

ePlus inc.  
**Investor Presentation**  
August 2020

# 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 national and international political instability fostering uncertainty and volatility in the global economy including exposure to fluctuations in foreign currency rates, interest rates, and downward pressure on prices; serious natural disruptions or catastrophic events, or public health crises (such as the ongoing COVID-19 pandemic), as well as extreme weather events; reduction of vendor incentive programs; 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 customer 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 own and 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; maintaining and increasing advanced professional services by recruiting and retaining highly skilled, competent personnel, and vendor certifications; our ability to realize our investment in leased equipment; reliance on third-parties to perform some of our service obligations to our customers; 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, 2020 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 Technologies, HPE, NetApp, Palo Alto Networks and VMware
- + FY20 adjusted gross billings: \$2.2 billion
  - 9% CAGR FY16-FY20
- + FY20 net sales: \$1.6 billion
  - 7% CAGR FY16-FY20
- + FY20 services revenue: \$193 million
  - 26% CAGR FY17-FY20
- + FY20 EPS: \$5.15
  - 14% CAGR FY16-FY20
- + Headquarters: Herndon, Virginia
- + Presence in 35+ office locations in the U.S., Europe, and Asia-Pac
- + 1,536 employees as of June 30, 2020

**PLUS**  
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# 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*  
35+ 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



**Ken  
Farber**

President,  
ePlus Software, LLC  
*Joined ePlus in 2001*  
30+ Years of Experience

# Where technology means more.

Helping customers use technology to successfully navigate business challenges is at the center of everything we do.



# ePlus Forward Focused Solutions



## CLOUD

- ✓ Cloud Consulting Services
- ✓ Cloud Hosted Services
- ✓ Public Cloud (AWS, Azure, Google)
- ✓ Cloud Managed Services
- ✓ Multi Cloud Solutions
- ✓ Cost Optimization



## DATA CENTER

- ✓ Compute
- ✓ Virtualization
- ✓ Hyper Converged
- ✓ Storage
- ✓ Backup & Disaster Recovery
- ✓ Hosting / Co-location



## NETWORKING

- ✓ Software Defined Networking
- ✓ SD-WAN
- ✓ Service Provider Networking
- ✓ Mobility / Wireless
- ✓ Connectivity



## COLLABORATION

- ✓ Voice & Video Calling
- ✓ Real-Time Messaging & Meetings
- ✓ Video Conferencing
- ✓ Contact Center



## AI/EMERGING

- ✓ Analytics
- ✓ Big Data
- ✓ IoT

## SECURITY

- ✓ Threat Prevention & Detection
- ✓ Data Protection
- ✓ Security Operations & Analytics
- ✓ Security Managed Services
- ✓ Security Advisory Services

## SERVICES

- ✓ Assessments
- ✓ Managed Services
- ✓ On Demand Services
- ✓ Integration Services
- ✓ Enhanced Maintenance Support
- ✓ Staffing Solutions
- ✓ Training
- ✓ Project Management

## FINANCING

- ✓ Equipment
- ✓ Consumption Structures
- ✓ Services
- ✓ Vendor Programs
- ✓ Software
- ✓ Device-as-a-Service





# COVID-19 Impact

- + Majority of workforce at home since mid-March, no material impact on operations
- + Onsite personnel conforming to customer/partner requirements and local ordinances
- + Future IT spending is impacted by general economic trends
- + Solution set easily pivoted to fulfill customer needs for remote workforce enablement and related security
- + Built specific solutions for the new hybrid at-work/remote-workforce model
- + Created internal, inter-disciplinary Pandemic Response Team to enable, monitor, and manage ePlus business operations strategy and remote workforce

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# The CIO Today: Unpredictability from COVID causes a heightened focus on:



**Cloud  
Acceleration**



**Collaboration**



**Remote  
Workforce  
Enablement**



**Security**



**Managed and  
Professional  
Services**



**AI: Analytics and  
Automation**

*"Business executives who experienced firsthand the shortcomings of legacy technology environments will suddenly demand that IT accelerate roadmaps for app and infrastructure modernization, refined service management, high-availability architectures, automation for speed and reliability, cloud for scale and flexibility, and a network that delivers high performance. The time to start designing for dependability is now."*

-- Forrester April 23, 2020 – In a Crisis People Want Dependable Technology

# Well Positioned within the IT Ecosystem

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



<sup>1</sup> Based on approximate LTM GAAP gross margin, except the last available financials of Presidio are dated September 30, 2019.

# Expanding Footprint

*Resources to implement locally and globally*



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

- 35+ locations serving the U.S., Europe, and Asia-Pac
- 4 Managed Services Centers and 3 Integration Centers throughout the U.S.
- 650+ technical and support resources certified by the top IT manufacturers **in the world**

# Targeted M&A Strategy with Track Record of Success



- + August 2019
- + Southern and Western Virginia
- + New customers, SLED focus, and managed services



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



- + January 2019
- + Southern and central Virginia
- + Security managed services and consulting, helpdesk, staffing; new customers



- + December 2015
- + UK location to serve UK and global customers
- + Expand security offerings



- + September 2017
- + Chicago and Indianapolis data centers
- + New geography and customers



- + August 2014
- + Sacramento, CA Cisco VAR, largest Cisco VAR to State
- + Grow western SLED business



- + May 2017
- + Cloud-based services, solutions and DevOps
- + Offices in Milpitas, CA and India





- + November 2013
- + Rochester area reseller with storage expertise
- + Strengthened position as leading US FlexPod reseller

