Q4 2021
Financial highlights
## Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Snapshot and current environment</td>
<td>3</td>
</tr>
<tr>
<td>Performance detail and outlook drivers</td>
<td>24</td>
</tr>
<tr>
<td>Appendix</td>
<td>39</td>
</tr>
<tr>
<td>Non-GAAP reconciliations</td>
<td>55</td>
</tr>
</tbody>
</table>

This presentation should be reviewed with our Q4 2021 Earnings Release and Q4 2021 CEO Letter, as well as the company’s SEC filings.
Snapshot and current environment
FY’21 Snapshot: Record earnings and growth supported by thriving markets and effective execution

FINANCIAL HIGHLIGHTS

<table>
<thead>
<tr>
<th>EPS:</th>
<th>Net Income:</th>
<th>ROE:</th>
<th>TCE Creation¹:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$31.25*</td>
<td>$1.8B</td>
<td>17.1%</td>
<td>+$4.4B</td>
</tr>
</tbody>
</table>

FY’21 PERFORMANCE
% changes are vs. FY’20

- **$329B**
  +71%
  AVERAGE CLIENT FUNDS
  +69% excluding BP deposits

- **$55B**
  +46%
  AVERAGE LOANS²
  +37% excluding BP loans

- **$3.2B**
  +48%
  NET INTEREST INCOME²
  +45% excluding BP NII

- **$123M**
  -44%
  PROVISION FOR CREDIT LOSSES
  -65% excluding Day 1 Provision for BP Non-PCD loans and unfunded commitments

- **$751M**
  +25%
  CORE FEE INCOME¹
  +18% excluding BP WM&T fees

- **$538M**
  +12%
  SVB LEERINK REVENUE¹, ³

- **$1.1B**
  +89%
  WARRANT AND INVESTMENT GAINS NET OF NCI¹

- **$46M**
  PRE-TAX DAY 1 PROVISION FOR BP NON-PCD LOANS AND UNFUNDED COMMITMENTS (included in $123M provision)

- **$129M**
  PRE-TAX MERGER-RELATED CHARGES

Note: On July 1, 2021 we completed the acquisition of Boston Private (“BP”). Financial results for FY’21 include the activities of Boston Private.

1. Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2021 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
2. SBA Paycheck Protection Program (“PPP”) contributed $1B to average loan balances and $43M to net interest income, including $33M of loan fees. Net interest income presented on a fully taxable equivalent basis.
3. Represents investment banking revenue and commissions.
**Q4’21 Snapshot: Continued strong earnings and exceptional growth**

### FINANCIAL HIGHLIGHTS

<table>
<thead>
<tr>
<th>EPS:</th>
<th>Net Income:</th>
<th>ROE:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$6.22*</td>
<td>$371M</td>
<td>11.8%</td>
</tr>
</tbody>
</table>

### Q4’21 PERFORMANCE

% changes are vs. Q3’21

<table>
<thead>
<tr>
<th>Revenue &amp; Income</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>AVERAGE CLIENT FUNDS</td>
<td>$391B</td>
</tr>
<tr>
<td>AVERAGE LOANS</td>
<td>$63B</td>
</tr>
<tr>
<td>NET INTEREST INCOME</td>
<td>$947M</td>
</tr>
<tr>
<td>CORE FEE INCOME</td>
<td>$216M</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Other Items</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>SVB LEERINK REVENUE</td>
<td>$145M</td>
</tr>
<tr>
<td>WARRANT AND INVESTMENT GAINS NET OF NCI</td>
<td>$155M</td>
</tr>
<tr>
<td>PROVISION FOR CREDIT LOSSES</td>
<td>$48M</td>
</tr>
<tr>
<td>PRE-TAX MERGER-RELATED CHARGES</td>
<td>$27M</td>
</tr>
</tbody>
</table>

*Includes –$0.34 impact from Q4'21 Snapshot

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1. SBA Paycheck Protection Program (“PPP”) contributed $0.3B to average loan balances and $5M to net interest income, including $4M of loan fees. Net interest income presented on a fully taxable equivalent basis.
2. Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2021 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
3. Represents investment banking revenue and commissions.
Q4’21 Highlights
Continued strong earnings and exceptional growth

1. Robust private markets and strong execution continued to drive strong earnings and exceptional growth

2. Average client funds surged (+$36B) as VC investment activity fueled client liquidity, driving exceptional balance sheet growth and strong NII

3. Robust loan growth (+6% QoQ) supported by strong PE investment activity

4. Excellent credit performance with minimal NCOs and declining NPLs; higher provision on strong loan growth

5. Moderating market-related gains, with ~60% of the quarter’s $155M warrant and investment gains net of NCI* driven by an unrealized valuation increase of a single strategic investment and sales of AFS securities

6. Record FX and card fees drove strong core fees* growth of +6% QoQ

7. Robust SVB Leerink revenue* of $145M on increased deal activity; acquired MoffettNathanson LLC to expand equity research coverage to include companies in the technology industry

8. Opportunistic investments in SVB Leerink and talent, and higher incentive compensation from strong business performance drove Q4 expenses higher than guidance

9. Issued $2.25B preferred equity and senior debt to support our growth momentum and investments in our business

10. Improved 2022 outlook and potential upside from rising rates may open additional opportunities to invest in our long-term growth strategy, talent attraction and retention

* Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2021 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
Strong markets and effective execution continued to drive extraordinary growth

Resilient, highly liquid markets

GLOBAL PE & VC INVESTMENT
$ Billions

VC

<table>
<thead>
<tr>
<th>Year</th>
<th>VC-BACKED</th>
<th>PRE-VC-BACKED</th>
<th>OTHER PE/VC</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1,345</td>
<td>203</td>
<td>43</td>
</tr>
<tr>
<td>2018</td>
<td>1,543</td>
<td>338</td>
<td>75</td>
</tr>
<tr>
<td>2019</td>
<td>1,499</td>
<td>309</td>
<td>55</td>
</tr>
<tr>
<td>2020</td>
<td>1,376</td>
<td>347</td>
<td>83</td>
</tr>
<tr>
<td>2021</td>
<td>2,063</td>
<td>669</td>
<td>117</td>
</tr>
</tbody>
</table>

Strong execution

SVB COMMERCIAL CLIENT COUNT
~1,700 new commercial clients in Q4’21

10% CAGR

GLOBAL VC-BACKED IPOS
Count

<table>
<thead>
<tr>
<th>Year</th>
<th>VC-BACKED</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>366</td>
</tr>
<tr>
<td>2018</td>
<td>293</td>
</tr>
<tr>
<td>2019</td>
<td>335</td>
</tr>
<tr>
<td>2020</td>
<td>426</td>
</tr>
<tr>
<td>2021</td>
<td>736</td>
</tr>
</tbody>
</table>

Exceptional growth & peer-leading profitability

AVERAGE CLIENT FUNDS
$ Billions

Average Deposits
Average OBS Client Funds

SVB COMMERCIAL CLIENT COUNT

AVERAGE CLIENT FUNDS
$ Billions

SVB Leerink expansion
SVB Capital Credit Platform

STRATEGIC GROWTH INVESTMENTS

EMPLOYEE ENABLEMENT

DIGITAL CLIENT EXPERIENCE

LARGE FINANCIAL INSTITUTION & U.K. SUBSIDIARIZATION REQUIREMENTS

NEW PRODUCTS

SVB Capital Credit Platform

RETURN ON EQUITY

Note: VC, PE and IPO 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.

1. Excludes new Private Bank clients and legacy Boston Private clients gained through the acquisition of Boston Private.
2. Source: S&P Global Market Intelligence. Represents the average of the return on equity (“ROE”) for each of our peers. For each year, “peers” refers to our peer group as reported in our Proxy Statement and is subject to change annually.
Robust tailwinds supporting the innovation economy over the long term

Attractive growth opportunity...

<table>
<thead>
<tr>
<th>INDEXED PRICE</th>
<th>AS OF 12/31/21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nasdaq-100</td>
<td>3.3x</td>
</tr>
<tr>
<td>S&amp;P 500 ex Nasdaq-100</td>
<td>2.2x</td>
</tr>
</tbody>
</table>

...amplified by low rates...

<table>
<thead>
<tr>
<th>10Y U.S. TREASURY YIELD</th>
<th>AS OF 12/31/21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nasdaq-100</td>
<td>1.5%</td>
</tr>
<tr>
<td>S&amp;P 500 ex Nasdaq-100</td>
<td>1.3x</td>
</tr>
</tbody>
</table>

...and acceleration of digital adoption

<table>
<thead>
<tr>
<th>REVENUE GROWTH²</th>
<th>AS OF 9/30/21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nasdaq-100</td>
<td>1.9x</td>
</tr>
<tr>
<td>S&amp;P 500 ex Nasdaq-100</td>
<td>1.3x</td>
</tr>
</tbody>
</table>

Significant dry powder...

<table>
<thead>
<tr>
<th>GLOBAL VC DRY POWDER</th>
<th>$ Billions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>178</td>
</tr>
<tr>
<td>2018</td>
<td>221</td>
</tr>
<tr>
<td>2019</td>
<td>262</td>
</tr>
<tr>
<td>2020</td>
<td>331</td>
</tr>
<tr>
<td>2021</td>
<td>438</td>
</tr>
</tbody>
</table>

...to support future investment

<table>
<thead>
<tr>
<th>GLOBAL PE DRY POWDER</th>
<th>$ Billions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1,085</td>
</tr>
<tr>
<td>2018</td>
<td>1,252</td>
</tr>
<tr>
<td>2019</td>
<td>1,366</td>
</tr>
<tr>
<td>2020</td>
<td>1,662</td>
</tr>
<tr>
<td>2021</td>
<td>1,807</td>
</tr>
</tbody>
</table>

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 December 31, 2021.
Strong liquidity franchise + innovation economy momentum driving resilient client funds growth

TOTAL AVERAGE CLIENT FUNDS ($ Billions)

- 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)

Global Financial Crisis
- 2006: $21 billion, 25%
- 2007: $24 billion, 28%
- 2008: $26 billion, 9%
- 2009: $25 billion, 15%
- 2010: $28 billion, 15%
- 2011: $33 billion, 42%
- 2012: $38 billion, 14%
- 2013: $44 billion, 18%
- 2014: $58 billion, 33%
- 2015: $76 billion, 16%
- 2016: $82 billion, 9%
- 2017: $94 billion, 15%
- 2018: $123 billion, 31%
- 2019: $147 billion, 19%
- 2020: $192 billion, 31%
- 2021: $329 billion, 71%

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.
Active capital management to support extraordinary growth

Q4’21 SVBFG capital markets activity
• $1B 4.250% fixed-to-reset Series D non-cumulative perpetual preferred stock
• $600M 4.700% fixed-to-reset Series E non-cumulative perpetual preferred stock
• $650M 1.80% senior notes due 2026

Q4’21 Bank capital ratio drivers
• $1B downstream of SVBFG liquidity to Bank
• Strong earnings and robust balance sheet growth

Levers to support capital

Strong profitability builds capital
17.1%
FY’21 ROE

Off-balance sheet solutions help optimize growth
47%
OF FY’21 AVERAGE CLIENT FUNDS GROWTH IN OBS CLIENT FUNDS

