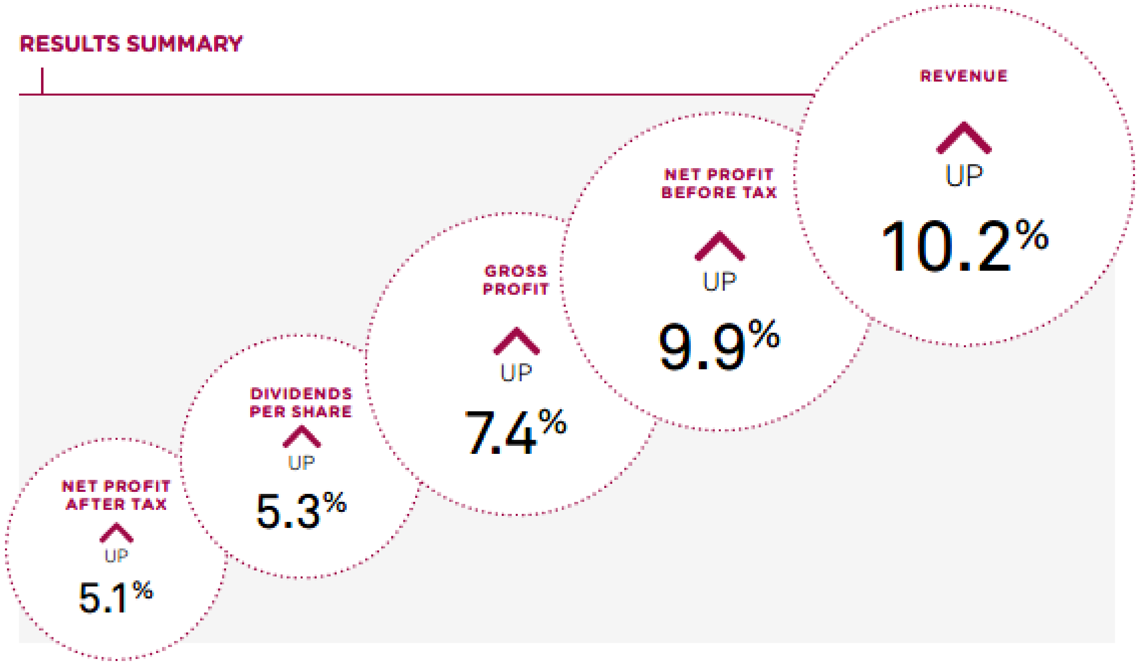
DICKER DATA

YEARS

Annual General Meeting 2018

Financial Results
FY17

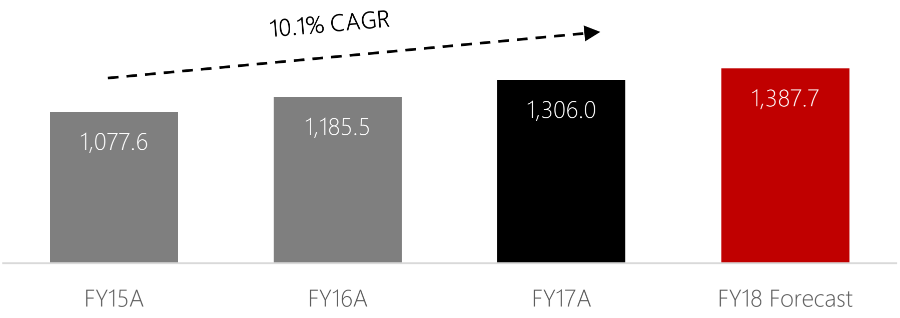
Financial Highlights



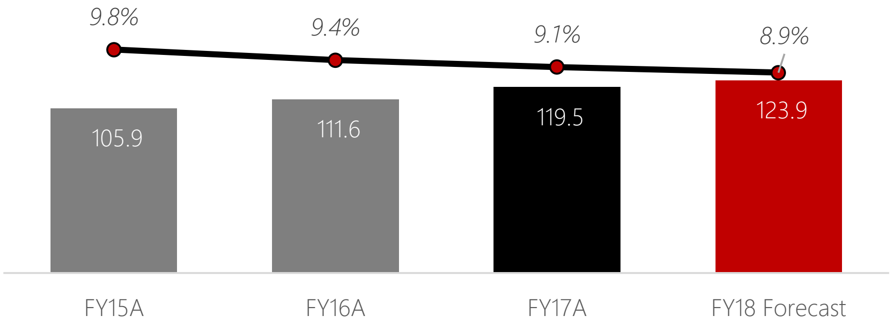
- Dicker Data has continued its recent pattern of growth in 2017, maintaining revenue growth across all business sectors and geographies.
- A total of 18 new vendors were added during the year accounting for an incremental $86m in revenue.
- Revenue increased by 10.2% just ahead of guidance.
- The company continued to reduce it's working capital and debt requirements, resulting in further improvements in the company's balance sheet leverage.
- The total dividend paid during the year was $26.3m or 16.4cps, an increase of 5.5% on FY16. This was an increase of 5.3% on a dividend per share basis.

