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# **BAML Leveraged Finance Conference**

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**December 2020**

## Important Information About Ryerson Holding Corporation

These materials do not constitute an offer or solicitation to purchase or sell securities of Ryerson Holding Corporation ("Ryerson" or "the Company") or its subsidiaries and no investment decision should be made based upon the information provided herein. Ryerson strongly urges you to review its filings with the Securities and Exchange Commission, which can be found at <https://ir.ryerson.com/financials/sec-filings/default.aspx>. This site also provides additional information about Ryerson.

## Safe Harbor Provision

Certain statements made in this presentation and other written or oral statements made by or on behalf of the Company constitute "forward-looking statements" within the meaning of the federal securities laws, including statements regarding our future performance, as well as management's expectations, beliefs, intentions, plans, estimates, objectives, or projections relating to the future. Such statements can be identified by the use of forward-looking terminology such as "objectives," "goals," "preliminary," "range," "believes," "expects," "may," "estimates," "will," "should," "plans," or "anticipates" or the negative thereof or other variations thereon or comparable terminology, or by discussions of strategy. The Company cautions that any such forward-looking statements are not guarantees of future performance and may involve significant risks and uncertainties, and that actual results may vary materially from those in the forward-looking statements as a result of various factors. Among the factors that significantly impact our business are: the cyclicity of our business; the highly competitive, volatile, and fragmented metals industry in which we operate; fluctuating metal prices; our substantial indebtedness and the covenants in instruments governing such indebtedness; the integration of acquired operations; regulatory and other operational risks associated with our operations located inside and outside of the United States; impacts and implications of adverse health events, including the COVID-19 pandemic; work stoppages; obligations under certain employee retirement benefit plans; the ownership of a majority of our equity securities by a single investor group; currency fluctuations; and consolidation in the metals industry. Forward-looking statements should, therefore, be considered in light of various factors, including those set forth above and those set forth under "Risk Factors" in our annual report on Form 10-K for the year ended December 31, 2019, and in our other filings with the Securities and Exchange Commission. Moreover, we caution against placing undue reliance on these statements, which speak only as of the date they were made. The Company does not undertake any obligation to publicly update or revise any forward-looking statements to reflect future events or circumstances, new information or otherwise.

## Non-GAAP Measures

Certain measures contained in these slides or the related presentation are not measures calculated in accordance with generally accepted accounting principles ("GAAP"). They should not be considered a replacement for GAAP results. Non-GAAP financial measures appearing in these slides are identified in the footnotes. A reconciliation of these non-GAAP measures to the most directly comparable GAAP financial measures is included in the Appendix.

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# Business Overview

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**Eddie Lehner**  
President & Chief  
Executive Officer



**Molly Kannan**  
Controller & Chief  
Accounting Officer

# Consistently Better In Every Way



## Successful Refinance of 11.00% 2022 Notes

Achieved a coupon 250 bps lower on a reduced principal amount, favorable optional redemption terms (which provide further deleveraging optionality), and an 8-year runway for future operating model enhancements.



## Completed ABL Amend & Extend

The amendment and five-year extension of the revolving credit facility marked another important advancement in improving our balance sheet and cost of debt capital following the bond refinance.



## Credit Rating Upgrade Driven by an Improved Through-the-Cycle Operating Model

Ryerson has improved its through-the-cycle operating model, expanded its customer base, increased its market share and variabilized its cost structure, all of which have driven either an upgraded rating or a favorable first-time rating from each agency that covers Ryerson.



## Lower Legacy Liabilities

Ryerson's net debt and pension obligations have decreased by approximately \$440M & \$130M, respectively, in the last 10 years. These significant legacy liability reductions have driven down our cash interest & pension fixed cash commitments.



## Higher Book Value of Equity and Strong Cash Flow Generation Through the Cycle

As of the end of the third quarter of 2020, Ryerson has increased book value of equity by \$315M since 2010.



## Strong Real Estate Portfolio with Unrealized Appreciation

Ryerson's owned real estate has a current value estimate of over \$425M (>2x net book value) based on an extrapolation of the sale-leaseback transaction completed in Q4 2019 evidencing significant untapped additional asset and collateral value.



