

FY21 RESULTS PRESENTATION



DICKER
DATA

www.DickerData.com.au



2021 HIGHLIGHTS

\$2.5b

Total Revenue

▲ Up 24.2% YOY

\$118.7m

EBITDA

▲ Up 29.9% YOY

\$520m

Recurring Revenue

▲ Up +19.7% YOY

\$73.6m

Net Profit After Tax

▲ Up 28.6% YOY

42.6c

Earnings Per Share

▲ Up 25.6% YOY

Dicker Data acquired Exeed to create New Zealand's 2nd largest technology distributor



6,200

Active AU Partners



2,000

Active NZ Partners

ARN
FROM IDG

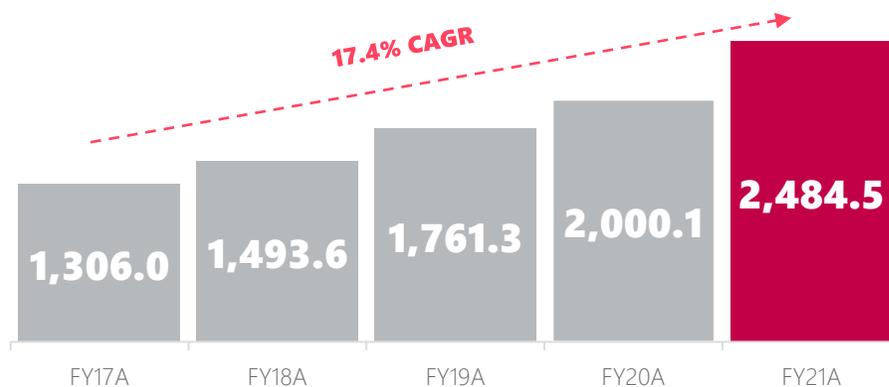
We were named ARN's **Diversity & Inclusion Champion**

December 2021 was our **largest revenue month** ever at \$300M

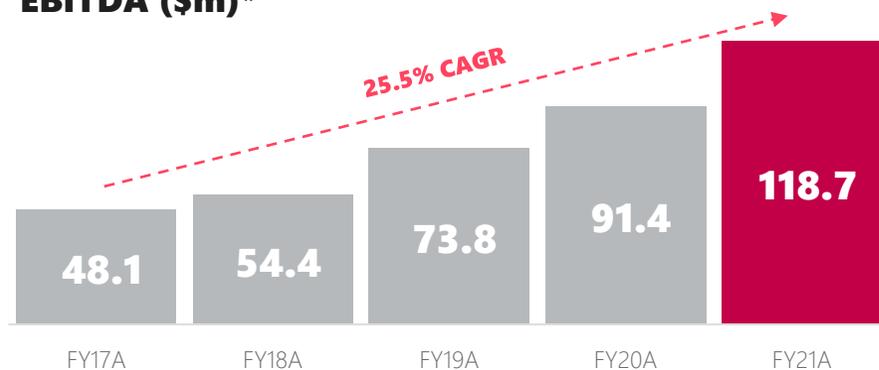
Australia relocated to new custom built facility

