

DCC Technology Our Growth Opportunity

DCC Technology Our business today



DCC

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How we add value for our partners

A leading
specialist
distribution
partner for
global
technology
brands and
customers



We **help our vendors and customers to grow their business**



We **make the market** through sales, marketing, and solutions



By **specialising**, we **add more value** for our partners

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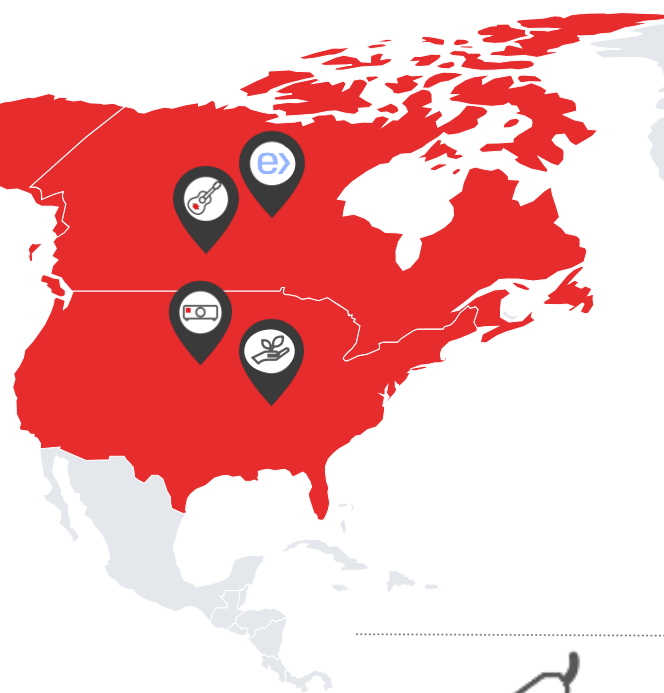
Our footprint & scale



 **£1.8bn***
turnover

 **2.2m sq. feet**
204k sq. metres
26 warehouses

 **~1,500**
employees



2,500
emerging &
global brands



63,000
reseller & retailer
customers



 **£3.7bn***
turnover

 **2.0m sq. feet**
186k sq. metres
across
39 warehouses

 **~3,400**
employees

***Pro forma**

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We play in seven deep specialisms so far

