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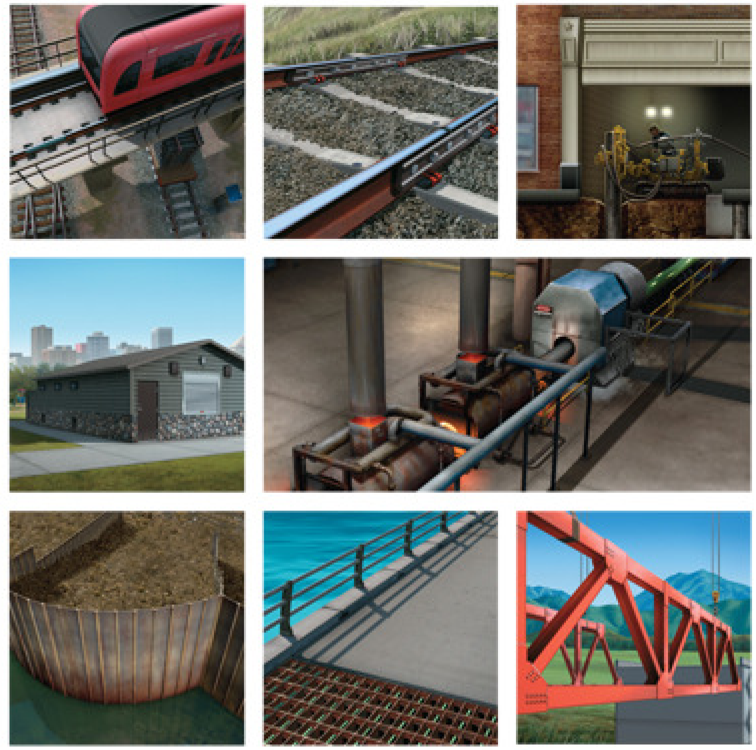

CONSTRUCTION PRODUCTS

4Q16 Earnings Presentation

March 2, 2017

Safe Harbor Statement

This presentation and oral statements regarding the subject matter may contain “forward-looking statements” within the meaning of the United States Private Securities Litigation Reform Act of 1995. We caution you that such statements involve risks, uncertainties and assumptions which could cause actual results to differ materially from those expressed or implied in such statements. Potential risks and uncertainties include, but are not limited to, the impact of economic, competitive, regulatory, political and other risks and uncertainties including economic conditions and regulatory changes caused by the United Kingdom’s likely exit from the European Union, the risk of doing business in international markets, the strength of the markets where the Company participates, continued and sustained declines in energy prices, changes in the cost and availability of raw materials and other products purchased for resale, a lack of state or federal funding for infrastructure projects, the effective implementation of an enterprise resource planning system, our ability to effectuate our strategy, including cost reduction initiatives, the ability to manage our working capital requirements and indebtedness, the ultimate number of concrete ties that will be replaced pursuant to product warranty claims and an overall resolution of the product warranty and related contract claims and costs associated with the outcome of the lawsuit filed by Union Pacific Railroad Corporation, the impact of acquisitions and other strategic investments risks inherent in litigation and those matters set forth in Item 8, Footnote 19, “Commitments and Contingent Liabilities” and in Item 1A, “Risk Factors” of the Company’s Form 10-K for the year ended December 31, 2015, and reports on Form 10-Q thereafter.

L.B. Foster Company assumes no obligation to update or revise any forward-looking information to reflect actual results, changes in assumptions or other factors affecting forward-looking information, except as required by law.

The information in this presentation is unaudited, except where noted otherwise.

Non-GAAP Financial Measures

This earnings presentation discloses the following non-GAAP measures:

- Earnings before interest, taxes, depreciation, and amortization (“EBITDA”);
- EBITDA adjusted for asset impairments (“Adjusted EBITDA”);
- Segment gross profit.

Management believes that these non-GAAP financial measures are useful to investors in the assessment of our operations as well as the use of our assets without regard to financing methods, capital structure, historical cost basis, and the significant asset impairment. Additionally, EBITDA is a financial measurement that management and the board of directors use in the determination of certain compensation programs.

Segment gross profit measures provide investors and other users information to evaluate the performance of the Company’s segments on a more comparable basis to market trends and peers. In addition, segment gross profit represents key metrics utilized by segment managers to monitor selling prices and quantities as well as production and service costs to better evaluate key profitability drivers and trends that may develop due to industry and competitive conditions.

Non-GAAP financial measures are not a substitute for GAAP financial results and should only be considered in conjunction with the Company's financial information that is presented in accordance with GAAP. Quantitative reconciliations of the GAAP measures are included within this presentation.

