

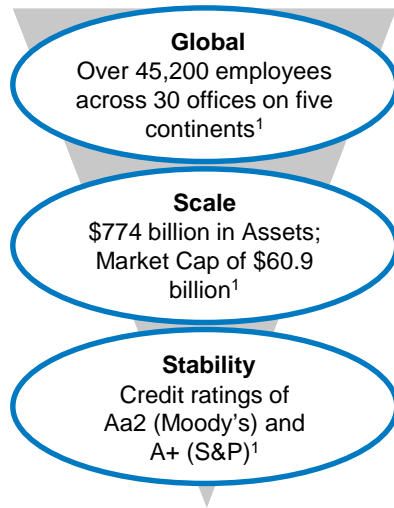
# Financing Trends in Wire & Rod World

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We're here to help.™

# BMO Overview – A Leading North American Financial Institution



**BMO**  **Financial Group**

## Global Banking Operations



### Commercial Lending

- Cash Flow Lending
  - ABL Lending
- Investment Grade Debt
  - Sponsor Finance
- Mezzanine Lending
- Public Sector Finance
  - Securitization
- Equipment Leasing
- Commercial Mortgages

### Capital Markets

- Cash Flow and ABL Syndications
- Leverage Lending
- Investment Grade Debt
- Private Placements
- High-Yield Debt
- Equity Underwriting
- Share Buybacks
- Buy/Sell Side Advisory

### Treasury Services

- Cash Management
- Corporate Credit Card
- Spend Solutions
- Trade Finance
- Global Asset management
- Employee Banking

### Market Risk Management

- Commodity Products
  - Equity/Credit Derivatives
- Foreign Exchange
- Interest Rate Derivatives
- International Trade Finance
- China Capabilities

### Private Banking

- Financial and Estate Planning
- Wealth Transfer & Insurance
- Family Office Services
  - Tailored Lending Solutions
- Income Tax Planning

### Advisory Services

- Financial Advisory
- Transition Planning
- Generation Transfers
  - Project Feasibility Analysis
  - ESOPs
- Economic Profit Modeling

**BMO Financial Group is the 8<sup>th</sup> Largest Bank in North America by Assets<sup>1</sup>**

# BMO Harris Bank N.A. awards by S&P Global Platts and American Metals Market



- Awarded in 2018 by S&P Global Platts - Global Metals Awards for “*Financial Metals Service Provider of the Year*”



S&P GLOBAL PLATTS  
GLOBAL METALS AWARDS  
2018 WINNER

**Judging/Criteria:** The **S&P Global Platts** judging process rely on the expertise of an impartial panel of international experts who evaluate significant business volumes traded alongside integrity and financial security. The independent judging panel focus exclusively on performance and achievements. Other criteria include: customer care & satisfaction; financial results; innovation; regulatory track record; and safety; including financial security.

## ABOUT S&P GLOBAL PLATTS

**S&P Global Platts** is the leading independent provider of information, benchmark prices and analytics for the commodities and energy markets. A division of S&P Global, **S&P Global Platts** is headquartered in London and employs over 1,200 people in more than 19 offices worldwide over five continents. **S&P Global Platts** has been to honor and recognize those that motivate the Metals Industry to new paradigms, embodying excellence in leadership, innovation, safety, integrity and overall performance. The **Global Metals Awards** is a competitive awards program honoring excellence and accomplishments in the global metals industry. The Global Metals Awards is presented on Thursday, May 17 2018 at Marriott Grosvenor Square in London. **S&P Global Platts Global Metals Awards**, now in its 6th year, recognizes top performers - industry leaders and innovators. The Awards program offers 15 categories for business and individual achievement.



- Awarded by American Metals Market for 2017 and 2016 the Award for “*Financial Services Provider of the Year*” and nominated for same award for 2018



**Judging/Criteria:** **AMM** judges evaluate nominations using a point-based qualitative approach to determine the winners. The nomination and judging processes are audited by and in full compliance with Euromoney/Institutional Investor guidelines and standards to ensure integrity and objectivity. Selection criteria include: scope of services provided to companies; changes or improvements made for clients; solutions provided to companies and the impact on their financial performance/ability to expand.

## ABOUT AMERICAN METAL MARKET

**American Metal Market (AMM)** is an online provider of industry news and metal pricing information for the U.S. steel, nonferrous and scrap markets. Products include a daily publication available in an electronic pdf, live news on the publication's website, a hard-copy magazine and a series of weekly newsletters covering niche markets. The publication also plays host each year to a number of industry conferences and events covering the state of various metal markets. It has been hailed for its impartial coverage of the mining and manufacturing sectors, said to be “as vital to the metal-buyer as the ticker is to Wall Street.”

Each year **American Metal Market** selects the best financial institutions around the world. These awards have become a recognized and trusted standard of excellence. The AMM Awards are presented on Tuesday, June 26<sup>th</sup> 2018 in NYC.

**For 2018, awarded “*Financial Metals Service Provider of the Year*” by S&P Global Platts – Global Metals Awards and nominated “*Financial Services Provider of the Year*” by American Metals Market**

# BMO Harris Bank – ABL Metals Group

## DEDICATED ASSET BASED LENDING – METALS TEAM

<b>Michael Scolaro</b> Managing Director – ABL Group Head	<b>Andrew Pappas</b> Managing Director – Head of ABL Metals
<b>Quinn Heiden</b> Managing Director	<b>Christopher Wolf</b> Director
<b>Dan Duffy</b> Director	<b>Kim Ptak</b> Director
<b>Ryan Gray</b> Assistant Vice President	<b>Ran Li</b> Vice President
<b>Brian Hickey</b> Associate	<b>Si Qin</b> Assistant Vice President
<b>Grant Hubbell</b> Associate	<b>Patrick Wlodkowski</b> Associate

## SPEAKING ENGAGEMENTS FOR MAJOR TRADE ORGANIZATIONS

### Upcoming events:

- Speaker at Platts Annual Steel Conference
- Speaker at AWPA Conference
- Speaker at ISRI
- Speaker at Steel Success (AMM) Conference

### Past events:

- Speaker at Steel Success (AMM) Conference
- Speaker at Platts Annual Steel Conference
- Speaker at ISRI

### Awards:

- 2018 S&P Global Metals Financial Metal Services Provider
- 2017/2016 AMM Financial Services Provider



## Metals Value Chain & BMO Harris Bank Representative Relationship

Scrap & Recyclers	Trading Companies	Manufacturing / Mills	Service Centers	Downstream & Value Add

