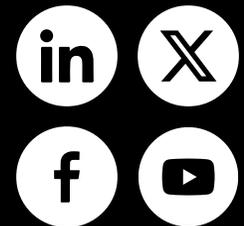


DICKER
D A T A

FY25 Results Presentation



www.dickerdata.com.au

Agenda

- Welcome
- FY25 Highlights & Results
- Market Update & Outlook
- Questions





10,000
ACTIVE AU PARTNERS

2,300
ACTIVE NZ PARTNERS

FY25 Highlights

FY25 results exceeded guidance range

\$3.9b

Gross revenue*

▲ +14.9% pcp

\$1.1b

Recurring gross software sales

▲ +22.4% pcp

\$159.4m

EBITDA[^]

▲ +5.9% pcp

\$124.7m

Net operating profit before tax[^]

▲ +10.1% pcp

47.4c

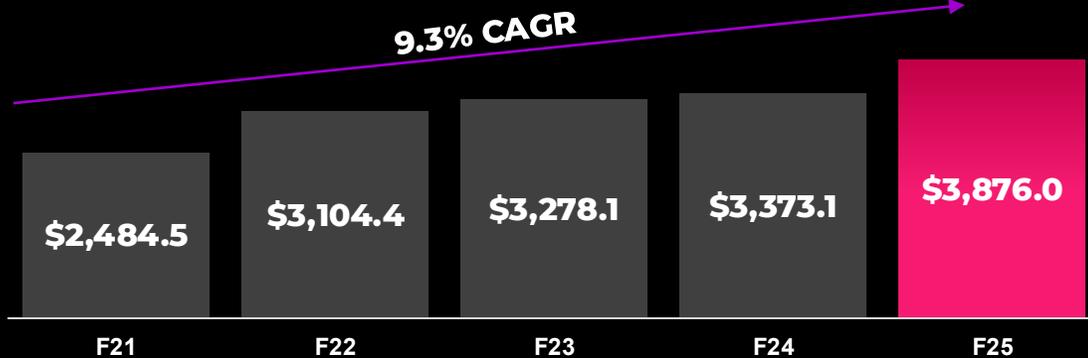
Earnings per share

▲ +8.6% pcp

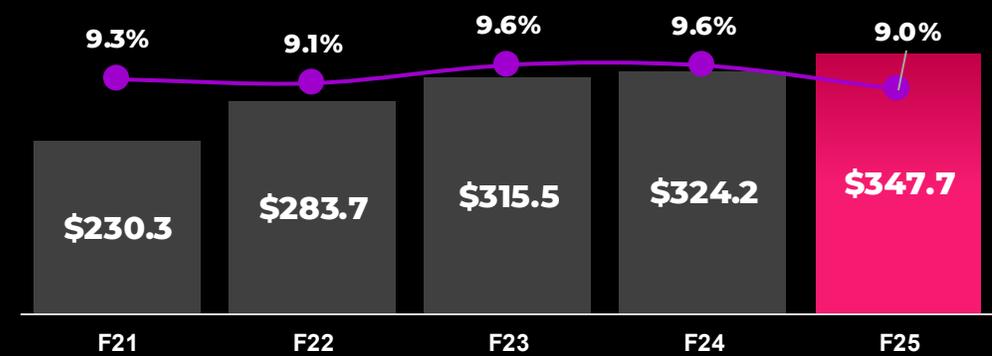
- Gross revenue is non-IFRS unaudited financial information and does not represent revenue in accordance with Australian Accounting Standard. This represents gross proceeds from sale of goods and services, both as agent and principal and other revenue
- [^] Excludes one off costs of \$2.5m (Dec24: \$nil)
- FY25 guidance as provided at H1 FY25 (August 2025) was Gross Revenue of \$3.7 – \$3.8 billion and Net Operating Profit Before Tax of \$120 – 124 million.

