



FOR IMMEDIATE RELEASE

Bank of San Francisco Reports Third-Quarter 2025 Results and the Upcoming Retirement of CEO, Ed Obuchowski, with the Addition of His Successor, William S. Keller

SAN FRANCISCO, CA—(11/4/2025)—Bank of San Francisco (OTCQX: BSFO), a leading Bay Area community and private bank serving local businesses, nonprofits, and individuals, today announced unaudited results for the quarter ended September 30, 2025. Net income for the quarter was \$1.8 million, or \$0.86 per diluted share, compared to \$1.6 million, or \$0.77 per diluted share, for the second quarter of 2025, and \$1.9 million, or \$0.89 per diluted share, for the third quarter of 2024. Additionally, it was announced that Ed Obuchowski, who co-founded and led the Bank for more than 20 years, will retire from his position as Chief Executive Officer, effective November 5, 2025. The Board has appointed William S. (Bill) Keller as his successor and as a Board Member, also effective November 5, 2025. Mr. Obuchowski will remain an employee of the Bank through December 31, 2025, after which he will continue to serve as a director, strategic advisor, and significant shareholder.

“Building Bank of San Francisco has been my life’s work, and the connections I’ve formed with our team and clients feel like family,” said Mr. Obuchowski. “I am excited about the Bank’s future and its continued growth trajectory, as seen in our third-quarter results. While I’ve been preparing to step back from day-to-day responsibilities for some time, I will deeply miss the close collaboration with my friends and colleagues. With heartfelt commitment, I remain dedicated to supporting the Bank and advancing its mission in meaningful ways.”

Regarding the appointment of Bill Keller as the Bank’s new Chief Executive Officer, Mr. Obuchowski stated, “This leadership transition was considered and approached with great care. Bill is a highly respected leader in community banking, having served as Chief Executive Officer of Community Bank of the Bay and most recently as Northern California Market President at Commercial Bank of California.” He continued, “Reconnecting with Bill after working together years ago at a different institution felt both natural and timely. He is a trusted friend and a strong cultural fit, and I’m excited to welcome him to lead our senior management team.”

“I’m honored to join the outstanding team at Bank of San Francisco,” said Mr. Keller. “I have long admired the Bank for its unwavering devotion to the community and its thoughtful approach to client relationships. As someone deeply connected to the Bay Area, I’m excited to help guide the Bank’s continued growth and expand its impact across the region and beyond.”

Quarter-Over-Quarter Results:

- Total loans, net of deferred fees, were \$581 million, up 5.5%.
- Total deposits were \$606 million, up 4.1%.
- Net income was \$1.8 million, up 12.3%.
- Pre-tax, pre-provision income was \$2.9 million, up 12.3%.

- Net interest income was \$7.4 million, up 6.9%.
- Net interest margin was 4.33%, up from 4.28%.
- Cost of funds was 1.27%, down from 1.30%.
- Operating expenses were \$4.6 million, up 4.1%, primarily due to the Bank's marketing projects.
- The efficiency ratio improved to 61.07% from 62.85%.
- Diluted earnings per common share were \$0.86, up 11.7%.
- Book value per share was \$37.17, up 2.3%.
- Allowance for credit losses was 1.29% of total loans, down from 1.32%.
- Non-accrual loans were 0.12% of total assets, down from 0.17%.
- Classified loans represented 0.90% of the total loan portfolio, down from 1.00%.

Year-Over-Year, Third-Quarter Results:

- Total loans, net of deferred fees, were \$581 million, up 12.0%.
- Total deposits were \$606 million, up 9.2%. Relationship deposits increased \$59 million.
- Net income was \$1.8 million, down 1.9%.
- Pre-tax, pre-provision income was \$2.9 million, up 6.4%.
- Net interest margin was 4.33%, up from 4.09%.
- Cost of funds was 1.27%, down from 1.56%.
- Net interest income was \$7.4 million, up 15.0%, driven by higher loan income offset slightly by higher deposit interest expense.
- Operating expenses were \$4.6 million, up 20.4%, primarily due to higher salaries and other operating costs; the efficiency ratio was 61.07%, up from 58.10%.
- Diluted earnings per common share were \$0.86, down 3.4%.
- The Bank remains well-capitalized, with a Tier 1 Leverage Ratio of 11.54%, Tier 1 Risk-Based Capital and Common Equity Tier 1 Ratios of 17.08%, and a Total Risk-Based Capital Ratio of 18.34%.

