



# INVESTOR PRESENTATION

## FEBRUARY 2021





# SAFE HARBOR AND NON-GAAP

---

## Safe Harbor Statement

This presentation contains certain comments that are “forward-looking” statements 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 or forecasted results, including but not limited to, the impact of COVID-19 pandemic on our operations and financial conditions and the potential prolonged economic weakness brought on by COVID-19, the failure to manage and implement our organic growth strategy, credit risks involving our larger customers and suppliers, changes in interest and exchange rates and regulatory regimes impacting our international operations, risk to our business from a cyber-security attack, a failure of our IT systems, failure to hire and retain quality employees, loss of our major customers, termination of our relationship with key suppliers or a significant modification of the terms under which we operate with a key supplier, changes in our operating strategy, and other factors set forth in the “Risk Factors” contained in our annual report on Form 10-K for the year ended June 30, 2020, and subsequent reports on Form 10-Q, 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, non-GAAP net sales, non-GAAP gross profit, non-GAAP gross margin, non-GAAP SG&A expenses, adjusted EBITDA, return on invested capital (“ROIC”) and net sales excluding the impact of foreign currency exchange rates and acquisitions (organic growth). 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.

Unless otherwise noted, our business descriptions and results in this presentation reflect continuing operations only.



# SCANSOURCE OVERVIEW

Mission:  
To be the **center** of the solution delivery channel –  
**connecting** businesses and providing **solutions**  
for their complex needs



