



**RAYMOND JAMES
TECHNOLOGY INVESTORS CONFERENCE
DECEMBER 6, 2016**





SAFE HARBOR AND NON-GAAP

Safe Harbor Statement

This presentation contains certain comments that are “forward-looking” statements, including sales, GAAP diluted EPS, and non-GAAP diluted EPS, that involve plans, strategies, economic performance and trends, projections, expectations, costs or beliefs about future events and other statements that are not descriptions of historical facts. Forward-looking information is inherently subject to risks and uncertainties.

Any number of factors could cause actual results to differ materially from anticipated results, including declines in sales and margins, currency fluctuations, difficulties in integrating acquisitions and general economic factors. For more information concerning factors that could cause actual results to differ from anticipated results, see the “Risk Factors” included in the Company’s quarterly report on Form 10-Q for the quarter ended September 30, 2016 and annual report on Form 10-K for the fiscal year ended June 30, 2016, filed with the Securities and Exchange Commission (“SEC”).

Although ScanSource believes the expectations in its forward-looking statements are reasonable, it cannot guarantee future results, levels of activity, performance or achievement. ScanSource disclaims any obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, except as may be required by law.

Non-GAAP Financial Information

In addition to disclosing results that are determined in accordance with United States Generally Accepted Accounting Principles (“GAAP”), the Company also discloses certain non-GAAP measures, including non-GAAP operating income, non-GAAP operating margin, non-GAAP net income, non-GAAP diluted earnings per share, return on invested capital (“ROIC”) and the percentage change in net sales excluding the impact of foreign currency exchange rates. A reconciliation of the Company’s non-GAAP financial information to GAAP financial information is provided in the Appendix and in the Company’s Form 8-K, filed with the SEC, with the quarterly earnings press release for the period indicated.

SCANSOURCE OVERVIEW

LEADING GLOBAL PROVIDER
OF SPECIALTY TECHNOLOGY
PRODUCTS AND SOLUTIONS

Two-tier value-added business model
Best-of-breed vendors/suppliers in
specialty technology markets
ROIC-driven company



**POINT-OF-SALE
& BARCODE**



**COMMUNICATIONS
(VOICE, VIDEO & DATA)**



**NETWORKING &
PHYSICAL SECURITY**

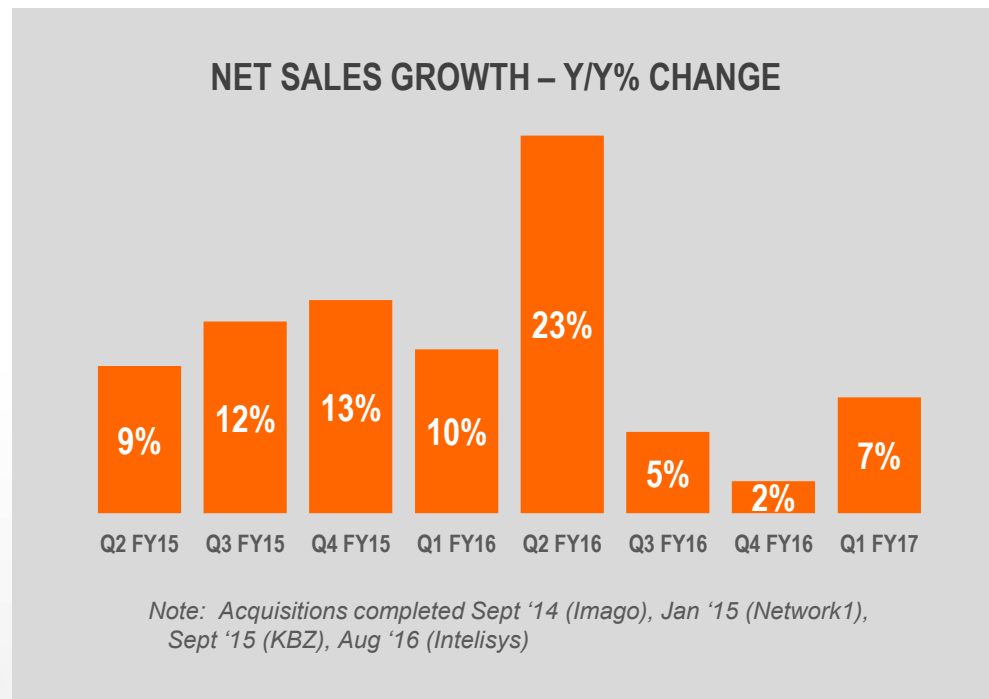


**TECHNOLOGY
SERVICES**

NASDAQ: SCSC • Headquarters: Greenville, SC • Founded in 1992 • 500+ Technology Suppliers
36,000+ Resellers/Sales Partners • 2,300+ Employees • 45 offices: US, Canada, Latin America, Europe

