

 **BANC OF CALIFORNIA**

**EXPERIENCE THE**

*Difference*



**BANC OF  
CALIFORNIA**



**A BUSINESS  
BANC CAN MAKE  
A WORLD OF**

*Difference*





Whatever business, industry or field you're in, you're out there making a difference in the world. As your Business Banc, we're here to help you do that, with excellence in execution and innovation that make a difference in supporting you and your organization.

We invite you to experience it first-hand.

# SEE HOW OUR CLIENTS EXPERIENCE THE BANC OF CALIFORNIA DIFFERENCE IN THE REAL WORLD

Meet Banc of California clients,  
representing different industries, who  
share what “Experience the Difference”  
has meant to them.

# PREMIER CLIENT SERVICE

Your Banc of California Relationship Manager is always available for advice or assistance, whether it's helping you get financing when you need it or working with you to tailor an ideal banking solution from our Business Banc Suites, Treasury Management and payments solutions.



*"The difference is always having a new reason to smile."*

"For us, Premier Customer Service means always having our Relationship Manager pro-actively working on our behalf. Whether it's helping us get PPP during the pandemic, helping us implement more efficient banking processes and technologies or advising us on industry trends, it makes a difference."

**Dr. Kristy Vetter**  
Kristy Vetter DDS, Inc.

## INDUSTRY EXPERTISE

Our team includes Relationship Managers who are experts in key specialized industries. As respected authorities in their fields, they can offer sound guidance on both business and finance strategy and can even help connect you to new contacts and opportunities in your field.



*"The difference is knowing the twists and turns of each industry."*

"Like all sports, motor racing is entertainment, which is one of Banc of California's specialty areas. And I believe their understanding the needs and nuances of different industries translates into banking solutions that can help different businesses stay on track for growth, as it has for us."

**Jim Michaelian**  
President and CEO  
Grand Prix Association of Long Beach



# LEADING-EDGE TECHNOLOGY

Your Banc of California Relationship Manager will leverage state-of-the-art technology to optimize your everyday transactions, give you instant access to robust reporting, provide advanced fraud protection and more. And as systems evolve and your needs evolve, your solution will evolve as well.

*"The difference is  
enjoying the  
user experience."*

"As a technology company, we appreciate how Banc of California uses technology to provide efficient, user-friendly banking services. And as we learned when they helped us obtain PPP funding, the human interaction is just as great."

