



Owens & Minor 3rd Quarter 2013

**Management Call**  
**Supplemental Information**  
**November 4, 2013**

# Safe Harbor



Except for historical information, the matters discussed in this presentation may constitute forward-looking statements that involve risks and uncertainties that could cause actual results to differ materially from those projected. These risk factors are discussed in reports filed by the company with the Securities & Exchange Commission. All of this information is available at [www.owens-minor.com](http://www.owens-minor.com). The company assumes no obligation, and expressly disclaims any such obligation, to update or alter information, whether as a result of new information, future events, or otherwise.

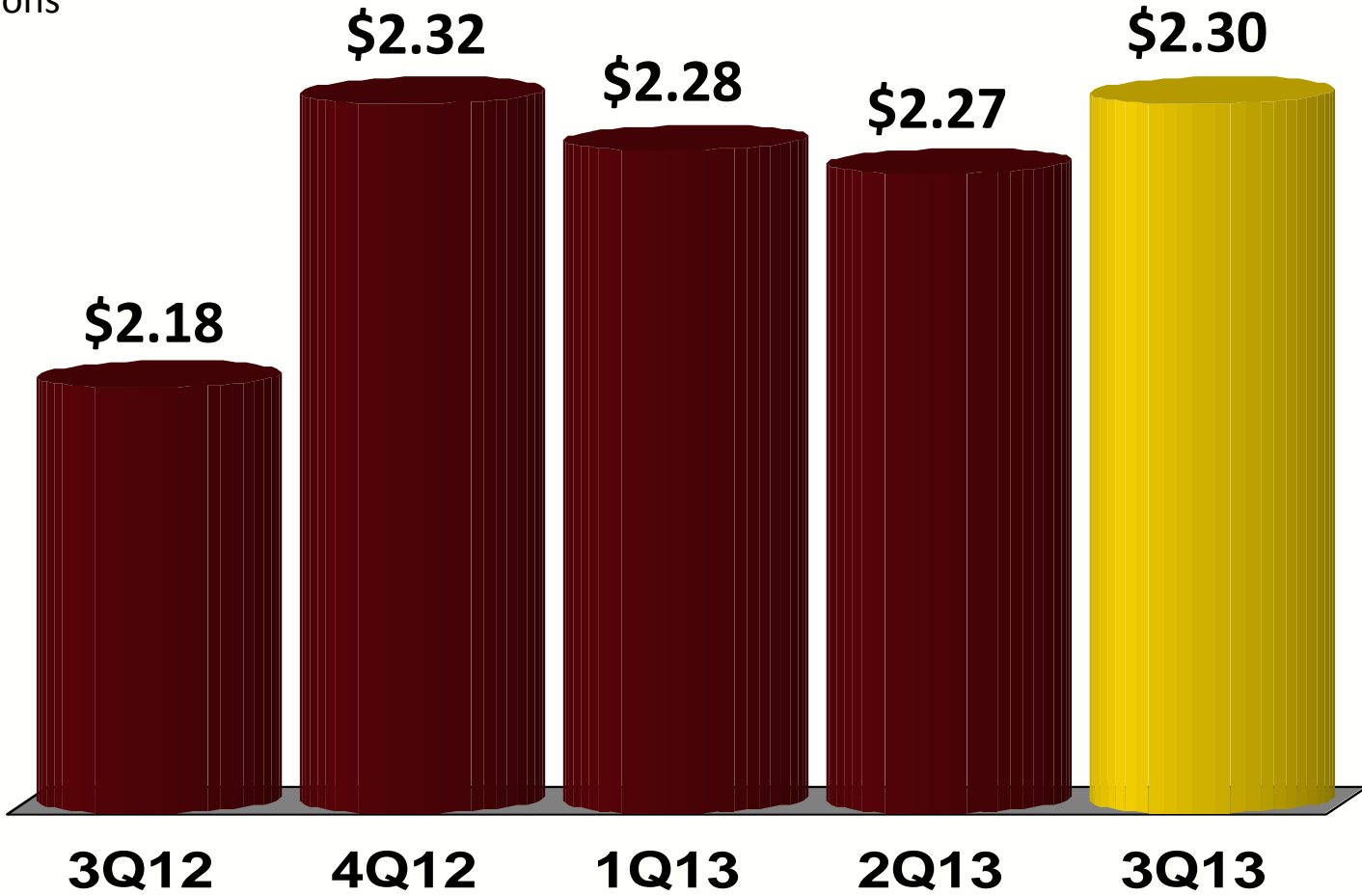


# Quarterly Financial Slides

# Consolidated Revenue



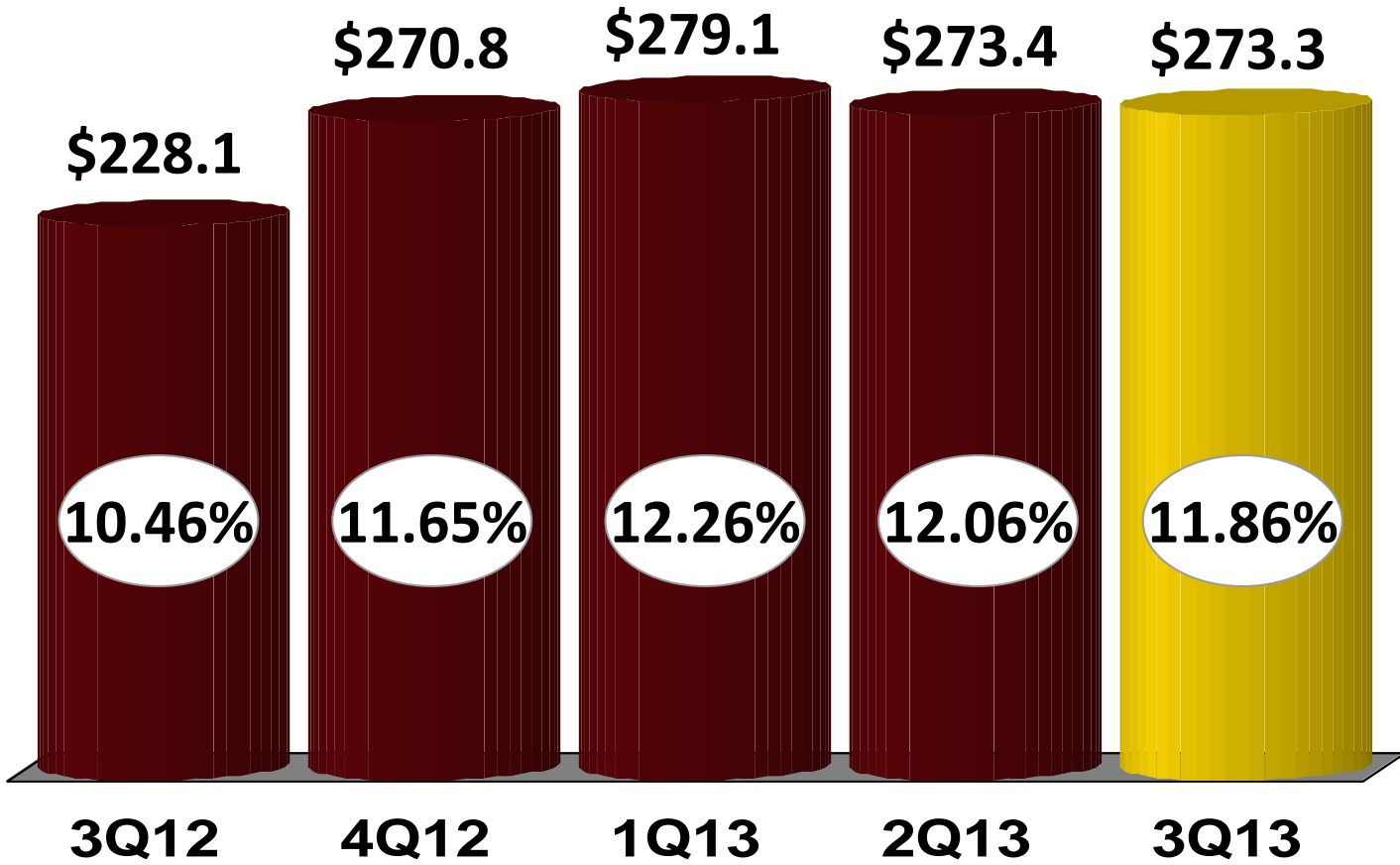
