

Data#3 Limited

Goldman Sachs Emerging Companies Conference

John Grant
Managing Director
16 May 2012



Data#3 Limited

Snapshot

The environment

Sustaining growth



Data#3 snapshot....

Formed in 1977

Listed in 1997

>1000 people over 9 locations

1H revenue up 15%

1H profit down 9.5%

Strong cash flow and balance sheet

Market cap \$160+M



Our national footprint

Perth Office

Canberra Office

Adelaide Office

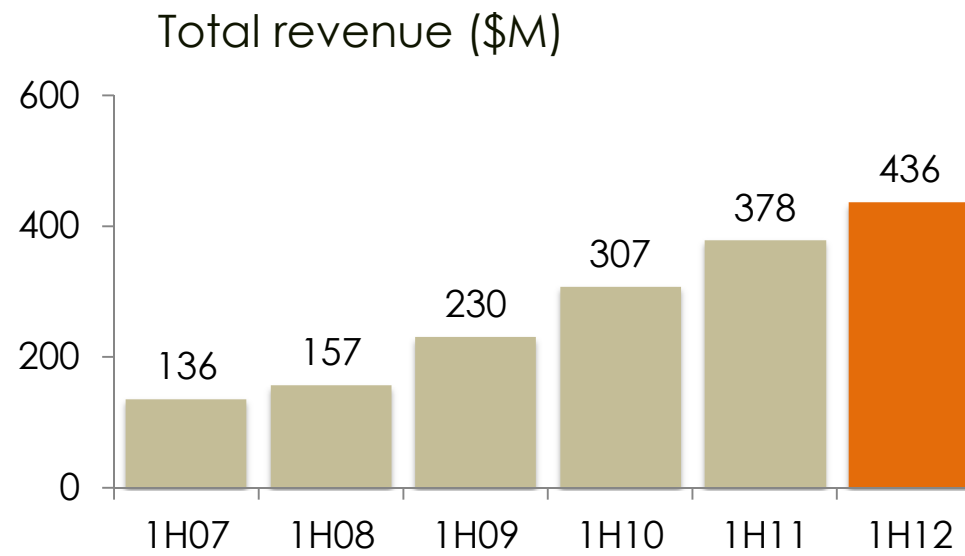
Melbourne
Office
Warehouse &
Configuration Centre

Brisbane
Head Office
Warehouse &
Configuration Centre

Sydney
Office
Warehouse &
Configuration Centre
Datacentre



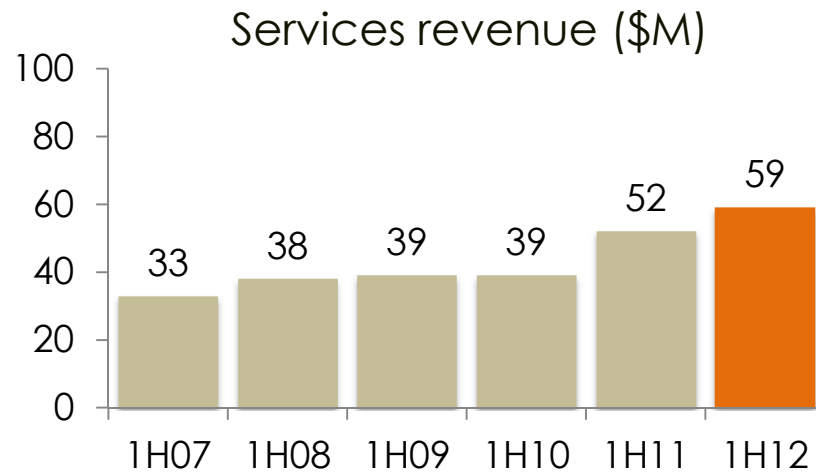
H1 revenue growth ahead of market...



