



## CHAPTER 11 ACQUISITION OPPORTUNITY

**BID DEADLINE:** JULY 18, 2017 AT 5PM ET

**AUCTION DATE:** JULY 20, 2017 AT 10AM ET



### INTRODUCTION

Hilco Streambank has been retained by General Wireless Operations, Inc. d/b/a RadioShack (the “Company”) to market and sell the Company’s 100% membership interest (the “Membership Interest”) in its affiliate General Wireless IP Holdings LLC (“IP Holdings”). IP Holdings owns the RadioShack® brand in the United States, Canada, Asia, Europe and other significant territories throughout the world (the “RadioShack Brand Assets”). The RadioShack Brand Assets are exclusively licensed to the Company. The Company has been operating the RadioShack business since April 2015.

### BACKGROUND

For nearly a century, RadioShack® has provided high-quality electronics and accessories at affordable prices. At its peak, RadioShack® was the leading international retailer of innovative technology products and services, as well as products related to personal and home technology and power supply needs. With its refined product mix, enhanced in-store experience and expert associates, RadioShack® is known as the local neighborhood technology resource. RadioShack’s famous slogan -- “You’ve Got Questions. We’ve Got Answers®” -- underscores its reputation for providing great customer service for generations of customers.

The RadioShack Brand Assets include internationally known product, retail trademarks and domain names such as:

- RadioShack® and RadioShack.com
- Realistic®
- Enercell® and Enercell.com
- Auvio® and AuvioProducts.com
- Antennacraft® and AntennaCraft.com

The Company has an engaged group of customers that interact with the RadioShack® brand through multiple territories and channels including retail stores, e-commerce and social media. As of March 2017, the Company operated over 1500 RadioShack® stores in the United States, Puerto Rico, and US Virgin Islands. In addition, the Company supplies a network of approximately 425 RadioShack® dealers located throughout the U.S. In Southeast Asia, RadioShack® branded stores are operated by a franchisee whose territory comprises the ten member countries within the Association of Southeast Asia Nations (A.S.E.A.N).

On-line, the Company sells RadioShack® product through its e-commerce platform [www.radioshack.com](http://www.radioshack.com). The RadioShack.com website generates a steady flow of traffic with approximately 20.7 million visitors in 2016. The Company has continued to work on enhancing its presence in the digital retail channel. In late 2016 RadioShack moved its e-commerce team in-house in an effort to more effectively manage and grow its online operations.

### OPPORTUNITY

The sale is being conducted under Chapter 11 of the United States Bankruptcy Code in the United States Bankruptcy Court for the District of Delaware (the “Bankruptcy Court”). By acquiring the Membership Interest, prospective purchasers have the opportunity to leverage a universally accepted brand with high consumer awareness in multiple channels including owned and franchised stores, e-commerce, brand licensing, wholesale distribution, customer loyalty and more. In addition, prospective purchasers may acquire the Company’s database of customers acquired since April 2015.

Future, brand deployment opportunities exist in multiple verticals and configurations including:

- Direct to Consumer E-Commerce Business
- Product Licensing
- Kiosks and Store Within a Store Concepts
- Franchising
- Wholesale and Distribution
- Private Label Branding and/or Co-Branding

## AVAILABLE ASSETS

### Group A. 100% of the Membership Interest in IP Holdings, who is owner of the following RadioShack Brand Assets:

#### U.S and International Registered Trademarks

- RadioShack®
- Private Label Brands
  - Auvio®
  - Realistic®
- Enercell®
- PointMobil®
- Gigaware®
- Antennacraft®

#### Domain Names & E-Commerce Channel

- www.RadioShack.com URL
- Over 295 Registered Domain Names Including:
  - Tandy.com
  - TheShack.com
  - Ignition.com

#### Patent Portfolio

- Over 60 Active and Pending Patent Applications

### Group B. The intangible assets of General Wireless including:

#### Customer Files

- Approximately 1.5MM Opt-In E-Mail Addresses acquired since April 2015
- Transaction Database containing over 30MM records associated with 2MM E-Mail Addresses

#### Franchise & Dealer Relationships

- 425 Domestic Dealers
- International franchisee operating stores within the ten member countries comprising the Association of Southeast Asia Nations (A.S.E.A.N)

## DILIGENCE AND SALES PROCESS

### Bid Procedures

The Company has entered into a Stalking Horse Agreement with Kensington Technology Holdings, LLC for the sale of the Membership Interest, subject to higher and better offers. A motion to approve the sale of the Membership Interest and related Bidding Procedures has been filed with the Bankruptcy Court and a hearing to consider the Bidding Procedures is scheduled to take place on June 28, 2017. The Stalking Horse Agreement and the proposed Bidding Procedures can be viewed on the Debtor's docketing website <https://cases.primeclerk.com/generalwireless/> or on the Hilco Streambank website by [clicking here](#). The proposed Bidding Procedures provide for the following:

### **Purchased Assets: 100% of the Membership Interest in IP Holdings**

**Consideration: \$15MM plus a non-exclusive license of the RadioShack Brand Assets to the Company**

**Bid Deadline: July 18, 2017 at 5:00PM ET**

**Auction Date: July 20, 2017 at 10:00AM ET**

**Sale Hearing: July 24, 2017**

Access to an online Data Room with detailed diligence information regarding the offerings will be provided upon execution of a non-disclosure agreement.

Interested parties should contact the following Hilco Streambank representatives for more information:

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