

ELECTRONIC LODGEMENT

Data#3 Limited

ABN 31 010 545 267

12 October 2021

The Manager
ASX Markets Announcements Office
Australian Securities Exchange
20 Bridge Street
SYDNEY NSW 2000

Dear Sir or Madam,

ASX CEO Connect Conference Presentation

Data#3 Limited (ASX:DTL) advises that CEO and Managing Director Laurence Baynham will be presenting at the ASX CEO Connect Conference today.

In accordance with the Listing Rules, I have attached a copy of the presentation for release to the market.

A recording of the presentation will be available on the ASX CEO Connect site after the conference, accessible via the following link:

<https://www2.asx.com.au/investors/investment-tools-and-resources/events/ceo-connect>

Authorised by:



Bremner Hill
CFO & Company Secretary



ASX CEO Connect

Laurence Baynham, CEO & Managing Director

12 October 2021

Data#3

Delivering
the Digital
Future

Data#3 in FY21

Revenue

\$1.96B

Years in business

40+

People

1,200+

Listed on the ASX

1997



Customers

- **Public Sector and Large Corporate**
- **Health, Education and Resources industries**



Offices across Australia and Fiji

9



Recurring Revenue

62%

Key awards + certifications

- **HRD Employer of Choice**
- **Microsoft Azure Expert Managed Services Provider Certification**
- **Cisco Global Commercial Partner of the Year**

