



FIRST QUARTER FISCAL 2018 EARNINGS RELEASE CALL

\$ IN MILLIONS EXCEPT EPS

BLACK BOX CORPORATION

Black Box Corporation

Forward-Looking Statements - Any forward-looking statements contained in this presentation are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and speak only as of the date of this presentation. You can identify these forward-looking statements by the fact that they use words such as "should," "anticipate," "estimate," "approximate," "expect," "target," "may," "will," "project," "intend," "plan," "believe" and other words of similar meaning and expression in connection with any discussion of future operating or financial performance. Forward-looking statements are inherently subject to a variety of risks and uncertainties that could cause actual results to differ materially from those projected. Risk factors are included in our Annual Report on Form 10-K for the fiscal year ended March 31, 2016 and our other filings with the Securities and Exchange Commission (the "SEC"). We can give no assurance that any goal, plan or target set forth in forward-looking statements can be achieved and readers are cautioned not to place undue reliance on such statements, which speak only as of the date made. We undertake no obligation to release publicly any revisions to forward-looking statements as a result of future events or developments.

GAAP Reconciliation -This presentation also includes, as a supplement to United States Generally Accepted Accounting Principles ("GAAP"), certain non-GAAP financial measures. These non-GAAP financial measures exclude the impact of certain items and, therefore, have not been calculated in accordance with GAAP. Pursuant to the requirements of the SEC's Regulation G, we provide in our SEC filings additional information regarding these non-GAAP financial measures, including a reconciliation of them to their most comparable GAAP financial measures, management's explanations regarding the use and usefulness of non-GAAP financial measures and the limitations associated with the use of non-GAAP financial measures. The Company's non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP financial measurements, and should be read only in conjunction with the Company's consolidated financial statements prepared in accordance with GAAP.



Events Impacting the Quarter

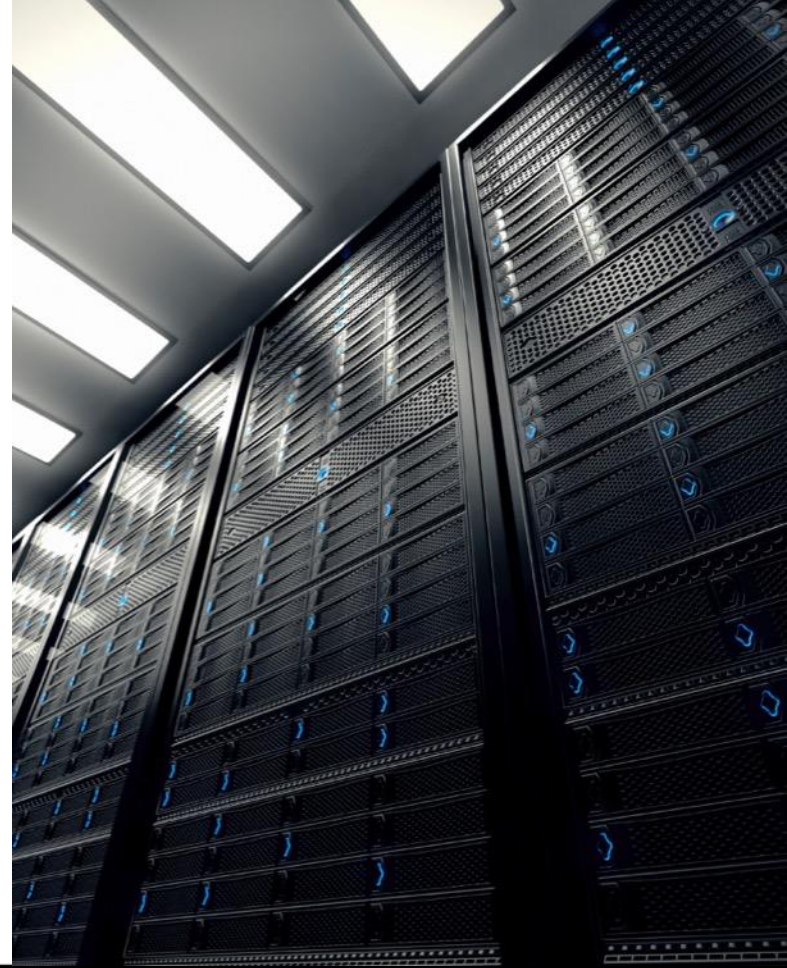
Three items Q1 2018

- **European supply chain and back office centralization**
- **Delay in Planning Stage of ERP Project**
- **Timing of bookings in Commercial Services**



