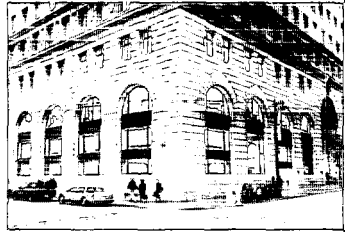
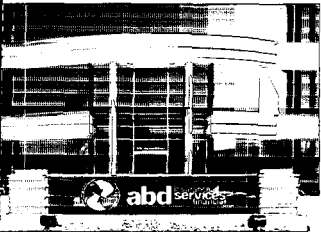
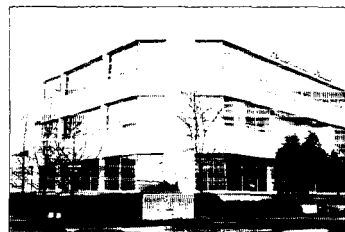


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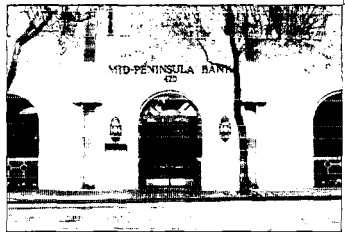
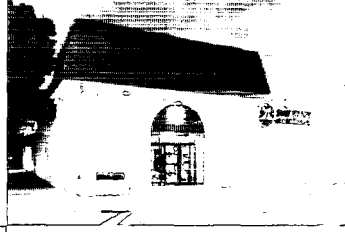
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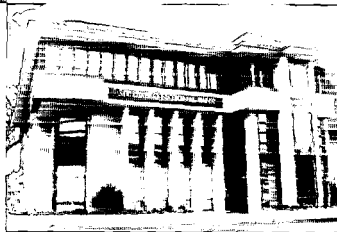
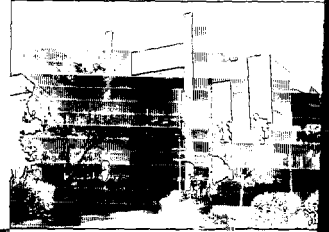
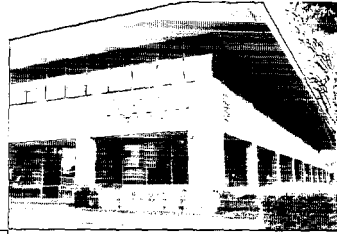
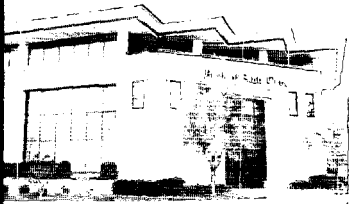
W. J. ...

Coast Commercial Bank

Bank of ...

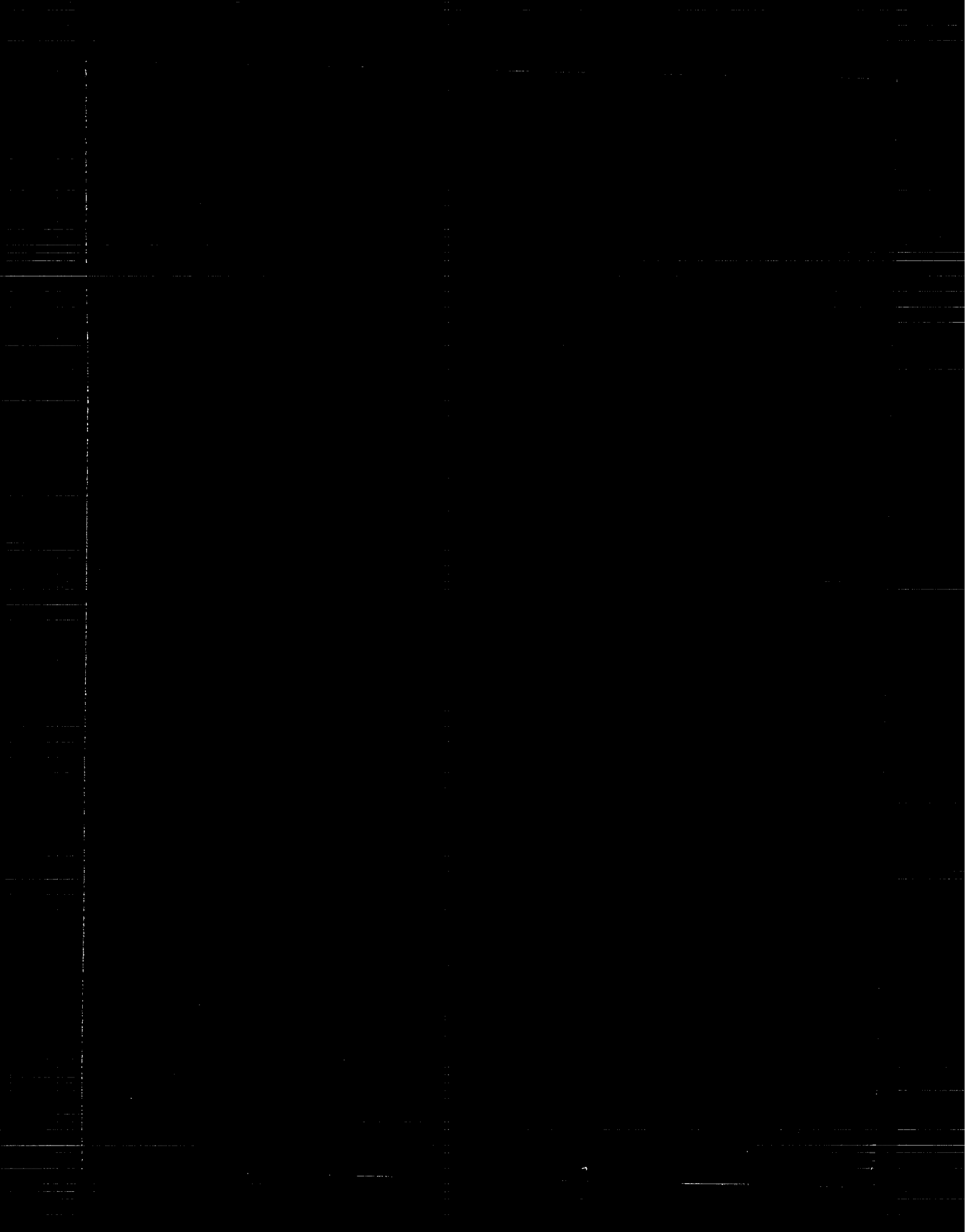
Bank of ...

