

MARKET UPDATE AND RESULTS PRESENTATION

13 MAY 2025

DCC

2

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Our Opportunity in Energy

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O7.
Appendix



Donal Murphy
KEY
MESSAGES





#### **KEY MESSAGES FROM TODAY'S PRESENTATION**

STRATEGIC PROGRESS:
Simplifying Group and capital return to shareholders

PERFORMANCE:

Another strong year of profit growth in Energy

**OUR OPPORTUNITY IN ENERGY:** 

Leadership positions and sustainable profit growth

FINANCIAL FRAMEWORK:

Growth, ROCE and shareholder returns



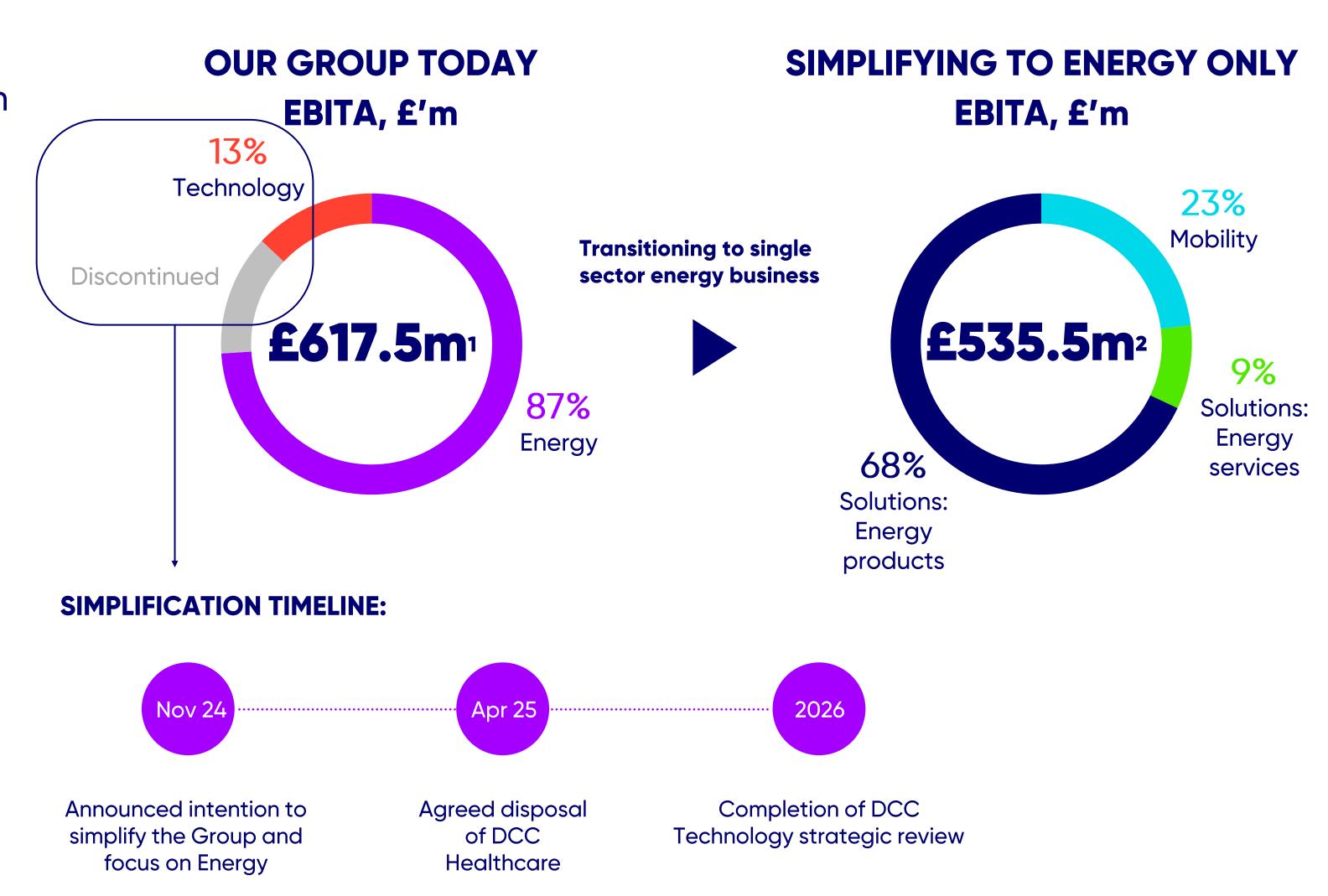
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Donal Murphy
STRATEGIC
PROGRESS



#### SIGNIFICANT STRATEGIC PROGRESS SINCE NOVEMBER 2024

- 1. Agreed Healthcare sale for EV of £1,050m; net cash proceeds £945m
- 2. Technology strategic review to progress over next 18 months
- 3. Leadership in place to grow a single-sector energy business
- 4. Intention to return £800m from Healthcare sale



<sup>&</sup>lt;sup>1</sup>Group adjusted operating profit – continuing, for year ended 31 March 2025

<sup>&</sup>lt;sup>2</sup>DCC Energy adjusted operating profit, for year ended 31 March 2025

#### SALE OF DCC HEALTHCARE

- Agreed sale of DCC Healthcare announced in April: definitive agreement with Investindustrial
- Total enterprise value (EV) of £1,050 million on a cash-free, debt-free basis
- EV/EBITA of c.12.2x FY25 EBITA
- Total expected net cash consideration of c.£945 million, incl. £130 million deferred
- Expect completion in third quarter of calendar year post regulatory and competition clearance

#### VALUE MAXIMISATION PLAN FOR DCC TECHNOLOGY OVER THE NEXT 18 MONTHS

#### DCC Technology progress and strategic review

- New North American leadership established
- Our operational efficiency programme in North America is in place and tracking as expected
- Info Tech streamlining is underway: we have exited our consumer products French business and closed or sold other small operations
- We will review our strategic options for the business over the next 18 months as set out in November '24



#### CAPITAL RETURN: 16%\* OF MARKET CAPITALISATION AS A RESULT OF HEALTHCARE SALE

- Sale of DCC Healthcare enables total capital return of £800 million:
  - £100 million in on-market buyback commencing shortly
  - Intend to return £600 million in single event post completion of Healthcare sale, form announced at completion
  - £100 million following receipt of unconditional deferred consideration
- £800 million return equivalent to c.16%\* of current market capitalisation
- Pro-forma leverage unchanged at 0.9x net debt:EBITDA
- Strength of balance sheet and cash generation provides significant capital for growth

Kevin Lucey & Conor Murphy

FY25
PERFORMANCE



#### 13 MAY 2025 DCC

# FINANCIAL HIGHLIGHTS

## FOR THE YEAR ENDED 31 MARCH 2025

£'m	2025	2024	% change	% change CC
Revenue (billion) – continuing <sup>1</sup>	18.0	18.9	-4.5%	-2.7%
Group adjusted operating profit <sup>2</sup> – continuing <sup>1</sup>	617.5	600.2	+2.9%	+4.8%
Group adjusted operating profit <sup>2</sup>	703.6	682.8	+3.0%	+4.9%
Adjusted EPS <sup>2</sup> (pence)	470.2	455.0	+3.3%	+5.2%
Free cash flow	588.8	681.1		
Dividend per share (pence)	206.40	196.57	+5.0%	
Return on capital employed (ROCE) <sup>3</sup> – DCC Energy	18.5%	18.7%		
Return on capital employed (ROCE) <sup>3</sup> – continuing <sup>1</sup>	15.3%	15.5%		
Net debt at 31 March (excl. lease creditors) 4	795.9	784.7		

<sup>&</sup>lt;sup>1</sup>Refer to the Discontinued Operations note on page 6 of the results announcement for further details

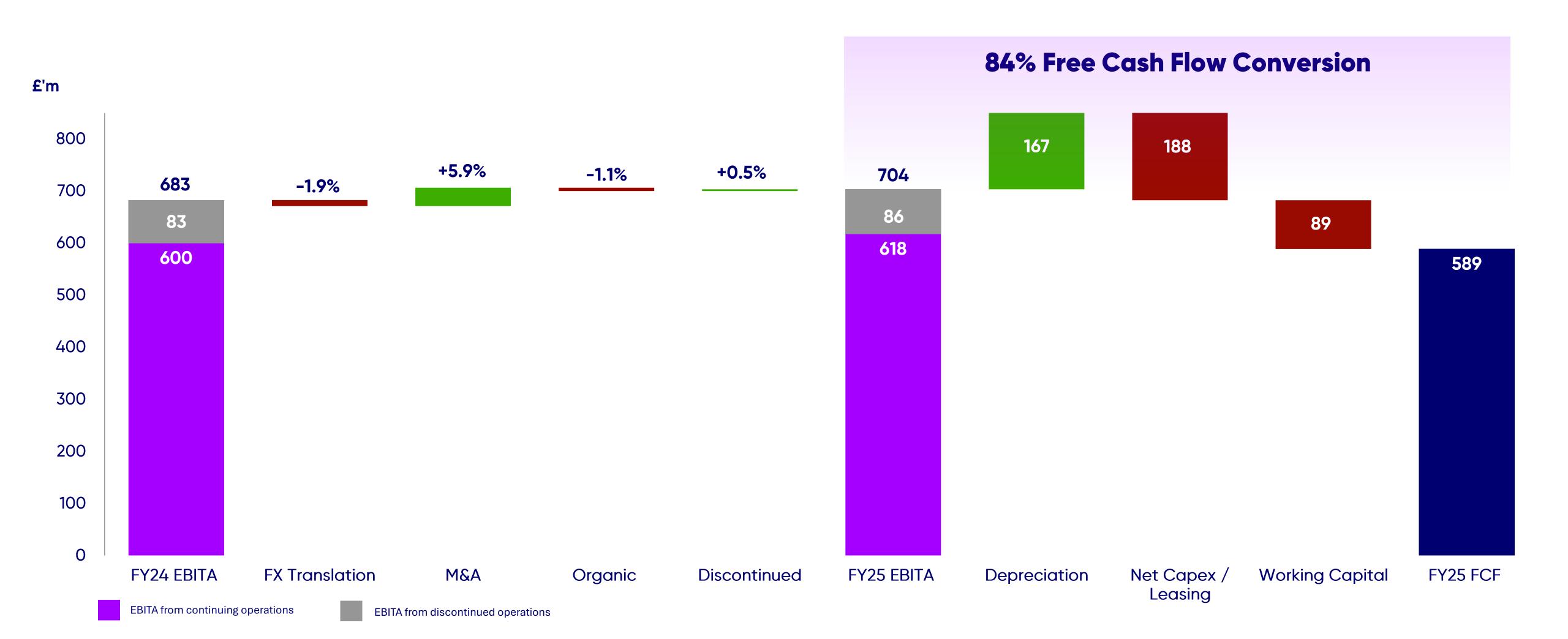
<sup>&</sup>lt;sup>2</sup> Excluding net exceptionals and amortisation of intangible assets

<sup>&</sup>lt;sup>3</sup> Excluding the impact of IFRS 16 Leases. ROCE represents adjusted operating profit expressed as a percentage of the average total capital employed <sup>4</sup> Current year net debt including lease creditors is £1,152.1m

