

EQUITY SNAPSHOT

NYSE Ticker:

RS

Share price:

\$306.14

Share price total return
(since 1994):

17.1%

52-week range:

\$250.07 – \$347.44

Shares outstanding (in '000s):

52,593

AS OF 6/30/25

Market Capitalization:

\$16,101 M

Enterprise Value:

\$17,304 M

ADTV (3 mos.):

363,955

Annual Dividend / Yield:

\$4.80 / 1.6%

Note: Equity market data as of 7/25/25

COMPANY OVERVIEW

Founded in 1939, Reliance, Inc. (NYSE: RS) is a leading global diversified metal solutions provider and the largest metals service center company in North America. Through a network of approximately 320 locations in 41 states and 10 countries outside the United States, Reliance 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. In 2024, Reliance's average order size was \$2,980, approximately 50% of orders included value-added processing, and approximately 40% of orders were delivered within 24 hours.

2024 NET SALES OF

\$13.84

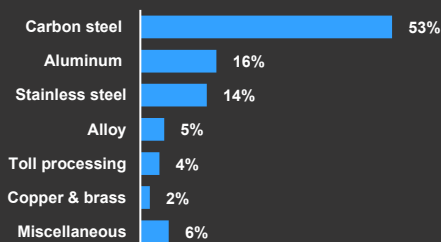
BILLION

Q2 2025 NET SALES OF

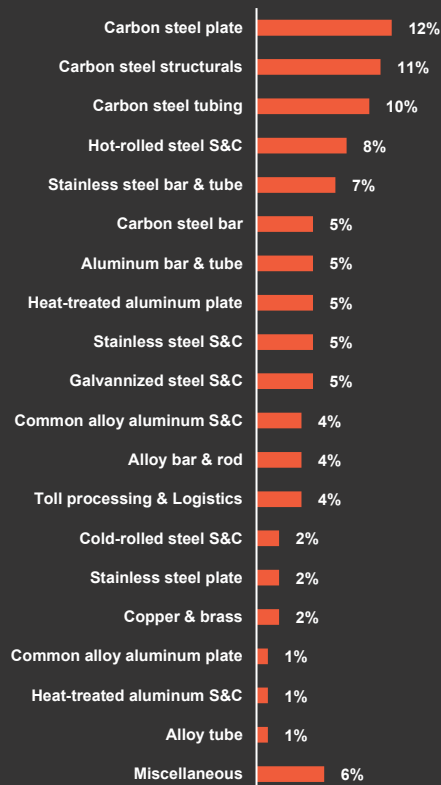
\$3.66

BILLION

2024 SALES BY COMMODITY



2024 SALES BY PRODUCT



ENHANCED OPERATIONAL EXECUTION

- Strong gross profit margin, even in volatile and declining price environments, within (or above) sustainable annual range of 29% to 31%. Drivers include:

- Increased **value-added processing capabilities**

- o Invested \$1.82 B⁽¹⁾ in capital expenditures since 2020 with the majority dedicated to growth activities

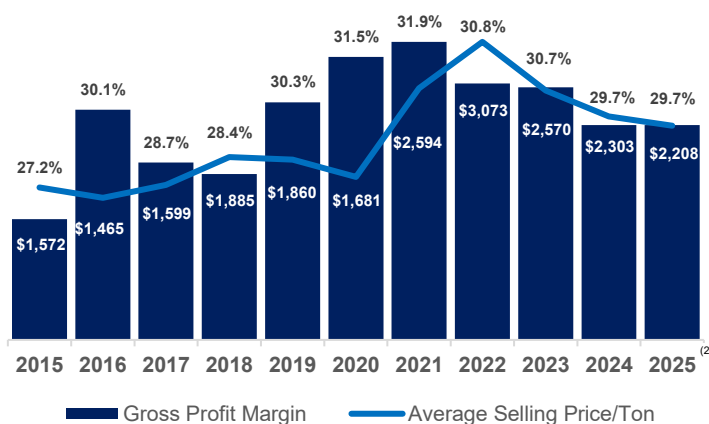
- Commitment to **pricing discipline**

- o Minimal contractual sales and "buy domestic" philosophy allows managers to pass through mill price increases as announced
- o Salespeople incentivized to properly price the value provided to customers

- Strong focus on **inventory management** and **small order sizes** supports focus on higher margin orders

- Strong **financial performance in 2024:**

- o Fourth highest annual EPS of \$15.56
- o Third highest annual cash flow from operations of \$1.43 B



