

## Where vision meets know-how

In a world where IT is increasingly important to business success, today's organisations look for a trusted partner to help them realise competitive advantage from technology.

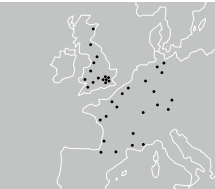
This report shows how, once again in 2000, we worked with our customers to help them realise their vision. Through anticipating and acting on our customers' needs, by continuous investment in our systems and services, and through the knowledge, experience and ongoing commitment of our staff, we strive to make the difference.

Cover: Our staff make the difference. Computacenter is both people and service driven, and is committed to the continuous development of both.

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European presence



**UK**  
Aberdeen Birmingham Bristol Cardiff  
Edinburgh Gatwick Hatfield Leeds London  
Maidenhead Manchester Milton Keynes  
Reading Swindon Watford

**Germany**  
Frankfurt Bremen Hannover Dusseldorf  
Ludwigshafen Munich Stuttgart

**France**  
Paris Bordeaux Lille Lyon Marseille  
Nantes Nice Pau Rennes Rouen  
Strasbourg Toulouse

**Belgium**  
Brussels  
**Luxembourg**  
Luxembourg

Business activity 2000

Computacenter provides a wide range of IT infrastructure services, which can be split into the following broad categories.

Business Enablement Services

We help organisations better deliver, manage and share information with their internal and external customers. Services include the auditing, design and implementation of messaging systems, knowledge management and e-business solutions.

Consolidation and Integration Services

We help our customers make more efficient, cost-effective use of their IT systems. Services include consolidating widely dispersed IT infrastructures, implementing local or remote hosted environments and optimising our customers' security, application, network and storage platforms.

Operational Management Services

We help our customers reduce the cost and increase the value of IT, while minimising the management burden. Our selective outsourcing services range from managing on-site or centralised help desks, through responsibility for all large-scale infrastructure moves and changes, to the management of streamlined e-procurement systems.

Logistical Services

Our logistics centres in the UK, France and Germany provide customised configuration and delivery services for over 6,000 product lines from 1,400 different suppliers. Our consultants and engineers specify, test and install the most appropriate technology and then ensure it is kept running, 24 hours a day, 365 days a year.

Global coverage



EMEA



The Americas



Asia Pacific

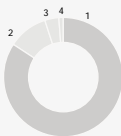
Computacenter is an international player and a founding member of the International Computer Group (ICG), a world wide network of partners in 43 countries serving customers requiring IT products and services deployed internationally. For more information, visit [www.icg-global.com](http://www.icg-global.com)

Highlights 2000

	2000 £m	1999 £m
Group turnover	£1,988.4	£1,760.6
Operating profit <sup>1</sup>	£61.4	£75.6
Profit before tax	£55.6	£75.1
Diluted earnings per share <sup>2</sup>	20.8p	28.1p
<small>1 Excluding results of overseas associated undertakings and joint ventures 2 Amended in accordance with FRS redefinition</small>		
	2000	1999
Year-end Group employee numbers	5,788	5,618

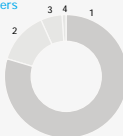
Turnover by country of origin

- 1 United Kingdom: £1,686.5m (84.8%)
- 2 France: £214.4m (10.8%)
- 3 Germany: £74.7m (3.8%)
- 4 Belux: £12.8m (0.6%)



Year-end Group employee numbers

- 1 United Kingdom: 4,627 (79.9%)
- 2 France: 778 (13.5%)
- 3 Germany: 320 (5.5%)
- 4 Belux: 63 (1.1%)



"The broad thrust of the Group's strategy remains unchanged. We design, integrate, support and manage IT systems for large corporate and public sector organisations."

2000 was a year of challenging market conditions for our industry. The slowdown in demand from our corporate customers immediately following the millennium was anticipated but the rate of recovery was slower than we expected with the impact lasting well into the third quarter. Fortunately market conditions continued to improve as the year progressed and revenues recovered to encouraging levels in the last quarter. Group sales in the full year were £1.99 billion, up 12.9% on 1999.

As we indicated in our interim statement, the level of staff utilisation in a number of our services was significantly below expectations in the first part of the year. This was the principal cause of the decline in the Group's profitability in 2000. However, utilisation recovered steadily as the year progressed until, in the final few months of 2000, most of our service activities were running at or near full capacity. The consequence of this recovery, combined with higher revenues, was a significant improvement in profitability in the second half of the year.

