## PHENIXFIN



## **Investor Presentation**

September 30, 2023

### **Disclaimer**

## PHENIXFIN

#### Forward-looking statements and other information

This presentation contains forward-looking statements about the Company. These forward-looking statements reflect our current views with respect to, among other things, future events and our financial performance. These statements are often, but not always, made through the use of words or phrases such as "may," "might," "should," "could," "predict," "potential," "believe," "will likely result," "expect," "continue," "will," "anticipate," "seek," "estimate," "intend," "plan," "project," "projection," "forecast," "goal," "target," "would," "aim" and "outlook," or the negative version of those words or other comparable words or phrases of a future or forward-looking nature. These forward-looking statements are not historical facts, and are based on current expectations, estimates and projections about our industry and management's beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond our control. The inclusion of these forward-looking statements should not be regarded as a representation by us, the underwriters for any offering of our securities or any other person that such expectations, estimates and projections will be achieved. Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict. Although we believe that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements.

All information contained herein speaks only as of the date of this presentation, except where information is stated to be presented as of a specific date and unless otherwise noted, all financial and other statistics are as of the most recent quarter, September 30, 2023. The information presented or contained in this presentation is subject to change without notice. The Company undertakes no duty to update or revise the information contained herein, publicly or otherwise, including any forward-looking statements, except as required by law. Neither the delivery of this presentation nor any further discussions of the Company, any of its affiliates, shareholders, directors, employees, agents, advisors, representatives or the underwriters with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date.

There can be no assurance that PhenixFIN will achieve its investment objective. Past performance does not guarantee future results. Our share value and the value of our other securities may fluctuate. Investors should consider the investment objectives, risks and expenses of PhenixFIN carefully before investing. The latest form 10-K and subsequent quarterly reports filed on Form 10-Q contain more detailed information about PhenixFIN. There is no guarantee that any of the estimates, targets or projections illustrated in these materials and any presentation of which they may form a part will be achieved. There can also be no assurance that our strategies employed will be successful. Also, there can be no assurance that we will be able to utilize any or all of our tax assets. Any references herein to any of PhenixFIN's past or present investments or its past or present performance have been provided for illustrative purposes only. It should not be assumed that these investments were or will be profitable or that any future investments by PhenixFIN will be profitable or will equal the performance of these investments. Our portfolio composition and allocations to investment types and asset classes may change anytime. The information contained herein has been derived from financial statements and other documents provided by portfolio companies unless otherwise stated.

PhenixFIN is subject to certain significant risks relating to our business and our investment objective, including, for example, the potential volatility of our common stock price, the illiquidity of our investments in portfolio companies, the significant concentration of our assets in our asset-based lending and certain other controlled businesses and significant credit risk associated with our debt/loan investments in portfolio companies such that these portfolio companies may not pay interest and/or principal and the entire investment may be lost. For a detailed description of the risk factors impacting the Company, please read the "Risk Factors" sections of our recent SEC filings. This presentation should be read in conjunction with the Company's recent SEC filings.

### Who We Are

## PHENIXFIN

## Publicly Traded Business Development Company

- Nasdag symbol "PFX"
- 5.25% Notes due 2028 listed on NASDAQ under the symbol "PFXNZ"
- 3-year \$50 million credit facility with Woodforest as lead arranger (SOFR + 2.90%)
- Management professionals with 80+ years of collective industry experience

## Strong Shareholder Alignment

- Internalized management structure aligns interests and eliminates ongoing management and incentive fees which will positively impact NAV over time
- Management and Board own or control 20%+ of the Company's stock
- Share repurchase since announcement repurchased ~24% of our shares outstanding

## Tax Advantaged Characteristics

- Significant potential value to be unlocked through the optimization of a ~\$512 million long-term capital loss carryforward in addition to existing NOLs
- Ability to retain earnings and grow net asset value per share over time

#### **Investment Focus**

- Our investments span both the liquid and private credit/equity markets. We range from investing in broadly syndicated issuers to providing lower middle market companies with highly customized/structured capital solutions, positioning us to maximize potential in various market conditions
- In the private markets we can provide capital to companies in connection with leveraged buyouts, acquisitions, recapitalizations and growth financings

