

## **Relevant Career Experience**

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### **Valuation & Venture Consulting**

8001 Irvine Center Drive, Suite 400  
Irvine, California 92618

#### Managing Director

January, 2010 – Present

- Performs valuation analyses of common equity and intangible assets for financial reporting purposes (i.e., public filings with the Securities and Exchange Commission) and tax purposes (i.e., Internal Revenue Service). Valuation analyses include the valuation of business enterprises, shareholder equity, and intangible assets (e.g., patents, trademarks).
- Provides expert testimony and consulting services for litigation support engagements.
- Provides valuation consulting services to private and publicly traded companies, including proprietary Value Creation consulting service.

### **FMV Opinions, Inc.**

3333 Michelson Drive, Suite 900  
Irvine, California 92618

#### Senior Vice-President

June 2008 – January 2010

- Performs valuation analyses of common equity and intangible assets for financial reporting purposes (i.e., public filings with the Securities and Exchange Commission) and tax purposes (i.e., Internal Revenue Service). Valuation analyses include the valuation of business enterprises, shareholder equity, and intangible assets (e.g., patents, trademarks).
- Provides expert testimony and consulting services for litigation support engagements.

### **Valuation & Venture Consulting, LLC**

8001 Irvine Center Drive, Suite 400  
Irvine, California 92618

#### Managing Director

April, 2000 – June 30, 2008

- Performs valuation analyses of common equity and intangible assets for financial reporting purposes and tax purposes. Valuation analyses include the valuation of business enterprises, shareholder equity, and intangible assets.
- Provides valuation consulting services to private and publicly traded companies, including proprietary Value Creation consulting service.

Mr. Gary R. Johnstone, CFA, C.P.A./ABV  
Curriculum Vitae – Valuation & Venture Consulting

**Deloitte & Touche, LLP**

625 Town Center Drive, Suite 1200  
Costa Mesa, California 92660

Manager, Valuation Practice

April, 1998 – April, 2000

- Performed valuation analyses of common equity and technology-related intangible assets for financial reporting purposes. Valuation analyses include: Purchase Price Allocations under Accounting Principles Board No. 16 (Business Combinations) and No. 17 (Intangible Assets); and Statement of Financial Accounting Standard No. 121 (Accounting for the Impairment of Long-Lived Assets).
- Assisted auditors with testing the reasonableness of fair value estimates of equity and acquired intangible assets under Statement on Auditing Standards No. 73 (Using the Work of a Specialist).

**Princeton Venture Research, Inc.**

27 Broadway, Suite 2900  
San Diego, California 92101

Senior Financial Analyst

January, 1995 – January, 1998

- Prepared written expert reports detailing analyses of financial statement (accounting) fraud for securities class action litigation. Analyses included detailing the materiality, relevance and damages of accounting fraud to investors in a particular company's common stock (Securities Act of 1933 and Securities Exchange Act of 1934). In some cases, court room (trial) testimony was provided.
- Advised attorneys on matters of accounting fraud and damages during various stages of securities class action litigation (i.e., from filing a complaint to settlement). Research materials included brokerage analyst reports, accounting literature and public filings of the public company as well as historical information on the capital markets (e.g., stock prices).

**Counter-Trade Offset Program, Kuwait Ministry of Finance**

Ministries Complex  
Kuwait City, Kuwait

Senior Financial Analyst

September, 1993 – October, 1994

- Performed feasibility analyses for proposed public-private business ventures offered to the Ministry of Finance. Negotiated capital requirements for new business ventures offered to the Ministry of Finance.
- Trained Kuwaiti staff in finance and accounting

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Curriculum Vitae – Valuation & Venture Consulting

**Rebuild LA**

Los Angeles Junior Chamber of Commerce  
Los Angeles, CA

Director, LA Business Community Network  
May, 1992 – September, 1993

- Managed a network of 120 volunteers who provided pro bono management consulting to minority and women-owned businesses in Los Angeles County.
- Member of Rebuild LA's Business Development Committee.

**Deloitte & Touche, LLP**

625 Town Center Drive, Suite 1200  
Costa Mesa, CA 92660

Senior, Tax Department  
July, 1989 – May, 1992

- Supervised audits of financial statements for clients in various industries. Prepared federal and state tax returns (tax accounting) for clients in various industries.

**Financial Network Investment Corporation (Broker-Dealer)**

Torrance, California

Analyst

March, 1985 – September, 1988

- Performed due diligence (compliance) analyses on money management firms, mutual fund companies (investment companies), and proposed investments in limited partnerships in real estate and equipment leases. Analyses included interviews with key financial management and review of performance measurements and reporting compliance.

**Merrill Lynch**

West Los Angeles, California

Account Executive

September, 1979 – August, 1983

- Managed stock and bond portfolios for high net-worth individuals and corporations. Provided financial advice to clients.

Mr. Gary R. Johnstone, CFA, C.P.A./ABV  
Curriculum Vitae – Valuation & Venture Consulting

## **Education**

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University of Southern California, Graduate School of Business, May 1989  
Master of Business Administration (Concentration: Accounting/ Finance)  
Dean's List

University of Southern California, School of Business, December, 1985  
Bachelor of Science, Business Administration (Concentration: Finance)  
Dean's List

## **Professional Designations/Associations**

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Chartered Financial Analyst, CFA Institute

American Institute of Certified Public Accountants, Accreditation in Business Valuation

Certified Public Accountant (State of California – Inactive Status)

## **Recent Presentations/Testimony**

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Sonia Gallade vs. Richard A. Gallade, Et. al, January 2010, Superior Court of the State of California for the County of San Bernadino

Robin Stark v. Commissioner – May 2009, U.S. Tax Court (Los Angeles - Docket No. 10001-08), Expert Testimony, Fair Market Value of Intellectual Property.

Practicing Law Institute, April 2009, Webcast: “FAS 157: Recent Authoritative and Non-Authoritative Guidance”

Hedman Partners, April 2009, In-Firm Presentation: “Volatility, the VIX Index and Marketability Discounts”.

Kenneth Rosenblood vs. Discus Dental, Inc., January 2009, Superior Court of the State of California for the County of Los Angeles

Haskell & White, LLP, December 2008, “FAS 157: Fair Value Framework” and “FAS 141R: Purchase Price Allocation Update”

Practicing Law Institute, October 2008, Webcast: “FAS 159: Fair Value Option”