



Q2 2022 Financial Highlights

July 21, 2022

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This presentation should be reviewed with our Q2 2022 Earnings Release and Q2 2022 CEO Letter, as well as the company's SEC filings.

Snapshot and current environment

Q2'22 snapshot: Continued market volatility and shifting economic conditions

Financial highlights

EPS: \$5.60	Net Income: \$333M	ROE: 10.87%
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Q2'22 performance

+/- changes are vs. Q1'22

\$387B

-3%

Average client funds

-\$18.2B period-end

Includes **\$192B** (+1%)

Average deposits

-\$10.2B period-end

\$149M

+26%

SVB Securities revenue^{2,3}

\$69B

+3%

Average loans

+\$2.3B period-end

\$1.2B

+8%

Net interest income¹

\$286M

+24%

Core fee income²

-\$120M

-\$250M

Warrant gains and investment losses net of NCI²

\$35M of these losses were offset by gains on hedges (gains included in other noninterest income)

Includes **\$40M** downward adjustment for illiquid investments and current market volatility

\$196M

+\$185M

Provision for credit losses

Includes **\$84M** from increasing Moody's downside scenario weighting

\$16M merger-related charges

(\$1.74)
Impact to EPS



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 Q2 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.

3. Represents investment banking revenue and commissions.

Q2'22 highlights

1. **Client funds net outflows** despite strong client acquisition, as continued public market volatility slowed public and private fundraising across all stages while client burn rates increased
2. **Investment markdowns** as market volatility pressured public and private valuations; warrant gains and investment losses net of NCI* included \$40M downward adjustment for illiquid investments
3. **Higher provision driven by increased recession risk**, loan growth and potential emerging pressure from market volatility; net charge-offs and nonperforming loans overall remained low
4. **Healthy loan growth** driven by GFB capital call and Technology and Life Science/Healthcare borrowing
5. **Strong, but moderating NII growth** as higher rates improved loan and securities yields while client funds net outflows pressured balance sheet growth
6. **Proactive interest rate risk management** to navigate volatile markets: benefitted from protections against rising rates – now focused on reducing downrate sensitivity
7. **Robust core fee income* growth** as Fed rate hikes drove improved client investment fee margin
8. **Improved SVB Securities revenue*** supported by hiring and investment over the past year to grow Technology, Healthcare Services and HealthTech practices
9. **Lowering 2022 revenue and expense outlook** to reflect challenging operating environment
10. **Remain confident** in the long-term growth opportunity of the innovation economy; well-positioned to support our clients and navigate challenging market conditions



* Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q2 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.

Lowering FY'22 revenue outlook due to market conditions

FY'22 outlook considerations

- Lowering FY'22 revenue outlook as persistent public market volatility slows client liquidity events at all stages, challenging near-term balance sheet growth, partially offset by the benefit of May and June rate hikes
- FY'22 NCO outlook unchanged, but expect higher NCOs in 2H'22 vs. 1H'22 as recession risk increases
- Continue to invest in our strategic priorities to drive and support long-term scalable growth, but moderating pace of investment

Note: Outlook excludes impact of potential changes related to interest rates, adverse developments with respect to U.S. or global economic or geopolitical conditions, and regulatory/policy changes under the current U.S. government administration

Business driver	FY'21 results	4/21/22 outlook FY'22 vs. FY'21	7/21/22 outlook FY'22 vs. FY'21
Average loans	\$54.5B	Mid 30s % growth	High 20s % growth
Average deposits	\$147.9B	Low 40s % growth	High 20s % growth
Net interest income ¹	\$3,179M	Low 50s % growth	Mid 40s % growth
Net interest margin	2.02%	2.10-2.20%	2.15-2.25%
Net loan charge-offs	0.21%	0.15–0.35%	0.15–0.35%
Core fee income ^{2, 3}	\$751M	Mid 40s % growth	Mid 50s % growth
SVB Securities revenue ^{2, 4}	\$538M	\$500–550M	\$460-500M
Noninterest expense excluding merger-related charges ⁵	\$2,941M	High 20s % growth	Low 20s % growth
Effective tax rate	26.2%	25–27%	25–27%

Note: Actual results may differ. For additional information about our financial outlook, please refer to our Q2 2022 Earnings Release and Q2 2022 CEO Letter.

1. NII is presented on a fully taxable equivalent basis, while NII guidance excludes fully taxable equivalent adjustments.

2. Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q2 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.

3. Excludes SVB Securities revenue.

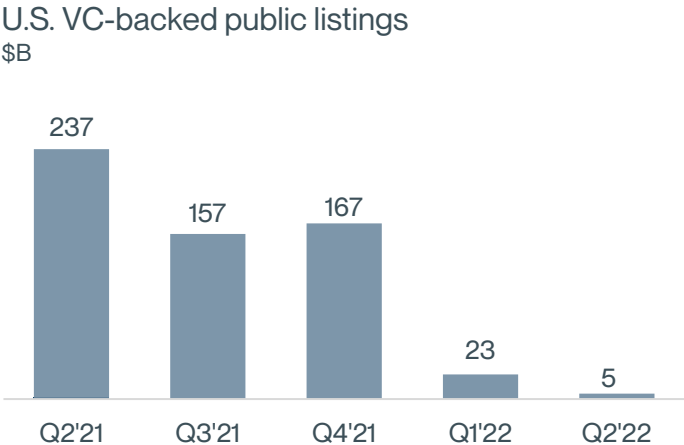
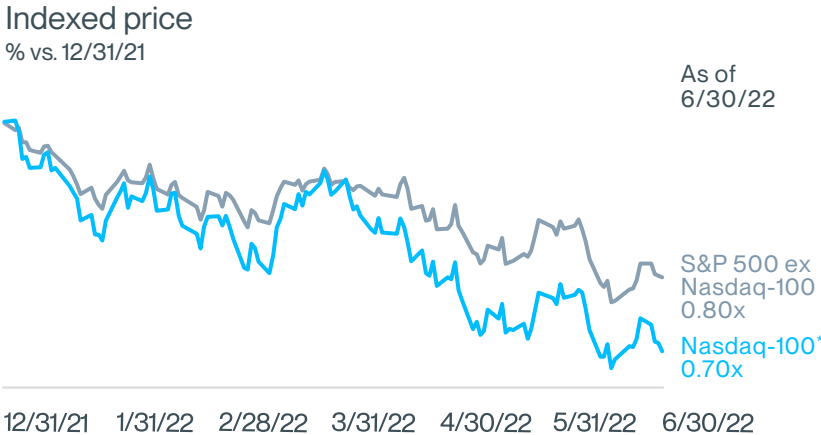
4. Represents investment banking revenue and commissions.

5. Excludes pre-tax merger-related charges (\$32M incurred in 1H'22 and estimated \$5-10M in 2H'22).

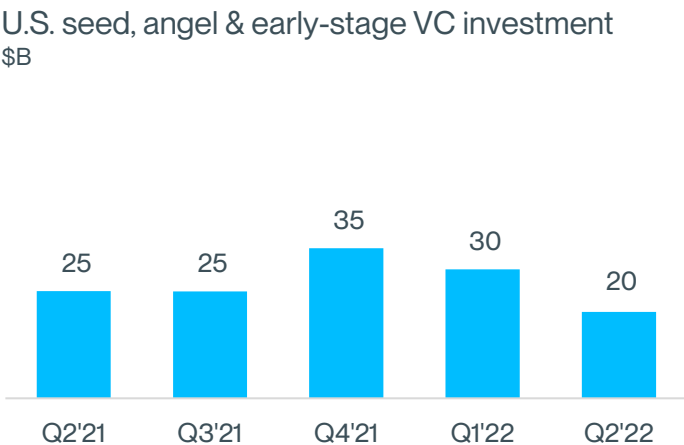
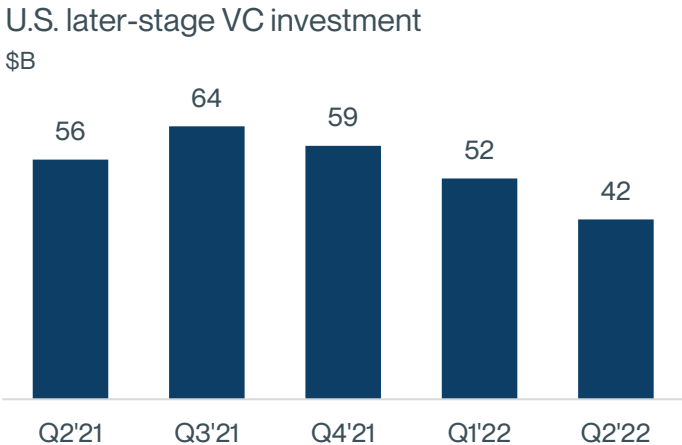


Persistent public market volatility further pressured VC investment and exits, reducing client funds inflows

IPO window remained closed as public markets continued to decline



Public equity valuation correction impacted VC deal activity across stages (-24% QoQ)



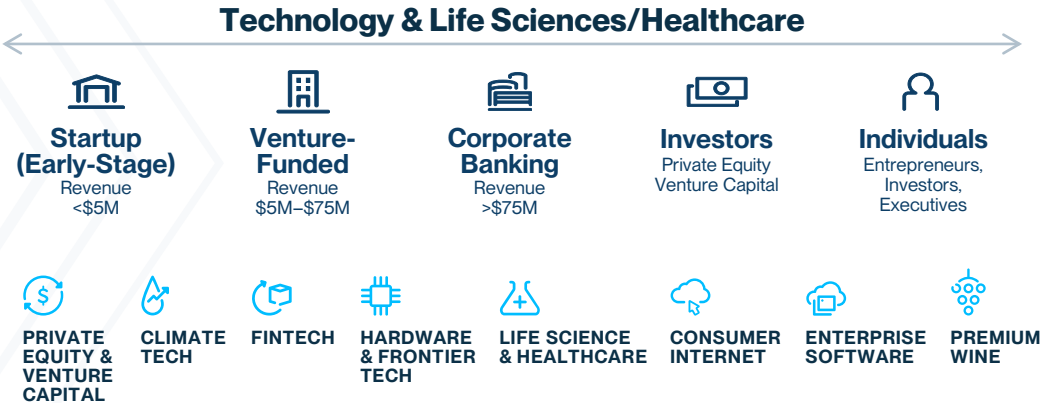
Note: VC and public listing data sourced from PitchBook. Investment data has been updated with PitchBook’s proprietary back-end data set and filters which has resulted in prior period revisions.
* Nasdaq 100 Index used as a proxy for technology markets.

Well-positioned to support our clients and navigate challenging market conditions

	Trusted partner	<ul style="list-style-type: none">• Nearly 40 years serving innovation clients• Active partnership with our clients to promote better outcomes
	Robust, resilient markets	<ul style="list-style-type: none">• Innovation drives long-term economic growth
	Diversified revenue streams	<ul style="list-style-type: none">• Investments to deepen and expand our business to meet clients' needs help drive earnings through rate and economic cycles
	Unique client funds franchise	<ul style="list-style-type: none">• Robust liquidity solutions with on- vs. off-balance sheet flexibility to meet clients' needs and optimize pricing and mix
	Strong credit and asset quality	<ul style="list-style-type: none">• Long track record of strong underwriting and resilient credit performance• 87% of assets in high-quality investments and low credit loss experience lending*
	Strong capital and liquidity	<ul style="list-style-type: none">• Strong foundation to manage shifting economic conditions while investing in our business
	Proven experience	<ul style="list-style-type: none">• Deep bench of recession-tested leaders supported by strong global team

Trusted financial partner of the global innovation economy

For nearly 40 years, we have helped the world’s most innovative companies, their people and investors **achieve their ambitious goals**



We bank:

Nearly **half**

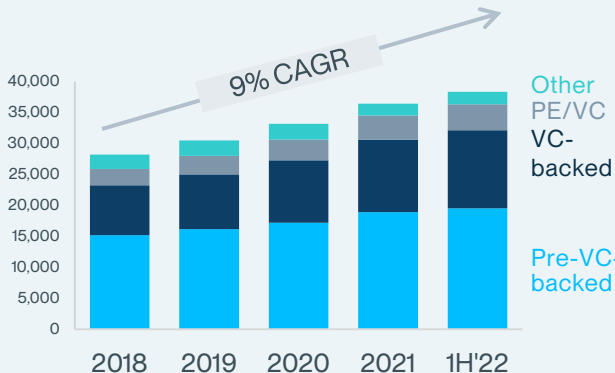
1H’22 U.S. venture-backed technology and life science companies*

52%

1H’22 U.S. venture-backed technology and healthcare IPOs*

* Source: PitchBook and SVB analysis.

