*e*Plus




EXCELLENCE THROUGH EXPERIENCE

Investor Presentation

January 2015

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; 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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Mark Marron
Chief Operating Officer

EXCELLENCE THROUGH EXPERIENCE

*e*Plus at a Glance

- 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
- 979 employees as of 9/30/2014

Note: Fiscal year ends March 31
[1] See appendix for operating income calculation

Experienced Leadership Team with Strong Alignment of Interest

+ 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

	Phil Norton	Mark Marron	Elaine Marion	Dan Farrell
Years with *e*Plus:	19	8	15	6
Years of experience:	43	29	23	30

Kley Parkhurst
Senior Vice President, Corporate Development

Darren Raguel
EVP-Technology Sales

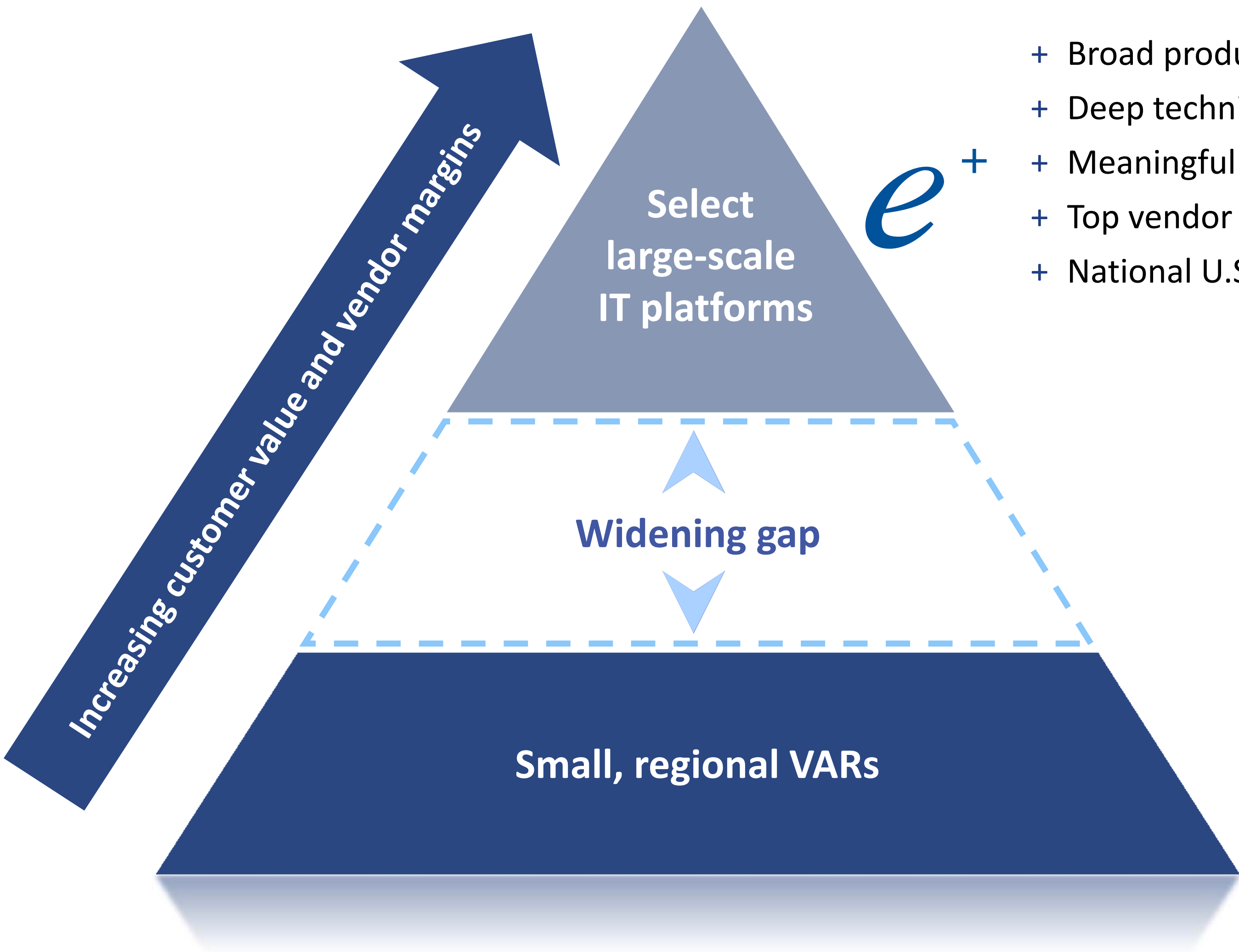
Mark Melvin
Chief Technology Officer

Steve Mencarini
Senior Vice President of Business Operations

Erica Stoecker
General Counsel

	Kley Parkhurst	Darren Raguel	Mark Melvin	Steve Mencarini	Erica Stoecker
Years with *e*Plus:	22	17	8	16	13
Years of experience:	26	22	31	33	18