MOBILITY  
AND BARCODE



POS AND  
PAYMENTS



UNIFIED COMMUNICATIONS  
AND COLLABORATION



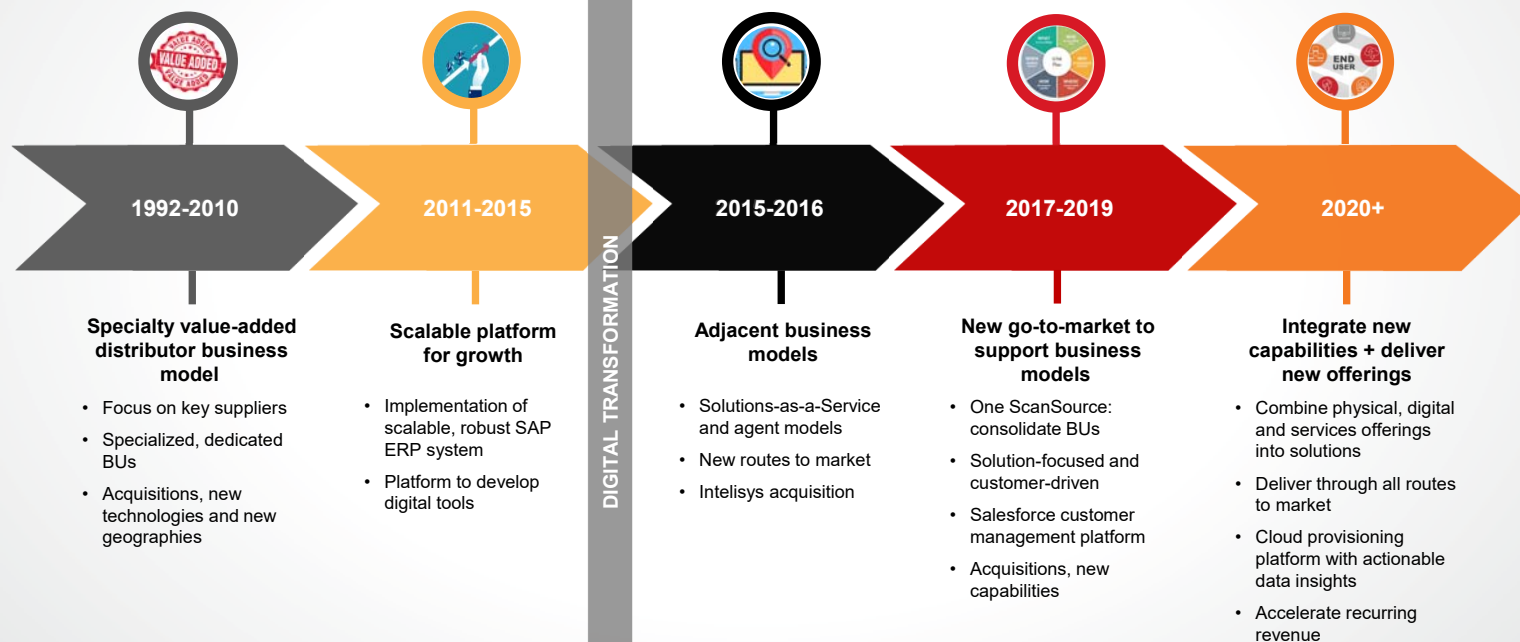
PHYSICAL SECURITY  
AND NETWORKING



TELECOM AND  
CLOUD SERVICES

**NASDAQ: SCSC** • Headquarters: Greenville, SC • Founded in 1992 • Channel sales model • Multiple, specialized routes to market  
• 500+ Technology Suppliers • 30,000+ Sales Partners • ~2,200 Employees • US, Canada, Brazil, UK

