

svb



Silicon Valley Bank

Silicon Valley Bank Corporate Overview

September 2020



Bank of the innovation economy

Our mission is to increase the probability of our clients' success.

For more than 35 years, Silicon Valley Bank has helped innovators, enterprises and their investors move bold ideas forward fast.

Today, we provide a full range of banking services to companies of all sizes in innovation centers around the world.



Our values guide us

At SVB

We start with EMPATHY for others.

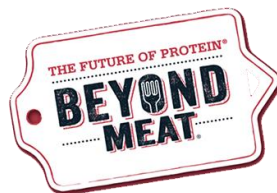
We speak & act with INTEGRITY.

We embrace DIVERSE perspectives.

We take RESPONSIBILITY.

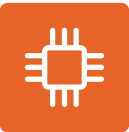
We keep LEARNING & IMPROVING.

Our clients are defining what comes next



We help innovators move bold ideas forward, fast.

SVB is at the intersection of innovation and capital



HARDWARE &
FRONTIER TECH



SOFTWARE &
INTERNET



LIFE SCIENCE
& HEALTHCARE



ENERGY &
RESOURCE
INNOVATION



PRIVATE EQUITY
& VENTURE
CAPITAL



PREMIUM
WINE

Providing a range of comprehensive financial services

GLOBAL
COMMERCIAL
BANKING

INVESTMENT
SOLUTIONS

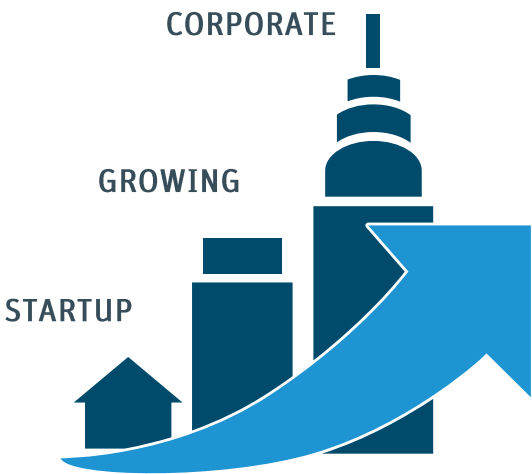
RESEARCH
& INSIGHTS

FUNDS
MANAGEMENT

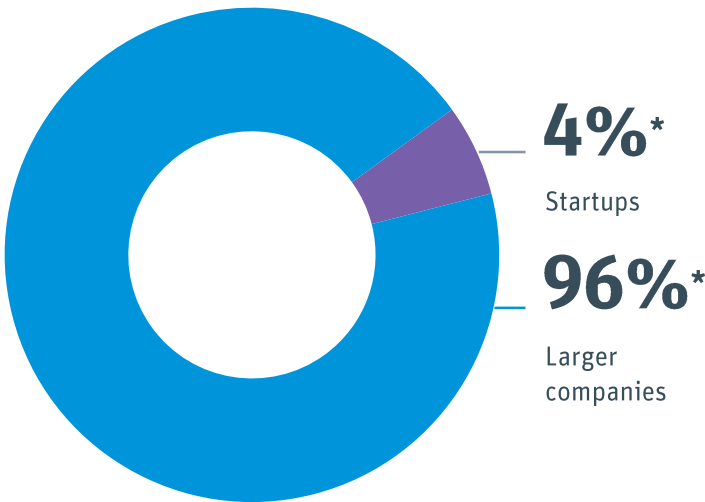
PRIVATE
BANKING & WEALTH
MANAGEMENT

INVESTMENT
BANKING

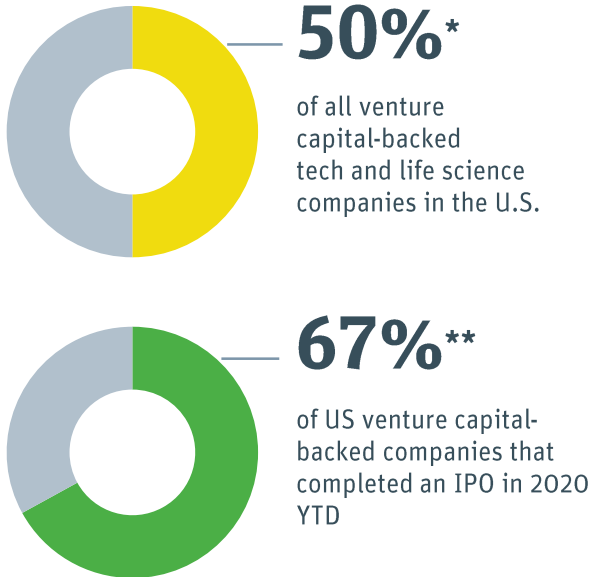
We help high-growth companies navigate at every stage



