



**NASDAQ: NBAN**

**Keefe, Bruyette & Woods**  
**Community Bank Investor Conference**

**August 2, 2006**

Presenters:

Terry L. Robinson, President & CEO  
Michael W. Wengel , EVP, Chief Financial Officer

# Safe Harbor Statement

- **This presentation contains forward-looking statements that are:**
  - Subject to contingencies & uncertainties,
  - Not a guarantee of future performance,
  - Based on assumptions that may change,
  - Not to be relied on unduly.
- **Many factors are beyond our ability to control or predict, including factors such as:**
  - Interest rate volatility.
  - Economic conditions.
  - Asset performance.
  - Ability to control costs.
  - Successful acquisition assimilation.
- **We assume no obligation to update this data.**
- **Please see risk factors in NBAN's SEC filings.**

## A BRIEF HISTORY

- ❖ The Vintage Bank opened for business in Napa in January, 1985 with capital of \$3.1 million
- ❖ A \$2 million secondary offering was issued in 1994 to support organic growth
- ❖ North Bay Bancorp was formed in 1999
- ❖ Solano Bank opened in July 2000 with 3 offices, partially capitalized with a \$5 million secondary offering
- ❖ Three Boards were merged & reduced in 2004; Charters merged in 2005; combined Board reduced to 11 in 2006

# WHY INVEST IN NBAN?

- Board & Management
- Markets & Core Deposit Base
- Asset Quality
- Historical Consistency & Low Risk Profile
- EPS Growth Potential