# Intelligent Network of Service Centers

178

Years

~100

Locations

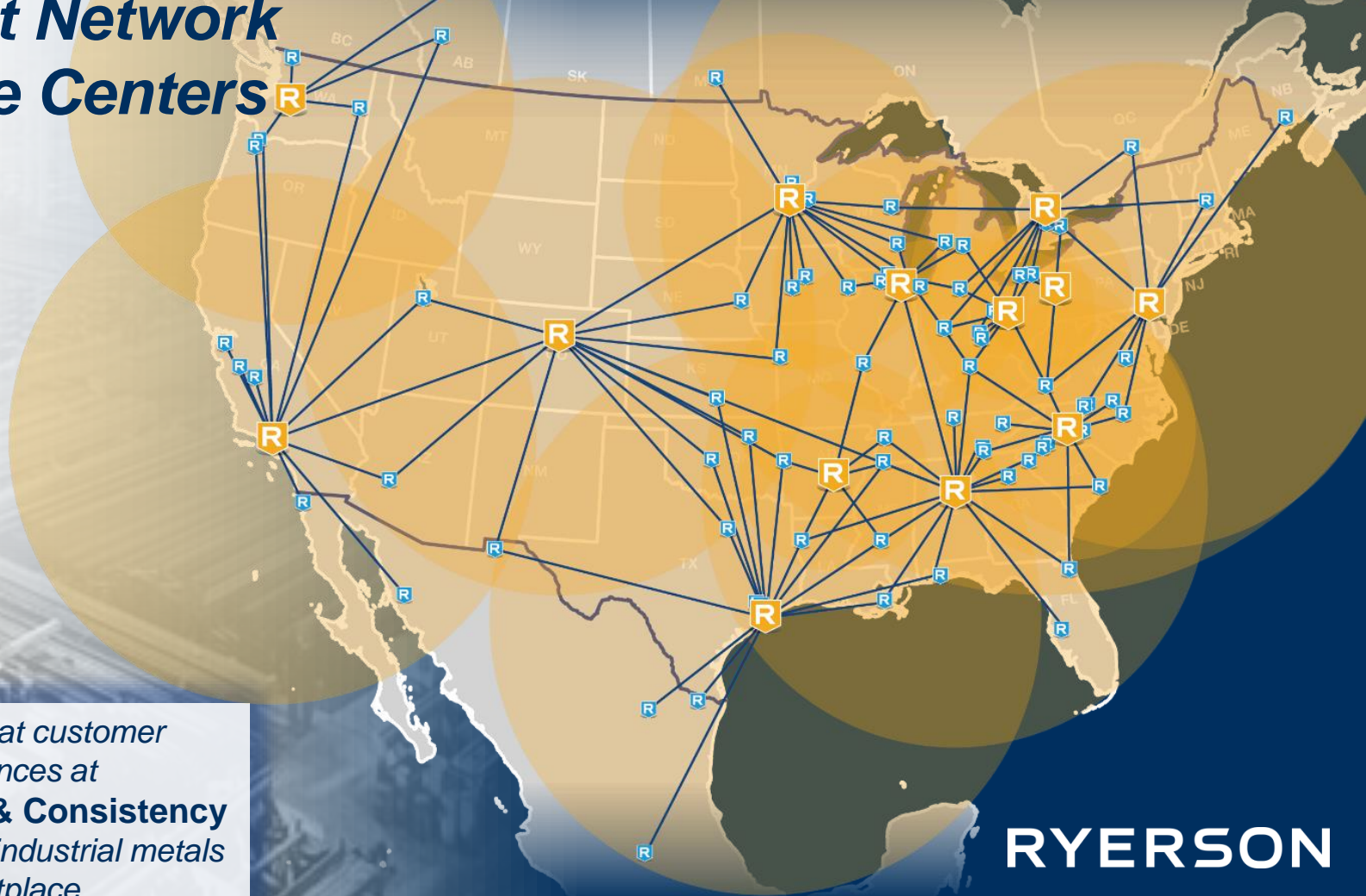
42,000

Customers

75,000

Products

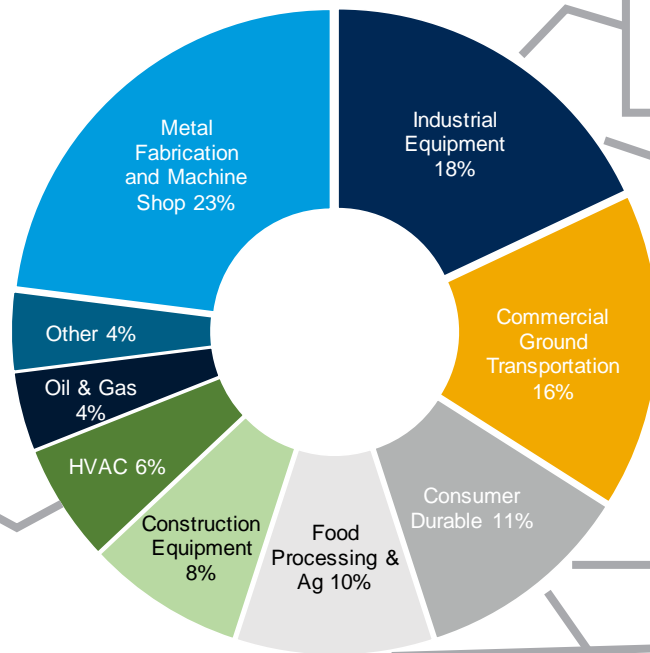
*Creating great customer  
experiences at*  
**Speed, Scale, & Consistency**  
*in a fragmented industrial metals  
marketplace*



**RYERSON**

# Diverse End-Markets – More than 42,000 Active Customers

*Secular growth end markets emerging in climate/HVAC, cloud computing, and e-commerce*



Includes electric vehicles & software infrastructure



Includes automation



Includes electric vehicles

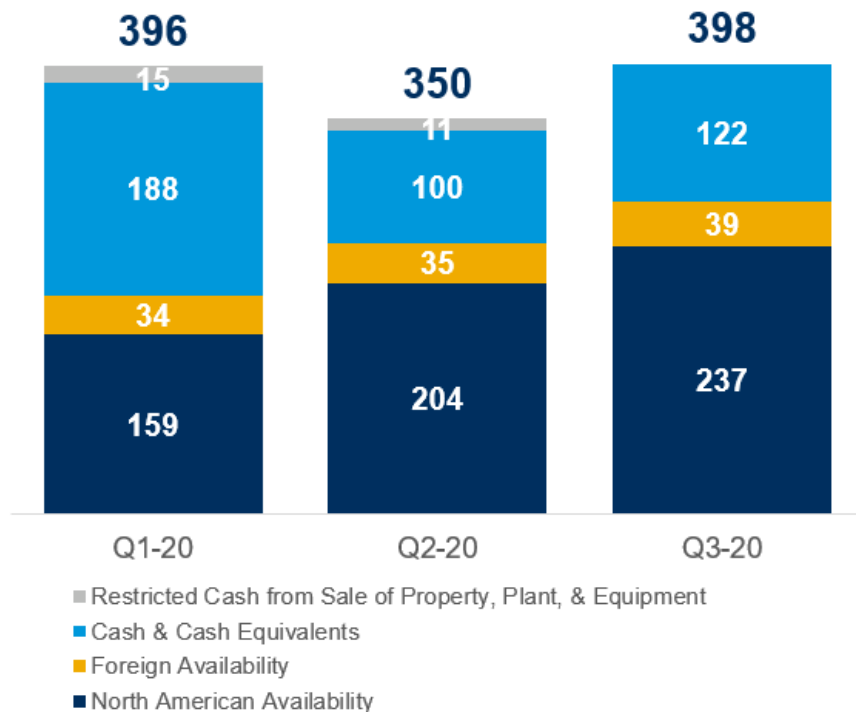


End market percentages are based on 2019 sales as disclosed in Ryerson's Annual Report on Form 10-K for the year ended December 31, 2019.

# Strong Liquidity to Fund Operations and Investments

*Ryerson has ample liquidity to fund operations throughout the COVID-19 crisis*

(\$M)



The Company's liquidity increased by approximately \$48 million compared to the second quarter driven by Adj. EBITDA, excl. LIFO generation and excellent working capital management while navigating through the extreme pandemic induced economic impacts. We accomplished this while also significantly reducing net debt during this period.

# Stronger Cycle Resilience: Better in the “Ups” & through the “Downs”

*Ryerson's Improvements Show Through When Comparing Recessionary Periods*

	<u>1<sup>st</sup> Comparative Period</u>			<u>2<sup>nd</sup> Comparative Period</u>			<u>Current Period</u>		
\$M	2008	2009	2010	2014	2015	2016	2018	2019	Q3 2020 YTD
Gross Margin, excl. LIFO	15.1%	9.2%	15.2%	17.6%	16.0%	19.7%	19.2%	16.9%	17.0%
Expenses excl. D&A as a % of Sales	10.3%	14.6%	12.0%	12.8%	12.9%	14.2%	12.7%	12.8%	14.0%
Adj. EBITDA, excl. LIFO	\$277	(\$137)	\$134	\$218	\$109	\$178	\$308	\$190	\$86
Interest Coverage Ratio	2.5x	∞*	1.2x	2.0x	1.1x	2.0x	3.1x	2.0x	1.4x
Cash Conversion Cycle	103	101	86	94	91	80	75	78	78
Net Debt	\$900	\$639	\$1,128	\$1,171	\$958	\$882	\$1,130	\$923	\$692
Leverage Ratio	3.2x	∞*	8.5x	5.4x	8.8x	5.0x	3.7x	4.9x	5.2x
Pension Liability	\$296	\$323	\$306	\$277	\$238	\$216	\$181	\$140	\$175
Book Value of Equity	\$392	\$154	(\$183)	(\$125)	(\$141)	(\$49)	\$76	\$179	\$132
U.S. Industry Shipments, Tons	48M	31M	37M	45M	41M	39M	42M	39M	26M
Bloomberg Commodity Index	117	139	162	104	79	88	77	81	71

- Ryerson continues improving operating metrics and leverage ratios through the cycle from peak to trough.
- After adjusting for one time impacts from bond refinancing and ABL amend & extend events, normalized cash interest expense is expected to be significantly lower moving forward as compared to the prior 10-year average.

