

The background of the slide is a scenic photograph of a mountain range at sunset. The sun is low on the horizon, creating a warm orange and yellow glow that transitions into a deep blue sky. The mountains are layered, with the foreground peaks showing more detail and the distant ones fading into a misty haze. The overall mood is serene and aspirational. The word "CLIMB" is superimposed over the lower half of the image. The letters "C", "L", "I", "N", and "B" are white, while the letter "M" is a solid blue. The font is a bold, sans-serif typeface. Above the "M", there is a stylized blue and white V-shape graphic. The entire slide is framed by a black border with blue decorative lines and dots in the corners.

CLIMB

Investor Day

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Certain statements in this presentation are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995, and are intended to come within the safe harbor protection provided by those sections. All statements, other than statements of historical fact, in this presentation that address activities, events or developments which we expect will or may occur in the future are forward-looking statements, including statements regarding the intent, belief or current expectations of Climb and members of our management team. The words "will," "would," "looking ahead," "believe," "believes," "intend," "intends," "expect," "anticipate," "project," "estimate," "predict," "outlook," "should," "target," "goal," "confident," "opportunity," "continue," "maintain," "aim," "commit" and similar expressions are also intended to identify forward-looking statements, including those regarding guidance on future financial results; expectations concerning market opportunities and our ability to capitalize on them; organic and acquisition-driven growth strategies and long-term growth objectives through 2030; expectations regarding future gross billings, gross profit, adjusted EBITDA, effective margin and other financial targets; assumptions regarding the benefits of AI-enabled systems, operational efficiencies and cost reductions; the amount, timing and anticipated benefits expected from acquisitions, new products or services and other potential sources of additional revenue; geographic expansion plans; and vendor and partner relationship strategies.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks and uncertainties. These risks and uncertainties that could cause actual results to differ materially include, without limitation, the continued acceptance of Climb's distribution channel by vendors and customers; the timely availability and acceptance of new products; product mix; market conditions; competitive pricing pressures; the successful integration of acquisitions, including our ability to recognize the anticipated benefits of the acquisition of Interworks; contribution of key vendor relationships and support programs, including vendor rebates and discounts; the ability to attract and retain key personnel; our ability to successfully integrate AI capabilities within our products and internal functions; inflation; import and export tariffs; changes in U.S. trade policy; interest rate risk and impact thereof; as well as factors that affect the software industry in general and other factors generally.

The forward-looking statements contained herein are also subject generally to other risks and uncertainties that are described from time to time in our filings with the SEC, including under the heading "Risk Factors" contained in our Annual Report on Form 10-K for the fiscal year ended December 31, 2025, filed with the SEC on February 27, 2026, and in our subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. The Company operates in a rapidly changing business, and new risk factors emerge from time to time. Management cannot predict every risk factor, nor can it assess the impact, if any, of all such risk factors on the Company's business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those projected in any forward-looking statements. Accordingly, forward-looking statements should not be relied upon as a prediction of actual results and readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. Actual results may differ materially from those contemplated by the forward-looking statements. Except as may be required by law, we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Disclaimer

In addition to U.S. GAAP financial measures, this presentation includes certain non-GAAP financial measures, including EBITDA, adjusted EBITDA, operating margin, adjusted net income, effective margin (adjusted EBITDA as a percentage of gross profit), organic growth, gross billings, and ROIC TTM. These non-GAAP financial measures are in addition to, and not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. For example, other companies, including companies in our industry, may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. A presentation of and reconciliation to the most directly comparable GAAP financial measure, where such can be done without unreasonable effort, can be found in the appendix to this presentation or in our filings with the SEC, including our most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q, which are also available on our website at www.climbglobalsolutions.com/investor.

This presentation presents forward-looking non-GAAP financial measures, including Adjusted EBITDA, gross billings, gross profit, and effective margin, targets for fiscal years 2026 and 2030. The Company is unable to present a quantitative reconciliation of these forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures because such information is not available, and management cannot reliably predict the necessary components of such GAAP measures without unreasonable effort. The unavailable items include acquisition-related costs and changes in fair value of contingent consideration (dependent on future transactions not yet identified), depreciation and amortization of intangible assets from planned acquisitions, share-based compensation expense, and the provision for income taxes across jurisdictions the Company has not yet entered. In addition, the Company believes that such reconciliations would imply a degree of precision that would be confusing or misleading to investors. These items could individually or in the aggregate have a material impact on the Company's GAAP financial results.

This presentation contains statistical data that we obtained from industry publications and reports generated by third parties. Although industry publications and surveys generally state that the information contained therein has been obtained from sources believed to be reliable, we have not independently verified this statistical data.

The information in this presentation shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, except as shall be expressly set forth by specific reference in such filing.

The financial projections and targets included in this presentation, including but not limited to projections of gross billings, gross profit, adjusted EBITDA, and effective margin for 2026 through 2030, represent management's current estimates based on assumptions as of the date hereof. These projections are inherently uncertain and actual results may differ materially. Assumptions underlying these projections include, among other things, assumed rates of organic growth, expected completion and successful integration of acquisition targets, realization of operating efficiencies, and stable macroeconomic conditions. No assurance can be given that any projection or target will be achieved.

Any financial information regarding potential acquisition targets discussed in this presentation is preliminary and subject to change based on the completion of due diligence and negotiation of definitive agreements. There can be no assurance that any potential acquisition will be completed on the terms described or at all.

A Little History

Went public in 1995 - Boutique software distributor called lifeboat under a public holding company called Wayside(WSTG)

Change in our go to market in 2020 (485m AGB)

1. Focus on being a sales company first, second and third
2. Vendor recruiting as a priority
3. Change in compensation plans for sellers
4. Brought on a field sales force located in territory
5. Change the parent and operating company name to Climb

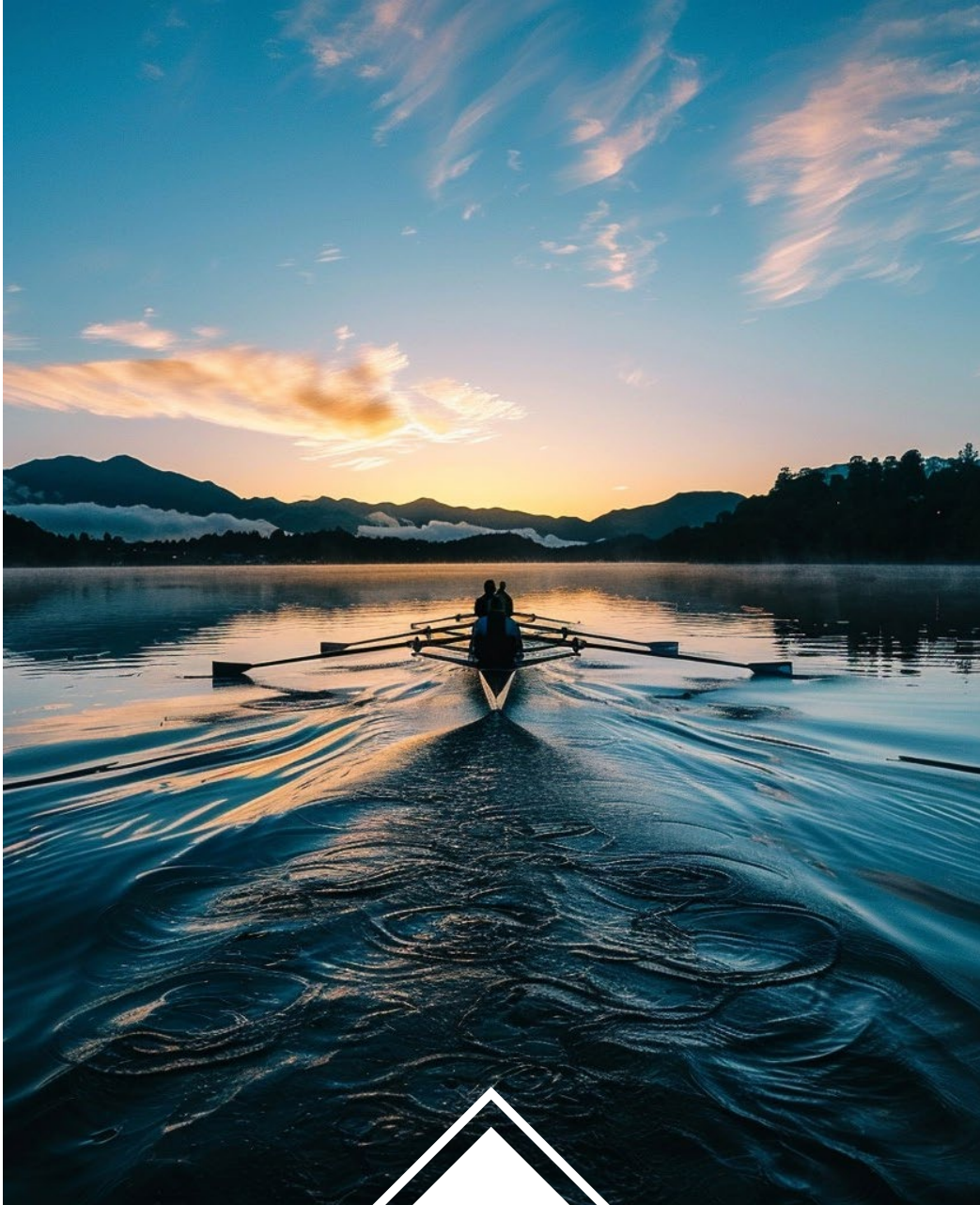
Using our balance sheet

1. First ever company acquisition in 2020
2. Now, 6 acquisitions in 6 years all with cash

Our locations

1. HQ Eatontown, NJ | Maryland | Denver | Dublin | UK | South Africa
2. 435 employees





We Sell Speed.