\$ in Billions



# Consolidated Gross Margin



\$ in Millions

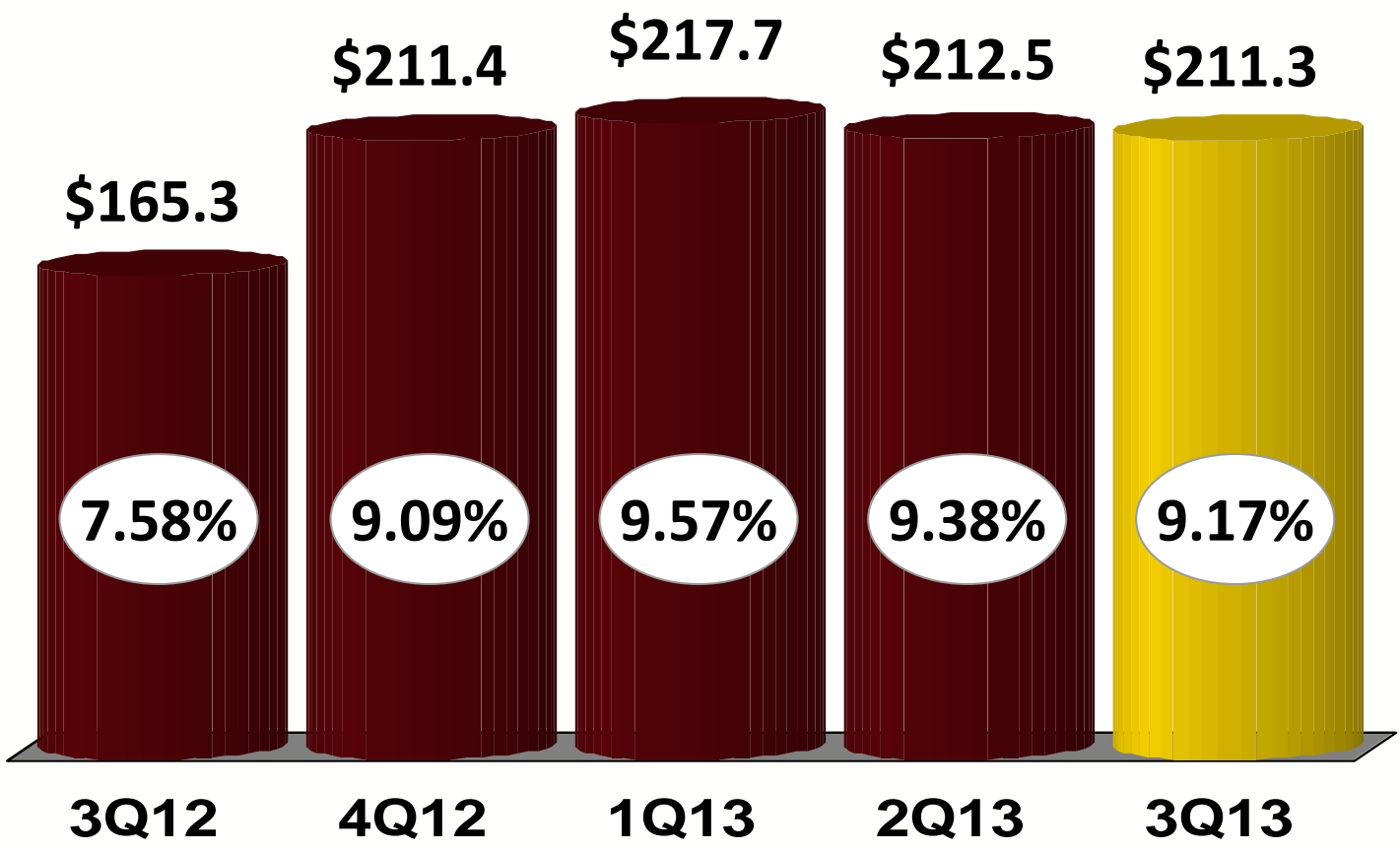


Note: percentages represent gross margin as a % of revenue

# Consolidated SG&A Expenses



\$ in Millions

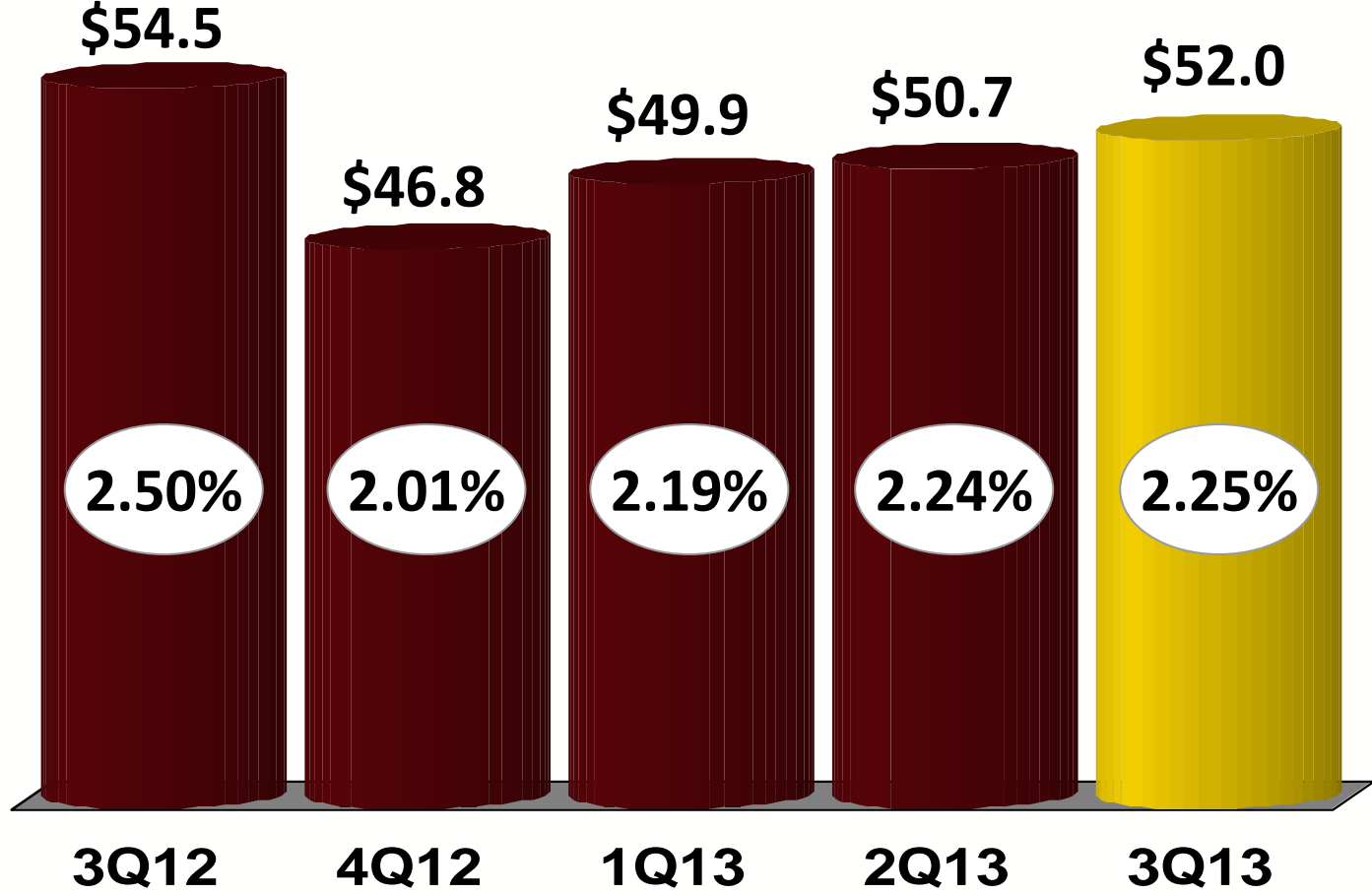


Note: percentages represent SG&A expenses as a % of revenue



# Adjusted Consolidated Operating Earnings

Non-GAAP, \$ in Millions

