

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 Nine Months Ended September 30,			
	2014		2013	
	<u>Amount</u>	<u>% to Net Sales</u>	<u>Amount</u>	<u>% to Net Sales</u>
Net Sales	\$ 3,994,123	100.0%	\$ 3,861,655	100.0%
Gross profit	\$ 597,571	15.0%	\$ 594,122	15.4%
Operating expenses	\$ 437,595	11.0%	\$ 442,558	11.5%
Workforce reduction and facility closure charge	-	0.0%	(14,432)	(0.4%)
Adjusted operating expenses	<u>\$ 437,595</u>	<u>11.0%</u>	<u>\$ 428,126</u>	<u>11.1%</u>
Operating income	\$ 159,976	4.0%	\$ 151,564	3.9%
Operating expense item noted above	-	0.0%	14,432	0.4%
Adjusted operating income	<u>\$ 159,976</u>	<u>4.0%</u>	<u>\$ 165,996</u>	<u>4.3%</u>
Net income	\$ 93,357		\$ 89,045	
Operating expense item noted above, net of tax	-		8,948	
Adjusted net income	<u>\$ 93,357</u>		<u>\$ 97,993</u>	
Diluted earnings per share	\$ 2.38		\$ 2.21	
Per share operating expense item noted above	-		0.22	
Adjusted diluted earnings per share	<u>\$ 2.38</u>		<u>\$ 2.43</u>	
Adjusted diluted earnings per share - change over the prior year period		(2.1%)		
Weighted average number of common shares - diluted	39,244		40,331	

Note: Adjusted Operating Expenses, Adjusted Operating Income, Adjusted Net Income and Adjusted Earnings Per Share for the nine months ended September 30, 2013 exclude the effects of a \$14.4 million charge related to a workforce reduction 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 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.