FOR IMMEDIATE RELEASE

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SCANSOURCE REPORTS STRONG FOURTH QUARTER RESULTS

Record Full-Year Net Sales with 8% Sales Growth and 14% Gross Profit Growth

GREENVILLE, SC -- August 28, 2018 -- ScanSource, Inc. (NASDAQ: SCSC), a leading global provider of technology products and solutions, today announced financial results for the fourth quarter ended June 30, 2018.

	Quarter ended June 30,								
	2018		2017	Change		2018		2017	Change
	(in milli	ons, e	except per shar	e data)		(in milli	ons, e	except per shar	e data)
Net sales	\$ 993.9	\$	917.3	8 %	\$	3,846	\$	3,568	8 %
Operating income	19.8		22.1	(11)%		67.6		88.2	(23)%
Non-GAAP operating income ⁽¹⁾	30.8		27.8	11 %		124.0		110.2	12 %
GAAP net income	10.4		19.0	(45)%		33.2		69.2	(52)%
Non-GAAP net income ⁽¹⁾	19.9		17.3	15 %		79.8		70.3	14 %
GAAP diluted EPS	\$ 0.40	\$	0.74	(46)%	\$	1.29	\$	2.71	(52)%
Non-GAAP diluted EPS ⁽¹⁾	\$ 0.77	\$	0.68	13 %	\$	3.11	\$	2.75	13 %

⁽¹⁾ Non-GAAP results exclude amortization of intangible assets related to acquisitions, change in fair value of contingent consideration and other non-GAAP items. A reconciliation of non-GAAP financial information to GAAP financial information is presented in the Supplementary Information (Unaudited) below.

Quarterly Results

For the fourth quarter of fiscal year 2018, net sales increased 8% to \$993.9 million, driven by sales growth in both Worldwide segments. Organic sales growth, which excludes the impact from foreign currency translation and a recent acquisition, was 5.0%. Operating income decreased to \$19.8 million largely as a result of increased expense for the change in fair value of the contingent consideration. Non-GAAP operating income increased 11% to \$30.8 million, primarily from higher net sales and the addition of the POS Portal acquisition.

On a GAAP basis, net income for the quarter totaled \$10.4 million, or \$0.40 per diluted share, compared with net income of \$19.0 million, or \$0.74 per diluted share, for the prior-year quarter. Non-GAAP net income for the fourth quarter of fiscal year 2018 increased 15% to \$19.9 million, or \$0.77 per diluted share, compared to \$17.3 million, or \$0.68 per diluted share, for the prior-year quarter.

Full-Year Results

For the full fiscal year 2018, net sales increased 8% to \$3.8 billion. Operating income decreased to \$67.6 million, due to additional expense for the change in the fair value of the contingent consideration. Non-GAAP operating income increased 12% to \$124.0 million, primarily from higher sales volumes, higher gross margin and the addition of the POS Portal acquisition.

[&]quot;We delivered outstanding fourth quarter sales and gross profit growth, capping a year of progress in executing our growth initiatives," said Mike Baur, CEO, ScanSource, Inc. "We want to congratulate our teams worldwide on achieving these excellent results. Investments we are making in our business are positioning us to accelerate our profitable growth."

On a GAAP basis, net income for the fiscal year 2018 totaled \$33.2 million, or \$1.29 per diluted share, compared to net income of \$69.2 million, or \$2.71 per diluted share, for the prior year. Non-GAAP net income for the year increased 14% to \$79.8 million, or \$3.11 per diluted share, compared to \$70.3 million, or \$2.75 per diluted share, for the prior year.

Forecast for Next Quarter

For the first quarter of fiscal year 2019, ScanSource expects net sales to range from \$950 million to \$1.01 billion, diluted earnings per share to range from \$0.56 to \$0.62 per share and non-GAAP diluted earnings per share to range from \$0.83 to \$0.89 per share. Non-GAAP diluted earnings per share exclude amortization of intangible assets related to acquisitions and change in fair value of contingent consideration and other non-GAAP items.

