

ePlus inc.
Investor Presentation
December 2018

Safe Harbor Statement

Statements in this presentation that are not historical facts may be deemed to be "forward-looking statements." Actual and anticipated future results may vary materially due to certain risks and uncertainties, including, without limitation, possible adverse effects resulting from financial market disruption and fluctuations in foreign currency rates, interest rates, and volatility in the U.S. economy such as our current and potential customers' delaying or reducing technology purchases or put downward pressure on prices, increasing credit risk associated with our customers and vendors, reduction of vendor incentive programs, and restrictions on our access to capital necessary to fund our operations; significant adverse changes in, reductions in, or losses of relationships with our largest volume customers or one or more of our large volume customers or vendors; our ability to implement comprehensive plans for the integration of sales forces, cost containment, asset rationalization, systems integration and other key strategies; our ability to secure our customers' electronic and other confidential information and remain secure during a cyber-security attack; changes to our senior management team and/or failure to successfully implement succession plans; disruptions or a security breach in our or our vendors' IT systems and data and audio communications networks; the possibility of additional goodwill impairment charges; the demand for and acceptance of, our products and services; our ability to adapt our services to meet changes in market developments; our ability to adapt to changes in the IT industry and/or rapid changes in product offerings, including the proliferation of the cloud, infrastructure as a service and software as a service; our ability to hire and retain sufficient qualified personnel; our ability to realize our investment in leased equipment; our ability to protect our intellectual property; our ability to successfully perform due diligence and integrate acquired businesses; the creditworthiness of our customers; our ability to raise capital and obtain non-recourse financing for our transactions; our ability to reserve adequately for credit losses; the impact of competition in our markets; our failure to comply with public sector contracts or applicable laws or regulations; and other risks or uncertainties detailed in the Company's Annual Report on Form 10-K for the fiscal year ended March 31, 2018 and other periodic filings with the Securities and Exchange Commission and available at the SEC's website at <http://www.sec.gov>.

We wish to caution you that these factors could affect our financial performance and could cause actual results for future periods to differ materially from any opinions or statements expressed with respect to future periods in any current statements. All information set forth in this presentation is current as of the date of this presentation and ePlus undertakes no duty or obligation to update this information.



Mark Marron

Chief Executive Officer

ePlus at a Glance

- + Leading provider of technology solutions focused on cloud, security, and digital infrastructure
- + Technology partners include Cisco, Dell EMC, HPE, NetApp, Palo Alto Networks and VMware
- + FY18 net sales: \$1.4 billion *
 - 8% CAGR FY14-FY18
- + FY18 EPS: \$3.95
 - 16% CAGR FY14-FY18
- + Headquarters: Herndon, Virginia
- + Presence in 40+ office locations in the U.S., Europe, and Asia-Pac
- + 1,255 employees as of September 30, 2018

* Financial results for FY18 have been revised due to implementation of revenue standard on a full retrospective basis. Net sales and cost of sales increased by \$7.8 million, including \$3.2 million in the technology segment, and \$4.6 million in the financing segment.

PLUS
Nasdaq Listed



Experienced Leadership Team



**Mark
Marron**

Chief Executive Officer
Joined ePlus in 2005
30+ Years of Experience



**Elaine
Marion**

Chief Financial Officer
Joined ePlus in 1998
25+ Years of Experience



**Darren
Raiguel**

Chief Operating Officer,
President of ePlus
Technology, inc.
Joined ePlus in 1997
25+ Years of Experience



**Dan
Farrell**

Senior Vice President,
National Professional
Services
Joined ePlus in 2010
30+ Years of Experience



**Kley
Parkhurst**

Senior Vice President,
Corporate Development
Joined ePlus in 1991
30+ Years of Experience



**Erica
Stoecker**

General Counsel
Joined ePlus in 2001
20+ Years of Experience



**Doug
King**

Chief Information Officer
Joined ePlus in 2018
20+ Years of Experience



**Steve
Mencarini**

Senior Vice President,
Business Operations
Joined ePlus in 1997
35+ Years of Experience

Well Positioned within the IT Ecosystem

Our range of complex solutions and services places us in high end of the IT market



Expanding Footprint

Resources to implement locally and globally



● REGIONAL OFFICE ● SALES OFFICES ● MANAGED SERVICES CENTERS ● INTEGRATION CENTERS

- > 40+ locations serving the U.S., Europe, and Asia-Pac
- > 24/7 365 managed services operations and integration centers strategically placed throughout the U.S.
- > 400+ technical and support resources certified by the top IT manufacturers in the world



Targeted M&A Strategy with Track Record of Success



- + September 2017 (\$38.4 million)
- + Chicago and Indianapolis data centers
- + New geography and customers



- + August 2014 (\$10.5 million)
- + Sacramento, CA Cisco VAR, largest Cisco VAR to State
- + Grow western SLED business



- + May 2017 (\$10.0 million)
- + Cloud-based services, solutions and DevOps
- + Offices in Milpitas, CA and India



- + November 2013 (\$2.8 million)
- + Rochester area reseller with storage expertise
- + Strengthened position as leading US FlexPod reseller



- + December 2016 (\$13.1 million) division of CCI
- + Minneapolis, MN Cisco VAR
- + New geography and customers



- + February 2012 (\$7.0 million)
- + SoCal Cisco reseller
- + Acquired new customers and west coast NOC



- + December 2015 (\$16.6 million)
- + UK location to serve UK and global customers
- + Expand security offerings



- + January 2012 (\$2.2 million)
- + Northern New England
- + Gained state contracts and Cisco Call Center Express expertise

Note: amounts in parenthesis represent purchase price.

