TRANSFORMATIONAL JOURNEY:

STRENGTHENING THE FOUNDATION

WORTHINGTON INDUSTRIES IR OVERVIEW

Q2 FY18





WORTHINGTON INDUSTRIES

INVESTMENT HIGHLIGHTS

We are a market leader in metals related industrial manufacturing

We have the tools in place to grow and improve margins

- ✓ Expanding offerings in higher margin, consumer and industrial products
- ✓ Innovation and Transformation 2.0 with LEAN are accelerating success
- ✓ Advanced price risk management capabilities reduce commodity price volatility

We are growing via accretive and value enhancing acquisitions

- ✓ Focus on higher margin engineered products
- ✓ Experienced acquirers with enhanced due diligence and integration capabilities

We have a strong capital base, significant liquidity and reward shareholders

- ✓ $750mm of long term debt at 4.90% and over $600mm of available capital as of November 30, 2017
- ✓ Seven years of dividend increases and 23% share reduction since 2010



WORTHINGTON INDUSTRIES

Leading Industrial Manufacturing

- ✓ Domestic leader in flat rolled **steel processing**
- ✓ Global leader in **pressure cylinders**
  - ✓ Industrial Products
  - ✓ Consumer Products
  - ✓ Oil & Gas Equipment
  - ✓ Alternative Fuels
- ✓ Domestic leader in **operator cabs** for heavy equipment
- ✓ Global leader in **suspension ceiling solutions** (WAVE)
- ✓ Market-leading **joint ventures** serving construction & automotive end-markets

FY 2017 FINANCIAL METRICS:

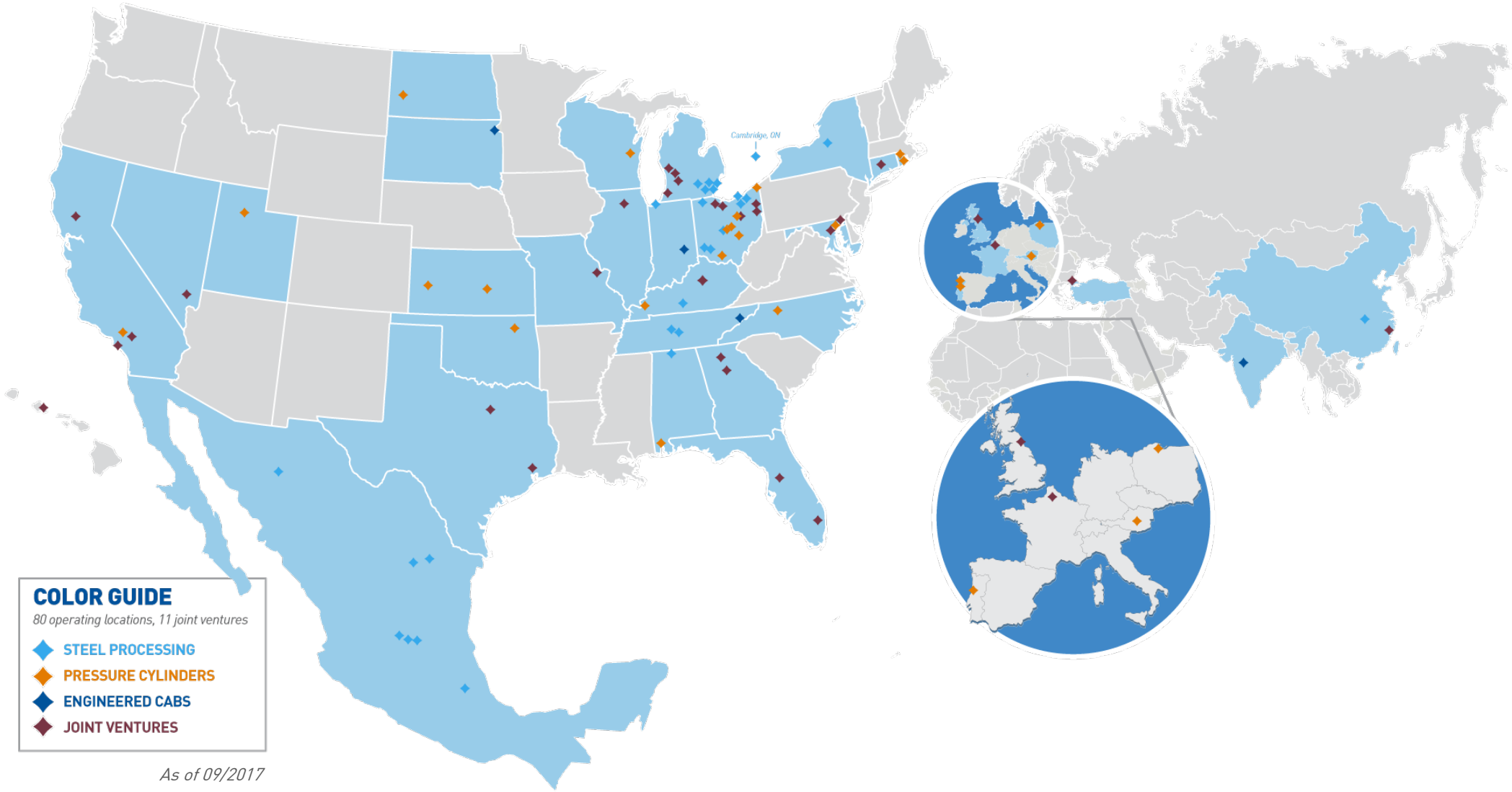
- Sales = $3,014 million
- Adj. EBITDA = $407 million
- Free Cash Flow = $267.3 million
- Total Leverage = 1.5x
- Corporate Credit Ratings: BBB / Baa3



Worthington at a Glance:

- Founded in 1955 and headquartered in Columbus, OH
- Publicly traded on the NYSE under the ticker WOR
- 11,000 employees & 5,000 customers; 85 facilities in 11 countries
- Primarily non-union facilities
- Employee, customer, supplier and investor-centered philosophy

WORTHINGTON INDUSTRIES - GLOBAL REACH



As of 09/2017

MARKET LEADER IN KEY END MARKETS

Steel Processing

AUTOMOTIVE, AGRICULTURE,
CONSTRUCTION, APPLIANCE, HVAC






WI Processed
8 MILLION TONS OF STEEL
and is the largest purchaser of steel in the U.S. behind auto makers.

Pressure Cylinders

INDUSTRIAL, CONSUMER PRODUCTS,
ALTERNATIVE FUEL, OIL & GAS EQUIPMENT






Worthington manufactured over
71 MILLION CYLINDERS
and accessories for markets in more than
70 COUNTRIES

Joint Ventures

AUTOMOTIVE, CONSTRUCTION





WAVE produced over
1 BILLION LINEAR FEET
of ceiling grid in FY2017.
That's equal to
8 times around the world.

Based on FY2017 results

THE RISE of 8-10 SPEED TRANSMISSIONS

WORTHINGTON'S STEEL IS IN 50% OF U.S. CARS



1 WHEELS



2 ROOF BEAM



3 TORQUE CONVERTER



4 CLUTCH PLATES



5 BEARINGS



6 SHOCK TOWERS



7 PILLARS



8 CROSS MEMBERS



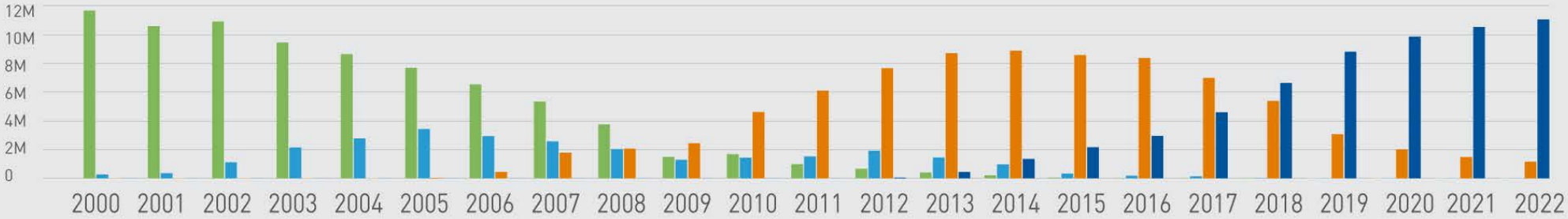
9 BODY PANELS



WORTHINGTON INDUSTRIES

NAFTA BUILT AUTOMATIC TRANSMISSIONS

Rise of the 8-10 speed increases demand for our steel



STEEL	COLD ROLLED STRIP STEEL POUNDS PER TRANSMISSION
4 SPEED	20 LBS.
5 SPEED	20 LBS.
6 SPEED	25 LBS.
8-10 SPEED	35-40 LBS.

