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## Anixter Overview

- Customer Value Proposition
- 2012 Sales Mix
- Capital Allocation History
- Consistent Return of Cash to Shareholders

## AXE Perspectives on Valuation

- Investor Relations
- Capital Allocation
- Corporate Strategy



## Anixter Customer Value Proposition

Unmatched Global Distribution Network

Supply Chain Solutions

Technical Expertise



**Enterprise Cabling  
& Security Solutions**



**Electrical and Electronic  
Wire & Cable**



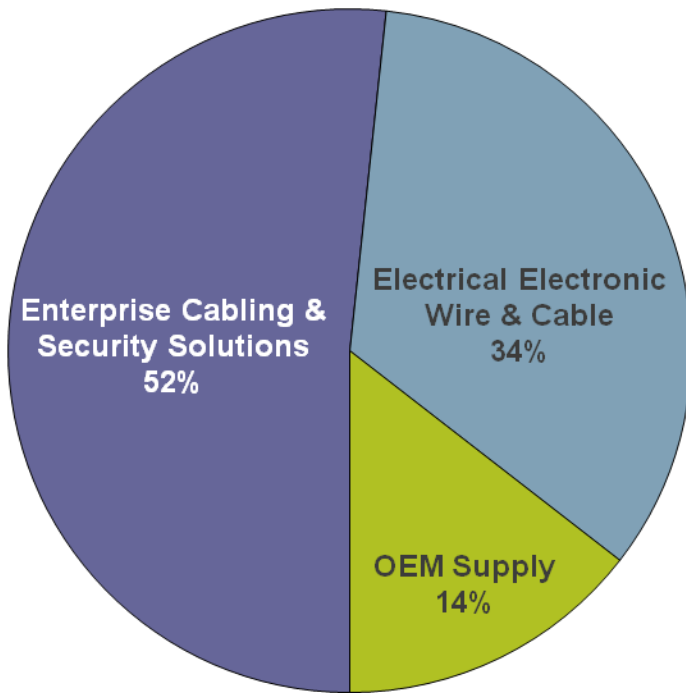
**OEM Supply**

**Anixter reduces cost and complexity for our customers**

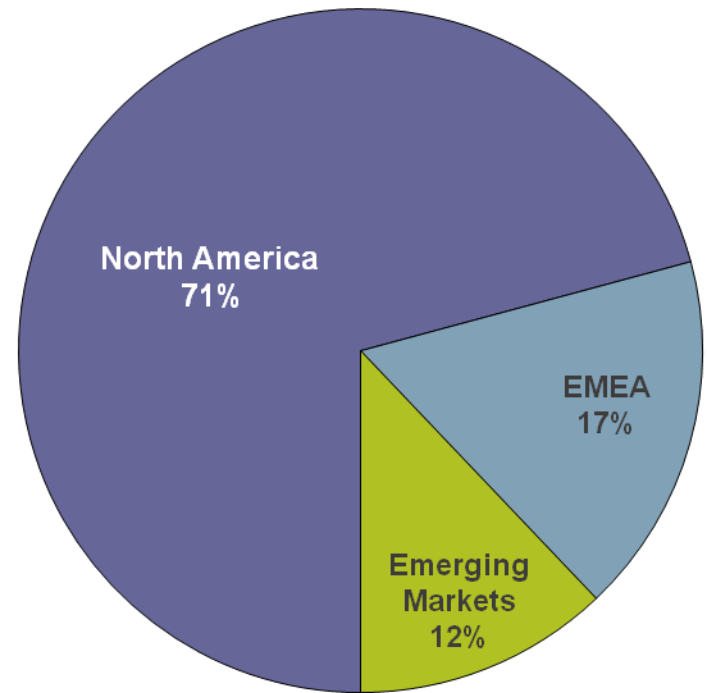


# Anixter 2012 Sales Mix

**2012 Segment Sales Mix**



**2012 Geographic Sales Mix**



**2012 Sales: \$6.25 Billion**



# Anixter Disciplined & Prudent Capital Allocation

## 5-Year Summary (2008-2012)

Total cash from Operations		\$1,047
Proceeds from sale of Aerospace business		\$144
<b>Total cash available for capital allocation</b>		<b>\$1,191</b>
Acquisitions		\$(270)
Debt decrease, net		\$(39)
Capital expenditures		\$(135)
<b>Total debt reduction and business investment</b>	<b>37% of total:</b>	<b>\$(444)</b>
Share repurchases		\$(348)
Special dividends		\$(265)
Equity reduction – convertible retirement		\$(133)
<b>Total return of capital to shareholders</b>	<b>63% of total:</b>	<b>\$(746)</b>

**In the last 5 years AXE returned \$746 million to shareholders, representing 63% of available cash**



## Anixter Consistent Return of Capital to Shareholders

\$ in millions	2008	2009	2010	2011	2012
<b>Share Repurchases</b>	\$105	\$35	\$41	\$108	\$59
<b>Special Dividends</b>	—	—	\$114	—	\$151
<b>Total</b>	\$105	\$35	\$155	\$108	\$210

**AXE consistently and opportunistically returns value to shareholders**