# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

#### FORM 8-K

# CURRENT REPORT Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): March 28, 2017

	STEEL PARTNERS HOLDINGS L.P.	
	(Exact name of registrant as specified in its charter)	
Delaware	001-35493	13-3727655
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)
590 Madison Avenue, 32nd Flo		10022
(Address of principal of	executive offices)	(Zip Code)
Regist	rant's telephone number, including area code: (212) 520	-2300
	N/A	
(Fo	rmer name or former address, if changed since last repo	rt.)
Check the appropriate box below if the Form 8-K filing is inte General Instruction A.2. below):	ended to simultaneously satisfy the filing obligation of th	he registrant under any of the following provisions (see
$\square$ Written communications pursuant to Rule 425 under the Se	ecurities Act (17 CFR 230.425)	
$\square$ Soliciting material pursuant to Rule 14a-12 under the Exch	ange Act (17 CFR 240.14a-12)	
$\square$ Pre-commencement communications pursuant to Rule 14d	-2(b) under the Exchange Act (17 CFR 240.14d-2(b))	
$\square$ Pre-commencement communications pursuant to Rule 13e-	4(c) under the Exchange Act (17 CFR 240.13e-4(c))	

#### Item 7.01 Regulation FD Disclosure.

As previously announced, on March 28, 2017, Steel Partners Holdings L.P. (the "Company") will be hosting an investor day event in New York City beginning at 12:15 p.m. Eastern time ("Investor Day"). A copy of the material to be presented at the Investor Day (the "Presentation") is furnished as Exhibit 99.1. Interested persons will be able to access the Presentation and a publicly-available live webcast through a link on the Company's website at http://www.steelpartners.com; a replay of the webcast will also be available on the Company's website for one year.

The information furnished on this Form 8-K, including the exhibits attached, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities of that section, nor shall they be deemed incorporated by reference into any other filings under the Securities Act of 1933, as amended (the "Securities Act") or the Exchange Act, except as expressly set forth by specific reference in such a filing.

Statements contained in the exhibit to this report that state the Company's or its management's expectations or predictions of the future are forward-looking statements intended to be covered by the safe harbor provisions of the Securities Act and the Exchange Act. It is important to note that the Company's actual results could differ materially from those projected in such forward-looking statements. Factors that could affect those results include those mentioned in the documents that the Company has filed with the Securities and Exchange Commission (the "SEC").

The Company undertakes no duty or obligation to publicly update or revise the information contained in this report, although the Company may do so from time to time as management believes is warranted. Any such updating may be made through the filing of other reports or documents with the SEC, through press releases or through other public disclosure including disclosure in the Investor Relations portion of the Company's website.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhib	pits.
Exhibit No.	Description
99.1	Presentation

#### **SIGNATURES**

Pursuant to the requirements of the Exchange Act, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

March 28, 2017

#### STEEL PARTNERS HOLDINGS L.P.

By: Steel Partners Holdings GP Inc.,

its General Partner

By: /s/ Douglas Woodworth

Douglas B. Woodworth Chief Financial Officer



# **Investor Day**

March 28, 2017



# **Steel Partners Holdings Business Overview**

Warren Lichtenstein Executive Chairman

#### **Agenda**

Lunch with Spe	ecial Guest Sr	beaker, General	Richard I. Neal
----------------	----------------	-----------------	-----------------

Business Overview & History – Warren Lichtenstein, Executive Chairman

Strategic Focus & Imperatives – Jack Howard, President

The Steel Way - Jeff Svoboda, Vice Chairman

#### **Business Segment Reviews**

Diversified Industrial - Jeff Svoboda; Bill Fejes, CEO, Handy & Harman

Energy - Stewart Peterson, CEO, Steel Energy

Financial Services - John McNamara, Executive Chairman, WebBank

Consolidated Financial Performance & Closing Remarks – Warren Lichtenstein

Q&A Session – Warren Lichtenstein; Jack Howard; Doug Woodworth, CFO

Special Guest - Tommy Lasorda

# Forward Looking Statements Use of Non-GAAP Financial Measures

This document may contain certain "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that reflect Steel Partners Holdings L.P.'s ("SPLP" or the "Company") current expectations and projections about its future results, performance, prospects and opportunities, and those of the other companies described herein. Although SPLP believes that the expectations reflected in such forward-looking statements, which are based on information currently available to the Company, are reasonable and achievable, any such statements involve significant risks and uncertainties. No assurance can be given that the actual results will be consistent with the forward-looking statements, and actual results, performance, prospects and opportunities may differ materially from such statements. Investors should read carefully the factors described in the "Risk Factors" section of the Company's filings with the SEC, including the Company's Form 10-K for the year ended December 31, 2016, and in SEC filings of the other publicly traded companies described herein, for information regarding risk factors that could affect the Company's or such other companies' results. Except as otherwise required by Federal securities laws, SPLP undertakes no obligation to publicly update or revise any forward-looking

Adjusted EBITDA and the related reconciliation presented here represents earnings before interest expense, taxes, depreciation and amortization as adjusted for income or loss of associated companies and other investments at fair value (net of taxes), non-cash goodwill impairment charges, non-cash asset impairment charges, non-cash pension expense, non-cash stock based compensation, amortization of fair value adjustments to acquisition-date inventories, realized and unrealized gains and losses on investments, net and excludes certain non-recurring and non-cash items. The Company believes Adjusted EBITDA is commonly used by financial analysts and others in the industries in which the Company operates and, thus, provides useful information to investors. The Company does not intend, nor should the reader consider, Adjusted EBITDA an alternative to net income, net cash provided by operating activities or any other items calculated in accordance with U.S. GAAP. The Company's definition of Adjusted EBITDA may not be comparable with Adjusted EBITDA as defined by other companies. Accordingly, the measurement has limitations depending on its use.

statements, whether as a result of new information, future events, changed circumstances or any other reason.

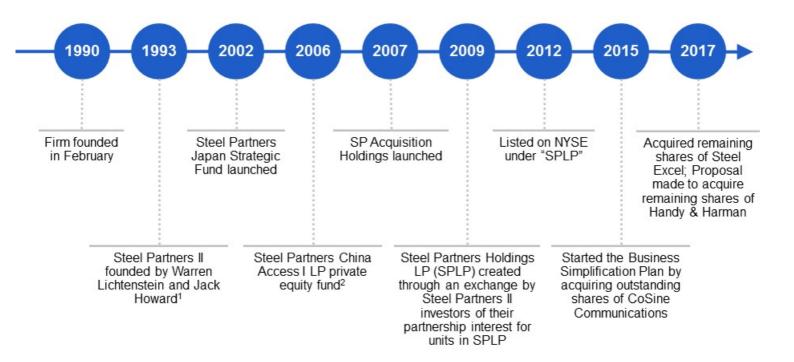
Free cash flow is a non-GAAP financial measure that represents cash flow from operations (a GAAP measure) less capital expenditures. Management believes free cash flow is a useful measure of liquidity and an additional basis for assessing the Company's ability to fund its activities, including the financing of acquisitions, debt service and repurchase of common units.