Bank of Petaluma



2860 West Bayshore Road
Palo Alto, CA 94303
(800) 226-5262
www.gbbk.com

Banks are member FDIC
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Greater Bay Bancorp Subsidiary Boards of Directors

(continued from previous page)

Peter T. Dunn Partner Edgar, Dunn & Company	James G.B. De Martini, III Managing Partner Seiler & Company, LLP	Shawn E. Saunders Senior Vice President and Chief Financial Officer Mt. Diablo National Bank Senior Vice President Financial and Accounting Greater Bay Bancorp	San Jose National Bank Robert A. Archer Chairman San Jose National Bank Chairman Coast Counties Truck and Equipment Company
Mary C. Falvey Management Consultant Falvey Associates	Murray B. Dey Executive Vice President Mid-Peninsula Bank	Leonard W. Ely Past President Ely Motor Company	Ray S. Akamine Chief Financial Officer Hill View Packing Company, Inc.
Donald R. Krohn Managing Partner Krohn & Croak, CPA's	David L. Kalkbrenner President and Chief Executive Officer Greater Bay Bancorp	Joseph W. Welch Chairman Peninsula Bank of Commerce President San Bruno Investment Realty, Inc. Partner Welch Family Partnership	Albert V. Bruno Director of Center for Innovation and Entrepreneurship and Professor of Marketing Santa Clara University
Robert A. Luster Chief Executive Officer Luster National, Inc.	R. Hewlett Lee, MD Retired Surgeon and Former Executive Director Palo Alto Medical Clinic	Francis G. Azzopardi Partner South City Lumber and Pacific Manor Hardware, Inc.	Frederick J. de Grosz President and Chief Executive Officer ABD Insurance and Financial Services
Duncan L. Matteson Chairman Greater Bay Bancorp Chairman The Matteson Companies	Helen C. Leong Managing Partner Leong Ventures	Bruce M. Basso Chairman ABD Insurance and Financial Services	Rod Dirdon, Sr. Executive Director International Institute for Surface Transportation Policy Studies San Jose State University
Stephen D. Mayer Managing Partner Burr, Pilger & Mayer	Dennis A. LeVett President Strutz-LeVett Company	Susan K. Black President Community Banking Group Greater Bay Bancorp	David L. Kalkbrenner President and Chief Executive Officer Greater Bay Bancorp
Mid-Peninsula Bank	Warren R. Thoits Of Counsel Thoits, Love, Hershberger & McLean Attorneys at Law	George R. Corey Senior Partner Corey, Luzaich, Manos and Pliska, LLP	James R. Kenny President and Chief Executive Officer San Jose National Bank
Duncan L. Matteson Chairman Greater Bay Bancorp Chairman Mid-Peninsula Bank Chairman The Matteson Companies	Donald A. Way Chairman and Chief Executive Officer Thoits Insurance Services, Inc.	Mark F. Doiron President and Chief Executive Officer Peninsula Bank of Commerce	William D. Kron Private Investor
Lawrence A. Aufmuth Partner Aufmuth, Fox, Weed & LeBlanc Attorneys at Law	Mt. Diablo National Bank	John M. Gatto Vice Chairman Greater Bay Bancorp Architect Maria Enterprises	Arthur K. Lund Attorney Hoge, Fenton, Jones & Appel, Inc.
Bruce M. Basso Chairman ABD Insurance and Financial Services	Byron A. Scordelis Acting Chairman Mt. Diablo National Bank Senior Executive Vice President and Chief Operating Officer Greater Bay Bancorp President Greater Bay Banking Group	Daniel J. Harrington, CPA Partner Good & Fowler, LLP	Diane P. Rubino President Hill View Packing Company, Inc.
Susan K. Black President and Chief Executive Officer Mid-Peninsula Bank President Community Banking Group Greater Bay Bancorp	Samuel L. Jones President Executive Management ABD Insurance and Financial Services	Robert A. Marshall Principal Marshall Realty	Douglas L. Shen, DDS Dentist
Allan F. Brown Chairman Vance Brown, Inc.	Christopher A. Olson Senior Vice President and Chief Credit Officer Mt. Diablo National Bank		
Owen D. Conley President and Chief Executive Officer Liberty Lease, Inc.			

Greater Bay Bancorp Subsidiary Boards of Directors

(continued from previous page)

Bank of Santa Clara

Donald R. Von Raesfeld
Chairman

Bank of Santa Clara
Retired City Manager
City of Santa Clara

Louis F. Boitano
Senior Partner
Boitano, Sargent
& Lawrence

A. Stanley Chinchin
Private Investor

Daniel R. Francis
President
Technology Practice
ABD Insurance and
Financial Services

John M. Gatto
Vice Chairman
Greater Bay Bancorp
Architect
Maria Enterprises

Gerald R. Graham
Chairman
Reed & Graham, Inc.

