

OCEAN TOMO

TRANSACTIONS



Ocean Tomo Transactions offers a purpose-built continuum of proven solutions to monetize and acquire patent, trademark, copyright, trade secret and domain Intellectual Property (IP). Each Ocean Tomo service or market platform is designed to efficiently close sell-side, buy-side and license-based transactions. An Ocean Tomo professional will provide the information you need to choose the right option for your business including:

PRIVATE SALES

Sell your IP with our investment banking service to potential buyers hand-picked by our team of experts and pre-approved by the IP owner.

PRIVATE AUCTIONS

Offers from all financially qualified bidders are accepted and terms are often negotiated with each buyer to meet their business requirements.

PRIVATE ACQUISITION

Work exclusively with industry operating companies to present a "first-offer" on all qualified IP within a defined field.

OCEAN TOMO BID-ASK™ MARKET

Interested buyers submit an anonymous bid through the market, prompting direct contact to the registered assignee.

Across our Transactions Business Unit, Ocean Tomo has the right solution for all high-quality, market-clearing IP. Ocean Tomo is uniquely qualified to successfully diligence and close transactions through our extensive transactional experience as well as our ability to leverage the broader insight and relationships of Ocean Tomo as a firm – a network unmatched in the IP space. Ocean Tomo's relationships include personal contacts with senior IP and C-level executives at the largest operating companies as well as the nation's most respected venture capital and private equity firms. In addition, our Expert Testimony, Valuation, and Strategy practice groups provide a broad network of technical and legal experts that we access to ensure that IP quality is kept high. No matter what technology or IP asset you need to buy, sell, or license, Ocean Tomo and our industry-leading team have the experience you need.

Collectively, Ocean Tomo professionals have:

- Completed over 1000 engagements, including over 300 valuation and 500 financial damages expert testimony engagements;
- Consulted and provided expert testimony on some of the highest profile matters over the past decades;
- Served as a trusted advisor involving some of the biggest IP transactions in history;
- Successfully closed hundreds of IP sale transactions with a cumulative transaction value well in excess of \$1 billion; and
- Originated more successful IP monetization solutions than any other firm, including creation of the world's oldest and most successful live patent auction.

Ocean Tomo Private Sales

The Ocean Tomo Private Sales team works with IP owners seeking to sell high-value, market-ready IP portfolios where one or more of the following criteria are important:

- Large expected value between \$2.5 million and \$50 million or more
- Confidentiality of offer driven by strategic concerns of seller
- In depth diligence requiring substantial knowledge transfer
- A controlled or limited number of potential buyers meeting strict seller criteria

Our engagement team includes multiple Managing Directors and/or Directors who are assigned based on the technology for sale. Execution periods are expected to range from as short as 90 days to nine months or more depending on the requirements of the seller and the characteristics of the portfolio. Ocean Tomo is once again the premier service for selling such portfolios leveraging both the firm's transaction track record as well as the experience of our newest team members. Ocean Tomo is Like No Other™ combining brand recognition, a large professional network and in-office access to the world's leading IP valuation appraisers, patent damage expert witnesses, and IP-focused investment bankers.

Ocean Tomo Private Auctions

Our Private Auctions practice combines the rigor of Private Sales with the competitive bidding inherent in a real-time auction. Private Auctions bring together a measured number of "finalist bidders" for meetings with the seller and then concludes in a definitive sale through proven auction methods such as round-robin bidding. Private Auctions are used when one or more of the following criteria are important:

- Significant expected value of between \$2.5 and \$50 million or more
- In depth diligence requiring substantial knowledge transfer
- A more discrete sale process than a live public auction
- A limited universe of likely interested buyers than a live public auction

Ocean Tomo Live Auctions

Our Live Intellectual Property Auctions practice sources and selects high-value, market-ready IP portfolios and presents them to a network of engaged buyers via telepresence remote access in a live open-cry auction format, where one or more of the following criteria are important:

- Small to mid-sized portfolios worth up to \$10 million or more
- Seminal and current IP
- Documented or obvious value
- Few, if any, encumbrances on the IP
- Clear and relevant value to multiple buyers

Eight years after pioneering the live open-cry IP market, Ocean Tomo now operates its second generation auction platform based on input from the corporate buyer and seller community. All IP included for sale passes a rigorous screening process in order to assure quality. External technical experts and counsel are engaged to review the patents to ensure knowledgeable input on patent value market applicability through quality independent evidence-of-use (EOU) preparation. Submissions from patent owners looking to sell their patents are now being accepted at transactions@oceantomo.com.



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Ocean Tomo Private Acquisitions

The Ocean Tomo Private Acquisitions team works with clients to make targeted buys of quality, hard-to-access IP portfolios where one or more of the following criteria are important:

- Buying program is \$10 million or more
- Anonymity of buyer
- Liability reduction or new technology acquisition
- Seminal IP at attractive prices

Ocean Tomo Private Acquisitions is uniquely positioned to source IP that is technically, legally, and commercially sound by leveraging our transaction experience to our work with companies, universities, and labs on a broad range of critical IP-related needs. Our industry leading understanding of IP enables you to spend more time building the portfolio you want and less time wasted on reviewing sub-par portfolios. If desired, Private Acquisitions can leverage our vast consulting and legal network and unique crowd sourcing program to develop and vet evidence of use.

