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ePlus



EXCELLENCE THROUGH EXPERIENCE

Investor Presentation

February 2015



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Statements in this presentation, which are not historical facts, may be deemed to be "forward-looking statements." Actual and anticipated future results may vary due to certain risks and uncertainties, including, without limitation; possible adverse effects resulting from the recent uncertainty in the economic environment and general slowdown of the U.S. economy such as our current and potential customers delaying or reducing technology purchases, increasing credit risk associated with our customers and vendors, reduction of vendor incentive programs, the possibility of additional goodwill impairment charges, and restrictions on our access to capital necessary to fund our operations; our ability to implement comprehensive plans to achieve customer account coverage, cost containment, asset rationalization, systems integration and other key strategies; our ability to secure our electronic and other confidential information; changes to our senior management team; the existence of demand for, and acceptance of, our products and services; significant changes in accounting standards including changes to the financial reporting of leases which could impact the demand for our leasing services, or misclassification of products and services we sell resulting in the misapplication of revenue recognition policies; our ability to adapt to changes in the IT industry and/or rapid change in product standards; our ability to hire and retain sufficient personnel; our ability to protect our intellectual property; our ability to raise capital and obtain non-recourse financing for our transactions; our ability to realize our investment in leased equipment; our ability to reserve adequately for credit losses; our ability to successfully integrate acquired businesses; significant adverse changes in, reductions in, or losses of relationships with major customers or vendors; the possibility of defects in our products or catalog content data; and other risks or uncertainties detailed in the Company's Annual Report on Form 10-K for the fiscal year ended March 31, 2014 and other periodic filings with the Securities and Exchange Commission and available at the SEC's website at <http://www.sec.gov>.

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A stylized logo consisting of a large, blue, lowercase letter 'e' followed by a smaller blue plus sign '+'. The background features a blue-toned architectural grid pattern that recedes into the distance, creating a sense of depth and perspective.

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Kley Parkhurst
Senior Vice President

EXCELLENCE THROUGH EXPERIENCE

- + Leading provider of technology solutions focused on cloud, data center, security, networking and collaboration solutions
- + Technology partners include Cisco, EMC, HP, NetApp and VMware
- + FY14 revenue: \$1.1 billion
 - 18% CAGR FY10-FY14
- + FY 14 earnings per share: \$4.37
 - 31% CAGR FY10-FY14
- + Headquarters: Herndon, Virginia
- + Presence in 21 states
- + 981 employees as of 12/31/2014



Note: Fiscal year ends March 31

¹ See appendix for operating income calculation

+ Stable senior management team; compensation aligned with growth objectives



Phil Norton
*Chairman, Chief Executive Officer
and President*



Mark Marron
*Chief Operating Officer and
President of ePlus Technology, inc.*



Elaine Marion
Chief Financial Officer



Dan Farrell
*Senior Vice President of National
Professional Services*

Years with ePlus:
Years of experience:

20	9	16	5
44	30	24	31



Kley Parkhurst
*Senior Vice President,
Corporate Development*



Darren Raiguel
*Executive Vice President,
Technology Sales*



Mark Melvin
Chief Technology Officer



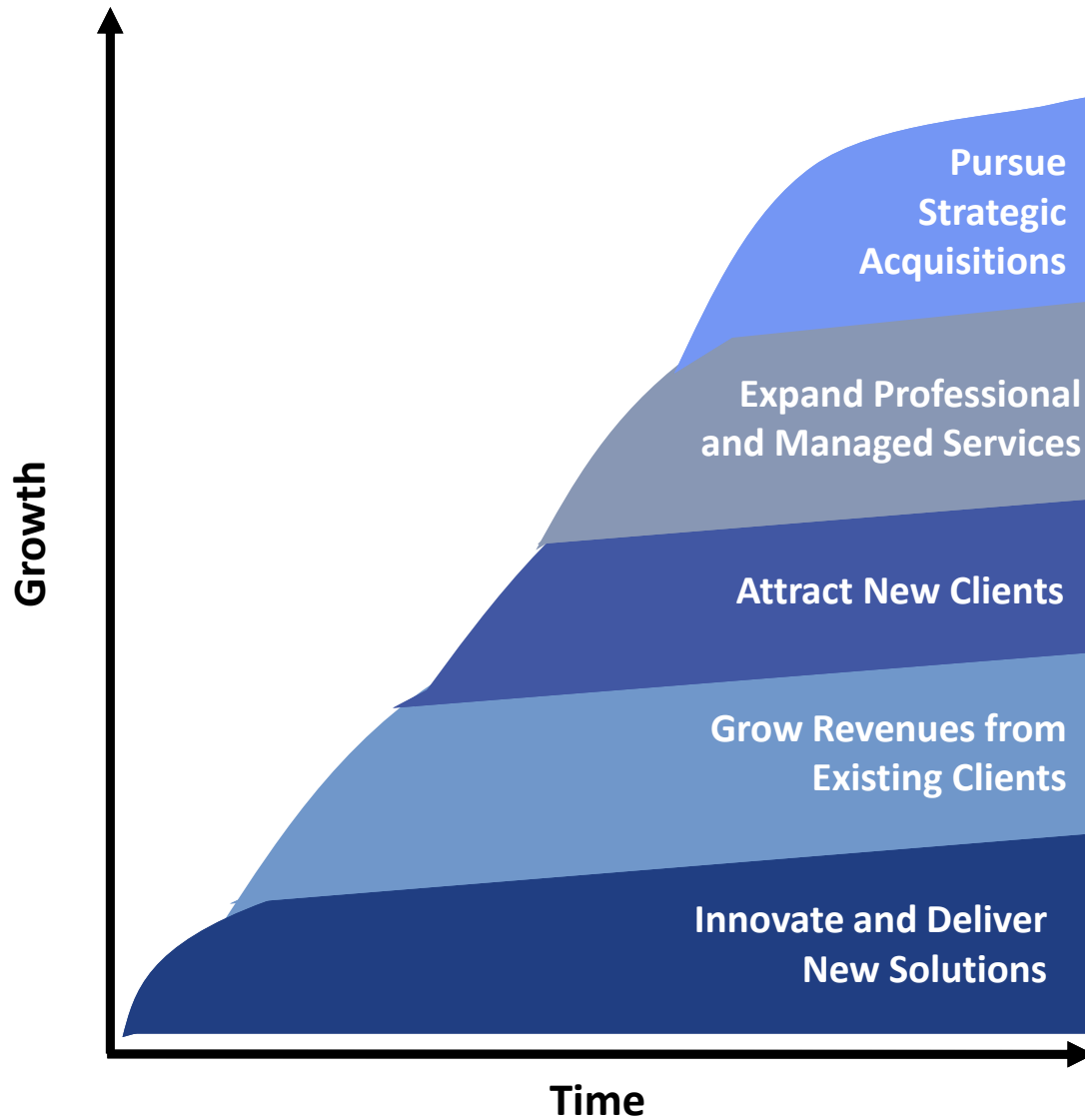
Steve Mencarini
*Senior Vice President of
Business Operations*



