

A black and white photograph of a city street. In the foreground, there are ornate, dark metal railings or fence posts with decorative finials. The background is heavily blurred, showing a street with a car and other urban elements, creating a bokeh effect with light spots.

The Phoenix



Phoenix Holding Incorporated

The Phoenix is a globally integrated platform that serves as a faith based private merchant bankers with a focus on financial services, asset management, real estate and M&A for its own accounts and that of its investment partners.

The Phoenix Fintech capabilities provide solutions in managing liquidity as well assisting in the creation of innovative funding structures.

Our vision, investment ideology, and disciplined execution expertise allows us to act as project principals with capabilities beyond the boundaries of traditional debt and private equity markets.

Specialized Investment Platforms

The Phoenix tailors the formation of investment platforms responding to specific project financing requirements.

The Investment Platforms are fully independent based upon the underlying asset class. The financially engineered product incorporates globally regulated solutions in the formation of synthetic or non synthetic trust offerings that capture underlying yield derivatives for a fixed tenure of income potential. The offerings capture derivatives on annuities and continue to derive for the tenure of the asset portfolio, thus allowing a risk adjusted, sustainable cash flow for distribution to our investors and partners.



INVESTMENT PLATFORMS



Infrastructure

The Phoenix infrastructure platforms assure well planned, well executed, technologically advanced project planning and development. Infrastructure, operational and asset management capabilities provide for enhanced performance of infrastructure investments.

Real Estate

Energy

Mining & Metals



An Integrated Financial Services Platform

The Phoenix Dynamic Processes

KNOWLEDGE

We benefit from diverse global resources in the execution of market focused analytics, project research, validation and development.

UNDERWRITING

We provide disciplined, institutional quality underwriting, isolating risk and validating the economic transactional fundamentals, while providing a value-based methodology maximizing returns to shareholders.

ECONOMICS

We track and control the bondability, issuance of securities for subscriptions, formation of dividend returns, integrated credit enhancement value, model stress testing, and transactional formation.

RISK

We provide risk transfer management, tax management, hedge risk management, repatriations and fund management, supported by ongoing active asset management protecting long-term value.

CLOSURE

We implement operational and management plans focused on underlying asset performance and sustainability, coupled with exit strategy management and value creation models.



Commercial & Retail Real Property

The Phoenix provides experienced market focused resources within the mixed-used commercial and retail real estate sectors, from resort and recreational to urban, city-center based developments.

The Phoenix strategically deployed commercial & experiential infrastructure capabilities drive enhanced user experience and financial performance, thereby protecting long-term values.

Project Development

The Phoenix has extensive experience in the development of mixed-use real estate and provides for the efficiencies, security, and risk mitigation that our investors, partners, and our clients' demand.

Our expertise ensures engagement of the very best professionals in the planning and execution of projects. From project envisioning and entitlements, through to full operational status, our focus is on build quality, process optimization and on-time/on-budget delivery.



The Phoenix Operations

Infrastructure Management and Operations

Family Office and Funds Management

Merger and Acquisition

Entertainment Sports and Leisure

Legal and Accounting

Feasibility Evaluation and Analysis

Corporate Project Underwriting & Financing





The Phoenix' integrated platform delivers full project lifecycle capabilities

The Phoenix' Global Competitive Advantage

The global reach and unique expertise of The Phoenix' capabilities are enhanced by a privileged network of professionals, investors, and financial partners. Together, these strategic global partnerships deliver market solutions with successful results.

1 Depth of Experience

We have delivered projects worldwide, covering urban, resort, mixed-use, hospitality, green energy, and transportation sectors and are committed to continuing to create and build value on behalf of our clients and partners. Our distinct ability to add value to a project lies in our integrated platform, delivering highly trained professionals in conjunction with proven process optimization maximizing ownership returns. The Phoenix' network allows us to deploy the best professional team members to the right places.