FINANCIAL TRENDS – FY21

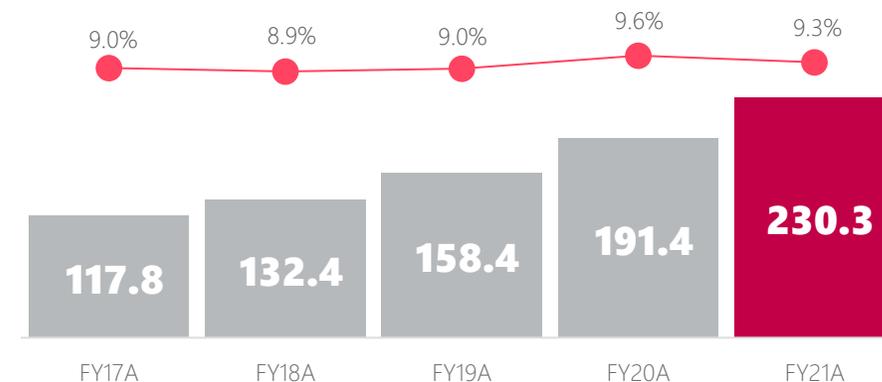
REVENUE (\$m)*



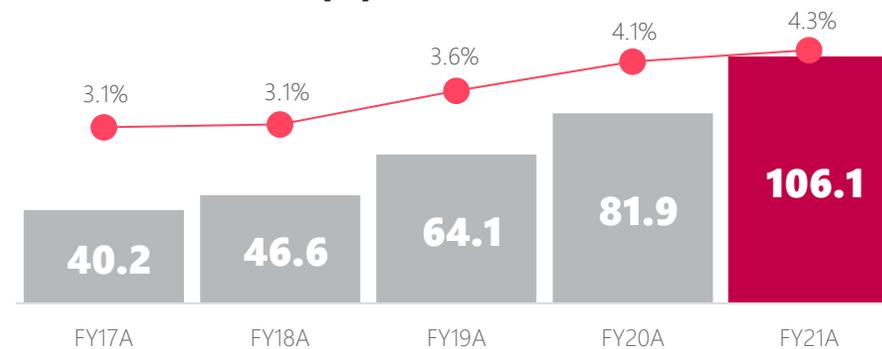
EBITDA (\$m)*



GROSS PROFIT (\$m) & GROSS PROFIT MARGIN (%)



NET PROFIT BEFORE TAX (\$m)** & NPBT MARGIN (%)



*Excludes profit on sale of property in 2019 and in 2021 excludes one-off acquisition transaction costs.

**Excludes profit on sale of property and cost of the employee share scheme in 2019 and in 2021 excludes one-off acquisition costs

FY21 GROUP RESULTS

- Revenue growth for the Group of 24.2%.
- Recurring software revenue grew 19.7% to \$520m.
- Gross profit margin slightly abated to 9.3% compared to FY20 as the market normalised following the opportunities created by the pandemic and supply chain disruption.
- Operating costs increased by 15.2% on FY20 but declined as a proportion of revenue to 4.7% (down from 5.1%) as the Company continues to benefit from scale.
- Operating profit before tax increased by 29.6%, excluding one-off transactions costs related to the acquisition of the Exeed business.

12 months (\$m)	Dec-21	Dec-20	Increase
Total Revenue	2,484.5	2,000.10	24.2%
Gross Profit	230.3	191.4	20.3%
Gross Margin	9.30%	9.60%	
EBITDA*	118.7	91.4	29.9%
Operating Profit Before Tax*	106.1	81.9	29.6%
PBT Margin	4.27%	4.10%	
Net Profit After Tax	73.6	57.2	28.6%

*Excluding one-off acquisition transaction costs

FY21 RESULTS NZ

- Revenue growth of 127.6% with 5 months contribution of Exeed business.
- Exeed revenue contribution was \$152.1m.
- Excluding Exeed contribution, New Zealand revenue grew 27.3%.
- Whilst gross profit margin was down to 7.6% with introduction of the retail business, gross profit increased by 97.9%.
- Profit before tax increased 221.6% to \$6.6m.

12 months (\$NZD)	Dec-21	Dec-20	Increase
Total Revenue	345.3	151.8	127.6%
Gross Profit	26.3	13.3	97.9%
Gross Margin	7.6%	8.8%	
EBITDA	9.8	3.1	218.4%
Operating Profit Before Tax	6.6	2.1	221.6%
PBT Margin	1.9%	1.4%	
Net Profit After Tax	5.0	1.4	248.8%

