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## TRANSPORTATION, INFRASTRUCTURE, LOGISTICS

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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 industry brokers handling a broad range of equipment & vehicle 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



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## TRANSPORTATION, INFRASTRUCTURE, LOGISTICS TEAM

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**Omar Brown, Managing Director - Investment Banking**, Omar has 25+ years of experience in the capital markets advising institutional investors in both the public and the private market. He has been an active advisor and investor in the alternative investment space throughout his career with transaction history in both equity and debt products across all major industry groups. Omar has been active in the clean tech space with companies in renewable energy (solar and biomass) and water treatment. His transaction experience has spanned his time working as a senior manager at Merrill Lynch & Co, Bank of America, Cowen & Co, BTIG and RedTail Capital markets. Omar received his BS in Economics from Amherst College. FINRA licenses 7, 24, 63.

**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, 50, 63.

**Peter Formanek, CPA, Managing Partner**, 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. 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, 50, 79, 99.

**Stanley Tobin, CIMA, SVP, Investment Banking**, Stan has 30+ years financial services experience with \$1B+ of hedge fund capital raising and business development experience at Golub Capital, Institutional Credit Partners, Guggenheim Partners & DB/Alex Brown. He has extensive investment banking transactional experience with lower middle market companies. Stan received a BS in Marketing from Lehigh University, and is proficient in Spanish. FINRA licenses 7, 63.

**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.