## Portfolio Overview

- Portfolio of \$226 million at fair value
- Focus on optimizing NII and NAV/share growth
- Weighted Average Yield to Maturity 13.3% on debt and other incoming producing Investments
- Drive value through opportunistic investments which may utilize tax attributes

## **Dual-Vertical Investment Strategy Driving Shareholder Value**

# PHENIXFIN

### **Credit & Equity Investments**

- Lower middle market loans with opportunistic minority equity investments
- Broadly syndicated loans
- Senior secured loans
- Asset-based loans
- Equity

Strategy

Structure

Allocation

~78% of the portfolio at fair value

### Investment Platform(s)

- Control investments in niche alternative finance companies
- Opportunistic acquisitions of operators in other specialty verticals
- Current holdings include FlexFIN, an asset-based lender in the jewelry and diamonds industry
- Control equity

~22% of the portfolio at fair value

## **Flexible Mandate for Credit and Equity Investing**

	Credit Investing	Equity Investing
Portfolio Compositions	<ul> <li>Directly originated senior secured, floating rate loans</li> <li>Broadly syndicated first lien loans with underlying liquidity</li> <li>Senior secured &amp; high yield bonds</li> </ul>	<ul> <li>Co-investments through directly originated credits</li> <li>Investments in directly originated minority or majority equity opportunities</li> <li>Publicly-traded investment opportunities</li> </ul>
Focus	<ul> <li>ABL</li> <li>First lien</li> <li>Opportunistic Term B or Second lien</li> <li>Convertible debt</li> </ul>	<ul><li>Convertible equity</li><li>Preferred equity</li><li>Common equity</li><li>Warrants</li></ul>
Due Diligence & Risk Management	<ul> <li>Robust, private equity-style due diligence process:</li> <li>Quality of cash flows (focus on adjusted numbers)</li> <li>Financial and negative covenants</li> <li>Governance and alignment</li> <li>Risk management</li> <li>Iterative ongoing diligence process</li> <li>Investment team is in regular dialogue with management teams, sponsors and third parties monitoring credit performance, earnings, and macro/micro market events</li> </ul>	<ul> <li>Team approach</li> <li>Real time communication with portfolio companies and colenders</li> <li>Re-underwriting process with new information and market changes</li> </ul>

### **Launch or Acquire Complementary Investment Platforms Over Time**

### FlexFIN, LLC – launched August 2021

FlexFIN is an alternative finance platform which operates an asset-based lending business to the diamond and jewelry industry. FlexFIN enters secured loans and secured financing structures with borrowers. FlexFIN is a partnership between Kwiat Enterprises and PhenixFIN Corporation.

- FlexFIN currently provides quick and reliable financing to the gem and jewelry trade, providing capital on higher value jewelry and gemstones.
- Partnership with strong industry operator Kwiat is a 116-year-old diamond and jewelry house with global relationships and knowledge of the industry. Extensive and secure infrastructure to effectively operate the business.
- Revenue generator for PhenixFIN FlexFIN provides a favorable income stream to PhenixFIN with significant collateral protection.
- As of September 30, 2023, the FlexFIN portfolio was comprised ~\$40 million of financing.









## **Ongoing Strategic Initiatives to Drive Shareholder Value Over the Long-Term**

Key Objectives	Description	Current Status
Reposition Investment Portfolio	<ul> <li>Grow net investment income through enhancing current yield within the portfolio</li> <li>Invest across the capital structure in private and public investment opportunities</li> <li>Grow net asset value per share</li> </ul>	<ul> <li>32% NAV growth since internalization on January 1, 2021</li> </ul>
Shareholder Support	<ul> <li>Provide shareholder support in the secondary market through repurchase program</li> <li>Better alignment of interest across all stakeholders</li> </ul>	<ul> <li>Purchased ~24% of outstanding shares since implementation in 2021</li> </ul>
Platform Acquisitions	<ul> <li>Launch and / or acquire accretive platform operators in specialty finance or other niche, complementary verticals</li> </ul>	<ul> <li>Continue to remain inquisitive across a strong pipeline of platform investment opportunities</li> </ul>
Balance Sheet Strength/Optimization of taxes	Continued Optimization of tax-attributes	<ul> <li>Strong Balance Sheet and liquidity</li> </ul>

