EARNINGS CALL

1st QUARTER 2020

April 17, 2020

Forward-Looking Statements

This release contains forward-looking statements that relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. Examples of forward-looking statements include, among others, statements we make regarding our expectations with regard to our business, financial and operating results, future economic performance and dividends, and the impact to the Company's allowance and provision for credit losses and capital levels under the new current expected credit loss (CECL) accounting standard. The forward-looking statements contained herein reflect our current views about future events and financial performance and are subject to risks, uncertainties, assumptions and changes in circumstances that may cause our actual results to differ significantly from historical results and those expressed in any forward-looking statement. Some factors that could cause actual results to differ materially from historical or expected results include, among others: the risk factors discussed in the Company's Annual Report on Form 10-K for the year ended December 31, 2019 as filed with the Securities and Exchange Commission; the potential adverse effects of the ongoing COVID-19 pandemic and any governmental or societal responses thereto, or other unusual and infrequently occurring events; changes in general economic conditions, either nationally or locally in the areas in which we conduct or will conduct our business; inflation, interest rate, market and monetary fluctuations; increases in competitive pressures among financial institutions and businesses offering similar products and services; higher defaults on our loan portfolio than we expect; changes in management's estimate of the adequacy of the allowance for credit losses; legislative or regulatory changes including in response to the COVID-19 pandemic such as the Coronavirus Aid, Relief and Economic Security Act ("CARES Act") and the rules and regulations that may be promulgated thereunder; or changes in accounting principles, policies or guidelines (including changes related to CECL); supervisory actions by regulatory agencies which may limit our ability to pursue certain growth opportunities, including expansion through acquisitions; additional regulatory requirements resulting from our continued growth; management's estimates and projections of interest rates and interest rate policy; the execution of our business plan; and other factors affecting the financial services industry generally or the banking industry in particular.

Any forward-looking statement made by us in this release is based only on information currently available to us and speaks only as of the date on which it is made. We do not intend and disclaim any duty or obligation to update or revise any industry information or forward-looking statements, whether written or oral, that may be made from time to time, set forth in this press release to reflect new information, future events or otherwise.

Non-GAAP Financial Measures

This presentation contains both financial measures based on GAAP and non-GAAP based financial measures, which are used where management believes them to be helpful in understanding the Company's results of operations or financial position. Where non-GAAP financial measures are used, the comparable GAAP financial measure, as well as the reconciliation to the comparable GAAP financial measure, can be found in the Company's press release as of and for the quarter ended March 31, 2020. These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies.

Impact and Response to COVID-19 Pandemic

Western Alliance is actively engaged with our people, customers and the communities we serve to help weather the current environment and be best positioned for future recovery.

Overview of WAL's COVID-19 Response

- **Focusing on well-being of our people, customers and communities**
  - Mandatory work from home, and COVID prevention recommendations
  - Employees remain healthy and engaged
- Business continuity plan operating as expected
- Began preparing early (Mid- to late-January)
  - Assessed potential risks and mitigants
  - Segregated portfolio into risk segments with senior SMEs leading monitoring & mitigation strategy
  - Accelerated implementing risk management actions in mid-February
  - Tightened underwriting standards
- **Prioritizing asset quality, capital, and liquidity access**
  - Arrived in position of strength and uniquely prepared to address what's ahead
  - Current TCE / TA of 9.4%, in excess of peer levels
  - Significant liquidity access: Robust and diverse deposit sources and $10Bn of available liquidity
  - Stable asset quality entering into recession

Note: Peers consist of 55 major exchange traded banks with total assets between $15B and $150B as of December 31, 2019, excluding target banks of pending acquisitions; S&P Global Market Intelligence.

Impact and Response to COVID-19 Pandemic (cont'd)

Credit & Risk Management Strategy

- Implemented broad-based risk management strategy to manage credit segments on real-time basis
- **Borrower-Level Strategies**: Direct customer dialogue to develop long-term contingency financial plans
  - Risk management conversations with all borrowers >$3MM exposure (86% of portfolio)
  - Focused on monitoring "Burn Months" through the crisis
  - Encouraging full use of borrower cash resources to solve shortfall
- Prioritized PPP loans guaranteed by SBA to provide expedient liquidity to impacted borrowers
- **Streamlined Loan Modification Process**: Partner with clients. Assess willingness and capacity to support business interests

CARES Act Relief

- Prioritized organizational initiatives to support PPP rollout
- **To date, successfully approved >2,600 PPP applications totaling $1.5BN**
- See significant benefits for larger customers under the **Main Street Lending Program**

COVID-19 Mitigating Action (as of April 15, 2020)

	3/31/2020	CARES Act / PPP Requested		Modifications Processing	
	Outstanding	#	$MM	#	$MM
Segments					
Arizona	$3,960	1,040	$393	68	$135
Nevada	$2,297	525	$250	51	$162
No Cal	$1,429	483	$369	5	$17
So Cal	$2,263	450	$213	3	$5
NBLs	$13,217	295	$365	3	$11
Total	**$23,166**	**2,794**	**$1,589**	**130**	**$330**

1st Quarter 2020 | Financial Highlights

	Q1-20	Q4-20	Q1-19
Earnings & Profitability			
Net Interest Income	$ 269.0	$ 272.0	$ 247.3
Operating PPNR[1]	163.4	158.7	148.1
Net Income	84.0	128.1	120.8
EPS	0.83	1.25	1.16
Net Interest Margin	4.22%	4.39%	4.71%
Operating Efficiency Ratio[1]	41.8	43.8	42.0
ROAA	1.22	1.92	2.12
ROTCE[1]	12.18	18.89	20.49
Balance Sheet & Capital			
Total Loans, Gross	$ 23,166	$ 21,123	$ 18,117
Total Deposits	24,831	22,797	20,209
TCE Ratio[1]	9.4%	10.3%	10.3%
Tangible Book Value per Share[1]	$ 26.73	$ 26.54	$ 23.2
Asset Quality			
Provision for Credit losses[2]	$ 51.2	$ 4.0	$ 4.5
Net (Recoveries) Charge-Offs	(3.2)	1.2	1.2
Provision in Excess of Net Charge-Offs[3]	54.4	2.8	3.3
Net (Recoveries) Charge-Offs / Avg. Loans	(0.06)%	0.02%	0.03%
Allowance for Credit Losses / Funded Loans	1.14	0.84	0.91
NPAs[4] / Total Assets	0.33	0.26	0.26

Net Income
$84.0 million

EPS
$0.83

Operating PPNR[1]
$163.4 million

ROTCE[1]
12.18%

Loan Growth
$2.0 billion
9.7%

Deposit Growth
$2.0 billion
8.9%

Tangible Book Value per Share
$26.73

Share Repurchases
1.77 mm shares

Dollars in millions, except EPS

Western Alliance Bancorporation®

1) Refer to slide 2 for further discussion of Non-GAAP financial measures.
2) Upon adoption of CECL on January 1, 2020, Provision for Credit Losses has been modified to also include amounts related to unfunded loan commitments and investment securities. Prior period amounts have been restated to conform to the current presentation.
3) Q1-20 Provision in Excess of Net Charge-Offs represents $0.44 per share, net of tax.
4) Nonperforming assets includes nonaccrual loans and repossessed assets.