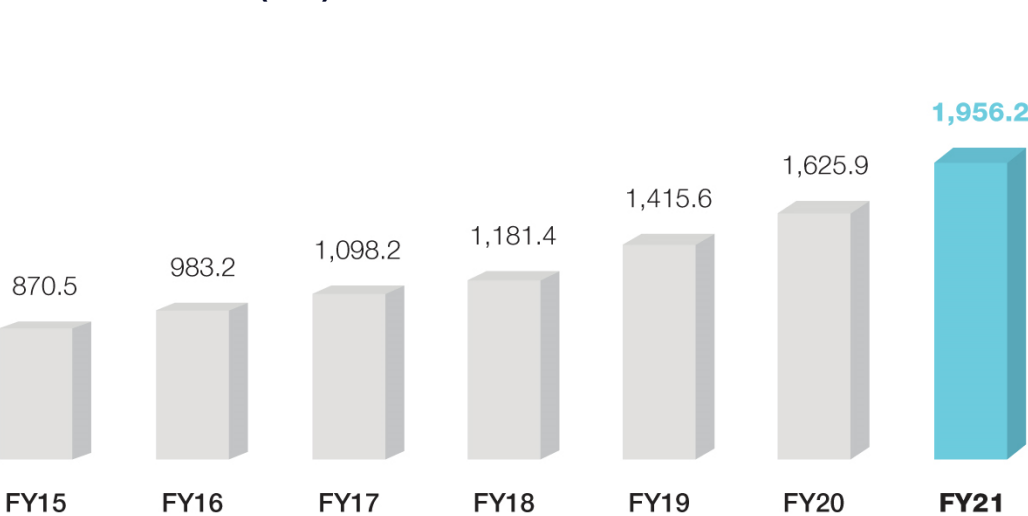


Average tenure of executive team

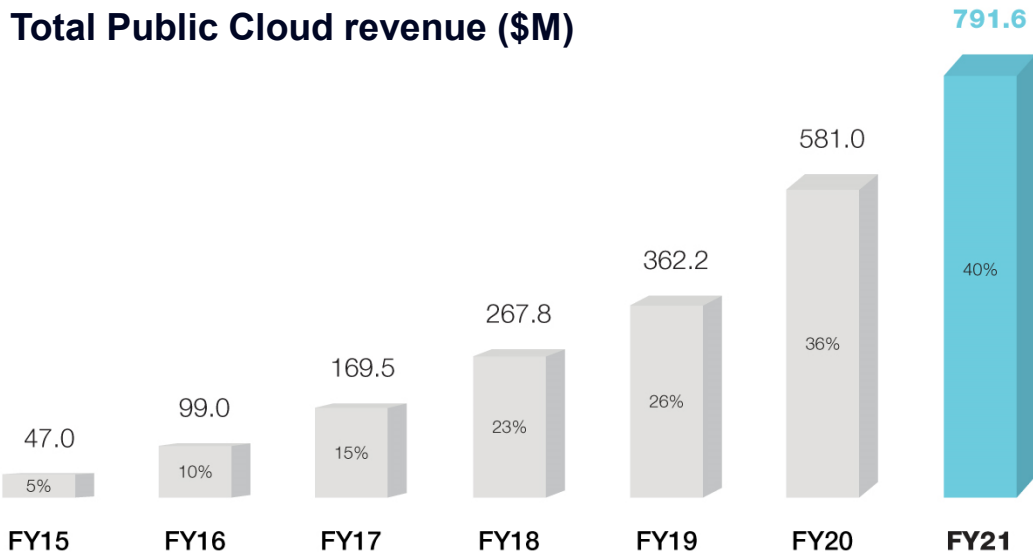
28 years

Sustained revenue growth, boosted by cloud

Total revenue (\$M)



Total Public Cloud revenue (\$M)



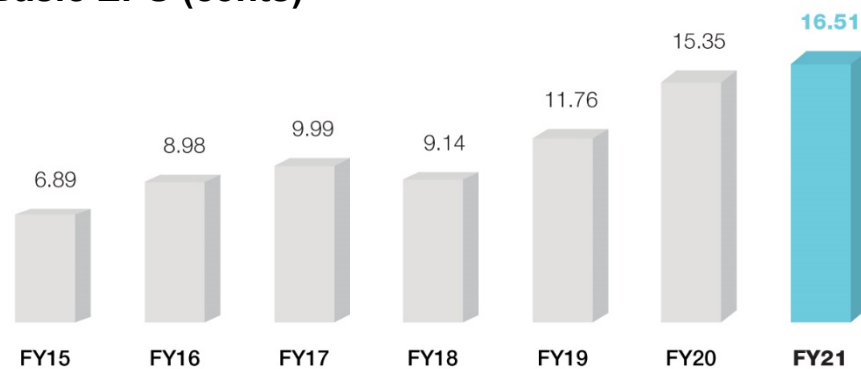
Strong revenue growth fuelled by software licensing and cloud-based solutions.

Total revenue includes \$791.6M of public cloud revenues, up 36.2% on PCP, to 40% of total revenue.

Approximately 62% of revenue is recurring, under term-based contracts.

Sustained earnings growth and shareholder return

Basic EPS (cents)



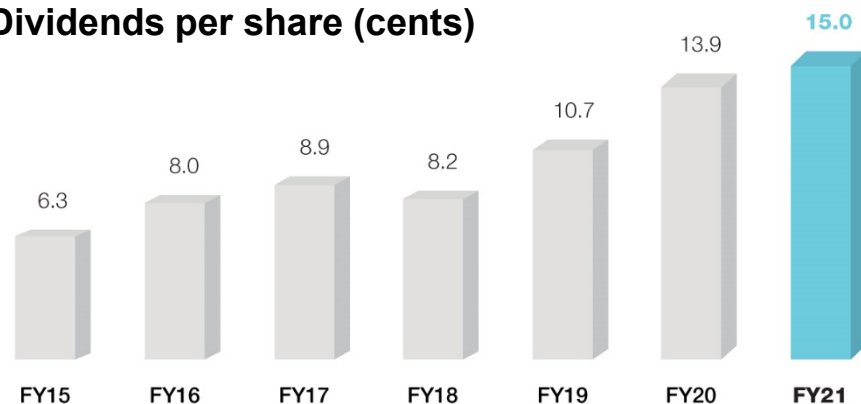
High dividend payout ratio

- ✓ Average payout approx. 90%

Substantial growth in market capitalisation

- ✓ \$732M at 30/6/21
- ✓ S&P/ASX 300 index (XKO)
- ✓ S&P/ASX All Technology index (XTX)

Dividends per share (cents)



