



# CAUTIONS ABOUT FORWARD-LOOKING STATEMENTS AND OTHER NOTICES

Cautionary Statement Regarding Forward-Looking Statements. This presentation contains forward-looking statements, which are based on our current expectations, estimates and projections about Real Industry, Inc. and its subsidiaries' (the "Company") businesses and prospects, as well as management's beliefs and certain assumptions made by management. Words such as "anticipates," "expects," "intends," "plans," "believes," "seeks," "estimates," "may," "should," "will" and variations of these words are intended to identify forward-looking statements. Such statements speak only as of the date hereof and are subject to change. The Company undertakes no obligation to revise or update publicly any forward-looking statements for any reason. These statements include, but are not limited to, statements about the Company's long-term investment decisions, further acquisitions, potential de-leveraging and expansion and business strategies; anticipated growth opportunities; the amount of capital-raising necessary to achieve those strategies; utilization of federal net operating loss tax carryforwards; Real Alloy's improvements to operating efficiencies and cost of sales; auto demand in future periods; timing for hedging of commodity pricing in future periods; as well as future performance, growth, operating results, financial condition and prospects. Such statements are not guarantees of future performance and are subject to certain risks, uncertainties, and assumptions that are difficult to predict. Accordingly, actual results could differ materially and adversely from those expressed in any forward-looking statements as a result of various factors. Important factors that may cause such a difference include, but are not limited to the Company's ability to successfully identify, consummate and integrate acquisitions and/or other businesses; changes in business or other market conditions; the difficulty of keeping expense growth at modest levels while increasing revenues; the difficulty of making operating and cost improvements; the Company's ability to successfully defend against current and new litigation and indemnification matters, as well as demands by investment banks for defense, indemnity, and contribution claims; the Company's ability to identify and recruit management; the Company's ability to maintain the listing requirements of the NASDAQ; and other risks detailed from time to time in the Company's SEC filings, including but not limited to the most recently filed Annual Report on Form 10-K and subsequent reports filed on Forms 10-Q and 8-K.

Use of Non-GAAP Financial Measures. This presentation includes references to the non-GAAP financial measures of segment earnings before interest, taxes, depreciation and amortization and, with certain additional adjustments ("Segment Adjusted EBITDA"). Management believes that Segment Adjusted EBITDA enhances the understanding of the financial performance of the operations of Real Alloy (and prior to its acquisition, the former Global Recycling and Specification Alloys business of Aleris Corporation) by investors and lenders. As a complement to financial measures recognized under GAAP, management believes that Segment Adjusted EBITDA assists investors who follow the practice of some investment analysts who adjust GAAP financial measures to exclude items that may obscure underlying performance and distort comparability. Because Segment Adjusted EBITDA is not a measure recognized under GAAP, it is not intended to be presented herein as a substitute for net earnings (loss) as an indicator of operating performance. Segment Adjusted EBITDA is the primary performance measurement used by our senior management and Board of Directors to evaluate segment operating results. A reconciliation to the GAAP equivalent of Segment Adjusted EBITDA, net earnings (loss), is provided herein, in our Forms 10-Q filed with the SEC on May 10, 2016, August 9, 2016, and November 9, 2016, on our Form 10-K filed on March 1, 2016, on our Form 8-K filed with the SEC on June 29, 2015, and in Note 4 on page S-35 of the Prospectus Supplement No. 1 dated January 29, 2015 for the rights offering as filed with the SEC.