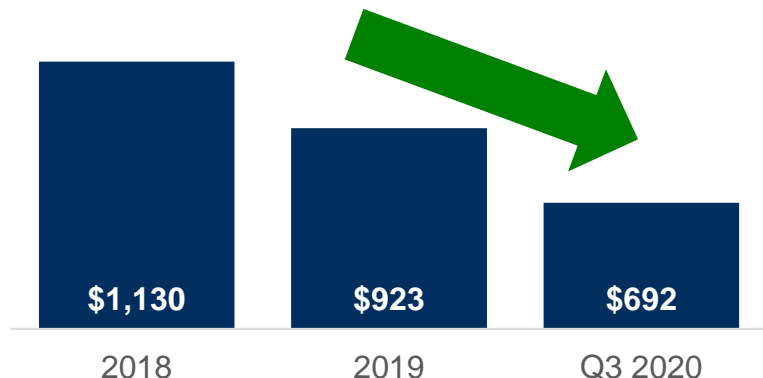
*\*2009 leverage ratio not meaningful since it is calculated as net debt / Adj. EBITDA, excl. LIFO and the latter was negative in 2009.*



# Decreasing Net Debt with Secured Optionality

*Ryerson has driven down net debt and fixed cash commitments as part of its transformation strategy and has begun to exercise the optional redemption terms secured in the July 2020 refinance*

## Net Debt (\$M)



## Reduced Principal & Interest

	2012	2016	2020F
Bond Principal Amt	\$900M	\$650M	\$450M
Coupon	9.75%	11.00%	8.50%
Annual Interest	\$87.8M	\$71.5M	\$38.3M

- Ryerson reduced net debt by \$231M in the first nine months of 2020 to \$692M, the lowest achieved in ten years.
- On July 22<sup>nd</sup>, Ryerson closed the refinance of its 11% Senior Secured Notes and issued \$500M in 8.5% Senior Secured Notes. The reduced coupon and principal is expected to save approximately \$16M in annual interest expenses.
- Ryerson also secured favorable redemption terms, which will allow the Company to reduce the outstanding principal by up to \$100 million at 104% within the first two years, and up to 10% of the original principal in each of the first three years at 103%.
- On October 30<sup>th</sup>, Ryerson exercised the first of these terms to redeem \$50M in outstanding Notes at a price of 103%, plus accrued interest. This redemption is expected to provide Ryerson \$4.3M in annual interest rate savings.

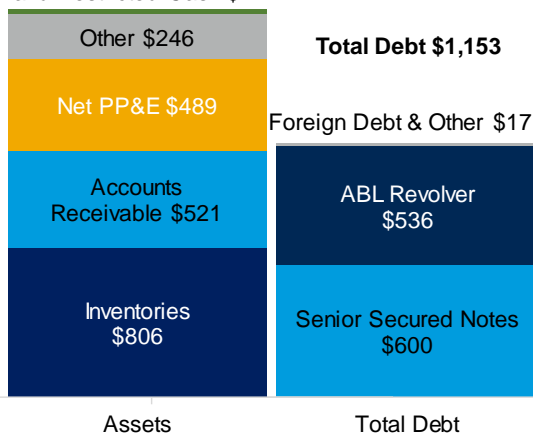
# Current Asset Coverage

Successful asset management & significant debt reduction are expected to result in substantially higher collateral coverage compared to previous years

As of December 31, 2018 (\$M)

**1.8x**  
**Collateral Coverage**  
1.6x Tangible Asset Value

**Total Assets \$2,086**  
Cash, Cash Equivalents,  
and Restricted Cash \$24

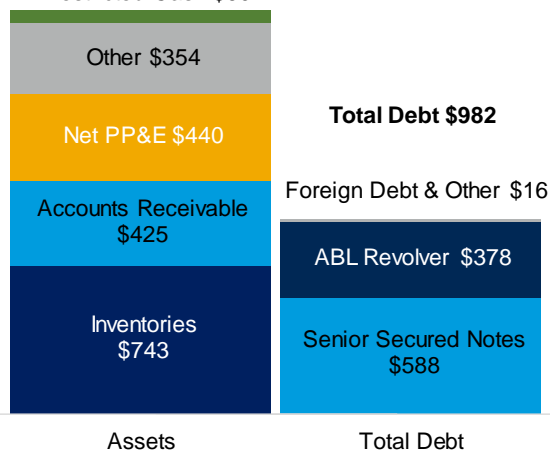


As of December 31, 2019 (\$M)

**2.1x**  
**Collateral Coverage**  
1.6x Tangible Asset Value

**Total Assets \$2,022**

Cash, Cash Equivalents, &  
Restricted Cash \$60



September 30, 2020 (\$M)

**2.3x**  
**Collateral Coverage**  
1.7x Tangible Asset Value

**Total Assets \$1,840**

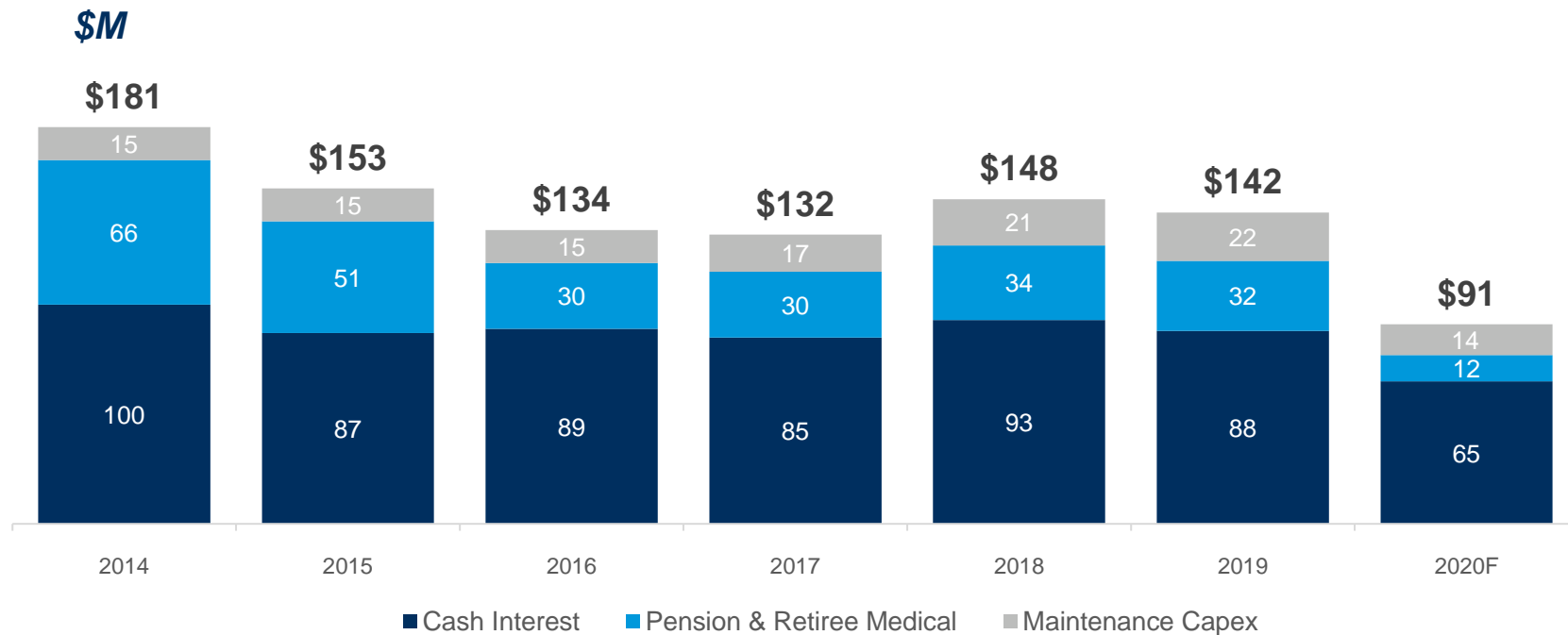
Cash, Cash Equivalents,  
and Restricted Cash \$123



