

# Q3 Fiscal Year 2017 Financial Highlights

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For the quarter ended October 31, 2016

November 22, 2016

## ***Non-GAAP Financial Information***

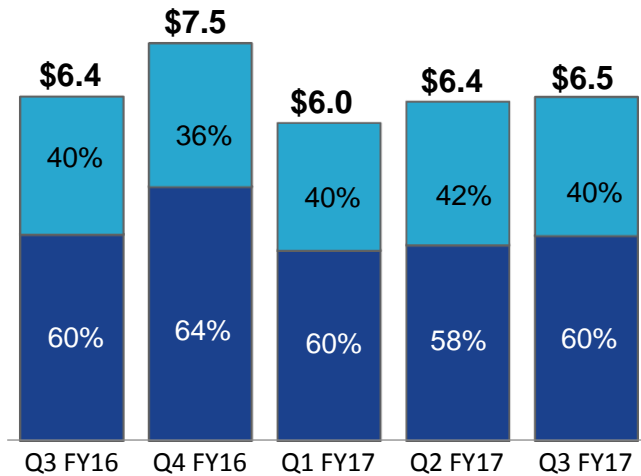
This document includes financial results prepared in accordance with generally accepted accounting principles (“GAAP”). In addition to GAAP results, Tech Data management believes that the presentation of non-GAAP financial measures is useful to investors because it provides investors with a more complete understanding of our operational results and a meaningful comparison of our performance between periods. The non-GAAP results should only be used in conjunction with results reported in accordance with GAAP and are not intended to be a substitute for results reported in accordance with GAAP. Non-GAAP financial measures presented in this presentation or other presentations, press releases and similar documents issued by Tech Data, include but are not limited to sales, income or expense items as adjusted for the impact of changes in foreign currencies (referred to as “constant currency”) , sales adjusted for the impact of the exit of certain country operations, non-GAAP selling, general and administrative expenses (“SG&A”), non-GAAP operating income, non-GAAP operating margin, non-GAAP net income, non-GAAP earnings per diluted share and Return on Invested Capital. These non-GAAP financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similar measures presented by comparable companies. Management may also use these non-GAAP financial measures to establish operational goals and, in some cases, for measuring performance for compensation purposes. This presentation provides a detailed reconciliation between results reported in accordance with GAAP and non-GAAP financial measures



# Worldwide

## Net Sales

\$ in Billions



■ Americas  
■ Europe

|                                    |     |     |    |     |    |
|------------------------------------|-----|-----|----|-----|----|
| Reported Y/Y Growth                | -5% | 2%  | 1% | -3% | 1% |
| Adjusted Y/Y Growth <sup>(1)</sup> | 5%  | 11% | 2% | -2% | 4% |

- Q3 FY17 worldwide reported net sales of \$6.5 billion increased 1% year-over-year and increased 2% sequentially.
- On a constant currency basis, Q3 FY17 worldwide net sales increased 4% year-over-year and increased 3% sequentially.

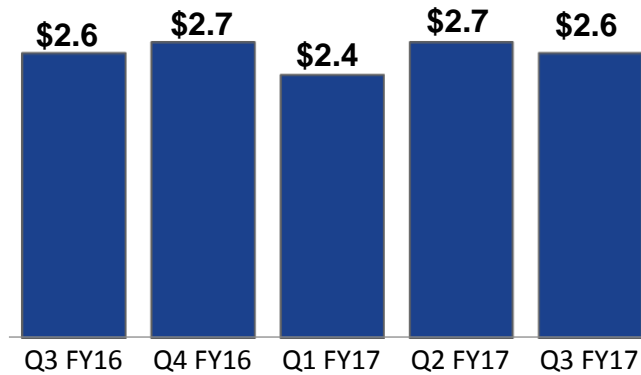
<sup>(1)</sup> Adjusted for the impact of changes in foreign currencies ; Q3 FY16 through Q1 FY17 adjusted sales growth also excludes sales generated in Chile, Peru and Uruguay due to the Company's exit from those countries.



## The Americas

Net Sales

\$ in Billions



|                                    |     |     |    |     |    |
|------------------------------------|-----|-----|----|-----|----|
| Reported Y/Y growth                | -3% | 5%  | 2% | -3% | 2% |
| Adjusted y/y growth <sup>(1)</sup> | 2%  | 11% | 4% | -2% | 2% |

- The Americas Q3 FY17 reported net sales of \$2.6 billion increased 2% year-over-year but declined 2% sequentially.
- On a constant currency basis, the Americas' Q3 FY17 net sales increased 2% year-over-year, but declined 2% sequentially.

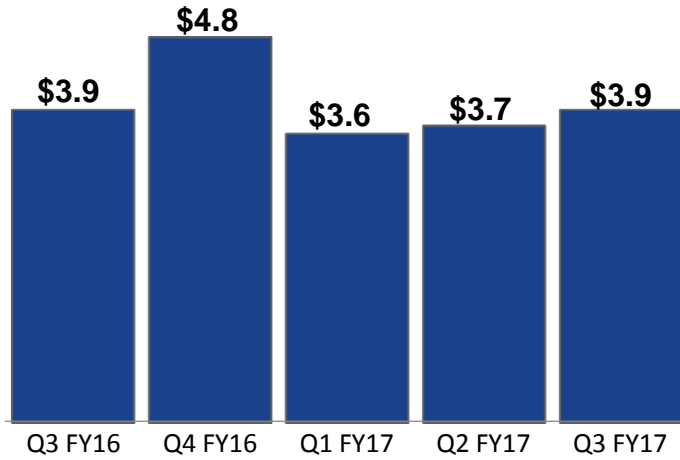
<sup>(1)</sup> Adjusted for the impact of changes in foreign currencies ; Q3 FY16 through Q1 FY17 adjusted sales growth also excludes sales generated in Chile, Peru and Uruguay due to the Company's exit from those countries.