# Independent Provider with Deep Strategic Relationships

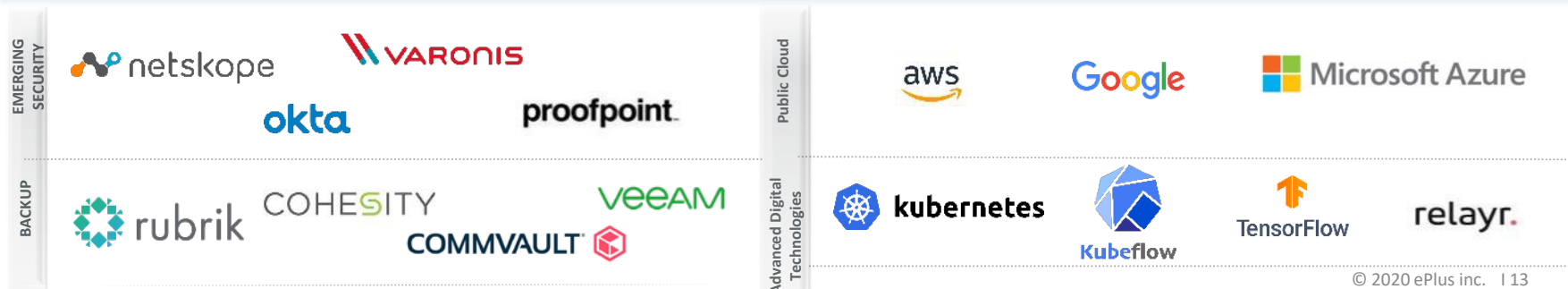


## SELECT STRATEGIC PARTNERS

-  + Excellent channel partner for ePlus, representing 40% of technology segment net sales<sup>1</sup>
- + All core products plus data center, collaboration, security, enterprise software, and lifecycle services
- + ePlus holds over 600 active certifications in Cisco technologies
-  + Converged infrastructure, enterprise storage, networking and virtualization
- + Cloud, server and storage solutions
-  + 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
-  + ePlus professionals maintain a variety of Dell Technologies engineering certifications
- + Client, servers, networking, services, and storage including the legacy EMC offerings
-  + Cloud, data center, virtual infrastructure solutions and the remainder of their portfolio

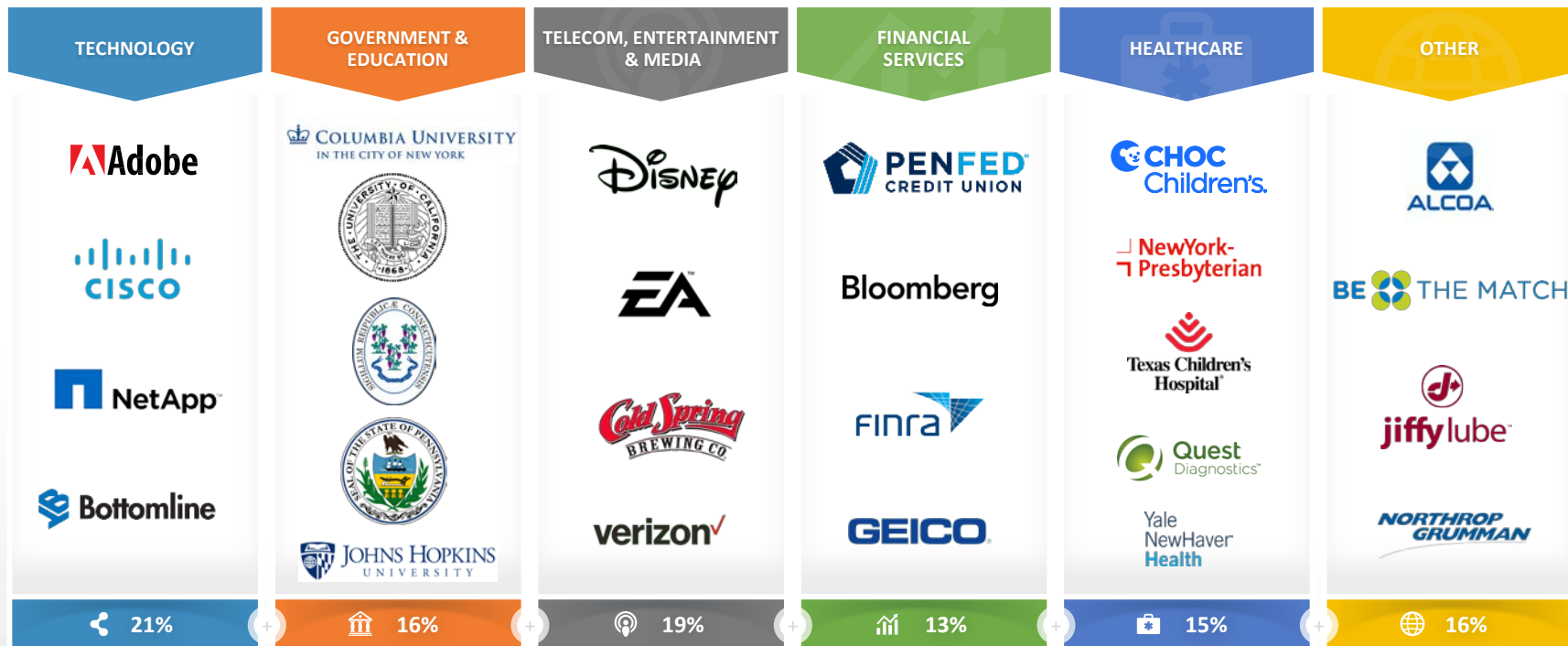


## ADDITIONAL CATEGORY SPECIFIC PARTNERS



<sup>1</sup> Based on the year ended March 31, 2020

# Broad and Diverse Customer Base



Percentages are based on net sales from trailing twelve months ended June 30, 2020.