Historical Performance

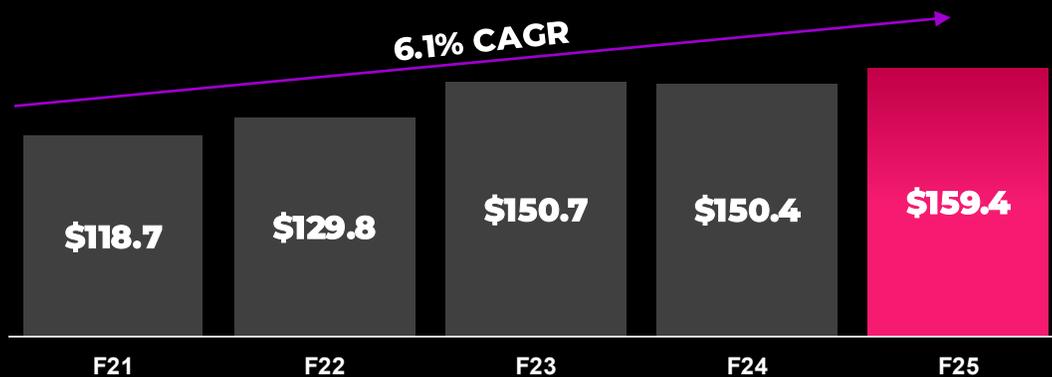
Gross revenue \$m ‡



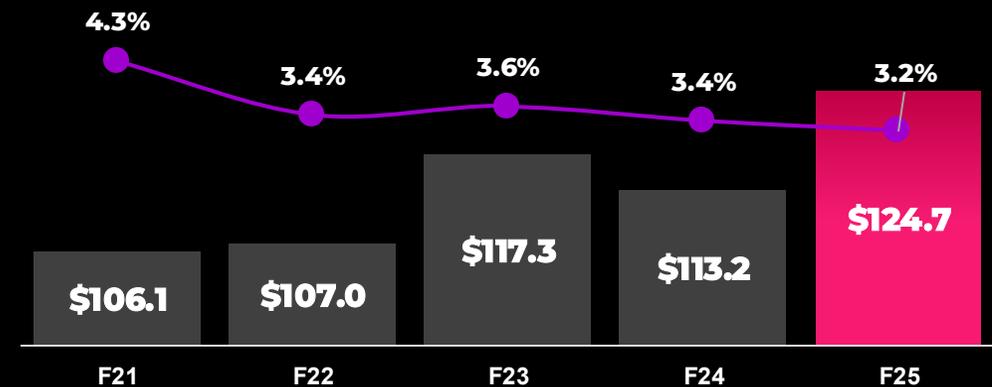
Gross profit \$m



EBITDA \$m *



Net profit before tax \$m & NPBT margin % *



‡ Gross revenue is non-IFRS unaudited financial information and does not represent revenue in accordance with Australian Accounting Standards. This represents gross proceeds from sale of goods and services, both as agent and principal and other revenue. Gross profit and net profit margins are represented as % of gross revenue.

* Excludes one-off costs: FY25 - \$2.5m, FY24 - \$nil, FY23 - \$0.9m, FY22 - \$2.1m, FY21 - \$1.0m

FY25 Results Consolidated Group

- FY25 results exceeded guidance range for gross revenue and net operating profit before tax.
- Total gross revenue of \$3,876.0m, up 14.9% vs pcp, supported by growth in software business, PC refresh and infrastructure business.
- Gross profit margin as measured against gross revenue of 9.0% (FY24: 9.6%) reflecting underlying demand and contribution from enterprise customers.
- Total operating costs excluding one off costs (as a percentage of gross revenue) improving to 5.1% vs 5.4% in pcp.
- Strong operating profit before tax uplift of 10.1% vs pcp, with PBT margin of 3.2%.