**Net debt of  
\$692M**

# Significant Reduction in Annual Fixed Cash Commitments

*Since going public in 2014, legacy liabilities have declined significantly, even with the addition of CS&W's pension obligations in July of 2018. Lower annual interest expenses have further decreased fixed cash commitments going forward.*



## Best in Class Free Cash Flow Yield

*Free cash flow yield over the past 23 quarters was well above our publicly-traded peer group and compares favorably to the Composite S&P 500 Free Cash Flow Yield.*





	Annualized average figures	
	2015 - 2019	2015 - Q3 2020
Free cash flow	\$94M	\$140M
Market capitalization	\$330M	\$316M
<b><i>Free cash flow yield</i></b>	<b>28%</b>	<b>44%</b>

Our improved operating profile led to a 28% average free cash flow yield for the five-year period of 2015-2019. Counter-cyclical cash flow generation thus far in 2020 has driven that average yield up to 44%.

\*Free cash flow calculated as net cash flow provided by (used in) operating activities plus proceeds from sales of property, plant, & equipment, less capital expenditures.

\*Market capitalization represents an average of the beginning and ending shares outstanding, multiplied by average daily share price.

# Strategic Priorities for Obtaining Next Phase Targets – All About Creating The Industry's Best Customer Experience with Consistency and at Scale.

-  Reduce net leverage as further operating model improvement realizations take effect
-  Ryerson digitalization initiatives and footprint optimization work drive differentiation in the industry
-  Increase value-add as a percentage of sales as investments of past five years take deeper root
-  Achieve Central Steel & Wire long-term, mid-cycle targets for revenue, EBITDA and working capital management



6% U.S. Market Share



2.0x Net Debt / Adj. EBITDA, excl. LIFO



\$600m/\$50M CS&W Net Sales/Adj. EBITDA, excl. LIFO



15% Value-Add Mix



20% Gross Margin, excl. LIFO



# Navigating Through the Unprecedented 2020 Environment

## Growth Supportive Factors

- Low Imports
- Inventory Replenishment
- Fiscal Stimulus
- Supply Side Responses
- Reshoring
- YITTB- Yes, It's Time to Build Movement

## Uncertainties

- Asynchronous Virus Uncertainty
- Continued Fiscal and Monetary Stimulus
- Working Capital Flywheel RPM's
- Labor Market Dislocations/Unemployment
- Business Investment Confidence
- Consumer Confidence

## Risks

- Political Risk
- Debt Levels
- Global Trade Tensions

# Eventually This Bill Comes Due ... It's Past Due

## Recent Events Further Underscore The Need

### More Than Old Enough

Record age for U.S. assets is seen pointing toward capital-spending growth

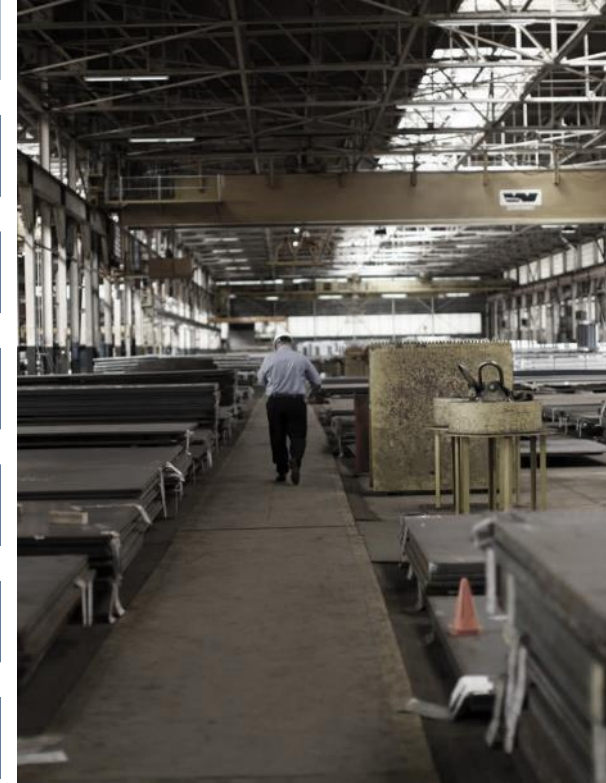
■ Average age of fixed assets and consumer durables



# Ryerson Takeaways

*Moving Through and Looking Beyond The Pandemic*

- ✓ Enhanced Operating Leverage Through Ongoing Operating Model Improvements
- ✓ Vastly Improved Asset Based Collateral
- ✓ Improved Through-The-Cycle Leverage
- ✓ Strong Liquidity Profile
- ✓ Positive Cash Flow from Operating Activities
- ✓ Lower Structural Legacy Liabilities
- ✓ Optionality for Accelerated Deleveraging



# YES, IT'S TIME TO BUILD

## #YITTB

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The background of the slide is a photograph of a large industrial facility, likely a steel mill or a warehouse for heavy machinery. The image is heavily filtered with a dark blue color and has a semi-transparent white grid pattern overlaid on it. In the foreground, there are several large, cylindrical objects, possibly coils of steel, arranged in rows. The perspective is looking down a long aisle between the rows of coils. The word "Appendix" is written in a large, white, sans-serif font, centered horizontally and positioned in the upper half of the image. It is flanked by two horizontal white lines, one above and one below the text.

