



## **Press Release of Sallfort Privatbank AG**

August, 22nd 2012

### **Sallfort Privatbank closed first Private Equity Club Deal**

Sallfort Private Equity, Products & Services and 5CCG leads US\$ 19M investment round in Ubiquisys Ltd. to meet demand for 3G/LTE/WIFI Public Small Cell Hotspots.

Swindon, UK, Basel, Switzerland – Ubiquisys, the developer of 3G and LTE intelligent small cells, today announced it has raised \$19m in an oversubscribed round from new investors Mobile Internet Capital and Nissay Capital, together with existing investors including Sallfort Privatbank AG/5CCG which lead the round, Accel Partners, Advent Venture Partners, Atlas Venture and Yasuda. Ranked #1 by ABI Research in its Indoor Small Cells Vendor Matrix 2012, Ubiquisys will use the capital to generate further profitable growth and accelerate delivery of innovative tri-mode 3G/LTE/WiFi small cell hotspots. The company is building on its leadership position in residential and enterprise femtocells, where its adaptive radio technology has underpinned successful high volume deployments, working with more than 70 operators across the world.

Sallfort Privatbank AG which is located in Basel and Zurich successfully established its new “Private Equity Club Deal” services by managing a US\$ 5.2M investment for its clients. The deal was set up and closed together with 5CCG which was investing in a previous round in Ubiquisys.

“We are happy that we are able to close the first Private Equity Club Deal for Sallfort in a promising company such as Ubiquisys only 5 month after launching the new business line within Sallfort” Michael Bornhäuser Managing Director of Sallfort Private Equity, Products & Services stated in Basel. “Together with our well known partners such as Accel, Advent and Atlas Ventures we are confident, that Ubiquisys will make its way in the next 2 -3 years to an successful exit for our investors”.

The private equity expertise from Sallfort Private Equity, Products & Services is focused in the technology, media and telecommunication industry where Michael Bornhäuser and his team have a long term track record with deep industry knowledge.

- End of Press Release

### **About Sallfort Privatbank AG**

Sallfort Privatbank AG emerged out of the acquisition of P&P Private Bank AG by Sallfort AG and is led by Johannes T. Barth in the 8<sup>th</sup> generation of the Barth Family. Sallfort AG was founded 1981 out of Johannes Barth & Sohn, one of the world's leading hops trading company which has its roots in Nürnberg, Germany.

Sallfort Privatbank AG is specialized in providing wealth and asset management services for Swiss and international clients and institutions.

With the business line Private Equity, Products & Services led by Michael Bornhaeuser, Sallfort also provides private equity club deals out the of technology, IT and media fields, dynamic products and corporate finance to its clients.

Due to the combination of an extensive knowledge base the family owned trading company has gathered in more than 200 years together with more than 30 years expertise in asset management Sallfort Privatbank AG is uniquely positioned to best serve its customers.

### **About Ubiquisys**

Ubiquisys is a leader in intelligent 3G and LTE small cells, with products deployed by more than 70 operators around the world.

The Ubiquisys difference is intelligence: small cells that continuously adapt to their surroundings and dynamically interact with their neighbours. Operators benefit from low operating costs and efficient use of spectrum assets, whilst mobile users experience dependable voice and high speed data services. The Ubiquisys small cell range includes public access hotspots, self-organising networks for enterprise, modular residential small cells and satellite-linked small cells for remote locations.

([www.ubiquisys.com](http://www.ubiquisys.com))

### **About Accel Partners**

Founded in 1983, Accel Partners has a long history of partnering with outstanding entrepreneurs and management teams to build world-class businesses. Accel today invests globally using dedicated teams and market-specific strategies for local geographies, with offices in Palo Alto, California, New York City, London and Bangalore, as well as in China via its partnership with IDG-Accel.

Accel has helped entrepreneurs build over 300 successful companies, many of which have defined their categories, including Angry Birds (Rovio), ComScore, Facebook, Foundry Networks, Groupon, Infinera, Kayak, metroPCS, Polycm, Playfish, QlikTech, Redback Networks, Riverbed, Spotify, Veritas, Wonga and XenSource.

([www.accel.com](http://www.accel.com) or [www.facebook.com/accel](http://www.facebook.com/accel))

### **About Advent Venture Partners**

Advent Venture Partners is one of Europe's most established venture and growth capital firms, investing in world-class technology and life sciences businesses. We seek out remarkable companies that want a pragmatic and well-connected partner. We are dedicated to executing a risk-balanced investment strategy delivering consistent returns for our investors. Advent's technology team backs leading European technology-driven growth businesses in Internet, digital media, software and services, telecoms, and cleantech. Our investments include: Zong, the leading mobile payments solutions provider; Farfetch, the leading online fashion marketplace; and The Foundry, a buyout of the Academy Award winning global visual effects software vendor for the post-production industry.

([www.adventventures.com](http://www.adventventures.com))

**About Atlas Venture**

Atlas Venture is a leading early-stage venture capital firm that invests in technology and life sciences companies. Since inception in 1980, we have helped build over 350 companies in more than 16 different countries. Atlas Venture is currently investing from its eighth fund and manages \$2 billion in committed capital.

([www.atlasventure.com](http://www.atlasventure.com))

**About Mobile Internet Capital**

Mobile Internet Capital (MIC) is Japan's leading venture capital firm part-owned by NTT DOCOMO, one of the world's largest mobile communication operators. Since its establishment in 1999, MIC has paved the ways for many start-up companies with disruptive technologies or services not only by capital injections but also by valued added activities such as business matching with various established companies in Japanese IT sectors. MIC's sector focus is information and communication technology (ICT) businesses with a particular emphasis on those with strong leadership opportunities in Japan, the US and China.

([www.mickk.com](http://www.mickk.com))

**About Nissay Capital**

Nissay Capital is a venture capital firm wholly owned by Japan's largest life insurance business, Nippon Life Insurance Company. Nissay Capital seeks to invest in early and growth stage businesses, resulting in a well-balanced portfolio across multiple sectors and markets. Nissay has invested in over 1,200 unlisted companies with a total of 226 IPOs achieved since its inception in 1991.

**About Yasuda Enterprise Development**

Yasuda is one of the largest and most experienced VC firms in Japan, with more than 200 IPOs achieved since its inception. It is part of the world-wide network of the Yasuda Group, based primarily in Japan and in the US. Yasuda expertise provides support for international business development and strategic alliances, syndicating professional investors and strong corporate partners, and growing companies with IPO and M&A potential.

([www.yedvc.co.jp](http://www.yedvc.co.jp))

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