# Europe

## Net Sales

\$ in Billions



|                              |     |     |    |     |    |
|------------------------------|-----|-----|----|-----|----|
| Reported Y/Y growth          | -6% | 0%  | 1% | -4% | 1% |
| Y/Y CC growth <sup>(1)</sup> | 6%  | 11% | 1% | -2% | 5% |

- Europe's Q3 FY17 reported net sales of \$3.9 billion increased 1% year-over-year and increased 5% sequentially.
- On a constant currency basis, Europe's Q3 FY17 net sales increased 5% year-over-year and increased 7% sequentially.

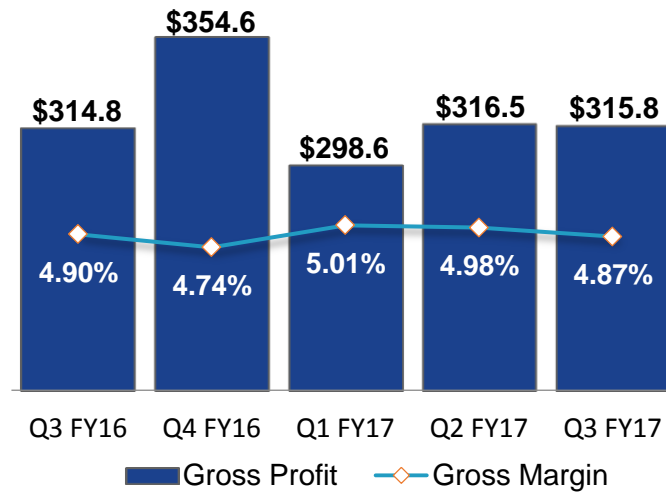
<sup>(1)</sup> CC: constant currency



## Worldwide

### Gross Profit and Margin

\$ in Millions



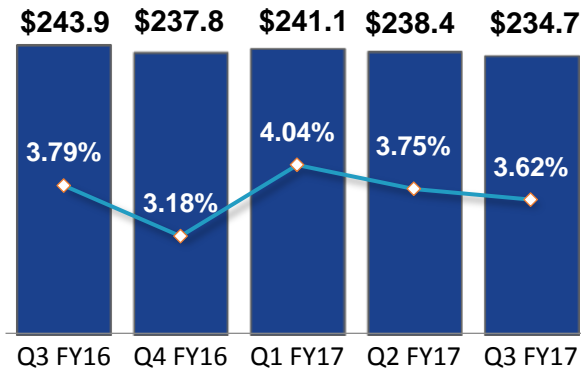
- Q3 FY17 gross profit was \$315.8 million, an increase of \$1.0 million compared to the prior-year quarter.
- Q3 FY17 gross profit margin was 4.87%, compared to 4.90% in the prior-year quarter.



# Worldwide

## SG&A Expenses (Non-GAAP) <sup>(1)</sup>

\$ in Millions



■ Non-GAAP SG&A exp  
 ◆ Non-GAAP SG&A %

|               |         |         |         |         |         |
|---------------|---------|---------|---------|---------|---------|
| GAAP SG&A exp | \$249.8 | \$244.0 | \$246.5 | \$243.8 | \$240.0 |
| GAAP SG&A %   | 3.89%   | 3.26%   | 4.13%   | 3.84%   | 3.70%   |

- Q3 FY17 non-GAAP SG&A expenses were \$234.7 million, a decrease of \$9.2 million or 4%, compared to the prior-year quarter.
- Q3 FY17 non-GAAP SG&A as a percentage of net sales was 3.62%, an improvement of 17 basis points over the prior-year quarter.
- Q3 FY17 GAAP depreciation and amortization expense was \$13.1 million compared to \$14.3 million in the prior-year quarter.

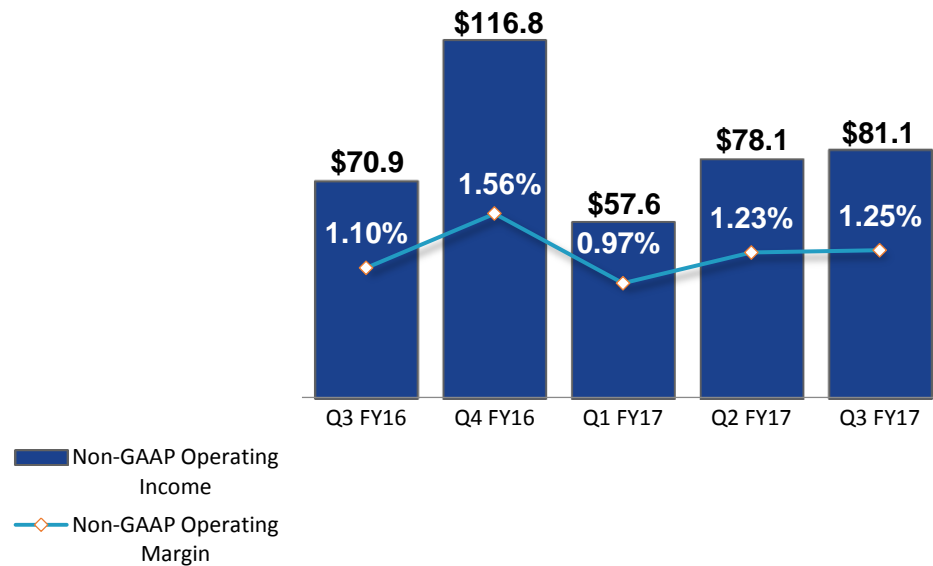
<sup>(1)</sup> Non-GAAP SG&A excludes acquisition-related amortization of intangibles expenses, restatement and remediation related expenses and loss on disposal of subsidiaries. See GAAP to Non-GAAP reconciliation in the appendix.



