



Investor Day

2022

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Europe

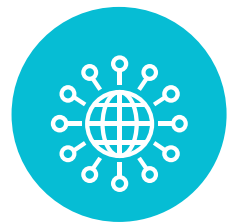
A leading distributor and solutions aggregator



7,000+ co-workers



65,000+ customers



Presence in 24 countries



\$20.5B FY 2021 revenue



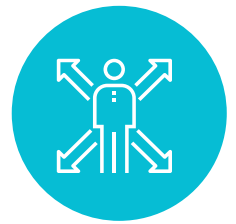
Asia Pacific & Japan



Strong pan-regional coverage across diverse markets



2,100+ co-workers



23,000+ customers



Presence in 12 countries



\$2.9B FY 2021 revenue



Executing our global strategy and differentiating in the market

Focused on enhancing the customer experience



Geographic reach



Portfolio depth



Specialization



Tools, platforms, sales plays



Operational excellence

A strong foundation for profitable growth

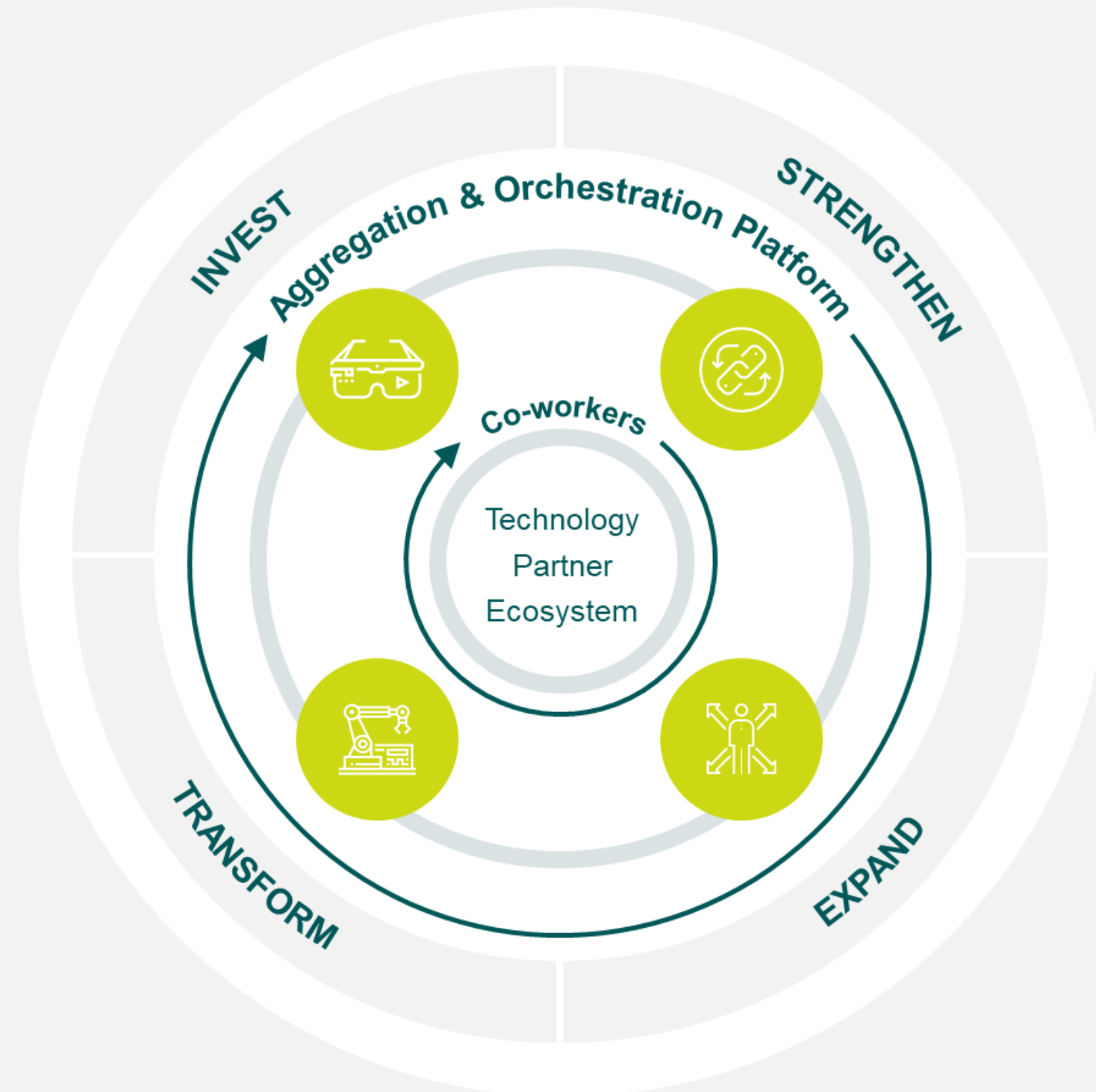


Europe

- Strong market position across the portfolio and geographies
- Expand in small and medium-sized (SMB) segment
- Continue to gain share in mature technologies
- Accelerate in high-growth technologies

APJ

- Stable geographic footprint and strong advanced solution legacy
- Organic and non-organic growth to bring end-to-end portfolio to all countries
- Expand with strategic vendors
- Accelerate in high-growth technologies