FY21 BALANCE SHEET

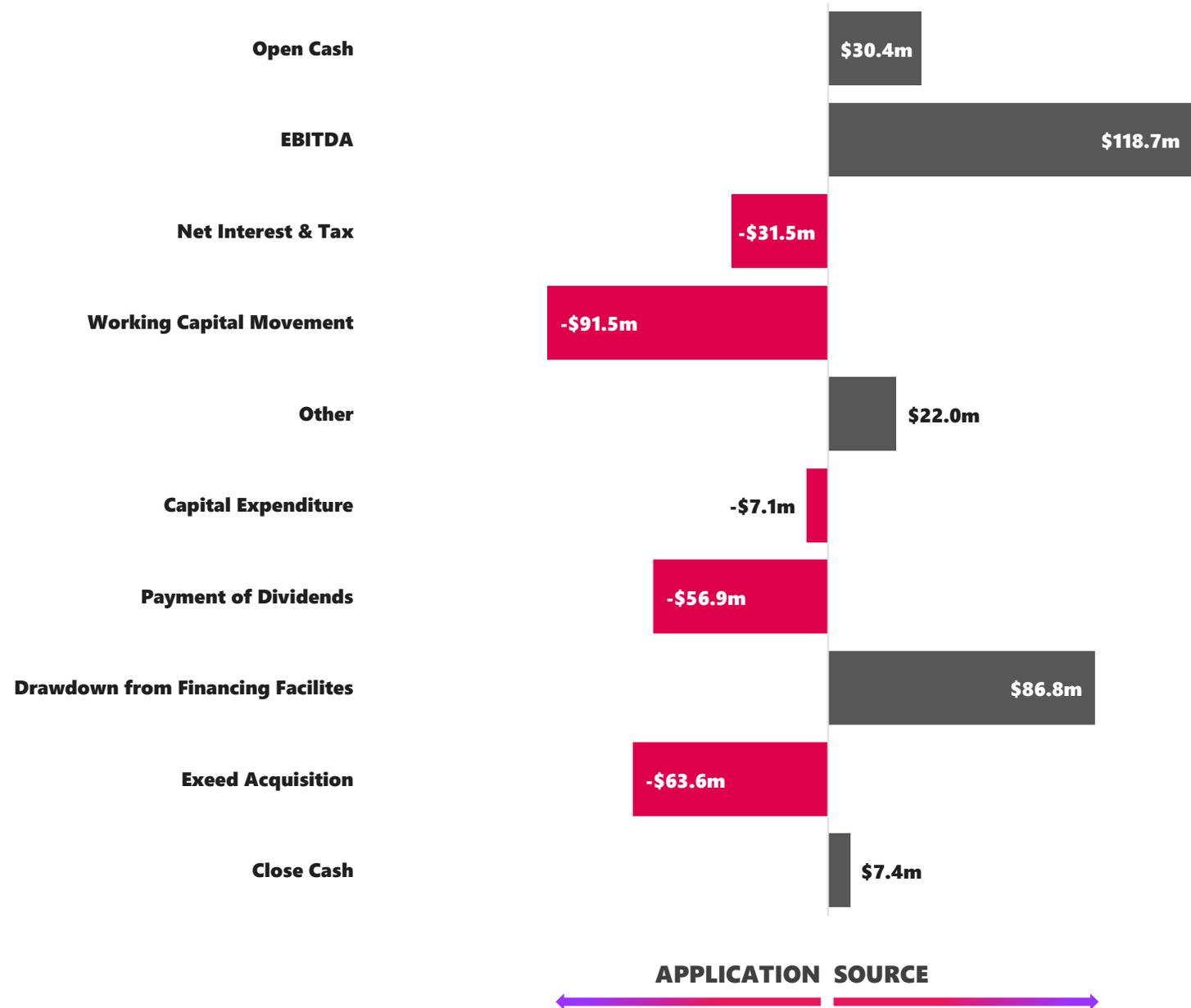
The Company has increased its working capital investment as a result of the Exeed acquisition and has made further strategic inventory investments during this period of supply chain disruption.

These investments have been funded by debt which has increased the Company's leverage. The Company's ability to service that debt has continued to improve.

12 months (\$m)	Dec-21	Dec-20
Net Working Capital (\$m)	258.6	167.0
Net Working Capital Days	35.0	27.3
Debt to Equity	1.29x	0.74x
Debt Service Cover Ratio	28.37x	27.09x
Net Tangible Assets (\$m)	79.7	136.7

Net Assets (in \$m)	Dec-21	Dec-20
Cash and equivalents	7.4	30.4
Accounts receivable	455.5	327.0
Inventory	201.3	113.2
Total current assets	664.2	470.6
PP&E, net	82.3	78.0
Goodwill & Intangibles	98.6	24.9
Other assets	9.0	8.4
Total assets	854.1	581.9
Accounts payable	398.2	273.2
Borrowings	170.2	120.0
Other current liabilities	31.2	20.6
Total current liabilities	599.6	413.8
Borrowings	60.0	0.0
Other long-term liabilities	16.3	6.5
Total Liabilities	675.8	420.3
TOTAL NET ASSETS	178.3	161.6
Shareholders' Equity		
Share Capital	139.5	131.8
Reserves	0.3	0.3
Retained earnings	38.4	29.6
TOTAL EQUITY	178.3	161.6

FY21 CASH FLOW



FY21 DIVIDENDS

- The FY21 dividend of 42 cps presents an increase of 27.3% up from 33 cps in FY20.
- Dividends include a final dividend for FY21 to be paid on 1 March 2022 at 15 cps.
- In FY22 the Company intends to maintain its 100% dividend policy and to continue paying interim dividends in quarterly instalments.
- The DRP will be retained for FY22.