SVB LOAN PORTFOLIO

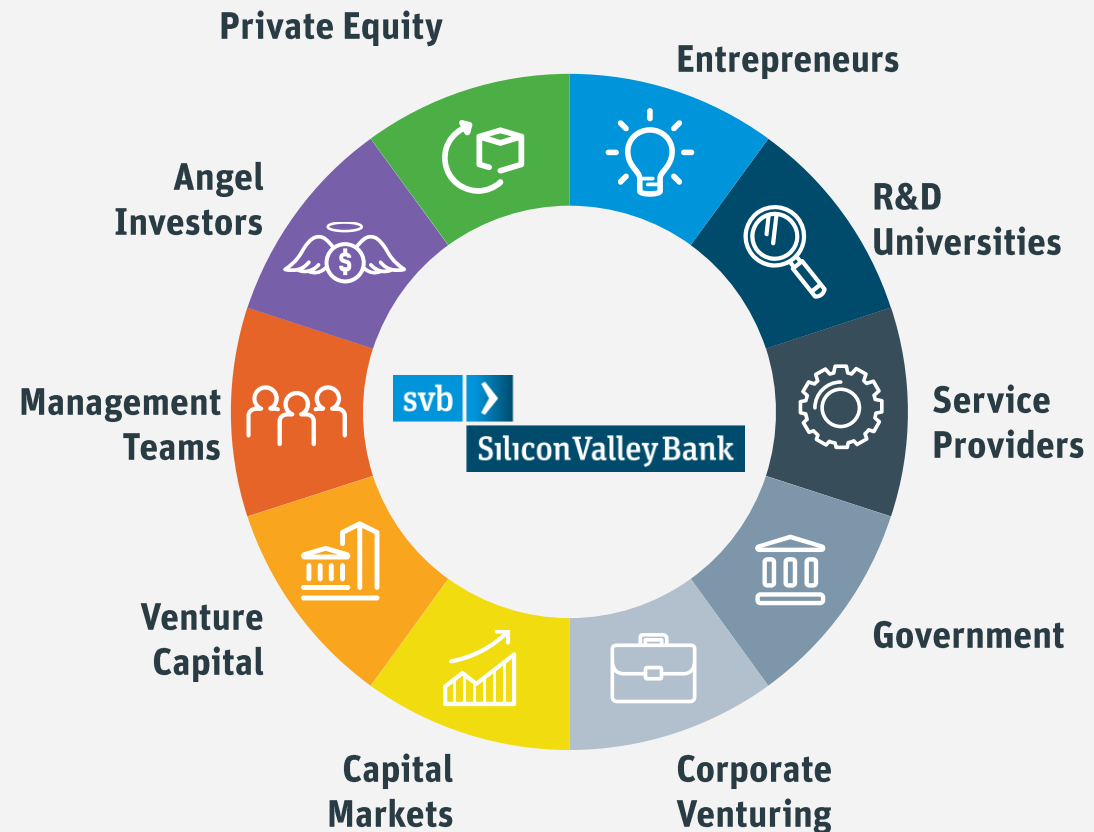


OUR CLIENTS

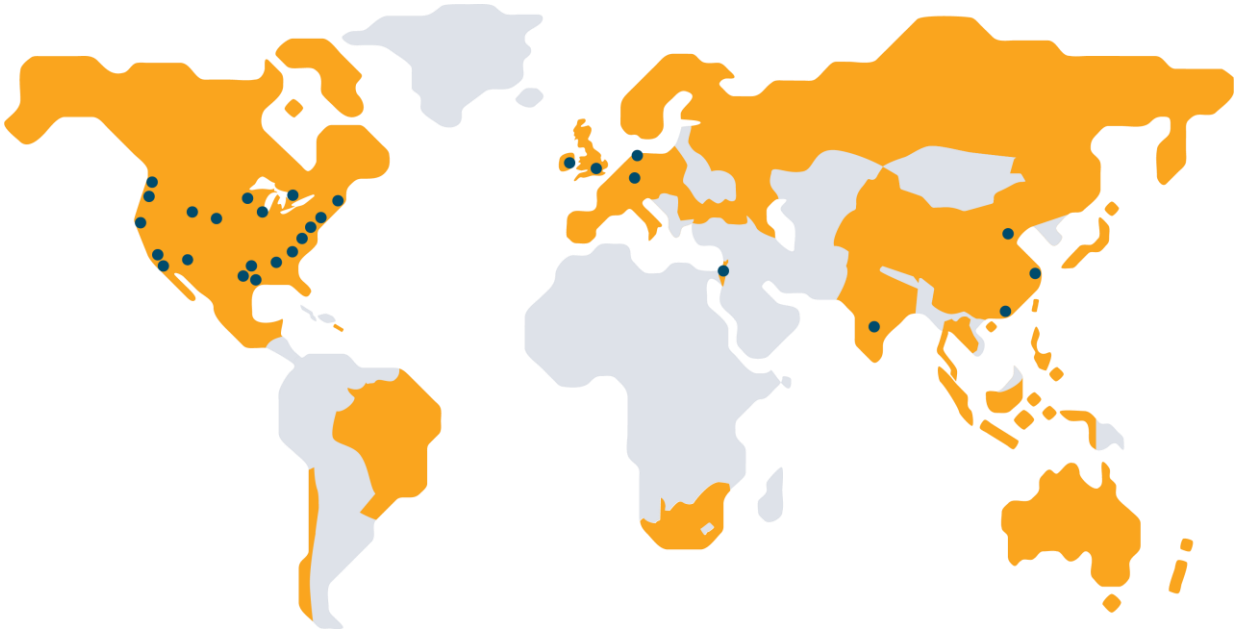


We connect the innovation ecosystem

Silicon Valley Bank is central to the ecosystem of investors, service providers and influencers that supports growth among disruptive technology and life science businesses.



We serve businesses where innovation can be found



- SVB Financial Group's offices
- SVB Financial Group's international banking network

Canada | China | Denmark | Germany | India | Ireland | Israel | United Kingdom | United States

\$5.6B
International loans*

\$16.9B
International deposits*



Q3 2020 Corporate Overview and Financial Results September 30, 2020
* Reflects period-end balances as of September 30, 2020 for international operations in U.K., Europe, Israel and Asia; Canada balances included in our US Technology Banking segment. This management segment view does not tie to regulatory definitions of foreign exposure.

Supporting our clients, employees and communities

Our response to COVID-19

Employee Support

- Expanded benefits for impacted employees (e.g., leave, counseling and care)
- Home office setup and utility reimbursements and practical support for working from home

Client Support

- SVB payment deferral programs for venture debt, wine and private bank
- Over 5,500 applications received and more than 4,400 approved, representing \$1.8B in relief*
- Accredited lender in the UK for the CBILS and CLBILS programs

Community Support

- Pledged \$5.5M to support local, regional and global activities focused on health, food security & shelter and small business owner relief
- Donating net fees received from SBA PPP program to community and diversity efforts
- Committed to DEI at SVB and championing causes that impact access to and diversity in the Innovation Economy

Business Continuity

- Technology and enablement investments allow continued client service as almost all SVB colleagues work from home