GROWTH THROUGH ACQUISITION

$1.1 billion deployed to acquire 21 companies since 2009

Acquisitions since 2011

2017 — Industrial cylinders and water system tanks - Amtrol



2016 — Brazing alloys, filler metals, solders, and fluxes - NetBraze



2015 — Cryo equipment for life science, industrial gas, and LNG applications - Taylor-Wharton



2015 — Axiom and Serpentina ceiling systems - Fry Reglet (Certain Assets)



2015 — CNG fuel systems for heavy-duty trucks and buses - Trilogy



2015 — Niche processor of strip steel located in Rome, NY - Rome Strip Steel



2014 — CNG fuel systems for heavy-duty trucks and buses - dHybrid



2014 — Patented oil & gas separation equipment - Midstream Equipment Fabrication



2014 — Cryo transport trailers for LNG & other liquefied gases - James Russell Engineering



2014 — Storage tanks; new geographies - Steffes (Tank Division)



2014 — Cryogenic tanks and technology for LNG; based in Turkey - Aritas



2013 — Storage tanks; new geographies - Palmer Manufacturing



2012 — Storage tanks and separation equipment; first oil and gas acquisition - Westerman Inc.



2011 — Propane fuel cylinders - Coleman (Certain Assets)



2011 — LPG tanks for passenger cars, buses, and trucks; based in Poland - STAKO



2011 — Handheld torches, solder, torch/fuel kits, and accessories - Bernzomatic



2011 — Steel processing assets - Misa

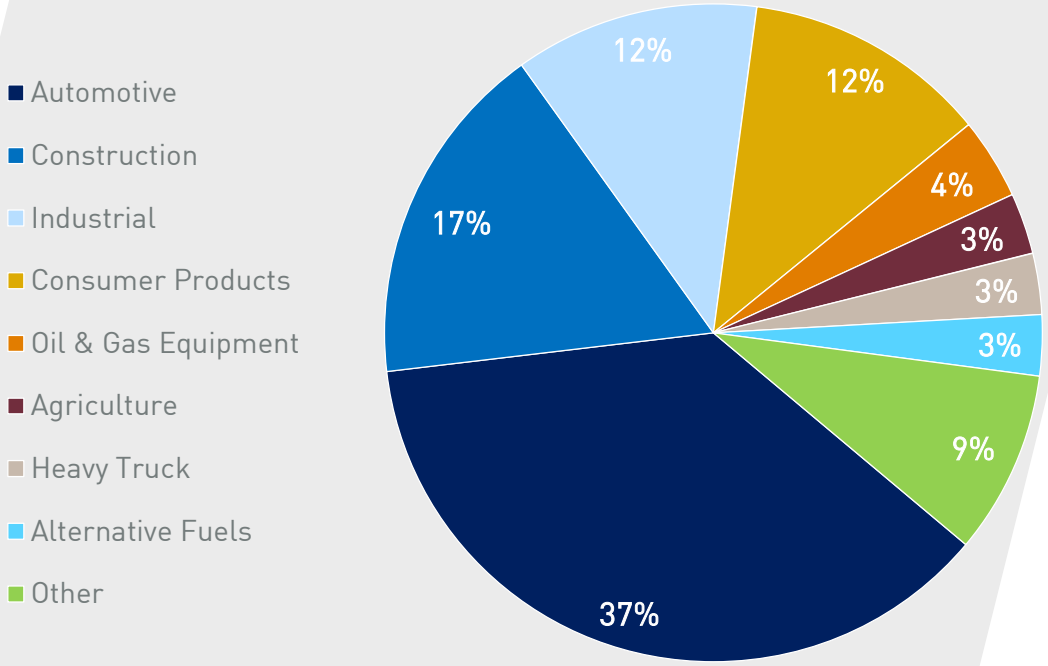


Consumer | Alt Fuels | Oil & Gas | Steel Processing

FY 2018 Q2 NET SALES: $1,029.8 MILLION (INCLUDING JV OWNERSHIP %)

Operating/Equity Income: $68.5 million

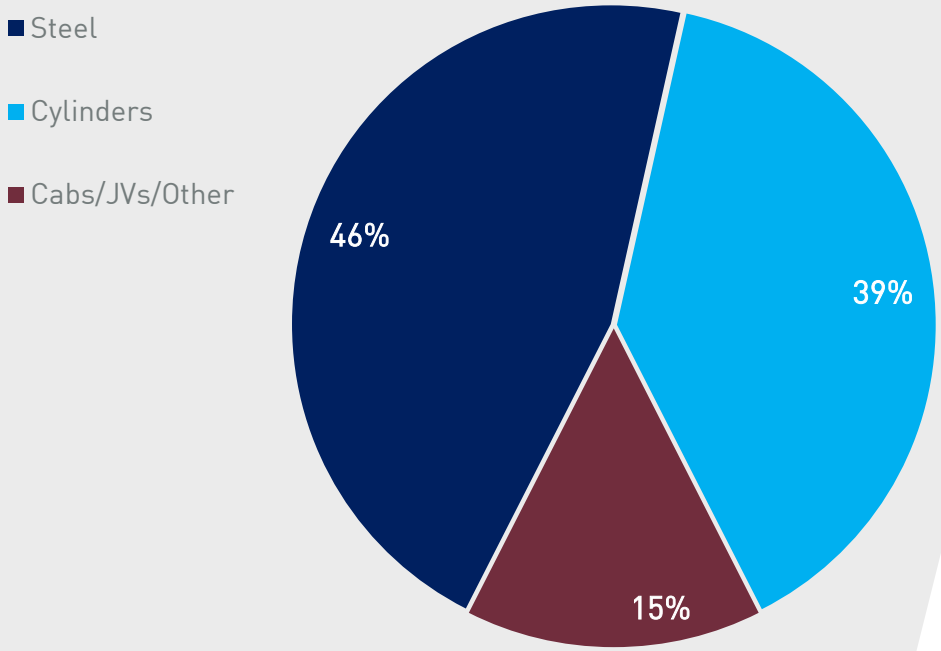
Q2 END-MARKETS NET SALES*



* Includes WOR share of JV sales

Q2 OPERATING/EQUITY INCOME

excludes Restructuring and Impairment



CONSOLIDATED RESULTS

$ millions, except EPS	FY2016	FY2017	6M FY2017	6M FY2018
Sales	$2,820	$3,014	$1,465	$1,720
Adjusted EBITDA*	$346	$407	$213	$187
% of sales	*12.3%*	*13.5%*	*14.5%*	*10.9%*
Operating Income*	$155	$220	$113	$95
% of sales	*5.5%*	*7.3%*	*7.7%*	*5.5%*
EPS*	$2.48	$3.22	$1.78	$1.34
Avg Invested Capital	$1,367	$1,450	$1,424	$1,681
ROIC (Adj. EBIT/Avg. Inv. Cap.)	19.1%	22.1%	23.8%	16.2%

*EBITDA, Operating Income, and EPS exclude restructuring charges of $33 million and non-recurring gains of $7 million for a total of $0.26 per share in FY2016, restructuring charges of $6 million for a total of $0.07 per share in FY2017, and restructuring charges of $1 million for a total of $0.01 per share for 6M FY2018.