Profit before tax for the full year, prior to our investment in Biomni Ltd, our e-commerce joint-venture with Computasoft Ltd, was £59.1m compared to £75.1m in 1999. Profit before tax in the second half, on the same basis, was £38.0m, compared to £34.4m in the same period in the previous year. The Group's share of losses in Biomni was slightly less than anticipated at £3.6m.

The Group's cash position remained strong. After capital investment of £36.0m, net funds at the year-end were £13.4m compared to £21.2m in the previous year. During 2000, £14.0m was expended on the final phases of the Group's new operations centre in Hatfield.

The broad thrust of the Group's strategy remains unchanged. We design, integrate, support and manage IT systems for large corporate and public sector organisations. We do this in partnership with our customers and in partnership with best-in-class product and service providers.

Because we are the leading provider of IT infrastructure services in the UK,

our customers benefit from our scale economies and depth of technical and operational resource. Our strategy is predicated on maintaining our position of market leadership. The considerable investment in our new operations centre and ongoing investment in staff reflects our commitment to this goal.

Computacenter's strength in the UK market served us well during a difficult year in 2000. The Group grew its revenues and built on its scale advantages to increase market share in a number of key areas of the business. We saw continued rapid growth in demand for Unix systems, networking and storage products and made further strides in developing our outsourcing and other service activities. All of these areas continue to offer great opportunities for the Group. Our market presence and the strength of our long-term customer relationships are assets that we will continue to develop and build upon.

The Group's business also continues to generate new development opportunities. Our Biomni e-commerce joint-venture grew out of our internal e-commerce system but now is a

rapidly growing stand-alone business. It remains our intention to float Biomni when market conditions are right. Our e-business consultants have led the way into several new business areas, including managed web hosting services, a market that offers great potential to the Group.

As regards prospects for 2001, in January we suggested that it would be prudent to remain cautious regarding both general market conditions and the possibility of increasing margin pressure. We have no reason to change our view at this time. However, trading in the first weeks of the year has been satisfactory and in line with our expectations, reflecting the continuation of the market recovery experienced in the latter part of last year.

For the longer term, we remain confident of the Group's strategic positioning and the opportunities this presents. Growth prospects, now the millennium is behind us, are strong.

On a personal note, after twenty years full-time involvement in Computacenter I have decided to step down as Executive Chairman at the Annual

General Meeting in May and I am delighted to welcome Ron Sandler as my successor. Ron joined the Board as a non-executive director in May last year and has already made a valuable contribution to the development of the Group. Ron's background and qualifications speak for themselves. We are very fortunate to have him in the role and I am confident that he will lead the Group into a new era of profitable growth.

I would like to thank all Computacenter's staff, past and present, for the tremendous support they have given to the Company and to me personally over the years. It is my intention to remain on the Board as a non-executive director and I look forward to participating in the Group's continued success.

Finally, reflecting our confidence in the future, I am pleased to recommend an unchanged final dividend of 2.9 pence per share payable on May 23 to all registered shareholders as at May 4 2001.

"Market conditions continued to improve as the year progressed and revenues recovered to encouraging levels in the last quarter."

“Due to the strength of our position in the UK market, Computacenter was able to weather the difficult market conditions in 2000 better than many of its competitors across Europe.”

The IT challenges facing our corporate customers have changed substantially in the last 18 months. In 1999, Y2000 compliance projects were a major part of our business while in 2000 the emphasis shifted towards e-commerce initiatives. In the first part of 2000 our business recovered more slowly than we anticipated, largely due to our customers taking longer than expected to initiate investment in new projects post Y2000. However, while the impact of this lasted well into the year, IT expenditure on major infrastructure projects began to recover momentum in the second half.

Due to the strength of our position in the UK market, Computacenter was able to weather these difficult market conditions better than many of our competitors across Europe. Thus, while our results for the financial year fell short of our expectations at the beginning of 2000, the Group's profitability has proved relatively resilient and we remain strongly in profit.

The Group continues to show a record of good long-term performance. In recognition of this we were awarded

a 'Wealth Creation 2000' Award by the Sunday Times and Stern Stewart Europe. The award was for the best economic value added (EVA) performance in the UK over the past five years.

