Data#3

FY26 Results Briefing

Presented by

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About Data#3

ASX Listed

ASX 200 listed IT Services and Solutions provider in Australia and the Pacific Islands

Data#3 Vision

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

48 Years Experience

Over 48 years evolving solutions and services to enable customers' success, combined with world-leading vendor technologies

Innovative Solutions

Delivering the digital future through hybrid cloud computing, security, collaboration, networking, data & AI, and applications & automation solutions, combined with consulting, project and managed services

Agenda

- FY26 Highlights
- Key Operational Updates
- FY26 Financial Performance
- IT Sector Trends
- Strategy & Outlook

FY26 Highlights

Gross Sales Growth: 12.7% to

$3.4B[1]

Above Australian IT Industry ↑

Recurring Gross Sales

70%

Up from 69% in FY25 ↑

Net Profit Before Tax

$78.8M

Up 14.0% ↑

Customer Satisfaction Rating

4.36 / 5

Increased from 4.32 ↑

What we've achieved:

- Infrastructure Solutions: **Record Year**
- Software Solutions: **Record Year Inc Microsoft transformation, Federal Govt VSA renewal [2]**
- Business Aspect: **Record Year**
- Managed Services: **Record Year**
- Solutions Development: **Managed Azure, Managed Security, Device as a Service and Managed Networks**
- Operational Excellence: **MyD3, Modern Data Platform, Security, AI**

[1] Statutory revenue of $907.3M represents growth of 6.4%

[2] ASX Announcement dated 30 March 2026: *Data#3 appointed as Whole of Australian Government Licensing Solution Provider*

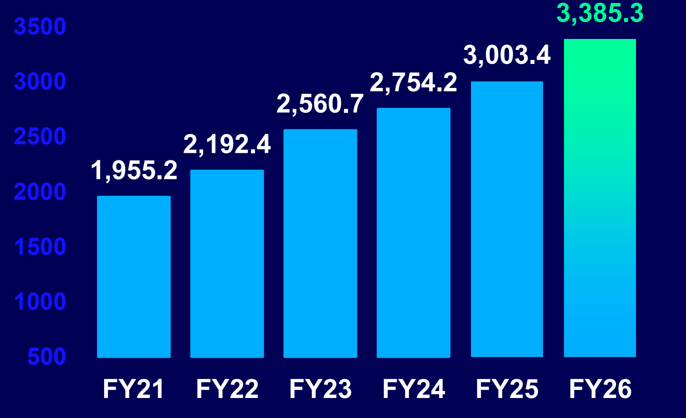
Consistent growth in earnings and gross sales:

5-year CAGR (FY21-26):

