



Company Overview Presentation

September 2012

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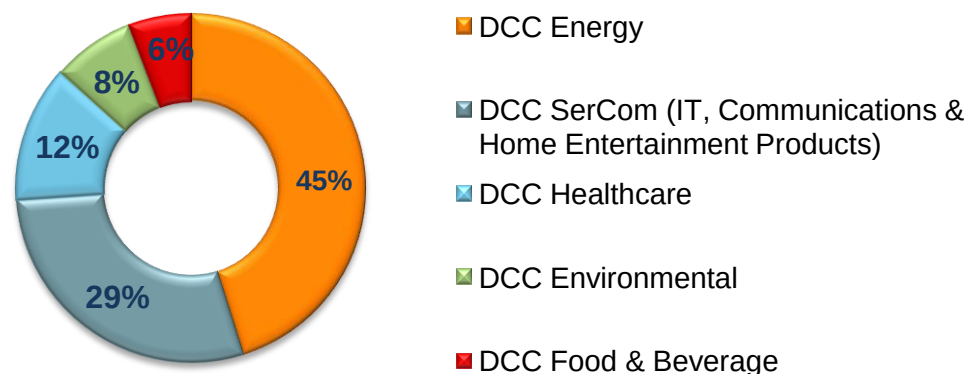
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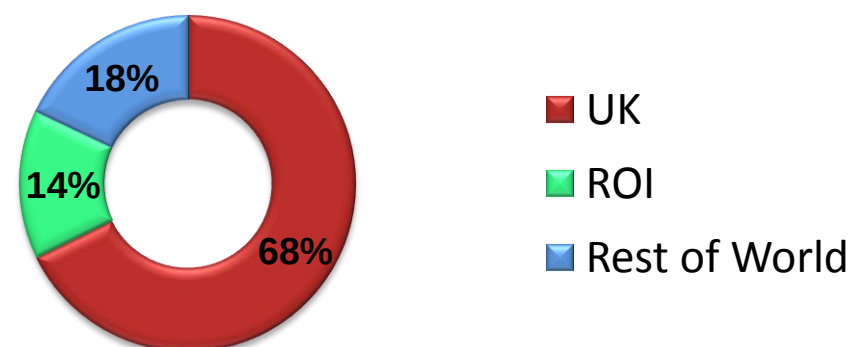
DCC

DCC is a sales, marketing, distribution and business support services Group
operating across 5 divisions

Profit By Division *



Profit by Geography *



DCC – Financial Highlights

Year ended 31 March 2012

Revenue	€10,690.3m	ROCE	14.2%
Operating Profit	€185.0m	Net debt / EDITDA	0.5
Operating Cash flow	€277.3m	Interest cover (times)	10.4

* YE 31 Mar 2012

DCC's Strategy

Our Objective:

To build a growing, sustainable and cash generative business which consistently provides returns on total capital employed significantly ahead of its cost of capital

We aim to achieve this through:

- *Creating and sustaining leading positions in each of the markets in which we operate*
- *Continuously benchmarking and improving the efficiency of our operating model in each of our businesses*
- *Carefully extending our geographic footprint, to provide new horizons for growth*
- *Attracting and empowering entrepreneurial leadership teams, capable of delivering outstanding performance, through the deployment of a devolved management structure*
- *Maintaining financial strength through a disciplined approach to balance sheet management*

DCC Energy

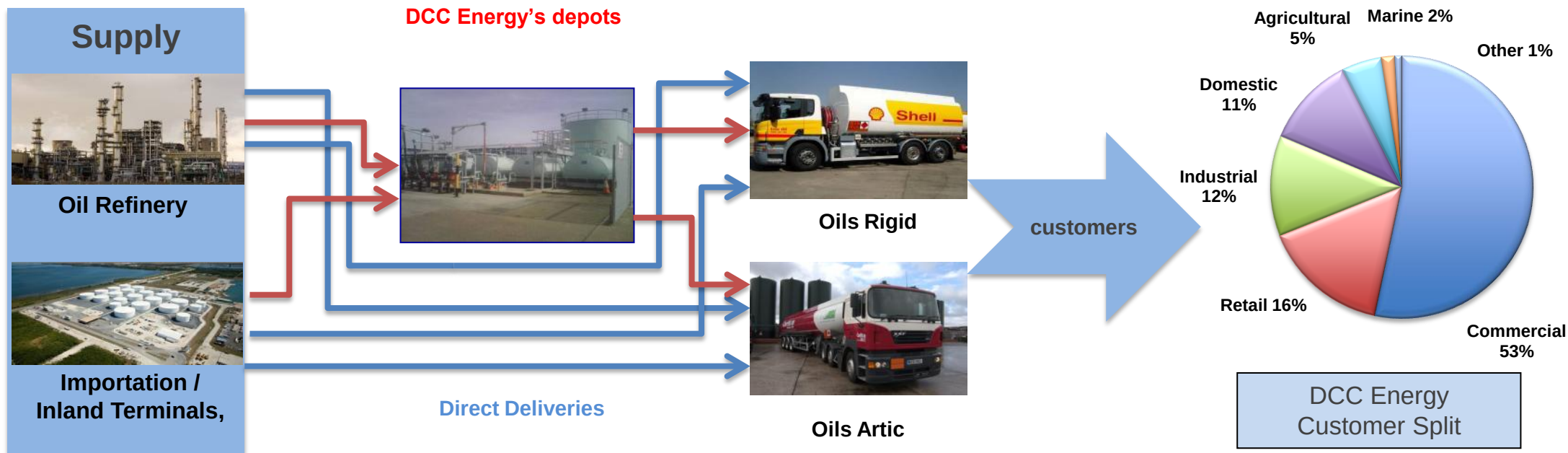
(45% of FY 2012 Group Profit)

