

37th Annual Raymond James Institutional Investors Conference

Bob Dutkowsky
CEO

March 7, 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
- **An indispensable link in the IT supply chain**
 - Hundreds of thousands of products sold through 105,000+ value added resellers (VARs), direct marketers, retailers and corporate resellers
- **Diversified collection of product and service offerings**
 - Strategic focus areas aligned with IT megatrends
- **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



Value Proposition to Vendors

Access to Fragmented Mkt

Variable-Cost Route to Market

World Class Logistics

Integrated Supply Chain

Cloud Aggregation

Value Proposition to Customers

Product Availability

Multi-vendor Solutions

Technical Support

Financing/ Inventory Mgmt.

Marketing Support

VAR

Corporate Resellers

DMs & Retailers



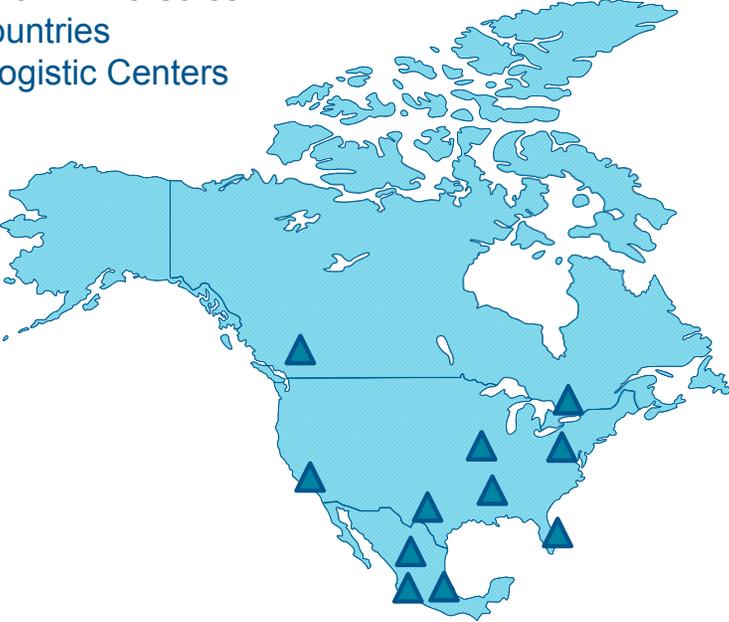
→ CREATING AN EFFICIENT ROUTE TO MARKET FOR OUR VENDORS



Where We Operate

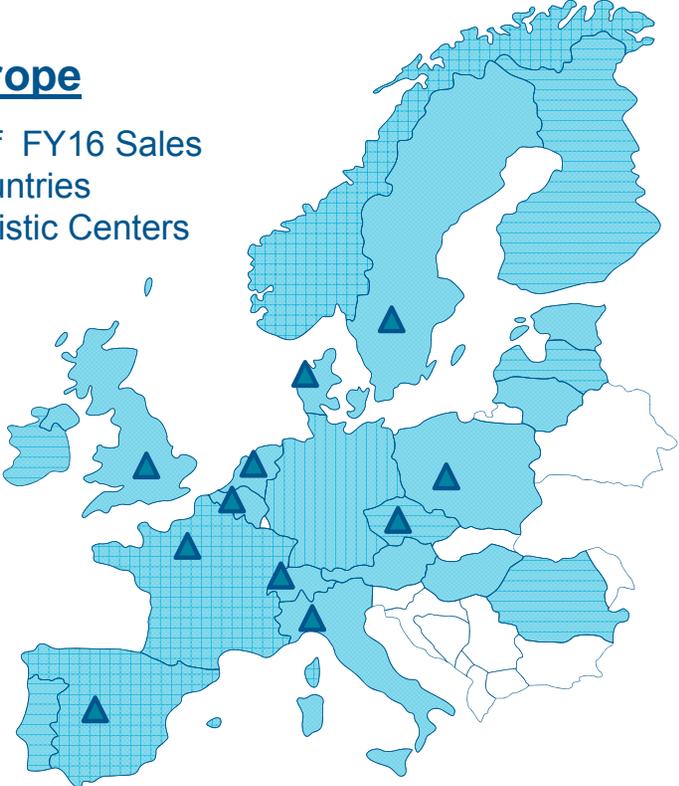
North America

- 39% of FY16 Sales
- 3 Countries
- ▲ 11 Logistic Centers



Europe

- 61% of FY16 Sales
- 18 Countries
- ▲ 11 Logistic Centers





Strategic Focus Areas Aligned with IT Megatrends

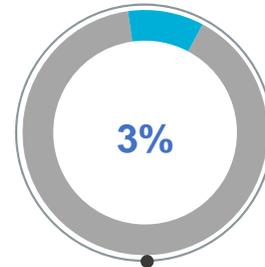
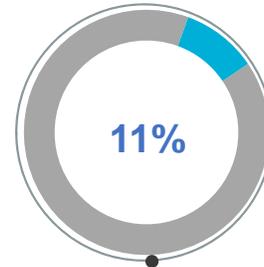
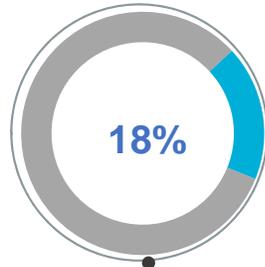
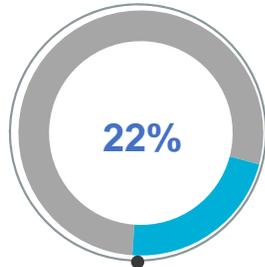
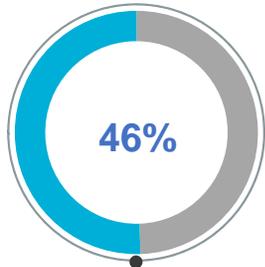
Broadline

Data Center

Software & Cloud

Mobility

Consumer Electronics



\$12B+

Notebooks
Tablets
Desktops
Printers & Supplies
Components

~\$6B

Industry Standard Servers
Proprietary Servers
Networking
Storage
Private Clouds

~\$5B

Virtualization
Security
Desktop Applications
Operating Systems
Utilities Software

~\$3B

Mobile Phones
Accessories
Activations
Mobile Device Management

~\$1B

TVs
Digital Displays
Consumer A/V Devices
Network-Attached
