

FY25 Results Briefing

Presented by



Brad Colledge, MD/CEO



Cherie O'Riordan, CFO

About Data#3



ASX Listed

ASX 200 listed IT Services and Solutions provider in Australia and the Pacific Islands



Data#3 Vision

Our vision is to harness the power of people and technology for a better future



47+ Years Experience

47 years evolving solutions and services to enable customers' success, combined with world-leading vendor technologies



Innovative Solutions

Delivering the digital future through cloud, modern workplace, security, connectivity, data & AI solutions, combined with consulting, project and managed services



Agenda

FY25 Highlights

FY Key Operational Updates

FY25 Financial Performance

IT Sector Trends

FY26 Strategy & Outlook

Q&A

FY25 Financial Highlights



Gross Sales

\$3.0B

Up 9.0%



Gross Profit

\$289.7M

Up 7.3%



NPBT

\$69.1M

Up 11.4%



EBIT

\$59.9M

Up 12.0%



Basic EPS

31.12C

Up 11.1%



Dividends per share

28.10C

Up 10.2%

Payout ratio of 90.3%

FY25 Key Operational Updates

FY25 Overview

Gross Sales

\$3.0B

Gross Sales 5-year CAGR

11.3%

Recurring Gross Sales

69%

(FY24: 67%)

Customer Satisfaction Rating

4.33 / 5

(FY: 4.28)

Key awards + Certifications

- HRD Employer of Choice – 10th year in a row
- Cisco Customer Experience Partner of the Year for APJC
- HP Greater Asia Partner of the Year Top Enterprise Reseller
- Veeam ProPartner of the Year
- ASA Most Effective Shareholder Communications

Sustainability

- Environmental goals: Science-based target setting in progress to guide development of Decarbonisation Strategy
- APAC winner of Frost & Sullivan's Enlightened Growth Leadership Award for fourth consecutive year
- Named APC by Schneider Electric Sustainability Champion of the Year and by HP as Amplify Impact partner of the year



FY25 Highlights

**Data#3 launches
Australian-based SOC,
powered by SecurityHQ**

3
New Microsoft
security services
launched

5
Wins across
five major
sectors



FY25 Highlights

Data#3 Device as a Service (DaaS)

30%
growth

3
year contracts

FY25 Highlights

Sustainability

- Energy efficiency in devices and operations
- Sustainable, recyclable packaging
- Use of recycled materials
- Enhanced repairability and product longevity
- Reduced carbon emissions throughout manufacturing

A  PLIFY

— IMPACT —

HP PARTNER PROGRAM

FY25 Highlights

Data#3 and AI



Within Data#3:

Product and pricing

Solutions Catalogue

Order automation

Licensing operations

Invoice automation

Reporting insights

Security automation

Software development

...plus over 100 engagements with our customers navigating the pitfalls and benefits of AI.

Our world-leading vendor partners



FY25 Highlights

Vendor Awards



Data#3 recognised by Mimecast for exceptional security expertise

News

Jul 1 2024



Data#3 named 2024 Microsoft ANZ Modern Work Partner of the Year

News

Jul 16 2024



Data#3 wins Customer Experience Partner of the Year for APJC at...

News

Oct 31 2024



Data#3 receives Dell Technologies award for Workforce...

News

Oct 17 2024



Data#3 sets the standard in Modern Workplace, securing multiple...

News

Nov 1 2024



Data#3 clinches triple crown at HP Partner Awards: Amplify...

News

Nov 29 2024



Leading together: Data#3's award-winning partnership with HPE...

News

Dec 11 2024



Empowering the modern workplace: Data#3 honoured with top HP...

News

Mar 28 2025



Data#3 triumphs at Veeam ProPartner Awards for sixth straight...