2 Bold Thinking

We continually invest in R&D and are leaders in identifying and implementing best practices and techniques that have become the standard in the business of global market intelligence, strategic planning, and project execution. We strive to find more efficient, cost effective ways to innovate by utilizing the latest technologies and solutions that deliver higher returns.. The Phoenix' diverse expertise with leading global brands and experiential infrastructure offer exceptional results for our clients and partners.

3 Organizational Strength

Our integrated platform brings broad based expertise across the entire spectrum of project development. This includes planning, underwriting, marketing, sales, operations, project financing, and ongoing asset management. This breadth of experience enables us to develop comprehensive and cross-functional solutions focused on project-specific needs for our investors, partners, and clients.

4 Trusted Partnerships



HSBC



BANK OF AMERICA 

5 Disciplined Process

From envisioning, planning, and executing through to full implementation and operational status, The Phoenix offers disciplined process management and best practice utilization in conjunction with strategic execution capabilities. Our best-in-class value engineering expertise optimizes project value on a step by step basis throughout a project's evolution.



Global Transactional Expertise

The Phoenix transactional teams have extensive experience in structuring and closing complex acquisitions, joint ventures, mergers and dispositions. The Phoenix provides for sophisticated financial engineering from Sovereign and Government sponsored infrastructure projects, to Institutional real estate portfolios, our granular approach to deal structuring ensures risk adjusted financial objectives are achieved.

We are a value driven organization focusing on opportunities that offer above market returns when coupled with our extensive capabilities in transforming, developing, operating and asset managing real estate. Our financial services platform provides for capital markets solutions through efficient structuring based upon strong economic fundamentals.

We seek to unlock hidden value, thereby enhancing returns to our owners, investors, and partners.

A black and white photograph showing a person's hand holding a white cane. In the foreground, there is a dark leather bag with a strap and a lanyard with a white tag. The tag has some text and a logo on it. The background is blurred.

Executive Team

Jim Pomeroy

Chairman
Managing Director
The Phoenix



James Pomeroy is Chief Executive Officer of Phoenix Holding Incorporated and is Group Chairman of the company's executive management team.

In this role, he leads the day-to-day operations of the business and drives the firm's strategy globally. Specifically, he interfaces with all the divisions including the creation and development of the company's Swiss white label bond offering platform resident in Zurich, Switzerland. Through this endeavor he routinely interfaces with major financial institutions including UBS, Credit Suisse, HSBC Bank PLC, HSBC Hong Kong, and the Swiss Six.

Pomeroy is also Managing Director of Ma Niel UK Limited, where he is responsible for managing and driving growth for all of Phoenix Holding's businesses in Mexico. He joined the firm in 2016 as Chief Executive Officer and negotiated all aspects of the US\$6b in certificates of deposit with HSBC Mexico.

Pomeroy has more than 35 years of global private merchant banking and bond offering experience. He has extensive bond, strategic, advisory and capital markets experience, advising on hundreds of transactions across all countries and sectors.

Prior to joining the company, Pomeroy worked at Drexel Burnham & Lambert in New York, most recently as member of High Yield Bond Department, responsible for debt and equity origination and execution activities for the firm. He joined Drexel Burnham in 1983 as assistant to Archibald Albright and negotiated major bond market placements interfacing with major financial institutions and securities firms. He and his colleagues developed more than a dozen securities types at all levels of the capital structure to help thousands of entrepreneurs grow their businesses and create jobs.

After Drexel Burnham, Pomeroy worked in the Institutional Bond Placement Markets division of Cheverie & Company Merchant Bank for almost 10 years in Boston and New York City. He joined Cheverie & Company in 1986 and negotiated major bond market interfacing with Bank of Boston, Bank of New York, Chemical Bank, Bank of America and Fleet Bank wherein he negotiated wraps of private bond issues to provide bond ratings of A, AA, and AAA.

