



TORREY PINES BANK

Member FDIC

MEDIA RELEASE

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TORREY PINES BANK MARKS TENTH ANNIVERSARY WITH CONTINUED COMMITTMENT TO HELP BUSINESSES GROW, ADVANCE LOCAL ECONOMIES

- 'We're only just getting started', says CEO of Torrey Pines Bank about his institution's focus on prudent banking practices, providing direct access to banking experts and lending that have allowed it to thrive in San Diego, Los Angeles and The Bay Area, despite economic ups and downs -

SAN DIEGO, May 21, 2013 – Torrey Pines Bank, a leading California business bank and an affiliate of Western Alliance Bancorporation, is announcing it is celebrating its ten-year anniversary this month with a continued commitment to strong growth, based on providing customers with direct access to local experts who can help them obtain lending, achieve their dreams and advance the economy through job creation. Executives attribute the bank's success to its prudent banking practices, strong focus on customers and commitment to providing them with leading bankers that hail from the areas in which they serve.

A decade ago, Robert Sarver, Gary Cady and a handful of seasoned banking professionals started Torrey Pines Bank with a single office, \$20 million in initial capital, and the support of its parent company Western Alliance (WAL). Their dream was to offer something unique--a local business bank that offered higher levels of service and financial capacity with direct access to decision-makers. Today it has grown to 235 full-time employees, \$1.95 billion in assets and 11 full-service offices, including expansion into the Los Angeles and San Francisco Bay Area markets.

Torrey Pines Bank is especially proud of its strong focus on lending to help businesses expand, create jobs and stimulate the local economy throughout economic ups and downs. While many banks retracted access to funding during the recent economic downturn, Torrey Pines Bank experienced one of its greatest surges in lending, giving local businesses the reliability of a conscientious financial partner at a time when they needed it most. As of first quarter 2013, Torrey Pines Bank holds \$1.4 billion in loans. Its deposits and revenue remain strong at \$1.7 billion and \$21.8 million respectively, and asset quality continues to be solid, with return on assets at 1.3% and non-performing assets at 0.38% in first quarter 2013. It has been recognized as San Diego County's number one community bank SBA 504 lender for eight consecutive years, a testament to the fact that the bank has had a tremendous impact and has helped businesses create jobs and stimulate the local economy.

"We are proud to have guided customers through extreme economic downturn, to have helped them create opportunities where many saw that none existed. This is what we champion and celebrate," said CEO Gary Cady. "From day one, every initiative, every decision, has been the result of our customer-

centric strategy centered on providing direct access to our all-star team of seasoned bankers. We ask more questions, dive deeper, explore every opportunity and carefully consider all the possible consequences to advise our customers accordingly.”

In addition to its focus on customers, Torrey Pines Bank has helped to champion the careers of more than 400 employees, including hiring over 200 individuals in the past four years alone and facilitating over 150 promotions and career-development moves during the same period. The bank is proud of offering a stable employment and banking environment, with 23 of its 28 original employees continuing to contribute to the bank’s vitality.

It also maintains a rich history of giving back, with close to a half a million dollars given to charitable causes in 2012. Many of its executives sit on boards of nonprofit organizations including The Brain Injury Foundation, The Jenna Druck Foundation, The Alzheimer’s Association of San Diego and Imperial County, The Alameda County Women’s Initiative, to name a few. It will mark its anniversary with a \$200,000 campaign to support non-profits. As part of that campaign the bank will make donations to the YMCA, Neighborhood House Association, American Heart Association, The Old Globe Theatre, San Diego Symphony, San Diego Opera, La Jolla Playhouse, Grossmont Hospital Foundation and many more. It will also host a number of volunteer days, dedicated to offering service hours to community organizations.

Recently Torrey Pines Bank received a “Superior” ranking, the highest category and “simply the best by all measures”, in IDC Management’s fourth quarter report of *Bank Management Review*. It was also one of only 35 California banks to be recognized by the Findley Reports for achieving “Super Premier” performance and was named “Most Admired San Diego Company” by *San Diego Metro* (2011) and “Development Partner of the Year” by the San Diego Housing Federation (2011). Recently it was honored as the Supplier Partner of the Year to the Neighborhood Market Association, and its CEO, Gary Cady, is a *San Diego Business Journal* 2012 “Most Admired CEO Award” Honoree.

“Setting aside all the metrics we could use to measure our success, we are most grateful that so many of our customers consider us valued partners in their endeavors. They trust us with their dreams, and we do our best to help bring those visions to fruition,” said Gary Cady. “As we celebrate our ten-year anniversary, we’ll remind ourselves that as far as we have come, there is still much for us to learn about the communities and people we serve. There are still so many customers who can benefit from our approach, and so many new ways we can serve them, that are yet to be discovered. Our first ten years have been astounding, but it’s just a beginning...we’re just getting started.”

About Torrey Pines Bank

Torrey Pines Bank is a California-chartered commercial bank, providing commercial and financial services to small and middle market businesses, and personal banking services to proprietors, employees, executives and consumers desiring a personal banking relationship.

Information about products and services offered by Torrey Pines Bank is available at www.torreypinesbank.com.

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