#### 13 MAY 2025 DCC

## **ADJUSTED OPERATING PROFIT BRIDGE FY24 TO FY25** AND FREE CASH FLOW GENERATION

FOR THE YEAR ENDED 31 MARCH 2025

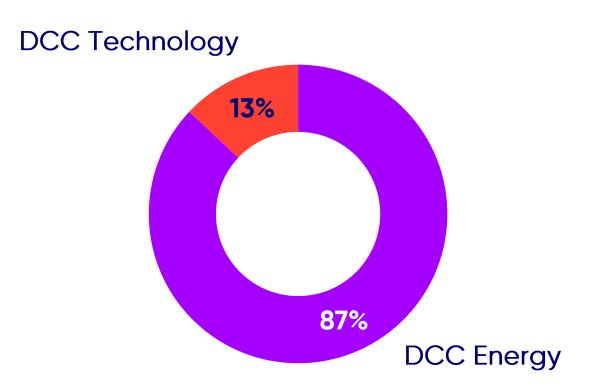


## **DIVISIONAL RESULTS**

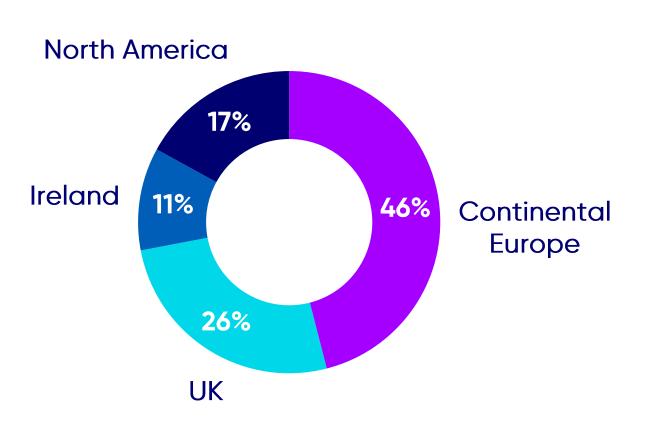
## FOR THE YEAR ENDED 31 MARCH 2025

£'m	2025	Restated <sup>1</sup> 2024	% change	% change CC
Adjusted operating pr	ofit			
DCC Energy	535.5	503.0	+6.5%	+8.5%
DCC Technology	82.0	97.2	-15.7%	-14.2%
Continuing operations <sup>1</sup>	617.5	600.2	+2.9%	+4.8%
Discontinued operations <sup>1</sup>	86.1	82.6	+4.2%	+5.5%
Group adjusted operating profit <sup>2</sup>	703.6	682.8	+3.0%	+4.9%

## **Adjusted Operating Profit by Division<sup>1</sup>**



## **Adjusted Operating** Profit by Geography<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Refer to the Discontinued Operations note on page 6 of the results announcement for further details <sup>2</sup> Excluding net exceptionals and amortisation of intangible assets



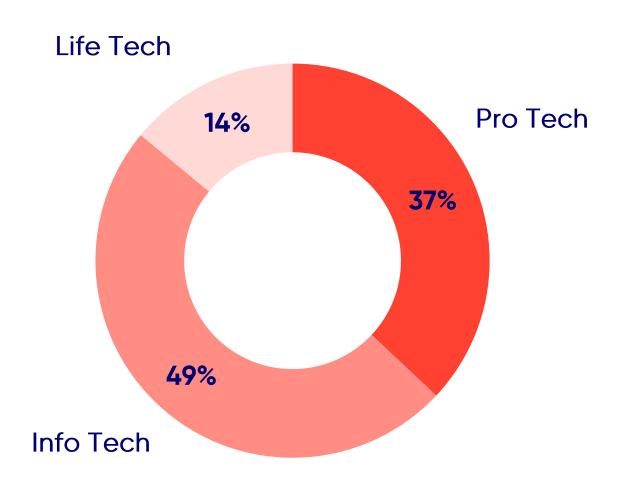
# DCC TECHNOLOGY PERFORMANCE SUMMARY

#### Pro Tech remains robust, strategic initiatives underway

- Revenue increased 0.3% (1.7% cc). Driven by revenue growth in Pro Tech.
- Operating profit declined by 15.7% (14.2% cc).
- In North America, our **Pro Tech** (Pro Audio and AV) business performed robustly, growing operating profit and gaining market share. Europe more difficult and profits declined.
- Info Tech continues to be impacted by soft demand for consumer technology products. Life Tech faced similar challenges to market conditions in Europe.
- Commenced integration and operational efficiency programme in North America to improve profitability and returns.
- We will review our strategic options for the business over the next 18 months.

DCC Technology — continuing <sup>1</sup>	2025	2024 <sup>1</sup>	% change	% change CC
Revenue (£'bn)	4.645	4.629	+0.3%	+1.7%
Gross profit (£'m)	548.3	584.1	-6.1%	-4.7%
Operating profit (£'m)	82.0	97.2	-15.7%	-14.2%
Operating margin	1.8%	2.1%		
Organic growth	-15.8%	-7.0%		
ROCE	7.2%	8.3%		

# Revenue by business



<sup>&</sup>lt;sup>1</sup> Refer to the Discontinued Operations note on page 6 of the results announcement for further details



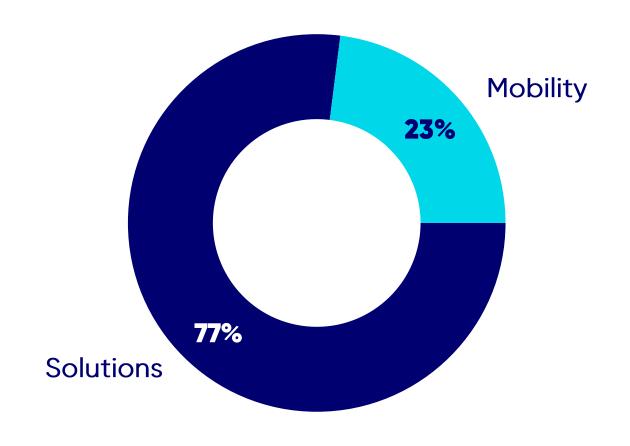
# **DCC ENERGY**PERFORMANCE SUMMARY

#### Strong profit and strategic growth

- Operating profit up 6.5%, (8.5% cc).
- Organic growth of 1.8%, following very strong prior year performance.
- ROCE in line with prior year.
- Carbon intensity of our profits continued to improve and reduced by 8.5%.
- Committed c.£100 million to seven acquisitions, adding to our energy services capability in Europe.

DCC Energy	2025	2024	% change	% change CC
Gross profit (£'m)	1,850	1,757	+5.3%	+7.4%
Operating profit (£'m)	535.5	503.0	+6.5%	+8.5%
Organic growth	1.8%	5.9%		
ROCE	18.5%	18.7%		
CO2e/Operating profit	-8.5%	-12.1%		

# Operating profit by business





# **DCC ENERGY**PERFORMANCE SUMMARY

#### **Solutions:**

- Solutions delivered strong growth of 7.4%, (9.5% cc) driven by M&A activity, net of Hong Kong disposal.
- Organic growth 0.7%, led by excellent organic growth in France from both energy products and energy services.
- Continental Europe benefited from strong growth in France and prior acquisition of Progas in Germany.
- In the Nordics, profits declined after a strong prior year.
- Strong profit growth in UK & Ireland, despite weak UK economy; acquisition of Next Energy drove growth.
- US impacted by milder weather through most of year.

#### **Mobility:**

- Mobility performed well: 3.5% growth (5.4% cc) across fuel and nonfuel services in all regions.
- Organic growth of 5.2% as the business rebounded from a challenging prior year.

Solutions	2025	2024	% change	% change CC
Volumes (billion litre equivalent)	10.9bn	10.7bn	+2.3%	
Gross profit (£'m)	1,468	1,381	+6.3%	+8.3%
Operating profit (£'m)	411.8	383.4	+7.4%	+9.5%
Organic growth	0.7%	8.3%		

Mobility	2025	2024	% change	% change CC
Volumes (billion litre equivalent)	4.3bn	4.5bn	-5.1%	
Gross profit (£'m)	382.3	375.4	+1.8%	+4.0%
Operating profit (£'m)	123.7	119.6	+3.5%	+5.4%
Organic growth	5.2%	-0.7%		

**Donal Murphy** 

OUR
OPPORTUNITY
IN ENERGY



#### **OUR OPPORTUNITY IN ENERGY**

DCC is a unique energy business with big ambition

# DCC will be a global leader in the sales, marketing and distribution of energy products and services

Our aim is to be the best customer company in the energy sector

We have a 50-year heritage in energy mainly off the natural gas grid

We have created scalable growth opportunities in energy

We provide energy that is:

01. Secure

02. Cleaner

03. Competitive

#### **OUR STRATEGY**

Provide energy that is secure, cleaner and competitive to drive growth and returns

01 How we do it

#### **GROW CUSTOMERS**

Being the provider of choice for essential energy products

**SELL MORE SERVICES** 

To our energy customers

02 >

Why we win

. . .

No.1 or No.2 in most of our markets

10 year + customer relationships

Strong operators and M&A consolidators

03 **>**What we deliver

3 to 4% organic + 6 to 8% M&A = 10% profit growth

We turn ~90+% of profit into cash

Return on capital employed (ROCE): high teens

0.1

#### FIVE DECADES OF GROWTH

0.7

Reaching 10 million energy customers, delivering high returns and turning profits into cash

1977 1984 2009 2018 2022 2030 2025 Entry into the DCC's first Energy Entry into the **Expansion into** Launched new 2030 ambition Strategic UK liquid gas Continental **US** market set in 2022: acquisition: Flogas, plan to focus **Energy strategy** an Irish liquid gas market Europe on Energy double profits business c.830 **536** 407 **281** DCC Energy

#### WHAT WE DO

DCC is a customer-focused business in energy sales, marketing and distribution. We have leading market positions in 12 countries. We operate two businesses: Solutions and Mobility.