### Stable Financial Position with Strong Portfolio and NAV Growth

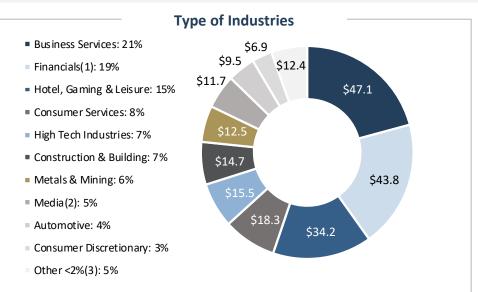
#### **Summary Capitalization Table**

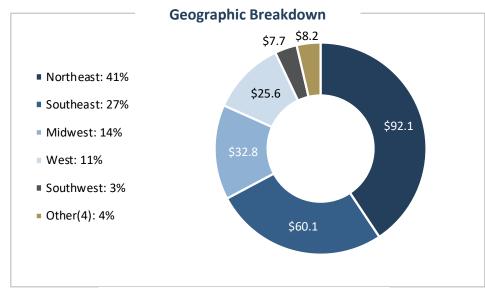
(\$ in tho u	ısands)	 9/30/2023	 9/30/2022
Assets			
1 Cash		\$ 5,988	\$ 22,768
2 Portfol	io at Fair Value	226,461	192,957
3 <u>Debt</u>			
2023 N	lotes (1)	\$ -	\$ 22,522
2028 N	lotes (1)	57,500	57,500
Credit	Facility	28,442	-
Total D	ebt	\$ 85,942	\$ 80,022
4 Equity			
Net Ass	ets	\$ 146,706	\$ 120,845
NAV pe	er Share	\$ 70.75	\$ 57.49
Debt /	Equity	0.59x	0.66x
Unfund	led Commitments	\$ 3,375	\$ 6,028

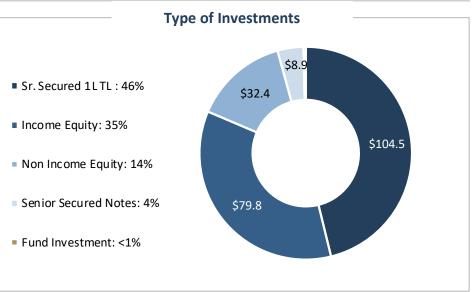
#### **Commentary**

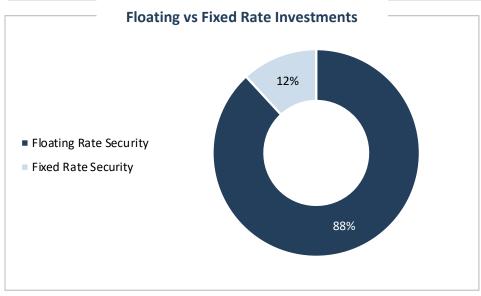
- Meaningful liquidity position provides balance sheet flexibility
  - Ability to quickly deploy into new investment opportunities
  - Strong coverage relative to unfunded commitments of \$3.4 million
  - Opportunistically repurchase shares
- Portions of portfolio migrated to liquid Level 1 assets and current, cash yielding debt and equity investments
- 3 Conservative leverage profile with debt to equity of 0.59x relative to industry average of ~1.20x
  - Refinanced remaining portion of 6.125% 2023 Notes in January 2023
  - 2028 Notes carry an attractive rate at 5.25% and do not mature until November 2028
  - \$50mm Credit Facility (SOFR + 2.90)
- 4 Strong and growing equity base
  - Share repurchase program drives NAV accretion and overall value to shareholders
  - Ability to retain earnings due to significant ~\$512 million long-term capital loss carryforward and existing NOLs

### **Current Portfolio of \$226.5 Million at Fair Market Value**









<sup>(1)</sup> Includes Banking, Finance, Insurance and Real Estate (2) Includes Broadcasting and Subscriptions

