

Investor Presentation
August 2017

LEADERSHIP • GROWTH • MOMENTUM

THROUGH STRENGTH

Certain statements in this presentation may be deemed to be forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements are not historical facts but rather are based on the Company's current expectations, estimates and projections regarding the Company's business, operations and other factors relating thereto. Words such as "may," "will," "could," "would," "should," "anticipate," "predict," "potential," "continue," "expects," "intends," "plans," "projects," "believes," "estimates," "confident" and similar expressions are used to identify these forward-looking statements. Factors that could cause actual results to differ from those reflected in forward-looking statements relating to our operations and business include: fluctuations in the price and availability of resins and other raw materials and our ability to pass any increased costs of raw materials on to our customers in a timely manner; volatility in general business and economic conditions in the markets in which we operate, including, without limitation, factors relating to availability of credit, interest rates, fluctuations in capital and business and consumer confidence; cyclical and seasonality of the non-residential and residential construction markets and infrastructure spending; the risks of increasing competition in our existing and future markets, including competition from both manufacturers of high performance thermoplastic corrugated pipe and manufacturers of products using alternative materials; our ability to continue to convert current demand for concrete, steel and PVC pipe products into demand for our high performance thermoplastic corrugated pipe and Allied Products; the effect of weather or seasonality; the loss of any of our significant customers; the risks of doing business internationally; the risks of conducting a portion of our operations through joint ventures; our ability to expand into new geographic or product markets; our ability to achieve the acquisition component of our growth strategy; the risk associated with manufacturing processes; our ability to manage our assets; the risks associated with our product warranties; our ability to manage our supply purchasing and customer credit policies; the risks associated with our self-insured programs; our ability to control labor costs and to attract, train and retain highly-qualified employees and key personnel; our ability to protect our intellectual property rights; changes in laws and regulations, including environmental laws and regulations; our ability to project product mix; the risks associated with our current levels of indebtedness; our ability to meet future capital requirements and fund our liquidity needs; a conclusion that the Company's disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) of the Exchange Act) were ineffective; the review of potential weaknesses or deficiencies in the Company's disclosure controls and procedures, and discovering further weaknesses of which we are not currently aware or which have not been detected; additional uncertainties related to accounting issues generally and other risks and uncertainties described in the Company's filings with the Securities and Exchange Commission. New risks and uncertainties emerge from time to time and it is not possible for the Company to predict all risks and uncertainties that could have an impact on the forward-looking statements contained in this press release. In light of the significant uncertainties inherent in the forward-looking information included herein, the inclusion of such information should not be regarded as a representation by the Company or any other person that the Company's expectations, objectives or plans will be achieved in the timeframe anticipated or at all. Investors are cautioned not to place undue reliance on the Company's forward-looking statements and the Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

This presentation includes certain non-GAAP financial measures to describe the Company's performance. The reconciliation of those measures to GAAP measures are provided within the appendix of the presentation. Those disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies.

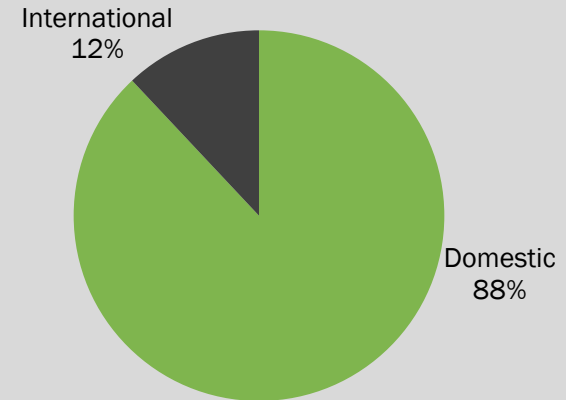
ADS at a Glance

- 1 The leading player in the industry
- 2 The only complete solutions provider for the water management industry, with a history of product innovation
- 3 Track record of market share gains with material conversion growing steadily over time
- 4 Large addressable opportunity across diverse construction markets
- 5 Demonstrated ability to deliver above market growth, EBITDA margin expansion and strong cash flow generation
- 6 Experienced management team with significant ownership stake

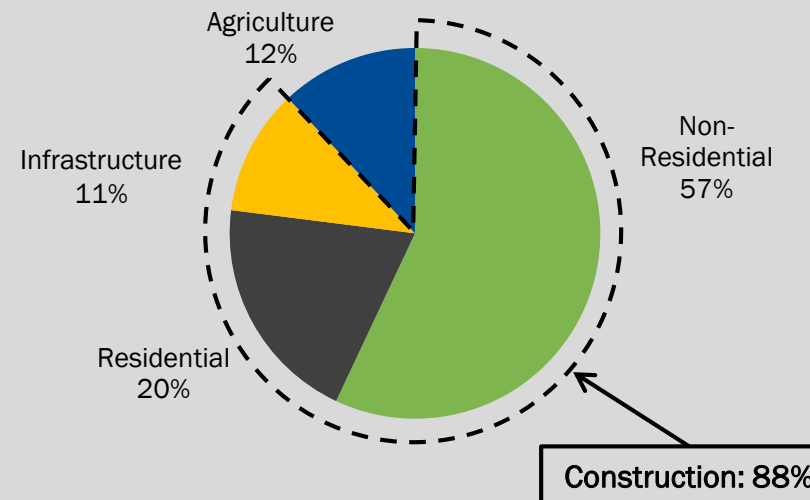
Company Snapshot

- Leading manufacturer of high performance thermoplastic corrugated pipe, providing comprehensive suite of water management products and superior drainage solutions for use in the construction and infrastructure marketplace
- Core products include thermoplastic corrugated pipe, fittings, filters and other Allied Products
- Superior physical and performance characteristics compared to substitute products such as concrete and steel, driving conversion and market share gains
- Network of approximately 60 global manufacturing plants and over 30 distribution centers
- Highly diversified markets

FY 2017 Sales by Geography⁽¹⁾

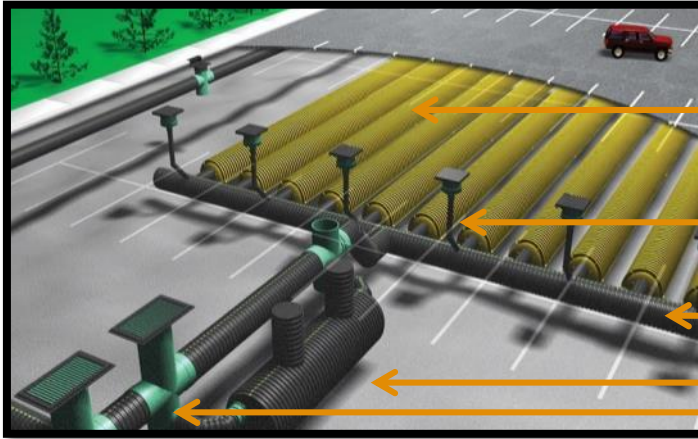


FY 2017 Domestic Sales by End Use



Note: Fiscal year ends March 31.