#### **SOLUTIONS: 77% EBITA**



LIQUID GAS, FUELS, GRID GAS AND POWER

We sell and distribute liquid gas, fuels, biofuel, on-grid gas, and renewable power to commercial and industrial (C&I), and domestic customers

More intensive energy use cases



#### SOLAR AND OTHER ENERGY SERVICES

We design, install and maintain on-site solar and hybrid energy systems mainly for C&I customers to self-generate electric power; and sell energy efficiency solutions

Less intensive energy use cases

#### **MOBILITY: 23% EBITA**



#### SERVICE STATIONS AND FLEET SERVICES

We own or operate service stations (gas stations) for mobility customers: providing fuels, convenience retail, car wash and electric vehicle charging; and offer fleet payment, digital parking and telematic services

Transport and mobility use cases

13 MAY 2025

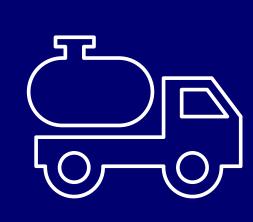
#### **OUR OPPORTUNITY IN ENERGY**

## HOW WE DRIVE OUR CLEANER ENERGY IN YOUR POWER STRATEGY FOR SOLUTIONS

Become the provider of choice for secure, cleaner and competitive energy solutions



# Energy Products (68% share of EBITA)





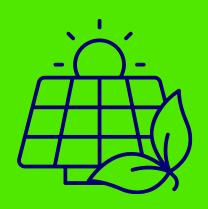
Grow customer numbers

Be excellent operators

Consolidate markets through M&A



# **Energy Services (9% share of EBITA)**





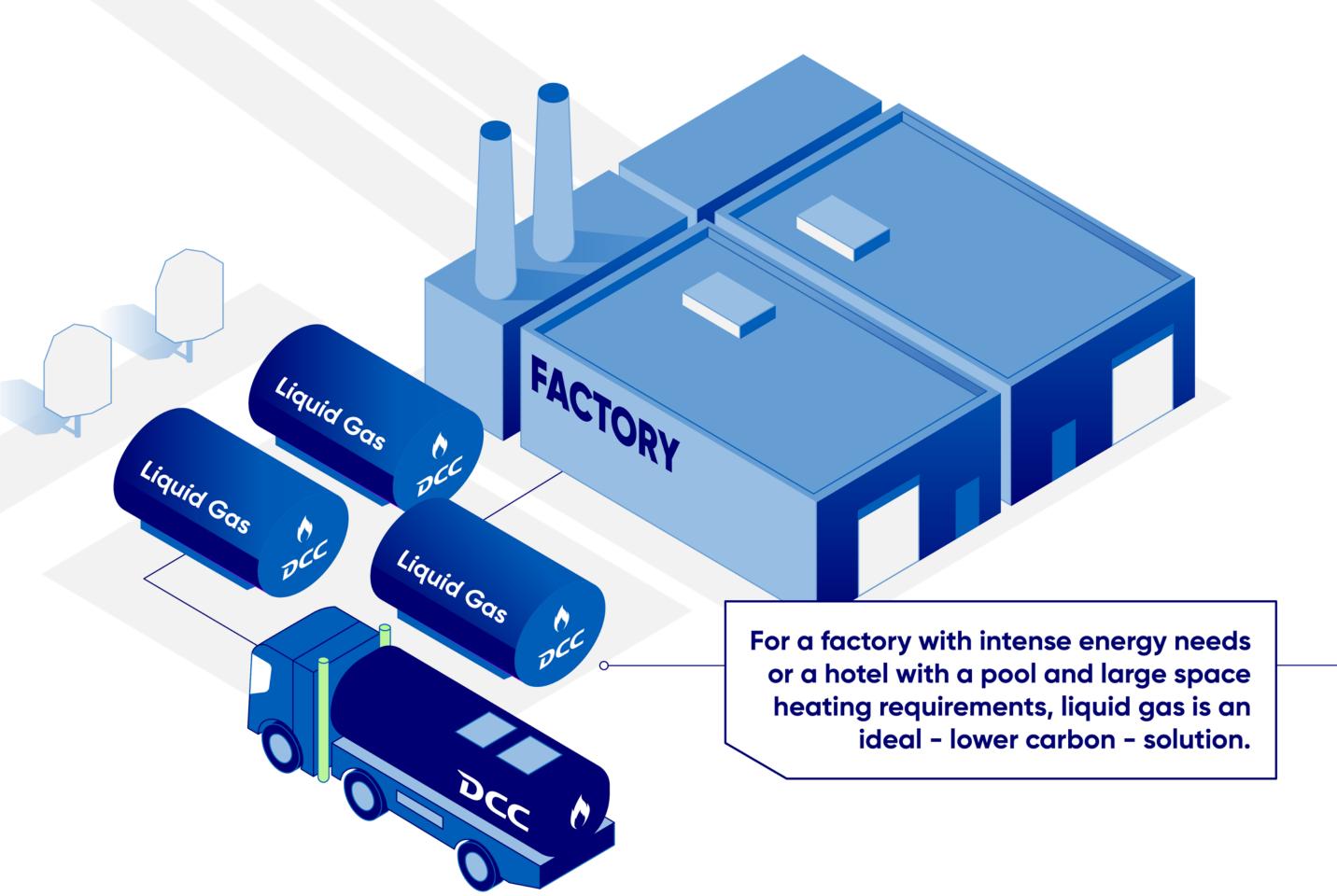
Led by on-site solar electric power generation

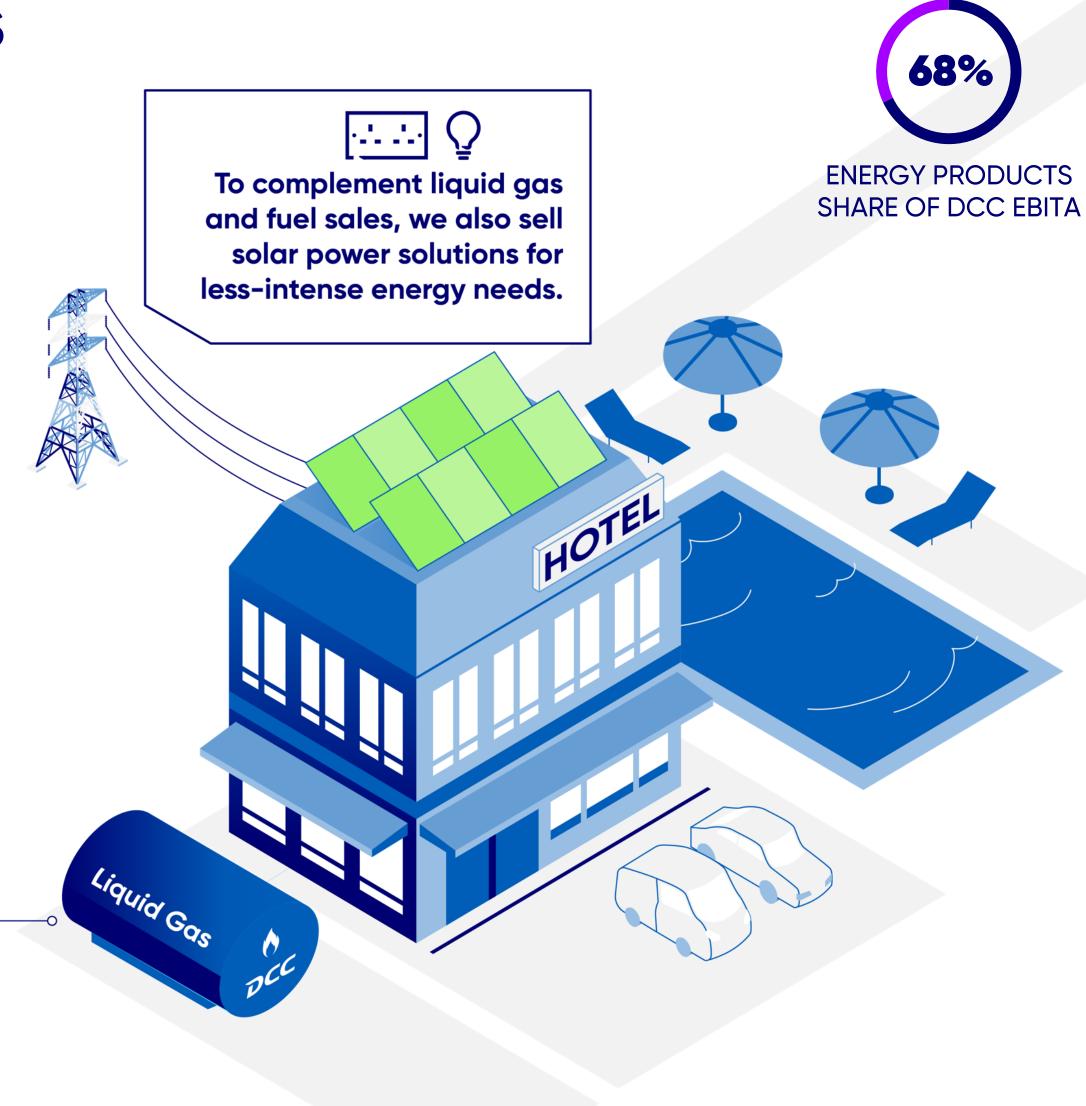


Sell more solutions into services and product customers

## **ENERGY PRODUCTS: HOW WE SERVE OUR CUSTOMERS**

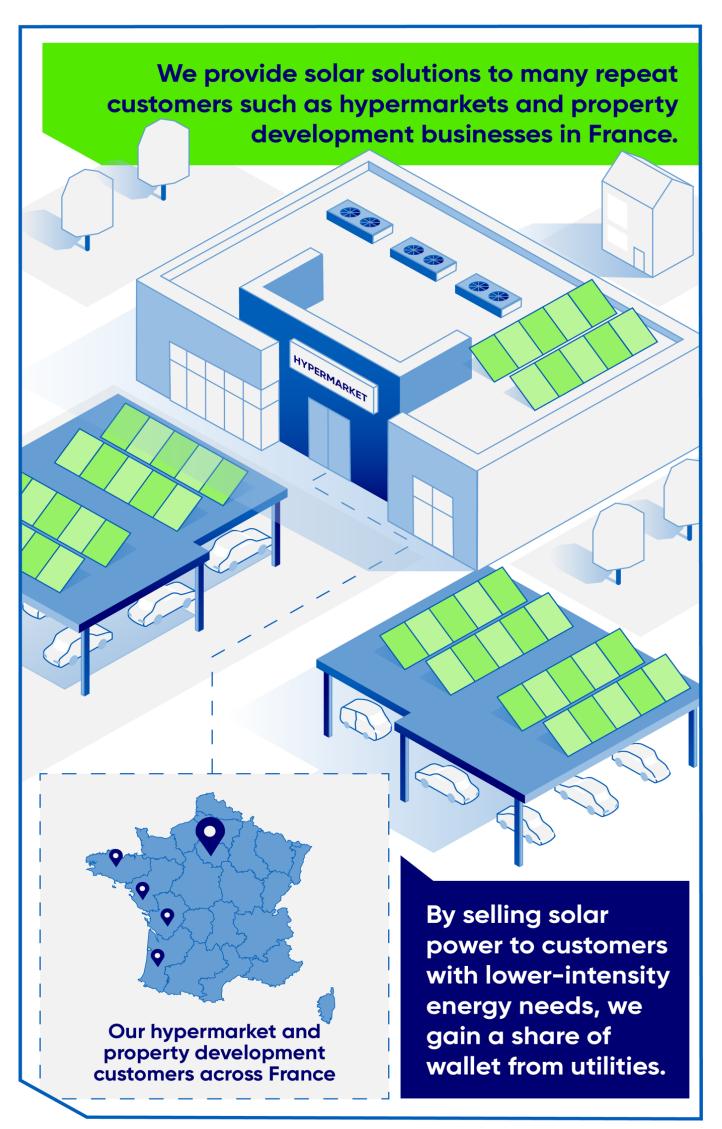
Most of DCC's liquid gas and fuel customers are in rural areas, not connected to the gas grid.

