Q4 2020
Financial highlights
Contents

Snapshot and current environment  PAGE 3
Performance detail and outlook  PAGE 15
Appendix  PAGE 33
Non-GAAP reconciliations  PAGE 49

This presentation should be reviewed with our Q4 2020 Earnings Release and Q4 2020 CEO Letter, as well as the company’s SEC filings.
Snapshot and current environment
Q4’20 Snapshot: Exceptional growth and profitability as innovation markets remain robust

FINANCIAL HIGHLIGHTS

<table>
<thead>
<tr>
<th>EPS:</th>
<th>Net Income:</th>
<th>ROE:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$7.40</td>
<td>$388M</td>
<td>20.23%</td>
</tr>
</tbody>
</table>

Q4’20 PERFORMANCE (vs. Q3’20)

<table>
<thead>
<tr>
<th>AVERAGE CLIENT FUNDS</th>
<th>AVERAGE LOANS</th>
<th>NET INTEREST INCOME</th>
<th>CORE FEE INCOME</th>
</tr>
</thead>
<tbody>
<tr>
<td>$225.5B (+12.1%)</td>
<td>$41.5B (+11.3%)</td>
<td>$597M (+12.2%)</td>
<td>$156M (+6.5%)</td>
</tr>
</tbody>
</table>

$248M Warrant and Investment Gains Net of NCI

$151M SVB Leerink Revenue

$38M Net Benefit to Provision for Credit Losses

(Improved economic scenarios and continued strong Private Bank performance drive reserve release)

1. SBA Paycheck Protection Program (“PPP”) contributed $1.7B to average loan balances and $14.3M to net interest income, including $9.9M of loan fees. Net interest income presented on a fully taxable equivalent basis.
3. Represents investment banking revenue and commissions.
**FY’20 Snapshot: Exceptional growth and profitability despite low rate environment and COVID-19 recession**

### FINANCIAL HIGHLIGHTS

<table>
<thead>
<tr>
<th>EPS:</th>
<th>Net Income:</th>
<th>ROE:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$22.87</td>
<td>$1.19B</td>
<td>16.83%</td>
</tr>
</tbody>
</table>

### 2020 PERFORMANCE (vs. 2019)

- **$192.4B** Average Client Funds, +31.2%, $82.1B Period-End Growth
- **$37.3B** Average Loans<sup>1</sup>, +24.6%, $12.0B Period-End Growth
- **$2.17B** Net Interest Income<sup>1</sup>, +3%
- **$603M** Core Fee Income<sup>2</sup>, -6%
- **$572M** Warrant and Investment Gains Net of NCI<sup>2</sup>
- **$481M** SVB Leerink Revenue<sup>2, 3</sup>
- **$220M** Provision for Credit Losses (driven primarily by COVID-19 recessionary scenarios)
- **+$1.7B** Tangible Book Value Creation<sup>2</sup>

---

1. SBA Paycheck Protection Program (“PPP”) loans contributed $1.2B to average loan growth and $33.8M to net interest income. Net interest income presented on a fully taxable equivalent basis.
3. Represents investment banking revenue and commissions.
Q4’20 Highlights
Exceptional growth and profitability

1. **Thriving innovation markets and effective execution** drove Q4’20 outperformance and expected to drive continued growth in 2021

2. **Period-end assets reached $116B (+63% yoy) and total client funds exceeded $243B (+51% yoy)** as strong fundraising and exit activity fueled client liquidity

3. **Strong balance sheet growth propelled NII above guidance** despite low rates

4. **Robust loan growth** as private equity investment accelerated

5. **Q4 reserve release** as economic scenarios improved, credit metrics remained stable and vast majority of deferrals expired

6. **Outsized warrant and investment gains** from strong exits and valuations

7. **Improved core fees** as business activity increased

8. **Continued momentum for SVB Leerink** as life science public markets remained active

9. **Strong capital and liquidity** to meet clients’ needs and invest in our business; targeting 7-8% Bank tier 1 leverage ratio

10. **Outstanding performance and real estate charges** drove expenses above guidance

11. **Announced in early January planned acquisition of Boston Private Financial Holdings, Inc.** to accelerate growth in private banking and wealth management
Continued strong execution

Client acquisition and engagement remains robust, supported by investments in people and technology

~1,500 new clients in Q4’20

Over 550 client events in 2020, supported by virtual engagement

Supporting employee productivity and well-being

- Video Conferencing
- Messaging & Collaboration
- Document Management & Storage
- Office Equipment
- Ergonomic Assessments
- Stipends & Reimbursements
- Family Care
- Mental Health Resources
- Virtual Coaching

Client acquisition and engagement remains robust, supported by investments in people and technology.
Resilient and highly liquid markets

**Technology markets outperforming**

<table>
<thead>
<tr>
<th>INDEXED PRICE</th>
<th>AS OF 12/31/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>% vs. 1/1/17</td>
<td>Nasdaq: 2.6x</td>
</tr>
<tr>
<td></td>
<td>S&amp;P 500: 1.7x</td>
</tr>
<tr>
<td>1/1/17</td>
<td>1/1/18</td>
</tr>
<tr>
<td>1/1/19</td>
<td>1/1/20</td>
</tr>
</tbody>
</table>

**Record VC investment**

<table>
<thead>
<tr>
<th>U.S. VC INVESTMENT</th>
<th>$ Billions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>87</td>
</tr>
<tr>
<td>2018</td>
<td>143</td>
</tr>
<tr>
<td>2019</td>
<td>138</td>
</tr>
<tr>
<td>2020</td>
<td>156</td>
</tr>
</tbody>
</table>

**Ample dry powder...**

<table>
<thead>
<tr>
<th>U.S. VC DRY POWDER</th>
<th>$ Billions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>95</td>
</tr>
<tr>
<td>2018</td>
<td>118</td>
</tr>
<tr>
<td>2019</td>
<td>123</td>
</tr>
<tr>
<td>3/31/20 YTD²</td>
<td>153</td>
</tr>
</tbody>
</table>

**Strong IPO activity**

<table>
<thead>
<tr>
<th>U.S. VC-BACKED IPOS</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>59</td>
</tr>
<tr>
<td>2018</td>
<td>85</td>
</tr>
<tr>
<td>2019</td>
<td>80</td>
</tr>
<tr>
<td>2020</td>
<td>103</td>
</tr>
</tbody>
</table>

**Rebounding PE investment in 2H’20**

<table>
<thead>
<tr>
<th>U.S. PE INVESTMENT</th>
<th>$ Billions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>637</td>
</tr>
<tr>
<td>2018</td>
<td>745</td>
</tr>
<tr>
<td>2019</td>
<td>764</td>
</tr>
<tr>
<td>2020</td>
<td>708</td>
</tr>
</tbody>
</table>

**...to support future investment**

<table>
<thead>
<tr>
<th>U.S. PE DRY POWDER</th>
<th>$ Billions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>588</td>
</tr>
<tr>
<td>2018</td>
<td>679</td>
</tr>
<tr>
<td>2019</td>
<td>707</td>
</tr>
<tr>
<td>3/31/20 YTD²</td>
<td>728</td>
</tr>
</tbody>
</table>

Note: VC and PE data sourced from PitchBook.
1. Nasdaq 100 Index used as a proxy for technology markets.
2. Most recent data available.
Stable credit

Only 1.8% of loans remain on deferral

Vast majority of clients resume payments

Remaining Venture Debt deferrals were not driven by additional extensions (at time of deferral, loans had remaining interest-only periods which were extended via the program; principal payments commencing in 2021)

DEFERRAL PROGRAM PARTICIPATION

<table>
<thead>
<tr>
<th>Date</th>
<th>Private Bank</th>
<th>Wine</th>
<th>Venture Debt</th>
<th>Total (as % of period-end loans)</th>
</tr>
</thead>
<tbody>
<tr>
<td>6/30/2020</td>
<td>$204M</td>
<td>$595M</td>
<td>$2.1B</td>
<td>7.9%</td>
</tr>
<tr>
<td>9/30/2020</td>
<td>$14M</td>
<td>$73M</td>
<td>$1.9B</td>
<td>5.3%</td>
</tr>
<tr>
<td>12/31/2020</td>
<td>$13M</td>
<td>$2M</td>
<td>$769M</td>
<td>1.8%</td>
</tr>
</tbody>
</table>

Cautiously optimistic

Economic recovery remains uncertain

Figures as of 12/31/20

EXPECT CONTINUED STRONG CREDIT PERFORMANCE

Global Fund Banking
- Largest driver of loan growth for the past 7 years
- ZERO capital call net losses since inception (1990s)

Private Bank
- Primarily mortgages located in CA (64%) with 65% median LTV
- Only $19M of net losses since inception (1990s)
- Contributed to Q4’20 reserve release

STABLE PERFORMANCE TO DATE

Technology and Life Science/Healthcare
Credit focus: Investor Dependent (primarily Early-Stage), Cash Flow Dependent and other COVID-19-impacted clients
Positive considerations: Record VC investment and fundraising in 2020 bode well for continued investor support; SBA PPP 2.0 and additional fiscal stimulus may help extend runway

Wine
Credit focus: Near-term reduced direct to consumer and restaurant sales; medium-term potential smoke taint
Positive considerations: 76% of portfolio secured by high-quality real estate with median LTV of 49%; limited physical damage from recent California wildfires

DEFERRAL PROGRAM PARTICIPATION1

Private Bank
- Only 1.8% of loans remain on deferral
- Vast majority of clients resume payments
- Remaining Venture Debt deferrals were not driven by additional extensions (at time of deferral, loans had remaining interest-only periods which were extended via the program; principal payments commencing in 2021)

1. Represents outstanding deferred loans including repayments received as of each date. Offered programmatic deferrals (3 to 6 months of payment relief) for Venture-backed, Private Bank and Wine portfolios earlier in 2020. 3-month Private Bank and Wine deferral programs ended in Q3’20 and 6-month Wine and vast majority of 6-month Venture Debt deferral programs ended in Q4’20.

