

EQUITY SNAPSHOT

NYSE Ticker:
RS

Share price:
\$82.14

Share price total return (since 1994):
15.5%¹

52-week range:
\$72.69 – \$97.41

Shares outstanding:
71,443,121¹

Market Capitalization:
\$5,868 M

Enterprise Value:
\$7,861 M

ADTV (3 mos.):
552,352

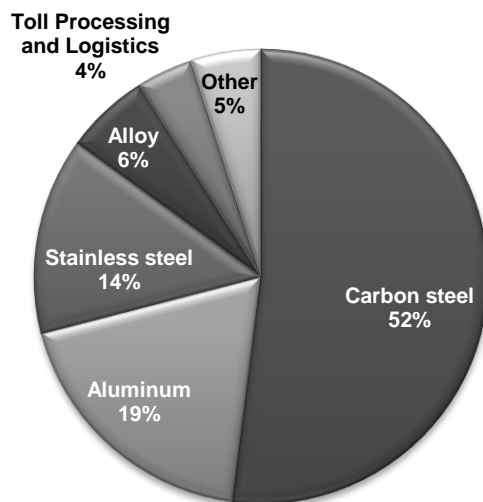
Annual Dividend / Yield:
\$2.00 / 2.4%

COMPANY OVERVIEW

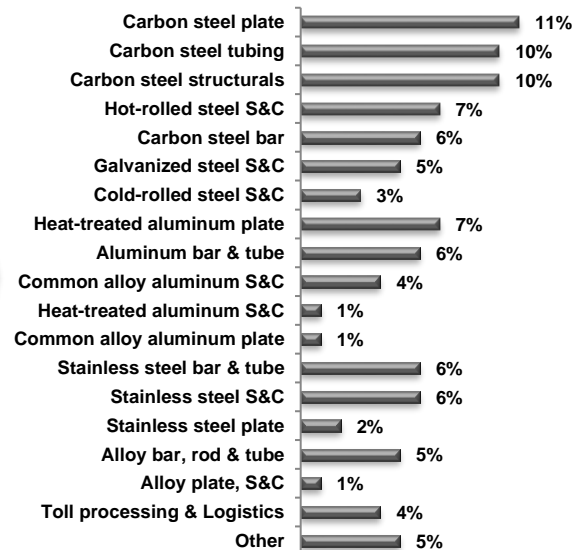
Reliance Steel & Aluminum Co., headquartered in Los Angeles, California, is the largest metals service center company in North America (U.S. and Canada). Through a network of more than 300 locations in 40 states and thirteen countries outside of the United States, the Company provides value-added metals processing services and distributes a full line of over 100,000 metal products to more than 125,000 customers in a broad range of industries. Reliance focuses on small orders with quick turnaround and increasing levels of value-added processing. In 2017, Reliance's average order size was \$1,740, approximately 48% of orders included value-added processing and approximately 40% of orders were delivered within 24 hours.

2017 NET SALES OF \$9.72 BILLION

Sales by Commodity

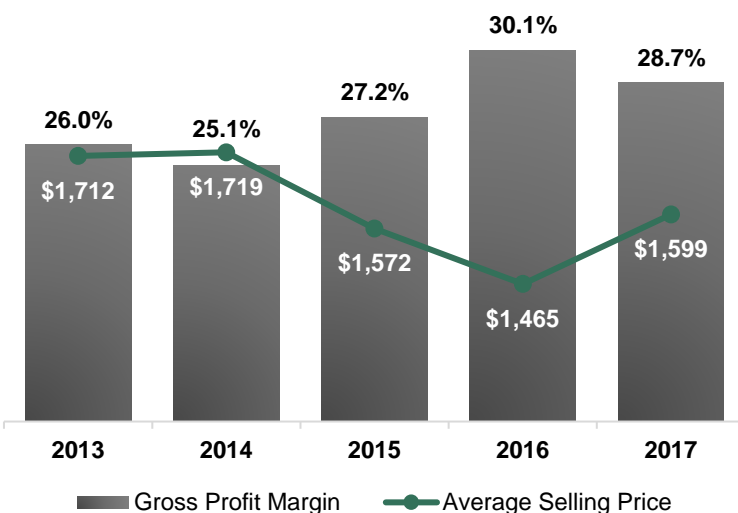


Sales by Product



Note: Equity market data as of 11/2/2018
¹ As of 9/30/18

ENHANCED OPERATIONAL EXECUTION



- Disciplined management of gross profit margin within a range of 27% to 29%, including in declining price environments. Key drivers include:
- Strong focus on **inventory management**
 - 2017 inventory turnover ratio of 4.5x (based on tons)
 - Supports focus on higher profit orders
- Increased **value-added processing** capabilities
 - Invested ~\$847¹ million in capital expenditures over the last 5 years with over 50% dedicated to growth activities
- Commitment to **pricing discipline**
 - Minimal contractual sales allows managers to pass through mill price increases as announced
 - Salespeople incentivized to properly price the value provided to customers

