



Investor Day

2022

Sergio Farache, Chief Strategy Officer



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Our global strategy

Delivering higher value



Invest

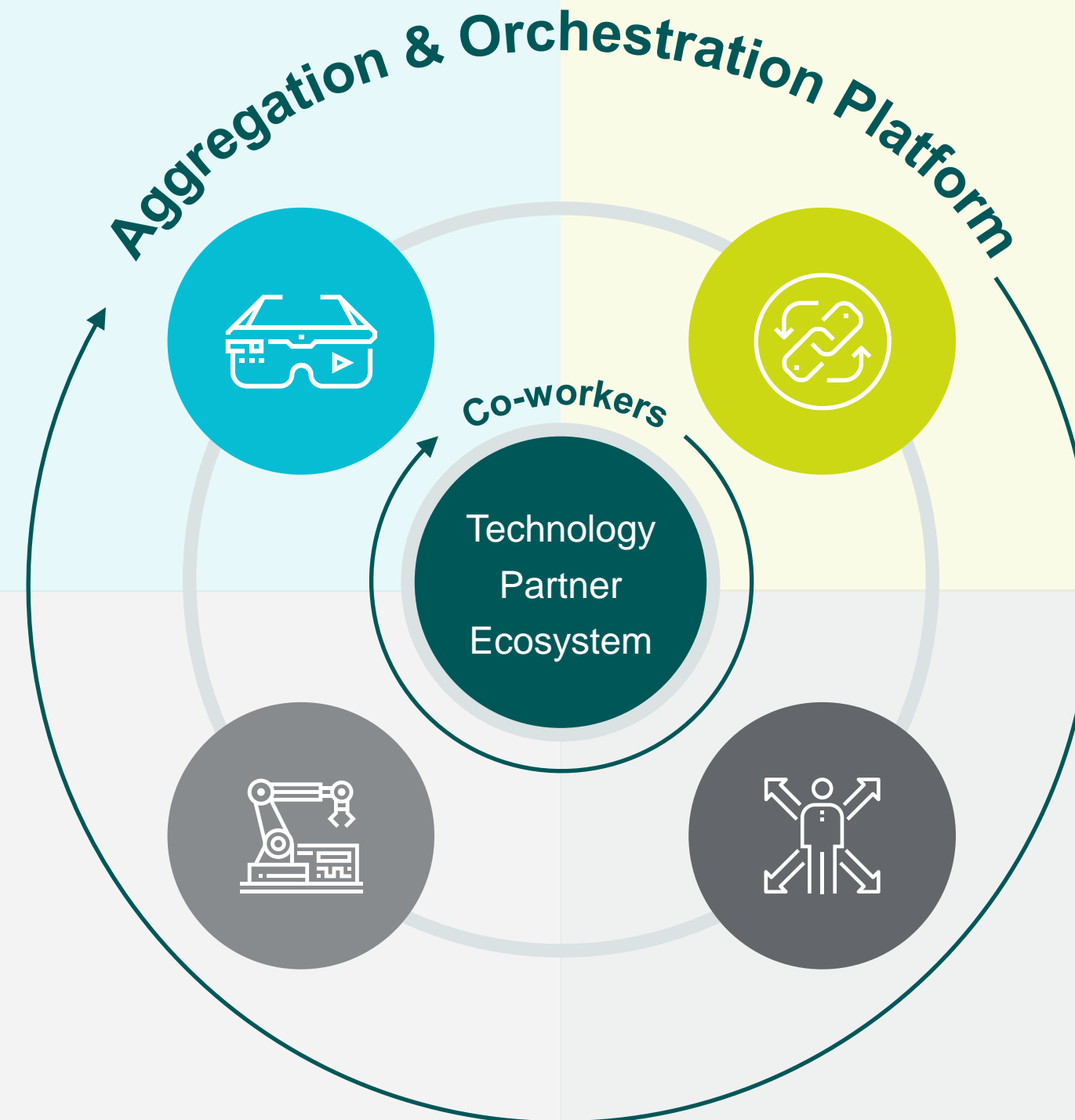
in high growth technologies

- | AR/VR metaverse
- | Data (analytics, AI, IOT)
- | Hybrid cloud
- | Hyperscale infrastructure
- | Mobility & Edge
- | Security
- | Services

Transform

TD SYNEX digitally

- | Automation
- | Advanced analytics
- | Customer engagement
- | Commercial excellence
- | Digital platforms
- | Modern marketing



