

Annual General Meeting 2012



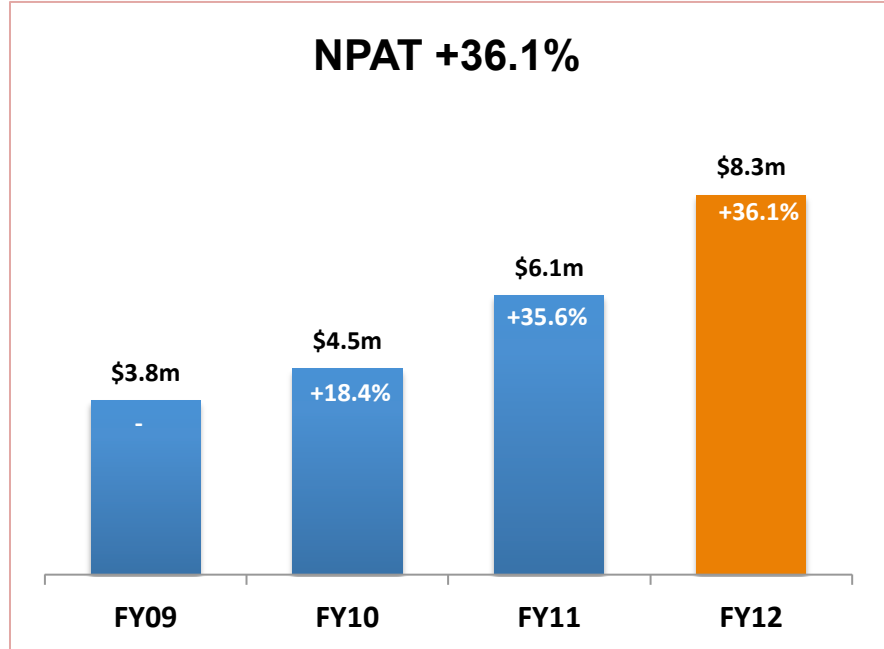
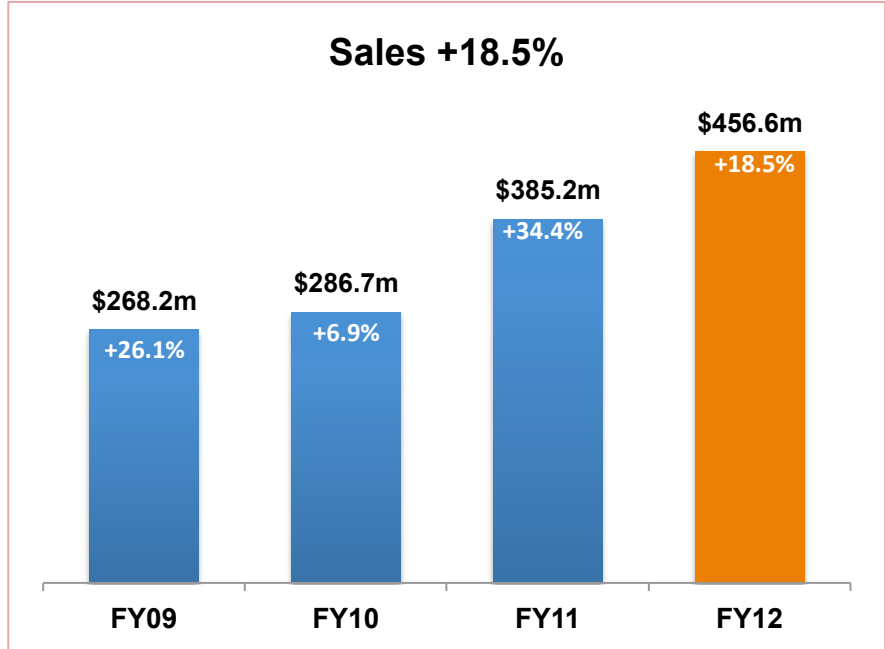
...experience is the difference

David Dicker (Chairman & CEO),
welcomes you to 2012 annual general
meeting of Dicker Data Ltd