Customized Solutions

*Positioned squarely at the forefront of today's most **transformative technologies...***



Cloud

Create customized roadmaps, then design, implement, service, and support customers on their journey to adopt hybrid and multi cloud services (private and public).



Security

Deliver cybersecurity programs built upon people and culture and technology, to mitigate business risk, fortify digital transformation, and create safer environments.



Digital Infrastructure

Support the next phase of digitization with solutions that enable secure and efficient communication, improve the end user experience, lower costs, and empower data-driven decision making, beginning with the network of the platform.



Services

Apply a lifecycle approach to consult, design, architect, and implement solutions as well as monitor and manage IT environments.



Financing and Consumption Models

Enable technology acquisitions with cost predictability and contract flexibility as well as align costs with demand using custom consumption programs.

Measurable Results

ePlus helps organizations imagine, implement, and achieve more from technology.



Cloud

Enterprise Defined
Data Center
Agile Infrastructure
Multi Cloud
Hybrid Cloud /
Automation
ePlus Cloud Services
Converged /
Hyper Converged
Infrastructure



Security

Strategy and Risk
Management
Architecture and Design
Managed Security
Services
Firewall and Endpoints



Digital Infrastructure

IoT and Analytics
SD-WAN
Software-Defined
Networking
Mobility / Connectivity
Collaboration



Services

Enhanced Maintenance
Support
Monitoring Services
Managed Services
Staffing
Executive Services Portfolio
Cloud Trainings
DevOps on Nexus Platform
Application Centric
Infrastructure



Financing and Consumption Models

As-a-Service Opex
Payment Models
OEM Solutions

Independent Provider with Deep Strategic Relationships

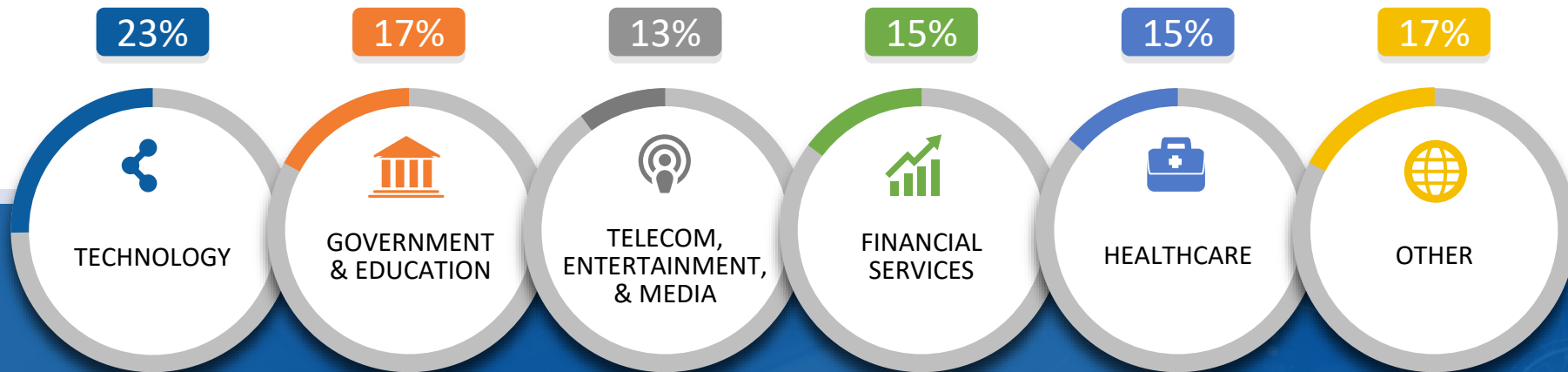
SELECTED STRATEGIC PARTNERS		EMERGING VENDORS	
    	<ul style="list-style-type: none"> + Excellent channel partner for ePlus, representing 43% of technology segment net sales¹ + All core products plus data center, security, lifecycle services, and Cisco One/software + ePlus holds over 600 active certifications in Cisco technologies 	SECURITY CLOUD/BACKUP DIGITAL INFRASTRUCTURE AI & ANALYTICS	   
	<ul style="list-style-type: none"> + Converged infrastructure, enterprise storage, networking and virtualization + Cloud, server and storage solutions 		  
	<ul style="list-style-type: none"> + NetApp Star Partner and Professional Services Partner + Network storage (including All Flash Data Storage arrays) and services focused applications, file server consolidation, private and public cloud 		   
	<ul style="list-style-type: none"> + ePlus professionals maintain a variety of Dell EMC engineering certifications + Networking storage and services 		
	<ul style="list-style-type: none"> + Virtual infrastructure solutions 		
        		  	

¹ Based on the year ended March 31, 2018

Broad and Diverse Customer Base

Net Sales TTM Q2 FY19¹

¹Trailing twelve months ended 9/30/2018



Sampling of Our Customers



TECHNOLOGY



GOVERNMENT
& EDUCATION



TELECOM,
ENTERTAINMENT
& MEDIA



FINANCIAL
SERVICES



HEALTHCARE



OTHER

Why ePlus



In today's constantly changing, complex tech landscape, organizations need a partner that can solve short-term challenges with sustainable solutions that ensure long-term success.



