



# Third-Quarter 2017 Earnings Supporting Information

*October 26, 2017*

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# Forward-looking statements and non-GAAP financial information

This presentation includes "forward-looking" statements within the meaning of the federal securities laws. You can generally identify the company's forward-looking statements by words such as "anticipate," "believe," "could," "estimate," "expect," "forecast," "outlook," "intend," "may," "possible," "potential," "predict," "project," "seek," "target," "could," "may," "should" or "would" or other similar words, phrases or expressions that convey the uncertainty of future events or outcomes. The company cautions readers that actual results may differ materially from those expressed or implied in forward-looking statements made by or on behalf of the company due to a variety of factors, such as: the impact of mark-to-market accounting; the company's ability to realize the expected benefits of the spinoff; the costs associated with being an independent public company, which may be higher than anticipated; deterioration in world economic conditions, or in economic conditions in any of the geographic regions in which the company conducts business, including additional adverse effects from global economic slowdown, terrorism or hostilities, including political risks associated with the potential instability of governments and legal systems in countries in which the company or its customers conduct business, and changes in currency valuations; the effects of fluctuations in customer demand on sales, product mix and prices in the industries in which the company operates, including the ability of the company to respond to rapid changes in customer demand, the effects of customer bankruptcies or liquidations, the impact of changes in industrial business cycles, and whether conditions of fair trade exist in U.S. markets; competitive factors, including changes in market penetration, increasing price competition by existing or new foreign and domestic competitors, the introduction of new products by existing and new competitors, and new technology that may impact the way the company's products are sold or distributed; changes in operating costs, including the effect of changes in the company's manufacturing processes, changes in costs associated with varying levels of operations and manufacturing capacity, availability of raw materials and energy, the company's ability to mitigate the impact of fluctuations in raw materials and energy costs and the effectiveness of its surcharge mechanism, changes in the expected costs associated with product warranty claims, changes resulting from inventory management, cost reduction initiatives and different levels of customer demands, the effects of unplanned work stoppages, and changes in the cost of labor and benefits; the success of the company's operating plans, announced programs, initiatives and capital investments (including the jumbo bloom vertical caster and advanced quench-and-temper facility), the ability to integrate acquired companies, the ability of acquired companies to achieve satisfactory operating results, including results being accretive to earnings, the company's ability to maintain appropriate relations with unions that represent its associates in certain locations in order to avoid disruptions of business; and availability of financing and interest rates, which affect the company's cost of funds and/or ability to raise capital, the company's pension obligations and investment performance, and/or customer demand and the ability of customers to obtain financing to purchase the company's products or equipment that contain its products. Additional risks relating to the company's business, the industries in which the company operates or the company's common shares may be described from time to time in the company's filings with the SEC. All of these risk factors are difficult to predict, are subject to material uncertainties that may affect actual results and may be beyond the company's control. Readers are cautioned that it is not possible to predict or identify all of the risks, uncertainties and other factors that may affect future results and that the above list should not be considered to be a complete list. Except as required by the federal securities laws, the company undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

This presentation also includes certain non-GAAP financial measures as defined by SEC rules. A reconciliation of those measures to the most directly comparable GAAP equivalent is contained in the Appendix. Please see discussion of non-GAAP financial measures in the Appendix.



# Third-quarter 2017 highlights

- Shipments of approximately 290,000 tons – an increase of 63 percent year over year, driven by new business and increased market demand
- Adjusted EBITDA <sup>(1)</sup> improved 141 percent year over year, primarily from increased labor productivity and operating cost improvements from higher volume
- Announced third price increase this year
  - \$40 per ton on spot shipments beginning October 1, 2017 for SBQ bar and January 1, 2018 for seamless mechanical tubing products



The Ohio Department of Veterans Services (DVS) recognized TimkenSteel for its recruitment and retention of veterans. Thirteen percent of our workforce are military veterans, making us one of the state's leading employers of veterans.

