

# Phoenix Capital Resources

## SUMMARY PROFILE

**Phoenix Capital Resources** specializes in providing capital advisory services to middle market companies in transition.

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

Phoenix Capital's commitment to our client is simple, to remain focused on our client's objectives in order to maximize the transactional value and return on investment to our clients. Regardless of the circumstances, our objective is the same: to maximize the transactional value and return on investment to our clients.

### Core Competencies

- Complex Restructurings and Recapitalizations
- Financial Advisory Services: Sales and Acquisitions of Businesses
- Capital Raises at all Levels of the Balance Sheet, including:
  - Senior Debt (Both Cash Flow and Asset-Based)
  - Second Lien ("B") Loans
  - Subordinated Debt
  - Equity (through PM Securities, LLC – Phoenix's Broker-Dealer subsidiary)
- Advisory Services for Chapter 11 Bankruptcies
  - Restructurings
  - Sales through Section 363 Auctions
  - DIP Financing

### M&A and Capital Advisory Transaction Experience

Over the past five years, Phoenix Capital has successfully executed 25 sale transactions of \$450 million, 20 financings of \$750 million, and 16 restructurings of \$775 million.



---

## PHOENIX KEY DISTINCTIONS

### Capital Advisory Solutions

Phoenix Capital's in-depth approach to its capital advisory services provides a level of value-add sophistication that exceeds market expectations and is generally unavailable from other capital managers.

### Mandatory Oversight By a Managing Director

Every engagement is assured hands-on care from a Phoenix executive. We shoulder the responsibility of making difficult decisions and ensure that these actions are completely aligned with our clients' goals.

### Professionals Are Employees

Phoenix relies on our team of full-time employees to lead change efforts. Our staff's specialized skills ensure high client satisfaction.

---

## INDUSTRIES WITH SIGNIFICANT EXPERIENCE

Aircraft and Parts	Equipment Leasing	Machinery & Equipment	Printing and Fulfillment
Apparel	Firearms	Manufacturing – all types	Publishing
Automotive	Food and Beverage	Measurement and Instrumentation	Retail – Niche & General
Biomed/Biotech	General Building Construction	Medical Products	Restaurants & Hospitality
Chemicals	Health Clubs	Metal Products	Security/Other Services
Consumer Products	Information Technology	Oil/Petroleum	Supply Chain Distribution
Convenience Stores	Jewelry/Precious Metals	Personal Products	Technology
Contract Manufacturing	Local Transportation	Pharmaceuticals	Telecommunications
Electrical Products			Utilities

---

## REPRESENTATIVE LIST OF LENDERS WITH PHOENIX ENGAGEMENT EXPERIENCE

Bank of America	ComVest	Key Bank	Sovereign Bank
Capital Finance	FifthThird	Marquette Business Credit	TD Bank
CIT	Firsttrust Bank	Merchants Bank	Univest
Citibank	HSBC	National Penn Bank	Valley National Bank
Citizens Bank	JP Morgan Chase	Omega Bank	Wells Fargo/Foothill
Comerica Bank	GE Capital	PNC	
Commerce Bank	Greystone Business Capital	Silicon Valley Bank	

---

## EQUITY SPONSORS IN RECENT PHOENIX ENGAGEMENTS

Advent International	Founders Equity	Main Street Resources	Watermill Group
Basso Capital	Goldhill Capital	Mellon Ventures	White Box Advisors
Bio-Ventures	GSC Partners	Merion Investment Partners	Woodside Capital
Chrysalis Capital	HIG Capital	Quad Partners	Yucaipa
CITIC Capital	Key Principal Partners	SCP Private Equity	Zero Stage Capital
DCC Growth Fund	LLR Partners	South Franklin Street Capital	
Dilmun Investment Partners	Laurus Funds	Summit Investment	

---

## Phoenix Management Services

### Phoenix Capital Resources

#### Headquarter Offices

110 Chadds Ford Commons (Philadelphia)  
Chadds Ford, PA 19317  
Tel: 610.358.4700

#### **Managing Directors and Shareholders:**

Mitchell B. Arden, CTP  
Vincent J. Colistra  
James E. Fleet  
Brian F. Gleason  
Michael E. Jacoby, CTP, CCM, CMC

#### Regional Offices

**Atlanta**..... 404.814.5285  
**Boston**..... 617.217.2889  
**Cleveland**.....216.832.6977  
**Ft. Lauderdale**.....954.332.2405  
**New York**.....212.292.4982  
**Washington, DC**.....202.466.0802

*PM Securities, LLC, a Delaware limited liability company and wholly-owned subsidiary of Phoenix Management Services, Inc., is a registered broker-dealer and NASD member firm, providing investment banking, private placement, merger, acquisition and divestiture services, operating solely out of Chadds Ford, PA.*