**Investment**  
During 2000 we continued to invest across the business, consolidating our position as a leading supplier of IT infrastructure services to the European corporate marketplace.

As in previous years, recruitment and training remained our biggest investment. Headcount across the Group grew by 3% from 5,618 at the end of 1999 to 5,788 at the end of 2000. We also continued to increase our investment in best practices and systems that allow us to deliver our growing range of services cost-effectively and to the highest quality standards. This included investment in standardised tools to deliver managed services and a new IT system to enable improved scheduling and utilisation of our professional services staff.

During the year many of our staff completed the move into our new

One 2 One & Computacenter

To allow its staff to concentrate on developing new mobile technologies for its users, One 2 One outsources the design, testing and implementation of the IT infrastructure for each customer contact centre to Computacenter. Providing network design consultancy, vendor management and implementation, Computacenter offers each project as a 'turnkey' installation.

Jon Jacobs  
Data networking infrastructure  
account manager, Computacenter

Kate Mickfield  
Account manager, Computacenter

Hatfield based headquarters and operations centre, which provides a much-improved working environment. As we complete the migration of our UK logistical operations into this new facility, we look forward to the efficiencies and extended opportunities this will afford the Group. We believe that the increasing economies of scale we enjoy in these areas will be a significant source of competitive advantage.

In 2000 our strategy of investment in our business yielded a Group revenue growth of 12.9%. Our international sales also grew in 2000, with £301.9m (15.2%) of the total Group turnover of £1.99 billion coming from sales in France, Germany, Belgium and Luxembourg. The remaining £1.69 billion (84.8%), was generated by our UK business.

**UK Operations**  
**Organisational re-focus**  
To enhance our operational and marketing effectiveness and, in particular, facilitate the continued growth of our services, we have brought together our three UK operating divisions: Supply Chain

Services, Managed Services and Professional Services, into a single, customer facing organisation. This is under the direction of Chris Webb, Chief Operating Officer for the UK. Chris has been with Computacenter for ten years and brings considerable sales and operational experience to the role. The new structure gives our customers a single point of focus for all product and service requirements, enabling our staff to better anticipate and respond to their needs.

To support our UK and international operations, a new services development and strategy division has been created under the experienced direction of Gordon Channon, who joined Computacenter from BT in early 2000. This division's aim is to anticipate customer requirements and develop appropriate service offerings, while also developing and implementing best practices to enhance our operational effectiveness.

Mike Norris  
Chief Executive



BuildOnline provides the first on-line collaboration, tender management and procurement service for the European construction industry. To increase its focus on its core business, the company turned to Computacenter, who now provide an end-to-end e-commerce solution, from migration consultancy through to installation and 24 hour, 365 days a year managed support.



**Jonathan Saxelby**  
E-business account manager,  
Computacenter



**Sonal Patel**  
Account manager, Computacenter

"We have seen our enterprise systems business, especially deployment of Sun Microsystems and related solutions, go from strength to strength."

#### Enterprise services

Over the year we have seen our enterprise systems business, especially the deployment of Sun Microsystems and related solutions, go from strength to strength on the back of accelerated demand for e-business applications and server consolidation. Enterprise revenues grew by 50% on 1999 and we anticipate continuing strong growth in 2001. In recognition of this, as part of our re-organisation in the last quarter of 2000, Computacenter created a new enterprise division, consolidating our specialist skills across all service and technology platforms.

We have continued to build on our long-term partnerships with the key technology providers in the enterprise arena, including Sun Microsystems, Compaq, IBM, Hewlett-Packard, Cisco, Nortel, StorageTek and EMC\*. We are increasingly recognised by these partners as one of the leading channels to corporate and public sector markets and won Sun Microsystems' first channel award for service and support in 2000. We were judged on our total service and supply chain offering, from helpdesk, technical, sales, support and training skills to our marketing and investment in staff.

#### Managed services

Computacenter provides a range of selective outsourced support services designed to increase the value of our customers' IT investments. Our goal is to support our customers through selective outsourcing of essential support tasks within their data centre, network and desktop environments. In 2000 this high margin contract-based area of business grew significantly, with contract revenues growing over 25% on 1999.

Major managed services account wins in 2000 included the Inland Revenue, Thus, Abbey National Treasury Services, Aegon and Unipart. Our three year contract with the Inland Revenue covers the managed procurement of all IT and telecommunications products, while for Thus, Computacenter is providing helpdesk support across 30 UK-wide locations. For Abbey National Treasury Services we won a major contract to provide server and workstation infrastructure design and managed support. This includes the implementation of a new trading floor and a move to the company's new UK headquarters.