Our Priorities Right Now

SUPPORT our employees and clients
Lead with EMPATHY
ADAPT to rapid changes

We deliver a diversified platform



Financial Group

Silicon Valley Bank

Global commercial banking
for innovators, enterprises
and investors

SVB Capital

Private venture investing
expertise, oversight and
management

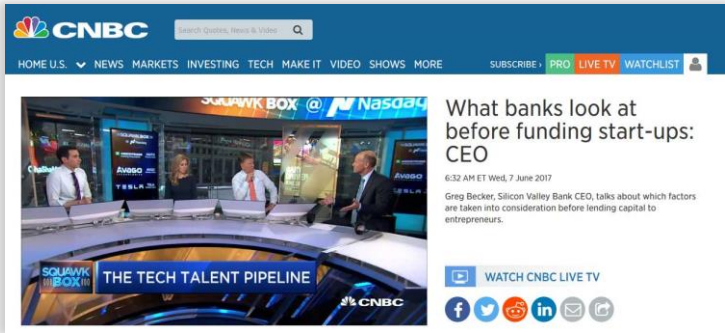
SVB Private Bank/ Wealth Advisory

Private banking and
investment strategies for
influencers in the innovation
ecosystem

SVB Leerink

Investment banking for
healthcare and life science
companies

Our clients say we deliver on our mission



The innovation economy

the muse

“Access to SVB's network of entrepreneurs led to some of our early first clients. It's been really helpful to have a partner (SVB) that knows the technology industry and that has such a wide network of relationships and connections.”
— Katherine Minshew, CEO, The Muse

Q4

“We found the guys at SVB to be the most entrepreneurially friendly bank that we've dealt with. That goes a long way.”
— Darrell Heaps, CEO, Q4 Inc.

FOUNDRY GROUP

“The entire team at SVB is unique among banks in their willingness to make bets on behalf of founders and startups and are often the first stop when a startup needs banking services.”
— Brad Feld, partner, Foundry Group

In the news

THE WALL STREET JOURNAL

“Close connections – and lots of them – are an essential part of the business strategy at what in many ways is the hometown bank of America's tech industry.”

The New York Times

“While Wall Street banks scramble to stake claims in the booming technology industry, they are finding a smaller one already firmly entrenched.”

Los Angeles Times

“Part lender, part consultant, part cheerleader and part investor, Silicon Valley Bank has been a nursemaid to countless start-ups as well as banking the venture capitalists who fund them.”



Our employees say SVB is a great place to work

World's Best Employers
Forbes Global 2000

“Our business requires being agile and responsive to our tech-savvy clients. This keeps me challenged and engaged every day.”

— Raju Chiluvuri, Global Digital Banking

“SVB is a collaborative and supportive place to work. The environment is incredibly dynamic, and it really stretches you.”

— Jason Hughes, Life Sciences

“Opportunities for growth here are amazing. My managers tell me that if I’m interested in a specific area, go for it. I’m a part-time MBA student, and they support me in that.”

— Sara Cohn, Private Equity Services

We embrace diverse perspectives and promote equity and inclusion

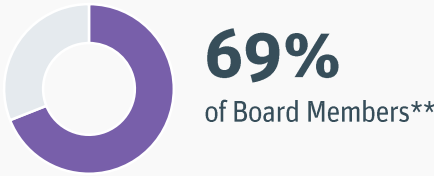
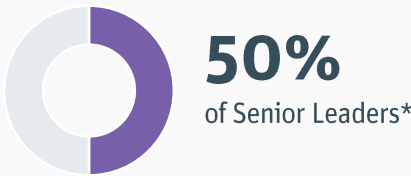
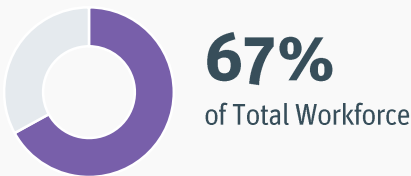
We aim to foster an inclusive and diverse work environment for all of our employees and within the innovation ecosystem through a variety of goals, initiatives and programs.



