



## THE INDUSTRIAL DISTRIBUTION EXPERTS

*Presented by:*

**David Little**

Chairman, President & CEO

**Kent Yee**

Senior Vice President & CFO

**Results for Q3 Fiscal 2019**

Earnings Announcement: November 7, 2019

(Quarter Ending September 30, 2019)

# FORWARD LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of the U.S. federal securities laws that involve risks and uncertainties. Certain statements contained in this report are not purely historical, including statements regarding our expectations, beliefs, intentions or strategies regarding the future that are forward-looking. These statements include statements concerning projected revenues, expenses, gross profit, income, gross margins or other financial items.

All forward-looking statements speak only as of the date of this presentation. You should not place undue reliance on these forward-looking statements. Although we believe our plans, intentions and expectations reflected in or suggested by the forward-looking statements we make in this presentation are reasonable, we may be unable to achieve these plans, intentions or expectations. These cautionary statements qualify all forward-looking statements attributable to us or persons acting on our behalf. Risks and uncertainties that could cause actual results to differ from those in the forward-looking statements are described in “Risk Factors” and “Forward-Looking Statements” in our Quarterly Reports on Form 10-Q and in our Annual Report on Form 10-K as filed with the Securities and Exchange Commission.

## **Statement Regarding use of Non-GAAP Measures:**

The Non-GAAP financial measures contained in this presentation (including, without limitation, EBITDA, Adjusted EBITDA, Free Cash Flow, Return on Invested Capital (ROIC) and variations thereof) are not measures of financial performance calculated in accordance with GAAP and should not be considered as alternatives to net income (loss) or any other performance measure derived in accordance with GAAP or as alternatives to cash flows from operating activities as a measure of our liquidity. They should be viewed in addition to, and not as a substitute for, analysis of our results reported in accordance with GAAP, or as alternative measures of liquidity. Management believes that certain non-GAAP financial measures provide a view to measures similar to those used in evaluating our compliance with certain financial covenants under our credit facilities and provide financial statement users meaningful comparisons between current and prior year period results. They are also used as a metric to determine certain components of performance-based compensation. The adjustments and Adjusted EBITDA are based on currently available information and certain adjustments that we believe are reasonable and are presented as an aid in understanding our operating results. They are not necessarily indicative of future results of operations that may be obtained by the Company.



# Q3 INCOME STATEMENT HIGHLIGHTS

(\$ thousands)

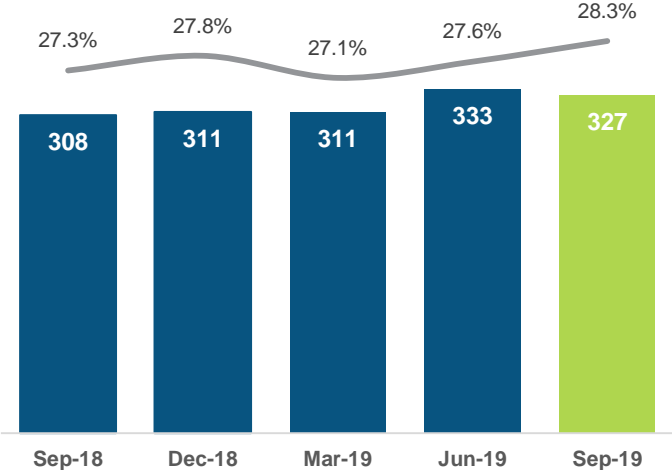
	Prior Yr Sept. 30, 2018	Prior Qtr June 30, 2019	Current Qtr Sept. 30, 2019
Sales	\$ 308,028	\$ 333,318	\$ 327,178
<i>% growth - seq.</i>	-1.0%	7.1%	-1.8%
<i>% growth - yoy</i>	22.3%	7.1%	6.2%
<hr/>			
Gross Profit	84,070	91,987	92,704
<i>% margin</i>	27.3%	27.6%	28.3%
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Operating Income	16,813	22,847	21,717
<i>% margin</i>	5.5%	6.9%	6.6%
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EBITDA	23,199	28,727	28,164
<i>% margin</i>	7.5%	8.6%	8.6%
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Diluted EPS	\$ 0.46	\$ 0.73	\$ 0.71

Please refer to the appendix of this presentation for current period reconciliation of the Non-GAAP financial measures to the most directly comparable GAAP measures.

