



ePlus inc.

Investor Presentation

August 2022

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 fluctuation in foreign currency rates, interest rates, and inflation, including increases in our costs and price increases to our customers which may result in adverse changes in our gross profit; the duration and ongoing impact of the COVID-19 pandemic, including but not limited to the impact and severity of new variants, vaccine efficacy and immunization rates, the closure of non-essential businesses and other associated governmental containment actions, and the increase in cyber-security attacks that have occurred while employees work remotely; significant and rapid inflation may cause price, wage, and interest rate increases, as well as increases in operating costs which may impact the arrangements that have pricing commitments over the term of the agreement; serious natural disruptions or catastrophic events, as well as extreme weather events; 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; reduction of vendor incentives provided to us restrictions on our access to capital necessary to fund our operations; significant adverse changes in, reductions in, or losses of relationships with our larger 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; a possible decrease in the capital spending budgets of our customers or a decrease in purchases from us; disruptions or a security breach in our or our vendors' or suppliers' 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, software as a service and platform 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, 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; domestic and international economic regulations uncertainty (e.g. tariffs, sanctions, and trade agreements); 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, maintain or increase as needed our lines of credit with vendors or floor planning facility, or obtain debt for our financing transactions or the effect of those changes on our common stock price; our ability to reserve adequately for credit losses; our dependency on continued innovations in hardware, software and services offerings by our vendors, availability of those products from our vendors and our ability to partner with them; 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, 2022 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

By the Numbers

30 Years
as a leading, global
technology integrator



11%
Listed companies
in business for
30+ years



3,500+
customers



1,000+
OEM Vendor
Partnerships



1,500+
employees



2,900+
certifications



\$2.62B*

FY22 adjusted gross billings

**See Non-GAAP Financial Information*



\$1.82B

FY22 net sales

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
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
35+ 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
30+ Years of Experience

Expanding Footprint

Resources to implement locally and globally



e⁺



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

- 30+ locations serving the U.S., Europe, and Asia-Pac
- 24/7/365 managed services operations and integration centers strategically placed throughout the U.S.
- 2,900+ certifications from the top IT manufacturers in the world

Independent Provider with Deep Strategic Relationships

SELECT STRATEGIC PARTNERS



- + All core products plus data center, collaboration, security, enterprise software, and lifecycle services
- + ePlus has over 170 Cisco certified individuals



- + Converged infrastructure, enterprise storage, networking and virtualization
- + Cloud, server and storage solutions
- + Software-Defined Wide-Area-Network (SD-WAN)



- + Network storage (including All Flash Data Storage arrays), Hyperconverged Infrastructure (HCI) 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



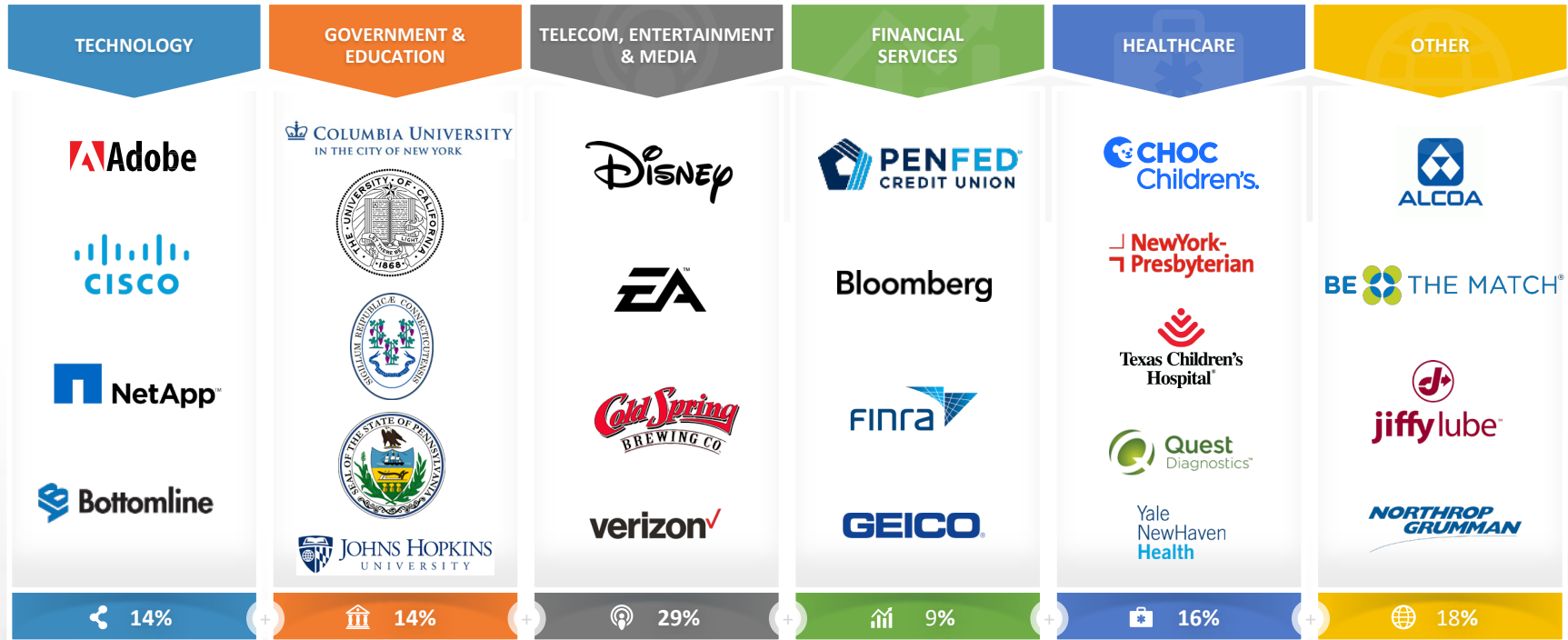
- + Broad next-generation platform for security from the network to cloud native to secure access services edge (SASE) as well as security operations, threat intelligence and incident response