Speed to MARKET.

Speed to TRANSACT.

Speed to COLLECT.

To be fast you have to be efficient.

Meet The Team



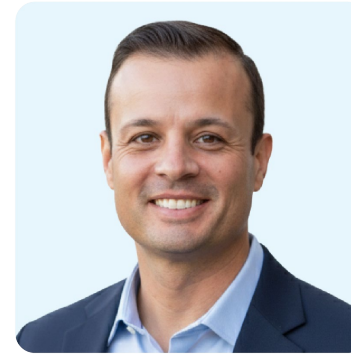
Dale Foster
Chief Executive Officer



Charles Bass
Chief Alliance Officer



Tim Popovich
Chief Operating Officer, NA



Carlos Rodrigues
*President, North
America*



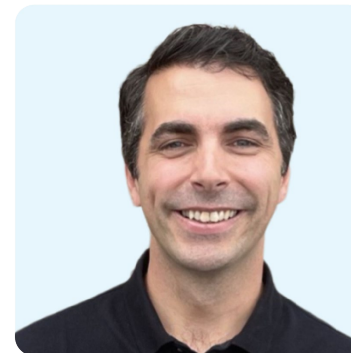
Vishal Pushpa
Chief Information Officer



Matthew Sullivan
Chief Financial Officer



Brian Davis
VP Sales, UK & Ireland



Matthew Whitton
Chief Operating Officer, EMEA



Gerard Brophy
Chief Revenue Officer



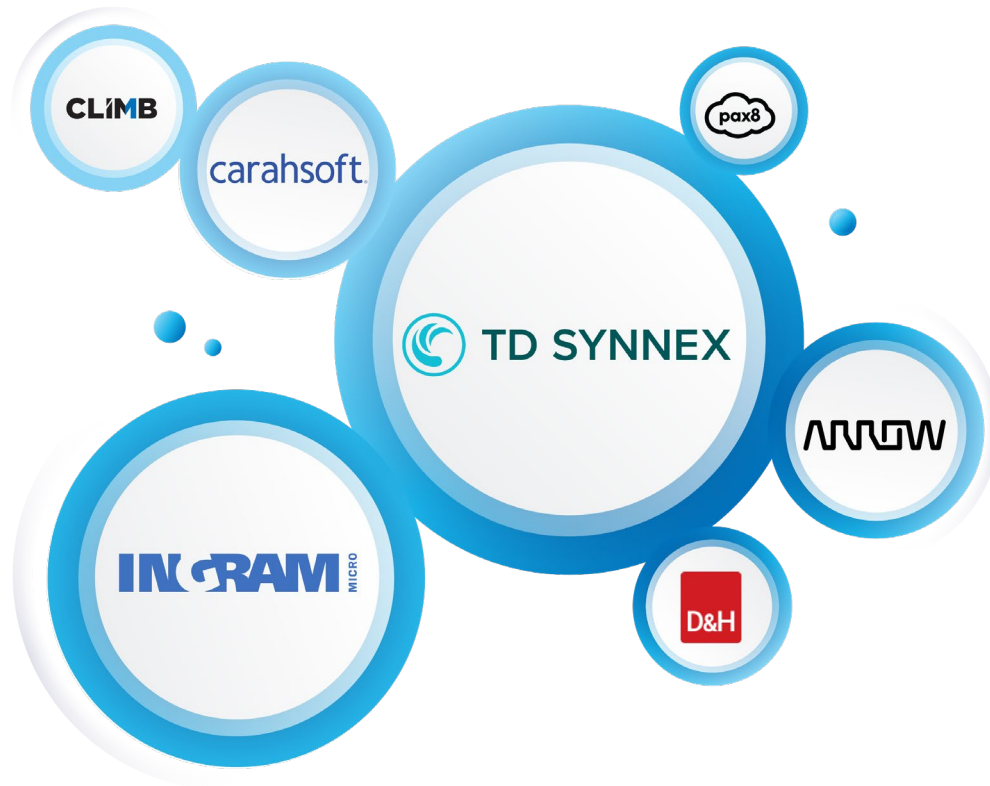
Vendors



Charles Bass
Chief Alliance Officer

What is Climb looking for in a Vendor Partner: Context

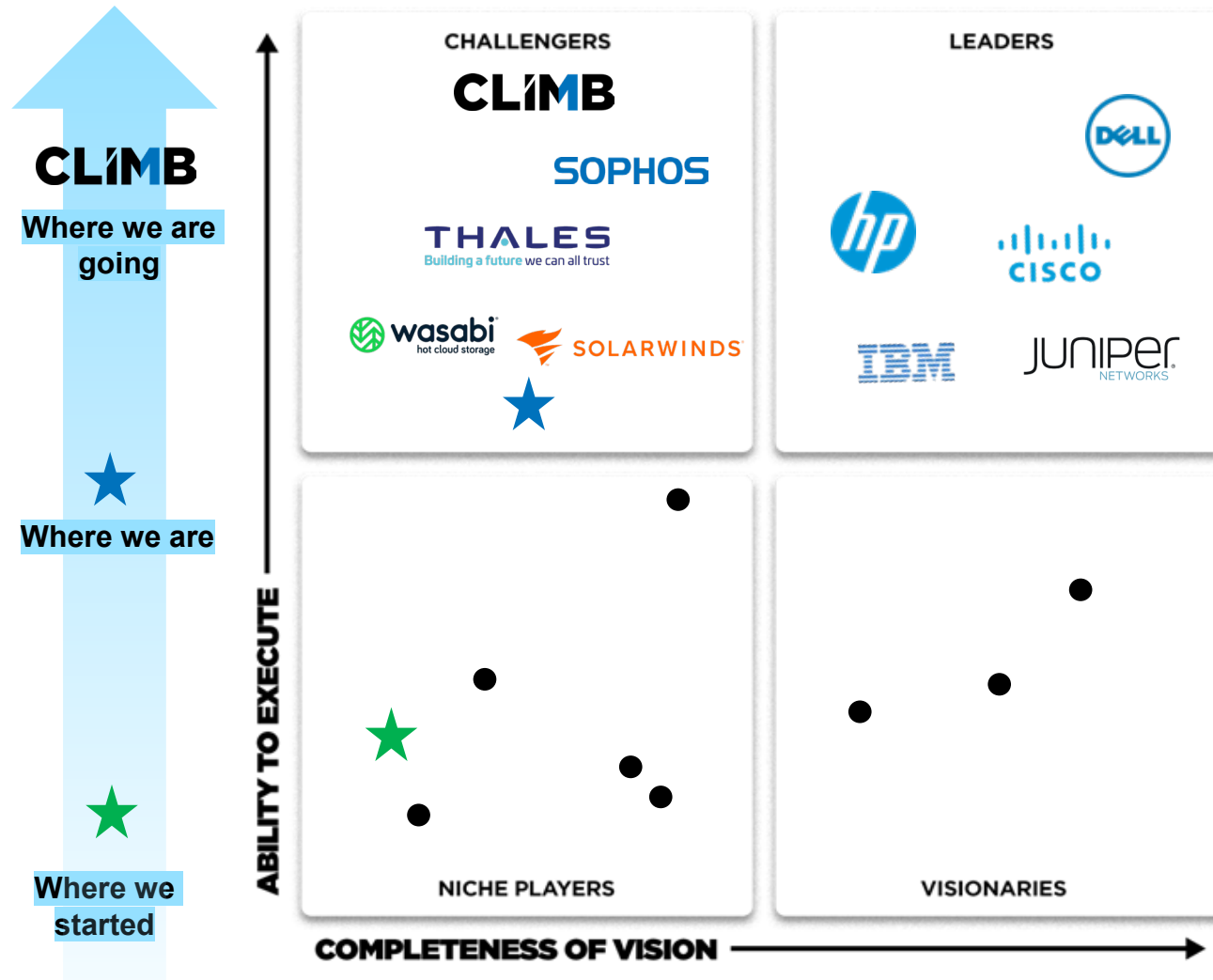
North America



Europe



Gartner Magic Quadrant **



Underserved Market

Purpose Built for Success:
Climb offers focused teams to onboard vendors and enable resellers in the Challenger space with a velocity focus.

