



2018 FULL YEAR RESULTS

Full year results to 31 December 2018 (12 March 2019)



2018 FINANCIAL HIGHLIGHTS

Group revenue

£4.4bn

Group adjusted¹
profit before tax

£118.2m

Adjusted¹ diluted EPS

75.7p

Cash and cash
equivalents

£200.4m

Final dividend of

21.6p

- Group revenue increased **14.7 per cent** to **£4.4 billion** (2017: £3.8 billion) and by **14.2 per cent** in constant currency²
- Group adjusted¹ profit before tax increased by **11.3 per cent** to **£118.2 million** (2017: £106.2 million) and by the same amount in constant currency²
- Adjusted¹ diluted earnings per share (EPS) of **75.7 pence** (2017: 65.1 pence), an increase of **16.3 per cent**
- Cash and cash equivalents of **£200.4 million** (2017: £206.6 million) following the Return of Value Tender Offer of c£100 million completed in Q1 2018 and Net funds³ of **£57.3 million** (2017: £191.2 million), including the £100 million facility for the purchase of FusionStorm on 30 Sept 2018
- Proposed final dividend of **21.6 pence** (2017: 18.7 pence), for a total dividend of **30.3 pence** (2017: 26.1 pence), an increase of **16.1 per cent**



2018 FINANCIAL HIGHLIGHTS

	2014	2015	2016	2017	2018	2018 vs 2017
Revenue (£m)	3,107.8	3,057.6	3,245.4	3,793.4	4,352.6	14.7%
Adjusted ¹ profit before tax (£m)	85.9	87.2	86.4	106.2	118.2	11.3%
Adjusted ¹ diluted EPS (pence)	46.8	53.6	54.0	65.1	75.7	16.3%
Dividend per share (pence)	19.0	21.4	22.2	26.1	30.3	16.1%
Services Contract Base ² (£m)	708.6	723.2	749.3	760.1	766.3	0.8%
Operating cash flow (£m)	94.4	94.3	68.2	106.1	115.2	8.6%

Four-Year Compound Annual Growth Rate



Note: the 2018 results, excluding the strategic KPI measures, are presented including the results of the acquisitions made in 2018: FusionStorm and Misco Solutions B.V. See slides 28-30 for further details.

Note: the 2015 results above are presented including RDC. This subsidiary was disposed during 2015 and was excluded, as an adjusted item, within the 2015 and 2016 Annual Report and Accounts.

Note: the Group has adopted IFRS 15 from 1 January 2018. The comparative results for previous years have not been restated under the accounting policies adopted as a result of transition to IFRS 15. Refer to slides 37-38 for more information.



2018 OPERATING HIGHLIGHTS

Group

The Group's total revenues grew £559 million during the year, £540 million in constant currency², to exceed £4 billion for the first time. FusionStorm joined the Group, contributing £3.0 million of adjusted¹ operating profit to the Group through the last three months of 2018

Germany

Germany delivered another record performance with revenue growth of 8.3 per cent leading to a 14.5 per cent increase in adjusted¹ operating profit, both on a constant currency² basis. The German business opened a new Integration Center to address the growth in the Technology Sourcing

UK

The UK saw excellent revenue growth of 9.7 per cent, leading to an increase in adjusted¹ operating profit of 12.0 per cent

France

Adjusted¹ operating profit in France rose 27.0 per cent on a constant currency² basis due to strong Technology Sourcing margins. Revenues were down by 4.1 per cent on a constant currency² basis due to the loss of a low margin Managed Services contract



FINANCIAL REVIEW

Tony Conophy

12 March 2019



2018 GROUP ADJUSTED¹ FINANCIAL RESULTS

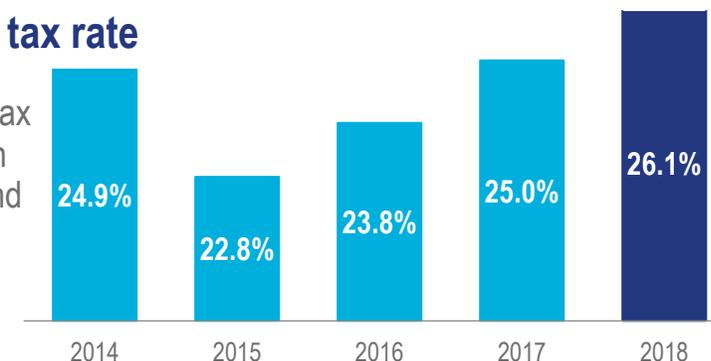
	2018 £m	2017 £m	Change	Constant currency ²
Revenue	4,352.6	3,793.4	14.7%	14.2%
Adjusted¹ gross profit	548.3	496.1	10.5%	10.1%
<i>Adjusted¹ gross profit %</i>	12.6%	13.1%	(0.5%)	(0.5%)
Administrative expenses	(429.5)	(390.6)	(10.0%)	(9.5%)
Adjusted¹ operating profit	118.8	105.5	12.6%	12.6%
<i>Adjusted¹ operating profit %</i>	2.7%	2.8%	(0.1%)	(0.1%)
Adjusted ¹ net finance income	(0.5)	0.7	(171.4%)	(171.4%)
Adjusted¹ profit before tax	118.2	106.2	11.3%	11.3%
Adjusted ¹ tax expense	(30.9)	(26.6)	(16.2%)	(15.7%)
<i>Adjusted¹ tax rate</i>	26.1%	25.0%	1.1%	1.0%
Adjusted¹ profit after tax	87.4	79.6	9.8%	9.9%
Diluted earnings per share				
– Adjusted ¹ (pence)	75.7	65.1	16.3%	
– Statutory (pence)	70.1	66.5	5.4%	

Performance headlines

- Revenue up 14.7 per cent, and by 14.2 per cent in constant currency²
- Adjusted¹ operating profit up 12.6 per cent and by the same in constant currency²

Adjusted¹ effective tax rate

The adjusted¹ effective tax rate rises as the German share of profits grows and the underlying German cash tax rate increases.



Exchange rate impact on currency conversion

The Group reports its results in pound sterling. The impact of restating 2017 at 2018 exchange rates would be an increase of approximately £18.8 million in 2017 revenue and no change in 2017 adjusted¹ profit before tax.

Average daily rate

2018: £1 = € 1.131 (2017: £1 = € 1.142)



2018 RECONCILIATION TO STATUTORY RESULTS

	2018 Statutory results	CSF interest	Amortisation of acquired intangibles	Utilisation of DE deferred tax asset	Exceptional and other adjusting items	2018 Adjusted ¹ results	2017 Adjusted ¹ results	Change
	£m	£m	£m	£m	£m	£m	£m	%
Revenue	4,352.6	-	-	-	-	4,352.6	3,793.4	14.7%
Cost of sales	(3,804.0)	(0.3)	-	-	-	(3,804.3)	(3,297.3)	(15.4%)
Gross profit	548.6	(0.3)	-	-	-	548.3	496.1	10.5%
Administrative expenses	(439.2)	-	4.5	-	5.2	(429.5)	(390.6)	(10.0%)
Operating profit	109.4	(0.3)	4.5	-	5.2	118.8	105.5	12.6%
Finance income	1.3	-	-	-	-	1.3	1.5	(13.3%)
Finance costs	(2.5)	0.3	-	-	0.4	(1.8)	(0.8)	(125.0%)
Profit before tax	108.1	-	4.5	-	5.7	118.2	106.2	11.3%
Income tax expense	(27.2)	-	(1.2)	1.9	(4.4)	(30.9)	(26.6)	(16.2%)
Profit for the year	80.9	-	3.3	1.9	1.2	87.4	79.6	9.8%



2018 EXCEPTIONAL AND OTHER ADJUSTING ITEMS

The profit before tax impact from exceptional and other adjusting items was a net loss of £10.1 million (2017: gain of £5.5 million). Tax items resulted in a gain of £3.7 million (2017: loss of £3.8 million). The net loss from exceptional and other adjusting items in the year was £6.4 million (2017: gain of £1.7 million). See slides 35 to 36 for further detail.

Exceptional items

- £5.2 million of costs directly relating to the acquisition of FusionStorm.
- A further £0.4 million relating to the unwinding of the discount on the deferred consideration for the purchase of FusionStorm
- £1.4 million arising from the tax benefit on the FusionStorm exceptional acquisition costs above
- A further tax credit of £3.1 million was recorded due to post-acquisition activity in FusionStorm, related to the transaction

Other adjusting items

- Utilisation of German deferred tax assets of £1.9 million
- The amortisation of acquired intangible assets was £4.5 million (2017: £0.2 million), with the increase due to the amortisation of the intangibles acquired as part of the FusionStorm acquisition
- The tax credit related to the amortisation of acquired intangibles was £1.2 million (2017: £0.03 million)



2018 REVENUE BY SEGMENT

	2018 £m	2017 £m	Change	2018 £m/€m	2017 £m/€m	Constant currency ²
Technology Sourcing revenue						
UK	1,155.6	986.7	17.1%	1,155.6	986.7	17.1%
Germany	1,330.6	1,200.9	10.8%	1,502.9	1,367.7	9.9%
France	393.8	405.1	(2.8%)	444.9	461.6	(3.6%)
International	297.6	43.5	584.1%	297.6	43.8	579.5%
Total Group	3,177.6	2,636.2	20.5%	3,177.6	2,650.5	19.9%
Services revenue						
UK	450.2	476.7	(5.6%)	450.2	476.7	(5.6%)
Germany	542.1	513.8	5.5%	612.8	586.5	4.5%
France	99.5	104.8	(5.1%)	112.5	119.7	(6.0%)
International	83.2	61.9	34.4%	83.2	60.6	37.3%
Total Group	1,175.0	1,157.2	1.5%	1,175.0	1,161.7	1.1%

Note: European Segments in constant currency² are shown in €m

Note: the 2018 results, excluding the strategic KPI measures, are presented including the results of the acquisitions made in 2018: FusionStorm and Misco Solutions B.V. These acquisitions added £270.9 million of revenue to the International Segment in 2018 including £16 million of Services revenue.

Technology Sourcing revenue

A strong performance in the first half set the platform for a pleasing full year result in the UK Technology Sourcing business. The Technology Sourcing business in Germany saw a third successive year of significant growth, which underpinned the Group's performance for the year, with continued success in the Public Sector and from a hyper-scale data center customer. Late in the year, we opened a new Integration Center in Kerpen, near Cologne, which will increase our capacity to grow the business and meet customer demand. French Technology Sourcing revenues declined but achieved better margins through a favourable product mix with less software.

Services revenue

UK Services revenue saw a flat Managed Services result and materially lower Professional Services Revenues. Several Transformation projects during the year experienced material cost overspends, which constrained Services margins. The German Services business continued to drive the Group's Services performance. Demand for our Professional Services business was strong. Germany has a number of Managed Services contracts that continue to underperform against expectations. Our French Services business successfully negotiated a year made difficult by the loss of a significant Services contract at the end of 2017 and the renewal, at reduced revenues and margins, of three other significant Managed Services contracts.



2018 REVENUE & ADJUSTED¹ OPERATING PROFIT BY SEGMENT

	2018 £m	2017 £m	Change	2018 £m/€m	2017 £m/€m	Constant currency ²
Revenue						
UK	1,605.8	1,463.4	9.7%	1,605.8	1,463.4	9.7%
Germany	1,872.7	1,714.7	9.2%	2,115.7	1,954.2	8.3%
France	493.3	509.9	(3.3%)	557.4	581.3	(4.1%)
International	380.8	105.4	261.3%	380.8	104.4	264.8%
Total Group	4,352.6	3,793.4	14.7%	4,352.6	3,812.2	14.2%
Adjusted¹ operating profit						
UK	57.7	51.5	12.0%	57.7	51.5	12.0%
Germany	66.8	58.3	14.6%	75.6	66.0	14.5%
France	7.1	5.6	26.8%	8.0	6.3	27.0%
International	12.4	9.1	36.3%	12.4	9.0	37.8%
Central corporate costs	(25.2)	(19.0)	32.6%	(25.2)	(19.0)	32.6%
Total Group	118.8	105.5	12.6%	118.8	105.5	12.6%

Note: European Segments in constant currency² are shown in €m

Note: the 2018 results, excluding the strategic KPI measures, are presented including the results of the acquisitions made in 2018: FusionStorm and Misco Solutions B.V. These acquisitions added £270.9 million of revenue, and £2.7 million of adjusted¹ operating profit, to the International Segment in 2018.

New Segmental Reporting is in place for 2018 reporting. Refer slide 39 for further details, and slide 11 for an analysis of Central Corporate costs.

UK performance saw a decrease in contribution from Services as several Transformation projects during the year experienced material cost overspends, which constrained Services margins. Managed Services margin performance was pleasing, with improvements across the portfolio apart from significant overspend on one new Public Sector contract, which has weighed on the overall result. The UK business has seen increased Software volumes which have diluted the Technology Sourcing margin performance, resulting in overall flat margins and contribution growth that is lagging the increase in revenue. SG&A was well controlled.

German performance saw improved Technology Sourcing margins and incredible volumes leading to a significant increase in contribution as the shift in product mix to higher value items continues. Services margins remain impacted by a number of contracts that continue to disappoint, restricting an otherwise successful year for the business. SG&A growth reflects a tight labour market.

French performance saw Technology Sourcing margins increase and again lead the Group. Services margins were impacted by the expiry of a large, albeit low margin contract. Whilst French headcount has remained flat, we have transformed the structural makeup of the workforce with a refresh of the sales solution specialists.



