

Baird 2017 Global Consumer, Technology & Services Conference

Bob Dutkowsky
CEO

June 8, 2017

***T* TechData[®]**



Forward-Looking Statements Safe Harbor

Certain statements made in this document are “Forward-Looking Statements” as described in the Private Securities Litigation Reform Act of 1995. These statements are subject to risks and uncertainties further described in Tech Data Corporation’s (the “Company”) Annual Report on Form 10-K filed March 30, 2017, a copy of which can be obtained from the Company’s Investor Relations website at www.techdata.com/investor. A number of important factors, some of which are beyond the Company’s control, could cause actual events and results to differ materially from those contained in or implied by the forward-looking statements. Forward-looking statements reflect management's analysis as of the filing date of this presentation. The Company does not undertake to update or revise these statements to reflect subsequent developments.

Non-GAAP Financial Information

This document includes financial results prepared in accordance with generally accepted accounting principles (“GAAP”). In addition to GAAP results, Tech Data management believes that the presentation of non-GAAP financial measures is useful to investors because it provides investors with a more complete understanding of our operational results and a meaningful comparison of our performance between periods. The non-GAAP results should only be used in conjunction with results reported in accordance with GAAP and are not intended to be a substitute for results reported in accordance with GAAP. Non-GAAP financial measures presented in this presentation or other presentations, press releases and similar documents issued by Tech Data, include but are not limited to sales, income or expense items as adjusted for the impact of changes in foreign currencies (referred to as “constant currency”) , sales adjusted for the impact of the exit of certain country operations, non-GAAP selling, general and administrative expenses (“SG&A”), non-GAAP operating income, non-GAAP operating margin, non-GAAP net income, non-GAAP earnings per diluted share and Return on Invested Capital. These non-GAAP financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similar measures presented by comparable companies. Management may also use these non-GAAP financial measures to establish operational goals and, in some cases, for measuring performance for compensation purposes. This presentation provides a detailed reconciliation between results reported in accordance with GAAP and non-GAAP financial measures.



- **One of the world's largest distributors of technology solutions**
 - FY'17 sales: \$26.2 billion; 60% Europe; 40% Americas
 - #1 overall market position in Europe
 - #1 Broadline Distributor • #1 Value Distributor • #1 Mobility Distributor
 - A leading market position in North America
- **An indispensable link in the IT supply chain**
 - An efficient route to market for 600+ leading technology vendors
 - Hundreds of thousands of products sold to 115,000+ value added resellers (VARs), direct marketers, retailers
- **A premier global IT distributor with unmatched capabilities and the most diverse end-to-end solutions.**
 - Broadline, Data Center, Software & Cloud, Mobility, Consumer Electronics
- **Track record of strong financial performance**
 - Solid EPS growth, strong cash flow generation, and ROIC>WACC

Indispensable Link in the IT Ecosystem

ONE-STOP SHOPPING FOR OUR CUSTOMERS



Access to Fragmented Mkt
Variable-Cost Route to Market
World Class Logistics
Integrated Supply Chain
Cloud Aggregation



Product Availability
Multi-vendor solutions
Financing / Inventory Mgmt.
Technical Support
Marketing Support



AN EFFICIENT ROUTE TO MARKET FOR OUR VENDORS

Sales

\$7.7 billion

↑ 29% in US\$

Includes \$1.6 billion for two months of TS sales

↑ 5% in CC⁽¹⁾, excl. TS

TS pro-forma sales declined by mid-single digits vs. comparable two-month period one year ago