# Appendix



# Q3 2020 Key Financial Metrics

*Ryerson's performance amidst the continuing pandemic characterized by excellent cash flow generation alongside a strengthened balance sheet*

Net Sales

Gross Margin,  
excl. LIFO

Diluted Adjusted  
Earnings per Share

Adj. EBITDA, excl.  
LIFO

Cash from  
Operating  
Activities

## Third Quarter

**\$832M**

+8% vs. Q2'20  
-25% vs. Q3'19

**16.7%**

-10 bps vs. Q2'20  
+90 bps vs. Q3'19

**\$0.31**

+\$0.95 vs. Q2'20  
+\$0.07 vs. Q3'19

**\$31M**

+\$11M vs. Q2'20  
+\$2M vs. Q3'19

**\$121M**

+17M vs. Q2'20  
+38M vs. Q3'19

## First Nine Months

**\$2.6B**

-26% vs. YTD'19

**17.0%**

+50 bps vs. YTD'19

**\$0.09**

-\$1.40 vs. YTD'19

**\$86M**

-\$57M vs. YTD'19

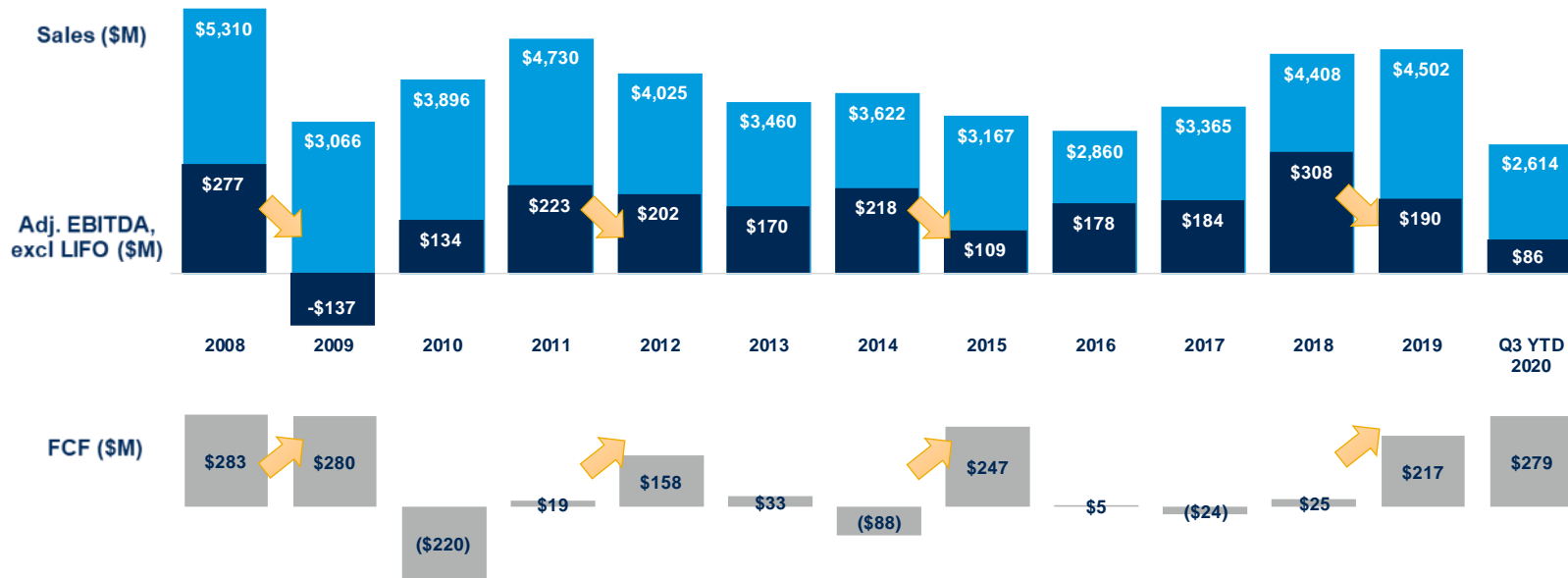
**\$297M**

+166M vs. YTD'19

A reconciliation of non-GAAP financial measures to the comparable GAAP measure is included in the Appendix.

# Generating Significant Free Cash Flow Through The Cycle

*Improved operating profile expected to generate higher through-the-cycle quality of earnings & less cash flow generation volatility*

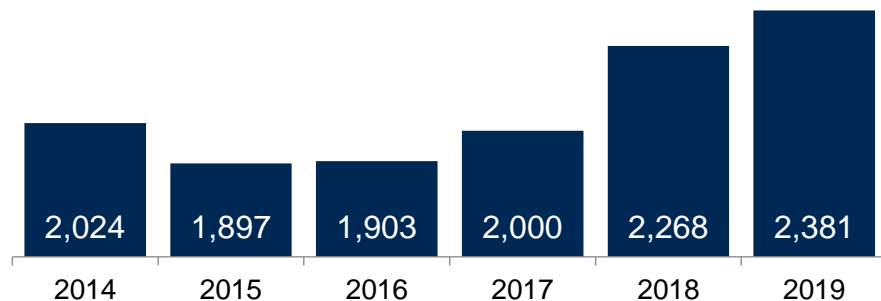


**Generated**  
**\$1.2B**  
of FCF despite  
business cycles  
and capital  
expenditures of  
\$382M

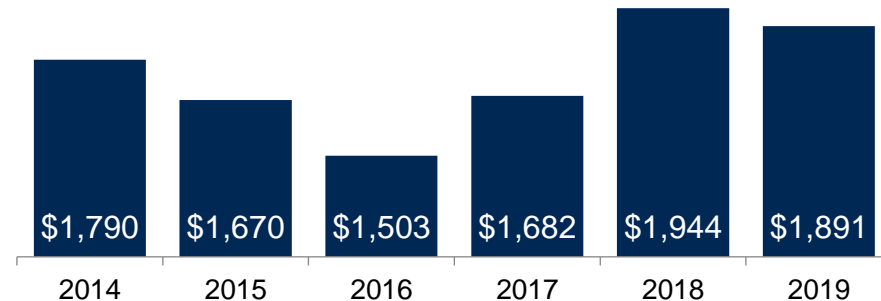
\$M	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Q3 YTD 2020	Total
Cash Flow from Operating Activities	\$281	\$285	(\$199)	\$55	\$187	\$48	(\$73)	\$259	\$25	(\$3)	\$57	\$193	\$297	\$1,412
Less: Capital Expenditures	30	23	27	47	41	20	22	22	23	25	38	46	18	\$382
Plus: Asset Sales	32	18	6	11	12	5	7	10	3	4	6	70	0	\$184
Free Cash Flow (FCF)	\$283	\$280	(\$220)	\$19	\$158	\$33	(\$88)	\$247	\$5	(\$24)	\$25	\$217	\$279	\$1,214

