



THE DIXIE GROUP

Exhibit 99.1

**March 2018
Investor Presentation**

**Contact:
Jon Faulkner
CFO
The Dixie Group**

Phone: 706-876-5814

jon.faulkner@dixiegroup.com

Forward Looking Statements

The Dixie Group, Inc.

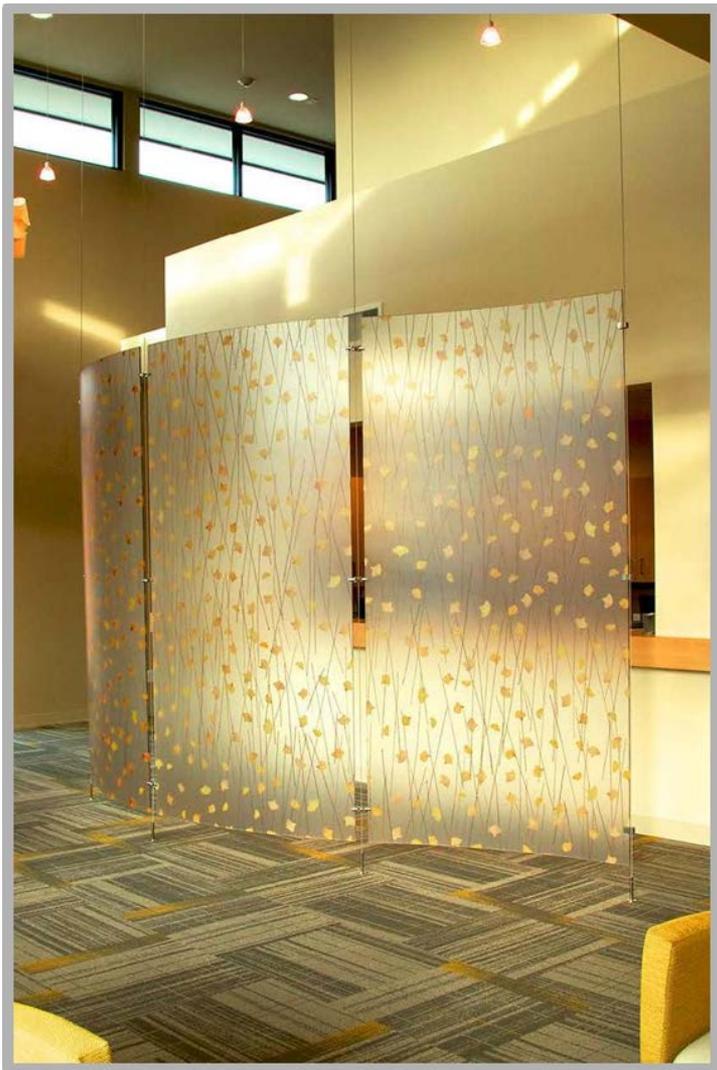


THE DIXIE GROUP

- Statements in this presentation which relate to the future, are subject to risk factors and uncertainties that could cause actual results to differ materially from those indicated in such forward-looking statements. Such factors include the levels of demand for the products produced by the Company. Other factors that could affect the Company's results include, but are not limited to, raw material and transportation costs related to petroleum prices, the cost and availability of capital, and general economic and competitive conditions related to the Company's business. Issues related to the availability and price of energy may adversely affect the Company's operations. Additional information regarding these and other factors and uncertainties may be found in the Company's filings with the Securities and Exchange Commission.
- General information set forth in this presentation concerning market conditions, sales data and trends in the U.S. carpet and rug markets are derived from various public and, in some cases, non-public sources. Although we believe such data and information to be accurate, we have not attempted to independently verify such information.



- 1920 Began as Dixie Mercerizing in Chattanooga, TN
- 1990's Transitioned from textiles to floorcovering
- 2003 Refined focus on upper- end floorcovering market
- 2003 Launched Dixie Home - upper end residential line
- 2005 Launched modular tile carpet line – new product category
- 2007 Launched wool products in Masland & Fabrica – high-end designers
- 2012 Purchased Colormaster dye house – lower cost
- 2012 Purchased Crown rugs – wool rugs
- 2013 Purchased Robertex - wool carpet manufacturing
- 2014 Purchased Atlas Carpet Mills – high-end commercial business
- 2014 Purchased Burtco - computerized yarn placement for hospitality
- 2016 Launched Calibr  luxury vinyl flooring in Masland Contract
- 2017 Launched Stainmaster® LVF in Masland and Dixie Home
- 2018 Launch engineered wood in our Fabrica brand



- Commitment to brands in the upper-end market with strong growth potential.
- Diversified between Commercial and Residential markets.
- Diversified customer base (TTM Basis)
 - Top 10 carpet customers
 - 18% of sales
 - Top 100 carpet customers
 - 31% of sales

Dixie Group Drivers

What affects our business?



THE DIXIE GROUP

The market dynamics:

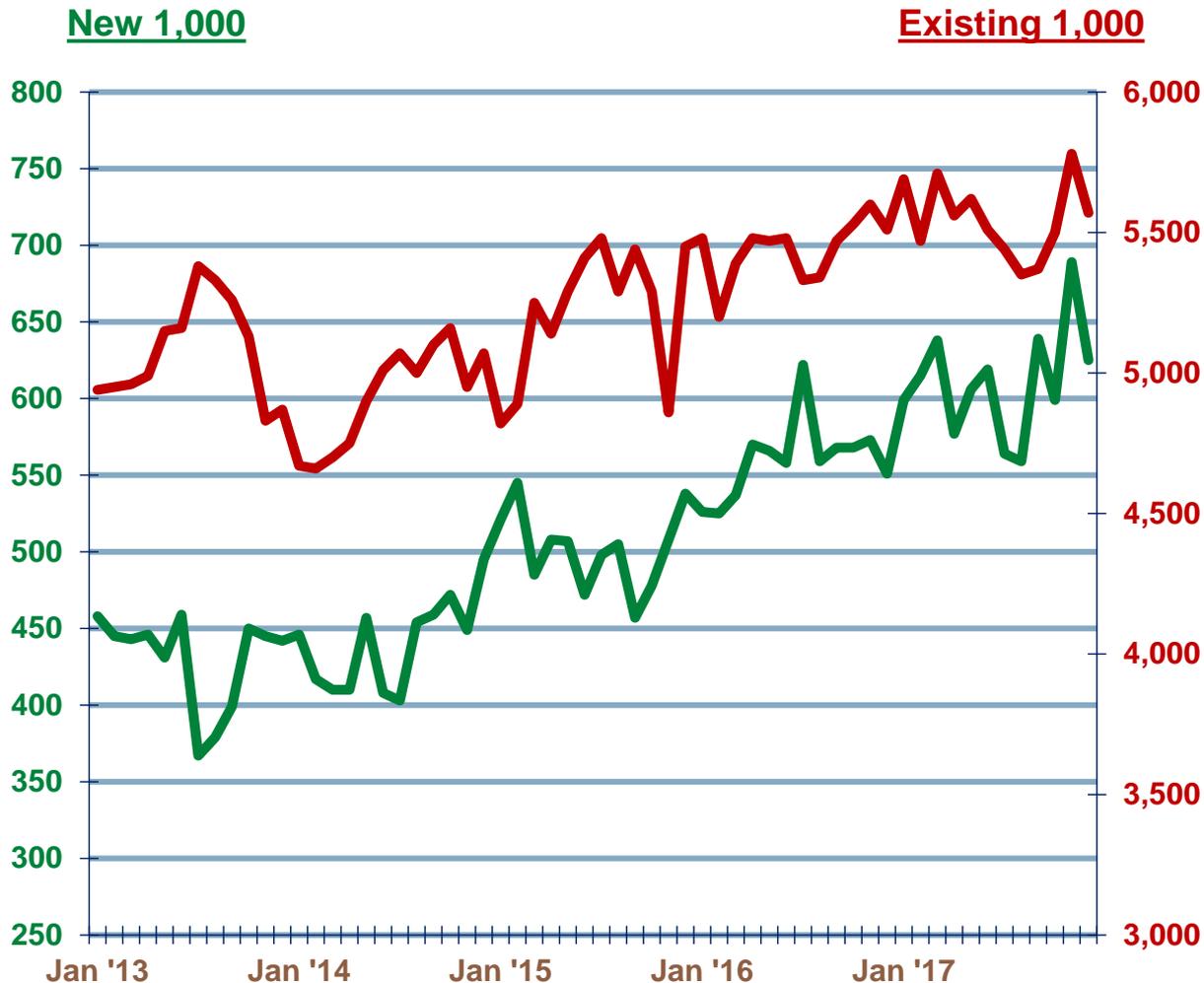
- Residentially
 - The market is driven by home sales and remodeling.
 - New construction is a smaller effect.
 - Dixie is driven by the wealth effect.
 - The stock market and consumer confidence.
- Commercially
 - The market is driven by remodeling of offices, schools, retail and hospitality as demonstrated by the investment in non-residential fixed structures.
 - Dixie is driven by upper-end remodeling in offices, retail remodeling, higher education, and upper-end hospitality that primarily involves a designer.

