

**DICKER**  
D A T A

Morgan Stanley Alpha ex-100  
Conference Presentation and

# Q320 Business Update





# COMPANY OVERVIEW

#1 CORPORATE AND COMMERCIAL DISTRIBUTOR

Leaders in value-added IT distribution

42 years in business

Driving Australia's digital transformation

Strong SMB and mid-market focus

From chip to cloud technology solutions



## ASX Listed

Dicker Data listed on the ASX in 2011.



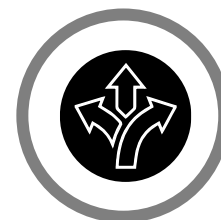
## AUD \$1.8B

Dicker Data is the largest Australian owned distributor with \$1.8B revenue 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.



## 512 Staff in ANZ

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

# HY20 Group Results

6 months to (in \$m):	Jun-20	Jun-19	Increase
Total Revenue	1,006.1	852.0	18.1%
Gross Profit	96.5	77.3	24.8%
Gross Margin	9.6%	9.1%	
EBITDA	47.1	37.0	27.6%
Profit before tax	42.0	32.2	30.2%
PBT margin	4.2%	3.8%	
Net profit after tax	29.4	23.8	23.6%

# HY20

Revenue growth for the group of 18.1%.

Recurring software revenue grew 53.1% to \$224m for the half year.

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.

Operating costs have been maintained as a proportion of revenue driven mainly by increased employee costs as a result of performance based payments.

Profit before tax increased by 30.2% over H1 FY19 result.

Net profit after tax increased by 23.6%

# Q320 Update

9 months to (in \$m):	Sep-20	Sep-19	Increase
Total Revenue	1,481.5	1,289.1	14.9%
Profit before tax	60.8	47.4	28.3%

Q320

Total revenue YTD to September 2020 is \$1,481.5m, up by 14.9%

Net Profit before tax YTD to September 2020 is \$60.8m, up 28.3%

Gross margins maintained from the half year

The business continues to prove resilient to the negative economic impacts of COVID-19

During the quarter the Company was included in the S&P/ASX300 and S&P/ASX All Technology indexes

# IT Market and our Strategy

Dicker Data is a leading Value-Added Technology Distributor

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

In recent years targeting distribution agreements in software and high-end enterprise products and those that address the cloud computing environment

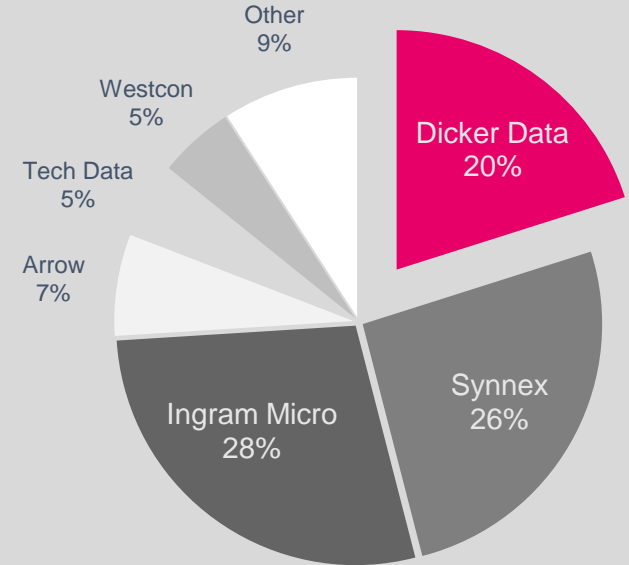
The industry is going through major transformation and evolving faster than ever, and we need to keep evolving to differentiate and offer a unique value proposition to both vendors and reseller partners

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.

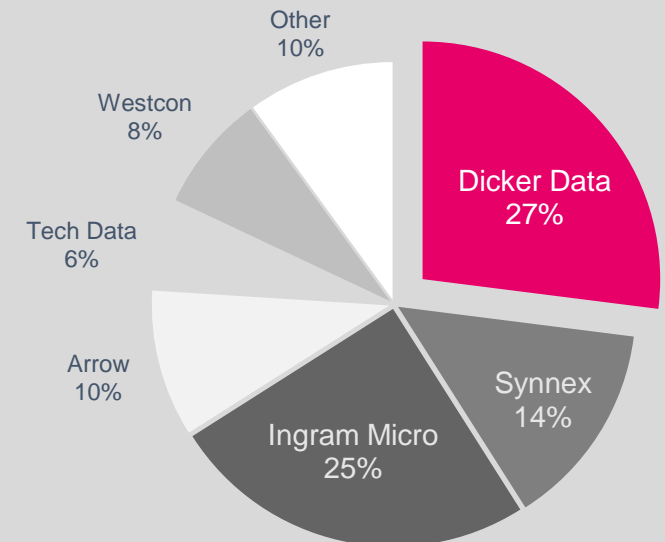
## Australian IT Distribution Market Share