POSITIONED TO GROW FASTER THAN MARKET

- Net sales growth opportunities from organic growth and through acquisitions
- Growth strategy: market growth, channel shift, multi-vendor solutions, market share gains, new vendors and new geographies, selective strategic acquisitions



SEGMENTS & SPECIALIZED BUSINESS UNITS

WW BARCODE, NETWORKING & SECURITY SEGMENT

Business Units

POS and Barcode

Networking and Security

KBZ*

WW COMMUNICATIONS & SERVICES SEGMENT

Business Units

Communications

Catalyst

Imago ScanSource*

Intelisys*

Network1*

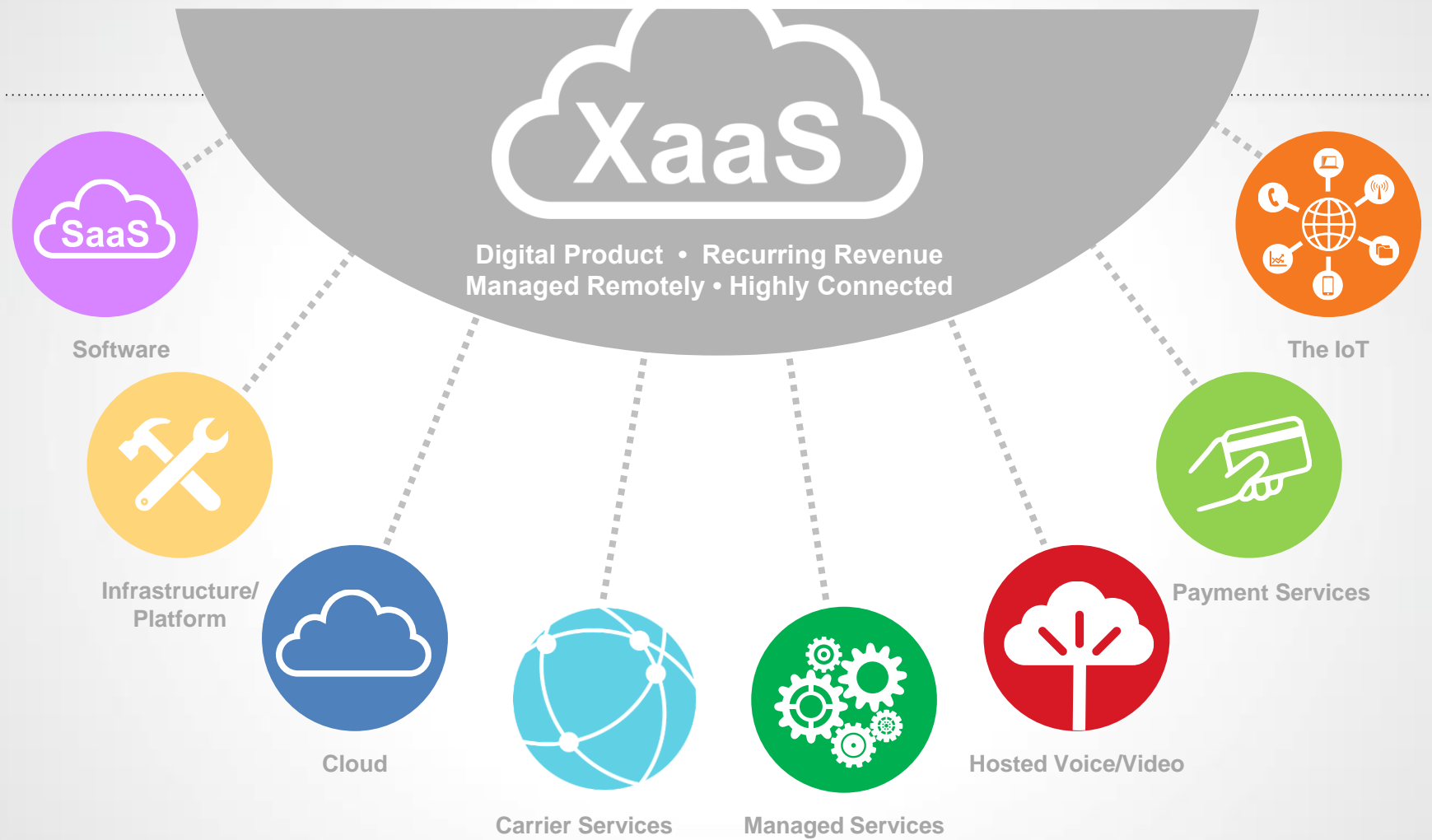
Specialized Business Units:

Business Unit President • Sales • Merchandising • Technical Support

Shared Services:

Centralized Logistics • Reseller Financial Services • Customer Service
Marketing • Human Resources • Finance & Accounting • Legal

* Acquisitions completed Sept '14 (Imago), Jan '15 (Network1), Sept '15 (KBZ), Aug '16 (Intelisys)