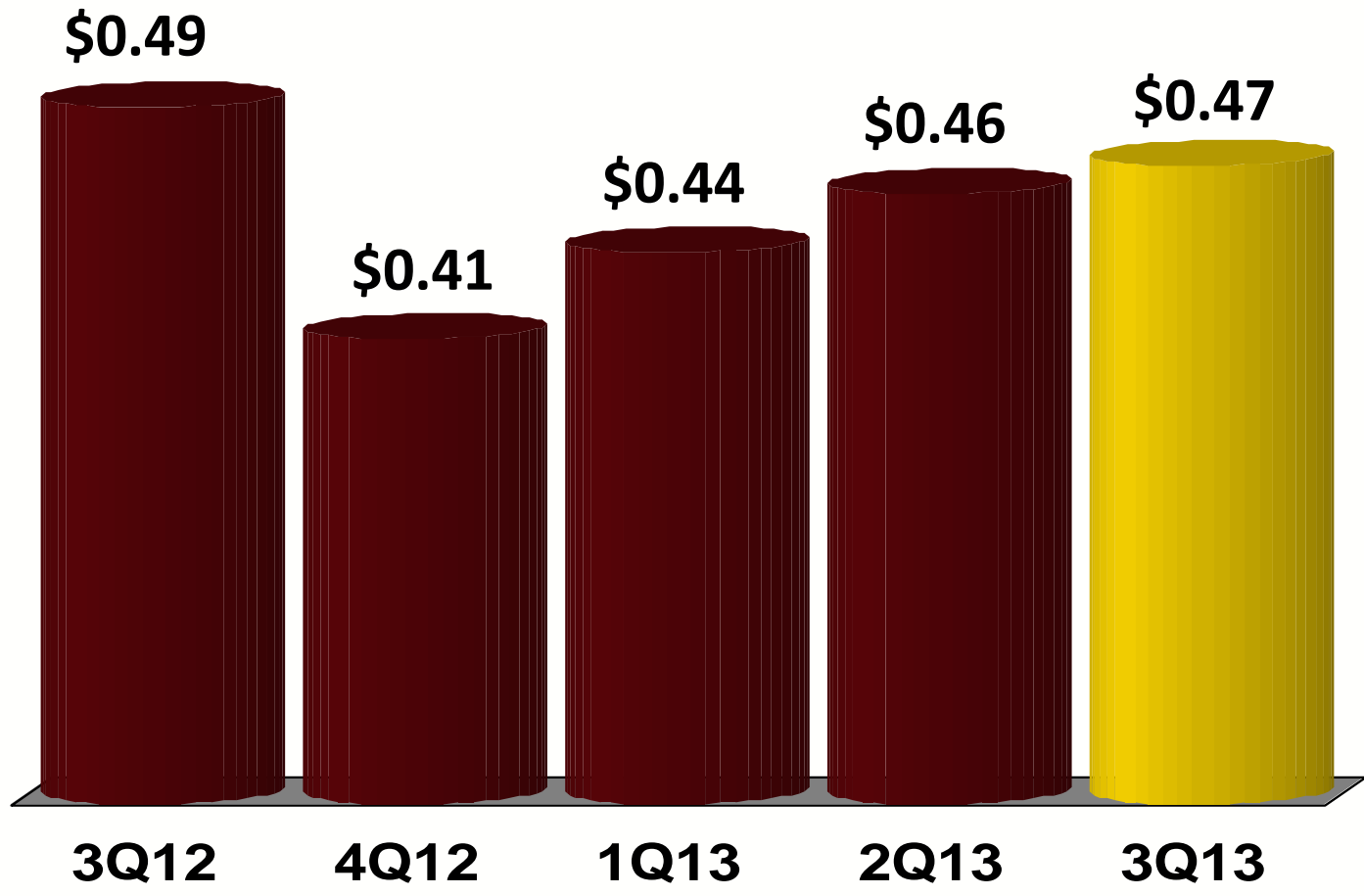


Note: percentages represent adjusted consolidated operating earnings as a % of revenue; see reconciliation to reported U.S. GAAP measures on the GAAP Reconciliation included in this Supplemental Information



# Adjusted Net Income per Diluted Share

Non-GAAP



Note: see reconciliation to reported U.S. GAAP measures on the GAAP Reconciliation included in this Supplemental Information