A reconciliation of the non-GAAP measures to the corresponding amounts prepared in accordance with GAAP appears in the tables in the Appendix. The tables provide additional information as to the items and amounts that have been excluded from the adjusted measures.

STEEL PARTNERS HOLDINGS L.P.

### **History**

#### The Steel Partners Timeline



(1) Produced positive returns for our investors in every year except 2008. 15.27% gross annualized return over 16-year period ending July 2009

(2) Single investment made in Mudanjiang Hengfeng Paper Co Ltd July 2006

# Reporting Segments & Principal Operating Entities

**Steel Partners** Holdings L.P. (NYSE: SPLP)

Revenue:	\$1.2B
Net Income (Attributable to Common Unitholders):	\$7M (1%)
Adjusted EBITDA1:	\$149M (13%)
Cash & Investments <sup>2</sup> :	\$624M
Total Debt:	\$394M
Accrued Pension Liabilities:	\$285M

#### Steel Services Ltd.

Corporate Expense: \$24M (-2%)

Revenue: \$999M Segment Income: \$19M (2%) Adjusted EBITDA: \$116M (12%) Companies

Energy			
Revenue:	\$94M		
Segment Income:	\$(11)M (-12%)		
Adjusted EBITDA: \$(2)M (-2%)			
and the second			



Companies	Ownership
Steel Energy	(SPLP - 64%)
Other (Steel Sports)	(SPLP - 64%)

#### **Financial Services**

\$71M Revenue: Segment Income: \$43M (60%) Adjusted EBITDA: \$43M (60%)



Companies	Ownership	
WebBank	(SPLP - 91%)	

(Financial data from 2016 10-K page 24) (All numbers are TTM as of December 31, 2016)

STEEL PARTNERS HOLDINGS L.P.

Handy & Harman

(2) Cash includes \$287 million of cash held at WebBank for its banking operations

(SPLP - 70%)

(SPLP - 91%)

#### Our Business: A Diversified Global Holding Company



- Three broad segments: Diversified Industrial, Energy, Financial Services
- Structured as partnership with 100%-owned businesses, controlled subsidiaries and active investments; effective use of limited partnership to maximize tax efficiencies
- Steel Services Ltd ("Steel Services"), through management services agreements, provides services to us and some of our companies which include assignment of C-Level management personnel, legal, tax, accounting, treasury, consulting, auditing, administrative, compliance, environmental health and safety, human resources, marketing, investor relations, operating group management and other similar services

### Steel at a Glance

- Steel Partners founded in 1990
- Ourrent entity created in 2009; Listed on NYSE in April 2012
- **4,857 employees** at 72 locations in 8 countries
- Inside ownership: 50%
- Market cap: \$490 million (as of March 22<sup>nd</sup>)
- Unit price: \$18.75 (as of March 22<sup>nd</sup>)
- Revenue: \$1.2 billion
- Adjusted EBITDA: \$149 million
- Total common units outstanding: 26.2 million
- Total assets: \$2.0 billion

(Figures as of December 31, 2016, unless otherwise noted)

# Competitive Advantages, Unique Characteristics

- Corporate structure provides distinct competitive advantages not easy to replicate
- Diversification
- Tax efficiencies
- Permanent capital
- Economies of scale through shared services
- Access to expert corporate management resources
- Management incentives aligned to unitholder expectations
- Ability to operate as one company from a cultural and policy perspective
- Owns companies with highly respected brands

### Strategy & Philosophy

#### Investing on the Basis of Value, Not Popularity

- Invest in good companies with simple business models at prices that have built-in margins of safety
- Avoid complex businesses or investments that cannot be easily explained or understood
- Create continuous improvement culture and implement operational excellence programs
- Control costs and use leverage prudently, or not at all
- Reward people who are empowered and held accountable to deliver results
- Ensure the right core principles and culture

# Deep Discount to Sum-of-the-Parts (SOTP)

#### As of February 28, 2017

Portfolio	Notes	Car	ket Value or rying Value P Ownership)	Value er Unit
WebBank	(1)	\$	319.4	\$ 12.21
Handy & Harman	MV		204.2	7.81
Energy Segment	(2)		166.9	6.38
API	(3)		84.4	3.23
Aerojet Rocketdyne	MV		81.1	3.10
ModusLink Global Solutions	(4) MV		14.1	0.54
Other Investments	(5)		16.8	0.64
Preferred Unit Liability			(63.5)	(2.43)
Corporate Cash 2/28/17			3.4	0.13
Corporate Debt 2/28/17			(42.4)	(1.62)
Net Debt			(102.5)	(3.92)
Total Value		\$	784.4	\$ 29.99
SPLP Unit Closing Price 2/28/17		\$	456.4	\$ 17.45

(In millions, except value per unit) (SPLP units outstanding 2/28/2017: 26.2 million) (See page 60 for Detailed SOTP with additional notes)

#### (MV) Quoted market price

- (1) Current market value determined using the trailing twelve months net income for the period ended December 31, 2016 as reported in WebBank's FFIEC Call/TFR Reports multiplied by a factor of 12. The quarterly reports for each of the time periods included in the twelve months ended December 31, 2016 can be found at:
  - www5.fdic.gov/idasp/confirmation\_outside.asp?inCert1=34404
- (2) Valued at Steel Excel tender offer price of \$17.80 per share. Number of shares as of 2/28/17.
- (3) Current market value determined using the cost to acquire API Group plc (April 2015), the cost to acquire Hazen Paper Company's lamination facility and business in Osgood, IN (July 2016) and the cost to acquire Amsterdam Metallized Products B.V. (December 2016).
- (4) Excludes shares of ModusLink owned by Handy & Harman
- (5) Represents DGT cash of \$11 million and other investments valued at 12/31/16 or 2/28/17.

