

En Pointe Technologies, Inc. Reports Third Quarter Fiscal Year 2002 Results – Sequential Revenue Growth of 12%

Los Angeles, CA – August 6, 2002 - En Pointe Technologies, Inc. (NASDAQ:ENPT), a leading national provider of business-to-business information technology products and services, today announced its consolidated results for the third quarter of fiscal 2002 ended June 30, 2002. Consolidated revenue increased 12.0% to \$64.1 million in the third quarter of fiscal 2002 from the \$57.3 million reported for the prior sequential quarter. The net loss reported for the quarter ended June 30, 2002 was \$1.9 million, or \$0.29 per share. Net income reported for the third quarter of fiscal 2001 was \$3.3 million, or \$0.49 per basic and diluted share, on sales of \$90.8 million.

“We believe that the increase in revenue from the second to the third quarters of fiscal 2002 represents a positive change in direction for En Pointe,” said Bob Din, Chairman and CEO of En Pointe Technologies, Inc. “While there’s plenty of work ahead of us on our return to profitability, we believe the steps we’ve taken to increase the size of our sales force has begun to pay dividends.”

Net revenue for the nine months ended June 30, 2002 was \$195.5 million, a decrease of 34.5% from the \$298.7 million reported in the same period in the prior fiscal year. The Company reported a net loss of \$2.7 million, or \$0.40 per share, for the nine months ended June 30, 2002 compared with net income in the prior fiscal year of \$5.2 million, or \$0.79 per basic and \$0.75 per diluted share.

Service revenue was \$6.3 million in the third quarter of fiscal 2002, down slightly from the prior sequential quarter, but off 16.7% from \$7.6 million reported in the same quarter of fiscal 2001. However, gross margins realized on service revenue improved from 35.0% in the quarter ended June 30, 2001 to 40.0% in the third quarter of fiscal 2002. Service revenue for the first nine months of fiscal 2002 was \$19.7 million, down 17.1% from the same period in the prior fiscal year.

Product revenues in the third quarter of fiscal 2002 of \$57.8 million represented an increase of 14% over the prior sequential quarter, but were off from the \$83.2 million reported for the same quarter in the prior fiscal year. Product gross margins declined to 6.1% of product sales during the quarter ended June 30, 2002, off from the prior sequential quarter of 8.8% and the same quarter in the prior fiscal year of 9.1%. Product sales for the first nine months of fiscal 2002 were \$175.8 million, down 36.0% from the first nine months of fiscal 2001.

Selling, general and administrative expenses were \$8.4 million, or 13.1% of net sales, in the third quarter of fiscal 2002. Excluding the non-recurring benefit reported in the prior sequential quarter, this represented an improvement of 4.2% over the \$8.8 million, or 15.3% of net sales, reported in the prior sequential quarter. SG&A expenses are also down when compared to the \$9.9 million reported in the third quarter of fiscal 2001, excluding the non-recurring charges, when they represented 11.0% of net sales.

Kevin Schatzle, Senior Vice President of Sales and Services for En Pointe Technologies stated, “We are continuing to add a significant number of experienced account managers to our sales

force throughout the U.S., which we believe will allow us to continue driving toward our objectives. This increase in 'feet on the street' has contributed to our successful addition of over two dozen new customers during the last quarter, most of which are taking advantage of our new state-of-the-art e-commerce solution, AccessPointe™.”

Mr. Schatzle continued, “AccessPointe™ provides automated workflow that streamlines the enterprise buyers’ approval process, Intelligent Purchasing and real-time multi-sourcing capabilities that allow the customer to search for best price and/or availability on over 220,000 IT products offered by thousands of manufacturers and software publishers. Additionally, AccessPointe™ can be integrated into a customer’s ERP solutions such as SAP, Oracle, Ariba and Peoplesoft. Creation of intelligent standards using pre-defined options within AccessPointe™ allows CTO's to reduce support costs and ensure compatibility along with line-level, detailed order tracking, which provides purchase order confirmation along with shipment, serial number, invoice and payment details. Through the use of AccessPointe™, procurement officials can increase efficiency and save time.”

A conference call is scheduled for 11:00 AM Pacific Time on Wednesday, August 7, 2002 at which time the Company’s management will discuss the results for the quarter ended June 30, 2002. Those interested in listening to the live web cast of this call may do so by clicking on <http://www.firstcallevts.com/service/ajwz364132640gf12.html>. This web cast will remain available for 90 days following the call.

