

The background features a dark grey grid pattern. On the left side, there are several semi-transparent 3D data visualization elements: a donut chart at the top left, a bar chart with four bars of increasing height in the center, and a hand holding a pen at the bottom left. Dotted lines with upward-pointing arrows are positioned above the bar chart, indicating growth. A red horizontal line with a dot at its end is located to the right of the main title.

FINANCIAL **RESULTS** **FY19**

DICKER
DATA

RESULTS HIGHLIGHTS

17.9%
REVENUE INCREASE*

37.5%
NPBT INCREASE*

67.3%
NPAT INCREASE

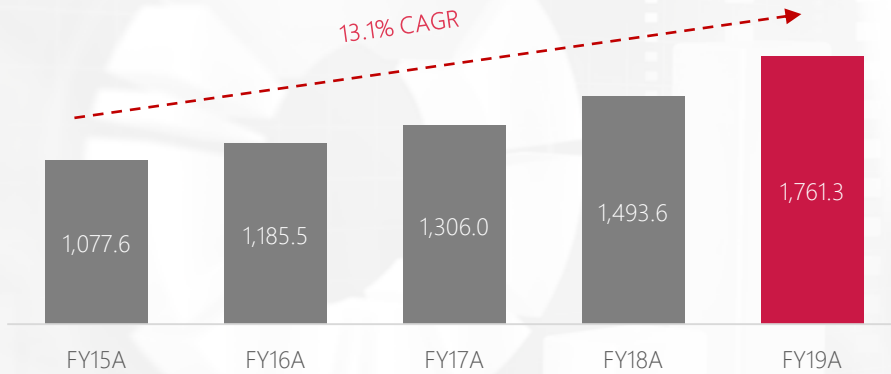
- Strong revenue growth of 17.9%, with total revenue from ordinary activities at \$1,761.3m.
- Recurring software revenue increased 47.9% from \$247.9m to \$366.5m
- At a country level, **Australia** grew revenues at 16.8% and **New Zealand** grew revenues at 38.4%.**
- The 15 new vendors added during the FY18 and FY19 accounted for incremental revenue of \$29.9m in FY19.
- Existing vendors (FY17 and prior) grew at 16.9% on pcp, as existing vendor relationships were leveraged to gain access to new product lines or increased share.
- Net profit after tax increased by 67.3% on pcp.

*Excludes revenues/profit on sale of property and cost for Employee Share Scheme

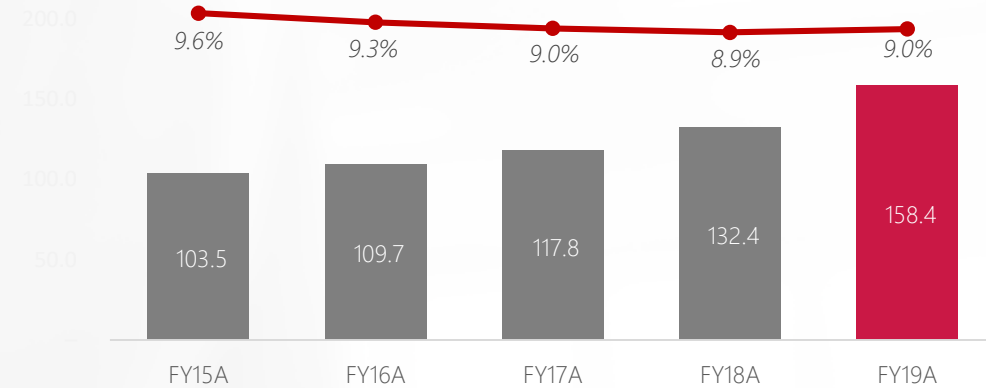
** In AUD equivalent.

FINANCIAL TRENDS **FULL YEAR**

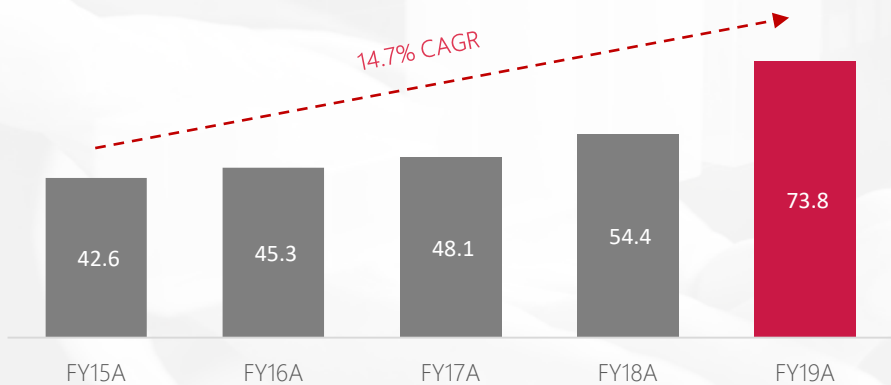
Revenue (from ordinary activities)* (\$m)



