

## Fourth Quarter and Fiscal Year 2017 Financial Results

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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.

1

Better than expected fourth quarter net sales driven by construction market demand and the impact of favorable weather conditions in certain geographies.

2

Margin pressure in the quarter was due to the timing of absorption costs related to production and transportation expenses, in addition to higher G&A.

3

Favorable cash flow generation driving additional avenues for shareholder value creation including investments in growth and operational improvements as well as cash returns to shareholders.

	FY2017 Guidance		Actual
Key Metric	Low	High	FY 2017
<b>Net Sales</b> (in Millions)	\$1,225	\$1,250	\$1,257
<b>Adj. EBITDA</b> (in Millions)	\$190	\$210	\$193

**Strong top line performance in Q4 drove sales above high end of guidance range, Adjusted EBITDA performance in line**



## Commentary

- Non-Residential sales continued to outpace the market, driven by HP and Allied Product sales.
- New Residential Construction sales outpaced Housing Market, driven by HP and N12 sales.
- Retail, Infrastructure and Agriculture sales performed in line with markets.

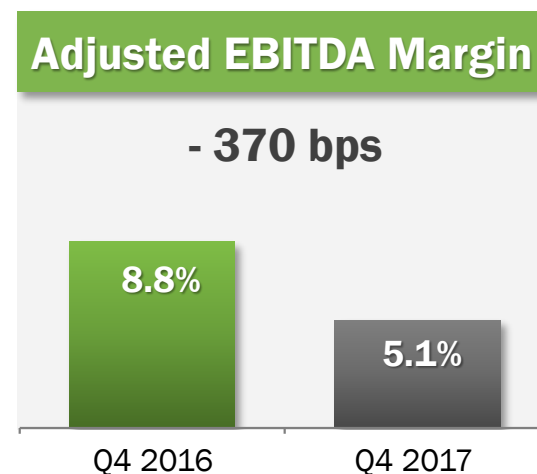
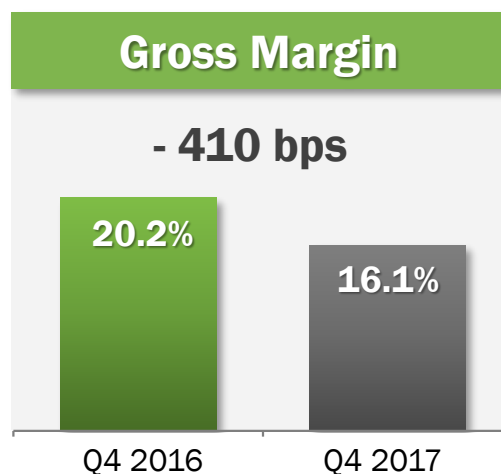
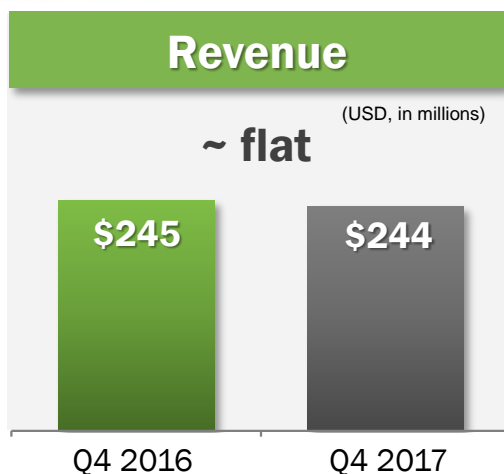
## Domestic End Market Results FY2017



**ADS construction market sales grew 3% despite slow domestic market**

Market growth is based management estimates and other quantitative and qualitative factors.