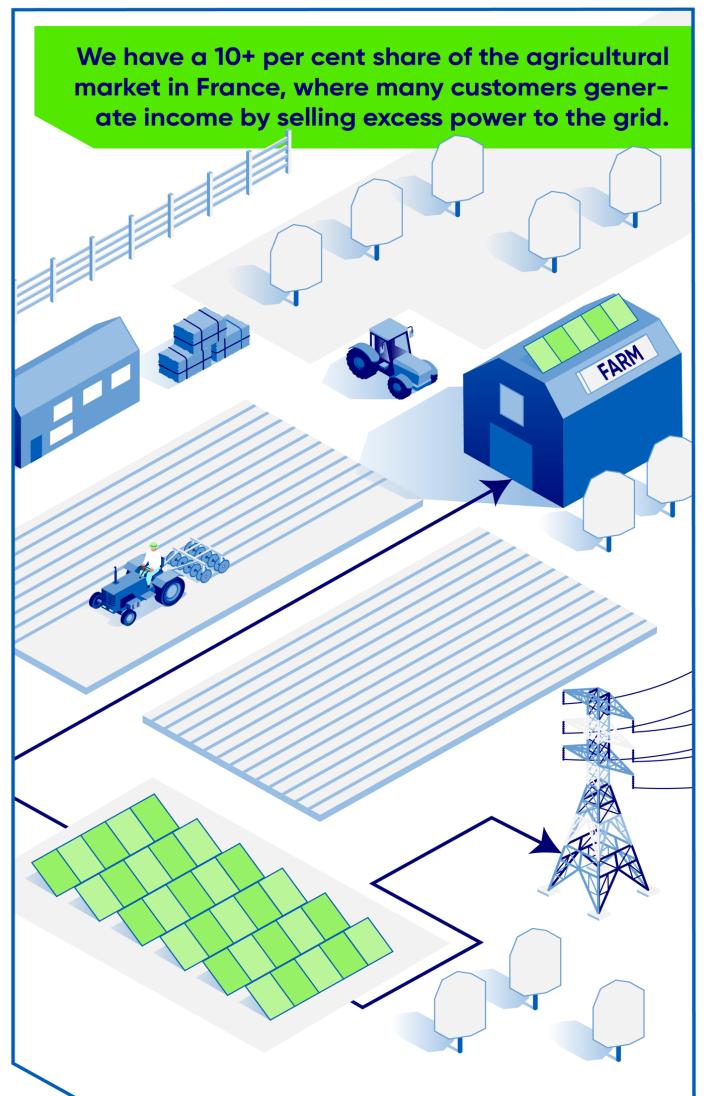




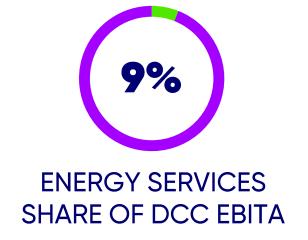
#### 13 MAY 2025 DCC

## **ENERGY SERVICES: HOW WE SERVE OUR CUSTOMERS**









#### HOW WE DRIVE OUR CLEANER ENERGY IN YOUR POWER STRATEGY FOR MOBILITY

To grow our secure, cleaner and competitive energy for service station, fleet payment, digital parking and telematic customers



# Mobility (23% share of EBITA)

#### **Service stations**



#### **ENHANCE**

c. 400 of our 1,173 sites (172 already complete)



- Convenience retail
- EV charging
- Biofuel



#### **MAXIMISE**

the profit contribution from c. 800 of our sites



+13% CAGR past 10 years

#### **Fleet services**



#### EXPAND

Our fleet payment, digital parking and telematic solutions.



Integrate telematics and other fleet services into one platform in the medium term.

#### **MOBILITY: HOW WE SERVE OUR CUSTOMERS**

#### **Service stations**



#### Fleet services



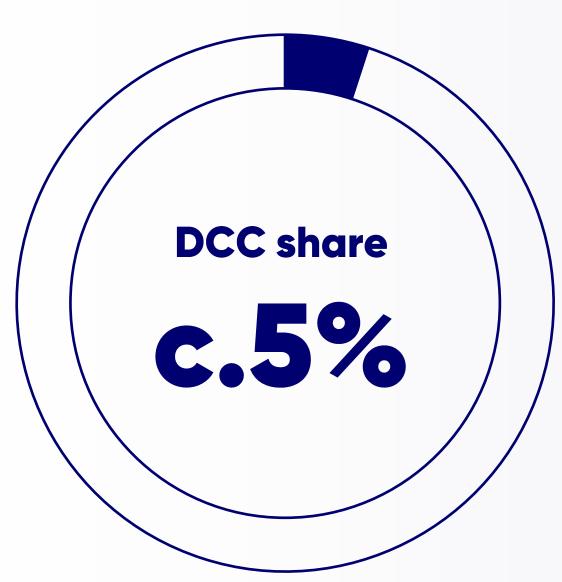


DCC

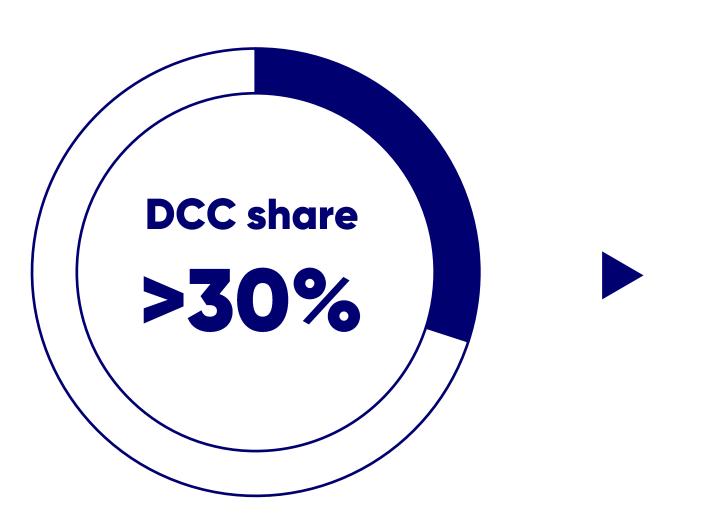
#### WHY ENERGY IS ATTRACTIVE: SCALE M&A GROWTH OPPORTUNITY IN ENERGY PRODUCTS

# Grow liquid gas share in selected European markets and in the US

**OUR SCALE OPPORTUNITY** IN OTHER EUROPEAN AND US LIQUID GAS MARKETS



We have a 5% share of our total addressable European and US market (TAM) which is c.74bn litres



We have a >30% share in the **European markets** where we operate today: leadership positions drive returns

#### Why we like liquid gas:

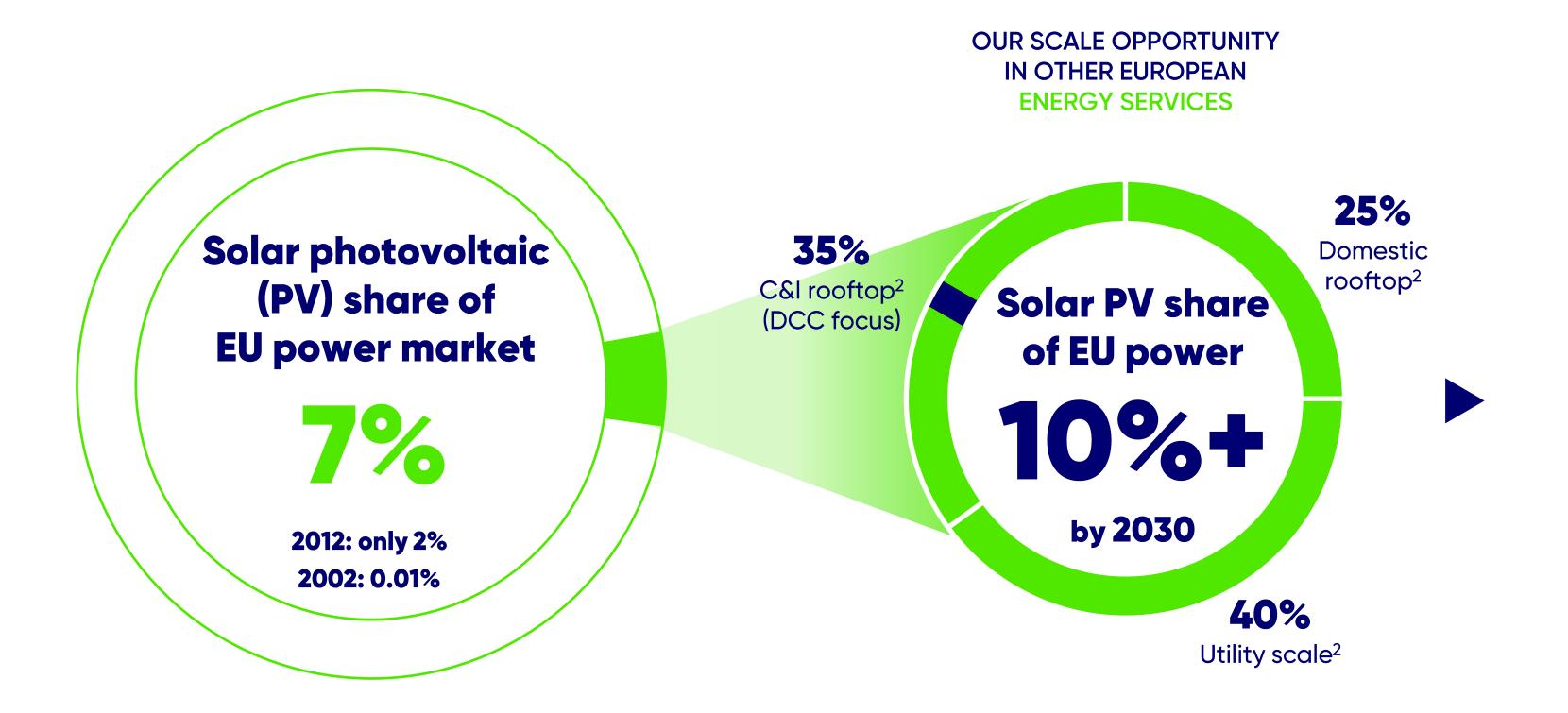
- 01. We drive value as we create leadership positions through:
  - Consolidating fragmented markets
  - Economies of scale in procurement
  - Cost synergies: create route density
- **02.** Loyal customer base, deeply embedded relationships
- 03. We attract customers with carbon reduction >15% shifting from fuel or coal

KEY:

- Indicative DCC share

## WHY ENERGY IS ATTRACTIVE: SCALE ORGANIC AND M&A OPPORTUNITY IN ENERGY SERVICES

Consolidate fast-growing commercial and industrial solar power self-generation in Europe



# Why we like solar electric power self-generation:

- **01.** Solar self-generation growth drivers:
  - Electric power demand will grow
  - Solar market share of power market to keep growing rapidly: 5-7% growth expected to 2028<sup>2</sup>
  - C&I share of solar mix to grow
- O2. We now have new capability to retain our products customers if they can shift to less intensive energy
- O3. New revenue streams from crossselling e.g. maintenance, battery storage, energy efficiency services

EU power market production

(2.9m GWh)<sup>1</sup>

<sup>&</sup>lt;sup>1</sup>Source: Eurostat, May 2025 (Solar PV share of the power market up to 9% in 2023 in latest data recently released)

<sup>&</sup>lt;sup>2</sup> Source: Solar Power Europe, December 2024

## WHY ENERGY IS ATTRACTIVE: GROWTH POTENTIAL FROM STRONG BASE

Where we play	Growth opportunity  Energy Products	Growth opportunity  Energy Services	Growth opportunity  Mobility: Fleet services
<ul><li>France</li></ul>			
# UK			
Ireland			
Germany			
Austria			
Nordics			
Benelux			NOT A CURRENT FOCUS
■ US		NOT A CURRENT FOCUS	NOT A CURRENT FOCUS
Rest of Europe			NOT A CURRENT FOCUS

- Significant space to grow market share via organic growth and M&A
- Large existing market share, mainly organic growth opportunity
- No presence yet: M&A initially