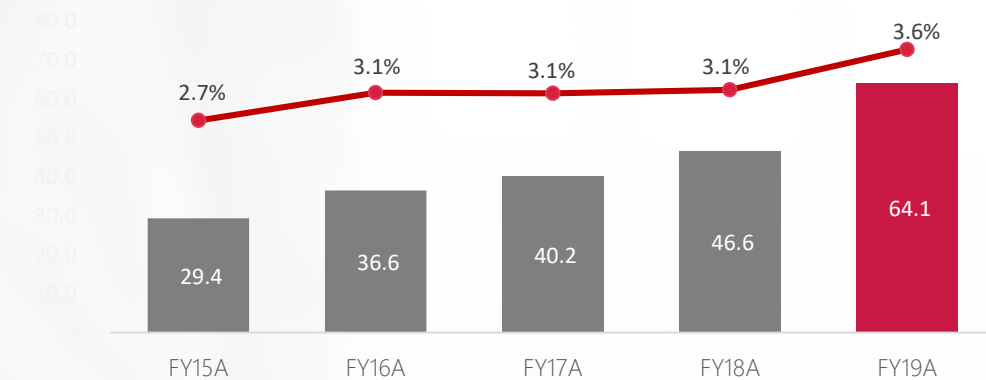
Gross Profit (\$m) and Gross Profit Margin (%)



EBITDA* (\$m)



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



*Excludes profit on sale of property

**Excludes profit on sale of property and cost of the employee share scheme

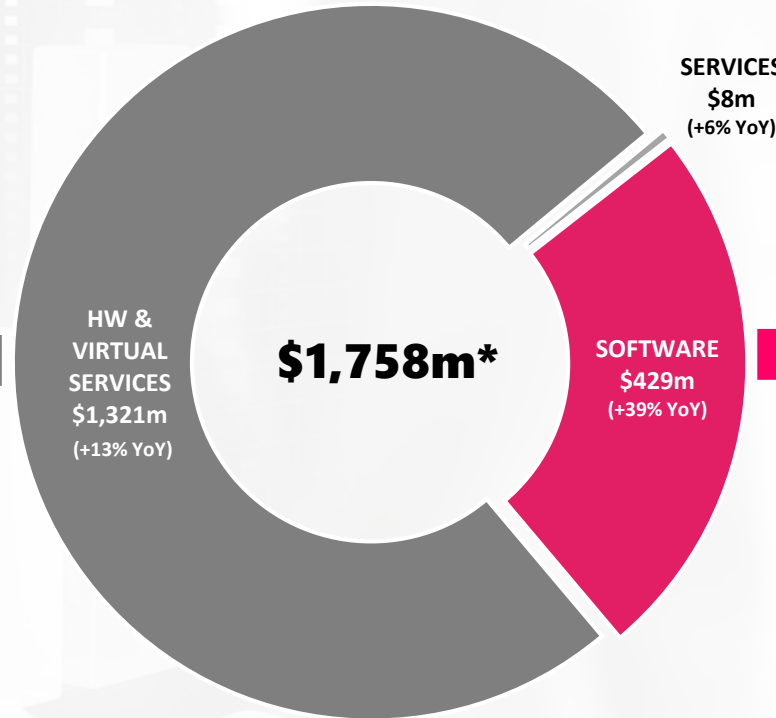
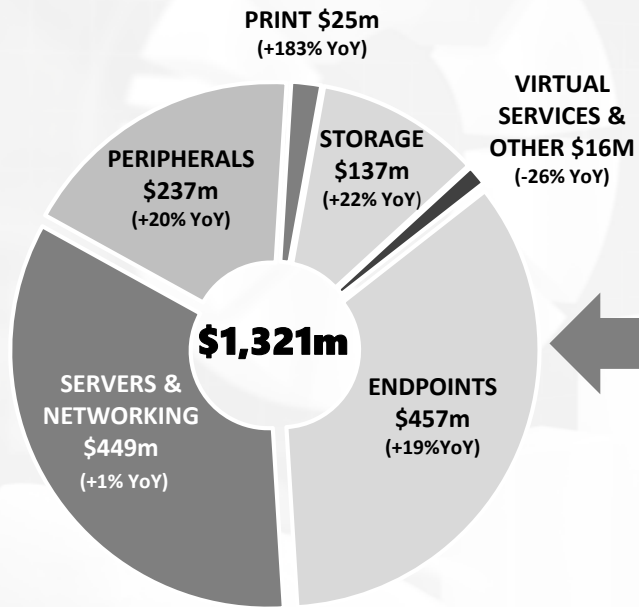
FY19 RESULTS **GROUP**

12 months to (in \$m):	Dec-19	Dec-18	Variance
Total Revenue	1,773.5	1,493.6	18.7%
Revenue from Ordinary Activities	1,761.3	1,493.6	17.9%
Gross Profit	158.4	132.4	19.7%
Gross Margin	9.0%	8.9%	
EBITDA	73.8	54.4	35.7%
Net Operating Profit before tax	64.1	46.6	37.5%
PBT margin	3.6%	3.1%	
Net Profit before tax	75.9	46.2	64.2%
Net profit after tax	54.3	32.5	67.3%