New and Existing Home Sales

Seasonally Adjusted Annual Rate



THE DIXIE GROUP



- “Existing sales concluded the year on a softer note, but they were guided higher these last 12 months by a multi-year streak of exceptional job growth, which ignited buyer demand.”
- “At the same time, market conditions were far from perfect. New listings struggled to keep up with what was sold very quickly, and buying became less affordable in a large swath of the country. These two factors ultimately muted what should have been a stronger sales pace.”

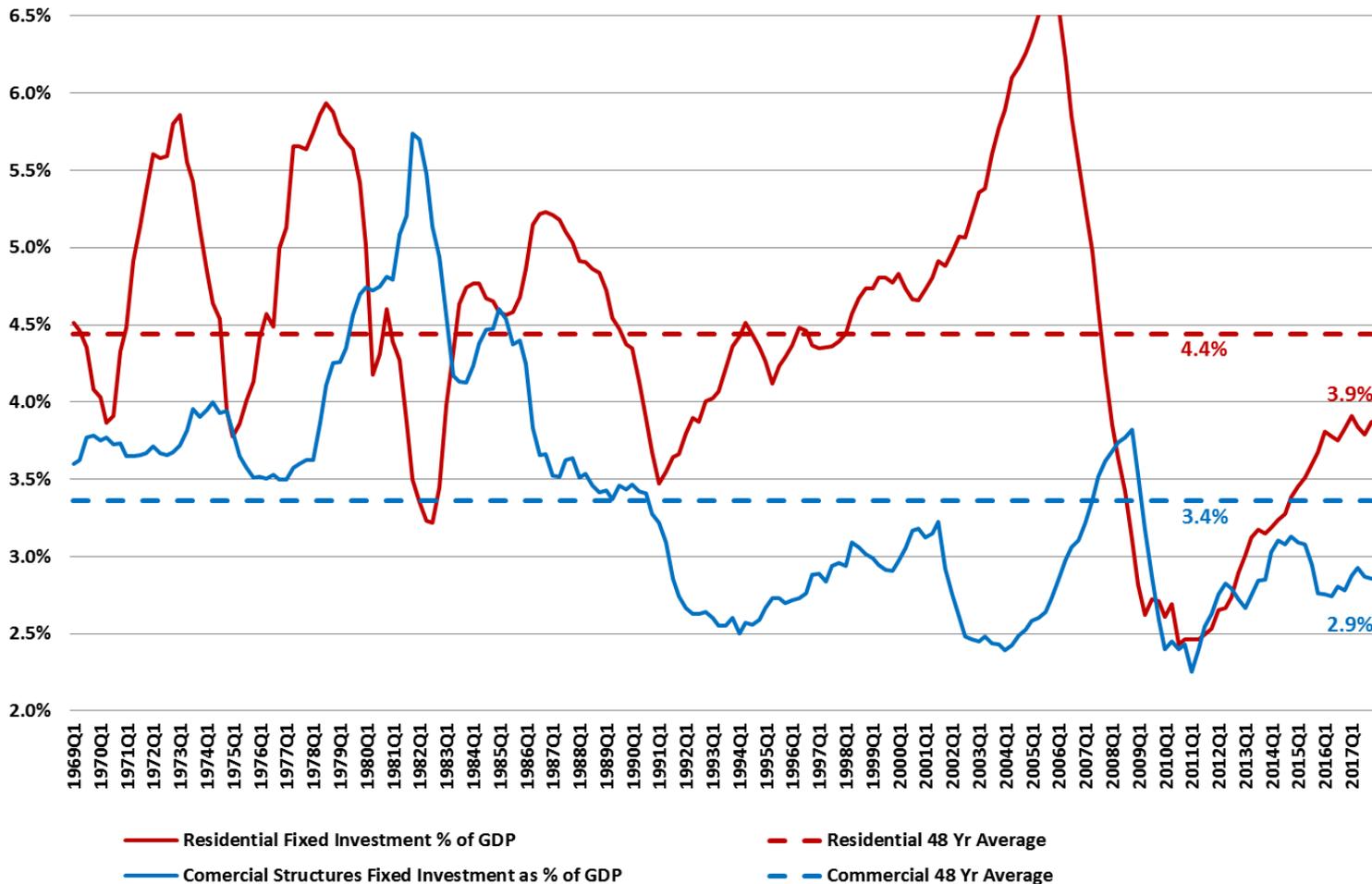
Lawrence Yun
 Chief Economist
 National Association of Realtors
 January 24, 2018

Residential and Commercial Fixed Investment



THE DIXIE GROUP

Fixed Investment as % of GDP
(U.S. Dept. of Commerce)



