

# News Release

## **UBS, Investnet and iCapital Network<sup>®</sup> leverage technology and investment prowess to expand alternative investment offering**

- **Investnet to provide access to a curated menu of alternative investments by UBS and iCapital Network through new Alternatives Exchange, leveraging iCapital's turnkey technology solution**
- **By expanding access to alternative investment products through Investnet's ecosystem, UBS and iCapital strengthen their market positions and reach more investors**

**Chicago & New York, July 13, 2021** – [UBS](#) (NYSE: UBS), [Investnet](#) (NYSE: ENV), and [iCapital Network](#)<sup>1</sup> ("iCapital") today announced a strategic relationship to deliver access to curated UBS and iCapital alternative investment products through Investnet's platform. To power the initiative, Investnet will launch the Alternatives Exchange, a new solution designed to provide these products to the firm's clients, leveraging iCapital's turnkey technology through single-sign-on access.

"UBS has a long history of partnering with leading technology companies, like Investnet and iCapital, to help broaden the firm's distribution network of its products and services," said **Tom Naratil, President Americas at UBS**. "This strategic relationship will enable us to scale our product offering for investors and strengthen our position in the alternative investments sector."

To seamlessly support this effort, Investnet I PMC, [Investnet's portfolio consulting group](#), will provide oversight of the Alternatives Exchange. [Investnet's new Private Wealth Consulting service](#) anticipates leveraging this offering for advisors of high-net-worth clients, providing access to private investments and hedge fund strategies through UBS and iCapital.

"Through our partnership with UBS and iCapital, we continue to make significant strides in building out our financial wellness ecosystem," said **Bill Crager, Co-Founder and CEO of Investnet**. "UBS's global reach, iCapital's demonstrated technology, and both firms' extensive history with alternatives will be key for helping us equip advisors with the tools to help diversify client portfolios."

UBS has created a dedicated group to service this initiative, which will provide access to investment solutions and custody services. Advisors on Investnet's platform will continue to be the primary contact for their clients.

"We are proud to partner with UBS and Investnet, to provide advisors with access to a broad array of quality alternative investment strategies via the Alternatives Exchange," said **Lawrence Calcano, Chairman and CEO of iCapital Network**. "We are committed to continuing the transformative work iCapital is doing with our partners to help the industry meet the growing demand for alternative

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<sup>1</sup> Institutional Capital Network, Inc., and its affiliates (together, "iCapital Network" or "iCapital")



investments, and to provide innovative solutions that have the potential to deliver better outcomes for advisors and their clients.”

Through this collaboration, Envestnet’s platform will provide access to iCapital’s enhanced technology and processing capabilities. iCapital’s technology includes its digital subscription process for alternative investments, with Anti-Money Laundering and Know Your Client features to assist advisors through essential compliance processes. Investment-related documents and reports will be available in real-time through iCapital’s intuitive document center, digitizing a historically paper-intensive, cumbersome experience and strengthening advisor efficiency.

“As advisors seek to navigate challenges presented by a low-yield environment and better diversify traditional equity and fixed-income portfolios, we believe alternative solutions can be another option used to enhance client investment outcomes,” said **Dana D’Auria, Co-Chief Investment Officer of Envestnet**. “Through this collaboration, the new Alternatives Exchange will not only provide access to hedge funds, private equity, private credit, venture capital, and real estate, but will also provide the research, due diligence, and digital technologies to help invest in these strategies more efficiently—all on one platform.”

Access to the Alternatives Exchange will be made available in Q3 directly through a single sign-on integration from the Envestnet Platform.

## Notes to Editors

### About UBS

UBS provides financial advice and solutions to wealthy, institutional and corporate clients worldwide, as well as private clients in Switzerland. UBS is the largest truly global wealth manager, and a leading personal and corporate bank in Switzerland, with a large-scale and diversified global asset manager and a focused investment bank. The bank focuses on businesses that have a strong competitive position in their targeted markets, are capital efficient, and have an attractive long-term structural growth or profitability outlook.

### About Envestnet

Envestnet, Inc. (NYSE: ENV) is transforming the way financial advice and wellness are delivered. Our mission is to empower advisors and financial service providers with innovative technology, solutions, and intelligence to make financial wellness a reality for everyone. Over 106,000 advisors across more than 5,200 companies—including 17 of the 20 largest U.S. banks, 47 of the 50 largest wealth management and brokerage firms, over 500 of the largest RIAs, and hundreds of FinTech companies—leverage the Envestnet platform to grow their businesses and client relationships.

For more information on Envestnet, please visit [www.envestnet.com](http://www.envestnet.com), subscribe to our [blog](#), and follow us on Twitter ([@ENVintel](#)) and [LinkedIn](#).

UBS, iCapital and Envestnet are separate and unaffiliated firms. This release should not be construed as a recommendation or endorsement of any particular product, investment strategy, or service.

### About iCapital Network

Founded in 2013 in NYC, [iCapital Network](#) is the leading global financial technology company powering the world’s alternative investment marketplace. It has transformed the way the wealth management, banking, and asset management industries facilitate access to private markets investments for their high-net-worth clients by providing intuitive, end-to-end technology and service solutions. Wealth management firms use iCapital’s solutions to provide clients with quality funds at lower minimums and simplified digital workflows. Asset managers and banks leverage iCapital’s technology to streamline and scale their private investments operational infrastructure. Additionally, the iCapital ‘flagship’ platform offers financial advisors and their



high-net-worth clients access to a curated menu of private equity, private credit, hedge funds, and other alternative investments to help meet their investing needs for return and diversification. iCapital's research and diligence team offers robust analysis alongside the firm's extensive suite of advisor education, compliance, portfolio management, and portfolio analytics tools and services. iCapital was recognized on the Forbes FinTech 50 list in 2018, 2019, 2020 and 2021, the Forbes America's Best Startup Employers in 2021, and MMI/Barron's Industry Awards as Solutions Provider of the Year in 2020. As of June 30, 2021, iCapital Network has approximately 450 employees and services \$80 billion in global client assets across more than 750 funds. Headquartered in NYC, it also has offices in Zurich, London, Lisbon, and Hong Kong.

For additional information, please visit iCapital Network's website at [www.icapitalnetwork.com](http://www.icapitalnetwork.com) | LinkedIn: <https://www.linkedin.com/company/icapital-network-inc> | Twitter: @icapitalnetwork

See iCapital Network disclosures [here](#).

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**Product-related questions:**

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