



# Investor Presentation

September 2017

**DICKER**  
D A T A



## Company Overview



# Company Snapshot

Dicker Data is the largest Australian owned ICT distributor in Australia and New Zealand



## ASX Listed

Listed in 2011 on the ASX with a current market cap of \$420m



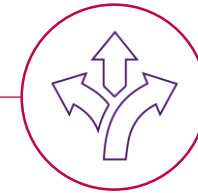
## AUD \$1.2B

Largest Australian owned ICT distributor with \$1.2B revenue in 2016



## Consistent Growth

Dicker Data has achieved consistent top and bottom line growth for 15+ years



## Nimble and Agile

Dicker Data's success is built on its ability to adapt and change quickly

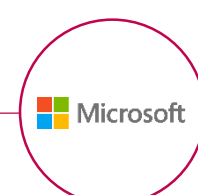


## 400 Staff in ANZ

Strong focus on people, culture and diversity

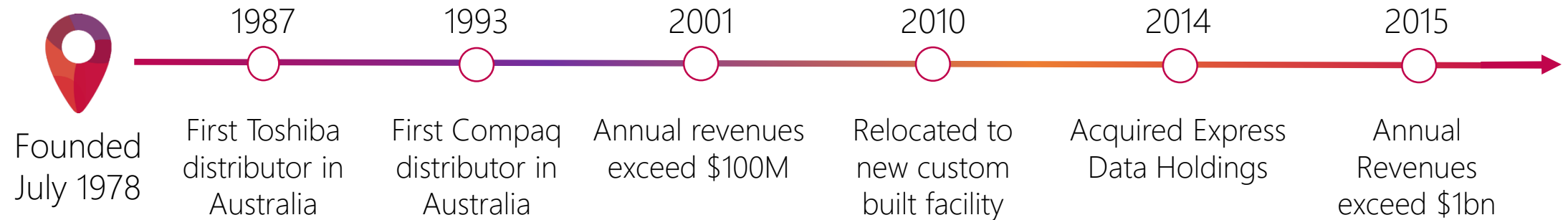


No. 1 Distributor



# Company History

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- In its 39 year history, Dicker Data has evolved from a small family run business to a multidimensional, Trans-Tasman, publicly listed business with strong links to the IT Reseller and Vendor communities
  - Dicker Data completed a business transforming acquisition in 2014 when it purchased competitor Express Data Holdings
  - The company has been at the forefront of emerging technologies and has expanded its vendor alliances and capabilities to provide an evolving product and services platform from which its reseller partners can grow their business
  - Dicker Data's management and product teams comprise a depth of experience, a close connection to the business and the flexibility to uniquely cater for the continuously evolving channel's needs

# Proven and Stable Board and Management Team



**David Dicker**

*Chairman and Chief Executive Officer*

- Founded Dicker Data
- Has been director of the company since inception in 1978
- Focuses on business strategy and decision making



**Fiona Brown**

*Non-Executive Director*

- Co-Founder of Dicker Data
- Involved in the business since inception in 1978
- Has over 26 years' of experience in the IT distribution industry



**Mary Stojcevski**

*Executive Director and Chief Financial Officer*

- Joined Dicker Data as Financial Controller in 1999
- Responsibilities include all the financial management, administration and compliance functions of the company
- Has been an Executive Director of the company since August 2010



**Vladimir Mitnovetski**

*Executive Director and Chief Operating Officer*

- Joined Dicker Data as Category Manager in 2010
- Appointed to the board as Executive Director in 2014
- Has over 20 years' of distribution industry experience having previously worked for Tech Pacific and Ingram Micro



**Ian Welch**

*Executive Director and Chief Information Officer*

- Joined Dicker Data in March 2013 as General Manager IT
- Was appointed Executive Director in August 2015
- Responsible for internal IT Systems and processes and working closely with vendors and customers on digital transformation technologies



**Michael Demetre**

*Executive Director and Logistics Director*

- Joined Dicker Data in 2001
- Responsibilities include all warehouse operations and logistic functions of the company.
- Has been an Executive Director of the company since September 2010



