Where Technology Means More®

ePlus inc. Investor Presentation

+ August 2024

Safe Harbor Statement

This investor presentation contains certain statements that are, or may be deemed to be, “forward-looking statements” within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Statements in this investor presentation that are not historical facts may be deemed to be "forward-looking statements," and include the anticipated growth of our company. Forward-looking statements can be identified by such words and phrases as “may,” “should,” “would,” “intend,” “estimate,” “will,” “potential,” “possible,” “could,” “believe,” “expect,” “intend,” “plan,” “anticipate,” “project,” and similar expressions, comparable terminology or the negative thereof. Actual and anticipated future results may vary materially due to certain risks and uncertainties, including, without limitation, exposure to fluctuation in foreign currency rates, interest rates, and inflation, including as a result of national and international political instability fostering uncertainty and volatility in the global economy, which may cause increases in our costs and wages and our ability to increase prices to our customers, negative impacts to the arrangements that have pricing commitments over the term of an arrangement and/or the loss of key lenders constricting credit markets as a result of rising interest rates which may result in adverse changes in our results of operations and financial position; significant adverse changes in, reductions in, or loss of one or more of our larger volume customers or vendors; reliance on third-parties to perform some of our service obligations to our customers, and the reliance on a small number of key vendors in our supply chain with whom we do not have long-term supply agreements, guaranteed price agreements, or assurance of stock availability; our ability to remain secure during a cybersecurity attack, including both disruptions in our or our vendors’ or other third party’s Information Technology (“IT”) systems and data and audio communication networks; our ability to secure our own and our customers’ electronic and other confidential information, while maintaining compliance with evolving data privacy and regulatory laws and regulations; ongoing remote work trends, and the increase in cybersecurity attacks that have occurred while employees work remotely and our ability to adequately train our personnel to prevent a cyber event; the possibility of a reduction of vendor incentives provided to us; our dependence on key personnel to maintain certain customer relationships, and our ability to hire, train, and retain sufficient qualified personnel by recruiting and retaining highly skilled competent personnel, and vendor certifications; risks relating to use or capabilities of artificial intelligence (“AI”) including social and ethical risks; our ability to manage a diverse product set of solutions, including AI products and services, in highly competitive markets with a number of key vendors; our ability to maintain our proprietary software and update our technology infrastructure to remain competitive in the marketplace and our dependency on continued innovations in hardware, software, and services offerings, including AI products and services, by our vendors and our ability to partner with them; changes in the IT industry and/or rapid changes in product offerings, including the proliferation of the cloud, infrastructure as a service, software as a service, platform as a service and AI; our ability to increase the total number of customers using integrated solutions by up-selling within our customer base and gaining new customers; our ability to increase the total number of customers who use our managed services and professional services and continuing to enhance our managed services offerings to remain competitive in the marketplace; loss of our credit facility or credit lines with our vendors may restrict our current and future operations; domestic and international economic regulations uncertainty (e.g., tariffs, sanctions, and trade agreements); supply chain issues, including a shortage of IT products, may increase our costs or cause a delay in fulfilling customer orders, or increase our need for working capital, or completing professional services, or purchasing IT products or services needed to support our internal infrastructure or operations, resulting in an adverse impact on our financial results; exposure to changes in, interpretations of, or enforcement trends in, and customer and vendor actions in anticipation of or response to, legislation and regulatory matters; our inability to identify acquisition candidates, perform sufficient due diligence prior to completing an acquisition, successfully integrate a completed acquisition, or identify an opportunity for or successfully complete a business disposition, may affect our earnings; our contracts may not be adequate to protect us as we are subject to audits which we may not pass, and our professional and liability insurance policies coverage may be insufficient to cover a claim; a natural disaster or other adverse event at one of our primary configuration centers, data centers, or a third-party provider location could negatively impact our business; failure to comply with public sector contracts, or applicable laws or regulations; our ability to raise capital, maintain or increase as needed our lines of credit with vendors or floor planning facility, obtain debt for our financing transactions, or the effect of those changes on our common stock price; our ability to implement comprehensive plans for the integration of sales forces, cost containment, asset rationalization, systems integration, and other key strategies; and our ability to protect our intellectual property rights and successfully defend any challenges to the validity of our patents or allegations that we are infringing upon any third-party patents, and the costs associated with those actions, and, when appropriate, the costs associated with licensing required technology; and other risks or uncertainties detailed in our Annual Report on Form 10-K for the fiscal year ended March 31, 2024 (“2024 Annual Report”), quarterly reports on Form 10-Q and other reports filed with the Securities and Exchange Commission.

The Company cannot predict with reasonable certainty and without unreasonable effort, the ultimate outcome of unusual gains and losses, the occurrence of matters creating GAAP tax impacts, fluctuations in interest expense or interest income and share-based compensation, and acquisition-related expenses. These items are uncertain, depend on various factors, and could be material to the Company’s results computed in accordance with GAAP. Accordingly, the Company is unable to provide a reconciliation of GAAP net earnings to adjusted EBITDA for the full year 2025 forecast.

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 this investor presentation. All information set forth in this investor presentation is current as of the date on the cover of this presentation, and ePlus undertakes no duty or obligation to update this information either as a result of new information, future events or otherwise, except as required by applicable U.S. securities law.

Mark Marron

Chief Executive Officer

By the Numbers

30+ Years
as a leading, global technology integrator

11%
Listed companies in business for 30+ years

PLUS
Nasdaq Listed

$2.23B
FY24 net sales

$3.33B
FY24 gross billings

7,000+
certifications and accreditations

1,500+
OEM Vendor Partnerships

4,600+
customers

1,900
employees
as of Mar 31, 2024

Key Five Year CAGRs

Fiscal Year 2020 – Fiscal Year 2024

Net sales **9%**

Services revenue **11%**

Gross profit **9%**

Diluted EPS **14%**

Our growing portfolio of solutions and services has facilitated consistent top-and bottom-line growth, creating operating leverage for our business

Experienced Leadership Team

Mark Marron
Chief Executive Officer
Joined ePlus in 2005
35+ Years of Experience

Elaine Marion
Chief Financial Officer
Joined ePlus in 1998
30+ Years of Experience

Darren Raiguel
Chief Operating Officer, President of ePlus Technology, inc.
Joined ePlus in 1997
30+ 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
35+ Years of Experience

Jenifer Pape
Vice President, Human Resources
Joined ePlus in 2022
25+ Years of Experience

