

William Blair & Company[®]

COMMITTED TO CLIENT SUCCESS SINCE 1935



Global Reach

Middle-Market Focus

Sector Expertise

CORPORATE & EXECUTIVE SERVICES

“When our clients succeed, the firm's success will follow.”

-William McCormick Blair

CORPORATE SERVICES

Customized Corporate Cash Management

- Short-duration fixed-income strategies
- Customized short- and intermediate-term portfolio management

Corporate Share Repurchases

Coordination and execution of corporate buyback programs

Employee Stock Option Exercise

Establishment, coordination, and execution of trading programs for company employees

Investment Banking Services

- Equity and Debt Underwriting
- Mergers and Acquisitions
- Initial Public Offerings
- Private Placements
- Fairness Opinions
- Confidential Equity Offerings - (PIPES) Private Investment in Public Equity Securities
- Credit Tenant Lease Securities
- Municipal Securities
- Special Situations & Restructuring

EXECUTIVE SERVICES

Stock Option Exercise

Coordination and execution of stock option exercising

Restricted Stock Coordination & Sales

Coordination and execution of Rule 144/145 transactions

Officer & Affiliate Trading Programs (Rule 10b5-1)

Execution of securities transactions and trading programs for corporate insiders

Equity Risk Management

Analysis, strategy development, and execution of transactions of concentrated single stock positions

William Blair & Company is committed to achieving success for our clients. Whether investment banking, asset management, institutional, or individual clients, our professionals provide high-quality advice, personal attention, and integrity.

PORTFOLIO MANAGEMENT

Custom Portfolio Management

Customized investment portfolios designed to meet the particular needs of high-net-worth individuals, trusts, retirement plans, and institutional investors on a fee or commission basis.

William Blair Select – Open-Architecture Investment Services

A comprehensive, open-architecture investment program designed to complement William Blair & Company's growth philosophy providing:

- Separately Managed Accounts
- Mutual Funds
- Exchange-Traded Funds
- Alternative Investments
- Private Equity Funds of Funds
- Public and Private Real Estate

FINANCIAL PLANNING

Asset Allocation and Investment Portfolio Design

- Personalized asset allocation policies that incorporate your return requirements, risk tolerance, and time horizon
- Custom-tailored investment programs designed to help achieve your financial goals, while minimizing risk and maximizing efficiency

Retirement/Long-Term Cash Flow Planning

Portfolio longevity analysis to determine the optimal overall investment portfolio design that will survive the stress of long-term cash flow requirements

Income Tax

Coordinate with your tax advisor to design and develop strategies intended to accommodate your specific situation and enhance overall financial performance

Estate & Gift

Coordinate with your tax advisor to design and develop wealth-transfer strategies to address your specific needs and objectives, while minimizing or deferring taxes in the context of the overall financial position

William Blair & Company, L.L.C. is a global investment firm offering investment banking, asset management, equity research, institutional and private brokerage, and private capital to individual, institutional, and issuing clients. Since 1935, we have been committed to helping clients achieve their financial objectives. As an independent, employee-owned firm, our philosophy is to serve our clients' interests first and foremost. We place a high value on the enduring nature of our client relationships, the quality of our products and services, and the continuity and integrity of our people. William Blair & Company is based in Chicago, with office locations including Boston, London, New York, San Francisco, Shanghai, Tokyo, and Zurich. For more information, please visit www.williamblair.com

William Blair & Company®

Investment Banking ■ Asset Management ■ Equity Research ■ Institutional & Private Brokerage ■ Private Capital

William Blair & Company, L.L.C. 222 West Adams Street Chicago, Illinois 60606 312.236.1600 www.williamblair.com

CHICAGO BOSTON LONDON NEW YORK SAN FRANCISCO SHANGHAI TOKYO ZURICH