SVBFG liquidity a portion of which can be downstreamed to Bank
$2.2B
12/31/21 SVBFG LIQUIDITY

Capital markets activity to support growth
2021 NEW ISSUANCES
$3.35B PREFERRED STOCK
$1.65B SENIOR NOTES
$2.4B COMMON STOCK

Rate protections to mitigate OCI risk from AFS fair value changes
$10.7B FAIR VALUE HEDGES WITH ~$130M PRE-TAX UNREALIZED GAINS AS OF 12/31/21

SILICON VALLEY BANK CAPITAL RATIOS
As of 12/31/21

<table>
<thead>
<tr>
<th>Capital Ratio</th>
<th>Common Equity Tier 1</th>
<th>Tier 1 Capital</th>
<th>Total Capital</th>
<th>Tier 1 Leverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regulaory minimum</td>
<td>7.00%</td>
<td>8.50%</td>
<td>10.50%</td>
<td>7.24%</td>
</tr>
<tr>
<td>SVB capital ratio</td>
<td>14.92%</td>
<td>14.92%</td>
<td>15.44%</td>
<td>4.00%</td>
</tr>
</tbody>
</table>

Targeting 7-8% Bank Tier 1 Leverage

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

**Additional potential upside if rates increase**

**Outlook considerations**

- Strong tailwinds continue to support the innovation economy, despite ongoing pandemic-related challenges and concerns over rising inflation, although public market volatility could cause temporary pullbacks in investment and exit activity given record high valuations.
- Improved outlook reflects the strength of our markets, effective execution of our growth initiatives and higher investment yields since 10/21/21.
- Outlook excludes changes in interest rates; rising rates would significantly increase earnings power, opening additional opportunities to invest in our long-term growth strategy, talent attraction and retention.
- Outlook excludes ~$40M estimated pretax merger-related charges (~$30M in 1H’22 and ~$10M in 2H’22).
- Outlook also excludes impact of potential changes relating to a material deterioration in the overall economic environment and regulatory/policy changes under the current U.S. government administration.
- Note: We do not provide a quantitative outlook for market-related gains. Expect warrant and investment gains to moderate from 2021’s exceptional levels – gains may be volatile QoQ.

### Business driver

<table>
<thead>
<tr>
<th>Business driver</th>
<th>FY’21 results</th>
<th>10/21/21 prelim outlook FY’22 vs. FY’21</th>
<th>Current outlook FY’22 vs. FY’21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average loans</td>
<td>$54.5B</td>
<td>Mid 20s % growth</td>
<td>Low 30s % growth</td>
</tr>
<tr>
<td>Average deposits</td>
<td>$147.9B</td>
<td>Low 40s % growth</td>
<td>Low 40s % growth</td>
</tr>
<tr>
<td>Net interest income¹</td>
<td>$3,179M</td>
<td>Mid 30s % growth</td>
<td>High 30s % growth</td>
</tr>
<tr>
<td>Net interest margin</td>
<td>2.02%</td>
<td>1.90–2.00%</td>
<td>1.90–2.00%</td>
</tr>
<tr>
<td>Net loan charge-offs</td>
<td>0.21%</td>
<td>0.20–0.40%</td>
<td>0.15–0.35%</td>
</tr>
<tr>
<td>Core fee income²,³</td>
<td>$751M</td>
<td>Mid 20s % growth</td>
<td>Mid 20s % growth</td>
</tr>
<tr>
<td>SVB Leerink revenue²,⁴</td>
<td>$538M</td>
<td>$625–675M</td>
<td>$625–675M</td>
</tr>
<tr>
<td>Noninterest expense excluding merger-related charges</td>
<td>$2,941M</td>
<td>Low 20s % growth</td>
<td>Low 20s % growth</td>
</tr>
<tr>
<td>Effective tax rate</td>
<td>26.2%</td>
<td>25–27%</td>
<td>25–27%</td>
</tr>
</tbody>
</table>

Note: Actual results may differ. For additional information about our financial outlook, please refer to our Q4 2021 Earnings Release and Q4 2021 CEO Letter.

1. Excludes fully taxable equivalent adjustments.
2. Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2021 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
3. Excludes SVB Leerink.
4. Represents investment banking revenue and commissions.
The bank of the global innovation economy

For nearly 40 years, we have helped innovators, enterprises and their investors move bold ideas forward, fast.

Serving the entire innovation ecosystem:

Investors
- Private Equity
- Venture Capital
- Limited Partners

Technology & Life Sciences/Healthcare Companies
- Accelerator (Early Stage)
  - Revenue <$5M
- Growth
  - Revenue $5M–$75M
- Corp Fin
  - Revenue >$75M

SVB Leerink – Investment Banking

Individuals
- Entrepreneurs
- Investors
- Executives
- Family Offices

We bank:

~50%
U.S. venture-backed technology and life science companies

55%
U.S. venture-backed technology and healthcare IPOs in 2021

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

SVB Private Bank – Private Banking and Wealth Management

SVB Capital – Venture Capital and Credit Investing

Silicon Valley Bank – Global Commercial Banking

SVB Leerink – Investment Banking

GLOBAL COMMERCIAL BANKING

INVESTMENT SOLUTIONS

INVESTORS

PRIVATE BANKING & WEALTH MANAGEMENT

RESEARCH & INSIGHTS

INVESTMENT BANKING

CLIMATE TECHNOLOGY & SUSTAINABILITY

FINTECH

HARDWARE & FRONTIER TECH

SOFTWARE & INTERNET

PREMIUM WINE

LIFE SCIENCE & HEALTHCARE

Q4 2021 Financial Highlights
Our vision: Be the most sought-after partner helping innovators, enterprises and investors move bold ideas forward, fast

Expanding and deepening our global platform:

- Strategic partnerships
- M&A
- and hiring

have bolstered organic initiatives to meet clients’ needs at all stages
Further accelerating investments to drive and support long-term growth

**Outstanding performance**

- **17.1%**
  - FY’2021 ROE

**Strong, sustainable NII growth**

- High **30s %**
  - FY’22 NII GROWTH OUTLOOK

**Potential upside from rising rates**

- ~$305-365M
  - EXPECTED INCREASE IN ANNUALIZED PRE-TAX NII AND CLIENT INVESTMENT FEES FOR FIRST 25 BP INCREASE IN RATES

**Compelling markets**

- ~$2.2T
  - GLOBAL PE/VC DRY POWDER

**Investing NOW to extend leadership position in the innovation economy — expect to reinvest a portion of the in-year revenue upside in 2022 from rising rates (see page 21)**

**Enhanced 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**

- SVB Leerink expansion (healthcare services and technology investment banking)
- Private Banking & Wealth Management integration and go-to-market strategy
- Strategic investments
- Talent attraction, retention and development
- Client acquisition
- New products
- Product penetration
- Fintech strategy
- Geographic expansion
- SVB Capital debt fund and life science strategy

**Improve employee enablement**

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

**Enhance risk management**

- Data foundation
- Cybersecurity
- Large Financial Institution regulatory requirements (Category IV ($>100B in average total consolidated assets); preparing for Category III4)
- U.K. subsidiaryization requirements

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1. See page 11 for more information.
2. Includes ~$90-110M in annualized pre-tax NII assuming a static balance sheet as of December 31, 2021, an additional ~$10-20M in annualized pre-tax NII from balance sheet growth implied by FY’22 outlook and ~$205-235M in annualized pre-tax client investment fees based on Q4’21 average OBS client investment fund balances. See page 21 for additional assumptions.
4. Category III standards will become applicable at >$250B in average total consolidated assets or >$75B in weighted short-term wholesale funding, nonbank assets or off-balance-sheet exposure.

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Q4 2021 Financial Highlights
Building the premier investment bank dedicated to the innovation economy

SVB Leerink expansion initiatives enhance ability to deliver strategic support to our clients as they grow

2021 HIGHLIGHTS

- Acquired technology equity research firm MoffettNathanson LLC in December
- Launched Technology Investment Banking in September
- Deepened Healthcare Services and Healthtech Practices
- Added Leveraged Finance, Private Placements, SPACs and Structured Finance capabilities

~25-50 anticipated additional hires through year-end 2022 to build out technology equity capital markets, fintech, leveraged finance, sponsor coverage and equity research

~$150-200M expected SVB Leerink revenue in 2022 from combined new initiatives, shifting the mix of business towards higher margin advisory fees²

LOOKING AHEAD

52 Technology¹ and 50 Healthcare Services and Healthtech investment bankers hired in 2021

2021 HIGHLIGHTS

1. Excludes MoffettNathanson employees.
2. Included in FY'22 outlook for SVB Leerink revenue of $625-675M. SVB Leerink revenue is a non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2021 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
Creating a premier Private Banking & Wealth Management platform

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

**Grow residential mortgage lending**
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

**Provide differentiated solutions**
- Private stock solutions
- SVB Capital funds and private placements
- Trust and family office services

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**EARLY PERFORMANCE INDICATORS**

<table>
<thead>
<tr>
<th>~$780M Q4’21 MORTGAGE ORIGINATIONs</th>
<th>14 2021 WEALTH ADVISOR HIRES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initial driver of revenue synergies</td>
<td>(7 in Q4’21, including a new Head of Relationship Management)</td>
</tr>
</tbody>
</table>

**TARGETS FOR 12/31/22**

<table>
<thead>
<tr>
<th>~$15-16B SVB PRIVATE BANK LOANS</th>
<th>~$22-23B PRIVATE BANK AUM</th>
</tr>
</thead>
<tbody>
<tr>
<td>(vs. $13.0B at 12/31/21; includes Private Bank, CRE, Other C&amp;I and Other loan classes)²</td>
<td>(vs. $19.6B at 12/31/21)</td>
</tr>
</tbody>
</table>

**MEDIUM-TERM TARGETS (~3 years)**

<table>
<thead>
<tr>
<th>~$70B TOTAL CLIENT POSITION</th>
<th>At least 1 PBWM RELATIONSHIP at 50% OF COMMERCIAL CLIENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>vs. $47B Q4’21 TCP ($20B Private Bank AUM, $13B loans and $14B deposits)³</td>
<td></td>
</tr>
</tbody>
</table>

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**Upcoming integration milestones (next ~15 months)**

<table>
<thead>
<tr>
<th>Integrating technology systems according to defined roadmap</th>
<th>Unifying product offerings to create consistency and leverage the best capabilities of both organizations</th>
<th>Launching new brand and product suite (expected in Q2’22)</th>
<th>Developing comprehensive private stock solutions, leveraging our Nasdaq Private Market JV</th>
<th>Recruiting new advisors to support growth plan</th>
</tr>
</thead>
</table>

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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 Bank segment reporting includes the following loan classes: Private Bank, CRE, Other C&I and Other (see page 32).
3. Reported Total Client Position represents sum of Private Bank assets under management (“AUM”), and loans and deposits as reported in our SVB Private Bank segment reporting.