1) Does not include certain international sales stemming from our Joint Venture in South America.



StormTech® Chambers



Fittings



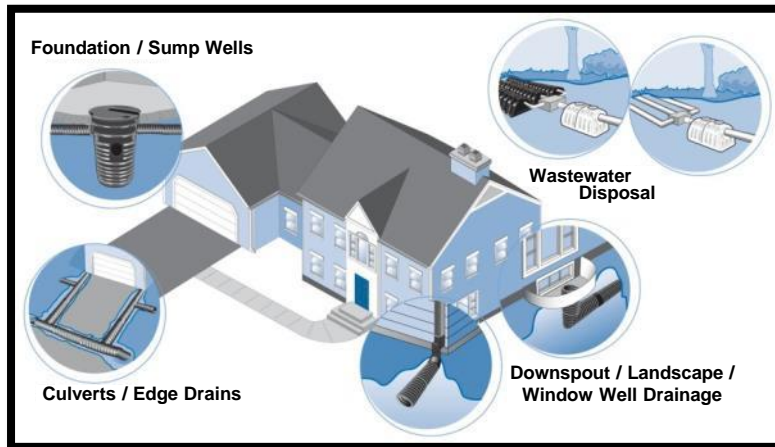
Pipe



Nyloplast



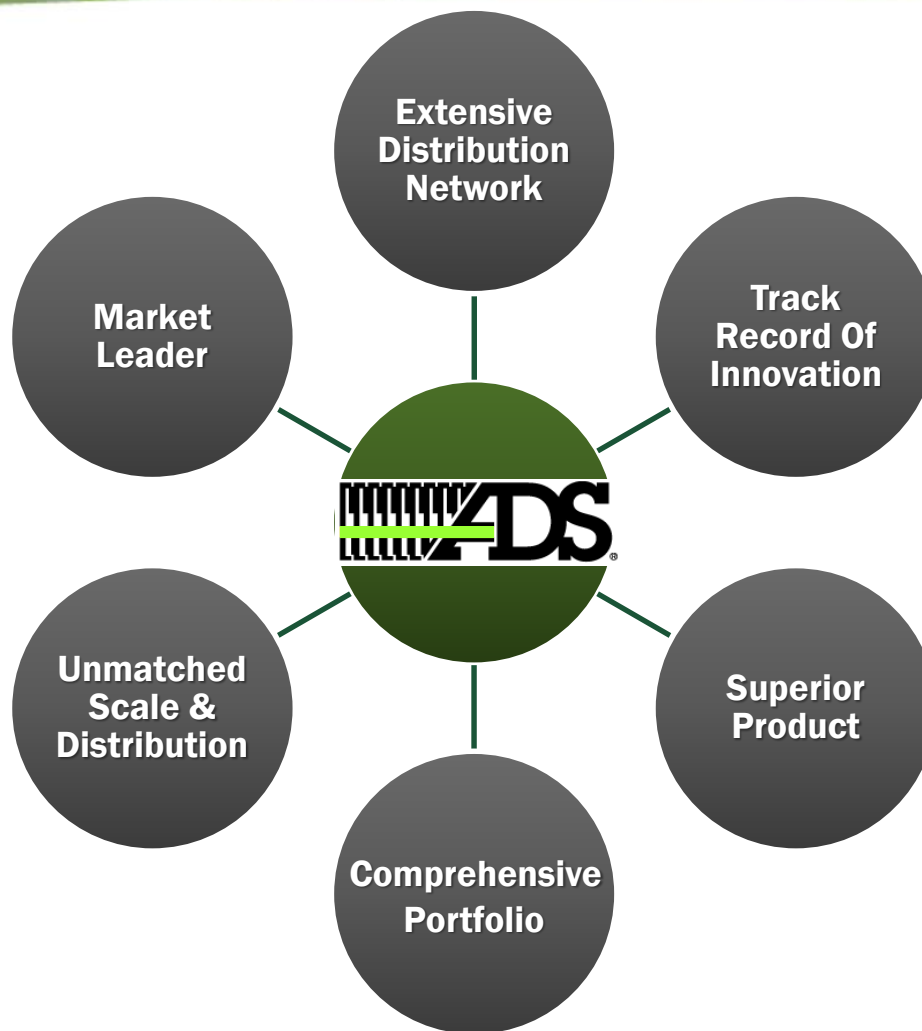
Water Quality



The only complete solutions provider for the water management industry

Our Competitive Advantages

Our Competitive Advantages

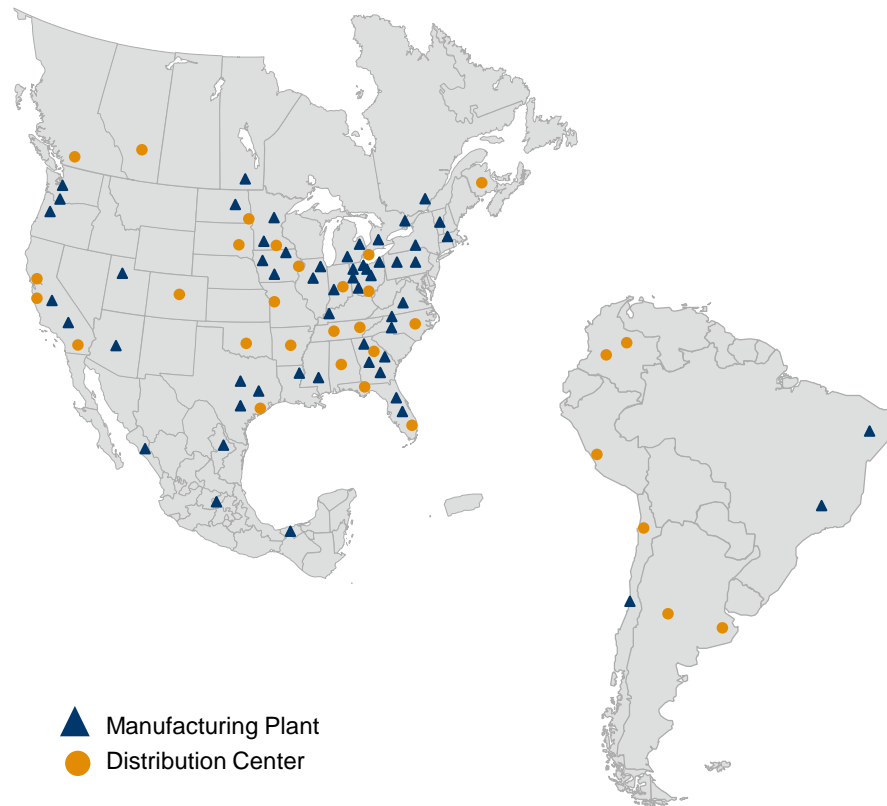


ADS' product portfolio, technical expertise, history of approvals, supply chain and logistics capabilities support our leading market position

Competitive Advantages

- Approximately 60 manufacturing plants⁽¹⁾
- Over 30 distribution centers⁽¹⁾
- Fleet of approximately 700 tractor-trailers
- Advanced, versatile and portable tooling equipment

Extensive Operating Platform



Unmatched operating scale and distribution network

¹⁾ Includes Joint Venture arrangements in North and South America.