Erica Stoecker
General Counsel

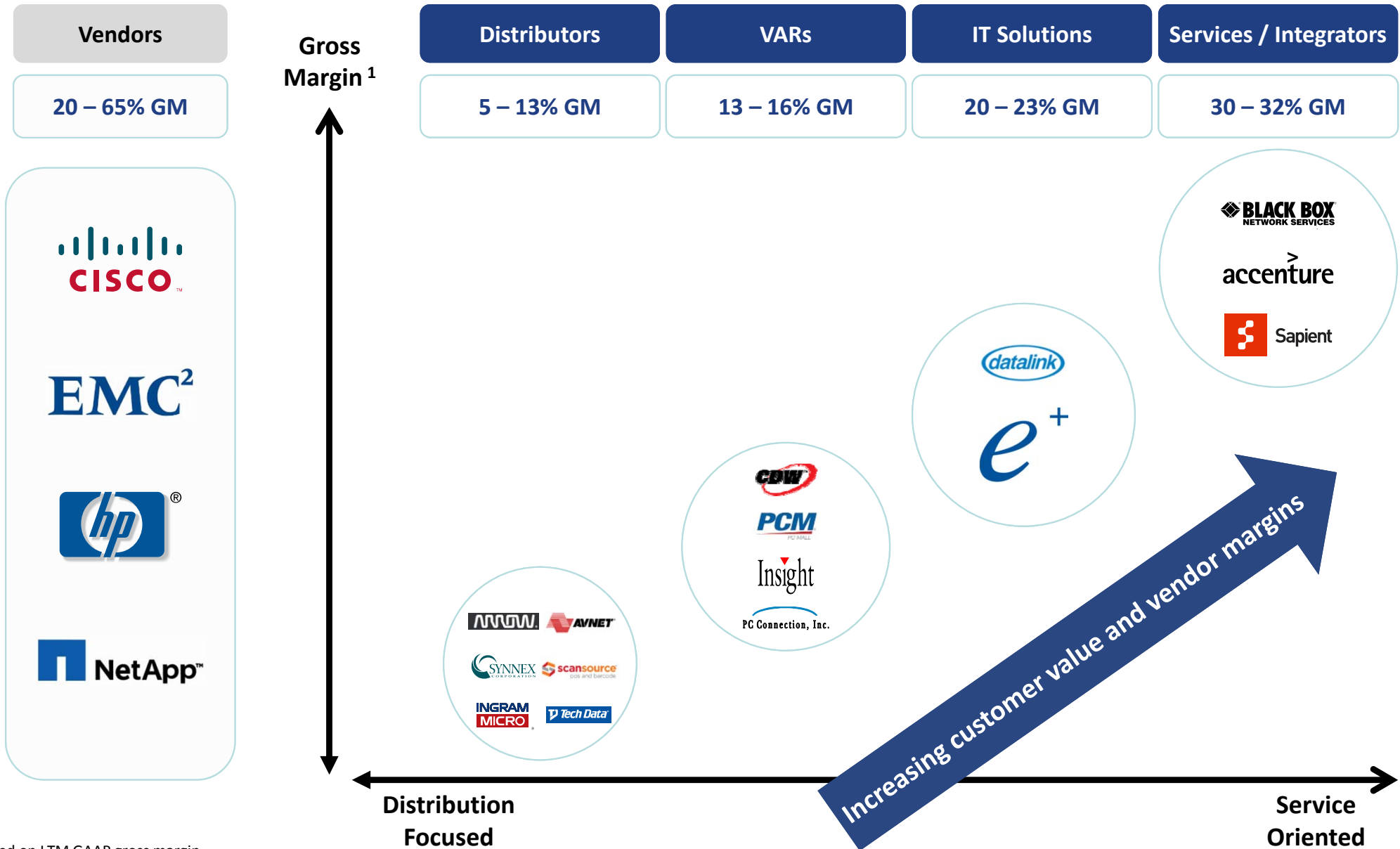
Years with ePlus:
Years of experience:

23	18	9	17	14
27	23	32	34	19



- + Continue to consolidate fragmented industry
 - + Focus on expanding customer base, geographic coverage and vendor relationships
 - + Build out national footprint
-
- + Continue to hire and retain engineering talent
 - + Continue to grow Managed Service business
-
- + Capitalize on reputation as trusted advisor
 - + Continue to build relationships with OEMs to ensure customer referrals
-
- + Cross-sell full breadth of products and technologies
 - + Further penetrate with expanding Service offerings
-
- + Continue to expand next generation capabilities

+ ePlus' range of complex solutions and services place it at the high end of the IT market



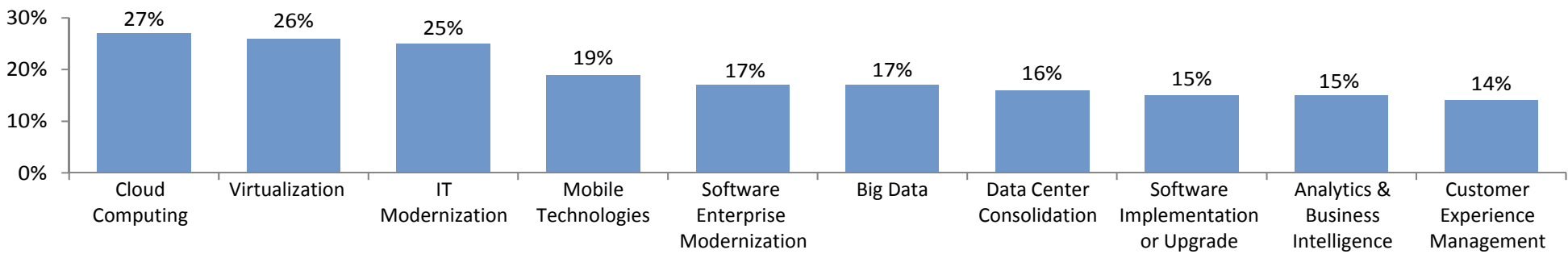
¹ Based on LTM GAAP gross margin

2000s

Software & Hardware Resale

Today

2013 Top 10 IT Budget Priorities ¹

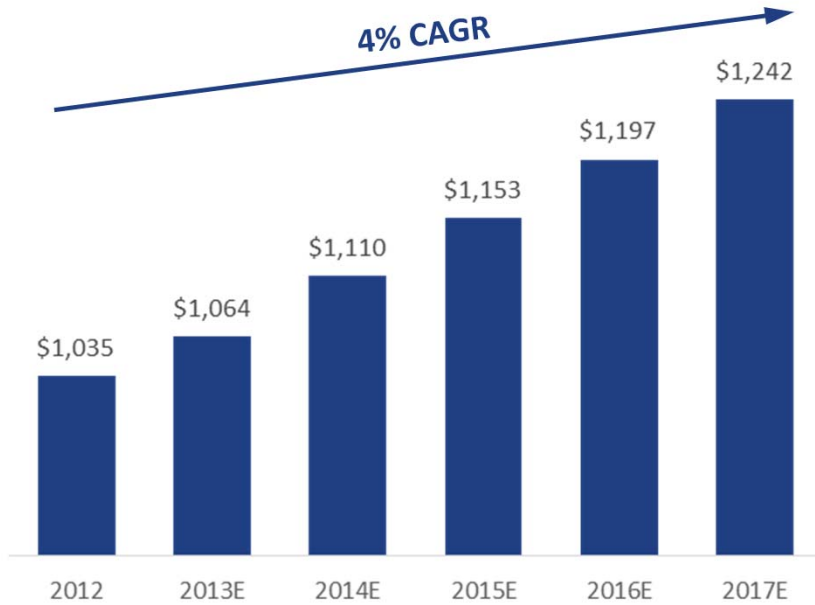


Customers increasingly seek partners capable of providing integrated hardware, software and services solutions