# Financing & Lending Markets

## Financing & Lending Markets

- **Is it a good time to be a Borrower in this Market and why?**
- **Does it matter where you borrow your capital? Commercial Banks vs. Other Non-Banking Financial Institutions?**
- **Are there differences for Lenders in evaluating Small/Middle Market Companies vs. Large Cap Companies – What do Lenders review/evaluate?**
  - **Small / Middle Market Companies (up to \$500/\$750 million in Revenues)**
  - **Large Cap Companies (\$500/\$750 million + in Revenues)**
- **What is the mood of the Financing Markets today? Lender Concerns?**

### The Lender Perspective on Wire & Rod and Metals Space

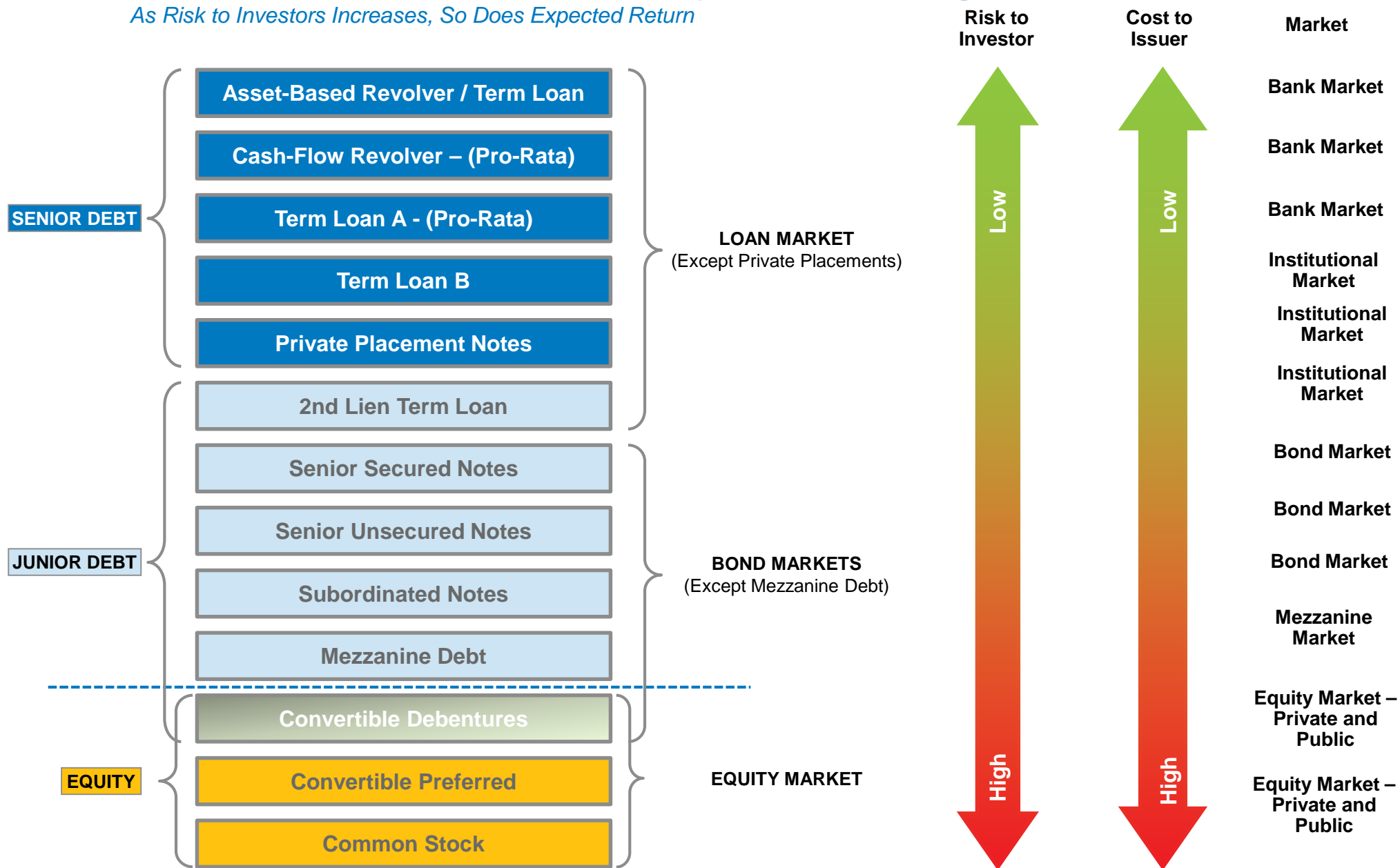


# General State of Economy and Steel/Wire & Rod Industry

- **US GDP is expected to grow in the 2.5-3.0% range for 2019**
- **Demand for steel and wire remains strong in all major end markets and tied to economy**
- **Tax reform and reduced regulations – driving spending/optimism**
- **Stable Interest Rate Environment (per Federal Reserve)**
- **Section 232 and WTO trade tariffs – Major benefit to domestic steel and wire producers:**
  - Most wire categories are protected through tariffs – higher domestic prices
  - Higher corporate profits
  - Expansion in domestic wire production
  - Domestic producers re-investing profits for growth opportunities
  - Increased demand for US assets – interest from foreign buyers
  - Increased M&A activity and some de-levering of corporate balance sheets
  - Stability in wire prices and stable demand has led to enthusiasm in sector

