

COMPREHENSIVE RETAIL RESTRUCTURING SOLUTIONS

Real Estate & Retail Solutions Services

The B. Riley Financial ("B. Riley") platform offers a full-service real estate and retail solutions practice to assist public and private companies in times of transformation. With a broad range of integrated services and a team of seasoned experts working in close coordination across functions, our cost-effective platform provides retailers the opportunity to customize a comprehensive store transformation and real estate strategy with a single firm.

REAL ESTATE SERVICES

- **Restructuring Expertise:** With significant prior experience, we help clients navigate the complex restructuring process by integrating with advisors and outside counsel to deliver real estate execution that contributes to the broader business restructuring
- **Strategic Portfolio Planning:** Complete 360° asset-level operations, real estate, and market assessments to develop a comprehensive portfolio optimization strategy that guides real estate restructuring execution and go-forward portfolio decision-making
- **Lease Restructuring:** We leverage strong, major landlord negotiating relationships to secure rent deferrals and abatements, rental rate reductions, term length changes, kick-outs and other specialized provision adjustments to deliver optimal portfolio restructuring outcomes
- **Lease Value Extraction:** Sell or assign leases where it is determined that the subject lease sale or assignment will hold higher value than continued operations

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PLATFORM ADVANTAGES



COORDINATE
REAL ESTATE &
LIQUIDATION
STRATEGIES



MAXIMIZE
SURPLUS INVENTORY
ASSET VALUE



EXPEDITED
PROJECT EXECUTION
CAPABILITIES



COMPREHENSIVE
REAL ESTATE
PORTFOLIO
STRATEGIC PLANNING



STRONG
LANDLORD
NEGOTIATING
RELATIONSHIPS

RETAIL SOLUTIONS SERVICES

- **Tailored Merchandise Disposition Strategies:** Sale strategy is customized based upon detailed inventory analysis and client stakeholder interviews. Engagement options include cash purchase upfront, guaranteed results transactions, or fee-for-service agreements
- **Adaptive Strategy:** Execution is adjusted during sales process to adapt to market demand. Strategies include pushing slower selling goods upfront, maximizing margin on desirable merchandise, and closing lower performing stores to shift product to stronger locations
- **Seasoned Field Consultants:** Consultants average 15 years of store closing experience, and are specifically chosen based upon experience within similar merchandise categories
- **Furniture, Fixture & Equipment Liquidation:** Disposition planning, strategy, and pricing, comprehensive marketing, sale, and liquidation of surplus FF&E and store de-branding
- **Best-In-Class Database:** The firm leverages a robust, international purchaser database and best-in-class auction technology to maximize surplus asset value

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REPRESENTATIVE CLIENTS

JCPenney

Tuesday Morning

BON-TON

IN-SHAPE®

rubio's COASTAL GRILL

Toys R Us

GQT GOODRICH QUALITY THEATERS

Sur La Table

MODELLI'S SPORTING GOODS

