

PACIFIC PREMIER BANCORP, INC.

2019 ANNUAL REPORT



PACIFIC PREMIER  
BANCORP, INC.

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Pacific Premier Bank<sup>®</sup>  
is a business bank, *but it's not*





business as usual.





# PACIFIC PREMIER BANK

OUR STORY IS A  
STORY OF GROWTH.

1983

Pacific Premier Bank (originally Life Bank) was founded

2000

The Bank brought in Steve Gardner as CEO and the current management team to transform the Bank

2002

The Bank officially changed its name to Pacific Premier Bank

2011–12

Acquired Canyon National Bank  
Acquired Palm Desert National Bank

2013

Acquired First Associations Bank  
Acquired San Diego Trust Bank

2014–15

Acquired Infinity Franchise Holdings  
Acquired Independence Bank

2016

Acquired Security California Bancorp

2017

Acquired Heritage Oaks Bancorp  
Acquired Plaza Bancorp

2017–18

Fortune's 100 Fastest Growing Companies  
Acquired Grandpoint Capital, Inc.

2018

S&P Global Market Intelligence—  
A Top-Performing Regional Bank

2019

Total assets grew to \$11.8 billion with branches across Arizona, California, Nevada, and Washington

\$11.8B

Total assets have increased from \$737M (2009) to \$11.8B (2019)



# A journey of enhancing shareholder value.

At Pacific Premier Bank, we have a long history of organic and acquisitive growth that enhances shareholder value. We've acquired 10 financial institutions and our total assets have grown from \$737M in 2009 to \$11.8B in 2019.

We work hard every day to set ourselves apart, and our dedication to our clients is standard operating procedure. We're one of the strongest-performing, most-diversified, and fastest-growing banks in the nation. Our commitment to providing unparalleled client service, supporting the businesses and individuals in the communities we serve, and enhancing shareholder value drives everything we do.

We also take pride in the communities where we work, do business, and live. That's why we partner with community-based organizations and other stakeholders to strengthen our communities and foster growth. Through more than 40 depository branches, Pacific Premier offers a diverse range of lending products including commercial, commercial real estate, construction, and SBA loans, as well as specialty banking products for homeowners associations and franchise lending nationwide.

We're proud that our performance has earned us a number of industry accolades, including:

Pacific Premier Bank Ranked  
#3 on Forbes' List of  
America's Best Banks 2020

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**Forbes** | 2020  
**BEST BANKS**  
**IN AMERICA**

5-Star Rating from BauerFinancial—  
Recommended for 55 consecutive quarters (2019)

Fortune's 100 Fastest Growing Companies (2018)

S&P Global Market Intelligence—  
A Top-Performing Regional Bank (2018)

**The Success Attributes we live by.** Our five Success Attributes are the principles that reflect how we conduct business and help communicate the culture that we have built over the past decades. They drive our accomplishments and help guide how we operate the company and interact with each other. They also ensure we deliver at the absolute highest level for our clients, communities, and shareholders, making us one of the top-performing banks in the country.

## Achieve.

Our achievements are how we are measured individually and as an organization.

## Communicate. Improve.

By communicating and collaborating with each other, we make better decisions.

Having a winning attitude means understanding we can always do better both personally and as an organization.

## Integrity.

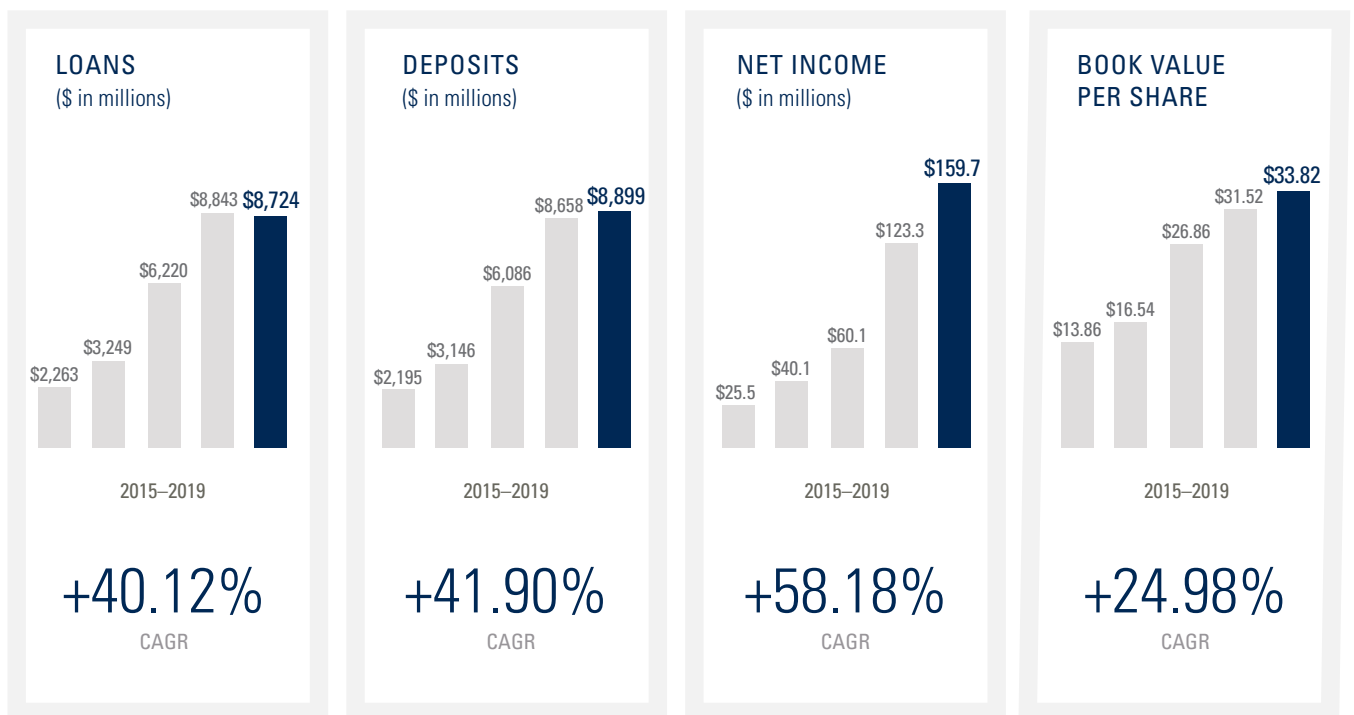
We conduct business in the right way and take responsibility for our actions.

