

24 October 2019

## Market Update Q3 2019

The Board of Dicker Data (ASX: DDR) today advises the YTD results as at the end of September quarter for FY19.

\$m	9 months to:	Sep-19	Sep-18	Increase
Total Revenue		1,289.1	1,094.7	17.8%
Operating Profit before tax		47.4	34.2	38.6%

- Revenue YTD to September 2019 is \$1,289.1m, 17.8% higher than the comparative period last year. The revenue growth continues to be attributed to strong performance across all our vendor partnerships and realising full value for new vendors. In particular there has been strong growth in our subscription revenue YTD, tracking well ahead of the revenue growth experienced in the other segments.
- Operating profit before tax has finalised at \$47.4m, 38.6% higher than comparative period last year. This excludes the realised profit of just over \$12m on the sale of property in August 2019. Whilst costs as a percentage of sales are tracking slightly higher than the half year, operating profit growth continues to track ahead of revenue growth. Costs are slightly higher due to increased headcount investment which we expect to continue into Q419 to support new vendor additions and future growth. Net profit margin YTD finalised at 3.7%

With continued strong growth YTD, and the company tracking ahead of the forecasted number, we expect to finish the year strong. Based on results to date the full year operating profit before tax is expected to finalise over \$60m 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 clients include over 5,000 value added resellers. For more information, [click here](#).