LEVERAGING OUR CORE COMPETENCY AS A DIVERSIFIED METALS MANUFACTURER

Business Strategy

- ✓ Operate and grow market leading businesses
- ✓ Measure and improve the profitability of our businesses via Transformation and LEAN
- ✓ Acquire higher margin, high value-added manufacturing businesses
- ✓ Use innovation and new product development to accelerate organic growth

Operating Goals

- ✓ Maintain a strong capital base with modest leverage and ample liquidity
- ✓ Increase margins, free cash flow and earnings consistency
- ✓ Excel at inventory management and customer satisfaction



GROWTH INITIATIVES

Three complementary efforts are well established

TRANSFORMATION 2.0

- Measure performance and align incentives to drive:
  - → Data-driven decisions
  - → Goals that are focused, aligned and stretched
  - → LEAN transformation of all businesses and functions
- Short, rapid improvement Lean events accelerate change
  - → Eliminate waste at root cause
  - → Best practices & standard work
- Leverage Our Strong Culture
  - → Lead with safety & the Golden Rule
  - → Entrepreneurial innovation
  - → Profit sharing incentives

INNOVATION

- New Product Development
  - → Product Design & Engineering
  - → Customer & Market Research
  - → Advanced Technologies
  - → Innovation Strategy
- Experienced Leadership
  - → Executives with experience leading innovation at Procter & Gamble, Emerson Electric, and Battelle Memorial Institute

ACQUISITIONS

- Market Leading Targets
  - → Increase exposure to attractive end markets
  - → Target industries/sectors we know
  - → Enhanced target evaluation process, due diligence and integration
- Focus On The Core
  - → Consolidate markets
  - → Enhance technology and know-how
  - → Build out product offering
- New Platforms
  - → Enter new lines of business to position the company for growth

TRANSFORMATION 2.0

Less inventory, shorter lead times and higher customer satisfaction

Measure performance and align incentives to drive

- ✓ Data-driven decisions
- ✓ Goals that are focused, aligned and stretched
- ✓ Holistic, lean transformation of all businesses and functions

