



FACT SHEET **MAY 2016**

CORPORATE PROFILE

ScanSource, Inc. (NASDAQ: SCSC) is a leading global provider of technology products and solutions, focusing on point-of-sale (POS), barcode, physical security, video, voice, data networking, and emerging technologies. ScanSource's teams provide value-added solutions and operate from two segments:

- Worldwide Barcode and Security
- Worldwide Communications and Services

Founded in 1992, ScanSource provides value-added solutions from approximately 400 vendors and sells to approximately 33,000 reseller customers. ScanSource is committed to helping its reseller customers choose, configure, and deliver the industry's best solutions across almost every vertical market in the United States, Canada, Latin America, and Europe.

With fiscal year 2015 net sales of \$3.2 billion, ScanSource has approximately 2,100 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

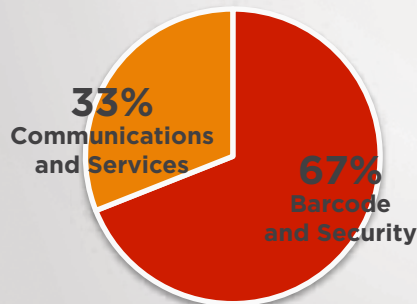
Commitment to the Channel

- Sell only to resellers – not to end users
- Growth opportunities from market growth, channel shift (both direct to indirect and one-tier to two-tier), channel consolidation, multi-vendor solutions, new vendors, market share gains, and selective strategic acquisitions

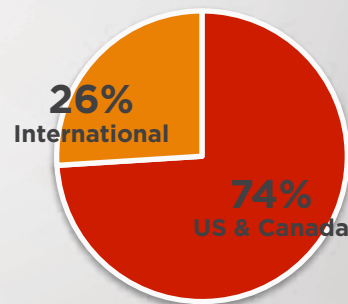
Value-Added Services

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

Q3 FY16 NET SALES BY SEGMENT



Q3 FY16 NET SALES BY GEOGRAPHY



SCANSOURCE AT A GLANCE

Ticker Symbol: SCSC (NASDAQ)
Locations: 43 in the United States, Canada, Latin America, and Europe
FY 2015 Net Sales: \$3.2 billion
FY 2015 GAAP Net Income: \$65.4 million
FY 2015 Non-GAAP Net Income*: \$75.1 million

FY 2015 GAAP Diluted EPS: \$2.27
FY 2015 Non-GAAP Diluted EPS*: \$2.61
Manufacturers: Approximately 400
Customers: Over 33,000
Employees: Approximately 2,100
Common Shares Outstanding (3/31/16): 25.7 million

Market Cap (3/31/16): Approximately \$1 billion
Fortune 1000 Ranking: 775
Headquarters: Greenville, SC
Founded: 1992
Public: 1994

* Excluding amortization of intangibles, changes in fair value of contingent consideration, and acquisition 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.

THIRD QUARTER FY16 HIGHLIGHTS

- Net sales of \$798 million, up 5% Y/Y, and non-GAAP diluted EPS of \$0.64*, up 23% Y/Y
- Missed expected net sales range primarily due to lower volume of big deals, which resulted in higher than expected gross profit margins
- Gross profit margin of 10.6% from favorable sales mix
- Three acquisitions (Imago, Network1 and KBZ) performed very well
- Third quarter 2016 return on invested capital of 12.3% (14.5% YTD)*

* Excluding amortization of intangible assets, change in fair value of contingent consideration, and acquisition 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.

RETURN ON INVESTED CAPITAL (ROIC*)

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

Jun '14	Sep '14	Dec '14	Mar '15	Jun '15	Sep '15	Dec '15	Mar '16
14%	16%	15%	12%	15%	15%	17%	12%

* 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 for the period. Invested capital is defined as average equity plus average daily funded interest-bearing debt for the period. EBITDA excludes acquisitions costs (\$0.1 million quarter ended 12/31/15, \$0.2 million quarter ended 9/30/15, \$0.1 million quarter ended 6/30/15, \$0.3 million quarter ended 3/31/15, \$1.5 million quarter ended 12/31/14, \$1.3 million quarter ended 9/30/14), and a \$15.5 million legal recovery, net of attorney fees for the quarter ended 6/30/14. Reconciliation of the Company's non-GAAP financial information to GAAP financial information are provided in the Company's Form 8-K, filed with the SEC, with the quarterly press release and also on the Company's website, www.scansource.com, in the Investor Relations section under Financial Information.

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