

WE'RE ON IT...



Our aim is simple – to be the leading IT infrastructure provider in terms of employee engagement, customer satisfaction and shareholder return.



FINANCIAL HIGHLIGHTS

Revenue £m

£832.5m

17	832.5
16	672.4
15	596.1
14	504.8
13	395.8

Gross profit £m

£136.3m

17	136.3
16	120.7
15	102.8
14	88.5
13	70.5

Operating profit £m

£50.2m

17	50.2
16	42.2
15	39.6
14	35.5
13	27.4

Gross profit per customer £'000

£10,500

17	10.5
16	9.9
15	9.0
14	8.3
13	7.2

Customer numbers '000

13,000

17	13.0
16	12.2
15	11.4
14	10.7
13	9.8

Adjusted operating profit¹ £m

£51.5m

17	51.5
16	46.8
15	40.6
14	35.5
13	28.1

Cash conversion² %

97%

17	97
16	85
15	132
14	123
13	72

1. Adjusted operating profit is defined as operating profit before the impact of exceptional items and share-based payment charges.

2. Cash conversion is defined as operating cash flow before tax but after capital expenditure, as a percentage of operating profit.



1,046
employees at 31 July 2017