Sales, marketing and distribution of oil and liquefied petroleum gas (LPG)

- **Oil** for transport, heating and industrial / agricultural processes
- **LPG** for heating, cooking, transport and industrial / agricultural processes
- Product Split:

Road transport	48%	Commercial fuel	22%
Heating oil	23%	LPG	7%

Business model

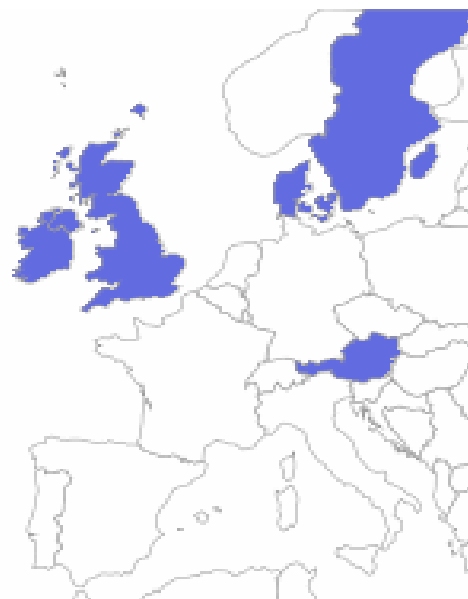


FY 2012

Revenue	€7,823.0m
Operating profit	€83.5m
ROCE	14.0%

DCC Energy – our business

Geography	Volume (lts)	Market Share	Market Position
Britain	c. 7,000 m.	16% - oil c. 25% - LPG*	No. 1 No. 2
Ireland	c. 1,100 m	9% - oil 37% - LPG	No. 5 No. 2
Austria	c. 700 m	12%	No. 2
Sweden	c. 500 m	17%	No. 1
Denmark	c. 300 m	13%	No. 2



• Subject to completion of BP UK acquisition

Business Stats	(year ended 31 March 2012)
Volumes	c. 9.6 billion Lts. (annualised including acquisitions)
Customers	c. 1 million
Trucks	c. 1,900
Employees	c. 4,200
Sites	320
Retail petrol sites supplied	Britain - 1,350 Ireland - 120



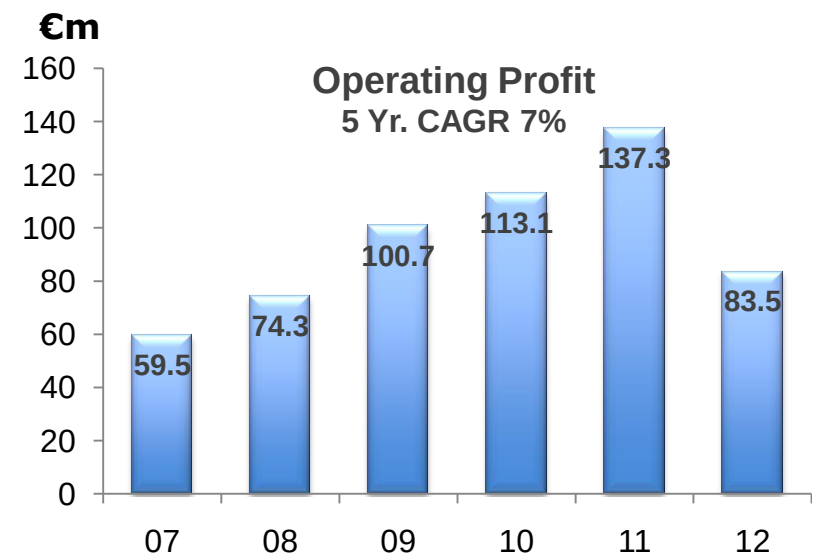
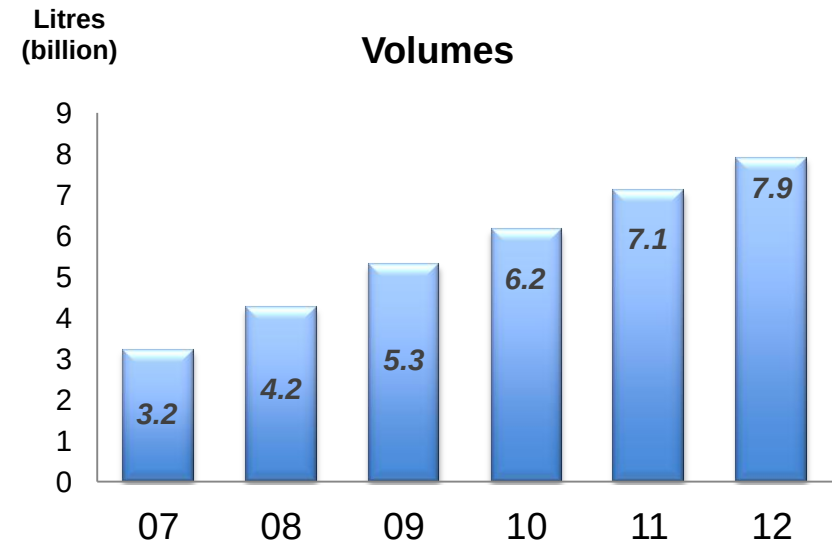
DCC Energy – vision & strategy