¹ Source: Gartner, "The Gartner Scenario for IT Service Providers: The Future of IT Services" (September 2013)

Expectations for U.S. IT Spending ¹

(\$ in billions)



Trends Driving IT Spending Growth

- Emerging Technologies
- Bring Your Own Device
- Focus on User Experience
- Total Cost of Ownership
- Business Efficiency
- Business Transformation

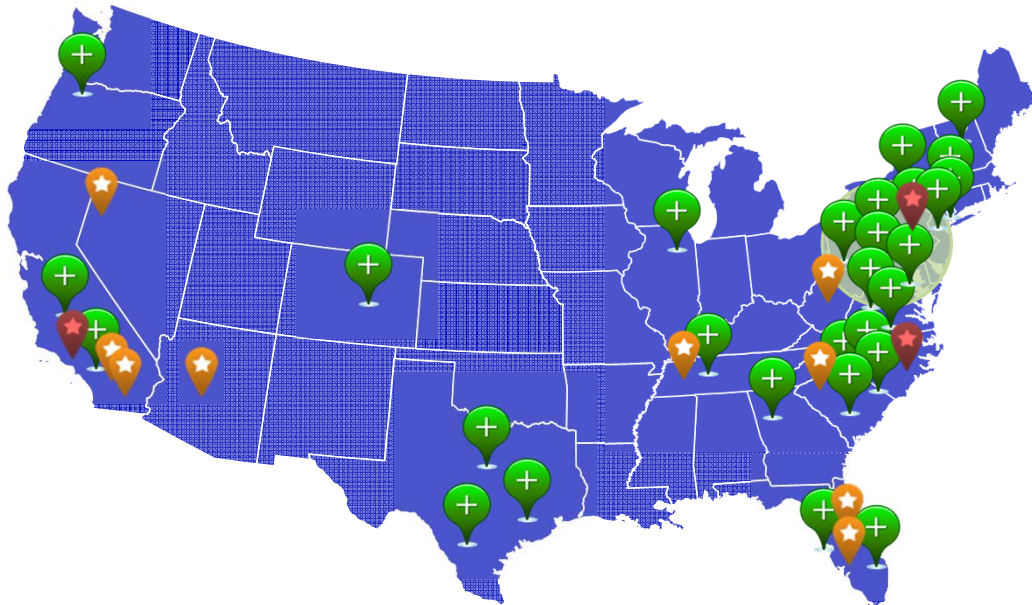
Expected Growth for Complex IT Solutions in the U.S. ²

(\$ in billions)

Market	2012	2017E	CAGR
Mobility	\$2.4	\$11.7	37%
Cloud	\$19.1	\$49.3	21%
Security	\$24.6	\$36.0	8%
Managed Services	\$40.8	\$53.7	6%
Virtualization	\$2.1	\$2.8	6%
Total	\$88.9	\$153.5	12%

¹Gartner, "Market Databook, 1Q14 Update," End-User Spending on IT Products and Services (U.S.)

²Gartner, "Forecast: IT Services, Worldwide, 2012-2018, 1Q14 Update," Data Center Outsourcing, Colocation, Hosting and Cloud Access (U.S.); Gartner, "Forecast: Information Security, Worldwide, 2012- 2018, 1Q14 Update," Security Spending (U.S.); Gartner, "Forecast: Enterprise Software Markets, Worldwide, 2011-2018, 1Q14 Update" Virtualization Infrastructure Software (U.S.); Gartner, "Forecast: PCs, Ultramobiles and Mobile Phones Worldwide, 2011-2018, 1Q14 Update" Ultramobiles purchased by business customers (U.S.)



- + 408 sales resources
- + 303 engineering professionals
- + Serving middle-market clients to large multinational enterprises
- + Customer-centric project management
- + Ability to deploy complex solutions globally

+ Regional Offices ★ Sales Offices ★ Managed Service Center

Targeted M&A Strategy with Track Record of Success



- + August, 2014 (\$10.7 million)
- + Sacramento Cisco VAR, largest Cisco VAR to State
- + Grow western SLED business



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



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



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



- + June 2011 (\$5.0 million)
- + Security expertise & Security Operations Center (SOC)
- + Acquired nationwide security sales capabilities



- + November 2010 (\$1.8 million)
- + Tandberg Platinum VAR
- + Acquired Cisco/Tandberg resale capability nationwide

Note: amounts in parenthesis represent purchase price.



DATA CENTER

- + Cloud Computing
- + Virtual Desktop Infrastructure / VDI
- + Server Consolidation / Virtualization
- + Storage & Backup
- + Data Security

COLLABORATION

- + Unified Communications
- + Video Systems / TelePresence
- + Streaming Solutions
- + Secure Mobility

INFRASTRUCTURE

- + Wireless
- + Core Networking
- + Multiple Client Devices
- + Client Security

FINANCIAL

- + Flexible Payment Solutions
- + Operating Leases
- + Capital Leases
- + Entire Asset Acquisition Process
- + Trade-In Programs

e+ SOFTWARE

- + Procurement
- + Asset Management
- + Supplier Enablement
- + Document Management

SERVICES

- + Assessments
- + Consulting
- + Project Management
- + Staging & Configuration
- + Integration

SECURITY

- + Managed Security
- + Threat Defense
- + BYOD Security
- + Content Security
- + Endpoint Security

+ Hired Dan Farrell as Senior Vice President of National Professional Services in 2010

Expansion Highlights (since 2010)

- + Expanded services headcount by 93%
- + Grew managed service center locations from 1 to 3
- + Consistent growth in services revenue

Key Services

- + Enhanced Maintenance Support
- + Managed Services
- + Staffing
- + Executive Services Portfolio



Services revenue carries a higher gross margin

Selected Strategic Partners



- + Top vendor for ePlus, representing 48% of technology sales ¹
- + Networking, security, converged infrastructure
- + ePlus engineers are trained in 26 different Cisco product lines



- + Represents ~10% of technology sales ¹
- + Converged infrastructure, enterprise storage, networking and virtualization



- + NetApp Star Partner and Professional Services Partner
- + Network storage and services focused applications, such as virtualization, file server consolidation, private cloud, and public cloud



- + ePlus professionals maintain a variety of EMC engineering certifications
- + Networking storage and services



- + Virtual infrastructure solutions

Complemented by Additional Relationships



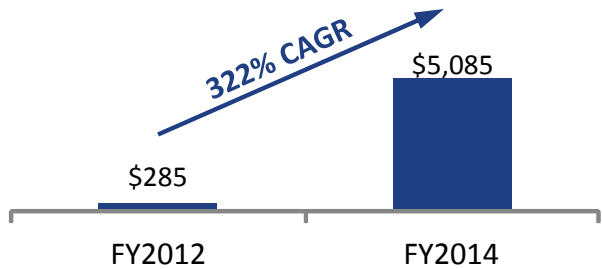
ePlus serves as an extension of vendors' internal sales force with the ability to select best-of-breed solutions