Pipe Products Portfolio



Dual Wall (N-12)



HP Storm & Sanitary



Triple Wall



Single Wall



HPXR 75

Allied Products Portfolio



StormTech® Chambers



Fittings



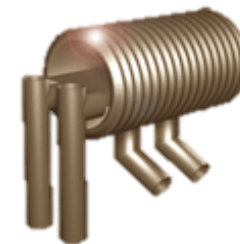
Nyloplast



Inserta Tee



Flex Storm



Water Quality



Comprehensive product offering with attractive growth opportunities

A Superior Product Compared to Alternatives

	HDPE / PP	Reinforced Concrete (RCP)	Corrugated Metal (CMP)	Commentary
■ Fully-installed cost	●	◐	◐	<ul style="list-style-type: none"> HDPE / PP is generally 20% less expensive on a fully-installed basis than RCP
■ Ease / speed of installation	●	○	◐	<ul style="list-style-type: none"> HDPE / PP is lighter and comes in longer lengths than RCP
■ Installation sensitivity	◐	◐	◐	<ul style="list-style-type: none"> HDPE / PP is “flexible” and more sensitive to proper installation
■ Structural integrity	◐	◐	◐	<ul style="list-style-type: none"> All 3 equal assuming proper installation
■ Resistance to corrosion	●	◐	○	<ul style="list-style-type: none"> Failure due to corrosion is a major issue for CMP
■ Resistance to abrasion	●	◐	◐	<ul style="list-style-type: none"> RCP resistance to abrasion based on greater wall thickness
■ Joint integrity	◐	◐	○	<ul style="list-style-type: none"> Key problem with CMP
■ Flow characteristics	◐	◐	◐	<ul style="list-style-type: none"> RCP is as good as HDPE / PP in the lab but slightly under-performs in the field
■ Overall	◐	◐	◐	

● = Strength of product attribute (full circle is strongest)

High Density Polyethylene (HDPE) and Polypropylene (PP) have superior attributes relative to traditional materials

HPXR 75

- 30" – 60" High-Performance Fiber Reinforced Polypropylene Pipe
- Higher stiffness for demanding installation (75 pii)
- Yields significant cost benefits for customers
- Enables significant inroads in infrastructure and public construction markets, particularly for large diameter pipe



Innovative History of Introductions and Ventures

Product Introductions

Ventures

HPXR 75	2017	
	2015	Acquired: Ideal Pipe of Canada Joint Venture: Increased BaySaver O/S
Bend-A-Drain	2014	Joint Venture: Tigre-USA
Downspout Adapter	2013	Acquired: Flex Storm product line Joint Venture: BaySaver
	2012	Acquired: Sewer Tap (Inserta Tee)
StormTech MC4500	2011	
	2010	Acquired: Remaining 50% of StormTech
HP Pipe StormTech MC3500	2009	

HPXR represents significant opportunity for increased market share in large diameter market

Leading Sales Force

- Network of approximately 285 dedicated direct sales professionals with technical or engineering backgrounds
- Highly trained and qualified to educate design specialists and engineers
- Supported by approximately 55 field-based engineers
- Help educate design engineers and government agencies to encourage the specification and inclusion of our products and obtain regulatory approval

Extensive Network of Distributor Relationships

Waterworks



Retail



Recreation



Buying



Our technical expertise, broad product suite and distribution network position us as the supplier of choice

Our Strategy

Key Highlights & Initiatives



Strategic Growth

- Driving HPXR 75 market share growth in large diameter pipe
- Tapping international market share growth opportunities
- Continuously innovating and developing new products
- Assessing bolt-on acquisition opportunities



Operational Excellence

- Executing new integrated supply chain /inventory planning
- Leveraging new tooling and scheduling to optimize network
- Expanding Green Line Polymer (GLP) capacity
- Implementing continuous improvement initiatives beginning with start-ups and changeovers



Commercial Excellence

- Developing new engineering design suite
- Implementing new CRM platform for sales team
- Building a pricing optimization tool

SPP is aimed at further driving growth and competitive advantage in the industry as well as accelerating margin expansion and profitability over time



Strategic Growth

- Expanding our portfolio of products to meet all solution sets through new product innovation and M&A



Storm Water Solutions

Storm Pipe & Fittings
Retention/Detention
Structures
Water Quality



Sanitary Solutions

Sanitary Pipe
Sanitary Fittings
On-Site Septic



Potable Water

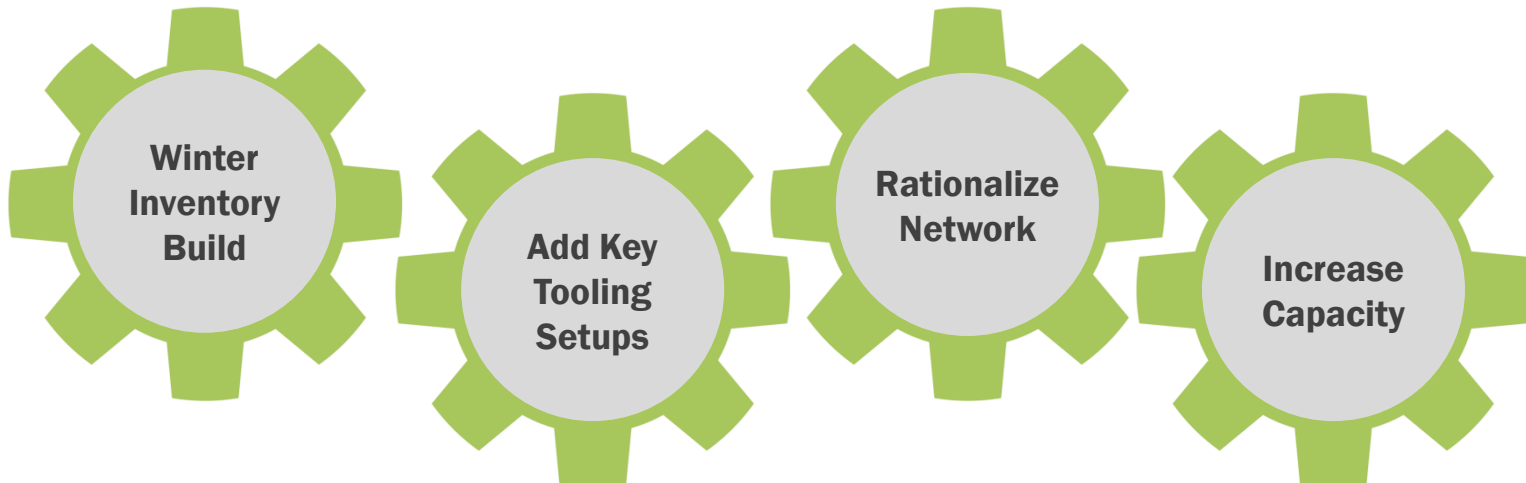
Potable Water Pipe
Irrigation Products

Further strengthening our position as a water management solutions provider



Operational Excellence

- Optimizing the network to ensure we have the right product, at the right plant, at the right time

