### RELIANCE



RELIANCE STEEL & ALUMINUM CO.

## RELIANCE STEEL & ALUMINUM Annual Report 2011 SUCCESS



### SELECTED CONSOLIDATED FINANCIAL DATA

| IN MILLIONS, OTHER THAN PER SHARE DATA   |               |               |               |               |               |
|--|---------------|---------------|---------------|---------------|---------------|
| YEAR ENDED DECEMBER 31,                  | 2011          | 2010          | 2009          | 2008          | 2007          |
| INCOME STATEMENT DATA:                   |               |               |               |               |               |
| Net sales                                | \$<br>8,134.7 | \$<br>6,312.8 | \$<br>5,318.1 | \$<br>8,718.8 | \$<br>7,255.7 |
| Cost of sales (exclusive of depreciation |               |               |               |               |               |
|  |               |               |               |               |               |
| included in operating expenses)          | 6,148.7       | 4,727.9       | 3,918.6       | 6,556.7       | 5,418.2       |
|  | 1,986.0       | 1,584.9       |               | 2,162.1       | 1,837.5       |
| Operating expenses (2)                   | 1,413.2       | 1,224.2       |               | 1,309.1       | 1,114.0       |
| Operating income                         | 572.8         | 360.7         | 250.4         |               | 723.5         |
| Other income (expense):                  |               |               |               |               |               |
|  | (59.8)        |               | (67.5)        | (82.6)        | (78.7)        |
| Other (expense) income, net              | (1.4)         | (3.0)         |               | (3.8)         |               |
| Income before income taxes               | 511.6         | 296.5         | 195.5         | 766.6         | 654.7         |
| Provision for income taxes               | 162.4         | 98.6          |               | 282.9         |               |
| Net income                               | 349.2         | 197.9         |               | 483.7         | 408.3         |
| Less: Net income attributable            |               |               |               |               |               |
|  | 5.4           |               |               |               |               |
| Net income attributable to Reliance      | \$<br>343.8   | 194.4         | 148.2         | 482.8         | 408.0         |
| EARNINGS PER SHARE:                      |               |               |               |               |               |
| Net income per share                     |               |               |               |               |               |
| attributable to Reliance                 |               |               |               |               |               |
|  | 4.58          |               | 2.01          |               |               |
| Net income per share                     |               |               |               |               |               |
| attributable to Reliance                 |               |               |               |               |               |
|  | 4.60          | 2.62          | 2.02          | 6.60          | 5.39          |
|  |               |               |               |               |               |
|  |               |               |               |               |               |
|  | 75.0          |               |               | 73.6          |               |
|  |               |               |               |               |               |
|  | 74.8          |               |               |               |               |
| OTHER DATA:                              |               |               |               |               |               |
| Cash flow from operations                | \$<br>234.8   | \$<br>214.1   | \$<br>943.0   | \$<br>664.7   | \$<br>639.0   |
| Capital expenditures                     | 156.4         |               |               |               |               |
| Cash dividends per share                 | .48           | .40           | .40           | .40           | .32           |
| BALANCE SHEET DATA (DECEMBER 31):        |               |               |               |               |               |
| Working capital                          | 1,698.3       | 1,192.3       | 973.3         | 1,652.2       |               |
|  | 5,605.9       | 4,668.9       | 4,306.8       |               | 3,983.5       |
| Long-term debt (3)                       | 1,320.5       | 857.8         | 852.6         | 1,675.6       | 1,013.3       |
| Reliance shareholders' equity            | 3,143.9       | 2,823.7       | 2,606.4       | 2,431.4       | 2,106.2       |

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, are not significant and are excluded from our cost of sales. Therefore, our cost of sales is primarily comprised of the cost of the material we sell. The Company uses gross profit as shown above as a measure of operating performance. Gross profit is an important operating and financial measure, as fluctuations in 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> Operating expenses include warehouse, delivery, selling, general and administrative expenses, depreciation and amortization expense.

<sup>3</sup> Includes the long-term portion of capital lease obligations.

# CONTINUING TO SUCCEED IN 2011

### **COMPANY PROFILE**

Founded in 1939 and headquartered in Los Angeles, California, Reliance Steel & Aluminum Co. (NYSE:RS) is the largest metals service center company in North America. Through a network of more than 220 locations in 38 states and Belgium, Canada, China, Malaysia, Mexico, Singapore, South Korea, the U.A.E. and the United Kingdom, 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.

### SALES BY PRODUCT

- 13% Carbon steel plate
- 10% Carbon steel tubing
- 10% Carbon steel structurals
- 9% Carbon steel bar
- 6% Hot rolled steel sheet & coil
- 3% Galvanized steel sheet & coil
- 2% Cold rolled steel sheet & coil
- 6% Aluminum bar & tube
- 4% Heat treated aluminum plate
- 3% Common alloy aluminum sheet & coil
- 1% Common alloy aluminum plate
- 1% Heat treated aluminum sheet & coil
- 8% Stainless steel bar & tube
- 5% Stainless steel sheet & coil
- 2% Stainless steel plate
- 9% Alloy bar, rod, & tube
- 1% Alloy plate, sheet & coil
- 5% Miscellaneous, including brass, copper & titanium
- 2% Toll processing of aluminum, carbon & stainless steel



### TO OUR SHAREHOLDERS

Overall, we were pleased with our performance in 2011. Demand for most of our products improved slowly and steadily through 2011 and that has continued into 2012. Metals pricing was volatile during the year, but generally was above 2010 levels, helping us to generate the second highest sales level in our history, as well as our fourth highest earnings per share. We continued to grow the Company, completing one acquisition in 2011 and another one in early 2012. We also spent \$156 million for capital expenditures, our highest ever, most of which was growth related. Our strong balance sheet provided a foundation for our 2011 activities and positions us well for continued growth, both organically and by additional acquisitions.