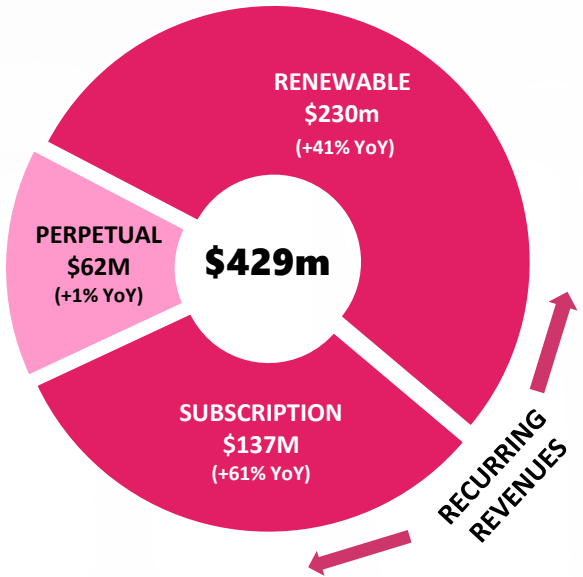
- Total Revenue includes \$12.2m profit on the sale of property.
- Revenue growth of 17.9% with revenue from ordinary activities finishing at \$1.76b for the year.
- Gross profit increased by 19.7% with margins maintained at longer term average levels.
- Operating costs have increased only marginally over the pcp, and have fallen to 4.9% of revenue. The company continues to invest in headcount to facilitate growth.
- Operating profit before tax increased by 37.5%
- Net profit after tax increased by 67.3%

REVENUE CATEGORY SPLITS AND GROWTH

Hardware by Product Category



Software by Billing Method

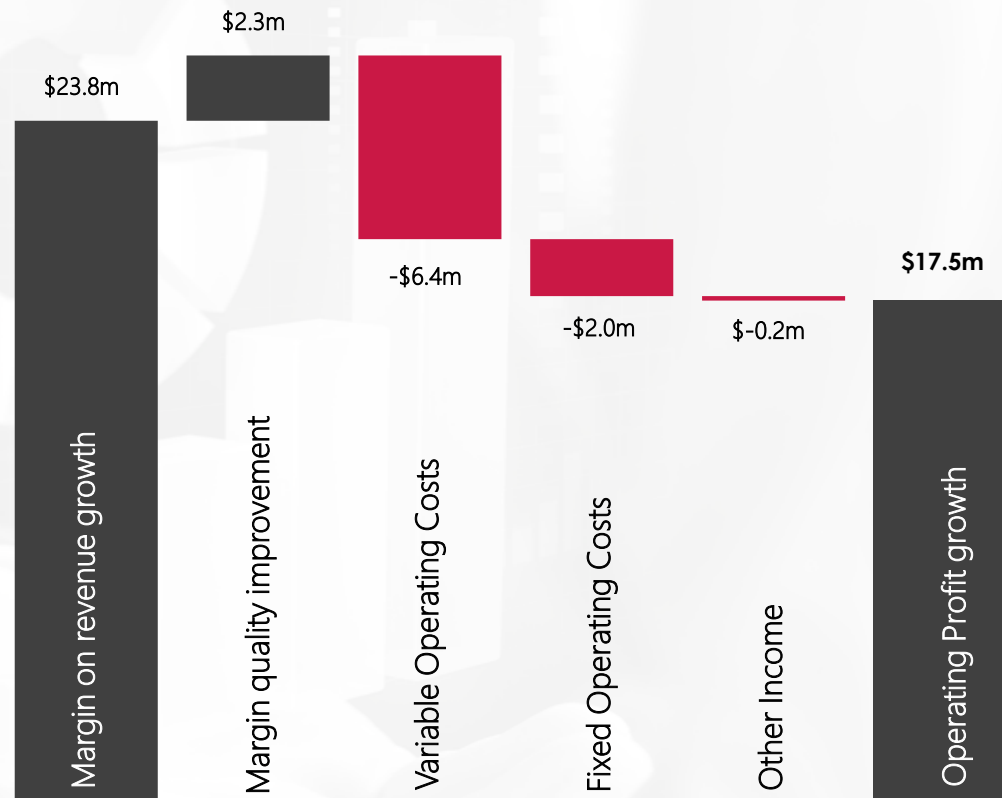


- Software growth being driven by ever increasing subscription and recurring product lines, recurring revenue increasing 47.9% from \$248m to \$367m

*Revenue from the sale of goods and services.

FY19 RESULTS GROUP

Sources of Profit Growth 2019



- Exceptional operational scale efficiency during 2019.
- Both revenue and margin quality improved.
- Operating cost growth was restrained and improved to 4.9% of revenue.
- Resulting in 67% of gross profit growth flowing through to operating profit.

