



# Corporate Overview

July 2022



**SVB is the financial partner  
of the innovation economy**

**SVB helps individuals, investors and  
the world's most innovative companies  
achieve their ambitious goals.**

**We offer services that our dynamic and fast-  
growing clients require, including commercial  
and investment banking, wealth planning and  
capital investing.**

**Our businesses include:**

**svb** > Silicon Valley  
Bank

**svb** > Capital

**svb** > Private

**svb** > Securities

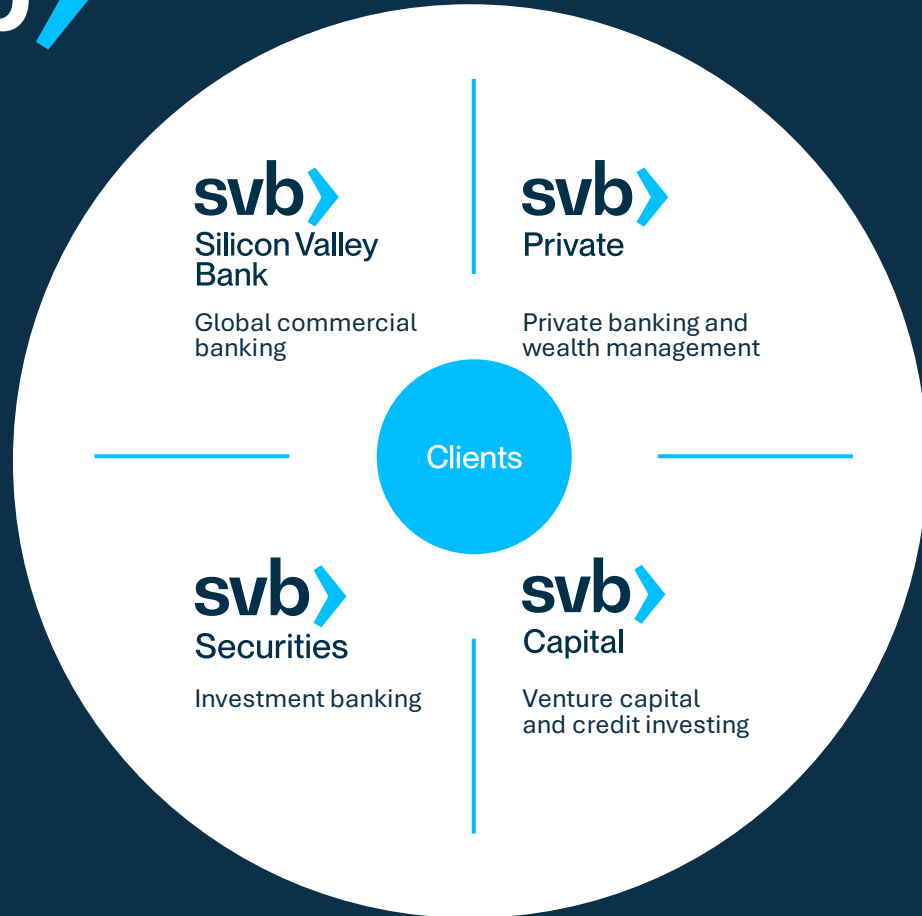
# Our clients are changemakers

We serve individuals, investors and companies of all sizes around the world.

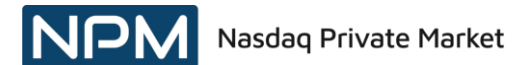
				
				
				

Note: Sample list of clients

# We serve our clients' needs through **four businesses**



We complement our core businesses with innovations, investments and partnerships that help increase our clients' probability of success.



