



# THE CORE OF OUR BUSINESS

Caring for our people and their safety, never becoming complacent. Increasing the value and service we provide to our customers while maximizing returns. Generating strong cash flows by improving our operational efficiences and working capital management. Planning for the future with strategic investments in capital expenditures and seeking the right acquisition opportunities. Delivering exceptional results to our stockholders, customers, suppliers, employees, and communities.

In 2017, we took the proper steps to strengthen our core.



Reliance intentionally operates as a decentralized business of over 75 metal service center brands across 40 states and in 13 countries. Yet our managers in the field share a common goal: Reliance's success. This is demonstrated through their excellent performance managing through pricing volatility, improving the quality and breadth of valueadded services to customers, controlling expenses, and managing working capital. In 2017, this diligence contributed to the highest gross profit dollars in Reliance's 78-year history and our secondhighest net sales. We achieved a gross profit margin of 28.7% - near the high-end of our target range of 27% to 29% - and accomplished an inventory turn rate of 4.5 times, contributing to \$399 million in cash flow from operations.

# HIGHES UNAKIJS

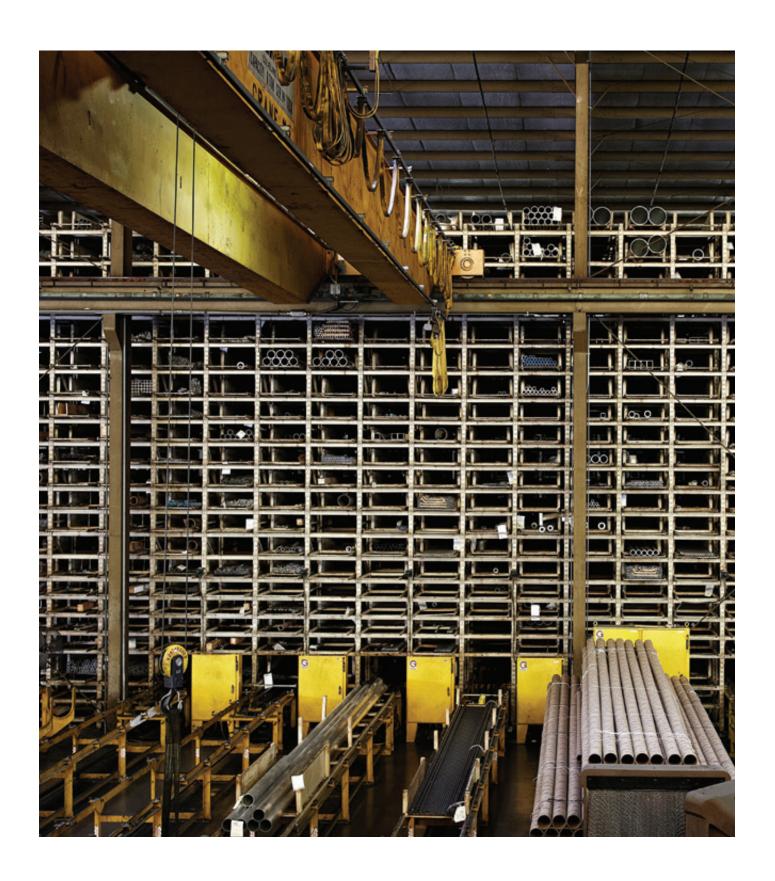
# ACHIEVING RESULTS: GROSS PROFIT: \$2.79 B $\mid$ NET SALES: \$9.72 B $\mid$ NET INCOME: \$613.4 M\*

Includes a \$207.3 million, or \$2.82 per share, income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.



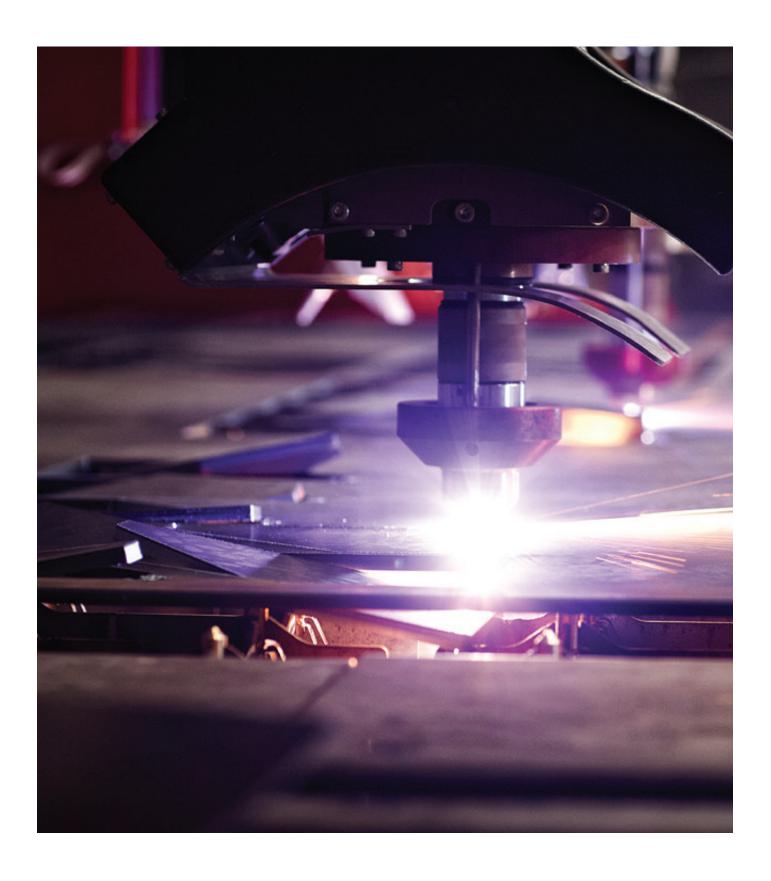
Reliance prioritizes maintaining a strong balance sheet so that as we grow our business, we increase our capacity to give back and provide meaningful stockholder returns. Over \$1 billion has been paid to stockholders through dividends and share repurchases during the past five years. In 2017, we achieved our secondhighest annual diluted earnings per share of \$5.52.\* Confidence in Reliance's outlook led us to repurchase \$25 million of our company stock in the fourth quarter of 2017. And believing in our ability to execute profitably and grow our business has resulted in substantial dividend increases over the last several years. In 2017, we paid out \$132 million in cash dividends; in the first quarter of 2018 we increased our regular quarterly dividend 11.1% to \$0.50 per share, or an annual dividend of \$2.00 per share.

# BEST IN CLASS: A 2018 FORTUNE WORLD'S MOST ADMIRED COMPANY $\mid$ #320 on Fortune 500 List



Reliance is fully committed to growth. To this end, we have strategically invested \$2.3 billion over the last five years. In 2017, we completed our 63rd acquisition since our 1994 IPO, further expanding our geographic presence with a high-value-added, niche player. We spent \$162 million in capital expenditures to grow our value-added processing services and geographic coverage. New processing equipment improves the quality and service we provide to our customers which, in turn, increases our profitability. Further, we expanded our operations: a new location in Kentucky supports the increased use of aluminum in automotive; and another in India services global aerospace. In 2018, we are doubling our capacity in South Korea and China to meet the growing needs of our semiconductor customers.