Strengthen

our end-to-end portfolio

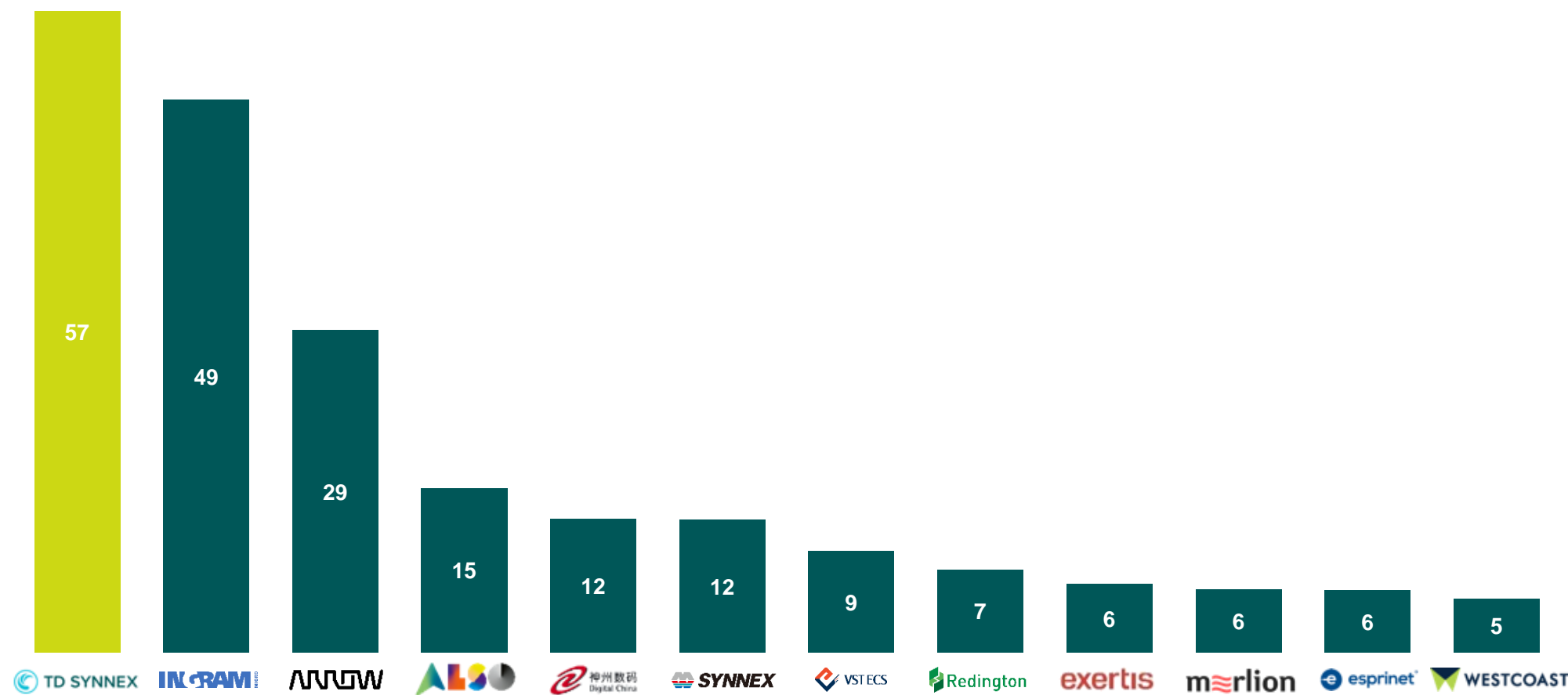
- | Customer portfolio
- | Solutions portfolio
- | Vendor portfolio
- | TaaS, recurring revenue models