*e*Plus 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

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

Investment Highlights

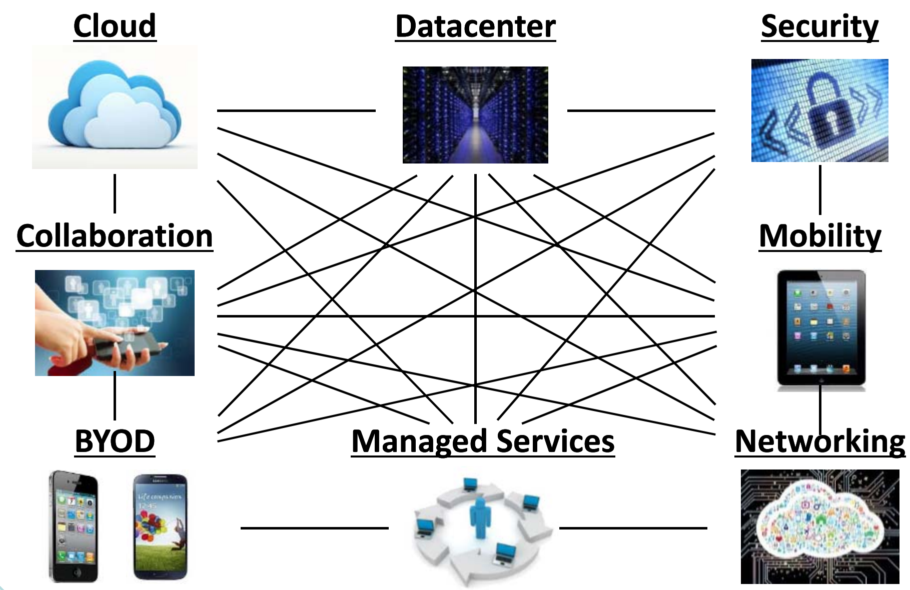
- Focused on growing service revenues to maintain and expand margins
- Investments in key engineering and sales personnel to drive growth in excess of market
- Growing geographic footprint offers entry into new regional markets
- Targeting new and existing client bases for revenue growth
- Robust balance sheet provides opportunity for accretive M&A

IT Market Needs Have Become Increasingly Complex

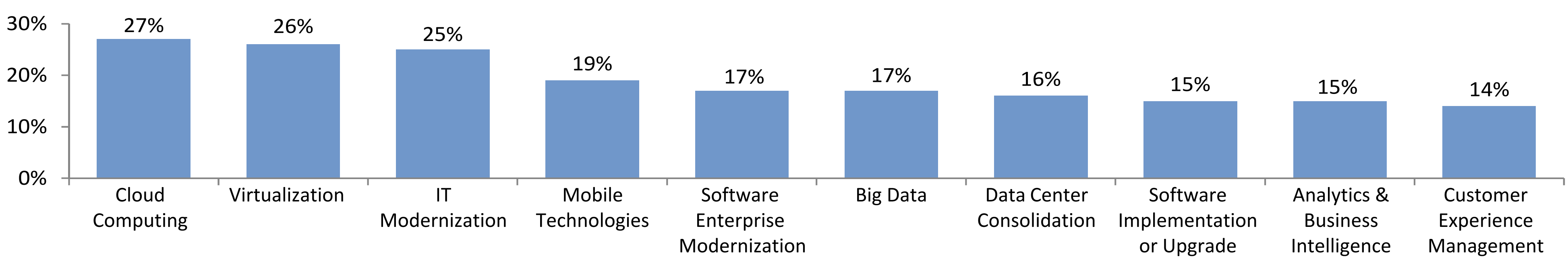
2000s

Software & Hardware Resale

Today



2013 Top 10 IT Budget Priorities [1]



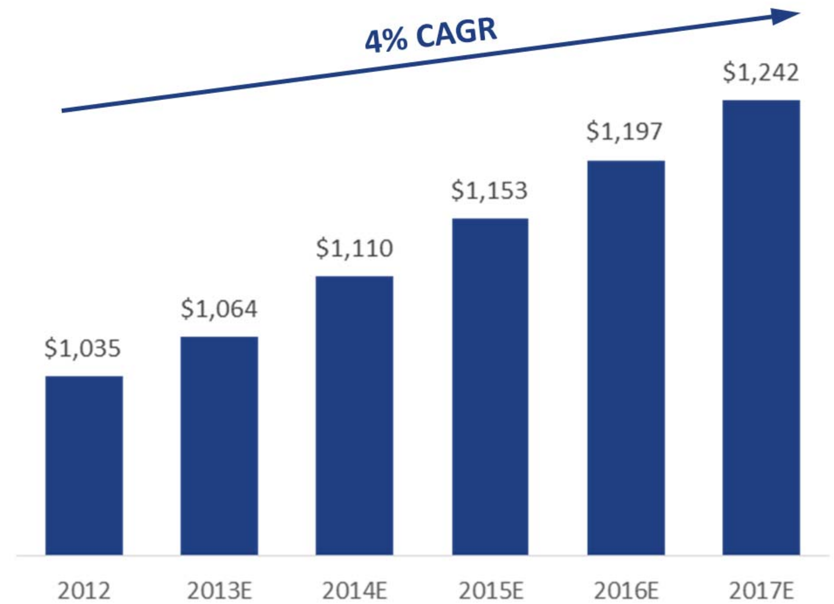
Customers increasingly seek partners capable of providing integrated hardware, software and services solutions

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

Large TAM with Solid Fundamentals

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]