Financial Trends – Full Year

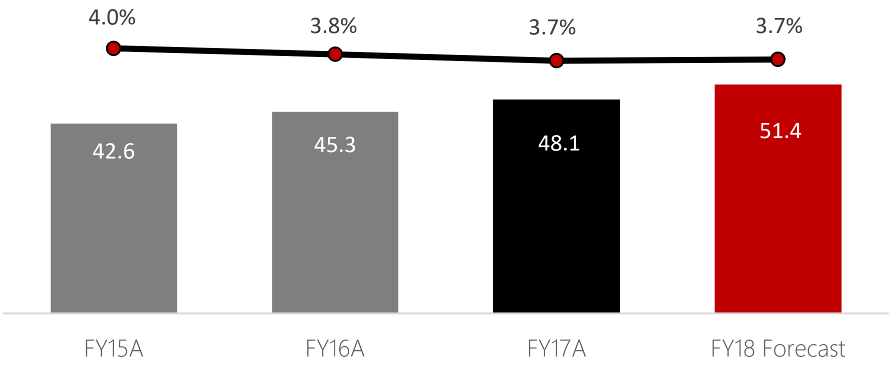
Revenue ($m)



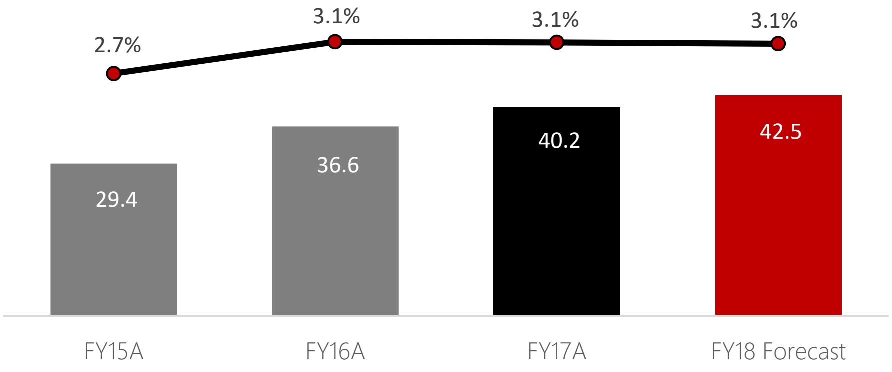
Gross Profit ($m) and Gross Profit Margin (%)



EBITDA ($m) and EBITDA Margin (%)



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



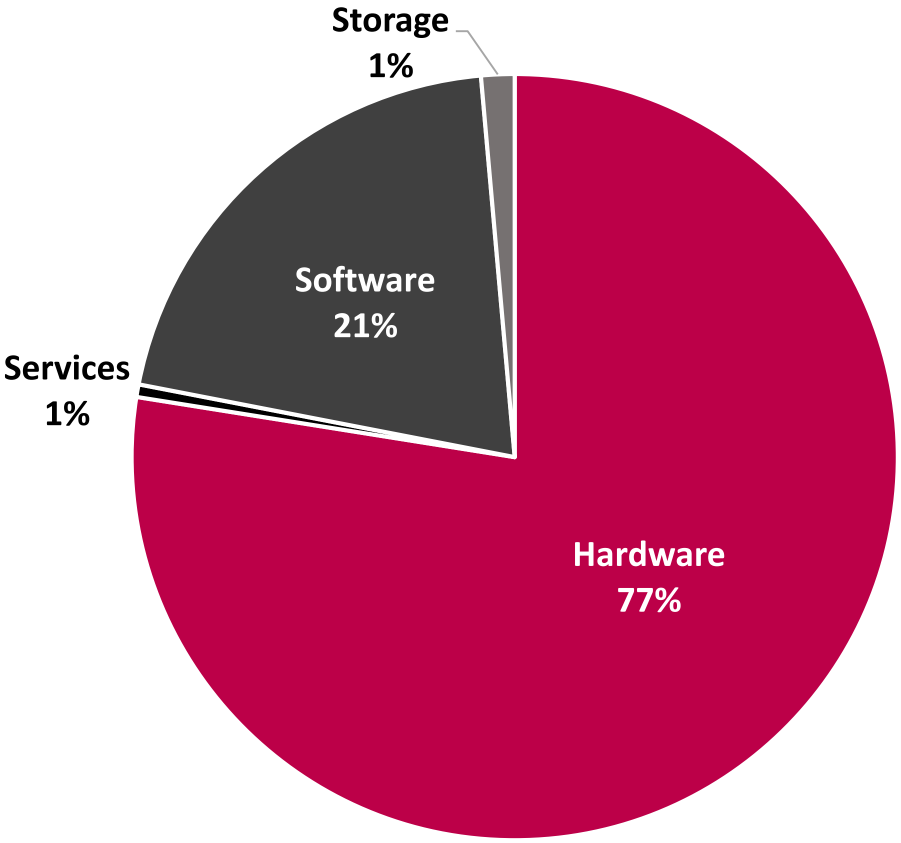
Full Year Results to Dec 2017

Key Financial Data (in $m)

12 months to:	Dec-17	Dec-16	Variance
Total Revenue	1,306.0	1,185.5	10.2%
Gross Profit	117.8	109.7	7.4%
Gross Margin	9.0%	9.3%	
EBITDA	48.1	45.4	5.8%
Profit before tax	40.2	36.6	9.9%
PBT margin	3.1%	3.1%	
Net profit after tax	26.9	25.6	5.1%

