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# D&B Report

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14 Dec 2009  
965-331598  
210151718\_MULT120091214110313

## Identification & Summary

### IBM UNITED KINGDOM LTD

#### Risk Evaluation

D&B Rating					5A 1
D&B Risk Indicator	1	2	3	4	-
D&B Failure Score					99
D&B Delinquency Score					11
Days Beyond Terms					19
D&B Maximum Credit					£26,667,000

#### Legal Events

Number of Court Judgments	9
Value of all Court Judgments	£ 10,640
Number of Mortgages and Charges	5

#### Associations

Parent Company	Yes
Number of Principals	6

#### Financial Summary

Latest Accounts Date	31 Dec 2008
Tangible Net Worth	£371,000,000
Turnover	£3,744,700,000

#### Identification

Trading Style	IBM (UK).
Main Trading Address	Po Box 41 North Harbour PORTSMOUTH HAMPSHIRE PO6 3AU UNITED KINGDOM
Telephone Number	01932-814000
Fax Number	01932-850011
D-U-N-S® Number	21-015-1718
Registered Number	741598
Web Address	www.ibm.com/uk
Registered Address	P O Box 41, North Harbour, Cosham, Portsmouth Hampshire PO6 3AU UNITED KINGDOM
Line of Business (SIC)	COMPUTER PROGRAMMING & SOFTWARE SERVICES (7372)

## D&B Risk Assessment

### RISK OF BUSINESS FAILURE: **MINIMUM**

D&B Rating	<b>5A 1</b>	
Financial Strength	<b>5A</b>	(based on tangible net worth) £ 371,000,000
Risk Indicator	<b>1</b>	Represents a minimum risk of business failure.

D&B Maximum Credit	<b>£26,667,000</b>
Maximum amount on monthly open credit terms.	

D&B Failure Score	<b>99 out of 100</b>
1% of UK businesses have a lower risk of failure.	
Incidence of failure	<b>0.08% ( 8 per 10,000 )</b>

D&B Delinquency Score	<b>11 out of 100</b>
89% of UK businesses have a lower risk of paying significantly late.	
Incidence of delinquency	<b>42.46% ( 4,246 per 10,000 )</b>

- The Failure and Delinquency Scores are both relative measures of risk allowing the ranking of all businesses in the UK database. This means that the scores show where a business ranks compared to all other businesses in the D&B UK database.
- The D&B Delinquency Score predicts the likelihood that a business will pay its obligations late within the next 12 months

## Payment Information

D&B collects in excess of 100 million payment experiences on European businesses each year. The information shown below indicates how IBM UNITED KINGDOM LTD has been paying its bills.

<b>Average Days Beyond Terms</b>	<b>19</b>
<b>Paydex</b>	<b>65</b>

Number of payment experiences (last 12 months)	<b>65</b>
Total Value of Experiences	<b>£ 4,240,946</b>
Average Value of Experiences	<b>£ 65,245</b>

### Payment Experiences Summary

Value Bands GBP	Number of Experiences	Total Value GBP	% paid within terms	1-30 days	31-60 days	61-90 days	91+ days
> 100,000	12	3,650,000	62	30	-	3	5
50,000 - 99,999	2	155,000	45	-	-	-	55
15,000 - 49,999	15	330,000	47	11	9	16	17
5,000 - 14,999	12	83,000	38	11	27	12	12
1,000 - 4,999	8	18,000	30	15	4	26	25
< 1,000	16	4,946	61	-	3	4	32
<b>Total</b>	<b>65</b>	<b>4,240,946</b>					

In some instances, payment beyond terms can be the result of overlooked or disputed invoices

## Public Notice Information

Public Notice information is added to the D&B Database and, if present, will appear in this section. This section was last updated from public sources on 14 Dec 2009.

### Judgments

Year	Total Judgments	Total Value	Closed Judgments	Value (Closed)
2009	1	£1,747	2	£2,757
2008	2	£1,279	1	£269
2007	1	£3,622	2	£3,838
2006	5	£3,992	8	£10,376
2005	0	£0	1	£764
<b>Total</b>	<b>9</b>	<b>£10,640</b>	<b>14</b>	<b>£18,004</b>

