

## CAPITALIZE ON YOUR INDUSTRIAL ASSETS

### B. Riley Real Estate & Liquidation Services

The B. Riley Financial ("B. Riley") platform offers a full-service real estate & machinery/equipment/inventory liquidation practice to assist public and private companies in times of growth, M&A, disruption or distress, no matter the objective. With a broad range of services and a team of seasoned experts to help companies create value and mitigate losses, we partner with clients to guide the development and execution of comprehensive real estate and machinery/equipment/inventory liquidation strategies.

#### REAL ESTATE SERVICES

- **Sales/Dispositions:** Asset valuation services and a comprehensive property marketing platform for sales of surplus or non-core owned properties and land holdings
- **Sale-Leasebacks:** Sell and leaseback owned asset(s), allowing companies the ability to generate liquidity through the real estate sale while retaining property control
- **Rent Reductions:** Negotiate rent reductions and term adjustments on leased real estate, with extensive experience negotiating terminations on unwanted leases.
- **Advance Capital:** Ability to advance capital quickly to help companies avoid rushed property sales and maximize real estate values

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#### PLATFORM ADVANTAGES



COORDINATE  
REAL ESTATE &  
LIQUIDATION STRATEGIES



UNLOCK  
CAPITAL VIA NON-CORE  
& SURPLUS ASSETS



REALIZE  
UNTAPPED REAL ESTATE  
& EQUIPMENT VALUE



MAXIMIZE  
SURPLUS INVENTORY  
ASSET VALUE

#### B. RILEY ADVISORY & LIQUIDATION SERVICES

- **Property, Plant & Equipment and FF&E Liquidation:** Disposition planning, strategy and pricing analysis, comprehensive marketing, sale, and liquidation of surplus inventory
- **Detailed PP&E/FF&E Inventory Analysis:** Sale strategy is customized based upon detailed onsite inventory analysis and interviews with client stakeholders to ensure optimal results
- **Best-In-Class Purchaser Database:** The firm leverages a robust, international purchaser database and best-in-class auction technology to maximize surplus asset value
- **Valuation Advisory Services:** Valuations to assist with financing, financial reporting, insurance, tax, and sale/purchase of tangible assets and intellectual property
- **Tax Reduction Services:** Property tax advisory services to identify/support reductions or exemptions, cost segregation studies, renewable energy segregation, R&D and predominant use studies to identify/obtain refunds and savings
- **Fixed Asset Planning:** New asset procurement, CapEx and maintenance planning and projection studies, economic and normal useful life study

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#### REPRESENTATIVE CLIENTS



TEREX®

