



Q1 2022 Financial Highlights

April 21, 2022



Contents

3 Snapshot and current environment

20 Performance detail and outlook drivers

34 Appendix

54 Non-GAAP reconciliations

This presentation should be reviewed with our Q1 2022 Earnings Release and Q1 2022 CEO Letter, as well as the company's SEC filings.

A decorative graphic on the left side of the slide, consisting of numerous parallel blue lines of varying lengths and orientations, creating a sense of movement and depth. The lines are arranged in a way that they appear to be receding into the distance, with some lines being more vertical and others more horizontal, creating a complex, layered effect.

Snapshot and current environment

Q1'22 snapshot: Strong execution and higher rates drove robust earnings and profitability

Financial highlights



Q1'22 performance

% changes are vs. Q4'21

\$397B

+2%

Average client funds

\$67B

+7%

Average loans

\$1.1B

+15%

Net interest income¹

\$230M

+6%

Core fee income²

\$118M

-19%

SVB Securities revenue^{2,3}

\$130M

-16%

Warrant and investment gains net of NCI²

\$11M

-77%

Provision for credit losses

*includes **-\$0.20**
impact from

\$16M

Pre-tax merger-related charges



1. Net interest income presented on a fully taxable equivalent basis.

2. Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q1 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.

3. Represents investment banking revenue and commissions.

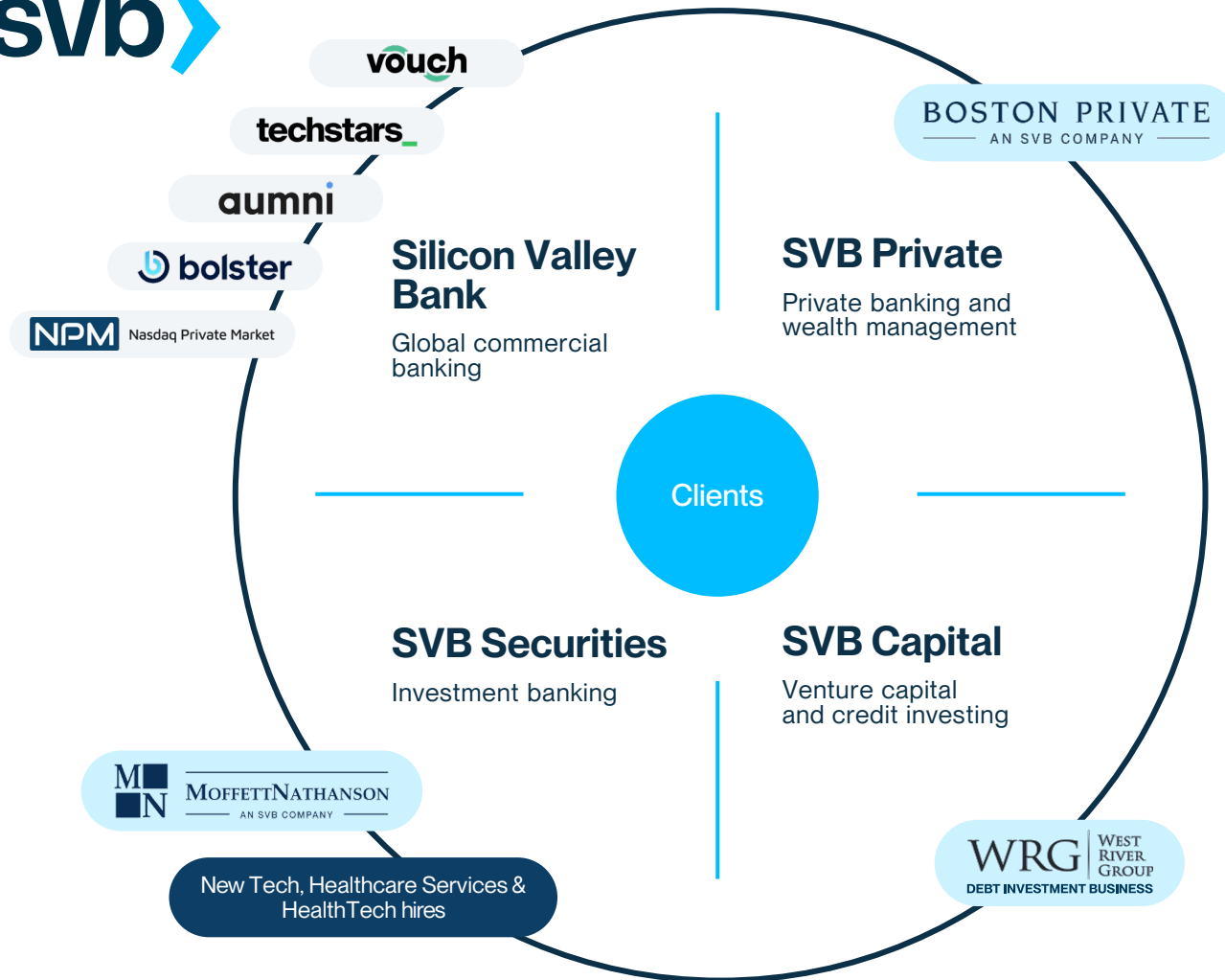
Q1'22 highlights

1. **Strong execution and higher rates** drove robust NII and core fee income* growth
2. **Public market volatility** impacted later-stage investment and exits; early-stage investment and client acquisition remained strong
3. **Healthy deposit growth** driven by continued strong early-stage trends and flexible liquidity solutions; slight increase in average total client funds QoQ as liquidity environment moderated
4. **Robust loan growth** driven by continued PE investment activity and increased Technology and Life Science/Healthcare borrowing
5. **Higher rates improved fixed-income portfolio yield** as slower estimated prepayment speeds reduced premium amortization expense, **but had minimal impact to TBV*** due to past actions to mitigate AOCI risk
6. **Repositioned \$5B securities to take advantage of higher rates**, monetizing \$204M swap gains and selling the hedged securities, resulting in a net gain of \$49M; reinvested sale proceeds into higher yielding, more liquid securities to increase future NII
7. **Higher client investment fee margin** from March rate hike drove robust core fee income growth
8. **Lower SVB Securities revenue* and market-related gains** as public market volatility delayed equity capital markets transactions, reduced valuations of public equity positions and slowed later-stage VC investment and exits
9. **Excellent credit performance** with low NCOs and declining NPLs
10. **Raised 2022 revenue outlook** to reflect improved rate environment since 1/20/22 (future rate increases not included in outlook); reinvesting part of the increase in our strategic priorities to drive and support long-term scalable growth



* Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q1 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.

Our vision: Be the most sought-after partner helping innovators, enterprises and investors move bold ideas forward, fast



Strategic partnerships, M&A and talent acquisition have bolstered organic initiatives to expand and deepen our global platform

OneSVB: Delivering the combined power of our platform to meet clients' needs at all stages

Raised 2022 revenue outlook given current higher rate environment – additional potential upside if rates increase

Outlook considerations

- Raised FY'22 revenue outlook as March rate hike and overall higher rates since 1/20/22 accelerate NII and core fee income growth – future increases in rates would drive additional potential upside
- While public market volatility has impacted later-stage fundraising and exits, early-stage trends remain healthy, and the long-term tailwinds supporting the innovation economy still hold
- Our business is well-positioned to withstand the potential impacts of public market volatility, as clients are well-capitalized, and improved NII and core fee income growth more than offsets moderating SVB Securities revenue and warrant and investment gains
- Reinvesting part of the revenue increase in our strategic priorities to drive and support long-term scalable growth (see page 18); while rising rates would further enhance our potential earnings power, currently we would not expect to increase our FY'22 expense growth outlook with future hikes
- Outlook excludes impact of potential changes related to interest rates, material deterioration in the overall economy, adverse developments with respect to U.S. or global economic or geopolitical conditions, and regulatory/policy changes under the current U.S. government administration

Business driver	FY'21 results	1/20/22 outlook FY'22 vs. FY'21	4/21/22 outlook FY'22 vs. FY'21
Average loans	\$54.5B	Low 30s % growth	Mid 30s % growth
Average deposits	\$147.9B	Low 40s % growth	Low 40s % growth
Net interest income ¹	\$3,179M	High 30s % growth	Low 50s % growth
Net interest margin	2.02%	1.90–2.00%	2.10-2.20%
Net loan charge-offs	0.21%	0.15–0.35%	0.15–0.35%
Core fee income ^{2,3}	\$751M	Mid 20s % growth	Mid 40s % growth
SVB Securities revenue ^{2,4}	\$538M	\$625–675M	\$500–550M
Noninterest expense excluding merger-related charges ⁵	\$2,941M	Low 20s % growth	High 20s % growth
Effective tax rate	26.2%	25–27%	25–27%

Note: Actual results may differ. For additional information about our financial outlook, please refer to our Q1 2022 Earnings Release and Q1 2022 CEO Letter.

1. Excludes fully taxable equivalent adjustments.

2. Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q1 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.

3. Excludes SVB Securities revenue.

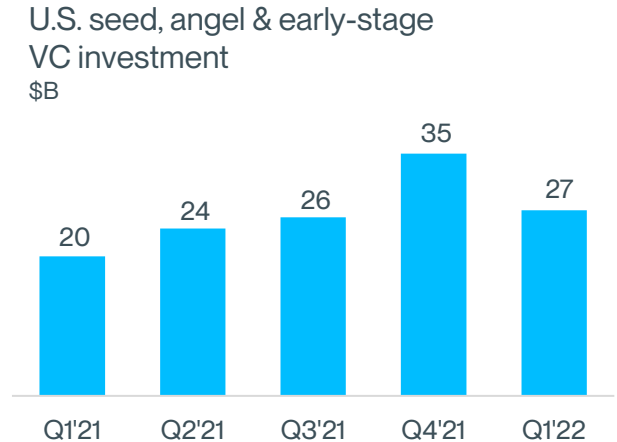
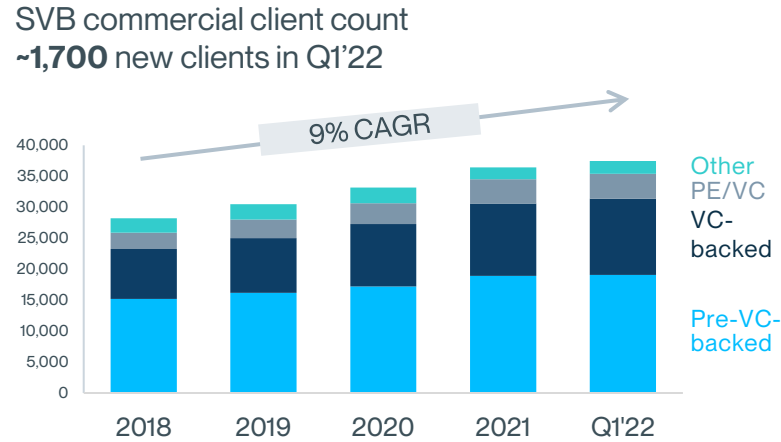
4. Represents investment banking revenue and commissions.

5. Excludes -\$40M estimated pre-tax merger-related charges (\$16M in Q1'22, -\$15M in Q2'22 and the remainder in 2H'22).

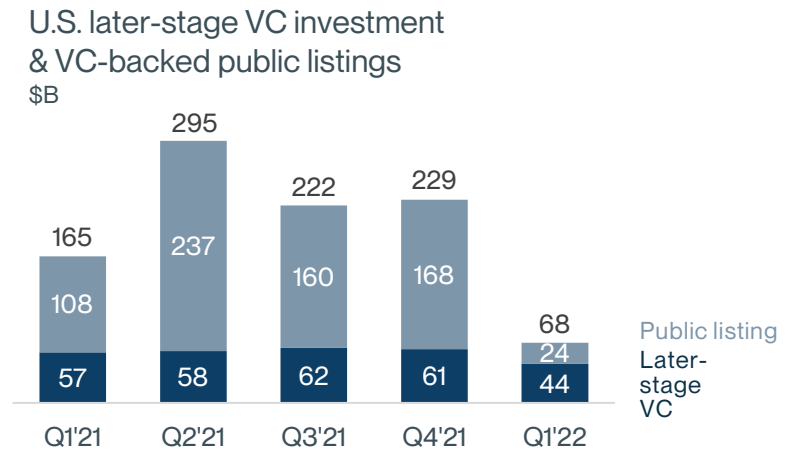
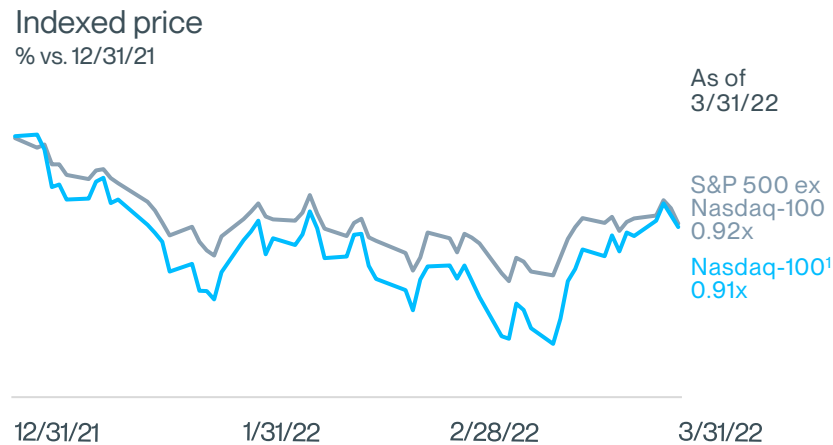


Early-stage trends remain healthy; public markets volatility impacting later-stage investment and exits

Continued robust client acquisition + strong early-stage investment









Public tech volatility driving slowdown in later-stage investment and exits



Note: VC and public listing data sourced from PitchBook. Investment data has been updated with PitchBook's proprietary back-end data set and filers which has resulted in prior period revisions.

1. Nasdaq 100 Index used as a proxy for technology markets.

Well-positioned to withstand potential impacts of public market volatility

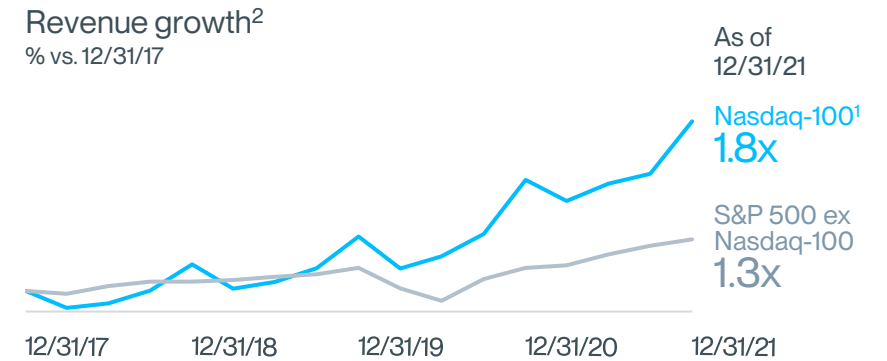
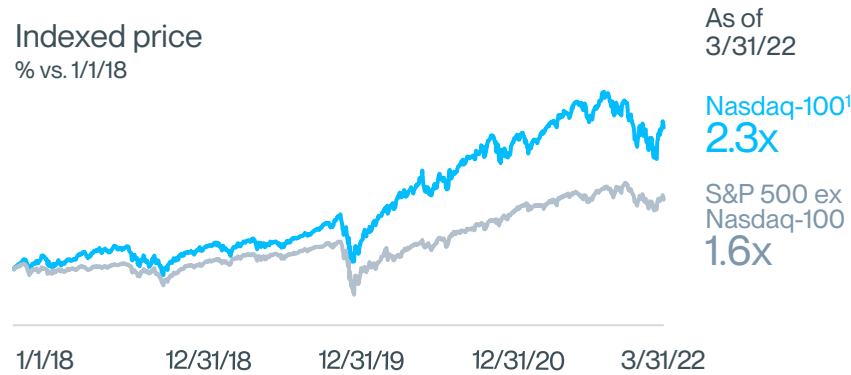
	Business driver	Potential risk	Potential mitigants	Expected impact for FY'22
	Deposits	Slowing deposit growth	<ul style="list-style-type: none"> • On- vs. off-balance sheet flexibility • Ability for clients to slow cash burn rates • Significant PE/VC dry powder that needs to be deployed 	Maintaining low 40s % outlook
	Loans	Muted GFB capital call lending activity	<ul style="list-style-type: none"> • Significant dry powder to support PE/VC deal activity (and related capital call borrowing) • Increased Tech & Life Science/HC loan demand if equity is less available 	Increasing outlook to mid 30s %
	Credit	Deteriorating Investor Dependent credit performance	<ul style="list-style-type: none"> • Record VC investment over the past 2 years has extended client runway • Improved risk profile of loan portfolio and strong capital position 	Maintaining 0.15-0.35% NCO outlook
	Core fee income*	Weaker FX, card, loan syndication and WM&T fees	<ul style="list-style-type: none"> • Higher client investment fee margin offsets impact of lower activity • Wealth advisor hiring and Commercial Bank referrals support AUM • Significant dry powder to support PE/VC deal activity (and related FX transactions) 	Increasing outlook to mid 40s % growth
	Investment banking	Declining ECM transactions	<ul style="list-style-type: none"> • New M&A capabilities partially offset softer ECM activity 	Decreasing SVB Securities revenue* outlook to \$500-550M Decline is more than offset by improved NII and core fee income outlooks
	Warrants, non-marketable and other equity securities	Volatile or negative gains	<ul style="list-style-type: none"> • Limited direct public equity exposure • Strong client liquidity mitigates need to raise equity at lower valuations • Granular, diversified positions 	Gains to moderate from 2021's exceptional levels and may be volatile QoQ



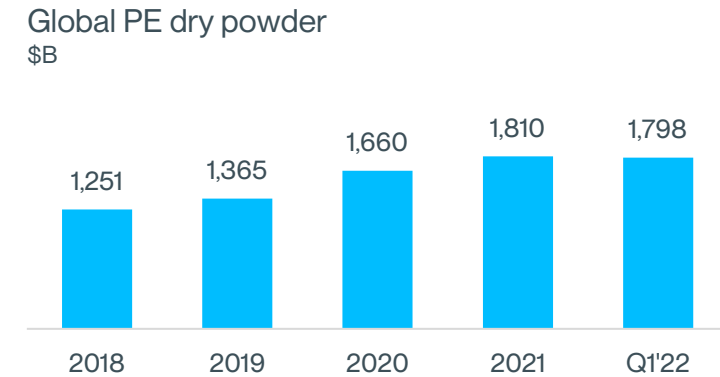
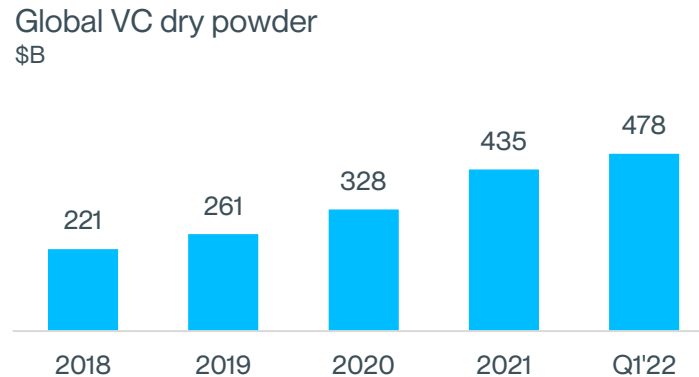
* Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q1 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.

