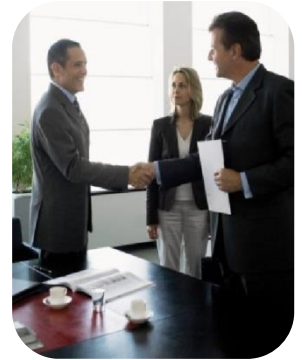
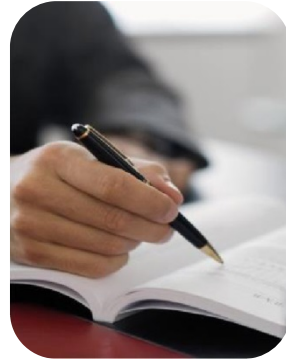


Boutique Investment Bank Network



At UBS, we understand that most private business owners and senior executives have a personal connection with their companies that must be accounted for when measuring the true “value” of their business. When considering how and when to unlock that underlying value, having access to professional advice that weighs both the personal and professional impact to you and your family is critical.

UBS believes that for every transaction there is an ideal partner. That partner should bring a combination of industry expertise, a successful track record, resources and a desire to pursue each deal with the same personal level of enthusiasm and commitment that you have invested in your business. In some cases the UBS Investment Bank is the ideal partner, while in other cases your partner may be one of the boutique investment banks that are in our referral network.

Our Boutique Investment Bank Network

Firms in our referral network focus primarily on middle-market M&A and capital-raising services to family-owned and entrepreneur-owned businesses. This is a third-party network comprised of experienced boutique investment banks that collectively specialize in various industries and sectors, having local presence and a global reach.

How it Works

Your UBS Financial Advisor and a UBS Business Development Group specialist familiar with your industry will consult with you on your business needs. After our consultation, we will look to identify one or more boutique investment banks for your consideration. Our primary goal is to introduce you to experienced professionals who are knowledgeable regarding your company’s industry. If you select one of the introduced investment banks, they will directly provide advisory services to your company.

The Value of Professional Advice

Utilize the expertise to evaluate your company's options

Full Sale or Partial Sale

- Assisting with pre-launch activities, minimize strain on management's time
- Working to refine the financial model and assumptions
- Positioning the story in a way to maximize interest from buyers
- Creating competitive tension by bringing multiple bidders to the table
- Leading complex negotiations between you and buyers

Employee Stock Ownership Plan (ESOP)

- An ESOP is a tax-favored leveraged buyout (LBO) and a formal arrangement in which employees gain ownership in the company
- ESOPs can be liquidity alternatives to sell-side M&A, recapitalization or IPO transactions, and can be structured to meet your objectives

Capital Raises

- Growth & expansion, acquisition financing and/or shareholder liquidity
- Broad access to a vast array of investors and lenders
- Creating competitive tension by bringing multiple bidders to the table

Boutique Investment Bank Network

By leveraging a network of strategic boutique investment bank partners, UBS can help you find solutions at various stages in your company's growth cycle

Executing a seamless delivery from start to finish.

Who We Are

UBS is a leading global financial institution; one of the largest asset managers, a trusted wealth manager, and a bulge bracket investment bank. We provide advisory services as well as access to the world's capital markets for corporate, institutional, intermediary and alternative asset management clients.

Planning for the Next Step

It is never too early to start discussing a personal succession plan with your UBS Financial Advisor. Through consultation with UBS and a boutique investment bank partner, clients gain insight on the value of their businesses. This may help you decide if, and when, a sale is appropriate for your company.

Through wealth management financial planning, your UBS Financial Advisor can help you strategize around your life changing liquidity event with:

- Estate Planning
- Investment Management
- Retirement Planning
- Insurance Assessment
- Disability Protection
- Educational Funding
- Net Worth Statement/Liabilities

Our Advisors will work diligently with you to help realize your vision for both your company and your family.

At your request, UBS can provide you with direct introductions to boutique investment banks. Please note, however, that UBS is not recommending that you retain one of these firms, we are not affiliated with these firms and are not involved with the advice or recommendation that may be provided to you. You, in consultation with your legal, tax and other non-UBS advisors, will need to conduct due diligence on each firm that you may be interested in and independently determine whether you want to retain the firm. In addition, if you were to retain one of these firms, UBS may receive a fee in connection with the introduction.

UBS Financial Services Inc. and its affiliates do not provide legal or tax advice. Clients should consult with their legal and tax advisors regarding their personal circumstances

In providing wealth management services to clients, we offer both investment advisory and brokerage services which are separate and distinct and differ in material ways. For information, including the different laws and contracts that govern, visit ubs.com/workingwithus.

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