CENTRAL CORPORATE COSTS

Analysis of Central Corporate Costs	2018 £m	2017 £m	Change £m
Cost of the plc Board and related public company costs	3.2	3.7	(0.5)
Group Exec cost base (segment unaligned)	4.3	4.3	0.0
Shared-based payments (Group Exec unaligned)	2.7	2.6	0.1
Strategic corporate initiatives	15.0	8.4	6.6
Central Corporate Costs	25.2	19.0	6.2

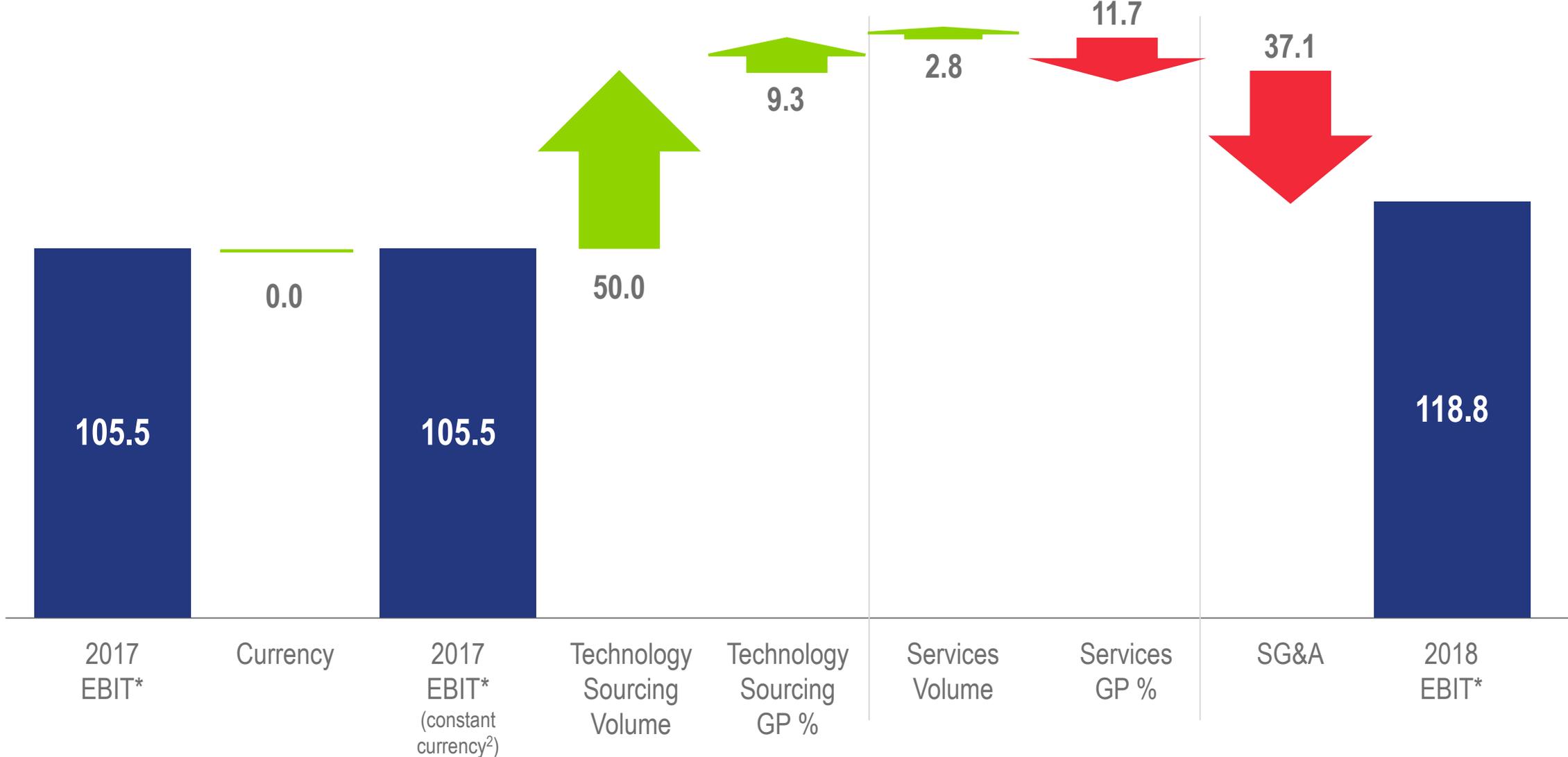
As noted on the previous slide, certain expenses are disclosed as a separate column, 'Central Corporate Costs', within the segmental note. These costs are borne within the Computacenter (UK) Limited legal entity and have been removed for segmental reporting and performance analysis but form part of the overall Group administrative expenses. During the year, total Central Corporate Costs were £25.2 million, an increase of 32.6 per cent (2017: £19.0 million). Within this:

- Board and related public company costs reduced to £3.2 million (2017: £3.7 million);
- costs associated with Group Executive members not aligned to a specific geographic trading entity were flat at £4.3 million (2017: £4.3 million);
- share-based payment charges associated with the Group Executive members identified above, including the Group Executive Directors, increased from £2.6 million in 2017 to £2.7 million in 2018; and
- strategic corporate initiatives increased from £8.4 million in 2017 to £15.0 million in 2018, primarily due to increased spend on projects designed to increase capability, enhance productivity or strengthen systems which underpin the Group.



2018 GROUP ADJUSTED¹ OPERATING PROFIT WALK (£M)

(CONSTANT CURRENCY²)

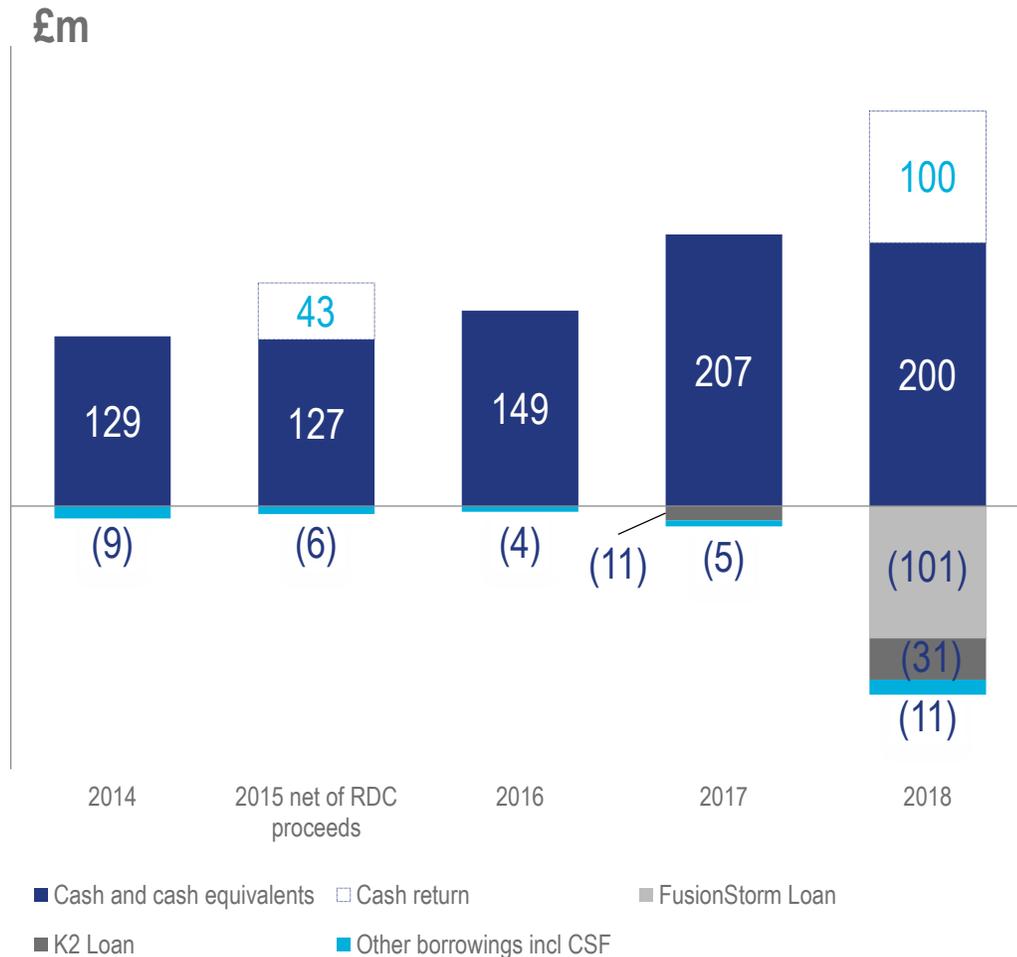


^{1,2} Refer to the glossary for definitions.

* EBIT refers to adjusted¹ operating profit



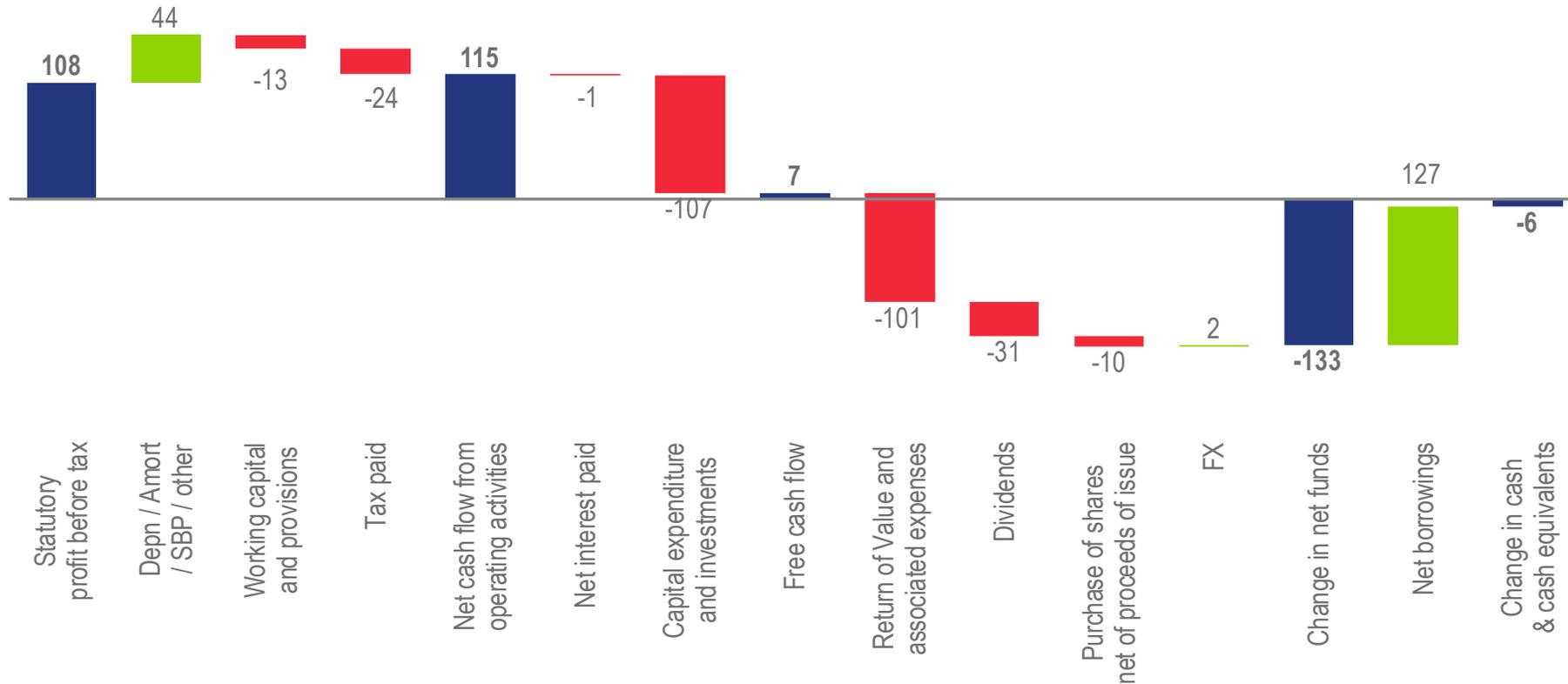
2018 CLOSING NET FUNDS³ FOR THE PERIOD



- Net funds³ have decreased £133.9 million to £57.3 million since 31 December 2017. This is due to the Return of Value Tender Offer of £100 million completed in February 2018, the increase in the Kerpen facility ('K2') of £20.7 million during the year, the acquisition from cash of Misco Solutions B.V. for £6.3 million and the drawdown of the £100 million facility for the acquisition of FusionStorm
- Committed facility extended in February 2018 for a further three years and increased from £40 million to £60 million and remains unutilised
- Net borrowings primarily consist of customer-specific financing (CSF) (£8.9 million), the specific committed facility to finance the new Integration Center and office facility in Kerpen, Germany (£31.4 million) and the FusionStorm acquisition facility (£101.5 million)



2018 CASH FLOW SINCE DECEMBER 2017 (£M)



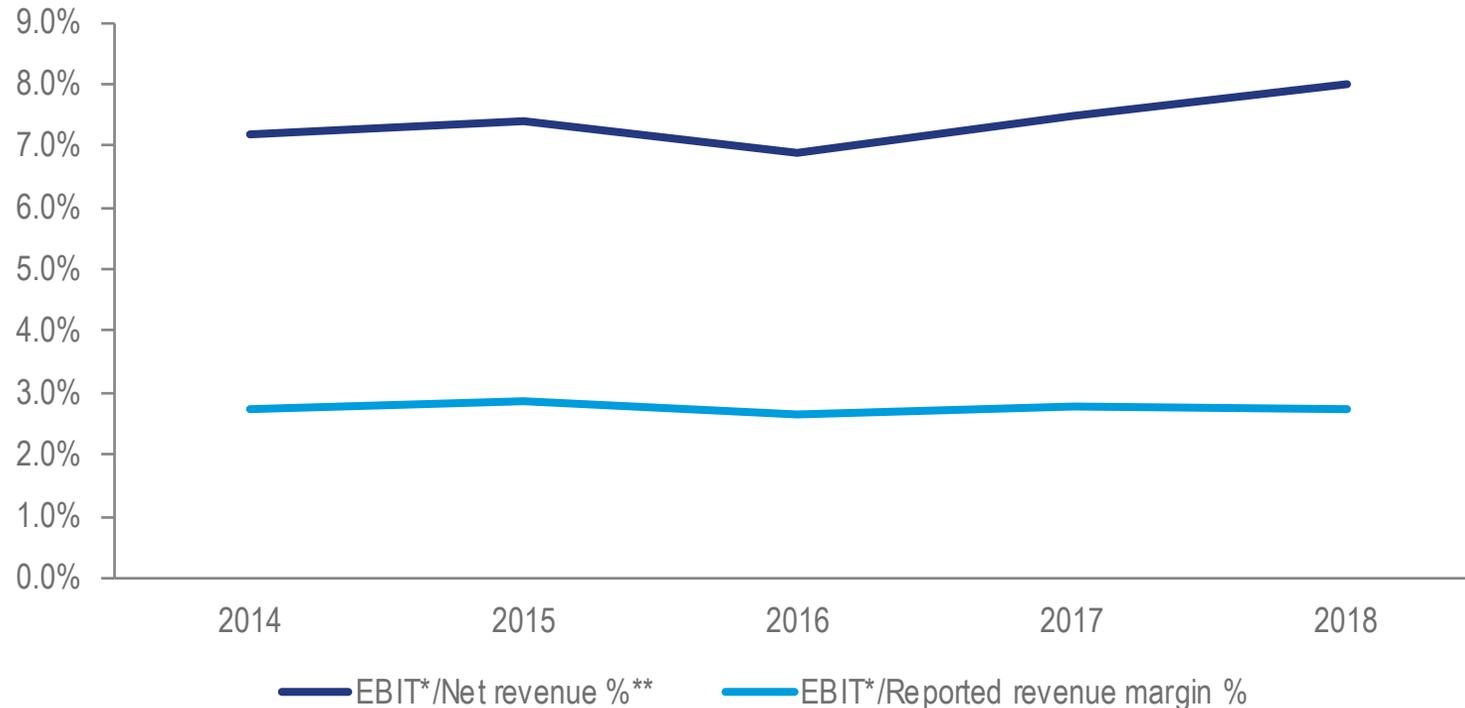
- £100 million of cash was returned to shareholders via a Tender Offer completed on 14 February 2018
- Free cash outflow of circa £7 million during the year following the acquisition of FusionStorm
- Capital expenditure and investments also includes the spend on the new logistics and office facilities in Germany for circa £20.7 million and the acquisition of FusionStorm, both of which are funded through borrowings.