ACQUISITION OF INTELISYS

ABOUT INTELISYS

- Industry-leading technology services distributor of business telecommunications and cloud services
- High-growth, recurring revenue model for the channel; two-tier services-based business model
- Founded in 1994 and HQ in Petaluma, CA; operations in the US
- ~120 employees, more than 130 supplier partners, and over 2,300 sales partners
- Experienced management team to remain in place

MARKET DYNAMICS

~\$150
BILLION

**SMB Spend on
Telecom Services**

10%
INDIRECT

**% of Market Served
by Indirect Channel**

- Large and growing addressable channel market
- Expected growth of opportunities for indirect channel

TRANSACTION

\$83.6
MILLION
INITIAL PURCHASE

4 years
EARN-OUT
PERIOD

EBITDA
EARN-OUT
BASED ON

- All-cash asset purchase; closed 8/29/16
- Initial purchase price \$83.6 million (52%) with 4 annual earn-out payments based on a multiple of EBITDA (12% annually)
- Estimated earn-out payment range from \$100 to \$150 million
- For first full year after closing, estimated net revenues of \$34 million with EBITDA margin of 45% to 50%

STRATEGIC RATIONALE

- Enter telecom and cloud services market; large, **growing addressable market** with expected **channel shift**
- Acquiring the **current market leader** in a fragmented market with relatively small-sized existing master agents
- Brings **high-growth, recurring revenue model** to the channel
- See opportunity for VARs and sales agents to **sell complete solutions** – connectivity with products

DEEP SUPPLIER PARTNERSHIPS



% OF NET SALES, Q1 FY17

Business Units: ScanSource POS and Barcode in US/Canada, Europe, Latin America; ScanSource Networking and Security in US/Canada; KBZ in US

BARCODE, NETWORKING & SECURITY KEY VENDORS

aruba
a Hewlett Packard
Enterprise company

AXIS
COMMUNICATIONS

bematech

CISCO

DATALOGIC
THE VISION IS YOURS

elo TOUCH
SOLUTIONS

EPSON
EXCEED YOUR VISION

Hanwha
Techwin America

HID

Honeywell

ingenico
GROUP

MARCH
networks
An Infinova Company

NCR

Panasonic

Ruckus
Simply Better Wireless.

SONY

TOSHIBA
Leading Innovation >>>

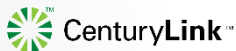
UBIQUITI
NETWORKS

Verifone

ZEBRA

DEEP SUPPLIER PARTNERSHIPS

COMMUNICATIONS & SERVICES KEY VENDORS



% OF NET SALES, Q1 FY17

Business Units: ScanSource Catalyst, ScanSource Communications, and Intelisys in US/Canada; Imago ScanSource and ScanSource Communications in Europe; Network1 in Brazil

ROBUST VALUE PROPOSITION

FOR VENDORS/SUPPLIERS



Top 15 vendors represent more than 80% of net sales

FOR CUSTOMERS



No single customer represents more than 5% of net sales



FINANCIAL HIGHLIGHTS

LONGER-TERM OPERATING GOALS AND RECENT RESULTS

OPERATING GOALS

SALES GROWTH

Faster than market

Q1 FY17
Y/Y **7.1%**

FY16
Y/Y **10.0%**

GROSS MARGIN
10%+

Q1 FY17
9.8%

FY16
10.0%

OPERATING MARGIN
3.5% to 4%

Q1 FY17
GAAP **2.5%**
Non-GAAP* **2.9%**

FY16
GAAP **2.7%**
Non-GAAP* **3.1%**

ROIC

Mid- to upper teens

Q1 FY17
13.1%*

FY16
13.3%*

OPERATING GOALS

* Non-GAAP operating income excludes amortization of intangibles, changes in fair value of contingent consideration and acquisition costs. ROIC, a non-GAAP measure, is calculated as EBITDA, plus change in fair value of contingent consideration divided by invested capital. See appendix for calculations of non-GAAP measures and reconciliations to GAAP measures.

CAPITAL ALLOCATION STRATEGY

- Priorities: organic growth, strategic acquisitions, share repurchase
- Move toward leverage of at least 1x EBITDA

FY15 to 1Q FY17 CASH USES

FUNDED BY OPERATING CASH FLOW (+\$134 million) AND INCREASE IN NET DEBT (+\$310 million)

INVESTMENTS IN PROFITABLE GROWTH



ACQUISITIONS

\$261 million*



CAPEX

\$35 million

(primarily SAP ERP system)

RETURN OF CASH TO SHAREHOLDERS



SHARE REPURCHASES

\$136 million

* Including repayment of debt

STRONG FINANCIAL POSITION FOR GROWTH

STRONG BALANCE SHEET AND FINANCIAL FLEXIBILITY

1.04x net debt to adjusted EBITDA, trailing 12-months

\$45 million in cash and \$166 million in debt

\$300 million revolving credit facility; \$139 million available

\$103 million available under share repurchase authorization

WORKING CAPITAL MANAGEMENT

6.0 inventory turns (5-qtr range: 4.9-6.0)

