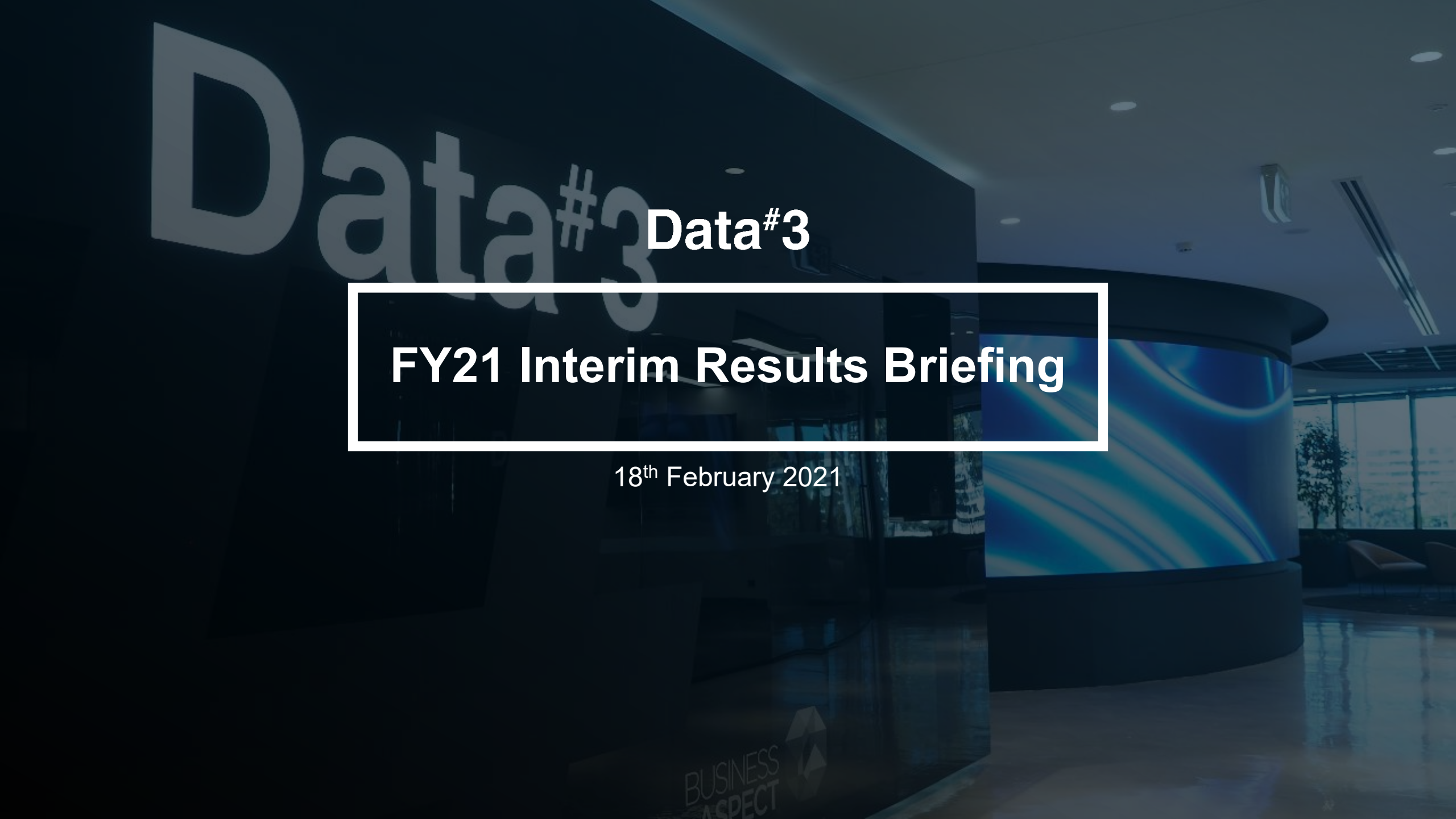




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FY21 Interim Results Briefing

18th February 2021

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The background of the slide features a blue-tinted image of several business professionals in a modern office setting. Overlaid on this image is a complex network of glowing blue lines and nodes, symbolizing digital connectivity and technology. In the center, a white rectangular box contains the title text.