Louis Mariani
Owner
Mariani's Restaurant
and Inn

T. John Whalen
Professor of Economics
Santa Clara University

Bay Area Bank

Dennis W. Royer
Chairman

Bay Area Bank
Real Estate Broker
Royer Realty Company

Frank M. Bartaldo, Jr.
President and
Chief Executive Officer
Bay Area Bank

Susan K. Black
President
Community Banking Group
Greater Bay Bancorp

Gary S. Goss
CPA
Gary Goss, CPA

Rose Guilbault
Vice President
California State Automobile
Association

Robert R. Haight
Retired

Stanley A. Kangas
Retired Consulting Engineer
and Private Investor

Debora W. Karsetter
Executive Vice President
Executive Management
ABD Insurance and
Financial Services

David J. Macdonald
Real Estate Broker
David J. Macdonald Realty

Bay Bank of Commerce

Bruce M. Basso
Chairman
ABD Insurance and
Financial Services

William R. Henson
President
Superior Home Loans

William S. Keller
President and
Chief Executive Officer
Bay Bank of Commerce

Oswald A. Rugaard
Self-employed
Independent Sales
Consultant

Byron A. Scordelis
Senior Executive
Vice President and
Chief Operating Officer
Greater Bay Bancorp
President
Greater Bay Banking Group

Mark Wilton
Owner
Marwil Investment

Coast Commercial Bank

James C. Thompson
Chairman
Coast Commercial Bank
Partner
Comstock, Thompson,
Kontz & Brenner

John Burroughs
Vice President and
Investment Services Manager
Coast Commercial Bank

Bud Cummings
Retired Owner
Santa Cruz Coin Exchange

Debora W. Karsetter
Executive Vice President
Executive Management
ABD Insurance and
Financial Services

Harvey J. Nickelson
President and
Chief Executive Officer
Coast Commercial Bank

Gus Norton
Broker and Partner
Sun Properties

Byron A. Scordelis
Senior Executive
Vice President and
Chief Operating Officer
Greater Bay Bancorp
President
Greater Bay Banking Group

Cupertino National Bank

C. Donald Allen
Chairman
Cupertino National Bank

Steven C. Andrews
Retired President
McWhorters Stationers

Carl E. Cookson
Chairman
Alliance Title

Janet M. DeCarli
Broker
Cornish & Carey Realtors

Daniel R. Francis
President
Technology Practice
ABD Insurance and
Financial Services

John M. Gatto
Vice Chairman
Greater Bay Bancorp
Architect
Maria Enterprises

David R. Hood
President and
Chief Executive Officer
Cupertino National Bank
Executive Vice President
Chief Lending Officer
Greater Bay Bancorp

James E. Jackson
Senior Member
Jackson, Abdalah
Attorneys at Law

Cynthia Kenyon-Lazares
Partner

Shilling & Kenyon
SK Consulting

Rex D. Lindsay
Vice Chairman
Cupertino National Bank
Private Investor

Richard Lowenthal
Council Member
City of Cupertino

Glen McLaughlin
President and
Chief Executive Officer
Venture Leasing Associates

John M. Sobrato
General Partner
Sobrato Development
Companies

Deven Verma
Private Investor and
Former Partner
Redwood Ventures

Dennis W. Whittaker
President
Whittaker Insurance
Agency, Inc.

Golden Gate Bank

James R. Woolwine
Chairman and
Chief Executive Officer
Golden Gate Bank

Bruce M. Basso
Chairman
ABD Insurance and
Financial Services
Susan K. Black
President
Community Banking Group
Greater Bay Bancorp

Mara Brazer
Marketing Consultant
and Principal
Brazer Communications

George H. Clyde, Jr.
Director and
Chief Financial Officer
The San Francisco General
Hospital Foundation
General Counsel

Kay Dryden
Attorney

(continued on next page)

Greater Bay Bancorp and Subsidiary Senior Management

Todd S. Allen	* Mark F. Doiron	* Teresa C. Lachenbruch	Wendy A. Ross
Joseph D. Arrigo	Charles T. Eckstrom, III	Mark A. Madison	Margaret D. Rotzin
Joseph R. Ayoub	Robert W. Ewen	S. J. Maleti, III	Eric H. Samson
Charles P. Banovac	Allison S. Farey	Donald E. McMullen	* Shawn E. Saunders
* Frank M. Bartaldo, Jr.	L. Walter Fleischer	David M. Meshriy	Mark A. Schmitt
Michael S. Barton	Cecilia K. Fu	Roxann Middleton-Burns	Mark V. Schoenstein
Michael E. Benito	Frank A. Hall	Patricia N. Montmorency	* Byron A. Scordelis
Susan D. Biba	* Julie L. Hanamura	Thomas H. Nesbit	* Michael J. Serres
* Susan K. Black	Michael V. Hansen	* Harvey J. Nickelson	* Kenneth A. Shannon
Eugene E. Blakeslee	* Sven N. Hastings	Glen A. Nissen	Matthew D. Shieman
* Denise R. Brown	David V. Heald	Kevin M. O'Hare	Robert C. Sherrard
Jeffrey D. Bryan	* Stephen G. Heitel	Tammy T. Okuda	Mark C. Silvera
* Kimberly S. Burgess	* David R. Hood	Christopher A. Olson	* Steven C. Smith
Frederick L. Caiocca	Marie L. Hook	* Anthony Oriti	Jonas H. Stafford
Michael A. Calder	* Cheryl G. Howell	Judith I. Paris	V. Michelle Titus
Frederic H. Charpiot	* Kamran F. Husain	Ronald Pecoraro	Bruce A. Vanderberg
Joseph Ching	* Linda M. Iannone	Robert A. Perantoni	Roxanne S. Vane
Henry Chow	* Ryan R. Johanson	Patrick K. Pierce	Karol I. Watson
Angela M. Coffee	* Gregg A. Johnson	Deborah K. Pippin	Jeffrey M. Whalen
Catherine J. Conn	Timothy A. Johnson	Teresa L. Powell	* James P. Williams
Lawrence D. Cretan	* R. Clay Jones	Catherine M. Raty	* Keith A. Wilton
* Richard L. Dalton	* David L. Kalkbrenner	Timothy J. Reese	* James R. Woolwine
* Howard B. Daulton, II	* William S. Keller	Reggie C. Regino	Kenneth L. Young
* Frederick J. de Grosz	* James R. Kenny	Mark P. Roach	
* Murray B. Dey	Jon K. Krogstad	Melvin L. Robbins	