Expand

our global footprint

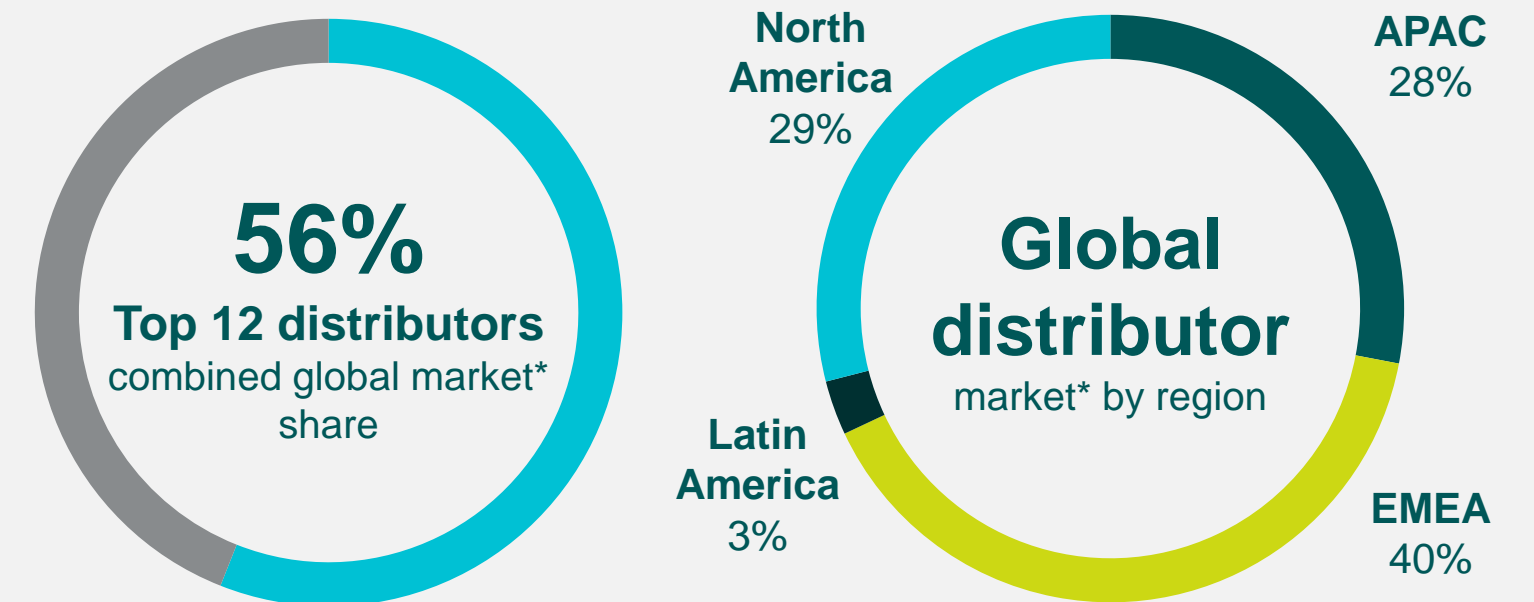
- | Geography
- | Operational excellence
- | Supply chain
- | Talent management

TD SYNnex has a strong position in the distribution market



Source: Canlys estimates, June 2021; (at that time Canlys stated) “*Worldwide IT distribution market; TD SYNnex revenues are estimated pro forma amounts, assuming proposed merger successfully completes”

Global distribution market 2020:

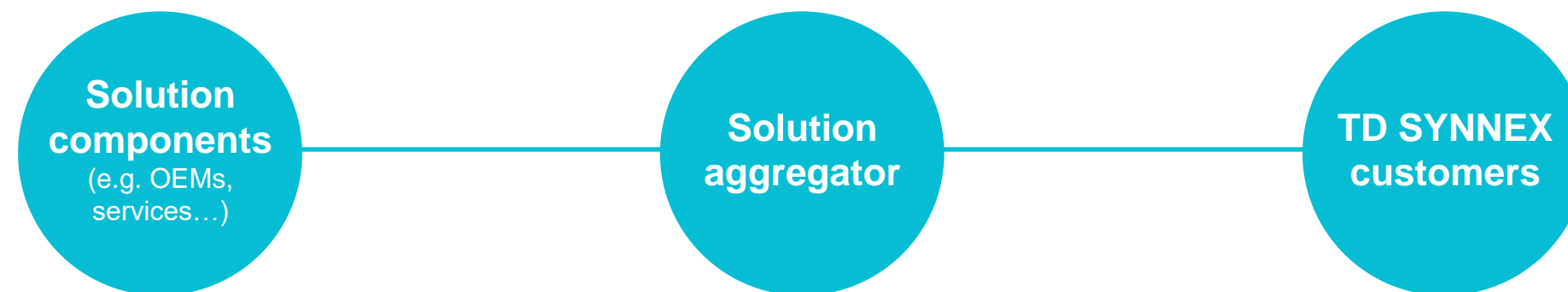


Source: Canlys, Worldwide Distributor Tracker, Market Overview 2020

Path to building an orchestration model begins with solutions aggregation



Solution aggregation model



Solution aggregation reduces solution building cost for resellers



Reduce time/cost to assemble solutions



Reduce expertise required to create solutions



Accelerate time to market

Analyst perspective

By 2025 at least 30% of Business Technology spending will be multi-vendor solutions enabled by digital aggregation platforms⁽¹⁾
IDC