# QUARTERLY FINANCIAL HIGHLIGHTS

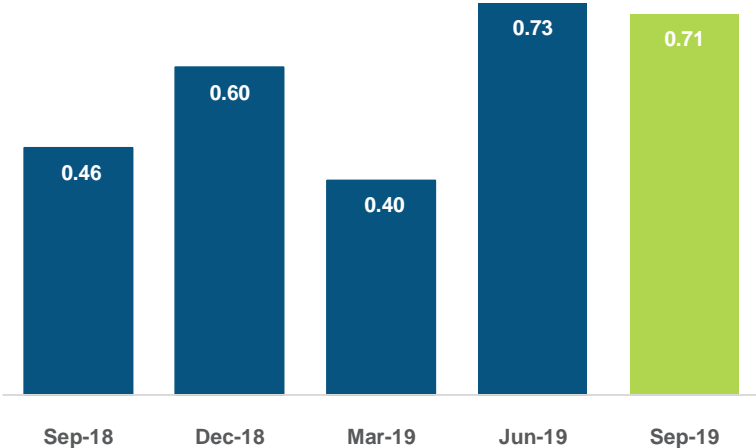
## Sales and Gross Margin

(\$ millions)



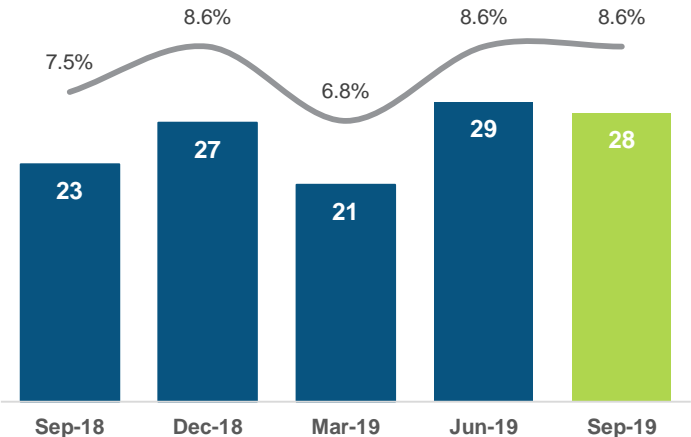
## Diluted Earnings Per Share

(\$ actuals)



## EBITDA and EBITDA Margin

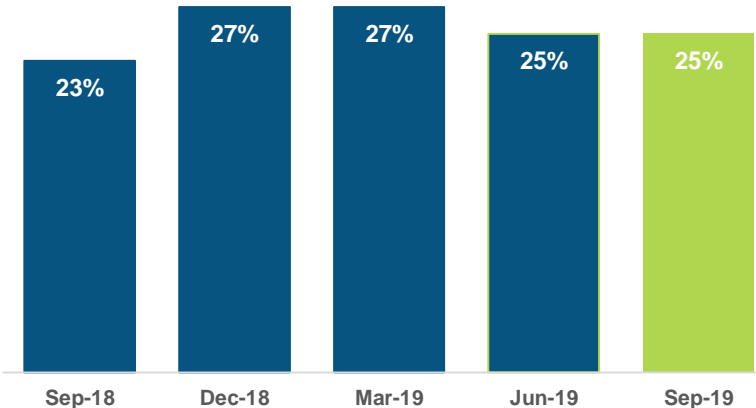
(\$ millions)