Date Registered	Name Quoted	Value	Court	Plaint Number	Judgment Type	Date Closed
15 Apr 2009	I B M U K Ltd	£1,747	TRURO	9TR00444	Satisfied County Court Judgment	09 Nov 2009
31 Dec 2008	I B M United Kingdom Ltd	£1,010	MAYORS & CITY	8MY07101	Satisfied County Court Judgment	18 Feb 2009
07 Oct 2008	I B M United Kingdom Ltd	£269	HITCHIN	8HI02974	Satisfied County Court Judgment	20 Nov 2008

05 Apr 2007	I B M U K Ltd	£3,622	NORTHAMPTON	7XT80002	Satisfied County Court Judgment	17 May 2007
25 Oct 2006	I B M U K Ltd	£1,118	NORTHAMPTON	6XS02236	Satisfied County Court Judgment	12 Dec 2006
24 Oct 2006	I B M (U K) Ltd	£216	NORTHAMPTON	6XK92936	Satisfied County Court Judgment	25 Apr 2007
17 Oct 2006	I B M United Kingdom Ltd	£330	WINCHESTER	6WC00624	Satisfied County Court Judgment	07 Dec 2006
11 Oct 2006	I B M (U K) Ltd	£671	BROMLEY	6JG98287	Satisfied County Court Judgment	08 Dec 2006
10 Jan 2006	I B M (U K) Ltd	£1,657	NORTHAMPTON	5XT81523	Satisfied County Court Judgment	23 May 2006
-	I B M U K Ltd	£1,841	NORTHAMPTON	6XK93060	Satisfied County Court Judgment	08 Dec 2006
-	I B M U K Ltd	£703	BASINGSTOKE	6BK04643	Satisfied County Court Judgment	08 Sep 2006
-	I B M U K Ltd	£2,765	BANBURY	JM321807	Satisfied County Court Judgment	09 Nov 2006
-	I B M U K Ltd	£764	STAINES	4SM00902	Satisfied County Court Judgment	09 Mar 2005
-	I B M U K Ltd	£1,291	TAUNTON	TA300499	Satisfied County Court Judgment	24 Apr 2006

## Mortgages and Charges

Number of registered charges: 5

Date Registered	CRO Number	Charge Type
30 May 2007	741598	Deed of Rent Deposit created 24.05.07/Zurich Assurance Ltd/(No. 0002).
30 May 2007	741598	Deed of Rent Deposit created 24.05.07/Zurich Assurance Ltd/(No. 0003).
30 May 2007	741598	Deed of Rent Deposit created 24.05.07/Zurich Assurance Ltd/(No. 0004).
30 May 2007	741598	Deed of Rent Deposit created 24.05.07/Zurich Assurance Ltd/(No. 0005).
21 Sep 1996	741598	Charge created 11.09.96 in favour of Sears Property Developments.

Number of satisfied charges: 5

Date Registered	CRO Number	Charge Type
12 Mar 2008	741598	(24.05.07)(No.0002)
12 Mar 2008	741598	(24.05.07)(No.0003)
12 Mar 2008	741598	(24.05.07)(No.0004)
12 Mar 2008	741598	(24.05.07)(No.0005)
11 Mar 2006	741598	(11.09.96)(No.0001)

## Legal Filing Summary

Registered Number	741598
Accounting Reference Date	3112
Latest Annual Return Date	31 Jan 2009
Latest Accounts Filed	31 Dec 2008

All public notice information has been obtained in good faith from the appropriate public sources.

## Current Principals

### **William Mortimer Chrystie, Director**

Address	Ibm United Kingdom Limited 76 Upper Ground, South Bank , London , SE1 9PZ
Date of Birth	06 Aug 1959
Nationality	United States
Occupation	Company Director
Date Appointed	05 May 2009

### **Other Current Associations**

Company Name	Date Appointed
IBM NORTH REGION HOLDINGS	05 May 2009
IBM UNITED KINGDOM HOLDINGS LTD	29 Apr 2009

### **Bruce Ross, Director**

Address	Ibm United Kingdom Limited, 76 Upper Ground , London , SE1 9PZ
Date of Birth	02 Feb 1962
Nationality	Canadian
Occupation	Director
Date Appointed	25 Jan 2007

### **Other Current Associations**

Company Name	Date Appointed
IBM Gp Ltd	30 Mar 2007
IBM NORTH REGION HOLDINGS	25 Jan 2007
IBM UNITED KINGDOM HOLDINGS LTD	25 Jan 2007

### **Brendon James Riley, Director**

Address	Ibm United Kingdom 76 Upper Ground , London , SE1 9PZ
Date of Birth	20 May 1962
Nationality	Australian
Occupation	Chief Executive
Date Appointed	24 Jun 2008