Rebound in residential activity

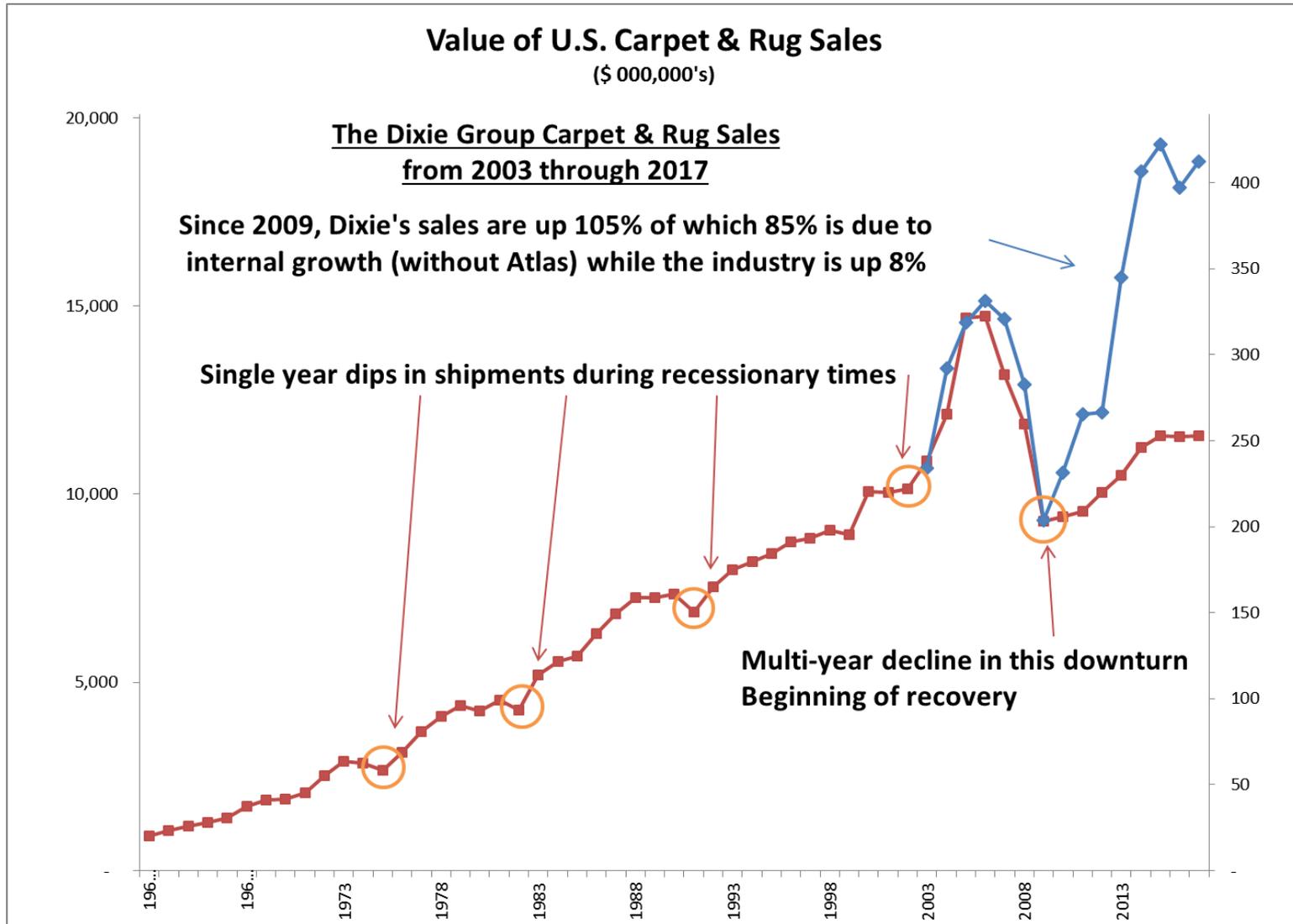
Commercial activity is flat

We expect 2018 to continue the rebound of residential fixed investment as a percent of GDP

The Industry as compared to The Dixie Group



THE DIXIE GROUP



Source: U.S. Bureau of Economic Analysis and Company estimates



2016 U.S. Flooring Manufacturers

| Carpet & Rug Leaders | Flooring \$ in millions | Flooring % |
|--|--------------------------------|-------------------|
| Shaw (Berkshire Hathaway) | 3,983 | 19.2% |
| Mohawk (MHK) | 4,892 | 23.6% |
| Engineered Floors (Private) | 659 | 3.2% |
| Interface (TILE) | 498 | 2.4% |
| Beaulieu (Bought by EF 11-2017) | 479 | 2.3% |
| Dixie (DXYN) | 394 | 1.9% |
| Imports & All Others | 9,809 | 47.4% |
| U.S. Carpet & Rug Market | 20,714 | 100.0% |

Source: Floor Focus - Flooring includes sales of carpet, rugs, ceramic floor tile, wood, laminate, resilient and rubber