ADDITIONAL CATEGORY SPECIFIC PARTNERS



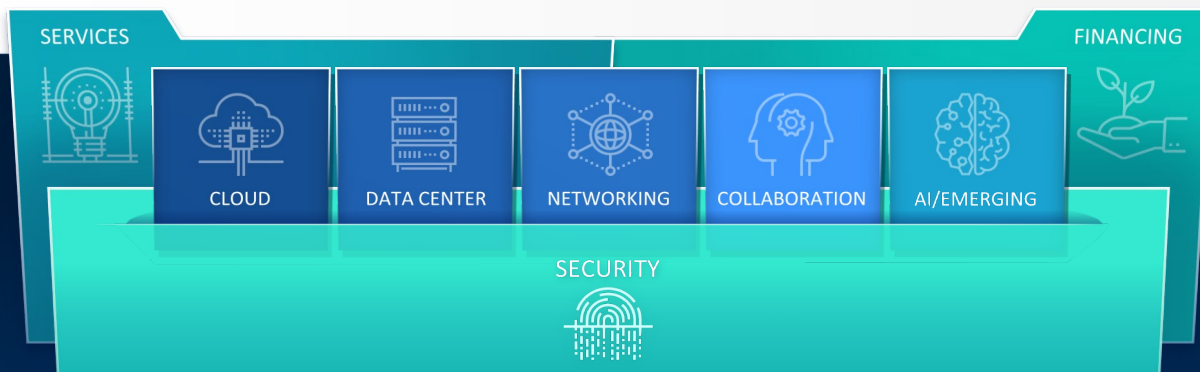
Broad and Diverse Customer Base



Percentages are based on net sales during the twelve months ended June 30, 2022.

Where technology means more

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





Customer transformation is accelerating, which plays to our strengths as having the resources to strategically focus on the fastest growing solutions.

Recalibration of Business Strategies caused by:

- + Global Pandemic
- + Talent Shortage
- + Increased Regulatory & Compliance Requirements
- + Complex / Distributed Environments
- + Appeal of “As a Service”

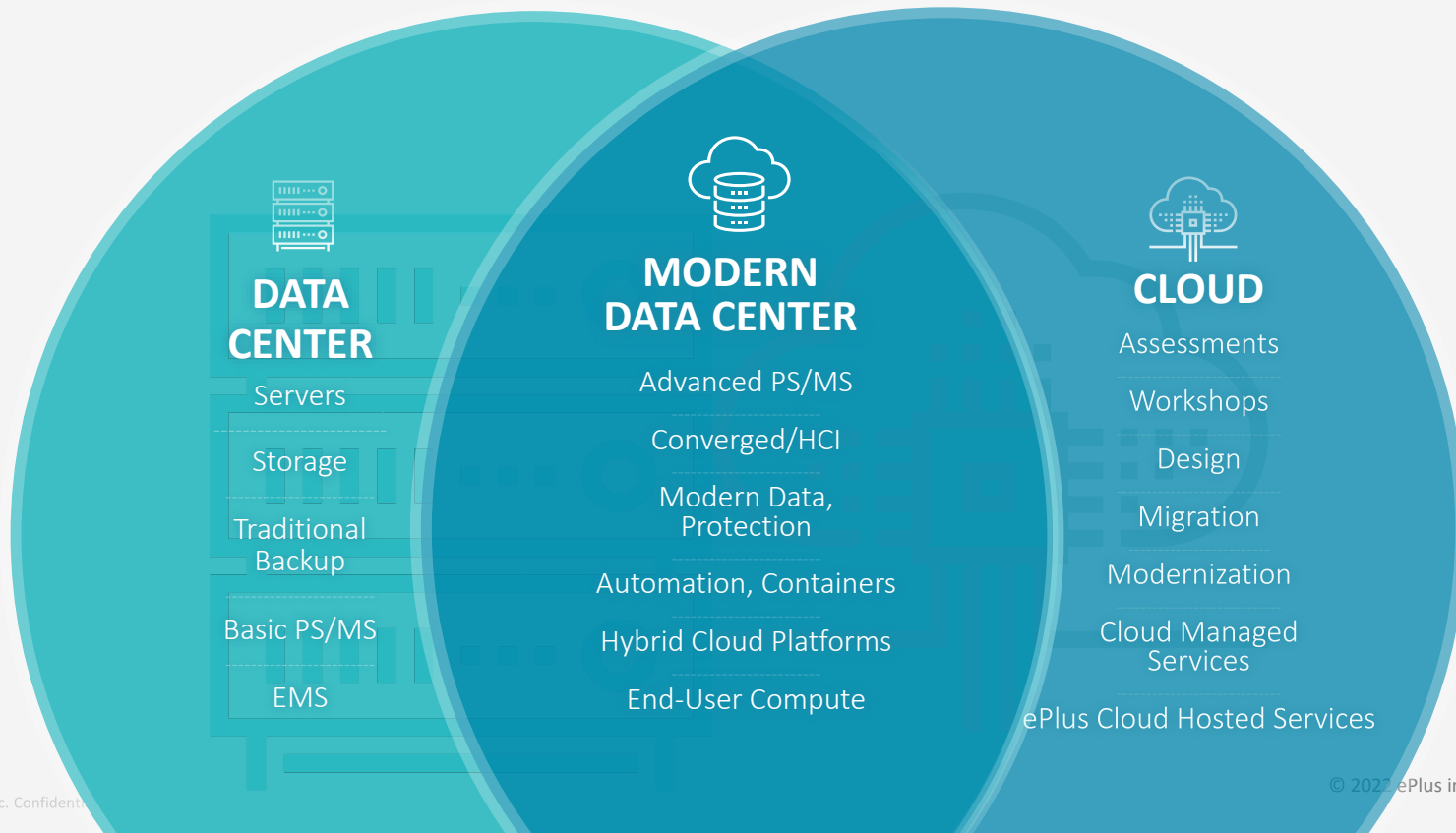
Transformative technologies span the breadth of our solutions portfolio and provide customers with a solid but flexible foundation to pivot as needed.

Refined over 30 years, our expertise and capabilities position us well to be a partner of choice as customer organizations navigate disruption and modernize across:

- + Infrastructure
- + Applications
- + Finops
- + Security
- + Storage and Backup
- + Distributed Computing (Private, Public, Hybrid)
- + Collaboration platforms
- + Emerging technology
- + “X”-as-a-Service

Cloud Focused Solutions

Building Connected Workforces Through Agility and Modernization



ePlus designs and delivers effective, integrated cybersecurity programs centered on culture and technology, aimed at mitigating business risk, enabling innovation and empowering digital transformation.