"Do what it takes" dedication

Long-term view and enduring commitment extending well beyond the transaction



Industry-leading consultative expertise

Capability to help customers better understand their evolving business environment



Comprehensive offerings

Transformative technology to deliver measurable business outcomes: cloud, security, and digital infrastructure



Proven processes & methodologies

Up-front assessments, followed by design and architecture, deployment and implementation, managed services, professional services, and staffing



Highly-accessible, consumption-based solutions

Enable future success and better position our customers for tomorrow's needs



Elaine Marion

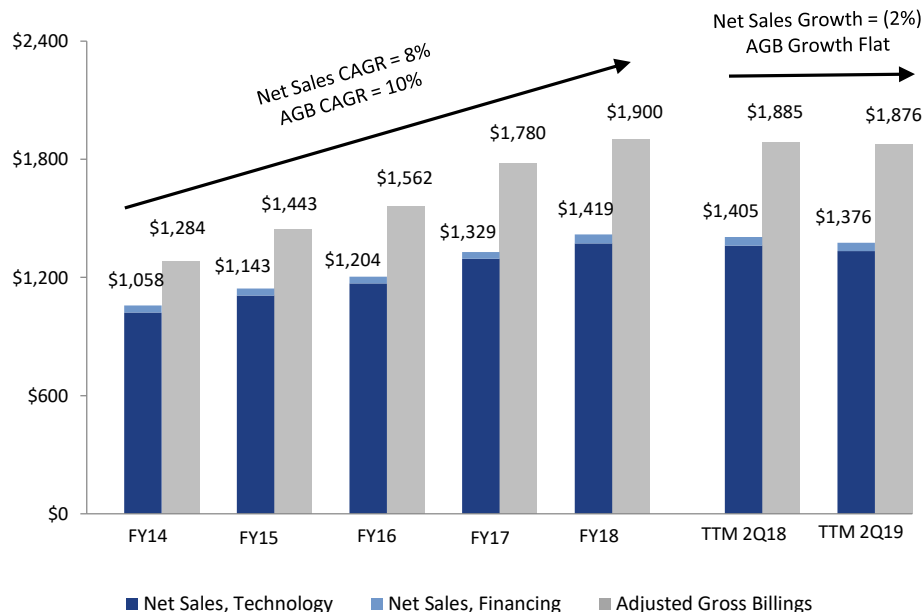
Chief Financial Officer

Strong Financial Results

- + Operations are conducted through two segments. The technology segment sells information technology products, software and services, while the financing segment provides lease and financing solutions.
- + The majority of our net sales are derived from our technology segment, representing 97% of revenues in FY18.
- + From FY14 to FY18, net sales and adjusted gross billings have increased at a compound annual rate of 8% and 10%, respectively.

FYE March 31 / Trailing twelve months ended September 30, unaudited

Net Sales and Adjusted Gross Billings * (\$mm)



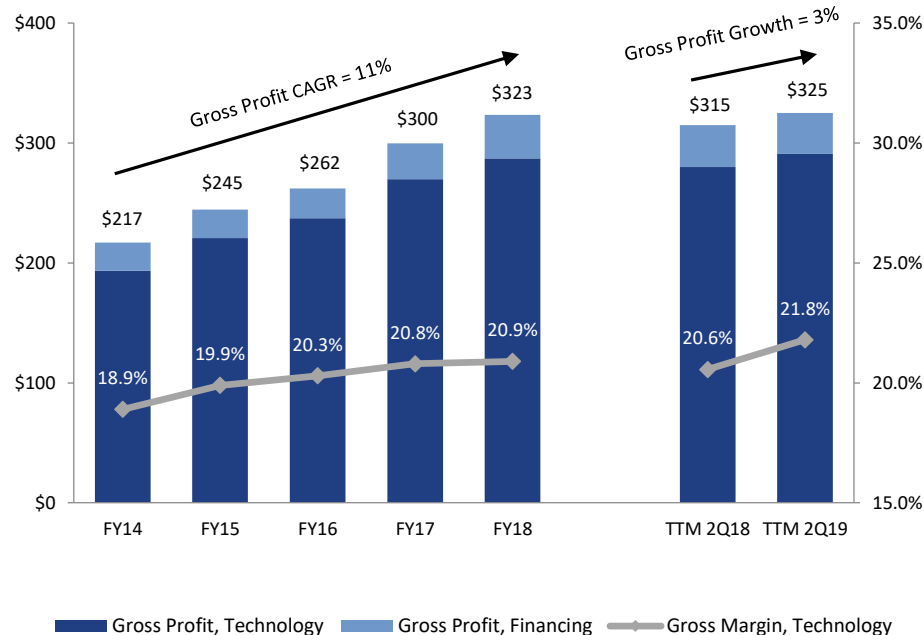
* See Non-GAAP Financial Information

Strong Financial Results

- + Consolidated gross profit increased at a compounded annual rate of 11% from FY14 to FY18, driven by our technology segment, which represented 89% of our total gross profit in FY18.
- + Technology gross margin has increased from 18.9% in FY14 to 20.9% in FY18, as services capabilities continued to expand.