# Annual Financial Highlights

## Tons Sold (000's)

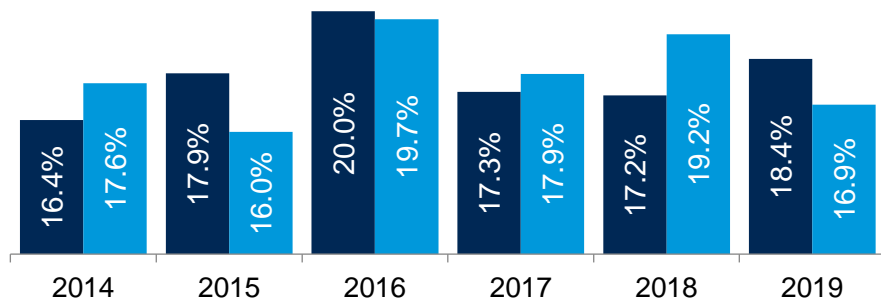


## Average Selling Price Per Ton

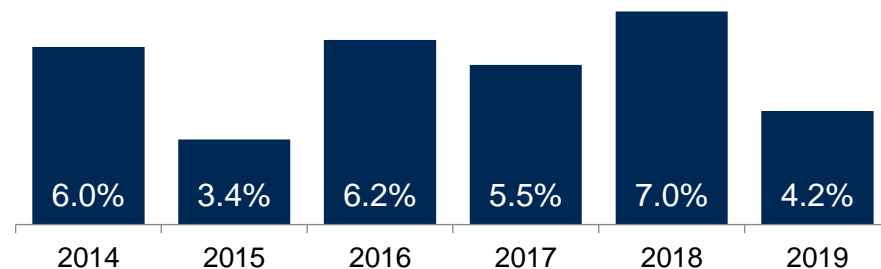


## Gross Margin & Gross Margin, excl. LIFO

■ Gross Margin % ■ Gross Margin, excl. LIFO



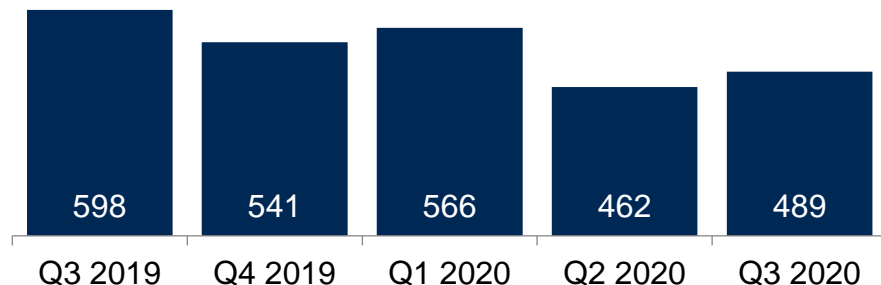
## Adjusted EBITDA, excl. LIFO Margin %



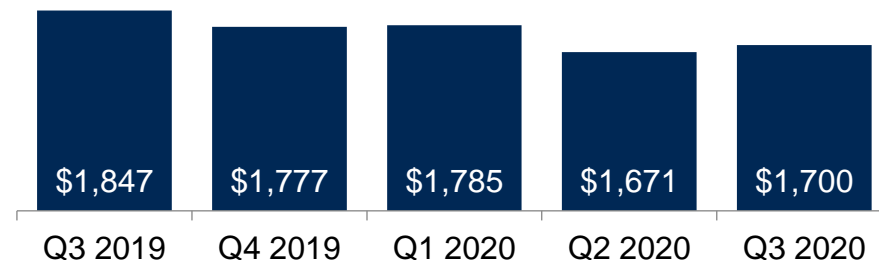
A reconciliation of non-GAAP financial measures to the comparable GAAP measure is included in this Appendix.

# Quarterly Financial Highlights

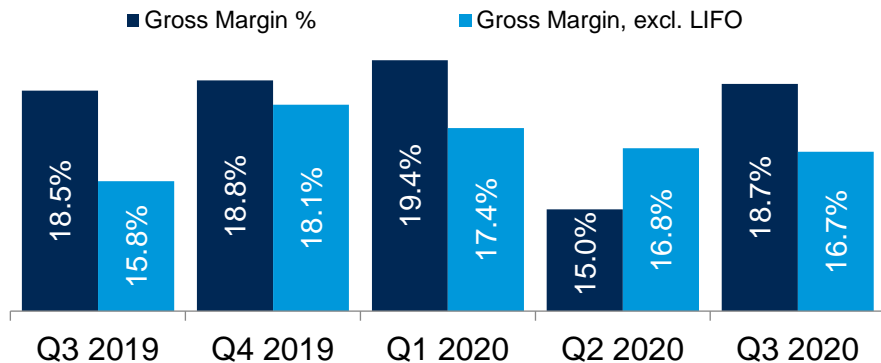
## Tons Sold (000's)



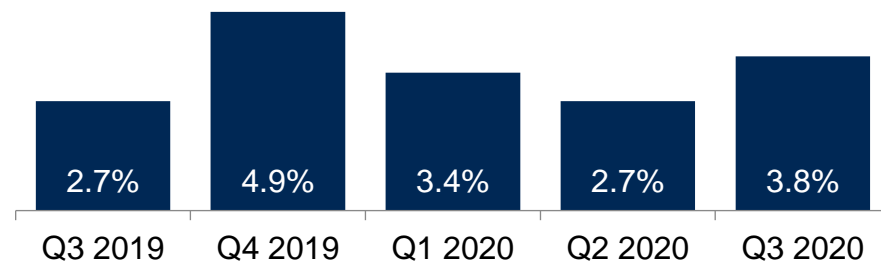
## Average Selling Price Per Ton



## Gross Margin & Gross Margin, excl. LIFO



## Adjusted EBITDA, excl. LIFO Margin %



A reconciliation of non-GAAP financial measures to the comparable GAAP measure is included in this Appendix.

# Ryerson's Commitment to our Employees and Communities

## Safety

We consistently outperform the Bureau of Labor Statistics, and, in the first nine months of 2020, our safety record as measured by OSHA's TRI metric of total recordable incidents declined compared to the same period last year by over 40%, indicating that our workplace is becoming even safer and our culture of workplace safety is being internalized and embedded in our behaviors.

## Sustainability

Although our operations by their nature do not have a significant impact on the environment, we continue to:

- ✓ Purchase metal produced using recycled materials or scrap melted in electric arc furnaces and sell scrap to recyclers
- ✓ Use propane fuel to operate forklifts
- ✓ Install energy efficient lighting
- ✓ Utilize energy efficient diesel tractors

## Community Support

The Ryerson Gives Back program supports active employee involvement in numerous local community volunteer activities, from serving in food kitchens to children's causes and educational programs. Ryerson also awards college sponsorship and tuition reimbursement.





# Experienced Management Team

Executive	Title	Years in Position	Years at Ryerson	Years in Industry
Eddie Lehner <sup>(1)</sup>	President & Chief Executive Officer	5	8	31
Mike Burbach	President - North / West Region	13	37	37
Kevin Richardson	President - South / East Region	13	36	36
Molly Kannan <sup>(2)</sup>	Controller and Chief Accounting Officer	5	12	12
John Orth	Executive Vice President – Operations	3	3	28
Mark Silver	Executive Vice President, General Counsel & Chief HR Officer	5	8	8
Srini Sundarrajan	Chief Information Officer	2	2	2
Jim Claussen	President - Central Steel & Wire	2	19	26

<sup>(1)</sup>Eddie Lehner previously served as Ryerson's Executive Vice President and Chief Financial Officer.

<sup>(2)</sup>Molly Kannan has served as Ryerson's Controller since 2015 and became Chief Accounting Officer in January 2020.