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Q4 2021 Financial Highlights
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**
- Wealth Advisory
- Lending
- Investment
- 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

**Bespoke solutions**
- HNW/UHNW
- Family office
- Tax planning
- Philanthropy
- Trust & estate

**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
<table>
<thead>
<tr>
<th><strong>Strategic partnerships: another channel to expand capabilities to better meet clients’ needs</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Nasdaq Private Market</strong></td>
</tr>
<tr>
<td>Centralized marketplace for trading private company stock</td>
</tr>
<tr>
<td><strong>bolster</strong></td>
</tr>
<tr>
<td>Marketplace for on-demand executive talent</td>
</tr>
<tr>
<td><strong>aumni</strong></td>
</tr>
<tr>
<td>Investment analytics platform for VCs, LPs and other private capital investors</td>
</tr>
<tr>
<td><strong>techstars</strong></td>
</tr>
<tr>
<td>Largest global seed investor and accelerator program</td>
</tr>
<tr>
<td><strong>vouch</strong></td>
</tr>
<tr>
<td>Commercial insurance provider powered by technology serving high-growth, venture-backed startups</td>
</tr>
</tbody>
</table>

**Commercial Banking:**
Enable clients to manage secondary offerings with leading technology platform and global distribution network

**SVB Private Bank, SVB Capital & SVB Leerink:**
Provide investor clients more liquidity options and broader access to investment opportunities

**Commercial Banking:**
Help clients rapidly scale and diversify their leadership teams and boards

**SVB Private Bank:**
Provide clients with access to job opportunities within the innovation economy

**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

**Commercial Banking:**
Expand SVB’s early-stage client acquisition channels and support innovative companies in Techstars’ global network

**SVB Private Bank:**
Provide clients with access to job opportunities within the innovation economy

**Commercial Banking:**
Gain sector and market insights in the innovation economy

**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 non-controlling equity interest in each of the companies listed above.
Ability to generate sustainable NII

Historically, balance sheet growth has offset low rates to support NII

**NET INTEREST INCOME***

<table>
<thead>
<tr>
<th>Year</th>
<th>NII</th>
<th>NIM</th>
<th>Average Fed Funds Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>0.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>0.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>0.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>0.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>0.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>0.7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>0.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>1.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>1.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>1.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>1.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>2.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>2.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>3.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

**GROWTH IN INTEREST-GENERATING ASSETS PROVIDES FOUNDATION TO DRIVE FUTURE INTEREST INCOME**

**AVERAGE INTEREST-EARNING ASSETS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Cash</th>
<th>Average Investment Securities</th>
<th>Average Loans</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>14</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>17</td>
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<td></td>
</tr>
<tr>
<td>2012</td>
<td>19</td>
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<td>2013</td>
<td>21</td>
<td></td>
<td></td>
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<tr>
<td>2014</td>
<td>31</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>39</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>42</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>47</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>53</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>60</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>81</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>158</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

95% FY’21 YoY growth rate in average interest-earning assets

High 30s % FY’22 NII growth outlook

See page 11 for more information
Diversification further enhances 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

**$8.3B**
**INTERNATIONAL AVERAGE LOANS**
15% of total loans

**$37.7B**
**INTERNATIONAL AVERAGE TOTAL CLIENT FUNDS**
11% of total client funds

**$117M**
**INTERNATIONAL CORE FEE INCOME**
16% of total core fees

**CORE FEES AND SVB LEERINK REVENUE***
$ Millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Core Fee Income</th>
<th>SVB Leerink Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>379</td>
<td>1.5</td>
</tr>
<tr>
<td>2018</td>
<td>516</td>
<td>3.2</td>
</tr>
<tr>
<td>2019</td>
<td>894</td>
<td>4.8</td>
</tr>
<tr>
<td>2020</td>
<td>1,084</td>
<td>5.4</td>
</tr>
<tr>
<td>2021</td>
<td>1,289</td>
<td>6.5</td>
</tr>
</tbody>
</table>

**WARRANT AND INVESTMENT GAINS NET OF NCI***
$ Millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Warrant Gains Investment Securities Gains</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>90</td>
</tr>
<tr>
<td>2018</td>
<td>139</td>
</tr>
<tr>
<td>2019</td>
<td>224</td>
</tr>
<tr>
<td>2020</td>
<td>237</td>
</tr>
<tr>
<td>2021</td>
<td>521</td>
</tr>
</tbody>
</table>

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. Prior periods were updated in Q4’21 to include Canada, which was previously not included.

*Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2021 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
Significant revenue upside if rates rise

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

<table>
<thead>
<tr>
<th>Description</th>
<th>Increase in Annualized Pre-Tax NII</th>
</tr>
</thead>
<tbody>
<tr>
<td>NII increase assuming static balance sheet</td>
<td>+~$90-110M₁</td>
</tr>
<tr>
<td>Additional NII benefit assuming FY’22 growth outlook</td>
<td>+~$10-20M²</td>
</tr>
<tr>
<td><strong>Total NII benefit</strong></td>
<td>+~$100-130M</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Description</th>
<th>Increase in Annualized Pre-Tax Fees</th>
</tr>
</thead>
<tbody>
<tr>
<td>First 25 bp increase in short-term rates</td>
<td>+~$205-235M +10-11 bps</td>
</tr>
<tr>
<td>Subsequent 25 bp increase in short-term rates</td>
<td>+~$20-50M +1-2 bps</td>
</tr>
</tbody>
</table>

Increased earnings power provides opportunity to invest further in our long-term growth strategy, talent attraction and retention (see page 14) — expect to reinvest a portion of the in-year revenue upside in 2022 from rising rates.

1. Equivalent to +10.9% 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 December 31, 2021 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. See our upcoming 2021 Form 10-K report for more information.
2. Assumes growth in average loans and average deposits consistent with our FY’22 outlook (see page 11) and that securities paydowns (~$3-4B/quarter) and excess balance sheet growth is reinvested in securities until $8-10B average Fed cash target is met.
3. Based on Q4’21 off-balance sheet client investment fund average balances.
Attractive long-term growth opportunity

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

Robust, high-growth markets
Innovation is driving economic growth, and digital adoption and activity in healthcare are accelerating

Unique liquidity franchise
Powerful client funds franchise with low cost of on-balance sheet deposits

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 lending

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 & profitability

Long-term financial objectives

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

2. Long-term financial objectives are not specific to our FY’22 outlook.
## Our commitment to ESG
Advancing social equity, economic opportunity and environmental sustainability

### 7 ESG strategic initiatives

<table>
<thead>
<tr>
<th>Initiative</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engaging and empowering our employees</td>
<td></td>
</tr>
<tr>
<td>Promoting Diversity, Equity &amp; Inclusion (&quot;DEI&quot;) at SVB</td>
<td></td>
</tr>
<tr>
<td>Championing DEI in the Innovation economy</td>
<td></td>
</tr>
<tr>
<td>Providing access to affordable housing</td>
<td></td>
</tr>
<tr>
<td>Supporting our communities</td>
<td></td>
</tr>
<tr>
<td>Financing environmentally sustainable solutions</td>
<td></td>
</tr>
<tr>
<td>Practicing responsible governance</td>
<td></td>
</tr>
</tbody>
</table>

### New goals & commitments

#### Environmental

- **$5B sustainable finance commitment** by 2027
- 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)
- **$50M to Access to Innovation** 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

An annually disclose against leading ESG frameworks

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Note: Refer to www.svb.com/living-our-values for more information and to access our new ESG Report. Website content/links are not a part of this presentation.

1. Includes $5B in small business loans of $1 million or less, $4.8B in Community Reinvestment Act community development loans and investments, $75M in charitable contributions and $1.3B in residential mortgages to low- and moderate-income ("LMI") borrowers and in LMI census tracts in California and Massachusetts over the next 5 years.

2. SVB’s signature program to increase funding and representation at all levels for women, Black and Latinx people in the innovation economy.
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:

<table>
<thead>
<tr>
<th>Variable</th>
<th>Influence</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>VC fundraising and investment</strong></td>
<td>• Promote new company formation which helps support client acquisition</td>
</tr>
<tr>
<td></td>
<td>• Source of client liquidity which impacts total client funds growth</td>
</tr>
<tr>
<td></td>
<td>• A source of repayment for Investor Dependent loans</td>
</tr>
<tr>
<td><strong>PE fundraising and investment</strong></td>
<td>• Primary driver of capital call line demand which has been the largest source of loan growth over the past 8 years</td>
</tr>
<tr>
<td><strong>Exit activity</strong></td>
<td>• Proceeds from public market and M&amp;A exits generate client liquidity</td>
</tr>
<tr>
<td></td>
<td>• A source of repayment for Investor Dependent loans</td>
</tr>
<tr>
<td></td>
<td>• Ability for companies to exit affects VC/PE fundraising and investment</td>
</tr>
<tr>
<td></td>
<td>• Impacts investment banking revenue and value of warrants and investment securities</td>
</tr>
<tr>
<td><strong>Capital markets</strong></td>
<td>• Performance and volatility of public, private and fixed income markets impact exit activity, market-driven revenues (FX, investment banking revenue and commissions, warrant and investment gains and wealth management and trust fees) and VC/PE fundraising and investment</td>
</tr>
<tr>
<td><strong>Interest rates</strong></td>
<td>• Shape of yield curve directly impacts NIM via lending and investment yields vs. funding costs</td>
</tr>
<tr>
<td></td>
<td>• Client investment fees move with short-term rates</td>
</tr>
<tr>
<td></td>
<td>• Affect mortgage and securities prepayment speeds, impacting timing of premium amortization</td>
</tr>
<tr>
<td></td>
<td>• Impact clients’ preference for on- vs. off-balance sheet liquidity solutions and interest-bearing vs. noninterest-bearing deposits</td>
</tr>
<tr>
<td><strong>Economic environment</strong></td>
<td>• Affects health of clients which determines credit quality</td>
</tr>
<tr>
<td></td>
<td>• Level of business activity drives client liquidity and demand for our products and services</td>
</tr>
<tr>
<td><strong>Competitive landscape</strong></td>
<td>• Affects margins and client acquisition</td>
</tr>
<tr>
<td></td>
<td>• Impacts compensation to attract and retain talent</td>
</tr>
<tr>
<td><strong>Political environment</strong></td>
<td>• Current administration and Congress will influence economic policy and stimulus, business and market sentiment, global trade relationships, bank regulations and corporate taxes</td>
</tr>
</tbody>
</table>
Continued private markets momentum drove surge in client funds
Expect FY’22 average deposit % growth in the low 40s

Q4’21 activity

- Average client funds +$36B as VC investment activity fueled client liquidity, amplified by robust client acquisition over the past year
- Technology clients drove both on- and off-balance sheet growth
- Anticipated year-end PE/VC distributions did not stall on-balance sheet deposit growth (average balances +$20B, EOP +$18B)
- Stable deposit mix (67% noninterest-bearing deposits) and improved cost of deposits (decreased 1 bp in Q4)

FY’22 outlook key assumptions

- Expect strong deposit growth and steady cost of deposits and share of noninterest-bearing deposits. Key assumptions:

  + Strong PE/VC investment and public markets activity, but moderating from 2021’s exceptional levels
    Generates liquidity for technology and life science/healthcare clients

  + New client growth
    Continued strong client acquisition

  - China tech policy changes
    Slows investment in Chinese companies

Note:
- Public market volatility could cause temporary pullbacks in investment and exit activity given record high valuations.
- Rising rates would increase cost of deposits and may also shift more client liquidity off-balance sheet.
**Significant securities purchases as deposit inflows continued**