1 Represents the time period January 1, 2020 – June 30, 2025.

2 Six months ended June 30, 2025

INVESTMENT HIGHLIGHTS

- The **health and safety** of our employees, customers, suppliers, and communities is our most important core value
- **Durable and resilient business model** with **consistent profitability** throughout economic cycles
- **Diversification** of products, customers, end markets, and geography reduces volatility
- Strategically sourcing vast majority of raw materials from domestic mills enables significant **purchasing power** and **product availability** in all market conditions
- **Decentralized operating model** enables appropriate pricing of products and services provided while maintaining benefits of Reliance's scale
- Ability to expand and sustain **industry-leading gross profit margins** directly related to investments in value-added processing capabilities and decentralized operating structure
- **Strong balance sheet and cash flow generation** that is countercyclical helps fuel our growth and longstanding history of increasing stockholder returns

TWO-PRONGED GROWTH STRATEGY

Acquisitions

- 76 acquisitions since 1994 IPO
- Consistent valuation methodology based on normalized EBITDA and pre-tax income
- Immediately accretive
- Brand name stays in the community

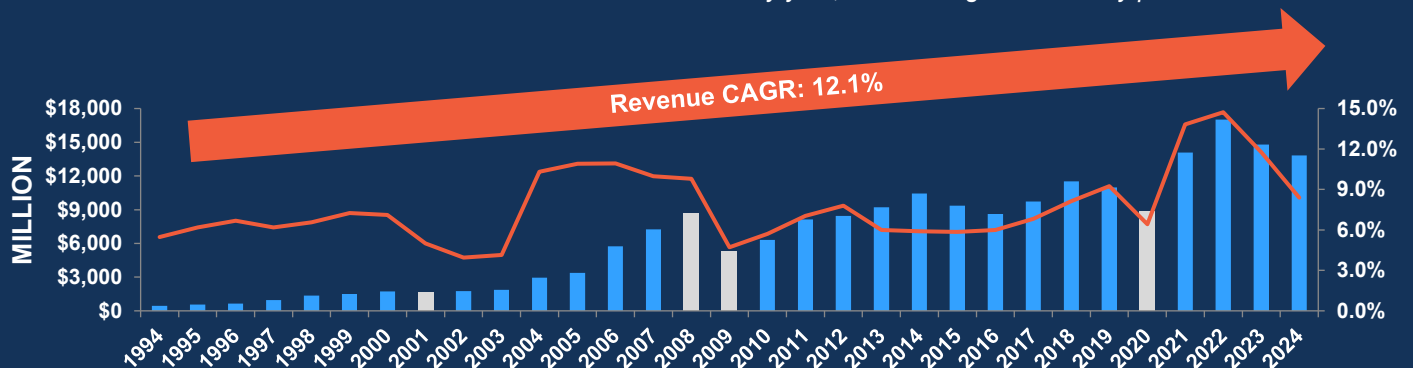
Organic Investments

- Open facilities in new markets
- Expand existing facilities
- Add/upgrade processing equipment
- CapEx budget of \$325 million in 2025

FINANCIAL STRENGTH

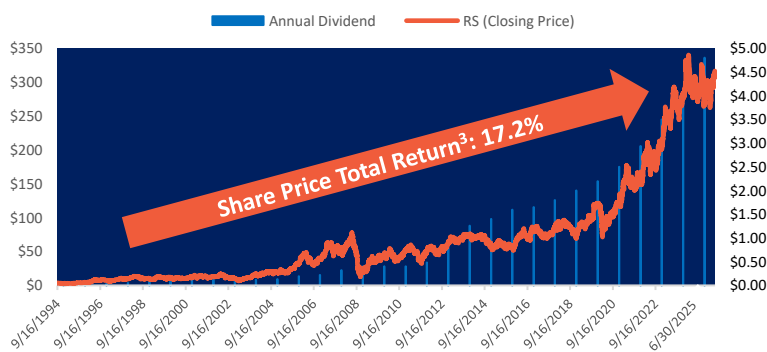
Historical Revenue and Operating Income Margin

Profitable every year, even during recessionary periods



~31-YEAR TRADING HISTORY

Increased dividend 32 times since 1994 IPO



3 As of 6/30/25.

BALANCE SHEET & CASH FLOW⁴

CASH & CASH
EQUIVALENTS:

\$239.5 M

NET DEBT-TO-EBITDA:

0.9x

TOTAL DEBT:

\$1.43 B

CASH FLOW PROVIDED
BY OPERATIONS:

\$1.23 B

4 As of or for the twelve months ended 6/30/25.

INVESTOR CONTACT

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