News

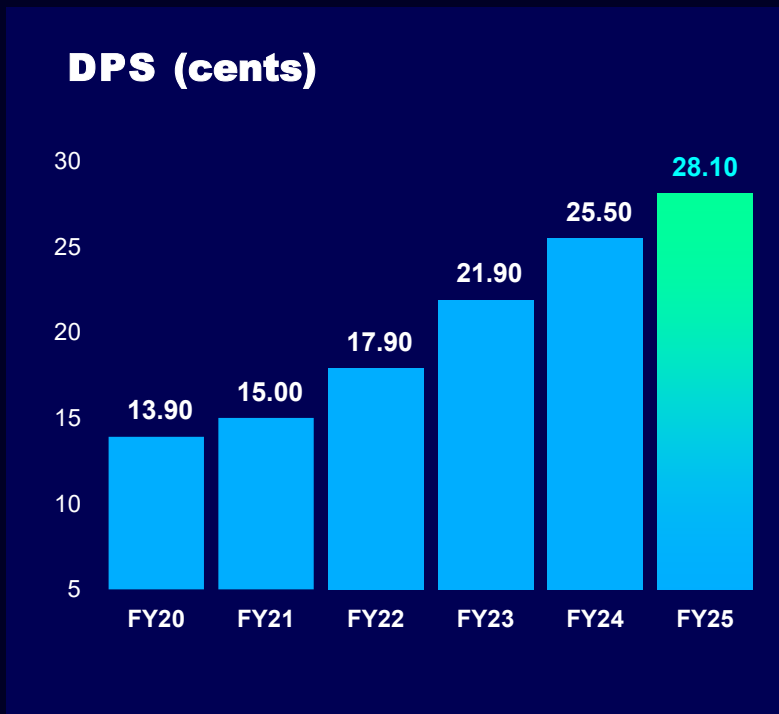
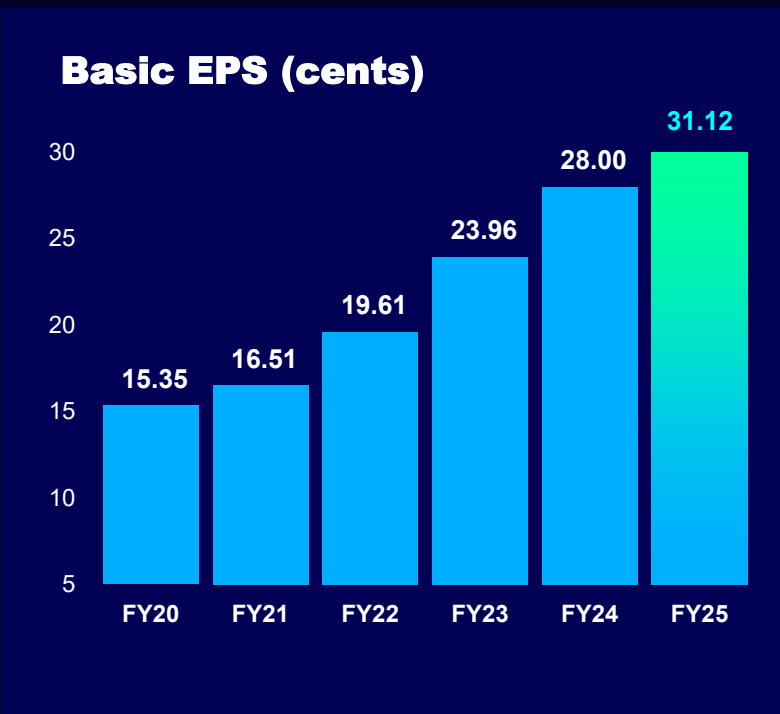
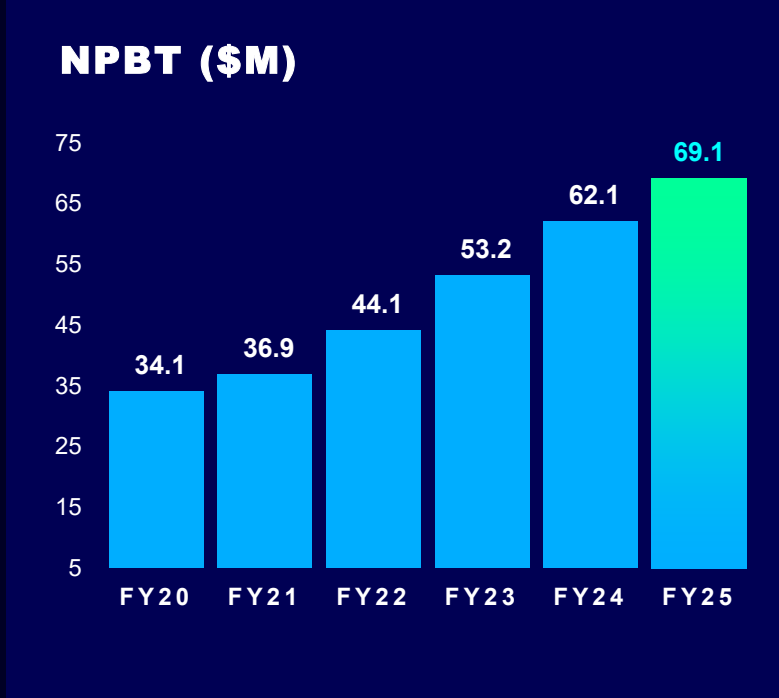
