



Ted Warner

Managing Director
Investment Banking

CONTACT

Phone: 612.851.4906

Email: twarner@northlandcapitalmarkets.com

BACKGROUND

Ted Warner has spent the majority of his 20+ year career in finance, with more than half of that time spent in Energy Investment Banking at Northland. In 2020, he rejoined Northland as Head of Energy & Power Investment Banking after spending three years as Chief Financial Officer at Fountain Quail Energy Services, a private equity-backed energy services company focused on oilfield water management. Ted led the \$363 sale process for Fountain Quail's predecessor entity in 2016, and as CFO closed three private debt financings, a sale of the Permian-focused water treatment division of the Company to a major water infrastructure player in west Texas, as well as a merger of its SWD assets in the Appalachian Basin to create one of the largest disposal operations in the region.

Ted previously spent over seven years at Northland as a founding member of its energy banking practice. During his time at Northland, He has participated in over 250 transactions totaling over \$10.0 billion in value and has been heavily focused on origination and execution of lead managed private placements, PIPEs, registered equity offerings, M&A and bankruptcy-related assignments, with extensive expertise and experience in oil and gas and related services, as well as all subsectors of clean energy such as solar, wind, electric vehicles, EV charging, battery technology, and blockchain power infrastructure. Ted has testified as an advisor and expert witness on oil and gas valuation in multiple bankruptcy cases in Dallas and Tarrant Counties in TX. Prior to Northland, he spent three years as an options and futures trader at the CBOE and has managed a privately held Minneapolis-based real estate and investment trust for close to 20 years.

EDUCATION

Ted has a B.A. in Economics and Spanish from the University of Michigan, Ann Arbor, as well as an MBA from the Carlson School of Management at the University of Minnesota with a concentration in Finance and Corporate Sustainability.

PROFESSIONAL LICENSES/REGISTRATIONS

Ted holds and maintains the FINRA SIE Securities Essentials, Series 7 General Securities Representative, Series 79 Investment Banking Registered Representative, and Series 63 Uniform Securities Agent State Law registrations.

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