Webcast Details and CFO Commentary

At approximately 4:15 p.m. ET today, a CFO commentary, as a supplement to our press release and conference call, will be available on ScanSource's website, www.scansource.com (Investor Relations section). ScanSource will present additional information about its financial results and outlook in a conference call today, August 28, 2018, at 5:00 p.m. ET. A webcast of the call will be available for all interested parties and can be assessed at www.scansource.com (Investor Relations section). The webcast will be available for replay for 60 days.

Safe Harbor Statement

This press release contains "forward-looking" statements, including the forecast of sales and earnings per share for next quarter, that involve risks and uncertainties. Any number of factors could cause actual results to differ materially from anticipated or forecasted results, including, but not limited to, changes in interest and exchange rates and regulatory regimes impacting our international operations, the impact of tax reform laws, the failure of acquisitions to meet our expectations, the failure to manage and implement our organic growth strategy, credit risks involving our larger customers and vendors, termination of our relationship with key vendors or a significant modification of the terms under which we operate with a key vendor, the decline in demand for the products and services that we provide, reduced prices for the products and services that we provide due both to competitor and customer actions, and other factors set forth in the "Risk Factors" contained in our annual report on Form 10-K for the year ended June 30, 2018, filed with the Securities and Exchange Commission. Except as may be required by law, the Company expressly disclaims any obligation to update these forward-looking statements to reflect events or circumstances after the date of this press release or to reflect the occurrence of unanticipated events.

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 financial measures, which are summarized below. Non-GAAP financial measures are used to understand and evaluate performance, including comparisons from period to period. Non-GAAP results exclude amortization of intangible assets related to acquisitions, change in fair value of contingent consideration, acquisition costs and other non-GAAP adjustments.

Net sales on a constant currency basis, excluding acquisitions: The Company discloses the percentage change in net sales excluding the translation impact from changes in foreign currency exchange rates between reporting periods and excluding the net sales from acquisitions prior to the first full year from the acquisition date. This measure enhances the comparability between periods to help analyze underlying trends on an organic basis.

Non-GAAP operating income, non-GAAP pre-tax income, non-GAAP net income and non-GAAP diluted earnings per share: To evaluate current period performance on a more consistent basis with prior periods, the Company discloses non-GAAP operating income, non-GAAP pre-tax income, non-GAAP net income and non-GAAP diluted earnings per share (non-GAAP diluted "EPS"). These non-GAAP results exclude amortization of intangible assets related to acquisitions, change in the fair value of contingent consideration, acquisition costs and other non-GAAP adjustments. Non-GAAP operating income, non-GAAP net income, and non-GAAP diluted EPS measures are useful in assessing and understanding the Company's operating performance, especially when comparing results with previous periods or forecasting performance for future periods.

Return on invested capital ("ROIC"): Management uses ROIC as a performance measurement to assess efficiency in allocating capital under the Company's control to generate returns. Management believes this metric balances the Company's operating results with asset and liability management, is not impacted by capitalization decisions and correlates with shareholder value creation. In addition, it is easily computed, communicated and understood. ROIC also provides management a measure of the Company's profitability on a basis more comparable to historical or future periods.

ROIC assists management in comparing the Company's performance over various reporting periods on a consistent basis because it removes from operating results the impact of items that do not reflect core operating performance. ROIC is calculated as adjusted EBITDA over invested capital. Adjusted earnings before interest expense, income taxes, depreciation and amortization ("Adjusted EBITDA") excludes the change in fair value of contingent consideration and acquisition costs, in addition to other non-GAAP adjustments. Invested capital is defined as average equity plus average daily funded interest-bearing debt for the period. Management believes the calculation of ROIC provides useful information to investors and is an additional relevant comparison of the Company's performance during the year.