FYE March 31 / Trailing twelve months ended September 30, unaudited

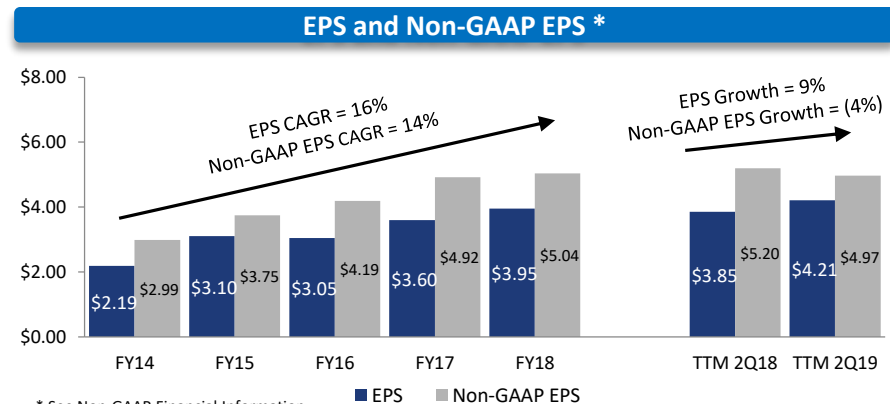
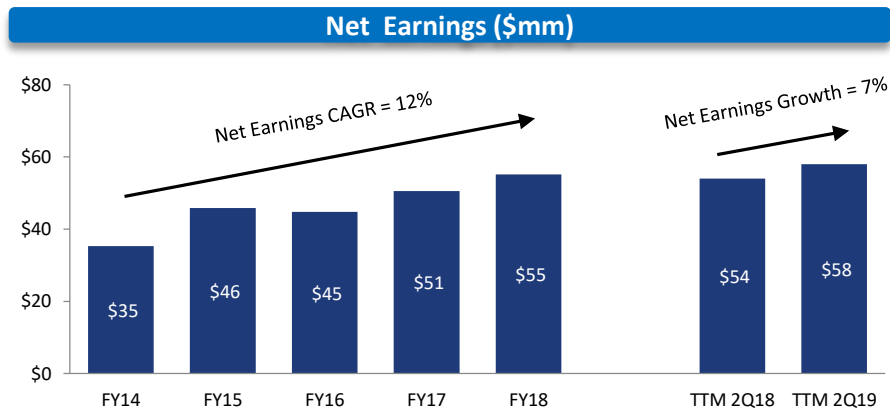
Gross Profit and Gross Margin (\$mm)



Strong Financial Results

- + From FY14 to FY18, net earnings increased at a compounded annual rate of 12% as a result of focusing on revenue growth and controlling overhead expenses.
- + EPS and non-GAAP EPS CAGR are 16% and 14%, respectively, from FY14 to FY18.
- + Non-GAAP EPS excluded other income (expense), share based compensation, and acquisition and integration expenses, and the related tax effects; and the tax (benefit) expense due to the re-measurement of our deferred tax assets and liabilities at the new U.S. tax rate, and an adjustment to our tax expense in the prior year assuming a 21% effective annual income tax rate for U.S. operations.

FYE March 31 / Trailing twelve months ended September 30, unaudited



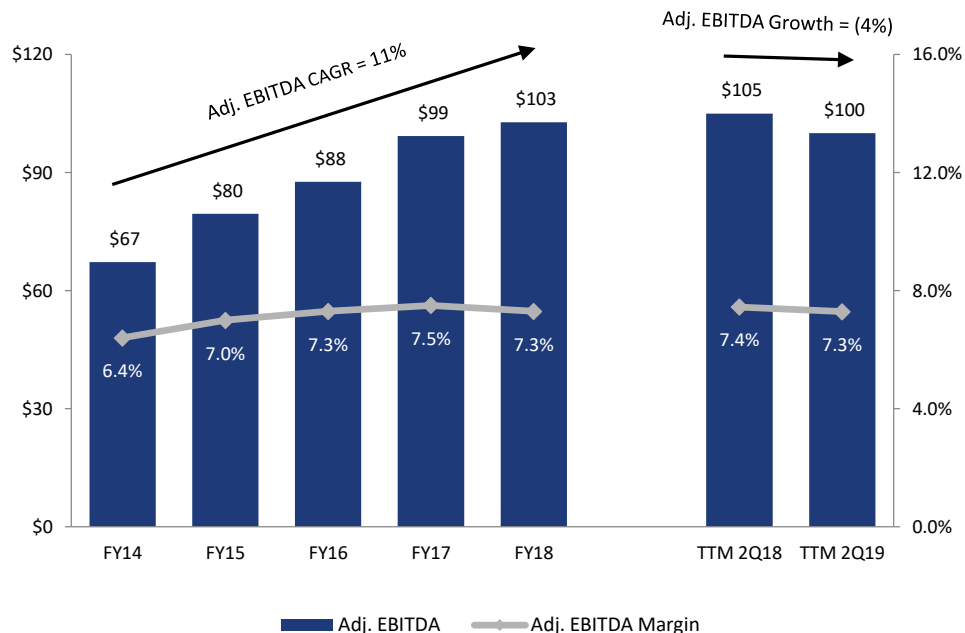
* See Non-GAAP Financial Information

Strong Financial Results

- + Adjusted EBITDA represents net earnings before interest expense, depreciation and amortization, share based compensation, acquisition and integration expenses, provision for income taxes, and other income. Interest on notes payable and depreciation expense presented within cost of sales represent operating expenses of financing segment, as such they are not added back to net earnings.
- + From FY14 to FY18, adjusted EBITDA increased at a compounded annual rate of 11%.
- + Adjusted EBITDA margin increased from 6.4% to 7.3% over the last five years.
- + We incurred higher operating expenses in FY18 due in part to the recent acquisitions.