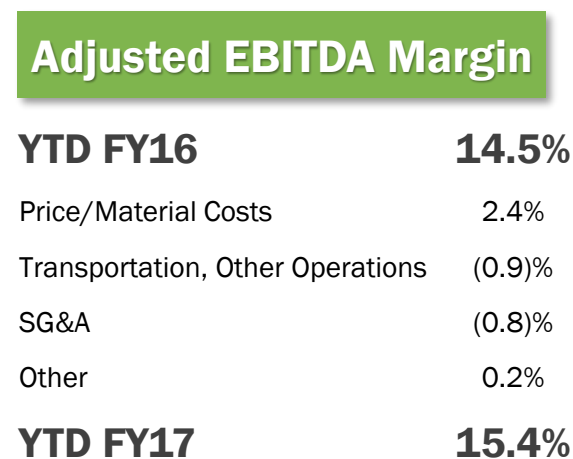
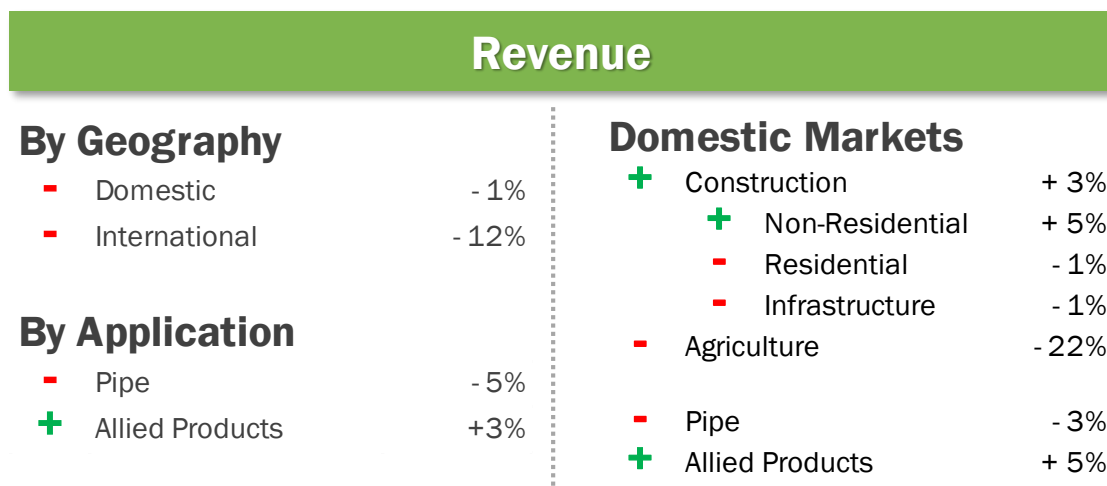
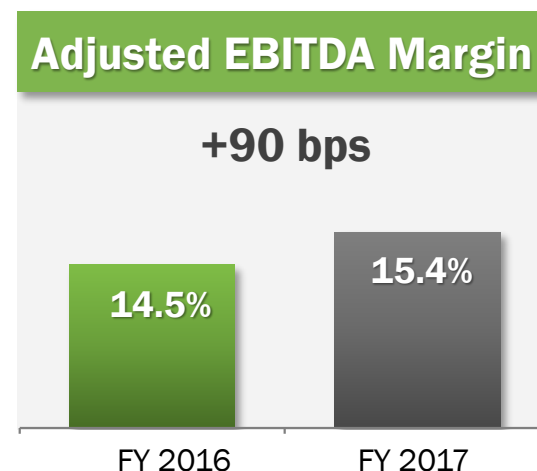
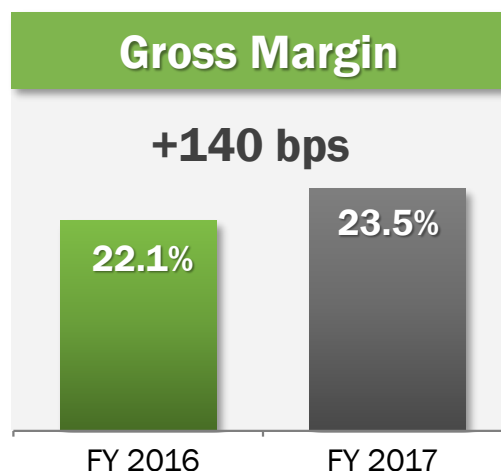
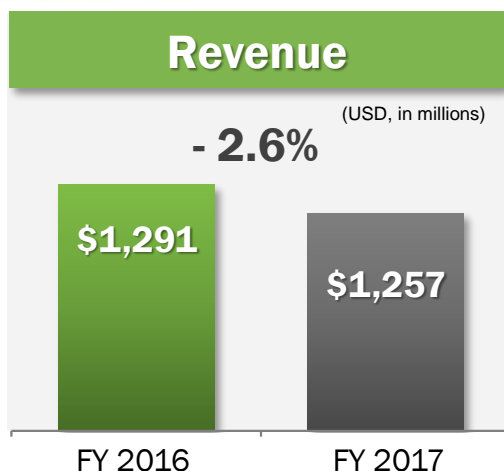
# Q4 2017 Financial Performance