Long-term tailwinds supporting the innovation economy remain intact

Attractive long-term growth opportunity + acceleration of digital



Significant dry powder to support future investment



Note: Market data sourced from FactSet. VC and PE dry powder data sourced from Preqin. VC and PE dry powder data has been updated with Preqin's proprietary back-end data set and filters which has resulted in prior period revisions.

1. Nasdaq 100 Index used as a proxy for technology markets.

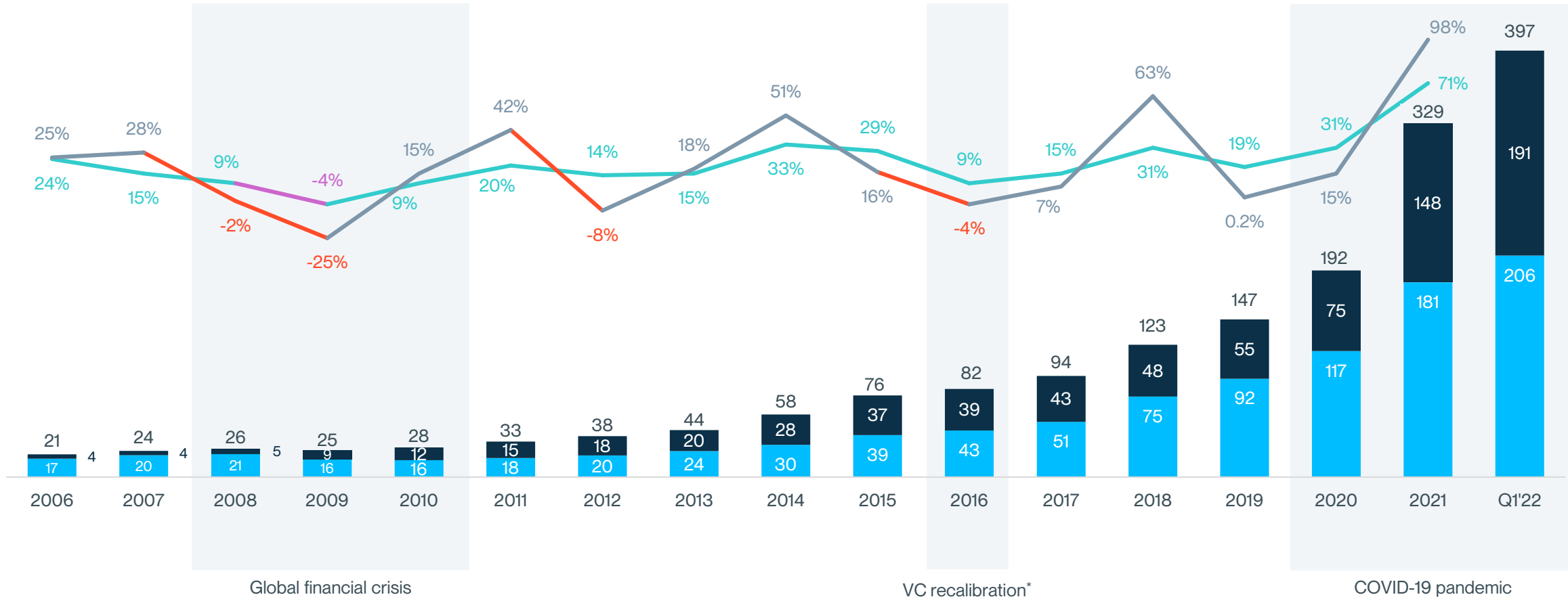
2. Source: Refinitiv. Historical revenue growth for companies included in the Nasdaq-100 and S&P 500 (excluding Nasdaq-100 companies) as of March 31, 2022.

Resilient client funds growth over the long-term

Total average client funds
\$B

■ On-balance sheet deposits
■ Off-balance sheet client funds
— Annual total client funds growth rate (positive, negative)
— Annual U.S. VC investment growth rate (positive, negative)

Q1'22 vs. Q4'21 QoQ growth
 Average client funds **+2%**
 U.S. VC investment **-26%**



Note: VC investment data sourced from PitchBook. Investment data has been updated with PitchBook's proprietary back-end data set and filters which has resulted in prior period revisions.
* Pullback in VC investment.

Strong liquidity franchise

Robust liquidity solutions, on- and off-balance sheet

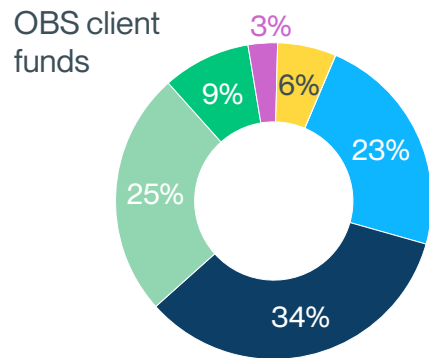
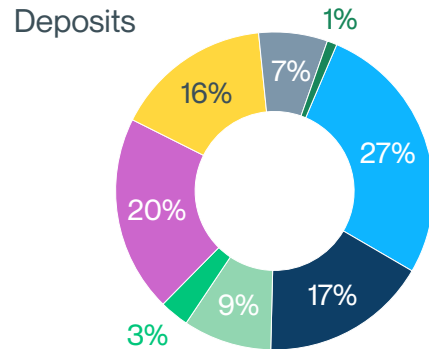
Diversified sources of liquidity from high-growth markets

Client niche¹:
 Life science/healthcare
 Early stage technology
 Technology
 Early stage life science/healthcare

International²
 U.S. Global Fund Banking
 Private Bank
 Other

40+

liquidity management products to meet clients' needs and optimize pricing and mix



Uniquely positioned to drive profitable growth

Ability to support growth on- or off-balance sheet, while optimizing pricing and mix

51%

YoY average client funds growth (Q1'22 vs. Q1'21)

66%

of Q1'22 average deposits are noninterest-bearing

On- vs. off-balance sheet considerations

Bank tier 1 leverage ratio	7-8% internal target
Profitable spread income	~2.50-2.75% expected new purchase yields + low cost of deposits enables healthy margins
Liquidity	Targeting Fed cash at 4-6% of total deposits (\$8-12B) ³
On-balance sheet deposit growth	Low 40s % FY'22 average deposit growth outlook

\$191B

Q1'22 average deposits

\$206B

Q1'22 average OBS client funds

5 bps

Q1'22 average cost of deposits

Flexible liquidity solutions + substantial OBS balances can help support deposit growth

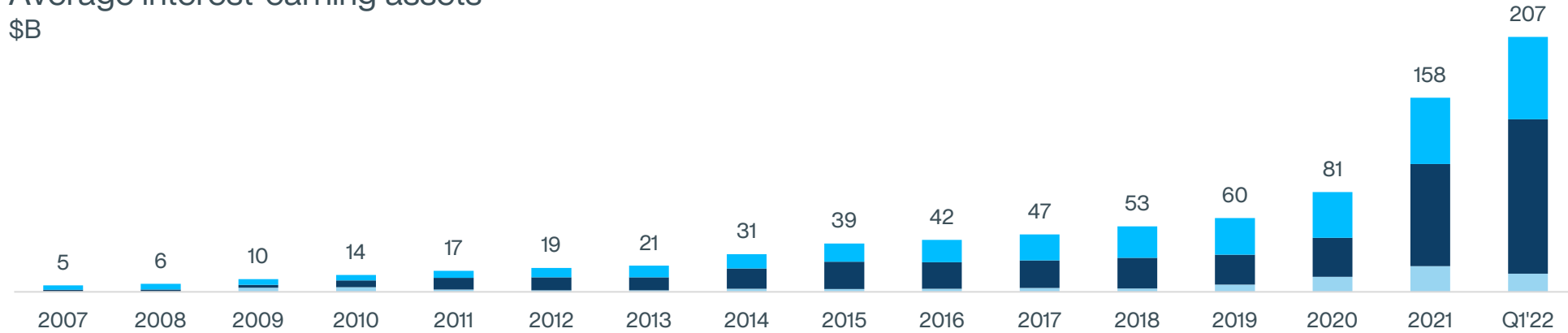


1. As of March 31, 2022. Represents management view of client niches.
 2. International balances do not tie to regulatory definitions for foreign exposure. Includes clients across all client niches and life stages, with International Global Fund Banking representing 3% of total client funds.
 3. Actual balances depend on timing of fund flows.

Balance sheet growth to date provides foundation to drive sustainable NII

Average interest-earning assets
\$B

Average cash Average investment securities Average loans

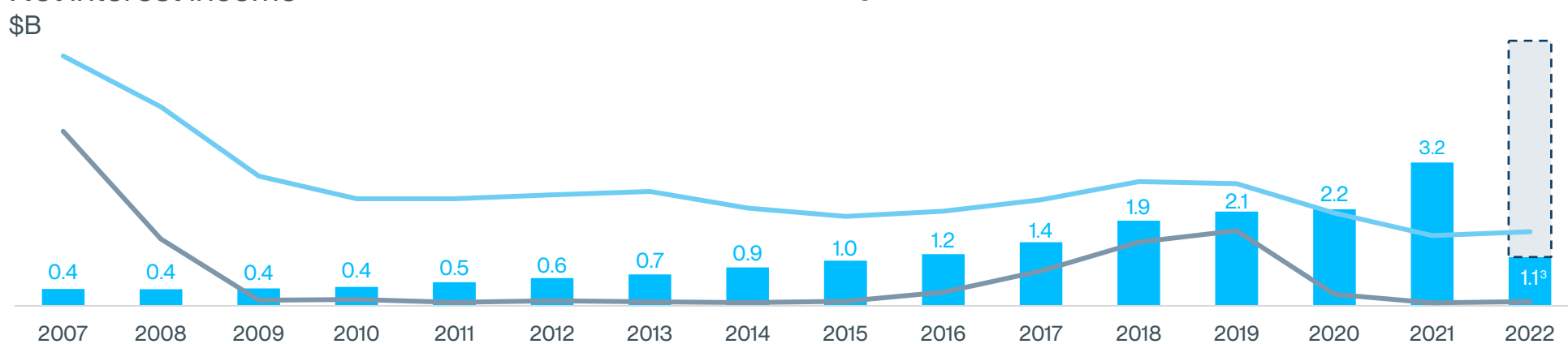


76%

Q1'22 YoY growth rate in average interest-earning assets¹

Net interest income²
\$B

NII NIM Average Fed Funds rate Estimated based on FY'22 outlook



Low 50s %

FY'22 NII growth outlook

See page 7 for more information



1. Q1'22 vs. Q1'21 percentage change.
2. Net interest income presented on a fully taxable equivalent basis.
3. Represents Q1'22 NII.

Significant potential revenue upside if rates continue to increase

Estimated increase in annualized pre-tax NII for each 25 bp increase in rates

NII increase assuming static balance sheet

+~\$90-110M¹

Additional NII benefit assuming FY'22 growth outlook

+~\$10-20M²

Total NII benefit

+~\$100-130M

Estimated increase in annualized pre-tax client investment fees and fee margin³:

March 25 bp increase annualized

+~\$220M
+10-11 bps

Each subsequent 25 bp increase in short-term rates

+~\$20-50M
+1-2 bps



1. Equivalent to +10.2% NII sensitivity for the expected 12-month impact of a +100 bp rate shock on net interest income. Management's sensitivity analysis is based on a static balance sheet, in size and composition, as of March 31, 2022 and is subject to assumptions, including a 60% beta on interest-bearing deposits and an instantaneous and sustained parallel shift in rates. Actual results may differ.
2. Assumes growth in average loans and average deposits consistent with our FY'22 outlook (see page 7) and that securities paydowns (-\$2-3B/quarter) and excess balance sheet growth is reinvested in securities until Fed cash target is met (4-6% of total deposits).
3. Based on Q1'22 off-balance sheet client investment fund average balances.

Proactive interest rate risk management

Past actions to manage AOCI risk helped support TBV¹ as rates increased in Q1

As of 12/31/21

Only 22%

of fixed-income securities in AFS

Reduced AFS exposure by emphasizing HTM purchases and transferring securities from AFS to HTM in 2021

\$11B

Fair value hedges

Added receive-floating swaps in 2021 to mitigate decreases in AFS fair value resulting from rising rates



**Protected TBV
by ~\$2.5B in Q1'22²**

Rising rates in Q1 presented opportunity to monetize AFS hedges and rebalance securities

\$49M

Net pre-tax realized gains

From unwind of \$5B receive-floating swaps (at a \$204M gain) and sale of related AFS securities

~\$37M

Increase in annual NII

From reinvestment of AFS sale proceeds into higher-yielding 3-year UST securities³

~\$259M

Pre-tax unrealized gains

From remaining \$6B receive-floating swaps outstanding as of 3/31/22

Expect improved new purchase yields given higher rates

~2.50-2.75%

Expected new purchase yields

(vs. ~1.65-1.75% at 1/20/22)
Primarily investing in liquid, government/agency-guaranteed securities

~3.5y

Target duration

Flat to inverted yield curve limits benefit of extending duration

Majority

of new purchases in AFS

Maximize ALM flexibility and satisfy LFI requirements

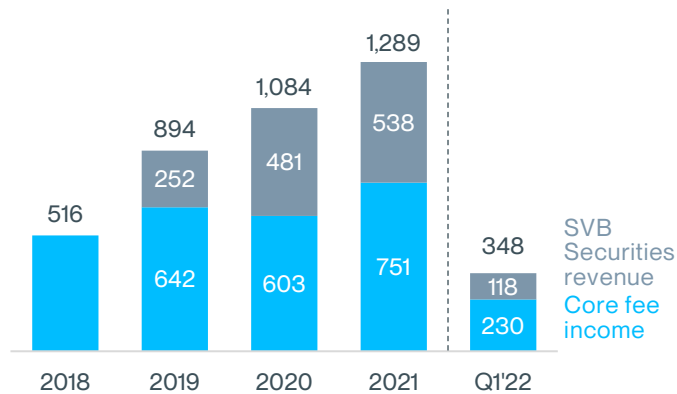
1. Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q1 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
2. Estimate that 3/31/22 SVBFG TBV would have been ~\$2.5B lower if fixed income portfolio mix had been maintained at 65% AFS / 35% HTM (consistent with 12/31/20 mix) and no receive-floating swaps had been added.
3. Included in FY'22 NII outlook.