¹ Based on the year ended March 31, 2014

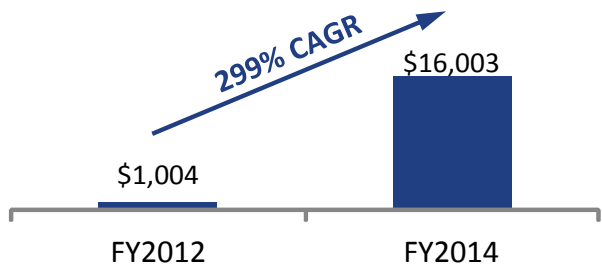
Selected Emerging Vendors

(\$ in thousands, FYE 3/31)

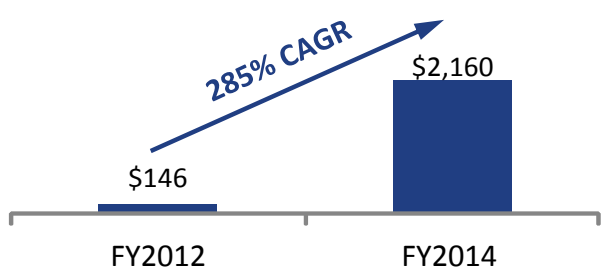
Vendor A



Vendor B



Vendor C



Featured Vendors

Storage



Security



Big Data



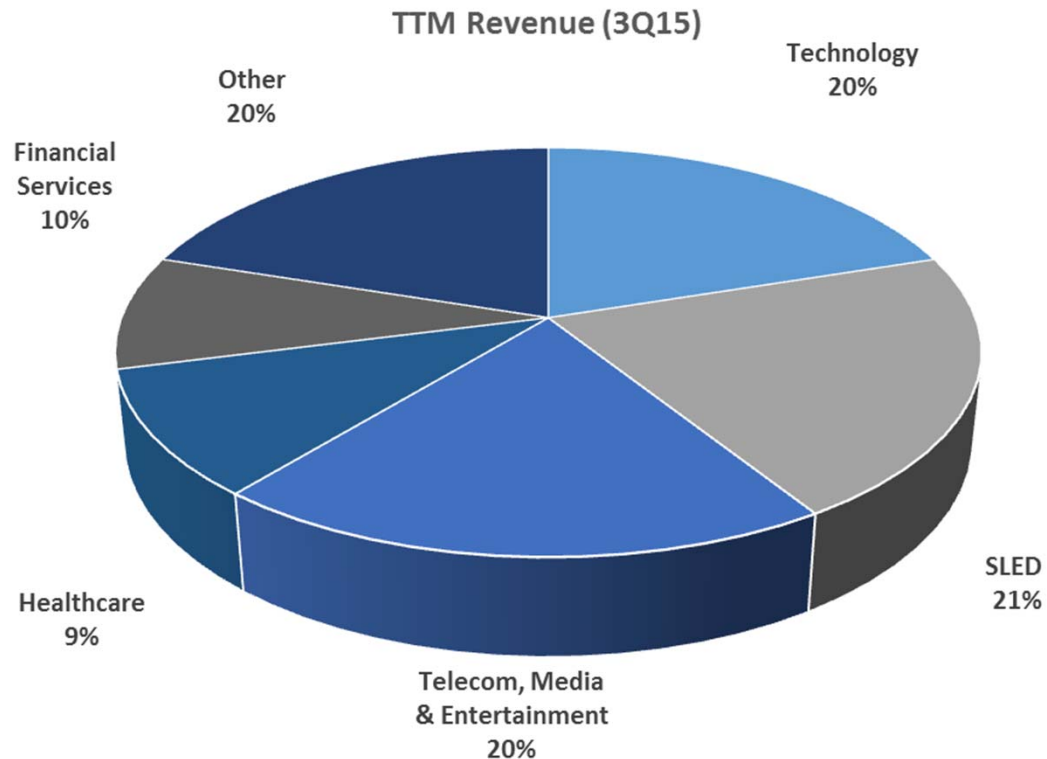
Network



Servers



Well-positioned for continued above-market growth as disruptive vendors take market share



- + Focused on enterprise and middle-market customers
- + > 2,800 existing customers*
- + Only one 10% (of revenues) customer in FY2014
- + Broad-based services capabilities and multi-vendor relationships driving customer acquisition
- + Trusted IT advisor with vendor agnostic approach
- + Evolve Technology Group acquisition to further enhance SLED offering