Security Technologies

- + Network
- + Endpoint
- + Cloud
- + Application
- + Data
- + SecOps

Advisory and Managed Services

- + Assessments
- + Workshops
- + Consulting & Compliance
- + Cyber Hygiene (as-a-service offerings)
- + SOC Services

We work with your organization to understand the skills, processes and technology in which you have already made investments and will tailor our approach to maximize your return, ensuring your organization is best positioned to mitigate critical risks.



ePlus Services: See the Forest and the Trees



We bring deep and broad services expertise across thousands of customers and multiple industries to make the best decisions for your business and discover more from your technology.



Strategize
for more agility

Consulting Services
Assessments and Workshops
Virtual Consulting
Technical Consulting
Business Consulting

+ A Strategist



Architect
for better outcomes

Professional Services
Configuration Center Services
Security Services
Cloud Adoption Lifecycle

+ An Architect



Accelerate
for faster ROI

Training Services
Technology Workshops
Technical Training
AI/ML/DL Training
Boot Camps

+ A Trainer



Optimize
for greater resiliency

Optimized Services
Managed Services
Strategic Technology Staffing
On-Demand Support Services

+ A Teammate

Targeted M&A Strategy with Track Record of Success



- + July 2022
- + Texas and the South-Central region
- + Cybersecurity, consulting, cloud security



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



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



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



- + 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



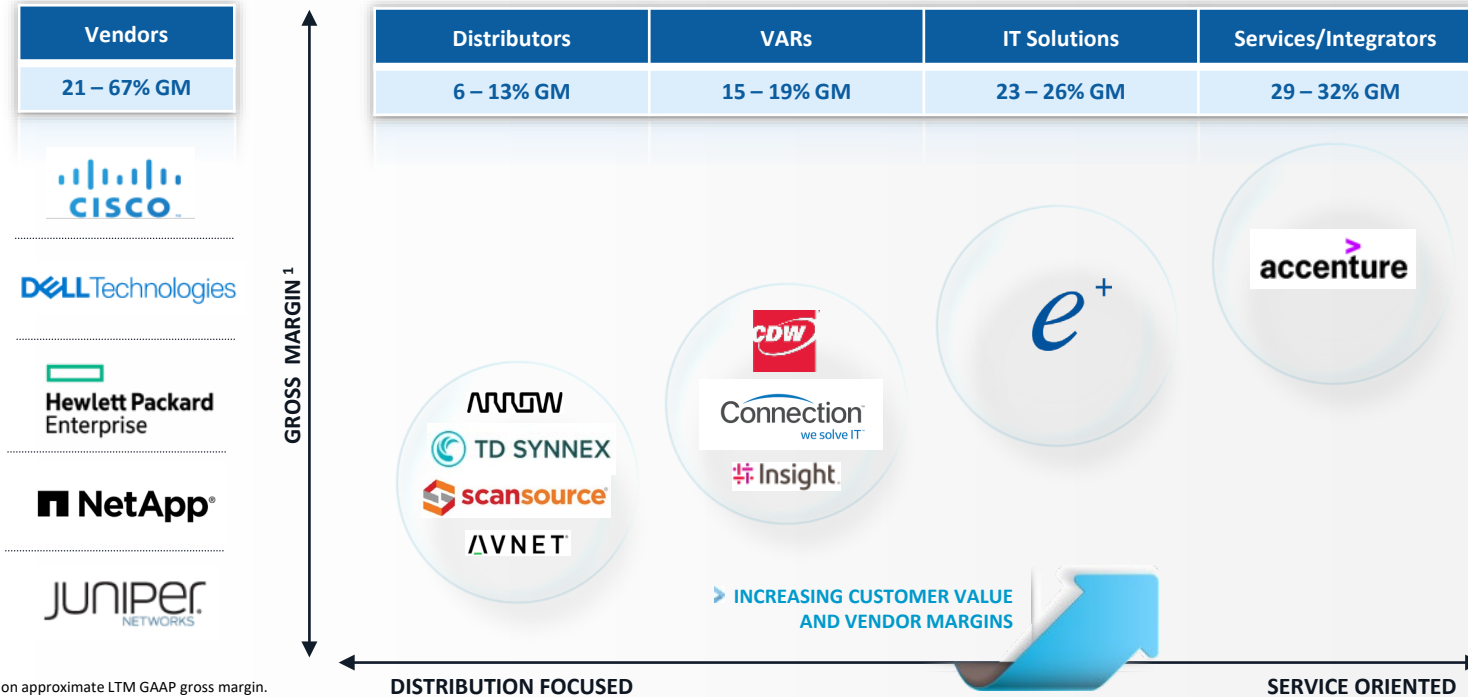
- + January 2019
- + Southern and central Virginia
- + Security managed services and consulting, helpdesk, staffing; new customers



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

Well Positioned within the IT Ecosystem

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



¹ Based on approximate LTM GAAP gross margin.



A Commitment to Corporate Social Responsibility



NewYork-Presbyterian Kids
Morgan Stanley Children's Hospital



Who We Are

+ An Advisor

+ A Strategist

+ A Designer

+ An Extra Set of Hands

+ A Trainer

+ A Problem Solver

+ An Architect

+ A Teammate

Our unparalleled expertise has been refined over more than three decades of hands-on engagement and experience, helping customers successfully navigate unforeseen and unprecedented challenges while maximizing the return on their technology investments.

A Partner with:

More depth. More breadth. More perspective.