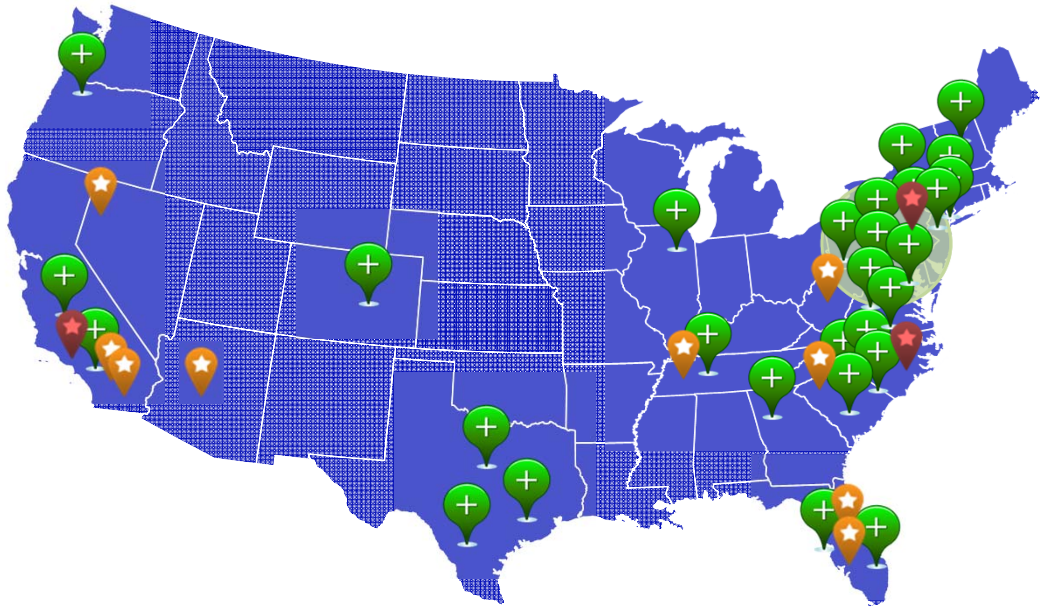
($ in billions)

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%

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

[2]Gartner, "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.)

Expanding Footprint and Capabilities



\+ Regional Offices ★Sales Offices ★Managed Service Center

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

Targeted M&A Strategy with Track Record of Success

EVOLVE TECHNOLOGY GROUP
- August, 2014 ($10.5 million)
- Sacramento Cisco VAR, largest Cisco VAR to State
- Grow western SLED business

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

pbm IT Solutions
- February 2012 ($7.0 million)
- SoCal Cisco reseller
- Acquired new customers & west coast NOC

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

NCC NETWORKS
- June 2011 ($3.5 million) [1]
- Security expertise & Security Operations Center (SOC)
- Acquired nationwide security sales capabilities

INTERCHANGE TECHNOLOGIES INC
- November 2010 ($1.8 million)
- Tandberg Platinum VAR
- Acquired Cisco/Tandberg resale capability nationwide

[1] Excludes contingent consideration of up to $3.2 million

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
+ Integration

SECURITY

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

Expanding Professional and Managed Services

+ **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

Independent Provider with Deep Strategic Relationships

Selected Strategic Partners

CISCO

+ Top vendor for *e*Plus, representing 48% of technology sales [1]
+ Networking, security, converged infrastructure
+ *e*Plus engineers are trained in 26 different Cisco product lines

hp

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

NetApp

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

EMC²

+ *e*Plus professionals maintain a variety of EMC engineering certifications
+ Networking storage and services

vmware

+ Virtual infrastructure solutions

Complemented by Additional Relationships

Apple, ca, Check Point SOFTWARE TECHNOLOGIES LTD., CITRIX, commvault solving forward, DELL, f5, IBM, intel, JUNIPER NETWORKS, McAfee, Microsoft, ORACLE

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

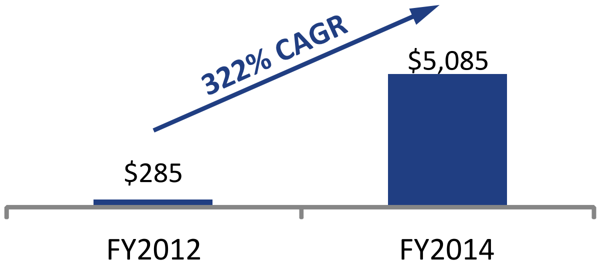
[1] Based on the year ended March 31, 2014

Deep Expertise and Experience with Emerging Vendors

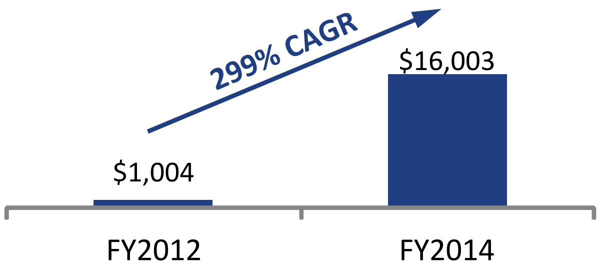
Selected Emerging Vendors

($ in thousands, FYE 3/31)

