

26 April 2016

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

By E-Lodgement

## Q1 2016 Update

The Board of Dicker Data (ASX: DDR) today advises the results for the first quarter of FY 2016. Profit before tax finalised at \$6.8m, tracking \$1m ahead of our forecast for the quarter.

| Key Financial Data (in \$m)           |              |              |              |
|---------------------------------------|--------------|--------------|--------------|
| 3 months to:                          | Mar-16       | Mar-15       | Variance     |
| <b>Total Revenue</b>                  | <b>267.7</b> | <b>240.3</b> | <b>11.4%</b> |
| <b>Gross Profit</b>                   | <b>23.7</b>  | <b>24.1</b>  | <b>-1.4%</b> |
| Gross Margin                          | 8.9%         | 10.0%        |              |
| EBITDA (Statutory)                    | 9.1          | 7.8          | 16.3%        |
| One off costs                         | -            | 1.1          |              |
| <b>EBITDA (underlying)</b>            | <b>9.1</b>   | <b>8.9</b>   | <b>2.0%</b>  |
| <b>Profit before tax (underlying)</b> | <b>6.8</b>   | <b>6.2</b>   | <b>10.3%</b> |
| PBT margin                            | 2.6%         | 2.6%         |              |

- Revenue for the quarter was \$267.7m, 11.4% higher than the comparative quarter last year. This was partly as a result of realising full value of new vendors introduced during 2015 and strong performance with existing vendors.
- Gross Margin was \$23.7m or 1.4% down on the comparative quarter last year, but in line with our forecast. The comparative quarter last year benefited from a number of significant vendor rebate gains and favourable investments in inventory resulting in higher than normal profit margins.

- EBITDA for the quarter was \$9.1m, which is 16.3% higher than the comparative quarter last year and 2% higher than the underlying EBITDA from the comparative quarter last year.
- Profit before tax finalised at \$6.8m, tracking \$1m ahead of our forecast for the quarter, and 10.3% higher than comparative quarter last year. PBT margin was maintained at 2.6%.

From a revenue and profit perspective, Q1 is traditionally the slowest quarter of the year, with Q2 being one of the strongest quarters. With our Q1 achievement tracking ahead of our forecasted number for the quarter, we are confident that pre-tax profit of \$35.0m for FY16 will be achieved. Assuming an average tax rate of 30% NPAT is forecasted at \$24.5m, equating to 11% growth on the underlying result.

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).