## Return on Invested Capital

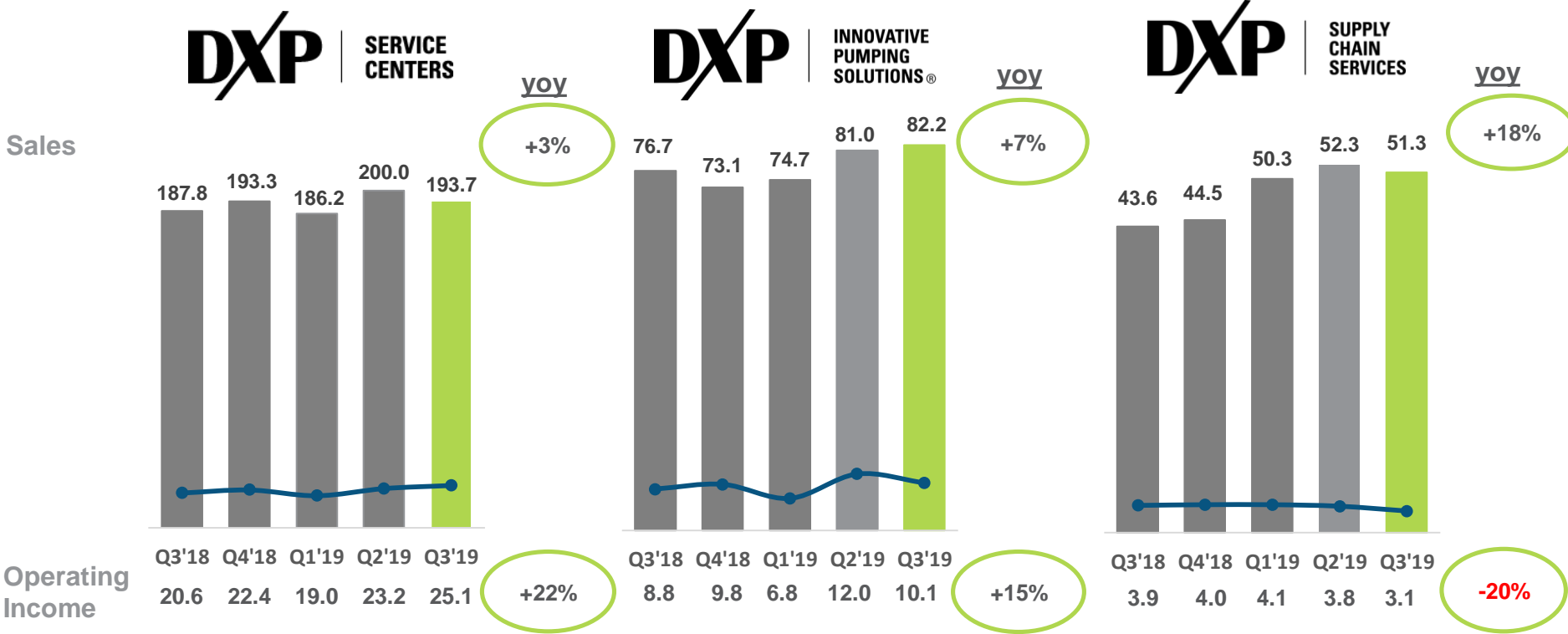
ROIC%

Return on invested capital is defined as tax-effected LTM EBITDA / average total net operating assets.



# Q3'19 SEGMENT PERFORMANCE


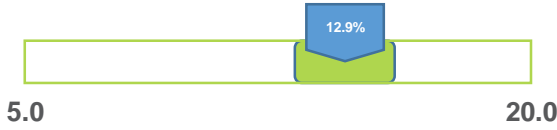

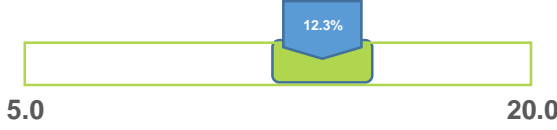

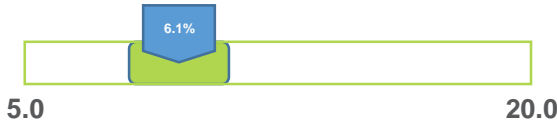
(\$ millions)



Please refer to the appendix of this presentation for current period reconciliation of the Non-GAAP financial measures to the most directly comparable GAAP measures.