# Senior Management Team



Warren Lichtenstein Executive Chairman



Len McGill Senior Vice President and General Counsel



Jack Howard
President



Michael Osborne Senior Vice President – Corporate Development



Jeff Svoboda Vice Chairman



Paul Burgon Senior Vice President – Mergers & Acquisitions



Doug Woodworth
Chief Financial Officer



Pete Marciniak Vice President – Human Resources



# **Strategic Focus & Imperatives**

Jack Howard President

STEEL PARTNERS HOLDINGS L.P.

#### **Business Simplification Plan**

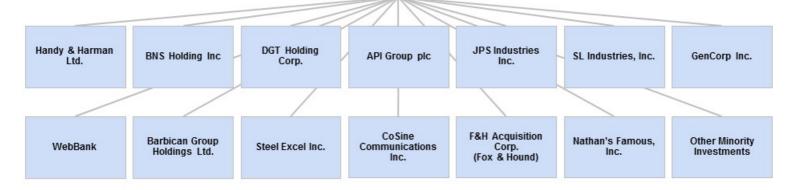
#### Working Toward ONE Steel

- 2015 2017: Purchased non-Steel-owned shares of API Group, JPS Industries, SL Industries, DGT Holdings, CoSine Communications and Steel Excel
- Implementing a Board-approved, strategic business simplification plan aimed at streamlining corporate structure
  - Further enhance efficiencies
  - Lower costs
  - Facilitate communications and transparency
  - Reduce management layers and number of boards
- March 6, 2017: SPLP offers to acquire remaining 30% of Handy & Harman Ltd. (HNH) not owned by SPLP or its subsidiaries for \$29 per share
- Well-defined internal process that has resulted in 24 strategic acquisitions and 10 divestitures of non-core assets since 2009

# **Business Simplification Plan**

#### Company Organizational Structure

# Steel Partners Holdings L.P. (2009)



# Steel Partners Holdings L.P. (2017)

Handy & Harman Ltd.

WebFinancial Holding Corp.

Aerojet Rocketdyne Holdings, Inc.

ModusLink Global Solutions, Inc.

# Other Highlights

#### Return of Capital

- Board declared special, one-time cash dividend of \$0.15 per unit, paid January 13, 2017, to unitholders of record as of January 3, 2017
- Approved buy-back of up to 2 million Steel Partners' units

#### Strategic Growth Model

#### Acquire Good Companies with Simple Business Models

- Acquire and operate entire businesses
- Purchase with built-in margins of safety
- Strong brands and solutions in attractive end markets



#### Incentivize, Focus and Empower Top Talent

- Empower, hold accountable, incentivize and reward team to deliver results using the right behaviors
- Leadership development
- Talent assessment and processes
- Develop succession plans using SteelGrow program



# Increase Value by Utilizing the Steel Business System

- Create culture of opportunistic investment, discipline and continuous improvement deep within organization, resulting in the "The Steel Way"
- Deploy set of industryleading best practices through kaizen activities to gain enterprise-wide efficiencies

#### Increased Unitholder Value

#### **SteelGrow**

#### Creating "Ready Now" Bench Strength

# Focusing on the Fundamentals of People, Process & Systems and Culture & Values



#### Communicate Expectations

- Integrity Beyond Reproach
- Building Teams & Fostering Teamwork
- Achieve Process-Driven Results
- Continuous Improvement Mindset
- Analytical & Fact-Based

#### Internal Leadership Development

Identify and retain high potential talent by developing career growth plans and create programs that lead to career opportunities within and between Steel Partners' companies

External Senior/ Mid-Level Talent Acquisition Pipeline

Build next generation of Leadership to strengthen bench and bring new ideas and talents to Steel Partners

Co-Op and Intern Programs Continuous flow of talent into Steel Partners to enhance talent throughout companies

# **Efficient Support Structure**

#### **Steel Services**

Seeks to achieve economies of scale and put into effect operational excellence and strategic programs that enable portfolio companies to implement capital allocation policies and corporate development guidelines, as well as reduce overhead costs



STEEL PARTNERS HOLDINGS L.P.

# **Efficient Support Structure**

#### Steel Services

Portfolio companies are able to access centralized functional experts

Collaboration Knowledge Transfer & Quality Services

Effective Communication Cost Savings

- 60+ professionals providing shared corporate services, enabling operating management to focus on strategy, sales, operations and growth
- Representative support services include:

CEO / CFO Services	Human Resources / Payroll / Benefits
M&A / Strategy	Legal / SOX / Compliance
Finance/ Accounting/ SEC Reporting	Supply Chain / Operational Excellence / Lean
Treasury / Audit / Tax	Investor Relations / Corporate Communications



# **The Steel Way**

Jeff Svoboda

Vice Chairman, Steel Partners Holdings

# The Steel Way

Culture of Opportunistic Investment, Discipline and Continuous Improvement

# Steel Business System Strategy Deployment Voice of the Customer Customer Tools for Growth Variation Reduction Tools Lean Tools

The Steel Way is Embedded in Our Culture

**Associate Development** 

**Total Associate Involvement** 

STEEL PARTNERS HOLDINGS L.P.

# **Steel Business System**

#### Kaizen Example

#### **Handy Tube**

#### Tools

- Value Stream Mapping (VSM)
- One Piece Flow
- Visual Management



#### Results

- Safety 75% Improvement in RIR
- Quality 30% Scrap Reduction
- Delivery 50% Lead Time Reduction
- Inventory 25% Turns Improvement

#### **OMG FastenMaster**

#### **Tools**

- Setup Time Reduction (SMED)
- Variation Reduction Kaizen (VRK)

# Cortex Co

#### Results

- Change over time from 6 hours to 1.4 hours
- Cost Die life from 400k to over 1 million pcs per die
- Uptime improved 49%

# **Steel Business System**

#### Kaizen Example

#### **OMG**

#### Tools

- VOC
- Rapid Product Innovation

# Results for the Contractor (Voice of the Customer)

- Safety no ladder needed
- Cost one screw vs. plates
- Productivity

#### **Results for OMG**

- High product margin, incremental volume
- Many wood to wood joints in residential construction





# **Diversified Industrial Segment**

Jeff Svoboda

Vice Chairman, Steel Partners Holdings

**Bill Fejes** 

CEO, Handy & Harman Group

#### **Diversified Industrial Segment**

#### Overview

#### Primarily Consists of API and Handy & Harman (Nasdaq: HNH)

- API, a manufacturer and distributor of foils, films and laminates, provides exceptional brand enhancement solutions for consumer goods and printed media worldwide across a wide-range of industry sectors
- Handy & Harman, a diversified manufacturing company, owns multiple market leading brands and businesses in joining materials, tubing, building materials, performance materials, electrical products and cutting blades and related services





