¹ As of the year ended 12/31/17

INVESTMENT HIGHLIGHTS

- ✓ Highly diversified products, customers and end markets
- ✓ Profitable, resilient and stable operating model throughout all industry cycles
- ✓ Disciplined inventory and gross profit margin management
- ✓ Solid track record of growth through capital investments and acquisitions
- ✓ Strong balance sheet and cash flow generation with commitment to returning capital to stockholders
- ✓ Credible management team with top six executives accounting for over 210 years of combined industry experience



TWO-PRONGED GROWTH STRATEGY

ACQUISITIONS:

- 66 completed acquisitions since 1994 IPO
- Consistent valuation methodology based on normalized pre-tax income
- Immediately accretive; positive cash flow
- Brand name stays in the community

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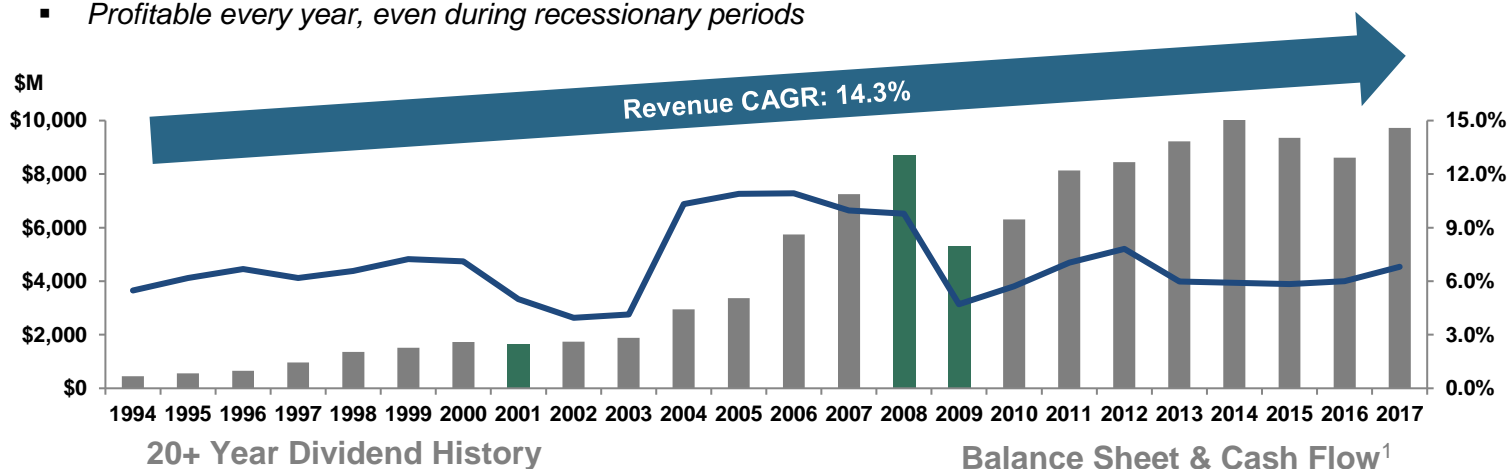
ORGANIC INVESTMENTS:

- Open facilities in new markets
- Expand existing facilities
- Add / upgrade processing equipment
- Extend capabilities to local markets
- \$225 million capital expenditure budget for 2018

FINANCIAL STRENGTH

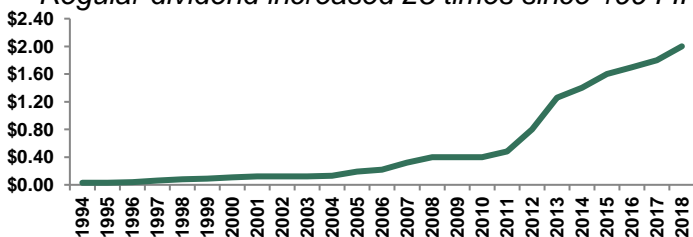
Historical Revenue and Operating Income Margin

- Profitable every year, even during recessionary periods



20+ Year Dividend History

- Regular dividend increased 25 times since 1994 IPO



Balance Sheet & Cash Flow¹

- **Cash & Cash Equivalents:** \$112.1 M
- **Total Debt:** \$2.08 B
- **Net Debt-to-Capital:** 28.2%
- **Cash Flow Provided by Operations:** \$233.3 M

¹ As of and for the third quarter ended 9/30/18

INVESTOR CONTACT:

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