



Corporate Trade Transactions

Property Types:	Any fee simple or debt position secured by real estate as long as the asset has a residual economic value
Market:	Any domestic or international market
Deal Size:	No minimum or maximum
Fees:	None
Asset Pricing:	Assuming full utilization of the trade credits issued a corporate trade will return a higher multiple price realization than current cash fair market value
Deal Qualification:	Multiply the book value of the underperforming asset you company wishes to sell (desired sales price) by 5x. That is the how much of a good or service you will need to purchase through the corporate trade firm over a one to five year period.
Company Qualifications:	To be a good corporate trade candidate, a company usually has to add value such as a manufacturer, processor or packager. Most consumer good sales companies make perfect candidates due to their large media budgets.
Trade Credit Uses:	The company buy's through the barter firm some good or services it currently purchases or plans to purchase. The primary industries for which credits can be utilized include media, publishing, hotel, printers and trucking firms.
Trade Credit Accounting:	Generally, trade credits are recorded as a prepaid expense at the fair market value of the traded assets (as specified by the Financial Accounting Standards Board's Pronouncement EITF 93-11), although different accounting treatments may be permitted in certain circumstances

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