Forward-looking statements are based on management’s knowledge and belief as of today and include information concerning Plumas Bancorp’s possible or assumed future financial condition, and its results of operations, business and earnings outlook. These forward-looking statements are subject to risks and uncertainties. For a discussion of factors which could cause results to differ, please see Plumas Bancorp’s reports on Forms 10-K and 10-Q as filed with the Securities and Exchange Commission and the Company’s press releases. Readers should not place undue reliance on the forward-looking statements, which reflect management's view only as of the date hereof. Plumas Bancorp undertakes no obligation to publicly revise these forward-looking statements to reflect subsequent events or circumstances.
Who We Are
Overview

NASDAQ Symbol: PLBC

Total Assets: $824 million

Headquartered: Quincy, CA

Bank Branches: 13

Year Established: 1980
Management Team

Andrew Ryback
President & CEO
Years at Plumas Bank – 17

Richard Belstock
EVP & Chief Financial Officer
Years at Plumas Bank – 12

B.J. North
EVP & Chief Banking Officer
Years at Plumas Bank - 10

Kerry Wilson
EVP & Chief Credit Officer
Years at Plumas Bank - 21

Aaron Boigon
EVP & Chief Information Officer
Years at Plumas Bank - 5

Jeff Moore
SVP & Credit Administrator
Years at Plumas Bank - 1
- Growth of 71% in 2018
- Net Interest Income Expansion of $5.1 million
- Net Interest Margin Improved to 4.70% vs. Bank Peers at 4.10%*

* Average of CA Banks $500M-$1B at 9/30/18
• Non-Interest Income streams comprised primarily of:
  • Service Charges on Deposit Accounts
  • Interchange Revenue
  • Gains on Sale of SBA Loans
  • Loan Servicing Fees
ROE increased to 20.9% in 2018

- Improved Earnings
- Efficient use of Capital

* 2018 Peer ROAE is as of 9/30/18
Lake Almanor

- Stock Price has increased four-fold in the last 5 years
- Attributable to:
  - Earnings Growth
  - Asset Quality Improvement
  - Expense Management
  - Capital Management
  - Expansion Opportunities
  - Re-establishment of Growing Semi-Annual Dividend

![Stock Price to Earnings per Share](chart.png)
Deposits and Loans
Deposit Trends and Current Composition

- Record level of deposits: All core, no brokered deposits.
- Average interest bearing deposits rate: 0.18%.

Bar chart showing deposit amounts from 2014 to 2017.

Pie chart showing deposit composition:
- NOW: 15%
- Savings: 24%
- Money Market: 11%
- Time: 8%
- Non-interest bearing: 42%
Loan Trends and Current Composition

RECORD LEVEL OF LOAN BALANCES
PORTFOLIO AVERAGE YIELD 5.74%

DIVERSIFIED, GROWING LOAN PORTFOLIO
75% OF PORTFOLIO BALANCE IS VARIABLE RATE

<table>
<thead>
<tr>
<th>Year</th>
<th>Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>$370</td>
</tr>
<tr>
<td>2015</td>
<td>$401</td>
</tr>
<tr>
<td>2016</td>
<td>$461</td>
</tr>
<tr>
<td>2017</td>
<td>$487</td>
</tr>
<tr>
<td>2018</td>
<td>$566</td>
</tr>
</tbody>
</table>

- CRE/Owner: 22%
- CRE/Investor: 21%
- Indirect Auto: 14%
- Agricultural: 12%
- Commercial: 9%
- Home Equity Lines: 7%
- RE/Construction: 7%
- CRE/Multi Family: 4%

PLUMAS BANCORP
Diversification of Commercial Real Estate Loans by Property Type
Geographic Distribution of Commercial Real Estate Loans

CALIFORNIA ECONOMIC REGIONS

CRE DISTRIBUTION BY REGION

22% - Northern California (dark green)
22% - Northern Sacramento Valley (light green)
19% - Northern Nevada
15% - Greater Sacramento (yellow)
10% - Bay Area (pink)
5% - Southern California (blue)
3% - Central Coast (orange)
3% - San Joaquin Valley (chartreuse green)
<1% - Central Sierra (tan) & Southern Boarder (magenta)
<1% - Oregon, Washington & Arizona
Financial Recap