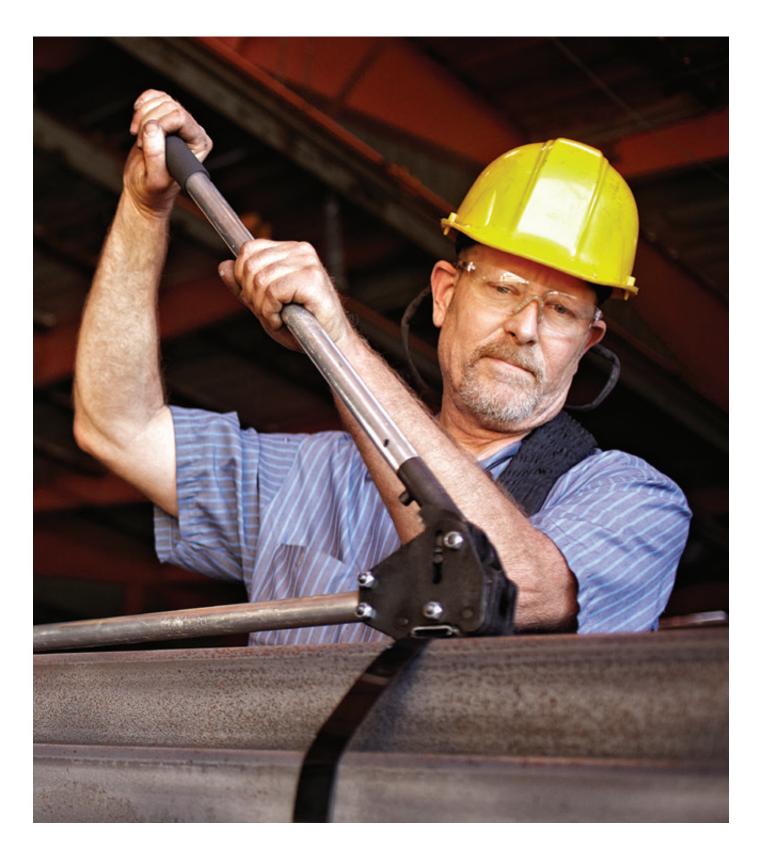
# MAKING GAINS: PROCESSING SERVICES PERFORMED ON 48% OF ORDERS (UP FROM HISTORICAL 40%)



The health and safety of our employees, customers, and neighbors is a Reliance core value. In 2017, we inaugurated an employee assistance program - Reliance Cares - to support the true source of our company's success: our over 14,000 employees worldwide. Funded through voluntary contributions, mostly from employees themselves and matched by our company, Reliance Cares provides assistance to any Reliance employee who is impacted by a natural disaster.









# SELECTED CONSOLIDATED FINANCIAL DATA

In millions, except share and per share data					
Year Ended December 31,	2017	2016	2015	2014	2013
Income Statement Data:					
Net sales	\$9,721.0	\$8,613.4	\$9,350.5	\$10,451.6	\$9,223.8
Cost of sales (exclusive of depreciation and amortization expense)	6,933.2	6,023.1	6,803.6	7,830.6	6,826.2
Gross profit <sup>(1)</sup>	2,787.8	2,590.3	2,546.9	2,621.0	2,397.6
Warehouse, delivery, selling, general and administrative expense <sup>(2)</sup>	1,902.8	1,798.1	1,725.3	1,789.8	1,636.0
Depreciation and amortization expense	218.4	222.0	218.5	213.8	192.4
Impairment of long-lived assets	4.2	52.4	53.3	-	14.9
Operating income	662.4	517.8	549.8	617.4	554.3
Other expense (income):					
Interest expense	73.9	84.6	84.3	81.9	77.5
Other expense (income), net(2)	4.7	4.0	6.8	(10.8)	(1.5)
Income before income taxes	583.8	429.2	458.7	546.3	478.3
(Benefit) provision for income taxes <sup>(3)</sup>	(37.2)	120.1	142.5	170.0	153.6
Net income <sup>(3)</sup>	621.0	309.1	316.2	376.3	324.7
Less: Net income attributable to noncontrolling interests	7.6	4.8	4.7	4.8	3.1
Net income attributable to Reliance <sup>(3)</sup>	\$613.4	\$304.3	\$311.5	\$371.5	\$321.6
Earnings Per Share:					
Diluted <sup>(3)</sup>	\$8.34	\$4.16	\$4.16	\$4.73	\$4.14
Basic <sup>(3)</sup>	\$8.42	\$4.21	\$4.20	\$4.78	\$4.19
Weighted average shares outstanding - diluted	73,539,424	73,120,918	74,902,064	78,615,939	77,646,192
Weighted average shares outstanding – basic	72,851,021	72,362,513	74,096,349	77,682,943	76,844,912
Other Data:					
Cash flow provided by operations	\$399.0	\$626.5	\$1,025.0	\$356.0	\$633.3
Capital expenditures	161.6	154.9	172.2	190.4	168.0
Cash dividends per share	1.80	1.65	1.60	1.40	1.26
Balance Sheet Data (December 31):					
Working capital	\$2,347.6	\$2,032.5	\$1,564.5	\$2,458.3	\$2,165.5
Total assets	7,751.0	7,411.3	7,121.6	7,822.4	7,323.6
Short-term debt	92.0	82.5	500.8	93.9	36.5
Long-term debt <sup>(4)</sup>	1,809.6	1,847.2	1,428.9	2,209.6	2,055.1
Reliance stockholders' equity	4,667.1	4,148.8	3,914.1	4,099.0	3,874.6

<sup>(1)</sup> Gross profit, calculated as net sales less cost of sales, is a non-GAAP financial measure as it excludes depreciation and amortization expense associated with the corresponding sales. The majority of our orders are basic distribution with no processing services performed. For the remainder of our sales orders, we perform "first-stage" processing, which is generally not labor intensive as we are simply cutting the metal to size. Because of this, the amount of related labor and overhead, including depreciation and amortization, is not significant and is excluded from our cost of sales. Therefore, our cost of sales is substantially comprised of the cost of the material we sell. We use gross profit as shown above as a measure of operating performance. Gross profit is an important operating and financial measure, as fluctuations in our gross profit can have a significant impact on our earnings. Gross profit, as presented, is not necessarily comparable with similarly titled measures for other companies.

<sup>(2)</sup> The adoption of accounting rule changes in 2017 affected the presentation of pension costs. Prior year Warehouse, delivery, selling, general and administrative expense and Other expense (income), net have been retrospectively adjusted to conform to the current presentation.

<sup>(3)</sup> In 2017, we recognized a \$207.3 million income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.

<sup>(4)</sup> Long-term debt includes the long-term portion of capital lease obligations.



# FELLOW STOCKHOLDERS

2017 was an exceptional year for Reliance. We focused on the core values that differentiate our company. Our commitment to maximizing gross profit margin, coupled with fantastic performance by our managers in the field, resulted in significant operational milestones. Notably, ongoing modest growth in demand along with a positive pricing environment throughout most of the year helped us grow 2017 net sales by \$1.1 billion over 2016 to reach \$9.7 billion, the secondhighest ever for Reliance. Further, our annual gross profit margin of 28.7% was near the high-end of our target range of 27% to 29%, and produced gross profit dollars of \$2.8 billion - the highest in Reliance history. As a result, we generated strong cash flow from operations that allowed us to execute on our growth strategy while also providing meaningful returns to our stockholders.