After Cheverie; Company, Pomeroy worked at Corporation of the BankHouse for almost 15 years in Boston. He joined the BankHouse in 1995 and in 1998 engaged in a series of (US\$19 billion dollars) international banking investments through ABN Amro. At this time he engaged in specialty meetings inside both Credit Suisse and UBS and these meetings focused on institutional financial instruments inclusive of Bonds, SBLC's and institutional trade financial instruments. After recovery of these funds, Pomeroy began work at HSBC Hong Kong specializing in floating rate bonds. He was responsible for institutional wraps in order to enhance the bond value He also engaged in the development capital markets as well as specialty bond placement with HSBC Bank PLC.

He holds a bachelor's degree in finance with honors from the University of Maine and a PHD in Religious Education at St. Petersburg University.



Paul White

**Special Advisor to the Chairman
The Phoenix**

Paul is a 1970 graduate of Lehigh University with a BSEE. During his professional career, Paul was employed at Westinghouse Defense and Electronic Systems Center in Baltimore, MD from 1969 until 1974, involved in the development of high-power microwave systems for use in airborne radar applications.

In 1974, Paul joined the Hewlett Packard Company as an Instrument Field Sales Engineer until 1980. While at HP, Paul also developed and taught several courses at the Johns Hopkins University Applied Physics Labs, including “Microwave Integrated Circuit Design” and “Microwave Measurements”.

In 1980, Paul became a partner in Applied Engineering Consultants, a manufacturer’s representative firm. In this capacity, Paul provided sales and applications support for a variety of microwave suppliers to the major defense contractors in the Baltimore/Washington marketplace.

In 1987, Paul left Applied Engineering to found Chesapeake Microwave Technologies, Inc., a manufacturer of active microwave components and subsystems. During his 13 years at Chesapeake, the company grew from a small engineering “job shop” to a significant provider of microwave power amplifiers for both defense and commercial wireless customers. It was sold to Andrew Corporation, a Fortune 500 company, in 1999.

After the sale of Chesapeake to Andrew Corporation, Paul served as Andrew’s Chief Technologist for active products, as well as the Director of Engineering. Paul was a Co-founder of IDSI after leaving Andrew Corp in 2002. Over the next 5 years, IDSI grew from 2 employees to 170 with annual revenues of almost \$100M. IDSI was sold to General Dynamics C4Systems Division in 2008.

Paul retired from GD at the end of 2008, moving to Florida in 2009. He continues to sit on 4 corporate boards as well as several non-profit boards. He continues to be active as a leader and mentor at The Bridge Church in Bradenton, FL.



Alain LeMieux

Managing Director

Demeter Management and Commercialization Inc

Intuitive and tenacious, rewarded for his proven consistent ability to complete results-oriented, complex negotiations and transactions. Over the past 40 years, Alain has acquired extensive experience in a broad range of private and public, government and intergovernmental corporate transactions, start-up projects, infrastructure, financings, mergers, and acquisitions, including the development and implementation of bilateral government transactions internationally.

Alain now provides consulting services in business development, corporate structures, and integrations for several international corporations, governments, and start-ups, mainly aiming at Green Energy, Innovation technologies, Carbon Credits, Branding, and Marketing sectors.

In 2019, he also became an active partner in a boutique engineering firm, Groupe S Fortier Inc., which participates in the development, coordination, and execution of a multitude of projects for different industries in the environment, water and wastewater management, and treatment, information technology, agri-food, and 3D printing. Its clients include recognized firms such as Tetra Tech QI Inc., Domtar Inc., and Waste Management Inc.

In April 2022, after several months of working closely with James Pomeroy, Group Chairman of The Phoenix, Alain finalized the transfer of its Montreal-based Canadian corporation, Demeter Management and Commercialization Inc., which has an extensive relationship with Scotiabank, to Phoenix and retained 10% ownership through its co-owned corporation Steadfast Industries Inc.



Michael Ducas

Chief Financial Officer
The Phoenix

Michael Ducas, a highly accomplished and professional finance and tax executive, serves as the Chief Financial Officer for The Phoenix global family of companies.

