

28 October 2026

Chair's Address

Good morning, ladies and gentlemen. As the Chair of your Board, I would like to extend a warm welcome to all shareholders and guests joining us today at the 2026 hybrid Annual General Meeting of Data#3 Limited.

The Notice of Meeting was dated 22 September 2026, and the meeting has been properly convened.

Resolution 1 Adoption of the remuneration report	Resolution 2 Re-election of Director – Mr Alan Mark Gray
Resolution 3 Approval to issue Rights to a related party: Mr Brad Colledge	Resolution 4 Increase in Non-Executive Director fee pool

In the Notice of Meeting, we set out four resolutions to consider. The Board recommends resolution 2 for your approval, with myself abstaining. The Directors make no recommendation on Resolution 1 and abstain from making a recommendation on Resolutions 3 and 4 in the interests of good corporate governance.

I'd like to begin my Chair's Address with an overview of the Company's financial performance.

The Company delivered another year of solid, above-market growth, with record gross sales of \$3.4 billion and earnings before tax of \$78.8 million. This performance continues Data#3's track record of adapting to evolving technologies and markets while delivering consistent growth in sales and earnings.

Since listing in 1997, Data#3 has delivered sustained earnings per share growth, maintained a high dividend payout ratio and generated strong share-price appreciation for shareholders.

Over the past five years from FY21 to FY26 gross sales have grown at an 11.6% compound annual growth rate, gross profit at 9.4%, basic earnings per share at 16.3% and dividends per share at 16.0%.

That consistency reflects the strength of our market position, the breadth of our vendor and customer relationships, and the recurring nature of a growing share of our business – with around 70% recurring revenue anchoring our performance.

It's the aim of the Board to maintain steady, reliable and consistent growth into the future.

A Board renewal process, that was supported by an independent recruitment consultant, was completed by the end of FY25. Diana Eilert and Laurence Baynham were appointed by the Board as Non-Executive Directors, effective 1 July 2025. Both were elected by shareholders at last year's Annual General Meeting, as was Bronwyn Morris AM, who joined the Board in December 2024. Their appointments have strengthened the Board's mix of skills, industry experience, continuity and strategic perspective.

In line with these appointments, the Board continued to enhance and embed its governance framework during FY26. We progressed our approach to Board composition and succession planning, and updated committee responsibilities to support the Company's evolving strategy and governance priorities.

The Remuneration and Nomination Committee was renamed the People, Remuneration and Nomination Committee, with a broader remit including people and culture, the use of AI, and oversight of workplace and whistleblower frameworks. Diana Eilert commenced chairing this Committee in November 2025 and we approved an updated committee charter with effect from 1 July 2026.

The Audit and Risk Committee continued its focus on financial reporting, risk management, compliance, cyber security and compliance with sustainability reporting requirements.

Capital management remained a key area of Board oversight during the year. Data#3 continues to maintain a conservative, debt-free balance sheet and a strong liquidity position, with growth historically funded through internal working capital.

The Board endorsed a new capital management framework this year, designed to preserve financial resilience, and to fund operating requirements and investments that support organic growth, and deliver consistent shareholder returns. The framework recognises the importance of maintaining flexibility to respond to seasonal working capital requirements, market opportunities and potential strategic growth initiatives.