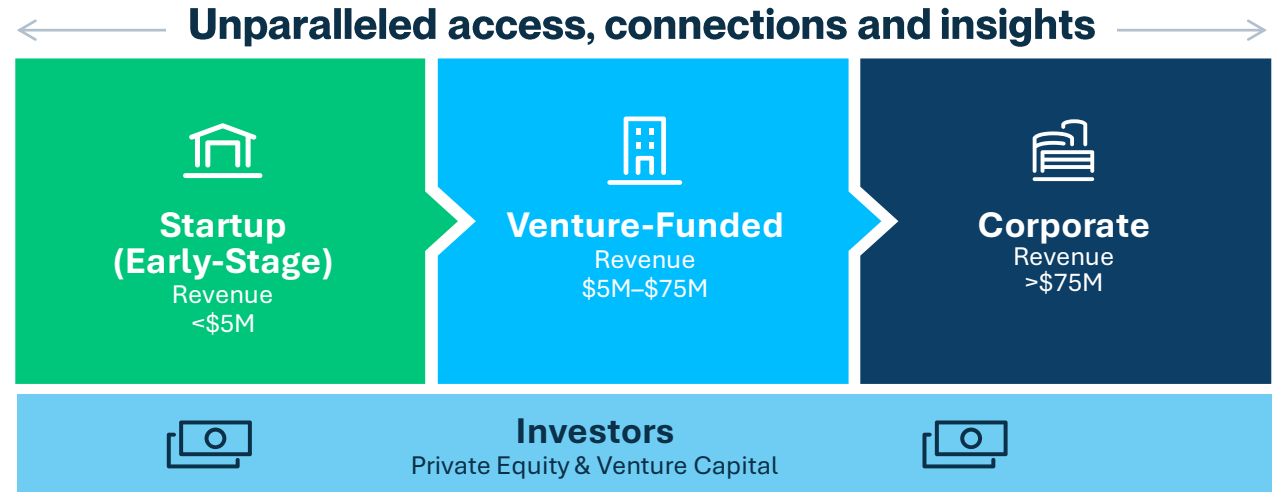
Note: Sample list

# Silicon Valley Bank: Global commercial banking for innovators, entrepreneurs and investors



Silicon Valley Bank provides business banking, liquidity management, global business solutions and global fund banking.

Helping our clients succeed at every stage



We bank:



Nearly **half**

U.S. venture-backed technology and life science companies\*

**52%**

U.S. venture-backed technology and healthcare IPOs in H1 2022\*

\* Source: PitchBook and SVB Analysis



PRIVATE EQUITY & VENTURE CAPITAL



CLIMATE TECH



FINTECH



HARDWARE & FRONTIER TECH



LIFE SCIENCE & HEALTHCARE



CONSUMER INTERNET



ENTERPRISE SOFTWARE



PREMIUM WINE

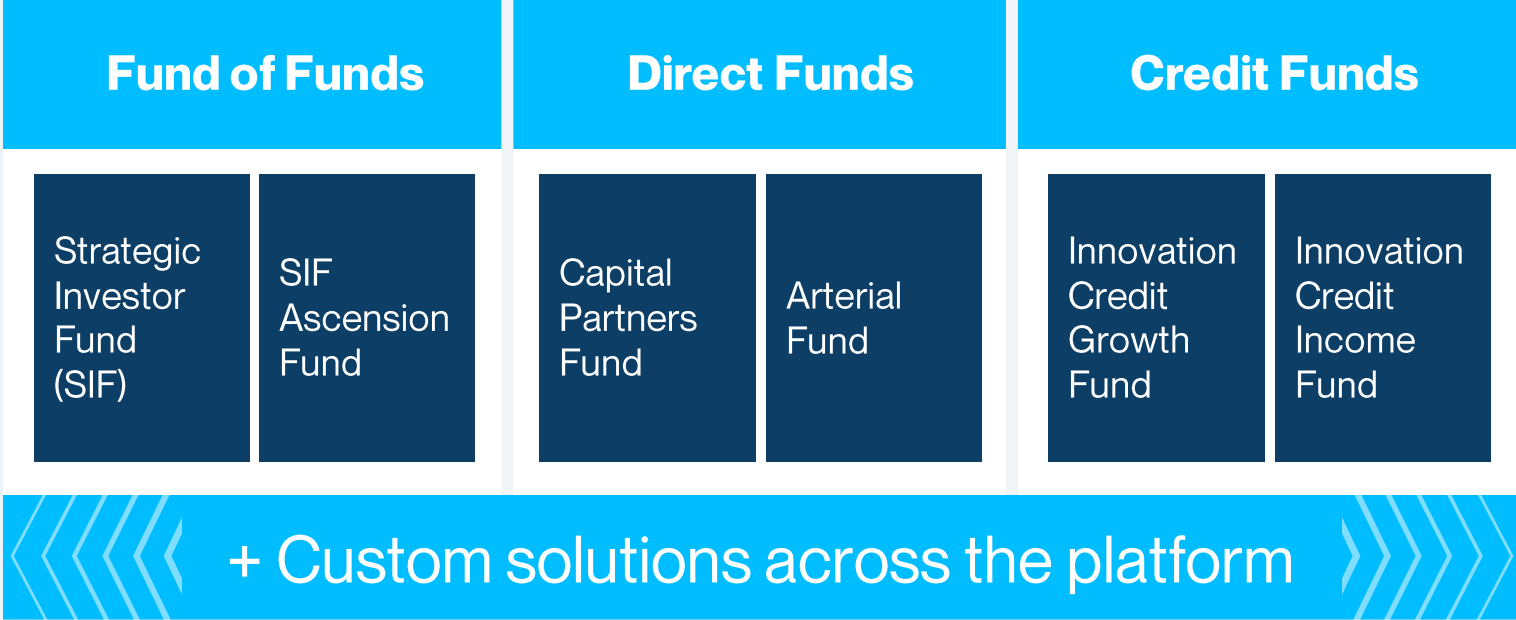


**Deep sector expertise**

# SVB Capital: Giving limited partners unrivaled access to the global innovation economy



Our experienced investment teams leverage unparalleled access and insights to power a unique, diversified platform that seeks to deliver compelling returns on behalf of our LPs.



**\$8.8B** AUM

**760+** unicorns

**20+** years

Source: SVB Capital data, AUM as of 6/30/2022. Unicorn count as of 7/29/22. Past performance is not indicative of future results. Future returns cannot be guaranteed.

# SVB Private: Private banking, wealth management and trust services that drive possibility and impact



Providing a powerful combination of solutions based on a deep understanding of what drives clients to advance and protect their wealth for generations to come.



HNW/UHNW advisory  
 Tax planning  
 Philanthropic planning  
 Advanced Planning Solutions  
 Trust & Estate Administration

Custom Solution  
 Values-Aligned Investing  
 Brokerage Capabilities  
 Custody safekeeping services

Mortgages  
 Home Equity Lines of Credit (HELOC)  
 Securities-backed lending  
 Private stock-backed lending  
 Specialty commercial lending  
 Full private banking payment solutions

As of 06/30/22

**\$16.5B**  
 assets under management

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**\$14.4B**  
 average deposits\*

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**\$14.2B**  
 average loans\*

\*Financials from the 3/31/22 10-Q



Banking services are offered by Silicon Valley Bank, member FDIC and the Federal Reserve System. Loans are subject to underwriting, credit, and collateral approval. NMLSR ID 442029.