Quarterly Consolidated Financial Results

	Q1-20	Q4-19	Q1-19
Interest Income	$ 307.2	$ 315.4	$ 291.2
Interest Expense	(38.2)	(43.4)	(43.8)
Net Interest Income	**$ 269.0**	**$ 272.0**	**$ 247.3**
Operating Non-Interest Income	16.3	15.5	12.6
Net Operating Revenue[1]	**$ 285.3**	**$ 287.5**	**$ 259.9**
Salaries and Employee Benefits	72.1	73.9	68.6
Deposit Costs	7.3	6.8	5.7
Other	42.5	48.1	37.5
Operating Non-Interest Expense[1]	**$ (121.9)**	**$ (128.8)**	**$ (111.8)**
Operating Pre-Provision Net Revenue[1]	**$ 163.4**	**$ 158.7**	**$ 148.1**
Provision for Credit Losses[2]	(51.2)	(4.0)	(4.5)
(Loss) Gain on Sales & Valuation of Assets	(9.8)	(0.5)	2.7
Pre-Tax Income	**$ 102.4**	**$ 154.3**	**$ 146.3**
Income Tax	(18.5)	(26.2)	(25.5)
Net Income	**$ 84.0**	**$ 128.1**	**$ 120.8**
Diluted Shares	**101.7**	**102.1**	**104.5**
Earnings Per Share	**$ 0.83**	**$ 1.25**	**$ 1.16**

Q1 2020 Highlights

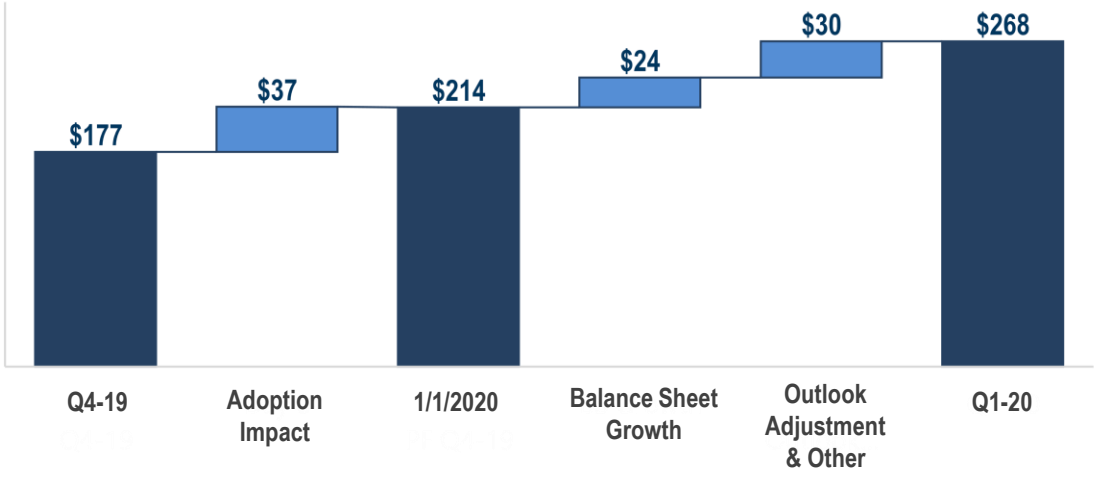
- Net Interest Income decreased $3.0MM primarily as a result of decreased yields on loans and one less day in the quarter, partially offset by lower rates on deposits and interest expense on borrowings
- Provision for Credit Losses increased $47.2MM due to adoption of CECL and emerging risks in the pandemic crisis
- Operating PPNR increased $4.7MM primarily as a result of a decrease in operating expenses
- Loss on Sales and Valuation of Assets consists of FMV losses of $10.4MM on equity securities and $0.9MM on HFS loans, partially offset by a $1.5MM gain on sale of OREO
- Diluted shares decreased 1.7% as a result of opportunistic share repurchases

Dollars in millions, except EPS

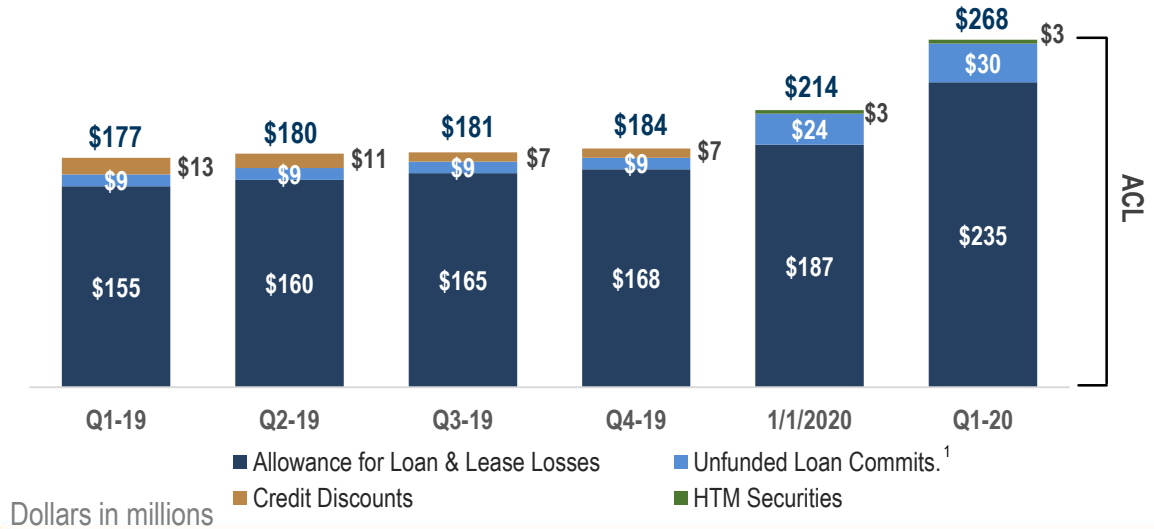
1) Refer to slide 2 for further discussion of Non-GAAP financial measures.
2) Upon adoption of CECL on January 1, 2020, Provision for Credit Losses has been modified to also include amounts related to unfunded loan commitments and investment securities. Prior period amounts have been restated to conform to the current presentation.

CECL and Allowance for Credit Losses ("ACL")

ACL Reserve Build



Allowance for Credit Losses



Dollars in millions

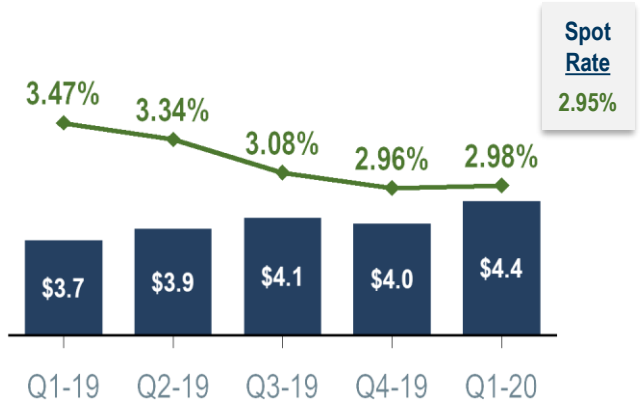
Q1 2020 Highlights

- CECL adoption impact of $37MM comprised of ACL for Loans, Unfunded Loan Commitments and HTM Securities, $19.1MM, $15.1MM and $2.6MM, respectively
  - Capital impact related to CECL adoption is phased in over 5 years
- Provision expense of $51.2MM for Q1, mainly driven by balance sheet growth ($24MM) and change in macroeconomic outlook ($30MM), offset by net recoveries of $3.2MM
- ACL balance of $268MM at Q1-20, an increase of $54MM, driven by the provision expense and $3.2MM of net recoveries

