



# Non-GAAP Reconciliations

First Quarter 2016  
Published May 10, 2016



# Appendix: Reconciliation of Non-GAAP Financial Measures



We supplement our financial information prepared in accordance with GAAP with certain non-GAAP measures including Adjusted EBITDA (earnings before interest, income taxes, depreciation and amortization, restructuring charges, stock-based compensation expense, LIFO (income) expense, non-restructuring severance charges, integration expenses, fair value adjustments on the contingent liability associated with the Tax Receivable Agreement ("TRA") and certain other adjustments) because we believe investors commonly use Adjusted EBITDA and these other non-GAAP measures as key financial metrics for valuing companies such as ours. In addition, the credit agreement governing our asset-based lending facility permits us to exclude the foregoing and other charges in calculating "Consolidated EBITDA", as defined in the ABL Facility. We approximate foreign currency effects by applying the foreign currency exchange rate for the prior period to the local currency results for the current period.

Adjusted EBITDA and these other non-GAAP measures are not alternative measures of financial performance under GAAP. Non-GAAP measures do not have definitions under GAAP and may be defined differently by, and not be comparable to, similarly titled measures used by other companies. As a result, we consider and evaluate non-GAAP measures in connection with a review of the most directly comparable measure calculated in accordance with GAAP. We caution investors not to place undue reliance on such non-GAAP measures and to consider them with the most directly comparable GAAP measures. Adjusted EBITDA and these other non-GAAP measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analyzing our results as reported under GAAP. Please see the following tables for reconciliations of non-GAAP measures to the most comparable GAAP measures.

# Appendix: Reconciliation of Non-GAAP Financial Measures



**Table I**  
**VERITIV CORPORATION**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(in millions, unaudited)

|  | <b>Three Months Ended March 31,</b> |             |
|--|-------------------------------------|-------------|
|  | <b>2016</b>                         | <b>2015</b> |
| Net income (loss)                                  | \$ 3.3                              | \$ (2.2)    |
| Interest expense, net                              | 6.5                                 | 6.4         |
| Income tax expense                                 | 4.2                                 | 0.1         |
| Depreciation and amortization                      | 13.5                                | 13.5        |
| EBITDA   | 27.5                                | 17.8        |
| Restructuring charges                              | 1.7                                 | 3.4         |
| Stock-based compensation                           | 2.0                                 | 1.0         |
| LIFO (income) expense                              | (5.3)                               | (5.2)       |
| Non-restructuring severance charges                | 0.8                                 | 0.4         |
| Integration expenses                               | 6.2                                 | 10.0        |
| Fair value adjustments on TRA contingent liability | 1.8                                 | 1.3         |
| Other  | 0.2                                 | (0.3)       |
| Adjusted EBITDA                                    | \$ 34.9                             | \$ 28.4     |
| Net sales  | \$ 2,019.8                          | \$ 2,137.9  |
| Adjusted EBITDA as a % of net sales                | 1.7%                                | 1.3%        |

# Appendix: Reconciliation of Non-GAAP Financial Measures



**Table II**  
**VERITIV CORPORATION**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(in millions, unaudited)

|   | <b>Three Months Ended</b> |
|---|---------------------------|
|   | <b>March 31, 2016</b>     |
| Net cash flows provided by operating activities                                     | \$ 74.5                   |
| Less: Capital expenditures  | (8.9)                     |
| Free cash flow  | <u>65.6</u>               |
| Add back:   |                           |
| Cash payments for restructuring expenses  | 1.3                       |
| Cash payments for integration expenses  | 11.3                      |
| Cash payments for integration-related capex   | 4.8                       |
| Free cash flow excluding cash impact of restructuring and integration-related items | <u><u>\$ 83.0</u></u>     |