# Non-GAAP Reconciliation

Note: EBITDA represents net income before interest and other expense on debt, provision for income taxes, depreciation, and amortization. Adjusted EBITDA gives further effect to, among other things, reorganization expenses, gain or loss on retirement of debt, loss on pension settlement, purchase consideration and other transaction costs, and foreign currency transaction gains and losses. We believe that the presentation of EBITDA, Adjusted EBITDA, and Adjusted EBITDA, excluding LIFO expense (income), provides useful information to investors regarding our operational performance because they enhance an investor's overall understanding of our core financial performance and provide a basis of comparison of results between current, past, and future periods. We also disclose the metric Adjusted EBITDA, excluding LIFO expense (income), to provide a means of comparison amongst our competitors who may not use the same basis of accounting for inventories. EBITDA, Adjusted EBITDA, and Adjusted EBITDA, excluding LIFO expense (income), are three of the primary metrics management uses for planning and forecasting in future periods, including trending and analyzing the core operating performance of our business without the effect of U.S. generally accepted accounting principles, or GAAP, expenses, revenues, and gains (losses) that are unrelated to the day to day performance of our business. We also establish compensation programs for our executive management and regional employees that are based upon the achievement of pre-established EBITDA, Adjusted EBITDA, and Adjusted EBITDA, excluding LIFO expense (income), targets. We also use EBITDA, Adjusted EBITDA, and Adjusted EBITDA, excluding LIFO expense (income), to benchmark our operating performance to that of our competitors. EBITDA, Adjusted EBITDA, and Adjusted EBITDA, excluding LIFO expense (income), do not represent, and should not be used as a substitute for, net income or cash flows from operations as determined in accordance with generally accepted accounting principles, and neither EBITDA, Adjusted EBITDA, and Adjusted EBITDA, excluding LIFO expense (income), is necessarily an indication of whether cash flow will be sufficient to fund our cash requirements. This release also presents gross margin, excluding LIFO expense (income), which is calculated as gross profit minus LIFO expense (income), divided by net sales. We have excluded LIFO expense (income) from gross margin and Adjusted EBITDA as a percentage of net sales metrics in order to provide a means of comparison amongst our competitors who may not use the same basis of accounting for inventories as we do. Our definitions of EBITDA, Adjusted EBITDA, Adjusted EBITDA, excluding LIFO expense (income), gross margin, excluding LIFO expense (income), and Adjusted EBITDA, excluding LIFO expense (income), as a percentage of sales may differ from that of other companies. Adjusted Net income (loss) and Adjusted Earnings (loss) per share is presented to provide a means of comparison with periods that do not include similar adjustments.

# Non-GAAP Reconciliation: Adjusted EBITDA, excl. LIFO

(\$M)	Q3 '19	Q4 '19	Q1 '20	Q2 '20	Q3 '20
Tons Sold (000's)	598	541	566	462	489
Net Sales	1,104.4	961.5	1,010.3	771.8	831.5
Gross Profit	204.4	180.4	195.8	115.5	155.9
<i>Gross Profit per Ton</i>	<i>342</i>	<i>333</i>	<i>346</i>	<i>250</i>	<i>319</i>
<i>Gross Margin</i>	<i>18.5%</i>	<i>18.8%</i>	<i>19.4%</i>	<i>15.0%</i>	<i>18.7%</i>
LIFO expense (income)	(29.6)	(6.5)	(20.2)	14.1	(16.9)
<b>Gross Profit, excluding LIFO</b>	<b>174.8</b>	<b>173.9</b>	<b>175.6</b>	<b>129.6</b>	<b>139.0</b>
<i>Gross Profit, excluding LIFO per Ton</i>	<i>293</i>	<i>321</i>	<i>310</i>	<i>281</i>	<i>284</i>
<i>Gross Margin, excluding LIFO</i>	<i>15.8%</i>	<i>18.1%</i>	<i>17.4%</i>	<i>16.8%</i>	<i>16.7%</i>
Warehousing, delivery, selling, general, and administrative expenses	165.6	142.9	155.7	124.1	125.4
Depreciation and amortization expense	15.6	14.1	13.3	13.6	13.6
Warehousing, delivery, selling, general, and administrative expenses excluding depreciation and amortization	150.0	128.8	142.4	110.5	111.8
<i>Warehousing, delivery, selling, general, and administrative expenses excluding depreciation and amortization % of net sales</i>	<i>13.6%</i>	<i>13.4%</i>	<i>14.1%</i>	<i>14.3%</i>	<i>13.4%</i>
<b>Net income (loss) attributable to Ryerson Holding Corporation</b>	<b>10.1</b>	<b>26.4</b>	<b>16.4</b>	<b>(25.6)</b>	<b>(39.9)</b>
Interest and other expense on debt	23.2	22.2	21.7	19.3	20.2
Provision (benefit) for income taxes	6.3	7.7	2.9	(4.5)	(19.3)
Depreciation and amortization expense	15.6	14.1	13.3	13.6	13.6
<b>EBITDA</b>	<b>55.2</b>	<b>70.4</b>	<b>54.3</b>	<b>2.8</b>	<b>(25.4)</b>
Reorganization	4.0	2.4	0.8	3.8	4.8
Gain on sale of assets	-	(20.6)	-	-	-
Gain on insurance settlements	(1.5)	-	-	-	-
(Gain) loss on retirement of debt	-	-	(0.8)	(0.1)	17.1
Foreign currency transaction (gains) losses	0.4	(0.1)	(0.1)	0.1	(0.4)
Pension settlement charge	-	-	-	-	52.5
Purchase consideration and other transaction costs	1.0	1.3	0.4	-	-
Other adjustments	-	-	-	(0.1)	(0.3)
<b>Adjusted EBITDA</b>	<b>59.1</b>	<b>53.4</b>	<b>54.6</b>	<b>6.5</b>	<b>48.3</b>
LIFO expense (income)	(29.6)	(6.5)	(20.2)	14.1	(16.9)
<b>Adjusted EBITDA, excluding LIFO</b>	<b>29.5</b>	<b>46.9</b>	<b>34.4</b>	<b>20.6</b>	<b>31.4</b>
<i>Adjusted EBITDA Margin, excluding LIFO</i>	<i>2.7%</i>	<i>4.9%</i>	<i>3.4%</i>	<i>2.7%</i>	<i>3.8%</i>

Net income includes a vacation accrual adjustment of \$11M in Q4 2019.

