



TORREY PINES BANK

MEDIA RELEASE

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TORREY PINES BANK OPENS NEW OFFICE LOCATION IN BEVERLY HILLS

-- Community-focused business bank expands to Beverly Hills; local veteran banker, Kathleen Chapman, to lead in providing premium service and product solutions --

San Diego and Beverly Hills, CA, April 11, 2012 – Torrey Pines Bank, a leading commercial bank in California and an affiliate of Western Alliance Bancorporation, announced today the establishment of a new office in Beverly Hills. Located in the heart of the desirable Golden Triangle area on the corner of Crescent and Wilshire at 9355 Wilshire Boulevard, the office will be open for business on Monday, April 16 and will continue to advance the bank’s mission of providing the highest level of business banking and personalized service.

The new Beverly Hills office will serve West Los Angeles communities, including Beverly Hills, Century City, Westwood, Brentwood and Santa Monica. With the addition of its newest location, Torrey Pines Bank now offers 12 full-service offices and one loan production office in Los Angeles, San Diego and the San Francisco Bay Area.

With 23 years in the banking industry, Kathleen Chapman will oversee the Beverly Hills office as senior vice president, regional manager. She will be responsible for the financial performance of the operation and for delivering upon the bank’s commitment to providing customized solutions and a high level of service to clients. Chapman reports to Paul Donaldson, division president for the Los Angeles Market for Torrey Pines Bank, based in the institution’s 601 W. 5th Street office in Los Angeles. Margarit “Maggie” Ogtanyan, who brings 24 years in the industry and a deep expertise in banking operations to Torrey Pines Bank, will serve as vice president, customer service manager for the new Beverly Hills office.

“At Torrey Pines Bank, we are proud to be recognized by our clients for providing personalized products and services that meet their needs. Emerging customer trends reflect that local business owners and executives want a more personal relationship with their bank. We see this as an opportunity for Torrey Pines Bank to continue to fill that gap with a broad array of products and a heightened level of service, delivered through responsible banking practices. We believe local business owners and executives will be pleasantly surprised by the service that they receive from Torrey Pines Bank,” said Paul Donaldson. “With Kathleen Chapman at the helm of our new office, we look forward to continuing to provide customers with access to capital, experienced local bankers and the attention they deserve.”

Clients of the new Beverly Hills office will be able to access business and personal deposit accounts, loans and lines of credit and equipment financing solutions, plus robust cash management services. Professionals in the area will also benefit from products and services that directly address their needs, including offerings specific to the legal, healthcare and not-for-profit communities, as well as to women business owners and executives. In addition, they will have access to a relationship banker who can serve as a single point of contact for both business and personal banking.

With the support of its holding company, Western Alliance Bancorporation, a \$7 billion regional bank holding company, the bank can offer clients commercial real estate loans three to five times higher than other community banks. Not-for-profit customers also can benefit from the bank's program for 501 (c) 3 organizations including higher yields and unlimited FDIC insurance on deposit account types.

"I'm excited about the opportunity to bring a quality institution like Torrey Pines Bank to the Beverly Hills market," said Kathleen Chapman. "There is a huge opportunity here for local businesses, physicians, attorneys and others in the area to benefit from the capacity and unique level of service for which Torrey Pines Bank is known. I look forward to helping small businesses grow and assisting competitive, well-established businesses to find new opportunities.

Torrey Pines Bank started in 2003 with \$20 million in initial capital and a single office with seven employees. The bank recently announced a continued increase in revenues, net operating income, loans, and deposits in fourth quarter 2011, as well as \$1.7 billion in assets, strong capital and financial growth overall. Its non-performing assets are just 0.5% of total assets and capital levels exceed FDIC requirements.

The bank was awarded "Best Place to Work" by the Society of Human Resources Management in 2006 and was honored with the Peak Performance award by National University in 2010.

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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