FYE March 31 / Trailing twelve months ended September 30, unaudited

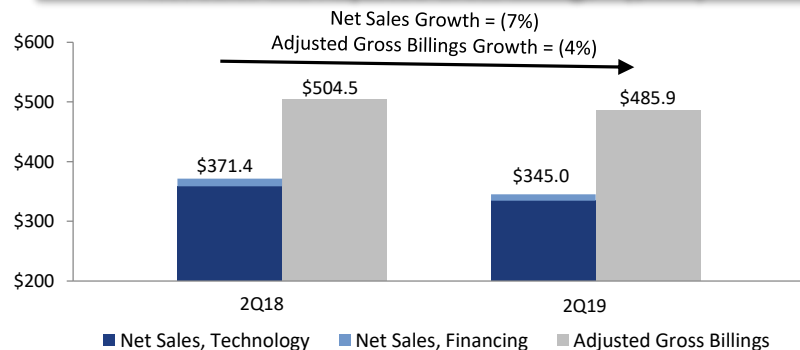
Adjusted EBITDA * (\$mm)



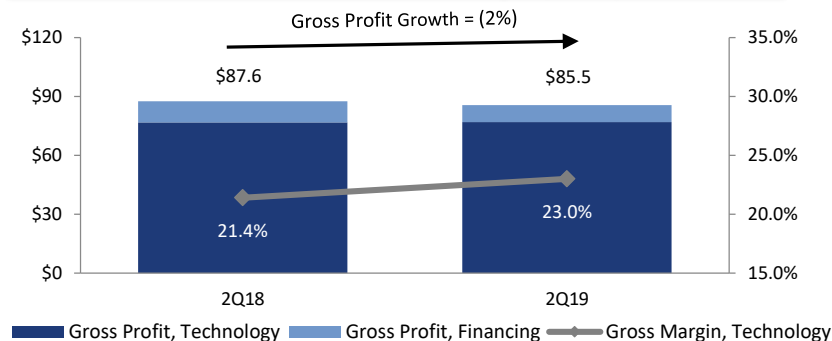
* See Non-GAAP Financial Information

Q2 FY19 Financial Results

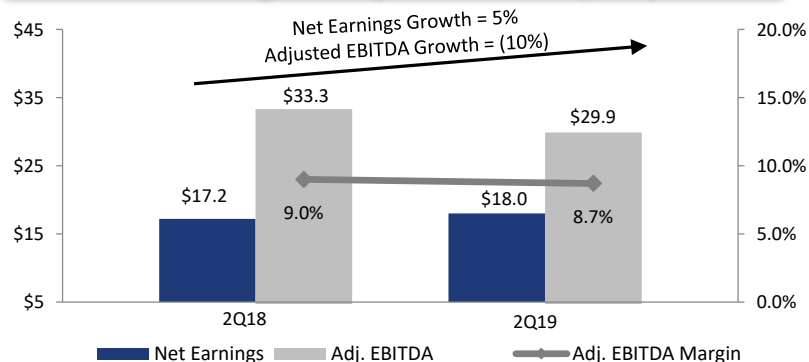
Net Sales and Adjusted Gross Billings * (\$mm)



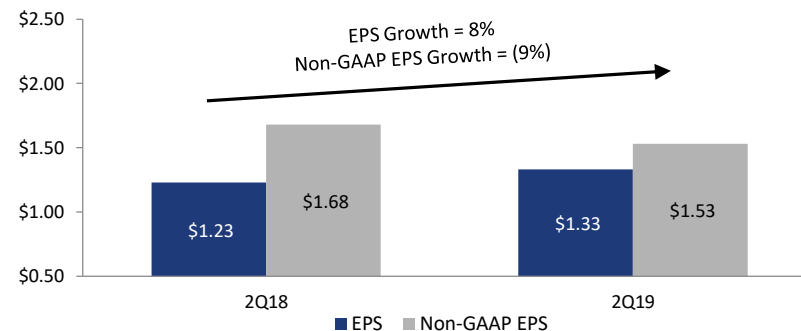
Gross Profit and Gross Margin (\$mm)



Net Earnings and Adjusted EBITDA * (\$mm)