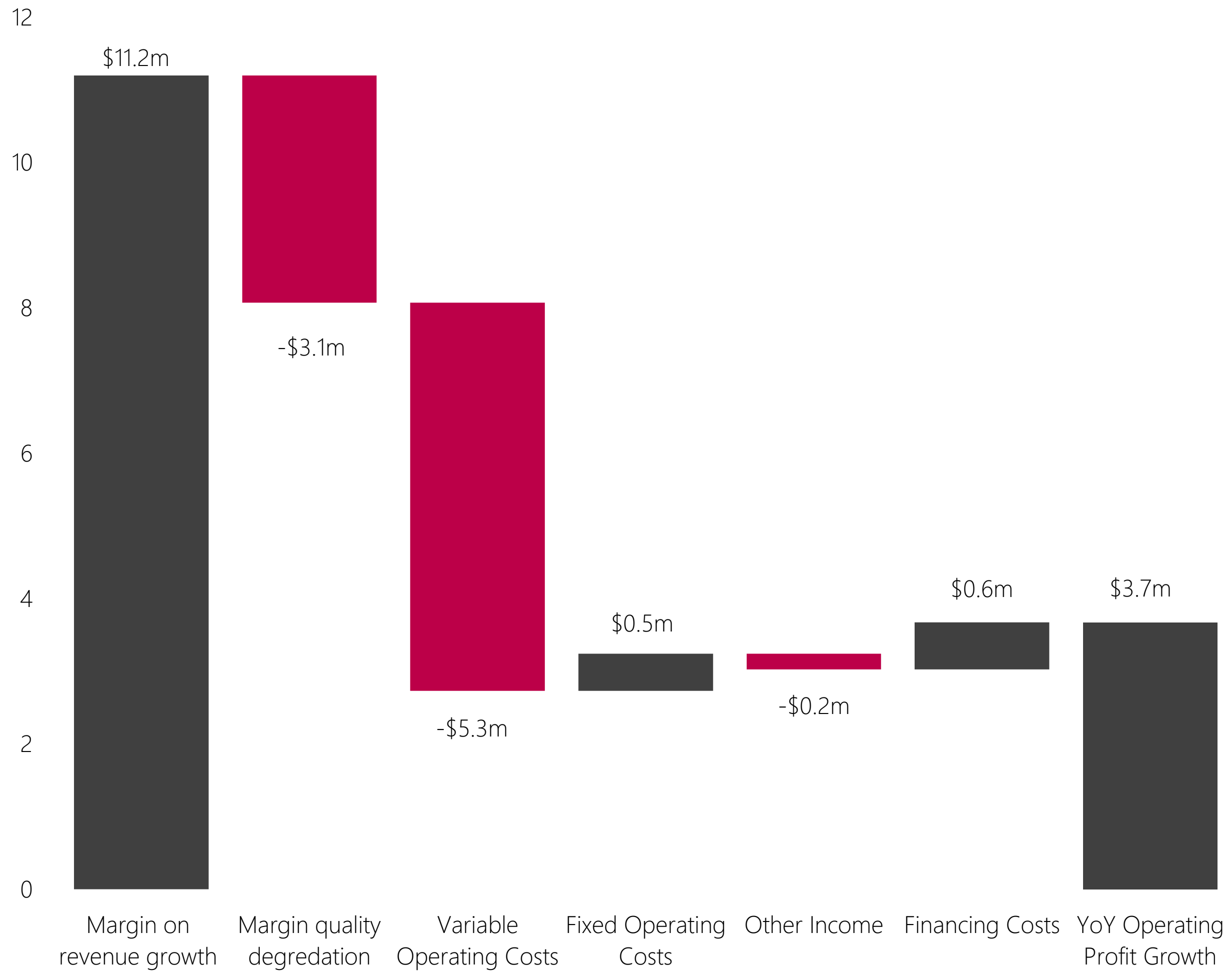
- Revenue finalised at $1.3 billion – slightly ahead of our guidance, an increase of 10.2%.
- Gross profit increased by 7.4% as product mix and market competition saw our profit margins abate slightly.
- Operating costs fell from 5.6% to 5.5% of revenues, with salary related expenses remaining steady at 4.5% of revenues.
- Profit before tax increased by 9.9% over the 2016 result.
- Net profit after tax increased by 5.1% which includes tax expense that was under objection with the ATO. This matter has now been resolved in our favour.

Revenue Summary



- Hardware continues to be our largest revenue category, growing steadily at 7%, and accounting for 77% of the revenue.
- Storage as a category continues to grow organically as we add new vendor partners.
- Our Software business has continued to grow and increased by 22%, now accounting for 21% of total revenue.
- Services revenue growth remains strong growing at 15%.

Sources of Profit Growth



Balance Sheet

Net Assets (in $m)	Dec-17	Dec-16	Dec-15	Dec-14
Cash and equivalents	9.4	17.5	15.8	16.4
Other current assets	295.6	269.7	280.3	215.6
Goodwill & Intangibles	29.1	30.5	31.9	34.0
Other assets	50.2	48.0	30.2	31.3
Total Assets	384.3	365.7	358.3	297.3
Borrowings	55.0	75.0	90.0	119.9
Other current liabilities	208.9	171.2	151.4	145.8
Borrowings	39.4	39.1	38.8	2.7
Other long-term liabilities	6.1	6.5	6.5	7.2
Total liabilities	309.4	291.7	286.7	275.6
TOTAL NET ASSETS	74.9	74.0	71.6	21.7
Shareholders' Equity				
Share Capital	56.9	56.0	55.0	6.9
Reserves	0.1	0.7	0.4	0.7
Retained earnings	17.9	17.2	16.2	14.1
TOTAL EQUITY	74.9	74.0	71.6	21.7
Ratios				
Debt to Equity	1.26	1.54	1.80	5.65
Net Tangible Assets ($m)	45.7	43.5	39.7	-12.3
Debt Service Cover ratio	8.6	7.2	5.6	3.3

- Investment in working capital has decreased further during 2017, falling 9.8 days YoY to $96.7m.
- Inventory holdings fell significantly (-17%) YoY to $88.6m, with increases in both receivables and payables.
- Current debt reduced from $75.0m to $55.0m.
- Debt to Equity leverage ratio improved from 1.54x to 1.26x.
- Net Tangible Assets improved from $43.5m to $45.7m during the year.
- Debt Service Cover Ratio has improved from 7.2x to 8.6x.