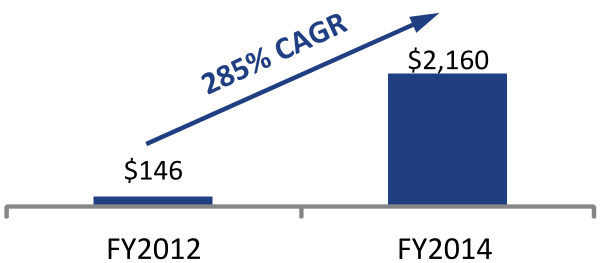
Vendor A



Vendor B



Vendor C



Featured Vendors

Storage

commvault solving forward · nimblestorage · PURESTORAGE

Security

Barracuda · FireEye · IMPERVA · paloalto NETWORKS

Big Data

cloudera · MAPR TECHNOLOGIES · splunk>

Network

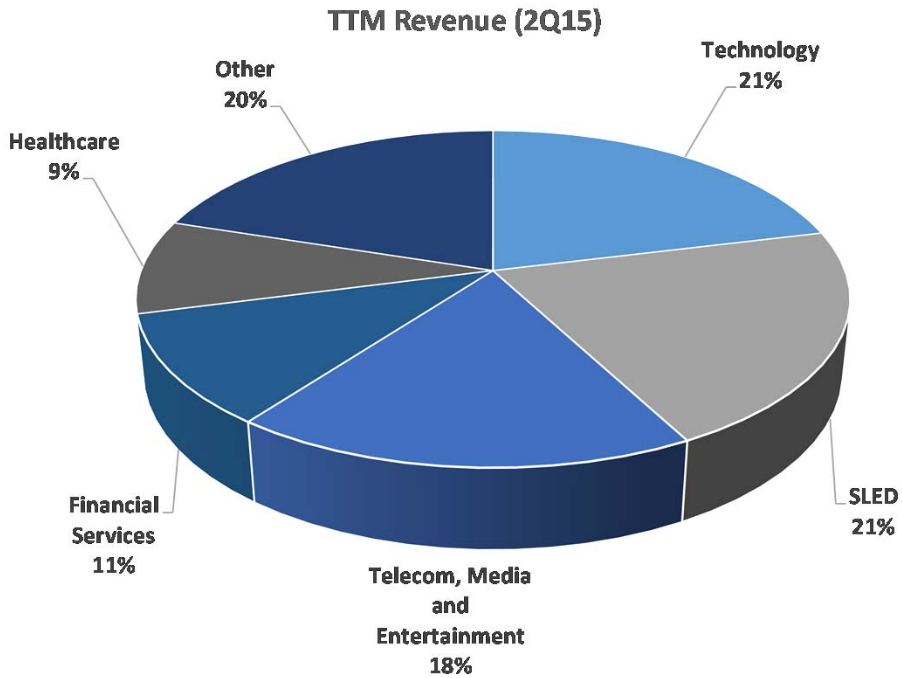
A10 Networks · ARISTA

Servers

seamicro · sTec

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

Broad and Diverse Customer Base



- 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

Select clients

Technology

- Adobe
- Bloomberg
- Cisco
- EA
- NetApp
- vmware

State & Local Government and Education

- Columbia University in the City of New York
- Johns Hopkins University
- Seal of the State of New Hampshire
- The Great Seal of the State of New Jersey
- Secretary of the Commonwealth, Pennsylvania