- Financial Highlights
- SBA Lending
- Recent Expansion

Modoc County
# 2018 Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>12/31/2018</th>
<th>12/31/2017</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td>$824,398</td>
<td>$745,427</td>
<td>$78,971</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Deposits</strong></td>
<td>$726,565</td>
<td>$662,657</td>
<td>$63,908</td>
<td>10%</td>
</tr>
<tr>
<td><strong>Loans</strong></td>
<td>$566,199</td>
<td>$486,634</td>
<td>$79,565</td>
<td>16%</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>$13,992</td>
<td>$8,189</td>
<td>$5,803</td>
<td>71%</td>
</tr>
<tr>
<td><strong>Income Before Tax</strong></td>
<td>$19,126</td>
<td>$15,505</td>
<td>$3,621</td>
<td>23%</td>
</tr>
<tr>
<td><strong>Net Interest Income</strong></td>
<td>$33,086</td>
<td>$27,936</td>
<td>$5,150</td>
<td>18%</td>
</tr>
</tbody>
</table>

- **Net Interest Margin**: 4.70% (4.35%) 0.35% 8%
- **ROAA**: 1.83% (1.18%) 0.65% 55%
- **ROAE**: 23.3% (15.4%) 7.9% 51%
- **Book Value per Share**: $13.03 ($11.00) $2.03 18%
- **Diluted EPS**: $2.68 ($1.58) $1.10 70%
## 2018 Financial Highlights – Five Year

<table>
<thead>
<tr>
<th></th>
<th>12/31/18</th>
<th>12/31/17</th>
<th>12/31/16</th>
<th>12/31/15</th>
<th>12/31/14</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td>$ 824,398</td>
<td>$ 745,427</td>
<td>$ 657,975</td>
<td>$ 599,286</td>
<td>$ 538,862</td>
</tr>
<tr>
<td><strong>Deposits</strong></td>
<td>$ 726,565</td>
<td>$ 662,657</td>
<td>$ 582,353</td>
<td>$ 527,276</td>
<td>$ 467,891</td>
</tr>
<tr>
<td><strong>Loans</strong></td>
<td>$ 566,199</td>
<td>$ 486,634</td>
<td>$ 461,123</td>
<td>$ 400,971</td>
<td>$ 370,390</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>$ 13,992</td>
<td>$ 8,189</td>
<td>$ 7,474</td>
<td>$ 5,818</td>
<td>$ 4,738</td>
</tr>
<tr>
<td><strong>Net Interest Margin</strong></td>
<td>4.70%</td>
<td>4.35%</td>
<td>4.21%</td>
<td>4.10%</td>
<td>4.05%</td>
</tr>
<tr>
<td><strong>Efficiency ratio</strong></td>
<td>52.0%</td>
<td>55.5%</td>
<td>58.9%</td>
<td>63.5%</td>
<td>66.7%</td>
</tr>
<tr>
<td><strong>ROAA</strong></td>
<td>1.83%</td>
<td>1.18%</td>
<td>1.20%</td>
<td>1.02%</td>
<td>0.89%</td>
</tr>
<tr>
<td><strong>ROAE</strong></td>
<td>23.3%</td>
<td>15.4%</td>
<td>16.1%</td>
<td>14.6%</td>
<td>14.0%</td>
</tr>
<tr>
<td><strong>Book Value per Share</strong></td>
<td>$13.03</td>
<td>$11.00</td>
<td>$9.80</td>
<td>$8.79</td>
<td>$7.61</td>
</tr>
<tr>
<td><strong>Diluted EPS</strong></td>
<td>$ 2.68</td>
<td>$ 1.58</td>
<td>$ 1.47</td>
<td>$ 1.15</td>
<td>$ 0.95</td>
</tr>
</tbody>
</table>
SBA Lending

- Twelve person department headquartered out of Auburn California.
- Most loans are 75% guaranteed by the Federal Government.
- Loans are variable rate tied to Prime.
- Guaranteed portion sold into the secondary market and serviced by Plumas Bank.
- Unguaranteed portion retained by Plumas Bank.
- Gain on sale in 2018 was $1.9 million; proceeds on sale totaled $42 million.
- At December 31, 2018 we were servicing over $122 million government guaranteed loans.
- Servicing income was $800 thousand.
Recent Expansion Strategy

Apr '16 Opened LPO in Klamath Falls, OR
Jul '15 Purchased Rabo Bank’s Redding Branch
May ‘18 Opened LPO in Red Bluff
May ‘14 Opened LPO in Chico
Jun ‘07 Opened SBA LPO in Auburn
Dec ‘15 Opened Reno Branch
Oct ‘18 Purchased Mutual of Omaha Bank’s Carson City Branch
Challenges
• Maintaining and Growing Low Cost Deposit Balances
• Director and Management Succession
• Cybersecurity

Strengths
◦ Stable Management Team
◦ Strong Core Deposits
◦ Diversified Loan Portfolio
◦ Strong Net Interest Margin
◦ Non-Interest Income Streams
◦ Capital Management