# Capital Structure Hierarchy – Financing Structures

*As Risk to Investors Increases, So Does Expected Return*

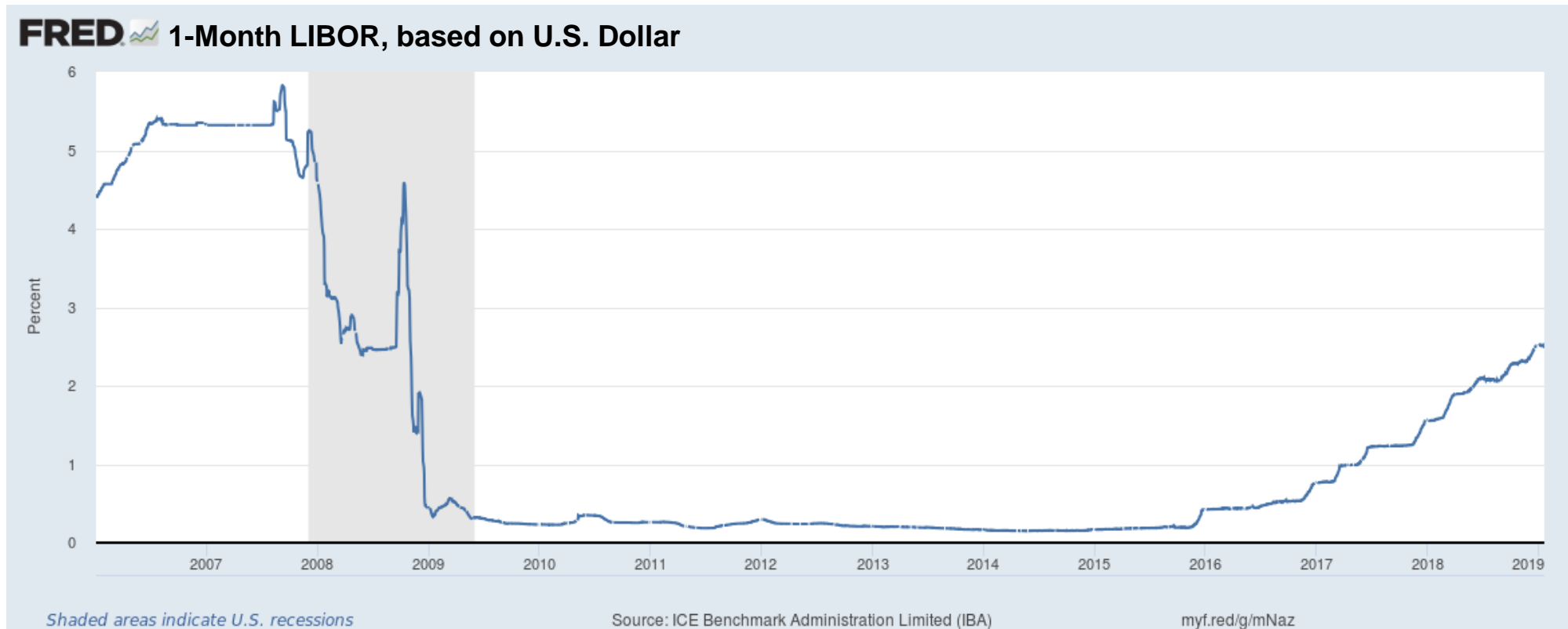




## Effects on Financing Markets – Commercial Banking

- **Commercial Bank Markets for Metals sector remains strong:**
  - Capital available to finance growth – **Good time to be a Borrower**
  - Good interest rate environment – relative to historical standards
  - Commercial Banks - strong balance sheets and seeking to lend/grow business
  - Demand remains strong in the Construction, Automotive, Energy for Metals
  - High Metal Prices – improved corporate earnings and future visibility
  - Section 232 and WTO tariffs – reduced volatility for bank market
  - Increased Senior Facilities due to higher metals prices and inventory values
  - More capital available for M&A Activity – Private Equity enters the Metals Space
  - Consolidation in the steel and wire sector continues, fed by strong corporate earnings and protection from importers and foreign producers

# Reasonable Interest Rate Environment



# Strong End Markets – Construction & Manufacturing

## FRED Total Construction Spending



Shaded areas indicate U.S. recessions

Source: U.S. Bureau of the Census

myf.red/g/mNaZ

## FRED Industrial Production: Manufacturing (NAICS)



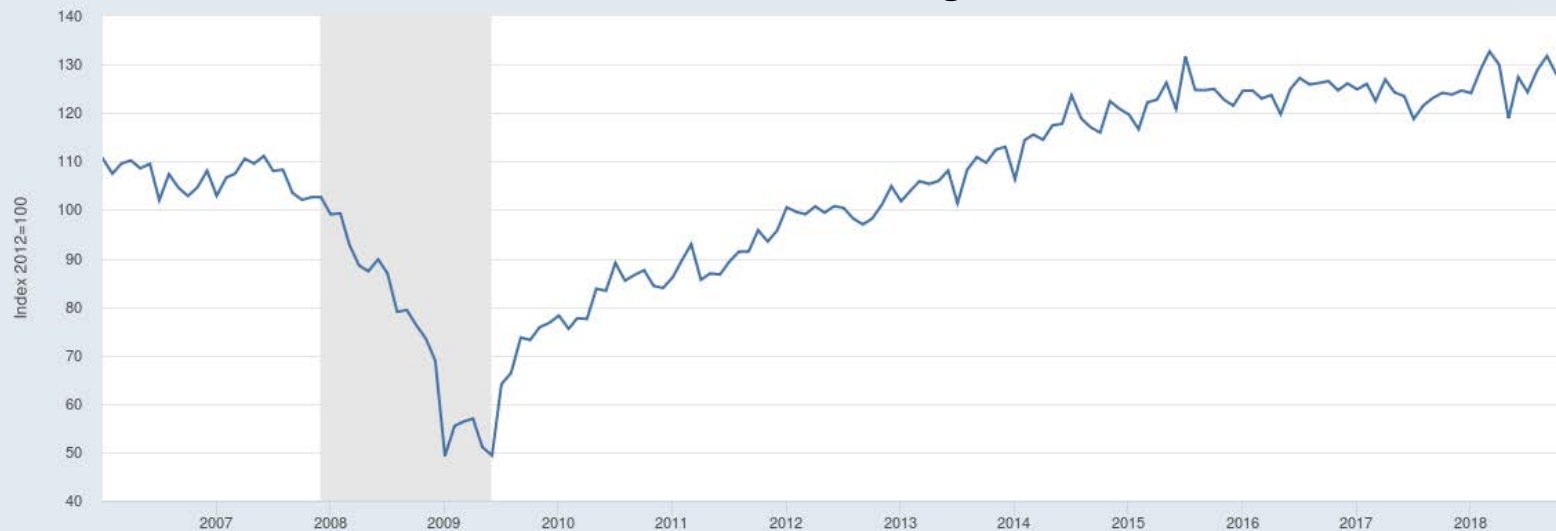
Shaded areas indicate U.S. recessions

Source: Board of Governors of the Federal Reserve System (US)

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# Strong End Markets – Automotive Sector