New Zealand Results

Key Financial Data (in $NZm)

12 months to:	Dec-17	Dec-16	Variance
Total Revenue	141.4	135.5	4.3%
Gross Profit	12.1	12.2	-0.9%
Gross Margin	8.5%	9.0%	
EBITDA	3.4	3.8	-9.4%
Profit before tax	3.4	3.6	-5.0%
PBT margin	2.4%	2.6%	
Net profit after tax	2.2	2.6	-13.1%

- Revenue finalised at $141m- an increase of 4.3%, which included Cisco revenue until end of October.
- With market competition and a lengthy distributor review process with Cisco, profit margins abated during the year, resulting in slightly lower gross profit year on year.
- With the loss of Cisco announced in August, there was an immediate restructure of costs resulting in costs savings.
- The focus for New Zealand in FY18 is to expand the vendor alliances, providing the foundation for this segment to produce same growth metrics as the Australian business.

Financial Results
Q1 FY18

Q1 FY18 Results -Group

Key Financial Data (in $m)

3 months to:	Mar-18	Mar-17	Variance
Total Revenue	319.6	279.4	14.4%
Gross Profit	29.2	25.0	16.8%
Gross Margin	9.1%	9.0%	
EBITDA	11.1	9.5	16.8%
Profit before tax	9.2	7.5	22.8%
PBT margin	2.9%	2.7%	
Net profit after tax	6.5	5.2	26.1%

- Revenue is tracking 14.4% ahead of last year and in line with our guidance as we begin to realise the full value of new vendors introduced in 2017.
- Gross profit increased by 16.8% as we experienced a slight improvement in margin quality due to product mix.
- Operating costs have remained steady as a proportion of revenue with the company continuing to invest in headcount to facilitate growth.
- Profit before tax increased by 22.8% over the 2017 Q1 result.
- Net profit after tax increased by 26.1%

Q1 FY18 Results - New Zealand

Key Financial Data (in $NZm)

3 months to:	Mar-18	Mar-17	Variance
Total Revenue	19.7	30.1	-34.5%
Gross Profit	2.0	2.8	-27.3%
Gross Margin	10.3%	9.3%	
EBITDA	0.3	1.0	-74.4%
Profit before tax	0.3	1.0	-74.2%
PBT margin	1.3%	3.2%	
Net profit after tax	0.3	0.6	-56.6%

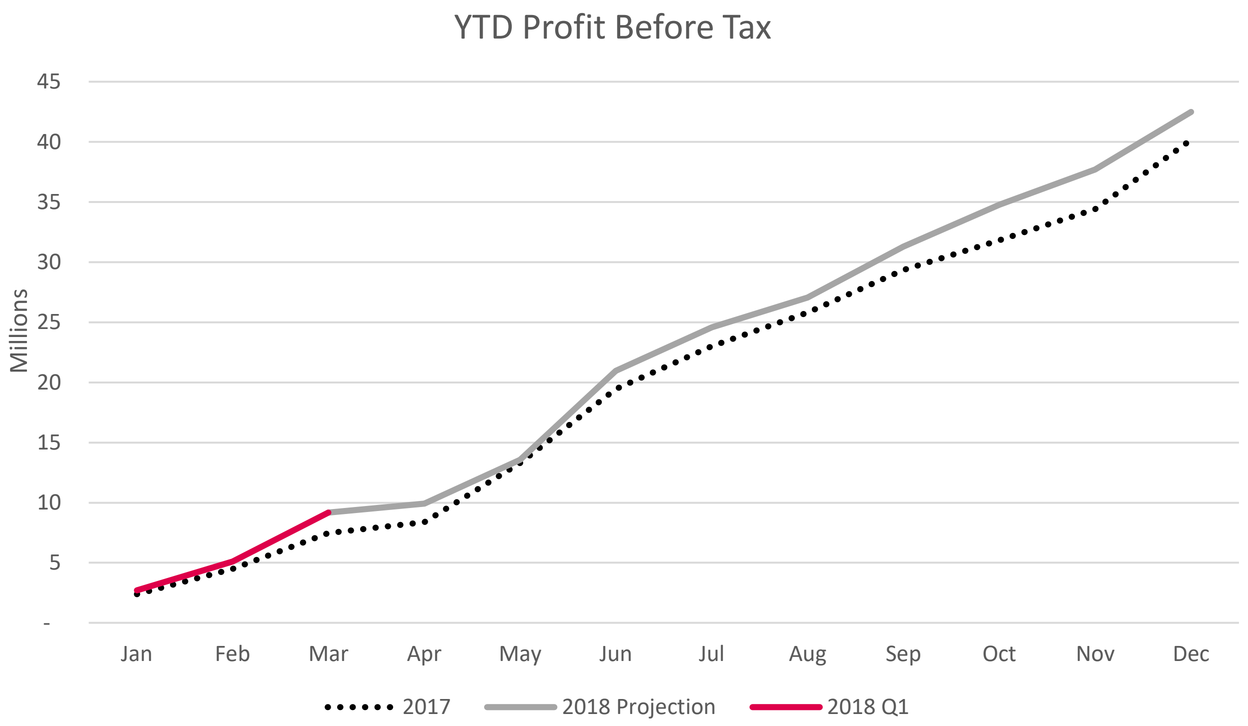
- Revenue for Q1 finished down $10.4m YoY, down 34.5%. Taking out the impact of the Cisco business ($12.3m), the rest of the business grew $1.9m (+10.7%).
- Profit margins have improved by 1.0% to be 10.3%.
- Operating costs remain aligned with our forecasts.
- The focus for New Zealand in FY18 is to expand the vendor alliances, providing the foundation for this segment to produce same growth metrics as the Australian business.

