

En Pointe Technologies, Inc. Reports Financial Results for the Third Quarter of Fiscal 2003

- **Quarterly Net Sales Increases 9.1% Over Prior Year**
- **Record Service Revenue of \$9.4 Million**

Los Angeles, CA – August 7, 2003 - En Pointe Technologies, Inc. (NASDAQ:ENPT), a leading national provider of business-to-business information technology products and services, today announced consolidated results for its third quarter of fiscal 2003 ended June 30, 2003. Total net sales in the third quarter of fiscal 2003 were \$70 million, an increase of 9.1% over the third quarter of fiscal 2002. For the nine months ended June 30, 2003, total net sales increased 11.3% to \$218 million from \$196 million in the prior year.

Service revenues achieved a new high of \$9.4 million during the quarter ended June 30, 2003, a 49.2% increase of the same quarter in fiscal 2002. At \$26.7 million, service revenue for the first nine months of fiscal 2003 increased 35.4% over the \$19.7 million reported for the first nine months of fiscal 2002. In the quarter ended June 30, 2003, service revenues represented 13.4% of total net revenue and contributed 44.5% of the Company's total gross profit.

“We're very pleased with the growth in our total revenue and, in particular, the growth we've been able to generate in our service business,” said Bob Din, President and CEO of En Pointe Technologies, Inc. “The June 2003 quarter was the first time we've been able to generate in excess of \$9 million in service revenue.”

The net loss for the quarter ended June 30, 2003 narrowed to \$391,000, or \$0.06 per share, from a net loss of \$1.9 million, or \$0.29 per share, for the quarter ended June 30, 2002. For the nine months ended June 30, 2003, the Company reported a net loss of \$2.8 million, or \$0.41 per share, which is comparable to that reported for the same period in the prior year when the Company's net loss of \$2.7 million, or \$0.40 per share included tax benefits of \$1.8 million. The year-over-year pre-tax loss narrowed from \$5.1 million for the first nine months of fiscal 2002 to \$2.9 million for the first nine months of fiscal 2003.

A conference call is scheduled for 11:30 am Eastern Daylight Time (8:30 am PDT) on Friday, August 8, 2003 at which time the Company's management will discuss the results for the quarter and nine month period ended June 30, 2003. Those interested in listening to the live webcast of this call may do so by clicking on <http://www.firstcallevts.com/service/ajwz387236543gf12.html>. This webcast will remain available at such link and on the Company's website, www.enpointe.com, through August 7, 2004.

About En Pointe Technologies, Inc.

En Pointe Technologies, Inc. is a leading 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™ 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 over 22 sales and service markets throughout the United States, as well as a value-added ISO 9001:2000 certified integration operation 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, 2002, 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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To contact En Pointe regarding any sales or customer matters, please e-mail us at: sales@endpointe.com or contact us by phone at (310) 725-5200.

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

	June 30, 2003	September 30, 2002
	<u> </u>	<u> </u>
ASSETS:		
Current assets:		
Cash	\$ 902	\$ 4,629
Restricted cash	70	70
Accounts receivable, net	37,631	31,748
Inventories, net	9,791	5,611
Recoverable taxes	-	1,800
Prepaid expenses and other current assets	507	789
Total current assets	<u>48,901</u>	<u>44,647</u>
Property and equipment, net	6,269	7,002
Other assets	1,093	551
Total assets	<u>\$ 56,263</u>	<u>\$ 52,200</u>
LIABILITIES AND STOCKHOLDERS' EQUITY:		
Current liabilities:		
Accounts payable, trade	\$ 15,328	\$ 9,860
Borrowings under lines of credit	13,939	12,421
Accrued liabilities	4,015	3,991
Other current liabilities	1,503	1,529
Total current liabilities	<u>34,785</u>	<u>27,801</u>
Long term liability	5,435	5,433
Losses in excess of investment in unconsolidated affiliates	-	143
Total liabilities	<u>40,220</u>	<u>33,377</u>
Total stockholders' equity	16,043	18,823
Total liabilities and stockholders' equity	<u>\$ 56,263</u>	<u>\$ 52,200</u>

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

	Three months ended		Nine months ended	
	June 30,		June 30,	
	2003	2002	2003	2002
Net sales				
Product sales	\$ 60,598	\$ 57,832	\$ 190,939	\$ 175,846
Service sales	9,415	6,312	26,661	19,689
Total net sales	<u>70,013</u>	<u>64,144</u>	<u>217,600</u>	<u>195,535</u>
Cost of sales				
Product	55,620	54,307	176,076	162,920
Service	5,419	3,785	15,172	12,203
Total cost of sales	<u>61,039</u>	<u>58,092</u>	<u>191,248</u>	<u>175,123</u>
Gross profit				
Product gross profit	4,978	3,525	14,863	12,926
Service gross profit	3,996	2,527	11,489	7,486
Total gross profit	<u>8,974</u>	<u>6,052</u>	<u>26,352</u>	<u>20,412</u>
Selling and marketing expenses	6,747	5,758	21,320	17,389
General and administrative expenses	2,499	2,666	7,168	8,682
Legal settlement expense (recovery)	-	-	393	(848)
Operating (loss)	<u>(272)</u>	<u>(2,372)</u>	<u>(2,529)</u>	<u>(4,811)</u>
Interest expense, net	182	166	590	512
Other income, net	(63)	(100)	(196)	(221)
(Loss) before income taxes and loss reversal income from affiliates	(391)	(2,438)	(2,923)	(5,102)
Benefit for income taxes	-	(322)	-	(1,807)
Loss reversal income from affiliates	-	180	143	621
Net (loss) income	<u>\$ (391)</u>	<u>\$ (1,936)</u>	<u>\$ (2,780)</u>	<u>\$ (2,674)</u>

Net (loss) income per share:

Basic	\$ (0.06)	\$ (0.29)	\$ (0.41)	\$ (0.40)
Diluted	\$ (0.06)	\$ (0.29)	\$ (0.41)	\$ (0.40)

Weighted average shares outstanding:

Basic	6,720	6,698	6,720	6,639
Diluted	6,720	6,698	6,720	6,639