

# Financial Fact Sheet

NASDAQ: PACW | \$33.28 (12/31/18)



## 4th Quarter 2018 at a Glance

**\$115.0M**

Net  
Income

**\$17.3B**

Total Average  
Loans

**\$18.6B**

Total Average  
Deposits

**\$24.8B**

Total Average  
Assets

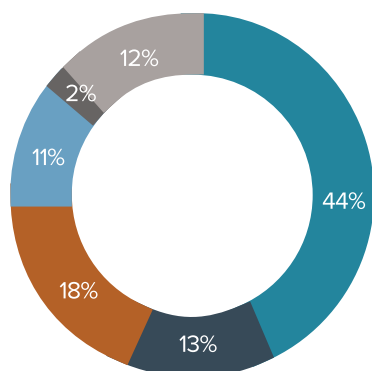
**\$4.8B**

Total Average  
Shareholders' Equity

## Fiscal Period Comparison

Fiscal Period	EPS Diluted	Net Income (Millions)	Average Loans (Billions)	Average Deposits (Billions)	Average Assets (Billions)	Return on Average Tangible Equity
2018	\$3.72	\$465.3	\$16.9	\$18.3	\$24.3	21.22%
2017	\$2.91	\$357.8	\$16.0	\$17.0	\$22.6	15.15%
2016	\$2.90	\$352.2	\$14.6	\$15.6	\$21.2	15.52%
2015	\$2.79	\$299.6	\$12.6	\$13.1	\$17.6	15.76%
2014	\$1.92	\$168.9	\$9.4	\$9.9	\$13.3	11.88%
2013	\$1.08	\$45.1	\$4.0	\$5.1	\$6.1	8.25%

## Loan & Lease Portfolio



Real Estate Mortgage	\$ 7,918M
Asset-based	\$ 3,305M
Venture Capital	\$ 2,039M
Construction & Land	\$ 2,234M
Consumer	\$ 401M
Other Commercial	\$ 2,060M

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## Period-End Balances (\$B)

### Assets



### Deposits



### Loans and Leases



### Securities



## Executive Management Team

### Matthew P. Wagner

President & CEO, PacWest Bancorp  
& Pacific Western Bank

### Christopher D. Blake

EVP, President & CEO,  
Community Banking

### Laird M. Boulden

EVP, President,  
National Lending

### Mark A. Christian

EVP, Operations &  
Systems

### Bryan Corsini

EVP, Chief Credit  
Officer

### Rebecca Cordes

EVP, Human Resources

### Stanley Ivie

EVP, Chief Risk  
Officer

### Kori L. Ogrosky

EVP, General Counsel  
& Corporate Secretary

### Bart R. Olson

EVP, Chief Accounting  
Officer

### James J. Pieczynski

EVP & Vice Chairman, PacWest Bancorp  
& Pacific Western Bank

### Patrick J. Rusnak

EVP, Chief Financial  
Officer

### Frank Tower

EVP, President,  
Venture Banking

## About PacWest Bancorp

PacWest Bancorp ("PacWest") is a bank holding company with over \$25 billion in assets with one wholly-owned banking subsidiary, Pacific Western Bank (the "Bank"). The Bank has 74 full-service branches located throughout the state of California and one branch in Durham, North Carolina. Community Banking provides lending and comprehensive deposit and treasury management services to small and medium-sized businesses conducted primarily through our California-based branch offices. We offer additional products and services through our National Lending and Venture Banking groups. National Lending provides asset-based, equipment, real estate and security cash flow loans and treasury management services to established middle market businesses on a national basis. Venture Banking offers a comprehensive suite of financial services focused on entrepreneurial businesses and their venture capital and private equity investors, with offices located in key innovative hubs across the United States.

## Investor Relations Contact

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## Learn More About Us

[pacwestbancorp.com](http://pacwestbancorp.com) | [pacificwesternbank.com](http://pacificwesternbank.com)