2. Global Fund Banking (“GFB”) portfolio primarily consists of PE/VC capital call lines of credit.
Strong capital and liquidity

Strong capital to support growth and investments

Targeting 7-8%
Bank tier 1 leverage ratio

Ample liquidity to meet clients’ needs

$65.2B in cash and high-quality fixed income securities

SVB’s Q4’20 Capital Ratio

- Common Equity Tier 1: 10.70%
- Tier 1 Capital: 10.70%
- Total Capital: 11.49%
- Tier 1 Leverage: 6.43%

Q4’20 Bank capital ratio drivers

Robust balance sheet growth, partially offset by strong earnings

Downstreamed $700M
HoldCo liquidity to Bank to support growth

12/31/20 ASSETS
Billions

- Net loans: $45
- Cash and fixed income securities: $65
- Non-marketable securities: $2
- Other: $4
- Borrowing capacity through Federal Reserve, FHLB and repo + unpledged securities

Liquidity
As of 12/31/20

- $52.8B
- $1.3B
- $0.7B

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

1. Ratios as of December 31, 2020 are preliminary.
2. Consists of $668M unrealized pretax gains in the available-for-sale portfolio and $624M unrealized pretax gains in the held-to-maturity portfolio as of December 31, 2020. Amounts actually realized are subject to various factors and may differ from unrealized amounts.
Investments are accelerating client acquisition and growth
We continue to invest in our strategic priorities to drive future growth and scalability

Enhance client experience
- End-to-end digital banking
- APIs and payment enablement
- Strategic partnerships to accelerate product delivery
- Technology platform upgrades

Improve employee enablement
- Mobile and collaboration tools
- nCino credit onboarding platform
- Client and industry insights
- Global Delivery Centers
- Agile ways of working
- Diversity, Equity & Inclusion initiatives

Drive revenue growth
- Global expansion
- SVB Leerink
- Boston Private acquisition (expected closing mid-2021)1
- SVB Capital debt fund (WestRiver acquisition)
- Client acquisition
- New products (cards, liquidity and lending)
- Product penetration
- Strategic investments
- Fintech strategy

Enhance risk management
- Data foundation
- Large Financial Institution regulatory requirements (> $100B in average total consolidated assets)
- U.K. subsidiarization
- Cybersecurity

Long-term scalable growth

SVB CLIENT COUNT
Thousands

2016 2017 2018 2019 2020

AVERAGE TOTAL LOANS
$ Billions

2016 2017 2018 2019 2020

AVERAGE TOTAL CLIENT FUNDS
$ Billions

2016 2017 2018 2019 2020

CORE FEES AND SVB LEERINK REVENUE2
$ Millions

2016 2017 2018 2019 2020

Q4 2020 Financial Highlights

1. Subject to regulatory approvals and customary closing conditions.
Acquisition of Boston Private: Financially attractive transaction with large growth opportunity

Accelerates growth of private banking and wealth management business

- **Adds immediate scale** to private banking and wealth management business ($18.6B combined AUM\(^1\))
- **Expands capabilities and capacity** to help deepen client relationships and capture ~$400B opportunity among current clients\(^2\)
- Harnesses complementary offerings to deliver unique insights and solutions
- **Advances digital client experience**
- **Immediately accretive** to TBV per share at close
- **Low single digit** earnings per share accretion
- **Diversifies revenues and enhances profitability** to support long-term growth

Reinforces our vision to be the most sought-after financial partner helping innovators, enterprises, and investors move bold ideas forward, fast

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2. Estimated potential “total client position” (“TCP”) through SVB’s current commercial clients based on SVB management analysis (2020). TCP includes potential wealth management assets, lending and deposits.
Combined platform well-positioned to capture compelling market opportunity

+ SVB’s leadership position in the innovation economy and large balance sheet
+ Boston Private’s broad product set and advanced technology
+ Complementary talent and offerings

### Advisory solutions

<table>
<thead>
<tr>
<th></th>
<th>SVB Private Bank</th>
<th>Boston Private</th>
<th>Combined</th>
</tr>
</thead>
<tbody>
<tr>
<td>HNW/UHNW advisory¹</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Tax planning</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Philanthropy</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Trust services</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Estate planning</td>
<td></td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

### Investment solutions

<table>
<thead>
<tr>
<th></th>
<th>SVB Private Bank</th>
<th>Boston Private</th>
<th>Combined</th>
</tr>
</thead>
<tbody>
<tr>
<td>Impact investing</td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Investments focused on the innovation economy²</td>
<td>✓</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Broker-dealer</td>
<td>✓</td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>

### Banking solutions

<table>
<thead>
<tr>
<th></th>
<th>SVB Private Bank</th>
<th>Boston Private</th>
<th>Combined</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mortgages</td>
<td>✓</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Securities-based lending</td>
<td>✓</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Private stock lending</td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Specialty commercial lending</td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Full private banking payment solutions</td>
<td></td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>

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1. High net worth ("HNW") and ultra high net worth ("UHNW").
2. E.g., fund of funds, venture capital and direct investments in private innovation companies.

**Comprehensive planning** to prepare for liquidity and life events

**Exclusive access** to events, insights and investment opportunities in the innovation economy²

**Sophisticated solutions** to address equity compensation, concentrated stock positions and non-liquid assets

**Next generation digital platform** “Always on” digitally enabled interactions and improved efficiencies

**Large balance sheet** to support clients’ borrowing needs

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13 Q4 2020 Financial Highlights
Resilient business model positioned for long-term growth

Resilient, high-growth markets
- Innovation is driving economic growth
- COVID-19 has accelerated digital adoption and activity in healthcare

Robust earnings power
- Strong profitability and industry-leading growth
- Diversified business model to drive earnings in a low rate environment

Unique liquidity franchise
- Robust liquidity solutions to support clients’ needs and optimize pricing and mix
- Ample PE/VC dry powder and low rates will continue to drive demand for alternative assets

Proven leadership
- Deep bench of recession-tested leaders supported by strong global team
- Active partnership with our clients to promote better outcomes

High-quality balance sheet
- 83% of assets in high-quality investments and low credit loss experience lending*

Strong capital and liquidity
- Ability to support growth, help our clients and manage shifting economic conditions while continuing to invest in our business

Leveraging improvements
- In people, processes and systems to improve our scalability
- In new markets to expand our reach
- In digital enhancements to improve the client experience
- In products and services to diversify our business

* Based on cash, fixed income investment portfolio and Global Fund Banking and Private Bank loan portfolios as of December 31, 2020.
Performance detail and outlook
# 2021 Outlook

## Outlook considerations

- The innovation economy continues to thrive as COVID-19 has highlighted the importance of technology and healthcare.
- Robust liquidity in our markets, supported by strong PE/VC fundraising and dry powder, providing fuel for long-term growth.
- COVID-19 vaccines position the broader economy for an eventual recovery, but vaccine delays, accelerated spread, mutations and continued shutdowns present near-term uncertainties.
- Outlook excludes impact of changes in Fed Funds or LIBOR rates, SBA PPP 2.0, Boston Private acquisition (pending\(^1\)) and potential corporate tax rate or other changes under the new U.S. government administration.

## Business Driver

<table>
<thead>
<tr>
<th>FY’20 Results</th>
<th>FY’21 Outlook vs. FY’20</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Average loans</strong></td>
<td>$37.3B</td>
</tr>
<tr>
<td><strong>Average deposits</strong></td>
<td>$75.0B</td>
</tr>
<tr>
<td><strong>Net interest income(^2)</strong></td>
<td>$2,156M</td>
</tr>
<tr>
<td><strong>Net interest margin</strong></td>
<td>2.67%</td>
</tr>
<tr>
<td><strong>Net loan charge-offs</strong></td>
<td>0.20%</td>
</tr>
<tr>
<td><strong>Core fee income(^3, 4)</strong></td>
<td>$603M</td>
</tr>
<tr>
<td><strong>SVB Leerink revenue(^3, 5)</strong></td>
<td>$481M</td>
</tr>
<tr>
<td><strong>Noninterest expense(^3, 6)</strong></td>
<td>$2,035M</td>
</tr>
<tr>
<td><strong>Effective tax rate</strong></td>
<td>27.0%</td>
</tr>
</tbody>
</table>

Note: Actual results may differ. For additional information about our financial outlook, please refer to our Q4 2020 Earnings Release and Q4 2020 CEO Letter.

1. Expected to close mid-2021, subject to regulatory approvals and customary closing conditions.
2. Excludes fully taxable equivalent adjustments.
4. Excludes SVB Leerink.
5. Represents investment banking revenue and commissions.
6. Excludes expenses related to NCI. Includes SVB Leerink expenses.
# Key variables to our forecast

Our guidance requires clarity around certain variables, including but not limited to:

| VC fundraising and investment | • Promotes new company formation which helps support client acquisition  
|                             | • Source of client liquidity which helps drive total client funds growth  
| PE fundraising and investment | • Primary driver of capital call line demand which has been the largest source of loan growth over the past 7 years  
| IPO and M&A activity          | • Ability for companies to exit via IPO or M&A affects VC/PE fundraising and investment  
|                             | • Deal proceeds support client liquidity  
|                             | • Impacts investment banking revenue and value of warrants and investment securities  
| Economic environment         | • Affects health of clients which determines credit quality  
|                             | • Level of business activity drives client liquidity and demand for our products and services  
| Capital markets              | • Performance and volatility of public, private and fixed income markets impact IPO and M&A activity and market-driven revenues (FX, investment banking revenue and commissions and warrant and investment gains)  
| Competitive landscape        | • Affects margins and client acquisition  
| Shape of yield curve         | • Directly impacts NIM via lending and reinvestment yields vs. funding costs  
|                             | • Client investment fees move with short-term rates  
| Political environment        | • New administration will influence economic policy and stimulus, business and market sentiment, global trade relationships, bank regulations and corporate taxes  

Q4 2020 Financial Highlights
Outstanding total client funds growth on strong fundraising and exit activity
Expect FY’21 average deposit % growth in the mid 40s

Q4’20 activity

- Strong technology and life science public and private fundraising and exit activity left clients awash with liquidity
- Average client funds surged $24.3B (period-end +$31.5B) with growth across all portfolios
- GFB average deposits +$4.2B (period-end +$2.1B) as funds prepared for seasonal distributions
- Average cost of deposits held steady at 4 bps and share of noninterest-bearing deposits increased slightly to 66.7%

FY’21 outlook key drivers

- Strong average client funds growth, both on and off-balance sheet
- Deposit growth may be impacted by:

  + Strong PE/VC investment
    Increases technology and life science/healthcare clients’ liquidity

  + New client growth
    Continued strong client acquisition

  - Potential slowdown in public markets activity
    Normalizing activity in 2021 as deals were possibly pulled forward in 2H’20

  - PE/VC distributions
    Expected in 1H’21

  - Normalizing client spending
    As business activity recovers

  • Total cost of deposits and share of interest-bearing deposits expected to remain steady
Robust growth in interest-earning assets as deposit inflows drive significant securities purchases and elevated cash balances

Q4’20 activity

- Purchased $11.4B securities (1.24% weighted average yield, 4.5y duration) vs. roll-offs of $2.8B at 2.27%
- Purchases included agency-issued MBS/CMOs/CMBS and high-quality munis with attractive risk-adjusted returns
- Despite significant purchase activity, exceeded average cash target of $7.9B due to surge in deposits
- $23M net premium amortization expense included $12.7M one-time benefit (+12 bps impact to portfolio yield) due to change in prepay assumptions

FY’21 key drivers

- Continue to invest excess on-balance sheet liquidity in high-quality securities – focused on supporting yields and preserving liquidity and flexibility
- Continue to buy agency-issued MBS/CMOs/CMBS and munis
- Expect average FY’21 fixed income portfolio yield to be between 1.60-1.70%

Low new purchase yields

Expect new purchase yields ~1.20-1.30% – still accretive to NII
Roll-offs mitigated by previous efforts to extend duration – expect ~$2.5B-$3.0B paydowns per quarter through 2021

High-quality alternative investments

In addition to munis, select purchases of strong credit-quality corporate bonds and nonagency securitized products

- Maintain strong levels of liquidity while macroeconomic environment remains uncertain:

| $7-9B | Target average cash balance² Through end of 2021 |
| $52.8B | Borrowing capacity $4B repo, $1.9B Fed Lines, $6.7B FHLB & FRB and $40.3B of unpledged securities as of 12/31/20 |
| $1.3B | Unrealized fixed income gains³ Provide potential source of earnings support |
| $0.7B | HoldCo liquidity As of 12/31/20, a portion of which can be downstreamed to Bank to support growth |

1. $12.7M acceleration of discount accretion due to an increase in expected prepayments for fixed-rate commercial mortgage-backed securities in our held-to-maturity portfolio.
2. Actual balances depend on timing of fund flows.
3. Consists of $668M unrealized pretax gains in the available-for-sale portfolio and $624M unrealized pretax gains in the held-to-portfolio as of December 31, 2020. Amounts actually realized are subject to various factors and may differ from unrealized amounts.
Flexible liquidity management strategy supports strong, profitable growth

