

En Pointe Technologies, Inc. Reports Fourth-Quarter and Fiscal Year 1999 Results

Full-Year Net Sales Up 18% to New Record of \$668 Million; Q4-99 Internet Subsidiary Net Sales Up 121% Over Q4-98

Los Angeles, CA (December 21, 1999) - En Pointe Technologies, Inc. (NASDAQ:ENPT), a leading national provider of information technology products and services, today announced revenues and net earnings for the fourth fiscal quarter and fiscal year ended September 30, 1999. Consolidated revenues set a new fiscal-year record at \$668 million, an 18% increase over fiscal 1998.

Firstsource.com, an internet-focused subsidiary of En Pointe Technologies, contributed \$30 million to consolidated revenues in fiscal 1999. En Pointe service revenues increased to \$23 million for the year ended September 30, 1999, an increase of 74% over the prior fiscal year.

Consolidated revenues for the three-months ended September 30, 1999 were \$170 million, an increase of \$11 million, or 7%, over the same period in the prior fiscal year. Revenues for firstsource.com were \$10 million during the fourth quarter of fiscal 1999, an increase of 121% over the same period in fiscal 1998. Service revenues increased to \$6.2 million during the fourth quarter of fiscal 1999 from \$4.6 million in the same period in fiscal 1998, an increase of 35%.

The consolidated net loss for the fiscal year ended September 30, 1999 was \$16.6 million, or \$2.79 per share, which includes losses at firstsource.com of \$13.7 million (net of minority interest). The consolidated net loss for the fourth fiscal quarter was \$11.0 million, or \$1.85 per share. Net losses at firstsource.com during the fourth quarter totaled \$9.8 million (net of minority interest). Compensation expense associated with stock options granted to purchase firstsource.com common stock totaled \$10.3 million during fiscal 1999, \$10.0 million being recognized during the fourth quarter. Excluding the charges related to stock option compensation, the consolidated net loss for the quarter and year-ended September 30, 1999 would have been \$0.65 and \$1.54 per share, respectively.

En Pointe's core business (excluding firstsource.com) returned a pretax profit of \$0.5 million during the quarter ended September 30, 1999. Had normal tax rates applied, this would have resulting in net income of \$0.3 million, or \$0.05 per basic share. Due to a reduction in En Pointe's ownership percentage of firstsource.com on July 28, 1999, the company can no longer include firstsource.com's results in its consolidated tax filings. As a result of basis limitations and due to the deconsolidation, tax benefits of \$1.4 million recognized in prior fiscal quarters representing the subsidiary's operating losses were recaptured during the fourth quarter of fiscal 1999.

First Quarter of Fiscal Year 2000

Concerns about the Year 2000 ("Y2K") effect upon technology products have resulted in softness in the marketplace in which En Pointe Technologies participates. This phenomenon has affected many resellers and distributors during the quarter ending December 31, 1999 and, likewise, has affected En Pointe Technologies. Additionally, En Pointe encountered problems during the transition to new business systems during the first quarter of fiscal year 2000 that adversely impacted revenues. Consequently, En Pointe now expects that revenues for the quarter ending December 31, 1999 will be in the range of \$115 - \$125 million. This, combined with additional costs related to the implementation of new business systems, will adversely affect En Pointe's profitability during the first quarter of fiscal year 2000.

About SupplyAccess

The Company is in the process of seeking funding for a private placement of securities in its recently incorporated subsidiary, SupplyAccess, Inc., for no less than \$9.75 million and no more than \$18.75 million. The SupplyAccess focus is on large enterprise e-procurement solutions including automation of the approval process and MRO (maintenance, repair and operations) functions.

The Company cannot assure that such funding, or any portion thereof, will be available on the terms and conditions set forth in the private placement memorandum.

Suppliers meeting the ISO 9002 standard are increasingly in demand from such large market segments as major computer manufacturers, Fortune 2000 customers, government agencies, the aircraft and automotive industries, and many manufacturing concerns.

About En Pointe Technologies, Inc.

En Pointe Technologies, Inc. is a national business-to-business e-commerce provider of IT products and value-added services, using proprietary and non-proprietary software and systems to drop-ship materials, repair and operation ("MRO") products to its customers through an electronically linked network of the largest allied distributors in the U.S. This software allows En Pointe to serve as an electronic clearinghouse of computers and computer related products without many of the risks and costs associated with maintaining inventory. En Pointe offers its customers direct on-line access to 70% of the mainstream PC products. En Pointe Professional Services offers "total solution" system consulting services such as: pre-sale consulting, design, training, customization and integration.

En Pointe is represented nationally with a concentration in more than 20 sales and service markets throughout the United States, as well as a value-added ISO 9002 certified integration facility in Ontario, California. Visit En Pointe at www.enpointe.com.

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