1H FY21 Summary

“We are pleased with the first half performance, delivering another record result despite the challenging environment and changing market conditions.

Once again, this result clearly demonstrates the inherent strength and relevance of our solution offerings in an evolving market, and we are delighted with the rapid growth in our cloud-based business.

Earnings per share increased by **7.9%** to **6.09** cents.

The board declared an **interim dividend** of **5.50** cents per share, up **7.8%** on PCP and representing a **90.3% payout ratio**”



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Our Business

BUSINESS
ASPECT

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

Data#3 in FY21



1,200+
staff



Founded
in **1977**



Listed on the
ASX in 1997



\$1.6 Billion
in revenue in FY20



9 offices across Australia and Fiji
3 integration centres



Approx. 62% revenue under longer term contract



Target market enterprise and government



Largest enterprise software supplier in Asia Pacific



Over 2,000 services projects per year



Cloud

Modern Data Centre

Public Cloud

Private Cloud



Modern Workplace

Collaboration

End User Devices

Printing

Systems Management



Security

Cloud Security

Data Security and Privacy

Identity and Access
Management

Infrastructure and
Endpoint Security

Security Monitoring and
Analytics



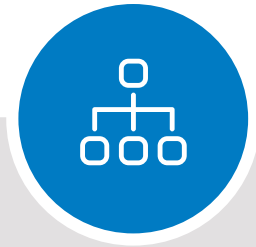
Data & Analytics

Business Analytics

