

Data#3 reports another record result

BRISBANE, Monday 25 August 2025: Australian business technology solutions leader **Data#3 Limited** (ASX: DTL) today announces its results for the financial year ended 30 June 2025 (FY25).

FY25 Highlights

- Gross Sales up 9.0% to \$3.0 billion
- Statutory revenue up 5.8% to \$852.7 million
- Gross Profit up 7.3% to \$289.7 million
- EBIT up 12.0% to \$59.9 million
- NPBT up 11.4% to \$69.1 million
- NPAT up 11.3% to \$48.2 million
- Basic EPS up 11.1% to 31.12 cents per share
- Fully franked FY25 dividends up 10.2% to 28.10 cents per share
- Strong balance sheet with no borrowings

Commenting on the FY25 result, Data#3 Managing Director and Chief Executive Officer Brad Colledge said: “We are pleased to report another year of record sales, exceeding \$3 billion for the first time and outperforming the forecast growth rate for the Australian technology market.

“Our Net Profit Before Tax (NPBT) of \$69.1 million is up 11.4% this financial year, driven by growth in gross profit of over 7% and improved operational efficiency achieved through automation and a restructure of our Infrastructure Solutions business during the first half.

“Recurring revenue was up from 67% to 69%, reflecting our ongoing focus on driving growth in annuity-based revenue streams including multi-year software licensing and maintenance support, As a Service offerings and managed services. Software Solutions gross sales increased by almost 11% and Services by almost 7%, with Infrastructure Solutions recovering from a challenging first half to deliver gross sales growth of over 4% for the financial year.

“Throughout FY25 we navigated ongoing global economic uncertainty, federal and state government elections and vendor program changes. Despite these challenges, Data#3’s business model held strong as we continued to harness the power of people and technology to deliver success for our customers.

“We’re also delighted to report that Data#3 was recognised as a HRD Employer of Choice for the tenth year running this financial year and certified as a Great Place to Work. Our overall customer satisfaction rating increased from 4.28 to 4.33 out of 5 – a testament to the hard work and dedication of our amazing people.”

Financial results summary

	FY25 \$'000	FY24 \$'000	% Change
Gross Sales	3,003,362	2,754,181	9.0%
IFRS adjustments	(2,150,703)	(1,948,435)	
Other revenue	344	247	
Total statutory revenue	853,003	805,993	5.8%
Total gross profit (excluding interest income)	289,719	270,091	7.3%
<i>Total margin on gross sales</i>	<i>9.6%</i>	<i>9.8%</i>	
Finance income	10,242	9,690	5.7%
NPBT	69,119	62,073	11.4%
NPAT	48,194	43,311	11.3%
<i>Return on equity</i>	<i>57.3%</i>	<i>57.8%</i>	
Basic earnings per share	31.12 cents	28.00 cents	11.1%
Dividend per share	28.10 cents	25.50 cents	10.2%
<i>Dividend payout ratio</i>	<i>90.3%</i>	<i>91.1%</i>	

Dividend

The directors have declared a final fully franked dividend of 15.00 cents per share. This represents an increase of 10.2% 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 2025, with a record date of 16 September 2025.

Outlook

The Company's strategic priorities for FY26 include further investments in lifecycle services, to maximise value throughout the solution lifecycle, from consulting and advisory to procurement, deployment, adoption and operation of its customers' environment.

Data#3 Managing Director and Chief Executive Officer Mr Colledge said: "Our outlook remains positive. While we expect Software Solutions growth to be under pressure in the short term as we manage through the Microsoft channel incentive transitions, we should see continued growth in our Infrastructure Solutions and Services businesses.

"There is opportunity across end user compute, the network and server and storage. Our managed service offerings continue to mature, providing the opportunity for more recurring revenue and all our offerings, across all lines of business, will benefit from the evolution and growth of AI."

Mr Colledge said: "Consistent with previous practice, we are not providing specific FY26 guidance at this stage. In line with previous years, we expect a sales peak in the months of May and June, and to continue to deliver sustainable earnings growth for our shareholders."

Investor briefing

The company will present a market briefing on the results starting at 10:00am (AEST) today, 25 August 2025.

The following URL will provide access to the live event, and to an archived webcast following the event:
<https://webcast.openbriefing.com/dtl-fyr-2025/>.

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 47 years' experience, combined with world-leading vendor technologies, Data#3 delivers an integrated array of solutions spanning cloud, modern workplace, security, data analytics & AI 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 \$3.0 billion in FY25. 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>