## Urgency.

We operate with a sense of urgency by making decisions today, not tomorrow. Our clients and colleagues deserve nothing less.

# Defining new levels of high-performance banking.

In 2019, Pacific Premier Bank generated \$160 million in net income, or \$2.60 per diluted share. The Bank also grew tangible book value per share by 11% while returning \$154 million in capital to shareholders through quarterly cash dividends and a stock repurchase program. Over the course of 2019, we grew our non-maturity deposits by more than \$600 million, enabling us to further reduce our balances of higher-costing time deposits and effectively manage our cost of funds.





# To Our Shareholders:

Pacific Premier Bancorp, Inc. demonstrated once again in 2019 why it has been consistently recognized as a high-performing institution. In a strong year, we generated \$160 million in net income, or \$2.60 per diluted share, while continuing our history of delivering solid returns and building franchise value. During the year, we showed that we can grow profitability while exercising prudence and restraint in expanding our loan portfolio at this point in the economic cycle.

During 2019, we focused on sound capital management, core deposit growth, disciplined cost controls, and proactive credit risk management. Our team's strong execution of these strategic priorities contributed to increased franchise value. We grew our tangible book value per share by 11% while returning \$154 million in capital to shareholders through our quarterly cash dividend and stock repurchase programs.

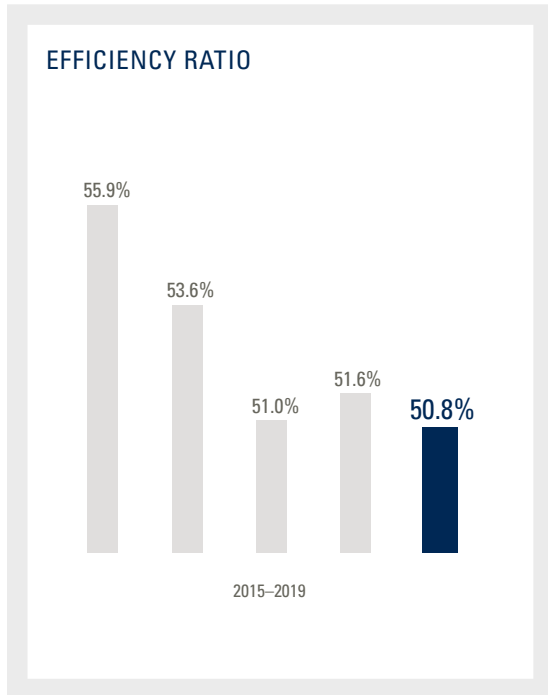
*Forbes* took note of our consistently strong performance, ranking Pacific Premier #3 on the *Forbes* 2020 list of America's Best Banks—up from #11 the previous year. This achievement is a testament to both our team's commitment to effectively execute on our strategic plan and the strong culture we have fostered within the Company.

As we enter a period of heightened uncertainty associated with the coronavirus (COVID-19) outbreak impacting our nation's way of life, we are implementing a number of strategies and actions to lessen the economic impact on our balance sheet and operations. We historically have been proactive in our approach to managing challenges and uncertainty, and our response to this crisis is no different. We have already taken important steps to protect our employees and our franchise. We believe the principles and lessons learned from the financial crisis will serve our team and shareholders well in the long term.

Articulating a company's culture can be challenging and often results in empty words on a page. We have taken a different approach. Several years ago, we developed our *Success Attributes*, which help articulate our long standing culture: Achieve, Communicate, Improve, Integrity, and Urgency. We continuously reinforce our Success Attributes across the entire organization, conveying our culture to our employees, clients, and communities.

These guiding principles have been central to how we operate our business every day. Our success can be traced directly to our team's deep-rooted commitment to our strategy and the effectiveness of the Pacific Premier culture. We work diligently to develop a results-driven organization focused on helping our clients achieve their business objectives while





exercising discipline and prudence in our operations with a consistent focus on enhancing shareholder value.

Our board and leadership are committed to supporting our employees and advancing our culture. In turn, our employees provide the highest level of services to our clients. And, as our clients' businesses flourish, they contribute to the health and vibrancy of the communities we serve. These communities then generate additional business opportunities for us all and represent the sustainable virtuous cycle in which we all play a key role.

