



MARITIME, INFRASTRUCTURE, LOGISTICS

Young America Capital is a nationally recognized broker-dealer and investment bank providing companies and investors with advisory services across a focused range of disciplines. The firm concentrates its activities on industries in which its professionals have substantial experience.

We deliver sound advice, first class execution and superior results by leveraging our finance expertise, deep industry knowledge and the personal commitment of each senior member of the firm. The firm's principals have substantial experience with major investment banking and asset management firms.

Service Offerings

PUBLIC AND PRIVATE UNDERWRITING/PLACEMENT OF EQUITY & DEBT

Our professionals have extensive experience in the placement of private equity and debt to both retail and institutional clients. Capital is typically deployed to finance working capital, fund fleet acquisitions, provide liquidity to shareholders, and to stabilize the capital structure.

MERGERS AND ACQUISITIONS

Our team has extensive experience providing buy-side and sell-side advisory services. We serve as advisors to various boards on strategic options, especially with regard to solutions that will minimize potential losses and provide a suitable recovery structure for the client, consistent with the age and trading prospects of the vessels. We enjoy access to, and credibility with top maritime & infrastructure executives, fund managers, and secured lenders.

RESTRUCTURING

We possess financial and strategic experience specific to shipping, logistics, energy, and offshore sectors. Services include balance sheet restructurings and tax strategies, in-court and out-of-court restructurings, bondholder negotiations and claims trading issues.

OPERATING AND FINANCE LEASE ADVISORY

Off-balance sheet and capitalized lease structures are important financing techniques used by shipping & logistics clients to create liquidity and to allocate relevant tax benefits. Our team offers clients a broad range of structures to achieve these goals.

SALE AND PURCHASE ADVISORY

Our team has relationships with leading S&P brokers handling a broad range of vessel types. The ability to help facilitate S&P orders and arrange suitable financing gives clients an opportunity to react quickly to market conditions and secure financing as part of a one-stop transaction.

FAIRNESS OPINIONS

We provide Fairness Opinions under FINRA Rule 5150 which relates to M&A transactions between affiliated entities wherein conflicts of interest could arise between related parties.

STRATEGIC ALLIANCES

- PRFA
- Eastport Maritime
- Ports America
- Mercator



MARITIME, INFRASTRUCTURE, LOGISTICS TEAM

Henry Juan, Senior Managing Director, and Head of the Maritime/Infrastructure Team

Henry has 30+ years of senior experience in maritime/infrastructure/logistics investment banking/advisory roles at the Seabury Group, Skyworks Capital, Cypress Associates, Credit Lyonnais, Bear Stearns, Bankers Trust and the law firm of Rogers & Wells. In the **Maritime** sector, Henry has experience with both public and private companies in the tanker, dry bulk, LPG and container segments. In the **Marine Services** sector, he has extensive contacts in this highly fragmented segment. In addition to port and terminal services companies, this sector includes: ship management, stevedoring, storage tank and warehouse operators, dredging firms, marine environmental services, shipbuilding/repair and maintenance, security and communications, terminal and processing plant operators, ship and cargo agents, fuel and provision suppliers, shipbrokers and ship certification companies. In the **Logistics** segment, he has been focused on non-asset based companies including air, sea and land based 3PLs, freight forwarders and warehouse operators. Henry has a BA in Art History and Classics from Williams College, and a LLM - Master of Law from Cambridge University. FINRA licenses 7, 24, 63, 79.

H. Sean Mathis, VP – Investment Banking, Sean has 25+ years of senior experience in maritime/infrastructure investment banking/advisory roles at Litchfield Asset Holdings, Financo, Morgan Joseph, ForstmannLeff (sold to Angelo Gordon), Lehman Bros, International Financial Group Inc., First City Financial, Jessup & Lamont. Mr. Mathis received his B.A. from Allegheny College and his M.B.A. from Wharton Graduate School of Business, University of Pennsylvania. FINRA licenses 63, 79.

Jakob Bergendorff, VP – Investment Banking, Jakob has 15+ years of experience in investment and M&A transactions. Most recently Jakob was Head of M&A in Group Legal at the Maersk Group, where he led and co-led a number of acquisitions and divestitures for companies like APM Terminals, Maersk Tankers, Maersk LNG, Maersk Oil, Maersk Line and Damco. Amongst others, Jakob co-led the \$1.4 billion divestment of Maersk LNG to Teekay/Marubeni as well as the divestment of Direct Chassis Link, a major US provider of truck chassis. Further, Jakob was involved in APM Terminal's unsolicited bid for the operation of Port of Virginia and APM Terminal's acquisition of Global Ports and the Port of Gothenburg. Jakob received a Master of Business Administration from INSEAD and a Masters of Law from the University of Copenhagen. FINRA licenses 7, 63.

Peter Formanek, CPA, Managing Principal, Peter has 30+ years of experience advising fund managers, family offices and companies. He was a Financial Analyst at Donaldson, Lufkin & Jenrette, and Spear, Leeds & Kellogg. Peter facilitated Southern Cross Group's \$220M control equity investment into Ultrapetrol (ULTR), as part of his ongoing deal-flow origination services to SCG. Ultrapetrol is a **Marine Transportation** company operating the largest fleet of river barges in the Hidrovia Region of South America, offshore supply vessels (PSVs) in Brazil and the North Sea, and oceangoing cabotage vessels. He has also participated in equity/debt raises for the acquisition of Ultra Deep Water Drill Ships, and infrastructure private equity fund capital raises. Peter received his BS in Accounting, and an MBA in Finance from the University of Bridgeport. FINRA licenses 7, 24, 28, 63, 79, 99.