

Continental Advisory Services, LLC
Unbiased Strategic Expertise



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Since March 2002 CAS has leveraged the resources of its debt and equity partners subject to legal, internal and regulatory restrictions. There is no guarantee that these objectives will be met.

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
- IT/Telecom
- Health Care
- Capital Equipment
- Financial Services & Risk Management
- Real Estate Capital Markets and Sales
- Professional Services/A&E

WHO WE ARE

Jacob H. Yahaiyan, Managing Member

During his twenty-five years in corporate banking, Jacob H. Yahaiyan, 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. Yahaiyan was the Assistant General Manager and Head of Corporate Banking at a subsidiary of Standard Chartered Bank, Plc. Previously Mr. Yahaiyan 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. Yahaiyan 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. As a Senior Relationship Specialist, his continuous interaction with the management of foreign agencies and representative offices, commercial banks, broker/dealers, and investment Edge corporations, contributed to advanced risk knowledge in credit, market, liquidity, operations and legal compliance. Mr. Maldonado has also coordinated, supervised and performed multiple risk assessments of these institutions while training and coaching junior specialists. He also has headed examination teams who conducted safety and soundness examinations within the 2nd Federal Reserve District to assess risk management, operational controls, asset quality and the financial condition of the institutions. Mr. Maldonado has participated in various training programs at the Board of Governors of the FRS and the Federal Financial Institutions Examination Council in Washington, D.C. He earned his BA from Hunter College and MBA from Fairleigh Dickinson University with a specialty in Bank Management.

Elena V. Ravich, Esq., Managing Director: Ms. Ravich has over 20 years of CRE and commercial legal expertise. Her career track includes LeBoeuf, Lamb, Greene & MacRae LLP and Eastern Consolidated. Ms. Ravich has earned her Masters in Real Estate Finance and Investments from New York University, JD from Moscow State University, and LLM from Case Western Reserve University. Ms. Ravich is licensed by the New York State Bar, Real Estate Broker's License, and Notary Public.

Aldo Andreoli, 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. Mr. Andreoli received his MCE from NYU and a Fulbright Grant Recipient, Laureate at the University of Naples.

WHO WE ARE

Wayne Clark,
Managing Director,
P.E: Mr. Clark has more than a twenty years experience in various complex professional engineering theaters of operation. He holds a BS from CUNY-City College and Masters in Science/ Mechanical Engineering from Columbia University.

Bruce Fabrizio,
Managing Director,
CPA:
With more than 20 years experience as a CPA, Mr. Fabrizio has audited small to middle market companies. Mr. Fabrizio's expertise includes cost certification of new construction of commercial buildings, forensic accounting

and estate and partnership taxation. Mr. Fabrizio holds a BS in Accounting from NYIT.

Michael Kaplan,
Managing Director:
With over 25 years in engineering with a focus on BMS and PM. Mr. Kaplan earned his BSc. in Mechanical Engineering from NYU. Mr. Kaplan earned his MPM and CIPM credentials. These certifications are awarded by the American Academy of Certified Project Managers and International Project Management Commission in association with IBS GAFM - International Board of Standards.

Ani Gesheva,
Financial Analyst:
Ms. Gesheva has over 10 years experience in international finance and econometrics, including asset management, C&IB, and monetary policy. Ms. Gesheva has earned an MBA from Columbia Business School, BA in Economics & Business from American University in Bulgaria and MA in Economics from NYU where Ms. Gesheva also received a Fulbright Honors Scholarship.

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.

Rob H.W. den Otter,
Senior Advisor:
Mr. den Otter has over 20 years of international logistics expertise, working with a range of multinational companies, mainly in retail and manufacturing/ consumer business as well as various supply chain roles at Deloitte. Mr. den Otter earned his Master of Business Administration IT management from State University Groningen, the Netherlands.

WHO WE ARE

**Samuel Samuelyan,
Senior Advisor/
Honorary Consul
to Portugal in
Armenia:** Mr.

Samuelyan has over 20 years of international expertise, working with a range of multinational companies, mainly in retail, travel, trade and agriculture as well as various supply chain roles at ABN AMRO BANK. Mr. Samuelyan earned his Master of Business Administration from American University of Armenia and Bachelors from American University of Beirut.

