

HERITAGE COMMERCE CORP

**For Immediate
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Heritage Commerce Corp reports Financial Results for the Year Ended December 31, 2002

Heritage Commerce Corp (the "Company") (Nasdaq: HTBK) today reported consolidated operating results for the year ended December 31, 2002. Consolidated net income was \$7,177,000, or \$0.63 per diluted share, compared to \$7,268,000, or \$0.64 per diluted share, for the year ended December 31, 2001. Return on average assets and return on average equity for the year ended December 31, 2002 were 0.77% and 9.14%, respectively, compared with returns of 0.84% and 10.23%, respectively, for the year ended December 31, 2001.

For the three months ended December 31, 2002, the Company reported net income of \$2,291,000, or \$0.20 per diluted share. For the three months ended December 31, 2001, net income was \$1,374,000, or \$0.12 per diluted share. Return on average assets and return on average equity for the three months ended December 31, 2002 were 0.95% and 11.07%, respectively, compared with returns of 0.60% and 7.30%, respectively, for the three months ended December 31, 2001.

Net interest income declined \$3,120,000, or 8%, for the year ended December 31, 2002 to \$37,519,000 from \$40,639,000 for the year ended December 31, 2001. Although the Company experienced a 5% increase in the volume of average earning assets during 2002, it did not fully offset the effect of the decline in interest rates. Overall, the Company's net interest margin declined 61 basis points to 4.39% for the year ended December 31, 2002, from 5.00% for the year ended December 31, 2001, reflecting the impact of a full year's reduction in interest rates that took place in 2001. The Company's net interest margin was 4.55% for the three months ended December 31, 2002, compared with 4.17% for the three months ended December 31, 2001 and 4.36% for the third quarter of 2002, evidencing the effect of interest bearing deposits repricing at lower interest rates.

Noninterest income was \$9,030,000 for the year ended December 31, 2002, compared with \$6,297,000 for the year ended December 31, 2001. The increase in 2002 of \$2,733,000, or 43%, was primarily due to increases in gain on sale of securities of \$304,000, service charges and other fees of \$458,000, servicing income of \$603,000, gain on sale of SBA loans of \$504,000, and other noninterest income of \$864,000. The increase in other noninterest income was primarily due to an increase in fees of \$459,000 from the Company's residential mortgage loan operation. The increase in servicing income and the overall increase in gain on sales of loans was primarily the result of increased SBA loan origination from the Company's eight SBA loan production offices. The increases in service charges and other fees were primarily the result of an increase in activity resulting from the growth of the Company. In addition, the fourth quarter of 2002 includes a \$172,000 gain on sale of the Company's credit card portfolio and \$103,000 of leasing income.

During 2002 the Company continued to focus on managing operating expenses. Noninterest expense for the year ended December 31, 2002 was \$33,209,000, down slightly from \$33,348,000 for the year ended December 31, 2001. Salaries and employee benefits, the single largest component of operating expenses, were \$18,116,000 for the year ended December 31, 2002, approximately equal to \$18,120,000 for the year ended December 31, 2001. The fourth quarter includes approximately \$300,000 of severance and other expenses associated with the merger of the wholly owned subsidiaries of the Company.

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PR E S S R E L E A S E

As of December 31, 2002, the Company's total assets were \$958,752,000, an increase of \$46,022,000, or 5%, from \$912,730,000 as of December 31, 2001. Total loans were \$673,907,000 as of December 31, 2002, up 6% from \$632,917,000 as of December 31, 2001. Total deposits were \$841,936,000 as of December 31, 2002, up 4% from \$807,908,000 as of December 31, 2001.

The Company added \$2,663,000 to the loan loss provision in 2002, compared with \$1,910,000 in 2001, an increase of \$753,000, or 39%. The Company's net loan charge-offs for the year ended December 31, 2002 were \$591,000, representing 0.09% of average loans, compared to \$406,000, representing 0.07% of average loans, for the year ended December 31, 2001. The Company's allowance for loan losses was \$13,227,000, or 1.96% of total loans, as of December 31, 2002, compared to \$11,154,000, or 1.76% of total loans, as of December 31, 2001. The increase in the allowance for loan losses reflects continued weaknesses in the economy. The Company's nonperforming assets were \$4,571,000, or 0.68% of outstanding loans, as of December 31, 2002, primarily as a result of the placement of one commercial real estate loan on nonaccrual status in 2002. There were no nonperforming assets as of December 31, 2001.

Shareholders' equity as of December 31, 2002 was \$82,865,000 compared with \$74,574,000 as of December 31, 2001. Book value per share increased to \$7.39 as of December 31, 2002, from \$6.71 as of December 31, 2001. The Company's leverage capital ratio was 10.80% as of December 31, 2002, up from 10.20% as of December 31, 2001. All of the Company's subsidiary bank capital ratios continue to be above the well-capitalized guidelines established by the bank regulatory agencies.