Customer Management

Internet of Things

Location-Based Analytics



Connectivity

IT-OT Networking

Software-Defined Networks

Software-Defined WAN

Wireless Networks

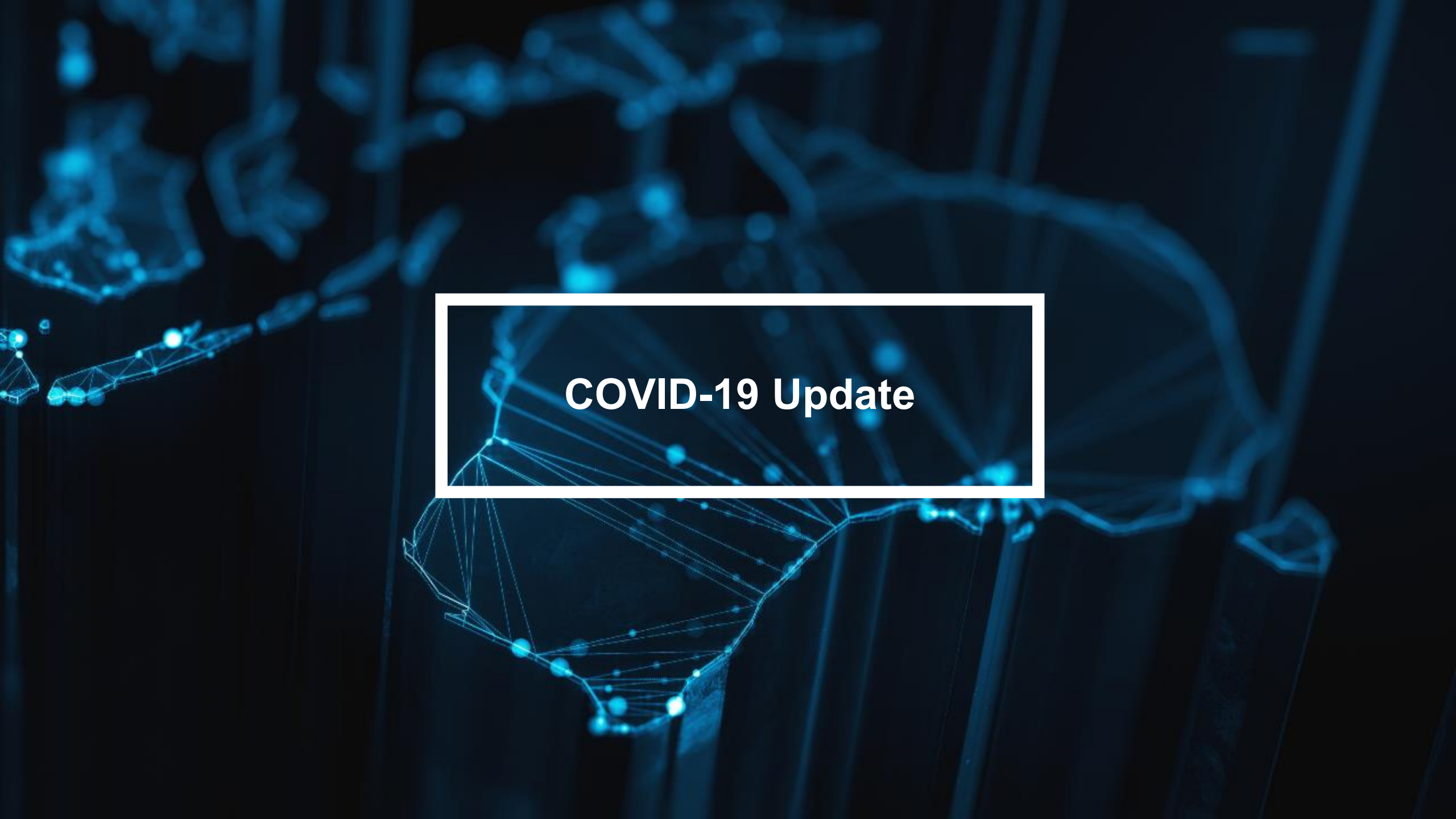
Consulting

Project Services

Support Services

Partnering with leading global suppliers



The background is a dark blue field filled with a complex, glowing network of lines and nodes. The lines are thin and light blue, connecting various points. Some nodes are larger and brighter, appearing as small white or light blue spheres. The overall effect is one of digital connectivity and data flow.

COVID-19 Update

NORMALITY

- Collaboration
- Data Centre Management
- Field Offices
- Home Office & Study
- Remote Access
- Virtual Desktop

- Change Management
- Cloud Backup
- Cloud Telephony
- Device Management
- Endpoint Security
- Governance & Risk
- Home Office & Study
- Identity Security
- Smart Spaces
- Video Spaces

- BCP Review
- Infrastructure Security
- Network Modernisation
- Workforce Models

- App Modernisation
- Data Centre Modernisation
- Process Automation

REACT

ADAPT

RECOVER

GROW

TIME

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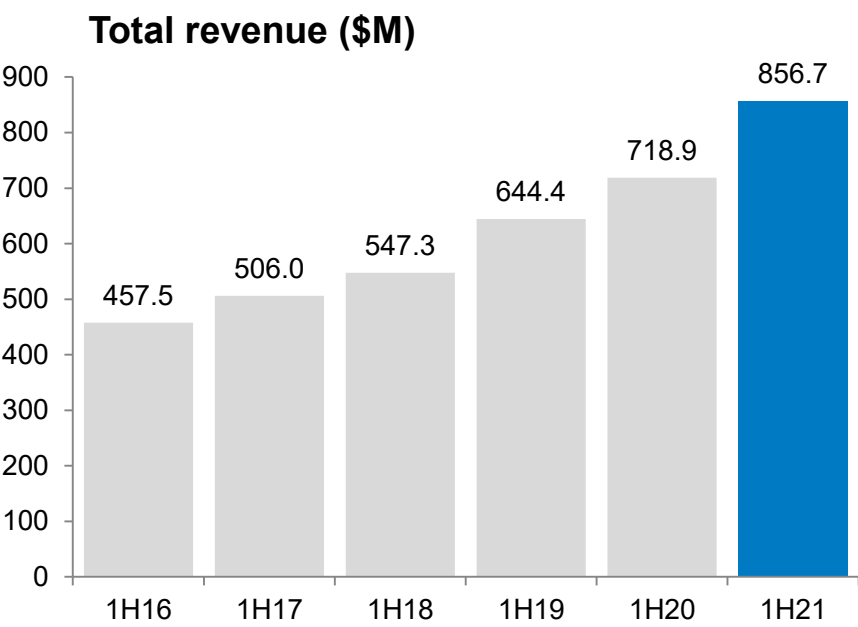
The background is a dark blue collage of financial data. It includes a line graph with multiple peaks and valleys, a bar chart with several vertical bars of varying heights, and various numerical values such as '24.30', '4.32', '13.30', '-0.25', and '+0.20'.