# DIRECTORS

**David B. Gaw**

*Chairman, Attorney*

**Richard S. Long**

*Vice Chairman, CEO Regulus Group, LLC*

**Thomas N. Gavin**

*Financial Planning*

**Fred J. Hearn, Jr.**

*CEO, Hearn Pacific Corporation*

**Thomas F. Malloy**

*Insurance*

**Conrad W. Hewitt**

*Former California Superintendent, DFI*

*Former Managing Partner, Ernst & Young*

**Thomas Shelton**

*President & CEO, Joseph Phelps Vineyards*

**Stephen C. Spencer**

*Commercial Real Estate*

**Denise C. Suihkonen**

*Certified Public Accountant*

**James E. Tidgewell**

*Certified Public Accountant*

# EXECUTIVE MANAGEMENT

## Terry L. Robinson

*President & CEO since 1988*

## Glen C. Terry

*President, The Vintage Bank*

*Joined in 1999*

## John Nerland

*Senior Executive Vice President,  
Chief Credit Officer*

*Joined in 2002*

## Virginia Robbins

*Executive Vice President*

*Chief Operating Officer*

*Joined in 2006*

## Michael W. Wengel

*Executive Vice President*

*Chief Financial Officer*

*Joined in 2006*

## Stephanie Rode

*Senior Vice President*

*Risk Management*

*Joined in 2003*

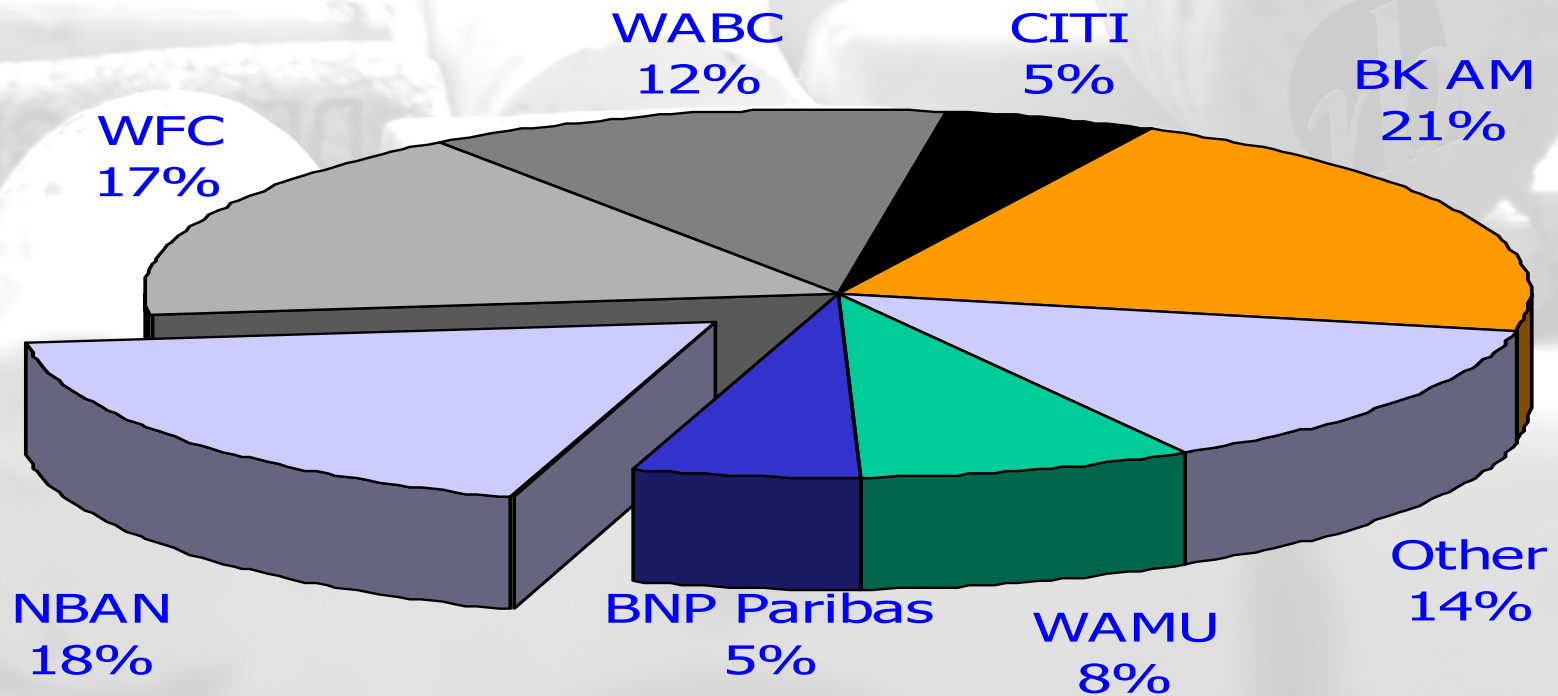
# AREAS WE SERVE



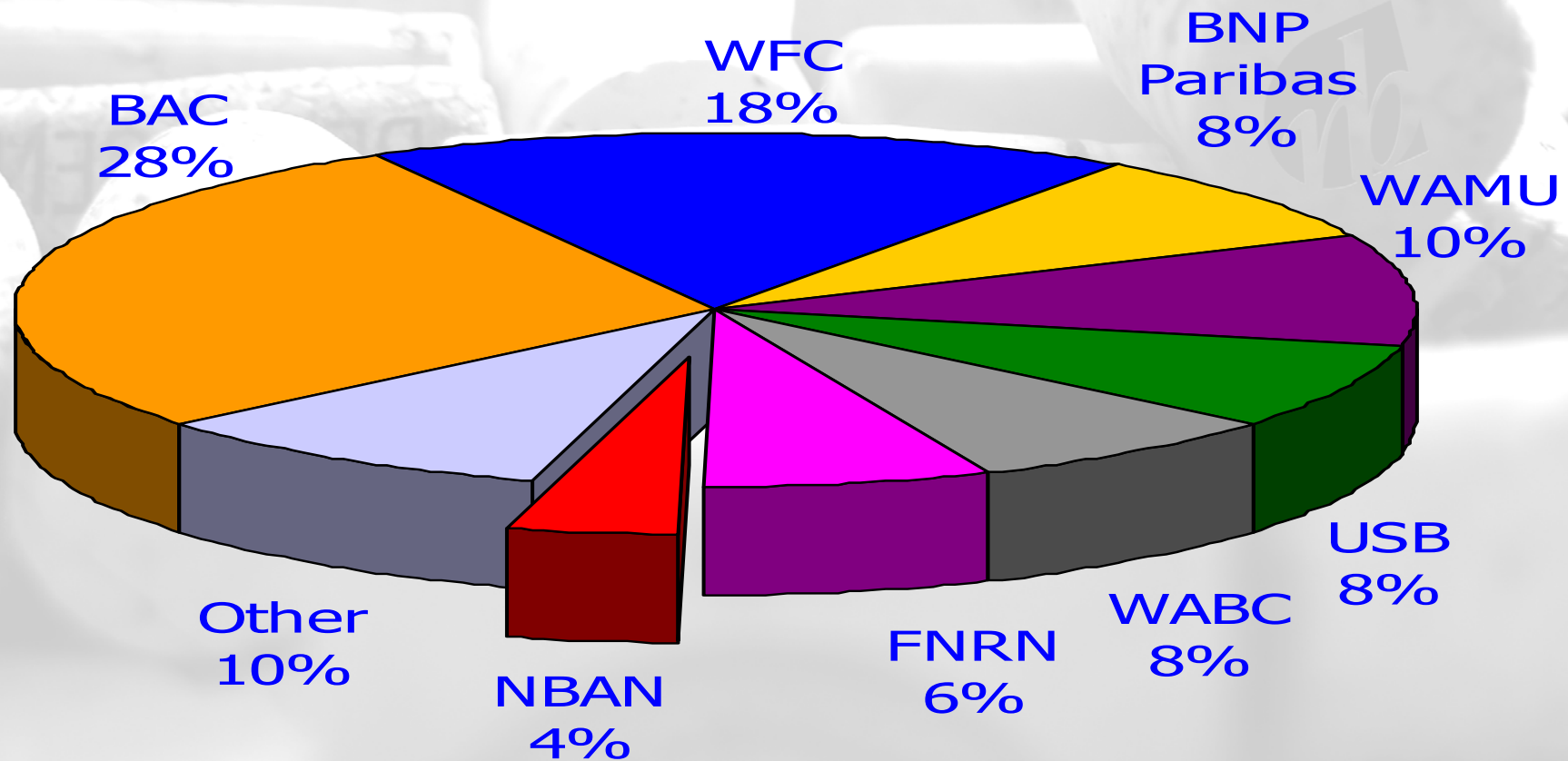
★ The Vintage Bank Main Office    ● The Vintage Bank Office Locations    ★ Solano Bank Main Office    ● Solano Bank Office Locations