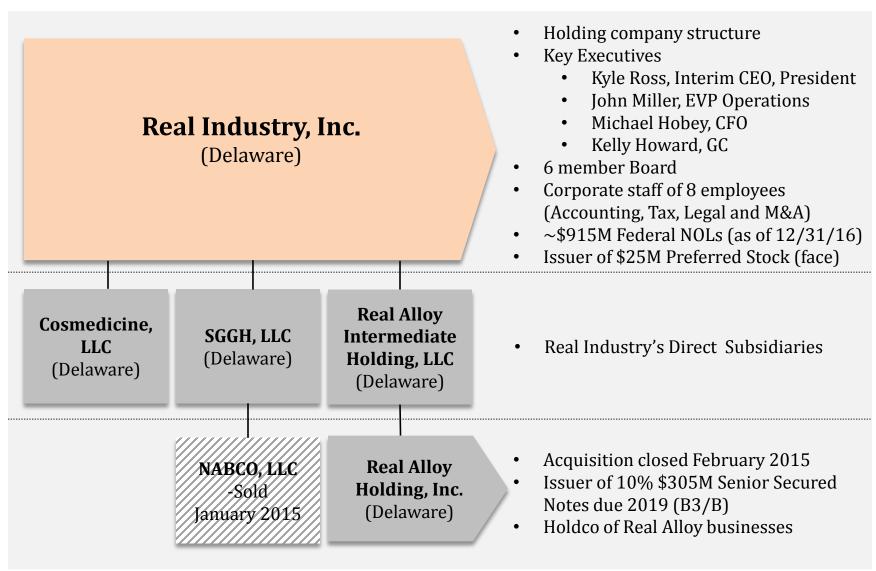


## **CORPORATE OVERVIEW**

Business Description & Strategy	<ul> <li>Publicly traded, NOL-rich holding company seeking well-managed and consistently profitable businesses</li> </ul>
Ticker	■ NASDAQ: RELY
Share Price	■ \$4.60 (as of 3/8/17)
Market Capitalization	■ \$132 million (as of 3/8/17)
Shares Outstanding	■ 28.7 million (as of 12/31/16)
Cash <sup>(1)</sup>	■ \$10.0 million (as of 12/31/16)
Net Debt <sup>(2)</sup>	■ \$339.3 million (as of 12/31/16)
Preferred Stock	■ \$24.9 million (carrying value as of 12/31/16)
NOLs	■ Federal NOLs of approximately \$915 million begin to expire 2027
Management & Board	<ul> <li>Stockholders and seasoned professionals with extensive experience in acquiring, building and managing successful businesses</li> </ul>

Does not include cash balance at subsidiary Real Alloy.
 Represents debt, less cash balances and capitalized issuance costs at subsidiary Real Alloy.

#### ORGANIZATION



### **BUILDING VALUE**

## Parent Objectives

- Create a consistently profitable enterprise by allocating capital to improve the value of existing businesses and execute accretive acquisitions with a disciplined approach to value and structure
- Drive stockholder value by focusing on per share earnings growth over time
- Use our tax assets to increase free cash flow

## Acquisition Criteria

- Businesses that align with our unique attributes:
  - Real Alloy operation and team
  - Tax assets
  - Public holding company structure

#### Other target characteristics:

- Proven management
- Edge/sustainable competitive advantage
- Industry leader
- High EBITDA to EBIT conversion

# **Post-Closing Priorities**

- Focus on transition into RELY
- De-leverage
- Continuous improvement initiatives and operational excellence





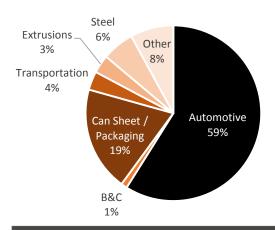
#### **OVERVIEW**



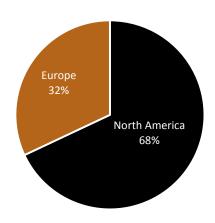
- Global leader in third-party aluminum recycling
- Converts aluminum scrap and dross into reusable aluminum and specification alloys
- Customers are automotive OEMs and suppliers, rolling mills, and extruders
- 30+ year operating history
- 300+ customers worldwide
- Implemented and utilizing Hoshin Kanri/Lean Six Sigma initiative
- Purchased in February 2015 at 6.25x multiple of LTM Adjusted EBITDA
- Completed TSA / Separation from Aleris Stand Alone operations April 2016

