

# Solution Partners North America 2014

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# Credit Suisse

## Swiss banking heritage

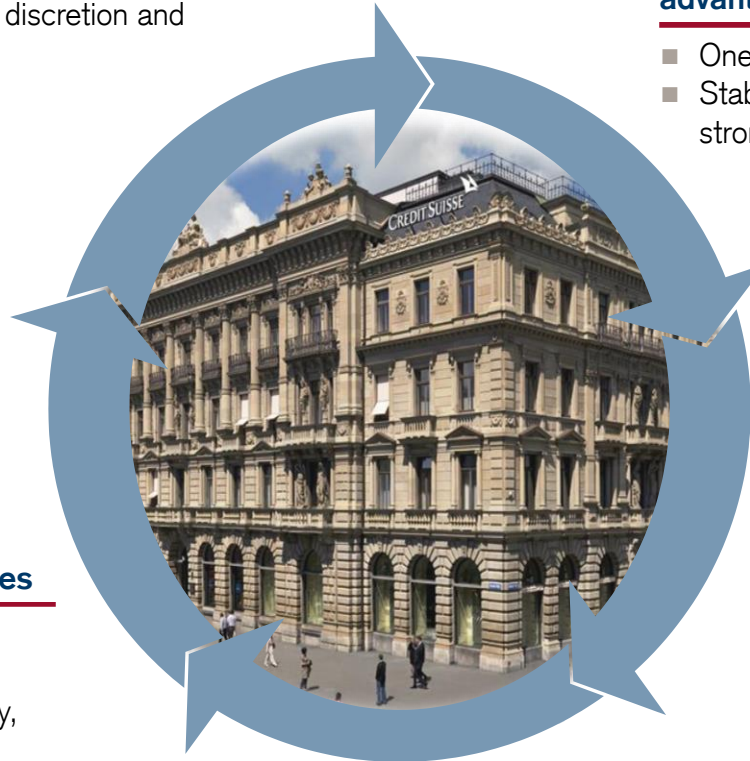
- Founded in 1856 – tradition of stability, discretion and innovation
- Global brand and presence

## Unique integrated banking approach

- Increasing momentum from integrated 'One Bank' strategy
- Unique service proposition for private clients through private investment banking

## World-class investment banking services

- Leading adviser on global M&A transactions and capital raisings
- Top-ranked provider for innovative equity, debt and derivatives solutions



## Capital strength is our competitive advantage

- One of the world's best capitalized banks
- Stable deposit base in Switzerland and strong long-term funding profile

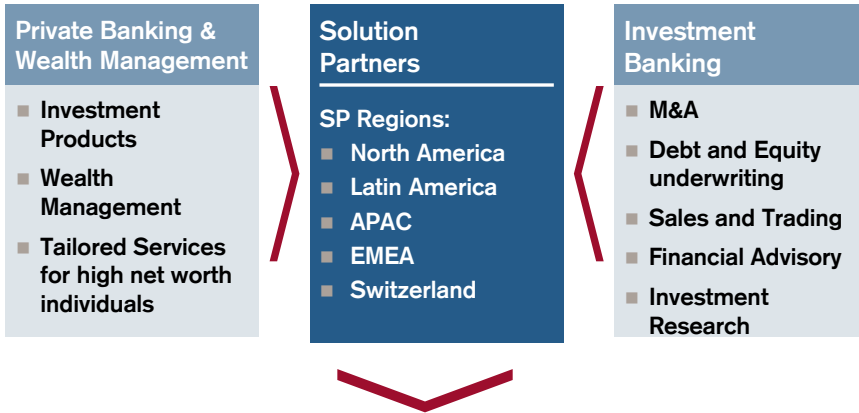
## Premier private banking & wealth management franchise

- Second largest wealth manager worldwide serving more than 2.5 million clients
- Credit Suisse has been recognized as the "Best Private Bank globally" 2012 by Euromoney

## Credit Suisse combines Swiss banking tradition with innovative solutions of a global leader in private and investment banking

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# Solution Partners at a Glance



## Our Mission

Structure, implement and execute holistic tailor-made solutions and services for UHNW & HNW clients across Private Banking & Wealth Management and Investment Banking