### Q4’21 activity
- Purchased $27.2B securities (1.49% weighted average yield, 4.4y duration) vs. roll-offs of $5.3B at 1.54%
- HTM purchases included agency-issued MBS/CMOs/CMBS, high-quality munis and a small amount of corporate bonds; AFS purchases primarily included USTs
- Sold $1.4B of agency issued MBS from AFS to manage interest rate risk, realizing $32M pre-tax gains
- Outsized deposit growth continued to drive elevated average Fed cash balances, despite significant securities purchases; period-end Fed cash declined to $6B following anticipated PE/VC year-end distributions

### FY’22 balance sheet positioning
- Focused on maintaining 2-2.5y hedge-adjusted AFS portfolio duration to mitigate OCI risk while buying 3-5y duration HTM securities to support portfolio yields
- Investing excess on-balance sheet liquidity in high-quality securities (agency MBS/CMOs/CMBS, munis and corporates), primarily classified as HTM
- Targeting average Fed cash balances at $8-10B target*
- Expect average FY’22 portfolio yield to be ~1.50-1.60%. Key assumptions:
  - **Improved new purchase yields**
    - Expect new purchase yields ~1.65-1.75%
    - Estimated ~$3.0-4.0B paydowns per quarter
  - **High-quality alternative investments**
    - Opportunistically buying strong credit-quality munis and corporate bonds to support portfolio yields
  - **Premium amortization expense**
    - From prepayments of securities purchased at a premium
    - Expect +/- $20-30M change in premium amortization expense for each +/-10 bp change in 10y yields
  - **Rate protections**
    - $10.7B receive floating swaps on AFS portfolio at 38 bps cost (as of 12/31/21)

*Note: Rising rates would benefit portfolio yields.*

---

### AVERAGE FIXED INCOME INVESTMENT SECURITIES

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Yield</th>
<th>Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4’20</td>
<td>1.98%</td>
<td>41.4</td>
</tr>
<tr>
<td>Q1’21</td>
<td>1.90%</td>
<td>53.5</td>
</tr>
<tr>
<td>Q2’21</td>
<td>1.57%</td>
<td>72.3</td>
</tr>
<tr>
<td>Q3’21</td>
<td>1.55%</td>
<td>93.8</td>
</tr>
<tr>
<td>Q4’21</td>
<td>1.54%</td>
<td>111.7</td>
</tr>
</tbody>
</table>

### AVERAGE CASH AND EQUIVALENCES

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Cash in other financial institutions and foreign central banks</th>
<th>Fed Cash</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4’20</td>
<td>15.9</td>
<td>3.2</td>
</tr>
<tr>
<td>Q1’21</td>
<td>18.2</td>
<td>3.4</td>
</tr>
<tr>
<td>Q2’21</td>
<td>21.1</td>
<td>4.4</td>
</tr>
<tr>
<td>Q3’21</td>
<td>21.8</td>
<td>5.9</td>
</tr>
<tr>
<td>Q4’21</td>
<td>22.1</td>
<td>6.0</td>
</tr>
</tbody>
</table>

Securities Purchases: 11.4B, 24.0B, 21.2B, 25.3B, 27.2B

---

* Actual balances depend on timing of fund flows.
Flexible liquidity management strategy supports strong, profitable growth

### Robust liquidity solutions to meet clients’ needs

<table>
<thead>
<tr>
<th>40+</th>
<th>$183B</th>
<th>$208B</th>
<th>Continued product development</th>
</tr>
</thead>
<tbody>
<tr>
<td>LIQUIDITY MANAGEMENT PRODUCTS</td>
<td>Q4’21 AVERAGE ON-BALANCE SHEET DEPOSITS</td>
<td>Q4’21 AVERAGE OFF-BALANCE SHEET CLIENT FUNDS</td>
<td>TO BETTER SERVE CLIENTS</td>
</tr>
</tbody>
</table>

### Ability to support client funds growth on- and off-balance sheet, while optimizing pricing and mix

<table>
<thead>
<tr>
<th>On- vs. off-balance sheet considerations</th>
<th>Target range</th>
<th>Flexibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bank tier 1 leverage ratio</td>
<td>7-8% internal target</td>
<td>$2.2B SVBFG liquidity as of 12/31/21, a portion of which can be downstreamed to Bank</td>
</tr>
<tr>
<td>Profitable spread income</td>
<td>75-100 bps minimum target spread between new purchase yields and deposit costs</td>
<td>~1.65-1.75% expected new purchase yields (assuming no changes to interest rates) 4bps Q4’21 average cost of deposits enables healthy margins Focused on supporting yields and mitigating OCI risk from rising rates</td>
</tr>
<tr>
<td>Liquidity</td>
<td>$8-10B average Fed cash target*</td>
<td>~$3.0-4.0B expected portfolio cash flows per quarter through 2022 $130B borrowing capacity as of 12/31/21 ($5.5B repo, $2.2B Fed Lines, $7.1B FHLB &amp; FRB and $115B of unpledged securities)</td>
</tr>
</tbody>
</table>

* Actual balances depend on timing of fund flows.
Strong PE/VC investment activity continued to drive robust loan growth
Increased FY’22 average loan growth outlook to low 30s %

**Q4’21 activity**

- Strong loan growth (average loans +$3.3B/+6% QoQ, EOP +$4.8B/+8% QoQ) driven primarily by GFB capital call line borrowing as PE/VC investment activity remained robust
- ~$780M mortgage originations (+11% QoQ) on strong refinance activity
- Robust Tech and Life Science/Healthcare borrowing – even with paydowns from client fundraising events, average quarterly balances grew +18% YoY

**FY’22 outlook key assumptions**

- Increasing FY’22 average loan growth outlook due to strong GFB pipeline. Key assumptions:
  - **Strong PE/VC investment activity, but moderating from 2021’s exceptional levels**
    Supports GFB capital call line growth
  - **Strong SVB Private Bank lending growth, enhanced by Boston Private integration**
    Targeting ~$15-16B total balances at year-end (includes Private Bank, CRE, Other C&I and Other loan classes)
  - **Robust tech and life science/HC pipelines + expansion initiatives**
    Strong pipelines + opportunity to grow project finance (clean energy), recurring revenue, fintech warehouse and sponsor-led buyout loans

**Key assumptions impacting FY’22 loan yields:**

- **Boston Private purchase accounting**
  Amortization of fair value mark ups on loans ($64M remaining at 12/31/21, vast majority to be amortized by end of 2023)
- **Shifting loan mix**
  Growth driven by lower yielding GFB and Private Bank mortgages
- **Spread compression**
  Increasing competition as economy recovers
- **Rate protections**
  $116M remaining locked-in pre-tax swap gains as of 12/31/21²
  $36B active loan floors as of 12/31/21³, however loan renewals may pressure ability to maintain floor rates

**Note:**

- Public market volatility could cause temporary pullbacks in PE/VC investment activity given record high valuations.
- Rising rates would benefit loans yields of variable rate loans (91% of Q4’21 average loans), but could also accelerate spread compression.

---

1. SBA PPP contributed $5M to Q4’21 NII, including $4M of loan fees. $0.28 PPP loans were forgiven in Q4.
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. 3.16% weighted average floor rate. $148M expected benefit from in-the-money floors based on a weighted average maturity of 1.5 years.
Exceptional balance sheet growth drove strong NII despite low rates
Raising FY’22 NII growth outlook to high 30s % and expect FY’22 NIM between 1.90-2.00% – additional potential upside if rates increase

Q4’21 activity

NET INTEREST INCOME1

NII +10% QoQ despite low rates

$ Millions

Q3'21 NII 859
Q4'21 NII 947

Cash and Fixed Income Portfolio Growth 67
Loan Growth 26
Lower Loan Yields 6
Loan Fees (7)
Cost of Funding (4)

Q4’21 activity

NET INTEREST MARGIN

NIM impacted by significant securities purchases due to surging deposits

Q3'21 NIM 1.95%
Q4'21 NIM 1.91%

Fixed Income Portfolio Growth at Lower Yields 0.01%
Loan Growth & Mix 0.01%
 Loan Fees (0.01%)
Cost of Funding (0.01%)

FY’22 outlook key assumptions

• Improved NII outlook driven by higher loan growth guidance and investment yields since 10/21/21 preliminary outlook. NII and NIM outlook key assumptions:

- Balance sheet growth (+ for NII, – for NIM)
  Driven by strong client liquidity

- Rate protections (+ for loan yields, – for securities yields)
  $116M remaining locked-in pre-tax swap gains as of 12/31/212
  $36B active loan floors as of 12/31/213, however loan renewals may pressure ability to maintain floor rates
  $10.7B receive floating swaps on AFS portfolio at 38 bps cost (as of 12/31/21)

- Reduction in average Fed cash balances
  To $8-10B target – actual balances depend on timing of fund flows

- Improved new purchase yields
  Expect new purchase yields ~1.65-1.75%
  Estimated ~$3.0-4.0B paydowns per quarter

- Premium amortization expense
  From prepayments of securities purchased at a premium
  Expect +/- $20-30M change in premium amortization expense for each +/-10 bp change in 10y yields

- Boston Private purchase accounting
  Amortization of fair value mark ups on loans ($64M remaining at 12/31/21, vast majority to be amortized by end of 2023)

- Shifting loan mix
  Growth driven by lower yielding GFB and Private Bank mortgages

- Spread compression
  Increasing competition as economic recovery advances

Note: Rising rates expected to benefit NII due to our asset sensitivity (see page 21). See pages 26, 27 and 29 for more information on the potential impact of rising rates and public market volatility on interest-earning asset yields, deposit rates and balance sheet growth.