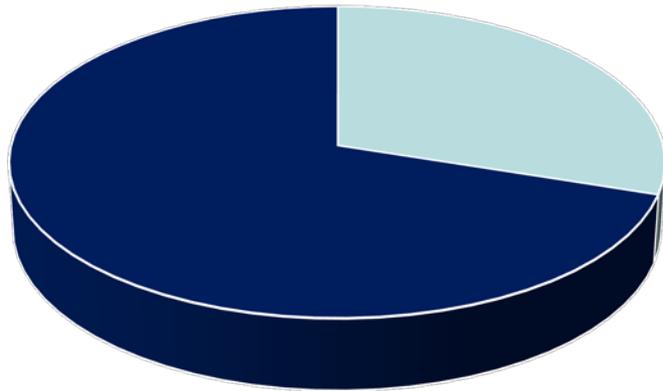
Dixie versus the Industry



THE DIXIE GROUP

2017 Dixie sales

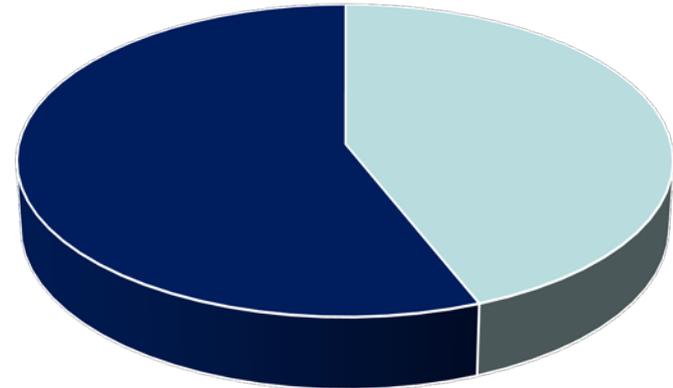
High End
Commercial, 30%



High End
Residential, 70%

2017 U.S. Carpet & Rug Market of \$10.6 billion

Commercial, 44%



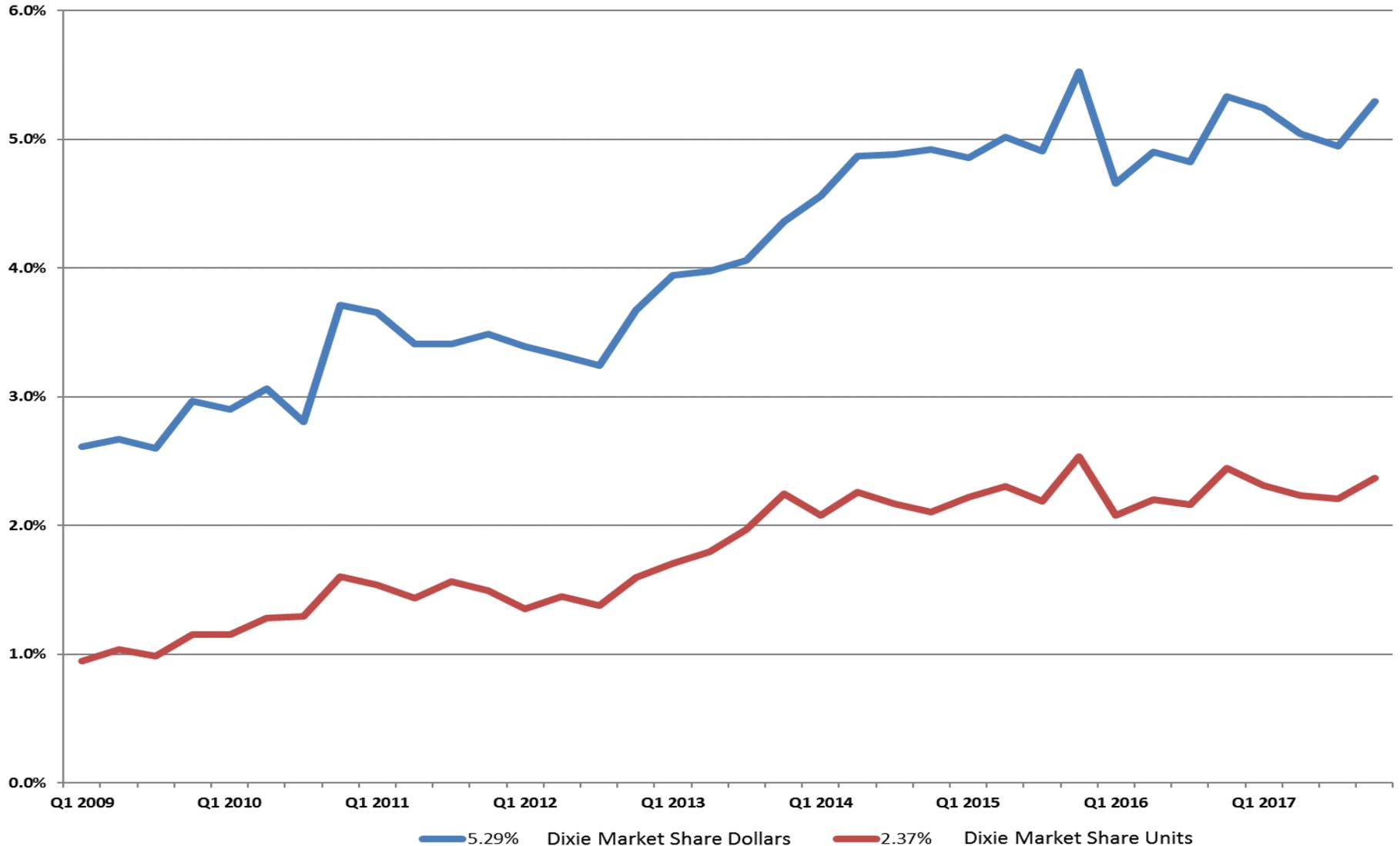
Residential, 56%

Carpet Growth

Dixie Market Share in Dollars and Units



THE DIXIE GROUP



Industry Positioning

The Dixie Group



THE DIXIE GROUP



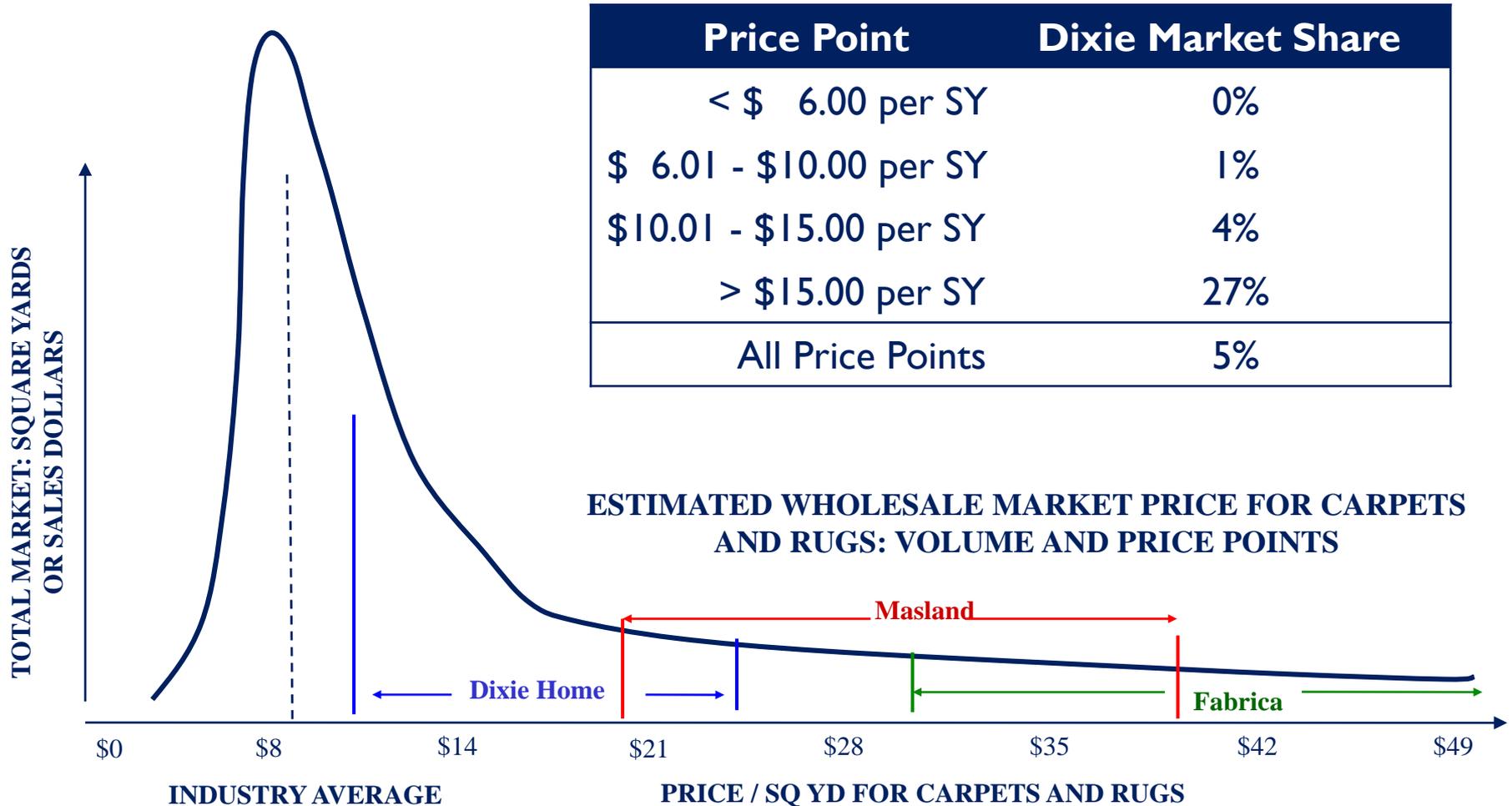
- Strategically our residential and commercial businesses are driven by our relationship to the upper-end consumer and the design community
- This leads us to:
 - Have a sales force that is attuned to design and customer solutions
 - Be a “product driven company” with emphasis on the most beautiful and up-to-date styling and design
 - Be quality focused with excellent reputation for building excellent products and standing behind what we make
 - And, unlike much of the industry, not manufacturing driven

Residential Brand Positioning

The Dixie Group



THE DIXIE GROUP



Note: Market share data based on internal company estimates – Industry average price based on sales reported through industry sources