*Senior Management Council

Greater Bay Bancorp Subsidiary Boards of Directors

ABD Insurance and Financial Services	Samuel L. Jones President	Susan K. Black President	Max K. Herzog President and Owner
Bruce M. Basso Chairman	Executive Management ABD Insurance and Financial Services	Community Banking Group Greater Bay Bancorp	Sleepy Hollow Dairy President and Owner
ABD Insurance and Financial Services	David L. Kalkbrenner President and Chief Executive Officer	Walter E. Bragdon President Emeritus	Sleepy Hollow Properties
James Czesak Executive Vice President	Greater Bay Bancorp	Bank of Petaluma	Samuel L. Jones President
Employee Benefit Services	Debra W. Karsetter Executive Vice President	John H. Dado Retired CPA	Executive Management ABD Insurance and Financial Services
ABD Insurance and Financial Services	Executive Management ABD Insurance and Financial Services	Howard B. Daulton, II President and Chief Executive Officer	John J. King, Jr. Counsel to Law Offices
Frederick J. de Grosz President and Chief Executive Officer	Duncan L. Matteson Chairman	Bank of Petaluma	Anderson, Zeigler, Disharoon & Gray
ABD Insurance and Financial Services	Greater Bay Bancorp Chairman	John M. Gatto Vice Chairman	James E. McCaffrey Vice President and Chairman
Daniel R. Francis President	The Matteson Companies	Greater Bay Bancorp Architect	Geyser Energy Company- Petroleum
Technology Practice	Bank of Petaluma	Maria Enterprises	William H. McDevitt President
ABD Insurance and Financial Services	Daniel G. Libarle Chairman	Robert W. Giacomini President	Robert Giacomini Dairy
James H. Hall President	Bank of Petaluma President and Owner	Robert Giacomini Dairy	McDevitt & McDevitt Construction Corporation
Employee Benefit Services	Lace House Linen	Henry C. Hansel President	William J. McDowell Owner
ABD Insurance and Financial Services		Hansel Enterprises, Inc.	McDowell Dairy

(continued on next page)

Executive Officers and Strategy and Policy Committee of Greater Bay Bancorp

David L. Kalkbrenner
President and
Chief Executive Officer
Greater Bay Bancorp

Byron A. Scordelis
Senior Executive
Vice President and
Chief Operating Officer
Greater Bay Bancorp
President
Greater Bay Banking Group

Susan K. Black
President
Community Banking Group
Greater Bay Bancorp
President and
Chief Executive Officer
Mid-Peninsula Bank

David R. Hood
Executive Vice President
and Chief Lending Officer
Greater Bay Bancorp
President and
Chief Executive Officer
Cupertino National Bank

Gregg A. Johnson
Executive Vice President
Business & Technology
Services
Greater Bay Bancorp

Kenneth A. Shannon
Executive Vice President
and Chief Risk Officer
Greater Bay Bancorp

Steven C. Smith
Executive Vice President,
Chief Administrative Officer
and Chief Financial Officer
Greater Bay Bancorp

Ex-Officio Members

Kimberly S. Burgess
Senior Vice President
Corporate Human Resource
Administration
Greater Bay Bancorp

Linda M. Iannone
Senior Vice President
General Counsel & Corporate
Secretary
Greater Bay Bancorp

Shawn E. Saunders
Senior Vice President
Finance and Accounting
Greater Bay Bancorp
Senior Vice President
Chief Financial Officer
Subsidiary Banks of
Greater Bay Bancorp

Board of Directors of Greater Bay Bancorp

Duncan L. Matteson
Chairman
Greater Bay Bancorp
Chairman
The Matteson Companies

David L. Kalkbrenner
President and
Chief Executive Officer
Greater Bay Bancorp

Robert A. Archer
Chairman
Coast Counties Truck and
Equipment Company

Frederick J. de Grosz
President and
Chief Executive Officer
ABD Insurance and
Financial Services

Susan B. Ford
President
Sand Hill Foundation

John M. Gatto
Vice Chairman
Greater Bay Bancorp
Architect
Maria Enterprises

James E. Jackson
Senior Member
Jackson, Abdalah
Attorneys at Law

Stanley A. Kangas
Retired
Consulting Engineer
and Private Investor

Daniel G. Libarle
President and Owner
Lace House Linen

Rex D. Lindsay
Private Investor

Arthur K. Lund
Attorney at Law
Hoge, Fenton, Jones &
Appel, Inc.

