Green Hasson Janks & 2016 Entertainment and Media Forum

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October 18, 2016

Special Guest Speakers

Leaders and Innovators in Entertainment and Media

Jeremiah Bates, CFO
StyleHaul

As chief financial officer of StyleHaul, Jeremiah oversees the organization's financial planning, analysis, accounting, tax matters, investments and M&A functions. Previously, Jeremiah served as vice president of Technology, Media and Telecommunications (TMT) Investment Banking at Guggenheim Partners, LLC. In that role, he was responsible for executing all aspects of the media and digital media businesses including: mergers and acquisitions, divestitures, spin-offs/split-offs, restructurings, recapitalizations, leveraged buyouts, takeover defense, private placements, debt and equity financings as well as initial public offerings.

Erik Hyman, Partner
Loeb & Loeb

Erik's diverse practice includes representation of high-level actors, writers, directors, producers and production companies across the full spectrum of transactional entertainment matters. He also represents clients in connection with feature film development, financing, production and distribution, as well as other entertainment and media industry investments. In addition, Erik counsels publicly traded non-entertainment companies regarding television and motion picture industry strategies and branded entertainment projects and advises companies regarding strategies for production and exploitation of content for digital platforms.

Will Tiao, Producer
Formosa Entertainment

Will has worked as an actor, producer and writer/translator for TV, film and stage. His TV credits include *MADtv*, *Yes, Dear*, *Untold Stories From the ER*, *Mind of Mencia*, *The Winner* and the Internet series *Quarterlife*. He starred in and produced the award-winning short film *A Starbucks Story* as well as the independent dark comedy *Stan*. He is also the writer, actor and producer of *Formosa Betrayed*, a feature film based on the true events surrounding Taiwanese democracy and independence activists in the 1980s. The film was released theatrically nationwide in North America and is now played in over 40 countries.

Viviana Zarragoitia, Manager
Three Point Capital

Viviana oversees all loan closing and advisory services in the Film and Television Division of Three Point Capital. She previously worked at Lionsgate Entertainment for five years, starting in the Accounting Department and transitioning into the Profit Participation Group. While working in participations, she oversaw the preparation of multi-million dollar film and television distribution deals. She was then promoted to the group's Audit Division, where she managed film and television royalty audits of producers' profit participation statements. She previously worked in the accounting departments at Millennium Films and Bold Films.

2016 Entertainment and Media Forum

Agenda

Networking and Refreshments	Mix and mingle with other industry leaders	
Welcome and Introduction	**Leon Janks,** Managing Partner, *Green Hasson Janks* **Ilan Haimoff,** Partner, *Green Hasson Janks*	
2016 Whitepaper Highlights ***The Evolution of New Media:*** *Making Money in a World Where Digital Streaming Rules*	**Dan Landes,** Senior Manager, *Green Hasson Janks*	
Panelist Discussion:	**Panelists:**	**Jeremiah Bates,** CFO, *StyleHaul* **Erik Hyman,** Partner, *Loeb & Loeb* **Will Tiao,** Producer, *Formosa Entertainment* **Viviana Zarragoitia,** Manager, *Three Point Capital*
	Moderator:	**Peter Klass,** Senior Manager, *Green Hasson Janks*
Questions and Answers	With the panel and whitepaper co-authors	
Networking and Cocktails	Mix and mingle with other industry leaders	

Green Hasson Janks Speakers and Moderator

Leon Janks, Managing Partner
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Leon has over 30 years of experience in the areas of audit and accounting, tax planning and general business consulting. He advises his clients on matters related to strategic planning, profitability, mergers and acquisitions and buying and selling businesses.

As managing partner, Leon helps create a culture of diversity, engagement and positivity at Green Hasson Janks and make it his priority to foster an office environment that encourages employees to grow and develop new ideas. On a global scale, Leon represents Green Hasson Janks in HLB International (HLBI), a 100 countries network of accounting firms, and travels globally to attend conferences and meet with other international HLBI firm leaders.

He is also a member of the board of directors and chairs both the Audit and Finance Committees for PriceSmart and a member of the California Society of CPAs and the American Institute of Certified Public Accountants. Leon is also a big believer in giving back to the community and is on the board of directors of the Jewish Federation and is the chairman of the Audit Committee. He also serves on the Board of Trustees for Milken Community High School.