Non-GAAP Operating Income⁽²⁾

\$123.2 million

↑ 114% in US\$

Growth rate primarily reflects the addition of the higher-margin TS business

Non-GAAP EPS⁽²⁾

\$1.87

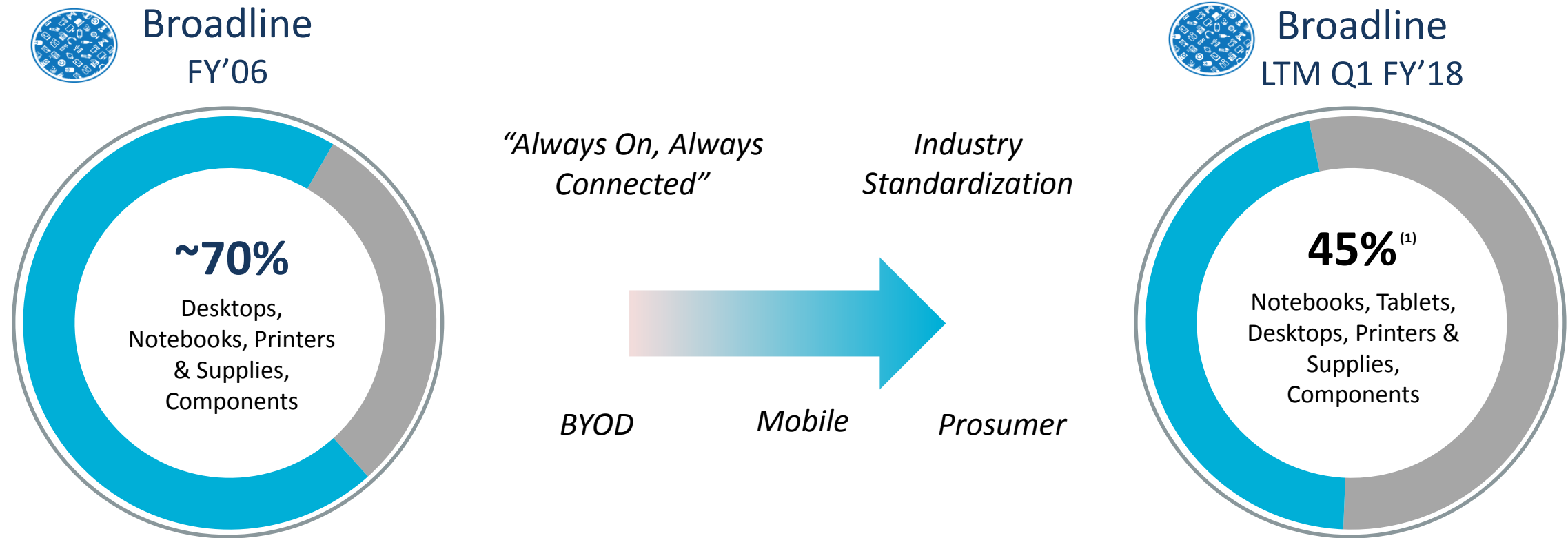
↑ 78% in US\$

Growth rate primarily reflects the addition of the higher-margin TS business

➤ **Operating cash flow \$224 million**

➤ **TTM ROIC 13% vs. WACC 8%⁽³⁾**

Over the Last Decade, Disruptive Forces Have Impacted The Channel





DATA CENTER



BROADLINE



MOBILITY



**SOFTWARE
& CLOUD**



**CONSUMER
ELECTRONICS**

The combination of Tech Data and Technology Solutions creates the premier global IT distributor with the most complete end-to-end solutions...



