

Cannabis Investment Banking

\$405M of Successful Cannabis Transactions:

Completed Transactions List

Month	Cannabis/Hemp Client	Amount	Transaction	Stage	Investor
Nov-22	www.ElectraLeaf.com	0.5	Bridge loan	Growth	Non-bank lender
Oct-22	www.Trulieve.com	0.4	Dispensary sale	Recap	Cannabis
Jul-22	www.MassGreenwods.com	0.5	Equity	Seed	UHNW
Jun-22	www.Segra-Intl.com	0.7	Equity	Series A	VC Fund
Dec-21	www.Wonderleaf.com	0.2	Sale	Buyout	Strategic
Nov-21	www.MontereyBayReef.com	7	Sale	Buyout	Body&Mind
Jun-21	www.LightShade.com	3.6	Sale	Buyout	Strategic
Apr-21	Nevada cultivation license	2	License sale	Sale	Strategic
Mar-21	www.Agronomed.com	14	Equity & Debt	Growth	Strategic
Feb-21	www.Agronomed.com	10	Sale of 50% int.	Sale	Strategic
Dec-21	Garden State Dispensaries	235	M & A	Sale	Strategic
Dec-20	www.MagicalButter.com	3	Debt	Growth	Debt fund
Nov-20	www.Canna-Global.com	0.1	Equity	Seed	HNWs
Sep-20	www.RedwoodGreenCorp.com	0.5	Debt	Series A	Debt fund
May-20	www.MyInsa.com	5.2	Equity	Series A	HNWs
Nov-19	www.BlackDogLED.com	0.3	Equity	Series A	PE fund
Oct-19	Florida Super License	35	License sale	Buyout	Strategic
Jul-19	www.GroffNA.com	0.5	Equity	Series A	VC fund
Jul-19	www.AgriHemp.com	0.5	Equity	Series A	VC fund
Jul-19	www.SoloSciences.com	2	Equity	Series A	HNWs
Jan-19	www.iwc8.com	14	Sale	Buyout	Livwell
Jan-19	www.ShoProductsTeam.com	1	Equity	Growth	HNWs
Nov-18	www.SFNFlorida.com	65	License sale	Sale	Harvest
Oct-18	www.ShoProductsTeam.com	2	Equity	Growth	HNWs
Sep-18	www.GrayspeakVentures.com	2	Equity	Fund LP	HNWs
		\$405	million		

We Employ Creative and Differentiated Marketing Techniques:

- **Media Content Services** for Cannabis Companies through **Cannabis Capital**. Interview shows creating *custom video content and targeted intros*. Season 2 in process – currently signing up sponsors, hosts, co-hosts. Season 1 episodes: youtube.com/channel/UCMTn9yiiU6phS9y5SGU2C3w
- **Invite-Only Investor Dinners** through our strategic alliance with: www.GreenTableGlobal.com
- **Large, Highly Experienced Team** with access to warm relationships at 1,000+ cannabis investors – bios attached. Team-oriented selling process.

www.yacapital.com

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Cannabis Investment Banking



Dedicated and Experienced Team:

Peter Formanek, CEO and Founder – Previously CFO and Analyst at Southern Cross Group, Financial Analyst at DLJ and Goldman Sachs Clearing. Managed the \$65M sale of a Florida Super License to Harvest (Trulieve). BS in Accounting, and MBA in Finance from the University of Bridgeport. FINRA licenses 7, 24, 28, 50, 52, 63, 79 and 99.

Fernando Russo, Co-Head, Cannabis Team – 15+ years of experience in international trade, R/E and manufacturing. 7 years of experience in Cannabis Real Estate and Cannabis Operations. MBA from Loyola University in Chicago, Master of Science in Finance from the University of Notre Dame. He is fluent in Spanish and Portuguese. FINRA licenses 63, 79 and 82. Santa Monica, CA.

Valerie Bowman, Co-Head, Cannabis Team – 25+ years of experience in real estate at JLL, CBRE and C&W. Prior to YAC Val completed the \$135M sale of a PA super license and handled several leases for Canadian LP's. Valerie graduated from Skidmore College and holds a Masters of Commercial Real Estate from CoreNet. EVP for Lee & Associates CRE. FINRA licenses 63 and 82. Philadelphia, PA.

David Bunzel, Managing Director, Cannabis Investment Banking – 30+ years of experience in the financial services industry including asset management roles at Jet Equity Partners (L/S equity), Aletheia Research and Mgmt (L/S equity), Irvine Partners, Nob Hill Capital and EF Hutton Asset Mgt. David has an MBA in Finance from NYU, and a BA in Economics from the University of Michigan. FINRA licenses 7 and 63.

Jon Lunsford, Managing Director, Cannabis & Hemp Investment Banking – 30+ years of experience executing capital raises and M&A deals. Tech M&A at SunTrust Bank, SVP-Finance at Continental Cable and Falcon Cable. Worked at Sundance Entertainment, PanAmSat, and CIBC. BS from William and Mary. FINRA licenses 79 and 63.

Don Jackson, SVP, Cannabis Investment Banking – 30+ years of experience executing capital raises, asset management and M&A deals for Salomon Brothers, UBS, Nomura and Prudential. Cannabis experience includes successful capital raise advisory roles with **www.ShoProductsTeam.com** and **www.MyInsa.com**. Don has a BA and MBA from Columbia University. FINRA licenses 82 and 63.

Bill Marcus, SVP, Cannabis Investment Banking – 30+ years of experience in institutional sales at NewEdge, Bear Stearns, and DLJ. Founder of **www.GreenTableGlobal.com** and **www.greenaxs.com** Bill has a BS from Syracuse University School of Management and attended the Harvard Business School MBA program. FINRA licenses 3, 7, 24, 30 and 63.

Omar Brown, Managing Director, Cannabis & Hemp Investment Banking – 30+ years of experience in financial services 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, 63 and 24.

Sean Santa, VP Cannabis IB – 20+ years of experience. Prior to joining YAC, Sean helped build Washington DC's largest restaurant group. Focusing on cannabis infused food and beverage products, bioscience and biotechnology cannabis, and psychedelics. FINRA license 63 and 82.

Young America Capital is a FINRA/SEC and Ontario-Canada Securities Commission licensed broker-dealer consisting of 76 seasoned professionals.

As a leading advisor in the legal Cannabis sector, our professionals are thought leaders in the industry, helping our clients transform into dominant global players by providing trusted advice on several areas such as financing, operations, licensing, and real estate. Our team size, volume of success and entrepreneurial focus sets us apart from our peers.

www.yacapital.com

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