Data#3

Data#3 delivers another record result

BRISBANE, Monday 24 August 2026: Australian business technology solutions leader **Data#3 Limited (ASX: DTL)** today announces its results for the financial year ended 30 June 2026 (FY26).

FY26 Highlights

- **Gross Sales up 12.7% to $3.4 billion**
- **Statutory revenue up 6.4% to $907.3 million**
- **Gross Profit up 5.3% to $305.2 million**
- **EBIT up 16.6% to $69.8 million**
- **NPBT up 14.0% to $78.8 million**
- **NPAT up 13.1% to $54.5 million**
- **Basic EPS up 13.0% to 35.16 cents per share**
- **Fully franked full year dividend up 13.0% to 31.75 cents per share**
- **Strong balance sheet with no borrowings**

Commenting on the FY26 result, Data#3 Managing Director and Chief Executive Officer Brad Colledge said: "Data#3 is pleased to report another record financial result for FY26, with record gross sales of $3.4 billion up 12.7% on the prior year, and net profit before tax increasing 14% to $78.8 million.

"This sales performance was well ahead of Australian IT industry growth of 8.9%[1] and demonstrates the continued strength of our customer and vendor relationships, the resilience of our diversified business model and the agility of our people in responding to changing market conditions and delivering sustained earnings growth for shareholders.

"We were particularly pleased with the level of growth achieved in net profit before tax, supported by a combination of strong gross sales growth, disciplined cost management and improved operating leverage across the business. Our strong balance sheet, with no borrowings, continues to provide flexibility to invest in growth while delivering returns to shareholders.

"Infrastructure Solutions delivered strong growth, with gross sales increasing by more than 14%, supported by ongoing demand for end-user devices, enterprise networking and data centre solutions. Software Solutions delivered record gross sales of $2.3 billion, up more than 14%, driven by demand for security products, cloud and Microsoft Azure subscriptions. Services gross sales increased 3.6%, with solid growth in Managed Services and Maintenance Services, supported by contract renewals and new contract wins.

"The Australian IT market remains resilient, underpinned by continued investment in digital transformation, artificial intelligence, cyber security and cloud technologies. Customers remain focused on initiatives with clearly defined business outcomes, seeking technology investments that improve operational efficiency, demonstrate productivity benefits and strengthen security postures."

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

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Financial results summary

	FY26 $'000	FY25 $'000	% Change
Gross Sales	**3,385,279**	**3,003,362**	+12.7%
IFRS adjustments	(2,478,297)	(2,150,703)	
Other revenue	316	344	
Total statutory revenue	**907,298**	**853,003**	+6.4%
Total gross profit	**305,173**	**289,719**	+5.3%
Total margin on gross sales	*9.0%*	*9.6%*	
Finance income	10,085	10,242	
NPBT	**78,794**	**69,119**	+14.0%
NPAT	**54,522**	**48,194**	+13.1%
Return on equity	*57.3%*	*57.3%*	
Basic earnings per share	**35.16 cents**	**31.12 cents**	+13.0%
Dividend per share	**31.75 cents**	**28.10 cents**	+13.0%
Dividend payout ratio	*90.3%*	*90.3%*	

Dividend

The directors have declared a final fully franked dividend of 18.25 cents per share. This represents an increase of 13.0% for the full year on the previous corresponding period and a payout ratio of 90.3%.

The final dividend will be paid on 30 September 2026, with a record date of 16 September 2026.

Outlook

Data#3 Managing Director and Chief Executive Officer Mr Colledge said: "Data#3's long-term goals remain focused on sustained growth anchored in recurring revenue, greater efficiency and operating leverage, and enduring, strong relationships with customers and vendors.

"AI is both a significant market opportunity and an important internal productivity lever. In FY27 we will further strengthen this capability through the establishment of a dedicated AI Practice and customer-facing AI delivery pods. This solution practice brings together AI capability from across the business to provide a more consistent, scalable and outcome-led AI go-to-market across Software, Infrastructure and Services."

Cyber security remains one of the highest priorities for customers, particularly in government, regulated industries and critical infrastructure. To respond to growing demand for trusted, locally governed security services, Data#3 plans to invest in a new 24/7 Sovereign Security Operations Centre ("SOC") capability in Australia during FY27, expanding on our existing hybrid SOC capability. This new capability is designed to support customer requirements for data residency, locally operated services and regulatory alignment, while strengthening Data#3's broader managed security and lifecycle services offering.

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The company is also taking deliberate action to accelerate the growth and profitability of its Services business. The FY27 Services plan is focused on embedding advisory capability into key accounts, growing the company's annuity contract base, strengthening managed services platforms, improving services sales discipline and aligning project services capability to high-growth solution areas. This will support a more services-led organisation, with greater contribution from advisory, project, managed and staffing services over time.

Mr Colledge said: "A key enabler of our strategy is the evolution of our solution practices and go-to-market model. During FY27, we will continue to align our solution categories, presales capability, sales engagement and delivery resources into a more integrated practice structure. This approach is designed to create clearer ownership of solution categories, stronger alignment from solution development through to sales and delivery, and more consistent market messaging across hardware, software and services."

Infrastructure Solutions growth is expected to be supported by AI-ready infrastructure, end-user computing, hybrid cloud, networking, cyber security and lifecycle services. We will continue to focus on priority solution areas that address customer needs for productivity, resilience, compliance and secure modernisation.

Software Solutions, having successfully navigated Microsoft's channel changes, has the opportunity for further growth in FY27. The growth strategy will focus on Cloud Solution Provider ("CSP"), Azure, Copilot, software advisory services and other complementary software vendors, combined with further growth in mid-market supported by new platforms that enable efficiency and scale.

Mr Colledge said: "Consistent with previous practice, we do not intend to provide specific FY27 guidance at this stage. In line with previous years, we continue to expect a sales peak in the months of May and June and earnings skew to the second half. While the year ahead will be influenced by global supply conditions, customer procurement cycles, and broader economic confidence, we have started the new financial year strongly. We have a growing market, excellent support from our vendor partners, momentum generated by AI, and a clear strategy to continue delivering consistent earnings growth for shareholders."

Investor briefing

The company will present a market briefing on the results starting at 10:00am (AEST) today, 24 August 2026.

The following URL will provide access to the live event, and to an archived webcast following the event:
https://webcast.openbriefing.com/dtl-fyr-2026/.

Approved for distribution by the Data#3 Limited board.

ENDS

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About Data#3

Data#3 Limited (ASX: DTL) is a leading Australian IT services and solutions provider, focused on helping its customers solve complex business challenges using innovative technology solutions.

Built on a foundation of more than 48 years' experience, combined with world-leading vendor technologies, Data#3 delivers an integrated array of solutions spanning cloud, modern workplace, security, data & analytics and connectivity. These technology solutions are delivered by combining Data#3's services across consulting, project services and support services.

Listed on the ASX in 1997, Data#3 reported gross sales of $3.4 billion in FY26. Headquartered in Brisbane, it has more than 1,400 staff, and facilities across 12 locations in Australia and Fiji.

For more information about Data#3 visit http://www.data3.com.au

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