

JEREMIAH H. GRANT, MBA

EDUCATION & EMPLOYMENT SUMMARY

Mr. Grant has 11 years of experience in the areas of complex litigation matters, corporate restructuring and turnarounds, business valuation, commercial insurance and management consulting.

He began his career in the Financial Advisory Services practice of PricewaterhouseCoopers before working as a Consultant for an international finance and economics consulting firm, as a Manager within the Valuation Practice of Kroll Zolfo Cooper and most recently as a Litigation Services Manager at LonePeak Valuation Group. He has also worked as an interim CFO, as a Manager of Financial Planning & Analysis and as an independent consultant on a number of business strategy projects.

Mr. Grant's responsibilities have included providing expert witness testimony, preparation of expert witness reports, business valuation, development of reorganization plans, evaluation of insurance coverage, forensic accounting and development and analysis of business strategy.

Mr. Grant graduated in the top-3% of his class from the Marriott School of Management (BYU) where he obtained an MBA with an emphasis in Finance and Strategy. He also earned a B.S. from Brigham Young University with an emphasis in International Finance.

Representative assignments:

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| ♦ Calculation of economic damages | ♦ SFAS 141 & 142 reviews |
| ♦ Business and partnership valuations | ♦ Strategy and marketing consulting |
| ♦ Restructuring and turnaround consulting | ♦ Feasibility and market entry studies |
| ♦ Forensic accounting investigations | ♦ Business process improvement consulting |

REPRESENTATIVE CASE EXPERIENCE

Economic Damages

Mr. Grant has prepared analyses, written expert witness reports and provided expert witness testimony in connection with complex litigation matters involving everything from personal injury and wrongful termination to breach of contract, product liability and intellectual property infringement.

Intellectual Property

Quantified the economic damages in several patent infringement matters, including estimates of reasonable royalties, value of lost profits, and impact of price erosion. Performed extensive analysis of market conditions and actual sales by patent holders and breaching parties.

Analyzed the impact of unfair trade practices and misappropriation of trade secrets for an internet-based greeting card company. Assisted in the determining the economic value of lost website revenues associated with URLs, banner advertising and click-through rates.

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Price Fixing and Unfair Trade Practices

On behalf of a large, international photographic paper manufacturer, analyzed the competitive actions of several manufacturers and vendors throughout the Southeastern United States in connection with claims of violations of the Robinson-Patman Act. Also investigated sales histories, repair rates, and multi-lateral contracts to dispute a service provider's claims of lost profits stemming from business libel and unfair trade practices.

Business Interruption and Breach of Contract

Analyzed claims of lost profits and diminution in business value in connection with several cases brought by domestic and international franchisees, distributors and sales representatives. Claims involved breach of contract, predatory pricing allegations, unfair competition and wrongful termination of the franchise or distributor agreement.

Reconstructed and analyzed the financial records of a bankrupt entity to rebut claims that an insurance company's failure to pay a business interruption claim in a timely manner had caused the company to become insolvent.

In defense of a large, international insurance agency, analyzed the offshore life insurance industry in Europe over a period of several years in order to evaluate claims of economic loss due to alleged fraudulent inducement.

Measured the economic loss associated with a multi-year delay in constructing a golf course at a resort community.

Breach of Fiduciary Duty and Unfair Competition

In connection with several cases, analyzed customer purchases and attrition rates, referral patterns, changes in economic conditions and changes to personnel and management in order to analyze claims of economic loss due to a breach of fiduciary duty, unfair competition, and or interference with existing and prospective economic relations.

Investigated and analyzed claims of deepening insolvency related to a major national retailer.

Personal Injury, Wrongful Death, Wrongful Termination

Quantified and prepared reports of lost earnings, medical care costs, employee benefits and other economic loss in dozens of personal injury, wrongful death and wrongful termination matters. Determined appropriate discount and inflation rates. Incorporated age-earnings curves and personal consumption factors.

Product Liability

On behalf of the largest water heater manufacturer in the US, researched the water heater industry and performed extensive statistical and relational database analysis on 10 years of product sales in order to quantify the economic damages associated with allegedly faulty water heaters.

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Business and Partnership Valuation

Prepared and/or managed dozens of valuations in connection with SFAS 141 and SFAS 142 requirements.

Performed analysis and prepared dozens of valuation reports of privately held businesses for estate and gift tax purposes, partnership disputes and divorce, including the valuation of minority interests in partnerships and LLCs.

Managed the valuation of a minority interest in a \$200-million real estate development partnership located in California. Investments ranged from raw land and developed tracts to a high-end, operational golf course. Developed the market approach valuation of golf course and associated residential community.