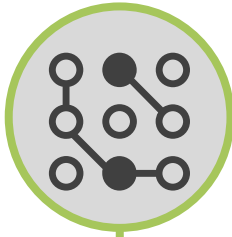


Lower transportation costs, fewer changeovers
and improve inventory management



Commercial Excellence

- Enabling our sales force to drive incremental growth in our storm sewer product revenue



**CRM
Platform**



**Pricing Optimization
Tool**



**Engineering Design
Accelerators**

Maximize field selling activities while improving efficiency and effectiveness in the way we sell, design, price and quote



Operational Excellence

- Implementing continuous improvement initiatives beginning with start-ups and changeovers

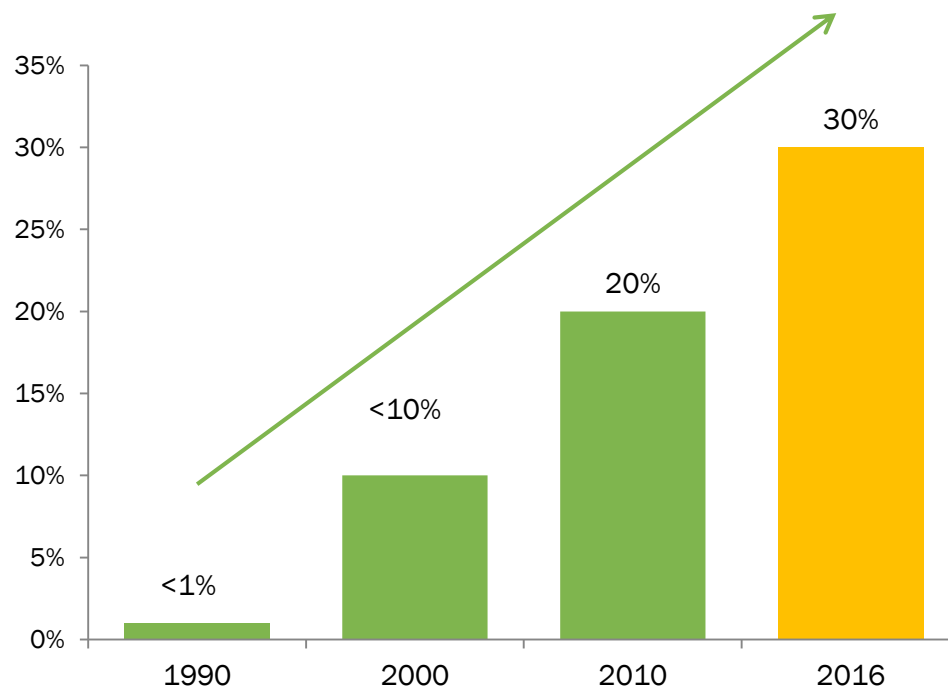


Lower operational costs, increase uptime/capacity
and improve safety

Commentary

- Focus on displacing alternative materials – concrete, steel & PVC pipe – both domestically and internationally
- Provide a strong value proposition with our superior High Density Polyethylene (HDPE) N-12 pipe, Polypropylene (PP) HP and new HPXR 75 product offerings
- Contractors, engineers and municipalities continue to acknowledge the superior physical attributes and compelling value proposition of HDPE pipe
- HP and our new HPXR 75 provide for further conversion opportunities

HDPE/PP Share of Storm Sewer Market⁽¹⁾



We continue to capture market share by driving industry conversion to our products

¹⁾ Based on management estimates.

Select New Product Introductions



StormTech®
Chambers

- Stormwater detention, retention and “first flush” storage systems



Nyloplast®

- Custom built PVC drainage structures



Septic Chambers

- Plastic leaching chambers for septic systems



Water Quality

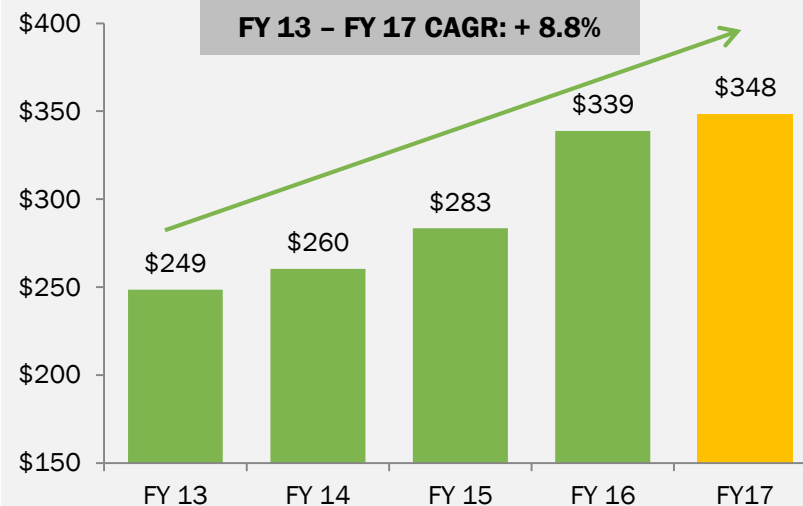
- Separators and filters for the treatment of sediment and other storm water pollutants



