

## Investment Banking Analyst Full-Time Program

Investment Bankers for Global Energy and Infrastructure Markets

### Position

Investment Banking Analysts support the firm's investment banking and financial advisory efforts and work alongside senior bankers in deal origination, execution and closing. Analysts will gain significant exposure to all aspects of the investment banking industry, including building financial models, creating marketing materials and conducting industry research.

The position offers candidates the opportunity to:

- Gain valuable first-hand experience by working directly with senior bankers
- Under the guidance of experienced bankers, build financial models and conduct in-depth financial analysis
- Create marketing materials to support both originations efforts and live transactions
- Research industries, markets and companies to support the efforts of senior bankers

### Availability

Upon graduation spring 2015 (2014 if applicable) or completion of studies

### Qualifications

Candidates must be highly motivated and show exceptional academic achievement from a top-tier undergraduate program with a minimum GPA of 3.5. Candidates are required to be able to demonstrate:

- Bachelors or equivalent undergraduate degree with concentration in Finance, Accounting, Economics, Business, Physics or Engineering
- Strong analytical skills, specifically with finance, accounting and math courses
- Academic and/or working knowledge of finance and accounting
- Modeling experience a plus
- Excellent interpersonal / communication skills
- Experience working in teams
- Ability to handle multiple responsibilities in an intimate, fast-paced environment
- Strong proficiency in Excel, PowerPoint and other Microsoft applications

### Recruiting and Application Process

Send resume and cover letter to [recruiting@marathon-cap.com](mailto:recruiting@marathon-cap.com) by the October 24<sup>th</sup> application deadline. Candidates selected for initial in-person or phone interviews will be contacted directly. Initial interviews will be conducted on a rolling basis, with second-round interviews extended to qualified applicants.

### Marathon Capital

Marathon Capital, LLC is a leading financial advisory and investment banking firm focused on providing financial advice in the areas of M&A, capital raising of debt and equity, project finance, tax equity, financial restructuring, recapitalization, bankruptcy and workout situations in the energy sector. Marathon Capital is one of the most active advisors in the North American Power and Infrastructure market with deep expertise in the renewable energy segment. For more information, visit [www.marathon-cap.com](http://www.marathon-cap.com).

Marathon Capital is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age or veteran status.

# MARATHON CAPITAL

## Investment Bankers for Global Energy and Infrastructure Markets



*"Best Renewable Asset M&A Advisor" - Power Finance & Risk, 10<sup>th</sup> Annual Power Finance Deals & Firms Awards (2013 & 2014)*

### Overview

- Marathon Capital is a leading financial advisory firm focused on delivering financial products and services to the global energy and infrastructure markets.
- We are one of the most active advisors in the Western Hemisphere for the Power and Infrastructure markets, with deep expertise in the renewable energy segment, as well as extensive experience across various forms of fossil fuel generation and transmission.
- Our experienced team of 24 finance, investment banking and energy industry professionals is headquartered in Chicago with additional offices in New York City, West Palm Beach and San Francisco. We operate across the North, Central and South America markets.

### Competitive Strengths That Differentiate Us

**Focus on Energy and Infrastructure Industries:** Marathon Capital is a specialist firm within the large, complex and technically sophisticated energy and infrastructure markets. We believe this specialization produces an uncommon combination of financial and technical expertise.

**Long-Term Relationships:** Since our founding, our core principles have included delivering high quality client service and developing long-term relationships with key industry constituents including developers, independent power producers, utilities, lenders, equity investors, manufacturers, lawyers and engineering firms.

**Senior-Level Attention:** We attract and recruit senior and experienced industry veterans interspersed with and supported by highly educated and talented young professionals. The combination allows us to field various teams and combinations appropriate to each assignment.

**Independence:** Marathon Capital's status as an independent investment bank allows us to avoid many of the conflicts typically encountered by larger and more diversified financial institutions. We deliver unbiased advice based upon our unique combination of knowledge and experience.

**Respected Name:** Marathon Capital is widely recognized and highly regarded in the energy and infrastructure markets, having earned a reputation for quality execution, a reputation for recruiting and retaining quality employees and adherence to high ethical and professional standards.