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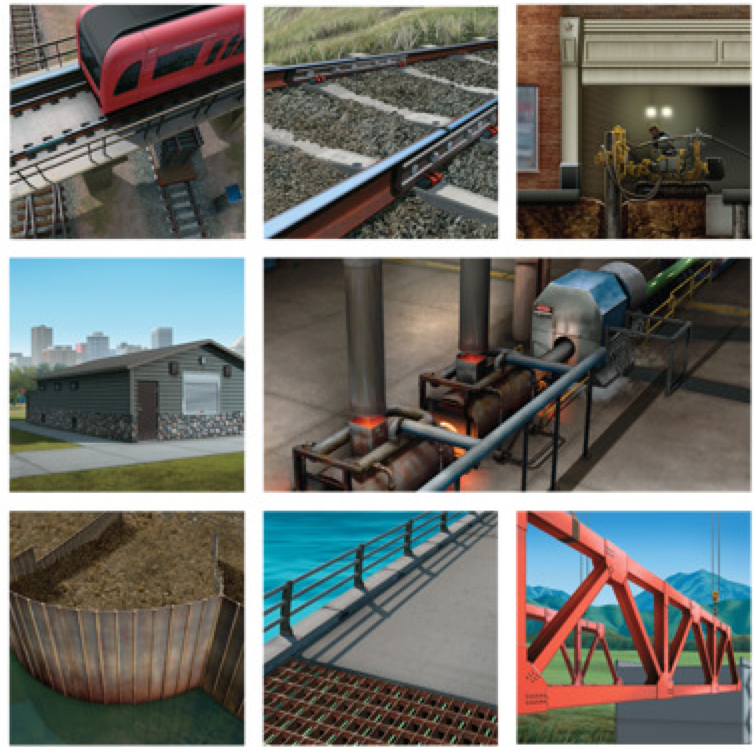

Financial Overview

CONSTRUCTION PRODUCTS

Consolidated Income Statement - QTD

($ in millions, except per share)	Three Months Ended December 31, 2016		Three Months Ended December 31, 2015		Delta	
	$	%	$	%	$	%
Sales	$106.6	-	$139.1	-	$(32.6)	(23.4)%
Gross Profit	18.8	17.6%	29.9	21.5%	(11.1)	(37.1)%
SG&A	20.0	18.8%	24.5	17.6%	(4.5)	(18.3)%
Amortization Expense	1.8	1.6%	3.3	2.4%	(1.5)	(46.7)%
Interest Expense, Net	2.1	2.0%	1.2	0.8%	1.0	83.4%
Other Income	(0.9)	(0.9)%	(4.2)	(3.0)%	3.3	(78.4)%
Pre-tax (Loss) Income	(4.2)	(4.0)%	5.1	3.7%	(9.4)	(182.5)%
Net (Loss) Income	**(40.9)**	**(38.3)%**	**3.3**	**2.4%**	**(44.2)**	**(1,327.5)%**
Diluted (Loss) Income Per Share	**$(3.97)**		**$0.32**		**$(4.29)**	**(1,340.6)%**
EBITDA[1]	**$3.0**	**2.8%**	**$13.4**	**9.7%**	**$(10.5)**	**(78.0)%**

(1) See non-GAAP reconciliation tables at the end of this presentation regarding non-GAAP measures used herein
Note: Figures may not foot due to rounding.

Segment Results

Sales ($ in millions)	Three Months Ended December 31, 2016		Three Months Ended December 31, 2015		Delta	
	$	% of Total	$	% of Total	$	%
Rail Products and Services	$50.4	47.4%	$76.5	54.9%	$(26.0)	(34.0)%
Construction Products	38.5	36.1%	38.5	27.7%	-	-
Tubular and Energy Services	17.6	16.5%	24.2	17.4%	(6.6)	(27.2)%
Total	**$106.6**		**$139.1**		**$(32.6)**	**(23.4)%**

Gross Profit ($ in millions)	Three Months Ended December 31, 2016		Three Months Ended December 31, 2015		Delta	
	$	% Margin	$	% Margin	$	%
Non-GAAP Rail Products and Services (1)	$10.0	19.9%	$17.9	23.4%	$(7.8)	(43.9)%
Non-GAAP Construction Products (1)	6.4	16.7%	7.5	19.4%	(1.0)	(13.7)%
Non-GAAP Tubular and Energy Services (1)	1.6	9.2%	2.9	11.8%	(1.2)	(43.4)%
LIFO income	1.2	-	1.9	-	(0.7)	-
Other	(0.5)	-	(0.2)	-	(0.3)	-
Total	**$18.8**	**17.6%**	**$29.9**	**21.5%**	**$(11.1)**	**(37.1)%**

(1) See non-GAAP reconciliation tables at the end of this presentation regarding non-GAAP measures used herein
Note: Figures may not foot due to rounding.