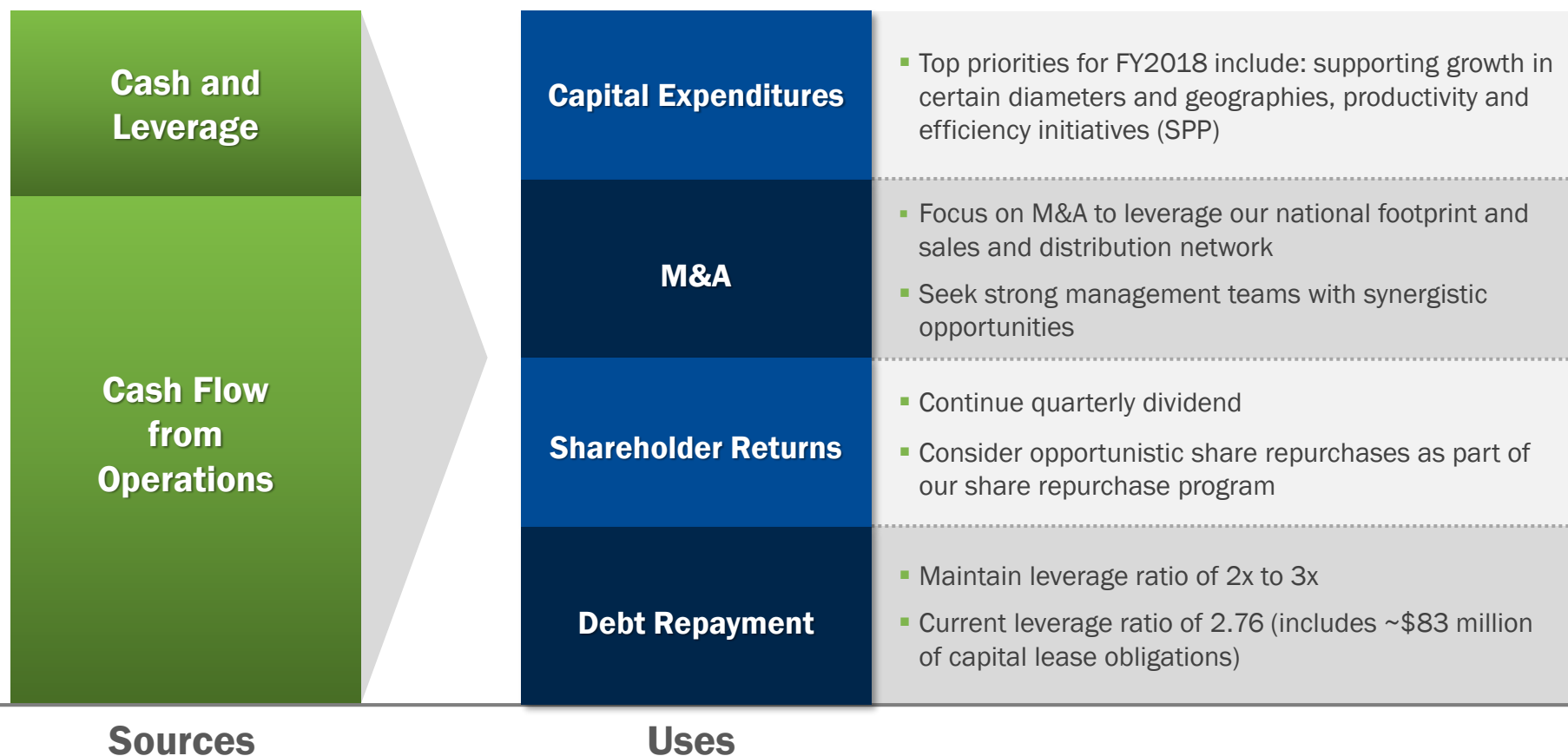
Inserta Tee

- Adaptable lateral connection apparatus

Allied Product Growth



Differentiates ADS as a complete solutions provider; higher margin sales drive profitable growth



- Over half of HDPE material used is recycled
- Over 400 million lbs. of plastic recycled annually

**Integrated
Plastic
Recycling &
Re-Use**

- Low carbon footprint
- Near zero plant waste

**Local, Clean
Manufacturing
Facilities**

**Water
Management
Design
Solutions**

- Broad portfolio of innovative products that help efficiently and safely manage storm and waste water

**High-
Performance
Ecologically-
Friendly
Products**

- Providing products that are long-lasting and environmentally friendly
- Extend life cycle



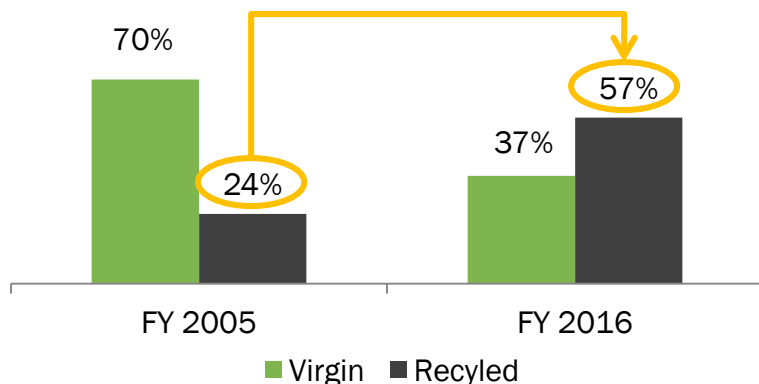
Partnering For a Greener Bottom Line

- We purchase and process a wide variety of reusable HDPE products through Green Line Polymers, a wholly owned subsidiary.
- ADS extends life of the plastic by recycling post-consumer and post-industrial HDPE plastic scrap then grinding, cleaning, pelletizing and consuming the material directly into environmentally-friendly products rather than distributing to a landfill.
- HDPE and PP off-spec pipe is re-ground and reused in the manufacturing process, resulting in virtually no waste.
- 8 domestic recycling facilities
- Net positive recycler
- One of the top five largest domestic recyclers⁽¹⁾

Effective Resource Management

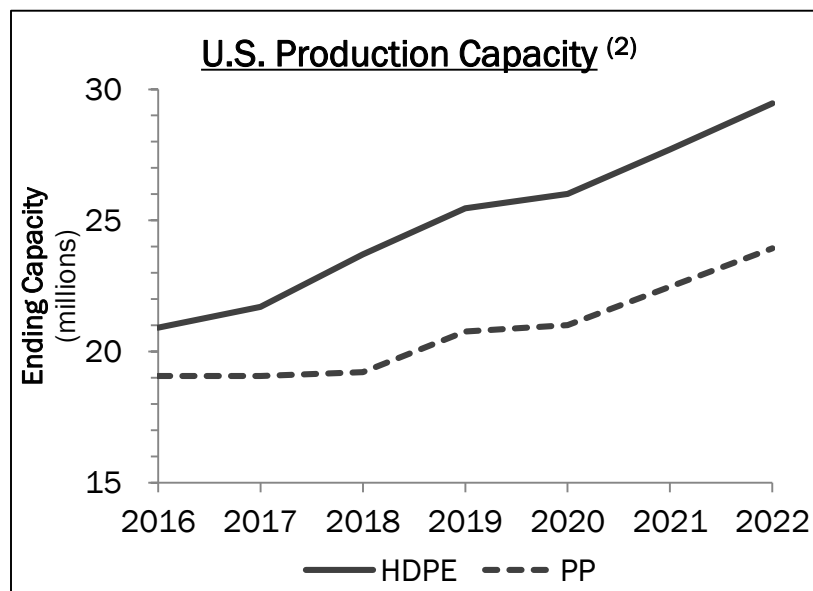
- ✓ Increase use of recycled resin in production process while maintaining overall quality and performance
- ✓ Through our wholly owned subsidiary Green Line Polymers, we self-process 88% of the Company's non-virgin plastic
- ✓ Pass on resin cost increases to customers via price increases
- ✓ Leverage large fleet to backhaul non-virgin materials to reduce costs

