

UNION SQUARE ADVISORS

Union Square Advisors LLC is a leading technology-focused investment bank that offers strategic mergers & acquisitions advice and execution as well as agented private capital financing services.

Founded in 2007, Union Square Advisors works with leading public and private technology companies, private equity and venture capital firms across the technology landscape with a primary focus on Software, Software-Enabled Services, Big Data/Analytics, Cybersecurity, IT Infrastructure, Mobility, IoT, Internet/Digital Media and Marketing Technology/E-Commerce.

80+ transactions valued in excess of \$90 billion

PRIMARY FOCUS

Software



Big Data and Advanced Analytics
Data explosion continues to accelerate, augmented by next-gen analytics including machine learning



Morphing Security Landscape
New paradigms around threat detection, protection, mitigation and remediation in security

Enterprise Digital Transformation
Digitization of enterprise workflows and increasing cloud adoption within the enterprise



IT Infrastructure



NPM/APM, Visibility and, now, ITOA
Once distinct silos are converging as visibility becomes increasingly important



IT-as-a-Service Disrupts Layer 4 - 7
IT stack is increasingly becoming software-based

Converged Solutions Reach Critical Mass
Scalable systems that fit the needs of next-gen applications and data centers



Internet & Digital Media



Mobile-First Approach
Strong monetization and user engagement across multiple key domains



Vertical Marketplace Models
Network effects crucial to adoption/long-term success

AdTech Meets MarTech
Enterprise players are building comprehensive solutions via strategic acquisitions



Our senior bankers have a collective 200+ years of experience. Our partners and managing directors are intimately involved in every transaction.



Carter McClelland, Chairman
carter.mcclelland@usadvisors.com | 212-376-1750
• **Experience:** 40+ years of investment banking and advisory experience at Morgan Stanley, Deutsche Bank and Bank of America



Ted Smith, President
ted.smith@usadvisors.com | 415-501-8007
• **Experience:** 25+ years of technology investment banking and advisory experience at Morgan Stanley, Deutsche Bank and Credit Suisse



Dean Riskas, Partner, Head of Capital Markets
dean.riskas@usadvisors.com | 415-501-8080
• **Experience:** 30+ year track record providing or privately placing debt and equity financing; former President, North America, of TriplePoint Capital



Wayne Kawarabayashi, Partner, Head of Mergers & Acquisitions
wayne.kawarabayashi@usadvisors.com | 212-376-1730
• **Experience:** 21+ years of technology investment banking and advisory experience at Barclays and Lehman Brothers



Jace Kowalzyk, Partner, Head of IT Infrastructure
jace.kowalzyk@usadvisors.com | 415-501-8050
• **Experience:** 17+ years of advisory investment banking experience covering IT Infrastructure and Software at Piper Jaffray and ThinkEquity



Paul Inouye, Partner, Head of Internet
paul.inouye@usadvisors.com | 415-501-8030
• **Experience:** 28+ year of technology investment banking and advisory experience at Morgan Stanley, Lehman Brothers and Moelis & Co.



Yogesh Amle, CFA, Managing Director, Head of Software
yogesh.amle@usadvisors.com | 415-501-8060
• **Experience:** 15+ years of technology investment banking and advisory experience at J.P.Morgan, Barclays Capital and Citi



Devon Ritch, Managing Director, Mergers & Acquisitions
devon.ritch@usadvisors.com | 415-501-8040
• **Experience:** 15+ years of technology investment banking and advisory experience at RBC Capital Markets. Earlier, Devon practiced M&A law as an Associate at Wilson Sonsini Goodrich & Rosati.



Phillip Kim, Managing Director, Merger & Acquisitions
phillip.kim@usadvisors.com | 212-376-1777
• **Experience:** 14+ years of technology investment banking and advisory experience at Greenhill & Co., Lehman Brothers, and Deutsche Banc Alex. Brown

Our culture of entrepreneurship enables us to better understand our clients' needs

UNION SQUARE ADVISORS

SAN FRANCISCO
600 Montgomery Street
22nd Floor
San Francisco, CA 94111
415.501.8000

NEW YORK
70 E. 55th Street
Suite 1800
New York, NY 10022
212.376.1700

www.usadvisors.com



Union Square Advisors has advised on a coveted list of important transactions, spanning mergers, acquisitions, capital raises and special situations

IN THE LAST TWO YEARS **28** DEALS

WORTH MORE THAN

\$75 BILLION

Strategic Sell-side / Buy-side

Transactions with Financial Sponsors

Financings / Special Situations

 in its \$435MM sale to 	 in its sale to 	 in its \$1.4BN sale to 	 in its sale to 	 in its acquisition of 	 in its \$925MM acquisition of 	 in its \$720MM acquisition of 	 in its \$25MM financing 	 in its \$45MM equity financing
 in the \$67BN acquisition of 	 in its \$130MM sale to 	 in its \$200MM sale to 	 in its acquisitions of 	 in their \$5.3BN acquisition of 	 in its \$840MM acquisition of 	 in its \$4.2BN acquisition of 	 in its \$30MM equity financing 	 in its \$20MM equity financing
 in its sale to 	 in its sale to 	 in its \$440MM sale to 	 in its sale to 	 in its acquisition of 	 in its \$640MM acquisition of 	 in its \$203MM acquisition of 	 creation of the Pivotal Initiative with 	 in its \$70MM equity financing

We have a strong track record of delivering superior outcomes for our clients

Consistently Achieving Optimal Outcomes for Our Technology Clients

Pre-eminent Advisor to the Industry's Most Active Private Equity Firms

Bringing Clarity to Complex Transactions

The transactions above represent a select sample of our total volume