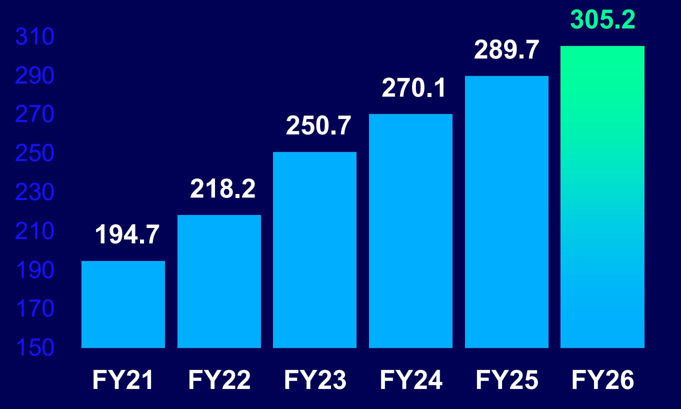
Gross sales	Gross profit
11.6%	**9.4%**

Basic EPS	DPS
16.3%	**16.0%**

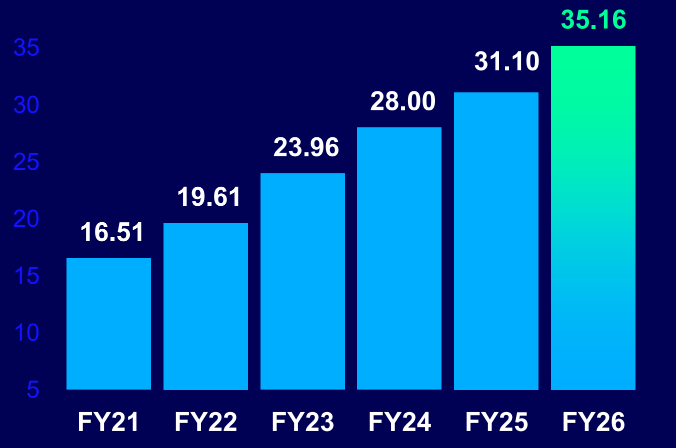
Total Gross Sales ($M)



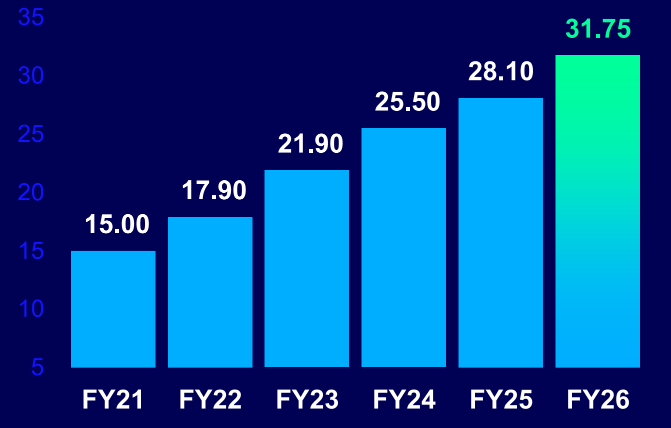
Gross Profit ($M)



Basic EPS (cents)