During 2002, the Company's Board of Directors approved the merger of three of its wholly owned commercial bank subsidiaries into the Company's original wholly owned bank subsidiary. On January 1, 2003, *Heritage Bank East Bay*, *Heritage Bank South Valley*, and *Bank of Los Altos* were merged into Heritage Bank of Commerce. *Heritage Bank East Bay*, *Heritage Bank South Valley*, and *Bank of Los Altos* now operate as divisions of Heritage Bank of Commerce and continue to serve their local markets and communities under their current names. As the Company continues to develop, consolidating the four bank operations under one bank charter is expected to eliminate many of the duplicate activities required to maintain four separate charters, thus creating opportunities for additional cost savings and increased efficiency in the delivery of products and services.

Heritage Commerce Corp, a bank holding company established in February 1998, is the parent company of Heritage Bank of Commerce, headquartered in San Jose. Heritage Bank of Commerce has three divisions: *Heritage Bank East Bay*, headquartered in the city of Fremont with an office in Danville; *Heritage Bank South Valley* in Morgan Hill with an office in Gilroy, and *Bank of Los Altos*, with two locations in Los Altos and one in Mountain View, and *SBA Loan Production Offices* in San Jose, Fresno, Santa Cruz, Elk Grove, Watsonville, Chico, Pittsburg, and Glendale.

The Company's common stock is listed on the Nasdaq National Market under the symbol **HTBK**.

Readers should carefully review the risk factors described in other documents the Company files from time to time with the Securities and Exchange Commission, including the *Annual Report* on Form 10-K for the year ended December 31, 2001 and the *Quarterly Reports* on Form 10-Q filed by the Company in fiscal 2002.

For further information about the Company's financial performance, contact *Brad L. Smith, Chairman and Chief Executive Officer*, at (408) 947-6900 or visit the Company's website at www.heritagecommercecorp.com.

Forward Looking Statement Disclaimer

This release may contain forward-looking statements that are subject to risks and uncertainties. Such risks and uncertainties may include but are not necessarily limited to fluctuations in interest rates, inflation, government regulations and general economic conditions, and competition within the business areas in which the Company is conducting its operations, including the real estate market in California and other factors beyond the Company's control. Such risks and uncertainties could cause results for subsequent interim periods or for the entire year to differ materially from those indicated. For a discussion of factors which could cause results to differ, please see the Company'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. The Company undertakes no obligation to publicly revise these forward-looking statements to reflect subsequent events or circumstances.

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HERITAGE

C O M M E R C E C O R P

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Condensed Consolidated Financial Information — (Unaudited)

(Dollars in thousands, except Per Share amounts)

	At and For the Three Months Ended			Percent Change From			At and For the Year Ended		
	Dec. 31, 2002	Sept. 30, 2002	Dec. 31, 2001	Sept. 30, 2002	Dec. 31, 2001		Dec. 31, 2002	Dec. 31, 2001	Percent Change
Per Share Data									
Earnings Per Share (EPS):									
Basic EPS	\$ 0.20	\$ 0.16	\$ 0.12	25%	67%		\$ 0.64	\$ 0.66	(3)%
Diluted EPS	\$ 0.20	\$ 0.16	\$ 0.12	25%	67%		\$ 0.63	\$ 0.64	(2)%
End of Period (EOP) Book Value per Share	\$ 7.39	\$ 7.22	\$ 6.71	2%	10%		\$ 7.39	\$ 6.71	10%
EOP Shares Outstanding	11,214,414	11,184,917	11,114,967	0%	1%		11,214,414	11,114,967	1%
Weighted Avg. Basic Shares Outstanding	11,197,983	11,169,765	11,113,884	0%	1%		11,157,287	11,082,157	1%
Weighted Avg. Diluted Shares Outstanding	11,450,945	11,448,259	11,381,959	0%	1%		11,417,972	11,379,721	0%
Income Statement Data									
Interest Income	\$ 13,344	\$ 13,051	\$ 14,198	2%	(6)%		\$ 52,756	\$ 65,005	(19)%
Interest Expense	3,296	3,655	5,250	(10)%	(37)%		15,237	24,366	(37)%
Net Interest Income	10,048	9,396	8,948	7%	12%		37,519	40,639	(8)%
Loan Loss Provision	597	750	576	(20)%	4%		2,663	1,910	39%
Noninterest Income:									
Service Charges and Other Fees	378	360	282	5%	34%		1,425	967	47%
Gain on Sale of Loans	688	596	453	15%	52%		2,262	1,758	29%
Gain on Sales of Securities Available-For-Sale	250	361	0	(31)%	N/A		1,036	732	42%
Servicing Income	383	362	236	6%	62%		1,324	721	84%
Other Noninterest Income	1,094	681	572	61%	91%		2,983	2,119	41%
Total Noninterest Income	2,793	2,360	1,543	18%	81%		9,030	6,297	43%
Noninterest Expense:									
Salaries & Employee Benefits	4,355	4,580	3,931	(5)%	11%		18,116	18,120	0%
Occupancy & Equipment	1,287	1,193	1,123	8%	15%		4,671	4,300	9%
Other Noninterest Expense	3,204	2,573	2,671	25%	20%		10,422	10,928	(5)%
Total Noninterest Expense	8,846	8,346	7,725	6%	15%		33,209	33,348	0%
Income Before Taxes	3,398	2,660	2,190	28%	55%		10,677	11,678	(9)%
Income Taxes	1,107	848	816	31%	36%		3,500	4,410	(21)%
Net Income	\$ 2,291	\$ 1,812	\$ 1,374	26%	67%		\$ 7,177	\$ 7,268	(1)%

