

# Who We Are

Brown Gibbons Lang & Company is a leading independent investment bank serving middle market companies in the U.S. and internationally. BGL's professionals are experts in mergers and acquisitions, debt and equity placements, and financial restructurings.

BGL has more than 35 experienced professionals from diversified backgrounds, all of whom have an appreciation for the unique cultures and

complexities of middle market businesses and the financial institutions that support them. Founded in 1989, BGL has remained true to its mission of delivering corporate finance solutions to companies with enterprise values between \$50 million and \$500 million.

BGL professionals have detailed knowledge across a broad range of sectors and have developed specialized expertise in a number of industries, including:

- Automotive
- Business Services
- Chemicals
- Construction Materials & Building Products
- Consumer Products
- Food & Beverage
- Healthcare
- Industrial Products & Manufacturing
- **Metals & Metals Processing**
- Plastics & Packaging
- Transportation & Logistics
- Wholesale Distribution

# What We Do

## Mergers & Acquisitions

- Sell-Side Advisory
- Buy-Side Advisory
- Fairness Opinions

## Debt & Equity Placements

- Senior Debt
- Second Lien/Tranche B Capital
- Mezzanine Debt
- Private Equity

## Financial Restructurings

- Debt Restructurings
- Capital Raises
- Asset Divestitures
- §363 Auctions

# What Sets Us Apart



BGL is a founding member and the exclusive U.S. partner of Global M&A, the world's leading partnership of investment banking firms focusing on middle market transactions. The partnership consists of over 30 leading independent firms across Europe, Asia, Australia, and North and South America. Since 2000, Global M&A members have completed more than 700 transactions, exceeding \$20 billion in aggregate value.

## Global Middle Market Investment Bank

- Leading Independent Firm
- Middle Market Expertise
- Deep Industry Experience
- Skilled Execution
- Extensive Domestic Relationships
- Unique International Capabilities
- Senior Level Attention to All Transactions

# Global Expertise

CLEVELAND • CHICAGO • BOSTON

Bogotá	Latvia	Reykjavik
Brussels	Lima	Rotterdam
Budapest	London	São Paulo
Buenos Aires	Mexico City	Stockholm
Copenhagen	Milan	Sydney
Dublin	Montreal	Tallinn
Dusseldorf	Moscow	Tel Aviv
Helsinki	Mumbai	Tokyo
Hong Kong	Oslo	Vienna
Istanbul	Paris	Warsaw
Jeddah	Prague	Zurich
Kyiv		



# BGL's Global Metals Practice

## Industry Expertise

## Global Access

BGL's dedicated Metals Group provides global **corporate finance solutions** to **private and public middle market companies** representing a broad demographic of the overall **metals** sector.




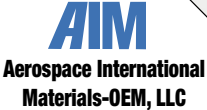






















Complementing our transaction experience is thorough and up-to-date knowledge of the **metals supply chain, including producers, manufacturers, processors, and service centers**, as well as a deep understanding of the primary **end markets** that drive overall metals demand.

As the **exclusive U.S. partner** of **Global M&A**, BGL has access to global metals buyers, sellers, and financing sources throughout **North America, South America, Europe, Asia, and Australia** that is unparalleled in the middle market.

## Focus Areas

- Component Fabrication
- Welding
- Stamping
- Integrated Mills
- Pipe & Tube Manufacturers
- Foundries
- Distribution & Service Centers

## Representative Metals Transactions

 <p>WESTERN PNEUMATIC TUBE COMPANY</p> <p>has been acquired by</p>  <p>TINICUM CAPITAL PARTNERS II, L.P.</p> 	 <p>AIM Aerospace International Materials-OEM, LLC</p> <p>and its affiliate</p>  <p>SUPPLY DYNAMICS</p> <p>has been acquired by</p>  <p>ONEAL</p> 	 <p>Ferguson Metals</p> <p>has been acquired by</p>  <p>ONEAL</p> 	 <p>TW METALS</p> <p>has been acquired by</p>  <p>ONEAL</p> 
 <p>Leeco</p> <p>a portfolio company of</p>  <p>CHURCHILL CAPITAL</p> <p>has been acquired by</p>  <p>ONEAL</p> 	 <p>LIONHEART INDUSTRIES</p> <p>has been acquired by</p>  <p>Foundry Acquisition Group</p> 	 <p>VALLEY CITY STEEL</p> <p>has been acquired by a joint venture of</p>  <p>Viking Industries and Worthington Industries (NYSE:WOR)</p> 	 <p>XXI NEW CENTURY METALS, INC.</p> <p>has been acquired by</p>  <p>RTI International Metals, Inc.</p> 

## BGL Metals Contacts

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