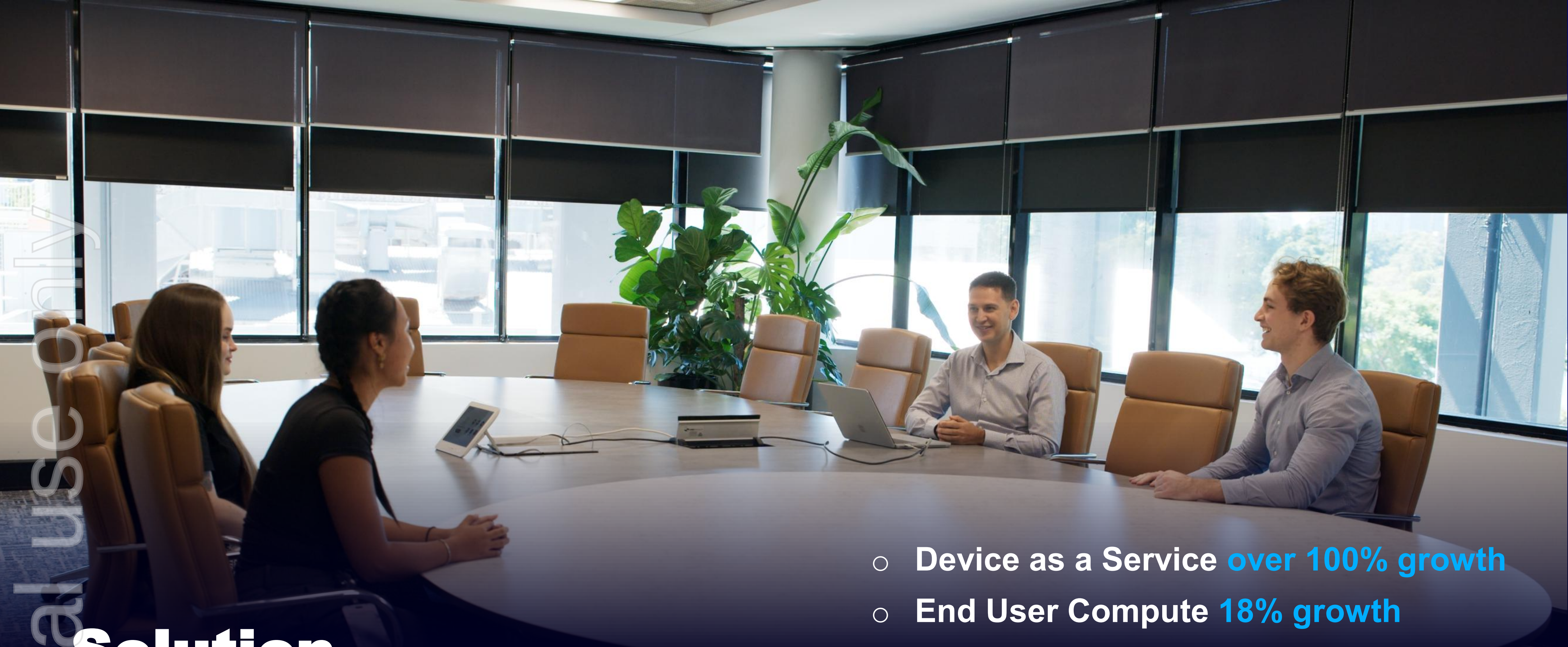


DPS (cents)



FY26

Key operational updates



Solution highlights

- Device as a Service **over 100% growth**
- End User Compute **18% growth**
- Data Centre **19% growth**
- Public Cloud **Azure 29% growth**
- Security **21% growth**
- AI **over 100% growth**

Microsoft FY26 results: positive read-through for Data#3

Microsoft reported FY26 Q4 & full-year on 29 July 2026, materially ahead of expectations – led by Azure, AI and Microsoft 365.

	Microsoft – FY26 result	Data#3 – FY26 result
Cloud & Azure	**Increase in Azure** Azure passed US$100B annual run-rate; Microsoft Cloud US$214B in FY26	**Public Cloud (Azure) +29%** Azure a standout growth engine across the Data#3 customer base
AI & Copilot	**Increase in Copilot and AI** AI demand outstripping supply	**AI solutions >+100%** Copilot, Azure Foundry & AI services scaling fast
Security	**Security core to cloud** E5 and cyber central to enterprise cloud and Copilot adoption	**Security +21%** Security software, E5 and Managed security a key growth pillar for Data#3
Growth & partnership	**Increase in Revenue** FY26 revenue ~US$331B; Guiding strong growth in FY27	**Software $2.3B, +14.1%** Software record year; Microsoft Country Partner of the Year

Microsoft's AI and Azure momentum reinforces demand across Data#3's fastest-growing lines – Azure consumption, Copilot deployment, security and AI services.

Customer Satisfaction

	Overall satisfaction	Ease of working with Data#3	Quality of account representation
2026	4.36	4.44	4.48
2025	4.32	4.32	4.41
2024	4.28	4.23	4.36

FY26 Customer Highlight

Mitsubishi Motors Australia Limited

Driving continued operational resilience with Data#3 Managed Services

Challenge
Growing IT complexity and limited internal capacity.

Solution
Expanded Data#3 Managed Services.
Service Desk, Application Support, Software Licensing Management, Cloud Optimisation

Outcome
Reduced risk, optimised costs, enabled strategic focus.

> We know that with Data#3's Managed Services in place, we have business continuity, and if we have any issues, they'll be resolved in a timely, professional manner.

Damien Chicco – GM of Digital Strategy & Services, MMAL.

Data#3 | MITSUBISHI MOTORS

Award-winning workplace

HRD Employer of Choice

11 Years and running

2026 Best Places to Work in Tech

#8 overall in Australia

AFR Best Places to Work

Finalist

Our world-leading vendor partners

Microsoft

hp

cisco

Hewlett Packard Enterprise

Lenovo

DELL Technologies

paloalto NETWORKS

Adobe

veeAM

mimecast

...and over 500 more.