### **Volume**<sup>(1)</sup> **Invoiced by End Use**

#### Volume Invoiced by End Use

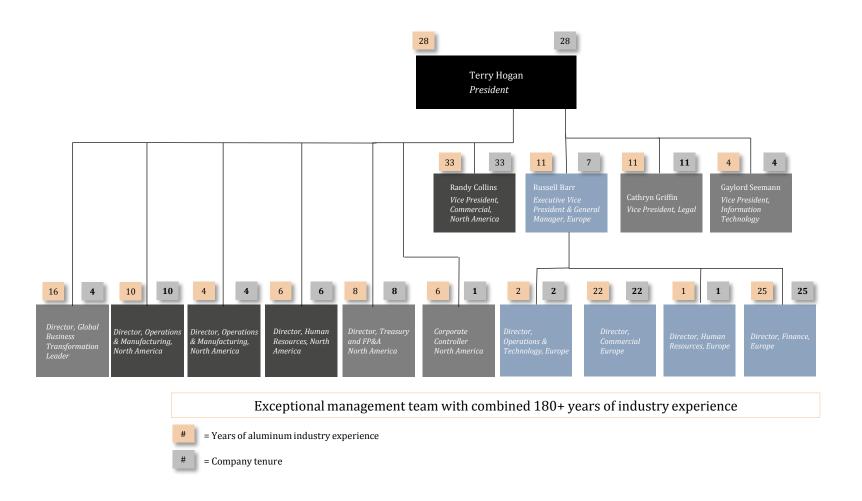


#### Volume<sup>(1)</sup> by Region



## **EXPERIENCED MANAGEMENT TEAM**







## GLOBAL GEOGRAPHIC FOOTPRINT



# 27 facilities Worldwide21 in North America and 6 in Europe







## PROCESS FLOW OVERVIEW



#### Real Alloy's pre-processing equipment provides access to broader scrap types

#### **Raw Scrap Materials**

#### **Furnace Ready**

■ Twitch



#### **Requires Pre-Processing**

Turnings



Old Cast



#### **Process**

#### **Melting**



 Melting, casting and delivery of aluminum products

#### **Pre-Processing**



 Shredding, drying and milling of aluminum scrap and byproducts

#### **Products**

■ Molten



Sow



■ Ingot



#### **Others**

- Deox
- Fabricated products
- Magnesium recycling

## HOW REAL ALLOY SERVES ITS CUSTOMERS



#### **Integrated with Customers Through Closed-Loop Operations**

## Competitive Advantage Close proximity to customers

- Integrated into supply chain
- Multiple facilities to support customers

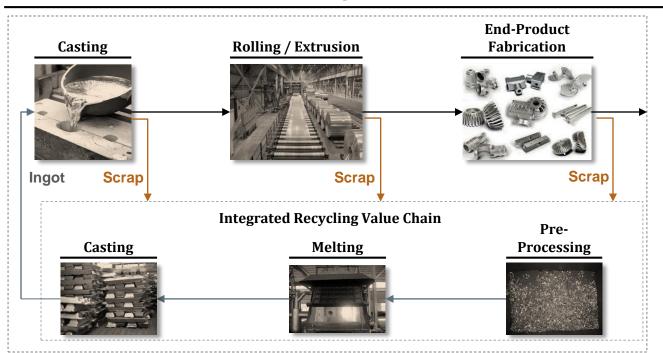
#### **Value Proposition for Customers**

- Operational expertise and scale bring higher efficiency and quality
- Maximize use of customers' metal units to minimize their metal risk

#### **Impact to Real Alloy**

- Average customer relationship spans more than 10 years
- ~95% renewal rate with top customers

#### **Illustrative Operations Flow - Aluminum Fabrication Chain**



#### **End-Customers**





## KEY COMPETITIVE ADVANTAGE



#### Delivery of molten metal results in benefits for both Real Alloy and its customers

- 12 facilities able to deliver "just in time" molten metal for direct use in customer operations
  - ~37% of 2016 volume delivered in molten form
- Provides significant savings and productivity to customers
  - Increases throughput
  - Eliminates re-melting costs
- Competitive advantages:
  - Strong technical capabilities required
  - Geographic range limitation (i.e. 250 mile delivery radius)
  - Law prohibits molten delivery across the Alps







## LOW COMMODITY RISK BUSINESS MODEL



Real Alloy operates using two types of customer arrangements: Tolling ( $\sim$ 51%) and Buy/Sell ( $\sim$ 49%), for the year ended December 31, 2016

Tolling	Buy / Sell
<ul> <li>Processes metal owned by customers         <ul> <li>No ownership of inventory insulates from metal price risk and reduced working capital needs</li> </ul> </li> <li>Charges a tolling or processing fee on a per pound or tonne volume basis</li> <li>Pass-through arrangements on energy and other costs</li> </ul>	<ul> <li>Purchases aluminum scrap in the open market and sells the converted metal</li> <li>Profitability driven by the metal spread</li> <li>Hedges a portion of buy/sell volume in Europe</li> <li>Rapid inventory turns (~12x/year) ensure minimal commodity price exposure</li> </ul>



