scansource

Fact Sheet
November 2012

CORPORATE PROFILE

ScanSource, Inc. (NASDAQ: SCSC) is the leading international distributor of specialty technology products, operating from dedicated business units in North America, Latin America and Europe. ScanSource serves as a value-added distributor for over 250 technology manufacturers and sells to over 30,000 technology resellers in the following product areas:

- Barcoding and Point-of-Sale (POS)
- Communications (voice, video and data)
- Physical Security (video surveillance, access control and wireless infrastructure)

With fiscal year 2012 net sales of $3 billion, ScanSource has approximately 1,500 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, new vendors and market share gains

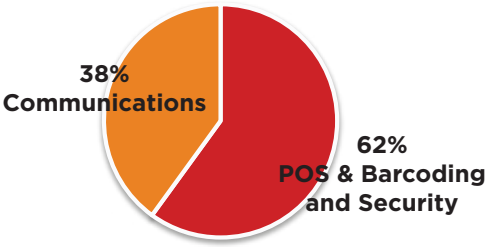
Value-Added Services

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

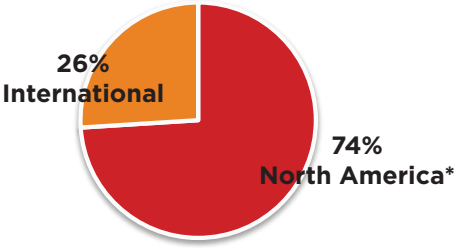
Centralized Distribution Model

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

Q1 FY13 Net Sales by TECHNOLOGY



Q1 FY13 Net Sales by GEOGRAPHY



** Includes the United States and Canada*

AT A GLANCE

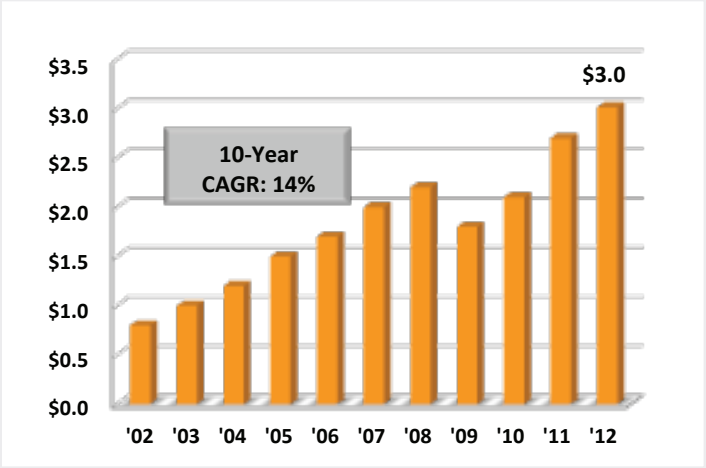
Ticker Symbol:	SCSC (NASDAQ)
Locations:	26 in North America, Latin America and Europe
FY 2012 Net Sales:	$3.0 billion
FY 2012 Net Income:	$74.3 million
FY 2012 Diluted EPS:	$2.68
Manufacturers:	Over 250
Customers:	Approximately 30,000
Employees:	Approximately 1,500
Common Shares Outstanding (9/30/12):	27.7 million
Market Cap (9/30/12):	$885 million
Fortune 1000 Ranking:	760
Headquarters:	Greenville, SC
Founded:	1992
Public:	1994

FIRST QUARTER FY13 HIGHLIGHTS

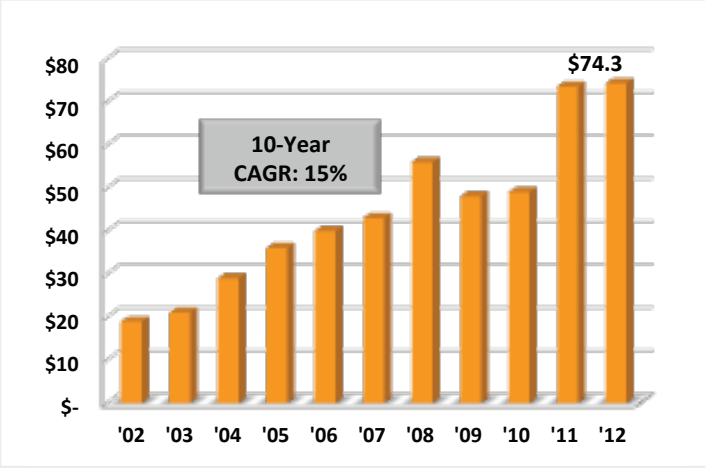
- Net sales of $734 million, a decrease of 4.8% year-over-year
  - North America, down 4.8%
  - International, down 4.6%; excluding foreign exchange impact, 7.8% growth
- Gross profit margin of 10.1%, down from 10.3% for the prior-year quarter
- Operating margin of 3.6% versus 4.1% for the prior-year quarter
- Net income of $17.6 million and fully diluted EPS of $0.63
- Continued solid financial position and capital structure
- 2.6% debt to equity ratio at 9/30/12

HISTORY OF GROWTH AND PROFITABILITY

Net Sales, $ in billions



Net Income, $ in millions



Net sales and net income for fiscal years ended 6/30; CAGR = Compound Annual Growth Rate

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