

http://www.computacenter.co.uk/report96/

# **Report and Accounts 96 Computacenter Limited**









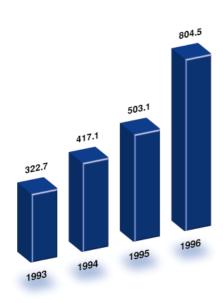




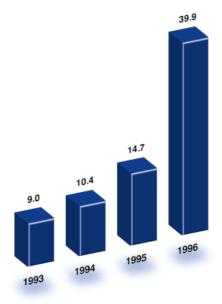




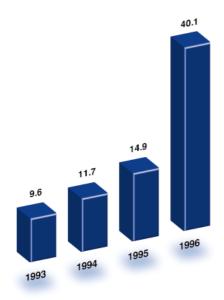
# Turnover, Profit, Earnings & Employees



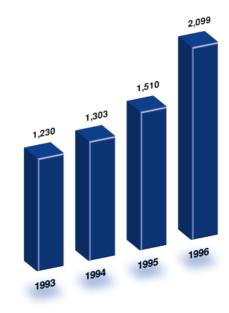
UK Turnover (£m)



UK Profit before tax (£m)



UK Earnings before exceptional items, interest & tax (£m)



**UK Employee numbers** 



### **RECEPTION**

## Welcome to our first virtual Annual Report and Accounts.

For a fully interactive version of this Report visit our Web site now at <a href="https://www.computacenter.co.uk/report96/">www.computacenter.co.uk/report96/</a>

From there you can print out any sections you want and even request more information on any aspect of our business.

Try it now. Because one day, this paper copy will be a thing of the past.

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### Reception

### A better service brings rewards.

Computacenter, already the largest UK owned IT company, increased its turnover by 60% during 1996.

This lets us invest still further in people, systems and processes - and look forward to passing on even more benefits to our customers.

Our aim - to provide long-term customer value, and lower the total cost of ownership through IT solutions based on understanding, experience and commitment.



### Complete solutions for major customers

In general, our clients are large corporate and government organisations. We supply a full range of value-added services, PC and UNIX equipment, software and consumables.

Last year alone, more than 250,000 PCs were despatched from our national distribution centre.

We have over 2,000 employees and 26 branches in the UK and France. Our joint venture, ICG, allows us to serve customers with offices across Europe, North America and Asia.

The quality of our solutions has seen Computacenter grow, since its beginnings in 1981, to a turnover of over £800 million in 1996.

### PRISM - a full spectrum of services

PRISM (Planning, Requisition, Integration, Support and Management) describes the modular range of services we offer, across all stages of the technology life-cycle.

### **Planning**

Architecture design and standards selection - Workplace management consultancy - Project definition and planning -Business take-on processes - Information services - Leasing and financing.

### Requisition

High product availability - Electronic procurement and tracking - Management of day-to-day relations with suppliers - Superior supplier terms and conditions.

### Integration

Off-site custom configuration - Installation and on-site configuration - Multi-platform consultancy - Specialist expertise - Project management.

### Support

Hardware maintenance - Software support - Network support - Disaster recovery - Training.

### Management

Out-tasking - On-site or off-site managed technical services - Network management - On-site managed administration services.

### Success - an evolving story

Computacenter was established in 1981 by British entrepreneurs Peter Ogden and Philip Hulme. They remain principal shareholders and executive directors of the company.

Growth has been almost entirely organic and consistently profitable. The company ploughs back profits, investing in skills and technology to deliver increasing levels of customer service.

In 1989, Computacenter co-founded the international joint venture ICG (International Computer Group), which enabled us to provide leading systems and services across Europe, North America and Asia.

In October 1992, Computacenter created a new company, Computacenter France. Employing 225 people and with a turnover of FF623 million (£78m) in 1996, it is already one of France's leading distributed IT systems and service providers. During 1996, the investment in Computacenter France was transferred to our holding company, Computacenter Services Group (CSG).



### Chairman's Statement

### Loyalty - not profit - is the key to our future.

1996 has been a landmark year for Computacenter, with turnover leaping forward by 60% to £805 million. Yet it is our operational objectives, not our financial results, that drive our business.

Our mission is to create loyalty by providing long-term value for our customers, employees and investors. Loyalty is earned by consistently delivering added value - in quality services to our customers, in job satisfaction to our employees and in a sound return for our investors.

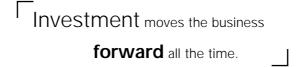
This strategy is paying dividends - customers are entrusting us with even more of their business, our people are staying with us longer and investor strategy is long-term.

Loyalty creates more growth, greater profits and still better value which can then be shared with customers, employees and investors alike.

Loyalty is an upward spiral. In a loyalty-based company, profits are a consequence, not a cause.

### Our objective is to build a truly great company.

Computacenter has a unique opportunity to become a UK company that is admired and envied around the world and one that leads customers, suppliers and employees up the value chain.



1996 has certainly seen significant progress towards achieving these long-term goals.

Our end of year staff levels have increased by 40% from 1,510 to 2,099.

We have invested in new systems and new business, including the CallCenter at Milton Keynes which offers problem management and technical support 24 hours a day, 365 days a year - something many individual organisations find uneconomical to provide in-house.

We have invested in new software and in re-engineering our warehousing processes and configuration centre.



Philip W. Hulme and Peter J. Ogden, Joint Chairmen

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We have invested in our maintenance business, adding a range of on-site and field maintenance services designed to reduce our customers' support costs.

### We believe in planning for the long term.

While there has been a trend among some businesses to downsize for short-term objectives, Computacenter takes the opposite view. We, and our investors, look at our business - and the return on our business - in the long term.

### Helped by a growing market.

Increasingly, computer applications are written for the client/server platform - Computacenter's core area of expertise. By investing in the best people, superior processes and a comprehensive range of services, Computacenter is able to capitalise on that market growth.

### Looking forward to the future.

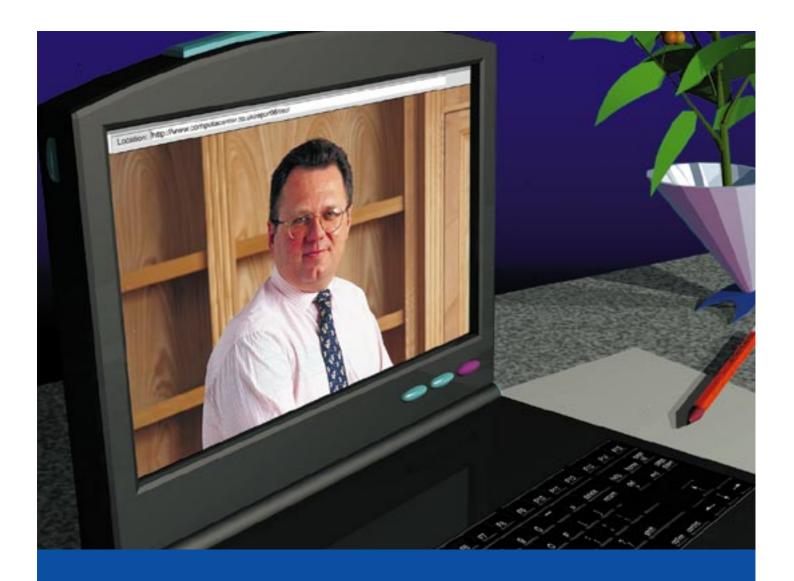
After 16 years, Computacenter is growing faster and winning more business than ever before. We are diversifying within our core business at a faster rate than ever, and the opportunities offered by geographical expansion are being fully explored.

The beginning of 1997 sees the business poised and ready for the next stage. It will be one based on the principles of loyalty and bring benefits for all.

Peter J. Ogden

Philip W. Hulme

Peter Sass den Philip wo thelma



Mike Norris, Chief Executive

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### Chief Executive's Review

### **Highlights**

In 1996 the company's turnover increased by almost 60% - from £503 million in 1995 to £805 million. Profit before tax for the year reached £40 million compared to £15 million in 1995, a growth of over 160%.

Increasingly powerful and complex operating environments, together with processorhungry applications, combined to drive the market for our products and services.

Microsoft NT and Internet/Intranet take-up grew rapidly, increasing the need for well-targeted, sophisticated IT services.

As the market grew, so did Computacenter's share of it. The company's ability to provide end-to-end solutions in turn drove our supply business.

The PC is increasingly the standard application platform for larger organisations - and Computacenter's PC sales rose from 132,000 in 1995 to 251,000 in 1996. Last year, Computacenter delivered over a quarter of a million PCs, or two PCs for every minute of every working day.

Growing revenues across our business have allowed significant investment in our processes and services, enabling us to pass on greater scale benefits to our customers.

Distributed IT creates a desktop management problem for many corporates. We have addressed this issue by focusing on our service provision, opening new support facilities and expanding our maintenance contract base. Service revenues make up a significant proportion of our turnover and previous investment in these areas accounts for our increase in profits this year.

Computacenter will continue to grow organically and remain focused on its core corporate and government markets.

Г	We provide a <b>total service</b> and	
	systems solution to give our customers	
	increased competitive advantage.	ı



Employee deployment, December 1996

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### **Planning and Integration**

Our customers are increasingly relying on us to monitor technology developments, interpret the implications and match them to their needs.

During 1996, we concentrated on answering this demand. We recruited and trained consultancy specialists and technical experts in areas such as Windows NT, Lotus Notes and UNIX systems.

For example, today Computacenter has one of the highest concentrations of Microsoft systems expertise in the UK.

We improved efficiency, reduced risk and maximised return for our customers through the use of business communications technologies, such as Internet/Intranets and workgroups.

We grew our Lotus Notes services business, developing a unique end-to-end service for Lotus Notes and Domino users.

Indeed, technical projects became one of the fastest-growing areas of Computacenter's business.

Many of our projects in 1996 were logistical, such as national roll-outs and head office installations. 60% of PCs were despatched with all software pre-configured at Radlett where our ACE (Automated Configuration Engineer) service provides standard, customer specific configurations. In 1996, more customers also took advantage of our asset-management service.

We are at the forefront

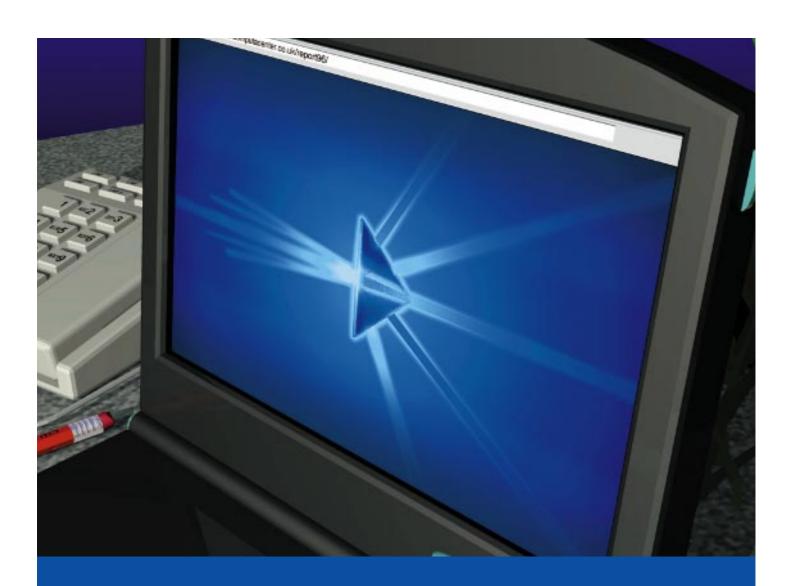
of **Internet/Intranet** based solutions.

### Requisition

### Our suppliers

A great deal of our success is due to our buying power and the excellent relationships we have with major manufacturers.

Companies installing PCs are reducing the number of different brands, further increasing the major vendors' growth.