Consumer, Large National Retail, Corporate, Commercial, Enterprise



## Australian IT Distribution Market Share

Corporate, Commercial, Enterprise only



# DICKER DATA VENDORS



# 2020 Vendor Additions

## Professional AV



## Networking



## Security



## Accessories



## Backup, Storage & Data Management



## IoT



# Long-term Vendor Relationships

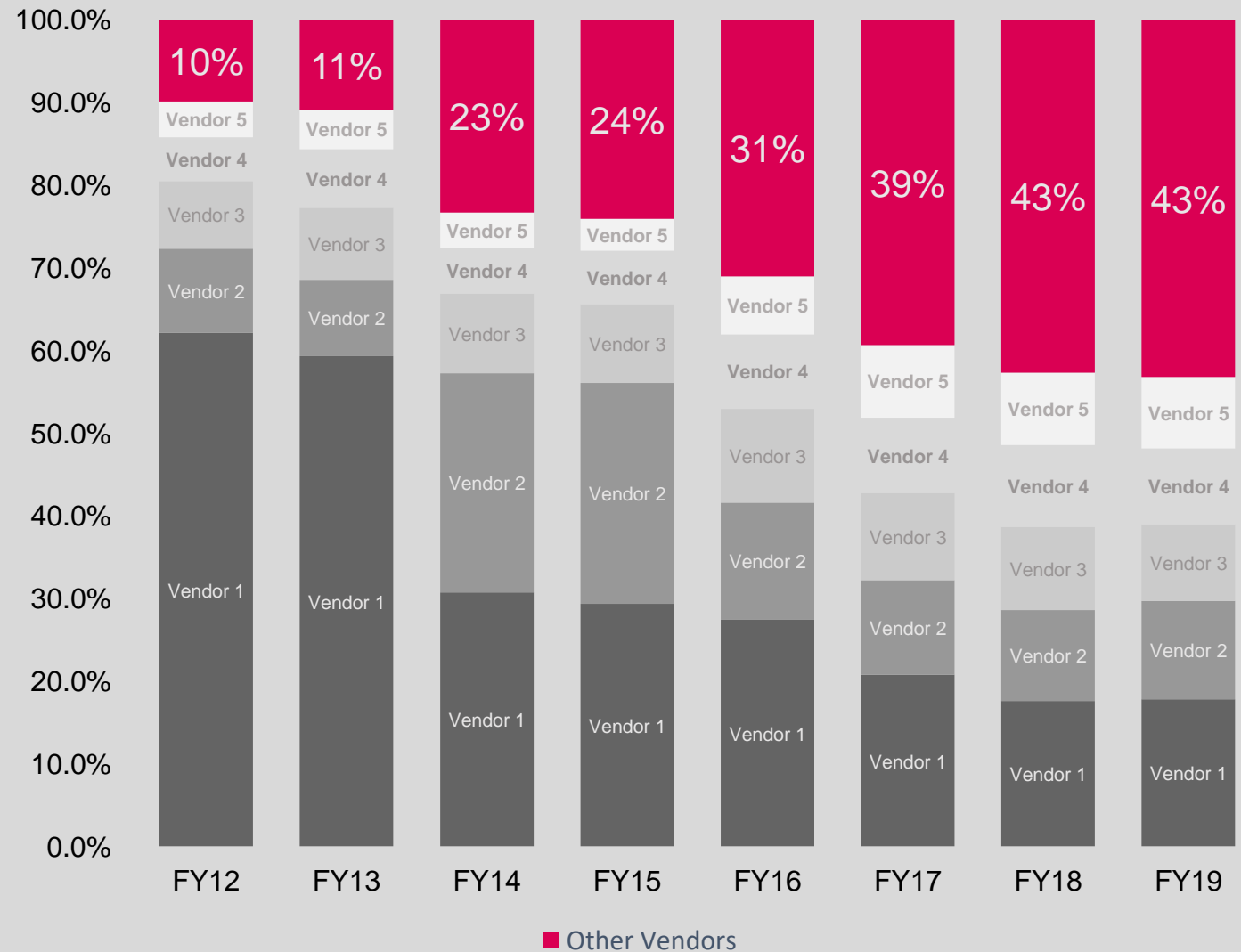
Dicker Data has continued to introduce new vendors to reduce reliance on any single vendor.