About En Pointe Technologies, Inc.

En Pointe Technologies, Inc. is a national provider of information technology products, e-business solutions and professional services to medium and large commercial customers and government and educational accounts of all sizes. A state-of-the-art e-commerce network electronically links En Pointe, via AccessPointe™ and its back-office business systems, to the largest distributors and manufacturers in the industry. En Pointe offers direct on-line access to several billion dollars of mainstream IT products available in the US while eliminating the risks associated with carrying significant inventory. Its flagship software AccessPointe 4.0™ provides En Pointe's customers with the ability to create private electronic exchanges, accessed through the Web, procurement applications or ERP systems, to efficiently manage the procurement process and allow the Company's customers to make fully informed strategic buying decisions. En Pointe Professional Services offers value added services such as: Pre-sales consulting, Technology Planning and Management, which includes -- integration, configuration, deployment and migration, Helpdesk Support Services, Project and Program Management, and Infrastructure Support and Maintenance.

En Pointe, a minority business enterprise (MBE), 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. Please 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)

	June 30, 2002 (unaudited)	September 30, 2001
ASSETS:		
Current assets:		
Cash	\$ 6,931	\$ 1,584
Restricted cash	69	76
Accounts receivable, net	37,649	36,845
Inventories	8,167	6,396
Recoverable taxes	2,494	1,842
Prepaid expenses and other current assets	845	1,216
Total current assets	<u>56,155</u>	<u>47,959</u>
Property and equipment, net	7,348	7,843
Other assets	636	213
Total assets	<u>\$ 64,139</u>	<u>\$ 56,015</u>
LIABILITIES AND STOCKHOLDERS' EQUITY:		
Current liabilities:		
Borrowings under lines of credit	\$ 15,770	\$ 9,440
Accounts payable	15,991	8,252
Accrued liabilities	5,438	8,092
Other current liabilities	1,726	1,946
Total current liabilities	<u>38,925</u>	<u>27,730</u>
Long term liability and notes payable	5,461	5,431
Losses in excess of investments in unconsolidated affiliates	196	817
Total liabilities	<u>44,582</u>	<u>33,978</u>
Total stockholders' equity	19,557	22,037
Total liabilities and stockholders' equity	<u>\$ 64,139</u>	<u>\$ 56,015</u>

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

	Three months ended June 30,		Nine months ended June 30,	
	2002	2001	2002	2001
Net sales				
Product sales	\$ 57,832	\$ 83,189	\$ 175,846	\$ 274,907
Service sales	6,312	7,577	19,689	23,749
Total net sales	<u>64,144</u>	<u>90,766</u>	<u>195,535</u>	<u>298,656</u>
Gross profit				
Product gross profit	3,525	7,532	12,926	23,673
Service gross profit	2,527	2,654	7,486	8,215
Total gross profit	<u>6,052</u>	<u>10,186</u>	<u>20,412</u>	<u>31,888</u>
Selling and marketing expenses	5,758	7,292	17,389	22,347
General and administrative expenses	2,666	2,650	8,682	8,149
Non-recurring charge (income)	-	1,861	(848)	1,861
Operating loss	<u>(2,372)</u>	<u>(1,617)</u>	<u>(4,811)</u>	<u>(469)</u>
Interest expense, net	166	240	512	877
Other income, net	<u>(100)</u>	<u>(70)</u>	<u>(221)</u>	<u>(187)</u>
Loss before income taxes and loss reversal income from affiliates	<u>(2,438)</u>	<u>(1,787)</u>	<u>(5,102)</u>	<u>(1,159)</u>
(Benefit) provision for income taxes	(322)	(37)	(1,807)	1
Loss reversal income from affiliates	180	5,000	621	6,368
Net (loss) income	<u>\$ (1,936)</u>	<u>\$ 3,250</u>	<u>\$ (2,674)</u>	<u>\$ 5,208</u>
Net (loss) income per share:				
Basic	<u>\$ (0.29)</u>	<u>\$ 0.49</u>	<u>\$ (0.40)</u>	<u>\$ 0.79</u>
Diluted	<u>\$ (0.29)</u>	<u>\$ 0.49</u>	<u>\$ (0.40)</u>	<u>\$ 0.75</u>
Weighted average shares outstanding:				
Basic	<u>6,698</u>	<u>6,620</u>	<u>6,639</u>	<u>6,579</u>
Diluted	<u>6,698</u>	<u>6,627</u>	<u>6,639</u>	<u>6,951</u>