Diversification supports growth and profitability

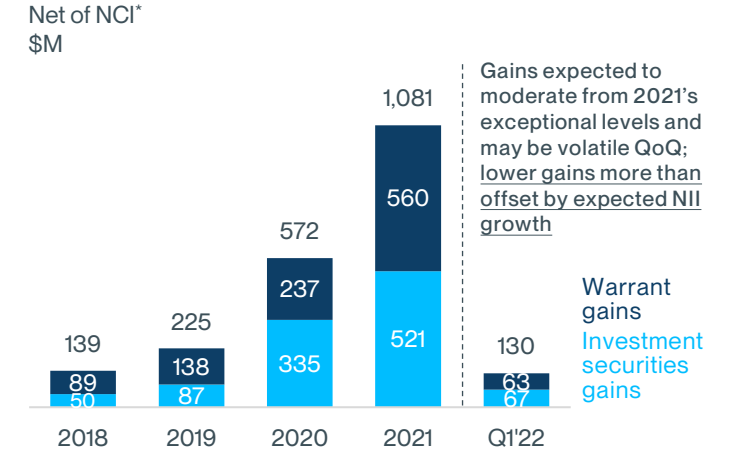
Investments diversifying revenues

- Client acquisition
- Wealth management
- Investment banking
- SVB Capital funds
- International expansion
- Digital banking
- Liquidity solutions
- FX and payments
- New products & expertise

Core fees and SVB Securities revenue* \$M

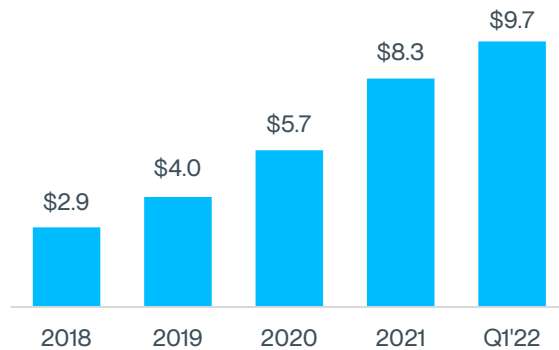


Warrant and investment gains Net of NCI* \$M



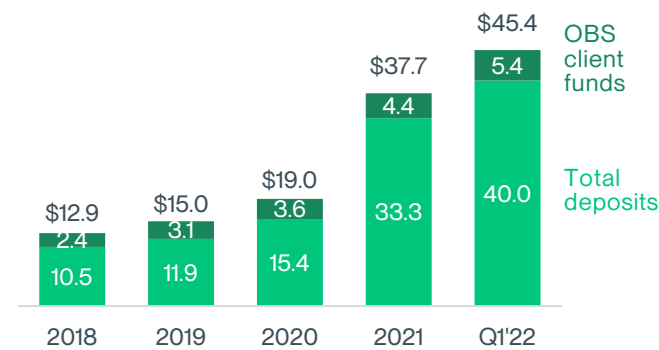
\$10B

International average loans 14% of total loans



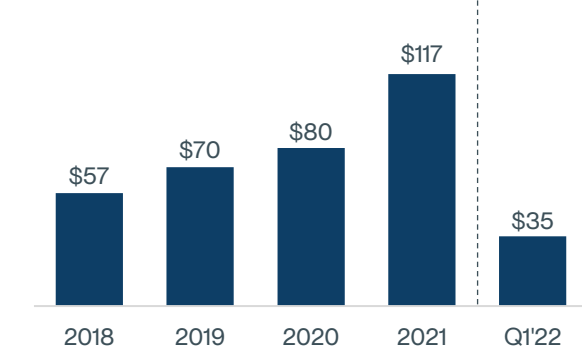
\$45B

International average total client funds 11% of total client funds



\$35M

International core fee income 15% of total core fees



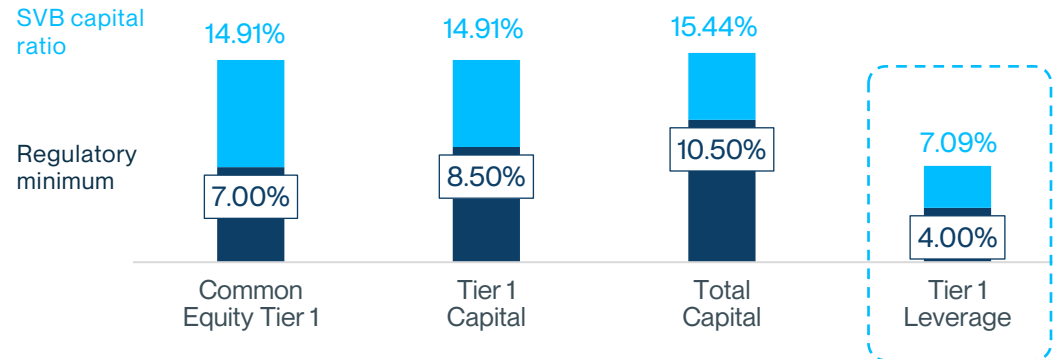
Note: International activity reflects figures for our international operations in the U.K., Europe, Israel, Asia and Canada. This management segment view does not tie to regulatory definitions for foreign exposure.

* Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q1 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.

Strong capital position with multiple levers to support capital ratios

Targeting **7-8%**
Bank Tier 1
leverage

Silicon Valley Bank capital ratios¹
As of 3/31/22



Q1'22 Bank capital ratio drivers

- Strong earnings and robust balance sheet growth
- No downstream of SVBFG liquidity to Bank in Q1

Levers to
support capital
ratios

**Strong
profitability**
builds capital

15%
Q1'22 ROE

**Robust liquidity
solutions on- and off-
balance sheet**
help manage growth

40+
liquidity solutions

**SVBFG
liquidity**

a portion of which can be
downstreamed to Bank

\$2B
3/31/22 SVBFG
liquidity

**Capital markets
activity**

to support growth

FY'21 new
issuances **\$3.4B**
Preferred
stock
\$1.7B
Senior
notes **\$2.4B**
Common
stock²

Amounts are gross of fees



1. Ratios as of March 31, 2022 are preliminary.
2. Excludes \$1.1B shares issued on July 1, 2021 to complete Boston Private acquisition.

Improved revenue outlook provides opportunity to further accelerate investments across our strategic priorities

Strategic priorities to drive and support long-term scalable growth

Enhance client experience



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

Drive revenue growth



- Talent attraction, retention and development
- SVB Securities expansion
- SVB Private integration and go-to-market strategy
- Strategic investments
- Client acquisition
- New products and product penetration
- Fintech strategy
- Geographic expansion
- New SVB Capital funds

Improve employee enablement



- OneSVB collaboration initiative to deliver the full power of the SVB platform to clients
- nCino credit onboarding platform
- Agile ways of working
- Mobile and collaboration tools
- Client and industry insights
- Global Delivery Centers
- Diversity, Equity & Inclusion initiatives

Enhance risk management



- Large Financial Institution regulatory requirements (Category IV (>\$100B in average total consolidated assets); preparing for Category III*)
- Data foundation
- Cybersecurity
- U.K. subsidiarization requirements

Raising FY'22 noninterest expense growth outlook (excluding merger-related charges) to high 20s %
Currently do not expect to further increase our FY'22 expense growth outlook with future rate hikes

Attractive long-term growth opportunity



Differentiated business model

Increasing clients' probability of success through the combined power of our four core businesses, our deep expertise and long-standing innovation economy relationships



Robust, resilient markets

Innovation is driving economic growth, and digital adoption and activity in healthcare are accelerating



Unique liquidity franchise

Powerful client funds franchise generates robust, low cost deposit growth



Robust earnings power

Industry-leading growth and profitability
Diversified revenue streams to drive earnings through rate and economic cycles



Growth investments

Expanding and deepening platform to meet innovation clients' needs at all stages
Enhancing our systems, infrastructure and processes to support our continued growth



Strong credit and asset quality

Long track record of strong underwriting and resilient credit performance
88% of assets in high-quality investments and low credit loss experience lending¹



Strong capital management and ample liquidity

Ability to support growth and manage shifting economic conditions while investing in our business



Proven leadership

Deep bench of proven leaders delivering sustainable growth, supported by strong global team

Industry-leading growth and profitability

Long-term financial objectives²

Low rate environment (0-2.50% Fed Funds rate)

~15%
ROE

~10%
EPS growth
annualized

Normalized rate environment (>2.50% Fed Funds rate)

~20%
ROE

~10%
EPS growth
annualized






Rising rate environment

~20%
EPS growth
annualized

Performance detail and outlook drivers

Key external variables to our forecast

Our performance is influenced by a variety of external variables, including but not limited to:

	VC fundraising and investment	<ul style="list-style-type: none">• Promote new company formation which helps support client acquisition• Source of client liquidity which impacts total client funds growth• A source of repayment for Investor Dependent loans
	PE fundraising and investment	<ul style="list-style-type: none">• Primary driver of capital call line demand which has been the largest source of loan growth over the past 8 years
	Exit activity	<ul style="list-style-type: none">• Proceeds from public market and M&A exits generate client liquidity• A source of repayment for Investor Dependent loans• Ability for companies to exit affects VC/PE fundraising and investment• Impacts investment banking revenue and value of warrants and investment securities
	Capital markets	<ul style="list-style-type: none">• Performance and volatility of public, private and fixed income markets impact exit activity, market-driven revenues (FX, loan syndications, investment banking revenue and commissions, warrant and investment gains and wealth management and trust fees) and VC/PE fundraising and investment
	Interest rates	<ul style="list-style-type: none">• Level of interest rates and shape of yield curve directly impact NIM via lending and investment yields/spreads vs. funding costs• Client investment fees move with short-term rates• Affect mortgage and securities prepayment speeds, impacting timing of premium amortization• Impact clients' preference for on- vs. off-balance sheet liquidity solutions and interest-bearing vs. noninterest-bearing deposits• Affect mortgage demand
	Economic environment	<ul style="list-style-type: none">• Affects health of clients which determines credit quality• Level of business activity drives client liquidity and demand for our products and services• Inflation impacts costs (for us and clients) and influences fiscal and monetary policy decisions
	Competitive landscape	<ul style="list-style-type: none">• Affects margins and client acquisition• Impacts compensation to attract and retain talent
	Political environment	<ul style="list-style-type: none">• Current administration and Congress will influence economic policy and stimulus, business and market sentiment, global trade relationships, bank regulations and corporate taxes• Geopolitical events can impact capital markets and economic environment

Healthy deposit growth – despite moderating total client funds – augmented by flexible liquidity solutions; **Maintaining low 40s % FY'22 average deposit growth outlook**

Q1'22 activity

- Continued strong early-stage investment and client acquisition fueled healthy deposit growth, augmented by flexible liquidity solutions that shifted off-balance sheet client funds on-balance sheet
- Moderating total client funds (average +2%, EOP flat) as public market volatility slowed later-stage fundraising and exits and year-end PE/VC distributions impacted Q1 balances
- Deposit costs remained at industry-leading lows (+1 bp QoQ)

FY'22 outlook key assumptions

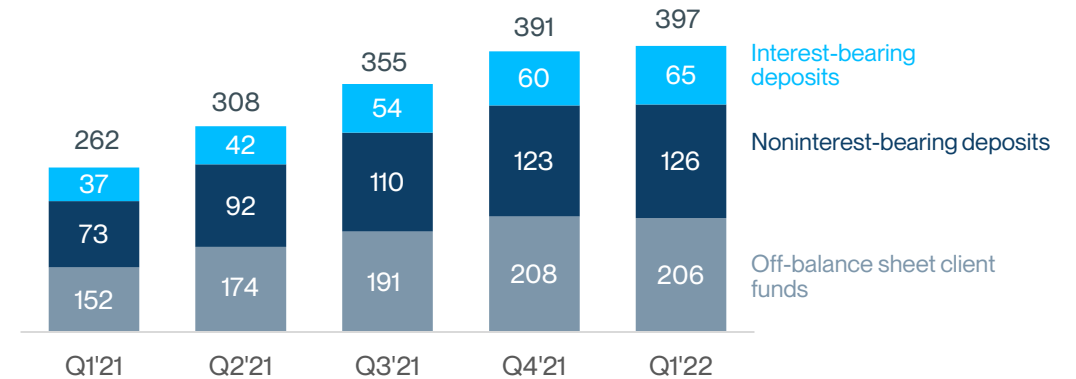
Deposit growth:

- + Healthy early-stage trends**
Continued strong early-stage VC investment and robust client acquisition support liquidity growth
- + Significant PE/VC dry powder**
That needs to be deployed
- + Robust liquidity solutions and substantial OBS balances**
Provide flexibility to support on-balance sheet deposit growth
- Near-term pressure on later-stage fundraising and exits**
Primary drivers of exceptional liquidity growth in 2021
- China policy changes**
Slows investment in Chinese companies

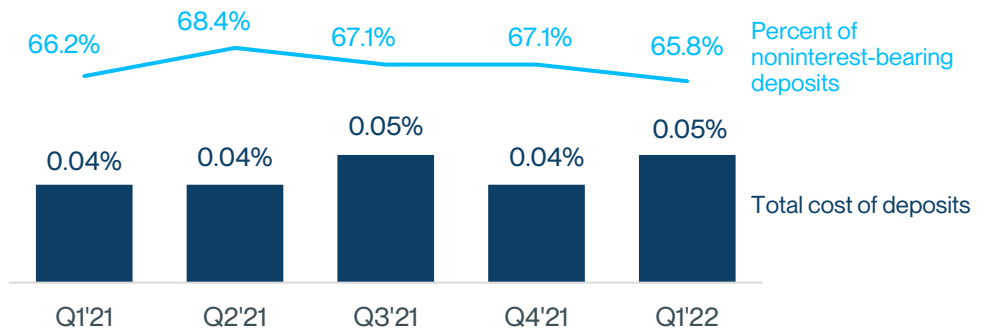
Cost of deposits:

- + Higher cost of interest-bearing deposits**
NII sensitivity model assumes 60% beta on interest-bearing deposits, consistent with our experience over the 2015-2018 rising rate cycle
- + Increased demand for interest-bearing products**
Given current higher rate environment

Average client funds
\$B



Average deposit mix
and pricing



Repositioned securities portfolio to take advantage of rising rates

Q1'22 activity

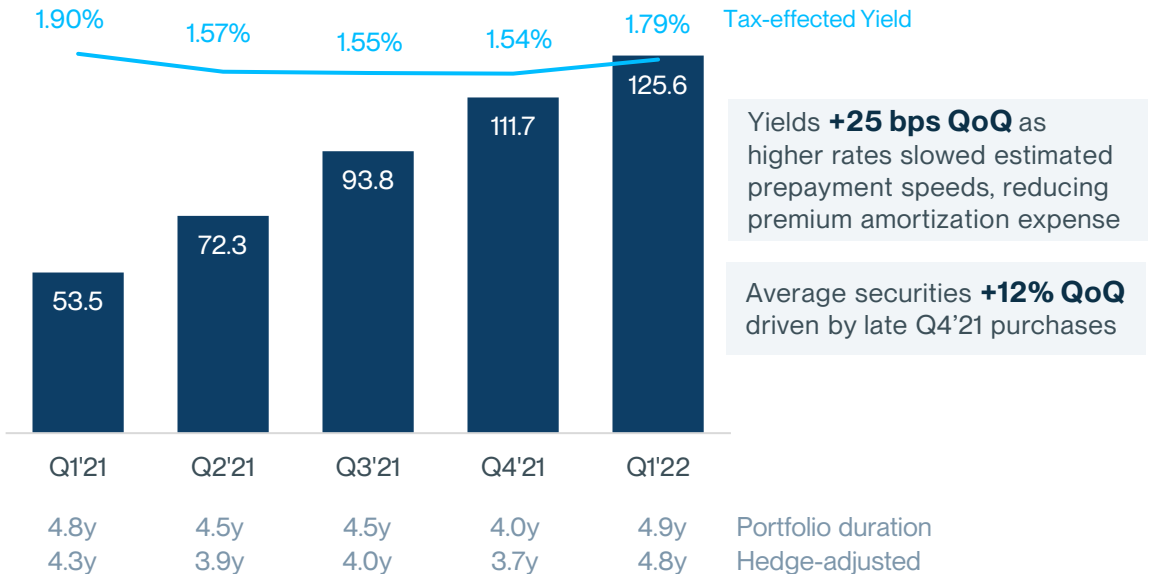
- Monetized \$204M gains from \$5B AFS hedges and sold underlying hedged securities, resulting in a net gain of \$49M
- Reinvested AFS sale proceeds and HTM paydowns, purchasing \$10B securities (primarily USTs and agency MBS) at improved yields (2.22% weighted average new purchase yield, 4.3y duration)

FY'22 securities strategy

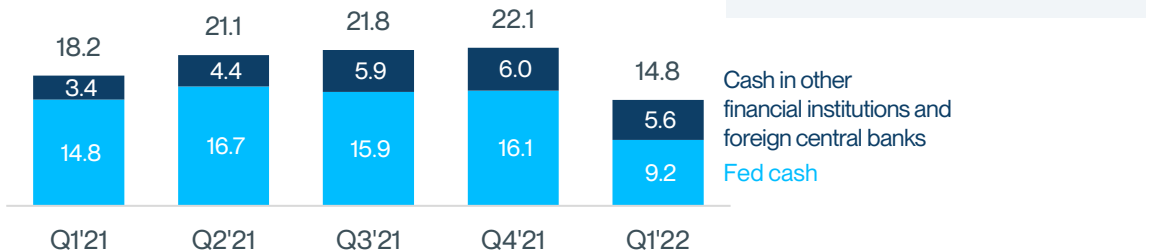
- Primarily investing in government/agency-guaranteed securities, emphasizing AFS purchases in the near term to maximize ALM flexibility and satisfy LFI liquidity requirements
- Buying ~3.5y securities as flat to inverted yield curve limits benefit of extending duration
- Expect average FY'22 portfolio yield to be ~1.80-1.90%. Key assumptions:

- + Improved new purchase yields**
Expect new purchase yields ~2.50-2.75% (vs. 1.65-1.75% at 1/20/22)
Estimated ~\$2.0-3.0B paydowns per quarter
- + High-quality credit investments**
Opportunistically buying strong credit-quality munis and corporate bonds in HTM to support portfolio yields
- Premium amortization expense**
From prepayments of securities purchased at a premium
If 10-year UST dropped below 2%, expect an in-year increase in premium amortization expense of ~\$40-60M
- Rate protections**
\$6B receive-floating swaps on AFS portfolio at 8 bps cost (as of 3/31/22)

Average fixed income investment securities
\$B



Average cash and equivalents
\$B

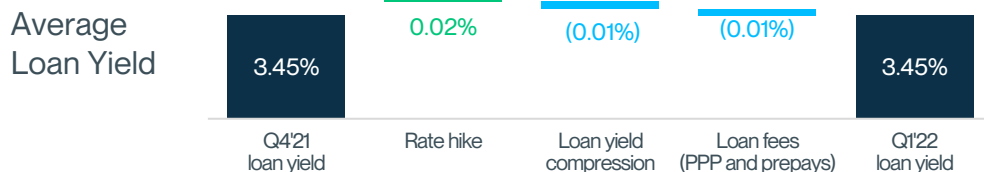
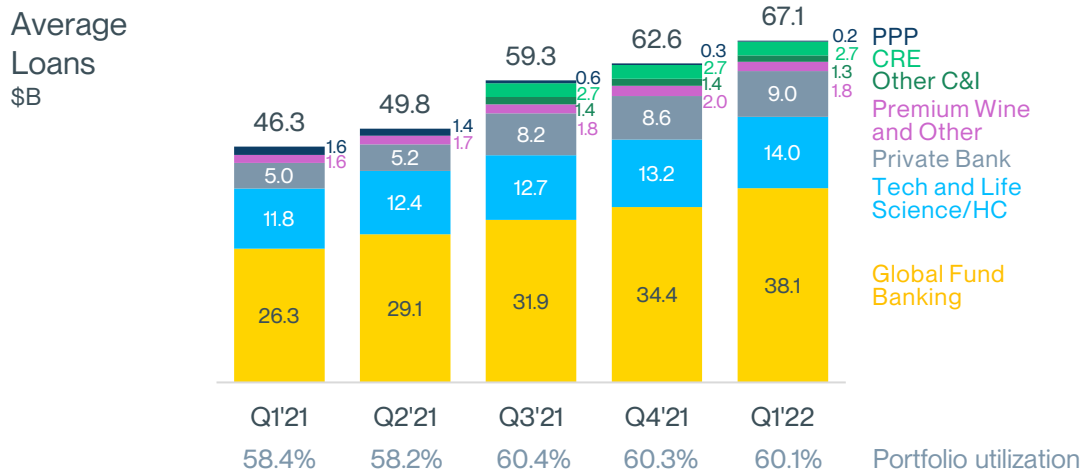


* Actual balances depend on timing of fund flows.

PE investment activity and increased Technology and Life Science/Healthcare borrowing drove robust loan growth; Raising FY'22 average loan growth outlook to mid 30s % on strong pipelines

Q1'22 activity

- Robust loan growth (average +7% QoQ, EOP +4% QoQ) led by strong GFB capital call lending
- Market volatility increased demand for Technology and Life Science/Healthcare loans
- Strong mortgage originations (~\$770M, in-line QoQ) driven by refinance activity in reaction to rising rates



FY'22 outlook key assumptions

Loan growth:

- +** **Significant PE/VC dry powder**
That needs to be deployed, ultimately fueling GFB capital call line borrowing
- +** **Strong SVB Private loan growth, enhanced by Boston Private integration**
Targeting ~\$16-17B total balances at year-end, led by mortgage lending (SVB Private loan target includes Private Bank, CRE, Other C&I, Premium Wine and Other loan classes)¹
- +** **Robust tech and life science/HC pipelines**
Increased demand in response to public market volatility
- **Near-term pressure on later-stage fundraising and exits**
Moderating related PE/VC investment activity
- **Higher loan rates**
Impact mortgage refinance demand

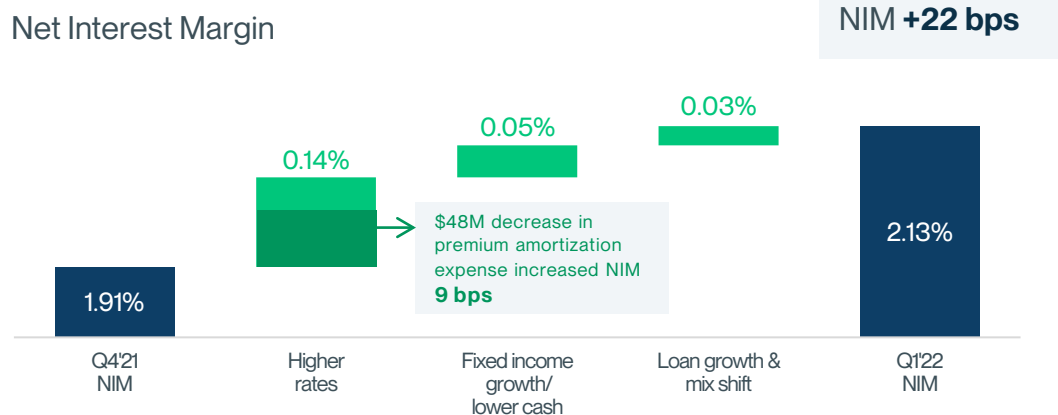
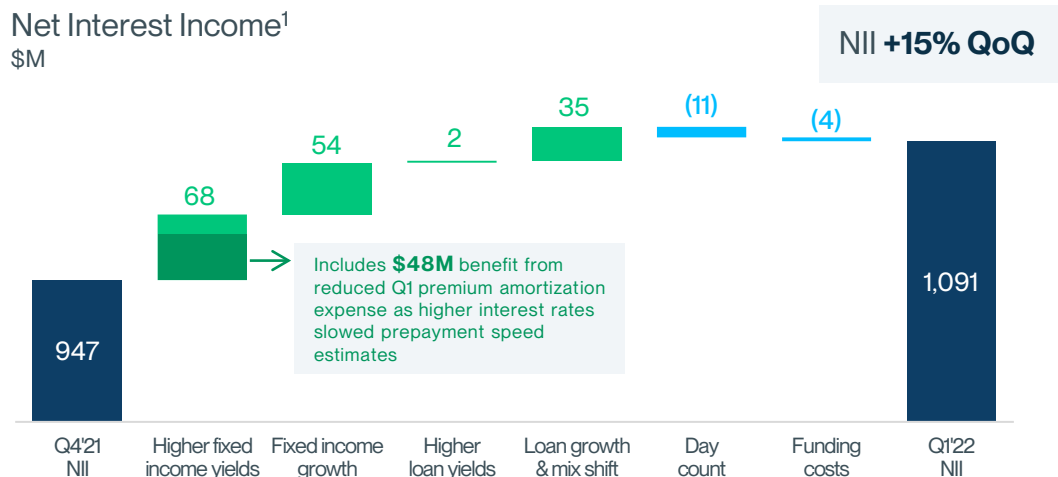
Loan yields:

- +** **Higher loan yields from March rate hike**
92% of Q1'22 average loans were variable rate
- +** **Rate protections**
\$101M remaining locked-in pre-tax swap gains as of 3/31/22²
\$21B active loan floors as of 3/31/22³
- **Boston Private purchase accounting**
Amortization of fair value mark ups on loans (\$50M remaining at 3/31/22, vast majority to be amortized by end of 2023)
- **Shifting loan mix**
Growth driven by lower yielding GFB and Private Bank mortgages
- **Spread compression**
From increasing competition and higher rates

1. SVB Private loan target updated to reflect inclusion of Premium Wine class in SVB Private segment reporting beginning Q1'22. Premium Wine loans (\$1.0B at 3/31/22) were previously reported in Global Commercial Bank segment reporting.
2. Expect vast majority of remaining pre-tax gains from \$5B swap unwind in Q1'20 to be reclassified from OCI to loan interest income by the end of 2023.
3. 3.04% weighted average floor rate. \$58M expected benefit from in-the-money floors based on a weighted average maturity of 1.3 years.

Growth in interest-earning assets and higher rates drove robust NII growth

Raising FY'22 NII growth outlook to low 50s % and FY'22 NIM outlook to 2.10-2.20% given current higher rates – additional potential upside if rates increase



FY'22 outlook key assumptions

- + Balance sheet growth**
Driven by strong client liquidity
- + Improved new purchase yields**
Expect new purchase yields ~2.50-2.75% (vs. 1.65-1.75% at 1/20/22)
Estimated ~\$2.0-3.0B paydowns per quarter
- + Higher loan yields from March rate hike**
92% of Q1'22 average loans were variable rate
- + Reduction in Fed cash**
Targeting 4-6% of total deposits – actual balances depend on timing of fund flows
- +/- Rate protections (+ for loan yields, - for securities yields)**
\$101M remaining locked-in pre-tax swap gains as of 3/31/22²
\$21B active loan floors as of 3/31/22³
\$6B receive-floating swaps on AFS portfolio at 8 bps cost (as of 3/31/22)
- Premium amortization expense**
From prepayments of securities purchased at a premium
If 10-year UST dropped below 2%, expect an in-year increase in premium amortization expense of ~\$40-60M
- Boston Private purchase accounting**
Amortization of fair value mark ups on loans (\$50M remaining at 3/31/22, vast majority to be amortized by end of 2023)
- Shifting loan mix**
Growth driven by lower yielding GFB and Private Bank mortgages
- Spread compression**
From increasing competition and higher rates
- Higher deposit costs (but still low vs. peers)**
As demand for interest-bearing products increases and interest-bearing deposits reprice higher following March rate hike; NII sensitivity model assumes 60% beta on interest-bearing deposits, consistent with our experience over the 2015-2018 rising rate cycle



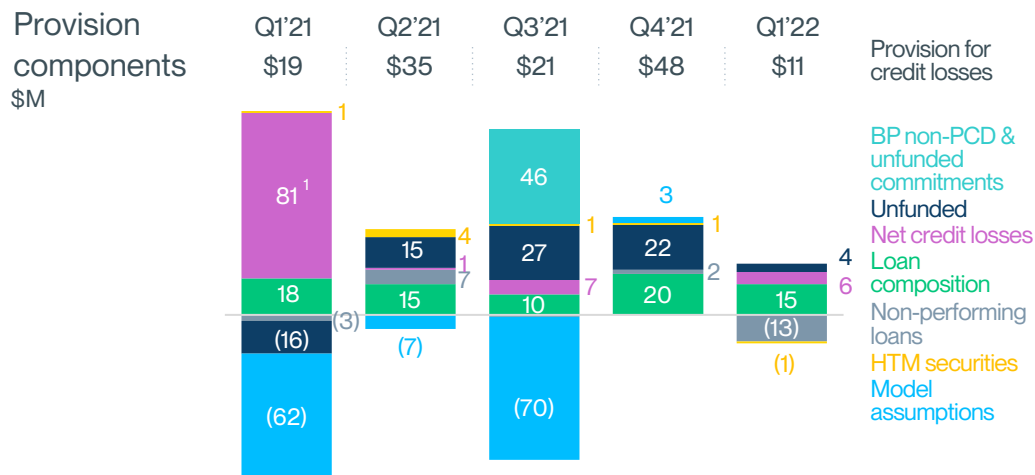
1. NII is presented on a fully taxable equivalent basis, while NII guidance excludes fully taxable equivalent adjustments.
2. Expect vast majority of remaining pre-tax fair value gains from \$5B swap unwind in Q1'20 to be reclassified from OCI to loan interest income by the end of 2023.
3. 3.04% weighted average floor rate. \$58M expected benefit from in-the-money floors based on a weighted average maturity of 1.3 years.

Excellent credit performance – well-positioned to withstand potential impacts of prolonged public market volatility; **Maintaining 15-35 bps FY'22 NCO outlook**

Q1'22 activity

- Excellent credit performance marked by low gross charge-offs (\$18M), strong recoveries (\$10M) and declining NPLs (\$72M, -\$19M QoQ)
- Provision primarily driven by a \$19M increase in performing and unfunded reserves for robust growth and \$6M net credit losses, partially offset by a \$15M decrease in specific reserves from repayments and credit upgrades

Credit quality metrics	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	
	0.79% ¹	0.10%	0.07%	0.01%	0.05%	Net charge-offs ²
	0.20%	0.16%	0.19%	0.14%	0.10%	Non-performing loans ³



FY'22 outlook key assumptions

Moody's March economic scenarios	40% baseline	30% downside	30% upside
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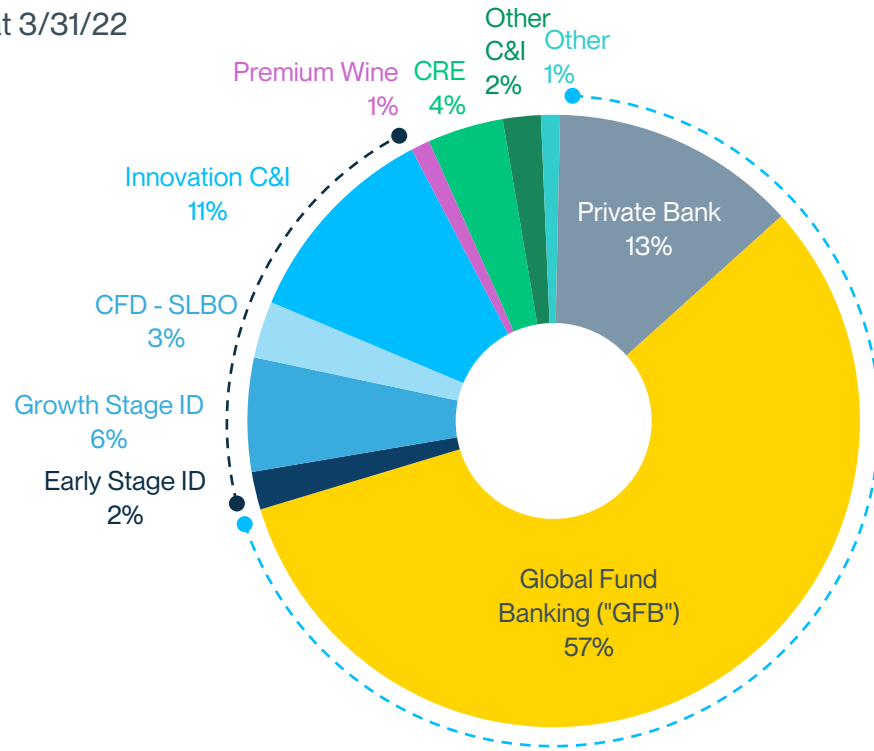
- +** Strong client balance sheets
Record VC investment over the past 2 years has extended client runway
- +** Recovering business activity
As COVID-19 restrictions ease
- +** Improved risk profile of loan portfolio
Early Stage – historically has produced the most losses – only 2% of loans; 70% of loans in low credit loss experience GFB and Private Bank classes
- +** Significant PE/VC dry powder
That needs to be deployed
- +** Minimal Russia/Ukraine direct exposure
No material impact from Russia/Ukraine conflict
- Increased CRE exposure from acquired Boston Private loans
Commercial real estate more impacted by COVID-19 restrictions and transition to hybrid work environment; mitigated by limited overall exposure (only 4% of total loans), well-margined collateral and ample reserves
- Larger Growth Stage and Innovation C&I loan sizes
Growth of our balance sheet and our clients has increased number of large loans, which may introduce greater volatility in credit metrics



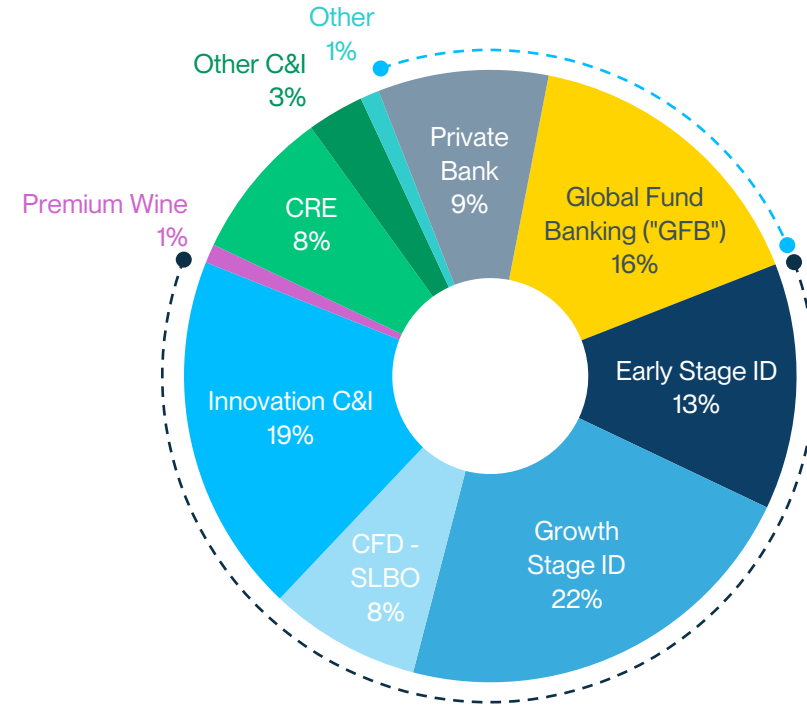
1. Q1'21 included an \$80M net charge-off related to an isolated GFB potential fraud incident. Less this \$80M net charge-off, Q1'21 net credit losses were \$1M and net charge-offs were 0.09%.
 2. Net loan charge-offs as a percentage of average total loans (annualized).
 3. Non-performing loans as a percentage of period-end total loans.