1. NII is presented on a fully taxable equivalent basis, while NII guidance excludes fully taxable equivalent adjustments.
2. SBA PPP contributed $5M to Q4’21 NII, including $4M of loan fees.
3. 3.16% weighted average floor rate. $148M expected benefit from in-the-money floors based on a weighted average maturity of 1.5 years.
Excellent credit performance – strong loan growth drove higher provision
Improved FY’22 NCOs outlook to 15-35 bps

Q4’21 activity
• Excellent credit performance marked by very low gross charge-offs ($9M), strong recoveries ($8M) and declining NPLs ($91M, -$26M QoQ)
• Higher provision reflects a $20M increase in performing reserves for robust loan growth in low credit loss experience portfolios and a $22M increase in unfunded reserves from commitment growth

CREDIT QUALITY METRICS

<table>
<thead>
<tr>
<th></th>
<th>Q4’20</th>
<th>Q1’21</th>
<th>Q2’21</th>
<th>Q3’21</th>
<th>Q4’21</th>
</tr>
</thead>
<tbody>
<tr>
<td>NPLs</td>
<td>0.09%</td>
<td>0.79%</td>
<td>0.10%</td>
<td>0.07%</td>
<td>0.01%</td>
</tr>
<tr>
<td>0.23%</td>
<td>0.20%</td>
<td>0.16%</td>
<td>0.19%</td>
<td>0.14%</td>
<td></td>
</tr>
</tbody>
</table>

Net charge-offs
Non-performing loans

PROVISION FOR CREDIT LOSSES COMPONENTS

<table>
<thead>
<tr>
<th></th>
<th>Q4’20</th>
<th>Q1’21</th>
<th>Q2’21</th>
<th>Q3’21</th>
<th>Q4’21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Millions</td>
<td>($38)</td>
<td>$19</td>
<td>$35</td>
<td>$21</td>
<td>$48</td>
</tr>
</tbody>
</table>

FY’22 outlook key assumptions
• Improved NCOs outlook due to recovering economy and strength of innovation markets. Key assumptions:

Recovering business activity
Watching COVID-19 spread – limited direct exposure to industries most severely impacted by pandemic

Continued investor support
Robust VC investment activity and dry powder

Improved risk profile of loan portfolio
Early Stage – historically has produced the most losses – now only 2% of loans; 70% of loans in low credit loss experience GFB and Private Bank classes

Increased CRE exposure from acquired Boston Private loans
Commercial real estate more impacted by restrictions to reduce spread of COVID-19 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

Note:
• Public market volatility could cause temporary pullbacks in investment and exit activity given record high valuations, which may impact Investor Dependent portfolio performance
• Changes in loan mix and model economic scenarios could drive volatility in provision:

Moody’s December economic scenarios
40% baseline
30% downside
30% upside

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**
$66.3B at 12/31/21

- Global Fund Banking ("GFB") 57%
- Other C&I 4%
- Other 1%
- Innovation C&I 10%
- CFD - SLBO 3%
- Growth Stage ID 6%
- Early Stage ID 2%
- Private Bank 13%
- Premium Wine 1%
- PPP, 1%

**ALLOWANCE FOR CREDIT LOSSES FOR LOANS**
$422M at 12/31/21

- Global Fund Banking ("GFB") 16%
- Other C&I 3%
- Other 1%
- Private Bank 8%
- Growth Stage ID 22%
- Early Stage ID 13%
- Innovation C&I 18%
- CFD - SLBO 9%
- Premium Wine 2%
- CRE 8%

**Note:** See the Appendix at the end of this presentation for more information on our portfolio segments and classes of financing receivables.
Record FX and card fees drove robust core fees growth
Expect FY’22 core fees % growth in the mid 20s – additional potential upside if rates increase

**Q4’21 activity**

- FX fees (+12% QoQ) driven by robust PE investment activity
- New clients, relationship expansion and increased spend drove card fees +12% QoQ
- Steady client investment fees, despite strong growth in balances, due to minor fee margin compression (fee margin still at 4 bps)
- Stable Private Bank AUM¹ ($19.6B) as market returns ($972M) were partially offset by net flows (-$891M)

**CORE FEE INCOME²**

<table>
<thead>
<tr>
<th></th>
<th>$ Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4’20</td>
<td>156</td>
</tr>
<tr>
<td>Q1’21</td>
<td>159</td>
</tr>
<tr>
<td>Q2’21</td>
<td>172</td>
</tr>
<tr>
<td>Q3’21</td>
<td>204</td>
</tr>
<tr>
<td>Q4’21</td>
<td>216</td>
</tr>
</tbody>
</table>

**FY’22 outlook key assumptions**

- Core fees outlook key assumptions:
  - **Higher lending related fees**
    Driven by higher unused commitments from robust loan growth as well as syndication opportunities in collaboration with SVB Leerink
  - **Improving client investment fees**
    As balances increase
  - **Strong PE investment activity, but moderating from 2021’s exceptional levels**
    Supports FX fee growth
  - **Recovering business activity**
    Supports card spend; watching COVID-19 spread
  - **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 + launching new PBWM brand and product suite 1H’22
    Targeting ~$22-23B Private Bank AUM at year-end

**Note:**

1. Represents the Private Bank’s client investment account balances. As a result of the completion of the Boston Private acquisition on July 1, 2021, Private Bank assets under management (“AUM”) are no longer reported in off-balance sheet client investment funds beginning in Q3’21.
2. Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2021 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
Continued momentum from SVB Leerink
Expect SVB Leerink revenue between $625-675M for FY’22

SVB Leerink revenue outlook key assumptions:
- SVB Leerink continued to capitalize on strong public markets with increased deal activity in the quarter: 18 book-run transactions in Q4 ($3.5B in aggregate deal value)
- Opportunistic hiring and addition of technology equity research added $7M to Q4’21 SVB Leerink expenses

SVB LEERINK REVENUE

<table>
<thead>
<tr>
<th>Category</th>
<th>Q4’20</th>
<th>Q1’21</th>
<th>Q2’21</th>
<th>Q3’21</th>
<th>Q4’21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commissions</td>
<td>151M</td>
<td>166M</td>
<td>120M</td>
<td>107M</td>
<td>145M</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>133M</td>
<td>142M</td>
<td>103M</td>
<td>90M</td>
<td>124M</td>
</tr>
<tr>
<td>SVB Leerink expenses</td>
<td>$131M</td>
<td>$136M</td>
<td>$99M</td>
<td>$142M</td>
<td>$184M</td>
</tr>
</tbody>
</table>

FY’22 outlook key assumptions:
- SVB Leerink revenue outlook key assumptions:
  - **New hires and expertise**
    - Recent hires to grow technology, healthcare services and healthtech investment banking expected to contribute $150-200M of revenues in 2022; continue to add talent to deepen and expand capabilities
  - **Strong public markets activity, but moderating from FY’21’s exceptional levels**
    - Drives investment banking revenues
  - **Strengthening collaboration**
    - Between Commercial Bank and SVB Leerink, enhanced by “OneSVB” initiative to deliver the full power of the SVB platform to clients

Note: Public market volatility could cause temporary pullbacks in deal activity.

1. Non-GAAP financial measure. See “Use of non-GAAP Financial Measures” in our Q4 2021 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
2. Included in FY’22 outlook for SVB Leerink revenue of $625M-$675M.
Moderating market-related gains and potential volatility
Gains expected to moderate from 2021’s exceptional levels, more than offset by expected NII growth

**Q4’21 activity**
- Warrant gains included $44M gains on exercises driven primarily by IPO activity during the quarter and $25M net valuation increases from private fundraising and potential exit activity
- Investment gains primarily driven by a $60M gain from an unrealized valuation increase related to a single strategic investment and a $32M gain from sale of AFS fixed income securities, partially offset by a $32M decline in public equity security valuations

**FY’22 considerations**
- Gains expected to moderate from 2021’s exceptional levels and may be volatile QoQ – key assumptions:
  - **Moderating gains**
    After multiple quarters of exceptional gains, more than offset by expected NII growth
  - **Public market volatility**
    Impacts valuations, PE/VC investment and exit activity
  - **Strong PE/VC investment activity and exit markets, but moderating from 2021’s exceptional levels**
    Supports valuations; exits impact ability to realize gains
  - **New client growth**
    Opportunity to build warrant portfolio

**WARRANT AND INVESTMENT GAINS NET OF NCI**

<table>
<thead>
<tr>
<th></th>
<th>Q4’20</th>
<th>Q1’21</th>
<th>Q2’21</th>
<th>Q3’21</th>
<th>Q4’21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warrant gains</td>
<td>144</td>
<td>222</td>
<td>122</td>
<td>147</td>
<td>69</td>
</tr>
<tr>
<td>Investment</td>
<td>104</td>
<td>142</td>
<td>192</td>
<td>101</td>
<td>86</td>
</tr>
<tr>
<td>Securities gains</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**WARRANTS & NON-MARKETABLE AND OTHER EQUITY SECURITIES**

<table>
<thead>
<tr>
<th></th>
<th>Q4’20</th>
<th>Q1’21</th>
<th>Q2’21</th>
<th>Q3’21</th>
<th>Q4’21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warrants</td>
<td>203</td>
<td>244</td>
<td>266</td>
<td>274</td>
<td>277</td>
</tr>
<tr>
<td>Non-marketable</td>
<td>973</td>
<td>1,015</td>
<td>949</td>
<td>1,216</td>
<td>1,222</td>
</tr>
<tr>
<td>and other equity</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>securities²</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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 Q4 2021 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 earnings support.
Opportunistic investments and higher incentives from outstanding performance caused Q4’21 expenses to exceed guidance; Expect FY’22 noninterest expense % growth excluding merger-related charges in the low 20s

Q4’21 activity

- QoQ increase in noninterest expenses driven primarily by higher salaries and wages from increased headcount across the organization and higher incentive compensation related to SVB Leerink hiring and outstanding firmwide performance
- Q4 noninterest expenses excluding merger-related charges exceeded guidance due to 1) continued success in recruiting top talent, particularly for SVB Leerink, and 2) higher incentive compensation from stronger-than-forecast firmwide performance

<table>
<thead>
<tr>
<th>NONINTEREST EXPENSES</th>
<th>$ Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP efficiency ratio*</td>
<td>54.8%*</td>
</tr>
<tr>
<td>Other</td>
<td>665</td>
</tr>
<tr>
<td>Merger-related charges</td>
<td>81</td>
</tr>
<tr>
<td>Occupancy</td>
<td>45</td>
</tr>
<tr>
<td>BD&amp;T Premises and Equipment</td>
<td>77</td>
</tr>
<tr>
<td>Professional Services Compensation and benefits</td>
<td>416</td>
</tr>
<tr>
<td>Q4’20</td>
<td>4,419</td>
</tr>
<tr>
<td>Q1’21</td>
<td>4,601</td>
</tr>
<tr>
<td>Q2’21</td>
<td>4,808</td>
</tr>
<tr>
<td>Q3’21</td>
<td>6,024</td>
</tr>
<tr>
<td>Q4’21</td>
<td>6,431</td>
</tr>
</tbody>
</table>

FY’22 key drivers

- Outstanding performance, strong growth outlook and compelling markets allow us to accelerate investments in our strategic priorities

BREAKDOWN OF FY’22 NONINTEREST EXPENSE GROWTH

Expect FY’22 noninterest expense growth in the low 20s % excluding merger-related charges

<table>
<thead>
<tr>
<th>FY’22 expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY impact of BP expenses PBWM strategy</td>
</tr>
<tr>
<td>Continued hiring &amp; FY impact of 2021 hires</td>
</tr>
<tr>
<td>In line with historical core expense growth</td>
</tr>
<tr>
<td>High single digits %</td>
</tr>
<tr>
<td>Mid single digits %</td>
</tr>
<tr>
<td>FY’21 expenses</td>
</tr>
<tr>
<td>Core expense growth</td>
</tr>
<tr>
<td>Private Banking &amp; Wealth Management</td>
</tr>
<tr>
<td>SVB Leerink</td>
</tr>
<tr>
<td>Employee enablement &amp; risk management</td>
</tr>
<tr>
<td>Client experience &amp; revenue growth initiatives</td>
</tr>
<tr>
<td>OneSVB Data Cyber Agile nCino Mobile &amp; collab</td>
</tr>
<tr>
<td>Digital Strategic investments Talent Client acquisition New products</td>
</tr>
</tbody>
</table>

Note:
- Outlook excludes merger-related charges associated with the BP acquisition. Estimate ~$40M in FY’22 (~$30M in 1H’22 and ~$10M in 2H’22)
- Expect FY’22 expense growth to increase if rates rise, as a portion of the in-year revenue upside in 2022 is likely to be reinvested (see page 21)
Robust markets

Innovation is driving economic growth, and digital adoption and activity in healthcare are accelerating. Substantial PE/VC dry powder and strong demand for alternative assets to fuel long-term liquidity growth.

