

Situational. Investment Banking.

Phoenix IB® is a boutique, “special situations” oriented investment banking firm. Phoenix IB provides a holistic suite of transaction-based investment banking services ensuring that our clients have both the plan and the funding to successfully navigate and enhance value regardless of their situation.

Our services include:

Mergers & Acquisitions Advisory

Debt & Equity Capital Raising

Balance Sheet Optimization /
Refinancing

Restructuring Advisory &
Fairness Opinions

We are experts in distilling financial and operational complexity into opportunity for our clients. We work with businesses at all phases of their lifecycles, from inception through growth until exit, including all of the challenges, obstacles, opportunities, and growing pains along the way.

Phoenix IB is the investment banking affiliate of Phoenix Management Services, LLC, an operationally focused financial services firm focused on companies in transition.



1,600+

Diversified, special situation
engagements



40+

Countries where senior team
has completed assignments



35+

Years in business under
successive ownership



18

Years is the average tenure of
our senior team with the firm

Our senior team has held multiple leadership roles in numerous industry groups—guiding best practices and remaining at its forefront as the market constantly evolves over the last 35+ years.

Association for Corporate Growth

- Board Member and immediate past President of the Philadelphia Chapter of the Association for Corporate Growth
- Member of the Philadelphia Chapter of the Association for Corporate Growth Marketing Committee
- Middle Market Deal of the Year
- Industrial & Manufacturing Deal of the Year

Turnaround Management Association

- President of the Global Certification Oversight Committee for TMA
- Board Member and immediate past President of the TMA Northeast
- Member of the TMA Global Finance Committee
- TMA Global Board of Trustees

The M&A Advisor

- Restructuring of the Year
- Cross-Border Deal of the Year
- Distressed Deal of the Year
- Divestiture of the Year

What is a “Special Situation” Transaction?

- Special situation transactions involve a distinct complexity that must be properly managed and resolved to achieve an optimal outcome. Examples can include combinations of niche or multi-sector businesses, story-driven transactions, tight funding deadlines, enhanced leverage requirements, dual or multi-track fund raising or sale processes, distressed or turnaround situations including ~363 sale processes, or rapid unfolding, extra-ordinary growth scenarios.

“Special situations” require a distinct expertise.

Although there is not one specific feature that creates or defines a “special situation,” there is a distinct expertise required to lead clients in successfully navigating special situations, which we have built based on:

- **The Right Team**
Our team has diverse backgrounds in consulting, banking, asset management, operations, and industry. Every senior member of the firm has started and managed a business in the past, which is how we have cultivated a culture of doers rather than talkers.
- **The Right Approach**
Our approach is based on creativity, sound judgement, persistence, and technical proficiency. We are expert problem-solvers that can rapidly assess a situation, develop a holistic solution, and discreetly execute—always with efficiency and with a sense of urgency.
- **Track Record and Experience**
Our track record includes over 1,600 engagements as advisors, directors, interim executives, fiduciaries diligence/transaction advisors, and investment bankers on behalf of clients of all sizes, in dozens of countries, and in virtually every sector. This gives us unmatched credibility with, and access to, lenders, investors, and strategic buyers, as well as frequent off-market acquisition opportunities.

This unique expertise positions us to identify solutions that others simply miss and to execute those solutions in a manner that more traditional investment banks simply cannot.

Phoenix **IB** Locations

New York

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Managing Directors

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Steven Warsaw

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Senior Managing Directors

Michael Jacoby
Vincent Colistra

Senior Directors/Directors

Michael Gaul
Mark Karbiner
Kevin Barr
Patrick Bellot

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Senior Managing Directors

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Managing Directors

Bayard Hollingsworth
Marc Sullivan, CFA