

AUTOMOBILE & TRUCK DEALERSHIPS

Acquisition, Sale, and Merger Specialists



GLASSRATNER

WWW.GLASSRATNER.COM

Automotive Experience



Providing Institutional-Grade Support and Services to Automotive Clients

Since the 1970s, GlassRatner's professionals have been working with automobile and truck dealerships in all areas of business — including buying and selling, raising of capital for dealers, restructuring of debt for dealers (including bankruptcy services), and fraud detection. We've represented more than 100 dealerships and generated sales proceeds in excess of \$500 million on behalf of our clients.

Because our team includes professionals who have worked as dealership owners, managers and principals, we possess superior automotive industry knowledge. Penetrating, in-depth industry knowledge is the foundation of our service.

Our automotive specialists are part of a national award-winning firm. GlassRatner has offices all over the continental U.S., which enables us to provide unmatched support and leverage institutional-grade capabilities, including access to the capital markets and over 100 skilled professionals with diverse skill sets to address any issues for our clients.

Automotive Capabilities:

- Buy-side and sell-side mergers and acquisitions
- Capital raising including debt, mezzanine and equity for dealers
- Valuations of dealerships
- Restructuring of debt
- Bankruptcy advisory
- Turnaround and interim management
- Fraud detection and forensic accounting

Award-Winning Service

Over the last five years, GlassRatner has been recognized at the Atlas Awards in several categories, including:

- **Middle Market Turnaround Consulting Firm of the Year**
- **Turnaround Deal of the Year** (for the sale of Land Rover – Jaguar Anaheim Hills and Land Rover – Jaguar of Cerritos) in the one of the middle-market categories.
- **Turnaround Deal of the Year** (for TrailerBridge Inc. chapter 11 plan of reorganization) in the transport and logistics category.

Automotive Experience



Our professionals have represented more than 100 automotive clients in the industry and possess over 80 years of combined experience in both the wholesale and retail side of the automotive business. Our experience includes managing, financing, structuring and buying and selling auto dealerships.

GlassRatner understands your business — all aspects of it. Members of our team have experience as dealer-principals and GMs for major multi-franchise dealer groups as well as providing a variety of advisory services to dealer clients.

GlassRatner Has Completed Automotive Transactions for Dealerships Representing the Following Manufacturers:



- Acura
- Audi
- Aston Martin
- Cadillac
- Chevrolet
- Chrysler, Jeep, Dodge, Ram
- Ford
- GMC Truck
- Honda
- Hyundai
- Infiniti
- Jaguar
- KIA
- Lamborghini
- Land Rover
- Lincoln
- Lotus
- Mazda
- Nissan
- Oldsmobile
- Pontiac
- Rolls-Royce
- Subaru
- Sterling
- Toyota
- Volvo
- Volkswagen

About GlassRatner



GLASSRATNER

GlassRatner is a national specialty financial advisory services firm providing solutions to complex business problems and Board level agenda items. The firm has a major commitment to the automotive industry with a dedicated staff of accomplished automotive executives and financial advisors. GlassRatner has received a number of awards and national recognition, including being a repeat winner of the Atlas Middle Market Turnaround Firm of the Year. An affiliated company, GlassRatner Securities, LLC, is a licensed broker-dealer. GlassRatner's principals have a variety of FINRA licenses as well as professional designations including Real Estate Broker, Certified Public Accountant, and numerous other valuation credentials.

The GlassRatner Automotive Team



J. Michael Issa

Principal (West Coast)
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Mike Issa is a two-time Middle Market Deal of the Year award winner, and has been involved in approximately 40 dealership transactions. He has also run and sold a dealership as a court-appointed receiver. Issa advised on one of the highest prices ever paid for two Southern California Land Rover-Jaguar dealerships out of bankruptcy, yielding a goodwill consideration of over \$9 million for the debtors. A CPA and former banker, he has been instrumental in the financial and operational turnaround of a number of struggling dealerships. Issa has given expert testimony in "bet the company" automotive litigation matters and is the "go-to" expert witness on the West Coast. With his extensive background in the industry, Issa is often published and cited in articles in the automotive press.



Tom Santoro

Principal (East Coast)
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Tom Santoro has led numerous restructurings and transactions in the automobile dealership and auto rental space. He has successfully restructured operations and sold dealerships and auto rental companies in challenging situations. While serving as Chief Restructuring Officer, Santoro stabilized operations and negotiated the sale of various businesses. He is ranked as one of the country's Top Crisis Management Professionals by *The Deal Magazine*, recognized as a Top CPA and Financial Professional by the *South Florida Legal Guide* and named a Global Top 100 Restructuring and Turnaround Professional by *Global M&A Network*. Santoro is a former Arthur Andersen CPA and has served in executive management roles for major public and private companies. He has a reputation in the auto industry as a consensus-builder with artful negotiating skills.

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