

BUHRMANN NV
Form 6-K
November 08, 2002

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FORM 6-K
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

Report of Foreign Private Issuer

Pursuant to Rule 13a-16 or 15d-16 of
the Securities Exchange Act of 1934

November 7, 2002

BUHRMANN NV

(Translation of Registrant's Name Into English)

Hoogoorddreef 62
1101 BE Amsterdam ZO
The Netherlands
(Address of Principal Executive Offices)

(Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.)

Form 20-F Form 40-F

((Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.))

Yes No

(If "Yes" is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-_____)

Enclosure: News Release dated November 7, 2002

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

BUHRMANN NV

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As announced in our statement of 7 October 2002, we are anticipating soft economic circumstances in our major markets in the fourth quarter. Pressure on margins in the US is expected to continue in the fourth quarter.

Implemented restructurings and cost reduction efforts as well as continued stringent working capital management in all divisions will contribute to a positive available cash flow in the fourth quarter of this year.

We reiterate that based on the third quarter performance, we expect that Buhrmann will remain within the requirements of its bank covenants.

Buhrmann will continue to realign its organisation to the sustained difficult economic circumstances. Additional restructuring projects will be identified before the end of this year.

SUMMARY 3rd QUARTER

Third quarter EBITDA amounted to EUR 95.8 million. Net profit on ordinary operations before amortisation of goodwill totalled EUR 14.4 million (third quarter 2001: EUR 23.0 million). The 10% lower average exchange rate of the US dollar had a negative translation effect. Overall net result (after amortisation of goodwill) was EUR 2.3 million negative.

Total net sales for the third quarter decreased by 6.7% to EUR 2,408.9 million. Organically third quarter sales for the Buhrmann Group were level with the corresponding period last year. Our global office products distribution operations organically posted 1% higher sales. The organic decline in office

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supplies sales in North America in the third quarter was less than in the second quarter of this year. The successes in winning new customers in the large account market will have a positive effect on sales and earnings going forward.

Operating costs for the third quarter decreased by 11%. Excluding the effects of currency exchange rate movements, these were reduced by EUR 27 million compared to the third quarter of last year. Effective cost reduction measures dampened the effects of lower sales volumes, further shifts in the sales mix and an overall reduction in added value.

Compared to the previous quarter, added value as a percentage of sales of the Office Products Europe/Australia operations improved, while it remained under pressure in the Office Products North America Division, primarily due to a further shift in the sales mix and a decrease in supplier rebates. The Paper Merchandising Division succeeded in maintaining a stable added value margin, despite lower paper prices.

The annual run rate of internet sales reached a level of EUR 1.45 billion.

CEO'S STATEMENT

Commenting on the developments in the third quarter of 2002, Buhrmann CEO Frans Koffrie said: "Under difficult circumstances Buhrmann's divisions are in many cases improving their market position. Cost reduction and stringent working capital control are mitigating the negative effect of lower added value, caused by shifts in the sales mix towards lower margin products. This is evidenced by the fact that our global office products activities are showing a slight increase in their operating profit for the first nine months of this year. Paper Merchandising and Graphic Systems, although showing lower operating profits than last year, are clearly amongst the strongest players in their own markets.

We will continue to concentrate on new areas of growth, on further cost reduction, and in that respect we are considering further steps. The structurally lower cost base will allow the Buhrmann Group to increase its profit margin, which places our company in an excellent position to benefit from a future economic upturn."

CASH FLOW AND FINANCING

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Cash flow continued to develop favourably. In the third quarter, working capital was further reduced particularly in the area of receivables. Lower payables partly offset these gains. Financial payments, such as interest and tax, as well as other operational payments (e.g. for restructurings) were lower than a year ago. Cash flow from operational activities was EUR 52.5 million positive (third quarter 2001: EUR 85.5 million positive). Capital expenditure was EUR 25.6 million less than a year ago and is expected to reach EUR 120 million at the most for the full year 2002. Available cash flow for the third quarter totalled EUR 25.5 million positive (third quarter 2001: EUR 25.8 million negative).