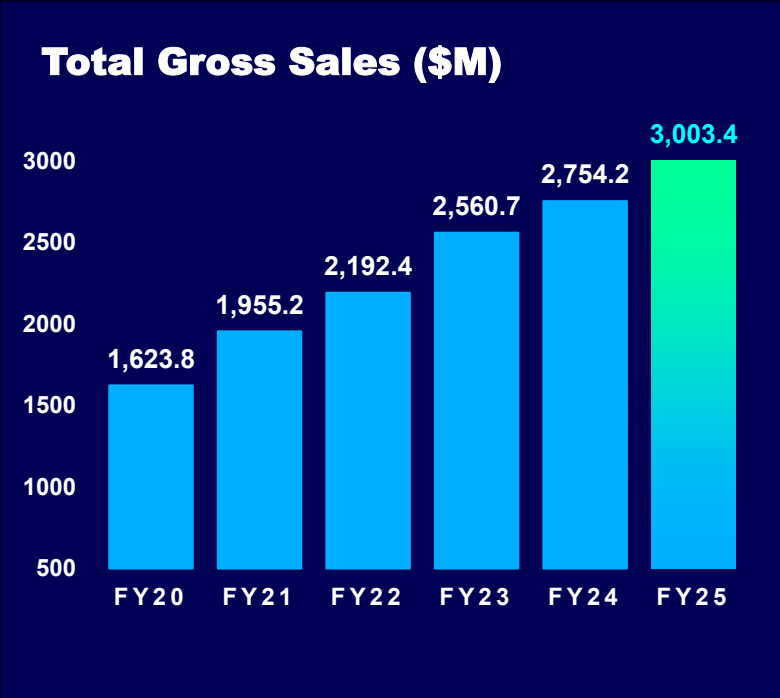
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Data#3