FY19 RESULTS **NEW ZEALAND**

12 months to (in \$NZm): **Dec-19** **Dec-18** **Variance**

Total revenue	122.4	90.3	35.5%
Gross profit	10.8	8.7	24.0%
Gross margin	8.8%	9.7%	
EBITDA	1.9	0.8	150.8%
Profit before tax	1.2	0.7	79.6%
PBT margin	1.0%	0.7%	
Net profit after tax	0.8	0.5	55.2%

- Revenue growth of 35.5% driven by the introduction of new vendors and increases in market share.
- Gross profit increased by 24.0% with margins abating due to competition and product mix.
- EBITDA increased due to change in accounting policy in respect of AASB 16 and capitalisation of leases. Depreciation is now recognised on the Right to Use capitalised lease asset, instead of being reflected as an operating lease expense.
- Profit before tax finished up by 79.6%

FY19 BALANCE SHEET

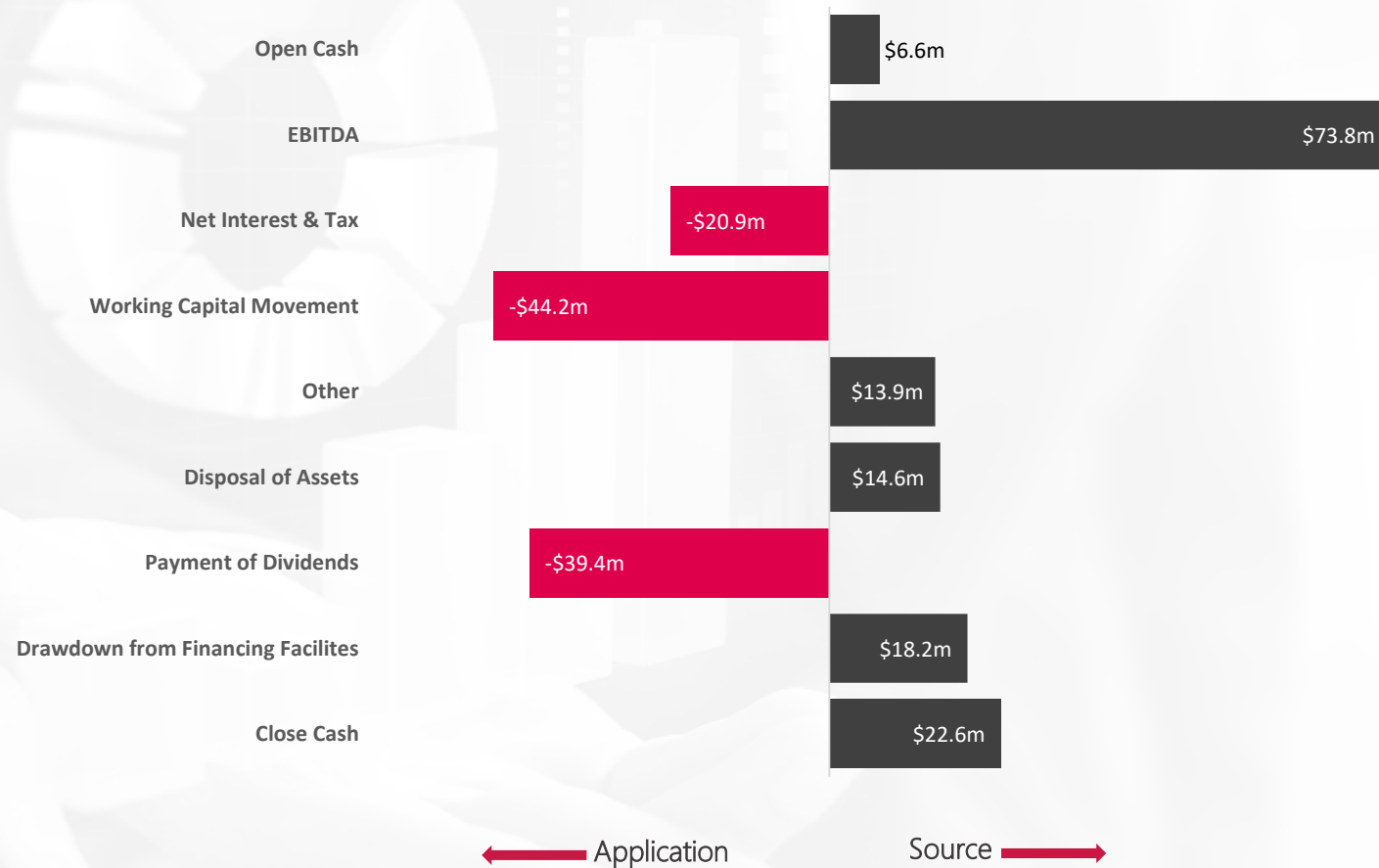
Net Assets (in \$m)	Dec-19	Dec-18
Cash and equivalents	22.6	6.6
Accounts receivable	295.9	238.7
Inventory	120.4	105.5
Other current assets	0.0	0.0
Total current assets	438.9	350.8
PP&E, net	32.0	46.8
Goodwill & Intangibles	26.3	27.7
Other assets	10.3	3.7
Total assets	507.5	429.0
Accounts payable	250.9	223.0
Borrowings	129.9	70.0
Other current liabilities	22.0	10.1
Total current liabilities	402.9	303.1
Borrowings	0.0	39.6
Other long-term liabilities	9.6	6.3
Total liabilities	412.5	349.0
TOTAL NET ASSETS	95.1	80.0
Shareholders' Equity		
Share Capital	62.5	58.0
Reserves	0.6	0.5
Retained earnings	31.9	21.5
TOTAL EQUITY	95.1	80.0