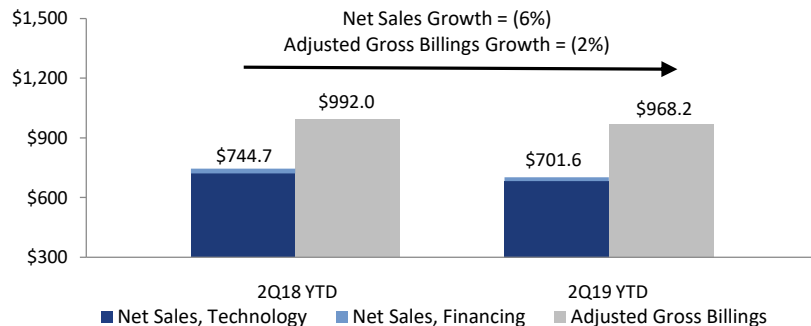


EPS and Non-GAAP EPS *

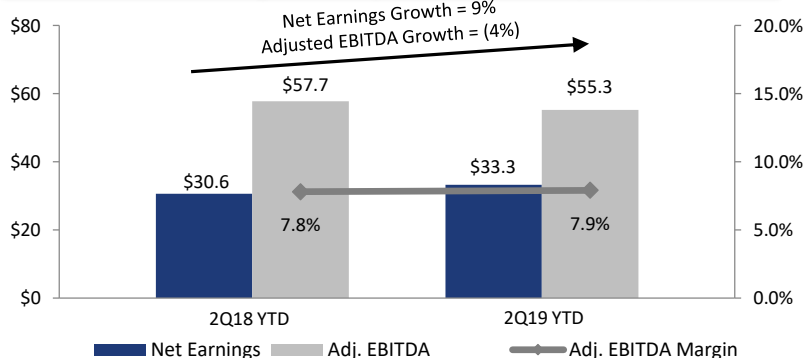


Q2 FY19 YTD Financial Results

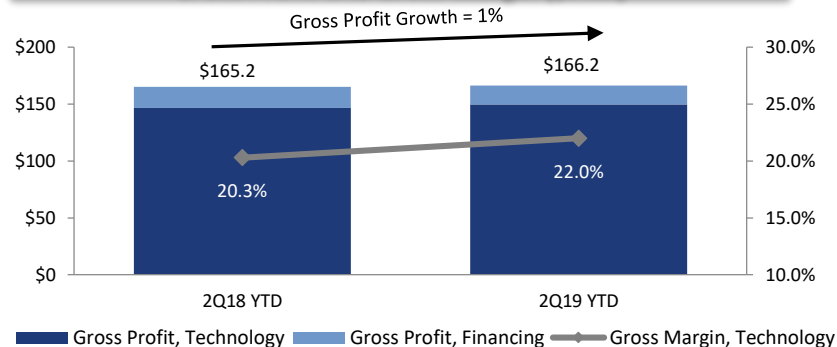
Net Sales and Adjusted Gross Billings * (\$mm)



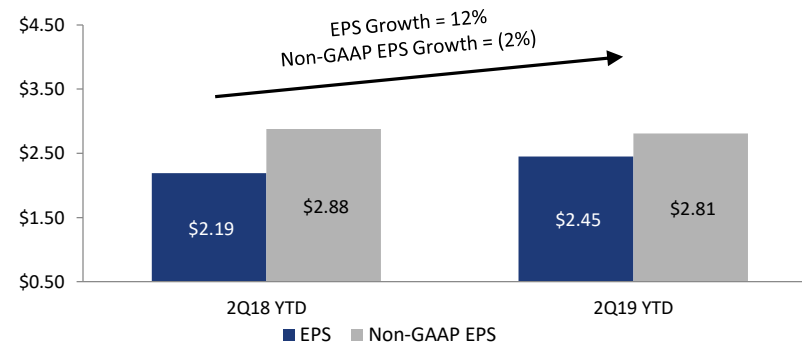
Net Earnings and Adjusted EBITDA * (\$mm)



Gross Profit and Gross Margin (\$mm)

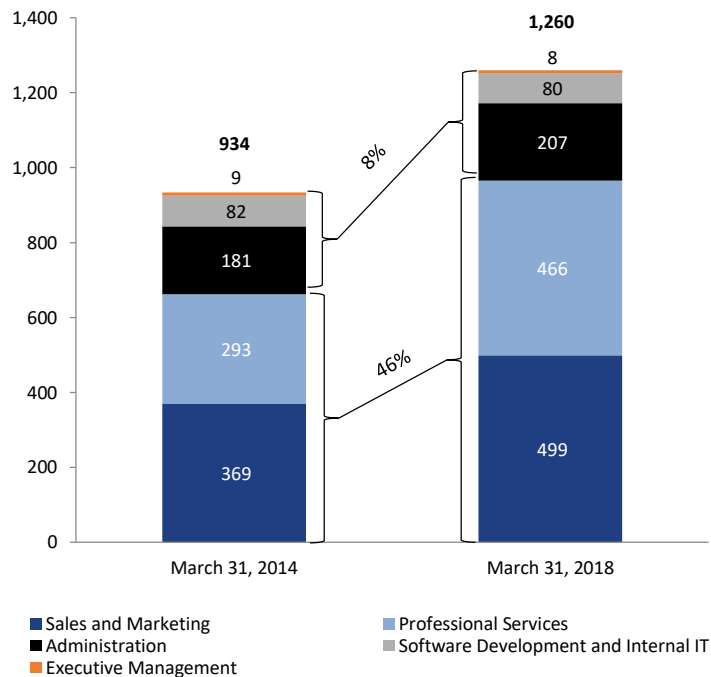


EPS and Non-GAAP EPS *

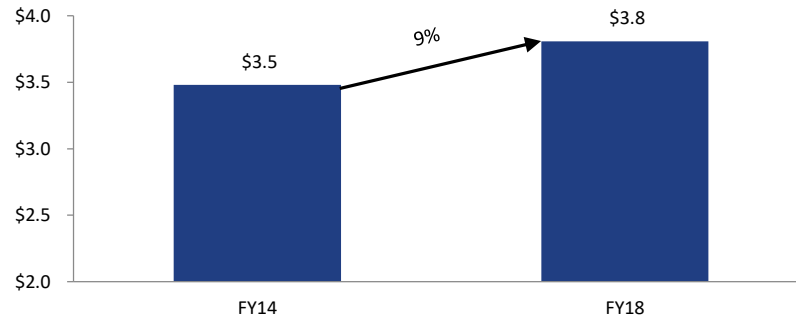


Growing Productivity While Strategically Expanding Workforce

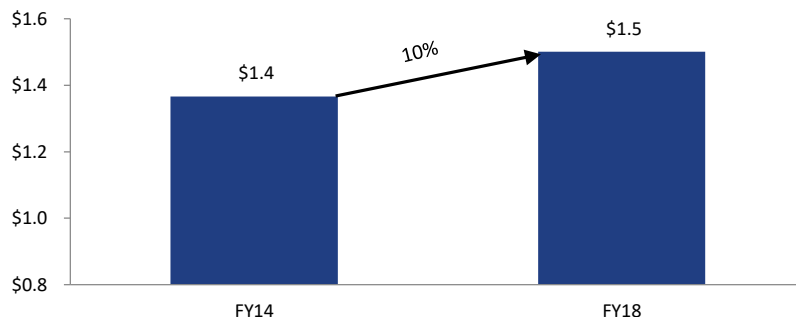
Employee Headcount Growth by Function



Adj. Gross Billings Per Sales and Marketing Employee (\$mm)