FY25 Financial Performance

FY25 Financial Performance

Consistent
Growth in
Earnings and
Gross Sales



FY25 Financial Performance

Services

Business unit	FY25 Gross Sales (\$M)	Change vs. FY24
Business Aspect Consulting	30.4	(7.3%)
Project Services	79.6	2.9%
Maintenance Services	172.5	8.6%
Managed Services	54.8	25.0%
People Solutions (recruitment)	60.9	1.1%
Services Gross Sales	398.2	6.7%

Services Gross Profit	145.6	7.4%
Services Gross Margin	36.6%	0.6pp
Services Management Profit	32.2	10.5%

- **Consulting** impacted by the Queensland State election and challenging economic conditions
- **Project Services** saw steady demand for digital transformation and CoPilot engagements, offset by some customer driven project delays including large infrastructure projects
- **Maintenance Services** benefitted from the shift by vendors such as Cisco to multi-year Enterprise Agreements and some large deals in 1H25
- **Managed Services** boosted by large contract wins in 2H FY24 and 1H FY25, with ongoing success in the resources sector
- **People Solutions** performance reflects stagnant labour market with low unemployment and temporary slow down in Public Sector demand for contingent labour

FY25 Financial Performance

Infrastructure Solutions

Gross Sales

\$570.7M

FY24: \$547.4M

↑ 4.2%

Gross Profit

\$71.2M

FY24: \$64.8M

↑ 10.0%

Gross Margin

12.5%

FY24: 11.8%

Management Profit

\$17.5M

FY24: \$13.7M

↑ 27.4%

- **Infrastructure Solutions** sales growth impacted by ongoing delays in customer decision making and the Queensland election – particularly in 1H
- Ramp up in End User Compute sales in 2H with Windows 11 related upgrades and device refresh cycles
- Rebound in 2H to finish 4.2% up on PCP
- Increased focus on improving deal margins
- Leverage off operating cost base through automation of ordering and invoicing processes, and restructuring in 1H

FY25 Financial Performance

Software Solutions

Gross Sales

\$2.0B

FY24: \$1.8B

↑ 10.9%

Gross Profit

\$72.6M

FY24: \$69.6M

↑ 4.3%

Gross Margin

3.6%

FY24: 3.8%

Management Profit

\$38.1M

FY24: \$35.3M

↑ 7.7%

- **Software Solutions** growth driven by demand for security products, cloud subscriptions and Adobe, particularly in the education and public sectors
- Incentives earned only down slightly on PCP, despite Microsoft program changes effective 1 January 2025. Changes will most impact 1H FY26 given timing of EA renewals
- Early success with CSP transitions and fee for service model with EA renewals
- Strong growth with non-Microsoft vendors, in line with diversification strategy

FY25 Financial Results – Profit and Loss

Consolidated Profit & Loss \$'000's	FY25	FY24	Change	Change	
Revenue and Other income (ex interest)	853,003	805,993	47,010	5.8%	Includes Software Solutions & vendor delivered Maintenance Support revenues presented on a net basis
Gross Profit	289,719	270,091	19,628	7.3%	Wage inflation 6%, IT project investments, licensing cost increases and one-off redundancy costs \$1.1M. Offset by favourable insurance and lease true ups.
Operating Expenses	223,316	210,291	13,025	6.2%	
EBITDA*	66,403	59,800	6,603	11.0%	
EBITDA margin	7.8%	7.4%		0.4pp	Earned off strong average cash position and high cash rate
Depreciation and amortisation	6,486	6,303	183	2.9%	
Interest Income	10,242	9,690	552	5.7%	
Finance costs	1,040	1,114	(74)	-6.6%	
Net profit for the period	69,119	62,073	7,046	11.4%	Net profit growth higher than growth in revenue and Gross Profit due to improved operating leverage

*Earnings before Interest, Tax, Depreciation and Amortisation
pp = percentage point

FY25 Financial Results – Balance Sheet

Consolidated Financial Position \$'000's	30 June 2025	30 June 2024	
Cash	356,689	276,381	May/Jun sales peak results in strong cash position at 30 June off the back of high value invoicing and collections activity
Other current assets	547,237	547,733	
Non-current assets	38,172	42,033	Trade debtors higher in June with EOFY sales peak. Average Day Sales Outstanding 25 days (Jun 24: 27 days)
Total assets	942,098	866,147	Depreciation of fixed assets
Current liabilities	839,215	770,368	Trade creditors higher in June with EOFY sales peak
Non-current liabilities	18,714	20,863	
Total liabilities	857,929	791,231	
Net assets	84,169	74,916	
Current ratio	1.1	1.1	Current assets / current liabilities