#### Building Franchise Value

Banks create franchise value by growing low-cost core deposits, which best reflect deep client relationships. Over the course of 2019, we grew our non-maturity deposits by more than \$600 million, enabling us to further reduce our balances of higher-costing time deposits and effectively manage our cost of funds. It is important to point out that our success in core deposit growth is the result of client relationships that are built on the service and expertise for which we are known.

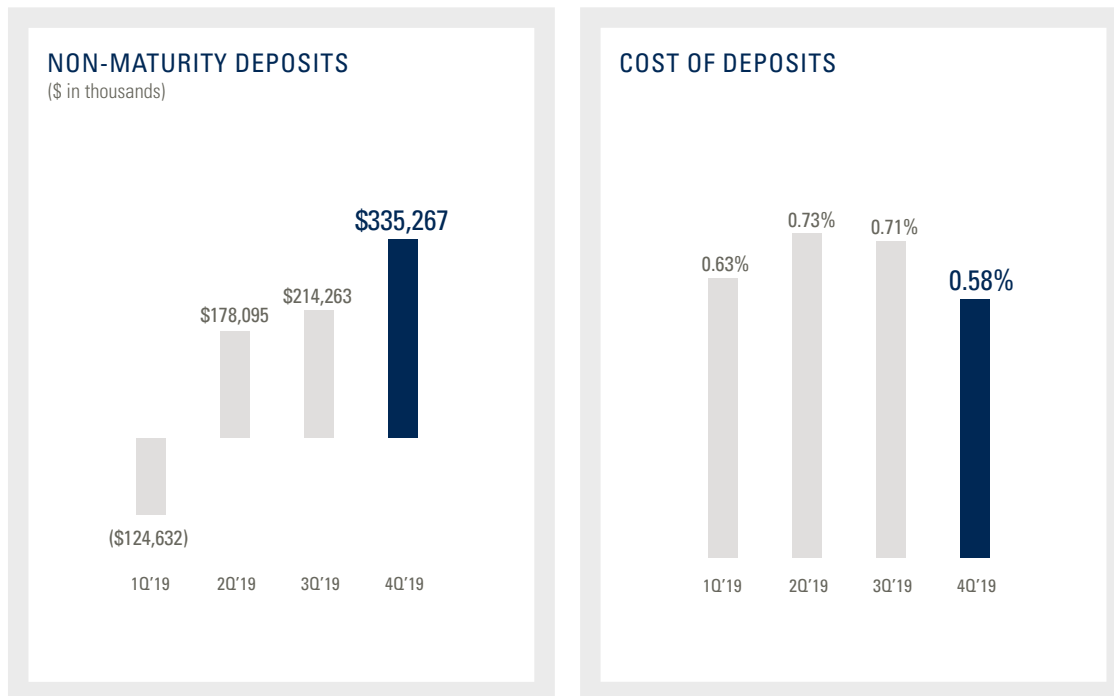
We have successfully implemented a number of deposit growth initiatives that generated deposits across all areas of the organization. Our relationship managers, HOA bankers, and specialty deposits group did



“We have always operated Pacific Premier with a long-term perspective and have executed on a strategic plan designed to build a franchise capable of weathering economic and financial disruptions.”

STEVE R. GARDNER

Chairman, President and Chief Executive Officer



an outstanding job of enhancing and refining their skills using technology and tools designed to develop and manage client relationships. These initiatives resulted in an increase in new client acquisition, greater market penetration in deposit-rich verticals, and consistent inflow of lower-cost transaction accounts.

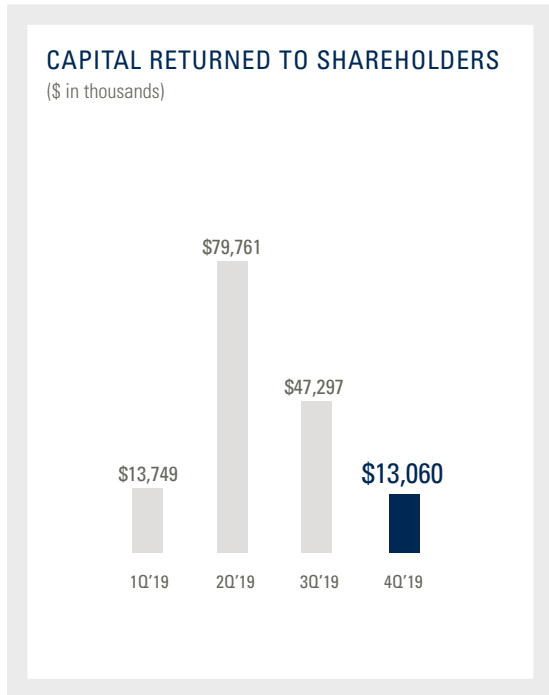
**Setting the Foundation for Continued Growth**

Following several years of strong growth, we spent much of 2019 optimizing our operations. It was our first year in almost a decade without an acquisition. Pausing our M&A activities enabled us to focus our time and resources to complete a number of important internal projects that helped us expand our capabilities, enhance efficiencies, and strengthen our risk management.