Climb sales, marketing and operations are built to meet the needs of emerging technology vendors.

What is Climb looking for in a Vendor Partner

Not all things to all brands...

EMEA Model in North America

Limited Line Card Model:
100 Brands: 70 = 95%

Success Metrics

Disti First Routes to Market
Simple Channel Mechanics
Sales Execution with Focus
on Cross Sell

Cross Sell Brand Categories

Security
Storage and HCI
Data Management/Movement
Cloud and Virtualization
Software App Lifecycle Mngmt
Connectivity

How Does Climb Select Vendor Partners?

Sources

- Partners – VARs/MSPs/Manufacturers
- Existing Relationships

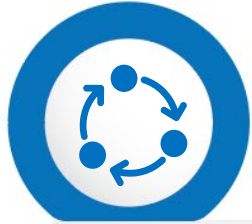
Selection Methodology

- Corporate
- Marketing
- Sales
- Routes to Market
- Channel Mechanics
- Product fit/Roadmap



Routes, Channel Mechanics and Execution > Product

Vendor On Board Process



Operations

Contracts, Coverage, Vendor Info, SKU Template, Processes



Enablement

Sales Training / Certification, Vendor Collateral, Sales Sheets & Templates, Partner Program, Quote Tools



Marketing

Press Release, Marketing Goals, Budget, Marketing Menu of Services



Field Engagement

Establish goals/plan, share territory/resource maps, define recruit targets, account mapping

Business Intelligence Beneath All Processes

Providing Customized Launch Services to Achieve Goals

***Simple, Proven,
Repeatable
Processes***



Climb Systems



Vishal Pushpa
Chief Information Officer

Climb Systems Strategy

A Three-Pronged Technology Roadmap

Each pillar reinforces the others : Efficiency funds growth, experience drives stickiness, and trust protects both.



01

AI-Enabled Efficiency

Automating Lead-to-Cash

Apply AI and AI enabled systems across the Lead-to-cash to compress sales cycle times, cut manual touchpoints, and free teams to focus on revenue-generating work.

- Faster lead generation and quoting
- Reduced manual errors
- Lower cost to serve



02

Customer/Partner Experience

One Platform for Resellers & MSPs

A single platform giving resellers and MSP partners one-touch transactions and real-time visibility into everything they need, in one place.

- One-touch transactions
- Real-time data access
- Stronger partner loyalty



03

Security & Compliance

Safeguarding the Ecosystem

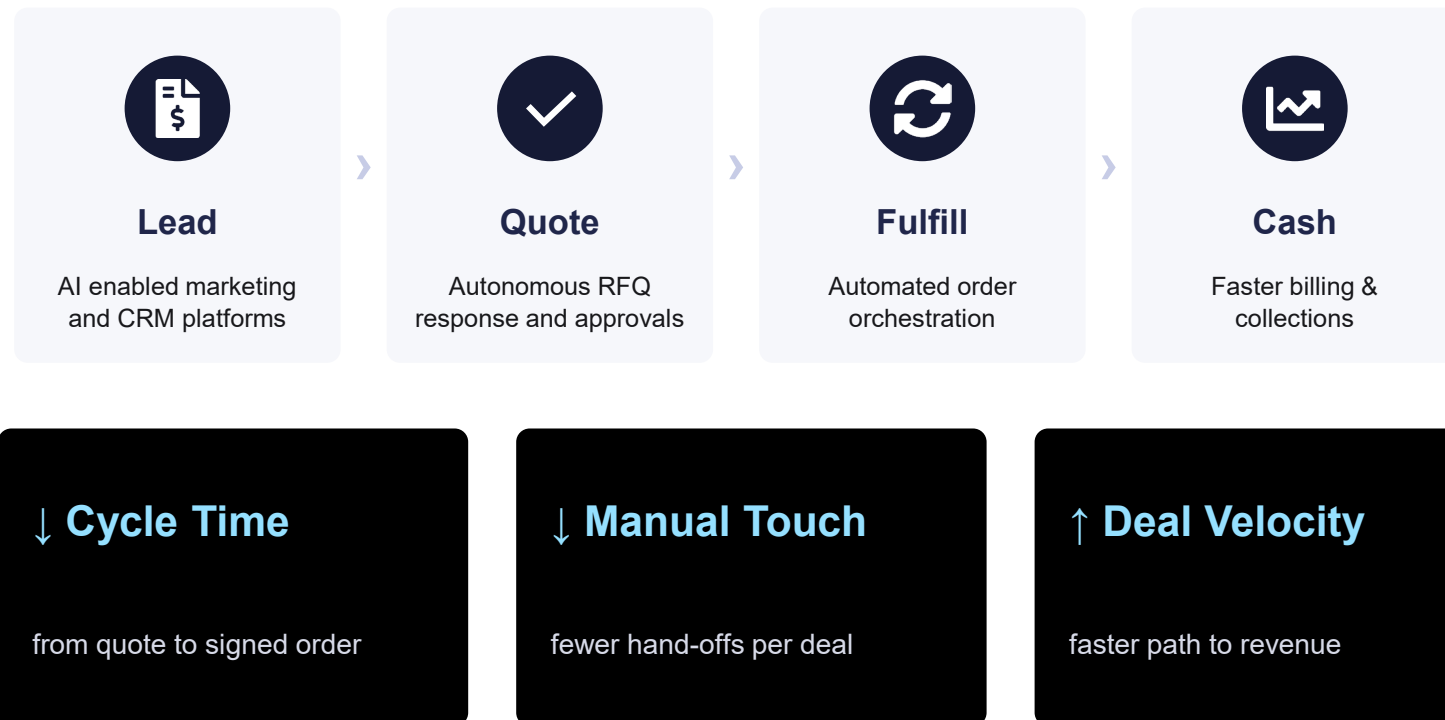
Protect the technology ecosystem and meet the highest bar of assurance: SOC 2, NIST, ISO 27001, and CMMC as a competitive differentiator.

- SOC 2 / ISO 27001
- NIST aligned controls
- CMMC readiness

AI Enabled Process Efficiency

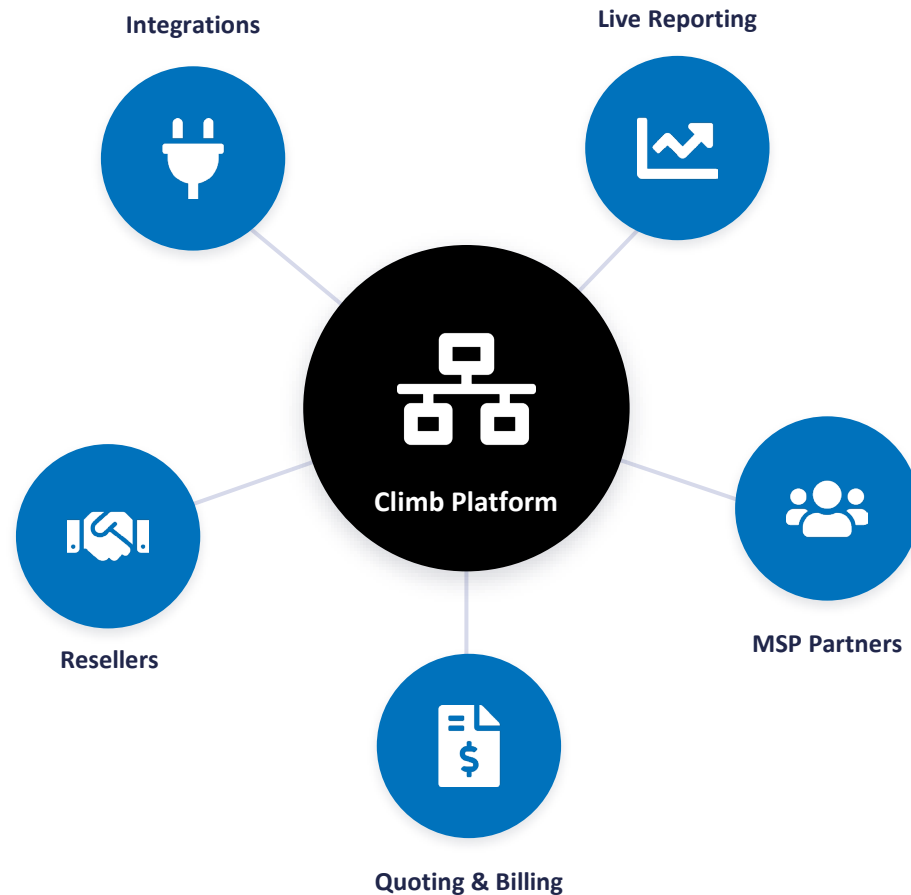
From Quote to Cash, Automated End-to-End

Deploying AI to reduce friction at every step, from first quote to final cash collection so the business scales without scaling headcount.



