

MKS INSTRUMENTS INC  
Form 10-Q  
August 03, 2016  
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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**Washington, DC 20549**

**FORM 10-Q**

(MARK ONE)

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the quarterly period ended June 30, 2016**

**or**

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the transition period from \_\_\_\_\_ to \_\_\_\_\_**

**Commission file number 0-23621**

**MKS INSTRUMENTS, INC.**

**(Exact name of registrant as specified in its charter)**

**Massachusetts**  
**(State or other jurisdiction of**

**incorporation or organization)**

**2 Tech Drive, Suite 201, Andover, Massachusetts**  
**(Address of principal executive offices)**

**04-2277512**  
**(I.R.S. Employer**

**Identification No.)**

**01810**  
**(Zip Code)**

**Registrant's telephone number, including area code (978) 645-5500**

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer

Accelerated filer

Non-accelerated filer  (Do not check if a smaller reporting company)

Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes  No

As of July 27, 2016, the registrant had 53,570,931 shares of common stock outstanding.

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## PART I. FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS.

## MKS INSTRUMENTS, INC.

## CONDENSED CONSOLIDATED BALANCE SHEETS

(in thousands, except share and per share data)

(Unaudited)

|   | June 30,<br>2016    | December 31, 2015   |
|---|---------------------|---------------------|
| <b>ASSETS</b>   |                     |                     |
| Current assets:   |                     |                     |
| Cash and cash equivalents                                   | \$ 354,275          | \$ 227,574          |
| Restricted cash   | 5,559               |                     |
| Short-term investments                                      | 71,373              | 430,663             |
| Trade accounts receivable, net                              | 233,951             | 101,883             |
| Inventories, net  | 278,360             | 152,631             |
| Other current assets  | 57,995              | 26,760              |
| <b>Total current assets</b>                                 | <b>1,001,513</b>    | <b>939,511</b>      |
| Property, plant and equipment, net                          | 184,221             | 68,856              |
| Goodwill  | 592,605             | 199,703             |
| Intangible assets, net                                      | 426,983             | 44,027              |
| Long-term investments                                       | 15,230              |                     |
| Other assets  | 24,576              | 21,250              |
| <b>Total assets</b>   | <b>\$ 2,245,128</b> | <b>\$ 1,273,347</b> |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>                 |                     |                     |
| Current liabilities:  |                     |                     |
| Short-term borrowings and current portion of long-term debt | \$ 12,678           | \$                  |
| Accounts payable  | 61,538              | 23,177              |
| Accrued compensation  | 59,360              | 28,424              |
| Income taxes payable  | 7,022               | 4,024               |
| Other current liabilities                                   | 67,092              | 35,359              |
| <b>Total current liabilities</b>                            | <b>207,690</b>      | <b>90,984</b>       |
| Long-term debt  | 696,906             |                     |
| Non-current deferred taxes                                  | 102,101             | 2,655               |
| Other liabilities   | 56,821              | 18,827              |

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|   |              |              |
|---|--------------|--------------|
| Total liabilities   | 1,063,518    | 112,466      |
| Commitments and contingencies (Note 20)   |              |              |
| Stockholders' equity:   |              |              |
| Preferred Stock, \$0.01 par value per share, 2,000,000 shares authorized; none issued and outstanding   |              |              |
| Common Stock, no par value, 200,000,000 shares authorized; 53,568,561 and 53,199,720 shares issued and outstanding at June 30, 2016 and December 31, 2015, respectively | 113          | 113          |
| Additional paid-in capital  | 765,393      | 744,725      |
| Retained earnings   | 434,928      | 427,214      |
| Accumulated other comprehensive loss  | (18,824)     | (11,171)     |
| Total stockholders' equity  | 1,181,610    | 1,160,881    |
| Total liabilities and stockholders' equity  | \$ 2,245,128 | \$ 1,273,347 |

The accompanying notes are an integral part of the consolidated financial statements.

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## MKS INSTRUMENTS, INC.

## CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

## AND COMPREHENSIVE INCOME

(in thousands, except per share data)

(Unaudited)

|   | Three Months Ended June 30, |            | Six Months Ended June 30, |            |
|---|-----------------------------|------------|---------------------------|------------|
|   | 2016                        | 2015       | 2016                      | 2015       |
| Net revenues:   |                             |            |                           |            |
| Products  | \$ 285,471                  | \$ 188,281 | \$ 439,092                | \$ 374,377 |
| Services  | 40,390                      | 29,685     | 70,450                    | 57,428     |
| Total net revenues  | 325,861                     | 217,966    | 509,542                   | 431,805    |
| Cost of revenues:   |                             |            |                           |            |
| Cost of products  | 163,993                     | 99,849     | 249,345                   | 198,501    |
| Cost of services  | 25,955                      | 19,319     | 46,371                    | 37,460     |
| Total cost of revenues (exclusive of amortization shown separately below)   | 189,948                     | 119,168    | 295,716                   | 235,961    |
| Gross profit  | 135,913                     | 98,798     | 213,826                   | 195,844    |
| Research and development  | 28,214                      | 17,567     | 45,441                    | 34,247     |
| Selling, general and administrative   | 71,429                      | 33,269     | 105,379                   | 64,136     |
| Acquisition costs   | 8,205                       |            | 10,699                    | 30         |
| Restructuring   | 24                          | 219        | 24                        | 1,007      |
| Amortization of intangible assets   | 8,855                       | 1,709      | 10,538                    | 3,380      |
| Income from operations  | 19,186                      | 46,034     | 41,745                    | 93,044     |
| Interest and other (expense) income, net  | (6,818)                     | 790        | (5,572)                   | 1,294      |
| Income before income taxes  | 12,368                      | 46,824     | 36,173                    | 94,338     |
| Provision for income taxes  | 3,158                       | 13,604     | 9,400                     | 27,332     |
| Net income  | \$ 9,210                    | \$ 33,220  | \$ 26,773                 | \$ 67,006  |
| Other comprehensive income:   |                             |            |                           |            |
| Changes in value of financial instruments designated as cash flow hedges, net of tax benefit <sup>(1)</sup>                 | \$ (319)                    | \$ (332)   | \$ (1,865)                | \$ (1,078) |
| Foreign currency translation adjustments, net of tax of \$0   | (8,886)                     | 612        | (6,233)                   | (2,594)    |
| Unrealized gain (loss) on investments and minimum pension liability adjustment, net of tax expense (benefit) <sup>(2)</sup> | 68                          | (202)      | 445                       | 57         |

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|   |    |        |    |        |    |        |    |        |
|---|----|--------|----|--------|----|--------|----|--------|
| Total comprehensive income                  | \$ | 73     | \$ | 33,298 | \$ | 19,120 | \$ | 63,391 |
| Net income per share:                       |    |        |    |        |    |        |    |        |
| Basic                                       | \$ | 0.17   | \$ | 0.62   | \$ | 0.50   | \$ | 1.26   |
| Diluted                                     | \$ | 0.17   | \$ | 0.62   | \$ | 0.50   | \$ | 1.25   |
| Cash dividends per common share             | \$ | 0.17   | \$ | 0.17   | \$ | 0.34   | \$ | 0.335  |
| Weighted average common shares outstanding: |    |        |    |        |    |        |    |        |
| Basic                                       |    | 53,461 |    | 53,384 |    | 53,348 |    | 53,299 |
| Diluted                                     |    | 53,806 |    | 53,589 |    | 53,685 |    | 53,559 |

- (1) Tax (benefit) was \$(209) and \$(178) for the three months ended June 30, 2016 and 2015, respectively. Tax (benefit) was \$(1,250) and \$(387) for the six months ended June 30, 2016 and 2015, respectively.
- (2) Tax expense (benefit) was \$44 and \$(108) for the three months ended June 30, 2016 and 2015, respectively. Tax expense was \$299 and \$21 for the six months ended June 30, 2016 and 2015, respectively.