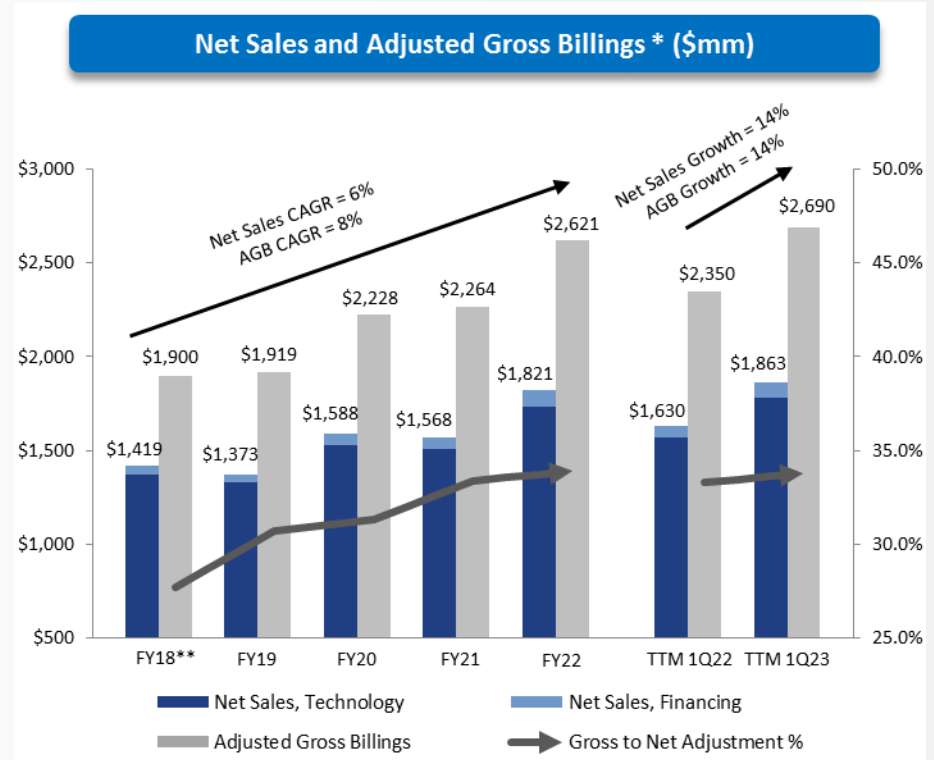
Elaine Marion

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 95% of revenues in FY22.
- From FY18 to FY22, adjusted gross billings and net sales have increased at a compound annual rate of 8% and 6%, respectively, as the gross to net adjustment has increased from 27.7% to 33.9% of the adjusted gross billings.

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



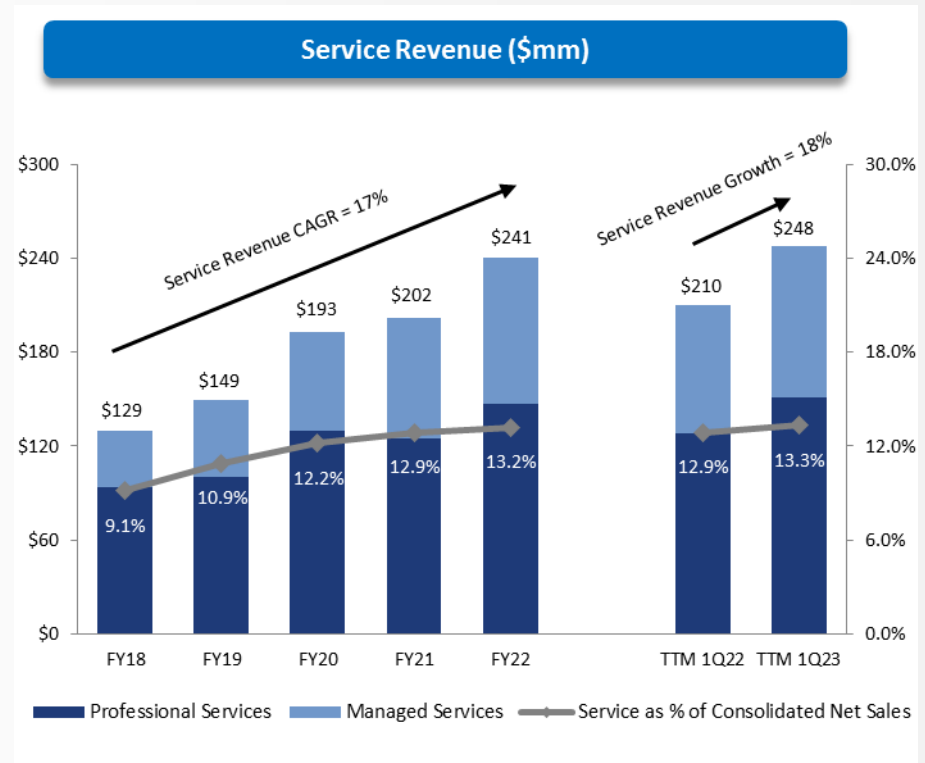
* See Non-GAAP Financial Information

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

Strong Financial Results

- + Service revenue includes professional services, managed services, and staffing services.
- + From FY18 to FY22, service revenue has increased at a compound annual rate of 17%.
- + Service revenue as a percentage of consolidated net sales grew from 9.1% in FY18 to 13.2% in FY22.

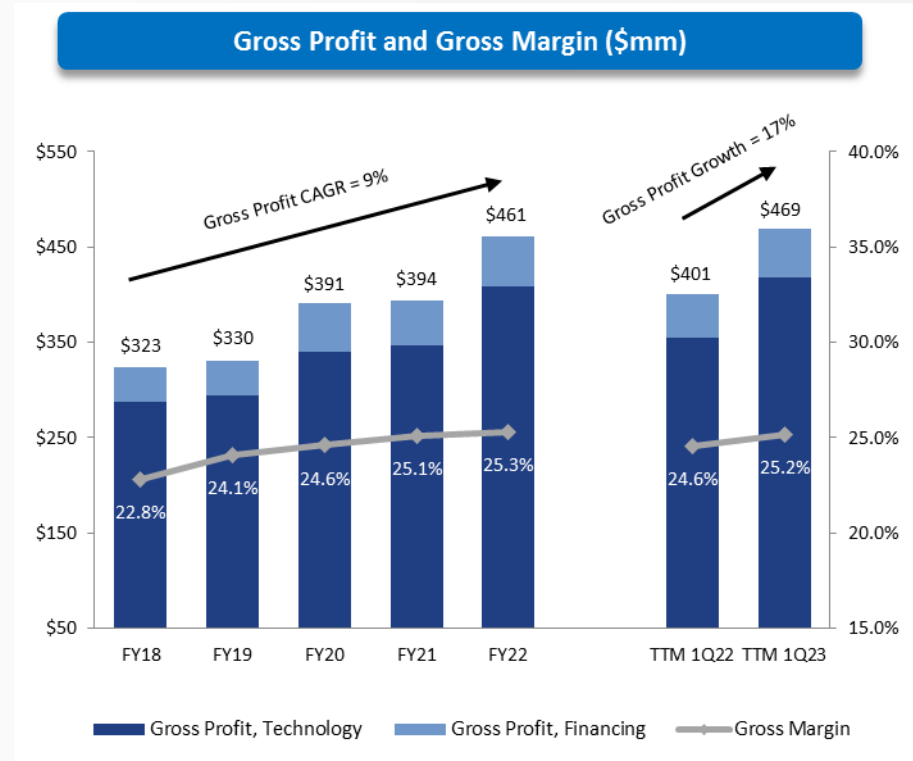
FYE March 31 / Trailing twelve months ended June 30, unaudited



Strong Financial Results

- + Consolidated gross profit increased at a compounded annual rate of 9% from FY18 to FY22. Technology segment represented 89% of our total gross profit in FY22.
- + Consolidated gross margin has increased from 22.8% in FY18 to 25.3% in FY22.
- + Technology segment gross margin has increased from 20.9% in FY18 to 23.6% in FY22, as services capabilities continued to expand, and a larger portion of sales were recognized on a net basis.