Erica Stoecker
General Counsel
Joined ePlus in 2001
25+ Years of Experience

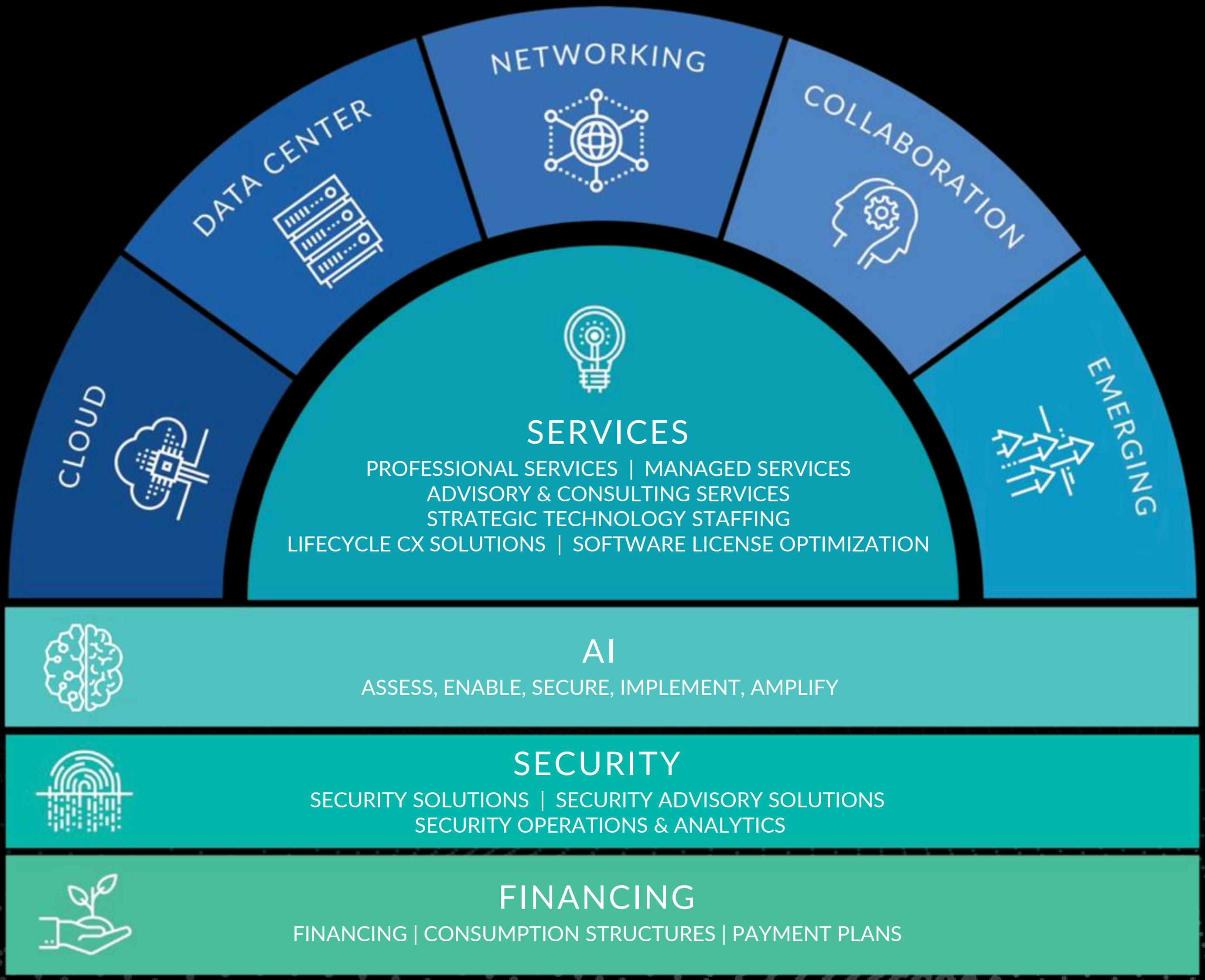
Doug King
Chief Information Officer
Joined ePlus in 2018
25+ Years of Experience

Ken Farber
President, ePlus Software, LLC
Joined ePlus in 2001
35+ Years of Experience

Growing Global Capabilities

+ 30+ locations serving customers around the world
+ Integration centers strategically placed in the U.S.
+ Resources and teams to implement globally and locally

Comprehensive Set of Solutions & Services



Key Strategic Focus Areas

Cloud:
Journey to Modernization

Modernize data center infrastructures, extend capabilities, accelerate migrations, and optimize cloud platforms to transform businesses.

Security:
Compromise Nothing

Go Beyond managing threats by building an infrastructure that embeds security into every crevice of a technological environment.

Artificial Intelligence:
Ignite

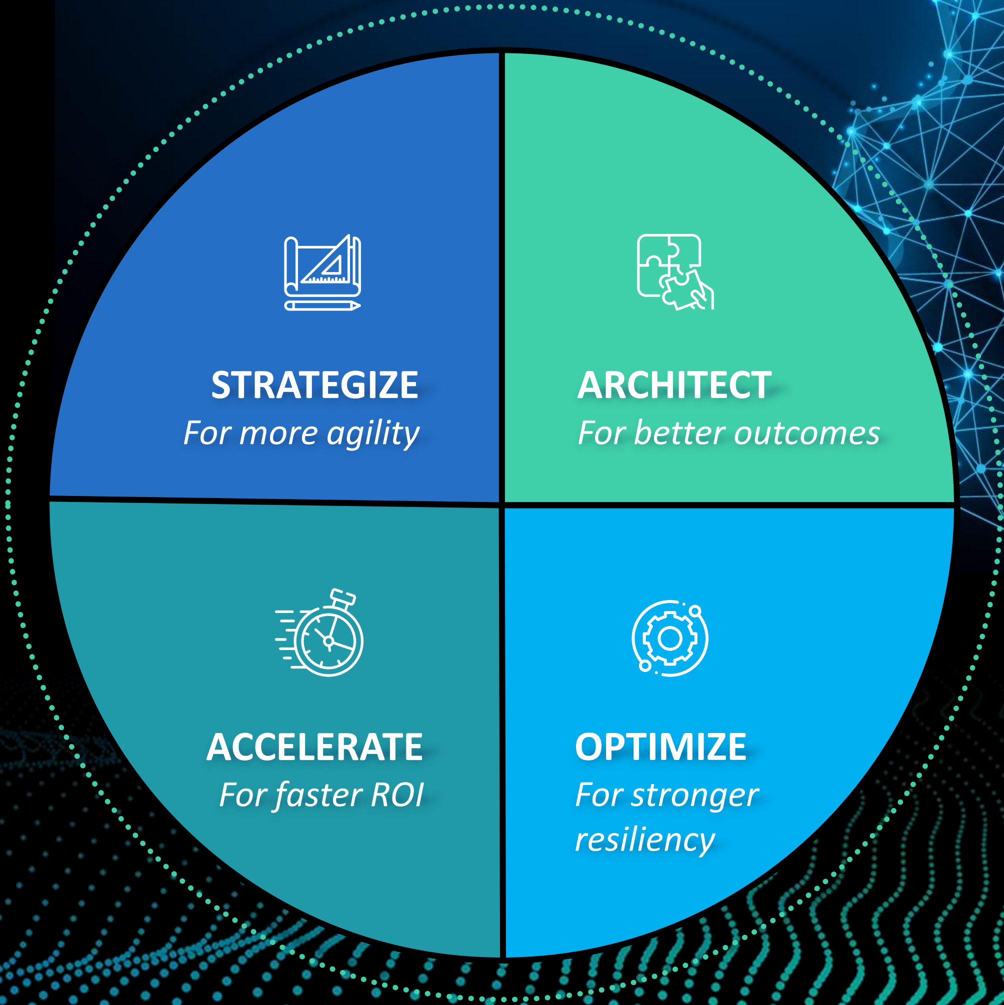
Assess, enable, secure, implement and amplify the use of AI technologies to accelerate business outcomes.