The accompanying notes are an integral part of the consolidated financial statements.

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## MKS INSTRUMENTS, INC.

## CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(in thousands)

(Unaudited)

|   | Six Months Ended June 30, |                  |
|---|---------------------------|------------------|
|   | 2016                      | 2015             |
| Cash flows provided by operating activities:                                      |                           |                  |
| Net income  | \$ 26,773                 | \$ 67,006        |
| Adjustments to reconcile net income to net cash provided by operating activities: |                           |                  |
| Depreciation and amortization   | 21,708                    | 11,082           |
| Amortization of inventory step-up adjustment to fair value                        | 10,119                    |                  |
| Stock-based compensation  | 14,668                    | 6,778            |
| Provision for excess and obsolete inventory                                       | 6,737                     | 6,335            |
| Provision for bad debt  | 85                        | (105)            |
| Deferred income taxes   | 1,381                     | 342              |
| Excess tax benefits from stock-based compensation                                 | (452)                     | (869)            |
| Other   | 72                        | 203              |
| Changes in operating assets and liabilities:                                      |                           |                  |
| Trade accounts receivable   | (35,874)                  | (18,787)         |
| Inventories   | 3,868                     | (18,471)         |
| Income taxes  | 6,420                     | 6,404            |
| Other current assets  | (4,908)                   | (5,964)          |
| Accrued compensation  | 391                       | (2,439)          |
| Other current and non-current liabilities   | (993)                     | 6,862            |
| Accounts payable  | 7,457                     | (26)             |
| Other assets  | (8,090)                   | (155)            |
| <b>Net cash provided by operating activities</b>                                  | <b>49,362</b>             | <b>58,196</b>    |
| Cash flows used in investing activities:  |                           |                  |
| Acquisition of businesses, net of cash acquired                                   | (939,591)                 | (9,910)          |
| Purchases of investments  | (99,261)                  | (264,581)        |
| Maturities of investments   | 114,256                   | 88,857           |
| Sales of investments  | 336,276                   | 28,229           |
| Purchases of property, plant and equipment  | (7,264)                   | (5,334)          |
| <b>Net cash used in investing activities</b>                                      | <b>(595,584)</b>          | <b>(162,739)</b> |
| Cash flows provided by (used in) financing activities:                            |                           |                  |
| Restricted cash   | (5,559)                   |                  |
| Proceeds from short-term borrowings   | 10,597                    | 2,020            |
| Payments of short-term borrowings   | (2,239)                   | (2,020)          |



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|  |            |            |
|--|------------|------------|
| Net proceeds from long-term borrowings                       | 746,321    |            |
| Payments of long-term borrowings                             | (50,000)   |            |
| Repurchase of common stock                                   | (1,545)    | (4,341)    |
| Net payments related to employee stock awards                | (2,921)    | (1,124)    |
| Dividend payments to common stockholders                     | (18,141)   | (17,868)   |
| Excess tax benefits from stock-based compensation            | 452        | 869        |
| Net cash provided by (used in) financing activities          | 676,965    | (22,464)   |
| Effect of exchange rate changes on cash and cash equivalents | (4,042)    | (111)      |
| Increase (decrease) in cash and cash equivalents             | 126,701    | (127,118)  |
| Cash and cash equivalents at beginning of period             | 227,574    | 305,437    |
| Cash and cash equivalents at end of period                   | \$ 354,275 | \$ 178,319 |

The accompanying notes are an integral part of the consolidated financial statements

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MKS INSTRUMENTS, INC.

