

Paul Crisci
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Introduction

Paul Crisci was the Global Co-Head of TMT at UBS from 2016 to 2023 where he managed a \$400mm+ business that provided clients with capital markets and M&A advisory services across all major technology sectors including software and Internet based businesses. In 2019, Paul was given the additional responsibility to build a Private Markets business focused on the origination and distribution of private capital to traditional institutional accounts as well as UBS' institutional family office clients. After 29 years in investment banking, Paul left UBS in November 2023 to spend more time with his family and to pursue new career opportunities that may afford him a more flexible lifestyle. Paul lives in the San Francisco Bay Area.

Career History

Paul graduated with a BS in Finance from the University of Maryland in 1985 and with an MBA from Harvard Business School in 1991. Prior to investment banking, he worked at both IBM (1985-1989) and Silicon Graphics (1991-1994) in sales and marketing management roles.

In 1994 Paul pivoted out of Silicon Valley tech operating roles and joined the technology-specialist M&A boutique Broadview International as a first-year Associate. He developed as a software banker and was fast-tracked to MD in 2000. In parallel with his promotion in 2000, Paul was made Co-Head of Broadview's west coast office. During this period Paul developed a strong practice in venture capital and growth equity-backed private company software M&A. After the acquisition of Broadview by Jefferies at the end of 2003, Paul became sole-head of west coast technology banking for Jefferies and was responsible for a 60-person coverage effort across all products and tech sectors. After the financial crisis, Paul built-out a leading leveraged loan syndication effort to support the emergence of Private Equity Tech LBOs and was an early banker calling on Tech-specialist PE firms such as Thoma Bravo, Vista Equity, and Francisco Partners. Before leaving Jefferies in 2016 to join UBS, Paul's software-based M&A and Leveraged Finance business was doing \$100-150 million in annual revenues between 2013-2015.

In April 2016 Paul was hired into UBS to re-build the Swiss bank's Technology business, which had limped along with 1-2 MDs in the recent years prior. Paul was joined by three MDs from Jefferies and quickly re-built UBS' technology banking effort and grew the team to over 40 bankers. The team Paul recruited and developed in the Americas grew revenues from \$40mm in 2016 to \$490mm by the end of 2021. In parallel, Paul's Private Markets business grew to over

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\$250mm globally by the end of 2021 from the “ground up” in 2018. This involves the origination and distribution of primary and secondary private capital transactions to institutional and wealth management clients. Related, Paul has also led UBS' efforts in targeting banking coverage for the global family office client base where UBS is particularly strong.

Clients/Deal Activity

While at Jefferies Paul saw early on the development of Private Equity as a new and powerful capital pool that would transform the software sector, so he set about organising and leading a software coverage effort focused on exclusive sales and leveraged finance. He developed deep relationships with the emerging specialist tech buy-out firms such as Thoma Bravo, Vista Equity, Francisco Partners, etc. As an “unregulated bank” Jefferies was able to be more aggressive on leverage which gave Paul the “opportunity” to quickly build a strong lead-left leverage loan capability. This also opened the door for him to double-down with exclusive sales as PEs also valued the deep sector content and M&A capabilities he and his team brought to the table. Paul and his team were specifically recruited to UBS because of this “capital light” business model (ie, limited corporate lending with a focus on sponsors). As a result, Paul's key client relationships and transaction activity are focused on the PE Tech buy-out marketplace. Today Paul is typically brought into client opportunities as a senior sponsor to leverage his rolodex and provide senior client coverage as needed.

A Few Selected Transactions 2018-22:

KKR acquisition financing of Barracuda (Thoma Bravo), \$1.57B (2022)
Symphony Tech Group acquisition financing for McAfee Enterprise, \$2.95B (2021)
Sale of RDC (Vista Equity) to Moody's for \$700mm (2020)
TA/Clearlake acquisition financing for Digicert (Thoma Bravo), \$2.25B (2019)
Sale of Powerschool (Vista Equity) to Onex for \$2.5B (2018)

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UBS, San Francisco, CA

Apr 2016 – Present

Global Head of Private Markets
Global Co-Head of TMT Investment Banking

Jul 2019 – Nov 2023
Apr 2016 – Nov 2023

- Global Co-Head of UBS' TMT investment banking business; the Americas TMT business regularly generates \$250mm+ and APAC/EMEA combined represents another \$200mm+.
- Global Head of UBS's private markets business encompassing both primary and secondary transactions, as well as originating all forms of banking transactions out of the wealth management and institutional family office client base, itself a \$200m+ business.
- Hiring, management and mentoring of both senior and junior bankers.
- Senior relationship development with a wide range of corporate, sponsor, VC and alternative investors.
- Member of UBS IB Management Committee.
- Chair of the IB Learning and Development Committee.

Jefferies LLC, San Francisco, CA

Oct 1994 – Mar 2016

Joined via Broadview International (acquired by Jefferies in 2003)

Joint Global Head Technology Investment Banking

- 21 years combined experience at Broadview Intl and Jefferies LLC, culminating in senior leadership roles including that of Joint Global Head of Technology Investment Banking.
- Was responsible for co-leading a global team of 60 technology investment bankers covering internet, software, services, semis and communications.
- Primary leadership of Technology banking in the Americas.
- Primary leadership of global software coverage with related financial sponsor and venture capital dialogue and leveraged finance origination.
- Personally led and advised on over 200 completed M&A and debt financing transactions.

Silicon Graphics, Mountain View, CA**Aug 1991-Sep 1994**

Marketing Management roles in supporting the distribution of computer systems through OEM partners as well as operating a third-party peripherals and software business for SGI commercial accounts.

IBM, Bethesda, MD**Aug 1985-Jun 1989**

Computer Systems and Software Sales to Federal agencies such as the National Institutes of Health.

Education**1991: Harvard Business School, MBA****1985: University of Maryland, B.S. Finance**

Professional Designations: Series 7, 24, 63

Interests/Hobbies: Golf and Electric Bass Guitar