SERVICES

PROFESSIONAL | MANAGED | ADVISORY & CONSULTING | STRATEGIC TECHNOLOGY STAFFING | LIFECYCLE CX SOLUTIONS | SOFTWARE LICENSE OPTIMIZATION

Broad Portfolio of ePlus Services

Our services are designed with CX in mind, offering options ranging from consultative to managed, that help customers realize the full value of their technology investments from design through implementation.



PROFESSIONAL SERVICES

MANAGED SERVICES

ADVISORY & CONSULTING SERVICES

STRATEGIC TECHNOLOGY RESOURCING

LIFECYCLE CX SOLUTIONS

SOFTWARE LICENSE OPTIMIZATION

Financial Services: A Bridge to the Technology You Need

Aligning technology with financing options provides cost predictability, flexible contract terms and fast access to hardware, software and services.

Well Positioned within the IT Ecosystem

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

Vendors	Distributors	VARs	IT Solutions	Services/Integrators
24 – 74% GM	7 – 13% GM	18 – 22% GM	24 – 26% GM	30 – 33% GM
Cisco, Dell Technologies, Hewlett Packard Enterprise, Juniper Networks, NetApp, paloalto Networks, PureStorage	Arrow, TD SYNNEX, scansource, AVNET	CDW, Connection we solve IT, Insight	e+	accenture

GROSS MARGIN 1

Increasing customer value and vendor margins

DISTRIBUTION FOCUSED — SERVICE ORIENTED

[1] *Based on approximate LTM GAAP gross margin.*

Targeted M&A Strategy with Track Record of Success

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

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

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

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

SMP
- December 2020
- Upstate New York and the Northeast
- Collaboration, AI, cloud, audio visual, data center, staffing

FutureCom Cybersecurity Delivered.
- July 2022
- Texas and the South Central region
- Cybersecurity, consulting, cloud security

CCi systems
- April 2023 (Network Solutions Group, a business unit of CCI)
- National provider of networking services and solutions
- Network design, engineering

PEAK Resources
- January 2024
- Midwest and Mountain West
- New customers, data center, cloud and services focus

Customer Experience Across Any Industry

TECHNOLOGY	GOVERNMENT & EDUCATION	TELECOM, ENTERTAINMENT & MEDIA	FINANCIAL SERVICES	HEALTHCARE	OTHER
Adobe	Columbia University in the City of New York	Disney	PenFed Credit Union	CHOC Children's	Alcoa
Cisco		EA	Bloomberg	NewYork-Presbyterian	nmdp Find cures. Save lives.
NetApp		Booking Holdings	Finra	Texas Children's Hospital	jiffy lube
Bottomline		verizon	GEICO	Quest Diagnostics	Howmet Aerospace
	Johns Hopkins University			Yale NewHaven Health	Northrop Grumman
19%	15%	24%	11%	12%	19%

Percentages are based on net sales during the twelve months ended June 30, 2024.

ePlus in Action

CLOUD

Children's Hospital: Cloud Disaster Recovery

Challenge: Current disaster recovery solution was unable to meet the Recovery Point Objectives (RPOs) and Recovery Time Objectives (RTOs) for critical patient care systems.

Solution: ePlus Cloud Services

Business Outcome: Disaster Recovery to AWS with a consumption-based cost model, lowered RPOs and RTOs to meet business requirements, and increased ability to recover from ransomware.

SECURITY

Industrial Manufacturing: vCISO

Challenge: Significant security-related audit requirements arose without sufficient internal support resources to put policies or controls in place, remediate issues or maintain posture.

Solution: ePlus vCISO Security Advisory Services

Business Outcomes: Successfully demonstrated a maturing & scalable security posture. Remediated all defined vulnerabilities and established controls roadmap to enable continued diligence and ongoing security posture maturity.

SERVICES

Healthcare: Storage as a Service

Challenge: Digital pathology project scanning 1M+ physical images to enable real-time access and improved patient outcomes.

Solution: ePlus Storage-as-a-Service (STaaS)

Business Outcomes: Low upfront investment, transparent predictable cost model and financial-backed SLAs reduced risk around capacity management, availability and performance

DATA CENTER

Financial Organization: DC Migration and Modernization

- **Challenge:** Data center migration from traditional to COLO while modernizing and improving security at the edge.
- **Solution:** Security, Check Point Maestro Firewalls and Infinity ELA
- **Business Outcomes:** Accelerated the move to a COLO facility in a flexible and secure manner. Greater visibility on who and what is traversing the edge as well as locking down access more efficiently.

Customer Innovation Center

New 80,000 square-foot facility supports fulfillment of global technology and logistics services for thousands of customers in 50+ countries

- Technology Demonstration Lab
- Configuration
- Deployment
- Warehouse
- Briefing Center