Robust liquidity solutions to meet clients’ needs

<table>
<thead>
<tr>
<th>On vs. off-balance sheet considerations</th>
<th>Target range</th>
<th>Flexibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spread income</td>
<td>75–100 bps</td>
<td>~1.20-1.30% expected new purchase yields</td>
</tr>
<tr>
<td></td>
<td>minimum target spread between new purchase yields and deposit costs</td>
<td>4 bps cost of deposits enables healthy margins</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Focused on supporting yields and preserving liquidity and flexibility</td>
</tr>
<tr>
<td></td>
<td></td>
<td>given uncertain macroeconomic environment</td>
</tr>
<tr>
<td>Liquidity</td>
<td>$7–9B</td>
<td>~$2.5B-$3.0B expected portfolio cash flows per quarter through 2021</td>
</tr>
<tr>
<td></td>
<td>average cash target¹</td>
<td>$52.8B borrowing capacity as of 12/31/20</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$1.3B unrealized fixed income gains provide potential source of earnings support²</td>
</tr>
<tr>
<td>Bank tier 1 leverage ratio</td>
<td>7–8%</td>
<td>$0.7B HoldCo liquidity as of 12/31/20, a portion of which can be downstreamed to Bank</td>
</tr>
</tbody>
</table>

¹. Actual balances depend on timing of fund flows.
². Consists of $668M unrealized pretax gains in the available-for-sale portfolio and $624M unrealized pretax gains in the held-to-portfolio as of December 31, 2020. Amounts actually realized are subject to various factors and may differ from unrealized amounts.
Robust loan growth as private equity investment accelerates
Expect FY’21 average loan % growth in the mid 20s

**Q4’20 activity**

- Q4 average loans +11% qoq (period-end loans +18%) as PE clients resumed deal activity, driving record high capital call line borrowing
- Low rates continued to fuel strong Private Bank mortgage growth
- Period-end tech and life science/HC loans +$455M qoq; paydowns from strong liquidity impacted average balances
- $16M interest rate swap gains and $22B average active loan floors in Q4 continued to benefit loan yields

**AVERAGE LOANS**

<table>
<thead>
<tr>
<th>Portfolio Utilization</th>
<th>Q4’19</th>
<th>Q1’20</th>
<th>Q2’20</th>
<th>Q3’20</th>
<th>Q4’20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other</td>
<td>32.0</td>
<td>33.7</td>
<td>36.5</td>
<td>37.3</td>
<td>41.5</td>
</tr>
<tr>
<td>Wine</td>
<td>9.7</td>
<td>9.9</td>
<td>11.5</td>
<td>11.3</td>
<td>11.1</td>
</tr>
<tr>
<td>Tech and Life Science/HC</td>
<td>16.8</td>
<td>18.0</td>
<td>17.7</td>
<td>18.2</td>
<td>22.1</td>
</tr>
<tr>
<td>Private Bank</td>
<td>3.7</td>
<td>3.9</td>
<td>4.0</td>
<td>4.3</td>
<td>4.6</td>
</tr>
<tr>
<td>Global Fund Banking</td>
<td>0.01%</td>
<td>(0.05%)</td>
<td>0.07%</td>
<td>(0.10%)</td>
<td>0.38%</td>
</tr>
</tbody>
</table>

**AVERAGE LOAN YIELD**

<table>
<thead>
<tr>
<th>Loan Yield</th>
<th>LIBOR</th>
<th>Loan Fees (excluding SBA PPP)</th>
<th>SBA PPP</th>
<th>Loan Mix</th>
<th>Q4’20 Loan Yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3’20</td>
<td>3.93%</td>
<td>(0.05%)</td>
<td>(0.10%)</td>
<td>3.86%</td>
<td></td>
</tr>
</tbody>
</table>

**FY’21 outlook key drivers**

- Loan growth may be impacted by:

  + Strong PE/VC investment
    - Expected to drive robust capital call line growth for FY’21; maturities in 1H’21
  + Robust tech and life science/HC lending pipelines
    - Expected to offset paydowns from ample liquidity
  + Strong Private Bank mortgage origination
    - Due to low mortgage rates
  - SBA PPP forgiveness
    - ~$1.6B SBA PPP loans outstanding as of 12/31/20 – estimate ~$1.1B forgiveness in Q1’21

- Loan yields expected to be impacted by:

  + Rate protections
    - $22B active loan floors as of 12/31/20 and $179M remaining locked-in swap gains
  + SBA PPP forgiveness
    - ~$1.6B SBA PPP loans outstanding as of 12/31/20 – estimate ~$1.1B forgiveness in Q1’21
  - Shifting loan mix
    - Towards lower yielding Global Fund Banking capital call lines
  - Spread compression
    - Towards lower yields as economy recovers

---

1. Q4’20 loan growth excluding SBA PPP was 12% (average) and 19% (period-end). SBA PPP loans contributed ~$1.7B to Q4’20 average loans, ~$1.8B to Q3’20 average loans and ~$1.4B to Q2’20 average loans.
2. Unwound $5B swaps in Q3’20 resulting in $227M pretax fair value gains in OCI to be reclassified to loan interest income over ~5 years based on the timing of cash flows from hedged variable-rate loans.
3. SBA PPP contributed $14.3M to net interest income, including $9.9M of loan fees.
4. Estimate only, subject to SBA PPP terms; amounts actually forgiven and timing of forgiveness may differ. Excludes impact of PPP 2.0.
Strong balance sheet growth drives NII above guided range despite low rate environment
Expect FY’21 NII % growth in the low 20s\(^1\) and FY’21 NIM between 2.20-2.30%

### Q4’20 activity

<table>
<thead>
<tr>
<th>NET INTEREST INCOME(^1)</th>
<th>$ Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3’20 NII</td>
<td>531.7</td>
</tr>
<tr>
<td>Balance Sheet Growth</td>
<td>61.7</td>
</tr>
<tr>
<td>SBA PPP(^2)</td>
<td>4.6</td>
</tr>
<tr>
<td>Lower Fixed Income Yields(^3)</td>
<td>(1.5)</td>
</tr>
<tr>
<td>Q4’20 NII</td>
<td>596.5</td>
</tr>
</tbody>
</table>

### NET INTEREST MARGIN

<table>
<thead>
<tr>
<th>NET INTEREST MARGIN</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3’20 NIM</td>
<td>2.53%</td>
</tr>
<tr>
<td>Balance Sheet Growth</td>
<td>(0.14%)</td>
</tr>
<tr>
<td>Lower Fixed Income Yields(^3)</td>
<td>(0.01%)</td>
</tr>
<tr>
<td>SBA PPP(^2)</td>
<td>0.02%</td>
</tr>
<tr>
<td>Q4’20 NIM</td>
<td>2.40%</td>
</tr>
</tbody>
</table>

Surge in deposits drove significant securities purchases and high cash balances, pressuring NIM

### FY’21 outlook key drivers

- **NII and NIM expected to be impacted by:**
  
  - **Balance sheet growth** (positive for NII, negative for NIM)
    - Driven by strong client liquidity
  
  - **Rate protections**
    - $22B active loan floors as of 12/31/20
    - Swaps expected to offer ~5 bps of NIM protection in 2021\(^4\)

  - **SBA PPP program**
    - Q1’21 NII includes ~$16-18M of estimated SBA PPP loan interest and fees, net of deferred loan origination costs (+4 bps impact to NIM)\(^5\)

  - **Reduction in average cash balances**
    - To $7-9B target by end of 2021 (actual balances depend on timing of fund flows)

  - **Low new purchase yields**
    - While previous efforts to extend duration mitigate roll-offs, still expect $2.5B-$3.0B paydowns per quarter through 2021

  - **Shifting loan mix**
    - Towards lower yielding Global Fund Banking capital call lines

  - **Spread compression**
    - Increasing competition as economy recovers

---

1. NII is presented on a fully taxable equivalent basis, while NII guidance excludes fully taxable equivalent adjustments.
2. SBA PPP contributed $14.3M to net interest income, including $9.9M of loan fees
3. Includes $12.7M acceleration of discount accretion due to an increase in expected prepayments for fixed-rate commercial mortgage-backed securities in our held-to-maturity portfolio, benefiting fixed income portfolio yields by 12 bps and NIM by 5 bps.
4. Unwound $5B swaps in Q1’20 resulting in $227M pretax fair value gains in OCI to be reclassified to loan interest income over ~5 years based on the timing of cash flows from hedged variable-rate loans. $179M locked-in gains remain as of December 31, 2020.
5. Based on SBA PPP forgiveness expectations. Estimate only, subject to SBA PPP terms; amounts actually forgiven and timing of forgiveness may differ. Excludes impact of PPP 2.0.
Robust earnings power in a low rate environment

1. Strong balance sheet growth has historically offset low rates to fuel NII

2. Business diversification and protective measures to support earnings

3. Potential upside to securities purchase yields in 2021 if intermediate (3-5y) rates rise; +15% asset sensitivity to a +100 bp parallel shift in rates

---

1. Non-GAAP financial measure. See “Use of non-GAAP financial measures” in our Q4 2020 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
2. Unwound $5B swaps in Q1’20 resulting in $227M pretax fair value gains in OCI to be reclassified to loan interest income over ~5 years based on the timing of cash flows from hedged variable-rate loans.
3. Mark-to-market value of $22B active loan floors (3.57% weighted average floor rate, 1.8-year weighted average duration).
4. Management’s sensitivity analysis is based on the expected 12-month impact of a +100 bp rate shock on net interest income. This is an estimate and is subject to assumptions; actual results may differ. Additional information will be included in our 2020 Form 10-K report.
Improved economic scenarios and continued strong Private Bank performance drive reserve release; Expect 2021 NCOs to be between 20-40 bps

**Q4’20 activity**
- Released $78M of performing reserves based on improved model economic scenarios and continued strong performance from Private Bank portfolio
- Vast majority of deferrals expired with clients resuming payments (only 1.8% of total loans remaining in deferral)
- Stable credit metrics as innovation markets remained resilient
  - Low gross charge-offs ($22.5M) consisting primarily of Investor Dependent loans and strong recoveries ($12.8M)
  - NPLs decreased modestly to $104M vs. $106M in Q3’20
  - Criticized loans declined $185M qoq to $1.2B (3% of Q4 EOP loans)

**FY’21 outlook key drivers**
- Changes in economic outlook could drive volatility in provision:
  - Current COVID-19 economic scenarios
    Moody’s December forecasts
    - 40% baseline
    - 30% downside
    - 30% upside

**Potential for higher Tech & Life Science/Healthcare NPLs and losses**
Near-term challenges remain with delayed vaccine distributions, continued COVID-19 spread and extended shutdowns
If higher NPLs and losses occur, expect these to be primarily driven by Early-Stage and some Mid and Later-Stage and Cash Flow dependent loans in 2H’21

**Continued investor support and additional stimulus**
Record VC investment and fundraising in 2020 bode well for continued investor support in 2021
SBA PPP 2.0 and additional fiscal stimulus may help extend client runway

**Improved risk profile of loan portfolio**
Early-Stage – most vulnerable segment of Investor Dependent portfolio that historically has produced the most losses – now only 3% of loans
68% of loans in low credit loss experience segments (GFB and Private Bank)

**Limited exposure to industries most severely impacted by efforts to combat COVID-19**
No direct exposure to oil and gas
Limited indirect exposure to retail, travel and hospitality
Wine clients adapting well to COVID-19 environment

---

1. Net loan charge-offs as a percentage of average total loans (annualized).
2. Non-performing loans as a percentage of period-end total loans.
68% of loan portfolio in low credit loss experience
Global Fund Banking and Private Bank segments