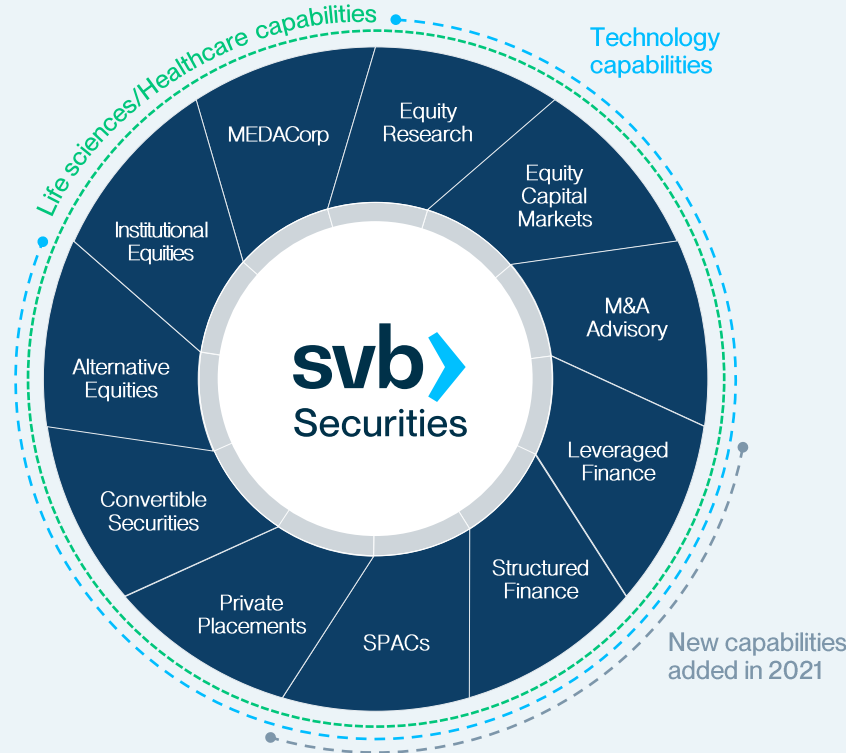
[See important disclosures at the end of this presentation](#)

# SVB Securities: Investment banking that propels technology, healthcare and life science companies



As of 6/30/22

Our acute focus on technology and healthcare sectors allows us to deliver honest guidance, unique opportunities, and finely calibrated solutions that help our clients achieve their long-term ambitions.



**1,080+**  
transactions completed

**\$205+**  
billion dollars raised

**260**  
companies under coverage

SVB Securities LLC, Member FINRA/SIPC

Deep Understanding

Indispensable Partners

Full Commitment

Powerful Connections

## TECHNOLOGY

## LIFE SCIENCES/HEALTHCARE



EDUCATION TECHNOLOGY



INDUSTRIAL TECHNOLOGY



ENTERPRISE SOFTWARE



DIGITAL INFRA & TECH SERVICES



CONSUMER SOFTWARE, INTERNET & INFO SERVICES



FINTECH



TOOLS & DIAGNOSTICS



MEDICAL DEVICES



BIOPHARMA



HEALTHCARE SERVICES



DIGITAL HEALTH & HEALTHTECH



# Supporting innovation...



● SVB's offices

## International Offices

Full-service branch: London.

Business development offices: Shanghai, Beijing, Dublin, Vancouver and Montreal.

Representative offices: Copenhagen, Hong Kong and Tel Aviv.

Lending branches: Frankfurt and Toronto.

SVB's joint venture bank, SPD Silicon Valley Bank: Shanghai, Beijing, Shenzhen and Suzhou.



# ...around the world



Canada

Toronto  
Vancouver  
Montreal



China

Shanghai  
Hong Kong  
Beijing  
Shenzhen  
Suzhou



Denmark

Copenhagen



Germany

Frankfurt



Ireland

Dublin



Israel

Tel Aviv



UK

London

## Global Gateway

SVB's Global Gateway team works with companies and investors in emerging innovation centers with a mix of banking and global market entry services in regions including Latin America, Australia - New Zealand, India and the Middle-East - North Africa.

# 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 Environmental, Social & Governance initiatives are embedded in our strategy