Unified Customer Experience Platform

One-touch transactions and full visibility for resellers and MSP partners



What Partners Get



One-Touch Transactions

Quote, order, and renew without bouncing across disconnected tools.



Information at Their Fingertips

Real-time order status, pricing, and account data in a single pane of glass.



Stronger Partner Relationships

A frictionless experience that increases reseller and MSP loyalty and share of wallet.

Safeguarding the Ecosystem

Building trust through rigorous, independently verified compliance



SOC 2

Independently audited controls for security, availability, and confidentiality



NIST

Risk management aligned to national cybersecurity framework standards



ISO 27001

Global benchmark for information security management systems



CMMC

Defense-grade maturity model for protecting sensitive data



Customer Trust

Compliance signals enterprise-grade reliability to every partner and customer



Reduced Risk

Proactive controls limit exposure to breaches, fines, and business disruption



Market Access

Required credentials unlock regulated industries and government-adjacent deals

The Outcome

One Strategy, Three Reinforcing Pillars

Together, these investments compound: lower operating cost, deeper partner relationships, and durable trust: the foundation for scalable and defensible growth.



Efficiency

Faster cycles, lower cost to serve



Experience

Higher partner retention & wallet share



Trust

Expanded market access, reduced risk



Sales Teams



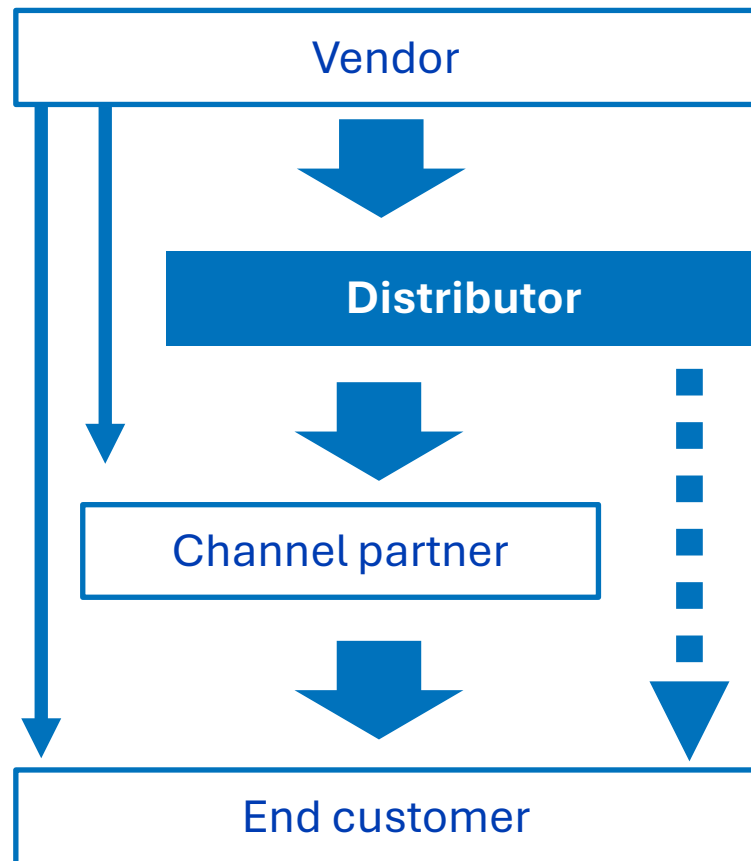
Carlos Rodrigues
President, North America



Gerard Brophy
Chief Revenue Officer

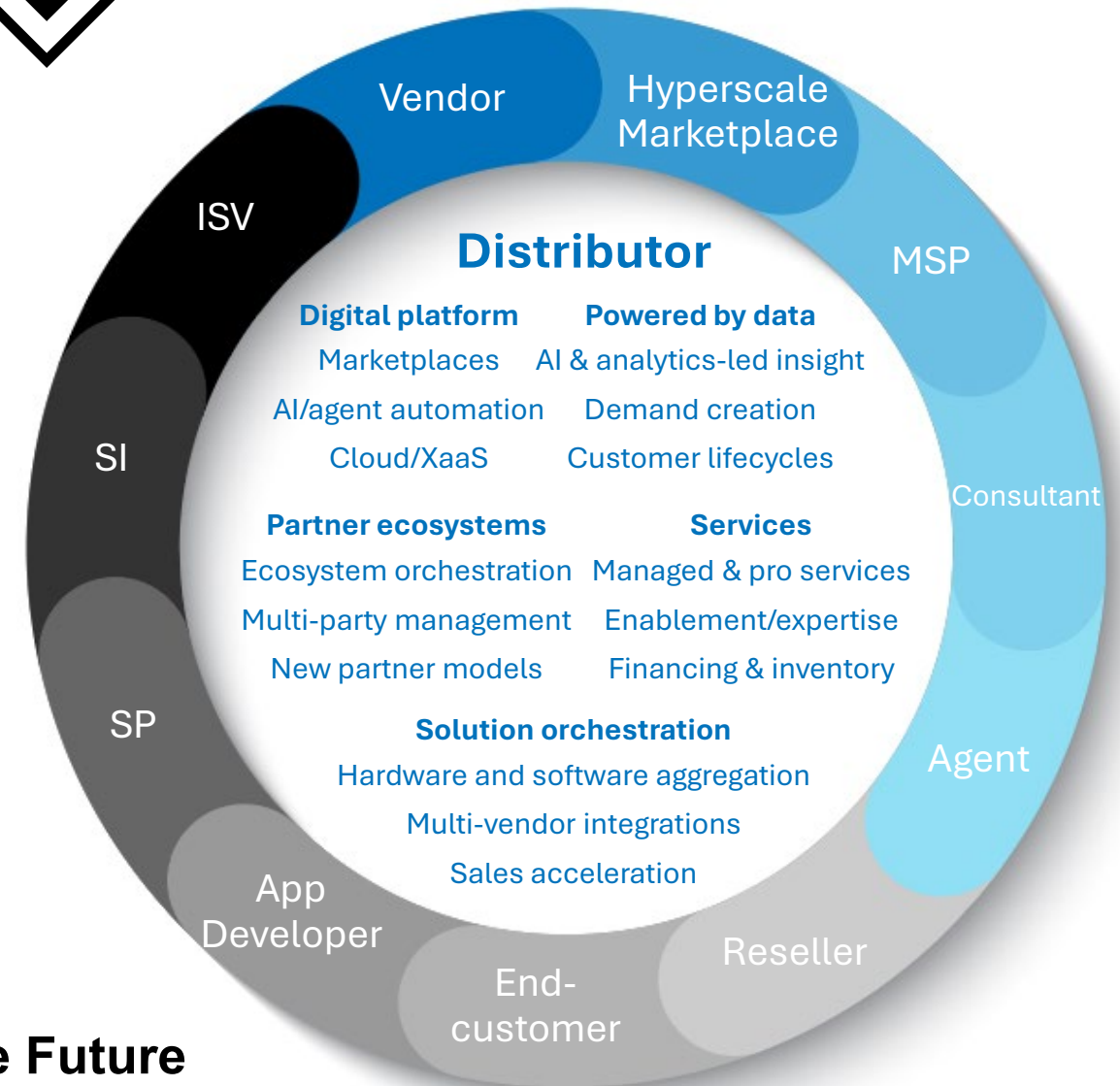
Distributors Sit at the Center of a Complex and Diverse Ecosystem