Partner awards

Cisco Employee Experience Partner of the Year (Global)

Cisco Collaboration Partner of the Year (Global)

Cisco Collaboration Partner of the Year (APJC)

Cisco Services and Software Excellence Partner of the Year (Global)

Cisco Employee Experience Partner of the Year (APJC)

Cisco Services and Software Excellence Partner of the Year (APJC)

Cisco Cloud and AI Infrastructure Partner of the Year (APJC)

Cisco ANZ Partner of the Year

2025 Microsoft Country Partner of the Year

HP Greater Asia Top Amplify Impact Partner

HP Services Partner of the Year

HPE Platinum Networking Partner of the Year

Australia's Best Workplaces™ in Technology

HRD Employer of Choice

Veeam ProPartner of the Year

Sustainability Champion of the Year

Frost & Sullivan Institute Enlightened Growth Leadership Best Practices

11:11 Systems 2025 Partner of the Year

ARN Tech Partner for Cloud

Data#3 as an AI case study

Finance ---- HR ---- IT ---- Cyber Security ---- Sales ---- Customer Experience

AI-embedded Solutions

- Microsoft Fabric
- Microsoft Azure Foundry
- Microsoft Copilot Studio
- LinkedIn Sales Navigator
- GitHub Copilot
- Microsoft Azure Cognitive Search
- M365 Microsoft Copilot

AI in action: by the numbers

AI for Automation

$5m+

Cost avoidance by streamlining repetitive work through automation as revenue grows

AI for Augmentation

260+

AI Agents across the business augmenting and optimising workflows, development teams, and customer experiences

AI for Analysis

650+

Security events per second to protect Data#3 from Cyber Security threats

AI For Authoring

20+

AI Agents optimising customer proposals

FY26

Financial performance

FY26 Financial highlights

Gross Sales

$3.4B

Up 12.7%

Gross Profit

$305.2M

Up 5.3%

EBIT

$69.8M

Up 16.6%

NPBT

$78.8M

Up 14.0%

Basic EPS

35.16 cents

Up 13.0%

Dividends per share

31.75 cents

Up 13.0%

Payout ratio of 90.3%

Infrastructure Solutions

Gross Sales

$651.1M

FY25: $570.7M

↑ **14.1%**

Gross Profit

$84.5M

FY25: $71.2M

↑ **18.6%**

Gross Margin

13.0%

FY25: 12.5%

↑

Management Profit

$31.2M

FY25: $17.5M

↑ **78.3%**

- **Infrastructure Solutions** sales growth boosted by End User Compute sales, underpinned by Windows 11 related upgrades and device refresh cycles
- Growth in sales of Data Centre storage and servers also up over 19%, as customers move to hybrid cloud and prepare for adoption of AI
- Expertly managed any supply variability related to global memory shortages and significant hardware price increases
- Gross Profit boosted by improved deal margins, accelerator rebates with strong sales performance and shift in rebates from Maintenance Services
- Significant cost efficiencies gained from automation and improvement of ordering and invoicing processes, and restructuring completed during FY25

Software Solutions

Gross Sales

$2.3B

FY25: $2.0B

↑ **14.1%**

Gross Profit

$78.1M

FY25: $72.6M

↑ **7.6%**

Gross Margin

3.4%

FY25: 3.6%

↓

Management Profit

$41.0M

FY25: $38.1M

↑ **7.7%**

- **Software Solutions** growth driven by ongoing demand for security products, cloud subscriptions, Adobe and Azure
- Gross Profit growth exceeded internal expectations, as the impact of Microsoft incentive program changes was successfully mitigated
- Significant growth in Cloud Solution Provider sales and gaining momentum with Licensing Consulting and Management offerings
- Strong Enterprise Agreement renewals particularly in Public Sector, including Federal Govt Microsoft Volume Sourcing Agreement (VSA)
- Strong growth with non-Microsoft vendors, in line with diversification strategy, and all mitigation strategies to Microsoft incentive program changes proving successful

Services

Business unit	FY26 Gross Sales ($M)	FY25 Gross Sales ($M)	Change
Business Aspect Consulting	37.1	30.4	22.1%
Project Services	67.4	79.6	(15.3%)
Maintenance Services	192.3	172.5	11.5%
Managed Services	60.0	54.8	9.4%
People Solutions (recruitment)	55.5	60.9	(8.7%)
Services Gross Sales	**412.3**	**398.2**	**3.6%**
Services Gross Profit	142.3	145.6	(2.2%)
Services Gross Margin	34.5%	36.6%	(2.1pp)
Services Management Profit	28.2	32.2	(12.6%)

