



Young America Capital

ACCESS. EXPERIENCE. INTEGRITY.

Young America Capital

Clean-Tech Capabilities



Young America Capital, LLC is a FINRA/SEC licensed broker dealer based in the New York metro area consisting of 40 seasoned professionals. The firm serves the investment banking needs of early stage and middle market companies. It also offers specialized placement agent/3rd party marketing services to both funds and investors in the alternative investment arena. Our geographic focus is primarily in the Americas.

Investment Banking Services

- Mergers & Acquisitions
- Restructuring
- Private Placement
- Strategic Advisory
- Fairness Opinions

Industry Specialists

- Senior investment banking professionals bring deep sector expertise within these verticals:
 - Consumer
 - **Cleantech & Energy**
 - Healthcare & Life Sciences
 - Maritime & Infrastructure
 - Real Estate
 - Technology, Media & Telecommunications

Placement Agent

- Assists hedge fund manager's capital raising efforts across the alternative spectrum, marketing to institutional investors.
- Works in consultation with hedge fund managers to review their strategy, focus their brand and optimize their structure.
- Dedicated and experienced sales team matches funds with the needs and demands of the institutional investor.
- Also acts as a resource to assist investors with their hedge fund allocation process.
- Provides services to funds of all sizes; historically enjoyed multi-year relationships with clients, in some cases growing them from \$50 million in assets up to \$1 billion.
- Raised over \$2.5 billion in capital for managers from institutional investors around the world.

**OUR
SPECIALIZED
APPROACH**

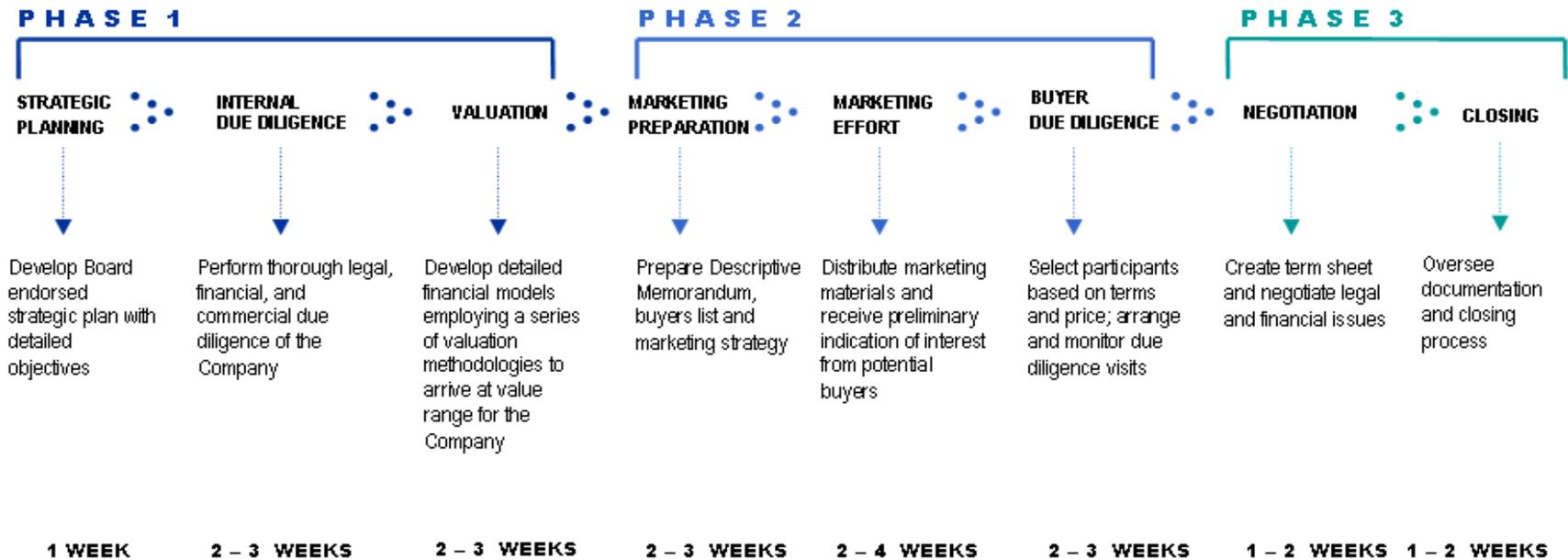
- Our principals employ a personalized approach, leveraging our multi-cultural affinity to ensure we effectively bridge the cultural gap prevalent in many international transactions
- On an individual basis, our team of advisors are each specialized in a specific discipline, but as one cohesive unit, 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 the US 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
PRINCIPLES**

- 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 and thereafter
- 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



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's team has extensive Clean-Tech and Energy Capital Raise and M&A experience. A few recent client engagements are summarized below:

- Advising www.h2b2.es on its efforts to source new equity and debt capital for established hydrogen technology company in alternative energy/cleantech space.
- Advising www.thesolarraq.com on its efforts to source new equity and debt capital for established solar racking technology.
- Advising www.alliancebioe.com - on its efforts to secure a private joint venture.
- Advised Main Street Power, a 90MW distributed solar owner/operator/integrator in its capital raise process. Main Street Power was subsequently acquired by, and re-branded as www.aesdistributedenergy.com.
- Advised www.kenyonenergy.com, a 100MW solar owner/operator in its search for add-on acquisitions in the solar space.
- Advised www.evi-usa.com an Electric Vehicle company on a \$5million JV for Electric Mining Equipment

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- Advised www.valence.com a battery manufacturer on a \$10M equity raise.
- Advised www.organicgreensolutions.com on its capital raise efforts. OGS operates in the wood-pellet fuel production space, which is utilized in coal fired power plants to reduce carbon emissions.
- Advised www.pienergy.com on its capital raise efforts. PI Energy utilizes plasmonic absorption on metal to collect sunlight and generate solar energy.
- Advised www.tuscanydrilling.com (LatAm oil-field services) on its pre-bankruptcy restructuring efforts to source new equity and debt capital.
- Advised www.clarentistechnologies.com on its capital raise efforts. Clarentis manufactures green sanitizing and disinfectant solutions.

Peter Formanek, *Managing Partner*

Peter has 30+ years experience advising fund managers, family offices and companies. He has been involved in more than 300 transactions over the course of his career and is also involved in the private equity field providing deal origination, fundraising, operations and COO/CFO level expertise and guidance. Prior to establishing Young America Capital, Peter was CFO of Southern Cross Group, which has raised \$2B+ of AUM over four funds. Peter is also the Managing Partner in a wealth management focused CPA firm. He began his career as a Financial Analyst with Spear, Leeds & Kellogg (now part of Goldman Sachs) and Donaldson, Lufkin & Jenrette. Peter received his BS in Accounting, magna cum laude, and an MBA in Finance from the University of Bridgeport. FINRA licenses 7, 24, 28, 63, 79, 99.

Bill Tapert, *Managing Director, Investment Banking*

Bill has 30+ years experience in investment banking and investment management at Providence Capital, Merrill Lynch, Oppenheimer, Jefferies (co-founded M&A group), Prudential Securities and was an independent member of NYSE. Bill received a CPE in Foreign Studies from the Sorbonne, University of Paris. FINRA licenses 7, 63, 24, 79.

Jeffrey Gold, *Managing Director, Investment Banking*

Jeffrey has 30+ years investment banking experience. Jeffrey served for 20 years as Chairman of the US subsidiary of The Quarto Group, a publicly held international book-publishing company, acting as a senior corporate development executive facilitating acquisitions. Jeff was EVP & CFO of Esquire, a NYSE-listed publishing, technology and communications company, where he served as the company's principal negotiator when it was sold to Paramount Communications. After the acquisition, he was named EVP in charge of corporate development & strategic planning for its Simon & Schuster Division, where he facilitated the acquisition of Prentice-Hall. Jeffrey was VP and Corporate Controller of National Patent Development (Wright Investors' Service). He began his career at Main Hurdman (KPMG). Jeffrey has a BBA from Pace University. FINRA licenses 79 and 63.

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.

Bruce A. Kaufman, *VP, Investment Banking*

Bruce has 25+ years experience in financial services including work at Compass Advisers, Loeb Partners, Lehman Brothers, Rothschild Venture Capital and Coopers & Lybrand (now part of PriceWaterhouse Coopers). He has participated in raising over \$2 billion in capital in public and private transactions with companies large and small and worked on a similar volume of M&A and Restructuring transactions. He has previously served on the Board of York Research Corporation (an alternative energy developer) and Winfield Capital Corporation (a publicly traded SBIC). Bruce Kaufman received BS degrees in Economics and Accounting from the State University of New York at Albany and an MBA from Columbia University School of Business. FINRA licenses 7, 63 & 79.

Jakob Bergendorff, *VP, Investment Banking*

Jakob has 15+ years experience in corporate, M&A and business development roles at the Maersk Group, Svitzer, Nielsen Norager law firm, and the venture capital fund Vaekstfonden, covering life science investments. Jakob has a Master of Law from Copenhagen University, a Danish bar exam and an MBA from INSEAD. FINRA licenses 7 and 63.

Stephen Unterhalter, *VP, Investment Banking*

Stephen has 35+ years of experience in financial services including investment banking, project finance and securities analysis (buy-side and sell-side) focusing on companies in bankruptcy or financial distress. His project finance experience has been in the renewable energy industry with a concentration on the development and financing of waste-to-energy projects and export-oriented wood pellet plants. He has an undergraduate degree in Chemical Engineering from the University of Cape Town University and an MBA degree from Columbia University. Studying for the S79 and S63.



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