# NAPA COUNTY DEPOSIT MARKET SHARE

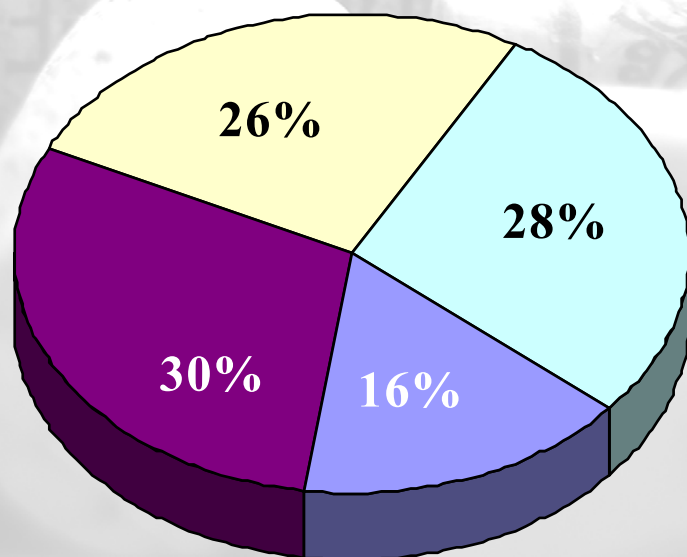


# SOLANO COUNTY DEPOSIT MARKET SHARE

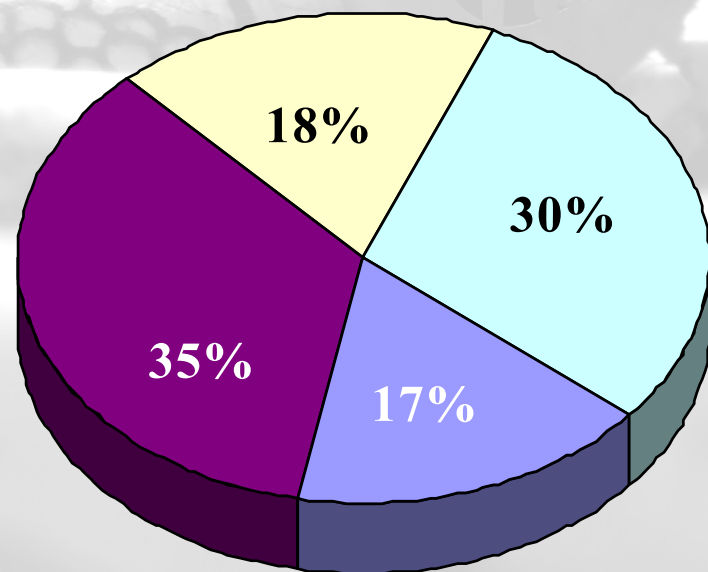


# TOTAL DEPOSITS

June 30, 2005  
**\$510 Million**



June 30, 2006  
**\$482 Million**



 NOW/Saving

 CD's

 Money Market

 Demand

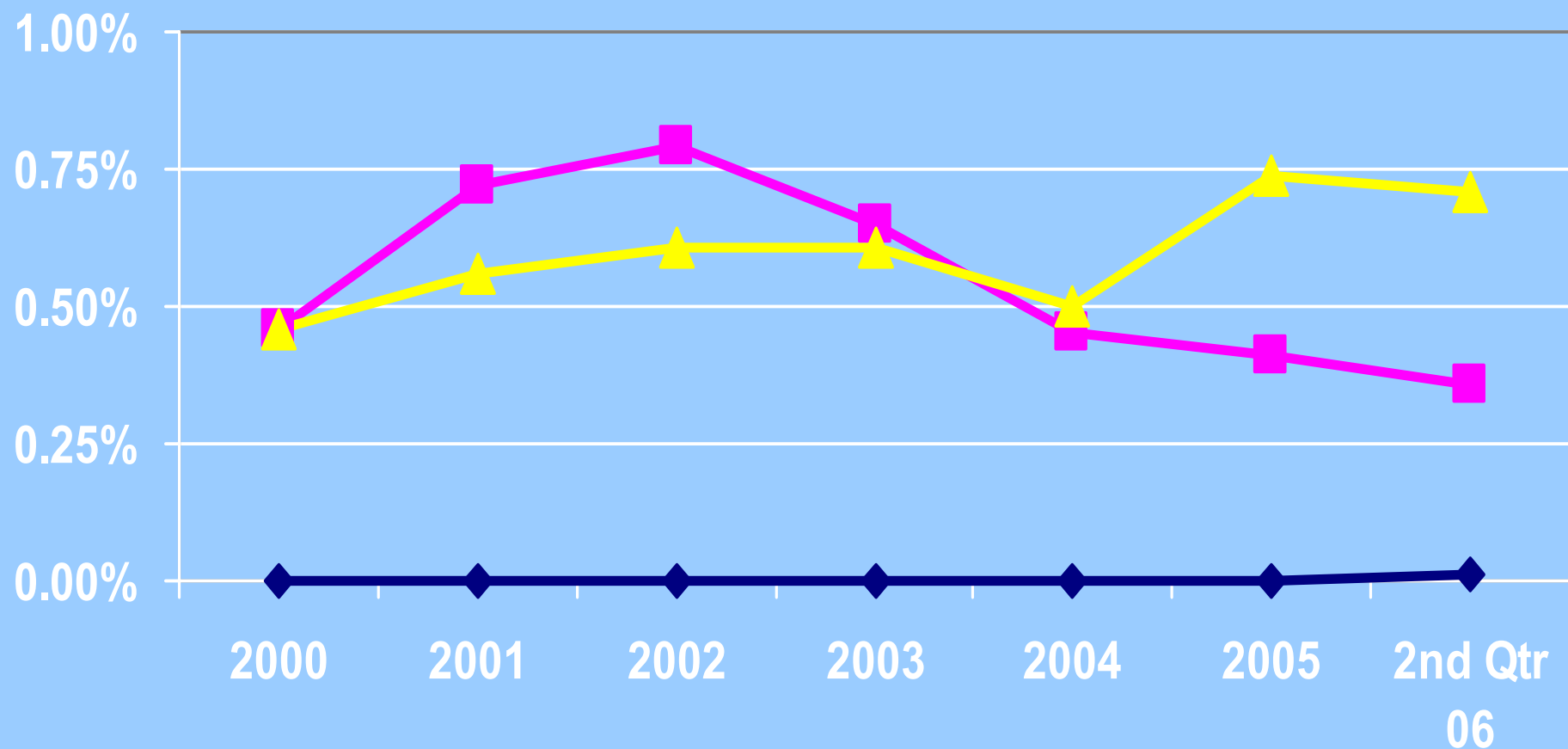
# ASSET QUALITY



T H E  
**VINTAGE**  
B A N K



# NON-PERFORMING ASSETS/TOTAL ASSETS



◆ NBAN

■ CA Peers

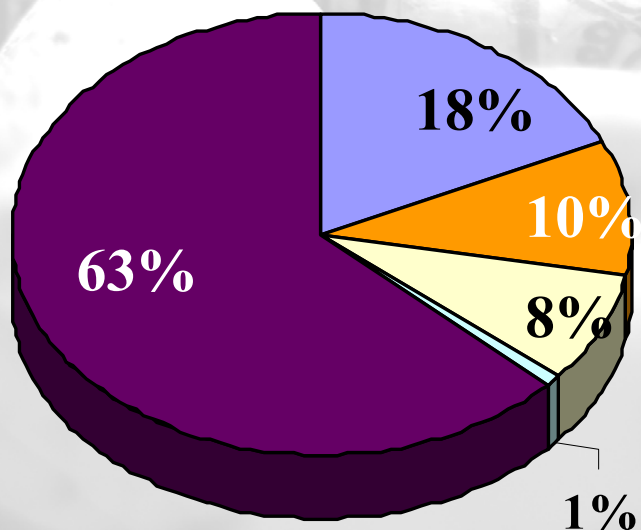
▲ National Peers

# WHY STELLER ASSET QUALITY?

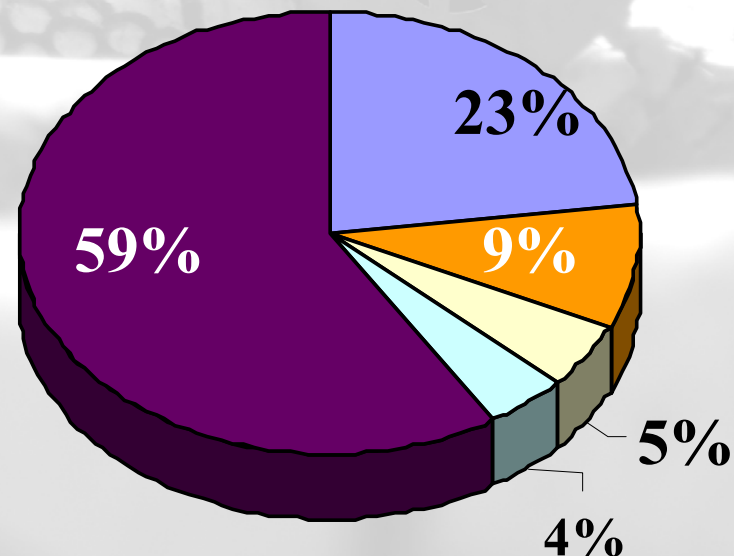
- ❖ Credit Culture
- ❖ Consistent Underwriting
- ❖ Relationship Banking
- ❖ Lend within our Markets
- ❖ Lend within Industries we Understand