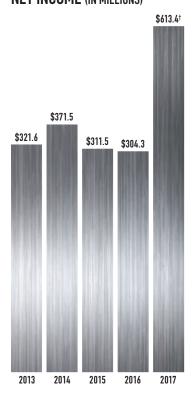
The spring and summer months of 2017 were characterized by a high level of uncertainty related to the pending Section 232 investigation. This, in turn, contributed to increased imports in the marketplace, pressuring metal pricing. At the same time, however, customer demand grew steadily, with our same-store tons sold up 3.6% year-over-year. The improving demand environment along with increased raw material pricing and trade case resolutions in the second half of the year supported higher pricing on nearly every product we offer, resulting in a 9.1% increase in our average selling price in 2017 compared to 2016.



# **NET SALES (IN MILLIONS)**



# **NET INCOME (IN MILLIONS)**



<sup>†</sup>Includes a \$207.3 million, or \$2.82 per share, income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.

Our managers in the field did an excellent job managing pricing fluctuations, growing our value-added service offerings to customers, controlling expenses, and managing working capital, all of which led to our second highest annual diluted earnings per share of \$5.52,\* surpassed only in 2008.

We continue to be very proud of all of our employees' hard work and personal commitment to safety and sustainability. Safety is one of Reliance's core values; maintaining a safe and secure working environment is of the utmost importance. We are also committed to environmental sustainability and continue to work to mitigate the environmental impact of our business.

Reliance is proud of our solid growth record, achieved through capital investments and acquisitions. Over the past five years, we have invested a total of \$2.3 billion on a combination of capital expenditures - to support customer needs and further drive organic growth - as well as strategic acquisitions of well-managed metals service centers and processors. In 2017 alone, we spent \$161.6 million in capital expenditures and completed the acquisition of Ferguson Perforating Company, a niche player in the perforated metals market providing highly-engineered specialty products.

We expect 2018 to be no different. Our 2018 capital expenditure budget is \$225 million – our highest-ever – with the majority of these investments targeting growth opportunities. We have already completed one acquisition this year: on March 1, 2018, we acquired DuBose National Energy Services, Inc. and its affiliate, DuBose National Energy Fasteners and Machined Parts, Inc., who provide specialty products and high levels of value-added processing to the nuclear industry. We continue to look for well-run businesses that further expand our existing footprint, complement our diversification of products and services, and increase our value-added processing capabilities. We are currently seeing more acquisition opportunities in the market.

We believe our investments in cutting-edge, value-added processing equipment have enabled us to increase both our market share and gross profit margin. In 2017, we performed value-added processing services on 48% of our orders, compared to our historical rate of 40%. Additionally, we believe that an efficient inventory position benefits our gross profit margin by allowing us to focus on higher-margin business. Further, our decentralized operating structure allows us to focus on fulfilling small order sizes for our customers, as the majority of our customers purchase in smaller quantities on a just-in-time basis. Our 2017 average order size was only \$1,740 and we delivered approximately 40% of our orders within 24 hours.

<sup>\*</sup>See footnote on page 29.

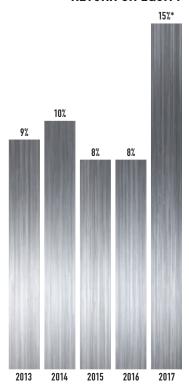
We continue to benefit from our longtime strategy of serving a broad spectrum of diverse end markets - namely aerospace, automotive, non-residential construction, heavy industry, and energy - which helps mitigate declines in any single end market. Demand for aerospace, one of our top-performing end markets, remains strong with increased activity from many of our defense customers. Our participation in the five-year, \$350 million Joint Strike Fighter program that began in 2017 is now fully ramped, and we expect production levels to remain fairly steady in 2018. Demand for automotive, which we service mainly through our toll processing operations in the U.S. and Mexico, remains solid. In 2017, we continued to expand our facilities and equipment in order to increase our capacity to support both carbon and aluminum processing for the automotive market. Included in these initiatives was the opening of a new facility in Kentucky given increased activity in that region.

Demand in the non-residential construction market - including infrastructure - grew at a steady rate throughout 2017, but still remains far below peak levels experienced in 2006. We are cautiously optimistic that domestic infrastructure spending will strengthen in 2018, with incremental upside possible from federal infrastructure spending. We are also encouraged by early signs of recovery in the heavy industry and energy markets. Importantly, Reliance businesses servicing the energy market contributed positively to our earnings in the first quarter of 2017 for the first time since the second quarter of 2015, and continued the trend for the rest of the year. The increased activity in energy is a positive sign and we are well positioned to support an upturn in demand as this market continues to recover.

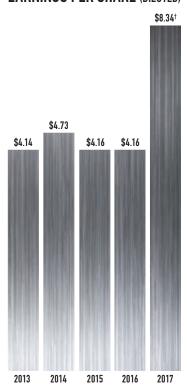
Because it provides the foundation for us to continue executing our growth and stockholder return activities, maintaining a strong balance sheet and solid overall liquidity position remains a continual focus. In 2017, we used our strong cash flow from operations to fund \$161.6 million in capital expenditures, \$132.0 million in dividends, \$37.8 million in acquisitions, and \$25.0 million in share repurchases. We have paid regular quarterly dividends for 58 consecutive years and have increased our dividend 25 times since our IPO in 1994 including our most recent increase of 11.1% to \$0.50 per share, in the first quarter of 2018. We will continue to prioritize returning value to our stockholders through increased dividend payments and opportunistic share repurchases.

On behalf of Reliance, we would like to express our gratitude to our loyal customers, suppliers, and stockholders for their continued support. We also thank our over 14,000 employees for their dedication to making Reliance a best-in-class company. As we often state, our employees

# RETURN ON EQUITY



# **EARNINGS PER SHARE (DILUTED)**



<sup>†</sup>Includes a \$207.3 million, or \$2.82 per share, income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.

# CASH FLOW FROM OPERATIONS (IN MILLIONS)

\$1,025.0 \$633.3 \$626.5 \$399.0 \$356.0 2014 2015 2016 2017 2013

are our most important assets and we are proud to announce that in 2017, we launched Reliance Cares, an employee relief fund available to any of our employees, worldwide, impacted by a natural disaster. In the wake of Hurricanes Harvey and Irma, Reliance Cares provided financial assistance to several of our impacted employees.

Both demand and pricing have been strong thus far in 2018. Given the steel and aluminum tariffs put into effect by the U.S. Government, purchasing patterns and pricing have been more volatile than typical. Reliance will continue to focus on our core values and will navigate the current market conditions with a focus on servicing our customers while maximizing our gross profit margins and leveraging our strong position with domestic producers to improve our profitability and strong cash flows. Our repurchase of \$25.0 million of our common stock during the fourth quarter of 2017 and the 11.1% increase in our quarterly dividend to total \$2.00 annually, effective for the first quarter of 2018, reflect the confidence our Board and management team have in our outlook and ability to execute in the current favorable environment. We look forward to a successful year ahead.