Telecom, Media & Entertainment

- Aol.
- Disney
- frontier
- Time Warner
- verizon

Financial Services

- Berkshire Hathaway Inc.
- Capital One
- FINRA
- Wells Fargo

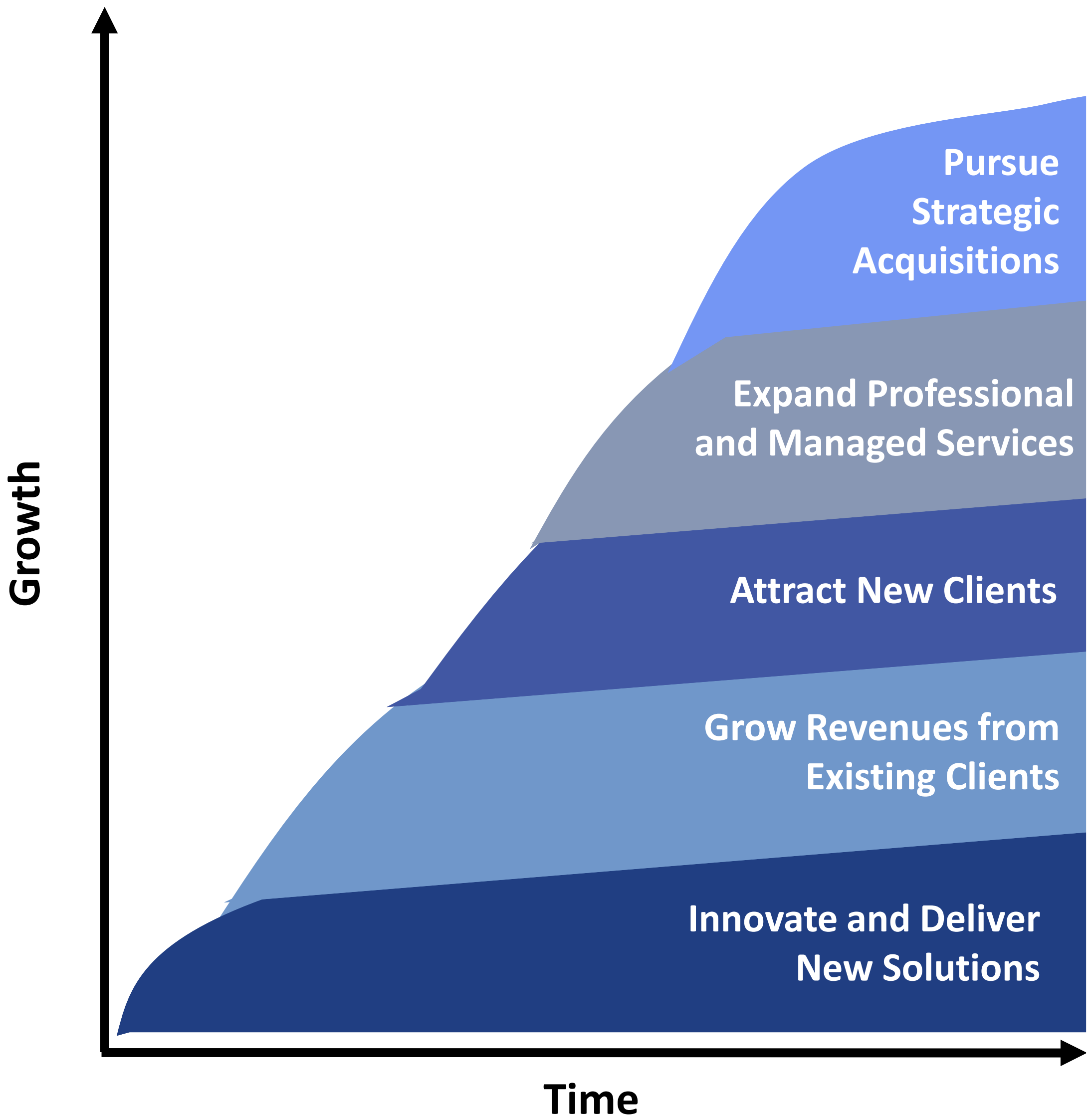
Healthcare

- INOVA
- NYP
- Quest Diagnostics
- Texas Children's Hospital
- Yale New Haven Health

Other

- Aaron's
- ALCOA
- American Eagle Outfitters
- CGI
- Facebook
- Freeport McMoRan Copper & Gold
- General Dynamics
- Hershey's
- jiffy lube
- Northrop Grumman