Consolidated Income Statement - YTD

($ in millions, except per share)	Twelve Months Ended December 31, 2016 $	%	Twelve Months Ended December 31, 2015 $	%	Delta $	%
Sales	$483.5	-	$624.5	-	$(141.0)	(22.6)%
Gross Profit	90.4	18.7%	133.7	21.4%	(43.3)	(32.4)%
SG&A	86.0	17.8%	92.6	14.8%	(6.7)	(7.2)%
Amortization Expense	9.6	2.0%	12.2	2.0%	(2.7)	(21.8)%
Asset Impairments	135.9	28.1%	80.3	12.9%	55.5	69.1%
Interest Expense, Net	6.3	1.3%	4.2	0.7%	2.2	51.6%
Other Income	(0.2)	N/M	(5.2)	(0.8)%	4.9	(95.5)%
Pre-tax Loss	(147.2)	(30.4)%	(50.6)	(8.1)%	(96.6)	191.0%
Net Loss	**(141.7)**	**(29.3)%**	**(44.4)**	**(7.1)%**	**(97.2)**	**218.7%**
Diluted Loss Per Share	**$(13.79)**		**$(4.33)**		**$(9.46)**	**218.5%**
EBITDA	**$(117.4)**	**(24.3)%**	**$(19.7)**	**(3.2)%**	**$(97.6)**	**(494.8)%**
Adjusted EBITDA [1]	**$18.5**	**3.8%**	**$60.6**	**9.7%**	**$(42.1)**	**(69.4)%**

(1) See non-GAAP reconciliation tables at the end of this presentation regarding non-GAAP measures used herein
Note: Figures may not foot due to rounding.

Balance Sheet

($ in millions)	December 31, 2016	December 31, 2015
ASSETS		(audited)
Current assets:		
Cash and cash equivalents	$30.4	$33.3
Accounts receivable – net	66.6	78.5
Inventories – net	83.2	96.4
Other current assets	19.4	6.3
Total current assets	**199.6**	**214.5**
Property, plant and equipment – net	104.0	126.7
Other assets:		
Goodwill	18.9	81.7
Other intangibles – net	63.5	134.9
Other assets	7.0	8.8
Total assets	**$393.0**	**$566.7**
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable and accrued liabilities	$61.8	$81.6
Accrued warranty	10.2	8.8
Current maturities of long-term debt	10.4	1.3
Total current liabilities	**82.3**	**91.6**
Long-term debt	149.2	167.4
Other long-term liabilities	28.3	24.8
Total stockholders' equity	**133.3**	**282.8**
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	**$393.0**	**$566.7**

Note: Figures may not foot due to rounding.

Cash Flows

($ in millions)	Twelve Months Ended December 31, 2016	Twelve Months Ended December 31, 2015
Net loss and non-cash items	$24.1	$47.0
Receivables	12.0	31.2
Inventory	10.5	4.3
Payables and deferred revenue	(15.0)	(19.5)
Working capital subtotal	**7.4**	**16.1**
All other	(11.6)	(6.9)
Operating cash flow	**19.9**	**56.2**
Capital expenditures	(7.7)	(14.9)
Dividends	(1.2)	(1.7)
Acquisitions	-	(196.0)
Debt proceeds / (payments) – net	(9.2)	140.0
All other	(4.8)	(2.3)
Net decrease in cash	**(2.9)**	**(18.7)**
Cash balance, end of period	**$30.4**	**$33.3**

Note: Figures may not foot due to rounding.

New Order Summary

($ in millions)	New Orders Entered		Delta	
	Three Months Ended December 31, 2016	Three Months Ended December 31, 2015	$	%
Rail Products and Services	$61.2	$66.7	$(5.5)	(8.2)%
Construction Products	34.7	20.6	14.1	68.2%
Tubular and Energy Services	17.5	27.4	(10.0)	(36.3)%
Total	**$113.4**	**$114.7**	**$(1.4)**	**(1.2)%**

- 4Q 2016 new orders increased for all Construction Products' businesses compared to 4Q 2015, most significant increases were for Bridge and Concrete products
- Consolidated 4Q new orders increased by 2.3% from 3Q 2016

Note: Figures may not foot due to rounding.

Backlog Summary

($ in millions)	Backlog		Delta	
	December 31, 2016	December 31, 2015	$	%
Rail Products and Services	$62.7	$85.2	$(22.5)	(26.4)%
Construction Products	72.0	45.4	26.6	58.6%
Tubular and Energy Services	12.8	34.1	(21.4)	(62.6)%
Total	**$147.5**	**$164.7**	**$(17.3)**	**(10.5)%**

Note: Figures may not foot due to rounding.

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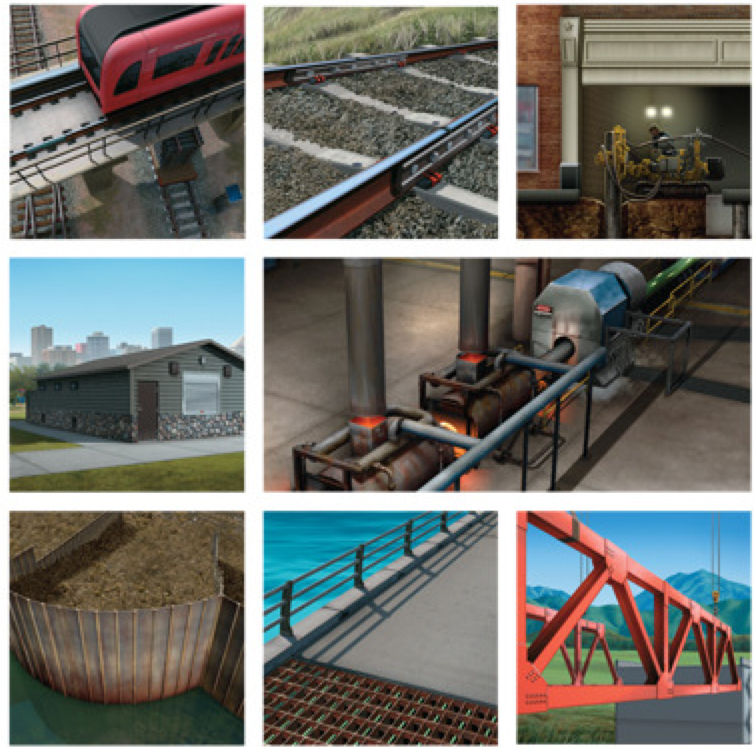