# A Commitment to Corporate Social Responsibility



# Why ePlus

*Technology evolves quickly, and every new development exposes our customers to new opportunities and new challenges. ePlus is the partner that can help them navigate with confidence and agility.*



## **“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 solutions designed to deliver measurable business outcomes



## **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



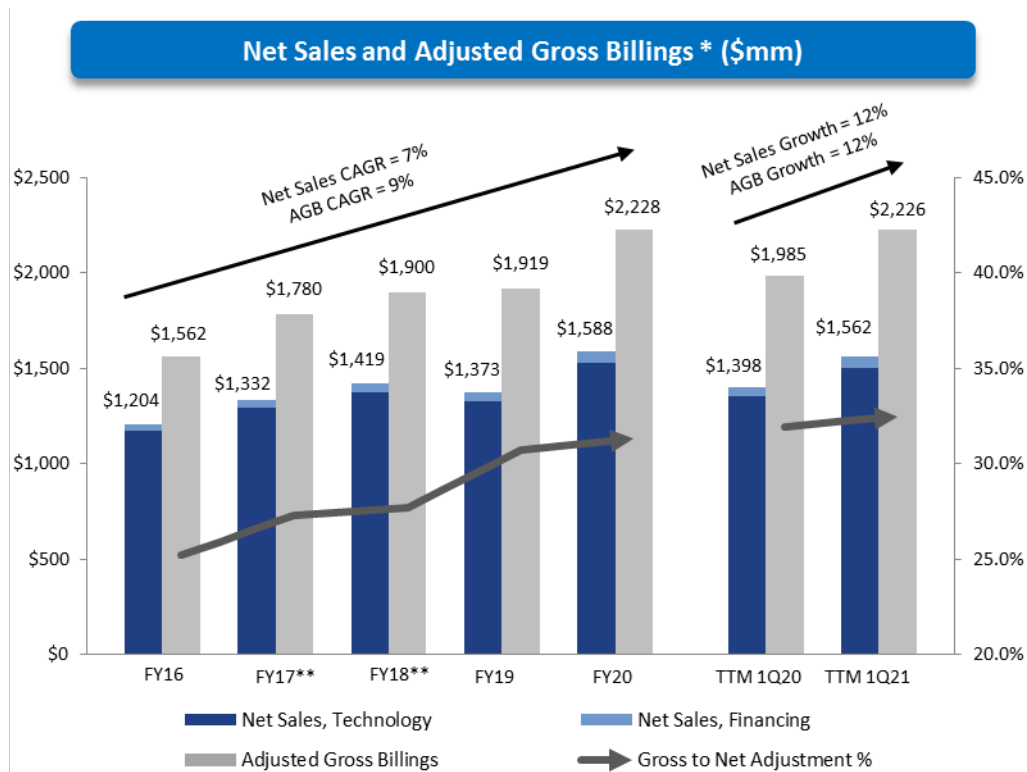
# Elaine Marion

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 96% of revenues in FY20.
- + From FY16 to FY20, adjusted gross billings and net sales have increased at a compound annual rate of 9% and 7%, respectively, as the gross to net adjustment has increased from 25.2% to 31.3% of the adjusted gross billings.