SVB commercial client count ~1,700 new clients in Q2’22



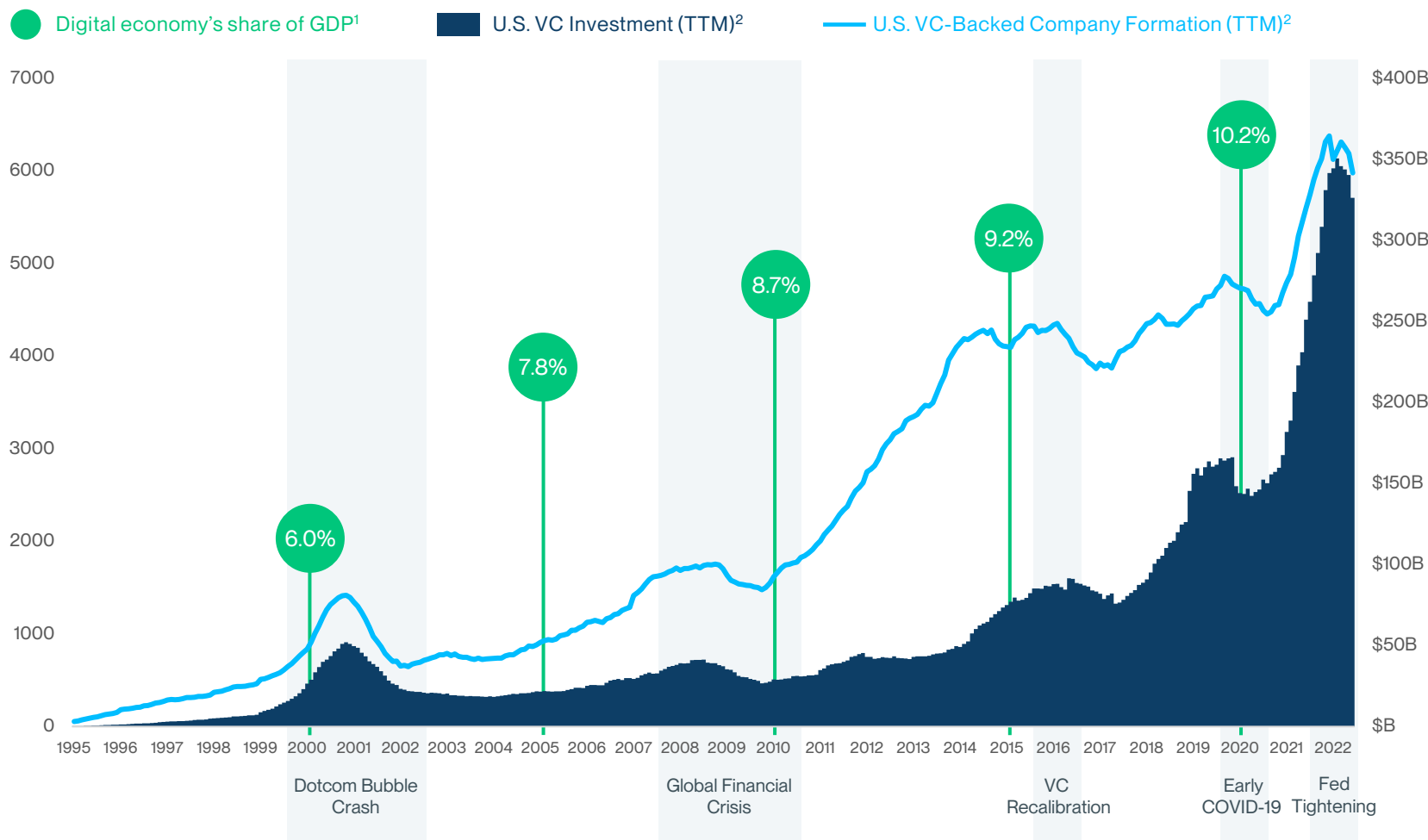
Unparalleled access, connections and insights to **increase our clients’ probability of success**



Delivering the combined power of our four core businesses to meet clients’ needs at all stages

Resilient markets: Innovation drives economic growth

U.S. VC investment, company formation and the Digital Economy's share of GDP



Long-term tailwinds supporting the innovation economy remain intact

- The innovation economy grew at **2.4x** the rate of the overall U.S. economy between 2000-2020¹, and COVID-19 has since accelerated digital adoption

Great companies are founded across business cycles

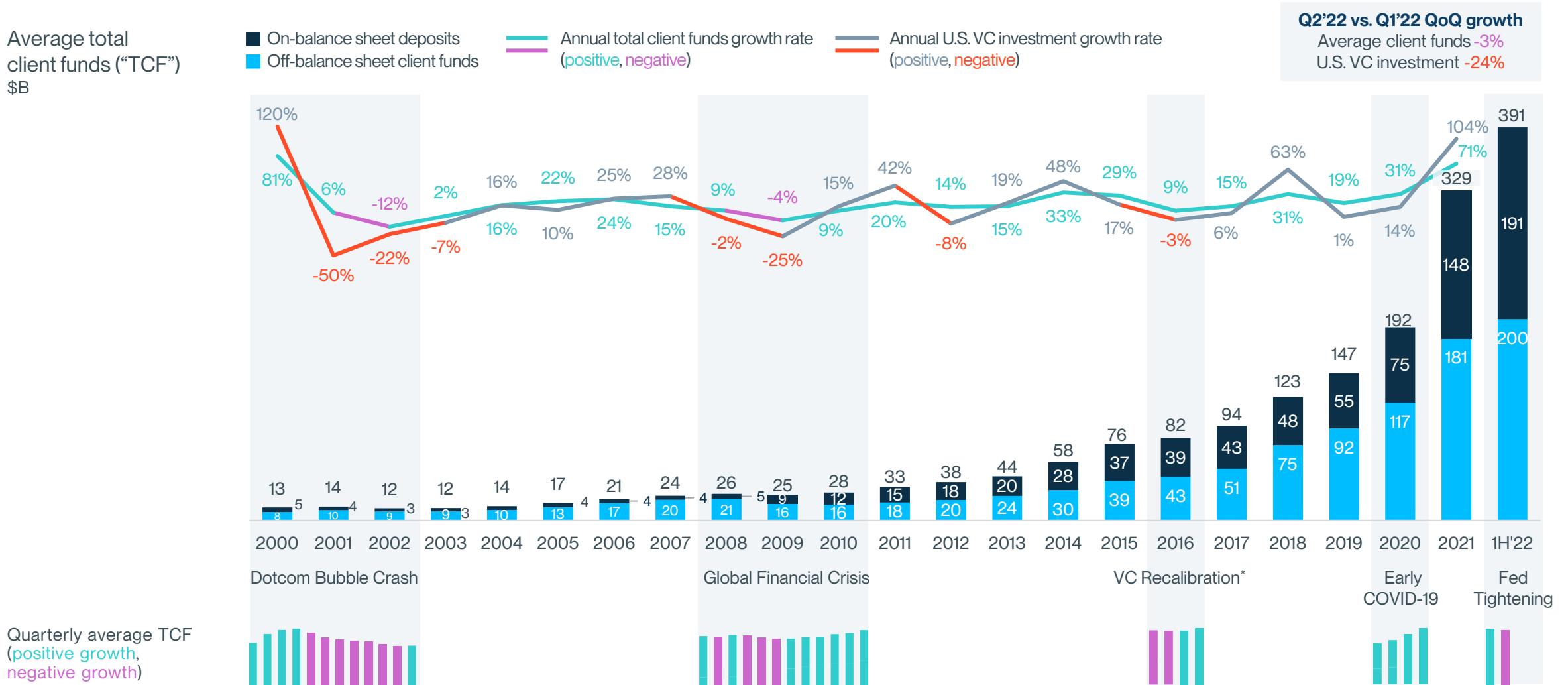
- 121** unicorns were founded during the Global Financial Crisis and **63** during the VC recalibration³

The innovation economy is better-positioned today to weather a downturn than in past cycles

- The innovation economy was **3.5x** larger in 2020 than 2000¹
- PE and VC firms globally have **\$2.4T** dry powder to invest, **8x** more than in 2000⁴

Robust client funds growth over the long term

Annual average total client funds have only declined 2x since 2000 – client funds quickly rebounded in past downturns



Unique client funds franchise

Robust liquidity solutions,
on- and off-balance sheet

40+

liquidity management products
to meet clients' needs

Diversified sources
of client funds from
high-growth markets

Client niche¹:

Early stage technology

Technology

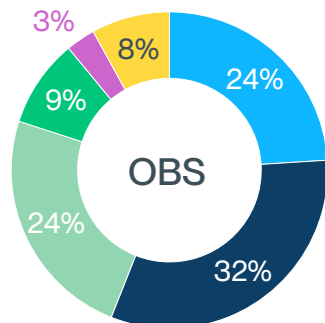
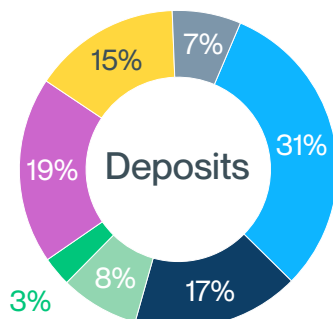
Early stage life science/
healthcare

Life science/
healthcare

International²

U.S. Global
Fund Banking

Private Bank



Note: All figures as of June 30, 2022.

1. Represents management view of client niches.

2. International balances do not tie to regulatory definitions for foreign exposure. Includes clients across all client niches and life stages, with International Global Fund Banking representing 3% of total client funds.

3. Based on deposit rates and total deposit balances at June 30, 2022.



Flexibility to support deposits and optimize pricing and mix

Flexible liquidity solutions +
substantial OBS balances
to support deposits

\$188B

Deposits

\$191B

OBS client funds

Low cost
funding mix

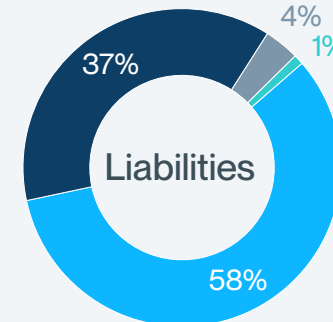
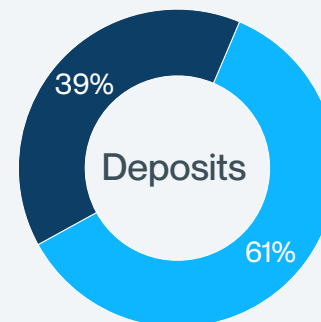
Funding source:

Noninterest-bearing
deposits

Interest-bearing
deposits

Borrowings

Other liabilities



28 bps

weighted average spot
deposit rate at 6/30/22³

60%

Modeled interest-
bearing deposit beta

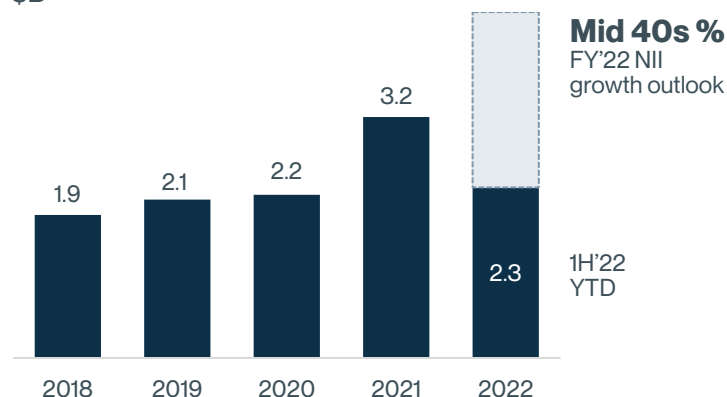
55-60%

Expected noninterest-
bearing share of total
deposits by 12/31/22

Diversification supports growth and profitability

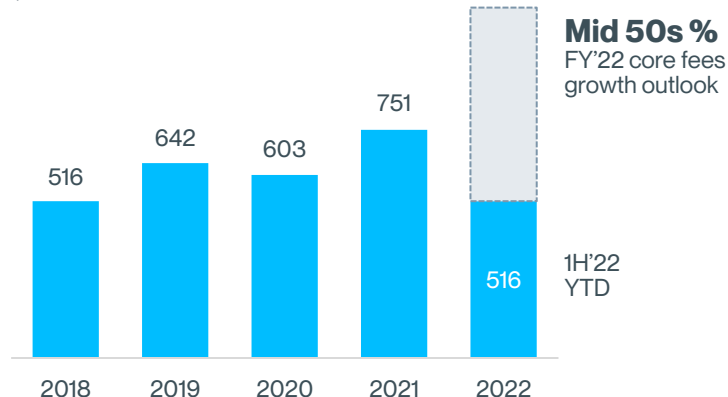
\$2.3B

Net interest income¹
\$B



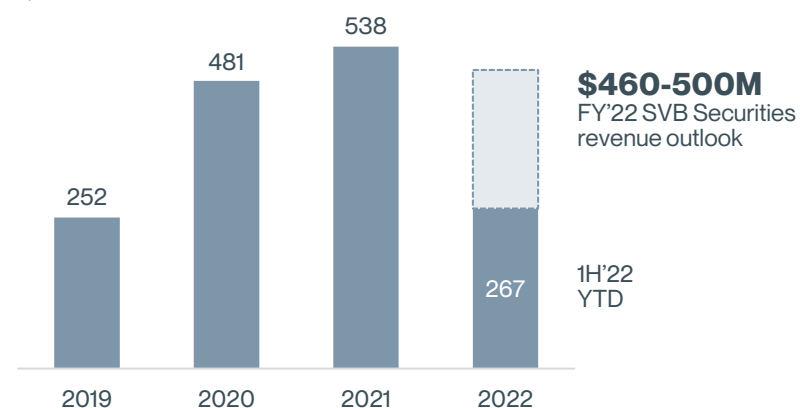
\$516M

Core fees²
\$M



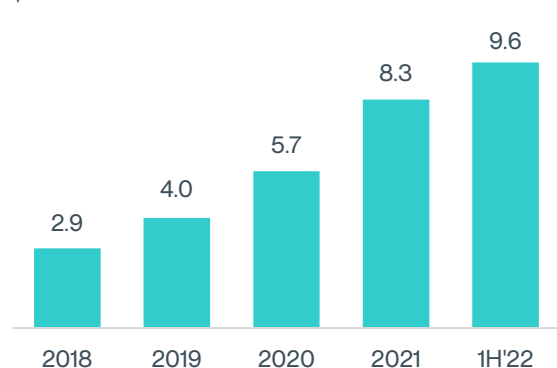
\$267M

SVB Securities revenue²
\$M



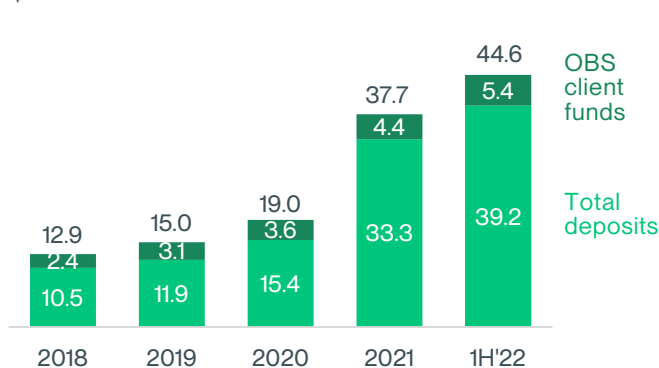
\$10B | 14% of total loans

International average loans
\$B



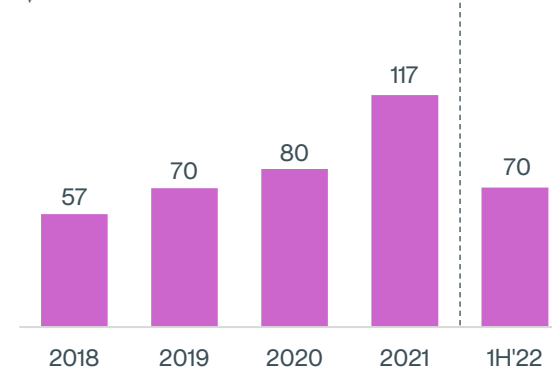
\$45B | 11% of total client funds

International average total client funds
\$B



\$70M | 14% of total core fees²

International core fee income
\$M



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.

