

## Phoenix-based Western Alliance Bancorporation gets high marks in performance study

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*By: Russ Wiles, The Arizona Republic*

Western Alliance Bancorporation of Phoenix scored near the top of midsized banks in a study. It was the only Arizona company included in the rankings by Bank Director. The Phoenix-based parent of Alliance Bank of Arizona ranked 11th among mid-sized banks nationally in a survey tracking profitability, capital strength and asset quality.



Western Alliance Bancorporation was the only Arizona-based company to be evaluated of the 300 banks tracked by Bank Director, a magazine and online resource for the executives and directors who run financial institutions. Western Alliance finished near the top of 102 mid-sized banks, with high scores for profitability, a middling rank for capital strength and both high and low grades for asset quality. Mid-sized banks were classified as those with assets between \$5 billion and \$50 billion. Capital One Financial had the top ranking of 20 giant banks – those with more than \$50 billion in assets. Among other big financial institutions operating but not headquartered in Arizona, U.S. Bancorp ranked third, Wells Fargo fourth, JP Morgan Chase 18th and Bank of America 20th.

No Arizona companies were included among the 178 financial institutions ranked in the small-bank category. Bank Director's 2015 Bank Performance Scorecard was based on 2014 financial numbers for the institutions. Top-performing banks typically follow strategies that give them an edge, according

to the study.

“Superior financial performance in the banking industry is often determined by having a strategy that differentiates one bank against its competitors in a meaningful way, and then doing a great job of executing that strategy,” Jack Milligan, Bank Director’s editor, said in a statement.

Western Alliance operates banks in Arizona, Nevada and California. In its most recent earnings report, for the 2015 second quarter, it posted net income of \$34.7 million, or 39 cents a share, down slightly from a profit of \$35.5 million, or 40 cents a share, one year earlier. Interest income, a measure of revenue, rose to \$116.7 million from \$101.9 million one year earlier. The latest numbers include the recent purchase of Bridge Capital Holdings. “At midyear, Western Alliance’s assets, loans and deposits were up more than 30 percent compared with mid-2014. The company also said it added almost 300 workers in that time period, with 1,411 employees compared with 1,112 in mid-2014.