12 months (\$m)	FY25	FY24	Change
Statutory revenue	2,569.1	2,283.0	12.5%
Gross revenue*	3,876.0	3,373.1	14.9%
Gross profit	347.7	324.2	7.2%
Gross profit margin	9.0%	9.6%	
EBITDA**	159.4	150.4	5.9%
Profit before tax**	124.7	113.2	10.1%
PBT margin	3.2%	3.4%	
Net profit after tax	85.6	78.7	8.8%

* Gross revenue is non-IFRS unaudited financial information and does not represent revenue in accordance with Australian Accounting Standard. This represents gross proceeds from sale of goods and services and other income, both as agent and principal and other revenue. Gross profit and net profit margins are represented as % of gross revenue.

** Excludes one-off costs of \$2.5m (Dec 24: \$0.0m)

• FY25 guidance as provided at H1 FY25 (August 2025) was Gross Revenue of \$3.7 – \$3.8 billion and Net Operating Profit Before Tax of \$120 – 124 million.

FY25 Results Australia

- Strong gross revenue growth, up 17.2% driven by software growth and end point solutions.
- Gross revenue includes over \$45m incremental new revenue from AI specific deals.
- Gross margin as measured against gross revenue at 9.1% reflects change in customer mix to larger enterprise transactions during the reporting period.
- Operating profit before tax up 8.2% benefiting from reduced interest costs as a result of lower rates, whilst maintaining average drawn debt balances.
- Profit before tax margin finalising at 3.5%.

12 months (\$m)	FY25	FY24	Change
Gross revenue*	3,284.8	2,802.0	17.2%
Gross profit	298.2	276.6	7.8%
Gross profit margin	9.1%	9.9%	
EBITDA**	141.1	134.0	5.3%
Profit before tax**	114.0	105.4	8.2%
PBT margin	3.5%	3.8%	
Net profit after tax	78.0	73.7	5.8%

- Gross revenue is non-IFRS unaudited financial information and does not represent revenue in accordance with Australian Accounting Standard. This represents gross proceeds from sale of goods and services and other income, both as agent and principal and other revenue. Gross profit and net profit margins are represented as % of gross revenue.

** Excludes one-off costs of \$2.5m (Dec 24: \$0.0m)

FY25 Results New Zealand

- Gross revenue of \$581.2m, up 3.6% whilst gross margin percentage unchanged at 8.5%.
- Total operating costs reduced vs pcp, benefiting from lower salary and travel expense.
- Profit before tax increasing by 37.2% to \$10.7m.
- Strong growth in net profit after tax of 54.0% finalising at \$7.7m.

12 months (\$m)	FY25	FY24	Change
Gross revenue*	581.2	560.8	3.6%
Gross profit	49.4	47.6	3.8%
Gross profit margin	8.5%	8.5%	
EBITDA	18.4	16.5	11.5%
Profit before tax	10.7	7.8	37.2%
PBT margin	1.8%	1.4%	
Net profit after tax	7.7	5.0	54.0%

- Gross revenue is non-IFRS unaudited financial information and does not represent revenue in accordance with Australian Accounting Standard. This represents gross proceeds from sale of goods and services and other income, both as agent and principal and other revenue. Gross profit and net profit margins are represented as % of gross revenue.