Q1 FY18 Balance Sheet

Net Assets (in $m)	Mar-18	Dec-17
Cash and equivalents	5.9	9.4
Other current assets	262.1	295.6
Goodwill & Intangibles	28.8	29.1
Other assets	50.5	50.2
Total Assets	347.2	384.3
Borrowings	82.0	55.0
Other current liabilities	145.5	208.9
Borrowings	39.4	39.4
Other long-term liabilities	6.1	6.1
Total liabilities	273.1	309.4
TOTAL NET ASSETS	74.2	74.9
Shareholders' Equity		
Share Capital	57.1	56.9
Reserves	0.4	0.1
Retained earnings	16.7	17.9
TOTAL EQUITY	74.2	74.9
Ratios		
Debt to Equity	1.64	1.26
Net Tangible Assets ($m)	45.39	45.75

- Investment in working capital has increased by $28.3m during Q1 2018, mainly driven by a seasonal change in trade payables and receivable cycles at each period end.
- Trade Payables fell $61.7m whilst Trade receivables declined by $19.2m.
- Inventory holdings continue to be rationalised, falling a further $14.2m (-16%) to $74.4m.
- Current debt has increased from $55.0m to $82.0m, as a result of working capital cycles.
- This is reflected in the Debt to Equity leverage ratio increasing from 1.26x to 1.64x.

Q1 FY18 Results



- In the 3 months to March Pretax Profit is tracking to forecast and ahead of the corresponding quarter last year.
- Full year PBT forecast remains at $42.5m.

2018 Guidance and Outlook

- Projected revenue for FY18 is $1.39 billion and forecasted net profit before tax is $42.5 million
- Whilst the consolidated revenue and profit growth is expected to be at 6%, the projected growth for the Australian business is maintained at over 10%.
- The growth in the Australian business is expected to be achieved through organic growth and full year contribution from new vendors.
- With the loss of Cisco business in NZ late last year, the focus for New Zealand in FY18 is to expand the vendor alliances, and be able to achieve the same growth metrics as the Australian business going forward. There was a positive start to this objective with the recent signing of Hewlett Packard Enterprise for Networking.
- Our current bank debt facility was recently renegotiated for a further 3 years with an increase in the limit to $130m.

Dividends

Record Date	Payment Date	Dividend (CPS)	Type	Amount Franked
26-May-17	9-Jun-17	0.0400	Interim	100%
21-Aug-17	1-Sep-17	0.0400	Interim	100%
20-Nov-17	1-Dec-17	0.0400	Interim	100%
19-Feb-18	1-Mar-18	0.0480	Final	100%
	Total	0.1680		

- Total dividends declared for FY17 were 16.8cps with a final dividend for FY17 paid 2 March 2018 at 4.8cps.
- In FY18 the company intends to continue to streamline it's dividend payment policy by paying the interim dividends in equal quarterly instalments of 4.4 cps per quarter, subject to the company tracking to forecast.
- The first interim dividend for FY18 was declared on 14 May 2018, and is payable on 1 June 2018.
- Including the final FY17 dividend paid in March 2018, the total proposed dividend to be paid in FY18 is 18.0cps
- The DRP will be retained for FY18.
- The Company announced a bonus share plan for all staff to be issued shares up to a value of $1,000. The shares were issued on 28th March 2018