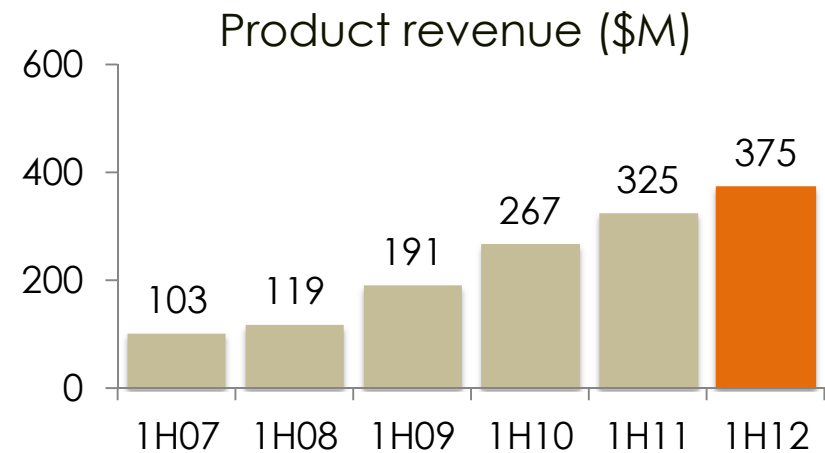
Up 15%



H1 revenue growth ahead of market...



