

The background of the slide is an aerial night view of a city, likely Needham, Massachusetts, showing a dense grid of lights and roads. The sky is dark with some clouds, and the horizon is visible in the distance. The image is framed by large, semi-transparent blue and green shapes on the left and right sides.

20th Annual Needham Growth Conference

Bob Dutkowsky
Chairman and CEO

January 17, 2018

Forward-Looking Statements

Certain statements in this communication may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These statements, including statements regarding Tech Data’s plans, objectives, expectations and intentions, Tech Data’s financial results and estimates and/or business prospects, involve a number of risks and uncertainties and actual results could differ materially from those projected. These forward looking statements are based on current expectations, estimates, forecasts, and projections about the operating environment, economies and markets in which Tech Data operates and the beliefs and assumptions of our management. Words such as “expects,” “anticipates,” “targets,” “goals,” “projects,” “intends,” “plans,” “believes,” “seeks,” “estimates,” variations of such words, and similar expressions are intended to identify such forward looking statements. In addition, any statements that refer to Tech Data’s future financial performance, our anticipated growth and trends in our businesses, and other characterizations of future events or circumstances, are forward looking statements. These forward looking statements are only predictions and are subject to risks, uncertainties, and assumptions. Therefore, actual results may differ materially and adversely from those expressed in any forward looking statements.

For additional information with respect to important risks and other factors that could cause actual results to differ materially from those in the forward-looking statements, see Tech Data’s Annual Report on Form 10-K for the year ended January 31, 2017, including Part I, Item 1A, “Risk Factors” therein, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and other securities filings with the Securities and Exchange Commission (the “SEC”) that are available at the SEC’s website at www.sec.gov and other securities regulators. Readers are cautioned not to place undue reliance upon any such forward-looking statements, which speak only as of the date made. Many of these factors are beyond Tech Data’s control. Unless otherwise required by applicable securities laws, Tech Data disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Tech Data undertakes no duty to update any forward looking statements contained herein to reflect actual results or changes in Tech Data’s expectations.

Use of 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 and outlook 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”), 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 Adjusted 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.

Worldwide Financial Highlights

Q3 FY'18 ended October 31, 2017

Sales

\$9.1 billion

↑ **41%**

Pro-forma growth:

↑ **low-single digits**

Non-GAAP Operating Income ⁽¹⁾

\$135.7 million

↑ **67%**

Non-GAAP EPS ⁽¹⁾

\$2.00

↑ **39%**

Growth rates primarily reflects the addition of the Technology Solutions business

- **Operating cash flow \$70 million**
- **Paid down \$350 million in debt**
- **ROIC 12% ⁽²⁾**

(1) GAAP to non-GAAP reconciliation available at www.techdata.com/investor

(2) Trailing Twelve Month Adjusted ROIC; reconciliation available at www.techdata.com/investor