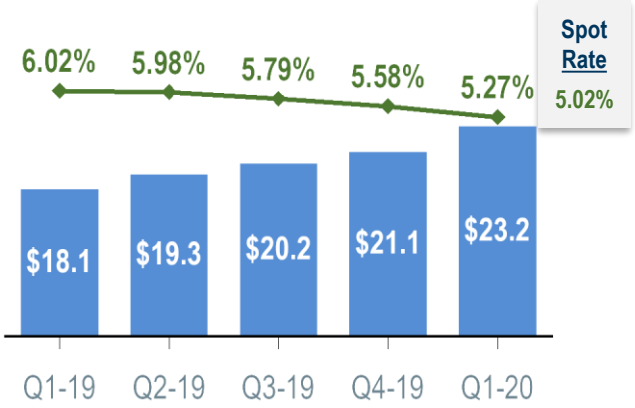
1) Included as a component of other liabilities on the balance sheet

Net Interest Drivers

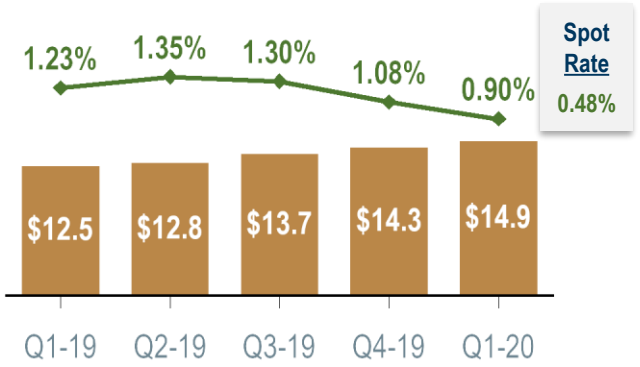
Total Investments and Yield



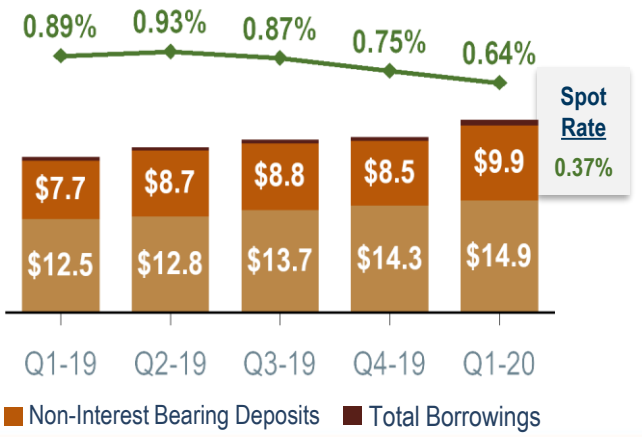
Loans and Yield



Interest Bearing Deposits and Cost



Deposits, Borrowings, and Cost of Liability Funding



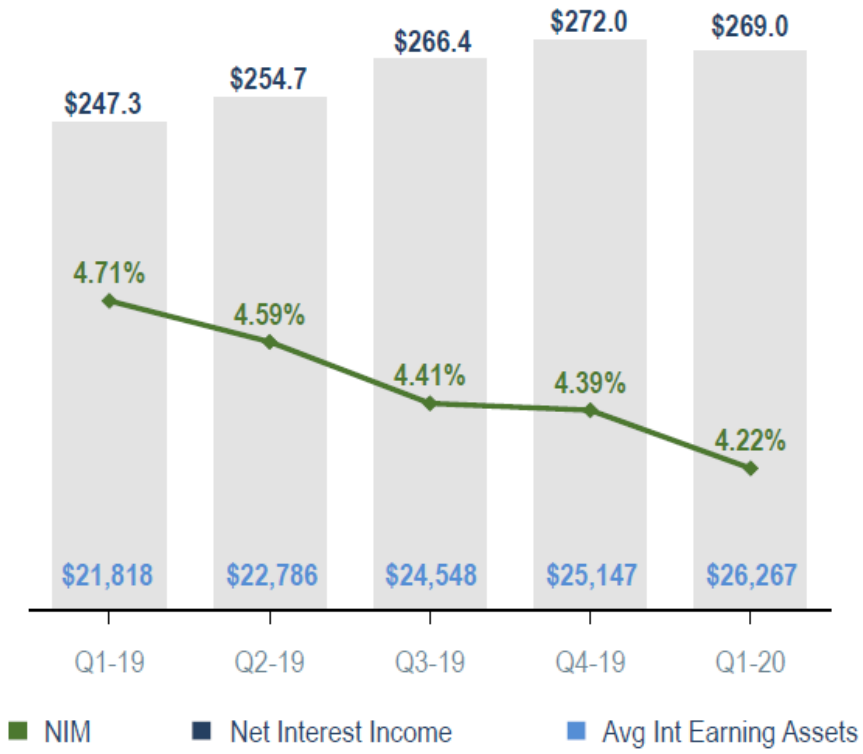
Dollars in billions, unless otherwise indicated

Q1 2020 Highlights

- Loan yields decreased 31 bps points following declines across most loan types, mainly driven by a decline in LIBOR and a flattening yield curve
- Cost of interest-bearing deposits decreased 18 bps due to repricing efforts in a lower rate environment, driving total cost of funds down 11 bps to 0.64%
- Decline from Q1-20 cost of interest-bearing deposits to a spot rate of 48 bps (spot rate of 0.29%, including non-interest DDA) driven by posted rate changes and pushing out high cost deposits

Net Interest Income

Net Interest Income, NIM, and Average Interest Earning Assets



Impacts on Quarterly NIM

	Components	NIM
Q4 - 19		**4.39%**
	Basis Risk	(0.14%)
	Liquidity	(0.03%)
	Mix Shift / De-Risking	0.00%
Q1 - 20		**4.22%**

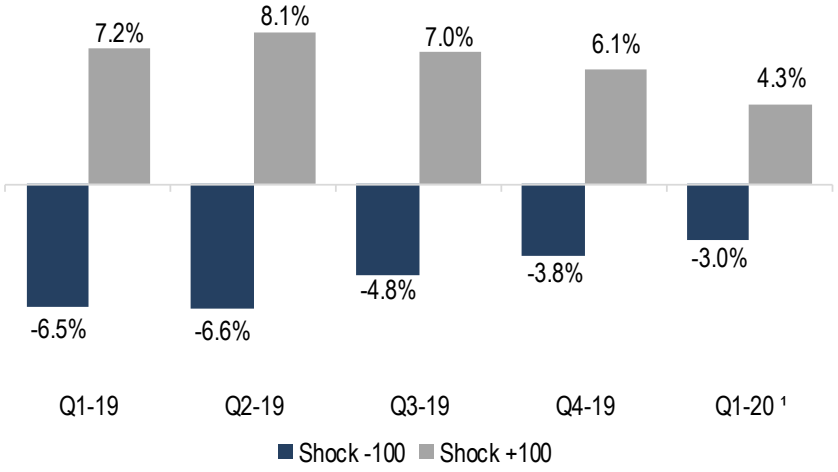
Q1 2020 Highlights

- Strong growth in core deposits, coupled with declining market rates lowered NIM by 17bps