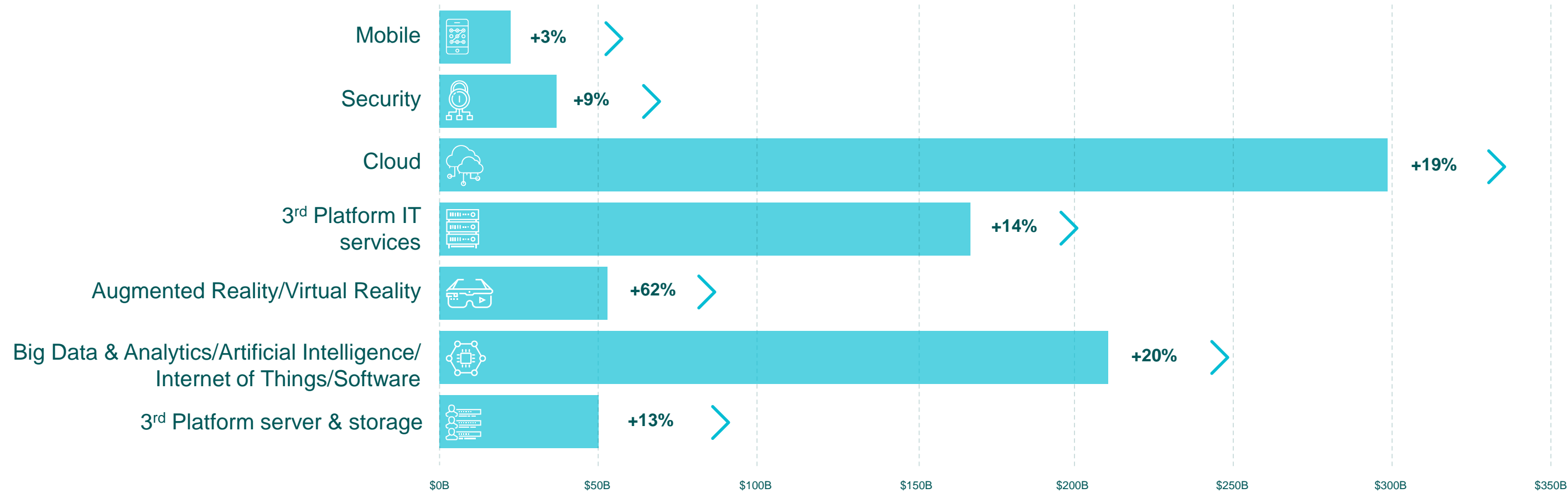


High-growth technologies

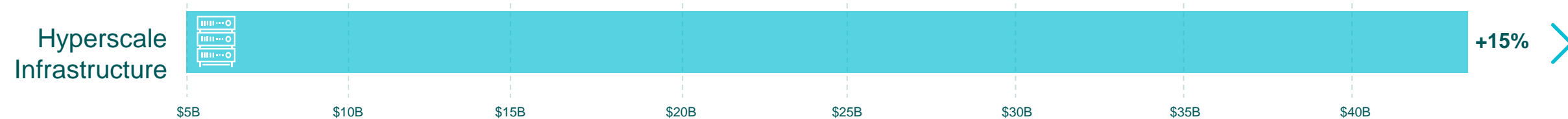


Represents \$827B in TAM growth opportunities

4Y growth forecast in selected focus areas



Source: IDC, 3rd Platform Black Book, February 2022



Source: Cleveland Research, February 2022



High-growth technologies already represented **\$13B** of gross revenue in FY21



Double-digit growth rates and higher-than-average margins

Five levers to drive accelerated growth



**Omnichannel
strategy**



**Specialist
go-to-market**



**Vendor & partner
recruitment**



Platforms



Solutions

Omnichannel go-to-market optimized with data and AI



Levers

Segmentation

Customer lifecycle

Personalization

Channels

Specialist trusted
business advisors

Digital platforms

Outcome

Always-on, personalized sales
plays and digital marketing

Data insights

Specialization to drive partner success



Specialization enables differentiation and positions TD SYNEX as a trusted business adviser for our partners

Deep segment knowledge



Strategic vendor offerings

Specialist services

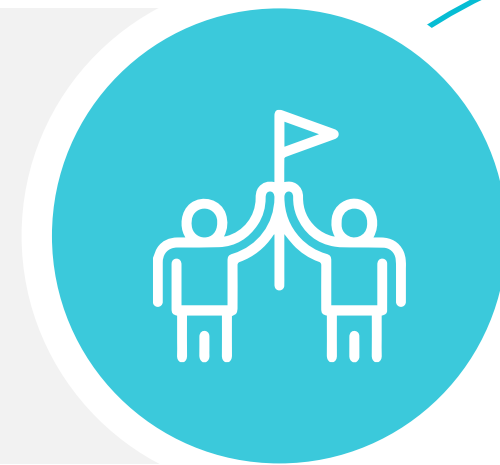
Trusted adviser to partners

Vendor and customer recruitment: A virtuous cycle



Recruiting leading vendors to attract and build a large specialized partner network