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 Q2 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.



Significant potential revenue upside if rates continue to increase

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

NII increase assuming static balance sheet

+ ~\$75-90M¹

Estimated increase in annualized pre-tax client investment fees for each 25 bp increase in short-term rates²:

Client investment fees

+ ~\$20-40M

Client investment fee margin

+ 1-2 bps

Navigating changing rates: shifting focus to managing downrate sensitivity

Past actions to manage AOCI risk helped support TBV as rates increased

\$11B

Receive-floating AFS fair value hedges added in 2021

Low

% of fixed-income securities held in AFS

Higher rates and increased recession risk presented opportunity to capture gains and reduce asset sensitivity

Monetized AFS fair value hedges

\$49M

Net pre-tax realized gains in **Q1'22** noninterest income from unwind of **\$5B** AFS hedges (at a **\$204M** gain) and sale of related securities

\$313M

Pre-tax locked-in gains from unwind of remaining **\$6B** AFS hedges in **July 2022** (to be amortized into interest income over the life of the related securities, ~7 years)

Adding loan floors

\$48B

Loans with embedded floors as of 6/30/22

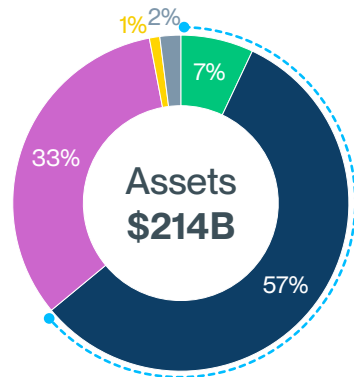
1. Equivalent to +6.8% NII sensitivity for the expected 12-month impact of a +100 bp rate shock on net interest income. Management's sensitivity analysis is based on a static balance sheet, in size and composition, as of June 30, 2022 and is subject to assumptions, including a 60% beta on interest-bearing deposits and an instantaneous and sustained parallel shift in rates. Actual results may differ.

2. Based on Q2'22 off-balance sheet client investment fund average balances.

High-quality, liquid balance sheet

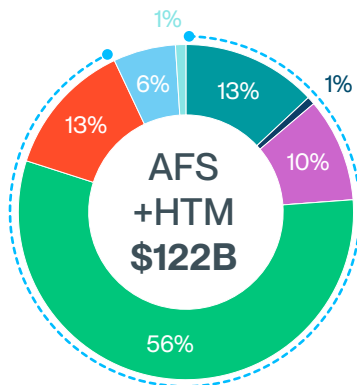
64% of assets in cash and fixed income securities

- Cash
- Fixed Income Securities
- Net Loans
- Non-marketable Securities
- Other



93% of fixed income portfolio in U.S. Treasuries and securities issued by government-sponsored enterprises

- U.S. Treasury Securities
- U.S. Agency Debentures
- Agency CMOs – Fixed Rate
- Agency RMBS
- Agency CMBS
- Municipal Bonds
- Corporate Bonds



Ample liquidity + flexibility to manage liquidity position

Targeting Fed cash at **4-6%** of total deposits (**\$7-11B**)*

Levers to support liquidity

Securities cashflows

\$2-3B

estimated securities paydowns/quarter in 2H'22

Flexible on- vs. off-balance sheet liquidity solutions and deposit pricing strategies

\$191B

OBS client funds to help support on-balance sheet deposits

60%

Modeled interest-bearing deposit beta

Borrowing capacity

\$42B

contingent liquidity (FHLB, Repo and FRB)

\$73B

unpledged securities

High-quality loan portfolio: 71% of loans in low credit loss experience classes

Closely monitoring portfolio given increased recession risk



Expect continued strong credit performance

57%

Global Fund Banking

- Primarily PE/VC capital call lines of credit secured by LP capital commitments
- Only 1 net loss since inception

Low credit loss experience classes

14%

Private Bank

- Primarily low LTV mortgages to innovation economy influencers and legacy Boston Private high net worth clients

Watching segment-specific risks

1%

Premium Wine

- Loans to premium wine producers and vineyards
- Typically secured by high-quality real estate with low LTVs

2%

Other C&I

- Working capital, revolving lines of credit and term loans to non-innovation companies and non-profits

4%

CRE

- Acquisition financing for CRE properties
- Well-margined collateral

3%

Cash Flow Dependent – Sponsor-Led Buyout

- Loans to facilitate PE Sponsors' acquisition of businesses
- Reasonable leverage and meaningful financial covenants

Larger loan sizes may introduce greater volatility in credit metrics

More sensitive to challenging fundraising environment

11%

Innovation C&I

- Cash flow or balance sheet dependent loans to innovation companies

6%

Growth Stage

- Loans to mid-stage and later-stage innovation companies with over \$5M in revenues

2%

Early Stage

- Loans to development-stage innovation companies with \$0-5M in revenues
- Historically has produced the most losses

Larger loan sizes may introduce greater volatility in credit metrics

Repayment dependent on borrower's ability to fundraise or exit

Clients generally have stronger balance sheets vs. previous cycles from record fundraising activity in 2020-2021

Note: Percentages indicate percent of total loans as of 6/30/22

Loans **only 33%** of total assets



We've successfully navigated economic cycles before

Proven leadership supported by strong global team

14 years

Executive management average tenure at SVB

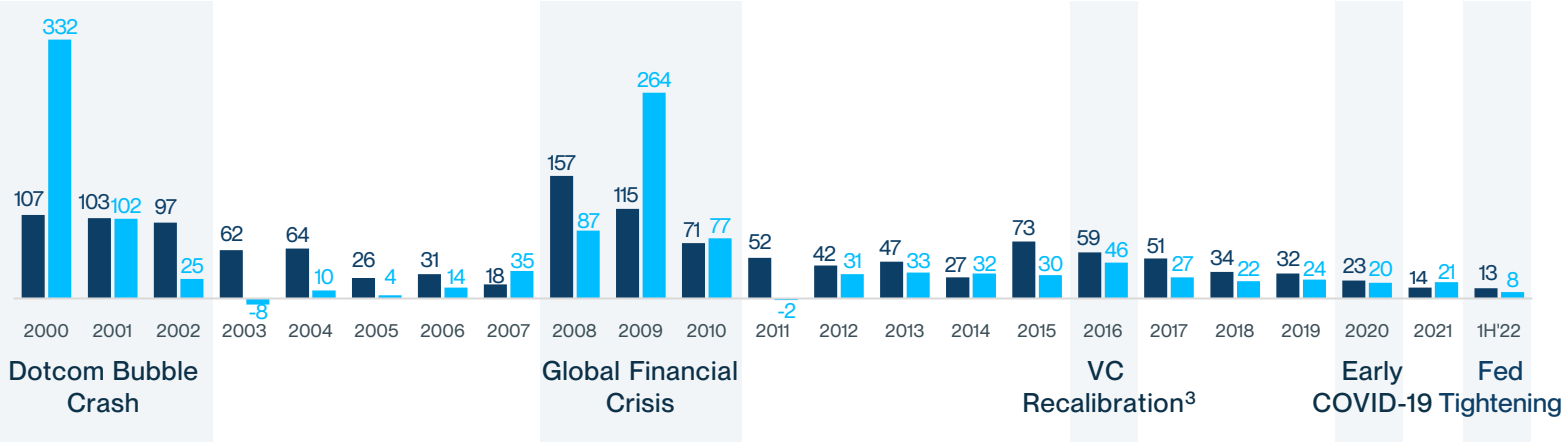
24 years

Credit leadership average tenure at SVB



Long history of strong, resilient credit and the risk profile of our loan portfolio has improved over time

Non-performing loans (NPLs¹) & net charge-offs (NCOs²)
Bps



Improved loan mix
% of period-end total loans

2000	2009	6/30/22
30% Early Stage	11% Early Stage	2% Early Stage
5% GFB + Private Bank	30% GFB + Private Bank	71% 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 (annualized).
3. Pullback in VC investment.

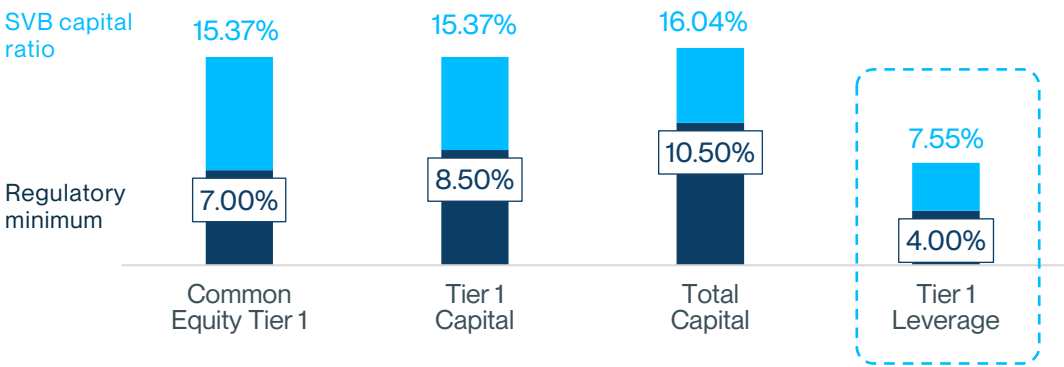
Strong capital position with multiple levers to support capital ratios

Targeting 7-8% Bank Tier 1 leverage

Q2'22 Bank capital ratio drivers

- \$750M downstream of SVBFG liquidity from April senior notes issuance
- Strong earnings
- Increase in the allowance for credit losses
- Moderating average balance sheet growth

Silicon Valley Bank capital ratios*
As of 6/30/22



Levers to support capital ratios

Strong profitability

13.08%
1H'22 ROE

SVBFG liquidity

\$2B
6/30/22 SVBFG liquidity, a portion of which can be downstreamed to Bank as capital

Capital markets activity

YTD new issuances
\$800M
Senior notes



* Ratios as of June 30, 2022 are preliminary.

Continue to invest for the long term, but moderating pace of investment

Lowering FY'22 expense growth outlook to low 20s % excluding merger-related charges

Strategic priorities to drive and support long-term scalable growth

Enhance client experience



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

Drive revenue growth



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

Improve employee enablement



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

Enhance risk management



- Large Financial Institution regulatory requirements*
- Data foundation
- Cybersecurity
- U.K. subsidiarization requirements



* Became subject to Category IV requirements in 2021. 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.

Long-term growth opportunity remains attractive despite near-term challenges

The near-term environment will likely be challenging for the innovation sector

Market corrections are normal and necessary, and can help return the innovation economy to a more sustainable long-term growth trajectory

Our clients and markets are better-positioned today to weather a downturn than in previous cycles and have recovered quickly in the past

SVB is stronger and better-positioned than at any time in our history to support our clients and navigate volatile markets



This is our time to cement relationships and demonstrate to clients our commitment to partnership as we have in past cycles

We remain confident in our strategy: the growth trajectory of the innovation economy will continue to outpace other industries over the long-term

Performance detail and outlook drivers

Key external variables to our forecast

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

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

Total client funds declined as prolonged public market volatility reduced client liquidity events while burn rates increased

Lowering FY'22 average deposit growth outlook to high 20s % due to slowing fundraising and exits

Q2'22 activity

- Total client funds declined (average -3%, EOP -5%) despite continued strong client acquisition as public markets remained shut and private fundraising slowed across all stages, while client burn rates increased
- Total cost of deposits +11 bps as deposit rates and share of interest-bearing deposits increased given higher rate environment

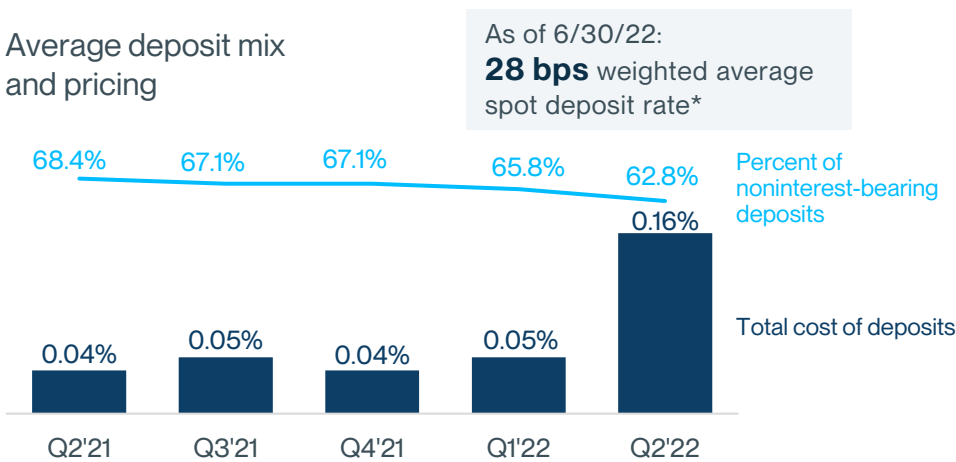
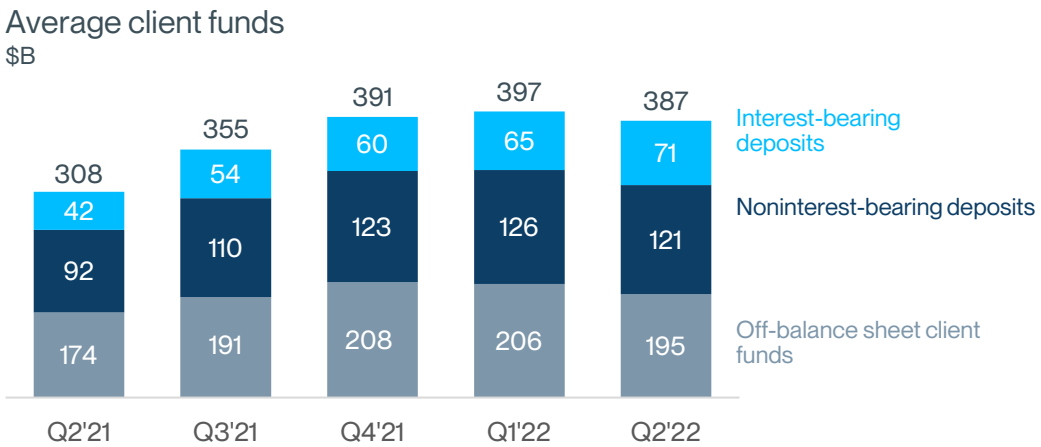
2H'22 considerations