### **NEW LEADERSHIP TEAM: ALIGNED WITH SINGLE SECTOR STRATEGY**

#### **EXECUTIVE DIRECTORS**



Donal Murphy\*
Chief Executive



Kevin Lucey\*
Chief Financial Officer,
Chief Operating Officer
(incoming)



FUNCTIONAL LEADERS

Conor Murphy\*
Chief Financial Officer
(DCC Energy),
Chief Financial Officer (incoming)

#### **BUSINESS LEADERS**



Matt
Dantinne
MD Energy
Solutions,
North
America



Andrew Graham MD Mobility



Christian
Heise
MD Energy
Solutions,
Nordics



Darragh
Byrne\*
Chief Risk
Officer and
General
Counsel



Yvonne
Holmes\*
Group Director
of Sustainability
and Corporate
Affairs



Nicola McCracken\* Chief People Officer



Steve
Taylor
MD Energy
Solutions,
UK & Ireland



Emmanuel
Trivin
MD Energy
Solutions,
Continental
Europe



Eddie
O'Brien\*
Chief Strategy and
Transformation
Officer



Mandy
O'Sullivan\*
Group Director of
Corporate
Development

# 

COUR
FINANCIAL
FRAMEWORK



#### OUR ENERGY BUSINESS HAS EXCELLENT FINANCIAL CHARACTERISTICS

**GROWTH THROUGH-THE-CYCLE:** Our products and services are essential

**ORGANIC GROWTH:** Focus on market share, efficiency and growth in services or renewable/bio products

**EXCELLENT RETURNS ON CAPITAL:** Loyal customers, scale and business model

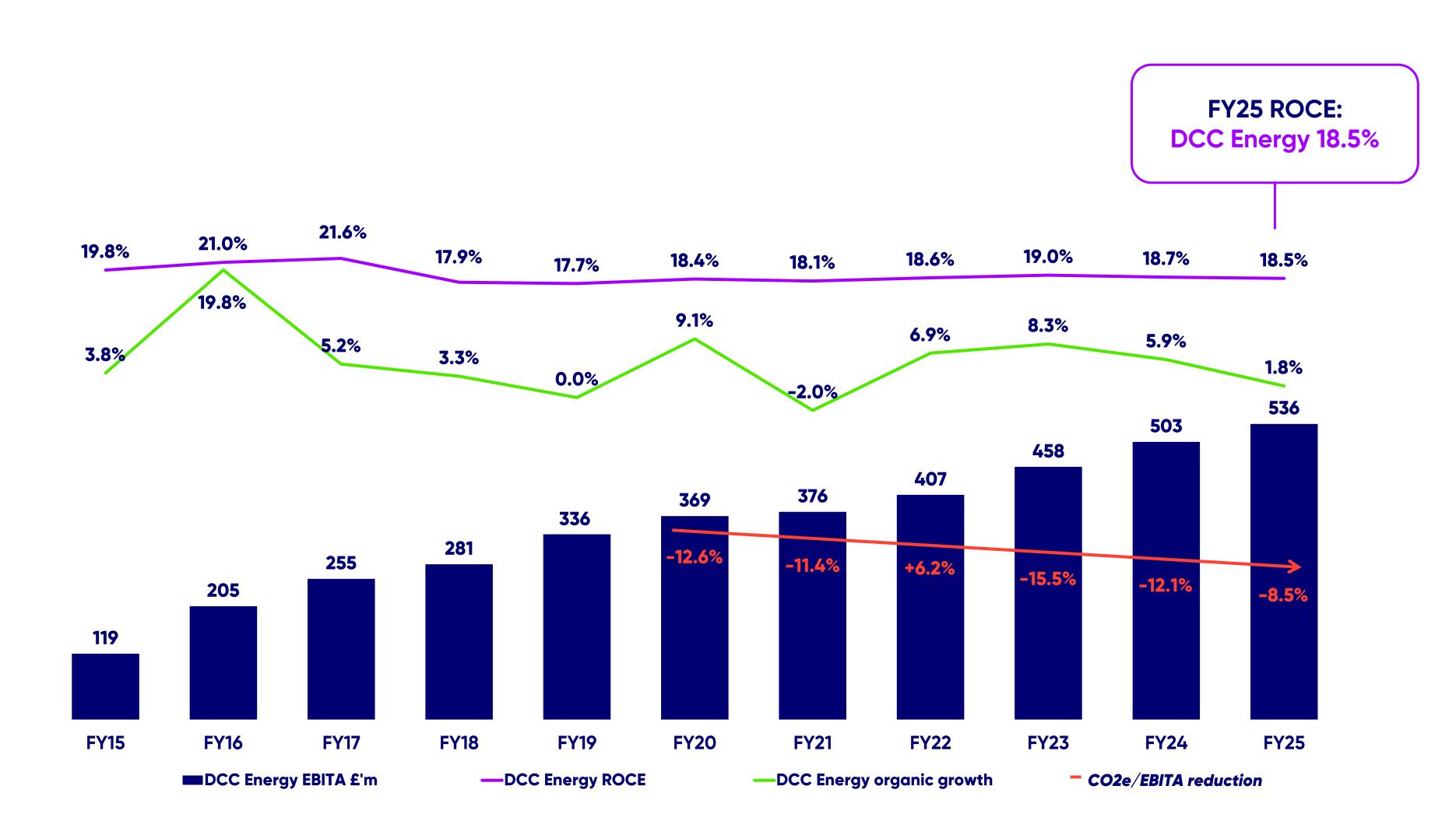
HIGHLY CASH GENERATIVE: Careful management of capital, predictable and rateable demand

REDUCE CARBON INTENSITY OF PROFITS: Through our Cleaner Energy in Your Power strategy



# AND OUR STRATEGY DELIVERS: WE HAVE A PROVEN RECORD IN ENERGY

# Sustainable profit growth at attractive returns



19.0% **10YR AVERAGE** ROCE 5.8% **10YR AVERAGE ORGANIC GROWTH** 16.2% **10YR EBITA CAGR** 10YR FCF **CONVERSION** 

## **DCC: KEY FINANCIAL METRICS**

Focus throughout DCC on organic profit growth, cash flow conversion and ROCE Value drivers for energy include customer metrics, gross margin conversion and carbon intensity

#### **SOLUTIONS: 77% EBITA**



#### **VALUE DRIVERS**

- Top line volume driven; revenue is much less relevant
- Absolute gross margin key
- Gross margin conversion
- EBITA per litre metric



#### **VALUE DRIVERS**

- Revenue growth is important
- Gross margin conversion
- EBITA % margin

#### **MOBILITY: 23% EBITA**



#### **VALUE DRIVERS**

- Absolute gross margin is key
- Fuel / non-fuel services gross margin and conversion
- EBITA growth