Executing on our vision

Consistent progress and bold steps to advance and expand our platform, including integrating Boston Private and building out a full technology investment bank.

Strong outlook and rate upside

Expect robust growth to continue in 2022. Rising rates would significantly increase earnings power.

Accelerating growth investments

Outstanding performance and strong outlook enable us to invest NOW to extend our leadership position in the fastest-growing market. Potential upside from rising rates presents opportunity to further invest in strategic priorities.

Well-positioned to drive long-term scalable growth

Robust earnings power and diversified business model, enhanced by our investments, will deliver long-term scalable growth.
Appendix
Key performance indicators

**ROE and EPS**
- Return on Equity: 12.4% (2017), 20.6% (2018), 20.0% (2019), 16.8% (2020), 17.1% (2021)

**AVERAGE TOTAL LOANS**

**AVERAGE TOTAL CLIENT FUNDS**

**NET INTEREST INCOME AND NIM**
- Net Interest Margin: 3.05% (2017), 3.57% (2018), 3.51% (2019), 2.67% (2020), 2.02% (2021)

**CORE FEES AND SVB LEERINK REVENUE**
- SVB Leerink Revenue (Investment Banking Revenue and Commissions): 1,084 (2019)

**NET CHARGE-OFFS AND NON-PERFORMING LOANS**
- NPLs: 0.51% (2017), 0.34% (2018), 0.32% (2019), 0.23% (2019), 0.20% (2020), 0.16% (2021)
- NCOs: 0.06% (2021)
- Less Q4'21 $80M GFB potential fraud incident

---

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 Q4 2021 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
3. Non-performing loans as a percentage of period-end total loans.
4. Net loan charge-offs as a percentage of average total loans.
**Strong liquidity franchise**
Uniquely positioned to drive balance sheet growth

1. **On- and off-balance sheet liquidity solutions**

   **Q4’21 AVERAGE BALANCES**
   - **$391B**
     - Total Client Funds
   - **$183B**
     - On-Balance Sheet Deposits
   - **$208B**
     - Off-Balance Sheet Client Funds

2. **Diversified sources of liquidity from high-growth markets**

   **OBS CLIENT FUNDS**
   - 29%
   - Early Stage Technology
   - 15%
   - Technology
   - 13%
   - Early Stage Life Science/Healthcare
   - 10%
   - Life Science/Healthcare
   - 8%
   - International
   - 7%
   - U.S. Global Fund Banking
   - 6%
   - Private Bank
   - 3%
   - Other

3. **Low cost deposits**

   **Q4’21 AVERAGE COST OF DEPOSITS**
   - **8 bps**
   - Top 50 Banks

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

---

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.
High-quality balance sheet growth driven by deposits

**PERIOD-END ASSETS**

$ Billions

- **43% CAGR**
- **88% of assets in high-quality investments and low credit loss experience lending**

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash and Cash Equivalents</th>
<th>Net Loans</th>
<th>Available-for-Sale Securities</th>
<th>Held-to-Maturity Securities</th>
<th>Non-marketable Securities (primarily VC &amp; LIHTC investments)</th>
<th>Other Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>51.2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>56.9</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>71.0</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>2020</td>
<td>115.5</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2021</td>
<td>211.5</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**PERIOD-END LIABILITIES**

$ Billions

- **43% CAGR**
- **Noninterest-bearing deposits 65% of total liabilities**

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Loans</th>
<th>Noninterest-bearing Deposits</th>
<th>Interest-bearing Borrowings</th>
<th>Other Liabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>46.9</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>51.7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>64.4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>107.1</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>2021</td>
<td>194.9</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Based on cash, fixed income investment portfolio and Global Fund Banking and Private Bank loan classes of financing receivables as of December 31, 2021.
Stable reserve coverage (ACL %) on improved loan mix and continued strong credit performance; loan growth drove increase in reserves (ACL $)

ALLOWANCE FOR CREDIT LOSSES FOR LOANS AND UNFUNDED CREDIT COMMITMENTS

<table>
<thead>
<tr>
<th>tech</th>
<th>and</th>
<th>LS</th>
<th>HC</th>
<th>$ Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Early Stage Investor Dependent</td>
<td>56</td>
<td>49</td>
<td>7</td>
<td>3.51%</td>
</tr>
<tr>
<td>Growth Stage Investor Dependent</td>
<td>90</td>
<td>89</td>
<td>1</td>
<td>2.25%</td>
</tr>
<tr>
<td>Cash Flow Dep: Sponsor Led Buyout</td>
<td>40</td>
<td>41</td>
<td>(1)</td>
<td>2.22%</td>
</tr>
</tbody>
</table>
|Innovation C&I|76|68|8|1.14%|1.14%|-
|Global Fund Banking|67|59|8|0.18%|0.17%|0.01%|
|Private Bank|33|31|2|0.38%|0.37%|0.01%|
|Other C&I|14|12|2|1.11%|1.05%|0.06%|
|Commercial Real Estate|36|40|(4)|1.35%|1.48%|(0.13)%|
|Premium Wine & Other|10|9|1|0.77%|0.73%|0.04%|
|PPP| - | - | - | - | - | - |
|ACL for loans|422|398|24|0.64%|0.65%|(0.01)%|
|ACL for unfunded credit commitments|171|149|22|0.39%|0.37%|0.02%|
|ACL for loans and unfunded credit commitments|593|547|46|0.54*|0.54%*|-

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

$ Billions

**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

<table>
<thead>
<tr>
<th>PERIOD-END TOTAL LOANS</th>
<th>$ Billions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Early Stage ID 2% of total loans</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>5.2</td>
</tr>
<tr>
<td>2010</td>
<td>6.3</td>
</tr>
<tr>
<td>2011</td>
<td>7.8</td>
</tr>
<tr>
<td>2012</td>
<td>9.8</td>
</tr>
<tr>
<td>2013</td>
<td>11.9</td>
</tr>
<tr>
<td>2014</td>
<td>15.4</td>
</tr>
<tr>
<td>2015</td>
<td>17.9</td>
</tr>
<tr>
<td>2016</td>
<td>21.2</td>
</tr>
<tr>
<td>2017</td>
<td>24.2</td>
</tr>
<tr>
<td>2018</td>
<td>29.5</td>
</tr>
<tr>
<td>2019</td>
<td>34.4</td>
</tr>
<tr>
<td>2020</td>
<td>47.8</td>
</tr>
<tr>
<td>2021</td>
<td>66.3</td>
</tr>
</tbody>
</table>
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

<table>
<thead>
<tr>
<th>Year</th>
<th>NPLs</th>
<th>NCOs</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>3.32%</td>
<td></td>
</tr>
<tr>
<td>2001</td>
<td>1.02%</td>
<td></td>
</tr>
<tr>
<td>2002</td>
<td>1.07%</td>
<td></td>
</tr>
<tr>
<td>2003</td>
<td>-0.08%</td>
<td></td>
</tr>
<tr>
<td>2004</td>
<td>0.62%</td>
<td>0.64%</td>
</tr>
<tr>
<td>2005</td>
<td>0.25%</td>
<td>0.26%</td>
</tr>
<tr>
<td>2006</td>
<td>0.26%</td>
<td>0.18%</td>
</tr>
<tr>
<td>2007</td>
<td>0.31%</td>
<td>0.14%</td>
</tr>
<tr>
<td>2008</td>
<td>1.57%</td>
<td>0.35%</td>
</tr>
<tr>
<td>2009</td>
<td>2.64%</td>
<td>0.87%</td>
</tr>
<tr>
<td>2010</td>
<td>0.71%</td>
<td>0.77%</td>
</tr>
<tr>
<td>2011</td>
<td>0.52%</td>
<td>0.77%</td>
</tr>
<tr>
<td>2012</td>
<td>0.42%</td>
<td>0.77%</td>
</tr>
<tr>
<td>2013</td>
<td>0.47%</td>
<td>0.34%</td>
</tr>
<tr>
<td>2014</td>
<td>0.33%</td>
<td>0.32%</td>
</tr>
<tr>
<td>2015</td>
<td>0.32%</td>
<td>0.30%</td>
</tr>
<tr>
<td>2016</td>
<td>0.30%</td>
<td>0.34%</td>
</tr>
<tr>
<td>2017</td>
<td>0.32%</td>
<td>0.27%</td>
</tr>
<tr>
<td>2018</td>
<td>0.24%</td>
<td>0.22%</td>
</tr>
<tr>
<td>2019</td>
<td>0.24%</td>
<td>0.27%</td>
</tr>
<tr>
<td>2020</td>
<td>0.23%</td>
<td>0.14%</td>
</tr>
<tr>
<td>2021</td>
<td>0.06%</td>
<td></td>
</tr>
</tbody>
</table>

### Dotcom Bubble Crash
- 2000: 30% Early Stage, 5% GFB + Private Bank
- 2001: 30% Early Stage, 5% GFB + Private Bank
- 2002: 30% Early Stage, 5% GFB + Private Bank
- 2003: 30% Early Stage, 5% GFB + Private Bank
- 2004: 30% Early Stage, 5% GFB + Private Bank
- 2005: 30% Early Stage, 5% GFB + Private Bank
- 2006: 30% Early Stage, 5% GFB + Private Bank
- 2007: 30% Early Stage, 5% GFB + Private Bank
- 2008: 30% Early Stage, 5% GFB + Private Bank
- 2009: 30% Early Stage, 5% GFB + Private Bank
- 2010: 30% Early Stage, 5% GFB + Private Bank
- 2011: 30% Early Stage, 5% GFB + Private Bank
- 2012: 30% Early Stage, 5% GFB + Private Bank
- 2013: 30% Early Stage, 5% GFB + Private Bank
- 2014: 30% Early Stage, 5% GFB + Private Bank
- 2015: 30% Early Stage, 5% GFB + Private Bank
- 2016: 30% Early Stage, 5% GFB + Private Bank
- 2017: 30% Early Stage, 5% GFB + Private Bank
- 2018: 30% Early Stage, 5% GFB + Private Bank
- 2019: 30% Early Stage, 5% GFB + Private Bank
- 2020: 30% Early Stage, 5% GFB + Private Bank
- 2021: 30% Early Stage, 5% GFB + Private Bank

### Global Financial Crisis
- 2000: 30% Early Stage, 5% GFB + Private Bank
- 2001: 30% Early Stage, 5% GFB + Private Bank
- 2002: 30% Early Stage, 5% GFB + Private Bank
- 2003: 30% Early Stage, 5% GFB + Private Bank
- 2004: 30% Early Stage, 5% GFB + Private Bank
- 2005: 30% Early Stage, 5% GFB + Private Bank
- 2006: 30% Early Stage, 5% GFB + Private Bank
- 2007: 30% Early Stage, 5% GFB + Private Bank
- 2008: 30% Early Stage, 5% GFB + Private Bank
- 2009: 30% Early Stage, 5% GFB + Private Bank
- 2010: 30% Early Stage, 5% GFB + Private Bank
- 2011: 30% Early Stage, 5% GFB + Private Bank
- 2012: 30% Early Stage, 5% GFB + Private Bank
- 2013: 30% Early Stage, 5% GFB + Private Bank
- 2014: 30% Early Stage, 5% GFB + Private Bank
- 2015: 30% Early Stage, 5% GFB + Private Bank
- 2016: 30% Early Stage, 5% GFB + Private Bank
- 2017: 30% Early Stage, 5% GFB + Private Bank
- 2018: 30% Early Stage, 5% GFB + Private Bank
- 2019: 30% Early Stage, 5% GFB + Private Bank
- 2020: 30% Early Stage, 5% GFB + Private Bank
- 2021: 30% Early Stage, 5% GFB + Private Bank