70% of loans in low credit loss experience Global Fund Banking and Private Bank classes

Total loans
\$69B at 3/31/22



Allowance for credit losses for loans
\$421M at 3/31/22



ID = Investor dependent | CFD = Cash flow dependent | SLBO = Sponsor-led buyout | C&I = Commercial & industrial | PPP = Paycheck Protection Program | CRE = Commercial real estate

●-● Low credit loss experience classes ●-● Technology & Life Science/Healthcare



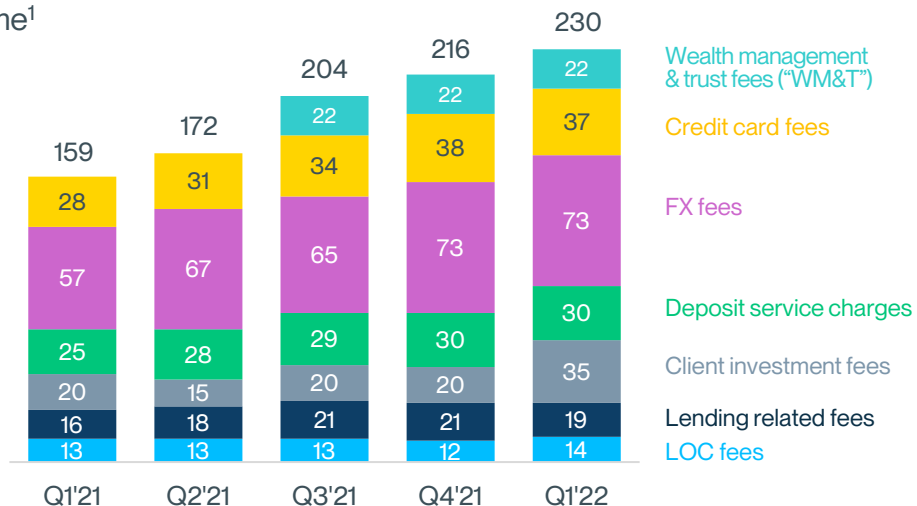
Improved client investment fee margin drove robust core fee income growth

Raising FY'22 core fee income growth outlook to mid 40s % given current higher rates – additional potential upside if rates increase

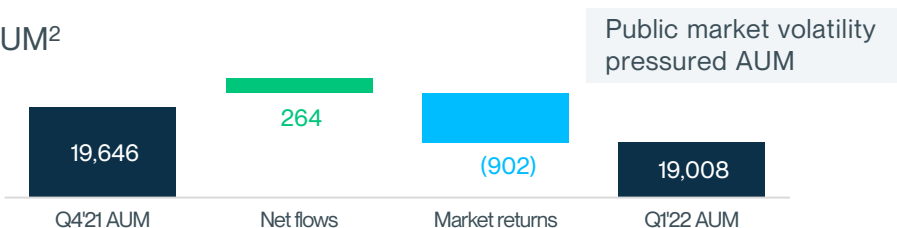
Q1'22 activity

- Client investment fees +75% QoQ as fee margin increased 3 bps to 7 bps with March rate hike, driving robust core fee income growth as performance of other fee segments remained consistently strong QoQ

Core fee income¹
\$M



SVB Private AUM²
\$M



FY'22 outlook key assumptions

- +** **Improved client investment fee margin with March rate hike**
15 bps at 3/31/22
- +** **Significant PE/VC dry powder**
That needs to be deployed, ultimately fueling GFB FX activity
- +** **Higher lending related fees**
Driven by higher unused commitments from robust loan growth as well as syndication opportunities in collaboration with SVB Securities
- +** **Recovering business activity**
Supports card spend
- +** **New client growth and deepening engagement**
From investments in client acquisition, new products and client experience
- +** **Enhanced wealth management offering**
Full-year impact of inclusion of Boston Private + newly launched brand and product suite
- **Public market volatility + near-term pressure on later-stage fundraising and exits**
Moderates GFB FX activity, client liquidity growth, client spending, demand for syndicated loans and SVB Private AUM growth
Lowered SVB Private AUM year-end target to ~\$21-22B (vs. previous target at ~\$22-23B) due to public market volatility



1. Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q1 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
2. Represents SVB Private's client investment account balances.

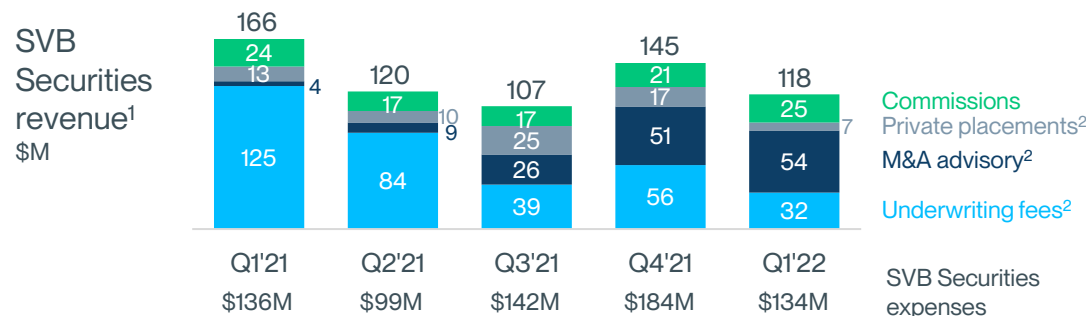
Public market volatility pressured equity capital markets activity

Decreasing FY'22 SVB Securities revenue outlook to \$500-550M



Q1'22 activity

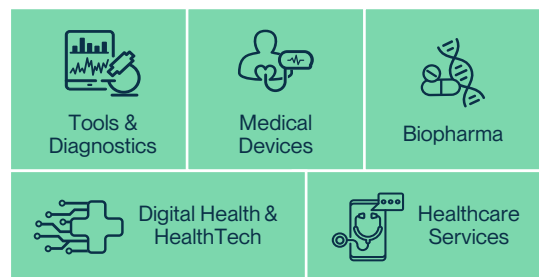
- Only 8 book-run ECM transactions (\$2.0B in aggregate deal value)
- Early wins from recently hired teams, with M&A advisory fees now 46% of SVB Securities revenue (vs. 2% 1-year ago)
- Continue to fill out team, hiring 19 bankers to support our Technology, Healthcare Services and HealthTech practices
- Compensation for prior year hiring drove expenses higher than revenue



FY'22 outlook key assumptions

- Public market volatility**
Pressures later-stage/public valuations and near-term ECM activity
- + New hires and expertise**
Recent hires to grow Technology, Healthcare Services and HealthTech investment banking help diversify business by expanding SVB Securities' advisory capabilities. Combined new initiatives expected to contribute ~\$150-200M of revenues in 2022³. Expect ~20-40 additional hires (across levels) through year-end.
- + Strengthening collaboration**
Between Commercial Bank and SVB Securities, enhanced by OneSVB initiative to deliver the full power of the SVB platform to clients

Life Sciences/Healthcare



Technology (launched September 2021)



1. Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q1 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
 2. Included in investment banking revenue.
 3. Included in FY'22 outlook for SVB Securities revenue of \$500M-\$550M.

Moderating market-related gains and potential volatility

Expect gains to moderate from 2021's exceptional levels, more than offset by expected NII growth

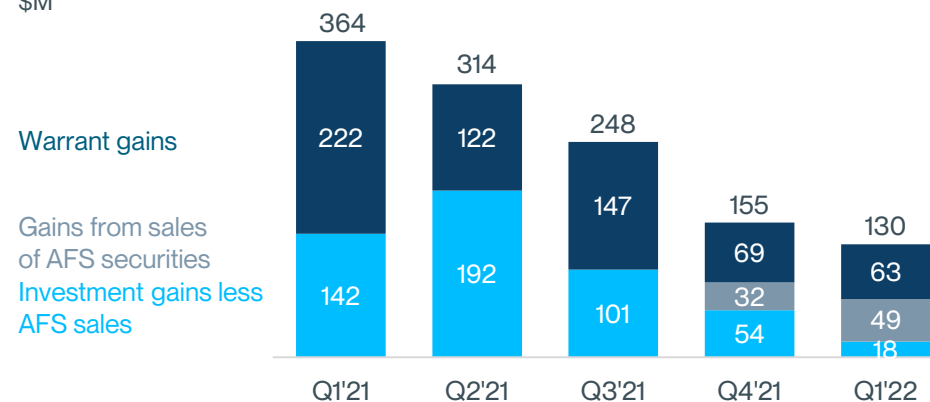
Q1'22 activity

- Warrant gains driven primarily by unrealized valuation increases as exits slowed
- Investment gains driven primarily by \$49M net gains from sale of AFS fixed income securities and related swap unwind (realized) and \$49M gains from SVB Capital managed funds (primarily unrealized), partially offset by \$32M losses in public equity positions (primarily realized)

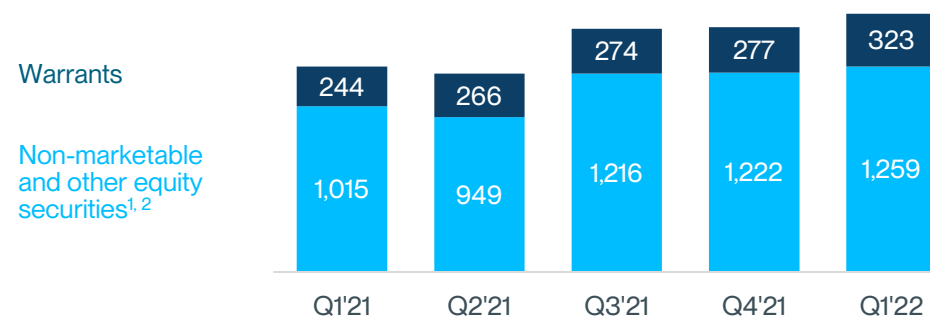
FY'22 considerations

- **Public market volatility**
 Impacts valuations, PE/VC investment and exits
- **Near-term pressure on later-stage fundraising and exits**
 Moderates private valuation growth and increases potential for down rounds
 Fewer exits reduce opportunities to realize gains
- + **Granular, diversified positions**
Warrants: Only 54 warrants out of 2,800+ positions with a fair value >\$1M, collectively representing \$175M in fair value
Private fund investments: Exposure to over 500 funds with nearly 25,000 investments in ~10,000 companies across various industries and stages of development
- + **Strong client liquidity**
 Private valuations driven by fundraising events – strong client liquidity mitigates need to raise equity at lower valuations
- + **Limited public equity exposure**
 Predominantly private companies

Warrant and investment gains
Net of NCI¹
\$M



Warrants & non-marketable and other equity securities^{1,2}
\$M



Note: The extent to which unrealized gains (or losses) from investment securities from our non-marketable and other equity securities portfolio as well as our equity warrant assets will become realized is subject to a variety of factors, including, among other things, performance of the underlying portfolio companies, investor demand for IPOs and SPACs, fluctuations in the underlying valuation of these companies, levels of M&A activity and legal and contractual restrictions on our ability to sell the underlying securities.

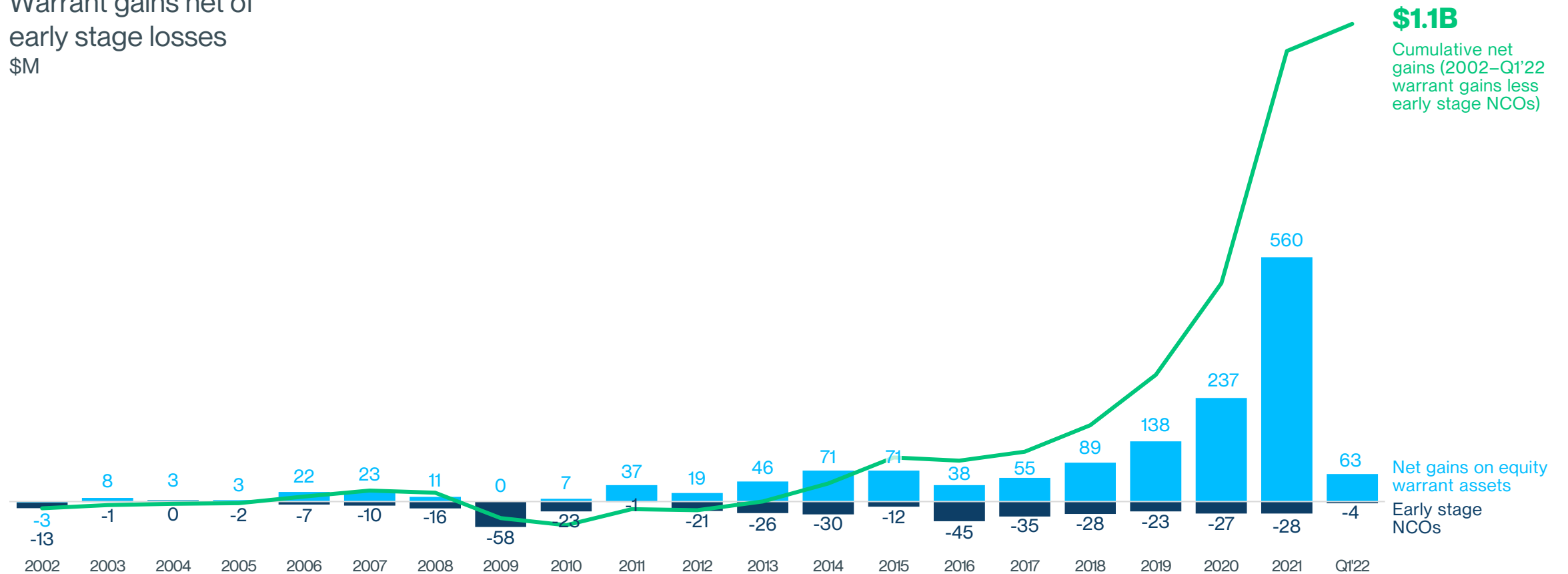
1. Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q1 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.