Solutions examples

- Converged & Hyperconverged solutions e.g., Flexpod, which combines servers, storage and software
- Click to Run™ e.g., C2R backup solutions with IaaS or SaaS
- Ready to Deploy solutions e.g., Parking IoT Solutions

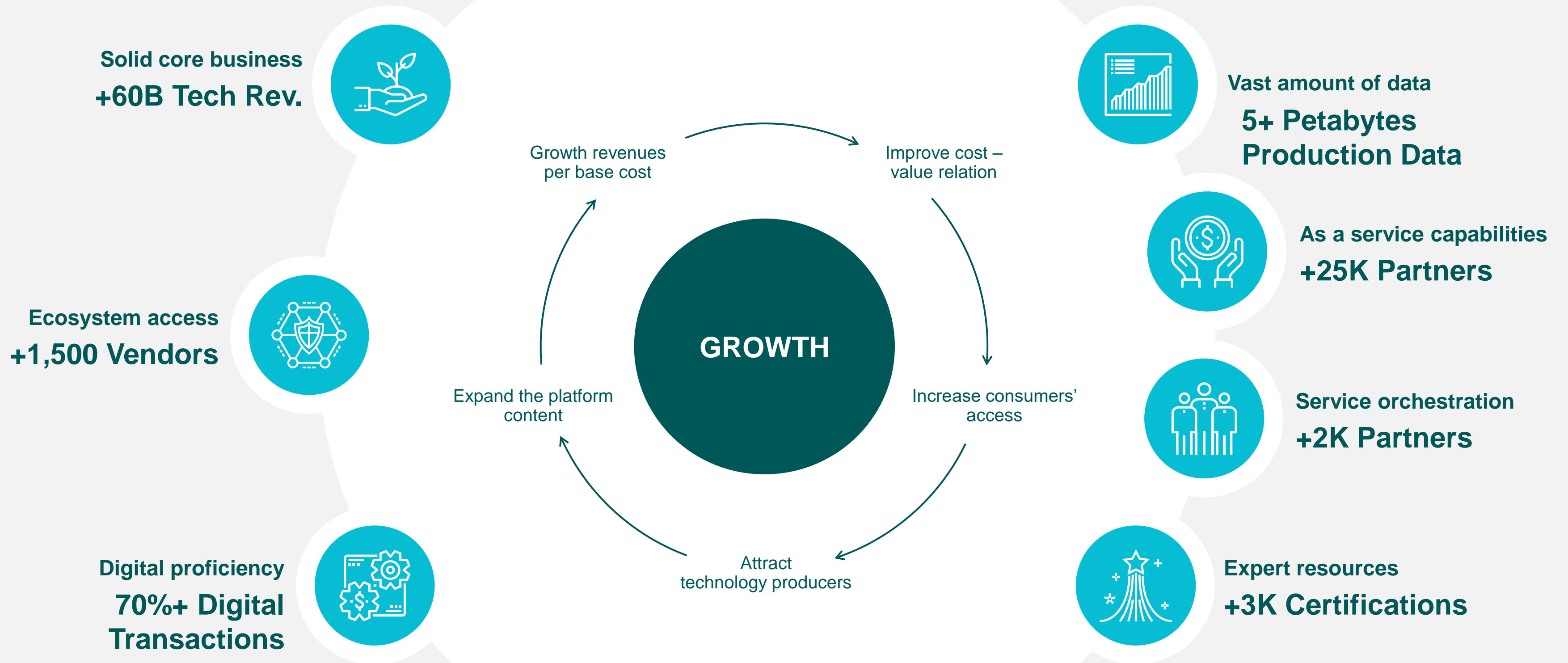
(1) Source: IDC's Worldwide Channels and Alliances 2022 Predictions Webinar, Doc # US48919822, March 2022

Solutions orchestration



“Solutions orchestrator”

has the potential to be a transformative business model in the IT distribution industry and TD SYNEX is ready



Expanding value creation

Expanding ecosystem addressable market by adding:

- | Services
- | Solutions
- | Orchestration
- | New channels
- | Profit pools



“...by the end of 2024 aggregators’ marketplace will become the primary pane of glass for over 50% of partners” (Source: IDC)⁽¹⁾

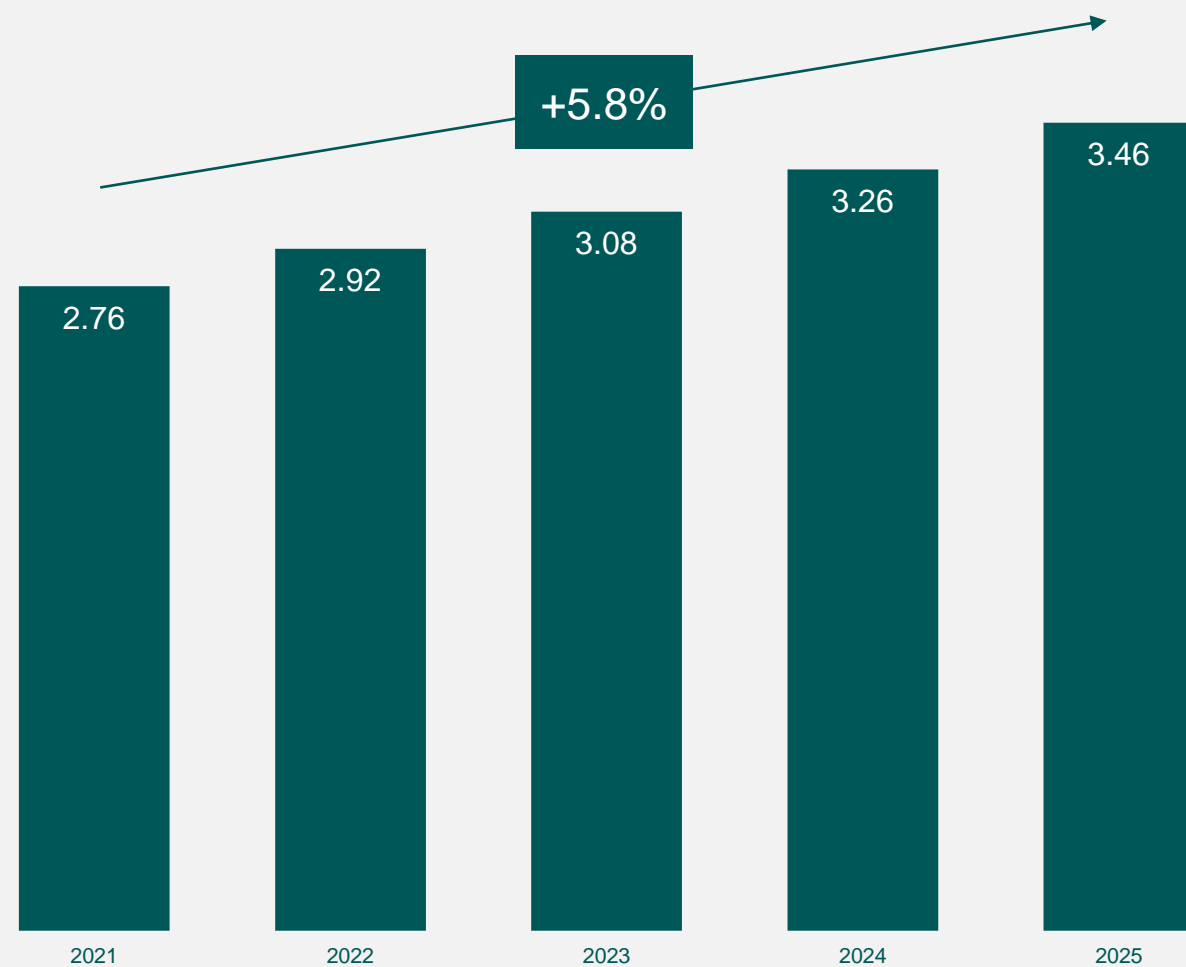
TD SYNEX Total Addressable Market Expansion



(1) Source: IDC's Worldwide Channels and Alliances 2022 Predictions Webinar, Doc # US48919822, March 2022

