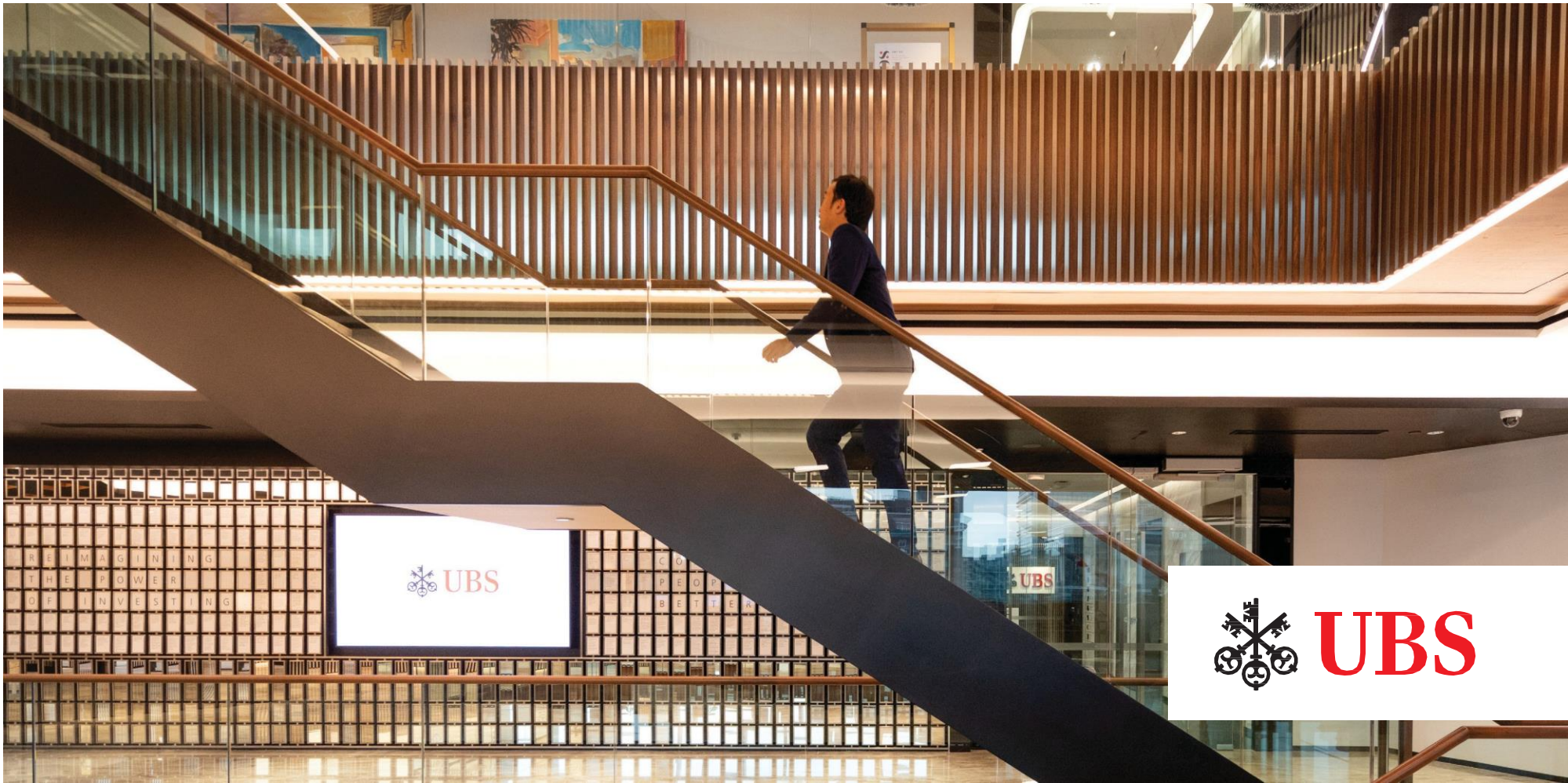


# Global access. Boutique solutions.

CEO Coaching International



# Power of UBS

## Our focus

With over **40 years of private wealth management experience**, our group focuses on managing investments and sophisticated relationships in pre-liquidity and post-liquidity situations for business owners, family offices and institutions with significant wealth by utilizing the firm's global capabilities and resources.