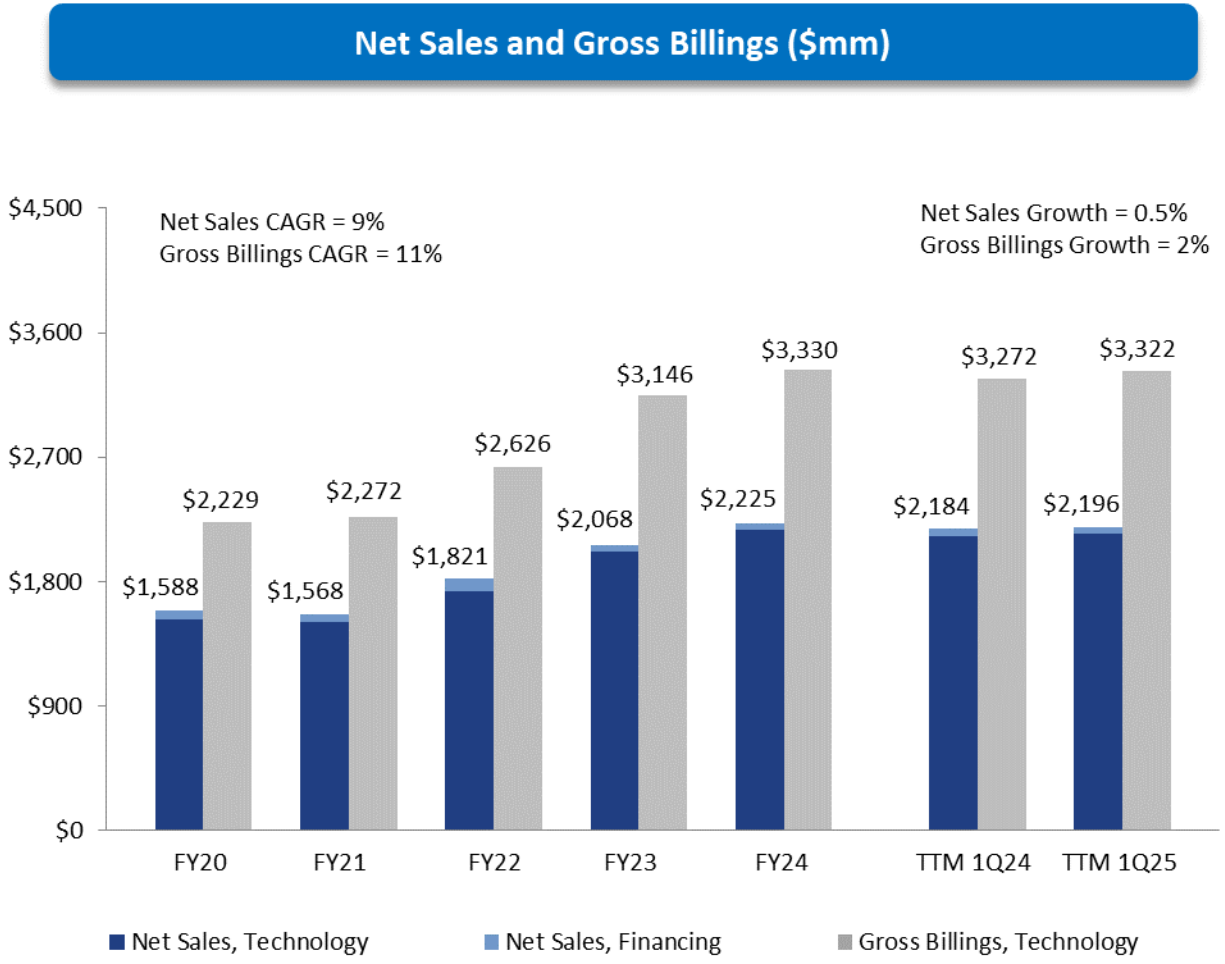
Elaine Marion

Chief Financial Officer

Strong Financial Results

+ Operations are conducted through two businesses. The technology business sells information technology products, software and services, while the financing business provides lease and financing solutions.
+ The majority of our net sales are derived from our technology business, representing 98% of revenues in FY24.
+ From FY20 to FY24, net sales and gross billings have increased at a compound annual rate of 9% and 11%, respectively.

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

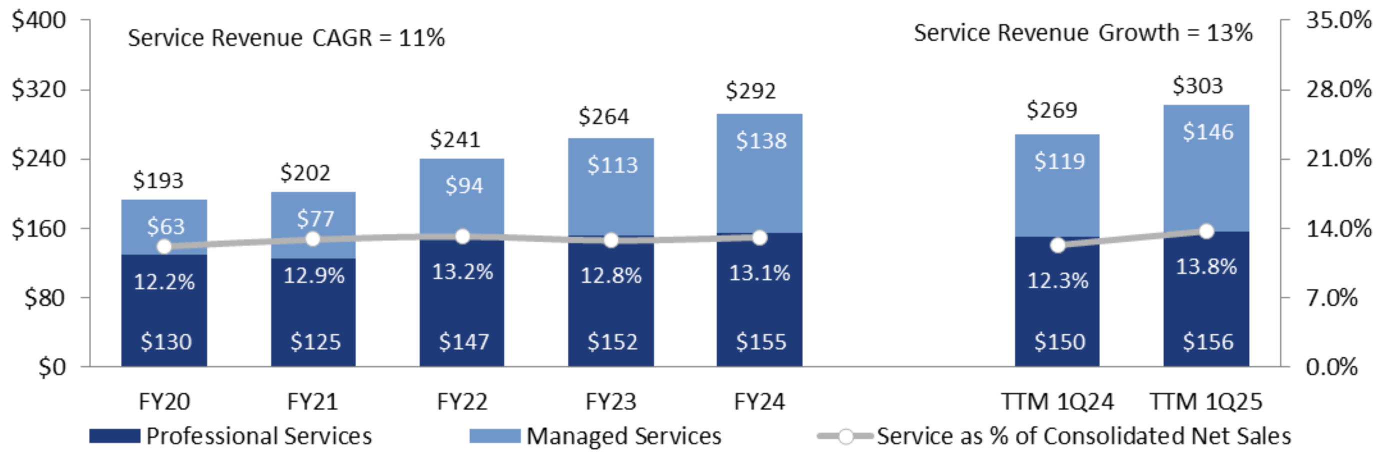


Strong Financial Results

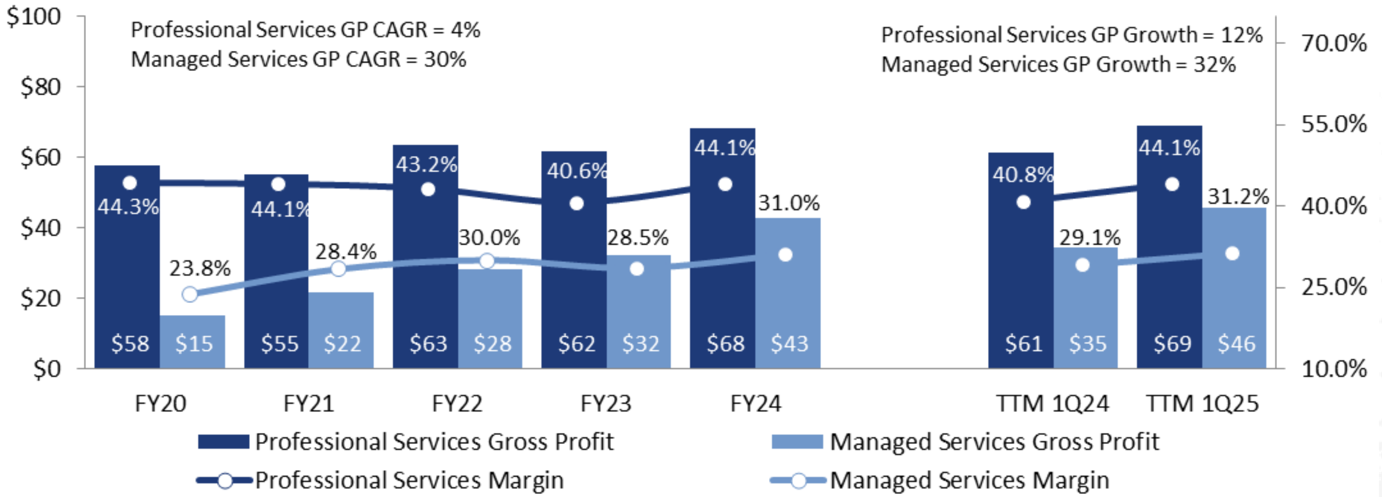
+ Professional services include advanced professional services, staff augmentation, project management services, cloud consulting services and security services.
+ Managed services include advanced managed services, service desk, storage-as-a-service, cloud hosted services, cloud managed services and managed security services.
+ From FY20 to FY24, total service revenue has increased at a compound annual rate of 11% and grew from 12.2% of consolidated net sales in FY20 to 13.1% in FY24.
+ Gross profit from professional services and managed services increased at a compound annual rate of 4% and 30%, respectively.

