

WESTERN ALLIANCE BANCORPORATION (WAL)

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Western Alliance Bancorp

*Corporate Profile:
One of the country's top performing banking companies*

- *TOP 10 — FORBES BEST BANKS IN AMERICA 2016-2019*
- *\$23.1B IN ASSETS*
- *85,000 COMMERCIAL ACCOUNTS*
- *1,787 EMPLOYEES*
- *47 OFFICES*
- *34% EPS GROWTH 2017-2018*

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Western Alliance Bancorp

- Las Vegas-based holding company with regional banks operating in Nevada, Arizona, and California
- The bank offers:
 - *retail banking services*
 - *focuses on mortgages for retail customers and*
 - *commercial loans, mainly for real estate*
 - *manages investment portfolios for Western's clients and clients of other banks.*

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Western Alliance Bancorporation
Western Alliance Bank
(primary subsidiary)

Bank Divisions



Alliance Bank
of ARIZONA

A division of Western Alliance Bank. Member FDIC.



BANK OF NEVADA

A division of Western Alliance Bank. Member FDIC.



BridgeBank

A division of Western Alliance Bank. Member FDIC.



FIRST INDEPENDENT BANK

A division of Western Alliance Bank. Member FDIC.



TORREY PINES BANK

A division of Western Alliance Bank. Member FDIC.



Alliance Association Bank

A division of Western Alliance Bank. Member FDIC.

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National Business Lines

- Alliance Association Bank
- Mortgage Warehouse Lending
- Corporate Finance
- Public and Non-Profit Finance
- Equity Fund Resources
- Renewable Resource Group
- Hotel Franchise Finance
- Resort Finance
- Life Sciences Group
- Technology Finance

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Western Alliance Bancorp

Full Service Banking

- *Checking and Savings*
- *Loans**
- *Treasury Management*
- *International Banking*
- *Card Services*
- *Personal Banking*

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Western Alliance Bancorp

Business Solutions

- *Business Checking and Savings*
- *Business escrow services*
- *Loans and Credit*
- *Card services*
- *International services*
- *Settlement services*
- *Treasury Management*
- *Personal banking*

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Western Alliance Bancorp

3/29/2016 News Announcement

- WALs wholly owned subsidiary, Western Alliance Bank,
- has signed a definitive agreement to acquire GE Capital's domestic select-service hotel franchise finance loan portfolio.
- The acquisition includes loans outstanding of about \$1.4 billion.
- Additionally, approximately 35 members of GE Capital's team that is focused on this sector and already based in Scottsdale, Ariz., will become part of Western Alliance.
- They paid \$1.28B

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Western Alliance Bancorp

Strengths

- Strong financials
- Concentrated area for each bank
- Caters to special business needs
- Concentrates venture capital under Bridge Bank

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Western Alliance Bancorp

Weaknesses

- Emphasis on mortgage business
- Concentration in one area of nation
- One bank (Bridge) handles private equity
- Inherently cyclical

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Western Alliance Bancorp

Opportunities

- Strong finances allow it to acquire and expand
- Catering to special business needs is attractive to clients and makes them sticky

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Western Alliance Bancorp

Threats

- Another recession based on real estate/construction
- Competition from other growing banks
- Big bank regulation covers them too

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Western Alliance Bancorp

Questions So Far ???

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