CONSTRUCTION PRODUCTS

Business Review

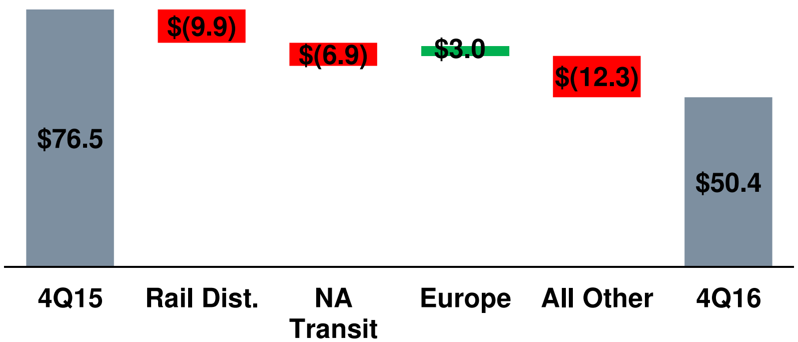
Financial Highlights

Metrics	4Q16	4Q15	Variance
Sales	$106.6 million	$139.1 million	$(32.6) million, (23.4)%
Gross Profit Margin	17.6%	21.5%	(380) Bps
EBITDA	$3.0 million	$13.4 million	$(10.5) million, (78.0)%
Net (Loss) Income per Diluted Share	$(3.97)	$0.32	$(4.29)
Operating Cash Flow	$8.0 million	$42.5 million	$(34.5) million

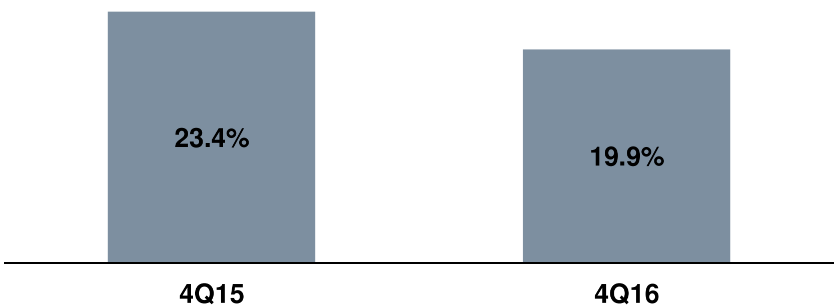
Rail Products and Services

4Q16 Results

Sales
($ in millions)



Non-GAAP Gross Profit Margin (1)



Commentary

- Sales decreased by 34.0% with declines across all North American rail divisions
  - Sales decrease primarily volume driven due to significantly less freight rail spending
  - Lower rail pricing continued to impact rail distribution sales
- Non-GAAP gross profit margin of 19.9% decreased by 350 basis points due to reduced sales volumes and warranty charge
- Continued cost cutting activities in 4Q

Market Outlook

4Q16 Trends / Outlook:

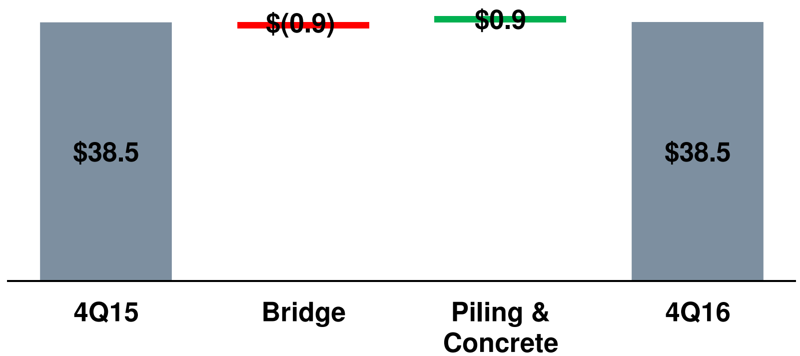
- Overall class one railroad capital spending forecasted to decline, although bidding activity in our segment has increased
- Market prices may improve as scrap prices increase
- US transit market expected to maintain or improve from current spend levels
- Favorable market outlook for European rail division

(1) See non-GAAP reconciliation tables at the end of this presentation regarding non-GAAP measures used herein