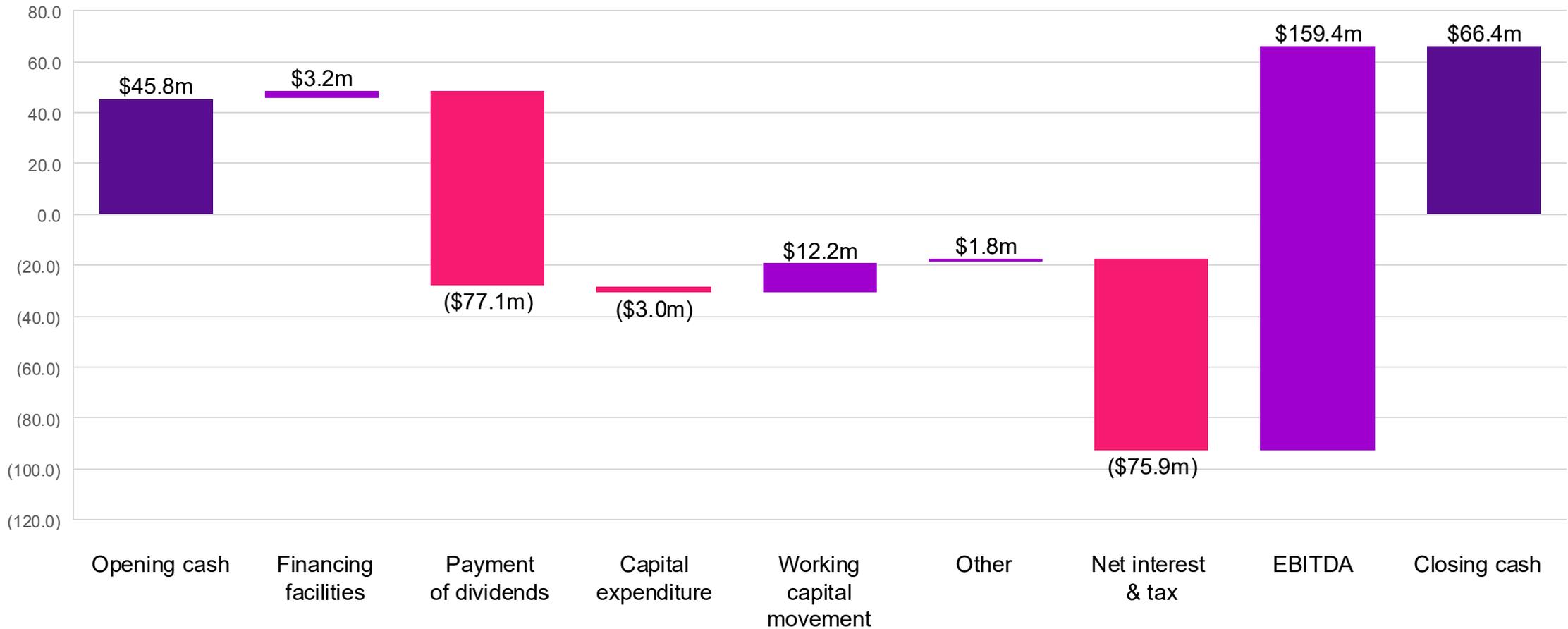
FY25 Balance Sheet

- Increased receivables largely reflects expanded FY25 sales, offset by increase in trade and other payable, resulting in net working capital reduction of \$12.2m.
- Net debt decreased by \$12.8m to \$293.0m notwithstanding total debt increasing by \$7.8m.

12 months (\$m)	Dec-25	Dec-24
Net Working Capital (\$m)	385.2	397.4
Net Working Capital Days	34.8	41.8
Debt to Equity	1.40x	1.41x
Debt Service Cover Ratio	7.35	6.11
Net Tangible Assets (\$m)	170.4	159.4

Net assets (\$m)	FY25	FY24
Cash and equivalents	66.4	45.8
Trade and other receivables	551.7	519.5
Inventory	312.4	286.7
Other current assets	20.2	4.7
Total current assets	950.8	856.7
PP&E	92.0	94.8
Goodwill & intangibles	86.6	90.3
Other assets	19.8	20.1
Total assets	1,149.2	1,061.9
Trade and other payables	478.9	408.8
Borrowings	99.4	106.6
Other current liabilities	35.2	30.5
Total current liabilities	613.5	545.9
Borrowings	260.0	245.0
Other long-term liabilities	18.6	21.3
Total liabilities	892.1	812.2
TOTAL NET ASSETS	257.0	249.7
Shareholders' equity		
Share capital	219.6	217.2
Reserves	(1.6)	(0.4)
Retained earnings	39.0	32.9
TOTAL EQUITY	257.0	249.7