TOTAL LOANS
$45.2B at 12/31/20

- Global Fund Banking ("GFB") 57%
- Early-Stage ID 3%
- Mid-Stage ID 3%
- Later-Stage ID 4%
- Sponsor Led Buyout CFD 4%
- Other CFD 7%
- Balance Sheet Dependent 5%
- Other* 4%
- Premium Wine 2%
- Private Bank 11%

ALLOWANCE FOR CREDIT LOSSES FOR LOANS
$448M at 12/31/20

- GFB 10%
- Early-Stage ID 19%
- Mid-Stage ID 11%
- Later-Stage ID 18%
- Private Bank 12%
- Premium Wine 2%
- Balance Sheet Dependent 8%
- Other CFD 9%
- Sponsor Led Buyout CFD 11%

* Other includes SBA PPP (3% of total loans).
Moody’s December forecasts (40% baseline, 30% downside, 30% upside)
Economic scenarios improved (Baseline: Peak unemployment of ~7% in Q2'21 and 1 year GDP growth of 4.1%)
Loss modeling does not include impact of fiscal stimulus or relief programs

### ALLOWANCE FOR CREDIT LOSSES FOR LOANS AND UNFUNDED CREDIT COMMITMENTS

<table>
<thead>
<tr>
<th>Portfolio Changes</th>
<th>Model Assumptions</th>
<th>ACL 9/30/20 (%)</th>
<th>ACL 9/30/20</th>
<th>ACL 12/31/20</th>
<th>ACL 12/31/20 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Changes in loan composition/growth</td>
<td>Improved Moody’s economic scenarios Additional qualitative adjustment for Private Bank reserves given strong performance</td>
<td>614</td>
<td>23</td>
<td>(68)</td>
<td>569</td>
</tr>
<tr>
<td>Changing credit quality Charge-offs/recoveries</td>
<td></td>
<td>513</td>
<td>13</td>
<td>10</td>
<td>448</td>
</tr>
</tbody>
</table>

**Tech & LS / HC**

<table>
<thead>
<tr>
<th>In thousands</th>
<th>ACL 9/30/20 (%)</th>
<th>ACL 9/30/20</th>
<th>Portfolio Changes</th>
<th>Model Assumptions</th>
<th>ACL 12/31/20</th>
<th>ACL 12/31/20 (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Early-Stage Investor Dependent</td>
<td>6.97%</td>
<td>102,559</td>
<td>(538)</td>
<td>(15,347)</td>
<td>86,674</td>
<td>5.83%</td>
</tr>
<tr>
<td>Mid-Stage Investor Dependent</td>
<td>3.84%</td>
<td>62,418</td>
<td>(10,744)</td>
<td>(3,510)</td>
<td>48,164</td>
<td>3.08%</td>
</tr>
<tr>
<td>Later-Stage Investor Dependent</td>
<td>4.85%</td>
<td>97,711</td>
<td>(9,714)</td>
<td>(9,478)</td>
<td>78,519</td>
<td>4.09%</td>
</tr>
<tr>
<td>Balance Sheet Dependent</td>
<td>1.71%</td>
<td>29,069</td>
<td>7,722</td>
<td>(1,140)</td>
<td>35,651</td>
<td>1.63%</td>
</tr>
<tr>
<td>Cash Flow Dep: Sponsor Led Buyout</td>
<td>2.51%</td>
<td>51,661</td>
<td>6,535</td>
<td>(9,098)</td>
<td>49,098</td>
<td>2.47%</td>
</tr>
<tr>
<td>Cash Flow Dep: Other</td>
<td>1.55%</td>
<td>40,321</td>
<td>3,772</td>
<td>(4,593)</td>
<td>39,500</td>
<td>1.34%</td>
</tr>
<tr>
<td>Private Bank</td>
<td>1.73%</td>
<td>76,479</td>
<td>5,417</td>
<td>(28,267)</td>
<td>53,629</td>
<td>1.09%</td>
</tr>
<tr>
<td>Global Fund Banking</td>
<td>0.20%</td>
<td>38,989</td>
<td>10,700</td>
<td>(4,105)</td>
<td>45,584</td>
<td>0.18%</td>
</tr>
<tr>
<td>Premium Wine</td>
<td>0.96%</td>
<td>10,405</td>
<td>(718)</td>
<td>(940)</td>
<td>8,747</td>
<td>0.83%</td>
</tr>
<tr>
<td>Other</td>
<td>0.18%</td>
<td>3,229</td>
<td>198</td>
<td>1,395</td>
<td>2,199</td>
<td>0.14%</td>
</tr>
<tr>
<td><strong>ACL for loans</strong></td>
<td><strong>1.34%</strong></td>
<td><strong>$512,958</strong></td>
<td><strong>$12,680</strong></td>
<td><strong>$(77,873)</strong></td>
<td><strong>$447,765</strong></td>
<td><strong>0.99%</strong></td>
</tr>
<tr>
<td><strong>ACL for unfunded credit commitments</strong></td>
<td><strong>0.33%</strong></td>
<td><strong>$101,515</strong></td>
<td><strong>$9,831</strong></td>
<td><strong>$9,450</strong></td>
<td><strong>$120,796</strong></td>
<td><strong>0.38%</strong></td>
</tr>
<tr>
<td><strong>ACL for loans and unfunded credit commitments</strong></td>
<td><strong>0.90%</strong></td>
<td><strong>$614,473</strong></td>
<td><strong>$22,511</strong></td>
<td><strong>$(68,423)</strong></td>
<td><strong>$568,561</strong></td>
<td><strong>0.74%</strong></td>
</tr>
</tbody>
</table>

* Weighted average ACL ratio for loans outstanding and unfunded credit commitments.

**Q4 2020 Financial Highlights**
Increased business activity drives core fees higher despite low rate impact on client investment fees; Expect 2021 core fees to be consistent with 2020

Q4’20 activity

- Record FX fees (+16% qoq) driven primarily by hedging and PE deal activity
- Lending fees +45% on fees earned from unused lines of credit (due to strong client liquidity)
- New clients, deepening penetration and higher utilization drove Card fees +12%
- Deposit fees +5% on strong deposit growth and transaction volumes
- Client investment fees -22% despite surge in balances as fee margin, which adjusts with short-term rates, decreased by 3 bps to 7 bps
- Standby letter of credit fees -6% from slowdown in commercial real estate

FY’21 outlook key drivers

- Core fees to be impacted by:
  - Recovering business activity
    - Gradual improvement, though watching pace of vaccine distributions, COVID-19 spread and shutdowns
  - New client growth
    - Continued strong client acquisition
  - Deepening client engagement
    - From investments in new products and client experience
  - Lower client investment fees
    - Despite strong growth in balances as fee margin bottoms at mid-high single digits in Q1’21 due to near-zero rates
  - FX seasonality
    - Typically slower in first half of the year

CORE FEE INCOME*

<table>
<thead>
<tr>
<th>$ Millions</th>
<th>Q4’19</th>
<th>Q1’20</th>
<th>Q2’20</th>
<th>Q3’20</th>
<th>Q4’20</th>
</tr>
</thead>
<tbody>
<tr>
<td>FX Fees</td>
<td>42.4</td>
<td>47.5</td>
<td>132.5</td>
<td>146.3</td>
<td>155.9</td>
</tr>
<tr>
<td>Credit Card Fees</td>
<td>32.3</td>
<td>28.3</td>
<td>36.3</td>
<td>43.9</td>
<td>51.1</td>
</tr>
<tr>
<td>Client Investment Fees</td>
<td>45.2</td>
<td>43.5</td>
<td>21.3</td>
<td>22.8</td>
<td>25.4</td>
</tr>
<tr>
<td>Deposit Service Charges</td>
<td>23.7</td>
<td>24.6</td>
<td>20.5</td>
<td>22.0</td>
<td>23.2</td>
</tr>
<tr>
<td>Lending Related Fees</td>
<td>13.1</td>
<td>13.1</td>
<td>11.1</td>
<td>13.5</td>
<td>11.5</td>
</tr>
<tr>
<td>LOC Fees</td>
<td>11.4</td>
<td>11.5</td>
<td>11.4</td>
<td>12.2</td>
<td>11.5</td>
</tr>
</tbody>
</table>

* Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2020 Earnings Release and our non-GAAP reconciliations at the end of this presentation.

RECENT ENHANCEMENTS

- **FX**
  - Simplified user experience
  - Trading and platform automation
  - 80% target straight through processing

- **Cards**
  - Automated underwriting
  - Rewards and rebates
  - Expense management and controls
  - Full online experience

- **Liquidity**
  - Custom solutions
  - 40+ liquidity management products

Q4 2020 Financial Highlights
Continued strong SVB Leerink performance
Expect 2021 SVB Leerink revenue to be between $320M-$360M

SVB Leerink expands our solutions for life science/healthcare clients

SVB LEERINK REVENUE*

<table>
<thead>
<tr>
<th></th>
<th>Q4'19</th>
<th>Q1'20</th>
<th>Q2'20</th>
<th>Q3'20</th>
<th>Q4'20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commissions</td>
<td>73.7</td>
<td>15.5</td>
<td>141.5</td>
<td>108.4</td>
<td>133.4</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>58.2</td>
<td>46.9</td>
<td>16.9</td>
<td>92.2</td>
<td>17.4</td>
</tr>
<tr>
<td>SVB Leerink expenses*</td>
<td>$75.0M</td>
<td>$62.0M</td>
<td>$108.7M</td>
<td>$77.6M</td>
<td>$130.7M</td>
</tr>
</tbody>
</table>

FY’21 outlook key drivers

- Shifting conditions may create volatility for market-sensitive revenues:
  - Investment banking revenue: Normalizing activity in 2021
  - Commissions revenue: Sales and trading may benefit from market volatility
  - Strengthening collaboration: Between Silicon Valley Bank and SVB Leerink

Q4’20 activity

- SVB Leerink continued to capitalize on strong markets (24 book-run transactions in Q4, representing over $5.9B in aggregate deal value)

* Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2020 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
Outsized warrant and investment gains from strong exits and valuations
Gains will fluctuate with changes in valuation and market conditions

Q4’20 activity
• Robust client IPO, SPAC and M&A activity and improved valuations drove strong warrant and investment gains
• Q4 investment gains included $21.7M net losses from decline in BIGC stock price

FY’21 key drivers
• Shifting conditions may create volatility for market-sensitive revenues:

WARRANT AND INVESTMENT GAINS
NET OF NCI
$ Millions

<table>
<thead>
<tr>
<th></th>
<th>Q4’19</th>
<th>Q1’20</th>
<th>Q2’20</th>
<th>Q3’20</th>
<th>Q4’20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warrant gains</td>
<td>606.5</td>
<td>555.5</td>
<td>590.4</td>
<td>818.1</td>
<td>972.6</td>
</tr>
<tr>
<td>Investment Securities gains</td>
<td>165.5</td>
<td>152.7</td>
<td>171.1</td>
<td>202.2</td>
<td>203.4</td>
</tr>
</tbody>
</table>

Valuations of warrants and non-marketable and other equity securities
Will fluctuate with market conditions, but offer meaningful long-term earnings support

Warrants
- 165.5
- 152.7
- 171.1
- 202.2
- 203.4

Non-marketable and other equity securities
- 606.5
- 555.5
- 590.4
- 818.1
- 972.6

Carried interest from 14M Root, Inc. shares held by SVB Capital funds
Estimate $24.8M pretax gains from carried interest, subject to funds’ performance

Expanding BIGC lock-up agreements
On 2/11/21; realization of gains dependent on sale of BIGC position (2.4M shares)