#### Professional and engineering services

Our team of over 400 UK consultants and project management professionals provides the vital planning and implementation resources needed to roll out large-scale IT programmes.

While staff utilisation was lower than anticipated in the first half of 2000, most of our professional service resources were running at full capacity by the end of the fourth quarter. Large Windows 2000 projects have steadily gathered pace and we anticipate that many of our customers will initiate full-scale roll-outs in 2001.

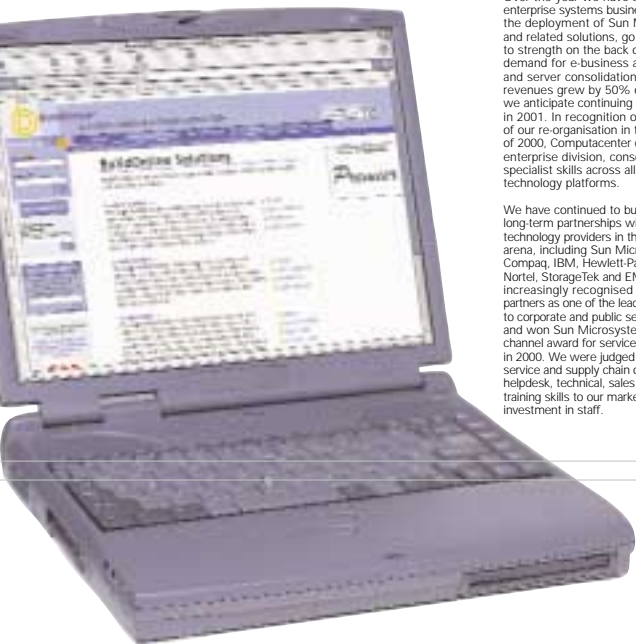
The increasing importance of network infrastructures and the need for rapid, large-scale implementations enabled Computacenter to undertake a number of demanding infrastructure projects in 2000. Amongst these was a major roll-out and support project for Lloyds TSB. Other professional services wins in 2000 included a major enterprise infrastructure deployment and Lotus Notes migration for PricewaterhouseCoopers, the world's largest business services company.

Computacenter's customer engineering force carried out thousands of installations across the UK every month. The utilisation of these teams recovered steadily towards the end of the year but lagged slightly behind that of our professional services staff, who are typically deployed earlier in the lifecycle of a project. Computacenter's depth of resource in this area is a major reason why many large organisations turn to us to deliver their total project needs, sometimes at short notice.

#### E-business services

We continued to invest in the provision of e-business services, bringing a number of new and enhanced services to market. These included further development of 'SiteHost' and 'SiteAlert' and the launch of 'SiteSecure', a new managed network security service.

Computacenter secured a number of major contracts to deliver managed web services to customers including Direct Line, BuildOnline and Sanctuary Music. Direct Line chose SiteHost to launch its new online service (jamjar.com). Key components of the



\*Major managed services account wins in 2000 included the Inland Revenue, Thus, Abbey National Treasury Services, Aegon and Unipart.\*

To help the FCO share knowledge more effectively with its diplomatic missions overseas, Computacenter has worked closely with the customer's in-house team on a three year global IT infrastructure replacement project. Services include technical design and consultancy, cabling, project management, installation and training at the FCO's headquarters in London and at over 200 locations across the world.



**Inga Marais**  
Project manager, Computacenter



**Andrew Pring**  
Client director, Computacenter

service include 24-hour management and monitoring for the entire hosted infrastructure platform.

#### **Supply-Chain services**

Our new 34,000 sq. metre facility at Hatfield is now complete and migration of operations is well underway. This investment will allow us to offer our customers higher quality, faster, more cost-effective services, together with an enhanced range of customised services.

The operations centre enables us to ship up to 35,000 items a day, while our expanded configuration facility allows us to custom configure and test up to 3,000 systems per day. This offers the flexibility to build and test customer systems from the simplest PCs to complex networking systems and enterprise class Unix servers. This investment, combined with our established product testing and portfolio management capability, provides us with a significant capability to compete against direct sale manufacturers.

