

THE STRENGTH OF WESTERN ALLIANCE

By every measure Western Alliance Bank, the primary subsidiary of Western Alliance Bancorporation (NYSE:WAL), is a formidable financial institution and excellent banking resource for business. Our bankers deliver unparalleled local market knowledge, industry expertise and customer service. Western Alliance offers businesses the best of both worlds: the strong capacity and sophisticated product offerings of a large bank along with the flexibility, commitment and superior service of a more specialized institution.

Forbes | **2018**
BEST BANKS
IN AMERICA

Western Alliance Bancorporation is ranked #2 on *Forbes* 2018 Best Banks in America list



Alliance Bank of Arizona | Bank of Nevada | Bridge Bank | First Independent Bank | Torrey Pines Bank

Divisions of Western Alliance Bank. Member FDIC.



Top-Performing Banking Company

A look at the industry's most pertinent ratios demonstrates Western Alliance's exceptional credentials, including capacity, asset quality, capital and track record for growth and performance. All of this comes together at Western Alliance as a strong platform for building long-term partnerships with businesses.

A Key Point of Difference

Western Alliance Bank excels for businesses in great part because we constantly add to the true expertise our clients count on. We combine this sound experience with a customer-focused approach and entrepreneurial thinking to help clients in all types of industries, professions and businesses accomplish more.

It's well beyond accounts and credit lines – clients seek out Western Alliance for dedicated, knowledgeable bankers who understand the particular dynamics of their business sector and marketplace, as well as the macro forces shaping the overall economy. At our bank, industry acumen that adds value is a key point of difference.