pp = percentage point

- **Consulting** had a record year, focused on capitalising on the market opportunity across Key Accounts and various practices, including Transformation & Governance and Information & Analytics
- **Project Services** impacted by customers delaying larger projects this year due to reduced business confidence, customer timing and extended procurement processes, primarily across QLD, VIC and WA markets. Focus on development of new solutions and capability during FY26, for execution starting FY27
- **Maintenance Services** saw solid improvement in the second half and a record year of Enterprise Agreement wins. Gross margins lower due to some Cisco rebates shifting to Infrastructure segment
- **Managed Services** ongoing contract wins and renewals, particularly in the resources sector. Onsite Managed Services flat on PCP, with some downsizing in a Key Account. Solid pipeline for both Enterprise and Onsite Managed Services
- **People Solutions** ongoing tight labour market and economic sentiment saw a reduction in contractors across key accounts, predominately in QLD

FY26 Financial Results – Profit and Loss

Consolidated Profit & Loss $'000's	FY26	FY25	Change	Change
Revenue and Other income (ex interest)	907,298	853,003	54,295	6.4%
Gross Profit	**305,173**	**289,719**	**15,454**	**5.3%**
Operating Expenses	228,765	223,316	5,449	2.4%
EBITDA*	**76,408**	**66,403**	**10,005**	**15.1%**
EBITDA margin	8.4%	7.8%		0.6pp
Depreciation and amortisation	6,567	6,486	81	1.2%
Interest Income	10,085	10,242	(157)	(1.5%)
Finance costs	1,132	1,040	92	8.8%
Net Profit Before Tax	**78,794**	**69,119**	**9,675**	**14.0%**

**Earnings before Interest, Tax, Depreciation and Amortisation*
pp = percentage point

Includes Software Solutions and vendor delivered Maintenance Support revenues presented on a net basis

1H Gross Profit impacted by Microsoft incentive program changes, and full year sales mix

Staff costs up just over 2% on PCP with tight cost control, and improved operating leverage.

Operating costs benefitted from a 1H $0.9M lease accounting adjustment, offset by increased IT projects, software licensing and other costs

Earned off strong average cash position and sustained high cash rate

Strong Net Profit growth reflects tight cost control, that substantially offset the impact of the Microsoft incentive program change

FY26 Financial Results – Balance Sheet

Consolidated Financial Position $'000's	30 June 2026	30 June 2025
Cash	326,047	356,689
Other current assets	720,715	547,237
Non-current assets	48,263	38,172
Total assets	**1,095,025**	**942,098**
Current liabilities	975,906	839,215
Non-current liabilities	23,957	18,714
Total liabilities	**999,863**	**857,929**
Net assets	**95,162**	**84,169**
Current ratio	1.1	1.1

May/June sales peak results in strong cash position at 30 June off the back of high value invoicing and collections activity

Trade debtors higher in June with EOFY sales peak. Average Day Sales Outstanding maintained at 25 days. Inventory increased to $73.4M (FY25: $18.4M) to manage potential supply challenges and price increases related to global memory shortages.

Newly recognised right-of-use assets and PPE related to new Melbourne, Canberra and Sydney office leases

Trade creditors higher in June with EOFY sales peak

Current assets / current liabilities

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FY26 Financial Results – Cash Flow

Consolidated Cash Flow $'000's	FY26	FY25	Change	Change %
Cash flows from operating activities	23,254	126,294	(103,040)	(81.6%)
Cash flows from investing activities	(5,038)	(2,169)	(2,869)	132.3%
Cash flows from financing activities	(47,970)	(44,188)	(3,782)	8.6%
Net increase/ (decrease) in cash held	**(29,754)**	**79,937**		
Opening cash balance	356,689	276,381		
Effect of FX movements	(888)	371		
Closing cash balance	**326,047**	**356,689**		

Operating cash inflows reflect timing of receipt of customer payments, net of payment of supplier invoices during peak month of June

Property, plant and equipment (predominately new office fitouts, internal computer equipment and software assets)

Dividends paid of $44.2M (FY25: $40.3M) ~ 90% payout ratio

Average daily cash balance $276M (FY25: $267M)

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Effective Working Capital Management