#### Overview

Leading manufacturer and distributor of foils, laminates and holographic materials which provide exceptional brand enhancement for consumer goods and printed media worldwide

- Roots in British paper industry, founded on century-old trading history
- 13 locations across U.S., Europe and Asia
- Packaging solutions that enable companies across wide-range of sectors to empower their brands on the shelf and in the hand
  - Premium Drinks
  - Confectionery
  - Tobacco
  - Perfumery
  - Personal-care
  - Cosmetics
  - Healthcare





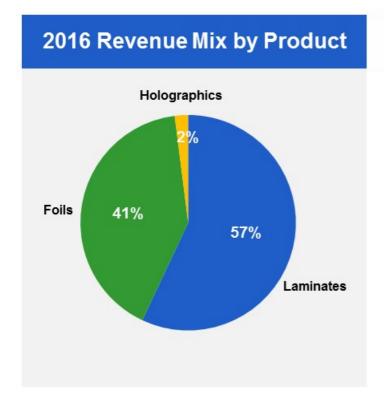


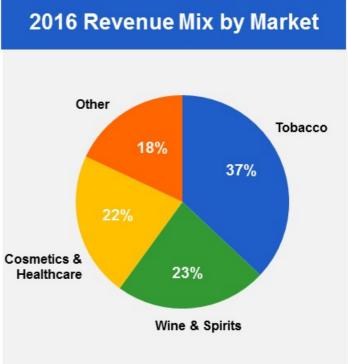
# Notable Recent Acquisitions

Company	Overview
Amsterdam Metallized Products (Dec 2016)	Continues focus on offering brand enhancement solutions for packaging market by adding outstanding complementary products, further enhancing capability to serve customers, and providing entry into attractive new sectors
Hazen Paper Company (Osgood, IN Facility) (Jul 2016)	Acquired certain assets that continues focus on brand enhancement solutions for packaging market, enabling API to provide a combined foils and laminate offering to global customers through an established position in U.Sbased lamination business with exposure in key sectors

# api

#### Revenue Mix







#### Strategic Priorities

#### Integrate Recently Acquired Companies

- Improve service offering through new hub structure
- Build capacity to absorb global tobacco growth
- Implement Steel Business System roadmap

#### Grow Laminates Europe Business

- Win luxury business through creative development service direct to brands
- Win tobacco business in "heat no burn" market and lower regulation geographies

# Optimize Foils Operational, Service and Product Offering

- Improve foils coating capacity, cost, and quality
- Consolidate and stabilize total foils network
- Achieve #2 global position

# Handy & Harman Ltd.



#### Overview

Diversified global industrial company delivering value through innovation, operating excellence and superior customer service

- Nasdaq traded (HNH)
- 3,400+ employees; 47 locations; 8 countries
- · Six reported business units
  - Joining Materials
  - Tubing
  - Building Materials
  - Performance Materials
  - Electrical Products
  - Kasco



# Handy & Harman Ltd.



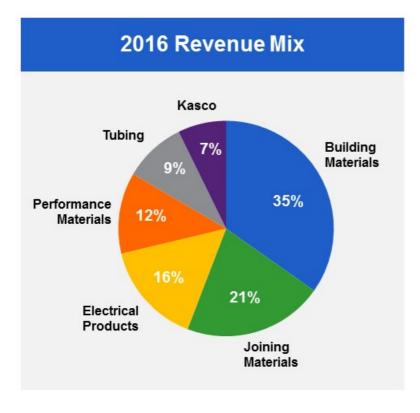
# Notable Recent Acquisitions

Company	Business Unit	Overview
Electromagnetic Enterprise (Sep 2016)	Electrical Products (MTI)	Expands product portfolio into higher power products, diversifies customer base, strengthens brand, and brings increased value to customers through an impressive automated manufacturing capability

# Handy & Harman Ltd.

# Handy&Harman 170

#### Revenue Mix



- Products and services are sold through:
  - Direct sales force
  - Distributors
  - Manufacturer's representatives
- Diverse customer base:
  - Construction
  - Electrical & electronics
  - Transportation
  - Power control
  - Utilities
  - Medical
  - Oil and gas exploration
  - Aerospace and defense
  - Food

#### Handy & Harman Ltd.



#### Strategic Priorities

Drive to Zero Safety Incidents

- Standardize and expand Behavioral Based Safety process through all locations
- Deploy poka-yoke (mistake-proof) approach to implementing safety protection on equipment

Build the Management Team and Ability to Promote from Within

- Implement talent acquisition pipeline to build mid-level management team with "A" players
- Implement robust co-op program with portfolio of universities to provide flow of engineering, finance, and sales/marketing talent

**Drive Organic Growth** 

- Implement a Strategic Creation Process to strengthen and supplement our existing Strategic Planning and Strategy Deployment processes
- Expand investment in New Product/Service Development and Marketing

# Joining Materials

#### **Operating Entities**

## LucasMilhaupt® A Handy & Harman Company Global Brazing Solutions®

- Leading global producer of metal joining products and services
- Serves HVAC, electrical/electronics, and transportation markets

#### Strategic Priorities:

- Utilize Steel Business System to grow North American sales and margin
- Grow high purity alloy sales, margin, and market share with the introduction of new products into the electronics segment

## Tubing





- Premier manufacturer of seamless, stainless steel tubing
- Premium manufacturer of welded, low-carbon and high-strength low-alloy steel tubing
- Serves oil & gas, chemical processing, transportation, and life sciences markets

#### Strategic Priorities:

- Expand product portfolio and diversify market segments
- Increase share of wallet with key OEM customers
- Utilize Steel Business System to improve margins

#### **Operating Entities**





- North America's leading supplier of commercial roof fastening products
- Providing innovative decking and wood framing fastener solutions to PRO contractors
- Serves commercial roofing, residential decking, and wood framing markets

#### Strategic Priorities:

- Develop and introduce new products
- Roofing -- Leverage private label channel and field team to take new products to market
- FastenMaster -- Introduce new products to expand into wood framing fastening solutions



- Weaver of composite reinforcement and ballistic protection fabrics
- World's leading manufacturer of high strength specialty fabrics
- · Serves industrial electronics, aerospace, and power generation equipment markets

#### Strategic Priorities:

- Grow market share in aerospace applications
- Expand into carbon fiber weaving
- Introduce new fiberglass products to grow sales in the industrial electronics segment
- Enhance margins utilizing Steel Business System

#### **Operating Entities**





- Manufacturer of broad range of power conversions components:
  - Precision electric motors, generators, and gears for harsh environment applications
    - Differentiated AC/DC power supplies
  - Power distribution units and power quality components
- Serves general industrial, medical, aerospace, and military segments

