



SIGNATURE BANK®

Signature Bank Establishes Mortgage Servicing Banking Initiative With Appointment of New Team; Also Adds Fifth Private Client Banking Team to San Francisco Office

July 9, 2019

NEW YORK--(BUSINESS WIRE)--Jul. 9, 2019-- [Signature Bank](#) (Nasdaq:SBNY), a New York-based full-service commercial bank, announced today the appointment of two private client banking teams. A private client banking team focused on commercial and residential mortgage servicers, amongst other related companies, was established while the fifth team in San Francisco was appointed.

Kathy Kanno-Wood was named Managing Group Director and Senior Vice President, based in San Francisco. She will lead an eight-person team, strategically located throughout the country, many of whom have worked together for 17+ years. Together, they will provide cash and treasury management products and services related to residential and commercial mortgage servicers and originators as well as lender-controlled structures, commercial real estate owners/operators, hedge funds and private equity firms.

Kanno-Wood, with a banking career spanning 30 years, joins from Wells Fargo in San Francisco, where she spent 25 years. Most recently, Kanno-Wood served as Managing Director and Head of Specialized Cash Management, building and leading a team of 70 in the cash management arena for Wells Fargo's wholesale bank. She began in this capacity in 2002, with a team of two, growing the book of business to a portfolio valued in billions.

Mabel Cahill, Janett Parsons, Jake Shedden, Matthew Jones, Michael Farrell and Jill Selden were each named to the post of Group Director and Senior Vice President on Kanno-Wood's team while Beverly Horton was appointed Associate Group Director and Vice President.

Cahill, based in New York, will be responsible for evaluating and servicing clients' treasury management needs. With 25 years of banking experience, Cahill was a Treasury Management Sales Consultant at her former institution in New York City for 16 years. In this role, she handled sales of treasury and cash products for commercial and residential mortgage servicers, originators, owners/operators, hedge funds, private equity and title companies.

Parsons will be dedicated to business development and relationship management in her new role. She spent 12 years of her 30+-year banking career at Wells Fargo in Austin. Her most recent role was Senior Relationship Manager and Director, in which she was responsible for the development and retention of a national residential loan servicer and originator platform. Parsons served as a Relationship Manager, Vice President at JPMorgan Chase in Houston for 18 years, managing a customer base which included residential loan servicers and originators.

Shedden, based in Charlotte, N.C., will focus on cash management sales to commercial and residential mortgage lenders and servicers and REITs as well as structured cash management deals. He spent nine of his 22 years in banking at Wells Fargo in Charlotte as a Director and Team Lead, managing the East Coast team of relationship managers who specialized in cash management. Prior, he served in various commercial mortgage servicing and asset management-related positions for Grandbridge Real Estate Capital, Wachovia and First Union.

Jones will work from North Wilkesboro, N.C. and New York City, developing and expanding relationships with commercial and residential mortgage lenders and servicers, REITs, private-equity firms, insurance companies, asset managers, property managers and owner/operators. Previously, at Wells Fargo in Charlotte, he was a Senior Relationship Manager, Vice President, Business Development and Cash for the past four years, catering to a similar audience. His entire 19-year financial services career was spent at Wells Fargo in Charlotte.

Farrell also will be based in both Charlotte and New York City. He brings 15+ years of banking experience to his new role, three of which were spent at Wells Fargo in Charlotte, where he was most recently Vice President, Relationship Management. At Signature Bank, Farrell will be focused on the delivery of customized and complex cash management account service and products to wholesale banking commercial and residential mortgage servicers as well as commercial and residential mortgage originators, among other key constituents in the real estate arena. Earlier, he spent eight years at Berkadia Commercial Mortgage LLC, a division of Capmark Finance, Inc., as a Financial Analyst in the cash management loan area.

Selden will be based in San Francisco, alongside Kanno-Wood, and will oversee relationships for the new team. Previously, she was Vice President, Relationship Manager for Wells Fargo overseeing business development and managing a portfolio of special servicers, sub-servicers and commercial mortgage originators. Selden also was a Branch Manager at Bank of Marin and Senior Relationship Manager at Union Bank during her 11-year career.

As Associate Group Director for the team, Horton, based in Katy, Texas, will be responsible for managing, onboarding and implementation of new client relationships. Prior, at Wells Fargo in Houston, she was a Client Manager, Assistant Vice President in the cash management area, working closely with Kanno-Wood and Parsons. Horton's banking experience spans four decades, including 28 years as a Client Manager and Assistant Vice President at JPMorgan Chase.

The newly appointed three-person San Francisco team who has worked together for several years is headed by Rosie Mora, named Group Director and Senior Vice President. Mora, with 15 years of banking-related experience, joins from Citibank, N.A. in San Francisco, where she served as Vice President and Business Relationship Manager, overseeing the financial needs of mid-sized companies across various industries. Earlier, she was Vice President and Business Relationship Manager for JPMorgan Chase in San Francisco, managing a commercial high-net worth portfolio, and prior, was Vice President, Branch Manager-New Build Wholesale for the same institution.

Joining Mora is Darlene Neel, Associate Group Director and Vice President, and Lionel Cortez, Senior Client Associate. In her new position, Neel will focus on providing highly personalized service to commercial clients across a range of industries. She spent her entire 28-year banking career at Citibank in San Francisco. Most recently, she was Branch Manager, Vice President for the institution's California Street branch, overseeing all operations for that location.