#### RISK MANAGEMENT



#### General

- Corporate philosophy of taking as much risk off table as possible
- Approximately 2/3 of annual Real Alloy volume is protected from metal price fluctuations
- Multiple hedge counterparties are in place and additional relationships are being negotiated

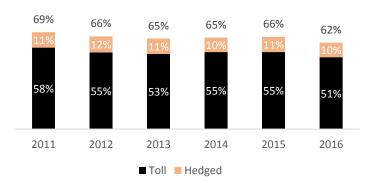
#### Metal

- No hedging is needed for tolling business
- Approximately 70% of European buy/sell contracts are hedged
- North American metal risk managed physically

#### **Natural Gas**

- Prices locked with physical contracts in Europe and with financial hedges in North America through the end of 2017 for a significant portion of overall exposure
- Have begun locking physically and/or financially hedging a portion of 2018 exposure

#### Percentage of volumes tolled and hedged





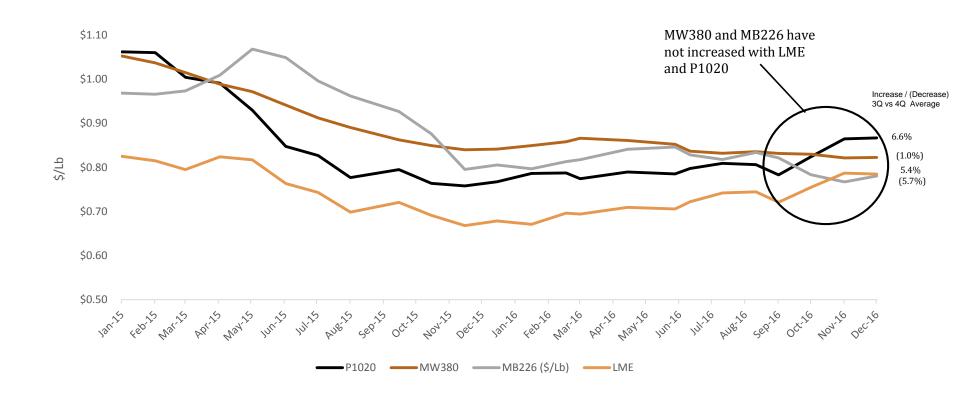
## MARKET DYNAMICS



Economic Variable	Impact on Real Alloy							
LME price of aluminum and "Midwest Premium"	<ul> <li>Limited; a rising metal environment is directionally better for the business and vice versa, all else being equal</li> </ul>							
	<ul> <li>Prices products based on published market prices (Platts, Metal Bulletin); generally not off the LME</li> </ul>							
	<ul> <li>Scrap for the buy/sell business is purchased locally and pricing is based on supply/demand</li> </ul>							
Primary aluminum production by China	■ Limited; more a factor in LME price dynamic (see box above)							
Demand for scrap imports by	<ul> <li>Impacts pricing but not always spreads, which are more meaningful</li> </ul>							
China	<ul> <li>Decreasing since 2013 due to government regulation, a slowing economy in China, and internal scrap generation</li> </ul>							
Natural gas volatility	Changes tend to impact Platts and Metal Bulletin pricing							
	Aim to hedge a portion in the future markets							
Foreign currency	<ul> <li>Mostly translation risk as Real Alloy Europe purchases and sells in local currency</li> </ul>							

## ALUMINUM MARKET UPDATE





P1020 LME price plus the Midwest Premium (MWP). MWP is the cost of freight and handling to ship aluminum from LME

warehouses to the Midwest USA.