### Services Offered

#### Mergers & Acquisitions

- Sell Side Advisory
- Buy Side Advisory
- Joint Venture Expertise

#### Capital Raising of Debt & Equity

- Institutional Private Placements
- Senior, Mezzanine and Subordinated Debt
- Common and Preferred Equity
- Corporate, Pipeline and Asset Level

#### Project Finance & Tax Equity Advisory

- Lease Structuring Advisory and Placement
- Partnership Flip
- Investment Fund Structuring Advisory and Placement

#### Restructuring & Other Services

- Financial Restructuring, Re-Capitalization, Bankruptcy and Work-Out Situations
- Dispute Resolution/Fairness Opinions/Letters

### Industry Segments Served

#### Renewable Energy Power Generation

- Wind
- Solar
- Geothermal
- Biomass / Biogas
- Hydro
- Waste-to-Energy
- Biofuels

#### Conventional Power Generation & Transmission

- Exploration & Production, Shale Water, Refining, Pipelines
- Natural gas, LNG
- Oil
- Coal

#### Energy Technology & Energy Services

- Energy Storage
- Energy Management / Energy Efficiency
- IT and Software
- Specialty Finance
- Water Treatment

#### Infrastructure

- Water Systems
- Roads and Parking
- Transmission
- Ports
- Airports
- Parking
- Concessions

# MARATHON CAPITAL

## Extensive Experience Across the Energy Space

 <b>AMERICAN WIND CAPITAL</b> \$106,650,000 Sale of Ground Rent & Lease Portfolio underlying Renewable Energy Projects 	 <b>SUZLON</b> POWERING A GREENER TOMORROW Has sold the 240 MW Big Sky Wind Project to 	<b>ROCKLAND CAPITAL</b> \$76,000,000 50 MW Lakeswind Wind Project Tax Equity Financing Provided by: 	 Joint Venture Agreement on 2 GW pipeline of public power assets <b>Panasonic</b> 	 \$77,000,000 Tax Equity Financing of the 25.2 MW El Centro Solar Project 	 13 MW Thermo No. 1 Geothermal Project Senior Secured Financing <b>ING</b>	 \$20,000,000 Series C-1 Preferred Stock
 <b>leidos</b> Plainfield Biomass Facility 37.5 MW Restructuring	 Sale of 19 MWac Columbia Solar Energy 	 Has been acquired by 	 Sale of 69 MW Kawaiiloa Wind Project <b>DE Shaw &amp; Co</b>	 Sale of 60MW North Star Solar Project 	<b>CAPISTRANO WIND PARTNERS</b> \$100 million Preferred Equity Follow-On 	<b>CAPISTRANO WIND PARTNERS</b> \$460 million Preferred Equity Placement 
 Sale of 165 MW Cimarron Wind Project 	<b>PATUA PROJECT</b> Senior Credit Facility 30 MW Geothermal Project 	 Sale of up to 500 MW Palen Solar Power Project 	 Sale of up to 1000 MW Blythe Solar Power Project 	 Sale and Leaseback of Solar PV facilities <b>MetLife</b>	 Sale Leaseback Financing of the 102.5 MW Shiloh III Wind Farm	<b>CORAM ENERGY GROUP</b> Sale of 124MW Portfolio of Wind Assets <b>Brookfield</b>
 Sale of 45 MW Power County Wind Parks <b>DE Shaw &amp; Co</b>	 Sale of 20MW Contracted Solar Project UNDISCLOSED	 Sale of 25MW Solar Development Project 	 Sale of 131 MW Cimarron II Wind Project 	 Sale of 1.5GW North American Solar Power Development Pipeline 	 Sale of 20 MW Shirley Wind Project 	 Sale of Grant County Wind 20 MW Wind Project 
 Leveraged Lease Financing of the 101 MW Hatchet Ridge Wind Project	 Equity and Debt Placement for 200MW Solar Development Pipeline 	 Sale of 433.5 MW of Solar Power Development Projects 	 Sale of 283MW Texas Gulf Wind Farm 1 	 Sale of Wind Power Development Pipeline 	 Sale of 134 GE 1.5MW XLE Wind Turbines <b>Invenergy</b>	 Sale of 54MW Butler Ridge, 79.5MW Majestic and 51MW Wessington Springs Wind Farms 

## Leading Power Asset M&A Advisor

According to SNL Energy's League Table rankings, over the past five years Marathon Capital has closed more Power Asset M&A transactions in North America than any other advisor. Marathon Capital has also been named the best renewable asset M&A advisor by Power Finance & Risk.

Rank	Firm	# of Deals
1	Marathon Capital, LLC	22
2	Credit Suisse (USA), Inc.	20
3	Citigroup Global Markets Inc.	19
4	Morgan Stanley	16
5	Barclays Capital Inc.	14
6	Bank of America Merrill Lynch	11
7	Goldman, Sachs & Co.	9
7	J.P. Morgan Securities LLC	9
9	CIBC World Markets Corp.	8
10	Scotiabank Global Banking & Markets	7

SNL League Table Rankings - Power Asset M&A in North America 2009 to 2013

Two-Time Recipient  
*"Best Renewable Asset M&A Advisor"*  
 Power Finance & Risk

