

YOUR PATHWAY TO SUCCESS

Dear Friends of Pacific Alliance Bank

Board of Directors

Andrew Su, Chair. Samuel Cheng VChair. Robert Oehler, CEO

Richard Barkhurst
James Chou
Joseph Gigliotti
Janet Ha, CCO
Peter Kam
Dennis Lin
Nancy Luke
Michael Sun
Yee-Jen Shuai
An To

Joe Teo, CFO Corp. Sec'y Last month we introduced **FlexChecking**. We welcome you to open this astounding free and unlimited checking account, with tiered high interest rates ranging from 3.58% to 3.88%, depending on your balance. This account is ideal for the business professional and business owner. While visiting, please take an opportunity to speak with us about our unique business services as well.

For those of you with a maturing CD, ask for all our deposit product options. No matter what your own personal views are on interest rate directions over the next several months, we have a product for you.

We now have our **SBA** business lending unit and have hired our first SBA business development officer: **Ray Navarrette**. Also, **Lotay Yang** has joined us as SVP-Senior Banker, in charge of developing client relationships at the business owner level. Lotay comes to us with an extensive background in private banking and asset management. We are passionate about delivering specialized financial services to our client business, the business owner, and the owner family / business circle, including key employees.

These business relationships are supported by our **RemoteDeposit** product, wherein you scan the checks you receive directly into the Bank. You must see a demonstration of this. Imagine, your head of Accounting can scan deposit business checks received any time of the day.

We will be making additional business development hires over the next two months, so that our growth momentum will continue into next year and beyond. Deposits are up to \$37 million, with loan outstandings at \$15 million.

Our regulators, FDIC and CA's Department of Financial Institutions, completed their visit early this month, as they do with all de novo banks after the first six months of operation. We are quite pleased with their comments and recommendations and have a good working relationship.



Sam Cheng, Lotay Yang, Nancy Luke, and Rob Oehler



Lotay Yang

ext month: Interest rates and client profile.

Yours truly

Robert B. Oehler "Rob" President and CEO

Stock Symbol: PFBN

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