On a highly selective basis, Private Acquisitions can provide you with an exclusive “first-offer” on qualified IP in well-defined technology areas, which places you in the middle of Ocean Tomo’s extensive deal flow. Our team consists of world-class buyers who understand how to sift through the massive IP landscape to locate, diligence, negotiate, and present you with only attractive acquisition opportunities, making the entire process easy and cost-efficient for you.

Ocean Tomo Bid-Ask Market

Ocean Tomo’s Bid-Ask (OTBA) Market is an effective solution for buyers and sellers of patent portfolios where a simplified process is important.

OTBA is a highly efficient platform able to quickly clear patent transitions through a unique blend of technology and professional services. OTBA is currently available in both English and Mandarin (with other language offerings forthcoming). Traditional auction markets are seller driven – buyers are limited to what is offered for sale. The Ocean Tomo Bid-Ask Market equally services buyers and sellers. Buyers can now efficiently post anonymous bids resulting in prompt notification of the patent owner by Ocean Tomo Transactions.

Further advancing industry transparency, all offers to buy (“Bids”), offers to sell (“Asks”), and final transaction prices are posted. Ocean Tomo Transactions lists the sale price for all publicly known patent transactions, making the Ocean Tomo Bid-Ask Market the only true global patent price discovery platform. Data submissions for verified patent sales are now being accepted.

Additional benefits of the Ocean Tomo Bid-Ask Market include:

- Standard transaction documents
- Security deposit account and transaction payment services
- Live customer support

All Bids and Asks are placed online or through an Ocean Tomo Transactions voice broker utilizing standard processes and transaction documents.



CONTACT

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Ryan Zurek is a Managing Director in Ocean Tomo Investment Group and in Ocean Tomo’s Investments practice. He holds the FINRA Series 7 license and 63 license.

Mr. Zurek plays an integral role in all aspects of the firm’s investment banking and asset management initiatives, including facilitating IP-driven transactions, mergers and acquisitions, IP monetization strategies, financing and IP-based special situations investments. Mr. Zurek has significant experience in IP valuation, licensing strategy, market research and cash flow analysis. Prior to joining the Investments practice, Mr. Zurek spent 5 years with Ocean Tomo’s Expert Testimony practice where he spearheaded engagements involving the valuation of intangible assets across a broad spectrum of technologies.



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About Ocean Tomo

Ocean Tomo LLC provides Expert Opinion, Management Consulting, and Advisory services focused on matters involving intellectual property (IP) and other intangible assets. Practice offerings address economic damage calculations and testimony; business licensing strategy and contract interpretation; trade secret reasonable measures; asset and business valuation; strategy and risk management consulting; merger and acquisition advisory; debt and equity private placement; and IP brokerage.

Ocean Tomo experts are routinely qualified in U.S. District Courts, U.S. Bankruptcy Courts, U.S. Tax Court, U.S. Court of Federal Claims, state courts, the U.S. Patent and Trademark Office Patent Trial and Appeal Board, international courts, and arbitration tribunals on questions relating to intellectual property economics. The firm's professionals have provided expert opinions on IP valuation, reasonable royalty, lost profits, price erosion, commercial success, corrective advertising, creditor allocations, Hatch-Waxman Act market exclusivity, business licensing terms including RAND obligations, venture financing, and equities of a potential injunction. The firm's experience extends to general business valuation and commercial disputes, domestic and foreign, as well as policy issues affecting international technology transfer and economic matters before the International Trade Commission.

Intangible assets comprise 90 percent of business value but are also subject to significant impairment due to enterprise and regulatory compliance risk. Our services are built upon more than three decades of experience assessing intellectual property in the most rigorous of venues. Our financial, market, scientific, and technical experts have deep experience with tangible and intangible assets protected by intellectual property. We bring a unique understanding of the contributory value of proprietary innovation to every engagement. This is the cornerstone of our business.

Subsidiaries of the firm include Ocean Tomo Investments Group, LLC, a registered broker-dealer. As a part of J.S. Held, Ocean Tomo works alongside more than 1500 professionals globally and assists clients – corporations, insurers, law firms, governments, and institutional investors – on complex technical, scientific, and financial matters across all assets and value at risk.

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About J.S. Held

J.S. Held is a specialized global consulting firm whose professionals serve as trusted, expert advisors to organizations facing high-stakes events that demand urgent attention, exceptional knowledge, staunch integrity, and clear-cut analysis and advice. The firm provides a comprehensive suite of technical, scientific, financial, and technology advisory services that enable clients across the spectrum of industries to navigate complex, contentious, and often catastrophic situations with precise analysis, reliable insights, and confidence.

In 2022, Ocean Tomo joined J.S. Held, continuing the strategic growth of the firm. Leveraging the J.S. Held team of more than 1,500 professionals around the world, our clients will now have access to J.S. Held's suite of specialized services, including:

- Construction Advisory Services
- Corporate Finance
- Economic Damages and Valuation Services
- Environmental, Health, and Safety Services
- Equipment Consulting
- Forensic Accounting
- Forensic Architecture and Engineering
- Global Investigations
- Property and Infrastructure Damage Consulting
- Surety Services

Headquartered in New York, J.S. Held has offices across the United States, Canada, Latin America, Europe, Asia Pacific, and the Middle East.

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