Paid for inventory days of 6* (5-qtr range: 6-13)

59 days sales outstanding in receivables* (5-qtr range: 53-59)

Information as of 9/30/16, unless otherwise indicated

** Excludes the impact of Intelisys, which was completed 8/29/16*

INVESTMENT HIGHLIGHTS

1

MARKET LEADERSHIP

Leadership position in specialty markets with continued growth driven by innovative technology offerings; well positioned to grow faster than market

2

DEEP PARTNERSHIPS

Deep supplier partnerships and access to customer channels serve as strong competitive advantages

3

EXPANSION OPPORTUNITIES

Capitalizing on expansion in higher margin and growth areas; opportunity for expansion into emerging technologies and services

4

SUSTAINABLE MARGINS

Sustainable margin profile supported by multiple technologies, services and solutions

5

STRONG FINANCIALS

ROIC drives strong balance sheet and financial flexibility enabling disciplined cash deployment into faster growth areas while increasing bottom-line profitability

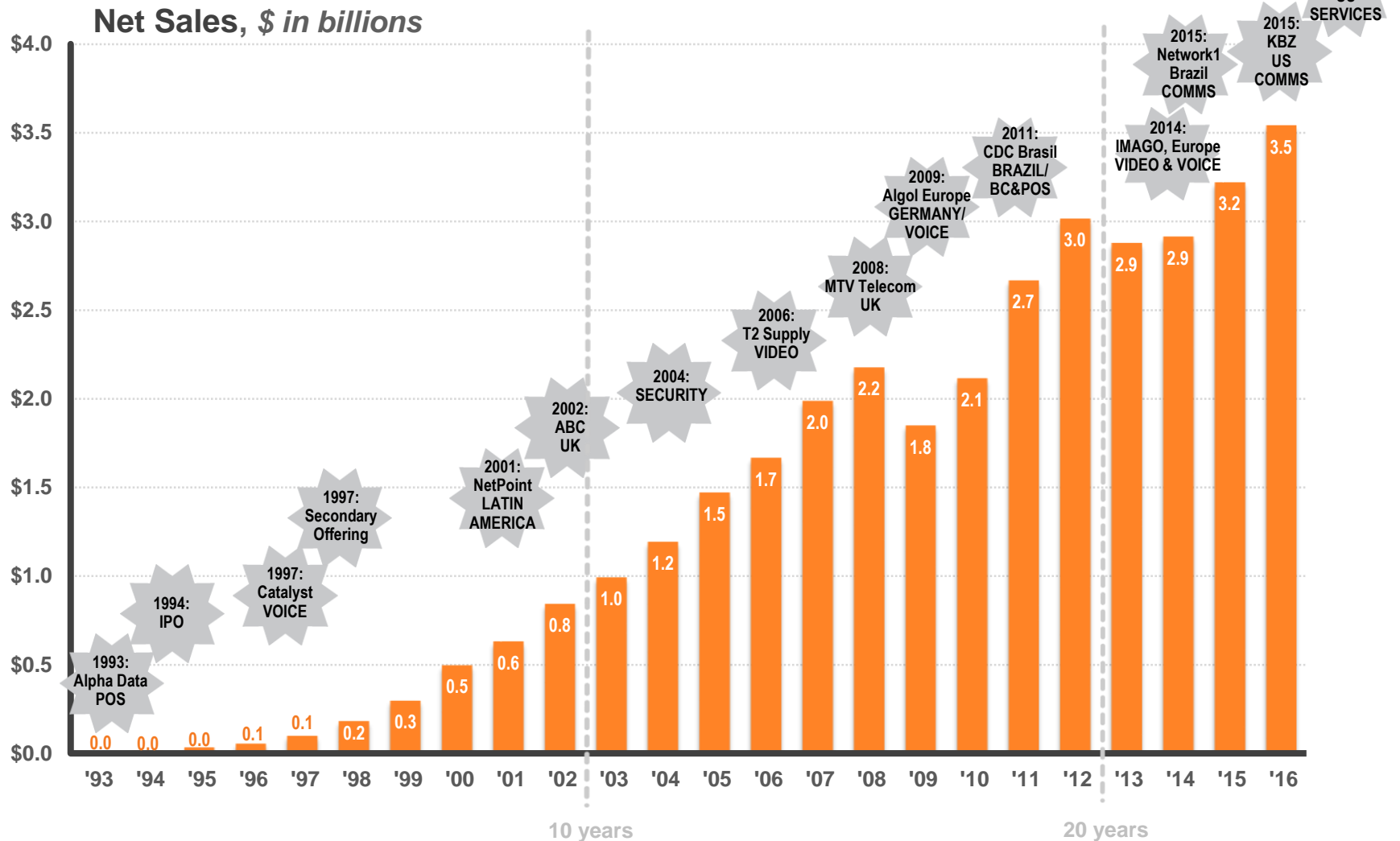


APPENDIX

scansource.com



SCANSOURCE HISTORY



Since inception, completed 25 acquisitions
 Net sales for fiscal years ended 6/30

