*e*Plus




EXCELLENCE THROUGH EXPERIENCE

Sidoti Investor Presentation

March 2014

Safe Harbor Statement

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; 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, 2013 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 ***e***Plus undertakes no duty or obligation to update this information.

Why Invest in *e*Plus

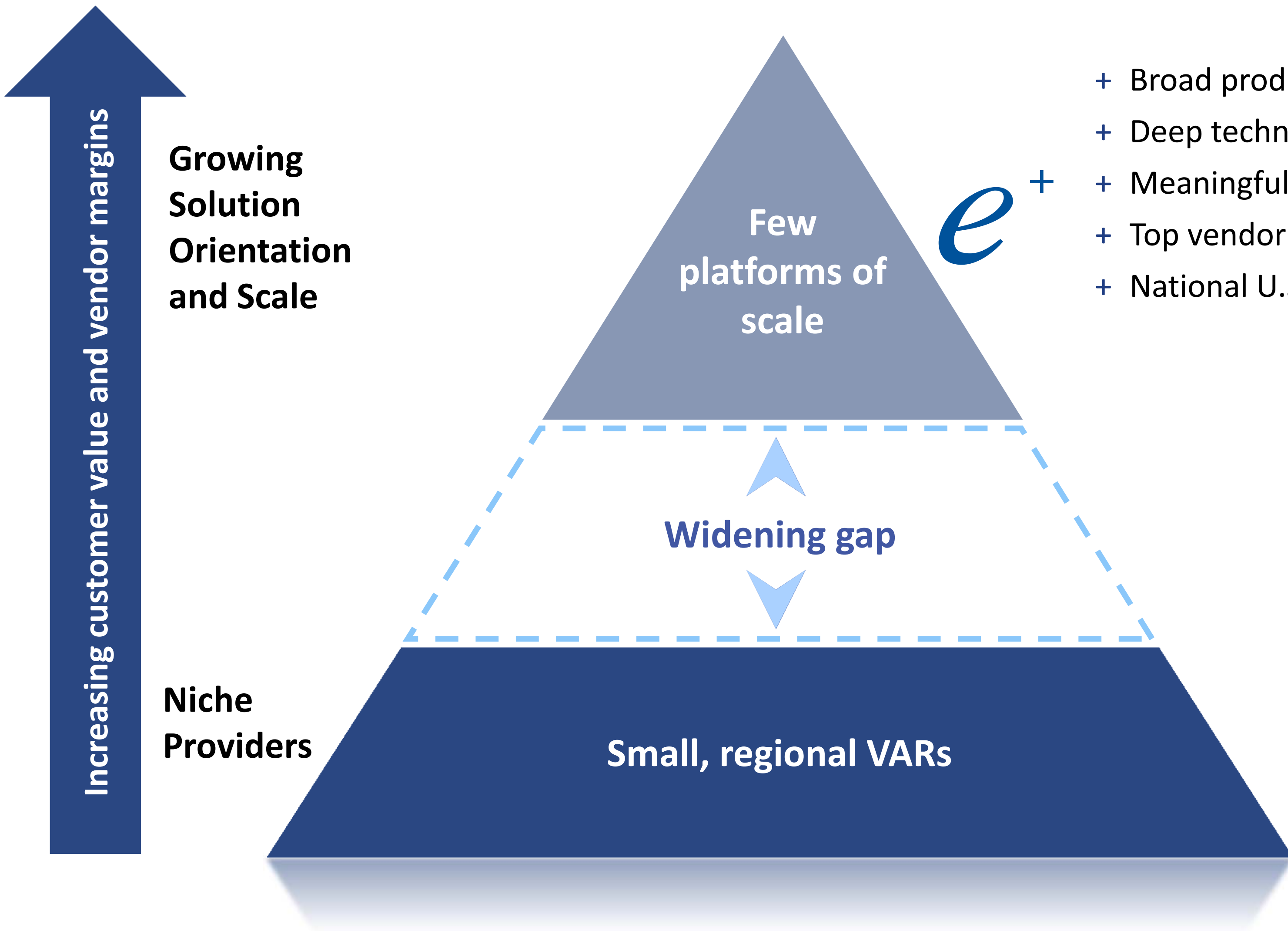
Phil Norton, CEO

ePlus at a Glance

+ Leading provider of technology solutions and IT products, advanced technology engineering services, proprietary software and financing
+ Focused on cloud, data center, security, networking and collaboration solutions
+ Technology partners include Cisco, EMC, HP, NetApp and VMware
+ LTM (12/31/13) revenue: $1,034 million
  - 21% CAGR FY10-FY13
+ LTM (12/31/13) net earnings: $35 million
  - 40% CAGR FY10-FY13
+ Headquarters: Herndon, Virginia
+ 961 employees

Note: Fiscal year ends March 31

ePlus is Well Positioned in the Market



+ Broad product/service offering
+ Deep technical expertise
+ Meaningful vendor relationships
+ Top vendor certifications
+ National U.S. footprint