FYE March 31 / Trailing twelve months ended June 30, 2020 unaudited



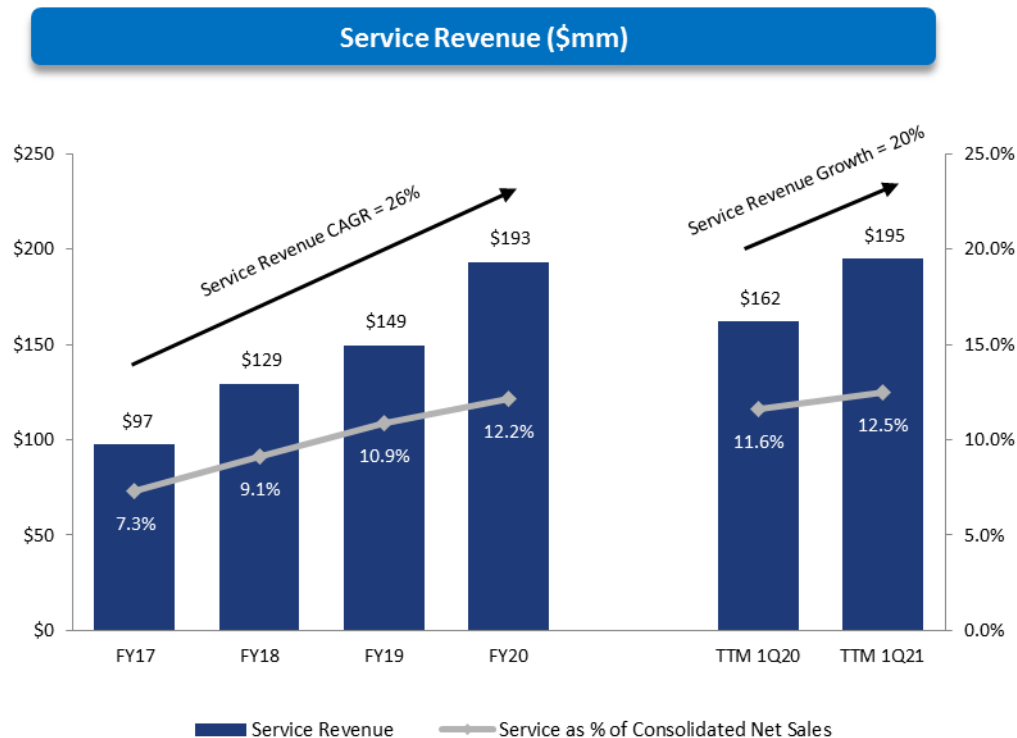
\* See Non-GAAP Financial Information

\*\* Amounts for FY18 and FY17 have been adjusted to reflect the adoption of Topic 606.

# Strong Financial Results

- + Service revenue includes professional services, managed services, and staffing services.
- + From FY17 to FY20, service revenue has increased at a compound annual rate of 26%.
- + Service revenue as a percentage of net sales grew from 7.3% in FY17 to 12.2% in FY20.

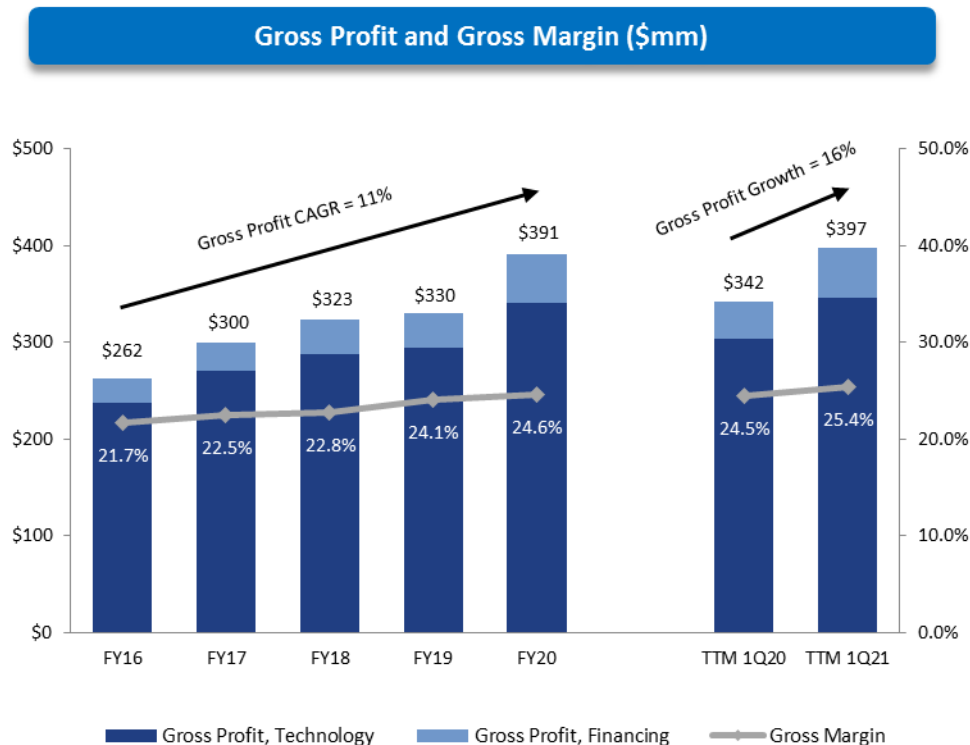
FYE March 31 / Trailing twelve months ended June 30 2020 unaudited



# Strong Financial Results

FYE March 31 / Trailing twelve months ended June 30 2020 unaudited

- + Consolidated gross profit increased at a compounded annual rate of 11% from FY16 to FY20. Technology segment represented 87% of our total gross profit in FY20.
- + Consolidated gross margin has increased from 21.7% in FY15 to 24.6% in FY20.
- + Technology segment gross margin has increased from 20.3% in FY16 to 22.3% in FY20, as services capabilities continued to expand.