**Wendy O'Keefe**

*Non-Executive Director*

- Appointed to the Dicker Data Board in April 2017
- Previously held the position of Executive Vice President – Asia Pacific of rival distribution company Westcon Comstor



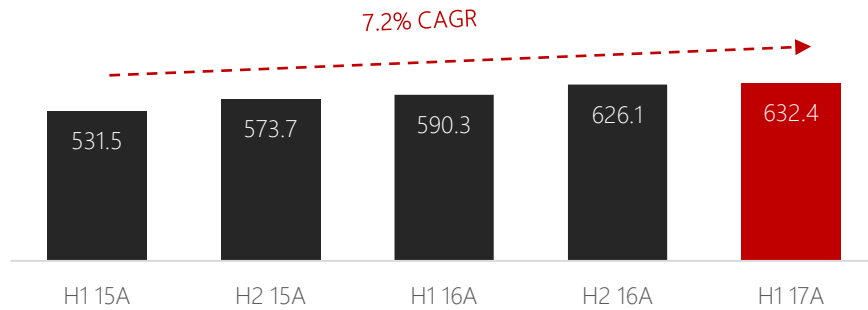


## Financial Results

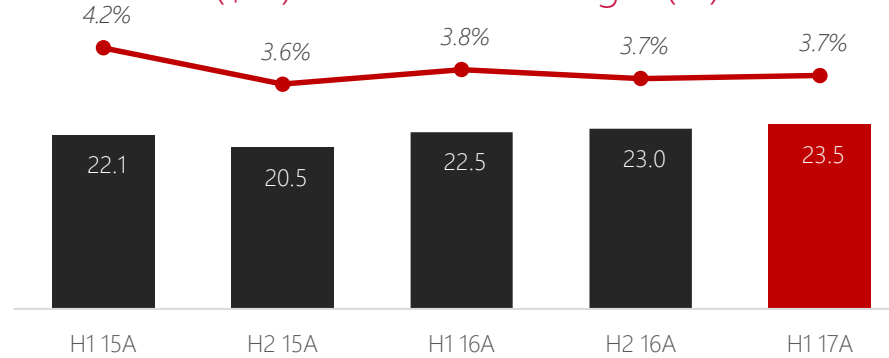
# Financial Summary

## Financial Half Year Trends

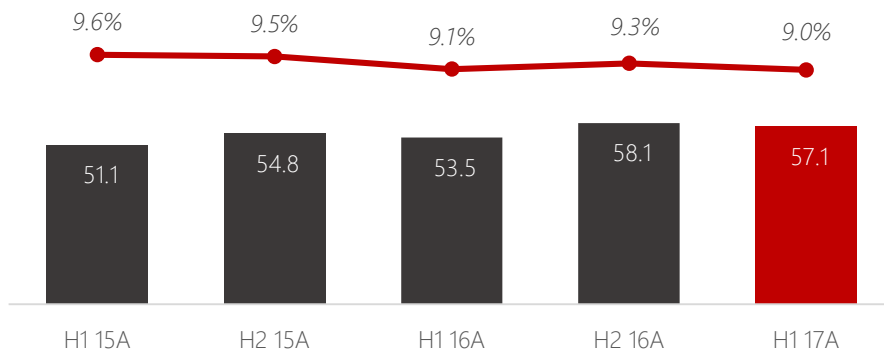
Revenue (\$m)



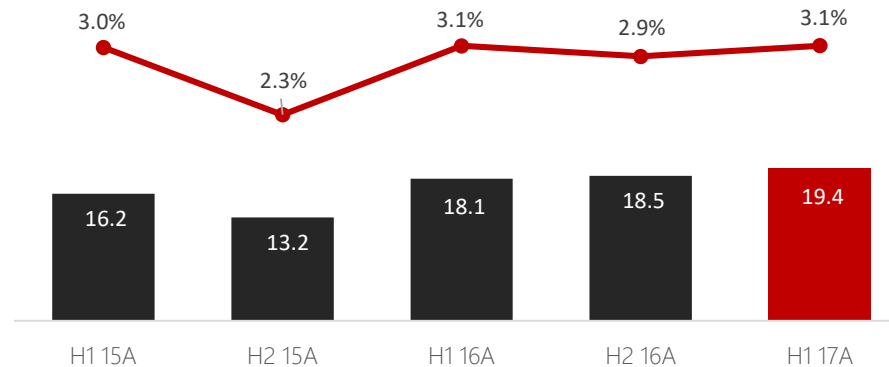
EBITDA (\$m) and EBITDA Margin (%)