- Narrower solutions focus
- Regionally oriented
- Limited Scale

Breadth of Products + Vendor Focus + Service Capability = High Value Add

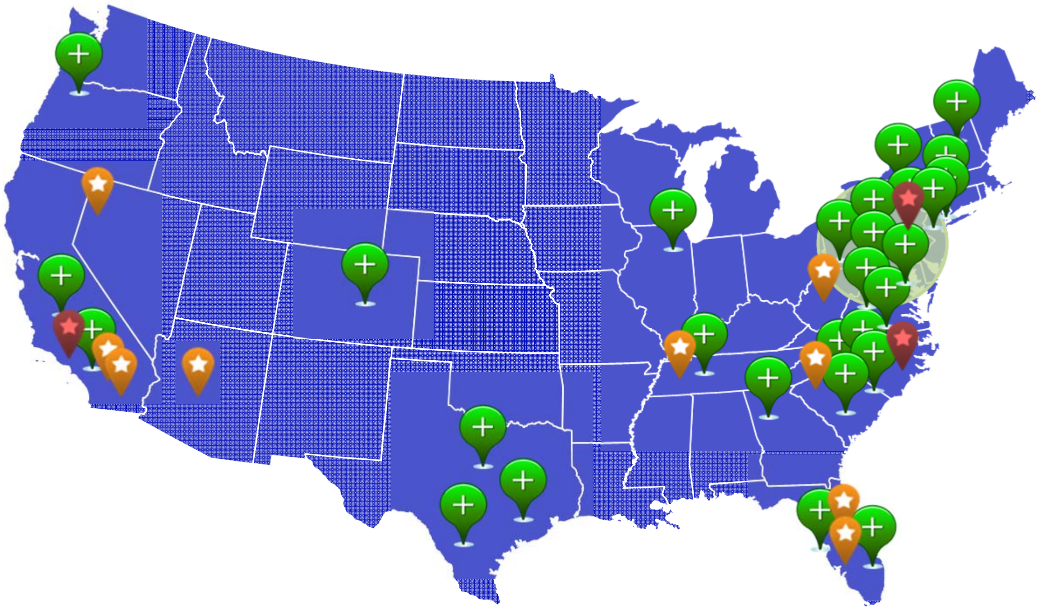
Investment Highlights

- + Large addressable market with substantial growth opportunities driven by increasing IT complexity
- + Broad and diverse customer base across a wide range of end markets
- + Differentiated business model serving entire IT lifecycle – solutions, services, software, financing
- + Deep expertise in advanced technology to address emerging data center and IT infrastructure trends
- + Strategic ability to design and integrate cloud systems across multiple vendors
- + Proven track record of successfully integrating and growing acquisitions
- + Strong financial performance characterized by growth and profitability

Business Overview

Mark Marron, COO

National Footprint with Opportunity to Expand



+ Regional Offices ★Sales Offices ★Managed Service Center

- 350+ sales resources
- 260+ engineering professionals
- Serving middle-market clients to large multinational enterprises
- Customer-centric project management