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(in thousands, except share and per share data)

1) Basis of Presentation

The terms MKS and the Company refer to MKS Instruments, Inc. and its subsidiaries. All intercompany accounts and transactions have been eliminated in consolidation. The interim financial data as of June 30, 2016 and for the three and six months ended June 30, 2016 and 2015 are unaudited; however, in the opinion of MKS, the inter discussion in the prospectus supplement under “What are the Tax Consequences of the Securities?” and the accompanying product supplement under “Material U.S. Federal Income Tax Consequences — Securities Treated as Prepaid Derivatives or Prepaid Forwards” and to discuss the tax consequences of your particular situation with your tax advisor. This discussion is based upon the Internal Revenue Code of 1986, as amended (the “Code”), final, temporary and proposed U.S. Treasury Department (the “Treasury”) regulations, rulings and decisions, in each case, as available and in effect as of the date hereof, all of which are subject to change, possibly with retroactive effect. Tax consequences under state, local and non-U.S. laws are not addressed herein. No ruling from the U.S. Internal Revenue Service (the “IRS”) has been sought as to the U.S. federal income tax consequences of your investment in the Securities, and the following discussion is not binding on the IRS.

*U.S. Tax Treatment.* Pursuant to the terms of the Securities, UBS and you agree, in the absence of a statutory or regulatory change or an administrative determination or judicial ruling to the contrary, to characterize the Securities as pre-paid derivative contracts with respect to the underlying asset. If your Securities are so treated, you should generally recognize not accrue any income with respect to the Securities during the term of the Securities until the taxable disposition of the Securities and you should generally recognize gain or loss upon the taxable disposition of your Securities in an amount equal to the difference between the amount you receive at such time and the amount you paid for your Securities. Such gain or loss should generally be long-term capital gain or loss if you have held your Securities for more than one year (otherwise such gain or loss would be short-term capital gain or loss if held for one year or less). However, it is possible that the IRS could assert that your holding period in respect of your Securities should end on the date on which the amount you are entitled to receive upon automatic call or maturity of your Securities is determined, even though you may not receive any amounts from the issuer in respect of your Securities prior to the automatic call or maturity of your Securities. In such a case, you may be treated as having a holding period in respect of your Securities prior to the automatic call or maturity of your Securities, and such holding period may be treated as less than one year even if you receive a payment upon the automatic call or maturity of your Securities at a time that is more than one year after the beginning of your holding period. The deductibility of capital losses is subject to limitations.

**In the opinion of our counsel, Cadwalader, Wickersham & Taft LLP, based on certain factual representations received from us, it would be reasonable to treat your Securities in the manner described above. However, because there is no authority that specifically addresses the tax treatment of the Securities, it is possible that your Securities could alternatively be treated for tax purposes as a single contingent payment debt instrument, or pursuant to some other characterization, such that the timing and character of your income from the Securities could differ materially and adversely from the treatment described above, as described further under “Material U.S. Federal Income Tax Consequences — Alternative Treatments for Securities Treated as Any Type of Prepaid Derivative or Prepaid Forward” in the accompanying product supplement. Because of this uncertainty, we urge you to consult your tax advisor as to the tax consequences of your investment in the**

**Securities.**

*Notice 2008-2.* In 2007, the IRS released a notice that may affect the taxation of holders of the Securities. According to Notice 2008-2, the IRS and the Treasury are actively considering whether the holder of an instrument such as the Securities should be required to accrue ordinary income on a current basis. It is not possible to determine what guidance they will ultimately issue, if any. It is possible, however, that under such guidance, holders of the Securities will ultimately be required to accrue income currently and this could be applied on a retroactive basis. The IRS and the Treasury are also considering other relevant issues, including whether additional gain or loss from such instruments should be treated as ordinary or capital, whether non-U.S. holders of such instruments should be subject to withholding tax on any deemed income accruals, and whether the special “constructive ownership rules” of Section 1260 of the Code should be applied to such instruments. Both U.S. and non-U.S. holders are urged to consult their tax advisor concerning the significance and potential impact of the above considerations.

Except to the extent otherwise required by law, UBS intends to treat your Securities for U.S. federal income tax purposes in accordance with the treatment described above and under “Material U.S. Federal Income Tax Consequences — Securities Treated as Prepaid Derivatives or Prepaid Forwards” in the accompanying product supplement unless and until such time as the IRS and the Treasury determine that some other treatment is more appropriate.

