

18th Annual Needham Growth Conference

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Executive Vice President & CFO

January 13, 2016

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 26, 2015, a copy of which can be obtained from the Company’s Investor Relations website at 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.

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

Tech Data Today

- **One of the world's largest distributors of technology products**
 - Largest Distributor of Broadline, Value and Mobility products in Europe; One of the largest distributors of IT products in the Americas
- **Diversified collection of product and service offerings**
 - Strategic focus areas aligned with IT megatrends
- **An indispensable link in the IT supply chain**
 - 150,000+ products sold through 115,000+ value added resellers (VARs), direct marketers, retailers and corporate resellers
- **Track record of strong financial performance**
 - Solid EPS growth, cash flow generation and ROIC
- **Balanced capital allocation**
 - Organic growth initiatives, selective M&A, aggressive share repurchases

Indispensable Link in the IT Ecosystem

Vendor Strength:

Innovation through R&D
Serving enterprise customers and consumers through big box retailers

Vendor Challenge:

Reaching highly fragmented SMB market



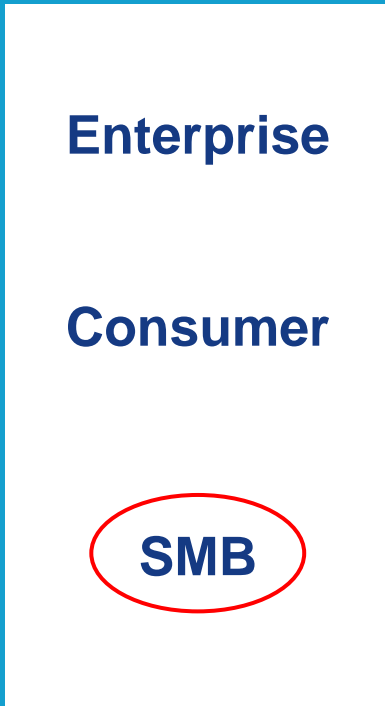
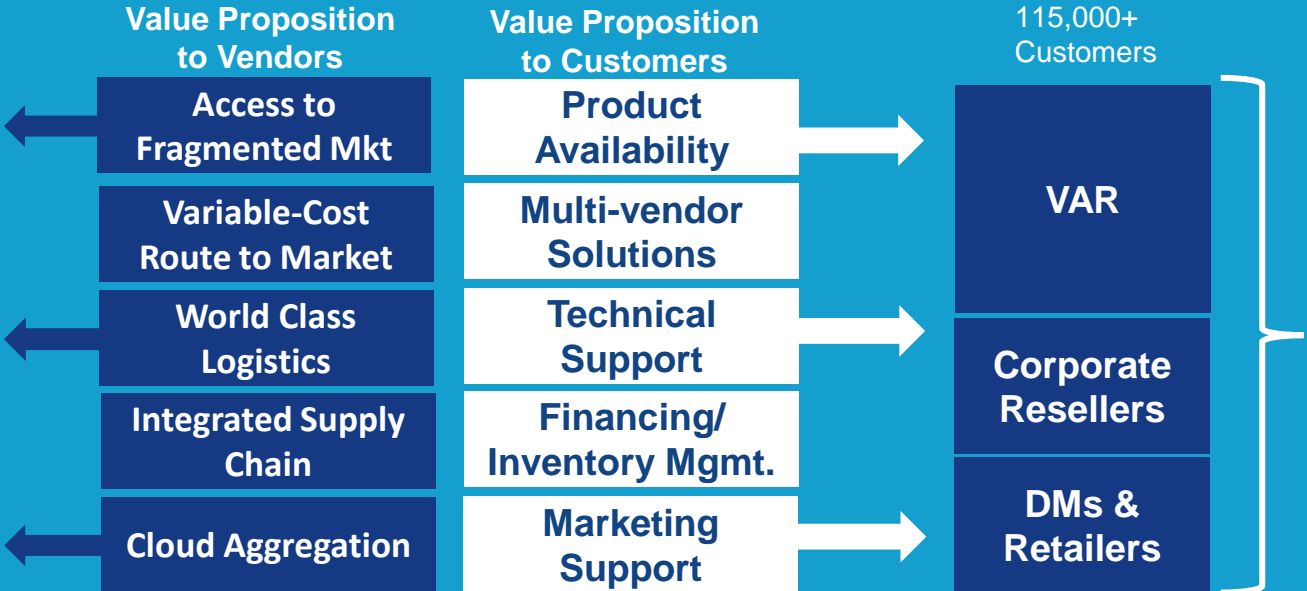
Enterprise

