Young America Capital

Maritime Team

Young America Capital

ACCESS. EXPERIENCE. INTEGRITY.

Introduction

Young America Capital, LLC ("YA Capital") is a New York-based FINRA/SEC registered investment banking firm experienced in providing financial advisory services in connection with capital raising initiatives, mergers and acquisitions primarily for middle market companies. YA Capital hosts a Real Estate Group which has expertise in raising capital for hotel, resort, commercial and residential projects. YA Capital's Alternative Investment Group provides third party marketing and placement agent services to hedge funds and private equity funds to advance their institutional fundraising efforts.

YA Capital was established in 2009 to serve the growing demand for independent, partner-level advice by clients in America's rapidly growing middle market business community. YA Capital collaborates with financial affiliates and other partner firms to assist companies, over diverse industries, in structuring a wide spectrum of transactions to achieve their overall corporate goals and financial objectives.

YA Capital is headquartered in Mamaroneck and has representatives spread through the United States; its team of 55 senior bankers has experience providing transaction support for all major industries.

Our partnerships include:

Young America Capital is a nationally recognized investment bank providing Maritime companies and investors with advisory services across the Maritime Industry. The Principals of YA Capital's Maritime Coverage Group have successfully closed 50 transactions in North America, Europe, Middle East and Asia, totaling over $2.5 billion in transaction value.

- **Industry Focused Professionals with Loyal Investors**
  - As one of the few dedicated shipping teams on Wall Street, YA Capital's Maritime Team has the experience necessary to structure and find optimal solutions.
  - The team consists of seasoned shipping and financial executives who possess a high level of knowledge about the dynamics and drivers of the shipping industry.

- **Our industry focus enables YA Capital's Maritime team to access hard to reach or unfamiliar sources of capital**
  - With over 30 year of investment banking experience in multiple countries, our principals have deep relationships with family offices, sovereign wealth funds, endowments, insurance, pension funds and high net worth individuals, private equity and venture funds interested in the maritime industry

- **Smaller number of clients allows senior bankers to spend an adequate amount of time with each client**
  - In an industry where some banks engage a great deal of clients at once, YA Capital limits their deal flow to provide great service to a smaller number of clients

- **Network of International Maritime Experts**
  - In addition to providing financial advisory services, YA Capital's maritime team includes advisors from the Middle East and Europe who have access to local family offices and can provide regional advice.

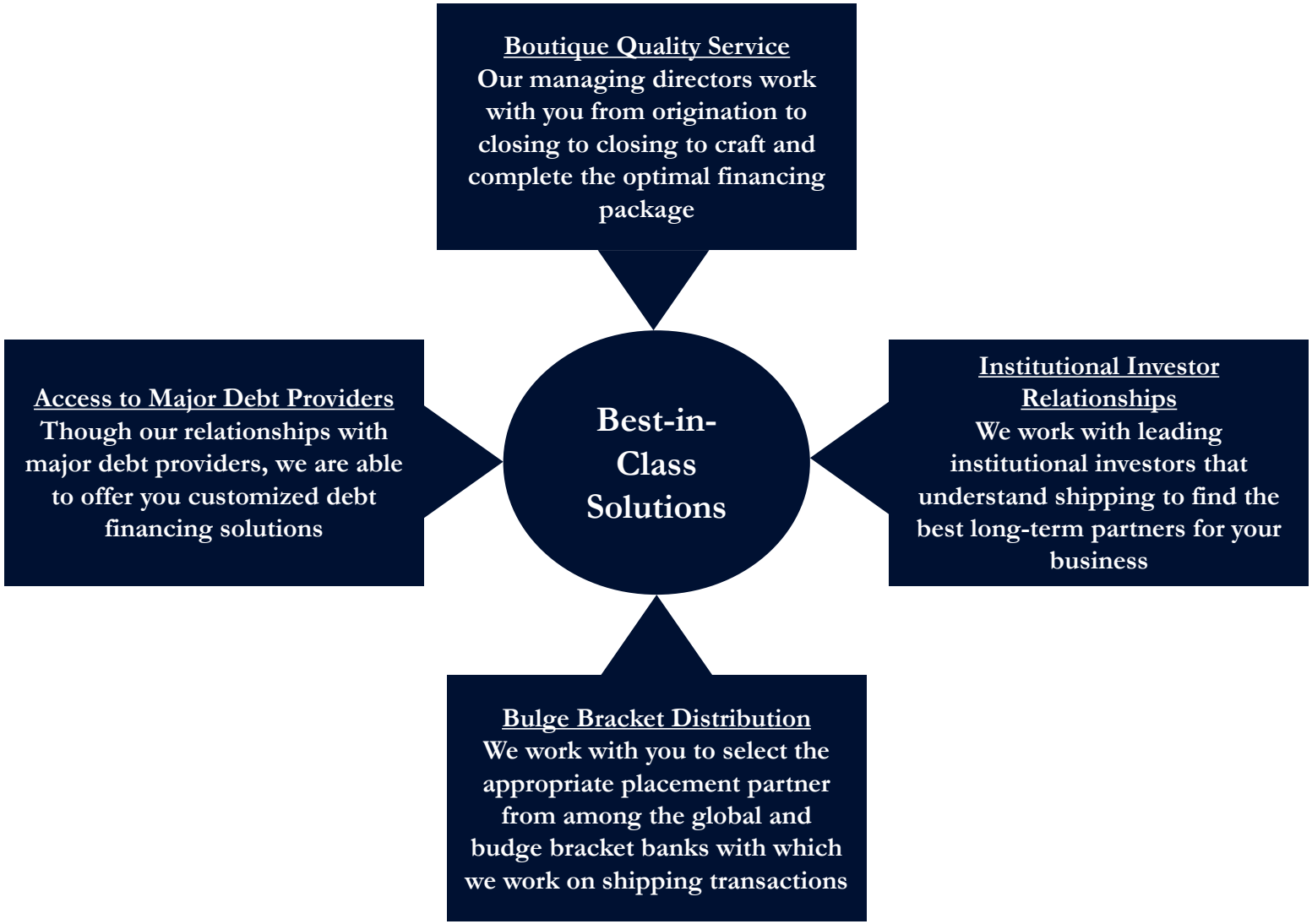
The YA Capital's Maritime Finance team has experience raising capital and structuring transactions across shipping sectors including:

