SVB Financial Group

Silicon Valley Bank Announces Three Winners of Northern California's Showcase: Fifth Forum for Entrepreneurs

SANTA CLARA, CA — November 12, 2002 — Fourteen of Silicon Valley Bank's emerging technology clients presented their winning ideas last Wednesday to an elite panel of judges from the investment community and three emerged victorious. Finishing in a three-way dead heat were AKheron Technologies, Inc., presented by CEO Jean-Marc Loingtier, Exstor Systems, presented by CEO Mark Maxwell and Ziplip, Inc., presented by CEO Kon Leong. More than 140 members of the technology community, the majority of which were Angel and seed stage investors, attended Silicon Valley Bank's Showcase Fifth Forum for Entrepreneurs. The event provides early stage technology and life science companies with an opportunity to refine their ideas and pitches while networking with the Bank's close contacts within the investment community.

The winners were selected after presenting their ideas to five leading venture capital and financial leaders, including Dr. Hong-Tai Chou, founder of Incubenet Corporation; Mr. Edward Colby, founder of Viventures Partners; Ms. Christine Comaford Lynch, general partner at Novus Ventures; Mr. John C. Savage of Alliant Partners, a subsidiary of Silicon Valley Bank; and Dr. Ian P. Sobieski, general partner of the Band of Angels Venture Fund.

AKheron is developing security solutions for the enterprise business perimeter. IM Firewatcher delivers fast Ethernet application-level protection to instant messaging applications. Leveraging the use of public IM networks, AKheron allows a company to have full control over all public IM software clients within an organization.

Exstor Systems manufactures and markets high performance network-attached storage (NAS) devices that deliver a 12x order of magnitude improvement over leading NAS solutions. Exstor's storage solutions enable customers to reduce initial capital expenditures, lower their total cost of storage/IT ownership, and bring products to market more efficiently.

ZipLip offers security management software for enterprises with a focus on providing PKI-based solutions in messaging, storage and collaboration. ZipLip aims to make PKI-based solutions that are easy to use and easy to maintain for IT managers.

"Our philosophy as a financial institution is to provide the utmost in strategic support for our startup clients and we heartily congratulate this year's winners," said Mark Horn, Manager of Silicon Valley Bank's East Bay Division and National Practice Leader of the Emerging Technologies Practice. "Showcase is an opportunity to put our relationships with key venture firms and private investors to good use in the service of helping some of the most promising young companies refine their ideas and communications for maximum impact."

Sponsors of Showcase V include The Brenner Group, CB Richard Ellis, Deloitte &3038; Touche, Cooley Godward LLP, and TRINET.

Silicon Valley Bank's Showcase event debuted in September 2000, and is hosted by the Emerging Technologies Division twice a year. A small group of Silicon Valley Bank clients in software and services, communications and electronics, medical devices and biotech products is hand picked to take part in an evening of formal presentations and informal networking, and gain exposure to the strong relationships the Bank has fostered in Angel investment circles.

About Silicon Valley Bank
Silicon Valley Bank serves emerging growth and mature companies in the technology and life sciences markets, as well as other targeted industries. 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 Bank serves more than 9,500 clients across the country through 27 regional offices. More information on the Bank can be found at www.svb.com.