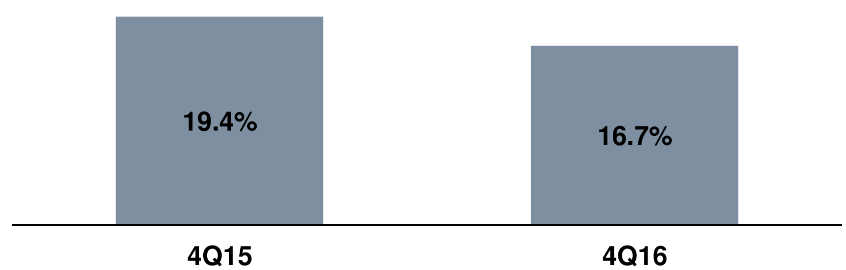
Construction Products

4Q16 Results

Sales
($ in millions)



Non-GAAP Gross Profit Margin (1)



Commentary

- Sales flat due to Bridge project start delays offset by increased Piling and Concrete Products revenue
- Non-GAAP gross profit margin of 16.7% decreased by 270 basis points primarily driven by Piling Products
- Continued cost cutting activities in 4Q

Market Outlook

4Q16 Trends / Outlook:

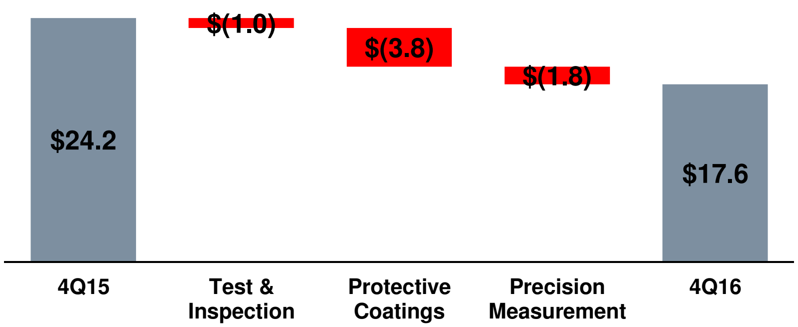
- Backlog in bridge decking projects near record level
    - Peace Bridge contract to run through 2Q18
- Pricing for commodity piling solutions remains very competitive
- Pre-cast concrete products continues to grow
    - Expanded product offerings having a positive impact

(1) See non-GAAP reconciliation tables at the end of this presentation regarding non-GAAP measures used herein

Tubular and Energy Services

4Q16 Results

Sales
($ in millions)



Non-GAAP Gross Profit Margin (1)

Commentary

- Sales decreased by 27.2% with declines in all product categories except water well products
- Non-GAAP gross profit margin of 9.2% driven by lower margins for protective coating services and precision measurement systems
  - Margin erosion driven by volume related deleveraging and competitive pricing pressure
  - Continued cost cutting activities in 4Q