For the 2011 year, our net income was \$343.8 million, up 77% from net income of \$194.4 million in the 2010 year. Earnings per diluted share were \$4.58 for 2011, up 75% from \$2.61 in 2010. Sales in 2011 were \$8.13 billion, up 29% from 2010 sales of \$6.31 billion.

Our sales into the energy (oil & gas), and agricultural and mining equipment industries grew the most for us in 2011 over 2010. Sales into the aerospace, semiconductor & electronics, and auto industries (mainly through our toll processing businesses) also remained solid for us in 2011. Even non-residential construction improved some over 2010 but significantly lagged compared to our sales into other markets. Although we see positive momentum in the economic recovery that we expect to continue during 2012, overall demand is still below pre-recessionary levels.

Changes in the metals industry, mainly at the producer level and related to raw material costs, have led to higher pricing for most metals since 2004 but have also increased the volatility of metals pricing since then. In 2011 our gross profit margins declined to just below what we believe to be our normal range of 25% to 27%, mainly because of pricing volatility during the year. This volatility also caused uncertainty that increased the competitive environment and further pressured our gross profit margins. We expect pricing volatility will continue, but at manageable levels, which should allow us to increase our gross profit margins in 2012.

### SALES BY REGION

27% Midwest

17% Southeast

17% West/Southwest

11% California

7% Northeast

6% Mid-Atlantic

6% International

5% Pacific Northwest

4% Mountain

### SALES BY COMMODITY

53% Carbon steel

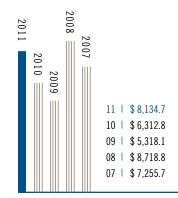
15% Aluminum

15% Stainless steel

10% Alloy

5% Other

2% Toll processing



NET SALES (IN MILLIONS)



### TO OUR SHAREHOLDERS | CONTINUED |

We have focused our growth more in specialty products and in higher-growth end markets, such as by acquiring Continental Alloys & Services, Inc., headquartered in Houston, Texas, and its affiliated companies, effective August 1, 2011. Continental was founded in 1976 and is a leading global materials management company centered on high-end steel and alloy pipe, tube and bar products and precision manufacturing of various tools designed for well completion programs of global energy service companies, with 12 locations in seven countries, including Canada, Malaysia, Mexico, Singapore, the U.A.E., the United Kingdom and the United States. Continental and its affiliates had combined sales of \$204.8 million in the five-month period from our acquisition date to December 31, 2011.

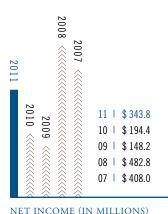
The acquisition of Continental increased our exposure to the fast growing energy market, expanded our product breadth to include Oil Country Tubular Goods ("OCTG") products, added new, higher value-add processing services, such as CNC machining and threading and expanded our presence into new international markets.

Effective February 1, 2012, through our wholly-owned subsidiary Diamond Manufacturing Company, we acquired McKey Perforating Co., Inc., headquartered in New Berlin, Wisconsin and its subsidiary, McKey Perforated Products Co., Inc., located in Manchester, Tennessee. McKey was founded in 1867 and is a contract manufacturer that provides a full range of metal perforating and fabrication services to customers located primarily in the U.S. McKey's net sales for 2011 were approximately \$18 million.

We entered the perforating metals business in 2010 with our purchase of Diamond. McKey complements our presence in this market and brings certain products and processing services to our portfolio that we did not previously provide.

In 2011 we continued our internal growth initiatives by opening new facilities, building and expanding existing facilities and adding processing equipment through our capital expenditures. We believe that investing in the highest quality equipment and facilities allows us to consistently service our customers at the highest levels and enhances our quality and efficiency, which contributes to higher profits.

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## ALWAYS MOVING FORWARD



### TO OUR SHAREHOLDERS | CONTINUED |

During 2011 our average order size was \$1,590. We handled over 5.1 million transactions, or 20,420 per business day, performed processing services on about 40% of these orders and delivered 45% of the orders to our customer's facility within 24 hours from the time the customer placed the order with us.

We will continue to maintain our facilities and equipment at the highest standards to support our organic growth activities in 2012 with a capital expenditure budget of \$250 million. We will evaluate each growth opportunity and execute on those that we believe have the highest return potential. The safety of our employees and others is also a top priority for us, and is supported by our investment in our facilities and equipment.

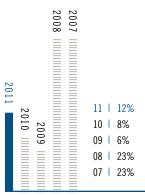
In 2011, we amended and restated our \$1.1 billion unsecured credit facility for five years and increased the size to \$1.5 billion. The restated credit facility includes an increase option for up to an additional \$500 million and includes more favorable pricing terms than our prior facility that would have matured in November 2012. Other than pricing, the terms remained fairly consistent, including the financial covenants.

Our net debt-to-total capital ratio was only 28.4% at December 31, 2011, with \$645 million outstanding on our new \$1.5 billion credit facility, providing ample room for continued organic growth as well as additional acquisitions.

Given our strong financial condition and positive business outlook, our Board of Directors increased the regular quarterly cash dividend by 25%, to \$.15 per share from \$.12 per share, effective with our 2012 first quarter dividend. The Company has paid regular quarterly dividends for 52 consecutive years and has increased its dividend 17 times since the 1994 IPO.

We have strong earnings capacity with our broad and diverse product base and wide geographic footprint that positions us well in our industry. We also have significant exposure to industries that are poised for growth in the years ahead. We will maintain our focus on maximizing the profitability of our existing businesses as well as continuing our growth through additional acquisitions that meet our strict criteria for accretive transactions.

We have strong earnings capacity with our broad and diverse product base and wide geographic footprint that positions us well in our industry. We also have significant exposure to industries that are poised for growth in the years ahead.