2018 NET REVENUE STRONG

(AS ADJUSTED)

Adjusted¹ operating profit margin - Gross v Net



*EBIT refers to adjusted¹ operating profit

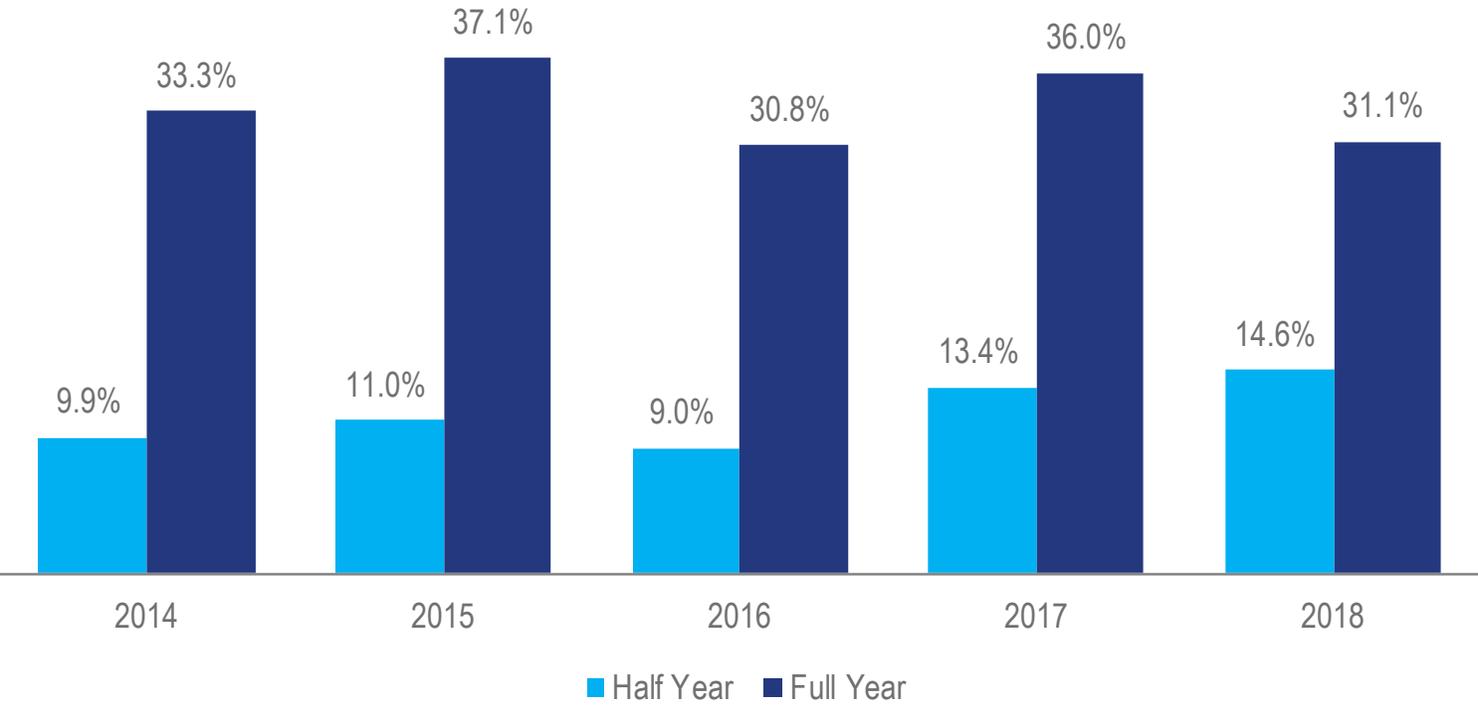
** Net revenue is defined as total revenue less product costs included in cost of goods sold

- Adjusted¹ operating profit decreased from 2.8 per cent of revenue to 2.7 per cent. Adjusted¹ operating profit margin percentage is always diluted by Technology Sourcing revenues, which are typically 'pass-through'
- However, adjusted¹ operating profit when expressed as a percentage of 'net revenue' (excluding pass through product) is 8.0 per cent in 2018 (2017: 7.5 per cent)
- The Group has finalised its approach to revenue accounting under the new international standard, IFRS 15. This has no material impact on top-line revenues as product revenue continues to be accounted for on the same basis as the previous accounting standard



2018 FINANCIAL RETURNS STRONG

Return on capital employed*



Return on capital employed has decreased from the level seen in 2017 as adjusted¹ operating profit increased from £105.5 million to £118.8 million but capital employed grew from £292.9 million as at 31 December 2017 to £381.6 million as at 31 December 2018.

* ROCE is defined as adjusted¹ operating profit divided by net assets excluding net funds³ before customer-specific financing



2018 MODELLING CONSIDERATIONS

Tax

Dependent on mix of earnings as we utilise losses in European operations. Whilst France continues to show an improvement in profitability in 2018, an increased German cash tax rate continues to be the main driver in the increased Group adjusted¹ effective tax rate (ETR) from 25.0 per cent for 2017 to 26.1 per cent for 2018. The tax rate has been negatively impacted by the geographic mix as UK profits, where the corporate tax rate remains low, are reducing as a proportion of Group profits.

The Group's adjusted¹ tax rate has benefited from losses utilised on earnings in Germany. As the readily available German tax losses are utilised, the deferred tax asset, previously recognised as an exceptional tax item, is no longer replenishing. The utilisation of the asset has impacted the statutory tax rate but is considered to be outside of our adjusted¹ tax measure. From 2019 onwards, we expect an increasing adjusted¹ tax rate, as the German cash tax rate will increase as we have utilised the last of the readily available losses in 2018, with a direct effect on the Group adjusted¹ ETR.

The Group adjusted¹ ETR for 2018 is expected to be in the range of 27 per cent – 29 per cent due to the increase in the German cash tax rate with variability also dependent on French performance.

Adjusted¹ net interest

As the net funds³ have decreased due to the £100 million Return of Value Tender Offer, the adjusted¹ finance revenue will be lower than in previous periods. Continuing low interest rates will continue to mean that this will be immaterial to overall profitability. Overall adjusted¹ net interest will be impacted through the interest charges relating to the unwind of the discount on the deferred consideration for the purchase of TeamUltra and cITius AG and the £131.9 million of specific committed facilities for FusionStorm and our new Kerpen facility.

Capital expenditure

Typically capex is circa £20-£25 million per annum with approximately 50 per cent run-rate capex, and 50 per cent discretionary (e.g. investments in IT tools to improve productivity, internal IT hardware for our staff etc). For 2018 this increased due to the build and fit out of the office and Integration Center in Kerpen, Germany. For 2019 capex should reduce to historical norms.

Depreciation and Amortisation

New capital projects including SAP licence spend and the Kerpen facility have increased the run rate of depreciation by circa £2 million on a full-year basis, however the SAP ERP system will be fully depreciated by the end of 2018 offsetting this by £5 million per annum.

Dividends

Our dividend policy is to set dividends to maintain a dividend cover of 2-2.5 times.

Capital structure and acquisitions

Computacenter's approach to capital management is to ensure that the Group has a robust capital base and to maintain a strong credit rating, whilst aiming to maximise shareholder value.

Following the successful Return of Value of £100 million through the Tender Offer completed in February 2018, the Group continues to focus on replenishing its cash reserves.

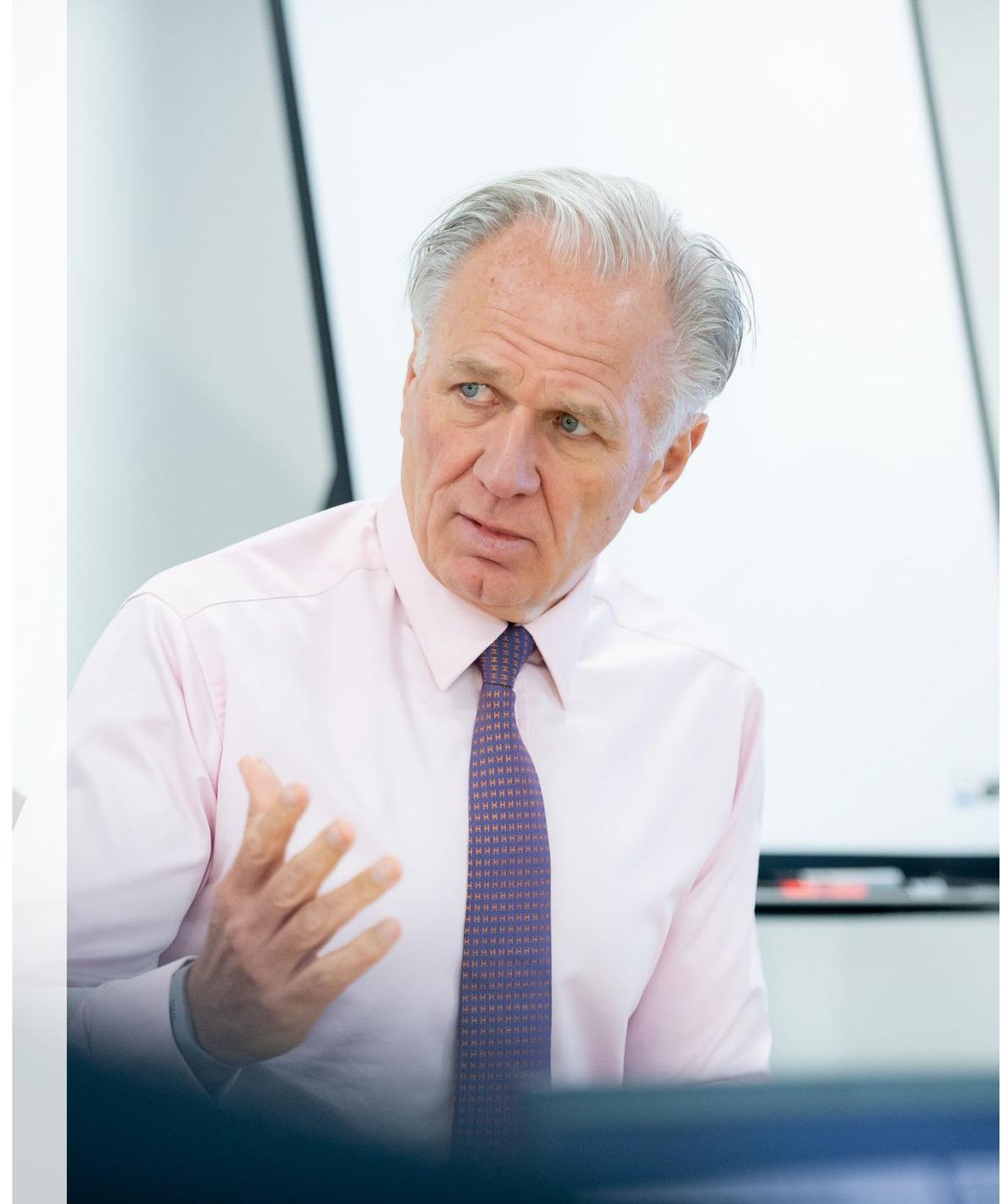
Computacenter continues to review opportunities for growth through acquisition, as they arise. The Group remains committed to a measured approach in this area, to ensure that businesses considered will immediately contribute to the Group's global operations by addressing the same large Private and Public sector market opportunities that have driven the Group's recent growth. The Group took a specific committed facility of £100 million to purchase FusionStorm which is being repaid over seven years.