$326.0M
Closing cash

$276M
Average daily cash

Up over 3%

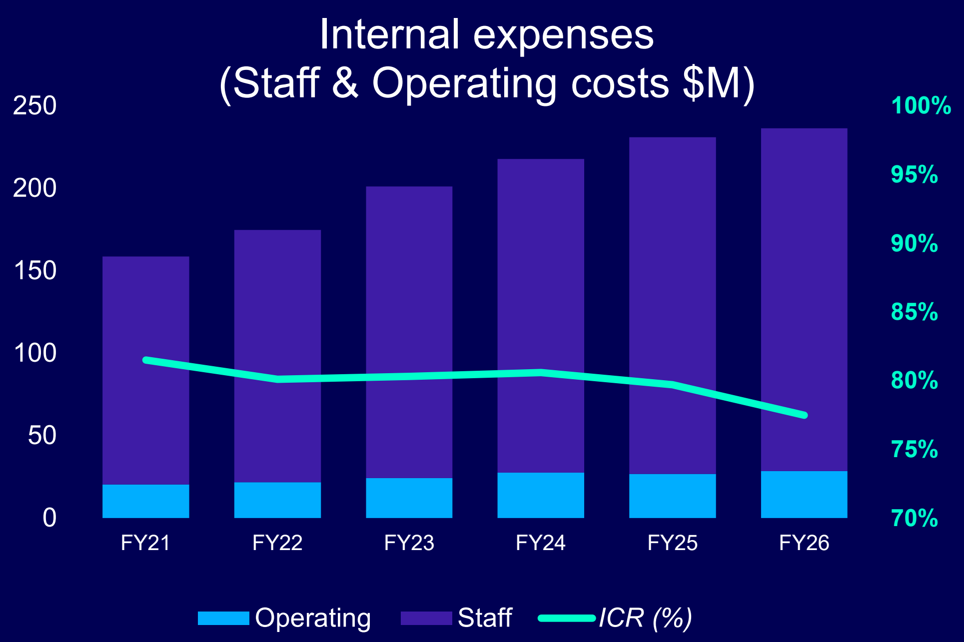
$10.1M
Interest income

FY25: $10.2M

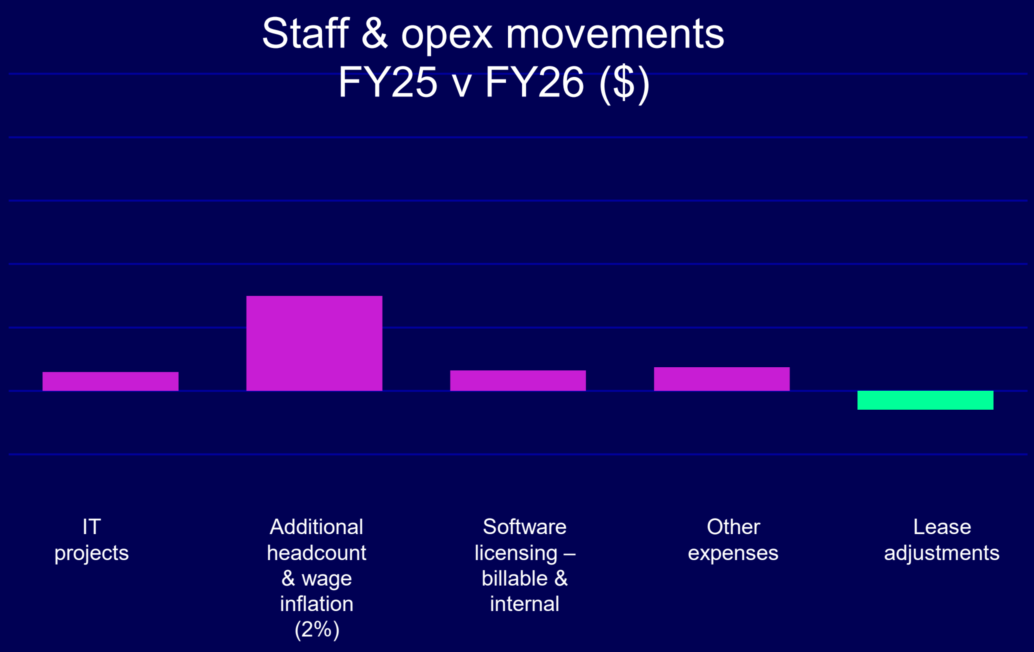
25 days
Average Day Sales Outstanding

FY25: 25 days

Positive trend in operating leverage



- Internal Cost Ratio (Internal expenses / Gross profit) or ICR, has improved steadily over time
- FY26 ICR of 77.5%, down on FY25 79.7%, due to restructuring of Infrastructure Solutions business in 1H 25, automation initiatives, system improvements and effective cost management



- Operating expenses include insurances, IT project investments, software licensing and cloud consumption. Offset by one-off lease accounting benefit, primarily relating to the Melbourne office location in 1H 26
- Staff costs up just over 2% on PCP driven by a contraction in billable Services headcount to align with customer demand, offset by investment in sales specialist roles, offshore contractors and general wage inflation