Short, rapid improvement to accelerate change

- ✓ Eliminate waste at root cause
- ✓ Best practices and standard work

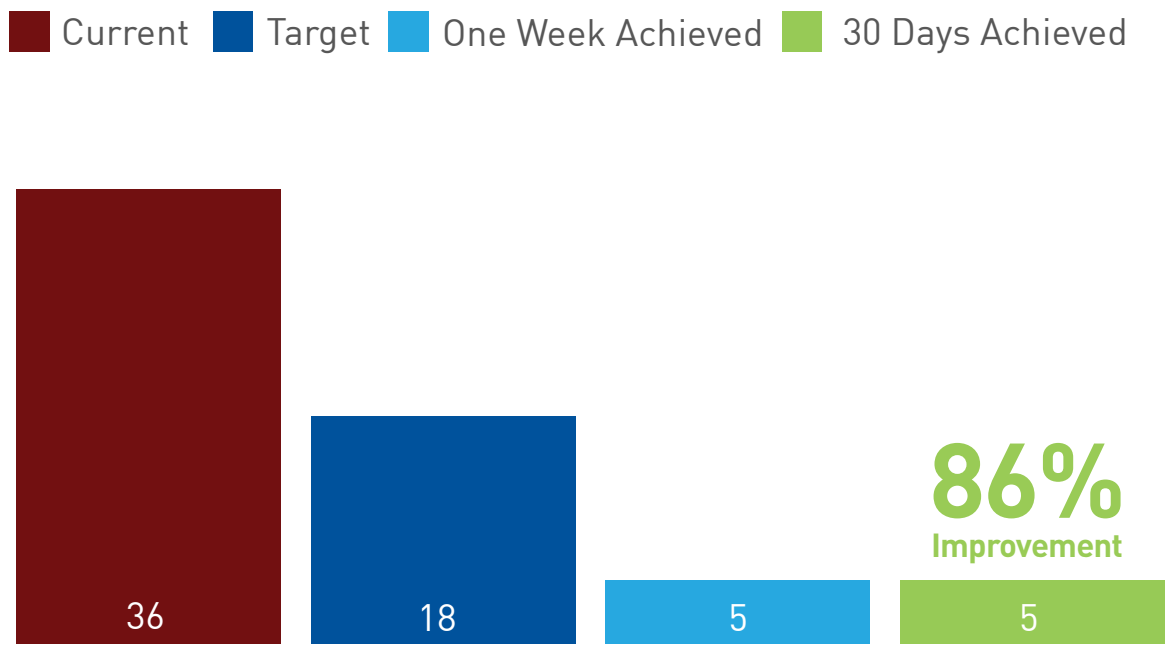
Leverage our strong culture

- ✓ Entrepreneurial innovation
- ✓ Profit sharing incentives

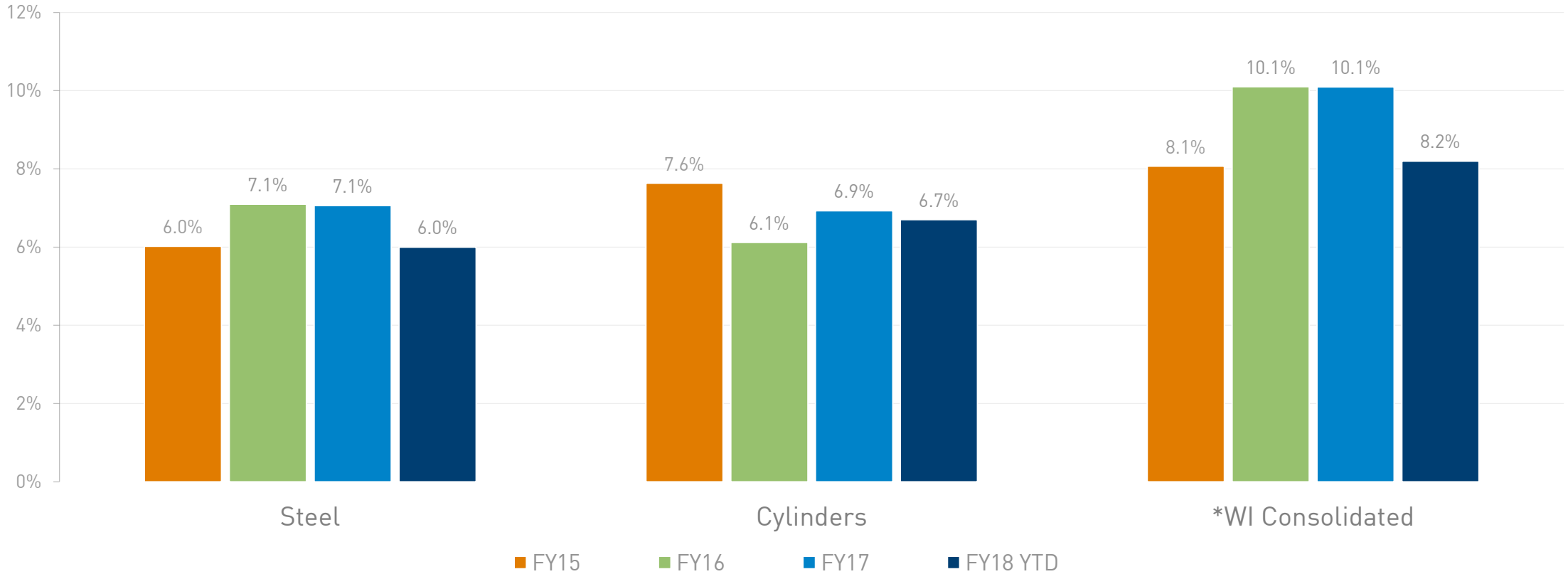
Example Kaizen Event Results

WIP
▼$700K

INVENTORY
▼43%



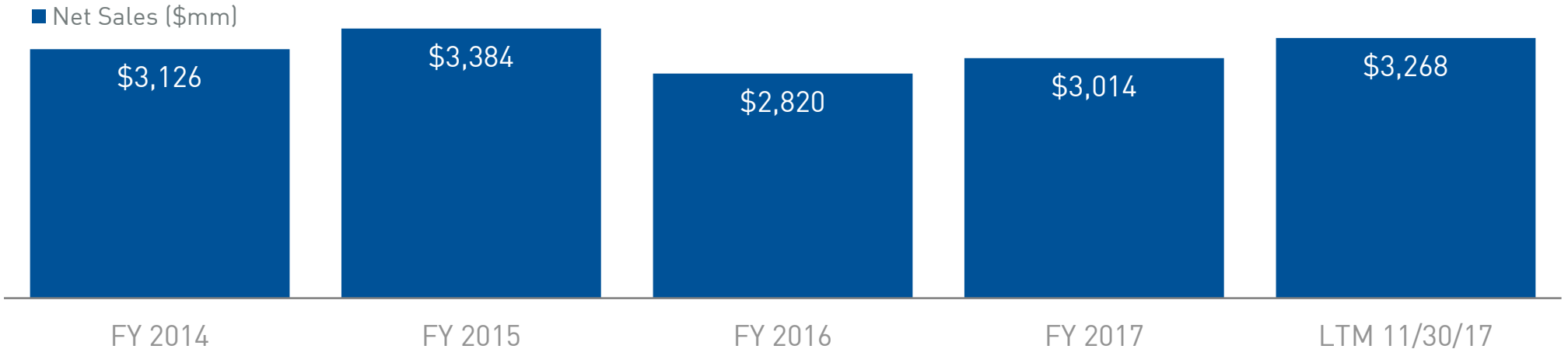
OPERATING INCOME MARGIN



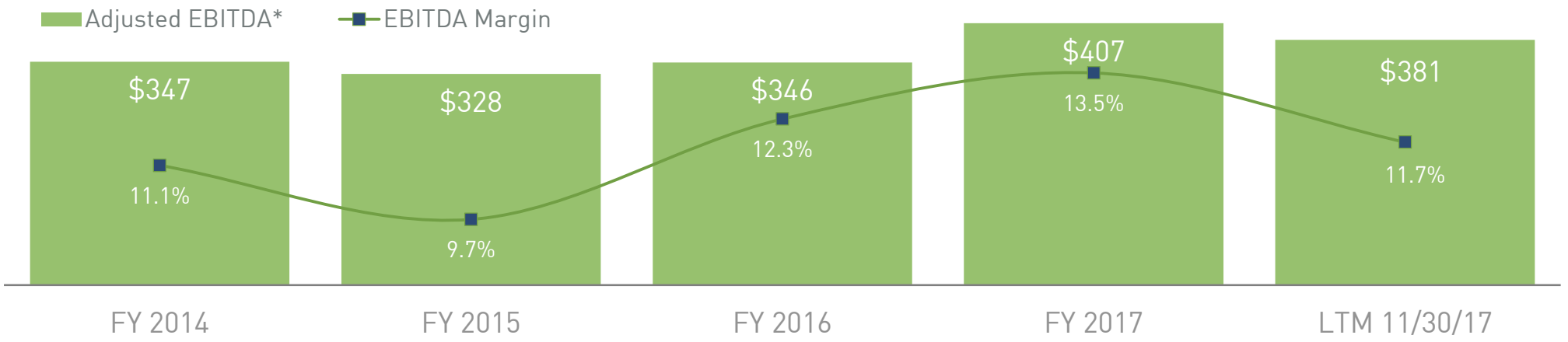
Note: excludes impact of FIFO gains or losses, restructuring expenses
*WI Consolidated includes equity in net income of affiliates

HISTORICAL NET SALES & ADJUSTED EBITDA

Net Sales ($ millions)



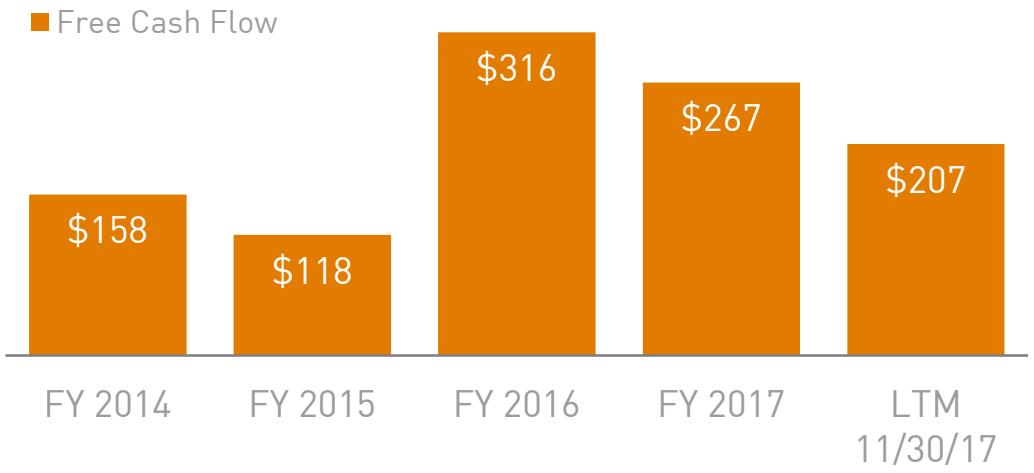
Adjusted EBITDA ($ millions)



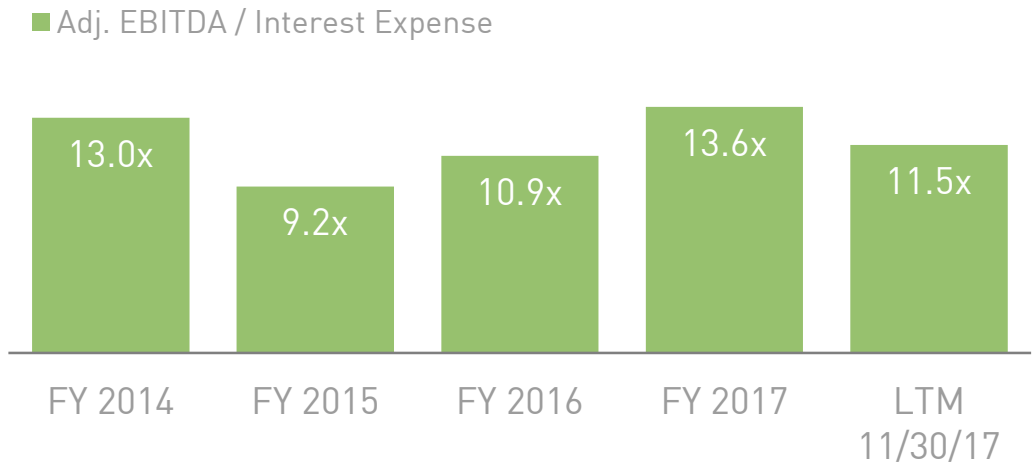
*excludes restructuring and non-recurring charges

KEY FINANCIAL METRICS

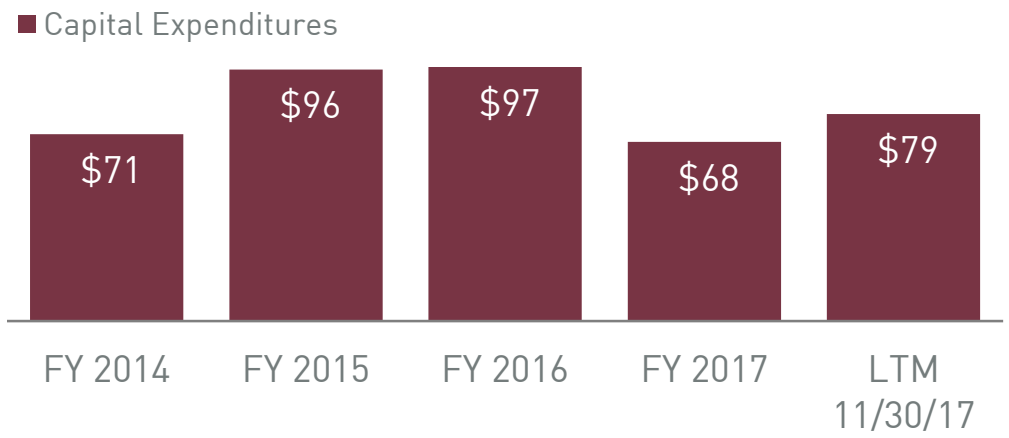
Free cash flow ($ millions)



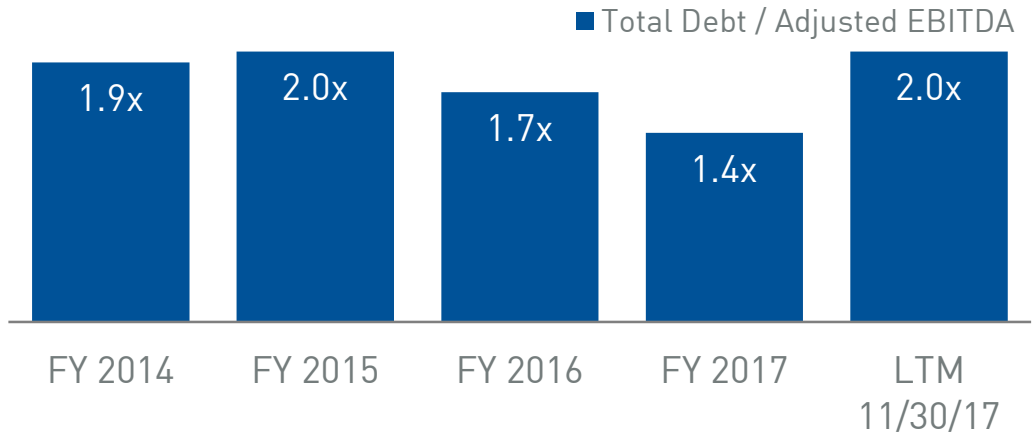
Adjusted EBITDA* / Interest Expense



Capital expenditure ($ millions)