# SCANSOURCE DIGITAL TRANSFORMATION



# END USER TECHNOLOGY CONSUMPTION

FROM

1. ON PREM
2. HARDWARE & SOFTWARE
3. UPFRONT REVENUE
4. PERPETUAL
5. SALES ORDER ENTRY
6. POINT PRODUCTS

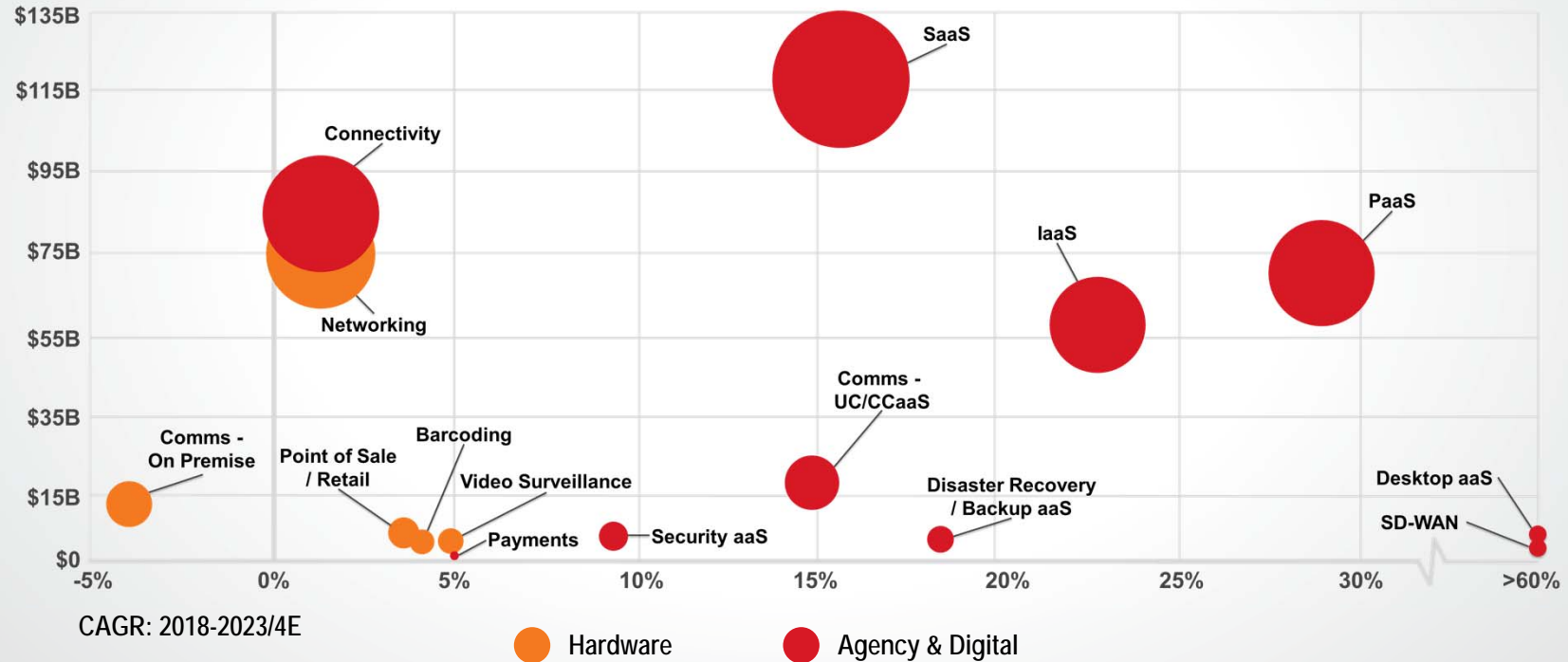
CUSTOMER

TO

1. CLOUD
2. "X" AS A SERVICE
3. RECURRING REVENUE
4. SUBSCRIPTION
5. SELF-SERVICE AUTOMATION
6. SOLUTIONS

# LARGE AND GROWING MARKET OPPORTUNITIES

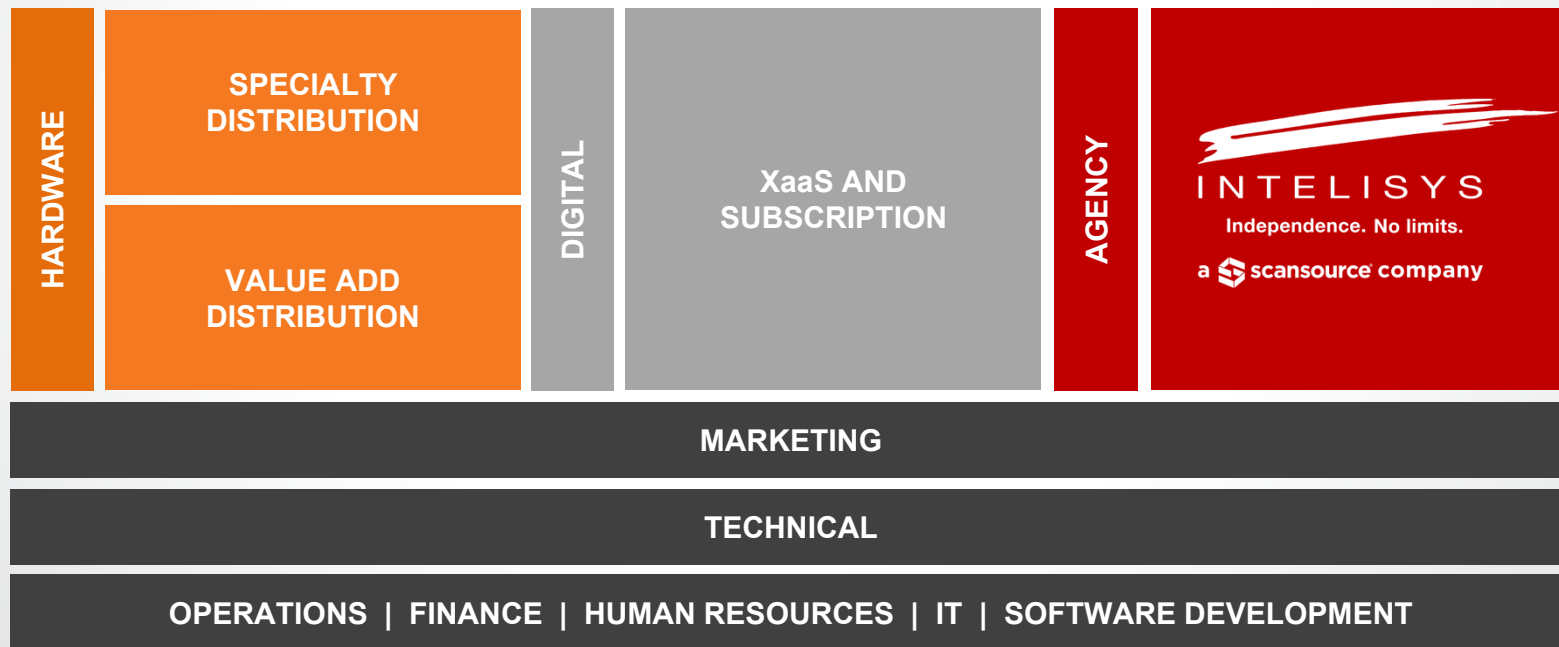
TAM – 2023/4



For US and Canada based on end user spending (reflects direct and indirect