George M. Marcus
Chairman
The Marcus & Millichap
Company

Glen McLaughlin
President and
Chief Executive Officer
Venture Leasing Associates

Linda R. Meier
Community Volunteer

Donald H. Seiler
Founding Partner
Seiler and Company
Certified Public Accountants

Warren R. Thoits
Of Counsel
Thoits, Love, Hershberger
& McLean Attorneys at Law

James C. Thompson
Partner
Comstock, Thompson,
Kontz & Brenner

T. John Whalen
Professor of Economics
Santa Clara University

Market Data on Common Stock

For the Period Indicated	High	Low	Cash dividends declared
2002			
December 31	\$18.98	\$13.62	\$0.125
September 30	29.06	17.69	0.125
June 30	36.77	28.78	0.125
March 31	34.63	26.04	0.115
2001			
December 31	\$29.73	\$19.98	\$0.115
September 30	28.45	21.30	0.115
June 30	27.46	21.00	0.10
March 31	42.88	24.81	0.10

Investor Contacts

Greater Bay Bancorp
www.gbbk.com
2860 West Bayshore Road
Palo Alto, CA 94303
(650) 813-8200
Fax (650) 494-9193

Corporate Counsel
Manatt, Phelps, &
Phillips, LLP
11355 W. Olympic Blvd.
Los Angeles, CA 90064
(310) 312-4000

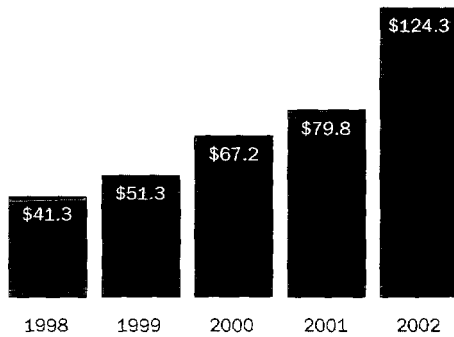
Certified Public Accountants
PricewaterhouseCoopers LLP
555 California Street
San Francisco, CA 94104
(415) 393-8500

Registrar and Transfer Agent
Wells Fargo
Shareowners Services
161 North Concord
Exchange Street
South St. Paul, MN
55975-1139

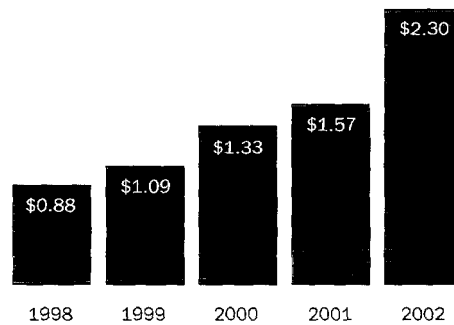
Additional Financial Reports
For information beyond
that shown in this report,
shareholders may receive,
without charge, the
Company's Annual Report
on Form 10-K for 2002,
which was filed with the
SEC, by writing to:

Shawn E. Saunders
Senior Vice President
Finance and Accounting
Greater Bay Bancorp
2860 West Bayshore Road
Palo Alto, CA 94303

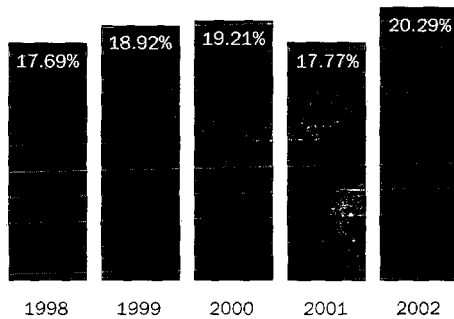
Net Income (in millions)



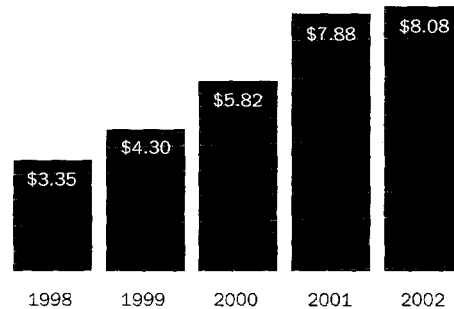
Net Income Per Diluted Share



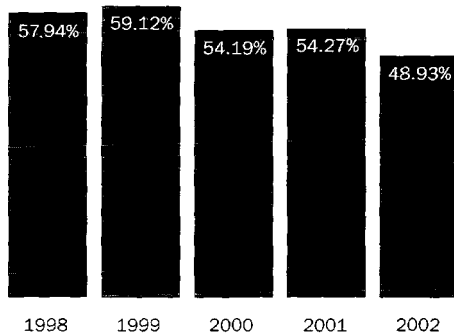
Return on Average Shareholders' Equity



Assets (in billions)

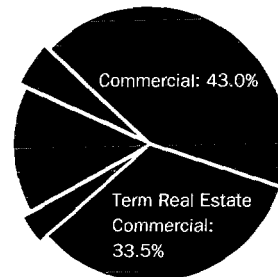


Efficiency Ratio



Loan Portfolio Composition

Real Estate Other: 5.2%
 Construction and Land: 14.8%
 Consumer and Other: 3.5%



* Restated on a historical basis to reflect the mergers described in our notes to consolidated financial statements contained in our annual report on Form 10-K.

