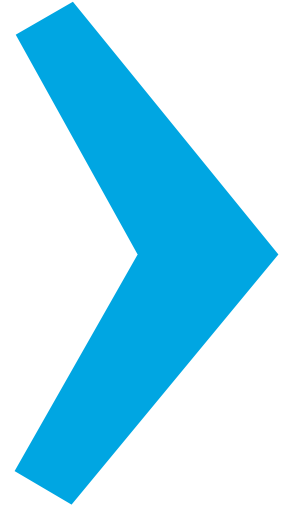


# Help your life sciences business thrive internationally

SVB is the partner you need to move money rapidly across borders, adapt to changes in the world economy and be more confident in your decisions.





## We get it done

You do the research, we'll do the rest to help support you. We have partnered with life sciences and healthcare companies for more than 30 years and understand your specific needs. Our team works closely with you to help protect your cash flow, manage international payables and receivables, support your expansion and help minimize currency risk.

### Talk to us if you are . . .

- 1 Negotiating contracts with a clinical research organization for overseas trials.
- 2 Structuring an international manufacturing deal.
- 3 Establishing an international subsidiary.
- 4 Expecting funding from an international investor or partnership.
- 5 Protecting your receivables from currency depreciation.
- 6 Paying overseas employees.
- 7 Agreeing to foreign licensing.

### Did you know?

**65%** of clinical trials currently take place outside the US<sup>1</sup>

## Fast, simple and personalized

The best solution for your business is one that gives you exactly what you need. We offer practical, tailored advice and execution, from straightforward currency transactions to risk management strategies.



### Fast

- Quick and seamless transaction advice and execution
- Service in your time zone during US, UK and Asia business hours
- We can manage your transactions or you can use our convenient online platform

### Simple

- Single, dedicated Life Sciences and Healthcare Practice point of contact
- Guidance to navigate the complexities of global risk management and help make sound decisions as world events occur
- Global correspondent bank network to receive payments in foreign currency
- US domiciled deposit accounts in all major currencies

### Personalized

- The right strategy and insights to help advance your unique business goals
- Comprehensive support as your business grows internationally
- Personal assistance before, during and after the trade

## Life sciences and healthcare sectors we serve

With our focus on the innovation economy, Silicon Valley Bank has the expertise to help your growing business.



**Biotechnology**



**Medical devices**



**Digital health**



**Pharmaceutical**



**Diagnostics**



**Healthcare IT/services**

## Our clients

We serve companies of all sizes, from startups to multinational corporations, private and public, investor-backed and independent.



AtriCure



ignyt<sup>a</sup>



Teladoc  
HEALTH



**3,290**

life science and healthcare companies

**71%**

of VC-backed life science and healthcare companies that went public in the US in 2021 are SVB clients<sup>2</sup>

**80%**

of companies on the Fierce 15 Biotech Companies of 2020 are SVB clients<sup>3</sup>

## Talk to us

Do you feel confident about your foreign exchange strategy? Count on expert advice and execution from the SVB foreign exchange team. Contact us today to connect with the following SVB FX advisors who will help to make foreign exchange fast, simple and personalized:

East Coast: **Peter Compton**, [pcompton@svb.com](mailto:pcompton@svb.com), 857.753.1261

**Kathryn Garvey**, [kgarvey@svb.com](mailto:kgarvey@svb.com), 610.248.8506

Midwest: **Michael Wilson**, [mwilson@svb.com](mailto:mwilson@svb.com), 206.342.7633

S. California: **Irwin Bautista**, [ibautista@svb.com](mailto:ibautista@svb.com), 310.581.5490

N. California and Pacific NW: **Andrew Rossillon**, [arossillon@svb.com](mailto:arossillon@svb.com), 415.764.2489

## Learn more

See more Healthcare sector Best Practices for FX management here:

<https://www.svb.com/trends-insights/foreign-exchange-advisory/fx-risk-advisory-for-life-science-healthcare>

<sup>1</sup> US National Library of Medicine, [www.clinicaltrials.gov](http://www.clinicaltrials.gov), 06.15.21

<sup>2</sup> Q1 2021 PitchBook-NVCA Venture Monitor

<sup>3</sup> US-based companies only

Foreign exchange transactions can be highly risky, and losses may occur in short periods of time if there is an adverse movement of exchange rates. Exchange rates can be highly volatile and are impacted by numerous economic, political and social factors as well as supply and demand and governmental intervention, control and adjustments. Investments in financial instruments carry significant risk, including the possible loss of the principal amount invested. Before entering any foreign exchange transaction, you should obtain advice from your own tax, financial, legal and other advisors and only make investment decisions on the basis of your own objectives, experience and resources.

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