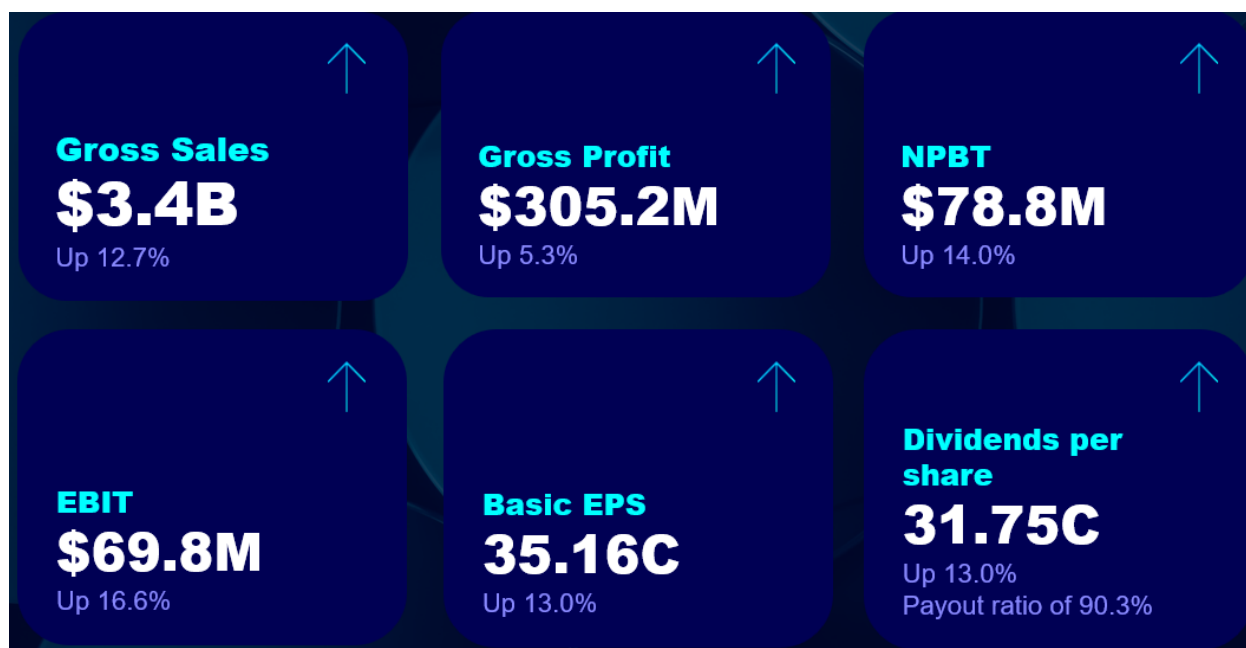
The Company has historically maintained a high ordinary dividend payout ratio and remains focused on delivering attractive, fully franked returns to shareholders, while balancing the need to fund growth and long-term value creation.

During the FY26 year, the Board continued its practice of visiting interstate branches, including trips to Perth, Adelaide and Canberra, which continues to provide an opportunity to hear from local staff, the local management team and connect with their customers. Through this, we gained first-hand insights about customer projects in these locations. I also took the opportunity to visit our office in Hobart during a private visit to Tasmania.

In accordance with our Constitution and the ASX Listing Rules, I retire by rotation at today's meeting and, being eligible, offer myself for re-election. Shareholders are also being asked to consider an increase in the maximum aggregate fee pool available to non-executive Directors, which has not been changed since 2022. Both resolutions are explained further in the Notice of Meeting.

As I enter my fourth year as Chair of the Data#3 Board, I remain privileged to serve in this role and to work with such a capable Board and management team.

Turning now to the financial highlights for FY26.



Data#3 delivered another record result, achieving gross sales of \$3.4 billion, up 12.7% on the previous year. Growth was delivered across most business units, and statutory revenue increased 6.4% to \$907.3 million.

Total gross profit increased 5.3% to \$305.2 million, and the Internal Cost Ratio improved from 79.7% to 77.5%, reflecting operating leverage delivered through automation, the adoption of AI and continued focus on efficient execution across the business.

Earnings before interest and tax increased 16.6% to \$69.8 million, and profit before tax rose 14.0% to \$78.8 million. Net profit after tax of \$54.5 million was up 13.1%, representing basic earnings per share of 35.16 cents, and total fully franked dividends for the year of 31.75 cents per share, up 13.0%, at a payout ratio of 90.3%.

In FY26, our balance sheet remained strong and debt-free, with net assets of \$95.2 million and a cash position of \$326.0 million at 30 June 2026. Net cash generated from operating activities was \$23.3 million,

with the movement on the prior year primarily reflecting the timing of customer receipts in the peak trading month of June.

From a strategic plan perspective, we were pleased with the progress made in FY26 on our strategic priorities as part of the rolling 3-year plan, which Brad will touch on shortly.