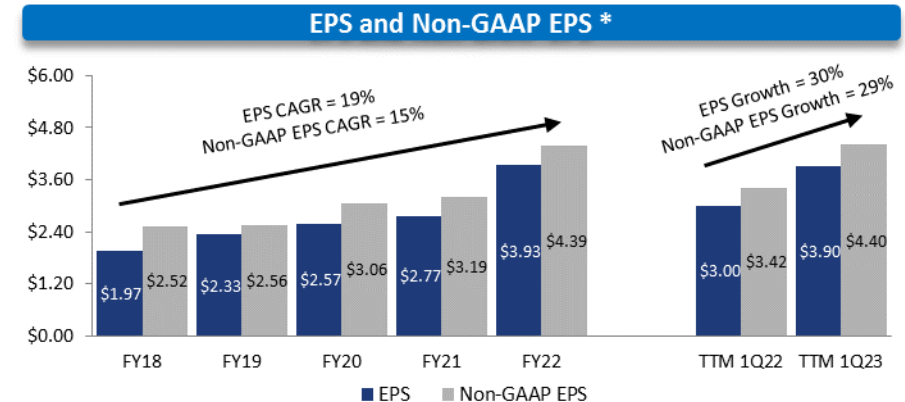
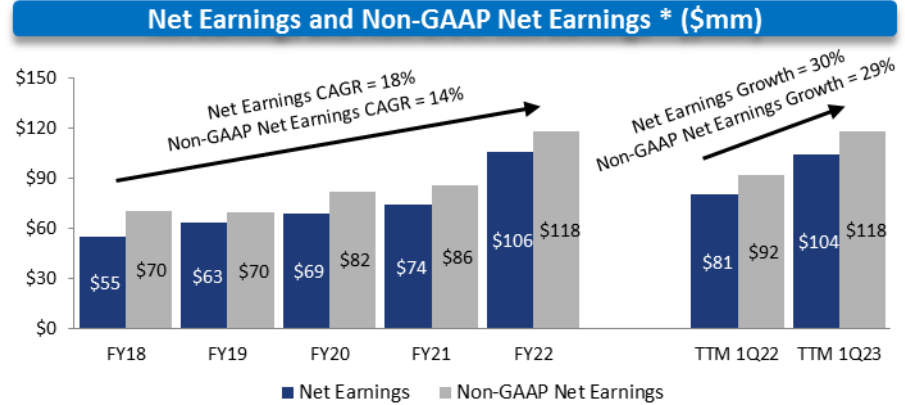
FYE March 31 / Trailing twelve months ended June 30, unaudited



Strong Financial Results

- + From FY18 to FY22, net earnings increased at a compounded annual rate of 18% as a result of focusing on gross profit growth and cost management.
- + EPS and non-GAAP EPS CAGR were 19% and 15%, respectively, from FY18 to FY22.
- + 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 FY18 assuming a 21% U.S. federal statutory income tax rate for U.S. operations.

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

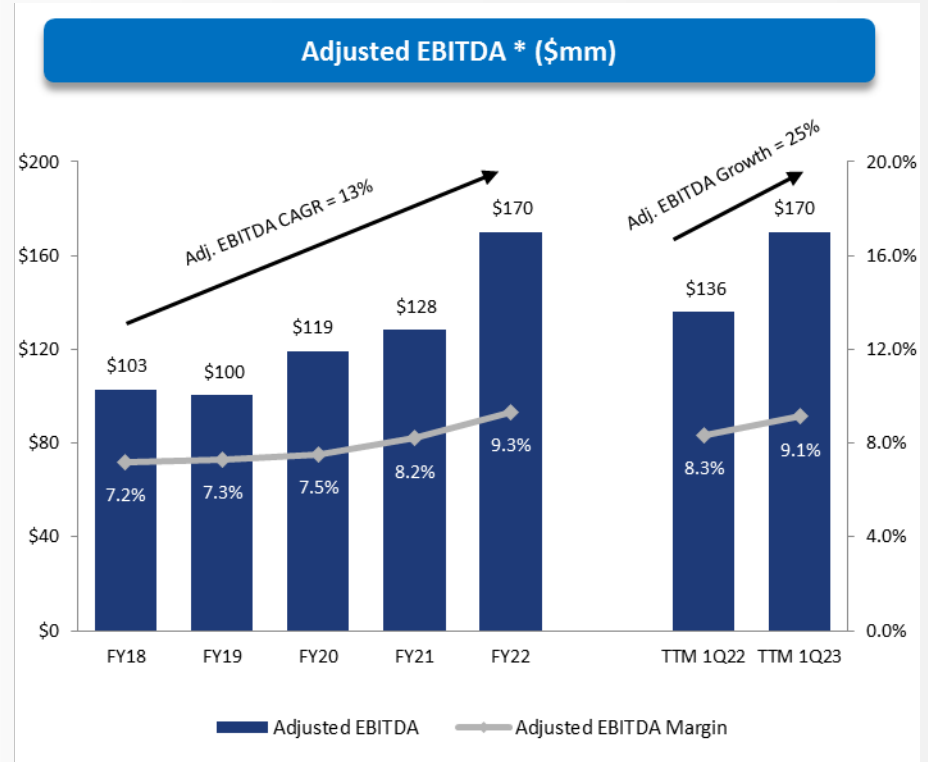


* See Non-GAAP Financial Information. EPS and non-GAAP EPS have been retroactively adjusted to reflect the two-for-one stock split on December 13, 2021.

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 FY18 to FY22, adjusted EBITDA increased at a compounded annual rate of 13%.
- + Adjusted EBITDA margin increased from 7.2% to 9.3% from FY18 to FY22.