Ratios	Dec-19	Dec-18
Net Working Capital (\$m)	165.4	121.2
Net Working Capital Days	31.3	27.6
Debt to Equity	1.37x	1.37x
Debt Service Cover Ratio	12.59x	9.41x
Net Tangible Assets (\$m)	68.8	52.3

- The company continues to **increase working capital investment** in strategic product lines.
- Despite this, **net debt** has only **increased by \$4.3m YoY**, with **leverage** being maintained and our ability to **service debt** improving.
- **Corporate bond** matures in **March 2020** and is now reflected as part of the current liabilities.

FY19 CASH FLOW

Source and Application of Cash



FY19 **DIVIDENDS**

Record Date	Payment Date	Dividend (CPS)	Type	Amount Franked
20-May-19	3-Jun-19	0.0500	Interim	100%
19-Aug-19	2-Sep-19	0.0500	Interim	100%
24-Sep-19	4-Oct-19	0.0500	Special	100%
21-Nov-19	2-Dec-19	0.0500	Interim	100%
14-Feb-20	2-Mar-20	0.1300	Final	100%
	Total	0.3300		

- Strong dividend growth of 63.4% with total dividends paid 33.0cps for FY19 (FY18 20.2cps).
- Dividends included a special dividend of 5.0cps paid on 4 Oct 2019, and a **final dividend for FY19** to be paid on 2 March 2020 at **13.0cps**.
- In FY20 the company intends to continue paying **interim dividends** in quarterly installments
- The **DRP** will be **retained** for FY20



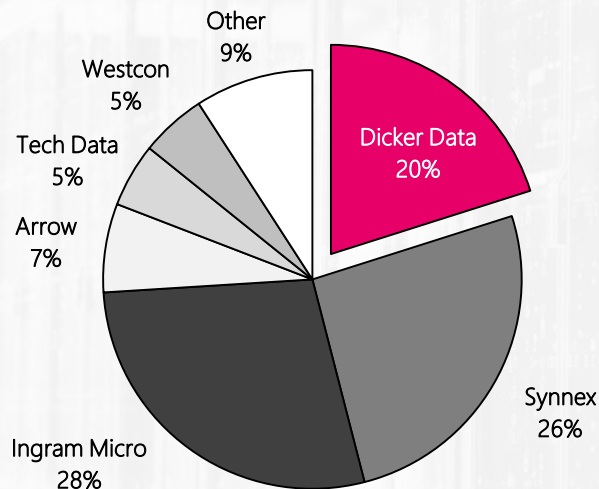
BUSINESS

UPDATE

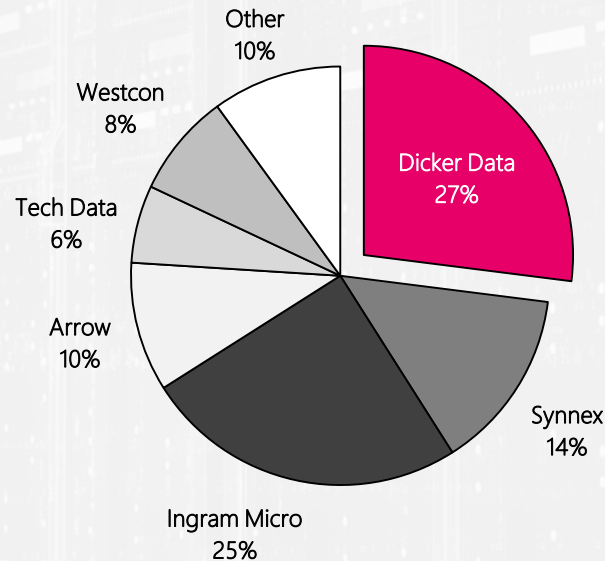
DICKER
DATA

IT MARKET AND OUR STRATEGY

**Australian IT Distribution Market Share
(Consumer, Large National Retail, Corporate, Commercial, Enterprise)**



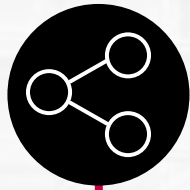
**Australian IT Distribution Market Share
(Corporate, Commercial, Enterprise only)**



- Dicker Data is a leading Value Added Technology Distributor
- Our speciality is servicing the mid-market and SMB communities with specific focus on pre-sales capabilities, value added services and emerging hybrid end to end technology solutions.
- In recent years targeting distribution agreements in software and 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 a unique value proposition to both vendors and reseller partners.
- Dicker Data is perfectly positioned to assist all of its partners through the journey of digital transformation

Source: Publicly available financial statements and company estimates

OPPORTUNITIES 2020



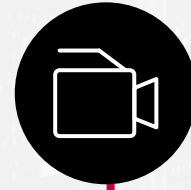
INTERNET OF THINGS

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.