Gross Profit (\$m) and Gross Profit Margin (%)



Net Profit before Tax (\$m) and NPBT Margin (%)



# HY17 Results

## Group P&L

### Key Financial Data (in \$m)

6 months to:	Jun-17	Jun-16	Variance
Total Revenue	632.4	590.3	7.1%
Gross Profit	57.1	53.5	6.8%
Gross Margin	9.0%	9.1%	
EBITDA	23.5	22.4	4.7%
One off costs	-	0.1	-100.0%
EBITDA	23.5	22.5 *	4.3%
Profit before tax	19.4	18.1 *	7.3%
PBT margin	3.1%	3.1%	
Net profit after tax	13.0	12.6 *	2.8%

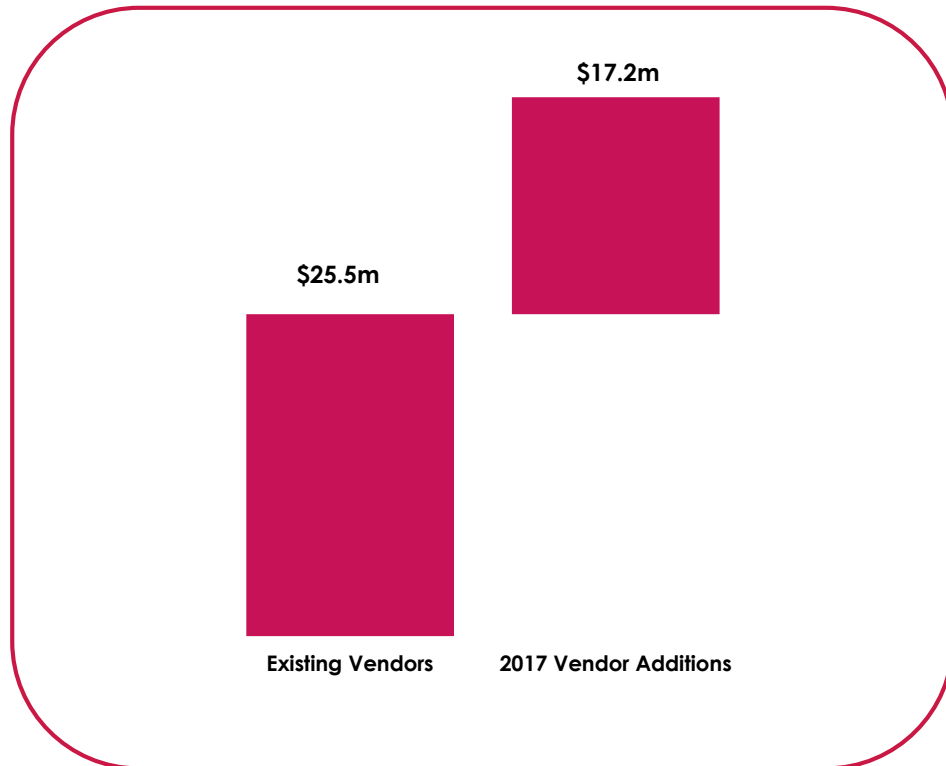
\* Underlying

- Revenues were up 7.1% over the previous corresponding period through a mix of organic vendor growth and new vendors
- Profit margins have abated slightly since the previous period as a result of market competition
- Headcount costs have increased as we invest in new growth portfolios, resulting in operating costs increasing by 6.8% over the previous corresponding period. However operating costs remain flat as % of sales at 5.4%.
- Net profit before tax % has remained in line with the previous period at 3.1%.



