# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, DC 20549 

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## FORM 8-K

## CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of report (Date of earliest event reported): April 22, 2004
Programmer's Paradise, Inc.
(Exact name of Registrant as specified in its charter)


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

On April 22, 2004, Programmer's Paradise, Inc. issued a press release announcing its financial results for the first quarter ended March 31, 2004. 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.

PROGRAMMER'S PARADISE, INC.
Dated: April 23, 2004
By: /s/ Simon F. Nynens
Simon F. Nynens
Chief Financial Officer

## Index to Exhibits

## Exhibit No. Description

99.1 Press Release dated April 22, 2004 announcing financial results for the first quarter ended March 31, 2004.

Company Contact:
Bill Willett
Programmer's Paradise ${ }^{(R)}$, Inc.
Chairman and Chief Executive Officer
(732)-389-8950
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## PROGRAMMER'S PARADISE ${ }^{(R)}$, INC. REPORTS 2004 FIRST QUARTER FINANCIAL RESULTS

## NET SALES INCREASE 36\% <br> EARNINGS PER SHARE OF \$. 10

SHREWSBURY, NJ, April 22, 2004 - Programmer's Paradise ${ }^{(R)}$, Inc. (NASDAQ: PROG) today reported financial results for the first quarter ended March 31, 2004. The results will be discussed in a conference call to be held on Friday, April 23, 2004 at 10:00 AM Eastern time. The dial-in telephone number is (703) 871-3096 and the pass code is "PROG".

Revenue for the quarter ended March 31, 2004 was $\$ 20.7$ million compared with $\$ 15.2$ million for the quarter ended March 31, 2003. This year-over-year increase of $\mathbf{3 6 \%}$ reflects a more favorable IT spending environment, improved productivity and expansion of our account executive team.

Bill Willett, Chairman and Chief Executive Officer, stated, "Our seasoned account executives continue to gain market share and with the improved market condition we will continue to expand our account executive team."

Earnings per share for the quarter were $\$ .10$ compared with earnings per share of $\mathbf{\$ . 0 1}$ for the same quarter of 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.

## PART I - FINANCIAL INFORMATION

PROGRAMMER'S PARADISE, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS
(In thousands)

| Current assets ASSETS | $\begin{aligned} & \text { March 31, } \\ & \underline{2004} \\ & \text { (Unaudited) } \end{aligned}$ | $\begin{gathered} \text { December } 31 \\ \underline{2003} \\ \text { (Audited) } \end{gathered}$ |
| :---: | :---: | :---: |
|  |  |  |
| Cash and cash equivalents | \$ 2,823 | \$ 5,878 |
| Marketable Securities | 7,583 | 5,033 |
| Accounts receivable, net | 9,282 | 7,783 |
| Inventory - finished goods | 1,257 | 1,119 |
| Prepaid expenses and other current assets | 547 | 333 |
| Total current assets | 21,492 | 20,146 |
| Equipment and leasehold improvements, net | 274 | 292 |
| Other assets | 51 | 51 |
| Total assets | \$ 21,817 | \$ 20,489 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities


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


