

PETER MYERS

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EXECUTIVE PROFILE

TARGET: BOARD OF DIRECTORS

Driving Transformational Change in Financial Services & Resource Industry Organizations

Growth driver known for building top-performing teams and creating cultures that value collaboration and provide a differentiated client experience – posturing complex, multi-geography businesses for expansion.

Business leader with unique combination of experience as investment banker and senior bank operating executive in both the U.S. and Canada – shaping an informed business viewpoint at a macro level.

Trusted client advisor leveraging broad capital markets expertise, including financing, mergers and acquisitions (M&A), and achieving strategic objectives.

Subject matter expert (SME) in financial services, materials space, including metals and mining, energy, energy transition.

AREAS OF EXPERTISE: Board Governance & Directorship • Risk Management • Strategic Planning & Execution • Capital Markets • Mergers, Acquisitions & Integrations • Financial Planning

SELECT EXECUTIVE EXPERIENCE

BMO • 2002 – 2023

BMO Financial Group (NYSE, TSX: BMO) is the 8th largest bank in North America with US\$836B total assets; operates in retail banking, investment banking, and wealth management markets.

BMO Nesbitt Burns Inc. • Chairman of the Board

2022 – 2023

Chaired Nesbitt Burns Inc. (largest subsidiary of BMO Financial Group), a full-service investing operation in Canada. The Board consists of the heads of all the major Lines of Business of BMO Financial Group as well as independent directors who bring a diversity of expertise to the Board. The Board performs an important governance, regulatory and risk management function for BMO.

BMO • Vice Chair, Investment & Corporate Banking – Toronto, ON

2021 – 2022

Served as senior advisor to high-performance individuals in advancing targeted client relationships and transactions. My particular focus was on the metals and mining industry and associated energy transition themes. In addition, I continued my mentoring of select management and banking professionals.

BMO • Co-Head/Head of Global Investment & Corporate Banking – New York, NY

2017 – 2021

Executive leader of global CAN\$2B business serving 11 industry sectors offering debt and equity capital-raising services, loan origination and syndication, balance sheet management solutions, and treasury management services; owned \$700M budget and led 5 direct reports and ~1K employees across North America, Europe, and Asia. Direct report to Head of Capital Markets; extensive interaction and reporting to U.S. board, bank CEO and executive team. Member of key management committees, including Capital Markets Operating Committee.

- **Led first I&CB growth initiative** to increase depth and breadth of U.S. I&CB franchise, including leverage finance and sponsor coverage.
- **Transitioned leadership structure from regional to global teams** – dramatically increasing cooperation and reducing friction between regions; additional impacts included improved client experience.
- **Gained competitive advantage in Leverage Finance and direct lending** by leading strategic evaluation and consequent investment in core capability, an industry-first material JV with leading global independent credit investor.
- **Positioned business for long-term growth** by helping planning and execution of key cost savings initiatives, including capital reductions in low return investments (including key U.S. upstream oil & gas business).

PROFITABILITY IMPACTS: (includes 2020 economic downturn): Total Revenue Growth ↑ 12% | Net Income Growth ↑ 21%

Efficiency Ratio 56.6% (record low) | US Revenue Growth ↑ 40% | US Net Income Growth ↑ 50%

BMO • Head, U.S. Investment & Corporate Banking – Chicago, IL

2014 – 2017

BMO • Head, Canada and International Investment & Corporate Banking – Toronto, ON

2008 – 2014

Delivered full capability of bank to clients by reimagining I&CB business principles, establishing collaborative working culture, and instituting coverage sector business plans. Charged with leading strategic move to narrow and deepen sector coverage, including negotiating changes to lending and risk structure that enabled bank to undertake leadership roles.

- **Hired 30 senior professionals**, including healthcare leadership team and U.S.-based power & utility team.
- **Relaunched high-yield business**, a core competency to serve key clients; additionally instituted new client-focused sales management approach and new client prioritization tools.
- **Acquired advisory boutique Green Holcomb Fisher** to integrate commercial bank client opportunity with Capital Markets.
- **Repositioned business as a top-tier competitor with new sales management and “one client focus” resulting in increased ROE %**; business ranked as a leading (top 2) M&A advisor, equity and debt underwriter, and top M&A advisor in core franchise sectors (energy, metals, & mining).
- **Improved talent acquisition, retention, and engagement metrics** by instituting formal training programs and establishing workflow committees.

BMO • Head of Equity Capital Markets – Toronto, ON

2002 – 2008

Assumed leadership of group in challenging situation and competitively repositioned business to a top 3 firm by partnering with investment banking and capital markets teams to provide integrated client solutions, while serving in advisory capacity to clients on strategic planning and execution of equity and equity-related issuance.

- **Led group in highly efficient risk management**, minimizing losses and remaining within acceptable parameters 100% of the time.
- **Introduced team approach and relationship-focused coverage model** – later rolled out across entire business I&CB business segment.

Early Career: Investment Banker (specialized in energy sector and capital markets within financial services industry)

EDUCATION

McGill University, BCom, Joint Honours Program, Finance & Economics

CREDENTIALS

FINRA Registration (Series 79,24,63) • 2014—2023

AFFILIATIONS

United Way: BMO 2020 Enterprise MIG Co-Chair, multiple Co-Chairs of BMO Capital Markets campaigns

Prostate Cancer Canada: Board member 2008–2013

Investment Dealer Association (IDA): Chaired Corporate Finance Committee