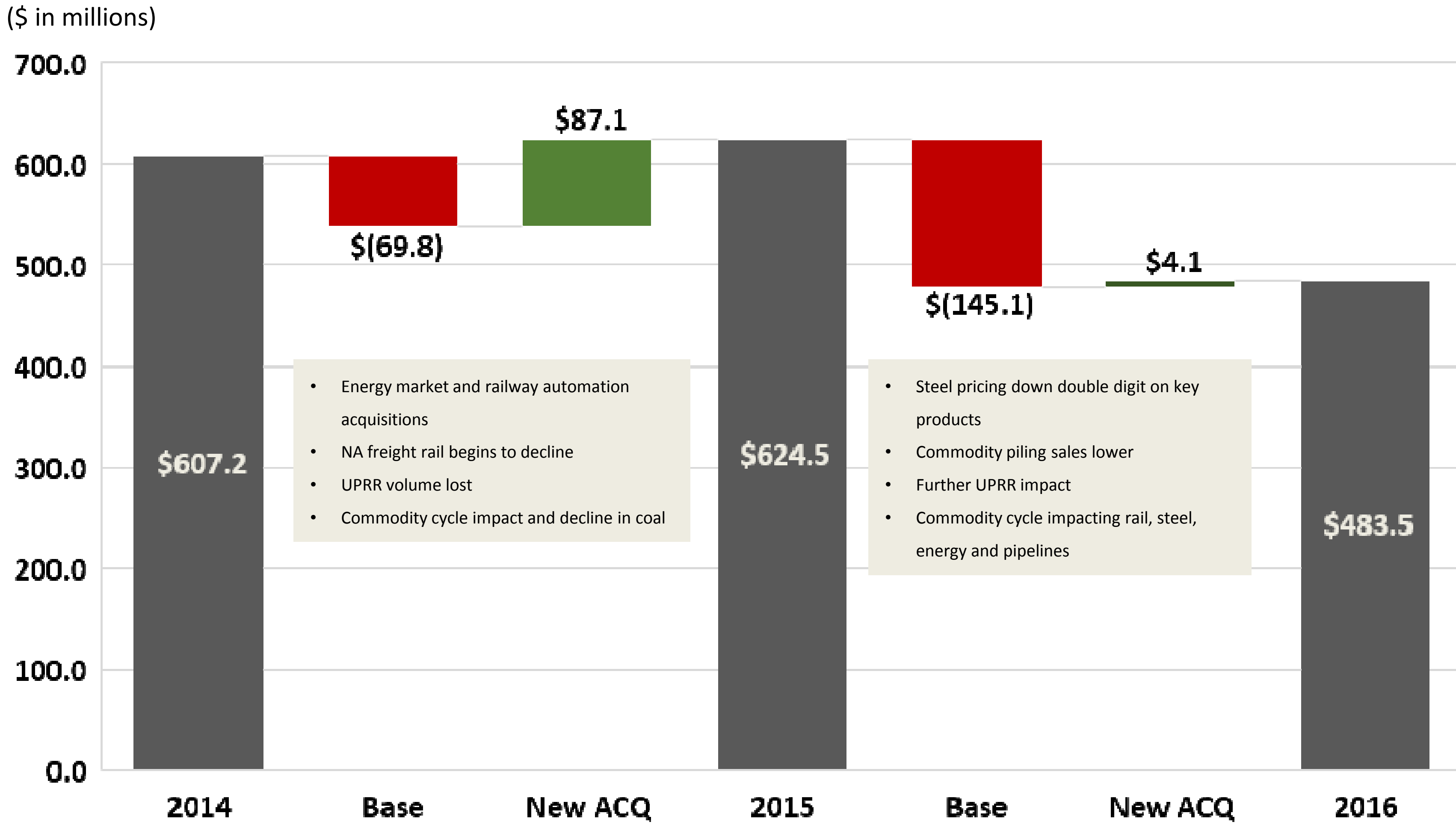
Market Outlook

4Q16 Trends / Outlook

- Upstream oil and gas market is showing signs of recovery
  - Test & Inspection is well positioned to benefit from increased rig count activity
- Backlog continues to decline in divisions serving midstream market
  - Expect second half 2017 improvement

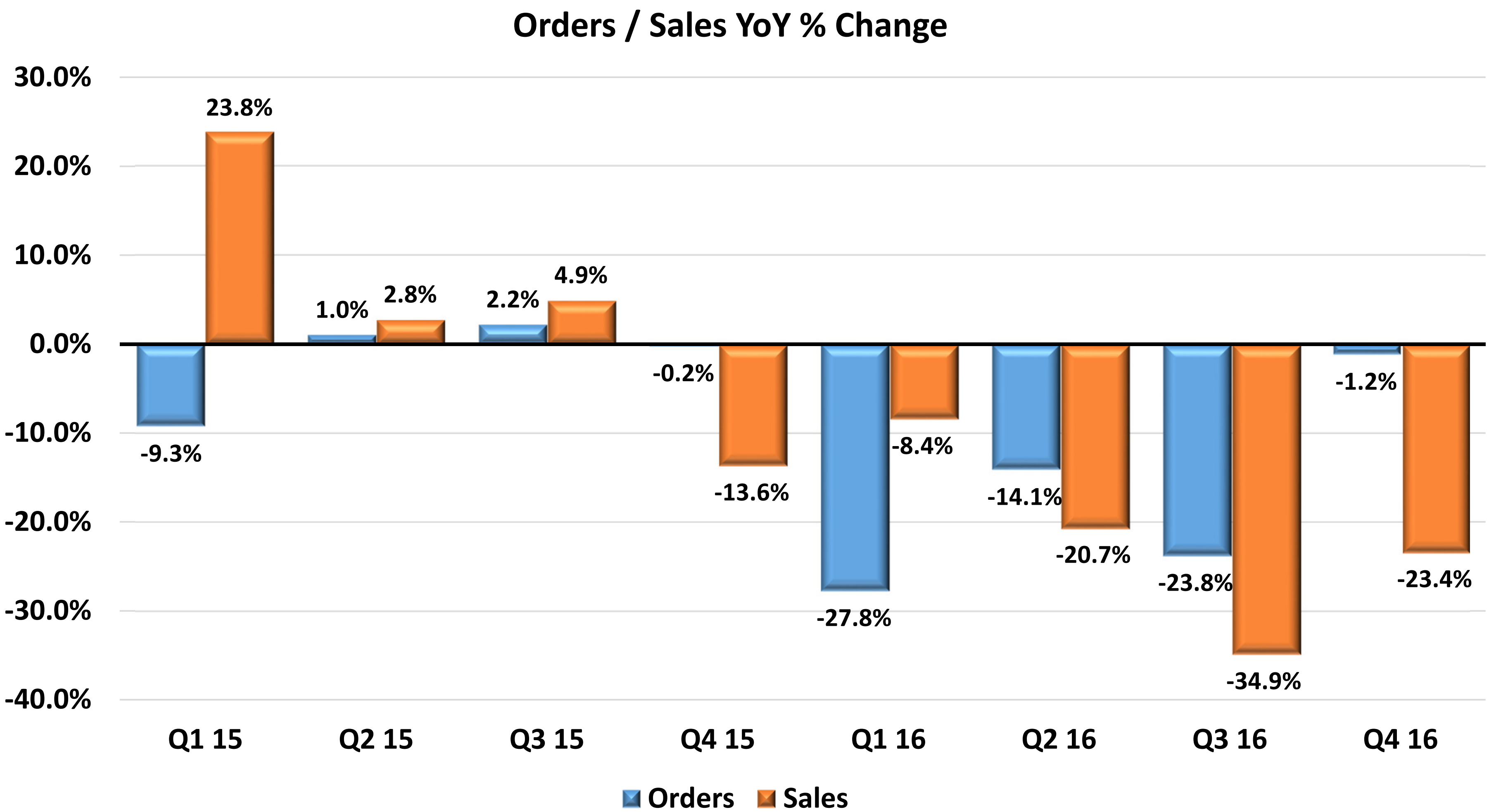
(1) See non-GAAP reconciliation tables at the end of this presentation regarding non-GAAP measures used herein

