LAWSON PRODUCTS INC/NEW/DE/ Form 8-K August 15, 2014

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credit; disruptions of the Company's information and communication systems; the effect of general economic and market conditions; inventory obsolescence; work stoppages and other disruptions at transportation centers or shipping ports; changing customer demand and product mixes; increases in commodity prices; violations of environmental protection regulations; a negative outcome related to tax matters; and, all other factors discussed in the Company's "Risk Factors" set forth in its Annual Report on Form 10-K for the year ended December 31, 2013. The Company undertakes no obligation to update any such factors or to publicly announce the results of any revisions to any forward-looking statements contained herein whether as a result of new information, future events or otherwise. 2



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This presentation is the property of Lawson Products, Inc. and may not be reproduced 4 Legend: Sales Penetration Distribution Center Chicago, IL (HQ) Sales Coverage and Distribution Reach Across North America; Distribution Centers: McCook, IL Fairfield, NJ Reno, NV Suwanee, GA Mississauga, ON (Canada) Lawson Products: At a Glance • 878 Reps at 6/30/14 • Targeting 925-965 by year-end • Significant untapped market











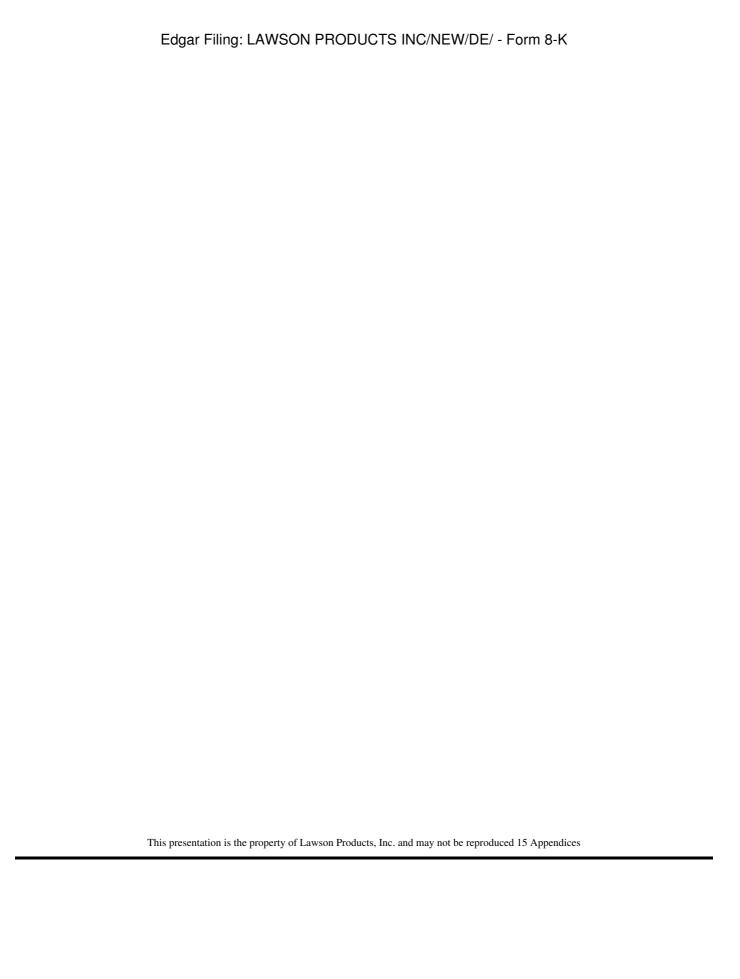
















67,213\$ 68,317\$ 68,235\$ 65,738\$ 69,204\$ 72,080\$ Operating Income (Loss) 3,542 1,397 (3,480) (6,995) (3,466) (42,084) (1,740) 2,057 (3,530) (201) 870 (3,002) (4,713) 1,241 Depreciation & Amortization 1,260 1,315 1,160 1,675 1,715 1,566 1,963 1,841 2,061 2,244 2,367 2,358 2,295 2,163 EBITDA 4,802 2,712 (2,320) (5,320) (1,751) (40,518) 223 3,898 (1,469) 2,043 3,237 (644) (2,418) 3,404 Excluded Costs Severance 745 465 282 122 185 6,585 1,410 (159) - 2 962 (127) 728 290 Stock Based Compensation (Benefit) 227 (95) (538) 467 198 (1,015) 77 434 1,596 76 33 562 1,125 408 ERP Implementation Costs 1,902 2,388 2,344 339 - - - - Loss/(Gain) on Disposal of Property - - 22 - (2,122) (11) (1,588) - - (36) 32 - Employment Tax Matter - - 1,200 - - - - Loss on Sub-Lease - - - - 2,928 - o d i 1 Imp irment - - - 28,306 - - - - I v nt ry R ti alization - - - 3,893 - - - National sales meeting - - - - 1,225 - - - Property Impairment Loss - - - - - 2,914 132 Adjusted EBITDA 7,676\$ 5,470\$ (232)\$ (3,170)\$ (1,368)\$ (4,871)\$ 1,699\$ 2,585\$ 1,352\$ 2,121\$ 4,196\$ 2,751\$ 2,349\$ 4,234\$ Adjusted EBITDA % of Sales 9.7% 6.8% -0.3% -4.6% -1.9% -7.0% 2.5% 4.0% 2.0% 3.1% 6.1% 4.2% 3.4% 5.9%