DCC Energy's vision is to be the leading oil and LPG sales, marketing and distribution business in Europe

- With strong local market shares
- Operating under multiple brands
- Generating high levels of ROCE
- Expanding into new geographies
- Continuing the development of its presence in the green/ renewable energy sector

Strategy

- Continue to consolidate existing markets
- Acquire businesses in new geographies
- Drive organic profit growth by leveraging the scale of the business
 - Prioritise growth in the transport fuels segment
 - Expand sales of differentiated products
 - Cross sell “add-on” products and services
 - Expand product/service offering to include alternative/ green energies



DCC SerCom

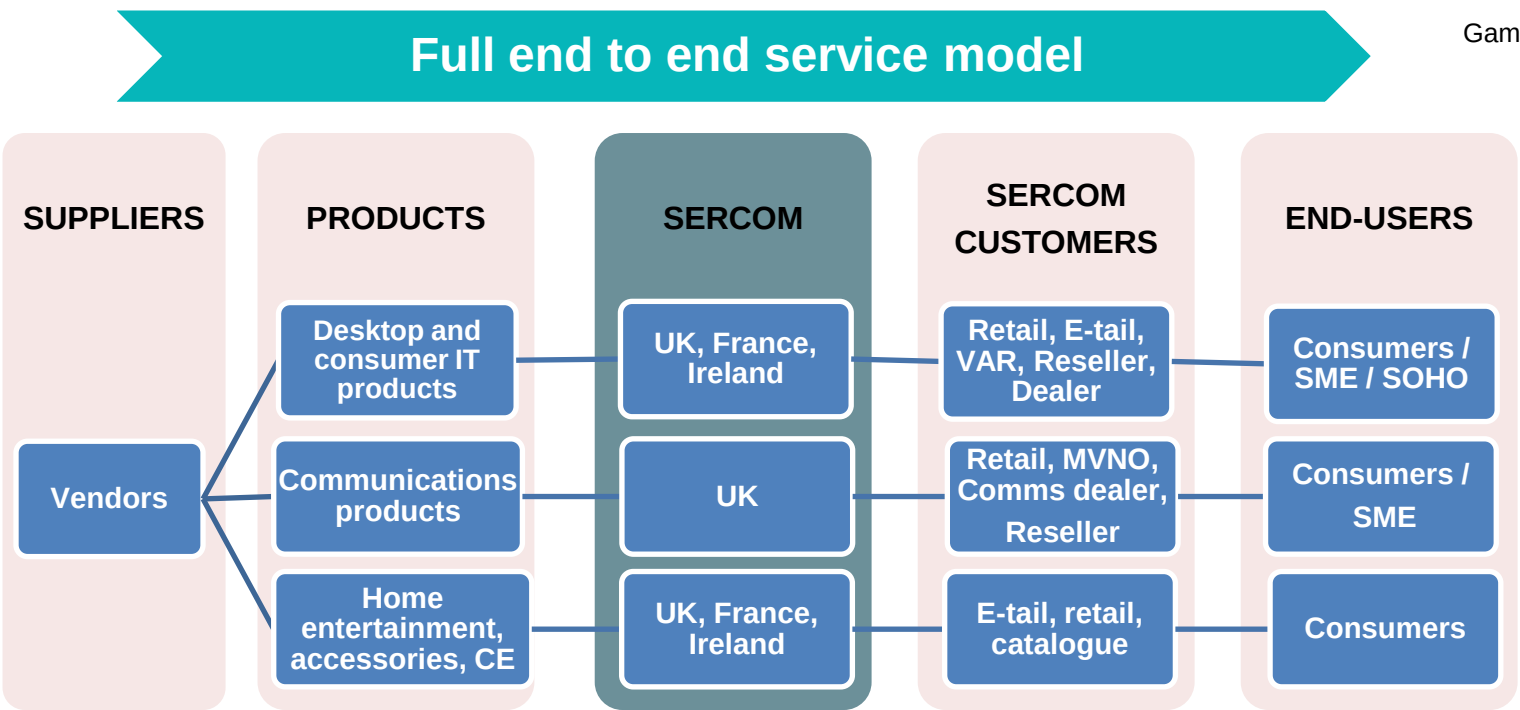
(29% of FY 2012 Group Profit)

SerCom Distribution - sales, marketing and distribution of IT, communications and home entertainment products

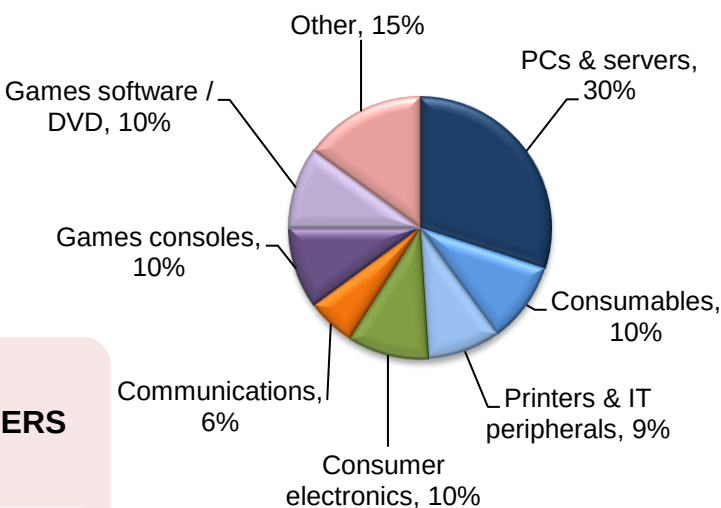
- IT & Communications products into both SME and retail markets, to a very wide customer base of IT and mobile resellers, dealers, retailers and e-tailers
- Home Entertainment into retail channel, including large e-tailers, grocers, catalogue retailers, specialist retailers and small independent retailers

