# Maxim Group LLC Investment Banking

# **Special Purpose Acquisition Company (SPAC) Overview**



# Maxim Group Overview



Investment Banking	Private Wealth Management	Equity Research	Capital Markets
<ul> <li>Formed in 2002 as a spin-off of Investec Ernst &amp; Company, the U.S. subsidiary of the global investment firm Investec</li> </ul>			Institutional Sales
<ul> <li>Full service Investment Bank with approx. 500 employees</li> </ul>		Trading	
<ul> <li>Over 250 retail brokers – over \$5 billion AUM</li> </ul>			
<ul> <li>Extensive research coverage, including Maritime Shipping</li> </ul>		Options	
<ul> <li>A leader in Blank Check offerings</li> </ul>			
Ranked #13 in	equity offerings in	2007	Fixed Income
Ranks in the to	p 20 in market mal	king	

## Maxim: A Leader in the Blank Check Market

- Approximately \$21.3 billion raised for Blank Check Companies in over 156 IPOs for Total Universe
- > Maxim has been involved in approximately 70% of all Blank Check IPOs completed
- > Maxim has led or co-managed 30 transactions
  - Over \$4.0 billion in capital raised to date
- Maxim has advised on 7 Blank Check acquisitions
  - Over \$1.4 billion in M&A advisory assignments

## Selected Lead Managed Blank Check Offerings

> Maxim has raised in excess of \$4 billion in a lead or co-manager position of 30 transactions



## Blank Check Offerings have been successful in the shipping indust

> Maxim has raised nearly \$1 billion in Blank Check Offerings for shipping companies<sup>1</sup>

<u>seanergy</u>	ACQUINTION COMP.	Star Bulk conversion	OCEANAUT
Seanergy	Energy Infrastructure	Star Bulk	Oceanaut, Inc.
Maritime Corp.	Acquisition Corp.	Carriers Corp. <sup>5</sup>	
\$231.0 Million	\$202.5 Million	\$188.7 Million	\$150.0 Million
Initial Public Offering	Initial Public Offering	Initial Public Offering	Initial Public Offering
Sole Manager	Sole Book Runner	Sole Book Runner	Co - Manager

-N-	FreeSeas	Rand Logistics Inc.	
Navios Maritime Holdings Inc. <sup>2</sup>	FreeSeas Inc. <sup>4</sup>	Rand Logistics Inc. <sup>3</sup>	
\$171.0 Million Initial Public Offering Underwriter	\$7.9 Million Initial Public Offering Underwriter	\$24.0 Million Initial Public Offering Underwriter	

<sup>1</sup> Includes lead managed, co-managed and underwriter positions

<sup>2</sup> Formerly known as International Shipping Enterprises, Inc.

<sup>3</sup> Formerly known as Rand Acquisition Corp.

- <sup>4</sup> Formerly known as Trinity Partners Acquisition Corp.
- <sup>5</sup> Formerly known as Star Maritime Acquisition Corp.

## What is a Blank Check Company?

Formed by a specialized management team for the purpose of consummating an acquisition in a particular sector or region

#### Capitalized via an IPO of Units (1 Common & 1 Warrant)

- Registered with the SEC & traded on AMEX (over \$50m in Trust) or OTCBB
- 99% 100% of IPO proceeds held in Trust

#### Substitution Guarantees a minimum liquidation value if no business combination is completed

- Downside protection for investors: 99%–100% of proceeds held in Trust (i.e. initial investment)
- With accrued interest, investor may be protected from loss on initial investment

#### Public shareholders are free to sell their shares or warrants in the open market at anytime

#### Allows an investor to:

- Approve the business combination
- Reject the business combination and receive liquidation rights to the funds held in trust (plus accrued interest)

## Blank Check Company Structure\*

SPAC offerings consist of units comprised of common shares and warrants that are registered with the SEC and trade freely over-the-counter

		Maxim SPAC Structure <u>\$10.00 Unit</u>	Alternative Structure <u>\$8.00 Unit</u>	SPACTM Structure*** <u>\$6.00 Unit</u>
•	Composition of Units	<ul> <li>1 common share</li> <li>1 warrant</li> <li>Trade separately</li> </ul>	<ul> <li>1 common share</li> <li>1 warrant</li> <li>Trade separately</li> </ul>	<ul> <li>1 common share</li> <li>2 warrants</li> <li>Trade separately</li> </ul>
•	Warrant Strike Price	<b>\$7.00</b>	<b>\$6.00</b>	<b>\$5.00</b>
•	Warrant Exercise Period	4 year life from the IPO	4 year life from the IPO	4 year life from the IPO
•	Call Provision	<ul> <li>&gt; \$14.25 for any 20 trading days within a 30 day period</li> </ul>	■ ≥ \$11.50 for any 20 trading days within a 30 day period	■ ≥ \$8.50 for any 20 trading days within a 30 day period
•	Proceeds Held in Trust	<u>100%**</u>	■ 98.5%	■ 98.5%
•	Conversion Threshold	<u>35% - 40%**</u>	<b>20% - 30%</b>	■ 20%