Dixie Group High-End Residential Sales

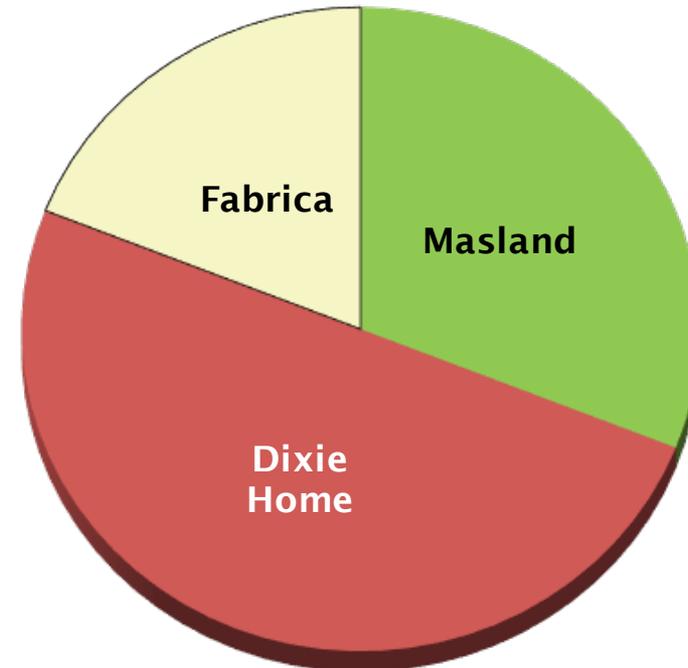
All Residential Brands



THE DIXIE GROUP



Sales by Brand for 2017



Dixie Group High-End Residential Sales

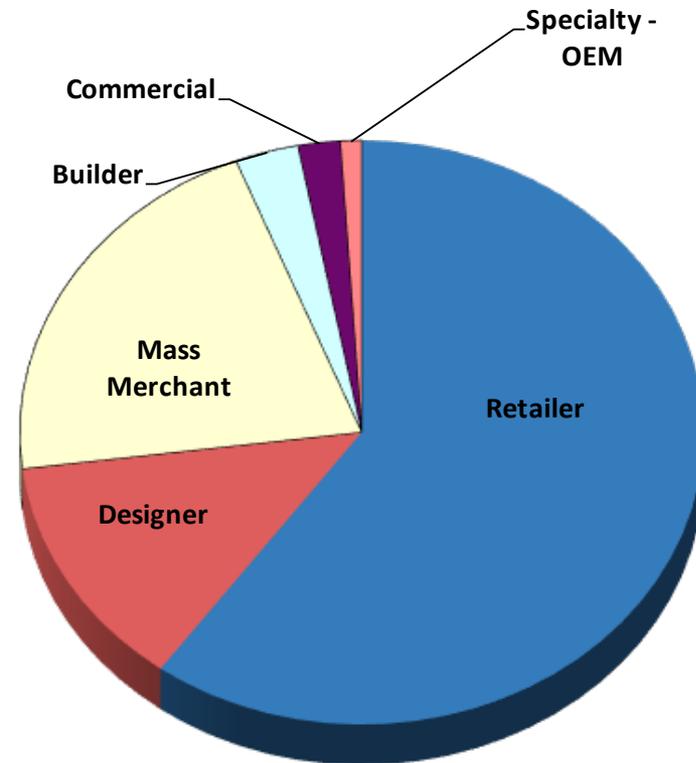
All Brands



THE DIXIE GROUP



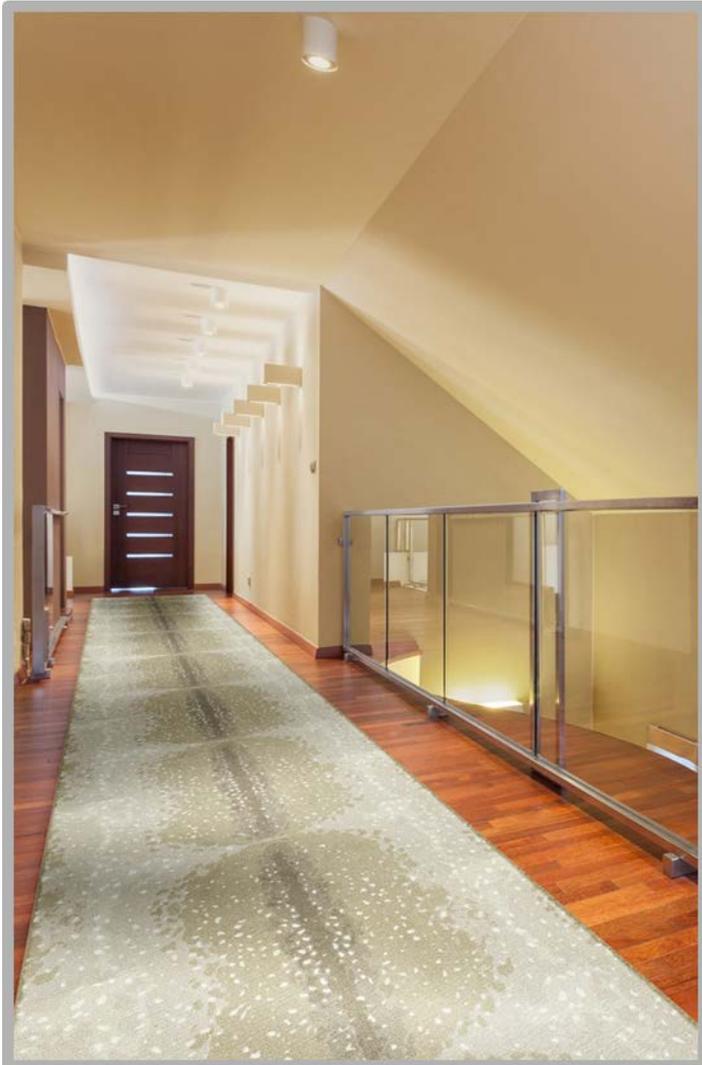
Sales by Channel for 2017



The company believes that a significant portion of retail sales also involve a designer



- Well-styled moderate to upper priced residential broadloom line
 - Known for differentiated pattern and color selection
- Dixie Home provides a “full line” to retailers
 - Sells specialty and mass merchant retailers
- Growth initiatives
 - Stainmaster[®] Tru Soft[™] Fiber Technology
 - Stainmaster[®] PetProtect[®] Fiber Technology



- Leading high-end brand with reputation for innovative styling, design and color
- High-end retail / designer driven
 - Approximately 24% of sales directly involve a designer
 - Hand crafted and imported rugs
- Growth initiative
 - Stainmaster[®] TruSoft[™] Fiber Technology
 - Stainmaster[®] PetProtect[®] Fiber Technology
 - Wool products in both tufted and woven constructions



- Premium high-end brand
 - “Quality without Compromise”
- Designer focused
 - Approximately 31% of sales directly involve a designer
 - Hand crafted and imported rugs
- Growth initiatives
 - Stainmaster® TruSoft™ Fiber Technology
 - Fabrica Permaset dyeing process “unlimited color selection in wool”

Commercial Market Positioning

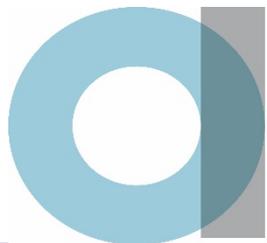
The Dixie Group



THE DIXIE GROUP



- We focus on the “high-end specified soft floorcovering contract market”
- Our Atlas brand
 - Designer driven focused on the fashion oriented market space
- Our Masland Contract brand
 - Broad product line for diverse commercial markets
- Our Masland Hospitality brand
 - Custom products for the hospitality industry
- Our Masland Residential sales force
 - Sells “main street commercial” through retailers



Atlas



THE DIXIE GROUP



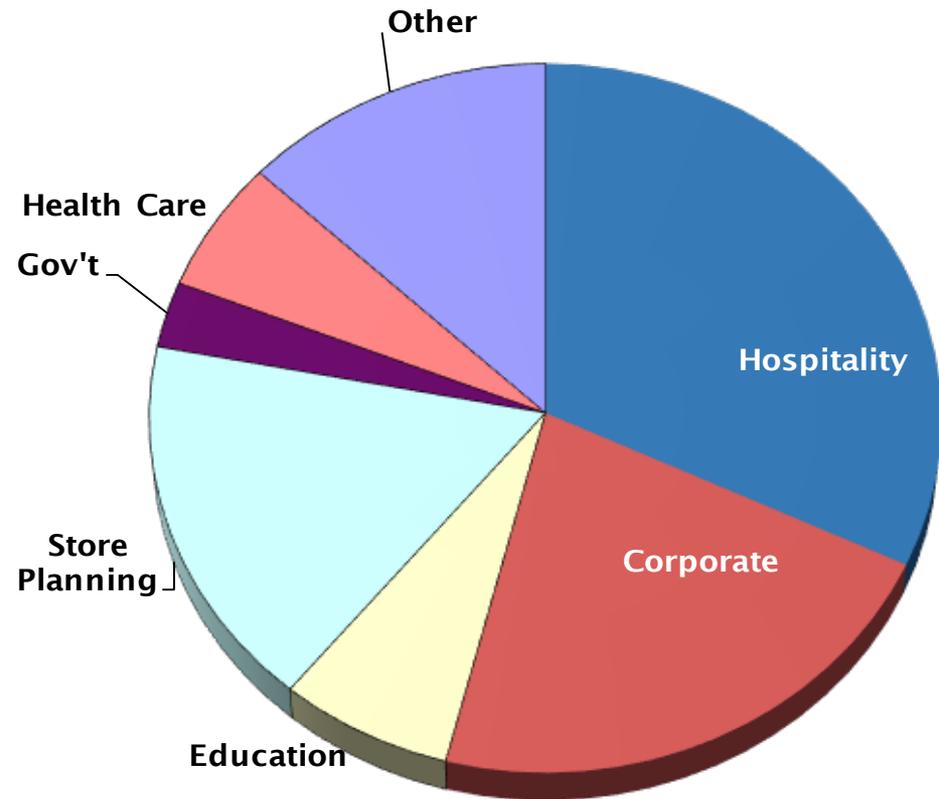
- Atlas is our premium commercial brand
- Dedicated to serving the architect and designer needing finer goods
- Focus is on the corporate market through high fashion broadloom and modular carpet tile offerings
- With state-of-the-art tufting machines Atlas can quickly manufacture both custom and running line products