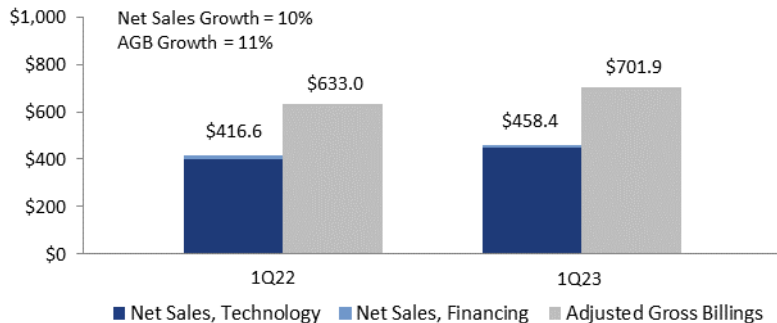
FYE March 31 / Trailing twelve months ended June 30, unaudited



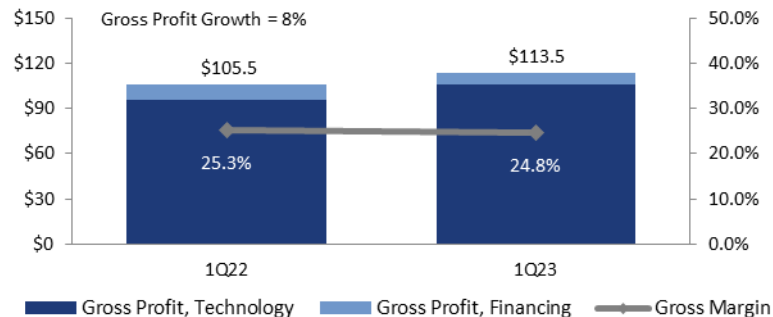
* See Non-GAAP Financial Information

Q1 FY23 Financial Results

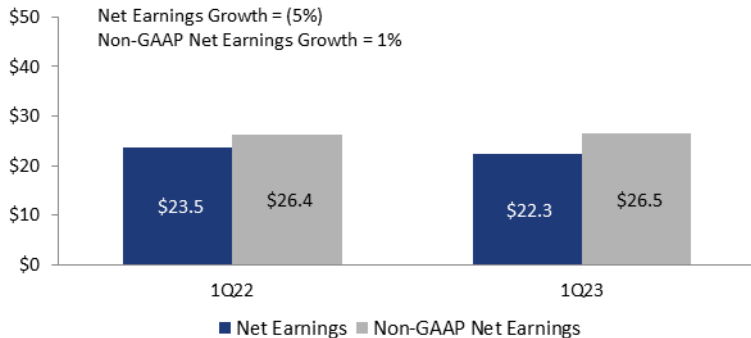
Net Sales and Adjusted Gross Billings * (\$mm)



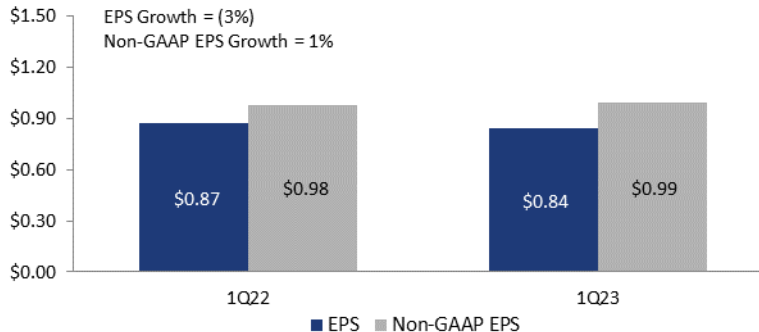
Gross Profit and Gross Margin (\$mm)



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

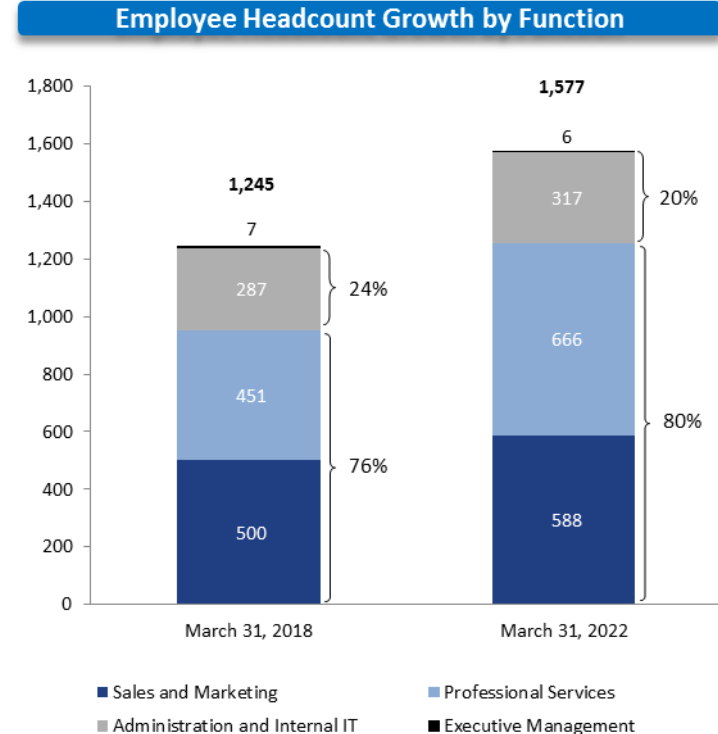


EPS and Non-GAAP EPS *



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 303 from FY18 to FY22, which represented 91% of the total increase in headcount.
- + Leveraging our operational infrastructure as we expand.



Strong Balance Sheet

- + \$83 million in cash and equivalents
- + Financing portfolio of \$144 million, representing investments in leases and notes
- + Portfolio monetization can be utilized to raise additional cash
- + \$375 million credit limit with Wells Fargo Commercial Distribution Finance, LLC (WFCDF)
- + ROIC 14.1% for the twelve months ended June 30, 2022¹