RETURN ON EQUITY (% RETURN)

Based on beginning of the year equity.



### TO OUR SHAREHOLDERS | CONTINUED |

Most importantly, we have an exceptional group of managers and employees that have the experience and the drive to continue our successful growth strategies. Reliance is a strong and stable company that has a proven business strategy and an excellent reputation. Since our IPO in 1994 through December 31, 2011, we have had a compound annual growth rate in the value of our stock of 17%. Reliance was named to the 2011 "Fortune 500" List and the 2012 Fortune List of "The World's Most Admired Companies." On behalf of everyone at Reliance, we thank you for your continued support.

We have an exceptional group of managers and employees that have the experience and the drive to continue our successful growth strategies.

### Sincerely,







Said A. Harroh

DAVID H. HANNAH

Chairman of the Board and
Chief Executive Officer

GREGG J. MOLLINS

President and

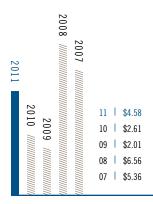
Chief Operating Officer

Karla Zamis

KARLA R. LEWIS

Executive Vice President
and Chief Financial Officer

April 2, 2012



EARNINGS PER SHARE (DILUTED)

### **SELECTED CONSOLIDATED FINANCIAL DATA**

| IN MILLIONS OTHER THAN PER SHARE DATA                  |         |         | _ | _       |         |
|--|---------|---------|---|---------|---------|
| YEAR ENDED DECEMBER 31,                                | 2011    |         |   |         |         |
| INCOME STATEMENT DATA: (1)                             |         |         |   |         |         |
| NET SALES  | 8,134.7 | 6,312.8 |   | 5,318.1 | 8,718.8 |
| OPERATING INCOME (2)                                   | 572.8   |         |   | 250.4   | 853.0   |
| NET INCOME ATTRIBUTABLE TO RELIANCE                    | 343.8   | 194.4   |   | 148.2   | 482.8   |
| PRETAX INCOME (3)                                      | 511.6   | 296.5   |   | 195.5   | 766.6   |
| INCOME TAXES   | 162.4   | 98.6    |   |         | 282.9   |
| WEIGHTED AVERAGE SHARES OUTSTANDING — DILUTED (4), (5) | 75.0    | 74.5    |   | 73.7    | 73.6    |
| BALANCE SHEET DATA:                                    |         |         |   |         |         |
| CURRENT ASSETS   | 2,274.7 | 1,700.9 |   | 1,390.9 | 2,302.4 |
| WORKING CAPITAL  | 1,698.3 | 1,192.3 |   | 973.3   | 1,652.2 |
| NET FIXED ASSETS                                       | 1,105.5 | 1,025.3 |   | 981.3   | 998.7   |
| TOTAL ASSETS   | 5,605.9 | 4,668.9 |   | 4,306.8 | 5,195.5 |
| CURRENT LIABILITIES                                    | 576.4   | 508.6   |   | 417.6   | 650.2   |
| LONG-TERM DEBT (6)                                     | 1,320.5 | 857.8   |   | 852.6   | 1,675.6 |
| TOTAL RELIANCE SHAREHOLDERS' EQUITY                    | 3,143.9 | 2,823.7 |   | 2,606.4 | 2,431.4 |
| PER SHARE DATA: (4)                                    |         |         |   |         |         |
| EARNINGS - DILUTED                                     | 4.58    | 2.61    |   | 2.01    | 6.56    |
| DIVIDENDS  | .48     |         |   |         |         |
| BOOK VALUE (1)   | 41.92   | 37.83   |   |         | 33.17   |
| RATIO ANALYSIS:  |         |         |   |         |         |
| RETURN ON RELIANCE SHAREHOLDERS' EQUITY (8)            | 12.2%   | 7.5%    |   | 6.1%    | 22.9%   |
| CURRENT RATIO  | 3.9     |         |   |         | 3.5     |
| NET DEBT-TO-CAPITAL RATIO (9)                          | 28.4%   | 23.5%   |   | 25.6%   | 41.4%   |
| GROSS PROFIT MARGIN (10)                               | 24.4%   | 25.1%   |   | 26.3%   | 24.8%   |
| OPERATING INCOME MARGIN (2)                            | 7.0%    | 5.7%    |   | 4.7%    | 9.8%    |
| PRETAX INCOME MARGIN (3)                               | 6.3%    | 4.7%    |   | 3.7%    | 8.8%    |
| NET INCOME MARGIN - RELIANCE                           | 4.2%    | 3.1%    |   | 2.8%    | 5.5%    |

The portion of American Steel's earnings attributable to our 49.5% partner is included in non-controlling interests through December 31, 2005. On January 3, 2006 we acquired our partner's interest, increasing our ownership to 100%.

<sup>2</sup> Operating income represents net sales less cost of sales, warehouse, delivery, selling, general and administrative expenses, depreciation and amortization expense. Certain reclassifications were made to 2007 and prior years to include amortization expense in the calculation of Operating income.

The adoption of accounting rule changes in 2009 affected the presentation of non-controlling interests. Prior year pretax income and margin amounts have been retrospectively adjusted to conform to the current presentation.

<sup>4</sup> Amounts have been retrospectively adjusted to reflect the July 2006 2-for-1 stock split. Per share amounts based upon weighted average shares are on a diluted basis.

<sup>5 2006</sup> Includes the issuance of approximately 9 million shares related to an acquisition.