### **PRISM** - A FULL SPECTRUM OF SERVICES

Our aim is to provide long-term customer value. Customers require a full spectrum of modular services, which we provide through our PRISM (Planning, Requisition, Integration, Support and Management) range of services.

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Furthermore, leading manufacturers have reduced the number of different resellers they use, preferring increased business with distributors and the larger service providers. This, too, helped grow our business.

### The Rise of the Enterprise Network

The trend to downsize host systems continued, mainly due to the mission-critical functionality offered by new applications written specifically for the desktop.

This led to an increased demand for server technology, particularly with Windows NT. Strong sales of UNIX systems, especially from Sun Microsystems, also contributed to growth.

New operating systems and applications such as Windows NT and Intranets fuelled our supply business. This led to greater sales of Internet and networking related products. Last year Computacenter was appointed Netscape's first authorised corporate value-added reseller. In 1996, we also became an ISP (Internet Service Provider) through our partnership with PSINet, the US market leader.

We saw a consequential rise in demand for networking products from IBM, 3COM, Cisco and Bay Networks - we recently won the largest Bay Networks contract, to date, in the UK and were named as the Best Bay Networks Indirect VAR in Europe, the Middle East and Africa.

In 1996 our own peripherals brand, PROJECT, expanded its range and almost doubled sales. PROJECT will continue to bring to market best of breed peripherals at competitive prices.

As a major organisation ourselves,
we **understand** the needs and problems
of Corporate and government clients.

### **Procurement services**

More and more customers are asking us to manage product portfolios on their behalf. A Context report, commissioned by Computacenter, found that, provided the process can be scheduled accurately, service providers like ourselves offer the best performance on final installation - with a clear time benefit over in-house installation.



### **PLANNING**

### Focusing on customer needs.

The pace of change is ferocious, yet we continue to provide advanced understanding and business interpretation of highly complex technologies. The result - reduced risk and maximised return on investment. In a Computacenter world, you can tap into a better planned future.

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It was the same with electronic procurement services. Another Context study found that our Customer System - now renamed On-Trac - demonstrated an average time-to-desk reduction of four days.

Most **computer applications** are written for the Client/Server platform which is **our speciality**.

### **Support & Management**

### **Managed Services**

We can manage some or all of a customer's desktop support. In 1996, our substantial investment in people in this area began to yield real returns.

The increased demand for out-tasking of non-core IT areas remains strong. For that reason we have provided a range of services that can be easily dovetailed with our customer's own internal support.

We experienced growth in our MADC (Moves, Additions, Deletions and Changes) business - an area where Computacenter offers a real advantage. Computacenter employees on-site at clients' premises managed a record number of office and desk relocations, as well as taking increasing responsibility for infrastructure systems such as voice and data connectivity.

Off-site rather than on-site server management developed during 1996, with new services offering preventative measures to reduce server downtime.

More of our customers used our help desk services, either on-site at the customer's premises or at our new CallCenter at Milton Keynes.

### **Maintenance Services**

Over the past two years, we have made a large-scale investment in our maintenance services. Today we have probably the most advanced parts handling facility in the UK.



### **REQUISITION**

### Delivering quality, on time.

Increased capacity and new premises ensure a future of quality services and improved efficiency, resulting in lower cost of ownership for our customers. In a Computacenter world, efficiency can be taken as read.

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This project has led to a close understanding of the true costs of supporting equipment, enabling us to design maintenance services that maximise our customers' support budgets.

Last year we exploited this advantage by linking our improved logistics with innovative and cost-effective on-site and field maintenance services. This included a next day on-site offering which enabled the cost of support to be bundled with the cost

of the hardware. This allows customers to build the cost of lifetime support into capital depreciation values. During the second half of the year alone, these improvements saw a 46% increase in our maintenance contract base.

### **Training**

The demand for training services is rocketing. In 1996 the question was less "How do I use my system?", but rather "How can I make the best, most productive use of my system?"

For trainers, that means more than just guiding people through features and benefits. As a result, we have invested in new courses and facilities that ensure our people link training to our customers' business needs. For example, technical training for IT professionals was a particular focus during 1996.

Computacenter is an organisation with a 1996 turnover of £805 million and one of the 10 largest private companies in the UK.

We opened a major new training facility in the City of London, and additional training centres at Manchester's World Trade Centre, and in Nottingham.

### **Distribution**

Computacenter's distribution business grew alongside our core direct-to-customer business during the year and provided mutual benefits to the organisation, with CCD, our distribution arm, drawing on the logistical advantages of our Radlett operation.



### **INTEGRATION**

## Implementing technical and logistical projects. From mass corporate roll-outs to operating system migrations, we deliver

the professionalism to keep our customers effective at all times.

In a Computacenter world, expertise comes as standard.

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CCD supplies from a core list of leading vendors, which enables customers to enjoy exceptional levels of product knowledge and availability. Indeed, as part of Computacenter, CCD is the largest customer for most of our suppliers, enabling us to pass on benefits of superior purchasing power, delivery and service to our own customers.

#### Infrastructure

Our warehousing capacity was increased by 50%, which we expect to yield substantial efficiency improvements.

We also opened new premises at Watford in 1996. Link House is home to our CCD operation as well as other internal IT and operational departments.

New Birmingham offices were opened on December 12, part of a prestigious new development at Aqueous House, WaterLinks. The 12,992 square feet office houses employees from Sales, Distribution, Customer and Field Engineering, Managed Services and Training. The additional space is necessary for planned recruitment during 1997.

### Internal IT Systems

In 1996 we continued to invest in internal IT to meet the needs of our expanding business.

Our training centres equip people to answer **our customers'** needs now and into the future.

Our Customer System was re-launched as 'On-Trac' and given additional functionality. This procurement and order tracking system provides a customer interface with our own order and warehouse processing systems. It has recently been enhanced to support electronic authorisation of procurement requests by purchasing and end-user management.

We also upgraded our core order processing, logistics and financial applications systems to increase throughput and improve customer service.



### **SUPPORT**

## Our people build businesses. We invest in the best people and quality training to give you ever-increasing

We invest in the best people and quality training to give you ever-increasing levels of skill in all areas of support and help.

In a Computacenter world, problems get solved.

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Lotus Notes, already widely used at Computacenter for electronic mail and the sharing of information databases, was implemented at our larger managed services sites across the country.

And we invested in recruitment and training within our software development team. We believe that by tailoring our internal IT systems more closely to the needs of the business, and so to our customers, the greater our competitive advantage.

### Marketing

Brand awareness was increased through the launch of new marketing programmes including sports/arts sponsorship and national advertising.

A Computacenter Web site at www.computacenter.co.uk, new customer seminar programmes and new customer publications were also launched during the year.

#### **People**

We created nearly 600 new jobs in 1996. Computacenter will continue to be a key investor in people.

During the year, recruitment and HR processes were made more responsive to our business needs, and measures included new performance reviews and graduate recruitment programmes.

The company also introduced Profit Related Pay and a new pension scheme as well as the monitoring of market salary levels. Employees were awarded a year-end bonus for achieving improved customer service and record turnover.

We employ the **best people**and **motivate** them to
deliver the **best services**.

### Management team

This was largely unchanged during the year. We believe the flat structure of the business' management allows us to grow while retaining close links with our customers, and has been instrumental to our success. A regional general manager level was added in 1996.



### **MANAGEMENT**

## Taking the strain off our customers. Computacenter's managed services put expert people on site for

Computacenter's managed services put expert people on site for some - or all - of our customers' desktop support services.

In a Computacenter world, support is always available.

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#### **Finance**

During 1996 Computacenter Limited grew by 60% without acquisition. The company's central control of Stocks, Debtors and Creditors enabled rapid growth without a significant impact on cash resources and without recourse to shareholders for additional funding. The cash inflow before financing movements was almost £3.5m and after repayments on loans outstanding at 31/12/95 the net inflow was £0.6m.

Debtor days at the year end were 45, significantly improving on the 48 days achieved at the end of 1995.

Stock turns reduced to 8.6 from 9.2 at the end of 1996. This was mainly due to the increased requirement to hold stock allocated for specific customers who often require a consistent technical specification and configuration for large project roll-outs and the requirement to achieve a high level of stock availability.

Growth accelerated during the second half of 1996 with the last quarter's turnover annualised at over £960m.

The company's operating margin increased from 3% in 1995 to 5% in 1996, reflecting increased asset utilisation and considerable investment in the higher margin services business.

Reducing the total customer cost of ownership is a COTE aspiration of Computacenter's

### business philosophy.

The company earned interest of £0.9m compared to interest costs of £1.1m, which reflects the net cash position for much of the year.

Dividends of £5m were paid to the new holding company, Computacenter Services Group (CSG), financing the interest payments on the CSG Eurobonds raised in 1995 to finance the acquisition of Computacenter Limited.



In 1996 Computacenter France was transferred to CSG at book value, reflecting CSG's role as the holding company for all the group's UK and Overseas operations.

Shareholders' funds increased by 65% through retained profit for the year, with an after tax return of over 60% on average capital employed.

### The future

We expect the services part of our business to grow notably as a proportion of our overall revenue. We also expect a rising demand for enterprise networking - an area where we intend to be a leading player.

We are planning to be a leader in the supply of Internet services and products. We will continue to focus on reducing the cost of ownership for our customers.

We also believe vendors will increasingly develop the indirect channel of supply, enabling us to increase our share of the corporate and government market.

Computacenter has seen unprecedented growth and we are already planning expansion into the new millennium. At the end of 1996, we entered into an agreement to acquire just over 20 acres of land on Hatfield Business Park, where we intend to relocate our Logistics and Head Office Administration functions.

Eventually, we hope to move the majority of our central functions from Watford and Radlett to the new site. It is a wonderful opportunity for business growth, and to improve our employees' working environment.

Our employees are the best in the industry. We would like to thank them and all those who contributed to our success in 1996.

Mike Norris

Chief Executive

### **Profiles**



#### 1 Philip Hulme - Joint Chairman

Age 48

Philip Hulme graduated from Imperial College London with a First in Mechanical Engineering, after which he spent two years with Unilever as a consultant in operations research and industrial engineering. In 1971 he won a Harkness Fellowship and embarked on a two year MBA course at the Harvard Business School, where he met Peter Ogden. On receiving his MBA in 1973 he joined the Boston Consulting Group, for whom he worked in the US, South Africa and the UK, rising to Vice President in 1979 and Managing Director of the London office in 1980. In 1981 he co-founded Computacenter, since when he has worked for the company on a full time basis. He is also a director of Computasoft.

### 2 Peter Ogden - Joint Chairman

Age 49

Peter Ogden holds a BSc and PhD in
Elementary Particle Physics and an
MBA from the Harvard Business School.
In 1978 he was appointed Managing
Director of Merrill Lynch Capital
Markets Group. In 1980 he moved to
Morgan Stanley where he became a
Managing Director and latterly an
Advisory Director. He founded
Computacenter with Philip Hulme in

1981. Peter Ogden is also Chairman of Computasoft, President of Computacenter France, a director of Omnia Limited, and a non-executive director of the Abbey National and Anglo & Overseas Trust.

#### 3 Mike Norris - Chief Executive

Age 35

Mike graduated with a degree in
Computer Science and Mathematics
from East Anglia Univerity in 1983.
He joined Computacenter in 1984 as a
salesman in the City office. In 1986 he
was Computacenter's top national
account manager. Following
appointments as a Regional Manager
in 1988 and General Manager of the
Systems Division in 1992, he became
Chief Executive in December 1994 with
responsibility for all day-to-day activities
across the company.

### 4 Tony Conophy - Finance &

#### **Commercial Director**

Age 39

Tony has been a member of the Institute of Chartered Management Accountants since 1982. He joined Computacenter as Financial Controller in 1987 from the Cape Industries PLC group where he was the Financial Controller of a Cape subsidiary for 4 years. In 1991 he was appointed as General Manager - Finance

with responsibility for all aspects of finance. In 1996 he was appointed as Finance and Commercial Director with responsibility for all financial, purchasing and vendor relations activities.

