

EWING BEMISS & Co.



INVESTMENT BANKERS

Investment Banking Analyst Recruiting

Fall – Winter 2009

The difference is experience

Why Ewing Bemiss & Company

Ewing Bemiss offers high-caliber financial advisory services to clients executing middle market mergers and acquisitions.

- Founded in 1992
- Headquartered in Richmond, Virginia with an additional office in New York
- Independent, well-capitalized and partner-owned firm
- 22 professionals with extensive transaction experience and industry expertise
- More than 200 successful transactions
- FINRA sponsored (previously the NASD)

Services that Ewing Bemiss Offers

M&A Advisory

- Sales & Divestitures
- Buy-Side Advice and Negotiations

Private Capital Formation

Debt, Mezzanine and Equity Capital for:

- Growth
- Recapitalizations
- Management Buyouts
- Shareholder Liquidity

Financial Restructuring Services

- Reorganization Proceedings
- Recapitalizations
- Out-of-Court Restructurings
- Sales or Acquisitions of Distressed Businesses

Strategic Advisory Services

- Valuations
- Fairness Opinions
- Strategic Alternatives Analysis



Diverse Client Base & Opportunities

As a Ewing Bemiss analyst, you will encounter a wide variety of clients, investors and transactions. Every transaction gives you the opportunity to work one-on-one with senior-level professionals, and no two transactions are ever the same.

Client Characteristics

- Family owned, private-equity backed, and corporate subsidiaries
- Healthy and distressed
- Emerging growth and mature
- Headquartered in North America and Europe, many with international operations

Transaction Size

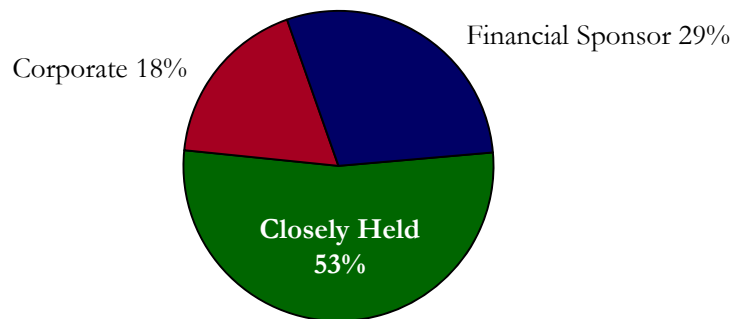
Mergers and Acquisitions

- Enterprise Value: \$10 - \$300 million

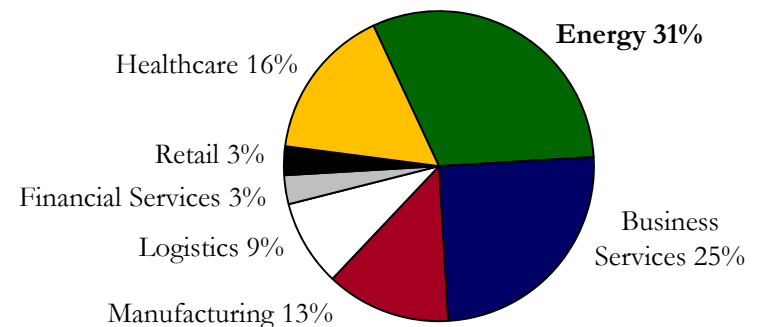
Capital Formation / Private Placement

- Equity / Mezzanine Debt: \$5 - \$50 million
- Senior Debt: \$20 - \$300 million