<sup>6</sup> Long-term debt includes the long-term portion of capital lease obligations.

| 20   | 2002          | 2003          | 2004          | 2005          | 2006          | 2007          |    |
|------|---------------|---------------|---------------|---------------|---------------|---------------|----|
| 1,65 | \$<br>1,745.0 | \$<br>1,882.9 | \$<br>2,943.0 | \$<br>3,367.1 | \$<br>5,742.6 | \$<br>7,255.7 | \$ |
|      | 68.9          | 77.8          |               | 363.5         | 627.4         | 723.5         |    |
|      | 30.2          | 34.0          |               | 205.4         | 354.5         | 408.0         |    |
|      | 49.8          | 53.9          | 279.2         | 342.0         | 571.4         | 654.7         |    |
| 2    | 19.6          | 20.8          | 100.2         | 127.8         | 216.6         | 246.4         |    |
| 5    | 63.6          | 63.7          | 65.4          | 66.2          | 73.6          | 76.1          |    |
| 51   | \$<br>533.1   | \$<br>544.6   | \$<br>733.2   | \$<br>847.3   | \$<br>1,675.4 | \$<br>1,721.4 | \$ |
| 37   | 390.2         | 341.8         | 458.5         | 513.5         | 1,124.7       | 1,121.5       |    |
| 29   |               | 466.9         | 458.8         | 479.7         | 742.7         | 824.6         |    |
| 1,08 | 1,139.8       | 1,369.4       | 1,563.3       | 1,769.1       | 3,614.2       | 3,983.5       |    |
| 13   | 142.9         | 202.8         | 274.7         | 333.8         |               | 599.9         |    |
| 33   | 344.1         | 469.3         | 380.9         | 306.8         | 1,088.1       | 1,013.3       |    |
| 58   | 610.4         | 647.6         | 822.6         | 1,029.9       | 1,746.4       | 2,106.2       |    |
|      | \$<br>.47     | \$<br>.53     | \$<br>2.60    | \$<br>3.10    | \$<br>4.82    | \$<br>5.36    | \$ |
|      | .12           | .12           | .13           | .19           | .22           | .32           |    |
| 9    | \$<br>9.62    | \$<br>10.05   | \$<br>12.59   | \$<br>15.56   | \$<br>23.07   | \$<br>28.12   | \$ |
| 7.   | 5.2%          | 5.6%          | 26.2%         | 25.0%         | 27.3%         | 23.4%         |    |
|      |               |               |               |               | 3.0           | 2.9           |    |
|      | 35.4%         | 43.1%         | 33.6%         | 23.8%         | 37.6%         | 32.4%         |    |
| 27.  | 27.3%         | 27.1%         | 28.3%         | 27.3%         | 26.3%         | 25.3%         |    |
| 5.   | 3.9%          | 4.1%          | 10.3%         | 10.8%         | 10.9%         | 10.0%         |    |
|      | 2.9%          | 2.9%          | 9.5%          | 10.2%         | 10.0%         | 9.0%          |    |
|      | 1.7%          | 1.8%          | 5.8%          | 6.1%          | 6.2%          | 5.6%          |    |

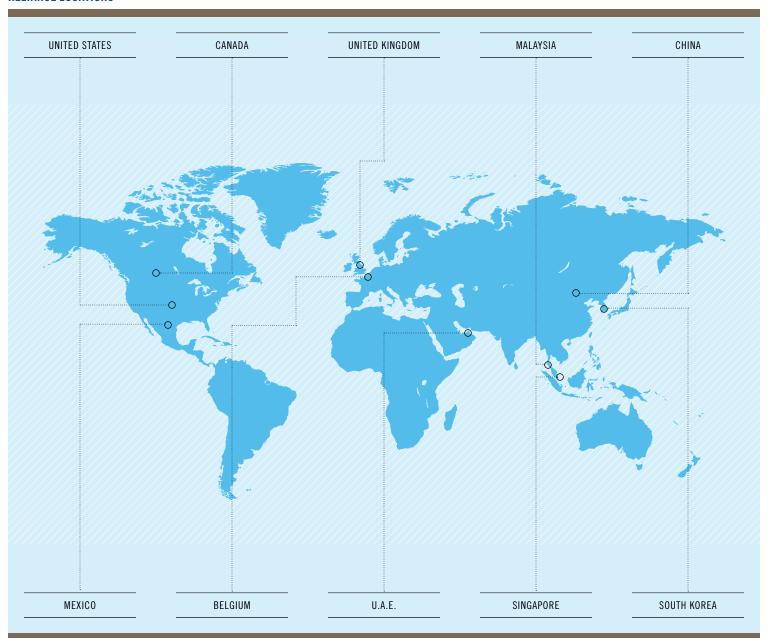
Book value per share is calculated as Reliance shareholders' equity divided by number of common shares outstanding as of December 31 of each year.

Return on Reliance shareholders' equity is based on the beginning of year equity amount, except for 2006 and 2001 which are adjusted for a 2006 acquisition using \$360.5 million of common stock as consideration and a secondary public equity offering in 2001.

<sup>9</sup> Net debt-to-capital ratio is calculated as total debt (net of cash) divided by Reliance shareholders' equity plus total debt (net of cash).

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 primarily comprised of the cost of the material we sell. We use gross profit and gross profit margin as measures 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.