Expect declining deposit balances:

- **Pressured public and private markets**
Reduces client funds inflows from fundraising and exit events
- **Higher rate environment**
Increased demand for yield off-balance sheet
- **China policy changes**
Slows investment in Chinese companies
- + **Robust liquidity solutions and substantial OBS balances**
Provide flexibility to support on-balance sheet deposit balances
- + **Slowing burn rates**
As clients conserve cash

Expect higher cost of deposits:

- + **Higher cost of interest-bearing deposits**
NII sensitivity model assumes 60% beta on interest-bearing deposits, consistent with our experience over the 2015-2018 rising rate cycle
- + **Increased demand for interest-bearing products**
Expect noninterest-bearing share of total deposits to decline to ~55-60% by 12/31/22



Reduced securities purchases as deposits declined; higher rates drove improved yields

Q2'22 activity

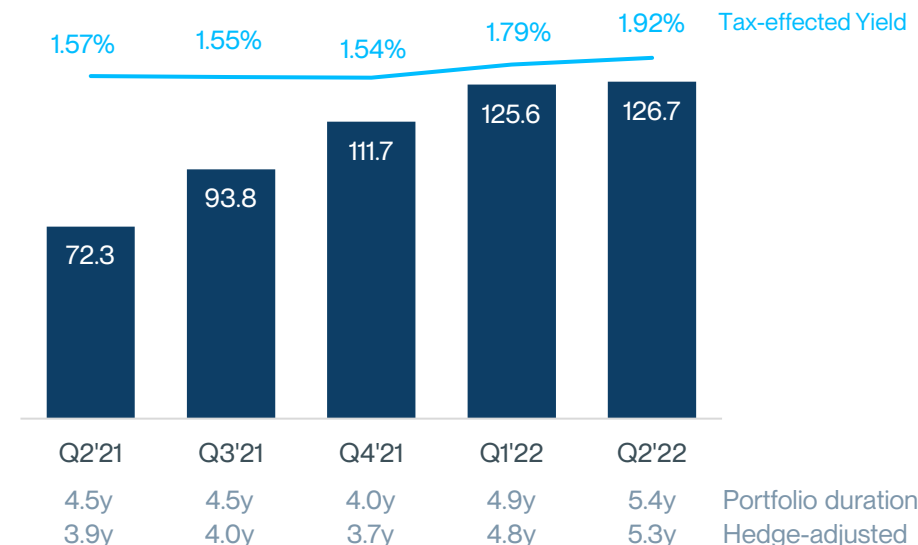
- \$5.0B purchases (primarily USTs and agency MBS in AFS) at 2.82% w.a. yield/3.8y w.a. duration vs. \$3.6B paydowns at 1.81% and \$3.4B sale of USTs at 2.66%/\$1M net loss
- Portfolio yield +13 bps as higher rates slowed estimated prepayment speeds, reducing premium amortization expense

2H'22 considerations

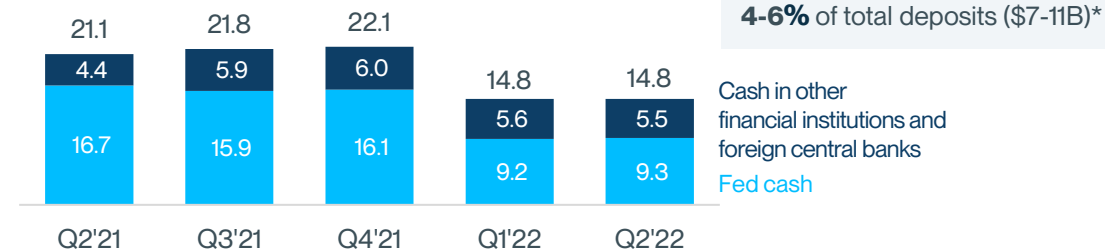
- Limited new securities purchases and reinvestment of paydowns (estimated \$2-3B paydowns/quarter)
- Expect FY'22 portfolio yield ~1.75-1.85%:

- Premium amortization expense**
 From prepayments of securities purchased at a premium
 If 10-year UST falls below 2.50%, expect an in-year increase in premium amortization expense of ~\$25-40M
- + Rate protections**
 ~\$313M locked-in pre-tax gains from unwind of \$6B AFS fair value hedges to be amortized into interest income over the life of the underlying hedged securities, ~7 years

Average fixed income investment securities
\$B



Average cash and equivalents
\$B



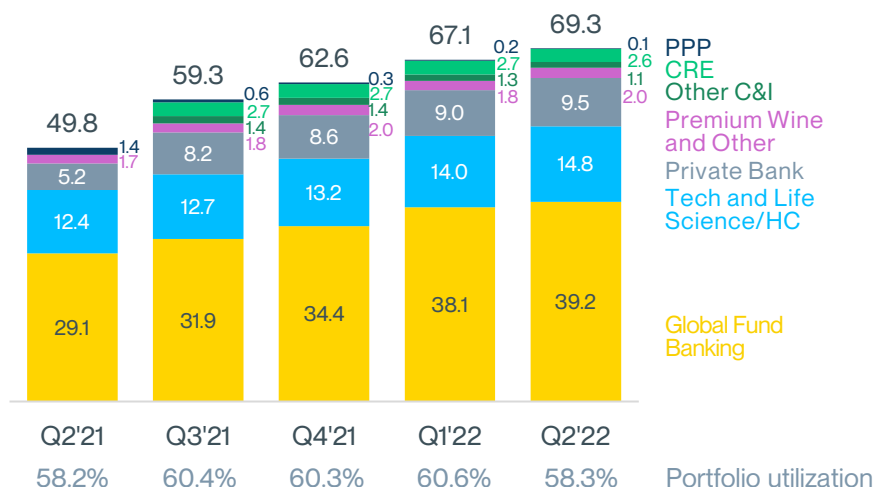
Healthy loan growth driven by GFB capital call and Tech and Life Science/Healthcare borrowing

Lowering FY'22 average loan growth outlook to high 20s % on reduced PE/VC investment activity and moderating mortgage demand

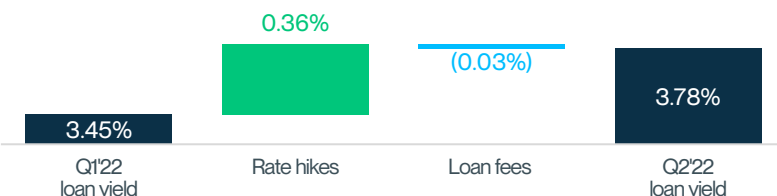
Q2'22 activity

- Demand for new capital call facilities remained robust, but GFB utilization declined with slowing PE/VC investment activity, moderating QoQ GFB growth
- Persistent market volatility continued to fuel strong borrowing activity from Tech and Life Science/Healthcare clients
- Strong Private Bank mortgage growth driven by new purchase activity; refi demand declined with higher rates

Average
Loans
\$B



Average
Loan Yield



2H'22 considerations

Expect moderating loan growth:

- **Slowing PE/VC investment activity and related GFB loan growth**
Due to pressured public and private markets
- **Moderating SVB Private mortgage origination**
As higher rates and economic uncertainty impact demand
- + **Continued robust Tech and Life Science/Healthcare borrowing**
Market volatility fueling demand

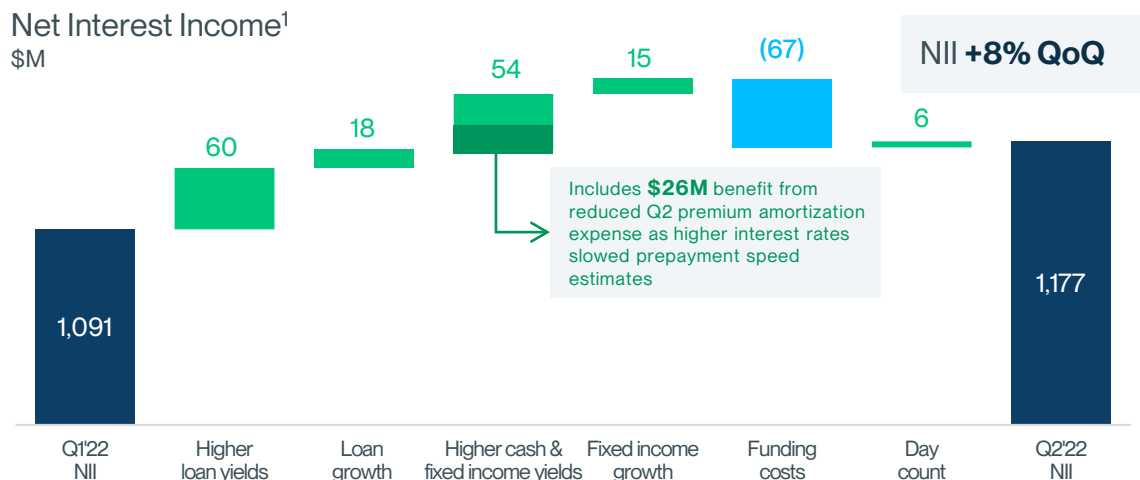
Expect higher loan yields:

- + **Higher loan yields from May and June rate hikes**
91% of Q2'22 average loans were variable rate
- + **Rate protections**
\$87M remaining locked-in pre-tax swap gains as of 6/30/22*
Exceeded vast majority of loan floor rates as of 6/30/22
- **Boston Private purchase accounting**
Amortization of fair value mark ups on loans (\$39M remaining at 6/30/22, vast majority to be amortized by end of 2023)
- **Spread compression**
From competition and higher rates

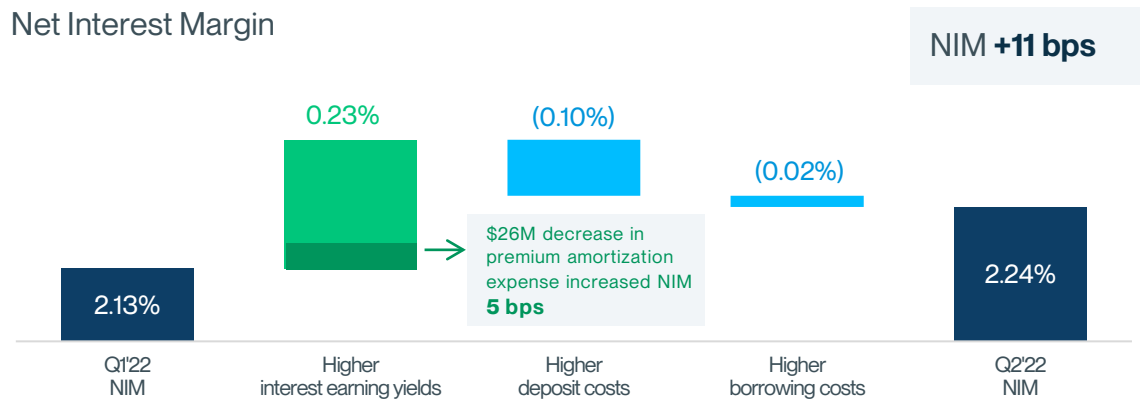
Higher rates drove strong NII growth

Lowering FY'22 NII growth outlook to mid 40s % and increasing FY'22 NIM outlook to 2.15-2.25% to incorporate declining balance sheet and May and June rate hikes

Net Interest Income¹
\$M



Net Interest Margin



2H'22 expectations

Expect moderating NII growth and improved NIM:

- + **Balance sheet reduction (+ for NIM, – for NII)**
Driven by client funds net outflows
- + **Higher loan yields from May and June rate hikes**
91% of Q2'22 average loans were variable rate
- + **Rate protections**
\$87M remaining locked-in pre-tax swap gains as of 6/30/22²
Exceeded vast majority of loan floor rates as of 6/30/22
~\$313M locked-in pre-tax gains from unwind of \$6B AFS fair value hedges to be amortized into interest income over the life of the underlying hedged securities, ~7 years
- **Higher deposit costs**
Given current higher rate environment (see page 23)
- **Premium amortization expense**
From prepayments of securities purchased at a premium
If 10-year UST falls below 2.50%, expect an in-year increase in premium amortization expense of ~\$25-40M
- **Boston Private purchase accounting**
Amortization of fair value mark ups on loans (\$39M remaining at 6/30/22, vast majority to be amortized by end of 2023)
- **Spread compression**
From competition and higher rates

Higher provision driven by increased recession risk, loan growth and potential emerging pressure from market volatility; NCOs and NPLs overall remained low

Maintaining 15-35 bps FY'22 NCO outlook

Q2'22 activity

- Provision driven primarily by:
 - Increased weighting of Moody's downturn scenario from 30% to 65% (\$84M)
 - Robust loan and unfunded commitment growth (\$26M)
 - Higher risk ratings and increased weighted average loan lives (\$46M)
 - Increase in charge-offs not specifically reserved for (\$20M)
 - Higher specific reserves (\$16M) primarily driven by \$59M new NPLs net of charge-offs with overall higher expected losses