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

Service Revenue ($mm)



Service Gross Profit ($mm) and Service Margin

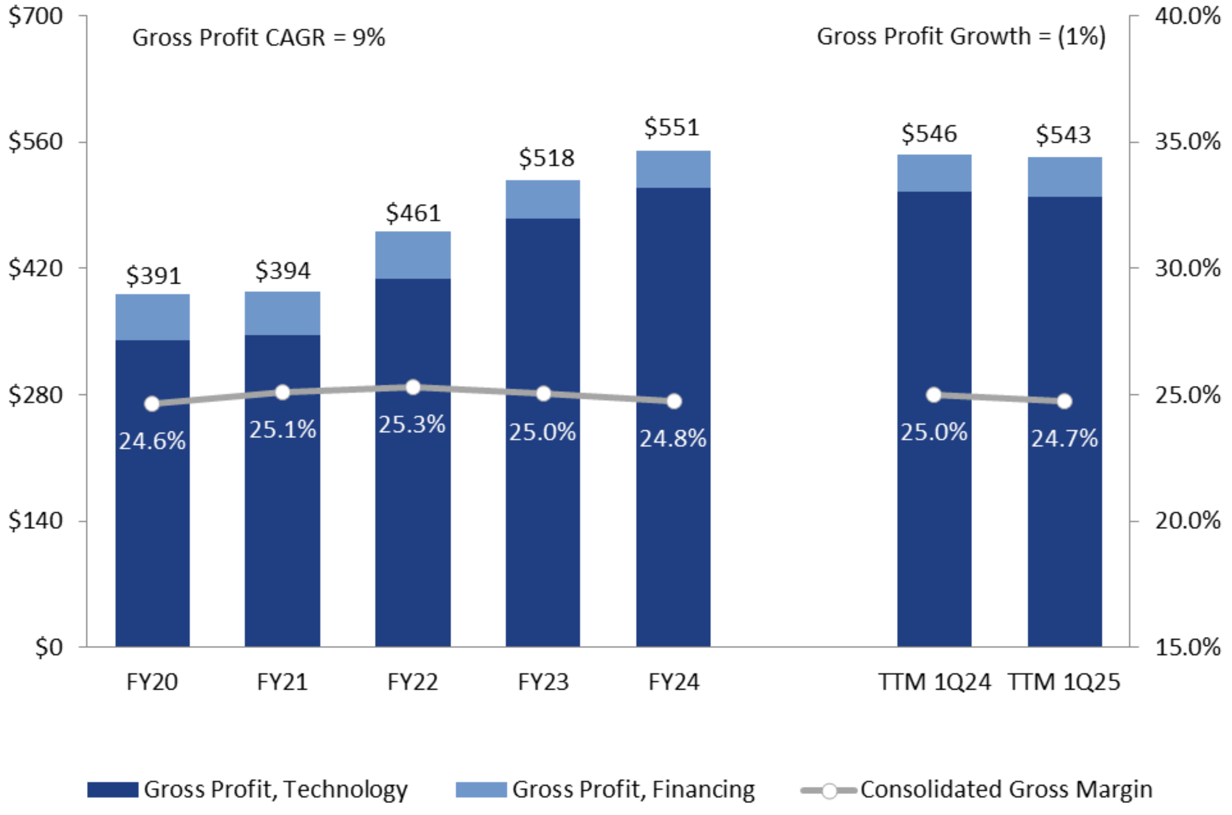


Strong Financial Results

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

+ Consolidated gross profit increased at a compounded annual rate of 9% from FY20 to FY24. Technology business represented 92% of our total gross profit in FY24.
+ Consolidated gross margin has increased from 24.6% in FY20 to 24.8% in FY24.
+ Technology business gross margin has increased from 22.3% in FY20 to 23.4% in FY24, as services revenue continued to expand, and a larger portion of sales were recognized on a net basis.

Gross Profit ($mm) and Gross Margin



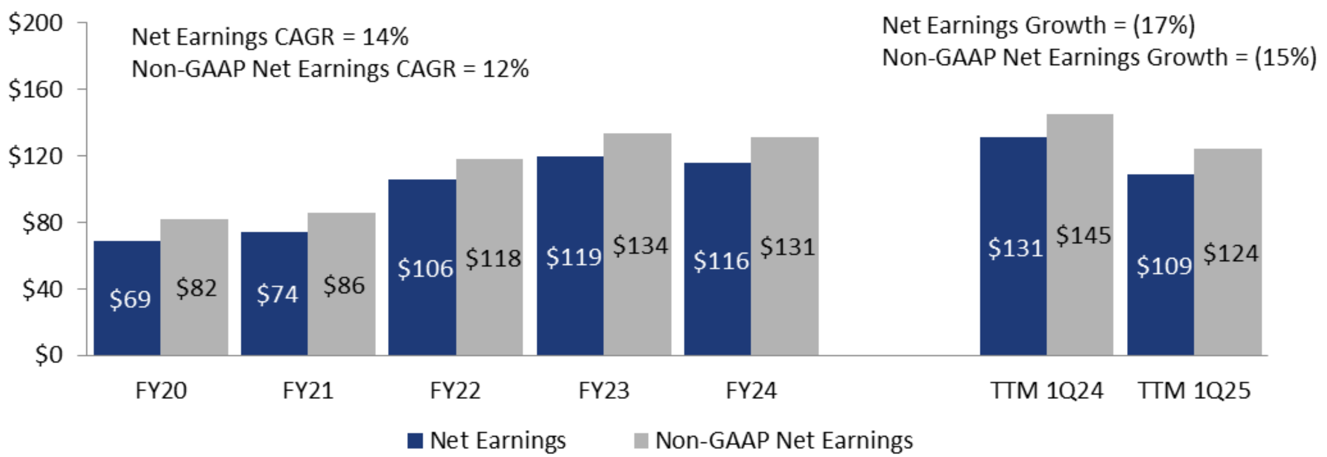
Strong Financial Results

- From FY20 to FY24, net earnings and diluted EPS increased at a compounded annual rate of 14% as a result of focusing on gross profit growth and cost management.
- Non-GAAP EPS increased at a compounded annual rate of 13% from FY20 to FY24.
- Non-GAAP EPS excludes other income (expense), share based compensation, and acquisition and integration expenses, and the related tax effects.

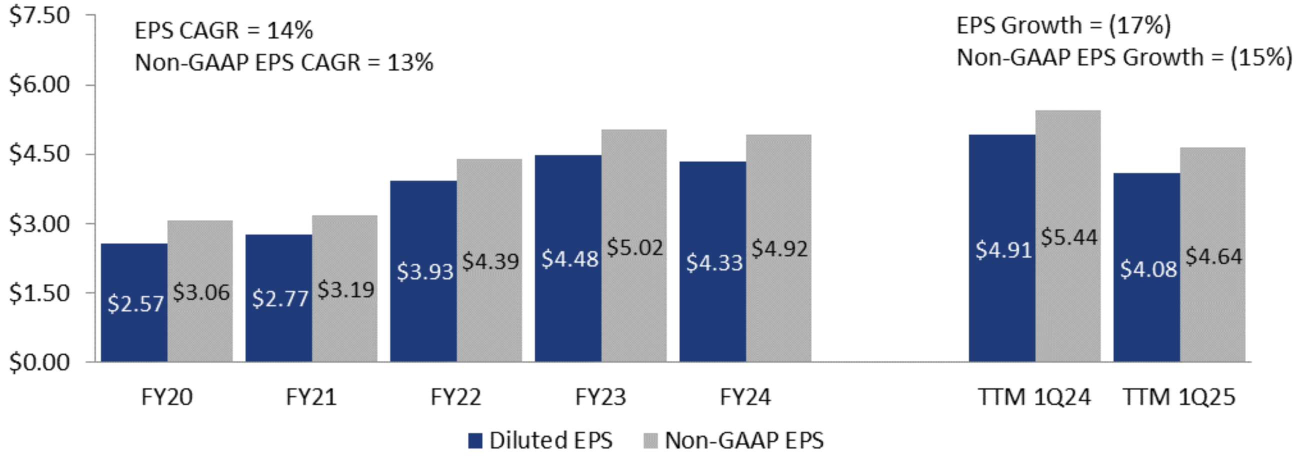
* See Non-GAAP Financial Information. EPS and non-GAAP EPS are on a diluted basis and have been retroactively adjusted to reflect the two-for-one stock split on December 13, 2021.