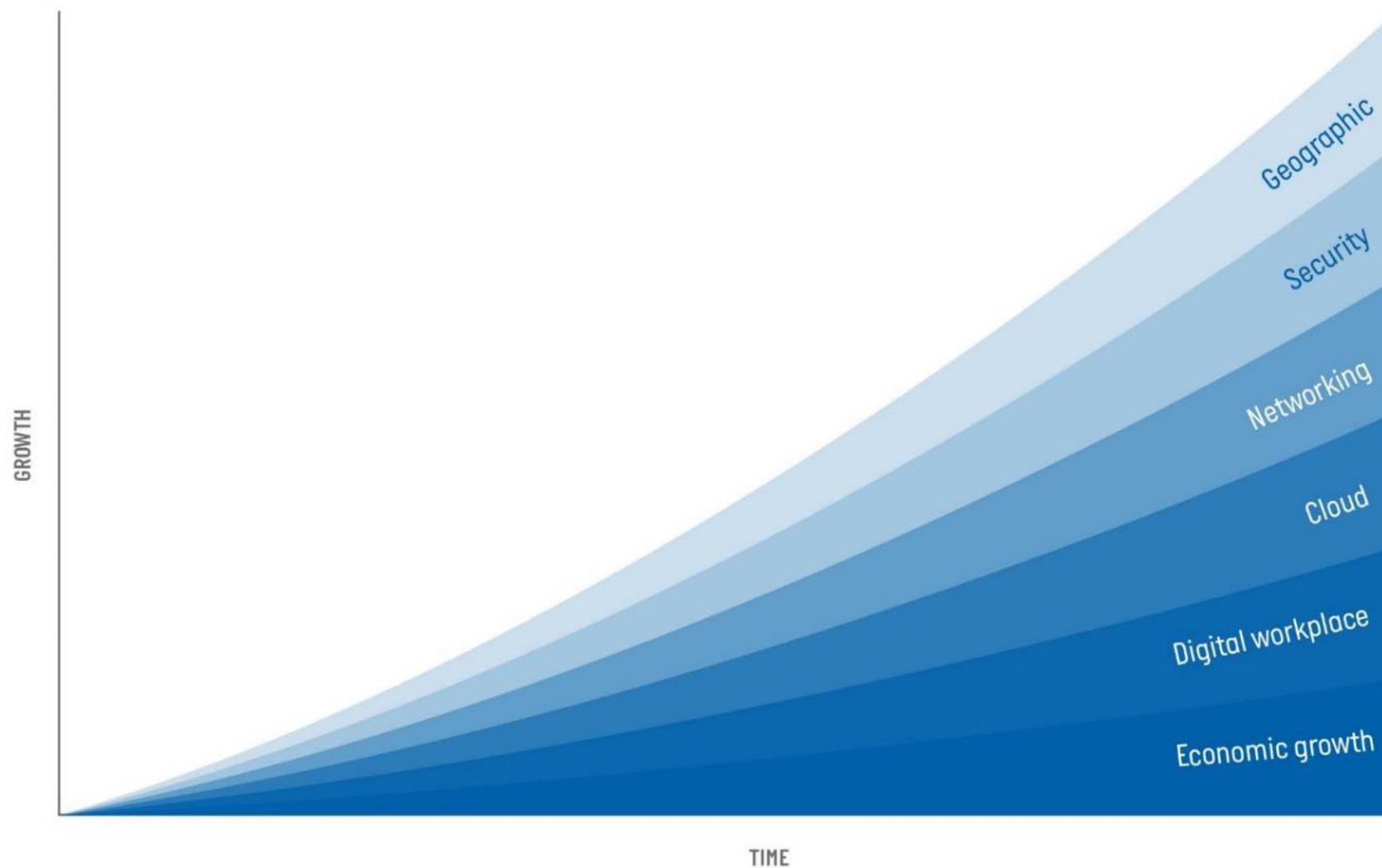
OPERATING REVIEW

Mike Norris

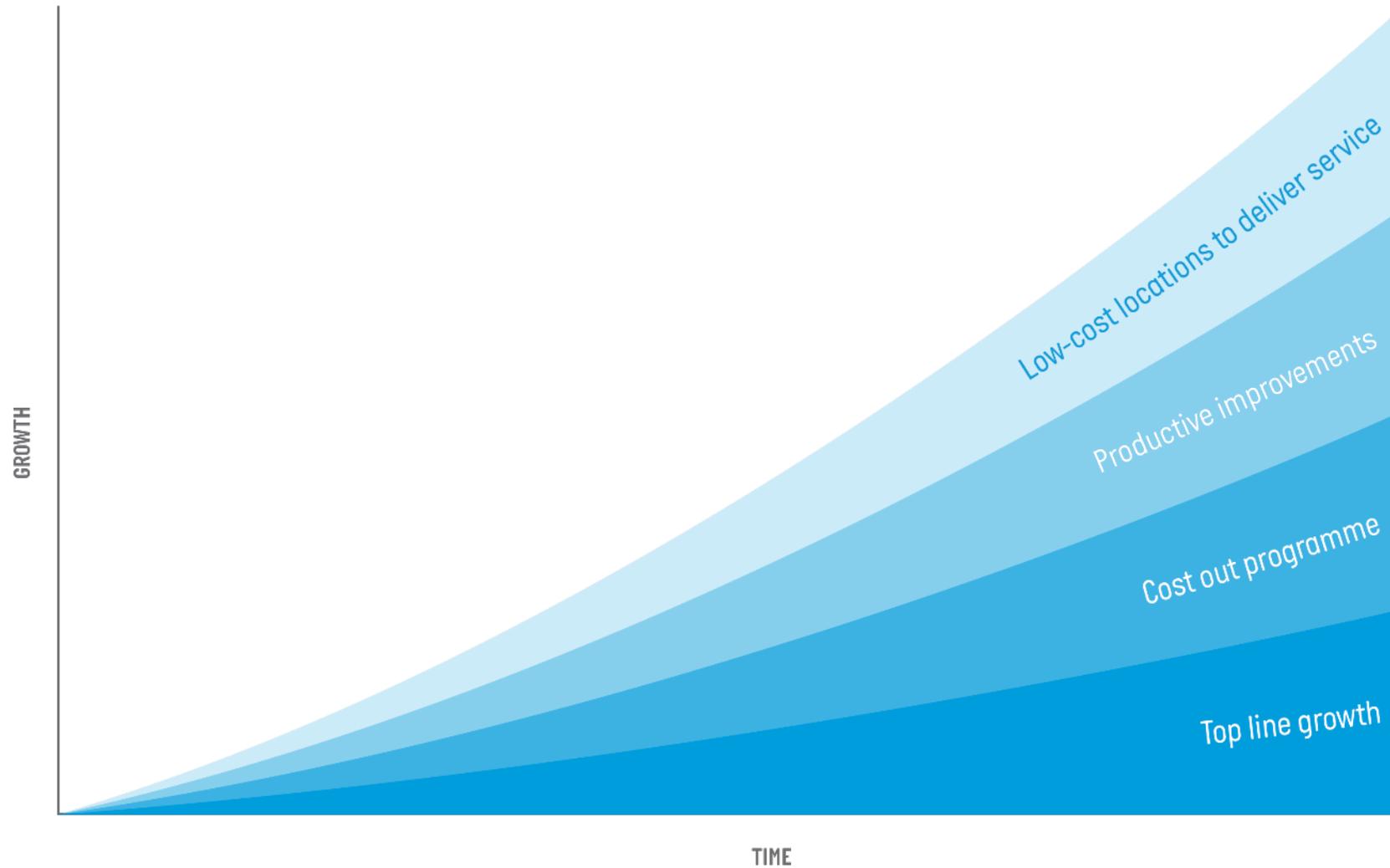
12 March 2019



TOP LINE GROWTH DRIVERS

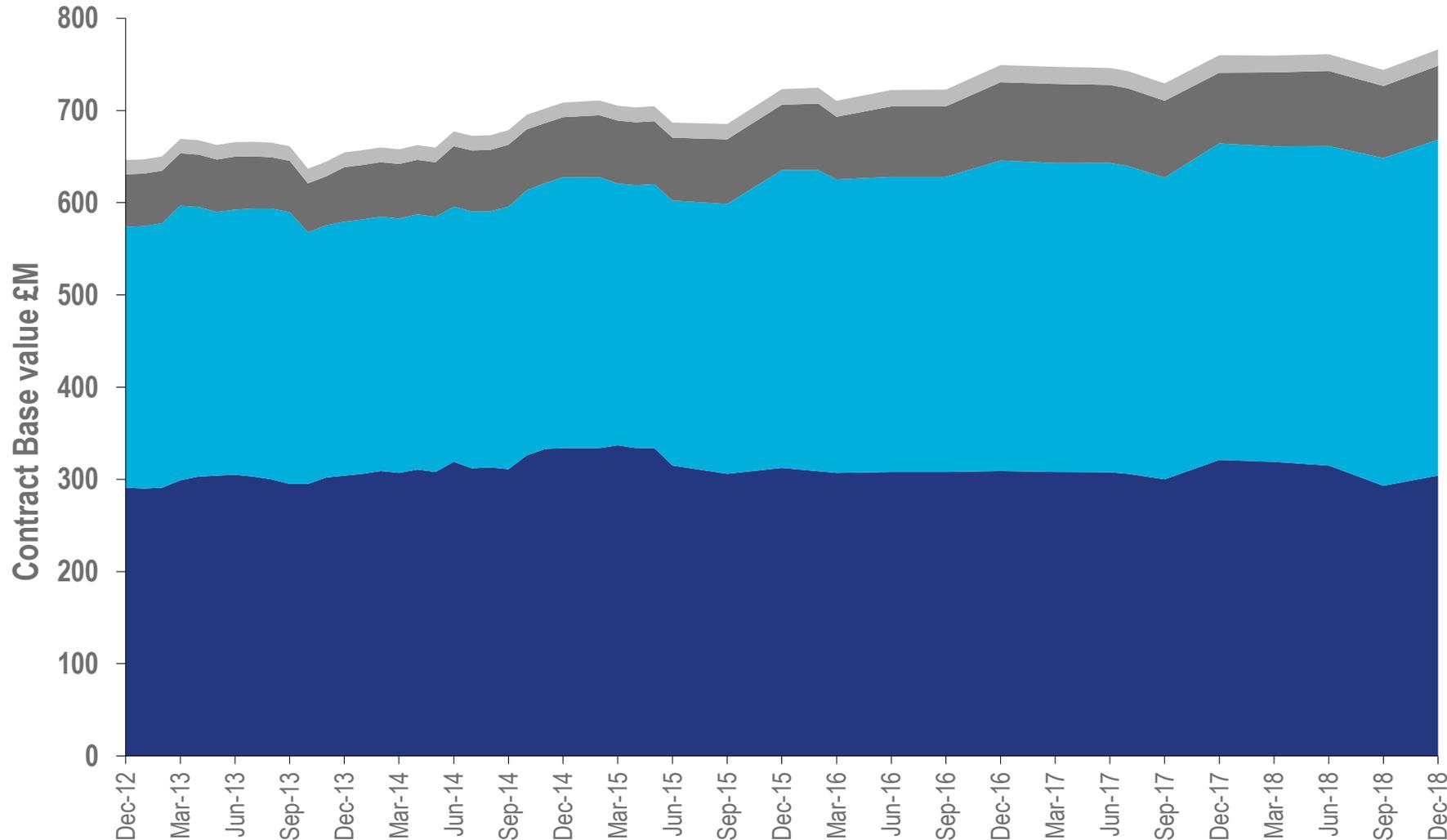


PROFIT GROWTH DRIVERS



LEADING THE GROWTH

TO LEAD WITH AND GROW OUR SERVICES BUSINESS



UK decline growth stems primarily from renegotiations from renewals and extensions, whilst Germany continues to add new customers. France suffered the loss of a significant contract with a major utility customer but made significant other gains. Growth in 2019 is expected to continue to be flat to low overall as targeted growth broadly compensates for the retrenchment in existing contracts.

2018 vs 2017 Contract Base Growth

Group: 0.8%

- UK: -2.3%
- DE: 6.1%
- FR: 4.7%
- INT: -7.4%

Group 2.0% Contract Base 4yr CAGR

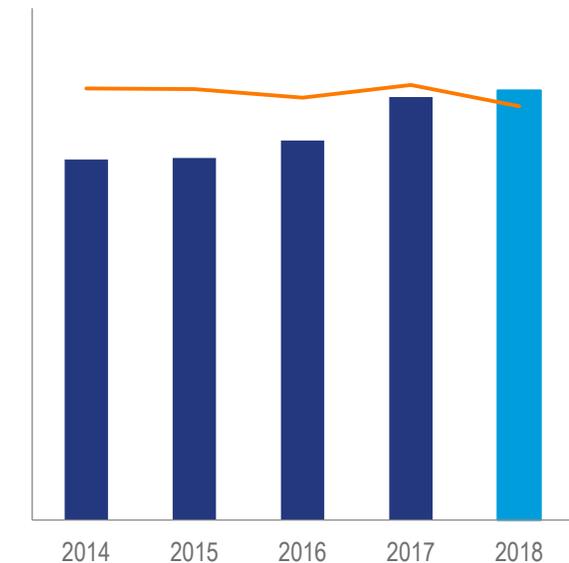


DRIVING EFFICIENCY

TO IMPROVE OUR SERVICES PRODUCTIVITY AND ENHANCE OUR COMPETITIVENESS

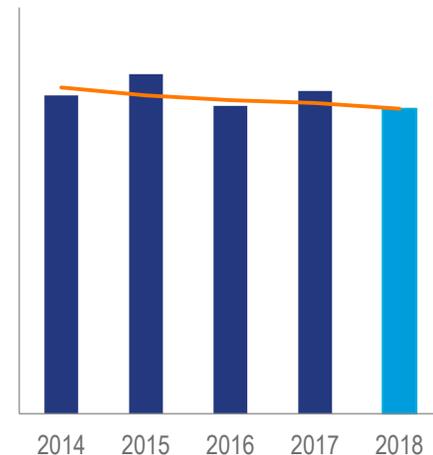
Group

Managed Services margins remain under pressure as customers expect automation and offshoring initiatives to lead to reduced operational costs for IT services.



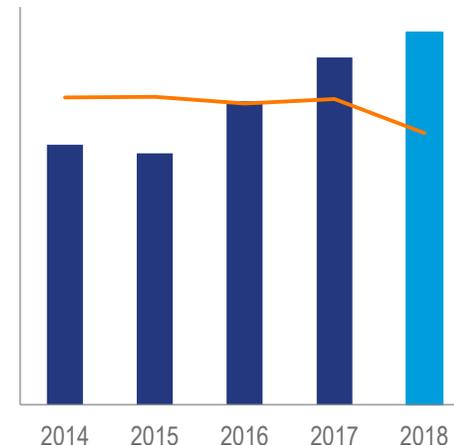
UK

Professional Services volumes have reduced significantly as major projects undertaken during 2017 finished successfully. Managed Services volumes and margins declined as the business continues to renew and bid for new contracts in a competitive environment focussed on cost reduction through innovation. Margins impacted by a significant difficult contract. Aside from this contract margins have improved generally across the Managed Services portfolio.



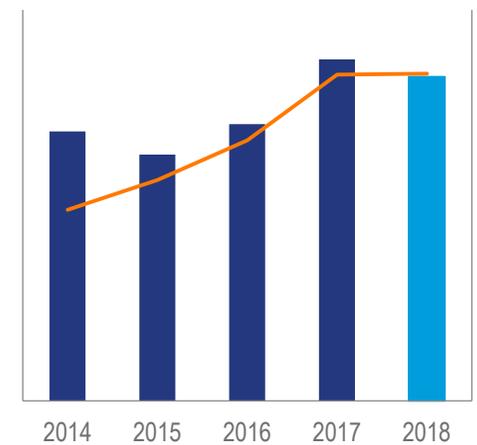
Germany

Complex implementations within Managed Services are exacerbated by the scarcity of resource within the Professional Services practices. Services margins were affected by Entry into Service and Transformation cost overruns for new deals and by a small group of difficult contracts. We were aware that these underperforming contracts would affect Services margin during the year and remain disappointed that the margin is still below the level we should achieve.



France

The expiry of a large Managed Services contract at the end of 2017 materially impacted the top line of the Services business. The contract itself was relatively low margin compared to the rest of the Contract Base, so the impact on overall Services gross profit was not as pronounced. Several other key contracts were also renewed during the period, which suppressed revenue and margins due to the reconfiguration of the renewed contracts.

