SVB Financial Group

Silicon Valley Bank Leads Delegation Of Venture Capitalists On Educational And Networking Trip To Beijing And Shanghai

SANTA CLARA, Calif., June 14, 2004 — Silicon Valley Bank, an American financial services company serving the technology, life science and private equity industries, announced today it will lead its first delegation of U.S.-based venture capitalists on an educational and networking trip to Shanghai and Beijing. The delegation of eight Silicon Valley Bank executives and 25 leading venture capitalists from Silicon Valley and Boston, representing a total of over $50 billion under management, will be in China from June 19 - June 26, 2004. Silicon Valley Bank is the leading financial services company for emerging and middle market technology companies and it is the primary subsidiary of Silicon Valley Bancshares (Nasdaq: SIVB).

Working with its global network of business partners, clients and connections, Silicon Valley Bank arranged the educational and networking trip to help venture capitalists better understand the economic and political climate in China and experience first hand what it takes to work with Chinese companies. Through a range of meetings and on-location visits, Silicon Valley Bank intends to provide these investors with a broad education regarding the Chinese business environment and an opportunity to meet business leaders, entrepreneurs and government officials.

"We welcome organizations like Silicon Valley Bank and the VC delegation it has organized to explore the business opportunities and resources China has to offer," said Mr. Hua Yu Da, chairman of the Shanghai Venture Capital Association. "We are looking forward to more collaboration between foreign investors and local venture capitalists to help accelerate the development of the Chinese venture industry. We have much to learn from each other and we foresee many possibilities for successful technology and investment partnerships in the future."

The delegation will participate in a series of 20 meetings over six days with approximately 50 organizations that represent leading U.S.-based and Chinese technology companies, regional venture capitalists, private equity firms, local entrepreneurs and educational and governmental institutions. Topics to be addressed will include the macro-economic and political environment, accessing the Chinese market, outsourcing manufacturing and infrastructure requirements for conducting business and investing in China.

"China presents significant opportunities for technology companies and private equity investors, regardless of their home country. It is our goal to help our clients maximize those opportunities on a global scale," said Group Leader Mr. Harry Kellogg, vice chairman and president of merchant banking at Silicon Valley Bank. "For years, we've seen growing potential in China and are starting to see more and more of our clients explore the possibilities of working and investing in the country. Our ability to connect companies with international business partners and investors is becoming increasingly valuable to our clients that cross borders as a normal part of doing business."

With a mission to help entrepreneurial companies succeed, Silicon Valley Bank has been traveling internationally since the early 1990s, building relationships with private equity investors and technology companies. These relationships are designed to help U.S.-based companies leverage and expand into international markets and to support international companies in establishing a presence in the U.S. By maintaining relationships with venture capital firms in over 20 countries throughout Asia and Western Europe, including China, India, Israel and the U.K., Silicon Valley Bank can assist in fundraising, deal sourcing and market intelligence on behalf of its clients.

About Silicon Valley Bank
Silicon Valley Bank provides diversified financial services to emerging growth and mature companies in the technology, life sciences and private equity markets, as well as the premium wine industry. Through its focus on specialized markets and extensive knowledge of the people and business issues driving them, Silicon Valley Bank provides a level of service and partnership that measurably impacts its clients' success. Founded in 1983 and headquartered in Santa Clara, Calif., the company serves more than 9,500 clients across the country through 26 regional offices. More information on the company can be found at www.svb.com.