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

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



Diluted EPS and Non-GAAP EPS *

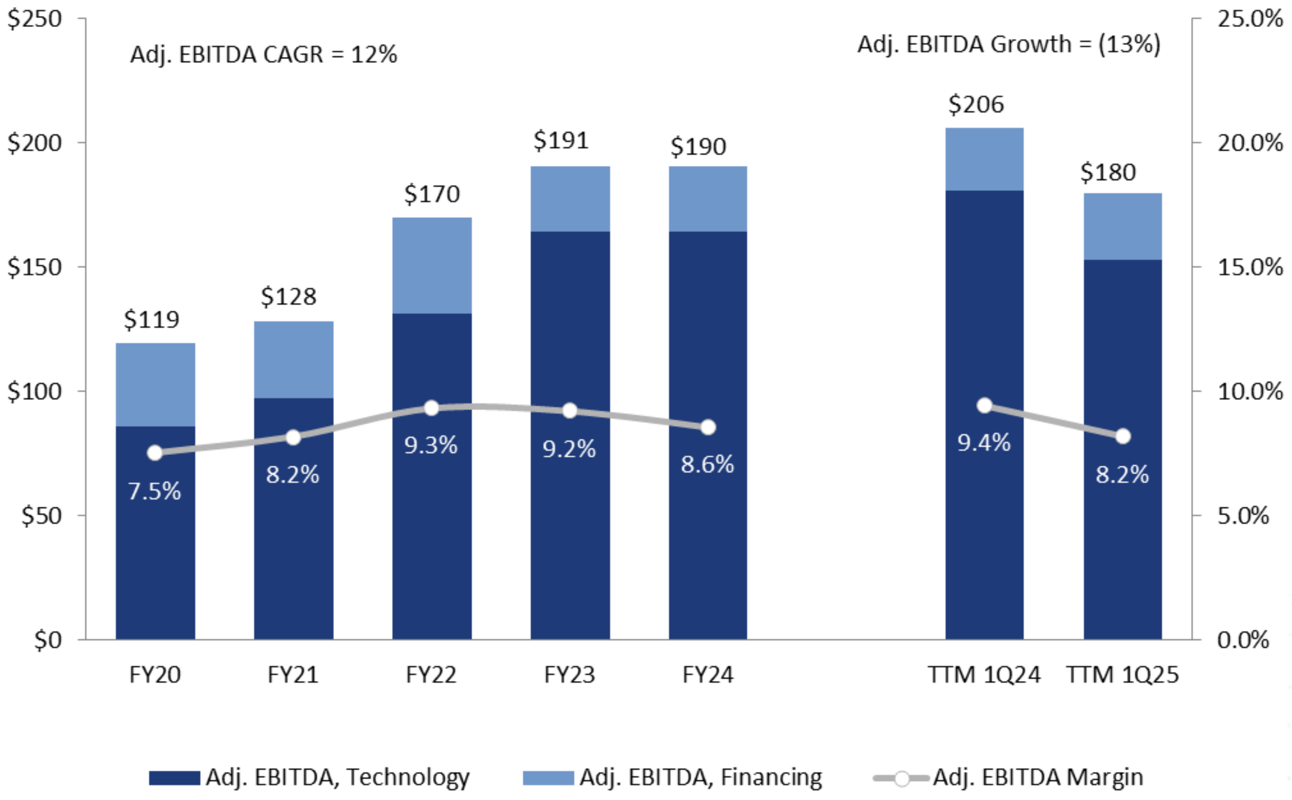


Strong Financial Results

- 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 FY20 to FY24, adjusted EBITDA increased at a compounded annual rate of 12%.
- Adjusted EBITDA margin increased from 7.5% to 8.6% from FY20 to FY24.

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

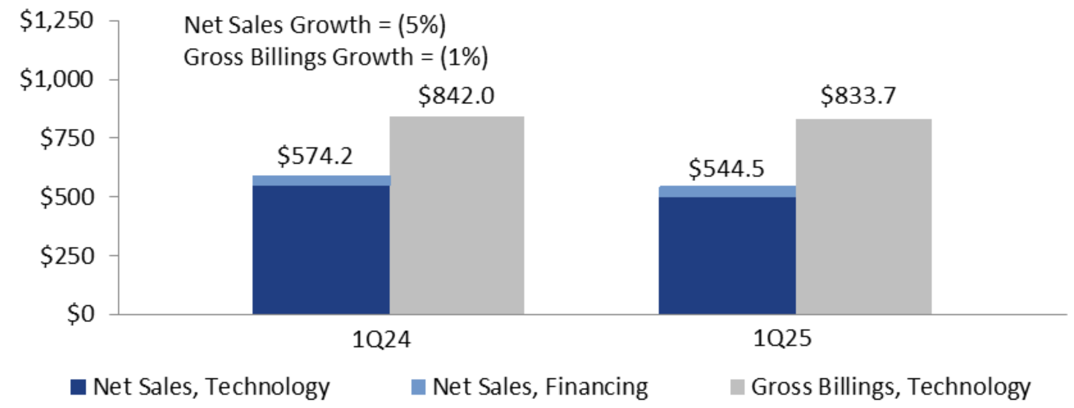
Adjusted EBITDA * ($mm)



