

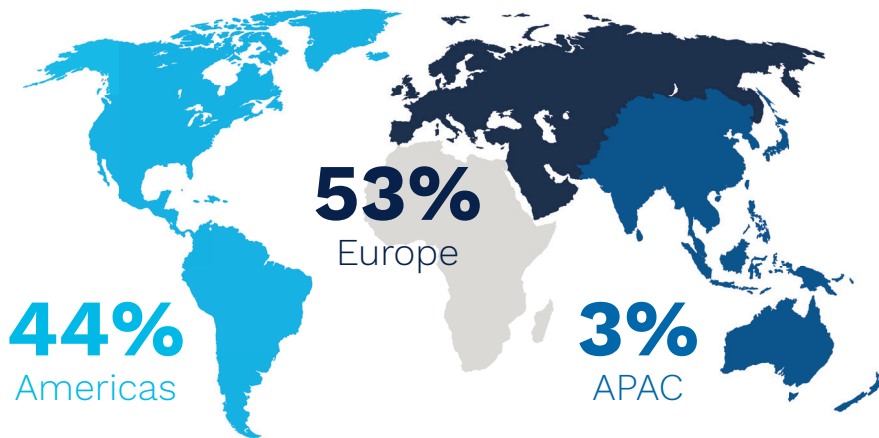
## Q3 FY18

SALES	EPS (non-GAAP)
<b>\$9.1</b> billion	<b>\$2.00</b>
↑ 41% y/y	↑ 39% y/y

## FY18 YTD

SALES	EPS (non-GAAP)
<b>\$25.7</b> billion	<b>\$5.60</b>
↑ 37% y/y	↑ 43% y/y

## Regional Sales Mix Q3 FY18



“ For the first time in Tech Data history, quarterly sales surpassed \$9 billion ... We continue on our path to building the IT distributor of the future, one with breadth, specialized skills and extensive capabilities ... ”

**BOB DUTKOWSKY, CHAIRMAN & CEO**



16%



10%



10%

3 vendors represented more than 10% of net sales

## Our Shared Values

INTEGRITY

EXCELLENCE

ACCOUNTABILITY

COLLABORATION

INCLUSION

OPERATIONS IN  
**40+ COUNTRIES**



**100+**  
COUNTRIES  
SERVED



**~14,000**  
EMPLOYEES  
WORLDWIDE



**~115,000**  
CUSTOMERS  
SERVED

**FORTUNE®**  
**8 CONSECUTIVE YEARS**  
AS ONE OF THE WORLD'S  
MOST ADMIRED COMPANIES

**FORTUNE®**  
**500** RANKED  
**#107**  
2017