Gregg J. Mollins | President and Chief Executive Officer

Kregg Moll

Karla Lewis

Karla R. Lewis | Senior Executive Vice President and Chief Financial Officer

James D. Hoffman | Executive Vice President and Chief Operating Officer

# ${\bf EXECUTIVE\ LEADERSHIP:\ JIM\ HOFFMAN\ |\ KARLA\ LEWIS\ |\ GREGG\ MOLLINS}$



# SELECTED CONSOLIDATED FINANCIAL DATA

In millions, other than per share data

Year Ended December 31,	2017	2016	2015	2014	
Income Statement Data:					
Net sales	\$9,721.0	\$8,613.4	\$9,350.5	\$10,451.6	
Operating income <sup>(1)</sup>	662.4	517.8	549.8	617.4	
Pretax income <sup>(2)</sup>	583.8	429.2	458.7	546.3	
Income taxes(3)	(37.2)	120.1	142.5	170.0	
Net income attributable to Reliance <sup>(3)</sup>	613.4	304.3	311.5	371.5	
Weighted average shares outstanding – diluted	73.5	73.1	74.9	78.6	
Balance Sheet Data:					
Current assets	\$3,051.3	\$2,688.5	\$2,554.2	\$3,121.1	
Working capital	2,347.6	2,032.5	1,564.5	2,458.3	
Net fixed assets	1,656.3	1,662.2	1,635.5	1,656.4	
Total assets <sup>(4)</sup>	7,751.0	7,411.3	7,121.6	7,822.4	
Current liabilities	703.7	656.0	989.7	662.8	
Short-term debt	92.0	82.5	500.8	93.9	
Long-term debt <sup>(4)</sup>	1,809.6	1,847.2	1,428.9	2,209.6	
Total Reliance stockholders' equity	4,667.1	4,148.8	3,914.1	4,099.0	
Per Share Data:					
Earnings – diluted <sup>(3)</sup>	\$8.34	\$4.16	\$4.16	\$4.73	
Dividends	\$1.80	\$1.65	\$1.60	\$1.40	
Book value <sup>(5)</sup>	\$64.29	\$57.07	\$54.59	\$53.03	
Ratio Analysis:					
Return on Reliance stockholders' equity(3), (6)	14.8%	7.8%	8.0%	9.6%	
Current ratio	4.3	4.1	2.6	4.7	
Net debt-to-total capital ratio (7)	27.2%	30.3%	31.8%	34.9%	
Gross profit margin <sup>(8)</sup>	28.7%	30.1%	27.2%	25.1%	
Operating income margin <sup>(1)</sup>	6.8%	6.0%	5.9%	5.9%	
Pretax income margin <sup>(2)</sup>	6.0%	5.0%	4.9%	5.2%	
Net income margin – Reliance <sup>(3)</sup>	6.3%	3.5%	3.3%	3.6%	

<sup>(1)</sup> Operating income represents net sales less cost of sales, warehouse, delivery, selling, general and administrative expense, depreciation and amortization expense and impairment of long-lived (1) Operating income represents net sales less cost of sales, warehouse, delivery, selling, general and administrative expense, depreciation and amortization expense and impairment of long-lived assets. Certain reclassifications were made to 2007 to include amortization expense in the calculation of Operating income. In 2017, 2016, 2015, 2014, 2013 and 2012, the calculation of Operating income includes various non-recurring charges and credits, including impairment charges in 2017, 2016, 2015, 2013 and 2012. Additionally, the adoption of an accounting rule change in 2017 affected the presentation of operating income. Prior year operating income and margin amounts have been retrospectively adjusted to conform to the current presentation.

(2) The adoption of accounting rule changes in 2009 affected the presentation of noncontrolling interests. Prior year pretax income and margin amounts have been retrospectively adjusted to

<sup>(3)</sup> In 2017, we recognized a \$207.3 million income tax benefit as a result of the Tax Cuts and Jobs Act of 2017.

(4) Long-term debt includes the long-term portion of capital lease obligations. The adoption of accounting rule changes in 2015 affected the presentation of debt issuance costs. Prior year Total assets and Long-term debt amounts have been retrospectively adjusted to conform to the current presentation.

<sup>(5)</sup> Book value per share is calculated as Reliance stockholders' equity divided by number of common shares outstanding as of December 31 of each year.

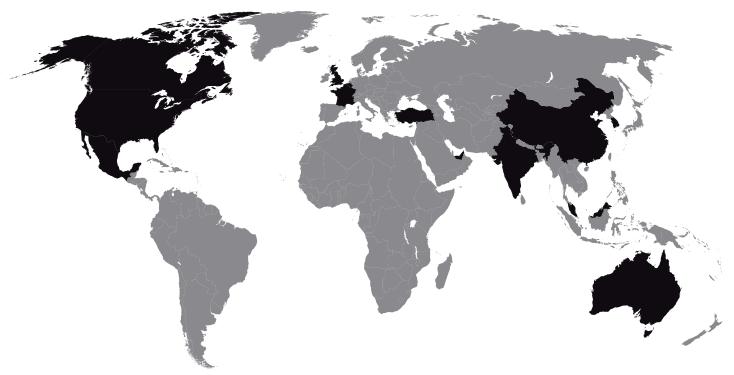
2007	2008	2009	2010	2011	2012	2013
\$7,255.7	\$8,718.8	\$5,318.1	\$6,312.8	\$8,134.7	\$8,442.3	\$9,223.8
727.4	858.5	254.8	364.6	574.8	661.6	554.3
654.7	766.6	195.5	296.5	511.6	609.4	478.3
246.4	282.9	46.3	98.6	162.4	201.1	153.6
408.0	482.8	148.2	194.4	343.8	403.5	321.6
76.1	73.6	73.7	74.5	75.0	75.7	77.6
\$1,721.4	\$2,302.4	\$1,390.9	\$1,700.9	\$2,274.7	\$2,277.4	\$2,738.9
1,121.5	1,652.2	973.3	1,192.3	1,698.3	1,699.2	2,165.5
824.6	998.7	981.3	1,025.3	1,105.5	1,240.7	1,603.9
3,974.2	5,184.8	4,293.5	4,659.1	5,592.3	5,846.7	7,323.6
599.9	650.2	417.6	508.6	576.4	578.2	573.4
71.8	93.9	86.4	86.2	12.2	83.6	36.5
1,004.0	1,664.9	839.3	848.0	1,306.9	1,113.0	2,055.1
2,106.2	2,431.4	2,606.4	2,823.7	3,143.9	3,558.4	3,874.6
\$5.36	\$6.56	\$2.01	\$2.61	\$4.58	\$5.33	\$4.14
\$0.32	\$0.40	\$0.40	\$0.40	\$0.48	\$0.80	\$1.26
\$28.12	\$33.17	\$35.34	\$37.83	\$41.92	\$46.82	\$49.99
23.4%	22.9%	6.1%	7.5%	12.2%	12.8%	9.0%
2.9	3.5	3.3	3.3	3.9	3.9	4.8
32.2%	41.3%	25.3%	23.3%	28.2%	23.6%	34.1%
25.3%	24.8%	26.3%	25.1%	24.4%	26.1%	26.0%
10.0%	9.8%	4.8%	5.8%	7.1%	7.8%	6.0%
9.0%	8.8%	3.7%	4.7%	6.3%	7.2%	5.2%
5.6%	5.5%	2.8%	3.1%	4.2%	4.8%	3.5%

<sup>(6)</sup> Return on Reliance stockholders' equity is based on the beginning of year equity amount, except for 2015, which is adjusted for \$355.5 million of share repurchases.