Our investment in technology and focus on innovation drove a great deal of the work we did in 2019. We continued to expand and customize our use of Salesforce across our organization to improve business development, client relationship management, and data analytics. We also began leveraging the Pacific Premier API Banking powered by our DataVault product that we developed for our HOA business that can also be used within other specialty deposit markets. Finally, we continued to expand the product offerings of our treasury management group to ensure we have the capabilities to meet the needs of a broad range of commercial clients.

As a result of the internal investments we made in 2019 and our team’s efficient execution of these important projects, we believe we have the infrastructure in place to support a much larger financial institution and position the Company to execute and successfully integrate the transformative proposed acquisition of Opus Bank that we announced early in 2020.





“Our board and leadership are committed to supporting our employees and advancing our culture.”

### A New Challenge

The first quarter of 2020 has exposed the banking industry—and indeed the world—to a new crisis in the form of the coronavirus (COVID-19). The unforeseen nature of this crisis and the speed with which it spread underscores the importance of the priority we have always placed on risk management, which has been essential to the health and success of our franchise. We believe that our exceptionally strong capital position, liquidity, and asset quality put us in as strong a position as we can be to effectively deal with the challenges presented by the coronavirus and to continue serving the needs of our clients.

The effects of this crisis certainly will have a near-term impact on the financial performance of the entire banking industry, including Pacific Premier, particularly due to the rapid decline in interest rates, though we cannot be certain to what extent. Ultimately, as we emerge from this crisis, we are confident that our franchise will be viewed favorably by all of our stakeholders based on how we navigated these unprecedented challenges.

In light of recent events, 2020 will be a challenging year for our nation and the communities we serve, and we will not be insulated from those challenges. We have always operated Pacific Premier with a long-term perspective and have executed on a strategic plan designed to build a franchise capable of weathering significant economic and financial disruptions. We believe the continued disciplined execution of that strategic plan will enable us to build upon our track record as a high-performing institution and create additional long-term value for our shareholders in the years ahead.

**STEVE R. GARDNER**

Chairman, President and Chief Executive Officer

# A commitment to Environmental, Social, and Governance responsibilities.

At Pacific Premier Bank, we're extending environmental, social, and governance (ESG) considerations throughout our company with a focus on transparency and continuous improvement.

## Environmental

Our efforts to reduce our environmental impact are yielding successful results. For example, simply by shredding and recycling we have saved:

3,959 trees

466 barrels of oil

699 cubic yards of landfill

1,630,176 gallons of water

## Social

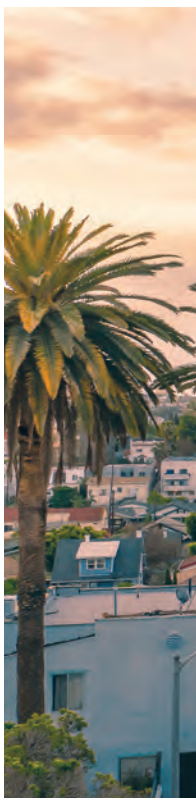
As strong believers in giving back to our communities, our employees actively volunteer and support nonprofit organizations and other community stakeholders to strengthen and empower the communities we serve. Pacific Premier employees are leaders who work with our 400+ community partners by serving on boards and committees, sharing financial and technical expertise, and promoting community development missions. In 2019, our employees volunteered 5,299 hours of their time and the Bank provided \$3,226,852 in charitable community support.

We support organizations in our communities that help address the United Nations Sustainable Development Goals (SDGs), including goals to:

- End poverty
- End hunger
- Make cities and communities sustainable
- Ensure access to affordable and reliable sustainable energy
- Ensure healthy lives and promote well-being
- Promote decent work for all
- Ensure inclusive and equitable quality education

## Governance

Corporate giving and responsibility are pillars of our business culture. We are honored to have received a #1 Rating in the Institutional Shareholder Services (ISS) Composite QualityScore for Governance.







\$3,226,852

Charitable Support

5,299

Employee Volunteer Hours

435

Organizations



COMMUNITY PARTNER HIGHLIGHTS

- |   |  |   |
|---|--|---|
| Accion  | Habitat for Humanity                                 | Share, Inc.   |
| Affordable Housing Clearinghouse                              | Housing Trust Fund of Santa Barbara County, Inc.     | Susan G. Komen  |
| American Family Housing                                       | Instituto de Avance Latino, Inc (IDEAL)              | Templo Calvario Community Development Corporation     |
| Asian Pacific Islander Small Business Program                 | Junior Achievement                                   | The Opportunity Fund                                  |
| Boys and Girls Club   | Koreatown Youth Community Center (KYCC)              | Thomas House Family Shelter                           |
| California Community Economic Development Association (CCEDA) | Loma Linda University Children's Hospital Foundation | Transitions Mental Health Association                 |
| Communities in Schools Nevada                                 | Martha's Village and Kitchen                         | United Way  |
| Community Action Partnership of San Luis Obispo County, Inc.  | Mission Community Services Corporation               | Vermont Slauson Local Development Corporation (VSLDC) |
| COR Community Development Corporation                         | Neighborhood Housing Services                        | Working Wardrobes                                     |
| Family Care Network   | Oasis Center International                           | YMCA  |
| Families Forward  | Orange County Rescue Mission                         |   |
| Food Bank Coalition of San Luis Obispo County                 | Peoples' Self-Help Housing                           |   |
|   | San Luis Obispo County Housing Trust Fund            |   |

We are delighted to have the opportunity to work with some of the *best, most effective* organizations in our communities.

