

8 May 2019

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

By E-Lodgement

### Q1 2019 Update

The Board of Dicker Data (ASX: DDR) today advises the results for the first quarter of FY 2019.

\$m	3 months to:	Mar-19	Mar-18	Increase
Total Revenue		386.9	319.6	21.1%
Profit before tax		13.5	9.2	46.7%

- Revenue for the quarter was \$386.9m, 21.1% higher than the comparative quarter last year. The revenue growth is attributed to strong performance across all our vendor partnerships and realising full value for new vendors.
- Profit before tax finalised at \$13.5m, tracking ahead of our forecast for the quarter, and 46.7% higher than comparative quarter last year. Profit growth tracked ahead of revenue growth with costs as a percentage of sales falling, resulting in PBT margin improving to 3.5% versus 2.7% for the previous comparative quarter. The Company continues to invest heavily in additional headcount and productivity measures to support our growing customer base and vendor portfolios. The company has also significantly increased its working capital investments through Q119. As a result we expect the Company's cost base to increase in subsequent quarters.

With our Q1 achievement tracking ahead of our forecasted number for the quarter, we are confident that our full year result will be achieved and re-iterate full year pre-tax profit guidance of \$51.4m for FY19.

For and on behalf of the Board.



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 customers include over 5,000 value added resellers. For more information go to [www.dickerdata.com.au](http://www.dickerdata.com.au).