Average Balance:	\$0.7MM
Largest Loan:	\$7.1MM
Wtd. Avg. LTV*:	55%
Total Balance:	\$60.3MM
Total Loans:	83

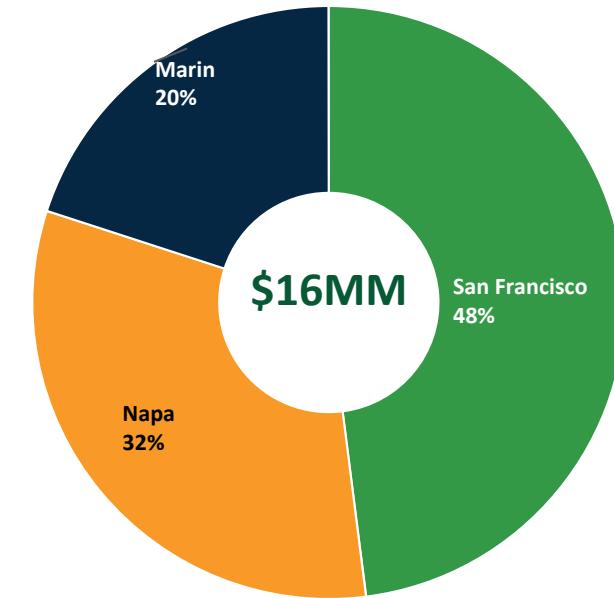
Construction Portfolio Concentrations

As of 9/30/25

Construction by Type 3Q'25



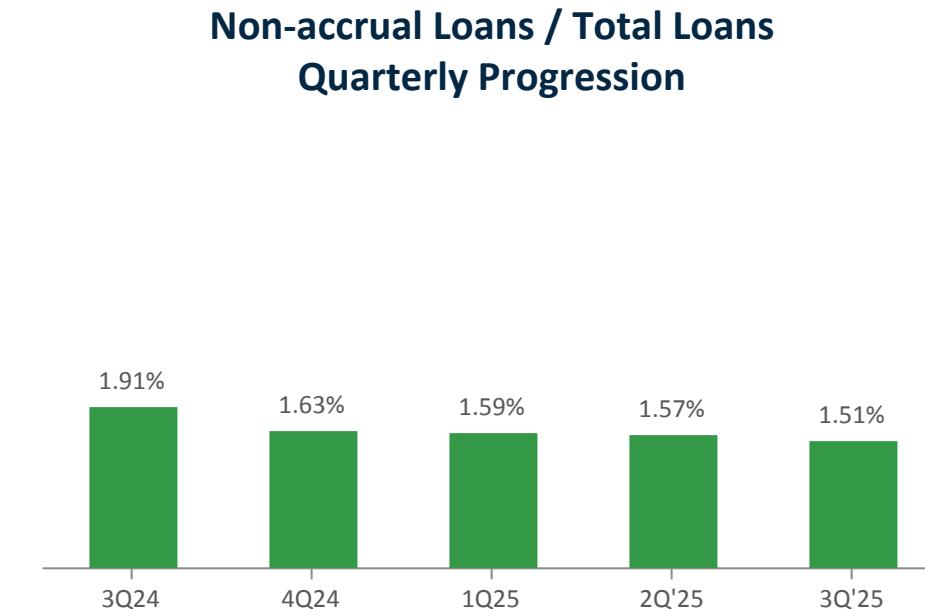
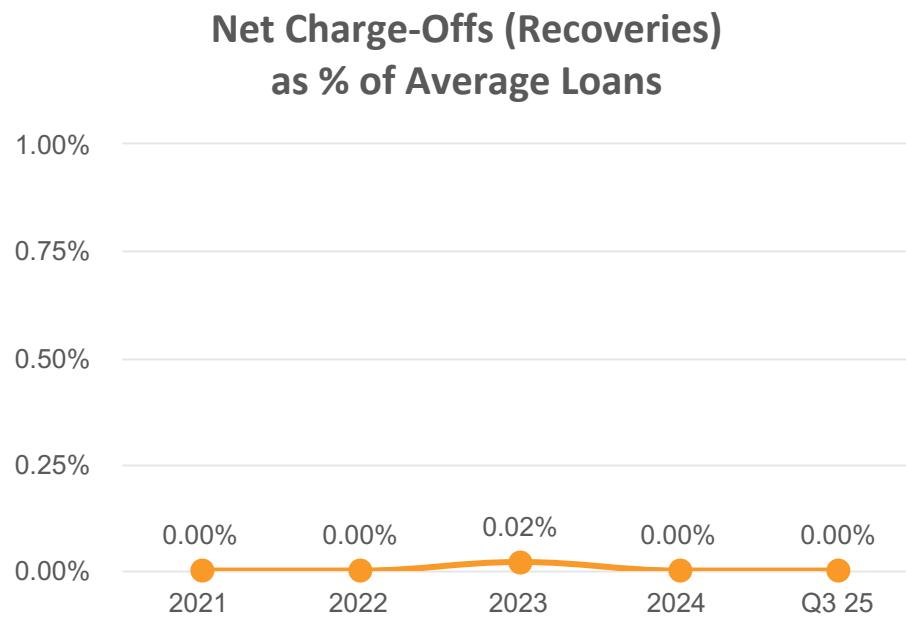
Construction by County 3Q'25



