RELIANCE STEEL & ALUMINUM CO.

CORPORATE FACT SHEET
MAY 2019

EQUITY SNAPSHOT

NYSE Ticker:
RS

Share price:
$89.54

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

52-week range:
$68.62 – $97.41

Shares outstanding (in '000s)**:**
67,235[1]

Market Capitalization:
$6,020 M

Enterprise Value:
$8,110 M

ADTV (3 mos.):
457,403

Annual Dividend / Yield:
$2.20 / 2.5%

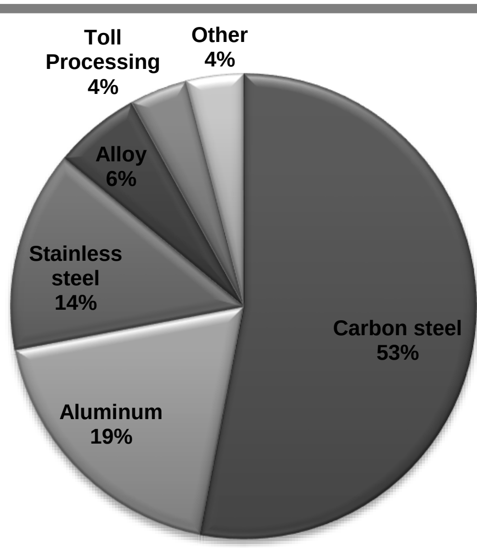
Note: Equity market data as of 5/16/2019
[1] As of 3/31/19

COMPANY OVERVIEW

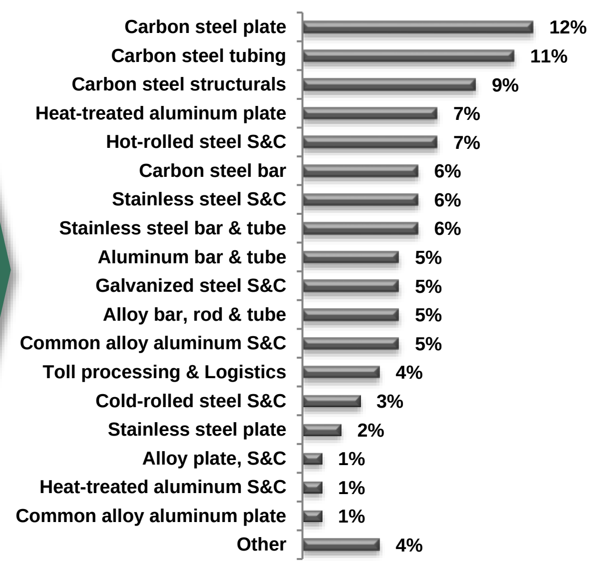
Reliance Steel & Aluminum Co., headquartered in Los Angeles, California, is the largest metals service center company in North America (U.S. and Canada). Through a network of more than 300 locations in 40 states and thirteen countries outside of the United States, the Company provides value-added metals 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 2018, Reliance's average order size was $2,130, approximately 49% of orders included value-added processing and approximately 40% of orders were delivered within 24 hours.

2018 NET SALES OF $11.53 BILLION

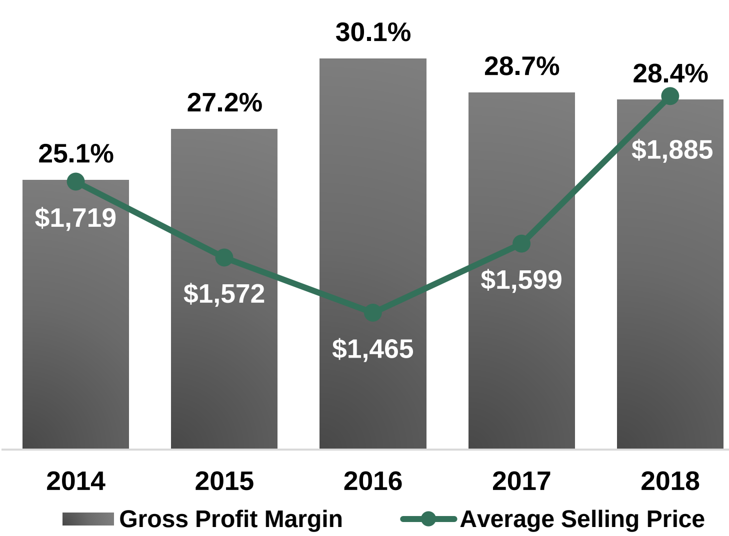
Sales by Commodity



Sales by Product



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**
  - Supports focus on higher margin orders
- Increased **value-added processing** capabilities
  - Invested ~$919[1] million in capital expenditures over the last 5 years with over 50% dedicated to growth activities
- Commitment to **pricing discipline**
  - Minimal contractual sales and "buy domestic philosophy" allows managers to pass through mill price increases as announced
  - Salespeople incentivized to properly price the value provided to customers
- Achieved **record annual gross profit dollars** of $3.28 billion in 2018