Excluding the effects of currency exchange rate movements interest-bearing debt was reduced by EUR 18 million compared to the second quarter of this year, which was offset by a translation effect of EUR 25 million. Liquidity further improved, with no drawings under the committed overdraft lines at the quarter-end. During the third quarter, Medium Term Notes under the Accounts Receivable Securitisation Programme of EUR 269 million were placed, substituting short-term Commercial Paper. The cash interest cover at the end of the third quarter was 2.5 times, compared to 2.5 times at the end of the corresponding period a year ago and 2.7 times at the end of the second quarter of this year (our internal target is at least 3x).

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REVIEW BY ACTIVITY

TOTAL OFFICE PRODUCTS OPERATIONS

(NORTH AMERICA, EUROPE & AUSTRALIA DIVISIONS)

| | 3rd quarter | | | | January-September | | | |
|----------------------------------|-----------------|---------|------------------|-----------------------------------|-------------------|---------|------------------|-----------------------------------|
| | 2002 | 2001 | change in EUR | change at constant rates | 2002 | 2001 | change in EUR | change at constant rates |
| | (x EUR million) | | | | | | | |
| Net sales | 1,573.7 | 1,721.6 | -8.6% | -0.9% | 4,944.2 | 4,976.3 | -0.6% | 2.0% |
| Added value | 394.7 | 461.9 | -14.6% | -7.0% | 1,289.7 | 1,328.8 | -2.9% | -0.4% |
| EBITA | 57.9 | 67.8 | -14.5% | -5.3% | 218.0 | 214.5 | 1.6% | 4.5% |
| Average capital employed* | 1,105.4 | 1,354.4 | -18.4% | -11.1% | 1,201.3 | 1,312.8 | -8.5% | -6.2% |
| Ratios | | | | | | | | |
| Added value/net sales | 25.1% | 26.8% | | | 26.1% | 26.7% | | |
| EBITA/net sales | 3.7% | 3.9% | | | 4.4% | 4.3% | | |
| EBITA/average. capital employed* | 21.0% | 20.0% | | | 24.2% | 21.8% | | |

*

The comparative average capital employed number (before goodwill) for 2001 has been restated. As from 31 December 2001, liabilities related to the integration of activities and restructuring, are no longer included in working capital.

Buhrmann's business-to-business office products distribution activities, world-wide operating under the name of Corporate Express, have further strengthened their prominent market positions. Organically sales increased by 1% in the third quarter. The global operating margin (EBITA/net sales) has weakened somewhat in the third quarter, but due to the successful integration of acquired businesses and effective cost reductions it slightly improved this year to date compared to the first nine months of last year. Despite weakening markets in the US and Europe these activities posted a 1.6% higher operating profit (EBITA) of EUR 218.0 million for the first nine months of 2002. As a result of improved receivables management and more efficient inventory management average capital employed decreased significantly. The office products operations generated a higher return on investment than last year.

In addition to further cost reduction measures in response to lower levels of business activity, we are improving our service levels now that integration efforts have been completed. Our Office Product Divisions are successfully winning new global account customers, which will have a positive effect on sales and earnings going forward. We continue our initiatives to increase our potential markets through product line extensions, entering new market segments, expanding our private label offering, and continuing the successful implementation of our eBusiness

tools. Thus, we are further enhancing our capabilities for organic growth.

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OFFICE PRODUCTS NORTH AMERICA

| | 3rd quarter | | | | January-September | | | |
|-------------------------------------|-----------------|---------|------------------|-----------------------------------|-------------------|---------|------------------|-----------------------------------|
| | 2002 | 2001 | change in EUR | change at constant rates | 2002 | 2001 | change in EUR | change at constant rates |
| | (x EUR million) | | | | | | | |
| Net sales | 1,203.5 | 1,334.2 | -9.8% | -0.3% | 3,788.2 | 3,882.9 | -2.4% | 0.9% |
| Added value | 295.0 | 359.0 | -17.8% | -8.5% | 980.8 | 1,036.9 | -5.4% | -2.1% |
| EBITA | 40.9 | 53.8 | -23.9% | -13.0% | 172.9 | 181.9 | -4.9% | -1.6% |
| Average capital employed* | 885.0 | 1,101.9 | -19.7% | -10.9% | 981.6 | 1,074.1 | -8.6% | -5.9% |
| Ratios | | | | | | | | |
| Added value/net sales | 24.5% | 26.9% | | | 25.9% | 26.7% | | |
| EBITA/net sales | 3.4% | 4.0% | | | 4.6% | 4.7% | | |
| EBITA/average. capital employed* | 18.5% | 19.5% | | | 23.5% | 22.6% | | |