"We are pleased to welcome William Keller to the Bank during this pivotal period of growth," said William Ward, President and Chief Operating Officer. "Year to date, the Bank has achieved an annualized growth rate of approximately 19% in both loans and deposits, demonstrating our clients' continued confidence and the success of our strategic execution. We're also excited to expand our community presence with the upcoming opening of our Laurel Village office in early 2026."

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Non-GAAP Financial Measure

To supplement our financial statements, which are prepared and presented in accordance with GAAP, we use pre-tax, pre-provision income as a non-GAAP financial measure. Our non-GAAP financial measure does have limitations as analytical tools, and you should not consider pre-tax, pre-provision income in isolation or as a substitute for an analysis of our results under GAAP.

We believe these non-GAAP financial measures provide management and investors with additional information about the financial performance of our business and enable comparison of financial results between periods where certain items may vary independently of business performance. We believe pre-tax, pre-provision income is an important measure because it reflects the financial performance of our business operations. Pre-tax, pre-provision income is a non-GAAP financial measure calculated by subtracting the provision for credit losses and income tax expense from net income.

About Bank of San Francisco

Bank of San Francisco is a leading community and private bank that reflects the best of the Bay Area. We pair modern technology with the enduring values of high-touch, personalized service delivered with agility and accountability.

Like the businesses, nonprofits, individuals, and families we serve, the Bay Area is our home. Significant local ownership keeps our decision-making close to our clients, and our diverse team enables us to understand our clients' unique needs and goals. To learn more, call (415) 744-6700 or visit www.bankbsf.com. Bank of San Francisco is a member of the FDIC and an Equal Housing Lender.

Forward-Looking Statements

This press release contains certain forward-looking statements that involve risks and uncertainties, including statements relating to new products and anticipated growth. Forward-looking statements are those that are not statements of historical fact and may be identifiable by use of the words "believe," "expect," "intend," "anticipate," "plan," "estimate," "project," or similar expressions. These statements are based on current expectations, estimates and projections about Bank of San Francisco's business based, in part, on assumptions made by management. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties may affect the operations, performance, development, growth, capital needs and results of operations of Bank of San Francisco, and include, but are not limited to, local and national economic conditions; interest rate changes; inflation and monetary policy; changes in the financial performance and/or condition of our loan and deposit clients; changes in the levels of performing and nonperforming assets and charge-offs; timely implementation by Bank of San Francisco of new products and technology enhancements; the impact of competitive products, services and pricing; acts of war, terrorism or civil unrest; the soundness or failure of other financial institutions that may directly or indirectly affect the Bank; potential deposit withdrawals triggered by client concerns following the failures of or risks at other depository institutions; the effect of the COVID-19 pandemic and

other infectious illness outbreaks that may arise in the future; natural disasters, such as earthquakes; clients' requirements and preferences; federal, state and local legislation and regulatory developments; the ability to retain or increase market share, retain or grow client relationships and control expenses; changes in regulatory or generally accepted accounting principles and other similar matters. Readers are cautioned not to place undue reliance on forward-looking statements, which are subject to influence by the foregoing risk factors and unanticipated future events. Actual results, accordingly, may differ materially from management expectations. Bank of San Francisco undertakes no obligation to update such forward-looking statements except as required by law.