# LOAN PORTFOLIO

June 30, 2005  
\$434 Million



June 30, 2006  
\$450 Million

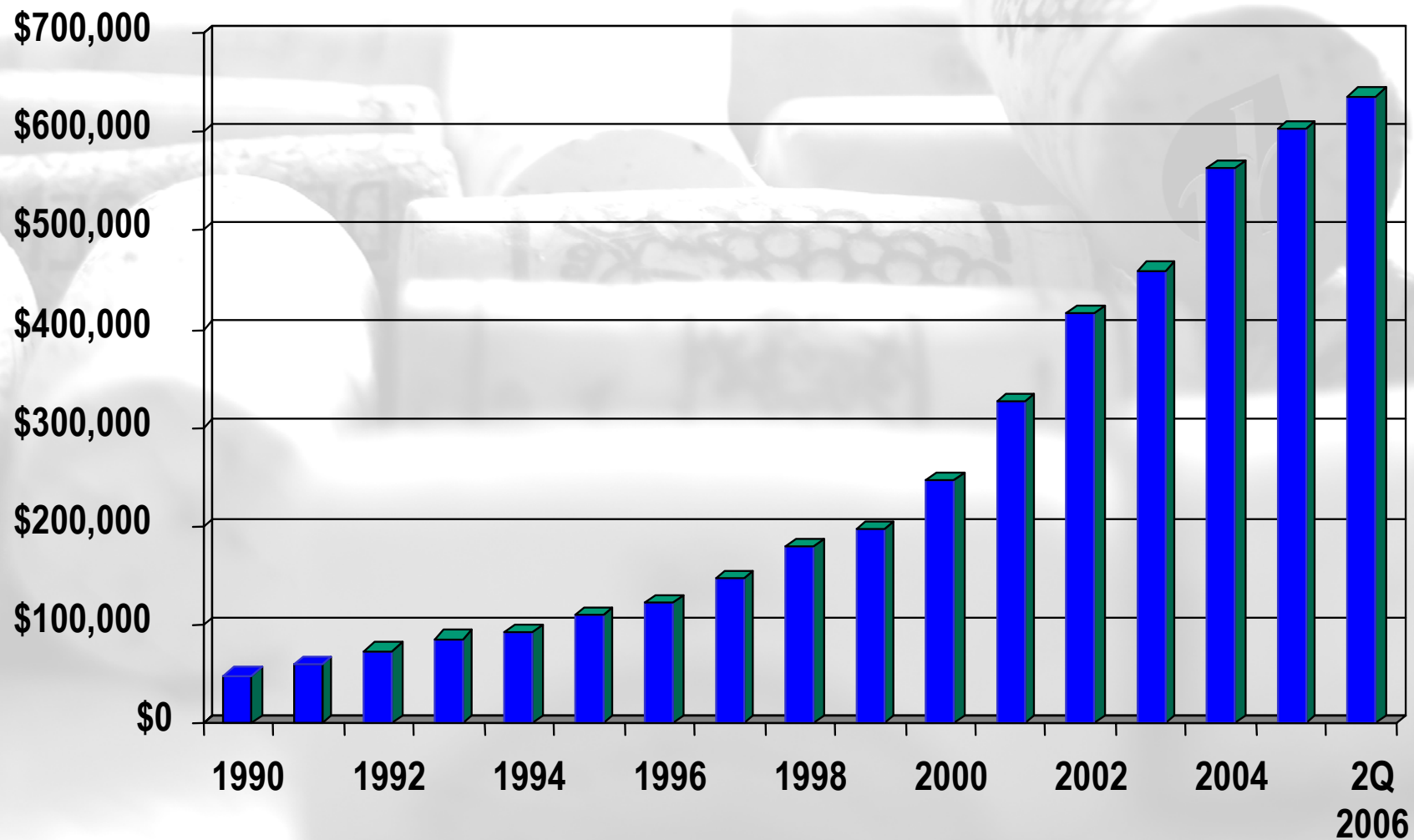


Real Estate   Commercial & Industrial   Construction   Consumer   Commercial RE

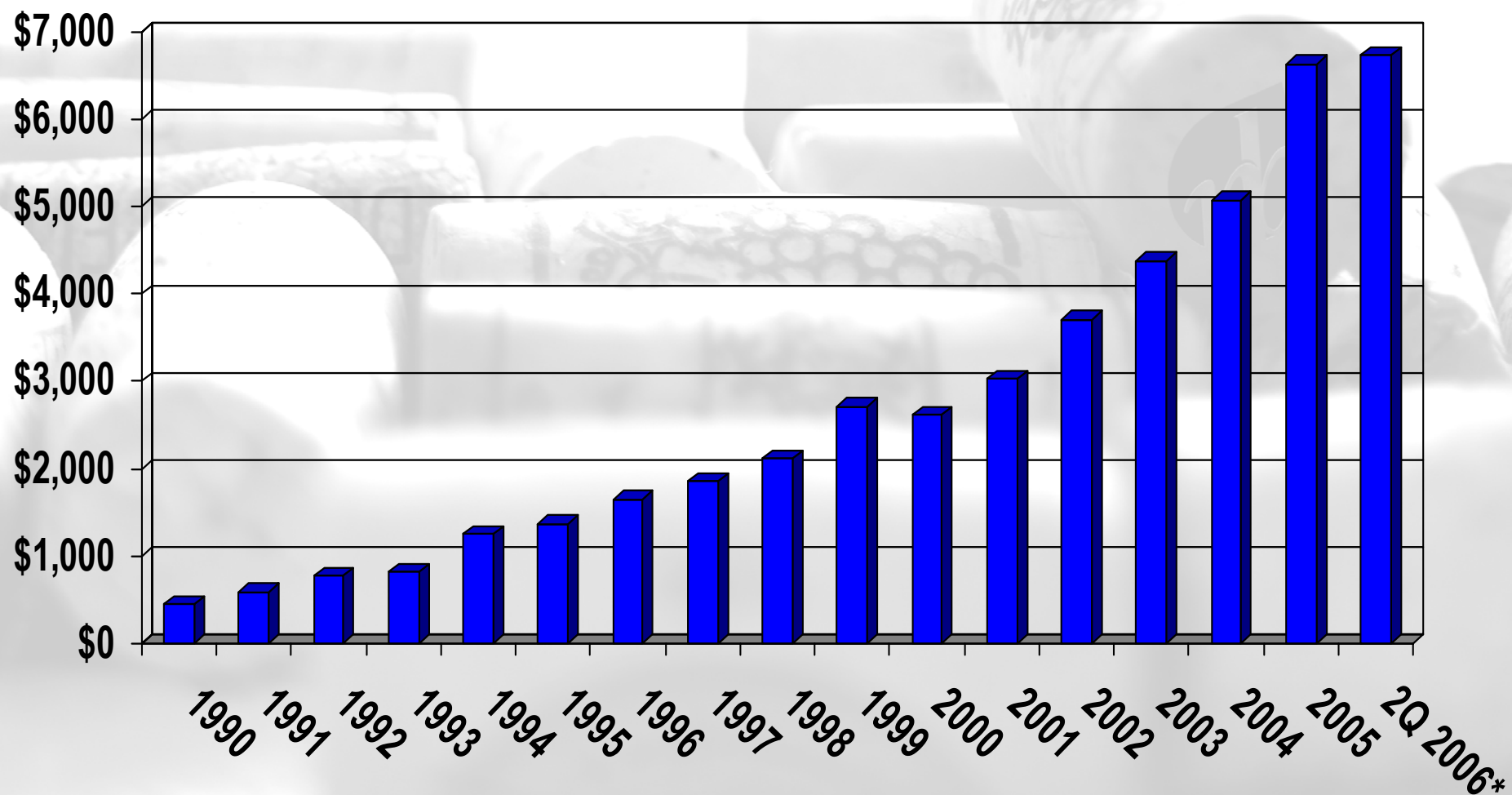
# A HISTORICAL PERSPECTIVE



# ASSETS

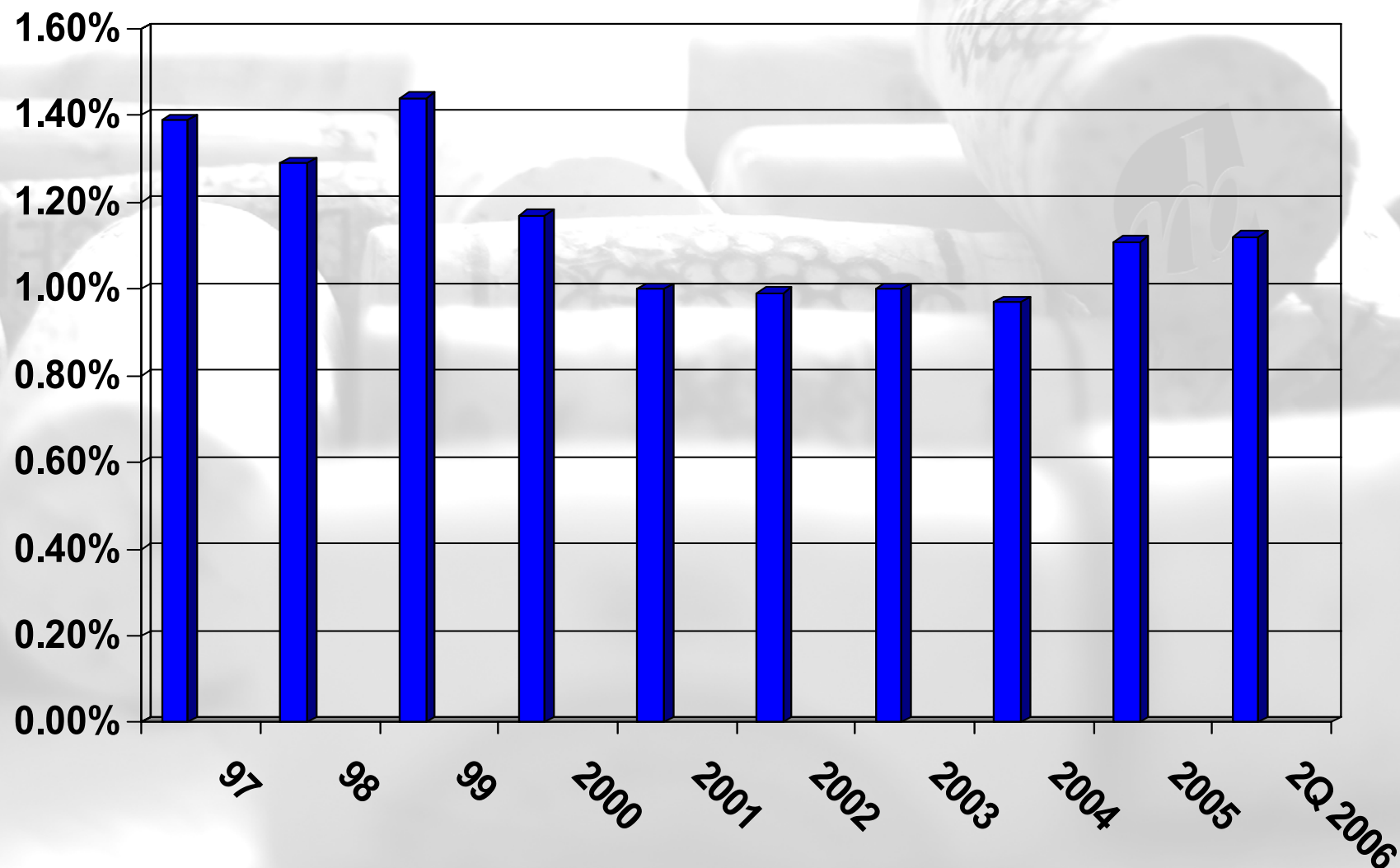


# NET INCOME

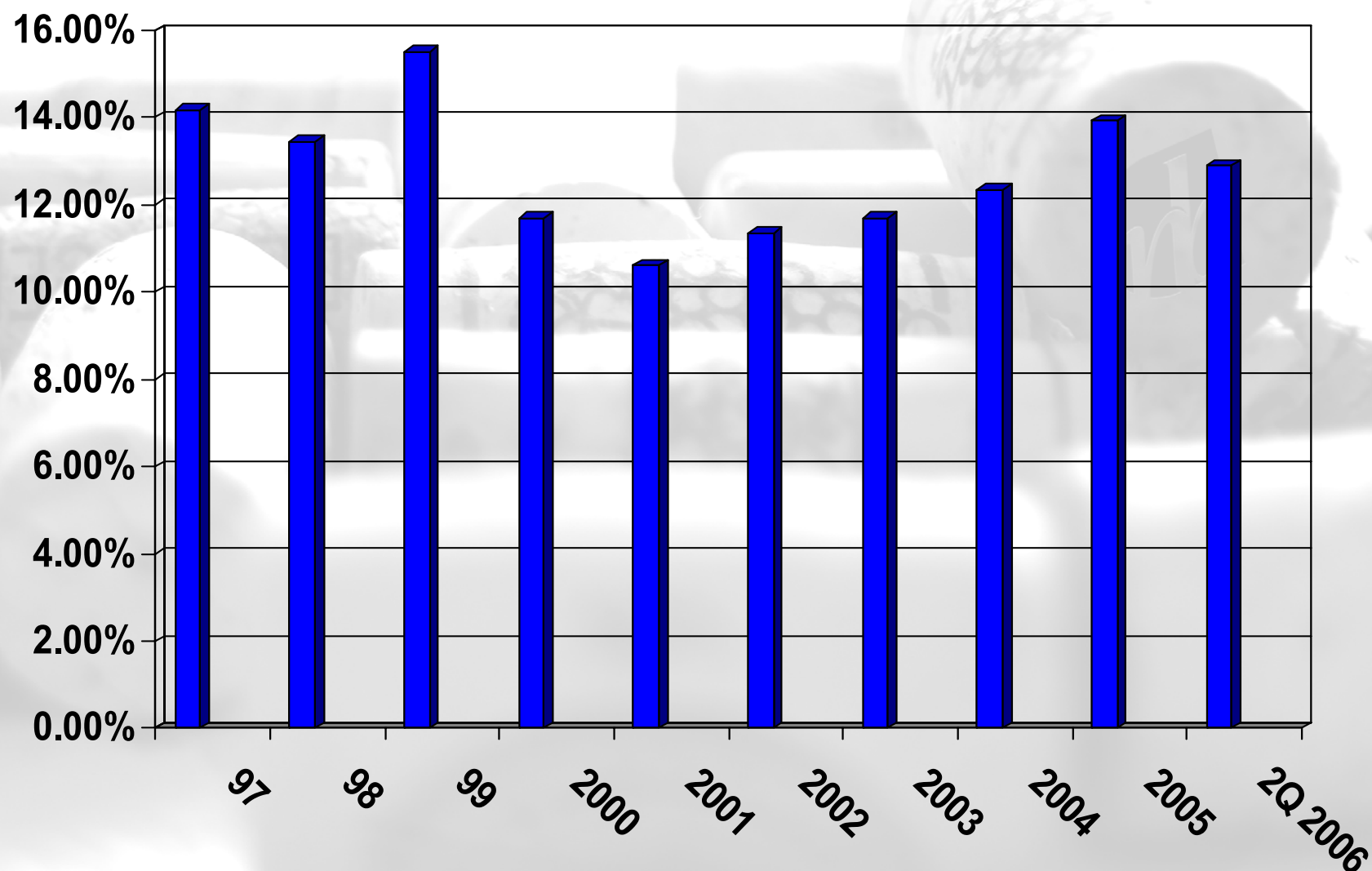


\*Annualized

