



## 4Q 2018 Highlights and Operating Results

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# Safe Harbor Statement and Non-GAAP Financial Measures



## Safe Harbor Statement

The statements in this release other than historical facts are forward-looking statements made in reliance upon the safe harbor of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are subject to a number of factors that could cause our actual results to differ materially from what is indicated here. These factors include but are not limited to general economic conditions, the level of customer demand particularly for capital projects in the markets we serve, changes in supplier relationships or in supplier sales strategies or financial viability, risks associated with the sale of nonconforming products and services, political, economic or currency risks related to foreign operations, inventory obsolescence, copper price fluctuations, customer viability, risks associated with accounts receivable, the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks, information security risks, risks associated with substantial debt and restrictions contained in financial and operating covenants in our debt agreements, the impact and the uncertainty concerning the timing and terms of the withdrawal by the United Kingdom from the European Union, unanticipated changes in our tax provision and tax liabilities related to the enactment of the Tax Cuts and Jobs Act, and risks associated with integration of acquired companies, including, but not limited to, the risk that the acquisitions may not provide us with the synergies or other benefits that were anticipated. These uncertainties may cause our actual results to be materially different than those expressed in any forward looking statements. We do not undertake to update any forward looking statements. Please see our Securities and Exchange Commission ("SEC") filings for more information.

## Non-GAAP Financial Measures

In addition to the results provided in accordance with U.S. Generally Accepted Accounting Principles ("GAAP") above, this release includes certain financial measures computed using non-GAAP components as defined by the SEC. Specifically, net sales comparisons to the prior corresponding period, both worldwide and in relevant segments, are discussed in this release both on an U.S. GAAP and non-GAAP basis. We believe that by providing non-GAAP organic growth, which adjusts for the impact of acquisitions (when applicable), foreign exchange fluctuations, copper prices and the number of billing days (when applicable), both management and investors are provided with meaningful supplemental sales information to understand and analyze our underlying trends and other aspects of our financial performance. Historically and from time to time, we may also exclude other items from reported financial results (e.g., impairment charges, inventory adjustments, restructuring charges, tax items, currency devaluations, pension settlements, etc.) in presenting adjusted operating expense, adjusted operating income, adjusted income taxes and adjusted net income so that both management and financial statement users can use these non-GAAP financial measures to better understand and evaluate our performance period over period and to analyze the underlying trends of our business. We have also excluded amortization of intangible assets associated with purchase accounting from acquisitions from the adjusted amounts for comparison of the non-GAAP financial measures period over period.

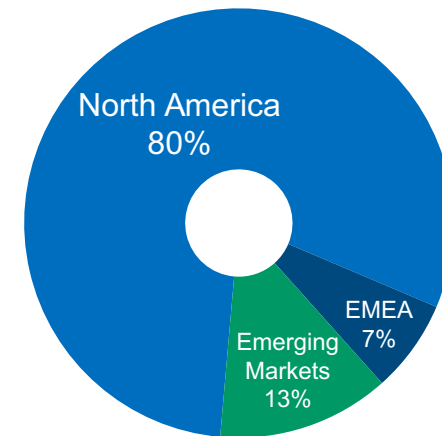
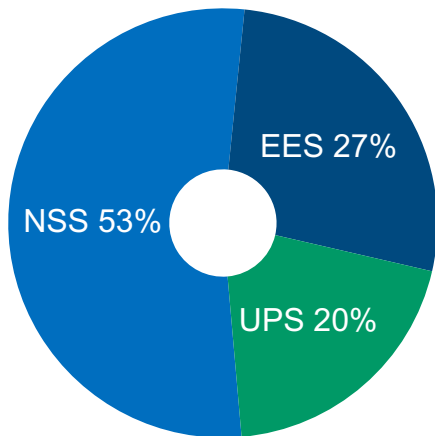
EBITDA is defined as net income before interest, income taxes, depreciation and amortization. Adjusted EBITDA is defined as EBITDA before foreign exchange and other non-operating expense and non-cash stock-based compensation, excluding the other items from reported financial results, as defined above. Adjusted EBITDA leverage is defined as the percentage change in Adjusted EBITDA divided by the percentage change in net sales. We believe that adjusted operating income, EBITDA, Adjusted EBITDA, and Adjusted EBITDA leverage provide relevant and useful information, which is widely used by analysts, investors and competitors in our industry as well as by our management in assessing both consolidated and business segment performance. Adjusted operating income provides an understanding of the results from the primary operations of our business by excluding the effects of certain items that do not reflect the ordinary earnings of our operations. We use adjusted operating income to evaluate our period-over-period operating performance because we believe this provides a more comparable measure of our continuing business excluding certain items that are not reflective of expected ongoing operations. This measure may be useful to an investor in evaluating the underlying performance of our business. EBITDA provides us with an understanding of earnings before the impact of investing and financing charges and income taxes. Adjusted EBITDA further excludes the effects of foreign exchange and other non-cash stock-based compensation, and certain items that do not reflect the ordinary earnings of our operations and that are also excluded for purposes of calculating adjusted net income, adjusted earnings per share and adjusted operating income. EBITDA and Adjusted EBITDA are used by our management for various purposes including as measures of performance of our operating entities and as a basis for strategic planning and forecasting. Adjusted EBITDA and Adjusted EBITDA leverage may be useful to an investor because this measure is widely used to evaluate a company's operating performance without regard to items excluded from the calculation of such measure, which can vary substantially from company to company depending on the accounting methods, book value of assets, capital structure and the method by which the assets were acquired, among other factors. They are not, however, intended as an alternative measure of operating results or cash flow from operations as determined in accordance with U.S. GAAP.

Non-GAAP financial measures provide insight into selected financial information and should be evaluated in the context in which they are presented. These non-GAAP financial measures have limitations as analytical tools, and should not be considered in isolation from, or as a substitute for, financial information presented in compliance with GAAP, and non-GAAP financial measures as reported by us may not be comparable to similarly titled amounts reported by other companies. The non-GAAP financial measures should be considered in conjunction with the Condensed Consolidated Financial Statements, including the related notes, and Management's Discussion and Analysis of Financial Condition and Results of Operations included in this release. Management does not use these non-GAAP financial measures for any purpose other than the reasons stated above.

# 4Q18 Segment and Geographic Mix



4Q18 Sales: \$2.1 billion



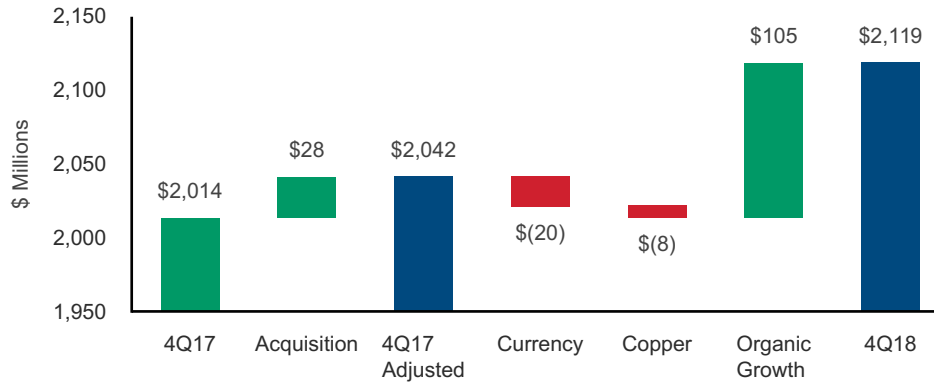
	YOY Sales Growth	
	GAAP	Organic
NSS	6.4%	4.7%
EES	(1.8)%	0.5%
UPS	12.7%	13.3%
<b>Anixter International</b>	<b>5.2%</b>	<b>5.1%</b>

	YOY Sales Growth	
	GAAP	Organic
North America	3.1%	4.0%
EMEA	(4.0)%	(1.2)%
Emerging Markets	29.7%	17.5%
<b>Anixter International</b>	<b>5.2%</b>	<b>5.1%</b>