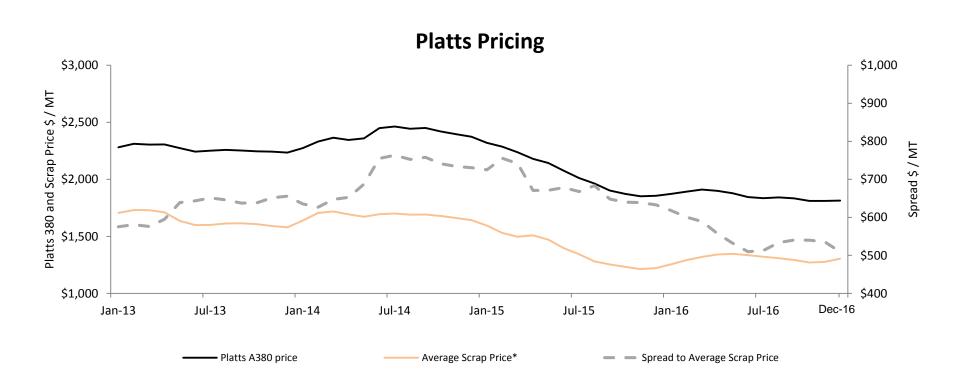
LME London Metal Exchange

MW380 Platts Metal Week 380, common aluminum alloy used in casting automotive parts in the U.S. MB226 Metal Bulletin 226, common aluminum alloy used in casting automotive parts in Europe

Source: Platts, London Metal Exchange, Metal Bulletin

## SCRAP MARKET UPDATE

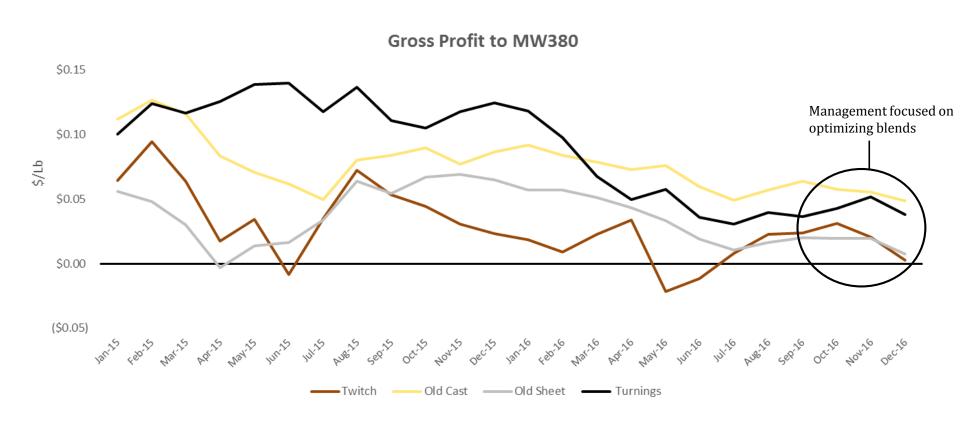




<sup>\*</sup>Average of Platts Twitch, Cast and Turnings Prices

## PROFITABILITY BY SCRAP TYPE







## DEMAND OUTLOOK

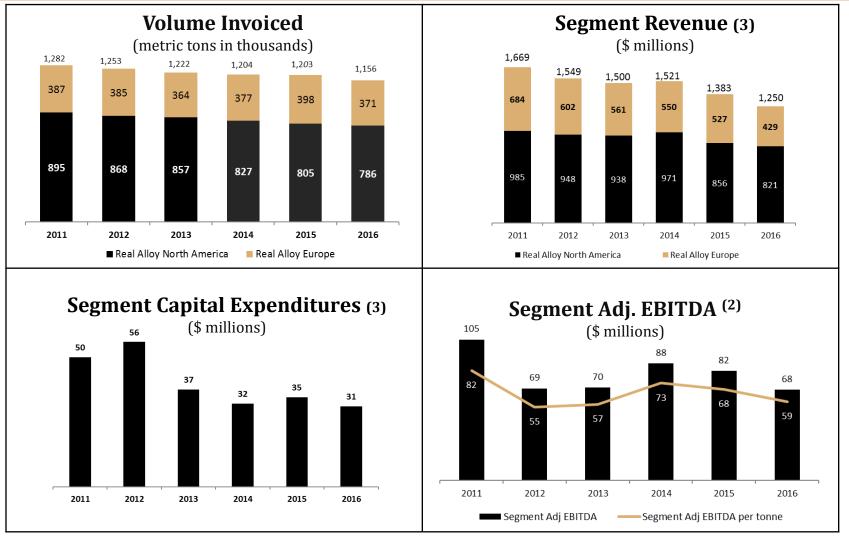


Segment	Outlook	% of Business	Estimated Growth CAGR '17-'20	Underlying Drivers
Automotive	<b>A</b>	59%	8 - 9%	New CAFE standards average 54 mpg target by 2025
				<ul> <li>Light weighting will increase AL content, engine downsizing offset by additional structural parts</li> </ul>
				• CO2 reduction targets in Europe
Cans	4	19%	0.5% +/-	Overall demand expected to be flat
	$\Leftrightarrow$			<ul> <li>Market shifting toward health drinks/water, which are sold in plastic containers</li> </ul>
Steel	$\Leftrightarrow$	6%	0%+/-	Flat to down impacted by China
Building and Construction	1	1%	2 - 3%	Housing and infrastructure driven
Global AL		-	3 - 4%	Growth primarily driven by automotive
Castings (Spec) Market	T			Primary Foundry Alloys are a growing segment