Bank of San Francisco
Balance Sheets (Unaudited)

(\$000, except share and per share amounts)

	For the Periods Ended					Year Over Year Change	
	9/30/2025	6/30/2025	3/31/2025	12/31/2024	9/30/2024	\$	%
Assets							
Cash and due from banks	\$ 6,604	\$ 8,754	\$ 9,076	\$ 6,023	\$ 6,391	\$ 213	3%
Interest bearing deposits in banks	74,188	78,541	69,116	69,200	83,288	(9,100)	-11%
Total cash and cash equivalents	80,792	87,295	78,192	75,223	89,679	(8,887)	-10%
Securities available-for-sale, at fair value	25,038	21,859	21,819	23,623	19,879	5,159	26%
Loans, net of deferred costs/fees	581,443	550,910	530,817	507,970	519,131	62,312	12%
Allowance for credit losses	(7,518)	(7,258)	(6,968)	(6,662)	(6,982)	(536)	8%
Loans, net of allowance of credit losses	573,925	543,652	523,849	501,308	512,149	61,776	12%
Premises and equipment, net	1,632	1,501	1,351	1,411	1,456	176	12%
Accrued interest receivable & other assets	17,021	17,608	13,696	13,872	13,938	3,083	22%
Total Assets	\$ 698,408	\$ 671,915	\$ 638,907	\$ 615,437	\$ 637,101	\$ 61,307	10%
Liabilities							
Non-interest bearing deposits	\$ 238,330	\$ 229,036	\$ 199,783	\$ 197,533	\$ 215,170	\$ 23,160	11%
Interest bearing deposits	367,669	353,188	353,748	333,202	339,946	27,723	8%
Total deposits	605,999	582,224	553,531	530,735	555,116	50,883	9%
Accrued interest payable and other liabilities	11,795	11,171	8,634	9,381	8,198	3,597	44%
Total Liabilities	617,794	593,395	562,165	540,116	563,314	54,480	10%
Shareholders' equity							
Common stock	29,261	29,075	28,944	28,757	28,631	630	2%
Retained earnings	51,309	49,475	47,841	46,743	45,115	6,194	14%
Accumulated other comprehensive income	44	(30)	(43)	(179)	41	3	7%
Total shareholders' equity	80,614	78,520	76,742	75,321	73,787	6,827	9%
Total Liabilities & Shareholders' Equity	\$ 698,408	\$ 671,915	\$ 638,907	\$ 615,437	\$ 637,101	\$ 61,307	10%
Book Value per Common Share	\$ 37.17	\$ 36.33	\$ 35.35	\$ 35.25	\$ 34.58	\$ 2.59	7%
Total Common Shares Outstanding	2,168,841	2,161,024	2,170,866	2,136,822	2,133,822	35,019	2%
Capital Ratios							
Tier 1 Leverage ratio	11.54%	11.83%	11.41%	12.05%	11.46%	0.08%	1%
Tier 1 RBC ratio	17.08%	17.68%	18.16%	18.69%	17.90%	-0.82%	-5%
Common Equity Tier 1 RBC ratio	17.08%	17.68%	18.16%	18.69%	17.90%	-0.82%	-5%
Total Risk-Based Capital (RBC) ratio	18.34%	18.93%	19.41%	19.95%	19.16%	-0.82%	-4%
Other Ratios							
Non-interest bearing to Total Deposits	39.33%	39.34%	36.09%	37.22%	38.76%	0.57%	1%
Loan to Deposit ratio	95.95%	94.62%	95.90%	95.71%	93.52%	2.43%	3%
Allowance for Credit Losses to Total Loans	1.29%	1.32%	1.31%	1.31%	1.34%	-0.05%	-4%
ACL to Nonperforming Loans	868.68%	642.31%	593.21%	490.61%	252.35%	616.33%	244%
Nonperforming Assets to Total Assets	0.12%	0.17%	0.18%	0.22%	0.43%	-0.31%	-72%

n/m - Not Meaningful

Bank of San Francisco
Statement of Income (Unaudited)

(\$000, except share and per share amounts)