Multiple Vectors of Growth



- 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

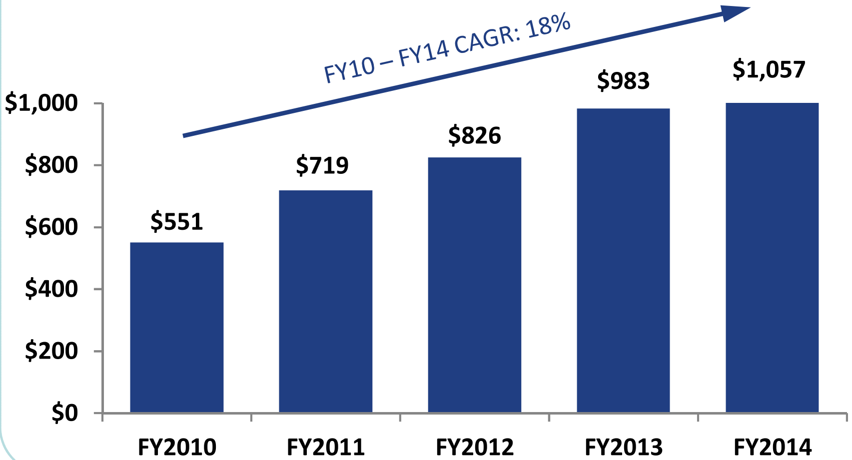
Elaine Marion
Chief Financial Officer

EXCELLENCE THROUGH EXPERIENCE

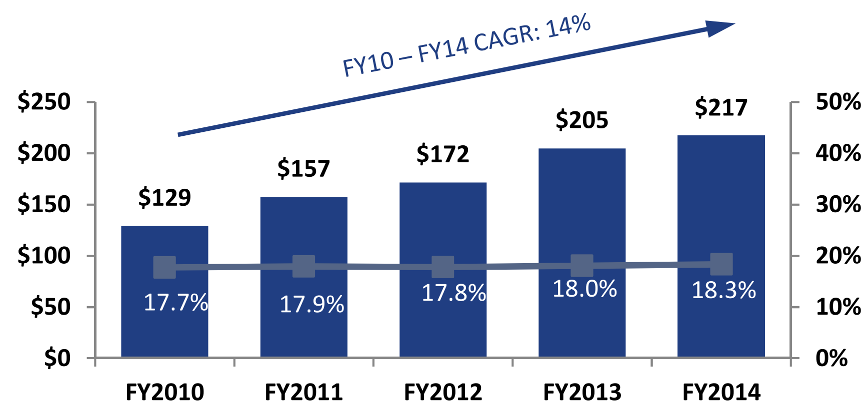
Impressive Financial Results

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

Revenue

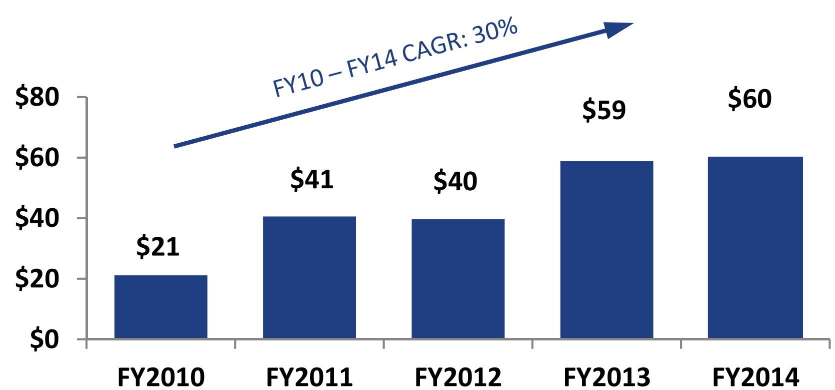


Gross Profit

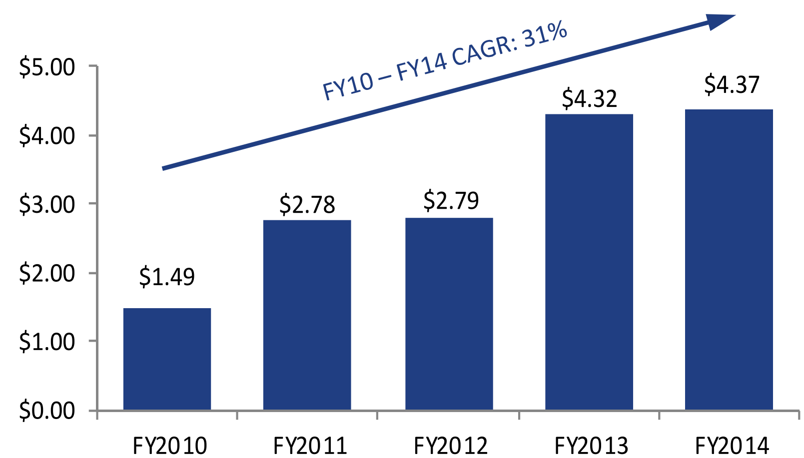


Gross Margin is on sales of products and services

Operating Income



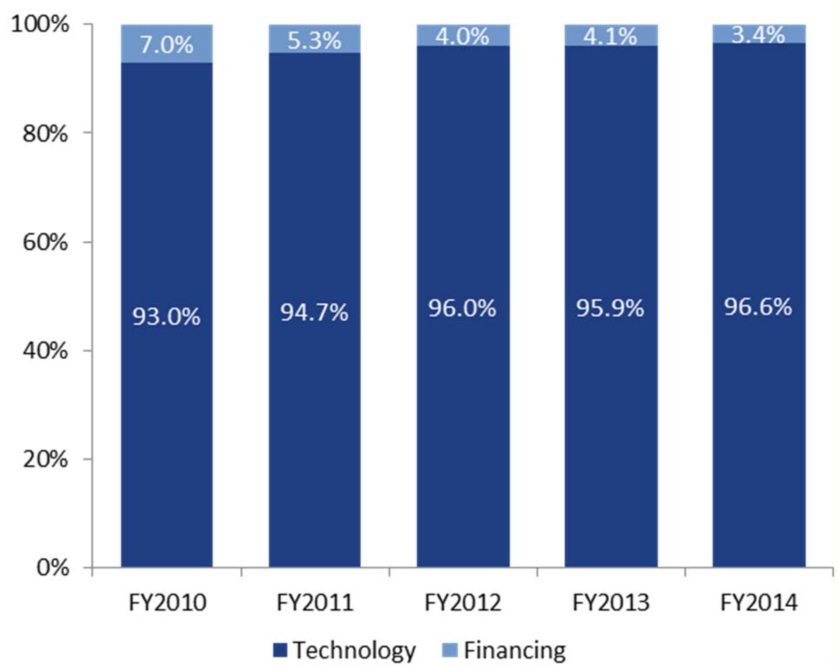
GAAP EPS



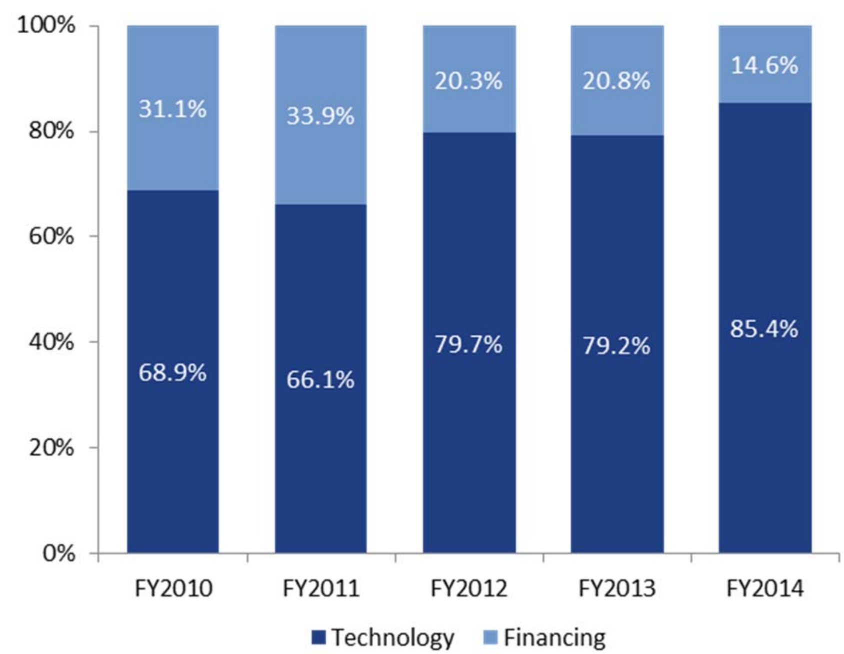
Financial Contribution, by Segment

($ in millions, FYE 3/31)