Average Balance: \$1.8MM
Largest Loan: \$3.0MM
Wtd. Avg. LTV*: 64%
Total Balance: \$15.9MM
Unfunded Commitments: \$6.1MM
Total Loans: 8

History of Strong Asset Quality

- Allowance for credit losses to total loans of 1.43%, down slightly from the 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	18	\$67.1MM	\$63.6MM	5.23%	1.18x
2026	27	\$95.5MM	\$88.5MM	4.69%	1.29x
TOTAL	45	\$162.6MM	\$152.1MM		

Repricing Loan Commitments > \$1.0MM					
	# of loans	Commitment	Outstanding Balance	Wtd. Avg. Rate	Wtd. Avg. DSC
2025	7	\$14.8MM	\$14.8MM	4.81%	1.39x
2026	24	\$55.8MM	\$55.8MM	3.92%	1.51x
TOTAL	31	\$70.6MM	\$70.6MM		

Loans & Securities — Repricing & Maturity

\$ in millions, unless otherwise indicated

Total Loans¹

* at 9/30/2025

	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	Variable Rate at Ceiling	Fixed Rate
C&I	\$ 69.4	\$ 11.6	\$ 15.4	\$ 35.7	\$ 20.6	\$ 1.6	\$ 154.3	\$ 68.6	\$ 1.9	\$ 12.3	\$ —	\$ 71.5
Real estate:												
Owner-occupied CRE	0.9	15.7	46.3	55.8	188.6	6.7	314.0	0.1	33.1	97.2	—	183.6
Non-owner occupied CRE	32.8	127.2	176.7	379.0	595.6	13.0	1,324.3	5.6	138.8	324.4	—	855.5
Construction	6.6	9.3	—	—	—	—	15.9	6.6	—	2.6	0.7	6.0
Home equity	0.3	95.0	—	—	0.5	0.1	95.9	95.3	—	—	—	0.6
Other residential	—	10.1	2.1	0.5	0.9	109.3	122.9	—	12.6	91.4	—	18.9
Installment & other consumer	0.4	2.9	5.6	3.0	51.1	0.1	63.1	1.0	7.7	9.1	—	45.3
Total	\$ 110.4	\$ 271.8	\$ 246.1	\$ 474.0	\$ 857.3	\$ 130.8	\$ 2,090.4	\$177.2	\$194.1	\$ 537.0	\$ 0.7	\$ 1,181.4
% of Total	5 %	13 %	12 %	23 %	41 %	6 %	100 %	8 %	9 %	26 %	— %	57 %
Weighted Average Rate	7.13 %	6.27 %	4.78 %	5.28 %	4.62 %	4.51 %	5.11 %					

