B | RILEY Financial

COMPREHENSIVE AUTOMOTIVE SERVICES PLATFORM

Unlock Value, Strengthen Operations & Drive Portfolio Growth

Built upon decades of automotive industry experience and a skilled team of more than 120 professionals, the B. Riley platform supports automotive clients with a broad range of capabilities, tailoring comprehensive and integrated solutions specific to each client's business requirements. With a full suite of financial, capital markets, operations, mergers & acquisitions, restructuring and real estate services, the B. Riley platform can deliver unparalleled client value across all stages of the dealership lifecycle.

B. RILEY REAL ESTATE SERVICES

- **Sales/Dispositions Platform:** Asset valuation services and a comprehensive property marketing platform for sales of both core and non-core owned property and land holdings
- **Sale-Leasebacks:** Existing or acquired owned assets can be sold and leased back, generating liquidity through the real estate sale while retaining property control. This strategy offers automotive clients a number of operational advantages:
  - Unlocks Capital to Offset M&A Investment Costs & Drive Dealership Growth
  - Decreases Dealership Cost of Capital & De-Levers Dealership Balance Sheets
  - Realizes Untapped Real Estate Portfolio Value

Michael Jerbich
President
B. Riley Real Estate
O: (312) 894-7621
M: (773) 294-5354
mjerbich@brileyfin.com

B. RILEY ADVISORY AUTOMOTIVE SERVICES

- **Buy and Sell-Side Advisory Services:** With experience as dealership owners, the B. Riley team leverages first-hand sales and acquisition expertise when advising dealer clients
- **Transaction Tax Services:** B. Riley has a robust tax advisory practice to assist dealerships with transaction tax strategy, ensuring that costs are limited and proceeds maximized
- **Valuation Advisory Services:** Valuation services to assist with financing, insurance, tax, financial reporting and sale/purchase of assets and intellectual property
- **Debt Restructuring & Bankruptcy Services:** Given B. Riley's institutional platform, the firm brings strong relationships with most major lenders. These relationships, coupled with significant bankruptcy and receivership experience, allow B. Riley to provide unparalleled assistance with debt restructuring and navigating the complex bankruptcy process
- **Turnaround & Operational Advisory:** Based upon decades of experience operating and managing dealerships, B. Riley helps develop and execute strategies to improve operational efficiency, enhance productivity, and successfully restructure dealership management

Marc Spizzirri
Senior Managing Director
B. Riley Advisory Services
O: (949) 561-3752
M: (949) 922-1006
mspizzirri@brileyfin.com

B. RILEY SECURITIES INVESTMENT BANKING SERVICES

- **Financial Advisory Services:** Execution of stakeholder/lender negotiations for waivers/ covenant amendments, balance sheet restructuring, and cash flow projectionsand analyses
- **Mergers & Acquisition Advisory Services:** B. Riley can advise/facilitate the sale of specific dealership portfolios or the divestiture of entire dealership company operations
- **Capital Markets Advisory Services:** Can provide dealerships assistance in raising debt and/or equity and exchange offers

Gideon Rosenbaum
Director
B. Riley Securities
O: (646) 367-2410
M: (914) 522-8792
grosenbaum@brileyfin.com

REPRESENTATIVE BRAND RELATIONSHIPS & EXPERIENCE

HONDA · BMW · CHEVROLET · JAGUAR · TOYOTA · Ford

REPRESENTATIVE LENDER RELATIONSHIPS

ally · BBVA · CHASE · BANK OF AMERICA