## ENVIRONMENTAL

Speed transition to low carbon, sustainable economy

## SOCIAL

Advance DEI and Access to Innovation

## GOVERNANCE

Operate with transparency and ethics

## 6 Strategic ESG Initiatives



### Talent

Engaging and empowering employees



### DEI at SVB

Promoting Diversity, Equity & Inclusion at SVB



### Economic Impact

Championing inclusion in the innovation economy



### Citizenship

Supporting communities where we live and work



### Climate & Environment

Supporting the transition to a sustainable, low-carbon world



### Governance

Practicing responsible corporate governance

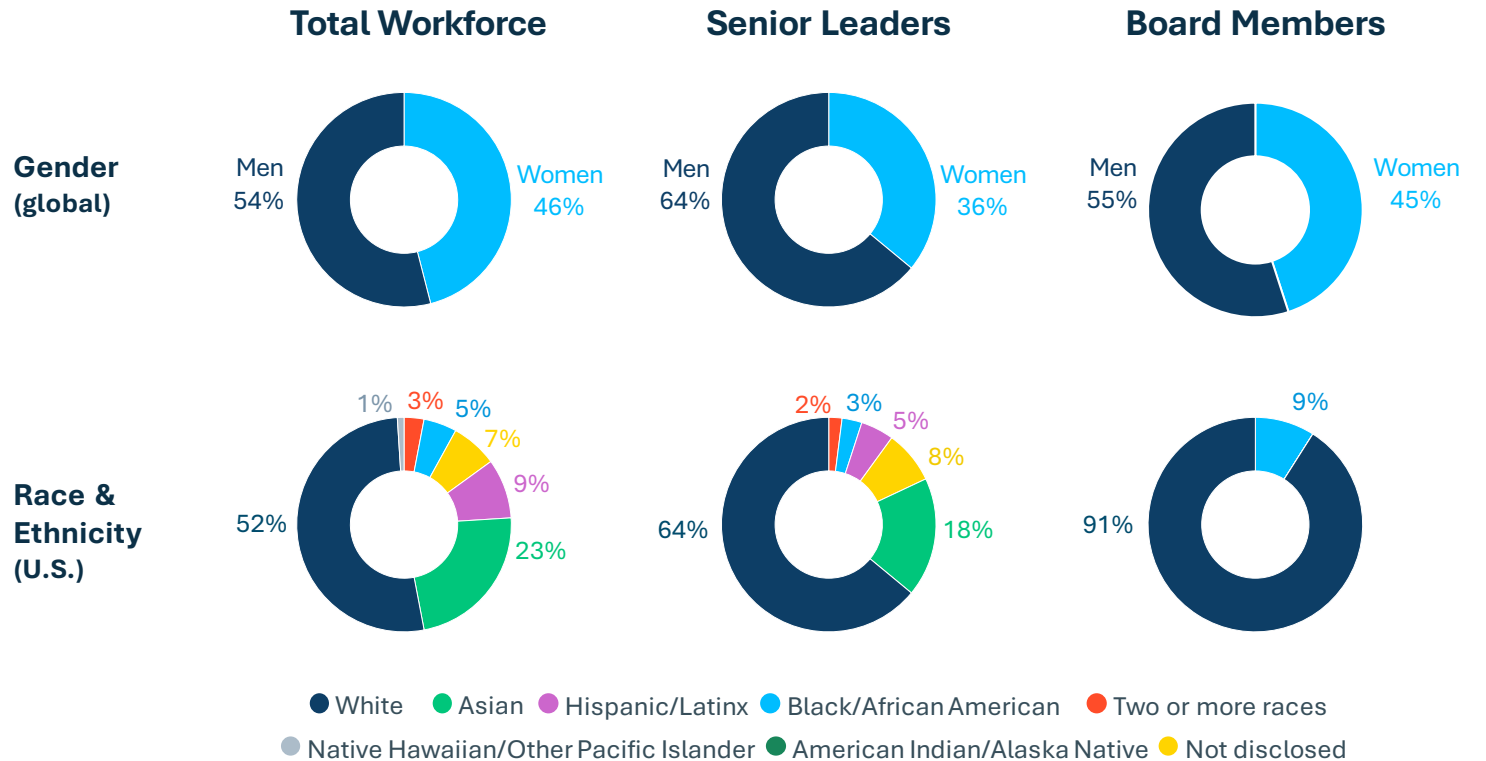
# We promote diversity, equity and inclusion

## Inclusion Ignites Innovation

We are intentionally and strategically working for a world where every client and employee has the opportunity to bring their bold ideas to life.

We also know that diverse perspectives and inclusive environments ignite new ideas to power innovation. That is why we're building a culture of belonging with a global workforce that celebrates greater dimensions of diversity and reflects the markets we strive to serve.