10-Year Compound Annual Growth Rate: 8%

SEGMENT FINANCIAL RESULTS – Q1 FY17

WORLDWIDE BARCODE, NW & SECURITY

<i>\$ in millions</i>	Q1 FY17	Q1 FY16
Net sales	\$633.4	\$573.7
Gross profit	\$50.1	\$48.0
Gross margin	7.9%	8.4%
Operating income	\$13.5	\$13.8
Operating income %	2.1%	2.4%
Non-GAAP operating income	\$14.5	\$14.5
Non-GAAP operating income %	2.3%	2.5%

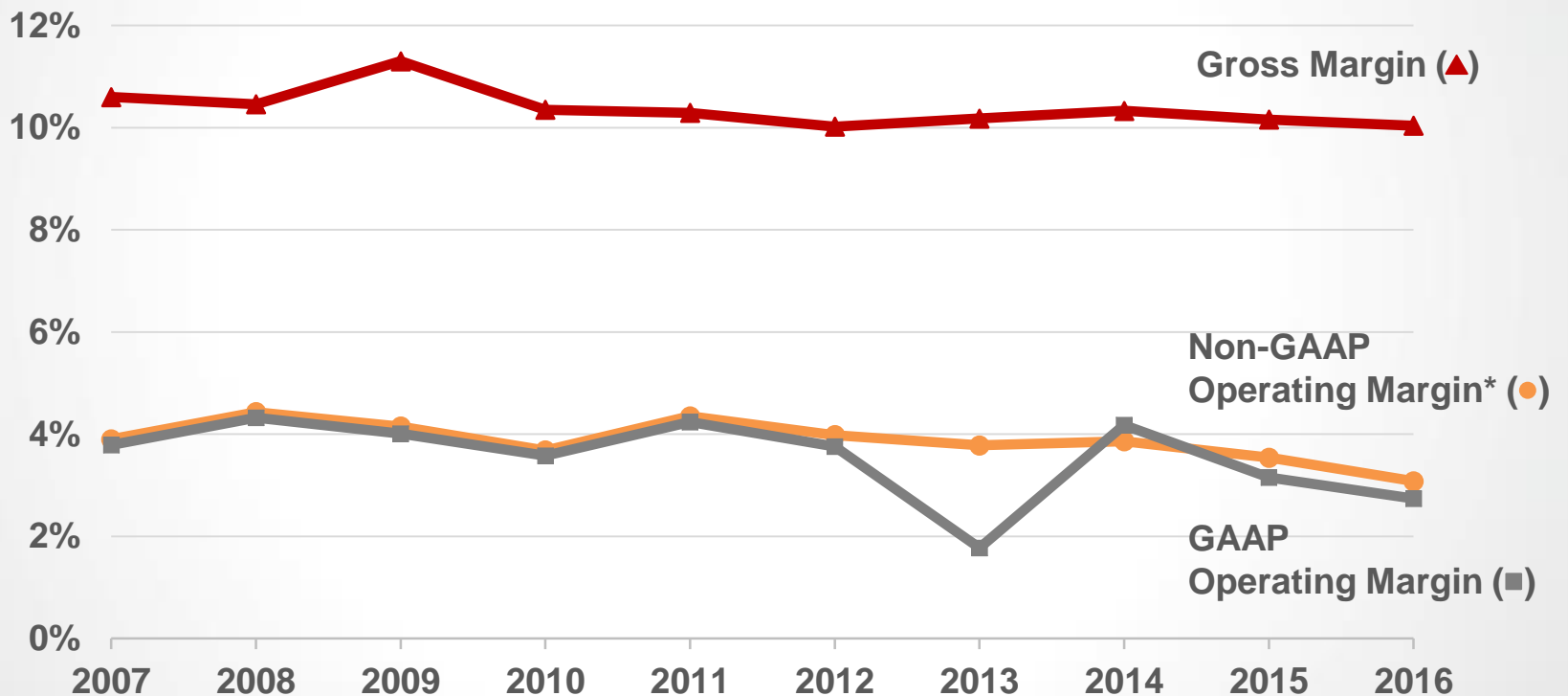
WORLDWIDE COMMUNICATIONS & SERVICES

<i>\$ in millions</i>	Q1 FY17	Q1 FY16
Net sales	\$299.2	\$297.2
Gross profit	\$41.4	\$39.5
Gross margin	13.9%	13.3%
Operating income	\$9.9	\$10.8
Operating income %	3.3%	3.7%
Non-GAAP operating income	\$12.2	\$13.9
Non-GAAP operating income %	4.1%	4.7%

Non-GAAP operating income excludes amortization of intangibles and change in fair value of contingent consideration. See Appendix for calculation of non-GAAP measures and reconciliations to GAAP measures.