2H'22 considerations

Expect higher NCOs in 2H'22 vs. 1H'22 as recession risk increases:

Weightings applied to Moody's June economic scenarios	65% downside	20% baseline	15% upside
---	--------------	--------------	------------

- Pressured public and private markets**
May impact performance of Tech and Life Science/Healthcare portfolio, particularly Investor Dependent loans where repayment is dependent on borrower's ability to fundraise or exit
- Larger Growth Stage and Innovation C&I loan sizes**
Growth of our balance sheet and our clients has increased the number of large loans, which may introduce greater volatility in credit metrics
- Increased CRE exposure from acquired Boston Private loans**
Limited overall exposure (only 4% of total loans) and well-margined collateral
- Stronger client balance sheets vs. previous cycles**
Record VC investment over the past 2 years has generally extended client runway
- Improved risk profile of loan portfolio**
Early Stage – historically has produced the most losses – only 2% of loans; 71% of loans in low credit loss experience GFB and Private Bank classes

Increased recession risk, loan growth and potential emerging pressure from market volatility drove higher reserves

Weightings applied to Moody's June economic scenarios:

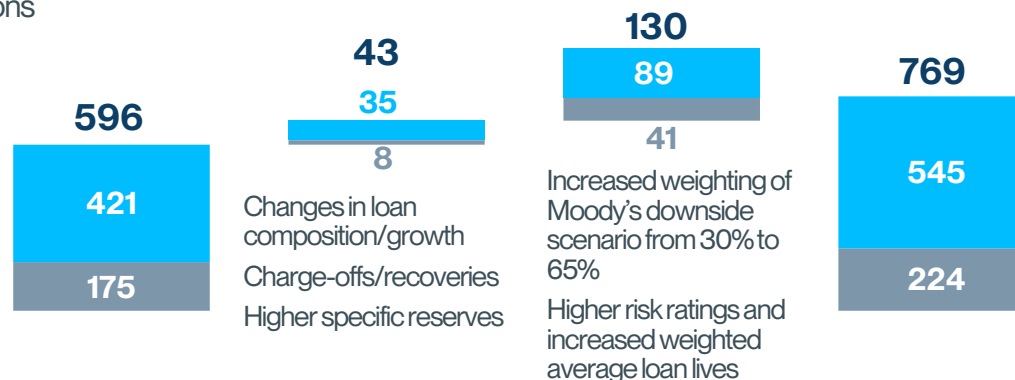
65% downside
20% baseline
15% upside

Downside scenario assumptions:

Peak unemployment of **~7.9%** in Q3'23
1 year GDP growth of **-2.2%**

ALLOWANCE FOR CREDIT LOSSES FOR LOANS AND UNFUNDED CREDIT COMMITMENTS

\$ Millions



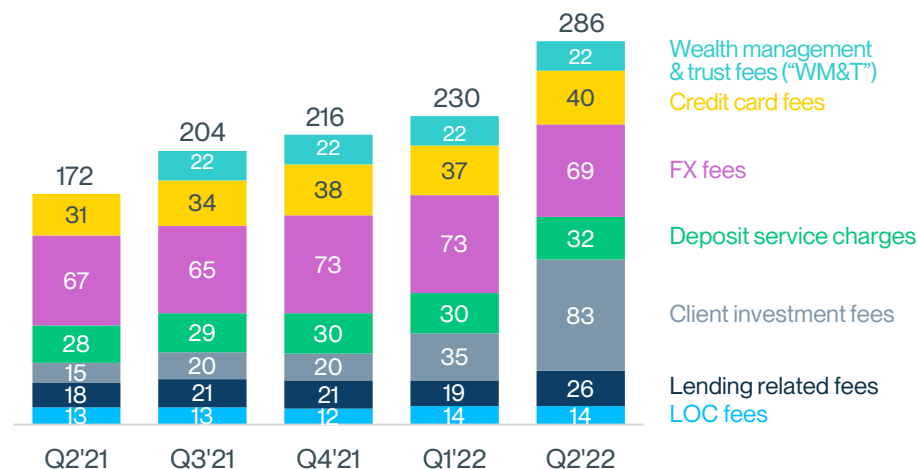
	\$ Millions	ACL 3/31/22 (%)	ACL 3/31/22	Portfolio Changes	Model Assumptions	ACL 6/30/22	ACL 6/30/22 (%)
Tech & LS / HC	Early Stage Investor Dependent	3.18%	54	15	21	90	4.93%
	Growth Stage Investor Dependent	2.32%	93	14	26	133	3.21%
	Cash Flow Dep: Sponsor Led Buyout	1.80%	33	-5	1	29	1.55%
	Innovation C&I	1.12%	81	7	12	100	1.29%
	Global Fund Banking	0.17%	66	2	21	89	0.22%
	Private Bank	0.40%	37	2	6	45	0.46%
	Other C&I	1.11%	13	-1	1	13	1.11%
	Commercial Real Estate	1.30%	34	-	-	34	1.31%
	Premium Wine & Other	0.78%	10	1	1	12	0.82%
	ACL for loans	0.61%	421	35	89	545	0.77%
	ACL for unfunded credit commitments	0.39%	175	8	41	224	0.44%
	ACL for loans and unfunded credit commitments	0.53%*	596	43	130	769	0.63%*

◀ vs. **~6%** average Early-Stage NCOs over 2008-2010

Improved client investment fee margin drove robust core fee income growth

Raising FY'22 core fee income growth outlook to mid 50s % to incorporate May and June rate hikes

Core fee income¹
\$M



Q2'22 activity

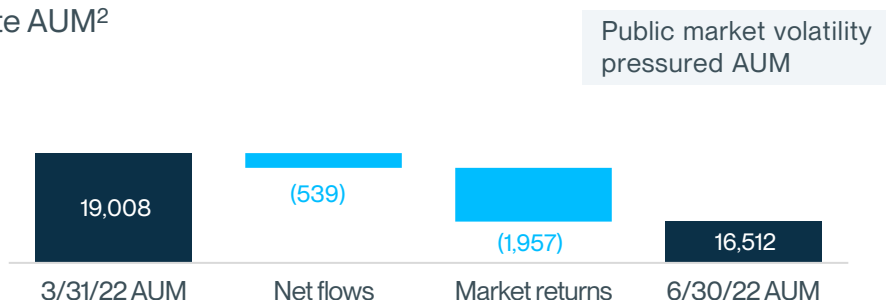
- Client investment fees +137% as average fee margin increased 10 bps to 17 bps with Fed rate hikes
- Lending related fees +37% as new loan origination outpaced utilization, driving higher unused commitment fees
- Increased client spending as easing COVID-19 restrictions supported robust card and deposit fee growth
- FX fees -5% as revenue shifted to lower margin trades

2H'22 considerations

Expect strong core fees growth:

- +** **Improved client investment fee margin with May and June rate hikes**
23 bps at 6/30/22
- +** **Continued strong new client growth and deepening engagement**
From investments in client acquisition, new products and client experience
- **Pressured public and private markets**
Impact GFB FX activity, client fund flows, client spending, demand for syndicated loans and SVB Private AUM balances

SVB Private AUM²
\$M



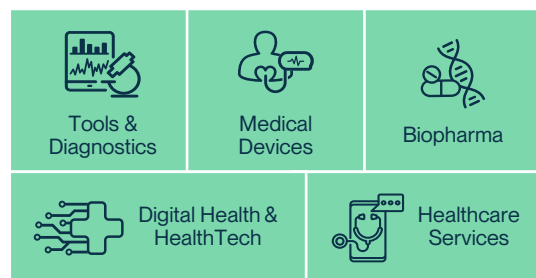
1. Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q2 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
2. Represents SVB Private's client investment account balances.

Improved SVB Securities revenue supported by Tech, Healthcare Services and HealthTech capabilities

Lowering FY'22 SVB Securities revenue outlook to \$460-500M



Life Sciences/Healthcare

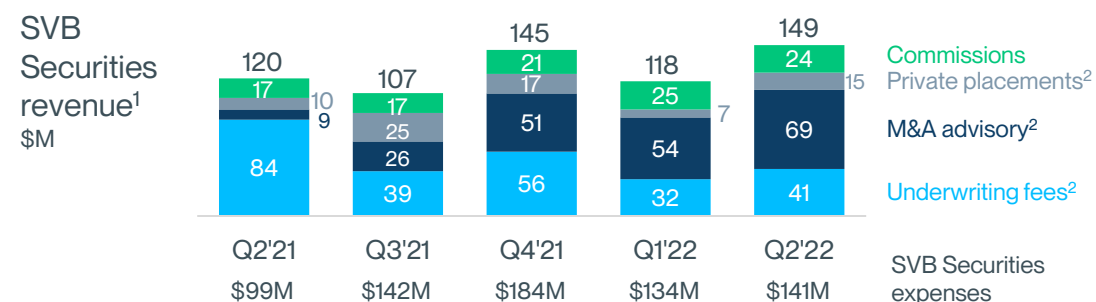


Technology (launched September 2021)



Q2'22 activity

- Hiring and investment over the past year to build Technology, Healthcare Services and HealthTech practices drove improved revenue across M&A, ECM and private placement transactions; continued to fill out team and capabilities
- SVB Securities expenses driven by compensation for prior year and YTD hiring activity



2H'22 considerations

Expect moderating SVB Securities revenue, despite strong pipelines:

- Prolonged market volatility**
Pressures later-stage/public valuations, delaying near-term ECM activity
- + New hires and expertise**
Hiring and investment over the past year to grow Technology, Healthcare Services and HealthTech investment banking help diversify business by expanding SVB Securities' advisory capabilities
Combined new initiatives expected to contribute ~\$150-200M of revenues in 2022³
Continue to fill out team and capabilities
- + Strengthening collaboration**
Between Silicon Valley Bank and SVB Securities



1. Non-GAAP financial measure. See "Use of non-GAAP Financial Measures" in our Q2 2022 Earnings Release and our non-GAAP reconciliations at the end of this presentation.
2. Included in investment banking revenue.
3. Included in FY'22 outlook for SVB Securities revenue of \$460-500M.

Continued market volatility drove valuation markdowns

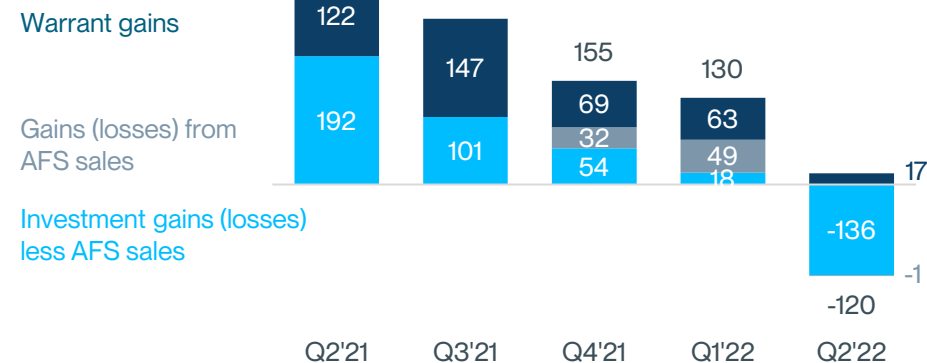
Q2'22 activity

- Continued market volatility pressured valuations, fundraising and exit activity, driving Q2 investment losses and muted warrant gains
- Warrant gains and investment losses included a \$40M downward valuation adjustment net of NCI to account for illiquid investments given current market volatility
- Investment losses primarily driven by undistributed public equity positions held in private fund investments' portfolios, of which \$35M losses were offset by hedge gains on public company exposure held in private funds, included in other noninterest income

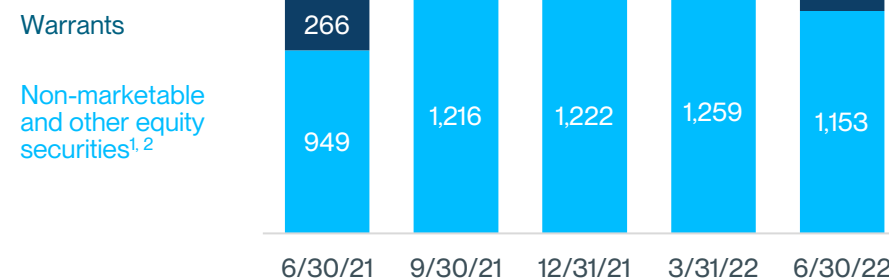
2H'22 considerations

- Pressured public and private markets**
Slows PE/VC investment and increases potential for down rounds
Fewer exits reduce opportunities to realize gains
- Granular, diversified positions**
Warrants: Only 51 warrants out of 2,905 positions with a fair value >\$1M, collectively representing \$166M in fair value
Private fund investments: Exposure to over 500 funds with nearly 25,000 investments in ~10,000 companies across various industries and stages of development
- Stronger client balance sheets vs. previous cycles**
Private valuations driven by fundraising events – record VC investment over the past 2 years has generally extended client runway, mitigating need to raise equity at lower valuations
- Limited public equity exposure**
Predominantly private companies