#### Strategic Priorities:

- Expand product portfolio to grow and diversify customer base and applications
- Increase share of wallet at key OEMs and strengthen distribution channel
- Utilize Steel Business System to expand margins, improve inventory turns, and reduce lead times

## Kasco



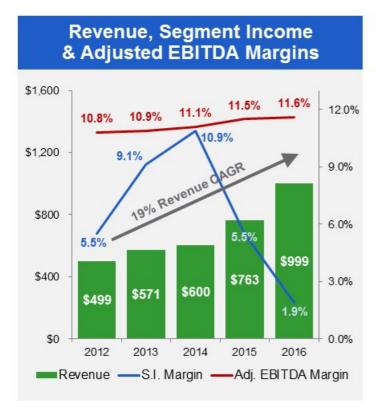
 Leading provider of quality cutting blades, grinder plates, and repair service to the meat processing and retail institutional food industries

#### **Strategic Priorities:**

- Utilize Steel Business System to expand margins in repair service and route business
- Expand share of cutting blade market

#### **Diversified Industrial Segment**

#### **Summary Financials**





\$ in millions

\$ in millions FCF = Cash Flow from Operating Activities - CapEx



## **Energy Segment** (Steel Energy Services)

**Stewart Peterson**CEO, Steel Energy Services



Overview

#### **Steel Energy Services**

Focused on well servicing and production services for oil and gas industries, primarily in Bakken (ND, MT) basin, Texas and New Mexico with 460 employees working on 57 rigs and 24 snubbing/flowback units



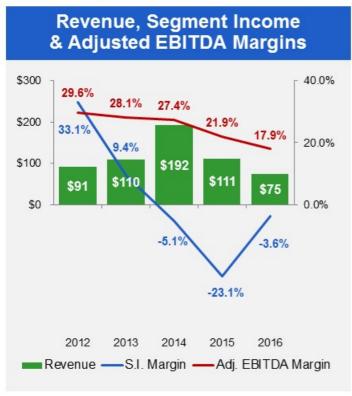






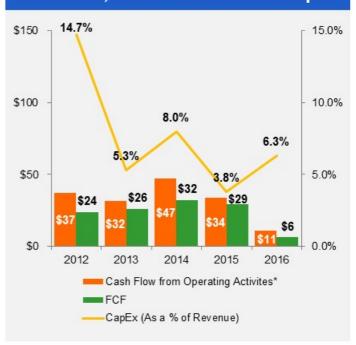
## STEELX ENERGY SERVICES

#### Summary Financials\*



#### S in millions

## Cash Flow from Operating Activities, Free Cash Flow & Capex



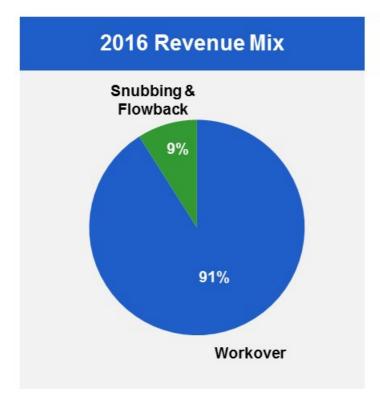
#### \$ in millions

FCF = Cash Flow from Operating Activities – CapEx See appendix for Steel Energy Services reconciliations

<sup>\*</sup> Reflects Steel Energy Services only (excludes Steel Sports & Corporate) See appendix for Steel Energy Services reconciliations

## STEEL ENERGY SERVICES

#### Revenue Mix







#### Strategic Priorities

#### Reduce Total Recordable Incident Rate

- Establish safety culture: "DO IT RIGHT OR NOT AT ALL"
- Improve safety culture across organization by investing in people, training, and supply costs
- Implement best-in-class safety programs and policies

#### Strategic Acquisitions

 Continue to opportunistically acquire businesses that provide complementary service offerings in new and existing markets

## Operational Excellence

- Consolidate and align payroll practices and employee benefit packages among subsidiaries
- Improve supply costs through centralized oversight of supply chain and maintenance programs for all subsidiaries



John McNamara

Executive Chairman, WebBank



Overview

#### **Primarily Consists of WebBank**

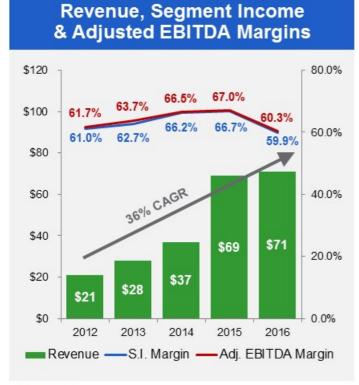
- FDIC-insured, state-chartered industrial bank that provides customized consumer and commercial financing solutions on a nationwide basis
- Leading provider of closed-end and revolving private-label and bank card financing programs, conducted in partnerships with finance companies, OEMs, retailers and financial technology companies



- Revenue primarily derived from interest and origination fees earned on consumer and small business loans
- Significant asset opportunity through holding consumer and small business loans to maturity and growing asset management business
- Headquartered in Salt Lake City, Utah with 62 employees



#### Summary Financials



#### \$ in millions

#### Net Income & Return on Assets\*



\$ in millions

ROA = Net Income / Average Total Assets

Ratios are WebBank only (excludes Parent Company)

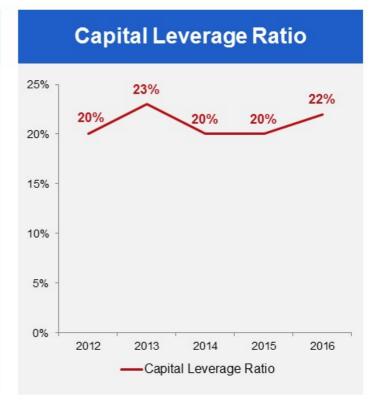
<sup>\*</sup>Represents WebBank net income only and excludes Parent Company assets, primarily NOLs



#### **Summary Financials**





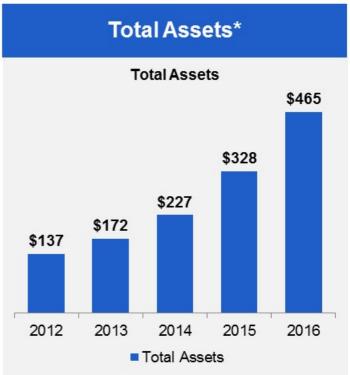


Ratios are WebBank only (excludes Parent Company)



