

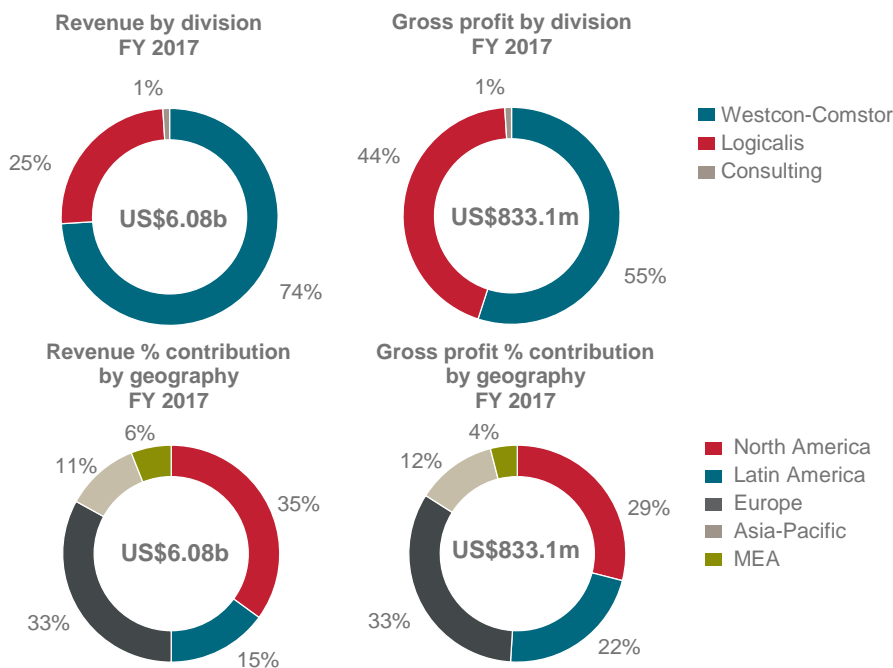


**FACT SHEET | MAY 2017**

Datatec is an international ICT solutions and services group operating in more than 70 countries across six continents. Through three core divisions, the Group offers technology distribution (Westcon-Comstor), integration and managed services (Logicalis) and consulting and research (Analysys Mason).

**JSE & AIM: DTC**  
**Founded: 1986**  
**Employees: 8 500+**  
**Revenues: US\$6.08 billion**

**DIVERSIFIED INCOME**



**INVESTMENT PROPOSITION:**

- Global presence**  
Located in over 70 countries supported by more than 8 500 skilled employees and experienced multinational management.
- Diversity**  
Related but operationally dissimilar businesses diversify income and provide unique growth opportunities.
- Focus** on high-value, fast growing sectors of the ICT market.
- Operate at **multiple points** of the ICT supply chain.
- Strategic relationships**  
Well positioned in strong technology areas and managed services with leading technology vendors and quality customer profile.

**FINANCIAL SUMMARY**

US\$m	FY17	FY16	FY15	FY14	FY13	FY12
Revenue	6,083.4	6,454.8	6,443.5	5,688.0	5,246.7	5,033.4
Gross profit	833.1	868.7	932.9	841.4	780.3	704.6
Gross margin %	13.7%	13.5%	14.5%	14.8%	14.9%	14.0%
Operating costs	(714.2)	(706.6)	(726.5)	(666.1)	(594.8)	(514.4)
Operating cost margin %	11.7%	10.9%	11.3%	11.7%	11.3%	10.2%
EBITDA	118.9	162.1	206.4	175.3	185.5	190.2
EBITDA%	2.0%	2.5%	3.2%	3.1%	3.5%	3.8%
Operating profit	60.5	110.5	157.8	122.1	141.4	150.6
Operating profit %	1.0%	1.7%	2.4%	2.2%	2.7%	3.0%
Underlying* EPS (US cents)	11.0	32.0	41.8	35.7	43.1	47.9
Dividend (US cents)	4	17	17	17	17	16

\* Excluding impairment of goodwill and intangible assets, profit or loss on sale of investments and assets, amortisation of acquired intangible assets, unrealised foreign exchange movements, acquisition-related adjustments, fair value movements on acquisition-related financial instruments, restructuring costs relating to fundamental reorganisations and the taxation effect on all of the aforementioned



## STRATEGY

Datatec's strategy is to deliver long-term, sustainable and above-average returns to shareholders through portfolio management and the development of its principal subsidiaries in technology solutions and services to targeted customers in identified markets.