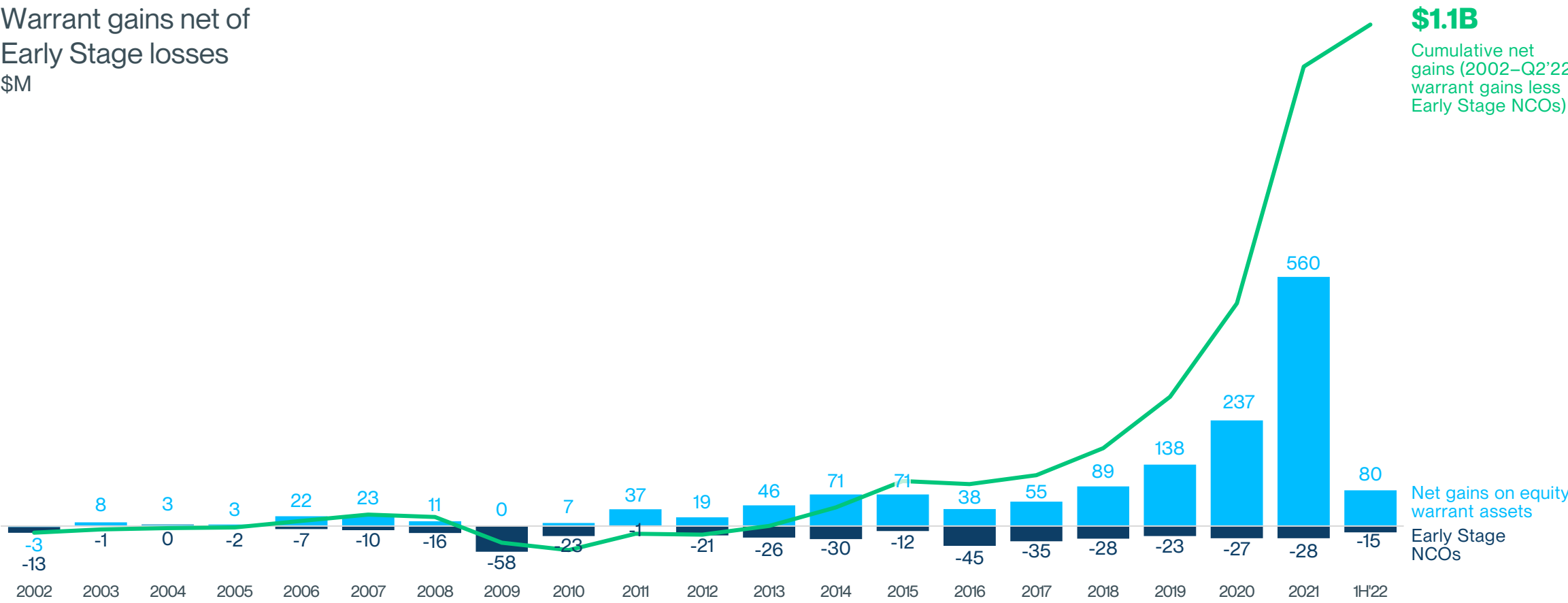
Warrant and investment gains
Net of NCI¹
\$M



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



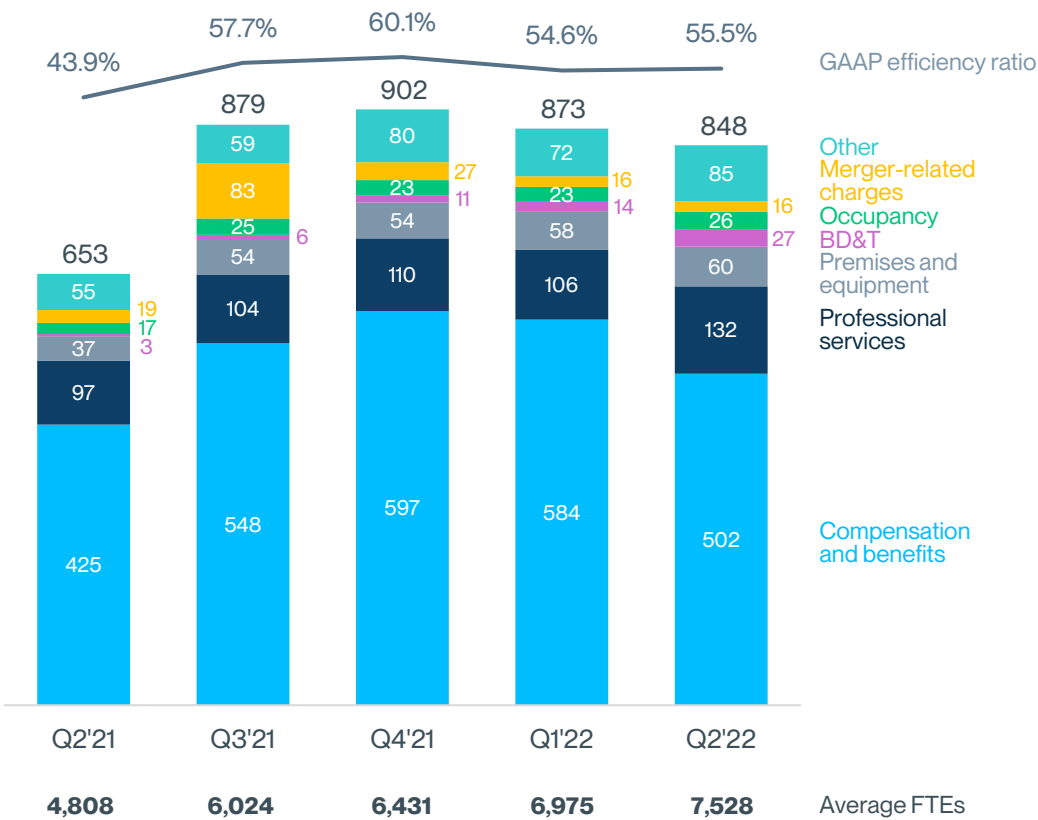
Net warrant gains more than offset Early Stage charge-offs over time and offer meaningful long-term earnings support



Lower expenses as reduced revenue outlook decreased incentive compensation

Lowering FY'22 noninterest expense growth outlook to low 20s % (excluding merger-related charges) due to market conditions

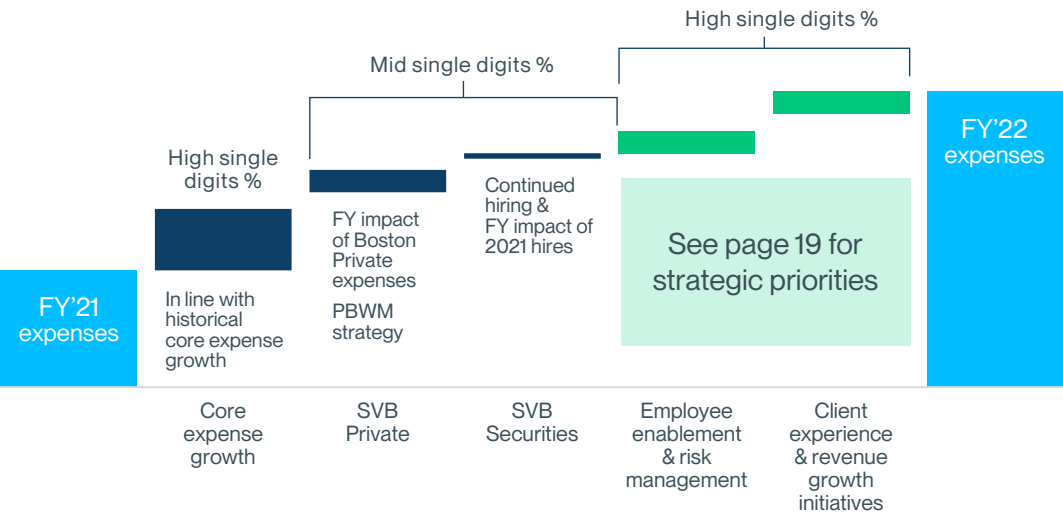
Noninterest expenses
\$M



2H'22 considerations

Continue to invest in long-term strategic priorities, but moderating pace of investment due to market conditions

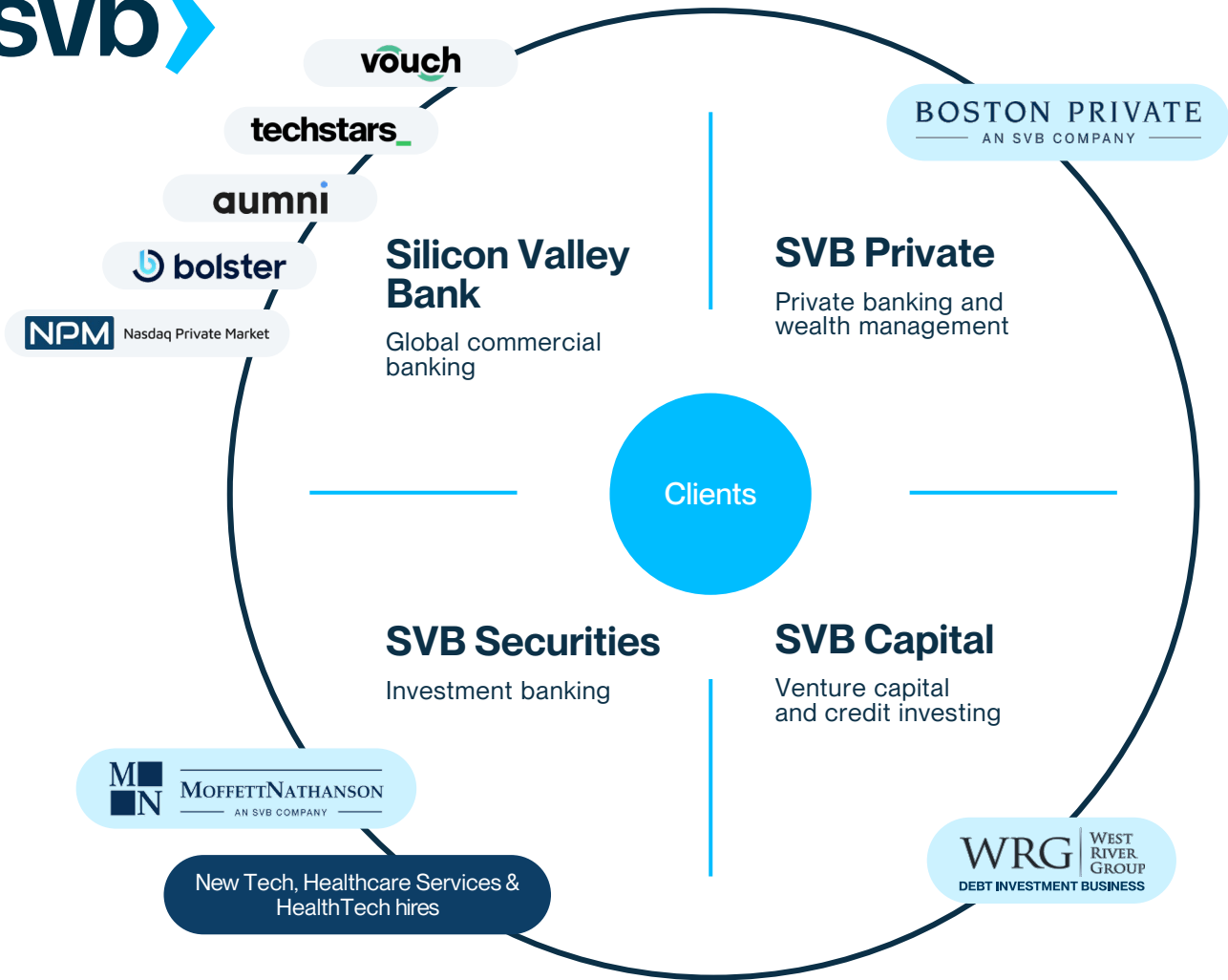
Expected FY'22 noninterest expense growth
Excludes merger-related charges*



* Excludes pre-tax merger-related charges (\$32M incurred in 1H'22 and estimated \$5-10M in 2H'22).