# Q3 OPERATING PERFORMANCE BY SEGMENT

(\$ millions)

	Sales \$	Sales Mix	OP\$	OP%	
<b>DXP</b>   SERVICE CENTERS	\$ 193.7	 59%	\$ 25.1	12.9%	
<b>DXP</b>   INNOVATIVE PUMPING SOLUTIONS®	\$ 82.2	 25%	\$ 10.1	12.3%	
<b>DXP</b>   SUPPLY CHAIN SERVICES	\$ 51.3	 16%	\$ 3.1	6.1%	
Corporate*	---		\$ (16.6)		
<b>Total DXP</b>	<b>\$ 327.2</b>	<b>100%</b>	<b>\$ 21.7</b>	<b>6.6%</b>	

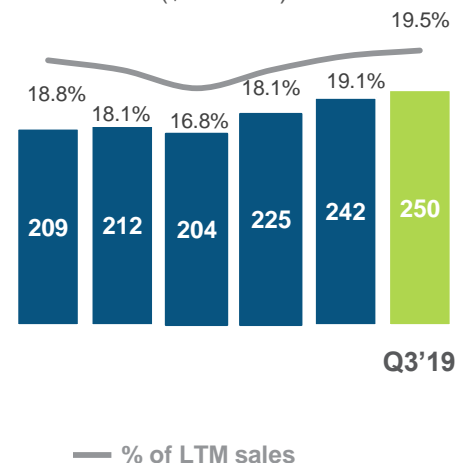
\*Corporate expense includes amortization of intangible assets. Please refer to the appendix of this presentation for current period reconciliation of the Non-GAAP financial measures to the most directly comparable GAAP measures.

# CASH FLOW & WORKING CAPITAL

	Prior Qtr Jun 30, 2019	Current Qtr Sep 30, 2019	Current Yr Sep 30, 2019
GAAP net income	\$ 13,350	\$ 13,148	\$ 33,685
Depreciation and amortization	6,065	6,422	18,693
Change in net working capital	(14,443)	(13,993)	(44,030)
Other operating cash flows, net	(3,122)	5,366	(865)
<b>Net Cash (used in) provided by operating activities</b>	<b>1,850</b>	<b>10,943</b>	<b>7,483</b>
Purchases of property&equipment, net	6,272	5,663	14,247
Proceeds from disposition of property&equipment	5	1	35
<b>Free Cash Flow</b>	<b>(4,417)</b>	<b>5,281</b>	<b>(6,729)</b>
Net Cash used in financing activities	(957)	(2,177)	(5,444)
<b>Cash at end of the period</b>	<b>25,553</b>	<b>28,559</b>	<b>25,553</b>
<b>Supplemental Information:</b>			
Cash paid for income taxes	6,007	1,716	7,946
Cash paid for interest	4,417	4,516	13,505
Net Debt	\$ 221,586	\$ 216,564	\$ 216,564

## NET WORKING CAPITAL

(\$ millions)



Net working capital is calculated as accounts receivable plus inventory plus cost & est. profits in excess of billings, plus prepaid expenses less accounts payable less accrued wages less billings in excess of costs and profits less customer advances less other accrued liabilities

Free cash flow is calculated as cash from operations less net purchases of property & equipment