SerCom Solutions – a specialist provider of outsourced procurement and supply chain management solutions

Business model



	FY 2012
Revenue	€2,181.2m
Operating profit	€53.2m
ROCE	15.7%



DCC SerCom – our business

DCC SerCom	Geography	Market Position
IT, Communications & Home Entertainment Products	Britain	No. 2
	Ireland	No. 2
	France	No. 7
	Holland	Niche
	Sweden	Niche
	Total Europe	No. 5



Business Stats	(year ended 31 March 2012)
SKUs	> 15,000
Customers	> 9,000 c 1.4 m consignments p.a.
No. of suppliers	350 +
Employees	c. 1,500
Sites	18
Warehouse space	900,000 sq ft



DCC SerCom – vision & strategy

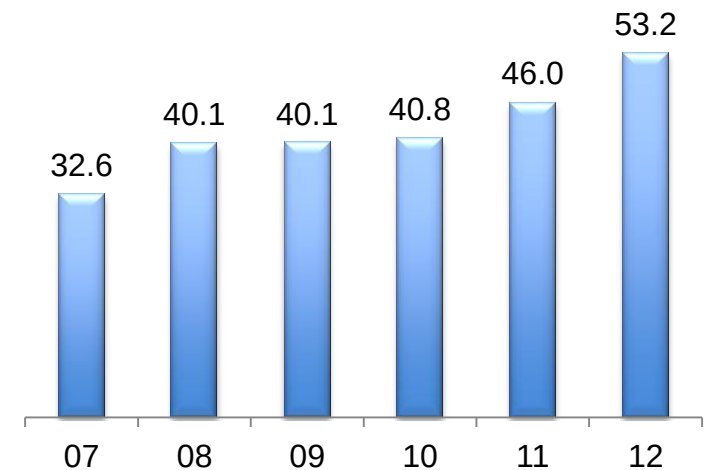
DCC SerCom's vision is to be the leading specialist consumer IT distribution business in Western Europe

- With strong local market shares
- Generating high levels of ROCE
- Expanding into new geographies
- The obvious partner for a new vendor to access European retail

Strategy

- Grow market position in converging mobile telephony / IT market
 - Further organic growth with complementary acquisitions in Britain and Europe in Audio Visual, Video Conferencing, Unified Communications
 - Service expansion – white label, vendor shops, employee programmes, third party logistics, category management
 - Acquisition and organic expansion into new geographies
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Operating Profit (€m)
5 Yr. CAGR 10.3%



DCC Healthcare

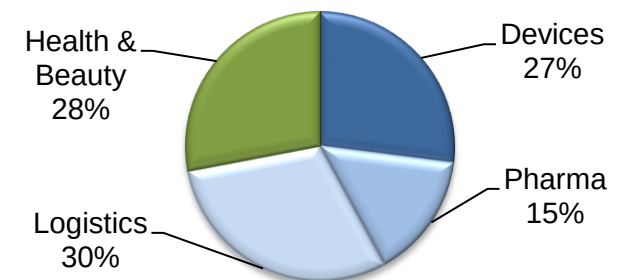
(12% of FY 2012 Group Profit)

Service provider to medical, pharmaceutical and health & beauty sector brand owners

- **DCC Hospital Supplies & Services** - provision of sales, marketing, distribution and other services in Ireland and Britain to medical device and pharma companies and to healthcare providers
- **DCC Health & Beauty Solutions** - provision of outsourced services to health and beauty brand owners in Europe, principally in VMS and skin care

	FY 2012
Revenue	€330.0m
Operating profit	€23.4m
ROCE	15.4%

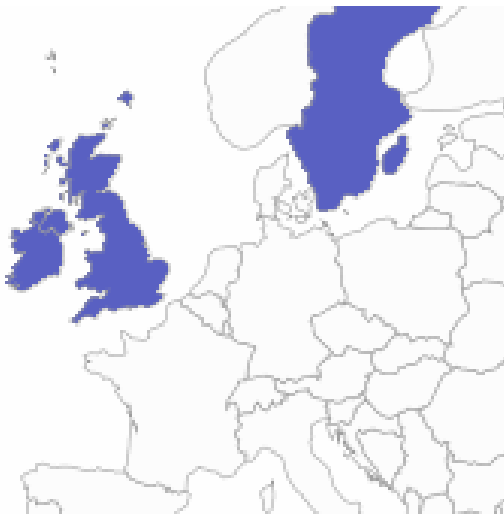
Business model



DCC Healthcare – our business

Geography	Market Position
Ireland	• No. 1 sales, marketing & distribution of medical devices and pharma products • No. 1 pharma compounding service provider
Britain	• No. 1 UK based Health & Beauty contract manufacturing service provider • A leading value added healthcare logistics services provider
Sweden	• A leading Health & Beauty contract manufacturing service provider