*Above: Chip Tansill, Director of the Ohio DVS, presents a TimkenSteel employee and veteran with a DVS Challenge Coin.*

<sup>(1)</sup> Please see the discussion of Non-GAAP Financial Measures in the Appendix

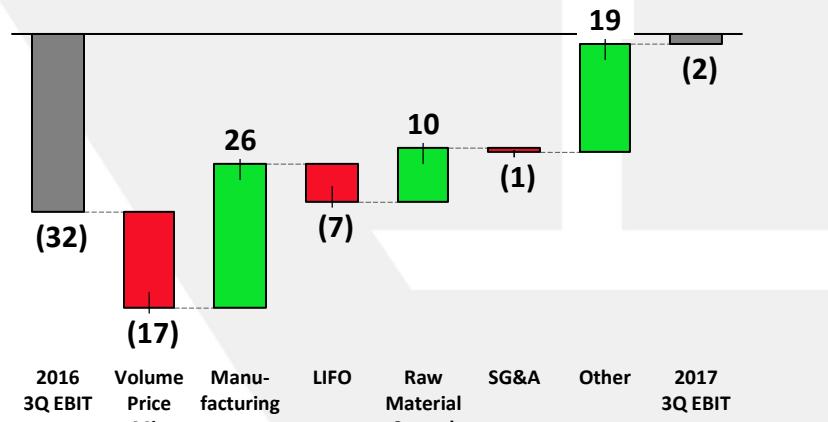


# Operating performance

(Dollars per million)

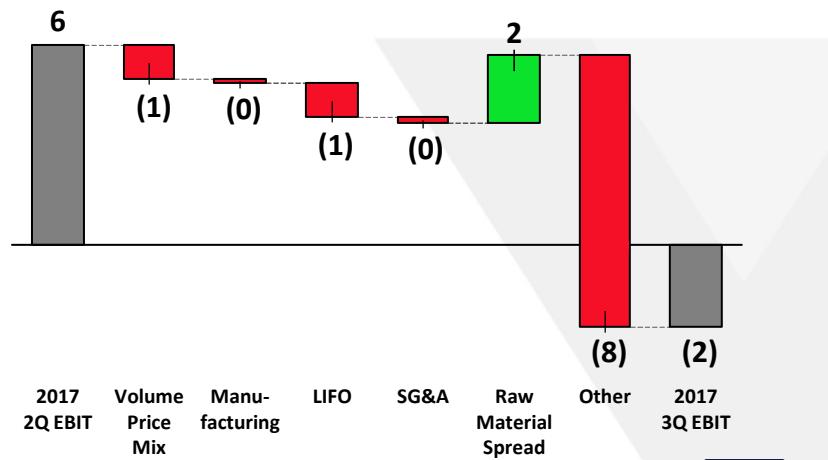
## EBIT 2016 3Q vs. 2017 3Q

- Increased market penetration and end-market demand recovery were offset by shift in product mix and price pressure
- Melt utilization was 74 percent for the quarter, compared with 44 percent in third-quarter 2016; higher volumes improved both melt utilization and operating cost leverage
- Favorable raw material spread was largely driven by increases in scrap and alloy indices
- “Other” represents the actuarial loss from the re-measurement of the salaried pension plan



## EBIT 2017 2Q vs. 2017 3Q

- Shipments were 2 percent below second-quarter
- Melt utilization was 74 percent for the quarter, compared with 76 percent in second-quarter 2017
- “Other” represents the actuarial loss from the re-measurement of the salaried pension plan and a one-time supplier refund received in the second quarter



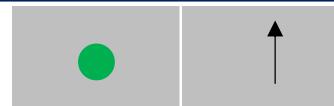
# 2017 market outlook

## Direct End Markets

	Market Sentiment	TimkenSteel Sentiment	
<b>North American Light Vehicles</b>	●	↔	Market strong but peaking at a record-high level; anticipate periodic slowdowns for inventory adjustments
<b>Mining</b>	●	↗	Overall base activity levels improving
<b>Machinery</b>	●	↔	Improving aftermarket activity levels, but OEM build rates still flat
<b>Rail</b>	●	↔	Total railcar traffic improving; industry direction influenced by direction of automotive, construction and power (coal and oil/gas) markets
<b>Agriculture</b>	■	↔	Reduced net farm income expected to impact capital expenditures
<b>Oil and Gas</b>	●	↔	Drilling activity continues to increase and oil prices are expected to remain stable; drilled but uncompleted wells are at record highs
<b>Oil County Tubular Goods (OCTG)</b>	●	↔	Strong market demand from ramp in drilling and low inventory levels

## Channels

Distribution



Low inventory levels in industrial and energy end markets have spurred restocking buys



# Outlook

## Guidance

### Fourth-quarter 2017 revenue

- Shipments are expected to be between 3 percent and 5 percent higher than third-quarter 2017 as markets continue to recover