sales). Source: Internal company estimates using market research from Gartner, IDC, VDC, and Omdia

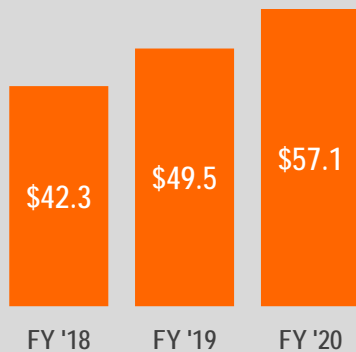
# SCANSOURCE GO-TO-MARKET

Focused sales teams to help sales partners deliver industry-leading endpoints and cloud solutions



# INTELISYS RECURRING REVENUE MODEL

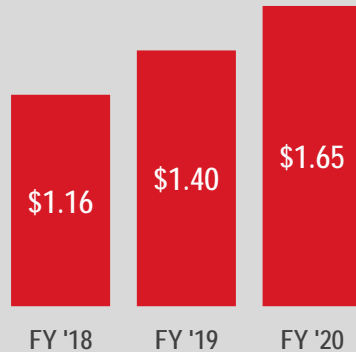
INTELISYS REVENUES  
\$ in millions



*Intelisys revenues reflect GAAP net sales.*

Intelisys Revenues: Net commissions (gross commissions from suppliers less sales partner commissions)