Sustainable Product Evolution ⁽¹⁾



Positive Market Dynamics

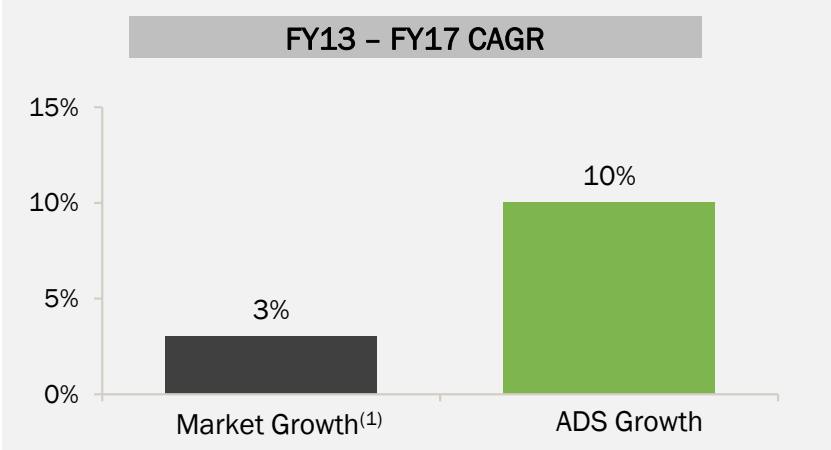
- ✓ Anticipated increase in HDPE and PP production capacity will lower overall prices and create a more stable virgin resin cost environment going forward
- ✓ Increased production capacity of oil and natural gas in the United States is ushering in positive dynamics for the production of our key raw materials



Well positioned to manage raw material costs through increase in utilization of non-virgin material and overall improvement in market dynamics for resin

Our End Markets

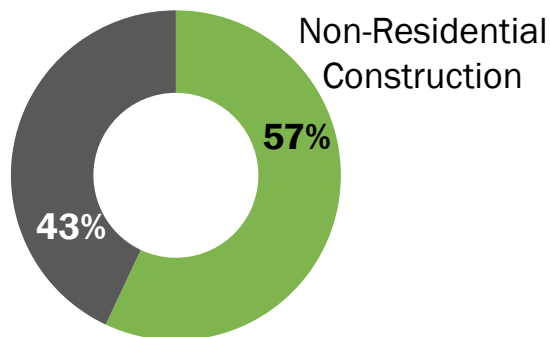
Market vs. ADS Growth



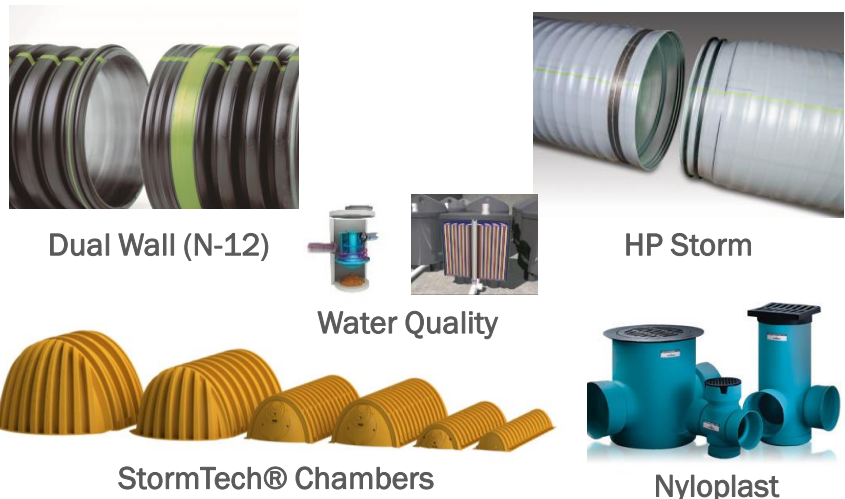
Highlights

- Focus on civil engineering design firms to increase specifications and contractors for product acceptance
- Highest concentration of Allied Products sales
- Solid demand driven by construction activity and increased regulations around the management of storm water quantity and quality

Domestic Revenue Concentration⁽²⁾

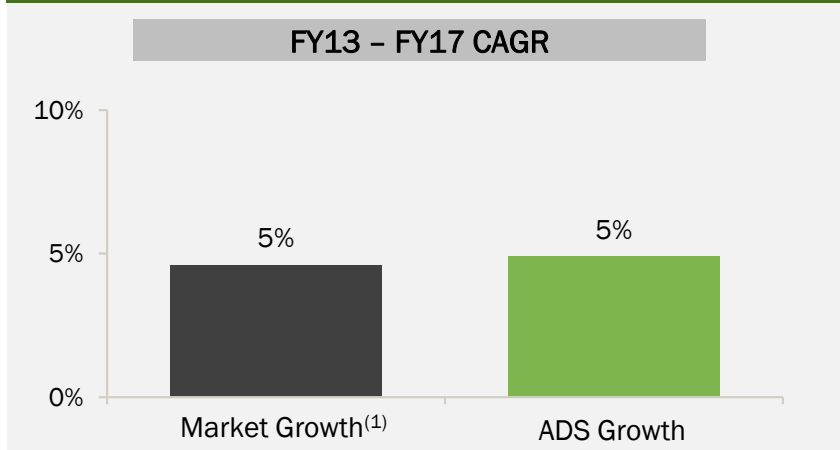


Key Products



1) Based on management estimates and other quantitative and qualitative factors.
 2) Percentage of total domestic net sales for the year ended March 31, 2017.

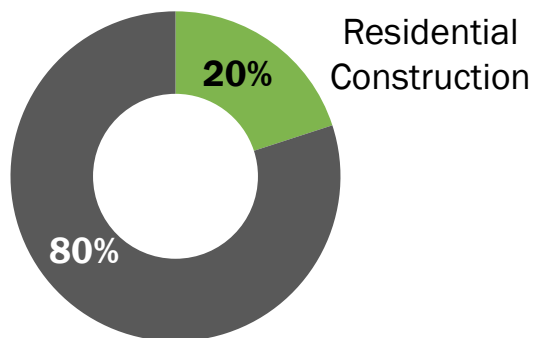
Market vs. ADS Growth



Highlights

- ~53% is sold to the retail channel (i.e., Home Depot, Lowe's)
- ~47% is related to new residential construction development (single-family, multi-family)
- Strong housing market growth is forecasted; new subdivision development should benefit storm sewer sales

Domestic Revenue Concentration⁽²⁾



Key Products



Dual Wall (N-12)