## Diversity at SVB



We report demographic metrics using racial categories defined by the US Equal Employment Opportunity Commission. Race & ethnicity 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. Senior leadership includes 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. Categories with less than 1% representation do not appear in the graphs. Not disclosed represents individuals who did not choose to disclose race & ethnicity data. All Workforce and Leadership data is as of 12/31/21. Board data is as of 4/22/22. Note: Refer to [www.svb.com/living-our-values/inclusion-diversity](http://www.svb.com/living-our-values/inclusion-diversity) for more information, including our DEI report, UK Gender Pay Report and EEO data.



# SVB engages in our communities

CONTRIBUTING TO  
NOT FOR PROFITS

**\$18M**

DONATED

**21K+ hrs**

VOLUNTEERED

2021

**\$1.6B\***

LOANED TO SMALL BUSINESSES

**Outstanding**  
CRA RATING – 2021

AFFORDABLE HOUSING  
FROM 2002–2021

**\$1.6B**

LOANED

**\$1.1B**

INVESTED

**10,000+**

AFFORDABLE  
HOUSING UNITS



\*Community Reinvestment Act reportable small business loans. 2021

# Our commitment to advance inclusion and opportunity

## Access to Innovation

**Inclusion ignites innovation.** We launched Access to Innovation to create opportunities across the innovation economy – because when more people get the chance to share unique perspectives and ideas, there’s no limit to where bold thinking can take us.

By leveraging powerful connections among founders, funders and talent, SVB is helping advance equity and inclusion across the innovation economy.

## How we take action



Increase the pipeline of diverse talent for our clients with powerful partnerships.



Connect diverse groups to SVB’s vast network within the innovation economy.



Unlock greater access to capital, professional relationships and career opportunities.



# Recognized for growth and corporate responsibility

Bay Area Business Journals

**TOP**

Corporate Philanthropist

Fastest-Growing Companies

**FORTUNE**

Member of the

**BLOOMBERG**

Gender Equality Index

Best Banks in America

**FORBES**

America's Most Responsible Companies

**NEWSWEEK**

Corporate Social Responsibility Award

**FOREIGN  
POLICY  
ASSOCIATION**

# Strong, seasoned management team

Diverse experience and skills to help direct our growth



**Dan Beck**  
Chief Financial Officer  
5 years at SVB



**Greg Becker**  
President and CEO  
29 years at SVB



**Marc Cadieux**  
Chief Credit Officer  
29 years at SVB



**John China**  
President SVB Capital  
26 years at SVB

**14 years**  
average tenure  
at SVB



**Phil Cox**  
Chief Operations Officer  
12 years at SVB



**Anthony DeChellis**  
CEO SVB Private  
1 year at SVB



**Mike Descheneaux**  
President Silicon Valley Bank  
16 years at SVB



**Michelle Draper**  
Chief Marketing & Strategy  
Officer  
9 years at SVB



**Chris Edmonds-Waters**  
Chief Human Resources Officer  
18 years at SVB



**Jeffrey Leerink**  
CEO SVB Securities  
3 years at SVB



**John Peters**  
Chief Auditor  
15 years at SVB



**Michael Zuckert**  
General Counsel  
8 years at SVB



# SVB financial highlights

Full Year 2021

**\$1.8B**

Net Income

Q2 2022

**\$333M**

Net Income

Q2 2022

**\$71B**

Total Loans

Q2 2022

**\$379B**

Deposits &  
Investments

Q2 2022

**\$191.2B**

In Investment Funds  
(off balance sheet)

Q2 2022

**\$214B**

Assets

**7,700+**

Employees

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



## About SVB

SVB is the financial partner of the innovation economy, helping individuals, investors and the world's most innovative companies achieve their ambitious goals. SVB's businesses — Silicon Valley Bank, SVB Capital, SVB Private and SVB Securities — together offer the services that dynamic and fast-growing clients require as they grow, including commercial banking, venture investing, wealth planning and investment banking. Headquartered in Santa Clara, California, SVB operates in centers of innovation around the world. Learn more at [svb.com/global](https://svb.com/global).



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Not FDIC Insured | Not Bank Guaranteed | May Lose Value

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