Our key **differentiator** is the unique ability to recommend concentrated equity positions using UBS's top rated global institutional equity research and UBS Evidence Lab. We provide direct institutional-level access to senior strategists, research analysts, portfolio managers, and tax and estate professionals across the firm. Additionally, we specialize in evaluating and investing in select private equity offerings, leveraging the strength and capabilities of UBS's Alternative Investments platform.

As the **world's largest global wealth manager**, we are uniquely positioned to provide you with bespoke solutions and execution spanning across the globe. Your relationship allows you to tap into our partner network for your business and personal information needs. The UBS network spans not only your local business environment, but your industry globally. Leverage UBS for *connectivity, institutional research, and private wealth management*.

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**160+ years**

of banking tradition

Founded in 1862, we have established client relationships which typically last for decades, even generations, providing the best of UBS for you and your family.

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**50%**

of the world's billionaires

One in two billionaires put their trust in UBS. Our long-standing experience in working with you helps us understand your vision, passion and goals.

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**A+**

Long-term credit rating<sup>1</sup>

UBS provides you safety and stability, which is reflected in our consistently high ratings by Standard & Poor's<sup>1</sup> as one of the best capitalized banks worldwide.

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**\$5+ trillion**

Invested assets (USD)<sup>2</sup>

As the world's largest and only truly global wealth manager, we are uniquely positioned to provide you with bespoke solutions and execution capabilities spanning across the Americas, Europe, Asia-Pacific, Middle East and Africa.

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**Top rated**

Equity research firm<sup>3</sup>

You have access to award-winning research that leverages data from our UBS Evidence Lab<sup>4</sup> to help shape your investment decision-making.



**UBS Financial Services Inc.**

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# Understanding entrepreneurs and business owners

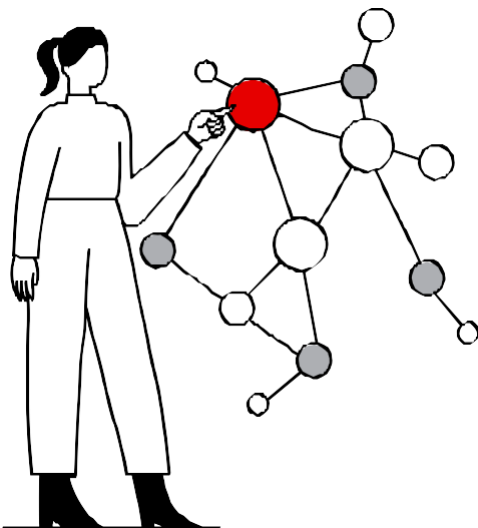
Build. Expand. **Exit.**

## Business sale and transition

We help entrepreneurs, founders and their families minimize risk and optimize the sale of their business—potentially one of the greatest liquidity events of their lives and also one of the most complex. Our early-stage planning insight, disciplined analysis of your multifaceted transaction and ongoing participation in the deal may be useful not only in helping facilitate a successful exit, but also in helping integrate this major financial decision into your overall wealth strategy.

**52%** of business owners plan to exit their business within five years<sup>1</sup>

54% plan to sell to an outsider, such as a strategic buyer or private equity. 36% of owners intend to sell to an insider as a management buyout or Employee Stock Ownership Plan (ESOP)<sup>2</sup>.



## Planning for it—sooner than later

Given the complexity of the transition, we've found that the sooner we engage in planning discussions, the better. We will not only address the best strategies for helping you manage the proceeds in advance of your stepping away, but we'll also connect you with resources firm-wide to support your business, long-term wealth preservation and legacy goals.