DATA
CENTER



CONVERGED &
HYPER-CONVERGED



BROADLINE



SOFTWARE
& CLOUD



SECURITY



MOBILITY



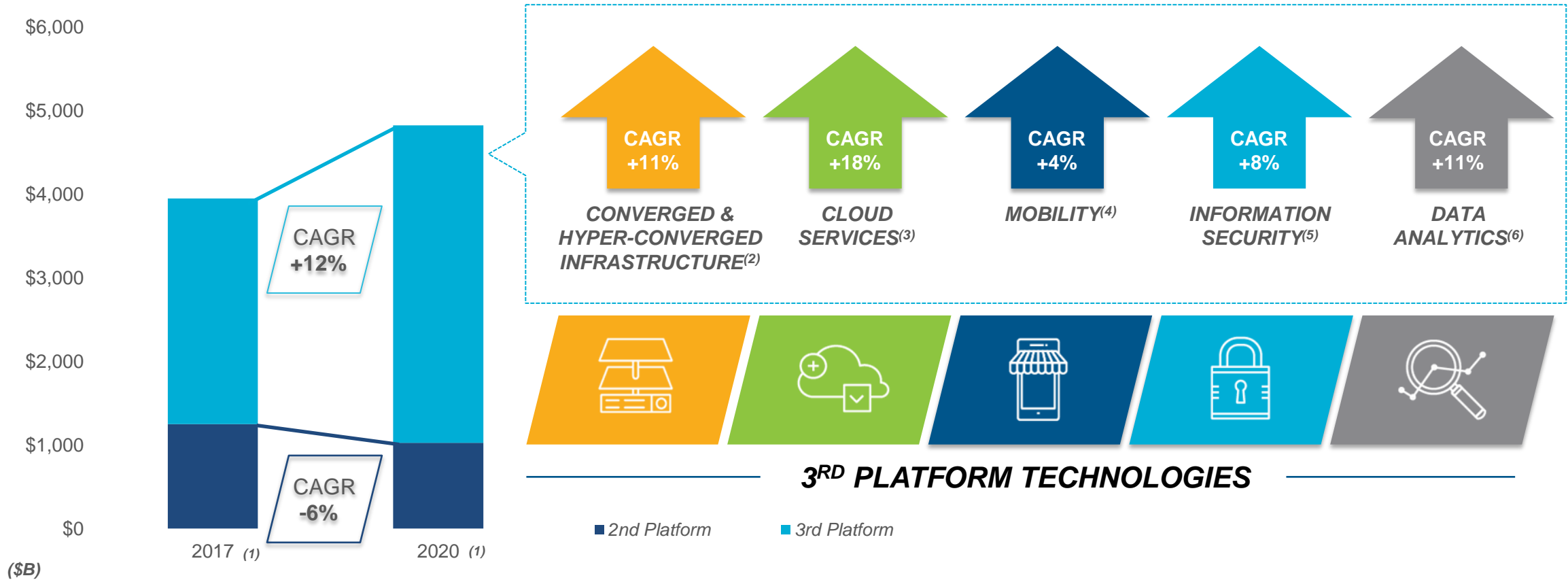
ANALYTICS



CONSUMER
ELECTRONICS/IoT

...from the data center to the living room

Third Platform Technologies Driving IT Spending Growth



Source: Gartner and IDC.

(1) IDC, Black Book, December 2016

(2) IDC, Worldwide Converged Systems Forecast, 2016-2019: Special Report, February 2016

(3) IDC, Worldwide and Regional Public IT Cloud Services Forecast, 2016-2020, December 2016

(4) Gartner, Data Book, 1Q17 Update, March 2017

(5) Gartner, Forecast: Information Security, Worldwide, 2014-2020, 4Q16 Update, January 2017

(6) IDC, Worldwide Business Analytics Technology and Services Forecast, 2016-2020, December 2016

A close-up photograph of a network switch or patch panel. The device is black with numerous ports. Blue and white Ethernet cables are plugged into the ports, creating a dense array of connections. The background is slightly blurred, focusing attention on the cables and the device's interface. A semi-transparent white box is overlaid on the center of the image, containing the main title and date.