FY25 Financial Results – Cash Flow

Consolidated Cash Flow \$'000's	FY25	FY24	Change	Change %	
Cash flows from operating activities	126,294	(86,190)	212,484	246.5%	Operating cash inflows reflect timing of receipt of customer payments, net of payment of supplier invoices, during May/June sales peak
Cash flows from investing activities	(2,169)	(605)	(1,564)	(258.5%)	Property, plant and equipment (predominately internal computer equipment and software assets)
Cash flows from financing activities	(44,188)	(41,399)	(2,789)	(6.7%)	Dividends paid of \$40.3M (FY24: \$37.9M) ~ 90% payout ratio
Net decrease in cash held					
Opening cash balance	276,381	404,766			
Effect of FX movements	371	(191)			
Closing cash balance	356,689	276,381			Average daily cash balance \$267M (FY24: \$246M)

FY25 Financial Performance

Effective Working Capital Management



\$356.7M

Closing cash

Up 29%



\$267M

Average daily cash

Up over 8%



\$10.2M

Interest income



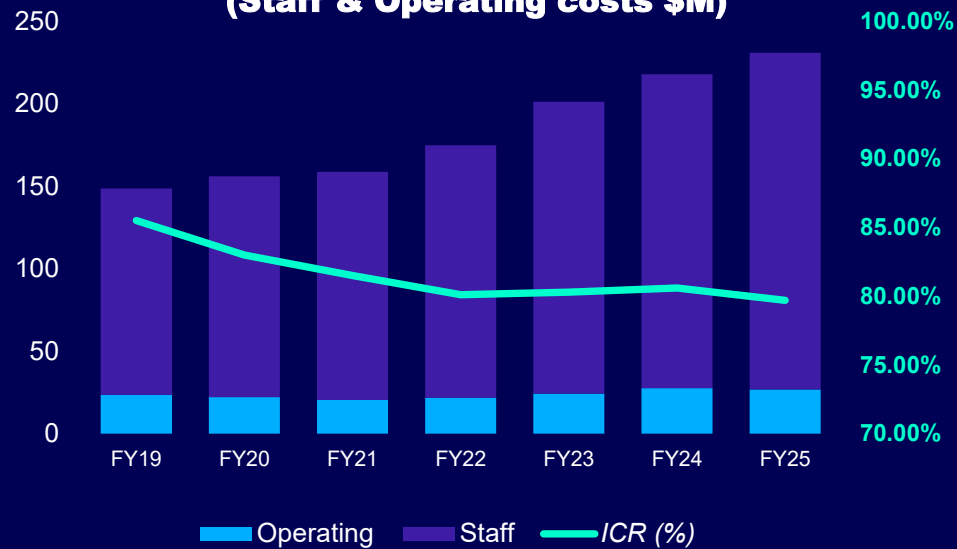
\$126.3M

Operating cash inflow

FY24: Outflow (\$86.2M)