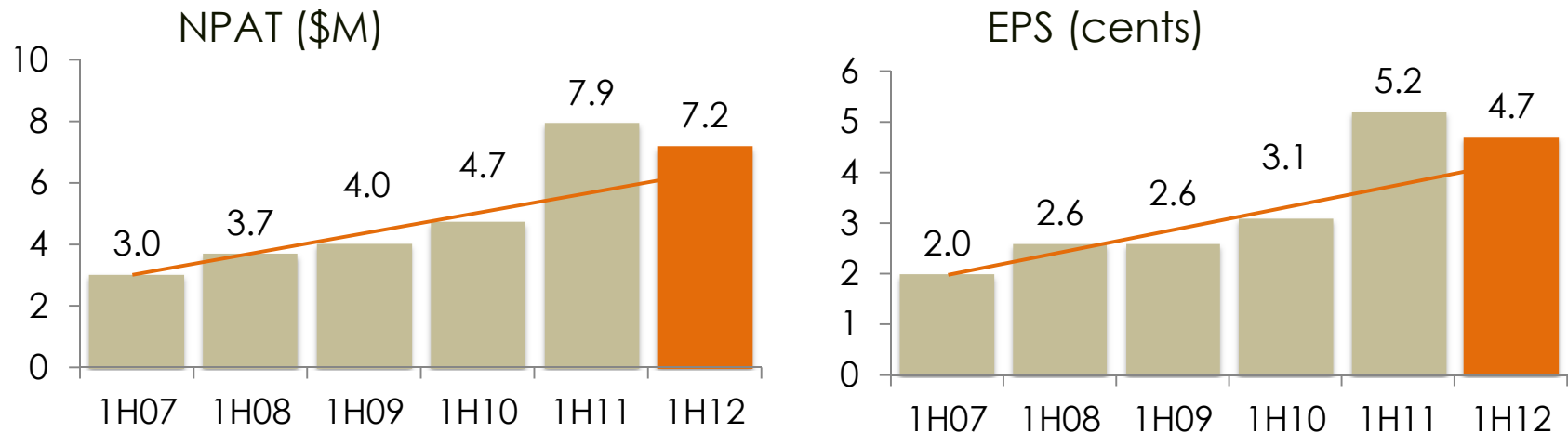
Up 14.5%



Up 15.5%



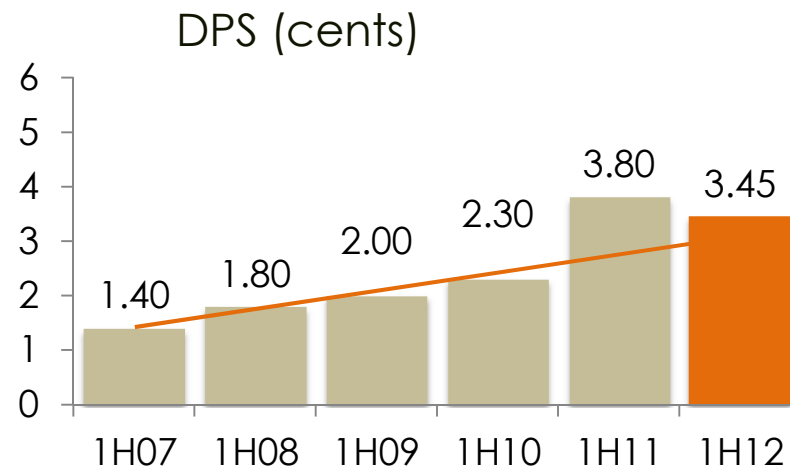