*Medicare Tax on Net Investment Income.* U.S. holders that are individuals, estates, and certain trusts are subject to an additional 3.8% tax on all or a portion of their “net investment income”, which may include any income or gain realized with respect to the Securities, to the extent of their net investment income that when added to their other modified adjusted gross income, exceeds \$200,000 for an unmarried individual, \$250,000 for a married taxpayer filing a joint return (or a surviving spouse), or \$125,000 for a married individual filing a separate return. The 3.8% Medicare tax is determined in a different manner than the income tax. U.S. holders should consult their tax advisors as to the consequences of the 3.8% Medicare tax to an investment in the Securities.

*Specified Foreign Financial Assets.* U.S. holders may be subject to reporting obligations with respect to their Securities if they do not hold their Securities in an account maintained by a financial institution and the aggregate value of their Securities and certain other “specified foreign financial assets” (applying certain attribution rules) exceeds an applicable threshold. Significant penalties can apply if a U.S. holder is required to disclose its Securities and fails to do so.

*Non-U.S. Holders.* If you are a non-U.S. holder, subject to the discussion below regarding Section 871(m) of the Code and “FATCA,” you should generally not be subject to U.S. withholding tax with respect to payments on your Securities or to generally applicable information reporting and backup withholding requirements with respect to payments on your Securities if you comply with certain certification and identification requirements as to your non-U.S. status (by providing us (and/or the applicable withholding agent) with a fully completed and validly executed applicable IRS Form W-8). Subject to Section 897 of the Code and Section 871(m) of the Code, discussed below, gain from the taxable disposition of the Securities generally should not be subject to U.S. tax unless (i) such gain is effectively connected with a trade or business conducted by the non-U.S. holder in the U.S., (ii) the non-U.S. holder is a non-resident alien individual and is present in the U.S. for 183 days or more during the taxable year of such taxable disposition and certain other conditions are satisfied or (iii) the non-U.S. holder has certain other present or former connections with the U.S.

*Section 897.* We will not attempt to ascertain whether the underlying asset issuer would be treated as a “United States real property holding corporation” (“USRPHC”) within the meaning of Section 897 of the Code. We also have not attempted to determine whether the Securities should be treated as “United States real property interests” (“USRPI”) as defined in Section 897 of the Code. If the underlying asset issuer and the Securities were so treated, certain adverse U.S. federal income tax consequences could possibly apply, including subjecting any gain to a non-U.S. holder in respect of a Security upon a taxable disposition of a Security to the U.S. federal income tax on a net basis, and the

proceeds from such a taxable disposition could be subject to a 15% withholding tax. Non-U.S. holders should consult their tax advisor regarding the potential treatment of any such entity for their Securities as a USRPHC and the Securities as USRPI.

*Section 871(m).* A 30% withholding tax (which may be reduced by an applicable income tax treaty) is imposed under Section 871(m) of the Code on certain “dividend equivalents” paid or deemed paid to a non-U.S. holder with respect to a “specified equity-linked instrument” that references one or more dividend-paying U.S. equity securities. The withholding tax can apply even if the instrument does not provide for payments that reference dividends. Treasury regulations provide that the withholding tax applies to all dividend equivalents paid or deemed paid on specified equity-linked instruments that have a delta of one (“delta one specified equity-linked instruments”) issued after 2016 and to all dividend equivalents paid or deemed paid on all other specified equity-linked instruments issued after 2018. However, the IRS has issued guidance that states that the Treasury and the IRS intend to amend the effective dates of the Treasury regulations to provide that withholding on dividend equivalents paid or deemed paid will not apply to specified equity-linked instruments that are not delta one specified equity-linked instruments and are issued before January 1, 2021.