Payment Date	Dividend (CPS)	Type	Amount Franked
01-Jun-21	0.090	Interim	100%
01-Sep-21	0.090	Interim	100%
01-Dec-21	0.090	Interim	100%
01-Mar-22	0.150	Final	100%
Total	0.4200		

NEW BUILDING UPDATE

- New facility at 238 Captain Cook Drive, Kurnell NSW was completed in February 2021 and officially opened by the Prime Minister of Australia, The Hon. Scott Morrison MP in April 2021.
- Warehouse space increased by over 80% to 22,965 sqm, providing space for increased inventory holding and future technology portfolio diversification.
- Office, amenities and circulating space doubled to over 5,960 sqm.
- Dedicated configuration and staging center with additional rooms available for Dicker Data's reseller partners to hire.
- Dedicated training rooms and collaboration zones for use by staff, vendors and partners.
- Sustainability items include 678 solar panels, 8 electric vehicle chargers, recycled water systems, over 130,000 new grasses, trees, shrubs and ground cover were planted, and large concrete structures found during excavation have been repurposed into large outdoor planters, adding to the overall landscaping.
- Stage two warehouse and office expansion will go to tender in April 2022, with building work expected to commence by June 2022.



UPDATE ON EXEED

- Acquisition completed 6 August 2021.
- The revenue contribution from the Exeed business in FY21 was \$183.1m AUD.
- The NZ contribution was \$144.9m (NZD\$152.1m) and \$38.2m in Australia.
- Integration of Exeed Australia was completed at the end of December with stock relocated to Sydney. Now operating out of one location with Melbourne warehouse exited.
- Work is underway to integrate the Exeed Ltd business in New Zealand into Dicker Data NZ Ltd.



ACQUISITION OF HILLS SIT DIVISION

- In February 2022 the Company announced intention to acquire the Hills Physical Security and IT (SIT) Division.
- Over 50 net new vendors in the physical security market.
- Over 2,000 customers, 85% of whom are new to Dicker Data.
- Over 130 staff will be transitioned.
- Nationwide network of seven trade centers.
- Purchase price of approximately \$A20m.
- Business Sale Agreement is conditional to Hills shareholder approval.

OPPORTUNITIES

- The Physical Security market is converging with the traditional IT channel.
- Large existing base of Hills customers will gain access to new technologies offered by Dicker Data.
- Opportunity to leverage synergies between the two businesses to accelerate growth.
- Introduce the existing Hills SIT customer base to Dicker Data's wide range of leading technologies, security expertise and value-added services.

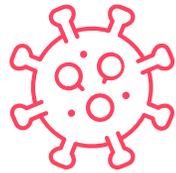




BUSINESS UPDATE

MARKET CHALLENGES

Despite the top three market challenges faced in 2021, Dicker Data has successfully navigated the changing dynamics



COVID-19 PANDEMIC

- Demand for end-user compute products remains strong as more companies embrace long-term work from anywhere arrangement.
- Return to the office in 2022 is driving demand for smart office and Pro AV equipment



CHIP SHORTAGES

- Strategic investment into holding the right stock mix to service demand
- Long-range forecasting to ensure as predictable supply as possible
- Leveraging our ecosystem to fulfil demand



