

United Stationers Inc. and Subsidiaries
Reconciliation of Non-GAAP Financial Measures
Adjusted Operating Income, Net Income, and Diluted Earnings Per Share
(unaudited)
(in thousands, except per share data)

| | For the Three Months Ended December 31, | | | |
|--|---|-------------------|-------------------|-------------------|
| | 2013 | | 2012 | |
| | Amount | % to Net Sales | Amount | % to Net Sales |
| Net sales | \$ 1,223,638 | 100.00% | \$ 1,244,074 | 100.00% |
| Gross profit | \$ 195,456 | 15.97% | \$ 201,658 | 16.20% |
| Operating expenses | \$ 137,870 | 11.27% | \$ 146,304 | 11.76% |
| Workforce reduction and facility closure charge reversal | 1,259 | 0.10% | -- | -- |
| Asset impairment charge | (1,183) | (0.10)% | -- | -- |
| Adjusted operating expenses | <u>\$ 137,946</u> | <u>11.27%</u> | <u>\$ 146,304</u> | <u>11.76%</u> |
| Operating income | \$ 57,586 | 4.70% | \$ 55,354 | 4.44% |
| Operating expense items noted above | (76) | (0.00)% | -- | -- |
| Adjusted operating income | <u>\$ 57,510</u> | <u>4.70%</u> | <u>\$ 55,354</u> | <u>4.44%</u> |
| Net income | \$ 34,125 | | \$ 32,925 | |
| Operating expense items noted above, net of tax | 402 | | -- | |
| Adjusted net income | <u>\$ 34,527</u> | | <u>\$ 32,925</u> | |
| Diluted earnings per share | \$ 0.85 | | \$ 0.81 | |
| Per share operating expense items noted above | 0.01 | | -- | |
| Adjusted diluted earnings per share | <u>\$ 0.86</u> | | <u>\$ 0.81</u> | |
| Adjusted diluted earnings per share — growth rate over the prior year period | | 6% | | |
| Weighted average number of common shares — diluted | 39,915 | | 40,406 | |

Note: Adjusted Operating Expenses, Operating Income, Net Income and Earnings Per Share in the first quarter of 2013, exclude the effects of a \$1.3 million reversal of a portion of the workforce reduction and facility closure charge taken in the first quarter of 2013, and a \$1.2 million non-deductible asset impairment charge. Generally Accepted Accounting Principles require that the effects of these items be included in the Condensed Consolidated Statements of Income. Management believes that excluding these items is an appropriate comparison of its ongoing operating results to last year. It is helpful to provide readers of its financial statements with a reconciliation of these items to its Condensed Consolidated Statements of Income reported in accordance with Generally Accepted Accounting Principles.

United Stationers Inc. and Subsidiaries
Reconciliation of Non-GAAP Financial Measures
Adjusted Operating Income, Net Income and Diluted Earnings Per Share
(in thousands, except per share data)

| | For the Years Ended December 31, | | | |
|--|----------------------------------|-------------------|-------------------|-------------------|
| | 2013 | | 2012 | |
| | Amount | % to Net Sales | Amount | % to Net Sales |
| Sales | \$ 5,085,293 | 100.00% | \$ 5,080,106 | 100.00% |
| Gross profit | \$ 789,578 | 15.52% | \$ 774,604 | 15.24% |
| Operating expenses | \$ 580,428 | 11.41% | \$ 573,693 | 11.28% |
| Net workforce reduction and facility closure charge | (12,975) | (0.26)% | (6,247) | (0.12)% |
| Asset impairment charge | (1,183) | (0.02)% | -- | -- |
| Adjusted operating expenses | <u>\$ 566,270</u> | <u>11.13 %</u> | <u>\$ 567,446</u> | <u>11.16%</u> |
| Operating income | \$ 209,150 | 4.11% | \$ 200,911 | 3.96% |
| Operating expense items noted above | 14,158 | 0.28% | 6,247 | 0.12% |
| Adjusted operating income | <u>\$ 223,308</u> | <u>4.39%</u> | <u>\$ 207,158</u> | <u>4.08%</u> |
| Net income | \$ 123,170 | | \$ 111,830 | |
| Operating expense items noted above, net tax | 9,227 | | 3,873 | |
| Adjusted net income | <u>\$ 132,397</u> | | <u>\$ 115,703</u> | |
| Diluted earnings per share | \$ 3.06 | | \$ 2.73 | |
| Per share operating expense items noted above | 0.23 | | 0.09 | |
| Adjusted diluted earnings per share | <u>\$ 3.29</u> | | <u>\$ 2.82</u> | |
| Adjusted diluted earnings per share – growth rate over the prior year period | | 17% | | |
| Weighted average number of common shares – diluted | 40,236 | | 40,991 | |

Note: Adjusted Operating Expenses, Operating Income, Net Income and Diluted Earnings Per Share for the year ended December 31, 2013 exclude the effects of a \$13.0 million net charge related to workforce reduction and facility closures, and a \$1.2 million non-deductible asset impairment charge. December 31, 2012, excludes the effect of a \$6.2 million charge related to workforce reductions and facility closures. Generally Accepted Accounting Principles require that the effects of these items be included in the Condensed Consolidated Statements of Income. Management believes that excluding these items results in an appropriate comparison of the Company's ongoing operating results. It is helpful to provide readers of the financial statements with a reconciliation of these items to the Condensed Consolidated Statements of Income reported in accordance with Generally Accepted Accounting Principles.