Indispensable Link in the IT Ecosystem



Value Proposition to Vendors



1,000+ Vendors

Access to
Fragmented Mkt

Variable-Cost
Route to Market

World Class
Logistics

Integrated Supply
Chain

Cloud
Aggregation



Corporate
resellers



VARs



Retailers

115,000+ Customers

AN EFFICIENT ROUTE TO MARKET
FOR OUR VENDORS

Value Proposition for our Customers



1,000+ Vendors



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



Corporate resellers



VARs



Retailers

115,000+ Customers

ONE-STOP SHOPPING
FOR OUR CUSTOMERS



Evolution of the IT Distribution Industry

ROUTES TO MARKET HISTORICALLY SILOED AROUND TECHNOLOGIES

Broadline Distribution



PC Ecosystem

Value Distribution



Data Center Ecosystem

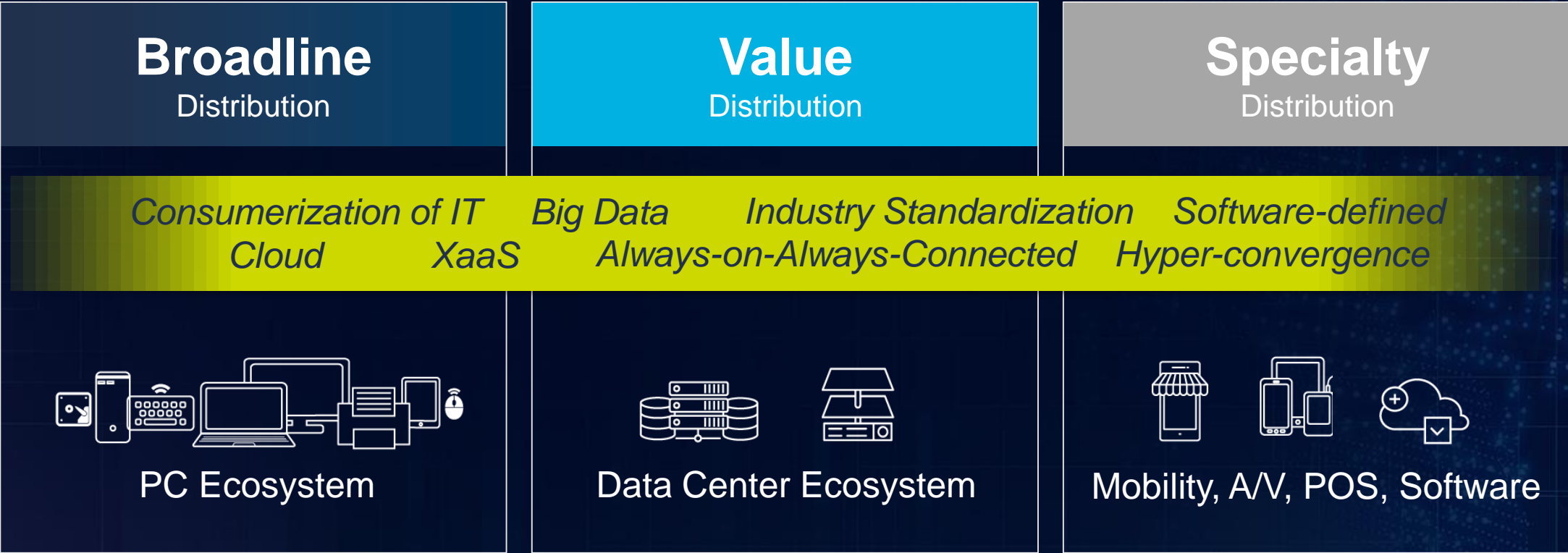
Specialty Distribution



Mobility, AV, POS, Software

Evolution of the IT Distribution Industry

DISRUPTIVE FORCES BLUR THE LINES OF TRADITIONAL TECHNOLOGIES



Evolution of the IT Distribution Industry

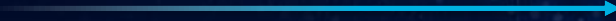
DISRUPTIVE FORCES BLUR THE LINES OF TRADITIONAL TECHNOLOGIES

Broadline
Distribution

Value
Distribution

Specialty
Distribution

Migrating / Converging
Workloads



BROADLINE

MOBILITY



CONSUMER
ELECTRONICS



SOFTWARE
& CLOUD



DATA
CENTER



CONVERGED &
HYPER-CONVERGED



SECURITY



ANALYTICS /
IoT

Solutions Across the IT Continuum

END-TO-END ENABLES SOLUTION SELLING

Endpoint Solutions

Advanced Solutions

Specialized Solutions

End-to-End Distribution



ENDPOINT DEVICES



MOBILITY



CONSUMER
ELECTRONICS



SOFTWARE
& CLOUD



DATA
CENTER



CONVERGED &
HYPER-CONVERGED



SECURITY



ANALYTICS /
IoT

Business Outcomes



The IT Distributor of the Future



GLOBAL FOOTPRINT

Global competence with local execution



END-TO-END PORTFOLIO

Breadth and depth of products, solutions and services across the IT continuum



SPECIALIZED SKILLS

Extensive technical capabilities / skills and deep domain knowledge



WORLD-CLASS IT SYSTEMS

Consistent global execution that delivers efficiency and speed to market



FINANCIAL STRENGTH

Well-capitalized with ability to invest, generate strong earnings, cash flows and ROIC

Our Strategic Focus

Invest in next-generation technologies and delivery models

Strengthen our end-to-end portfolio of products, solutions and services

Transform Tech Data digitally

Optimize our global footprint

A nighttime aerial view of a city with lights, overlaid with large, semi-transparent blue and green shapes. The text is centered over the cityscape.

Connecting
the World
with the Power
of Technology™