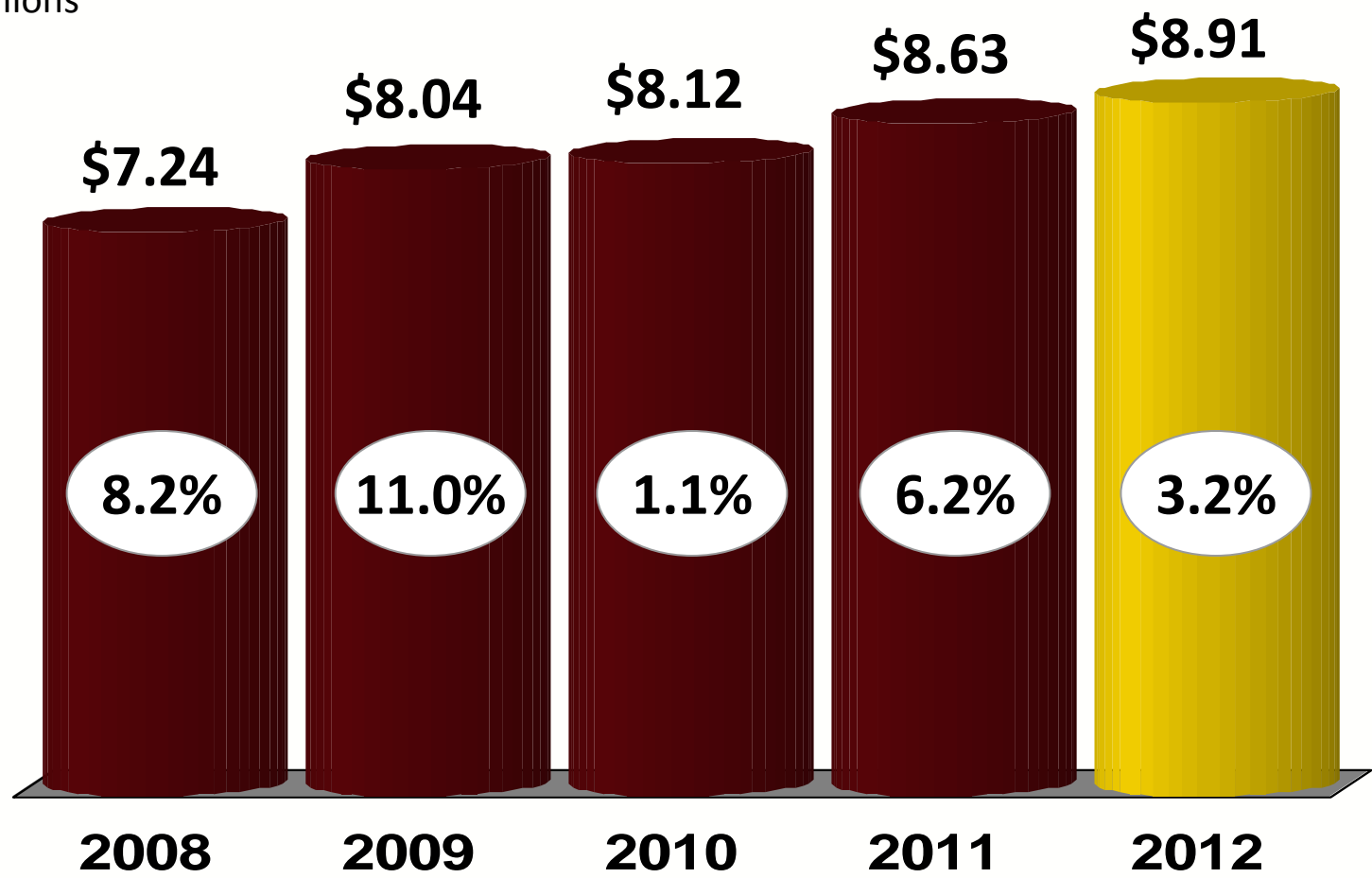


# Five-Year Financial Slides

# Revenue



\$ in Billions

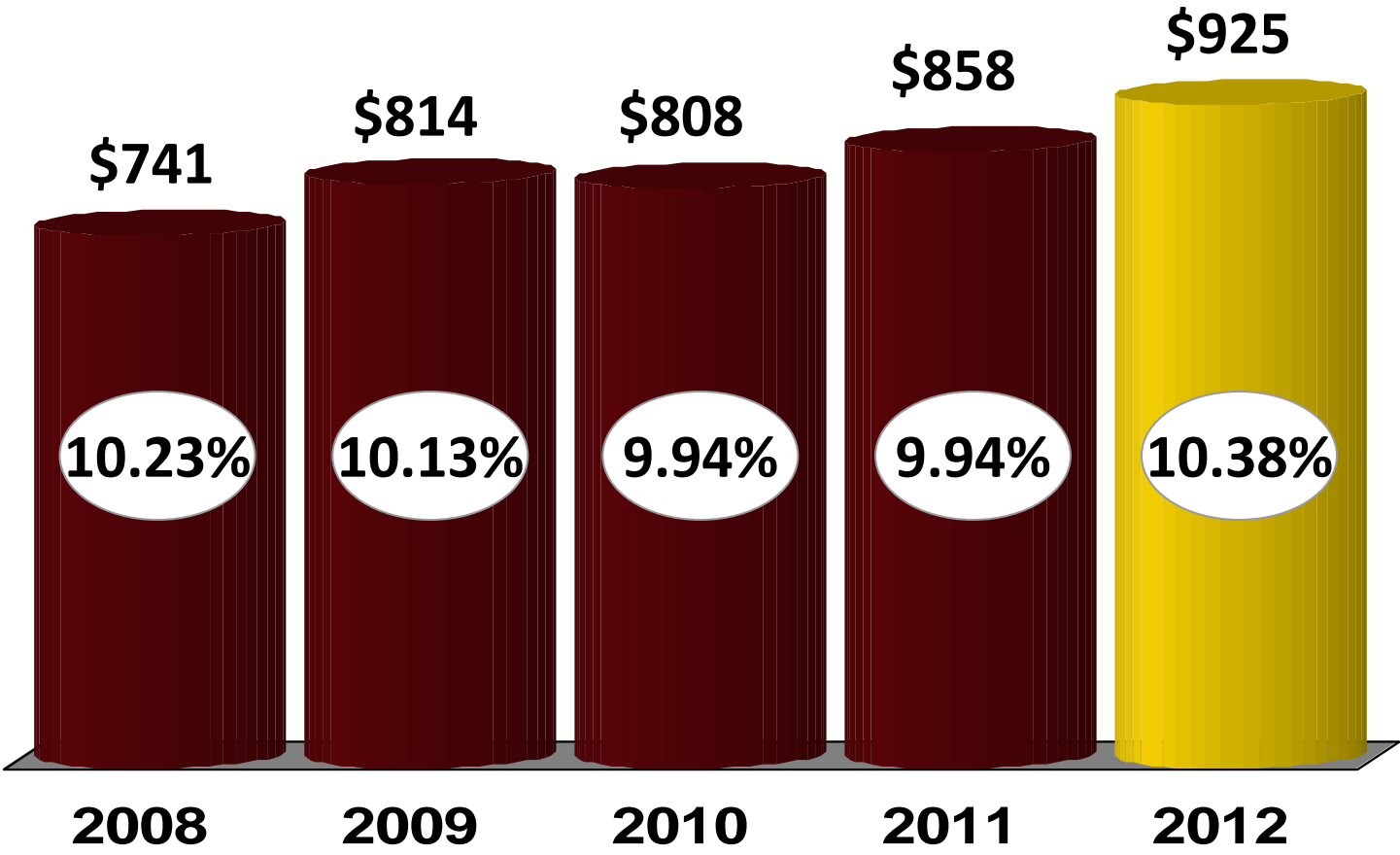


Note: percentages represent annual revenue growth

# Gross Margin



\$ in Millions