These non-GAAP financial measures have limitations as analytical tools, and the non-GAAP financial measures that the Company reports may not be comparable to similarly titled amounts reported by other companies. Analysis of results and outlook on a non-GAAP basis should be considered in addition to, and not in substitution for or as superior to, measurements of financial performance prepared in accordance with GAAP. A reconciliation of the Company's non-GAAP financial information to GAAP is set forth in the Supplementary Information (Unaudited) below.

About ScanSource, Inc.

ScanSource, Inc. (NASDAQ: SCSC) is a leading global provider of technology products and solutions, focusing on point-of-sale (POS), payments, barcode, physical security, unified communications and collaboration, cloud and telecom services. ScanSource's teams provide value-added solutions and operate from two segments: Worldwide Barcode, Networking & Security, which includes POS Portal, and Worldwide Communications & Services, which includes Intelisys and Canpango. ScanSource is committed to helping its customers choose, configure and deliver the industry's best solutions across almost every vertical market in North America, Latin America and Europe. Founded in 1992 and headquartered in Greenville, South Carolina, ScanSource was named one of the 2018 Best Places to Work in South Carolina and on *FORTUNE* magazine's 2018 List of World's Most Admired Companies. ScanSource ranks #653 on the Fortune 1000. For more information, visit www.scansource.com.

ScanSource, Inc. and Subsidiaries Condensed Consolidated Balance Sheets (Unaudited) (in thousands)

	June 30, 2018*			June 30, 2017*
Assets				
Current assets:				
Cash and cash equivalents	\$	25,530	\$	56,094
Accounts receivable, less allowance of \$45,561 at June 30, 2018 and \$44,434 at June 30, 2017		678,940		637,293
Inventories		595,948		531,314
Prepaid expenses and other current assets		61,744		56,322
Total current assets		1,362,162		1,281,023
Property and equipment, net		73,042		56,566
Goodwill		298,174		200,881
Identifiable intangible assets, net		136,806		101,513
Deferred income taxes		22,199		29,491
Other non-current assets		52,912		48,829
Total assets	\$	1,945,295	\$	1,718,303
Liabilities and Shareholders' Equity				
Current liabilities:				
Accounts payable	\$	562,564	\$	513,155
Accrued expenses and other current liabilities		90,873		104,715
Current portion of contingent consideration		42,975		30,675
Income taxes payable		13,348		7,730
Current portion of long-term debt		551		_
Total current liabilities		710,311		656,275
Deferred income taxes		1,769		2,008
Long-term debt, net of current portion		4,878		5,429
Borrowings under revolving credit facility		244,000		91,871
Long-term portion of contingent consideration		65,258		83,361
Other long-term liabilities		52,703		42,214
Total liabilities		1,078,919		881,158
Shareholders' equity:				
Common stock		68,220		61,169
Retained earnings		882,333		849,180
Accumulated other comprehensive income (loss)		(84,177)		(73,204)
Total shareholders' equity		866,376		837,145
Total liabilities and shareholders' equity	\$	1,945,295	\$	1,718,303

^{*} Derived from audited financial statements.

ScanSource, Inc. and Subsidiaries Condensed Consolidated Income Statements (Unaudited) (in thousands, except per share data)

	Quarter end	June 30,	Year ende	ed June 30,		
	 2018*		2017*	 2018*		2017*
Net sales	\$ 993,852	\$	917,291	\$ 3,846,260	\$	3,568,186
Cost of goods sold	880,503		816,435	3,410,135		3,184,590
Gross profit	113,349		100,856	436,125		383,596
Selling, general and administrative expenses	76,834		71,179	297,475		265,178
Depreciation expense	3,252		2,289	13,311		9,444
Intangible amortization expense	5,056		3,987	20,657		15,524
Change in fair value of contingent consideration	8,448		1,290	37,043		5,211
Operating income	19,759		22,111	67,639		88,239
Interest expense	2,494		934	9,149		3,215
Interest income	(1,365)		(2,382)	(3,713)		(5,329)
Other (income) expense, net	587		139	1,278		(11,142)
Income before income taxes	18,043		23,420	60,925		101,495
Provision for income taxes	7,655		4,450	27,772		32,249
Net income	\$ 10,388	\$	18,970	\$ 33,153	\$	69,246
Per share data:						
Net income per common share, basic	\$ 0.41	\$	0.75	\$ 1.30	\$	2.74
Weighted-average shares outstanding, basic	25,577		25,341	25,522		25,318
Net income per common share, diluted	\$ 0.40	\$	0.74	\$ 1.29	\$	2.71
Weighted-average shares outstanding, diluted	25,675		25,512	25,624		25,515

