

**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

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# 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**

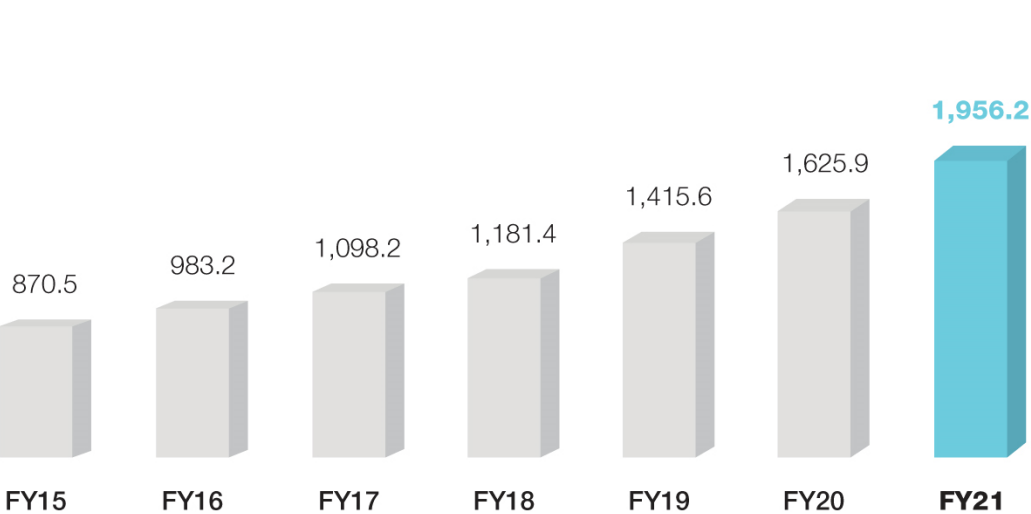


Average tenure of executive team

**28 years**

# Sustained revenue growth, boosted by cloud

Total revenue (\$M)



Total Public Cloud revenue (\$M)



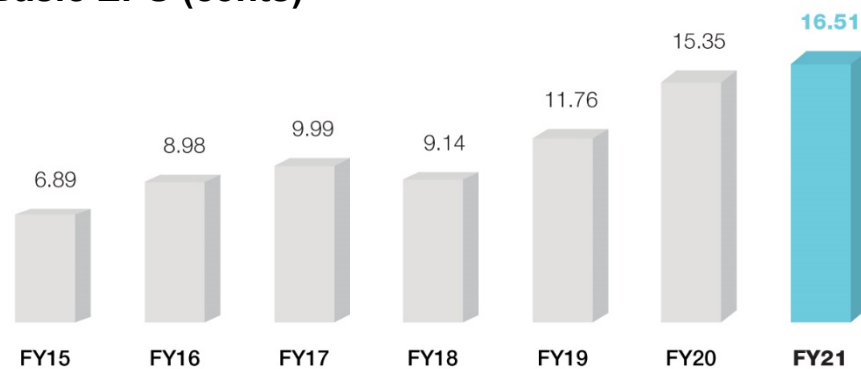
Strong revenue growth fuelled by software licensing and cloud-based solutions.

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)