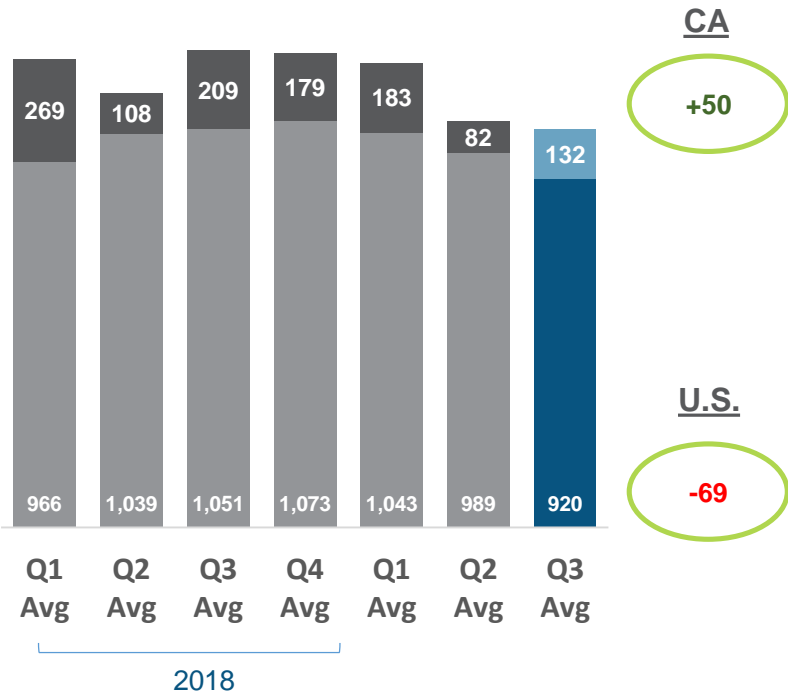
# BUSINESS INDICATORS

**DXP**

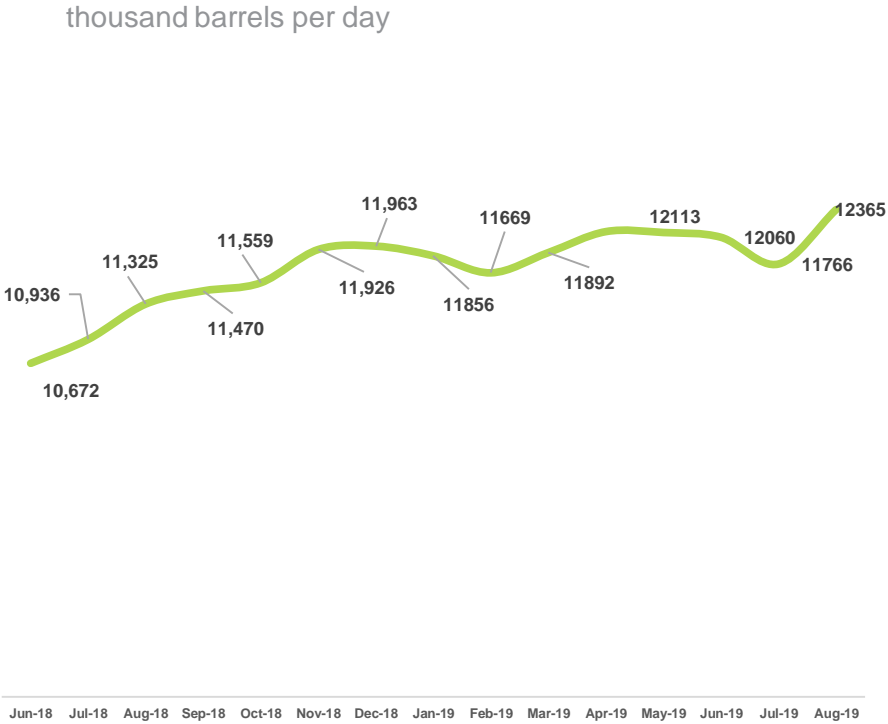


# KEY INDICATOR PERFORMANCE

## U.S. & Canadian Rig Count



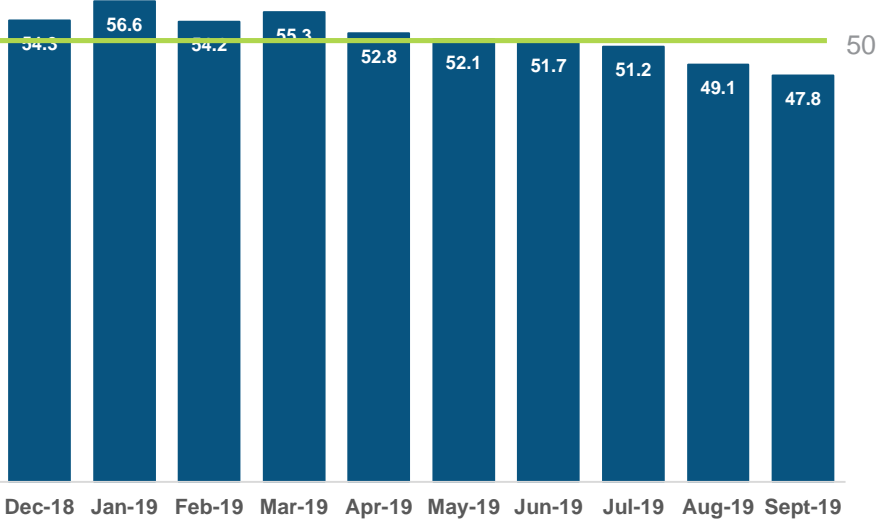
## U.S. Crude Oil Production



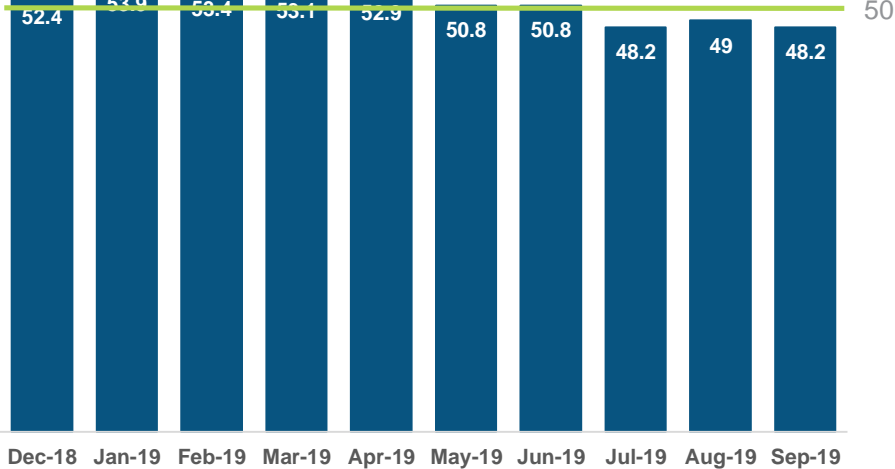
Source: Baker Hughes Rotary Rig Count data and Energy Information Administration. Accessed via [www.bhge.com](http://www.bhge.com). Crude Oil production data accessed via [www.eia.gov](http://www.eia.gov)

# KEY INDICATOR PERFORMANCE *(cont'd)*

Purchasing Managers Index



Metal Working Business Index



Source: Institute for Supply Management and Gardner Business Media

# APPENDIX

**DXP**

# RECONCILIATION OF OPERATING INCOME

(\$ thousands)

	Three Months Ended September 30,	
	2019	2018
Operating income for reportable segments	\$38,278	\$33,249
<i>Adjustments for:</i>		
Amortization of intangibles	3,806	4,098
Corporate expenses	12,755	12,338
<b>Total operating income</b>	<b>21,717</b>	<b>16,813</b>
Interest expense	4,986	4,781
Other expense (income), net	(25)	120
<b>Income before income taxes</b>	<b>\$ 16,756</b>	<b>\$11,912</b>

# RECONCILIATION OF NON-GAAP MEASURES: INCOME BEFORE INCOME TAXES TO EBITDA and ADJUSTED EBITDA

(\$ thousands)

The following table is a reconciliation of EBITDA and adjusted EBITDA, non-GAAP financial measures, to income before income taxes, calculated and reported in accordance with U.S. GAAP.

	Three Months Ended September 30,	
	2019	2018
Income before income taxes	\$ 16,756	\$ 11,912
Plus: interest expense	4,986	4,781
Plus: depreciation and amortization	6,422	6,506
<b>EBITDA</b>	<b>\$28,164</b>	<b>\$23,199</b>
Plus: NCI loss (gain) before tax	(55)	64
Plus: Stock compensation expense	473	526
<b>Adjusted EBITDA</b>	<b>\$28,582</b>	<b>\$23,789</b>



**THE INDUSTRIAL DISTRIBUTION EXPERTS**

NASDAQ: DXPE  
NOVEMBER 2019