

20 Countries **FTSE 100** Listed since 1994 **13.7k** Employees **300+** Acquisitions since IPO **FY21 EBITA** £530.2m +7.3%

FOUR DIVISIONS ACROSS THREE SECTORS

LPG

Investing in renewable energy products

- Sells LPG (propane and butane), refrigerants, natural gas, power and renewable products for domestic heating, cooking, commercial, industrial and agricultural purposes
- Supplying 940,000 customers in 10 countries
- Oil2LPG conversions - a key growth area for energy transition - saving DCC's customers 20% in CO₂ emissions
- Expanding in new sectors e.g. BioLPG and renewables
- Now 6th largest player in the US propane market from 13th a year ago; operating in 21 states



RETAIL & OIL

Investing in EV charging network across Britain, France & Norway

- Liquid fuel distribution for transport, heating, industrial and agricultural processes
- Owns and operates over 1,100 retail service stations
- Expanded EV fast-charging infrastructure by 50% in FY21 and increased biofuel penetration to 11% of road transport fuel volumes from less than 7% in 2018
- #1 operator of unmanned retail stations in France
- Increased penetration of lower emission and premium fuels, lubricants, services and convenience retail



HEALTHCARE

Over 8bn nutritional supplements manufactured p/a

- #1 supplier of medical products to 9,000 GPs in Britain
- #1 supplier of devices and pharma to hospitals in Ireland
- #1 in health and beauty contract manufacturing in Britain
- Moved into the US H&B market in FY2020 and the continental European medical products market in FY2021
- Supplying PPE & Covid-19 related products to NHS & HSE
- Manufacturer of supplements & premium beauty products: tablets, capsules, softgels, powders, creams and liquids
- Key market drivers: desire for healthier lifestyles, ageing populations, demands on global healthcare systems



TECHNOLOGY

Supporting the move to WFH & strong in B2B too

- Sales, marketing & distribution for over 2,400 tech brands into 50,000+ retailers & resellers
- Leading supplier of tech products in UK & Ireland
- DCC helps the tech brand to reduce inventory & increase efficiencies, while offering retailers bespoke products
- Manage supply chain on behalf of retailers e.g. Amazon (DCC Tech's largest customer) - from order to delivery
- Leading player in North America, Europe & Middle East
- Key market trends: shift to hybrid working, rise of smart homes and rising use of data centres



OUR STRATEGIC PRIORITIES



Market leading positions



Operational excellence



Innovation



Extend our geographic footprint



Development of our people



Financial discipline



- Targeting Net Zero Scope 1 & 2 emissions by 2050 or sooner
- 20% reduction by 2025 interim target

- Providing energy to >8m customers in 12 countries to heat their homes, travel around the country and run their factories, farms and commercial sites
- Playing a critical role switching customers to lower carbon fuels and helping them to take their first steps on the energy transition journey

EV CHARGING

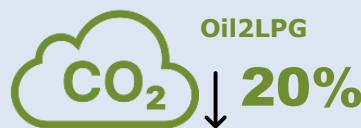
- >110 superchargers installed in Norway, France & UK – up 50%
- DCC's service station business provides opportunity to roll out EVs in prime locations
- Norway footprint provides insight into the huge potential in EV fast charging across Europe

BIOFUELS

- 11% of road transport fuel supplied now biofuel
- Accelerating growth of HVO fuel (renewable diesel fuel, made from food & industry waste) in Sweden, reducing emissions by up to 80%
- First to bring sustainable aviation fuel to Denmark

OIL2LPG CONVERSIONS

- LPG is a key transition fuel - 20% less CO2 than oil
- Huge opportunity in the UK to switch commercial & industrial customers to LPG, as a transition fuel and with bioLPG in the future
- Innovation e.g. launch of BioLPG BBQ cylinders in France



RECENT SIGNIFICANT ACQUISITIONS: CREATING PLATFORMS FOR GROWTH GLOBALLY

A key part of DCC's strategy is acquiring a platform in a new geography and growing organically & through acquisition to add scale

2017	2018	2019	2020	2021
<ul style="list-style-type: none"> • Esso retail petrol stations in Norway 	<ul style="list-style-type: none"> • Retail West & Elite One Source – Entry into US LPG & healthcare markets • Shell's LPG business in HK & Macau – Entry into LPG in Asia 	<ul style="list-style-type: none"> • Pacific Coast Energy – Expansion US LPG • Comm-Tec - Material expansion in Europe 	<ul style="list-style-type: none"> • Jam and Stampede – Entry to tech market in US • Ion labs - US expansion in Health & Beauty • NES Group & Primagaz Netherlands – Expand US & European LPG presence • The Music People – Expand in Pro-AV market 	<ul style="list-style-type: none"> • Amerilab – Expansion in US Health & Beauty market • Wörner - Access to Germany, largest European healthcare market • UPG - Further step expanding US LPG

FY21 FINANCIAL RESULTS

Y/E 31 March	FY21	FY20	% change
Operating profit	£530.2m	£494.3m	+7.3%
Adjusted EPS	368.6p	362.6p	+6.6%
Dividend per share	159.80p	145.27p	+10.0%

OPERATIONAL HIGHLIGHTS

- £375m committed on acquisitions across all four divisions
- Continued progress in enabling customers to transition to cleaner energy, including Oil2LPG conversions, increased biofuel penetration to 11% of transport fuel volumes, two solar electricity acquisitions & expanding EV chargers on our network by 50%
- Net zero target for scope 1 & 2, interim target of 20% reduction by 2025

TRACK RECORD OF CONSISTENT GROWTH

Operating Profit Growth 27 year CAGR 14.2%	Dividend Growth 27 year CAGR 13.9%
Free cashflow conversion 27 years 104%	Total Shareholder Return 27 years 6,640%

HIGHLY EXPERIENCED MANAGEMENT TEAM



DONAL MURPHY
CHIEF EXECUTIVE
22 years at DCC. Joined board in 2008. Previously MD DCC Technology and MD DCC Energy



KEVIN LUCEY
CHIEF FINANCIAL OFFICER
11 years at DCC. CFO since July 2020. Previously Head of Capital Markets and Head of Group Finance at DCC

CONTACT US

DCC Investor Relations | Rossa White/Hollie Daly | Tel: +353 1 2799 400
Email: investorrelations@dcc.ie
Powerscourt (Media) | Lisa Kavanagh/Eavan Gannon
Tel: +44 (0) 20 7250 1446 Email: DCCGroup@powerscourt-group.com