### 5 Mike Davies - General Manager, IT and

#### **Technical Services**

Age 36

On leaving Oxford in 1982 with a degree in Law, Mike joined the Financial Services Division of Andersen Consulting. In November 1992 he joined Computacenter as General Manager, IT Services. In late 1994 he took responsibility for the On-Trac Customer System and the TecCenter and in late 1995 for the whole of Technical Services.

### 6 John Joslin - General Manager,

### **Services & Operations**

Age 32

Prior to joining Computacenter in 1987,
John spent three years with Hoskyns
Group PLC as a senior systems engineer.
He joined Computacenter's City office
as an account manager and worked with
several City customers before becoming
an Account Director and, in 1994,
London Regional Manager. Later that
year John was promoted to General
Manager with responsibility for Services.
In late 1995 John was also given
responsibility for Operations.



1 Philip Hulme

7 Alan Pottinger

2 Peter Ogden

8 Craig Routledge

3 Mike Norris

9 Chris New

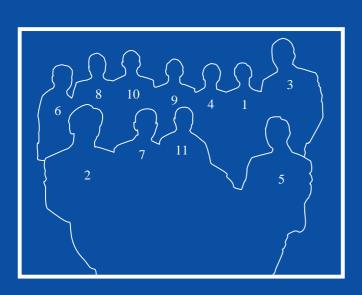
4 Tony Conophy

10 Gavin Quinney

5 Mike Davies

11 Martin Hellawell

6 John Joslin



### Profiles (Continued)



### 7 Alan Pottinger - Company Secretary

Age 39

Alan joined Computacenter in 1986 as
Company Secretary following three
years as Assistant Secretary at Sphere
Drake Insurance PLC and two years as
Assistant Corporate Secretary for Crown
Agents. Alan is responsible for all legal
and insurance issues within the company
and, since 1994, Human Resources. Alan
is a Fellow of the Chartered Institute of
Secretaries and Administrators.

### 8 Craig Routledge - General Manager,

### **Managed Services**

Age 39

Previously a Divisional Managing
Director of Computer Marketing PLC,
Craig joined Computacenter as Central
Regional Manager in 1990 and became a
Managed Services Account Director in
October 1992. In November 1994 he
took over responsibility for
Computacenter's Managed Services
business nationally.

### 9 Chris New - General Manager,

### **Business Development**

Age 38

Chris graduated from London University in 1979 with a degree in Law. On leaving University he worked at UK distribution company Computer Ancillaries and then at UK dealer First Computers, part of the Heron Group. At First Computers he was manager of the Moorgate sales office, concentrating on City accounts. In January 1987 he joined Computacenter as a major account manager and in 1988 was made Branch Manager of St Pauls, London. In 1990 he was made London Regional Manager and in 1996 was promoted to General Manager with responsibility for major accounts and business development across the UK.

### 10 Gavin Quinney - General Manager,

### Sales

Age: 36

Gavin worked at Christies and in the wine trade before joining a computer dealer in the early 80s. After joining Computacenter as an account manager in 1984, Gavin became Branch Manager at the Strand office and, after a period managing a London account team, became Regional Manager in 1992. At the end of 1994 he was promoted to General Manager with responsibility for all London business. In 1996 Gavin became responsible for the development of the sales force nationally.

### 11 Martin Hellawell - General Manager,

#### **Corporate Development and Marketing**

Age: 32

After graduating from university in 1987 with a degree in Marketing and French, Martin joined Miles 33, a subsidiary of the Carlton Communications Group, as a marketing executive. In 1988 he moved to Paris to create their French subsidiary and was appointed General Manager. His involvement with Computacenter began in 1990 when he became Marketing Manager of ICG. Following the creation of Computacenter France, Martin left ICG to assist in the restructuring of the French company. In 1993 he was appointed Head of Marketing at Computacenter. In 1996 he was promoted to General Manager -Corporate Development and Marketing.

# In a Computacenter world, customers speak out.



### Colin Campbell, Executive Manager, Ernst & Young

"Computacenter understand Ernst & Young and our business and this enables us to achieve our goals and objectives for a true partnership. Partnership in business is the most misused word, but Computacenter understand it".

### Guy Liddell, Director, Dibb Lupton Alsop

"As with any organisation, it is the quality of the people we actually work with that counts. Your account manager's commitment and effort has been key to turning around an unsatisfactory position to one where we have placed a great deal of trust and confidence in him and therefore in Computacenter"

### Steve Lugger, Technical Support Manager, South Western Electricity Board

"Computacenter employs, in my experience, good, knowledgeable people who understand our requirements. As a company, they are easy to do business with."

### Richard Newton, Project Manager, Railtrack

"Throughout the exercise we felt we were not so much working with a supplier as with a true partner who gets things right without having to wait for reams of paperwork. Effective project management calls for planning, precision and trust. Computacenter delivers all of these in abundance."

### **Customer Satisfaction Programme**

The customer quotes above include comments taken directly from our Customer Satisfaction Programme, piloted in Autumn 1996. By analysing and acting upon the information provided through the programme, Computacenter intends to deliver still greater quality and long-term value to its customers. The Customer Satisfaction Programme will be extended during 1997.

### Paul Dolman, Group Desktop & Network Manager, Royal & Sun Alliance

"Our account manager has displayed exceptional commitment to our account and has made himself available seven days a week to ensure customer satisfaction"

### Owen Williams, Group IT Director, DJ Freeman, Solicitors

"We know that if [Computacenter] recommends a particular piece of kit it is because they have practical experience of implementing it somewhere else, and they know it will work for us...

We are a firm which stands by its promises, and we pay a high level of attention to detail. We're comfortable with Computacenter because they have the same attitude."

### David Milner, Computer Services Manager, Welsh Development Agency

"We've gone from buying boxes to buying service. Today, we'd give Computacenter a much wider brief and extend the range of services covered in the agreement to include maintenance of the existing equipment that they had not supplied."

### Chris Benson, Network Manager, Woolwich Building Society

"What I really liked was that throughout the project we all worked very closely as a team, there really was no dividing line between Computacenter and us. The project management ran very smoothly and the new LAN was actually handed over ahead of the due date, despite a lot of external pressures. The new system works well, and everybody's happy. That's what I call a result!"

## Contacts

For general enquiries contact Computacenter Marketing on 0171 593 4655, or visit our Web site at www.computacenter.co.uk

or visit our Web site at www	w.computacenter.co.uk			
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Aberdeen	Unit 2	Computacenter House	Theatre Square	
The Glover Pavilion	Oak Court	93-101 Blackfriars Road	Swindon	
Aberdeen Science &	Betts Way	London	Wiltshire	
Technology Park	Crawley	SE1 8HL	SN1 1QN	
Balgownie Road	West Sussex	Tel: 0171 620 2222	Tel: 01793 423000	
Bridge of Don	RH10 2GB	Fax: 0171 261 0510	Fax: 01793 421277	
Aberdeen	Tel: 01293 560750	London - Training	Welwyn	
AB22 8GH	Fax: 01293 562251	4th floor	Trevelyan House	
Tel: 01224 825000	Edinburgh	Broad Street House	7 Church Road	
Fax: 01224 828191	Keith House	55 Old Broad Street	Welwyn Garden City	
Birmingham	2 Redheughs Rigg	London	Hertfordshire	
Aqueous House	South Gyle	EC2M 1RX	AL8 6NT	
Rocky Lane	Edinburgh	Tel: 0171 650 5700	Tel: 01707 373707	
Waterlinks	EH12 9DQ	Fax: 0171 650 5750	Fax: 01707 373541	
Birmingham	Tel: 0131 317 7166	London - Computasoft	Computacenter France	
B6 5RQ	Fax: 0131 317 7338	150 Strand	58, Rue de la Belle Etoile	
Tel: 0121 359 4455	Glasgow	London	Z.I. de Paris Nord II	
Fax: 0121 359 5649	4th Floor	WC2R 1JP	B.P. 50387	
Bristol	Stock Exchange House	Tel: 0171 379 5650	95943 Roissy CDG Cedex	
1 Westpoint Court	7 Nelson Mandela Place	Fax: 0171 379 7505	Tel: 48 17 41 00	
Great Park Road	Glasgow	Maidonhoad	Fax: 48 63 04 72	
Almondsbury	G2 1QY Tel: 0141 226 8222 Fax: 0141 226 8223	Maidenhead  3 Kidwells Park Drive  Maidenhead  Berkshire		
Bristol				
BS12 4PS				
Tel: 01454 614444	Leeds	SL6 8AQ		
Fax: 01454 620803	Unit 9	Tel: 01628 785181		
Cardiff	Pavillion Business Park	Fax: 01628 784217		
Unit 38	Royds Hall Road	Manchester		
Lambourne Crescent	Leeds			
Cardiff Business Park	LS12 6AJ	Enterprise House Waterfront 2000		
Llanishen	Tel: 0113 279 8686	Waterfront Quays		
Cardiff	Fax: 0113 231 1594	Salford Quays		
CF1 5GG		Manchester		
Tel: 01222 761331		M5 2XW		
Fax: 01222 747834		Tel: 0161 848 8088		
		101. 0101 040 0000		

Fax: 0161 848 9431

**ICG Worldwide** 

**EMEA** 

Austria

Computer Systemvertrieb

Austria Belgium

Systemat & Datarelay

Denmark

DanaData

Finland

Novosys

France

Computacenter France

Germany

Computacenter Germany

Greece

ABC Group

Ireland

Cara Group

Italy

TC Sistema

Netherlands

RAET Systems & Services

Norway

A/S EDB

Portugal Prológica

South Africa

Tac Technologies

Spain

Logic Control

Sweden

OWELL

**Switzerland** 

ALSO

Turkey

Tepum

**United Arab Emirates** 

Al Bawardi Computers

**Americas** 

Brazil

Inacom do Brasil

Columbia

Optimiza Colombia

Mexico

Inacom de Mexico

Peru

Profesional Consulters

USA & Canada

Inacom

Venezuela

Inacom de Venezuela

**Asia Pacific** 

Australia

Business Computers of

Australia (BCA)

China

JOS Technology

Hong Kong

System-Pro

Japan

JBCC

Korea

ANAM S&T

Malaysia

ODS

Taiwan

China Data Processing Center

(CDPC)

Singapore

ODS

Associate members: in

Argentina, Chile, Czech

Republic, Cyprus, Hungary,

Indonesia, New Zealand,

Pakistan, Philippines, Poland,

Thailand.

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CONTACTS

## **Business Report**

### and Summarised Accounts 1996

## AUDITORS' REPORT ON THE SUMMARISED ACCOUNTS

We have examined the summarised accounts of Computacenter Limited set out on pages 34 to 37. In our opinion the summarised accounts have been properly extracted from the company's statutory accounts for the year ended 31 December 1996.

Ernst & Young

**Chartered Accountants** 

Registered Auditor

Reading

21 March 1997

### **IMPORTANT NOTES**

The Auditors' Report on the statutory accounts for the year ended 31 December 1996 was unqualified and did not contain a statement under sections 237(2) or 237(3) of the Companies Act 1985.

The financial information contained in this section includes the audited main financial statements of Computacenter Limited. However, it does not contain the notes to the Report and Accounts for the sake of brevity. It does not contain sufficient information to convey a full understanding of the results and state of affairs of the Company. For further information the full Report and Accounts should be consulted.