Total Debt / Adjusted EBITDA*



*excludes restructuring and non-recurring charges

DEBT MATURITY PROFILE& LIQUIDITY

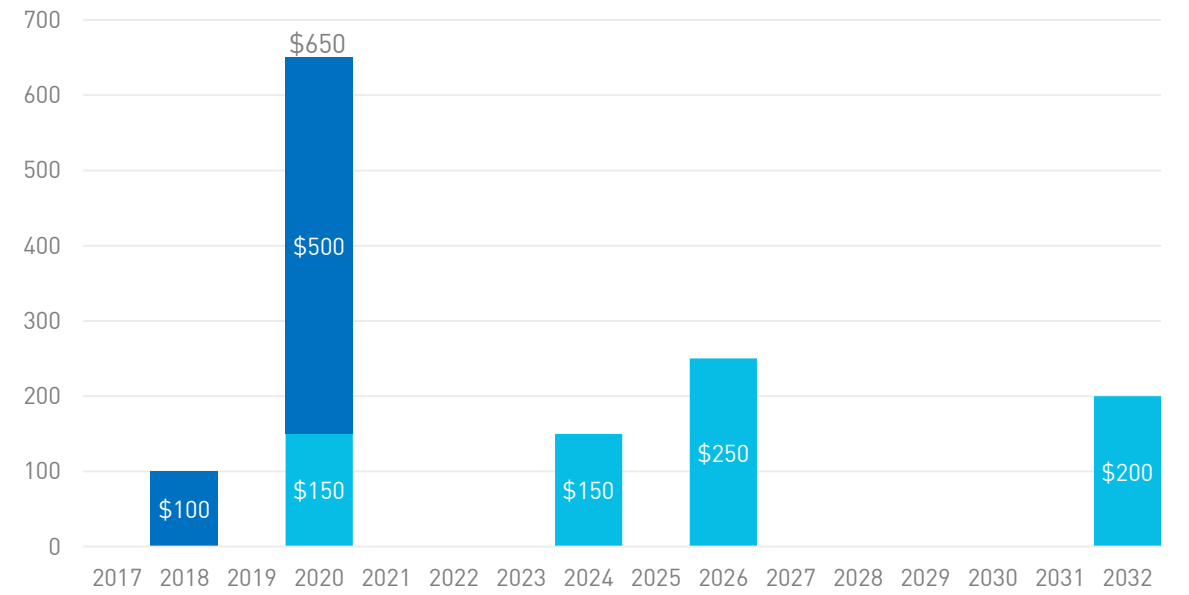
Capital Structure

As of 11/30/2017	Final Maturity	$mm	Debt / LTM EBITDA
Short term borrowings		$0.1	0.0x
6.50% senior notes	2020	150.0	0.4x
4.60% senior notes	2024	150.0	0.4x
4.55% senior notes	2026	250.0	0.6x
4.30% senior notes	2032	200.0	0.5x
Term loans / Other		35.2	0.1x
Total debt		**$785.3**	**2.0x**

Liquidity

$ millions	11/30/2017
Cash and cash equivalents	$122.2
Undrawn revolving credit facility	500.0
Less: Outstanding LOC	(14.5)
Undrawn revolving trade accounts receivable securitization facility	100.0
Total liquidity	**$707.5**

Debt Maturity Profile ($ millions)



* Trade accounts receivable securitization facility and revolving credit facility undrawn as of 08/31/2017

STEEL PROCESSING

Market Leader

- Galvanized, hot rolled and specialty strip products
- Top 5 purchaser of flat rolled steel in the U.S.
- World class price risk management and hedging capabilities
- Leader in large program management for OEMs

Growth Strategy

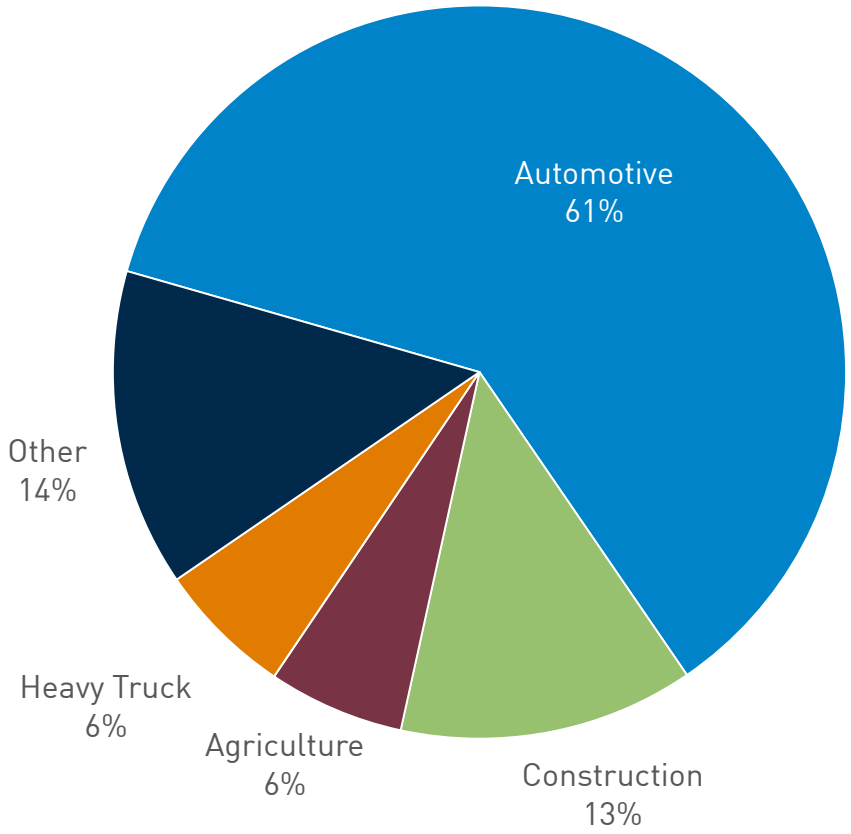
- Transformation 2.0 driving improved operational, commercial and supply chain efficiency
- Focused on high value add, higher margin markets
- Light weighting opportunities
- Selective acquisitions in high value add niches