(7) Net debt-to-total capital ratio is calculated as total debt (net of cash) divided by Reliance stockholders' equity plus total debt (net of cash). The adoption of accounting rule changes in 2015 affected

<sup>(8)</sup> Gross profit, calculated as net sales less cost of sales, and gross profit margin, calculated as gross profit divided by net sales, are non-GAAP financial measures as they exclude depreciation and amortization expense associated with the corresponding sales. The majority of our orders are basic distribution with no processing services performed. For the remainder of our sales orders, we perform "first-stage" processing which is generally not labor intensive as we are simply cutting the metal to size. Because of this, the amount of related labor and overhead, including depreciation and amortization, is not significant and is excluded from our cost of sales. Therefore, our cost of sales is substantially comprised of the cost of the material we sell. We use gross profit margin as shown above as a measure of operating performance. Gross profit margin is an important operating and financial measure, as fluctuations in our gross profit margin can have a significant impact on our earnings. Gross profit margin, as presented, is not necessarily comparable with similarly titled measures for other companies.

# **GEOGRAPHIC PRESENCE**



# **STATES**

Alabama Georgia Arizona Idaho Illinois Arkansas California Indiana Colorado Iowa Connecticut Kansas Florida Kentucky Missouri

Louisiana Maryland Massachusetts Michigan Minnesota Mississippi

Montana Nevada New Hampshire New Jersey New Mexico New York North Carolina

Ohio Oklahoma Oregon Pennsylvania Rhode Island South Carolina Tennessee

Texas

Utah

Virginia

Washington

Wisconsin

# INTERNATIONAL

Australia Mexico Belgium Singapore Canada South Korea China Turkey France The U.A.E. India United Kingdom Malaysia

# **SALES BY PRODUCT**

Carbon steel plate	11%	Heat-treated aluminum sheet & coil	1%
Carbon steel structurals	10%	Stainless steel bar & tube	6%
Carbon steel tubing	10%	Stainless steel sheet & coil	6%
Hot-rolled steel sheet & coil	7%	Stainless steel plate	2%
Carbon steel bar	6%	Alloy bar and rod	4%
Galvanized steel sheet & coil	5%	Alloy tube	1%
Cold-rolled steel sheet & coil	3%	Alloy plate, sheet & coil	1%
Heat-treated aluminum plate	7%	Toll processing – aluminum, carbon steel,	4%
Aluminum bar & tube	6%	and stainless steel*	
Common alloy aluminum sheet & coil	4%	Miscellaneous, including brass, copper, titanium,	5%
Common alloy aluminum plate	1%	manufactured parts and scrap	

'Includes revenues for logistics services provided by our toll processing companies.

# **SALES BY REGION**

# **SALES BY COMMODITY**



# **RELIANCE LOCATIONS**

# RELIANCE DIVISIONS

#### **Braico Metals**

Los Angeles, CA - Headquarters 714-736-4800

Albuquerque, NM 505-345-0959

Dallas TX 972-276-2676

Phoenix, AZ 602-252-1918

Seattle, WA 253-395-0614

Wichita KS 316-838-9351

#### **Aerotech Alloys**

A Bralco Metals Company Temecula, CA 951-694-1917

#### **Affiliated Metals**

A Bralco Metals Company Salt Lake City, UT 801-363-1711

## **Olympic Metals**

A Bralco Metals Company Denver, CO 303-286-9700

#### Central Plains Steel Co.

Wichita, KS 316-636-4500

#### MetalCenter

Los Angeles, CA 562-944-3322

## **Reliance Aerospace Solutions**

Cypress, CA 877-727-6073

## **Reliance Metalcenter**

Colorado Springs, CO 719-390-4911

Dallas, TX 817-640-7222

Oakland, CA 510-476-4400 Phoenix, AZ 602-275-4471

Salt Lake City, UT 801-974-5300

San Antonio, TX 210-661-2301

San Diego, CA 619-263-2141

# **Reliance Steel Company**

Albuquerque, NM 505-247-1441

Los Angeles, CA 323-583-6111

#### **Tube Service Co.**

Los Angeles, CA - Headquarters 562-695-0467

Denver, CO 303-321-9200

Phoenix, AZ 602-267-9865

Portland OR 503-944-5420

San Diego, CA 619-579-3011

San Jose, CA 408-946-5500

# SUBSIDIARIES

#### **All Metal Services Limited**

A Subsidiary of Reliance Metals UK Holding Limited - Holding Company London, United Kingdom - Headquarters 44 189 544 4066

Belfast, United Kingdom 44 289 073 9648

Birmingham, United Kingdom 44 167 543 0307

Bolton, United Kingdom 44 194 284 0777

Bristol, United Kingdom 44 117 982 2484

Losse France 33 558 936 800

#### **All Metal Services India Private Limited**

A Subsidiary of All Metal Services Limited Belagavi, India 91 802 837 9124

#### All Metal Services Ltd. (Xi'an)

A Subsidiary of All Metal Services Limited Xi'an, People's Republic of China 86 29 86125300

#### All Metal Services (Malaysia) Sdn. Bhd.

A Subsidiary of All Metal Services Limited Selangor Darul Ehsan, Malaysia 60 378 035 643

#### Allegheny Steel Distributors, Inc.

Pittsburgh, PA 412-767-5000

#### American Metals Corporation

Doing Business as American Steel Portland, OR - Corporate Office 503-651-6700

Fresno, CA 559-266-0881

Sacramento, CA 916-371-7700

Seattle, WA 253-437-4080

#### **Haskins Steel Company**

A Division of American Metals Corporation Spokane, WA 509-535-0657

#### **Lampros Steel**

A Division of American Metals Corporation Portland, OR 503-285-6667

#### **Alaska Steel Company**

A Subsidiary of American Metals Corporation Anchorage, AK - Headquarters 907-561-1188

Fairbanks, AK 907-456-2719

Kenai, AK 907-283-3880

# AMI Metals, Inc.

Nashville, TN - Corporate Office 615-377-0400

Fort Worth, TX 817-831-9586

Los Angeles, CA 909-429-1336

Seattle, WA - Sales Office 253-735-0181

Spokane, WA 509-570-5880

St. Louis, MO 636-946-9492

Swedesboro, NJ 856-241-9180

Wichita, KS 316-945-7771

# **AMI Metals Aero Services Ankara** Havacılık Anonim Şirketi

A Subsidiary of AMI Metals, Inc. Ankara, Turkey 90 312 810 0000

#### **AMI Metals Europe SPRL**

A Subsidiary of AMI Metals, Inc. Gosselies, Belgium 32 71 37 67 99

#### **AMI Metals France**

A Subsidiary of AMI Metals, Inc. Figeac, France 33 565 503 460

## **AMI Metals UK Limited**

A Subsidiary of Reliance Metals UK Holding Limited - Holding Company Milton Keynes, United Kingdom -Headquarters 44 845 853 6149