Business Stats	(year ended 31 March 2012)
SKUs	c. 12,000
Compounded IV pharmaceuticals	100,000 IV bags / pre filled syringes
VMS manufactured	c. 5.0 bn (tablets and capsules)
Volumes of creams / liquids manufactured	c. 7.8 m lts
Employees	c. 1,300
Space	c. 820,000 sq ft



DCC Healthcare – vision & strategy

DCC Healthcare's vision is to build a substantial healthcare business principally focused on the provision of value added services to the medical device, pharma and Health & Beauty sectors

- With strong local market shares
- Generating high levels of ROCE
- Expanding into new geographies

Strategy

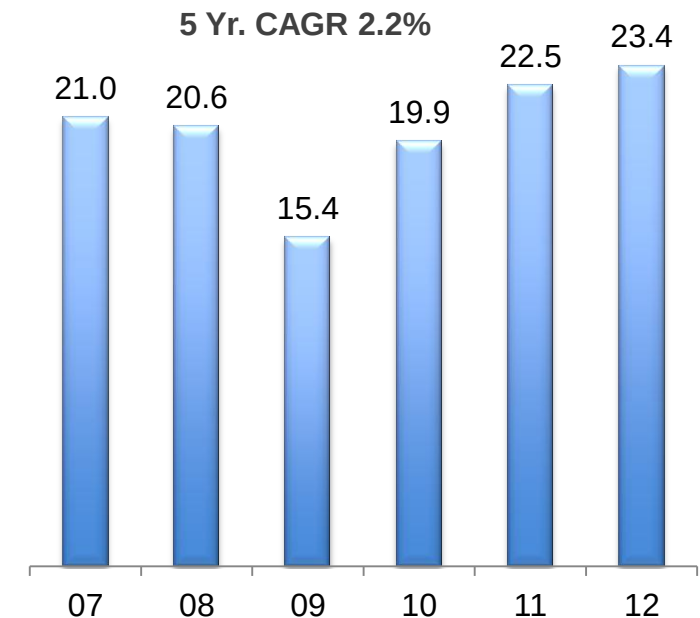
DCC Hospital Supplies & Services

- Expansion of medical device and pharma product portfolios and service offerings
- Acquisition focus – pharma product licences/dossiers, specialist and service based businesses in Britain; bolt on acquisitions in Ireland

DCC Health & Beauty Solutions

- Continued focus on product development and expansion of European sales network
- Acquisition focus: expand customer base / geographic penetration in Continental Europe; enhance service offering

Operating Profit* (€m)



* excluding M&R sold to Patterson Medical in June 2010

DCC Environmental – our business

(8% of FY 2012 Group Profit)

Geography	Market Position
Ireland	No. 1 hazardous waste management business
Britain	A leading recycling, waste management and resource recovery business – market leader in Scotland and strong position in East Midlands region

Business Stats	(year ended 31 March 2012)
Revenue	€132.7m
Operating Profit	€14.2m
ROCE	10.2%
Volume	1.5 m tonnes
Recovery rate	74%
Licensed sites	21 facilities
Vehicles	350
Employees	c. 900



DCC Environmental – vision & strategy

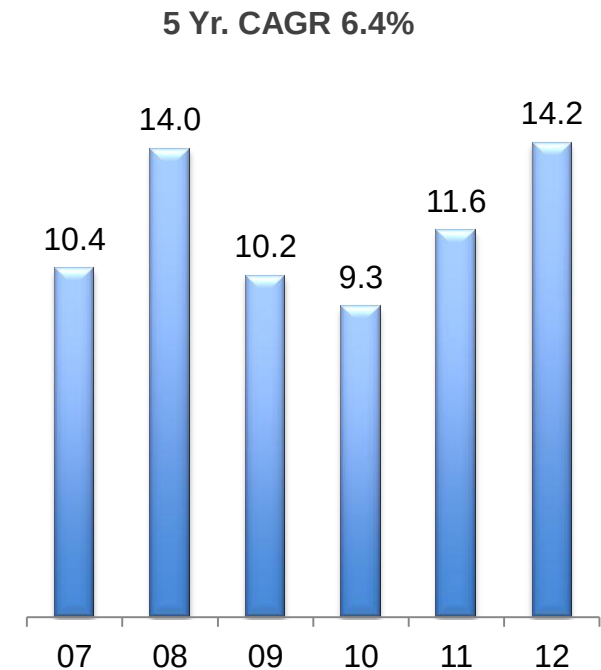
DCC Environmental's vision is to be a leading broadly based waste management and recycling business in Britain and Ireland

- With strong local market shares
- Generating high levels of ROCE
- Taking advantage of the trends towards more sustainable waste management
- Emphasis on resource recovery and recycling

Strategy

- Expand non hazardous waste management services regionally in Britain from current strong positions in Scotland and East Midlands
 - Continue to expand innovation led hazardous waste management service
 - Align business to support transition to low carbon economy
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Operating Profit (€m)



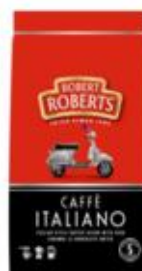
DCC Food & Beverage – our business

(6% of FY 2012 Group Profit)

Category	Market Position
Healthy Foods	No 1 in ambient healthy foods in ROI
Wine	A leading independent wine distributor in Ireland Strong position in off trade in UK
Freshly Ground Coffee	No 2 in ROI
Other	A number of leading market positions



Business Stats	(year ended 31 March 2012)
Revenue	€223.4m
Operating Profit	€10.7m
ROCE	13.7%
SKUs	c. 4,500
Customers	c. 10,000
% revenue accounted for by DCC “owned” brands	36%
Employees	c. 900
Warehouse space	c. 335,000 sq ft.