Unrealized fixed income gains
Potential source of earnings support

1. Unrealized gains related to BIGCommerce, Inc. (“BIGC”) or Root, Inc. common stock are subject to these companies’ stock prices, market conditions and other factors and will not be realized until shares are sold. Timing of sales, if any, is subject to market conditions and other factors.
3. Net of investments in qualified affordable housing projects and noncontrolling interests.
4. Consists of $668M unrealized pretax gains in the available-for-sale portfolio and $624M unrealized pretax gains in the held-to-maturity portfolio as of December 31, 2020. Amounts actually realized are subject to various factors and may differ from unrealized amounts.
Net warrant gains more than offset Early-Stage charge-offs over time and offer meaningful earnings support

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Gains on Equity Warrant Assets</th>
<th>Early-Stage NCOs</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>-3</td>
<td>-13</td>
</tr>
<tr>
<td>2003</td>
<td>8</td>
<td>3</td>
</tr>
<tr>
<td>2004</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>2005</td>
<td>0</td>
<td>-2</td>
</tr>
<tr>
<td>2006</td>
<td>22</td>
<td>-7</td>
</tr>
<tr>
<td>2007</td>
<td>23</td>
<td>-10</td>
</tr>
<tr>
<td>2008</td>
<td>11</td>
<td>-16</td>
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<td>2009</td>
<td>0</td>
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<td>2010</td>
<td>7</td>
<td>-21</td>
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<td>2011</td>
<td>37</td>
<td>-26</td>
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<tr>
<td>2012</td>
<td>19</td>
<td>-30</td>
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<tr>
<td>2013</td>
<td>46</td>
<td>-12</td>
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<td>2014</td>
<td>71</td>
<td>-45</td>
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<td>2015</td>
<td>74</td>
<td>-35</td>
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<tr>
<td>2016</td>
<td>38</td>
<td>-28</td>
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<td>2017</td>
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<td>-23</td>
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<td>2018</td>
<td>89</td>
<td>-27</td>
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<tr>
<td>2019</td>
<td>138</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>237</td>
<td></td>
</tr>
</tbody>
</table>

Cumulative net gains (2002-2020 Warrant gains less Early-Stage NCOs) $499M
Outstanding performance and real estate charges drive Q4’20 expenses higher than guidance
Expect FY’21 expense % growth in the low single digits

<table>
<thead>
<tr>
<th>Q4’20 activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Outstanding firmwide and SVB Leerink performance and warrant gains drove higher incentive compensation</td>
</tr>
<tr>
<td>• Incurred $29M real estate charges to optimize footprint as we adapt to increased remote work post COVID-19</td>
</tr>
<tr>
<td>• Other expenses included $20M donation of SBA PPP fees (net of costs incurred)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FY’21 outlook key drivers</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Expenses expected to be impacted by:</td>
</tr>
</tbody>
</table>

- **SVBFG incentive compensation expenses** (positive for Q1’21, negative for FY’21)
  Q1’21 firm incentive compensation expected to decrease qoq following strong performance in Q4’20
  FY’21 firm incentive compensation expected to increase as business activity improves

- **SVB Leerink expenses**
  FY’21 SVB Leerink expenses expected to decline as public markets activity normalizes

- **Reduced real estate footprint**
  Occupancy expense to decline as more colleagues work from home

- **Continued investment in strategic priorities**
  To capture compelling long-term growth opportunity of our markets (see slide 11)

- **Boston Private integration planning**
  Integration planning costs incurred ahead of close date

- **Regulatory costs**
  Related to Large Financial Institution and UK Subsidiarization requirements

- **Business Development & Travel (“BD&T”) expense**
  As travel restrictions are lifted and in-person events resume in 2H’21

---

*Core operating efficiency ratio excludes the impact of SVB Leerink and net gains or losses from investment securities and equity warrant assets. This is a non-GAAP measure. See “Use of non-GAAP Financial Measures” in our Q4 2020 Earnings Release and our non-GAAP reconciliations at the end of this presentation. Q4’20 core operating efficiency ratio excludes $29M real estate expenses and $20M SBA PPP donation.*
Final thoughts

Resilient, thriving markets
Innovation is driving economic growth, and COVID-19 has accelerated digital adoption and activity in healthcare

Executing on our vision
Consistent progress and bold steps to advance and expand our platform to be the go-to financial partner of the innovation economy

Robust liquidity
Substantial PE/VC dry powder and strong demand for alternative assets provide fuel for long-term growth

Cautiously optimistic on credit
Solid credit performance to date and COVID-19 vaccines position broader economy for eventual recovery; near-term uncertainty persists

Long-term focus
Continue to invest to extend our leadership position and drive long-term growth and operating leverage

Well positioned for long-term growth
Robust earnings power with resilient, thriving markets providing tailwinds for sustainable growth
Appendix
For over 35 years, we have helped innovators, enterprises and their investors move bold ideas forward, fast.

### Technology & Life Sciences/Healthcare

<table>
<thead>
<tr>
<th>Segment</th>
<th>Description</th>
<th>Revenue Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accelerator (Early-Stage)</td>
<td></td>
<td>&lt;$5M</td>
</tr>
<tr>
<td>Growth</td>
<td></td>
<td>$5M–$75M</td>
</tr>
<tr>
<td>Corp Fin</td>
<td></td>
<td>&gt;$75M</td>
</tr>
</tbody>
</table>

### Investors

- Private Equity
- Venture Capital
- Individuals
  - Influencers: Entrepreneurs, Investors, Executives

Our mission is to increase clients’ probability of success. We bank:

- **~50%** U.S. venture-backed technology and life science companies
- **68%** U.S. venture-backed technology and healthcare companies with IPOs in 2020
Differentiated business model

Unparalleled access, connections and insights to make NEXT happen NOW

Deep sector expertise

- HARDWARE & INFRASTRUCTURE
- SOFTWARE & INTERNET
- LIFE SCIENCE & HEALTHCARE
- ENERGY & RESOURCE INNOVATION
- PRIVATE EQUITY & VENTURE CAPITAL
- PREMIUM WINE

Comprehensive solutions

- GLOBAL COMMERCIAL BANKING
- INVESTMENT SOLUTIONS
- RESEARCH & INSIGHTS
- FUNDS MANAGEMENT
- PRIVATE BANKING & WEALTH MANAGEMENT
- INVESTMENT BANKING

At the center of the innovation ecosystem

PRIVATE EQUITY
VENTURE CAPITAL
CORPORATE VENTURING
ANGEL INVESTORS
CAPITAL MARKETS
ENTREPRENEURS MANAGEMENT TEAMS
R&D
UNIVERSITIES
GOVERNMENT
SERVICE PROVIDERS

Q4 2020 Financial Highlights 35
Key performance indicators

**ROE and EPS**

- **Return on Equity**
  - 2016: 10.9%  
  - 2017: 12.4%  
  - 2018: 20.6%  
  - 2019: 20.0%  
  - 2020: 16.83%

- **Diluted EPS**
  - 2016: $7.31  
  - 2017: $9.20  
  - 2018: $18.11  
  - 2019: $21.73  
  - 2020: $22.87

**AVERAGE TOTAL LOANS**

- $ Billions
  - 2016: 18.3  
  - 2017: 21.2  
  - 2018: 25.6  
  - 2019: 29.9  
  - 2020: 37.3

**AVERAGE TOTAL CLIENT FUNDS**

- $ Billions
  - 2016: 82.2  
  - 2017: 43.4  
  - 2018: 42.7  
  - 2019: 38.8  
  - 2020: 35.7

**CORE FEES AND SVB LEERINK REVENUE**

- $ Millions
  - 2016: 316  
  - 2017: 379  
  - 2018: 516  
  - 2019: 642  
  - 2020: 603

**NET CHARGE-OFFS AND NON-PERFORMING LOANS**

- **NPLs**
  - 2016: 0.59%  
  - 2017: 0.51%  
  - 2018: 0.34%  
  - 2019: 0.32%  
  - 2020: 0.23%

- **NCOs**
  - 2016: 0.46%  
  - 2017: 0.27%  
  - 2018: 0.22%  
  - 2019: 0.24%  
  - 2020: 0.20%

---

1. Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2020 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
2. Non-performing loans as a percentage of period-end total loans.
3. Net loan charge-offs as a percentage of average total loans.
Strong balance sheet position

44% loan-to-deposit ratio provides ample cushion to meet clients’ borrowing needs

**PERIOD-END ASSETS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash and Cash Equivalents</th>
<th>Net Loans</th>
<th>Available-for-Sale Securities</th>
<th>Held-to Maturity Securities</th>
<th>Non-marketable Securities</th>
<th>Other Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>44.7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>51.2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>56.9</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>71.0</td>
<td></td>
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<td></td>
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<tr>
<td>2020</td>
<td>115.5</td>
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</tr>
</tbody>
</table>

Cash and high-quality fixed income securities 56% of total assets

**PERIOD-END LIABILITIES**

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash and Cash Equivalents</th>
<th>Net Loans</th>
<th>Available-for-Sale Securities</th>
<th>Held-to Maturity Securities</th>
<th>Non-marketable Securities</th>
<th>Other Liabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
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<td>2017</td>
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<td>2020</td>
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</tbody>
</table>

Deposits 95% of total liabilities

Strong balance sheet position

44% loan-to-deposit ratio provides ample cushion to meet clients’ borrowing needs

**PERIOD-END ASSETS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash and Cash Equivalents</th>
<th>Net Loans</th>
<th>Available-for-Sale Securities</th>
<th>Held-to Maturity Securities</th>
<th>Non-marketable Securities</th>
<th>Other Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
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<td>2017</td>
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<td>2018</td>
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<td>2019</td>
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<tr>
<td>2020</td>
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</tr>
</tbody>
</table>

Cash and high-quality fixed income securities 56% of total assets

**PERIOD-END LIABILITIES**

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash and Cash Equivalents</th>
<th>Net Loans</th>
<th>Available-for-Sale Securities</th>
<th>Held-to Maturity Securities</th>
<th>Non-marketable Securities</th>
<th>Other Liabilities</th>
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<tbody>
<tr>
<td>2016</td>
<td></td>
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<tr>
<td>2017</td>
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<td>2018</td>
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<td>2019</td>
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</tr>
<tr>
<td>2020</td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

Deposits 95% of total liabilities

37
Strong liquidity franchise
Uniquely positioned to support balance sheet growth

1. Liquidity management solutions for both on and off-balance sheet funds
2. Diversified sources of liquidity from high-growth markets
3. Low cost deposits

Q4’20 AVERAGE BALANCES

$225.5B
TOTAL CLIENT FUNDS

$92.4B
ON-BALANCE SHEET DEPOSITS

$133.1B
OFF-BALANCE SHEET CLIENT FUNDS

DEPOSITS

CLIENT NICHE:1
- Early-Stage Technology
- Technology
- Early-Stage Life Science/Healthcare
- Life Science/Healthcare
- International2
- U.S. Global Fund Banking
- Private Bank
- Other

Q4’20 AVERAGE COST OF DEPOSITS

15 bps
TOP 50 BANKS3

4 bps
SVB

40+ liquidity management products to meet clients’ needs and optimize pricing and mix

40% of total deposits are noninterest-bearing4

---

2. International balances do not tie to regulatory definitions for foreign exposure. Includes clients across all client niches and life-stages, with International Global Fund Banking representing 4% of total client funds.
4. Percentage based on Q4’20 average balances.
High-quality and liquid investment portfolio

U.S. Treasuries and agency-backed securities make up 92% of fixed income portfolio