### **Other Current Associations**

Company Name	Date Appointed
IBM NORTH REGION HOLDINGS	24 Jun 2008
IBM UNITED KINGDOM HOLDINGS LTD	24 Jun 2008


### **Previous Associations**

Company Name	Date Appointed	Date Resigned
IBM UNITED KINGDOM TRUST	01 Sep 2008	12 Aug 2009




### **Andrew James Henry Creasey, Director**

Address	Ibm United Kingdom Limited 76 Upper Ground , London , Greater London , SE1 9PZ
Date of Birth	16 Sep 1962
Nationality	British
Occupation	Director
Date Appointed	05 Nov 2004

#### Other Current Associations

Company Name	Date Appointed
LOTUS DEVELOPMENT UNITED KINGDOM LTD	05 Nov 2004
IBM NORTH REGION HOLDINGS	05 Nov 2004
CGI (G B) LTD 	05 Nov 2004
DATA SCIENCES U K LTD	05 Nov 2004
SOFTWARE SCIENCES LTD	05 Nov 2004
IBM UNITED KINGDOM HOLDINGS LTD	05 Nov 2004
DATA SCIENCES LTD	05 Nov 2004
INTERNATIONAL BUSINESS MACHINES LTD	05 Nov 2004

#### Previous Associations

Company Name	Date Appointed	Date Resigned
Alphablox Corporation Ltd 	29 Apr 2005	14 May 2008
IBM UNITED KINGDOM (SYSTEMS OPERATIONS) LTD 	05 Nov 2004	27 Sep 2007
IBM Business Consulting Services Kinesis Ltd 	05 Nov 2004	20 May 2009
KERBCARE LTD	17 Dec 1993	31 Mar 2004


#### John Granger, Director

Address Ibm United Kingdom Limited, 76 Upper Ground , London , SE1 9PZ  
Date of Birth 17 Nov 1960  
Nationality British  
Occupation Director  
Date Appointed 29 Jun 2007

#### Other Current Associations

Company Name	Date Appointed
Holdtile Ltd	29 Sep 2007
IBM NORTH REGION HOLDINGS	29 Jun 2007
IBM UNITED KINGDOM HOLDINGS LTD	29 Jun 2007

#### Previous Associations


Company Name	Date Appointed	Date Resigned
HEALTHLINK SERVICES LTD 	31 Dec 2006	17 Apr 2009

#### Ian Duncan Ferguson, Company Secretary

Address 76 Upper Ground , London , SE1 9PZ  
Nationality British  
Date Appointed 06 Sep 2007

#### Other Current Associations

Company Name	Date Appointed
TRANSITIVE LTD	10 Feb 2009
Transitive Corporation Ltd	10 Feb 2009
IBM UNITED KINGDOM TRUST	06 Sep 2007
IBM NORTH REGION HOLDINGS	06 Sep 2007
IBM UNITED KINGDOM HOLDINGS LTD	06 Sep 2007

 favourable out of business

## Ownership

Share Holder Name	Voting Percentage
IBM GLOBAL FINANCING UK COMPANY	10.97 %

The rest of the shares are held by minority shareholders

## Parent Company

### Immediate Parent

Company Name	IBM UNITED KINGDOM HOLDINGS LTD
Company Address	PORTSMOUTH , UNITED KINGDOM
D-U-N-S® Number	21-015-1726
Interest	89.02%

## Subsidiaries

Company Name	Operates As	Year Started	% Shares owned
IBM United Kingdom Ltd	NONCLASSIFIED ESTABLISHMENT	2004	-
TELELOGIC DOORS UK HOLDINGS LTD	COMPUTER PROGRAMMING & SOFTWARE SERVICES	1993	-

## Legal Structure

Legal Form	Private limited company
Date Started	19 Nov 1951
Business has been under present control since	1912
Date of Registration	21 Nov 1962
Registered Number	741598
Registered office	P O Box 41, North Harbour, Cosham, Portsmouth Hampshire PO6 3AU
Summary Issued Capital	956,427,000 divided into 956,427,000 Ordinary shares of1 each,

## History

- IBM was established in the UK in 1912 when a company styled IBM United Kingdom Ltd, was registered to market products manufacturers by its US parent. In 1951, IBM opened its first manufacturing facility at Greenock Scotland to manufacture typewriters, and in 1958 a large research centre was established at Hursley near Winchester, Hampshire.