Federal Business Unit

- Solid performance
 - 9.9% FY'17 growth
 - FY'18 forecast raised from 9.2% to 13%
 - Record bookings expected in Q2
 - Working Capital requirements are project dependent
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- Expansion of US Marine Corps Business
 - Diversified Revenue Streams to include DLA, FMS, ARL, DHS
 - Successes in our Mentor Protégé Program (Marines at Quantico, and Ukraine effort)



Financial Summary

	<u>1Q18</u>	<u>4Q17</u>	<u>1Q17</u>
Revenue	\$191.6	\$208.1	\$218.5
Diluted EPS	\$ (0.65)	\$ (0.12)	\$ (0.03)
Operating EPS	\$ (0.33)	\$ 0.07	\$ 0.13
Cash provided by (used for) operating activities	\$ (16.3)	\$ 15.2	\$ 10.9
Dividend payments	\$ 1.8	\$ 1.8	\$ 1.7

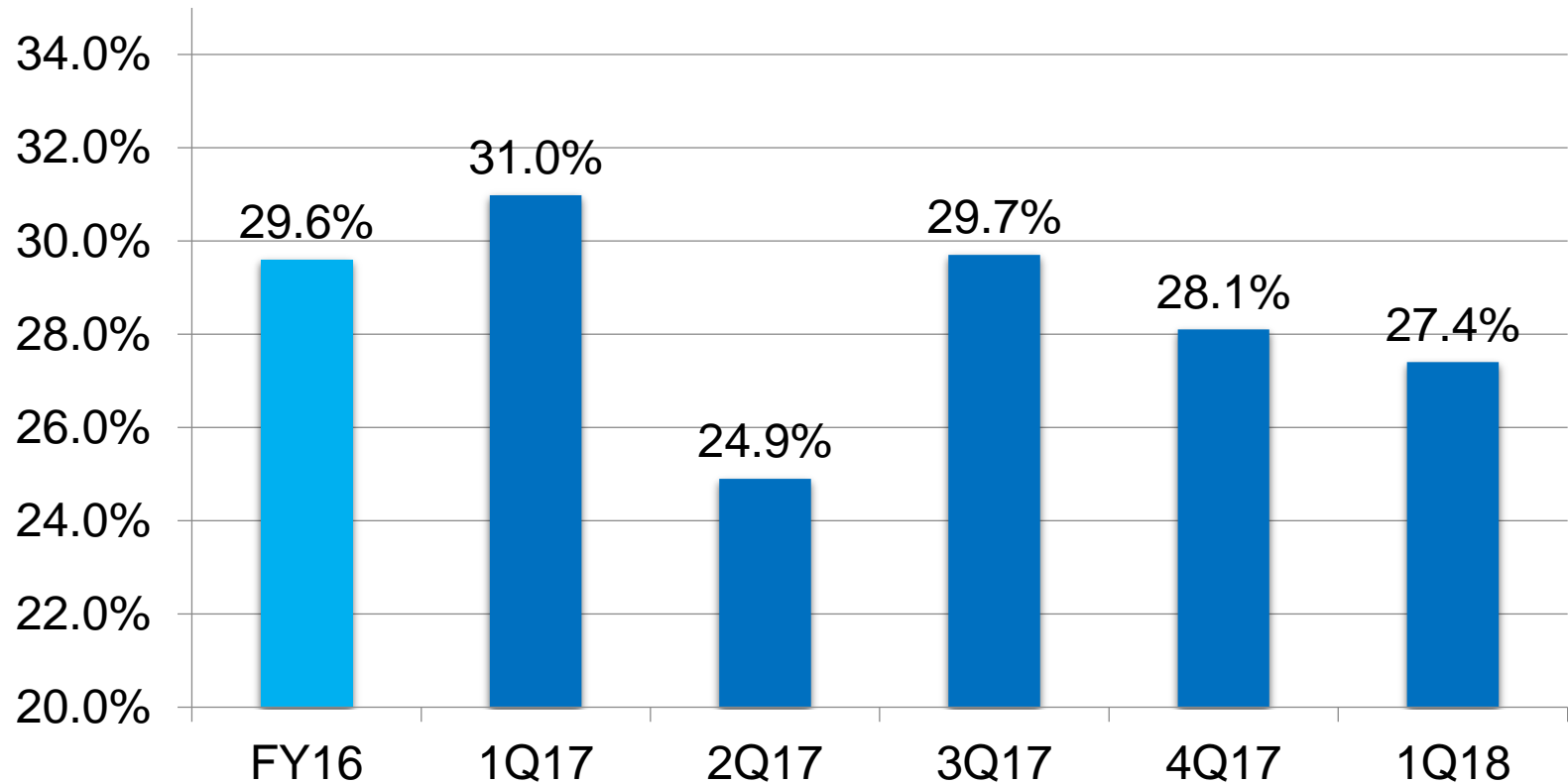


Revenues

	<u>1Q18</u>	<u>4Q17</u>	<u>\$ Change</u>
Products	\$ 32.9	\$ 36.7	\$ (3.8)
Services	\$ 158.8	\$ 171.4	\$ (12.6)
Total	\$ 191.6	\$ 208.1	\$ (16.4)
Maintenance \$	\$ 38.4	\$ 37.8	\$ 0.6
Maintenance %	20%	18%	
Backlog	\$ 151.7	\$ 153.2	\$ (1.5)



