

# **Dicker Data Limited**

ABN: 95 000 969 362

Appendix 4E  
Preliminary Final Report  
Year ended 30 June 2013

# Results for announcement to the market

## Dicker Data Limited

ABN 95 000 969 362

1. **Reporting period:** **Year ended 30 June 2013**  
Previous Corresponding Period: Year ended 30 June 2012

2. **Results for announcement to the market**

### Operating and financial review

	Movement			Jun-13 (in 000's)
Revenues from ordinary activities	Down	0.9%	to	\$451,582
Net profit before tax	Up	8.1%	to	\$13,260
Net profit after tax attributable to members	Up	11.7%	to	\$9,246

### Dividends

	Date Paid	Amount Per Security	Franked Amount
<b>Current period</b>			
Final Dividend	25.09.12	\$ 0.0200	100%
Interim Dividend	11.01.13	\$ 0.0100	100%
Interim Dividend	09.04.13	\$ 0.0200	100%
Interim Dividend	10.07.13	\$ 0.0125	100%

The quarterly dividend payments are consistent with the dividend policy announced in December 2011. The total dividends declared and/or paid during the financial year were 6.25 cents per share or a total of \$7.95 million, fully franked.

### Brief explanation of the figures reported above

#### Revenue

Operating revenue for the full year was \$452m (2012: \$456m), down by 0.9% on the same period last year. This was a solid result given the downturn in PC sales in SMB sectors impacting revenues from some of our key vendors. With most of the decline coming from HP Personal Services Group and Toshiba, this was significantly offset by increase in revenues from Lenovo (new vendor since June 2012) and strong education orders in second half of FY13, resulting in an increase year on year in revenue for the second half.

#### Gross Profit

Gross profit for the full year was \$37.4m (2012: \$33.1m) an increase of 12.9%. In line with our continued strategy in aligning our revenue with more profitable product lines, the increase in gross profit can be attributed to a number of factors and changes implemented throughout the year. Firstly we were able to maximise vendor rebates by consistently meeting buying and sell through targets. There were also savings in freight as result of a review of freight costs and changes to our freight policy and in the second half of the year we were able to take advantage of additional settlement discounts as a result of the new purchase finance facility implemented in February 2013.

### *Operating Expenses*

Operating costs for the 2013 financial year increased by \$2.7m. This was largely accounted for by an increase in employment expenses. Staff costs increased by \$3m as a result of additional headcount, an increase in profit based commission payments and increase in leave provisions with the increase in headcount. This was partially offset by savings across a number of key areas including transactional banking costs and bad debts written off.

### *Net Profit*

Despite lower revenues in 2013 financial year, net profit before tax increased to \$13.2m (2012: \$12.2m) up by 8.1%, as a result of higher gross profit.

Net Profit after tax amounted to \$9.2m (2012: \$8.2m) an increase of 11.8% for the full year.

Earnings per share increased by 11.1% to 7.28 cents per share.

## **3. Annual Financial Report**

Please refer to the attached audited Annual Financial Report for the year ended 30 June 2013 for the following information:

- Statement of profit or loss and other comprehensive income
- Statement of financial position
- Statement of changes in equity
- Statement of cashflows
- Notes to the financial statements

## **4. Dividends**

	<b>Jun-13</b>	<b>Jun-12</b>
	<b>\$</b>	<b>\$</b>
<i>Amount Per Security</i>		
Final Dividend 2012 - Ordinary Shares	0.0200	0.0200
Interim Dividends 2013 - Ordinary Shares	0.0425	0.0336
<i>Total Dividends on all securities for the year</i>		
Ordinary Shares	7,946,250	6,780,400

## **5. Dividend Reinvestment Plans**

Not applicable

## **6. Net Tangible Assets**

	<b>Jun-13</b>	<b>Jun-12</b>
	<b>\$</b>	<b>\$</b>
Net tangible asset per ordinary share	0.156	0.146

## **7. Details of entities over which control has been gained or lost**

Not applicable

**8. Details of associates and joint venture entities**

Not applicable

**9. Any other significant information**

Not applicable

**10. Accounting Standards**

The attached Annual Financial Report has been prepared in accordance with the recognition and measurement aspects of Australian Accounting Standards (AASB's) (including Australian Interpretations) adopted by the Australian Accounting Standards Board (AASB), the Corporations Act 2001 and Appendix 4E of the Australian Securities Exchange listing rules.

It is recommended that this Preliminary Final Report be read in conjunction with the attached Annual Financial Report for the year ended 30 June 2013 and any public announcements made by Dicker Data Limited during the year in accordance with the continuous disclosure obligations arising under the Corporations Act 2001.

**11. Audit**

This report is based on financial statements that have been audited.

Signed:



**David Dicker**  
CEO and Chairman  
Sydney, 29 August, 2013