Single Wall



HP Storm



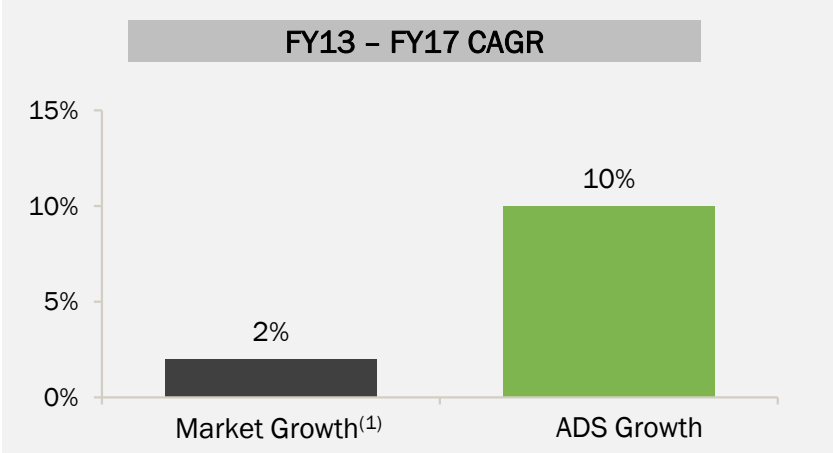
StormTech® Chambers



Nyloplast

1) Based on management estimates and other quantitative and qualitative factors.
 2) Percentage of total domestic net sales for the year ended March 31, 2017.

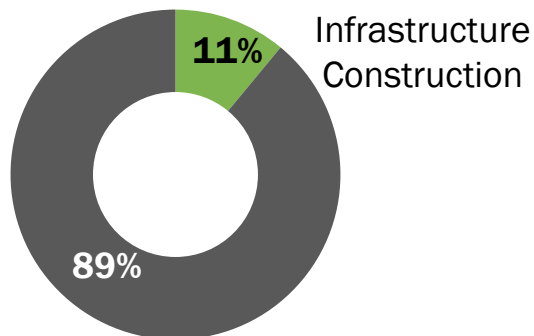
Market vs. ADS Growth



Highlights

- Focus on gaining key approvals with state and local agencies
- Market is heavily reliant on public funding
- New product offering (HPXR-75) should help grow our market share in this end market

Domestic Revenue Concentration⁽²⁾



Key Products



Dual Wall (N-12)



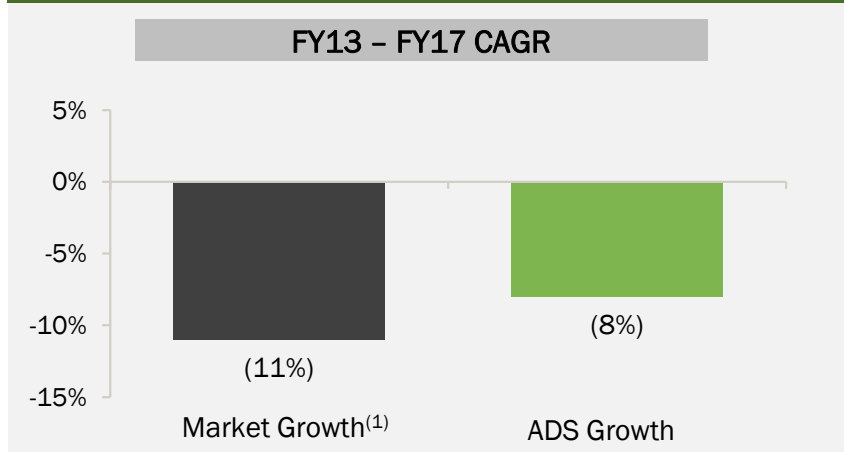
HPXR 75



HP Storm

1) Based on management estimates and other quantitative and qualitative factors.
 2) Percentage of total domestic net sales for the year ended March 31, 2017.

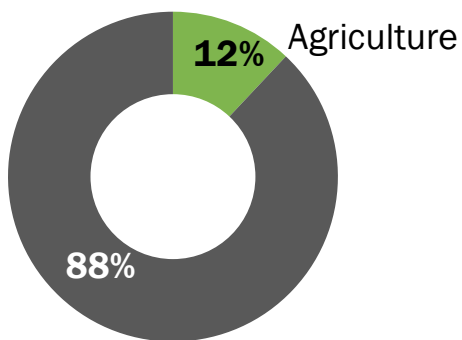
Market vs. ADS Growth



Highlights

- Systematic drainage has been proven to increase crop yields
- Key economic drivers are farm income and crop prices; specifically corn and soybeans
- Sales are concentrated in the Midwest