## PERFORMANCE BY BUSINESS AREA

Total EBITA of £535.5m in FY25

# SOLUTIONS

£411.8m: 77% Operating profit

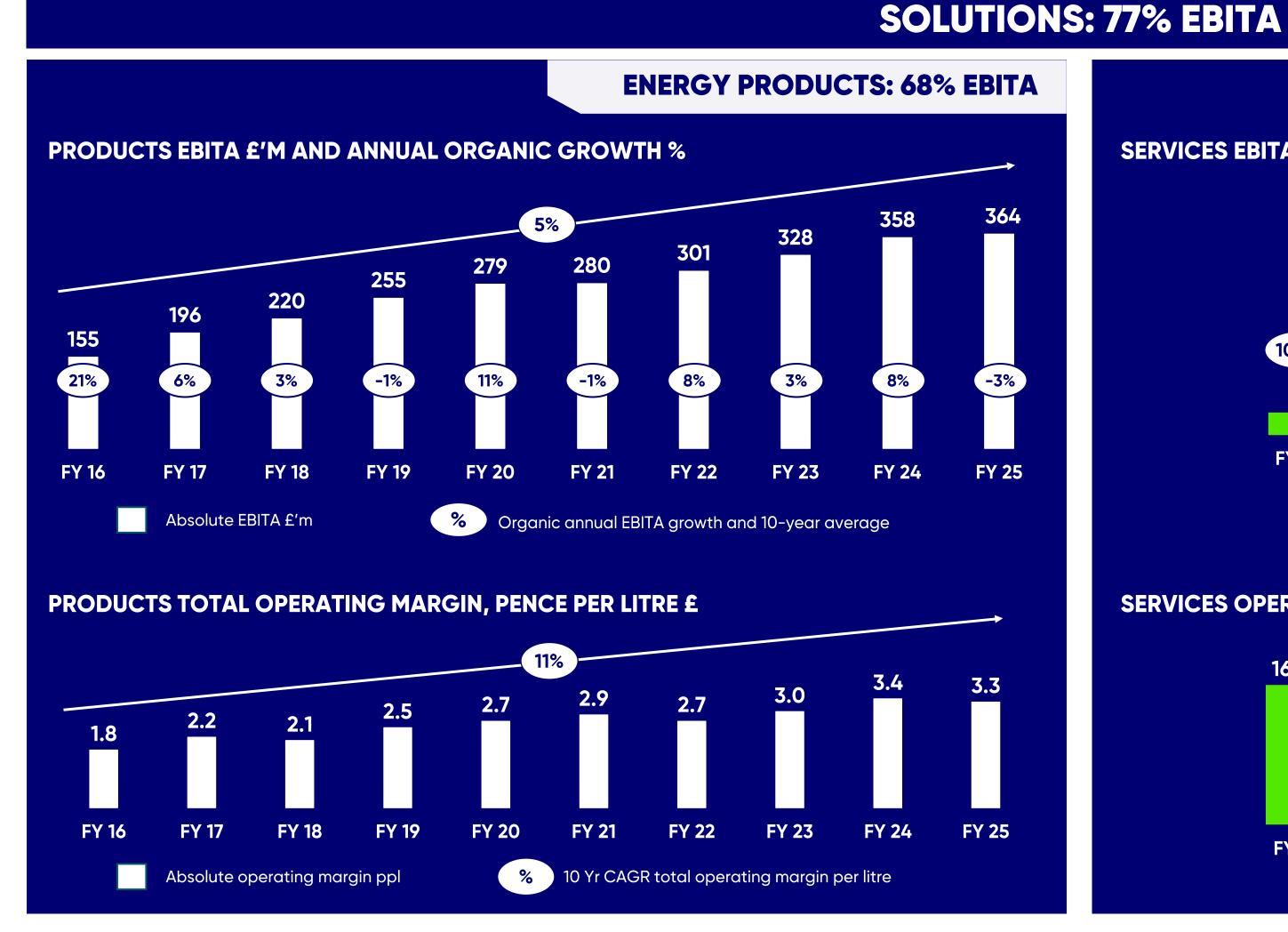
# **MOBILITY**

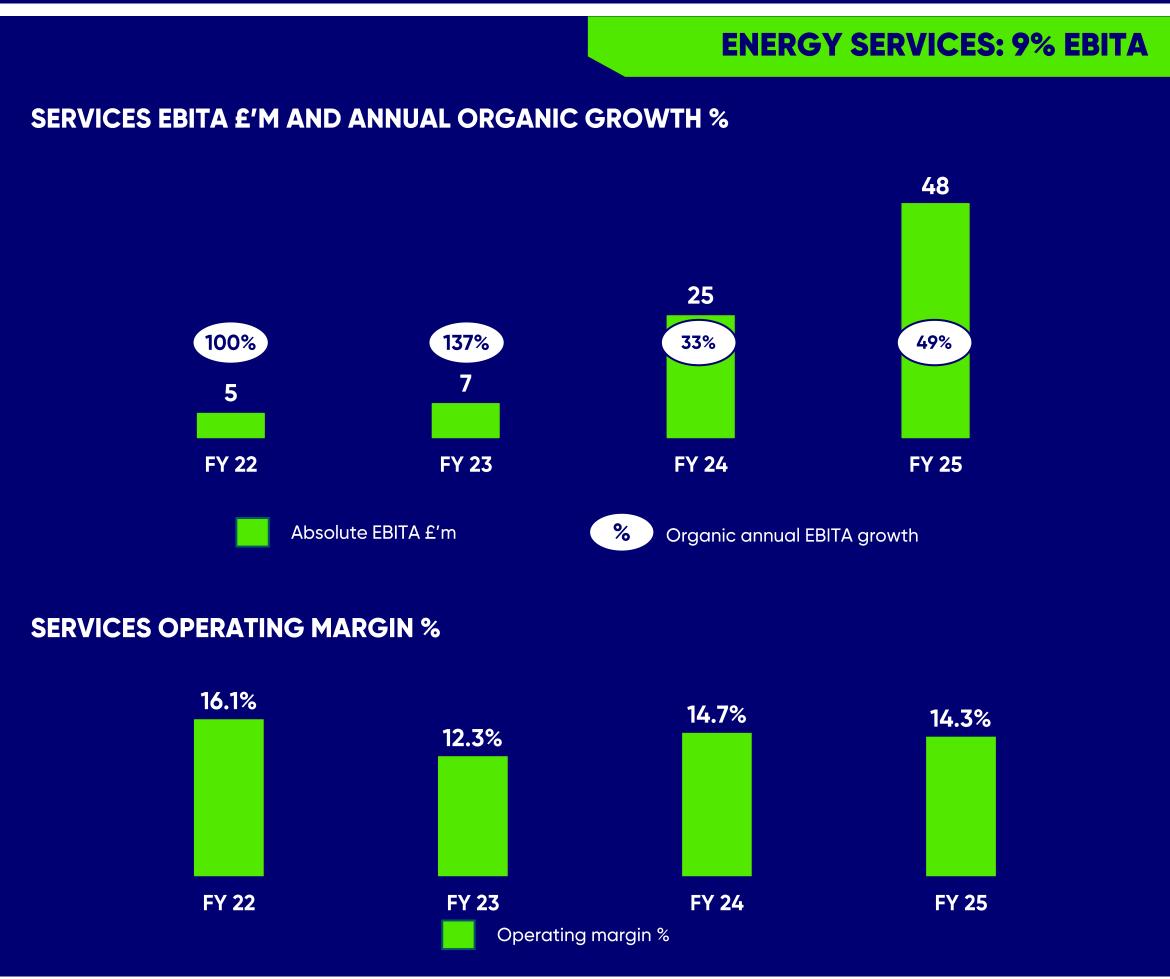
£123.7m: 23% Operating profit

	ENERGY PRODUCTS		ENERGY SERVICES			SERVICE STATIONS AND FLEET SERVICES			
	2025	2024	% change	2025	2024	% change	2025	2024	% change
Volume (bn litre equivalent)	10.9	10.7	+2.3%				4.3	4.5	-5.1%
Revenue (£'m) (non-volume sales)				336.4	170.8	+96.9%			
Gross profit (£'m)  – Of which fuel  – Of which non-fuel services	1,325.3	1,310.9	+1.1%	142.5	70.4	+102.4%	382.3 278.3 104.0	<b>375.4</b> 275.9 99.5	+1.8% +0.9% +4.5%
Gross margin (pence per litre)	12.2	12.3					8.9	8.3	
Adj. operating profit (EBITA) (£'m)	363.5	358.3	+1.5%	48.3	25.1	+92.6%	123.7	119.6	+3.5%
Operating margin (pence per litre)	3.3	3.4							
Operating margin (%)				14.3%	14.7%				

## **SOLUTIONS:**

## Organic growth and margin history

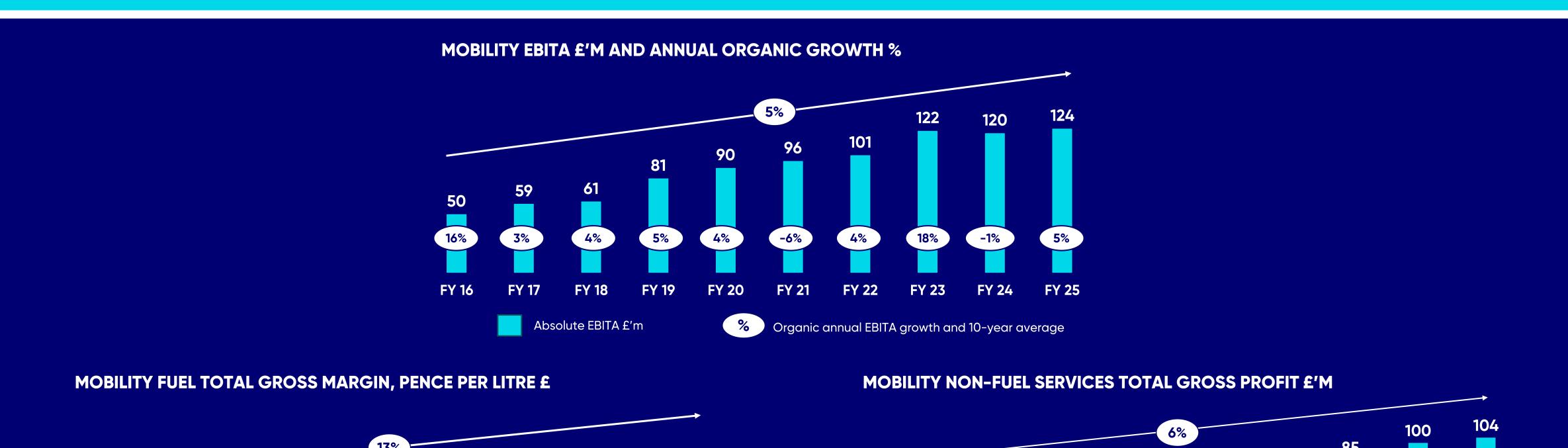


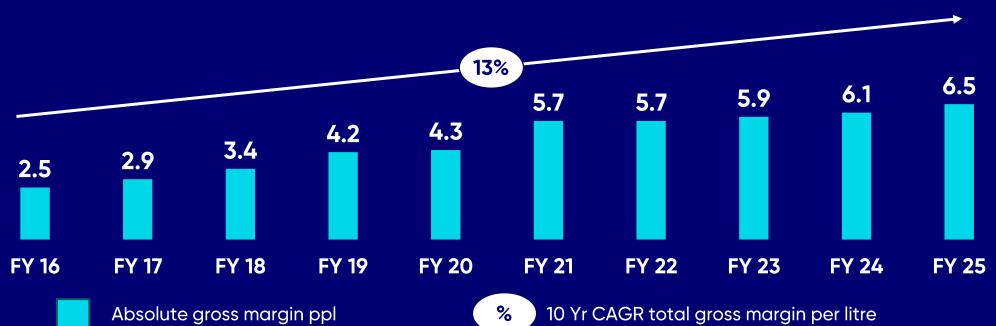


### **MOBILITY:**

## Organic growth and margin history



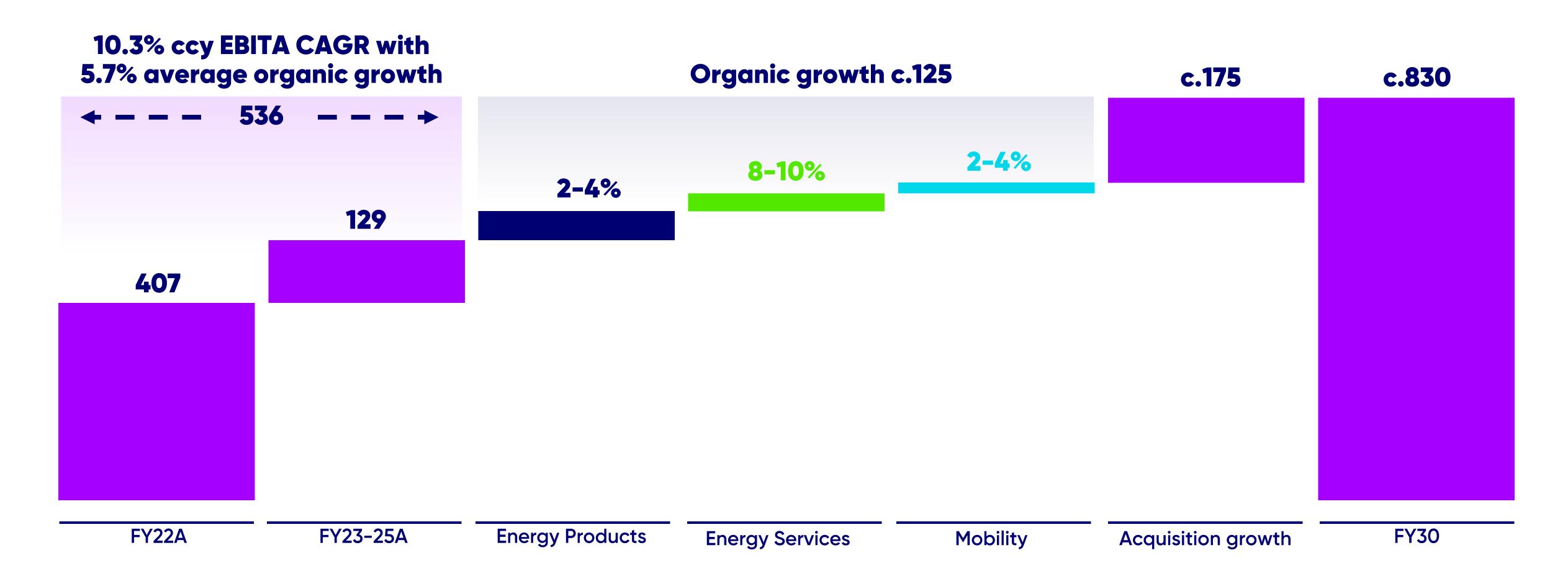






## ON TRACK TO DELIVER OUR 2030 AMBITION OF c.£830m EBITA - MORE THAN 2X FY22

EBITA BRIDGE (FY22A-FY30), £M<sup>(1)</sup>



<sup>&</sup>lt;sup>1</sup> Estimate only, these numbers are subject to change



## WE AIM TO DELIVER 3% TO 4% ORGANIC EBITA GROWTH ON AVERAGE IN ENERGY

Drive organic growth through customer growth, efficiency and services

## **Solutions: Energy Products**

VOLUMES: + MARGIN PER LITRE: — 2% to 4% EBITA organic growth

## **Solutions: Energy Services**

REVENUE: EBITA MARGIN: 8% to 10% EBITA +7 to +10% FLAT TO + 1% organic growth

## **Mobility**

FUEL VOLUMES: + FUEL GROSS MARGIN
-2% to +0.5% + PER LITRE: > +1% - 2% to 4% EBITA
Organic growth
NON-FUEL SERVICES GROSS PROFIT: +5 to +10%

## WE AIM TO DELIVER 6% TO 8% M&A GROWTH UTILISING OUR EXCELLENT M&A CAPABILITY

c. 400 transactions since going public at high teen returns; Continue to build our pipeline

#### **STRATEGY**

- Development plan in line with energy strategy
- Optionality across energy area depending on ROCE and probability of delivery
- Recycle capital: e.g. sale of Hong Kong in FY25

### SOURCING

- Multiple channels
- Direct outbound & inbound
- In market focus on bolt-ons by businesses
- Preference for (non-auction) bilateral deals

#### **PROCESS**

- Origination and execution managed by central M&A team
- Well-defined due diligence process. Integration planning and resourcing critical.