Gross Profit Margin



S G & A - Quarter



Financial Results

	<u>1Q18</u>	<u>%</u>	<u>4Q17</u>	<u>%</u>
Revenues				
Products	\$ 32.9	17%	\$ 36.7	18%
Services	\$ 158.8	83%	\$ 171.4	82%
Total	<u>\$ 191.6</u>	<u>100%</u>	<u>\$ 208.1</u>	<u>100%</u>
Gross profit	\$ 52.6	27.4%	\$ 58.4	28.1%
SG&A	\$ 63.3	33.0%	\$ 56.4	27.1%
Operating income	\$ (12.9)	-6.7%	\$ (0.3)	-0.1%
Diluted EPS	\$ (0.65)		\$ (0.12)	
Adjusted operating income	\$ (6.3)	-3.3%	\$ 2.6	1.3%
Operating EPS	\$ (0.33)		\$ 0.07	

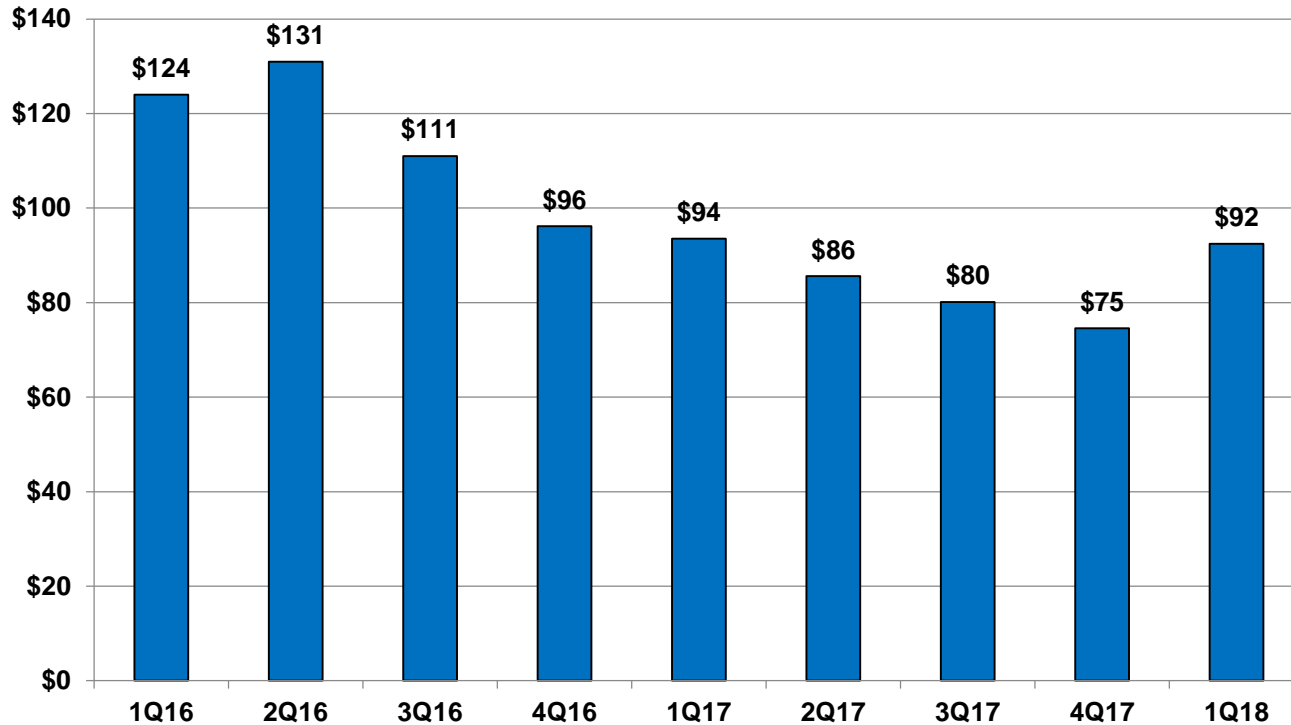


Deployment of Cash

	<u>1Q18</u>	<u>4Q17</u>	<u>1Q17</u>
Cash Flow from Operations	\$(16.3)	\$15.2	\$10.9
Capital Expenditures	\$ 1.1	\$ 1.0	\$ 2.1
Debt Repayments	\$ -	\$ 5.7	\$ 4.8
Dividends	\$ 1.8	\$ 1.8	\$ 1.7
Stock Repurchases	\$ 0.4	\$ 2.0	\$ 0.5