*As of 3/31/2014

Technology



State & Local Government and Education



Telecom, Media & Entertainment



Financial Services



Healthcare



Other



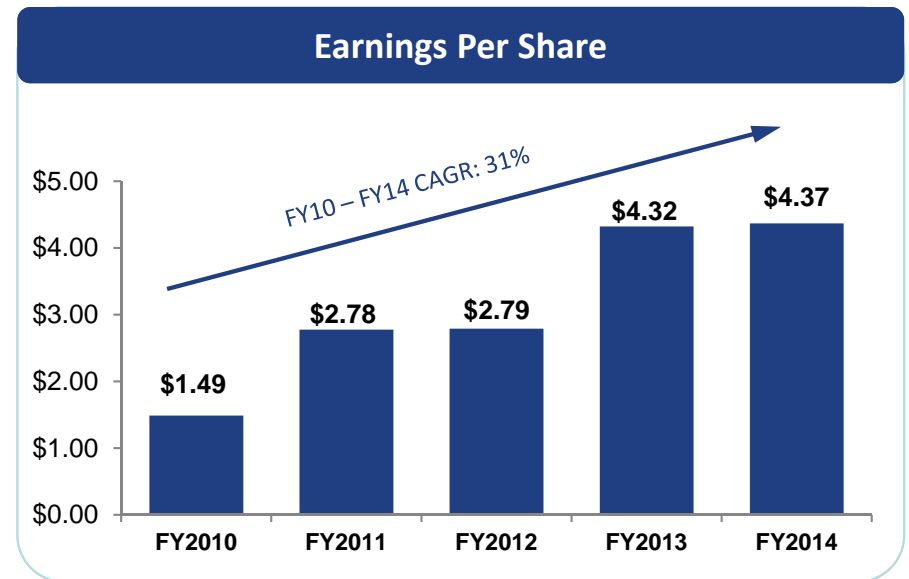
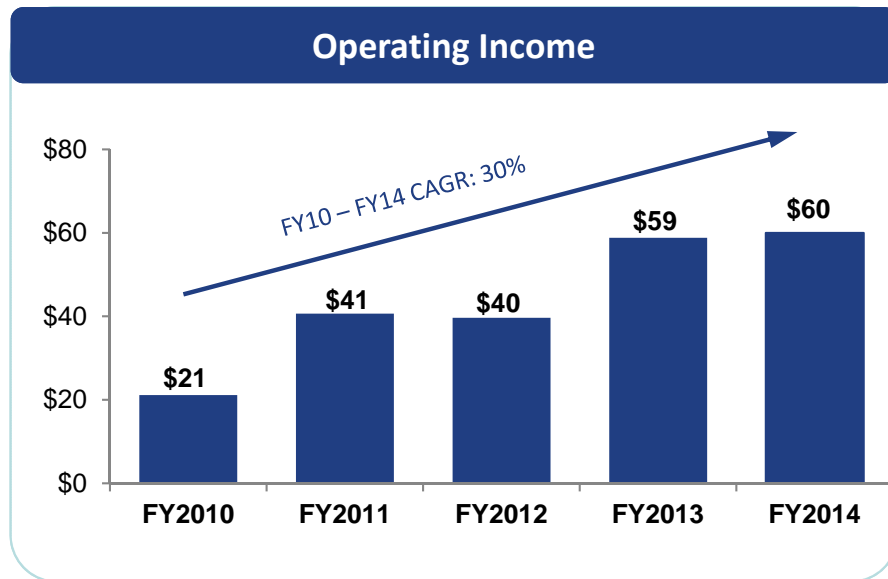
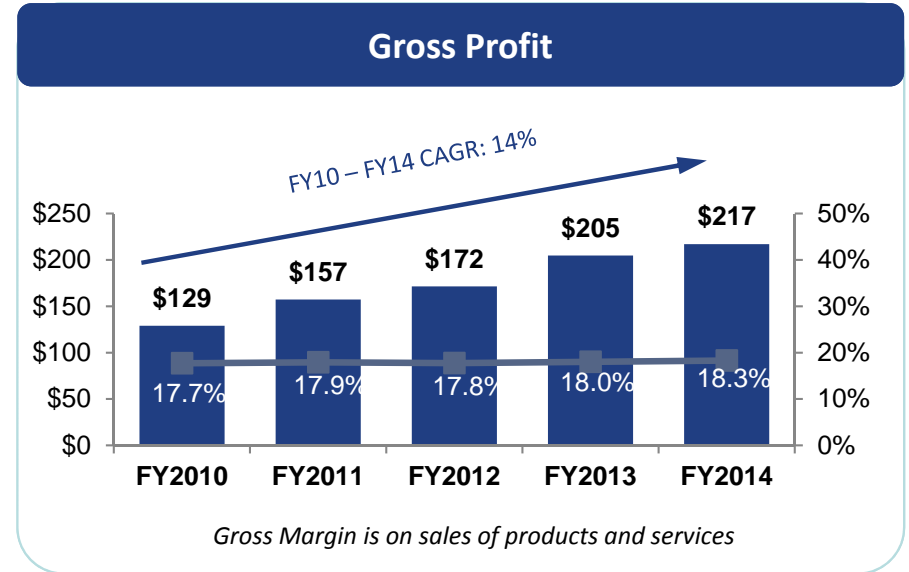
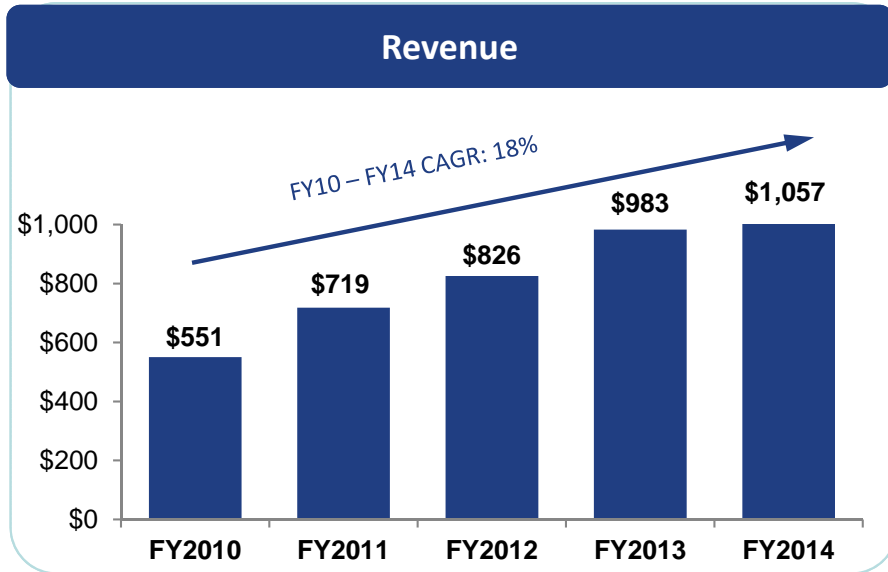
A stylized blue logo consisting of a lowercase 'e' followed by a plus sign, positioned in the upper left quadrant of the slide.