#### **DIRECTORS**

Mr P J Ogden (Joint Chairman)

Mr P W Hulme (Joint Chairman)

Mr P A B Beecroft

Mr J D Burgess (resigned 18 June 1996)

Mr R L Richards

Mr N M Bryan (resigned 15 May 1996)

Mr F A Conophy (appointed 16 September 1996)

Mr M J Norris (appointed 16 September 1996)

### **SECRETARY**

Mr A J Pottinger FCIS

#### **AUDITORS**

Ernst & Young

Apex Plaza

Reading

RG1 1YE

### REGISTERED OFFICE

Computacenter House

93-101 Blackfriars Road

London

SE1 8HW

### REGISTERED NUMBER

1584718



### **BUSINESS REPORT**

The directors present their business report and the summarised accounts of the company for the year ended 31 December 1996.

#### PRINCIPAL ACTIVITIES

The company's principal activities are the design, project management, implementation and support of integrated information technology systems.

### **REVIEW OF THE BUSINESS**

Computacenter has enjoyed an exceptional year of growth. Turnover increased 60% to £805 million (from £503 million in 1995). Operating profit rose by over 160% to £40,085,000 (from £14,909,000 in 1995). This significant growth in profitability is primarily due to increased returns from the services business and the increased utilisation of assets and infrastructure. Over the previous three years profit growth had been significantly inhibited by the company's large scale investment in services.

A number of trends in the corporate and government marketplace drove Computacenter's growth. The PC became the platform of choice for larger organisations, as new business applications were increasingly written specifically for the desktop. A growing interest in Internet/Intranet solutions, and the increased take-up of powerful and complex operating environments, together with the growth of processor-hungry applications, all combined to drive the market growth for products and services.

Meanwhile the increasing trend for vendors to rely on the indirect channel to the customer further opened the way for Computacenter to gain an increased share of the market.

Computacenter's enhanced range of planning, requisition, integration, support and management services, together with the company's continued investment in people, processes and systems ensured that it was ideally placed to take advantage of these trends in 1996. Over the year, the company created almost 600 new jobs, mostly in the service divisions.

On 1 January 1996, the Board transferred the company's investment in Computacenter France SA to Computacenter Services Group PLC at book value.

The directors would like to thank all employees for their contribution to the company's continuing success. We look forward to building upon Computacenter's unrivalled position within the industry, for the benefit of shareholders, customers and employees, in 1997 and beyond.

### **FUTURE DEVELOPMENTS**

Computacenter will continue to invest in people, infrastructure and information systems to improve the quality of service provided to its corporate and public sector clients. Achieving total customer satisfaction through operational excellence remains the corporate goal of Computacenter.

### RESULTS AND DIVIDENDS

The company's activities resulted in a profit before tax of £39,889,000 (1995: £14,748,000). The profit for the year available to shareholders amounted to £26,649,000 (1995: £9,168,000). A divided payment for the year of £5,000,000 (1995: nil) has been made.

### **DIRECTORS**

The directors who served during the year ended 31 December 1996 are listed on page 30.

#### CREDITORS' PAYMENT POLICY

It is the policy of the company that each of the businesses should agree appropriate terms and conditions for its transactions with suppliers (ranging from standard written terms to individually negotiated contracts) and that payment should be in accordance with those terms and conditions, provided that the supplier has also complied with them.

#### EMPLOYEE INVOLVEMENT

The company is committed to involve all employees in the performance and development of the company. Employees are encouraged to discuss with management matters of interest to employees and subjects affecting day to day operations of the company.

### **EQUAL OPPORTUNITIES**

The company is committed to a policy of treating all its employees and job applicants equally. No employee or potential employee receives less favourable treatment or consideration on grounds of race, colour, religion, nationality, ethnic origin, sex, disability or marital status or will be disadvantaged by any conditions of employment or the company's requirements that cannot be justified as necessary on operational grounds. To this end the company has an Equal Opportunities Policy. This demonstrates the company's commitment to make full use of the talents and resources of all its employees and to provide a healthy environment which will encourage good and productive working relationships within the organisation.

### CHARITABLE DONATIONS

The company has made charitable donations during the year amounting to £17,618 (1995:£18,470).



## STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE ACCOUNTS

As noted on page 30, the summarised accounts presented on pages 34 to 37 have been extracted from the full statutory accounts of the company and do not give all of the information contained in those accounts.

Company law requires the directors to prepare accounts for each financial year which give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing those accounts, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the accounts; and
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors confirm that the full statutory accounts comply with the above requirements.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the accounts comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### **AUDITORS**

Ernst & Young have expressed their willingness to continue in office as auditors and a resolution proposing their re-appointment will be submitted at the Annual General Meeting.

## **Profit and Loss Account**

for the year ended 31 December 1996

	1996	1995
	£'000	£'000
TURNOVER	804,538	503,101
OPERATING COSTS	(764,453)	(488,192)
OPERATING PROFIT	40,085	14,909
Exceptional item	-	(1,739)
Other income	905	2,456
Interest payable and similar charges	(1,101)	(878)
PROFIT ON ORDINARY		
ACTIVITIES BEFORE TAXATION	39,889	14,748
Taxation	(13,240)	(5,580)
PROFIT ON ORDINARY		
ACTIVITIES AFTER TAXATION	26,649	9,168
Dividends - ordinary dividends on equity shares	(5,000)	-
RETAINED PROFIT FOR		
THE YEAR	21,649	9,168

The company has no recognised gains or losses other than the retained profit for the year.

## **Balance Sheet**

### at 31 December 1996



	1996	1995
	£'000	£'000
FIXED ASSETS		
Tangible assets	17,340	10,907
Investments	8,435	6,073
	25,775	16,980
CURRENT ASSETS		
Stocks	78,294	43,829
Debtors	138,604	83,515
Cash at bank and in hand	17,836	17,202
	234,734	144,546
CREDITORS:		
Amounts falling due within one year	201,971	122,452
NET CURRENT ASSETS	32,763	22,094
TOTAL ASSETS LESS CURRENT LIABILITIES	58,538	39,074
CREDITORS:		
Amounts falling due after more than one year	3,385	5,769
PROVISIONS FOR LIABILITIES		
AND CHARGES		
Deferred taxation	199	-
TOTAL ASSETS LESS LIABILITIES	54,954	33,305
CAPITAL AND RESERVES		
Called up share capital	3,825	3,825
Share premium account	11,818	11,818
Capital redemption reserve	477	477
Profit and loss account	38,834	17,185
Shareholders' funds - equity	54,954	33,305

P J Ogden

P W Hulme

Directors

Approved by the board on 21 March 1997

## Statement of Cash Flows

for the year ended 31 December 1996

	1996	1995
	£'000	£'000
CASH INFLOW FROM OPERATING		
ACTIVITIES	27,919	12,311
RETURNS ON INVESTMENTS AND		
SERVICING OF FINANCE	(196)	1,072
TAXATION	(7,611)	(4,077)
~		
CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT	(15 (20)	(6,096)
AND FINANCIAL INVESTMENT	(15,639)	(6,086)
ACQUISITIONS AND DISPOSALS	4,012	(1,820)
EQUITY DIVIDENDS PAID	(5,000)	-
CASH INFLOW BEFORE FINANCING	3,485	1,400
FINANCING	(2,848)	(1,501)
Indicato		(1,501)
INCREASE/(DECREASE) IN CASH IN THE YEAR	637	(101)

## Statement of Cash Flows



for the year ended 31 December 1996

RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS			
	£'000	£'000	
NET FUNDS AT 1 JANUARY 1995		6,770	
DECREASE IN CASH IN THE YEAR	(101)		
Cash outflow from decrease in debt			
and lease financing	2,229		
Change in net debt resulting from cash flows		2,128	
NET FUNDS AT 31 DECEMBER 1995		8,898	
INCREASE IN CASH IN THE YEAR	637		
Cash outflow from decrease in debt			
and lease financing	2,848		
Change in net debt resulting from cash flows		3,485	
New finance leases		(118)	
NET FUNDS AT 31 DECEMBER 1996		12,265	