## Operations

Operating as	SIC Code	NACE Code	UK SIC Code
COMPUTER PROGRAMMING & SOFTWARE SERVICES	7372	72.21	72.210

Computer software development and application services

### Other Operating Details

Employees	18,384
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## ☐ Banks

Name	Address	Bank Sort Code
Lloyds TSB Bank PLC	Po Box 72 City Office, Gillingham Businesspk, Gillingham Kent ME8 0LS	30-12-99
NATIONAL WESTMINSTER BANK PLC	69 High St, Portsmouth, Hampshire, PO6 3DA, UK	54-30-11

## ☐ Financial Summary

	Fiscal Non consolidated GBP 31 Dec 2008 (000's)	Fiscal Non consolidated GBP 31 Dec 2007 (000's)	Fiscal Non consolidated GBP 31 Dec 2006 (000's)
Sales Turnover	3,744,700	3,674,100	3,659,500
Exports	925,600	912,100	930,200
Profit / (Loss) Before Taxes	184,100	168,800	420,200
Equity Shareholders Funds	396,300	1,190,300	820,400
Tangible Net Worth	371,000	1,190,300	774,600
Total Fixed Assets	362,300	636,900	417,300
Total Assets	2,720,700	2,637,300	2,158,000
Total Current Assets	2,383,700	2,000,400	1,786,500
Total Current Liabilities	1,506,300	1,350,800	1,302,800
Net Current Assets (Liabilities)	877,400	649,600	483,700
Long Term Debt	843,400	96,200	80,600
Employees**	17,849	18,384	20,133

(\*\* not in 000's)

## ☐ Profit And Loss Accounts

	Fiscal Non consolidated GBP 31 Dec 2008 (000's)	Fiscal Non consolidated GBP 31 Dec 2007 (000's)
<b>Net Sales</b>	<b>3,744,700</b>	<b>3,674,100</b>
Including Exports of	925,600	912,100
Cost of sales	3,599,000	3,494,100
<b>Gross Profit / (loss)</b>	<b>145,700</b>	<b>180,000</b>
Advertising & Commercial Distribution costs	4,100	4,100
General Expenses	80,700	134,800
Other Operating Income	7,600	4,000
<b>Net Operating Income</b>	<b>68,500</b>	<b>45,100</b>
Interest receivable / non group interest	600	600
Group related financial income	37,700	36,600
Other financial income	401,000	106,300
<b>Total Financial Income</b>	<b>439,300</b>	<b>143,500</b>
Interest Payable	307,000	100
Other Group Financial Expenses	16,700	19,700
<b>Total Financial Expenses</b>	<b>323,700</b>	<b>19,800</b>

<b>Profit / (Loss) Before Taxes</b>	<b>184,100</b>	<b>168,800</b>
Corporation Tax	-	5,900
Prior Adjustment of corporation tax	(12,000)	(2,900)
Total Corporation Tax	(12,000)	3,000
Deferred Taxation	109,400	(14,100)
Prior year adjustments	-	-
Total Other Tax	85,200	(19,400)
<b>Profit / (Loss) After Taxes</b>	<b>110,900</b>	<b>185,200</b>
<b>Net Income</b>	<b>110,900</b>	<b>185,200</b>
Dividends	0	0
Retained Profit for the year	<b>110,900</b>	<b>185,200</b>

### Reconciliation

Retained Earnings at start of year	(49,200)	(418,000)
Retained Profit for the year	110,900	185,200
Other Additions	117,800	188,800
Other deductions	1,256,800	-
Retained Earnings at end of year	(1,077,300)	(44,000)

### NOTES

Payroll	1,443,500	1,435,100
Depreciation	98,400	146,200
Directors Remuneration**	2,325,084	1,788,125
Audit Fee**	557,000	1,993,000
Non Audit Fee**	2,279,000	154,000
Number of Employees**	17,849	18,384
Auditors Remuneration**	2,836,000	2,147,000

(\*\* not in 000's)