Ilan Haimoff, Partner
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Ilan has over 20 years of accounting experience in public accounting and private industry serving clients primarily in the entertainment, financial services and distribution service industries. Ilan leads the Firm's Entertainment and Media Practice and the Contract Compliance and Forensics Department. His specialty includes profit participation and forensic accounting on behalf of talent, investors and co-producers at both the major and mini studios. He currently oversees participation audits at various studios, including 20th Century Fox, Sony and Starz, as well as other prominent studios.

Prior to joining the firm, Ilan was the Chief Audit Executive at large private companies where he oversaw company-wide anti-fraud programs and the execution of annual internal audit plans, including third-party audits. Ilan's public accounting experience includes Big Four firms where he assisted organizations with performing risk assessments, internal audit reviews and process improvement projects. He has also worked on various forensic accounting, due diligence, and other agreed upon procedure engagements on behalf of banks and investors, providing financial due diligence analysis in connection with mergers and acquisitions.

Ilan has written numerous articles and participated in various speaking engagements, focusing on entertainment, profit participation, royalty, internal controls and anti-fraud. Ilan holds an Accounting bachelor degree from California State University, Northridge.

Dan Landes, Senior Manager,
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Dan is a senior manager within the Firm's Audit Practice and is a co-author of our 2016 whitepaper, *The Evolution of New Media: Making Money in a World Where Digital Streaming Rules* in addition to our 2015 whitepaper, *New Media Trends: Consolidating to Meet Consumer Demands*. He also leads the Firm's Media and Technology Sub-Niche. Dan has more than nine years of public accounting experience and provides accounting, auditing and general business consulting to a wide variety of companies and organizations that span multiple industries within the greater Los Angeles area, specifically within the media and entertainment industry.

Dan has been a guest lecturer at the UCLA Anderson School of Management, teaching Revenue Recognition. He also led a film production accounting seminar at California State University, Northridge. In addition to guest lecturing at universities, Dan also leads the Firm's recruiting efforts at the University of California, Santa Barbara, is actively involved in the Firm's Mentoring Program, and has led various Firm trainings such as Financial Statement Preparation and Supervision and Review. Dan is also a member of the 2015 CalCPA Employee Benefit Plan Conference Panel and taught a revenue recognition segment at the Motion Picture and Television Industry: Accounting and Auditing Overview.

Peter Klass, Senior Manager
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Peter specializes in contractual accounting with a focus on audits of production and distribution of motion picture and television programs. He also consults on entertainment litigations and participates in settlement negotiations on behalf of creative talent and investors. Peter leads the Filmed Entertainment Sub-Niche at Green Hasson Janks. Additionally, he is a co-author of our 2016 whitepaper, *The Evolution of New Media: Making Money in a World Where Digital Streaming Rules* and was a co-author of our 2015 whitepaper, *New Media Trends: Consolidating to Meet Consumer Demands*.

Peter currently oversees profit participation audits and consultations at various studios, including Paramount Pictures, Lionsgate, HBO and The Weinstein Company.

Prior to joining Green Hasson Janks, Peter worked at Sony Pictures Entertainment, where his focus was managing profit participation statements, coordinating worldwide royalty audits and analyzing contractual accounting systems. Peter is a Certified Fraud Examiner and is a member of the Association of Certified Fraud Examiners. He received his degree from the University of California, Los Angeles.

Additional Entertainment and Media Team Members

Anant Patel, Partner
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Anant has over 20 years of public accounting experience where he provides audit and accounting, tax and general business consulting services. His industry experience includes closely held companies in food and beverage, entertainment, media and technology, manufacturing, wholesale/distribution, consumer products and real estate. Many of Anant's clients are owned by Private Equity Groups, VC's and institutional investors.

Steven D. Sills, Partner
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Steven has over 35 years of entertainment accounting experience. His specialty involves audits of production and distribution of motion pictures and television programs on behalf of third party profit participants. As a consultant, he has given expert testimony in entertainment litigation, been a contract negotiator for profit and royalty participants and participates in settlement negotiations of audit claims.

Akash Sehgal, Director
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Akash leads the Firm's state and local tax practice with a focus on multistate income and franchise tax, sales and use tax and credits and incentives. He has over 17 years of state and local tax experience with two Big Four firms in Los Angeles and Seattle. Akash assists his clients on complex state and local tax issues related to transactional planning, mergers and acquisitions, general day-to-day consulting and compliance and has expertise in California, Oregon, Idaho and Washington, among others.

