

# Long-Term Capital & Efficient Structuring

## The Pasha Group

Jones Act shipping and logistics company that principally serves the U.S. West Coast and Hawaii trade lane

### INVESTMENT SUMMARY

In March 2018, EGI partnered with management, the Pasha family and other investors to build two new liquified natural gas fueled container ships and to position the company for further growth. Pasha presented the investment opportunity with a short lead time, and EGI responded – from introduction to transaction close – in just one month.

### INVESTMENT HIGHLIGHTS

#### DEFENSIBLE BUSINESS MODEL IN NICHE INDUSTRIES

- Strong local support within Hawaiian economy and customers
- Supports daily life on the Hawaiian Islands with transportation of consumer staple goods
- Experience managing complex "just-in-time" supply chain unique to Hawaii

#### DIVERSIFIED OPERATING MODEL WITH LOGISTICS AND PORT OPERATIONS SEGMENTS

- Substantive operations in auto port processing, stevedoring (maritime), trucking (automotive distribution) and relocation

#### PARTNERSHIP WITH LONG-TERM FAMILY OWNERS AND STRONG MANAGEMENT TEAM

- Ongoing focus on operational execution and value-creation opportunities
- Continued improvement in good governance practices and company-wide professionalization

#### 5 Business Segments



- Pasha Hawaii
- Automotive Port Processing
- Maritime
- Automotive Distribution
- Relocation

### COMPANY HIGHLIGHTS

Founded in 1947, The Pasha Group is a family-owned transportation and logistics company based in San Rafael, CA, that principally serves the U.S. West Coast/Hawaii trade lane. The Company provides a broad scope of ocean-transportation services between the U.S. Mainland and Hawaii with fixed-day sailings for containers, rolling stock, breakbulk and oversized cargoes. One of EGI's investment professionals holds a seat on the board of Pasha.

### SHIPPING ROUTES