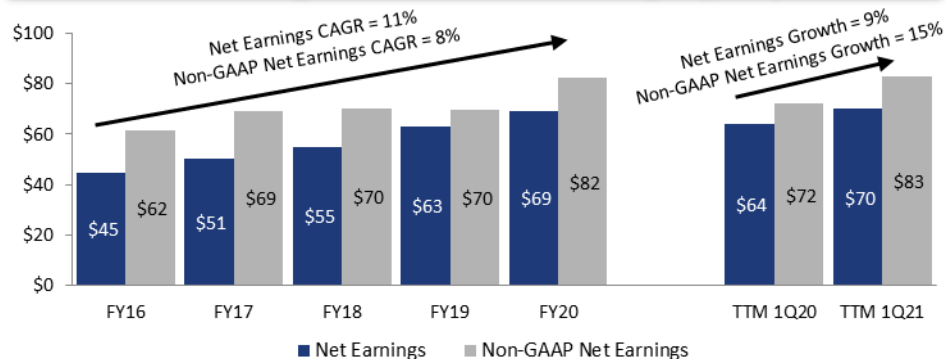


# Strong Financial Results

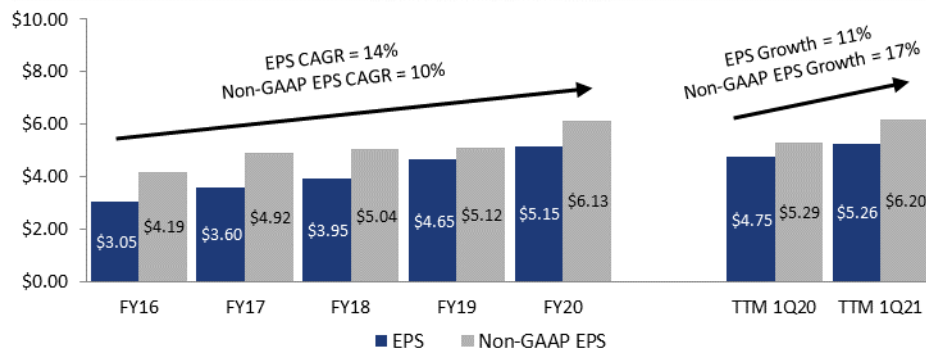
- + From FY16 to FY20, net earnings increased at a compounded annual rate of 11% as a result of focusing on revenue and gross profit growth.
- + EPS and non-GAAP EPS CAGR were 14% and 10%, respectively, from FY16 to FY20.
- + Non-GAAP EPS excluded other income (expense), share based compensation, and 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 FY16 through FY18 assuming a 21% U.S. federal statutory income tax rate for U.S. operations.

FYE March 31 / Trailing twelve months ended June 30 2020 unaudited

## Net Earnings and Non-GAAP Net Earnings \* (\$mm)



## EPS and Non-GAAP EPS \*

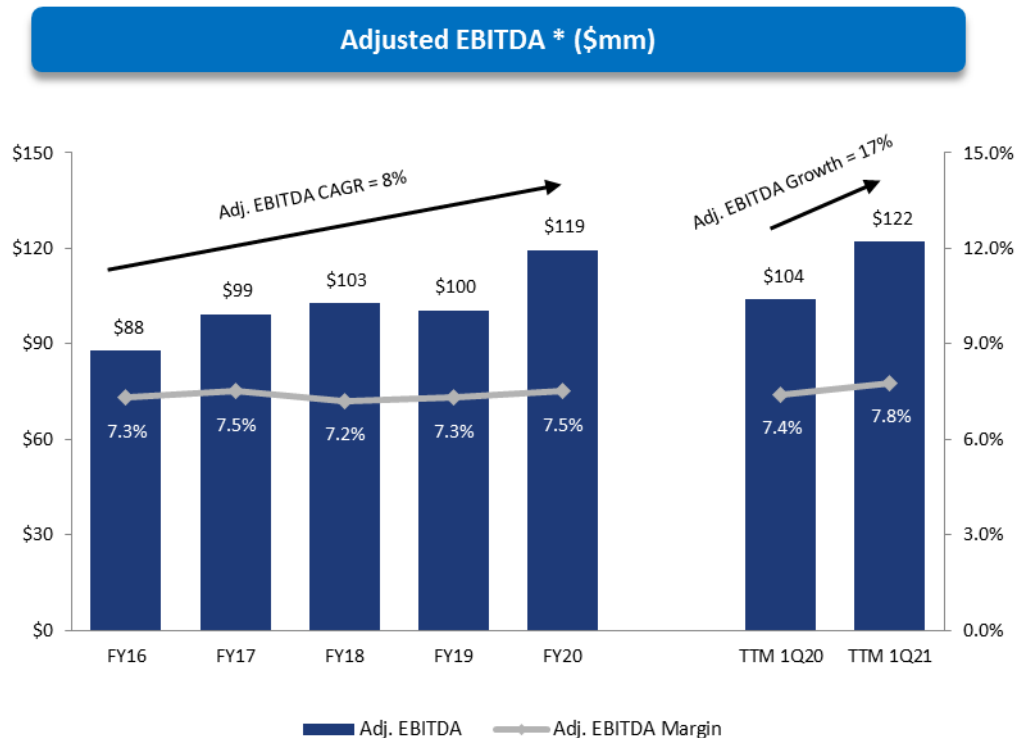


\* See Non-GAAP Financial Information

# 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 FY16 to FY20, adjusted EBITDA increased at a compounded annual rate of 8%.
- + Adjusted EBITDA margin increased from 7.3% to 7.5% from FY16 to FY20.