DCC Food & Beverage – vision & strategy

DCC Food & Beverage's vision is to be a leading added value sales, marketing and distribution business, building number 1 or number 2 branded positions in focused segments

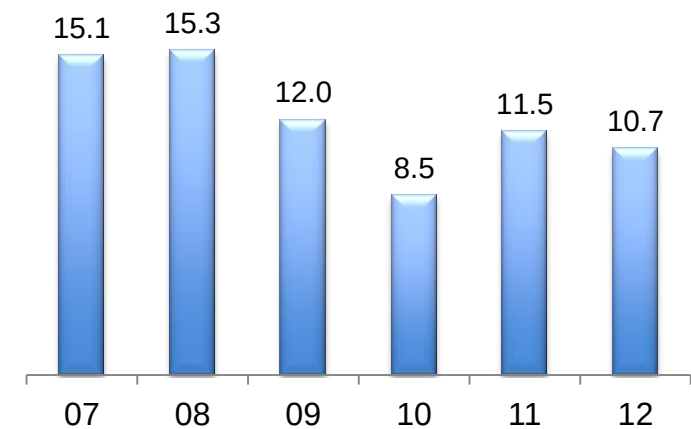
- With strong market shares
- Generating high levels of ROCE
- Emphasis on healthy foods and indulgence categories

Strategy

- Development of range of both company owned and third party branded products
 - Acquisition of complementary businesses and brands
-

Operating Profit (€m)

5 Yr. CAGR -6.7%



Cash Flow FY 2000 – FY 2012

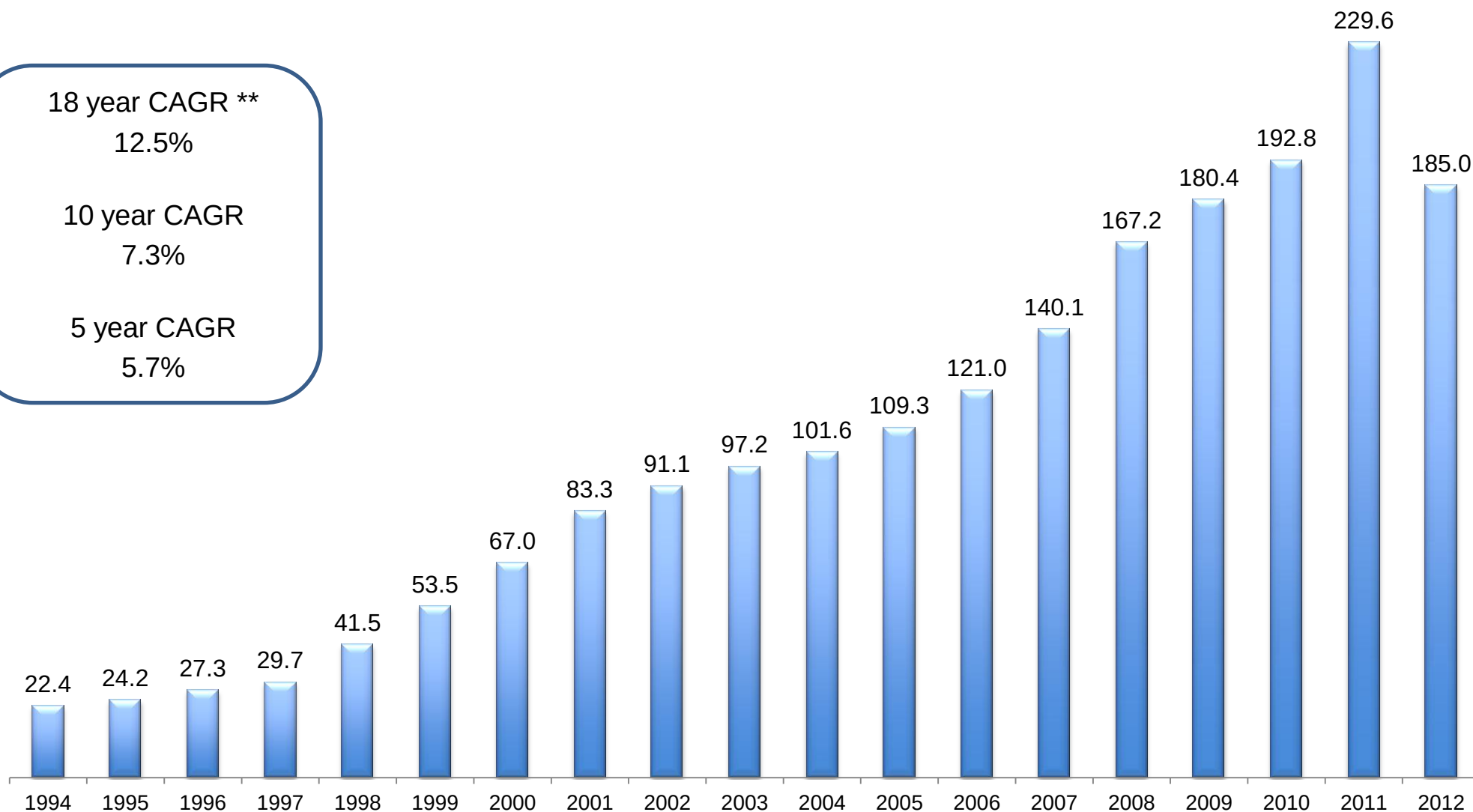
	€ m	13 Year CAGR	
Operating profit	1,752	10.5%	• Free cash flow (before interest and tax) of €1.65bn
Decrease in working capital	15		• Revenue increased from €0.8 billion to €10.7 billion. CAGR of 22.1%
Depreciation	476		• Operating profit increased from €54m to €185m. CAGR of 10.5%
Other	(41)		• Free cash flow conversion of 94%
Operating cash flow	2,202	12.0%	• €15m working capital inflow notwithstanding a €3 billion plus organic increase in revenue
Capex	(556)		• Capex exceeded depreciation by €80m
Free cash flow (before interest and tax)	1,646	12.4%	• Acquisition spend of €1,126m
Interest and tax	(350)		• Dividend / share buybacks of €572m
Free cash flow	1,296		• Net debt increased from €20m to €128m
Acquisitions	(1,126)		
Disposals / exceptionals	246		
Dividends / share buybacks	(572)		
Share issues	49		
Translation and other	(1)		
Net cash outflow	(108)		
Opening net debt	(20)		
Closing net debt	(128)		