Tech Data Acquires Avnet Technology Solutions for ~\$2.7 Billion

February 27, 2017

Deepens Value-Added Capabilities and Balances Solutions Portfolio



TECH DATA REVENUE MIX (%)¹

REVENUE MIX WITH TECHNOLOGY SOLUTIONS (%)²

■ DATA CENTER HW/SW ■ BROADLINE HW/SW&CE ■ MOBILITY



DATA CENTER



CONVERGED & HYPER-CONVERGED



BROADLINE



SOFTWARE & CLOUD



SECURITY



MOBILITY



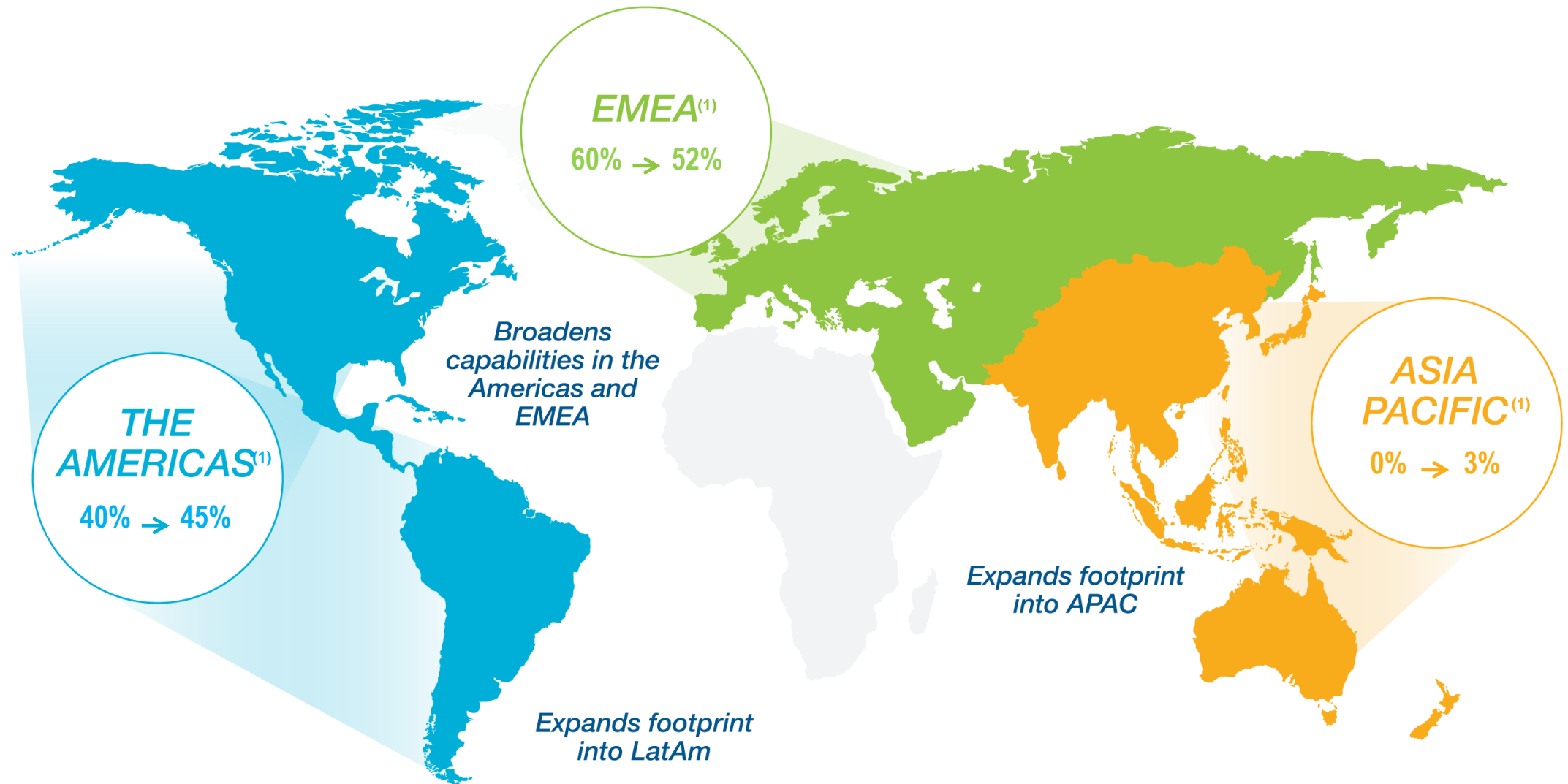
ANALYTICS



CONSUMER ELECTRONICS/IoT

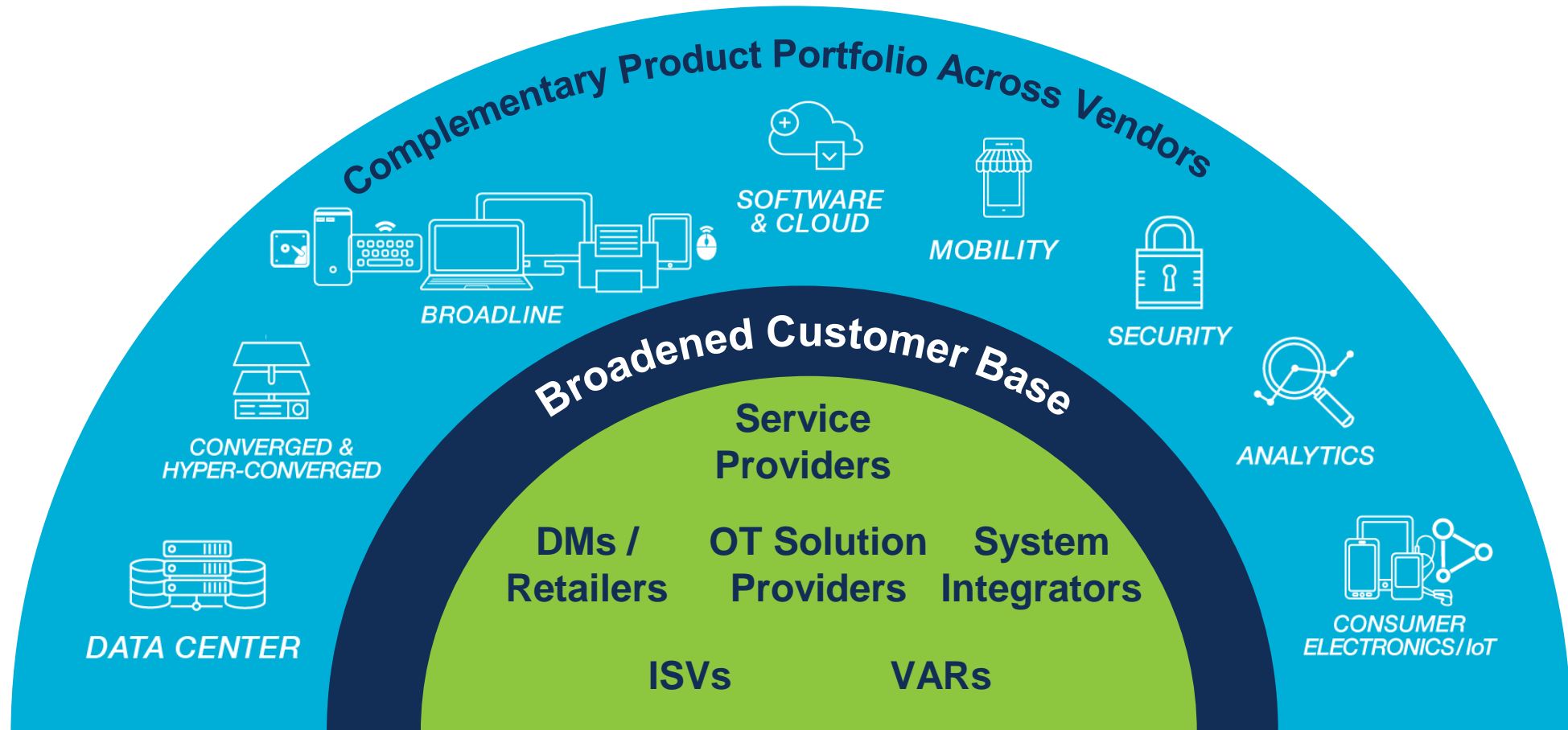
Worldwide Sales Mix

Q1 FY'18 ended April 30, 2017



EXTENDS GEOGRAPHIC REACH

Tech Data + Technology Solutions: A Winning Combination



14,000+ Skilled Employees

Strong Management Team with Similar Values and Cultures

Common Worldwide IT Platform

Creates a Premier Global IT Distributor: From the Data Center to the Living Room



Significantly broadens value-added distribution business

Increases ability to capitalize on key next generation technologies

Establishes presence in Asia-Pacific while enhancing customer and product portfolios in the Americas and Europe

Expands go-to-market capabilities by adding complementary skills, vendor relationships and new customers

Expect annual cost savings of approximately \$50 million in the first 12 months after close, and another \$50 million by the end of year two

Expected to be significantly accretive to non-GAAP EPS in the first year

Committed to maintaining investment grade ratings and reaching target leverage ratio of ~2.5x total debt-to-adjusted EBITDA within 16 to 22 months

THE GLOBAL IT DISTRIBUTOR OF THE FUTURE

FROM THE
DATA CENTER
TO THE
LIVING ROOM

TechData[®]