\*This structure may not be indicative of all SPAC structures and is intended for illustrative purposes only

\*\*Assuming 100% of gross proceeds held in trust. The percentage of escrow held in the trust will determine the liquidation value of the shares. The percentage can be anywhere from 80-100%

\*\*\* SPAC is a trademarked term for "Special Purpose Acquisition Corporation" which is a common blank check company with certain elements inherent to its structure

## What are the Advantages / Risks to the Investor?

#### Access to acquisitions and buy-outs typically restricted to PE funds:

Liquid public security with ability to control exit

#### Leverage Industry Expertise of Strong Management Team – with Aligned Interests:

Identify and complete an accretive business combination

#### > Other Benefits:

- Voting rights to approve or reject business combination
- Downside protection: 99% 100% proceeds held in trust + interest participation

#### Potential Risks:

- No guarantee that an acquisition will be completed
- Timing & Industry-specific Issues
- Only common shareholders have rights to escrow balance
- Common shareholders no longer have rights to escrow after an acquisition is closed
- Warrants convertible only after an acquisition
- Warrants worthless if no acquisition (unless sold in the open market)

## What are the Advantages & Risks to the Issuer?

#### Advantages:

- Low cost of capital
- Heavily discounted equity promote and "market" purchase
- Significant ownership of resulting company
- Management returns in excess of 5x initial capital invested if merger is approved\*
- Provides a faster path for private companies to go public
- Acquired company can take a significant portion of the purchase price in cash
- Newly issued equity has the potential "upside"
- Public vehicle allows for much larger transactions than initial capital raised
- Initial cash, debt and stock

#### **Risks**:

- Sponsor stands to lose their investment
  - Purchase of "non-participating" units or warrants in a private placement immediately prior to the IPO
- Reputation risk deal voted down or time elapses
- Lack of acquisition opportunities within the selected vertical
- M&A risks improper due diligence, contingent liabilities, financial underperformance

## Case Study: Star Maritime Acquisition Corp.



Deal Size: Offering Type: Date of Offering: Shares Offered: Maxim Group Role: Symbol: \$188.7 million Initial Public Offering ("IPO") 12/15/2005 18.87 million Sole Book Runner AMEX: SEA (Ticker Subsequently Changed to SBLK)









Deal Size: Deal Type: Date of Announcement: Maxim Group Role: \$345.2 million plus earn-out M&A 1/12/2007 M&A advisor



#### Highlights:

- Sole book runner for Star Maritime's \$188.7M IPO in 2005
- Subsequently hired as M&A advisor to the Company
- Sourced and evaluated over 30 potential acquisition opportunities
- Advised Star Maritime on its acquisition of 8 dry bulk vessels from TMT Co., Ltd. for \$345.2M
- Structured acquisition and announced deal on January 17, 2007
- Merger closed November 30th, 2007
- Principals include Nobu Su, Petros Pappas, and Akis Tsirigakis



## **Recent Trends**

#### Public or private company sponsorship

- United Refining Inc.
- Excel Maritime (NYSE:EXM)
- Grubb & Ellis (NYSE:GBE)
- Cohen & Company
- Steel Partners

**Risk investment by sponsor increasing from 98% to 100% held in Trust** 

Lower up-front fees by Issuer to Underwriter

Commitment from sponsorship to purchase open market shares up to trust levels

#### Increasing redemption threshold

• From 20% to as high as 40%

#### Foreign Private Issuer Status

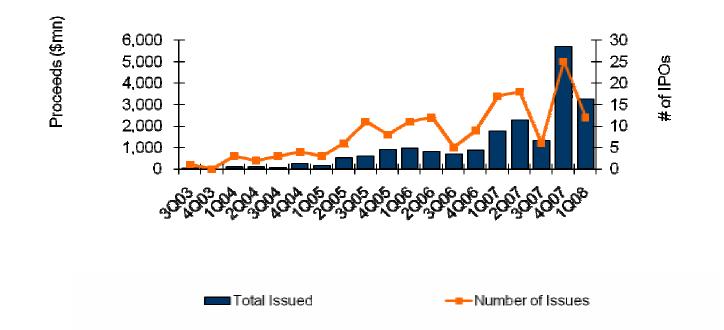
Movement to larger transactions in excess of \$250 million