Ellesmere Port, United Kingdom 44 151 355 6035

# Best Manufacturing, Inc.

Jonesboro, AR 870-931-9533

#### Bralco Metals (Australia) Pty Ltd

Doing Business as Airport Metals (Australia) Melbourne, Australia 61 3 9310 5566

## CCC Steel, Inc.

Los Angeles, CA 310-637-0111

#### IMS Steel

A Division of CCC Steel, Inc. Salt Lake City, UT 801-973-1000

# Chapel Steel Corp.

Philadelphia, PA - Corporate Office 215-793-0899

Birmingham, AL 205-781-0317

Chicago, IL 815-937-1970

Chicago, IL - Sales Office

708-429-2244

Cleveland, OH 216-446-6840

Houston, TX 713-462-4449

Philadelphia, PA 610-705-0477

Portland, OR 503-228-3355

# Chapel Steel Canada, Ltd.

A Subsidiary of Reliance Metals Canada Holding - Holding Company Hamilton, Ontario, Canada 289-780-0570

#### **Chatham Steel Corporation**

Savannah, GA - Headquarters 912-233-4182

Birmingham, AL 205-791-2261

Columbia, SC 803-799-8888

Durham, NC 919-682-3388

Orlando, FL 407-859-0310

# Clayton Metals, Inc.

Chicago, IL - Headquarters 630-860-7000

Los Angeles, CA 562-921-7070

Newark, NJ 973-588-1100

# Continental Alloys & Services Inc.

Houston, TX - Headquarters 281-376-9600

Lafayette, LA 337-837-9311

# Continental Alloys & Services, Inc.

A Subsidiary of Reliance Metals Canada Holding Limited - Holding Company Calgary, Alberta, Canada 403-216-5150

# **Continental Alloys & Services Limited**

A Subsidiary of Reliance Metals UK Holding Limited - Holding Company Brechin, Scotland 44 1356 625 515

Peterhead, Scotland 44 1779 480 420

# Continental Alloys & Services Pte. Ltd.

A Subsidiary of Reliance Asia Holding Pte. Ltd. - Holding Company Jurong, Singapore 65 6690 0178

# **Continental Alloys & Services** (Malaysia) Sdn. Bhd.

A Subsidiary of Continental Alloys & Services, Pte. Ltd. Senai, Johor, Malaysia 6 07 599 9975

#### **Continental Alloys Middle East FZE**

A Subsidiary of Reliance Steel & Aluminum Co. Dubai, United Arab Emirates 971 4 8809770

# **Crest Steel Corporation**

Riverside, CA 951-727-2600

#### Delta Steel, Inc.

Houston, TX - Headquarters 713-635-1200

Cedar Hill, TX 817-701-5213

Cedar Hill, TX 972-299-6497

Chicago, IL 708-757-7198

Fort Worth, TX 817-293-5015

San Antonio, TX 210-661-4641

# Smith Pipe & Steel Company

A Subsidiary of Delta Steel, Inc. Phoenix, AZ 602-257-9494

# **Diamond Manufacturing Company**

Wyoming, PA - Headquarters 800-233-9601

Cedar Hill, TX 972-291-8800

Michigan City, IN 219-874-2374

#### McKey Perforating Co.

A Division of Diamond Manufacturing Company New Berlin, WI 800-233-9601

Manchester, TN 931-723-3636

#### **Perforated Metals Plus**

A Division of Diamond Manufacturing Company Charlotte, NC 704-598-0443

#### **Ferguson Perforating Company**

A Subsidiary of Diamond Manufacturing Company Providence, RI - Headquarters 800-233-9601

New Castle, PA 401-941-8876

# **DuBose National Energy Fasteners &** Machined Parts, Inc.

Cleveland, OH 216-362-1700

#### **DuBose National Energy Services, Inc.**

Clinton, NC 910-590-2151

# **Durrett Sheppard Steel Co., Inc.**

Baltimore, MD 410-633-6800

# Earle M. Jorgensen Company

Los Angeles, CA - Headquarters 323-567-1122

Atlanta, GA 678-894-7241

Birmingham, AL 205-814-0043

Boston, MA 508-435-6854

Charlotte NC 704-588-3001

Chicago, IL 847-301-6100

Cincinnati, OH 513-771-3223

Cleveland, OH 330-425-1500

Cleveland, OH (Plate) 330-963-8150

Dallas, TX 214-741-1761 Denver, CO 303-287-0381

Detroit, MI 734-402-8110

Hartford, CT 508-435-6854

Houston, TX 713-672-1621

Indianapolis, IN 317-838-8899

Kansas City, MO 816-483-4140

Lafavette, LA 713-672-1621

Memphis, TN 901-317-4300

Minneapolis, MN 763-784-5000

Oakland, CA 510-487-2700

Orlando, FL 704-421-7227

Philadelphia, PA 215-949-2850

Phoenix, AZ 602-272-0461

Portland OR 503-283-2251

Quad Cities, IA 563-285-5340

Richmond, VA 804-732-7491

Rochester, NY 585-475-1050

Salt Lake City, UT 330-425-1500

Seattle, WA 253-872-0100

St. Louis, MO 314-291-6080

Tulsa, OK 918-835-1511

# **Encore Metals USA**

A Division of Earle M. Jorgensen Company Portland, OR 503-620-8810

Salt Lake City, UT 801-383-3808

#### Steel Bar

A Division of Earle M. Jorgensen Company Charlotte, NC 336-294-0053

# **Reliance Metals Canada Limited**

A Subsidiary of Earle M. Jorgensen Company Edmonton, Alberta, Canada - Corporate Office 780-801-4114

#### Earle M. Jorgensen (Canada)

A Division of Reliance Metals Canada Limited Edmonton, Alberta, Canada - Headquarters 780-801-4015

Montreal, Quebec, Canada 450-661-5181

North Bay, Ontario, Canada 705-474-0866

Quebec City, Quebec, Canada 418-870-1422

Toronto, Ontario, Canada 905-564-0866

## **Encore Metals**

A Division of Reliance Metals Canada Limited Vancouver, British Columbia, Canada -Headquarters 604-940-0439

Calgary, Alberta, Canada 403-236-1418

Edmonton, Alberta, Canada 780-436-6660

Prince George, British Columbia, Canada 250-563-3343

Winnipeg, Manitoba, Canada 204-663-1450

#### **Team Tube**

A Division of Reliance Metals Canada Limited Vancouver, British Columbia, Canada -Headquarters 604-468-4747

Calgary, Alberta, Canada 403-279-8131

Edmonton, Alberta, Canada 780-462-7222

Montreal, Quebec, Canada 450-978-8877

Toronto, Ontario, Canada 905-878-1156

# Earle M. Jorgensen (Asia) Sdn. Bhd.

A Subsidiary of Reliance Asia Holding Pte. Ltd. - Holding Company Nusajaya, Malaysia 60 7 531 9155

# **Feralloy Corporation**

Chicago, IL - Corporate Office 773-380-1500

Charleston, SC 843-336-4107

Decatur, AL 256-301-0500

Portage, IN 219-787-9698

# **GH Metal Solutions, Inc.**

A Subsidiary of Feralloy Corporation Fort Payne, AL - Headquarters 256-845-5411

Charleston, SC 843-336-4107

Decatur, AL 256-845-5411

Fort Payne, AL (East) 256-845-5411

#### Acero Prime S. de R.L. de C.V

A Joint Venture of Feralloy Corporation 60% Owned San Luis Potosí, Mexico - Headquarters 52 444 870 7700