	Three Months Ended						
	9/30/2025	6/30/2025	3/31/2025	12/31/2024	9/30/2024	\$	%
Interest on loans, including fees	\$ 8,048	\$ 7,596	\$ 7,071	\$ 7,152	\$ 7,167	\$ 881	12%
Interest on deposits in banks	1,021	928	677	881	1,342	(321)	-24%
Interest on investment securities	208	210	221	217	66	142	215%
Other interest income	77	72	74	74	73	4	5%
Total interest income	9,354	8,806	8,043	8,324	8,648	706	8%
Deposits interest expense	1,936	1,868	1,719	1,878	2,200	(264)	-12%
Net interest income	7,418	6,938	6,324	6,446	6,448	970	15%
Provision (reversal) for credit losses	330	290	300	(320)	100	230	230%
Net interest income after provision	7,088	6,648	6,024	6,766	6,348	740	12%
Service charges on deposits	111	108	102	112	94	17	18%
Other non-interest income	15	(5)	61	46	45	(30)	-67%
Total non-interest income	126	103	163	158	139	(13)	-9%
Salaries and employee benefits expense	2,720	2,885	3,033	3,144	2,413	307	13%
Occupancy	366	336	291	303	314	52	17%
Information Technology and Equipment	340	324	315	301	285	55	19%
Other operating expense	1,181	880	984	851	815	366	45%
Total non-interest expense	4,607	4,425	4,623	4,599	3,827	780	20%
Income before income taxes	2,607	2,326	1,564	2,325	2,660	(53)	-2%
Income tax expense	772	692	466	697	789	(17)	-2%
Net income	\$ 1,835	\$ 1,634	\$ 1,098	\$ 1,628	\$ 1,871	\$ (36)	-2%
Basic Earnings per Share	\$ 0.87	\$ 0.78	\$ 0.53	\$ 0.78	\$ 0.90	\$ (0.03)	-3%
Average Shares Outstanding	2,108,663	2,097,194	2,090,394	2,089,978	2,085,894	22,769	1%
Diluted Earnings per Share	\$ 0.86	\$ 0.77	\$ 0.52	\$ 0.77	\$ 0.89	\$ (0.03)	-3%
Average Shares Outstanding	2,134,102	2,124,402	2,130,962	2,110,598	2,095,823	38,279	2%
Annualized Performance Ratios							
Return on Average Assets	1.05%	0.98%	0.70%	1.06%	1.17%	-0.12%	-10%
Return on Average Common Equity	9.22%	8.32%	5.78%	8.86%	10.29%	-1.07%	-10%
Net Interest Margin	4.33%	4.28%	4.19%	4.18%	4.09%	0.24%	6%
Cost of Funds	1.27%	1.30%	1.30%	1.38%	1.56%	-0.29%	-19%
Efficiency Ratio	61.07%	62.85%	71.27%	69.64%	58.10%	2.97%	5%

n/m - Not Meaningful

Reconciliation of GAAP to Non-GAAP Financial Measures

Net income	\$ 1,835	\$ 1,634	\$ 1,098	\$ 1,628	\$ 1,871	\$ (36)	-2%
Provision (reversal) for credit losses	330	290	300	(320)	100	230	230%
Income tax expense	772	692	466	697	789	(17)	-2%
Pre-tax, pre-provision income	\$ 2,937	\$ 2,616	\$ 1,864	\$ 2,005	\$ 2,760	\$ 177	6%

Bank of San Francisco
Statement of Income (Unaudited)
(\$000, except share and per share amounts)