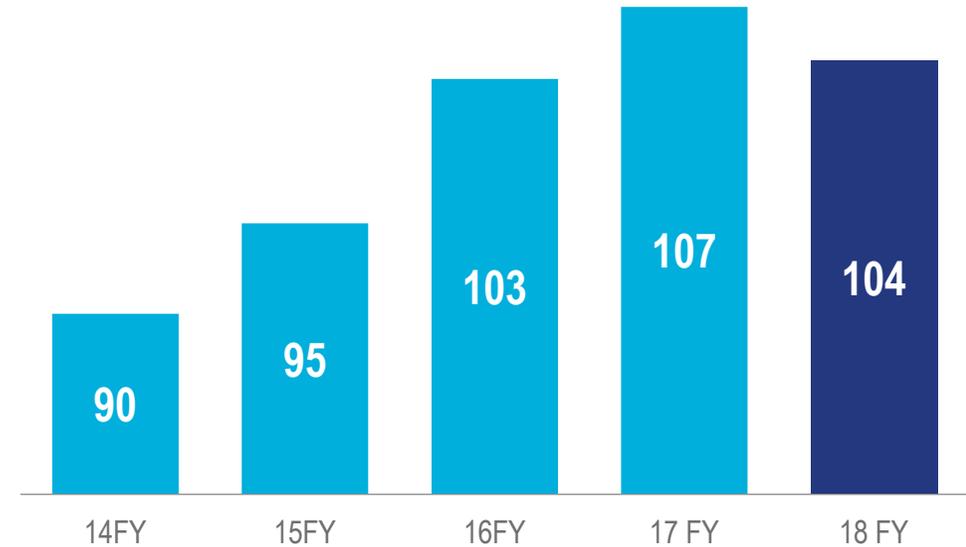


AT THE HEART OF OUR BUSINESS

TO RETAIN AND MAXIMISE THE RELATIONSHIP WITH OUR CUSTOMERS OVER THE LONG TERM

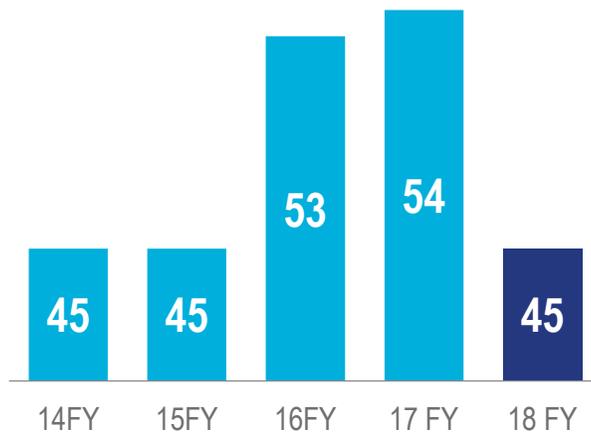
GROUP

Our customers with over £1 million of contribution are a Strategic Key Performance Indicator for Group performance. The two acquisitions added 14 new customers that each generated more than £1 million of gross profit, bringing the Group total, including acquisitions, to 118.



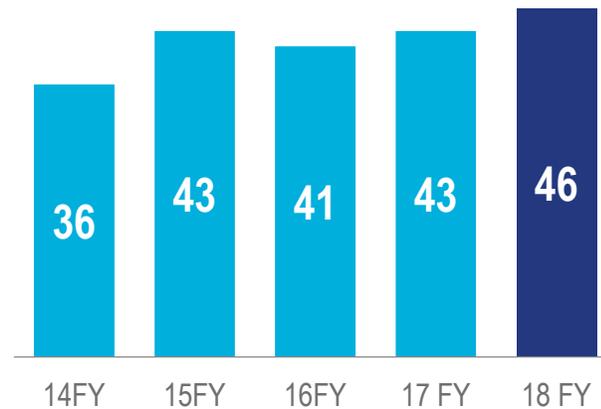
UK

The UK saw a number of customers slip just below £1 million as key transformation projects came to a conclusion.



GERMANY

The business has started to convert a strong bench with a number of customers that were just below the £1 million contribution level being brought into the KPI.



FRANCE

The broadening of the customer base in 2018 is pleasing. Whilst we have a renewal for the Group's largest Managed Services customer in 2019, we are confident of continuing to expand the customer set.



2018 UNITED KINGDOM

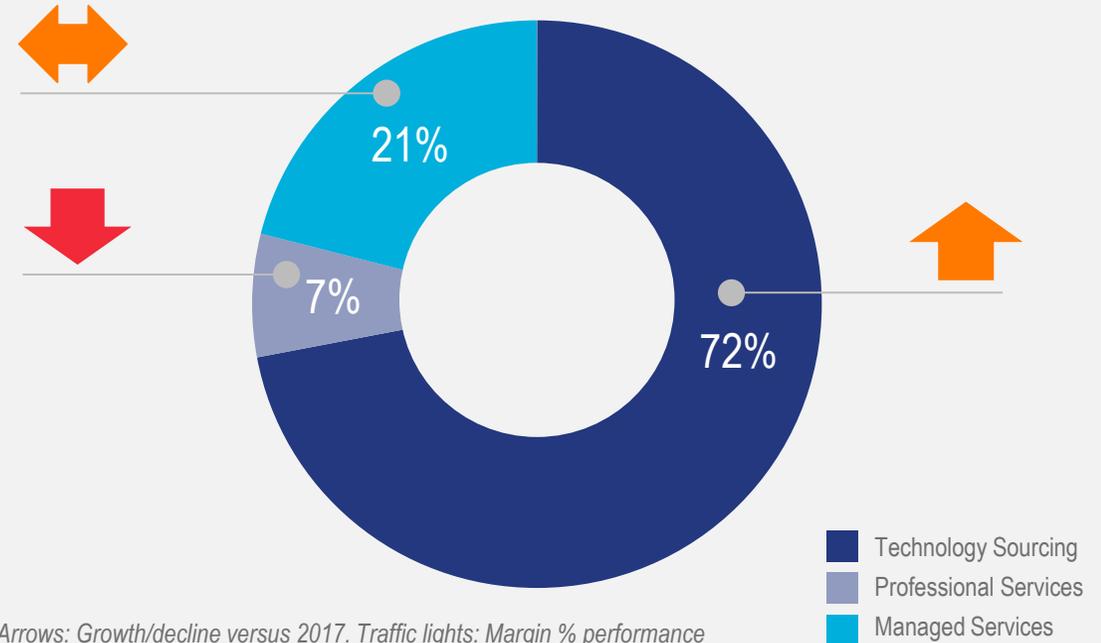
FINANCIAL HIGHLIGHTS

- Revenue up by 9.7%
- Adjusted¹ operating profit up 12.0%
- Technology Sourcing revenue up by 17.1%
- Services revenue down by 5.6%

OPERATIONAL HIGHLIGHTS

- Technology Sourcing margins remain depressed and were flat on 2017 due to an increasing share of low-margin software and workplace deals in 2018.
- Managed Services saw flat revenues and declining margins overall in 2018. One particular difficult contract heavily impacted margins. Excluding this contract margins were up on 2017 across the portfolio.
- Professional Services has seen volumes slip back from the record levels seen throughout 2017 as key projects successfully concluded.

Share of 2018 Revenue Profile



Contract Base (£m)



2018 GERMANY

FINANCIAL HIGHLIGHTS

- Revenue growth of 8.3%
- Adjusted¹ operating profit up by 14.5%
- Technology Sourcing revenue up by 9.9%
- Services revenue growth of 4.5%

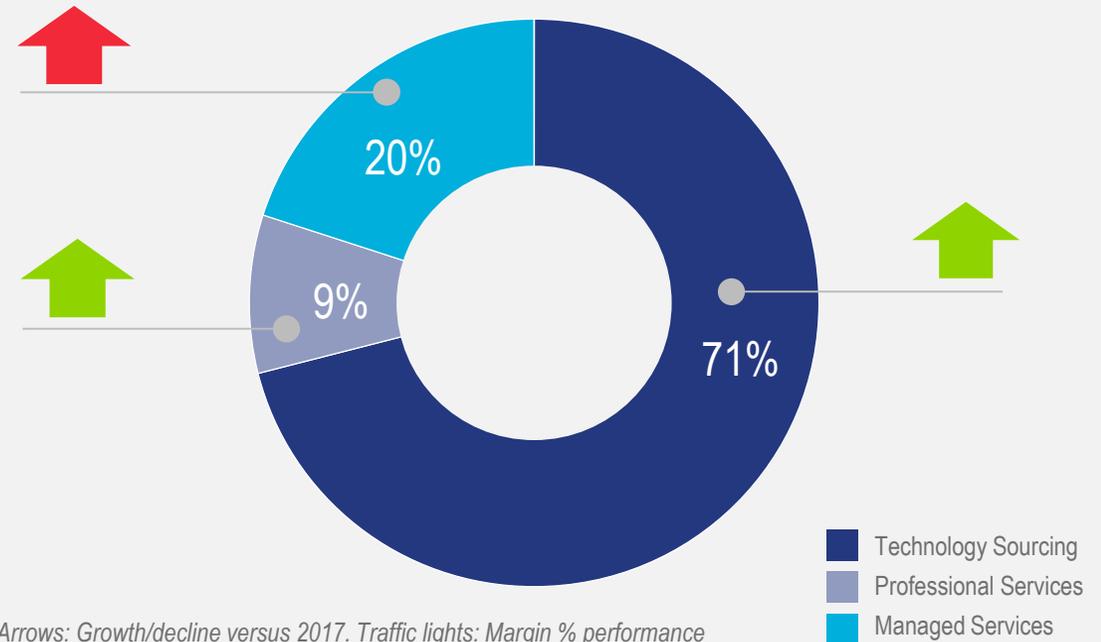
OPERATIONAL HIGHLIGHTS

- The German Technology Sourcing business continues to power the growth for the Group. Margins have improved as the product mix continues to shift towards high value-added business.
- Strong Professional Services business at full utilisation, with resource scarcity constraining activity, made worse through resources dedicated to assisting on difficult Managed Services implementations.
- Difficulties continue on several existing Managed Services contracts that have reduced overall margins and continues to be the only disappointment for the German business over the year.

NB. All figures in constant currency²

^{1,2} Refer to the glossary for definitions.

Share of 2018 Revenue Profile



Contract Base (€m)



2018 FRANCE

FINANCIAL HIGHLIGHTS

- Revenue down by 4.1%
- Adjusted¹ operating profit up 27.0% to €8.0 million
- Technology Sourcing revenue down by 3.6%
- Services revenue down by 6.0%

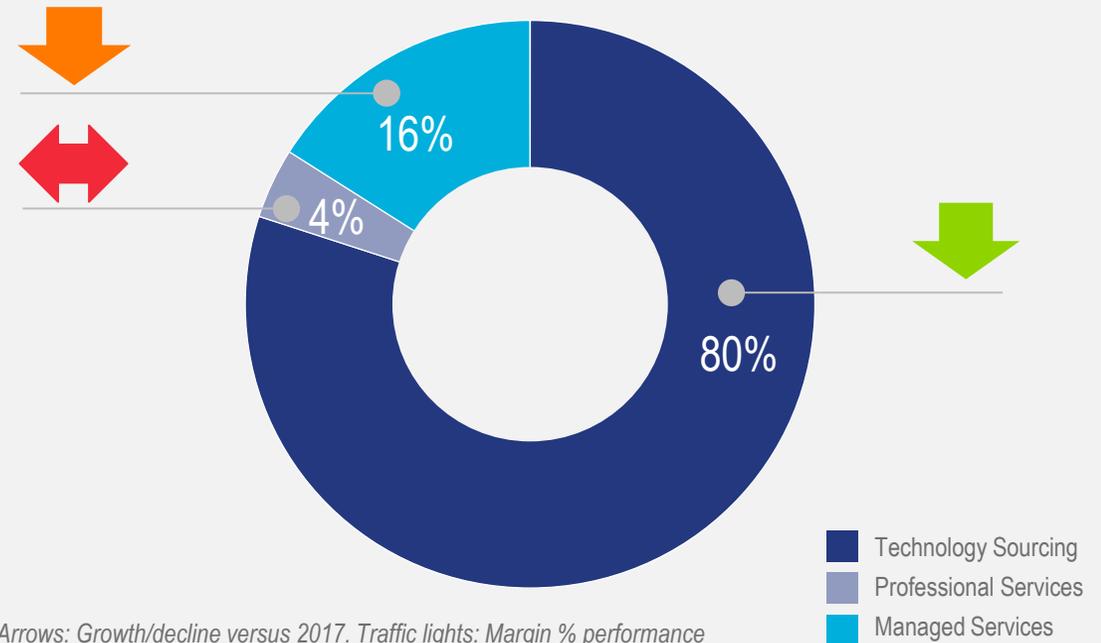
OPERATIONAL HIGHLIGHTS

- With the French business having exceeded our expectations in 2017, we were pleased that 2018 improved upon this performance.
- The business had a challenging set of expectations for the year, with slowdowns in several key contracts during their renewals, including the largest Technology Sourcing framework contract in France.
- Technology Sourcing margins were higher than last year and again lead the Group.

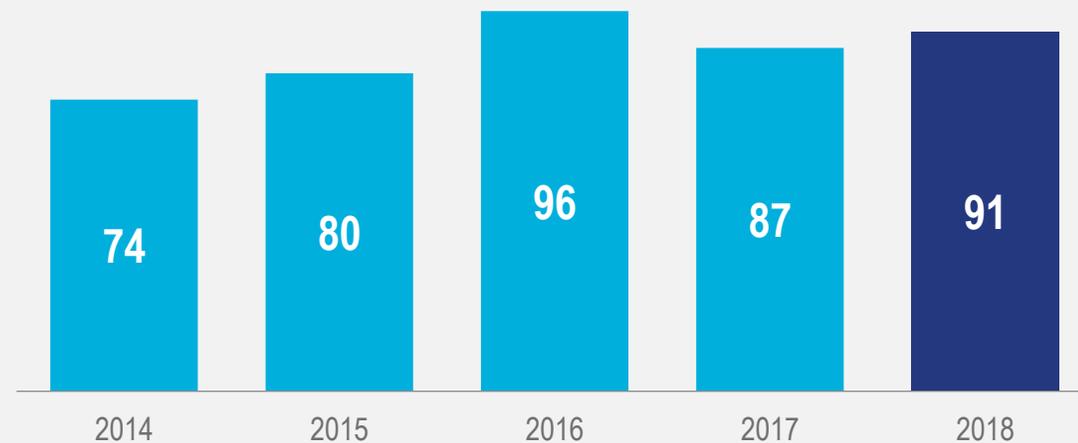
NB. All figures in constant currency²

^{1,2} Refer to the glossary for definitions.

