

## ePlus Q4 FY19 Results

### Market Info

Reported 5/22/19 after-hours

5/23/19 opening price change: **-15.96%**

Ticker: NASDAQ: PLUS

# of Shares: 13.611M

Market Cap: \$1.258B



### Income Statement

- Q1 Net Sales down (1.3%) YoY from \$329.9M to \$325.4M
  - Services Revenue increased 22.8% YoY from \$36.6 to \$45.0M
  - Product Revenue decreased (4.36%) YoY from \$293.2M to \$280.5M
- Gross Profit down (0.4%) YoY from \$81.6M to \$81.3M
  - Gross Profit Margin up 30bp YoY from 24.7% to 25.0%
- Operating Income down (21.84%) YoY from \$18.514M to \$14.470M
- Net Income increased 69.2% YoY from \$8.9M to \$15.1M
- Fully diluted Q1 EPS up 72.3% YoY from \$0.65 to \$1.12

### Balance Sheet

- Cash \$79.816M
- Debt \$10.530M
- Cash from Operating Activities \$103.356M

ePlus inc.	03/2019	12/2018	09/2018	06/2018	03/2018	12/2017
	-	92 DAYS	92 DAYS	91 DAYS	90 DAYS	92 DAYS
Valuation Ratios	Preliminary/	Final/	Final/	Final/	Final/	Final/
Price / Earnings	-	16.98	22.01	22.90	19.67	18.57
Price / Book Value	-	2.37	3.19	3.40	2.87	2.75
Dividend Yield (%)	-	0.00	0.00	0.00	0.00	0.00
Enterprise Value / EBIT	14.41	13.03	19.10	16.16	12.32	11.11
Enterprise Value / EBITDA	12.58	11.12	16.03	14.07	10.89	10.00
Enterprise Value / Sales	0.86	0.69	0.92	0.92	0.70	0.71

Source: Factset

Report created 5/23/19

With questions or concerns please contact:

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