Specialisms we are currently focused on

Consumer



Mobile



B2B



Pro AV



Enterprise



Lifestyle



Pro-Audio
& MI



Market growth CAGR

~2%

~5%

~5%

~5%

~2%

~4%

~4%

Sources: Retail Economics, Canalys, NPD, Avixa, LEK

Growing margins with added-value & specialism

Gross margin %

Volume

Low touch distribution, fulfilment & 3PL – availability & price

<8%

Value

Services, configuration, bundles, install, marketing, web, 2nd life

8-20%

Deep Specialisms

A combination of product specialism & exclusive channels

20-30%

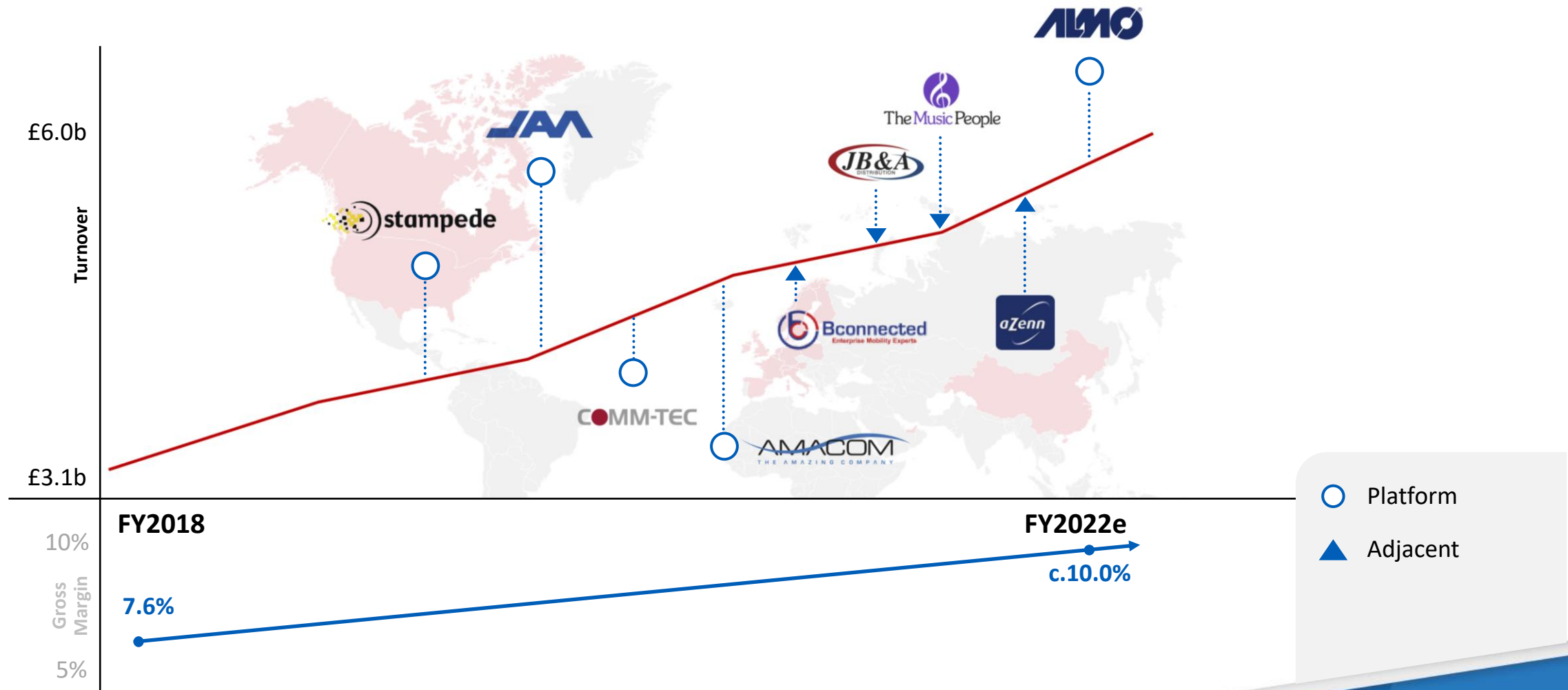
Own Brand

Private & white label solutions within complementary categories

>30%

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Growing our margins while scaling our platforms



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Leading market positions and specialist focus

- Now the leading specialist distributor of Pro AV
- Leading distributor of **premium appliances** and entry into **lifestyle products**
- Platform for acquisitions in **growing, fragmented, \$34b market** with modest 7% current share
- **Sustainability** is embedded in our operations



Nationwide warehouse footprint

DCC Technology Sustainability

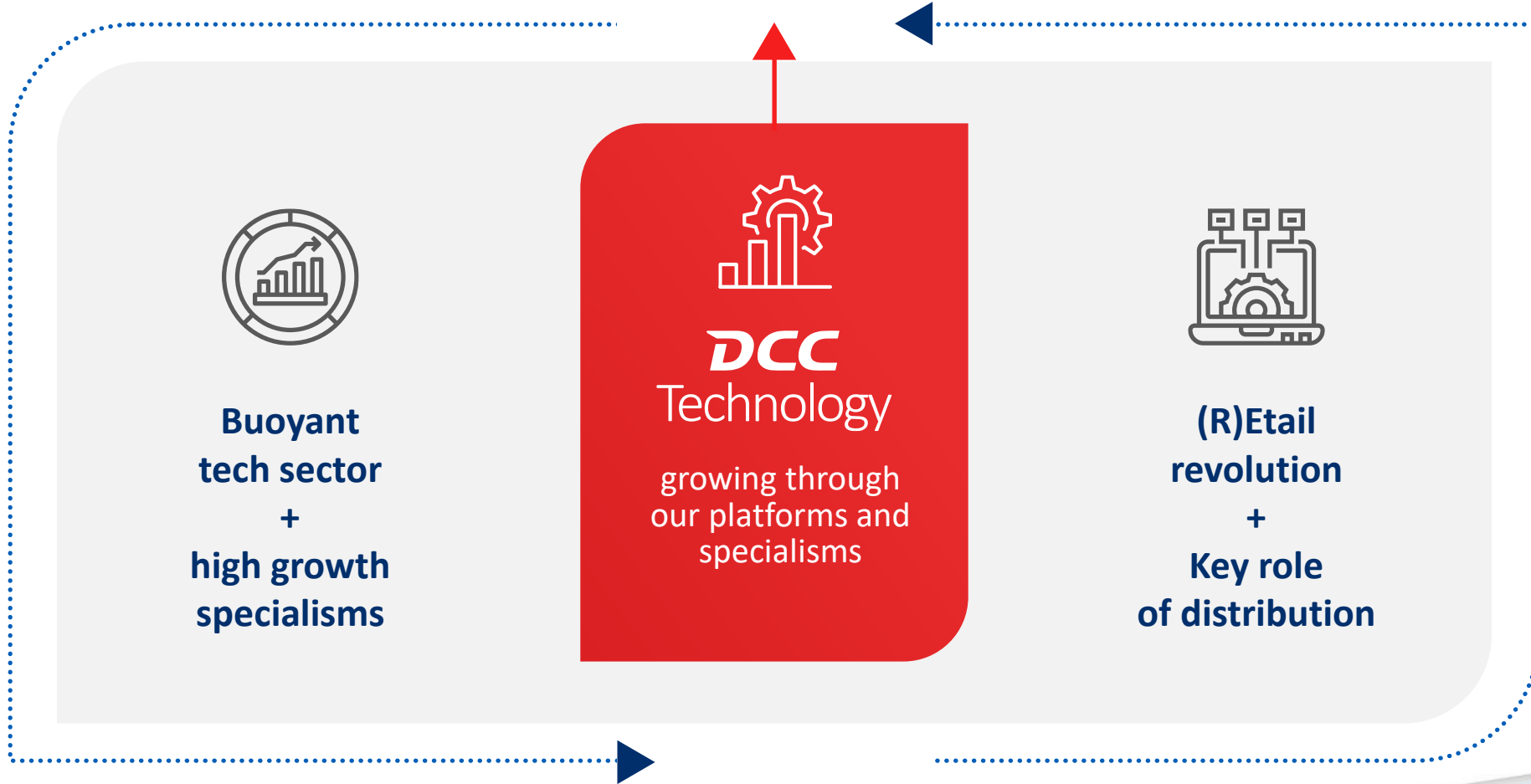
OPERATIONAL



COMMERCIAL



DCC Technology Positioned to win



Thank you for joining us

Email your questions to investorrelations@dcc.ie