## FRED Industrial Production: Durable Manufacturing: Motor Vehicles and Parts

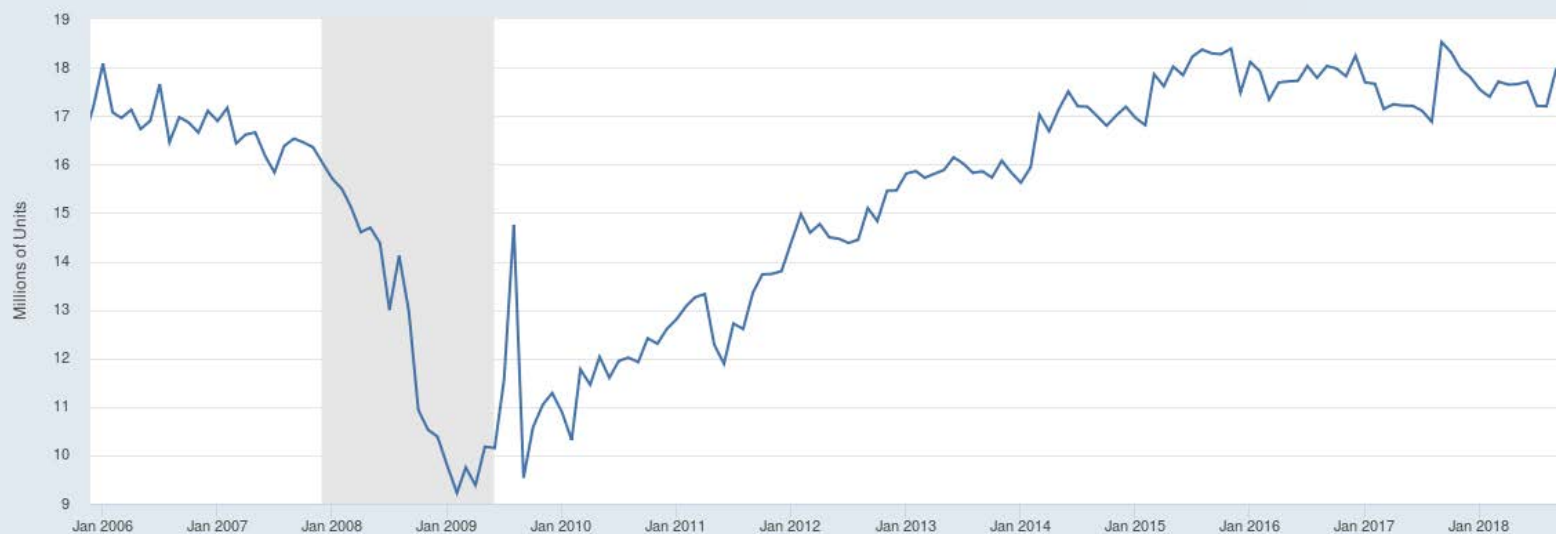


Shaded areas indicate U.S. recessions

Source: Board of Governors of the Federal Reserve System (US)

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## FRED Total Vehicle Sales



Shaded areas indicate U.S. recessions

Source: U.S. Bureau of Economic Analysis

myf.red/g/mNaO

# U.S. Imports of Carbon and Alloy Steel Wire Rod\*\* - Reduced

## Annual 2015 – 2017 and Year-to-Date 2017 – 2018

Quantity in Short Tons, Value in U.S. Dollars, AUV in \$/ton

Quantity						AUV					
	2015	2016	2017	Jan - Oct 2017	Jan - Oct 2018		2015	2016	2017	Jan - Oct 2017	Jan - Oct 2018
Canada	561,759	552,668	566,575	484,457	463,130	Canada	615.02	568.55	651.19	653.45	731.57
Japan	265,732	254,380	261,677	216,776	233,929	Japan	773.36	795.25	741.37	747.64	765.84
Brazil*	128,799	143,861	174,961	147,256	105,554	Brazil*	516.11	436.46	521.17	511.55	607.59
Germany	85,665	65,025	123,515	110,764	128,652	Germany	809.19	732.52	556.37	544.37	622.83
Turkey*	259,183	97,761	113,682	113,682	279	Turkey*	458.80	412.57	439.50	439.50	538.75
Ukraine*	79,053	161,451	103,482	103,482	-	Ukraine*	407.24	340.79	411.99	411.99	-
Russia*	6,857	103,322	57,893	57,893	-	Russia*	290.30	313.06	402.63	402.63	-
Spain*	79,999	72,825	50,299	49,338	14,997	Spain*	564.72	530.54	558.94	559.37	667.94
Egypt	-	-	48,699	48,699	55,341	Egypt	-	-	449.55	449.55	541.65
Mexico*	42,750	59,306	46,933	42,119	3,551	Mexico*	393.23	326.34	384.18	383.03	387.70
United Kingdom*	45,507	51,642	40,295	40,295	-	United Kingdom*	475.93	397.49	537.60	537.60	-
Korea*	128,862	105,989	36,018	36,018	11,060	Korea*	458.35	430.24	536.34	536.34	652.24
South Africa*	45,605	22,049	31,156	31,156	-	South Africa*	372.62	319.90	427.12	427.12	-
Italy*	246	33,163	29,609	29,609	-	Italy*	1,043.34	367.81	377.51	377.51	-
Belarus*	9,059	35,381	27,757	27,757	-	Belarus*	319.21	295.27	372.45	372.45	-
China*	1,741	103	32	32	401	China*	485.99	708.44	752.97	752.97	1,256.94
Trin & Tobago*	-	-	-	-	42	Trin & Tobago*	-	-	-	-	1,197.51
Indonesia*	-	-	-	-	-	Indonesia*	-	-	-	-	-
Moldova*	-	-	-	-	-	Moldova*	-	-	-	-	-
United Arab Em*	17,889	22,159	-	-	-	United Arab Em*	336.38	315.69	-	-	-
<i>Subtotal</i>	<i>1,758,706</i>	<i>1,781,085</i>	<i>1,712,582</i>	<i>1,539,331</i>	<i>1,016,936</i>	<i>Subtotal</i>	<i>574.06</i>	<i>514.02</i>	<i>573.77</i>	<i>566.23</i>	<i>699.67</i>
All Other	33,458	3,645	103,922	79,160	90,268	All Other	493.52	906.41	466.33	453.66	544.09
<b>Total</b>	<b>1,792,164</b>	<b>1,784,730</b>	<b>1,816,504</b>	<b>1,618,491</b>	<b>1,107,204</b>	<b>Total</b>	<b>572.56</b>	<b>514.82</b>	<b>567.62</b>	<b>560.73</b>	<b>686.98</b>

Value					
	2015	2016	2017	Jan - Oct 2017	Jan - Oct 2018
Canada	345,491,610	314,219,690	368,946,553	316,566,640	338,811,828
Japan	205,505,722	202,294,846	194,000,060	162,070,518	179,152,912
Brazil*	66,474,186	62,789,153	91,183,480	75,328,429	64,134,216
Germany	69,318,865	47,631,917	68,720,313	60,296,804	80,129,002
Turkey*	118,914,522	40,333,425	49,963,194	49,963,194	150,170
Ukraine*	32,193,311	55,020,251	42,633,895	42,633,895	-
Russia*	1,990,581	32,345,643	23,309,357	23,309,357	-
Spain*	45,177,273	38,636,288	28,114,286	27,598,172	10,017,268
Egypt	-	-	21,892,634	21,892,634	29,975,326
Mexico*	16,810,381	19,353,846	18,030,417	16,132,557	1,376,793
United Kingdom*	21,658,292	20,527,204	21,662,464	21,662,464	-
Korea*	59,063,380	45,600,970	19,317,681	19,317,681	7,214,074
South Africa*	16,993,449	7,053,438	13,307,641	13,307,641	-
Italy*	256,802	12,197,582	11,177,660	11,177,660	-
Belarus*	2,891,618	10,447,009	10,337,941	10,337,941	-
China*	846,347	72,983	24,178	24,178	503,872
Trin & Tobago*	-	-	-	-	50,219
Indonesia*	-	-	-	-	-
United Arab Em*	6,017,609	6,995,365	-	-	-
<i>Subtotal</i>	<i>1,009,603,948</i>	<i>915,519,610</i>	<i>982,621,754</i>	<i>871,619,765</i>	<i>711,515,680</i>
All Other	16,512,110	3,304,214	48,462,401	35,911,567	49,114,127
<b>Total</b>	<b>1,026,116,058</b>	<b>918,823,824</b>	<b>1,031,084,155</b>	<b>907,531,332</b>	<b>760,629,807</b>