*

The comparative average capital employed number (before goodwill) for 2001 has been restated. As from 31 December 2001, liabilities related to the integration of activities and restructuring, are no longer included in working capital.

Third quarter sales of the Office Products North America Division totalled EUR 1,203.5 million. Organically sales increased by 3% compared to the third quarter of last year. The decline in office supplies sales was compensated by higher software sales. Promotional efforts of our main supplier, related to their new licensing programme, contributed to a firm sales increase for ASAP Software. The Division's lower overall added value as a percentage of sales is largely attributable to the change in the sales mix. Operating profit totalled EUR 40.9 million (third quarter 2001: EUR 53.8 million).

Within office supplies, sales volumes of computer supplies increased markedly, while sales of furniture along with other higher margin discretionary items decreased, due in part to cost-cutting measures by strategic customers. In response to the lower demand for office products, the Division is reducing inventories, which leads to both a reduction in capital employed and a consequent decrease in rebates from our suppliers. Operationally, the Division has gained momentum. With the opening of a new warehouse in Los Angeles replacing two older ones, the integration of the acquired USOP operations has been completed. By the end of this year 23 out of 30 distribution centres will be using advanced "pick-to-voice" technology. The next generation of E-way, Corporate Express North America's proprietary internet-based eCommerce tool, was launched successfully. With over 43,000 E-way customers in the USA, representing 470,000 registered users, the Division's internet sales are estimated to reach USD 1 billion this year.

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OFFICE PRODUCTS EUROPE/AUSTRALIA

| | 3rd quarter | | | | January-September | | | |
|--|-------------|------|------------------|-----------------------------------|-------------------|------|------------------|-----------------------------------|
| | 2002 | 2001 | change in EUR | change at constant rates | 2002 | 2001 | change in EUR | change at constant rates |

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| | 3rd quarter | | | | January-September | | | |
|----------------------------------|--------------|-------|---------------|--------------------------|-------------------|---------|---------------|--------------------------|
| | 2002 | 2001 | change in EUR | change at constant rates | 2002 | 2001 | change in EUR | change at constant rates |
| (x EUR million) | | | | | | | | |
| Net sales | 370.2 | 387.4 | -4.4% | -3.0% | 1,156.0 | 1,093.4 | 5.7% | 5.8% |
| Added value | 99.7 | 103.0 | -3.1% | -1.8% | 308.9 | 292.0 | 5.8% | 5.9% |
| EBITA | 17.0 | 14.0 | 21.4% | 23.8% | 45.1 | 32.6 | 38.4% | 37.9% |
| Average capital employed* | 220.4 | 252.5 | -12.7% | -12.0% | 219.8 | 238.6 | -7.9% | -7.8% |
| Ratios | | | | | | | | |
| Added value/net sales | 26.9% | 26.6% | | | 26.7% | 26.7% | | |
| EBITA/net sales | 4.6% | 3.6% | | | 3.9% | 3.0% | | |
| EBITA/average. capital employed* | 30.8% | 22.2% | | | 27.4% | 18.2% | | |

*

The comparative average capital employed number (before goodwill) for 2001 has been restated. As from 31 December 2001, liabilities related to the integration of activities and restructuring, are no longer included in working capital.