1H FY21 Performance

1H FY21 financial results

Total Revenue	Up 19.2%	\$856.7M
Sales revenue	Up 19.2%	\$856.1M
Public cloud revenue (included above)	Up 37.4%	\$346.1M
Other revenue		\$0.6M
Gross Profit (excluding Other revenue)	Up 1.2%	\$89.7M
Gross margin %	Down 1.8 pp	10.5%
EBIT	Up 14.0%	\$14.1M
EBIT margin %	Down 0.1 pp	1.6%
NPBT	Up 10.2%	\$13.9M
NPAT (excluding minority interests)	Up 7.9%	\$9.4M
Basic earnings per share	Up 7.9%	6.09 cents
Dividend per share	Up 7.8%	5.50 cents

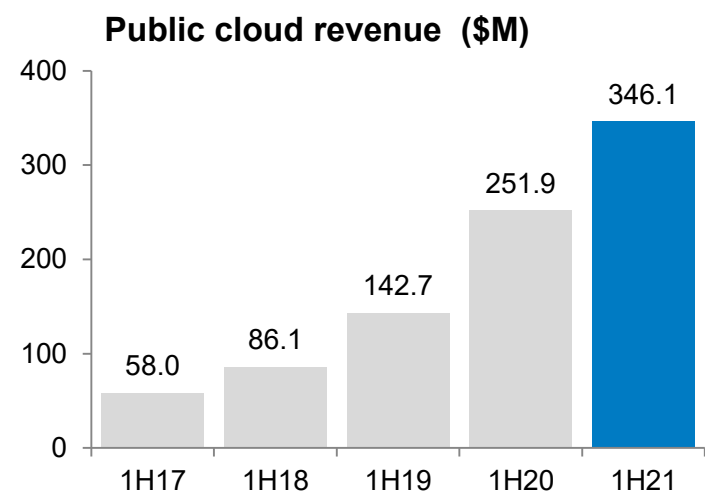
Sustained revenue growth, boosted by cloud



Approximately 62% of revenue under contract.

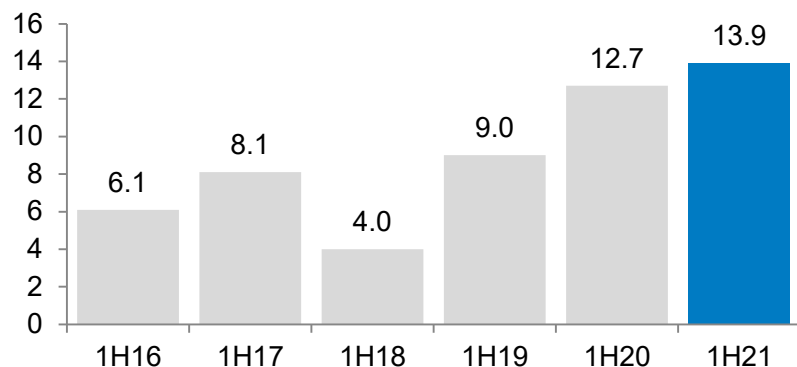
Revenue growth fueled by software licensing and cloud-based solutions.

Total revenue includes \$346.1M of public cloud revenues, up 37.4% on PCP.