- Dry Bulk
- Tankers
- Containers
- LNG
- Chemical Carriers
- Ro-Ro's
- Ferries
- Offshore

Members of the team have worked with our shipping clients using multiple financial products to meet their financing needs, including:

- Equity and Debt
- Private Placement
- Secured Debt
- SPACs
- IPOs
- Mezzanine Debt
- Convertibles
- Lease Financings
- Sale-Lease Back

We combine boutique service with bulge bracket placement to provide you with best-in-class execution and financing solutions.



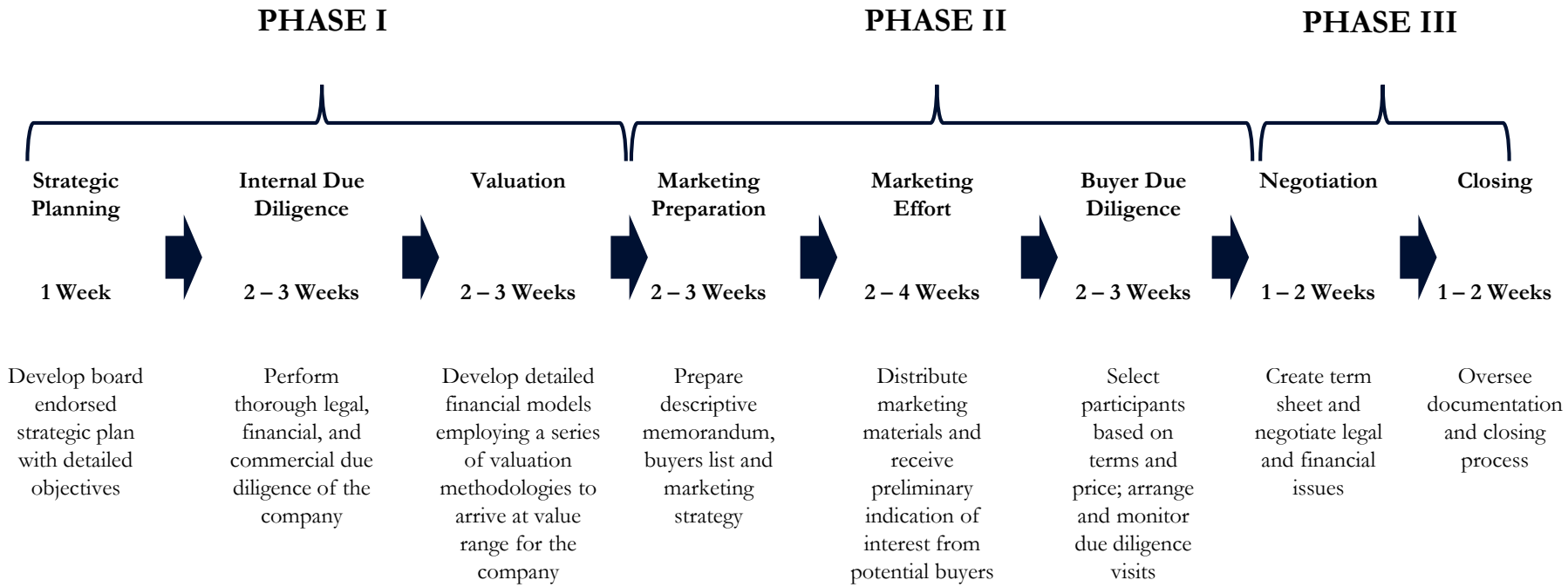
Services Overview	• YA Capital, along with its partner firms, assist clients in achieving critical business objectives such as securing financing to expand their businesses, restructuring liabilities and equity to achieve an optimal capital structure, growing their business through acquisitions, divesting a division or selling their business at the best possible price, pursuing top-line growth through sales agreements, fundraising for private equity and hedge funds and writing fairness opinions for stakeholders.
Capital Raising	• In venture and middle markets characterized by inadequate access to capital, we provide the expertise necessary to secure sources of financing. Our relationships with family offices, venture capital funds, high net worth individuals, private equity funds, mezzanine funds, banks and other investors allow us to facilitate financing solutions that are not always available to many well managed young or midsized companies.
Corporate Restructuring	• Businesses sometimes find themselves in difficult restructuring situations. After calculating the distressed company's optimal capital structure, YA Capital's restructuring team partners with leading law firms and auditors to reorganize the company's balance sheet and help position the business for renewed success. Restructuring often includes renegotiating debt, liability management and new equity capitalizations.
M&A Advisory	• Our team assists clients in all aspects of mergers and acquisition transactions across a wide array of industries and geographic regions. We have relationships with a broad network of strategic and financial acquirers for sell side assignments. For clients interested in accelerating their growth through acquisitions, we have a pipeline of attractive growth opportunities and relationships with funds that specialize in acquisition financing.
Sales and Growth Across America	• YA Capital's bankers spent their careers building connections with key executives across America. When appropriate, YA Capital can enter into a selling agreement with a client to promote their products or services across YA Capital's network assisting the client in gaining access to new markets and improving top-line growth. YA Capital can also provide international clients aspiring to enter the United States with the advice and connections necessary to succeed.