Net sales of the combined Office Products Europe and Australia Divisions totalled EUR 370.2 million (third quarter 2001: EUR 387.4 million), reflecting 4.4% decline in Euro. Organically sales were 5% lower. However, combined third quarter operating profit of the Office Products Europe and Australia Divisions increased by 21.4% to EUR 17.0 million. The operating profit growth of Corporate Express in Europe reflects the successful integration of the acquired Samas operations in the UK and positive effects of cost reduction measures across the board.

Sales declined in the large account segment representing three quarters of sales while they increased in the customer segment of medium-sized and small businesses. The decline in the large account customers segment of the business reflects similar trends as experienced in the US. Sales of the operations in markets such as France, Italy and Sweden continued to increase, while the most notable declines occurred in Germany and the UK.

Corporate Express Australia continued its strong sales performance while controlling its expenses and posted higher earnings. In August the company made another small acquisition, which strengthens its position in office products distribution.

Excluding the effects of currency exchange rate movements, average capital employed for the combined Office Products Europe and Australia Divisions decreased by 12%, which is attributable to the completion of integration activities, harmonisation of product lines and further improvements in inventory management.

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PAPER MERCHANTING

| | 3rd quarter | | | | January-September | | | |
|----------------------------------|--------------|-------|---------------|--------------------------|-------------------|---------|---------------|--------------------------|
| | 2002 | 2001 | change in EUR | change at constant rates | 2002 | 2001 | change in EUR | change at constant rates |
| (x EUR million) | | | | | | | | |
| Net sales | 725.9 | 743.4 | -2.4% | -0.9% | 2,256.6 | 2,343.3 | -3.7% | -3.3% |
| Added value | 109.0 | 112.0 | -2.7% | -0.8% | 346.9 | 356.2 | -2.6% | -2.1% |
| EBITA | 13.6 | 16.7 | -18.7% | -16.5% | 51.6 | 64.8 | -20.4% | -20.2% |
| Average capital employed* | 684.4 | 683.2 | 0.2% | 1.4% | 682.2 | 692.2 | -1.4% | -1.3% |
| Ratios | | | | | | | | |
| Added value/net sales | 15.0% | 15.1% | | | 15.4% | 15.2% | | |
| EBITA/net sales | 1.9% | 2.2% | | | 2.3% | 2.8% | | |

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| | 3rd quarter | | January-September | |
|----------------------------------|-------------|------|-------------------|-------|
| EBITA/average. capital employed* | 7.9% | 9.8% | 10.1% | 12.5% |

*

The comparative average capital employed number (before goodwill) for 2001 has been restated. As from 31 December 2001, liabilities related to the integration of activities and restructuring, are no longer included in working capital.

Third quarter sales totalled EUR 725.9 million (2001: EUR 743.4 million). Organically sales decreased by 3%. The Division's added value as a percentage of sales remained stable at around 15%. Although volumes sold are comparable with last year, savings in operational costs were achieved, which were more or less offset by cost inflation. Operating profit decreased to EUR 13.6 million (third quarter 2001: EUR 16.7 million). While the total market volume decreased, sales volumes for the third quarter were at the same level as the third quarter last year, while the Paper Merchants Division sustained its policy to emphasise margin protection. The Division's market share gains are primarily attributable to the continued high service levels. Average paper prices were lower than a year ago, but stable compared to the second quarter. Buhrmann's paper merchants experienced a continued shift in the sales mix from ex-stock to indent sales. The adverse mix effects were to some extent compensated by successfully progressing efforts to be satisfactorily remunerated for services provided to customers.

In the third quarter the Paper Merchants Division extended its range of proprietary brands with the introduction of *Core*, a wood-free coated paper for the commercial print market. The marketing of private label paper grades such as *Hello*, *On*, *Motif* and *IBM* contributes to the Division's margin management.