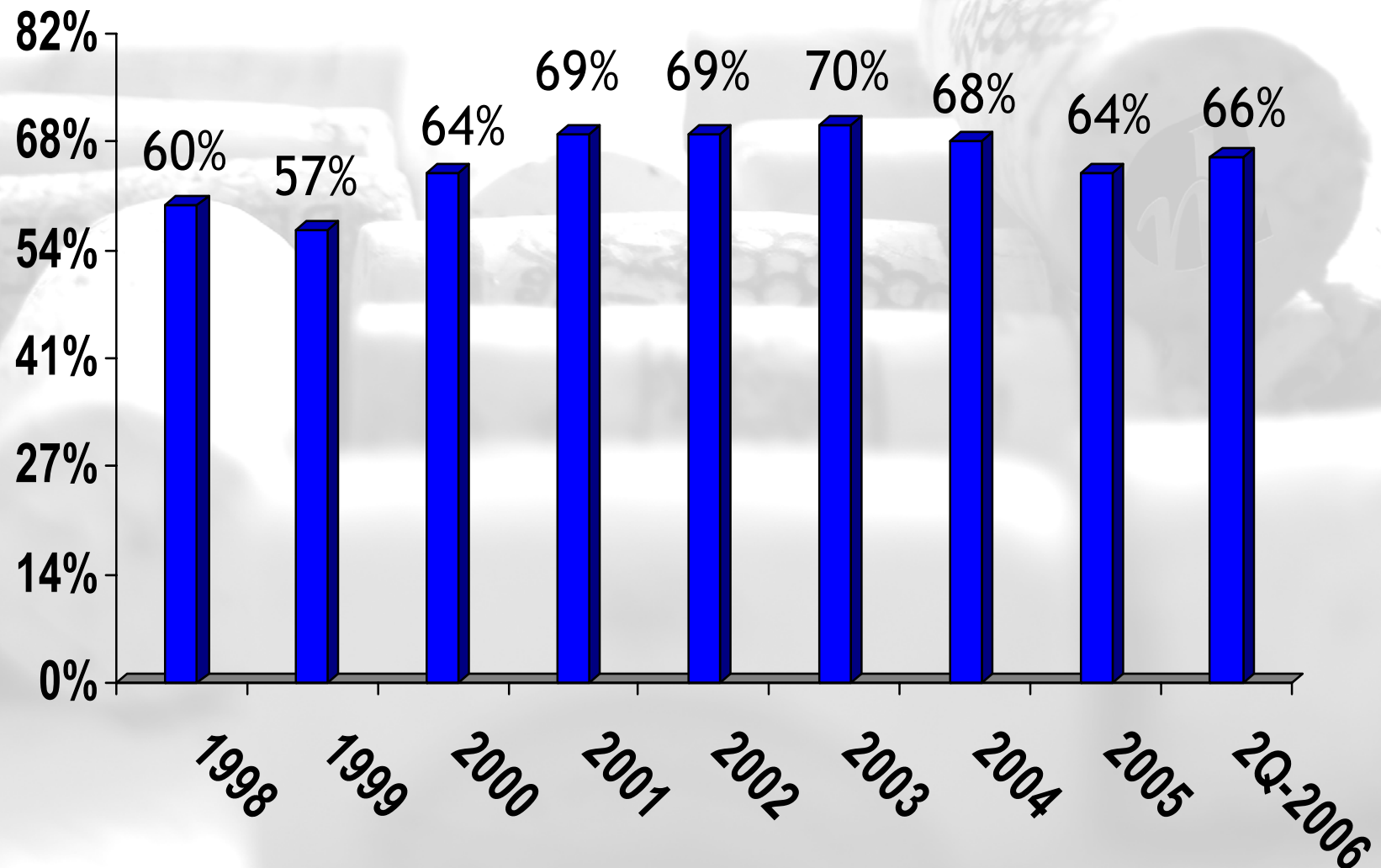
# RETURN ON AVERAGE ASSETS



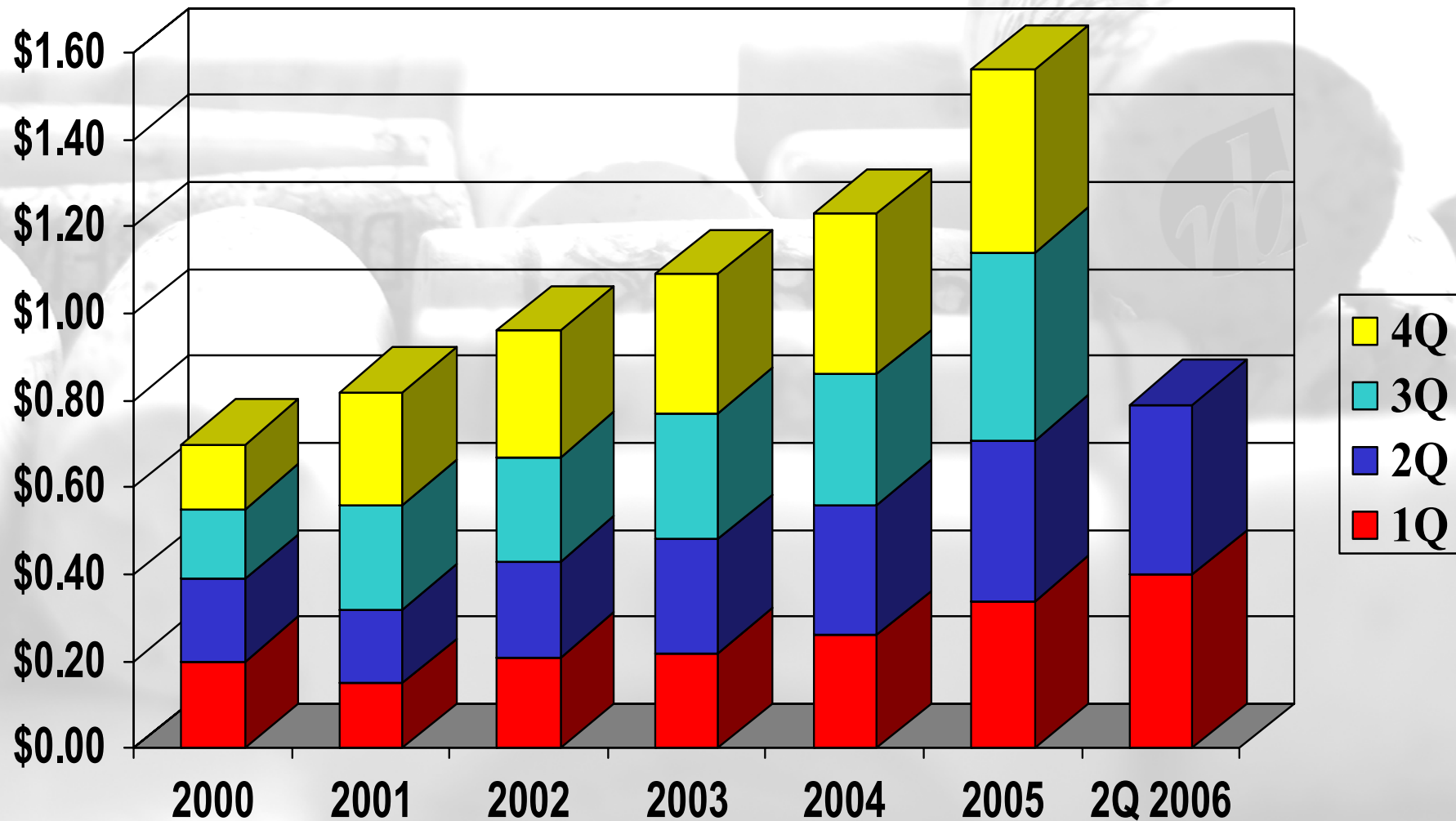
# RETURN ON AVERAGE EQUITY



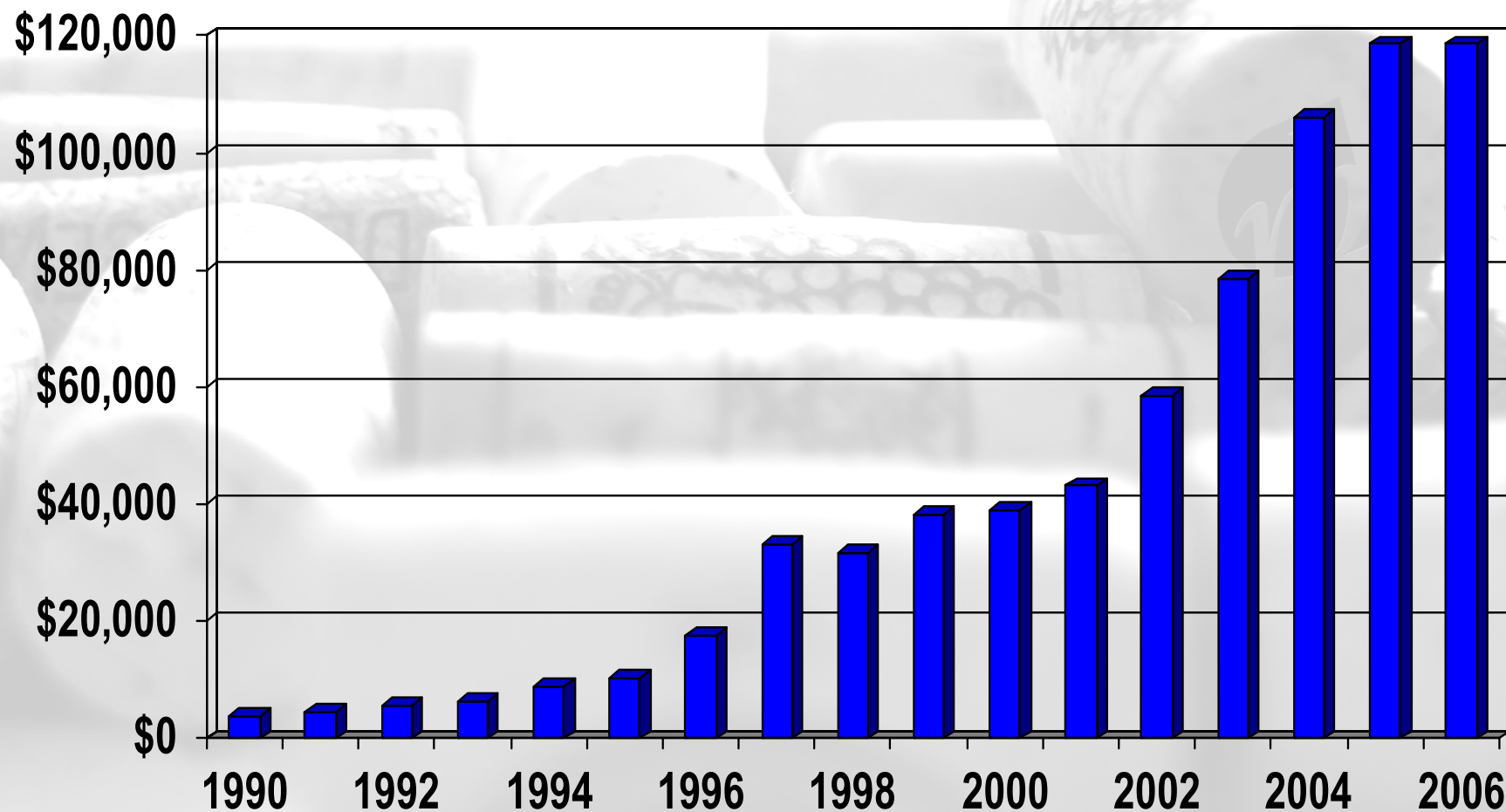
# ANNUAL OPERATING EFFICIENCY



# EARNINGS PER SHARE



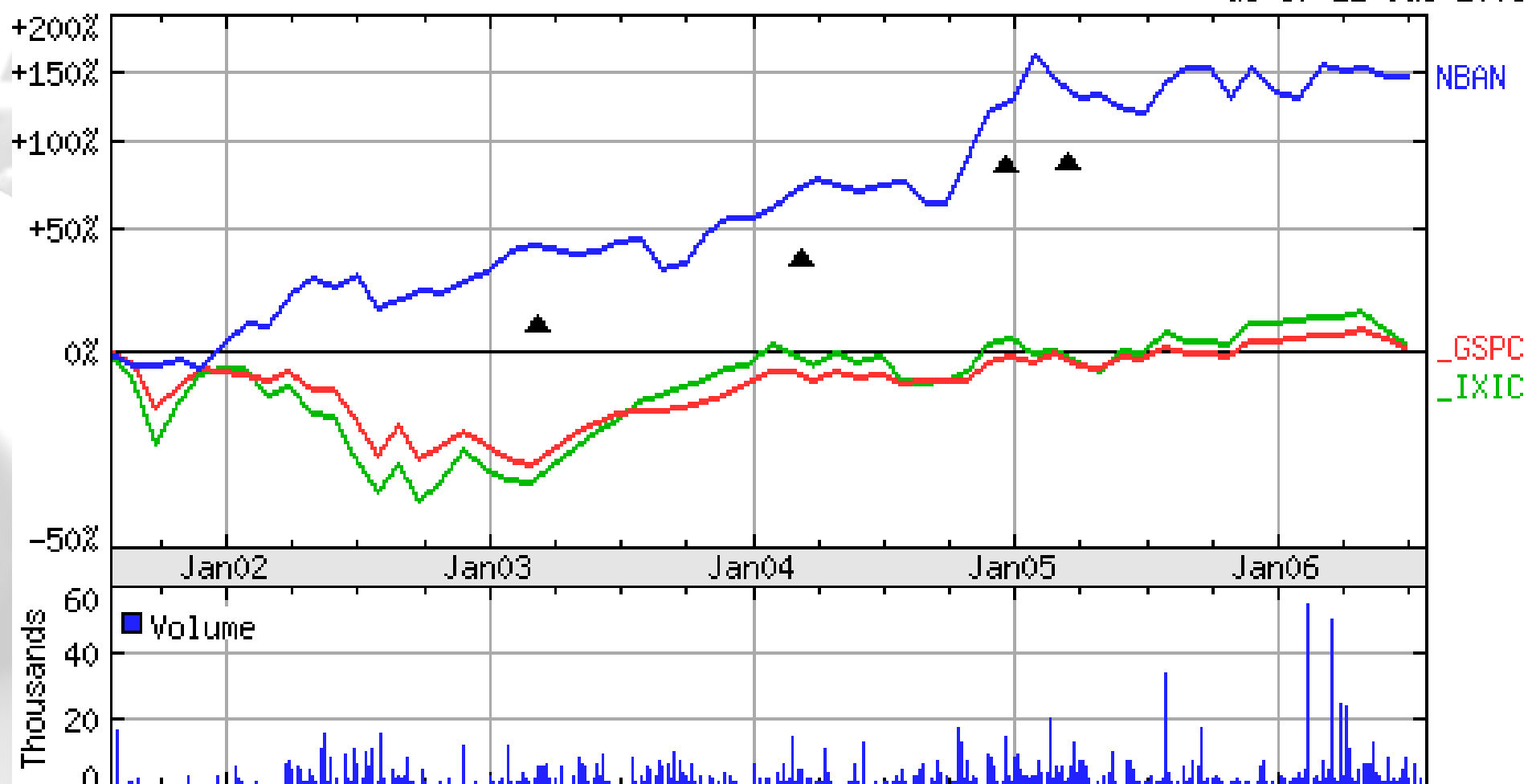
# MARKET CAPITALIZATION



# FIVE YEAR STOCK PERFORMANCE

NORTH BAY BNCP

Splits: ▼  
as of 21-Jul-2006



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# RISK PROFILE