## Accessing relationships for actionable insights

For business owners, we can help assemble the right presale advisory team, including coordinating with our OneBank team for insight into structuring your transaction, appraisals and valuations. Working together, we'll help ensure you have the appropriate strategy and take the right steps at the right time to make the most of your sale. Through the UBS Advanced Planning team, we can also provide you with access to additional expertise from specialists in:

- Merger and acquisition advisory services
- Cross-border issues
- Private equity and debt financing
- Risk management
- Estate planning
- Tax management

### Sources:

<sup>1</sup> Exit Planning Institute, *State of Owner Readiness Report*, Minnesota. August 2023.

<sup>2</sup> UBS Investor Watch, *Wind in Your Sales*. July 2023.

# Access to intellectual capital and global resources of UBS

We're innovative thinkers who look to seize groundbreaking ideas and transform them into opportunities. We take pride in providing access to the **expertise, research** and **intellectual capital** of UBS.

## UBS Evidence Lab

UBS Evidence Lab is a sell-side team of experts that work across 55+ specialized areas creating insight-ready datasets. The experts turn data into evidence by applying a combination of tools and techniques to harvest, cleanse and connect billions of data items each month.

- **Library of 1000+ datasets** and growing API coverage
- **5000+ companies** across all regions and sectors

## Chief Investment Office (CIO)

Our CIO team's job is to identify the latest investment opportunities and market risks. The global teams are led by exceptional leaders, who make sure that we support you in achieving your financial goals.

- 200 CIO professionals across the globe covering diverse industries, sectors, and geographies
- Offices in 11 key global financial hubs
- Providing 24 hour a day, seven day a week real-time advice and analysis



# Our capabilities, personalized

## Portfolio management

We develop an investment strategy for all you want to accomplish, drawing on the global network of UBS to construct solutions that will effectively move you forward. With global economic insights and a view of ever-changing world markets, we consider investments from inside UBS as well as outside of the firm.



## Family Office Solutions

We have the ability and experience to work across all of your complex needs—on items at UBS as well as held away. We provide institutional-level resources, access, and professionals offering intelligence you can act on.

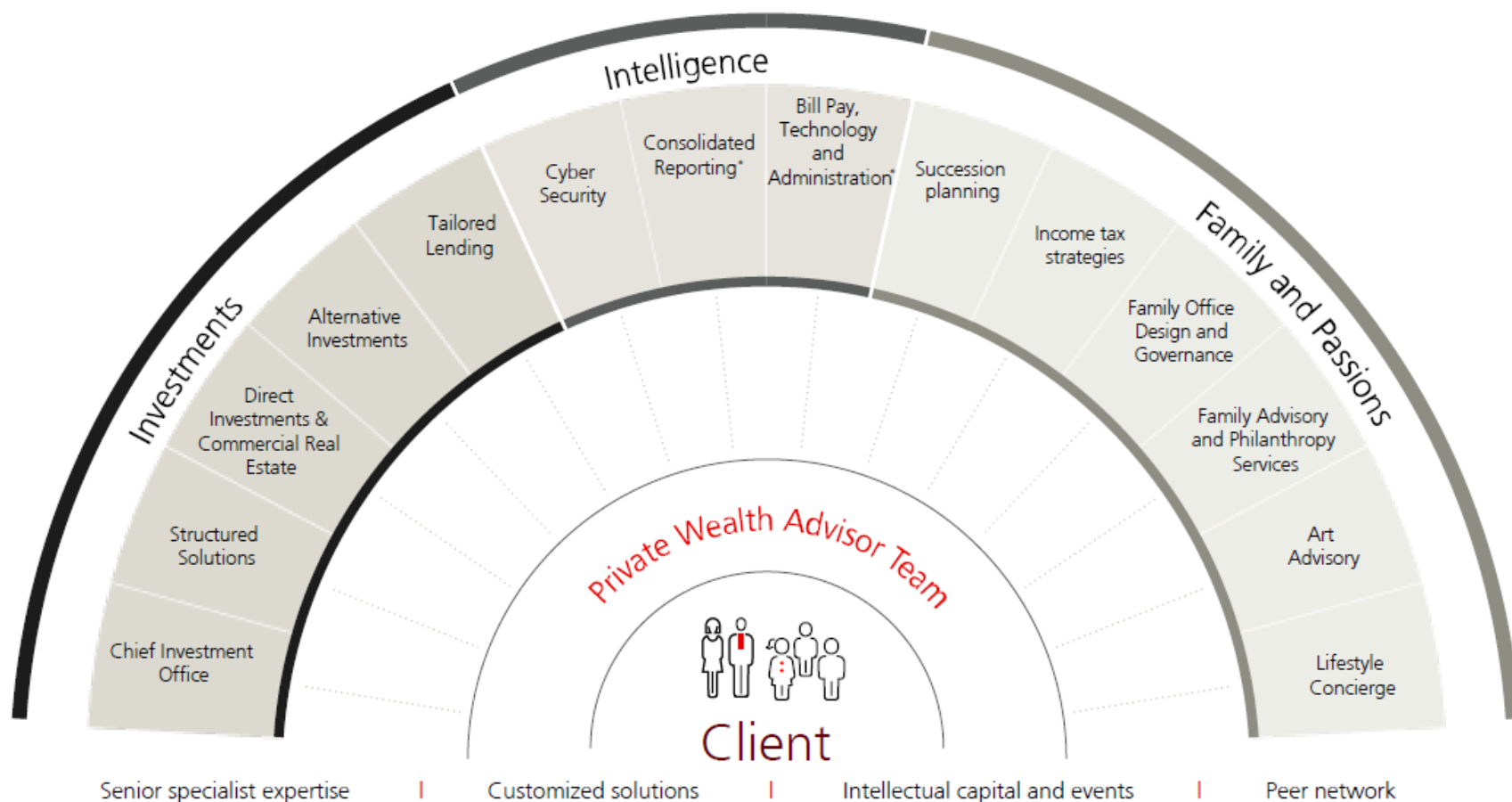
Partnering with resources of UBS, including Global Family Office as well as our investment bank, we integrate business solutions for family offices. From family governance to business transition, we help bridge the generations to preserve wealth, seize opportunity and create continuity.