During FY26, we strengthened our ongoing planning processes, to improve the identification, analysis and prioritisation of investment initiatives to support our strategy.

This culminated in the Sovereign 24x7 Security Operations Centre and AI Practice initiatives which form part of our plans for FY27.

This month, we have commenced our new strategic planning cycle, with a view to working up further initiatives to power our continued growth in FY28 and beyond.

In summary, the business continues to deliver on our strategy of consistent and reliable growth.

The success of Data#3 in FY26 is underpinned by the expertise of our people and their dedication to our customers. I would especially like to thank all employees for their commitment and contribution to delivering this strong result.

I'd also like to thank our Board for their continued support and guidance, and finally, I would like to thank our shareholders for their ongoing support and trust in Data#3. Your confidence enables us to continue investing in solutions, people, and innovation, positioning the company for sustained, long-term growth.

In May this year, we were deeply saddened by the sudden passing of Richard Anderson OAM, a foundational figure in Data#3's history. Richard served on your Board for 26 years, including 23 years as Chair, and his calm leadership and stewardship were instrumental in shaping the Company into the national organisation it is today.

On behalf of the Board and everyone at Data#3, it is important we acknowledge Richard's sterling service and extend our ongoing gratitude for his outstanding work and enduring legacy.

Before moving to the formal resolutions, I would like to hand over to Brad Colledge, our MD and CEO, who will provide further detail on the operational performance for FY26 and the outlook for the current financial year.

Mark Gray
Chair
Data#3 Limited

Managing Director and CEO's Address

Good morning, ladies and gentlemen and thank you Mark.

It is my pleasure to welcome you again to Data#3's AGM and thank everyone for making the time to join us in person here today and online.



As Mark has mentioned, FY26 was another record year for the company, with gross sales of \$3.4 billion. This represents a 12.7% increase on the prior year and continues our track record of sustained growth, above IT market growth of 8.9%. Our recurring gross sales increased from 69% to 70% in FY26, reflecting the ongoing shift by our customers to multi-year subscription and As-a-Service purchasing models such as our Device-as-a Service offering which grew by more than 100%. Equally pleasing, our Internal Cost Ratio improvement demonstrated improved operating leverage.

Macroeconomic conditions remained challenging during the year, with inflationary pressures, geopolitical uncertainty and global memory shortages contributing to higher hardware prices and extended customer decision cycles. Despite these conditions, Data#3's business model held strong. Let's now review how our segments of Infrastructure, Software and Services performed during the financial year.

Our Infrastructure Solutions business delivered gross sales growth of over 14%, supported by strong demand for end user computing driven by Windows 11 upgrades, device refresh cycles and AI-enabled devices, along with hybrid cloud solutions supporting modern data and AI workloads. Gross profit rose 18.6% to \$84.5 million, average gross margin improved from 12.5% to 13.0%, and management profit increased by more than 78% to \$31.2 million, reflecting a disciplined focus on deal margins, higher vendor rebates, and automation and restructuring initiatives that improved operating leverage.

Our Software Solutions business delivered gross sales growth of 14.1% to \$2.3 billion, with gross profit up 7.6% to \$78.1 million – ahead of our expectation of a flat year-on-year result. This was achieved despite the full year impact of the changes to Microsoft's partner incentive programs and was underpinned by

growth in Azure migrations and consumption, Cloud Solution Provider agreements, Copilot, security, software advisory services, and stronger contribution from non-Microsoft vendors including Adobe, VMware and Veeam. A key achievement this year was our appointment by the Digital Transformation Agency as the sole panel provider of Microsoft products and services to the Australian Government – a five-year contract, the largest in Data#3's history – and our appointment to the renewed NSW Government Microsoft software panel.

