DICKER DATA

28 August 2026

H1 FY26 Results & FY26 Guidance Update

AUSTRALIA, Sydney – 28 August 2026: Dicker Data (ASX: DDR) (Company), is pleased to provide an update on the Company's financial results for the six month period ended 30 June 2026 (H1 FY26) as well as general operational update.

H1 FY26 Highlights

- Gross revenue of $2,100.9 million, up 14.2% versus the prior corresponding period (pcp), driven by technology refresh cycles, AI infrastructure investment and sustained demand across software.
- Gross profit of $205.6 million, up 23.0% versus pcp, with gross profit margin improving to 9.8%.
- EBITDA of $103.5 million, up 37.3% versus pcp.
- Net operating profit before tax of $86.4 million, up 50.1% versus pcp, with PBT margin increasing to 4.1%.
- Net profit after tax of $60.7 million, up 54.1% versus pcp.
- Recurring gross software sales of $600.0 million, up 20.7% versus pcp.
- FY26 Guidance:
    - Gross revenue: between $4.3 - $4.4 billion (up ~11% - 14%)
    - PBT: between $162 - $165 million, reflecting PBT margin ~ 3.8%
- **Investor webinar to be held at 11:00am AEST today, 28 August 2026 (click here to register)**

Commenting on the result, Executive Chair and Managing Director, Fiona Brown said *"The Company delivered a strong first half result, with gross revenue surpassing $2.1 billion. This performance reflects the continued strength of our operating model, disciplined execution across the business, and the ability of our teams to capture opportunities emerging from major technology refresh cycles, AI infrastructure investment and sustained demand across software and cybersecurity."*

"While market conditions across Australia and New Zealand remain mixed, the Company continues to demonstrate its capacity to adapt its go-to-market strategies to grow revenue, optimise product mix and improve operating leverage. The first half result highlights the resilience of Dicker Data's partner ecosystem and the increasing relevance of our role in helping partners address more complex customer requirements."

Results Summary

Dicker Data delivered a strong H1 FY26 result, with gross revenue increasing 14.2% to $2,100.9 million, materially exceeding Gartner's forecast industry growth rate of 8.9% for 2026. The result was driven by accelerated end-user device refresh cycles, growing adoption of AI-enabled PCs, increased AI-related infrastructure deployments, ongoing data centre modernisation activity, strong enterprise networking demand and continued growth across the software segment.

Gross profit increased 23.0% to $205.6 million, with gross profit margin expanding 70 basis points to 9.8% versus H1 FY25, benefiting from strategic stock purchases and proactive buying strategies during the period. EBITDA increased 37.3% to $103.5 million driven by strong sales growth and improved margins, while net operating profit before tax increased 50.1% to $86.4 million.

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Total expenses declined as a percentage of gross sales to 5.9%, compared with 6.1% in the pcp, with a reduction in finance costs and improved operating leverage, contributing to a stronger profit before tax margin of 4.1%.

	H1 FY26 $m	H1 FY25 $m	*Change $m*	*Change %*
Non-IFRS				
Gross Revenue[1]	2,100.9	1,840.4	260.5	14.2%
Statutory Results				
Statutory Revenue	1,406.8	1,239.1	167.7	13.5%
EBITDA*	103.5	75.4	28.1	37.3%
Net Operating Profit Before Tax*	86.4	57.6	28.8	50.1%

* Excludes one-off costs of $nil (Jun25: $1.0m)

[1] Gross revenue is non-IFRS financial information and does not represent revenue in accordance with Australian Accounting Standards. This represents gross proceeds from sale of goods and services, both as agent and principal and other revenue.

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Operational Update

The Company's Australian business delivered a particularly strong first half result, with gross revenue increasing 18.3% to $1,831.5 million. Australian gross profit increased 29.0% to $183.9 million, with gross profit margin improving to 10.0%. Operating profit before tax increased 55.9% to $82.5 million, reflecting strong volume growth and improved margins on the sale of existing inventory during the period.

Executive Director and Chief Financial Officer Mary Stojcevski said *"We are pleased to report a strong first half result, with the Company delivering both revenue growth and a material improvement in profitability. The Australian business performed strongly, supported by elevated end-point, software and data centre refresh demand, while the Group also benefited from improved operating leverage and disciplined cost management."*

The Company's New Zealand business reported gross revenue of $269.4 million, down 7.6% versus pcp, with gross profit margin of 8.1%. Profit before tax decreased to $4.0 million, reflecting softer market conditions in New Zealand as well as the impact of foreign exchange translation during the period.

"At a country level, the strength of the Australian result more than offset softer conditions in New Zealand. While New Zealand revenue and earnings were lower year-on-year, the team continued to manage expenses carefully in a more challenging market. The New Zealand results were also adversely impacted by foreign exchange movements when converting NZD to AUD," Stojcevski added.