STEEL PROCESSING – SALES BY SEGMENT

FY 2018 Q2

Sales By Segment

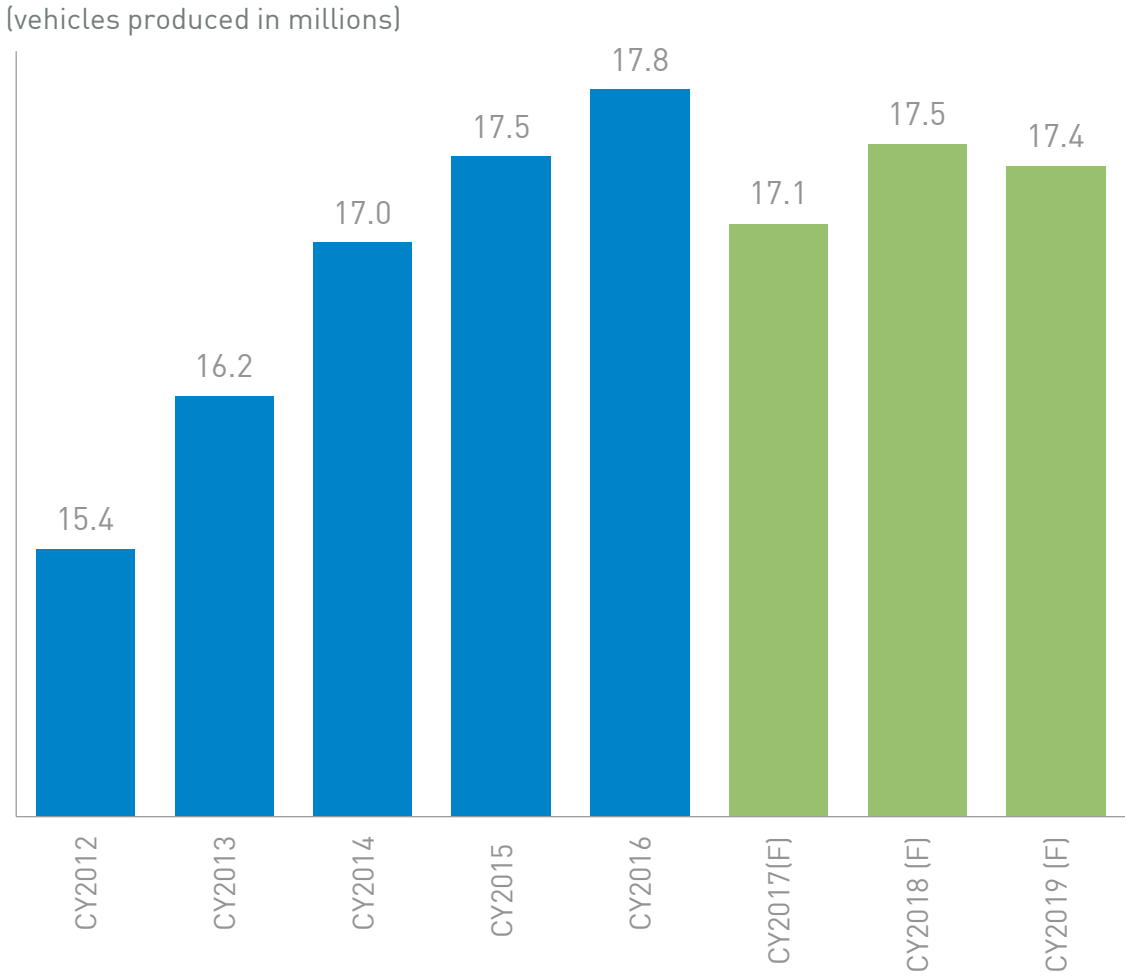


Examples By End Market

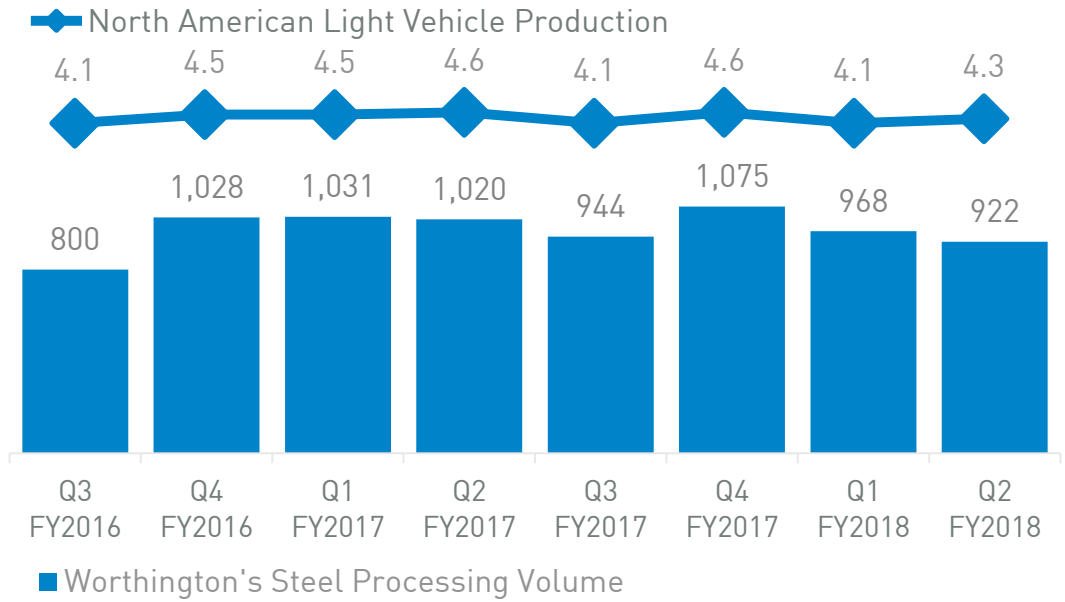


STEEL PROCESSING – AUTOMOTIVE INDUSTRY DYNAMICS

North American light vehicle production forecast



Volume and automobile production



- ✓ Worthington's Steel Processing segment generates over half of its net sales from the automotive sector
- ✓ Exposure to Detroit Three as well as "New Domestics"[1]
- ✓ Increased auto sales and further re-stocking of the automotive supply chain could provide further growth opportunities

Source: IHS Global report, Company filings and WI Auto Production Report.

(1) "New Domestics" denote foreign automotive original equipment manufacturers with domestic production.

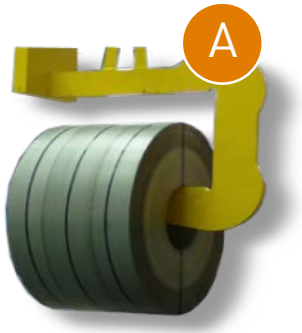
AUTOMOTIVE LIGHTWEIGHTING

Materials:

Ultra high strength steel
Press hardened steel
Aluminum
Coatings and lubricants

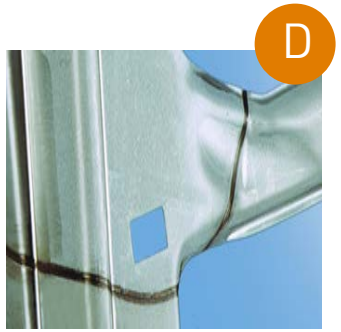
Methods:

Laser welded coils (A)
Laser welded blanks (B)
Hot formed blanks (C)
Curvilinear welded blanks (D)











- Impacting how the supply chains are structured
- Sizable, profitable niches developing
- Proven ability to manage complex programs a differentiator

STEEL PROCESSING - FINANCIALS

$ millions	FY2016	FY2017	6M FY2017	6M FY 2018
Sales	$1,844	$2,075	$1,014	$1,082
Adj. EBITDA*	$141	$200	$105	$80
*% of sales**	*7.6%*	*9.6%*	*10.4%*	*7.4%*
Operating Income excl. Restructuring	$116	$172	$92	$64
% of sales	*6.3%*	*8.3%*	*9.0%*	*5.9%*
Capital Expenditures	$42	$41	$17	$22
Avg Invested Capital	$514	$492	$493	$505
ROIC (Adj. EBIT*/Avg. Inv. Cap.)	19.9%	31.9%	34.1%	23.3%
Volume (000s tons)	3,523	4,070	2,052	1,890
Steel Price (HRC/ton), period average	$437	$601	$581	$606

*excludes restructuring and non-recurring charges

PRESSURE CYLINDERS

Leading Global Manufacturer

- Pressure cylinders and related products, serving over 4,000 customers in 70 countries
- Highly automated manufacturing with more than 40 years of experience
- Expertise in highly regulated global markets
- Customers include big box retailers, industrial gas distributors, transportation OEMs and retrofitters, energy exploration and production companies

Growth Strategy

- Transformation 2.0 driving improved operational, commercial & supply chain efficiency
- New product development and brand extension to drive organic growth and market share gains
- Acquisitions into new higher growth products & markets



PRESSURE CYLINDERS

FY 2018 Q2

INDUSTRIAL PRODUCTS

- Broad line of pressure cylinders and cryogenic vessels, tanks and trailers for industrial gas storage and transportation
- LPG, refrigerant & specialty gas cylinders
- Cryogenic dewars and freezers for life sciences market



42%

Sales: $126.4M

CONSUMER PRODUCTS

- Market-leading brands with products for jobsite, home and outdoor activities
- 16oz camping fuel, hand torches and fuel cylinders, solder and helium kits



41%

Sales: $123.2M

ALTERNATIVE FUELS

- Clean vehicle fuel storage and transportation
- Type I steel and Type II & III composite cylinders (CNG and hydrogen)
- ASME motor fuel tanks



9%

Sales: $26.0M

OIL & GAS EQUIPMENT

- Custom solutions for energy storage, processing and transportation
- Oil & gas well-head separation equipment, automation controls, steel & fiberglass storage tanks and nuclear storage



8%

Sales: $25.2M

Sales by segment

ACQUIRED AMTROL ON JUNE 2, 2017

Strengthens our industrial gas business and adds a stable water tank product line to our growing consumer products portfolio.