# BALANCE SHEET

## Investment Portfolio

- Agencies, municipals and mortgage-backed PAC's & vanilla pass-throughs
- No derivatives, structured notes, preferred stock, etc.

## Loan Portfolio – Clean

## No Significant Intangible Assets

## Stable Demand Deposit Base

# EARNINGS

## Interest Rate Risk Near Zero

- Slightly asset sensitive in short run
- Slightly liability sensitive in longer run

## No dependency on Cyclical Revenues

## Low Cost Deposit Base Best Defense Against a Flat Yield Curve

# WHAT'S NEXT?



## 2006 – 2007 PLANS

- ❖ Strengthen “Middle” Management in Key Areas
- ❖ Capture Automation Opportunities & Improve Processes in General
- ❖ Capture FTE Improvement Opportunities flowing from Management Upgrades and Automation of Processes
- ❖ Expand “Niche” Market Opportunities  
(Example: Professional Practice Finance Product)
- ❖ Enter Contra Costa County
  - Contiguous market – large population & deposit base
  - Minimal community bank competition in targeted geographic sections

# SUMMARY & CONCLUSION

## NBAN is an Exceptional Franchise

- Stable
- Premier Markets
- Low Risk

## Positive Outlook

- Solid Organic Growth
- Increasing Earnings Trend

*ON - SITE VISITS ARE ENCOURAGED*