### **RELIANCE LOCATIONS**





### UNITED STATES

ALABAMA KENTUCKY ARIZONA LOUISIANA ARKANSAS MARYLAND CALIFORNIA MASSACHUSETTS COLORADO MICHIGAN CONNECTICUT MINNESOTA FLORIDA MISSOURI GEORGIA MONTANA IDAHO NEVADA ILLINOIS NEW HAMPSHIRE INDIANA **NEW JERSEY** IOWA **NEW MEXICO** KANSAS NEW YORK

NORTH CAROLINA
OHIO
OKLAHOMA
OREGON
PENNSYLVANIA
SOUTH CAROLINA
TENNESSEE
TEXAS
UTAH
VIRGINIA
WASHINGTON
WISCONSIN

### INTERNATIONAL

BELGIUM
CANADA
CHINA
MALAYSIA
MEXICO
SINGAPORE
SOUTH KOREA
U.A.E.
UNITED KINGDOM

### **CORPORATE OFFICE**

LOS ANGELES, CA 213.687.7700

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### **AFFILIATED METALS**

Salt Lake City, UT 801/363-1711

### **BRALCO 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

### **CENTRAL PLAINS**

STEEL CO. Wichita, KS

316/636-4500

### **LUSK METALS**

Oakland, CA

510/785-6400

### **METALCENTER**

Los Angeles, CA 562/944-3322

### **OLYMPIC METALS**

Denver, CO

303/286-9700

### **RELIANCE AEROSPACE** SOLUTIONS

Cypress, CA

714/503-3205

RELIANCE

### **ENERGY SOLUTIONS**

Cypress, CA 714/503-3205

### 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

### **ALLEGHENY STEEL** DISTRIBUTORS, INC.

Pittsburgh, PA 412/767-5000

### **ALUMINUM AND**

STAINLESS, INC.

Lafayette, LA

Headquarters

337/837-4381

New Orleans, LA

504/586-9191

### **AMERICAN METALS**

### CORPORATION

Portland, OR

Corporate Office 503/651-6700

### Divisions of American

Metals Corporation

### **AMERICAN STEEL**

Portland, OR

503/651-6700

Seattle, WA

425/251-8222

### **AMERICAN METALS**

Fresno, CA

559/266-0881

Redding, CA 530/243-5263

Sacramento, CA

916/371-7700

**LAMPROS STEEL** 

Portland, OR 503/285-6667

### AMI METALS, INC.

Nashville, TN

Corporate Office

615/377-0400

Fort Worth, TX

817/831-9586

Los Angeles, CA

909/429-1336

Seattle, WA

253/735-0181

St. Louis, MO

636/946-9492

Swedesboro, NJ

856/241-9180

Wichita, KS

316/945-7771

### AMI METALS EUROPE SPRL

A Subsidiary of AMI Metals, Inc.

Gosselies, Belgium

32 71 37 67 99

Lyon, France

Sales Office

33 474.722.096

### AMI METALS UK LIMITED

A Subsidiary of Reliance Metals

**UK Holding Limited** — Holding Company

Milton Keynes, United

Kingdom Sales Office

44 190 844 0066

### CCC STEEL, INC.

Los Angeles, CA

310/637-0111

### IMS STEEL CO.

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

Houston, TX

713/462-4449

Philadelphia, PA

610/705-0477

Portland, OR 503/228-3355

### **CHATHAM STEEL**

### CORPORATION

Savannah, GA

Headquarters

912/233-5751 Birmingham, AL

205/791-2261

Columbia, SC 803/799-8888

Durham, NC

919/682-3388

Ironton, OH 740/377-9310

Orlando, FL 407/859-0310

### CLAYTON METALS, INC.

### Chicago, IL

Headquarters

630/860-7000

Los Angeles, CA 562/921-7070

Newark, NJ 973/588-1300

### **CONTINENTAL ALLOYS &** SERVICES INC.

### Houston, TX

Headquarters

281/376-9600

Lafayette, LA

888/579-9311

A Division of Continental Alloys

& Services Inc.

### **CONTINENTAL VALVE &** FITTINGS

Brownsville, TX

956/838-0516

Mobile, AL 251/602-5421

### **CONTINENTAL ALLOYS &** SERVICES, INC.

A Subsidiary of Reliance Metals

Canada Holding Limited -Holding Company

Calgary, Alberta, Canada

403/216-5150 CONTINENTAL

**ALLOYS & SERVICES** 

(MALAYSIA) SDN.BHD.

A Subsidiary of Continental Alloys & Services Pte. Ltd.

Senai, Johor, Malaysia

6 04 5999975

### **CONTINENTAL ALLOYS &**

SERVICES S. DE R.L. DE C.V. A Subsidiary of Continental

Alloys & Services Inc. Monterrey, Mexico

81 8140 0883

### **CONTINENTAL ALLOYS &** SERVICES LIMITED

A Subsidiary of Reliance Metals

- Holding Company

Aberdeenshire, Scotland 44 177 948 0420

Abroath, Scotland 44 124 187 9444

**UK Holding Limited** 

### **CONTINENTAL ALLOYS &**

SERVICES PTE. LTD.

A Subsidiary of Reliance Asia Holding Pte. Ltd. - Holding Company

Jurong, Singapore

65 6863 3698

### **CONTINENTAL ALLOYS** MIDDLE EAST FZE

A Subsidiary of Reliance Steel &

Aluminum Co. **Dubai, United Arab Emirates** 

### CREST STEEL CORPORATION

Cypress, CA

971 4 8809770

Corporate and Sales Office

714/822-5222

Phoenix, AZ

480/968-6156 Riverside, CA 951/727-2600

### **DELTA STEEL. INC.**

Houston, TX

Corporate Office

713/623-8080 Fort Worth, TX

817/293-5015 Houston, TX

713/635-1200

San Antonio, TX 210/661-4641

Tulsa, OK

### 918/437-7501

SMITH PIPE & STEEL CO.