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VDER DEBRA ALEXIS ARSHAD ALI GHAZANFUR ALI CHRISTOPHER ALLEN JANE ALLEN JASON ALLEN MIKE ALLEN ANDREW ALLISON DAVID ALTER SAMANTHA AMENA DAVID AMEY TIM AMEY LUIGI AMITRANO MICHAEL AMOAH ROBERT
ISAH CELIA ANDERSON IAN ANDERSON OWEN ANDERSON CRAIG ANDREWS PAUL ANDREWS CAROL ANGELL SARAH ANGOVE DOMINIQUE ARAMA SARAH ARCHBUTT RICHARD ARCHER LISA ARGYLE ZEHIR ARIF GORDON ARMITAGE DAVID
AGE-BRAIN JON ARNOLD KARL ARNOLD SAVINDER ARORA SIMON ASHALL ADRIAN ASHLEY DAVID ASHLEY ANDREW ASHTON KISHOR ASSANI ADRIAN ASTLEY-JONES SIMON ASTON RICHARD ATKIN DARREN AUGUSTE ADAM AUSTIN LEO AUSTIN
 AUSTYN CHARLOTTE AYLING NATALIE AYLWARD ALAN BACK ANDREW BAILEY LYNSEY BAILEY STEVEN BAILEY TRISCH BAILEY TIMOTHY BAINBRIDGE GURDIP BAINS KATHY BAIRD ADRIAN PHILIP BAKER JEAN BAKER RUSSELL BAKER NENAD
 JAMES BALL STEPHEN BALL EVA BANDIN LINH BANH ALISON BANNISTER ELIZABETH BANNISTERKEITH BANNISTER FABIAN BAPTISTE BERNADETTE BARBER SANDRA BARBOUR FREDRICK BARDWELL PAUL BARDWELL DONALD BARKER
 AS BARKER MICHAEL BARKER NEIL MICHAEL BARKER YVETTE BARLOW IAN BARNES SIMON BARNES HELEN BARNETT KIM BARON PETER BARON MARK BARRETT GINA BARRINGTON ANTHONY BARRON DAVID BARTON STEPHEN BARTON JOHN
ORD SUNJIT BASRA EDWARD BATCHELOR MAUREEN BATCHELOR ANDREW BATES HILARY BATT DAVID BATTY ANNA BAUGH MANUEL BAUTISTA JASON BAX PETER BAXTER DAVID NIGEL BEALES JOHN BEARD LARA BEARD NICHOLAS BEARD
BEARDSLEY DESMOND BECKFORD DAREN BECKHURSTRICHARD BEDFORD GAVIN BEE MICHAEL BEIRNE NICHOLAS BELGROVE DAVID BELL ELIF BELL JAMES GORDON BELL NICOLA BELL JONATHAN BENNETT KATE BENNETT MANDY BENNETT
BENNETT NEILL BENNETT VONNE BENNETT JOSEPH BENSLEY CATHERINE BENSON IAN BERRY SIMON BERRY STEVEN BERRY DAVID BERTIN KEVIN BESTEORD PAUL A BETTESWORTH JOHNATHAN BEVAN VALIGHAN BEYNON ME JID BHATTI TAHIR
I MARK BICKNELL CAROL BIGGS SOPHIE BIGGS JULIE BILBEY GRANT BILBOE GILLIAN BINGHAM REBECCA ANN BINNS STERLING BINNS DAVID JAMES BIRCHALL BARRY BIRD NEIL BIRD RAJ BIRD ICYROUS BIRGANI JACQUELINE BIRT BRYAN
S JEAN BISHOP STEVE BISSEX PAUL BISWELL ROWLAND BLACK MICHAEL BLACKABY ELAINE BLACKLOCK SAMANTHA BLACKSHAW MARTIN BLAKESTEVE BLANCHE JOHN BLAND MIDGE BLINDELL DUNCAN BLOWERS STEFAN BLOWERS ANDREW
ELL JEFFREY BLUNSDON ANDREA BLUNT PAUL GREGORY BOARD KEVIN BOGAN BEN BOLDISON IAN BOLDISON RICHARD BOLDISON PAULA BOLGER JOANNE BOLTON AMANDA BOND ANDY BOOSEY KEVIN BOOTH NIGEL BOOTHE REBECCA BORDE
 BOTI FY DERORAH BOLIRNE MATTHEW BOVILLE MARK BOWERMAN LEON BOWES-SMITH TRACEY BOWKER GARY BOYD CHARLES BRADEORD DECLAN BRADY FLIZABETH BRADY SLISAN BRADY ANTHONY BRAND MICHAEL BRANNIGAN RUPINDER
TEPHEN BRAUND PETER BRAYBROOKE DAVID BRENNAN ROY BRENNAN RUSSELL BRENNAN MARK BRENTA DEBORAH BRERETON JOHN BRERETON MARK BREWER DANIEL BRIGHTMAN CHRISTOPHER BRISTOW ADAM BROADBENT MICHELLE
HURST TERENCE BROCK ANNA BRODEY ADRIAN BROMELL MICHAEL BROOKES JENNIFER BROOKS LEE BROOKS RACHEL BROOKS JANE BROOMFIELD ALLERIC BROWN ANTHONY BROWN AUDLEY BROWN CAROLINE BROWN CHRISTOPHER BROWN
BROWN HELEN BROWN NICHOLAS BROWN SARAH BROWN SCOTT BROWN STEPHEN BROWN MARTIN BROWNLIE IAN BRUCE INGA BRUCE NANCY BRUCE HEATHER BRUNT EDMUND BRUTON RICHARD BRYDIE NEIL BUCHANAN ROBERT
NAN FRANK BUCKLE ANDREW BUCKLEY KENNETH BUCKLEY MIRIAM BUCKLEY ADRIAN BULL DAVID BULL JANE BUNYARD JONATHAN BUNYARD PETER BURCH ALAN BURGESS CAROLYN BURGESS CRAIG BURGESS EMMA BURGESS SIMON
SS JASON BURKE KEVIN BURKE STEVEN BURKE KELLY BURNETT AMANDA BURNS BELINDA BURROWS ROBERT BURROWS MARCUS BURTON TIMOTHY BURY NICK BUTCHER JOANNA BUTLER NADEEM BUTT SAMANTHA BUTTON LINDY BYERS
BYRNE JANE BYRNE SIMON ALEXANDER BYRNE DAVID CADDIS KEVIN CAHILL NIGEL CAIN GEORGE CAIRNS SUSAN CAIRNS PETER CALLENDER DAVID CALLISTE PATRICK CALTHROP SAMANTHA CALVERT ANTONIETTA CAMPBELL
CAMPBELL SONIA CAMPBELL MICHELLE CAMPION RICHARD CANE GARY CANNON LINDSEY CANNON NEIL CANT CLAIRE CAPSTICK CELINA CAREY LYNETTE CARLISLE ALASDAIR CARNIE RACHEL CARNIE ANDREW CARR OLIVER CARRINGTON
\CARROLL DAVID CARROLL OLIVIA CARROLL IAN CARRUTHERS JOANNE CARRUTHERS LESLIE CARSON DAVID CARTER SIMON CARTER FILIP CARUBIA NORMAN CASE MATTHEW CASEY PAUL CASEY DERRY CASSIUS LEO CASTILLO DIANA CATMULL
ELLA BRIAN CENAC JOHN CHADWICK CLAIRE CHALLONER GORDON CHALMERS JOANNE CHAMBERS ROBERT CHAMBERS WENDY CHAN BEEJAL CHANDE ANDREW CHANDIRAM GEORGE CHAPLIN MATTHEW CHAPMAN WILLIAM CHAPMAN
M CHAPPELL JULIAN CHARD EMMA CHARLTON MARK CHATMAN NADIA CHAUDRY JYOTI CHAUHAN RUKESH CHAUHAN ADRIAN CHECKETTS DAVID CHEUNG ANGELA CHICK NEIL CHILLINGWORTH BRUCE CHOPPING ANDREW CHOW SHARON
OPHER ANDREW CHUDZIK DIANE CLAIR DENIS CLANCY WAYNE CLARIDGE CHRISTOPHER CLARK DAVE CLARK GORDON CLARK HOWELL CLARK JONATHON CLARK JULIET CLARK MARK CLARK CARL CLARKE GARY WILLIAM CLARKE GASTON CLARKE
I CLARKE LEE DAVID CLARKE MARTIN CLARKSON NIGEL CLINCH SUZANNE CLITHEROE JOHN CLOTHIER DAVID CLOUD SHARON CLUTTERBUCK RACHEL ANN COATES TARA COATES KENNEDY CODLING MARTIN JOHN COFFEY MICHAEL COGGINS
COLCLOUGH MARK COLE MARTIN COLE CLIVE COLEMAN DEREK JAMES COLEMAN KERRY COLEMAN GEOFFREY COLLARBONE ANDREW COLLINS ELIZABETH COLLINS RICHARD COLLINS SUZANNE COLLINS MICHAEL COLLMAN MICHAEL CONANT
INE CONLIN ANTHONY CONOPHY JOHN CONROY NATALIE CONROY VASOS CONSTANTI KEITH COOK PAUL COOK PETER COOK LORRAINE COOKE STUART COOKE ANTHONY COOPER GILLIAN COOPER JONATHAN COOPER SEAN COOPER SIMON
R STEVEN COOPER TONY COOPER OMAR COOWAR JAMES CORNWELL JOHN CORPE ANGELA CORRIGAN LOUISE COSTALL FILLE COSTELLO MARTIN COTTER MATTHEW COLIZENS JEFERFY COVELLE ALISDAIR COWAN GRAHAM
REY BRIAN COWLEY CHRISTOPHER COX ELAINE COX KATHLEEN COX STEPHEN COX BRIAN COYLE MICHELLE COZENS VICTORIA CRANFIELD STUART CRANSTON DAVID CRATE DANNY CRAWLEY MARK CRAWSHAW ALAN CRAYTON LAURA CRITCHER
CRITTALL MICHAEL CROOK KIM CROSS PAUL CROSS RICHARD CROSS SAMANTHA CROLICH ANTHONY CROW RORY CROY CLAIR CRUTCHIEV NIGEL CHILLEN CURST PAUL CROSS RICHARD CHIMMINGS SIMON CHIMMINGS STEPHEN
 FE DUNCAN CUNNINGHAM AMY CURRAN STEVEN CURTIS MICHAEL CUSACK DARREN CUSDIN DANIEL CUSSEN ANTHONY CUTHBERT DAREN CUTHBERT RICHARD CUTLER SIMON CUTLER SWATI DABHADE STEPHEN DABORN RICHARD DABREO
PIERRE DAESCHLER PARVIN DAFFU TIMOTHY DALBY MERVA DALEY PETER DALLOZ JULIA DALLY YASMIN DALPADADO CHRISTOPHER DALTON FIFI DANFUL NEETA DANSINGANI LEANDER DARWENT DAVID DATCHLER JANE DAVENPORT ELAINE
 GARETH DAVIES JOANNE DAVIES MARTIN DAVIES MICHAEL DAVIES STEPHEN DAVIES VICTORIA DAVIES JULIAN DAVIS SIMON DAVIS ANTHONY DAVISON JOHN DAWSON CAROLINE DE VRIES SONJA DE WITT MICHELLE DEAN JOHN DEBENHAM
 AS DEBENHAM CHRISTOPHER DEEKS JOANNA DEFER-WYATT STEVEN DEGERLUND MARK DELICATE HELEN DELL CHARLES DENHAM MICHAEL DENNEHY TERRY DENNETT DARRYL DENTON ALPA DESAI PHILLIP DESBOROUGH JOHN DETRE ROBERT
 . NICHOLAS DEVINE SALLY DEVINE AMANDA DEVLIN HARDEV DHADWAL KALLY DHALIWAL SATPAL DHALIWAL RASHPAUL DHANJAL GURCHARN DHARIWAL MARIA DI-RIENZO FREDERICK DIBBEN DONNA DIMOND MIRIAM DIN MARK DIXON HELEN
TY KEVIN DOLLARD DAVID DONSON LEONARD DORMAN MARTIN DORMANN CLARK DORRIAN CLAIRE DOS RAMOS BRETT DOUGLAS PHILIP DOUGLAS IAN DOVE MICHAEL DOVE LEIGH DOWDING CLARE DOWLING BRIAN DOYLE KIM 
NATER KEVIN DRINKWATER LEE DRISCOLL CLARE DROUGHT CLARE DRUMMOND WENDY DUFFIELD MARC DUFFY ADRIAN DUGGAN EARL DUJON DAVID DUKE STEPHEN JOHN DUKE MICHAEL DUNA AUDRICK DUNCAN WENDY DUNCOMBE DAVID
.M WILLIAM DUNLOP CHRISTOPHER DUNN-BUTLER JAMES DUNNE SUZANNE DUNSIRE DANIEL DUPUIS MATTHEW DURES DEBORAH DURY MARGARET DURY MICHAEL DWYER TREVOR DWYER SIMON EARLE CHRISTOPHER EASTING SHARON
E FRANCES EATON KEIR EATON RICHARD EATON PAUL ECCLESTON STEPHEN EDGAR SHONA EDMONDS KAREN EDWARDS NICOLA EDWARDS PETER EDWARDS HELINE ELLISON DAVID EMERY SARAH ENGLAND BARBARA ENGLISH STUART
 NAP MARK ESPOSITO EDWARD EVANS GRANT EVANS BARRY EVERTON CLAUDIO FADDA JAMES FADIORA BRYAN FAIRFIELD GLORIANE FANIS ISSA FARHOUD CATHERINE FARMER JASON FARRER JASON FAULKNER EILEEN FAWCETT
HAN FEATHER MALCOLM FEENEY CHRISTOPHER FELTON JULIE FELTON ALAN FENNEL JAMES FENNEL STUART FENNEL MICHAEL FENSOME COLIN FENTON LENNUX FERDINAND SYMBERT FERDINAND LISA FERGUSON VICTOR FERNANDES JOSEPH
NDO FRANCOIS FERRAZZA LARRY FERRELL JENNIFER FERROL IAN ALEXANDER FEWS PAUL FFOULKES PETER FIELDING KAREN FIGG DAVID FINDLAY ASHLEY FINESILVER STEPHEN FINNEGAN GARY FISH ABIGAIL FISHER CLAIRE FISHER IAN FISHER
ISHER ROY FISHER SARAH FITZGERALD BRENDAN FITZSIMONS GLENN FLETCHER PETER FLIGMAN ANDREW FLYNN DEREK FLYNN JOHN FOLEY JAMES FOORD CONRAD FOOTER LIANE FORBES JASON FORD JEREMY FORD RICHARD FORD WILLIAM
 LLAN FORREST ANN FORRESTER GARY FORSTER JULITA FOSTER KAREN FOSTER VICKIE FOWLER PAUL FOX DAVID FOXON ROBERT FOXWELL LORRAINE FRAHER ANTHONY FRAMPTON BARRY FRANCE HOWARD FRANCIS JOE FRANCIS NEIL FRANCIS