Source: U.S. Department of Commerce and USITC

\*Under one or more current orders

\*\*Consisting of HTS codes 7213.91.3011, 7213.91.3015, 7213.91.3020, 7213.91.3093, 7213.91.4500, 7213.91.6000, 7213.99.0030, 7213.99.0090, 7227.20.0030, 7227.20.0080, 7227.90.6010, 7227.90.6020, 7227.90.6085 (removed from HTSUS in January, 2014), 7227.90.6030 (added to HTSUS in January, 2014), and 7227.90.6035 (added to HTSUS in January, 2014).

## Effects on Financing Markets – Institutional Term Loan and Bond Markets

- **Institutional Term Loan and Bond Markets for Metals has been very weak:**
  - Term Loan and High Yield market has been shut down for all issuers – new and existing.
  - New issuance and HY activity for Metals has been closed since July 2018.
- **Factors affecting the Institutional Term Loan and High Yield Markets:**
  - Washington DC Policy Decision – Section 232, NAFTA, and general trade policy?
  - Recession on the Horizon?? Slowing growth worldwide – could result in lower wire prices:
    - Slower growth globally would reduce the domestic US price for most wire products.
    - US/China Trade deal; NAFTA; further tariffs on the horizon (i.e. autos from Europe?)  
No trade agreements may result in global recession
  - Tight labor market: low unemployment and growth resulting in wage inflation
  - Interest rate environment: Seven interest rate hikes (25 bps each) for 2018 and 2017 – any expected in 2019? Depends on growth factors / inflation / other

## **Best Senior Debt Options in the Loan Market:**

**Commercial Banking –  
Asset Based and Cash Flow (Pro-Rata) Bank Markets**

# Commercial Bank Financing - Best Options

## ASSET-BASED FINANCING

## CASH FLOW (PRO-RATA) FINANCING

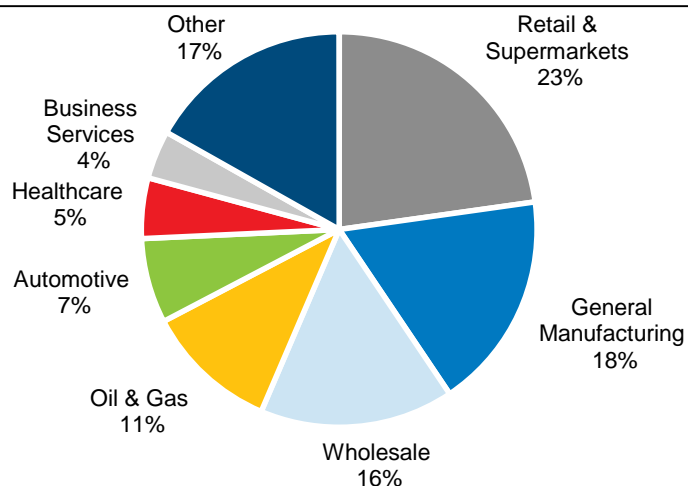
Market Pricing	LIBOR plus 125 – 200 bps	LIBOR plus 125 – 275 bps
Benefits & Considerations	<ul style="list-style-type: none"> <li>- Lowest cost of debt capital - <b><u>Leveraged Deals</u></b></li> <li>- Lending on <b><u>Asset Values</u></b></li> <li>- Lead with <b><u>Revolver / Minimal Term</u></b></li> <li>- Borrowing capacity <b><u>not limited</u></b> by banks' leverage tolerance</li> <li>- <b><u>Simplified</u></b> Covenant Structure – One Financial Covenant – fixed charge test</li> <li>- Higher advance rates on assets (more capacity)</li> <li>- <b><u>Additional</u></b> reporting requirements</li> </ul>	<ul style="list-style-type: none"> <li>- Lowest cost of capital - <b><u>Unlevered Deals</u></b></li> <li>- Lending on <b><u>Cash Flows</u></b></li> <li>- Lead with <b><u>Term / Minimal Revolver</u></b></li> <li>- Borrowing capacity <b><u>limited</u></b> by banks' leverage tolerance</li> <li>- <b><u>Several</u></b> Financial Covenants – total leverage and fixed charge covenants</li> <li>- Borrowings tied to Cash Flow Leverage</li> <li>- <b><u>Minimal</u></b> reporting requirements</li> </ul>



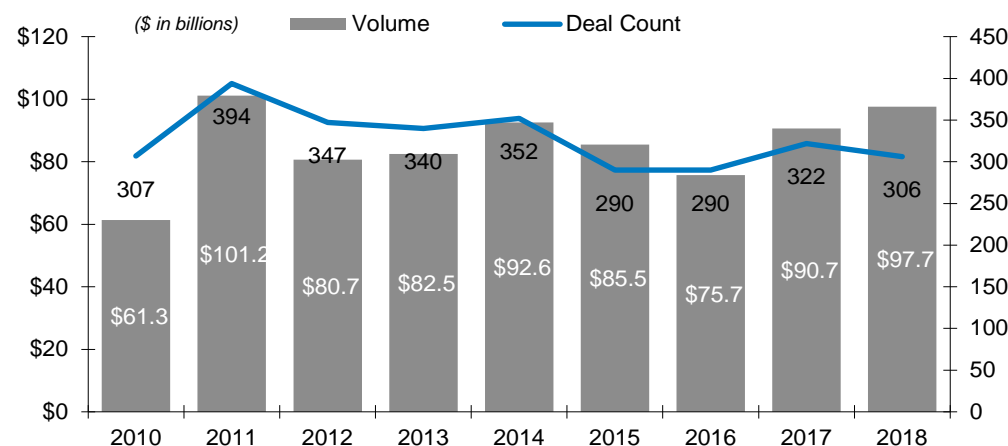
# ABL MARKET – Consistent, Strong and Stable

