

23 April 2015

Manager of Company Announcements ASX Limited Exchange Centre 20 Bridge Street Sydney NSW 2000

By E-Lodgement

## Q1 2015 Update

The Board of Dicker Data (ASX: DDR) today advises the results for the first quarter of FY 2015.

	Q115	Q114	Variance	
	\$m	\$m	\$m	% increase
Revenue	240.3	116.8	123.5	106%
Statutory EBITDA	7.8	1.3	6.5	500%
Vendor Reorganisation Costs	0.0	2.6		
Restructure Costs	1.1	0		
Underlying EBITDA	8.9	3.9	5.0	128%
Underlying Pre-tax Profit	6.2	2.7	3.5	130%

Revenue for the quarter was \$240.3m, 106% higher than the comparative quarter last year. This is a strong start to the year and within our projections. As we head into the June quarter which has traditionally been a strong revenue quarter, we are confident of revenue finalizing greater than \$1b for the full year.

Underlying profit for the quarter finalized at \$6.2m, however further restructure costs were incurred in the quarter, predominantly redundancy costs of \$1.1m. Although the bulk of the restructure costs have already been incurred, we are continually working to adjust our base cost structure to optimal levels so may incur some further restructure costs in the subsequent quarter, although they should not be material.



During the comparative quarter last year there was forgone margin and profit as part of vendor reorganization and restructures to ensure completion of the acquisition transaction. We have estimated the cost to EBITDA and profit to be approximately \$2.6m, which would have resulted in an underlying pre-tax profit in comparative period of \$2.7m. The increase in underlying pre-tax profit from the comparative period is \$3.5m, up by 130%.

The next two quarters have traditionally been our strongest, and with the recent announcements of new and expanded vendor partner alliances I am confident that we are on track to reach the full year results provided in our guidance.

For and on behalf of the Board.

And Rich

**David Dicker** 

Chairman and CEO

## **About Dicker Data Limited**

Dicker Data Limited was listed on the Australian Stock Exchange on January 24, 2011. Since its listing, the company has achieved record trading results. The Company is Australia's largest and longest established Australian owned distributor of Information Technology products. Its vendors include Hewlett-Packard, Cisco, Microsoft, Lenovo, Symantec, RSA, Toshiba, Samsung, ASUS and other major brands. The Company's clients include over 5,000 value added resellers. For more information go to <a href="https://www.dickerdata.com.au">www.dickerdata.com.au</a>.