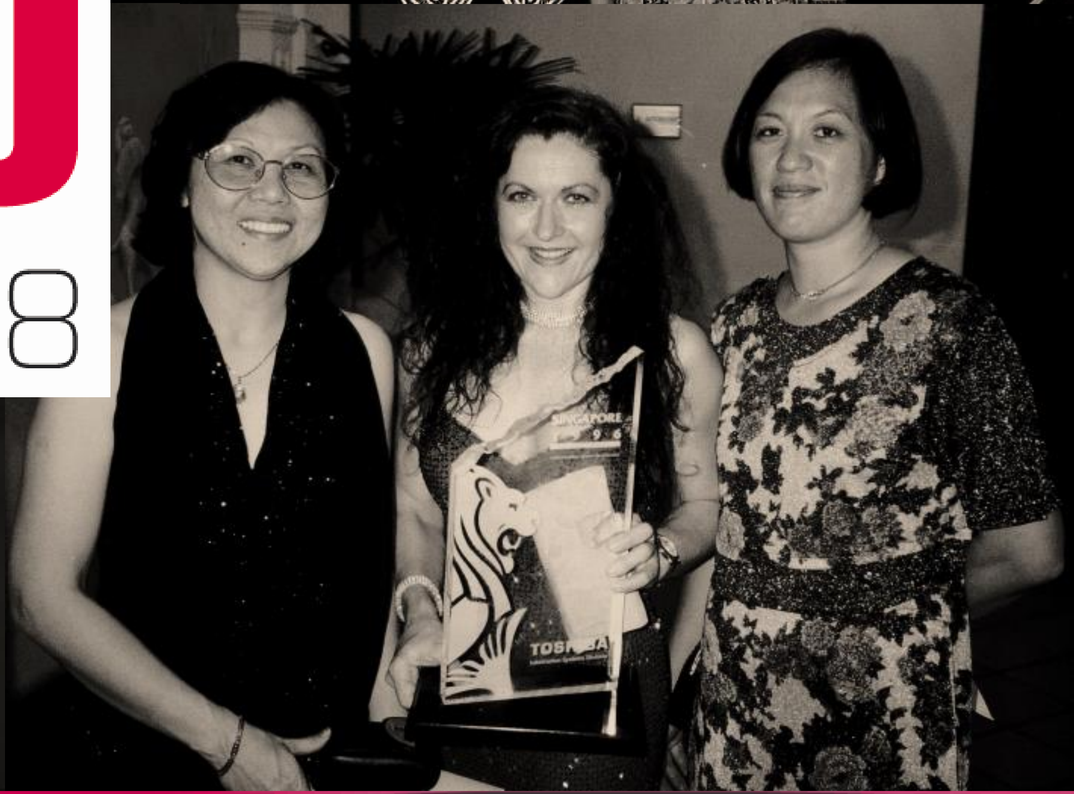
Company Update



40

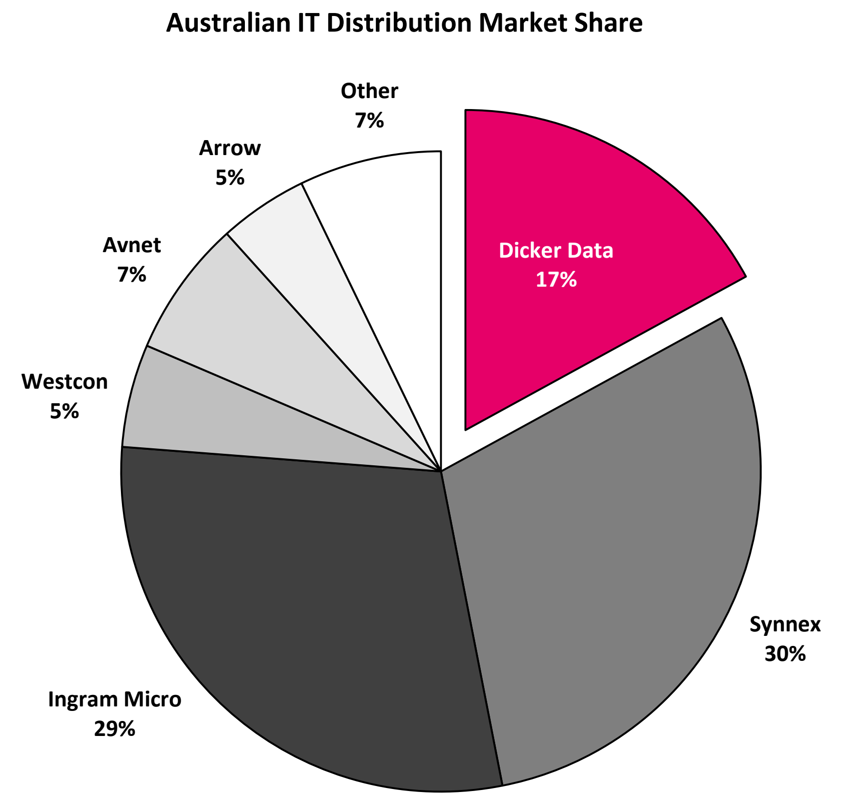
1978–2018



IT market and strategy

- Dicker Data is a leading Value Added Distributor, working in close partnership with our vendors to deliver their technologies into the corporate and SMB market channels.
- Focusing on reseller partners servicing the mid-market and SMB communities Dicker Data does not fulfil the retail channel, positioning ourselves instead as a value added distributor with specific focus on pre-sales capabilities, value added services and emerging hybrid end to end technology solutions.
- In recent years, the Company has targeted distribution agreements in software, high-end enterprise products and those that address the cloud computing environment.
- The industry is going through major transformation and evolving faster than ever, and we need to keep evolving to differentiate and offer unique value proposition to both vendors and reseller partners.



