

Automotive Appraisal Specialty Practice



Hilco Offers You the Three Most Important Attributes You Can Have in an Automotive Inventory Appraisal.

1. Experience

Annually, Hilco is the industry leader in automotive appraisals. Our practitioners regularly provide valuations involving OEs, Tier I and II supply chain manufacturers, and aftermarket manufacturers, distributors and retailers. Hilco has produced more than 500 automotive inventory, M&E, intangibles and real estate appraisals with asset values ranging from \$2 million to \$1.5 billion.

2. Validation Through Asset Disposition Capabilities

Hilco—a world leader in asset disposition services—knows automotive asset values, in part because our disposition capabilities support the quality of our appraisals. We understand the market.

3. Meaningful Reporting and Timely Delivery

Our user-defined reports are based upon an understanding of each client's specific needs, and are delivered on schedule to the client's request.

Look to Hilco Appraisal Services for your automotive inventory, M&E and IP appraisal requirements. Count on Hilco for reliable valuations and quick turnaround. You'll find personalized involvement by our automotive experts at every stage in the appraisal development and delivery process.

Some of our recent Automotive Industry Clients include:



Meet the Automotive Appraisal Team Leaders...



Arnie Dratt
CEO



Keith Spacapan
Inventory



John Magnuson
M&E



Todd Haney
Real Estate



Jason Frank
Intangibles



Mike Sullivan
Metals

Experienced Leadership

Arnie Dratt has led Hilco's appraisal practice through an unprecedented growth and expansion cycle. Arnie understands asset-based lending and, over many years as a workout consultant/crisis manager, has also developed a keen understanding of asset values and monetization strategies. Sharing overall management of the appraisal business unit are **Andy Dahlman**, who leads the machinery & equipment appraisal group, and **Ed Zimmerlin**, who leads the inventory group.

Inventory Specialists

Automotive inventory appraisals are managed by **Keith Spacapan**. Keith has more than 20 years of automotive industry experience, including 15 years with General Motors as a divisional director of operations and finance. He has also worked with a wide range of automotive suppliers. His unique dual perspective—automotive OE and tier supplier sides—fosters a full understanding of the dynamics which impact asset value.

When inventory includes metals, **Michael Sullivan** is the go-to expert. Mike has over twenty years of metals industry experience, including extensive involvement in product development, toll processing, cold rolled strip steel, scheduling and inventory control. His exposure to the market-driven complexities of the metals industry provides a strong foundation for managing Hilco's metals inventory appraisal team.

Machinery and Equipment Specialists

Automotive machinery and equipment appraisals are conducted under the guidance of **John Magnuson**. An M&E disposition specialist, with a concentration in automotive, John helps ensure that appraisal values reflect the realities of current market conditions. To do so, he draws upon recent liquidation data provided by Hilco Industrial, which has integrated its market information gathering and reporting systems with those of Hilco Appraisal.

Intangible Specialists

Intangible asset valuations, including trademarks, trade names, patents, contracts, copyrights and lease streams, and also enterprise valuations and FAS valuations, are provided by Hilco Enterprise Valuation Services, a Hilco Appraisal unit. The team leader, **Jason Frank**, has 10-plus years of experience in valuing intangible and tangible assets for M&A transactions.

Real Estate Specialists

Coordinating real estate valuations with inventory, M&E and intangibles saves time and money. **Todd Haney** and Hilco's real estate appraisal group are experienced in valuing automotive-related manufacturing and distribution properties and leaseholds.

Hilco's "Added Value" Promise

1. Reliable gross and net liquidation values with clear and accurate exit strategies based on deep and broad restructuring and asset disposition experience within Hilco.
2. With conversion to finished goods modeling, when realistic, to maximize value.
3. User-defined appraisal reports and delivery to promise date.
4. Best practice recommendations for post-appraisal collateral monitoring to help recognize early warning signs of declining values.
5. A designated "Point Person" on every engagement to manage communications, process execution and quality control.
6. Valuation experts available to take you "behind the numbers" and provide insights and perspectives so you can make better-informed business decisions.

ALL APPRAISALS ARE USPAP COMPLIANT

Hilco Appraisal Services, LLC

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