# 4Q18 Sales Growth

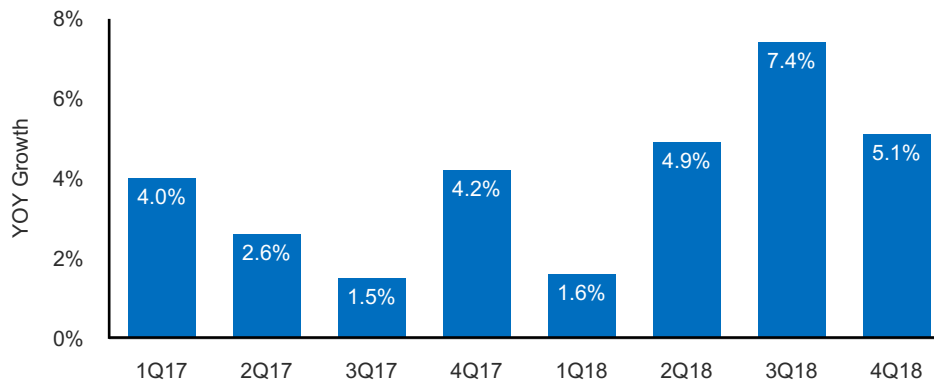


GAAP Sales Up 5.2%, Organic Sales Growth of 5.1%



- Record fourth quarter sales of \$2.1B
- Growth driven by the UPS segment, complex services and global project businesses, recent security acquisitions, and strategic growth initiatives in all segments

Organic Sales Growth Trend

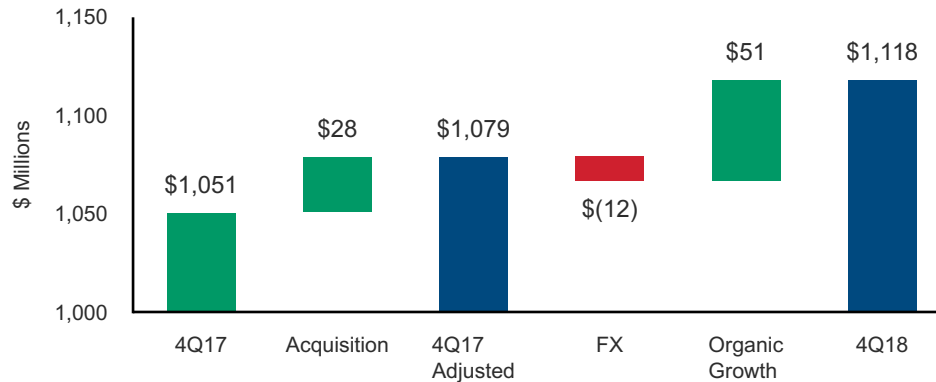


- Organic sales growth of 5.1% reflects organic growth in all segments and in North America and Emerging Markets geographies
- 4Q18 marks the 9th consecutive quarter of organic growth

# Network & Security Solutions Sales

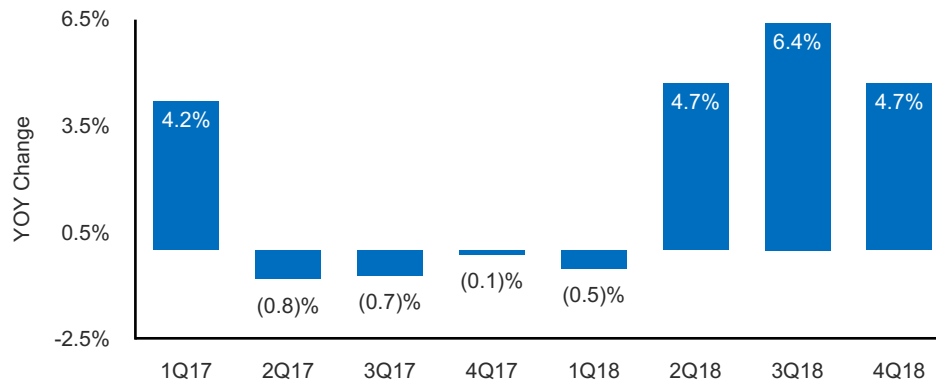


NSS GAAP Sales Up 6.4%, Organic Sales Growth of 4.7%



- NSS sales increased 6.4% to \$1,118M, driven by our security acquisitions that closed in 2Q18, global accounts, complex integrated supply programs and growth initiatives including security, wireless and professional audio video
- NSS security sales, which represent approximately 45% of segment sales, increased 18.5% to \$500M, driven by security acquisitions and organic growth

NSS Organic Sales Growth Trend

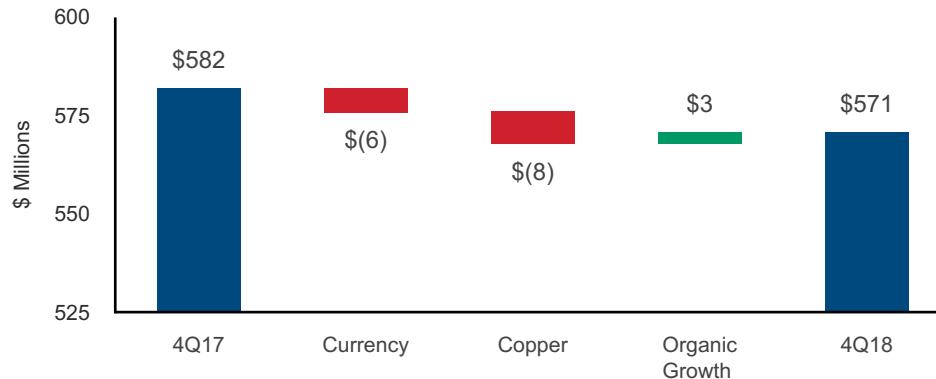


- Following a pause in customer capex investment in 2017, NSS sales growth has recovered
- Reached the previously disclosed annual run-rate sales level of \$50 million with a new complex integrated supply program with an existing Latin America-based customer

# Electrical & Electronic Solutions Sales

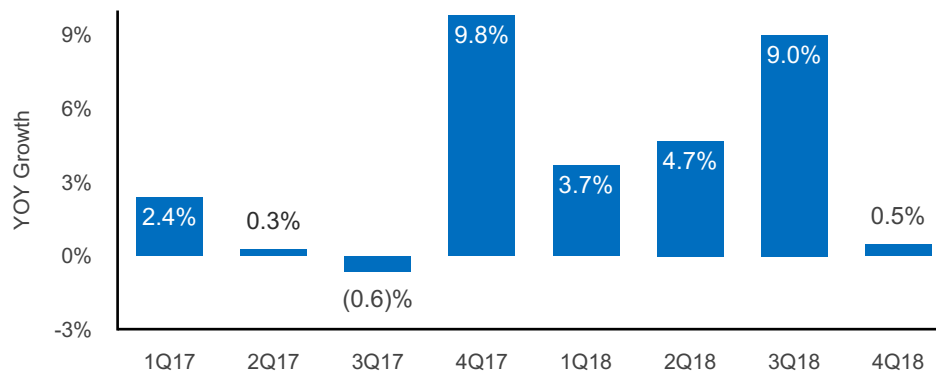


EES GAAP Sales (1.8%), Organic Sales Growth of 0.5%



- EES sales decreased 1.8% to \$571M
- Declines in North America and EMEA were partially offset by growth in Emerging Markets