FY25 Cashflow Bridge



Dividend Policy and Capital Management

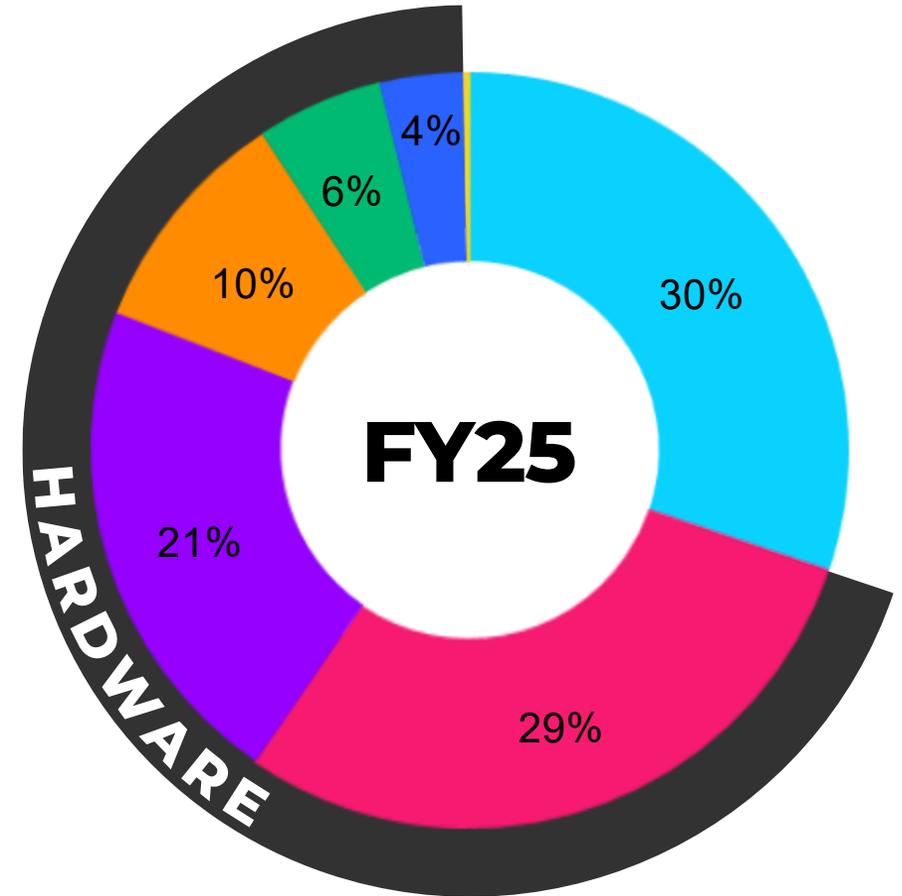
- Fully franked dividends paid in FY25 were 44.0 cps (FY24: 48.0 cps), down 9.0% on prior year.
- A final dividend of 11.5cps was declared today in respect of the FY25 year.
- The Company has reviewed its long standing dividend policy and will transition to a revised payout framework of between 80% - 100% of NPAT, subject to cash and capital requirements.
- The Company will retain its quarterly dividend structure and has introduced a discount for shareholders participating in the dividend reinvestment plan (DRP) calculated in accordance with the DRP rules less 1.0% discount.

Payment date	Dividend (CPS)	Type	Amount franked
03-Mar-25	11.0	Final FY24	100%
03-Jun-25	11.0	Interim FY25	100%
01-Sep-25	11.0	Interim FY25	100%
01-Dec-25	11.0	Interim FY25	100%
Total	44.0		

Segment Performance



Gross sales	FY25 (\$m)	FY24 (\$m)	Change (%)
Software	1,166.3	963.8	+21.0%
End point solutions	1,136.7	956.0	+18.9%
Advanced solutions	825.8	738.9	+11.8%
Retail	380.0	373.4	+1.8%
Audio visual	209.7	201.0	+4.3%
Access and Surveillance	137.2	118.3	+16.0%
Services	10.3	11.5	-10.4%
Total gross sales	3,866.0	3,362.8	+15.0%



New Vendors added in 2025



FY25 Operational Highlights

- Materialisation of the Windows 10 Refresh opportunity at scale, with end point device sales growing by 18.6% YoY.
- Selected distribution partner to build Australia's first sovereign AI factory, A1-F1 (Melbourne) delivering a meaningful revenue contribution.
- Established AI Proof of Concept (PoC) facility partnership with Dell Technologies and Equinix (Sydney) creating a place where partners can test AI workloads.
- Appointment as a distributor for cybersecurity leader, CrowdStrike, as well as AI data management vendor, VAST.