^{*} Derived from audited financial statements.

Net Sales by Segment:

Quarter end			
 2018		2017	% Change
(in thou	ısanc	ds)	
\$ 684,552	\$	619,241	10.5%
(4,318)		_	
680,234		619,241	9.8%
(30,842)			
\$ 649,392	\$	619,241	4.9%
\$ 309,300	\$	298,050	3.8%
4,218		_	
313,518		298,050	5.2%
 		_	
\$ 313,518	\$	298,050	5.2%
\$ 993,852	\$	917,291	8.3%
(100)		_	
993,752		917,291	8.3%
(30,842)		<u> </u>	
\$ 962,910	\$	917,291	5.0%
\$ \$	\$ 684,552 (4,318) 680,234 (30,842) \$ 649,392 \$ 309,300 4,218 313,518 	\$ 684,552 \$ (4,318) 680,234 (30,842) \$ \$ 649,392 \$ \$ \$ (100) 993,752 (30,842)	(in thousands) \$ 684,552 \$ 619,241 (4,318) — 680,234 619,241 (30,842) — \$ 649,392 \$ 619,241 \$ 309,300 \$ 298,050 4,218 — 313,518 298,050 — \$ 313,518 \$ 298,050 — \$ 993,852 \$ 917,291 (100) — 993,752 917,291 (30,842) —

⁽a) Year-over-year net sales growth rate excluding the translation impact of changes in foreign currency exchange rates. Calculated by translating the net sales for the quarter ended June 30, 2018 into U.S. dollars using the average foreign exchange rates for the quarter ended June 30, 2017.

Net Sales by Segment:

		Year ended June 30,							
Worldwide Barcode, Networking & Security:		2018		2017	% Change				
		(in thou	ısan	ids)					
Net sales, as reported	\$	2,628,988	\$	2,389,256	10.0%				
Foreign exchange impact (a)		(32,561)							
Net sales, constant currency		2,596,427		2,389,256	8.7%				
Less: Acquisitions		(87,461)		_					
Net sales, constant currency excluding acquisitions	\$	2,508,966	\$	2,389,256	5.0%				
		,							
Worldwide Communications & Services:									
Net sales, as reported	\$	1,217,272	\$	1,178,930	3.3%				
Foreign exchange impact (a)		(5,055)		<u> </u>					
Net sales, constant currency		1,212,217		1,178,930	2.8%				
Less: Acquisitions		(9,750)		(2,863)					
Net sales, constant currency excluding acquisitions	\$	1,202,467	\$	1,176,067	2.2%				
Consolidated:									
Net sales, as reported	\$	3,846,260	\$	3,568,186	7.8%				
Foreign exchange impact (a)		(37,616)		<u> </u>					
Net sales, constant currency		3,808,644		3,568,186	6.7%				
Less: Acquisitions	_	(97,211)		(2,863)					
Net sales, constant currency excluding acquisitions	\$	3,711,433	\$	3,565,323	4.1%				

⁽a) Year-over-year net sales growth rate excluding the translation impact of changes in foreign currency exchange rates. Calculated by translating the net sales for the fiscal year ended June 30, 2018 into U.S. dollars using the average foreign exchange rates for the fiscal year ended June 30, 2017.

