

All Metals Industries Holdings, LLC



CC

1 year PD

20.71% to 26.55%

Headquarters	Belmont, NH	U.S.
Type	Private (PE)	
Employees	~60	
Year Founded	1986	
Website	https://allmetals.us/	
Business	Metal distributor serving industrial and commercial markets.	
Revenues	\$53.6M	

Company Overview

- Company Overview:** All Metals is a distributor and processor of metals, in the North-East. They operate multiple distribution centers, focusing on next-day delivery and precision metal processing services as USPs.
- Product:** Flat-rolled metals in sheets, coils, and blanks, along with aluminum and copper products for construction, manufacturing, & industrial use. It also provides precision processing services; laser cutting, shearing, and metal fabrication meeting specialized customer needs.
- Customers:** Small businesses to large corporations in construction, manufacturing, and industrial fabrication. Majority of customers seem to be repeat buyers, reflecting established relationships and consistent demand for metal supply. No concentration risk inputs were provided.
- Ownership:** Owned by Salt Creek Capital and Cambrian Group, both PE-firms. Medallion Capital is likely involved as a debt lender.
- Debt Structure:** Majority of debt is related to Operating Leases (\$12mn) and a subordinate related party note (12%, \$5.5mn, due 2027). An \$18mn R/C-line (SOFR +236) provides added liquidity (76% not utilized per 12/24).
- Basis for Assessment:** Audited, and commented FY-24, FY-23 (through April); T12 Income Statement (unaudited, unreviewed, uncommented), through 12/24, and affiliated b/s. The latter is mainly backing this rating.
- Other (pros/cons):** All Metals faces deteriorating profitability (-24%/-84%) lower revenue/EBITDA since FY-23 - due to steady decline in CRU price index, and rising leverage, heightening credit risk. Liquidity constraints eased by R/C-line capacity, but high debt obligation relative to EBITDA. As an un-hedged wholesaler the entity is riding out the decline in CRU-Index, looking forward to a more optimistic 2025. Continued PE-support is vital.

Financial Snapshot

	Apr-23	Apr-23	Dec-24	Chg
\$ '000s	T12	T12	T12	%
Total Revenue	70,595	70,595	53,600	-24.1%
Gross Profit	16,756	16,756	6,700	-60.0%
Adjusted EBITDA	10,464	10,464	1,700	-83.8%
Gross Profit Margin	23.7%	23.7%	12.5%	-11.2 ppt
EBITDA Margin	14.8%	14.8%	3.2%	-11.7 ppt
Net Income	5,414	5,414	(1,000)	

				Weight	Rating Range		
				35%	2.5	to	3.5

Financial Ratio Benchmarking

# of Benchmarks:	21	Industry Median	Company Metric	Percentile Rank	# of Industry Benchmarks	21
					Company Financials Date	Dec-24
Liquidity	Revenue	\$49M	\$54M		Industry Benchmarks - Primary: Trading Companies and Distributors	
	Current Ratio	2.10	1.83	<div></div> 46%		
	Quick Ratio	1.01	0.79	<div></div> 46%		
Leverage	Net Debt / EBITDA	1.67	14.40	<div></div> 12%		
	Debt to Assets	31.8%	62.1%	<div></div> 13%		
Profitability	EBITDA Margin	12.9%	3.2%	<div></div> 9%		
	ROCE %	11.4%	-2.5%	<div></div> 16%		

Business Risk

Industry Group Risk Profile				Capital Goods	15%	4.5	to	6.5
Industry Risk Assessment		KPI Rating	Contribution	Industry Group Description				
Cyclicality		Intermediate risk	<div></div>	Entities that derive a majority of their revenues from manufacturing and/or servicing industrial equipment. This includes manufacturers of heavy and light industrial equipment, machinery, industrial components, and systems, as well as providers of related services, such as construction equipment rental companies or industrial distributors.				
Competitive Risk		Intermediate risk	<div></div>					
Global Industry		Intermediate risk	<div></div>					
Market Segment Outlook		Stable	<div></div>					
Competitive Position Profile				Distribution	35%	5.0	to	6.5
Competitive Position KPIs		KPI Rating	Contribution	Rating Guideline				
Cycle-Tested		< 2000	<div></div>	Navigated multiple economic down-cycles.				
Geographic Coverage		Weak	<div></div>	Limited distribution network with a local or restricted reach.				
Supplier Relationships		Above Average	<div></div>	Has solid relationships with multiple suppliers.				
Product Range		Above Average	<div></div>	Has a broad product range within a specific category.				
Customer Relationships		Satisfactory	<div></div>	Average relationships with retailers, comparable to industry peers.				
Delivery Speed		Above Average	<div></div>	Above-average delivery times.				
Inventory Management		Satisfactory	<div></div>	Average inventory management, occasional stockouts or overstock.				
Value-Added Services		Satisfactory	<div></div>	Provides basic value-added services.				
Technology Use		Satisfactory	<div></div>	Average use of technology, some automation but many processes still manual.				
Management, Governance, Sponsorship					50%	4.5	to	5.5

Anchor Modifiers

Modifiers			
Revenue Segment	Normalization	<div></div>	\$50-100M
Trend Analysis	Adjustment	<div></div>	Strong Negative
Fixed Cost Coverage Risk	Risk Flag	<div></div>	FCCR of -0.05x

Rating Range (Rounded)

2.5

to

3.5