Two Year Sales Bridge – 2014 to 2016



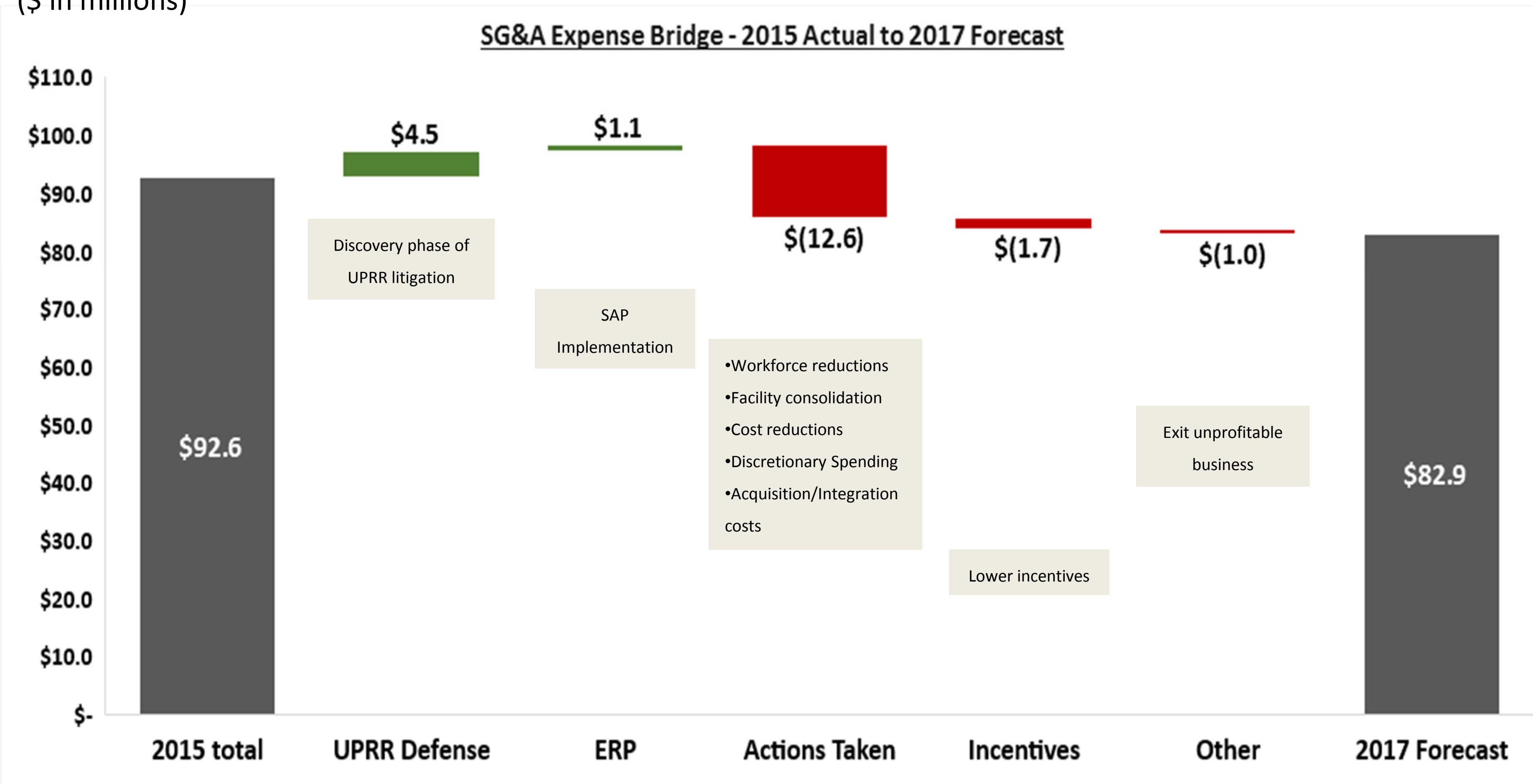
Note: New ACQ consists of IOS (Test and Inspection Services), Chemtec (Precision Measurement) & TEW Group (Europe Automation Solutions)

New Orders and Sales Comparison
Q1 2015 Through Q4 2016



SG&A Expense during Restructuring Period
2015 Actual to 2017 Forecast

($ in millions)