Market leader with strong brand recognition

- Long-term relationships with blue chip customer base
- Premium brands in water tanks (U.S.)
- LPG market leader in Europe
- Strong new product development capability and pipeline

Highly synergistic

- Fits into core competency as pressure vessel manufacturer
- Customer and channel overlap across retail and wholesale markets
- Significant synergies of $6-$8 million, primarily from raw materials purchasing and c-level retirements

New products and geographies

- Expanded product offering to existing customers
- New products & stable end-market in water
- Expansion of LPG footprint to include Europe, Middle East, & Africa

Attractive financial returns

- Approximately $291 million purchase price
- $248 million in revenue, $38.5 EBITDA (CY16)
- Expected to be accretive in FY18

AMTROL PRODUCTS

WATER **50% of revenue (1.3 million units)** CY 16



INDUSTRIAL **50% of revenue (6.7 million units)** CY 16



PRESSURE CYLINDERS - FINANCIALS

$ millions	FY2016	FY2017	6M FY2017	6M FY2018
Sales	$845	$830	$400	$571
Adj. EBITDA*	$87	$92	$45	$63
*% of sales**	*10.3%*	*11.0%*	*11.2%*	*11.1%*
Operating Income excl. Restructuring	$52	$58	$28	$38
% of sales	*6.1%*	*6.9%*	*6.9%*	*6.7%*
Capital Expenditures	$30	$25	$11	$14
Avg Invested Capital	$653	$647	$652	$906
ROIC (Adj. EBIT*/Avg. Inv. Cap.)	8.4%	9.4%	9.0%	8.7%
Volume (000s units)	72,543	71,336	35,224	43,763

*excludes restructuring and non-recurring charges

ENGINEERED CABS

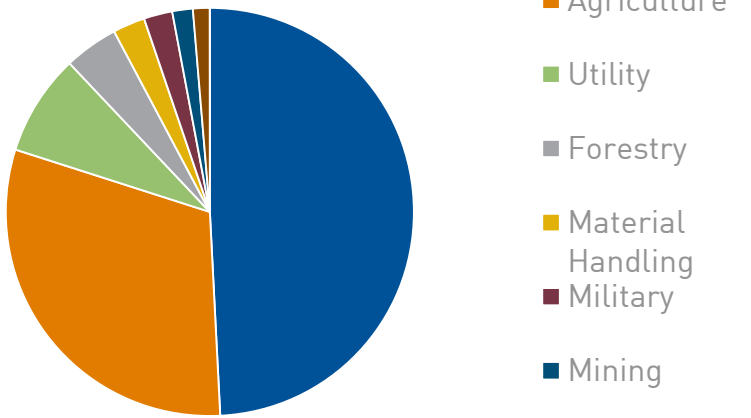
Who We Are Today

- Premier structural cab and component solution provider for select mobile industrial equipment markets
- Long-standing partnerships with blue-chip customers
- Strategically located in South Dakota and Tennessee
- Engineering and multi-year manufacturing based recurring revenue model

US Cabs Market – Full Assembly

Market Size: $1.4B

CY'16 Revenue by Segment



WIEC Internal Estimate









CONSTRUCTION
Articulated dump trucks, compactors, cranes, boom forklifts, wheel loaders

AGRICULTURE
Combines, windrowers, pickers, row crop tractors, compact tractors

MINING
Blast hole drills, motor graders, track-type tractors, mining trucks

ENGINEERED CABS - FINANCIALS

$ millions	FY2016	FY2017	6M FY2017	6M FY2018
Sales	$122	$101	$48	$62
Adj. EBITDA*	($6)	($1)	($1)	$1
% of sales	*-5.2%*	*-1.1%*	*-2.7%*	*1.1%*
Operating Income excl. Restructuring	($13)	($6)	($4)	($2)
% of sales	-	-	-	-
Capital Expenditures	$7	$1	$1	$1
Avg Invested Capital	$68	$58	$60	$56

*excludes restructuring and non-recurring charges

SUCCESSFUL JOINT VENTURES

Serving automotive and construction end markets

- Successful JV portfolio built with trusted partners who help make a business better versus the alternative of going solo
- JVs managed to produce regular cash dividends that closely approximate earnings

	Business	Ownership	Created
WAVE	Architectural and acoustical grid ceilings	50%	1992
Serviacero	Steel processing in Mexico	50%	2005
ArtiFlex	Automotive tooling and stamping	50%	2011
ClarkDietrich	Metal framing for commercial construction	25%	2011



WAVE

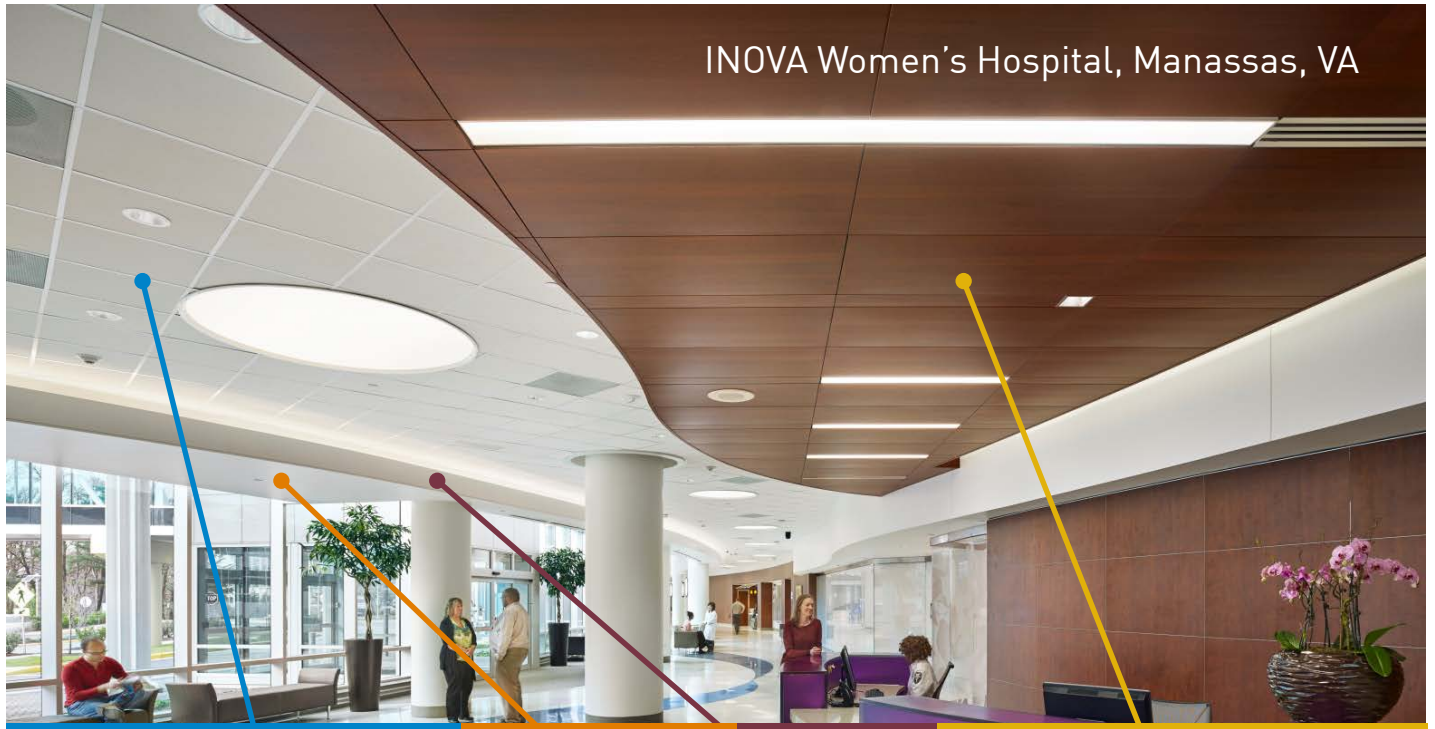
Global leader in suspension ceiling systems

- Strong brand (Armstrong) and distribution
- Worthington's steel buying and processing expertise
- Significant portion of sales to renovation markets
- Recently acquired Axiom® and Serpentina® manufacturing capabilities

Growth Opportunities

- Market growth via Integrated Ceiling Solutions
- Innovation focused on Ceiling Components
- LEAN with a purpose

THE CEILING SOLUTION



Benefits of solution selling

- Saves contractors as much as 30% in labor
- Architects attain design intent & integrate more product
- Differentiates contractors from competition
- Opportunity to double project sales