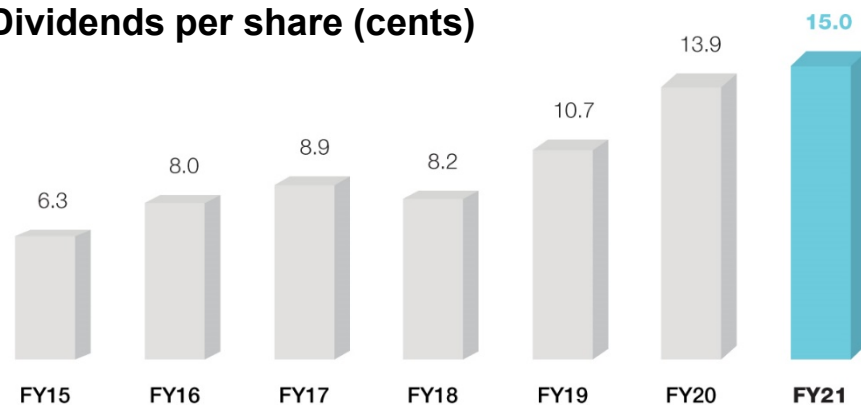
High dividend payout ratio

- ✓ 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%

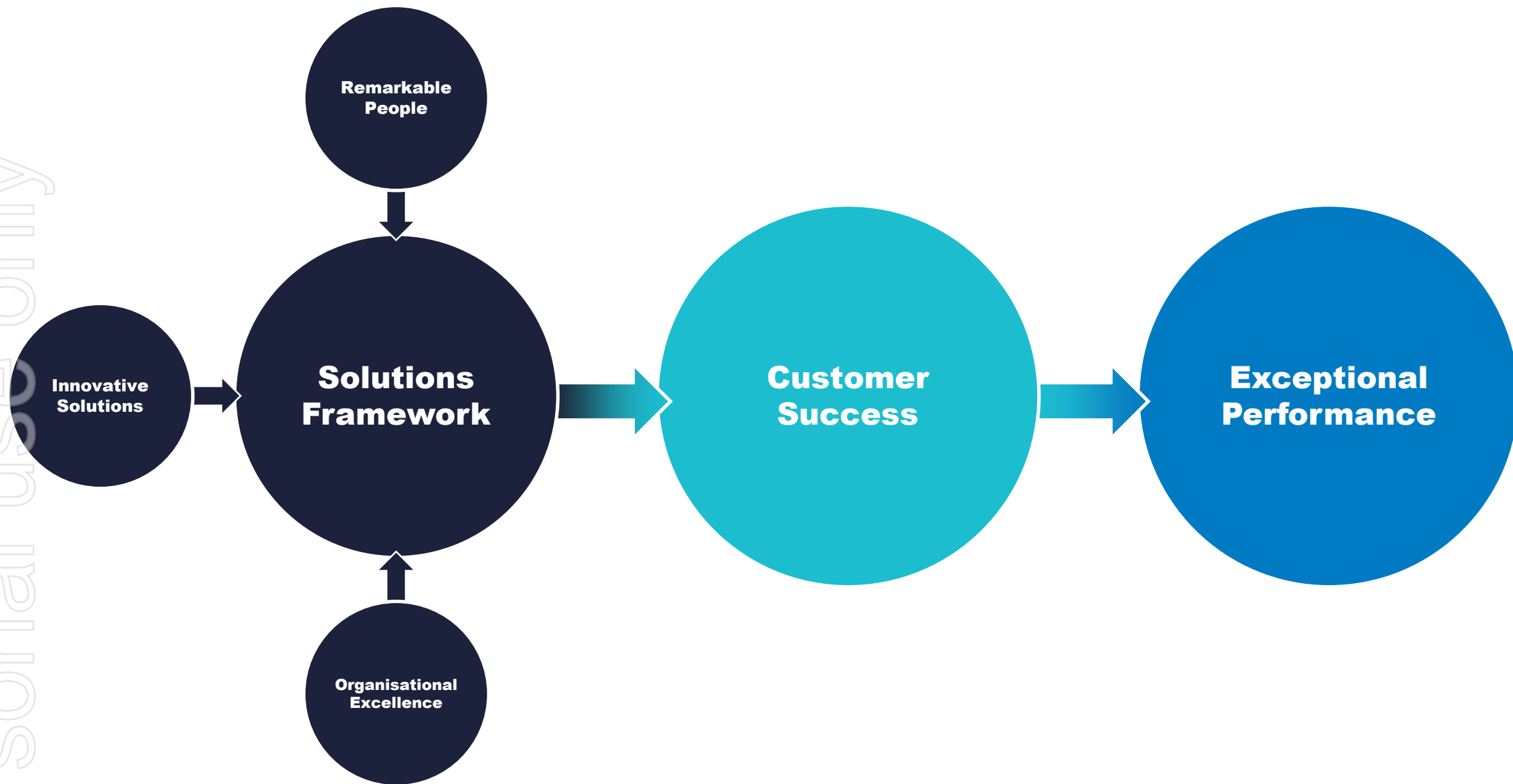
**Gross Profit**  
**\$194.7M**  
Up 3.6%