	Nine Months Ended		Over Year Change	
	9/30/2025	9/30/2024	\$	%
Interest on loans, including fees	\$ 22,715	\$ 20,527	\$ 2,188	11%
Interest on deposits in banks	2,626	3,913	(1,287)	-33%
Interest on investment securities	639	66	573	868%
Other interest income	223	220	3	1%
Total interest income	26,203	24,726	1,477	6%
Deposits interest expense	5,523	7,003	(1,480)	-21%
Net interest income	20,680	17,723	2,957	17%
Provision for credit losses	920	140	780	557%
Net interest income after provision	19,760	17,583	2,177	12%
Service charges on deposits	321	283	38	13%
Gains on sale of loans	-	306	(306)	-100%
Other non-interest income	71	183	(112)	-61%
Total non-interest income	392	772	(380)	-49%
Salaries and employee benefits expense	8,638	7,398	1,240	17%
Occupancy	993	936	57	6%
Information Technology and Equipment	979	907	72	8%
Other operating expense	3,045	2,131	914	43%
Total non-interest expense	13,655	11,372	2,283	20%
Income before income taxes	6,497	6,983	(486)	-7%
Income tax expense	1,930	2,073	(143)	-7%
Net income	\$ 4,567	\$ 4,910	\$ (343)	-7%

Basic Earnings per Share	\$ 2.18	\$ 2.36	\$ (0.18)	-8%
Average Shares Outstanding	2,097,194	2,080,890	16,304	1%
Diluted Earnings per Share	\$ 2.14	\$ 2.34	\$ (0.20)	-9%
Average Shares Outstanding	2,132,030	2,097,406	34,624	2%

Annualized Performance Ratios

Return on Average Assets	0.92%	1.05%	-0.13%	-12%
Return on Average Common Equity	7.74%	9.11%	-1.37%	-15%
Net Interest Margin	4.22%	3.87%	0.35%	9%
Cost of Funds	1.29%	1.72%	-0.43%	-25%
Efficiency Ratio	64.80%	61.49%	3.31%	5%

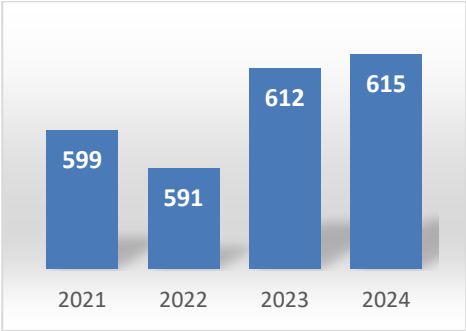
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Reconciliation of GAAP to Non-GAAP Financial Measures

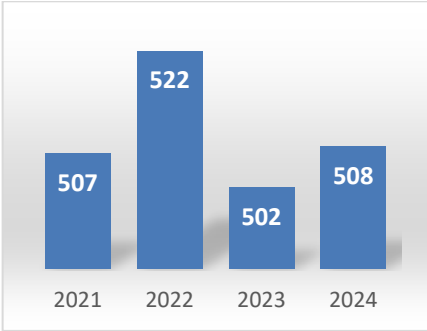
Net income	\$ 4,567	\$ 4,910	\$ (343)	-7%
Provision (reversal) for credit losses	920	140	780	557%
Income tax expense	1,930	2,073	(143)	-7%
Pre-tax, pre-provision income	\$ 7,417	\$ 7,123	\$ 294	4%

FINANCIAL HIGHLIGHTS

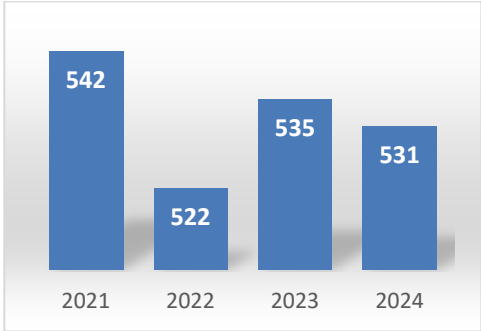
Total Assets (\$ Millions) As of December 31,



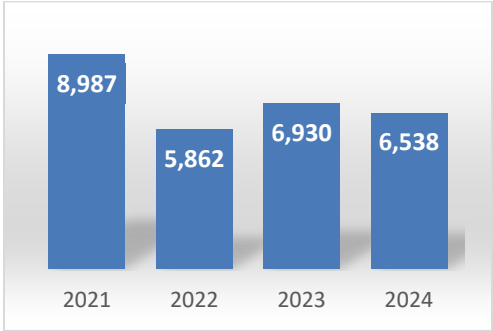
Total Loans (\$ Millions) As of December 31,