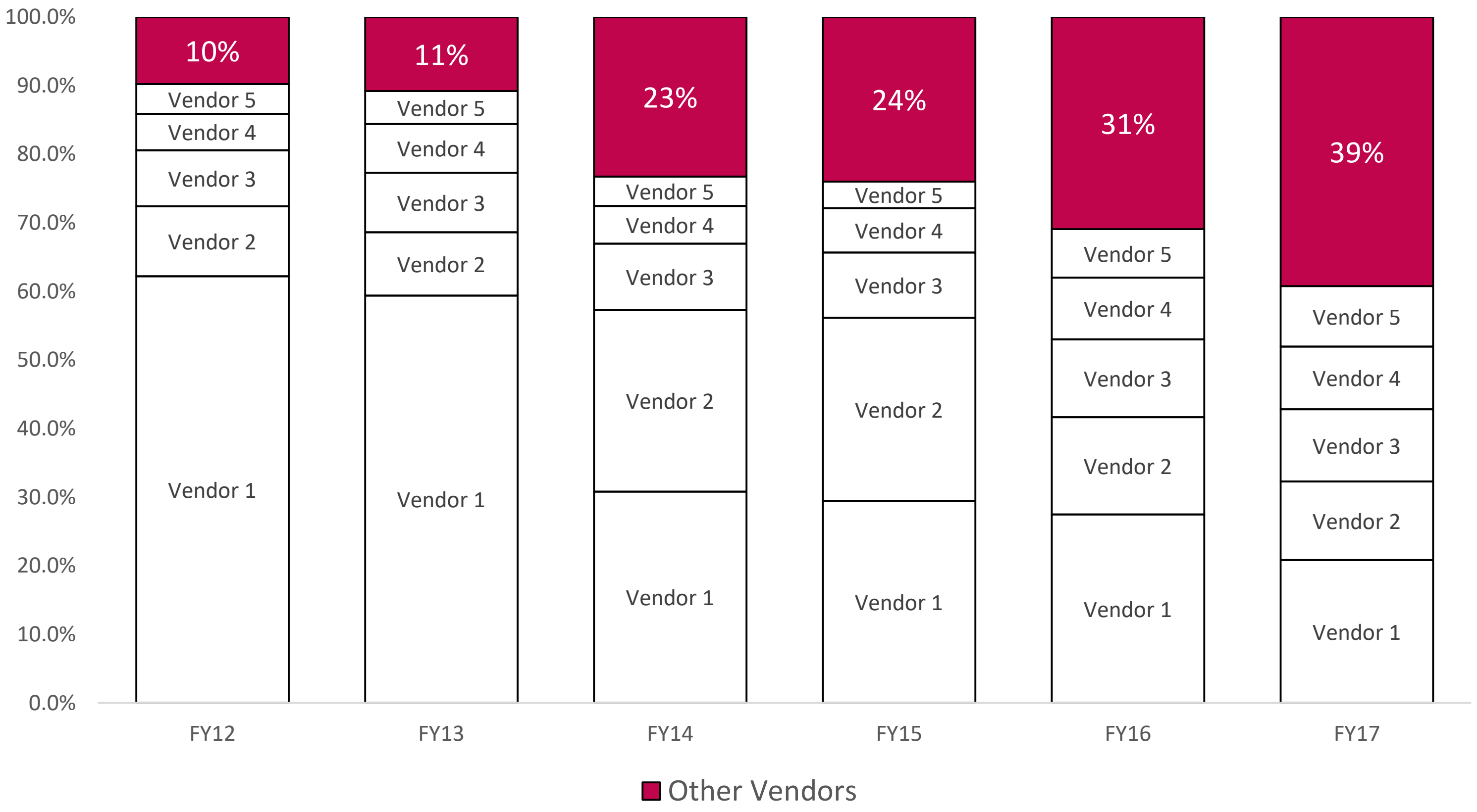
Vendor Relationships

AGM 2018

ANKER	APC by Schneider Electric	aruba	ASUS	AudioCodes	AUTODESK	belkin	BenQ	BitTitan	Buddy	ca technologies
CCP	Cisco Distribution Partner	CITRIX	CLIPSAL by Schneider Electric	COMMVAULT	CORNING	DICKER DATA SERVICES	DELL EMC PARTNER AUTHORIZED DISTRIBUTOR	ekahau	erwin	FELIX
FUJIFILM	FUJITSU	Getmilk	GIGABYTE	HITACHI Inspire the Next	hp	Hewlett Packard Enterprise	IGEL	imation	insentra	intel Authorized Distributor
Interactive	JUNIPER NETWORKS	Kensington	Kingston	LACIE	LASER	Lenovo	LG	LINKSYS	logitech	Microsoft
nimble storage	NUANCE	PAESSLER PRTG NETWORK MONITOR	plantronics. Authorized Distributor	plusoptic	PURESTORAGE	QNAP	Quest	RSA	SAMSUNG	SanDisk
SAP Distributor	StorageCraft	SEAGATE	ShoreTel Brilliantly simple	skykick	SONY	STM	Symantec	Targus	TeamViewer	
TOSHIBA Leading Innovation	tp-link	TREND MICRO	Trustwave	VENOM	VERITAS	WatchGuard	WD	XPLORE TECHNOLOGIES		

Diverse Long-Term Vendor Relationships

Major Vendors over time (% of sales)



- Dicker Data has continued to introduce new vendors and reduce it's reliance on any single vendor
- 18 new vendors, in key strategic segments were added in FY18
- Top 5 vendors overall contribution has reduced from 90% in FY12 to 61% in FY17
- A key objective for FY18 is to continue to diversify vendor concentration.

2018 Opportunities

IoT
Our Australian-first IoT Community now has 150+ members.

Security
Continuing to capitalise on the security opportunity e.g. NDBS.

Physical Security
Moving into the surveillance camera market which aligns to electrical market play.

Electrical Trade
Continuing to build new channels – e.g. electricians becoming partners.

Data Management
Helping our partners analyse and get the most out of the data their customers generate.

Datacentre
Continuing our push to distribute top to bottom of rack solutions.

Networking
Driving continued growth in the wireless and enterprise networking markets.

Client Computing
Driving continued growth in our devices business across all market segments.

Automated Cloud
Delivering pre-packaged cloud based solutions to enable ease of deployment.

Services
Continued focus in driving our Services business into as many opportunities as we can.

Vendor Additions 2017

AGM 2018

Trend Micro

- Access to the complete range of Trend Micro security products in the Australian market

Dell EMC

- Access to include the complete range of Dell EMC storage products in the Australian market

NZ – Kensington, Qnap, StorageCraft, Seagate

- Extension of our existing strong relationships with these brands with access into the New Zealand market

Seagate

- Access to all Seagate high capacity drives and best-in-class storage solutions.