¹ See details in Appendix – Return on Invested Capital

\$ in millions

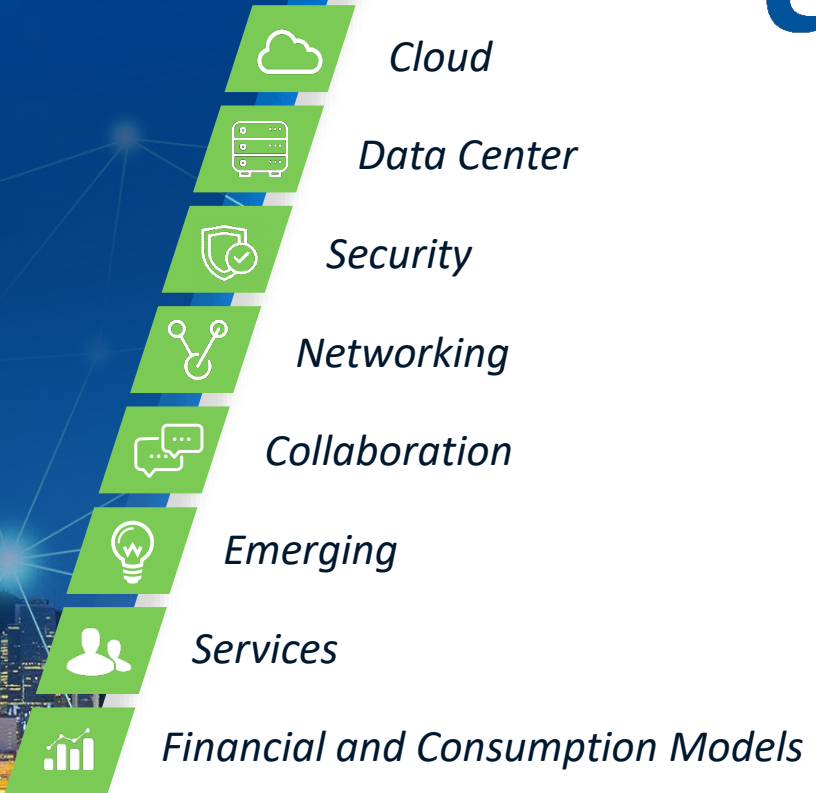
| | Assets | June 30, 2022 | March 31, 2022 |
|---|-----------------------------|---------------|----------------|
| Cash and equivalents | | \$ 83 | \$ 155 |
| Accounts receivable | | 530 | 479 |
| Inventory | | 247 | 155 |
| Financing investments | | 144 | 126 |
| Goodwill & other intangibles | | 151 | 154 |
| Property & equipment , deferred costs and other | | 101 | 97 |
| Total assets | | \$ 1,256 | \$ 1,166 |
| | Liabilities | | |
| Accounts payable | | \$ 304 | \$ 281 |
| Recourse notes payable | | 51 | 13 |
| Non-recourse notes payable | | 27 | 21 |
| Other liabilities | | 198 | 190 |
| Total liabilities | | \$ 580 | \$ 505 |
| | Shareholders' Equity | | |
| Equity | | 676 | 661 |
| Total liabilities & equity | | \$ 1,256 | \$ 1,166 |

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





e^+

Appendix

Non-GAAP Financial Information

\$ in thousands

| | Year Ended March 31, | | | | | TTM Ended June 30, | |
|---|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| | 2022 | 2021 | 2020 | 2019 | 2018 | 2022 | 2021 |
| Technology segment net sales [1] | \$ 1,733,036 | \$ 1,507,954 | \$ 1,530,138 | \$ 1,329,520 | \$ 1,372,765 | \$ 1,781,463 | \$ 1,567,088 |
| Costs incurred related to sales of third-party maintenance, software assurance and subscription/SaaS licenses, and servi | 887,578 | 755,911 | 697,747 | 589,475 | 526,920 | 908,087 | 783,390 |
| Adjusted gross billings | <u>\$ 2,620,614</u> | <u>\$ 2,263,865</u> | <u>\$ 2,227,885</u> | <u>\$ 1,918,995</u> | <u>\$ 1,899,685</u> | <u>\$ 2,689,550</u> | <u>\$ 2,350,478</u> |
| Net earnings | \$ 105,600 | \$ 74,397 | \$ 69,082 | \$ 63,192 | \$ 55,122 | \$ 104,421 | \$ 80,555 |
| Provision for income taxes | 41,284 | 32,509 | 26,877 | 23,038 | 28,769 | 40,918 | 33,831 |
| Depreciation and amortization [2] | 14,646 | 13,951 | 14,156 | 11,824 | 9,921 | 13,930 | 14,361 |
| Share based compensation | 7,114 | 7,167 | 7,954 | 7,244 | 6,464 | 7,152 | 6,995 |
| Acquisition and integration expense | - | 271 | 1,676 | 1,813 | 2,150 | - | 242 |
| Interest and financing costs [3] | 928 | 521 | 294 | - | - | 907 | 415 |
| Other (income) expense [4] | 432 | (571) | (680) | (6,696) | 348 | 2,708 | (596) |
| Adjusted EBITDA | <u>\$ 170,004</u> | <u>\$ 128,245</u> | <u>\$ 119,359</u> | <u>\$ 100,415</u> | <u>\$ 102,774</u> | <u>\$ 170,036</u> | <u>\$ 135,803</u> |
| Adjusted EBITDA margin | <u>9.3%</u> | <u>8.2%</u> | <u>7.5%</u> | <u>7.3%</u> | <u>7.2%</u> | <u>9.1%</u> | <u>8.3%</u> |