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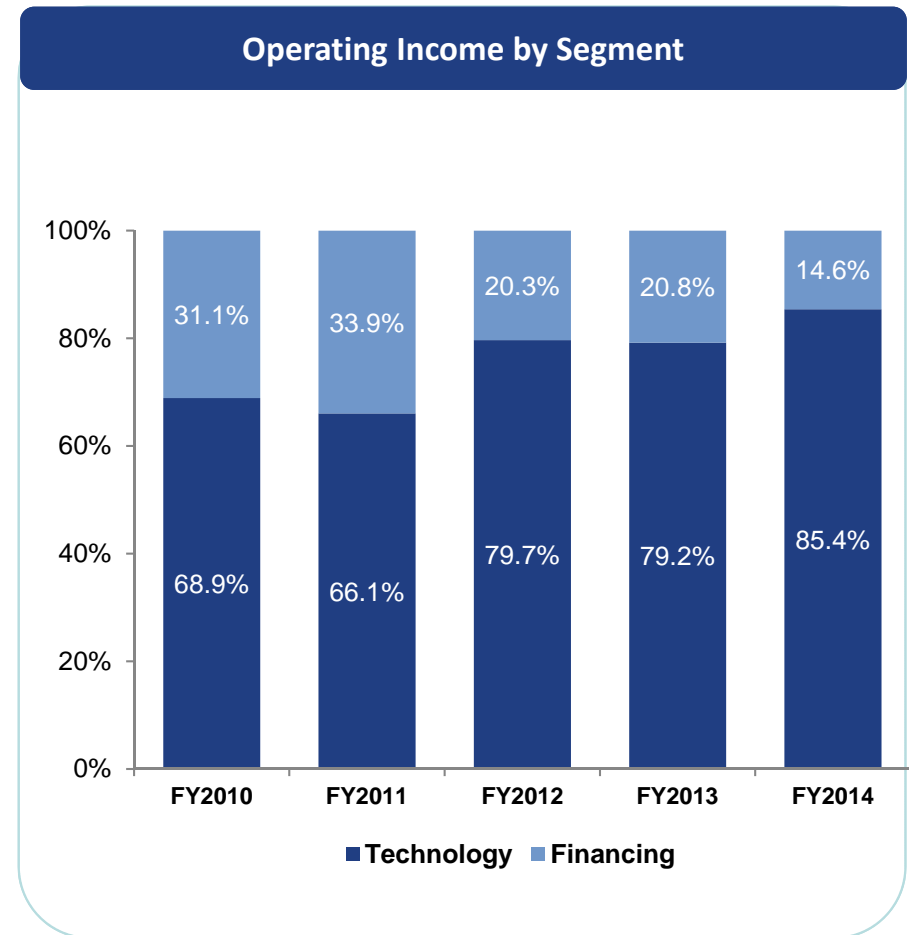
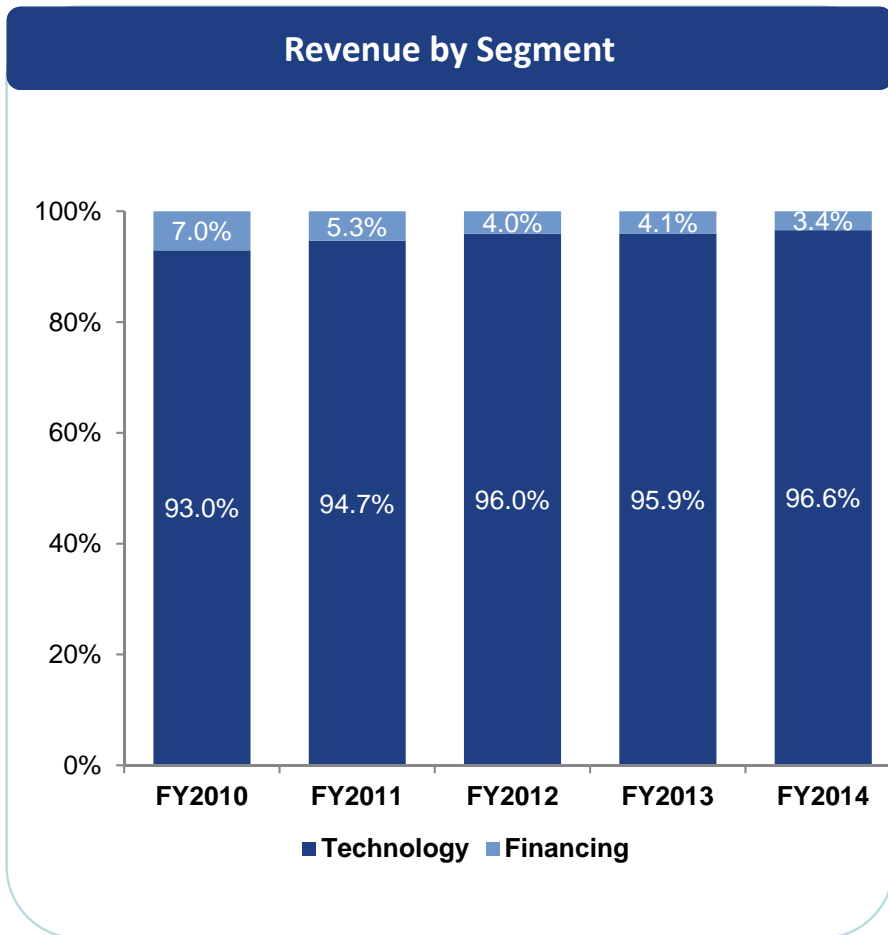
**Elaine Marion
Chief Financial Officer**

EXCELLENCE THROUGH EXPERIENCE

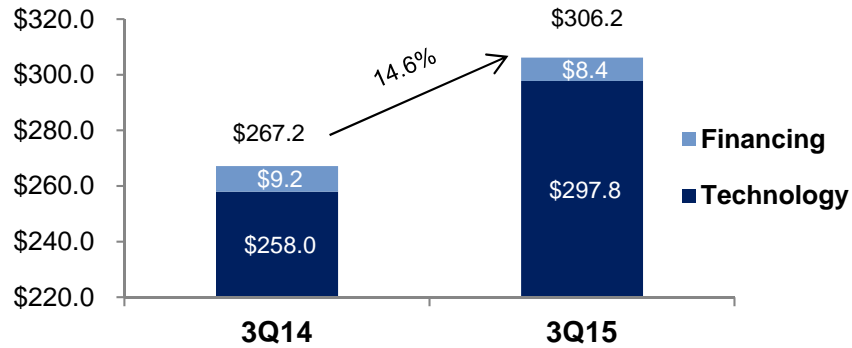
(\$ in millions, except per share data, FYE 3/31)



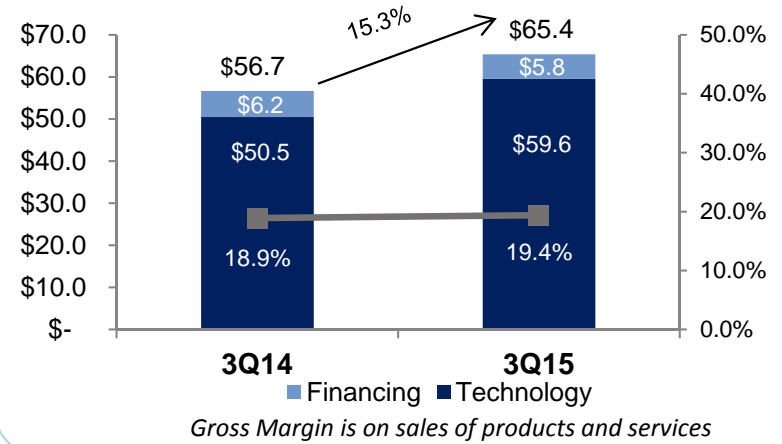
(\$ in millions, FYE 3/31)