- Upper-end brand in the specified commercial marketplace
 - Corporate, End User, Store Planning, Hospitality, Health Care, Government and Education markets
- Designer focused
- Strong national account base
- Growth initiatives
 - Masland Contract Modular Carpet Tile
 - Masland Hospitality using “computerized yarn placement” technology
 - Calibr  Luxury Vinyl Tile



Sales by Channel for 2017



Channels: Interior Design Specifier and Commercial End User

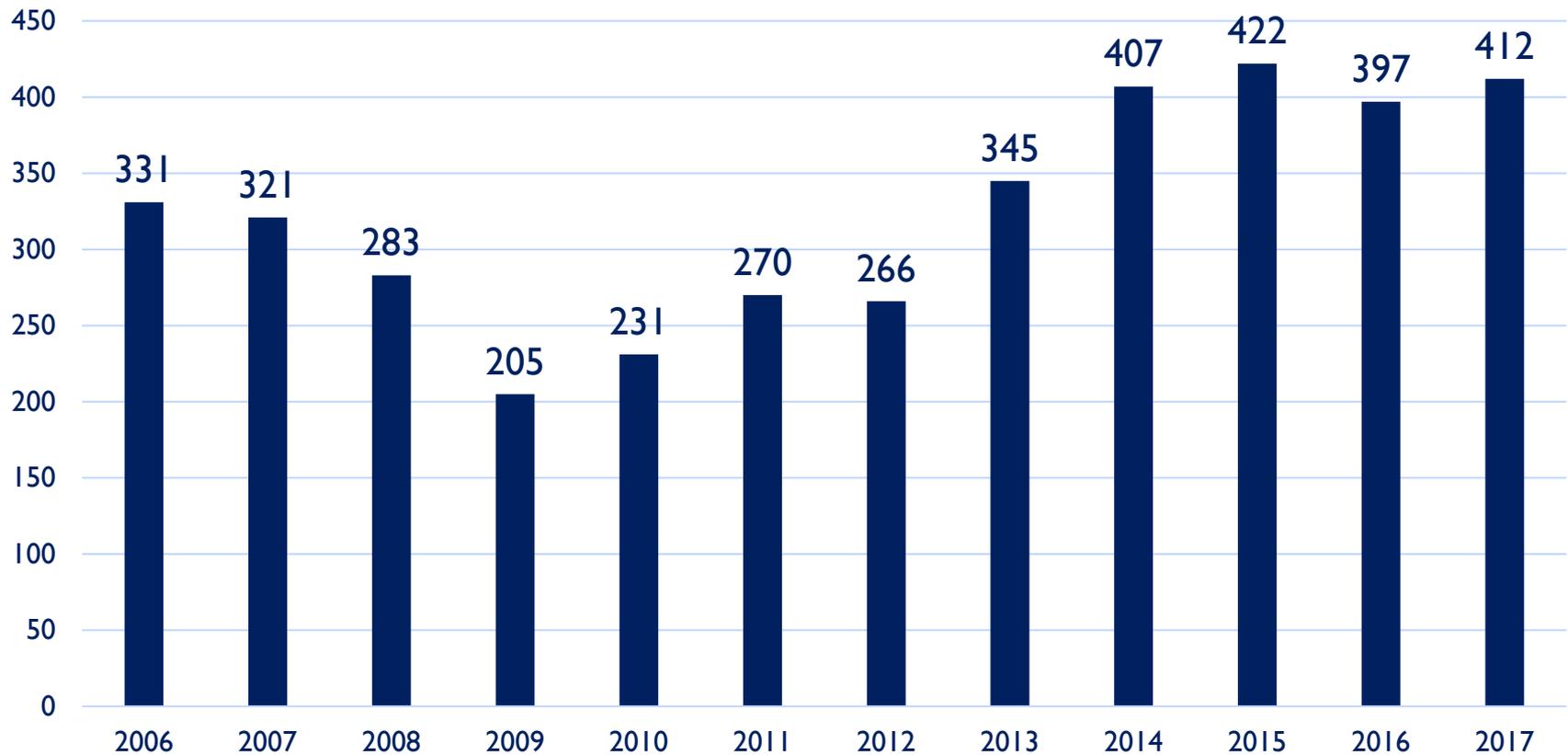
Dixie Group Sales

\$ in millions



THE DIXIE GROUP

Net Sales



*2016 had 53 weeks.

Sales & Operating Income

\$ in millions



THE DIXIE GROUP

| <u>Annual</u> | <u>Y 2007</u> | <u>Y 2008</u> | <u>Y 2009</u> | <u>Y 2010</u> | <u>Y 2011</u> | <u>Y 2012</u> | <u>Y 2013</u> | <u>Y 2014</u> | <u>Y 2015</u> | <u>Y 2016</u> | <u>Y2017</u> |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Net Sales | 321 | 283 | 203 | 231 | 270 | 266 | 344 | 407 | 422 | 397 | 412 |
| Net Income (Loss) | 6.2 | (31.5) | (42.2) | (4.7) | 1.0 | (0.9) | 5.3 | (1.4) | (2.4) | (5.3) | (9.6) |
| Operating Income | 16.7 | (28.5) | (45.4) | (2.6) | 5.7 | 1.8 | 8.9 | (5.2) | 2.0 | (3.4) | 4.0 |
| Non-GAAP Adjusted Op. Income | 16.7 | 1.5 | (8.4) | (1.0) | 5.1 | 3.5 | 16.4 | 4.7 | 4.9 | (2.0) | 4.6 |
| EBITDA | 29.2 | (14.7) | (32.1) | 8.4 | 14.8 | 11.2 | 18.7 | 16.9 | 15.9 | 10.0 | 16.6 |
| Non-GAAP Adjusted EBITDA | 29.7 | 15.5 | 5.3 | 10.3 | 14.5 | 13.2 | 26.5 | 17.7 | 19.0 | 11.5 | 17.5 |

| <u>Quarterly</u> | <u>Q2 2015</u> | <u>Q3 2015</u> | <u>Q4 2015</u> | <u>Q1 2016</u> | <u>Q2 2016</u> | <u>Q3 2016</u> | <u>Q4 2016</u> | <u>Q1 2017</u> | <u>Q2 2017</u> | <u>Q3 2017</u> | <u>Q4 2017</u> |
|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Net Sales | 110.0 | 108.9 | 107.8 | 89.2 | 105.3 | 100.3 | 102.6 | 97.5 | 107.2 | 102.7 | 105.1 |
| Net Income (Loss) | 0.5 | 0.1 | (0.5) | (4.8) | 1.7 | 0.5 | (2.7) | (0.6) | 1.1 | (0.6) | (9.5) |
| Operating Income | 2.2 | 1.3 | 1.2 | (5.8) | 3.4 | 1.9 | (2.9) | 0.6 | 3.2 | 0.8 | (0.6) |
| Non-GAAP Adjusted Op. Income | 3.1 | 1.9 | 1.9 | (4.4) | 3.8 | 1.9 | (3.3) | 0.6 | 3.2 | 0.8 | 0.0 |
| EBITDA | 5.8 | 4.9 | 4.4 | (2.4) | 6.8 | 5.3 | 0.3 | 3.8 | 6.2 | 4.0 | 2.7 |
| Non-GAAP Adjusted EBITDA | 6.7 | 5.5 | 5.1 | (0.9) | 7.1 | 5.3 | 0.0 | 3.8 | 6.3 | 4.0 | 3.4 |