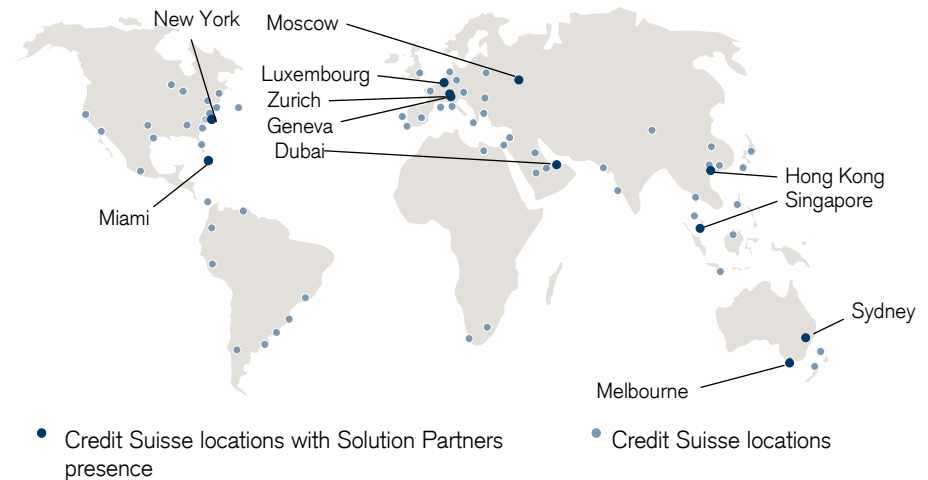
## Experience

- A team of 143 professionals led by a small group of senior bankers with extensive investment banking experience with proven track record in developing and managing businesses
- The team has an average of 15 years experience in global markets

## Focus Areas\*

Lending	Mergers and Acquisitions	ECM	Investment Solutions
Direct Investments	Private Placements	Pre-IPO Advice	Restructuring
Equities	Fixed income and FX	Commodities	Real Estate
Private Label Funds	Escrow Services	Philanthropy	Sub-Underwriting