## Worldwide

Operating Income (Non-GAAP) <sup>(1)</sup>

\$ in Millions



|                      |        |         |        |        |        |
|----------------------|--------|---------|--------|--------|--------|
| GAAP Operating Inc   | \$68.1 | \$145.2 | \$52.6 | \$73.4 | \$62.9 |
| GAAP Operating Mrgn. | 1.06%  | 1.94%   | 0.88%  | 1.15%  | 0.97%  |

- Q3 FY17 worldwide non-GAAP operating income was \$81.1 million, an increase of \$10.2 million or 14%, compared to the prior-year quarter.
- Q3 FY17 worldwide non-GAAP operating margin was 1.25%, an improvement of 15 basis points over the prior-year quarter.
- On a constant currency basis, non-GAAP operating income increased \$13 million or 18% year-over-year.

<sup>(1)</sup> See the GAAP to Non-GAAP reconciliation in the appendix.

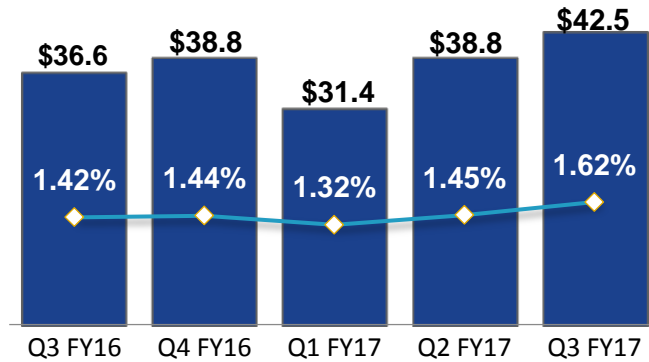




## The Americas

Operating Income (Non-GAAP) <sup>(1)(2)</sup>

\$ in Millions



■ Non-GAAP Operating Income<sup>(2)</sup>  
 ◆ Non-GAAP Operating Margin<sup>(2)</sup>

|                                      |        |        |        |        |        |
|--------------------------------------|--------|--------|--------|--------|--------|
| GAAP Operating Income <sup>(1)</sup> | \$38.9 | \$73.6 | \$31.3 | \$41.2 | \$32.4 |
| GAAP Operating Margin <sup>(1)</sup> | 1.51%  | 2.73%  | 1.31%  | 1.54%  | 1.24%  |

- The Americas' Q3 FY17 non-GAAP operating income was \$42.5 million, an increase of \$5.8 million or 16%, compared to the prior-year quarter.
- Q3 FY17 non-GAAP operating margin was 1.62%, an improvement of 20 basis points over the prior-year quarter.

<sup>(1)</sup> Before stock compensation expense.

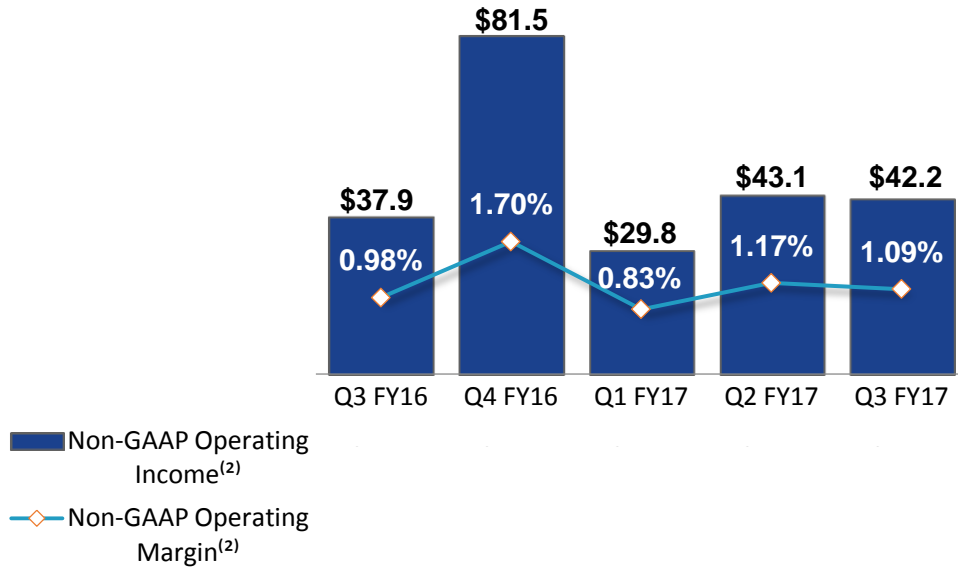
<sup>(2)</sup> See the GAAP to non-GAAP reconciliation in the appendix.