| <u>Change Year over Year</u> | <u>Q2 2015</u> | <u>Q3 2015</u> | <u>Q4 2015</u> | <u>Q1 2016</u> | <u>Q2 2016</u> | <u>Q3 2016</u> | <u>Q4 2016</u> | <u>Q1 2017</u> | <u>Q2 2017</u> | <u>Q3 2017</u> | <u>Q4 2017</u> |
|------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Net Sales | 2.0 | (0.1) | 3.2 | (6.6) | (4.6) | (8.6) | (5.2) | 8.3 | 1.9 | 2.4 | 2.5 |
| Net Sales % Change | 1.9% | -0.1% | 3.1% | -6.9% | -4.2% | -7.9% | -4.8% | 9.3% | 1.8% | 2.3% | 2.4% |
| Net Income (Loss) | 1.1 | 0.3 | 4.7 | (2.3) | 1.2 | 0.5 | (2.2) | 4.2 | (0.6) | (1.1) | (6.8) |
| Operating Income | 1.6 | 0.4 | 5.7 | (3.2) | 1.2 | 0.7 | (4.1) | 6.5 | (0.2) | (1.1) | 2.3 |
| Non-GAAP Adjusted Op. Income | 0.2 | (1.5) | 2.6 | (2.5) | 0.8 | 0.0 | (5.2) | 5.1 | (0.6) | (1.1) | 3.3 |
| EBITDA | 2.0 | 0.7 | 6.9 | (3.2) | 1.0 | 0.4 | (4.1) | 6.2 | (0.6) | (1.3) | 2.4 |
| Non-GAAP Adjusted EBITDA | 0.6 | (1.2) | 2.3 | (2.7) | 0.4 | (0.2) | (5.1) | 4.8 | (0.8) | (1.3) | 3.3 |

Note: 2011 and 2016 have 53 operating weeks, all other periods had 52 operating weeks

Note: Non-GAAP reconciliation starting on slide 27

Current Business Conditions

2017 Initiatives



THE DIXIE GROUP

- We have consolidated our two commercial brands, Masland Contract and Atlas, under one management, sharing operations in marketing, product development and manufacturing but maintaining distinct sales forces.
- We announced our Profit Improvement Program with savings in 2018 of over \$3 million.
- We are taking advantage of the opportunities created in the west coast market with added retailer and builder penetration and increased service flexibility with the acquisition of the Porterville, CA yarn facility.
- Masland Contract has launched both the new Calibr  and Quiet Down luxury vinyl flooring product lines.
- We have placed over 1,300 displays of Stainmaster PetProtect[®] luxury vinyl flooring through our Masland and Dixie Home residential brands.
- Our floorcovering sales for the first 8 weeks of the quarter were flat compared to this period in 2017. Our residential sales are positive relative to 2017 while our commercial sales are behind from this same period last year.



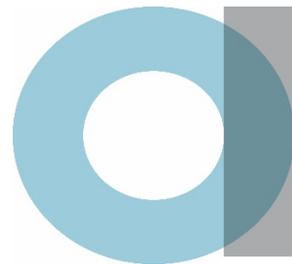
FABRICA
FINE CARPET & RUGS

Masland
CARPETS & RUGS

DIXIE
HOME 



THE DIXIE GROUP



Atlas

Masland
contract



Non-GAAP Information



THE DIXIE GROUP

Use of Non-GAAP Financial Information:

The Company believes that non-GAAP performance measures, which management uses in evaluating the Company's business, may provide users of the Company's financial information with additional meaningful bases for comparing the Company's current results and results in a prior period, as these measures reflect factors that are unique to one period relative to the comparable period. However, the non-GAAP performance measures should be viewed in addition to, not as an alternative for, the Company's reported results under accounting principles generally accepted in the United States.

The Company defines Adjusted Gross Profit as Gross Profit plus manufacturing integration expenses of new or expanded operations, plus acquisition expense related to the fair market write up of inventories, plus one time items so defined (Note 1)

The Company defines Adjusted S,G&A as S,G&A less manufacturing integration expenses included in selling, general and administrative, less direct acquisition expenses, less one time items so defined. (Note 2)

The Company defines Adjusted Operating Income as Operating Income plus manufacturing integration expenses of new or expanded operations, plus acquisition expense related to the fair market write up of inventories, plus facility consolidation and severance expenses, plus acquisition related expenses, plus impairment of assets, plus impairment of goodwill, plus one time items so defined. (Note 3)

The company defines Adjusted Income from Continuing Operations as net income plus loss from discontinued operations net of tax, plus manufacturing integration expenses of new or expanded operations, plus facility consolidation and severance expenses, plus acquisition related expenses, plus impairment of assets, plus impairment of goodwill, plus one time items so defined , all tax effected. (Note 4)

The Company defines Adjusted EBIT as net income plus taxes and plus interest. The Company defines Adjusted EBITDA as Adjusted EBIT plus depreciation and amortization, plus manufacturing in integration expenses of new or expanded operations, plus facility consolidation and severance expenses, plus acquisition related expenses, plus impairment of assets, plus impairment of goodwill, plus one time items so defined. (Note 5)

The company defines Free Cash Flow as Net Income plus interest plus depreciation plus non-cash impairment of assets and goodwill minus the net change in working capital minus the tax shield on interest minus capital expenditures. The change in net working capital is the change in current assets less current liabilities between periods. (Note 6)

The company defines Non-GAAP Earnings per Share (EPS) as the adjusted operating income less Interest and other expense, tax adjusted at a 35% rate, and divided by the number of fully diluted shares. (Note 7)

The Company defines Net Sales as Adjusted as net sales less the last week of sales in a 53 week fiscal year. (Note 8)

The Company defines Non-GAAP earnings per Share (EPS) for the Jobs Cut and Tax Act of 2017 as Net Income less discontinued operations minus the effect of the tax act and divided by the number of fully diluted shares. (Note 9)

Non-GAAP Information



THE DIXIE GROUP

| | Twelve Months Ended | | | | | | |
|---|---------------------|---------------|---------------|---------------|----------------|---------------|----------------|
| | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> |
| <u>Non-GAAP Gross Profit</u> | | | | | | | |
| Net Sales | 270,110 | 266,372 | 344,374 | 406,588 | 422,484 | 397,453 | 412,462 |
| Gross Profit | 65,506 | 65,372 | 85,569 | 95,497 | 106,231 | 95,425 | 101,213 |
| Plus: Business integration expense | - | 1,383 | 4,738 | 445 | - | - | - |
| Plus: Amortization of inventory step up | - | - | 367 | 606 | - | - | - |
| Non-GAAP Adj. Gross Profit (Note 1) | 65,506 | 66,755 | 90,674 | 96,548 | 106,231 | 95,425 | 101,213 |
| Gross Profit as % of Net Sales | 24.3% | 24.5% | 24.8% | 23.5% | 25.1% | 24.0% | 24.5% |
| Non-GAAP Adj. Gross Profit % of Net Sales | 24.3% | 25.1% | 26.3% | 23.7% | 25.1% | 24.0% | 24.5% |
| <u>Non-GAAP S,G&A</u> | | | | | | | |
| Net Sales | 270,110 | 266,372 | 344,374 | 406,588 | 422,484 | 397,453 | 412,462 |
| Selling and Administrative Expense | 60,667 | 63,489 | 76,221 | 93,182 | 100,422 | 96,983 | 96,171 |
| Plus: Business integration expense | - | - | (1,706) | (1,429) | - | - | - |
| Less: Acquisition expenses | - | (318) | (350) | (789) | - | - | - |
| Non-GAAP Adj. Selling and Admin. Expense | 60,667 | 63,171 | 74,164 | 90,964 | 100,422 | 96,983 | 96,171 |
| S,G&A as % of Net Sales | 22.5% | 23.8% | 22.1% | 22.9% | 23.8% | 24.4% | 23.3% |
| Non-GAAP S,G&A as % of Net Sales (Note 2) | 22.5% | 23.7% | 21.5% | 22.4% | 23.8% | 24.4% | 23.3% |