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IT sector trends

2026 Australian technology industry trends[1]

IT Industry Growth

Spend on IT expected to grow 8.9% in 2026 to $172B

Software

13.6% growth expected to $60B

AI and cyber security enabled

Devices

6.6% growth expected to $16B

IT Services

5.6% growth expected to $59B
Organisational efficiency

Data Centre

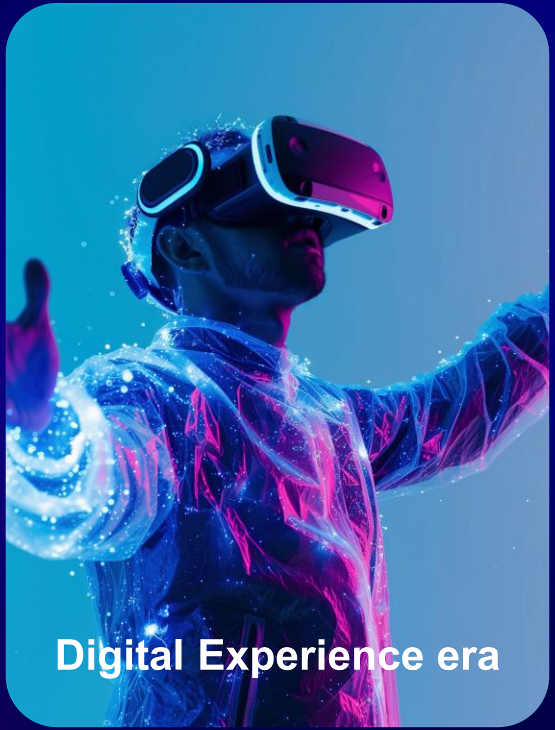
22.5% growth expected to $10B
Underpinned by demand for AI processing and storage capacity

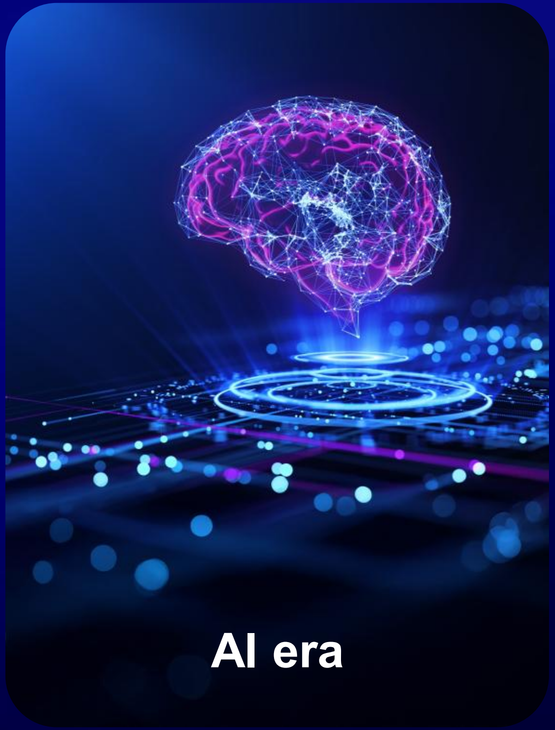
Communication Services

3.6% growth expected to $27B

1. Source: Gartner Forecasts IT Spending in Australia to Exceed $172 Billion in (Calendar Year) 2026

The evolving IT operating model





Strategy and outlook

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Strategic priorities

Solutions

Developing solutions and services that deliver customer success.

