

5 March 2018

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

### DIVIDEND UPDATE AND GUIDANCE FOR FY18

Dicker Data Limited (ASX: DDR) (**Company**) is pleased to announce that it will retain the current Dividend Policy of paying quarterly dividends. In line with last financial year and to provide consistency and certainty for investors, the Company proposes that each interim dividend for FY18 will be at an equal rate. The proposed rate for the interim dividends for FY18 will be 4.40 cents per share fully franked.

This would bring total proposed dividend to be paid in the FY18 year to 18.00 cents per share, an increase of 9.8% from FY17 of 16.40 cents per share.

For FY18 we are forecasting revenue at \$1.38 billion and net profit before tax of \$42.5m. This forecast is split between Australia and NZ as follows:

<b>\$A'Mil</b>		<b>AU</b>	YoY%	<b>NZ</b>	YoY%	<b>Group</b>	YoY%
<b>Revenue</b>	<b>2018</b>	<b>1,295.1</b>	10%	<b>93.5</b>	-29%	<b>1,388.6</b>	6%
	2017	1,174.4		131.6		1,306.0	
<b>Net Profit before Tax</b>	<b>2018</b>	<b>40.6</b>	11%	<b>1.9</b>	-45%	<b>42.5</b>	6%
	2017	36.6		3.5		40.2	

Whilst the consolidated revenue and profit growth is expected to be at 6%, the projected growth for the Australian business is maintained at over 10%. With the loss of Cisco business in NZ late last year, the focus for New Zealand in FY18 is to expand the vendor alliances, providing the foundation for this segment to produce same growth metrics as the Australian business. The growth in the Australian business is expected to be achieved through organic growth and full year contribution from new vendors.

Our quarterly dividend rate is based on an expectation of generating pre-tax profits of \$42.5m. Assuming a tax rate of 30%, after tax profits are forecasted at \$29.9m.

Whilst the Board of Directors has taken into account the projected earnings of the Company in determining the proposed quarterly dividend, the quantum of the dividend will be assessed and approved by the Board each quarter. Should any of the circumstances change and projected earnings vary to forecast, which results in a change in the dividend amount to be paid, an update will be provided to the market.

For and on behalf of the Board,



David Dicker  
Chairman & 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](#).