Monterrey, Mexico 52 818 000 5300

Ramos Arizpe, Mexico 52 844 450 6400

Toluca, Mexico 52 722 262 5500

# **Feralloy Processing Company**

A Joint Venture of Feralloy Corporation 51% Owned Portage, IN 219-787-8773

# Indiana Pickling & Processing Company

A Joint Venture of Feralloy Corporation 56% Owned Portage, IN 219-787-8889

#### **Oregon Feralloy Partners**

A Joint Venture of Feralloy Corporation 40% Owned Portland, OR 503-286-8869

# Fox Metals and Alloys, Inc.

Houston, TX 281-890-6666

# Infra-Metals Co.

Philadelphia, PA - Corporate Office 215-741-1000

Baltimore, MD 410-355-1664

Hallandale, FL - Sales Office 954-454-1564

Marseilles, IL 815-795-5002

New Boston,OH 740-353-1350

Petersburg, VA 804-957-5900

Tampa, FL 813-626-6005

Wallingford, CT 203-294-2980

#### Athens Steel

A Division of Infra-Metals Co. Atlanta, GA 706-552-3850

#### IMS Steel Co.

A Division of Infra-Metals Co. Atlanta GA 404-577-5005

#### Liebovich Bros., Inc.

Rockford, IL - Corporate Office 815-987-3200

#### **Custom Fab Company**

A Division of Liebovich Bros., Inc. Rockford, IL 815-987-3210

#### **Good Metals Company**

A Division of Liebovich Bros., Inc. Grand Rapids, MI 616-241-4425

# **Hagerty Steel & Aluminum Company**

A Division of Liebovich Bros., Inc. Peoria, IL - Headquarters 309-699-7251

Bridgeton, MO 309-699-7251

#### Liebovich Steel & Aluminum Company

A Division of Liebovich Bros., Inc. Rockford, IL - Headquarters 815-987-3200

Cedar Rapids, IA 319-366-8431

Green Bay, WI 920-759-3500

Rockford, IL 815-964-9471

Rockford, IL 815-874-8536

#### Metals USA, Inc.

Ft. Lauderdale, FL - Corporate Office 954-202-4000

# Metals USA Carbon Flat Rolled, Inc.

A Subsidiary of Metals USA, Inc. Germantown, WI

Horicon, WI 920-485-9750

262-255-4444

Jeffersonville, IN 812-288-8906

Liberty, MO 816-415-0004

Madison, IL 618-452-6000

Northbrook, IL 847-291-2400

Randleman NC 336-498-8900

Springfield, OH 937-882-6354

Walker, MI 616-453-9845

Wooster, OH 330-264-8416

# **Lynch Metals**

A Division of Metals USA Carbon Flat Rolled, Inc. Union, NJ - Headquarters 908-686-8401

Anaheim, CA 714-238-7240

# Ohio River Metal Services, Inc.

A Subsidiary of Metals USA Carbon Flat Rolled, Inc. Jeffersonville, IN 812-282-4770

# Metals USA Plates and Shapes, Inc.

A Subsidiary of Metals USA, Inc. Ambridge, PA

724-266-7708 Fairless Hills, PA 215-337-7000

Greensboro, NC

336-674-7991 Jacksonville, FL

904-766-0003

Langhorne, PA 267-580-2100

Mobile, AL 251-456-4531 Oakwood, GA 770-536-1214

Philadelphia, PA 215-673-9300

Seekonk, MA 508-399-8500

Waggaman, LA 504-431-7010

York, PA 717-757-3549

# **Gregor Technologies, LLC**

A Subsidiary of Metals USA Plates and Shapes, Inc. Torrington, CT 860-482-2569

# Metals USA Plates and Shapes Southcentral, Inc.

A Subsidiary of Metals USA, Inc. Enid, OK 580-233-0411

Muskogee, OK 918-487-6800

Tulsa, OK 918-583-2222

# The Richardson Trident Company, LLC

A Subsidiary of Metals USA Plates and Shapes Southcentral, Inc. Richardson, TX – Headquarters 972-231-5176

Odessa, TX 432-561-5446

Tulsa, OK 918-252-5781

#### **Metalweb Limited**

Birmingham, United Kingdom – Headquarters 44 121 328 7700

Kilkeel, United Kingdom 44 284 176 3050

London, United Kingdom 44 199 245 0300

Manchester, United Kingdom 44 161 483 9662

Oxford, United Kingdom 44 186 588 4499

# National Specialty Alloys, Inc.

Houston, TX – Headquarters 281-345-2115 Anaheim, CA 714-870-7800

Buford, GA 770-945-9255

# Aleaciones Especiales de México S. de R.L. de C.V.

A Subsidiary of National Specialty Alloys, Inc. Cuautitlán, Mexico 52 55 2225 0835

# Northern Illinois Steel Supply Co.

Channahon, IL 815-467-9000

#### **Pacific Metal Company**

Portland, OR – Headquarters 503-454-1051

Billings, MT 406-245-2210

Boise, ID 208-323-8045

Eugene, OR 541-485-1876

Seattle, WA 253-796-2840

Spokane, WA 509-535-0326

# PDM Steel Service Centers. Inc.

Elk Grove, CA – Headquarters 916-513-4548

Denver, CO 303-297-1456

Fresno, CA 559-442-1410

Grand Junction, CO – Sales Office 970-858-3441

Las Vegas, NV 702-413-0067

Provo, UT 801-798-8676

Reno, NV 775-358-1441

Santa Clara, CA 408-988-3000

Stockton, CA 209-943-0513

Vancouver, WA 360-225-1133

# PDM (Feralloy)

A Division of PDM Steel Service Centers, Inc. Stockton, CA 209-234-0548

#### **Phoenix Corporation**

Doing Business as Phoenix Metals Company Atlanta, GA – Headquarters 770-447-4211

Birmingham, AL 205-841-7477

Charlotte, NC 704-588-7075

Cincinnati, OH 513-727-4763

Gary, IN 219-886-2777

Kansas City, KS 913-321-5200

Nashville, TN 931-486-1456

Philadelphia, PA 215-295-9512

Philadelphia, PA – Sales Office 610-321-0866

Richmond, VA 804-222-5052

Russellville, AR 479-452-3802

St. Louis, MO 636-379-4050

Tampa, FL 813-626-8999

#### Aluminum & Stainless

A Division of Phoenix Corporation Lafayette, LA – Headquarters 337-837-4381

New Orleans, LA 504-586-9191

# Precision Flamecutting and Steel, Inc.

Houston, TX 281-477-1600

# Precision Strip Inc.

Minster, OH – Headquarters 419-628-2343

Bowling Green, KY 270-282-8420

Dayton, OH 937-667-6255 Indianapolis, IN 765-778-4452

Kenton OH 419-674-4186

Middletown, OH 513-423-4166

Portage, IN 219-850-5080

Rockport, IN 812-362-6480

Talladega, AL 256-315-2345

Toledo, OH 419-661-1100

Vonore, TN 423-884-2450

Woodburn, KY 270-542-6100

Woodhaven, MI 734-301-4001

#### Reliance Metalcenter Asia Pacific Pte. Ltd.

A Subsidiary of Reliance Asia Holding Pte. Ltd. - Holding Company Jurong, Singapore 65 6265 1211