# Europe

## Operating Income (Non-GAAP) <sup>(1)(2)</sup>

\$ in Millions



|                                      |        |        |        |        |        |
|--------------------------------------|--------|--------|--------|--------|--------|
| GAAP Operating Income <sup>(1)</sup> | \$32.8 | \$75.1 | \$24.9 | \$35.9 | \$34.0 |
| GAAP Operating Margin <sup>(1)</sup> | 0.85%  | 1.57%  | 0.70%  | 0.98%  | 0.88%  |

- Europe's Q3 FY17 non-GAAP operating income was \$42.2 million, an increase of \$4.3 million or 11%, compared to the prior-year quarter.
- On a constant currency basis, non-GAAP operating income increased \$7.1 million or 19% compared to the prior-year quarter.
- Q3 FY17 non-GAAP operating margin was 1.09%, an improvement of 11 basis points over the prior-year quarter.

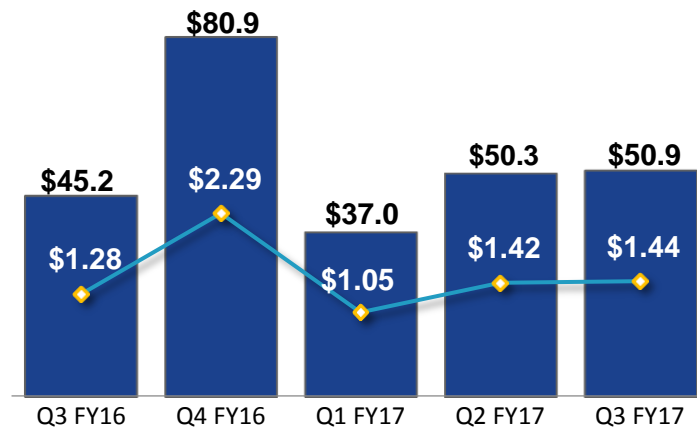
<sup>(1)</sup> Before stock compensation expense.

<sup>(2)</sup> See the GAAP to non-GAAP reconciliation in the appendix.



## Worldwide

Net Income and EPS (Non-GAAP) <sup>(1)</sup> \$ in Millions, except EPS



■ Non-GAAP Net Income  
 ◆ Non-GAAP EPS - diluted

|                                               |        |        |        |        |        |
|-----------------------------------------------|--------|--------|--------|--------|--------|
| GAAP Net Income                               | \$41.9 | \$96.1 | \$33.4 | \$46.4 | \$36.5 |
| GAAP EPS - diluted                            | \$1.18 | \$2.72 | \$0.94 | \$1.31 | \$1.03 |
| Weighted Average Shares Outstanding - Diluted | 35,397 | 35,305 | 35,370 | 35,378 | 35,449 |

- Excluding non-GAAP adjustments, the effective tax rate for Q3 FY17 was 30.6%, compared to 29.8% in the prior-year quarter.
- Non-GAAP net income for Q3 FY17 was \$50.9 million, an increase of \$5.7 million or 13%, compared to the prior-year quarter.
- Non-GAAP EPS was \$1.44, an increase of \$0.16 or 13%, compared to the prior-year quarter.
- On a constant currency basis, non-GAAP net income increased \$7.6 million or 17% year-over-year.
- On a constant currency basis, non-GAAP EPS improved \$0.21 per diluted share or 16% year-over-year.

<sup>(1)</sup> See the GAAP to non-GAAP reconciliation in the appendix.



# Worldwide

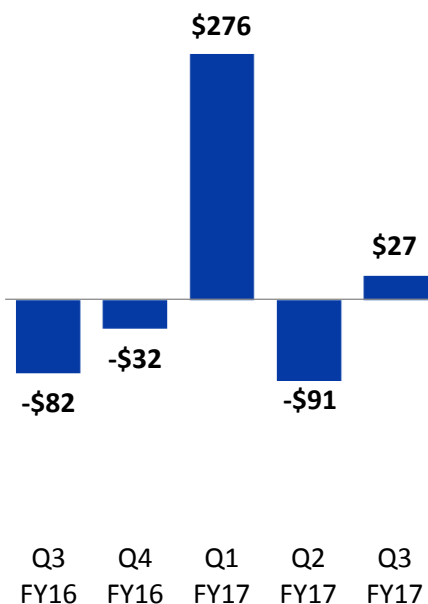
## Cash Metrics

### Cash Conversion Cycle

|                               | Q3<br>FY16 | Q4<br>FY16 | Q1<br>FY17 | Q2<br>FY17 | Q3<br>FY17 |
|-------------------------------|------------|------------|------------|------------|------------|
| Days of Sales Outstanding     | 41         | 37         | 39         | 39         | 40         |
| Days of Supply                | 32         | 27         | 34         | 32         | 33         |
| Days of Purchases Outstanding | (52)       | (44)       | (51)       | (49)       | (51)       |
| <b>Cash Conversion Cycle</b>  | <b>21</b>  | <b>20</b>  | <b>22</b>  | <b>22</b>  | <b>22</b>  |

### Cash Flow from Operations

\$ in Millions



- Net cash generated by operations in Q3 FY17 was \$27 million.
- The cash balance at the end of Q3 FY17 was \$692 million.
- Funds available for use under credit facilities were \$912 million at the end of Q3 FY17.

