

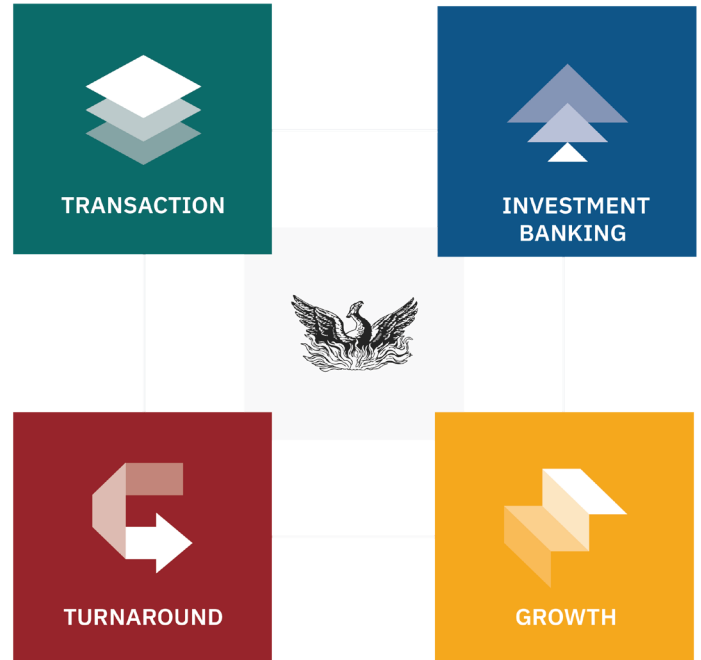


# Summary Profile

## 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

## Boston

50 Congress Street,  
Suite 843  
Boston, MA 02109  
**Tel:** 617.600.3600

### Senior Managing Directors

Jim Fleet  
Joseph Nappi

## New York

535 Fifth Avenue, Suite 1006  
New York, NY 10017  
**Tel:** 646.490.8800

### Senior Managing Directors

Brian Gleason  
Michael Jacoby

### Managing Directors

Al Mink  
Rodney Gayle

## Atlanta

3340 Peachtree Road NE  
Tower Place 100, Suite 1800  
Atlanta, GA 30326  
**Tel:** 404.814.5285

### Managing Directors

Bayard Hollingsworth  
Marc Sullivan, CFA

## Cleveland

The Crittenden Building  
Suite 310  
1382 West Ninth Street  
Cleveland, OH 44113  
**Tel:** 216.274.0522

### Managing Directors

Rick Szekelyi

### Directors

Jason Egger

## Florida

401 East Las Olas Blvd  
Suite 1400  
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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