#### **STRUCTURE**

- No one size fits all
- Deal structured to drive right behaviours
- Often an element of retention/incentive

#### GOVERNANCE

- All M&A controlled at centre
- Full board approval for acquisitions above £50m threshold

#### **HOW WE ASSESS M&A OPPORTUNITIES**

Mid-to-high teen ROCE potential Strategic fit, customer growth Organic growth & scale potential Quality infrastructure & team

>200

OPPORTUNITIES ASSESSED PER YEAR

**30** 

NEAR TERM ACTIVE OPPORTUNITIES

c.£50m

RECENT AVERAGE DEAL SIZE

## **OUR CAPITAL ALLOCATION FRAMEWORK**

Sharpening our focus on self-funded development and shareholder returns

1

## **INVEST IN BUSINESS**

Capex

1.0x - 1.4x capex: depreciation p.a.

STRONG
BALANCE SHEET

Investment-grade credit rating

Net debt / EBITDA Between 1x to 2x

## **ORDINARY DIVIDENDS**

Progressive approach, payout c.40% of earnings

## **SELF-FUNDED M&A**

Mid-to-high-teen ROCE well above cost of capital

**SURPLUS CAPITAL** 

Returned to shareholders via buyback or similar means

Z

OUTLOOK,
SUMMARY AND
Q&A



## 13 MAY 2025 DCC

## WHY INVEST IN DCC?

Highly experienced compounder: **400 acquisitions** at high returns

Growing demand: customers need secure, cleaner and competitive energy

Scale opportunities in new and existing markets

Strong balance sheet and cash generation: selffunded doubledigit growth

SUSTAINABLE **RETURNS** COMPOUNDING GROWTH

**Strong operators** 

Market leading positions and long-term customer relationships

Agile, entrepreneurial and resilient business model

## OUTLOCK FY26

DCC expects that the year ending 31 March 2026 will be a year of good operating profit growth on a continuing basis, strategic progress and continued development activity.

# TO SUMMARISE

Strategic progress & material shareholder return



Excellent opportunity to grow our unique multi-energy business



Focused on the future to achieve our 2030 ambition







APPENDIX

## **APPENDIX**

Additional Financial Information

02.
Sustainability and Carbon Intensity

03. Energy: 'Right to Win'





## **BUSINESS MODEL CONTINUES TO DELIVER**

## 31-YEAR CASHFLOW, FY25 CASHFLOW

	2025	31 Years	Metric
	£m	£m	
Operating profit	703.6	7,360.1	13% 31 Year CAGR
(Increase)/decrease in working capital	(93.7)	366.5	
Capex investment > depreciation	(21.1)	(582.6)	1.0x Capex : Depreciation
Free cash flow	588.8	7,144.0	97% 31 Year FCF Convert
Interest and tax	(194.0)	(1,704.7)	
Free cash flow after interest and tax	394.8	5,439.3	
Acquisitions, divestments/exceptional (net)	(236.9)	(5,090.5)	
Dividends	(206.7)	(1,858.0)	13% 31 Year CAGR
Share issue / buybacks	_	768.7	
Net cash outflow	(48.8)	(740.5)	
Opening net debt	(1,147.1)	(1.6)	
IFRS 16 adjustment, translation and other	43.8	(410.0)	
Closing net debt	(1,152.1)	(1,152.1)	
Closing net debt – excl. IFRS 16 leases	(795.9)	(795.9)	0.9x Net Debt : EBITDA

**ORGANIC DEVELOPMENT** 

**M&A** CAPABILITY

**RETURNS TO SHAREHOLDERS** 



## FINANCIAL SUMMARY - HALF YEAR SPLITS

FOR THE YEAR ENDED 31 MARCH 2025

		2025			2024			% change	
Adj. Operating Profit <sup>1</sup>	H1 £'m	H2 £'m	FY £'m	H1 £'m	H2 £'m	FY £'m	H1 %	H2 %	FY %
DCC Energy	182.7	352.8	535.5	170.6	332.4	503.0	+7.0%	+6.2%	+6.5%
DCC Technology	38.5	43.5	82.0	41.3	55.9	97.2	-6.8%	-22.3%	-15.7%
Group - continuing	221.2	396.3	617.5	211.9	388.3	600.2	+4.4%	+2.1%	+2.9%

<sup>&</sup>lt;sup>1</sup>Excluding net exceptionals and amortisation of intangible assets

**APPENDIX** 

## NET EXCEPTIONAL CHARGE (INCLUDING IMPAIRMENTS)

## FOR THE YEAR ENDED 31 MARCH 2025

	2025
	£m
Restructuring and integration costs and other	(37.0)
Acquisition and related costs	(9.1)
Profit on disposal of subsidiary undertaking	3.3
Adjustments to contingent acquisition consideration	3.0
IAS 39 mark-to-market charge	(0.3)
	(40.1)
Impairment of goodwill	(73.9)
Net exceptional items before tax - continuing	(114.0)
Tax attaching to exceptional items	8.2
Net exceptional items after tax – continuing	(105.8)
Net exceptional items after tax – discontinued	(60.9)
Net exceptional charge	(166.7)

## Impairment of goodwill:

- A non-cash goodwill impairment has been recognised in respect of the UK component of DCC Technology's Info Tech segment. While trading in the business has improved in recent years, the recovery to historic levels has taken longer than anticipated. Given the longer recovery trajectory and market conditions showing little signs of improving in the UK, a non-cash impairment of £73.9 million was recognised.

#### **Discontinued:**

The charge for net exceptional items on discontinued operations primarily relates to the Exertis France consumer product business and Exertis Iberia within the Info Tech segment of DCC Technology. In April 2025 the Group agreed to sell this business and the proceeds on disposal are expected to give rise to a non-cash impairment loss of approximately £52.2 million which has been recognised in the current year. The balance of £8.7 million relates to restructuring and costs of disposal for discontinued operations.

## **SUMMARY OF GROSS DEBT** FOR THE YEAR ENDED 31 MARCH 2025

	FY25 Average O/S	FY25 Average rate	At 31 March 25 O/S	At 31 March 25 Average rate
Unsecured Notes fixed net <sup>1</sup>		4.90%	£1.44bn	4.87%
Unsecured Notes floating net <sup>2</sup>		5.67%	£0.48bn	4.94%
Total Unsecured Notes <sup>3</sup>	£1.87bn	5.13%	£1.92bn	4.89%
Revolving credit facility	£0.06bn			

<sup>&</sup>lt;sup>1</sup> Net amount at fixed rates after cross-currency swaps

<sup>&</sup>lt;sup>2</sup> Net amount at floating rates after interest rate and cross-currency swaps
<sup>3</sup> The Group's Unsecured Notes fall due between 25 April 2025 and 4 April 2034 with an average maturity of 4.8 years at 31 March 2025

## **KEY FINANCIAL METRICS: PRO-FORMA**

Reflecting sale of DCC Healthcare and intended capital return

£'m	2025	2025 Pro-forma
EBITDA	870.1	767.6
EBITA	703.6	617.5
Net debt at 31 March (excl. lease creditors)	795.9	650.9
Net debt / EBITDA	0.91 times	0.85 times

- Assumes net cash proceeds in total of £945 million
- Assumes £800 million return of capital

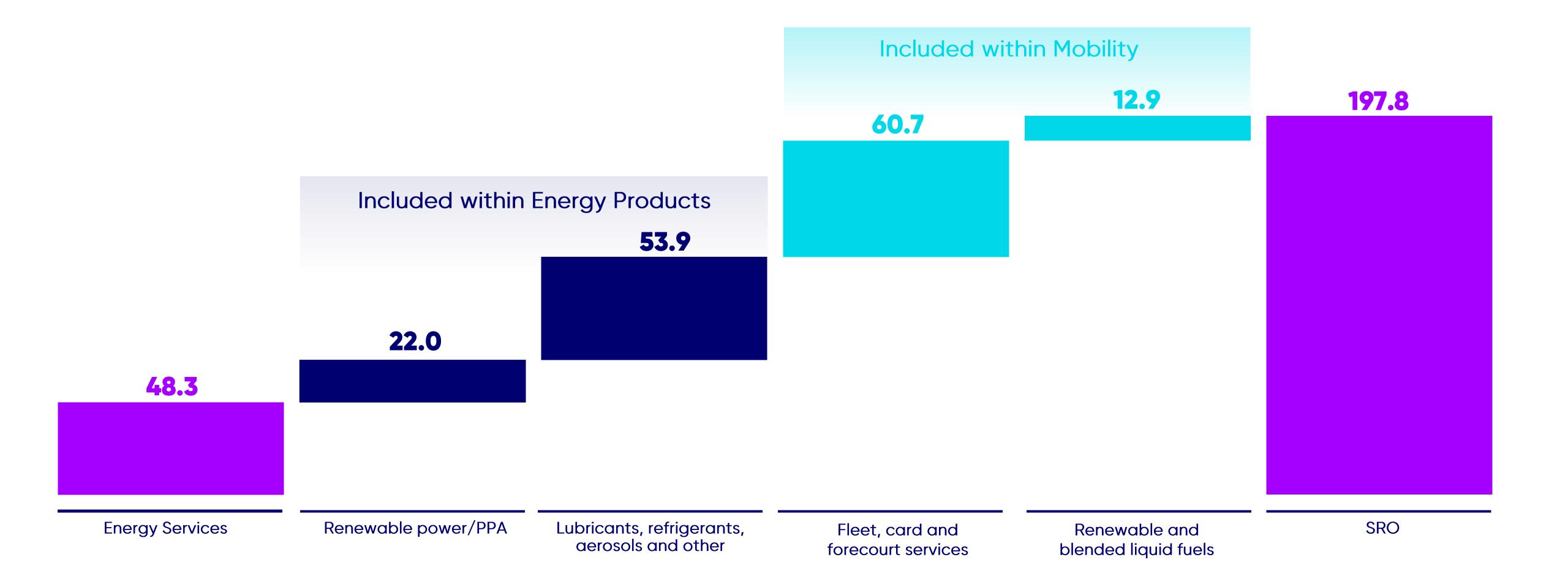
## OTHER FINANCIAL CONSIDERATIONS

REGARDING FY26 OUTLOOK (AS AT 13 MAY 2025)

FX translation adj. operating profit	c0.5%
Net finance costs	c.£100m
Effective tax rate	c.20.5%
Non-controlling interest	c.£15m
Number of shares outstanding	98,966,179*

