



## News Highlights

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### ***Ingram's Magazine – August 1, 2013***

UMB participated in Ingram's Wealth Management Industry Outlook event, where wealth management experts from across the city gathered to share their perspective regarding the industry.

The session started, appropriately, with participants defining what the term meant for their own organizations. For most, that common denominator was the way that holistic approaches to client advisory had become the operating standard.

*"It means a very holistic situation where we become stewards of our clients assets," said UMB Bank's KC Mathews. "It's more than just investment management—it's financial planning, estate planning, insurance. The things we must think about are really multi-generation objectives, and bringing it all together and creating plans to meet or exceed those goals."*

### ***Ingram's Magazine – August 1, 2013***

In vast numbers, they became teenagers in the '60s, changing everything from the way we eat (fueling the fast food industry) to the way we think about foreign policy, conscription and military service...Now the graying Baby Boom generation is wreaking new change on the nation's economy, changing wealth-management practices, the travel industry, health care and many more sectors, and paving the way for innovators to establish companies aiming to serve needs that simply haven't existed until now.

Dana Abraham, president of UMB Private Wealth Management, said Baby Boomers, early-stage or late, share fundamental goals with Generation X and even Millennial investors: "At the end of the day, they're all worried about whether I'm going to have enough money to last the rest of my life and maintain my lifestyle, regardless of whether they have five or 15 years ahead of them," she said. "For those in the work force, it's am I going to extend my working time."

Successful advising, she said, "gets back to one client at a time. It's a market of one. The preferences are different, and the circumstances are different, the level of wealth is different."

### ***Kansas City Business Journal – August 8, 2013***

UMB Bank signed a seven-year deal with Sporting Kansas City to become the title sponsor of the Field Club at Sporting Park.

*"Sporting Kansas City is in very many respects a lot like UMB," UMB Bank President Peter deSilva said. "It's a group of entrepreneurial executives who are really very quickly developing a name and reputation for quality, integrity and performance here in Kansas City. So aligning UMB's brand, which*



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*stands for many of the same attributes, with Sporting Kansas City's brand, which is rapidly becoming the preeminent sports franchise in the region, just makes sense for us."*

### **Denver Business Journal – August 9, 2013**

John Trujillo, vice president and senior portfolio manager for UMB Private Wealth Management, recently participated in the publication's quarterly financial roundtable discussion.

*"We think China's economy will grow in the six to seven percent range. If warranted, China's central bank can aggressively stimulate the economy, preventing any type of crash. China represents seven percent of U.S. exports, so as their growth slows, it will have an impact on the U.S. economy. We are suggesting a significant underweight in emerging markets and are avoiding companies that are commodity-related, such as mining companies."*

### **Kansas City Business Journal – August 21, 2013**

UMB Bank announced that it hired Dominic Karaba as its new executive vice president of small business sales.

Karaba spent the last 11 years at US Bank, working his way up from business banking officer to senior vice president managing the Denver/Salt Lake City business banking region. He has more than 20 years of sales, marketing and leadership experience in the financial services industry.

*"We are delighted to have someone of Dominic's caliber join UMB," Craig Anderson, president of commercial banking at UMB, said in a release. "His experience, leadership skills and keen insight into our business will be a great asset to UMB and the small business team."*

### **WIBW – August 23, 2013**

UMB recently sponsored the Speedy P.D. Race for Parkinson's Disease event in Topeka, Kan.

*"We just think it's a very important situation for our employees and for our bank to give back to the community that has been so good to us," said Dave Urban, Community Bank President for UMB Manhattan. "We are proud to say we have nearly 80 percent of UMB Bank employees in Manhattan participating in the event his year."*

### **Kansas City Business Journal – August 30, 2013**

Mike Jackson, executive vice president and chief technology officer at UMB Bank, shared his perspective regarding the opportunity for IT professionals in the banking industry in a recent guest column.



UMB Financial Corporation

**Recent Media Coverage – August 2013**

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*“Imagine a day when customers scan a retina for access to an ATM. Or use voice- and facial- recognition software on smartphones to access their bank accounts. This biometric technology may seem years away, but the truth is it’s being developed and implemented by IT minds throughout the world, including those in the financial services sector, who are looking to protect consumers and create user-friendly banking technology.”*

*“As the financial services industry charts new territory on everything from financial regulations to consumer technology to cyber security, the need for IT talent is hotter than ever before.”*