He manages all financial planning, control, and compliance of the organization, ensuring to maintain best-in-class standards across all finance and accounting areas.

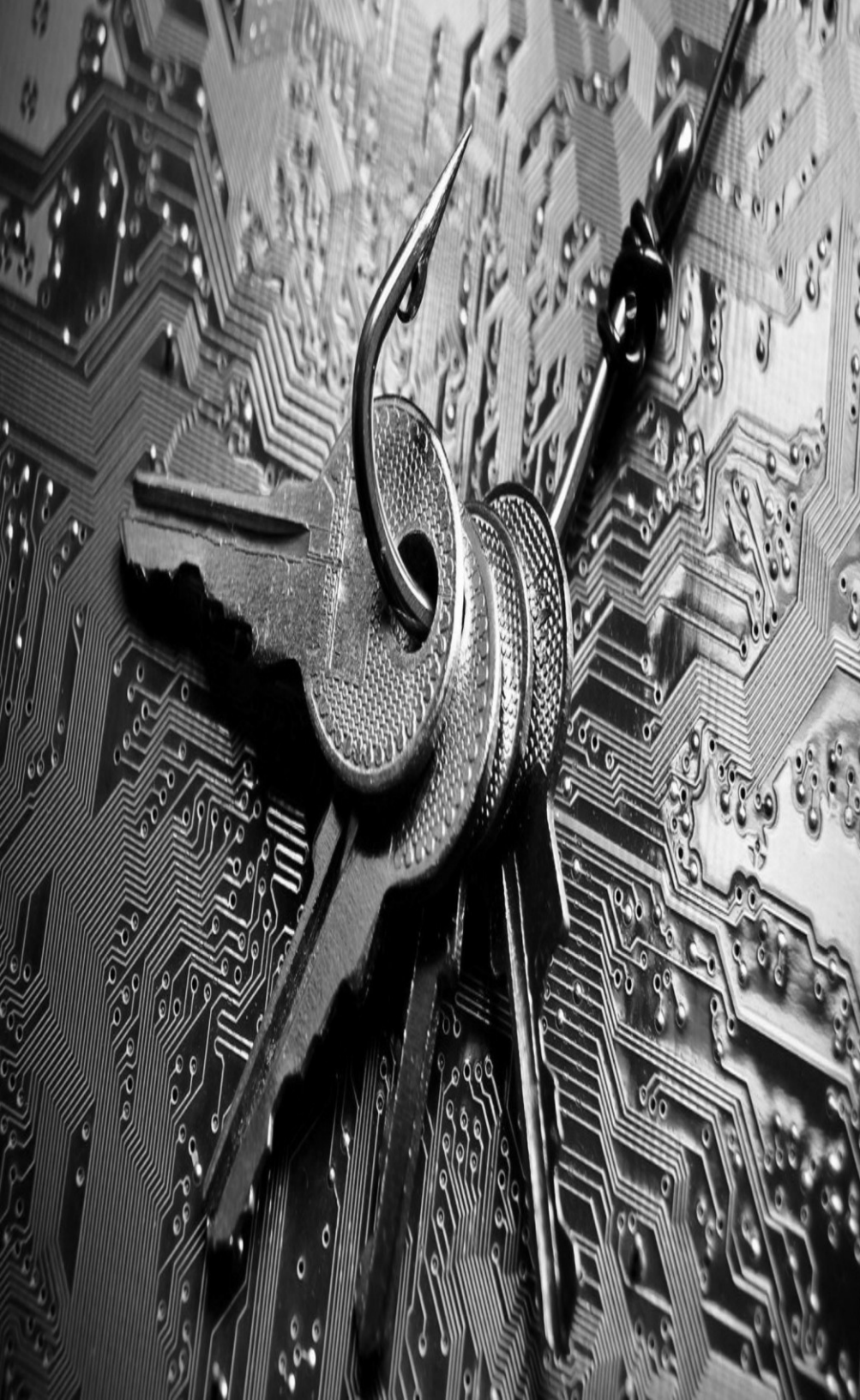
Michael has worked for Sanofi Pasteur Inc., a \$60 billion worldwide pharmaceutical company, having served in several lead financial and tax positions including Director of North American Tax reporting to U.S. CFO and VP of Tax Worldwide for the global vaccine division of Sanofi S.A. He also served as the CFO in a joint venture between Sanofi S.A. and Merck Co.

