

VERSARI Private Capital Advisory is one of the most experienced advisory teams on Wall Street focusing exclusively on private placements

- The **VERSARI** difference is our specialized knowledge of private placements and our “focused” process.
- Decades of experience in successfully negotiating and selling private placements provides our senior managers with an extensive skillset.
- Deal experience includes transactions totaling more than \$20 billion for over 250 clients.
- Deep industry knowledge, having closed deals in many sectors including Healthcare, Technology, Energy, Financial Services, Business Services, Consumer and Media.
- **VERSARI**'s clients take full advantage of the private placement process, as we customize each transaction to fit specific needs.
- As private placement veterans, we provide a valuable, “hands-on” approach throughout the placement process from the deal preparation and positioning stages to marketing, documentation and closing. Our guidance adds valuable insights throughout the process.
- The Leadership of **VERSARI** has previously headed the private placement groups at renowned firms on Wall Street, including Donaldson, Lufkin & Jenrette Securities Corp. (“DLJ”), Credit Suisse Securities, LLC, and Raymond James & Associates.
- We are deal specialists with creative structuring capabilities and a global distribution network who sell complex private placements to institutional investors in ways with which they are familiar.
- **VERSARI**'s buyer network is extensive and includes:

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|---------------------------|------------------------|--------------------|------------------------------------|
| 1. Family Offices | 4. Private Equity | 7. Venture Capital | 10. Mezzanine/Opportunity Funds |
| 2. Hedge Funds | 5. Corporate Ventures | 8. Pension Funds | 11. Mutual Funds and Alternatives |
| 3. Sovereign Wealth Funds | 6. Insurance Companies | 9. Endowments | 12. Business Development Companies |

- **VERSARI**'s recommends a private placement to clients who want: speed; customization; confidentiality; control over the marketing process; ability to use projections; and cost efficiency.

- For more information contact:

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