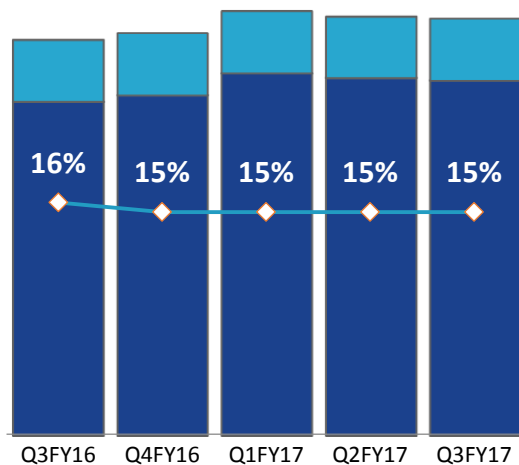


# Worldwide

## Balance Sheet Highlights

\$ in Millions

### Debt to Total Capital



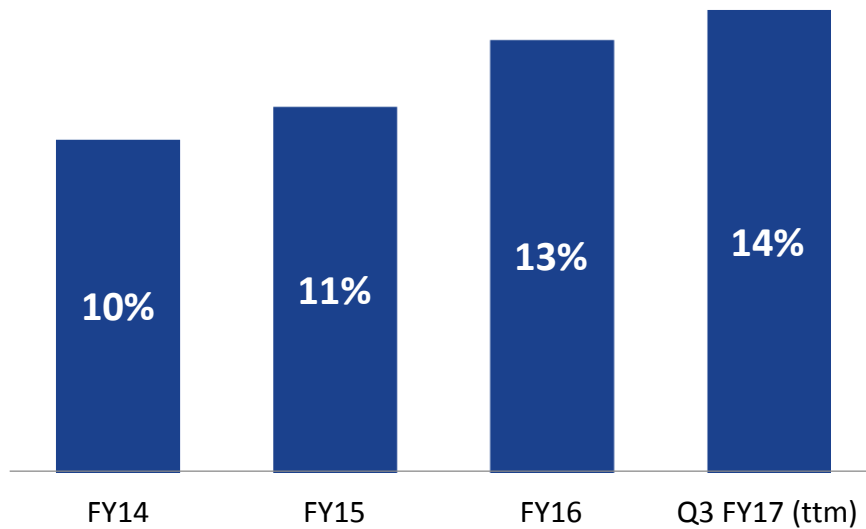
|                             | Q3FY16  | Q4FY16  | Q1FY17  | Q2FY17  | Q3FY17  |
|-----------------------------|---------|---------|---------|---------|---------|
| Debt                        | \$365   | \$367   | \$367   | \$362   | \$365   |
| Equity                      | \$1,968 | \$2,006 | \$2,135 | \$2,108 | \$2,092 |
| Debt to Total Capital ratio | 16%     | 15%     | 15%     | 15%     | 15%     |

- Q3FY17 accumulated other comprehensive loss, which consists of currency translation, net of applicable taxes, was \$70 million
- Capital expenditures were \$9 million in Q3 FY17. For FY17, the company expects capital expenditures of approximately \$44 million.
- At October 31, 2016, the company had \$2.1 billion of equity, and 35.2 million shares outstanding resulting in book value of \$59.41 per share.
- The company had \$284 million of goodwill and acquired intangibles resulting in tangible book value of \$51.35 per share.



## Worldwide

### Return on Invested Capital<sup>(1)</sup>



- Company's Weighted Average Cost of Capital is approximately 9%<sup>(2)</sup>

(1) See reconciliation of ROIC calculation in appendix.

(2) Source: Bloomberg, November 16, 2016.



## Worldwide

### Product Mix

|                      | Products                                                                                     | Q3 FY17 <i>(TTM)</i><br><i>(% of total net sales)</i> |
|----------------------|----------------------------------------------------------------------------------------------|-------------------------------------------------------|
| Broadline            | Notebooks, Tablets, Desktops, Printers & Supplies Components                                 | 48%                                                   |
| Data Center          | Industry Standard Servers, Proprietary Servers, Networking, Storage                          | 21%                                                   |
| Software             | Virtualization, Cloud, Security, Desktop Applications, Operating Systems, Utilities Software | 18%                                                   |
| Mobility             | Mobile Phones, Accessories                                                                   | 10%                                                   |
| Consumer Electronics | TVs, Digital Displays, Consumer A/V Devices<br>Network-Attached Consumer Devices             | 3%                                                    |
| Services             |                                                                                              | Less than 1%                                          |

*Total may not foot due to rounding.*

*Company estimates for the 12-months ended October 31, 2016.*

- In Q3 FY17, the following vendors represented 10% or more of consolidated net sales:
  - Apple 20%
  - HP Inc. 13%
  - Cisco 10%



# Business Outlook

Q4 Fiscal Year 2017

## Q4 FY17

|                             |                               |
|-----------------------------|-------------------------------|
| Net Sales                   | \$7.4 billion - \$7.6 billion |
| Non-GAAP Earnings Per Share | \$2.11 - \$2.21               |