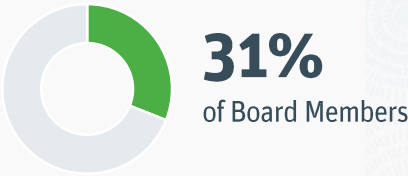
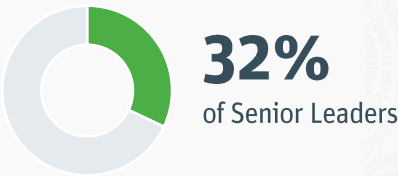
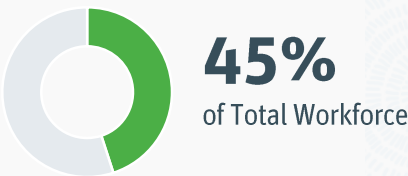
SVB's Workforce Diversity Metrics

We have a corporate goal to increase diversity of senior leaders* to 56% by 2025

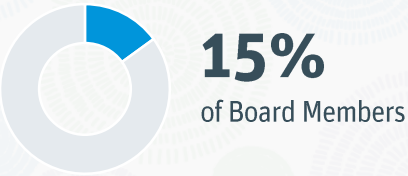
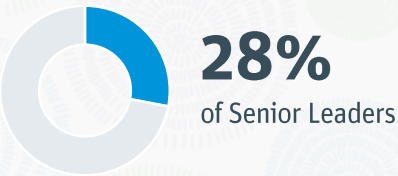
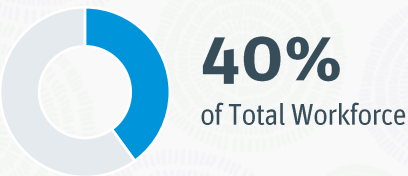
DIVERSE[^] REPRESENTATION (U.S.)



FEMALE REPRESENTATION (GLOBAL)



RACIAL MINORITY REPRESENTATION (U.S.)



[^] We define diverse as a blended measure, which includes (as disclosed to us) any woman, any person of color, veteran, or person with disability. Person of color refers to anyone who self identifies as any of the following: Hispanic/Latino, Black or African American, Asian, American Indian or Native Alaskan, Native Hawaiian or Other Pacific Islander, or Two or More Races/Other. We utilize this blended measure to include different backgrounds and social categorizations. Figures represent US employees only, as regulatory requirements governing data collection and privacy preclude comprehensive data collection in our international offices. We are exploring how we can effectively track and share data on our global workforce. Data as of September 30, 2020.

* Senior leader is defined as anyone in the following job levels: Executive Committee (includes our executive officers), and leaders from certain top levels of SVB's two highest bands of management. **Metrics for Board Members are as of October 22, 2020.

We transform lives by creating opportunities and access to the innovation economy

83%

of tech executives are white*

1/2

as many Black Americans and Latinx in tech as in the rest of the private sector**

12 million

jobs requiring postsecondary education will go unfilled in the next decade**

6 in 10 startups

have no women on their board of directors***

58% of startups

have no women in executive positions***

Only **13% of VCs**

are women****

Our Access to Innovation Program connects untapped pools of talent with opportunities in the innovation economy.

Access to Innovation Initiative Overview

Why

Social Good: Create new opportunities and career possibilities; transform lives

Business Growth: Increase business opportunities for SVB

Help All Clients Succeed: Increase and diversify the talent pool for innovation companies

What

Building an inclusive and diverse innovation economy

For Whom

Non-degreed, Women, Black and LatinX professionals in Technology, Life Science and Venture Capital

Impact

Economic empowerment for all via access to the innovation economy

How

Funding, business support, connections, education, professional development, and work experiences



We give back

A Top Corporate Philanthropist
Bay Area Business Journals since 2003

Investing in our Communities

\$750 million

Community lending and investments goal (2018-2020)

