

2025

Continental
Advisory

™

**INFORMATIONAL
BROCHURE**



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BUILDING & GROWING VALUE

Founded in 2002, Continental Advisory Services LLC (“Continental”) is an investment and advisory firm specializing in middle market public and private companies valued with TEV up to \$ 500 million.

With over \$ 10 billion in assets under shared management, our flexible approach allows us to offer a wide array of investment structures.

CAS focuses primarily on these industries:

- Oil, Gas, and Alternative Energy
- TMT/SDLC-Cybersecurity
- Health Care
- Capital Equipment
- Financial Services & Risk Management Real
- Estate Capital Markets and Sales
- Professional engineering services provided by www.ulasinc.com
- Securities are offered through US Capital
- Global

Who **We** Continental
Are At Advisory





Jacob H. Yahiayan, Managing Member

During his 30 years in corporate banking, Jacob H. Yahiayan, founder and Managing Member of Continental Advisory Services, LLC has successfully structured over USD 5 billion in corporate financing in North American and international markets. In his last management role, Mr. Yahiayan was the Assistant General Manager and Head of Corporate Banking at a subsidiary of Standard Chartered Bank, Plc. Previously Mr. Yahiayan was the Vice President of the Corporate and Institutional Group for Standard Chartered Bank's New York Branch, and Head of Credit and Business Development for the New York Branch of Bank Bumiputra Malaysia Berhad. Mr. Yahiayan received his BA from New York University, MBA from New York Institute of Technology, International Management Certification from INSEAD, Fontainebleau-France, and an MS-Education from CUNY.©

Who **We** Are

Joshua Maldonado

Managing Director:

With over 30 years of progressive and diverse experience in banking and financial services with Federal Reserve Bank of New York, Mr. Maldonado brings a unique perspective as a seasoned professional.

His credentials are in bank supervision and regulation with emphasis on accounting, finance, credit, audit and internal controls, and risk management.

Dr. Joe Colaco Ph.D

Executive Structural Engineer:

Dr. Joseph Colaco, is a structural engineer and author. Dr. Colaco, is noted for his contributions to the supertall skyscrapers in the United States and in Middle East. He received his PhD. in civil structural engineering from the University of Illinois in 1965.

Dr. Colaco's design innovations improved the construction of high-rise buildings, enabling them to withstand enormous forces generated on these super structures. These new designs opened an economic door for contractors, engineers, architects, and investors, providing vast amounts of real estate space on minimal plots of land.

Carol McCrae

Managing Director:

Ms. McCrae started her career in 1998 with a big four public accounting firm until she left as an audit manager in 2006. In 2007, she started her own firm C.A MCCRAE, CPA, LLC, a M/WBE certified entity in both the State and City of New York.

Carol is a member of the American Institute of Certified Public Accountants (AICPA), New York State Society of Certified Public Accountants (NYSSCPA), amongst others.

Aram Minasyan

Director:

Mr. Minasyan earned his Master Degree in Radio-physics and electronics from Yervan State University in Yervan, Armenia.

Mr. Minasyan has over 20 years of financial auditing expertise as well as being fluent in 4 language and hold several certifications which include, ACCA (Chartered Certified Accountant UK) and CIA (Certified Internal Auditor, US)

Tim Carroll

Managing Director:

Mr. Carroll has 24 years experience. He served as a project manager and lead energy engineer for companies such as Clough Harbour and Associates, a top 100 engineering firm and has worked as an independent consultant across NYS, NJ and New England.

He has extensive experience in all facets of commercial, educational campus, healthcare, industrial energy/water conservation and renewable energy industries.

Jonathan French

Director of Media and Design:

With a double bachelors' in digital entertainment and graphic design, Jonathan has spent the last 15 years specializing in branding, layout and print media.

Jon has worked with clients all over the country in industries that includes construction, medical, music, Ai technology and education.

Who **We** Are

Rajen K. Tiberwala

Senior Advisor:

With over 40 years expertise in MNE operations management expertise, Dr. Tiberwala brings a measured growth strategy and EVA expertise to complicated projects.

Mr. Tiberwala has an Engineering Science Doctorate from Columbia University, Masters in Industrial Engineering from Columbia and a Bachelor's of Science in Mechanical Engineering from B.I.T.S.

Aldo Andreoli (In Memorium)

Managing Director, PE:

Mr. Andreoli has over 35 years experience in civil and environmental engineering working with Northville Industries, Suffolk County Department of Health Services, Southampton Village, and other prominent institutions.

Mr. Andreoli is a licensed Professional Engineer in the states of New York and New Jersey and teaches at SUNY Stony Brook.

Additionally, Mr. Andreoli has been awarded Engineer of the Year Award from the National Society of Professional Engineers and Civil Engineer of the Year Award from the American Society of Professional Engineers.

Jordan Hamad, Director

IT Solutions:

With over 15 years in the technology industry, Mr. Hamad has worked as a strategist for the design and implementation of complex software products.

Mr. Hamad is well versed in software development and related business strategy and has led special-purpose teams.

In 2007, he and his team launched revolutionary enterprise, polymorphic security solutions (both hardware and software). Mr. Hamad graduated from the University of Idaho with a degree in Computer Science, and a focus in Cryptography.

Dr. Mosoian Arevik Ph.D

Chief Scientific Adviser:

Mosoian Arevik, Ph.D, is the Chief Scientific Officer at SkinAxis. Scientist with profound knowledge gained from a multinational and multidisciplinary career in top research institutions including Columbia University, NYU, Mount Sinai School of Medicine, with expertise in innate immunity and immunology, virology, molecular biology and cancer biology.