These organizations focus on widely diverse services that align with the UN SDGs, including healthcare, affordable housing, children, financial literacy, and environmental. We're pleased to share their stories with you.







TEMPLO CALVARIO COMMUNITY DEVELOPMENT CORPORATION

## “Pacific Premier has underwritten the entire BOY program for the last three years.”

—Yanet Gonzalez, Chief Operating Officer (TCCDC)

### Empowering youth with financial knowledge and quality education.

Templo Calvario Community Development Corporation (TCCDC) is dedicated to meeting the increasing and changing needs of the City of Santa Ana, California—a community characterized by unique challenges, such as low English proficiency, diminished educational achievement, and families’ financial instability.

TCCDC’s Banking on Our Youth (BOY) program is a sustainable financial literacy and entrepreneurship program that works with high school juniors and seniors through innovative and engaging methods to promote financial education, responsibility, leadership, and teamwork.

“The mission of BOY is to help Santa Ana youth improve their understanding of financial concepts and services and empower them to make the right decisions that will improve their financial well-being,” says Yanet Gonzalez, TCCDC’s Chief Operating Officer. “Pacific Premier Bank has underwritten the entire BOY program for the last three years.” The program includes laptops for 45 students and \$15,000 in scholarships. Pacific Premier’s contributions have totaled nearly \$500,000 over the last three years.

“We’re very blessed to have a great partnership with Pacific Premier Bank,” says Gonzalez. “And not only with the Bank, but also its great employees.”







EARN TO LEARN

“It’s a groundbreaking approach with remarkable results.”

—Kate Hoffman, Executive Director (Earn to Learn)

Helping students cross the college graduation finish line with a quality education.

“Nationally, fewer than 40% of Pell Grant–eligible students actually make it to the finish line and graduate,” points out Kate Hoffman, Earn to Learn’s Executive Director. “And with today’s cost of attendance, the probability is very high that they’re taking on debt in the process.” Earn to Learn aims to change this situation with an innovative approach that involves annual family deposits of \$500 to support college tuition, books, fees, and other approved educational related expenses, which is then matched 8:1—giving students an investor stake in their success.

“We empower them with financial literacy to ensure they can navigate their personal finances and improve their economic mobility,” says Hoffman. “It’s a groundbreaking approach with remarkable results.” To date, Earn to Learn students have saved \$3,061,206 and earned \$24,489,651 in scholarships.

Pacific Premier Bank provided Earn to Learn with \$16,500 in grants to support the organization’s efforts to reduce student loan debt and expand its workforce development efforts in Arizona and Nevada. Its programs focus on eliminating student debt and creating opportunities for business mentoring, internships, and permanent placement upon graduation. Pacific Premier was the first to support the organization’s expansion into Nevada.







LOMA LINDA UNIVERSITY CHILDREN'S HOSPITAL FOUNDATION

**“It’s a gift to us to be able to provide this excellent care to these children.”**

—Dr. Alexandra Clark, Division Chief for General Pediatrics (LLUCH)

**Providing critical medical care where and when it’s needed.**

Loma Linda University Children’s Hospital Foundation (LLUCH) identified a critical need for pediatric healthcare services in California’s Coachella Valley—especially for lower income families who were unable to travel to other cities.

With its awareness of community needs, Pacific Premier Bank provided a two-year, \$40,000 commitment to LLUCH from 2017–2018 to support the development of a new outpatient pediatric pavilion in the city of Indio, California, an area in desperate need of affordable and accessible pediatric health services.

The pediatric population in Coachella Valley in 2017 was 128,577 children. This population is projected to grow significantly in the next 10 years, and yet there is currently only one doctor for every 9,000 residents in that region. In 2019, Pacific Premier provided an additional \$10,000 to support the Indio Clinic with the purchase of a critical diagnostic tool (Chemistry 8 testing machine) that eliminates the need to send a child to the lab to wait for results.

“It’s a gift for us to be able to provide this excellent care to these children,” says Dr. Alexandra Clark, Division Chief for General Pediatrics at LLUCH. “And that gift is only possible through partners like Pacific Premier.”







PEOPLES' SELF-HELP HOUSING

## “We build to the highest environmental standards.”

—Gillian Cole-Andrews, Director of Communications and Resource Development (PSHH)

### Building housing that’s affordable—and green.

Peoples’ Self-Help Housing (PSHH) is the largest nonprofit housing developer on California’s Central Coast. It builds affordable homes with site-based services that offer opportunities to change lives and strengthen communities. It serves low income working families, seniors, and other special needs groups.

“Many of our residents have come from previously very fragile situations,” says Gillian Cole-Andrews, PSHH’s Director of Communications and Resource Development. “Some have been living in their cars and others have been living on the streets. What we want to do is provide a really positive and supportive experience.”

PSHH provides a lot more than basic housing. “We build to the highest environmental standards,” says Cole-Andrews. “That includes solar power.” PSHH has partnered with organizations, such as GRID, to equip their communities with solar panels. This improves energy efficiency, provides clean, sustainable energy, and reduces a community’s carbon footprint. “The savings from lower energy costs get passed on to our residents as cheaper utility bills,” notes Cole-Andrews.

In 2019, Pacific Premier Bank provided \$35,000 in grants to support PSHH’s affordable-housing clean energy projects and financial literacy programs.