Cortez, with 13 years in banking, will support all aspects of onboarding and client servicing for the team. He joins from Bank of America in San

Francisco, where he served as Financial Center Operations Manager for the branch.

"Signature Bank continues to identify the right teams as well as the right business lines on which to focus. Kathy and her team developed a strong expertise in the mortgage servicing banking arena, which will complement and expand the Bank's efforts to increase deposits. This is a key market opportunity for us, and we welcome Kathy and her team of experienced professionals," said Joseph J. DePaolo, President and Chief Executive Officer.

"Furthermore, we continue to emphasize the growth of our West Coast operations. Rosie's team is the fifth one to join there, and we will be adding more veteran banking professionals when appropriate. The appointments of both Kathy's and Rosie's teams represent talent drawn from various financial institutions, demonstrating yet again our ability to attract professionals from across the banking landscape. Signature Bank has established a reputation as a preferred institution for experienced bankers, based on our track record of catering to privately held businesses. We congratulate these professionals and look forward to the contributions they will make in their new positions with Signature Bank," DePaolo concluded.

About Signature Bank

Signature Bank, member FDIC, is a New York-based full-service commercial bank with [31 private client offices](#) throughout the New York metropolitan area and Connecticut as well as San Francisco. The Bank's growing network of private client banking teams serves the needs of privately owned businesses, their owners and senior managers.

Signature Bank's specialty finance subsidiary, Signature Financial, LLC, provides equipment finance and leasing. Signature Securities Group Corporation, a wholly owned Bank subsidiary, is a licensed broker-dealer, investment adviser and member FINRA/SIPC, offering investment, brokerage, asset management and insurance products and services.

Signature Bank recently introduced its revolutionary, blockchain-based digital payments platform, [Signet™](#), enabling real-time payments for its commercial clients. The Signet Platform allows the Bank's commercial clients to make payments in U.S. dollars, 24/7/365, safely and securely, without transaction fees. Signature Bank is the first FDIC-insured bank to launch a blockchain-based digital payments platform, and Signet is the first such platform to be approved for use by the NYS Department of Financial Services.

Since commencing operations in May 2001, the Bank has grown to \$48.55 billion in assets, \$37.47 billion in loans, \$36.62 billion in deposits, \$4.55 billion in equity capital and \$3.58 billion in other assets under management as of March 31, 2019. Signature Bank's Tier 1 and risk-based capital ratios are significantly above the levels required to be considered well capitalized.

Signature Bank is one of the top 40 largest banks in the U.S., based on deposits (*S&P Global Market Intelligence*). The Bank recently earned several third-party recognitions, including: appeared on [Forbes' Best Banks in America](#) list for the ninth consecutive year in 2019; and, named Best Business Bank, Best Private Bank and Best Attorney Escrow Services provider by the [New York Law Journal](#) in the publication's [annual "Best of" survey for 2018](#), earning it a place in the *New York Law Journal's* Hall of Fame (awarded to companies that have ranked in the "Best of" survey for at least three of the past four years). The Bank also ranked second nationally in the Best Business Bank, Best Private Bank and Best Attorney Escrow Services categories of the [National Law Journal's 2019 "Best of" survey](#).

For more information, please visit www.signatureny.com.

This press release and oral statements made from time to time by our representatives contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 that are subject to risks and uncertainties. You should not place undue reliance on those statements because they are subject to numerous risks and uncertainties relating to our operations and business environment, all of which are difficult to predict and may be beyond our control. Forward-looking statements include information concerning our future results, interest rates and the interest rate environment, loan and deposit growth, loan performance, operations, new private client teams and other hires, new office openings and business strategy. These statements often include words such as "may," "believe," "expect," "anticipate," "intend," "potential," "opportunity," "could," "project," "seek," "should," "will," "would," "plan," "estimate" or other similar expressions. As you consider forward-looking statements, you should understand that these statements are not guarantees of performance or results. They involve risks, uncertainties and assumptions that could cause actual results to differ materially from those in the forward-looking statements and can change as a result of many possible events or factors, not all of which are known to us or in our control. These factors include but are not limited to: (i) prevailing economic conditions; (ii) changes in interest rates, loan demand, real estate values and competition, any of which can materially affect origination levels and gain on sale results in our business, as well as other aspects of our financial performance, including earnings on interest-bearing assets; (iii) the level of defaults, losses and prepayments on loans made by us, whether held in portfolio or sold in the whole loan secondary markets, which can materially affect charge-off levels and required credit loss reserve levels; (iv) changes in monetary and fiscal policies of the U.S. Government, including policies of the U.S. Treasury and the Board of Governors of the Federal Reserve System; (v) changes in the banking and other financial services regulatory environment and (vi) competition for qualified personnel and desirable office locations. Although we believe that these forward-looking statements are based on reasonable assumptions, beliefs and expectations, if a change occurs or our beliefs, assumptions and expectations were incorrect, our business, financial condition, liquidity or results of operations may vary materially from those expressed in our forward-looking statements. Additional risks are described in our quarterly and annual reports filed with the FDIC. You should keep in mind that any forward-looking statements made by Signature Bank speak only as of the date on which they were made. New risks and uncertainties come up from time to time, and we cannot predict these events or how they may affect the Bank. Signature Bank has no duty to, and does not intend to, update or revise the forward-looking statements after the date on which they are made. In light of these risks and uncertainties, you should keep in mind that any forward-looking statement made in this release or elsewhere might not reflect actual results.

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Source: Signature Bank

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