Revenue		
<b>By Geography</b>		
+	Domestic	+1%
-	International	-13%
<b>By Application</b>		
+	Pipe	+0%
-	Allied Products	-2%
<b>Domestic Markets</b>		
+	Construction	+2%
+	Non-Residential	+3%
+	Residential	+0%
-	Infrastructure	-3%
-	Agriculture	-8%
+	Pipe	+1%
-	Allied Products	-0%

Adjusted EBITDA Margin	
<b>Q4 FY16</b>	<b>8.8%</b>
Price/Material Costs	(0.8)%
Transportation, Other Operations	(2.8)%
SG&A	(1.2)%
Other	1.1%
<b>Q4 FY17</b>	<b>5.1%</b>

**Despite tough comparison, better than anticipated sales driven by favorable weather conditions in certain geographies**



**Despite lower revenues, earnings exceeded the prior year driven by disciplined pricing and a favorable cost environment.**



# General and Administrative Expenses

	Q4 FY17	Q4 FY16	I/(D)	FY17	FY16	I/(D)
G&A expense, as reported	\$32.5	\$27.7	\$4.8	\$111.0	\$92.5	\$18.5
EBITDA adjustments related to G&A expense:						
Stock-based compensation expense (benefit)	5.3	(2.6)	7.9	8.0	(5.1)	13.1
ESOP deferred stock-based compensation	0.2	0.1	0.1	1.1	1.2	(0.1)
Restatement-related costs	2.6	11.6	(9.0)	24.0	28.0	(4.0)
Expense (benefit) related to executive termination payments	1.1	(0.6)	1.7	1.1	(0.3)	1.4
Acquisition costs	0.4	–	0.4	0.4	–	0.4
G&A expense excluding above items	\$22.9	\$19.2	\$3.7	\$76.4	\$68.7	\$7.7

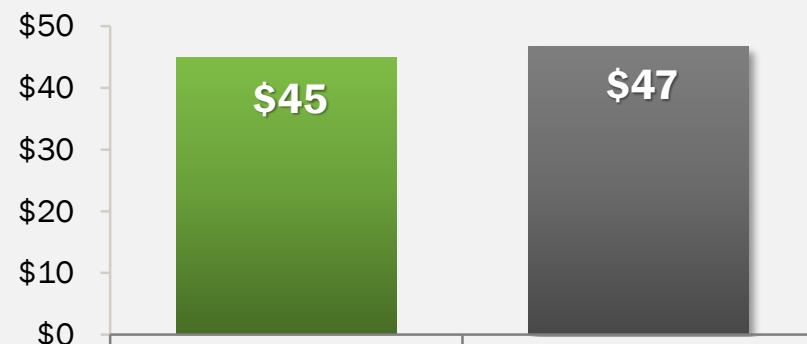
**Increase in G&A expense excluding the related EBITDA adjustments is due to salaries, related benefits and professional fees.**

All figures in USD, mm

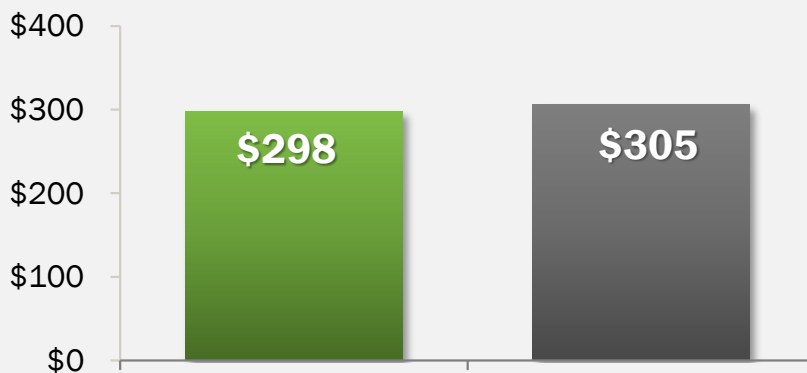
## Free Cash Flow<sup>1</sup>

	FY 2017	FY 2016	Change
Adjusted EBITDA	\$193	\$187	\$6
Working Capital	\$(26)	\$24	\$(50)
Cash Tax	\$(14)	\$(32)	\$18
Cash Interest	\$(17)	\$(18)	\$1
Restatement related costs	\$(30)	\$(20)	\$(10)
Other	\$(2)	\$(6)	\$4
Cash flow from operating activities	\$104	\$135	\$(31)
Cap Ex	\$(47)	\$(45)	\$(2)
FCF	\$57	\$90	\$(33)