INTELISYS NET BILLINGS  
\$ in billions



Intelisys Net Billings: Amounts billed by suppliers to end users

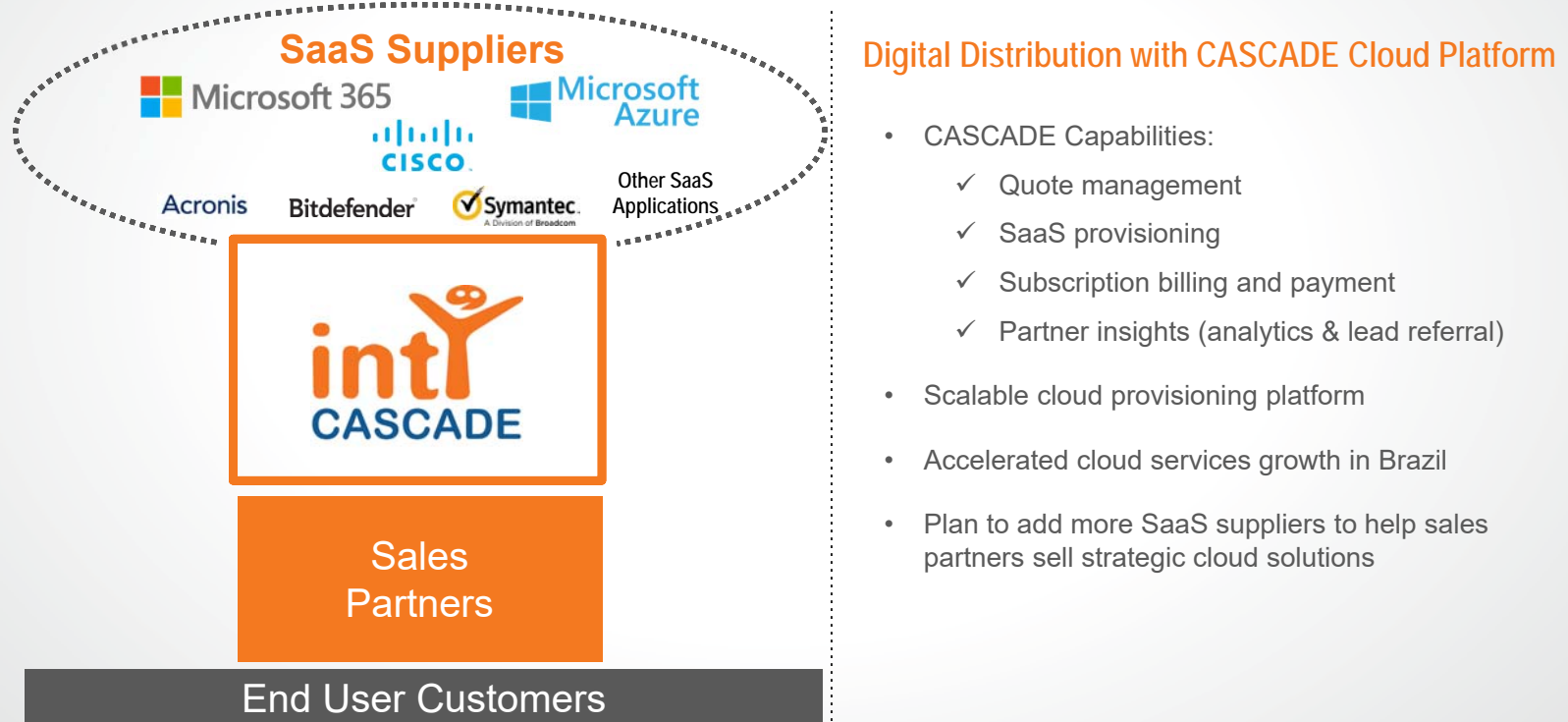
## Largest Master Agent in Telecom and Cloud Services

- Intelisys earns percentage of commissions, building recurring revenues
- Large, growing addressable market with expected channel shift
- More than 125 leading cloud carriers and providers; top UCaaS and CCaaS
- Very low working capital requirements and no inventories
- Intelisys value-adds:
  - Trusted relationships
  - Strong supplier contracts and choice (180+)
  - Commission management tool and accuracy
  - Education, training, and certifications
  - Financial strength of ScanSource

*Note: Intelisys acquisition completed August 2016; UCaaS (Unified Communications as a Service); CCaaS (Contact Center as a Service)*



# SaaS PLATFORM



*Note: intY acquisition completed July 2019*

# SHIFTING HARDWARE MIX TO HIGHER-VALUE SOLUTIONS

Accelerate our channel partners' digital transformation

FROM

## HARDWARE-CENTRIC SALES



Barcoding



Communications



Physical Security



Point-of-Sale



Networking

TO

## SOLUTIONS (SOFTWARE+SERVICES) WITH HARDWARE

Connectivity

Managed Services  
Provisioning Services

Infrastructure as a Service | SD-WAN  
UCaaS & CCaaS | Platform as a Service  
Software as a Service | Cybersecurity