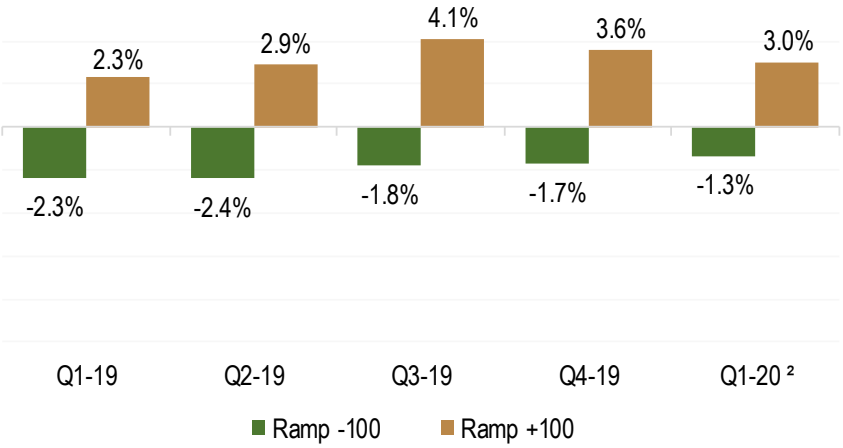
Dollars in millions

Interest Rate Environment

Percentage (Decrease) to Net Interest Income Shock Scenarios



Ramp Scenarios



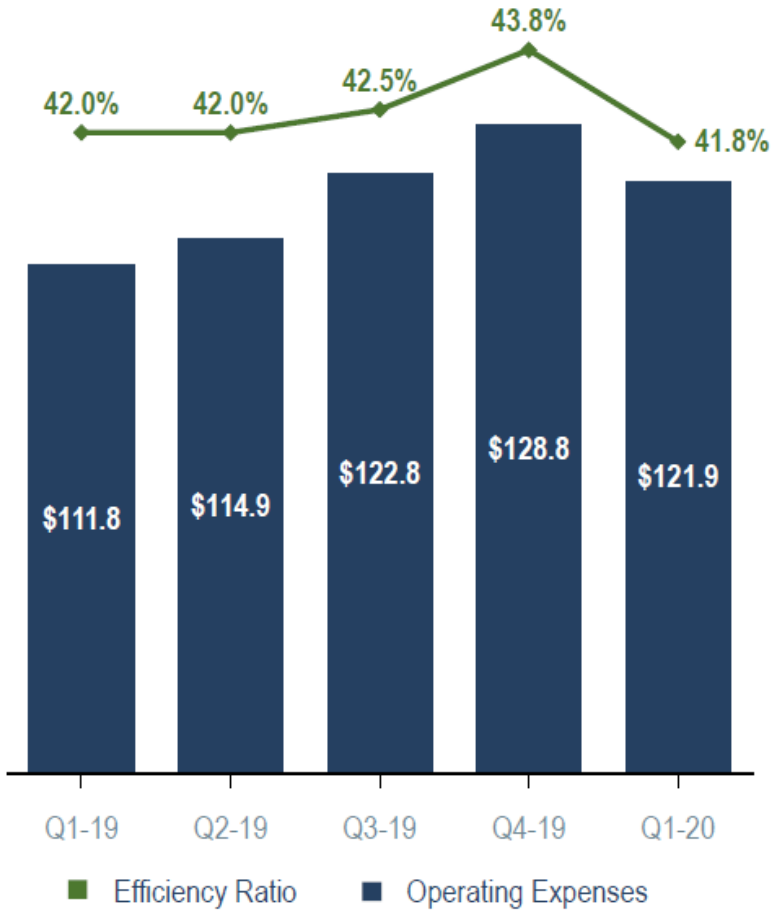
Q1 2020 Highlights

- $9.8Bn, or 66%, of variable rate loans have floors
  - 82% of variable rate loans with floors are at floors
- Fixed rate loans are 29% of total loans
- Adjustable rate loans with more than 12 months remaining on fixed term are 6% of total loans
- Variable rate loans at floors, when combined with fixed rate and long-term adjustable rate loans, totals $16.2Bn
  - 70% of loan portfolio is acting as fixed rate
- Reduced IRR sensitivity in a down shock scenario as:
  - Shifting mix to fixed rate residential loans
  - Floors of variable rate loans have become increasingly in-the-money
  - Increased deposit betas

1) Assumes embedded floors on interest bearing deposits of 5bps and prevents market interest rates from moving below zero percent in down rate scenarios
2) Ramp up assumes a gradual monthly parallel shift of +8.3bps over a 12-month period

Operating Expenses and Efficiency[1]

Operating Expenses and Efficiency Ratio



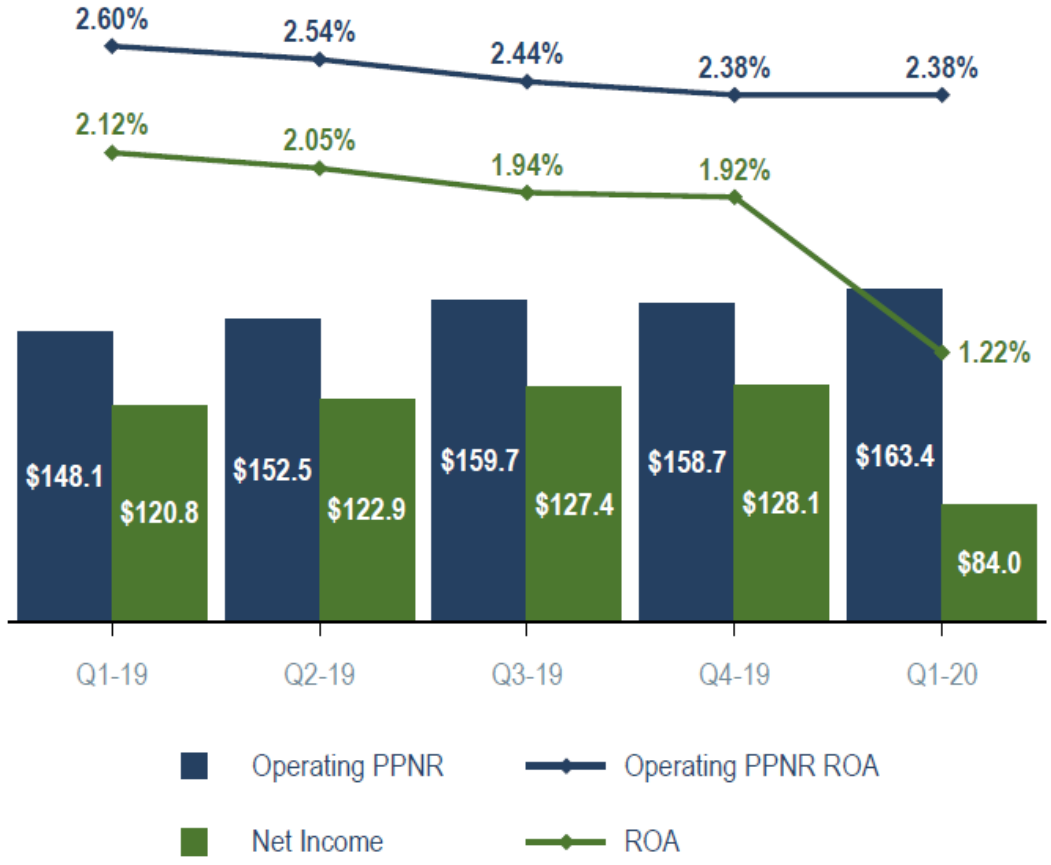
Dollars in millions

Q1 2020 Highlights

- The operating efficiency ratio[1] decreased 200 basis points to 41.8% compared to the prior quarter and 20 basis points over the same period last year
- Improved efficiency was driven by a decrease in compensation and other non-interest expenses

1) Refer to slide 2 for further discussion of Non-GAAP financial measures.

Operating Pre-Provision Net Revenue[1], Net Income, and ROA



Q1 2020 Highlights

- Core earnings remain strong as Operating PPNR ROA[1] remained flat from the prior quarter and decreased 22 basis points from Q1-19
- Decline in Operating PPNR ROA[1] from Q1-19 was directly impacted by margin decline of 17 basis points
- ROA decreased 70 basis points from the prior quarter and 90 basis points from Q1-19
- Provision for Credit Losses of $51.2 million reduced ROA by 61 basis points, after tax

Dollars in millions

1) Refer to slide 2 for further discussion of Non-GAAP financial measures.