Client Ownership



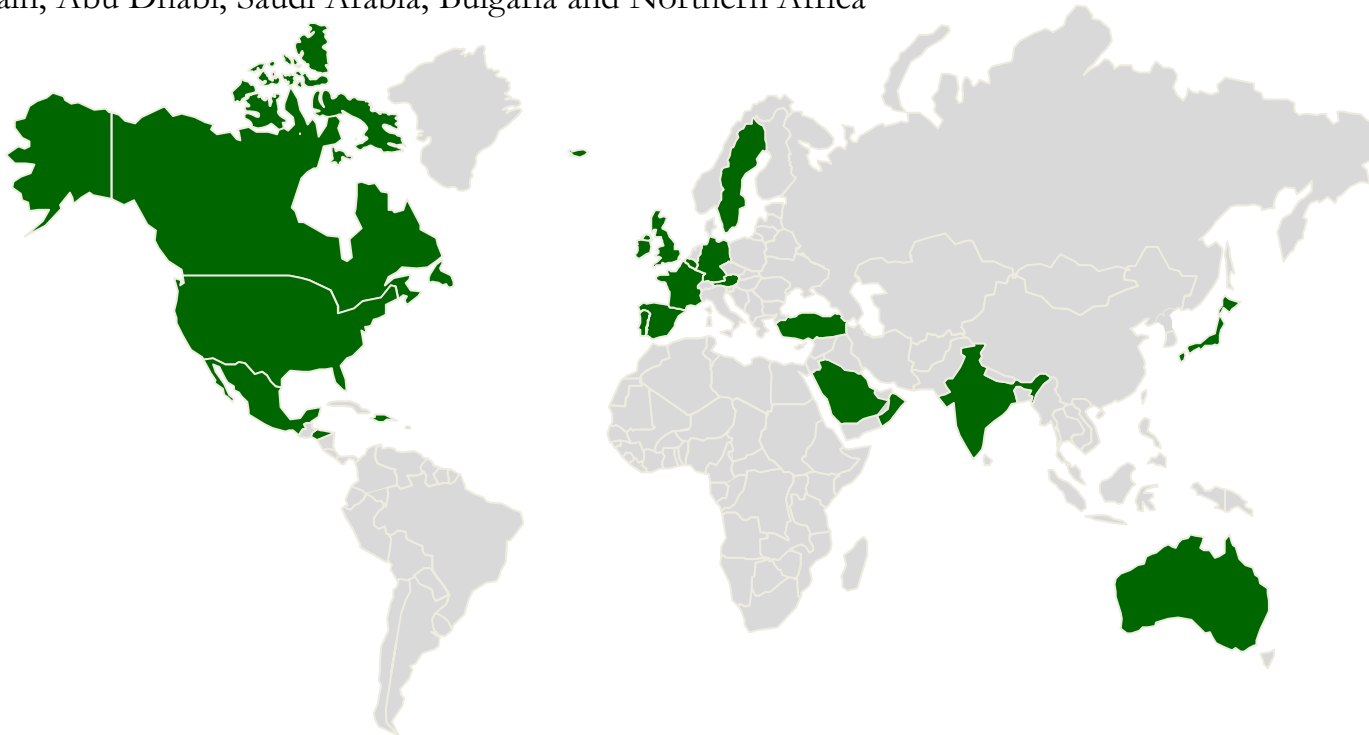
Client Industry



Strong US Presence with a Growing International Reach

Ewing Bemiss has worked with clients based in 41 states, as well as Canada, Mexico, Europe and Australia. With established relationships with top-tier domestic and foreign investors, Ewing Bemiss has intimate interaction with the leading strategic and financial investors across the globe.

- In July 2009, Ewing Bemiss opened its New York office, which will focus exclusively on domestic and international renewable energy transactions and joint ventures
- The New York team has recently closed transactions in Europe and Middle East and actively is advising companies in Turkey, Spain, Abu Dhabi, Saudi Arabia, Bulgaria and Northern Africa



Recent Closed Transactions

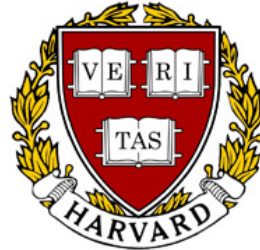
 <p>has acquired MMA Renewable Ventures from</p> 	 <p>has completed the divestiture of its Precept UltraGard division to</p> 	 <p>Multitrade Biomass Holdings, LLC</p> <p>has secured an investment in its subsidiary Multitrade Telogia, LLC from</p> 	 <p>have sold Indeck Maine Energy, LLC to</p> 	 <p>Multitrade Biomass Holdings, LLC</p> <p>has secured an investment in its subsidiary Multitrade Rabun Gap, LLC from</p> 	 <p>has completed a recapitalization by an investor group organized by</p> 
 <p>has completed a management-led recapitalization with</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has been acquired by</p> 	 <p>has sold its transfilling oxygen business to</p> 	 <p>has been recapitalized by</p> 
 <p>has sold its KANSAS CITY LFG, LLC JOHNSON COUNTY <i>Landfill Gas Project</i> to</p> 	<p>Northwest Geothermal Company</p>  <p>Newberry Geothermal Project</p> <p>has received an Equity Capital Investment from</p> 	 <p>has sold its oxygen conserver business to</p> 	 <p>has been acquired by</p> 	 <p>has sold its gas rights at King County's <i>Cedar Hills</i> <i>Landfill</i> to</p> 	<p>Bo-Mark TRANSPORT, INC.</p> <p>has been acquired by</p> 

Company Experience

Sellers / Advisory Clients

Buyers

Alumni Representing a Wide Range of Universities



The Analyst Experience

Analysts are Encouraged to

- Contribute to “live” deals immediately – working directly with senior partners, deal team and with clients
- Rotate project teams to gain experience working with all professionals and industries
- Participate in client presentations
- Become knowledgeable across the spectrum of investment banking services
- Contribute outside the job description
- Initiate projects that contribute to the growth of the firm

Analyst Responsibilities

- Analyze and prepare financial statements
- Develop financial models and valuations
- Research client markets and industries
- Develop presentations for current and prospective clients
- Create offering memoranda and client documents
- Meet with clients and industry professionals
- Identify and contact potential buyers and investors

The Benefits of Being An Analyst at Ewing Bemiss & Co.

