

Item 7. Financial Statements, Pro-Forma Financial Information and Exhibits
(c) Exhibits
99.1 Press Release dated January 29, 2004 announcing financial results for the fourth quarter and year ended December 31, 2003.

Item 9 and Item 12. Regulation FD Disclosure and Results of Operations and Financial Condition

On January 29, 2004, Programmer's Paradise, Inc. issued a press release announcing its financial results for the fourth quarter and year ended December 31, 2003. The information contained in the press release, which is attached as Exhibit 99.1 to this report, is incorporated by reference herein and is furnished pursuant to Item 9, "Regulation FD Disclosure" and Item 12, "Results of Operations and Financial Condition."

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

By: /s/ Simon F. Nynens
Simon F. Nynens
Chief Financial Officer

## Index to Exhibits

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## Exhibit No. Description

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99.1 Press Release dated January 29, 2004 announcing financial results for the fourth quarter and year ended December 31, 2003.


## Company Contact:

Bill Willett
Programmer's Paradise(R), Inc.
Chairman and Chief Executive Officer
(732)-389-8950
bill.willett@programmers.com

PROGRAMMER'S PARADISE(R), INC. REPORTS 2003 FOURTH QUARTER FINANCIAL RESULTS

NET SALES INCREASE 34\%
EARNINGS PER SHARE OF $\$ .10$

SHREWSBURY, NJ, January 29, 2004 - Programmer's Paradise(R), Inc. (NASDAQ: PROG) today reported financial results for the fourth quarter and year ended December 31, 2003. The results will be discussed in a conference call to be held on Friday, January 30, 2004 at 10:00 AM Eastern time. The dial-in telephone number is (703) 871-3026 and the pass code is "PROG".

Revenue for the quarter ended December 31, 2003 was $\$ 20.0$ million compared with $\$ 14.9$ million for the quarter ended December 31, 2002. The $34 \%$ increase in year-over-year sales reflects the improved productivity of our account executive team, and a more favorable IT spending environment. In addition sales increased $9 \%$ over the immediately preceding quarter.

For the year 2003 sales were $\$ 69.6$ million, a 7\% increase over 2002. Earnings per share for 2003 were $\$ .26$ vs. $\$ .01$ in 2002.

Bill Willett, Chairman and Chief Executive Officer, stated, "This increase in sales and our continued focus on expense control has resulted in another profitable quarter for our Company, and a solid performance for the year 2003."

Programmer's Paradise, Inc. is a marketer of technical software and hardware for microcomputers, servers and networks in the United States and Canada. Programmer's Paradise offers a wide variety of technical and general business application software, PC hardware and components from a broad range of publishers and manufacturers. Additional information can be found by visiting www. programmersparadise.com.

Contact Programmer's Paradise, Inc. via Bill Willett, CEO of Programmer's Paradise, Inc. at (732) 389-8950 or bill.willett@programmers.com.

The statements in this release concerning the Company's future prospects are forward-looking statements that involve certain risks and uncertainties. Such risks and uncertainties include the continued acceptance of the company's distribution channel by vendors and customers, the timely availability and acceptance of new products, and contribution of key vendor relationships and support programs.

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- Tables Follow --
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|  | $\begin{gathered} \text { December } 31, \\ 2003 \end{gathered}$ |  | $\begin{gathered} \text { December } 31, \\ 2002 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Current assets |  |  |  |  |
| Cash and cash equivalents | \$ | 5,878 | \$ | 6,072 |
| Marketable Securities |  | 5,033 |  | 5,110 |
| Accounts receivable, net |  | 7,783 |  | 6,342 |
| Inventory - finished goods |  | 1,119 |  | 1,151 |
| Prepaid expenses and other current assets |  | 333 |  | 264 |
| Total current assets |  | 20,146 |  | 18,939 |
| Equipment and leasehold improvements, net |  | 292 |  | 460 |
| Other assets |  | 51 |  | 69 |
| Total assets | \$ | 20,489 | \$ | 19,468 |



PROGRAMMER'S PARADISE, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME (In thousands, except per share data)

## <TABLE> <br> <CAPTION>

months ended
Three
December 31,
December 31,

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Net income (loss)
(291)


Net income (loss) per common share - Basic
\$ (0.07)
$============$
Net income (loss) per common share - Diluted
$\$ \quad(0.07)$
============
Weighted average number of common shares outstanding
Basic
3,920
$===========$
Diluted
3,920

3,920
$==========$
Reconciliation of net income (loss) to comprehensive income (loss):

| Net | income (loss) |
| :--- | :--- |
| $\$$ | $(291)$ |

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Other comprehensive income, net of tax:
Reclassification adjustment for gain realized on sale of available-for-sale securities
(78)

Unrealized gain on available-for-sale securities
Foreign currency translation adjustments
(47)
-------------
Total comprehensive income (loss)
\$ (262)
=============
</TABLE>


3,725
$==========$
3,900
$==========$
$===========$
$=-========$