The Past



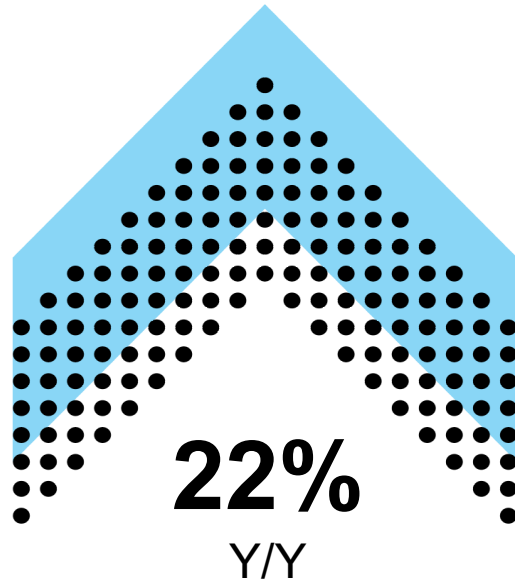
Source: Omdia

The Future



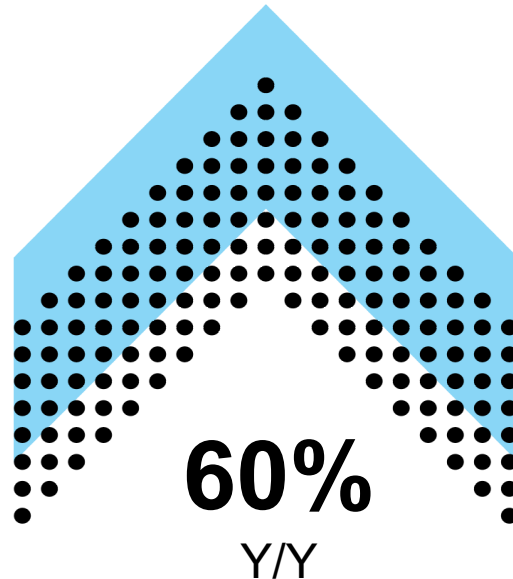
Distribution is back...!

And becoming the preferred route to market



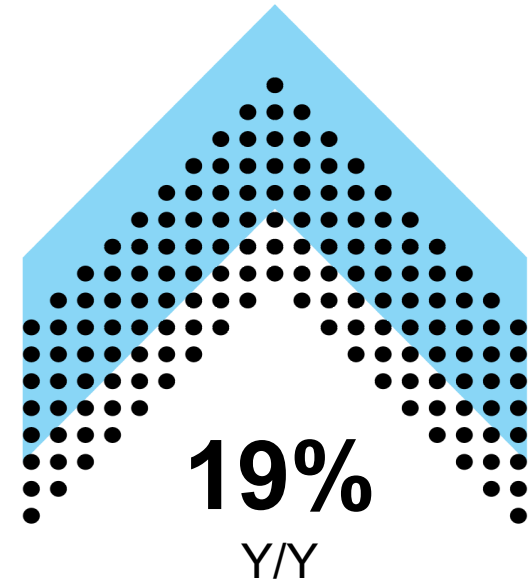
Revenue growth

(Q1 revenue top 6 publicly-quoted distributors)



Profit growth

(Q1 operating profits top 6 publicly-quoted distributors)

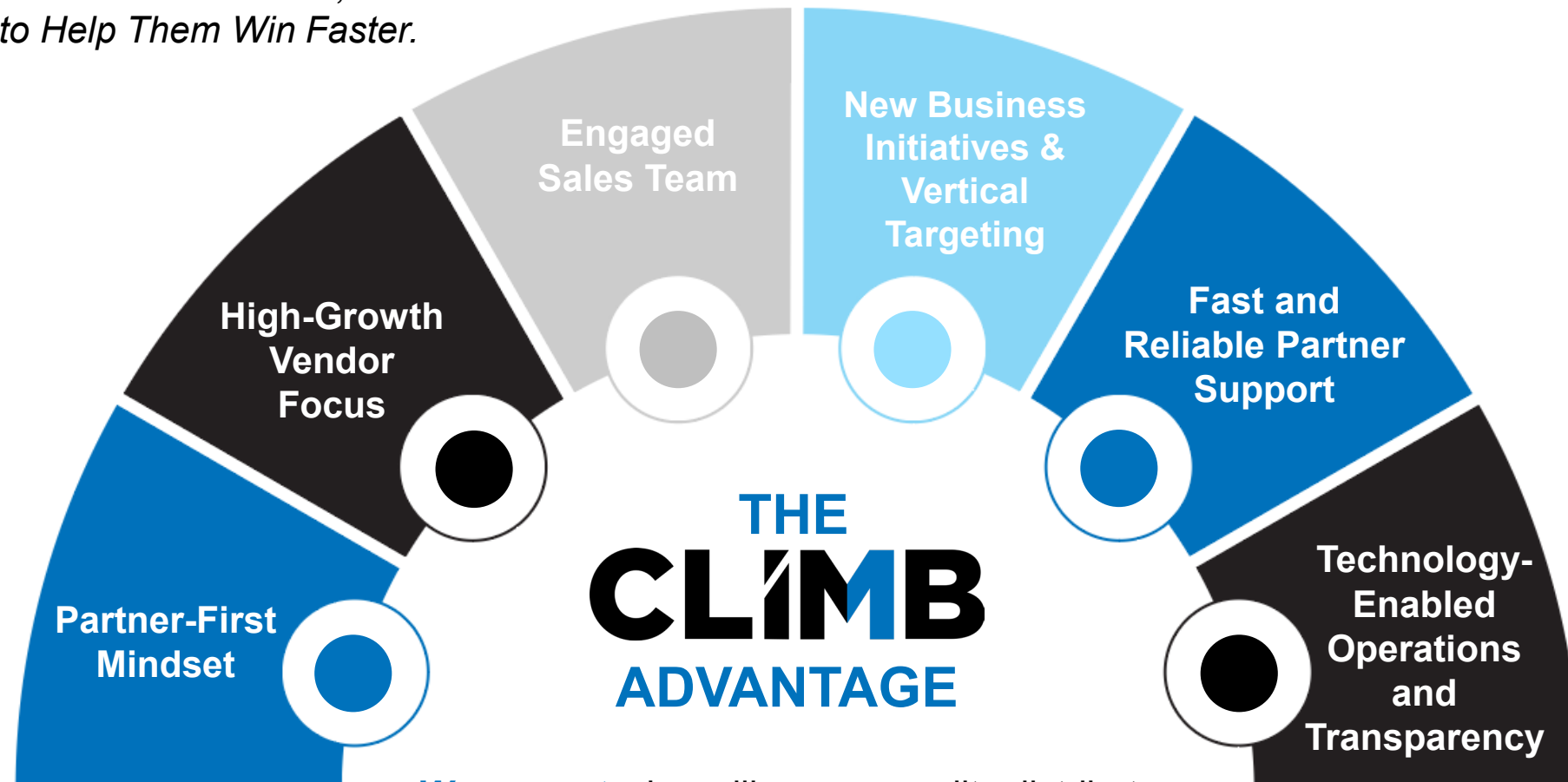


Share price growth

(Top 10 publicly-quoted distributors)

The Climb Advantage – Key Differentiators

We Win When Our Partners Win, and We Are Built Specifically to Help Them Win Faster.



***We are not** a broadline, commodity distributor.
WE ARE growth-focused and opportunity-led.*

A Purpose-Built Go-to-Market Team

Our Sales teams deliver measurable growth by connecting vendors and reseller partners through a high-touch, relationship-driven go-to-market strategy and model.

North America

19 Field Sellers

Led by 2 Regional Vice Presidents

Build strategic reseller and vendor relationships

Create demand through high-touch engagement

Drive local market execution

North America

45 Vendor Managers

Led by 4 Vendor Management Directors

Support 26 Strategic Vendor Partners

Develop vendor strategy

Enable channel growth and execution

EMEA

12 Field Sellers 10 Vendor Managers

Led by 2 Vendor Management Directors

Support 18 Strategic Vendor Partners

Develop vendor strategy

Enable channel growth and execution

Better Together - One Integrated Growth Engine

	Field Sales	Vendor Manager	Value Created
Demand Creation	On-site with resellers and vendors driving pipeline in the field	Activates vendor funding, campaigns, and incentives	Faster pipeline growth
Account Growth	Works with resellers building joint account plans	Aligns vendor strategy and focus	Stronger partner performance
Deal Execution	Actively engaged with resellers and vendors, driving deals forward	Tracks sales pipeline and forecasting jointly with the vendor	Higher win rates
Enablement	Educates reseller on Climb's vendor line card for solutions to expand their offerings	Enables resellers with training and programs	Expanded account opportunity