Jason Booth, Principal
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Jason has over 11 years of public accounting experience and specializes in international tax consulting assisting both U.S. companies with operations overseas and non-U.S. companies with various U.S. inbound issues. He advises clients on an array of international issues, including finance structuring, tax structuring, intellectual property planning, repatriation and foreign tax credit strategies, tax deferral strategies, cross-border M&A structuring and general tax compliance issues.

How We Can Meet Your Needs

Assurance and Advisory
We provide financial statement audits, reviews and compilations that meet GAAP requirements. We pride ourselves on our ability to understand the strategic vision of our clients, working toward common goals while maintaining the proper level of independence. Our advisory services for entertainment and media clients include:

- Revenue recognition
- Film cost amortization
- Accounting for complex transactions
- Agreed upon procedures
- Mergers and acquisitions
- Due diligence
- Strategic planning
- Forensic accounting
- Internal audit and controls
- Litigation support
- Financial projections and forecasts

Green Hasson Janks & Entertainment and Media

We focus on helping forward-thinking, entrepreneurial organizations and individuals within the entertainment and media industry by providing assurance, tax, royalty and licensing audit, expert witness and litigation support and consulting services designed specifically with their needs in mind. Our clients in the entertainment and media industry include production companies, distribution companies, foundations, studios, profit participants, video game developers, advertising agencies and unions representing talent.

We have a dedicated team helping companies involved in entertainment and media projects gain a competitive advantage and maximize revenues through proactive accounting and strategic planning. Our experience with advertising agencies gives us key insight into understanding issues around revenue recognition, cost allocation, accounting for content production and other complex transactions.

Tax Compliance and Planning
As our clients search for innovative ways to cut costs and grow their businesses, we work to ensure they meet tax compliance requirements while maximizing the tax benefits related to their businesses. We have assisted clients with:

- Individual, estate and trust planning
- Federal, state and local tax compliance
- Global tax minimization
- Mergers and acquisitions
- Tax withholding assistance

Participation and Residual Audit
We perform examinations of motion picture and television producers and distributors to recover money and other valuable benefits while helping enhance relationships with the third party. Our dedicated team has extensive participation audit experience, providing services related to more than 80 of the top 100 grossing films of all time as well as a long list of top rated television series.

Royalty and Contract Audit
In addition to auditing participations and residuals contracts, we have a dedicated team of professionals experienced with other types of contracts. We also can assist in expert and factual witness testimony.

Six decades, one overriding focus: *our clients*

Founded in 1953, Green Hasson Janks is an independent accounting and business advisory firm located on the west side of Los Angeles. Collaboration and maintaining strong relationships are the cornerstones of success.

- Named "Best Places to Work" by the *Los Angeles Business Journal* in 2008, 2009, 2011, 2012, 2013, 2014, 2015 and 2016
- Named "Beyond the Top 100: Firms to Watch" and "Top Firms: West" in the 2014, 2015 and 2016 *Accounting Today* Top 100 Firms
- Named a "Best of the Best" firm and "Beyond the IPA 100 Firm" by *Inside Public Accounting*
- Named a "Fastest-Growing" firm twice in *Beyond the IPA* 100 rankings
- Ranked 18th largest CPA firm in Los Angeles County
- Ranked 121st largest accounting firm in the nation by *Inside Public Accounting*

Mission

We build relationships with our clients to achieve financial and business success; being our clients' trusted advisor is the ultimate measure of our performance.

Our firm has collaborated with forward-thinking, entrepreneurial businesses and nonprofit organizations — working as their business advocate, providing personalized services and building long-term relationships to help position them for long-term success.

We are deeply committed to our core values and incorporate them into every aspect of our business to ultimately provide unparalleled client service.

Core Values

- Act as one firm
- Keep our commitments
- Grow great people
- Encourage new ideas

Global in Reach, Local in Touch

Along with expertise in entertainment and media, we assist clients by leveraging our world-wide network of independent accounting firms and business advisors located across the United States and in over 100 countries. As our clients become more aggressive players in the global economy, we are able to respond quickly through our HLB International network to help with the success of their ventures.

Contact Us

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