Fund Raising	• YA Capital acts as a placement agent providing third party marketing services domestically and in Europe to emerging and established venture capital, private equity, hedge funds and real estate focused fund managers. We also provide due diligence, deal screening, gatekeeping and transaction advisory services to prospective investors such as family offices, fund managers and direct investing institutional LPs.
Fairness Opinions	• We provide Fairness Opinions under FINRA Rule 5150 which relates to transactions between affiliated entities wherein conflicts of interest could arise between related parties. YA Capital is uniquely positioned to assist its clients manage the Fair Opinion process based on the extensive experience our senior advisory team has in assisting Executive Management, Independent Board of Directors and Conflict Committees evaluate the "fairness" of numerous related-party transactions.

The YA Capital team has relationships with a broad range of institutional and high net worth investors targeting many industries and project types.

- **Private Equity Funds** target minority equity and debt investments as well as acquisitions. YA Capital analyzes and adjusts our client's financial statements to ensure an appropriate valuation is received from private equity funds.
- **High Net Worth Individuals and Family Offices** are free from institutional constraints and have the greatest latitude in making direct investments in companies across a diverse range of sectors, stages and structures.
- **Venture Capital Funds** specialize in investing in early stage companies and providing guidance to founders to help the company achieve its full potential. YA Capital assist's management in analyzing and projecting their company's financial statements to support a valuation in line with client expectations.
- **Mezzanine funds** provide medium-term capital investments to support an optimal capital structure.
- **Banks and Debt Funds** lend based on a company's assets or cash flow. YA Capital has originated loans in challenging situations including loans based on next year's projected cash flow, bridge loans prior to a capital raise or acquisition and distressed loans.
- **A Proprietary List of First Time Funds** has been developed from the efforts of YA Capital's Fund Marketing Division. The Division is often approached by first time funds who have not accumulated enough of a record for a credible institutional raise and are usually not listed on investor databases. YA Capital maintains contact with these funds and sends them investment banking deals when appropriate.
- Additional relationships and sources of liquidity include: **Sovereign Wealth Funds, Pension Funds, Insurance Companies** and **Annuities.**

Young America Capital deploys a detailed and methodological investment banking approach employing best practices. We recognize that most situations warrant a customized approach to accommodate each unique circumstance. We work diligently across the three phases from planning and valuation to marketing and due diligence through negotiation and closing.