### Our Primary Focus is Earnings Retention and Reinvestment, Driving NAV and Portfolio Growth



<sup>(1)</sup> Portfolio at fair market value

<sup>2)</sup> Compound Annual Growth Rate



**Financial Overview** 

PHENIXFIN

## PHENIXFIN

## **Recent Financial Highlights**

## Balance Sheet

Total Assets: \$239.7 million

Cash Balance: \$6.0 million

Total Liabilities: \$93.0 million

NAV: \$146.7 million

NAV per common share: \$70.75

Asset Coverage: 270.7%

## Income Statement

- Total Investment Income: \$20.1 million
- Total Expenses: \$13.6 million
- Net Investment Income: \$6.5 million
- Weighted Average Shares outstanding: 2,092,326

## Investment Portfolio

- Total FMV: \$226.5 million
- Weighted average yield to maturity on debt investments 13.3%
- \$29.6 million deployed this quarter, including investments in new portfolio companies
- Diversified investment portfolio consisting of 42 positions

## **Balance Sheet**

## PHENIXFIN

(\$ as stated)	Sep 30, 2023	Sep 30, 2022
Assets:		
Investments at fair value		
Non-controlled, non-affiliated investments (amortized cost of \$134,339,121 and \$147,378,917, respectively)	\$ 125,531,031	\$ 122,616,275
Affiliated investments (amortized cost of \$48,233,910 and \$30,585,884, respectively)	37,289,617	12,314,192
Controlled investments (amortized cost of \$82,437,692 and \$85,483,093, respectively)	63,640,043	58,026,182
Total Investments at fair value	226,460,691	192,956,649
Cash and cash equivalents	5,988,223	22,768,066
Receivables:		
Interest receivable	971,115	727,576
Paydown receivable	-	112,500
Dividends receivable	161,479	269,330
Other receivable	31,425	36,992
Other assets	833,000	1,192,677
Deferred financing costs	699,124	50,000
Due from affiliate	409,214	271,962
Prepaid share repurchase	199,019	489,156
Receivable for securities sold	3,940,175	-
Total Assets	\$ 239,693,465	\$ 218,874,908
Liabilities:		
Credit facility and note payable (net of debt issuance costs of \$1,688,835 and \$2,059,164, respectively)	\$ 84,253,106	
Payable for securities purchased	4,123,059	16,550,000
Accounts payable and accrued expenses	3,066,984	2,040,277
Interest and fees payable  Deferred revenue	690,398 421,685	503,125
Other liabilities	432,698	325,602 572,949
Due to broker	432,056	372,343
Administrator expenses payable		74,911
Total Liabilities	92,987,930	98,029,500
	32,367,330	98,029,300
Net Assets:		
Common Shares, \$0.001 par value; 5,000,000 shares authorized; 2,073,713 and 2,102,129 common shares outstanding, respectively	2,074	2,102
Capital in excess of par value	694,812,239	675,401,802
Total distributable earnings (loss)	(548,108,778)	(554,558,496)
Total Net Assets	146,705,535	120,845,408
Total Liabilities and Net Assets	\$ 239,693,465	\$ 218,874,908
Net Asset Value Per Common Share	\$ 70.75	\$ 57.49