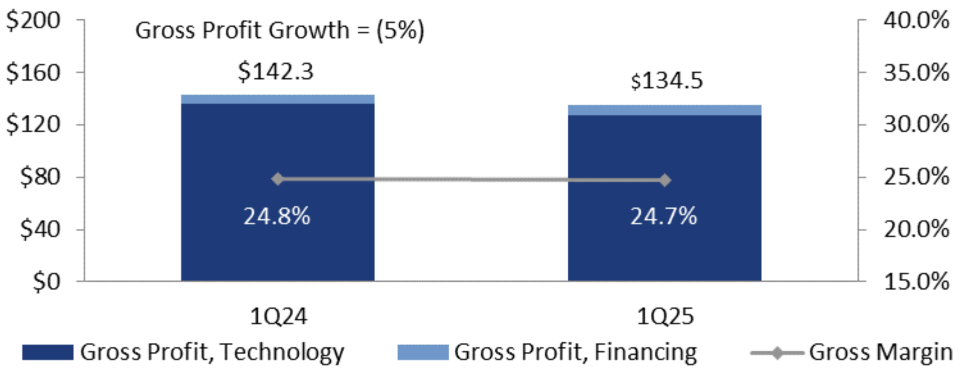
* See Non-GAAP Financial Information

Q1 FY25 Financial Results

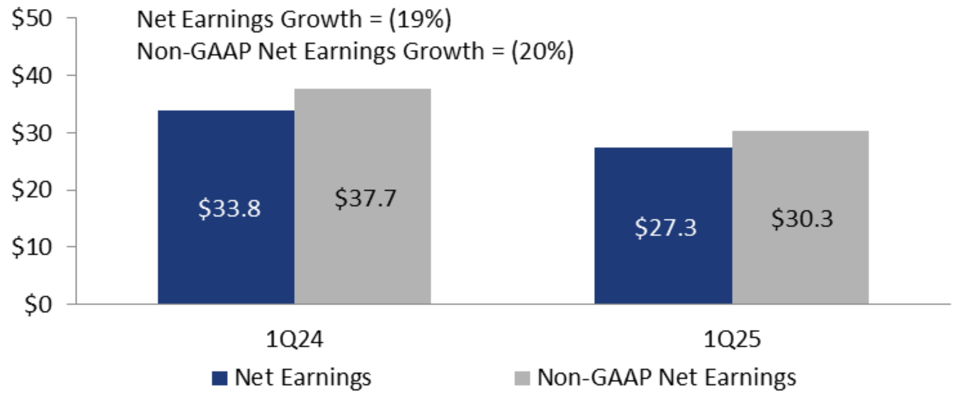
Net Sales and Gross Billings ($mm)



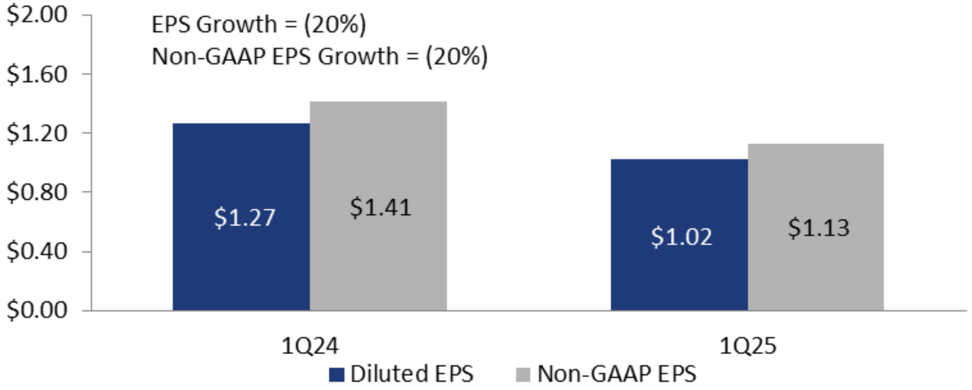
Gross Profit ($mm)



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

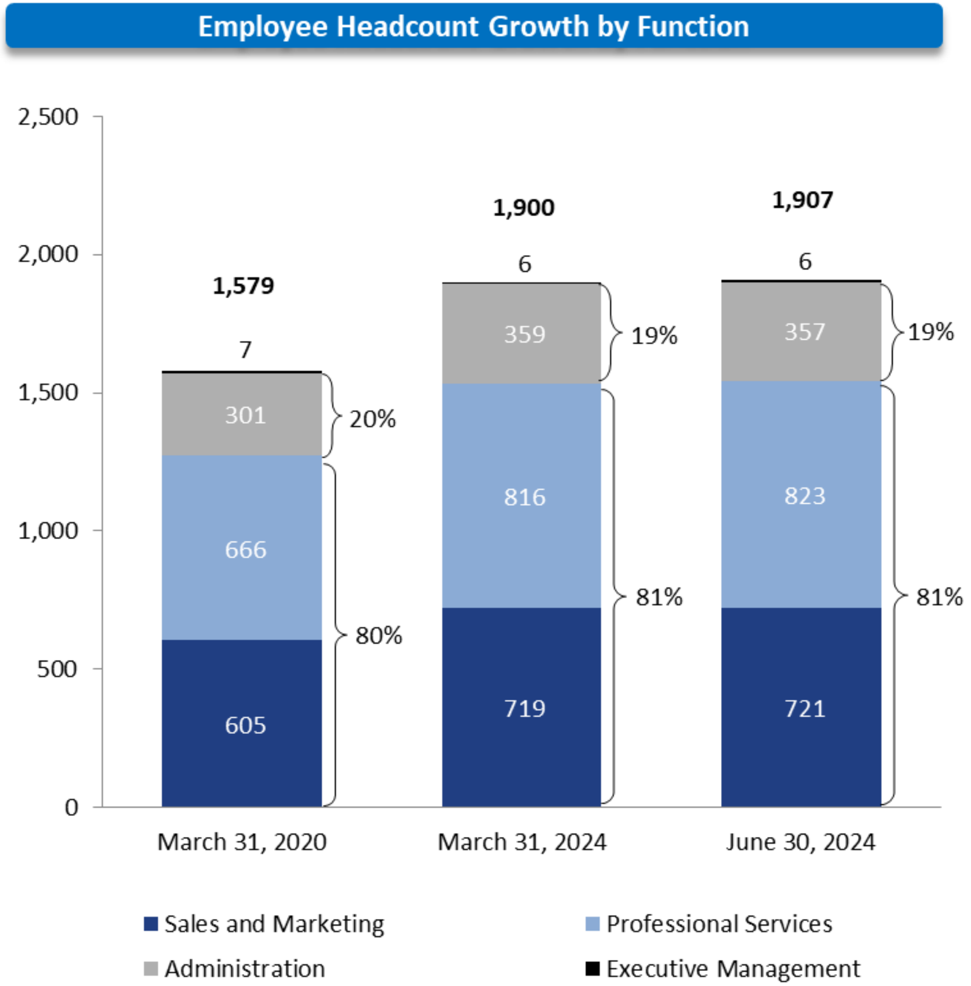


Diluted EPS and Non-GAAP EPS *



Growing Customer Facing Personnel

- Acquiring consultative sales professionals to bring successful business outcomes to our customers.
- Focused on growing engineering talent in cloud, security, AI, and digital infrastructure.
- Customer facing personnel increased by 264 from FY20 to FY24, which represented 82% of the total increase in headcount.
- Leveraging our operational infrastructure as we expand.



Strong Balance Sheet

- $350 million in cash and equivalents
- Financing portfolio of $194 million, representing investments in leases and notes
- Portfolio monetization can be utilized to raise additional cash
- $500 million credit limit with Wells Fargo Commercial Distribution Finance, LLC (WFCDF)
- ROIC 11.0% for the twelve months ended June 30, 2024[1]

Assets	June 30, 2024	March 31, 2024
	(amounts in millions)	
Cash and equivalents	$ 350	$ 253
Accounts receivable	632	691
Inventory	89	140
Financing investments	194	182
Goodwill & other intangibles	202	206
Deferred costs	60	59
Property, equipment and other assets	124	122
Total assets	$ 1,651	$ 1,653
Liabilities		
Accounts payable	$ 390	$ 421
Non-recourse notes payable	41	36
Other liabilities	298	294
Total liabilities	$ 729	$ 751
Shareholders' Equity		
Equity	922	902
Total liabilities & equity	$ 1,651	$ 1,653

[1] See details in Appendix – Return on Invested Capital

Fiscal Year 2025 Guidance

Issued May 22, 2024

- Continue to outperform IT industry spending growth
- Upside driven by focus on sectors with above market growth