Young America Capital raised **over $2.5 Billion** over the last 12 years.



Our Specialized Approach

- Our principals employ a personalized approach, leveraging our broad corporate experience to ensure we effectively bridge the cultural gap prevalent in many transactions.
- On an individual basis, our team of advisors are each specialized in a specific discipline, but as one cohesive unit, we are diversified in areas of expertise and industry knowledge, enhancing our firm's capability to navigate through complex corporate challenges.
- We work closely with key executives to develop a high-level perspective of the client's corporate objectives, but we also conduct in-depth due diligence at subordinate levels to ensure a thorough understanding of objectives and obstacles.
- We leverage our extensive network in North America to present our clients with the most exhaustive list of options possible.
- We are success-driven, both in attitude and in the way we charge for our services.

Our Guiding Principals

- Our philosophy is to create enduring, long-standing relationships with our clients; to represent our client and serve in their best interest every step of the process, from start to finish.
- We believe establishing an uncompromising level of trust is critical to a solid foundation for successful deal execution.

Our People

- We invest a significant amount of our resources in developing new talent to support our senior professionals to ensure an uninterrupted value stream to our clients.
- Our firm values diversity and encourages an entrepreneurial work environment.
- Our people come from diverse backgrounds and possess unique sets of skills that enriches the firm's culture and propels constant growth and development.

Fitness Equipment
San Francisco, CA

Consumer Foods
Framingham, MA

3D Printed Wearables
Prescott, AZ

Cloud Communications
Newark, NJ

Arts Production
Santa Fe, NM

Blockchain Network
San Diego, CA

Regenerative Medicine
Mumbai, India

Road Construction
Gran Asunción, Paraguay

Medical Office Construction
Santa Catarina, Guatemala

Peter is an entrepreneur and seasoned financial professional with over 30 years' experience advising fund managers, family offices and companies. He has been involved in over 300 transactions over the course of his career. He has a strong track record in the financial industry with a focus on originating, executing and managing debt and equity private placements, mergers and acquisitions, fairness opinions and corporate finance advisory engagements.

Peter founded Young America Capital in 2009 and successfully oversaw the completion of 49 transactions totaling $727 million. He has grown the firm to 55 representatives located throughout the United States covering many industries including Consumer/Retail, Technology, Media, Telecommunications, Fin-Tech, Financial Services, Life Sciences, Healthcare, Clean-Tech, Energy, AG-Tech, Real Estate, Fund Marketing and Latin America.

Prior to establishing Young America Capital, Peter worked as a buyside deal flow origination director for the Southern Cross Group's Latin America division. At the Southern Cross Group, Peter played an integral role in the firm's financial operations, capital raising and development of the firm's LP reporting processes. He sourced over $370 M in capital commitments from high net worth individuals and family offices closing several funds.

Peter co-founded a wealth-focused CPA and advisory firm. He began his career as a Financial Analyst with Spear, Leeds & Kellogg and Donaldson, Lufkin & Jenrette. Peter received his BS in Accounting, and an MBA in Finance from the University of Bridgeport. He holds FINRA licenses 7, 24, 28, 63, 79, 99.

Peter Formanek

Founder and Managing Partner

UNIVERSITY OF BRIDGEPORT

SOUTHERN CROSS GROUP

Donaldson, Lufkin & Jenrette

SLK Spear, Leeds & Kellogg

Goldman Sachs

Tom has over 25 years of experience as a senior corporate financial services executive with expertise in the global maritime, aerospace and energy industries. He has originated billions of dollars in shipping, transportation and energy related projects over the course of his career. His completed corporate financing transactions include debt and equity capital raises, mergers and acquisitions, sale leasebacks and complex restructuring assignments. Tom built a strong global network of ultra-high-net-worth investors, CEO's, CFO's, Private Equity groups and Institutional Investors.