FRANCIS SEAN FRANCOMBE MARK FRANKLIN MARTIN FRANKLIN KEVIN FREEMAN TESSA FREEMAN NIGEL FREEMANTLE LUCILLE FRENCH RUTH FRENCH TANYA FRENCH ALISON FROST CHRIS FROST GRAHAM FROST GAVIN FULTON STEVEN
AUX LUIGI FUSCO PATRICK GAFFNEY SUSAN GALLAGHER MIKE GAMBLE MOHAMMED GANGAT STEPHEN GAPPER PAUL GARD RAYMOND GARDINER DEAN ANTHONY GARDNER STEPHEN GARDNER TIMOTHY JOHN GARRATT PETER GASKIN CHRIS
RD SIMON GAY SUZANNE GEARY CHRISTOPHER GEE KEVIN GEE SANDI GEEN PAUL GELL ANDREW GENDERS SANDRA GEOGHEGAN KEVIN GEORGE STEVE GEORGIOLI CLEMENT GETHINGS AMANDA GETTINGS VAHIK GHARIBIAN AMOLOCK SINGH
 RE ROGER GIBBONS TRACEY GIBBONS LISA GIBSON MARIANE GIBSON MICHAEL GIDDINGS SCOTT GILBERT PAM GILBEY SAMANTHA JANE GILEAD BILLY GILL SANJEEV GILL VERNON GILL ANDREW GILLAN STUART GILLESPIE DECLAN GILLEY
2F GINGELL ALAN GIRVAN RRIDGET GISRY KATHERINE GUILLAND CLIVE GLADWIN JUDITH GLASSRROOK KEITH GLOVER RRIAN GLYNN SIMON GLYNN TRACY GLYNN MAHESH GORINDRAM ANDREW GODDARD, JASON GODSALL PAUL GOGGIN KAY
MITH VICKIE GOLDSMITH LARA GOLLE MARI-LUZ GOMEZ JULIAN GOODBARNE JASON GOODE CHRISTINE GOODWIN LEE GOOGE CALVIN GOOM KEVIN GORD PAUL GORDON KAY GORE ANNE GOTTS ANDREW GOUGH JONATHAN GOULDING ADRIAN
ANTHONY GRAHAM PAUL GRAHAM RAMONA GRAHAM DAVID GRANT FLAINF GRANT RACHAFL GREATTAN REN IAMIN GRAY JEANNINE GRAY FRANT ROCKET GRAY TIM GRAY JACOLIFLINE GRAYSTONE MICHAFL GREATWOOD RARRY GREEN
 OPHER GREEN DARRYL GREEN PETER GREEN REBECCA GREEN ANGUS GREGORY MARK GREGORY RICHARD GREGORY ROLF GREGORY ROLF GREGORY TOLF GREGORY MARK GREGORY MARK GREGORY RICHARD GREGORY ROLF GREGORY TOLF GREGORY MARK GREGORY MARK GREGORY RICHARD GREGORY ROLF GREGORY TOLF GREGORY MARK GREGORY MARK GREGORY ROLF GREGORY ROLF GREGORY TOLF GREGORY MARK GREGORY MARK GREGORY ROLF GREGORY ROLF GREGORY ROLF GREGORY MARK GREGORY MARK GREGORY MARK GREGORY ROLF GREGORY ROLF GREGORY MARK GREGORY MARK GREGORY ROLF GREGORY ROLF GREGORY MARK GREG
GRIST MICHAEL GROSSE SEAN GROVES CHARLES GRUNDY AUSTIN GUEST PAUL GULBRANSEN KAREN GULL JOHN GUNN MAXINE HADAWAY MARTIN HADFIELD IAN HADLEY PAUL HAGGER STEVEN HAINES SUZANNE HAINSBY KAREN HAISMAN
HAKE ADRIAN HALL GEOFFREY HALL MICHAEL HALL TONY HALL TREVOR HALL VICTORIA HALL MICHAEL HALLIWELL LOUISE HALLS STEPHEN HALLS TIMOTHY HAMBLIN IAIN HAMILTON WILLIAM HAMILTON KELVIN HAMMOND SIMON HAMMOND
ANCOCK HELAENA HANKIN KEITH HANNESS CAROLINE HANNINGTON RICHARD HANNON CARL HANRAHAN CHRISTOPHER HANSON DONNA HARDING GEMMA HARDING ROBERT HARDING TERRY HARDWICK JOHN HARDY RUPERT HARDY
EL HAREN CHRISTOPHER HARGREAVES MICHAEL HARLOW ROBIN HARMON JANET HARPER TREFOR HARRIES ANDREW HARRIS COLIN HARRIS DEBORAH HARRIS LEE HARRIS LUKE HARRIS MARK HARRIS ANDREW HARRISON MAUREEN HARRISON
LLE HARRISON HUGH HARRISON-ALLEN ROBIN HARRY JESSICA HART VIVIENNE HART ALISTER HARTMAN DIXIE HARVEY JANINE HARVEY STEPHEN HARVEY VYKKY HARWOOD PETER HASLAM GRANT HATTON BRIAN HAWKES BENJAMIN
NS DENNIS HAWKINS LISA HAWKINS MARC HAWKINS GEORGINA HAWTIN RACHEL HAY RAY HAY CHRISTOPHER HAY-DAVISON TAMMY HAYDEN ADAM HAYES STEPHEN HAYES KENNETH HAYNES LUCY HAYTER NICHOLAS HAYWARD PAUL HAZELLS
ES HEADLAM SARAH HEALEY PETER HEALY CHRISTOPHER HEATH IAN HEATH RICHARD HEATHFIELD PAMELA HEDLEY MARTIN HELLAWELL THOMAS HEMSLEY BRIAN HENDERSON RAYMOND HENDERSON MICHELLE HENDLEY IAN HENDRY MARTIN
SSY DAVID HENRY NATASHA HENSON NICHOLA HERATY DERICK HERELLE THOMAS HESKIN ESTHER HETHERINGTON HELEN HEWITSON CHRISTOPHER HEWITT ROSS HEWITT DARREN HICKMAN JULIA HIGGINS STEPHEN HIGGINS WARREN
 S DAVID HIGGS DEBBIE HIGGS ANDREW HILL CAROLE HILL CHRISTOPHER HILL LILIAS HILL STEWART HILL IAN HINDLER DAVID HINSELWOOD BHUPENDRA HIRANI NITEEN HIRANI GORDON HIRST STEVEN HOARE LISA HOBSON NICHOLAS JOHN
N ADRIAN HODDER ALICE HODGE CELENA HODGE FAITH HODGSON PHILIP HODGSON WILLIAM HODGSON CAROL HOFMAN JOANNE HOGAN CHRISTOPHER HOLBROOK CAROL INF. HOLDEN TERRY HOLDER LEIGH HOLGEN DARREN HOLLAND
E HOLMES MICHAEL HOLMES STEVEN HOLMES ZOE HOLMES DAVID HOLNESS ALAN HOLOHAN KIM HOLOHAN JOHN HOLT ROBERT HOLT RICHARD HONE MELANIE HONEYBELL MARC HONEYWELL CLAIRE HOOPER BEVERLY ANN HOPKINS ZOE
R AMANDA HORNSBY CRAIG HORSFIELD KATHRYN ELIZABETH HOUSLEY ELIZABETH HOUSTON KIRSTEN HOW NICHOLAS HOWARD SALLY HOWARTH KAREN HOWELLS NICHOLAS HOYES ABIGAIL HUBBARD ZOE HUDDART COLIN HUGHES JOHN
 S KELLY MARIE HUGHES KELVIN HUGHES NICHOLA HUGHES THOMAS HUGHES ALISON HULL PHILIP HULME JERRY HULZENBOOM JUSTIN BRUCE HUME-SWEETINGHAM DIANA HUMPAGE KEITH HUMPHRIES RACHEL HUMPHRIES WENDY
IRIES EREDRICK HUNT, JAMES HUNT LINDA HUNT ROGER HUNT TIMOTHY HUNT NICOLA HUNTER MICHAEL HURI FY JONATHON HURI STONF JAIN HUSBAND SEVIM HUSBAND SEVIM
INSON STEVEN HUTCHINSON GILLIAN HUTCHISON GRAHAM HUZZEY-MORGAN SANDRA HYAM DEAN HYATT ANDREW HYSLOP KALA I'ANSON CHRISTOPHER IFONLAJA HERACH IGNATIAN CHRISTOPHER ING KENNETH INGLIS DUNCAN INNES
 INSERY MELISSA IRACE NICHOLAS IRIBAR KEITH IVES DAVID. JACKSON FIONA. JACKSON JOHN JACKSON KEVIN JACKSON MICHAEL. JACKSON MICHAEL. JACKSON PAUL. JACOB JYNN. JACOBS MELANIF, JACOBSON PETER JAGGARD LIMESH. JAIN
A JALOBA CHRISTOPHER JAMES GARY JAMES KEVIN JAMES RACHEL JAMES ROBERT JAMES TERESA JANAWAY MUSTAFA JANNATY PAUL JARVIS ISAMA JAWAD RACHEL JEBB SARAH JEFFORD ANTONY JENKINS CHRISTOPHER JERREY KEITH
 ANII JINDAL JENNIFER JOHASHEN CLAUDETTE JOHN CLINTON JOHNSON PATRICK JOHNSON SAMUEL JOHNSON STEVEN JOHNSON BRENDAN JOHNSON RACHAEL JOLLEY JAMES JOLLIEFE NICOLA JOLLY ALAN JOHNSON
 JONES DAVID JONES DAVID JONES KERRY JONES KEVIN JONES LEIGH JONES MARK JONES MARTIN JONES MICHAEL JONES SAMANTHA JONES SIMON JONES SIMON JONES WILLIAM JONES SIMON CHARLES JONSSON DAVID JORDAN
N JOSHI MICHAFI. JOSIAH JOHN JOSHIN JONATHON JOWETT MICHAFI. JOYCE MATTHEW JUBB SUSAN JUDGE SOLEMAN JUNGEF SALEFIM KADER MO KADHIM PRAMOD KARA FLIYATHAMBY KATHIRVASAN PARMJIT KALII MICHAFI. KAVANAGH
 :ATING ANDREW KEDGE LOUISE KEECH ADRIAN KELLAR CLAIRE KELLAWAY ANDREW KELLY MICHAEL KEMP SHAUN KEMP MARK KENEALY VINCENT KENNE DAVID KENNED WILLIAM KENNEDY MARK KENNELL EDWARD KENNY LEEANN KENNY
EW KENNY PAUL KENNY ADRIAN KENT ANNA KENT SHANTILAL KERAI EWAN KERR MICHAEL KERR PAUL KERR POBERT KERRIDGE KEVIN KERRISON PAUL KERSLEY DEBORAH KERWIN LAKWINDER KHUMAN JULIE KIDD SALIH KILINCHAN JOHN
 JOHN KILLMAN ALISON KIMBREY ALEXANDER KING RICHARD KINGSHOTT WILLIAM KINGSLEY-BIO MARIA KIRBY COLIN KIRKHAM NEIL KIRSH DARRON KNIBBS PETER KNIGHT SARAH KNIGHT SYLVIA KNIGHT YOKWESI KORSAH NILESH KOTECHA
KOTEY PAUL LACEY DINESH LADWA FABIO LAGATTOLLA AXEL LAGERBORG NICOLA LAING JOHN LAIRD STEPHANIE LAIRD PETER LAKER JARNAIL LAKHA EDWARD LAMB STEVEN LAMB SUSANNAH LAMB ANDREW LAMBERT EDWARD LAMBERT
VIBERT NICOLA LAMBERT ANTHONY LAMKIN DERRICK LAMOND MICHAEL LANCASTER JOHN LANGSTAFF JASON LAPENNA GARETH LARTER GARY LATCHMAN AMANDA LAUD ANDREW LAWRENCE ANDREW LAWRENCE ALISON LAWSON DANIEL
IN DAVID LAWTON EMMA LAZELL MAIR LAZENBY OLIVER LE FLAHEC ANDREW LE GOFF IRENE LEACH WAYNE LEADER KATE LEAHY PAUL LEAHY ANDREW LEATHERLAND JACQUELINE LEE MICHAEL LEE SHAUN COLIN LEE WAI LEE RACHEL LEES
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AGGREY LUTTA SIMON LYONS GREGORY LYTHE SIMON MABEY JAMES MACFARLANE JOY MACIOCIA JULIAN MACKENZIE PHILIPPA MACKENZIE-SMITH ROBERT MACKIE STEPHEN MACKIE PAUL MACKINNON DAVID MACKINTOSH MACPHEE JANE MACPHERSON ANDREW MADDERN STUART MAGUIRE JESWINDER MAHAJAN KHALID MAHMOOD MEHMET MAHMUT DAVID MAITLAND LOUISE MAITLAND BIPIN MAJEVADIA LEE MALES MOHAMMED MALIK JASMIN MAT KULBIR MANKU PETER MANN JEREMY MANNING COLIN MANNION ALEX MANTZOS RICHARD MAPLEY SANDRA MARCH PERRY MARCHANT RACHEL MARPLES GRAHAM MARR JOHN MARRIOTT LORRAINE MARRIOTT GAEL MARROWS DEAN MAR HILARY MARSHALL ALEX MARTIN CONRAD MARTIN GED MARTIN MATTHEW MARTIN NICHOLAS MARTIN STEPHANIE MARTIN LARA MARTINS JACKIE MARTUCCI SARAH MARTYN BHUPINDA MARWAHA ANDREW MASIAK ADAM MASKATIYA J MASON RICHARD MASON SHARON MASON ROSANNA MASSA DESMOND MASSICOTT NEIL MATHEWS PHILLIP MATHIAS ADRIAN MATTHEWS REBECCA MAWDSLEY ROY MAXWELL JANINE MAZUMDER MARLENE MCALISTER SUSAN MCAN RICHARD MCARDLE JOHN MCATEER JAMES MCCALL RONALD MCCALL LESLEY MCCALMONT BRIAN MCCAMMON ANDREW MCCANN SEAN MCCARRY ADELE MCCARTHY KEVIN MCCARTHY REGINALD MCCARTHY MARK MCCORRY LORRAINE MCCF RONALD MCCRORIE JAMES MCDONNELL JOHN MCDONNELL PETER MCDONNELL RANDOLPH MCFARLANE JOHN MCGARRY CRAIG MCGFE GEORGE MCGFECHAN GARY MCGILL TERRY MCGINN STEPHEN MCGOWAN PATRICK MCGRATH MCINERNEY DAMIAN MCINTYRE BRADLEY MCKELLAR JUDITH MCKELLAR JOHN MCKENNA STEPHEN MCKENNA NICHOLAS MCKOY PETER MCLEAN STEVEN MCLELLAN COLIN MCLEOD AMBROSE MCLOUGHLIN LISA MCMAHON JOSEPH MCMEN GREGOR MCMILLAN ALAN MCNAR JOHN MCNARR DONNA MCNAMARA STEPHEN MCNALIGTON WRIGHT CATRIONA MCNICHOLAS LICY MCNULTY MARTIN MCPHER JUSTIN MCPHERSON HELEN MCPHILLIPS TINA