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PHILADELPHIA

Capital Markets and Financial Planning & Analysis

April 7, 2016

11:30 am – 1:00 pm

Moderator:



Jim Ballan is Senior Vice President, Investor Relations and Capital Markets, for Franklin Square Capital Partners. Jim has extensive relationships throughout the institutional investment community and frequently has advised CEOs and CFOs regarding financing strategies and optimal ways to portray those strategies to investors.

Prior to joining Franklin Square, Jim was Vice President, Investor Relations, at PHH Corporation, one of the largest residential mortgage originators and servicers in the United States. In this position, he developed a professional investor relations platform from scratch and significantly broadened the institutional investor base in PHH's stock and high yield bonds. He also maintained a strong rapport with institutional investors and sell-side analysts through a crisis in confidence in the company's financial position, senior management turnover, the emergence of activist shareholders, and a significant M&A transaction. Prior to PHH, Jim has twenty years of Wall Street experience, including 12 years as a sell-side analyst in both credit and equities at Lazard Capital Markets, JP Morgan, Bear Stearns and CIBC Oppenheimer. His coverage included Business Development Companies (BDCs) and a variety of other industries within the Financials and Telecommunications sectors. Prior to moving to research, for eight years Jim was a commercial and investment banker at Lehman Brothers, Citibank, Wertheim Schroder and United Jersey Bank.

Jim received his MBA in Finance from Columbia Business School and BA in Economics from Northwestern University and also serves as the Vice President of Communications for the NIRI Philadelphia Chapter.

Panelists:

Duncan Smith, CPA, Managing Director, Aintree Partners USA, Inc.



Duncan Smith, CPA, is a Managing Director of **Aintree Partners USA, Inc.**, a boutique consulting services company advising small to medium business with a variety of CFO related activities including corporate governance, risk management, financial and capital structure planning, acquisition and sale of a business, accounting practices and interim and corporate controller assignments. Duncan is an experienced CFO with over 30 years' experience as CFO of three public companies, one private company and several public accounting firms with expertise in the financial services sector and fintech space, along with SEC reporting corporate governance, strategic and capital planning, investment portfolio management, and investor relations. Accomplishments include completing nine acquisitions since 2008 including 3 banks, 2 insurance agencies, 2 trust companies, a financial advisor and a technology company. Evaluated and rejected over 40 other targets during that same time period.

Public company experience includes: Bryn Mawr Bank Corporation (BMT: NASDAQ); First Chester County Corporation (FWCC: OTC); and USA Technologies, Inc (USAT: NASDAQ)

Duncan is a CPA with a Masters in Taxation and an MBA.

Chad Plotkin, Senior Vice President, Finance and Strategy, NRG Yield, Inc.

Mr. Plotkin is currently the Senior Vice President of Finance for NRG Yield, Inc., a publicly listed majority owned company of NRG Energy. Reporting to the Chief Financial Officer, he is responsible for leadership and oversight for all of financial operations including planning and analysis, treasury operations and capital raising, and strategic partnerships. From 2012 through 2015, Mr. Plotkin was the Head of Investor Relations for both NRG Energy and NRG Yield where he was responsible for the development, implementation, and management of NRG's activities and communications with the investment community. Prior to this, since joining NRG in October 2007, Mr. Plotkin was the Vice President of Strategy, M&A and New Business where he was responsible for leading teams on the evaluation and execution of key non-core asset sales and acquisitions of strategic transactions and new business initiatives. Previously, Mr. Plotkin served 5 years in a similar role with SES AMERICOM, a satellite communication company previously owned by GE Capital. Prior to this, Mr. Plotkin worked in Corporate Development for The New Power Company, the competitive retail energy public spin-off of Enron Corp. as well as a Venture Capital funded software and application service provider serving the financial service industry where he supported fund raising and business development initiatives. Mr. Plotkin began his career in the analyst/associate program at Enron Corporation and graduated Magna Cum Laude with a Bachelor of Business Administration from Southern Methodist University.

Alan Katz, Senior Vice President, Investor Relations, Covanta Holding Corp.

Alan Katz has been in an Investor Relations role for over 15 years. He currently serves as the vice president, investor relations at Covanta Holding Corp. (NYSE: CVA), the largest Energy-from-Waste company in the world. He has held this position since July 2011 and is responsible for designing and implementing Covanta's global IR strategy and program and serves as the primary representative of the firm with the investment community.

In 2014 and 2015, Alan was ranked #2 and #1 (respectively) for Best Investor Relations Officer in the Capital Goods/Industrials Sector in Institutional Investor Magazine's "All America Executive Team" survey.

Prior to joining Covanta, Alan served as senior vice president, investor relations and capital markets of WNS Holdings Ltd., a leading business process outsourcing provider with over 22,000 employees. At WNS, he was responsible for investor and financial analyst communications as well as various financial reporting activities from June 2008 to June 2011. Prior to that, Alan held the role of manager, investor relations at Hertz Global Holdings, Inc, the holding company of the global car and equipment rental organization. At Hertz, he supported the company through the IPO and secondary offerings as well as various debt issuance events. Previously, he was instrumental in establishing the investor relations practice of Prosek Partners, a leading independent communications consultancy that specializes in financial communications.

Mr. Katz holds an MBA from New York University's Stern School of Business with concentrations in corporate finance and change management and a Bachelor of Arts in Philosophy degree from the University of Rochester.