Consolidated Balance Sheet

	Q1-20	Q4-19	Q1-19
Investments & Cash	$ 4,771	$ 4,471	$ 4,525
Loans	23,166	21,123	18,117
Allowance for Credit Losses	(235)	(168)	(155)
Other Assets	1,456	1,396	1,306
Total Assets	**$ 29,158**	**$ 26,822**	**$ 23,793**
Deposits	$ 24,831	$ 22,797	$ 20,209
Borrowings	721	410	389
Other Liabilities	606	598	474
Total Liabilities	**$ 26,158**	**$ 23,805**	**$ 21,072**
Shareholders' Equity	3,000	3,017	2,721
Total Liabilities and Equity	**$ 29,158**	**$ 26,822**	**$ 23,793**
Tangible Book Value Per Share[1]	**$ 26.73**	**$ 26.54**	**$ 23.20**

Q1 2020 Highlights

- Loans increased $2.0 billion (9.7%) over prior quarter and $5.0 billion (27.9%) over prior year
- Deposits increased $2.0 billion (8.9%) over prior quarter and $4.6 billion (22.9%) over prior year
- Shareholders' Equity decreased $17 million over prior quarter and increased $279 million over prior year as a function of Net Income, and an increase in the fair value of securities, offset by share repurchases, dividends and the adoption impact of CECL
- Tangible Book Value/Share[1] increased $0.19 (1.7%) over prior quarter and $3.53 (15.2%) over prior year

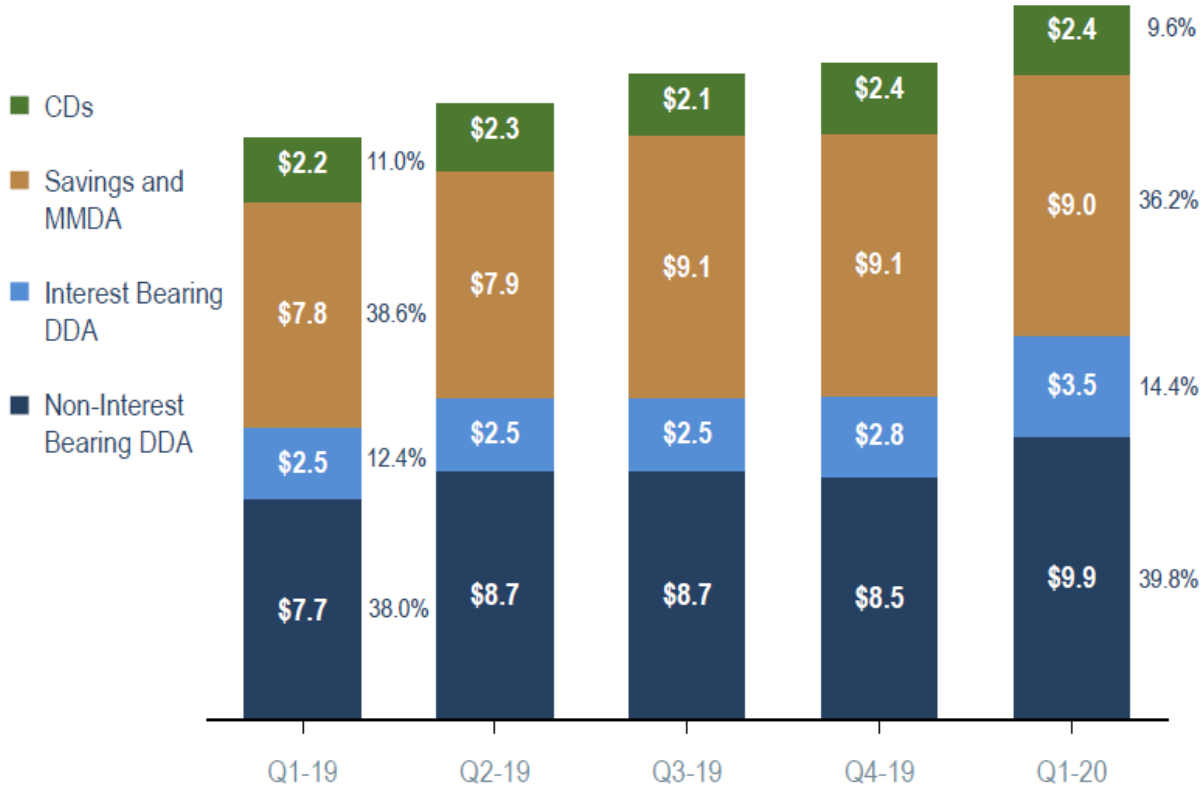
Dollars in millions

1) Refer to slide 2 for further discussion of Non-GAAP financial measures.

Five Quarter Deposit Growth and Composition

$4.6 Billion Year Over Year Growth

	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20
Total Deposits	**$20.2**	**$21.4**	**$22.4**	**$22.8**	**$24.8**
Qtr. Change	***+$1.0***	***+$1.2***	***+$1.0***	***+$0.4***	***+$2.0***



Highlights

Quarter-over-quarter deposit growth of $2.0 billion driven by (in millions):	
Non-Interest Bearing DDA	$ 1,349
Interest Bearing DDA	818
CDs	10
Offset by decreases in:	
Savings and MMDA	(143)
Total	$ 2,034

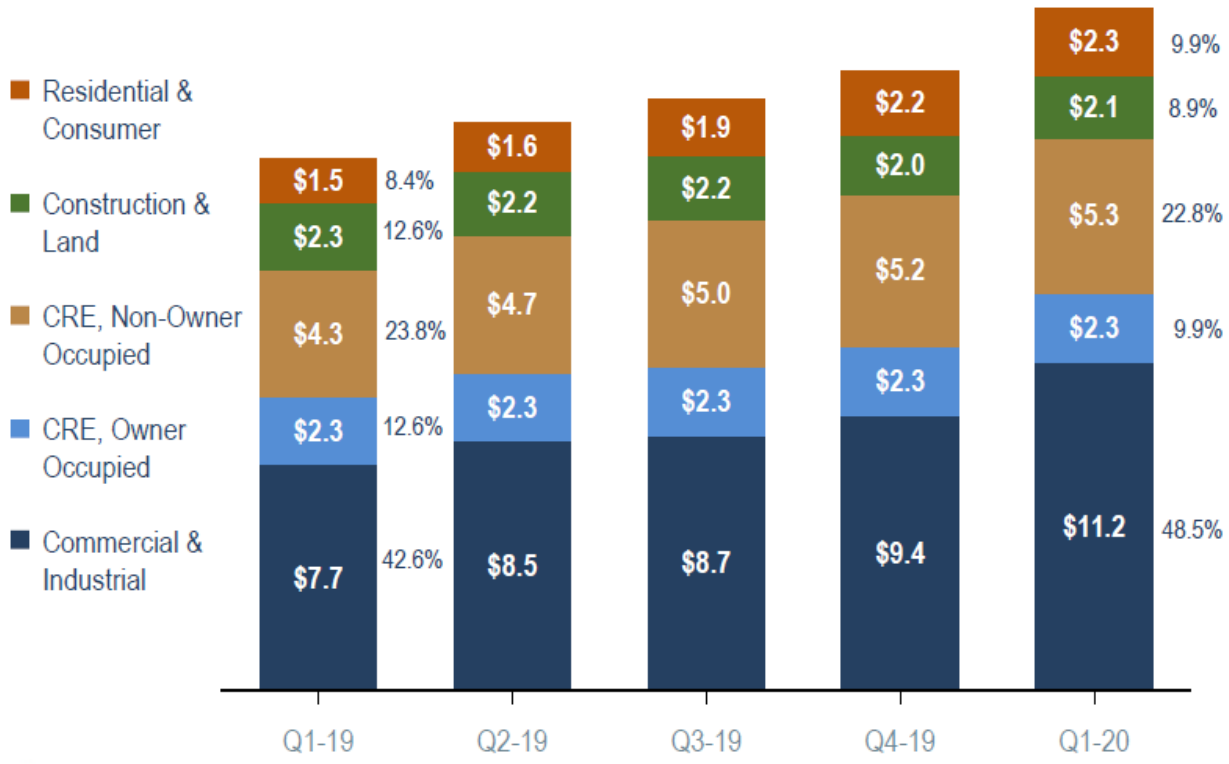
Year-over-year deposit growth of $4.6 billion driven by all deposit types (in millions):	
Non-Interest Bearing DDA	$ 2,207
Savings and MMDA	1,180
Interest-Bearing DDA	1,079
CDs	156
Total	$ 4,622