# Service Steel Aerospace Corp.

Seattle, WA - Headquarters 253-627-2910

Canton, OH 330-833-5800

Wichita, KS 316-838-7737

#### **Dynamic Metals International**

A Division of Service Steel Aerospace Corp. Bristol, CT 860-688-8393

# **United Alloys Aircraft Metals**

A Division of Service Steel Aerospace Corp. Los Angeles, CA 323-588-2688

## Siskin Steel & Supply Company, Inc.

Chattanooga, TN - Headquarters 423-756-3671

Louisville, KY 502-716-5140

Nashville, TN 615-242-4444 Spartanburg, SC 864-599-9988

#### **East Tennessee Steel Supply**

A Division of Siskin Steel & Supply Company, Inc. Morristown, TN 423-587-3500

# Sugar Steel Corporation

Chicago, IL - Headquarters 708-757-9500

Evansville, IN 812-428-5490

#### Sunbelt Steel Texas, Inc.

Houston, TX - Headquarters 713-937-4300

Lafayette, LA 337-330-4140

#### Tubular Steel, Inc.

St. Louis, MO - Headquarters 314-851-9200

Katy, TX 281-371-5200

Hazelwood, MO 314-524-6600

Rialto, CA 909-429-6900

Savannah, GA 912-748-2405

Staunton, IL 618-635-3695

Westmont, IL - Sales Office 630-515-5500

# Valex Corp.

Ventura, CA 805-658-0944

# Valex China Co., Ltd.

A Subsidiary of Valex Corp. Shanghai, People's Republic of China 86 21 5818 3189

# Valex Semiconductor Materials (Zhejiang) Co., Ltd.

A Subsidiary of Valex Corp. Haiyan Economic Development Zone, People's Republic of China 86 21 5818 3189

#### Valex Korea Co., Ltd.

A 95% Owned Subsidiary of Valex Corp. Seoul, Republic of Korea 82 31 683 0119

#### Viking Materials, Inc.

Minneapolis, MN - Headquarters 612-617-5800

Chicago, IL 847-451-7171

#### Yarde Metals, Inc.

Hartford, CT - Headquarters 860-406-6061

Greensboro, NC 336-500-0535

Long Island, NY 631-232-1600

Mansfield, MA 508-261-1142

Morristown, NJ 973-463-1166

Nashua, NH 603-635-1266

Philadelphia, PA 610-495-7545

# CORPORATE DIRECTORY

# DIRECTORS

Mark V. Kaminski<sup>(1), (2), (3), (4)</sup>

Chairman of the Board Executive Chairman and Director Graniterock

**Gregg J. Mollins** 

President and Chief Executive Officer

Sarah J. Anderson(1), (2), (4)

Former Partner Ernst & Young LLP A public accounting firm

Karen W. Colonias(1), (2), (3)

President and Chief Executive Officer Simpson Manufacturing Co., Inc.

John G. Figueroa<sup>(1), (3), (4)</sup>

Chief Executive Officer Genoa Healthcare

Thomas W. Gimbel(1), (4)

Former Trustee The Florence Neilan Trust

David H. Hannah

Former Executive Chairman of the Board Reliance Steel & Aluminum Co.

Douglas M. Hayes(1), (2), (3), (4)

President Hayes Capital Corporation An investment banking firm

**Robert A. McEvoy** (1), (3), (4)

Former Managing Director Goldman Sachs

Andrew G. Sharkey III(1), (2), (3), (4)

Former President and Chief Executive Officer American Iron and Steel Institute

Douglas W. Stotlar(1), (2), (3)

Former President and Chief Executive Officer Con-way Inc.

#### (1) Independent Director

- (2) Member of the Audit Committee
- (3) Member of the Compensation Committee
- (4) Member of the Nominating and Governance Committee

# **OFFICERS**

# Gregg J. Mollins

President and Chief Executive Officer

# Karla R. Lewis

Senior Executive Vice President and Chief Financial Officer

# James D. Hoffman

Executive Vice President and Chief Operating Officer

# William K. Sales, Jr.

Executive Vice President, Operations

# Stephen P. Koch

Senior Vice President, Operations

# Michael P. Shanley

Senior Vice President, Operations

# William A. Smith II

Senior Vice President, General Counsel, and Corporate Secretary

# **Arthur Ajemyan**

Vice President and Corporate Controller

# Brenda S. Miyamoto

Vice President, Corporate Initiatives

# Donald J. Prebola

Vice President, Health, Safety, and Human Resources

# John A. Shatkus

Vice President, Internal Audit

# Silva Yeghyayan

Vice President, Tax

# **CORPORATE INFORMATION**

# TRANSFER AGENT & REGISTRAR

American Stock Transfer & Trust Company 6201 15<sup>th</sup> Avenue Brooklyn, NY 11219 800-937-5449 718-921-8124 www.amstock.com

# INDEPENDENT AUDITORS

KPMG LLP Los Angeles, CA

# RELIANCE STEEL & ALUMINUM CO. CORPORATE HEADQUARTERS

350 South Grand Avenue Suite 5100 Los Angeles, CA 90071 213-687-7700 www.rsac.com

# ANNUAL MEETING

10:00 a.m. (Pacific) Wednesday, May 16, 2018 Omni Los Angeles Hotel at California Plaza 251 South Olive Street Los Angeles, CA 90012 All stockholders are invited to attend.

# **FORM 10-K**

A copy of the Annual Report on Form 10-K, filed with the Securities and Exchange Commission, is available at: http://www.sec.gov or http://investor.rsac.com or upon request to:

Karla R. Lewis
Senior Executive Vice President and
Chief Financial Officer
Reliance Steel & Aluminum Co.
350 South Grand Avenue
Suite 5100
Los Angeles, CA 90071

# INVESTOR RELATIONS CONTACT

Brenda S. Miyamoto 213-576-2428 investor@rsac.com

# SECURITIES LISTING

Reliance Steel & Aluminum Co.'s common stock is traded on the New York Stock Exchange under the symbol "RS."



# MARKET PRICE OF COMMON STOCK

The high and low sales prices for the Company's common stock in 2017 were \$88.58 and \$68.46. The table below sets forth the high and low reported sale prices of the Company's common stock for the stated calendar quarters.

2017	HIGH	LOW
1Q	\$88.58	\$76.18
2Q	\$82.28	\$69.31
3Q	\$76.98	\$68.46
4Q	\$87.33	\$72.69

# STOCKHOLDERS OF RECORD AND DIVIDEND POLICY

As of February 23, 2018, there were approximately 203 record holders of our common stock. We have paid quarterly cash dividends on our common stock for 58 consecutive years. Our Board of Directors has increased the quarterly dividend rate on a periodic basis 25 times since our IPO in 1994.

# FORWARD-LOOKING STATEMENTS

This Annual Report includes statements that, to the extent they are not recitations of historical fact, constitute forward-looking statements within the meaning of the federal securities laws, and are based on Reliance's current expectations and assumptions. For a discussion identifying important factors that could cause actual results to vary materially from those anticipated in the forward-looking statements, see Reliance's 2017 Form 10-K.

This Annual Report includes references to earnings per diluted share, excluding the impact of the Tax Cuts and Jobs Act of 2017, which is a non-GAAP financial measure. As earnings per diluted share, excluding the impact of the Tax Cuts and Jobs Act of 2017, is not intended to be considered in isolation or as a substitute for GAAP EPS, you should carefully read the 2017 Form 10-K, which includes our consolidated financial statements prepared in accordance with U.S. GAAP.