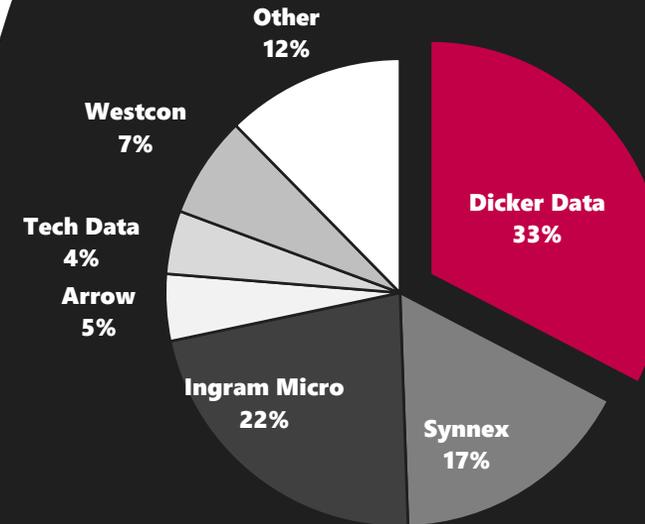
LOGISTICS CONSTRAINTS

- Increased breadth and depth of partnerships with logistics provider.
- Further investment into automation and efficiency gains to increase transparency to partners and create more predictable delivery windows

IT MARKET AND OUR STRATEGY

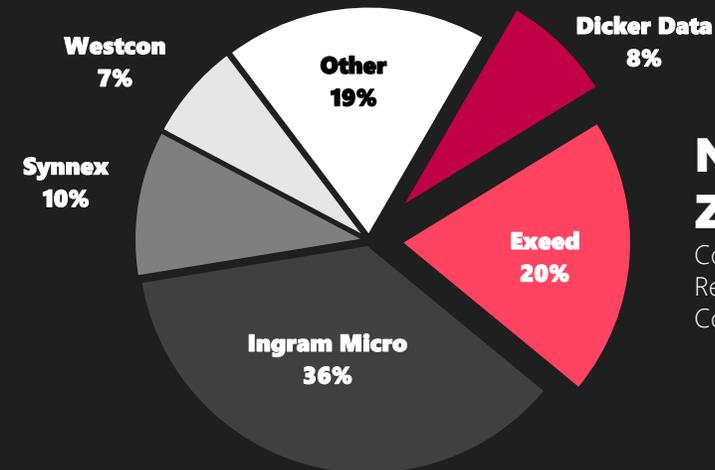
- We have continued to grow our share of both the Australian and New Zealand IT market, commanding a dominant number one position in Australia and with the platform to become number one in New Zealand following the Company's acquisition of Exeed.
- Our focus on the corporate, commercial and enterprise sector has delivered material growth as businesses across ANZ continue to accelerate their digital transformations.
- We are constantly evaluating the technology landscape for opportunities to accelerate our growth, as exemplified by the Company's recent acquisition of the Exeed Group and the Hills Security and IT division.
- Our focus on growing our active partner base has seen the Company trade with over 8,200 reseller partners in 2021.
- The Company will benefit from an entry into the Retail distribution market via the Exeed business in 2022. This represents a significant untapped market opportunity in ANZ for the Company.

IT DISTRIBUTION MARKET SHARE



AUSTRALIA

Corporate, Commercial and Enterprise only



NEW ZEALAND

Consumer, Large National Retail, Corporate, Commercial and Enterprise

ANZ VENDOR PORTFOLIO



INDUSTRY RECOGNITION

Australia and New Zealand in 2021



ASUS NZ
Motherboard
Distributor of the
Year



Checkpoint
Top Cloud
Distribution
Partner of the Year



Cisco
APJC SB Marketing
Innovation &
Excellence



**Dell
Technologies**
Distributor of
the Year



Honeywell NZ
Distributor of
the Year



HP
PC Distributor of
the Year - AU



Intel
Highest DCG
Revenue
Growth - APJ



Lenovo NZ
IDG Distributor of
the Year



Microsoft
#1 Fastest Growing
Teams Distributor
in APJ



Microsoft NZ
Global Runner Up
Indirect Provider
Partner of the
Year!



Poly
Distributor
of the Year



SecurID – RSA
outstanding
commitment,
dedication &
support



Seagate
APAC Distributor
of the Year



Seagate
Highest Growth
Distributor



Trend Micro
Distributor of
the Year



ARN
Hardware
Distributor of the
Year



ARN
Diversity and
Inclusion
Champion



2021 VENDOR ADDITIONS



vmware®

VMware



Jabra^{GN}

Jabra



Forcepoint

ForcePoint



COMMSCOPE[®]
RUCKUS[®]

Commscope Ruckus



NVIDIA.

NVIDIA Mellanox



StarTech.com[®]

StarTech



inseego.

Inseego



neat.