** Excludes accruing loans past due 90 days or more and restructured loans.

(1) As a result of the ABD acquisition in March 2002, our 2002 results included insurance agency commissions and fees totaling \$88.5 million and operating expenses totaling \$73.6 million. There were no such insurance agency commissions and fees or expenses for prior years.

(2) Restated to reflect the 2-for-1 stock split effective as of April 30, 1998 and the 2-for-1 stock split effective as of October 4, 2000.

(3) Includes only those dividends declared by our holding company, and excludes those dividends paid by Greater Bay Bancorp's subsidiaries prior to the completion of their mergers with Greater Bay Bancorp.

Selected Financial Highlights

(dollars in thousands, except per share amounts)
Years ended December 31

	2002	2001	2000*	1999*	1998*
Statement of Operations Data					
Interest income	\$505,412	\$507,241	\$423,639	\$298,634	\$244,269
Interest expense	159,418	199,956	165,892	110,710	90,219
Net interest income	345,994	307,285	257,747	187,924	154,050
Provision for loan losses	59,776	54,727	28,821	14,901	8,715
Net interest income after provision for loan losses	286,218	252,558	228,926	173,023	145,335
Non-interest income ⁽¹⁾	155,510	44,842	47,131	44,845	23,765
Operating expenses ⁽¹⁾	245,401	191,116	165,228	140,106	104,669
Income before income tax expense	196,327	106,284	110,829	77,762	64,431
Income tax expense	72,053	26,468	43,665	26,461	23,158
Net income	\$124,274	\$79,816	\$67,164	\$51,301	\$41,273
Per Share Data ⁽²⁾					
Net income per common share basic	\$2.35	\$1.61	\$1.40	\$1.15	\$0.95
Net income per common share diluted	2.30	1.57	1.33	1.09	0.88
Cash dividends per common share ⁽³⁾	0.49	0.43	0.35	0.24	0.19
Book value per common share	11.64	9.31	7.92	6.63	5.73
Common shares outstanding at year end	51,577,795	49,831,682	48,748,713	46,174,308	43,876,750
Average common shares outstanding	51,056,000	49,498,000	47,899,000	44,599,000	43,664,000
Average common and common equivalent shares outstanding	54,135,000	50,940,000	50,519,000	47,078,000	46,741,000
Performance Ratios					
Return on average assets	1.50%	1.18%	1.34%	1.33%	1.36%
Return on average shareholders' equity	20.29%	17.77%	19.21%	18.92%	17.69%
Net interest margin	4.54%	4.86%	5.56%	5.29%	5.50%
Dividend payout ratio ⁽³⁾	23.61%	27.88%	27.82%	20.80%	20.93%
Equity to assets ratio	8.43%	5.89%	6.63%	7.11%	7.50%
Balance Sheet Data - At Period End					
Assets	\$8,075,727	\$7,877,054	\$5,818,155	\$4,304,811	\$3,351,982
Loans, net	4,661,547	4,370,977	3,973,329	2,813,329	2,070,607
Investment securities	2,562,986	2,970,630	1,091,064	863,590	754,035
Deposits	5,272,273	4,990,071	4,750,404	3,736,621	2,869,341
Borrowings	1,737,243	2,095,896	463,267	150,577	135,095
Trust Preferred Securities	204,000	218,000	99,500	49,000	49,000
Preferred stock of real estate investment trust subsidiaries of the Banks	15,650	15,000	—	—	—
Convertible preferred stock	80,900	—	—	—	—
Common shareholders' equity	600,159	463,684	385,948	306,114	251,436
Asset Quality Ratios					
Nonperforming assets** to total loans and other real estate owned	0.80%	0.69%	0.32%	0.26%	0.25%
Nonperforming assets** to total assets	0.47%	0.39%	0.22%	0.17%	0.15%
Allowance for loan losses to total loans	2.70%	2.77%	2.24%	1.89%	1.82%
Allowance for loan losses to nonperforming assets**	339.77%	402.79%	702.37%	762.84%	917.04%
Net charge-offs to average loans	1.19%	0.59%	0.33%	0.07%	0.11%
Regulatory Capital Ratios					
Leverage Ratio	8.61%	8.01%	8.79%	8.32%	8.36%
Tier 1 Capital	11.71%	10.49%	9.57%	9.92%	10.86%
Total Capital	12.97%	12.79%	10.87%	11.23%	12.66%

As we grow, we are maintaining a vigilant watch over regulatory compliance and enterprise-wide risk management, and we are committed to enhancing our policies, procedures, systems, and resources to ensure that your company remains strong and well positioned to meet current and future challenges.

Along with building a solid infrastructure, we have dedicated much time and energy to establishing sound corporate governance practices. In 2002, the Board of Directors established a Nominating and Board Governance Committee consisting entirely of independent directors. We also fully implemented the CEO and CFO certification requirements of the Sarbanes-Oxley Act of 2002, with the creation of a Disclosure Committee designed to ensure compliance with the internal controls and disclosure controls requirements of that Act. The Board of Directors has also designated two members of its Audit Committee as "financial experts" as that term is defined in the Act. These initiatives, as well as others that are planned for 2003, will help ensure that your Board of Directors continues to be well informed and effective.

With the soundness of our strategy, our adherence to proven fundamentals, and the resolve of our exceptional Greater Bay people to accept nothing less than the best for our clients, we anticipate and remain in vigorous pursuit of the long-term success that you expect. We thank our staff for their contributions and all of you for your continued support.