During the first half, the strongest contributors to growth were Software and Advanced Solutions, which increased by $97 million (+18%) and $71 million (+16.9%) respectively versus H1 FY25. Software continued to benefit from strong demand for cloud, cybersecurity and recurring revenue solutions, while Advanced Solutions was supported by infrastructure, data centre and AI-related investments. The Company also continued to see growing demand for higher-value products, including AI PCs and Copilot+ PCs, as businesses prepare for future technology requirements.

The Company continued to see increasing contribution from strategic vendor appointments secured in prior periods, including CrowdStrike and VAST, which supported growth across cybersecurity, AI and data management opportunities during the first half. The Company also expanded its vendor portfolio with the addition of ADATA, AvePoint, Bambu Lab, D-Link, GoTo, Huntress, Intele Training, IPscape, LevelBlue, Lumify, ResetData, SwitchConnect and Symbio, broadening its addressable market and enhancing its ability to support evolving partner requirements.

Executive Director and Chief Operating Officer Vlad Mitnovetski said "*The Company delivered growth across all major segments in H1 FY26, reflecting the strength and diversification of its portfolio and continued demand across key technology categories. Software remained the largest category, supported by strong customer demand and reinforcing the Company's growing base of recurring revenue, providing enhanced earnings visibility. Additionally, End Point Solutions continue to benefit from increased demand for AI-enabled PCs and device refresh activity, while Advanced Solutions demand was supported by ongoing investment in enterprise networking, server and storage infrastructure. The Company also achieved record first half AI-related sales and bookings, with invoiced value exceeding $50 million.*"

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FY26 Outlook

The Company entered the second half of FY26 with strong operating momentum, supported by resilient demand across key technology categories and continued investment by customers in digital transformation, data centre modernisation and AI-enabled infrastructure. Demand remains broad-based across software, cybersecurity, data management, enterprise infrastructure solutions, enterprise networking and data centre technologies.

Management expects favourable market conditions to continue through the remainder of FY26, underpinned by ongoing technology refresh cycles, increasing solution complexity and growing adoption of AI-related technologies. Looking forward, demand for data centre refresh, software and AI-related projects will support growth for H2 FY26, while growth in end-point solutions is expected to moderate. AI-related revenues are anticipated to accelerate in H2 FY26, reflecting typically lower margin business.

While absolute revenue demand expectation remains strong, the impacts from higher prices are likely to begin to materialise in H2 FY26, likely resulting in reduced unit demand. The pricing impact from component and supply chain constraints are also expected to flow through in H2 FY26 resulting in higher inventory replenishment costs. Despite this the Company's outlook remains positive, with management expecting continued momentum through H2 FY26, supported by strong industry fundamentals, a diversified vendor portfolio, ongoing investment in strategic growth initiatives and Dicker Data's increasingly important role in enabling partner-led technology adoption across Australia and New Zealand.

FY26 Guidance

In light of the outlook commentary for FY26 the Company is forecasting group gross revenue between $4.3 billion and $4.4 billion, representing gross revenue growth between 11% and 14%. Net operating profit before tax is expected to finalise between $162 million and $165 million reflecting a PBT margin of approximately 3.8% for FY26.

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Investor Webinar

An investor webinar will be hosted at 11:00am (AEST) by the following members of the Dicker Data Board:

- Mary Stojcevski, Executive Director and Chief Financial Officer; and
- Vlad Mitnovetski, Executive Director and Chief Operating Officer

Following the presentation, participants will have an opportunity to ask questions. Register for the investor webinar via the link below:

https://events.teams.microsoft.com/event/743c721d-ebed-4d52-992f-af8fb2827500@6e417ab3-58de-417d9aaa-da5837716c4c

Investors can submit questions prior to the webinar to sam@nwrcommunications.com.au or do so via the Q&A function within the webinar which will be hosted via the Microsoft Teams platform.

Authorised for release by the Board of Dicker Data Ltd.

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About Dicker Data

Dicker Data (ASX: DDR) is an Australian-owned and operated, ASX-listed technology hardware, software, and cloud distributor in business since 1978. Our sales and presales teams are experienced product specialists who are dedicated to helping our partners tailor solutions to suit their client's needs.

As a distributor, we sell exclusively to our valued partner base. We pride ourselves on developing strong long-term relationships with our customers and helping them grow. This customer-first approach means we are proactive in engaging with our resellers and allows us to dynamically shift with changing market conditions, in turn helping to increase profitability.

Dicker Data distributes a wide portfolio of products from the world's leading technology vendors, including Cisco, Citrix, Dell Technologies, Hewlett Packard Enterprise, HP, Lenovo, Microsoft, and other Tier 1 global brands. As the leading Australian distributor for many of these vendors, Dicker Data is dedicated to helping our partners deliver industry-leading solutions built on the world's best technologies.
https://www.dickerdata.com.au/