Targeted M&A Strategy with Track Record of Success

ADVISTOR IT INFRASTRUCTURE

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

pbm IT Solutions

- February 2012
- SoCal Cisco reseller
- Acquired new customers & west coast NOC

VANTICORE

- January 2012
- Northern New England
- Gained state contracts and Cisco Call Center Express expertise

NCC NETWORKS

- June 2011
- Security expertise & Security Operations Center (SOC)
- Acquired nationwide security sales capabilities

INTERCHANGE TECHNOLOGIES INC

- November 2010
- Tandberg Platinum VAR
- Acquired Cisco/Tandberg resale capability nationwide

The Problem

- Increasing complexity (security, big data, cloud, BYOD, VXI)
- Need to save costs through:
  - Virtualization
  - Cloud computing
  - Improving spend management practices
- Proliferation of mobile devices
- Increased security concerns
- Multi vendor solutions
- Optimizing spend & asset management

End-to-End Suite of Customized Solutions

DATA CENTER

+ Cloud Computing
+ Virtual Desktop Infrastructure / VXI
+ 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

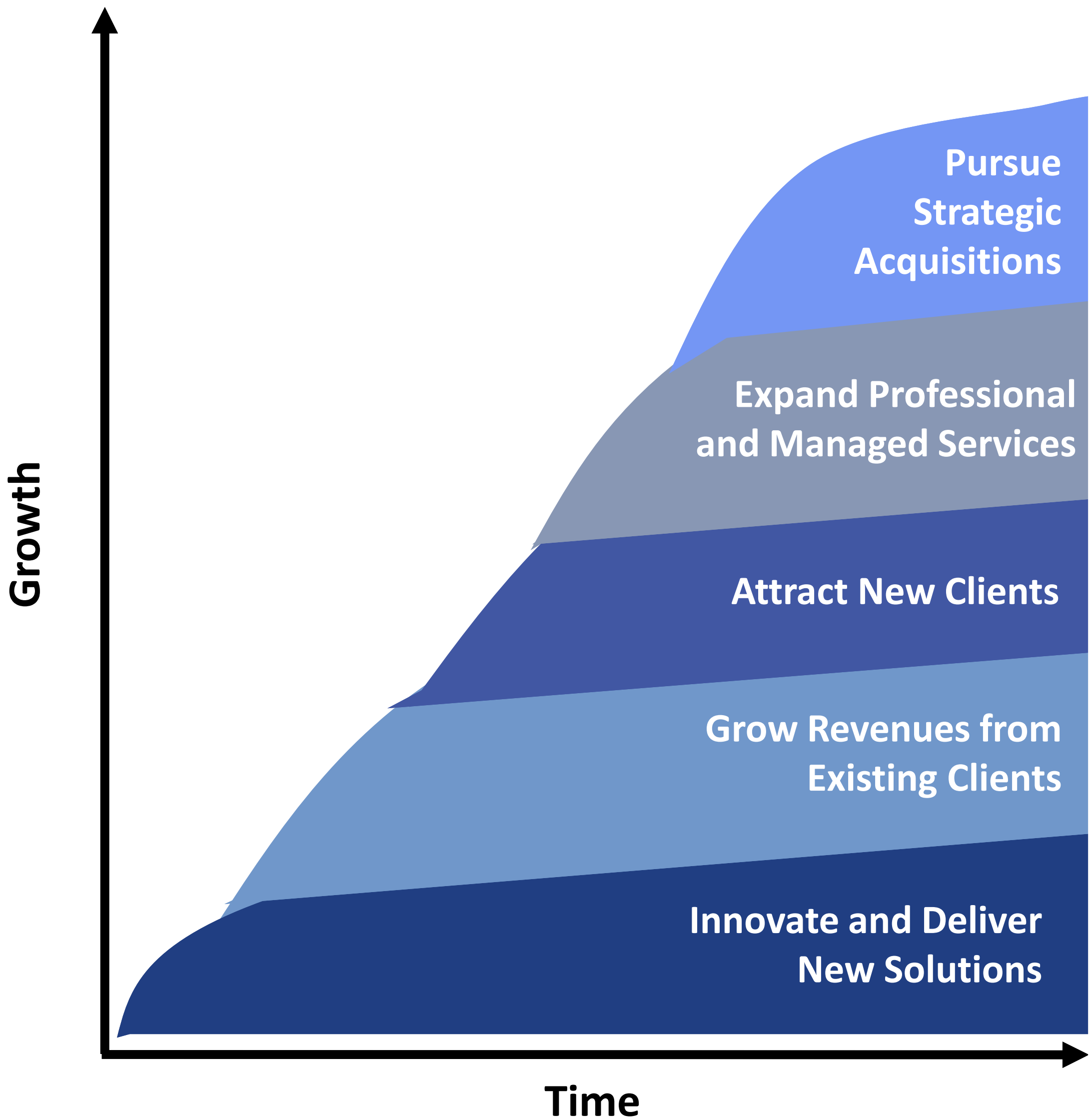
SERVICES

+ Assessments
+ Consulting
+ Project Management
+ Staging & Configuration

SECURITY

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

Growth Strategy



- 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

Critical Partner to Vendors and Customers

Vendors

- + Extension of internal sales force
- + Incremental technical resources
- + Established customer base
- + Increasing reliance on the channel by Tier 1 vendors like Cisco, EMC, HP, Microsoft and NetApp

- + Fragmented vendor landscape is becoming increasingly specialized

- + Data Center/Cloud
- + Collaboration
- + Infrastructure
- + Security
- + Services
- + Proprietary Software
- + Emerging Technologies
- + Financing

Customers

- + Best-of-breed solutions
- + Trusted IT advisor
- + Vendor agnostic
- + Top-level certifications
- + Value-added services

- + IT organizations are facing increased complexity; solutions orientation

Estimated that 60% of total IT Spend goes through indirect channels and is increasing