**PERIOD-END AVAILABLE-FOR- SALE SECURITIES**

<table>
<thead>
<tr>
<th>Year</th>
<th>U.S. Treasury securities</th>
<th>U.S. agency debentures</th>
<th>Agency-issued collateralized mortgage obligations – fixed rate</th>
<th>Agency-issued collateralized mortgage obligations – variable rate</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>12.6</td>
<td>1.4</td>
<td>0.8</td>
<td>0.2</td>
<td>14.0</td>
</tr>
<tr>
<td>2017</td>
<td>11.1</td>
<td>1.5</td>
<td>0.8</td>
<td>0.2</td>
<td>13.7</td>
</tr>
<tr>
<td>2018</td>
<td>7.8</td>
<td>1.5</td>
<td>0.8</td>
<td>0.2</td>
<td>9.3</td>
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<tr>
<td>2019</td>
<td>14.0</td>
<td>1.5</td>
<td>0.8</td>
<td>0.2</td>
<td>16.5</td>
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<tr>
<td>2020</td>
<td>30.9</td>
<td>1.5</td>
<td>0.8</td>
<td>0.2</td>
<td>33.4</td>
</tr>
</tbody>
</table>

**PERIOD-END HELD- TO- MATURITY SECURITIES**

<table>
<thead>
<tr>
<th>Year</th>
<th>U.S. Treasury securities</th>
<th>U.S. agency debentures</th>
<th>Agency-issued residential mortgage-backed securities</th>
<th>Municipal bonds and notes</th>
<th>Agency-issued commercial mortgage-backed securities</th>
<th>Foreign government bonds</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>2016</td>
<td>8.4</td>
<td>1.5</td>
<td>1.0</td>
<td>0.2</td>
<td>0.2</td>
<td>0.2</td>
<td>11.7</td>
</tr>
<tr>
<td>2017</td>
<td>12.7</td>
<td>1.5</td>
<td>1.0</td>
<td>0.2</td>
<td>0.2</td>
<td>0.2</td>
<td>16.8</td>
</tr>
<tr>
<td>2018</td>
<td>15.5</td>
<td>1.5</td>
<td>1.0</td>
<td>0.2</td>
<td>0.2</td>
<td>0.2</td>
<td>19.6</td>
</tr>
<tr>
<td>2019</td>
<td>13.8</td>
<td>1.5</td>
<td>1.0</td>
<td>0.2</td>
<td>0.2</td>
<td>0.2</td>
<td>17.9</td>
</tr>
<tr>
<td>2020</td>
<td>16.6</td>
<td>1.5</td>
<td>1.0</td>
<td>0.2</td>
<td>0.2</td>
<td>0.2</td>
<td>19.5</td>
</tr>
</tbody>
</table>

Opportunistically buying high-quality munis and will selectively purchase strong credit-quality corporate bonds and nonagency securitized products to support portfolio yields.
Long history of strong, resilient credit

We’ve successfully navigated economic cycles before and our risk profile has improved

NON-PERFORMING LOANS & NET CHARGE-OFFS

NPLs¹  NCOs²

<table>
<thead>
<tr>
<th>Year</th>
<th>NPLs</th>
<th>NCOs</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>3.32%</td>
<td>1.07%</td>
</tr>
<tr>
<td>2001</td>
<td>1.02%</td>
<td>1.03%</td>
</tr>
<tr>
<td>2002</td>
<td>0.97%</td>
<td>0.25%</td>
</tr>
<tr>
<td>2003</td>
<td>0.62%</td>
<td>0.08%</td>
</tr>
<tr>
<td>2004</td>
<td>0.64%</td>
<td>0.10%</td>
</tr>
<tr>
<td>2005</td>
<td>0.26%</td>
<td>0.04%</td>
</tr>
<tr>
<td>2006</td>
<td>0.31%</td>
<td>0.14%</td>
</tr>
<tr>
<td>2007</td>
<td>0.35%</td>
<td>0.18%</td>
</tr>
<tr>
<td>2008</td>
<td>1.57%</td>
<td>0.71%</td>
</tr>
<tr>
<td>2009</td>
<td>2.64%</td>
<td>0.77%</td>
</tr>
<tr>
<td>2010</td>
<td>0.52%</td>
<td>0.42%</td>
</tr>
<tr>
<td>2011</td>
<td>-0.02%</td>
<td>0.47%</td>
</tr>
<tr>
<td>2012</td>
<td>0.01%</td>
<td>0.33%</td>
</tr>
<tr>
<td>2013</td>
<td>0.32%</td>
<td>0.30%</td>
</tr>
<tr>
<td>2014</td>
<td>0.73%</td>
<td>0.59%</td>
</tr>
<tr>
<td>2015</td>
<td>0.34%</td>
<td>0.51%</td>
</tr>
<tr>
<td>2016</td>
<td>0.32%</td>
<td>0.27%</td>
</tr>
<tr>
<td>2017</td>
<td>0.23%</td>
<td>0.22%</td>
</tr>
<tr>
<td>2018</td>
<td>0.24%</td>
<td>0.20%</td>
</tr>
<tr>
<td>2019</td>
<td>0.20%</td>
<td>0.20%</td>
</tr>
<tr>
<td>2020</td>
<td>0.23%</td>
<td>0.20%</td>
</tr>
</tbody>
</table>

1. Non-performing loans as a percentage of period-end total loans.
2. Net loan charge-offs as a percentage of average total loans.

IMPROVED LOAN MIX
% of period-end total loans

<table>
<thead>
<tr>
<th>Year</th>
<th>Early-Stage</th>
<th>GFB + Private Bank</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>30%</td>
<td>5%</td>
</tr>
<tr>
<td>2009</td>
<td>11%</td>
<td>30%</td>
</tr>
<tr>
<td>2020</td>
<td>3%</td>
<td>68%</td>
</tr>
</tbody>
</table>

1. Non-performing loans as a percentage of period-end total loans.
2. Net loan charge-offs as a percentage of average total loans.
Improved risk profile, with growth driven by lowest risk portfolio segments

68% of loans in Global Fund Banking and Private Bank, segments with lowest historical credit losses

PERIOD-END TOTAL LOANS
$ Billions

Early-Stage Investor Dependent ("ID") loans, our highest risk segment, now only 3% of total loans, down from 11% in 2009 and 30% in 2000

Early-Stage ID % of total loans

* Includes $1.6B of SBA PPP loans.
Low credit risk capital call lines of credit

Largest driver of loan growth over past 7 years; strong underwriting and well-diversified

Global Fund Banking capital call lending
Short-term lines of credit used by PE and VC funds to support investment activity prior to the receipt of Limited Partner capital contributions

55% of total loans
Zero net losses since inception (1990s)
Strong sources of repayment

LIMITED PARTNER COMMITMENTS and robust secondary markets
VALUE OF FUND INVESTMENTS with solid asset coverage

Global Fund Banking portfolio

BY INVESTMENT STYLE
- VC funds: 18%
- Buyout: 23%
- Growth: 19%
- Fund of Funds: 16%
- Real Estate: 10%
- Debt: 9%
- Other: 10%

BY INDUSTRY
- Technology: 37%
- Consumer: 15%
- Industrial: 10%
- Energy: 6%
- Other: 4%
- Life Sciences: 10%
- Real Estate: 7%
- Natural Resources: 6%
- Infrastructure: 4%
- FinTech: 4%

1. Global Fund Banking (“GFB”) portfolio is 57% of total loans. Capital call lines represent 96% of GFB portfolio.
2. Based on total GFB loan commitments (funded + unfunded) as of December 31, 2020.
Supporting innovation around the world

2020 VC investment by market*

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

$168B
AMERICAS

$50B
EMEA

$89B
APAC

Expanding our platform globally

<table>
<thead>
<tr>
<th>Country</th>
<th>Year</th>
<th>Location/Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.K.</td>
<td>2004</td>
<td>London</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Full-service branch (2012)</td>
</tr>
<tr>
<td>China</td>
<td>2005</td>
<td>Shanghai</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Business development</td>
</tr>
<tr>
<td>Israel</td>
<td>2008</td>
<td>Tel Aviv</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Business development</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>2009</td>
<td>Business development</td>
</tr>
<tr>
<td>China</td>
<td>2012</td>
<td>SPD Silicon Valley Bank (JV)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Shanghai</td>
</tr>
<tr>
<td>Europe</td>
<td>2016</td>
<td>Ireland (2016)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Business development</td>
</tr>
<tr>
<td>Denmark</td>
<td>2019</td>
<td>Germany (2018)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Lending branch</td>
</tr>
<tr>
<td>Canada</td>
<td>2019</td>
<td>Canada (2019)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Business development</td>
</tr>
</tbody>
</table>

Growing international activity

$5.4B
INTERNATIONAL AVERAGE LOANS
14% of total loans

$1.5
$1.9
$2.8
$3.9
$5.4

2016 2017 2018 2019 2020

38% CAGR

$1.1
$1.4
$2.4
$3.0
$3.3

2016 2017 2018 2019 2020

33% CAGR

$3.3B
INTERNATIONAL AVERAGE OBS CLIENT FUNDS
3% of total OBS

$5.4B
INTERNATIONAL AVERAGE DEPOSITS
20% of total deposits

$6.6
$7.7
$10.4
$11.6
$15.1

2016 2017 2018 2019 2020

23% CAGR

$28.6
$33.8
$54.0
$67.0
$75.3

2016 2017 2018 2019 2020

27% CAGR

$75.3M
INTERNATIONAL CORE FEE INCOME*
12% of total core fees

Note: Reflects balances 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 for foreign exposure.

* Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2020 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
Industry-leading performance

Strong return on equity

RETURN ON EQUITY

<table>
<thead>
<tr>
<th>Year</th>
<th>SVB</th>
<th>Peer Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>10.90%</td>
<td>8.83%</td>
</tr>
<tr>
<td>2017</td>
<td>12.38%</td>
<td>9.77%</td>
</tr>
<tr>
<td>2018</td>
<td>20.57%</td>
<td>12.76%</td>
</tr>
<tr>
<td>2019</td>
<td>20.03%</td>
<td>11.80%</td>
</tr>
<tr>
<td>2020</td>
<td>16.83%</td>
<td>8.11%</td>
</tr>
</tbody>
</table>

Strong total shareholder return

TOTAL SHAREHOLDER RETURN AS OF 12/31/20

<table>
<thead>
<tr>
<th>Year</th>
<th>SVB</th>
<th>S&amp;P 500</th>
<th>BKX</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/1/2016</td>
<td>3.3x</td>
<td>1.8x</td>
<td>1.3x</td>
</tr>
<tr>
<td>7/1/2016</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/1/2017</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7/1/2017</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/1/2018</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7/1/2018</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/1/2019</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7/1/2019</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/1/2020</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7/1/2020</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>12/31/2020</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1. Source: S&P Global Market Intelligence. “Peers” refers to peer group as reported in our Proxy Statement for each year and is subject to change on an annual basis. 2020 annualized average peer ROE includes 4 of 17 peers as of January 19, 2021.
2. Cumulative total return on $100 invested on 12/31/15 in stock or index. Includes reinvestment of dividends.
Increasing diversity, equity and inclusion ("DEI") at SVB, with our partners and across the innovation economy

Embracing diverse perspectives and fostering a culture of belonging

1. Start with values and culture
   - We start with **EMPATHY** for others.
   - We speak & act with **INTEGRITY**.
   - We embrace **DIVERSE** perspectives.
   - We take **RESPONSIBILITY**.
   - We keep **LEARNING & IMPROVING**.