H1 earnings ahead of long run trend...



Down 9.5%



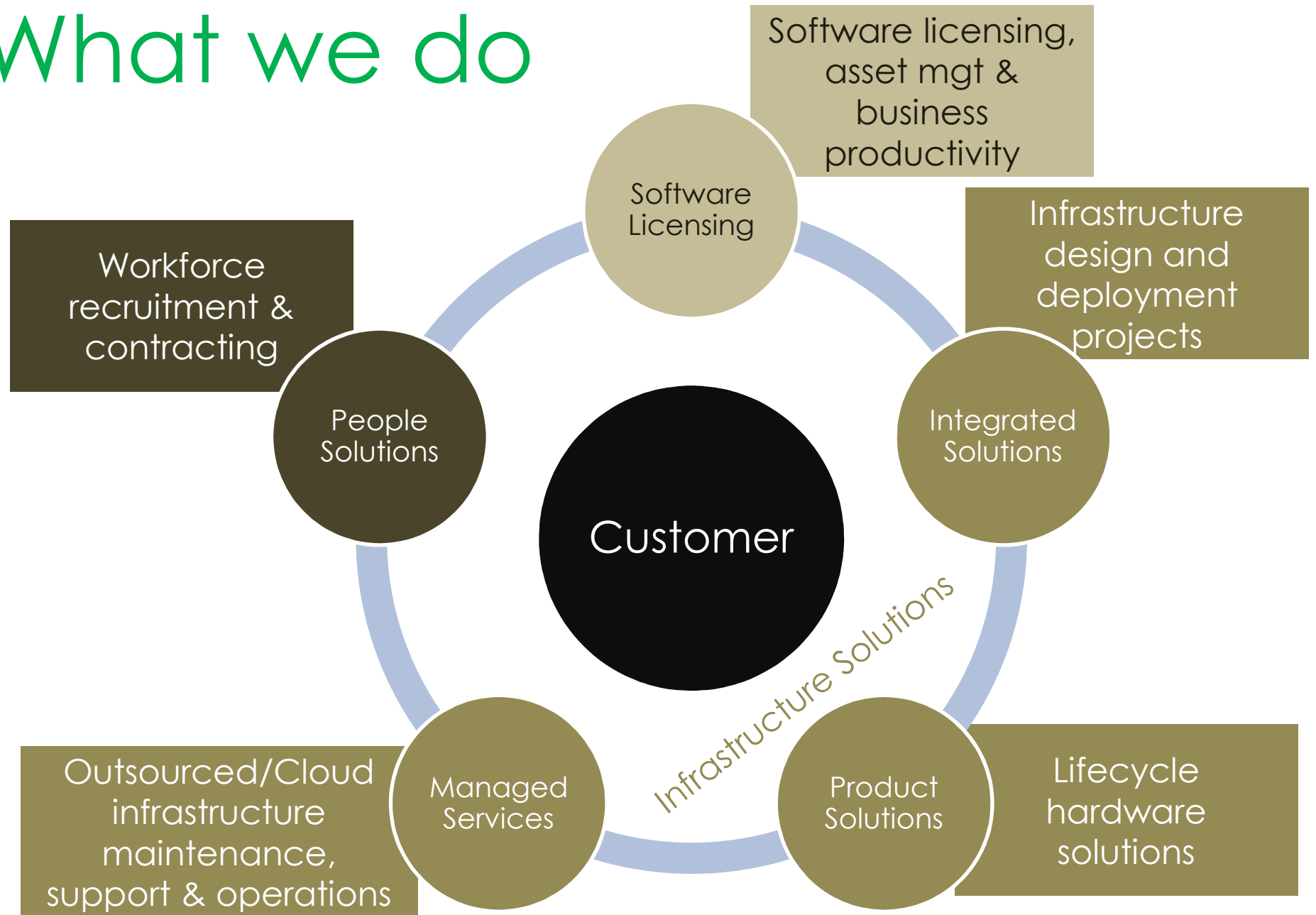
H1 dividends ahead of long run trend...