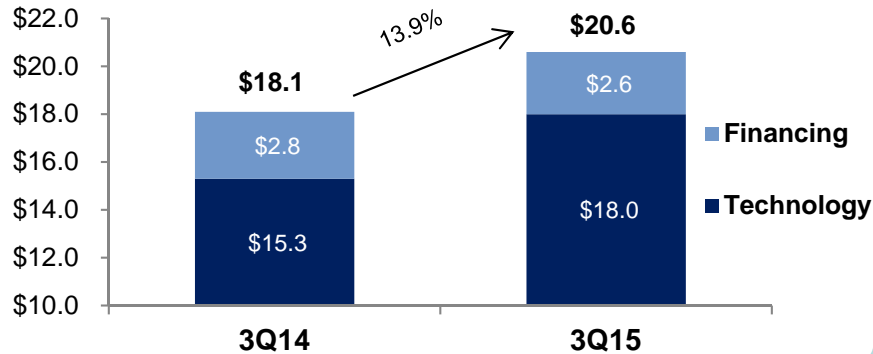
Revenue



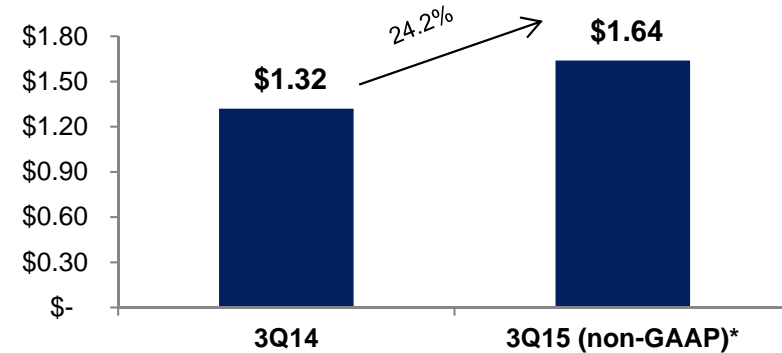
Gross Profit



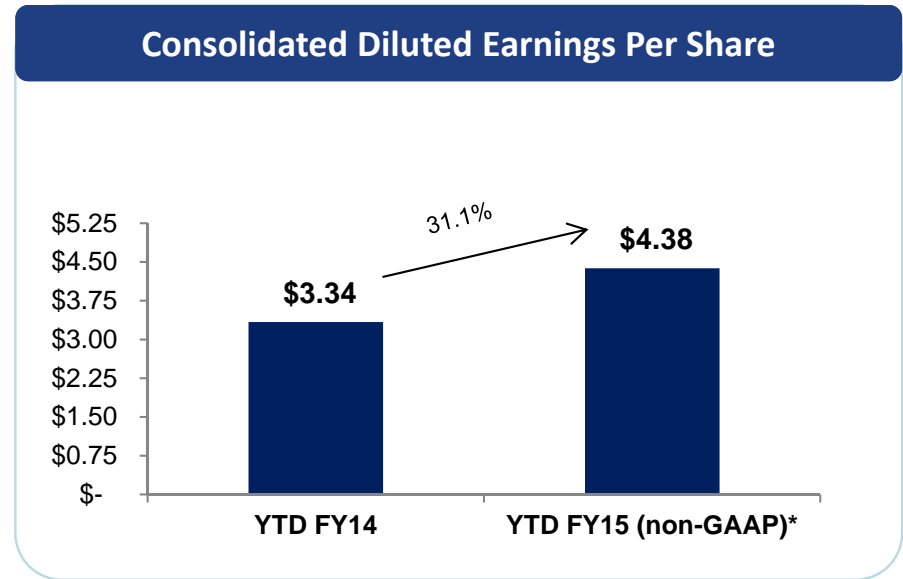
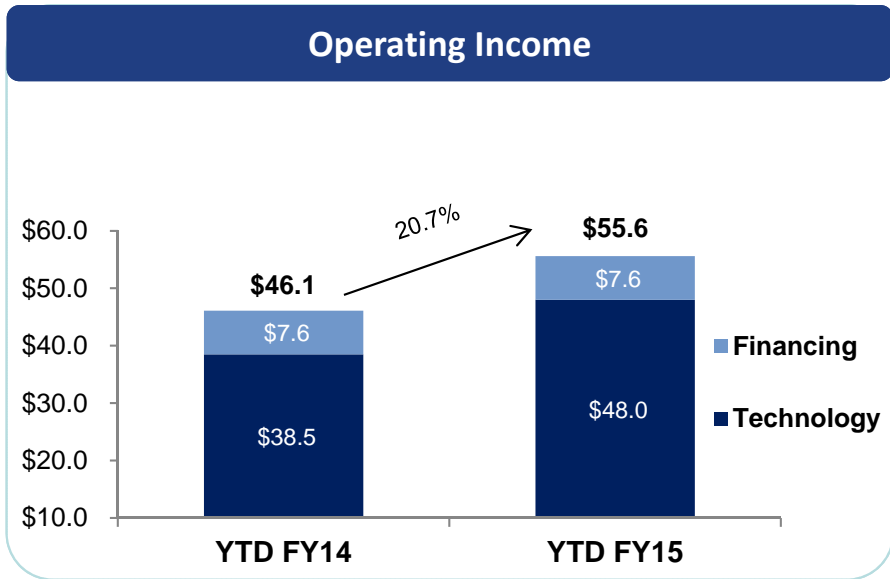
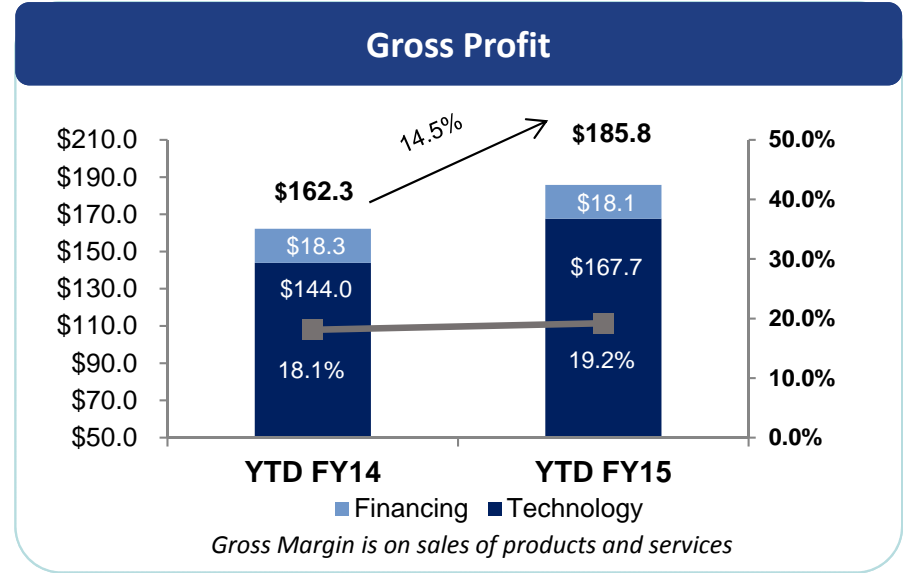
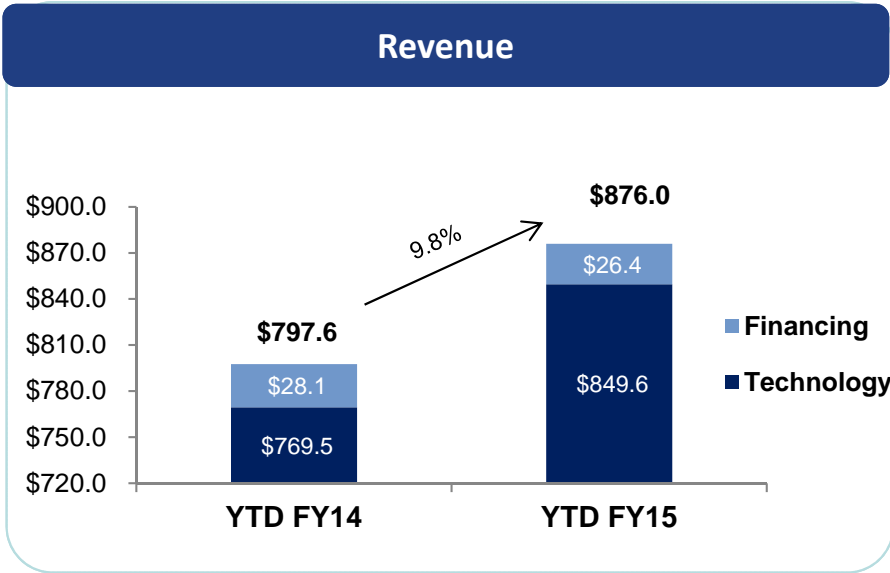
Operating Income