2. Take a multipronged approach with measurable goals
   - **Chief Diversity Officer & executive-led DEI Steering Committee**
   - **Employee advocacy**
   - ** programs, regular training & educational opportunities**
   - **Fair pay analysis**
   - **Recruiting Director**
   - **Leadership development**
   - **Hiring outreach programs & strategic partnerships**
   - Increase diversity of senior leaders to **56%** by 2025
   - Reach senior leadership gender parity **50/50** by 2030

3. Measure and communicate progress
   - **DIVERSITY AT SVB***
     - **Total Workforce**
       - Diverse (US): **67%**
     - **Senior Leaders**
       - Diverse: **51%**
     - **Board Members**
       - Diverse: **69%**
   - **Female (Global):**
     - 44%
   - **Racial Minority (US):**
     - 40%

Championing causes that impact access to and diversity in the innovation economy

Access to Innovation

Our signature program to increase funding for startups founded by women, Black, Latinx or other underrepresented groups and to advance diversity and gender parity in leadership of innovation companies

**2019 CONTRIBUTIONS**

- **44** Partner organizations focused on furthering DEI in innovation
- **$1.6M** Donated to causes supporting gender parity in innovation
- **$1.2M** Support for diverse, emerging talent in innovation
- **$20M** Donated fees (net of costs incurred) received from SBA PPP program to diversity and community efforts in Q4'20 (donations will be managed through the SVB Foundation)

Note: Refer to [www.svb.com/living-our-values/inclusion-diversity](http://www.svb.com/living-our-values/inclusion-diversity) for more information. Website content/links are not a part of this presentation.

* Metrics as of November 30, 2020. Diverse 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 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. Senior leader includes the following job levels: Executive Committee (includes our executive officers) and leaders from certain top levels of SVB’s two highest bands of management.
## Strong, seasoned management team

Diverse experience and skills to help direct our growth

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Position</th>
<th>Years at SVB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dan Beck</td>
<td>CHIEF FINANCIAL OFFICER</td>
<td>3 years</td>
</tr>
<tr>
<td>Greg Becker</td>
<td>PRESIDENT AND CEO, SVB FINANCIAL GROUP</td>
<td>27 years</td>
</tr>
<tr>
<td>Marc Cadieux</td>
<td>CHIEF CREDIT OFFICER</td>
<td>28 years</td>
</tr>
<tr>
<td>John China</td>
<td>PRESIDENT OF SVB CAPITAL</td>
<td>24 years</td>
</tr>
<tr>
<td>Phil Cox</td>
<td>CHIEF OPERATIONS OFFICER</td>
<td>11 years</td>
</tr>
<tr>
<td>Mike Descheneaux</td>
<td>PRESIDENT, SILICON VALLEY BANK</td>
<td>15 years</td>
</tr>
<tr>
<td>Michelle Draper</td>
<td>CHIEF MARKETING OFFICER</td>
<td>7 years</td>
</tr>
<tr>
<td>Chris Edmonds-Waters</td>
<td>CHIEF HUMAN RESOURCES OFFICER</td>
<td>17 years</td>
</tr>
<tr>
<td>Laura Izurieta</td>
<td>CHIEF RISK OFFICER</td>
<td>4 years</td>
</tr>
<tr>
<td>Michael Zuckert</td>
<td>GENERAL COUNSEL</td>
<td>6 years</td>
</tr>
</tbody>
</table>

14 years average tenure at SVB
The following terms are used throughout this presentation to refer to certain SVB-specific metrics:

**Non-GAAP Measures**
(Please see “Use of non-GAAP Financial Measures” in our Q4 2020 Earnings Release and non-GAAP reconciliations at the end of this presentation)

**Core Fee Income** – Fees from letters of credit, client investments, credit cards, deposit service charges, foreign exchange and lending-related fees, in aggregate.

**Core Fee Income plus SVB Leerink Revenue** – Core fee income, from above, plus investment banking revenue and commissions.

**SVB Leerink Revenue and Expenses** – SVB Leerink revenue defined as investment banking revenue and commissions and excludes other income earned by SVB Leerink. SVB Leerink expenses represents all SVB Leerink operating and acquisition related expenses.

**Core Operating Efficiency Ratio** – Calculated by dividing noninterest expense after adjusting for noninterest expense from SVB Leerink and NCI by total revenue, after adjusting for gains or losses on investment securities and equity warrant assets, SVB Leerink revenue and NCI. This ratio excludes income and expenses related to SVB Leerink and certain financial items where performance is typically subject to market or other conditions beyond our control.

**Gains (losses) on Investment Securities, Net of Non-Controlling Interests** – Net gains on investment securities include gains and losses from our non-marketable and other equity securities, which include public equity securities held as a result of exercised equity warrant assets, gains and losses from sales of our Available-For-Sale debt securities portfolio, when applicable, and carried interest. This measure excludes amounts attributable to noncontrolling interests for which we effectively do not receive the economic benefit or cost.

**Other Measures**

**Total Client Funds** – The sum of on-balance sheet deposits and off-balance sheet client investment funds.

**Fixed Income Securities** – Available-for-sale (“AFS”) and held-to-maturity (“HTM”) securities held on the balance sheet.

**Acronyms**

API – Application programming interface  
BD&T – Business development & travel  
DEI – Diversity, equity and inclusion  
EOP – End of period  
FHLB – Federal Home Loan Bank  
FRB – Federal Reserve Board  
GFB – Global Fund Banking (formerly Private Equity/Venture Capital)  
ID – Investor dependent  
LIHTC – Low income housing tax credit funds  
LOC – Letter of credit  
NCI – Non-controlling interests  
NCO – Net charge-off  
NII – Net interest income  
NIM – Net interest margin  
NPL – Non-performing loan  
OBS – Off-balance sheet  
PE/VC – Private equity/venture capital  
SBA PPP – Small Business Administration Paycheck Protection Program  
TBV – Tangible book value
Non-GAAP reconciliations
Non-GAAP reconciliation

Core Fee Income

<table>
<thead>
<tr>
<th>Non-GAAP core fee income (dollars in thousands)</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP noninterest income</td>
<td>$456,552</td>
<td>$557,231</td>
<td>$744,984</td>
<td>$1,221,479</td>
<td>$1,840,148</td>
</tr>
<tr>
<td>Less: gains on investment securities, net</td>
<td>51,740</td>
<td>64,603</td>
<td>88,094</td>
<td>134,670</td>
<td>420,752</td>
</tr>
<tr>
<td>Less: net gains on equity warrant assets</td>
<td>37,892</td>
<td>54,555</td>
<td>89,142</td>
<td>138,078</td>
<td>237,428</td>
</tr>
<tr>
<td>Less: other noninterest income</td>
<td>50,750</td>
<td>59,110</td>
<td>51,858</td>
<td>55,370</td>
<td>98,145</td>
</tr>
<tr>
<td>Non-GAAP core fee income plus SVB Leerink revenue</td>
<td>$316,170</td>
<td>$378,963</td>
<td>$515,890</td>
<td>$893,361</td>
<td>$1,083,823</td>
</tr>
<tr>
<td>Investment banking revenue</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>195,177</td>
<td>413,985</td>
</tr>
<tr>
<td>Commissions</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>56,346</td>
<td>66,640</td>
</tr>
<tr>
<td>Less: total non-GAAP SVB Leerink revenue</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>251,523</td>
<td>480,625</td>
</tr>
<tr>
<td>Non-GAAP core fee income</td>
<td>$316,170</td>
<td>$378,963</td>
<td>$515,890</td>
<td>$641,838</td>
<td>$603,198</td>
</tr>
</tbody>
</table>

See “Use of non-GAAP Financial Measures” in our Q4 2020 Earnings Release for more information.
Non-GAAP reconciliation

Capital ratios

### Consolidated (SVBFG) TCE/TA and TCE/RWA

<table>
<thead>
<tr>
<th>Non-GAAP tangible common equity and tangible assets (dollars in thousands, except ratios)</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP SVBFG stockholders’ equity</td>
<td>$3,642,554</td>
<td>$4,179,795</td>
<td>$5,116,209</td>
<td>$6,470,307</td>
<td>$8,219,700</td>
</tr>
<tr>
<td>Less: Intangible assets</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>187,240</td>
<td>204,120</td>
</tr>
<tr>
<td>Tangible common equity (TCE)</td>
<td>$3,642,554</td>
<td>$4,179,795</td>
<td>$5,116,209</td>
<td>$5,942,929</td>
<td>$7,675,442</td>
</tr>
<tr>
<td>GAAP Total assets</td>
<td>$44,683,660</td>
<td>$51,214,467</td>
<td>$56,927,979</td>
<td>$71,004,903</td>
<td>115,511,007</td>
</tr>
<tr>
<td>Less: Intangible assets</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>187,240</td>
<td>204,120</td>
</tr>
<tr>
<td>Tangible assets (TA)</td>
<td>$44,683,660</td>
<td>$51,214,467</td>
<td>$56,927,979</td>
<td>$70,817,663</td>
<td>115,306,887</td>
</tr>
<tr>
<td>Risk-weighted assets (RWA)</td>
<td>$28,248,750</td>
<td>$32,736,959</td>
<td>$38,527,853</td>
<td>$46,577,485</td>
<td>$64,673,434</td>
</tr>
<tr>
<td>Tangible common equity to tangible assets</td>
<td>8.15%</td>
<td>8.16%</td>
<td>8.99%</td>
<td>8.39%</td>
<td>6.66%</td>
</tr>
<tr>
<td>Tangible common equity to risk-weighted assets</td>
<td>12.89%</td>
<td>12.77%</td>
<td>13.28%</td>
<td>12.76%</td>
<td>11.87%</td>
</tr>
</tbody>
</table>

### Bank only TCE/TA and TCE/RWA

<table>
<thead>
<tr>
<th>Non-GAAP tangible common equity and tangible assets (dollars in thousands, except ratios)</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tangible common equity (TCE)</td>
<td>$3,423,427</td>
<td>$3,762,542</td>
<td>$4,554,814</td>
<td>$5,034,095</td>
<td>$7,068,964</td>
</tr>
<tr>
<td>Tangible assets (TA)</td>
<td>$44,059,340</td>
<td>$50,383,774</td>
<td>$56,047,134</td>
<td>$69,563,817</td>
<td>$113,303,370</td>
</tr>
<tr>
<td>Risk-weighted assets (RWA)</td>
<td>$26,856,850</td>
<td>$31,403,489</td>
<td>$37,104,080</td>
<td>$44,502,150</td>
<td>$61,017,753</td>
</tr>
<tr>
<td>Tangible common equity to tangible assets</td>
<td>7.77%</td>
<td>7.47%</td>
<td>8.13%</td>
<td>7.24%</td>
<td>6.24%</td>
</tr>
<tr>
<td>Tangible common equity to risk-weighted assets</td>
<td>12.75%</td>
<td>11.98%</td>
<td>12.28%</td>
<td>11.31%</td>
<td>11.59%</td>
</tr>
</tbody>
</table>

See “Use of non-GAAP Financial Measures” in our Q4 2020 Earnings Release for more information.
## Non-GAAP reconciliation

### Core Operating Efficiency Ratio

(Dollars in thousands, except ratios)