EDGE COMPUTING

Delivering technologies that enable intelligent edge computing.



DATA MANAGEMENT

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



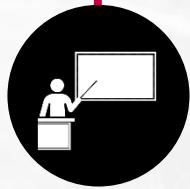
DATA CENTRE

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



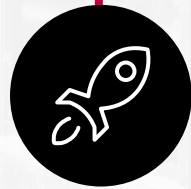
NETWORKING

Driving continued growth in the wireless and enterprise networking markets.



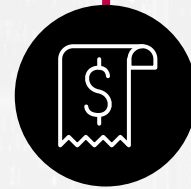
PRO AV

Previously untapped market opportunity in PRO AV and Digital Displays



AUTOMATED CLOUD

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



FINANCIAL SERVICES

Dicker Data Financial Services – accelerating uptake to support DaaS and IaaS.

FY20 FOCUS



DDFS - Dicker Data Financial Services (DDFS) was launched in H119 to address the growing demand for as-a-Service solutions. In FY20 we will work to accelerate the uptake of our DDFS offerings and in turn create long-term renewable contract-based revenues. We will also assist our partners to win more business by differentiating their offerings through financial services.



5G – The rollout of 5G networking is accelerating the proliferation of compute technology at the Edge, or endpoint. This is in turn driving the next wave of data creation and presents an opportunity for the company to capitalise on the new devices and infrastructure required. The company is also well-positioned to assist its customers in managing, protecting and analysing this data. 5G will also usher in the next era of cloud solutions that enable real-time decision making at the Edge, further driving the consumption of cloud and the company's recurring revenues.



Hybrid Cloud – Organisations are adapting multi-cloud and embracing hybrid IT strategies to enable them to move applications between public, private and on-premise environments to increase scalability and resiliency. However, multi-cloud, automation and AI are complex and many of our customers will leverage our expertise to support their projects.



Managed Service Providers (MSP) - MSP's are our fastest growing partner segment. We will continue to work with our vendors to address the needs of these partners through the delivery of cloud, storage, infrastructure, migration, analytics and backup solutions that suit their cyclical billing arrangements. Our role is to enable them to own more of their customers' IT environment and deliver tangible business outcomes through digital transformation.



UC/AV – Establishing a new division to become the leading distributor for the unified communications (UC), audio visual (AV), automatic identification and data capture (AIDC), electrical and physical security markets. Digital signage, digital workspaces, smart offices, collaboration and video conferencing solutions are all areas that intersect with IT, presenting cross-selling opportunities into these markets.



• SALE OF EXISTING BUILDING



- The Company sold its distribution centre at 230 Captain Cook Drive Kurnell on 15 August 2019.
- Total consideration for the sale was \$36m, and the profit on the sale was \$12.2m.
- The Company has entered into a 2 year lease with the new owners. There is an option to extend the lease if required.
- The business will continue to operate out of this location whilst in process of building its new custom designed distribution centre next door at 238 Captain Cook Drive Kurnell.

NEW BUILDING UPDATE



- Builder was appointed end of last year and construction has now commenced.
- New distribution centre is expected to be completed by the end of this year.
- Expected cost for the build and fit out is estimated to be approximately \$55m.
- Size of distribution centre will increase from 15,000 sqm to 29,000 sqm once the facility has been completed.
- Warehouse space will increase from 13,000 sqm to 22,000 sqm – almost 70% increase for the first stage with a further 20,000 sqm warehouse space approved in the DA for a second stage build providing future expansion options.



COMPANY OVERVIEW

NUMBER 1 DISTRIBUTOR



ASX Listed

Dicker Data listed on the ASX in 2011.



AUD \$1.8b

Dicker Data is the largest Australian owned distributor revenue at just under \$1.8b in 2019



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 our ability to adapt and change quickly.



485 Staff in ANZ

Dicker Data has a strong focus on people, culture and diversity

CORPORATE HEADLINES

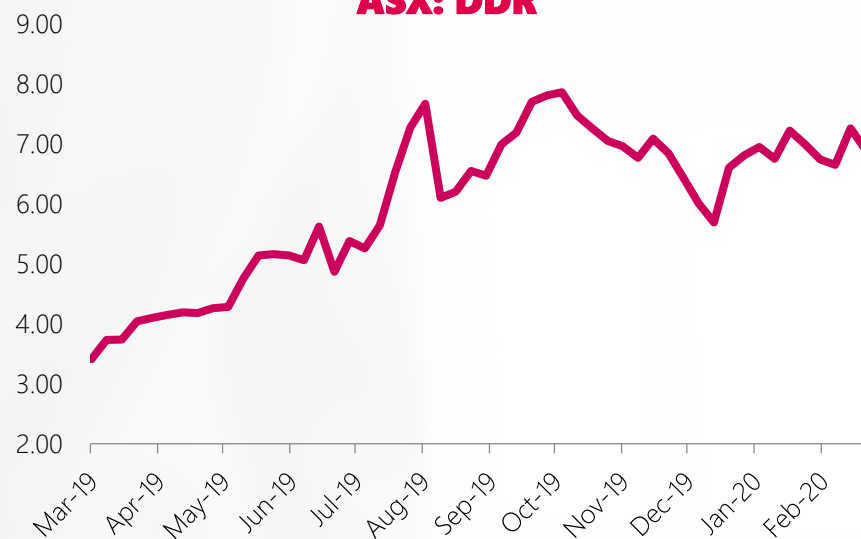
Capital Structure

Share Price (27 Feb 2020)	\$6.25
Fully paid ordinary shares	161.6m
Options	0.0m
Market Capitalisation	\$1,010.1m
Cash (31 Dec 2019)	22.6m
Drawn Debt (31 Dec 2019)	129.9m