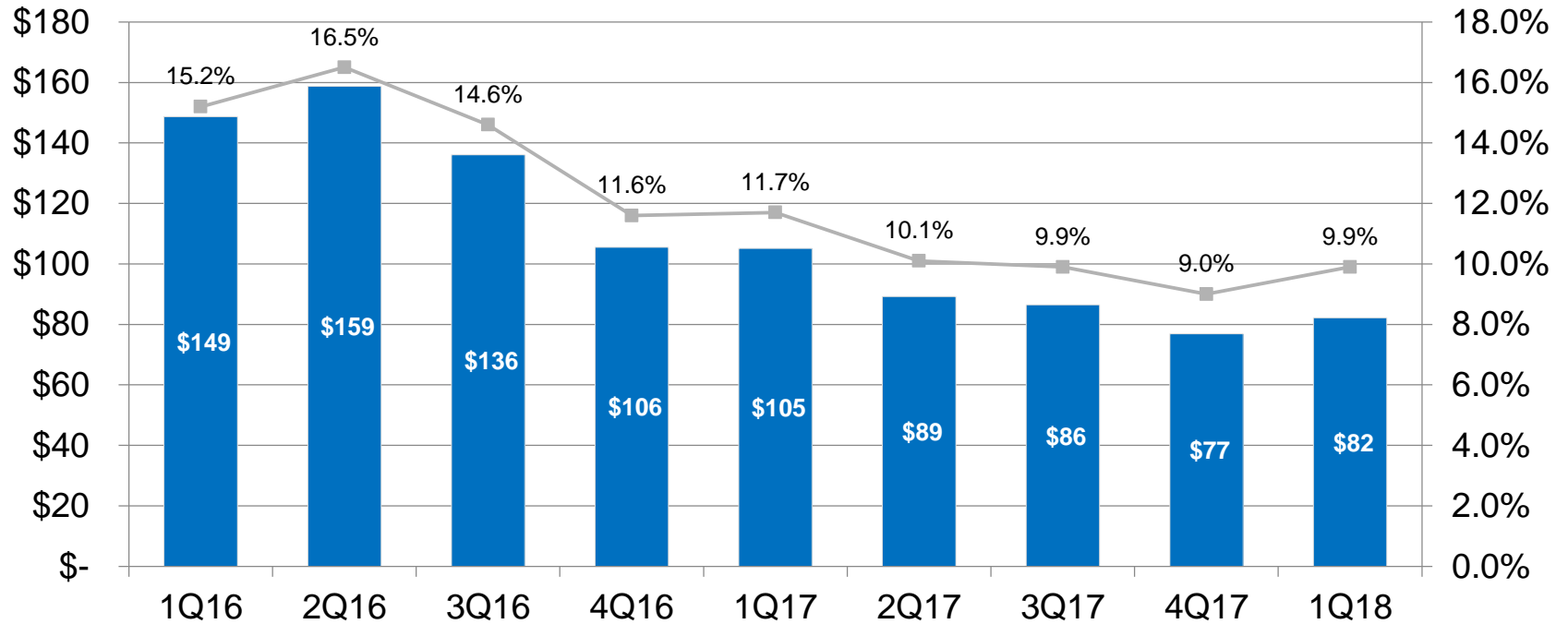
Long Term Debt



Net Debt
Outstanding



Working Capital





Investing in How we Do Business

Simplifying operating structure by eliminating 21 ERPs company-wide. Completed European consolidation to 1. Reduced US ERPs to 12 with path to 1.



Establishing integrated management system, providing improved data analysis, metrics and timely reporting



A new, centralized product warehouse established to improve efficiency in European operations





Investing in Growth

Sales enablement Initiatives for shift to market-based strategy



Expanded training and certifications for technical team



Integrated North America Commercial Services, sales and operations group, enabling us to leverage our size and scale



Leadership team established, including strong talent in sales, strategic partnerships and finance





THE Trusted Digital Partner

Building on our core capabilities of connecting devices to networks to provide clients in nine strategic markets with a single point of contact to design, deploy and securely manage their intelligent edge solutions.



QUESTIONS