 **CROWDSTRIKE**


Technologies


EQUINIX


VAST



Industry Recognition

ARN

Sustainability
Distributor of the Year

Creativity Distributor
of the Year

RESELLERNEWS

Software Distributor of
the Year

Channel Choice
Distributor of the Year



Distributor–Partner
Impact Award

Distributor–Partner
Enablement Award

Industry Recognition



IT Distributor of the Year
IT Distributor of the Year - Innovation



Distribution Partner of the Year - AU



Distributor of the Year - AU



Distributor of the Year - AU



APAC Distributor of the Year - AU
Global Distributor of the Year - AU



APAC Distributor of the Year



Distributor of the Year - AU



Distributor of the Year - AU



Distributor of the Year - NZ



Distributor Specialist of the Year - AU
Distributor of the Year - AU



Distribution Partner of the Year - AU



Best Distributor



Networking Distributor of the Year - AU
Best Distributor - Hybrid IT - NZ
Top Channel Marketing - NZ
Financial Services Partner of the Year - NZ



High Commended - NZ



ANZ Distributor of the Year - AU



Regional Distributor of the Year - AU



Asia & ANZ Surface Distributor of the Year



Distribution Partner of the Year - AU



Distributor of the Year - AU



Supplier of the Year - NZ



Distributor of the Year - AU
Best Networking Distributor - AU



Distributor Rising Star Award - AU



Distribution Partner of the Year - AU



ANZ Distributor of the Year - NZ



Distributor of the Year - AU



ANZ Distributor of the Year 2024 - AU



Market Update

Market Update & Outlook

Gartner states IT spending in Australia is expected to reach A\$172.3b in 2026, up 8.9% from 2025¹

Australian IT Spending Forecast 2025–2026 (A\$M)

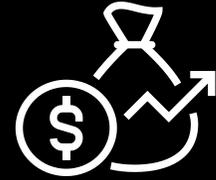
- Data Centre Systems: 2026 = 10,071 (growth 22.5%)
- Devices: 2026 = 16,406 (growth 6.6%)
- Software: 2026 = 59,945 (growth 13.6%)
- IT Services: 2026 = 58,782 (growth 5.6%)
- Communications Services: 2026 = 27,061 (growth 3.6%)
- Overall IT: 2026 = 172,265 (growth 8.9%)

Gartner (as reported by Reseller News) expects New Zealand IT spending to reach \$25.6b in 2026 (+10.4% YoY)²

Inventory levels at year-end positions the Company well where price volatility and global market uncertainties are emerging.

1: Gartner, Inc. (2025) Gartner forecasts IT spending in Australia to exceed \$172 billion in 2026. Available at: <https://www.gartner.com/en/newsroom/press-releases/2025-09-08-gartner-forecasts-it-spending-in-australia-to-exceed-172bn-in-2026> (Accessed: 17 February 2026).

2: Guan, L. (2025) Gartner: IT investments surge to \$25.6 billion in 2026 to prepare for AI. Reseller News, 9 September. Available at: <https://www.reseller.co.nz/article/4053346/gartner-it-investments-surge-to-25-6-billion-in-2026-to-prepare-for-ai.html> (Accessed: 17 February 2026)



Total AU IT spend
\$172.3b
Total NZ IT spend
\$25.6b



Data Centre growth
+22.5%

Artificial Intelligence

- Global uptake of AI solutions is happening faster and more effectively than in Australia and New Zealand. Significant Government investment in the USA and Europe is driving rapid outcomes and uptake.
- While appetite for AI solutions is evident in ANZ, the Company's ecosystem needs guidance and support to make the promise of AI a reality.
- Dicker Data is launching a new AI Accelerate series, visiting key partners around the country over the course of 2026.
- The Company's aim is to make AI solutions more accessible, supporting an acceleration of AI adoption across Australia and New Zealand.
- Dicker Data's solution builds on historical investment with Dell Technologies to deploy an AI proof-of-concept, hosted in Sydney datacentre, Equinix. The Company's Cisco AI Pod is expected to be online in 1H26.