EES Organic Sales Growth Trend

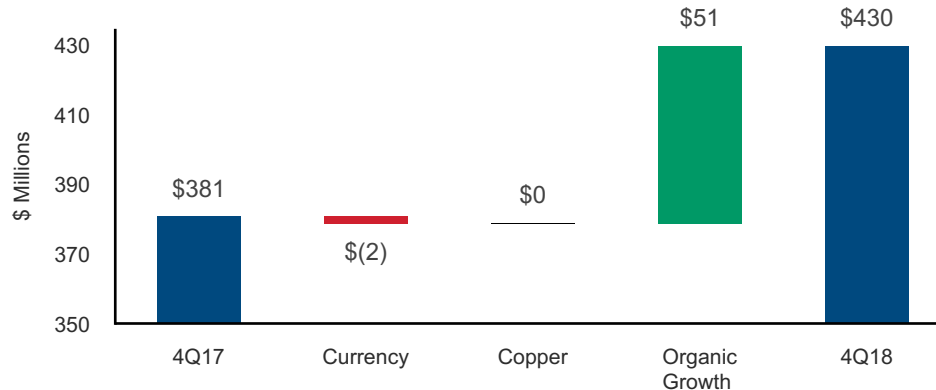


- Organic growth with OEM customers was offset by a decline with C&I customers
- Organic growth was 10.3% on a 2-year cumulative stack basis
- Awarded a data center project with a global technology customer estimated at \$50 million in incremental revenue over the next two years

# Utility Power Solutions Sales

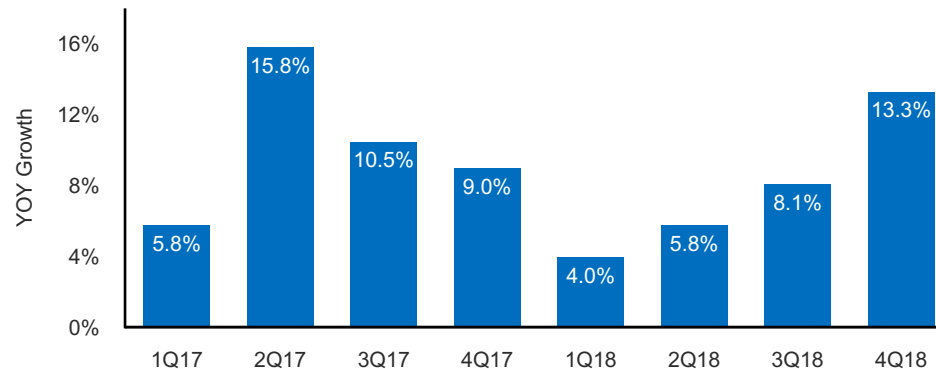


UPS GAAP Sales up 12.7%, Organic Sales Growth of 13.3%



- UPS sales increased 12.7% to \$430M, driven by broad-based growth with IOU and public power customers

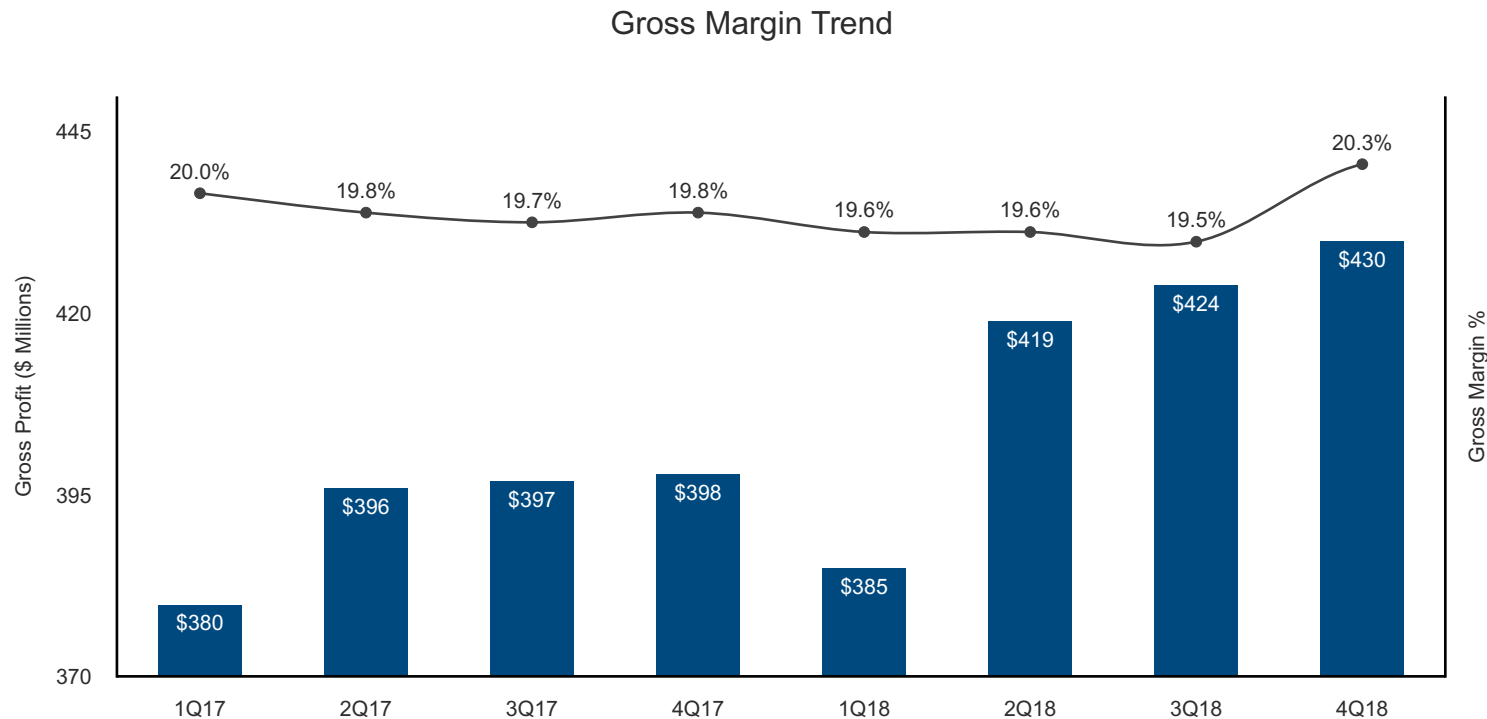
UPS Organic Sales Growth Trend



- 4Q18 marks the 8th consecutive quarter of organic sales growth for UPS
- As previously disclosed, we were awarded a 5-year agreement with an existing customer in Canada, estimated at over \$30 million in incremental annual business. This program began shipping in late 2Q18 and reached its annualized run rate sales level in late 4Q18



# Gross Margin Trend

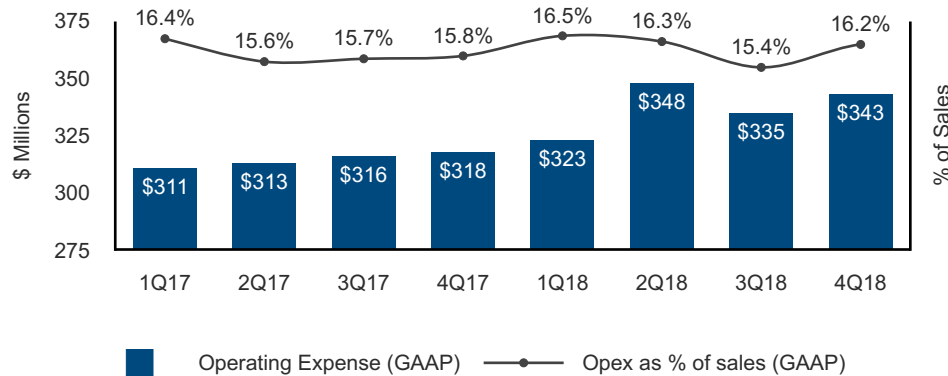


- Gross profit increased 7.9%, to \$430M, resulting in gross margin of 20.3%
- Gross margin increased 50 basis points, driven by NSS and EES segments, reflecting recently implemented actions to improve margins
- Sequential increase of 80 basis points driven by all segments, reflecting ongoing margin actions