| <u>Non-GAAP Operating Income</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> |
|--|--------------|--------------|---------------|--------------|----------------|----------------|----------------|
| Net Sales | 270,110 | 266,372 | 344,374 | 406,588 | 422,484 | 397,453 | 412,462 |
| Operating income (loss) | 5,668 | 1,815 | 8,855 | (5,236) | 1,990 | (3,415) | 3,965 |
| Plus: Acquisition expenses | - | 318 | 350 | 789 | - | - | - |
| Plus: Amortization of inventory step up | - | - | 367 | 606 | - | - | - |
| Plus: Business integration expense | - | 1,383 | 6,616 | 1,874 | - | - | - |
| Plus: Profit improvement plans | (563) | - | - | 5,514 | 2,946 | 1,456 | 636 |
| Plus: Impairment of assets | - | - | 195 | 1,133 | - | - | - |
| Plus: Impairment of goodwill | - | - | - | - | - | - | - |
| Non-GAAP Adj. Operating Income (Loss) (Note 3) | 5,105 | 3,516 | 16,384 | 4,681 | 4,936 | (1,959) | 4,601 |
| Operating income as % of net sales | 2.1% | 0.7% | 2.6% | -1.3% | 0.5% | -0.9% | 1.0% |
| Adjusted operating income as a % of net sales | 1.9% | 1.3% | 4.8% | 1.2% | 1.2% | -0.5% | 1.1% |
| <u>Non-GAAP Income from Continuing Operations</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> |
| Net income (loss) as reported | 986 | (927) | 5,291 | (1,402) | (2,426) | (5,278) | (9,555) |
| Less: (Loss) from discontinued, net tax | (286) | (275) | (266) | (2,075) | (148) | (71) | (233) |
| Income (loss) from Continuing Operations | 1,272 | (653) | 5,557 | 673 | (2,278) | (5,207) | (9,322) |
| Plus: Business integration expense | - | 1,383 | 6,616 | 1,874 | - | - | - |
| Plus: Profit improvement plans | (563) | - | - | 5,514 | 2,946 | 1,456 | 636 |
| Plus: Amortization of inventory step up | - | - | 367 | 606 | - | - | - |
| Plus: Acquisition expenses | - | 318 | 350 | 789 | - | - | - |
| Less: Gain on purchase of business | - | - | - | (11,110) | - | - | - |
| Plus: Impairment of assets | - | - | 195 | 1,133 | - | - | - |
| Plus: Impairment of goodwill | - | - | - | - | - | - | - |
| Plus: Tax effect of above | 214 | (646) | (2,861) | 453 | (1,119) | (553) | (242) |
| Plus: Tax credits, rate change and valuation allowance | - | - | (1,847) | - | - | - | 8,169 |
| Non-GAAP Adj. (Loss) / Inc from Cont. Op's (Note 4) | 923 | 402 | 8,377 | (68) | (451) | (4,304) | (758) |
| Adj diluted EPS from Cont. Op's | 0.07 | 0.03 | 0.65 | (0.00) | (0.03) | (0.28) | (0.05) |
| Wt'd avg. common shares outstanding - diluted | 12,623 | 12,638 | 12,852 | 14,382 | 15,536 | 15,638 | 15,699 |

| <u>Non-GAAP EBIT and EBITDA</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> |
|--|----------------|-----------------|-----------------|-----------------|---------------|----------------|-----------------|
| Net income (loss) as reported | 986 | (927) | 5,291 | (1,402) | (2,426) | (5,278) | (9,555) |
| Less: (Loss) from discontinued, net tax | (286) | (275) | (266) | (2,075) | (148) | (71) | (233) |
| Plus: Taxes | 684 | (401) | (576) | 1,055 | (714) | (3,622) | 7,509 |
| Plus: Interest | 3,470 | 3,146 | 3,756 | 4,301 | 4,935 | 5,392 | 5,739 |
| Non-GAAP Adjusted EBIT (Note 5) | 5,426 | 2,092 | 8,737 | 6,029 | 1,943 | (3,437) | 3,925 |
| Plus: Depreciation and amortization | 9,650 | 9,396 | 10,263 | 12,908 | 14,120 | 13,515 | 12,947 |
| Non-GAAP EBITDA from Cont Op | 15,075 | 11,488 | 18,999 | 18,937 | 16,063 | 10,078 | 16,872 |
| Plus: Acquisition expenses | - | 318 | 350 | 789 | - | - | - |
| Plus: Amortization of inventory step up | - | - | 367 | 606 | - | - | - |
| Less: Gain on purchase of business | - | - | - | (11,110) | - | - | - |
| Plus: Business integration expense | - | 1,383 | 6,616 | 1,874 | - | - | - |
| Plus: Profit improvement plans | (563) | - | - | 5,514 | 2,946 | 1,456 | 636 |
| Plus: Impairment of assets | - | - | 195 | 1,133 | - | - | - |
| Plus: Impairment of goodwill | - | - | - | - | - | - | - |
| Non-GAAP Adj. EBITDA (Note 5) | 14,512 | 13,189 | 26,528 | 17,743 | 19,009 | 11,534 | 17,508 |
| Non-GAAP Adj. EBITDA as % of Net Sales | 5.4% | 5.0% | 7.7% | 4.4% | 4.5% | 2.9% | 4.2% |
| Management estimate of severe weather (not in above) | - | - | - | 1,054 | - | - | - |
| <u>Non-GAAP Free Cash Flow</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> |
| Non-GAAP Adjusted EBIT (from above) | 5,426 | 2,092 | 8,737 | 6,029 | 1,943 | (3,437) | 3,925 |
| Times: 1 - Tax Rate = EBIAT | 3,364 | 1,297 | 5,417 | 3,738 | 1,205 | (2,131) | 2,433 |
| Plus: Depreciation and amortization | 9,650 | 9,396 | 10,263 | 12,908 | 14,120 | 13,515 | 12,947 |
| Plus: Non Cash Impairment of Assets, Goodwill | - | - | 195 | 1,133 | - | - | - |
| Minus: Net change in Working Capital | 9,589 | 10,786 | 17,714 | 11,546 | (1,970) | (16,905) | 23,386 |
| Non-GAAP Cash from Operations | 3,425 | (93) | (1,839) | 6,234 | 17,295 | 28,289 | (8,006) |
| Minus: Capital Expenditures | 6,735 | 4,052 | 13,257 | 32,825 | 12,230 | 5,331 | 13,582 |
| Minus: Business / Capital acquisitions | - | 6,961 | 1,863 | 9,331 | - | - | - |
| Non-GAAP Free Cash Flow (Note 6) | (3,310) | (11,106) | (16,959) | (35,922) | 5,065 | 22,958 | (21,588) |

| | December 31, 2016 | Extra Week | Net Sales as Adjusted December 31, 2016 | December 30, 2017 | Difference | Net Sales As Adjusted % Change |
|------------------------------|----------------------|-------------------|--|----------------------|------------------|--------------------------------------|
| Year 2017 | | | | | | |
| Net Sales as Adjusted | \$ 397,453 | \$ (5,380) | \$ 392,073 | \$ 412,462 | \$ 20,389 | 5.2% |

Adjusted for Tax Cut and Jobs Act of 2017 (Note 9)

| | |
|--|------------------|
| Net Loss as reported | (9,555) |
| Loss from discontinued operations | (233) |
| Loss from continuing operations | (9,322) |
| Impact of tax act | 8,169 |
| Loss from Cont Ops less affect of Tax Cuts and Jobs Act of 2017 | (1,153) |
| Diluted shares | 15,699 |
| Adj loss per diluted share ex Tax Act | \$ (0.07) |