## REAL ALLOY<sup>(1)</sup> FINANCIAL SUMMARY





Note: Numbers may not add due to rounding.

<sup>(1)</sup> Financial data prior to 2015 is of the global recycling and specification alloys business of Aleris. (2) Financial data prior to 2015 is before any estimated standalone impact.

## **APPENDIX**

## BECK ALUMINUM ~ OPPORTUNISTIC ACQUISITION

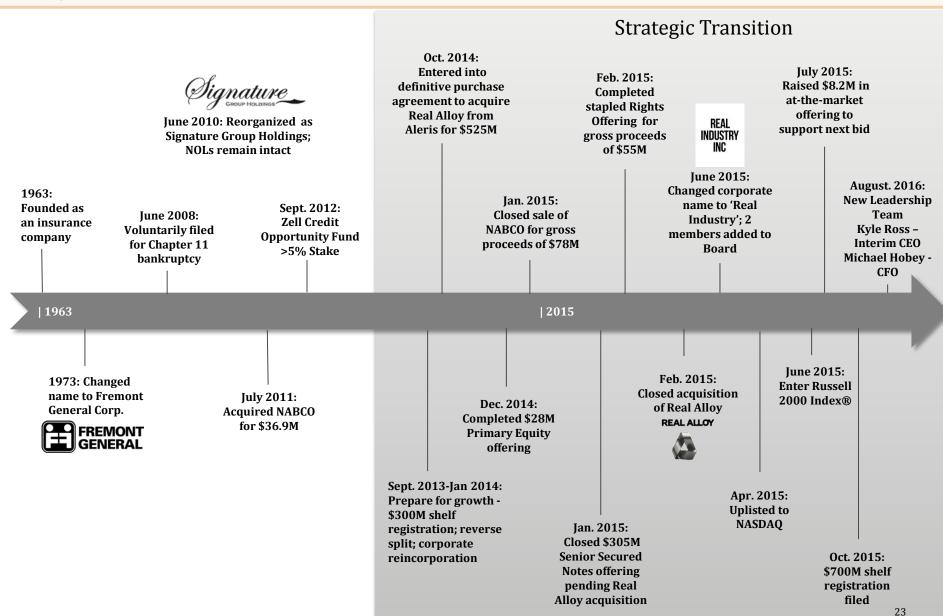


#### \$24M Transaction

- Acquired two new facilities (Mt. Pleasant, WI and Houston, TX) that began operation in 2015 and are operating at high capacity utilization and one currently idled (Lebanon, PA).
- Expand **product offering further into high purity foundry alloys**, and, through a strategic partnership with Beck Trading, will be able to provide customers with access to prime aluminum and other prime based alloys.
- Acquisition to be **accretive to earnings in 2017** and meet its 20% IRR return target. Capital expenditures associated with the acquired plants are expected to be low for the next several years given their relatively new construction.
- No dilution to Real Industry stockholders.