# Operating Expense Trend

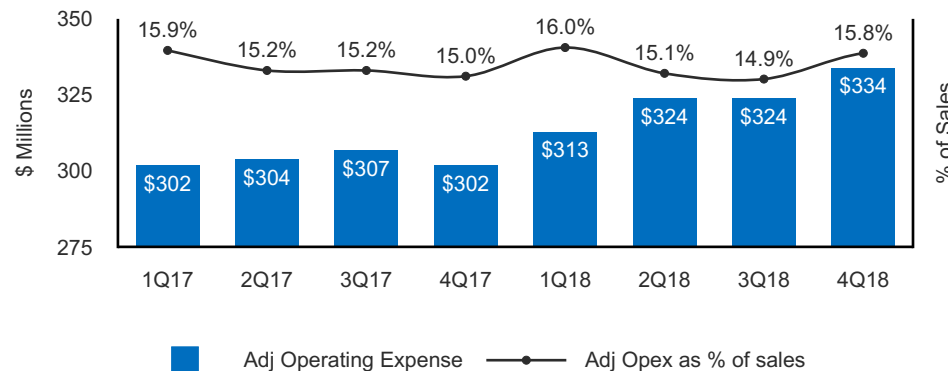


Operating Expense Trend (GAAP)



- 4Q18 operating expense was 16.2% of sales, a 40 bps change versus prior year
- 4Q18 operating expense increased by \$24.9 million, driven by approximately \$7.4 million associated with the 2Q18 security acquisitions, \$7.2 million related to our investment in innovation and business transformation, and inflationary impacts including higher freight and employee expenses

Operating Expense Trend (Non-GAAP)

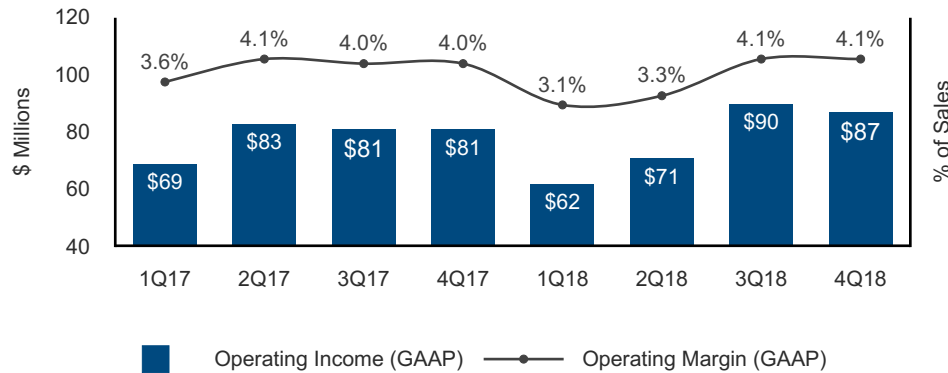


- Adjusted operating expense increased 10.7%
- On a sequential basis, adjusted operating expense increased by \$9.5 million, driven by investment in innovation and business transformation and higher employee expenses, primarily benefits and incentive compensation

# Operating Income Trend

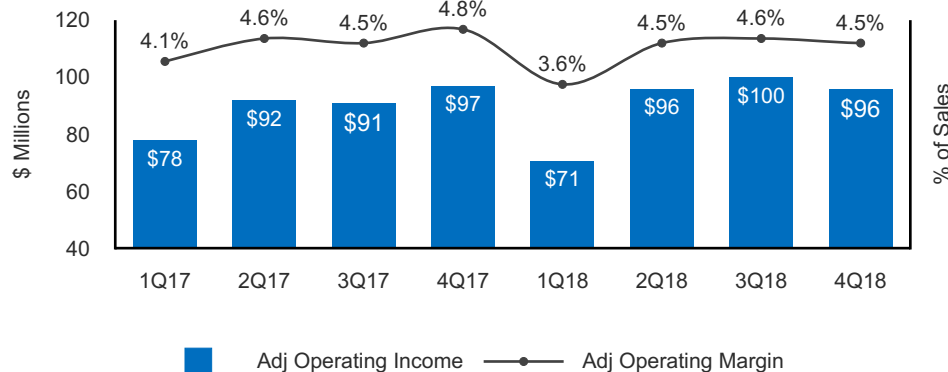


Operating Income and Operating Margin Trend (GAAP)



- Operating income increased 8.3% to \$87.3 million
- The corresponding operating margin of 4.1% compares to 4.0%
- The prior year quarter included a \$5.7 million intangible asset impairment expense
- Sequentially, operating income of \$87.3 million compares to \$89.5 million. The corresponding operating margin of 4.1% was flat

Operating Income and Operating Margin Trend (Non-GAAP)

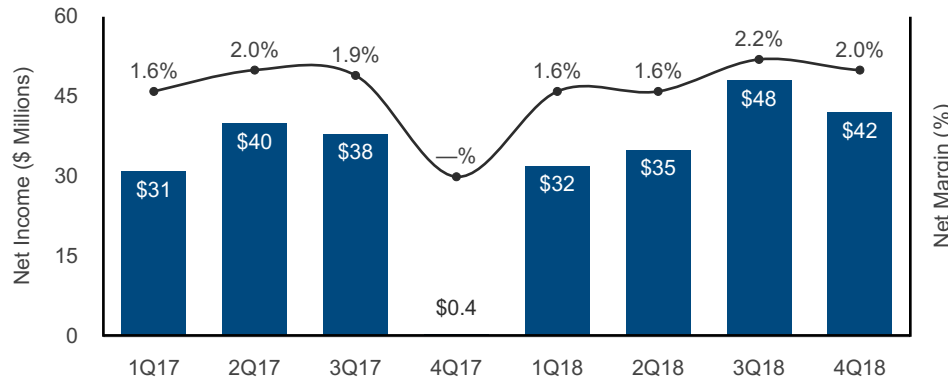


- Adjusted operating income of \$96.2 million compares to \$96.8 million. The corresponding adjusted operating margin of 4.5% compares to 4.8%
- Sequentially, adjusted operating income of \$96.2 million compares to \$99.8 million. The corresponding adjusted operating margin of 4.5% compares to 4.6%
- Sequentially, gross margin improvement offset the increased investment in innovation and business transformation

# Net Income and Adjusted EBITDA Trend

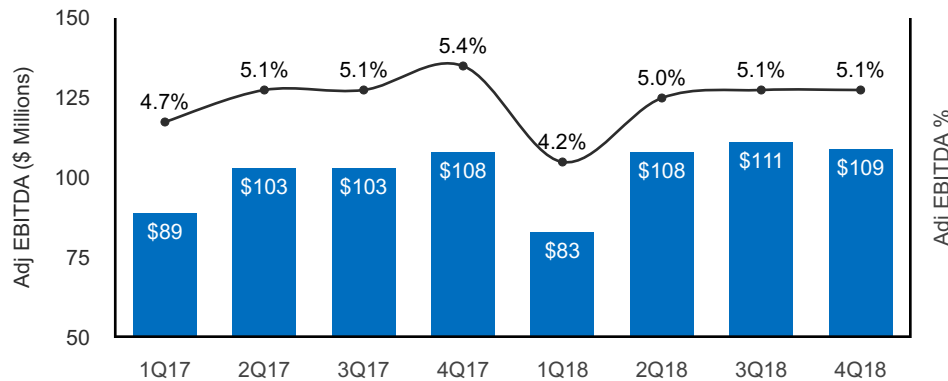


Net Income and Net Margin Trend (GAAP)



- The increase in net income was driven primarily by the impact of tax expense in 4Q17 related to the Tax Cuts and Jobs Act of 2017
- Sequentially, the change in net income is primarily due to the \$4.6 million loss on the extinguishment of the Senior Notes due 2019