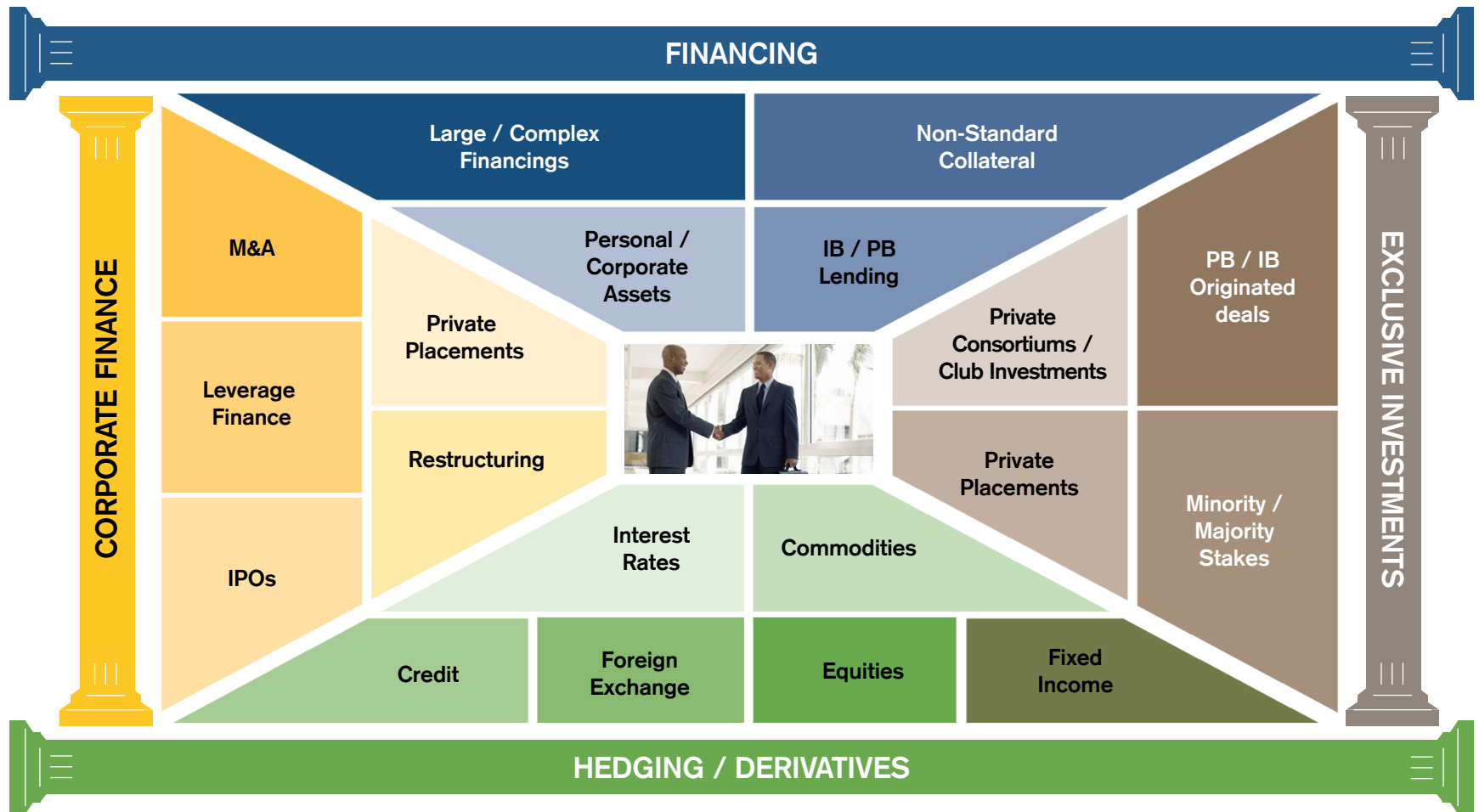
## Global Presence



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# Solution Partners North America (“SP”)

Our client-centric value proposition to UHNW & HNW clients and prospects focuses on their personal and corporate assets and relies on **four pillars**



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# Our Team Members

The U.S. team is based in New York and Miami

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# Solution Partners

## Case Studies

# Financing – Case Studies

	Client Description	Net Worth (\$bn)*	Credit Facility (\$mm)	Transaction Overview / SP Unique Role
SMA & ETFs	<ul style="list-style-type: none"> <li>Midwest based family with fortune made from hospitality and industrial sectors</li> <li>Assets split between liquid investment (ETFs, SMAs, HFs) and a private equity portfolio</li> </ul>	<ul style="list-style-type: none"> <li>~\$6 billion</li> </ul>	<ul style="list-style-type: none"> <li>\$350million</li> </ul>	<ul style="list-style-type: none"> <li>Revolving credit facility backed by \$500 million of exchange traded funds (ETFs) and Separately Managed Accounts (SMAs)                             <ul style="list-style-type: none"> <li>First loan backed by SMAs with assets being held and traded in mini-prime accounts</li> </ul> </li> <li>Loan proceeds used as equity to purchase private companies</li> </ul>
Illiquid Shares	<ul style="list-style-type: none"> <li>Midwest based Client with substantial assets in the oil and gas space</li> <li>Other assets include investments in financial services and shipping</li> </ul>	<ul style="list-style-type: none"> <li>~\$10 billion</li> </ul>	<ul style="list-style-type: none"> <li>\$50 million</li> </ul>	<ul style="list-style-type: none"> <li>Revolving credit facility against a concentrated position in an extremely illiquid public stock                             <ul style="list-style-type: none"> <li>Maximum loan size represents nine times average daily trading volume of stock</li> </ul> </li> <li>SP implemented a risk transfer mechanism between PB and IB allowing for the private Client to gain access to the risk taking ability of Equity Derivatives</li> </ul>
Fund of Funds	<ul style="list-style-type: none"> <li>Northeast based family with interests in real estate and technology</li> </ul>	<ul style="list-style-type: none"> <li>~\$2 billion</li> </ul>	<ul style="list-style-type: none"> <li>\$150 million</li> </ul>	<ul style="list-style-type: none"> <li>Facility backed by \$600 million of hedge fund interests spread across numerous managers</li> <li>SP worked with the Fund Linked Products group in IB to deliver a competitive solution</li> <li>\$600 million of Client's assets held at Credit Suisse AG, Cayman Islands Branch as custodian</li> </ul>
LP stake in HFs	<ul style="list-style-type: none"> <li>New England based Client who is a general partner (GP) of hedge fund</li> <li>Majority of assets, other than GP stake, invested in 3<sup>rd</sup> party hedge funds (LPs)</li> </ul>	<ul style="list-style-type: none"> <li>~\$500 million</li> </ul>	<ul style="list-style-type: none"> <li>\$20 million</li> </ul>	<ul style="list-style-type: none"> <li>Revolving credit facility against approximately seven third party LP hedge fund investments                             <ul style="list-style-type: none"> <li>Client needed liquidity and did not want to sell LP positions</li> </ul> </li> <li>SP structured and closed the first loan against a portfolio of LP position in HFs which was funded out of PB USA</li> <li>LP investments held at Credit Suisse AG, Cayman Islands Branch as custodian</li> </ul>

\* Source: Forbes billionaire list and estimates from public available sources.