- Maintain fiscal year 2025 guidance
- Revenue growth of between 3% to 6% over the prior fiscal year
- Adjusted EBITDA of between $200 million to $215 million

Q&A

Mark Marron

Chief Executive Officer

Elaine Marion

Chief Financial Officer

Appendix

Non-GAAP Financial Information

$ in thousands, except per share information

	Year Ended March 31,					TTM Ended June 30,	
	2024	2023	2022	2021	2020	2024	2023
Net earnings	$ 115,776	$ 119,356	$ 105,600	$ 74,397	$ 69,082	$ 109,268	$ 130,864
Provision for income taxes	45,317	43,618	41,284	32,509	26,877	42,845	47,602
Depreciation and amortization [1]	21,025	13,709	14,646	13,951	14,156	21,052	15,291
Share based compensation	9,731	7,824	7,114	7,167	7,954	10,381	8,256
Acquisition and integration expense	-	-	-	271	1,676	-	-
Interest and financing costs [2]	1,428	2,897	928	521	294	878	3,309
Other (income) expense [3]	(2,836)	3,188	432	(571)	(680)	(4,719)	845
Adjusted EBITDA	$ 190,441	$ 190,592	$ 170,004	$ 128,245	$ 119,359	$ 179,705	$ 206,167
Adjusted EBITDA margin	8.6%	9.2%	9.3%	8.2%	7.5%	8.2%	9.4%
GAAP: Earnings before tax	$ 161,093	$ 162,974	$ 146,884	$ 106,906	$ 95,959	$ 152,113	$ 178,466
Share based compensation	9,731	7,824	7,114	7,167	7,954	10,381	8,256
Acquisition and integration expense	-	-	-	271	1,676	-	-
Acquisition related amortization expense [4]	15,180	9,411	10,072	9,116	9,217	15,461	10,697
Other (income) expense [3]	(2,836)	3,188	432	(571)	(680)	(4,719)	845
Non-GAAP: Earnings before taxes	183,168	183,397	164,502	122,889	114,126	173,236	198,264
GAAP: Provision for income taxes	45,317	43,618	41,284	32,509	26,877	42,845	47,602
Share based compensation	2,772	2,104	2,014	2,188	2,218	2,964	2,203
Acquisition and integration expense	-	-	-	78	490	-	-
Acquisition related amortization expense [4]	4,306	2,527	2,803	2,730	2,487	4,401	2,862
Other (income) expense [3]	(831)	950	120	(143)	(200)	(1,359)	282
Tax benefit on restricted stock	277	267	317	(40)	87	448	210
Non-GAAP: Provision for income taxes	51,841	49,466	46,538	37,322	31,959	49,299	53,159
Non-GAAP: Net earnings	$ 131,327	$ 133,931	$ 117,964	$ 85,567	$ 82,167	$ 123,937	$ 145,105
GAAP: Net earnings per common share – diluted	$ 4.33	$ 4.48	$ 3.93	$ 2.77	$ 2.57	$ 4.08	$ 4.91
Share based compensation	0.27	0.21	0.20	0.19	0.22	0.29	0.23
Acquisition and integration expense	-	-	-	0.01	0.04	-	-
Acquisition related amortization expense [4]	0.40	0.26	0.26	0.24	0.25	0.41	0.29
Other (income) expense [3]	(0.07)	0.08	0.01	(0.02)	(0.02)	(0.13)	0.02
Tax benefit on restricted stock	(0.01)	(0.01)	(0.01)	-	-	(0.01)	(0.01)
Total non-GAAP adjustments – net of tax	$ 0.59	$ 0.54	$ 0.46	$ 0.42	$ 0.49	$ 0.56	$ 0.53
Non-GAAP: Net earnings per common share – diluted [5]	$ 4.92	$ 5.02	$ 4.39	$ 3.19	$ 3.06	$ 4.64	$ 5.44

[1] Amount excludes depreciation related to the financing segment.
[2] Amount excludes interest on notes payable from our financing segment.
[3] Other income, interest income, and foreign currency transaction gains and losses.
[4] Amount consists of amortization of intangible assets from acquired businesses.
[5] Per share information has been retroactively adjusted to reflect the two-for-one stock split on December 13, 2021.

Non-GAAP Financial Information

$ in thousands, except per share information

	Three Months Ended June 30, 2024	Three Months Ended June 30, 2023
Net earnings	$ 27,339	$ 33,847
Provision for income taxes	10,203	12,675
Depreciation and amortization [1]	4,819	4,792
Share based compensation	2,855	2,205
Interest and financing costs [2]	-	550
Other (income) expense [3]	(2,073)	(190)
Adjusted EBITDA	$ 43,143	$ 53,879
Adjusted EBITDA margin	7.9%	9.4%
GAAP: Earnings before tax	$ 37,542	$ 46,522
Share based compensation	2,855	2,205
Acquisition related amortization expense [4]	3,750	3,469
Other (income) expense [3]	(2,073)	(190)
Non-GAAP: Earnings before taxes	42,074	52,006
GAAP: Provision for income taxes	10,203	12,675
Share based compensation	799	607
Acquisition related amortization expense [4]	1,047	952
Other (income) expense [3]	(580)	(52)
Tax benefit on restricted stock	308	137
Non-GAAP: Provision for income taxes	11,777	14,319
Non-GAAP: Net earnings	$ 30,297	$ 37,687
GAAP: Net earnings per common share – diluted	$ 1.02	$ 1.27
Share based compensation	0.08	0.06
Acquisition related amortization expense [4]	0.10	0.09
Other (income) expense [3]	(0.06)	-
Tax benefit on restricted stock	(0.01)	(0.01)
Total non-GAAP adjustments – net of tax	$ 0.11	$ 0.14
Non-GAAP: Net earnings per common share – diluted	$ 1.13	$ 1.41

[1] Amount excludes depreciation related to the financing segment.
[2] Amount excludes interest on notes payable from our financing segment.
[3] Other income, interest income, and foreign currency transaction gains and losses.
[4] Amount consists of amortization of intangible assets from acquired businesses.

Return on Invested Capital

$ in thousands

	Year Ended March 31,					TTM Ended June 30,	
	2024	2023	2022	2021	2020	2024	2023
Numerator							
Operating income	$ 158,257	$ 166,162	$ 147,316	$ 106,335	$ 95,279	$ 147,394	$ 179,311
Less: Taxes [1]	(44,470)	(44,531)	(41,396)	(32,326)	(26,678)	(41,521)	(47,804)
Net operating profit after taxes	$ 113,787	$ 121,631	$ 105,920	$ 74,009	$ 68,601	$ 105,873	$ 131,507
Denominator							
Recourse notes payable	$ -	$ 5,997	$ 13,108	$ 18,108	$ 37,256	$ -	$ 58,115
Non-recourse notes payable	36,189	34,341	21,178	56,061	35,502	40,752	22,747
Total stockholders' equity	901,779	782,263	660,738	562,410	486,145	921,928	813,291
Total invested capital	$ 937,968	$ 822,601	$ 695,024	$ 636,579	$ 558,903	$ 962,680	$ 894,153
Return on invested capital	12.1%	14.8%	15.2%	11.6%	12.3%	11.0%	14.7%

[1] Based on the effective income tax rates.

Thank you!

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