Mr. Ducas later served as the Vice President of Tax and Chief Tax Officer in North America for Havas Advertising, Inc., a \$10 billion advertising company with operations in 82 countries.

Michael worked as the CFO of HDIMAX, Inc., a digital publishing and broadcast company, where he maintained finance and accounting areas to the highest standards. He organized and stewarded the reverse merger with Zonzia, Inc., allowing HDIMAX, Inc. to emerge as a public company.

Most recently, Michael founded his own CPA firm, specializing on tax planning and compliance and corporate financing and governmental audits.

Mr. Ducas graduated from The Pennsylvania State University with a Bachelor of Science in Accounting, and from Marywood University with an MBA in Finance. He also earned Executive MBA's from Wharton School of Business and Harvard University.



Aleksander Pomeroy

Data and Cyber Security Director
The Phoenix

Alek is an information security expert focused on our Cyber Security efforts to directly protect the Company. He has strong experience in providing strategic level leadership in, highly available technology solutions, with a specialization in compliance systems, processes, and policies that drive improvements to business performance.

Aleks' professional history includes leading technical training programs for military personnel, with expertise in deploying business and technology resources according to operational requirements and compliance standards. Organizes and supports IT teams to ensure excellent user support and quality customer experiences. Knowledgeable in enterprise IT infrastructures and support processes, with a technical focus on cybersecurity and information assurance. Currently seeking professional roles as an Information Security Officer.

Certified Ethical Hacker (CEH) - EC COUNCIL

Lean Six Sigma Black Belt

NSE 4 & 7 – Fortinet

Security + Certification - COMPTIA

CYBERSECURITY EXPERTISE: Vulnerability Scanning, Penetration Testing, Office 365, Exchange, Transport rules, DLP, Business Continuity and disaster Planning, EDR, NDR, XDR, SOC, NIST 800-53, 800-171, HITRUST, HIPAA, PCI-DSS, SOC 2, Encryption, Azure, Azure AD, Physical Security and implementations, Firewall Security configurations, route, and policy review, Data Security, Network Security, AWS.



Ramiro Sanchez

Chief Trade Desk

The Phoenix

Ramiro has an extensive background in international markets with a focus on creating innovative solutions to complex regulatory, environmental, and cultural barriers. Ramiro utilized his expertise in identifying cross-border trade opportunities and linking those opportunities with raw material deficiencies creating solutions to expand the market presence of Sears World Trade, where he created solutions for the trans-boundary movement of commodities and their by-products.

Mr. Sanchez utilized his relationships in Latin America to coordinate credit facilities designed to assist the private local market iron ore mines to finance the highly capital-intensive mining and transport process facilitating the sale of direct shipping ore to the Chinese markets at below market costs during a period of rapidly increasing prices in the seaborne markets.

Ramiro's innovative structures and unique relationships brought him the significant attention of hedge funds and private equity firms, and over the past five years he has served in executive and board member positions for a number private companies with a focus on commodities, energy, and real estate markets in the United States, Europe, and the Middle East. With Mr. Sanchez overseeing the trade desk, Ma Niel Phoenix is assured of continued growth and expansion into new markets.

Mr. Sanchez is a graduate of the University of Miami holding degrees in International Finance and Marketing. He also holds multiple licenses for insurance and financial services.

Ramiro is fluent in English and Spanish and is passionate about international cultures.



The Phoenix

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