#### **Customer Relationships**

A major contract win in the first half of the year was BP Amoco, for whom we are implementing one of the largest

roll-outs of Microsoft Windows 2000 to date. These services are being delivered in partnership with the International Computer Group (ICG), across 61 countries. Other service contracts won in 2000 included BT Cellnet, where we are providing a range of managed services spanning e-procurement to asset management, and NTL, where our support includes project management, storage and enterprise management consultancy.

We also provided the equipment and services for the new London Assembly on behalf of the DETR and secured extensions to our managed services contracts with Seaboard and Shell Services International.

#### **International Operations**

Many of our customers look to us to supply products and services on a pan-European basis. We continue to answer this requirement through our direct presence in the largest markets in Europe and our majority shareholding and role in the direction of the International Computer Group (ICG).

#### **Computacenter France**

As in the UK, our European businesses experienced a stronger second half

following the slow post-millennium recovery. In France where we enjoy significant scale in our supply chain business, the company returned to profitability in the second half of the year and we continued to consolidate our position as one of the top three competitors with national coverage in the French market.

New business won during 2000 included a large migration project for Ernst & Young covering 20 sites. We also won additional services contracts with a number of established customers, including a managed services contract for Schneider Electric. In 2000 we established ourselves as the only Compaq service partner in France and are beginning to enjoy the competitive advantage of delivering such a unique service portfolio.

#### **Computacenter Germany**

In spite of the difficult trading conditions Computacenter Germany won some significant new contracts in 2000, including EDS and Sharp, while also extending the range of services provided to existing customers, including DVAG, Dresdner Bank and Deutsche Hypotheken Bank. In light of the relatively small scale

of our business in Germany, we have commenced a programme designed to better align our operations around service provision and development of enterprise system sales. We laid the foundations of this plan during 2000, and are pleased with progress to date.

#### **Computacenter Belgium and Luxembourg**

At the beginning of the year Computacenter Belgium won a number of new contracts. These include the Ministry of Employment, CESI (a private medical business) and the Belgian subsidiary of Deutsche Bank. During the year we also won a pan-European infrastructure roll-out project with Bass Hotels and Resorts, as well as a major new managed services contract with SWIFT SC, where we are providing global helpdesk services, asset management and user installations, moves and upgrades.

Computacenter Belgium was strengthened with a new acquisition, Inacom Services Europe SA, in June. The acquisition underpins Computacenter's existing capabilities in pan-European project management and consolidates our position as a leading IT solutions provider in Belgium and Luxembourg.

\*The acquisition of Inacom Services Europe SA underpins Computacenter's existing capabilities in pan-European project management and consolidates our position as a leading IT solutions provider in Belgium and Luxembourg.\*



To maintain its position as a tier one supplier to the world's motor industry, TRW wanted to upgrade its IT infrastructure, taking advantage of remote management tools and a standard desktop platform. Computacenter developed and implemented the new environment, providing training and guaranteeing service levels across all six countries.



**Annette Morford**  
*Account manager, Computacenter*



**James Anker**  
*Technology consultant, Computacenter*



#### **International Computer Group (ICG)**

ICG replaced its former North American partner, Inacom, with Comark, one of the largest privately held suppliers of information technology solutions in the US. Comark offers complementary services to Computacenter, from planning, consulting and procurement through to deployment and implementation of distributed IT.

#### **Other Businesses**

Biomni Ltd, our joint venture with Computasoft e-Commerce Ltd, saw considerable success in 2000, with growing uptake of its e-procurement solutions among both buyers and suppliers. More than 8.5 million transactions passed through Biomni's systems in 2000.

Major customers selecting Biomni's e-procurement solutions over the last year include Glaxo Smithkline, HM Foreign and Commonwealth Office and Royal & SunAlliance's Global E-Ventures initiative, usecolor.com. Biomni remains responsible for the development of Computacenter's electronic procurement system deployed by our customers across Europe.

#### **Outlook**

The twelve months following the millennium change-over have seen a gradual but steady return to anticipated trading patterns. As we move into 2001 we expect continued demand from our customers to deploy IT for enterprise e-business initiatives. We also anticipate that the accelerating adoption of Windows 2000 will drive demand for our core services.

Our customers also continue to look to Computacenter to provide selective outsourced services and we will continue to invest in people and systems to accommodate this growth. With strengthening demand and a sustained programme of long-term investment, the outlook for the Group remains strong.