

SVB>Financial Group

# SVB Financial Group

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# SVB At A Glance

- *Founded in 1983*
- *26 offices across the United States*
- *International offices in China, India, Israel and the U.K.*
- *13,000+ clients and 1,350+ employees*
- *50% of VC-backed U.S. companies and VCs worldwide are clients*

*Commercial Banking  
and Lending*

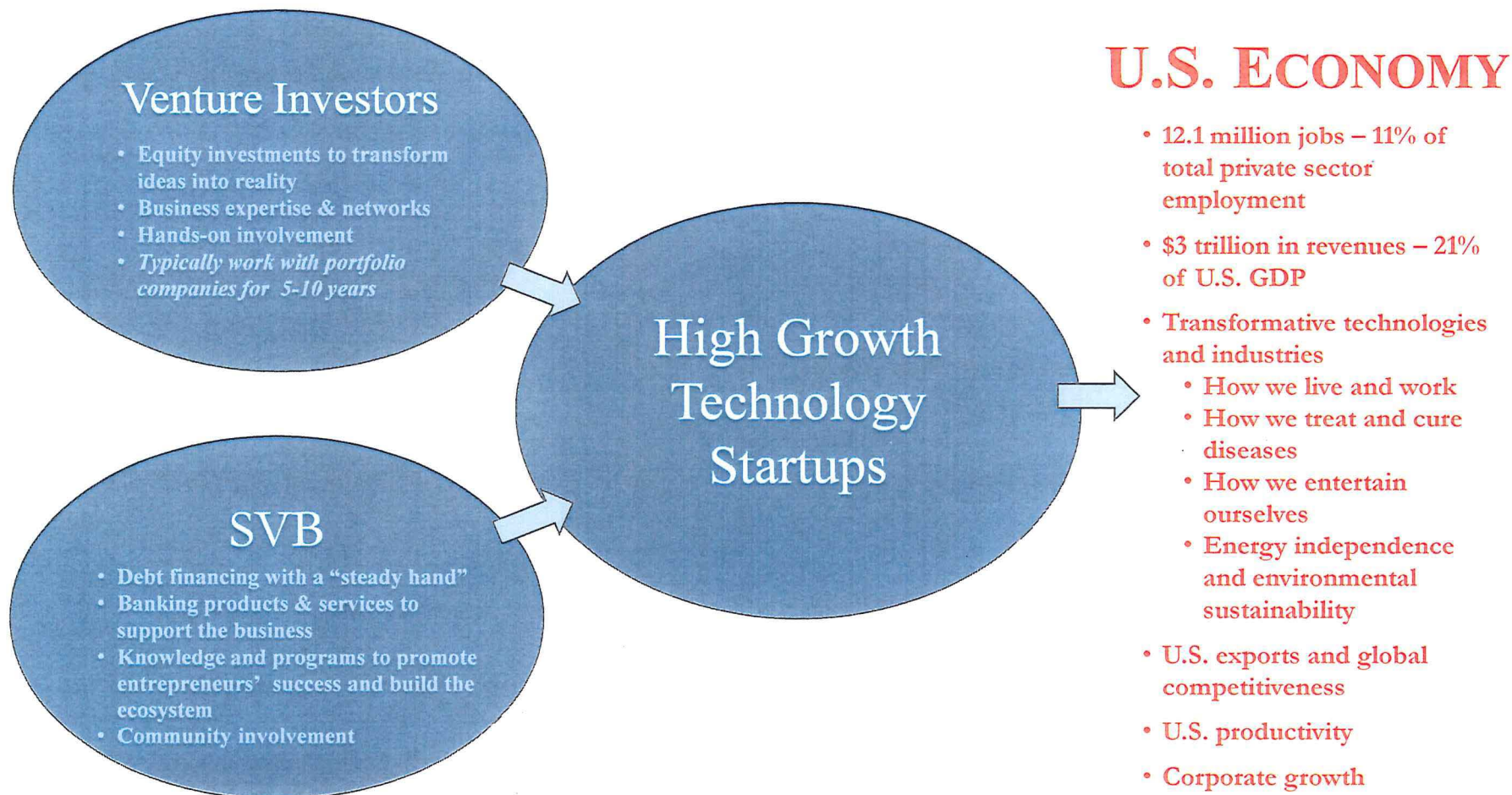
*Valuations &  
Equity  
Management*

*Private  
Banking*

*Global  
Markets*

*Funds  
Management*

# The Innovation Ecosystem





# Key Attributes of Venture Capital Funds

## 1. Long Term Investment Horizon

- 10+ year fund term
- No redemptions absent extraordinary circumstances
- Company investments are held for years

## 2. Limited Use of Leverage

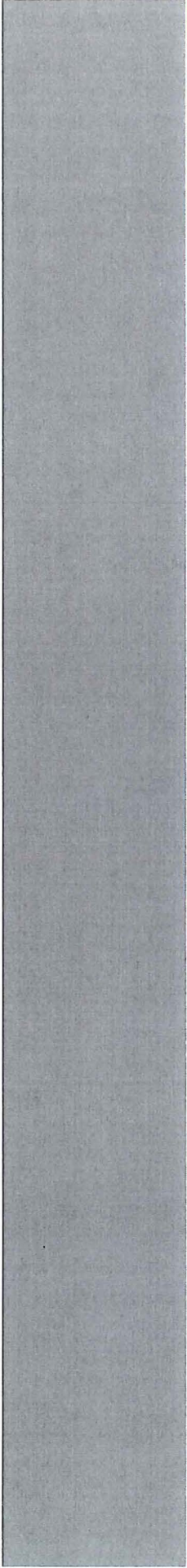
- Fund borrowing generally limited to short-term needs
- Debt not used to financially engineer returns
- Capital-intensive companies require debt (cleantech)

## 3. Investments in Private Companies

- Primarily invest in privately-held companies
- Public market investments are rare (PIPE investments)

## 4. Non-Controlling Investments

- Minority ownership over time
- Investments alongside management (not buyout)



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