[1] As of the year ended 12/31/18

350 South Grand Avenue, Suite 5100 I Los Angeles CA 90071 I Phone: 213-687-7700 I Fax: 213-687-8792 I **www.rsac.com**

INVESTMENT HIGHLIGHTS

- ✓ Service diverse end markets with significant excess capacity for growth
- ✓ Profitable, resilient and stable operating model throughout all industry cycles
- ✓ Differentiated sales mix limits sensitivity to product-specific pricing
- ✓ 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 ~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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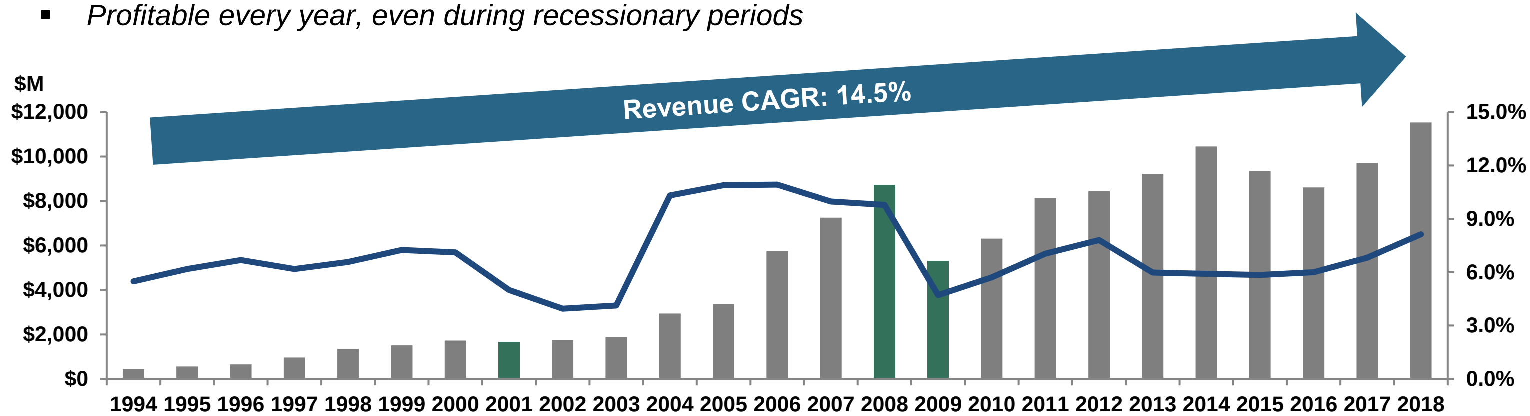
ORGANIC INVESTMENTS:

- Open facilities in new markets
- Expand existing facilities
- Add / upgrade processing equipment
- Extend capabilities to local markets
- $245 million capital expenditure budget for 2019

FINANCIAL STRENGTH

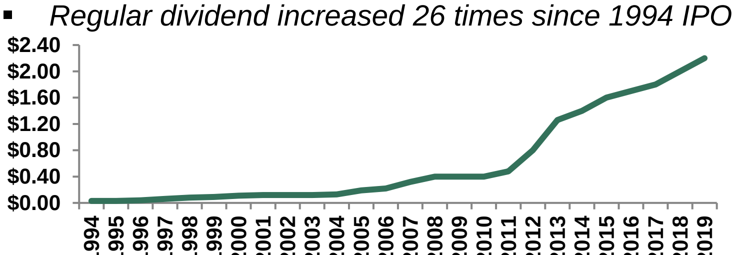
Historical Revenue and Operating Income Margin

- *Profitable every year, even during recessionary periods*



20+ Year Dividend History

- *Regular dividend increased 26 times since 1994 IPO*



Balance Sheet & Cash Flow[1]

- **Cash & Cash Equivalents:** $133.6 M
- **Total Debt:** $2.20 B
- **Net Debt-to-Capital:** 29.8%
- **Cash Flow Provided by Operations:** $117.2 M

[1] *As of and for the first quarter ended 3/31/19*

INVESTOR CONTACT:

Brenda Miyamoto, Investor Relations **|** 213-576-2428 **|** investor@rsac.com **-or-**

ADDO Investor Relations | 310-829-5400