# Sources of Revenue Growth

## Sources of Revenue Growth HY17



- Revenue growth during the half year was from multiple sources including:
  - Growing market share in existing vendor portfolio
  - Increasing the breadth of products offered by existing vendors
  - New vendor additions during the half year.
- Despite loss of Cisco in NZ we are still forecasting revenue growth of 10% for the full year as per previous guidance.
- Cisco in NZ will continue trade for part of H2 plus we expect to fill the gap for the balance of the Cisco business with growth in recently announced vendors.

# HY17 Results

## NZ P&L and update

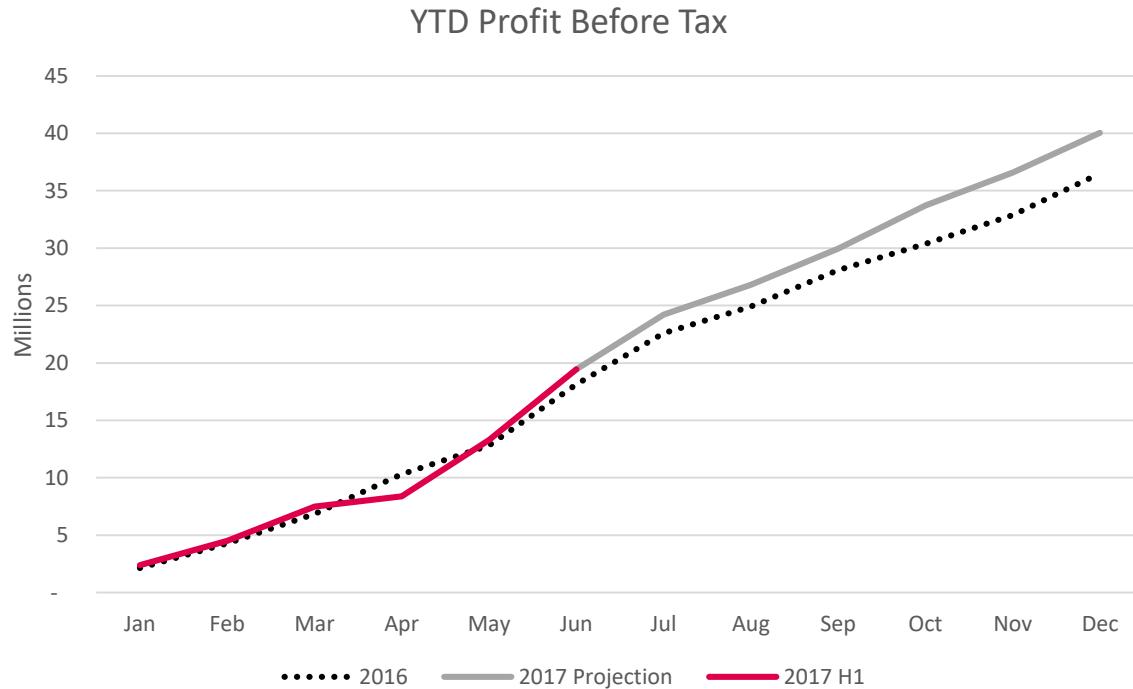
### Key Financial Data (in \$NZm)

6 months to:	Jun-17	Jun-16	Variance
Total Revenue	67.7	66.5	1.8%
Gross Profit	6.7	6.1	8.9%
Gross Margin	9.9%	9.2%	
EBITDA	2.5	1.9	27.5%
Profit before tax	2.5	1.8	35.9%
PBT margin	3.6%	2.7%	
Net profit after tax	1.7	1.3	28.6%

- In NZ we have continued recent trends and grown revenue in local currency by 1.8%, with our volume business continuing to grow strongly. These gains have been offset by further reductions in our networking business.
- We have been able to grow the profit margin to 9.9% as a result of a number of larger higher margin deals.
- Operating expenses have increased to 6.7% of revenue up from 6.3%.
- Subsequent to the loss of the Cisco NZ business in August 17, we are actively targeting new vendors and implementing structural cost saving measures in the NZ business.

