INVEST IN ANIXTER

Positioned for Sustainable Growth
- Leading positions in large, growing, fragmented businesses
- Diverse solutions across converging businesses
- Balanced sector approach provides growth opportunities while minimizing exposure and risk

Financial Strength and Capital Efficiency
- Strong free cash flow generation through the economic cycle

Differentiators Provide Competitive Advantage and Barriers to Entry
- Global capabilities with local presence
- Technical expertise
- Customized and scalable supply chain solutions

Innovation and Business Transformation
- Will drive strong financial performance and shareholder value creation

Culture of Ethics and Integrity – anixter.com/bluebook
- The Blue Book guides our philosophy, culture and business style

KEY PRIORITIES FOR ANIXTER

Above-Market Growth
- Digital innovation will improve customer experience
- Leverage customer access strategy
- Pivot and shift to growth markets
- Increase global and complex services and revenue streams

FINANCIAL GOALS

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019 Outlook</th>
<th>Long-Term Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organic Sales Growth</td>
<td>4.8%</td>
<td>4.5%–6.5%</td>
<td>3%–5%</td>
</tr>
<tr>
<td>Adjusted EBITDA Margin</td>
<td>4.9%</td>
<td>5.0%–5.2%</td>
<td>&gt;6.0%</td>
</tr>
<tr>
<td>Adjusted EBITDA Leverage</td>
<td>~0.3x</td>
<td>1.5x–1.75x</td>
<td>~1.5x</td>
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<tr>
<td>Working Capital as a % of Sales</td>
<td>18.4%</td>
<td>~18%</td>
<td>&lt;18%</td>
</tr>
<tr>
<td>Debt/Adjusted EBITDA</td>
<td>3.0x</td>
<td>2.5x–3.0x</td>
<td>2.5x–3.0x</td>
</tr>
<tr>
<td>Debt-to-Total Capital</td>
<td>44.4%</td>
<td>40%–45%</td>
<td>45%–50%</td>
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</tbody>
</table>

2018 ANIXTER AT A GLANCE

Sales $8.4 Billion
Adjusted EBITDA $411 Million
Adjusted EBITDA Margin 4.9%
Debt-to-Adjusted EBITDA 3.0x
Debt/Total Cap 44.4%
Fitch BBB-
Moody’s Ba3
S&P BB
NYSE Ticker AXE

investors.anixter.com
As technology continues to blur the lines between segments, our focus on the customer and digital innovation will enable customers to access all solutions and expertise throughout our organization and allow us to pivot and shift into higher growth markets.

“Our vision is to be a services company that does exceptional distribution.” – Bill Galvin, President and CEO

 NSS GROWTH OPPORTUNITIES
• Complex Services
• Programs
• Projects
• 5G
• Inner Range Security Software
• IoT
• Professional A/V
• Security
• Smart Buildings
• Smart Cities
• Wireless

 EES GROWTH OPPORTUNITIES
• Complex Services
  • Programs
  • Projects
• Data Centers
• Industrial Automation
• Industry 4.0
• IoT
• Oil, Gas, Petrochemical
• Public Transit
• Renewable Energy
• Smart Factories

 UPS GROWTH OPPORTUNITIES
• Complex Services
  • Programs
  • Projects
• Electrical Grid Update
• Natural Disasters
  • Hurricane rebuild
  • Wildfire rebuild
• Storm response
• Smart Grids and Smart Meters
• Security Upgrades
• Storm-Hardening Efforts