FYE March 31 / Trailing twelve months ended June 30 2020 unaudited

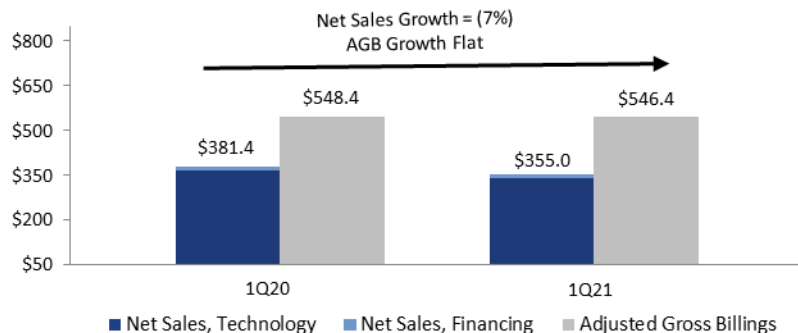


\* See Non-GAAP Financial Information

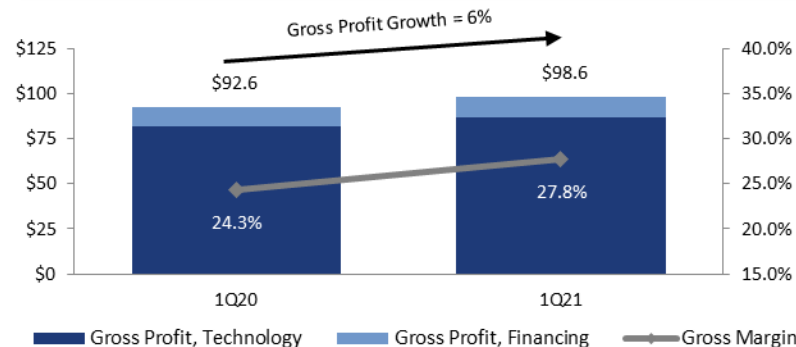
# Q1 FY21 Financial Results



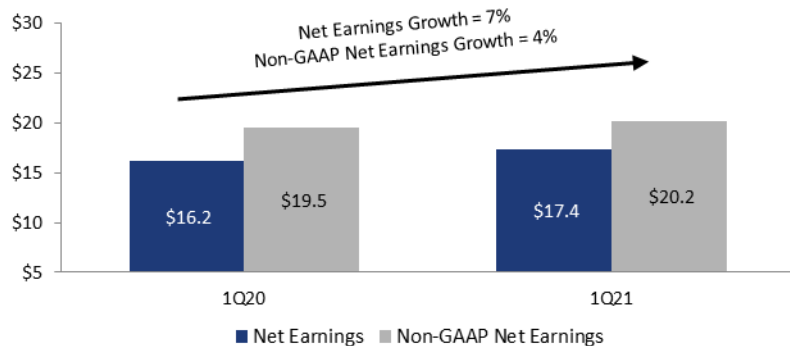
## Net Sales and Adjusted Gross Billings \* (\$mm)



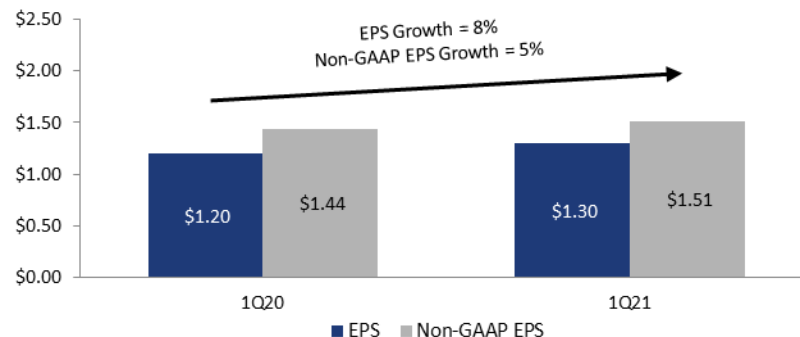
## Gross Profit and Gross Margin (\$mm)



## Net Earnings and Non-GAAP Net Earnings \* (\$mm)



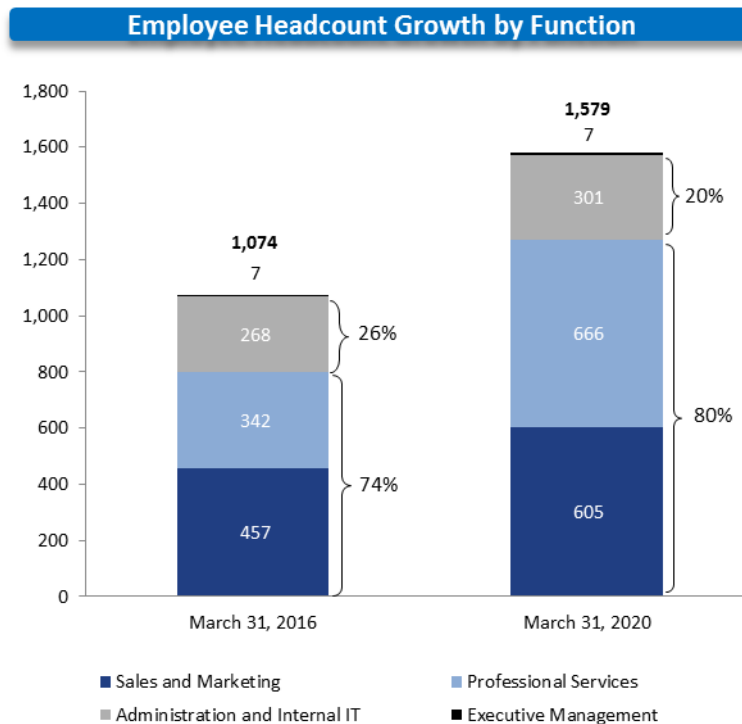
## EPS and Non-GAAP EPS \*



\* See Non-GAAP Financial Information

# Growing Customer Facing Personnel

- + Acquiring consultative sales professionals to bring successful business outcomes to our customers.
- + Focused on growing engineering talent in cloud, security, and digital infrastructure.
- + Customer facing personnel increased by 472 from FY16 to FY20, which represented 93% of the total increase in headcount.
- + Leveraging our operational infrastructure as we expand.