FULL YEAR RESULTS

Financial performance

Continued strong growth in sales and earnings year-on-year



Financial highlights

\$ million	FY2012	FY2011	Change
Sales revenue	456.6	385.2	+18.5%
Gross profit	34.0	27.4	+24.1%
EBITDA	16.1	13.1	+23.3%
EBIT	15.4	12.4	+24.8%
Net profit after tax	8.3	6.1	+35.0%
Earnings per share (cents)	6.55	5.02	+30.5%
Dividends per share (cents)	5.36	3.36	+59.5%

Key growth drivers

- New banking arrangement with St George enabled DDR to take advantage of some of the settlement discount available from vendors
- Addition of new vendors – including Lenovo and Buffalo – generated additional revenue
- Increase in sales and support staff from 81 FTE to 93 FTE during the financial year delivered higher revenue and profit
- Favourable shift in revenue mix resulted in higher margins

Plans for FY2013

- Expand warehouse with an additional 5,000 sqm to position DDR for future growth
- Continuously evaluate new additions to vendor and product mix to sustain a competitive offering to customers
- Maintain dividend payments according to the announced dividend policy

CAPITAL MANAGEMENT

Dividend payments for FY2012

Payment Date	Dividend/Share	Amount	Type	Amount Franked
12 Jan 12	0.93c	\$1.18 m	Interim	100%
4 Apr 12	0.93c	\$1.18 m	Interim	100%
6 July 12	1.5c	\$1.90 m	Interim	100%
8 Oct 12	2.0c	\$2.53 m	Final	100%
Total	5.36c	\$6.79 m	-	100%

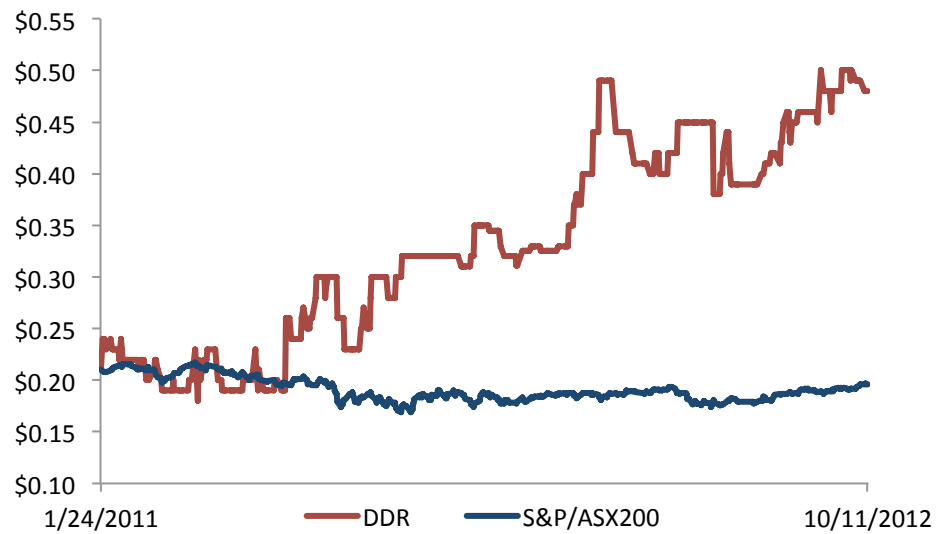


INVESTORS RETURNS SINCE JULY 2011

	Since Jul 11	Annualised
Share price appreciation	100.0%	78.3%
Dividend yield	30.7%	24.0%
Total return	130.7%	102.3%

	As at 11/10/2012
Share price	48c
Shares on issue	126.5m
Market cap	\$60.7

DDR SHARE PRICE SINCE IPO



Awards during the year

- **April 2012:** Dicker Data was awarded PSG Highest Overall Growth – Distributor FY10 to FY11 and Overall Highest Revenue Growth – Distribution Partner 2H 2011 at HP Premier Business Partner Conference in Hobart, Tasmania.
- **September 2012:** Dicker Data was awarded top honours in both the Channel Choice Distributor of the Year and Hardware Distributor of the Year categories at 2012 ARN Awards held 19 September, 2012.
- **October 2012:** Dicker Data was awarded Overall Highest Revenue – Distribution Partner 1H 2012 at HP Premier Business Partner Conference in Melbourne, VIC



QUESTIONS

THANK YOU