Strategy Update

Strategic Themes

Dicker Data's key strategic initiatives are supported by several underlying supportive industry thematic

AI & Data Infrastructure

- Scale AI-enabled infrastructure demand across enterprise, mid-market and Neocloud providers (NCPs)
- Broaden partner access to next-generation AI platforms locally
- Accelerate practical AI adoption through enablement + packaged solutions

Datacentre Modernisation and Refresh

- Capture the data centre refresh cycle as businesses prepare to upgrade ageing infrastructure
- Differentiate through partner-facing architecture and migration support
- Dicker Data brings one of the broadest ANZ data centre infrastructure portfolios to market

Software, Cybersec, Compliance, Identity

- Drive sustained growth in software + security as demand intensifies
- Expand security ecosystem depth through vendor additions and category coverage
- Scale higher-value, recurring outcomes via services-led enablement

SMB Partner Base

- Position for SMB demand recovery as confidence improves
- Strengthen a low-touch / no-touch engagement model
- Equip SMB partners for rising solution complexity

DAS & Retail

- Sustain momentum in DAS and Retail through capability and scale investments
- Expand portfolio breadth with a consistent pipeline of new vendors
- Accelerate growth through operational improvements and targeted enablement

International Expansion

- **Focused ASEAN Expansion:** Concentrating international growth efforts on ASEAN region, where strong alignment between market needs and Dicker Data capabilities.
- **Organic Growth Strategy:** Any expansion will be driven by organic growth, leveraging existing strengths rather than relying on acquisitions or heavy infrastructure investment.
- **Marketplace-Led Entry Model:** Utilising Dicker Data's robust marketplace platform and integrated marketing and enablement capabilities, aiming to enter new markets with high functionality and lower cost.
- **Scalable Technical & Sales Depth:** Dicker Data is optimally sized to deliver deep technical and sales expertise while offering platform scalability that supports rapid regional growth.
- **Vendor-Aligned Market Entry:** Actively collaborating with supportive vendors to identify strategic entry points, ensuring alignment and momentum from day one.
- **Timeline:** No confirmed timeline at this stage, however the Company has internal targets for the launch.

TECH X

network with over

4,500

channel partners

Targeted national exposure

Showcase your products,
services and latest tech

Share your vision for the future

Support the local IT partner community



PERTH

Perth Convention and
Exhibition Centre

Wednesday 12th August 2026

BRISBANE

Brisbane Convention
& Exhibition Centre

Thursday 20th August 2026

MELBOURNE

Melbourne Convention
& Exhibition Centre

Tuesday 29th September 2026

SYDNEY

International Convention
Centre Sydney

Tuesday 15th September 2026



Questions?