Domestic Revenue Concentration⁽²⁾



Key Products

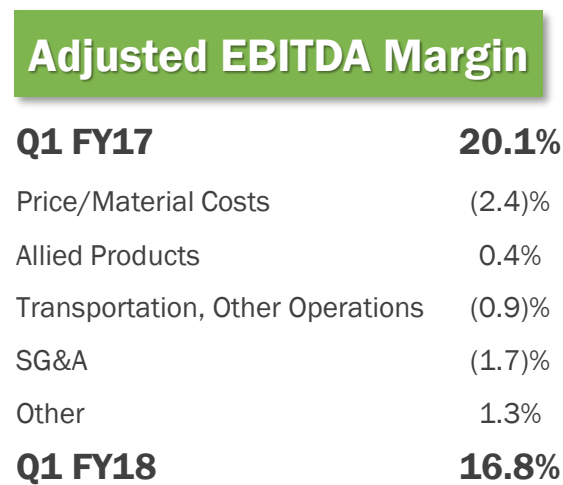
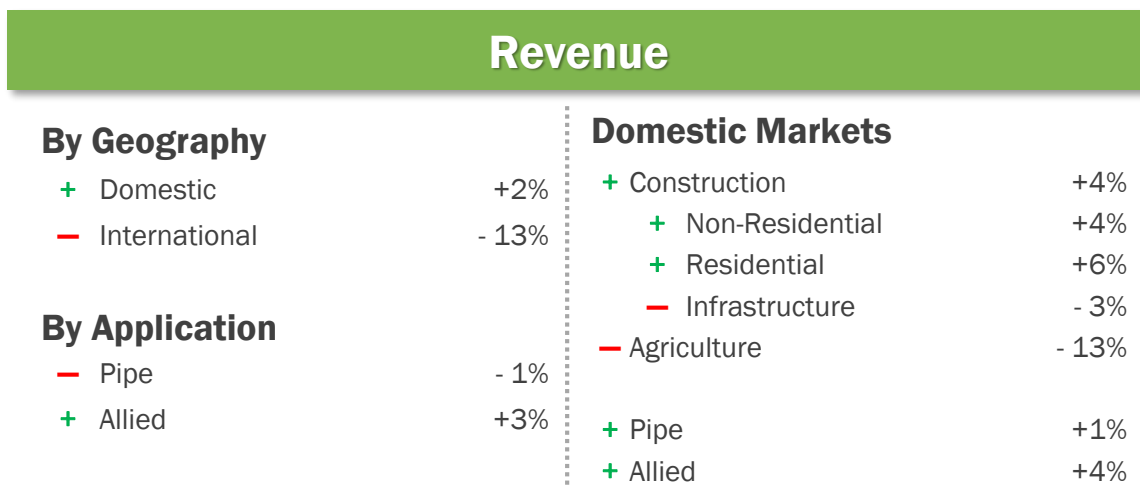
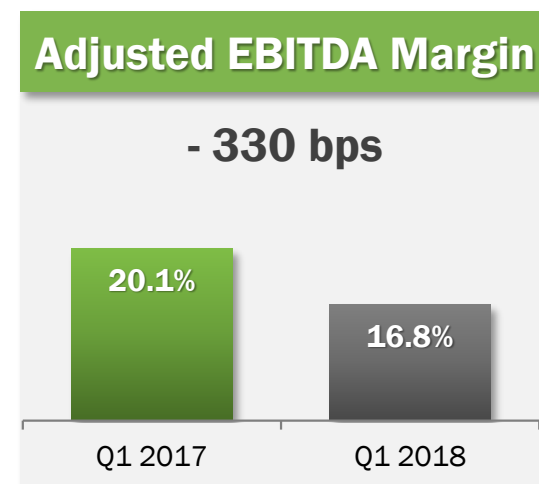
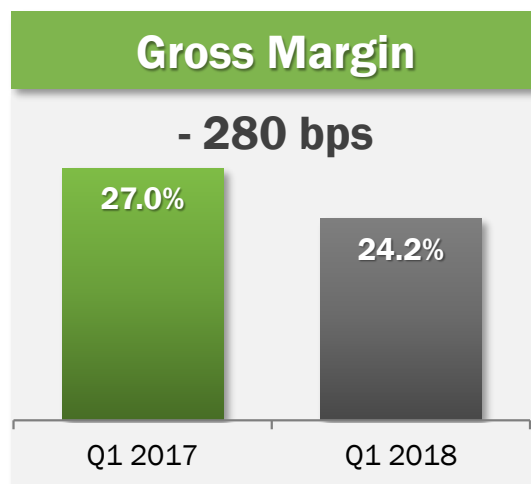
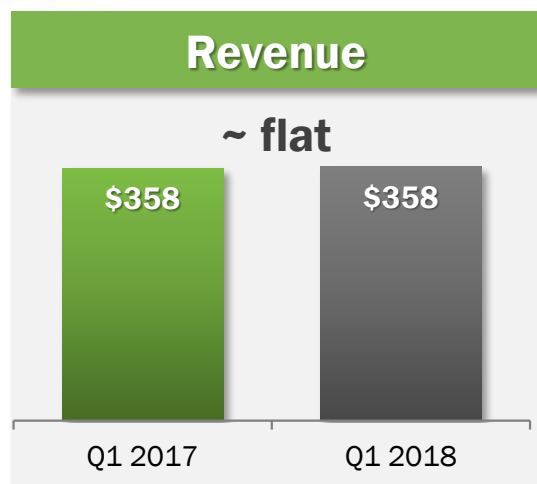


Single Wall




1) Based on management estimates and other quantitative and qualitative factors.
 2) Percentage of total domestic net sales for the year ended March 31, 2017.

Appendix

Q1 2018 Financial Performance



Favorable domestic construction market demand in the quarter offset by weakness in Ag and International markets

Market Outlook		
Market	FY2018 Outlook	Comments
Domestic Construction End Markets	 ADS: Up MSD	Anticipated end market growth intact, though at a slower pace than previously anticipated
Agriculture End Market	 ADS: Down MSD	Softness expected to continue throughout FY2018
International End Market	 ADS: Up LSD	Modest improvement expected in Mexico; Canada expected to be flat due to weaker Ag market, offsetting growth in construction markets

Fiscal Year 2018 Expectations			
Key Metric	FY 2017	FY 2018	Y-o-Y Change
Net Sales (in Billions)	\$1,257	\$1,275 - \$1,325	Up 1% to 5%
Adj. EBITDA (in Millions)	\$193	\$200 - \$220	Up 4% to 14%
Adj. EBITDA Margin	15.4%	15.7% - 16.6%	+30 to +120 basis points

Net sales growth driven by steady domestic construction markets. Margins to expand due to favorable demand, cost reduction initiatives and operational improvements.

EBITDA Reconciliation

	Fiscal Year Ended March 31,	
	2017	2016
<i>(Amounts in thousands)</i>		
Net (loss) income	\$ 35,908	\$ 30,567
Depreciation and amortization	72,355	71,009
Interest expense	17,467	18,460
Income tax (benefit) expense	24,615	23,498
EBITDA⁽¹⁾	150,345	143,534
Derivative fair value adjustments	(10,921)	2,163
Foreign currency translation losses (gains)	(1,629)	697
Loss on disposal of assets and costs from exit and disposal activities	8,509	812
Unconsolidated affiliates interest, tax, depreciation and amortization	2,751	3,215
Contingent consideration remeasurement	(265)	371
Stock-based compensation expense (benefit)	8,307	(5,868)
ESOP deferred stock-based compensation	9,568	10,250
Expense (benefit) related to executive termination payments	1,092	(294)
Restatement-related costs	24,026	27,970
Inventory step up related to PTI acquisition	525	-
Bargain purchase gain on PTI acquisition	(609)	-
Loss related to BaySaver acquisition	-	490
Transaction costs	372	-
Impairment of investment in unconsolidated affiliate	1,300	4,000
Adjusted EBITDA⁽²⁾	\$ 193,371	\$ 187,340

1) EBITDA as net income before interest, taxes, depreciation and amortization

2) Adjusted EBITDA as EBITDA before stock based compensation expense, non-cash charges and certain other expenses



Adjusted EBITDA Reconciliation

	Three Months Ended June 30,	
	2017	2016
<i>(Amounts in thousands)</i>		
Net income	\$ 18,474	\$ 19,421
Depreciation and amortization	18,221	18,026
Interest expense	4,479	4,784
Income tax expense	9,746	14,194
EBITDA⁽¹⁾	50,920	56,425
Derivative fair value adjustments	191	(4,907)
Foreign currency transaction gains	(869)	(1,762)
Loss on disposal of assets and costs from exit and disposal activities	3,423	202
Unconsolidated affiliates interest, tax, depreciation and amortization	708	778
Contingent consideration remeasurement	26	24
Stock-based compensation expense	1,690	9,020
ESOP deferred stock-based compensation	2,614	2,737
Expense related to executive termination payments	15	79
Transaction costs	167	-
Restatement-related costs	1,460	9,212
Adjusted EBITDA⁽²⁾	\$ 60,345	\$ 71,808

1) EBITDA as net income before interest, taxes, depreciation and amortization

2) Adjusted EBITDA as EBITDA before stock based compensation expense, non-cash charges and certain other expenses