\$1 billion+ loaned

\$750 million invested for
9,085 affordable housing units

\$4.6 million

donated by SVB employees and matched by SVB since 2015

2019

\$8 million

donated

27K hours

volunteered

120 grants

for employee volunteerism

\$790K granted

via the SVB Foundation

\$1.6 million

Supporting gender parity in innovation

\$1.2 million

Supporting opportunities for diverse, emerging talent in innovation



Our dedicated management team



Greg Becker

PRESIDENT AND CEO
SVB FINANCIAL GROUP



Dan Beck

CHIEF FINANCIAL OFFICER



Marc Cadieux

CHIEF CREDIT OFFICER



John China

PRESIDENT SVB CAPITAL



Phil Cox

CHIEF OPERATIONS OFFICER



**Mike
Descheneaux**

PRESIDENT SILICON VALLEY BANK



Michelle Draper

CHIEF MARKETING OFFICER



**Chris Edmonds-
Waters**

CHIEF HUMAN RESOURCES
OFFICER



Laura Izurieta

CHIEF RISK OFFICER



Michael Zuckert

GENERAL COUNSEL

SVB financial highlights

Q3 2020

\$441.7M

Net Income

Full Year 2019

\$1.1B

Net Income

Q3 2020

\$38.4B

Total Loans

Q3 2020

\$211.6B

Deposits &
Investments

Q3 2020

\$126.8B

In Investment
Funds
(off balance sheet)

Q3 2020

\$96.9B

Assets

4,300+

Employees

15 US states and 9 countries

US | UK | Canada | China | Denmark | India | Ireland | Germany | Israel

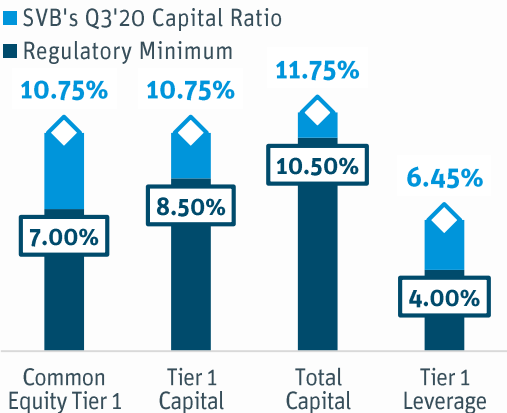
We are well-capitalized with significant liquidity

Strong capital to support growth and investments

+ comprehensive capital stress testing

Capital adequacy assessments to support our clients under severe economic conditions

SILICON VALLEY BANK CAPITAL RATIOS¹



Capital ratios impacted by **robust balance sheet growth**, partially offset by **strong earnings**

HoldCo liquidity available to support Bank Tier 1 leverage ratio if needed

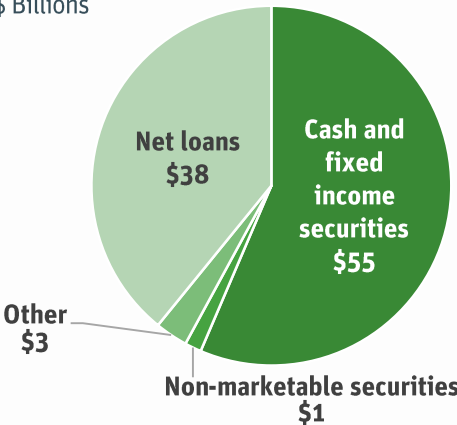
Estimate **10%** of PPP loans outstanding will roll off in Q4² and **65%** in Q1'21

Stock repurchase program remains on pause
(authorization expired October 29, 2020)

Ample liquidity to meet clients' needs

\$54.6B in cash and high-quality fixed income securities

9/30/20 ASSETS \$ Billions



Liquidity

\$43.4B

Borrowing capacity through Federal Reserve, FHLB and repo + unpledged securities

\$1.3B

HoldCo liquidity, a portion of which can be downstreamed to Bank

\$1.3B

Unrealized fixed income gains³

1. Ratios as of September 30, 2020.
2. Based on PPP forgiveness expectations. Estimate only, subject to PPP terms; amounts actually forgiven and timing of forgiveness may differ.
3. Consists of \$667M unrealized pretax gains in the available-for-sale portfolio and \$630M unrealized pretax gains in the held-to-maturity portfolio as of September 30, 2020. Amounts actually realized are subject to various factors and may differ from unrealized amounts.

svb



Silicon Valley Bank

Thank you.