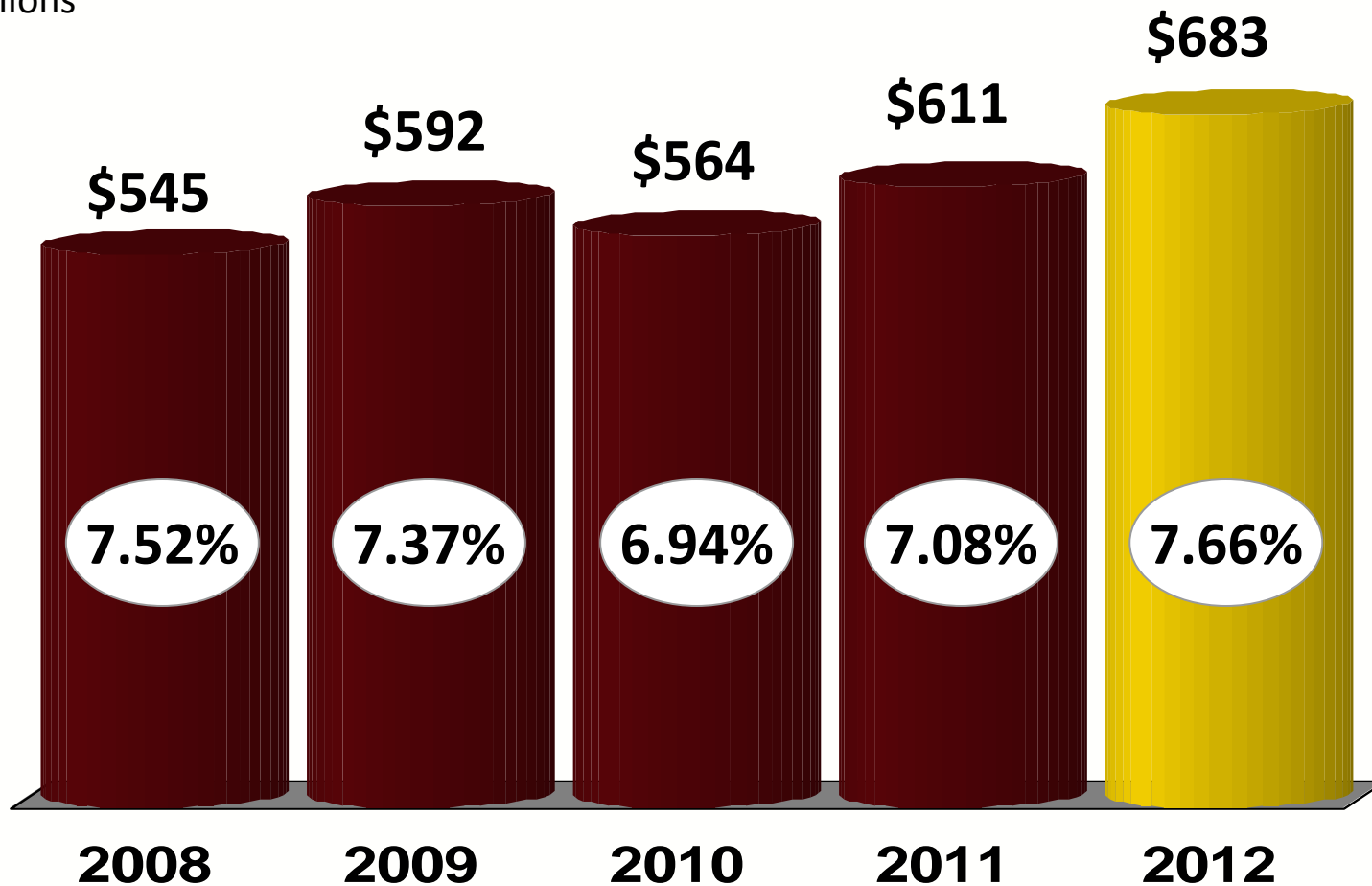


Note: percentages represent gross margin as a % of revenue

# SG&A Expenses



\$ in Millions

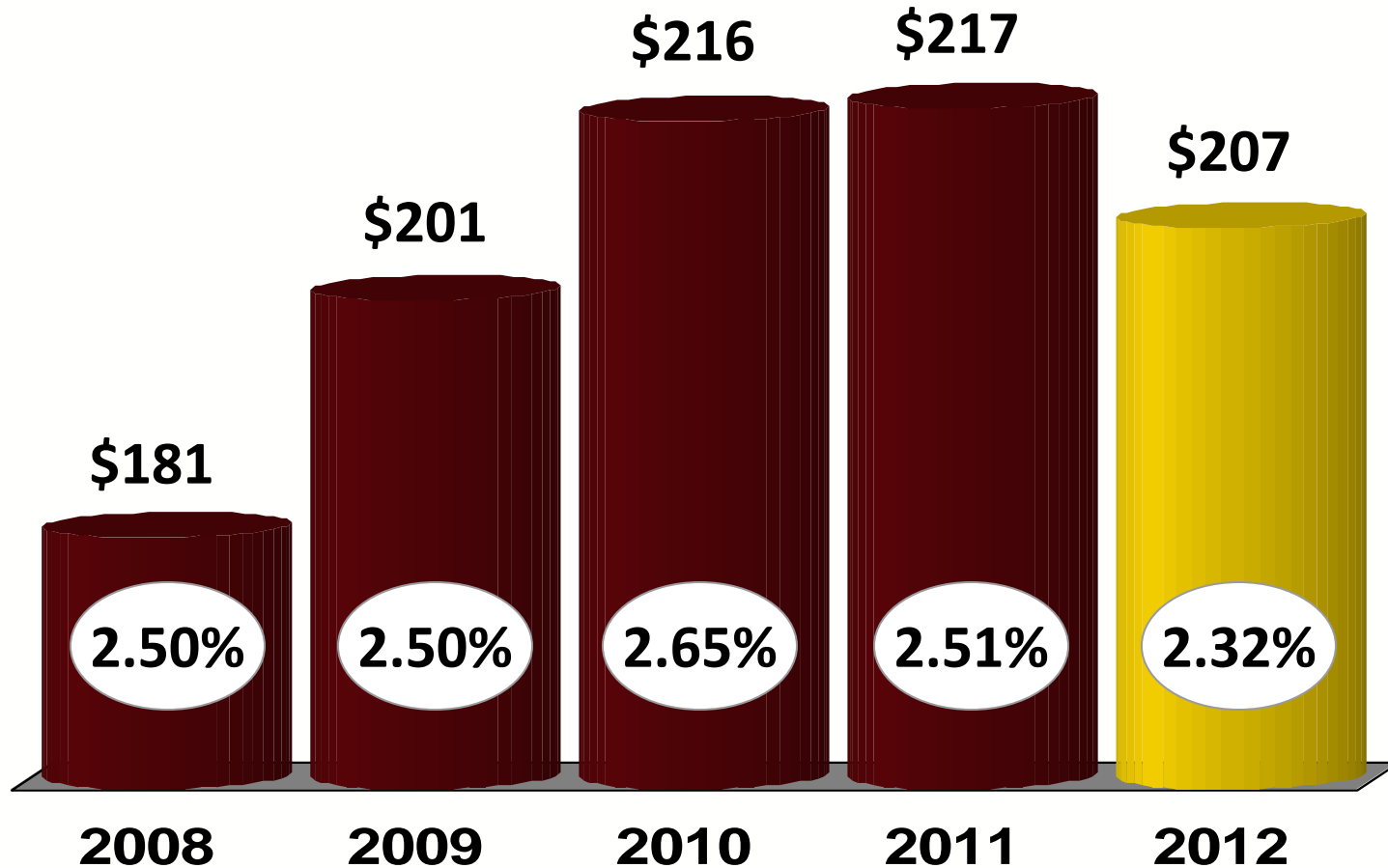


Note: percentages represent SG&A expenses as a % of revenue