## **Income Statement**

## PHENIXFIN

		For t	he Years Ended Sep 30,	
s stated)	2	.023	2022	2021
rest Income:				
rest from investments				
on-controlled, non-affiliated investments:				
Cash	\$	8,031,539 \$		5,974
rayment in-kind		506,555	444,741	609
filiated investments:				
ash		1,925,293	639,733	1,099
ayment in-kind		460,856	374,981	32
ntrolled investments:		667.040	2 400 204	-
Cash		667,312	2,489,381	7.
ayment in-kind		557,981		
interest income		12,149,536	9,156,686	8,08
dend income		6,856,268	5,503,425	21,56
rest from cash and cash equivalents		400,031	139,942	1
income		324,290	420,279	2,56
erincome		402,138	323,828	7
I Investment Income		20,132,263	15,544,160	32,30
inses:				
e management fees		-	-	1,14
rest and financing expenses		5,531,833	5,113,105	5,80
rries and benefits		4,186,852	2,952,106	1,99
fessional fees, net		1,404,676	1,340,828	55
eral and administrative expenses		983,274	1,103,125	1,01
ctors fees		728,833 466,319	712,000 590,178	1,03
rance expenses		320,319	301,281	1,61 61
inistrator expenses				
l expenses		13,622,097	12,112,623	13,78
Investment Income		6,510,166	3,431,537	18,52
ized and unrealized gains (losses) on investments				
realized gains (losses):		\		
on-controlled, non-affiliated investments		(10,538,228)	810,240	7,74
filiated investments		(1,018,267)	4,408,961	(10,08
ntrolled investments		23,456	1,850	(40,14
net realized gains (losses)		(11,533,039)	5,221,051	(42,48
change in unrealized gains (losses):				
n-controlled, non-affiliated investments		15,954,552	(16,701,153)	(5,02
filiated investments		7,327,399	96,490	(10,34
ntrolled investments		8,659,262	2,141,326	40,72
I net change in unrealized gains (losses)		31,941,213	(14,463,337)	25,36
on extinguishment of debt		-	(296,197)	(12
al realized and unrealized gains (losses)		20,408,174	(9,538,483)	(17,24
Increase (Decrease) in Net Assets Resulting from Operations	\$	26,918,340 \$	(6,106,946) \$	1,27
ghted average basic and diluted earnings per common share	\$	12.87 \$		
ghted average common shares outstanding - basic and diluted		2,092,326	2,323,601	2,67

## **Corporate Information**

## PHENIXFIN

#### **Senior Management**

David Lorber Chairman & CEO Ellida McMillan CFO

#### **Research Coverage**

Oppenheimer & Co.
Mitchel Penn

#### **Credit Facility Bank Provider**

**Woodforest National Bank** 

#### Website

PhenixFIN Corporation www.phenixfc.com

#### **Independent Directors**

Arthur Ainsberg
(Lead Director)

Karin Hirtler-Garvey

Lowell W. Robinson

**Howard Amster** 

## PHENIXFIN

#### **Advisors**

Corporate Counsel

Kramer Levin Naftalis & Frankel LLP

Auditors KPMG LLP

**Transfer Agent** 

Equiniti Trust Company, LLC (fka American Stock Transfer & Trust Company)

#### **Nasdaq Listings**

Common: PFX

2028 Notes: PFXNZ

#### **Investor Relations**

Investor Relations
P: (212) 859-0390
E: info@phenixfc.com

#### **Corporate Headquarters**

445 Park Avenue, 10<sup>th</sup> Floor New York, NY 10022

## PHENIXFIN

## **Our Key Leadership Team**



**David Lorber**Chairman, Chief Executive Officer



**Leadership Experience:** 

- Chairman and Chief Executive Officer of PhenixFIN Corporation
- Co-Founder of FrontFour Capital Group LLC, an investment adviser, and has served as a Portfolio Manager since January 2007
- Co-Founder of FrontFour Capital Corp., an investment adviser, and has been a Principal since January 2011
- Prior experience includes Pirate Capital LLC, Vantis Capital Management and Cushman & Wakefield, Inc.
- Served as a lead director of Ferro Corporation, director of Aerojet Rocketdyne Holdings, Inc., director of Huntingdon Capital Corp and as director of Fisher Communications Inc.
- Mr. Lorber earned his BS from Skidmore College



Ellida McMillan
Chief Financial Officer

**Leadership Experience:** 

Alcentra Capital Corporation

- Chief Financial Officer of PhenixFIN
- Served as Chief Financial Officer and Chief Operating Officer of Alcentra Capital Corporation, a NASDAQ-traded BDC, from April 2017 through February 2020
- Previously served as Chief Accounting Officer of Alcentra Capital,
   Treasurer and Secretary of Alcentra Capital from November 2013
   through April 2017
- At Alcentra, Ms. McMillan built the company's financial and operating infrastructure, oversaw the IPO and initial NASDAQ listing, as well as assisted in all corporate M&A and strategic processes involving the BDC
- Ms. McMillan earned her BS from Fairfield University