Dividend payout ratio 74%



What we do



The environment....

Global/national factors

Political & financial markets uncertainty

Productivity declining

Costs increasing

Competitiveness declining

> 2 speed economy



The environment....

Macro technology trends

The world is mobile

Technology is commoditising

Data is BIG

Enterprise IT is on the back foot

Users are driving the agenda



The environment....

Conclusions

In flux

Growth slowing

Delaying investment and reducing costs

Technology an imperative

Tussle between Enterprise IT and users



Consequences....

On Data#3

Slowing of large projects

Slowing in product procurement

Delayed decisions in Managed Services

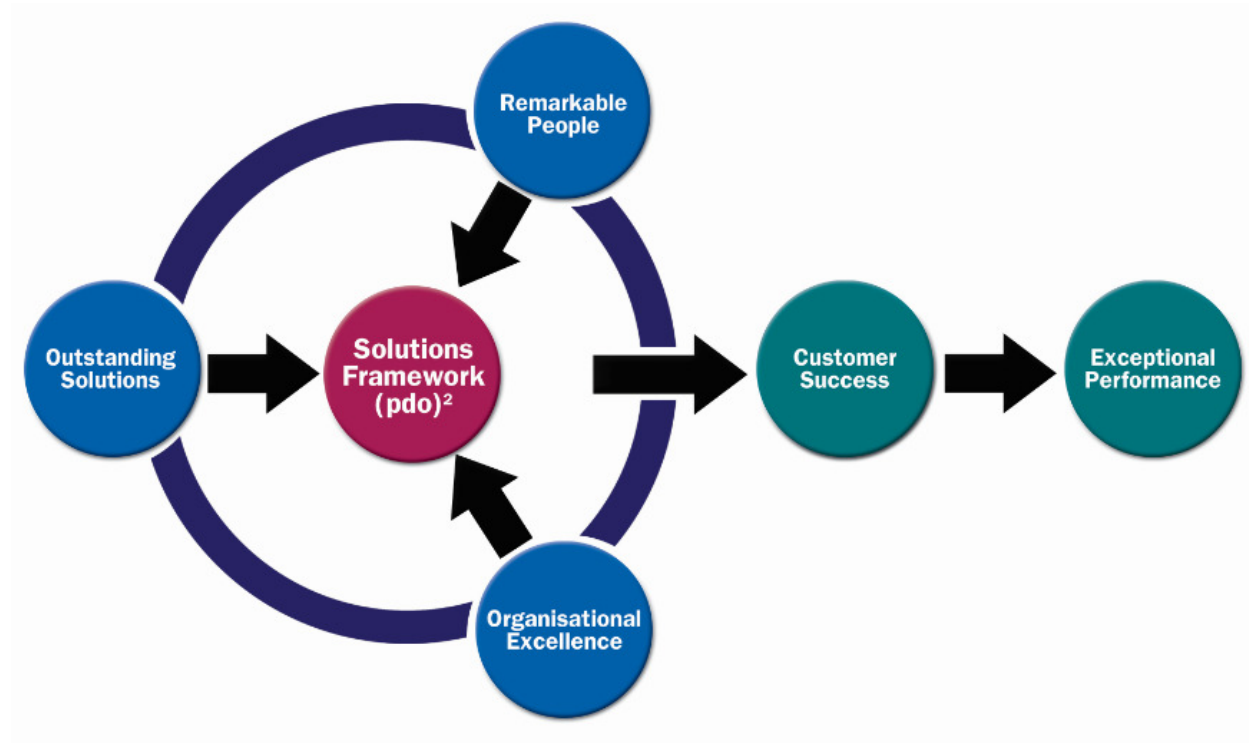


Tender flow

	Full Year 2010	Full Year 2011	Oct AGM	End March
Submitted bids	357	345	207	286
Decided bids	271	238	69	127
Won	126	119	42	72
% won	46%	50%	61%	57%
Undecided			115	148
% undecided			56%	52%

Sustaining growth...

Our strategy

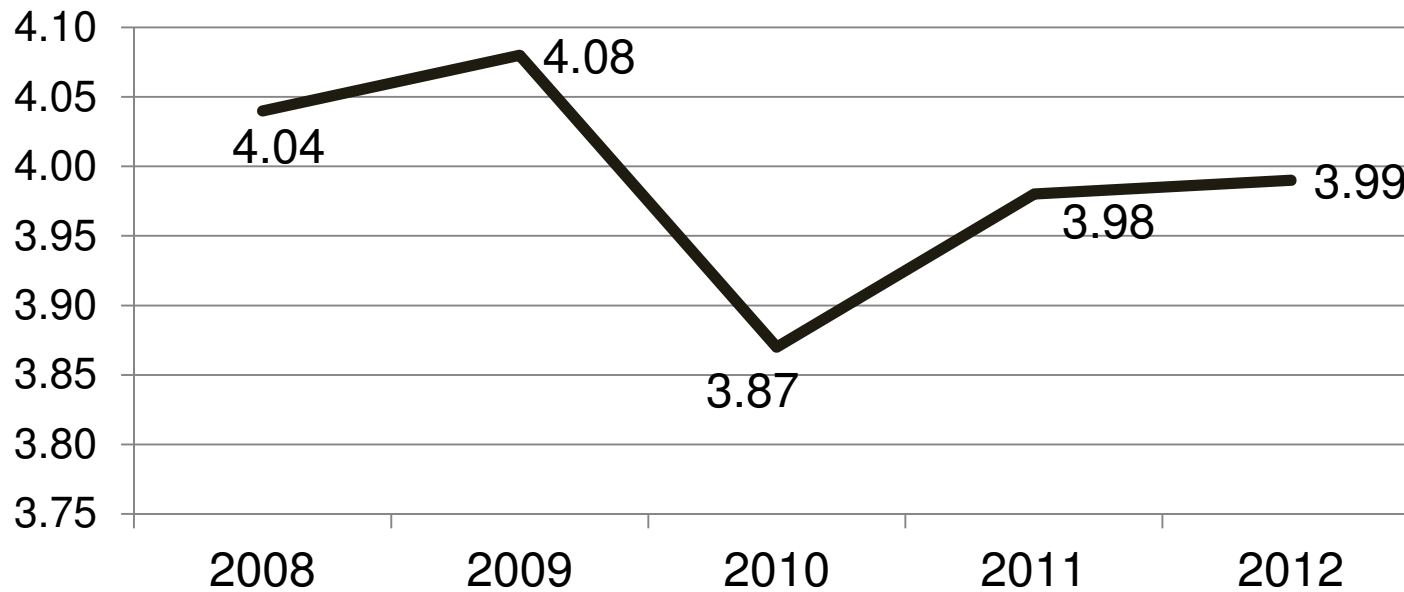




Sustaining growth...

Our people

Overall Satisfaction





Sustaining growth...