Based on our determination that the Securities are not “delta-one” with respect to the underlying asset, our counsel is of the opinion that the Securities should not be delta one specified equity-linked instruments and thus should not be subject to withholding on dividend equivalents. Our determination is not binding on the IRS, and the IRS may disagree with this determination. Furthermore, the application of Section 871(m) of the Code will depend on our determinations made upon issuance of the Securities. If withholding is required, we will not make payments of any additional amounts.

Nevertheless, after issuance, it is possible that your Securities could be deemed to be reissued for tax purposes upon the occurrence of certain events affecting the underlying asset or your Securities, and following such occurrence your Securities could be treated as delta one specified equity-linked instruments that are subject to withholding on dividend equivalents. It is also possible that withholding tax or other tax under Section 871(m) of the Code could apply to the Securities under these rules if you enter, or have entered, into certain other transactions in respect of the underlying asset or the Securities. If you enter, or have entered, into other transactions in respect of the underlying asset or the Securities, you should consult your tax advisor regarding the application of Section 871(m) of the Code to your Securities in the context of your other transactions.

**Because of the uncertainty regarding the application of the 30% withholding tax on dividend equivalents to the Securities, you are urged to consult your tax advisor regarding the potential application of Section 871(m) of the Code and the 30% withholding tax to an investment in the Securities.**

*Foreign Account Tax Compliance Act.* The Foreign Account Tax Compliance Act (“FATCA”) was enacted on March 18, 2010, and imposes a 30% U.S. withholding tax on “withholdable payments” (i.e., certain U.S.-source payments, including interest (and original issue discount), dividends, other fixed or determinable annual or periodical gain, profits, and income, and on the gross proceeds from a disposition of property of a type which can produce U.S.-source interest or dividends) and “passthru payments” (i.e., certain payments attributable to withholdable payments) made to certain foreign financial institutions (and certain of their affiliates) unless the payee foreign financial institution agrees (or is required), among other things, to disclose the identity of any U.S. individual with an account of the institution (or the relevant affiliate) and to annually report certain information about such account. FATCA also requires withholding agents making withholdable payments to certain foreign entities that do not disclose the name, address, and taxpayer identification number of any substantial U.S. owners (or do not certify that they do not have any substantial U.S. owners) to withhold tax at a rate of 30%. Under certain circumstances, a holder may be eligible for refunds or credits of such taxes.

Pursuant to final and temporary Treasury regulations and other IRS guidance, the withholding and reporting requirements under FATCA will generally apply to certain “withholdable payments” made on or after July 1, 2014,

certain gross proceeds on a taxable disposition occurring after December 31, 2018, and certain foreign passthrough payments made after December 31, 2018 (or, if later, the date that final regulations defining the term “foreign passthrough payment” are published). If withholding is required, we (or the applicable paying agent) will not be required to pay additional amounts with respect to the amounts so withheld. Foreign financial institutions and non-financial foreign entities located in jurisdictions that have an intergovernmental agreement with the U.S. governing FATCA may be subject to different rules.

Investors should consult their tax advisors about the application of FATCA, in particular if they may be classified as financial institutions (or if they hold their Securities through a foreign entity) under the FATCA rules.

*Proposed Legislation.* In 2007, legislation was introduced in Congress that, if it had been enacted, would have required holders of Securities purchased after the bill was enacted to accrue interest income over the term of the Securities despite the fact that there will be no interest payments over the entire term of the Securities.

Furthermore, in 2013, the House Ways and Means Committee released in draft form certain proposed legislation relating to financial instruments. If it had been enacted, the effect of this legislation generally would have been to require instruments such as the Securities to be marked to market on an annual basis with all gains and losses to be treated as ordinary, subject to certain exceptions.

It is not possible to predict whether any similar or identical bills will be enacted in the future, or whether any such bill would affect the tax treatment of your Securities. You are urged to consult your tax advisor regarding the possible changes in law and their possible impact on the tax treatment of your Securities.