## Advanced Planning Group

Our team of former practicing estate attorneys and tax attorneys can engage with you and your family, offering diverse areas of specialization. We will assist in planning around estate strategies, income and transfer tax, entity structuring, succession planning, philanthropy, family governance, and other liquidity strategies.

# The scope of UBS's capabilities for wealthy families

We provide individuals and family offices access to products and services across all areas of the firm, delivering a full coverage institutional-level experience.



\*Services provided by third parties

# An experienced and committed team

We provide world-class solutions to a select group of ultra-high-net-worth individuals, family offices, and entities.

**We focus** on building and managing concentrated investments for business owners who have experienced a liquidity event. Our investment team provides directed advice across all products and holdings (Real Estate, Structured Products, Fixed Income, Private Credit/Markets, etc.) while actively tailoring and managing two primary portfolios:

## Capabilities

### Public equities

- A primarily math-based and research driven approach to investment selection, overlaying technical analysis
- A portfolio consisting of between 25 – 30 equities
- Layering in investments into the portfolio tactically
- Not fully invested on day one
- Still targeting to be invested over the long term, not rotating in and out of the market.
- Not invested in the high momentum or meme stocks
- A portfolio that is projected to produce cash flow as well as capital appreciation

### Private equities

- Looking for a boutique raise, typically below \$1B
- A talented and experienced team that are putting a lot of their own money into the fund
- Typically one or two companies already warehoused in the deal, 8 – 10 total operating companies
- Avoiding real estate
- Avoiding private market Oil and Gas
- The management team is sourcing their own deals, not paying for flow
- Unique thematic and economic catalysts in the industry or companies, cognizant of public sentiment of the industry and the impact on multiples for the vintage year



## Connect with us

We are evolving industry veterans combined with young talent who understand historical precedent but also current market wisdom—our portfolio strategies reflect those perspectives. We look forward to the opportunity to put our **experience, knowledge** and **capabilities** to work for you.