Managed the valuation of a 60% interest in a chain of dialysis clinics in Hawaii. Valued the clinics on a Fair Market Value basis as well as an Investment Value basis to a strategic buyer.

Restructuring/Turnaround Consulting

Served as interim CFO and internal consultant to an ocean vessel repair company in connection with a Chapter 11 reorganization. Managed financial reporting and cash flow forecasts to creditors committee, legal groups and other court appointed individuals. Negotiated financing and debt service arrangements with banks and other lenders on behalf of company. Consulted on the internal operations, business strategy and reorganization of company post-petition. Returned the company to profitability in three months. Managed the closure of the East Coast operations, including liquidation of assets and disposition of lease agreements.

Advised the Board of Directors of a national airline on a proposed cash dividend payment to holders of its preferred equities. Work included determining the fair value of assets and liabilities.

Forensic Accounting

Conducted a forensic accounting analysis for a large Southern California based hospital chain. Investigated the transactions between the hospital and a related medical billing firm relating to third party liens and accounts receivable collections.

Reconstructed the financial and operational records of a company in receivership in order to analyze the value of a customer base and determine the net asset value of an HVAC firm.

Assisted a large, national insurance carrier in a federal court case involving a medical practitioner's allegation of bad faith dealing and failure to pay disability claims. Reconstructed plaintiff's financial records over a period of five years to analyze shifts in business practices and income.

Reconstructed several years' worth of transactions for an entire insurance agency to investigate claims of fraud.

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Business Consulting

Provided business efficiency consulting and project management support services to the world's second largest explosives manufacturer on over a dozen projects that resulted in \$7M in once-off benefits and over \$10M in annual, ongoing benefits.

Collaborated with a cross-functional management team of a large, international conglomerate to create a new strategic plan for a \$1.5B SBU. Also managed a project to create a unified cash flow forecasting model for three global sales organizations. Negotiated across multiple departments and levels to create a standardized monthly business analysis report.

Performed the financial modeling and cash flow projections and analysis for an Internet start-up entity of a publicly traded, international media security firm. Developed an integrated business model for the purpose of (1) forecasting financial statements, (2) performing price sensitivity and scenario analysis, (3) calculating product cost, and (4) quantifying risk and return to shareholders. Forecasted revenues based on Internet revenue share and pass through revenue methodologies. Completed an assessment of capital requirements for start-up operations. Consulted on strategic alliance partners and "first to market" model for launch strategy.

For an international aerospace manufacturing client, led the creation of analytical tools (involving Excel, Crystal Reports and an enterprise management system) to predict manufacturing variances, measure productivity on product by product and machinist by machinist basis, determine the optimal workflow configuration and improve product purchasing.

Provided consulting services related to the launch strategy of an e-commerce spin-off of a publicly traded company. Services included customer value proposition development, revenue model determination, financial modeling, capital requirements assessment, and valuation modeling of the business enterprise.

As the basis of a market segmentation for a new consumer product, led a team of 5 MBAs to create and analyze surveys in SPSS, hold focus groups, perform a conjoint analysis, and conduct means-end laddering interviews. Also generated a market landscape analysis.

Developed a market entry strategy for a privately-held software firm with annual revenues of \$15M. Queried industry players to identify whole product requirements, competitors, and potential partners.

Conducted and analyzed marketing research as the basis of new product development for a publicly-traded, international software firm.

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INDUSTRY EXPERIENCE

- ♦ Aerospace
- ♦ Fabricated Metal Products
- ♦ Wholesale Distribution
- ♦ Healthcare
- ♦ Residential and Commercial Construction
- ♦ Telecommunications
- ♦ Explosives
- ♦ Transportation
- ♦ Insurance
- ♦ Software Development
- ♦ E-commerce and Online Retailing
- ♦ Real Estate
- ♦ Energy
- ♦ Food Products
- ♦ Apparel
- ♦ Biotech
- ♦ Retail
- ♦ Professional Services
- ♦ Leisure and Recreation
- ♦ Venture Capital
- ♦ Multi-level Marketing

CERTIFICATIONS

Passed Level I of the CFA exam

CLCS (Commercial Lines Coverage Specialist) Certification from the National Underwriter Company

PROFESSIONAL AFFILIATIONS

Member of the National Association of Forensic Economics (NAFE)

Member of the American Academy of Economic and Financial Experts (AAEFE)

Practitioner Member of the National Association of Certified Valuation Analysts (NACVA)

Member of the Collegium of Pecuniary Damages Experts (CPDE)

HONORS AND AWARDS

State and national champion in several forms of public speaking during collegiate years