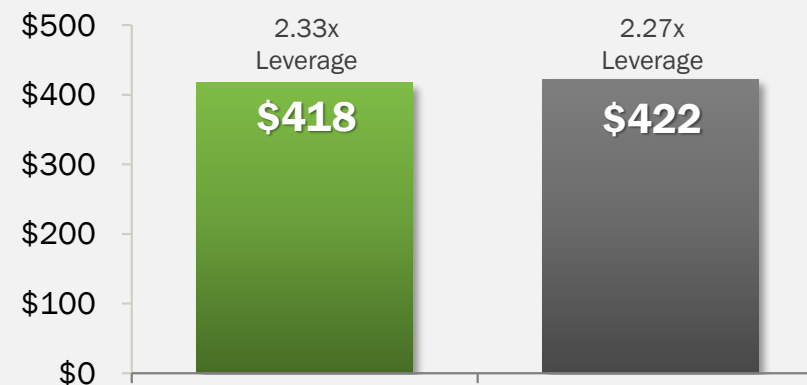
## CapEx






## Working Capital<sup>2</sup>



## Net Debt<sup>3</sup>



■ FY 2016 ■ FY 2017

Market Outlook		
Market	FY2018 Outlook	Comments
<b>Domestic Construction End Markets</b>	 ADS: Up MSD	Growth driven by share gains and continued strength in the domestic construction markets
<b>Agriculture End Market</b>	 ADS: Down LSD to MSD	Softness expected to continue throughout FY2018
<b>International End Market</b>	 ADS: Up LSD to MSD	Modest improvement expected in Mexico, contingent on political environment; 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
<b>Net Sales</b> (in Billions)	\$1,257	\$1,275 - \$1,325	Up 1% to 5%
<b>Adj. EBITDA</b> (in Millions)	\$193	\$200 - \$220	Up 4% to 14%
<b>Adj. EBITDA Margin</b>	15.4%	15.7% - 16.6%	+30 to +120 basis points

**Net sales growth driven by healthy domestic construction markets and modest international improvement in Mexico. Margins to expand due to favorable demand, operational improvements and hedging tailwinds.**



## Strategic Growth

- Organic investments in innovation and capacity
- Conversion strategy
- Allied Products
- Bolt-on acquisitions
- International growth



## Operational Excellence

- Increase integrated supply chain planning
- Optimize network footprint
- Improve logistics and customer sourcing
- Build out broader continuous improvement initiatives