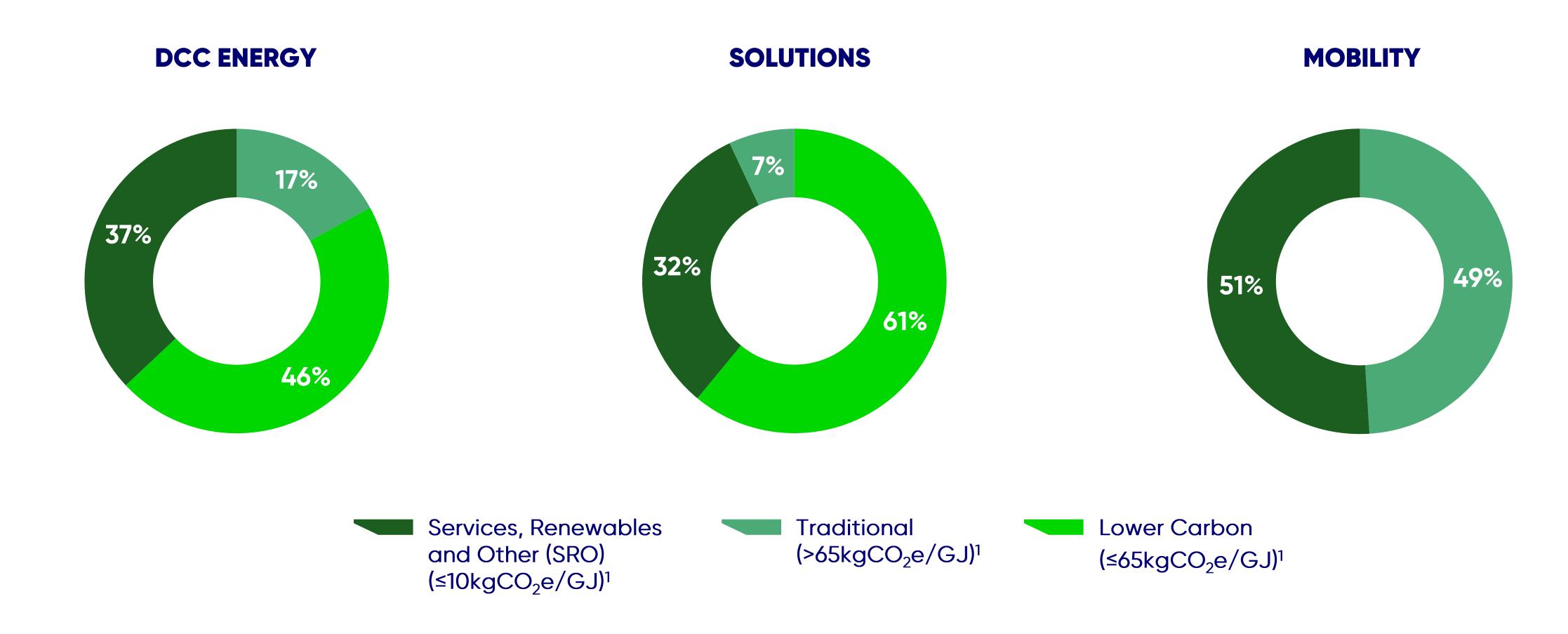
Number of shares outstanding pre the intended capital return

## ENERGY SERVICES TO SERVICES, RENEWABLE AND OTHER (SRO) EBITA BRIDGE FY25, £M



## **DCC ENERGY**

For reference: FY25 split of operating profit mix by carbon intensity



<sup>&</sup>lt;sup>1</sup> Carbon intensity value is from use of sold product

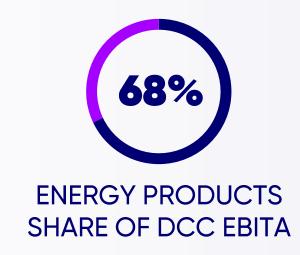


## **SUSTAINABILITY TARGETS AND PROGRESS**

## FOR THE YEAR ENDED 31 MARCH 2025

STRATEGIC PRIORITIES	2030 TARGETS	2025	2024	% CHANGE	VS BASELINE
CLIMATE CHANGE	50% reduction Scope 1 & 2 GHG emissions (ktCO <sub>2</sub> e Group)	65	68	-4.4%	-48% reduction since 2019 baseline
	35% reduction Scope 3 GHG emissions (mtCo <sub>2</sub> e DCC Energy)	37.9	38.9	-2.6%	-11% reduction since 2022 baseline
HEALTH & SAFETY	LTIFR <1 Lost Time Incident Frequency Rate of <1 for every 200,000 hours worked	0.78	0.89		<ul><li>Year-on-year improvement</li><li>0.89 2024</li><li>0.97 in 2023</li></ul>
OUR PEOPLE	>80% Employee Engagement Score	79%	77%		Year-on-year improvement  • 77% 2024  • 76% 2023
BUSINESS CONDUCT	Ethics and Integrity highest standards Material data privacy breaches Anti-corruption and bribery convictions	0	0		

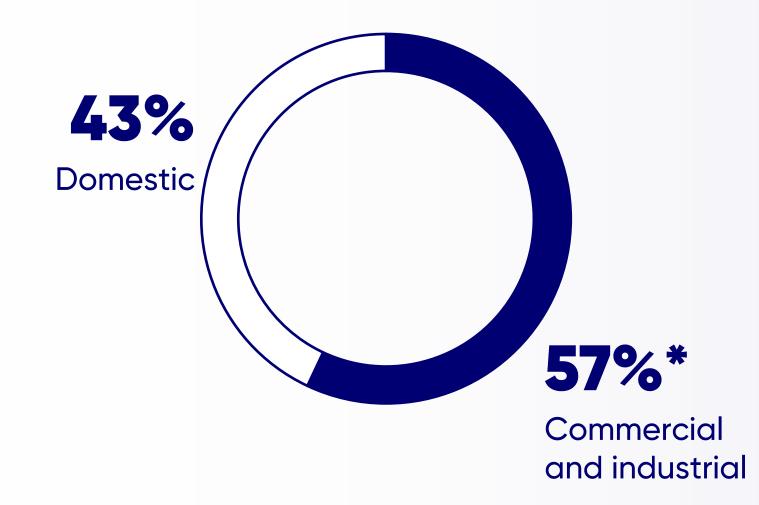
## **ENERGY PRODUCTS: OUR CUSTOMERS AND RIGHT TO WIN**



#### **OUR CUSTOMERS**

We sell and distribute liquid gas and other fuel products to commercial, industrial and domestic customers with intense energy needs.

We have 1.5 million direct customers, many of whom are contracted.



#### **OUR PROGRESS**

**EBITA ORGANIC GROWTH** 

+5% average over 10 years

**OPERATING MARGIN PER LITRE** 

+11% CAGR 10 years

#### **OUR RIGHT TO WIN**

We maximise margin per litre in a market that has seen lowish volume growth for many years:

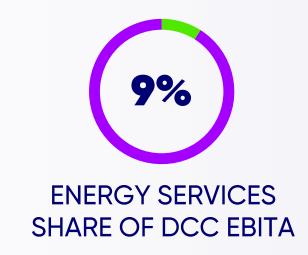
- Through a No.1 or No.2 share in our European markets
- Drive cost synergies from route density
- Centralise procurement
- Focus on margin management
- Build on our network effects that enable scale
- Via the strength of our local brands
- Form multi-year partnerships with producers
- Consolidate fragmented markets and add value

We are a trusted long-term partner to our customers:

- We own the majority of liquid gas tanks on our customer sites.
- Customers stay with us for 10-20 years.

\*customer split by gross profit

## **ENERGY SERVICES: OUR CUSTOMERS AND RIGHT TO WIN**



#### **OUR CUSTOMERS**

Our energy services cater to less intense energy needs. They complement our products offer and allow us to take share of wallet from utility power providers.

We've served 10,000 customer sites this year.

SOLAR ROOFTOP POWER MARKET

+5 to 7% CAGR

The EU solar rooftop power market is expected to grow by 5-7% out to 2028<sup>1</sup>



Our C&I customers as share of total MWp installed this year

#### **OUR PROGRESS**

**EBITA ORGANIC GROWTH** 

49% in FY25

**OPERATING MARGIN** 

14.3% in FY25

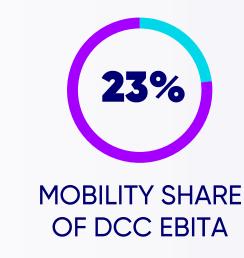
#### **OUR RIGHT TO WIN**

#### We drive revenue growth and maximise % margin:

- Consolidate fragmented solar and energy services markets, building on our existing business platforms
- Make it easy for customers to take control of their power needs and gain energy security
- Replicate our test case success in France since 2021, where we've nationwide coverage
- Have fifty years of experience in off-gas-grid-energy to draw on as we improve and scale.
- Develop recurring revenue and stronger customer loyalty as we offer multi-energy solutions over time

<sup>&</sup>lt;sup>1</sup>Source: Solar Power Europe, December 2024

## **MOBILITY: OUR CUSTOMERS AND RIGHT TO WIN**



#### **OUR CUSTOMERS**

We sell fuel, EV charging and retail goods to customers at service stations.

And we're expanding our fleet payment, digital parking and telematic solutions.

## 100 MILLION

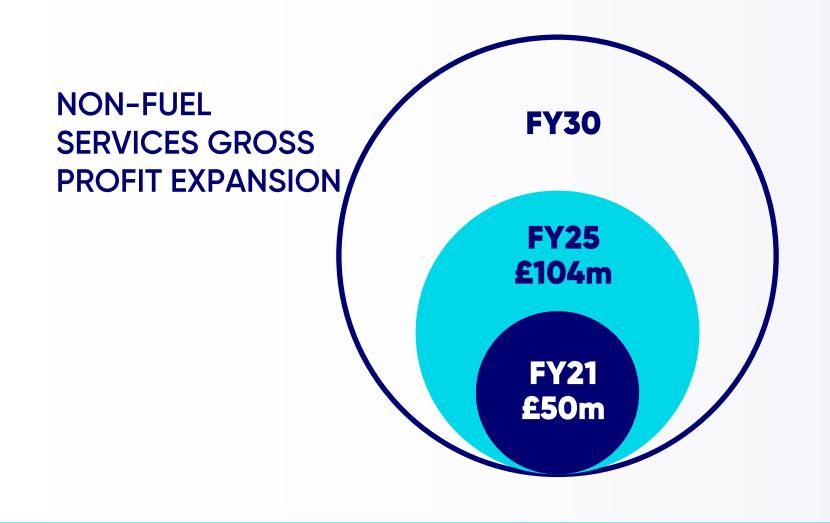
**SERVICE STATION CUSTOMER TRANSACTIONS** A YEAR ACROSS FUEL, EV **CHARGING AND CAR WASH** 

#### **OUR PROGRESS**

**EBITA ORGANIC GROWTH** 

+5% average +13% CAGR over 10 years 10 years

**FUEL GROSS** MARGIN PER LITRE



#### **OUR RIGHT TO WIN**

#### We increase our competitive edge:

#### **SERVICE STATIONS**

- Maximise our well-located forecourts: c.70% are urban, suburban or motorway
- Low cost to serve model
- We have centralised our back office in Ireland to deliver technology driven price optimisation for twothirds of our sites
  - >This facilities competitive margin management
- Invest organic capex to upgrade a third of our service stations to forecourts of the future

#### **FLEET SERVICES**

- Trusted relationships with fleet service customers
- Grow compelling services such as fuel card, our truck parking app and telematics
- Priority for both M&A and organic development