

Introduction to Berkshire

September 2023

BERKSHIRE
GLOBAL ADVISORS

Berkshire at a Glance

About Us

Berkshire Global Advisors is focused on M&A in the investment management and wealth management sectors



- Founded in 1983
- Independent, employee-owned investment bank
- Headquartered in New York City with offices in London, Sydney, San Francisco and Denver
- Completed more than 475 transactions and more than 300 independent valuations

- Our partners have an average of 33 years of industry experience; many developed successful careers at firms including Goldman Sachs, Merrill Lynch, UBS, Bear Stearns and PaineWebber prior to joining Berkshire
- Our independence and private ownership are key competitive strengths and differentiate us from competitors

Berkshire at a Glance

Perennial Leader in Investment Management & Securities M&A

Berkshire Global Advisors is focused on M&A in the investment management, wealth management and related sectors

Rank	Firm	Announced Transactions					
		Total	2023	2022	2021	2020	2019
1	Berkshire Global Advisors LP	81	8	17	32	13	11
2	Park Sutton Advisors, LLC	50	11	12	15	3	9
3	Raymond James	48	2	7	16	12	11
4	Houlihan Lokey	41	6	15	10	9	1
5	J.P. Morgan Securities	38	3	9	14	6	6
5	Goldman Sachs	38	6	8	11	6	7
5	Ardea Partners LP	38	9	8	11	6	4
6	Morgan Stanley	27	3	5	12	7	0
7	Evercore	24	3	6	10	1	4
7	Republic Capital Group	24	7	4	4	4	5
8	DeVoe & Company	22	1	9	5	2	5
8	Colchester Partners LLC	22	3	3	4	4	8
9	Canaccord Genuity	21	3	4	9	3	2
10	Broadhaven Capital Partners, LLC	20	4	3	7	5	1
11	Keefe, Bruyette & Woods, Inc.	19	1	5	5	4	4
12	Barclays	18	0	5	6	2	5
12	Jefferies	18	1	5	8	1	3
12	Cambridge International Partners LLC	18	2	1	9	4	2
13	Fenchurch Advisory Partners Limited	17	-	1	9	5	2
13	RBC	17	1	5	5	3	3

Source: S&P Capital IQ; omits certain deals that do not meet S&P Capital IQ's stated criteria, 2018-2021 sourced from legacy S&P

Sector Coverage

Berkshire Global Advisors is a leading provider of M&A and strategic advice to the financial services industry



Traditional Investment Management

Equities
Fixed Income
Mutual Funds
ETF's

Wealth Management

RIA's and Hybrids
IBD / Retail IBDs
Trust Banks
Family Offices / MFOs

Private Markets Management

Real Estate
Private Equity
Credit
Infrastructure

Securities & Investment Banking

Institutional Broker Dealers
Investment Banks

Related Sectors

FinTech
Hedge Funds
Specialty Finance

Berkshire's Capabilities

Services Offered

M&A Advisory

- Sell side
- Buy side
- Mergers
- Management buyouts

Financing Advisory

- Capital raises

Valuations

- Internal valuations
- Fairness opinions
- Employee equity plan valuations

Strategic Advisory

- Board presentations
- Strategic reviews
- Employee equity plans
- Internal recapitalizations



Berkshire's Capabilities

Why Our Clients Select Us

Berkshire Global Advisors prides itself on being a trusted advisor to its clients, bringing market-leading perspectives and creative solutions to its clients' strategic initiatives

- Leading independent team focused on the wealth management, investment management, FinTech and securities sectors
- Conflict free advice – our clients' needs are our sole focus; we do not engage in lending or proprietary trading; and we do not answer to outside stakeholders
- Continuous dialogue with key market participants
- Unique ideas and demonstrated thought leadership built on decades of experience with a broad range of complex issues
- Robust proprietary transaction, company and multi-asset class investor databases
- Creative solutions to complex client matters
- Process engineering, solution delivery and transaction execution is always led by a senior partner
- Deep understanding of key value drivers and optimal positioning of our clients

Selected Recent Berkshire Transaction Experience

Industry-leading Position in Specialist Financial Services M&A Advisory

<p>July 2023</p>  <p>has entered into a financial partnership with</p>  <p>Domestic M&A Real Estate / Assets</p>	<p>July 2023</p>  <p>has agreed to be acquired by</p>  <p>Domestic M&A Financial Technology</p>	<p>July 2023</p>  <p>has received a strategic investment from</p>  <p>Domestic M&A Wealth Management</p>	<p>June 2023</p> <p>LANDMARK MANAGEMENT, INC.</p> <p>has sold a strategic minority stake to</p>  <p>Domestic M&A Wealth Management</p>	<p>May 2023</p>  <p>has agreed to merge with</p>  <p>Domestic M&A Wealth Management / Trust</p>	<p>February 2023</p>  <p>has entered into a strategic partnership with</p>  <p>Cross-Border M&A Private Markets</p>	<p>February 2023</p>  <p>has agreed to be acquired by</p>  <p>Domestic M&A Private Equity / Credit</p>
<p>January 2023</p>  <p>has received a strategic investment from</p> <p>STONE POINT CAPITAL</p> <p>Domestic M&A Real Estate</p>	<p>December 2022</p>  <p>has entered into a strategic partnership with</p>  <p>an affiliate of</p>  <p>Domestic M&A Real Estate</p>	<p>December 2022</p>  <p>has sold a majority interest to</p>  <p>Cross-Border M&A Investment Management</p>	<p>December 2022</p> <p>Stanhope Capital</p> <p>has agreed to acquire</p>  <p>Cross-Border M&A Wealth Management</p>	<p>December 2022</p>  <p>has agreed to be acquired by</p>  <p>Domestic M&A Wealth Management</p>	<p>November 2022</p>  <p>has agreed to sell a majority interest to</p>  <p>Cross-Border M&A Investment Management</p>	<p>November 2022</p> <p>EST. 1890</p>  <p>has sold a majority interest to</p>  <p>Domestic M&A Wealth Management</p>

Disclaimer

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BERKSHIRE GLOBAL ADVISORS

527 Madison Avenue, 3rd Floor
New York, New York 10022
United States
Tel: +1 212 207 1000

50 California Street
Suite 1500
San Francisco, CA 94111
Tel: +1 415 293 8426

11 Haymarket, 2nd Floor
London, SW1Y 4BP
United Kingdom
Tel: +44 20 7828 2828

28 Margaret Street, Level 9, Suite 2
Sydney, NSW 2000
Australia
Tel: +61 402 336 228