Expanding solutions

New technologies from our partners

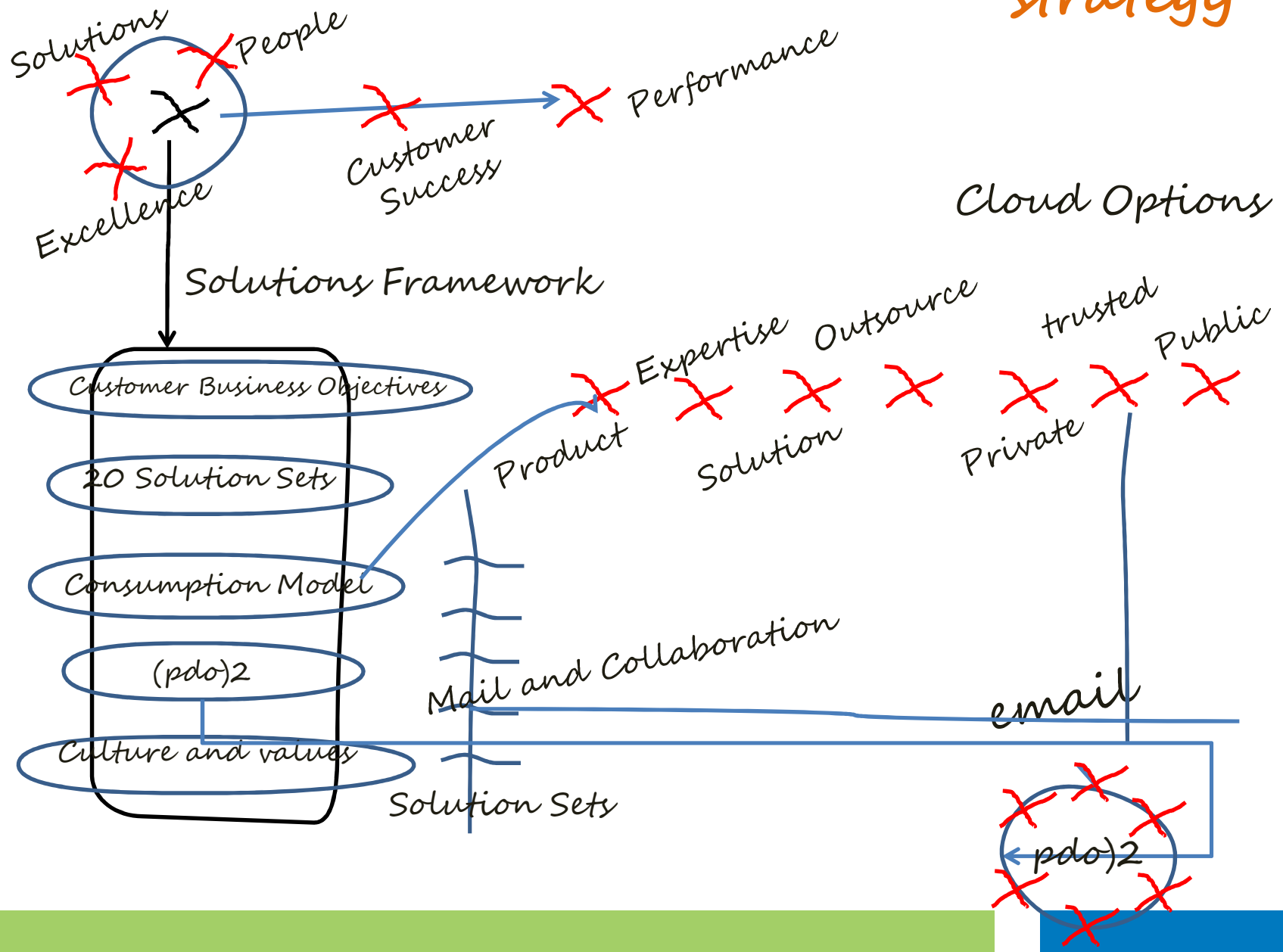
Strategic Consulting to help customers decide

Business Productivity Consulting to help users be more productive

Solutions available from the cloud



Solutions Framework - central to our strategy





Sustaining growth...