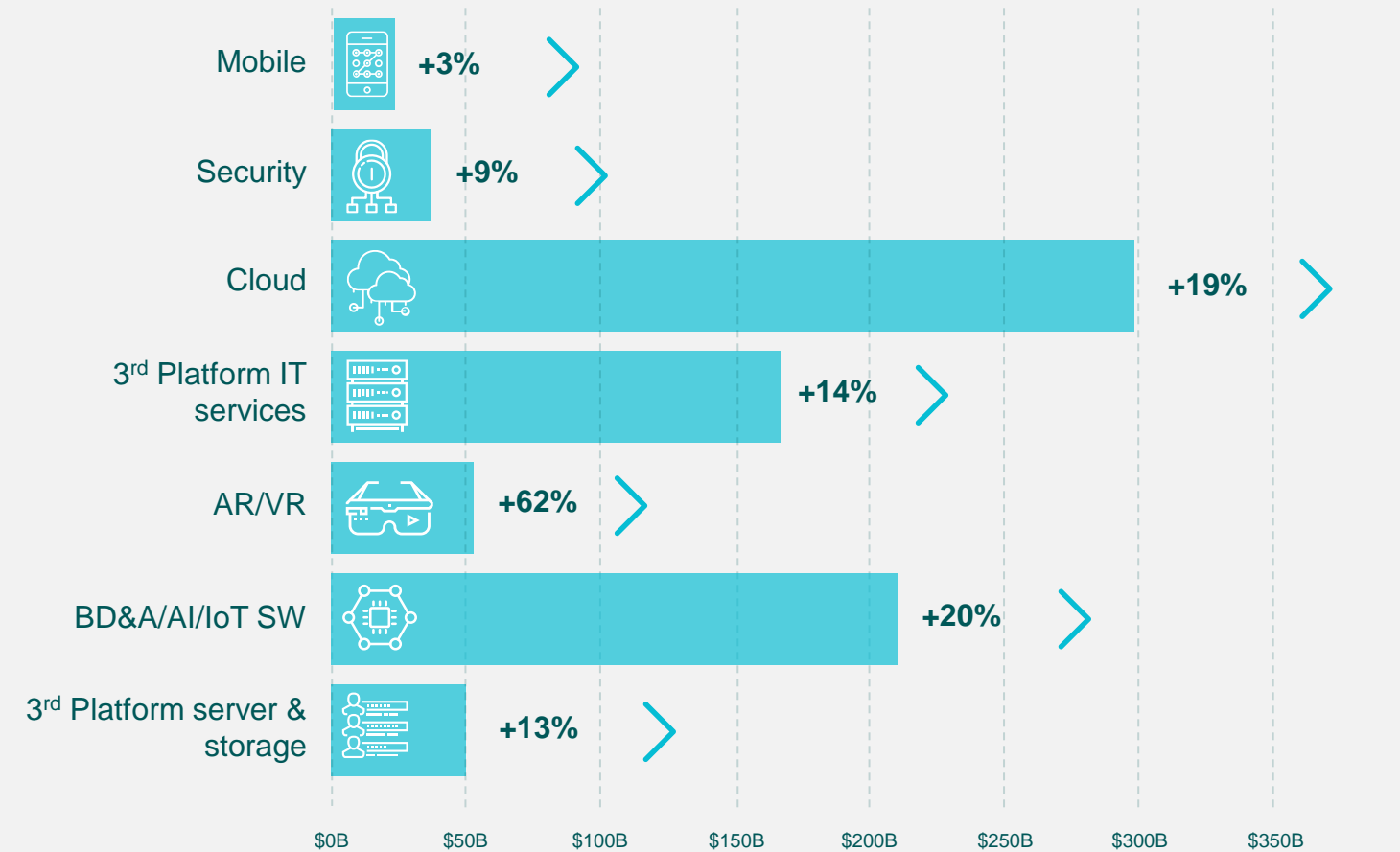
Represents \$827B in TAM growth opportunities

Total IT Spend Forecast (\$T)



