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**To Help Institutional Investors Address Record Jet Fuel Prices and Aging Infrastructure, NEXA Capital Partners Announces Suite of Buy-Side Services and \$200 Million Deal Roster**

RESTON, Va. & CHICAGO--([BUSINESS WIRE](#))--With sustained record fuel prices threatening the viability of commercial airlines, officials from NEXA Capital Partners, LLC ([www.nexacapital.com](http://www.nexacapital.com)) today announced consulting services and a deal roster of \$200 million targeted to institutional investors.

NEXA, founded in 2007, focuses on the aviation, aerospace and defense, and homeland security sectors, preparing its clients to raise growth equity from an expanding network of more than 70 institutional investors.

"With record oil prices and inadequate infrastructure, airline creditors and shareholders will continue to suffer, and airline passengers will persist in seeking alternatives. NEXA's services and clients are intentionally positioned to confront and overcome these challenges for the benefit of those who have capital to put to work," said Michael Dyment, NEXA's CEO and co-founder.

NEXA seeks transformational opportunities, which it defines as those intended to capitalize on emerging trends caused by rising fuel prices, increased environmental concerns, ongoing security threats, and diminishing performance of the commercial aviation sector.

NEXA's service offerings for buy-side investors include the following:

- Analysis of aviation and aerospace industry trends, including opportunities that may diverge from deals that have "buzz."
- Deal structuring, with an emphasis on mitigating risk in these capital-intensive sectors and maximizing returns through the use of innovative approaches such as pledge funds.
- Advanced market research, which includes customized outreach to senior private and public sector aviation and aerospace industry officials.
- Due diligence, including assessments of companies' revenue forecasts and desired valuations.
- Management team recruiting, which taps NEXA's combined network of more than 3500 industry executives.

The firm's current deal roster includes capital raises for six transformational deals, including two structured as pledge funds.

- Current leading fractional provider of Very Light Jets (VLJs). Investors will retain all tax and depreciation benefits associated with owning aircraft and will only disburse funds when all fractions in an airplane have been sold. \$70 million for 60 jets in five years.
- A rollup of Fixed Base Operators (FBOs) in the southern U.S. and the Caribbean: structured as a pledge fund in which each acquisition is individually approved by investors. \$95 million for 12 properties.
- Leader in unmanned, autonomous seagoing vessels designed to meet the needs of military and civilian agencies, as well as the high-end commercial market: \$10-15 million.
- M&A support to a leading provider of access control and command and control systems: \$20 million.
- Late-stage for innovative provider of explosive trace detection capabilities: \$4-6 million.

NEXA's CEO is Michael J. Dymant, who has more than 30 years' experience in aerospace, aviation, and corporate finance, as a senior partner and executive at several top consulting firms. He serves as an advisor to the FAA on safety and funding issues.

NEXA's COO is Justin P. Oberman, who has more than 11 years' experience in aviation, transportation, and homeland security. He was a founding senior executive at TSA, where he was responsible for the agency's credentialing and vetting programs.

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#### About NEXA Capital Partners, LLC

NEXA Capital Partners, LLC ([www.nexacapital.com](http://www.nexacapital.com)) was created to increase enterprise value for aerospace and transportation companies in the U.S., Asia, and around the world. NEXA provides specialized transaction-focused services including business advisory, capital planning, corporate finance, due diligence and public sector support. With offices in Reston, VA and Chicago, IL, NEXA works with institutional investors and companies, as well as with government and industry organizations that drive regulatory requirements.