- ✓ *ABL Volume and Deal count is stable – year over year; pricing/spreads are down*
- ✓ *Issuers in a broad range of industries continue to access the ABL Market*

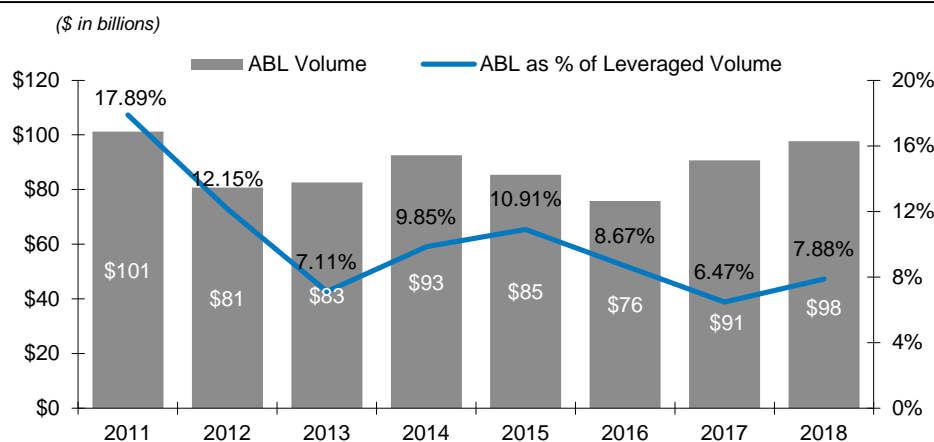
## US ABL ISSUANCE BY INDUSTRY (FY2018)



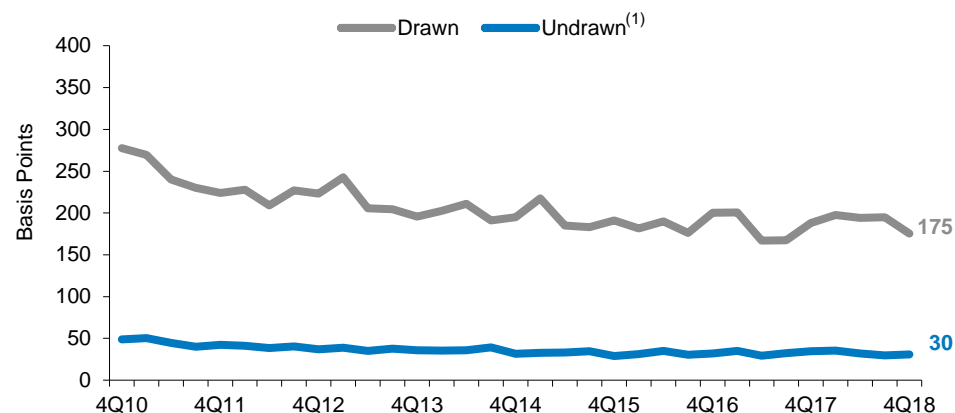
## ABL VOLUME AND DEAL COUNT



## ABL VOLUME AS A % OF LEVERAGED VOLUME



## ABL MARKET - PRICING



## What Do Lenders/Financing Sources Review/Evaluate?

- Audited financials, Recent internal financial statements
  - YTD financials compared to prior year
  - YTD financials compared to projections
- Financial Projections, ongoing cash flow needs
- Ownership / Management Teams
- Product lines – how extensive and competitive
- Industry trends and performance
- Customer and vendor mix and strength of relationships
- Collateral reports (Accounts receivable, inventory, fixed assets)
- Other customary due diligence items
  - Quality of Earnings Reports

## What Do Lenders/Financing Sources Inquire in Metals?

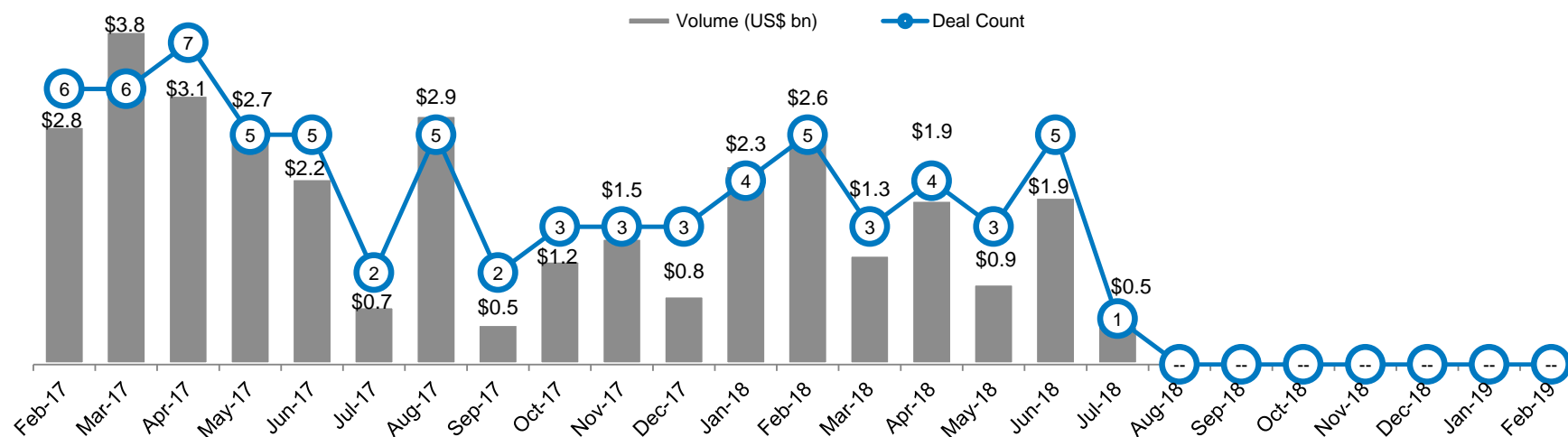
- **Quality of Management** - Can management articulate / execute on vision; act quickly in market downturns; maintain multiple management voices in decision making;
- **Quality of Financial Performance and Generation of Cash**
- **Ownership and Ownership Support**
  - Will owners support their business in tight liquidity situations – contribute more equity in business; be prepared to provide personal guarantees, etc.
  - Lenders/Financing Sources expect a partnership
- **Quality of Inventory**
  - Inventory turns and levels, tracking, systems – can they track inventory in-transit, public warehouses and own warehouses.
  - Does Company perform an LCM analysis; can they move inventory in a downturn
- **Vendor Relationships** – Is customer paying bills on time? I-t vendor relationships??
- **Customer Relationships** – Back-to-back sales; customer contracts; I-t relationships??
- **Cash Management** – tight controls in place / separation of duties