Net Sales by Geography:

<u>e</u>
3.1%
.7%
0.0%
3.9%
3.9%
3.3%
3.3%
5.0%

⁽a) Year-over-year net sales growth rate excluding the translation impact of changes in foreign currency exchange rates. Calculated by translating the net sales for the quarter ended June 30, 2018 into U.S. dollars using the average foreign exchange rates for the quarter ended June 30, 2018.

Net Sales by Geography:

		Year ende		
		2018	2017	% Change
United States and Canada:				
Net sales, as reported	\$	2,847,197	\$ 2,685,820	6.0%
Less: Acquisitions		(97,211)	(2,863)	
Net sales, excluding acquisitions	\$	2,749,986	\$ 2,682,957	2.5%
International:				
Net sales, as reported	\$	999,063	\$ 882,366	13.2%
Foreign exchange impact (a)		(37,616)		
Net sales, constant currency		961,447	882,366	9.0%
Less: Acquisitions		_	_	
Net sales, constant currency excluding acquisitions	\$	961,447	\$ 882,366	9.0%
Consolidated:				
Net sales, as reported	\$	3,846,260	\$ 3,568,186	7.8%
Foreign exchange impact (a)		(37,616)	_	
Net sales, constant currency		3,808,644	3,568,186	6.7%
Less: Acquisitions		(97,211)	(2,863)	
Net sales, constant currency excluding acquisitions	\$	3,711,433	\$ 3,565,323	4.1%

⁽a) Year-over-year net sales growth rate excluding the translation impact of changes in foreign currency exchange rates. Calculated by translating the net sales for the fiscal year ended June 30, 2018 into U.S. dollars using the average foreign exchange rates for the fiscal year ended June 30, 2017.

ScanSource, Inc. and Subsidiaries Supplementary Information (Unaudited) (in thousands, except per share data)

	Quarter ended June 30, 2018							
	Operating Pre-tax income		· F · · · · · · · · · · · · · · · · · ·				Net income	Diluted EPS
GAAP measure	\$ 19,759	\$ 18,043	\$ 10,388	\$ 0.40				
Adjustments:								
Amortization of intangible assets	5,056	5,056	3,521	0.14				
Change in fair value of contingent consideration	8,448	8,448	5,679	0.22				
Tax recovery and related interest income	(2,466)	(3,119)	(2,058)	(0.08)				
Tax reform changes			2,345	0.09				
Non-GAAP measure	\$ 30,797	\$ 28,428	\$ 19,875	\$ 0.77				

Quarter ended June 30, 2017						
Operating income	Pre-tax income	Net income	Diluted EPS			
\$ 22,111	\$ 23,420	\$ 18,970	\$ 0.74			
3,987	3,987	2,625	0.10			
1,290	1,290	680	0.03			
422	422	422	0.02			
_	(1,382)	(5,370)	(0.21)			
\$ 27,810	\$ 27,737	\$ 17,327	\$ 0.68			
	Dperating income 3 22,111 3,987 1,290 422 —	Operating income Pre-tax income 3 22,111 \$ 23,420 3,987 3,987 1,290 1,290 422 422 — (1,382)	Operating income Pre-tax income Net income 3 22,111 \$ 23,420 \$ 18,970 3,987 3,987 2,625 1,290 1,290 680 422 422 422 — (1,382) (5,370)			

⁽a) Acquisition costs are non-deductible for tax purposes.