## Blank Check Company Transaction Status

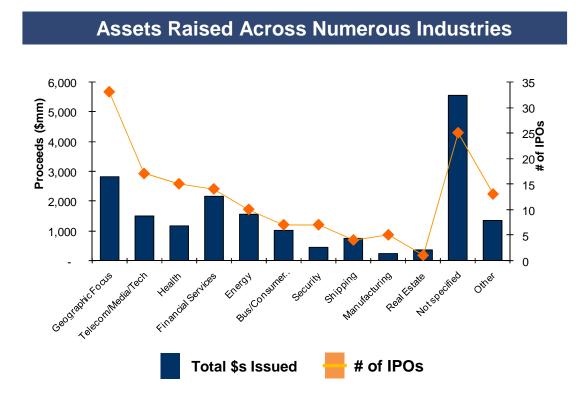
Status	Number	Assets in Trust (millions)
Completed Initial Business Combination	48	\$4,240.89
Seeking Approval – Business Combination	25	\$3,018.28
Seeking Mate	71	\$13,068.54
Failed – Liquidating/Liquidated Assets	12	\$994.94

## **Proceeds Raised in Blank Check Offerings**

#### Approximately \$21.3 Billion Raised in Over 156 Issues



## **Blank Check IPOs Per Investor Sector**





## Solid Returns<sup>(1)</sup> in a Growing Asset Class

- Approx. 6.0% average total return for unit holders of issues that have completed business combinations
- Approx. 6.4% average total return for Unit holders of issues waiting for shareholder approval

> Approx. 2.9% average total return for Unit holders of issues "seeking mate"

> Approx. (8%) average total loss for the 7 liquidating/liquidated issues

- Average losses will decrease over time because new issues have higher average trust values than initial early issues
- Trust values: 2007 average was 98.4% vs. initial transactions 92.5% in 2005

Close to \$21.3 billion raised for Blank Check Companies in over 156 IPOs

Financial engineering gives greater returns to investors

## **Maxim Group Office Locations**



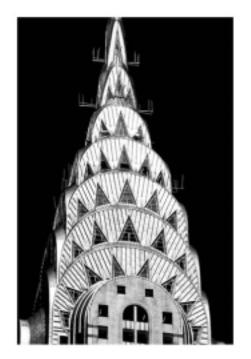
# MAX

New York City 405 Lexington Avenue New York, NY 10174 800-724-0761

Woodbury 99 Sunnyside Blvd Woodbury, NY 11797 800-537-6923

Red Bank 246 Maple Avenue, 2<sup>nd</sup> Floor Red Bank, NJ 07701 800-724-0761

> Baltimore 300 East Lombard Street Baltimore, MD 21202 443-552-0300



## Disclosure

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- The material has been prepared or is distributed solely for informational purposes and is not a solicitation or an offer to buy any security or instrument or to participate in any trading strategy
- For information regarding a particular SPAC please refer to the SPAC's prospectus for additional information and consult your Registered Representative before making an investment decisions

## **Blank Check Advisory Clients**

#### Maxim has been M&A advisor to numerous blank check companies

Over \$1.4 billion in advisory assignments



#### Announced Acquisitions/Awaiting Approval



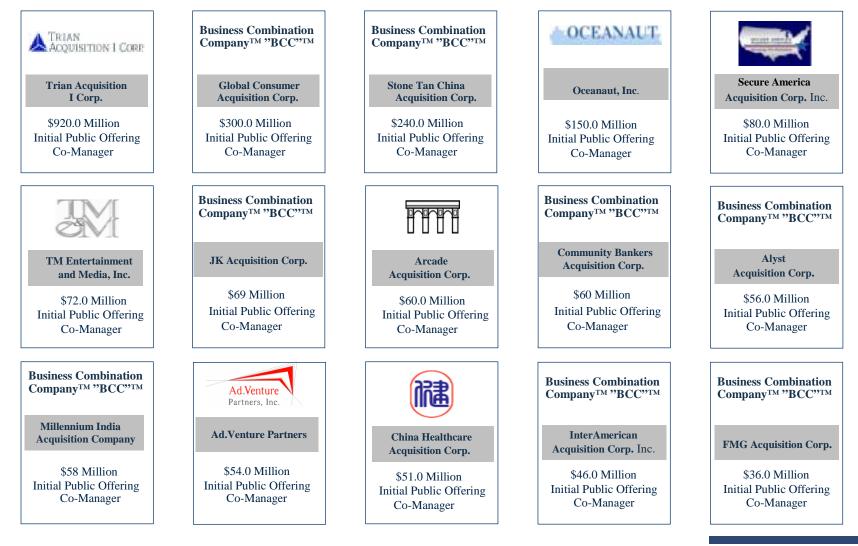
## Selected Former Blank Check – 45 Completed Deals



MAX MAX Page 19

## Selected Co-Managed Blank Check Offerings

#### > Maxim has raised in excess of \$4.0 billion in a lead or co-manager position



MAX MAX Page 20