H  
A  
R  
D  
W  
A  
R  
E



# FINANCIAL HIGHLIGHTS

---



# LONGER-TERM OPERATING GOALS AND RECENT RESULTS

OPERATING GOALS



Q2 FY21  
Y/Y **-1.6%**  
Y/Y, organic\* **1.8%**

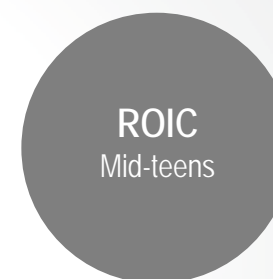
**GROSS MARGIN**  
11%+

Q2 FY21  
GAAP **10.6%**

**OPERATING MARGIN**  
3.5% to 4%

Q2 FY21  
GAAP **2.1%**  
Non-GAAP\* **2.9%**

OPERATING GOALS



Q2 FY21  
12.4%

\* Organic growth, a non-GAAP measure, reflects reported sales growth less impacts from foreign currency translation and acquisitions. Non-GAAP operating income excludes amortization of intangibles, restructuring charges, acquisition/divestiture costs, and other non-GAAP items. ROIC, a non-GAAP measure, is calculated as adjusted EBITDA divided by invested capital. See appendix for calculations of non-GAAP measures and reconciliations to GAAP measures.

# CAPITAL ALLOCATION STRATEGY

- Priorities: organic growth and strategic acquisitions
- Net leverage: target range of 1.5x to 2.5x EBITDA
- Completed sale of divestitures

## FY19 to Q2 FY21 CASH USES

FUNDED BY OPERATING CASH FLOW (+\$314 million) LESS DECREASE IN NET DEBT (-\$139 million)

### INVESTMENTS IN PROFITABLE GROWTH



ACQUISITIONS  
\$152 million



CAPEX  
\$14 million

### RETURN OF CASH TO SHAREHOLDERS



SHARE REPURCHASES  
\$16 million



# STRONG FINANCIAL POSITION FOR GROWTH

---

## STRONG BALANCE SHEET AND FINANCIAL FLEXIBILITY

1.1x net debt to adjusted EBITDA, trailing 12-months

\$67 million in cash and \$152 million in debt

\$142.5 million term loan and \$350 million revolving credit facility

## WORKING CAPITAL MANAGEMENT

6.9 inventory turns (5-qtr range: 4.5 to 6.9)

Paid for inventory days of (11.8)\* (5-qtr range: (11.8) to 12.2)

60 days sales outstanding in receivables (5-qtr range: 56 to 63)

*Information as of 12/31/20, unless otherwise indicated*

*\* Paid for inventory days represent Q/E inventory days less Q/E accounts payable days*



# INVESTMENT HIGHLIGHTS

---

## 1 MARKET LEADERSHIP

Leadership position in large, niche markets with continued growth from innovative, emerging technology offerings

## 2 DEEP PARTNERSHIPS

Multiple, specialized routes to market, deep supplier partnerships, and loyal and diverse customer base serve as strong competitive advantages

## 3 GROWTH OPPORTUNITIES

Capitalizing on expansion in higher margin and growth areas; opportunity for expansion in XaaS recurring revenue opportunities

## 4 OPERATING MARGIN EXPANSION

Expand margin profile with operational excellence supported by multiple technologies, services and solutions

## 5 ATTRACTIVE RETURN POTENTIAL

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



# APPENDIX

..... • .....  
**scansource.com**





# KEY SUPPLIERS

## MOBILITY AND BARCODE



## POS AND PAYMENTS



## PHYSICAL SECURITY AND NETWORKING



## UNIFIED COMMUNICATIONS AND COLLABORATION



## TELECOM AND CLOUD SERVICES



# ROUTES TO MARKET



## APPENDIX: SEGMENT FINANCIAL RESULTS

### WORLDWIDE BARCODE, NW AND SECURITY

<i>\$ in millions</i>	Q2 FY21	Q1 FY21	Q2 FY20
Net sales	\$551.4	\$523.6	\$575.0
Gross profit	\$42.7	\$41.1	\$51.1
Gross profit margin %	7.7%	7.8%	8.9%
Operating income	\$5.9	\$2.1	\$13.3
Operating income %	1.1%	0.4%	2.3%
Non-GAAP operating income	\$7.9	\$4.1	\$15.3
Non-GAAP operating income %	1.4%	0.8%	2.7%