Jess S. Boronico, Ph.D.

Executive Advisor:

Mr. Boronico has over 20-years expertise in operations research and measured growth strategies.

Mr. Boronico has earned his Doctor of Philosophy in Operations research and Management Science from the University of Pennsylvania, The Wharton School, Masters of Science and Bachelor of Science in Mathematics from Fairleigh Dickinson University.

Megan Wahnnon

Media Analyst:

Ms. Wahnnon specializes in Media and Graphic Design. Her work includes but is not limited to designing brochures, fliers, business cards, business advertisements and web design.

She has 12 years experience with digital 4k photography, shooting events and such. She has earned her Bachelors of Technology at New York City College of Technology, City University of New York (CUNY).

Who **We** Are

Todd Mitty Ph.D

Managing Director of Applied Engineering:

Todd has a Masters from Rensselaer Polytechnic Institute in Aeronautical Engineering... and a Ph.D from Princeton University in Mechanical and Aerospace Engineering, Computational Fluid Dynamics.

Todd Jay Mitty, Ph.D. is an innovative, strategic thinker possessing multifaceted capabilities across wide-ranging domains and expertise. In the span of his career, Todd has delivered transformative results in financial services, media, and internet ventures in response to corporate development opportunities, disruptive technologies, and crisis remediation.

Avi Mohan

Associate:

A fresh face in the finance scene, Avi got his degree from NYU in finance in 2023 and work with private investment and banking firms to help elevate their workflows and data management.

Stefanos Georgiou

Director M&A

Steve has a masters degree from the NYU Stern School of Business in Business Administration and an MBA, Finance and Strategy.

For the last 5 years Steve has been at New York Metropolitan transit authority as a finance associate.

Gregory Yahiayan

Associate Director:

Brooklyn College & Murray Koppelman School of Business; AACSB Accredited with a BBA in Finance and Investments and BS in Business Management.

Evan Kesten

Managing Director, SaaS / Engineering:

Evan Kesten is the co-founder and CTO at Cabinet, a software company building SaaS automation tools for enterprise organizations.

He has an extensive technology background including defense engineering at Lockheed Martin, product management at Hearst, and technical academic research across various institutions. He holds a dual-degree M.S. in Computer and Information Science from Cornell University, and a B.S. in Computer Engineering.

Arsen Tavadyan

Board Member:

CAS EurAsia CJSC: Mr. Tavadyan has over 10 years experience as Legal Counsel for International Energy Corporation CJSC, Lecturer of Law at Yerevan State University as well as Senior Legal Counsel for the Legal and Business Consultative Company "TER- TACHATYAN".

OUR **METHODOLOGY**

Our team has extensive experience in investments, which are in various parts of maturity and economic cycles. We pride ourselves on our ability to achieve goals quickly and creativity and remain committed to build long-term relationships with our customers to support the growth of their business.



SERVICES

CAS provides commercial & investment advisory services:

- Securities executed by US Capital Global
- Trade receivables securitization
- Treasury policy and cash management
- Mergers and acquisitions
- Divestiture advisory (spin-offs)
- Loan workout plans
- Professional engineering services provided by www.ulasinc.com

CAS Certifications & Affiliations:

- Licensed New York State Real Estate Broker
- Willis
- TMA (Cornerstone 15)
- Real Estate Board of New York
- Building Materials Reuse Association
- Association for Corporate Growth
- Association of Financial Professionals
- Associated Builders & Owners of Greater N.Y.
- National Association of Home Builders
- New York State Builders Association
- American Planning Association
- OSHA 30 – NYC Department of Buildings
- Securities are offered through US Capital Global a fully licensed investment bank broker dealer

Transaction Types:

- Mergers and Acquisitions (M&A)
- Refinancing
- Growth Capital (Capital Growth Strategy)
- Leveraged Buyout
- Recapitalization Investment restructuring
- Continental maintains a close relationship to its clients
- to identify new opportunities and develop strategies to promote business expansion.

Investment Criteria:

- US investment \$ 10 - US \$ 500 million
- EBITDA between \$ 5 -US \$ 150 million

Investment Structures:

- Senior Secured Convertible Notes
- Straight Equity / ESOP
- Mezzanine

CORPORATE & INSTITUTIONAL PARTNERS



SUPPORTED NON-PROFIT ORGANIZATIONS



MAJOR TRANSACTIONS

\$20,000,000

Private Equity

CRO – Pharmaceutical
USA

\$200,000,000

Debt & Equity

Pharmaceutical
EUROPE

\$100,000,000

Debt & Equity

Engineering
USA

\$200,000,000

Debt

European Hospitality
Group

\$100,000,000

Debt & Equity

Insurance Company
USA

\$10,000,000

Debt & Equity

IP/SaaS
C.I.S.

\$250,000,000

Debt & Equity

Mixed Use Development
USA

\$100,000,000

Debt & Equity

Hotel Conversion
USA

\$100,000,000

Debt

HNW-Life Insurance
USA

\$10,000,000

Debt

Healthcare Centers
USA

\$10,000,000

Debt & Equity

Luxury Fixtures &
Appliances
USA

\$15,000,000

Debt

I.T. Reseller
USA

**Continental
Advisory**

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CONTACTS

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ASSOCIATE OFFICES:

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