Dollars in billions, unless otherwise indicated

Five Quarter Loan Growth and Composition

$5.0 Billion Year Over Year Growth

	Q1-19	Q2-19	Q3-19	Q4-19	Q1-20
Total Loans	**$18.1**	**$19.3**	**$20.2**	**$21.1**	**$23.1**
Qtr. Change	***+$0.4***	***+$1.1***	***+$0.9***	***+$1.0***	***+$2.0***



Highlights

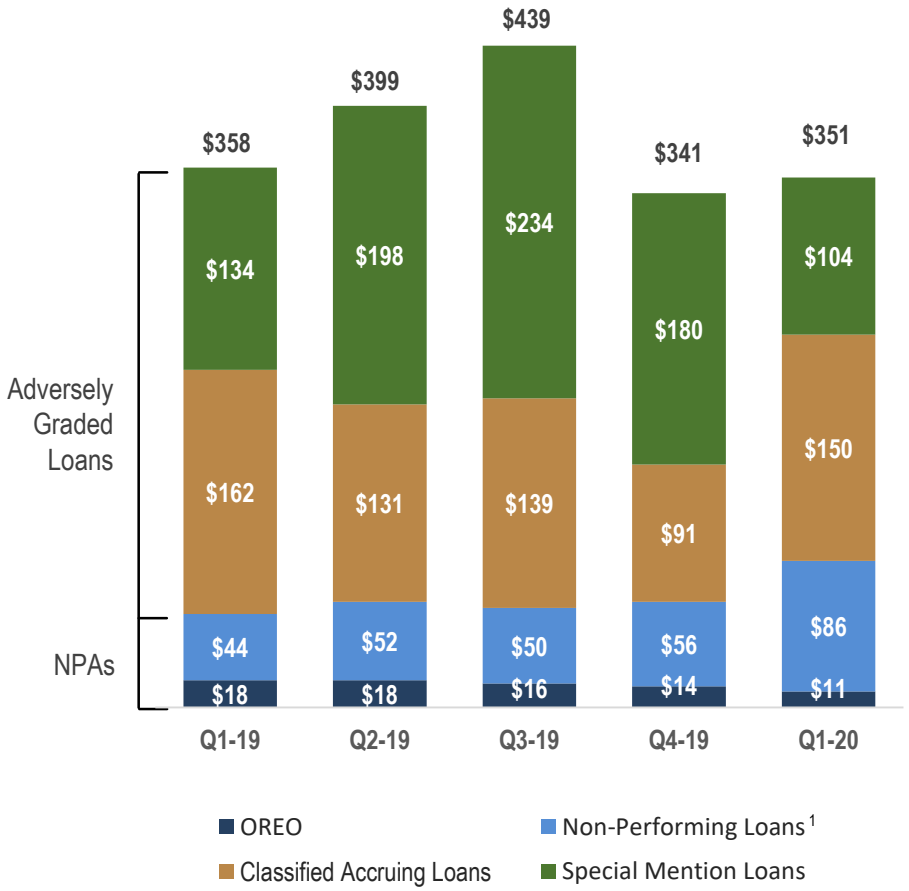
Quarter-over-quarter loan growth of $2.0 billion driven by (in millions):	
C&I	$ 1,822
Construction & Land	107
Residential & Consumer	95
CRE, Non-OO	47
Offset by decrease in:	
CRE, OO	(28)
Total	$ 2,043

Year-over-year loan growth of $5.0 billion driven by (in millions):	
C&I	$ 3,501
CRE, Non-OO	988
Residential & Consumer	780
CRE, OO	4
Offset by decrease in:	
Construction & Land	(224)
Total	$ 5,049

Dollars in billions, unless otherwise indicated

Adversely Graded Loans and Non-Performing Assets

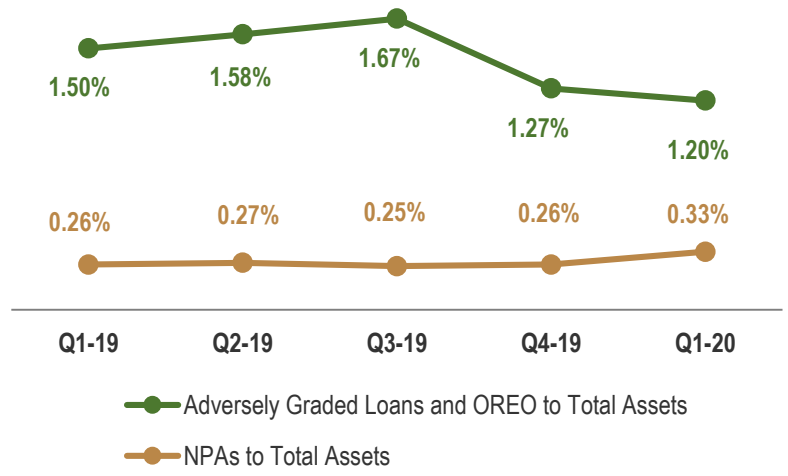
Adversely Graded Loans and OREO



Q1 2020 Highlights

- Total Adversely Graded Loans plus OREO of $351MM (1.20% to Total Assets) increased $10MM in Q1
- NPAs of $97MM (33bps to Total Assets) increased $27MM in Q1 primarily due to HFS loan moving to non-accrual status

