

## Item 7. Financial Statements, Pro-Forma Financial Information and Exhibits

(c)

Exhibits
99.1 Press Release dated October 30, 2003 announcing 2003 third quarter financial results.

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

On October 30, 2003, Programmer's Paradise, Inc. issued a press release announcing its 2003 third quarter financial results. 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: October 31, 2003
By: $\quad$ /s/Simon F. Nynens

Simon F. Nynens
Chief Financial Officer

## Exhibit No. Description

99.1 Press Release dated October 30, 2003 announcing 2003 third quarter financial results.

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

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

## NET SALES INCREASE 16\% <br> EARNINGS PER SHARE OF \$. 09

SHREWSBURY, NJ, October 30, 2003 - Programmer's Paradise (R), Inc. (NASDAQ: PROG) today reported financial results for the third quarter ended September 30, 2003. The results will be discussed in a conference call to be held on Friday, October 31, 2003 at 10:00 AM Eastern time. The dial-in telephone number is (952) 556-2869 and the pass code is "PROG".

Revenue for the quarter ended September 30, 2003 was $\$ 18.4$ million compared with $\$ 15.8$ million for the quarter ended September 30, 2002. The $16 \%$ increase in year-over-year sales reflects the improved productivity of our account executive team. In addition sales increased $14 \%$ over the immediately preceding quarter.

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."

Earnings for the quarter were $\$ .3$ million or $\$ .09$ per share.
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.

- Tables Follow -


# PROGRAMMER'S PARADISE, INC. AND SUBSIDIARIES 

## CONDENSED CONSOLIDATED BALANCE SHEETS

 (In thousands)| September 30, | December 31, |
| :---: | :---: |
| $\underline{2003}$ | $\underline{2002}$ |
| (Unaudited) | (Audited) |

ASSETS

| Current assets |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | \$ | 5,263 | \$ | 6,072 |
| Marketable Securities |  | 6,436 |  | 5,110 |
| Accounts receivable, net |  | 6,420 |  | 6,342 |
| Inventory - finished goods |  | 762 |  | 1,151 |
| Prepaid expenses and other current assets |  | 348 |  | 264 |
| Total current assets |  | 19,229 |  | 18,939 |
| Equipment and leasehold improvements, net |  | 324 |  | 460 |
| Other assets |  | 55 |  | 69 |
| Total assets |  | \$19,608 |  | \$19,468 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities

| Accounts payable and accrued expenses | $\$ 8,194$ | $\$ 7,772$ |
| :--- | ---: | ---: |
| Dividend payable | $\frac{369}{-}$ | 8,563 |

Commitments and contingencies
Stockholders' equity
Common stock, $\$ .01$ par value; authorized, $10,000,000$ shares; issued $5,257,750$ shares and
$5,230,250$ shares, respectively 53
Additional paid-in capital
Treasury stock, at cost, $1,561,970$ shares and $1,389,576$ shares, respectively
Accumulated deficit

Accumulated other comprehensive income (loss)
(145)

Total stockholders' equity
Total liabilities and stockholders' equity

| 71 |
| ---: |
| 11,045 |

11,696
\$ 19,608

# PROGRAMMER'S PARADISE, INC. AND SUBSIDIARIES 

 CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME(Unaudited)
(In thousands, except per share data)

|  | Nine months ended September 30, |  | Three months ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\underline{2003}$ | $\underline{2002}$ | $\underline{2003}$ | $\underline{2002}$ |
| Net sales | \$ 49,604 | \$ 50,271 | \$ 18,355 | \$ 15,798 |
| Cost of sales | 43,199 | 43,735 | 16,061 | 13,782 |
| Gross profit | 6,405 | 6,536 | 2,294 | 2,016 |
| Selling, general and administrative expenses | 5,940 | 6,453 | 2,001 | 2,087 |
| Litigation settlement | -- | 348 | -- | 348 |
| Income (loss) from operations | 465 | (265) | 293 | (419) |
| Realized gain on sale of available-for-sale securities | - | 141 | - | 141 |
| Interest income, net | 93 | 195 | 43 | 66 |
| Foreign exchange gain (loss) | 71 | (9) | (9) | (2) |
| Income (loss) before income taxes | 629 | 62 | 327 | (214) |
| Provision (benefit) for income taxes | 52 | (257) | (6) | (4) |
| Net income (loss) | \$ 577 | \$ 319 | \$ 333 | \$ (210) |
| Net income (loss) per common share - Basic | \$ 0.16 | \$ 0.07 | \$ 0.09 | \$ (0.05) |
| Net income (loss) per common share - Diluted | \$ 0.15 | \$ 0.07 | \$ 0.09 | \$ (0.05) |

Weighted average number of common shares outstanding

| Basic | 3,722 | 4,639 | 3,694 | 4,213 |
| :---: | :---: | :---: | :---: | :---: |
| Diluted | 3,816 | 4,654 | 3,788 | 4,213 |

Reconciliation of net income (loss) to comprehensive income (loss):
Net income (loss)

| \$ | 577 | \$ | 319 | \$ | 333 | \$ | (210) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  | (78) |  |  |  | (78) |
|  | 16 |  | 173 |  | 2 |  | 73 |
|  | 200 |  | 347 |  | (10) |  | (47) |
| \$ | 793 | \$ | 761 | \$ | 325 | \$ | (262) |