Adjusted EBITDA and Adjusted EBITDA Margin Trend

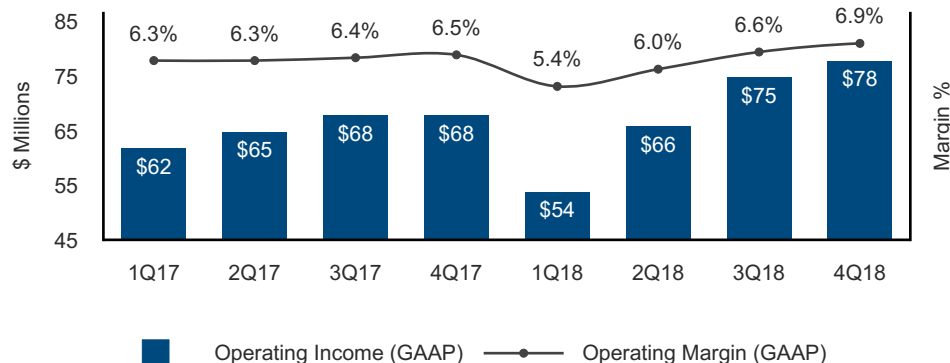


- The increase in adjusted EBITDA was driven by volume growth and gross margin improvement, offset by higher operating expense driven by innovation and business transformation
- Adjusted EBITDA margin of 5.1% compares to 5.4%
- Sequentially, adjusted EBITDA margin of 5.1% was flat

# NSS Operating Income and Adjusted EBITDA

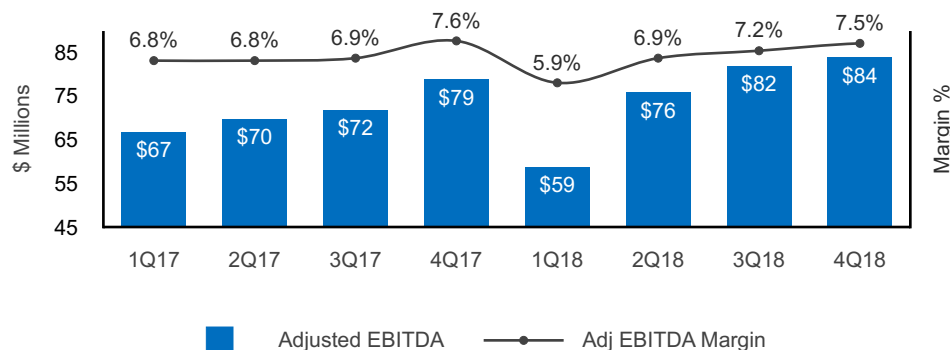


NSS Operating Income and Operating Margin Trend (GAAP)



- NSS operating income increased 13.3% to \$77.6M, driven by strong sales growth, gross margin improvement, and the security acquisition that closed in 2Q18
- The prior year quarter included a \$5.7 million intangible asset impairment expense
- The corresponding operating margin increased 40 basis points to 6.9%, with ~10 bps of margin improvement driven by the acquisition

NSS Adjusted EBITDA and Adjusted EBITDA Margin

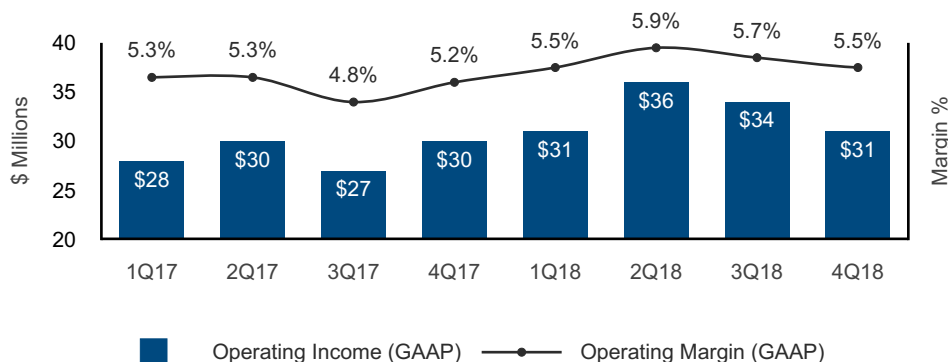


- NSS adjusted EBITDA increased 5.2% to \$83.5M
- The corresponding adjusted EBITDA margin of 7.5% compares to 7.6%
- Sequentially, NSS adjusted EBITDA margin improved 30 basis points, driven by gross margin improvement

# EES Operating Income and Adjusted EBITDA

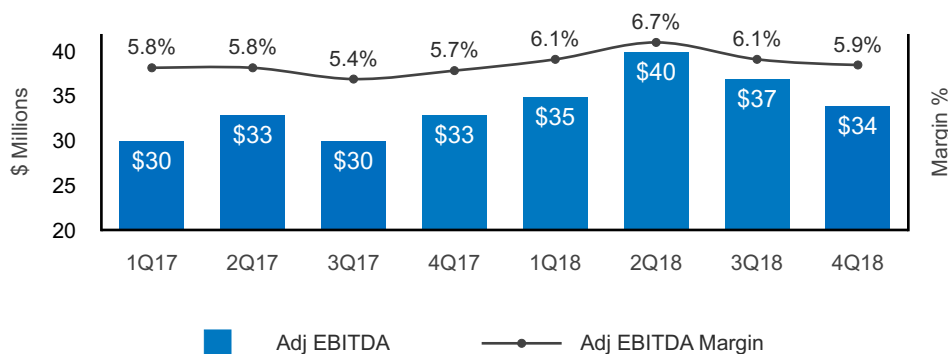


EES Operating Income and Operating Margin Trend (GAAP)



- EES operating income increased 4.1% to \$31.2M
- The corresponding operating margin improved 30 basis points to 5.5%

EES Adjusted EBITDA and Adjusted EBITDA Margin Trend

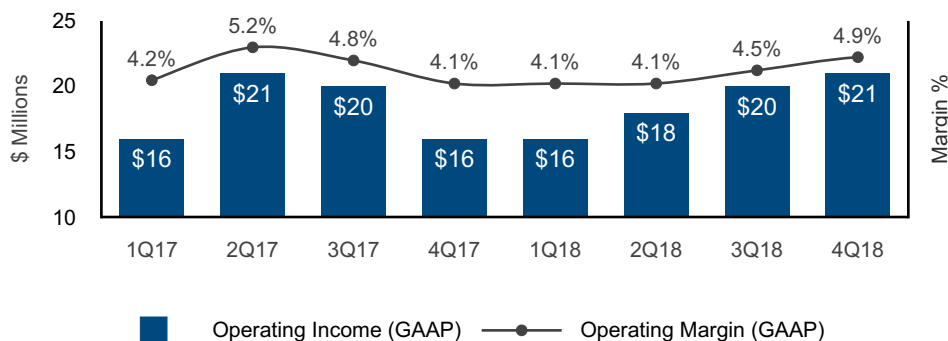


- EES adjusted EBITDA increased 1.8% to \$33.6M
- The corresponding adjusted EBITDA margin increased 20 basis points to 5.9%, driven by gross margin improvement, partially offset by higher employee costs, including incentive compensation

# UPS Operating Income and Adjusted EBITDA

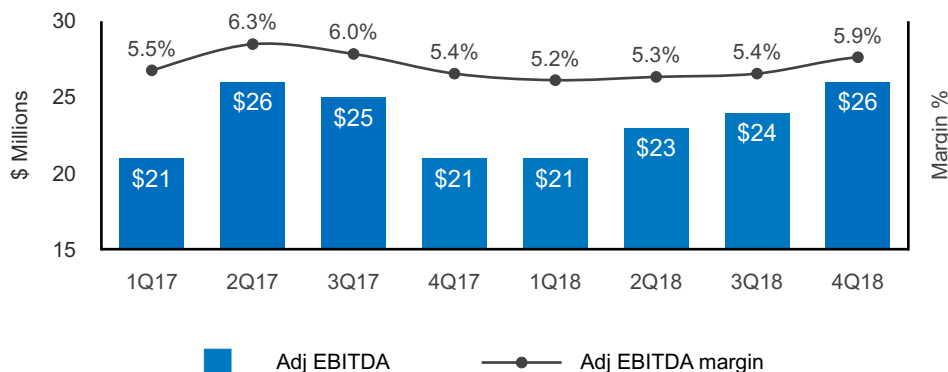


UPS Operating Income and Operating Margin Trend (GAAP)