## Other Financing Options:

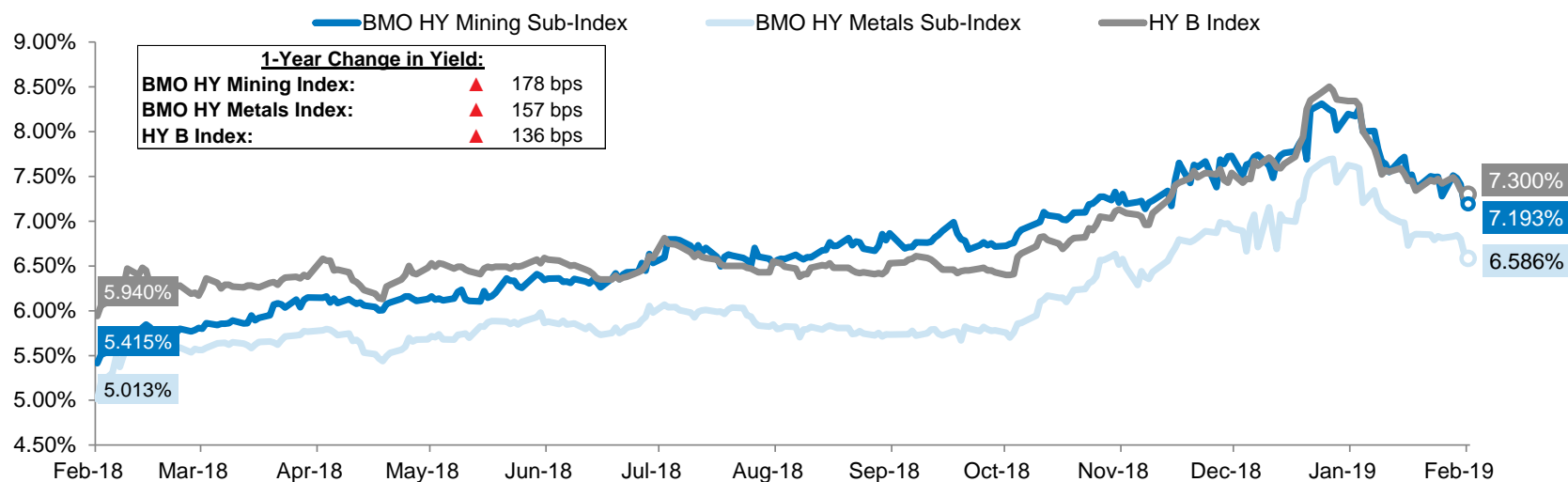
- Institutional Term Loan
  - HY Bond Markets

# METALS & MINING ACTIVITY

## M&M HY DEAL COUNT AND VOLUME



## SECONDARY MARKET PERFORMANCE

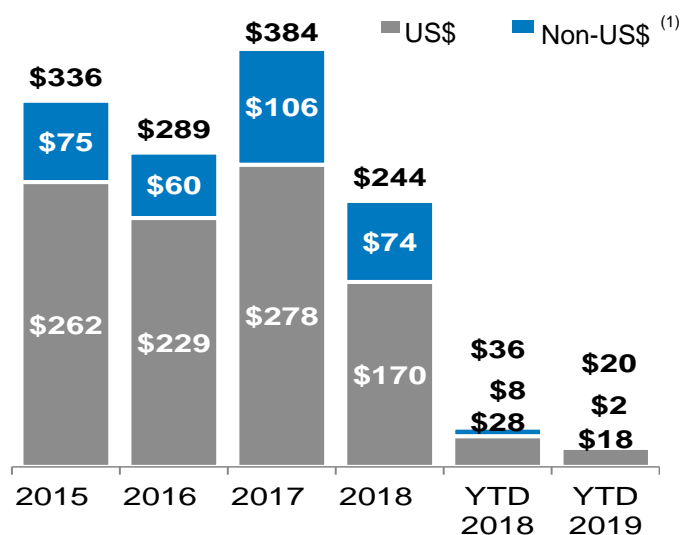


## RECENT HIGH YIELD TRANSACTIONS

Date	Company (Issuer)	Type	Structure	Size (\$ mm)	Fac Rating	Industry	Primary UoP	Coupon	Yield	Lev.
31-Jan	Colfax	Sr Notes	5NC2	\$600.0	Ba2/BB+	Industrials - Capital Goods	Acquisition	6.000%	6.000%	4.7x
31-Jan	Colfax	Sr Notes	7NC3	\$400.0	Ba2/BB+	Industrials - Capital Goods	Acquisition	6.375%	6.375%	4.7x
30-Jan	Autodis	Sr Sec FRN	Callable	€175.0	B3/B	Industrials - Distribution	Refinancing / GCP	E+550	5.444%	n.k.
30-Jan	Greif Inc	Sr Notes	8NC3	\$500.0	B1/BB-	Industrials - Capital Goods	Acquisition / Refinancing	6.500%	6.500%	3.9x
30-Jan	Smurfit Kappa	Add On Sr Notes	7NCL	€400.0	Ba1/BB+	Industrials - Packaging	Refinancing	2.875%	2.756%	2.9x
30-Jan	Stonegate	Sr Sec FRN	Callable	£150.0	B2/B-	FC&R - Leisure and Entertainment	Refinancing / Acquisition	L+625	7.363%	n.k.
30-Jan	TransDigm	1L Sr Sec Notes	7NC3	\$3,800.0	Ba3/B+	Transportation - Aerospace	Acquisition	6.250%	6.250%	7.5x
29-Jan	Studio City	Sr Notes	5NC2	\$600.0	B2/B+	Gaming & Leisure-Casinos and Gaming	Refinancing / GCP	7.250%	7.250%	5.8x
24-Jan	Altice USA (CSC Holdings)	Sr Notes	10NC5	\$1,500.0	Ba2/BB-	Telecom - Cable & Satellite	Refinancing	6.500%	6.500%	5.5x
24-Jan	Lions Gate Entertainment	Sr Notes	5NC2	\$550.0	B2/B-	Media - Leisure and Entertainment	Refinancing / GCP	6.375%	6.375%	5.0x
23-Jan	Transocean (Transocean Poseidon Limited)	1L Sr Sec Notes	8NC3	\$550.0	B1/B+	Energy - Drilling	GCP	6.875%	7.026%	n.k.