Revenue by Segment

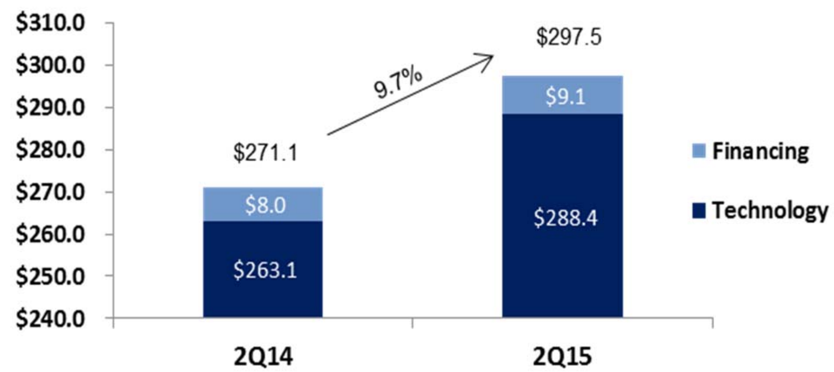


Pre-Tax Earnings by Segment

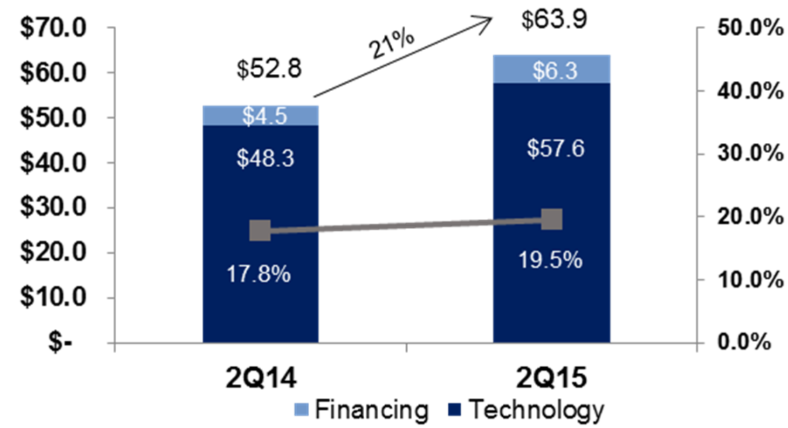


Positive comparisons in 2Q15

Revenue

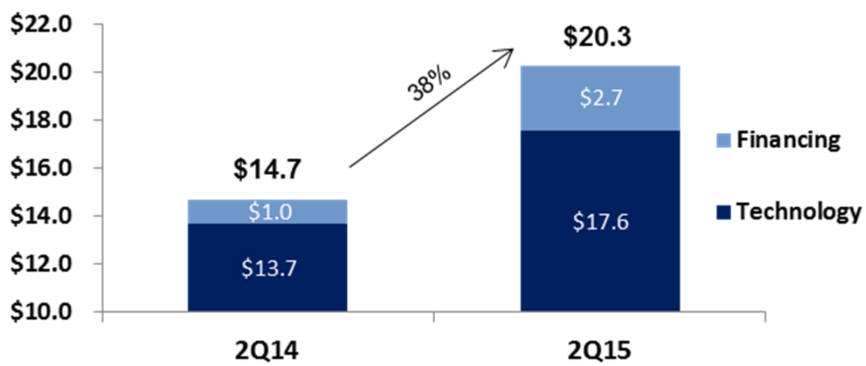


Gross Profit

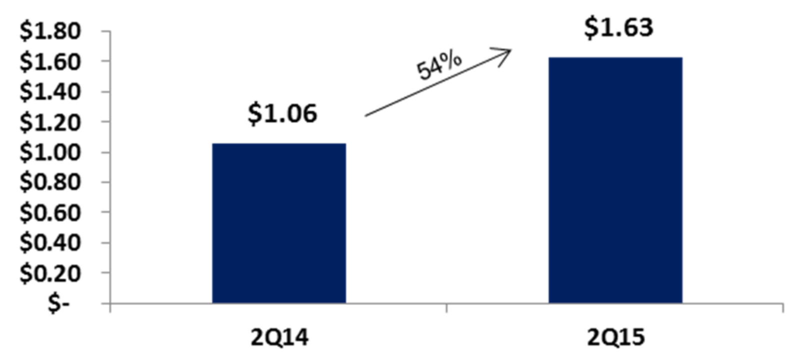


Gross Margin is on sales of products and services

Operating Income



Consolidated Earnings Per Share



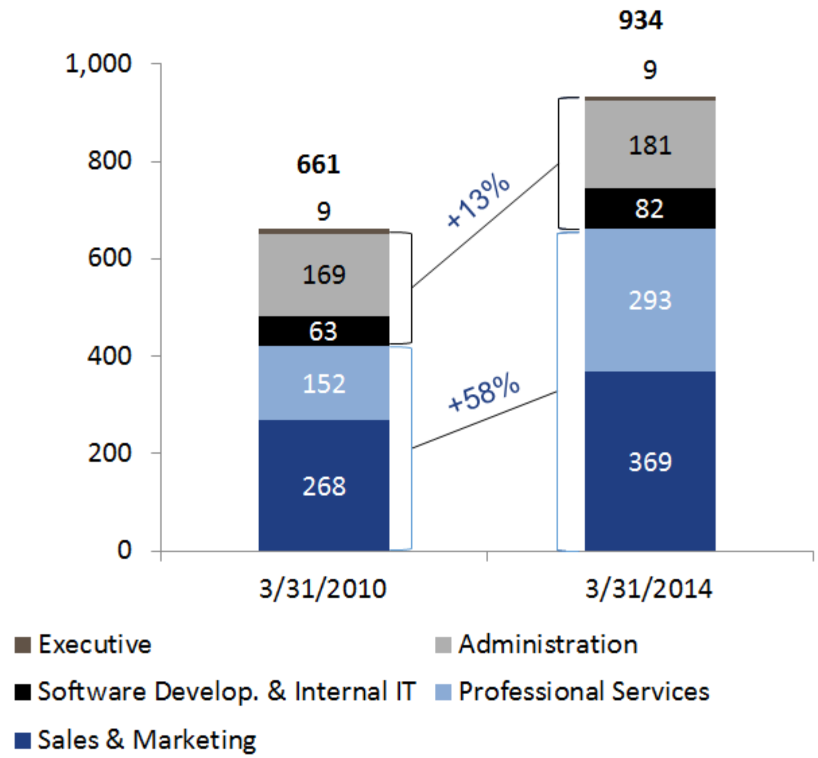
($ in millions, except per share data)