Opportunity to learn from experienced senior bankers

Ability to work in a supportive, fun, collegial and challenging work environment

Play a key role in the firm’s success

Open communication with all members of the firm

Valuable career building experience to be leveraged in future pursuits

The Analyst Experience



Cody Nystrom

Senior Associate, SJF Ventures; EB Analyst 2005 – 2007

“Being an analyst at Ewing Bemiss & Company is one of the best positions a student can take straight out of undergrad—the exposure to capital markets, various industries, business operations and the art of negotiation are skills that can be leveraged in any future job. The overall analyst experience and working on many renewable energy transactions allowed me to obtain a venture capital position in clean technology after my two years at Ewing Bemiss. Perhaps the most rewarding part of the position was witnessing the sincere gratitude displayed by clients for helping them through an often stressful process.”

Kyle Harder

Associate, Capital Resource Partners; EB Analyst 2006 – 2008

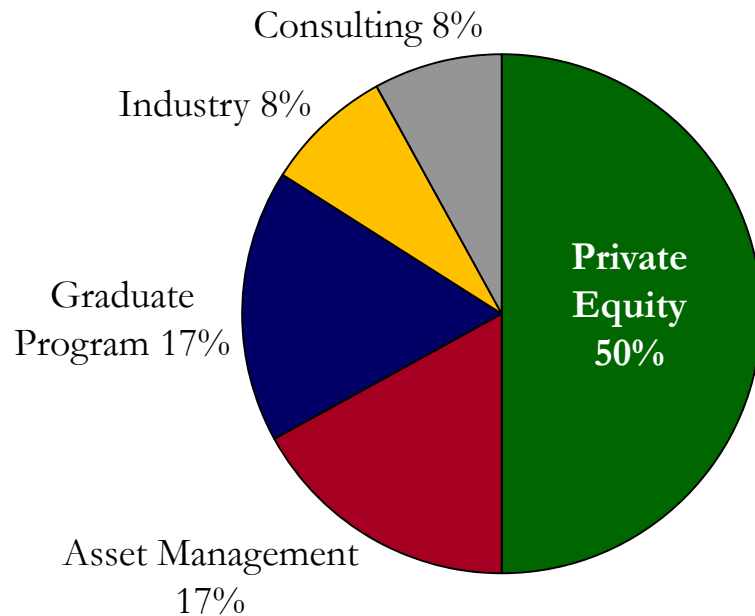
“The analyst experience at Ewing Bemiss & Company provided me an excellent learning opportunity in which I was able to take part in the investment banking process first hand. As an analyst, you are engaged throughout the deal process—everything from financial statement analysis to having conversations with private equity professionals. Moreover, your coworkers at Ewing Bemiss are interested in your success as much as you are. I appreciate the fact my two years set the groundwork for my current position in private equity.”



Post-Ewing Bemiss Analyst Job Placement

Ewing Bemiss & Co. Analyst alumni have successfully found employment in a variety of fields both related and unrelated to Finance

Analyst Job Placement by Type



Representative Placements



HARVARD | BUSINESS | SCHOOL



LEHMAN BROTHERS

UCLA Anderson
School of Management



Recruitment Process: Next Steps

- To apply for either an analyst or internship position, please apply online:
 - **Analyst Application Deadline: Monday, October 5, 2009**
 - **Internship Application Deadline: TBA, January 2010**
 - We subscribe to University-sponsored systems and have pre-established interview schedules at the following schools:

College of William and Mary	University of North Carolina at Chapel Hill	University of Virginia
Duke University	University of Notre Dame	Vanderbilt University
Emory University	University of Richmond	Villanova University
Georgetown University	University of Pennsylvania	Wake Forest University
Trinity College		Washington and Lee University
 - If you are interested in the analyst or internship program and do not attend a university listed above or have recently graduated, please email your resume, cover letter and an unofficial transcript to Aulden Burcher (a.burcher@ewingbemiss.com).
- To apply as a pre or post-MBA level associate, please contact Brent Belding (b.belding@ewingbemiss.com) for more information.
- **At this time, we are only accepting applicants to our Richmond office. No applications will be accepted for our New York office.**
- **Please note: you must be a citizen of the United States to be eligible to apply for any position at Ewing Bemiss & Company.**