

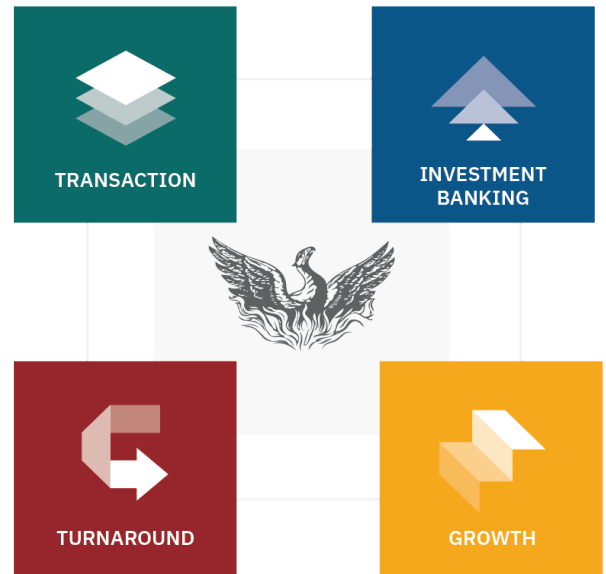


Summary Profile

Many business challenges, **one proven partner.**

As an experienced and trusted advocate for clients in any economic climate, Phoenix is a leader in implementing operationally focused business solutions.

For over 35 years, the Phoenix team has been effectively assessing complex situations to lead clients down a clear path towards stability and value maximization. With over 1,600 engagements completed nationwide, our professionals bring decades of experience operating on the frontlines to every business situation. We work as a partner to provide our clients and their stakeholders complete solutions that address the challenges they face throughout the lifecycle of the business. We provide a full range of value-focused services— **Transaction, Turnaround, Investment Banking, and Growth**—to deliver creative solutions to unique business challenges.



Phoenix **Suite of Services**

Our four service groups are stabilizing pillars for your organization to build and maximize long-term value.



Phoenix Transaction

Provides Quality of Enterprise®, quality of earnings, and operational diligence along with sell-side business preparation, post-transaction integration, and other transaction related support services to investors, business owners and lenders.



Phoenix Turnaround

Provides operationally oriented, hands-on turnaround management assistance, complex restructurings, crisis and interim management, liquidity management and forecasting, and operational solutions to its clients.



Phoenix Investment Banking

Provides special situation investment banking solutions including M&A advisory, private placements of debt and equity and complex balance sheet restructurings.



Phoenix Growth

Provides experience-based knowledge and guidance uncovering and capitalizing on key business opportunities through operational assessment and improvement, interim management, business plan validation, and integration and financial planning services.

Phoenix **Key Distinctions**

Maximum Value for Clients

Phoenix is a boutique advisory firm that provides operational and financial expertise as part of a comprehensive suite of services that delivers practical results and outstanding value.

Operational Emphasis

Our unwavering focus on operations is the driving force behind our approach on all engagements. We focus on unique business drivers to create sustainable and complete solutions that meet the needs of each client.

Seasoned Professionals

Well-seasoned in the art of achieving success, the Phoenix team has extensive, robust experience gathered from years in senior positions and roles in a wide variety of client environments. Every engagement is assured hands-on attention from a Phoenix Shareholder.

Investment Banking Solutions

Phoenix IB's in-depth approach to its investment banking services provides a level of value-added sophistication that exceeds market expectations and is generally unavailable from other investment banks.

Creative Solutions

We provide our clients with the services needed to address their unique situation and to maximize enterprise value. Phoenix has the vision needed to identify creative solutions and the expertise it takes to guide our clients to success.

Deliver Proven Results

We work closely with our clients to jointly address underlying business issues and set practical goals with a sense of urgency. Our objective is to foster collaborative relationships and work with our client's team to achieve results, quickly and efficiently.

Phoenix **Management Locations**

Philadelphia

110 Commons Court
Chadds Ford, PA 19317
Tel: 610.358.4700

Senior Managing Directors

Mitchell Arden Brian Gleason
Vincent Colistra Michael Jacoby

Senior Directors/Directors

Michael Gaul Kevin Barr
Mark Karbiner Patrick Bellot

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Senior Managing Directors

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Joseph Nappi

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Senior Managing Directors

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Michael Jacoby

Managing Directors

Al Mink
Rodney Gayle

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Managing Directors

Bayard Hollingsworth
Marc Sullivan, CFA

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Tel: 216.274.0522

Managing Directors

Rick Szekelyi

Directors

Jason Egger

Florida

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Fort Lauderdale, FL 33301
Tel: 954.332.2405

Senior Managing Directors

Vincent Colistra
Brian Gleason

Phoenix **IB**

Philadelphia

Michael Jacoby
Vince Colistra
Mark Karbiner
Michael Gaul

New York

Steven Rosenblum
Steven Warsaw

Boston

Joseph Nappi

Atlanta

Bayard Hollingsworth
Marc Sullivan

Phoenix IB is a U.S. registered broker dealer and a member of FINRA and SIPC, operating out of offices in Chadds Ford, PA and New York, NY. Securities offered through Phoenix IB.

Industries with Significant Experience

Agriculture/Aquaculture
Aircraft/Parts
Apparel
Automotive
Biomed/Biotech
Building Products
Business Services
Chemicals
Construction/Contracting
Consumer Products
Electrical Products
Energy
Financial Services/Leasing
Food & Beverage
Grocery
Health Clubs
Healthcare
Jewelry/Precious Metals
Machinery/Equipment
Manufacturing
Medical Products
Metal Products
Oil/Petroleum
Paper Products
Pharmaceuticals
Plastics
Printing/Publishing/Direct Mail
Public Sector/Not-for-Profit
Real Estate
Restaurants/Hospitality
Retail
Security
Supply Chain Distribution
Technology/Technology Services
Telecommunications
Transportation/Trucking
Utilities



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