A Subsidiary of Delta Steel, Inc. Phoenix, AZ

### 602/257-9494

DIAMOND MANUFACTURING COMPANY

Wyoming, PA Headquarters

570/693-0300 Cedar Hill, TX

972/291-8800 Michigan City, IN

219/874-2374 A Division of Diamond

Manufacturing Company

### PERFORATED METALS PLUS Charlotte, NC

704/598-0443

13

### **RELIANCE LOCATIONS**

| McKEY                   | <br>Lafayette, LA         | Divisions of Reliance Met          |
|-------------------------|---------------------------|------------------------------------|
| PERFORATING CO., INC.   | 713/672-1621              | Canada Limited                     |
| A Subsidiary of Diamond | Little Rock, AR           | EARLE M. JORGENSEN                 |
| Manufacturing Company   | 501/568-4371              | (CANADA)                           |
| New Berlin, WI          | Los Angeles, CA           | Edmonton, Alberta, Car             |
| 262/786-2700            | 323/567-1122              | 780/801-4015                       |
|                         | Memphis, TN               | Montreal, Quebec, Can              |
| McKEY PERFORATED        | 901/317-4300              | 450/661-5181                       |
| PRODUCTS CO., INC.      | Minneapolis, MN           | North Bay, Ontario, Car            |
| A Subsidiary of McKey   | 763/784-5000              | 705/474-0866                       |
| Perforating Co., Inc.   | Oakland, CA               | Quebec City, Quebec, C             |
| Manchester, TN          | 510/487-2700              | 450/661-5181                       |
| 931/723-3636            | Orlando, FL               | Toronto, Ontario, Cana             |
|                         | 704/421-7239              | 905/564-0866                       |
| DURRETT SHEPPARD        | Philadelphia, PA          | ENCORE METALS                      |
| STEEL CO., INC.         | 215/949-2850              | Vancouver, British                 |
| Baltimore, MD           | Phoenix, AZ               | Columbia, Canada                   |
| 410/633-6800            | 602/272-0461              | Headquarters                       |
| 4107000 0000            | Portland, OR              | 604/940-0439                       |
| EARLE M.                | 503/283-2251              | Calgary, Alberta, Cana             |
| JORGENSEN COMPANY       | Quad Cities, IA           | 403/236-1418                       |
| Los Angeles, CA         | 563/285-5340              | Edmonton, Alberta, Cai             |
| Corporate Office        | Richmond, VA              | 780/436-6660                       |
| 323/567-1122            | 804/732-7491              | Winnipeg, Manitoba, Ca             |
| Birmingham, AL          | Rochester, NY             | 204/663-1450                       |
| 205/814-0043            | 585/475-1050              | TEAM TUBE                          |
| Boston, MA              | Salt Lake City, UT        | Vancouver, British                 |
| 508/435-6854            | 801/973-5900              | Columbia, Canada                   |
| Charlotte, NC           | Seattle, WA               | Headquarters                       |
| 704/588-3001            | 253/872-0100              | 604/468-4747                       |
| Chicago, IL             | St. Louis, MO             | Calgary, Alberta, Cana             |
| 847/301-6100            | 314/291-6080              | 403/279-8131                       |
| Cincinnati, OH          | Tulsa, OK                 | Edmonton, Alberta, Car             |
| 513/771-3223            | 918/835-1511              | 780/462-7222                       |
| Cleveland, OH           | Divisions of Earle M.     | Montreal, Quebec, Can              |
| 330/425-1500            | Jorgensen Company         | 450/978-8877                       |
| Cleveland, OH (Plate)   | ENCORE METALS USA         | Toronto, Ontario, Cana             |
| 330/963-8150            | Portland, OR              | 905/878-1156                       |
| Dallas, TX              | 503/620-8810              | 000/0/0 1100                       |
| 214/741-1761            | Salt Lake City, UT        | EARLE M. JORGENSEN                 |
| Denver, CO              | 801/383-3808              | (ASIA) SDN. BHD.                   |
| 303/287-0381            | Seattle, WA               | A Subsidiary of Reliance           |
| Detroit, MI             | 206/623-6672              | Holding Pte. Ltd.                  |
| 586/776-9226            | STEEL BAR                 | <ul><li>Holding Company.</li></ul> |
| Hartford, CT            | Charlotte, NC             | Nusajaya, Malaysia                 |
| 860/529-6861            | 336/294-0053              | 60 7 531 9155                      |
| Houston, TX             |                           |                                    |
| 713/672-1621            | RELIANCE METALS           | EVEREST METALS                     |
| Indianapolis, IN        | CANADA LIMITED            | (SUZHOU) CO., LTD.                 |
| 317/838-8899            | A Subsidiary of Earle M.  | A Subsidiary of Reliance           |
| Kansas City, MO         | Jorgensen Company         | Asia Holding Pte. Ltd.             |
| 816/483-4140            | Edmonton, Alberta, Canada | - Holding Company                  |
|                         |                           | Horama Company                     |

Corporate Office

780/801-4114

Reliance Metals ited ORGENSEN Alberta, Canada luebec, Canada Ontario, Canada y, Quebec, Canada tario, Canada 366 TALS British Canada 39 berta, Canada 118 Alberta, Canada 60 Manitoba, Canada 150 British Canada 747 berta, Canada Alberta, Canada Quebec, Canada 377 itario, Canada

of Reliance Asia

Corporation **ACERO PRIME** S. DE R.L. DE C.V. 40% Owned San Luis Potosi, Mexico Headquarters 52 444 870 7700 Ramos Arizpe, Mexico 52 844 450 6400 Toluca, Mexico 52 722 262 5500 **FERALLOY PROCESSING COMPANY** 51% Owned Portage, IN 219/787-8773 **FP STRUCTURAL SOLUTIONS** 

Suzhou, People's

Republic of China

86 21 2096 6052

Chicago, IL

Corporate Office

773/380-1500

Charleston, SC 843/336-4107

Decatur, AL 256/301-0500

Granite City, IL 618/452-2500

Portage, IN

219/787-9698

Stockton, CA

209/234-0548

Joint Ventures of Feralloy

FERALLOY CORPORATION

70% Owned Stockton, CA 209/234-0548 **INDIANA PICKLING &** PROCESSING COMPANY 56% Owned Portage, IN 219/787-8889 OREGON FERALLOY **PARTNERS** 40% Owned Portland, OR 503/286-8869

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 Petersburg, VA 804/957-5900 Tampa, FL 813/626-6005 Wallingford, CT 203/294-2991

LIEBOVICH BROS., INC. Rockford, IL Corporate Office 815/987-3200 Divisions of Liebovich Bros., Inc.