**Michelle Liu, Ph.D.,
CPA, Senior Advisor:**

Ms. LIU brings an extensive audit and accounting expertise and has worked with Deloitte and Touche, LLP. Ms. LIU earned her Ph.D. in Accounting from MIT, Sloan School of Management and a BBA with honors in Accounting at Southern Methodist University.

**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.

**Steven J. Shapiro,
Ph.D, Senior
Advisor:**

Mr Shapiro has over 30-years expertise in econometrics and financial risk expertise as well as several publications and white papers. Mr. Shapiro has a Ph.D., Financial Economics from Georgetown University, M.A., Economics from Georgetown University as well as a B.A. in Economics and Mathematics from University of Virginia.

**Daniel Ara Kelegian,
Advisor:** Mr.

Kelegian has over 20 years experience in finance and business development. Mr. Kelegian credentials are industrial chemicals, alternative energy, and TMT. Previously, Mr. Kelegian was with AIG, SmithBarney (Citigroup), and FVP at Gruntal&Co., Mr. Kelegian holds professional licenses from FINRA and CBA.

WHO WE ARE

Gregory Yahaiyan, Analyst:

Mr. Yahaiyan's expertise includes capital and emerging markets, business valuation, portfolio management, mergers, acquisitions & restructuring. Mr. Yahaiyan earned a Bachelor of Business Administration, Dual Major in Finance/Investments & Business Management; Minor in Business Law from Murray Koppelman School of Business at the City University of New York (CUNY), Brooklyn College.

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 5 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).

Navil Smith, Analyst: Mr. Smith is a recent graduate from NYU, Tandon School of Engineering with a Masters' degree in Electrical Engineering. He is certified in LEED GA and E.I.T. and finalizing his Project Management and OSHA certifications. His interests lie in Power System Stability, Transformers and Renewable Energy.

SERVICES

CAS provides commercial & investment advisory services:

- Debt and private equity raising (Regulation D of the Securities Act of 1933)
- Trade receivables securitization
- Treasury policy and cash management
- Mergers and acquisitions
- Divestiture advisory (spin-offs)
- Loan workout plans
- Project Management (Engineering & Construction)

METHODOLOGY

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., Inc.
- National Association of Home Builders
- New York State Builders Association
- American Planning Association
- OSHA 30 – NYC Department of Buildings
- IMPACT-Hub Armenia

METHODOLOGY

Investment Criteria:

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

Investment Structures:

Senior Secured Convertible Notes
Straight Equity / ESOP
Mezzanine

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.

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.

CORPORATE & INSTITUTIONAL PARTNERS





SUPPORTED NON-PROFIT ORGANIZATIONS

<p>\$20,000,000 Private Equity</p> <p>CRO- Pharmaceutical U.S.A.</p>	<p>\$200,000,000 Debt & Equity</p> <p>Pharmaceutical EUROPE</p>	<p>\$100,000,000 Debt & Equity</p> <p>Engineering U.S.A.</p>	<p>\$200,000,000 Debt</p> <p>European Hospitality Group</p>	<p>\$100,000,000 Debt & Equity</p> <p>Insurance Company U.S.A.</p>	<p>\$10,000,000 Debt & Equity</p> <p>IP/SaaS C.I.S.</p>
<p>\$250,000,000 Debt & Equity</p> <p>Mixed Use Development U.S.A.</p>	<p>\$100,000,000 Debt & Equity</p> <p>Hotel Conversion U.S.A.</p>	<p>\$100,000,000 Debt</p> <p>HNW-Life Insurance U.S.A.</p>	<p>\$10,000,000 Debt</p> <p>Healthcare Centers U.S.A.</p>	<p>\$10,000,000 Debt & Equity</p> <p>Luxury Fixtures & Appliances U.S.A.</p>	<p>\$15,000,000 Debt</p> <p>I.T. Reseller U.S.A.</p>

MAJOR TRANSACTIONS

CONTACTS

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