

Trading update

BRISBANE, Friday 20 December 2013: Australian business technology solutions leader Data#3 Limited (ASX: DTL) provides the following update in relation to trading in the first half of the 2014 financial year.

Trading conditions continue to be challenging reinforcing guidance given at Data#3's Annual General Meeting on 7 November that the first half would be relatively weak compared to the previous corresponding period and that the company's budget is biased two thirds to the second half.

Providing an update to this advice, Chairman Richard Anderson commented that the company's pipeline of new work remains strong with some good long-term contract wins recorded in the first half. However the environment for significant capital investment decisions remains quite soft and uncertain.

"It's very disappointing that, with continued delays in decision making associated with IT capital expenditure, the business now appears unlikely to achieve its first half budget. We are currently focused on maximising performance for the current half," he said.

Managing Director John Grant added that even given the difficult conditions, the business had a number of strategic wins with outsourcing and cloud solutions at Brisbane Airport Corporation, AstraZeneca, Worley Parsons, McInnes Wilson Lawyers and Vale Australia.

"We've had strong endorsement of our Hybrid IT strategy from our customers and this has resulted in some good wins that will start to flow into the second half," he said.

"However the delays in some customer investment decisions have resulted in slippage to the second half. As a result, we now expect to generate a net profit before tax for the first half in the range \$3.5 million to \$4.0 million," he added.

"We continue to be well placed to generate growth in long term shareholder value. We have a strong business, no debt, long term customer relationships, committed partnerships, and a great team. As can be seen from a number of recent contract wins, we are very well positioned for the continuing transition to Hybrid IT, the combination of on-premise, outsourced and cloud services," he concluded.

For additional information contact:

John Grant
Managing Director
Tel: 1300 23 28 23
Mob: 0411 429 930
Email: john_grant@data3.com.au

About Data#3

Data#3 Limited (ASX: DTL) is one of Australia's leading business technology solutions companies servicing customers across a wide range of industries throughout Australia and the Asia Pacific.

The company was established in 1984 and listed on the ASX in 1997.

Working with its customers' business and technology teams, Data#3 addresses the **Hybrid IT** environment from **on-premise to outsourced to cloud**, through its consulting, software, infrastructure and managed solutions. These solutions leverage market-leading technologies from global vendors and Data#3's knowledge, expertise and experience to accelerate the achievement of customer business objectives:

- Consulting: for strategic and transformational services that enhance returns from business technology solutions
- Software Solutions: for software licensing; software customisation, deployment and management; asset management; and business productivity
- Infrastructure Solutions: for hardware lifecycle management; maintenance; and datacentre, network and desktop infrastructure
- Managed Solutions: for staffing; outsourcing; essential support; 'as a service'; and cloud brokerage and integration.

Data#3 reported revenues of \$771 million in the 2013 financial year. The company is headquartered in Brisbane with offices across Australia, and has approximately 1,000 permanent and contracted employees.

More information about Data#3 and its solution offerings is available at <http://www.data3.com.au>