Pure Storage

- Access to Pure Storage's All-Flash Arrays and Convergence Infrastructure in the Australian market

HPE (NZ)

- Access to the Aruba Datacentre Networking and Nimble Storage portfolios in the New Zealand market

BenQ

- Access to BenQ's LCD Monitor product range.

Symantec - Network Security Portfolio

- Access to the complete range of Network Security Products in the Australian market

Juniper

- Access to the entire Juniper product portfolio in the Australian including networking, security, applications and software-defined

Vendor Additions 2018

Citrix

CITRIX

- Appointment as sole distributor for the Citrix reseller business.
- Access to Citrix CSP products

Commvault

COMMVAULT

- Access to Commvault's converged data management solutions

- To strengthen our enterprise and midmarket capabilities we are continually exploring opportunities to complement our existing offerings.
- It is our ongoing process to evaluate all channel vendor product sets and technology solutions to ensure we are providing our reseller partners with the diversified and best-in-class products and services to enable them to provide value to their customers.

Industry Recognition

ARN Hardware Distributor of the Year	ARN Homegrown Distributor of the Year	ARN NZ -Software Distributor of the Year	Aruba Top Distributor FY17 South Pacific	Citrix ANZ Distributor of the Year
Citrix APJ Operational Excellence & Partnership	Citrix APJ Distributor of the Year	Dell EMC Special Contribution	Intel Distributor of the Year	Lenovo PCG Distributor of the Year
Lenovo DCG Distributor of the Year	RSA APJ Distributor of the Year	Storagecraft ANZ Distributor of the Year	Veritas Pacific Distributor of the Year	Watchguard Distributor of the Year

New Building Update

- The development application for our new distribution centre was lodged 28 February 2018 and expected to be approved within 6 months. We therefore do not anticipate any material capital expenditure until much later in the year.
- With continued focus and improvement in our working capital investment and increased limit in our debt facility we are well placed to fund the shorter term capital expenditure requirements for this year.

Thank You!


THE BIG TOP
ARN ICT INDUSTRY AWARDS 2017
THE BIG TOP
ARN ICT INDUSTRY AWARDS 2017

Further Information

Contact Information

- David Dicker – david.dicker@dickerdata.com.au
- Mary Stojcevski – mary.stojcevski@dickerdata.com.au
- Vladimir Mitnovetski – vlad.mitnovetski@dickerdata.com.au

Disclaimer

This presentation has been prepared by Dicker Data Ltd (ACN 000 969 362). All information and statistics in this presentation are current as at 21 May 2018 unless otherwise specified. It contains selected summary information and does not purport to be all-inclusive or to contain all of the information that may be relevant, or which a prospective investor may require in evaluations for a possible investment in Dicker Data Ltd. It should be read in conjunction with Dicker Data's other periodic and continuous disclosure announcements which are available at www.dickerdata.com.au. The recipient acknowledges that circumstances may change and that this presentation may become outdated as a result. This presentation and the information in it are subject to change without notice and Dicker Data is not obliged to update this presentation. This presentation is provided for general information purposes only. It is not a product disclosure statement, pathfinder document or any other disclosure document for the purposes of the Corporations Act and has not been, and is not required to be, lodged with the Australian Securities & Investments Commission. It should not be relied upon by the recipient in considering the merits of Dicker Data Ltd or the acquisition of securities in Dicker Data Ltd . Nothing in this presentation constitutes investment, legal, tax, accounting or other advice and it is not to be relied upon in substitution for the recipient's own exercise of independent judgment with regard to the operations, financial condition and prospects of Dicker Data . The information contained in this presentation does not constitute financial product advice. Before making an investment decision, the recipient should consider its own financial situation, objectives and needs, and conduct its own independent investigation and assessment of the contents of this presentation, including obtaining investment, legal, tax, accounting and such other advice as it considers necessary or appropriate. This presentation has been prepared without taking account of any person's individual investment objectives, financial situation or particular needs. It is not an invitation or offer to buy or sell, or a solicitation to invest in or refrain from investing in, securities in Dicker Data Ltd or any other investment product. The information in this presentation has been obtained from and based on sources believed by Dicker Data to be reliable. To the maximum extent permitted by law, Dicker Data Ltd makes no representation or warranty, express or implied, as to the accuracy, completeness, timeliness or reliability of the contents of this presentation. To the maximum extent permitted by law, Dicker Data does not accept any liability (including, without limitation, any liability arising from fault or negligence) for any loss whatsoever arising from the use of this presentation or its contents or otherwise arising in connection with it. This presentation may contain forward-looking statements, guidance, forecasts, estimates , prospects, projections or statements in relation to future matters ('Forward Statements'). Forward Statements can generally be identified by the use of forward looking words such as "anticipate", "estimates", "will", "should", "could", "may", "expects", "plans", "forecast", "target" or similar expressions. Forward Statements including indications, guidance or outlook on future revenues, distributions or financial position and performance or return or growth in underlying investments are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. No independent third party has reviewed the reasonableness of any such statements or assumptions. No member of Dicker Data Ltd warrants that such Forward Statements will be achieved or will prove to be correct or gives any warranty, express or implied, as to the accuracy, completeness, likelihood of achievement or reasonableness of any Forward Statement contained in this presentation. Except as required by law or regulation, Dicker Data assumes no obligation to release updates or revisions to Forward Statements to reflect any changes. All dollar values are in Australian dollars ($ or A$) unless stated otherwise. The recipient should note that this presentation contains pro forma financial information, including a pro forma balance sheet.