#### Revenue Mix & Total Assets





\$ in millions

<sup>\*</sup> Total assets are WebBank only (excludes Parent Company)



#### Strategic Priorities

## Grow Assets & Revenue

- Capitalize on leading market position and proven risk and regulatory management capabilities to increase market share & optimize returns
- Grow traditional business through new partners, new products and organic growth

## Revenue Diversification & Optimization

- Diversify and increase revenue streams by retaining more assets
- Build out Asset Management vertical by further leveraging Bank's substantial annual loan originations

Support Product Innovation for Increasing Balance Sheet & Regulatory Complexity

- Strengthen credit capabilities
- Continue to build out compliance infrastructure
- Enhance data analytics

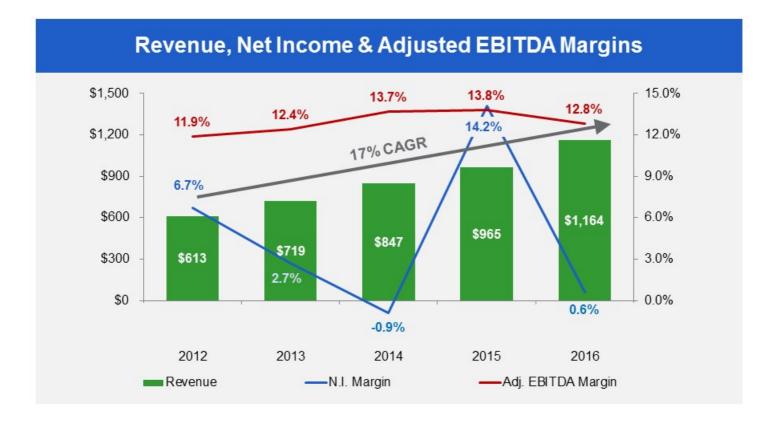


## **Consolidated Financial Performance** & Closing Remarks

Warren Lichtenstein Executive Chairman

Steel Partners Holdings L.P.

## **Consolidated Financial Performance**



(\$ in millions)

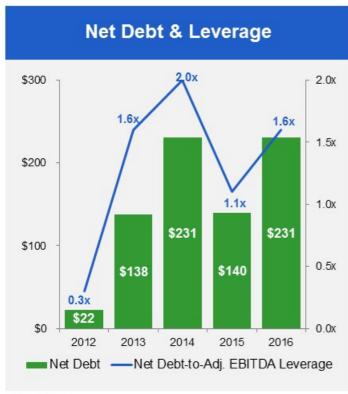
## **Consolidated Financial Performance**

#### Balance Sheet (Select Items)

(in millions, except Partners' Capital per Unit)	Years Ended										
	2016		2015		2014						
Total Assets	\$ 1,967.1	\$	1,684.8	\$	1,490.5						
Cash and Investments <sup>1</sup>	\$ 623.8	\$	433.9	\$	639.4						
U.S. Federal NOLs	\$ 512.0	\$	580.5	\$	224.2						
Net Debt <sup>2</sup>	\$ 231.0	\$	140.0	\$	231.0						
Pension Liabilities	\$ 284.9	\$	276.5	\$	208.4						
Partners' Capital	\$ 548.7	\$	558.0	\$	494.9						
Partners' Capital per Unit	\$ 20.98	\$	20.95	\$	17.95						
Outstanding Units	26.2		26.6		27.6						

<sup>(1)</sup> Cash includes \$287 million, \$87 million and \$104 million of cash held at WebBank for its banking operations in 2016, 2015 and 2014, respectively (2) Net Debt = Short-term debt + Current portion of Long-term debt + Long-term debt - Cash + Cash held by WebBank

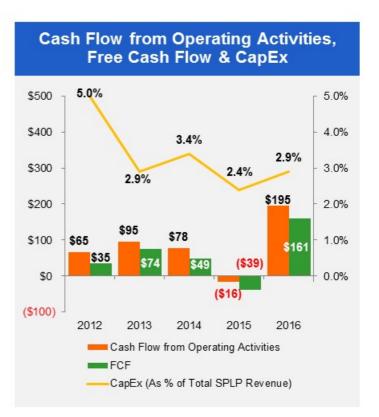
#### Free Cash Flow And Liquidity



\$ in millions

Net Debt = Short-term debt + Current portion of Long-term debt + Long-term

debt - Cash + Cash held by WebBank



\$ in millions FCF = Cash Flow from Operating Activities - CapEx

#### 2017 Key Priorities

- Continue to apply strategic business model
  - M&A: Identify accretive "bolt-on" acquisitions and acquire new, under-valued businesses and platforms for long-term growth
  - SteelGrow: Focus and empower top talent
  - Steel Business System: A set of industry leading best practices to guide opportunistic investment, discipline and continuous improvement, embedded deep within organization, resulting in the "The Steel Way"
- Implement strategic business simplification plan to work toward ONE Steel
  - Enhance efficiencies
  - Lower costs
  - Facilitate communications and transparency
  - Reduce management layers and number of boards
- Support and invest in organic growth initiatives
- Anticipate full-year 2017 revenue and Adjusted EBITDA in the ranges of \$1.3 billion to \$1.4 billion, and \$151 million to \$184 million, respectively

#### **Steel Partner Holdings L.P.**

**Proven Management Team Driving Value** through Accretive Acquisitions

Low Market Multiple with Deep Discount to Sum-of-the-Parts

High ROIC, Rigid Capital Allocations with Modest Use of Leverage

Strong Free Cash Flow and Balance Sheet

Diversified Revenue Mix, Market-Leading Brands

"Steel Way" and Steel Business System Create a Culture that Drives Highly Efficient Operating Performance



**Q&A** 

#### **Steel Sports**

#### Overview

#### **Steel Sports**

Social impact organization that strives to provide first-class sports experience to over 120,000 youth athletes emphasizing positive experiences and instilling core values of discipline, teamwork, safety, respect and integrity with 100 employees across the U.S. and U.K.