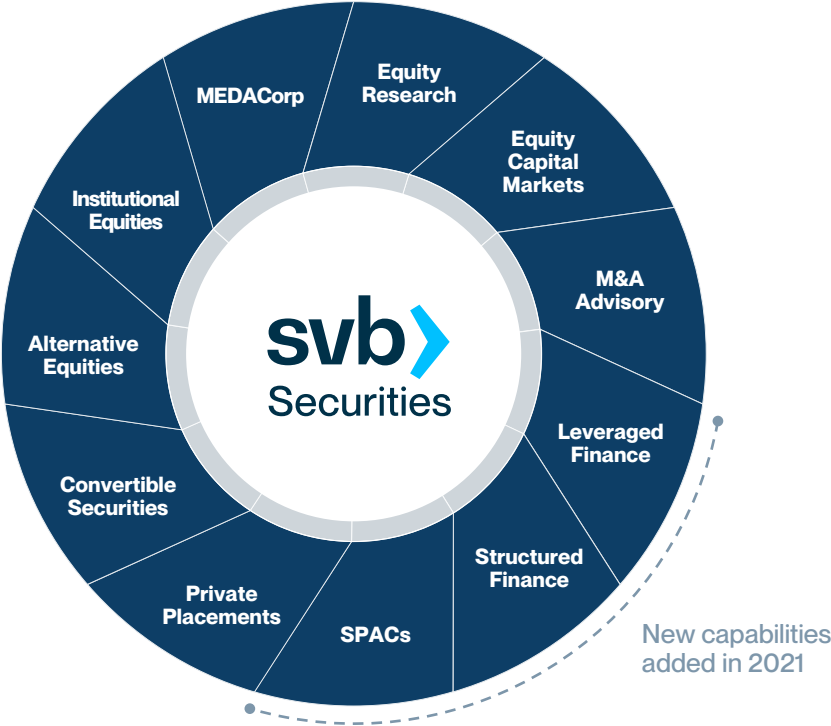
Appendix

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



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

Building the premier investment bank dedicated to the innovation economy



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

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

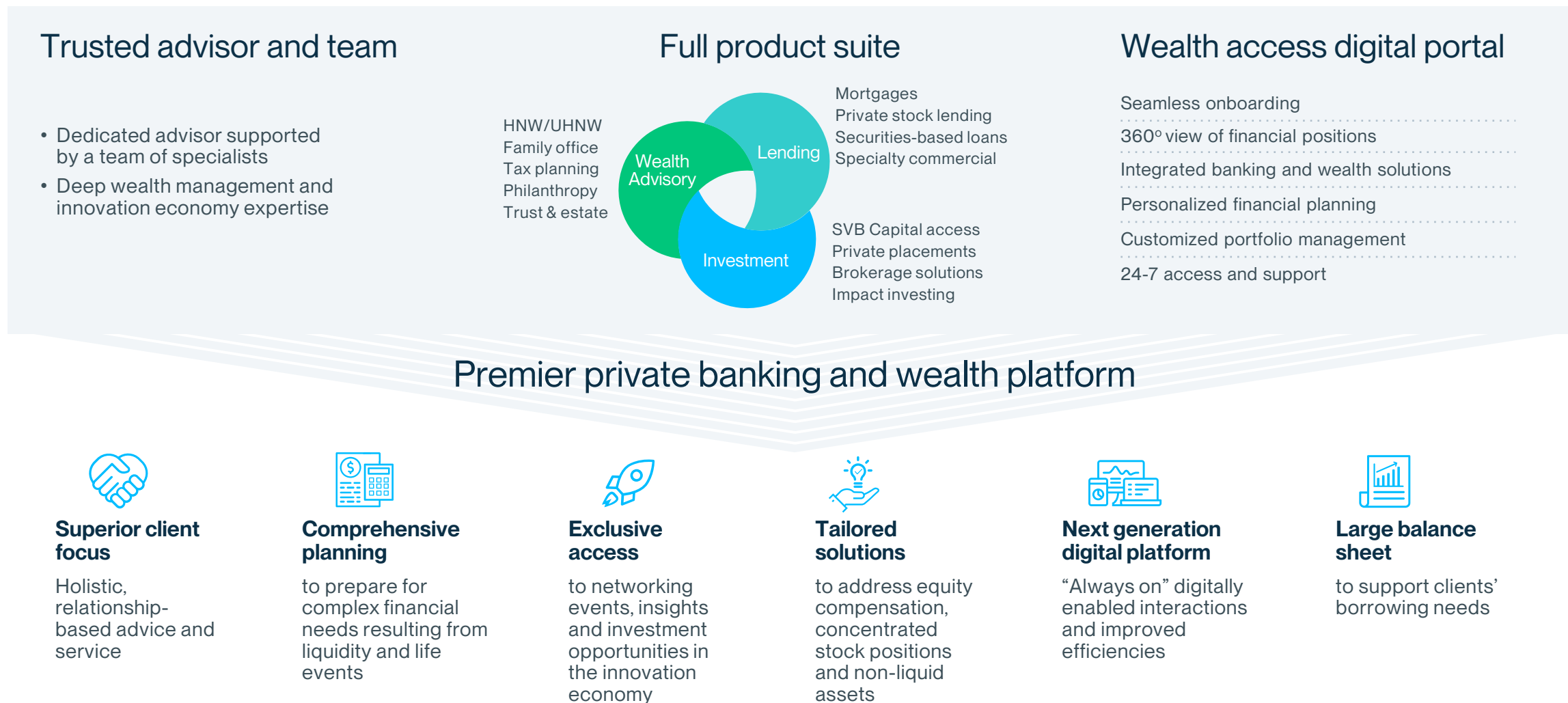
Technology (launched September 2021)



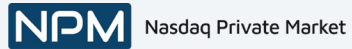
Life Sciences/Healthcare



Creating a premier private banking & wealth management platform



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



Centralized marketplace for trading private company stock



Commercial Banking:

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

SVB Private, SVB Capital & SVB Securities:

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



Marketplace for on-demand executive talent



Commercial Banking:

Help clients rapidly scale and diversify their leadership teams and boards

SVB Private:

Provide clients with access to job opportunities within the innovation economy



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



Commercial Banking:

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

SVB Capital:

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



Largest global seed investor and accelerator program



Commercial Banking:

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

Gain sector and market insights in the innovation economy



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



Commercial Banking:

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

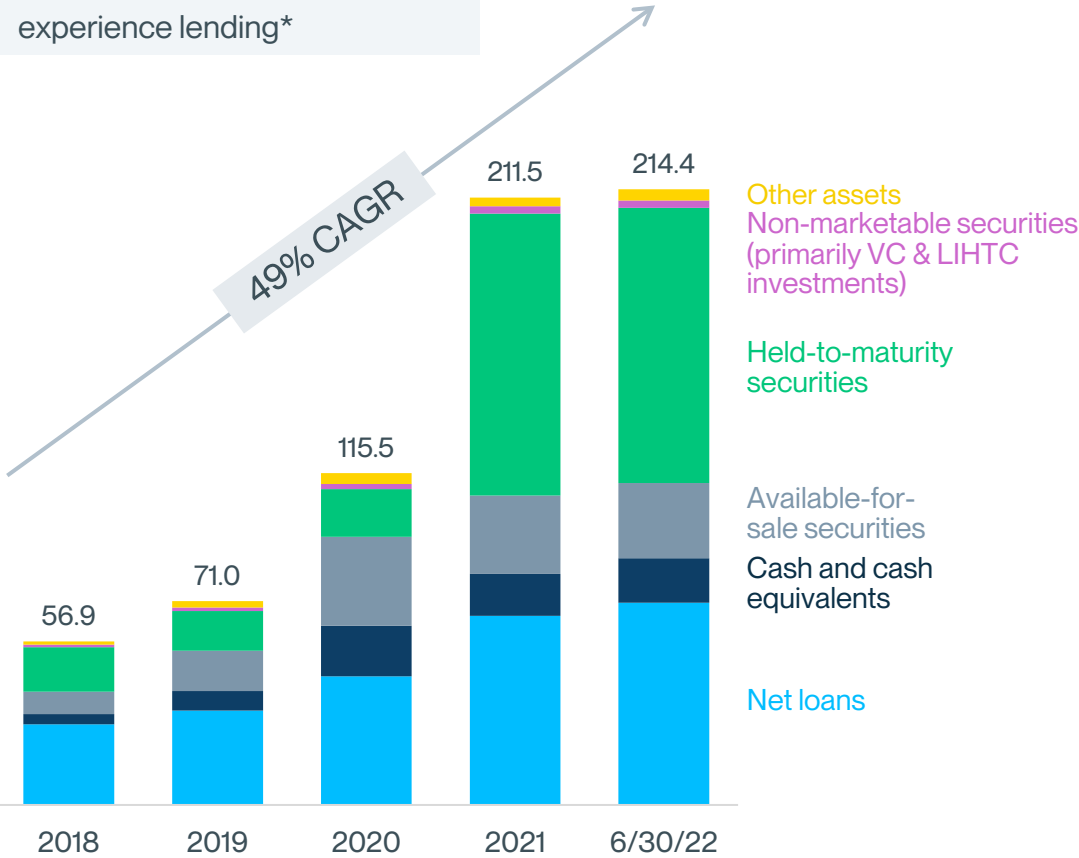


Note: SVB maintains a noncontrolling equity interest in each of the companies listed above.

High-quality balance sheet

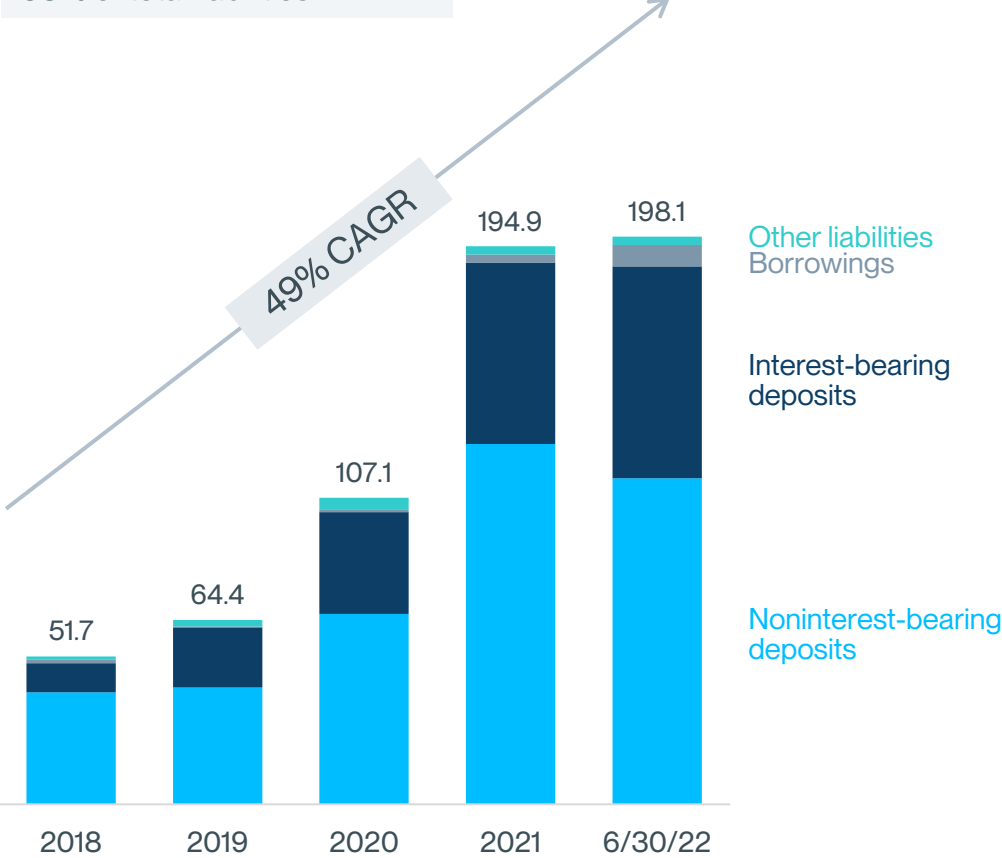
Period-end assets
\$B

87% of assets in high-quality investments and low credit loss experience lending*



Period-end liabilities
\$B

Noninterest-bearing deposits
58% of total liabilities



* Based on cash, fixed income investment portfolio and Global Fund Banking and Private Bank loan classes of financing receivables as of June 30, 2022.

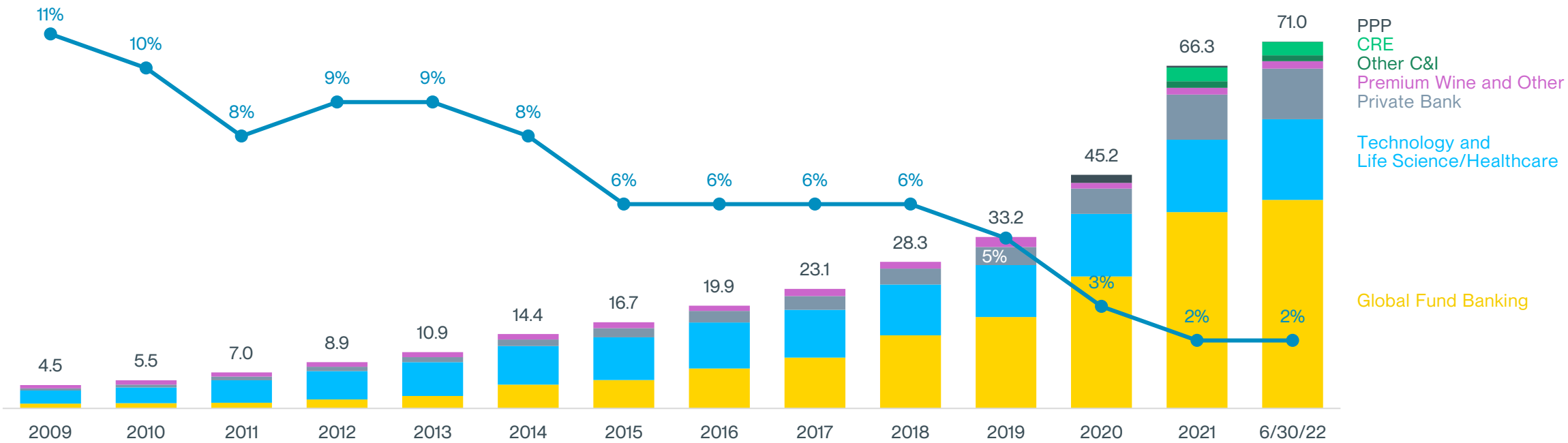
Improved risk profile, with loan growth driven by lowest risk loan classes

71% of loans in Global Fund Banking and Private Bank, classes with lowest historical credit losses

Period-end total loans
\$B

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

Early Stage ID % of total loans



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

57%¹ of total loans

Strong sources of repayment



Limited partner commitments
and robust
secondary markets



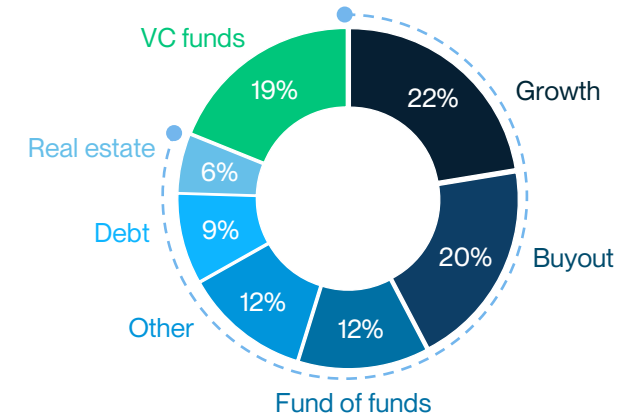
Value of fund investments
with solid
asset coverage

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

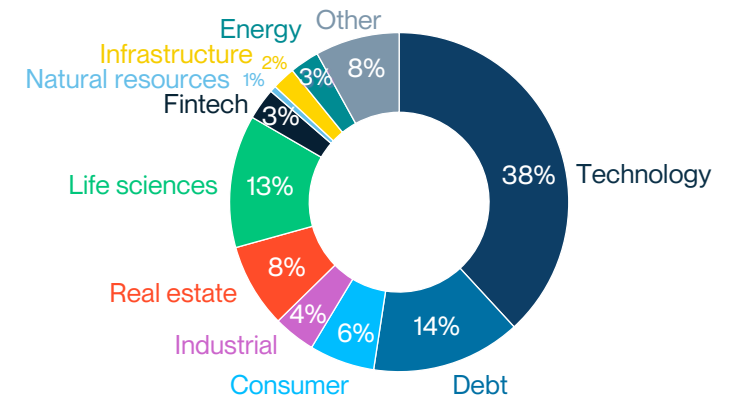
Global Fund Banking portfolio²

By investment style

PE Funds



By industry



Supporting innovation around the world



● SVB Financial Group's offices

1H'22 VC investment by market*



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

2005
China
Shanghai
Hong Kong (2009)
Beijing (2010)
Business development

2008
Israel
Tel Aviv
Business
development

2012
**China Joint
Venture**
SPD Silicon Valley Bank (JV)
Shanghai

Additional JV branches
Beijing (2017)
Shenzhen (2018)
Suzhou (2022)

