

En Pointe Technologies, Inc. Reports Results for the First Quarter of Fiscal Year 2002

Los Angeles, CA - February 12, 2002 - En Pointe Technologies, Inc. (NASDAQ:ENPT), a leading national provider of business-to-business information technology products and services, today announced consolidated revenue and net loss for the first quarter of fiscal 2002 ended December 31, 2001. Consolidated revenue for the first quarter of fiscal 2002 was \$74.1 million, down from the \$117.8 million reported in the December 2000 quarter, but in line with the Company's expectations as noted in December 2001. The Company reported a consolidated net loss in the quarter ended December 31, 2001 of \$1.5 million, or \$0.22 per share, off from the consolidated net income of \$1.1 million, or \$0.17 per basic and diluted share, reported for the same quarter in the prior fiscal year.

"En Pointe has continued to feel the effects of the economic slowdown and, particularly, the reduced spending on technology products," said Tom Scott, President and COO of En Pointe Technologies Sales, Inc. "We are continuing to see a softness in our marketplace and currently anticipate revenue for the March 2002 quarter to be in line with revenue for the December 2001 quarter."

Mr. Scott continued, "We are continuing to focus on providing high-value and high-demand services to our customers. Our low-cost SAP-driven transaction model, combined with a strong services infrastructure and targeted services offerings gives us the ability to deliver technology products at competitive prices and provide services that meet our customers' needs. We know this is a solid benefit for those customers who have tried the direct model and found it wanting."

At \$6.8 million in the first quarter of fiscal 2002, service revenues decreased by 14% from \$7.9 million in the same quarter of fiscal 2001. Service revenues were \$7.4 million in the prior sequential quarter. Gross margins from service revenues during the quarter ended December 31, 2001 were 34.4%, down slightly from both the prior year and the prior sequential quarter.

Net sales of hardware and software products totaled \$67.3 million in the quarter ended December 31, 2001, compared to \$109.9 million in the same quarter one year earlier. Gross margins on product sales were 7.3% during the first quarter of fiscal 2002, up from the 6.9% realized in the first quarter of fiscal 2001.

Total SG&A expenses in the first quarter of fiscal 2002 were \$8.9 million, a reduction of 11.7% from the \$10.0 million reported in the same quarter in fiscal 2001 and down 15.6% from the prior sequential quarter (excluding the benefit from non-recurring items).

The consolidated operating loss of \$1.6 million in the quarter ended December 31, 2001 represented an improvement of 15.2% over the consolidated operating loss of \$1.9 million reported in the prior sequential quarter. Excluding the non-recurring benefit reported in the prior sequential quarter of \$1.0 million, En Pointe's operating loss in the first quarter of fiscal 2002 represented an improvement of 45.0% over the fourth quarter of fiscal 2001.

"While the December 2001 quarter reflected a significant reduction in operating costs over prior quarters, En Pointe took further steps in January 2002 to align operating expenses with

anticipated revenue, including a reduction in its workforce,” said Kevin Ayers, En Pointe’s Chief Financial Officer. “However, the headcount reduction was not solely an elimination of costs, but rather a repositioning to allow us to both trim expenses in the short-term while investing in areas that the management team believes will yield the greatest results in the next three-to-six months.”

A conference call is scheduled for 2:00 PM Pacific Time on Tuesday, February 12, 2002 at which time the Company’s management will discuss the results for the quarter ended December 31, 2001. Those interested in listening to the live web cast of this call may do so by clicking on <http://www.videonewswire.com/event.asp?id=3335>. This web cast will remain available for 90 days following the call.

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 customized and non-proprietary software and systems to drop-ship technology 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 available in the U.S. today. En Pointe Professional Services offers "total solution" system consulting services such as: Pre-sale consulting, design, training, customization, integration, help-desk support and managed services.

En Pointe is represented nationally with a concentration in more than 22 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

This document contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. In addition, from time to time, En Pointe Technologies, or its representatives, have made or may make forward-looking statements, orally or in writing. The words “estimate,” “project,” “potential,” “intended,” “expect,” “anticipate,” “believe” and similar expressions or words are intended to identify forward-looking statements. Such forward-looking statements may be included in, but are not limited to, various filings made by the Company with the Securities and Exchange Commission, press releases or oral statements made with the approval of an authorized executive officer of the Company. Actual results could differ materially from those projected or suggested in any forward-looking statements as a result of a wide variety of factors and conditions. Reference is hereby made to the Company’s Annual Report on Form 10-K for the fiscal year ended September 30, 2001, for information regarding those factors and conditions. Among the important factors that could cause actual results to differ materially from management’s projections, estimates and expectations include, but are not limited to: Changing economic influences in the industry; dependence on key personnel; actions of manufacturers and suppliers; and, availability of adequate financing.

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En Pointe Technologies, Inc.
Condensed Consolidated Balance Sheets
(in thousands)

	December 31, 2001 (unaudited)	September 30, 2001
ASSETS:		
Current assets:		
Cash	\$ 4,818	\$ 1,584
Restricted cash	76	76
Accounts receivable, net	51,787	36,845
Inventories	8,584	6,396
Recoverable taxes	1,796	1,842
Prepaid expenses and other current assets	905	1,216
Total current assets	<u>67,966</u>	<u>47,959</u>
Property and equipment, net	7,540	7,843
Other assets	861	213
Total assets	<u>\$ 76,367</u>	<u>\$ 56,015</u>
LIABILITIES AND STOCKHOLDERS' EQUITY:		
Current liabilities:		
Borrowings under lines of credit	\$ 16,919	\$ 9,440
Accounts payable	22,210	8,252
Accrued liabilities	8,572	8,092
Other current liabilities	1,879	1,946
Total current liabilities	<u>49,580</u>	<u>27,730</u>
Long term liability and notes payable	5,503	5,431
Losses in excess of investments in unconsolidated affiliates	<u>596</u>	<u>817</u>
Total liabilities	55,679	33,978
Total stockholders' equity	20,688	22,037
Total liabilities and stockholders' equity	<u>\$ 76,367</u>	<u>\$ 56,015</u>

En Pointe Technologies, Inc.
Condensed Consolidated Statements of Operations
(in thousands, except per share data)
(unaudited)

	Three months ended December 31,	
	2001	2000
Net sales	\$ 74,100	\$ 117,806
Cost of sales	66,834	107,275
Gross profit	7,266	10,531
Selling and marketing expenses	5,754	7,381
General and administrative expenses	3,100	2,662
Operating (loss) income	(1,588)	488
Interest expense	160	346
Other income, net	(58)	(60)
(Loss) income before income taxes and income from reversal of losses of affiliates	(1,690)	202
Provision for income taxes	15	81
Income from reversal of losses of affiliates	221	1,000
Net (loss) income	<u>\$ (1,484)</u>	<u>\$ 1,121</u>
Net (loss) income per share:		
Basic	<u>\$ (0.22)</u>	<u>\$ 0.17</u>
Diluted	<u>\$ (0.22)</u>	<u>\$ 0.17</u>
Weighted average shares outstanding:		
Basic	<u>6,607</u>	<u>6,551</u>
Diluted	<u>6,607</u>	<u>6,552</u>