Strong total shareholder return

- ✓ 26.7% TSR for FY21
- ✓ 45% average TSR for past 7 years

FY21 Financial Highlights

Revenue

\$1.96B

Up 20.3%

Gross Profit

\$194.7M

Up 3.6%

NPBT

\$36.9M

Up 8.4%

NPAT

\$25.4M

Up 7.5%

Basic EPS

16.51 cents

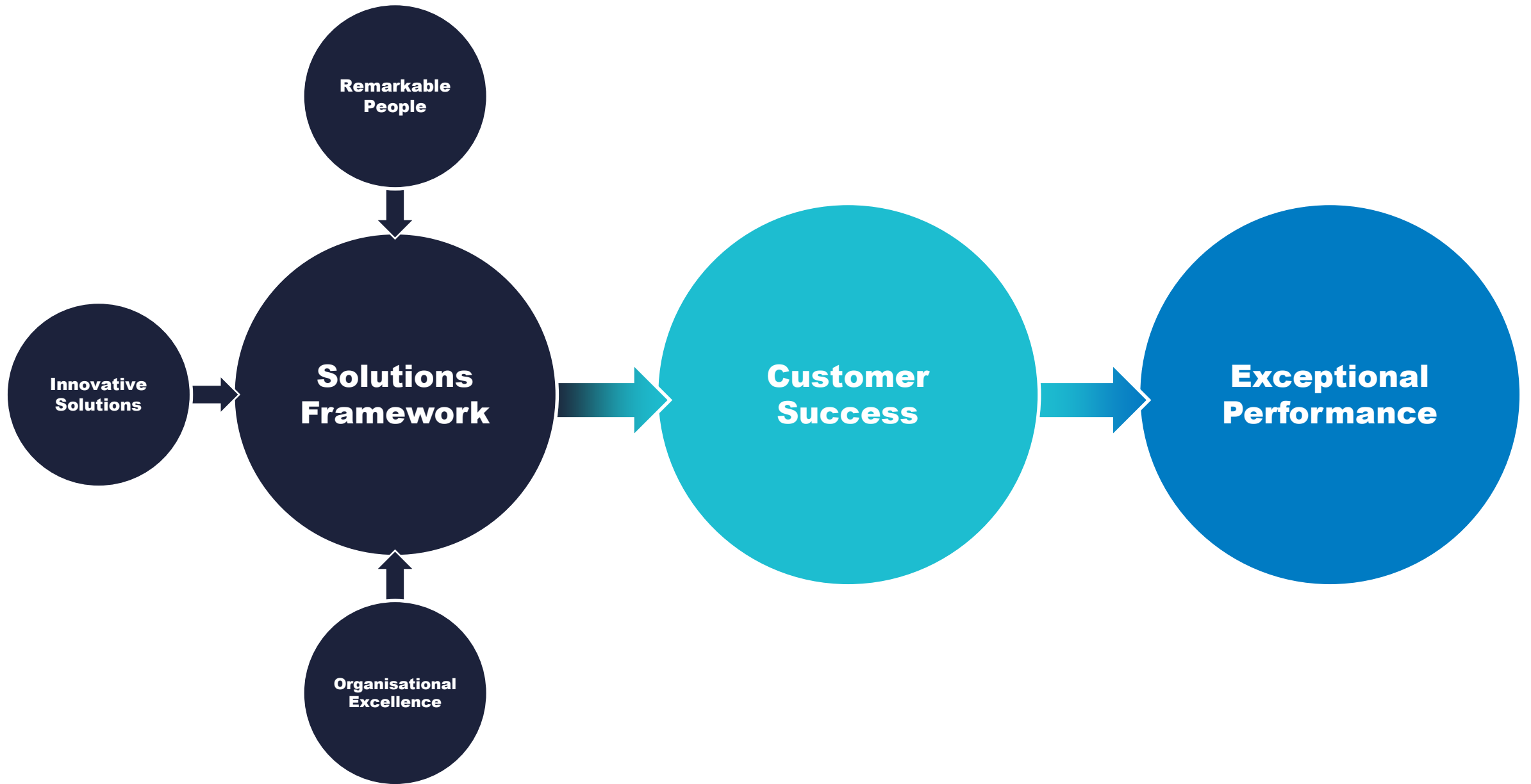
Up 7.5%

Dividends per share

15.0 cents

Up 7.9%

Payout ratio of 90.9%

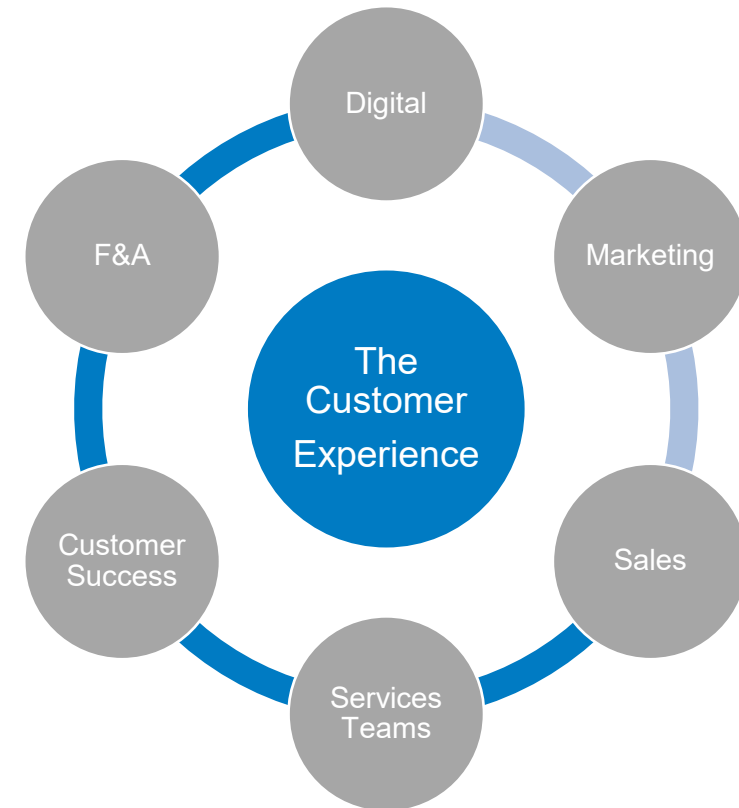
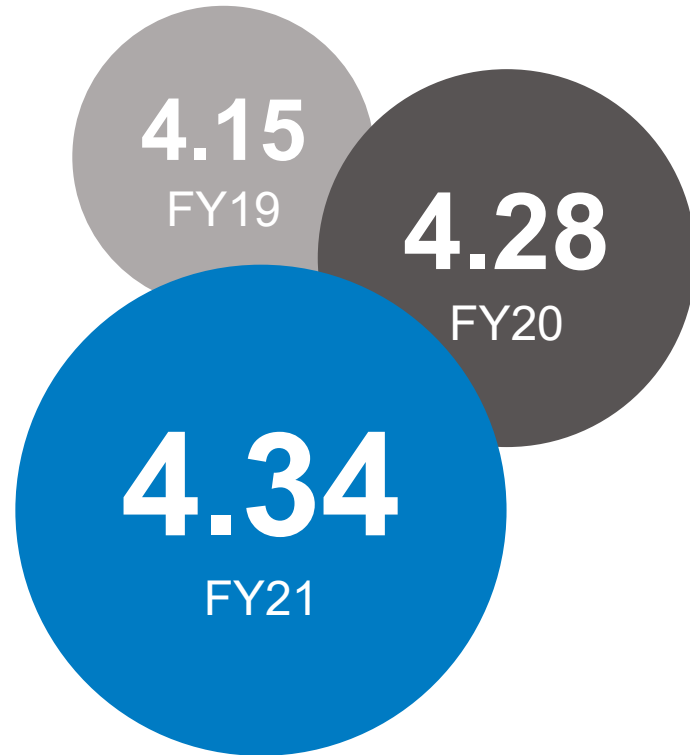


Attract, develop and retain the best talent

- Environmental, Social and Governance
- Diversity and Inclusion
- Champions of Change
- People Solutions
- Employer of Choice



Data#3 and our Customers



Culture - Attitude - Values



#1 partner in Australia



#1 partner in Australia



#1 partner in Australia



Top five partner in Australia

400+
other partnerships



Digital Transformation



**Artificial
Intelligence**



Internet of Things



3D Printing

Foundation Layer



Connectivity



Multi-cloud



**Modern
Workplace**



Security



Data & Analytics

Integrated Solutions



Multi-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

Lifecycle

Customer Story: Sydney Football Stadium



FY21 Operational Highlights



Multi-cloud Growth

\$791M in Public Cloud
Private Cloud growth
Customers have multiple clouds



Security Growth

\$100M+
Combined Data^{#3} and Business Aspect
Complements all solutions



Services

Reinvention of Managed Services
Business Aspect profit turnaround
Improving gross margins



Customer Experience

Investment in systems and people
Data and analytics driven
Global Recognition with Cisco

FY22 Outlook



Fast start

FY21 \$3M profit backlog will be realised in FY22



IT outlook

Gartner predict Australian IT market to grow by 4% to over \$100 billion



Position in the market

Positioned to capitalise on growth opportunities.



Accelerating Services

Services growth and strategic focus will improve profit margins



Q&A

Data#3: Delivering The Digital Future

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