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GRAPHIC SYSTEMS

| | 3rd quarter | | | January-September | | |
|----------------------------------|-----------------|-------|------------------|-------------------|-------|------------------|
| | 2002 | 2001 | change in EUR | 2002 | 2001 | change in EUR |
| | (x EUR million) | | | | | |
| Net sales | 109.3 | 115.6 | -5.4% | 322.2 | 379.1 | -15.0% |
| Added value | 24.9 | 26.7 | -6.7% | 76.3 | 90.8 | -15.9% |
| EBITA | 2.0 | 3.8 | -48.9% | 5.6 | 18.3 | -69.2% |
| Average capital employed* | 124.4 | 113.7 | 9.4% | 118.2 | 108.0 | 9.4% |
| Ratios | | | | | | |
| Added value/net sales | 22.8% | 23.1% | | 23.7% | 23.9% | |
| EBITA/net sales | 1.8% | 3.3% | | 1.7% | 4.8% | |
| EBITA/average. capital employed* | 6.3% | 13.5% | | 6.4% | 22.6% | |

* *The comparative average capital employed number (before goodwill) for 2001 has been restated. As from 31 December 2001, liabilities related to the integration of activities and restructuring, are no longer included in working capital.*

Note: Since all activities of the Graphic Systems Division are using the Euro as base currency, variances in Euro numbers equals the variance measured at constant exchange rates.

Third quarter net sales of the Graphic Systems Division totalled EUR 109.3 million (2001: EUR 115.6 million). Third quarter operating profit totalled EUR 2.0 million.

The order-intake this quarter was above last year's level, which was partly due to the announcement by the Italian government that a tax incentive on capital investments will expire by the end of this year. Despite the lower business levels in the industry, sales of services, supplies and spare parts further increased, now covering 58% of the Division's operational costs (53% in the corresponding period of last year).

The Graphic Systems Division is successfully extending its product range and entering new segments of the graphic arts market with the sale of digital printing machines.

Note to editors

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Profile of Buhrmann

As an international business services and distribution group, Buhrmann is the world's major supplier of office products, paper and graphic systems for the business market. By combining modern Internet technology with intelligent logistic processes Buhrmann is able to distribute these products in a highly efficient way. Internet sales account for a rapidly growing proportion of total sales.

With its Office Products Divisions operating under the name of Corporate Express, Buhrmann is market leader in the business market for office products in North America and Australia. In Europe Corporate Express ranks second. Buhrmann is European market leader in paper merchandising and in

the distribution of graphic systems. The group has its head office in Amsterdam and generates annual sales of about EUR 10 billion with over 25,000 employees in 30 countries.

Disclaimer

Statements included in this press release which are not historical facts are forward-looking statements made pursuant to the safe harbour provisions of the Private Securities Litigation Reform Act of 1995 and the Securities Exchange Act of 1934. Such forward-looking statements are made based upon management's expectations and beliefs concerning future events impacting Buhrmann and therefore involve a number of uncertainties and risks, including, but not limited to industry conditions, changes in product supply, pricing and customer demand, competition, risks in integrating new businesses, including the office products activities of US Office Products Company and Samas, currency fluctuations and the other risks described from time to time in the Company's filings with the US Securities and Exchange Commission, including the Company's Annual Report on Form 20-F and the Company's Registration Statement on Form F-4 filed with the Securities and Exchange Commission on May 17, 2002 and April 3, 2000, respectively. As a result, the actual results of operations or financial conditions of the Company could differ materially from those expressed or implied in such forward-looking statements. Shareholders and other readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. The Company undertakes no obligation to update publicly or revise any forward-looking statements.

Accounting policies

Buhrmann's accounting policies did not change compared with the principles applied in the group's financial statements for 2001. The figures included in this report were not audited by the external accountant.

CONSOLIDATED PROFIT AND LOSS ACCOUNT

| 3rd quarter | | | January-September | | |
|-------------|------|--------|-------------------|------|--------|
| 2002 | 2001 | change | 2002 | 2001 | change |

(in millions of euro)

