



SB Capital Group
a Schottenstein Affiliate



SB CAPITAL GROUP

An affiliate of the Schottenstein Family of Companies, SB Capital Group combines unique financial and operational strengths into one trusted institution.

Our heritage stretches back 85 years and gives us a wealth of knowledge firmly rooted in retail, wholesale, and manufacturing operations. This real-world experience is invaluable to clients seeking effective strategies for their own operations.

We provide the solutions companies need to face the challenges of difficult and uncertain business environments. Far more than an asset recovery company, we offer an unmatched range of services for maximizing and protecting asset value, supporting retail expansion, restructuring operations, and providing alternative financing.

SB Capital Group - we help businesses manage change, and we do it more effectively than anybody else.

FINANCIAL SOLUTIONS

Options create new opportunities.

SB Capital Group's resources underlie the power to provide innovative financing alternatives to companies across the commercial spectrum. Our investments and affiliation of operating companies give us unique insight into the funding of corporate capital needs.

Whether it's an equity investment, debt financing, or financing involving non-traditional assets, we help clients achieve their goals. We explore the options, evaluate the alternatives, and deliver customized, end-to-end solutions structured around a variety of assets. As a privately-funded company, we avoid many of the constraints imposed by traditional lenders. We tailor our funding to conform to the needs and requirements of our clients.

For decades, we've been a source of rescue and alternative financing for companies of all types and sizes. Our stability and financial strength are central to this activity and allow us to support any strategies we recommend. For powerful, comprehensive financial solutions, discover what many companies already know – discover the reliability and security of SB Capital Group.

Commercial Lending

SB Capital Group is a preferred source of financial solutions which include the services to manage complex transactions. Aside from our equity investments, we provide financing which can be secured by a variety of assets. Whether capital requirements are for normal course operation or contingent opportunities, our funding helps clients navigate through times of change.



Turnarounds - Employing on-the-ground operational support, our experts help clients assess the situation rapidly. We evaluate the options, develop alternative working models, and provide strategic counsel in order to assist in the decision-making process. Our extensive financial resources allow us to quickly implement an effective turnaround strategy.

Corporate Divestitures - Change is endemic to any business. As is commonly the case, change yields new challenges. To assist clients with the business of change, we acquire fixed assets, intellectual property, real estate, and complete business units. Our acquisitions provide clients quick access to capital and guaranteed value for assets which no longer fit strategic goals.

Management Buyouts / Recapitalizations - We work with management teams to assist in taking a company private or acquiring the company from its current owner. We provide the strategic counsel, capital, and the support services necessary to fully implement the transaction. Moreover, our recapitalization programs allow business owners to diversify their personal holdings while gaining a strategic partner to fund future growth opportunities.

Mergers & Acquisitions - As equity stakeholders, we understand the pressures and sensitivities that accompany any merger and acquisition activity. From assessing the initial value of the assets to strategizing on integration of the merged or acquired entity, we offer clients a full range of services to help simplify the process.

REAL ESTATE

Real estate should be a productive asset.

Financial products structured around the value of real estate assets can be an effective funding strategy for many companies. As a company with principals that own millions of square feet of commercial, industrial, and residential properties, SB Capital Group delivers unrivaled expertise. We transform real estate properties into increased cash flow through restructuring, creative financing, aggressive leasing, and decisive management.

Our real estate group and affiliates support clients through periods of downsizing, diversification, financial distress, re-capitalization, and growth. Our approach to capturing value from real estate assets incorporates portfolio acquisitions as well as the disposition of real estate holdings and leases. In fact, we make principal acquisitions of retail and commercial real estate for our own long-term holdings.

The combination of experience with extensive relationships is central to our ability to maximize the value of real estate assets. Because of our ever-expanding, privately-held portfolio, we possess a thorough understanding of markets and potential tenants. We've amassed a global network of real estate contacts. And along the way, we've honed our expert negotiating skills. As a result of our real estate exposure, we're able to leverage appreciable resources to benefit our client's interests.



OPENRIGHT

Valuable resource for new stores..



Why outsource new store opening projects to us? In short, we're retailers and merchants by trade, and we've opened a lot of stores. For us it's a natural progression of using our experience to benefit our clients through a service we call OpenRight.

The OpenRight team of SB Capital Group brings together seasoned merchants from across the retail spectrum. Each member of the team is



chosen for their wealth of experience, their creativity, and an innate ability to make meaningful contributions to new store projects.

The professionals of OpenRight understand the pressures and sensitivities that accompany all new store projects. Each of them bring merchandising and operational expertise to the program. They have the project management know-how, as well as the people skills, to keep schedules on track and anxieties under control. Their instinct to anticipate the unexpected means new stores will be completed on time and on budget.

What's the bottom line? SB Capital Group is always at the forefront of equipping retailers with valuable resources, and OpenRight is another indispensable tool. Our broad experience means retailers of all types benefit from our store-set execution. We provide the means to control and maintain the uniformity of brand integrity. Best of all, we help to streamline a sometimes complicated process and lessen the investment required to open new stores. Now more than ever before, OpenRight gives retailers the support they need to move forward with new store projects.

ASSET DISPOSITION

Minimize your risk. Maximize your recovery.