### Above guidance assumes the following:

- Relatively flat local currency sales growth in both regions
- U.S. dollar to euro exchange rate of \$1.09 to €1.00
- Weighted average diluted shares outstanding of 35.5 million
- Tax rate: 27% - 29%

### Forward-Looking Statements

Certain statements made in this document are “Forward-Looking Statements” as described in the Private Securities Litigation Reform Act of 1995. These statements are subject to risks and uncertainties further described in Tech Data Corporation’s (the “Company”) Annual Report on Form 10-K filed March 24, 2016, a copy of which can be obtained from the Company’s Investor Relations website at [www.techdata.com/investor](http://www.techdata.com/investor). A number of important factors, some of which are beyond the Company’s control, could cause actual events and results to differ materially from those contained in or implied by the forward-looking statements. Forward-looking statements reflect management’s analysis as of the filing date of this presentation. The Company does not undertake to update or revise these statements to reflect subsequent developments.



# APPENDIX

## GAAP to Non-GAAP Reconciliations

# SG&A

| Selling, general and administrative ("SG&A")      | Three months ended  |                     |                     |                     | Three months ended  |
|---------------------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
|                                                   | October 31, 2015    | January 31, 2016    | April 30, 2016      | July 31, 2016       | October 31, 2016    |
| <b>(In thousands)</b>                             |                     |                     |                     |                     |                     |
| <b>Net Sales</b>                                  | <b>\$ 6,428,540</b> | <b>\$ 7,483,621</b> | <b>\$ 5,963,362</b> | <b>\$ 6,353,739</b> | <b>\$ 6,490,265</b> |
| GAAP SG&A expenses                                | \$ 249,840          | \$ 244,026          | \$ 246,496          | \$ 243,763          | \$ 239,952          |
| Acquisition-related amortization of intangibles   | (5,671)             | (6,184)             | (5,445)             | (5,408)             | (5,243)             |
| Restatement and remediation related expenses      | (47)                | -                   | -                   | -                   | -                   |
| Loss on disposal of subsidiaries                  | (182)               | -                   | -                   | -                   | -                   |
| <b>Non-GAAP SG&amp;A expenses</b>                 | <b>\$ 243,940</b>   | <b>\$ 237,842</b>   | <b>\$ 241,051</b>   | <b>\$ 238,355</b>   | <b>\$ 234,709</b>   |
| <b>GAAP SG&amp;A percentage of net sales</b>      | <b>3.89%</b>        | <b>3.26%</b>        | <b>4.13%</b>        | <b>3.84%</b>        | <b>3.70%</b>        |
| <b>Non- GAAP SG&amp;A percentage of net sales</b> | <b>3.79%</b>        | <b>3.18%</b>        | <b>4.04%</b>        | <b>3.75%</b>        | <b>3.62%</b>        |

## Operating Income Q3 FY17

| (In thousands)                                  | Three months ended October 31, 2016 |                       |                                  |                     |
|-------------------------------------------------|-------------------------------------|-----------------------|----------------------------------|---------------------|
|                                                 | Americas <sup>(1)</sup>             | Europe <sup>(1)</sup> | Stock<br>Compensation<br>Expense | Consolidated        |
| <b>Net Sales</b>                                | <b>\$ 2,614,347</b>                 | <b>\$ 3,875,918</b>   |                                  | <b>\$ 6,490,265</b> |
| GAAP operating income <sup>(1)</sup>            | \$ 32,414                           | \$ 34,008             | \$ (3,550)                       | \$ 62,872           |
| Acquisition and integration expenses            | 9,456                               | 3,559                 |                                  | 13,015              |
| Acquisition-related amortization of intangibles | 580                                 | 4,663                 |                                  | 5,243               |
| Total non-GAAP operating income adjustments     | \$ 10,036                           | \$ 8,222              |                                  | \$ 18,258           |
| <b>Non-GAAP operating income</b>                | <b>\$ 42,450</b>                    | <b>\$ 42,230</b>      | <b>\$ (3,550)</b>                | <b>\$ 81,130</b>    |
| <b>GAAP operating margin</b>                    | <b>1.24%</b>                        | <b>0.88%</b>          |                                  | <b>0.97%</b>        |
| <b>Non-GAAP operating margin</b>                | <b>1.62%</b>                        | <b>1.09%</b>          |                                  | <b>1.25%</b>        |

<sup>(1)</sup> GAAP operating income does not include stock compensation expense at the regional level.

## Operating Income Q2 FY17

| (In thousands)                                  | Three months ended July 31, 2016 |                       |                                  |                     |
|-------------------------------------------------|----------------------------------|-----------------------|----------------------------------|---------------------|
|                                                 | Americas <sup>(1)</sup>          | Europe <sup>(1)</sup> | Stock<br>Compensation<br>Expense | Consolidated        |
| <b>Net Sales</b>                                | <b>\$ 2,674,886</b>              | <b>\$ 3,678,853</b>   |                                  | <b>\$ 6,353,739</b> |
| GAAP operating income <sup>(1)</sup>            | \$ 41,241                        | \$ 35,927             | \$ (3,813)                       | \$ 73,355           |
| Value added tax assessments                     | (407)                            | 1,456                 |                                  | 1,049               |
| Acquisition and integration expenses            | 1,046                            | 936                   |                                  | 1,982               |
| Acquisition-related amortization of intangibles | 580                              | 4,828                 |                                  | 5,408               |
| LCD settlements and other, net                  | (3,699)                          | -                     |                                  | (3,699)             |
| Total non-GAAP operating income adjustments     | \$ (2,480)                       | \$ 7,220              |                                  | \$ 4,740            |
| <b>Non-GAAP operating income</b>                | <b>\$ 38,761</b>                 | <b>\$ 43,147</b>      | <b>\$ (3,813)</b>                | <b>\$ 78,095</b>    |
| <b>GAAP operating margin</b>                    | <b>1.54%</b>                     | <b>0.98%</b>          |                                  | <b>1.15%</b>        |
| <b>Non-GAAP operating margin</b>                | <b>1.45%</b>                     | <b>1.17%</b>          |                                  | <b>1.23%</b>        |