Adj. Gross Billings Per Employee (\$mm)



Strong Balance Sheet

- + \$76 million in cash and equivalents
- + \$325 million financing facility with Wells Fargo Commercial Distribution Finance, LLC ¹
- + Financing portfolio of \$165 million, representing investments in leases and notes
- + Portfolio monetization can be utilized to raise additional cash
- + ROIC 13.6% for the trailing twelve months ended September 30, 2018 ²

¹ Temporary uplift from the permanent limit of \$250 million

² ROIC = Operating Income x (1 – 21%) / (BV of debt + equity)

\$ in millions

	September 30, 2018	March 31, 2018
Assets		
Cash and equivalents	\$ 76	\$ 118
Accounts receivable	332	297
Inventory	57	40
Financing investments	165	138
Goodwill & other intangibles	100	103
Property & equipment, deferred costs and other	45	59
Total assets	\$ 775	\$ 755
Liabilities		
Accounts payable	\$ 214	\$ 219
Recourse notes payable	-	1
Non-recourse notes payable	65	51
Other liabilities	97	111
Total liabilities	\$ 376	\$ 382
Shareholders' Equity		
Equity	399	373
Total liabilities & equity	\$ 775	\$ 755

Appendix

Non-GAAP Financial Information

\$ in thousands, except per share information

	Year Ended March 31,					TTM Ended September 30,	
	2018	2017	2016	2015	2014	2018	2017
Technology segment net sales	\$ 1,372,765	\$ 1,294,937	\$ 1,169,065	\$ 1,108,449	\$ 1,013,374	\$ 1,332,820	\$ 1,362,342
Costs incurred related to sales of third-party maintenance, software assurance and subscription/SaaS licenses, and services	526,920	485,480	393,126	334,155	262,759	543,018	522,534
Adjusted gross billings	<u>\$ 1,899,685</u>	<u>\$ 1,780,417</u>	<u>\$ 1,562,191</u>	<u>\$ 1,442,604</u>	<u>\$ 1,276,133</u>	<u>\$ 1,875,838</u>	<u>\$ 1,884,876</u>
Net earnings	\$ 55,122	\$ 50,556	\$ 44,747	\$ 45,840	\$ 35,273	\$ 57,754	\$ 53,754
Provision for income taxes	28,769	35,556	31,004	32,473	24,825	22,132	35,754
Depreciation and amortization [1]	9,921	7,252	5,548	4,333	2,792	11,260	7,946
Share based compensation	6,464	6,025	5,711	4,585	3,968	6,845	6,302
Acquisition related expenses	2,150	278	681	(114)	409	2,248	1,051
Other (income) expense [2]	348	(380)	-	(7,603)	-	59	(130)
Adjusted EBITDA	<u>\$ 102,774</u>	<u>\$ 99,287</u>	<u>\$ 87,691</u>	<u>\$ 79,514</u>	<u>\$ 67,267</u>	<u>\$ 100,298</u>	<u>\$ 104,677</u>
Adjusted EBITDA margin	<u>7.3%</u>	<u>7.5%</u>	<u>7.3%</u>	<u>7.0%</u>	<u>6.4%</u>	<u>7.3%</u>	<u>7.4%</u>
GAAP: Earnings before tax	\$ 83,891	\$ 86,112	\$ 75,751	\$ 78,313	\$ 60,098	\$ 79,886	\$ 89,508
Share based compensation	6,464	6,025	5,711	4,585	3,968	6,845	6,302
Acquisition related expenses	2,150	278	681	(114)	409	2,248	1,051
Acquisition related amortization expense [3]	5,978	4,000	2,917	1,888	1,110	7,154	4,244
Other (income) expense [2]	348	(380)	-	(7,603)	-	59	(130)
Non-GAAP: Earnings before taxes	<u>98,831</u>	<u>96,035</u>	<u>85,060</u>	<u>77,069</u>	<u>65,585</u>	<u>96,192</u>	<u>100,975</u>
GAAP: Provision for income taxes	28,769	35,556	31,004	32,473	24,825	22,132	35,752
Share based compensation	1,866	1,709	1,581	1,290	1,117	1,956	1,804
Acquisition related expenses	621	79	188	(32)	115	643	303
Acquisition related amortization expense [3]	1,598	938	807	531	312	1,927	1,068
Other (income) expense [2]	101	(108)	-	(2,140)	-	20	(37)
Re-measurement of deferred taxes [4]	1,654	-	-	-	-	1,654	-
Adjustment to U.S. federal income tax rate to 21%	(7,635)	(11,650)	(10,040)	(10,431)	(9,023)	(1,121)	(12,026)
Tax benefit on restricted stock	1,444	514	-	-	-	672	1,450
Non-GAAP: Provision for income taxes	<u>28,418</u>	<u>27,038</u>	<u>23,540</u>	<u>21,691</u>	<u>17,346</u>	<u>27,883</u>	<u>28,314</u>
Non-GAAP: Net earnings	<u>\$ 70,413</u>	<u>\$ 68,997</u>	<u>\$ 61,520</u>	<u>\$ 55,378</u>	<u>\$ 48,239</u>	<u>\$ 68,309</u>	<u>\$ 72,661</u>
GAAP: Net earnings per common share – diluted	<u>\$ 3.95</u>	<u>\$ 3.60</u>	<u>\$ 3.05</u>	<u>\$ 3.10</u>	<u>\$ 2.19</u>	<u>\$ 4.21</u>	<u>\$ 3.85</u>
Non-GAAP: Net earnings per common share – diluted	<u>\$ 5.04</u>	<u>\$ 4.92</u>	<u>\$ 4.19</u>	<u>\$ 3.75</u>	<u>\$ 2.99</u>	<u>\$ 4.97</u>	<u>\$ 5.20</u>