## **EVOLUTION AND TRANSFORMATION**



## 2016 FINANCIAL STATEMENTS

#### Condensed Consolidated Balance Sheets

	Decer	ber 31,		
(In millions)	2016	2015		
ASSETS				
Current assets:				
Cash and cash equivalents	\$ 27.2	\$ 35.7		
Trade accounts receivable, net	88.4	77.2		
Financing receivable	28.4	32.7		
Inventories	118.2	101.2		
Prepaid expenses, supplies and other current assets	24.6	24.7		
Current assets of discontinued operations		0.3		
Total current assets	286.8	271.8		
Property, plant and equipment, net	289.2	301.5		
Equity method investment	5.0	_		
Identifiable intangible assets, net	12.5	15.1		
Goodwill	42.2	104.3		
Other noncurrent assets	9.8	8.2		
TOTAL ASSETS	\$ 645.5	\$ 700.9		
LIABILITIES, REDEEMABLE PREFERRED STOCK AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Trade payables	115.8	100.9		
Accrued liabilities	46.4	51.8		
Long-term debt due within one year	2.3	2.3		
Current liabilities of discontinued operations		0.1		
Total current liabilities	164.5	155.1		
Accrued pension benefits	42.0	38.0		
Environmental liabilities	11.6	11.7		
Long-term debt, net	354.2	312.1		
Common stock warrant liability	4.4	6.9		
Deferred income taxes	2.5	6.7		
Other noncurrent liabilities	6.9	5.4		
Noncurrent liabilities of discontinued operations		0.7		
TOTAL LIABILITIES	586.1	536.6		
Redeemable Preferred Stock	24.9	21.9		
Stockholders' equity:				
Preferred stock	_	_		
Additional paid-in capital	546.7	546.0		
Accumulated deficit	(506.2)	(403.3		
Treasury stock	_	(0.1		
Accumulated other comprehensive loss	(7.1)	(1.0		
Total stockholders' equity—Real Industry, Inc.	33.4	141.6		
Noncontrolling interest	1.1	0.8		
TOTAL STOCKHOLDERS' EQUITY	34.5	142.4		
TOTAL LIABILITIES, REDEEMABLE PREFERRED STOCK				
AND STOCKHOLDERS' EQUITY	\$ 645.5	\$ 700.9		

## 2016 FINANCIAL STATEMENTS CONT'D

#### Unaudited Condensed Consolidated Statements of Operations

	Three Months Ended December 31.				Year Ended December 31.			
		2016	-	2015	_	2016		2015
(In millions, except per share amounts)		audited)		(Unaudited)		(Audited)		(Audited)
Revenues	\$	304.5	\$	300.5	\$	1,249.7	\$	1,145.6
Cost of sales		293.3		277.1		1,183.0		1,070.7
Gross profit		11.2		23.4		66.7		74.9
Selling, general and administrative expenses		14.9		16.2		61.0		56.0
Losses (gains) on derivative financial instruments, net		(0.3)		1.2		0.2		4.2
Amortization of identifiable intangible assets		0.6		1.4		2.4		2.0
Goodwill impairment		61.8		_		61.8		_
Other operating expense, net		1.4		1.8		6.0		2.5
Operating profit (loss)		(67.2)		2.8		(64.7)		10.2
Nonoperating expense (income):								
Interest expense (income), net		9.8		8.3		37.3		34.9
Change in fair value of common stock warrant liability		0.2		(0.7)		(2.4)		1.5
Acquisition-related costs and expenses		1.0		_		1.0		14.8
Loss from equity method investment		1.1		_		1.1		_
Foreign exchange losses on intercompany loans		3.4		1.3		2.4		1.3
Other, net		(0.6)		(1.2)		(0.3)		(1.5)
Total nonoperating expense, net		14.9		7.7		39.1		51.0
Loss from continuing operations before income taxes		(82.1)		(4.9)		(103.8)		(40.8)
Income tax benefit		(1.0)		(2.4)		(0.6)		(9.1)
Loss from continuing operations		(81.1)		(2.5)		(103.2)		(31.7)
Earnings (loss) from discontinued operations,								
net of income taxes		0.5		(1.6)		0.6		24.9
Net loss		(80.6)		(4.1)		(102.6)		(6.8)
Earnings (loss) from continuing operations								
attributable to noncontrolling interest		(0.2)		(0.2)		0.3		0.1
Net loss attributable to Real Industry, Inc.	\$	(80.4)	\$	(3.9)	\$	(102.9)	\$	(6.9)
LOSS PER SHARE								
Net loss attributable to Real Industry, Inc.	\$	(80.4)	\$	(3.9)	\$	(102.9)	\$	(6.9)
Dividends on Redeemable Preferred Stock, in-kind		(0.6)		(0.5)		(2.0)		(1.5)
Accretion of fair value adjustment to								
Redeemable Preferred Stock		(0.2)		(0.2)		(1.0)		(0.8)
Net loss available to common stockholders	\$	(81.2)	\$	(4.6)	\$	(105.9)	\$	(9.2)
Basic and diluted loss per share:								
Continuing operations	\$	(2.84)	\$	(0.16)	\$	(3.68)	\$	(0.35)
Discontinued operations				<u> </u>		<u> </u>		<u> </u>
Basic and diluted loss per share	\$	(2.84)	\$	(0.16)	\$	(3.68)	\$	(0.35)