### WORLDWIDE COMMUNICATIONS AND SERVICES

<i>\$ in millions</i>	Q2 FY21	Q1 FY21	Q1 FY20
Net sales	\$259.5	\$233.8	\$249.0
Gross profit	\$43.4	\$39.7	\$47.2
Gross profit margin %	16.7%	17.0%	19.0%
Operating income	\$13.1	\$8.3	\$6.4
Operating income %	5.0%	3.5%	2.6%
Non-GAAP operating income	\$16.0	\$11.7	\$13.2
Non-GAAP operating income %	6.2%	5.0%	5.3%

Non-GAAP operating income excludes amortization of intangibles, change in fair value of contingent consideration, impairment charges, and other non-GAAP items.



## APPENDIX: NON-GAAP FINANCIAL INFORMATION

---

### Y/Y Sales Growth – Organic and Reported

*(\$ in thousands)*

**For the quarter ended December 31, 2020:**

Q2 FY21 net sales, as reported	\$ 810,897
Foreign exchange impact <sup>(a)</sup>	<u>27,785</u>
Q2 FY21 net sales, constant currency (non-GAAP)	<u>\$ 838,682</u>

**For the quarter ended December 31, 2019:**

Q1 FY20 net sales, as reported	<u>\$ 823,999</u>
--------------------------------	-------------------

**Y/Y% Change:**

As reported	-1.6%
Constant currency excluding Divestitures and acquisitions (organic growth)	1.8%

*(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 ended December 31, 2020 into U.S. dollars using the weighted average foreign exchange rates for the fiscal year ended December 31, 2019.*

## APPENDIX: NON-GAAP FINANCIAL INFORMATION

### Operating Income -- QTR

(\$ in thousands)

		Quarter Ended December 31, 2020						
		Reported GAAP measure	Intangible amortization expense	Change in fair value of contingent consideration	Acquisition, Divestiture, & Restructuring Costs	Tax settlement	Impairment charges	Non-GAAP measure
<b>Consolidated:</b>								
Net sales	\$	810,897	-	-	-	-	-	\$ 810,897
Gross Profit	\$	86,043	-	-	-	-	-	\$ 86,043
Gross profit margin %		10.61%	-	-	-	-	-	10.61%
Operating income	\$	17,130	\$ 4,862	\$ -	\$ 1,844	\$ -	\$ -	\$ 23,836
Operating income margin %		2.11%	-	-	-	-	-	2.94%

# APPENDIX: NON-GAAP FINANCIAL INFORMATION

## Return on Invested Capital (ROIC)

(\$ in thousands)

**Return on invested capital (ROIC), annualized <sup>(a)</sup>**

**Q2 FY21**  
**12.4%**

### Reconciliation of Net Income to Adjusted EBITDA

Net income - GAAP	\$ 11,061
Plus: Interest expense	1,796
Plus: Income taxes	4,683
Plus: Depreciation and amortization	8,349
EBITDA	25,889
Plus: Acquisition and divestiture costs	1,359
Plus: Restructuring costs	484
Adjusted EBITDA (numerator for ROIC)(non-GAAP)	<u>\$ 27,732</u>

### Invested Capital Calculation

Equity - beginning of the period	\$ 671,227
Equity - end of the period	682,139
Plus: Acquisition and divestiture costs	1,359
Plus: Restructuring costs, net of tax	366
Plus: Discontinued operations net loss	25,255
Average equity	690,173
Average funded debt <sup>(b)</sup>	198,620
Invested capital (denominator for ROIC)(non-GAAP)	<u>\$ 888,793</u>

(a) Calculated as earnings before interest expense, income taxes, depreciation and amortization (EBITDA), plus other adjustments for non-GAAP measures, annualized and divided by invested capital for the period. Invested capital is defined as average equity plus average daily funded interest-bearing debt for the period.

(b) Average funded debt, which includes both continuing and discontinued operations, is calculated as the average daily amounts outstanding on short-term and long-term interest-bearing debt.