# HY17 Results

## Earnings Outlook



- In HY2017, Pre tax Profit is tracking to the forecast and ahead of the corresponding half last year.
- Full year PBT forecast remains at \$40m.

# HY17 Results

## Group Balance Sheet

Net Assets (in \$m)	Jun-17	Dec-16
Cash and equivalents	27.4	17.5
Other current assets	283.7	269.7
Goodwill & Intangibles	29.8	30.5
Other assets	48.2	48.0
<b>Total Assets</b>	<b>389.0</b>	<b>365.7</b>
Borrowings	60.0	75.0
Other current liabilities	209.1	171.2
Borrowings	39.2	39.1
Other long-term liabilities	6.8	6.5
<b>Total liabilities</b>	<b>315.1</b>	<b>291.7</b>
<b>TOTAL NET ASSETS</b>	<b>73.9</b>	<b>74.0</b>
<b>Shareholders' Equity</b>		
Share Capital	56.6	56.0
Reserves	0.6	0.7
Retained earnings	16.8	17.2
<b>TOTAL EQUITY</b>	<b>73.9</b>	<b>74.0</b>

### Ratios

Debt to Equity	1.34x	1.54x
Debt Service Cover Ratio	7.50x	7.20x
Net Tangible Assets (\$m)	44.1	43.5

- Further reductions in working capital since the last reporting date with inventories reducing and accounts payable increasing.
- Current debt was reduced by a further \$15m to \$60m, with cash holdings increasing by a further \$10m.
- Debt to equity leverage ratio continues to show improvement, moving from 1.54x to 1.34x.
- Debt Service Cover Ratio has again improved from 7.2x to 7.5x.
- Net Tangible Assets improved from \$43.5m to \$44.1m.



