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About:	Helping entrepreneurs and enterprising companies succeed worldwide with diversified financial services
Established:	1983
Nasdaq:	SIVB
Employees:	More than 1,400
Financials:	2010 Net Income available to common stockholders: \$95.0 million Q3 2011 Net Income available to common stockholders: \$37.6 million Q3 2011 Total Assets: \$19.2 billion Q3 2011 Total Deposits: \$16.1 billion Q3 2011 Loans (net of unearned income): \$6.3 billion Family of Funds: Exceeds \$1 billion under management
Locations:	Headquartered in Santa Clara, Calif. with 26 U.S. offices and international operations in China, India, Israel and the U.K.
Target Industries:	Technology, Life Sciences, Cleantech, Venture Capital, Private Equity, Premium Wine
Strategic Focus:	Diversified and innovative financial services for companies of any size, doing business in the U.S. and internationally
Executive Team:	Greg Becker – President and CEO, Silicon Valley Bank and SVB Financial Group John China – Head of Relationship Management Brian Dennehy – Chief Marketing Officer Mary Dent – General Counsel Mike Descheneaux – Chief Financial Officer Chris Edmonds-Waters – Head of Human Resources Dave Jones – Chief Credit Officer Harry Kellogg – Vice Chairman, Silicon Valley Bank and Head of Strategic Relationships Joan Parsons – Head of U.S. Banking Marc Verissimo – Chief Strategy and Risk Officer Bruce Wallace – Chief Operations Officer and Principal Operating Officer Ken Wilcox — Chairman, Silicon Valley Bank

Business Units:Silicon Valley Bank

Commercial banking

- Credit and global treasury management at every stage of business growth
- Broker-dealer investment services via SVB Securities, a non-bank affiliate of Silicon Valley Bank
- Corporate investment advisory via SVB Asset Management, a registered investment advisor and a non-bank affiliate of Silicon Valley Bank

Venture Capital Services

Specialized banking services for venture capital firms and funds

- Entrepreneur Services Group – Connects entrepreneurs to resources and people in the venture community and entrepreneurial ecosystem
- Corporate Venture – Builds relationships with the venture capital arms of technology corporations

Global Offices

- SVB Business Partners (Beijing) Co. Ltd. — Beijing, China
- SVB Business Partners (Shanghai) Co. Ltd. — Shanghai, China
- Silicon Valley Bank Representative Office — Shanghai, China
- SVB India Advisors Pvt. Ltd. — Bangalore, India
- SVB India Finance Pvt. Ltd. — Mumbai, India
- SVB Israel Advisors Ltd. — Herzliya, Israel
- SVB Financial Group UK — London

SVB Private Bank

Personal financing solutions for venture capital and private equity investors

- Refinancing executive loans, capital call lines, funding to support tax obligations, etc.

SVB Analytics

Valuation, Corporate Equity Administration Services, Benchmarking and Insight

- Fair market company valuations
- Corporate equity administration services, including capitalization table data management
- Technology and life science company benchmarking service

SVB Capital

Oversees and manages more than \$1billion of investment assets across four families of funds and special accounts

- SVB Strategic Investors fund family — four fund of funds; invest in top-tier venture capital funds
- SVB Capital Partners fund family — two co-investment funds; invest in U.S. venture-backed companies
- SVB India Capital Partners — co-investment fund; focused on investing in India
- SVB China Funds — a fund of funds and co-investment fund; invests in China, RMB denominated
- SVB Capital Separate Account Program

Other Funds Management

Strategic Investments

- Gold Hill Funds — venture debt funds; SVB is a strategic investor
- Partners for Growth — debt fund; SVB is the largest limited partner

Facts and Figures

- SVB was the first US bank ever to be granted approval to open a joint venture bank in China in October 2011
- 58% of the 2011 Venturewire FASTech 50 are SVB clients
- *Forbes* ranked SVB among America's 10 Best Banks in 2009, 2010 and 2011
- Export-Import Bank of the United States Lender of the Year 2011
- *Bay Area Business Journals* named SVB one of the Top Corporate Philanthropists in the Bay Area in 2011
- SVB was recognized by 2020 Women on Boards for greater than 20% female board of director members
- *The San Jose Mercury News* ranked SVB the #4 Top Place to Work in 2010
- SVB ranked #3 lender in Silicon Valley by deposit market share as of 6/10 by the FDIC
- SVB President and CEO Ken Wilcox named an Entrepreneur of the Year 2009 by Ernst & Young
- SVB ranked the #1 finance company for cleantech companies in 2009 by the *San Francisco Business Times*
- SVB was the highest rated large bank in California by TheStreet.com Ratings Inc. in October 2009
- SVB is among *Affordable Housing Lender Magazine's* top 25 lenders since 2009
- SVB President and CEO Ken Wilcox selected by *American Banker* as a "Banker of the Year 2008"
- SVB is the second largest wine industry lender, according to the *North Bay Business Journal*
- SVB played an important role in the early days of companies including Cisco Systems, Electronic Arts, Intuit, JDS Uniphase, KLA Tencor, LinkedIn and Veritas
- Today, half of all venture-backed companies in the U.S. are SVB clients
- SVB has investments in 450+ funds and more than 600 venture capital firms are SVB clients