Neat



zoom

Zoom

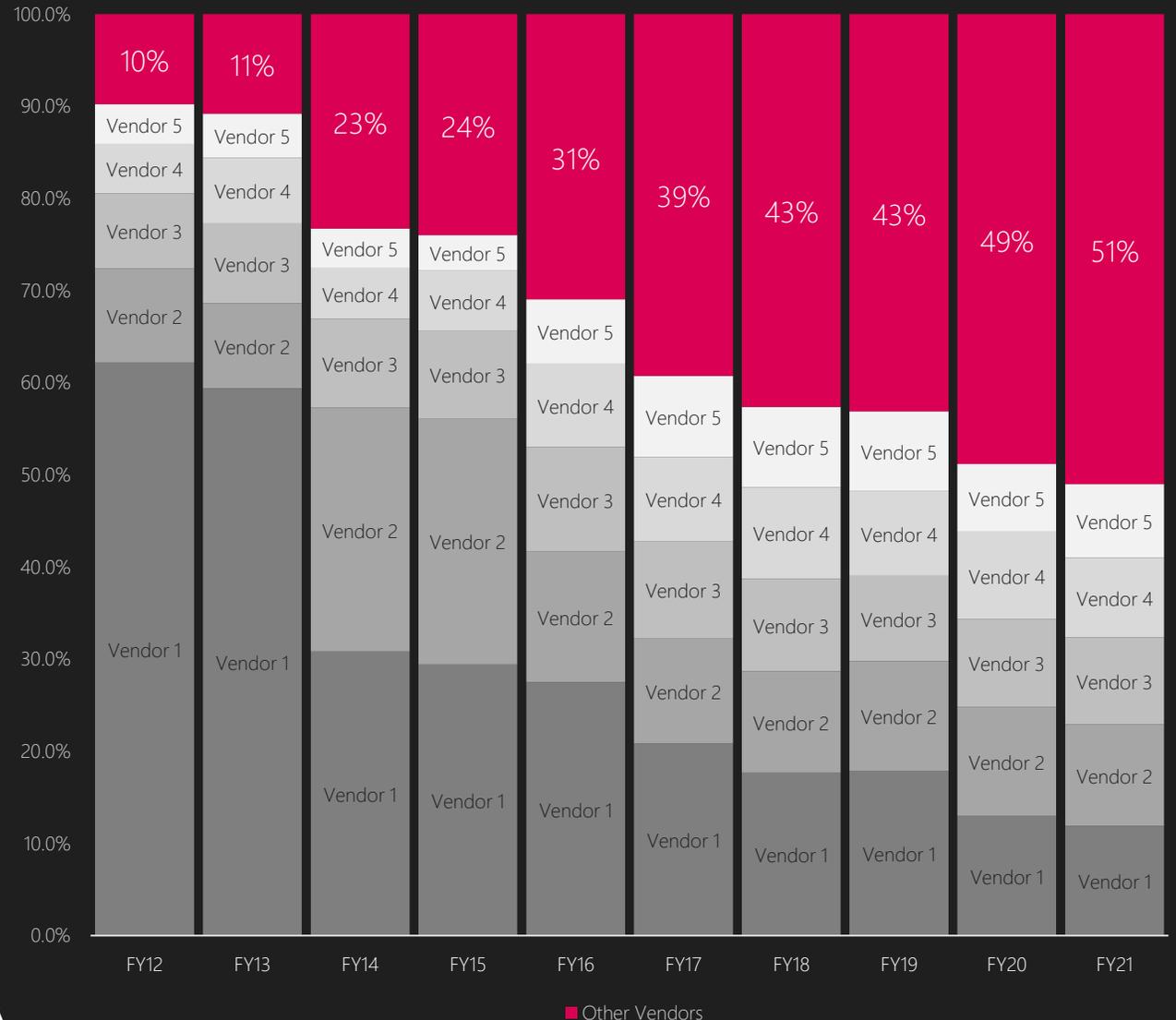
Excluding new vendor agreements from the acquisition of the Exeed group.

LONG-TERM VENDOR RELATIONSHIPS

- Dicker Data has continued to introduce new vendors to reduce reliance on any single vendor.
- 9 new vendors in key strategic segments were added in FY21.
- Top 5 vendors overall contribution has reduced from 90% in FY12 to 49% in FY21.
- The recent acquisitions of the Exeed and Hills SIT businesses highlights and reaffirms this strategy and will continue to dilute concentrations.