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP noninterest expense</td>
<td>A 859,797</td>
<td>1,010,655</td>
<td>1,188,193</td>
<td>1,601,262</td>
<td>2,035,041</td>
</tr>
<tr>
<td>Less: expense attributable to noncontrolling interests</td>
<td>524</td>
<td>813</td>
<td>522</td>
<td>835</td>
<td>475</td>
</tr>
<tr>
<td>Non-GAAP noninterest expense, net of noncontrolling interests</td>
<td>859,273</td>
<td>1,009,842</td>
<td>1,187,671</td>
<td>1,600,427</td>
<td>2,034,566</td>
</tr>
<tr>
<td>Less: expense attributable to SVB Leerink</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Less: real estate expenses</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>252,677</td>
<td>378,970</td>
</tr>
<tr>
<td>Less: charitable donation of net PPP loan origination fees</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>29,317</td>
</tr>
<tr>
<td><strong>Non-GAAP noninterest expense, net of noncontrolling interests, SVB Leerink and other non-recurring expenses</strong></td>
<td>B 859,273</td>
<td>1,009,842</td>
<td>1,187,671</td>
<td>1,347,750</td>
<td>1,606,279</td>
</tr>
<tr>
<td>GAAP net interest income</td>
<td>1,150,523</td>
<td>1,420,369</td>
<td>1,893,988</td>
<td>2,096,601</td>
<td>2,156,284</td>
</tr>
<tr>
<td>Adjustments for taxable equivalent basis</td>
<td>1,203</td>
<td>3,076</td>
<td>9,201</td>
<td>11,949</td>
<td>16,230</td>
</tr>
<tr>
<td>Non-GAAP taxable equivalent net interest income</td>
<td>1,151,726</td>
<td>1,423,445</td>
<td>1,903,189</td>
<td>2,108,550</td>
<td>2,172,514</td>
</tr>
<tr>
<td>Less: income attributable to noncontrolling interests</td>
<td>66</td>
<td>33</td>
<td>30</td>
<td>72</td>
<td>26</td>
</tr>
<tr>
<td>Non-GAAP taxable equivalent net interest income, net of noncontrolling interests</td>
<td>1,151,660</td>
<td>1,423,412</td>
<td>1,903,159</td>
<td>2,107,226</td>
<td>2,171,910</td>
</tr>
<tr>
<td>Less: net interest income attributable to SVB Leerink</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>1,252</td>
<td>578</td>
</tr>
<tr>
<td>Non-GAAP taxable equivalent net interest income, net of noncontrolling interests and SVB Leerink</td>
<td>1,151,660</td>
<td>1,423,412</td>
<td>1,903,159</td>
<td>2,106,478</td>
<td>2,171,910</td>
</tr>
<tr>
<td>GAAP noninterest income</td>
<td>456,552</td>
<td>557,231</td>
<td>744,984</td>
<td>1,221,479</td>
<td>1,840,148</td>
</tr>
<tr>
<td>Less: income attributable to noncontrolling interests</td>
<td>8,039</td>
<td>29,452</td>
<td>38,000</td>
<td>48,624</td>
<td>86,375</td>
</tr>
<tr>
<td>Non-GAAP noninterest income, net of noncontrolling interests</td>
<td>448,513</td>
<td>527,779</td>
<td>706,984</td>
<td>1,172,855</td>
<td>1,753,773</td>
</tr>
<tr>
<td>Less: Non-GAAP net gains on investment securities, net of noncontrolling interests</td>
<td>43,428</td>
<td>35,416</td>
<td>49,911</td>
<td>86,169</td>
<td>334,283</td>
</tr>
<tr>
<td>Less: net gains on equity warrant assets</td>
<td>37,892</td>
<td>54,555</td>
<td>89,142</td>
<td>138,078</td>
<td>237,428</td>
</tr>
<tr>
<td>Less: investment banking revenue</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>195,177</td>
<td>413,985</td>
</tr>
<tr>
<td>Less: commissions</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>56,346</td>
<td>66,640</td>
</tr>
<tr>
<td>Non-GAAP noninterest income, net of noncontrolling interests and net of gains on investment securities, net gains on equity warrants assets, investment banking revenue and commissions</td>
<td>367,193</td>
<td>437,808</td>
<td>567,931</td>
<td>697,085</td>
<td>701,437</td>
</tr>
<tr>
<td><strong>GAAP total revenue</strong></td>
<td>C 1,607,075</td>
<td>1,977,600</td>
<td>2,638,972</td>
<td>3,318,080</td>
<td>3,996,432</td>
</tr>
<tr>
<td>Non-GAAP taxable equivalent revenue, net of noncontrolling interests and SVB Leerink, net of net gains on investments securities, net gains on equity warrants assets, investment banking revenue and commissions</td>
<td>D 1,518,853</td>
<td>1,861,220</td>
<td>2,471,090</td>
<td>2,804,311</td>
<td>2,873,347</td>
</tr>
<tr>
<td>GAAP operating efficiency ratio (A/C)</td>
<td>53.50%</td>
<td>51.11%</td>
<td>45.02%</td>
<td>48.26%</td>
<td>50.92%</td>
</tr>
<tr>
<td>Non-GAAP core operating efficiency ratio (B/D)</td>
<td>56.57%</td>
<td>54.26%</td>
<td>48.06%</td>
<td>48.06%</td>
<td>55.90%</td>
</tr>
</tbody>
</table>

See “Use of non-GAAP Financial Measures” in our Q4 2020 Earnings Release for more information.
Important information regarding forward-looking statements and use of non-GAAP financial measures

The Company’s financial results for 2020 reflected in this presentation are unaudited. This document should be read in conjunction with the Company’s SEC filings.

Forward-Looking Statements
This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are neither historical facts nor assurances of future performance, and are subject to known and unknown risks and uncertainties, many of which may be beyond our control. You can identify these and other forward-looking statements by the use of words such as “becoming,” “may,” “will,” “should,” “could,” “would,” “predict,” “potential,” “continue,” “anticipate,” “believe,” “estimate,” “seek,” “expect,” “plan,” “intend,” “the negative of such words, or comparable terminology. In this presentation, we make forward-looking statements discussing management’s expectations about, among other things: economic conditions; the potential effects of the COVID-19 pandemic; opportunities in the market; outlook on our clients’ performance; our financial, credit, and business performance, including potential investment gains, loan growth, loan mix, loan yields, credit quality, deposits, noninterest income, and expense levels; financial results; and the proposed acquisition of Boston Private. Although we believe that the expectations reflected in these forward-looking statements are reasonable, we have based these expectations on our current beliefs as well as our assumptions, and such expectations may prove to be incorrect.

We wish to caution you that such statements are just predictions and actual events or results may differ materially, due to changes in economic, business and regulatory factors and trends. Our actual results of operations, financial performance and prospects could differ significantly from those expressed in or implied by our management's forward-looking statements. Important factors that could cause our actual results and financial condition to differ from the expectations stated in the forward-looking statements include, among others: market and economic conditions (including the general condition of the capital and equity markets, and IPO, M&A and financing activity levels) and the associated impact on us (including effects on client demand for our commercial and investment banking and other financial services, as well as on the valuations of our investments); the COVID-19 pandemic and its effects on the economic and business environments in which we operate; the impact of changes in the U.S. presidential administration and the U.S. Congress on the economic environment, capital markets and regulatory landscape, including monetary, tax and other trade policies; changes in the volume and credit quality of our loans as well as volatility of our levels of nonperforming assets and charge-offs; the impact of changes in interest rates or market levels or factors affecting or affected by them, especially on our loan and investment portfolios; changes in the levels of our loans, deposits and client investment fund balances; changes in the performance or equity valuations of funds or companies in which we have invested or hold derivative instruments or equity warrant assets; variations from our expectations as to factors impacting our cost structure; changes in our assessment of the creditworthiness or liquidity of our clients or unanticipated effects of credit concentration risks which create or exacerbate deterioration of such creditworthiness or liquidity; variations from our expectations as to factors impacting the timing and level of employee share-based transactions; an inability to complete the acquisition of Boston Private, or changes in the currently anticipated timeframe, terms or manner of such acquisition; greater than expected costs or other difficulties related to the integration of our business and that of Boston Private; variations from our expectations as to the amount and timing of business opportunities, growth prospects and cost savings associated with completing the acquisition of Boston Private; unfavorable resolution of legal proceedings/claims or regulatory/governmental actions; variations from our expectations as to factors impacting our estimate of our full-year effective tax rate; changes in applicable accounting standards and tax laws; and regulatory or legal changes or their impact on us.

The COVID-19 pandemic has created economic and financial disruptions that have adversely affected, and may continue to adversely affect, our business, operations, financial performance and prospects. Even after the COVID-19 pandemic subsides, it is possible that the U.S. and other major economies experience or continue to experience a prolonged recession, which could materially and adversely affect our business, operations, financial performance and prospects. Statements about the effects of the COVID-19 pandemic on our business, operations, financial performance and prospects may constitute forward-looking statements and are subject to the risk that the actual impacts may differ, possibly materially, from what is reflected in those forward-looking statements due to factors and future developments that are uncertain, unpredictable and in many cases beyond our control, including the scope and duration of the pandemic, actions taken by governmental authorities in response to the pandemic, and the direct and indirect impact of the pandemic on our customers, third parties and us. We refer you to the documents in the Company files, to time in time to time with the Securities and Exchange Commission, including (i) our latest Annual Report on Form 10-K, (ii) our most recent Quarterly Report on Form 10-Q, and (iii) our most recent earnings release filed on Form 8-K. These documents contain and identify important risk factors that could cause the Company’s actual results to differ materially from those contained in our projections or other forward-looking statements. All forward-looking statements included in this presentation are made only as of the date of this presentation. We assume no obligation and do not intend to revise or update any forward-looking statements contained in this presentation, except as required by law. This presentation shall not constitute an offer or solicitation in connection with any securities.

Use of Non-GAAP Financial Measures
To supplement our financial disclosures that are presented in accordance with GAAP, we use certain non-GAAP measures of financial performance (including, but not limited to, non-GAAP core fee income, non-GAAP SVB Leerink revenue and expenses, non-GAAP noninterest income, non-GAAP net gains on investment securities, non-GAAP non-marketable and other equity securities, non-GAAP noninterest expense and non-GAAP financial ratios) of financial performance. These supplemental performance measures may vary from, and may not be comparable to, similarly titled measures by other companies in our industry. Non-GAAP financial measures are not in accordance with, or an alternative for, GAAP. Generally, a non-GAAP financial measure is a numerical measure of a company’s performance that either excludes or includes amounts that are not normally excluded or included in the most directly comparable measure calculated and presented in accordance with GAAP. A non-GAAP financial measure may also be a financial metric that is not required by GAAP or other applicable requirement.

We believe that the use of non-GAAP financial measures, when taken together with the corresponding GAAP financial measures (as applicable), provide meaningful supplemental information regarding our performance by: (i) excluding amounts attributable to non-controlling interests for which we effectively do not receive the economic benefit or cost of, where indicated, (ii) providing additional information used by management that is not otherwise required by GAAP or other applicable requirements. Our management uses and believes that investors benefit from referring to, these non-GAAP financial measures in assessing our operating results and when planning, forecasting and analyzing future periods. These non-GAAP financial measures also facilitate a comparison of our performance to prior periods. We believe these measures are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in our industry. However, these non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, net income or other financial measures prepared in accordance with GAAP. Under the “Use of Non-GAAP Financial Measures” section in our latest earnings release filed as an exhibit to our Form 8-K on January 21, 2020, we have provided reconciliations of, where applicable, the most comparable GAAP financial measures to the non-GAAP financial measures used in this presentation, or a reconciliation of the non-GAAP calculation of the financial measure. Please refer to that section of the earnings release for more information.
About SVB Financial Group

For more than 35 years, SVB Financial Group (NASDAQ: SIVB) and its subsidiaries have helped innovative companies and their investors move bold ideas forward, fast. SVB Financial Group’s businesses, including Silicon Valley Bank, offer commercial, investment and private banking, asset management, private wealth management, brokerage and investment services and funds management services to companies in the technology, life science and healthcare, private equity and venture capital, and premium wine industries. Headquartered in Santa Clara, California, SVB Financial Group operates in centers of innovation around the world. Learn more at www.svb.com.