# Non-GAAP Reconciliation: Annual

(\$M)	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Tons Sold (000's)	2,505	1,881	2,252	2,433	2,149	2,038	2,024	1,897	1,903	2,000	2,268	2,381
Net Sales	5,309.8	3,066.1	3,895.5	4,729.8	4,024.7	3,460.3	3,622.2	3,167.2	2,859.7	3,364.7	4,408.4	4,501.6
Gross Profit	712.9	456.1	539.8	658.8	709.6	616.6	593.8	567.7	570.6	582.5	758.1	827.9
Gross Profit per Ton	284.6	242.5	239.7	270.8	330.2	302	293	299	300	291	334	348
Gross Margin	13.4%	14.9%	13.9%	13.9%	17.6%	17.8%	16.4%	17.9%	20.0%	17.3%	17.2%	18.4%
LIFO Expense (Income), net	91.5	(174.2)	52.4	48.6	(63.1)	(33.0)	42.3	(59.5)	(6.6)	19.9	90.2	(69.1)
<b>Gross Profit, excluding LIFO</b>	<b>804.4</b>	<b>281.9</b>	<b>592.2</b>	<b>707.4</b>	<b>646.5</b>	<b>583.6</b>	<b>636.1</b>	<b>508.2</b>	<b>564.0</b>	<b>602.4</b>	<b>848.3</b>	<b>758.8</b>
Gross Profit, excluding LIFO per Ton	321	150	263	291	301	286	314	268	296	301	374	319
Gross Margin, excluding LIFO	15.1%	9.2%	15.2%	15.0%	16.1%	16.9%	17.6%	16.0%	19.7%	17.9%	19.2%	16.9%
Warehousing, delivery, selling, general, and administrative expenses	586.1	483.8	506.9	539.7	508.9	480.1	509.2	450.8	447.5	481.4	614.7	636.8
Depreciation and amortization expense	37.6	36.9	38.4	43.0	47.0	46.6	45.6	43.7	42.5	47.1	52.9	58.4
Warehousing, delivery, selling, general, and administrative expenses excluding depreciation and amortization and IPO-related expenses	548.5	446.9	468.5	496.7	461.9	433.5	430.9	407.1	405.0	434.3	561.8	578.4
Warehousing, delivery, selling, general, and administrative expenses excluding depreciation and amortization % of net sales	10.3%	14.6%	12.0%	10.5%	11.5%	12.5%	11.9%	12.9%	14.2%	12.9%	12.7%	12.8%
<b>Net Income (Loss) attributable to Ryerson Holding Corporation</b>	<b>32.5</b>	<b>(190.7)</b>	<b>(104.0)</b>	<b>(8.1)</b>	<b>47.1</b>	<b>127.3</b>	<b>(25.7)</b>	<b>(0.5)</b>	<b>18.7</b>	<b>17.1</b>	<b>106.0</b>	<b>82.4</b>
Interest and other expense on debt	109.9	72.9	107.5	123.1	126.5	110.5	107.4	96.3	89.9	91.0	99.2	93.2
Provision (benefit) for income taxes	14.8	67.5	13.1	(11.0)	(5.5)	(112.3)	(0.7)	3.7	7.2	(1.3)	10.3	32.5
Depreciation and amortization expense	37.6	36.9	38.4	43.0	47.0	46.6	45.6	43.7	42.5	47.1	52.9	58.4
<b>EBITDA</b>	<b>194.8</b>	<b>(13.4)</b>	<b>55.0</b>	<b>147.0</b>	<b>215.1</b>	<b>172.1</b>	<b>126.6</b>	<b>143.2</b>	<b>158.3</b>	<b>153.9</b>	<b>268.4</b>	<b>266.5</b>
Reorganization	15.3	19.9	19.1	17.8	5.8	11.5	5.4	9.7	6.6	4.1	6.1	9.3
Gain on sale of assets	-	(3.3)	-	-	-	-	(1.8)	(1.9)	-	-	-	(20.6)
Gain on settlements	-	-	(2.6)	-	-	-	(0.4)	(4.4)	-	-	-	(1.5)
Advisory service fee	5.0	5.0	5.0	5.0	5.0	5.0	28.3	-	-	-	-	-
(Gain) loss on retirement of debt	(18.2)	(2.7)	-	-	32.8	-	11.2	(0.3)	8.7	-	1.7	0.2
Gain on bond investment sale	(6.7)	-	-	-	-	-	-	-	-	-	-	-
Foreign currency transaction (gains) losses	(1.0)	14.8	2.7	0.8	1.5	(3.7)	(5.3)	(1.5)	3.9	2.0	(2.5)	1.1
Impairment charges on assets	-	19.3	1.4	9.3	1.0	10.0	-	20.0	5.2	0.2	-	-
Gain on bargain purchase	-	-	-	(5.8)	-	-	-	-	-	-	(70.0)	-
Purchase consideration and other transaction costs	-	-	-	-	4.3	3.5	11.2	3.7	1.5	3.9	14.3	4.1
Other adjustments	(3.3)	(2.1)	0.5	0.4	(0.8)	4.2	-	-	0.4	0.1	(0.2)	0.1
<b>Adjusted EBITDA</b>	<b>185.9</b>	<b>37.5</b>	<b>81.1</b>	<b>174.5</b>	<b>264.7</b>	<b>202.6</b>	<b>175.2</b>	<b>168.5</b>	<b>184.6</b>	<b>164.2</b>	<b>217.8</b>	<b>259.2</b>
LIFO (Income) Expense, net	91.5	(174.2)	52.4	48.6	(63.1)	(33.0)	42.3	(59.5)	(6.6)	19.9	90.2	(69.1)
<b>Adjusted EBITDA, excluding LIFO</b>	<b>277.4</b>	<b>(136.7)</b>	<b>133.5</b>	<b>223.1</b>	<b>201.6</b>	<b>169.6</b>	<b>217.5</b>	<b>109.0</b>	<b>178.0</b>	<b>184.1</b>	<b>308.0</b>	<b>190.1</b>
Adjusted EBITDA Margin, excluding LIFO, net	5.2%	-4.5%	3.4%	4.7%	5.0%	4.9%	6.0%	3.4%	6.2%	5.5%	7.0%	4.2%

Net income includes gain on bargain purchase of \$70M in 2018 for acquisition of CS&W and includes a favorable vacation accrual adjustment of \$11M in 2019.

## Non-GAAP Reconciliations: Adjusted Net Income & Net Debt

(Dollars and shares in millions, except per share data)	Q3 '19	Q2 '20	Q3 '20
Net income (loss) attributable to Ryerson Holding Corporation	\$10.1	(\$25.6)	(\$39.9)
Gain on insurance settlement	(1.5)	-	-
Restructuring and other charges	0.3	2.0	0.2
(Gain) loss on retirement of debt	-	(0.1)	17.1
Pension settlement loss	-	-	52.5
Provision (benefit) for income taxes	0.3	(0.5)	(18.0)
<b>Adjusted net income (loss) attributable to Ryerson Holding Corporation</b>	<b>\$9.2</b>	<b>(24.2)</b>	<b>\$11.9</b>
Diluted adjusted earnings (loss) per share	\$0.24	(\$0.64)	\$0.31
Shares outstanding - diluted	38.0	38.1	38.1

(In millions)	Q4 '18	Q3 '19	Q4 '19	Q2 '20	Q3 '20
Total debt	\$1,153	\$1,039	\$982	\$904	\$814
Less: cash and cash equivalents	(23)	(22)	(11)	(100)	(122)
Less: restricted cash from sales of property, plant, and equipment	-	-	(48)	(11)	-
<b>Net debt</b>	<b>\$1,130</b>	<b>\$1,017</b>	<b>\$923</b>	<b>\$793</b>	<b>\$692</b>



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