



Bank of Marin Bancorp (BMRC)

Updated May 3rd, 2024, by Patrick Neuwirth

Key Metrics

Current Price:	\$15.00	5 Year CAGR Estimate:	9.4%	Market Cap:	\$240 M
Fair Value Price:	\$15.40	5 Year Growth Estimate:	3.0%	Ex-Dividend Date¹:	08/02/24
% Fair Value:	97%	5 Year Valuation Multiple Estimate:	0.5%	Dividend Payment Date¹:	08/12/24
Dividend Yield:	6.7%	5 Year Price Target	\$18	Years Of Dividend Growth:	17
Dividend Risk Score:	C	Retirement Suitability Score:	B	Rating:	Hold

Overview & Current Events

Bank of Marin Bancorp (BMRC) operates as the holding company for Bank of Marin that provides a range of financial services primarily to small and medium-sized businesses, professionals, not-for-profit organizations, and individuals through its roughly 30 retail offices and eight commercial banking offices in California, the United States. It offers commercial and retail deposit and lending programs, personal and business checking and savings accounts, and wealth management and trust services. The majority of its revenue comes from interest income, with total assets of \$3.8 billion, and total interest-earning assets of \$3.6 billion. The company was founded in 1889 and has 302 employees.

On April 29th, 2024, Bank of Marin Bancorp released first quarter 2024 results for the period ending March 31st, 2024. For the quarter, the company reported earnings of \$2.9 million significantly down from \$9.4 million in the first quarter of 2023, but up from \$610,000 in the previous quarter. Reported diluted earnings per share were \$0.18 for the first quarter, compared to \$0.04 for the prior quarter and \$0.59 for the first quarter of 2023. Bank of Marin Bancorp successfully rebounded from a \$5.9 million pretax net loss on the sale of investment securities in the previous quarter, evidenced by a significant improvement in earnings to \$2.9 million in this quarter and stabilization of the net interest margin. The elimination of borrowings and a focus on higher-yielding lending opportunities further contributed to this recovery, enhancing the bank's financial stability and growth prospects.

For the reporting period, the loans totaled \$2.055 billion, which was a slight decrease from \$2.074 billion at the end of the previous quarter, reflecting originations of \$12.4 million and payoffs of \$21.8 million. Deposits remained essentially flat at \$3.284 billion from \$3.290 billion at the previous quarter. The first quarter tax-equivalent net interest margin (NIM) slightly decreased by 3 basis points from the preceding quarter from 2.53% to 2.50%. For the full year, the NIM was 2.63% for 2023, down from 3.11% in 2022. The company reported robust capital ratios with total risk-based capital ratios at 17.05% for Bancorp and 16.71% for the Bank, which are well above the well-capitalized threshold.

Growth on a Per-Share Basis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
EPS	\$1.65	\$1.52	\$1.89	\$1.28	\$2.33	\$2.48	\$2.22	\$2.30	\$2.92	\$1.24	\$1.10	\$1.28
DPS	\$0.40	\$0.45	\$0.51	\$0.56	\$0.64	\$0.80	\$0.92	\$0.94	\$0.98	\$1.00	\$1.00	\$1.22
Shares²	12	12	12	14	14	14	14	16	16	16	16	16

The company has declining earnings of -3.1% per year since 2014 and -15.0% per year over the past five years. We expect earnings to increase by 3% per year for the next five years. The company has been able to increase its dividend for 17 consecutive years. Over the last five years, the average annual dividend growth rate is 9.3%. In August 2022, the company increased its quarterly dividend by 4.2% from \$0.24 to \$0.25 per share.

¹ Estimated date

² In millions.

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Valuation Analysis

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	Now	2029
Avg. P/E	14.1	16.6	13.8	26.0	16.8	17.3	15.4	15.8	10.7	12.0	13.6	14.0
Avg. Yld.	1.9%	1.8%	2.0%	1.7%	1.6%	1.9%	2.7%	2.6%	3.2%	5.6%	6.7%	6.8%

During the past decade shares of Bank of Marin Bancorp have traded with an average price-to-earnings ratio of about 16 and today, it stands at 13.6. We are using 14 times earnings as a fair value baseline, implying the potential for a valuation tailwind. The company's dividend yield is currently 6.7% which is well above the average yield over the past decade of 2.1%.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2029
Payout	24%	30%	27%	44%	27%	32%	41%	41%	34%	81%	91%	95%