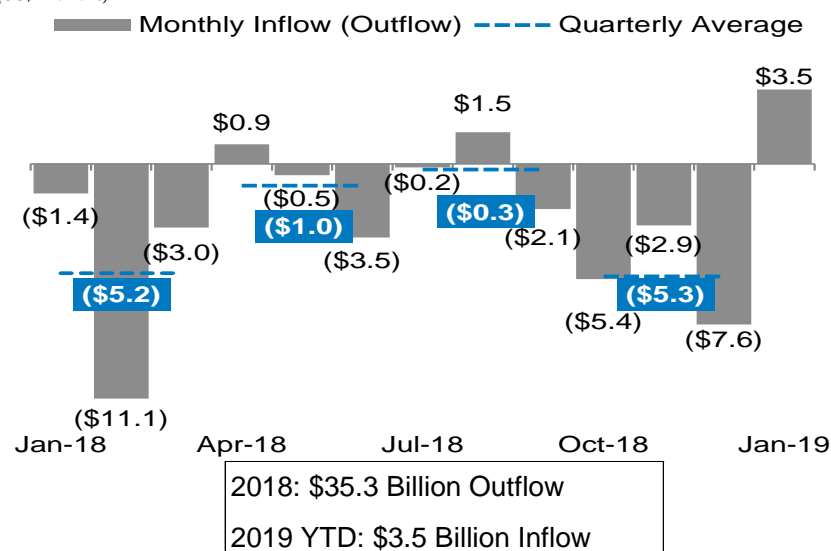
## GLOBAL HIGH YIELD NEW ISSUE VOLUME

(US\$ in billions)



## HIGH YIELD FUND FLOWS (MUTUAL FUNDS + ETFs)

(US\$ in billions)



# Credit Positioning and Market Strategy: Potential Investors

## REPRESENTATIVE HIGH YIELD INVESTORS



## REPRESENTATIVE INSTITUTIONAL T/L INVESTORS



BMO maintains close contact with key investors who are likely to invest in the proposed High Yield Notes or Term Loan B

- **Mood of Financing Markets**
- **General Concerns in Metals Space**



# General Mood in Financing Markets – For Metals

- **Commercial Bank Markets – Asset Based and Cash Flow Lenders:**
  - Active and bullish on Metals space, due to good economic conditions, good overall end market metal demand, governmental support of domestic metals industries and tariffs supporting the domestic industry;
- **Institutional Term Loan and Bond Markets:**
  - Markets for Metals remain quiet due to US/China trade war, other trade concerns, recessionary fears, cyclical nature of metals industry; rising debt levels, concerns of future imports and effect on market metal prices.
- **Equity Markets:**
  - Markets for Metals remains quiet due to same issues as Term Loan/Bond Markets

## Lender Concerns in Metals Space

- **End Market Demand** – End-market demand to slow in Construction and Auto?
- **Section 232 and Tariffs** – short term benefit for domestic steel concerns – concerns when 232 tariffs are eliminated
- **Elimination of Tariffs:**
  - Pricing volatility may increase – metals prices would decline
  - Steel imports may increase and accelerate domestic price declines
  - Inventory values may deteriorate and asset values depreciate
  - Domestic earnings may decline – supply and demand factors
  - Company expansions may slowdown
  - Company leverage and defaults may increase
- **Interest Rate Changes** – will rates begin to rise again and affect Company cash flows
- **Volatility in Pricing / World Markets** – The effect of volatility in pricing / world markets may have on corporate profitability and ability to repay debt; Effects on Inventory valuations and LCM
- **Governmental changes / World Events**

## - CONCLUSIONS

## Conclusions - Financing & Lending Markets

- Is it a good time to be a Borrower in this Market and Why?
  - Yes if you are a Commercial Bank Borrower and can service your debt and manage your working capital well
  - No if you are seeking to tap Institutional Term Loan, HY or Equity Markets
- Does it matter where you borrow your capital? Banks vs. Other ?
  - Yes there can be big differences between markets depending on size of company; company performance; market conditions; lots of differences in terms and conditions between markets
- Are there differences for Lenders in evaluating Small/Middle Market Companies vs. Large Cap Companies – What do Lenders Review/Evaluate?
  - Yes there can be big differences b/w small/middle vs. large cap companies
  - Lenders focus on asset and cash flows of Borrowers; and for large caps, general industry and market trends
- What is the mood of the Financing Markets today?
  - Commercial Banks are actively lending, but cautious due to volatility
  - Institutional Term Loan / HY Markets are “*on the sidelines*”

## Biography

## Andrew Pappas Managing Director Head of ABL Metals – BMO Harris Bank N.A.

Mr. Pappas is a Managing Director/Team Leader and Heads up the ABL Metals vertical within BMO Harris Bank (“*BMO Harris*” or “*BMO*”). Mr. Pappas is responsible for leading a team of twelve (12) individuals focused on sourcing, structuring, negotiating, closing and managing senior secured credit facilities as part of a corporate finance solution, primarily for Metals Companies throughout the USA. Mr. Pappas is responsible for over 65 accounts and \$3.5 billion in commitments.

Prior to BMO Harris, Mr. Pappas spent 5 years with MFC Capital Funding as a Managing Director/Principal where, as a team leader, was responsible for sourcing, negotiating, documenting, closing and managing senior debt investments primarily for private equity based deals. Prior to MFC, Mr. Pappas spent 14 years with Bank of America and predecessor companies, primarily focused in new business development within the metals/industrials sector. Mr. Pappas has been responsible for sourcing and funding over \$6 billion in commitments over his 20+ year banking career. Mr. Pappas graduated from Loyola University of Chicago with a B.A. in Accounting, and from New York University with an M.B.A. in Finance.

Mr. Pappas has spoken as a metals industry expert for Steel Success Strategies and American Metal Market (AMM), Institute of Scrap Recycling Industries (ISRI), and S&P Global Platts Steel North American Steel Conference, and has been a sponsor for the Metal Service Center Institute (MSCI), Steel Summit and other metal conferences in the US. Through the ABL Metals Team efforts, BMO Harris was awarded the “*Financial Service Provider of the Year*” award by the American Metals Market for both 2016 and 2017, and was awarded by S&P Global Platts - Global Metals Awards the “*Financial Metals Service Provider of the Year*” award in 2018.

BMO Harris is a subsidiary of BMO Financial Group, the 8<sup>th</sup> largest North American financial institution with approximately \$600 billion in assets. BMO Harris has been a long-standing capital provider in the Metals space, including the steel and aluminum mills, metal service centers, wire rod, scrap metal recyclers, importers, trading companies and metal fabricators. BMO can provide Commercial Banking services for companies of all sizes with Senior Credit Facilities ranging from \$15 million to \$1 billion with the purpose being to support acquisitions, leveraged buyouts, recapitalizations, refinancings, turnarounds, and seasonal or growth working capital requirements.

# THANK YOU!



BMO  Harris Bank

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