DCC

Leading international sales, marketing and support services group, supplying essential products and services used by millions of people every day across energy, healthcare and technology.

FACTSHEET 2021

21	FTSE 100	14.2k	300+	FY21 EBITA
Countries	Listed since 1994	Employees	Acquisitions since IPO	£530.2m +7.3%

Four divisions across three sectors

LPG

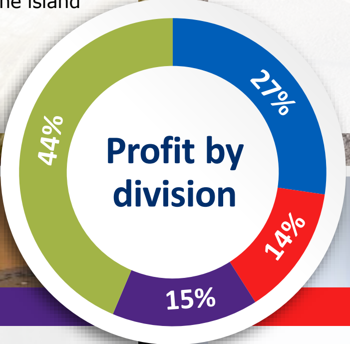
Investing in renewable energy products

- Sells LPG (propane and butane), renewable power, refrigerants, natural gas, solar and biogas for domestic heating, cooking, commercial, industrial and agricultural purposes
- Supplying 940,000 customers in 10 countries across Europe, Asia and the US
- Oil to LPG conversions - a key growth area for energy transition – saving DCC's customers 20% in CO_2 emissions
- Now 6th largest player in the US propane market from 13th a year ago; operating in 22 states
- Acquisition of Naturgy an important step in DCC's strategy to expand its renewable energy solutions across the island of Ireland

Retail & oil

Investing in EV charging network across Britain, France & Norway

- Liquid fuel distribution for transport, heating, industrial and agricultural processes
- Owns and operates over 1,100 retail service stations
- Expanded EV fast-charging infrastructure by 100% in FY21 and increased biofuel penetration to 11% of road transport fuel volumes from less than 7% in 2018
- Increased penetration of lower emission and premium fuels, lubricants, services and convenience retail
- Entered a partnership with ENGIE to deploy EV chargers on 14 motorway sites in France



Healthcare

Over 8bn nutritional supplements manufactured p/a

- #1 supplier of medical products to 9,000 GPs in Britain
- #1 supplier of devices and pharma to hospitals in Ireland
- #1 in health and beauty contract manufacturing in Britain
- Moved into the US H&B market in FY18 and the continental European medical products market in FY21
- Supplying PPE & Covid-19 related products to NHS & HSE
- Manufacturer of supplements & premium beauty products: tablets, capsules, softgels, powders, creams and liquids
- Key market drivers: desire for healthier lifestyles, ageing populations, demands on global healthcare systems
- Completed first continental European primary care bolt-on

Technology

Supporting the move to WFH & strong in B2B too

- Sales, marketing & distribution for over 2,400 tech brands into 50,000+ retailers & resellers
- Leading supplier of tech products in UK & Ireland
- DCC helps the tech brand to reduce inventory & increase efficiencies, while offering retailers bespoke products
- Manage supply chain on behalf of retailers e.g. Amazon (DCC Tech's largest customer) - from order to delivery
- Leading player in North America, Europe & Middle East
- Key market trends: shift to hybrid working, rise of smart homes and rising use of data centers

Our strategic priorities

- Market leading positions
- Operational excellence
- Innovation
- Extend our geographic footprint
- Development of our people
- Financial discipline

Leading energy transition

MSCI ESG RATINGS AAA

Bringing solutions to energy customers

DCC invests in its new energy solutions. In H1, we:

1. Acquired renewable energy provider Naturgy;
2. Partnered with ENGIE solutions to roll out EV charging on our French motorway network;
3. Grew our solar PV commercial solutions.

We have a strong pipeline of energy initiatives.

- We understand energy markets and have long-term customer relationships
- We deliver real, practicable decarbonisation solutions
- We help educate customers on their transition paths
- As a distributor, we are the orchestrator of the customer solution, working with a range of partners with distinct capabilities
- There is no 'one-size-fits-all' transition: we design local, tailored solutions

C&I solutions | **Domestic solutions** | **Mobility solutions**

Recent significant acquisitions: Creating platforms for growth globally

A key part of DCC's strategy is acquiring a platform in a new geography and growing organically & though acquisition to add scale

2017
- Esso retail petrol stations in Norway

2018
- Retail West & Elite One Source – Entry into US LPG & healthcare markets
- Shell's LPG business in HK & Macau – Entry into LPG in Asia

2019
- Pacific Coast Energy – Expansion US LPG
- Comm-Tec - Material expansion in Europe
- Jam and Stampede – Entry to tech market in US
- Ion labs - US expansion in Health & Beauty

2020
- NES Group & Primagaz Netherlands – Expand US & European LPG presence
- The Music People – Expand in Pro-AV market
- Amerilab – Expansion in US Health & Beauty market

2021
- Wörner - Access to Germany, largest European healthcare market
- UPG - Further step expanding US LPG
- Naturgy – Further expansion in renewable energy solutions
- ENGIE – Entered partnership to deploy EV chargers & E85 fuel roll out

HY22 financial results

HY/E 30 September	HY22	HY21	% change
Group adjusted operating profit	£195.8m	£176.1m	+11.2%
Adjusted EPS	134.2p	117.9p	+13.8%
Interim dividend per share	55.85p	51.95p	+7.5%

Operational highlights

- Growth delivered across all four divisions, with £80m committed to bolt-on acquisitions in H1 FY22
- Acquisition of Naturgy expands renewable energy offering in the Irish market
- Continue to introduce innovative energy solutions for our commercial & industrial, residential, and mobility customers
- Released first standalone Sustainability Report in July 2021
- Good progress made towards achieving a 20% reduction in CO_2e emissions by 2025

Track record of consistent growth

Operating Profit Growth
27 year CAGR
14.2%

Dividend Growth
27 year CAGR
13.9%

Free cashflow conversion
27 years
104%

Total Shareholder Return
27 years
6,640%

Highly experienced management team

Donal Murphy
Chief Executive

22 years at DCC. Joined board in 2008. Previously MD DCC Technology and MD DCC Energy

Kevin Lucey
Chief Financial Officer

11 years at DCC. CFO since July 2020. Previously Head of Capital Markets and Head of Group Finance at DCC

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