Consumer Devices

Integrated Supply Chain Services

Value-Added Services

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



Worldwide Highlights

Q4 FY16

Sales

↑ **2%** in US\$

↑ **11%** in CC*

Non-GAAP Operating Income

↑ **5%** in US\$

↑ **14%** in CC

Non-GAAP EPS

↑ **17%** in US\$

↑ **28%** in CC

Record Earnings per Share in Q4 and for FY16

* In constant currency and adjusted for sales generated in the prior-year quarter in Chile, Peru and Uruguay due to the Company's exit from those countries.
GAAP to non-GAAP reconciliation available at www.techdata.com/investor



Regional Financial Highlights

Q4 FY16



The Americas

Sales

↑ **5%** in US\$

↑ **11%** in CC⁽¹⁾

Non-GAAP Operating Income⁽²⁾

↓ **1%** in US\$

↑ **1%** in CC



Europe

Sales

↑ **Flat** in US\$

↑ **11%** in CC

Non-GAAP Operating Income⁽²⁾

↑ **7%** in US\$

↑ **19%** in CC

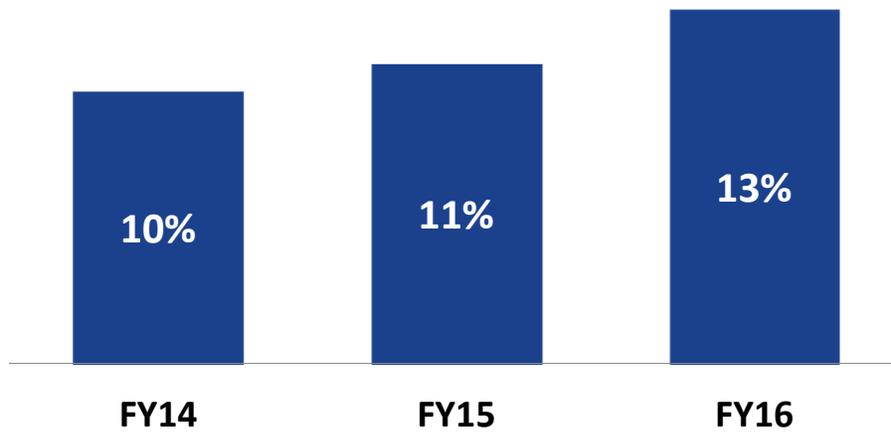
⁽¹⁾ In constant currency and adjusted for sales generated in the prior-year quarter in Chile, Peru and Uruguay due to the Company's exit from those countries.

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

Worldwide



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



- Company's estimated Weighted Average Cost of Capital: ~ 9%⁽²⁾

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

(2) Source: Bloomberg, February 26, 2016.



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

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
- **An indispensable link in the IT supply chain**
 - Hundreds of thousands of products sold through 105,000+ value added resellers (VARs), direct marketers, retailers and corporate resellers
- **Diversified collection of product and service offerings**
 - Strategic focus areas aligned with IT megatrends
- **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

TechData[®]

TechData[®]