SUSTAINABLE MARGIN PROFILE

SCSC – HISTORICAL MARGINS

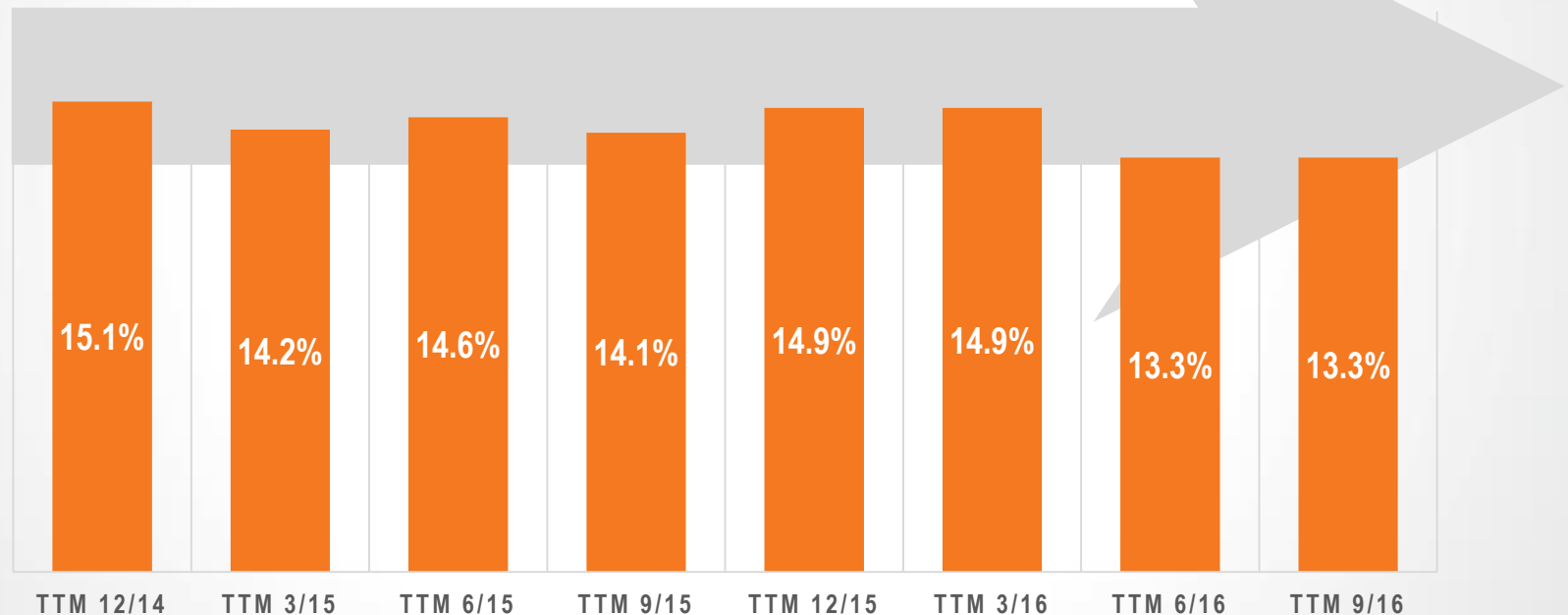


Information for fiscal year indicated

* Excludes amortization of intangible assets, change in fair value of contingent consideration, and other select items in FY13 to FY16. See Appendix for calculation of non-GAAP measures and reconciliations to GAAP measures.

ROIC DRIVES STRONG BALANCE SHEET

- Mid-teens ROIC; goal of mid- to upper teens
- Executive compensation is directly tied to ROIC performance



Reflects trailing twelve months (TTM) for period indicated. ROIC, a non-GAAP measure, is calculated as net income plus interest expense, income taxes, depreciation and amortization (EBITDA), plus change in fair value of contingent consideration divided by invested capital (average equity plus average daily funded interest-bearing debt). EBITDA excludes acquisition costs and a legal recovery (QE 6/30/14). A reconciliation of the Company's non-GAAP financial information to GAAP financial information is provided in the Appendix.