Asset Quality Ratios

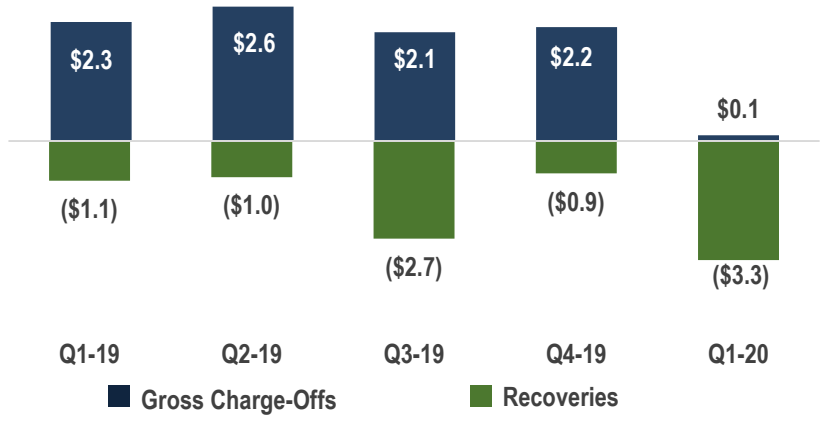


Dollars in millions

1) Includes HFS loans

Credit Losses and ACL Ratios

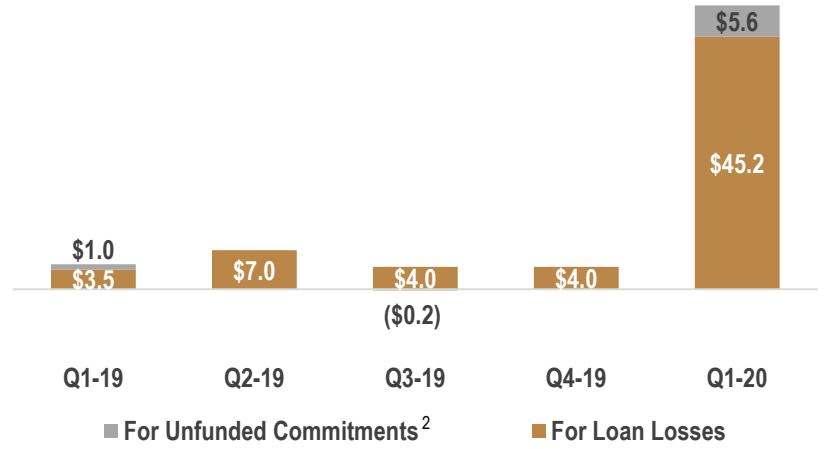
Gross Charge-offs and Recoveries



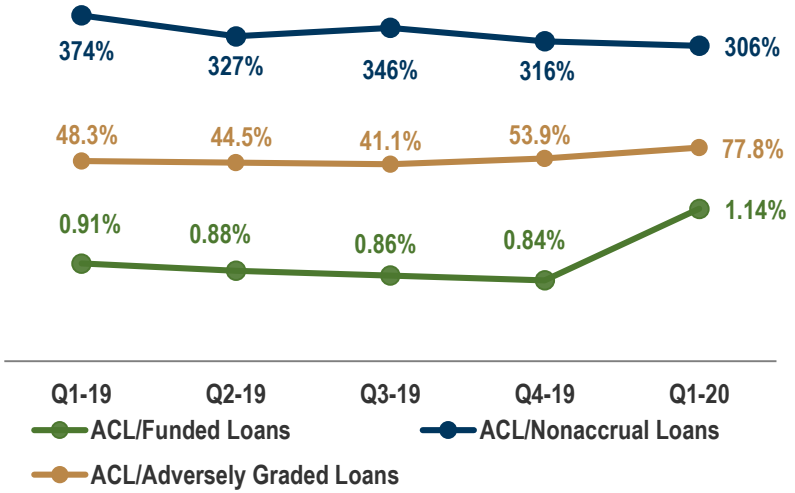
Q1 2020 Highlights

- Net recoveries of $3.2MM, (6bps), compared to net charge-offs of $1.2MM, 3bps, in Q1-19
- Provision expense increased to $51.2MM, driven by the adoption of CECL and balance sheet growth in Q1
- ACL / Funded Loans increased 30bps to 1.14% in Q1 as a result of CECL adoption and increased provision expense related to Q1-20 loan growth

Provision for Credit Losses[1]



ACL Adequacy Ratios



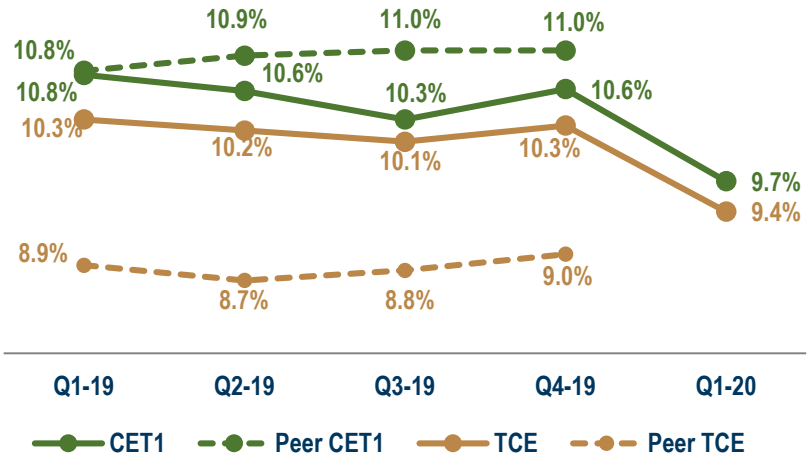
Dollars in millions

Western Alliance Bancorporation®

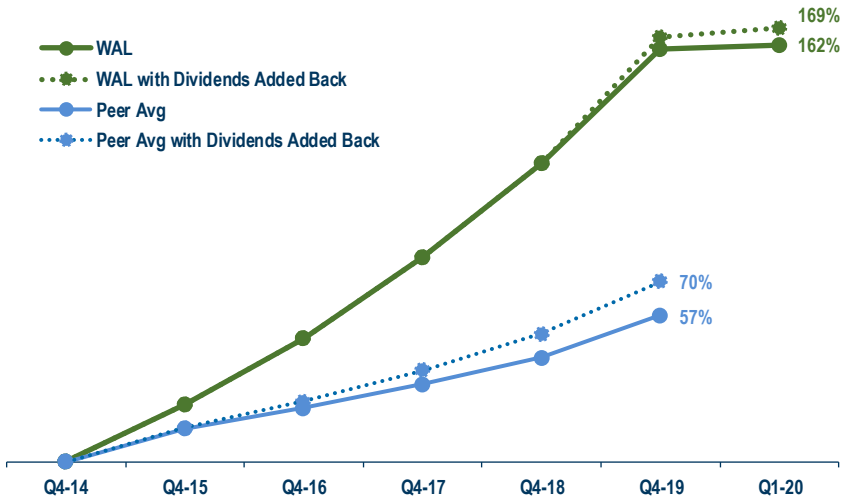
1) Does not include $0.3 million provision for HTM Investment Securities
2) Included as a component of provision for credit losses in the income statement

Strong Capital Base

Robust Capital Levels



Long Term Growth in TBV per Share



Q1 2020 Highlights

Tangible Common Equity / Tangible Assets Drivers

- During the quarter TCE/TA declined 90bps
- Negatively impacted by:
  - Balance sheet growth (-76bps impact)
  - Quarterly capital actions including the dividend and share repurchases (-33bps impact)
  - Provision expense (-16bps impact)

Tangible Book Value per Share Drivers

- Q1 TBVPS grew $0.19 in Q1 to $26.73
- Negatively impacted by:
  - Quarterly capital actions (-$0.86)
  - Provision expense (-$0.41)
  - CECL adoption (-$0.24)
- Benefited from:
  - Net income (+$0.83)
  - Reduction of shares outstanding (+$0.45)

Western Alliance Bancorporation®

Note: Peers consist of 55 major exchange traded banks with total assets between $15B and $150B as of December 31, 2019, excluding target banks of pending acquisitions; S&P Global Market Intelligence.