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 9/30/25

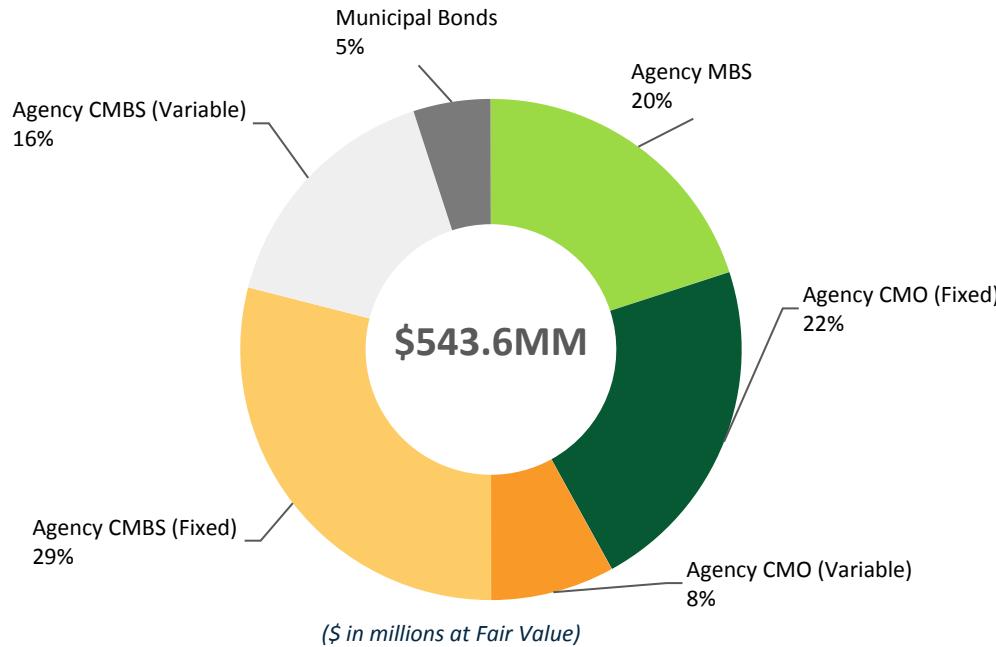
	Projected Cash Flow Distribution							Total
	3 mo or less	3-12 mos	1-3 years	3-5 years	5-10 years	Over 10 years		
Principal (par) & interest	\$ 68.7	\$ 166.4	\$ 324.3	\$ 355.5	\$ 475.3	\$ 181.0		\$ 1,571.2
% of Total	4 %	11 %	21 %	23 %	30 %	11 %		100 %

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 9/30/25

AFS Securities Portfolio



Average Yield¹ — 4.44%

Approx. Effective Duration — 2.43

Unrealized Losses, net (pre tax) — \$7.7 million

Unrealized Losses, net (after tax³) — \$5.4 million

TCE Bancorp — 9.7%

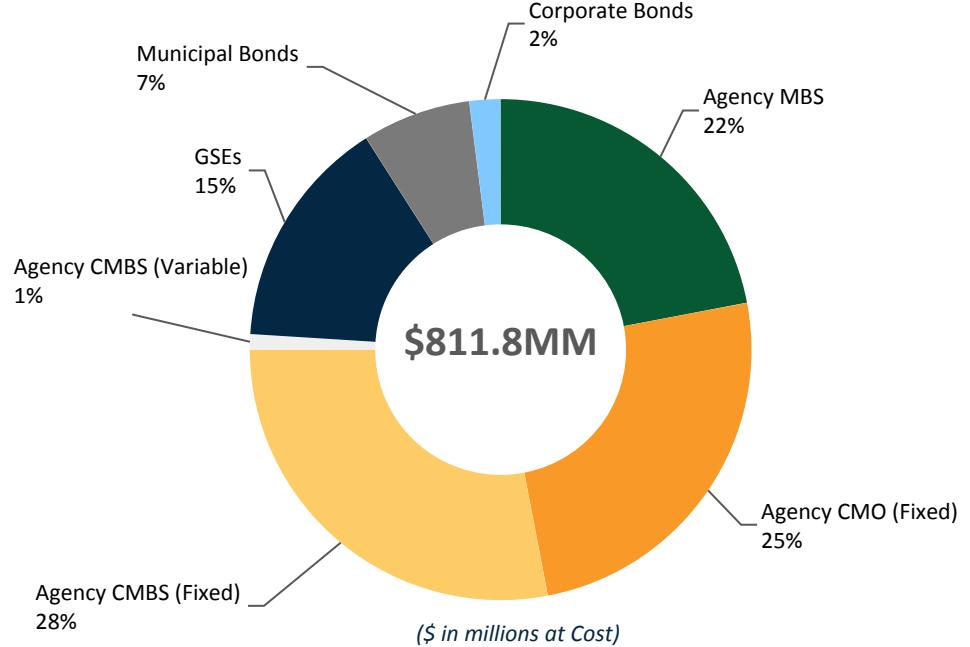
¹ Taxable equivalent

² See Reconciliation of Non-GAAP Financial Measures in the Appendix

³ Related tax benefit calculated using blended statutory rate of 29.5636%

⁴ Includes unrealized losses resulting from securities transferred from AFS to HTM that are currently in AOCI