Operating Profit * (€'m)

18 year CAGR **
12.5%

10 year CAGR
7.3%

5 year CAGR
5.7%



Years ended 31 March

* excluding net exceptionals, MPH and amortisation of intangible assets

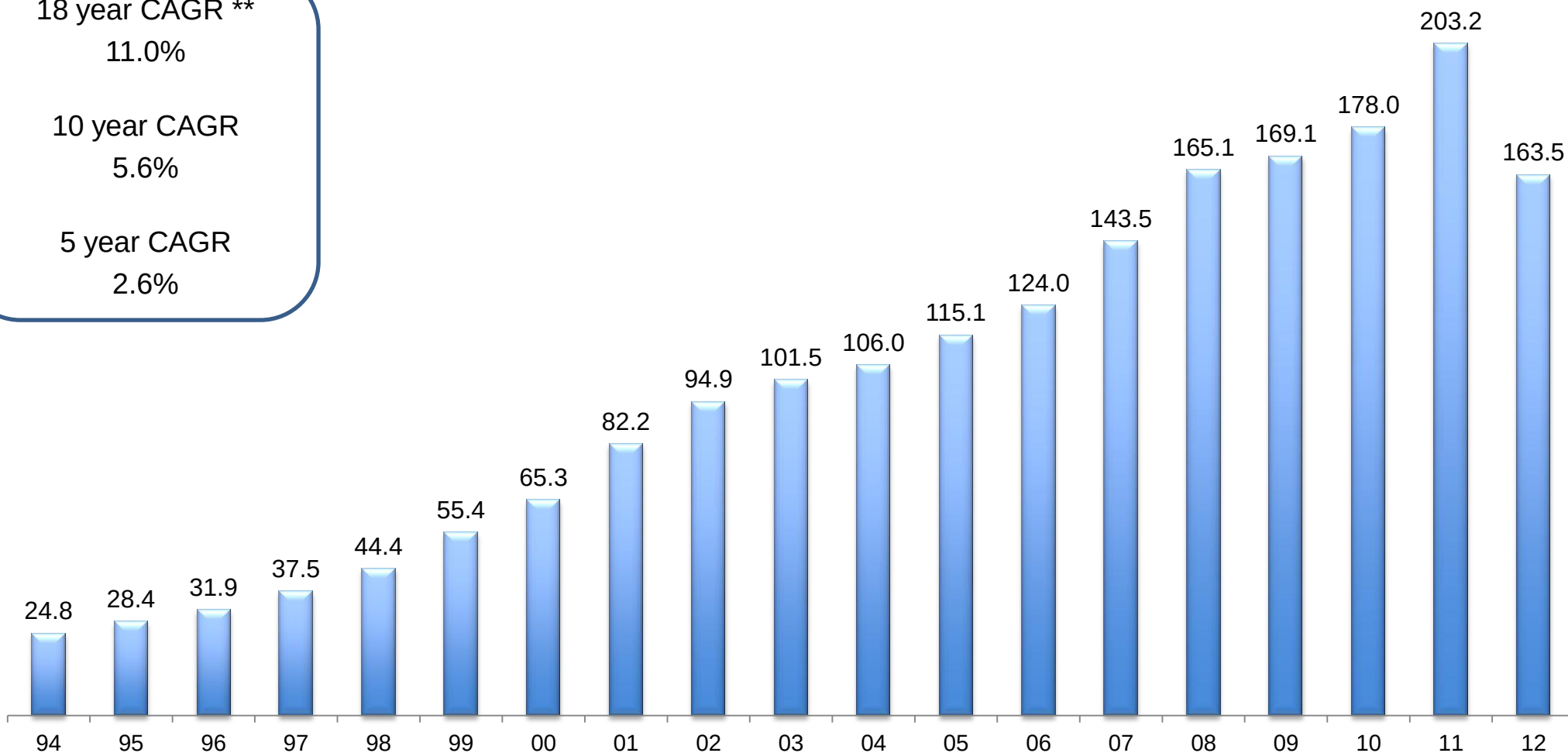
** since flotation in 1994

Adjusted EPS* (cent)