**CUSTOM FAB COMPANY** Rockford, IL 815/987-3210

**GOOD METALS COMPANY** Grand Rapids, MI 616/241-4425

**HAGERTY STEEL & ALUMINUM COMPANY** Peoria, IL 309/699-7251

LIEBOVICH STEEL & **ALUMINUM COMPANY** Rockford, IL

Headquarters 815/987-3200 Cedar Rapids, IA 319/366-8431 Green Bay, WI 920/759-3500

**METALS SUPPLY** COMPANY, LTD. Houston, TX Headquarters 713/330-8080 Clute, TX 979/338-0300

METALWEB LIMITED Birmingham, England Headquarters 44 121 328 7700 London, England 44 199 245 0300

Manchester, England

44 161 483 9662 Oxford, England

44 186 588 4499

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.

Stockton, CA

Headquarters

209/943-0555

Denver, CO

303/297-1456

Fresno, CA

559/442-1410

Las Vegas, NV

702/413-0067

Provo, UT

801/798-8676

Reno, NV

775/358-1441

Santa Clara, CA

408/988-3000

Vancouver, WA

360/225-1133

PHOENIX CORPORATION

Doing Business as Phoenix

Metals Company

Atlanta, GA

Headquarters

770/447-4211

Baton Rouge, LA 225/272-3228

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

610/321-0866

Richmond, VA

804/222-5052

Russellville, AR

479/967-6008

St. Louis, MO

636/379-4050

Tampa, FL

813/626-8999

PRECISION FLAMECUTTING AND STEEL, INC.

Houston, TX

713/861-6171

PRECISION STRIP, INC.

Minster, OH

Headquarters

419/628-2343

Bowling Green, KY

270/542-6100

Dayton, OH

937/667-6255

Gary, IN

219/787-6208

Indianapolis, IN

765/778-4452

Kenton, OH

419/674-4186

Middletown, OH 513/423-4166

Rockport, IN

812/362-6480

Talladega, AL

256/315-2345

Toledo, OH

419/661-1100

PRECISION STRIP DE MEXICO, S. DE R.L. DE C.V. MEXICO

A Subsidiary of Precision Strip Mexico Holdings, Inc.

- Holding Company,

A Subsidiary of Precision Strip, Inc.

Monterrey, Mexico

52 81 8865 8776

RELIANCE METALCENTER

ASIA PACIFIC PTE. LTD.

A Subsidiary of Reliance Asia

Holding Pte. Ltd. - Holding Company

Jurong, Singapore 65 6265 1211

**RELIANCE METALS** 

(SHANGHAI) CO., LTD. A Subsidiary of Reliance Asia

Holding Pte. Ltd.

- Holding Company Yangshan, People's

Republic of China 86 21 2096 6052

**SERVICE STEEL** 

AEROSPACE CORP.

Tacoma, WA Headquarters

253/627-2910

Canton, OH

330/833-5800

Divisions of Service Steel Aerospace Corp.

**DYNAMIC METALS** 

INTERNATIONAL

Bristol, CT

860/583-3336 UNITED ALLOYS AIRCRAFT

**METALS** 

Los Angeles, CA

323/588-2688

SISKIN STEEL & SUPPLY

COMPANY, INC. Chattanooga, TN

Headquarters

423/756-3671

Birmingham, AL

205/326-6826

Louisville, KY

502/716-5140 Nashville, TN

615/242-4444

Spartanburg, SC 864/599-9988

Divisions of Siskin Steel &

Supply Company, Inc.

ATHENS STEEL

Atlanta, GA

706/552-3850

**EAST TENNESSEE** 

STEEL SUPPLY

Morristown, TN

423/587-3500 IMS/GEORGIA STEEL

Atlanta, GA

404/577-5005

SUGAR STEEL CORPORATION

Chicago, IL

Headquarters

708/757-9500

Evansville, IN 812/428-5490

TOMA METALS, INC.

Johnstown, PA 814/536-3596

VALEX CORP.

97% owned Ventura, CA

Headquarters and

Manufacturing Facility 805/658-0944

VALEX CHINA CO. LTD. A Subsidiary of Valex Holdings Limited - Holding Company

93% owned by Valex Corp.

Shanghai, People's

Republic of China 86 21 58183189

VALEX KOREA CO., LTD.

A 92% 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

Cleveland, OH

330/342-7020

Greensboro, NC 336/888-0500

Long Island, NY

631/232-1600

Morristown, NJ 973/463-1166

Nashua, NH

610/495-7545

603/635-1266 Philadelphia, PA



### **CORPORATE DIRECTORY**

### DIRECTORS

### DAVID H. HANNAH (1)

Chairman of the Board and Chief Executive Officer

### GREGG J. MOLLINS (1)

President and Chief Operating Officer

### JOHN G. FIGUEROA (2), (4), (5)

Chief Executive Officer Omnicare, Inc.

### THOMAS W. GIMBEL (2), (5)

Trustee

The Florence Neilan Trust

### DOUGLAS M. HAYES (2), (3), (4), (6)

Hayes Capital Corporation

An investment banking firm

### FRANKLIN R. JOHNSON (2), (3), (5)

Former Partner
PricewaterhouseCoopers LLP
A public accounting firm

MARK V. KAMINSKI (1), (3), (4), (5) Former Chief Executive Officer Commonwealth Industries, Inc.