* See Reconciliation of Non-GAAP Information

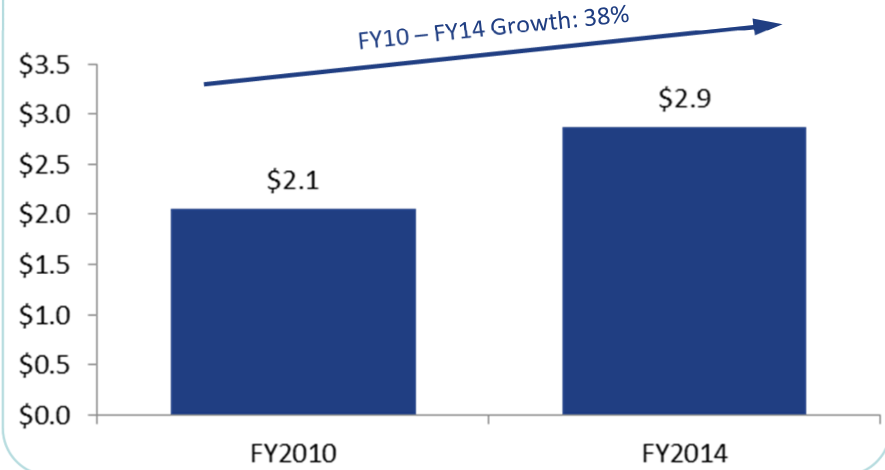
Growing Productivity While Strategically Expanding Workforce

($ in millions, FYE 3/31)

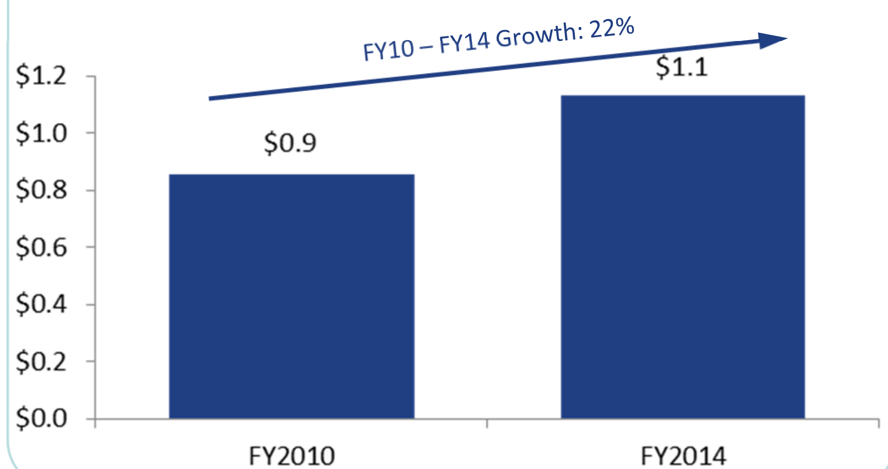
Employee Headcount Growth by Function



Revenue per Sales & Marketing Employee



Revenue per Employee



Note: Excludes part time employees

Strong Balance Sheet

- $63 million in cash and equivalents
- $225 million financing facility with GE Commercial Distribution Finance
- Financing portfolio of $159 million as of 9/30/14, 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	9/30/2014	3/31/2014
Cash and equivalents	$63	$80
Accounts receivable	239	243
Inventory	31	23
Financing investments	159	144
Goodwill & other intangibles	42	35
Property & equipment and other	30	29
Total assets	$564	$554
Liabilities		
Accounts payable	176	162
Recourse notes payable	3	4
Non-recourse notes payable	65	65
Other liabilities	64	57
Total liabilities	$308	$288
Shareholders' Equity		
Equity	256	266
Total liabilities & equity	$564	$554

Appendix

EXCELLENCE THROUGH EXPERIENCE

***e*Plus inc. AND SUBSIDIARIES**

RECONCILIATION OF NON-GAAP INFORMATION

	Six Months Ended September 30, 2014	Six Months Ended September 30, 2013 [1]
GAAP earnings before provision for income taxes as reported	$36,502	$28,048
Less: Other income [2]	1,434	-
Non-GAAP earnings before provision for income taxes	35,068	28,048
Non-GAAP provision for income taxes [3]	14,481	11,607
Non-GAAP net earnings	$20,587	$16,441
GAAP net earnings per common share – diluted	$2.86	$2.03
Non-GAAP net earnings per common share – diluted	$2.75	$2.03

[1] Amounts for the six months ended September 30, 2013 are GAAP and provided for comparative purposes.

[2] Gain on retirement of a liability.

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

Investor Relations 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