



HilcoTM
Streambank

YEAR IN REVIEW



DELIVERING CUSTOM INTANGIBLE
ASSET SOLUTIONS IN AN
EVOLVING MARKET

2024 —

Valuation | Monetization | Advisory | Capital Solutions

www.hilcostreambank.com



**2024 is history,
2025 is a
mystery. What
will it bring...**

Typically, when we reflect on our accomplishments from the prior year, there are certain themes that develop. Maybe the themes coalesce around an uptick in M&A activity, an increase in uncertainty in the market or observations related to capital that buyers are looking to deploy. Our reflections on 2024 are different. There was not one overarching theme to 2024. How can one connect the sale of Zulily, the ecommerce flash deals site, to the developer of patent-protected commercialized nanowire-based technology? What is the connection between 105 patents held by Smile Direct and a publicly-traded online casino? How does a patent strategy or landscaping project for a Fortune 500 industrial supply company relate to AI-powered technology that creates 3D avatars?

The diversity of transactions we undertook to achieve outstanding results for our clients means that each client receives custom sell-side and advisory services, with no one-size-fits-all approach. From divestitures of non-core assets to patent monetization and advisory services for private equity firms to article 9 sales on behalf of foreclosing lenders, we brought to bear decades of experience and expertise in advising companies whose significant assets are intangible. And in a sign of what's to come and in the face of the ever-expanding nature of intangible assets, 2024 marked our first-ever sale of a generative artificial intelligence-enabled software platform.

Market-Making M&A Activity

Our deals foster repositioning of assets into reimagined uses.

Representative Deals

View all of our publicly disclosed deals [here](#).



Sell-side engagement for secured lender in connection with sale of assets pertaining to a telecommunications ILEC (incumbent local exchange carrier).



Out-of-court, sell-side engagement for high-tech silver nanowire development and manufacturing company resulting in sale of all assets to a strategic acquirer that retained more than 85% of employees at closing.



Sell-side engagement for chapter 11 debtor that developed application to create personalized 3D avatars for use in virtual and augmented realities, resulting in a stock acquisition by a pioneering immersive virtual experiences technology platform.



Sell-side engagement for secured lender of assets of publicly-traded global provider of advanced wagering products which operates seven iGaming / online casino and sports betting brands.



Patent advisory and sell-side engagement for senior secured lender secured by worldwide patent portfolio and software enabling the pioneering DTC med-tech platform deployed in the tele-dentistry and clear aligner space.



Sell-side engagement of the IP assets of a company that had been the largest producer and packager of stone fruit in the U.S. including plant patents, plant variety certificates, brands and germ plasm.



Sell-side engagement for patents, software, and premium domain names of chapter 11 debtor that developed technology platform for the auto-buying, pricing, and selling of used vehicles.



Sell-side engagement for assignee for the benefit of creditors; achieved sale to Bed Bath & Beyond.



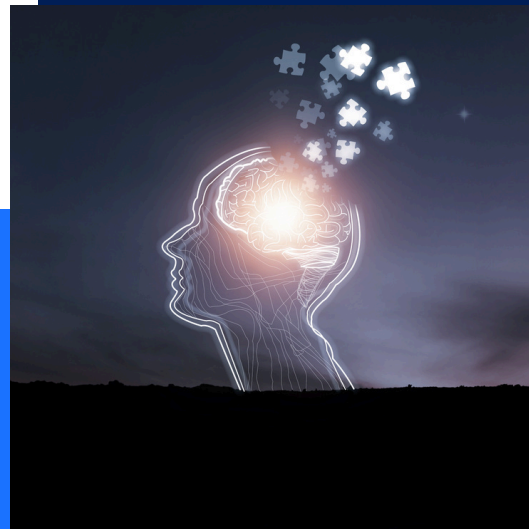
Sell-side engagement for chapter 11 debtor operating AI-enabled staffing platform.



Sell-side engagement, paving the way for brand repositioning and Super Bowl ad.

Thought Leadership

We shared our expertise on intangible assets at industry conferences, client events and in industry publications.



Acquiring Intangible Assets: A Guide for Business Lenders *WWD*

Richelle Kalnit



How Cash-Strapped Brands Can Leverage AI to Revolutionize Customer Interactions and Boost Profits

Richelle Kalnit
Robert Gorin



When it Rains, it Pours: Considerations for Lenders to Harness Intangible Collateral in Anticipation of an Article 9 Sale

ABF Journal

Richelle Kalnit



Dancing Around Workouts: Is it Time for the Article 9 Two Step?