- UPS operating income of \$21.2M compares to \$15.8M
- The corresponding operating margin of 4.9% compares to 4.1%, driven by gross margin improvement and strong operating leverage

UPS Adjusted EBITDA and Adjusted EBITDA Margin Trend

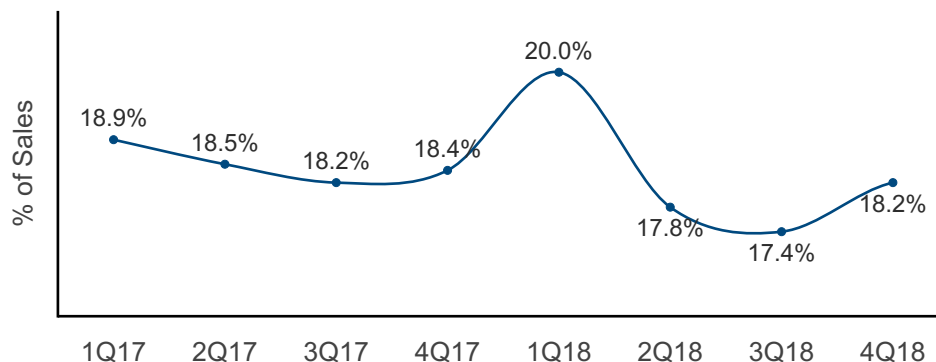


- UPS adjusted EBITDA of \$25.5M compares to \$20.5M
- The corresponding adjusted EBITDA margin improved 50 basis points to 5.9%, driven by volume growth and strong operating leverage, resulting in adjusted EBITDA leverage of 1.9 times.
- Sequentially, EBITDA margin improved by 50 basis points, driven by gross margin improvement and strong operating leverage

# Working Capital and Adjusted ROTC

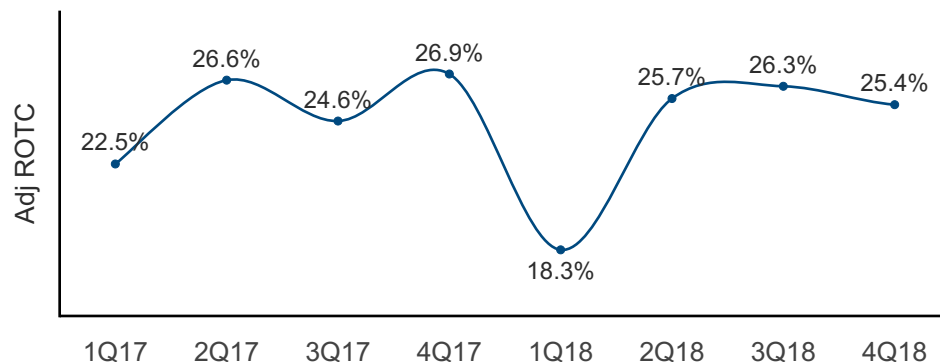


## Working Capital as % of Sales



- Working capital ratio of 18.2% improved 20 basis points, driven by ongoing working capital initiatives
- Sequentially, working capital ratio increased by 80 basis points. Working capital was flat on lower sequential sales volume
- Working Capital as a Percent of Sales is defined as the net of current assets less current liabilities divided by annualized sales

## Adjusted ROTC



- Adjusted ROTC of 25.4% compares to 26.9% in 4Q17
- Adjusted Return on Tangible Capital is defined as adjusted operating income - Non-GAAP divided by average tangible capital

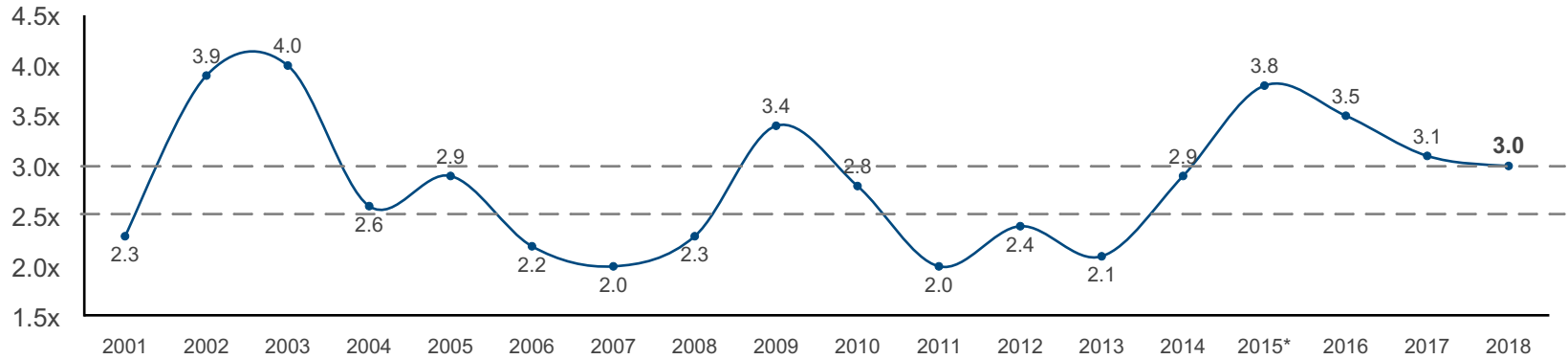


# Strategic Leverage Targets



Debt / Adjusted EBITDA

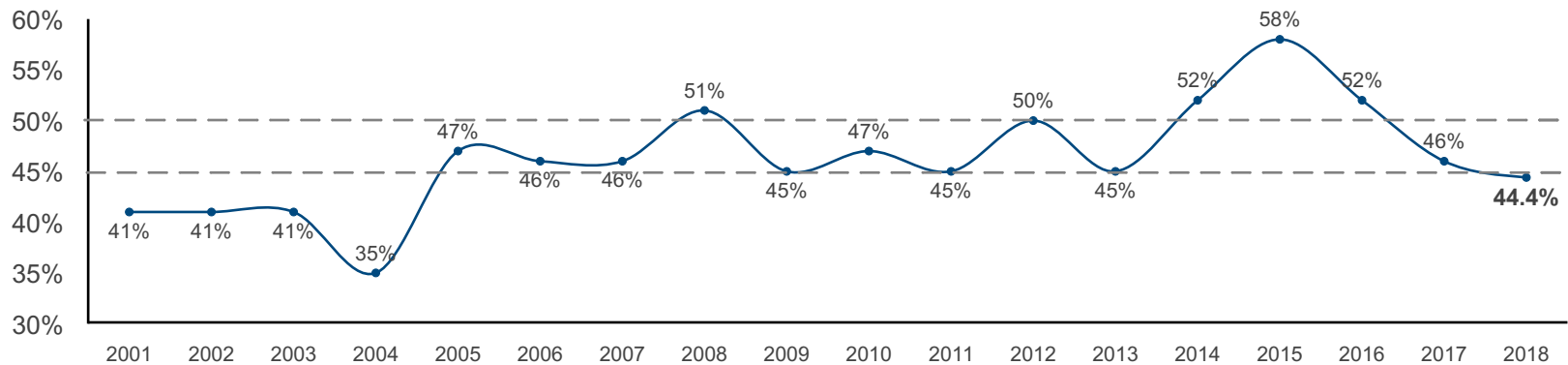
Target range:  
2.5x - 3.0x



\*2015 includes 12 months of Power Solutions earnings on a pro forma basis

Debt-to-Capital

Target range:  
45% - 50%



# Impact of Currency, Copper and Acquisition on 4Q18 Sales



\$ millions	4Q18	
	Prior Outlook	Actual
Organic sales growth	4.5% - 5.5%	5.1%
Currency	\$(10 - 15)	\$(19.5)
Copper	\$(5 - 10)	\$(8.0)
Acquisition of security businesses	\$25 - \$30	\$28.4