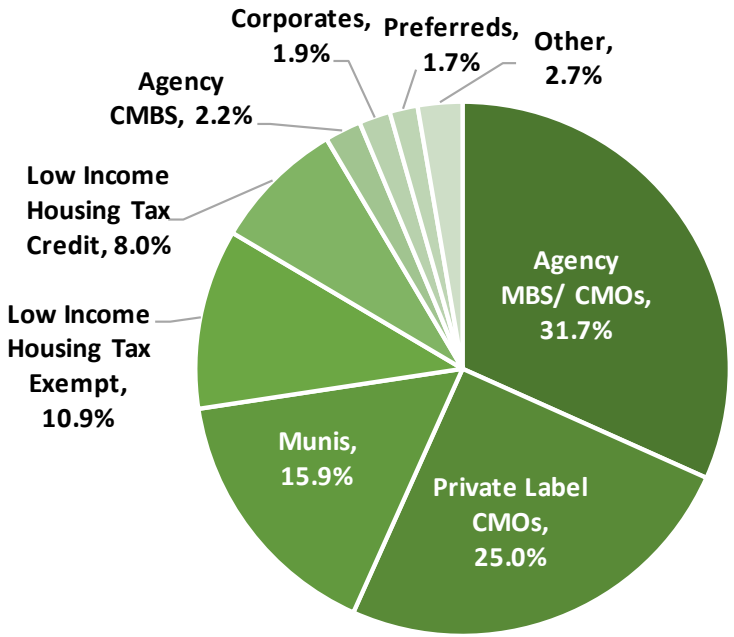
Ample Liquidity Access

Liquidity Access

- Loan growth funded through core deposits
- Access to $10Bn of liquidity
- $7.0Bn in unused borrowing capacity
  - Federal Reserve: $1.3Bn
  - FHLB: $4.3Bn
  - Correspondent banks: $1.4Bn
- $2.6Bn unpledged marketable securities
- Cash of $416MM

Investment Portfolio

- Total Carrying Value of Investment Portfolio ($4.7Bn)
- 96.3% of the rated portfolio is investment grade



Hotel Franchise Finance Overview

Financial flexibility is maximized through deep industry expertise, strong operating partners, and conservative underwriting structure

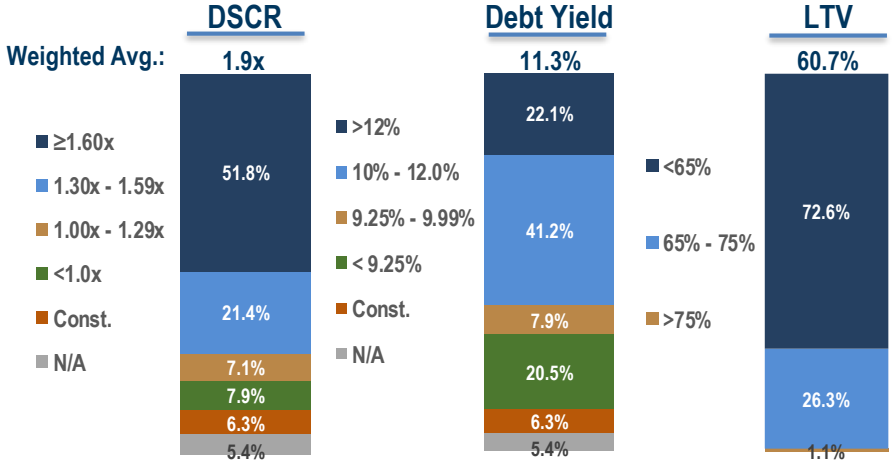
Hotels By Product

($ in million)	# of Hotels	As of 3/31/2020 Commitment	Outstanding	Avg. Outstanding
CRE Investor (Term Loan)	163	$1,881	$1,810	$11.1
Proj. Improvements (PIPs)	N/A[1]	$122	$23	$0.8
Construction	12	$297	$126	$10.7
C&I	0	$25	$19	$19.0
Total	**175**	**$2,325**	**$1,978**	**$11.3**

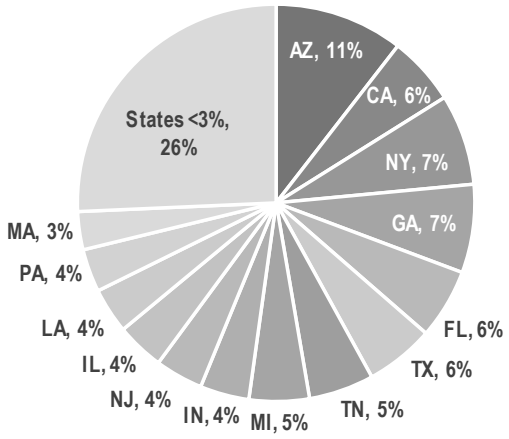
Q1 2020 Highlights

- Direct dialogue with sophisticated sponsors drives plan to conserve cash and fund operations
- 65% LTC discipline supports thoughtful structures through the trough
- $1.98Bn (8.5%) of loan portfolio
- Q1 total net loan growth of $48MM
- PIPs and Construction loans allow checkpoint on draws

Conservative underwriting provides meaningful cash flow cushion; focused on Loan-to-Cost



Geographic Diversification



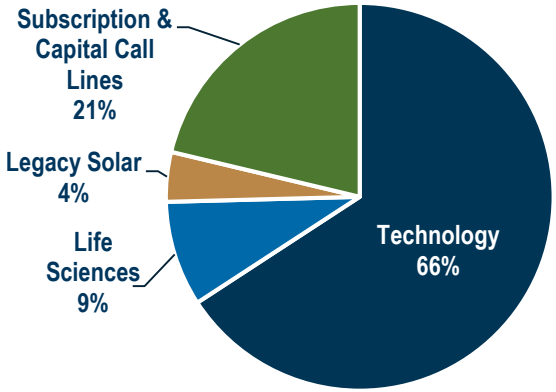
- 52% of commitments in Top 25 MSAs
- 70% in Top 50 MSAs

1) PIP notes are always part of a larger hotel term loan facility; therefore, 28 hotels with PIPs are included in CRE Investor

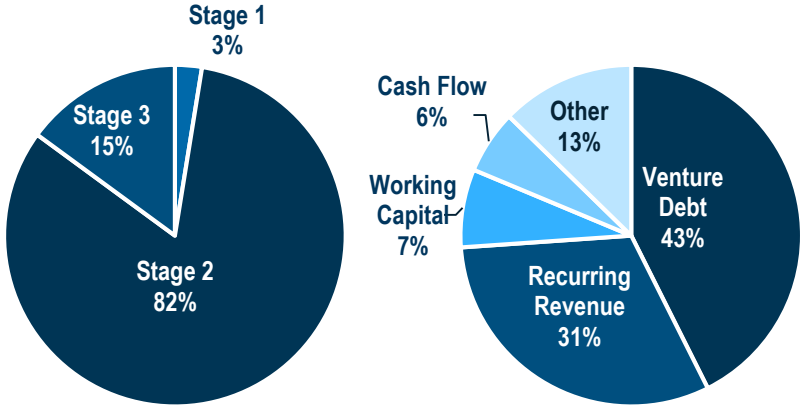
Technology & Innovation Overview

Primarily focused on established growth companies with successful products and strong investor support, which provides greater operating and financial flexibility

Tech. & Innovation Loans by Segment



Technology Lending



Q1 2020 Highlights

- $2.1bn (8.9%) of loan portfolio
- Q1 total net loan growth of $502MM
  - 73% in Technology; $176MM attributed to LOC drawdowns
  - 25% subscription and capital call lines
- Total portfolio commitments grew 9.1% to $3.4Bn in Q1
- Total portfolio utilization increased to 59.8% from 49.3%
- Warrant income totaled $1.1MM in Q1
- There were no Tech & Innovation charge-offs or recoveries in Q1 2020
- Seeing continued Sponsor support

Note: Stage 1: Early stage/emerging growth companies with at least $5MM in sales. Stage 2: Later stage growth companies; typically have had multiple rounds of investment, a successful product introduction, sufficient revenues to demonstrate product acceptance, and a path to profitability. Stage 3: Public or privately held; financial statements show history of profits to cover debt and capex obligations.

Management Outlook

- Pre-Provision Net Revenue
- Asset Quality
- Capital and Liquidity

Questions and Answers