## Balance Sheet

	<b>Fiscal Non consolidated GBP 31 Dec 2008 (000's)</b>	<b>Fiscal Non consolidated GBP 31 Dec 2007 (000's)</b>
<b>FIXED ASSETS</b>		
Other Intangibles	25,300	-
<b>Total Intangible Assets</b>	<b>25,300</b>	<b>-</b>
Land & Buildings	41,200	42,900
Fixtures & Equipment	282,800	293,000
<b>TANGIBLE FIXED ASSETS</b>	<b>324,000</b>	<b>335,900</b>
Long Term Investments	13,000	-
Other long term assets	-	301,000
<b>Total Fixed Assets</b>	<b>362,300</b>	<b>636,900</b>
<b>CURRENT ASSETS</b>		
Raw materials and consumables	-	-
Other	10,400	8,000
<b>Stock &amp; work in progress</b>	<b>10,400</b>	<b>8,000</b>
Cash at bank / in hand	22,300	28,600
Trade Debtors	77,200	34,700

Other receivables	121,400	86,700
Prepayments	261,200	263,200
Tax recoverable	124,300	234,900
Marketable Securities / Investments	37,300	11,500
Amounts owed by group companies	1,729,600	1,319,800
Other Current assets	-	13,000
<b>Total Current Assets</b>	<b>2,383,700</b>	<b>2,000,400</b>
<b>CURRENT LIABILITIES</b>		
Trade Creditors	200,800	167,000
Accruals / Deferred Income	489,700	446,000
Tax & Social Security	188,300	171,800
Amounts due to group companies	627,500	566,000
<b>Total Current Liabilities</b>	<b>1,506,300</b>	<b>1,350,800</b>
<b>Net Current Assets (Liabilities)</b>	<b>877,400</b>	<b>649,600</b>
<b>Total Assets less Current Liabilities</b>	<b>1,239,700</b>	<b>1,286,500</b>
<b>LONG-TERM LIABILITIES</b>		
Other long term liabilities	843,400	96,200
<b>Total Long Term Liabilities</b>	<b>843,400</b>	<b>96,200</b>
<b>Net Assets</b>	<b>396,300</b>	<b>1,190,300</b>
<b>Net Worth / Shareholders Funds</b>		
Issued Share Capital	956,400	956,400
Share Premium Account	517,200	277,900
Reserves	-	-
Retained Earnings / Profit & Loss Account	(1,077,300)	(44,000)
<b>Equity Shareholders Funds</b>	<b>396,300</b>	<b>1,190,300</b>
<b>Tangible Net Worth</b>	<b>371,000</b>	<b>1,190,300</b>
<b>Notes to the Balance Sheet</b>		
Highest Paid Director**	596,128	514,654
Guarantees given to pay off indebtedness	No	No
Operating Lease Commitments Plant & Machinery (or other)	18,900	14,800
Operating Lease Commitments Land & Building	54,000	58,000
<b>Total Operating Lease Commitments</b>	<b>72,900</b>	<b>72,800</b>
Market value of pension scheme assets	4,552,700	5,821,100
Average Payment Time (days)	64	63

(\*\* not in 000's)

#### AUDITORS/REGISTRARS:

##### AUDITORS

PricewaterhouseCoopers LLP, Savannah Ho, 3 Ocean Way, Ocean Village, Southampton, HampshireSO14 3TJ

##### SOLICITORS

Ashurst Morris Crisp, Broadwalk Ho, 5 Appold St, LondonEC2A 2HA

	31 Dec 2008	31 Dec 2007
<b>Profitability</b>		
Profit Margin (%)	4.9	4.6
<b>Financial Status</b>		
Acid Test (x)	0.1	0
Current Ratio (x)	1.6	1.5
Solvency Ratio (%)	633.3	121.6
Fixed Assets/Net Worth (%)	87.3	28.2
<b>Asset Utility</b>		
Stock Turnover Rate	360.1	459.3
Collection Period (days)	7.5	3.4

## ☐ Growth Rates

	2008 vs 2007
Turnover	1.92
Gross Profit	(19.06)
Net Operating Profit	51.88
Profit Before Tax	9.06
Profit After Tax	(40.12)
Net Profit for the year	(40.12)
Number of Employees	(2.91)
Current Assets	19.16
Total Assets	3.16
Current Liabilities	11.51
Net Current Assets (Liabilities)	35.07
Total Assets less Current Liabilities	25.79
Long Term Liabilities	776.72
Net Assets	(55.44)

## ☐ Auditors Opinions / Qualifications

Year	Audited	Auditors Opinions
31 Dec 2008	No	-
31 Dec 2007	No	-
31 Dec 2006	No	-

## ☐ Customer Service and Support

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### Contact Information

e-mail Address [customerhelp@dnb.com](mailto:customerhelp@dnb.com)

Telephone Number 0870 243-2344

Please quote your subscriber number **965-331598** for any query or support.

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