**Both U.S. and non-U.S. holders are urged to consult their tax advisors concerning the application of U.S. federal income tax laws to their particular situation, as well as any tax consequences of the purchase, beneficial ownership and disposition of the Securities (including possible alternative treatments and the issues presented by Notice 2008-2) arising under the laws of any state, local, non-U.S. or other taxing jurisdiction.**

#### **Supplemental Plan of Distribution (Conflicts of Interest); Secondary Markets (if any)**

We will agree to sell to UBS Securities LLC and UBS Securities LLC will agree to purchase, all of the Securities at the issue price to the public less the underwriting discount indicated on the cover of the final terms supplement, the document that will be filed pursuant to Rule 424(b) containing the final pricing terms of the Securities. UBS Securities LLC will agree to resell all of the Securities to UBS Financial Services Inc. at a discount from the issue price to the public equal to the underwriting discount indicated on the cover of the final terms supplement.

**Conflicts of Interest** - Each of UBS Securities LLC and UBS Financial Services Inc. is an affiliate of UBS and, as such, has a “conflict of interest” in this offering within the meaning of FINRA Rule 5121. In addition, UBS will receive the net proceeds (excluding the underwriting discount) from the initial public offering of the Securities and, thus creates an additional conflict of interest within the meaning of FINRA Rule 5121. Consequently, the offering is being conducted in compliance with the provisions of Rule 5121. Neither UBS Securities LLC nor UBS Financial Services Inc. is permitted to sell Securities in the offering to an account over which it exercises discretionary authority without the prior specific written approval of the account holder.

**UBS Securities LLC and its affiliates may offer to buy or sell the Securities in the secondary market (if any) at prices greater than UBS’ internal valuation** - The value of the Securities at any time will vary based on many factors that cannot be predicted. However, the price (not including UBS Securities LLC’s or any affiliate’s customary bid-ask spreads) at which UBS Securities LLC or any affiliate would offer to buy or sell the Securities immediately after the trade date in the secondary market is expected to exceed the estimated initial value of the Securities as determined by reference to our internal pricing models. The amount of the excess will decline to zero on a straight line basis over a

period ending no later than 3 months after the trade date, provided that UBS Securities LLC may shorten the period based on various factors, including the magnitude of purchases and other negotiated provisions with selling agents. Notwithstanding the foregoing, UBS Securities LLC and its affiliates are not required to make a market for the Securities and may stop making a market at any time. For more information about secondary market offers and the estimated initial value of the Securities, see “Key Risks - Fair value considerations” and “Key Risks - Limited or no secondary market and secondary market price considerations” on pages 4 and 5 of this preliminary terms supplement.

**Prohibition of Sales to EEA Retail Investors** — The Securities are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the European Economic Area (“EEA”). For these purposes, a retail investor means a person who is one (or more) of: (i) a retail client as defined in point (11) of Article 4(1) of Directive 2014/65/EU, as amended (“MiFID II”); (ii) a customer within the meaning of Directive 2002/92/EC, as amended, where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II; or (iii) not a qualified investor as defined in Directive 2003/71/EC, as amended. Consequently no key information document required by Regulation (EU) No 1286/2014 (as amended, the “PRIIPs Regulation”) for offering or selling the Securities or otherwise making them available to retail investors in the EEA has been prepared and therefore offering or selling the Securities or otherwise making them available to any retail investor in the EEA may be unlawful under the PRIIPs Regulation.

You should rely only on the information incorporated by reference or provided in this preliminary terms supplement, the accompanying prospectus supplement, the accompanying product supplement or the accompanying prospectus. We have not authorized anyone to provide you with different information. We are not making an offer of these Securities in any state where the offer is not permitted. You should not assume that the information in this preliminary terms supplement is accurate as of any date other than the date on the front of the document.

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# **UBS AG Buffered Return Optimization Securities due on or about November 20, 2019**

Preliminary Terms Supplement dated November 15, 2018

(To Prospectus Supplement dated November 1, 2018,

Product Supplement dated October 31, 2018 and

Prospectus dated October 31, 2018)

**UBS Investment Bank**

**UBS Financial Services Inc.**