APPENDIX: NON-GAAP FINANCIAL INFORMATION

Y/Y Sales Growth – Organic and Reported

(\$ in thousands)	Q2 FY15	Q3 FY15	Q4 FY15	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	Q1 FY17
Consolidated:								
Net sales, as reported	\$ 807,019	\$ 763,203	\$ 856,685	\$ 870,829	\$ 993,522	\$ 798,404	\$ 877,473	\$ 932,566
Foreign exchange impact	16,052	27,878	38,348	37,117	35,460	23,345	7,506	(4,028)
Net sales, constant currency	823,071	791,081	895,033	907,946	1,028,982	821,749	884,979	928,538
Less: Acquisitions	(30,217)	(79,038)	(67,197)	(104,505)	(180,510)	(63,637)	(79,701)	(102,195)
Net sales, constant currency excluding acquisitions	<u>\$ 792,854</u>	<u>\$ 712,043</u>	<u>\$ 827,836</u>	<u>\$ 803,441</u>	<u>\$ 848,472</u>	<u>\$ 758,112</u>	<u>\$ 805,278</u>	<u>\$ 826,343</u>
Prior Year Quarter Net sales, as reported	\$ 740,618	\$ 682,998	\$ 758,113	\$ 791,720	\$ 807,019	\$ 763,203	\$ 856,685	\$ 870,829
Less: Acquisitions	-	-	-	(4,686)	-	-	-	(34,628)
Prior Year Quarter Net sales, as adjusted	<u>\$ 740,618</u>	<u>\$ 682,998</u>	<u>\$ 758,113</u>	<u>\$ 787,034</u>	<u>\$ 807,019</u>	<u>\$ 763,203</u>	<u>\$ 856,685</u>	<u>\$ 836,201</u>
Y/Y% Change:								
Sales growth, as reported	9.0%	11.7%	13.0%	10.0%	23.1%	4.6%	2.4%	7.1%
Sales growth, constant currency	11.1%	15.8%	18.1%	14.7%	27.5%	7.7%	3.3%	6.6%
Sales growth, constant currency excluding acquisitions (organic growth)	7.1%	4.3%	9.2%	2.1%	5.1%	-0.7%	-6.0%	-1.2%

(a) Year-over-year sales growth excluding the translation impact of changes in foreign currency rates. Calculated by translating the net sales for the quarter indicated into U.S. dollars using the weighted average foreign exchange rates for the period year quarter.

APPENDIX: NON-GAAP FINANCIAL INFORMATION

Return on Invested Capital (ROIC) – Qtr and FY

(\$ in thousands)

	Q1 FY17	FY16
Return on invested capital (ROIC), annualized (a)	13.1%	13.3%
<u>Reconciliation of Net Income to EBITDA</u>		
Net income - GAAP	\$ 14,816	\$ 63,619
Plus: Income taxes	7,908	32,391
Plus: Interest expense	589	2,124
Plus: Depreciation and amortization	5,224	17,154
EBITDA	28,537	115,288
Change in fair value of contingent consideration	169	1,294
Acquisition costs	498	863
Adjusted EBITDA (numerator for ROIC)(non-GAAP)	<u>\$ 29,204</u>	<u>\$ 117,445</u>
<u>Invested Capital Calculation</u>		
Equity - beginning of the quarter	\$ 774,496	\$ 808,985
Equity - end of quarter	773,161	774,496
Add: Change in fair value of contingent consideration, net of tax	46	977
Add: Acquisition costs, net of tax	498	863
Average equity	774,101	792,661
Average funded debt (b)	107,718	93,500
Invested capital (denominator for ROIC)(non-GAAP)	<u>\$ 881,819</u>	<u>\$ 886,161</u>

Notes:

(a) Calculated as net income plus interest expense, income taxes, depreciation and amortization (EBITDA), annualized divided by invested capital for the period. Adjusted EBITDA reflects other adjustments for non-GAAP measures.

(b) Average daily amounts outstanding on short-term and long-term interest-bearing debt.

APPENDIX: NON-GAAP FINANCIAL INFORMATION

Highlights by Segment – Y/Y for Quarter

(\$ in thousands)

Net sales	
GAAP operating income	
Adjustments:	
Amortization of intangible assets	
Change in fair value of contingent consideration	
Acquisition costs	
Non-GAAP operating income	
GAAP operating income % (of net sales)	
Non-GAAP operating income % (of net sales)	

Quarter Ended September 30, 2016

WW Barcode, NW & Security	WW Comms. & Services	Corporate	Consolidated
\$ 633,405	\$ 299,161	\$ -	\$ 932,566
\$ 13,456	\$ 9,917	\$ (498)	\$ 22,875
1,085	2,069	-	3,154
-	169	-	169
-	-	498	498
\$ 14,541	\$ 12,155	\$ -	\$ 26,696
2.1%	3.3%	n/m	2.5%
2.3%	4.1%	n/m	2.9%

(\$ in thousands)

Net sales	
GAAP operating income	
Adjustments:	
Amortization of intangible assets	
Change in fair value of contingent consideration	
Acquisition costs	
Non-GAAP operating income	
GAAP operating income % (of net sales)	
Non-GAAP operating income % (of net sales)	