# Adjusted Operating Earnings



Non-GAAP, \$ in Millions



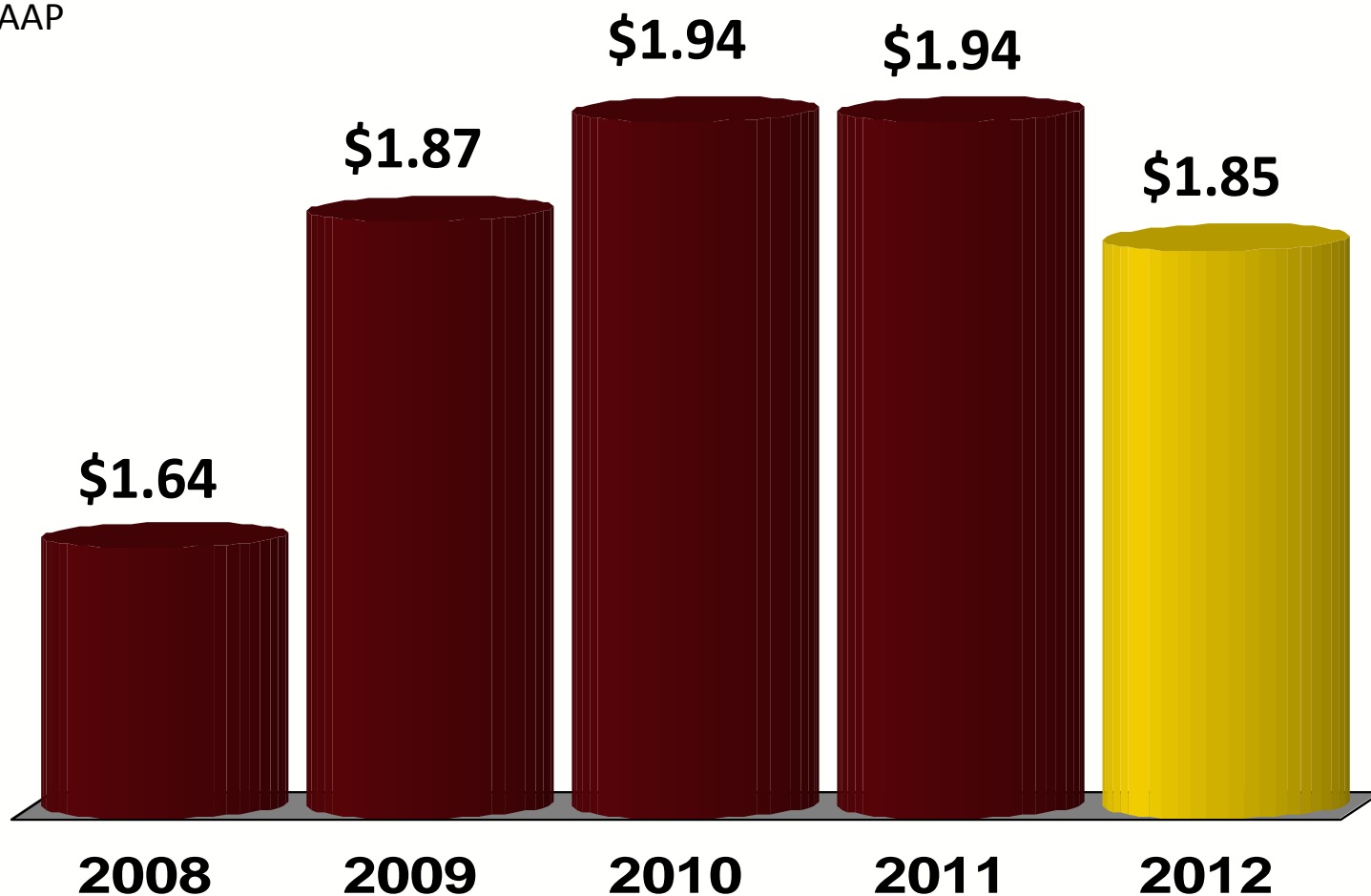
Note: see reconciliation to reported U.S. GAAP measures on the GAAP Reconciliation included in this Supplemental Information