David L. Kalkbrenner
President and Chief Executive Officer



Duncan L. Matteson
Chairman of the Board

April 2003



David L.
Kalkbrenner

Duncan L.
Matteson

To our shareholders and clients: In 2002, your company posted another outstanding year of earnings, returns to shareholders, and efficiency ratio. Our net income grew by 56% to a record \$124.3 million for the year ended December 31, 2002, as compared to the prior year. Our return on average equity was 20.29%, our return on average assets was 1.50%, and our efficiency ratio was 48.93%. We delivered results that continue to strengthen our position as one of the leading regional community banking franchises in the nation.

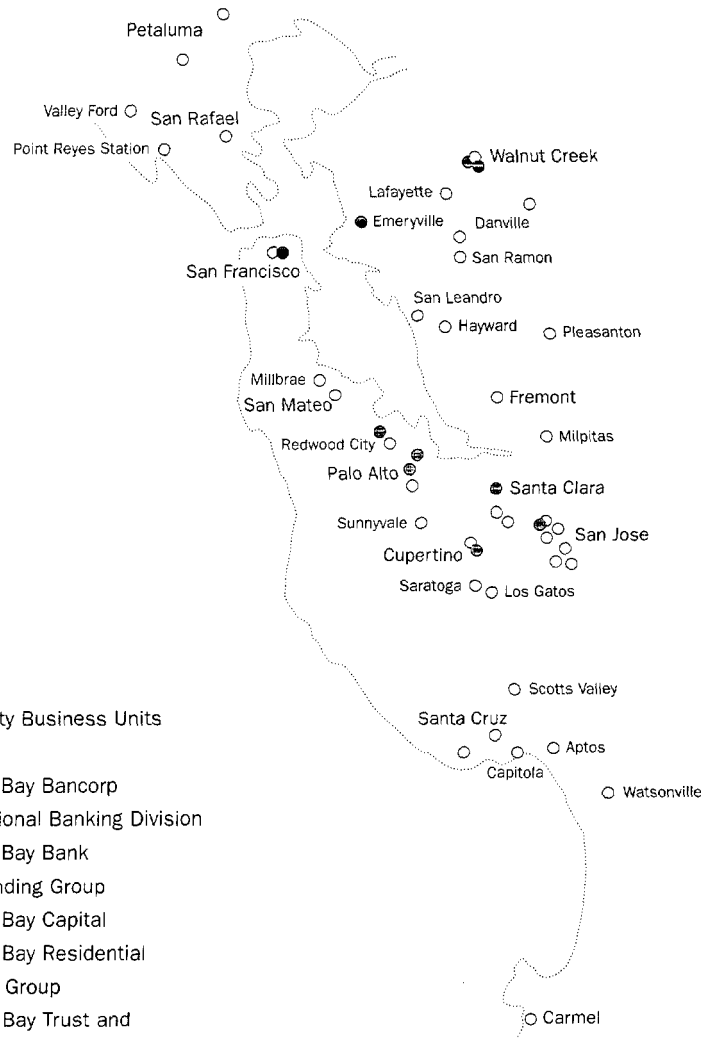
We achieved these results in the face of both national and regional economic turbulence. Interest rates declined to record low levels, which placed considerable pressure on our loan margins, and competition was intense for the types of relationships and credit opportunities that are compatible with our business philosophy and underwriting discipline.

How did we overcome these challenges? By once again staying the course with our adherence to fundamentals. By relying on superior local market knowledge to compete for and win the very best in new business. By continuing to listen and respond to our clients' needs. And, by maintaining an expectation of performance excellence as the standard for all of our employees.

This strategy translated into deposit growth of more than \$280 million and a renewed focus on non-interest income. With the addition of ABD Insurance and Financial Services, our fee income nearly tripled and we created important synergies for our mutual clients. For 2001, ABD was the 17th largest commercial insurance brokerage agency in the United States. Of equal significance, we were able to sustain credit quality in our core business despite challenging market conditions.

Even as short-term dynamics and general market perceptions impact stock prices here and across the country, we remain confident of our own long-term growth potential. We believe firmly in the superior and enduring fundamentals of the exceptional region we serve—its unmatched productivity, personal income levels, intellectual capital, academic excellence, venture-based leadership, and spirit of innovation. These are qualities that will drive our regional and national economies well into the twenty-first century.

Think globally,
decide locally.



Banks

- Bank of Petaluma
- Bank of Santa Clara
- Bay Area Bank
- Bay Bank of Commerce
- Coast Commercial Bank
- Cupertino National Bank
- Golden Gate Bank
- Mid-Peninsula Bank
- Mt. Diablo National Bank
- Peninsula Bank of Commerce
- San Jose National Bank

Divisions

- Greater Bay Bank Carmel
- Greater Bay Bank Contra Costa
- Greater Bay Bank Fremont
- Greater Bay Bank Marin
- Greater Bay Bank San Jose
- Greater Bay Bank Santa Clara Valley Group

Speciality Business Units

- CAPCO
- Greater Bay Bancorp International Banking Division
- Greater Bay Bank SBA Lending Group
- Greater Bay Capital
- Greater Bay Residential Lending Group
- Greater Bay Trust and Private Capital Banking
- Pacific Business Funding
- The Matsco Companies
- Venture Banking Group

Insurance Brokerage

- ABD Insurance and Financial Services

Eleven banks, one philosophy:

Greater Bay Bancorp is unique among financial institutions. We offer the personal service of a community bank along with the sophisticated services of a large financial institution.

To our clients, this means having access to all of the resources they'd find at a large bank, but still having a banker they know by name. That's because decision-making at Greater Bay Bancorp places power at the local level. It's better for our clients. It's better for our business. And it's better for our people.