## Business Overview

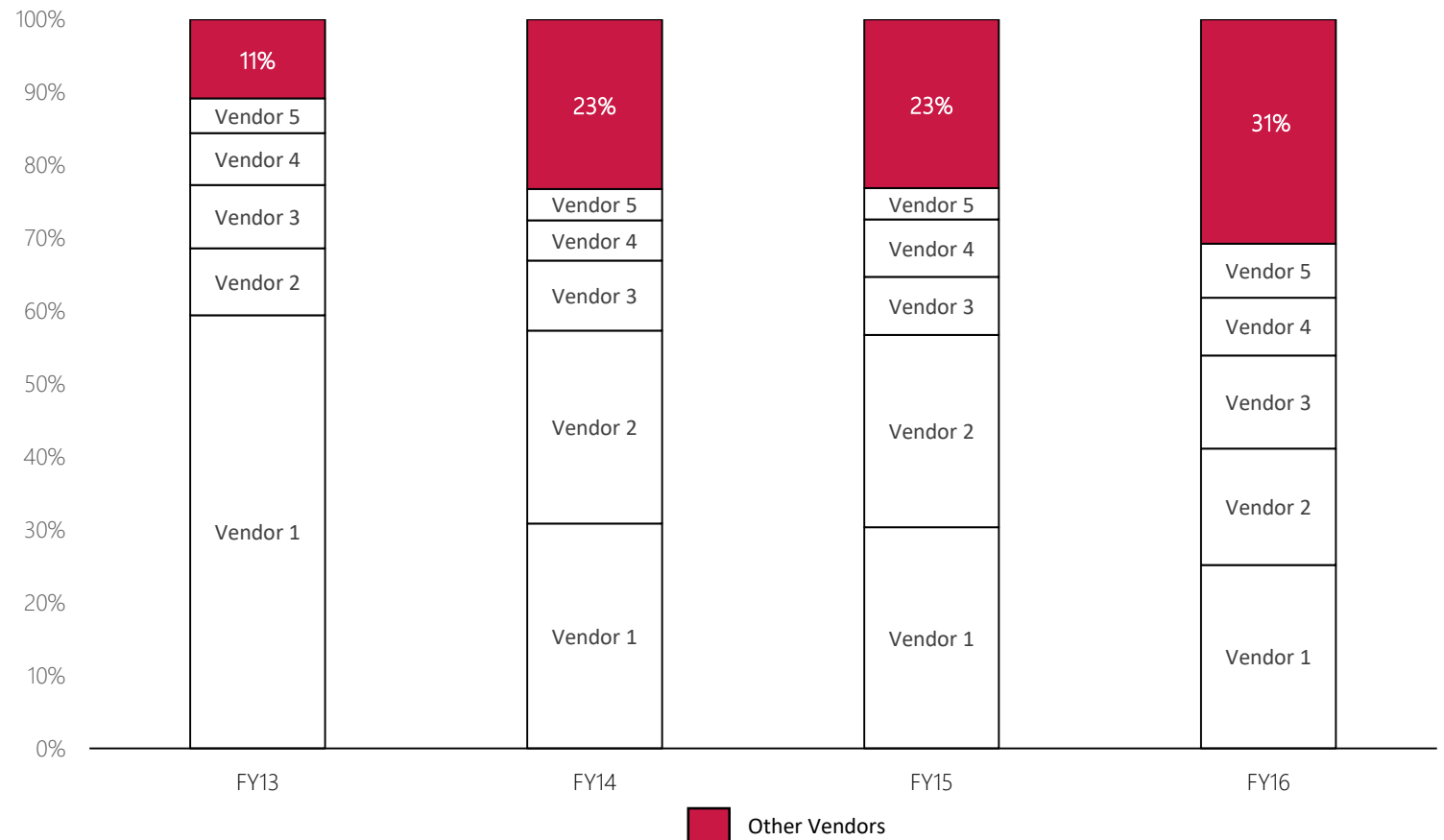


# Diverse Long-Term Vendor Relationships

Dicker Data continues to grow and diversify its vendor relationships

- Dicker Data has continued to introduce new vendors and reduce its reliance on any single vendor
- Top 5 vendors overall contribution has reduced from 89% in FY13 to 69% in FY16
- A key rationale for the acquisition of Express Data was access to new networking and software vendor relationships which reduced Dicker Data's exposure and reliance on a concentrated vendor base

Major Vendors over time (% of sales)



# Current Vendors

Dicker Data has an extensive, diversified network of leading vendors across the ICT industry



# Industry Awards and Recognition

Dicker Data has been the recent recipient of multiple industry awards

- APC APJ & Australian Distributor of the Year
- ARN Hardware Distributor of the Year 2012 to 2016
- HPE Aruba Best Distributor Asian Pacific Region 2016
- Lenovo Distributor of the Year 2016
- Cisco APJ & ANZ Distributor Partner of the Year 2016
- Watchguard ANZ Distributor of the Year 2016
- Veritas Distributor of the Year 2016
- QNAP Top Growth Distributor APAC 2016
- Intel Top Growth Sales Data Centre Group 2016
- Citrix ANZ Distributor of the Year 2016
- RSA APJ Distributor of the Year 2016
- Veritas Pacific Distributor of the Year 2017
- Lenovo DCG and PCG Distributor of the Year 2017

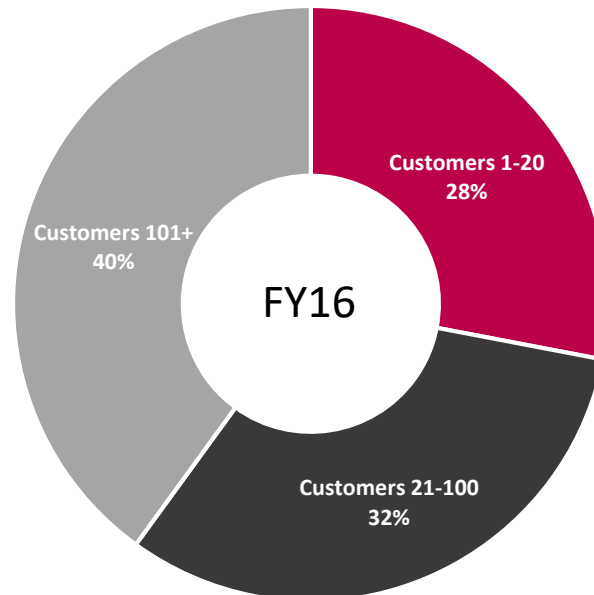


# Highly Diversified Reseller Network

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- Dicker Data services approximately 5,000 resellers who in turn service multiple clients ranging from SMEs to large corporates
- Dicker Data has a very diverse customer base with the top 20 customers representing only 28% of sales and the top one hundred customers accounting for approximately 60% of sales