Consumer

SMB

Indispensable Link in the IT Ecosystem

← ONE-STOP SHOPPING FOR OUR CUSTOMERS



→ CREATING AN EFFICIENT ROUTE TO MARKET FOR OUR VENDORS

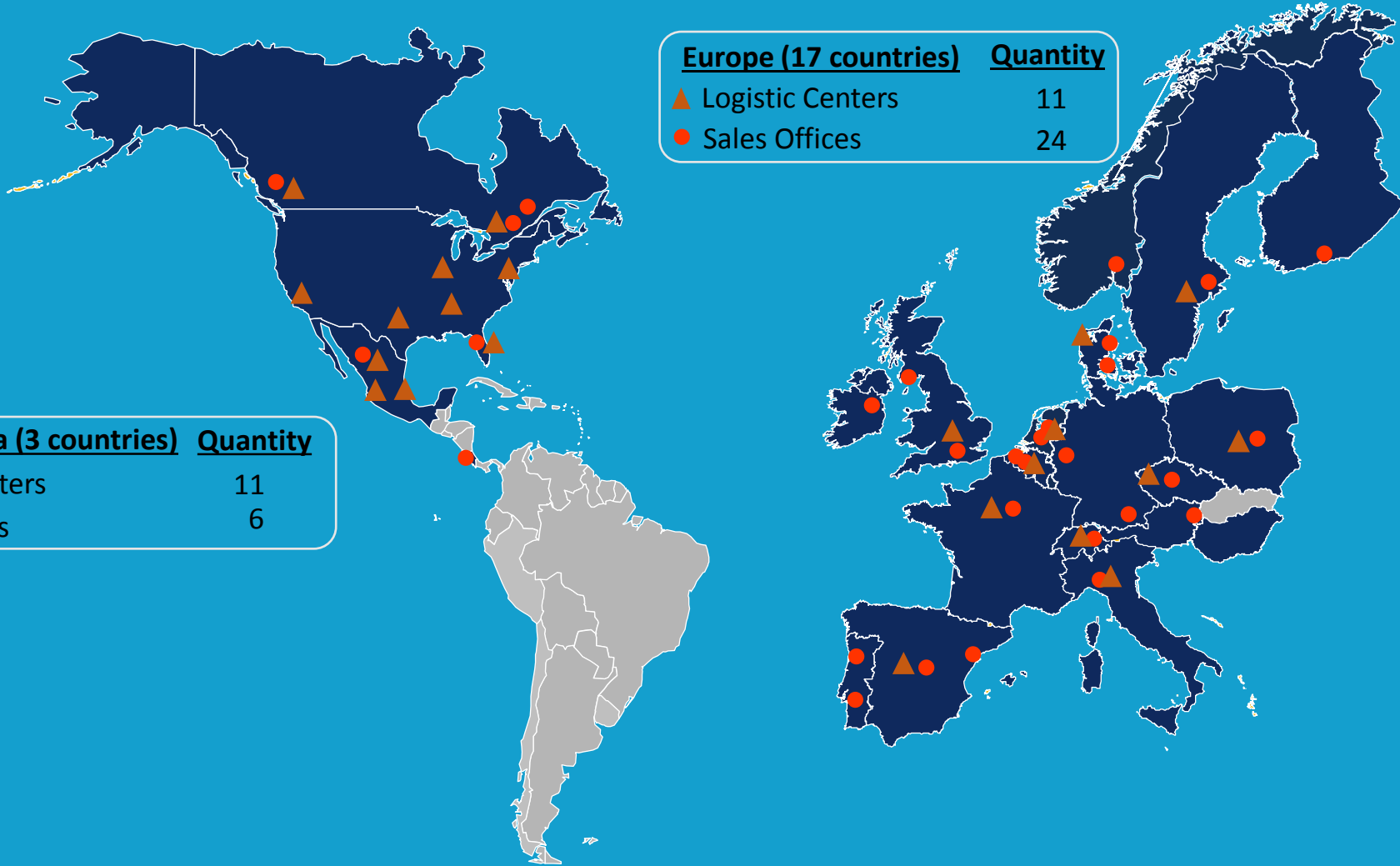
Where We Operate

North America (3 countries) Quantity

▲ Logistic Centers	11
● Sales Offices	6

Europe (17 countries) Quantity

▲ Logistic Centers	11
● Sales Offices	24

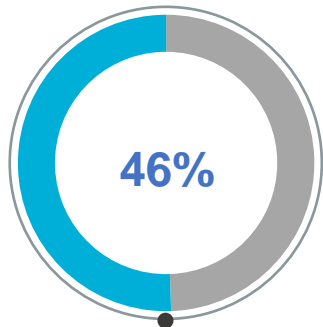




Strategic Focus Areas Aligned with IT Megatrends



Broadline

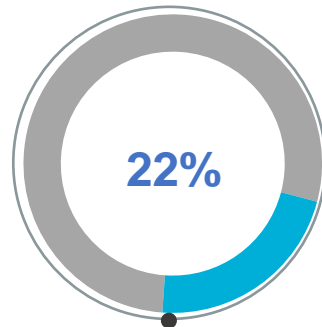


\$12B+

Notebooks
Tablets
Desktops
Printers & Supplies
Components



Data Center

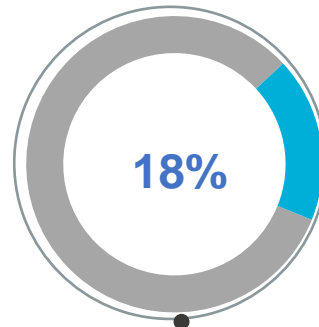


~\$6B

Industry Standard Servers
Proprietary Servers
Networking
Storage
Private Clouds



Software & Cloud

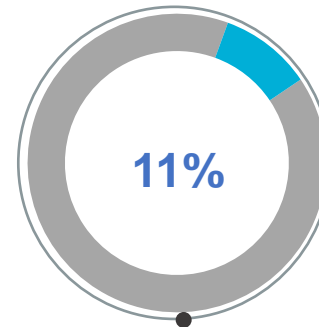


~\$5B

Virtualization
Security
Desktop Applications
Operating Systems
Utilities Software



Mobility

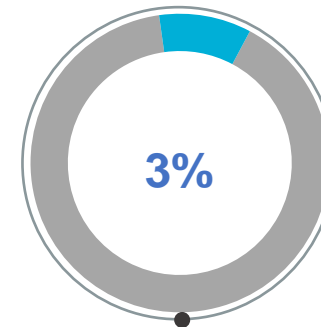


~\$3B

Mobile Phones
Accessories
Activations
Mobile Device Management



Consumer Electronics



~\$1B

TVs
Digital Displays
Network-Attached
Consumer Devices

Integrated Supply Chain Services

Value-Added Services

Company estimates for
the 12-months ended
October 31, 2015.



Worldwide Financial Highlights

Q3 FY16 ended October 31, 2015

- **Sales** declined 5% y/y to \$6.4 billion; **Adjusted sales** up 5%
 - YTD sales down 7%; adjusted sales up 5%⁽¹⁾
- **Non-GAAP operating income** flat y/y⁽²⁾; up 9% in constant currency