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# Corporate Finance – Case Studies

	Client Description	Net Worth (\$bn)*	Deal size (\$mm)	Transaction Overview / SP Unique Role
Buy-side / LevFin	<ul style="list-style-type: none"> <li>Privately held U.S. based industrial group founded by European-born Client</li> <li>Investment focus on the teleco. &amp; media, natural resources &amp; chemicals, and real estate sectors</li> </ul>	<ul style="list-style-type: none"> <li>~\$13 billion</li> </ul>	<ul style="list-style-type: none"> <li>\$3 billion M&amp;A transaction</li> <li>\$1 billion leveraged financing</li> <li>\$765mm follow-on acquisition / bolt-on</li> </ul>	<ul style="list-style-type: none"> <li>CS acted as financial advisor and provided committed financing to the Client for the acquisition of a leading music publishing label</li> <li>In close partnership with the Relationship Manager, SP actively covers the Client and is proposing lending solutions, M&amp;A investment ideas and other investment banking services</li> </ul>
Sell-side M&A	<ul style="list-style-type: none"> <li>3<sup>rd</sup> generation family-owned leading manufacturer of professional coffee machines for the Hotel/Restaurant/Café (“HoReCa”) segment</li> </ul>	<ul style="list-style-type: none"> <li>~\$83mm net revenue</li> </ul>	<ul style="list-style-type: none"> <li>Not disclosed</li> </ul>	<ul style="list-style-type: none"> <li>CS acted as sole financial advisor to the company throughout the sale process</li> <li>Mixed execution team comprised of IBD Consumer Group and Solution Partners professionals</li> </ul>
IPO	<ul style="list-style-type: none"> <li>Southeast based Client with interests in sport teams globally</li> <li>Other ownerships include significant real estate holdings</li> </ul>	<ul style="list-style-type: none"> <li>~\$4 billion</li> </ul>	<ul style="list-style-type: none"> <li>\$233 million IPO of world’s most valuable sports team</li> </ul>	<ul style="list-style-type: none"> <li>CS acted as lead bookrunner on the IPO following long-term discussion with the family surrounding sport’s team strategic alternatives</li> <li>SP actively involved in IPO discussions with Client and played key role in coordinating global teams involved in the transaction, specifically focused on representing the owner’s interests</li> <li>CS working on follow-on offering for company</li> </ul>
Dividend Recap	<ul style="list-style-type: none"> <li>Southwest based CEO and 80% owner of a health care company</li> </ul>	<ul style="list-style-type: none"> <li>NA</li> </ul>	<ul style="list-style-type: none"> <li>\$12.5 million</li> </ul>	<ul style="list-style-type: none"> <li>2-year term facility providing capital for general corporate purposes and a small dividend</li> <li>Loan also provides the Client with liquidity to restructure the balance sheet before a potential IPO</li> <li>SP actively involved in discussions with CEO and helped originate and liaise with middle market lending and IBD teams</li> </ul>

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# Derivatives / Hedging – Case Studies