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

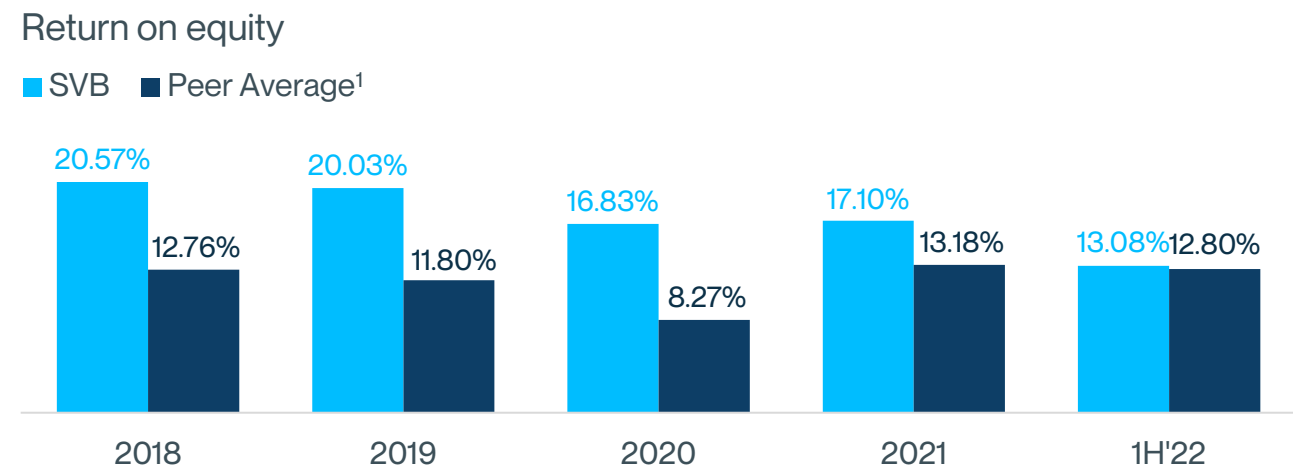
2019
Canada
Toronto (2019)
Lending branch
Vancouver (2020)
Business Development
Montréal (2021)
Business Development

Expanding our platform globally

* Source: PitchBook. Investment data has been updated with PitchBook's proprietary back-end data set and filters which has resulted in prior period revisions.

History of industry-leading performance

Strong return on equity



Strong total shareholder return



1. Source: S&P Global Market Intelligence. "Peers" refers to peer group as reported in our Proxy Statement for each year and is subject to change annually. 2022 annualized average peer ROE includes 5 of 16 peers as of July 20, 2022.
2. Cumulative total return on \$100 invested on 1/1/18 in stock or index. Includes reinvestment of dividends.

Strong, seasoned management team

Diverse experience and skills to help direct our growth



14 years
average tenure
at SVB



Dan Beck
Chief Financial Officer
5 years at SVB



Greg Becker
President and CEO
29 years at SVB



Marc Cadieux
Chief Credit Officer
29 years at SVB



John China
President SVB Capital
26 years at SVB



Phil Cox
Chief Operations Officer
12 years at SVB



Anthony DeChellis
CEO SVB Private
1 year at SVB



Mike Descheneaux
President Silicon Valley Bank
16 years at SVB



Michelle Draper
Chief Marketing & Strategy Officer
9 years at SVB



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



Jeffrey Leerink
CEO SVB Securities
3 years at SVB



John Peters
Chief Auditor
15 years at SVB



Michael Zuckert
General Counsel
8 years at SVB

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 Q2 2022 Earnings Release and non-GAAP reconciliations at the end of this presentation

Core Fee Income – Fees from letters of credit, client investments, credit cards, deposit service charges, foreign exchange, lending-related fees and wealth management and trust, in aggregate.

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

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

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

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

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

Other measures

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

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

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

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

Acronyms and abbreviations

ACL – Allowance for credit losses

AFS – Available-for-sale

AOCI – Accumulated other comprehensive income

APAC – Asia-Pacific

API – Application programming interface

AUM – Assets under management

BKX – KBW Nasdaq Bank Index

BP – Boston Private

bp – Basis point

BD&T – Business development & travel

C&I – Commercial and industrial

CAGR – Compound annual growth rate

CMBS – Commercial mortgage-backed security

CMO – Collateralized mortgage obligation

CRE – Commercial Real Estate

Dep – Dependent

ECM – Equity capital market

EMEA – Europe, the Middle East and Africa

EOP – End of period

EPS – Earnings per share

Ex – Excluding

FHLB – Federal Home Loan Bank

FRB – Federal Reserve Board

FTE – Full-time employee

FX – Foreign exchange

FY – Full year

GFB – Global Fund Banking

GDP – Gross domestic product

HC – Healthcare

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

HTM – Held-to-maturity

ID – Investor dependent

IPO – Initial public offering

JV – Joint venture

LIHTC – Low income housing tax credit funds

LMI – Low- and moderate-income

LOC – Letter of credit

LP – Limited partner

LS – Life science

LTV – Loan-to-value

M&A – Merger & acquisition

MBS – Mortgage-backed security

NCI – Noncontrolling interests

NCO – Net charge-off

NII – Net interest income

NIM – Net interest margin

NPL – Non-performing loan

OBS – Off-balance sheet

PBWM – Private bank wealth management

PCD – Purchased credit deteriorated

PE – Private equity

QoQ – Quarter over quarter

Refi – Refinance

Repo – Repurchase agreement

RMBS – Residential mortgage-backed security

ROE – Return on equity

SBA PPP – Small Business Administration
Paycheck Protection Program

SEC – Securities & Exchange Commission

SPAC – Special purpose acquisition company

SPD – Shanghai Pudong Development Bank

SVBFG – SVB Financial Group

TBV – Tangible book value

TCE – Tangible common equity

TCF – Total client funds

TCP – Total client position

Tech – Technology

TTM – Trailing 12 months

UST – U.S. Treasury security

VC – Venture capital

W.A. – Weighted average

WM&T – Wealth management and trust

YTD – Year-to-date



Non-GAAP reconciliations

Non-GAAP reconciliation

Core fee income and investment gains, net of NCI

Non-GAAP core fee income (dollars in millions)	Year ended December 31,				1H'22
	2018	2019	2020	2021	
GAAP noninterest income	745	1,221	1,840	2,738	879
Less: gains (loss) on investment securities, net	88	135	421	761	(72)
Less: net gains on equity warrant assets	89	138	237	560	80
Less: other noninterest income	52	55	98	128	88
Non-GAAP core fee income plus SVB Securities revenue	516	893	1,084	1,289	783
Investment banking revenue	—	195	414	459	218
Commissions	—	56	67	79	49
Less: total non-GAAP SVB Securities revenue	—	251	481	538	267
Non-GAAP core fee income	516	642	603	751	516

Non-GAAP net gains on investment securities, net on noncontrolling interests (dollars in millions)	Year ended December 31,				1H'22
	2018	2019	2020	2021	
GAAP net gains (loss) on investment securities	88	135	421	761	(72)
Less: income (loss) attributable to noncontrolling interests, including carried interest allocation	38	48	86	240	(2)
Non-GAAP net gains on investment securities, net of noncontrolling interests	50	87	335	521	(70)

Non-marketable and other equity securities

Non- GAAP Non-marketable and other equity securities, net of investments in qualified affordable housing projects and noncontrolling interests (dollars in millions)	Period-end balances at				6/30/22
	6/30/21	9/30/21	12/31/21	3/31/22	
GAAP non-marketable and other equity securities	1,943	2,485	2,543	2,605	2,645
Less: investments in qualified affordable housing projects	696	920	954	957	1,134
Less: noncontrolling interests in non-marketable securities	298	349	367	389	358
Non- GAAP Non-marketable and other equity securities, net of investments in qualified affordable housing projects and noncontrolling interests	949	1,216	1,222	1,259	1,153

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

The Company's financial results for 2022 reflected in this presentation are unaudited. This document should be read in conjunction with the Company's SEC filings.

Forward-Looking Statements

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

Although we believe that the expectations reflected in our forward-looking statements are reasonable, we have based these expectations on our current beliefs as well as our assumptions, and such expectations may not prove to be correct. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside our control. Our actual results of operations and financial performance could differ significantly from those expressed in or implied by our management's forward-looking statements. Important factors that could cause our actual results and financial condition to differ from the expectations stated in the forward-looking statements include, among others: market and economic conditions (including elevated inflation levels, sustained interest rate increases, the general condition of the capital and equity markets, and private equity and venture capital investment, IPO, secondary offering, SPAC fundraising, M&A and other financing activity levels) and the associated impact on us (including effects on client demand for our commercial and investment banking and other financial services, as well as on the valuations of our investments); disruptions to the financial markets as a result of current or anticipated military conflicts, including the ongoing military conflict between Russia and Ukraine, terrorism and other geopolitical events; the COVID-19 pandemic, including COVID-19 variants and their effects on the economic and business environments in which we operate, and its effects on our operations, including, as a result of, prolonged work-from-home arrangements; the impact of changes from the Biden-Harris administration and the U.S. Congress on the economic environment, capital markets and regulatory landscape, including monetary, tax and other trade policies, as well as changes in personnel at the bank regulatory agencies; changes in the volume and credit quality of our loans as well as volatility of our levels of nonperforming assets and charge-offs; the impact of changes in interest rates or market levels or factors affecting or affected by them, especially on our loan and investment portfolios; the adequacy of our allowance for credit losses and the need to make provisions for credit losses for any period; the sufficiency of our capital and liquidity positions; changes in the levels of our loans, deposits and client investment fund balances; changes in the performance or equity valuations of funds or companies in which we have invested or hold derivative instruments or equity warrant assets; variations from our expectations as to factors impacting our cost structure; changes in our assessment of the creditworthiness or liquidity of our clients or unanticipated effects of credit concentration risks which create or exacerbate deterioration of such creditworthiness or liquidity; variations from our expectations as to factors impacting the timing and level of employee share-based transactions; the occurrence of fraudulent activity, including breaches of our information security or cyber security-related incidents; business disruptions and interruptions due to natural disasters and other external events; the impact on our reputation and business from our interactions with business partners, counterparties, service providers and other third parties; the expansion of our business internationally, and the impact of international market and economic events on us; the effectiveness of our risk management framework and quantitative models; unexpected delays or expenses associated with executing against our climate-related commitments and goals; the quality and availability of carbon emissions data; our ability to maintain or increase our market share, including through successfully implementing our business strategy and undertaking new business initiatives, including through the continuing integration of Boston Private, the expansion of SVB Private and the growth and expansion of SVB Securities; greater than expected costs or other difficulties related to the continuing integration of our business and that of Boston Private; variations from our expectations as to the amount and timing of business opportunities, growth prospects and cost savings associated with the acquisition of Boston Private; the inability to retain existing Boston Private clients and employees following the Boston Private acquisition; unfavorable resolution of legal proceedings or claims, as well as legal or regulatory proceedings or governmental actions; variations from our expectations as to factors impacting our estimate of our full-year effective tax rate; changes in applicable accounting standards and tax laws; and regulatory or legal changes and their impact on us.

We refer you to the documents the Company files from time to time with the Securities and Exchange Commission, including (i) our latest Annual Report on Form 10-K, (ii) our most recent Quarterly Report on Form 10-Q, and (iii) our most recent earnings release filed on Form 8-K. These documents contain and identify important risk factors that could cause the Company's actual results to differ materially from those contained in our projections or other forward-looking statements. All forward-looking statements included in this presentation are made only as of the date of this presentation. We assume no obligation and do not intend to revise or update any forward-looking statements contained in this presentation, except as required by law. This presentation shall not constitute an offer or solicitation in connection with any securities.

Use of Non-GAAP Financial Measures

To supplement our financial disclosures that are presented in accordance with GAAP, we use certain non-GAAP measures of financial performance (including, but not limited to, non-GAAP core fee income, non-GAAP SVB Securities revenue, non-GAAP core fee income plus non-GAAP SVB Securities revenue, non-GAAP net gains on investment securities, non-GAAP non-marketable and other equity securities net of investments in qualified affordable housing projects and noncontrolling interests in non-marketable securities, and non-GAAP financial ratios) of financial performance. These supplemental performance measures may vary from, and may not be comparable to, similarly titled measures by other companies in our industry. Non-GAAP financial measures are not in accordance with, or an alternative for, GAAP. Generally, a non-GAAP financial measure is a numerical measure of a company's performance that either excludes or includes amounts that are not normally excluded or included in the most directly comparable measure calculated and presented in accordance with GAAP. A non-GAAP financial measure may also be a financial metric that is not required by GAAP or other applicable requirement.

We believe that these non-GAAP financial measures, when taken together with the corresponding GAAP financial measures (as applicable), provide meaningful supplemental information regarding our performance by: (i) excluding amounts attributable to noncontrolling interests for which we effectively do not receive the economic benefit or cost of, where indicated, or (ii) providing additional information used by management that is not otherwise required by GAAP or other applicable requirements. Our management uses, and believes that investors benefit from referring to, these non-GAAP financial measures in assessing our operating results and when planning, forecasting and analyzing future periods. These non-GAAP financial measures also facilitate a comparison of our performance to prior periods. We believe these measures are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in our industry. However, these non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, net income or other financial measures prepared in accordance with GAAP. Under the "Use of Non-GAAP Financial Measures" section in our latest earnings release filed as an exhibit to our Form 8-K on July 21, 2022, we have provided reconciliations of, where applicable, the most comparable GAAP financial measures to the non-GAAP financial measures used in this presentation, or a reconciliation of the non-GAAP calculation of the financial measure. Please refer to that section of the earnings release for more information.



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