### VC Recalibration
- 2000: 30% Early Stage, 5% GFB + Private Bank
- 2001: 30% Early Stage, 5% GFB + Private Bank
- 2002: 30% Early Stage, 5% GFB + Private Bank
- 2003: 30% Early Stage, 5% GFB + Private Bank
- 2004: 30% Early Stage, 5% GFB + Private Bank
- 2005: 30% Early Stage, 5% GFB + Private Bank
- 2006: 30% Early Stage, 5% GFB + Private Bank
- 2007: 30% Early Stage, 5% GFB + Private Bank
- 2008: 30% Early Stage, 5% GFB + Private Bank
- 2009: 30% Early Stage, 5% GFB + Private Bank
- 2010: 30% Early Stage, 5% GFB + Private Bank
- 2011: 30% Early Stage, 5% GFB + Private Bank
- 2012: 30% Early Stage, 5% GFB + Private Bank
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- 2014: 30% Early Stage, 5% GFB + Private Bank
- 2015: 30% Early Stage, 5% GFB + Private Bank
- 2016: 30% Early Stage, 5% GFB + Private Bank
- 2017: 30% Early Stage, 5% GFB + Private Bank
- 2018: 30% Early Stage, 5% GFB + Private Bank
- 2019: 30% Early Stage, 5% GFB + Private Bank
- 2020: 30% Early Stage, 5% GFB + Private Bank
- 2021: 30% Early Stage, 5% GFB + Private Bank

### COVID-19 Pandemic
- 2000: 30% Early Stage, 5% GFB + Private Bank
- 2001: 30% Early Stage, 5% GFB + Private Bank
- 2002: 30% Early Stage, 5% GFB + Private Bank
- 2003: 30% Early Stage, 5% GFB + Private Bank
- 2004: 30% Early Stage, 5% GFB + Private Bank
- 2005: 30% Early Stage, 5% GFB + Private Bank
- 2006: 30% Early Stage, 5% GFB + Private Bank
- 2007: 30% Early Stage, 5% GFB + Private Bank
- 2008: 30% Early Stage, 5% GFB + Private Bank
- 2009: 30% Early Stage, 5% GFB + Private Bank
- 2010: 30% Early Stage, 5% GFB + Private Bank
- 2011: 30% Early Stage, 5% GFB + Private Bank
- 2012: 30% Early Stage, 5% GFB + Private Bank
- 2013: 30% Early Stage, 5% GFB + Private Bank
- 2014: 30% Early Stage, 5% GFB + Private Bank
- 2015: 30% Early Stage, 5% GFB + Private Bank
- 2016: 30% Early Stage, 5% GFB + Private Bank
- 2017: 30% Early Stage, 5% GFB + Private Bank
- 2018: 30% Early Stage, 5% GFB + Private Bank
- 2019: 30% Early Stage, 5% GFB + Private Bank
- 2020: 30% Early Stage, 5% GFB + Private Bank
- 2021: 30% Early Stage, 5% GFB + Private Bank

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.
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

Q1’21 potential fraud loss is an isolated event in our ~30 years of capital call lending

Global Fund Banking portfolio²

BY INVESTMENT STYLE

- VC funds
- Fund of Funds
- Growth
- Buyout
- Debt
- Other

BY INDUSTRY

- Technology
- Debt
- Consumer
- Industrial
- FinTech
- Life Sciences
- Natural Resources
- Infrastructure
- Energy
- Other

1. Based on period end loans at December 31, 2021. Capital call lines represent 97% of GFB portfolio.
2. Based on total GFB loan commitments (funded + unfunded) as of December 31, 2021.
High-quality and liquid investment portfolio

U.S. Treasuries and agency-backed securities make up 94% of fixed income portfolio

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

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Treasury securities</td>
<td>11.1</td>
<td>7.8</td>
<td>14.0</td>
<td>30.9</td>
<td>27.2</td>
</tr>
<tr>
<td>U.S. agency debentures</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agency-issued collateralized mortgage obligations – fixed rate</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agency-issued collateralized mortgage obligations – variable rate</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agency-issued residential mortgage-backed securities</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Managing for flexibility and positioning for higher rates (maintaining 2-2.5y hedge-adjusted AFS portfolio duration)

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

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Treasury securities</td>
<td>12.7</td>
<td>15.5</td>
<td>13.8</td>
<td>16.6</td>
<td>98.2</td>
</tr>
<tr>
<td>U.S. agency debentures</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agency-issued collateralized mortgage obligations – fixed rate</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agency-issued collateralized mortgage obligations – variable rate</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agency-issued residential mortgage-backed securities</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

---

* Equity securities in public companies are reported in available-for-sale securities in 2017. Upon the adoption of ASU 2016-01, Recognition and Measurement of Financial Assets and Financial Liabilities, on January 1, 2018, these equity securities are reported in non-marketable and other equity securities.
Supporting innovation around the world

2021 VC investment by market*

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

$364B AMERICAS
$127B EMEA
$178B APAC

Expanding our platform globally

- **U.K.**
  - 2004
  - London
  - Full-service branch (2012)

- **China**
  - 2005
  - Shanghai

- **Israel**
  - 2008
  - Tel Aviv
  - Business development

- **China Joint Venture**
  - 2012
  - SPD Silicon Valley Bank (JV)
  - Shanghai
  - Additional JV branches
  - Beijing (2017)
  - Shenzhen (2018)

- **Europe**
  - 2016
  - Ireland (2016)
  - Business development
  - Germany (2018)
  - Lending branch
  - Denmark (2019)
  - Business development

- **Canada**
  - 2019
  - Toronto (2019)
  - Lending branch
  - Vancouver (2020)
  - Business Development
  - Montréal (2021)
  - Business Development

* Source: PitchBook.
Industry-leading performance

Strong return on equity

RETURN ON EQUITY

<table>
<thead>
<tr>
<th>Year</th>
<th>SVB</th>
<th>Peer Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>12.4%</td>
<td>9.8%</td>
</tr>
<tr>
<td>2018</td>
<td>20.6%</td>
<td>12.8%</td>
</tr>
<tr>
<td>2019</td>
<td>20.0%</td>
<td>11.8%</td>
</tr>
<tr>
<td>2020</td>
<td>16.8%</td>
<td>8.3%</td>
</tr>
<tr>
<td>2021</td>
<td>17.1%</td>
<td>13.2%</td>
</tr>
</tbody>
</table>

Strong total shareholder return

TOTAL SHAREHOLDER RETURN AS OF 12/31/21

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. 2021 annualized average peer ROE includes 4 of 15 peers as of January 19, 2022.
2. Cumulative total return on $100 invested on 1/1/16 in stock or index. Includes reinvestment of dividends.
Strong, seasoned management team

Diverse experience and skills to help direct our growth

- **Dan Beck**  
  CHIEF FINANCIAL OFFICER  
  4 years at SVB

- **Marc Cadieux**  
  CHIEF CREDIT OFFICER  
  29 years at SVB

- **Anthony DeChellis**  
  CEO SVB PRIVATE BANK & WEALTH MANAGEMENT  
  <1 year at SVB

- **Chris Edmonds-Waters**  
  CHIEF HUMAN RESOURCES OFFICER  
  18 years at SVB

- **John Peters**  
  CHIEF AUDITOR  
  15 years at SVB

- **Greg Becker**  
  PRESIDENT AND CEO  
  SVB FINANCIAL GROUP  
  28 years at SVB

- **John China**  
  PRESIDENT OF SVB CAPITAL  
  25 years at SVB

- **Mike Descheneaux**  
  PRESIDENT  
  SILICON VALLEY BANK  
  16 years at SVB

- **Laura Izurieta**  
  CHIEF RISK OFFICER  
  5 years at SVB

- **Michael Zuckert**  
  GENERAL COUNSEL  
  7 years at SVB

- **Yvette Butler**  
  PRESIDENT OF SVB PRIVATE BANK & WEALTH MANAGEMENT  
  3 years at SVB

- **Phil Cox**  
  CHIEF OPERATIONS OFFICER  
  12 years at SVB

- **Michelle Draper**  
  CHIEF MARKETING OFFICER  
  8 years at SVB

- **Jeffrey Leerink**  
  CHIEF EXECUTIVE OFFICER  
  SVB LEERINK  
  3 years at SVB

- **Phil Cox**  
  CHIEF OPERATIONS OFFICER  
  12 years at SVB

**12 years average tenure at SVB**
Increasing diversity, equity and inclusion (“DEI”) at SVB
Embracing diverse perspectives and fostering a culture of belonging

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

2. Take a multipronged approach

3. Measure and communicate progress

Diversity at SVB*

<table>
<thead>
<tr>
<th>Gender (global)</th>
<th>Total Workforce</th>
<th>Senior Leaders</th>
<th>Board Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>Men</td>
<td>55%</td>
<td>Men 63%</td>
<td>Women 36%</td>
</tr>
<tr>
<td>Women</td>
<td>45%</td>
<td>Women 1%</td>
<td>Men 62%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Race &amp; Ethnicity (U.S.)</th>
<th>Total Workforce</th>
<th>Senior Leaders</th>
<th>Board Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>White</td>
<td>52%</td>
<td>64%</td>
<td>92%</td>
</tr>
<tr>
<td>Asian</td>
<td>6%</td>
<td>5%</td>
<td>8%</td>
</tr>
<tr>
<td>Hispanic/Latinx</td>
<td>8%</td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td>Black/African American</td>
<td>25%</td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>Two or more races</td>
<td>4%</td>
<td>2%</td>
<td></td>
</tr>
<tr>
<td>Native Hawaiian/Other Pacific Islander</td>
<td>1%</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td>American Indian/Alaska Native</td>
<td>4%</td>
<td>2%</td>
<td>8%</td>
</tr>
<tr>
<td>Not disclosed</td>
<td>1%</td>
<td>2%</td>
<td></td>
</tr>
</tbody>
</table>

* Workforce and senior leadership data is as of 6/30/2021. Board member data is as of 12/31/2021. 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.

Note: Refer to [www.svb.com/living-our-values/inclusion-diversity](http://www.svb.com/living-our-values/inclusion-diversity) for more information, including our DEI report, UK Gender Pay Report and EEO data. Website content/links are not a part of this presentation.

Q4 2021 Financial Highlights
**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 Q4 2021 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 Leerink Revenue** – Core fee income, from above, plus investment banking revenue and commissions.

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

**Tangible Common Equity ("TCE")** – Stockholders' equity less preferred stock and intangible assets, plus net deferred taxes on intangible assets.

