

5 July 2021

H1 2021 Market Update

Dicker Data Limited (**ASX: DDR**) (Company), today provides an update on the Company's H1 2021 earning result, interim dividends and operational trading update for the half year ended 30 June 2021.

H1 2021 Results

Summary of results and highlights for H1 2021 are as follows:

| 6 months to: | \$m Jun-21 | \$m Jun-20 | Increase |
|-----------------------------|---------------|---------------|----------|
| Total Unaudited Revenue | 1,070 | 1,006 | 6.4% |
| Estimated Profit Before Tax | 45 | 42 | 7.1% |

- Strong revenue growth for the half year with unaudited revenue finalising at approximately \$1,070m, an increase of 6.4% on the prior corresponding period (pcp).
- This result has been achieved off the back of a flat Q1 2021 and follows a very strong H1 2020 where the Company delivered revenue growth of 18.2% on the pcp.
- A strong result despite supply constraints experienced in the half.
- Whilst supply constraints continue our ability to forecast and manage allocation of stock improved over the course of the second quarter and is reflected in the result.
- There is still a significant backlog of orders that we expect to fulfil in the second half of 2021.
- Whilst net profit numbers are yet to be finalised, it is estimated that profit before tax to be approximately \$45m for the half year, representing an estimated increase of 7.1% on pcp.

Operational Update

Dicker Data has performed strongly in H1 2021, delivering an increase of 6.4% revenue growth. Factoring in the 18.2% growth the company experienced in H1 2020, coupled with relatively flat revenue growth in Q1 2021 as a result of the global chip shortage, this is a great result and a testament to our teams across the Company. It also emphasises the strength and resilience of our operating model.





As previously advised, the global chip shortage is expected to continue for the foreseeable future as manufacturers work at a global level to manage the available inventory. Larger international markets, such as the US and Europe are experiencing higher allocations than many countries across the APAC region. Each vendor is executing a slightly different strategy, and as proven by the Company's H1 2021 results, Dicker Data is extremely well placed to capitalise on the opportunities this unique market dynamic is creating. Over the course of the first half of 2021 Dicker Data has been able to adapt to the changing supply chain challenges and have improved our ability to forecast and work with our vendors to secure stock allocations whilst better managing customer expectations.

Despite current shortages we are experiencing strong demand with a backlog of orders to fulfil and as supply improves, we expect to continue to meet this demand in the second half of 2021. We are also identifying significant opportunities within the technology sector as digital transformation continues to accelerate, businesses becoming digital natives and the evolving hybrid and modern workforce becoming dependent on more intelligent, faster and collaborative technology solutions.

As part of our commitment and role in supporting the Australian and New Zealand (ANZ) technology channel, including our vendor and reseller partner communities, Dicker Data will continue to evolve and differentiate its offerings and be the catalyst for the adoption of new, cutting edge technologies.

There is no doubt cybersecurity will continue to be a key focus for all sectors in 2021, with intelligent solutions like Zero Trust enabling secure, compliant, and protected technology environments. We experienced an unprecedented spike in demand for devices throughout 2020, with no signs of demand abating in 2021. We are anticipating a high level of growth in the adoption of automation, machine learning and data capture and analysis tools as businesses and governments prioritise efficiency and productivity within their operations.

Since launching the Company's distribution partnership with technology giant VMware (NYSE: VMW) in April 2021, the brand has gained traction quickly. The Company is pleased to report VMware is already comfortably inside the top 20 vendors represented by Dicker Data at the end of Q2 2021, with increase revenues forecasted. The Company expects ongoing benefits and opportunities from the technology alliance unlocked by the VMware appointment.

Working with over 6,900 resellers and managed service providers across ANZ, the Company support hundreds of thousands of businesses, large and small. We are seeing 5G connectivity play a significant role across Governments, Enterprise, and Education sectors, and communities and individuals as we move into an always-on, connect-from-anywhere society. Everything-as-a-Service (XaaS) continues to gain commercial confidence as demand for subscription models boom. Businesses are demanding scalable access to the technology to meet the changing needs of their workforce and continue to navigate uncertainty caused by the global pandemic.

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Interim Financial Report

The audited Appendix 4D and Interim Financial Report for FY21 will be released on 26th August 2021 where full details of the FY21 half year results will be provided.

Authorised for release by the board of Dicker Data Ltd.

David Dicker
Chairman & CEO

ABOUT DICKER DATA

Dicker Data (ASX: DDR) is an Australian-owned and operated, ASX-listed technology hardware, software, and [cloud](#) distributor with over 42 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 6,900 resellers across ANZ. 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/>

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