**Scan the QR code to
subscribe to updates
from Dicker Data**

<https://www.dickerdata.com.au/investor#subscribe>



Appendix

Consolidated Statement Of Profit Or Loss And Other Comprehensive Income

For the year ended 31 December 2025

	Note	31 Dec 25 \$'000	31 Dec 24 \$'000
REVENUE			
Revenue from contracts with customers		2,559,141	2,272,777
Other revenue:			
Interest received		630	1,531
Recoveries		2,787	833
Other revenue		6,587	7,881
	4	2,569,145	2,283,022
EXPENSES			
Cost of goods sold		(2,211,475)	(1,948,606)
Employee benefits expense		(159,674)	(146,983)
Depreciation and amortisation	5	(13,654)	(14,142)
Finance costs	5	(21,692)	(24,629)
Other expenses		(40,486)	(35,468)
		(2,446,981)	(2,169,828)
Profit before income tax expense		122,164	113,194
Income tax expense	6	(36,575)	(34,500)
Profit after income tax expense for the year		85,589	78,694
Profit attributable to members of the Company		85,589	78,694
Other comprehensive income, net of tax			
Items that may be reclassified subsequently to profit or loss			
Foreign currency translation		(1,214)	(374)
Total comprehensive income for the year		84,375	78,320
Total comprehensive income attributable to members of the Company		84,375	78,320
Weighted earnings per share			
Basic earnings per share	31	47.37	43.62
Diluted earnings per share	31	47.37	43.62

Consolidated Statement Of Financial Position

As at 31 December 2025

	Note	31 Dec 25 \$'000	31 Dec 24 \$'000
ASSETS			
Current assets			
Cash and cash equivalents	10	66,418	45,813
Trade and other receivables	11	551,712	519,467
Inventories	12	312,441	286,724
Current tax asset	7	20,245	4,740
Total current assets		950,816	856,744
Non-current assets			
Right of use asset	15	13,171	16,517
Property, plant and equipment	13	91,955	94,807
Intangible assets	14	86,598	90,334
Deferred tax assets	8	5,501	2,164
Other	11	1,111	1,333
Total non-current assets		198,336	205,155
TOTAL ASSETS		1,149,152	1,061,899
LIABILITIES			
Current liabilities			
Trade and other payables	16	478,925	408,787
Lease Liabilities	15	3,461	4,366
Borrowings	17	99,385	106,566
Short-term provisions	18	31,730	26,214
Total current liabilities		613,501	545,933
Non-current liabilities			
Borrowings	17	260,000	245,000
Lease liabilities	15	11,087	13,213
Deferred tax liabilities	9	3,544	3,986
Long-term provisions	18	3,997	4,050
Total non-current liabilities		278,628	266,249
TOTAL LIABILITIES		892,129	812,182
NET ASSETS		257,023	249,717
EQUITY			
Equity attributable to Equity Holders			
Issued capital	19	219,626	217,205
Reserves	20	(1,581)	(367)
Retained profits		38,978	32,879
TOTAL EQUITY		257,023	249,717

Operating segments

Consolidated – 31 Dec 2025	Australia New Zealand Singapore			TOTAL
	\$'000	\$'000	\$'000	\$'000
Revenue				
Revenue from contracts with customers	2,160,293	398,848	-	2,559,141
Other revenue:				
Interest received	293	337	-	630
Recoveries	2,787	0	-	2,787
Other revenue	7,194	(596)	(11)	6,587
Total revenue	2,170,567	398,589	(11)	2,569,145
Expenses				
Cost of goods sold	(1,862,055)	(349,420)	-	(2,211,475)
Employee benefits expense	(137,457)	(21,423)	(794)	(159,674)
EBITDA	138,566	18,369	(55)	156,880
Depreciation & amortisation	(9,234)	(4,411)	(9)	(13,654)
Interest revenue	293	337	-	630
Finance costs	(18,138)	(3,554)	-	(21,692)
Profit before income tax	111,487	10,741	(64)	122,164
Income tax expense	(33,496)	(3,079)	-	(36,575)
Income tax expense	77,991	7,662	(64)	85,589
Segment current assets	806,481	144,373	(38)	950,816
Segment non-current assets	139,353	58,969	14	198,336
Segment assets	945,834	203,342	(24)	1,149,152
Segment current liabilities	501,871	111,611	19	613,501
Segment non-current liabilities	263,548	15,080	-	278,628
Segment liabilities	765,419	126,691	19	892,129

Disclaimer



www.dickerdata.com.au

This presentation has been prepared by Dicker Data Ltd (ACN 000 969 362). All information and statistics in this presentation are current as of 26 February 2026 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.

Mary Stojcevski - CFO
Vladimir Mitnovetski - COO

Mary.Stojcevski@dickerdata.com.au
Vlad.Mitnovetski@dickerdata.com.au