Share of 2018 Revenue Profile



Contract Base (€m)



2018 INTERNATIONAL

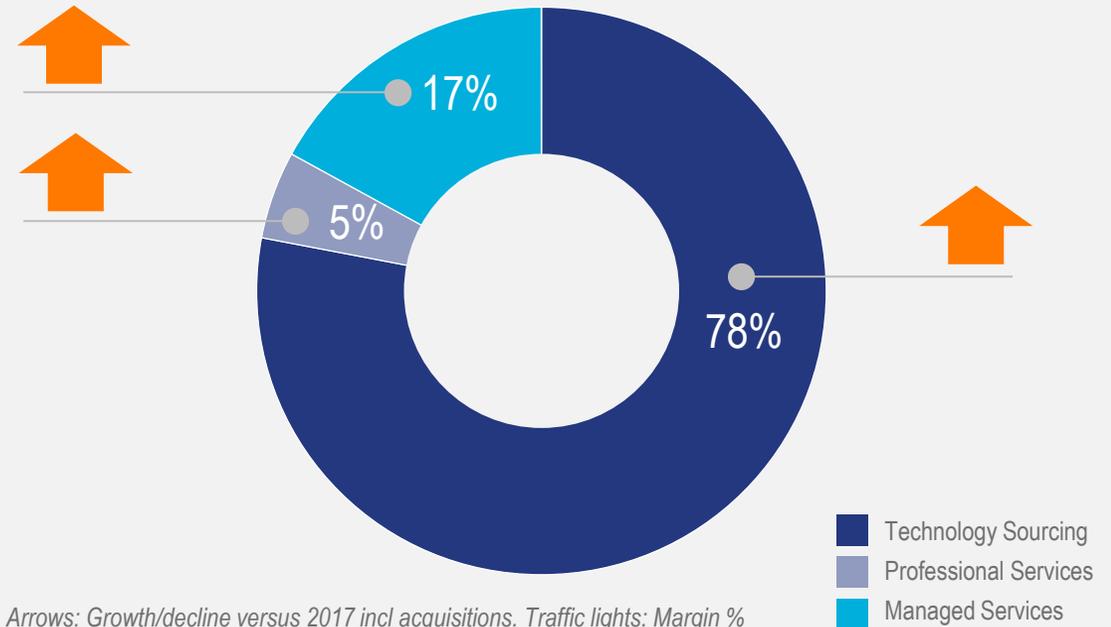
FINANCIAL HIGHLIGHTS

- Revenue up by £275.4 million including the contribution from acquisitions of £270.9 million
- Adjusted¹ operating profit up by £3.3 million including the contribution from acquisitions of £2.7 million

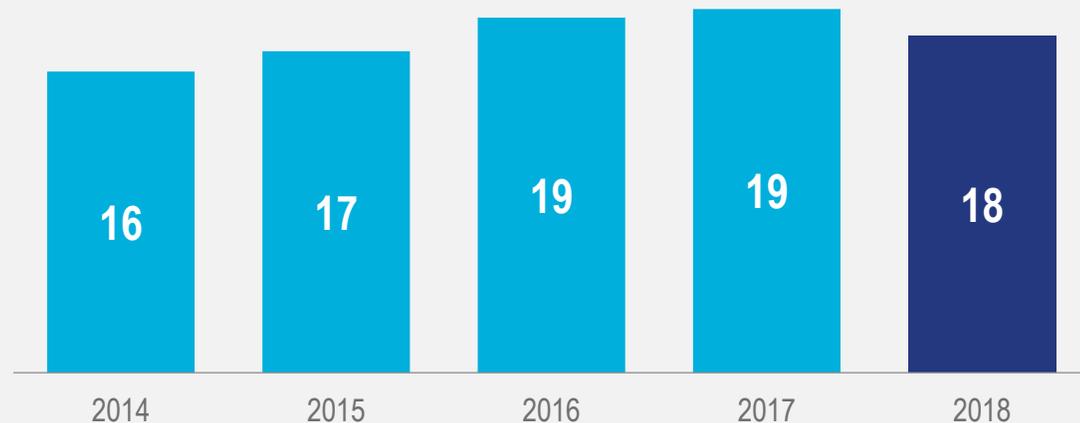
OPERATIONAL HIGHLIGHTS

- FusionStorm and Misco Solutions B.V., now renamed Computacenter Netherlands, acquired in the second half of 2018.
- FusionStorm adds a Technology Sourcing component to the existing Services business within the US that exists with Computacenter USA.
- Computacenter Netherlands adds to our Western European footprint with the potential to grow into a business similar to our existing Belgian operation. Adds £18 million to the existing International Contract Base.

Share of 2018 Revenue Profile

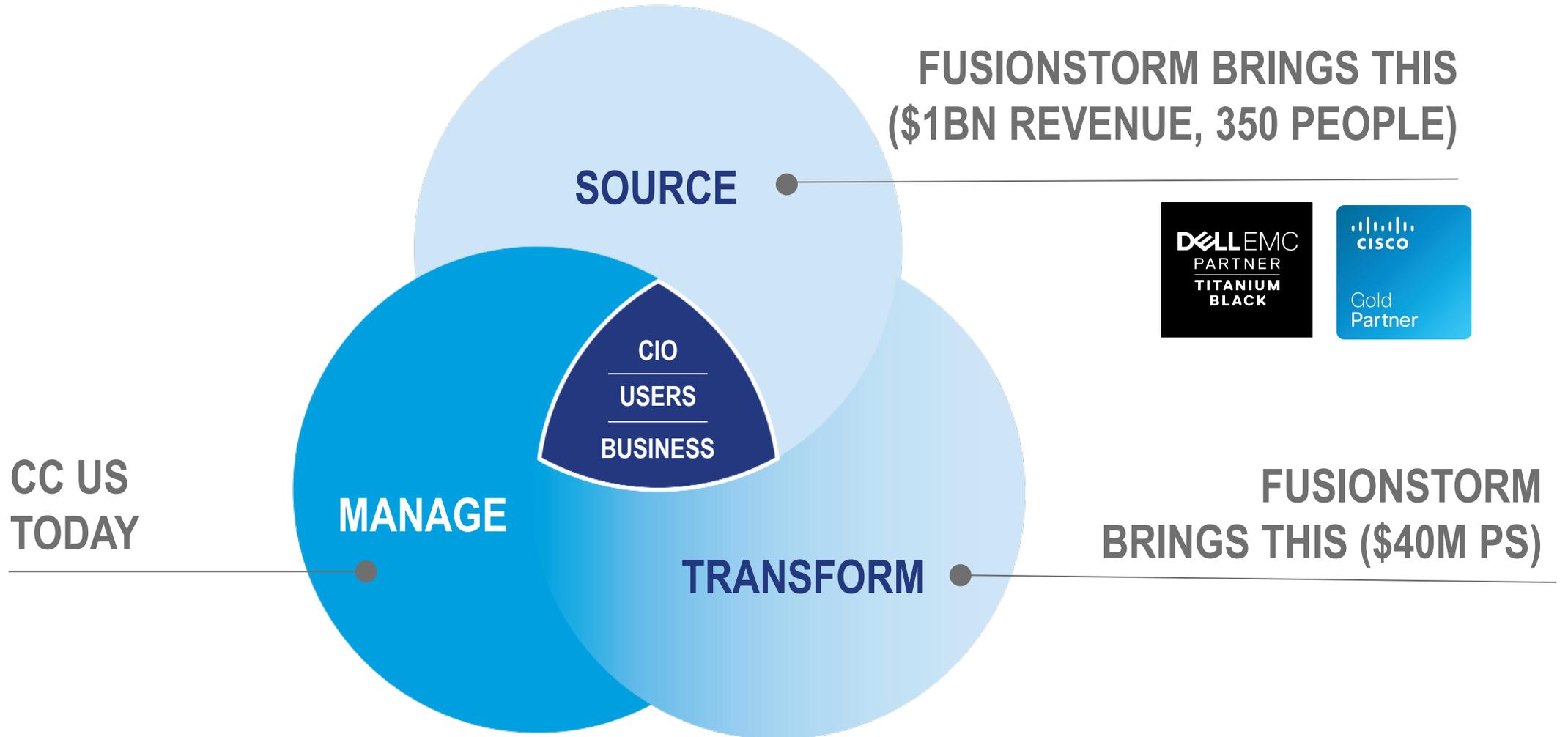


Contract Base (£m)



WHAT WE ACHIEVE IN USA BY BUYING FUSIONSTORM

WE CREATE A MORE BALANCED CAPABILITY FOR OUR CUSTOMERS IN USA



WHY FUSIONSTORM?

What we were looking for:



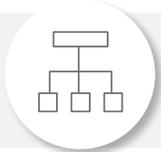
Large customers



Scale



Vendor accreditations & feedback



Culture



Leadership Team

What surprised us:



West Coast customers



Data Center integration



International focus



Growth potential



COMPUTACENTER US



- Managed Services operations established since 2005
- Technology Sourcing heritage since 1995 from acquisition of Fusionstorm
- Mexico City Service Center established in 2015 to support US customers

700
US EMPLOYEES

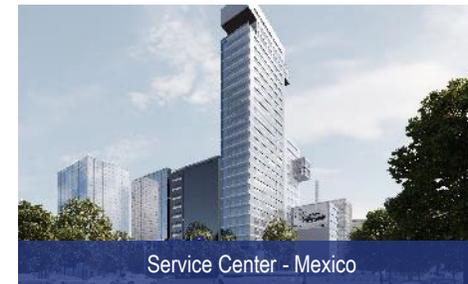
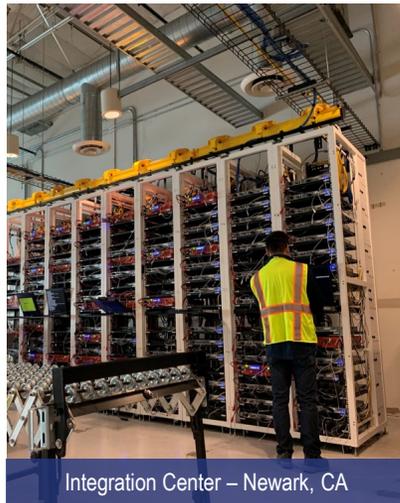
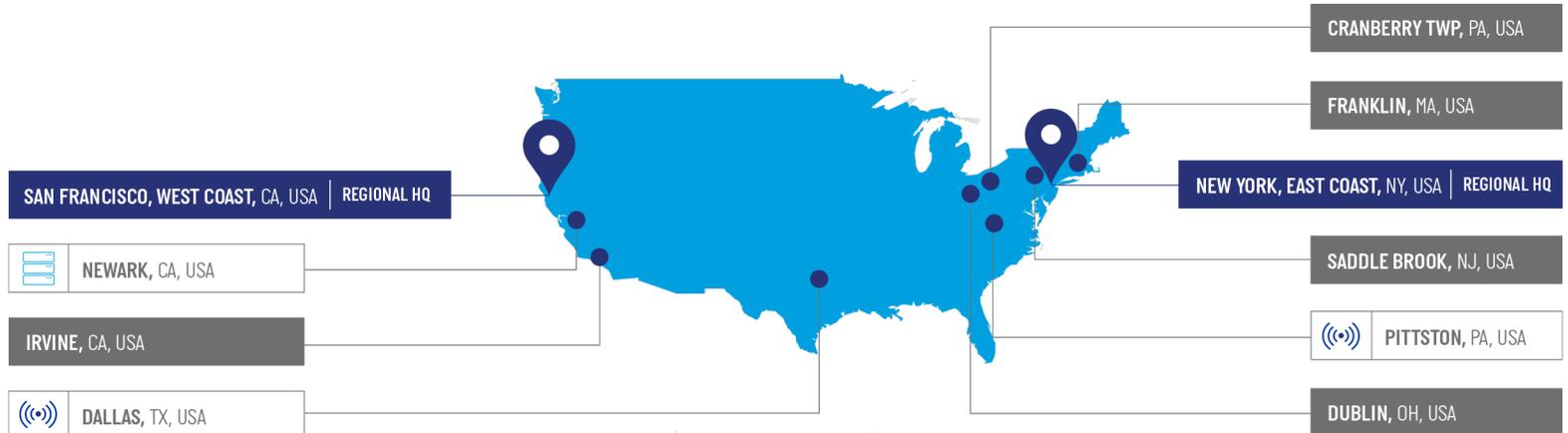
200
DEDICATED
PARTNER STAFF

300
MEXICO
EMPLOYEES

\$1bn+
TECH SOURCING
REVENUE

\$100m
SERVICES
REVENUE

40
COUNTRIES
SUPPLIED TO
FROM NEWARK



OUTLOOK

2018 was a record year in revenue, adjusted¹ operating profit and adjusted¹ diluted earnings per share for the Group. We have also laid foundations for further growth in the years ahead.

We have invested in the physical infrastructure that enables our Technology Sourcing, increased our Services capability and expanded our geographical footprint through acquisitions. In addition, we reduced the number of shares in circulation by 6.97 per cent, through a Return of Value Tender Offer of £100 million. Even after these substantial investments, Computacenter finished the year with a strong balance sheet and a cash surplus, which underpins our confidence in the future.

Specifically, while the Technology Sourcing success of last year creates a difficult comparison in 2019, particularly in the first half, lower Services margins in 2018 give us a significant opportunity to improve. We also expect a profit contribution from our acquired business in the USA.

As we look out further into the future, we remain enthusiastic about our customers' desire to enhance the digital experience, grow their network capacity, modernise their infrastructure and enhance their competitiveness, by investing in technology.



APPENDIX



GLOSSARY

1. Adjusted measures

The Group uses a number of non-Generally Accepted Accounting Practice (non-GAAP) financial measures in addition to those reported in accordance with IFRS.

Adjusted operating profit or loss, adjusted profit or loss before tax, adjusted tax, adjusted profit or loss for the year, adjusted earnings per share and adjusted diluted earnings per share are, as appropriate, each stated before: exceptional and other adjusting items including gain or loss on business disposals, gain or loss on disposal of investment properties, gains or losses related to material acquisitions, amortisation of acquired intangibles, utilisation of deferred tax assets (where initial recognition was as an exceptional item or a fair value adjustment on acquisition), and the related tax effect of these exceptional and other adjusting items, as Management do not consider these items when reviewing the underlying performance of the segment or the Group as a whole.

Additionally, **adjusted gross profit or loss** and **adjusted operating profit or loss** includes the interest paid on customer-specific financing (CSF) which Management considers to be a cost of sale.

A reconciliation between key adjusted and statutory measures is provided on slide 7 of this presentation.

We believe that these non-GAAP measures are important when assessing the underlying financial and operating performance of the Group.

2. Constant currency

We evaluate the long-term performance and trends within our strategic key performance indicators (KPIs) on a constant currency basis. Further, the performance of the Group and its overseas segments are shown, where indicated, in constant currency.

The constant currency presentation, which is a non-GAAP measure, excludes the impact of fluctuations in foreign currency exchange rates. We believe providing constant currency information gives valuable supplemental detail regarding our results of operations, consistent with how we evaluate our performance.

We calculate constant currency percentages by converting our prior-year local currency financial results using the current year average exchange rates and comparing these recalculated amounts to our current year results or by presenting the results in the equivalent local currency amounts.

Wherever the performance of the Group, or its overseas Segments, are presented in constant currency, or equivalent local currency amounts, the equivalent prior-year measure is also presented in the reported pound sterling equivalent using the exchange rates prevailing at the time. Financial Highlights, as shown on slide 3 of this presentation, and statutory measures, are provided in the reported pound sterling equivalent.

We believe providing constant currency information provides valuable supplemental information regarding our results of operations, consistent with how we evaluate our performance.