NA Regional Expansion

US West

Mike Taliercio

Regional Vice President
MikeT@ClimbCS.com

US East

Jessica Lindof

Regional Vice President
Jess@ClimbCS.com

MSP Team

Ryan McGue

MSP Partner Manager - East
RyanM@ClimbCS.com

Caitlyn Helsel

MSP Partner Manager - Central
CaitlynH@ClimbCS.com

Wendy Morgan

MSP Partner Manager - West
WendyM@ClimbCS.com

WWT/Softchoice

Kip Thompson

Dir. of National Accounts
KipT@ClimbCS.com

Northern California

Michael Deparini

Regional Sales Director - Southwest
MichaelD@ClimbCS.com

Southern California

Andrew Faley

Regional Sales Director – Southwest
AndrewFa@ClimbCS.com



CDW

Nathan Wysocki

Dir. of National Accounts
NW@ClimbCS.com

EMEA Regional Expansion

UK & Ireland

Brian Davis

VP Sales UK & Ireland
BDavis@ClimbCS.ie

France & South

Kamel Kerbib

France Country Manager
KamelK@ClimbCS.eu

Benelux & Nordics

Tiki de Groot

Sales Manager Benelux
TikiG@ClimbCS.eu

Dach & Eastern Europe

Martin Bichler

CEE Country Manager
MartinB@ClimbCS.eu

South Africa

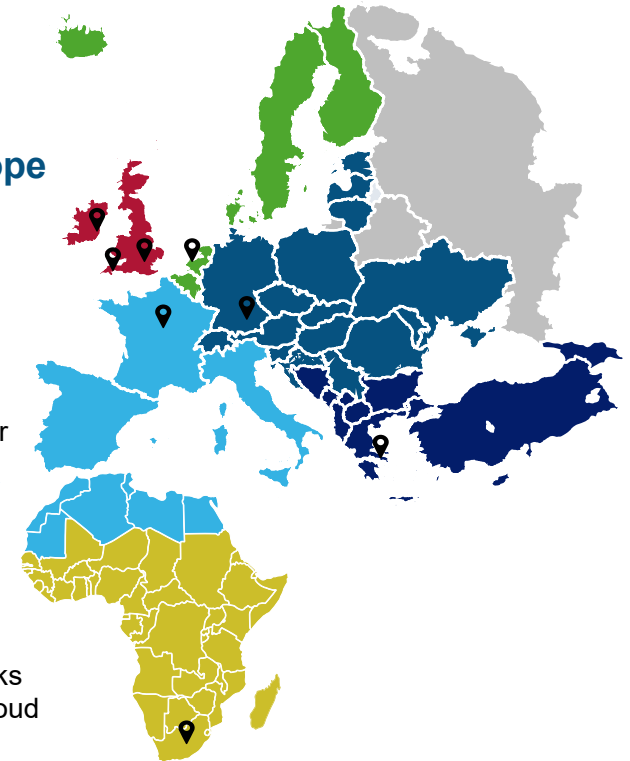
Andrew Potgieter

South African – Sales Director
AndrewP@climbcs.co.za

Greece, Bulgaria, Malta, Cyprus

Stamatis Barbounakis

Managing Director – Interworks
s.barbounakis@interworks.cloud



1H 2026 Key Strategic Partnership Wins

Enterprise Partner Expansion (Big wins in 2026)

North America

CDW • SHI • WWT • Optiv

- \$350M in large-scale RFP wins, vendor transitions, and new vendor onboarding across strategic accounts

Europe/South Africa

Softcat • SCC • First Distribution

- \$140M VAST, RFP win, vendor transitions, and new vendor onboarding across strategic accounts

Strategic Vendor Momentum

Strong adoption and expansion across:

FORTINET

DARKTRACE

Delinea

EXTRAHOP

BLUEBEAM
A NEMETSCHEK COMPANY

Summary: Climb's go-to-market engine is scaling faster engagement into larger, more strategic opportunities across North America.

Field + Vendor Management Alignment is accelerating pipeline creation, partner adoption, and vendor growth at scale.



1. Trailhead: Build Your AI Foundations

The Climb AI Academy



2. Kit Check: Select The Right Solutions

AI Vendors & Solutions



3. Waypoint: Identify High-Impact Use Cases

Workshop with Unframe AI

Climb Skyward Project

A six-step journey designed to take our partners from AI Curiosity to full scale success:

CLIMB



4. The Lookout: Connect With AI Enthusiasts

Climb AI Business User Group



5. The Safety Line: Navigate Risks and Compliance

Guidance on EU AI Act



6. Summit: Go To Market

Marketing Support



Inside Sales Teams & Operations

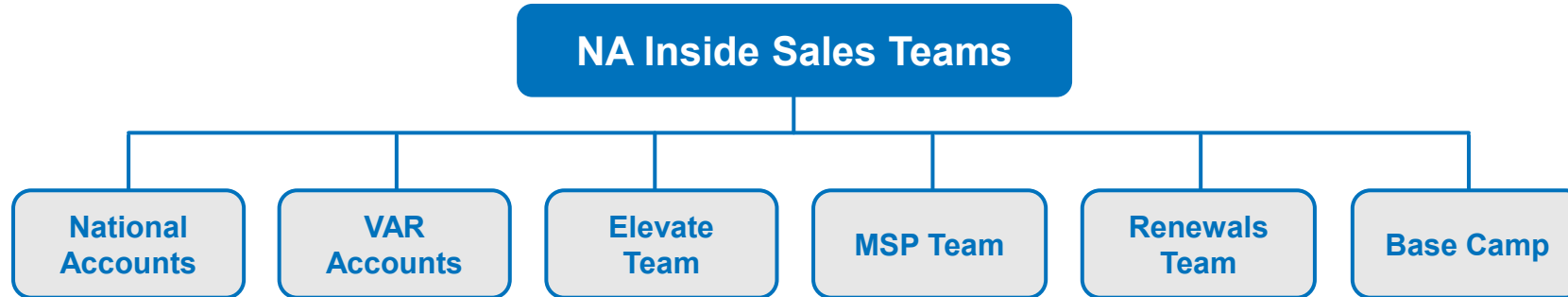


Tim Popovich
Chief Operating Officer, NA



Brian Davis
VP Sales, UK & Ireland

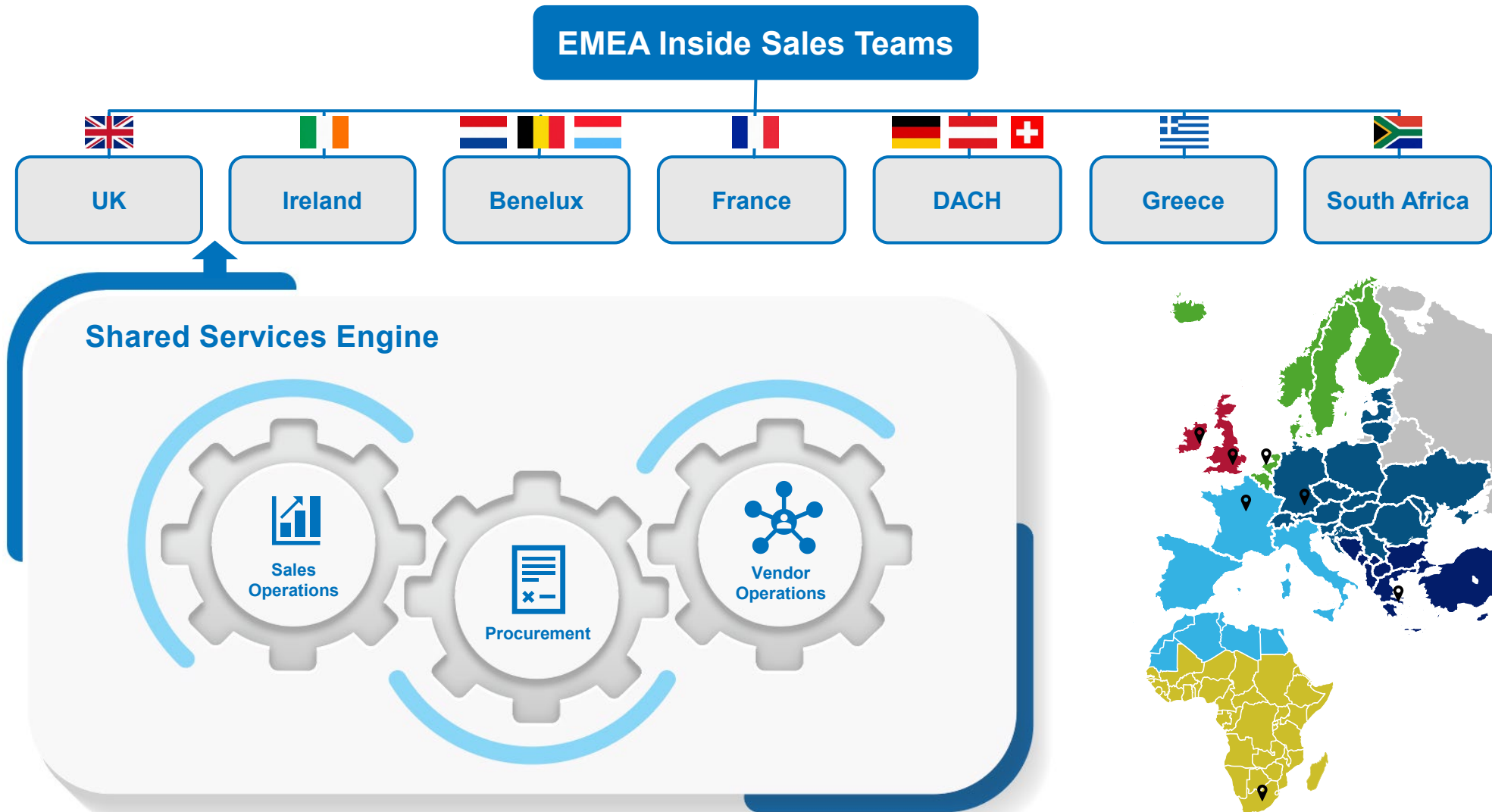
NA Inside Sales Teams



- **Fast response. Faster results.**
- **Certified experts** across the vendors we represent.
- **Deep knowledge** of partner programs, discounts, and pricing nuances.
- **Experienced inside sales teams** with long-standing account relationships.
- **Trusted partnerships** that accelerate quoting and sales execution.



EMEA Inside Sales Teams



NA Inside Sales & Operations

*Inside sales & shared services,
integrated across the region*

**270,790 Order
Processed**

North American Orders
Processed in 12 months

792+

Vendors Transacted
in-region

6,028+

reseller & MSP
partners served

<4h

average quote &
order turnaround

Scalable Commercial Engine

New Vendor Added



Existing Partner Ecosystem



Inside Sales Growth Engine



Cross-Sell & Demand
Generation



Revenue Growth

EMEA Inside Sales & Operations

*Inside sales & shared services,
integrated across the region*

**44,978 Order
Processed**

EMEA Orders Processed
in 12 months

359+

Vendors Transacted
in-region

3,496+

reseller & MSP
partners served

<4h

average quote &
order turnaround

A scalable, capital-efficient engine — built to replicate across new markets.

Climb Operations

Execution of Strategy of Blocking and Tackling

- Speed and Accuracy - Focus on service
- Automation - Linked to partner process and system
- Proof of customer success - Bid wins
- Vendor Exclusivity
- Partnership buy in - Customers ask for more products from Climb

XML | EDI | API | Marketplace





Solutions, Microsoft and Marketplace



Matthew Whitton
Chief Operating Officer, EMEA

The Climb Group



Defining the Solutions Business

Grey Matter and Climb Global Services — Climb's higher-margin, value-added solutions segment



Grey Matter

ISV focused - software, cloud and licensing specialist.
Help developers to build, optimise, secure and sell their solutions



Climb Global Services

Enabling vendor sales through, deployments, migrations, optimization, managed services and partner enablement - Technical Certifications



Climb Marketplace

Cloud/MSP Marketplace, offering resellers and end users ability to purchase and manage cloud solutions – enabling us to serve and scale a recurring, high volume, low average sale value market

13.6%

of group gross profit

from just 4.6% of AGB

14.4%

Solutions gross margin

7.2%

Operating Margin

How Grey Matter Goes to Market

A specialist, developer-first motion that grows Microsoft consumption and recurring revenue



Work with ISVs

Recruit and grow software vendors on Microsoft platforms — developers first to adopt AI and modern tool sets.



Scale and grow

Enable co-sell with Microsoft via Azure Marketplace
Control cloud spend



Security-led

Identity, compliance and cyber security solutions, 7 layer assessment



Recurring business

Drive monthly recurring revenue through consumption-based Azure and monthly M365 that compounds over time.



Niche: Mapping

Location intelligence API distribution — Global Coverage, specialised service with 40% Net Margin



Niche: Licensing

Hard-to-serve Microsoft licensing schemes — SPLA, ISV Royalty— where few distributors play.

Cloud subscriptions and services build predictable monthly recurring revenue.

- 65% recurring
- 40% monthly billing

Microsoft Opportunity in Europe

A large, fast-growing market and a Microsoft CSP shift that favours value-added distributors



Why Europe, why now

- Europe SME cloud market \$54.8bn 2026 20% CAGR to \$334bn by 2035**
- Microsoft's changes push smaller resellers to the indirect model — distributor-led billing, provisioning and support.
- Direct-bill threshold raised to \$1m CSP revenue
- Distribution threshold at \$30m has driven first round of consolidation – more to come
- AI, Copilot and Security will drive growth, but require enablement
- REO and MPO demand from our existing vendors
- A strong Microsoft message is central to our MSP Value proposition, enabling attach of high margin products and services
- Current YoY AGB growth of 45% (H1 25 v H1 26)

 **Microsoft**
Solutions Partner
Security

 **Microsoft**
Solutions Partner
Modern Work

 **Microsoft**
Solutions Partner
Infrastructure
Azure

Specialist
Infra and Database Migration

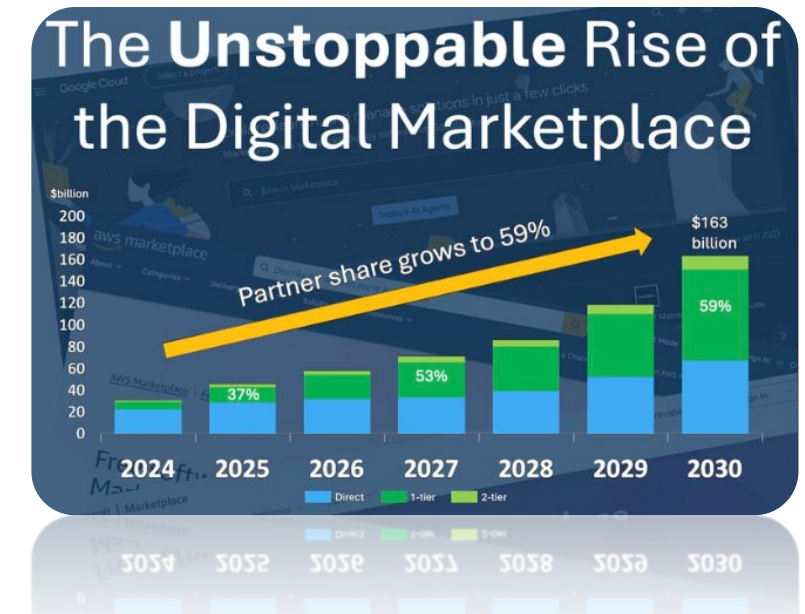
**Global Market Insights, Europe cloud computing, 2026.

Interworks.cloud Acquisition

- Cloud first and Marketplace only distributor in Greece
- 100% recurring revenue with 5% EBITDA
- Cloud platform and MSP go to market expertise
- \$27m Revenue, 74% Microsoft

Climb Marketplace

- Allows our MSPs and Resellers to purchase and manage cloud subscriptions
- Vendors to list products and enable provisioning
- Consolidated billing for MSPs and automated for us
- Allows us to digitally engage partners, scaling without adding headcount
- One marketplace infrastructure and go to market for whole of Europe
 - Scale existing markets
 - Enter new countries consistently, with lower cost and proven model for acquisition and transacting





Lunch Break

CLIMB



Climbing Higher



Dale Foster
Chief Executive Officer



Matthew Sullivan
Chief Financial Officer

2026 in Progress

	Year Ended	Year Ending 2026		
	Total 2025	Organic	Target 1	Total 2026
Gross Billings¹	\$2,105,168	\$2,316,000	\$30,000	\$2,346,000
Gross Profit	\$ 105,270	\$116,000	\$3,000	\$119,000
<i>Gross Profit %</i>	<i>5.0%</i>	<i>5.0%</i>	<i>10.0%</i>	<i>5.1%</i>
AEBITDA²	\$42,895	\$47,000	\$1,500	\$48,500
<i>Effective Margin³</i>	<i>40.7%</i>	<i>40.5%</i>	<i>50%</i>	<i>40.8%</i>