# Estimated Sales Impacts of Currency, Copper and Acquisition



\$ millions	1Q19 Outlook	FY19 Outlook
Organic sales growth	3% - 5%	3% - 6%
Currency*	\$(25 - 30)	\$(40 - 50)
Copper**	\$(10 - 15)	\$(25 - 30)
Acquisition of security businesses	~\$25	~\$50

\*Currency outlook estimated based on rates as of December 28, 2018

\*\*Copper outlook estimated based on recent copper price of ~\$2.70, which compares to 1Q18 average of \$3.14 and FY18 average of \$2.93

# Commitment to Innovation and Business Transformation



- Innovation investments driven by focus on customer experience
  - Best-in-class digital tools will make doing business with Anixter easy and will support growth and innovation in the business
  - Enabled by integrated operating system
- Business transformation
  - Streamline and standardize global business processes
  - Implementation plan designed and phased to minimize disruption
- Financial Implications
  - Multi-year investment began in 2018, with benefit expected beginning in 2020
  - Estimate long-term run-rate operating savings of \$40 - \$60 million by 2023

**Our focus on customer-facing technologies will enhance our digital capabilities and enterprise efficiencies**

# 2019 Financial Goals



## 2019 Financial Goals

<b>Above market sales growth</b>	150 - 250 bps outperformance 3% - 6% organic growth based on current environment
<b>Increase gross margin</b>	20 - 40 bps improvement
<b>Improve profitability</b>	1.25x - 1.50x adjusted EBITDA leverage ~5.0% adjusted EBITDA margin
<b>Generate strong cash flow and maintain strong balance sheet</b>	Working capital ~18% of sales Debt-to-Adjusted EBITDA: 2.5x - 3.0x Debt-to-Capital: 45% - 50%

## 2019 Segment Adjusted EBITDA Goals

<b>NSS Adjusted EBITDA</b>	7.0% - 7.5%
<b>EES Adjusted EBITDA</b>	6.5% - 7.0%
<b>UPS Adjusted EBITDA</b>	5.5% - 6.0%

# Long Term Financial Goals



	Long Term Financial Outlook
Organic Sales Growth	3% - 5%
Adjusted EBITDA Margin	>6.0%
Adjusted EBITDA Leverage	~1.5x
Working Capital as a % of Sales	<18%
Debt / Adjusted EBITDA	2.5x - 3.0x
Debt-to-total Capital	45% - 50%

# Appendix

# Glossary



1H	first half of fiscal year
2H	second half of fiscal year
B	billions
M	millions
Fx	foreign exchange
Bps	basis points
GAAP	U.S. GAAP
NSS	Network & Security Solutions
EES	Electrical & Electronic Solutions
UPS	Utility Power Solutions
ETR	effective tax rate
Opex	total operating expense
EMEA	Europe, middle east and Africa
CALA	Central and Latin America
APAC	Asia Pacific, Australia and China
OEM	original equipment manufacturer
IOU	investor owned utility
MRO	maintenance, repair and operations
YOY	year-over-year
NA	North America
VPY	versus prior year
EM	emerging markets
USD	U.S. dollar
WC	working capital
ROTC	return on tangible capital



# Items Impacting Comparability



\$ millions (except per share amounts)	Positive (Negative) Impact			
	Three Months Ended		Twelve Months Ended	
	December 28, 2018	December 29, 2017	December 28, 2018	December 29, 2017
<b>Items impacting comparability of results:</b>				
<i>Items impacting operating expense and operating income:</i>				
Amortization of intangible assets	\$(8.7)	\$(9.0)	\$(37.3)	\$(36.1)
Restructuring charge	—	—	(9.4)	—
Acquisition and integration costs	—	(1.5)	(2.9)	(2.3)
CEO retirement agreement expense	—	—	(2.6)	—
U.K. facility relocation costs	(0.2)	—	(1.0)	—
Impairment of intangible assets	—	(5.7)	—	(5.7)
<b>Total of items impacting operating expense and operating income</b>	<b>\$(8.9)</b>	<b>\$(16.2)</b>	<b>\$(53.2)</b>	<b>\$(44.1)</b>
<i>Items impacting other expenses:</i>				
Loss on extinguishment of debt	\$(4.6)	\$—	\$(4.6)	\$—
<b>Total of items impacting other expenses</b>	<b>\$(4.6)</b>	<b>\$—</b>	<b>\$(4.6)</b>	<b>\$—</b>
<b>Total of items impacting pre-tax income</b>	<b>\$(13.5)</b>	<b>\$(16.2)</b>	<b>\$(57.8)</b>	<b>\$(44.1)</b>
<i>Items impacting income taxes:</i>				
Tax impact of items impacting pre-tax income above	\$1.4	\$5.7	\$12.6	\$14.8
Transition tax on deferred foreign income	\$2.8	\$(50.0)	\$2.8	\$(50.0)
Rate change impact of net deferred tax liability	\$(0.7)	\$14.4	\$(0.7)	\$14.4
Reversal of deferred income tax valuation allowances	\$(0.4)	\$—	\$1.4	\$—
Tax expense related to domestic permanent tax differences	\$—	\$—	\$(0.7)	\$—
Tax expense related to prior year tax positions	\$(0.2)	\$(1.3)	\$(0.1)	\$(1.3)
<b>Total of items impacting income taxes</b>	<b>\$2.9</b>	<b>\$(31.2)</b>	<b>\$15.3</b>	<b>\$(22.1)</b>
<b>Net income impact of these items</b>	<b>\$(10.6)</b>	<b>\$(47.4)</b>	<b>\$(42.5)</b>	<b>\$(66.2)</b>
<b>Diluted EPS impact of these items</b>	<b>\$(0.31)</b>	<b>\$(1.40)</b>	<b>\$(1.25)</b>	<b>\$(1.95)</b>

## Items Impacting Comparability (continued)

\$ millions (except per share amounts)	Positive (Negative) Impact			
	Three Months Ended		Twelve Months Ended	
	December 28, 2018	December 29, 2017	December 28, 2018	December 29, 2017
<b>GAAP to Non-GAAP Net Income and EPS Reconciliation:</b>				
Net income – GAAP	\$41.8	\$0.4	\$156.3	\$109.0
Items impacting net income	10.6	47.4	42.5	66.2
Net income – Non-GAAP	\$52.4	\$47.8	\$198.8	\$175.2
Diluted EPS – GAAP	\$1.22	\$0.01	\$4.58	\$3.21
Diluted EPS impact of these items	0.31	1.40	1.25	1.95
Diluted EPS – Non-GAAP	\$1.53	\$1.41	\$5.83	\$5.16

## EBITDA and Adjusted EBITDA Reconciliation



\$ millions	EBITDA and Adjusted EBITDA							
	1Q 17	2Q 17	3Q 17	4Q 17	1Q 18	2Q 18	3Q 18	4Q 18
Net income	\$30.9	\$40.1	\$37.6	\$0.4	\$32.1	\$34.8	\$47.6	\$41.8
Interest expense	18.9	17.9	18.9	19.0	18.2	19.0	19.3	19.8
Income taxes	19.0	23.7	24.8	61.1	13.6	14.2	21.0	18.1
Depreciation	7.0	7.1	7.4	6.7	7.4	7.7	8.2	8.4
Amortization of intangible assets	9.0	9.0	9.1	9.0	9.3	9.7	9.6	8.7
<b>EBITDA</b>	<b>\$84.8</b>	<b>\$97.8</b>	<b>\$97.8</b>	<b>\$96.2</b>	<b>\$80.6</b>	<b>\$85.4</b>	<b>\$105.7</b>	<b>\$96.8</b>
<i>EBITDA as a % of sales</i>	4.5%	4.9%	4.9%	4.8%	4.1%	4.0%	4.9%	4.6%
EBITDA	\$84.8	\$97.8	\$97.8	\$96.2	\$80.6	\$85.4	\$105.7	\$96.8
Foreign exchange and other non-operating exp (inc)	0.1	0.9	(0.5)	0.1	(2.3)	3.3	1.6	7.6
Stock-based compensation	4.5	4.4	4.4	4.8	4.6	7.2	3.2	3.9
Restructuring charge	—	—	—	—	—	9.2	0.2	—
Acquisition and integration costs	—	—	0.8	1.5	0.3	2.3	0.3	—
U.K. facility relocation costs	—	—	—	—	0.2	0.4	0.2	0.2
Impairment of intangible assets	—	—	—	5.7	—	—	—	—
<b>Adjusted EBITDA</b>	<b>\$89.4</b>	<b>\$103.1</b>	<b>\$102.5</b>	<b>\$108.3</b>	<b>\$83.4</b>	<b>\$107.8</b>	<b>\$111.2</b>	<b>\$108.5</b>
<i>Adjusted EBITDA as a % of sales</i>	4.7%	5.1%	5.1%	5.4%	4.2%	5.0%	5.1%	5.1%