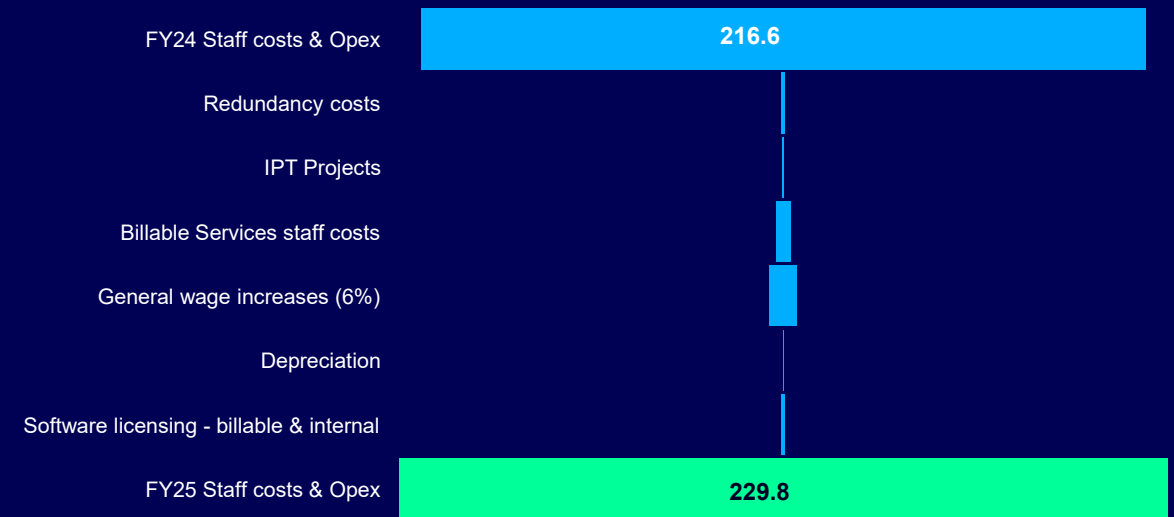
Positive Trend in Operating Leverage

**Internal expenses
(Staff & Operating costs \$M)**



- Internal Cost Ratio (Internal expenses / Gross profit) or ICR, has improved steadily over time
- FY25 ICR of 79.7%, down on FY24 (80.6%) due to restructuring of Infrastructure Solutions business in 1H 25, automation initiatives, system improvements and effective cost management

Operating and staff cost increases



- Operating expenses include wage inflation of approx. 6%, IT project investments (including new payroll system and implementation of CSP management platform), increases in software licensing and cloud consumption
- Offset by lease accounting benefit relating to relocation of WA office and prior year true up of insurance costs

IT Sector Trends

2025 Australian Technology Industry Trends¹



IT Industry Growth

Spend on IT expected to grow 8.7% in 2025



Software

13.4% growth expected



Devices

9.1% growth expected



IT Services

7.2% growth expected
Organisational efficiency



Data Centre

11.3% growth expected
Biggest opportunity for hyper-scalers



Communication Services

3.2% growth expected

1. Source: Gartner Forecasts Australian IT Spending to Grow 8.7% in 2025

FY26 Strategy and Outlook

Strategic Priorities



Solutions

Developing solutions and services that deliver customer success.



Customer Experience

Differentiating Data#3 through the experiences we deliver to our customers.



Operational Excellence

Connecting and simplifying Data#3 to deliver an agile and efficient business.



People and Community

Connecting Data#3 with its people and the communities in which is operates.