Prior to joining YA Capital as a Senior Managing Director, Tom was a Managing Director at Chatsworth Securities where he led their Transportation and Energy Divisions completing transactions between $25M to $500M. Tom was CEO of the Investment Banking Arm of Simpson Spence & Young, the world's largest independent shipbroker. During his first fiscal year, he originated over $400 million of loans for maritime companies and built a strong global team. Tom's other notable career accomplishments include heading Global Capital Finance's Maritime Group, leading Boeing Capital Corporation's New York Office and working as a Vice President for AT&T Capital Corporation.

Earlier in his career, Tom was a successful entrepreneur who founded, built and sold TKO Incorporated. TKO Incorporated sold and leased IBM, Siemens and Xerox equipment and provided maintenance services to major corporate and institutional clients in the Greater New York City area. TKO Incorporated served financial services and healthcare clients including Chase Manhattan, Wertheim Schroder and North Shore University Hospital. Tom received his BA in Economics from the State University of New York. He holds FINRA licenses 63 and 82.

Thomas M. Kane

Senior Managing Director
Transportation and Energy

Bryan Guadagno
Director

Years of Experience
Over 10 years of asset management and deal making experience. Recently, Bryan has focused on structuring and advisory work in the lower middle market with YA Capital across several core verticals

Previous Experience

Valeo Financial Advisors
Managed a $200mm+ portfolio

RMK Maritime Capital
Structured transactions ranging in size from US$5 M to US$1 B

Lemonade Day
Founded a youth entrepreneurship non-profit in Brooklyn called Lemonade Day

Education
BS, Indiana

Gabriel Melamed
Senior Advisor

Years of Experience
Over 30 years of success across the Commercial and Investment Banking, Commodities and Real Estate industries

Previous Experience

Santander Investment Bank
Senior VP and CFO of US operations

UBS Investment Bank
Managing Director and Global Head of Product Control responsible for overseeing US$ 12 B in revenues and a balance sheet of US$ 1 T

Engelhart Commodities Trading
Worked as a Partner and Global CFO

Education
BS, University of Buenos Aires

Angelos Kostopoulos
Senior Advisor – Europe and Middle-East

Years of Experience
Over 30 years of experience in international law and advising on cross-border transactions, US Army Veteran

Previous Experience
Nakou & Associates Law Firm - Athens
Partner, specializes in commercial and tax law

Strati & Kostopoulos Law Firm - Albania
Partner, specializes in commercial and tax law

UPC Renewables
Served as the COO for SE Europe

United States Army
Foreign Area Officer for SE Europe

Education
LL.M(C), Cumbria University, UK
MSc, Hellenic Army Supreme War College
MA, Indiana University
BA, Arizona State University

Jon Stein
Vice President

Years of Experience
Raised capital for US ventures and middle market companies, advised on cross-border acquisitions

Previous Experience

New York Bay Capital
Worked as a cross-border M&A advisor for Latin American companies and family offices who wished to make acquisitions in the United States

Goldmark Advisors
Raised growth capital for US technology and media companies
Sold a subsidiary of a major US media company

Education
BS, Drake University

Patrick Forinton
Senior Advisor – West London

Years of Experience
Over 20 years in international finance in the shipping and agricultural industries

Previous Experience

Finsbury Shipping Ltd
Founded a shipbroker specializing in financial vessel sales and purchases

DVB Bank
Worked as a Senior Vice President Relation Manager in ship finance
Promoted to Ship Asset Management where he was responsible for overseeing the trading and sale of DVB controlled vessels

Education
MSC, University of London
BS, University of Dublin

Jakob Bergendorff
Senior Advisor – Scandinavia

Years of Experience
Over 15 years of experience in European law and transactional advisory in Western Europe and Scandinavia focused on the shipping industry

Previous Experience

A.P. Moller-Maersk
Co-led divestment of Maersk LNG and divestment of Dansk Supermarked's
Co-led corporate transactions and projects involving Maersk Tankers and Drills

Nielsen Norager
Advised global clients across industries, specializing in corporate law and finance

Education
MBA, INSEAD
JD, University of Copenhagen

Private Equity Placement Agent

$30 MILLION
Growth equity raise for Florida headquartered casualty insurance company

Venture Debt Placement Agent

$5 MILLION
Venture debt raise for Colombian fintech & insurtech company

Advisor to Seller

$9 MILLION
Sold manufacturer of electronic security integration systems to ADT Security Services

Advisor to Seller

$70 MILLION
Sold 600 acre campground based in Maryland to NYSE listed Sun Communities