 - YTD non-GAAP operating income up 3%; up 16% in constant currency
- **Record Q3 non-GAAP EPS** of \$1.28 up 8%; up 19% in constant currency
 - YTD non-GAAP EPS up 16%; up 31% in constant currency
- **YTD cash flow from operations** \$221 million
- **Non-GAAP TTM ROIC** 12% vs. WACC 8.6%⁽³⁾

⁽¹⁾ Adjusted for the impact of changes in foreign currencies; adjusted sales growth excludes sales generated in Chile, Peru and Uruguay due to the Company's exit from those countries.

⁽²⁾ See the GAAP to non-GAAP reconciliation at www.techdata.com/investor

⁽³⁾ Source: Bloomberg, November 19, 2015.



Regional Financial Highlights

Q3 FY16 ended October 31, 2015



The Americas

- Sales down 3% y/y; adjusted sales up 2%⁽¹⁾
 - YTD sales down 2%; adjusted sales up 2%
- Non-GAAP operating income down 4%⁽²⁾; up 1% in constant currency and excl. LA countries
 - YTD non-GAAP operating income down 5%; down 1% in constant currency and excl. LA countries



Europe

- Record Q3 sales down 6% y/y in US\$; up 6% in constant currency⁽¹⁾
 - YTD sales down 10% in US\$; up 7% in constant currency
- Record Q3 non-GAAP operating income up 4%⁽²⁾; up 19% in constant currency
 - YTD non-GAAP operating income up 14%; up 37% in constant currency

⁽¹⁾ Adjusted for the impact of changes in foreign currencies; Americas adjusted sales growth excludes sales generated in Chile, Peru and Uruguay due to the Company's exit from those countries.