### How to get in touch?

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#### **Sources:**

<sup>1</sup> UBS AG as of 11 September 2023; Investor relations and Standard & Poor's. UBS AG also received ratings of Aa3 and AA- from Moody's and Fitch, respectively.

<sup>2</sup> UBS Company reports, 3Q23 for UBS Group AG plus Credit Suisse combined assets as of 30 September 2023.

<sup>3</sup> Institutional Investor Global Equity Research (January 16, 2024).

<sup>4</sup> UBS Evidence Lab is a separate business from UBS Research. UBS Research Lab provides data and evidence related to specific question; it does not provide research, investment recommendations or advice.



## Important information about brokerage and advisory services.

As a firm providing wealth management services to clients, UBS Financial Services Inc. offers investment advisory services in its capacity as an SEC-registered investment adviser and brokerage services in its capacity as an SEC-registered broker-dealer. Investment advisory services and brokerage services are separate and distinct, differ in material ways and are governed by different laws and separate arrangements. It is important that you understand the ways in which we conduct business, and that you carefully read the agreements and disclosures that we provide to you about the products or services we offer. For more information, please review the client relationship summary provided at [ubs.com/relationshipssummary](https://ubs.com/relationshipssummary), or ask your UBS Financial Advisor for a copy.

Neither UBS Financial Services Inc. nor its employees (including its Financial Advisors) provide tax or legal advice. You should consult with your legal counsel and/or your accountant or tax professional regarding the legal or tax implications of a particular suggestion, strategy or investment, including any estate planning strategies, before you invest or implement.

This is not an offer to purchase or a solicitation to sell any security.

Alternative investment strategies are investment vehicles that are formed by professional money managers to afford them greater flexibility to manage money in any market environment. These strategies typically have flexibility regarding the types of securities in which they can invest (e.g., options and futures contracts), the types of positions they can take (e.g., long and short positions) and the amount of leverage they are permitted to employ. A professional money manager can use these and other techniques to modify market exposure and create portfolio characteristics that may be desirable for certain clients (e.g., reduced correlation to financial markets, potential lower volatility, and better performance in "down" markets). This flexibility can add value when used skillfully. This flexibility does, however, add additional elements of risk and complexity, including that alternative investments are often long-term, illiquid investments that are not easily valued. Note that due to the nature of alternative investments, the risk and return assumptions used in this analysis may tend to overstate potential benefits but not fully reflect potential risks with respect to those investments.

There are special risks associated with an investment in real estate, including liquidity risk, credit risk, interest rate fluctuations and the impact of varied economic conditions.

Structured Products are unsecured obligations of an issuer with returns linked to the performance of an underlying instrument. Investing in a structured product involves significant risks, such as the credit risk of the issuer, potential downside market risk and limited or no liquidity. Please see any relevant offering documents for a detailed discussion of the applicable risks, terms and tax information prior to investing in a structured product. UBS Financial Services Inc. does not guarantee in any way the financial condition of any structured product issuer or the accuracy of any financial information provided by such issuer.

Two main risks related to fixed income investing are interest rate risk and credit risk. Typically, when interest rates rise, there is a corresponding decline in the market value of bonds. Credit risk refers to the possibility that the issuer of the bond will not be able to make principal and interest payments. Furthermore, high yield bonds are considered to be speculative with respect to the payment of interest and the return of principal and involve greater risks than higher grade issues.

There are two sources of UBS research. Reports from the first source, UBS CIO Wealth Management Research, are designed for individual investors and are produced by UBS Wealth Management Americas (which includes UBS Financial Services Inc. and UBS International Inc.) and UBS Wealth Management. The second research source is UBS Investment Research, and its reports are produced by UBS Investment Bank, whose primary business focus is institutional investors. The two sources operate independently and may therefore have different recommendations. The various research content provided does not take into account the unique investment objectives, financial situation or particular needs of any specific individual investor. This material is not independent research and not subject to regulatory rules regarding research in the US. This material is intended for educational purposes only. If you have any questions, please consult your Financial Advisor. UBS Financial Services Inc. is a subsidiary of UBS Group AG and an affiliate of UBS International Inc.

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