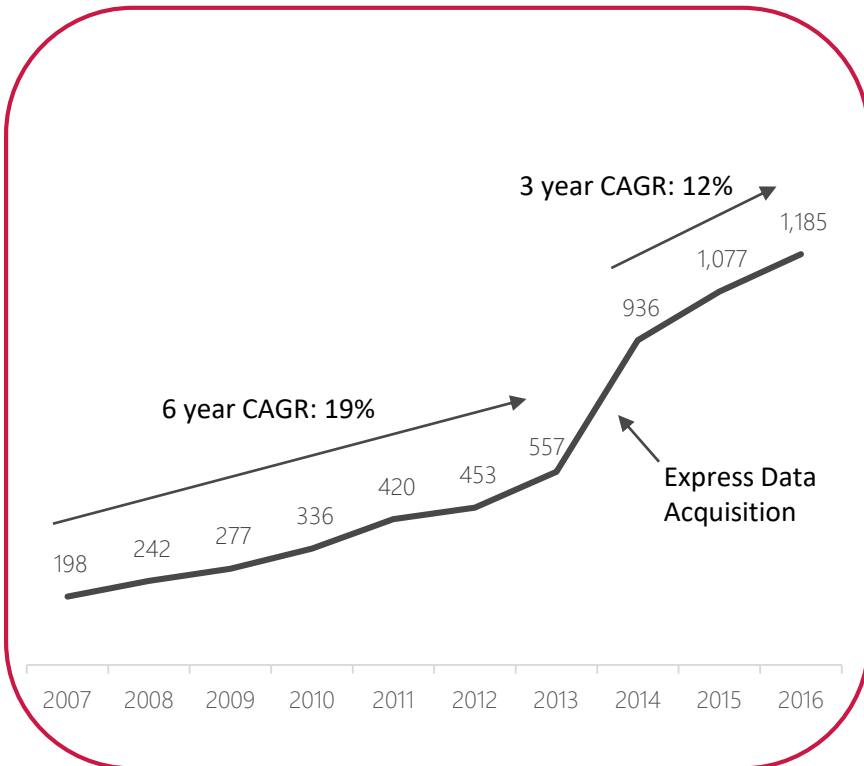
Customer Diversification



# Consistent Revenue Growth

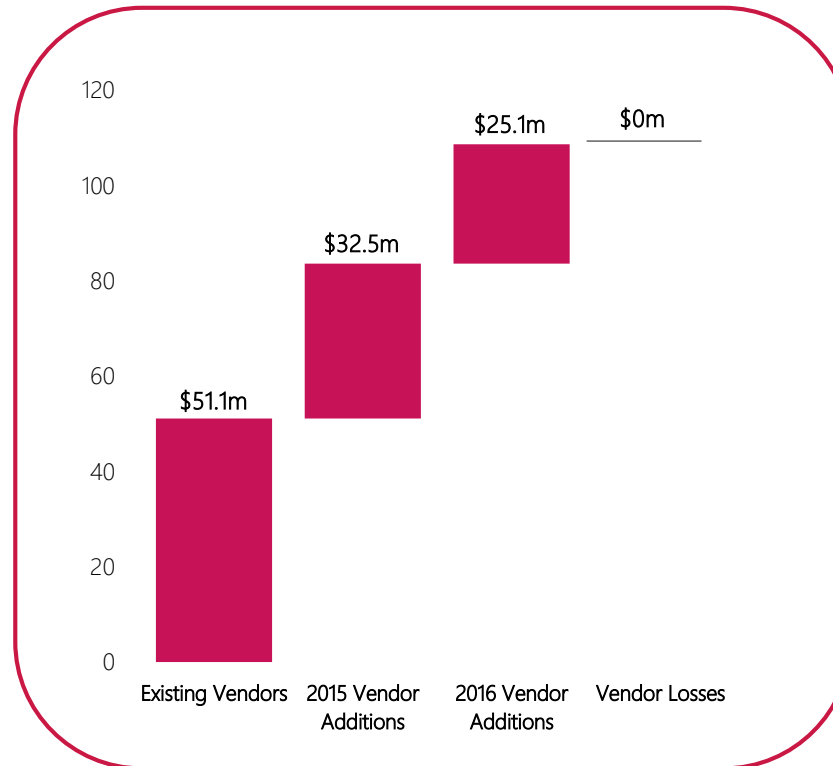
Growth through an expansion of market share with existing vendors and sourcing new vendors