Robert G. Sarver
Chairman and CEO
Western Alliance Bank



Kenneth Vecchione
President
Western Alliance Bank



\$2.2B
total equity



\$6.0B
market cap



\$20.3B
in assets



80,000
commercial
accounts

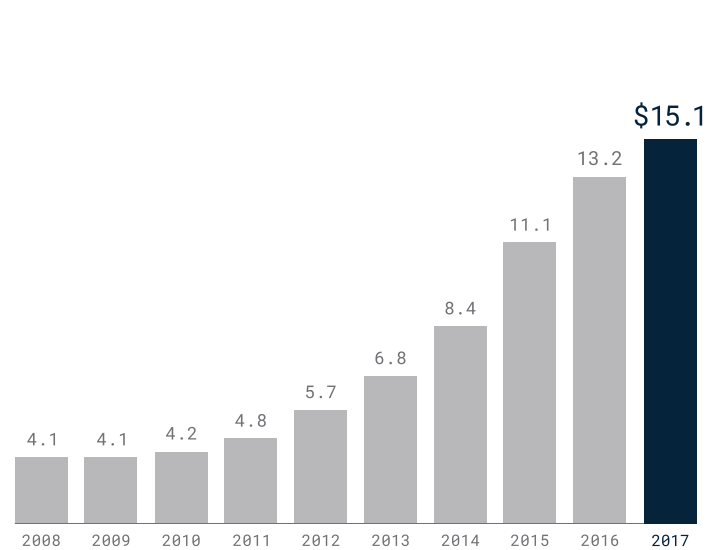


**Western Alliance
Bank is Rated
Investment Grade**

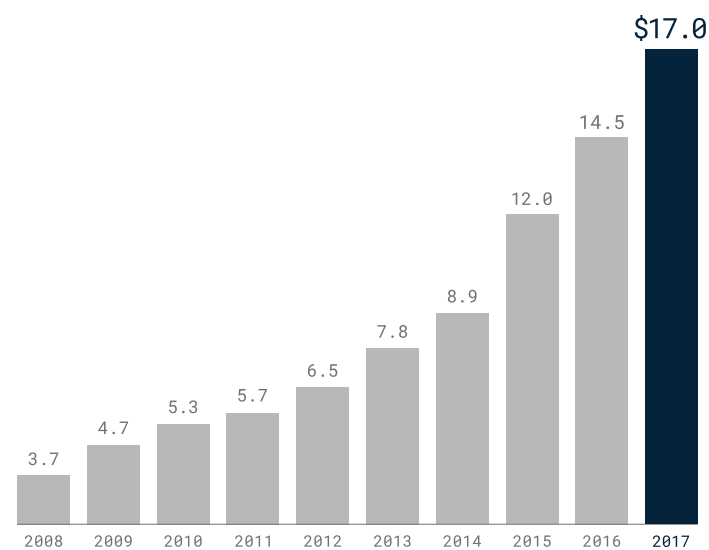


7,500
lending
relationships

Total Loans
\$15.1 Billion

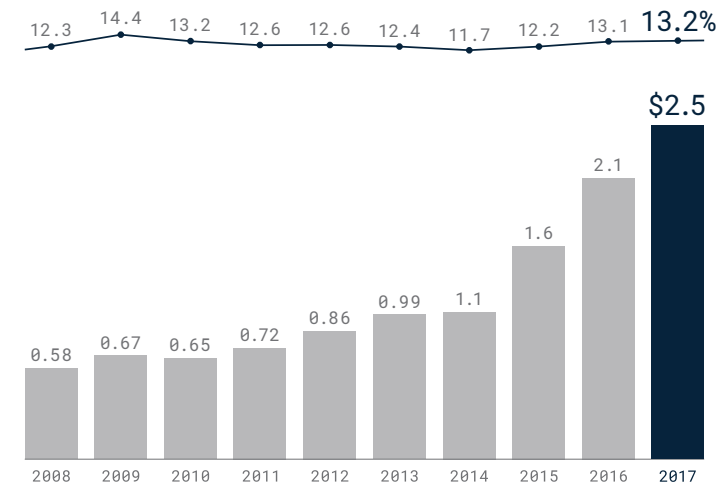


Total Deposits
\$17.0 Billion



Total Regulatory Capital
\$2.5 Billion

*Capital ratios for December 31, 2017 are preliminary until the Call Report is filed.



Accolades

INSTITUTIONAL INVESTOR

2018 All-America Executive Team, Robert Sarver, #3 Best CEO and Dale Gibbons, #1 Best CFO

FORTUNE MAGAZINE

100 Fastest Growing Companies List

SANDLER O'NEIL + PARTNERS

2018 Top Pick & Investment Idea

CLIENT STORIES

HOW WESTERN ALLIANCE HELPED SERENO GROUP DO THINGS DIFFERENTLY

Disrupting Residential Real Estate in Silicon Valley

Sereno Group does things differently. It might seem trite to describe a company based in Silicon Valley as “disrupting” a traditional industry – in this case, buying and selling residential real estate. But that is exactly what Sereno Group has accomplished.

Launched in 2006, Sereno Group started with one office in Los Gatos, Calif., and 27 agents. Today the company has 10 locations in communities across the Bay Area, nearly 400 people companywide, and the business is on track to reach \$3 billion in sales in 2017 – its best year yet.

What really sets this industry leader apart is the company’s dedication to sound environmental practices and its out-of-the-box philanthropy program – 1% for Good, inspired by the founders of Patagonia. The company launched the program in 2012 and donates 1% of gross revenues to local charitable causes and since then has contributed roughly half a million dollars a year.

“The thing I am most proud of – other than the amazing people that we get to work with every day – is the giving that our people do. So the one ranking we will brag about all day long is our place on the Silicon Valley Business Journal’s list of Top 50 Corporate Philanthropists. When I see our company up there with massive, international corporations, it just makes me so proud,” says CEO, Chris Trapani.

Having a banking resource that understands his company’s unique values, vision and history is important to Trapani. “The bank has been with us from the beginning. I appreciate the fact that the bank actually recognizes the fight we’ve fought, what we’ve done and where we are now. That acknowledgement is really important to us in a banking partner.”

WHAT OUR CLIENTS SAY



One of the main reasons I’d recommend the bank is that there’s a personal attention and there’s a care for us as individuals and for our company. They are willing to go the extra mile and that gives us a level of confidence with our business, knowing that they’re in this with us.”

Chris Trapani
Founder and CEO of Sereno Group



WesternAllianceBank.com

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