MCOLIAID GRAHAM MCSPC WILLIAM MCTAGGART ANDREW MCVEIGH ANTHONY MCVEIGH JEFFREY MEAD CHARLES MEADOWS PAUL MEASHAM FLEURETTE MEDLICOTT JACQUIE MEEHAN ROGER MEEK SAMEEL MEER GILLIAN MEGGINSON DEEPAK MEHRA JULIE MELLOR MELTON PETER MELVILLE-BROWN JULIAN MENADUE FIONA MENEZES LESLIE MENSAH GEORGE MERCURY ANDREW MEREFIELD LINDA MERRETT JULIAN MESTON LEE METCALF SIMON MICHAELS STEPHEN MICHAELS KATE MICKLEFIELD MILBURN IAN MILES PAUL MILES KIRSTEN MILLAR JAMIE MILLARD BENJAMIN MILLER ADRIAN MILLS BRIAN MILLS TIMOTHY MILLS MICHELLE MILSOM TONI MILTON SARBJIT MINHAS JAYANTILAL MISTRY FINNULA MITCHELL PAUL MITCHEL PAUL MITCHELL PAUL MIT MIYAN JI GRAHAM MOCHAN ANDREW MOFFATT TOM MOHAN JAMIE MOIR VICTORIA MOITA DE DEUS DAVID MOI DEN JOHN MOI ES ROY MONTEIRO LINDA MONTGOMERY SOAM MOODI EY TIMOTHY MOODY NEIL MOONEY ADRIAN MOORE AL MOORE DAVID MOORE HILDA MOORE JANE MOORE MARGARET MOORE PAUL MOORE ROBERT MOORE ROGER MOORE TERRY MOORE DENISE MOREAU ANNETTE MORFORD BILL MORGAN FRIEDA MORGAN JAMES MORGAN LESLEY MORGAN I MORGAN SARAH MORGAN MARTIN MORLEY PHILIP MORLEY RICHARD MORRIS WAYNE MORRIS DAVID MORRISH SABTIYU MORRO STEPHEN MORSE JACKIE MORTON JEREMY MOSS RICHARD MOSS JAMES MOTTRAM ASSUNTA MOULDER STI MOULT TREVOR MOULT STEPHEN MUDGE TRACY MUGFORD ANDREW MUIR TRACY MUIR TONY MUKORO NEIL MULLER HUMA MULLICK SHARON MULLINGS PIPPA MUNDAY SIMON MUNDAY JAMES MURDOCH ANDREW MURPHY MICHAEL MI OWEN MURPHY ANDREW MURRAY WILLIAM MURRAY MALIK MURTAZA ANTHONY MUSCHETTE IAN MUSHING ROSINA MYERS PREM NANDHRA SONI NARINDER LISA NASH JOE NAVARRETE SALMA NAZIER KEVIN NEADLEY JOHNATHAN MARGARET NEAL PAUL NEEDHAM ANDREW NEHAN DAVID NELSON ISAAC NELSON MARK NEVILL CHRISTOPHER NEW IAN NEWLOVE PAUL NEWMAN AMANDA NEWTON PAUL NIBLETT MARK NICHOLAS DAVID NICHOLLS MICHELLE NICHOLLS ( NIXON REBECCA NOBES PAUL NODDING TIMOTHY NORMAN MICHAEL NORRIS PAUL NUGENT ALAN NUTTER COLIN O'BRIEN JUDITH O'BRIEN ROBERT O'CARROLL PAULA O'CONNOR SEAN O'CONNOR HELEN O'DOHERTY JAMES O'DOHERTY AN O'DONNELL KAREN O'DONNELL KIERAN O'DRISCOLL DARREN O'HARA JOHN O'MAHONEY TRACY O'MAHONY TRUDY O'NEILL GUSTAVE O'SHAUGHNESSY LOUISE O'SULLIVAN BRENDAN O'TOOLE STEPHEN OAKHAM GERALD OAKLEY IAN OAKLI ODUNAIKE PETER OGDEN MALCOLM OKELL MARIA OLIPHANT ROBIN OLIPHANT GARY OLIVE LINDA ONG NICHOLAS ORANT MOHANNAD ORFALI RICHARD OSBORNE STEPHEN OSBORNE ALFRED OSLER IAN OSWICK SALLY OUGHTON STEP OVERTON HUW OWEN STEPHEN OWEN DAVID OXENHAM FIONA PAGE MYLES PAGE PHILIP PAGE TREVER PAIN JASON PALLISTER JEANETTE PALMER ALAN PANG HITEN PANKHANIA ALEC PANKS STEPHEN PARISH ASHFAQ PARKAR MARGARET P NEIL PARKER RICHARD PARLOR JOHN KINGSLEY PARR WARREN PARR RACHAEL PARSONS JOSEPH PASCOE DEVESH PATEL DIVYANT PATEL MAQSOOD PATEL NAYNESH PATEL RAHUL PATEL RAJESH PATEL RAJAN PATHAK NEIL PATTENDEN I PATTERSON SUNITI PATTNI ANDREW PEACOCK SARA PEAKE ALISON PEARCE DONAVAN PEARCE GARETH PEARCE LEE PEARCE LOUYSE PEARCE RICHARD PEARCE KAREN PEARMAINE-PRICE ANDREW PEASTON DAVID PELTZ RAMANI PERERA MAI PERKS ADRIAN PERRETT WALLACE PETERSON CAROLE PHILLIPS CLAIRE LOIUSE PHILLIPS KEITH PHILLIPS NIGEL PHIPPEN DEBORAH PIANTA MICHELE PIANTADOSI DAVID PICKERING ROBERT PICKERING ANNA PICKETT SUSAN PIKE ALASTAIR SHARON PLACE RICHARD PLAIN LEIGH PLANT SHAWN PLUMB PAUL POINTING GFOFFREY POINTON DAVID POLLARD LARD LARD TANIA POLLARD BRIAN POLLITS STEVEN POND THOMAS PORTFOLIS KEVIN POTTER ALAN POTTINGER DAVID POTT JOHN POWDERS MATTHEW POWER JONATHAN PRATT DONNA PRESCOTT AMANDA PRESSWELL RICHARD PRESTON SARAH PRETTYMAN JUSTIENA PRICE LYDIA PRICE NICHOLAS PRICE ANDREW PRING TERENCE PRIOR ALISON PRITCHARD G PRITCHARD STEWART PROCTOR MICHELLE PRUITTON TREVOR PLICSLEY DENISE PULLING TIM PURSEGLOVE ASHLEY PURSER ANDREW PURVIS RRUCE PYKE JOANNE OLIAYLE GREGAN OLIICK LORNA OLIIGI EY LINDA OLIINN STEVE OLIINNETL QUINNEY GHURAN QURESHI NEAL RACKLEY MICHAEL RADDIE DAVID RADLEY CATHERINE RAFTERY ALAN RAJAH RAMESH RAMACHANDER MARTIN RAMAGE ALISON RAMPASARD EDWARD RAMSDEN SAMUEL RAMSDEN YVONNE RANCE SU RANDHAWA HAROON RASHID SARIR RASHID SCOTT RATHRONF LEE RATHROLL ANDREW RAWLING ANTHONY RAWLINGS HANIA RAWLINGS CHRIS RAY 70F RAYMOND ROBERT READ SHARON READER RONALD REDWORTH KENNETH REED M REED LOUISE REES MARTIN REES MERYL REES JANE REEVES JAYNE REEVES DAVID REID DEREK JOHNSTON REID GAVIN REID HELEN REIJMAN ANNE RENDERS SARAH RENEAUX GARY REYNOLDS PHILIP REYNOLDS TERENCE REYI TERESA REYNOLDS NICLOA RICE TOMMY RICE ANGELA RICH GARETH RICHARDS DAVID RICHARDSON GARY RICHARDSON MARK RICHARDSON VICTORIA RICHARDSON IAN RICHARDSON IAN RICHARDSON FOR STREAM OF THE RICHARDSON FOR THE RIDDELL FIONA RIDDOCH MARK RIDSDALE GUNER RIFAT DAVID RILEY DAVID RILEY DAVID RILEY KAREN RITTEY MICHELLE RITTEY CALVIN ROBB EILEEN ROBERTS IAN ROBERTS IAN ROBERTS LOUISE ROBERTS MELANIE ROBERTS SUSAN ROBERTS ROBERTSON KATHERINE ROBERTSON KERRY ROBERTSON JOHN ROBERTSON-HUTCHINSON ALLEN ROBINS ANTHONY ROBINS ELIZABETH ROBINS MARK ROBINS DAVID ROBINSON GLENN ROBINSON JO-ANNE ROBINSON JOHN ROBSON ROBSON MIGUEL RODRIGUEZ PEREZ MICHAEL RODWELL SIMON ROE HELEN ROGERS RICHARD ROGERS HANNA ROGERSON LISA RONALD ADRIAN ROSE STEPHEN ROSE DAVID ROSS SYLVIA ROSS EDWARD ROSTANKOWSKI NATALIE ROTHWELL RIC ROUND MARK ROUSE CRAIG ROUTLEDGE WILLIAM STEWART ROWATT DESMOND ROWE EMMA ROWSON DEAN ROYE HELEN RUANE PAMELA RUDMAN FIONA RUSBY BEVERLY RUSHTON AMANDA RUSSELL ANTHONY RUSSELL CLIFF RUSSELL M RUSSELL RICHARD RYALL ELAINE RYAN HAYDN RYDINGS MOHAMMED SABIR NARENORA SAHDEV ZAFER SAID SAILESH SAKARIA TERENCE SALDANHA ANTHONY SALTER NIGEL SAMMS CRAIG SANDELL MARK SANDERS ANDREW SANDERSO SANDERSON DAVID SANDFORD DAVID SANDS MARY SARSFIELD KAREN SARTIN MIKE SAUNDRY ROY SAVAGE STEPHEN SAVAGE TONY SAVINO SHILPA SAVJANI FANOULLA SAVVA STEPHEN SAVYER MICHAEL SCANLON MARK SCHECTER NJ. SCHOFIELD RICHARD SCHOFIELD ADRIAN SCOTT DAVID SCOTT MARK SCOTT JANE SCOTTER LEE SCRIVENS GORDON SEABROOK JULIET SEAL CAROLINE SEAR DAVID SEAR STUART SEAWARD KATHERINE SEDDON ANITA SELDON DEREK SELWAY SENIOR DAVID SENTANCE MARISOL SEPULVEDA STEPHANIE SERVAIS JENNY SEVENOAKS PETER SEWELL JULIE SEXTON ROSHANAK SEYED-MEHDI ROGER SEYMOUR ZOE SEYMOUR BINIT SHAH HITEN SHAH IFTAKLIER SHAH RAHIEL SHAH S. SHAH, JULI IF SHANAHAN ABID SHARIF CHRISTOPHER SHARKEY, JOANNE SHARP ANDREW SHARPE HELEN SHARPE KAREN SHARPE IS RICHARD SHAW KARL SHEK LOUIZE SHENTON DAVID SHEPHERD CLIVE SHEPPARD DEREK SHEPPARD GARY SHEL RAY SHEPPARD KATHERINE SHERRIFF PATRICIA SHERRINGTON-BLAYNE PAUL SHERWIN MARK SHEVILL ANTHONY SHINE MARTIN SHINNERS DARREN SHIPLEY DOUGLAS SHORT KEVIN SHORT SHEILA SHORT MARK SHUCKARD WENDY SIBBONS SIBLEY GARY SIBLEY HARJIT SIDHU CHARLES SILK PAUL SILLENCE JAMES SILVA BARRY SILVERMAN NEAL SILVERSTEIN IAN SILVESTER SARAH SIMKIN MICHAEL SIMMS LEONARD SIMONDS JANICE SIMPSON ROGER SIMPSON ANGELA SIMS SINCLAIR TRACEY SINCLAIR BALDEV SINGH CHIRANJIT SINGH DINESH SINGH SUKHWINDER SINGH SRILATHA SIVAHARAN RAMESH SIVAKUMARAN GWENDOLINE SKELDING DENISE SKINGLE DAVID SKINNER BRENDA SKUSE NICOLA SLACK SH SLATER PAUL SLATTER MARTIN SLEVIN STEPHEN SMALLWOOD CHRISTOPHER SMART LEROY SMELLE ALAN SMITH ALISTAIR SMITH AMANDA SMITH ANDREW SMITH ANDREW SMITH BEVERLEY SMITH CLARE SMITH DEREK SMITH DIANE GEMMA SMITH GRAHAM SMITH GRAHAM SMITH GWYN SMITH HUGH SMITH IAN SMITH JULIE SMITH JUSTINE SMITH KAREN SMITH LINDA SMITH LYNDSEY SMITH PAM SMITH RICHARD SMITH SHAD SMITH SIMON SMITH WILLIAM SMITH KEVIN SMOOKER MALCOLM SNELGROVE ZOE SNELLGROVE SHEILA SOHL STEVE SOUTHAM MALCOLM SOUTHARD MARGARET SPALDING RICHARD SPARROW KIRSTAN SPARSHOTT SARAH SPENCE VICTORIA SPENCE J SPENCER VINCENT SPENCER RICHARD ALEXANDER SPILLANE DAVID SPINNEY JANE SPINNEY GRAHAM SPIVEY JOHN SPRY ROY SQUIRES GARNET ST-AUBIN LAWRENCE MARTYN STABLES DAVID STACEY ASHLEY STARBUCK SIMON STARKE LEE NICHOLAS STEADMAN PHILLIP STEADMAN CHRISTINE STEARN RONITA STEDMAN MARK STEPHENS ALAN STEPHENS ON ANDREW STEPHENSON MORGAN STEVENS GARY STEVENSON MATTHEW STEVENSON RRIAN STEWART RAYMOND STICL KATHERINE STILWELL NEVILLE STIMPSON JANICE STINSON DAVID STOCK ROBERT STOCK FORD KYLA STOKES SERITA STONE LEE STONE BEN STORER SARA STORER CAROLYN STRAND DAVID STRANG DEBORAH STREET KEITH STREETER DAVID ST LAURA STROUD JACK STURGEON MICHAEL STURMAN BARRY STYNES CATHERINE SUGDEN ANN SULLIVAN GARY SULLIVAN KEVIN SUMMERS PERMJIT SUMRA ANDREA SURTEES DERK SUSYN THILLAI SUTHAKAR HEATHER SUTTON MARIAN SI TIM SUTTON NICHOLA SWANNACK CHRISTOPHER SWEENEY THERESA SWITHENBY ANTHONY LLOYD SYKES LISA SYKES MICHAEL SYLVAN KIM SYRETT MARK SZACHNO JATINDER TAKHAR OLADEJI TALABI HOWARD TALBOT JANET TALBOT R TALBOT MELVYN TAMPLIN MARTIN TANCOCK STEPHEN TANN RUMINA TANNA ANDREZ TARKOWSKI MICHAEL TARRANT SARAH KATHLEEN TATAM STEVE TATE ADRIAN TATUM ANDREW TAYLOR DAVID TAYLOR EDWARD TAYLOR GARY TAYLOR