Converting under-performing assets into newfound liquidity is an intensive process. Good results require specialized skills and an intimate understanding of business operations. It's a level of expertise few will acquire, but one we've cultivated throughout our history. From our roots in off-price retail and revitalizing distressed companies, SB Capital Group defined the business of asset disposition. We set the standard others must follow.

SB Capital Group provides a wide array of asset disposition services, from guaranteed asset value recovery to acting as a liquidation consultant. As an alternative, we can purchase client assets such as inventory, real estate, and fixtures. We can also purchase an entire business.

Clients need flexibility, so we provide options. Our services incorporate our successful operating experience and an in-depth knowledge of disposition activities. We've developed an approach to the business of asset disposition that is far more effective, generates higher recoveries, and produces faster liquidity for our clients.

Store Closing / Going Out of Business Sales

As a leading provider of asset disposition services, SB Capital Group manages the complexities of closing under-performing stores. In fact, we are one of the oldest, most experienced companies in the country conducting Store Closing and Going Out of Business Sales.

The objective of any liquidation is to achieve the highest recovery at the lowest cost. Execution is key. But as retailers and merchants, we bring added value to the process. We carefully orchestrate every detail, from



marketing and merchandising, to human resources and customer service. Our intimate experience operating stores allows us to approach every sale from a retailer's perspective. For this reason, no other company can deliver better results.

Event sales are a trademark of our company. Our retail solution and event sale models are unsurpassed in quality, substance, and financial performance. Pop-up Shops, Outlet Sales, Tent Sales, or Relocation Sales. We've operated sales and events of every conceivable type. Our lengthy resume of retail clients attests to our experience and to our success.



Inventory Disposition

Excess and obsolete inventory flows into the marketplace every year. For any company, disposing of this inventory is a risky and potentially costly venture. That is why so many companies rely on SB Capital Group. We maximize recovery value of the inventory and bring peace of mind to the process.

Along with our affiliates, we buy and sell billions of dollars of inventory each and every year. The relationships we form through our daily business transactions are ones that we use favorably on behalf of our clients. Consequently, no other company has a more extensive resume of satisfied clients who have recovered maximum value for unproductive inventory.

SBC LOGISTICS

Unlocking the hidden value in secondary inventory.

SBC Logistics is changing the way companies liquidate unproductive inventory. We process and resell customer returns, defective merchandise, end-of-season clearance, obsolete merchandise, and overstocks. Our sensible, cost-effective options give companies the alternative they need to turn problem inventory into cash.

Our convenient, low cost facility in Columbus enhances net recovery by reducing the expenses associated with disposition. This 300,000 square foot Asset Recovery Center (ARC) is a modern, well choreographed operations center. Equipped with the latest technology and skilled personnel, we can solve the most complex product return and asset recovery challenge.

Providing faster liquidation through venues best matched to market your product, SBC Logistics has a nationwide network of wholesale and returns jobbers. They pay a premium for our product because they know our sorts separate saleable merchandise from non-saleable. This is an important and valuable distinction, one directly linked to the value recovered.

Need more convincing? We have a history. As a subsidiary of SB Capital Group, our knowledge base has been enriched by generations of asset disposition professionals. It is central to our ability to deliver effective solutions for handling problem inventory.

SBC Logistics simplifies the process of third-party asset recovery. Retailers with product of every conceivable type recognize the difference our resources make. They rely on us to provide meaningful solutions to their unproductive inventory problems.

ASSET RECOVERY

Furniture, Fixtures & Equipment



The evolution of any business produces displaced or duplicative assets. Our job is to determine the value of those assets and to maximize the monetary recovery we generate for our clients.

The Asset Recovery Group starts with a comprehensive assessment. We study all the factors affecting the value of the problem assets. We also survey the global supply and demand for comparable assets. Finally, we formulate a plan to maximize the recovery value.

Strategy moves to action as we implement our plan via an orderly liquidation, a negotiated transaction, or an auction. When more immediate liquidity is desired, we can purchase the assets and effectively remove the risk of fluctuating market value.

Relationships are key. Our asset recovery specialists are immersed in the marketplace every day. Their relationships with buyers and sellers of every asset class are invaluable to the interests of our clients. In order to make the best use of such a commodity, we capture the contact and transaction information in a centralized database. This resource helps us to secure for our clients the maximum recovery of value for problem assets.

We know the road less traveled can be frustrating and full of perils for the uninformed. As one of the industry's leaders, companies rely on the Asset Recovery Group for smart, resourceful strategy and the platforms to maximize value.

Over the years, and often with other Schottenstein affiliates, SB Capital Group has gone into the marketplace in search of new and interesting opportunities. Our principals hold extensive financial interests in major retail and wholesale operations, internationally recognized licensed brands, financial service operations, and, commercial, residential, and industrial real estate properties.

Though we've never strayed from our original mission, transactions that span the globe have added depth of experience to our reputation as one of the more creative private merchant banking groups in existence today. Short and long term equity investments. Financial assistance. Commercial Real Estate investments. Asset recovery. Auctions. Liquidations. Event sales. New store opening projects. We've grown since our founding and our client services are more comprehensive than ever before.

Today, we remain at the forefront of the industry. We've helped hundreds of businesses manage change, restructure assets, turn around dwindling profitability, and convert under-performing assets into newfound liquidity – and we've done it more effectively than anyone else. Discover the difference SB Capital Group can make. Contact one of our offices today, or visit our website at www.sbcapitalgroup.com.



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