**Edwin Choi**  
CEO, JetFuel.Agency



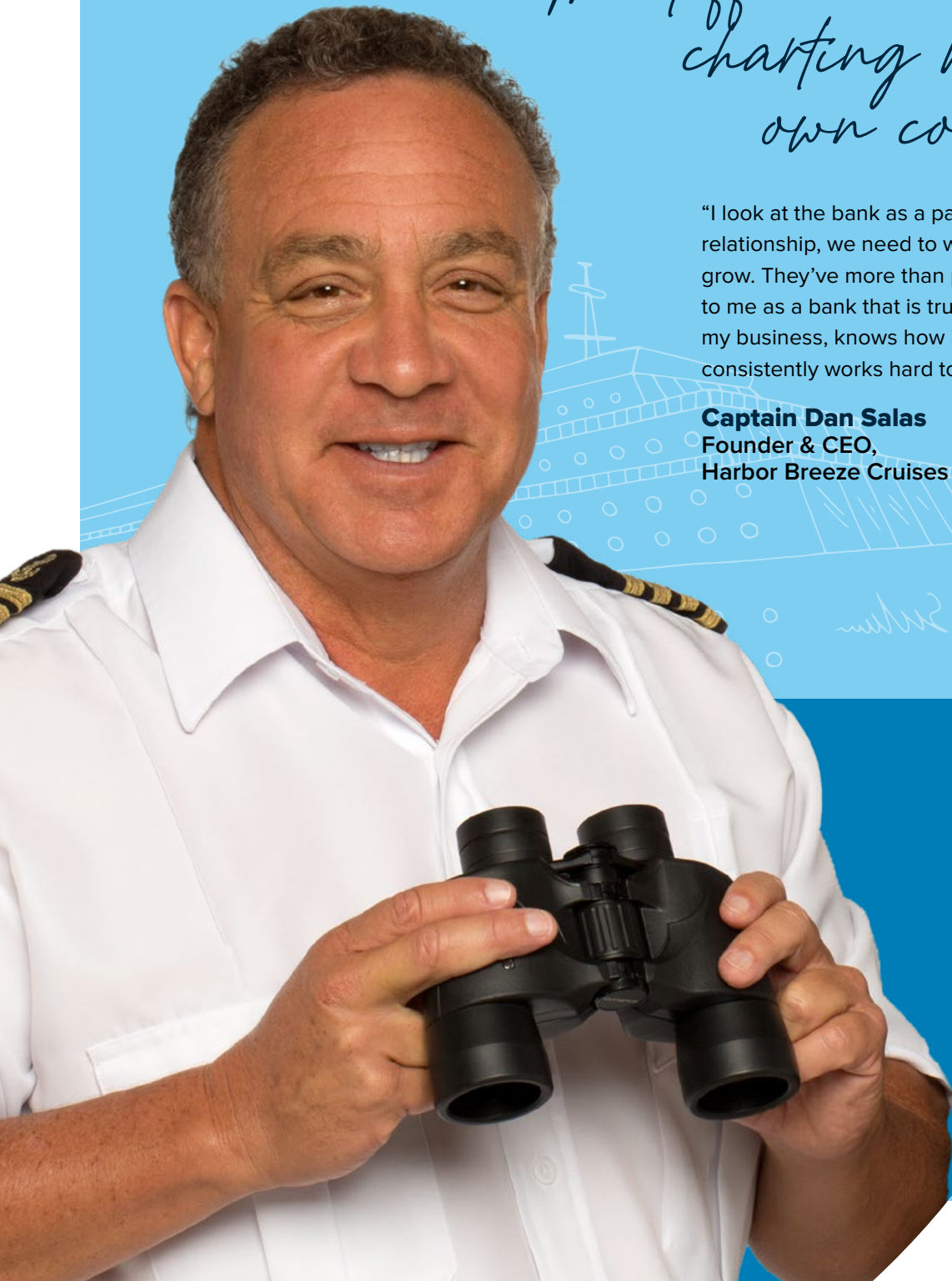
# CONSULTATIVE APPROACH

We are dedicated to providing advice that helps our clients build successful businesses. Our Relationship Managers take the time to learn and understand your business and offer not just banking products and services, but sound strategic advice with a view toward long-term growth.

*"The difference is  
charting my  
own course."*

"I look at the bank as a partnership, as a relationship, we need to work together to grow. They've more than proven themselves to me as a bank that is truly involved in my business, knows how it works and consistently works hard to help us succeed."

**Captain Dan Salas**  
Founder & CEO,  
Harbor Breeze Cruises





# SUPERIOR QUALITY

We have the financial strength, industry knowledge and depth of resources to provide the highest quality products and services for every client's every need, no matter how specialized. That has made Banc of California one of the most respected banking franchises in the country.



*"The difference is  
having a solid foundation."*

"Banc of California is the kind of strong financial institution I need. They offer a full range of quality products and services I can confidently deploy on my clients' behalf and quality financial management tools to promote growth for my practice. They continue to earn my trust every day."

**David L. Oberg,**  
Business Attorney & President,  
Law Offices of David Lawrence  
Oberg, APC

# CUSTOMIZED SOLUTIONS

With a complete Business Banc Suite of services, full range of Treasury Management services and a wide range of Merchant Services offerings, your Relationship Manager will develop a solution that's perfectly tailored to your business' operations and your personal financial goals.

*"The difference is having  
our own recipe."*

"We acquired a neighborhood bakery and turned a struggling restaurant into a thriving business. Banc of California's strategic approach helps us operate efficiently while managing our finances for future growth."

**Patricia Aparicio**

Owner, Gigi's Bakery and Café  
Mascota Bakery and Cafe





# EXPERIENCE THE DIFFERENCE FOR YOURSELF

- Complete business banking suites
- Robust treasury management, including payments and fraud prevention services
- Tailored credit solutions including commercial and personal lines of credit, commercial real estate lending and capital access solutions
- Exceptional personal service, industry expertise and customized solutions

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Contact us now and talk with a Banc of California Relationship Manager about your current needs and future aspirations. You'll see first-hand how excellence in execution and innovation delivers a tailored business banking solution and any assistance you need, at any time.





**BANC OF  
CALIFORNIA**

TOGETHER **WE WIN®**

**[bancofcal.com](https://bancofcal.com)**

**877-770-BANC (2262)**

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