Customer Experience

Differentiating Data#3 through the experiences we deliver to our customers.

Operational Excellence

Connecting and simplifying Data#3 to deliver an agile and efficient business.

People and Community

Connecting Data#3 with its people and the communities in which we operate.

Solutions and Lifecycle

Solution Technologies

- Artificial Intelligence (AI)
- Cyber Security
- Applications & Automation
- Collaboration
- End User Computing
- Hybrid Cloud
- Networking

Lifecycle Services

- Advise
- Procure
- Deploy
- Adopt
- Operate

How we deliver our Lifecycle Services

Lifecycle Services	Advise	Procure	Deploy	Adopt	Operate
Data#3's Business Units	Business Aspect	Infrastructure & Software Solutions	Project Services	Customer Success Teams	Managed Services

Outcomes through industry relevance

Data#3 Solutions and the AI opportunity

Solution Technologies

Artificial Intelligence (AI)
AI specific solutions such as Copilot and Azure Foundry

Cyber Security
Defence of AI based attacks using AI based tools

Applications & Automation
Increased efficiency of applications. AI tools automation and integration.

Collaboration
AI enabled software and hardware with Microsoft teams, Cisco Webex and in room equipment

End User Computing
AI PCs for faster local processing of AI to reduce latency

Hybrid Cloud
Increase in Server, Storage and Public Cloud AI Solutions

Networking
Enterprise Networking embedded with AI for better manageability and insights

The Data#3 AI Factory

The enterprise AI service lifecycle for real business outcomes.

Phase 1 **Discover & envision** →
Phase 2 **Prototype & validate** →
Phase 3 **Solution design** →
Phase 4 **Build & deploy** →
Phase 5 **Adopt & scale** →
Phase 5 **Operate & optimise**

Envision | Transform | Operate

Key initiatives

Artificial Intelligence (AI) Solution Practice

24x7 Sovereign Security Operations Centre

Microsoft Services in Public Sector

Managed Azure Acceleration

Unified Endpoint Management
(Device as a Service)

ServiceNow upgrade
(Managed Services)

Investments for enhanced services

Artificial Intelligence Practice

A deliberate, high-priority investment in establishing an Artificial Intelligence Practice in FY27 to position the business at the forefront of next-generation value creation.

24x7 Sovereign Security Operations Centre

A strategic investment in establishing a 24/7 ***Sovereign*** Security Operations Centre (SOC) in FY27 to strengthen our leadership in trusted, locally governed cyber security services.

Deliberate plan to accelerate growth and profitability of our Services business

Executive Management Team updates

- Michael Bowser retired from the Executive General Manager of Services role effective 31 December 2025, after more than 38 years of service to the company
- David Gold welcomed to the Services leadership role in March 2026
- David has more than 30 years’ experience in the technology industry, having held senior leadership roles across consulting, professional services and managed services

Michael Bowser
Retired Executive General Manager - Services, Data#3

David Gold
Executive General Manager - Services, Data#3

Outlook

Infrastructure Growth

Continued strong growth based on AI Infrastructure, End user Computing, Networking and Hybrid Cloud.

Software Growth

Return to normal growth with strategic focus on winning with complementary vendor partners, services and packaged offerings.

Services Growth

Expanded Managed and Project Services offerings across AI, Security, Devices and Cloud.

Outlook

Consistent with previous practice, we are not providing specific FY27 guidance.

In line with previous years, we continue to expect a sales peak in the months of May and June and earnings skewed to 2H.

Our goal remains to continue to deliver consistent earnings growth for our shareholders, in line with our long term strategy.

“

We have a growing market, excellent support from our vendor partners and momentum generated by AI.

As a leader in the Australian IT industry, there is no better place to be.

Brad Colledge
Managing Director and Chief Executive Officer, Data#3

Q&A

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