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

4Y growth forecast in selected focus areas



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



Source: Cleveland Research, February 2022

End-to-end portfolio

products, services and solutions is a major competitive strength



Edge & Endpoint solutions

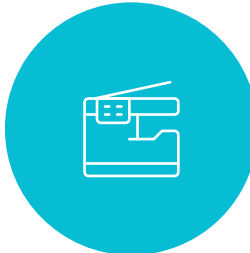
45%-50%
of sales



PCs



Mobile



Print



Consumer
Electronics



AR/VR



Endpoint
security



Wearables

Advanced solutions

35%-40%
of sales



Infrastructure



Hybrid cloud



Data



Security



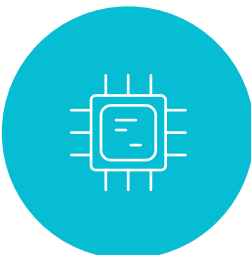
Networking



Software

Specialized areas & services

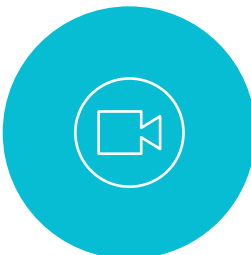
15%-20%
of sales



Components



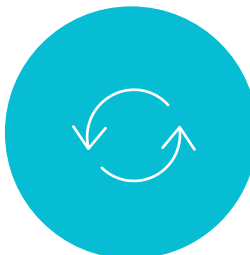
CAD



Professional AV



Hyperscale
Infrastructure



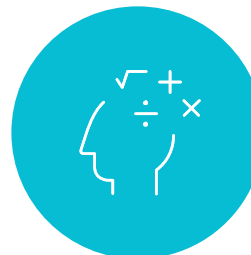
Lifecycle



Implementation

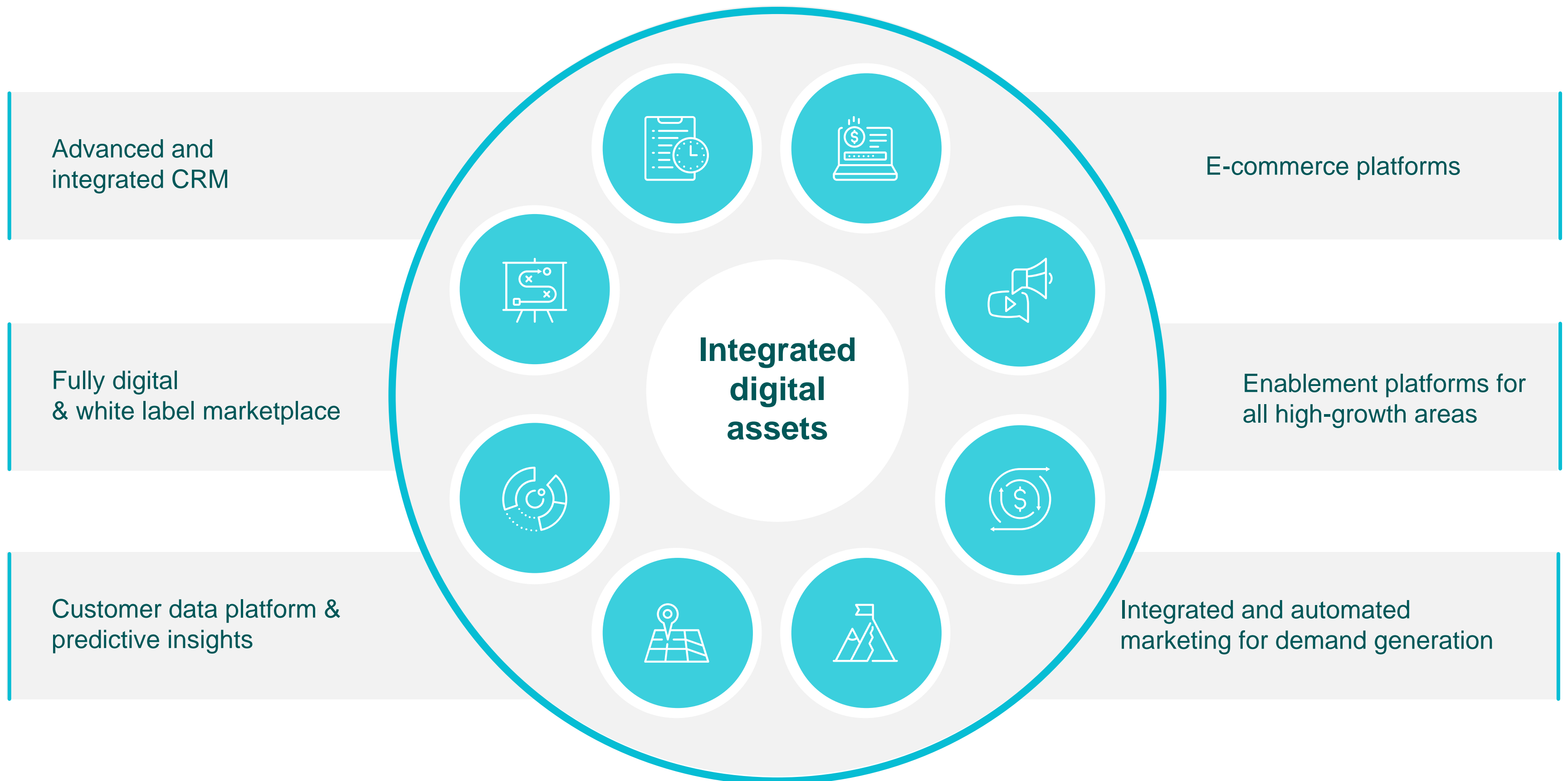


Consultancy



Education

Transforming TD SYNEX digitally



Expanding our global footprint to enable strong presence in the markets we serve