<sup>(1)</sup> GAAP operating income does not include stock compensation expense at the regional level.

## Operating Income Q1 FY17

| (In thousands)                                  | Three months ended April 30, 2016 |                       |                                  |                     |
|-------------------------------------------------|-----------------------------------|-----------------------|----------------------------------|---------------------|
|                                                 | Americas <sup>(1)</sup>           | Europe <sup>(1)</sup> | Stock<br>Compensation<br>Expense | Consolidated        |
| <b>Net Sales</b>                                | <b>\$ 2,388,004</b>               | <b>\$3,575,358</b>    |                                  | <b>\$ 5,963,362</b> |
| GAAP operating income <sup>(1)</sup>            | \$ 31,275                         | \$ 24,940             | \$ (3,657)                       | \$ 52,558           |
| LCD settlements and other, net                  | (443)                             | -                     |                                  | (443)               |
| Acquisition-related amortization of intangibles | 580                               | 4,865                 |                                  | 5,445               |
| Total non-GAAP operating income adjustments     | \$ 137                            | \$ 4,865              |                                  | \$ 5,002            |
| <b>Non-GAAP operating income</b>                | <b>\$ 31,412</b>                  | <b>\$ 29,805</b>      | <b>\$ (3,657)</b>                | <b>\$ 57,560</b>    |
| <b>GAAP operating margin</b>                    | <b>1.31%</b>                      | <b>0.70%</b>          |                                  | <b>0.88%</b>        |
| <b>Non-GAAP operating margin</b>                | <b>1.32%</b>                      | <b>0.83%</b>          |                                  | <b>0.97%</b>        |

<sup>(1)</sup> GAAP operating income does not include stock compensation expense at the regional level.

## Operating Income Q4 FY16

| (In thousands)                                  | Q4 FY16 - Three months ended January 31, 2016 |                       |                                  |                     |
|-------------------------------------------------|-----------------------------------------------|-----------------------|----------------------------------|---------------------|
|                                                 | Americas <sup>(1)</sup>                       | Europe <sup>(1)</sup> | Stock<br>Compensation<br>Expense | Consolidated        |
| <b>Net Sales</b>                                | <b>\$ 2,699,276</b>                           | <b>\$ 4,784,345</b>   |                                  | <b>\$ 7,483,621</b> |
| GAAP operating income <sup>(1)</sup>            | \$ 73,609                                     | \$ 75,084             | \$ (3,491)                       | \$ 145,202          |
| LCD settlements and other, net                  | (35,346)                                      | -                     |                                  | (35,346)            |
| Value added tax assessments                     | -                                             | 767                   |                                  | 767                 |
| Acquisition-related amortization of intangibles | 582                                           | 5,602                 |                                  | 6,184               |
| Total non-GAAP operating income adjustments     | \$ (34,764)                                   | \$ 6,369              |                                  | \$ (28,395)         |
| <b>Non-GAAP operating income</b>                | <b>\$ 38,845</b>                              | <b>\$ 81,453</b>      | <b>\$ (3,491)</b>                | <b>\$ 116,807</b>   |
| <b>GAAP operating margin</b>                    | <b>2.73%</b>                                  | <b>1.57%</b>          |                                  | <b>1.94%</b>        |
| <b>Non-GAAP operating margin</b>                | <b>1.44%</b>                                  | <b>1.70%</b>          |                                  | <b>1.56%</b>        |

<sup>(1)</sup> GAAP operating income does not include stock compensation expense at the regional level.

## Operating Income Q3 FY16

| (In thousands)                                  | Three months ended October 31, 2015 |                       |                                  |                     |
|-------------------------------------------------|-------------------------------------|-----------------------|----------------------------------|---------------------|
|                                                 | Americas <sup>(1)</sup>             | Europe <sup>(1)</sup> | Stock<br>Compensation<br>Expense | Consolidated        |
| <b>Net Sales</b>                                | <b>\$ 2,572,751</b>                 | <b>\$ 3,855,789</b>   |                                  | <b>\$ 6,428,540</b> |
| GAAP operating income <sup>(1)</sup>            | \$ 38,857                           | \$ 32,817             | \$ (3,621)                       | \$ 68,053           |
| Restatement and remediation-related expenses    | 34                                  | 13                    |                                  | 47                  |
| Loss on disposal of subsidiaries                | 182                                 | -                     |                                  | 182                 |
| Acquisition-related amortization of intangibles | 583                                 | 5,088                 |                                  | 5,671               |
| LCD settlements and other, net                  | (3,049)                             | -                     |                                  | (3,049)             |
| Total non-GAAP operating income adjustments     | (2,250)                             | 5,101                 |                                  | 2,851               |
| <b>Non-GAAP operating income</b>                | <b>\$ 36,607</b>                    | <b>\$ 37,918</b>      | <b>\$ (3,621)</b>                | <b>\$ 70,904</b>    |
| <b>GAAP operating margin</b>                    | <b>1.51%</b>                        | <b>0.85%</b>          |                                  | <b>1.06%</b>        |
| <b>Non-GAAP operating margin</b>                | <b>1.42%</b>                        | <b>0.98%</b>          |                                  | <b>1.10%</b>        |

<sup>(1)</sup> GAAP operating income does not include stock compensation expense at the regional level.