A NEW WAY OF LIFE

## “Knowledge is the key to stability.”

—Susan Burton, Founder and President (ANWOL)

### Providing opportunities to women with histories of incarceration.

“Incarceration doesn’t solve any problems,” says Susan Burton, Founder and President of A New Way of Life (ANWOL) Reentry Project. “It only succeeds in creating new ones.”

The Los Angeles–based ANWOL promotes healing, good health and well-being, power, and opportunity for formerly incarcerated people. The organization offers housing, case management, pro bono legal services, advocacy, and leadership development for women rebuilding their lives after prison.

In 2019, Pacific Premier Bank awarded a \$25,000 grant to ANWOL to support its programs related to job training, career coaching, personal mentoring, and affordable housing. Pacific Premier has also led financial literacy classes for residents to teach them how to save and understand their finances, with the goal of eliminating poverty.

“Knowledge is the key to stability,” Burton says.







KOREATOWN YOUTH AND COMMUNITY CENTER

“KYCC’s participation in the VITA program offered by the IRS is one of its biggest contributions to its community.”

—Rick Kim, Director of Community Economic Development (KYCC)



**Using tax refunds to help eliminate poverty.**

KYCC (Koreatown Youth and Community Center) was established in 1975 to support a growing population of at-risk youth in Los Angeles. Today, KYCC is the leading multiservice organization in Koreatown, supporting children and their families in the areas of education, health, housing, and finances.

While KYCC offers many programs and services, its participation in the Volunteer Income Tax Assistance (VITA) program offered by the IRS is one of its biggest contributions. VITA offers free tax preparation for lower income individuals and families, ensuring that taxpayers receive every credit they are entitled to—including the Earned Income Tax Credit (EITC). “The earned income tax credit refunds received by lower income families provide meaningful income,” says Rick Kim, KYCC’s Director of Community Economic Development. The refunds translated to over \$16 million to families in 2019 in an effort to eliminate poverty.

In 2019, Pacific Premier Bank provided \$15,000 to KYCC, including support for VITA and other programs. Since 2017, Pacific Premier has provided \$75,000 in funding for VITA programs across Southern Arizona, Orange and Santa Barbara Counties in California, and Nevada.





“We’re here to help prospective homebuyers by providing resources, excellent counsel, and teaching them to be the best they can be.”

—Dawn Lee, Executive Director and Chief Executive Officer (NHSIE)

**Giving people the tools to become homeowners.**

Homeownership is becoming increasingly elusive for lower income and minority families in the communities served by Neighborhood Housing Services of the Inland Empire (NHSIE): Riverside, San Bernardino, and San Diego counties. This region is characterized by high poverty rates with a cost of living 20% higher than the national average.

NHSIE has made it a mission to address these needs. “We’re creating homeownership opportunities, bridging the housing affordability gap and building sustainable communities one person, one home, and one neighborhood at a time,” says Dawn Lee, NHSIE’s Executive Director and Chief Executive Officer.

“First-time homebuyers are often challenged when trying to navigate the complex process,” says Lee. “So, we’re here to help by linking them to affordable mortgage products and providing excellent counsel so that they are empowered to be their own best advocate during the purchase and financially stable homeowners for years to come thereafter.”

Since 2017, Pacific Premier Bank has provided \$40,000 in grants to NHSIE that respond to critical affordable housing needs by increasing access to homeownership and wealth-building opportunities to help eliminate poverty for lower income, minority, and other underserved populations.” The Bank’s focus is on helping ensure access to safe and affordable housing,” says Lee. “And that’s exactly what they’re doing.”

“A grant from Pacific Premier Bank supports services to address the rapidly rising need for housing assistance in our county.”

—Kim Hash, Director of Development & Communications (Share Vancouver)

**Housing support for the chronically homeless.**

Share’s ASPIRE (Achieving Self-sufficiency Personal Improvement and Resource Education) program is a coordinated system for providing case management, housing, and connections to supportive services for homeless families and individuals in Clark County, Washington.

“The ASPIRE program also offers transitional and permanent affordable housing support for chronically homeless and highly vulnerable populations,” says Kim Hash, Share Vancouver’s Director of Development & Communications. “A donation from Pacific Premier Bank supports services to address the rapidly rising need for housing assistance in our county,” says Hash, adding that Pacific Premier has committed \$7,500 in both 2018 and 2019 for a total donation of \$15,000.

“We look forward to having Pacific Premier Bank as our partner in addressing homelessness, hunger, and helping to eliminate poverty,” she adds.



“We provide a total nutritional and educational package.”

—Erik Talkin, CEO (Foodbank of Santa Barbara County)

**Eliminating hunger in Santa Barbara County, CA.**

Foodbank of Santa Barbara County’s mission is to end hunger and transform the health of Santa Barbara County through good nutrition.

Santa Barbara County has the highest rate of child poverty in California, and California has the highest rate in the nation. One in four residents of Santa Barbara County need some type of assistance securing food, with 60% of households reporting they must choose between paying for medical care or food.

“We provide a total nutritional and educational package for the people we serve—and support in the event of disasters,” says Erik Talkin, Foodbank of Santa Barbara County’s CEO. “The 2017 Thomas Fire is what brought the Foodbank and Pacific Premier Bank together in the first place. That December, we received \$15,000 from the Bank. The organization has worked with us ever since, most recently providing \$5,000 in support of our Empty Bowls events.”