As the Greater Bay Bancorp family has grown, each institution has embraced this philosophy. Take ABD Insurance and Financial Services, for example. With a client base similar to that of our banks, we can provide greater service to clients both old and new. It means every client has access to a full line of insurance products in addition to a wide array of banking services. From cash management and online banking to insurance and international letters of credit, businesses can find all the services they need right here at Greater Bay Bancorp.

Right here, of course, meaning any one of our 42 banking offices at any of our 11 banks. Places where decisions are made locally every day. Places in communities that our employees have literally helped build. Places where community organizations receive just as much attention as our biggest clients.

So as you can see, a lot has changed over the years at Greater Bay Bancorp. And yet, so much has stayed the same.



Jim Morley
President
JSM Enterprises

5

In the years we've known Jim, there's never been a hurdle we couldn't overcome. He knows he can deal directly with decision makers here. We've become as much a part of his team as an architect or anyone else. Affordable housing is nearly impossible to find in the Bay Area. But all that will change if Jim Morley has something to say about it. His JSM Enterprises currently has \$200 million of affordable housing in development across the Bay Area, from Colma to Coyote Creek. Jim likes to say he built his business on partnerships. For thousands of Bay Area residents, he's building his business while building their dreams.

Bob Sherrard
Senior Vice President
Mid-Peninsula Bank

Romeo Luz
Vice President
Mid-Peninsula Bank





Tony Marterie
President and
Chief Executive Officer
North Coast Industries

4

At our core we're a people company, so naturally we have a desire to work with quality people. That's why Tony Marterie is our kind of client. We have a great relationship and a true synergy between our organizations. The designers of Blast clothing at North Coast Industries have a panoramic view that stretches out across the San Francisco Bay. The company's needs, however, stretch even further. To do business around the world, North Coast Industries turned to Greater Bay Bancorp for international letters of credit and a host of other financial solutions. It's just another way Bill and Tony are making sure everyone has a blast.



Tony Oriti
Senior Vice President
Managing Director
International Banking

Bill Keller
President and
Chief Executive Officer
Bay Bank of Commerce



Jacqueline Glaster
Executive Director
Boys & Girls Club of
the Peninsula

Michelle Titus
Senior Vice President
Mid-Peninsula Bank

Daniela Gasparini
Vice President, Bay Area Bank
Board Member, Boys & Girls
Club of the Peninsula



3

Here at Greater Bay Bancorp, we have a passion for community involvement and volunteering. The Boys & Girls Club knows they can rely on us for continued support, and that we'll promote their cause with practically everyone we know. For the past five years, Greater Bay Bancorp has played a major role at the Boys & Girls Club of the Peninsula. Working closely with Jacque Glaster and her staff, Dani and Michelle have used their contacts to raise funds for the expansion of academic, technology and athletics programs. In addition, the Greater Bay Bancorp Foundation has contributed to the construction of two new buildings. Designed to be a positive place for kids to go after school, the Menlo Park, Redwood City and East Palo Alto-based clubs benefit over 600 children each day.



Michael Lucey
Managing Partner
Gordon & Rees, LLP

Wendy Ross
Senior Vice President
Chief Credit Officer
Golden Gate Bank



2

They wanted daily reports that were literally up to the minute, so we made our systems work together. There's a wonderful two-way communication between our organizations. Of course, we wouldn't have it any other way. Gordon & Rees, one of the West Coast's leading law firms, gets a complete, up-to-the-minute view of their financial world every day thanks to Greater Bay Bancorp's automated system. But as much as they enjoy the benefits of cutting-edge technology, it's the personal attention from Wendy and her team that they appreciate most.



Dennis Harker
President
Redwood City Electric

1

Our business is about great people working together toward a common goal: the success of our client. We don't see our relationship with Dennis as simply being about banking. It's far more consultative than that. Since 1974, Redwood City Electric has provided electrical contracting services for some of the biggest builders in the Bay Area, wiring hospitals, theaters and technology companies up and down the Peninsula. As the business has grown, Dennis and his team have come to rely on ABD for all of their insurance needs, as well as Bay Area Bank for services like cash management and a line of credit.



Glen Nissen
Senior Vice President
Chief Credit Officer
Bay Area Bank

Dan Francis
Executive Vice President
ABD Insurance and
Financial Services

1

Wired for success.

Redwood City Electric

3

Not just kids stuff.

Boys & Girls Club

2

This time it's personal.

Gordon & Rees, LLP

Ever notice that
great people have
great stories?

4

Having a blast.

North Coast Industries

5

Building dreams.

JSM Enterprises

You'll find them inside our banks across the San Francisco Bay Area, from Mount Tamalpais to Mount Hamilton to Mount Diablo and beyond. People who build relationships. People who understand their client's business. People who have the power to get things done. These are the people of Greater Bay Bancorp.

Their clients run companies as diverse as the Bay Area itself. But whether it's a manufacturer, general contractor, professional services firm or community organization, they all share one thing in common. Their success, to a certain degree, is made possible by the bankers at Greater Bay Bancorp.

Behind each of these businesses there's a unique banking model at work. It's built around the idea of getting to know clients personally—their industries, their employees, their lives. But it also means empowering bankers to truly be bankers, and allowing them to make decisions without bureaucratic red tape. At Greater Bay Bancorp, we call this relationship banking.

Over the years, this approach has helped us become a great bank. And, when you look inside, you find even greater people.



ABD Insurance and
Financial Services

Bay Area Bank

Peninsula Bank
of Commerce

Golden Gate Bank

It's what's inside
that counts.

Bay Bank of Commerce

MidPeninsula Bank

San National Bank