**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%





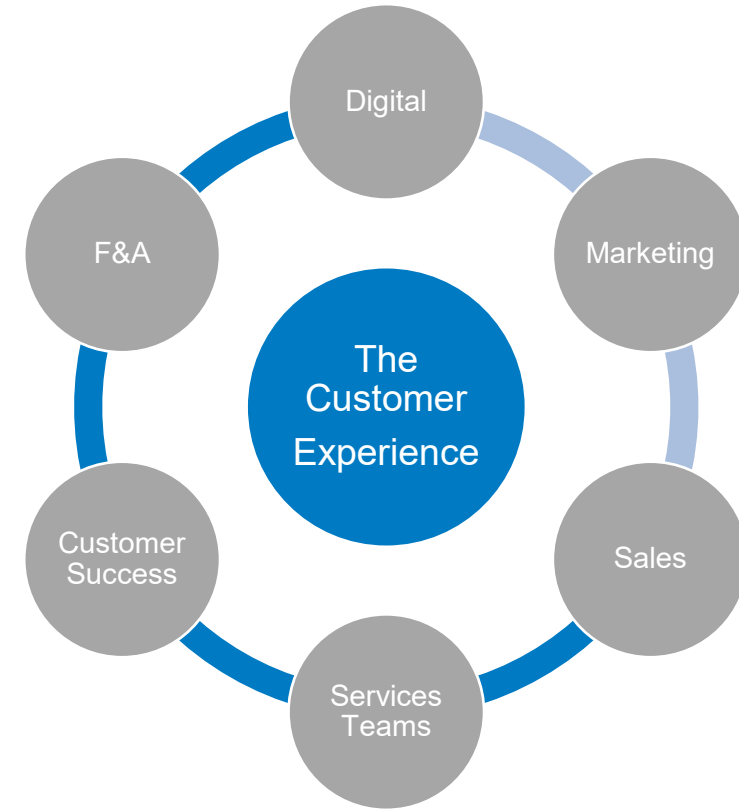
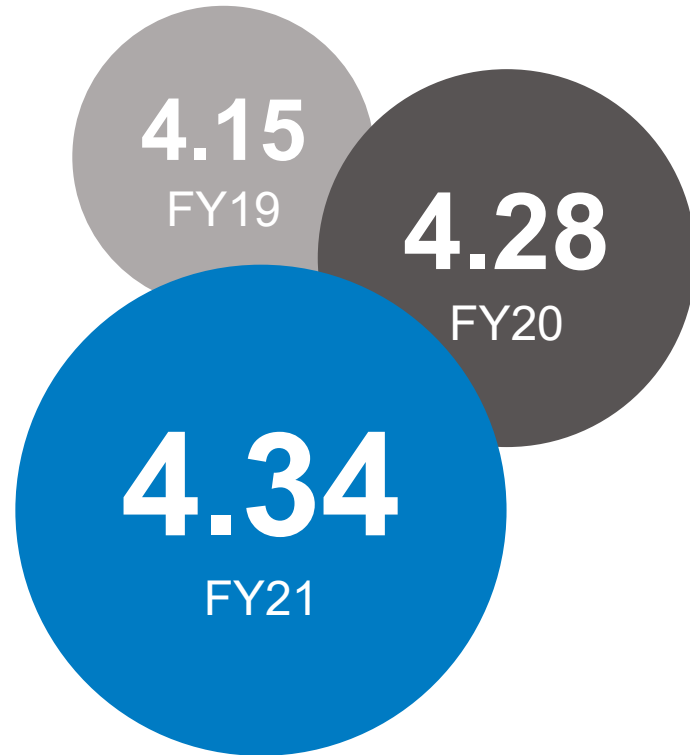
# Attract, develop and retain the best talent

- 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

ersonal-use only



# FY21 Operational Highlights



## Multi-cloud Growth

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



## Security Growth

\$100M+  
Combined Data<sup>#3</sup> 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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# Data#3



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