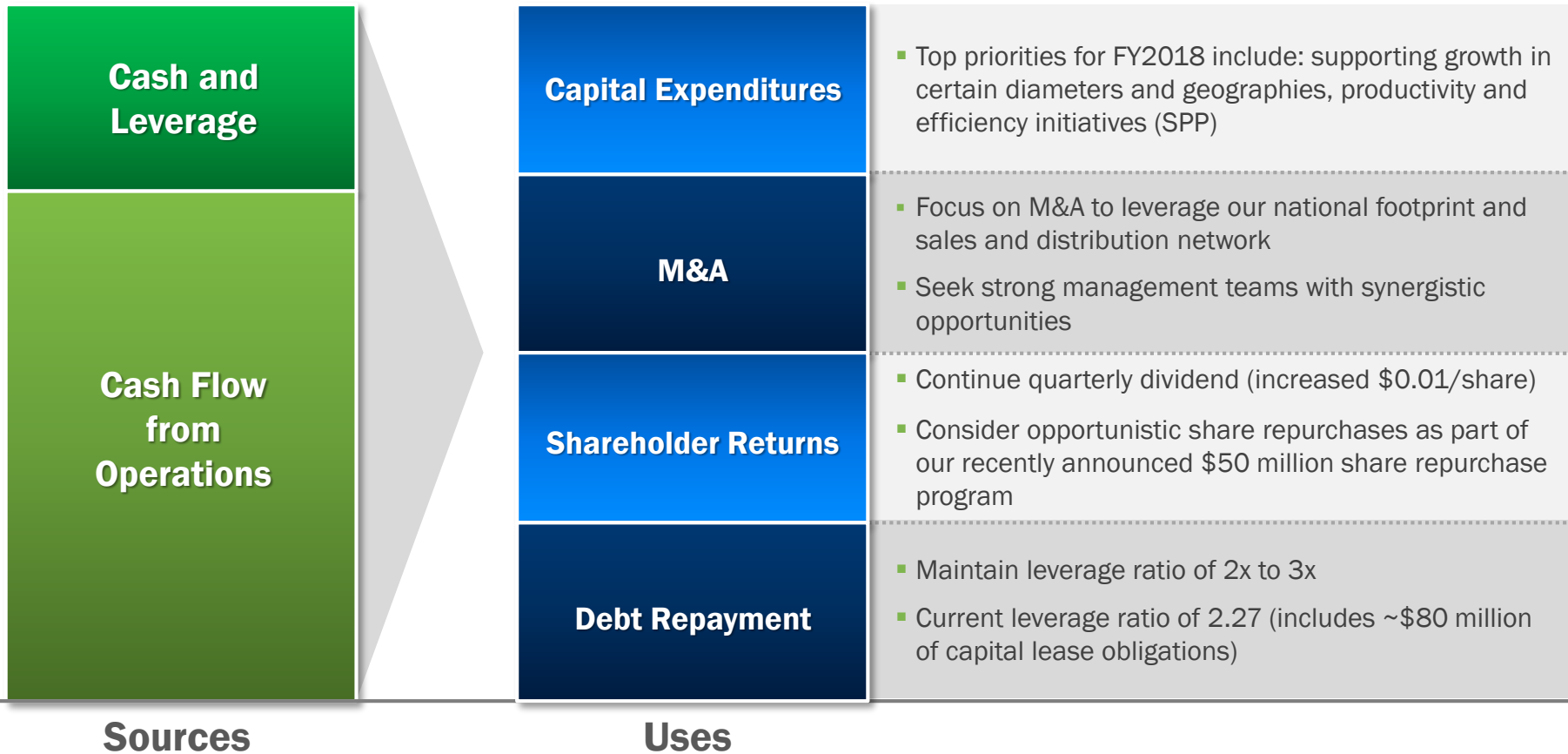


## Commercial Excellence

- Optimize sales force effectiveness
- Engineering services transformation
- Customer service transformation

Strategic pillars supported by disciplined capital allocation strategy including investments in the business and cash returns to shareholders





# Q&A Session

1

Strong demand in domestic construction markets expected to continue into FY 2018

2

Certain markets that were challenged in FY 2017 have begun to stabilize, with International construction markets expected to contribute to growth this year

3

Focused on accelerating growth through innovation and M&A

4

Step change in margin and profitability profile over next three years driven by SPP initiatives

# Appendix



# EBITDA Reconciliation

(Amounts in thousands)

## Net (loss) income

Depreciation and amortization

Interest expense

Income tax (benefit) expense

## EBITDA<sup>(1)</sup>

Derivative fair value adjustments

Foreign currency translation losses (gains)

Loss on disposal of assets and costs from exit and disposal activities

Unconsolidated affiliates interest, tax, depreciation and amortization

Contingent consideration remeasurement

Stock-based compensation expense (benefit)

ESOP deferred stock-based compensation

Expense (benefit) related to executive termination payments

Restatement-related costs

Inventory step up related to PTI acquisition

Bargain purchase gain on PTI acquisition

Loss related to BaySaver acquisition

Transaction costs

Impairment of investment in unconsolidated affiliate

## Adjusted EBITDA<sup>(2)</sup>

Three Months Ended March 31,		Fiscal Year Ended March 31,	
2017	2016	2017	2016
\$ (18,052)	\$ (11,085)	\$ 35,908	\$ 30,567
18,290	18,955	72,355	71,009
3,916	4,504	17,467	18,460
(10,913)	342	24,615	23,498
(6,759)	12,716	150,345	143,534
377	(5,587)	(10,921)	2,163
49	(38)	(1,629)	697
5,432	254	8,509	812
702	944	2,751	3,215
(307)	257	(265)	371
5,608	(2,873)	8,307	(5,868)
2,140	875	9,568	10,250
1,104	(552)	1,092	(294)
2,635	11,642	24,026	27,940
525	-	525	-
(609)	-	(609)	-
-	-	-	490
372	-	372	-
1,300	4,000	1,300	4,000
\$ 12,569	\$ 21,638	\$ 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