

Investor Day 2025

Vendor and Expansion Strategy

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In addition, the slide presentations contain information concerning the IT market and distribution industry which is forward-looking in nature and is based on a variety of assumptions regarding the ways in which the IT market and distribution industry may develop. TD SYNEX has based these assumptions on information currently available to us. If any one or more of these assumptions turn out to be incorrect, actual results may differ from those predicted. While we do not know what impact any such differences may have on our business, if there are such differences, our future results of operations and financial condition could be materially adversely affected.

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TD SYNEX Expands its Addressable Market Through Three Key Pillars

01

Unify our Reach
through Geographic
Expansion



02

Continue
to Diversify
Product Offering



03

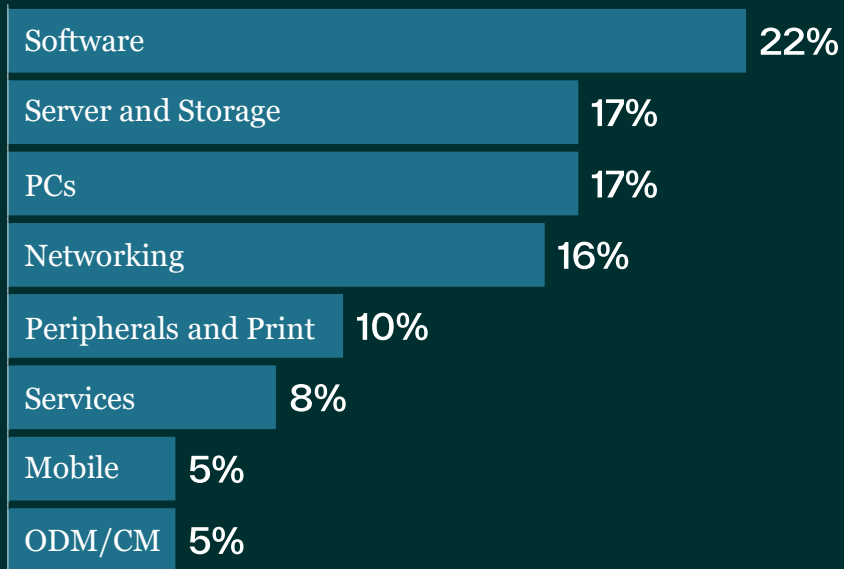
Deepen
Relationships
with Vendors



TD SYNnex Enables a Broad Portfolio of Products to Reach More Customers in More Places

Approximate Gross Billings Product - % of total

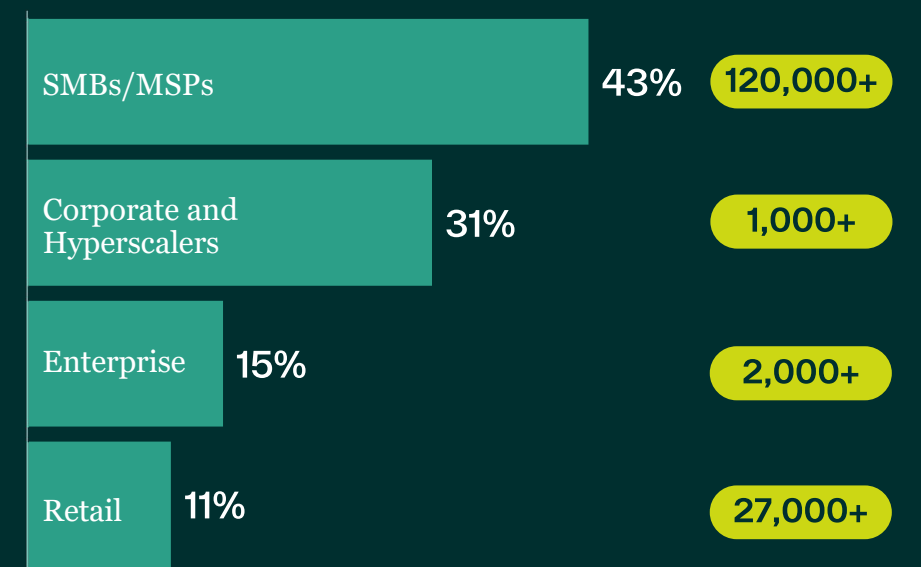
Based on Q1FY25 Financial Performance



Customer Size and # of Customers

% of Non-GAAP Gross Billings

of Customers



Despite Strong Global Presence, TD SYNnex is Making Key Investments to Deepen Penetration Globally