2. Net of investments in qualified affordable housing projects and noncontrolling interests.



Net warrant gains more than offset Early Stage charge-offs over time and offer meaningful long-term earnings support

Warrant gains net of early stage losses
\$M



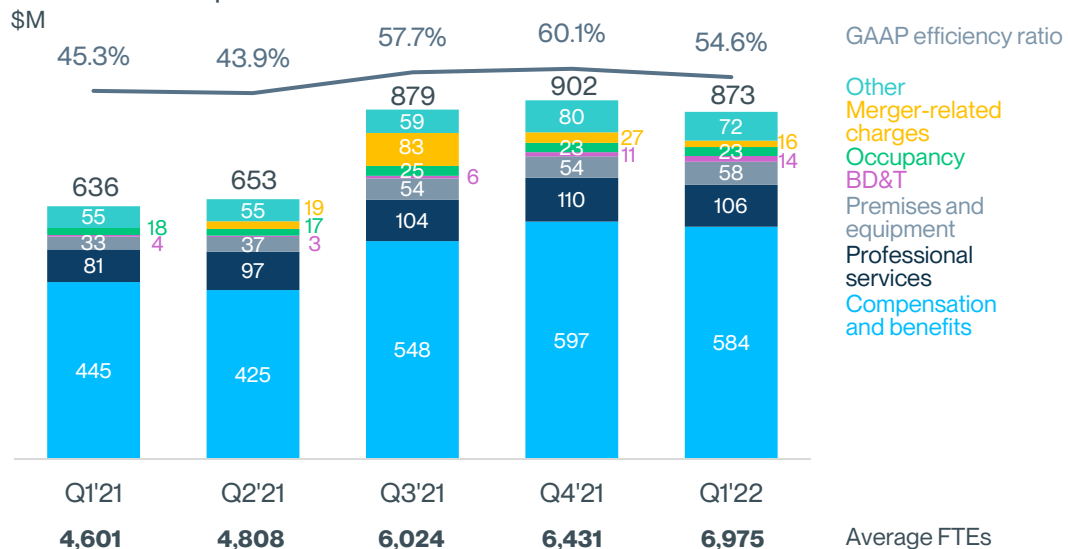
Lower compensation, merger-related charges and other expenses drove expense decline

Raising FY'22 noninterest expense growth outlook to high 20s % (excluding merger-related charges) on improved revenue outlook

Q1'22 activity

- Decrease in compensation and benefits expense driven primarily by lower SVB Securities incentives as deal activity declined, partially offset by increased salaries and wages from continued firmwide hiring and higher seasonal expenses
- Increase in average FTEs driven by hiring in our 1) Global Commercial Bank to drive revenue growth, 2) teams to enhance the digital client experience and infrastructure to support employee enablement and 3) regulatory teams to execute our LFI initiatives
- Merger-related charges declined as we continue to progress with the Boston Private integration
- Other expense decreased QoQ primarily due to higher charitable donations in Q4'21 related to seasonal year-end giving campaigns

Noninterest expenses



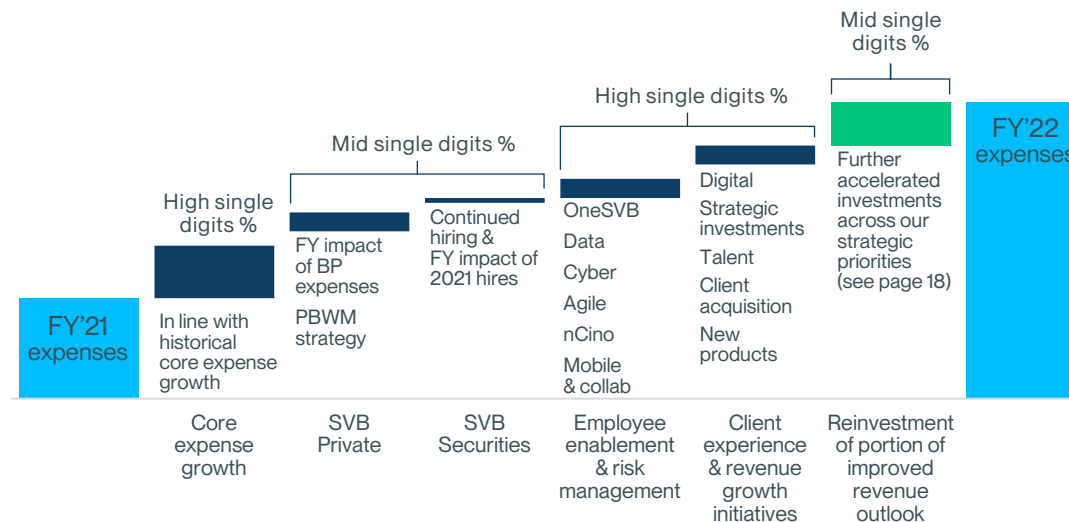
FY'22 key drivers

Improved revenue outlook provides opportunity to further accelerate investments across our strategic priorities to drive long-term scalable growth

Expected FY'22 noninterest expense growth

Excludes merger-related charges*

Raising FY'22 noninterest expense growth outlook to **high 20s %** (excluding merger-related charges) – **currently do not expect to further increase our FY'22 expense growth outlook with future rate hikes**



* Estimate -\$40M pre-tax merger-related charges in 2022 (\$16M in Q1'22, -\$15M in Q2'22 and the remainder in 2H'22).

Q1'22 Summary

Executing on our vision	Consistent progress on leveraging the combined power of our global platform OneSVB: Facilitating collaboration across our businesses to help clients navigate each step of their financial journey
Raising 2022 revenue outlook	March rate hike and overall higher rates since 1/20/22 accelerate NII and core fee income growth
Additional potential upside if rates increase	Future rate increases would significantly enhance earnings power
Resilient markets	Continued robust client acquisition and healthy early-stage investment, despite slowdown in later-stage investments and exits Long-term tailwinds supporting innovation economy remain intact: acceleration of digital and significant dry powder
Well-positioned to withstand volatility and drive long-term, scalable growth	Powerful client funds franchise with flexibility to generate robust, low cost deposit growth Balance sheet growth provides foundation for sustainable NII ALM positioning to take advantage of higher interest rates Strong capital, high-quality balance sheet, robust earnings power and diversified business model
Accelerating investments	Improved revenue outlook enables us to further invest in our strategic priorities (enhance client experience, drive revenue growth, improve employee enablement and enhance risk management) to drive and support long-term scalable growth



Appendix

The financial partner of the global innovation economy



We help individuals, investors and the world's most innovative companies achieve their ambitious goals

Technology & Life Sciences/Healthcare



We bank:

Nearly
half

Q1'22 U.S. venture-backed technology and life science companies

43%

Q1'22 U.S. venture-backed technology and healthcare IPOs

Deep sector expertise

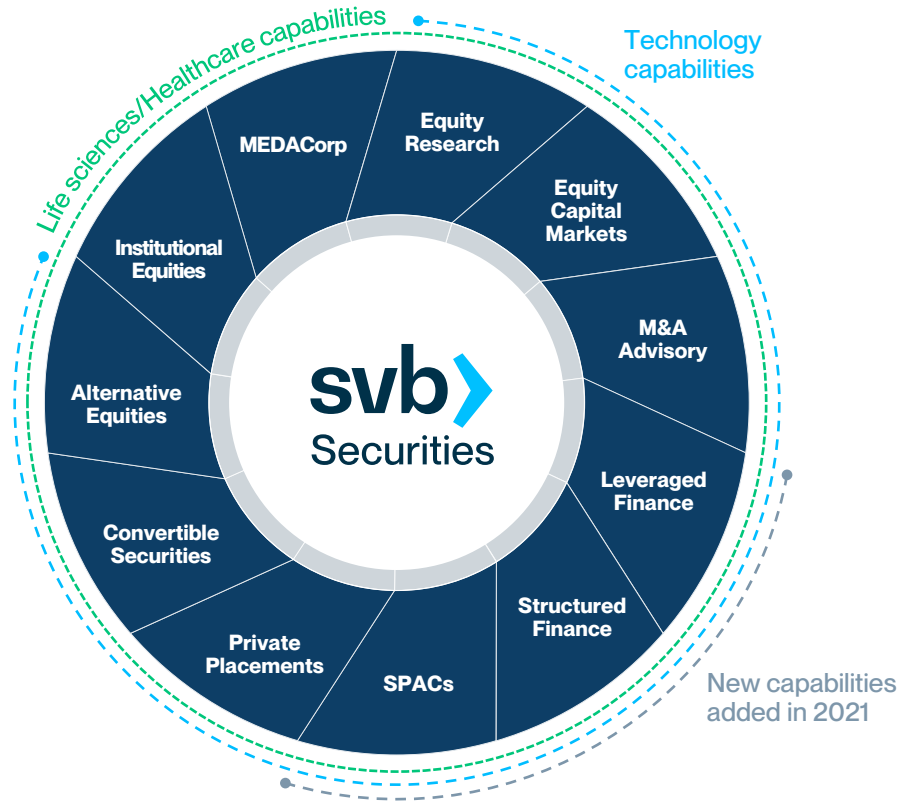
CLIMATE TECH		FINTECH	
HARDWARE & FRONTIER TECH		PRIVATE EQUITY & VENTURE CAPITAL	
PREMIUM WINE		LIFE SCIENCE & HEALTHCARE	
CONSUMER INTERNET		ENTERPRISE SOFTWARE	

Comprehensive solutions

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

Unparalleled access, connections and insights to increase our clients' probability of success

Building the premier investment bank dedicated to the innovation economy



Enhancing our ability to deliver strategic support to our clients as they grow

- Rebranded as SVB Securities to reflect our expanded focus
- Acquired technology equity research firm MoffettNathanson LLC
- Launched Technology Investment Banking
- Deepened Healthcare Services and HealthTech Practices
- Added Leveraged Finance, SPACs and Structured Finance capabilities

Technology (launched September 2021)



Life Sciences/Healthcare



Creating a premier private banking & wealth management platform

Focused on capturing the **~\$400B** potential opportunity among current clients¹

Complete integration process (next ~12 months)

Refine client engagement model, formalize referral channels and integrate technology systems

Grow residential mortgages

Immediate opportunity to introduce entrepreneurs and executives at our commercial clients to Private Banking

Attract talent

- Add capacity to serve clients
- Further enhance capabilities and expertise

Offer differentiated solutions

- Trust and family office services
- SVB Capital funds and private placements
- Developing comprehensive private stock solutions, leveraging Nasdaq Private Market JV

svb Private

Launched new brand and product suite 4/21/22

Early performance indicators

~\$770M

Q1'22 mortgage originations
Initial driver of revenue synergies

14

Wealth advisor hires since acquisition close

12/31/22 Targets

~\$16-17B

SVB Private loans vs. \$14B at 3/31/22 (includes Private Bank, CRE, Other C&I, Premium Wine and Other loan classes)²

~\$21-22B

SVB Private AUM vs. \$19.0B at 3/31/22

Medium-term targets (~3 years)

~\$70B

Total client position vs. \$47B (\$19B SVB Private AUM, \$14B loans and \$14B deposits) at 3/31/22³

At least **1** SVB Private relationship at **50%** of commercial clients

1. Estimated potential "total client position" ("TCP") through SVB's current commercial clients based on SVB management analysis (2020). Includes potential wealth management assets, loans and deposits.
2. SVB Private loan target updated to reflect inclusion of Premium Wine class in SVB Private segment reporting beginning Q1'22. Premium Wine loans (\$1.0B at 3/31/22) were previously reported in Global Commercial Bank segment reporting.
3. Reported Total Client Position represents sum of SVB Private assets under management ("AUM") and loans and deposits as reported in our SVB Private segment reporting.

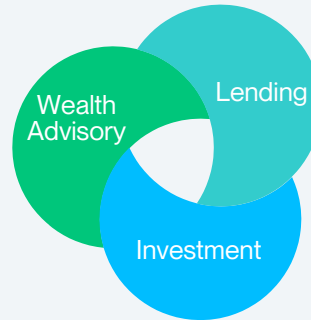
Well-positioned to capture compelling private banking and wealth management opportunity

Trusted advisor and team

- Dedicated advisor supported by a team of specialists
- Deep wealth management and innovation economy expertise

Full product suite

HNW/UHNW
Family office
Tax planning
Philanthropy
Trust & estate



Mortgages
Private stock lending
Securities-based loans
Specialty commercial

SVB Capital access
Private placements
Brokerage solutions
Impact investing

Wealth access digital portal

- Seamless onboarding
- 360° view of financial positions
- Integrated banking and wealth solutions
- Personalized financial planning
- Customized portfolio management
- 24-7 access and support

Premier private banking and wealth platform



Superior client focus

Holistic, relationship-based advice and service



Comprehensive planning

to prepare for complex financial needs resulting from liquidity and life events



Exclusive access

to networking events, insights and investment opportunities in the innovation economy



Tailored solutions

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



Next generation digital platform

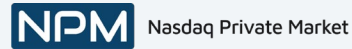
“Always on” digitally enabled interactions and improved efficiencies



Large balance sheet

to support clients' borrowing needs

Strategic partnerships: another channel to expand capabilities to better meet clients' needs



Centralized marketplace for trading private company stock



Commercial Banking:

Enable clients to manage secondary offerings with leading technology platform and global distribution network

SVB Private, SVB Capital & SVB Securities:

Provide investor clients more liquidity options and broader access to investment opportunities



Marketplace for on-demand executive talent



Commercial Banking:

Help clients rapidly scale and diversify their leadership teams and boards

SVB Private:

Provide clients with access to job opportunities within the innovation economy



Investment analytics platform for VCs, LPs and other private capital investors



Commercial Banking:

Provide a powerful solution for our PE and VC clients to gain enhanced insights into their portfolios

SVB Capital:

Assist SVB Capital team with market benchmarking, streamlined LP reporting and portfolio analytics



Largest global seed investor and accelerator program



Commercial Banking:

Expand SVB's early-stage client acquisition channels and support innovative companies in Techstars' global network

Gain sector and market insights in the innovation economy



Commercial insurance provider powered by technology serving high-growth, venture-backed startups



Commercial Banking:

Connect early and mid-stage clients to Vouch's tailored commercial insurance solutions to benefit customer retention and risk mitigation

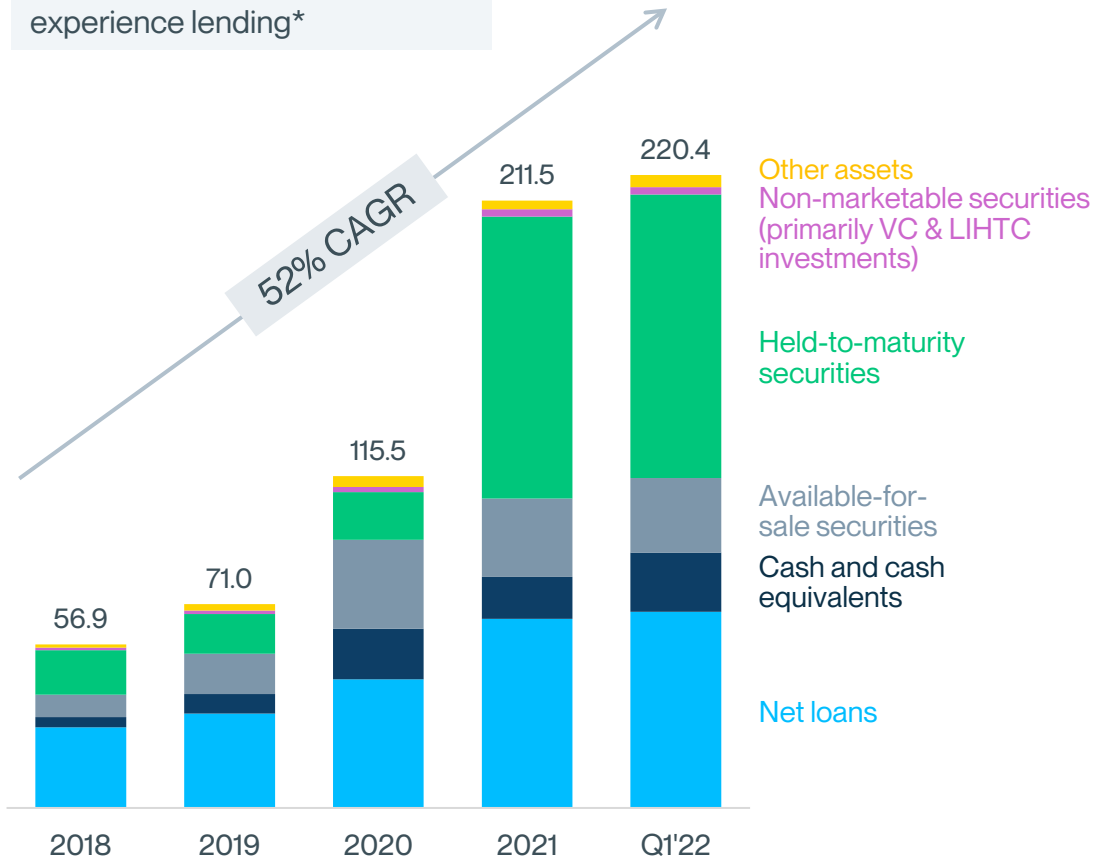


Note: SVB maintains a noncontrolling equity interest in each of the companies listed above.