	Client Description	Net Worth (\$bn)*	Deal Type	Transaction Overview / SP Unique Role
Tail Risk Strategy	<ul style="list-style-type: none"> <li>Southwest based Client, serial entrepreneur with significant wealth made in the technology space</li> <li>Owns large stakes in a sports team, movie theatres and a film production company</li> </ul>	<ul style="list-style-type: none"> <li>~\$2 billion</li> </ul>	<ul style="list-style-type: none"> <li>\$250 million investment into CS Tail Risk indices</li> </ul>	<ul style="list-style-type: none"> <li>Client invested in two CS proprietary Tail Risk hedging indices which are expected to produce positive returns for Client in turbulent markets</li> <li>SP worked with Client in putting an ISDA in place, illustrated to the Client how an index hedging strategy would overlay on top of the Client's current portfolio and ultimately how the tail-risk hedge index would work</li> </ul>
VPF	<ul style="list-style-type: none"> <li>Midwest based family with significant holdings in real estate</li> <li>Large holder of two positions in REIT Operating Partnership Units</li> </ul>	<ul style="list-style-type: none"> <li>~\$1 billion</li> </ul>	<ul style="list-style-type: none"> <li>\$100 million VPF against REIT OP Units</li> </ul>	<ul style="list-style-type: none"> <li>Variable Prepaid Forward (VPF) against the Client's OP Units                             <ul style="list-style-type: none"> <li>Resulted in hedging the Client's concentrated equity holding and obtain high LTV financing</li> </ul> </li> <li>SP worked in conjunction with Equity Derivatives to provided this customized hedging and financing solution                             <ul style="list-style-type: none"> <li>Client was able to monetize their OP Unit positions without triggering a taxable event**</li> </ul> </li> </ul>
CDS Trading	<ul style="list-style-type: none"> <li>Founder of leading U.S. telecommunications company, later sold for \$3+ billion</li> <li>Active investor across various asset classes, including stocks and bonds</li> </ul>	<ul style="list-style-type: none"> <li>~\$1 billion</li> </ul>	<ul style="list-style-type: none"> <li>CDS trading</li> </ul>	<ul style="list-style-type: none"> <li>Client was introduced to Investment Banking to trade CDS</li> <li>Client interested in taking long and short positions in the sovereign and corporate credit market</li> <li>SP worked with Client in putting an ISDA in place which resulted in over \$225 million in trades closing in 2012</li> </ul>
Comm. Trading	<ul style="list-style-type: none"> <li>Midwest based Client with substantial assets in the oil and gas space</li> <li>Other assets include investments in financial services and shipping</li> </ul>	<ul style="list-style-type: none"> <li>~\$10 billion</li> </ul>	<ul style="list-style-type: none"> <li>Commodities trading</li> </ul>	<ul style="list-style-type: none"> <li>Client was introduced to Investment Banking to trade commodities</li> <li>SP worked with Equity Derivatives in setting up a credit facility against illiquid shares to help jump-start the relationship with the Client</li> <li>Resulted in significant trading with Equity Derivatives and Commodities</li> </ul>

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# Exclusive Investments – Case Studies

	Client Description	Net Worth (\$bn)*	Placement size (\$mm)	Transaction Overview / SP Unique Role
Aircraft Leasing	<ul style="list-style-type: none"> <li>Northeast based Client with significant commercial real estate holdings</li> </ul>	<ul style="list-style-type: none"> <li>~\$1 billion</li> </ul>	<ul style="list-style-type: none"> <li>\$1.1 billion</li> </ul>	<ul style="list-style-type: none"> <li>CS invested in a private company, which purchases and leases commercial aircraft</li> <li>SP allowed UHNW qualified investors to participate in this pre-IPO investment</li> <li>Company went public within 6 months of the placement and resulted in a 40% share value increase (purchase price to IPO price)</li> </ul>
Reinsurance	<ul style="list-style-type: none"> <li>Family that made money through selling ownership stake of a communications company and through their investment company</li> </ul>	<ul style="list-style-type: none"> <li>~\$200 million</li> </ul>	<ul style="list-style-type: none"> <li>\$785 million</li> </ul>	<ul style="list-style-type: none"> <li>Issuer set up a reinsurance company to underwrite short tail insurance transactions; its reserves and premiums are invested into its parent company's hedge fund</li> <li>Issuer hired CS to raise up to \$1 billion of equity</li> <li>Company went public 18 months after private placement and resulted in a 25% share value increase (purchase price to IPO price)</li> </ul>
Regional Bank	<ul style="list-style-type: none"> <li>Southwest based Client, founder of a private equity firm focused on distressed assets</li> </ul>	<ul style="list-style-type: none"> <li>~\$1 billion</li> </ul>	<ul style="list-style-type: none"> <li>\$460 million</li> </ul>	<ul style="list-style-type: none"> <li>CS raised a \$460 million equity private placement for a distressed regional bank roll-up</li> <li>Proceeds of the placement were used to recapitalize the bank, redeem existing owner and pursue acquisitions                             <ul style="list-style-type: none"> <li>Exit expected to be in the form of an IPO or strategic sale</li> </ul> </li> </ul>
Luxury Apparel	<ul style="list-style-type: none"> <li>West-coast based family that made its money in the restaurant business</li> <li>The Family Office is looking for exclusive investments away from the public markets</li> </ul>	<ul style="list-style-type: none"> <li>~\$2 billion</li> </ul>	<ul style="list-style-type: none"> <li>EUR 420 million</li> </ul>	<ul style="list-style-type: none"> <li>CS was mandated to raise EUR 100 million for an equity co-investment in a European luxury sport apparel company</li> <li>European sponsor lead the transaction and performed due-diligence and valuation on the company</li> <li>SP coordinated the equity private placement to qualified buyers globally</li> </ul>

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