The Foodbank’s disaster response efforts ensure that food and water are always available at no cost to anyone in need in Santa Barbara County.



# High-impact loans help communities grow.

At Pacific Premier Bank, we define a high-impact loan as one that fosters access to capital for underserved communities, specifically in the areas of job creation and retention, education and workforce development, and affordable housing. These types of loans channel capital into underserved neighborhoods and businesses with a goal of promoting economic growth and prosperity. High-impact loans are also very responsive to specific needs within a certain community. Here are two recent examples:







### The Arc of Riverside County—Riverside, CA

This nonprofit organization's mission is to secure, for all individuals with intellectual and development disabilities (I/DD), the opportunity to choose and realize their goals through job training, job placement assistance, social skills workshops, community awareness programs, and medical services. Pacific Premier Bank provided three loans to The Arc of Riverside totaling \$2,475,000 for the purposes of short-term working capital, purchase of an office building, and to pay off debt.

These loans are helping the organization further its mission of creating and preserving jobs for individuals within the I/DD population, a community that is typically underserved, overlooked, and devalued by society. "These are among the many reasons we take pride in providing much-needed services for these individuals within the six facilities we operate across Riverside County," says Erin Stream, The Arc of Riverside's Executive Director.



### Community HousingWorks—San Diego, CA

"We believe opportunity begins with a stable home," says Sue Reynolds, President and CEO of Community HousingWorks (CHW). "We offer stability by developing life-changing affordable apartment communities with resident-centered services to empower working families, seniors, and people with disabilities to forge stronger futures." The organization owns over 3,600 apartments in 42 communities statewide, serving more than 9,000 working families, children, and seniors.

Pacific Premier provided a \$2,000,000 revolving line of credit to assist with predevelopment capital and acquisition equity for new housing and real estate development projects for lower income residents.



# We're not just a bank. We're part of the community.

Sports are an integral and important part of local and regional communities, and we partner with several teams in the NFL, NHL, NCAA, and MiLB leagues. We find that working with these organizations provides us with business and community service opportunities across the regions we serve—from partnering with a sports team to putting on a community event to meeting a team's business needs with banking products and services that support their organizations.



Official Business Bank of the Honda Center, Anaheim Ducks, and The Rinks



Official Business Bank of the Los Angeles Chargers



Official Sponsor of Cal Poly Athletics



Official Bank of AngelCon



Official Bank of the Inland Empire 66ers



## Saluting Military Members and Veterans at Anaheim Ducks Home Games

The Anaheim Ducks honor military members and veterans during their home games. The "Salute to Those Who Serve" presented by Pacific Premier Bank pays homage to all military servicemen and women in attendance. A recent event included a special tribute to 96-year-old Staff Sergeant Mario Lobue, who served in the US Army during World War II.







**Pacific Premier Bank Teams Up With the Chargers to Promote Financial Fitness**

In partnership with the Boys and Girls Clubs of Metro Los Angeles, Pacific Premier Bank and the Los Angeles Chargers hosted a four-week financial literacy training camp for local youth to teach them how to manage money wisely.

**LA Chargers Business Alliance Highlights Women in Leadership**

Presented by Pacific Premier Bank, the Chargers Business Alliance connects LA Chargers corporate partners, suite holders, club seat members, and local business leaders with each other at themed networking events throughout the year. The goal: make connections to create meaningful introductions, dialogue, and relationships that will have a positive effect on the greater community.



**Supporting Innovation and Entrepreneurship at Cal Poly**

The Cal Poly Center for Innovation and Entrepreneurship (CIE) Small Business Development Center (SBDC) in San Luis Obispo, promotes the development of technology-focused ventures by providing high-quality business assistance to start-ups and established companies. In 2018, the Central California Angel Conference was launched to teach potential investors how to invest in start-ups through an event-driven competition that ends with a live investment of up to \$200,000. At Pacific Premier, we're proud to support this event as the presenting sponsor with an annual \$15,000 donation. We also support the Cal Poly CIE Angel Investor Conference (AngelCon).

# Product and service solutions for businesses.

Pacific Premier Bank offers a broad range of deposit, loan, and treasury management product and service solutions designed around the unique needs of small, middle-market, and corporate businesses across the Western US.

## Commercial Banking Services

As a business grows, so does the need for a responsive banking partner that focuses on creative solutions to meet the unique needs of each industry and helps uncover new opportunities. Whether our clients are seeking to improve their working capital, manage cash flow, reduce risk, purchase equipment, or simply need options for refinancing existing debt, we take a consultative approach to providing solutions to meet their short- and long-term goals. We assist clients with everything from complex commercial real estate loan facilities to helping reduce fraud exposure.

## Small Business Services

Small businesses come in all shapes and sizes, from retailers to hotels to convenience stores and more. Using a relationship-focused service model, Pacific Premier takes the time to get to know each client, their business, and their goals. We work closely with business owners and their teams to create custom banking and lending solutions designed to help them grow and achieve efficiencies. Many of our business clients have improved their scalability by taking advantage of SBA and USDA government-guaranteed lending programs on a national basis, giving entrepreneurs and small business owners access to the funds they need.