18 year CAGR **
11.0%

10 year CAGR
5.6%

5 year CAGR
2.6%



Years ended 31 March

* excluding net exceptionals, MPH and amortisation of intangible assets

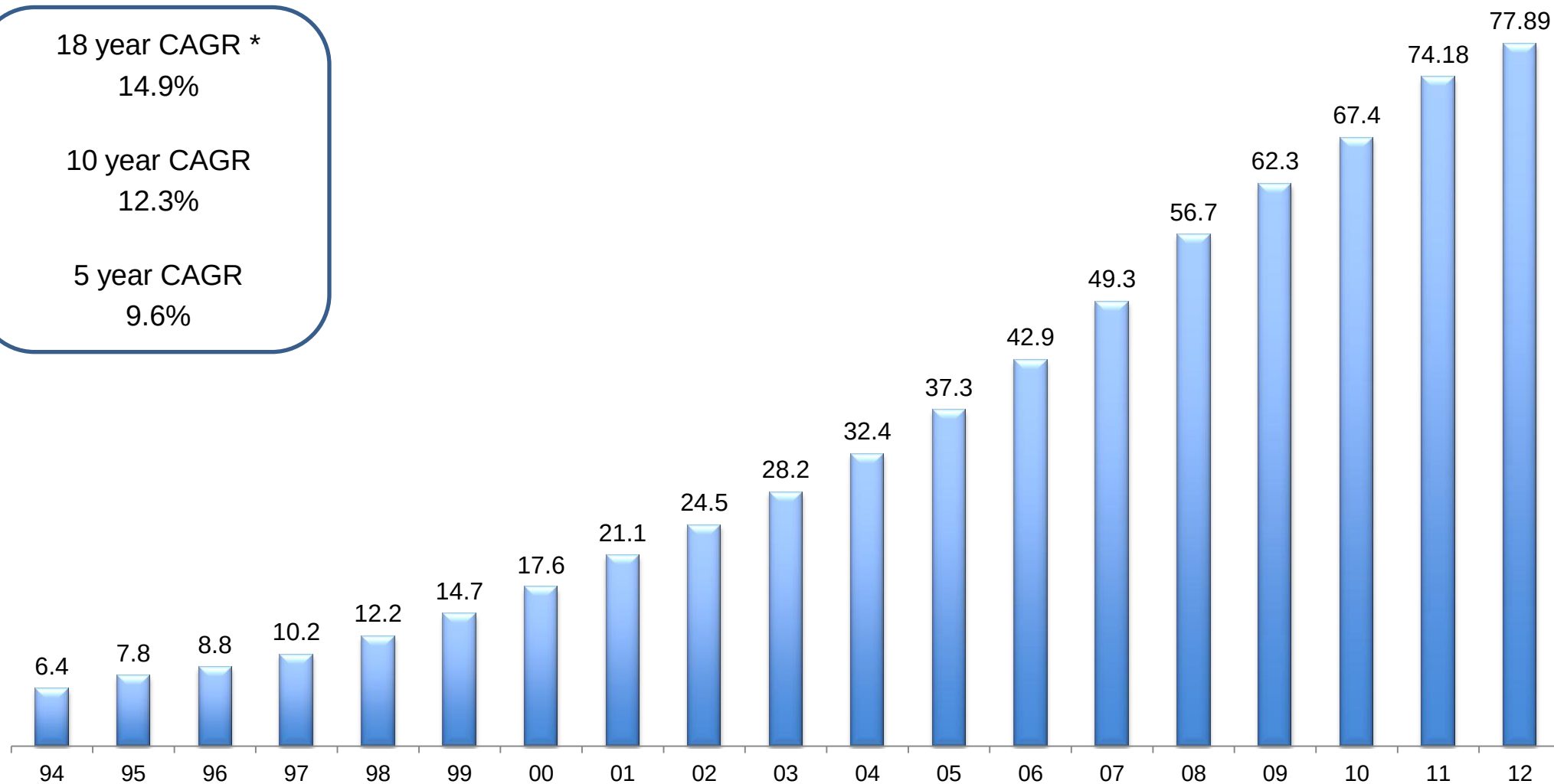
** since flotation in 1994

Dividend (cent)

18 year CAGR *
14.9%

10 year CAGR
12.3%

5 year CAGR
9.6%



Years ended 31 March

* Since flotation in 1994

Outlook for year to 31 March 2013

At what is still a very early stage in its financial year (particularly given that operating profit is significantly weighted towards the second half) the Group reiterates its guidance for the year to 31 March 2013 as previously outlined in its Preliminary Results announcement on 15 May 2012.

This guidance continues to be set against an uncertain economic environment and the important assumption that there will be a return to more normal winter temperatures compared to the extremely mild winter last year, which should give rise to a strong recovery in DCC Energy's operating profit. Consequently, the Group anticipates that its operating profit and adjusted earnings per share on continuing activities, both on a constant currency basis, will be approximately 15% ahead of the prior year. This would result in approximately a 20% increase in operating profit and in adjusted earnings per share compared to the prior year on a reported basis, assuming an exchange rate of Stg£0.80 = €1.

DCC plc Interim Management Statement – 20 July 2012

Shareholder base

April 2012

Institutions

(% Holding)

North America	30.9
UK	28.2
Cont Europe/Asia	<u>11.5</u>
Total overseas	70.6
Ireland	<u>8.2</u>
Total institutional	78.8
Retail	11.2
Management	2.9
Lending/Market Makers	<u>7.1</u>
	<u>100.0</u>

