



# Fiscal 2016 Q1 Earnings Presentation

January 6, 2016

# Risks and Non-GAAP Disclosures

This presentation contains forward-looking statements within the meaning of U.S. securities laws, including guidance about expected future results, expectations regarding our ability to gain market share, expected benefits from our investment and strategic plans, and expected future margins. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those anticipated by these statements; are based on our current expectations; and we assume no obligation to update them. These risks include problems with successfully integrating acquired operations; current economic, political, and social conditions; general economic conditions in the markets in which the Company operates; changing customer and product mixes; competition; industry consolidation and other changes in the industrial distribution sector; volatility in commodity and energy prices; the outcome of potential government or regulatory proceedings or future litigation; credit risk of our customers; risk of cancellation or rescheduling of customer orders; work stoppages or other business interruptions (including those due to extreme weather conditions) at transportation centers or shipping ports; risk of loss of key suppliers, key brands or supply chain disruptions; dependence on our information systems and the risk of business disruptions arising from changes to our information systems, disruptions due to computer system or network failures, computer viruses, physical or electronics break-ins and cyber-attacks; dependence on key personnel; risk of delays in expanding our customer fulfillment centers; goodwill and intangible assets recorded as a result of our acquisitions could be impaired; and disclosing our use of “conflict minerals” in certain of the products we distribute could raise certain reputational and other risks.

Information about these risks is noted in the earnings press release and in the Risk Factors and MD&A sections of our latest annual and quarterly reports filed with the SEC, as well as in our other SEC filings. Investors are cautioned not to place undue reliance on these forward-looking statements.

Throughout this presentation we will reference both GAAP and adjusted financial results, which are non-GAAP financial measures. Please refer to the reconciliation tables at the end of our earnings release for a reconciliation of the adjusted financial measures to the most directly comparable GAAP measures.

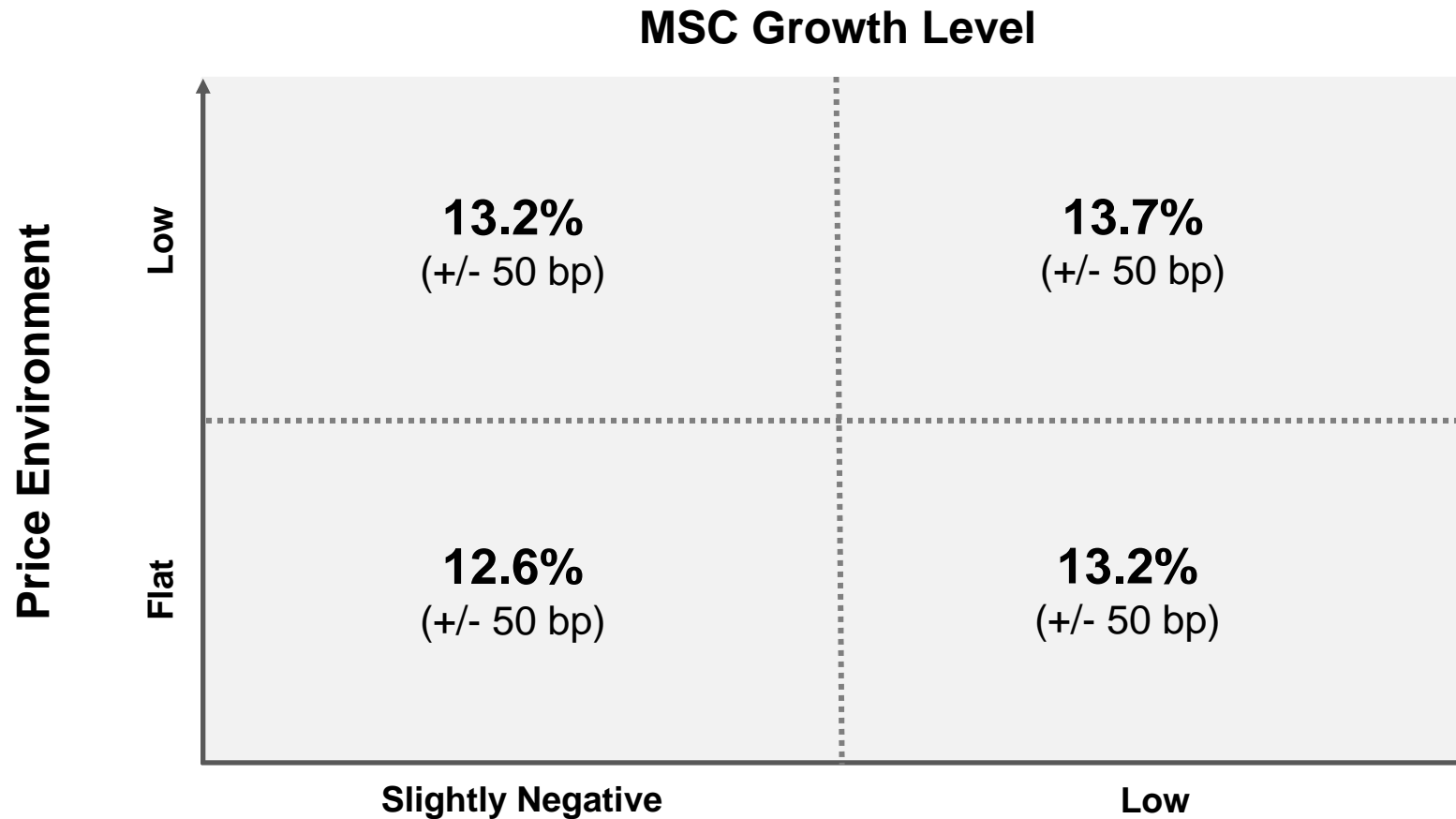
# Fiscal 2016 Q1 Guidance Comparison

	Fiscal 2016 Q1 Guidance	Fiscal 2016 Q1 Results
Sales	\$702M – \$714M	\$707M
Gross Margin	44.7% – 45.1%	45.1%
Operating Expenses	\$228.8M	\$228.6M
Tax Rate	38.4%	38.2%
Diluted EPS	\$0.85 – \$0.89	\$0.89

# Fiscal 2016 Q2 Guidance

Sales	\$680M – \$692M
Gross Margin	44.9% +/- 20 bps
EPS	\$0.76 – \$0.80
Tax Rate	38.4%

# Fiscal 2016 Operating Margin Framework\*



\* Based on a 52-week fiscal year; fiscal 2016 has 53 weeks; the 53<sup>rd</sup> week adds approximately 15 to 20 basis points to each operating margin scenario in the above matrix.