Financial Overview

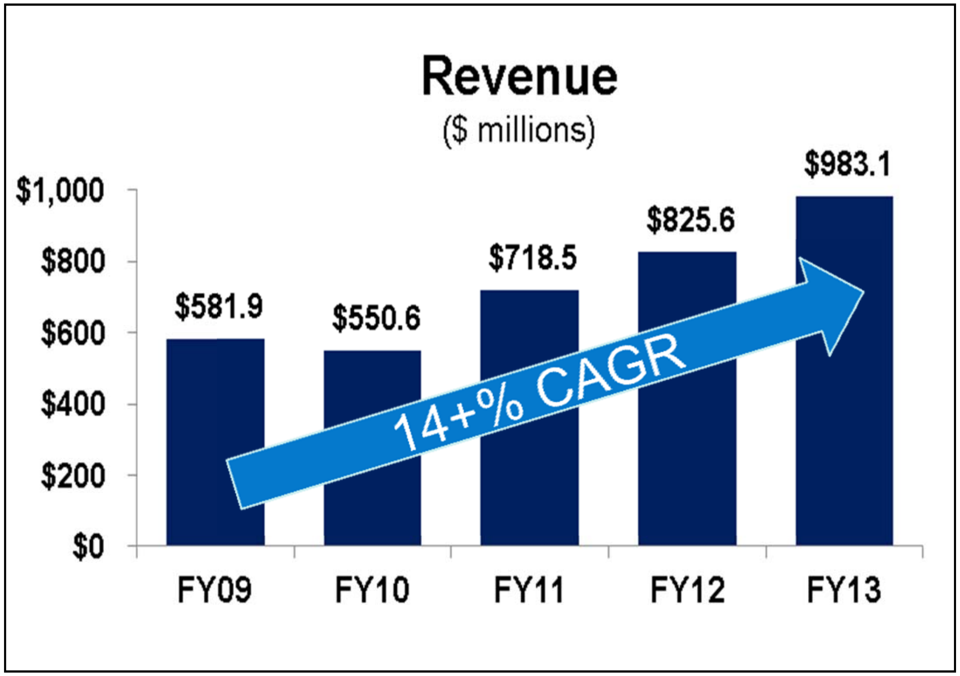
Elaine Marion, CFO

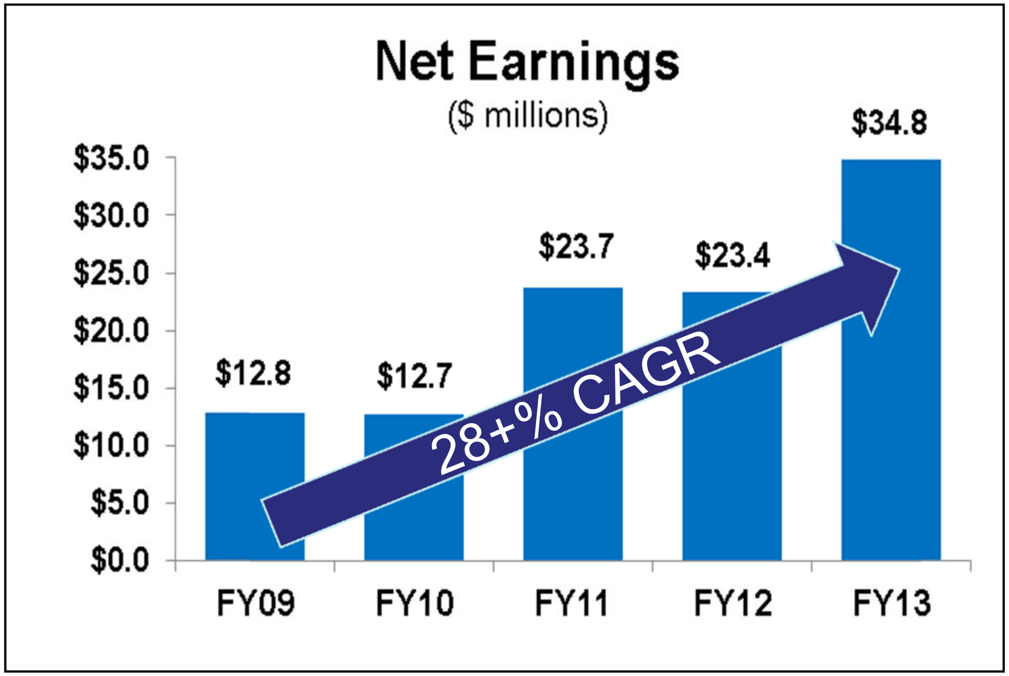
Financial Highlights

- Track record of revenue and profitability growth
- Two operating segments: technology and financing
- Investing in headcount to drive continued growth
- Strong balance sheet