Quarter Ended September 30, 2015

WW Barcode, NW & Security	WW Comms. & Services	Corporate	Consolidated
\$ 573,669	\$ 297,160	\$ -	\$ 870,829
\$ 13,812	\$ 10,849	\$ (220)	\$ 24,441
610	1,575	-	2,185
126	1,438	-	1,564
-	-	220	220
\$ 14,548	\$ 13,862	\$ -	\$ 28,410
2.4%	3.7%	n/m	2.8%
2.5%	4.7%	n/m	3.3%

n/m = not meaningful

APPENDIX: NON-GAAP FINANCIAL INFORMATION

Return on Invested Capital (ROIC) - TTM

(\$ in thousands)

	TTM Q2 FY15	TTM Q3 FY15	TTM Q4 FY15	TTM Q1 FY16	TTM Q2 FY16	TTM Q3 FY16	TTM Q4 FY16	TTM Q1 FY17
Return on invested capital (ROIC), annualized (a)	15.1%	14.2%	14.6%	14.1%	14.9%	14.9%	13.3%	13.3%

Reconciliation of Net Income (Loss) to EBITDA

Net income (loss) - GAAP	\$80,083	\$76,077	\$65,419	\$62,207	\$66,042	\$67,141	\$63,619	\$62,439
Plus: Income taxes	41,950	39,797	34,487	32,885	34,744	35,177	32,391	31,873
Plus: Interest expense	647	1,321	1,797	1,888	2,390	2,193	2,124	2,432
Plus: Depreciation and amortization	8,068	10,035	11,997	14,038	15,946	16,517	17,154	18,440
EBITDA (numerator for ROIC)(non-GAAP)	130,748	127,230	113,700	111,018	119,122	121,028	115,288	115,184
Change in fair value of contingent consideration (CC)	2,050	1,354	2,667	3,718	5,071	5,925	1,294	(102)
Adjustments (b)	(12,666)	(12,374)	3,254	2,124	710	447	863	1,141
Adjusted EBITDA (numerator for ROIC)(non-GAAP)	\$120,132	\$116,210	\$119,621	\$116,860	\$124,903	\$127,400	\$117,445	\$116,223

Invested Capital Calculation

Average equity (c)	\$792,006	\$803,682	\$808,362	\$804,154	\$790,399	\$777,230	\$792,661	\$764,033
Average funded debt (c)	5,623	12,277	13,421	21,744	49,742	78,284	93,500	110,732
Invested capital (denominator for ROIC)(non-GAAP)	\$797,629	\$815,959	\$821,783	\$825,898	\$840,141	\$855,514	\$886,161	\$874,765

(a) Calculated as net income plus interest expense, income taxes, depreciation and amortization (EBITDA), plus change in fair value of contingent consideration, annualized divided by invested capital for the period.

(b) EBITDA excludes acquisition costs and \$15.5 million for a legal recovery, net of attorney fees for the quarter ended 6/30/14.

(c) Average for 4 quarters in the trailing-twelve month (TTM) period, or average invested capital as reported for the fiscal year; average debt reflects daily amounts outstanding on short-term and long-term interest-bearing debt.

APPENDIX: NON-GAAP FINANCIAL INFORMATION

Non-GAAP Operating Income %

(\$ in millions)

	FY '07	FY '08	FY '09	FY '10	FY '11	FY '12	FY '13	FY '14	FY '15	FY '16
Net sales	\$1,986.9	\$2,175.5	\$1,848.0	\$2,115.0	\$2,666.5	\$3,015.3	\$2,877.0	\$2,913.6	\$3,218.6	\$3,540.2
GAAP operating income	\$ 75.3	\$ 94.0	\$ 74.1	\$ 75.8	\$ 113.1	\$ 113.5	\$ 51.0	\$ 121.8	\$ 101.4	\$ 96.9
Adjustments:										
Amortization of intangible assets	2.1	2.5	2.6	2.0	3.0	6.4	4.9	3.9	6.6	9.8
Change in fair value of contingent consideration	-	-	-	-	(0.1)	0.1	1.8	2.3	2.7	1.3
Acquisition costs	-	-	-	-	-	-	-	-	3.3	0.9
Impairment charges, including ERP & goodwill, and Belgian costs	-	-	-	-	-	-	50.9	-	-	-
Legal recovery, net of attorney fees	-	-	-	-	-	-	-	(15.5)	-	-
Non-GAAP operating income	\$ 77.4	\$ 96.5	\$ 76.7	\$ 77.8	\$ 116.0	\$ 120.0	\$ 108.7	\$ 112.5	\$ 114.0	\$ 108.9
GAAP operating income % (of net sales)	3.79%	4.32%	4.01%	3.58%	4.24%	3.76%	1.77%	4.18%	3.15%	2.74%
Non-GAAP operating income % (of net sales)	3.90%	4.43%	4.15%	3.68%	4.35%	3.98%	3.78%	3.86%	3.54%	3.08%