## **Presents Tommy Lasorda**

Head of Advisory Board, Steel Sports Member, Baseball Hall of Fame Former Manager, Los Angeles Dodgers



## **Appendix**

## Valuation: Sum-of-the-Parts (SOTP) Detail

#### As of February 28, 2017

(In millions, except value per unit) (SPLP units outstanding 2/28/2017: 26.2 million)

	Sh	ares Ow	ned	Market Value or		Market Value or Carrying		Market Value or Carrying	
Portfolio	#	Note	\$ per Share	Carrying Value (Total)	Elimination of SPLP Units	Value (Total Adjusted)	Ownership Adjustment	Value (SPLP Ownership)	Value per Unit
WebBank		(1)		\$ 350.3		\$ 350.3	91.2%	\$ 319.4	\$ 12.21
Handy & Harman	8.6	MV	\$23.85	204.2		204.2		204.2	7.81
Energy Segment	10.3	(2)	17.80	183.2	\$ (16.3)	166.9		166.9	6.38
API		(3)		92.5		92.5	91.2%	84.4	3.23
Aerojet Rocketdyne	4.2	MV	19.39	81.1		81.1		81.1	3.10
ModusLink Global Solutions	9.7	(4) MV	1.45	14.1		14.1		14.1	0.54
Other Investments		(5)		16.8		16.8		16.8	0.64
Preferred Unit Liability				(63.5)		(63.5)		(63.5)	(2.43)
Corporate Cash 2/28/17				3.4		3.4		3.4	0.13
Corporate Debt 2/28/17				(42.4)		(42.4)		(42.4)	(1.62)
Net Debt				(102.5)		(102.5)		(102.5)	(3.92)
Total Value				\$839.7	\$ (16.3)	\$823.4		\$784.4	\$ 29.99
SPLP Unit Closing Price 2/28/17								\$456.4	\$ 17.45

(MV) Quoted market price

- (2) Valued at Steel Excel tender offer price of \$17.80 per share. Number of shares as of 2/28/17.
- (3) Current market value determined using the cost to acquire API Group plc (April 2015), the cost to acquire Hazen Paper Company's lamination facility and business in Osgood, IN (July 2016) and the cost to acquire Amsterdam Metallized Products B.V. (December 2016).
- (4) Excludes shares of ModusLink owned by Handy & Harman.
- (5) Represents DGT cash of \$11 million and other investments valued at 12/31/16 or 2/28/17.

<sup>(1)</sup> Current market value determined using the trailing twelve months net income for the period ended December 31, 2016 as reported in WebBank's FFIEC Call/TFR Reports multiplied by a factor of 12. The quarterly reports for each of the time periods included in the twelve months ended December 31, 2016 can be found at www5.fdic.gov/idasp/confirmation\_outside.asp?inCert1=34404

## Legal Entities & Associated Transactional Activity

#### As of March 22, 2017

CurrentHol	dings (As of March 2	2, 2017)	Activity (July 2009 to Present)								
Holdco	Subsidiaries	Subs of Subs	Initial Holdings (Jul 2009)	Acquisitions	Divestitures						
10 100			Handy & Harman (32.8%) Includes subs Handy Tube and KASCO	Handy and Harman (May 2010) <sup>xs</sup>	Arlon – Adhesives Division (Feb 2011) Sign Tech (Mar 2011) Continental Industries (Jan 2013) Canfield Metal Coatings (Jun 2013) Arlon – Rest of Business (Jan 2015) Micro-Tube Fabricators (Feb 2017)						
	Handy & Harman (70.0%)	SL Industries (100%)	SL Industries (11.5%)	SL Industries – Remaining Shares (Jun 2016) Electromagnetic Enterprise (Sep 2016)							
	Investment ModusLink (15.3%)	OMG (100%)		Tiger Claw (Mar 2011) W.P. Hickman Company (Dec 2012) PAM Fastening Technology (Nov 2013) ITW Polymers Sealants N.A. (Mar 2013)							
		Lucas-Milhaupt Warwick (100%)		Zaklad Przetworstwa Metal i INMET (Nov 2012) Wolverine Joining Technologies (April 2013)							
Steel Partners Holdings L.P. (100%)		JPS Industries Holdings (100%)	JPS Industries (32.8%)	JPS Industries - Remaining Shares (Jul 2015)							
Current entity formed in Dec 2008	DGT Holdings (100%)		DGT Holdings (27.7%)	DGT Holdings (Jul 2011) <sup>(3)</sup>	Villa Sistemi Medical (Nov 2011) RFI Corporation (Aug 2012)						
Listed in Apr 2012	BNS Holdings (100%)		BNS holdings (50.2%)	SWH - Sun Well Services (Feb 2011)	Interest in Collins I Holding Corp (Feb 2010)						
Investments ModusLink (17.6%) Aerojet Rocketdyne (6.5%)	Steel Excel (100%)		Steel Excel (19.5%)	Eagle Well Services (Feb 2012)	Interest in API Technology						
	Investments iGo (45.0%) Aviat Networks (12.7%)	Steel Energy (100%)		Sun Well Services (May 2012) <sup>(4)</sup> Rogue Pressure Service (Dec 2011) Black Hawk Energy Services (Dec 2013)							
	A Part Nethoria (12.7 79)	Steel Energy (100%)		Baseball Heaven (Jun 2011) Crossfit (Nov 2012) U.K. Elite Soccer (Jun 2013)							
	WebFinancial Holding		CoSine Communications (47.4%)	CoSine Communications (Jan 2015)							
	Corporation (91.2%)	WebBank (100%)	WebBank (100%)								
	(Formerly CoSine Communications)	API Group (100%)	API (17.4%)	API's Security Holographics Division (Apr 2018)							
	Steel Services (100%)(c)										

- (a) SPLP acquired additional shares of HNH bringing total shares owned to 50.3%.
- (b) SPLP invested additional 5% interest to gain control in DGT.
- (c) Steel Services is established in Oct 2011 as wholly owned subsidiary of SPLP to provide shared corporate services.
- (d) Steel Excel acquired all the capital stock of SWH Inc. (Sun Well Services parent) from BNS Holdings and made Sun Well part of Steel Energy.