[1] Amounts for fiscal year 2018 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, | |
|---|----------------------|------------|-----------|-----------|-----------|--------------------|------------|
| | 2022 | 2021 | 2020 | 2019 | 2018 | 2022 | 2021 |
| GAAP: Earnings before tax | \$ 146,884 | \$ 106,906 | \$ 95,959 | \$ 86,230 | \$ 83,891 | \$ 145,339 | \$ 114,386 |
| Share based compensation | 7,114 | 7,167 | 7,954 | 7,244 | 6,464 | 7,152 | 6,995 |
| Acquisition and integration expense | - | 271 | 1,676 | 1,813 | 2,150 | - | 242 |
| Acquisition related amortization expense [1] | 10,072 | 9,116 | 9,217 | 7,423 | 5,978 | 9,559 | 9,584 |
| Other (income) expense [2] | 432 | (571) | (680) | (6,696) | 348 | 2,708 | (596) |
| Non-GAAP: Earnings before taxes | 164,502 | 122,889 | 114,126 | 96,014 | 98,831 | 164,758 | 130,611 |
| GAAP: Provision for income taxes | 41,284 | 32,509 | 26,877 | 23,038 | 28,769 | 40,918 | 33,831 |
| Share based compensation | 2,014 | 2,188 | 2,218 | 1,988 | 1,866 | 2,026 | 2,097 |
| Acquisition and integration expense | - | 78 | 490 | 522 | 621 | - | 69 |
| Acquisition related amortization expense [1] | 2,803 | 2,730 | 2,487 | 1,916 | 1,598 | 2,663 | 2,820 |
| Other (income) expense [2] | 120 | (143) | (200) | (1,702) | 101 | 771 | (148) |
| Re-measurement of deferred taxes [3] | - | - | - | - | 1,654 | - | - |
| Adjustment to U.S. federal income tax rate to 21% | - | - | - | - | (7,635) | - | - |
| Tax benefit (expense) on restricted stock | 317 | (40) | 87 | 672 | 1,444 | 256 | 229 |
| Non-GAAP: Provision for income taxes | 46,538 | 37,322 | 31,959 | 26,434 | 28,418 | 46,634 | 38,898 |
| Non-GAAP: Net earnings | \$ 117,964 | \$ 85,567 | \$ 82,167 | \$ 69,580 | \$ 70,413 | \$ 118,124 | \$ 91,713 |
| GAAP: Net earnings per common share – diluted [4] | \$ 3.93 | \$ 2.77 | \$ 2.57 | \$ 2.33 | \$ 1.97 | \$ 3.90 | \$ 3.00 |
| Share based compensation | 0.20 | 0.19 | 0.22 | 0.18 | 0.17 | 0.19 | 0.19 |
| Acquisition and integration expense | - | 0.01 | 0.04 | 0.04 | 0.05 | - | - |
| Acquisition related amortization expense [1] | 0.26 | 0.24 | 0.25 | 0.19 | 0.16 | 0.25 | 0.25 |
| Other (income) expense [2] | 0.01 | (0.02) | (0.02) | (0.16) | 0.01 | 0.07 | (0.01) |
| Re-measurement of deferred taxes [3] | - | - | - | - | (0.06) | - | - |
| Adjustment to U.S. federal income tax rate to 21% | - | - | - | - | 0.27 | - | - |
| Tax benefit (expense) on restricted stock | (0.01) | - | - | (0.02) | (0.05) | (0.01) | (0.01) |
| Total non-GAAP adjustments – net of tax | \$ 0.46 | \$ 0.42 | \$ 0.49 | \$ 0.23 | \$ 0.55 | \$ 0.50 | \$ 0.42 |
| Non-GAAP: Net earnings per common share – diluted [4] | \$ 4.39 | \$ 3.19 | \$ 3.06 | \$ 2.56 | \$ 2.52 | \$ 4.40 | \$ 3.42 |

[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.

[4] 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, | |
|--|-----------------------------|------------|
| | 2022 | 2021 |
| Technology segment net sales | \$ 448,785 | \$ 400,358 |
| Costs incurred related to sales of third-party maintenance, software assurance and subscription/SaaS licenses, and services | 253,158 | 232,649 |
| Adjusted gross billings | \$ 701,943 | \$ 633,007 |
| Net earnings | \$ 22,339 | \$ 23,518 |
| Provision for income taxes | 8,691 | 9,057 |
| Depreciation and amortization [1] | 3,210 | 3,926 |
| Share based compensation | 1,773 | 1,735 |
| Interest and financing costs [2] | 138 | 159 |
| Other (income) expense [3] | 2,153 | (123) |
| Adjusted EBITDA | \$ 38,304 | \$ 38,272 |
| Adjusted EBITDA margin | 8.4% | 9.2% |
| GAAP: Earnings before tax | \$ 31,030 | \$ 32,575 |
| Share based compensation | 1,773 | 1,735 |
| Acquisition related amortization expense [4] | 2,183 | 2,696 |
| Other (income) expense [3] | 2,153 | (123) |
| Non-GAAP: Earnings before provision for income taxes | 37,139 | 36,883 |
| GAAP: Provision for income taxes | 8,691 | 9,057 |
| Share based compensation | 508 | 496 |
| Acquisition related amortization expense [4] | 617 | 757 |
| Other (income) expense [3] | 616 | (35) |
| Tax benefit (expense) on restricted stock | 194 | 255 |
| Non-GAAP: Provision for income taxes | 10,626 | 10,530 |
| Non-GAAP: Net earnings | \$ 26,513 | \$ 26,353 |
| GAAP: Net earnings per common share – diluted | \$ 0.84 | \$ 0.87 |
| Share based compensation | 0.04 | 0.05 |
| Acquisition related amortization expense [4] | 0.06 | 0.07 |
| Other (income) expense [3] | 0.06 | - |
| Tax benefit (expense) on restricted stock | (0.01) | (0.01) |
| Total non-GAAP adjustments – net of tax | \$ 0.15 | \$ 0.11 |
| Non-GAAP: Net earnings per common share – diluted [5] | \$ 0.99 | \$ 0.98 |

[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.

Return on Invested Capital

\$ in thousands

| | Year Ended March 31, | | | | | TTM Ended June 30, | |
|----------------------------------|----------------------|-------------------|-------------------|-------------------|-------------------|--------------------|-------------------|
| | 2022 | 2021 | 2020 | 2019 | 2018 | 2022 | 2021 |
| <i><u>Numerator</u></i> | | | | | | | |
| Operating income | \$ 147,316 | \$ 106,335 | \$ 95,279 | \$ 79,534 | \$ 84,239 | \$ 148,047 | \$ 113,790 |
| Less: Taxes [1] | (41,396) | (32,326) | (26,678) | (21,236) | (28,894) | (41,675) | (33,659) |
| Net operating profit after taxes | <u>\$ 105,920</u> | <u>\$ 74,009</u> | <u>\$ 68,601</u> | <u>\$ 58,298</u> | <u>\$ 55,345</u> | <u>\$ 106,372</u> | <u>\$ 80,131</u> |
| <i><u>Denominator</u></i> | | | | | | | |
| Recourse notes payable | \$ 13,108 | \$ 18,108 | \$ 37,256 | \$ 28 | \$ 1,343 | \$ 51,407 | \$ 17,013 |
| Non-recourse notes payable | 21,178 | 56,061 | 35,502 | 48,619 | 50,935 | 26,442 | 15,287 |
| Total stockholders' equity | 660,738 | 562,410 | 486,145 | 424,253 | 372,603 | 676,288 | 583,619 |
| Total invested capital | <u>\$ 695,024</u> | <u>\$ 636,579</u> | <u>\$ 558,903</u> | <u>\$ 472,900</u> | <u>\$ 424,881</u> | <u>\$ 754,137</u> | <u>\$ 615,919</u> |
| Return on invested capital | <u>15.2%</u> | <u>11.6%</u> | <u>12.3%</u> | <u>12.3%</u> | <u>13.0%</u> | <u>14.1%</u> | <u>13.0%</u> |

[1] Based on the effective income tax rates.



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