TAYLOR KEITH TAYLOR RALPH TAYLOR STEPHEN TAYLOR SANDRA TEAGLE DANIEL TEBA-AZA MARTIN ROBERT TENCH HILTON TEPER IAN THACKER SANJEET THAKOR RAJARATNAM THAMBIMUTHU AMANDA THOMAS DAVID THOMAS GREGORY THOMAS IAN THOMAS LINDA THOMAS STEPHEN THOMAS STUART THOMAS ALISTAIR JOHN THOMPSON DONNA THOMPSON JAMES THOMPSON JENNIFER THOMPSON KEITH THOMPSON STEVEN THOMPSON ANNE THOMSON KIRSTINE THOMSON SEAN THORNBER REBECCA THURLBY MARTIN TIBBLE JULIA TICKNER BRIAN TIFFIN ROSEMARY TILLETT TRACEY TILLING EDWIN TILLYER KATHERINE TILY MARY TIPPEN ANDREW TIPTON TIMOTHY TOLLIDAY CHRISTOPHER TOLSON ANDREW TONKS CRAIG TONNER DAVID TOOKEY LOUISE TORA MARIANNE TOTH ANDREW TOWLER IAN TOWN MARTIN TOWNSEND DARREN TREVERTON MARTIN TREW NIGEL TRIPP ANDREW TROWSE RICHARD TRUSSON PAUL TRYE WAN TSE TIMOTHY TUCKER IAN TURGOOSE PAUL TURNBULL MICHAEL TURNER SIMON TURNER IAN TWEEDIE RICHARD TWIGG TERRY TYLER TAMMY TYRRELL ANDREW UPPERTON ROBERT VARCOF JAYANTI VARSANI LOUISE VALIGHAN SAMANTHA VALIGHAN ARUN VEDD ROD VEITCH MANISH VEJA IVAN VERDIER MARK JAMES VERRIER SIMON VIBERT JACQUELINE VICKERY STUART VINALL JACQUELINE VINCENT NITA VORALIA CHAN VYAS LEE WAINWRIGHT, JOHN WAITE MICHAEL WAKEHAM CARL WAKEMAN MARISA WAI DRON PERRY WAI DRON SUSAN WAI ES ADAM WAI KER ANNA-MARIE WAI KER MARK WALLMAN SUZANNE WALLWORK LISA WALSH MARTIN WALSH RICHARD WALSH SIMON WALSH CLAIRE WALTERS IAN WARBURTON MIKE WARBURTON ANDREW WARD DEBBIE WARD IAN WARD JULIE WARD LIAM WARD ROBERT WARD MICHAEL WARD-HENDRY AMIR WARIS JASON WARREN LOUISE WARREN TIMOTHY WARREN A WATSON CATHERINE WATSON NICHOLAS WATSON PAUL WATSON SHARON WATSON FILLOT WATT BRIAN WATTS JULIAN WEAVER CHRISTOPHER WEBB TIMOTHY WEBB TREVOR WEBBE GEORGE WEBSTER MARTIN WEBSTER CHRIS WEEDON JASON WELCH MARK WELCH VICTOR WELCH JOANNE WELLS STEPHEN WEST TIMOTHY WESTCOTT BRIAN WESTERN SIMON WESTON PAUL WESTWICK DAVID WESTWOOD DAVID EDWARD WHEADON SIMON WHEADON DAVID WHEATER ANN WHEELER CAROLINE WHEELER ERIC WHEELER JOHN WHEELER NICHOLAS WHELAN ALEXANDER WHITE ALISON WHITE ANGELA WHITE ANTHONY WHITE HELEN WHITE KEITH WHITE NIGEL WHITE KAREN WHITEHEAD LAURA WHITEHOUSE IAN WHITELEY IAN WHITESIDE MARTIN WHITLEY GUY WHITTAKER BRETT WHITTELL LEE WHITTINGTON RICHARD WHITTINGTON PAUL WHITTY ELIZABETH WHYLEY LAHIRU WICKRAMASINHA CHRISTOPHER WIENRICH GRAHAM WIFFEN DENNIS WIGGINS GRAHAM WIGGINS DAVID WILCOX NICHOLAS WILDGOOSE PAULINE WILDMAN AUSTIN WILDMORE DIANE WILKINS SIMON WILKINS TRACEY WILKINS JUNE WILKINSON SHELLEY WILKS RUSSELL WILLANS SANDRA WILLARD ANTHONY WILLIAMS FRAZER WILLIAMS HANNAH WILLIAMS IVOR WILLIAMS JOHN WILLIAMS JOHN WILLIAMS METHAP WILLIAMS STEPHEN WILLIAMS MARK WILLIAMSON BARRY WILLIS GRAHAM WILLIS PHILLIP WILLMOT JAMES WILLMOTT CHRISTOPHER WILLOUGHBY ANTHONY WILSON DARRYL WILSON DAVID WILSON DAVID WILSON HUGH WILSON MARIANNE WILSON MARTIN WILSON JOHN WINDEBANK MARK WINGATE KEITH WINN GORDON WINT SAMANTHA WITNEY KWOK WONG MONICA WONG VINCENT WOO ALASTAIR WOOD CHARLOTTE WOOD LEWIS WOOD SARAH WOOD JOHN WOODBRIDGE AMANDA WOODHEAD GEORGE WOODLEY JOANNE WOODROFE ASHLEY WOODWARD CLAIRE WOODWARD SCOTT WOOLASTON FRANK WOOLNER KENNETH WORRALL BERYL WORTHINGTON LYNNE WORTHINGTON ANTONY WRIGHT CLAIRE WRIGHT DAVID WRIGHT IAN WRIGHT NEAL WRIGHT SARAH WRIGHT THOMAS WRIGHT THOMAS WRIGHT TIM WYETH PETER YARDLEY PAULINE YEARWOOD NICOLA YOULES AVRIL YOUNG BENEDICT YOUNG IAIN YOUNG JAYNE YOUNG JED

The directors would like to welcome the many new people who have joined the company during the last year and thank all our employees for their hardworking contribution to an We look forward to even greater growth, taking Computacenter to a for the benefit of shareholders,

**Employee list dated** 