Historical Revenue (\$m)



Note: Excludes other revenue

Sources of Revenue Growth FY16



- Dicker Data has consistently achieved a CAGR of over 10%
- Dicker Data's revenue growth comes from multiple sources including growing market share and breadth in its existing vendor portfolio and sourcing new vendors
- New technology is a major driver of growth with both existing vendors and new vendors



# Planning for the future...

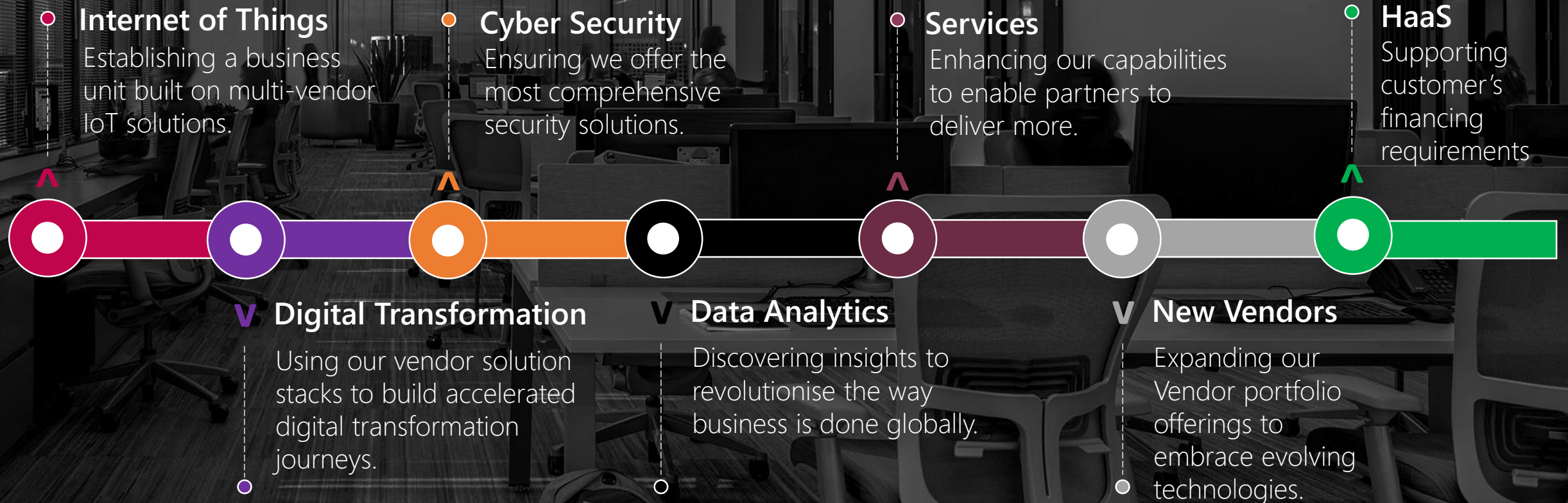
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- Dicker Data is developing a new state of the art distribution centre. Progress to date includes:
  - Land purchased for \$17m in FY 2016; and
  - Demolition and site remediation is progressing and expected to be completed in October 2017
- Construction of the new distribution centre is currently estimated to cost \$55m and is expected to be completed during CY18 ahead of Dicker Data occupying the premises in early 2019



# The Future

Dicker Data continues to engage new vendors that support growing sectors



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