Shareholders

Founder -David Dicker	60.6m	37%
Founder -Fiona Brown	54.5m	34%
Free Float	46.6m	29%

1 Year Share Price ASX: DDR





David Dicker
Chairman and CEO
Founder



Fiona Brown
Non-Executive
Director and
Founder



**Vlad
Mitnovetski**
COO



**Mary
Stojcevski**
CFO



**Ian
Welch**
CIO



**Michael
Demetre**
Logistics Director



**Leanne
Ralph**
Non-Executive
Director

EXECUTIVE
TEAM

COMPANY HISTORY



**FOUNDED
JULY 1978**

1987

First Toshiba distributor in Australia

1993

First Compaq distributor in Australia

2000

Annual revenues exceed \$100M

2010

Relocated to new custom built facility

2011

Listed on the ASX (ASX: DDR)

2014

Acquired Express Data Holdings

2015

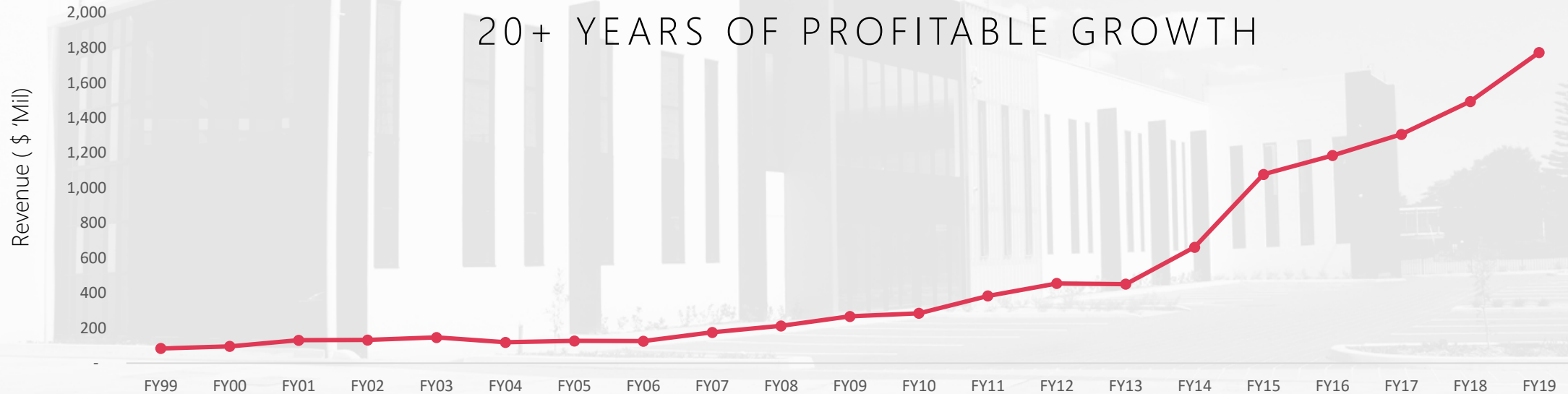
Ann. revenue exceeds \$1B
Cloud Portal Launched

2017

Launched Australia's first IoT Community

2019

Launched Dicker Data Financial Services



OUR VENDORS



2019 VENDOR **ADDITIONS**



Check Point[®]
SOFTWARE TECHNOLOGIES LTD

Appointed as distributor for the entire range of security software products in AU



Appointed as distributor for the complete range of security cameras and devices in AU

Honeywell

Appointed to distribute Automatic Identification and Data Capture range of products for ANZ