## Specialty Banking Products

Pacific Premier offers a wide range of specialty banking and lending products for clients with industry-specific needs. We have been successfully serving specialized industries through highly experienced bankers, dedicated service teams, and innovative technology.

**HOA & Property Management.** Pacific Premier serves homeowners associations (HOAs) and property management company clients nationwide. Our experienced team offers innovative banking solutions to improve efficiencies, reduce risk, and scale operations. And our industry-leading data integrations with financial software through our proprietary Pacific Premier API Banking<sup>SM</sup> powered by DataVault<sup>SM</sup> helps property management companies streamline processes and accelerate account reconciliation.





**Franchise Capital.** We serve franchisees of America's top franchised restaurant brands, including: Dunkin', Domino's, Carl's Jr., Popeye's, and more nationwide with products and services designed to help them grow. We offer a wide range of lending solutions tailored to franchisees and their specific situations. Franchisees periodically need new equipment or a store remodel, and we have the expertise to provide the right loan through our streamlined process and committed Franchise team.

**Specialty Deposits Group.** Our Specialty Deposits Group services include third-party escrow and trustees of clients' funds. The Bank's professional expertise in escrow services means it can help clients minimize risk and provide detailed account reporting. Pacific Premier's efficient, streamlined processes allow the Bank to turn around escrow agreements quickly and accurately.

**Agribusiness.** We meet the needs of every type of agricultural business—from family farms to large enterprises. Because every agribusiness client is different, Pacific Premier makes decisions based on local conditions. That means local market experience, local decision making and approval, and local underwriting, for everything from farm and land mortgages to financing for crops, orchards, vineyards, and wineries.

**Employee Stock Ownership Plans.** ESOPs provide opportunities for business owners of privately held companies to structure immediate or staged exits over time, realizing tax advantages while participating in the continued success of the business. Pacific Premier's highly experienced ESOP Lending and Deposit Services team helps employee-owned—or soon-to-be-employee-owned—companies in all areas of their banking.

### Technology

**Customized Salesforce Platform.** To support superior client service, we have made a significant investment in customizing the Salesforce technology platform. This specialized customer relationship management (CRM) system integrates every part of the Bank that interacts with clients, enabling us to manage and monitor all facets of our relationships.

**Pacific Premier API Banking<sup>SM</sup>.** Our proprietary Pacific Premier API Banking technology safely and securely integrates our clients' financial software with our online banking platform. Real-time integrated data can help optimize cash flow by expediting collections and streamlining payables. Our API Banking creates opportunities for greater automation, efficiency, and an improved workflow, saving our clients time and money. Pacific Premier is a trusted source, handling millions of dollars of API transactions nationwide every day.

## Board of Directors

### Pacific Premier Bancorp, Inc. and Pacific Premier Bank

#### CHAIRMAN

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Chief Executive Officer of  
Pacific Premier Bancorp, Inc.

**Ayad A. Fargo**  
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Vice Chairman of the Board  
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Attorney & Chairman of the Board  
Andre, Morris & Buttery

**Cora M. Tellez**  
President and Chief Executive Officer  
Sterling Health Services Administration

## Executive Leadership

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Chief Executive Officer

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Chief Banking Officer

**Thomas Galindo**  
Executive Vice President,  
Regional President

**Jocelyn Pastore**  
Executive Vice President,  
Regional President

**Edward Wilcox**  
President and  
Chief Operating Officer

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Senior Executive Vice President,  
Chief Credit Officer

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Executive Vice President,  
Head of Retail Banking

**G. Scott Peterson**  
Executive Vice President,  
Head of Regional Credit

**Ronald J. Nicolas, Jr.**  
Senior Executive Vice President,  
Chief Financial Officer

**Jamie Robinson**  
Senior Executive Vice President,  
Head of Commercial Banking

**Jim Hackbarth**  
Executive Vice President,  
Head of Regional Credit

**Chris Porcelli**  
Executive Vice President,  
Head of Credit—Real Estate  
and SBA

**Michael S. Karr**  
Senior Executive Vice President,  
Chief Risk Officer

**Michael Bridge**  
Executive Vice President,  
Deputy Chief Credit Officer

**Derrick Hong**  
Executive Vice President,  
Chief Audit Executive

**Lazaro Torres**  
Executive Vice President,  
Director of Structured Lending

**Thomas Rice**  
Senior Executive Vice President,  
Chief Innovation Officer

**Kevin Cutter**  
Executive Vice President,  
Regional President

**Rocky Laverty**  
Executive Vice President,  
Community Relations Officer

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Executive Vice President,  
President of Franchise Lending

**Steve Arnold**  
Senior Executive Vice President,  
General Counsel & Corporate  
Secretary

**Daniel Denekamp**  
Executive Vice President,  
President of Association Banking

**Peggy Ohlhaber**  
Executive Vice President,  
Chief Human Resources Officer

**Brooks Wise**  
Executive Vice President,  
Regional President

**Terri Dawson**  
Senior Executive Vice President,  
Chief Strategic Project Officer

**Stephen Friedman**  
Executive Vice President,  
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**Robert Osterbauer**  
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Regional President

**Lori Wright**  
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Atascadero, CA 93422

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Cambria, CA 93428

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Morro Bay, CA 93442

545 12th Street  
Paso Robles, CA 93446

400 South River Road  
Paso Robles, CA 93446

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