### Fourth-quarter 2017 Adjusted EBITDA<sup>(1)</sup>

- Adjusted EBITDA<sup>(1)</sup> is projected to be between breakeven and \$10 million. At this time, the company is unable to reconcile its fourth quarter outlook for adjusted EBITDA to a comparable GAAP range due to an expected full re-measurement of its pension and OPEB plan assets and obligations at December 31, 2017. The amount of the gain or loss from the re-measurement cannot currently be estimated.
- Expenses associated with annual maintenance activities are anticipated to be between \$8 million and \$12 million
- Raw material spread is expected to be lower in the fourth quarter primarily due to a decrease in the average No. 1 Busheling Index

### Other

- 2017 capital spending is projected to be \$40 million

Source: TimkenSteel as of October 26, 2017

<sup>(1)</sup> Please see the discussion of Non-GAAP Financial Measures in the Appendix





## Appendix

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## (1) Non-GAAP financial measures

TimkenSteel reports its financial results in accordance with accounting principles generally accepted in the United States ("GAAP") and corresponding metrics as non-GAAP financial measures. This presentation includes references to the following non-GAAP financial measures: EBIT, EBITDA, Adjusted EBIT and Adjusted EBITDA. These are important financial measures used in the management of the business, including decisions concerning the allocation of resources and assessment of performance. Management believes that reporting these non-GAAP financial measures is useful to investors as these measures are representative of the Company's performance and provide improved comparability of results.

See the attached schedules for definitions of the non-GAAP financial measures referred to above and corresponding reconciliations of these non-GAAP financial measures to the most comparable GAAP financial measures, as well as supplemental financial data. At this time, the company is unable to reconcile its fourth quarter outlook for Adjusted EBITDA to a comparable GAAP range due to an expected full re-measurement of its pension and OPEB plan assets and obligations at December 31, 2017. The amount of the gain or loss from the re-measurement cannot currently be estimated. Non-GAAP financial measures should be viewed as additions to, and not as alternatives for, TimkenSteel's results prepared in accordance with GAAP. In addition, the non-GAAP measures TimkenSteel uses may differ from non-GAAP measures used by other companies, and other companies may not define the non-GAAP measures TimkenSteel uses in the same way.



# Supplemental information (1)

(Dollars in millions, except per ton data) (Unaudited)

Figures in the table may not recalculate exactly as presented in the earnings release due to rounding