High-quality balance sheet growth driven by deposits

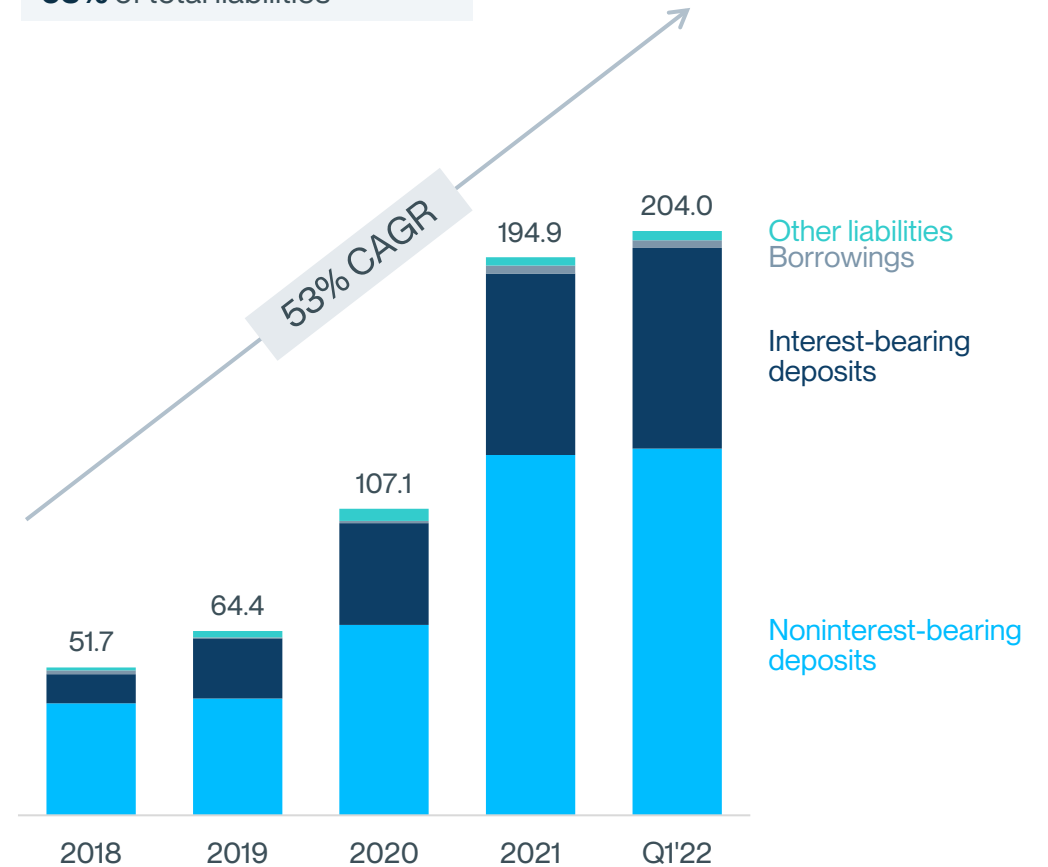
Period-end assets
\$B

88% of assets in high-quality investments and low credit loss experience lending*



Period-end liabilities
\$B

Noninterest-bearing deposits
63% of total liabilities



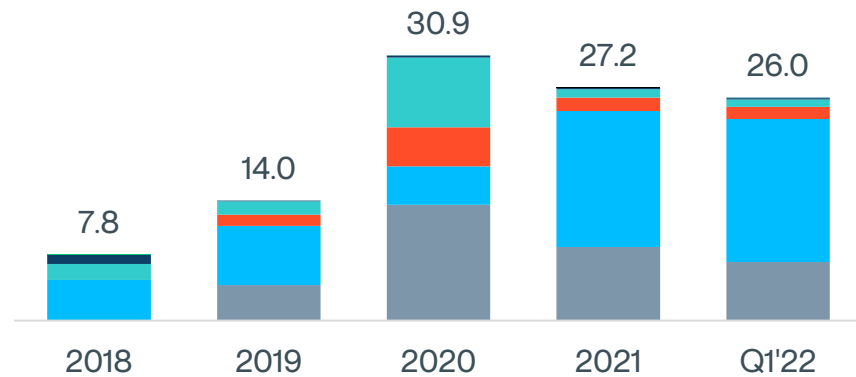
* Based on cash, fixed income investment portfolio and Global Fund Banking and Private Bank loan classes of financing receivables as of March 31, 2022.

High-quality and liquid investment portfolio

U.S. Treasuries and agency-backed securities make up 93% of fixed income portfolio

Period-end available-for-sale securities
\$B

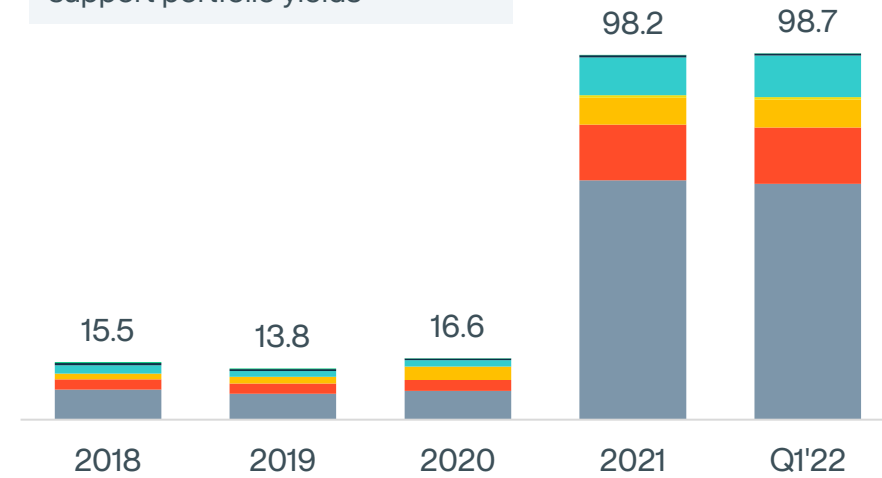
Emphasizing AFS purchases in the near term to maximize ALM flexibility and satisfy LFI liquidity requirements



- U.S. treasury securities
- U.S. agency debentures
- Agency-issued collateralized mortgage obligations – fixed rate
- Agency-issued collateralized mortgage obligations – variable rate

Period-end held-to-maturity securities
\$B

Opportunistically buying strong credit-quality munis and corporate bonds in HTM to support portfolio yields



- Agency-issued residential mortgage-backed securities
- Agency-issued commercial mortgage-backed securities
- Corporate bonds
- Municipal bonds and notes



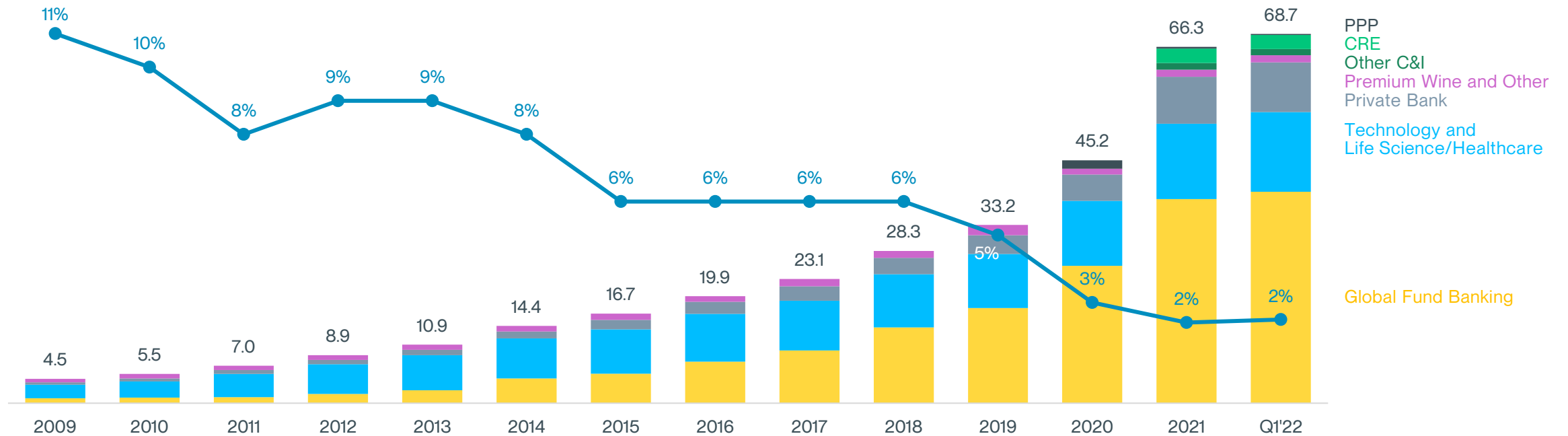
Improved risk profile, with loan growth driven by lowest risk loan classes

70% of loans in Global Fund Banking and Private Bank, classes with lowest historical credit losses

Period-end total loans
\$B

Early Stage Investor Dependent (“ID”) loans, our highest risk loan class, now only 2% of total loans, down from 11% in 2009 and 30% in 2000

Early Stage ID % of total loans

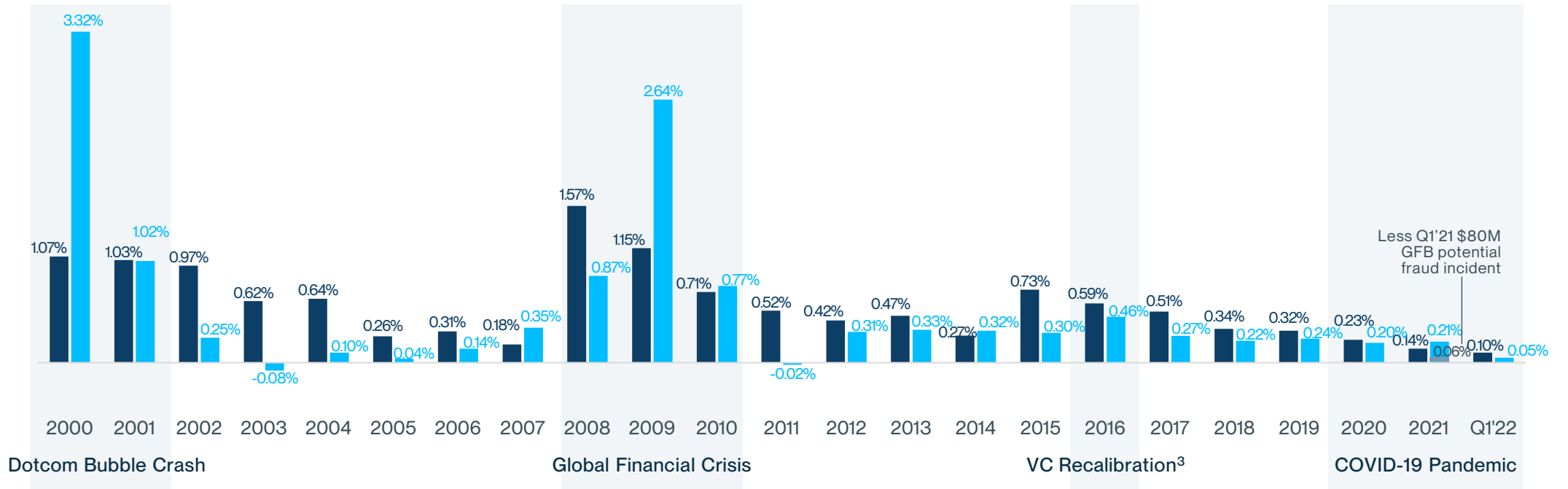


Long history of strong, resilient credit

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

Non-performing loans & net charge-offs

NPLs¹ NCOs²



Improved loan mix
% of period-end total loans

Year	2000	2009	Q1'22
Early Stage	30%	11%	2%
GFB + Private Bank	5%	30%	70%



1. Non-performing loans as a percentage of period-end total loans.
2. Net loan charge-offs as a percentage of average total loans.
3. Pullback in VC investment.

Modestly lower ACL % driven by continued strong credit quality

Allowance for credit losses for loans and unfunded credit commitments

\$M

	ACL (\$)			ACL (%)			
	3/31/22	12/31/21	QoQ Change	3/31/22	12/31/21	QoQ Change	
Tech & LS / HC	Early Stage Investor Dependent	54	56	(2)	3.18%	3.51%	(0.33)%
	Growth Stage Investor Dependent	93	90	3	2.32%	2.25%	0.07%
	Cash Flow Dep: Sponsor Led Buyout	33	40	(7)	1.80%	2.22%	(0.42)%
	Innovation C&I	81	76	5	1.12%	1.14%	(0.02)%
Global Fund Banking	66	67	(1)	0.17%	0.18%	(0.01)%	
Private Bank	37	33	4	0.40%	0.38%	0.02%	
Other C&I	13	14	(1)	1.11%	1.11%	-	
Commercial Real Estate	34	36	(2)	1.30%	1.35%	(0.05)%	
Premium Wine & Other	10	10	-	0.78%	0.77%	0.01%	
PPP	-	-	-	-	-	-	
ACL for loans	421	422	(1)	0.61%	0.64%	(0.03)%	
ACL for unfunded credit commitments	175	171	4	0.38%	0.39%	(0.01)%	
ACL for loans and unfunded credit commitments	596	593	3	0.52%*	0.54%*	(0.02)%	



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

Low credit risk capital call lines of credit

Largest driver of loan growth over past 8 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

56%¹ of total loans

Strong sources of repayment



Limited partner commitments
and robust
secondary markets

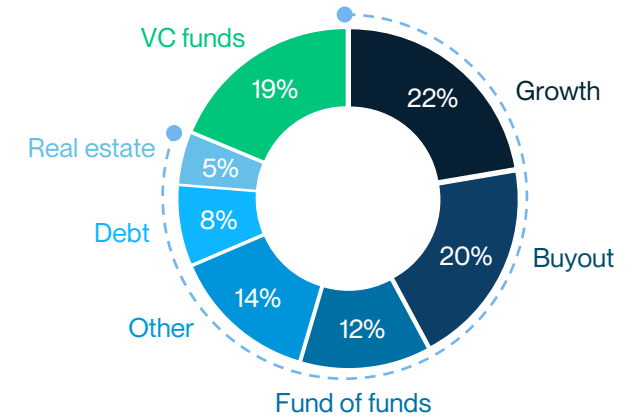


Value of fund investments
with solid
asset coverage

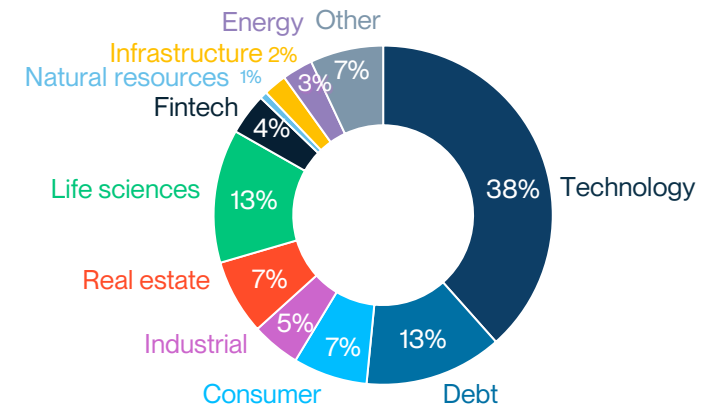
Only 1 loss in our ~30 years of capital call lending

Global Fund Banking portfolio²

By investment style



By industry



1. Based on period end loans at March 31, 2022. Capital call lines represent 98% of GFB portfolio.
2. Based on total GFB loan commitments (funded + unfunded) as of March 31, 2022.

Supporting innovation around the world



● SVB Financial Group's offices

Q1'22 VC investment by market*

\$74B

Americas

\$33B

EMEA

\$30B

APAC

2004

U.K.

London
Full-service
branch (2012)

2005

China

Shanghai

Hong Kong (2009)

Beijing (2010)
Business development

2008

Israel

Tel Aviv
Business
development

2012

**China Joint
Venture**

SPD Silicon Valley Bank (JV)
Shanghai

Additional JV branches

Beijing (2017)
Shenzhen (2018)

2016

Europe

Ireland (2016)
Business development

Germany (2018)
Lending branch

Denmark (2019)
Business development

2019

Canada

Toronto (2019)
Lending branch

Vancouver (2020)
Business Development

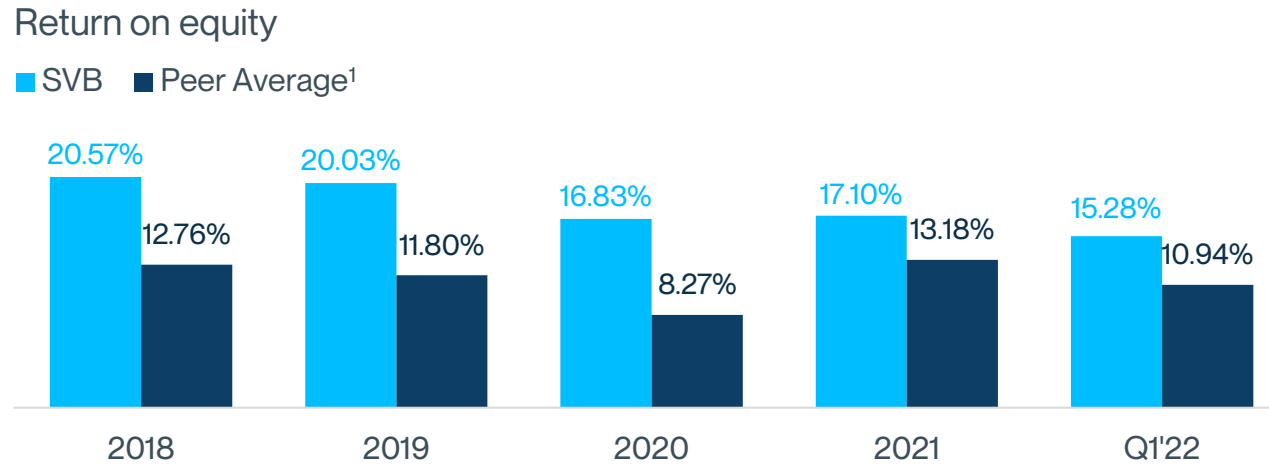
Montréal (2021)
Business Development

Expanding our platform globally

* Source: PitchBook.

Industry-leading performance

Strong return on equity



Strong total shareholder return



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 annually. 2022 annualized average peer ROE includes 5 of 16 peers as of April 20, 2022.
 2. Cumulative total return on \$100 invested on 1/1/18 in stock or index. Includes reinvestment of dividends.

