



VALUATION FEATURED ENGAGEMENTS

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Ocean Tomo provides industry leading financial products and services related to intellectual property. Our comprehensive professional offering is built upon more than two decades of experience valuing intellectual property in the most rigorous of venues – State, Federal and international courts. Our financial, market and technical experts have a unique understanding of the contributory value of proprietary innovation. This is the cornerstone of our business. This insight permeates every practice and client engagement.

Ocean Tomo assists clients – corporations, law firms, governments and institutional investors – in realizing Intellectual Capital Equity® value broadly defined. Collectively,

Ocean Tomo professionals have:

- Completed over 1000 engagements involving IP worth in excess of \$10 billion including over 300 valuation and 500 financial damages expert testimony engagements;
- Successfully closed hundreds of IP sale transactions with a cumulative transaction value well in excess of \$750 million;
- Served as a trusted advisor involving the biggest IP transactions in history;
- Originated more successful IP monetization solutions than any other firm, including creation of the world's oldest and most successful live patent auction.

Our track record of results spans more than 100 different industry segments. Because our past success provides the best indication of our capabilities, we are proud to feature a few representative engagements and encourage potential clients to seek references from past clients.



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VALUATION
FEATURED ENGAGEMENTS

VALUATION

LICENSE NEGOTIATION

Background

Ocean Tomo was retained by a publicly traded enterprise mobility and networking company in the context of an existing licensing negotiation to provide intellectual property analytics and valuation services.

Engagement

Our client was approached to take a license to a patent portfolio owned by a competitor that focuses on consumer and enterprise mobile hardware and software. The initial phase of the project included a review of both patent portfolios to identify areas of interest to the licensor and licensee.

Results

The goal of our work was to provide the client with a strategic assessment of its current patent position in relation to the potential licensor. We then focused on a quantitative analysis to assist our client in considering various licensing scenarios to prepare for its negotiation. Our client was satisfied that our independent analytics and valuation work product better positioned them for this negotiation process.

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VALUATION

LENDING



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Background

Ocean Tomo was retained by a strategic finance company that had provided debt capital to a private company focused on high performance enterprise storage. To support its annual investment portfolio review process, the client requested that Ocean Tomo provide a valuation opinion regarding the distressed fair market value of the entity.

Engagement

Ocean Tomo has performed numerous patent valuation projects for this client to support its credit investment decisions. In this matter, our analysis was post-investment as our client had spent material time advising the company on its business strategy and was closely monitoring its financial performance in this highly competitive segment of the industry.

Results

We provided our client with a valuation that not only assisted it in meeting the requirements of its investment portfolio review process, but also provided insight into the forward-looking significance of specific financial characteristics of the subject company. Concluding our work, the client maintained its investment position and assisted the company in raising additional capital necessary to continue its business plan.

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INTELLECTUAL PROPERTY VALUATION

DIVESTITURE

Background

Ocean Tomo was retained by a large research and technology foundation to leverage our experience advising clients on the transaction/divestiture of intellectual property related to early-stage technologies.

Engagement

We prepared a valuation of a US patent portfolio related to advanced voice recognition technology as part of a transaction opportunity. Given the nascent stage of the technology, it was imperative that Ocean Tomo work intimately with the client and utilize internal resources to fully comprehend the current and future potential for the underlying technology, as well as the risks inherent in its adoption into discrete commercial and consumer applications.

Results

We provided our client with a valuation opinion that assessed the fair market value of the technology while also advising our client on pragmatically managing the negotiation discussions with the potential acquirer.

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JOINT VENTURE PLANNING



Background

Ocean Tomo was retained by an electronics components company that would provide capital equal to the intellectual property (IP) contributions of a private flexible electronics company in a newly formed joint venture. The client requested that Ocean Tomo provide a valuation opinion regarding the fair market value of the IP. Ocean Tomo was retained based on our experience in advanced materials.

Engagement

As the technology being considered for the joint venture had only partial proof of concept, it was imperative that the analysis account for risks and expenses related to developing the commercial product.

Results

We provided our client with a valuation assessment that considered a path to commercialization, with financial and technology-related input from both sides of the potential venture. Our client, satisfied with our deliverable, continued to negotiate the appropriate structure of the potential venture.

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Headquartered in Chicago, Ocean Tomo has offices in Greenwich, Houston, and San Francisco.

Subsidiaries of Ocean Tomo include: Ocean Tomo Investment Group, LLC, a licensed broker-dealer under Federal and State securities law (brokercheck.finra.org Broker Check CRD #: 172912); OTI Data Networks, LLC and Patent Marking, LLC.

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