	First Quarter			Second Quarter			Third Quarter			Fourth Quarter			Total		
	2015	2016	2017	2015	2016	2017	2015	2016	2017	2015	2016	2017	2015	2016	2017
Industrial															
Ship Tons (k)	116.5	72.1	99.4	89.1	74.6	102.8	64.9	70.2	106.2	58.4	67.4		328.9	284.3	308.4
Net Sales	\$ 164.9	\$ 82.3	\$ 110.6	\$ 118.4	\$ 84.2	\$ 120.2	\$ 85.0	\$ 79.7	\$ 126.3	\$ 69.5	\$ 77.5		\$ 437.8	\$ 323.7	357.1
Less Surcharges	34.2	6.1	20.4	18.3	9.5	27.7	12.7	11.3	28.8	7.1	9.0		72.3	35.9	76.9
Base Sales	\$ 130.7	\$ 76.2	\$ 90.2	\$ 100.1	\$ 74.7	\$ 92.5	\$ 72.3	\$ 68.4	\$ 97.5	\$ 62.4	\$ 68.5		\$ 365.5	\$ 287.8	\$ 280.2
Net Sales/Ton	\$ 1,415	\$ 1,141	\$ 1,113	\$ 1,329	\$ 1,129	\$ 1,169	\$ 1,310	\$ 1,135	\$ 1,189	\$ 1,190	\$ 1,150		\$ 1,331	\$ 1,139	\$ 1,158
Base Sales/Ton	\$ 1,122	\$ 1,057	\$ 907	\$ 1,123	\$ 1,001	\$ 900	\$ 1,114	\$ 974	\$ 918	\$ 1,068	\$ 1,016		\$ 1,111	\$ 1,012	\$ 909
Mobile															
Ship Tons (k)	102.0	107.2	114.9	105.9	109.7	108.7	102.4	100.5	100.8	106.9	95.6		417.2	413.0	324.4
Net Sales	\$ 131.3	\$ 121.3	\$ 136.6	\$ 127.3	\$ 124.1	\$ 135.6	\$ 124.7	\$ 120.4	\$ 127.5	\$ 121.1	\$ 109.6		\$ 504.4	\$ 475.4	399.7
Less Surcharges	24.2	8.8	22.9	16.4	12.9	28.2	15.7	16.3	27.1	10.7	12.3		67.0	50.3	78.2
Base Sales	\$ 107.1	\$ 112.5	\$ 113.7	\$ 110.9	\$ 111.2	\$ 107.4	\$ 109.0	\$ 104.1	\$ 100.4	\$ 110.4	\$ 97.3		\$ 437.4	\$ 425.1	\$ 321.5
Net Sales/Ton	\$ 1,287	\$ 1,132	\$ 1,189	\$ 1,202	\$ 1,131	\$ 1,247	\$ 1,218	\$ 1,198	\$ 1,265	\$ 1,133	\$ 1,146		\$ 1,209	\$ 1,151	\$ 1,232
Base Sales/Ton	\$ 1,050	\$ 1,049	\$ 990	\$ 1,047	\$ 1,014	\$ 988	\$ 1,064	\$ 1,036	\$ 996	\$ 1,033	\$ 1,018		\$ 1,048	\$ 1,029	\$ 991
Energy															
Ship Tons (k)	52.6	6.9	16.9	16.9	5.4	25.7	11.4	4.8	26.7	10.1	6.4		91.0	23.5	69.3
Net Sales	\$ 87.7	\$ 10.0	\$ 23.7	\$ 26.9	\$ 9.0	\$ 37.6	\$ 17.7	\$ 7.4	\$ 37.7	\$ 12.3	\$ 9.3		\$ 144.6	\$ 35.7	99.0
Less Surcharges	16.7	0.6	2.9	3.7	0.8	6.0	2.6	0.9	6.4	1.4	0.9		24.4	3.2	15.3
Base Sales	\$ 71.0	\$ 9.4	\$ 20.8	\$ 23.2	\$ 8.2	\$ 31.6	\$ 15.1	\$ 6.5	\$ 31.3	\$ 10.9	\$ 8.4		\$ 120.2	\$ 32.5	\$ 83.7
Net Sales/Ton	\$ 1,667	\$ 1,449	\$ 1,402	\$ 1,592	\$ 1,667	\$ 1,463	\$ 1,553	\$ 1,542	\$ 1,412	\$ 1,218	\$ 1,453		\$ 1,589	\$ 1,519	\$ 1,429
Base Sales/Ton	\$ 1,350	\$ 1,362	\$ 1,231	\$ 1,373	\$ 1,519	\$ 1,230	\$ 1,325	\$ 1,354	\$ 1,172	\$ 1,079	\$ 1,313		\$ 1,321	\$ 1,383	\$ 1,208
Other															
Ship Tons (k)	-	-	48.7	-	-	57.4	-	2.3	56.2	-	23.6		-	25.9	162.3
Net Sales	\$ 4.8	\$ 4.3	\$ 38.5	\$ 5.6	\$ 5.8	\$ 45.9	\$ 5.3	\$ 6.3	\$ 47.6	\$ 3.7	\$ 18.3		\$ 19.4	\$ 34.7	132.0
Less Surcharges	-	-	12.1	-	-	15.7	-	0.4	15.6	-	3.9		-	4.3	43.4
Base Sales	\$ 4.8	\$ 4.3	\$ 26.4	\$ 5.6	\$ 5.8	\$ 30.2	\$ 5.3	\$ 5.9	\$ 32.0	\$ 3.7	\$ 14.4		\$ 19.4	\$ 30.4	\$ 88.6
Net Sales/Ton	N/A	N/A	\$ 791	N/A	N/A	\$ 800	N/A	\$ 2,739	\$ 847	N/A	\$ 775		N/A	\$ 1,340	\$ 813
Base Sales/Ton	N/A	N/A	\$ 542	N/A	N/A	\$ 526	N/A	\$ 2,565	\$ 569	N/A	\$ 610		N/A	\$ 1,174	\$ 546
Total															
Ship Tons (k)	271.1	186.2	279.9	211.9	189.7	294.6	178.7	177.8	289.9	175.4	193.0		837.1	746.7	864.4
Net Sales	\$ 388.7	\$ 217.9	\$ 309.4	\$ 278.2	\$ 223.1	\$ 339.3	\$ 232.7	\$ 213.8	\$ 339.1	\$ 206.6	\$ 214.7		\$ 1,106.2	\$ 869.5	987.8
Less Surcharges	75.1	15.5	58.3	38.4	23.2	77.6	31.0	28.9	77.9	19.2	26.1		163.7	93.7	213.8
Base Sales	\$ 313.6	\$ 202.4	\$ 251.1	\$ 239.8	\$ 199.9	\$ 261.7	\$ 201.7	\$ 184.9	\$ 261.2	\$ 187.4	\$ 188.6		\$ 942.5	\$ 775.8	\$ 774.0
Net Sales/Ton	\$ 1,434	\$ 1,170	\$ 1,105	\$ 1,313	\$ 1,176	\$ 1,152	\$ 1,302	\$ 1,202	\$ 1,170	\$ 1,178	\$ 1,112		\$ 1,321	\$ 1,164	\$ 1,143
Base Sales/Ton	\$ 1,157	\$ 1,087	\$ 897	\$ 1,132	\$ 1,054	\$ 888	\$ 1,129	\$ 1,040	\$ 901	\$ 1,068	\$ 977		\$ 1,126	\$ 1,039	\$ 895