Financial Results for the Year Ended March 31, 2013

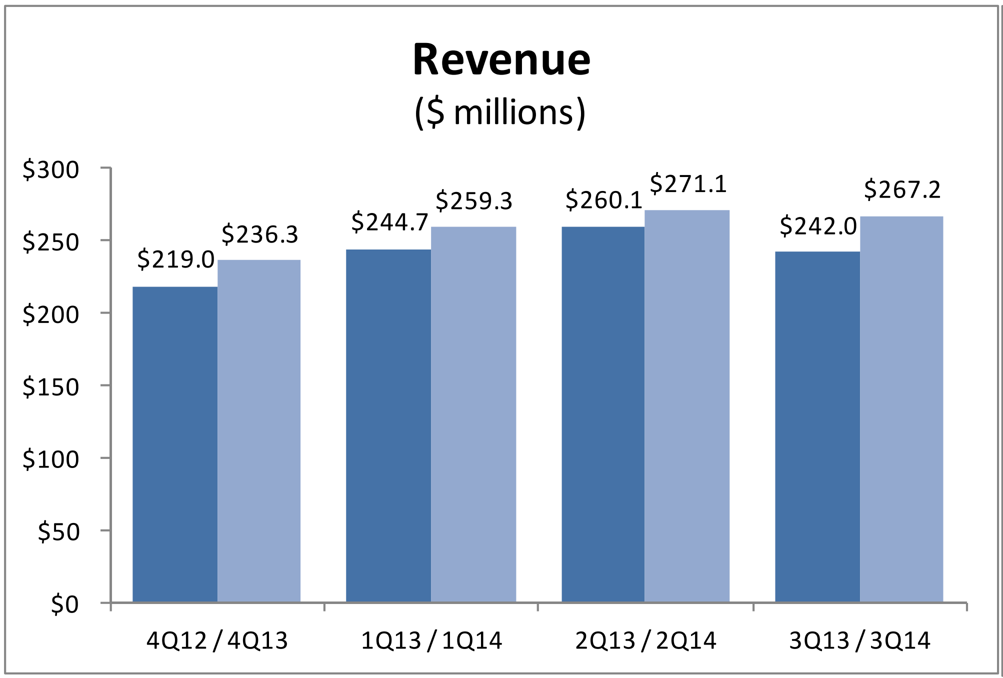
- Revenues totaled $983.1 million, up 19.1% to year-over-year
- Sales of product & services totaled $936.2 million, up 19.3% year-over-year
- Gross margin on product & services was 18.0%, as compared to 17.8% in FY12
- Net earnings totaled $34.8 million, an increase of 49.1% from $23.4 million for the year ended March 31, 2012
- A special cash dividend of $2.50 per share was paid in December 2012

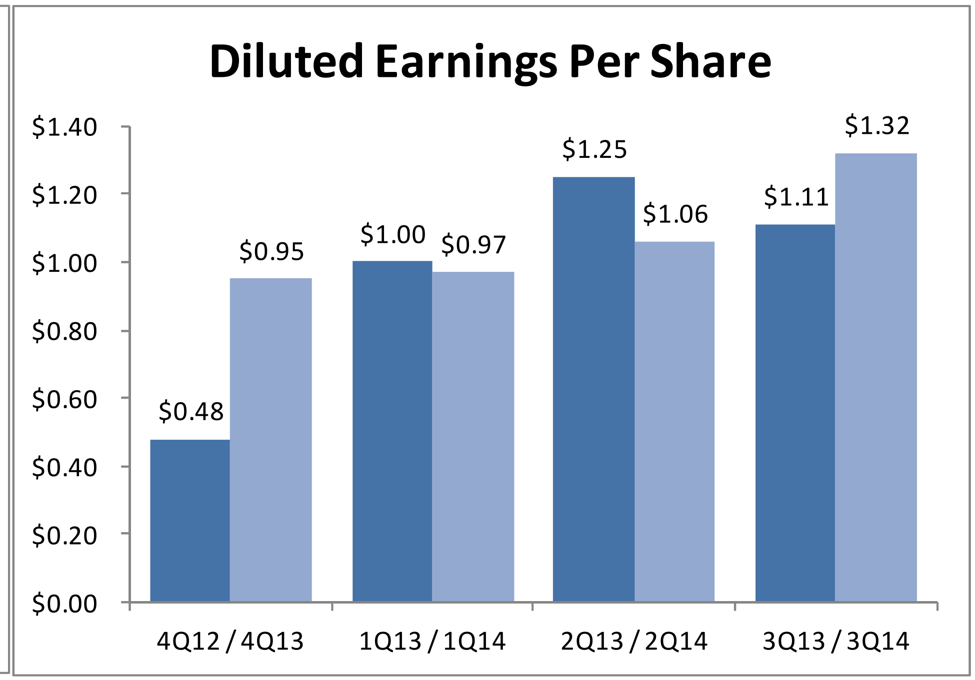




Financial Results for the Quarter Ended 12/31/2013 (3Q14)

