

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 Six Months Ended June 30,			
	2013		2012	
	Amount	% to Net Sales	Amount	% to Net Sales
Net sales	<u>\$ 2,524,979</u>	<u>100.00%</u>	<u>\$ 2,547,357</u>	<u>100.00%</u>
Gross profit	\$ 390,461	15.46%	\$ 369,188	14.49%
Operating expenses	\$ 306,293	12.13%	\$ 287,272	11.28%
Worforce reduction and facility closure charge	(14,432)	(0.57)	(6,247)	(0.25)
Adjusted operating expenses	<u>\$ 291,861</u>	<u>11.56%</u>	<u>\$ 281,025</u>	<u>11.03%</u>
Operating income	\$ 84,168	3.33%	\$ 81,916	3.21%
Operating expense items noted above	14,432	0.57	6,247	0.25
Adjusted operating income	<u>\$ 98,600</u>	<u>3.90%</u>	<u>\$ 88,163</u>	<u>3.46%</u>
Net income	\$ 48,544		\$ 42,141	
Operating expense items noted above, net of taxes	8,948		3,873	
Adjusted net income	<u>\$ 57,492</u>		<u>\$ 46,014</u>	
Diluted earnings per share	\$ 1.20		\$ 1.01	
Per share operating expense items noted above	0.22		0.10	
Adjusted diluted earnings per share	<u>\$ 1.42</u>		<u>\$ 1.11</u>	
Adjusted diluted earnings per share — growth rate over the prior year period		28%		
Weighted average number of common shares — diluted	40,475		41,626	

Note: Adjusted Operating Expenses, Operating Income, Net Income and Earnings Per Share for the six months ended June 30, 2013 and June 30, 2012, exclude the effects of a \$14.4 million charge and \$6.2 million charge, each related to workforce reductions and facility closures, respectively. 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.