

Hilco Enterprise Valuation Services, LLC

A Unit of Hilco Appraisal Services, LLC

Financial Accounting Standards (“FAS”) Valuation Practice



About FAS 141, 142, and 157

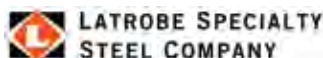
Financial Accounting Standards Board (“FASB”) accounting rules for business acquisitions includes FAS 141, 142 and 157. FAS 141 mandates that all assets acquired and liabilities assumed are to be valued at their fair value. FAS 142 states that the value of economic goodwill is volatile and may be subject to impairment and, as such, value should be tested annually, at a minimum. For transactions effective after November 15, 2007, FAS 157 requires that fair value be determined based on an orderly transaction between market participants at a specific measurement date. The early results of implementing FAS 157 is sparking widespread debate, particularly in the banking, private equity, hedge fund and other sectors of the investment community. It is imperative for both clients and their advisors to stay abreast of this evolving issue. Hilco can be a reliable source of perspective.

Hilco Offers You the Five Most Important Attributes You Can Have in a FAS Valuation:

1. Organization Strength and Experience
2. Accepted and Trusted Product
3. Minimize the Impositions and Demands on Management Time
4. Meaningful Reporting and Timely Delivery
5. Validation Through Market Participation

Look to Hilco professionals for your FAS valuation needs. Count on Hilco for reliable valuations and quick turnaround. You'll find personalized involvement by our experts at every stage in the valuation development and delivery process.

Some of our recent FAS valuation clients include:



Meet the FAS Valuation Team Leaders...



Jason Frank
Intangibles



Steve Feldman
M&E



Todd Haney
Real Estate



Ed Zimmerlin Jr.
Inventory



Rob Hevey
Accounts Receivable

Experienced Leadership in All Asset Classes

Intangibles Assets

The team leader, **Jason Frank**, is a CPA, MBA and has more than 10 years of experience in valuing intangible and tangible assets for M&A transactions. Included are trademarks, trade names, patents, contracts, copyrights, lease streams, and total enterprise valuations, which may be required for tax purposes, asset based lending, financial statement reporting, S corporation conversions, insurance and dispute resolution.

Machinery and Equipment – Personal Property

M&E valuations are conducted under the leadership of **Steve Feldman**, who helps ensure that appraisal values reflect the realities of current market conditions while conforming to GAAP rules and regulations. Drawing upon recent liquidation data provided by Hilco Industrial, the M&E disposition unit has integrated its information gathering and reporting systems with those of Hilco Appraisal.

Inventory – Personal Property

Inventory valuations are conducted under the leadership of **Ed Zimmerlin**, Inventory Group Leader. Ed has worked directly on or supervised more than 5,000 inventory appraisals, including several hundred concerned with FAS work. Ed holds a bachelors degree in finance and accounting.

Real Estate – Real Property

Real estate valuations are conducted under the leadership of **Todd Haney**, who has more than 12 years of property valuation and consulting experience. He has earned the MAI designation from the Appraisal Institute. Todd's real estate appraisal group is experienced in valuing all types of properties and leaseholds for industrial, commercial, and residential clients.

Accounts Receivable – Personal Property

Rob Hevey has an MBA from the University of Chicago Graduate School of Business and is a Certified Public Accountant. His strengths in finance, business systems, asset disposition and wind-downs, along with real time market information provided by Hilco Receivables, ensures the reliability of our A/R valuations.

Hilco's "Added Value" Promise to You

1. Minimized demand on your management's time.

We will partner with you and your auditors early in the process, ensuring comprehensive communications, responsiveness and reliable FAS valuations.

2. Accurate, flawlessly executed engagements.

We are familiar with the methodologies required by the audit groups of both large and regional accounting firms.

3. An integrated solution to your valuation needs.

Hilco's professionals regularly value intangible assets, machinery and equipment, real estate, inventory and accounts receivable.

4. International service.

Hilco can handle valuations for businesses of any size or type, from single location operations to large, multi-national operations involving multiple classes of assets. We have professionals located throughout North America and Europe.

5. A designated "point person" on every engagement.

Proper management of communications, process execution and quality control are assured. Our valuation experts are available to provide valuation insights before, during, and after the transaction — partnering with you to get through the transaction mechanics so you can focus on your business.

6. Professionalism at every level.

Our teams work in accordance with the Uniform Standards of Professional Appraisal Practice (USPAP). Team members are associated with various professional valuation organizations, including the American Society of Appraisers (ASA), the Appraisal Institute (AI), and the Association of Machinery and Equipment Appraisers (AMEA).

Hilco Appraisal Services, LLC

Financial Accounting Standards ("FAS") Valuation Practice

www.hilcoappraisal.com

5 Revere Drive, Suite 202, Northbrook, IL 60062
Phone: 847.509.1100 • Fax: 847.509.1150

3 St. Helens Place, London EC3A 6AB
Phone: +44 (0) 8453 130 140 • Fax: +44 (0) 8453 130 150