Key Takeaways

- Significant restructuring and cost-cutting accomplished
  - Additional cost cutting actions enacted in 4Q to align with lower volume
- Modest recovery expected in North American freight rail in 2017
  - Global transit market looks positive, particularly in Europe
- Following improved 4Q, upstream energy market activity expected to improve further in 2017
- Steel industry facing conditions that typically favor increasing prices, however prices in markets we serve continued to remain under pressure in 4Q
- Company continues to focus on free cash flow generation, reduces capex in 2017
- 4Q amendment to Credit Agreement provides operating flexibility to manage through weak operating results

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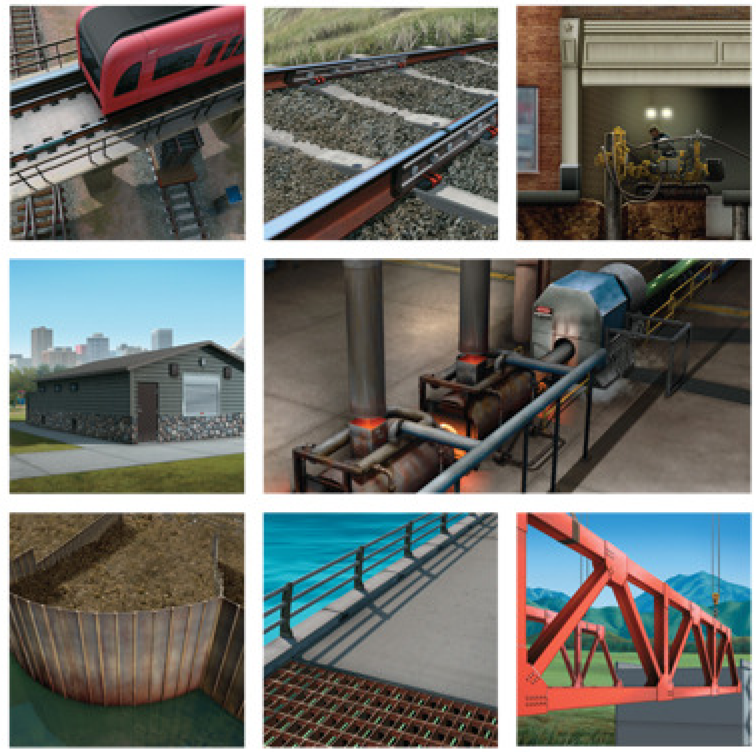

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Appendix

Non-GAAP Reconciliations

Non-GAAP Financial Measures: EBITDA

($ in millions)	Three Months Ended December 31, 2016	Three Months Ended December 31, 2015
Net (loss) income as reported	$(40.9)	$3.3
Interest expense, net	2.1	1.2
Income tax expense	36.6	1.8
Depreciation	3.3	3.8
Amortization	1.8	3.3
EBITDA	**$3.0**	**$13.4**

Note: Figures may not foot due to rounding.

Non-GAAP Financial Measures: Adjusted EBITDA

($ in millions)	Twelve Months Ended December 31, 2016	Twelve Months Ended December 31, 2015
Net loss as reported	$(141.7)	$(44.4)
Interest expense, net	6.3	4.2
Income tax benefit	(5.5)	(6.1)
Depreciation	13.9	14.4
Amortization	9.6	12.2
EBITDA	**(117.4)**	**(19.7)**
Asset impairments	135.9	80.3
Adjusted EBITDA	**$18.5**	**$60.6**

Note: Figures may not foot due to rounding.

Non-GAAP Financial Measures: Segment Gross Profit

($ in millions)

Three months ended December 31, 2016	Rail Products and Services	Construction Products	Tubular and Energy Services	Total
Sales	$ 50.4	$ 38.5	$ 17.6	$ 106.6
Reportable Segment Profit (Loss)	0.2	2.4	(4.2)	(1.6)
Segment and Allocated Selling & Administrative	8.9	4.0	5.1	17.9
Amortization Expense	0.9	0.0	0.8	1.8
Non-GAAP Segment Gross Profit	$ 10.0	$ 6.4	$ 1.6	$ 18.1
Reportable Segment Profit (Loss) Percentage	0.5%	6.3%	-24.0%	-1.5%
Non-GAAP Segment Gross Profit Percentage	19.9%	16.7%	9.2%	17.0%

Three months ended December 31, 2015	Rail Products and Services	Construction Products	Tubular and Energy Services	Total
Sales	$ 76.5	$ 38.5	$ 24.2	$ 139.1
Reportable Segment Profit	7.6	2.1	(3.8)	5.9
Segment and Allocated Selling & Administrative	9.3	5.3	4.4	19.0
Amortization Expense	1.0	0.0	2.2	3.3
Non-GAAP Segment Gross Profit	$ 17.9	$ 7.5	$ 2.9	$ 28.2
Reportable Segment Profit Percentage	9.9%	5.5%	-15.7%	4.2%
Non-GAAP Segment Gross Profit Percentage	23.4%	19.4%	11.8%	20.3%