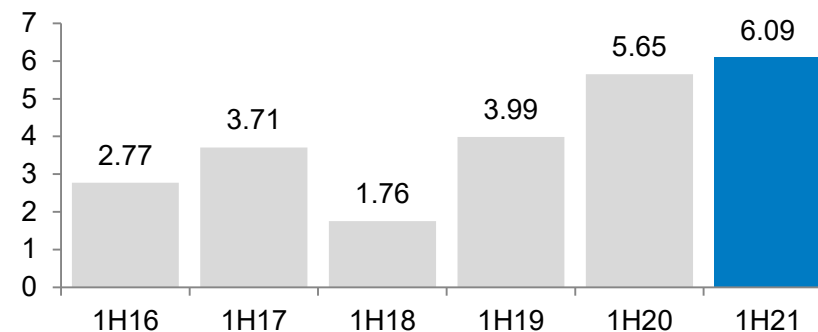


Sustained earnings growth despite challenging environment

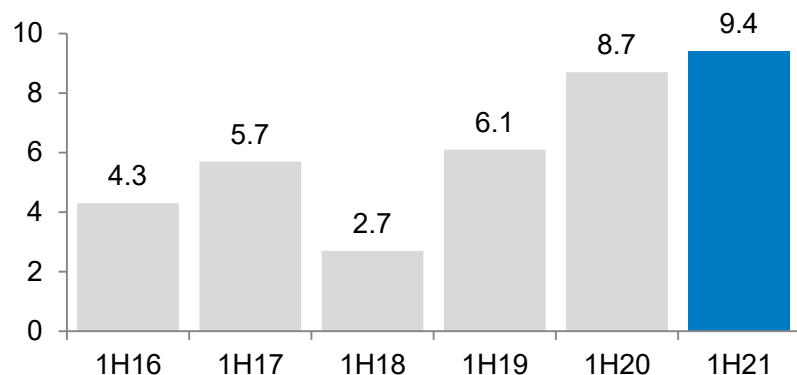
NPBT (\$M)



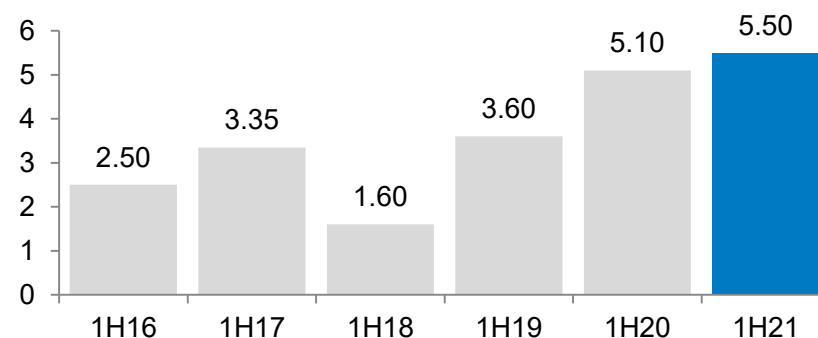
Basic EPS (cents)



NPAT (\$M) – excluding minority interests



DPS (cents)



Solid balance sheet & cash flow

- Strong balance sheet with no borrowings
- Cash flow 'seasonality' consistent with previous years
- Average DSOS of 27.3 days – ahead of target and industry best practice



1H achievements



Global Cisco
Commercial
Partner Award



Cisco ANZ
Partner of
the Year



Microsoft **Azure Expert**
Managed Services
Provider Certification



First ANZ partner
to secure **Dell Technologies**
Cloud Platform Certification



HP PC
Partner
of the Year



Exclusive contract
for **CoreView**
in Australia



Five consecutive
years winning
Employer of Choice



Launched **Diversity**
and Inclusion
program



Sector Trends



2021 ICT Spend

Worldwide 2020 -3.2% 2021 +6.2%

Australia 2020 -2.8% 2021 +3.6%

Sectors to Grow – Education, Health, Government

IT Services, Enterprise Software, Cloud, and Devices

Gartner Oct 29, 2020

Key priorities in FY21



Solutions –
continuing to
enhance our
solutions to adapt
to changing
market demands



**Operational
Excellence** –
seeking to further
improve our
operational
efficiency and
gain greater
leverage from our
cost base



**Customer
Experience** –
unifying every
customer
touchpoint across
our company to
improve the
overall customer
experience



**People and
community** –
Sustainable social
responsibility
framework that
supports all our
stakeholders



FY21 Outlook

FY21 outlook

We continue to see growth in the Australian IT market, and believe we are well positioned to capitalise on that opportunity as we continue to develop and offer solutions for our customers' changing requirements.

The solid first half performance and pipeline of opportunities for the second half give us confidence that we will achieve our full year financial objective, being to deliver sustainable earnings growth.





Q&A

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