MAJOR VENDOR CONCENTRATION

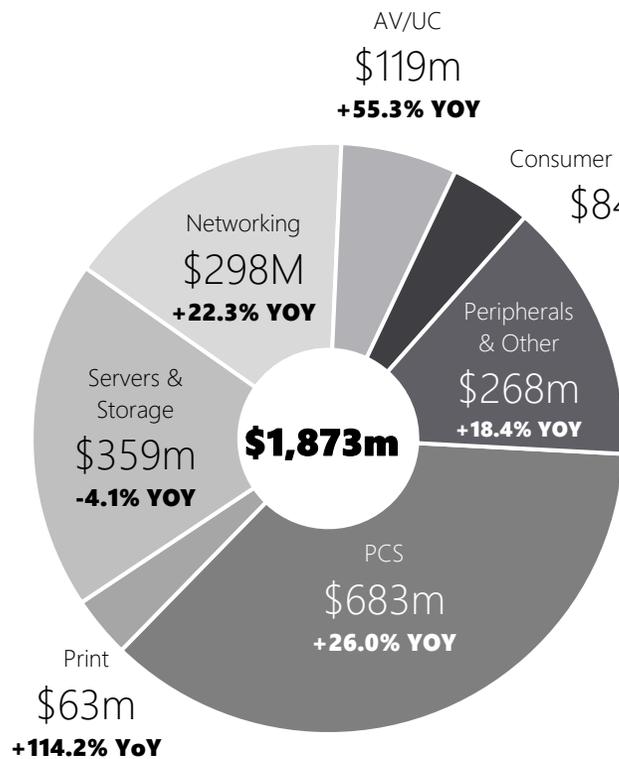
% of sales



REVENUE CATEGORY

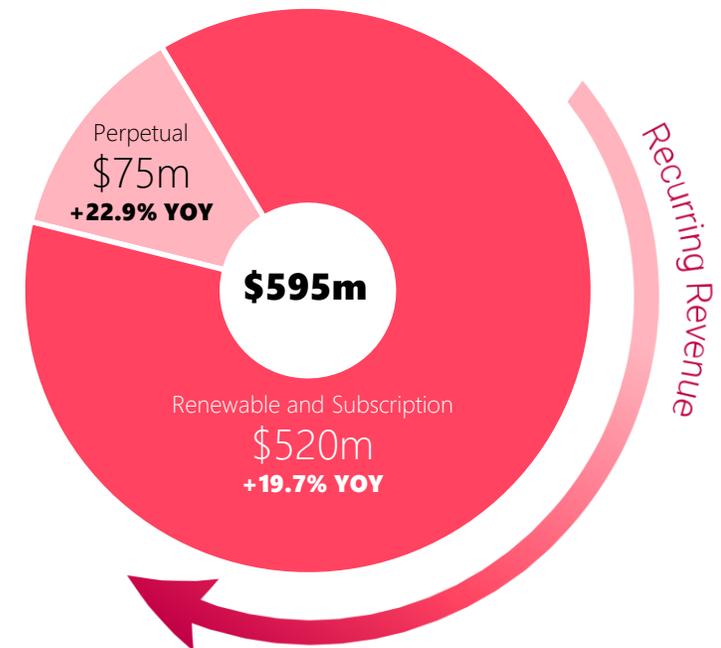
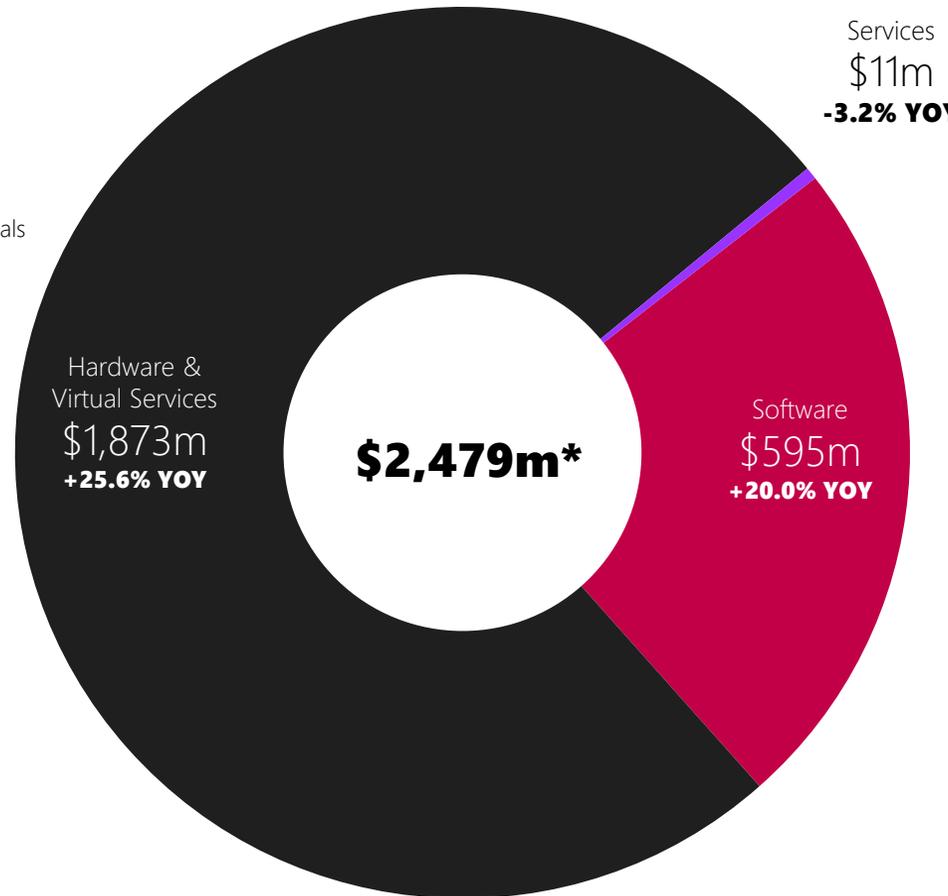
Splits and growth