Consolidated Diluted Earnings Per Share



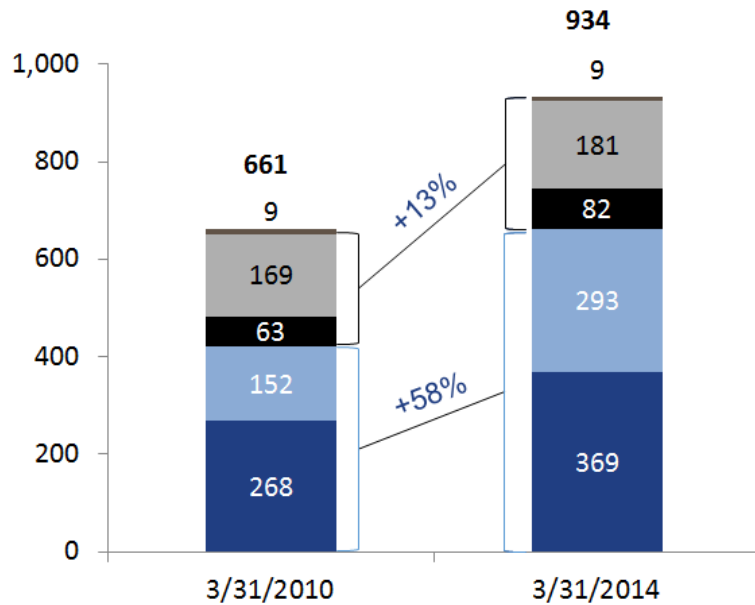
* See Reconciliation of Non-GAAP Information in Appendix



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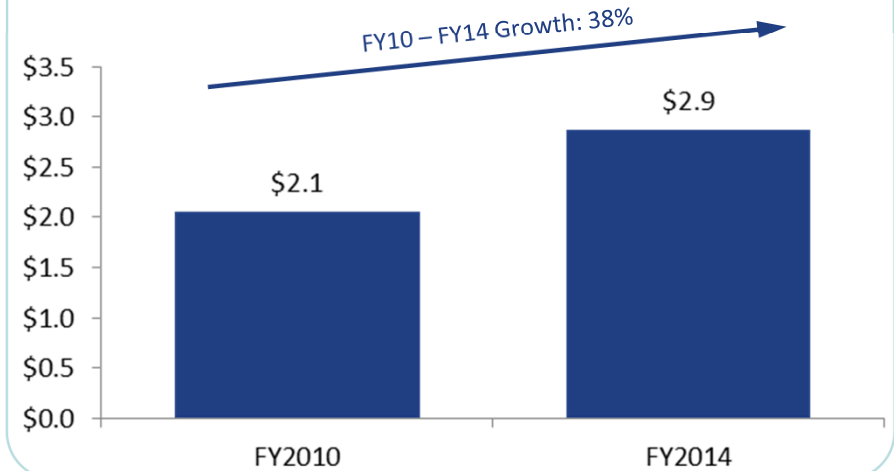
(\$ in millions, FYE 3/31)

Employee Headcount Growth by Function

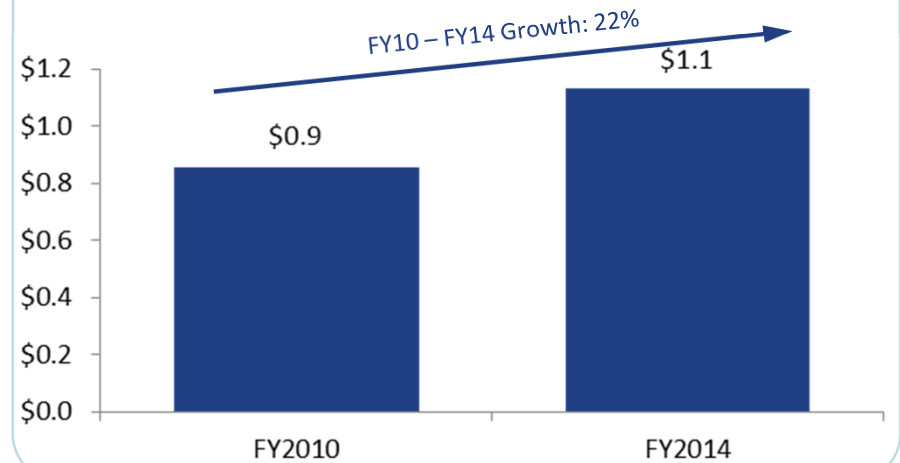


- Executive
- Administration
- Software Develop. & Internal IT
- Professional Services
- Sales & Marketing

Revenue per Sales & Marketing Employee



Revenue per Employee



Note: Excludes part time employees

- + \$52 million in cash and equivalents
- + \$225 million financing facility with GE Commercial Distribution Finance
- + Financing portfolio of \$165 million as of 12/31/14, representing investments in leases and notes
- + Portfolio monetization can be utilized to raise additional cash
- + Minimal capex
- + 400,000 share repurchase in connection with secondary offering, May 2014
- + Evolve Technology Group acquired in August 2014

(\$ in millions)

Assets	12/31/2014	3/31/2014
Cash and equivalents	\$52	\$80
Accounts receivable	273	243
Inventory	24	23
Financing investments	165	144
Goodwill & other intangibles	41	35
Property & equipment and other	36	29
Total assets	\$591	\$554
Liabilities		
Accounts payable	176	162
Recourse notes payable	4	4
Non-recourse notes payable	69	65
Other liabilities	72	57
Total liabilities	\$321	\$288
Shareholders' Equity		
Equity	270	266
Total liabilities & equity	\$591	\$554

The logo consists of a large, blue, lowercase serif letter 'e' followed by a smaller blue plus sign '+'. The background features a blue-toned architectural grid pattern that recedes into the distance, creating a sense of depth and perspective.

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Appendix

EXCELLENCE THROUGH EXPERIENCE

ePlus inc. AND SUBSIDIARIES
RECONCILIATION OF NON-GAAP INFORMATION

	Three Months Ended December 31,		Nine Months Ended December 31,	
	2014	2013 [4]	2014	2013 [4]
	(in thousands, except per share amount)			
GAAP earnings before provision for income taxes as reported	\$26,731	\$18,053	\$63,233	\$46,101
Less: Other income [1], [2]	6,169	-	7,603	-
Non-GAAP earnings before provision for income taxes	20,562	18,053	55,630	46,101
Non-GAAP provision for income taxes [3]	8,638	7,443	23,140	19,050
Non-GAAP net earnings	<u>\$11,924</u>	<u>\$10,610</u>	<u>\$32,490</u>	<u>\$27,051</u>
GAAP net earnings per common share – diluted	<u>\$2.13</u>	<u>\$1.32</u>	<u>\$4.97</u>	<u>\$3.34</u>
Non-GAAP net earnings per common share – diluted	<u>\$1.64</u>	<u>\$1.32</u>	<u>\$4.38</u>	<u>\$3.34</u>

[1] Includes a gain on a class action claim for the three months ended December 31, 2014.

[2] Includes a gain on a class action claim and a retirement of a liability for the nine months ended December 31, 2014.

[3] Non-GAAP tax rate is calculated at the same tax rate as GAAP earnings.

[4] Amounts for the three and nine months ended December 31, 2013 are GAAP and provided for comparative purposes.



Kley Parkhurst, SVP

ePlus inc.

(703) 984-8150

investors@eplus.com

ePlus inc.

13595 Dulles Technology Drive

Herndon, VA 20171-3413

(703) 984-8400

www.eplus.com