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cont.... Condensed Consolidated
Financial Information — (Unaudited)

	At and For the Three Months Ended			At and For the Year Ended		
	Dec. 31, 2002	Sept. 30, 2002	Dec. 31, 2001	Dec. 31, 2002	Dec. 31, 2001	Percent Change
Average Balances						
Average Loans	\$ 644,550	\$ 631,995	\$ 632,764	\$ 637,972	\$ 607,817	5%
Average Other Earning Assets	\$ 232,315	\$ 222,303	\$ 218,173	\$ 216,700	\$ 205,739	5%
Average Earning Assets	\$ 876,865	\$ 854,298	\$ 850,937	\$ 854,672	\$ 813,556	5%
Average Assets	\$ 954,023	\$ 928,433	\$ 909,385	\$ 927,783	\$ 868,624	7%
Average Interest Bearing Funds	\$ 606,204	\$ 609,537	\$ 609,397	\$ 607,210	\$ 573,001	6%
Average Equity	\$ 82,089	\$ 79,434	\$ 74,624	\$ 78,515	\$ 71,056	10%
Average Deposits	\$ 838,849	\$ 819,488	\$ 812,525	\$ 818,405	\$ 777,113	5%

End of Period Balances

EOP Loans:						
Real Estate – Land and Construction	\$ 147,822	\$ 136,631	\$ 174,077	\$ 147,822	\$ 174,077	(15)%
Real Estate – Mortgage	259,974	261,037	246,119	259,974	246,119	6%
Commercial	263,261	228,696	208,888	263,261	208,888	26%
Consumer	2,850	4,320	3,833	2,850	3,833	(26)%
Total EOP Loans	\$673,907	\$630,684	\$632,917	\$673,907	\$632,917	6%
EOP Assets	\$958,752	\$956,282	\$912,730	\$958,752	\$912,730	5%
EOP Deposits:						
Demand Deposits – Noninterest Bearing	\$ 248,616	\$ 237,776	\$ 206,637	\$ 248,616	\$ 206,637	20%
Demand Deposits – Interest Bearing	94,309	84,581	80,529	94,309	80,529	17%
Savings/Money Market	290,417	282,400	229,995	290,417	229,995	26%
Time Deposits	208,594	237,180	290,747	208,594	290,747	(28)%
Total EOP Deposits	\$841,936	\$841,937	\$807,908	\$841,936	\$807,908	4%
EOP Equity	\$ 82,865	\$ 80,791	\$ 74,574	\$ 82,865	\$ 74,574	11%

Credit Quality Data

EOP Non-Accrual Loans	\$ 4,571	\$ 4,747	\$ 0	\$ 4,571	\$ 0	N/A
EOP Total Non-Performing Assets	\$ 4,571	\$ 4,747	\$ 0	\$ 4,571	\$ 0	N/A
EOP 90-day Past Due Loans and Still Accruing	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	N/A
EOP Net Charge-Offs/(Recoveries)	\$ (213)	\$ 191	\$ 95	\$ 591	\$ 406	46%
Net Charge-Offs/(Recoveries) as % of Avg. Loans	(0.13)%	0.12%	0.06%	0.09%	0.07%	39%
EOP Loan Loss Reserves	\$ 13,227	\$ 12,416	\$ 11,154	\$ 13,227	\$ 11,154	19%

Ratios

Annualized ROA	0.95%	0.77%	0.60%	0.77%	0.84%	(8)%
Annualized ROE	11.07%	9.05%	7.30%	9.14%	10.23%	(11)%
Efficiency Ratio	68.89%	70.99%	73.63%	71.34%	71.05%	0%
Noninterest expense as Percent of Average Assets	3.68%	3.57%	3.37%	3.58%	3.84%	(7)%
Net Interest Margin	4.55%	4.36%	4.17%	4.39%	5.00%	(12)%
Allowance for Loan Losses:						
to Total Loans	1.96%	1.97%	1.76%	1.96%	1.76%	11%
to Non-Performing Loans	289%	262%	N/A	289%	N/A	N/A
Leverage Ratio	10.80%	10.83%	10.20%	10.80%	10.20%	6%