FY26 Strategy and Outlook

Customer Experience

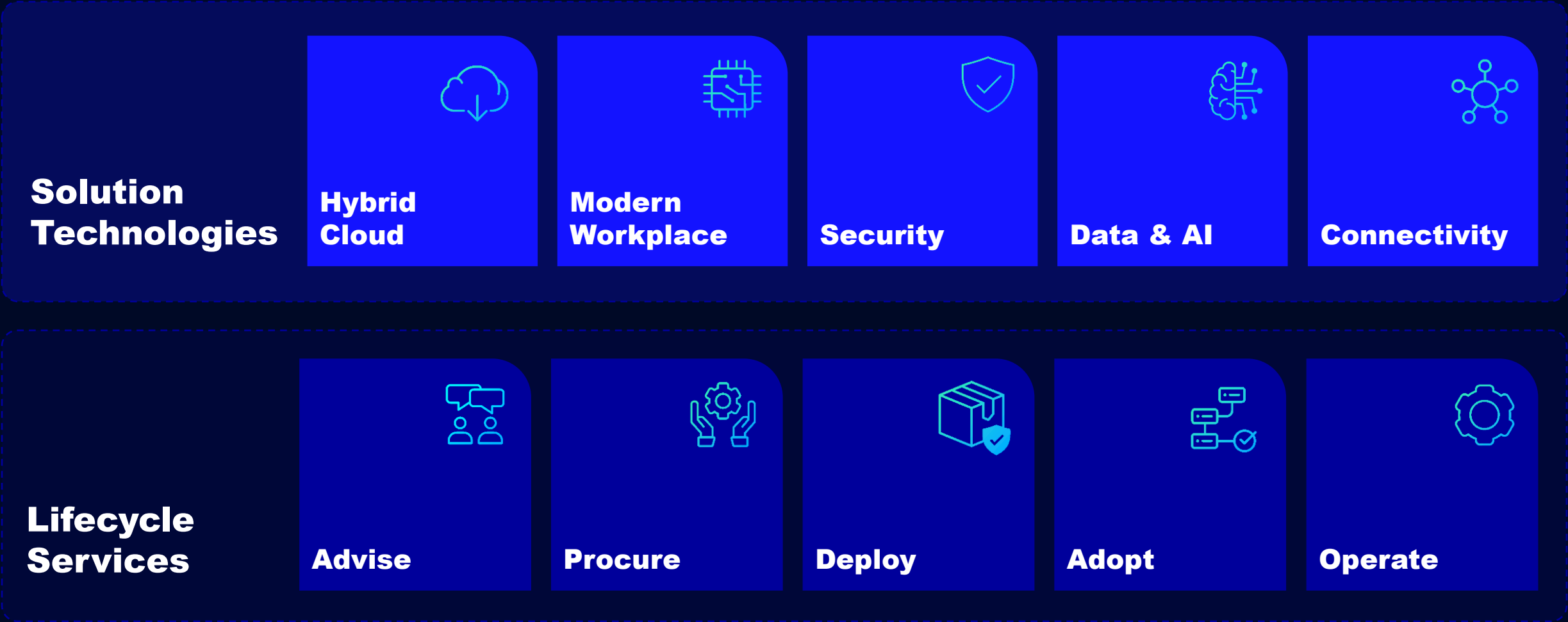


**Customer
Segmentation**



**Digital
Engagement
Strategy**

Data#3 FY26 Solutions



A Data#3 AI Customer Story

Penrith City Council

Penrith City Council gets AI-ready with Data#3's Copilot Readiness Assessment



We have gathered insightful information about the potential benefits of AI, which will help us enhance the services we provide to the local community.

Jane Howard, CIO

At a glance:

- Microsoft 365 Copilot
- Understanding Risk
- Data Governance
- Security
- Change Management
- Use Cases

Data#3 as an AI case study

Finance

HR

IT

Cyber Security

Sales

Customer
Experience

AI-embedded Solutions



Microsoft Fabric



Microsoft Azure
Foundry



Microsoft Copilot
Studio



LinkedIn Sales
Navigator



GitHub Copilot



Microsoft Azure
Cognitive Search



Microsoft Copilot

Microsoft Channel Incentives



Cloud Solution Provider (CSP)

Small Medium and Corporate
With Scale and Automation



Copilot



Security



Azure Migrations

Vendor Partners

Adobe

veeam

mimecast

 **TREND** MICRO

 **tenable**

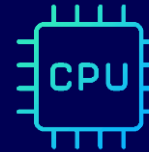
Outlook



Software Stable

Continue the Microsoft transition and win with complementary vendor partners.

1H headwinds recovering to PCP results for the full FY



Infrastructure Growth

Devices, Networking and Multi-cloud.



Services Growth

Devices, Networking and Multi-Cloud with focus on Security and AI.

Outlook

Consistent with previous practice, we are not providing specific FY26 guidance.

In line with previous years, we continue to expect a sales peak in the months of May and June, and our goal remains to continue to deliver sustainable earnings growth for our shareholders.

A man with short brown hair, wearing a dark blue suit, white shirt, and patterned tie, is sitting in a brown leather chair. He is smiling and looking towards the camera. His hands are clasped in his lap. The background is a dark, textured wall with some foliage visible on the right side.

“

**Data#3's agility, capability
and partnerships position
us well for continued
success.**

Brad Colledge

Managing Director and Chief Executive Officer, Data#3

Q&A

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