Cost, efficiency & effectiveness

Some reduction in workforce

Supply chain automation

Business process automation

Workplace productivity

Sales effectiveness

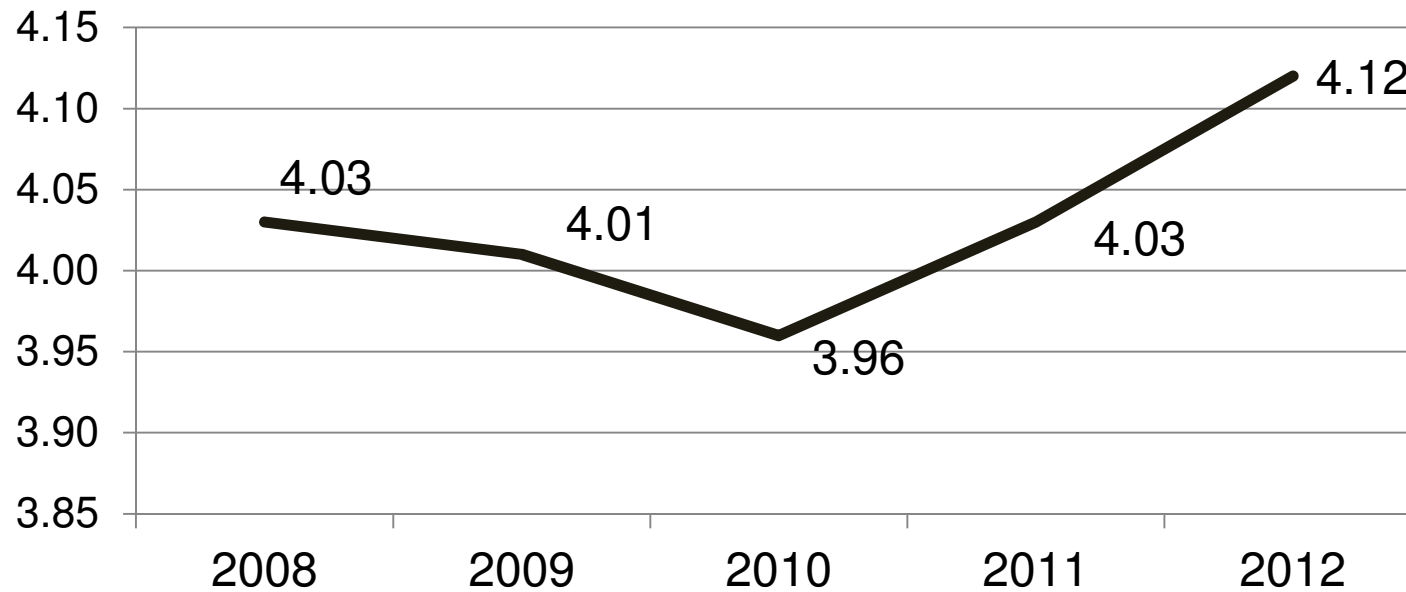


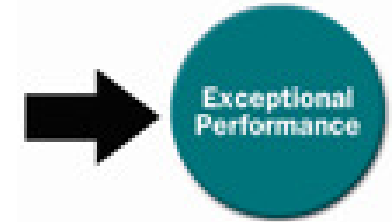


Sustaining growth...

Our customers

Overall Satisfaction





The bottom line....

Market at best flat

2 businesses traveling well

1 business traveling ok

2 businesses finding it tough

Committed to higher cost structure to support investment



Thank you....



Data#3

© 2008 Data#3 Limited ABN 31 010 545 267 The material contained in this document, including all attachments, is confidential and the copyright Data#3 Limited. No part may be reproduced, used or distributed for any purpose other than the purpose for which it is issued, without the prior written consent of Data#3 Limited.