⁽²⁾ Regional operating income and margin exclude stock compensation expense. See reconciliation of GAAP to non-GAAP financial measures at www.techdata.com/investor



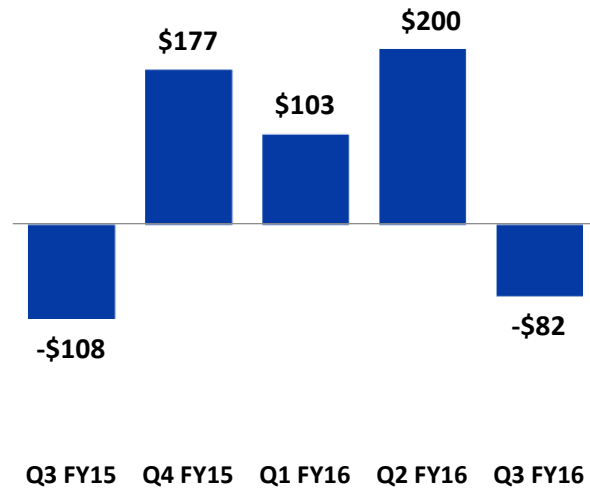
Worldwide Cash Metrics

Cash Conversion Cycle

	Q3 FY15	Q4 FY15	Q1 FY16	Q2 FY16	Q3 FY16
Cash Conversion Cycle	24	20	23	19	21

Cash Flow from Operations

\$ in Millions

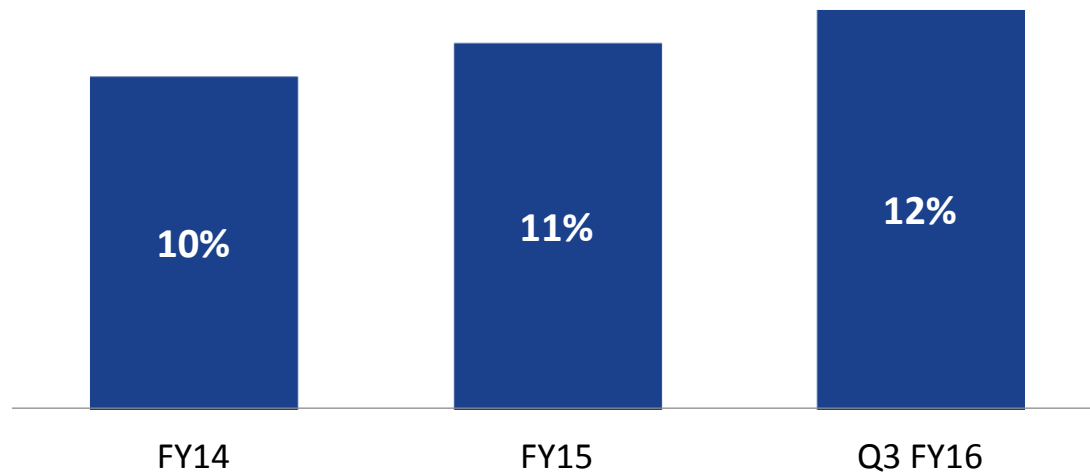


- On a year-to-date basis, cash generated from operations was \$221 million.
- The cash balance at the end of Q3 FY16 was \$586 million.
- Funds available for use under credit facilities were approximately \$744 million at the end of Q3 FY16.



Worldwide

Return on Invested Capital⁽¹⁾ (Non-GAAP)



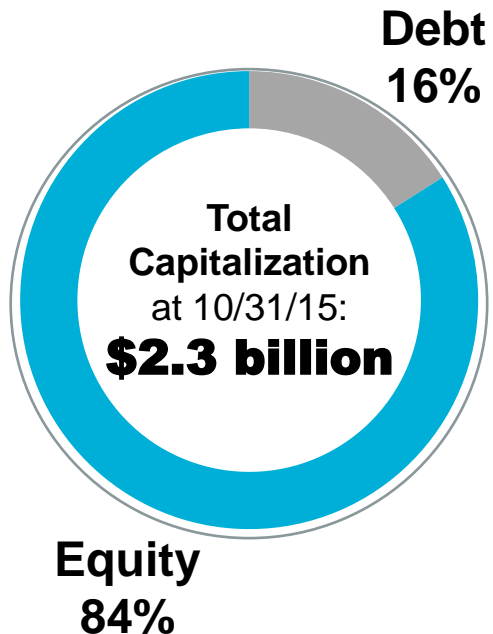
- Company's estimated Weighted Average Cost of Capital ~ 8.6% ⁽²⁾

(1) See reconciliation of GAAP to non-GAAP financial measures and ROIC calculation at www.techdata.com/investor

(2) Source: Bloomberg, November 19, 2015.



Financial Flexibility / Balanced Capital Allocation



Return of Capital to Shareholders

- **~\$1.3 billion** in share repurchases since FY06
- Returned nearly **half of FCF** to shareholders through share buybacks since FY06

Selective M&A

- Invested **~\$900 million** in 18 acquisitions since FY08

Organic Growth Initiatives

- *Investments in:*
 - Worldwide SAP platform
 - Data Center
 - Mobility
 - ISCS
 - Software & Cloud Solutions

TechData[®]

TechData[®]