

23 July 2020

## AGM Market Update

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Dicker Data Limited (ASX: DDR) (Company), is pleased to release its Annual General Meeting investor presentation, which includes final unaudited half year results.

### HY20 Results

The Company delivered strong growth across all key metrics for the half year. Key highlights are:

- Total revenue from ordinary activities was \$1,005.9m, up 18.1%
- Recurring software revenue grew 53.1% to \$225m for the half year
- Net Profit before tax \$42.0m, up 30.4%
- Net Profit after tax \$29.4m, up 23.5%

As the leading value added distributor of hardware, software, cloud and emerging technologies in Australia, one of Dicker Data's key priorities over the last few months has been to ensure continuity of service to our customers and be a reliable partner to our suppliers amid the COVID-19 pandemic.

With the recent surge in remote work, the Company experienced a surge in demand for remote and virtual working solutions across our hardware and software portfolios, highlighting IT distribution's essential role in enabling business continuity.

Dicker Data's commitment to strengthening operations and resilience has enabled strong revenue growth of 18.1%, with total revenue for the half year breaking through the \$1billion milestone and finishing at \$1,005.9m.

Building on the Company's long history of strong performance, gross profit increased by 24.8% driven by growth in revenue and improved margin as a result of increased focus on mid-market and SMB business.

Our specialty 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.

Examining and capitalising on strategic market opportunities, new vendors added during the FY19 and HY20 accounted for incremental revenue of \$26.3m in HY20. Existing vendors (FY18 and prior) grew at 15.1% on pcp, as existing vendor relationships were leveraged to gain access to new product lines or increased market share.

Dicker Data's dedication to its people is reflected with operating costs being maintained as a proportion of revenue and primarily driven by increased employee costs as a result of performance-based payments.

As and when required, the Company will continue to evolve to differentiate its offerings and value proposition to both vendors and reseller partners. Dicker Data is well positioned to assist all partners through this ongoing wave of digital transformation.





## Audited Interim Report and Appendix 4D

The audited Interim Financial Report and Appendix 4D will be released 28<sup>th</sup> August 2020.

For and on behalf of the Board,

David Dicker

A handwritten signature in black ink, appearing to read "David Dicker".

Chairman & CEO

### ABOUT DICKER DATA LIMITED

Dicker Data (ASX: DDR) is an Australian-owned and operated, ASX-listed technology hardware, software and cloud distributor with over 41 years of experience. Our sales and [presales](#) teams are experienced product specialists who are dedicated to helping you tailor solutions to suit your client's needs. As a distributor, we sell exclusively to our valued partner base of over 5,500 resellers. We pride ourselves on developing strong long-term relationships with our customers, and [helping them grow](#). This customer-first approach means we are proactive in engaging with our resellers and allows us to dynamically shift with changing market conditions, in turn helping to [increase profitability](#). Dicker Data distributes a [wide portfolio of products](#) from the world's leading technology vendors, including [Cisco](#), [Citrix](#), [Dell Technologies](#), [Hewlett Packard Enterprise](#), [HP](#), [Lenovo](#), [Microsoft](#), and other Tier 1 global brands. As the leading Australian distributor for many of these vendors, Dicker Data is dedicated to helping our partners deliver industry-leading solutions built on the world's best technologies. <https://www.dickerdata.com.au/>

