A multifaceted business sale took collaboration and a long-term plan

Key Partners

Private Wealth Management

UBS experts helped us diversify proceeds, generate consistent income and inspire philanthropy

When you've achieved a certain level of wealth and accomplishment, obtaining the right financial advice becomes an even greater priority. Our team has worked exclusively with affluent families, executives, entrepreneurs and family offices. As one of a select group of Private Wealth Management teams at UBS, our diverse backgrounds, credentials and experience afford us access to global opportunities tailored to ultra-wealthy clients with unique and complex needs. Whether you're restructuring your portfolio, exiting your business or transitioning to a family office, we're well positioned to identify an appropriate solution, simplify the complexity of your finances and ultimately help you enhance and preserve your success today and for years to come.

The situation

Not long after they took their medical imaging company public, our clients chose to sell the company to a multinational health care conglomerate for $1 billion—in an all-cash transaction. They were letting go of the entire senior management team, which left these executives with large stock positions.

In addition, our clients' families held the majority of their wealth in the company. We knew they needed to transition their highly concentrated net worth into a diversified, income-generating portfolio.

The strategy

- After the private sale, we built our relationship on custody of the company stock and then its subsequent sale via Rule 144A. We also assisted in lending and hedging strategies for the stock.
- We helped our clients clarify their future income needs after selling the business and then developed a diversified portfolio designed to pursue those goals.
- Our team worked with corporate council for the now-public company, family attorneys and accountants, as well as additional trust and estate attorneys.
- We collaborated with a number of UBS specialists to execute our solutions, which included our wealth strategy team and the UBS trading desk for hedging strategies for the stock; the lending team for borrowing against the diversified portfolio and using the proceeds for a new business.

The results

Our advice helped our client comfortably step back from work. His son would run the new business. He realized he had the financial resources to pursue family philanthropy. He established his foundation and put a legacy plan for the next generation.

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