## OUR BUSINESSES



### Technology Distribution

- 70 countries across six continents.
- Revenues of US\$4.5b.
- 30 years of local market expertise serving over 20 000 customers.
- 20 logistics and stocking facilities shipping to 180+ countries and territories.
- Global network of speciality resellers, systems integrators and service providers.
- Vendor portfolio offerings in cloud, data centre, networking, security, unified communications and collaboration, and services solutions.

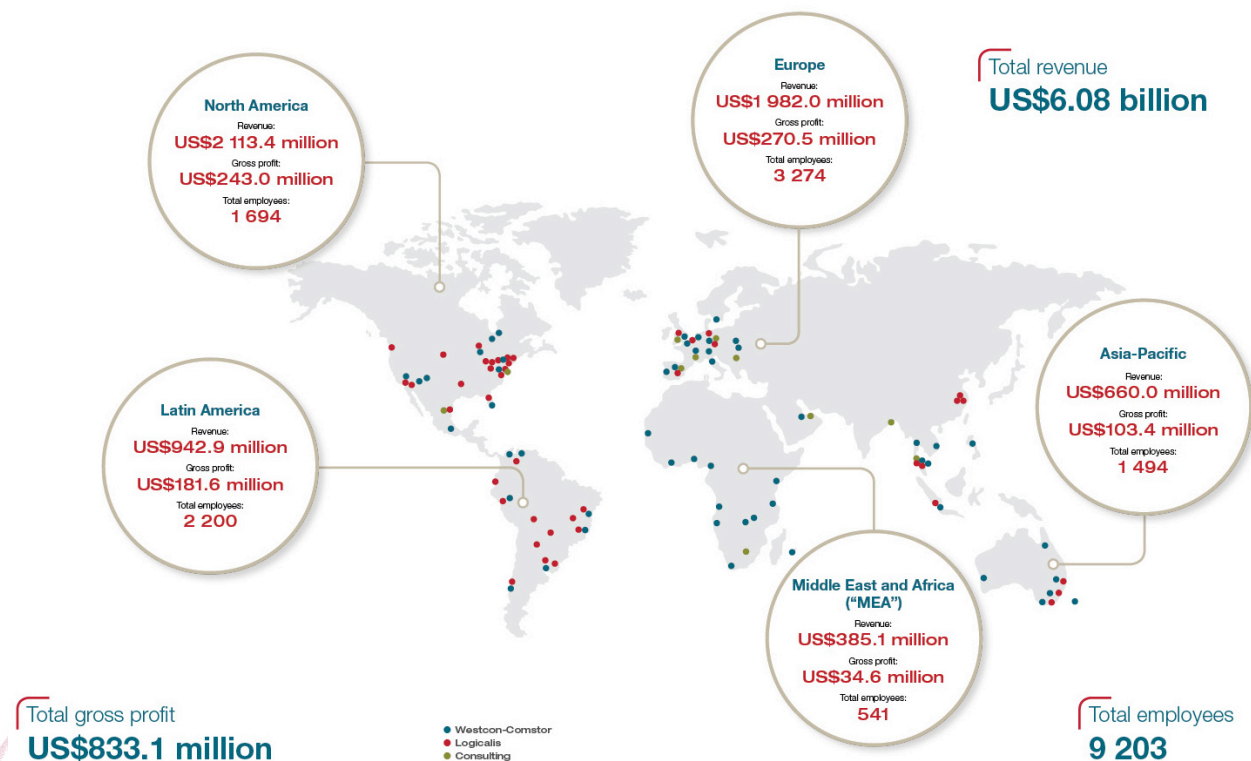
### Integration & Managed Services

- 27 countries across five continents.
- Revenues of US\$1.5b.
- 28 years of delivering technology solutions to over 6 500 corporate and public sector customers.
- Specialist in digital enablement services including data centre and cloud services, security and network infrastructure, workspace communications and collaboration.
- Strong global partnerships with technology leaders to deliver innovative technology platforms, services and solutions to customers.

### Consulting & Research

- 12 countries across five continents.
- Supporting clients in over 100 countries.
- Specialist advisor on telecoms, media and technology and offers strategic advisory modelling and market intelligence services.
- Delivering tangible benefits to operators, vendors, governments, regulators, service and content providers, financial institutions and private equities.

## OUR GLOBAL FOOTPRINT



### KEY EXECUTIVES

Jens Montanana – CEO  
Ivan Dittrich – CFO  
Simon Morris – Corporate Director & Company Secretary

### FINANCIAL CALENDAR:

2017 Integrated Report – July  
Annual General Meeting – 14 September  
Interim Results to Aug 2017 – 18 October  
Annual Results to Feb 2018 – May

### CONTACT US:

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