## EBITDA and Adjusted EBITDA Reconciliation



\$ millions	EBITDA and Adjusted EBITDA							
	1Q 17	2Q 17	3Q 17	4Q 17	1Q 18	2Q 18	3Q 18	4Q 18
Net income	\$61.8	\$64.9	\$67.5	\$68.4	\$53.5	\$66.1	\$75.0	\$77.6
Interest expense	—	—	—	—	—	—	—	—
Income taxes	—	—	—	—	—	—	—	—
Depreciation	0.8	0.7	0.7	0.9	0.8	0.9	0.9	1.2
Amortization of intangible assets	3.6	3.6	3.6	3.6	3.8	4.2	5.0	4.0
<b>EBITDA</b>	<b>\$66.2</b>	<b>\$69.2</b>	<b>\$71.8</b>	<b>\$72.9</b>	<b>\$58.1</b>	<b>\$71.2</b>	<b>\$80.9</b>	<b>\$82.8</b>
<i>EBITDA as a % of sales</i>	<i>6.7%</i>	<i>6.7%</i>	<i>6.8%</i>	<i>6.9%</i>	<i>5.8%</i>	<i>6.5%</i>	<i>7.1%</i>	<i>7.4%</i>
EBITDA	\$66.2	\$69.2	\$71.8	\$72.9	\$58.1	\$71.2	\$80.9	\$82.8
Stock-based compensation	0.4	0.6	0.5	0.8	0.4	0.4	0.4	0.6
U.K. facility relocation costs	—	—	—	—	—	0.1	0.1	—
Restructuring charge	—	—	—	—	—	2.1	—	—
Impairment of intangible assets	—	—	—	5.7	—	—	—	—
Acquisition and integration costs	—	—	—	—	—	2.3	0.2	0.1
<b>Adjusted EBITDA</b>	<b>\$66.6</b>	<b>\$69.8</b>	<b>\$72.3</b>	<b>\$79.4</b>	<b>\$58.5</b>	<b>\$76.1</b>	<b>\$81.6</b>	<b>\$83.5</b>
<i>Adjusted EBITDA as a % of sales</i>	<i>6.8%</i>	<i>6.8%</i>	<i>6.9%</i>	<i>7.6%</i>	<i>5.9%</i>	<i>6.9%</i>	<i>7.2%</i>	<i>7.5%</i>

## EBITDA and Adjusted EBITDA Reconciliation



\$ millions	EBITDA and Adjusted EBITDA							
	1Q 17	2Q 17	3Q 17	4Q 17	1Q 18	2Q 18	3Q 18	4Q 18
Net income	\$27.9	\$29.6	\$26.8	\$30.0	\$31.4	\$35.6	\$34.1	\$31.2
Interest expense	—	—	—	—	—	—	—	—
Income taxes	—	—	—	—	—	—	—	—
Depreciation	0.6	0.6	0.5	0.7	0.5	0.7	0.6	0.6
Amortization of intangible assets	2.1	2.1	2.2	2.0	2.2	2.1	1.4	1.3
<b>EBITDA</b>	<b>\$30.6</b>	<b>\$32.3</b>	<b>\$29.5</b>	<b>\$32.7</b>	<b>\$34.1</b>	<b>\$38.4</b>	<b>\$36.1</b>	<b>\$33.1</b>
<i>EBITDA as a % of sales</i>	5.8%	5.8%	5.3%	5.6%	6.0%	6.3%	6.0%	5.8%
<b>EBITDA</b>	<b>\$30.6</b>	<b>\$32.3</b>	<b>\$29.5</b>	<b>\$32.7</b>	<b>\$34.1</b>	<b>\$38.4</b>	<b>\$36.1</b>	<b>\$33.1</b>
Stock-based compensation	0.3	0.5	0.2	0.3	0.4	0.4	0.3	0.3
Restructuring charge	(0.5)	—	—	—	—	1.3	—	—
U.K. facility relocation costs	—	—	—	—	0.2	0.3	0.1	0.2
<b>Adjusted EBITDA</b>	<b>\$30.4</b>	<b>\$32.8</b>	<b>\$29.7</b>	<b>\$33.0</b>	<b>\$34.7</b>	<b>\$40.4</b>	<b>\$36.5</b>	<b>\$33.6</b>
<i>Adjusted EBITDA as a % of sales</i>	5.8%	5.8%	5.4%	5.7%	6.1%	6.7%	6.1%	5.9%

## EBITDA and Adjusted EBITDA Reconciliation



\$ millions	EBITDA and Adjusted EBITDA							
	1Q 17	2Q 17	3Q 17	4Q 17	1Q 18	2Q 18	3Q 18	4Q 18
Net income	\$16.2	\$21.3	\$19.8	\$15.8	\$16.4	\$17.9	\$19.9	\$21.2
Interest expense	—	—	—	—	—	—	—	—
Income taxes	—	—	—	—	—	—	—	—
Depreciation	1.0	1.0	1.1	0.8	0.9	0.9	1.1	0.7
Amortization of intangible assets	3.3	3.3	3.3	3.4	3.3	3.4	3.2	3.4
<b>EBITDA</b>	<b>\$20.5</b>	<b>\$25.6</b>	<b>\$24.2</b>	<b>\$20.0</b>	<b>\$20.6</b>	<b>\$22.2</b>	<b>\$24.2</b>	<b>\$25.3</b>
<i>EBITDA as a % of sales</i>	5.3%	6.2%	5.9%	5.3%	5.1%	5.1%	5.4%	5.9%
<b>EBITDA</b>	<b>\$20.5</b>	<b>\$25.6</b>	<b>\$24.2</b>	<b>\$20.0</b>	<b>\$20.6</b>	<b>\$22.2</b>	<b>\$24.2</b>	<b>\$25.3</b>
Stock-based compensation	0.2	0.4	0.6	0.5	0.3	0.2	(0.1)	0.2
Restructuring charge	0.2	(0.1)	—	—	—	0.7	—	—
<b>Adjusted EBITDA</b>	<b>\$20.9</b>	<b>\$25.9</b>	<b>\$24.8</b>	<b>\$20.5</b>	<b>\$20.9</b>	<b>\$23.1</b>	<b>\$24.1</b>	<b>\$25.5</b>
<i>Adjusted EBITDA as a % of sales</i>	5.5%	6.3%	6.0%	5.4%	5.2%	5.3%	5.4%	5.9%

## Billing Days and Average Copper Prices



## Billing Days

	Q1	Q2	Q3	Q4	FY
2016	65	64	63	62	254
2017	64	64	63	62	253
2018	64	64	63	62	253
2019	64	64	63	66	257

## Average Copper Prices

	Q1	Q2	Q3	Q4	FY
2015	\$2.67	\$2.77	\$2.39	\$2.20	\$2.50
2016	\$2.11	\$2.13	\$2.16	\$2.39	\$2.20
2017	\$2.65	\$2.58	\$2.89	\$3.10	\$2.80
2018	\$3.14	\$3.09	\$2.73	\$2.75	\$2.93
Increase (Decrease)	\$0.49	\$0.51	\$(0.16)	\$(0.35)	\$0.13
% Increase (Decrease)	19%	20%	(6)%	(11)%	5%