*Revenue from the sale of goods and services.



HARDWARE

by product category



SOFTWARE

by billing method

2022 OPPORTUNITIES



SECURITY



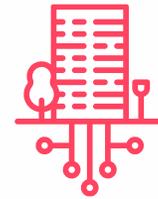
SOFTWARE



DEVICES



HYBRID CLOUD



SMART OFFICE



**PRO AV & UNIFIED
COMMUNICATIONS**



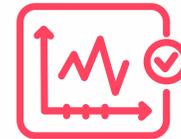
**DATACENTRE
INFRASTRUCTURE**



**NETWORKING
INCLUDING 5G**



RETAIL MARKET



**MARKET
CONVERGENCE
TRENDS**

2022 FOCUS



PHYSICAL SECURITY

The Physical Security market has begun converging with the traditional IT channel, creating an opportunity for Dicker Data to capitalise on an entirely new market that was traditionally adjacent to IT. The Company's planned acquisition of the Hills Physical Security and IT division will accelerate our entry into this market, bringing with it over 50 new vendor partnerships and 2,000 customers, 85% of whom are new to Dicker Data.



RETAIL MARKET

Following the successful acquisition and integration of the Exeed business in Australia, we are focused on leveraging the expertise, partnerships and access we now have to grow our presence in the retail market. With the Exeed New Zealand integration expected to be complete in the first half of 2022, we also expect our New Zealand business to accelerate its entry into the retail market with a number of vendor partners.



2022 FOCUS



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.

UNIFIED COMMUNICATIONS (UC) / AUDIO AND VISUAL (AV)

Dicker Data has grown to become the leading distributor for the unified communications (UC), audio visual (AV), automatic identification and data capture (AIDC) and electrical 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. Continued growth in this area will come from the return to the office trend coupled with workers being granted long-term flexible working arrangements.



2022 FOCUS



WORK FROM ANYWHERE (WFA)

Devices, peripherals, networking and many more IT products underpin the success of the work from anywhere (WFA) movement. We expect to see continued growth across our entire product portfolio that supports the work from anywhere movement. Furthermore, the release of Windows 11 and the ongoing concerns around cybersecurity will drive device refresh and growth in our software portfolio.





QUESTIONS?



THANK YOU

DISCLAIMER

DICKER

D A T A

This presentation has been prepared by Dicker Data Ltd (ACN 000 969 362). All information and statistics in this presentation are current as of 28 February 2022 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.

www.DickerData.com.au



David Dicker - CEO
Mary Stojcevski - CFO
Vladimir Mitnovetski COO

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