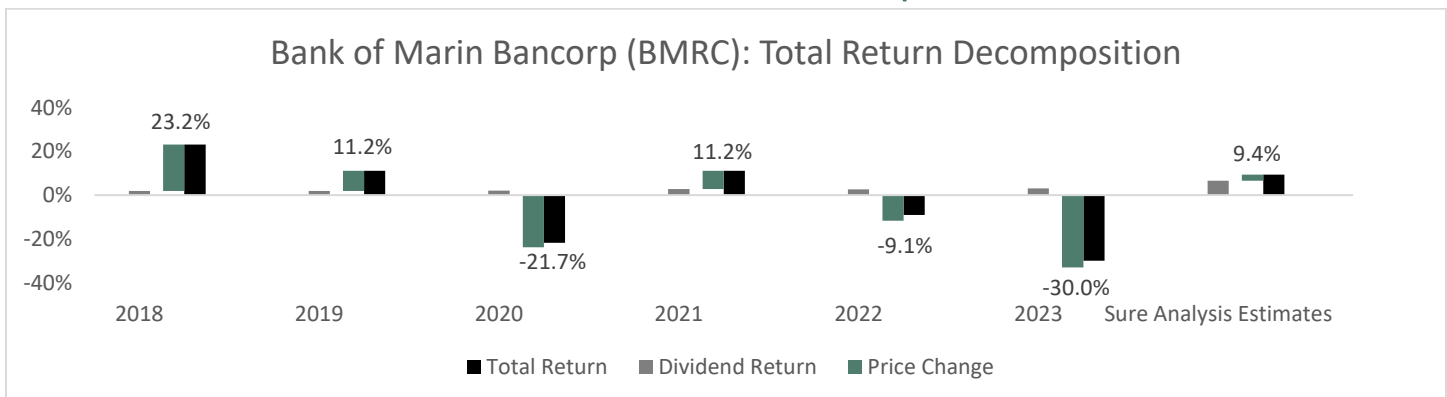
During the past five years, the company's dividend payout ratio has averaged around 46%. Bank of Marin Bancorp's dividend is currently covered by earnings, but something to watch, as the annual dividend payout is nearly equivalent to the estimated earnings for this year. Given the expected earnings growth, there is still some room for the dividend to continue to grow at least at the same pace.

Bank of Marin Bancorp has demonstrated a solid financial performance combined with a sound asset quality track record and has a business model focused on business and community banking. Most of its revenue comes from interest income. Solid loan originations, excellent credit quality, and efficient processes are key in this business and has management's attention. The bank has a strong base of core deposits that allows the company to grow efficiently while delivering consistent performance in all rate environments. The local presence and local market expertise help the company to keep funding costs low. As a result, the company has an impressive track record of 17 consecutive years of dividend increases. Bank of Marin Bancorp is included in the Russell 2000 Small-Cap Index and Nasdaq ABA Community Bank Index.

Final Thoughts & Recommendation

Bank of Marin Bancorp is a business and community bank in Northern California, with assets of \$3.8 billion, that has ~30 retail branches and eight commercial banking offices located across 10 counties in California. 2023 was a challenging year for the bank in terms of profitability, with strategic decisions made to restructure the balance sheet significantly impacting earnings for both the quarter and the full year. However, these actions are anticipated to contribute to a stronger financial position in the future. We estimate total return potential of 9.4% per year for the next five years based on a 3% earnings-per-share growth, the dividend yield, and a valuation tailwind. The coming year(s) could be a bumpy road for regional bank stocks. Shares earn a hold rating due to the projected returns.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Revenue	79	76	82	83	102	105	105	115	138	105
SG&A Exp.	31	32	33	38	41	41	41	51	51	48
D&A Exp.	2	3	2	2	3	3	3	3	---	3.5
Net Profit	20	18	23	16	33	34	30	33	47	20
Net Margin	24.9%	24.1%	28.1%	19.2%	32.1%	32.7%	28.7%	28.9%	33.7%	19.0%
Free Cash Flow	17	22	24	26	41	40	40	44	---	34
Income Tax	12	10	13	13	11	12	10	12	17	6

Balance Sheet Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total Assets	1,787	2,031	2,023	2,468	2,521	2,707	2,912	4,314	4,147	3,804
Cash & Equivalents	41	26	49	204	34	183	200	348	45	30.5
Acc. Receivable	60	62	69	73	76	76	36	51	80	---
Goodwill & Int.	10	10	9	37	36	35	34	79	78	77
Total Liabilities	1,587	1,817	1,793	2,171	2,204	2,370	2,554	3,864	3,735	3,365
Accounts Payable	15	16	15	17	20	18	20	29	23	---
Long-Term Debt	20	72	6	6	10	3	3	---	112	26
Total Equity	200	214	231	297	316	337	358	450	412	439
LTD/E Ratio	0.10	0.34	0.02	0.02	0.03	0.01	0.01	---	0.27	0.06

Profitability & Per Share Metrics

Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Return on Assets	1.1%	1.0%	1.1%	0.7%	1.3%	1.3%	1.1%	0.9%	1.1%	0.5%
Return on Equity	10.4%	8.9%	10.4%	6.1%	10.6%	10.5%	8.7%	8.2%	10.8%	4.7%
ROIC	9.4%	7.3%	8.8%	5.9%	10.4%	10.3%	8.6%	8.2%	9.6%	4.0%
Shares Out.	12	12	12	14	14	14	14	16	16	16
Revenue/Share	6.62	6.30	6.73	6.63	7.25	7.59	7.73	7.98	8.67	6.55
FCF/Share	1.38	1.84	2.00	2.03	2.94	2.93	2.93	3.07	---	2.12

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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