(1) Please see discussion of Non-GAAP Financial Measures in the Appendix.

## Reconciliation of Earnings (Loss) Before Interest and Taxes (EBIT)<sup>(1)</sup>, Adjusted EBIT<sup>(3)</sup>, Earnings (Loss) Before Interest, Taxes, Depreciation and Amortization (EBITDA)<sup>(2)</sup> and Adjusted EBITDA<sup>(4)</sup> to GAAP Net Income (Loss):

This reconciliation is provided as additional relevant information about the Company's performance. EBIT, Adjusted EBIT, EBITDA, and Adjusted EBITDA are important financial measures used in the management of the business, including decisions concerning the allocation of resources and assessment of performance. Management believes that reporting EBIT, Adjusted EBIT, EBITDA, and Adjusted EBITDA is useful to investors as these measures are representative of the Company's performance. Management also believes that it is appropriate to compare GAAP net income (loss) to EBIT, Adjusted EBIT, EBITDA and Adjusted EBITDA.

	Nine Months Ended September 30,		Three Months Ended September 30,		Three Months Ended June 30,	
	2017	2016	2017	2016	2017	2016
<b>(Dollars in millions) (Unaudited)</b>						
Net Income (Loss)	(\$9.9)	(\$38.5)	(\$5.9)	(\$22.2)	\$1.3	(\$6.6)
Provision (Benefit) for income taxes	1.2	(23.5)	0.1	(13.3)	0.8	(3.8)
Interest expense	11.0	8.0	3.7	3.9	3.7	2.1
<b>Earnings (Loss) Before Interest and Taxes (EBIT) <sup>(1)</sup></b>	<b>\$2.3</b>	<b>(\$54.0)</b>	<b>(\$2.1)</b>	<b>(\$31.6)</b>	<b>\$5.8</b>	<b>(\$8.3)</b>
EBIT Margin <sup>(1)</sup>	0.2%	(8.2)%	(0.6)%	(14.8)%	1.7%	(3.7)%
Depreciation and amortization	56.4	56.2	18.6	19.0	18.9	18.5
<b>Earnings (Loss) Before Interest, Taxes, Depreciation and Amortization (EBITDA) <sup>(2)</sup></b>	<b>\$58.7</b>	<b>\$2.2</b>	<b>\$16.5</b>	<b>(\$12.6)</b>	<b>\$24.7</b>	<b>\$10.2</b>
EBITDA Margin <sup>(2)</sup>	5.9%	0.3 %	4.9 %	(5.9)%	7.3%	4.6 %
Loss from remeasurement of benefit plans	(2.3)	(20.4)	(2.3)	(20.4)	—	—
<b>Adjusted EBIT <sup>(3)</sup></b>	<b>\$4.6</b>	<b>(\$33.6)</b>	<b>\$0.2</b>	<b>(\$11.2)</b>	<b>\$5.8</b>	<b>(\$8.3)</b>
<b>Adjusted EBITDA <sup>(4)</sup></b>	<b>\$61.0</b>	<b>\$22.6</b>	<b>\$18.8</b>	<b>\$7.8</b>	<b>\$24.7</b>	<b>\$10.2</b>

<sup>(1)</sup> EBIT is defined as net income (loss) before interest expense and income taxes. EBIT Margin is EBIT as a percentage of net sales.

<sup>(2)</sup> EBITDA is defined as net income (loss) before interest expense, income taxes, depreciation and amortization. EBITDA Margin is EBITDA as a percentage of net sales.

<sup>(3)</sup> Adjusted EBIT is defined as EBIT excluding the gain (loss) from remeasurement of benefit plans.

<sup>(4)</sup> Adjusted EBITDA is defined as EBITDA excluding the gain (loss) from remeasurement of benefit plans.



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