

Increasing innovative companies' probability of success worldwide

Target Industries: Technology, Life Sciences, Cleantech, Venture Capital, Premium Wine

Strategic Focus: Diversified and innovative financial services for innovation companies of any size, doing business

in the U.S. and internationally

Established: 1983

Nasdag: SIVB

Financials: 2011 Net Income available to common stockholders: \$171.9 million

Q3 2012 Net Income available to common stockholders: \$42.3 million

Q3 2012 Total Assets: \$21.6 billion Q3 2012 Total Deposits: \$17.7 billion

Q3 2012 Loans (net of unearned income): \$8.2 billion Q3 2012 Total Client Investment Funds: \$21.1 billion

(Off balance sheet)

Family of Funds: Exceeds \$1.5 billion under management

Locations: Headquartered in Santa Clara, Calif. with 27 U.S. offices and international operations in China,

India, Israel and the U.K.

Employees: 1,600

SVB Clients: 50% of all venture capital-backed technology and life science companies in the U.S.

600+ venture capital firms

80% of the Wall Street Journal's Top 50 VC-backed companies - The Next Big Thing 2012

70% of *Businessweek's* Top Entrepreneurs – 2011 58% of the 2011 Venturewire FASTech 50 2011

Company Facts and Figures

- Fastest-Growing Companies (#83) FORTUNE 2012
- Best Company to Work For in the U.S. (#40) FORTUNE 2012
- Service Provider of the Year Investor Allstars Awards London 2012
- Among America's 10 Best Banks Forbes Annually since 2009
- First U.S. bank granted approval to open a joint venture bank in China 2011
- Lender of the Year Export-Import Bank of the United States 2011
- Top Corporate Philanthropists in the Bay Area Bay Area Business Journals Annually since 2003
- Greater than 20% female board of director members 2020 Women on Boards 2011
- Top Place to Work in the Silicon Valley (#4) San Jose Mercury News 2010
- An Entrepreneur of the Year: Ken Wilcox Ernst & Young 2009
- Best finance company for cleantech companies San Francisco Business Times 2009
- Among Top 25 Affordable Housing Lenders Affordable Housing Lender Magazine annually since 2009
- Second largest wine industry lender North Bay Business Journal

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 Risk Officer

Bruce Wallace - Chief Operations Officer and Principal Operating Officer

 ${\sf Ken\ Wilcox-Chairman,\ Silicon\ Valley\ Bank}$



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
- SVB India Advisors Pvt. Ltd. Bangalore, India
- SVB India Finance Pvt. Ltd. Mumbai, India
- SVB Israel Advisors Ltd. Herzliya, Israel
- Silicon Valley Bank London branch, opened in June 2012

SVB Private Bank

Personal financing solutions for venture capital and private equity investors

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

SVB Analytics

Valuations and Research Insights

SVB Capital

Oversees and manages more than \$1.5 billion of investment assets across four families of funds and special accounts; investments in 450+ funds

- 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

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