# Strong Balance Sheet

- + \$144 million in cash and equivalents
- + Financing portfolio of \$185 million, representing investments in leases and notes
- + Portfolio monetization can be utilized to raise additional cash
- + \$275 million credit limit with Wells Fargo Commercial Distribution Finance, LLC (WFCDF)
- + Recourse notes payable included \$35 million under our accounts receivable credit facility with WFCDF
- + ROIC 11.6% for the twelve months ended June 30, 2020 <sup>1</sup>

\$ in millions

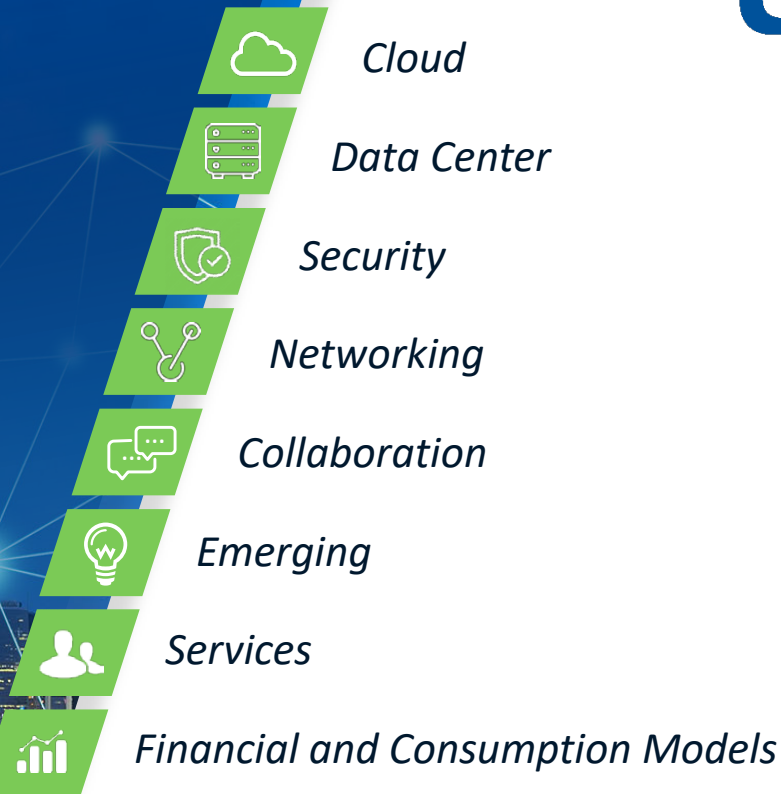
Assets	June 30, 2020	March 31, 2020
Cash and equivalents	\$ 144	\$ 86
Accounts receivable	426	412
Inventory	93	50
Financing investments	185	144
Goodwill & other intangibles	150	153
Property & equipment , deferred costs and other	61	64
Total assets	<u>\$ 1,059</u>	<u>\$ 909</u>
Liabilities		
Accounts payable	\$ 312	\$ 210
Recourse notes payable	37	37
Non-recourse notes payable	61	36
Other liabilities	146	140
Total liabilities	<u>\$ 556</u>	<u>\$ 423</u>
Shareholders' Equity		
Equity	503	486
Total liabilities & equity	<u>\$ 1,059</u>	<u>\$ 909</u>

<sup>1</sup> See details in Appendix – Return on Invested Capital

# Customized Solutions. Measurable Results.

Positioned squarely at the forefront of today's most transformative technologies, ePlus' solutions, services, and financing expertise help organizations imagine, implement, and achieve more from technology.

## Q & A



# Appendix

# Non-GAAP Financial Information

\$ in thousands

	Year Ended March 31,					TTM Ended June 30,	
	2020	2019	2018	2017	2016	2020	2019
Technology segment net sales [1]	\$ 1,530,138	\$ 1,329,520	\$ 1,372,765	\$ 1,294,937	\$ 1,169,065	\$ 1,502,827	\$ 1,351,191
Costs incurred related to sales of third-party maintenance, software assurance and subscription/SaaS licenses, and services	697,747	589,475	526,920	485,480	393,126	723,089	633,866
Adjusted gross billings	<u>\$ 2,227,885</u>	<u>\$ 1,918,995</u>	<u>\$ 1,899,685</u>	<u>\$ 1,780,417</u>	<u>\$ 1,562,191</u>	<u>\$ 2,225,916</u>	<u>\$ 1,985,057</u>
Net earnings	\$ 69,082	\$ 63,192	\$ 55,122	\$ 50,556	\$ 44,747	\$ 70,254	\$ 64,107
Provision for income taxes	26,877	23,038	28,769	35,556	31,004	28,084	24,271
Depreciation and amortization [2]	14,156	11,824	9,921	7,252	5,548	14,209	12,497
Share based compensation	7,954	7,244	6,464	6,025	5,711	7,919	7,493
Acquisition and integration expense	1,676	1,813	2,150	278	681	1,304	1,798
Interest and financing costs [3]	294	-	-	-	-	559	-
Other (income) expense [4]	(680)	(6,696)	348	(380)	-	(823)	(6,554)
Adjusted EBITDA	<u>\$ 119,359</u>	<u>\$ 100,415</u>	<u>\$ 102,774</u>	<u>\$ 99,287</u>	<u>\$ 87,691</u>	<u>\$ 121,506</u>	<u>\$ 103,612</u>
Adjusted EBITDA margin	<u>7.5%</u>	<u>7.3%</u>	<u>7.2%</u>	<u>7.5%</u>	<u>7.3%</u>	<u>7.8%</u>	<u>7.4%</u>

[1] Amounts for 2018 and 2017 have been adjusted to reflect the adoption of Accounting Standards Codification Topic 606, Revenue from Contracts with Customers.

[2] Amount excludes depreciation related to the financing segment.