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.

## Major Vendor Concentration % of Sales



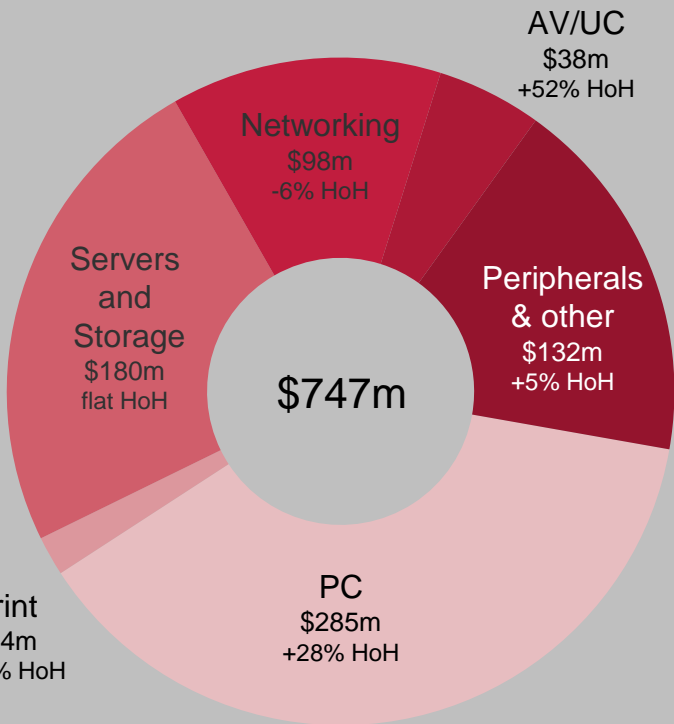


# Revenue category – splits and growth

HY20

## Hardware

By product category



## Hardware & Virtual Services

\$747m  
+11% HoH

## Services

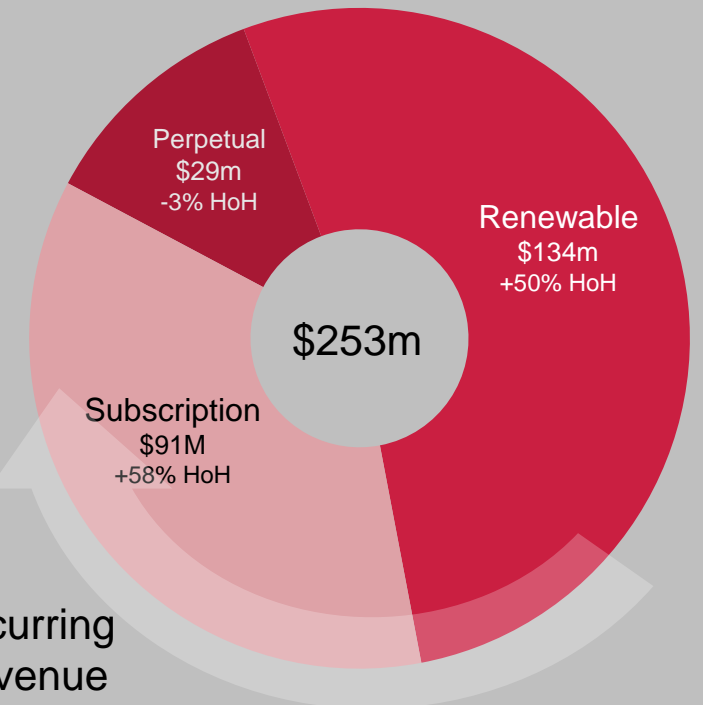
\$6m  
+39% HoH

## Software

\$253m  
+44% HoH

## Software

by billing method



Recurring Revenue

\*Revenue from the sale of goods and services

# Opportunities 2020



# New Building Update

Construction of new distribution centre is progressing as planned, currently at fitout stage.

The project is approximately 90% complete and is expected to be completed by the end of this year.

The estimated cost for the total build with the fit out is approximately \$55m.

Warehouse space will increase from the current 13,000 sqm to 23,500 sqm – almost 80% increase in the first stage, with a further 20,000 sqm warehouse space approved in the DA to be built as part of a second stage providing future expansion options.





Questions

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