# Adjusted Net Income per Diluted Share

## From Continuing Operations



Non-GAAP



Note: see reconciliation to reported U.S. GAAP measures on the GAAP Reconciliation included in this Supplemental Information



# Supplemental Information

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## **GAAP Reconciliation**

The company has provided certain financial measures that are not calculated in accordance with U.S. generally accepted accounting principles (“GAAP”). In general, these measures exclude items and charges that (i) management does not believe reflect our core business and relate more to strategic, multi-year corporate activities; or (ii) relate to activities or actions that may have occurred over multiple or in prior periods without predictable trends. Management uses these non-GAAP financial measures internally to evaluate our performance, evaluate the balance sheet, engage in financial and operational planning and determine incentive compensation.

Management provides these non-GAAP financial measures to investors as supplemental metrics to assist readers in assessing the effects of items and events on our financial and operating results and in comparing our performance to that of our competitors. However, the non-GAAP financial measure used by us may be calculated differently from, and therefore may not be comparable to, similarly titled measures used by other companies.

The non-GAAP financial measures disclosed by us should not be considered a substitute for, or superior to, financial measures calculated in accordance with GAAP, and the financial results calculated in accordance with GAAP. Reconciliations to those financial statements should be carefully evaluated.



# GAAP Reconciliation



*\$ in thousands except per share amounts*

<i>Three Months Ended,</i>	<b>2012</b>				<b>2013</b>					
	<b>September 30</b>		<b>December 31</b>		<b>March 31</b>		<b>June 30</b>		<b>September 30</b>	
		<i>% of revenue</i>		<i>% of revenue</i>		<i>% of revenue</i>		<i>% of revenue</i>		<i>% of revenue</i>
Operating earnings, as reported (GAAP)	\$46,663	2.14%	\$45,041	1.94%	\$47,884	2.10%	\$50,050	2.21%	\$49,215	2.14%
Acquisition-related and exit and realignment charges	7,831	0.36%	1,717	0.07%	2,010	0.09%	638	0.03%	2,747	0.12%
Operating earnings, adjusted (Non-GAAP)	<u>\$54,494</u>	<u>2.50%</u>	<u>\$46,758</u>	<u>2.01%</u>	<u>\$49,894</u>	<u>2.19%</u>	<u>\$50,688</u>	<u>2.24%</u>	<u>\$51,962</u>	<u>2.25%</u>
		<i>per diluted common share</i>		<i>per diluted common share</i>		<i>per diluted common share</i>		<i>per diluted common share</i>		<i>per diluted common share</i>
Net income, as reported (GAAP)	\$24,597	\$0.39	\$24,934	\$0.39	\$26,098	\$0.41	\$28,872	\$0.46	\$27,970	\$0.44
Acquisition-related and exit and realignment charges, net of tax	6,588	0.10	1,237	0.02	1,521	0.03	412	-	1,899	0.03
Net income, adjusted (Non-GAAP)	<u>\$31,185</u>	<u>\$0.49</u>	<u>\$26,171</u>	<u>\$0.41</u>	<u>\$27,619</u>	<u>\$0.44</u>	<u>\$29,284</u>	<u>\$0.46</u>	<u>\$29,869</u>	<u>\$0.47</u>
<i>Year Ended December 31,</i>	<b>2010</b>		<b>2011</b>		<b>2012</b>		<b>September 30, 2012</b>		<b>September 30, 2013</b>	
		<i>% of revenue</i>		<i>% of revenue</i>		<i>% of revenue</i>		<i>% of revenue</i>		<i>% of revenue</i>
Operating earnings, as reported (GAAP)	\$195,936	2.41%	\$203,515	2.36%	\$196,753	2.21%	\$151,712	2.30%	\$147,150	2.15%
Acquisition-related and exit and realignment charges	-	0.00%	13,168	0.15%	10,164	0.11%	8,448	0.13%	5,395	0.08%
Pension settlement charge	19,573	0.24%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
Operating earnings, adjusted (Non-GAAP)	<u>\$215,509</u>	<u>2.65%</u>	<u>\$216,683</u>	<u>2.51%</u>	<u>\$206,917</u>	<u>2.32%</u>	<u>\$160,160</u>	<u>2.43%</u>	<u>\$152,545</u>	<u>2.43%</u>
		<i>per diluted common share</i>		<i>per diluted common share</i>		<i>per diluted common share</i>		<i>per diluted common share</i>		<i>per diluted common share</i>
Net income, as reported (GAAP)	\$110,579	\$1.75	\$115,198	\$1.81	\$109,003	\$1.72	\$84,070	\$1.33	\$82,941	\$1.31
Acquisition-related and exit and realignment charges, net of tax	-	0	7,993	0.13	8,200	0.13	6,963	0.11	3,832	0.06
Pension settlement charge, net of tax	11,918	0.19	-	-	-	-	-	-	-	-
Net income, adjusted (Non-GAAP)	<u>\$122,497</u>	<u>\$1.94</u>	<u>\$123,191</u>	<u>\$1.94</u>	<u>\$117,203</u>	<u>\$1.85</u>	<u>\$91,033</u>	<u>\$1.44</u>	<u>\$86,773</u>	<u>\$1.37</u>

# Sales Days per Year



	<u>2011</u>	<u>2012</u>	<u>2013</u>
1st Quarter	64	64	63
2nd Quarter	64	64	64
3rd Quarter	64	63	64
4th Quarter	<u>62</u>	<u>63</u>	<u>63</u>
Totals	<u>254</u>	<u>254</u>	<u>254</u>



[www.owens-minor.com](http://www.owens-minor.com)

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