## Adjusted EBITDA Reconciliation 2012–2016

		Year En	ded December 3	31,	
	2016	2015	2014	2013	2012
SegmentIncome (GAAP)					
Diversified Industrial	\$19,175	\$42,281	\$65,543	\$51,900	\$27,43
Energy – Energy Business	(2,692)	(25,703)	(9,731)	10,295	30,04
Energy – Sports & Corporate	(8,767)	(69,409)	(16,523)	2,346	(5,009
Financial Services	42,518	46,314	24,251	17,668	12,91
Corporate and Other	(23,711)	(1,891)	(56,824)	(37,358)	(8,580
Net Income (loss) from continuing operations, before income taxes	\$26,523	(\$8,408)	\$6,716	\$44,851	\$56,80
Segment Adjusted EBITDA:					
Diversified Industrial	\$115,516	\$87,509	\$66,746	\$62,499	\$54,00
Energy – Energy Business	13,501	24,382	52,419	30,774	26,86
Energy – Sports & Corporate	(15,202)	(12,657)	(12,193)	(6,987)	(4,474
Financial Services	42,792	46,484	24,368	17,962	13,04
Corporate and Other	(7,734)	(12,663)	(15,614)	(15,396)	(16,490
Consolidated Adjusted EBITDA	\$148,873	\$133,055	\$115,726	\$88,852	\$72,94
Net Income (loss) from continuing operations	\$2,571	\$70,311	(\$17,572)	\$38,374	\$43,73
Income tax provision (benefit)	23,952	(78,719)	24,288	6,477	13,06
Net Income (loss) from continuing operations, before income taxes	26,523	(8,408)	6,716	44,851	56,80
(Income) loss of associated companies and other investments at fair value, net of tax	(4,085)	31,777	18,557	(28,326)	(24,842
Interest expense	11,052	8,862	11,073	10,547	14,80
Depreciation and amortization	70,546	48,560	38,438	30,990	24,75
Non-cash goodwill impairment charges	24,254	19,571	41,450	-	
Non-cash asset impairment charges	18,668	68,092	2,537	2,689	1,60
Non-cash pension expense (income)	2,416	1,900	(1,761)	(427)	(2,602
Non-cash stock based compensation	3,844	9,203	8,470	34,282	7,45
Amortization of fair value adjustments to acquisition-date inventories	2,133	4,683	-	525	
Realized and unrealized gains and losses on investments, net	(7,478)	(54,489)	(10,265)	(9,148)	(19,995
Other items, net	1,000	3,304	511	2,869	14,97
Consolidated Adjusted EBITDA	\$148,873	\$133,055	\$115,726	\$88,852	\$72,94

(\$ in thousands)

#### Energy Services Reconciliation 2012–2016

	YEAR ENDED DECEMBER 31,											
	2016		2015		2014		2013		2012			
Revenue:	1000											
Energy - Energy Business	\$ 75,325	\$	111,397	\$	191,608	\$	109,624	\$	90,725			
Energy - Sports	18,670		21,223		18,540		10,405		2,109			
Total Revenue - Energy Segment	\$ 93,995	\$	132,620	\$	210,148	\$	120,029	\$	92,834			
Segment Income (G AAP):												
Energy - Energy Business	\$ (2,692)	\$	(25,703)	\$	(9,731)	\$	10,295	\$	30,043			
Energy - Sports & Corporate	(8,767)		(69, 409)		(16,523)		2,346		(5,009)			
Total Segment Income - Energy Segment	\$ (11,459)	\$	(95, 112)	\$	(26,254)	\$	12,641	\$	25,034			

(\$ in thousands)

Steel Partners Holdings L.P.

#### Free Cash Flow Reconciliation 2012–2016

		YEAR E	NDI	ED DECEM	BE	R 31,	
	2016	2015		2014		2013	2012
Operating Cash Flow							
Diversified Industrial	\$ 85,251	\$ 57,548	\$	50,690	\$	49,163	\$ 58,439
Energy - Energy Business	10,906	33,591		47,320		31,851	36,894
Energy - Sports & Corporate	(12,124)	(7,067)		(3,405)		(5,970)	(4,474)
Financial Services	117,862	(86,625)		(1,403)		35,190	(10,850)
Corporate and Other	(8,975)	(13,198)		(15,169)		(15,082)	(14,511)
Total Operating Cash Flow	\$ 194,920	\$ (15,753)	\$	78,033	\$	94,952	\$ 65,498
Capital Expenditures							
Diversified Industrial	\$ 27,953	\$ 17,212	\$	12,658	\$	11,744	\$ 15,182
Energy- Energy Business	4,719	4,226		15,313		5,848	13,299
Energy - Sports & Corporate	363	559		626		3,086	728
Financial Services	102	1,153		40		57	37
Corporate and Other	1,046	102		132		152	1,323
Total Capital Expenditures	\$ 34,183	\$ 23,252	\$	28,769	\$	20,885	\$ 30,569

Free Cash Flow Reconciliations	YEAR ENDED DECEMBER 31,										
Free Cash Flow Reconciliations	2016		2015		2014		2013		2012		
Steel Partners Holdings L.P.											
Operating cash flow	\$ 194,920	\$	(15,753)	\$	78,033	\$	94,952	\$	65,498		
Capital expenditures	34,183		23,252		28,769		20,885		30,569		
Free Cash Flow	\$ 160,737	\$	(39,005)	\$	49,264	\$	74,067	\$	34,929		
Diversified Industrial											
Operating cash flow	\$ 85,251	\$	57,548	\$	50,690	\$	49,163	\$	58,439		
Capital expenditures	27,953		17,212		12,658		11,744		15,182		
Free Cash Flow	\$ 57,298	\$	40,334	\$	38,032	\$	37,419	\$	43,257		
Energy - Total Segment											
Operating cash flow	\$ (1,218)	\$	26,524	\$	43,915	\$	25,681	\$	32,420		
Capital expenditures	5,082		4,785		15,939		8,932		14,027		
Free Cash Flow	\$ (6,300)	\$	21,739	\$	27,976	\$	16,749	\$	18,393		
Energy - Energy Business											
Operating cash flow	\$ 10,906	\$	33,591	\$	47,320	\$	31,651	\$	36,894		
Capital expenditures	4,719		4,228		15,313		5,846		13,299		
Free Cash Flow	\$ 6,187	\$	29,365	\$	32,007	\$	25,805	\$	23,595		
Energy - Sports & Corporate											
Operating cash flow	\$ (12,124)	\$	(7,067)	\$	(3,405)	\$	(5,970)	\$	(4,474)		
Capital expenditures	363		559		626		3,086		728		
Free Cash Flow	\$ (12,487)	\$	(7,626)	\$	(4,031)	\$	(9,056)	\$	(5,202)		
Financial Services											
Operating cash flow	\$ 117,862	\$	(86,625)	\$	(1,403)	\$	35,190	\$	(10,850)		
Capital expenditures	102		1,153		40		57		37		
Free Cash Flow	\$ 117,760	\$	(87,778)	\$	(1,443)	\$	35,133	\$	(10,887)		
Corporate and Other											
Operating cash flow	\$ (6,975)	\$	(13,198)	\$	(15,169)	\$	(15,082)	\$	(14,511)		
Capital expenditures	1,046		102		132		152		1,323		
Free Cash Flow	\$ (8,021)	\$	(13,300)	\$	(15,301)	\$	(15,234)	\$	(15,834)		

(\$ in thousands)