

## CORPORATE PROFILE

ScanSource, Inc. (NASDAQ: SCSC) is the leading international distributor of specialty technology products, focusing on point-of-sale (POS) and barcode, communications, and physical security solutions. ScanSource's teams provide value-added services and operate from two technology segments:

- Worldwide Barcode and Security
- Worldwide Communications and Services

ScanSource is committed to helping its reseller customers choose, configure, and deliver the industry's best products across almost every vertical market in the United States, Canada, Latin America, and Europe.

With fiscal year 2013 net sales of \$2.9 billion, ScanSource has approximately 1,400 employees worldwide and is a Fortune 1000 company.



## THE SCANSOURCE DIFFERENCE

### Dedicated Business Units

- Led by their own presidents with dedicated sales, merchandising, and technical support teams
- Foster a deep knowledge-base and a partner relationship focus
- Create scale and efficiency on services shared among business units

### Commitment to the Channel

- Sell only to resellers – never to end users
- Growth opportunities from channel shift (both direct to indirect and one-tier to two-tier), channel consolidation, existing technologies in new markets, new vendors, and market share gains

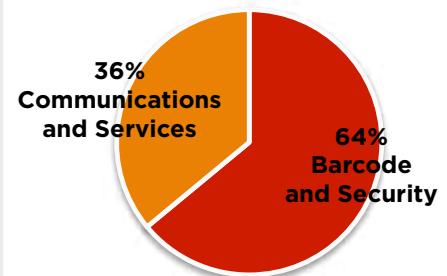
### Value-Added Services

- Help resellers to strengthen and grow their businesses through value-added services, such as inventory management, financial services, product configuration tools, sales expertise, technical support, and superior customer service
- Reinvest in value-added services – our competitive advantage – to meet resellers' and vendors' needs

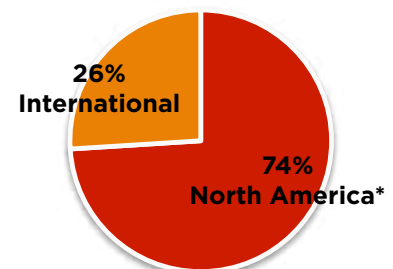
### Centralized Distribution Model

- Centralized inventory management for major geographic regions
- Ability to ship orders from inventory on the same day

## Q2 FY14 Net Sales by TECHNOLOGY



## Q2 FY14 Net Sales by GEOGRAPHY



\* Includes the United States and Canada

## AT A GLANCE

Ticker Symbol:.....SCSC (NASDAQ)

Locations:.....26 in the US, Canada,  
Latin America, and Europe

FY 2013 Net Sales:.....\$2.9 billion

FY 2013 Net Income (GAAP):.....\$34.7 million

FY 2013 Adjusted Net Income  
(non-GAAP):\* .....\$69.3 million

FY 2013 Diluted EPS (GAAP):.....\$1.24

FY 2013 Adjusted  
Diluted EPS (non-GAAP):\* .....\$2.47

Manufacturers:.....Approximately 250

Customers: .....Approximately 28,000

Employees:.....Approximately 1,400

Common Shares  
Outstanding ((12/31/13):.....28.5 million

Market Cap (12/31/13):.....\$1.2 billion

Fortune 1000 Ranking:.....711

Headquarters: .....Greenville, SC

Founded: .....1992

Public: .....1994

*\*Excluding pre-tax non-cash impairment charges of \$48.8 million and \$2.1 million for costs associated with Belgian tax compliance and personnel replacement costs. A reconciliation of non-GAAP financial information to GAAP financial information is provided in the Company's Form 8-K, filed with the SEC, with the quarterly earnings press release for the period indicated.*

## SECOND QUARTER FY14 HIGHLIGHTS

- Net sales of \$741 million and diluted EPS of \$0.64
- Both North America Communications business units had solid year-over-year sales growth and higher margins
- POS and Barcode sales declined year-over-year; however, sales grew quarter-over-quarter for all POS and Barcode business units
- Record sales quarter in Brazil for second quarter in a row
- Second quarter 2014 return on invested capital of 15.9%
- Strong balance sheet position for growth
  - Generated \$141 million in cash from operations during trailing 12-month period
  - At 12/31/13, \$5.4 million in debt and \$157 million in cash
- Signed contract with SAP for software and implementation services for new ERP system

## RETURN ON INVESTED CAPITAL (ROIC\*)

We use ROIC to measure our operating performance and how efficiently we are using capital.

Mar '12	Jun '12	Sep '12	Dec '12	Mar '13	Jun '13	Sep '13	Dec '13
13%	18%	17%	15%	13%	17%	17%	16%

*\* ROIC, a non-GAAP measure, is calculated as net income plus interest expense, income taxes, depreciation and amortization (EBITDA) divided by invested capital for the period. Invested capital is defined as average equity plus average daily interest-bearing debt for the period. EBITDA excludes \$48.8 million in non-cash impairment charges for the quarter ended June 30, 2013. A reconciliation of the Company's non-GAAP financial information to GAAP financial information is provided in the Company's Form 8-K, filed with the SEC, with the quarterly press release for the period indicated.*

## CONTACT INFORMATION

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