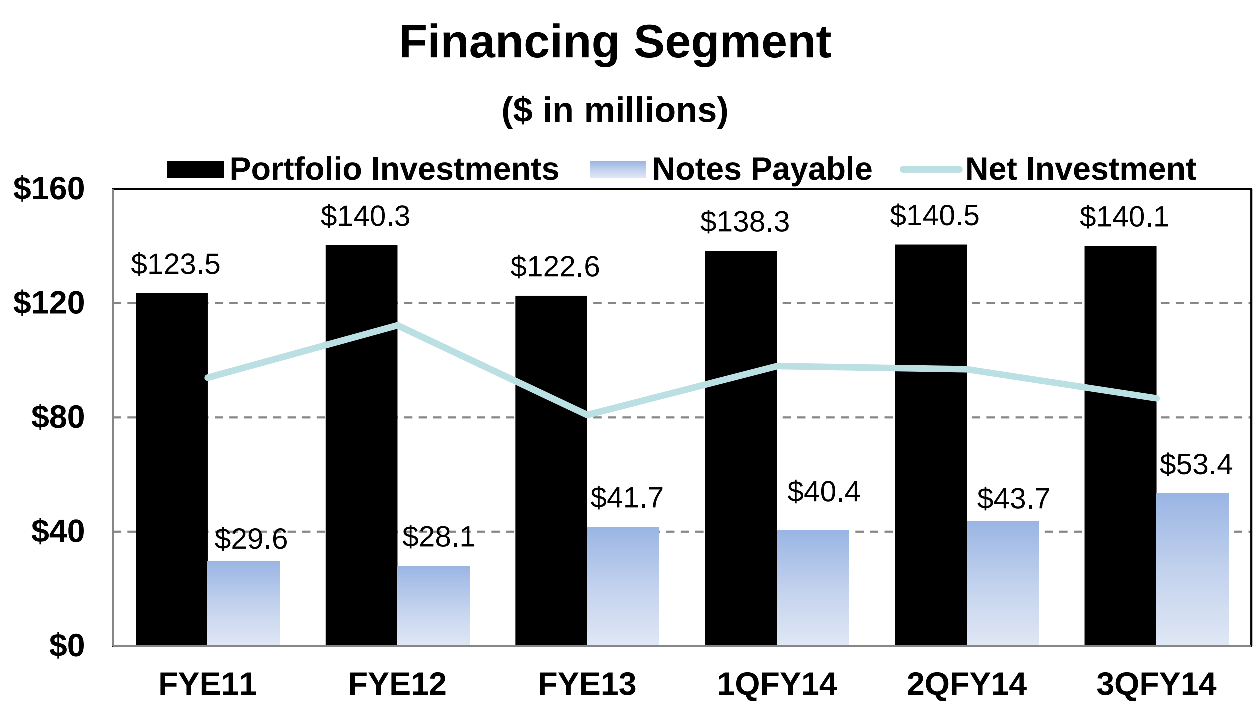
- Revenues totaled $267.2 million, up 10.4% year-over-year
- Sales of product & services totaled $255.7 million, up 12.1% year-over-year
- Gross margin on product & services was 18.9%, as compared to 17.5% in 3Q13
- Net earnings totaled $10.6 million, or $1.32 per diluted share, as compared to $9.0 million, or $1.11 per diluted share, for the quarter ended December 30, 2013





Strong Balance Sheet

- Cash and cash equivalents: $40.5 million as of 12/31/2013
- Cash used to date in FY2014 included $7.8 million in stock repurchases, the acquisition of AdviStor, Inc, and purchases of equipment and software that we finance for our customers.
- Financing segment portfolio of $140.1 million representing investments in leases and notes as of 12/31/2013
- Portfolio monetization can be used to raise additional cash