### ANDREW G. SHARKEY (1), (3), (4), (5)

Former President and Chief Executive Officer American Iron and Steel Institute

### LESLIE A. WAITE (2), (3), (4)

Former Managing Director and Lead Portfolio Manager Lombardia Capital Partners, LLC An investment counseling firm

### **OFFICERS**

### DAVID H. HANNAH

Chief Executive Officer

### GREGG J. MOLLINS

President and Chief Operating Officer

### KARLA R. LEWIS

Executive Vice President and Chief Financial Officer

### JAMES D. HOFFMAN

Senior Vice President, Operations

### STEPHEN P. KOCH

Senior Vice President, Operations

### WILLIAM K. SALES, JR.

Senior Vice President, Operations

### SHELDON U. TENENBAUM

Senior Vice President, Supplier Development

### SUSAN BORCHERS

Chief Information Officer

### BRENDA S. MIYAMOTO

Vice President and Corporate Controller

### DONNA M. NEWTON

Vice President, Benefits

### DONALD J. PREBOLA

Vice President, Human Resources

### KAY RUSTAND

Vice President, General Counsel and Corporate Secretary

### BERNIE J. HERRMANN

President of Allegheny Steel Distributors, Inc.

### JOSEPH B. WOLF, SR.

President of Aluminum and Stainless, Inc.

### NICOLE HEATER

President of American Metals Corporation

### SCOTT A. SMITH

President of AMI Metals, Inc.

### BERND D. HILDEBRANDT

President of CCC Steel, Inc.

### STANLEY J. ALTMAN

President of Chapel Steel Corp.

### BERT M. TENENBAUM

President of Chatham Steel Corporation

### BRIAN K. CLEVELAND

President of Clayton Metals, Inc.

### DALE R. BENDITZ

CEO of Continental Alloys & Services, Inc.

### KRISTOFER M. FARRIS

President of Crest Steel Corporation

### ERIC J. OFFENBERGER

President of Delta Steel, Inc.

### DAVID L. SIMPSON

President of Diamond Manufacturing Company

### TIMOTHY J. SCHAUMAN

General Manager of Durrett Sheppard Steel Co., Inc.

### JAMES DESMOND

President of Earle M.
Jorgensen Company

### CARLOS RODRIQUEZ-BORJAS

President of Feralloy Corporation

### MARK A HAIGHT

President of Infra-Metals Co.

### MICHAEL P. SHANLEY

President of Liebovich Bros., Inc.

### JEAN A. MCKEY

President of McKey Perforating Co., Inc.

### CRAIG K. JOHNSON

President of Metals Supply Company, Ltd.

### DEREK WEBB

Managing Director of Metalweb Limited

### JOHN S. NOSLER

President of Pacific Metal Company

### DEREK A. HALECKY

President of PDM Steel Service Centers. Inc.

### STEPHEN E. ALMOND

President of Phoenix Corporation

### JOHN D. MURRAY

President of Precision
Flamecutting and Steel, Inc.

### JOSEPH P. WOLF

President of Precision Strip, Inc.

### TERRY L. WILSON

President of Service Steel Aerospace Corp.

### PAUL J. LOFTIN

President of Siskin Steel & Supply Company, Inc.

### ROBERT J. SUGAR

President of Sugar Steel Corporation

### DANIEL T. YUNETZ

President of Toma Metals, Inc.

### DANIEL A. MANGAN

President of Valex Corp.

### MICHAEL E. ALLEN

President of Viking Materials, Inc.

### MATTHEW L. SMITH

President of Yarde Metals, Inc.

<sup>1</sup> TERM OF OFFICE - EXPIRES 2012

<sup>2</sup> TERM OF OFFICE - EXPIRES 2013

<sup>3</sup> MEMBER OF THE AUDIT COMMITTEE
4 MEMBER OF THE COMPENSATION COMMITTEE

<sup>5</sup> MEMBER OF THE NOMINATING AND GOVERNANCE COMMITTEE

INDEPENDENT LEAD DIRECTOR

### TRANSFER AGENT & REGISTRAR

American Stock Transfer & Trust Company 6201 15th Avenue Brooklyn, NY 11219 800/937-5449 718/921-8124

### INDEPENDENT AUDITORS

KPMG LLP Los Angeles, CA

### RELIANCE STEEL & ALUMINUM CO. CORPORATE HEADQUARTERS

Suite 5100 Los Angeles, CA 90071 213/687-7700 www.rsac.com

### **ANNUAL MEETING**

10:00 a.m.

Wednesday, May 16, 2012

The Omni Hotel

251 South Olive Street

Los Angeles, CA 90013

All shareholders 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://www.rsac.com on the Investor Information section or upon request to

### KARLA R. LEWIS

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

### INVESTOR RELATIONS CONTACT

Investor Relations 713/610-9937 213/576-2428 kfeazle@rsac.com

### **SECURITIES LISTING**

Reliance Steel & Aluminum Co.'s Common Stock is traded or the New York Stock Exchange under the symbol "RS."



### MARKET PRICE OF COMMON STOCK

The high and low closing sales prices for the Company's Common Stock in 2011 were \$60.05 and \$32.04. The following table reflects the range of high and low closing sales prices of the Company's Common Stock based on the New York Stock Exchange Composite Tape for the stated calendar quarters.

| 2011 | HIGH    | LOW     |
|------|---------|---------|
| 1Q   | \$58.49 | \$51.23 |
| 2Q   | \$60.05 | \$46.61 |
| 3Q   | \$50.43 | \$33.68 |
| 4Q   | \$50.11 | \$32.04 |

### SHAREHOLDERS OF RECORD AND DIVIDEND POLICY

As of January 31, 2012, there were approximately 265 shareholders of record. Reliance Steel & Aluminum Co. paid quarterly dividends of \$.12 per common share in 2011. The regular quarterly dividend was increased to \$.15 per common share for 2012



### RELIANCE STEEL & ALUMINUM CO.

350 SOUTH GRAND AVENUE, SUITE 5100