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

**Other Measures**

**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 Private Bank assets under management.

**Private Bank Assets Under Management ("AUM")** – Consists of the Private Bank’s client investment accounts balances.

**Total Client Position ("TCP")** – Represents sum of Private Bank assets under management ("AUM"), and loans and deposits as reported in our segment reporting for SVB Private Bank.
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 and 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

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Definition</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACL</td>
<td>Allowance for credit losses</td>
</tr>
<tr>
<td>AFS</td>
<td>Available-for-sale</td>
</tr>
<tr>
<td>APAC</td>
<td>Asia-Pacific</td>
</tr>
<tr>
<td>API</td>
<td>Application programming interface</td>
</tr>
<tr>
<td>AUM</td>
<td>Assets under management</td>
</tr>
<tr>
<td>BKX</td>
<td>KBW Nasdaq Bank Index</td>
</tr>
<tr>
<td>BP</td>
<td>Boston Private</td>
</tr>
<tr>
<td>Bp</td>
<td>Basis point</td>
</tr>
<tr>
<td>BD&amp;T</td>
<td>Business development &amp; travel</td>
</tr>
<tr>
<td>C&amp;I</td>
<td>Commercial and industrial</td>
</tr>
<tr>
<td>CAGR</td>
<td>Compound annual growth rate</td>
</tr>
<tr>
<td>CFDF</td>
<td>Cash-flow dependent</td>
</tr>
<tr>
<td>CMBS</td>
<td>Commercial mortgage-backed security</td>
</tr>
<tr>
<td>CMO</td>
<td>Collateralized mortgage obligation</td>
</tr>
<tr>
<td>CorpFin</td>
<td>Corporate Finance</td>
</tr>
<tr>
<td>CRA</td>
<td>Community Reinvestment Act</td>
</tr>
<tr>
<td>CRE</td>
<td>Commercial Real Estate</td>
</tr>
<tr>
<td>DEI</td>
<td>Diversity, equity and inclusion</td>
</tr>
<tr>
<td>Dep</td>
<td>Dependent</td>
</tr>
<tr>
<td>EEO</td>
<td>Equal employment opportunity</td>
</tr>
<tr>
<td>EMEA</td>
<td>Europe, the Middle East and Africa</td>
</tr>
<tr>
<td>EOP</td>
<td>End of period</td>
</tr>
<tr>
<td>Ex</td>
<td>Excluding</td>
</tr>
<tr>
<td>EPS</td>
<td>Earnings per share</td>
</tr>
<tr>
<td>ESG</td>
<td>Environmental, Social and Governance</td>
</tr>
<tr>
<td>FHLB</td>
<td>Federal Home Loan Bank</td>
</tr>
<tr>
<td>FRB</td>
<td>Federal Reserve Board</td>
</tr>
<tr>
<td>FTE</td>
<td>Full-time employee</td>
</tr>
<tr>
<td>FX</td>
<td>Foreign exchange</td>
</tr>
<tr>
<td>FY</td>
<td>Full year</td>
</tr>
<tr>
<td>GFB</td>
<td>Global Fund Banking</td>
</tr>
<tr>
<td>HC</td>
<td>Healthcare</td>
</tr>
<tr>
<td>HNW/UHNW</td>
<td>High net worth, ultra high net worth</td>
</tr>
<tr>
<td>HTM</td>
<td>Held-to-maturity</td>
</tr>
<tr>
<td>ID</td>
<td>Investor dependent</td>
</tr>
<tr>
<td>IPO</td>
<td>Initial public offering</td>
</tr>
<tr>
<td>JV</td>
<td>Joint venture</td>
</tr>
<tr>
<td>LIHTC</td>
<td>Low income housing tax credit funds</td>
</tr>
<tr>
<td>LMI</td>
<td>Low- and moderate-income</td>
</tr>
<tr>
<td>LOC</td>
<td>Letter of credit</td>
</tr>
<tr>
<td>LP</td>
<td>Limited partner</td>
</tr>
<tr>
<td>LS</td>
<td>Life science</td>
</tr>
<tr>
<td>M&amp;A</td>
<td>Merger &amp; acquisition</td>
</tr>
<tr>
<td>MBS</td>
<td>Mortgage-backed security</td>
</tr>
<tr>
<td>Munis</td>
<td>Municipal bonds</td>
</tr>
<tr>
<td>NCI</td>
<td>Non-controlling interests</td>
</tr>
<tr>
<td>NCO</td>
<td>Net charge-off</td>
</tr>
<tr>
<td>NII</td>
<td>Net interest income</td>
</tr>
<tr>
<td>NIM</td>
<td>Net interest margin</td>
</tr>
<tr>
<td>NPL</td>
<td>Non-performing loan</td>
</tr>
<tr>
<td>OBS</td>
<td>Off-balance sheet</td>
</tr>
<tr>
<td>OCI</td>
<td>Other comprehensive income</td>
</tr>
<tr>
<td>PBWM</td>
<td>Private bank wealth management</td>
</tr>
<tr>
<td>PCD</td>
<td>Purchased credit deteriorated</td>
</tr>
<tr>
<td>PE</td>
<td>Private equity</td>
</tr>
<tr>
<td>QoQ</td>
<td>Quarter over quarter</td>
</tr>
<tr>
<td>Repo</td>
<td>Repurchase agreement</td>
</tr>
<tr>
<td>ROE</td>
<td>Return on equity</td>
</tr>
<tr>
<td>SBA PPP</td>
<td>Small Business Administration Paycheck Protection Program</td>
</tr>
<tr>
<td>SEC</td>
<td>Securities &amp; Exchange Commission</td>
</tr>
<tr>
<td>SLBO</td>
<td>Sponsor-led buyout</td>
</tr>
<tr>
<td>SPAC</td>
<td>Special purpose acquisition company</td>
</tr>
<tr>
<td>SPD</td>
<td>Shanghai Pudong Development Bank</td>
</tr>
<tr>
<td>SVBFG</td>
<td>SVB Financial Group</td>
</tr>
<tr>
<td>TCE</td>
<td>Tangible common equity</td>
</tr>
<tr>
<td>TCP</td>
<td>Total client position</td>
</tr>
<tr>
<td>Tech</td>
<td>Technology</td>
</tr>
<tr>
<td>UST</td>
<td>U.S. Treasury security</td>
</tr>
<tr>
<td>VC</td>
<td>Venture capital</td>
</tr>
<tr>
<td>WM&amp;T</td>
<td>Wealth management and trust</td>
</tr>
<tr>
<td>YoY</td>
<td>Year over year</td>
</tr>
</tbody>
</table>
Non-GAAP reconciliations
## Non-GAAP reconciliation

### Core Fee Income and Tangible Common Equity

<table>
<thead>
<tr>
<th>Non-GAAP core fee income (dollars in millions)</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP noninterest income</td>
<td>557</td>
<td>745</td>
<td>1,221</td>
<td>1,840</td>
<td>2,738</td>
</tr>
<tr>
<td>Less: gains on investment securities, net</td>
<td>65</td>
<td>88</td>
<td>135</td>
<td>421</td>
<td>761</td>
</tr>
<tr>
<td>Less: net gains on equity warrant assets</td>
<td>54</td>
<td>89</td>
<td>138</td>
<td>237</td>
<td>560</td>
</tr>
<tr>
<td>Less: other noninterest income</td>
<td>59</td>
<td>52</td>
<td>55</td>
<td>98</td>
<td>128</td>
</tr>
<tr>
<td>Non-GAAP core fee income plus SVB Leerink revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment banking revenue</td>
<td>—</td>
<td>—</td>
<td>195</td>
<td>414</td>
<td>459</td>
</tr>
<tr>
<td>Commissions</td>
<td>—</td>
<td>—</td>
<td>56</td>
<td>67</td>
<td>79</td>
</tr>
<tr>
<td>Less: total non-GAAP SVB Leerink revenue</td>
<td>—</td>
<td>—</td>
<td>251</td>
<td>481</td>
<td>538</td>
</tr>
<tr>
<td>Non-GAAP core fee income</td>
<td>379</td>
<td>516</td>
<td>893</td>
<td>1,084</td>
<td>1,289</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Non-GAAP tangible common equity (dollars in millions)</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP SVBFG stockholders’ equity</td>
<td>4,180</td>
<td>5,116</td>
<td>6,470</td>
<td>8,220</td>
<td>16,236</td>
</tr>
<tr>
<td>Less: Preferred Stock</td>
<td>—</td>
<td>—</td>
<td>340</td>
<td>340</td>
<td>3,646</td>
</tr>
<tr>
<td>Less: intangible assets</td>
<td>—</td>
<td>—</td>
<td>187</td>
<td>204</td>
<td>535</td>
</tr>
<tr>
<td>Plus: net deferred taxes on intangible assets</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>26</td>
</tr>
<tr>
<td>Tangible common equity</td>
<td>4,189</td>
<td>5,116</td>
<td>5,943</td>
<td>7,676</td>
<td>12,081</td>
</tr>
</tbody>
</table>

See “Use of non-GAAP Financial Measures” in our Q4 2021 Earnings Release for more information.
Important information regarding forward-looking statements and use of non-GAAP financial measures

The Company’s financial results for 2021 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 conditions, 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 are based on assumptions and represent our management’s judgment about future events that are subject to significant uncertainties, there is a risk that actual results may differ, possibly materially, 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 IPO, secondary offering, SPAC fundraising, M&A and financing activity levels) and the associated impact on us (including effects on client demand for our commercial and investment banking and other financial services, as well as on the valuations of our investments); the COVID-19 pandemic and its effects on the economic and business environments in which we operate, 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 portfolio; 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 held 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 and expansion of our private banking business and the growth and expansion of SVB Leerink, including entry into the technology investment banking sector; 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.

The operating and economic environment during the fourth quarter continued to be impacted by the COVID-19 pandemic, including the emergence of the Omicron variant. Statements about the effects of the COVID-19 pandemic on our business, operations, financial performance and prospects may constitute forward-looking statements and are subject to the risk that the actual impacts may differ, possibly materially, from what is reflected in those forward-looking statements.

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

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 plus non-GAAP SVB Leerink revenue, non-GAAP net gains on investment securities, non-GAAP non-marketable and other equity 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 non-controlling 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 financial results to prior periods. We believe these measures are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in our industry. However, these non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, net income or other financial measures prepared in accordance with GAAP. Under the “Use of Non-GAAP Financial Measures” section in our latest earnings release filed as an exhibit to our Form 8-K on January 20, 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 Financial Group

For nearly 40 years, SVB Financial Group (NASDAQ: SIVB) and its subsidiaries have helped innovative companies and their investors move bold ideas forward, fast. SVB Financial Group’s businesses, including Silicon Valley Bank, offer commercial, investment and private banking, asset management, private wealth management, brokerage and investment services and funds management services to companies in the technology, life science and healthcare, private equity and venture capital, and premium wine industries. Headquartered in Santa Clara, California, SVB Financial Group operates in centers of innovation around the world. Learn more at [www.svb.com](http://www.svb.com).
Investor Relations

3005 Tasman Drive Santa Clara, CA 95054
T 408 654 7400
ir@svb.com

Find SVB on LinkedIn, Facebook and Twitter