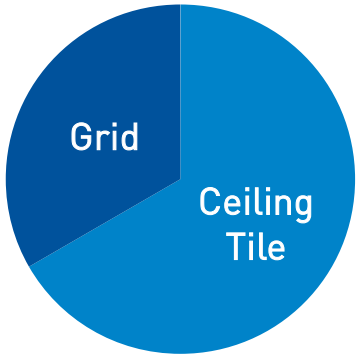
BROADENING THE MARKET OPPORTUNITY

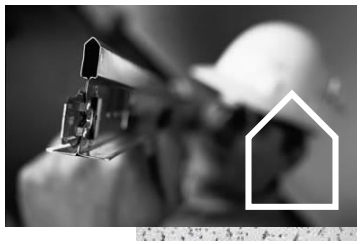
Innovating to penetrate new markets

From

Leadership in attractive ceiling tile / grid sector

$3 billion





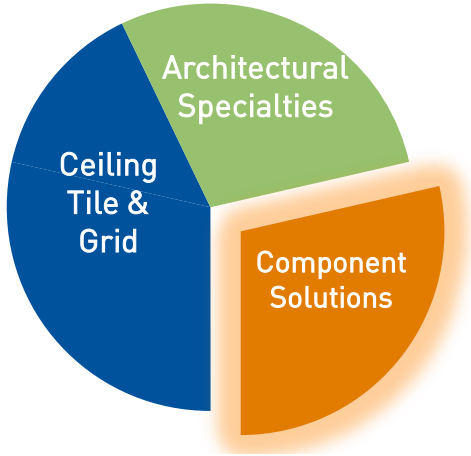


- *Improved performance through innovation and lightweighting*
- *Higher price, higher margin*

To

Leadership across broader ceiling solutions space

$7 billion

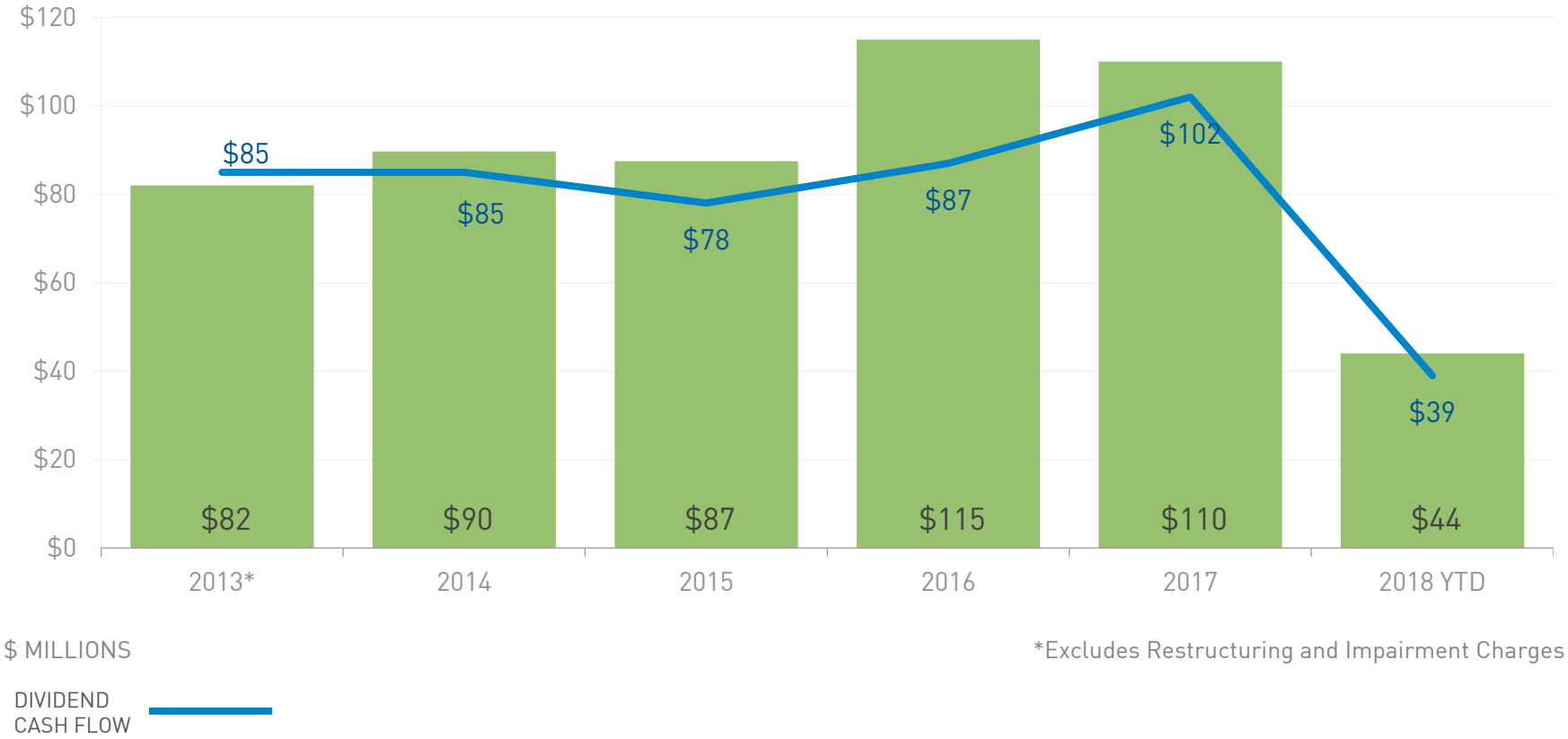




- *Broaden product offering leveraging existing capabilities*
- *Expanded market and growth opportunity*

KEY JOINT VENTURE EARNINGS

WI's share of joint venture earnings contribute to strong cash flow (from dividends)



*Excludes Restructuring and Impairment Charges

Note: For comparison purposes, equity income for TWB is excluded from this chart in 2014 and prior.

INVESTMENT HIGHLIGHTS

We are a market leader in metals related industrial manufacturing

We have the tools in place to grow and improve margins

- ✓ Expanding offerings in higher margin, consumer and industrial products
- ✓ Innovation and Transformation 2.0 with LEAN are accelerating success
- ✓ Advanced price risk management capabilities reduce commodity price volatility

We are growing via accretive and value enhancing acquisitions

- ✓ Focus on higher margin engineered products
- ✓ Experienced acquirers with enhanced due diligence and integration capabilities

We have a strong capital base, significant liquidity and reward shareholders

- ✓ $750mm of long term debt at 4.90% and over $600mm of available capital as of August 31, 2017
- ✓ Seven years of dividend increases and 21% share reduction since 2010



CONTACT

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Safe Harbor Statement

Some of Worthington Industries statements will be forward-looking statements, which are based on current expectations. Risk factors that could cause actual results to differ materially from these forward-looking statements can be found in Worthington Industries' recent SEC filings.

SUPPLEMENTAL DATA

Cash Flow

	FY2014	FY2015	FY2016	FY2017	YTD FY2018
Net Income	**$ 151.3**	**$ 76.8**	**$ 143.7**	**$ 204.5**	**$ 84.9**
Interest Expense	26.7	35.8	31.7	29.8	18.8
Taxes	57.3	25.8	59.0	79.2	31.2
EBIT	**$ 235.3**	**$ 138.4**	**$ 234.4**	**$ 313.5**	**$ 134.9**
D&A	79.7	85.1	84.7	86.8	51.6
EBITDA	**$ 315.1**	**$ 223.4**	**$ 319.1**	**$ 400.3**	**$ 186.6**
Restructuring and non recurring	32.4	104.4	26.7	6.4	0.9
EBITDA Adjusted	**$ 347.4**	**$ 327.9**	**$ 345.7**	**$ 406.7**	**$ 187.5**
Stock based compensation	22.0	17.9	15.8	14.3	7.2
Undistributed JV earnings	(15.3)	(12.3)	(29.5)	(8.0)	(4.8)
Interest Expense	(26.7)	(35.8)	(31.7)	(29.8)	(18.8)
Income taxes	(83.3)	(65.7)	(51.6)	(60.7)	(23.8)
Net (gain) loss on sale of assets	(11.2)	3.3	(19.9)	8.0	(9.3)
Minority interest	8.9	10.5	13.9	13.4	4.8
Change in working capital	(18.9)	(20.1)	170.9	(2.0)	(47.4)
Other	6.0	(11.2)	(0.4)	(6.1)	7.4
Cash Flow from Operations	**$ 229.0**	**$ 214.4**	**$ 413.4**	**$ 335.7**	**$ 102.7**
Capital spending	(71.3)	(96.3)	(97.0)	(68.4)	(41.7)
Free Cash Flow	**$ 157.6**	**$ 118.1**	**$ 316.3**	**$ 267.3**	**$ 61.0**