GLOSSARY (CONTINUED)

3. Net funds

Net funds includes cash and cash equivalents, CSF, other short or long-term borrowings and current asset investments.

Net funds are monitored internally by the Group as a key measure.

Customer-specific financing (CSF)

Finance costs for CSF are charged after operating profit for statutory purposes.

These costs are considered to be contract-specific costs, and operating profit is adjusted to charge for these costs.

Net finance costs are also adjusted in this presentation.



2018 EXCEPTIONAL AND OTHER ADJUSTING ITEMS

The profit before tax impact from exceptional and other adjusting items was a net loss of £10.1 million (2017: gain of £5.5 million). Tax items resulted in a gain of £3.7 million (2017: loss of £3.8 million). The net loss from exceptional and other adjusting items in the year was £6.4 million (2017: gain of £1.7 million).

Exceptional items

An exceptional loss during the year of £5.2 million resulted from costs directly relating to the acquisition of FusionStorm. These costs include a severance payment for the FusionStorm Chief Executive Officer, agreed as part of the acquisition, advisor fees and a finder's fee that was paid on completion of the transaction. These costs are non-operational in nature, material in size and unlikely to recur and have therefore been classified as outside our adjusted¹ results. A further £0.4 million relating to the unwinding of the discount on the deferred consideration for the purchase of FusionStorm has been removed from the adjusted¹ net finance expense and classified as exceptional interest costs.

Tax on exceptional items

In 2018, a credit of £1.4 million arising from the tax benefit on the FusionStorm exceptional acquisition costs has been recognised as tax on exceptional items. In 2017, a tax charge of £0.4 million was recorded as tax on exceptional items, relating to the release of the remaining German onerous contract provisions.

Exceptional tax

A further tax credit of £3.1 million was recorded due to post-acquisition activity in FusionStorm, related to the transaction, which has resulted in a material in-year tax benefit. This activity included settlement of phantom stock awards, deal bonus and change of control payments which were settled by the vendor, out of the consideration paid, via post-acquisition capital contributions to FusionStorm. As this credit was related to the acquisition and not operational activity within FusionStorm, is of a one-off nature and material to the overall tax result, we have classified this as an exceptional tax item. Further this tax benefit is larger than the adjusted¹ profit before tax of £2.9 million achieved by FusionStorm since the acquisition.



2018 EXCEPTIONAL AND OTHER ADJUSTING ITEMS

The profit before tax impact from exceptional and other adjusting items was a net loss of £10.1 million (2017: gain of £5.5 million). Tax items resulted in a gain of £3.7 million (2017: loss of £3.8 million). The net loss from exceptional and other adjusting items in the year was £6.4 million (2017: gain of £1.7 million).

Other adjusting items

- The Group presents utilisation of deferred tax assets, where initial recognition was an exceptional item, or as a fair value adjustment on acquisition, as outside its adjusted¹ results. During the year, the German deferred tax asset has been reduced by £1.9 million due to the reduction in losses recognised over the foresight period. All of our readily available German losses have now been utilised as at 31 December 2018.
- The amortisation of acquired intangible assets was £4.5 million (2017: £0.2 million), with the increase due to the amortisation of the intangibles acquired as part of the FusionStorm acquisition. We have continued to exclude the effect of amortisation of acquired intangible assets in calculating our adjusted¹ results. Amortisation of intangible assets is non-cash, and is significantly affected by the timing and size of our acquisitions, which distorts the understanding of our Group and Segmental operating results.
- The tax credit related to the amortisation of acquired intangibles was £1.2 million (2017: £0.03 million). The significant increase relates to the £4.2 million of amortisation of acquired intangible assets charged against the assets recognised as a result of the FusionStorm acquisition. As the amortisation is recognised outside of our adjusted¹ profitability, the tax benefit on the amortisation is also only recognised in the statutory tax charge.



2018 IFRS 15 REVENUE WITH CUSTOMERS FURTHER DETAIL

Background

The accounting policies adopted for the period are consistent with those of the previous financial year as disclosed in the 2017 Annual Report and Accounts except that the Group has had to change its accounting policies and make material retrospective adjustments as a result of adopting IFRS 15 'Revenue from Contracts with Customers' ('IFRS 15'). The impact of the adoption of IFRS 15 are disclosed below and the next slide

Adjustments

The Group has adopted IFRS 15 from 1 January 2018 which has resulted in changes in accounting policies and adjustments to the amounts recognised in the financial statements. In accordance with the transition provisions in IFRS 15, the Group has adopted the new rules using the modified retrospective approach, meaning that the cumulative effect of applying the new accounting policies has been recognised as an adjustment in equity as at 1 January 2018. The overall net impact of all adjustments was a credit to retained earnings of £6.5 million as at 1 January 2018.

Adjustments were required in relation to:

- Certain costs, such as win fees (a form of commission) and fulfilment cost are capitalised and spread over the life of the contract, as opposed to being expensed as incurred as was the case under the previous policy. This resulted in an increase to retained earnings of £7.6 million as at 1 January 2018, with the corresponding entry to Prepayment. The tax impact of this adjustment is a debit

to equity of £1.4 million and a corresponding increase in deferred tax liabilities as at 1 January 2018. The net impact on retained earnings as at 1 January 2018 is £6.2 million. This change in accounting policy resulted in a recognition of a net cost in FY2018 of £1.2 million with a corresponding credit to tax for the year, as presented in the table below. As at 31 December 2018, the win fee balance was £6.2 million.

- Certain elements of Managed Services contracts, for example those relating to Entry into Service, are not treated as separate performance obligations under the new policy. Under the new policy, these services are treated as part of the ongoing performance obligations in the contract. This means the revenues and costs associated with Entry into Service are recognised over the life of the contracts with customers rather than being recognised as incurred as was the case historically. This resulted in an increase to retained earnings of £0.5 million as at 1 January 2018, with the corresponding entry to Prepayment. The tax impact of this adjustment is a debit to equity of £0.1 million and a corresponding increase in deferred tax liabilities as at 1 January 2018. The net impact on retained earnings as at 1 January 2018 is £0.4 million. This change in accounting policy resulted in a recognition of a net cost in FY2018 of £0.3 million with a corresponding credit to tax for the year, as presented in the table below. As at 31 December 2018, the fulfilment cost balance was £0.3 million.

IFRS 15 has been adopted using the modified retrospective approach, therefore comparative amounts have not been restated.



2018 IFRS 15 REVENUE WITH CUSTOMERS FURTHER DETAIL

Impact of Adoption

IFRS 15 has been adopted using the modified retrospective approach, therefore comparative amounts have not been restated. For comparability purposes, the following table gives the impact of the adoption of the new standard on the Consolidated Balance Sheet and Consolidated Income Statement for the year ended 31 December 2018 by showing what the results would have been under the previous accounting policies.

	Under existing GAAP (IFRS 15) £'000	Under previous GAAP (IAS 18 / IAS 11) £'000
Revenue	4,352,570	4,348,116
Cost of sales	(3,804,019)	(3,799,263)
Gross profit	548,551	548,853
Administrative expenses	(439,183)	(437,967)
Operating profit	109,368	110,886
Net finance costs	(1,240)	(1,240)
Profit before tax	108,128	109,646
Income tax expense	(27,199)	(27,623)
Profit for the year	80,929	82,023
Prepayments: non-current	3,524	-
Prepayments: current	69,320	66,600
Deferred tax liabilities	13,009	12,218



CHANGE IN SEGMENTAL REPORTING

During the first half of the year, Management reviewed the way it reported segmental performance to the Board and the Chief Executive Officer, who is the Group's Chief Operating Decision Maker ('CODM'), to determine whether it could improve the transparency and understandability of the trading performance of its core Group Operating Model geographies. As a result of this analysis the Board has decided to adopt a new segmental reporting structure for 2018. In accordance with IFRS 8 Operating Segments, the Group has identified four revised operating segments: UK, Germany, France, and International.

As the location of the Group's headquarters, the UK entity has also borne an increasing share of corporate costs since the rollout of the Group Operating Model from 2013. Certain expenses such as those for the Board itself, and related public company costs, Group Executive members not aligned to a specific geographic trading entity and the cost of centrally funded strategic corporate initiatives that benefit the whole Group, are not allocated to individual segments because they are not directly attributable to any single segment. Accordingly, these expenses are disclosed as a

separate column, '**Central Corporate Costs**', within the segmental note.

Under the previous segmental reporting structure, the UK Segment included a number of other operating entities, primarily international Global Service Desk locations. Whilst these entities have limited external revenues, and a cost recovery model that suggests better than breakeven margins to ensure compliance with transfer pricing regulations, this generated unnecessary complexity when presenting the UK results to the Board and the CODM, with the growth in the number and scale of these other operating entities blurring the underlying performance of the core geography over time. The revised UK Segment now only comprises the trading performance of Computacenter UK.

The German Segment has been revised to remove the independently run Computacenter Switzerland operation, including cITius, which has been transferred to the International Segment, leaving the German country trading operations standing alone.

The new International Segment replaces the Belgian Segment and includes the Belgium, Netherlands, Switzerland, USA, FusionStorm and TeamUltra

trading operations, along with the international Global Service Desk locations in South Africa, Spain, Hungary, Mexico, Poland, Malaysia, India and China. The International Segment has been created to reflect the Group's ambitions to continue to expand its worldwide footprint. This includes expanding trading operations into new geographic locations, both within our Western European heartland and beyond, and the need to continue to identify talent-rich offshore locations, to ensure that we can remain both cost and resource competitive in the Services marketplace.

The French Segment remains unchanged from that reported at 31 December 2017.

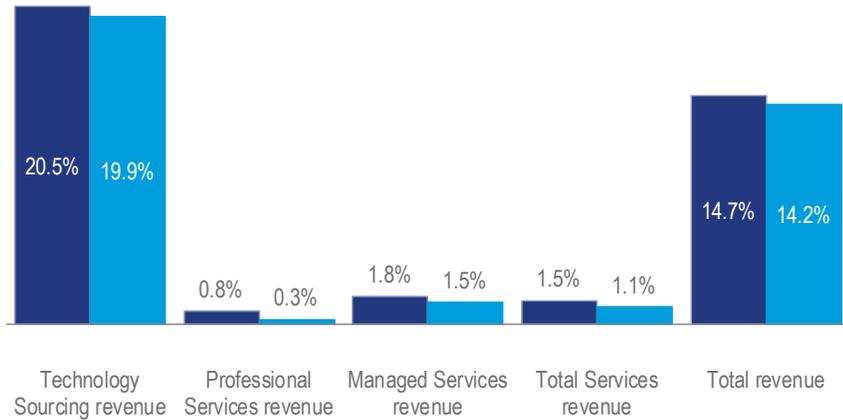
This new segmental reporting structure is the basis on which internal reports are provided to the Chief Executive Officer, as the CODM, for assessing performance and determining the allocation of resources within the Group. Segmental performance is measured based on external revenues, adjusted¹ gross profit, adjusted¹ operating profit and adjusted¹ profit before tax.

The change in segment reporting has no impact on reported Group numbers.

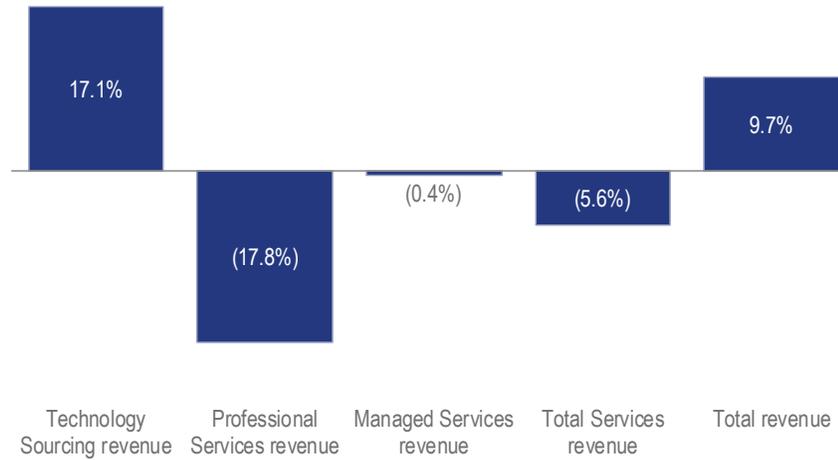


SOURCES OF REVENUE: PERCENTAGE CHANGE BY REVENUE TYPE

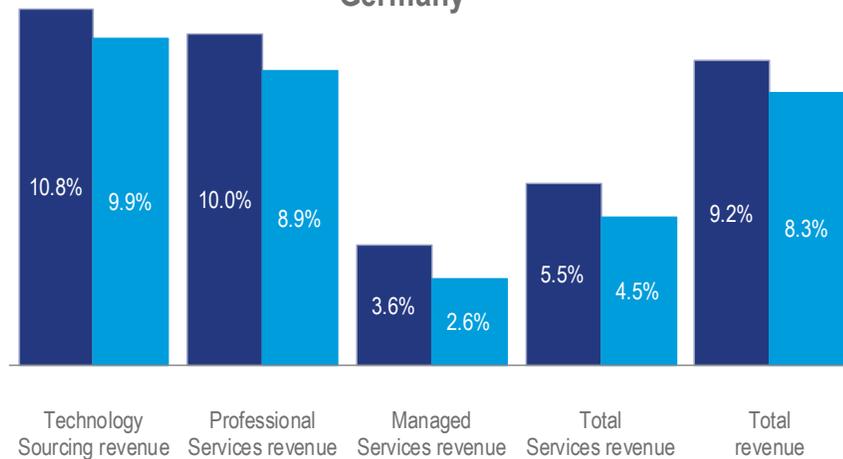
Group



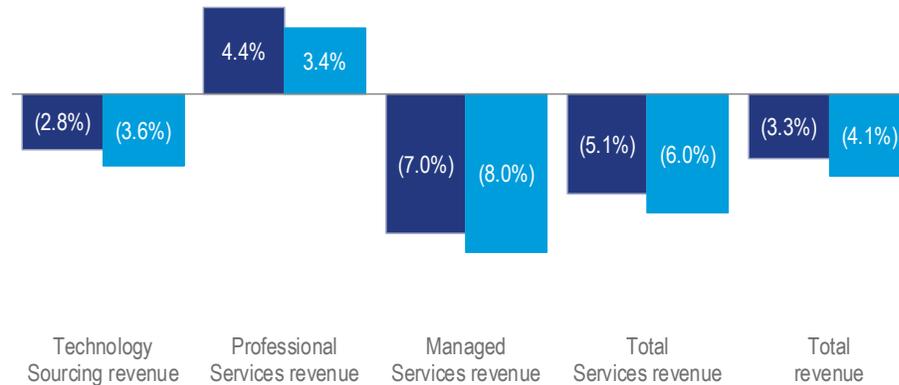
UK



Germany



France



■ Revenue growth
■ Revenue growth in constant currency²



UK ADJUSTED¹ INCOME STATEMENT

	2018 £m	2017 £m	Change %
Revenue	1,605.8	1,463.4	9.7%
Adjusted ¹ gross profit	203.5	196.2	3.7%
	12.7%	13.4%	(0.7%)
Administrative expenses	(145.8)	(144.7)	0.8%
	(9.1%)	(9.9%)	0.8%
Adjusted ¹ operating profit	57.7	51.5	12.0%
	3.6%	3.5%	0.1%