[1] Amount consists of depreciation and amortization for assets used internally.

[2] Interest income and foreign currency transaction gains or losses.

[3] Amount consists of amortization of intangible assets from acquired businesses.

[4] Tax benefit for the re-measurement of U.S. deferred income tax assets and liabilities at 2% effective annual income tax rate for U.S. operations.

Non-GAAP Financial Information

\$ in thousands, except per share information

	Three Months Ended September 30,		Six Months Ended September 30,	
	2018	2017	2018	2017
Technology segment net sales	\$ 334,768	\$ 358,678	\$ 681,632	\$ 721,577
Costs incurred related to sales of third-party maintenance, software assurance and subscription/SaaS licenses, and services	151,088	145,822	286,525	270,427
Adjusted gross billings	<u>\$ 485,856</u>	<u>\$ 504,500</u>	<u>\$ 968,157</u>	<u>\$ 992,004</u>
Net earnings	\$ 18,003	\$ 17,221	\$ 33,276	\$ 30,644
Provision for income taxes	6,889	11,466	12,184	18,821
Depreciation and amortization [1]	2,741	2,129	5,531	4,192
Share based compensation	1,868	1,673	3,561	3,180
Acquisition related expenses	701	689	1,117	1,019
Other (income) expense [2]	(322)	141	(419)	(130)
Adjusted EBITDA	<u>\$ 29,880</u>	<u>\$ 33,319</u>	<u>\$ 55,250</u>	<u>\$ 57,726</u>
Adjusted EBITDA margin	<u>8.7%</u>	<u>9.0%</u>	<u>7.9%</u>	<u>7.8%</u>
GAAP: Earnings before tax	\$ 24,892	\$ 28,687	\$ 45,460	\$ 49,465
Share based compensation	1,868	1,673	3,561	3,180
Acquisition related expenses	701	689	1,117	1,019
Acquisition related amortization expense [3]	1,719	1,186	3,483	2,307
Other (income) expense [2]	(322)	141	(419)	(130)
Non-GAAP: Earnings before taxes	<u>28,858</u>	<u>32,376</u>	<u>53,202</u>	<u>55,841</u>
GAAP: Provision for income taxes	6,889	11,466	12,184	18,821
Share based compensation	525	483	1,008	918
Acquisition related expenses	197	199	316	294
Acquisition related amortization expense [3]	455	309	929	600
Other (income) expense [2]	(90)	41	(118)	(37)
Adjustment to U.S. federal income tax rate to 21%	-	(3,792)	-	(6,514)
Tax benefit on restricted stock	103	189	672	1,444
Non-GAAP: Provision for income taxes	<u>8,079</u>	<u>8,895</u>	<u>14,991</u>	<u>15,526</u>
Non-GAAP: Net earnings	<u>\$ 20,779</u>	<u>\$ 23,481</u>	<u>\$ 38,211</u>	<u>\$ 40,315</u>
GAAP: Net earnings per common share – diluted	<u>\$ 1.33</u>	<u>\$ 1.23</u>	<u>\$ 2.45</u>	<u>\$ 2.19</u>
Non-GAAP: Net earnings per common share – diluted	<u>\$ 1.53</u>	<u>\$ 1.68</u>	<u>\$ 2.81</u>	<u>\$ 2.88</u>

[1] Amount consists of depreciation and amortization for assets used internally.

[2] Interest income and foreign currency transaction gains or losses.

[3] Amount consists of amortization of intangible assets from acquired businesses.

Return on Invested Capital

\$ in thousands

	Year Ended March 31,		TTM Ended September 30,	
	2018	2017	2018	2017
<u>Numerator</u>				
Operating income	\$ 84,239	\$ 85,732	\$ 79,945	\$ 89,377
Less: Taxes [1]	(17,690)	(18,004)	(16,788)	(18,769)
Net operating profit after taxes	<u>\$ 66,549</u>	<u>\$ 67,728</u>	<u>\$ 63,157</u>	<u>\$ 70,608</u>
<u>Denominator</u>				
Recourse notes payable	\$ 1,343	\$ 908	\$ -	\$ 688
Non-recourse notes payable	50,935	36,516	65,286	36,433
Total stockholders' equity	372,603	345,918	399,277	376,062
Total invested capital	<u>\$ 424,881</u>	<u>\$ 383,342</u>	<u>\$ 464,563</u>	<u>\$ 413,183</u>
Return on invested capital	<u>15.7%</u>	<u>17.7%</u>	<u>13.6%</u>	<u>17.1%</u>

[1] Based on a normalized statutory U.S. tax rate of 21%.



Where Technology Means More®

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