[3] Amount excludes interest on notes payable from our financing segment.

[4] Other income, interest income, and foreign currency transaction gains and losses.

# Non-GAAP Financial Information

\$ in thousands, except per share information

	Year Ended March 31,					TTM Ended June 30,	
	2020	2019	2018	2017	2016	2020	2019
GAAP: Earnings before tax	\$ 95,959	\$ 86,230	\$ 83,891	\$ 86,112	\$ 75,751	\$ 98,338	\$ 88,378
Share based compensation	7,954	7,244	6,464	6,025	5,711	7,919	7,493
Acquisition and integration expense	1,676	1,813	2,150	278	681	1,304	1,798
Acquisition related amortization expense [1]	9,217	7,423	5,978	4,000	2,917	9,258	7,846
Other (income) expense [2]	(680)	(6,696)	348	(380)	-	(823)	(6,554)
Non-GAAP: Earnings before taxes	114,126	96,014	98,831	96,035	85,060	115,996	98,961
GAAP: Provision for income taxes	26,877	23,038	28,769	35,556	31,004	28,084	24,271
Share based compensation	2,218	1,988	1,866	1,709	1,581	2,246	2,064
Acquisition and integration expense	490	522	621	79	188	384	518
Acquisition related amortization expense [1]	2,487	1,916	1,598	938	807	2,547	2,049
Other (income) expense [2]	(200)	(1,702)	101	(108)	-	(243)	(1,661)
Re-measurement of deferred taxes [3]	-	-	1,654	-	-	-	-
Adjustment to U.S. federal income tax rate to 21%	-	-	(7,635)	(11,650)	(10,040)	-	-
Tax benefit on restricted stock	87	672	1,444	514	-	63	113
Non-GAAP: Provision for income taxes	31,959	26,434	28,418	27,038	23,540	33,081	27,354
Non-GAAP: Net earnings	\$ 82,167	\$ 69,580	\$ 70,413	\$ 68,997	\$ 61,520	\$ 82,915	\$ 71,607
GAAP: Net earnings per common share – diluted	\$ 5.15	\$ 4.65	\$ 3.95	\$ 3.60	\$ 3.05	\$ 5.26	\$ 4.75
Share based compensation	0.43	0.38	0.33	0.31	0.28	0.43	0.40
Acquisition and integration expense	0.09	0.09	0.11	0.01	0.03	0.07	0.09
Acquisition related amortization expense [1]	0.51	0.40	0.32	0.22	0.14	0.51	0.43
Other (income) expense [2]	(0.04)	(0.35)	0.01	(0.02)	-	(0.05)	(0.37)
Re-measurement of deferred taxes [3]	-	-	(0.12)	-	-	-	-
Adjustment to U.S. federal income tax rate to 21%	-	-	0.54	0.84	0.69	-	-
Tax benefit on restricted stock	(0.01)	(0.05)	(0.10)	(0.04)	-	(0.02)	(0.01)
Total non-GAAP adjustments – net of tax	\$ 0.98	\$ 0.47	\$ 1.09	\$ 1.32	\$ 1.14	\$ 0.94	\$ 0.54
Non-GAAP: Net earnings per common share – diluted	\$ 6.13	\$ 5.12	\$ 5.04	\$ 4.92	\$ 4.19	\$ 6.20	\$ 5.29

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

[2] Other income, interest income, and foreign currency transaction gains and losses.

[3] Tax expense for the re-measurement of U.S. deferred income tax assets and liabilities at 21% federal income tax rate for U.S. operations.

# Return on Invested Capital

\$ in thousands

	Year Ended March 31,					TTM Ended June 30,	
	2020	2019	2018	2017	2016	2020	2019
<i><u>Numerator</u></i>							
Operating income	\$ 95,279	\$ 79,534	\$ 84,239	\$ 85,732	\$ 75,751	\$ 97,515	\$ 81,824
Less: Taxes [1]	(26,678)	(21,236)	(28,894)	(35,407)	(30,982)	(27,889)	(22,502)
Net operating profit after taxes	<u>\$ 68,601</u>	<u>\$ 58,298</u>	<u>\$ 55,345</u>	<u>\$ 50,325</u>	<u>\$ 44,769</u>	<u>\$ 69,626</u>	<u>\$ 59,322</u>
<i><u>Denominator</u></i>							
Recourse notes payable	\$ 37,256	\$ 28	\$ 1,343	\$ 908	\$ 3,342	\$ 37,271	\$ -
Non-recourse notes payable	35,502	48,619	50,935	36,516	44,080	61,167	72,945
Total stockholders' equity	486,145	424,253	372,603	345,918	318,878	502,725	428,643
Total invested capital	<u>\$ 558,903</u>	<u>\$ 472,900</u>	<u>\$ 424,881</u>	<u>\$ 383,342</u>	<u>\$ 366,300</u>	<u>\$ 601,163</u>	<u>\$ 501,588</u>
Return on invested capital	<u>12.3%</u>	<u>12.3%</u>	<u>13.0%</u>	<u>13.1%</u>	<u>12.2%</u>	<u>11.6%</u>	<u>11.8%</u>

[1] Based on the effective income tax rates.

# Investor Relations

Kley Parkhurst, SVP  
(703) 984-8150  
investors@eplus.com

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**ePlus inc.**

13595 Dulles Technology Drive  
Herndon, VA 20171-3413  
(703) 984-8400 / eplus.com



Where Technology Means More<sup>®</sup>