## Net Income and EPS

(In thousands, except per share data)

|                                                            | Three months ended, |               |                  |               |                 |               |                 |               |                  |               |
|------------------------------------------------------------|---------------------|---------------|------------------|---------------|-----------------|---------------|-----------------|---------------|------------------|---------------|
|                                                            | October 31, 2015    |               | January 31, 2016 |               | April 30, 2016  |               | July 31, 2016   |               | October 31, 2016 |               |
|                                                            | Net Income          | Diluted EPS   | Net Income       | Diluted EPS   | Net Income      | Diluted EPS   | Net Income      | Diluted EPS   | Net Income       | Diluted EPS   |
| <b>GAAP Results</b>                                        | <b>\$41,900</b>     | <b>\$1.18</b> | <b>\$96,147</b>  | <b>\$2.72</b> | <b>\$33,373</b> | <b>\$0.94</b> | <b>\$46,394</b> | <b>\$1.31</b> | <b>\$36,506</b>  | <b>\$1.03</b> |
| LCD settlements and other, net                             | (3,049)             | (0.08)        | (35,346)         | (1.00)        | (443)           | (0.01)        | (3,699)         | (0.10)        | -                | -             |
| Value added tax assessments                                | -                   | -             | 767              | 0.02          | -               | -             | 1,386           | 0.04          | -                | -             |
| Restatement and remediation related expenses               | 47                  | -             | -                | -             | -               | -             | -               | -             | -                | -             |
| Acquisition and integration expenses                       | -                   | -             | -                | -             | -               | -             | 1,982           | 0.05          | 13,015           | 0.37          |
| Loss on disposal of subsidiaries                           | 182                 | 0.01          | -                | -             | -               | -             | -               | -             | -                | -             |
| Acquisition-related intangible assets amortization expense | 5,671               | 0.16          | 6,184            | 0.18          | 5,445           | 0.15          | 5,408           | 0.15          | 5,243            | 0.15          |
| Acquisition-related financing expenses                     | -                   | -             | -                | -             | -               | -             | -               | -             | 3,414            | 0.10          |
| Income tax effect of the above adjustments                 | 443                 | 0.01          | 13,151           | 0.37          | (1,333)         | (0.03)        | (1,178)         | (0.03)        | (7,277)          | (0.21)        |
| <b>Non-GAAP results</b>                                    | <b>\$45,194</b>     | <b>\$1.28</b> | <b>\$80,903</b>  | <b>\$2.29</b> | <b>\$37,042</b> | <b>\$1.05</b> | <b>\$50,293</b> | <b>\$1.42</b> | <b>\$50,901</b>  | <b>\$1.44</b> |



# Return on Invested Capital

TECD ROIC Formula: 
$$\frac{\text{TTM Net Operating Profit After Tax}}{\text{Average Invested Capital} - \text{Average Cash}}$$

\$ in thousands

|                                                                                | Twelve months ended |                  |                  |                  |
|--------------------------------------------------------------------------------|---------------------|------------------|------------------|------------------|
|                                                                                | January 31, 2014    | January 31, 2015 | January 31, 2016 | October 31, 2016 |
| <b>Non-GAAP Net Operating Profit After Tax (NOPAT):</b>                        |                     |                  |                  |                  |
| Non-GAAP Operating Income                                                      | \$274,937           | \$307,985        | \$319,069        | \$ 333,593       |
| Non-GAAP effective tax rate                                                    | 31.5%               | 31.8%            | 28.5%            | 28.5%            |
| Non-GAAP NOPAT (Non-GAAP operating income x (1 - non-GAAP effective tax rate)) | \$188,200           | \$210,172        | \$228,201        | \$ 238,419       |
| <b>Average Invested Capital:</b>                                               |                     |                  |                  |                  |
| Short-term debt (5-qtr average)                                                | \$66,601            | \$40,342         | \$16,539         | \$ 86,220        |
| Long-term debt (5-qtr average)                                                 | 351,689             | 351,967          | 350,394          | 278,970          |
| Non-GAAP Shareholders' Equity (5-qtr average)                                  | 1,973,198           | 2,103,329        | 1,943,683        | 2,048,458        |
| Total average capital                                                          | 2,391,488           | 2,495,638        | 2,310,616        | 2,413,648        |
| Less: Cash (5-qtr average)                                                     | (459,011)           | (573,199)        | (597,715)        | (666,295)        |
| Average invested capital less average cash                                     | \$1,932,477         | \$1,922,439      | \$1,712,901      | \$ 1,747,353     |
| <b>ROIC</b>                                                                    | <b>10%</b>          | <b>11%</b>       | <b>13%</b>       | <b>14%</b>       |

\* Trailing Twelve Months is abbreviated as TTM.