# APPENDIX: NON-GAAP FINANCIAL INFORMATION

## Highlights by Segment – QTR

*(\$ in thousands)*

	Quarter Ended December 31, 2020						
	Reported GAAP measure	Intangible amortization expense	Change in fair value of contingent consideration	Acquisition, Divestiture, & Restructuring Costs	Tax settlement	Impairment charges	Non-GAAP measure
<b>Worldwide Barcode, NW &amp; Security:</b>							
Net sales	\$ 551,394	-	-	-	-	-	\$ 551,394
Gross Profit	\$ 42,685	-	-	-	-	-	\$ 42,685
Gross profit margin %	7.74%	-	-	-	-	-	7.74%
Operating income	\$ 5,887	\$ 1,968	-	-	\$ -	\$ -	\$ 7,855
Operating income margin %	1.07%	-	-	-	-	-	1.42%
<b>Worldwide Communications &amp; Services:</b>							
Net sales	\$ 259,503	-	-	-	-	-	\$ 259,503
Gross Profit	\$ 43,358	-	-	-	-	-	\$ 43,358
Gross profit margin %	16.71%	-	-	-	-	-	16.71%
Operating Income	\$ 13,087	\$ 2,894	-	-	\$ -	\$ -	\$ 15,981
Operating income margin %	5.04%	-	-	-	-	-	6.16%



# APPENDIX: NON-GAAP FINANCIAL INFORMATION

## Highlights by Segment – QTR

(\$ in thousands)

	Quarter Ended September 30, 2020						
	Reported GAAP measure	Intangible amortization expense	Change in fair value of contingent consideration	Acquisition, Divestiture, & restructuring costs	Tax settlement	Impairment charges	Non-GAAP measure
<b>Worldwide Barcode, NW &amp; Security:</b>							
Net sales	\$ 523,577	-	-	-	-	-	\$ 523,577
Gross Profit	\$ 41,085	-	-	-	-	-	\$ 41,085
Gross profit margin %	7.85%	-	-	-	-	-	7.85%
Operating income	\$ 2,147	\$ 1,968	-	-	\$ -	\$ -	\$ 4,115
Operating income margin %	0.41%	-	-	-	-	-	0.79%
<b>Worldwide Communications &amp; Services:</b>							
Net sales	\$ 233,765	-	-	-	-	-	\$ 233,765
Gross Profit	\$ 39,694	-	-	-	-	-	\$ 39,694
Gross profit margin %	16.98%	-	-	-	-	-	16.98%
Operating Income	\$ 8,253	\$ 2,885	\$ 516	-	\$ -	\$ -	\$ 11,654
Operating income margin %	3.53%	-	-	-	-	-	4.99%





# APPENDIX: NON-GAAP FINANCIAL INFORMATION

## Highlights by Segment – QTR

*(\$ in thousands)*

	Quarter Ended December 31, 2019						
	Reported GAAP measure	Intangible amortization expense	Change in fair value of contingent consideration	Acquisition, Divestiture, & Restructuring Costs	Tax settlement	Impairment charges	Non-GAAP measure
<b>Worldwide Barcode, NW &amp; Security:</b>							
Net sales	\$ 575,001	-	-	-	-	-	\$ 575,001
Gross Profit	\$ 51,133	-	-	-	-	-	\$ 51,133
Gross profit margin %	8.89%	-	-	-	-	-	8.89%
Operating income	\$ 13,302	\$ 1,968	-	-	-	-	\$ 15,270
Operating income margin %	2.31%	-	-	-	-	-	2.66%
<b>Worldwide Communications &amp; Services:</b>							
Net sales	\$ 248,998	-	-	-	-	-	\$ 248,998
Gross Profit	\$ 47,186	-	-	-	-	-	\$ 47,186
Gross profit margin %	18.95%	-	-	-	-	-	18.95%
Operating Income	\$ 6,415	\$ 3,342	\$ 3,176	\$ 266	-	-	\$ 13,199
Operating income margin %	2.58%	-	-	-	-	-	5.30%