UK ADJUSTED¹ OPERATING PROFIT WALK (£M)



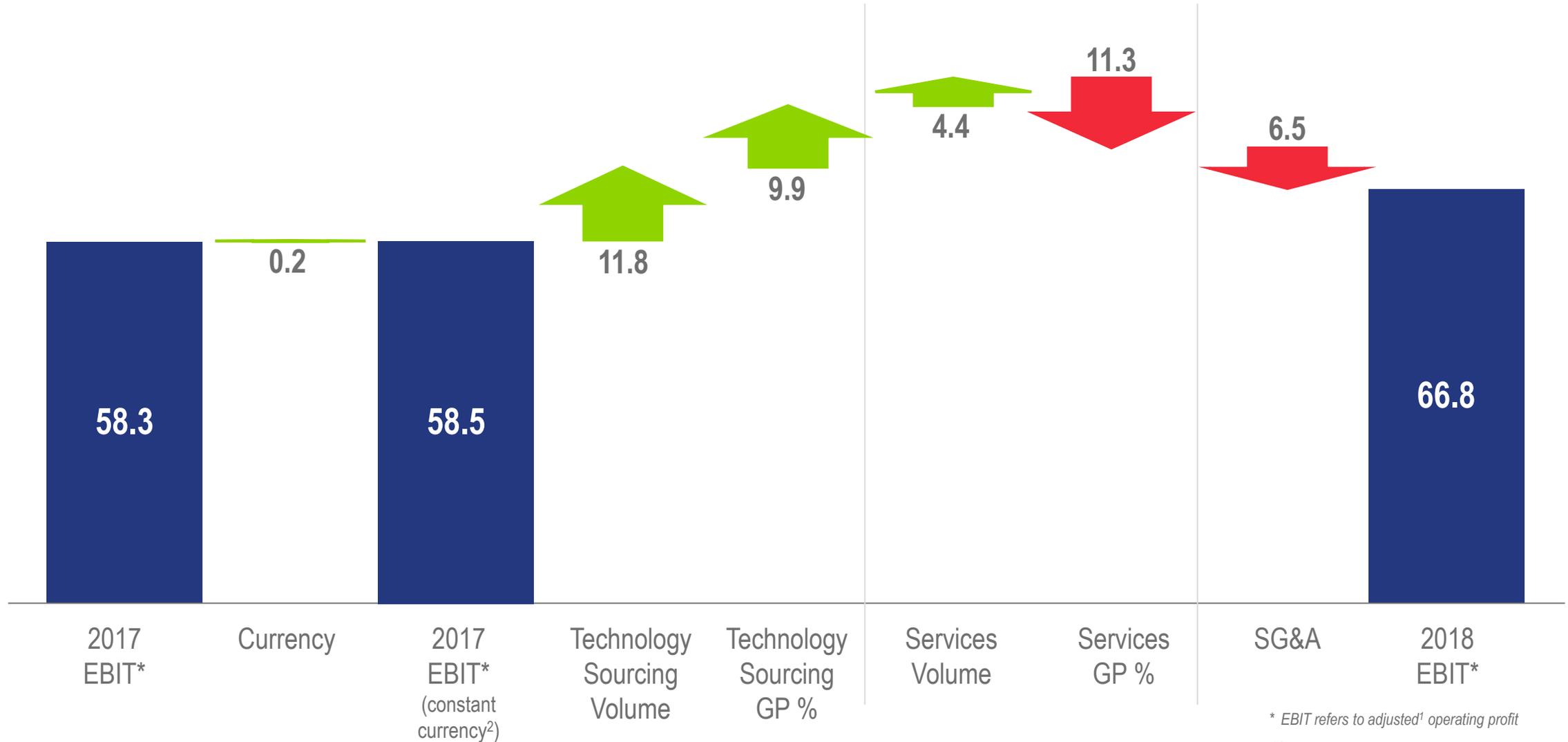
GERMANY ADJUSTED¹ INCOME STATEMENT

	2018 £m	2017 £m	Change	2018 €m	2017 €m	Constant currency ²
Revenue	1,872.7	1,714.7	9.2%	2,115.7	1,954.2	8.3%
Adjusted ¹ gross profit	231.2	214.8	7.6%	261.4	244.6	6.9%
	12.3%	12.5%	(0.2%)	12.4%	12.5%	(0.1%)
Administrative expenses	(164.4)	(156.5)	5.0%	(185.8)	(178.6)	4.0%
	(8.8%)	(9.1%)	0.3%	(8.8%)	(9.1%)	0.3%
Adjusted ¹ operating profit	66.8	58.3	14.6%	75.6	66.0	14.5%
	3.6%	3.4%	0.2%	3.6%	3.4%	0.2%



GERMANY ADJUSTED¹ OPERATING PROFIT WALK (€M)

CONSTANT CURRENCY²



* EBIT refers to adjusted¹ operating profit

^{1,2} Refer to the glossary for definitions.



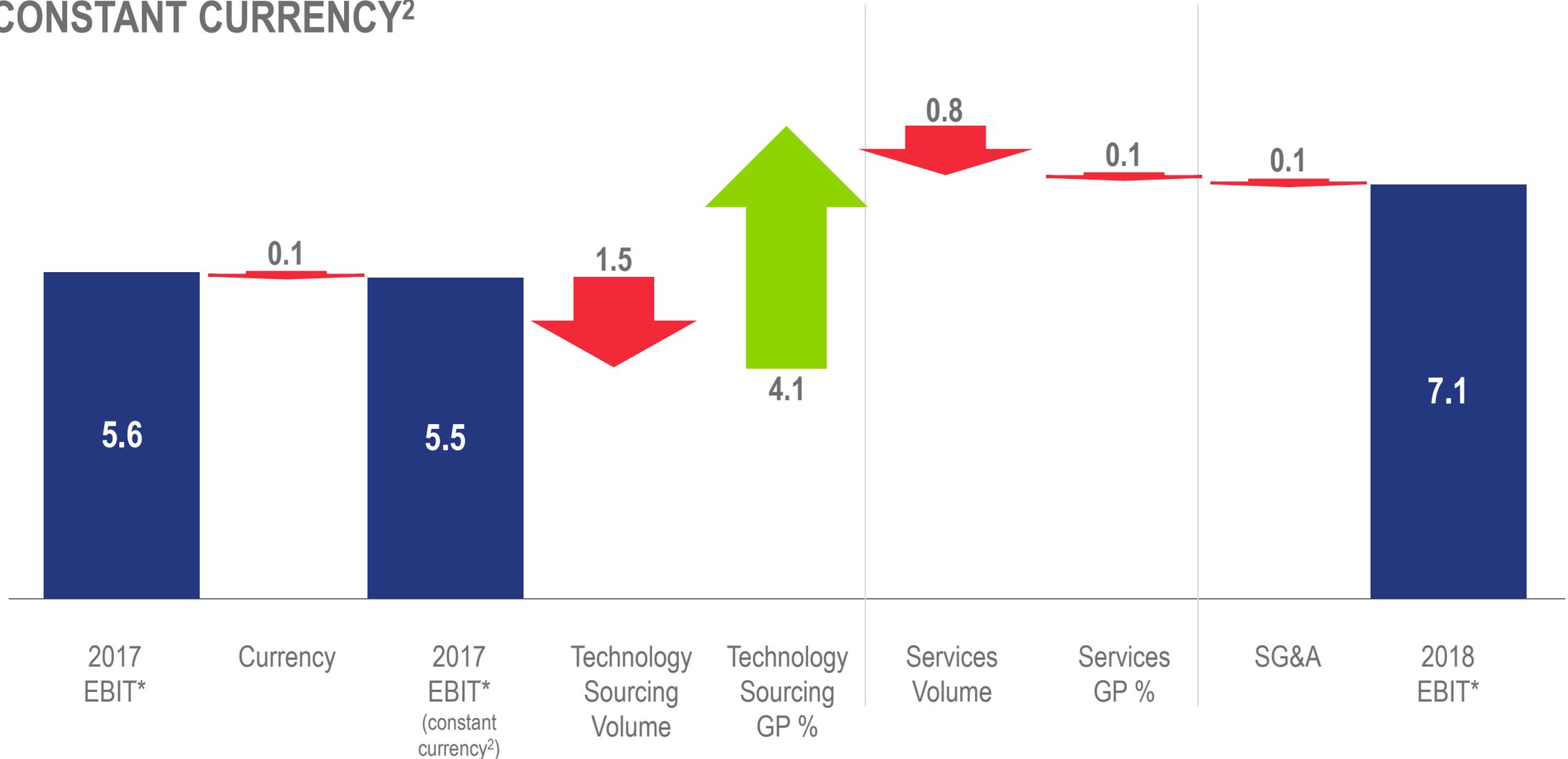
FRANCE ADJUSTED¹ INCOME STATEMENT

	2018 £m	2017 £m	Change	2018 €m	2017 €m	Constant currency ²
Revenue	493.3	509.9	(3.3%)	557.4	581.3	(4.1%)
Adjusted ¹ gross profit	55.7	53.5	4.1%	62.9	60.9	3.3%
	11.3%	10.5%	0.8%	11.3%	10.5%	0.8%
Administrative expenses	(48.6)	(47.9)	1.5%	(54.9)	(54.6)	0.5%
	(9.9%)	(9.4%)	(0.5%)	(9.8%)	(9.4%)	(0.4%)
Adjusted ¹ operating profit	7.1	5.6	26.8%	8.0	6.3	27.0%
	1.4%	1.1%	0.3%	1.4%	1.1%	0.3%



FRANCE ADJUSTED¹ OPERATING PROFIT WALK (£M)

CONSTANT CURRENCY²



NET FUNDS

Analysis of Net funds³

	Dec 18 £m	Dec 17 £m	Change £m
Cash and cash equivalents	200.4	206.6	(6.2)
Current asset investment	-	-	-
Bank loans	(134.2)	(10.7)	(123.6)
Customer specific finance	(8.9)	(4.7)	(4.2)
Other loans and overdrafts	-	-	-
Net Borrowings	(143.2)	(15.4)	(127.7)
Net funds³	57.3	191.2	(133.9)

- One of the Group's primary measures when managing the business is Net funds³
- Net funds³ have decreased £133.9 million since 31 December 2017
- Operating cashflow for 2018 was an inflow of £115.2 million (2017: £106.1 million)
- Note that £100 million of cash was returned to shareholders via a Tender Offer completed on 14 February 2018
- Bank loans at the year end relate to specific facilities for the acquisition of FusionStorm and the build and fit out of our new German office and Integration Center in Kerpen



GROUP CASH FLOW

- Operating net cash inflow of £115.2 million (2017: £106.1 million)
- Working capital outflow decreased slightly to £18.5 million during the period (2017: £19.3 million)
- Note that £100 million of cash was returned to shareholders via a Tender Offer completed on 14 February 2018
- Borrowings on the committed Kerpen build increased to £31.4 million at 31 December 2018 (2017: £10.7 million)
- £100 million committed facility for the acquisition of FusionStorm drawn down on 1 October 2018

	2018 £m	2017 £m
Profit before tax	108.1	111.7
Net finance cost/(income)	1.2	(0.6)
Depreciation and amortisation	34.8	28.7
Share-based payments	6.4	6.2
Exceptional gain on disposal of an investment property	-	(4.3)
Loss/(profit) on disposal of non-current assets	0.3	(1.2)
Working capital and other movements	(18.5)	(19.3)
Net cash flow from provisions	5.9	0.3
Other adjustments	0.7	(0.5)
Cash generated from operations	139.0	121.0
Income taxes paid	(23.8)	(14.9)
Net cash flow from operating activities	115.2	106.1
Interest received	1.3	1.5
Acquisition of subsidiaries, net of cash acquired	(56.0)	(7.4)
Capital expenditure and other investments	(51.2)	(37.8)
Decrease in current asset investment	-	30.0
Proceeds from disposal of an investment property	-	14.5
Net cash flow from investing activities	(106.0)	0.8
Interest paid	(2.5)	(0.9)
Dividends paid to equity shareholders of the parent	(30.9)	(27.1)
Return of Value and associated expenses	(101.2)	-
Proceeds from share issues	3.6	3.2
Purchase of own shares	(13.3)	(8.9)
Net borrowings	127.3	11.4
Net cash flow from financing activities	(17.0)	(22.2)
Increase/(decrease) in cash and cash equivalents	(7.7)	84.7
Effect of exchange rates on cash and cash equivalents	1.6	3.2
Cash and cash equivalents at the beginning of the year	206.6	118.7
Cash and cash equivalents at the end of the period	200.4	206.6



GROUP BALANCE SHEET

- Note that £100 million of cash was returned to shareholders via a Tender Offer completed on 14 February 2018.

Balance sheet rate

2018: £1 = € 1.108

2017: £1 = € 1.125

	2018 £m	2017 £m	Change £m
Non-current assets			
Property, plant and equipment	106.3	77.9	28.4
Prepayments	3.5	-	3.5
Goodwill & Intangibles	184.6	80.3	104.3
Investments in associates	0.1	0.1	-
Deferred income tax asset	9.6	9.1	0.5
	304.0	167.4	136.7
Current assets			
Inventories	99.5	69.3	30.2
Trade & other receivables	1,180.4	835.4	344.9
Prepayments & accrued income	171.2	162.6	8.6
Forward currency contracts	3.9	8.2	(4.4)
Cash and short-term deposits	200.4	206.6	(6.2)
	1,655.4	1,282.2	373.3
Current liabilities			
Trade & other payables	1,142.6	792.0	350.6
Deferred income	143.1	113.9	29.2
Financial liabilities	10.6	3.8	6.9
Forward currency contracts	0.6	1.2	(0.6)
Income tax payable	42.2	28.4	13.8
Other liabilities & provisions	12.0	1.7	10.3
	1,351.1	940.9	410.2
Non-current liabilities			
Financial liabilities	132.5	11.7	120.9
Other liabilities & provisions	15.0	7.6	7.4
Deferred income tax liabilities	13.0	0.5	12.5
	160.6	19.7	140.8
Net assets	447.8	488.9	(41.1)





2018 FULL YEAR RESULTS

Full year results to 31 December 2018 (12 March 2019)