Market Data

4-year CAGR⁽¹⁾

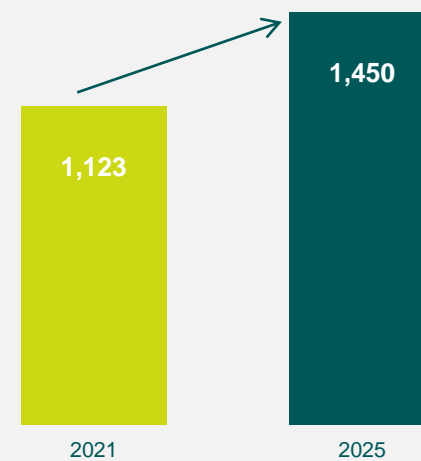
IT spend⁽¹⁾
in \$B

Share DTAM⁽²⁾

Focus Areas

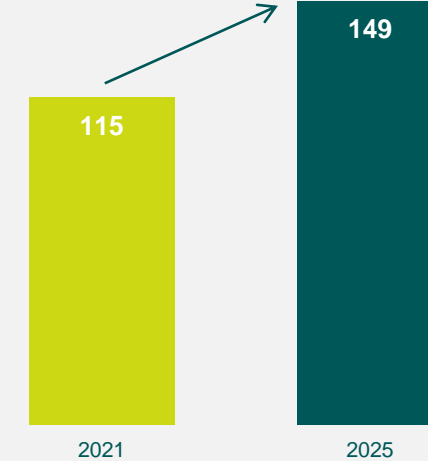
NA

+6.6%



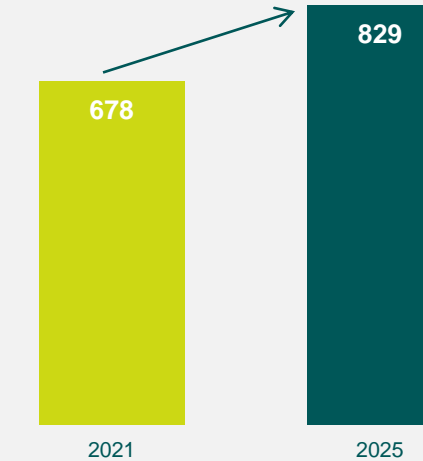
LATAM

+6.7%



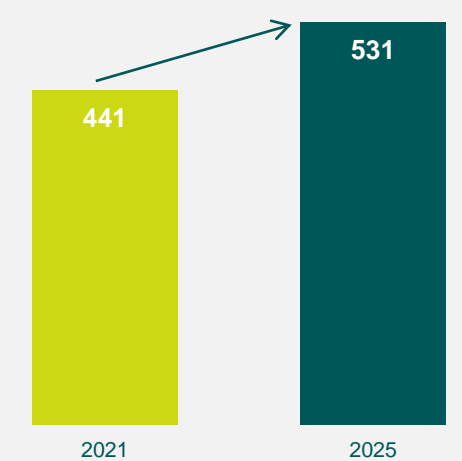
EU

+5.2%



APJ

+4.7%



Continue expanding reach and capabilities in areas with low market relevance

Solidify our position in all the high Growth Technology segments

Accelerate our solutions and services capabilities

(1) IDC, Black Book Live edition, Feb 2022

(2) Internal company estimates

Key takeaways



TD SYNEX's **vibrant business** creates opportunities to capitalize on additional growth



We believe TD SYNEX will **increase** revenue in high growth technology areas in the medium term at a compound annual growth rate in the low-to-mid double digits



We believe the solution orchestration model can expand our addressable market



TD SYNEX uses our digital advantage as a differentiator to simplify the IT ecosystem



We are focused on continual expansion of our capabilities and global reach