Venture Debt Placement Agent

$5 MILLION
Series B capital raise for panelized concrete wall manufacturer

Hedge Fund Capital Raise

$6 MILLION
Secured a limited partner investment for an alternative investment management company

Advisor to Seller

$3 MILLION
Sold global e-commerce platform for luxury pre-owned timepieces to Govberg Jewelers

Private Debt Placement Agent

$25 MILLION
Senior term debt raise for online media company and blog network

400 CAPITAL

Hedge Fund Capital Raise

$20 MILLION
Raised capital for a structured credit asset management fund investing across global markets

XCEL BRANDS

Private Investment in Public Equity

$10 MILLION
Raised PIPE for operator of a brand development and media company

VERMONT'S ORIGINAL BAG BALM® (EST 1899)

Advisor to Seller

$8 MILLION
Sold manufacturer of branded OTC moisturizing salve to Gemini Investors

RDG CAPITAL LLC

Hedge Fund Capital Raise

$30 MILLION
Raised capital for a Investment Advisor specializing in managing MLP investments

FEBRUARY POINT RESORT ESTATES

Real Estate Capital Raise

$15 MILLION
Raised equity for residential real estate project in the Bahamas

CGI FINANCE SOCIETE GENERALE GROUP

Loan Sales

$60 MILLION
Sold loans for Societe Genererale's CGI Boat and Auto Finance Division

CAMBRIA®

Private Debt Placement Agent

$20 MILLION
Private debt raise for manufacturer of natural quartz surfaces and countertops

SOUTHERN CROSS GROUP

Advisor to Buyer

$220 MILLION
Assisted with acquisition of Ultrapetrol, a Bahamas based marine transportation service

Greek Shipping Company

JV Negotiation

$125 MILLION
Arranged a partnership with a US Institutional Investor for Chemical Carrier Joint Venture

US Dry Bulk Operator

Private Debt Placement Agent

$80 MILLION
Raised high yield debt for the acquisition of Dry Bulk Carriers from a Middle Eastern Fund

Middle Eastern Shipping Company

Sale Leaseback

$110 MILLION
For Acquisition of five dry bulk carriers

Asian Private Company

Sale Leaseback

$105 MILLION
For acquisition of five Handysize Dry Bulk Carriers to Family Office

Largest U.S. Vessel Recycler

Debt Restructuring

$30 MILLION
Raised equity to restructure a highly leveraged vessel recycler

US Shipping Company

Private Debt Placement Agent

$50 MILLION
Raised a credit facility for the acquisition of Aframax Crude Tankers

European Ship Owner

Private Debt Placement Agent

$60 MILLION
Raised debt for the acquisition of Bitumen Tankers and to restructure the company

European Dry Bulk Co.

Sale Leaseback

$50 MILLION
Two Supramaxes dry bulk operator and Institutional Investor

U.S. Airline

Restructuring

$35 MILLION
Raised Equity Capital for Regional Airline Operating Turbo Props

Distressed Vessel Acquisition Fund Financing

Fundraising Placement Agent

$120 MILLION
Sourced investors for a distressed vessel acquisition fund

European Ship Owner

Acquisition Financing Placement Agent

$75 MILLION
Raised capital for a shipping company to acquire additional Product Tankers

European Ship Owner

Acquisition Financing Placement Agent

$90 MILLION
Raised Preferred Equity and Mezzanine Debt to acquire Crude Tankers

Dry Bulk Company

Mezzanine Capital Placement Agent

$70 MILLION
Restructured Debt for European Shipping Company

Asian Private Company

Sale Leaseback

$520 MILLION
Arranged Sale Leaseback of 8 Capesize Bulkers with a European Ship Owner

US Shipping Company

Sale Leaseback

$110 MILLION
Sale Leaseback of two Pure Car Carriers to US public shipping company

European Ship Owner

Sale Leaseback

$40 MILLION
Sale Leaseback of two Ultramax Dry Bulk Carriers to Scandinavian Lessor

YAC has been repeatedly recognized for Investment Banking work on behalf of our clients.

"New York, NY -- Young America Capital (YAC) was presented with the DealNexus Sell-Side Dealmaker of the Year award at the Intralinks-DealNexus 5th anniversary celebration. YAC was selected to receive this award based on their thorough implementation of the DealNexus platform in their deal-processing process, and their successful closing of a sell-side transaction which was sourced through the platform.

Contact Information

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