kaspersky

Appointed to distribute complete range of Kaspersky Lab products for ANZ



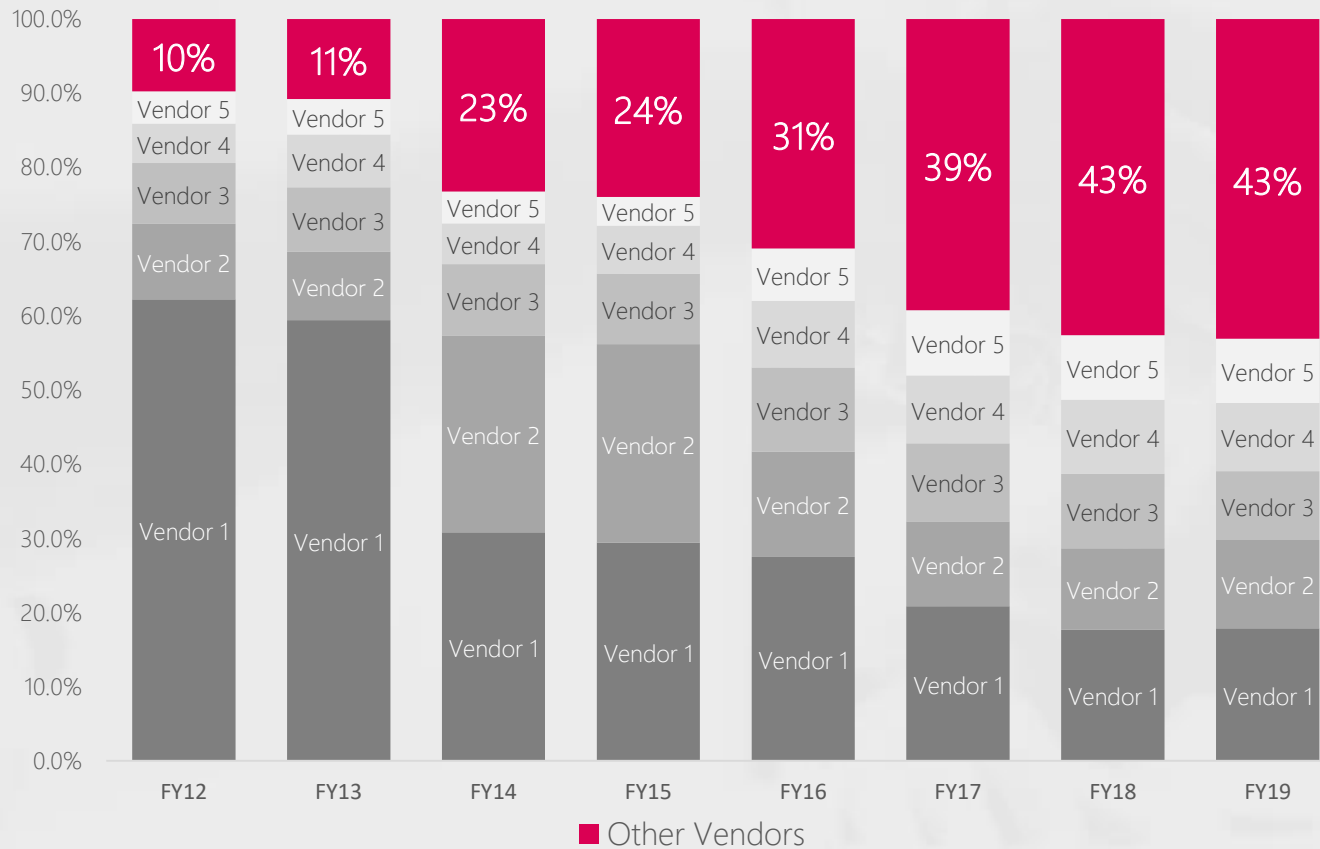
Appointed as distributor Nutanix for ANZ, providing cloud management services and applications

opentext[™]

Appointed as distributor the Enterprise Information Management solutions for ANZ

DIVERSE LONG-TERM **VENDOR RELATIONSHIPS**

Major Vendor Concentration (% of Sales)



- Dicker Data has continued to introduce new vendors to **reduce reliance on any single vendor**
- **6 new vendors** in key strategic segments were added in FY19
- Top 5 vendors overall contribution has reduced from 90% in FY12 to 57% in FY19
- A key objective for FY20 is to **continue to diversify vendor concentration.**

INDUSTRY RECOGNITION



APC by Schneider
Electric Distributor of
the Year 2019



ARN Hardware and
Homegrown
Distributor of the Year



Aruba Top Distributor
Asia Pacific
FY16, FY17 and FY18



Cisco ANZ Distributor
of the Year 2018

Cisco Global Distributor
of the Year 2019



Citrix APJ and ANZ
Distributor of the Year

Citrix APJ Operational
Excellence & Partnership



Dell Technologies APJ
Distributor of the
Year 2019



HPE APAC Top
SMB/Mid-Market
Growth Distributor



Fujitsu
Distributor
Of the Year 2018



Intel
Distributor
of the Year



Lenovo PCG
Lenovo DCG
Distributor of the Year



Awarded FY20 AGI
Global Funding

Microsoft NZ Channel
Develop. Partner 2018



Pure Storage
APJ Distributor of the
Year



Reseller News
Software
Distributor of the Year



RSA APJ
Distributor
of the Year



StorageCraft ANZ
Distributor
of the Year



Symantec
Distributor of the
Year 2019



Trend Micro ANZ
Distributor
of the Year



Veritas Pacific
Distributor
of the Year





• **THANK YOU**

DICKER
DATA

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 27 February 2020 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.

Contact Information:

CEO: David Dicker – David.Dicker@dickerdata.com.au

CFO: Mary Stojcevski – Mary.Stojcevski@dickerdata.com.au

COO: Vladimir Mitnovetski – Vlad.Mitnovetski@dickerdata.com.au