NA

Cloud & IaaS
SMB / MSP / CSP
Data / AI
Hyperscale Infrastructure
Public Sector



Europe

Cloud & IaaS
SMB / MSP / CSP
Data / AI
Hyperscale Infrastructure
Security
Eastern Europe



LATAM

Cloud & IaaS
SMB / MSP / CSP
Data / AI
Endpoint Solutions
Caribbean



APJ

Cloud & IaaS
SMB / MSP / CSP
Data / AI
Hyperscale Infrastructure
Endpoint Solutions
India



TD SYNnex Offers a Growing, Highly Diverse Portfolio of Products Across Key End Markets

Core

acer, AMD, Apple Authorised Distributor, ASUS, AUTODESK,
 CHECK POINT, CISCO, COHESITY, DELL Technologies,
 EMC, FORTINET, Google, Hewlett Packard Enterprise, HITACHI,
 hp, IBM, intel, Lenovo, logitech, Microsoft,
 NetApp, NUTANIX, NVIDIA, ORACLE,
 paloalto, Panasonic, Red Hat, SAMSUNG,
 SEAGATE, SECURONIX, vmware, xerox

Emerging

alteryx, ARCTIC WOLF, anchore, Anywhere365, ArmorPoint,
 BLACKDUCK, CEREBRAL BLUE, CLOUDFLARE, CYBERARK,
 cybereason, Cyolo, Odigicert, Domino,
 Exclaimer, grammarly, IRONYUN, LastPass, LUMINOSO,
 meter, Moveworks, ninjaOne, Olik, RadiantSecurity,
 RadiusAI, Scalefusion, SECTIGO, SEPIO,
 ShelterZOOM, SUPERB AI, SurePathAI, WEKA, zscaler

Inspiring vendors to increasingly leverage the distribution channel through our distinct vendor value proposition leads to DTAM expansion

Our Vendor Portfolio is Poised to Take Advantage of AI Growth, Enabled by our Destination AI Channel Program

Destination AI is used to **promote multi-vendor solutions** that meet ecosystem needs and enable vendors to:

- 1 Deliver broad product offerings
- 2 Optimize market potential
- 3 Accelerate business transformation

AI Infrastructure



Core AI Software/Platforms



AI Accelerators



AI-Enabled ISVs



Our Vendor Value Proposition is Unrivaled in the Industry Allowing us to Grow our Addressable Market

Expand
Customer Base

Accelerate
Technology Adoption

Drive Refresh
& Renewals

Drive Marketplace
& Digital Sales

Engineering &
Technical Support

Develop &
Train Partners

Financing &
XaaS Solutions

Supply Chain
Optimization



Recruit
New
Vendors

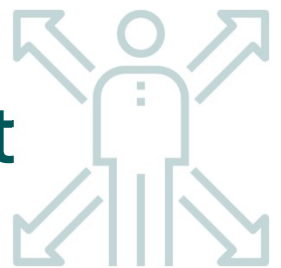


Grow Wallet
Share with
Existing
Vendors



Identify
Ecosystem
Expansion
Opportunities

Grow
Market
Share

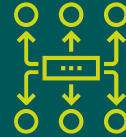


We Continue to Expand Our Presence in Mature and Developing Markets Through Three Key Pillars



Unify our Reach through Geographic Expansion

Drive expansion
through deepened
penetration globally



Continue to Diversify Product Offering

Expand DTAM by bringing
new and innovative technology
solutions into channel



Deepen Relationships with Vendors

Unlock value for and
increase wallet share with
existing vendors