Strong, seasoned management team

Diverse experience and skills to help direct our growth



13 years
average tenure
at SVB



Dan Beck
Chief Financial Officer
4 years at SVB



Greg Becker
President and CEO
28 years at SVB



Marc Cadieux
Chief Credit Officer
29 years at SVB



John China
President SVB Capital
25 years 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
8 years at SVB



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



Laura Izurieta
Chief Risk Officer
5 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

Our commitment to ESG

Advancing social equity, economic opportunity and environmental sustainability

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

New goals & commitments

Environmental

- \$5B sustainable finance commitment by 2027
- Aim to reduce SVB emissions and achieve carbon neutral operations, including business travel, and 100% of electricity from renewable sources by 2025

Social

- \$11.2B Community Benefits Plan (2022-2026)¹
- \$50M to Access to Innovation² initiatives by 2025
- Member of Pledge 1% – aspire to donate 1% of net income and volunteer 1% of FTE time annually
- Expand supplier diversity spend to 8+% by 2026
- New workplace diversity goals coming soon

Governance

Annually disclose against leading ESG frameworks



Increasing Diversity, Equity and Inclusion (“DEI”) at SVB

Embracing diverse perspectives and fostering a culture of belonging

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**.

Take a multipronged approach

Chief Diversity Officer & executive-led DEI Steering Committee

Fair pay analysis

Leadership development

Employee awareness programs, regular training & education

Resource Groups

Employee surveys and focus groups

Transparent disclosure

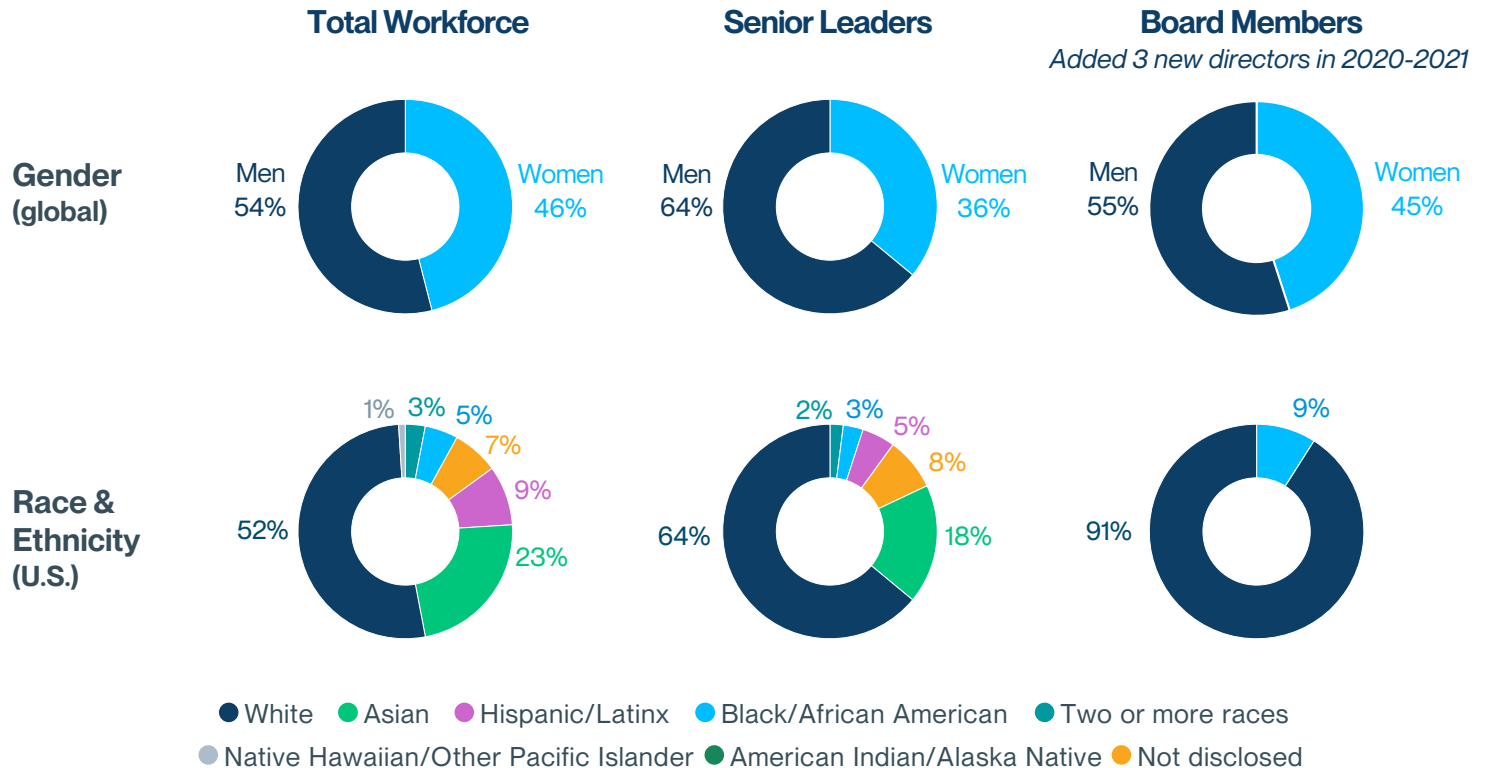
New workplace diversity goals coming soon

Full-time Diversity Recruiting Director

Hiring outreach programs, university scholarships & strategic partnerships

Measure and communicate progress

Diversity at SVB*



Note: Refer to www.svb.com/living-our-values/inclusion-diversity for more information, including our DEI report, U.K. Gender Pay Report and EEO data. Website content/links are not a part of this presentation. * Workforce and senior leadership data is as of December 31, 2021. Board member data is as of April 22, 2022. Race & ethnicity figures represent U.S. employees only, as regulatory requirements governing data collection and privacy preclude comprehensive data collection in our international offices. Senior leadership includes Executive Committee (includes our executive officers) and leaders from certain top levels of SVB’s two highest bands of management. American Indian/Alaska Native does not appear on the charts since they comprise less than 1%. Not disclosed represents individuals who did not choose to disclose gender, race & ethnicity data.

Glossary

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 Q1 2022 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, lending-related fees and wealth management and trust, in aggregate.

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

SVB Securities Revenue – SVB Securities revenue defined as investment banking revenue and commissions and excludes other income earned by SVB Securities.

Tangible Common Equity (“TCE”) / Tangible Book Value (“TBV”) – Stockholders' equity less preferred stock and intangible assets, plus net deferred taxes on intangible assets.

Gains (losses) on Investment Securities, Net of Noncontrolling 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.

Non-GAAP Non-marketable and Other Equity Securities, Net of investments in Qualified Affordable Housing Projects and Noncontrolling Interests in Non-marketable Securities – This measure represents non-marketable and other equity securities but excludes qualified affordable housing projects and noncontrolling interests.

Other measures

Fixed Income Securities – Available-For-Sale (“AFS”) and Held-To-Maturity (“HTM”) securities held on the balance sheet.

Total Client Funds (“TCF”) – The sum of on-balance sheet deposits and off-balance sheet client investment funds. Beginning in Q3’21, TCF excludes SVB Private assets under management.

SVB Private Assets Under Management (“AUM”) – Consists of SVB Private’s client investment accounts balances.

Total Client Position (“TCP”) – Represents sum of SVB Private AUM, and loans and deposits as reported in our segment reporting for SVB Private.

Glossary (continued)

Classes of Financing Receivables: These are the levels at which we monitor and assess credit risk in our loan portfolio.

Global Fund Banking: Primarily capital call lines of credit to PE/VC funds. Repayment dependent on the payment of capital calls by the limited partner investors in the funds.

Investor Dependent (“ID”): Loans primarily to technology and life science/healthcare companies. Repayment may be dependent upon borrower’s ability to raise additional equity financing or exit.

- **Early Stage:** Loans to pre-revenue, development-stage companies and companies with revenues of up to \$5M.
- **Growth Stage:** Loans to mid-stage companies (with revenues between \$5-\$15M, or pre-revenue clinical-stage biotechnology companies) and later-stage companies (with revenues > \$15M).

Cash Flow Dependent and Innovation Commercial & Industrial (“C&I”): Loans primarily to technology and life science/healthcare companies that are not Investor Dependent (repayment not dependent on borrower’s ability to raise additional equity financing or exit).

- **Cash Flow Dependent – Sponsor-Led Buyout (“CFD - SLBO”):** Loans to facilitate PE Sponsors’ acquisition of businesses (typically established, later-stage businesses of scale). Repayment generally dependent upon cash flows of the combined company. Reasonable levels of leverage and meaningful financial covenants; sponsor’s equity contribution is often 50+% of the acquisition price.
- **Innovation C&I:** Other cash flow dependent loans (require borrowers to maintain cash flow from operations that is sufficient to service all debt) and balance sheet dependent loans (include asset-based loans and require constant current asset coverage exceeding the outstanding debt) to technology and life science/healthcare companies. Repayment dependent on financial condition and payment ability of third parties with whom our clients conduct business.

Private Bank: Loans primarily to executive leaders and senior investment professionals in the innovation economy as well as high net worth individuals acquired from Boston Private. Primarily mortgages.

CRE: Generally acquisition financing for commercial properties.

Other C&I: Working capital, revolving lines of credit and term loans primarily to non-technology and life science/healthcare companies and commercial tax-exempt loans to not-for-profit organizations.

Premium Wine and Other:

- **Premium Wine:** Loans primarily to wine producers, vineyards and wine industry or hospitality businesses across the Western United States; mostly secured by real estate.
- **Other:** Consists of construction and land loans and CRA community development loans.

PPP: Loans issued through the SBA Paycheck Protection Program (“PPP”) and are guaranteed by the U.S Small Business Administration.

Acronyms and abbreviations

ACL – Allowance for credit losses

AFS – Available-for-sale

ALM – Asset liability management

AOCI – Accumulated other comprehensive income

APAC – Asia-Pacific

API – Application programming interface

AUM – Assets under management

BKX – KBW Nasdaq Bank Index

BP – Boston Private

bp – Basis point

BD&T – Business development & travel

C&I – Commercial and industrial

CAGR – Compound annual growth rate

CFD – Cash-flow dependent

CRA – Community Reinvestment Act

CRE – Commercial Real Estate

DEI – Diversity, Equity & Inclusion

Dep – Dependent

ECM – Equity capital market

EEO – Equal employment opportunity

EMEA – Europe, the Middle East and Africa

EOP – End of period

EPS – Earnings per share

ESG – Environmental, Social and Governance

Ex – Excluding

FHLB – Federal Home Loan Bank

FTE – Full-time employee

FX – Foreign exchange

FY – Full year

GFB – Global Fund Banking

HC – Healthcare

HNW/UHNW – High net worth, ultra high net worth

HTM – Held-to-maturity

ID – Investor dependent

IPO – Initial public offering

JV – Joint venture

LFI – Large financial institution

LIHTC – Low income housing tax credit funds

LMI – Low- and moderate-income

LOC – Letter of credit

LP – Limited partner

LS – Life science

M&A – Merger & acquisition

MBS – Mortgage-backed security

Munis – Municipal bonds

NCI – Noncontrolling interests

NCO – Net charge-off

NII – Net interest income

NIM – Net interest margin

NPL – Non-performing loan

OBS – Off-balance sheet

OCI – Other comprehensive income

PBWM – Private bank wealth management

PCD – Purchased credit deteriorated

PE – Private equity

QoQ – Quarter over quarter

Repo – Repurchase agreement

ROE – Return on equity

SBA PPP – Small Business Administration
Paycheck Protection Program

SEC – Securities & Exchange Commission

SLBO – Sponsor-led buyout

SPAC – Special purpose acquisition company

SPD – Shanghai Pudong Development Bank

SVBFG – SVB Financial Group

TBV – Tangible book value

TCE – Tangible common equity

TCP – Total client position

Tech – Technology

UST – U.S. Treasury security

VC – Venture capital

WM&T – Wealth management and trust

YoY – Year over year



Non-GAAP reconciliations

Non-GAAP reconciliation

Core fee income and investment gains, net of NCI

Non-GAAP core fee income (dollars in millions)	Year ended December 31,				Q1'22
	2018	2019	2020	2021	
GAAP noninterest income	745	1,221	1,840	2,738	517
Less: gains on investment securities, net	88	135	421	761	85
Less: net gains on equity warrant assets	89	138	237	560	63
Less: other noninterest income	52	55	98	128	21
Non-GAAP core fee income plus SVB Securities revenue	516	893	1,084	1,289	348
Investment banking revenue	—	195	414	459	93
Commissions	—	56	67	79	25
Less: total non-GAAP SVB Securities revenue	—	251	481	538	118
Non-GAAP core fee income	516	642	603	751	230

Non-GAAP net gains on investment securities, net on noncontrolling interests (dollars in millions)	Year ended December 31,				Q1'22
	2018	2019	2020	2021	
GAAP net gains on investment securities	88	135	421	761	85
Less: income attributable to noncontrolling interests, including carried interest allocation	38	48	86	240	18
Non-GAAP net gains on investment securities, net of noncontrolling interests	50	87	335	521	67



Non-GAAP reconciliation

Non-marketable and other equity securities and tangible common equity

Non- GAAP Non-marketable and other equity securities, net of investments in qualified affordable housing projects and noncontrolling interests (dollars in millions)	Period-end balances at				3/31/22
	3/31/21	6/30/21	9/30/21	12/31/21	
GAAP non-marketable and other equity securities	1,858	1,943	2,485	2,543	2,605
Less: investments in qualified affordable housing projects	617	696	920	954	957
Less: noncontrolling interests in non-marketable securities	226	298	349	367	389
Non- GAAP Non-marketable and other equity securities, net of investments in qualified affordable housing projects and noncontrolling interests	1,015	949	1,216	1,222	1,259

Non-GAAP tangible common equity (dollars in millions)	Period-end balances at				3/31/22
	2018	2019	2020	2021	
GAAP SVBFG stockholders' equity	5,116	6,470	8,220	16,236	15,980
Less: Preferred Stock	—	340	340	3,646	3,646
Less: intangible assets	—	187	204	535	529
Plus: net deferred taxes on intangible assets	—	—	—	26	26
Tangible common equity	5,116	5,943	7,676	12,081	11,831



Important information regarding forward-looking statements and use of non-GAAP financial measures

The Company's financial results for 2022 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 safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are subject to known and unknown risks and uncertainties, many of which may be beyond our control. Forward-looking statements are statements that are not historical facts, such as forecasts of our future financial results and condition, expectations for our operations and business, and our underlying assumptions of such forecasts and expectations. In addition, forward-looking statements generally can be identified by the use of such words as "becoming," "may," "will," "should," "could," "would," "predict," "potential," "continue," "anticipate," "believe," "estimate," "assume," "seek," "expect," "plan," "intend," the negative of such words or comparable terminology. In this presentation, we make forward-looking statements discussing management's expectations for 2022 about, among other things, economic conditions; the continuing and potential effects of the COVID-19 pandemic; opportunities in the market; our commitments and objectives in relation to sustainable finance and managing risks associated with climate change; the outlook on our clients' performance; our financial, credit, and business performance, including potential investment gains, loan growth, loan mix and loan yields, deposit growth, and expense levels; our expected effective tax rate; the interest rate environment; accounting impacts and financial results (and the components of such results).

Although we believe that the expectations reflected in our forward-looking statements are reasonable, we have based these expectations on our current beliefs as well as our assumptions, and such expectations may not prove to be correct. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside our control. Our actual results of operations and financial performance 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 inflation trends, interest rate volatility, the general condition of the capital and equity markets, and private equity and venture capital investment, IPO, secondary offering, SPAC fundraising, M&A and other 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); disruptions to the financial markets as a result of current or anticipated military conflicts, including the ongoing military conflict between Russia and Ukraine, terrorism and other geopolitical events; the COVID-19 pandemic, including COVID-19 variants and their effects on the economic and business environments in which we operate, and its effects on our operations, including, as a result of, prolonged work-from-home arrangements; the impact of changes from the Biden-Harris administration and the U.S. Congress on the economic environment, capital markets and regulatory landscape, including monetary, tax and other trade policies, as well as changes in personnel at the bank regulatory agencies; 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; the adequacy of our allowance for credit losses and the need to make provisions for credit losses for any period; the sufficiency of our capital and liquidity positions; 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; the occurrence of fraudulent activity, including breaches of our information security or cyber security-related incidents; business disruptions and interruptions due to natural disasters and other external events; the impact on our reputation and business from our interactions with business partners, counterparties, service providers and other third parties; the expansion of our business internationally, and the impact of international market and economic events on us; the effectiveness of our risk management framework and quantitative models; unexpected delays or expenses associated with executing against our climate-related commitments and goals; the quality and availability of carbon emissions data; our ability to maintain or increase our market share, including through successfully implementing our business strategy and undertaking new business initiatives, including through the continuing integration of Boston Private, the expansion of SVB Private and the growth and expansion of SVB Securities; greater than expected costs or other difficulties related to the continuing 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 the acquisition of Boston Private; the inability to retain existing Boston Private clients and employees following the Boston Private acquisition; unfavorable resolution of legal proceedings or claims, as well as legal or regulatory proceedings or 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 and their impact on us.

We refer you to the documents the Company files from 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 Securities revenue, non-GAAP core fee income plus non-GAAP SVB Securities revenue, non-GAAP net gains on investment securities, non-GAAP non-marketable and other equity securities net of investments in qualified affordable housing projects and noncontrolling interests in non-marketable securities, 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 these 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 noncontrolling interests for which we effectively do not receive the economic benefit or cost of, where indicated, or (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 April 21, 2022, 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

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.

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