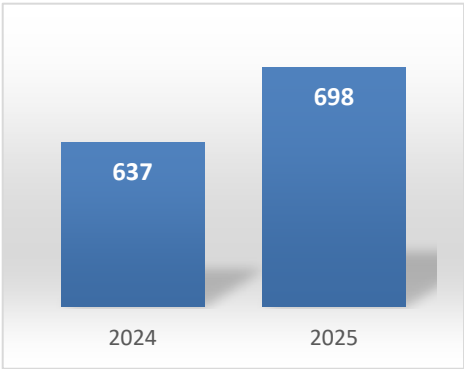
Total Deposits (\$ Millions) As of December 31,



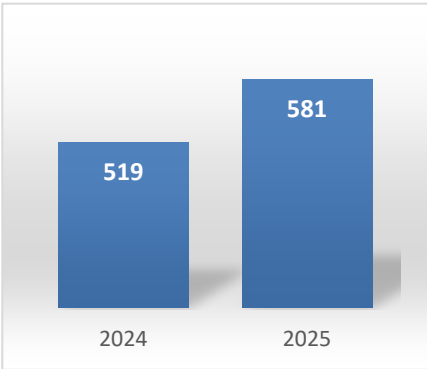
Net Income (\$ Thousands) Year Ended December 31,



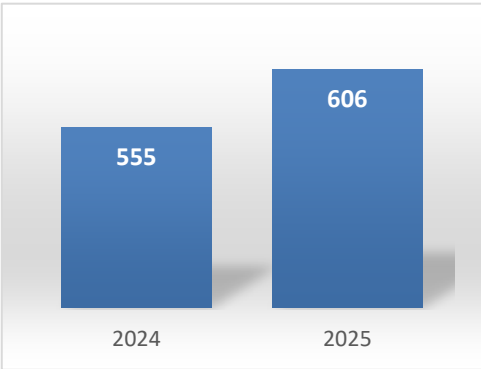
Total Assets (\$ Millions) As of September 30,



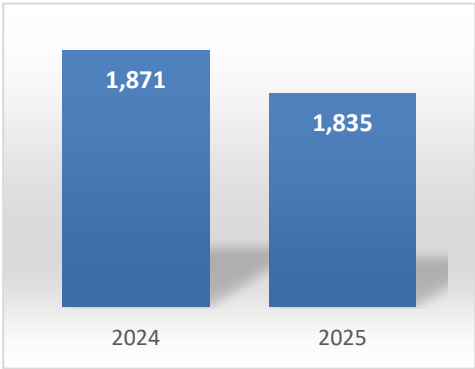
Total Loans (\$ Millions) As of September 30,



Total Deposits (\$ Millions) As of September 30,

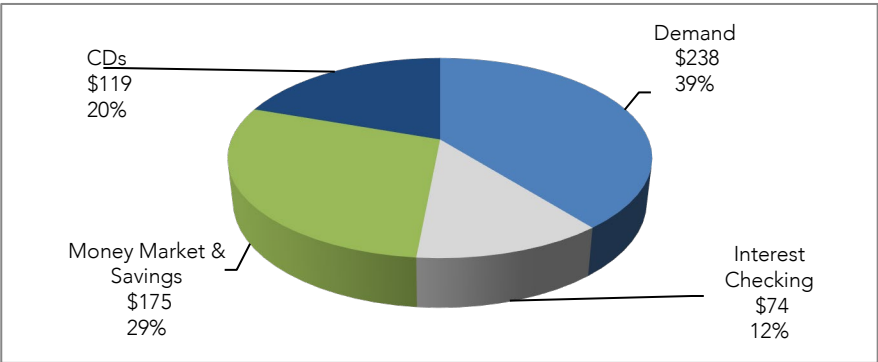


Net Income (\$ Thousands) Three Months Ended September 30,



As of September 30, 2025

Deposit Composition (\$ Millions)



Loan Composition (\$ Millions)