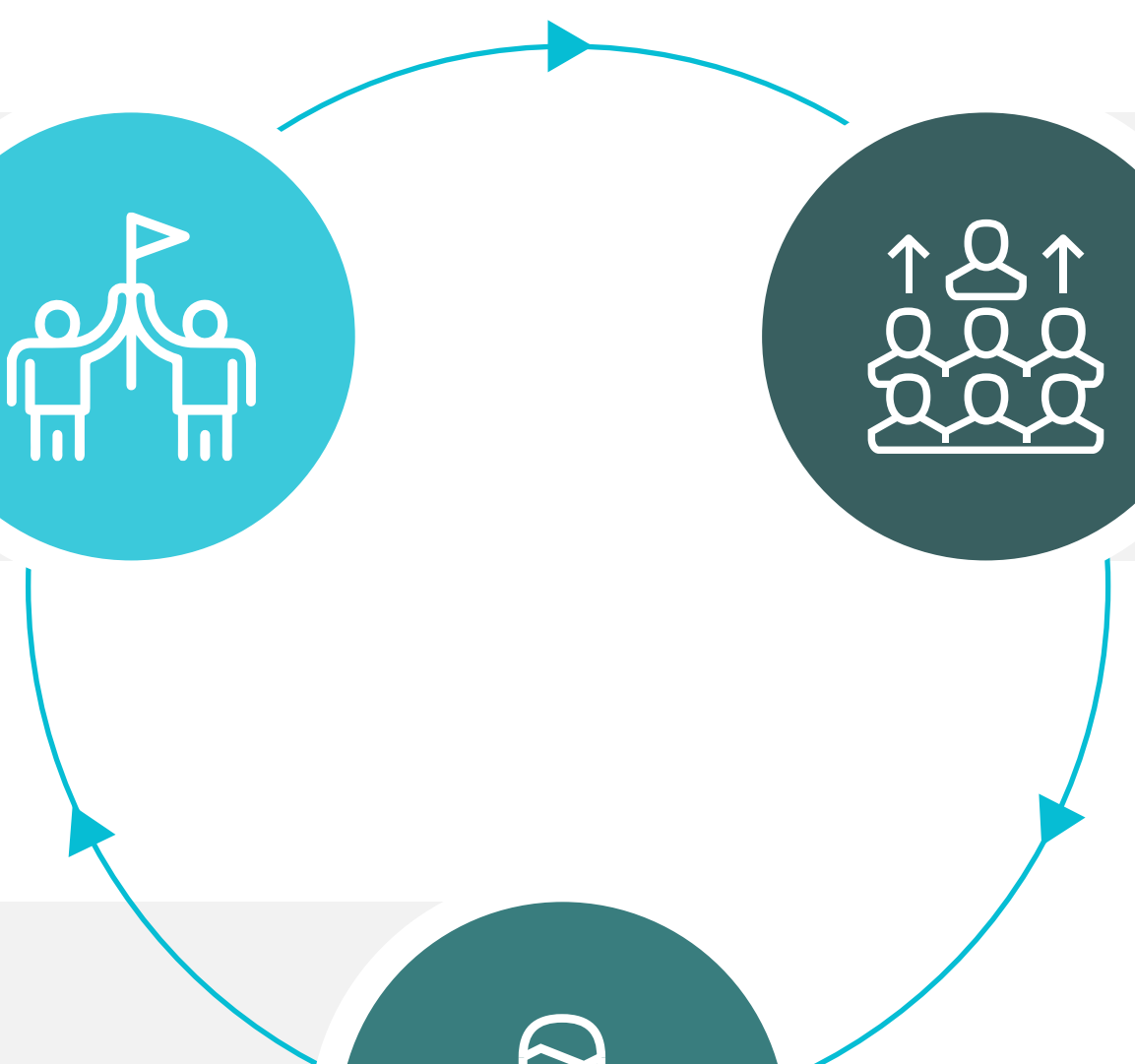
Recruit key
leading vendors



Enable existing
customers



Recruit new
customers



Consumption model platforms

Highly competitive platforms for cloud, software and hardware to facilitate transition from CapEx to OpEx model



StreamOne ION/Stellr

IaaS, PaaS, and SaaS platforms

25,000 customers
active in platform



TaaS*

Hardware as a Service

2,000 + customers
active in platform

Solutions Factory



Over **4,000**
solutions sold



>1,500 partners
leveraging solutions
catalogue with
multiple vendors

Addressing end user need for technology solutions that deliver business outcomes.

Solutions Factory program enables resellers to address market with vetted, validated, repeatable and scalable solutions



**Click to run™
Solutions**



**Multi-vendor
solutions**



**Converged and
integrated**



**Ecosystem
solutions**

High-growth technologies

Empowering our partners to achieve great outcomes with technology

Creating substantial profitable growth opportunities for TD SYNEX



Substantial market growth and adoption in high-growth segments



Share of distribution will increase as market matures



Growth accelerators: specialist value proposition, omnichannel go to market and operating model enabling TD SYNEX to outgrow the market

Key takeaways



APJ and Europe very well positioned to capture growth thanks to geographic presence and unique end-to-end portfolio of products and services



Breadth and depth enable investments in enhanced and specialized capabilities



Solutions aggregation enables acceleration in high-growth technologies