SVB Financial Group

SVB Alliant Grows Southern California M&A And Private Placement Practice, Opens San Diego Office

Company Continues Nationwide Expansion Efforts

PALO ALTO, Calif., October 12, 2004 — SVB Alliant, a leading mergers and acquisitions advisor to technology and life science companies, today announced the continuation of its nationwide expansion with a new presence in San Diego, Calif. John Rotchford, former director of corporate development at Iomega Corporation in San Diego, will lead SVB Alliant's efforts in Southern California, offering the region's tech and life science companies SVB Alliant's expertise in M&A and private placement transactions. In 2003, SVB Alliant, headquartered in Palo Alto, Calif., broadened its offerings to include private capital services and opened its first technology-focused office outside of Silicon Valley in Boston.

"Southern California is a hotbed of tech and life science activity. As such it is a natural next step for SVB Alliant as it expands its investment banking services to key technology centers around the world and areas where it can leverage SVB's existing presence and relationships," said Ken Wilcox, president and CEO, Silicon Valley Bancshares. "John's extensive M&A advisory experience, his understanding of technology company life cycles, and his connections in Southern California complement the firm and its expansion strategy. John's addition allows us to bring new and existing Southern California clients a unique blend of commercial and investment banking services."

Rotchford is a 15-year technology industry veteran with a unique blend of investment banking, strategy consulting, corporate development and start-up experience. At Iomega, Rotchford was responsible for strategic planning, M&A and new investment activities. Prior to Iomega, he handled public and private sell-side transactions at Broadview International LLC, and was director of corporate strategy at Compaq Computer Corporation, where he broadened his M&A experience in multi-billion dollar transactions. Rotchford began his career at an aerospace and defense management consulting startup that was later acquired by Electronic Data Systems. He earned a bachelor's degree in finance and accounting from Babson College in Massachusetts.

About SVB Alliant

SVB Alliant is a leading investment banking firm providing merger and acquisition, private placement and corporate partnering services to middle-market technology companies. The firm also provides complementary services, such as capital restructuring, valuations, and fairness opinions. SVB Alliant's expertise spans the technology landscape, with specific practice areas for semiconductors, software and services, hardware and electronic systems, and medical devices and life sciences. SVB Alliant is a wholly owned subsidiary of Silicon Valley Bancshares and was acquired by the company in September 2001. Additional information is available at www.alliant.com.

About Silicon Valley Bank

Silicon Valley Bank, the primary subsidiary of Silicon Valley Bancshares (Nasdaq: SIVB), 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 around the world through 26 domestic offices and two international subsidiaries in the U.K. and India. More information on the company can be found at www.svb.com.