# SEGMENT ADJUSTED EBITDA RECONCILIATION TO REAL INDUSTRY NET LOSS

(In millions)		Three Months Ended December 31,				Year Ended December 31,			
		2016		2015		2016		2015	
Segment Adjusted EBITDA	\$	11.8	\$	17.1	\$	67.9	\$	70.3	
Unrealized gains (losses) on derivative financial instruments		0.1				1.0		(0.8)	
Segment depreciation and amortization		(11.9)		(8.3)		(48.5)		(32.5)	
Amortization of inventories and supplies purchase									
accounting adjustments		(0.2)		(0.7)		(1.1)		(9.2)	
Corporate and Other selling, general and administrative expenses		(3.1)		(3.4)		(15.5)		(13.9)	
Goodwill impairment		(61.8)		_		(61.8)			
Other, net		(2.1)		(1.5)		(6.7)		(3.7)	
Operating profit (loss)		(67.2)		3.2		(64.7)		10.2	
Interest expense, net		(9.8)		(8.3)		(37.3)		(34.9)	
Change in fair value of common stock warrant liability		(0.2)		0.7		2.4		(1.5)	
Acquisition-related costs and expenses		(1.0)		_		(1.0)		(14.8)	
Foreign exchange losses on intercompany loans		(3.4)		(1.3)		(2.4)		(1.3)	
Loss from equity method investment		(1.1)		_		(1.1)		_	
Other nonoperating income, net		0.6		0.8		0.3		1.5	
Income tax benefit		1.0		2.4		0.6		9.1	
Earnings (loss) from discontinued operations,									
net of income taxes		0.5		(1.6)		0.6		24.9	
Net loss	\$	(80.6)	\$	(4.1)	\$	(102.6)	\$	(6.8)	



## REAL ALLOY<sup>(1)</sup> ADJUSTED EBITDA RECONCILIATION



illions)	2011	2012	2013	2014	2015
Net income (loss)	\$68.7	\$26.4	\$19.0	\$29.3	(\$27.2)
Interest expense	0.0	0.0	0.0	0.0	35.0
Provision for income taxes	14.6	11.9	4.3	1.1	5.5
Depreciation and amortization	11	15.8	21.6	25.6	40.1
EBITDA	\$94.3	\$54.1	\$44.9	\$56.0	\$53.4
Goodwill impairment					
Acquisition related costs and expenses	0.0	0.0	0.0	0.0	8.9
Amortization of purchase accounting adjustments	0.0	0.0	0.0	0.0	9.2
Foreign currency losses on intercompany loans	0.0	0.0	0.0	0.0	1.6
Restructuring charges	0.2	2.4	3.3	2.6	0.3
Unrealized losses (gains) on derivatives	3.2	(1.5)	(0.8)	2.6	(0.6)
Net income attributable to non-controlling interest	1.0	1.3	1.0	0.9	0.3
Loss on disposal of assets	0.1	0.8	1.3	2.2	2.2
Stock-based compensation expense related to Real Alloy employees and non-Real Alloy employees	3.0	4.2	4.8	3.9	0.5
SG&A allocated from Aleris not directly associated with the business	13.6	12.0	12.6	12.8	1.3
Excluded entities/facilities	(6.7)	(3.6)	(3.3)	0.0	0.0
Medical expense adjustment	0.0	0.0	4.3	3.1	0.0
Extreme winter weather	0.0	0.0	0.0	2.1	0.0
Other	(3.3)	(0.8)	1.4	1.4	4.7
Segment Adjusted EBITDA	\$105.4	\$68.9	\$69.5	\$87.6	\$81.8

<sup>(1)</sup> Historical financial data is of the Global Recycling and Specification Alloys business of Aleris. Adjusted EBITDA does not include any estimated standalone impact.

Note: For relevant footnotes, see standalone audited financial statements for December 31, 2015 filed with the SEC on form 8K dated August 9, 2016, for fiscal years ended December 31, 2014, 2013 and 2012 filed with the SEC on Form 8-K dated June 29, 2015, and Prospectus Supplement No. 1 dated January 29, 2015 for fiscal year ended December 31, 2011.