HTM Securities Portfolio



Average Yield¹ — 2.40%

Approx. Effective Duration — 5.18

Unrealized Losses⁴, net (pre tax) — \$96.8 million

Unrealized Losses⁴, net (after tax³) — \$68.2 million

TCE Bancorp w/ HTM² — 8.2%²



Bank of Marin Bancorp

Appendix



Reconciliation of GAAP to Non-GAAP Financial Measures

(in thousands, except per share amounts; unaudited)	September 30, 2025	
Tangible Common Equity - Bancorp		
Total stockholders' equity	\$	443,818
Goodwill and core deposit intangible		(74,867)
Total TCE	a	368,951
Unrealized losses on HTM securities, net of tax ¹		(68,192)
Unrealized losses on HTM securities included in AOCI, net of tax ²		6,952
TCE, net of unrealized losses on HTM securities (non-GAAP)	b	\$ 307,711
Total assets	\$	3,869,021
Goodwill and core deposit intangible		(74,867)
Total tangible assets	c	3,794,154
Unrealized losses on HTM securities, net of tax ¹		(68,192)
Unrealized losses on HTM securities included in AOCI, net of tax ²		6,952
Total tangible assets, net of unrealized losses on HTM securities (non-GAAP)	d	\$ 3,732,914
Bancorp TCE ratio	a / c	9.7 %
Bancorp TCE ratio, net of unrealized losses on HTM securities (non-GAAP)	b / d	8.2 %
Tangible Book Value Per Share		
Common shares outstanding	e	16,095
Book value per share	\$	27.57
Tangible book value per share	a / e	\$ 22.92
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 October 27, 2025.		

¹ Unrealized losses on held-to-maturity securities as of September 30, 2025 of \$96.8 million, including the unrealized losses that resulted from the transfer of securities from AFS to HTM, net of an estimated \$28.6 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 \$2.9 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		Nine months ended	
	September 30, 2025	June 30, 2025	September 30, 2025	September 30, 2024
Pre-tax, pre-provision net income				
Income (loss) before provision for (benefit from) income taxes	\$ 9,610	\$ (11,199)	\$ 4,892	\$ (23,480)
Provision for credit losses on loans	—	—	75	5,550
Pre-tax, pre-provision net income (GAAP)	9,610	(11,199)	4,967	(17,930)
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)	\$ 9,610	\$ 7,537	\$ 23,703	\$ 14,612

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

(in thousands, except per share amounts; unaudited)	Three months ended			Nine months ended	
	September 30, 2025	June 30, 2025		September 30, 2025	September 30, 2024
Net income (loss)					
Net income (loss) (GAAP)	\$ 7,526	\$ (8,536)		\$ 3,866	\$ (14,410)
Adjustments:					
Losses on sale of investment securities from portfolio repositioning	—	18,736		18,736	32,541
Related income tax benefit ¹	—	(5,538)		(5,538)	(9,620)
Adjustments, net of taxes	—	13,198		13,198	22,921
Comparable net income (non-GAAP)	\$ 7,526	\$ 4,662		\$ 9,538	\$ 8,511
Diluted earnings (loss) per share					
Weighted average diluted shares	15,934	15,989		15,979	16,076
Diluted earnings (loss) per share (GAAP)	\$ 0.47	\$ (0.53)		\$ 0.24	\$ (0.90)
Comparable diluted earnings per share (non-GAAP)	\$ 0.47	\$ 0.29		\$ 1.07	\$ 0.53
Return on average assets					
Average assets	\$ 3,828,876	\$ 3,737,794		\$ 3,765,281	\$ 3,775,320
Return on average assets (GAAP)	0.78 %	(0.92)%		0.14 %	(0.51)%
Comparable return on average assets (non-GAAP)	0.78 %	0.50 %		0.61 %	0.30 %
Return on average equity					
Average stockholders' equity	\$ 439,950	\$ 439,187		\$ 438,781	\$ 434,773
Return on average equity (GAAP)	6.79 %	(7.80)%		1.18 %	(4.43)%
Comparable return on average equity (non-GAAP)	6.79 %	4.26 %		5.20 %	2.61 %
Efficiency ratio					
Non-interest expense	\$ 21,328	\$ 21,490		\$ 64,082	\$ 63,480
Net interest income	28,193	25,912		79,051	69,430
Non-interest income (GAAP)	2,745	(15,621)		(10,002)	(24,113)
Losses on sale of investment securities from portfolio repositioning	—	18,736		18,736	32,541
Non-interest income (non-GAAP)	\$ 2,745	\$ 3,115		\$ 8,734	\$ 8,428
Efficiency ratio (GAAP)	68.94 %	208.81 %		92.81 %	140.08 %
Comparable efficiency ratio (non-GAAP)	68.94 %	74.03 %		73.00 %	81.53 %

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

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