SFNet: The Secured Lender

Richelle Kalnit

Thought Leadership

**Our experts are
sought-after panelists
at leading industry
conferences.**

VALCON Advisory Board Member and Panelist, *Valu-AI-tion and Restructur-AI-ng: Navigating the Future with Artificial Intelligence*



American Bankruptcy Institute, New York City Bankruptcy Conference, 2024: *Panelist, BAPCPA and Legislative Fixes: 20 Years Later*

IWIRC: Panelist, *Hot Topic: Leveraging AI for Restructuring Professionals*

New York City Bar Association: *Panelist, Data and Copyrights*

Opus Connect, Miami, FL: Panelist, *Unlocking Value: Strategically Influencing Borrowers to Optimize Recovery*

Terralex Retail Industry Meeting, Panelist, *Hot Topics in Retail*

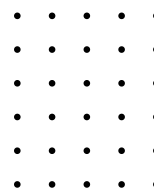
Cleveland State College of Law IP+ Conference 2024



At the 2024 Cleveland State Law School Intellectual Property Law conference, Karl conducted a Fireside Chat with the Keynote Speaker, Vaishali Udupa, who is the Commissioner for Patents of the United States Patent and Trademark Office. Karl and Vaishali are former colleagues at Jones Day and worked on a number of patent litigations together, which led to some entertaining exchanges during the interview, which is available [here](#).



Turnaround Management Association, Denver, CO: *Valuing & Monetizing IP Assets in Special Situations*



We'd like to share our thoughts with you. Come see us at...



TMA Distressed Investing Conference Las Vegas, NV February 11-14

Join David Peress, Richelle Kalnit and Jordon Parker at the 2025 TMA Distressed Investing Conference from February 11 - 14 in Las Vegas. To set up a meeting, email David (dperess@hilcoglobal.com), Richelle (rkalnit@hilcoglobal.com) or Jordon (jparker@hilcoglobal.com) directly.

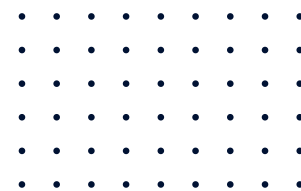


IWIRC at the Shore 2025 March 6

Richelle Kalnit will speak on a panel covering the impact of generative AI on the restructuring industry at the IWIRC at the Shore Conference in March in Atlantic City. Contact Richelle to learn more.

... or your office.

We are regularly invited by law firms, financial advisory firms, lending institutions and private equity firms to speak about topics related to intangible assets, including valuation methodologies, patent portfolios, privacy considerations and auction structures. Contact us if you would like us to share our thoughts with your team.



We Are Honored

IAM 300
GLOBAL LEADERS
2024



Karl Maersch, head of the Patent Advisory group, was named to the 2024 IAM Strategy 300, a list of leading IP strategists worldwide. He was ranked by IAM in six categories including IP Management, Licensing, M&A, Valuation, Brokering, and IP Auctions. Karl was also named to the 2024 IAM Global Leaders, which lists the top 300 innovators in providing patent advisory services.



workOUT



Jordon Parker was named to the board of workOUT, national LGBTQ+ restructuring professionals organization, and the Associate Council of Delivering Good, a national nonprofit connecting individuals and families who face poverty, homelessness, and disasters with new products that open doors to hope, dignity, and opportunity.

Our Team is Growing

We were pleased to welcome 3 new team members in 2024



Shahar Fridman
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Paul Gleason
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Samantha
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Our Sister Companies

**Our partners offer
market-leading
digital asset
services.**



We share the Hilco Streambank banner with IPv4.Global and Hilco Digital Assets. [IPv4.Global](#), our IP address monetization platform, continues to grow and build adjacent services for companies seeking to buy, sell, lease and manage IP addresses. [Hilco Digital Assets](#) brokers numerous domain name sales including Chat*.com, and completed a Series A investment in Atom.com, the leading technology-focused domain name marketplace.



Hilco GlobalTM
Asset Smarter

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Singapore | Hong Kong | Bangkok | Seoul | Jakarta | Manila | Sydney | Melbourne | Amsterdam