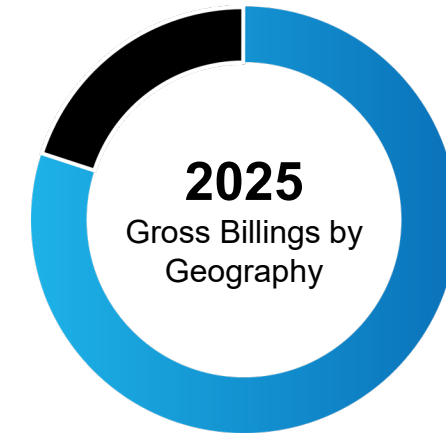
1) See appendix for definition of this key operational metric

2) See appendix for reconciliation of this non-GAAP measure

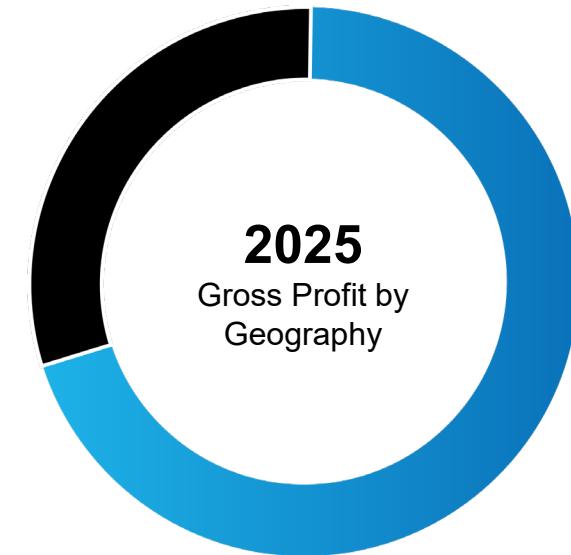
3) Effective margin is defined as AEBITDA as a percentage of gross profit

Organic growth on top & bottom line (Gross billings, GP & AEBITDA) + completion of interworks.cloud(Greece) acquisition in February 2026. This transaction in 2026 was CLMB's 6th accretive acquisition completed.

Foundation – Structure and Systems are in place to become a global leader in emerging IT distribution through organic and acquisition growth.



■ North America – 83% ■ EMEA – 17%



■ North America – 73% ■ EMEA – 27%

Organic Growth - 2030

	Year Ended Total 2026		Year Ended Organic 2030
Gross Billings¹	\$2,346,000	→	\$3,435,000
Gross Profit <i>Gross Profit %</i>	\$119,000 5.1%	→	\$174,000 5.1%
AEBITDA² <i>Effective Margin³</i>	\$48,500 40.8%	→	\$75,000 43.1%

1) See appendix for definition of this key operational metric

2) See appendix for reconciliation of this non-GAAP measure

3) Effective margin is defined as AEBITDA as a percentage of gross profit

Maintain organic growth of 10+% on top lines (Gross billings & GP) while bottom line (AEBITDA) grows at a greater rate annually due to recognition of operating efficiencies.

Complete 1-3 acquisitions annually totaling ~100M AGB to expand geographic reach, obtain new vendor relationships and grow our gross profit margin and effective margin.

Acquisitions

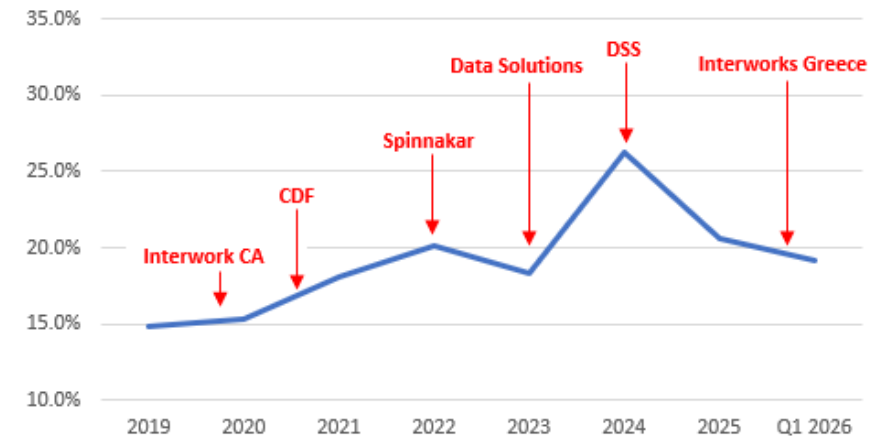
Intent(plan), Capability + Energy

Why: Opportunity
Vendors – want faster expansion from NA
Reduced Multiple
Margin expansion

What: Distributors in region (vetting)
Solutions/Services for added capability

Where: Europe – DACH, France, Nordics 18+
Middle East 7+
Latam 6+
APAC 4+

ROIC TTM



Acronis

CATO
NETWORKS



Canonical



CLOUDIAN

Delinea



SOLARWINDS

Growth Outside of North America

North America is highly competitive with the big 3 distributors, margin pressure is always a factor

2026 North America

Gross Billings ¹	1.9B	87%
Gross Profit	90.5M	76%



2030 North America

10% Growth

Gross Billings ¹	2.8B	73%
Gross Profit	133M	62%

2026 EMEA

Gross Billings ¹	300M	13%
Gross Profit	28.5M	24%



2030 EMEA

10% Growth + 400M in Acquisitions

Gross Billings ¹	1.0B	27%
Gross Profit	81M	38%

1) See appendix for definition of this key operational metric

Combined Growth + Acquisitions

Acquire targets on average 100M in AGB per year with gross margin avg. ~10%

	Year Ended	Year Ending 2026			Year Ending 2030		
	Total 2025	Organic	Target 1	Total 2026	Organic	Target 1	Total 2030
Gross Billings¹	\$2,105,168	\$2,316,000	\$30,000	\$2,346,000	\$3,435,000	\$400,000	\$3,835,000
Gross Profit	\$ 105,270	\$116,000	\$3,000	\$119,000	\$174,000	\$40,000	\$214,000
<i>Gross Profit %</i>	<i>5.0%</i>	<i>5.0%</i>	<i>10.0%</i>	<i>5.1%</i>	<i>5.1%</i>	<i>10.0%</i>	<i>5.7%</i>
AEBITDA²	\$42,895	\$47,000	\$1,500	\$48,500	\$75,000	\$20,00	\$95,000
<i>Effective Margin³</i>	<i>40.7%</i>	<i>40.5%</i>	<i>50%</i>	<i>40.8%</i>	<i>43.1%</i>	<i>50%</i>	<i>45.2%</i>

1) See appendix for definition of this key operational metric

2) See appendix for reconciliation of this non-GAAP measure

3) Effective margin is defined as AEBITDA as a percentage of gross profit



THANK YOU!

Ai is about information. Humans are about giving energy.

Appendix – Gross Billings Reconciliation

Gross billings are the total dollar value of customer purchases of goods and services during the period, net of customer returns and credit memos, sales, or other taxes. Gross billings include the transaction values for certain sales transactions that are recognized on a net basis, and, therefore, include amounts that will not be recognized as revenue. We use gross billings as an operational metric to assess the volume of transactions or market share for our business as well as to understand changes in our accounts receivable and accounts payable. We believe gross billings will aid investors in the same manner.

	Year ended December 31, 2025
(\$ thousands):	
Distribution gross billings	2,014,847
Solutions gross billings	90,321
Total gross billings	2,105,168

Appendix – Adjusted EBITDA Reconciliation

We define adjusted EBITDA, as net income, plus provision for income taxes, depreciation, amortization, share-based compensation, interest, acquisition related costs and change in fair value of acquisition contingent consideration. We define effective margin as adjusted EBITDA as a percentage of gross profit. We provided a reconciliation of adjusted EBITDA to net income, which is the most directly comparable US GAAP measure. We use adjusted EBITDA as a supplemental measure of our performance to gain insight into our businesses profitability, operating performance and performance trends, and to provide management and investors a useful measure for period-to-period comparisons by excluding items that management believes are not reflective of our underlying operating performance. Accordingly, we believe that Adjusted EBITDA provides useful information to investors and others in understanding and evaluating our operating results. Adjusted EBITDA is also a component to our financial covenants in our credit facility. Our use of adjusted EBITDA has limitations, and you should not consider it in isolation or as a substitute for analysis of our financial results as reported under US GAAP. In addition, other companies, including companies in our industry, might calculate adjusted EBITDA, or similarly titled measures differently, which may reduce their usefulness as comparative measures.

	Year ended December 31, 2025
Net Income	21,330
Taxes	6,588
Depreciation and Amortization	7,728
Interest Expense	293
EBITDA	\$35,939
Stock Comp	4,775
Acquisition-related costs	807
Change in fair value of acquisition contingent consideration	1,374
Adjusted EBITDA	\$42,895