ScanSource, Inc. and Subsidiaries Supplementary Information (Unaudited) (in thousands, except per share data)

	Year ended June 30, 2018					
	 perating ncome	Pre-tax income	Net income	Diluted EPS		
GAAP measure	\$ 67,639	\$ 60,925	\$ 33,153	\$ 1.29		
Adjustments:						
Amortization of intangible assets	20,657	20,657	14,021	0.55		
Change in fair value of contingent consideration	37,043	37,043	24,697	0.96		
Acquisition costs (a)	172	172	172	0.01		
Legal settlement, net of attorney fees	952	952	771	0.03		
Tax recovery and related interest income	(2,466)	(3,119)	(2,058)	(0.08)		
Tax reform changes	_	_	9,034	0.35		
Non-GAAP measure	\$ 123,997	\$116,630	\$ 79,790	\$ 3.11		

	Year ended June 30, 2017						
	Operating income	Pre-tax income	Net income	Diluted EPS			
GAAP measure	\$ 88,239	\$101,495	\$ 69,246	\$ 2.71			
Adjustments:							
Amortization of intangible assets	15,524	15,524	10,247	0.40			
Change in fair value of contingent consideration	5,211	5,211	2,921	0.11			
Acquisition costs (a)	1,256	1,256	1,256	0.06			
Legal settlement, net of attorney fees	_	(12,777)	(8,047)	(0.32)			
Tax recovery and related interest income		(1,382)	(5,370)	(0.21)			
Non-GAAP measure	\$ 110,230	\$109,327	\$ 70,253	\$ 2.75			

⁽a) Acquisition costs are non-deductible for tax purposes.

ScanSource, Inc. and Subsidiaries Supplementary Information (Unaudited) (in thousands, except percentages)

		Quarter ended June 30,				Year ende	d J	une 30,
		2018 2017			2018		2017	
Return on invested capital (ROIC), annualized (a)		12.5%		13.2%		12.5%		13.1%
Reconciliation of Net Income to Adjusted EBITDA								
Net income - GAAP	\$	10,388	\$	18,970	\$	33,153	\$	69,246
Plus: Interest expense		2,494		934		9,149		3,215
Plus: Income taxes		7,655		4,450		27,772		32,249
Plus: Depreciation and amortization		9,291		6,276		37,495		24,968
EBITDA		29,828		30,630		107,569		129,678
Adjustments:								
Change in fair value of contingent consideration		8,448		1,290		37,043		5,211
Acquisition costs		_		422		172		1,256
Tax recovery and related interest income		(3,119)		(1,382)		(3,119)		(1,382)
Legal settlement (recovery), net of attorney fees		_		_		952		(12,777)
Adjusted EBITDA (numerator for ROIC) (non-GAAP)	\$	35,157	\$	30,960	\$	142,617	\$	121,986
Invested Capital Calculation								
Equity - beginning of quarter	\$	877,796	\$	808,719	\$	837,145	\$	774,496
Equity - end of quarter		866,376		837,145		866,376		837,145
Adjustments:								
Change in fair value of contingent consideration, net of tax		5,679		680		24,697		2,921
Acquisition costs		_		422		172		1,256
Legal settlement (recovery), net of attorney fees, net of tax		_		_		771		(8,047)
Tax recovery and related interest income, net of tax		(2,058)		(5,370)		(2,058)		(5,370)
Tax reform changes		2,345				9,034		
Average equity		875,069		820,798		868,069		801,201
Average funded debt (b)		253,393	_	117,970		276,233		131,445
Invested capital (denominator for ROIC) (non-GAAP)	\$1	,128,462	\$	938,768	\$1	,144,302	\$	932,646

⁽a) Calculated as net income plus interest expense, income taxes, depreciation and amortization (EBITDA), plus change in fair value of contingent consideration and other adjustments, 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 is calculated as the average daily amounts outstanding on short-term and long-term interest-bearing debt.

		Forecast for Quarter ending September 30, 2018			
	Range Low		Range High		
GAAP diluted EPS	\$	0.56	\$	0.62	
Adjustments:					
Amortization of intangible assets		0.14		0.14	
Change in fair value of contingent consideration		0.07		0.07	
Restructuring costs		0.05		0.05	
Acquisition costs	\$	0.01	\$	0.01	
Non-GAAP diluted EPS	\$	0.83	\$	0.89	