Our Services business delivered a mixed performance, with gross sales of \$412.3 million, up 3.6%. Business Aspect consulting had a record year with growth of over 22%, Maintenance Services grew 11.5% supported by a record year of Cisco Enterprise Agreement wins, and Managed Services grew 9.4% on the back of strong renewals and new contract wins. This was offset by Project Services, down 15.3%, and People Solutions, down 8.7%, both affected by extended procurement processes and reduced business confidence impacting on customer timing, fewer large infrastructure projects in some states and a challenging labour market. FY26 was the start of a multi-year transition for Project Services, with leadership changes, new solutions and capability, and an enhanced Services growth strategy for execution from FY27.

During FY26, we continued to expand and refine our solution offerings across Data and AI, Cyber Security, Applications and Automation, Collaboration, End User Computing, Hybrid Cloud and Networking. AI is both a significant market opportunity and an important internal productivity lever, and during the year we embedded AI further across our own operations, including automation across procurement, software development, cyber security and customer experience workflows.

Demand for security solutions continued to grow, including for Managed Security Services, further expanding our recurring gross sales streams. Combined with our cloud, advisory and Device-as-a-Service capabilities, this positions Data#3 strongly to meet the evolving and diverse needs of our customers.

Our people remain central to our success. During FY26, we were recognised as HRD Employer of Choice for the eleventh consecutive year and again achieved Great Place to Work accreditation.

We were also recognised by our customers with an increased customer satisfaction score of 4.36 out of 5.

Data#3 received a significant number of partner awards this year, including Microsoft Country Partner of the Year and a series of Global, regional and local awards with Cisco. We were also recognised for our sustainability leadership with the APC by Schneider Electric, Sustainability Champion of the Year and HP Amplify Impact Partner of the Year.

In FY27, our strategic priorities remain focused on Solutions, Customer Experience, Operational Excellence, and People and Community, supported by operational actions across Accelerate Services, People Engagement, Customer Engagement, and Data and AI.

We are taking deliberate action to accelerate the growth and profitability of our Services business, through a more integrated solutions practice model, stronger sales discipline, clearer ownership of service offerings and greater alignment to customer demand. We are also investing in a dedicated AI Practice and customer-facing AI delivery squads, and we are complementing our existing Security Operations Centre capability

with a 24x7 Sovereign Security Operations Centre to support customer requirements for data residency, locally governed services and regulatory alignment.

Infrastructure Solutions growth is expected to be supported by AI-ready infrastructure, end-user computing, hybrid cloud, networking, cyber security and lifecycle services.

In Software, we have a strategic focus on winning with complementary vendor partners, services and packaged offerings. Microsoft's AI products and programs provide further opportunity in FY27, and we continue to drive large Azure commitments, software advisory and Microsoft services opportunities in the public sector. The strategy also provides focus on growth in the mid-market, supported by continued investment in our MyD3 customer portal that enables efficiency and scale.

As you were informed through our FY26 Annual Report and our market trading update on October 1st, we have started the new financial year strongly and have further refined forecasts as first-half visibility improved.

Subsequently we are announcing today that we have an upgraded first-half projection to deliver pre-tax profit in the range of \$52M to \$57M, which represents 55% to 70% growth against \$33.5M PCP. This includes gross profit growth of around 20% at the mid-point and forecasted interest income of around \$8.8M. There are, as always, many variables that could have an impact on this forecast, including global supply-chain conditions, vendor program updates, the timing of customer purchasing decisions and product deliveries, and services project milestones.

Profit before tax in FY27 is expected to be skewed to the first half, due in large part to the one-off large transactions we announced to the market earlier this month. We expect to deliver growth in the second half and across the full year, although at a more normalised rate than the growth anticipated in the first half.

We have a clear strategy to continue delivering sustained earnings growth for shareholders, underpinned by strong execution, an expanding market for technology solutions, excellent support from our vendor partners, and growing momentum from AI.

I look forward to updating you on our progress in our half year results announcement scheduled for 22 February 2027.

In closing, I would like to thank our Board, shareholders, customers, and most importantly, our exceptional Data#3 team, whose dedication underpins everything we achieve.

Brad Colledge
Managing Director and CEO
Data#3 Limited

Approved for distribution by the Data#3 Limited Board.

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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 <https://www.data3.com.au>.