Segment Results

+ Technology Segment

Sales

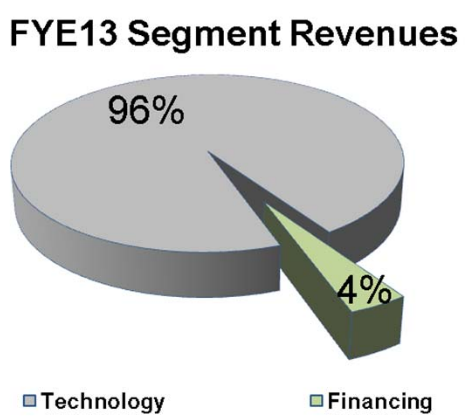
- For the year ended March 31, 2013 (FYE13), Cisco sales generated 48% of revenue; HP sales generated 11% of revenue
- Tiered manufacturer incentive programs and rebates
- Broad range of product categories

Services

- Revenues are both project based as well as recurring managed services and staff augmentation

ePlus Software

- Revenues are primarily SAAS, annual maintenance, and services

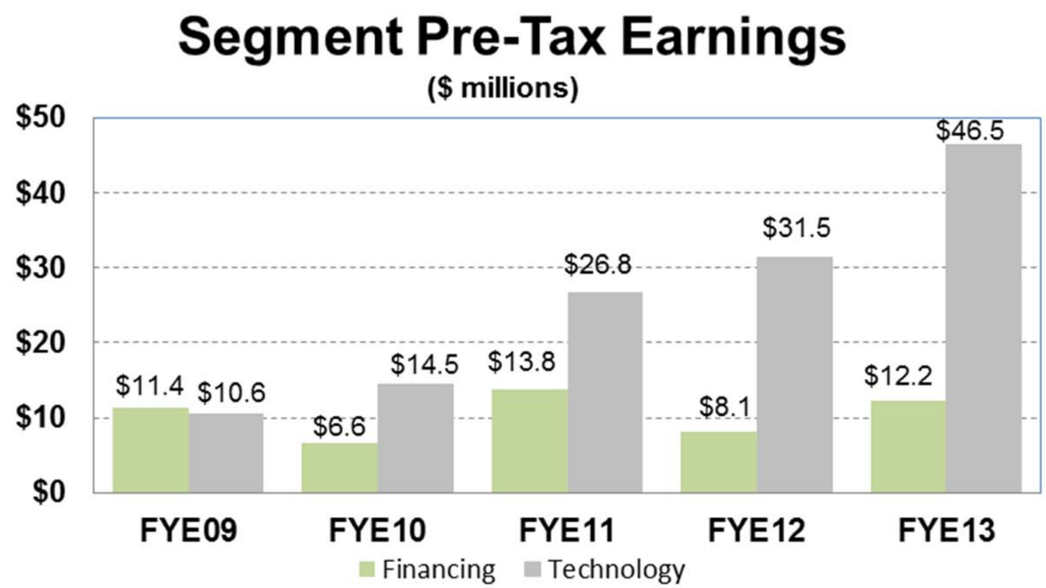


+ Financing Segment

- Operating and direct finance leases
- Ability to hold leases on balance sheet or syndicate debt and equity

Quarter Ended December 31, 2013

($000s)	Technology			Finance		
	2013	2012	% Change	2013	2012	% Change
Revenue	$ 257,940	$ 229,413	12.4%	$ 9,242	$ 12,612	(26.7%)
PreTax Earnings	15,231	10,187	49.5%	2,822	5,342	(47.2%)



Investing in Future Growth

+ Increasing headcount to drive future growth
+ Grew headcount by 10.6% over prior year 12/31/2012
+ Investments primarily in sales and engineering
+ Expanding geographic footprint and solution offerings

Investment Summary

+ Large fragmented market
+ History of consistent growth and profitability
+ Differentiated business model serving entire IT lifecycle
+ Key industry partnerships
+ Deep expertise in advanced technology and commitment to operational excellence
+ Multiple growth drivers
+ Strong balance sheet

Contact Information

Kley Parkhurst, SVP

e**Plus inc.**

(703) 984-8150

[investors@*e*plus.com](mailto:investors@eplus.com)

*e*Plus inc.

13595 Dulles Technology Drive

Herndon, VA 20171-3413

(703) 984-8400

www.*e*plus.com