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| | 3rd quarter | | | January-September | | |
|--|----------------|----------------|----------|-------------------|----------------|---------|
| Net sales | 2,408.9 | 2,580.6 | (6.7%) | 7,523.0 | 7,698.7 | (2.3%) |
| Cost of sales | (1,880.4) | (1,980.0) | (5.0%) | (5,810.3) | (5,923.1) | (1.9%) |
| Added value | 528.5 | 600.5 | (12.0%) | 1,712.7 | 1,775.6 | (3.5%) |
| Operating costs | (432.7) | (487.7) | (11.3%) | (1,368.5) | (1,405.7) | (2.6%) |
| EBITDA | 95.8 | 112.8 | (15.1%) | 344.2 | 369.9 | (7.0%) |
| Depreciation | (27.6) | (29.4) | (6.0%) | (85.3) | (86.6) | (1.6%) |
| EBITA | 68.2 | 83.4 | (18.3%) | 258.9 | 283.3 | (8.6%) |
| Amortisation of goodwill | (16.7) | (17.8) | (5.9%) | (52.9) | (50.2) | 5.4% |
| Operating result (EBIT) | 51.4 | 65.6 | (21.6%) | 206.0 | 233.1 | (11.6%) |
| Net financing costs | (48.9) | (53.9) | | (156.8) | (159.8) | |
| Result on ordinary operations before tax | 2.5 | 11.7 | | 49.2 | 73.3 | |
| Taxes | (1.7) | (3.2) | | (19.3) | (15.3) | |
| Other financial results | 0.2 | (0.7) | | 12.8 | (3.1) | |
| Minority interests | (3.3) | (2.6) | | (9.4) | (7.0) | |
| Net result on ordinary operations | (2.3) | 5.2 | (144.0%) | 33.2 | 47.9 | (30.6%) |
| Extraordinary result net | 0.0 | (0.3) | | 0.0 | (30.3) | |
| Net result | (2.3) | 4.9 | (146.8%) | 33.2 | 17.6 | 89.1% |
| Net result on ordinary operations before amortisation of goodwill (Cash earnings) | 14.4 | 23.0 | (37.3%) | 86.1 | 98.1 | (12.2%) |
| Ratios | | | | | | |
| Added value as a % of net sales | 21.9% | 23.3% | | 22.8% | 23.1% | |
| EBITDA as a % of net sales | 4.0% | 4.4% | | 4.6% | 4.8% | |
| EBITA as a % of net sales | 2.8% | 3.2% | | 3.4% | 3.7% | |
| EBIT as a % of net sales | 2.1% | 2.5% | | 2.7% | 3.0% | |

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NET RESULT PER SHARE FULLY DILUTED

| | 3rd quarter | | January-September | |
|--|--------------|-------------|-------------------|-------------|
| | 2002 | 2001 | 2002 | 2001 |
| (in millions of euro) | | | | |
| Net result from ordinary operations | (2.3) | 5.2 | 33.2 | 47.9 |
| Dividend preference shares A | (2.8) | (3.6) | (8.4) | (10.8) |
| Net result on ordinary operations for ordinary shares | (5.1) | 1.6 | 24.8 | 37.1 |
| Add back: amortisation of goodwill | 16.7 | 17.8 | 52.9 | 50.2 |
| Total (before amortisation of goodwill) | 11.6 | 19.4 | 77.7 | 87.3 |
| Average number of ordinary shares basic (x 1,000) | 132,113 | 131,342 | 131,719 | 121,232 |
| Options | | | | |
| Conversion preference shares C | 22,838 | 21,521 | 22,838 | 21,521 |

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| | 3rd quarter | | January-September | |
|--|-------------|-------------|-------------------|-------------|
| | | | | |
| Average number of ordinary shares fully diluted (x 1,000) | 154,951 | 152,863 | 154,557 | 142,753 |
| <i>Per ordinary share (in euro)</i> | | | | |
| Net result from ordinary operations available to holders of ordinary shares before amortisation of goodwill | 0.08 | 0.13 | 0.50 | 0.61 |

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CONSOLIDATED CASH FLOW STATEMENT

| | 3rd quarter | | January-September | |
|--|-------------|---------------|-------------------|----------------|
| | 2002 | 2001 | 2002 | 2001 |
| (in millions of euro) | | | | |
| EBITDA | 95.8 | 112.8 | 344.2 | 369.9 |
| Additions to/(release of) provisions | 0.5 | 12.8 | (4.4) | 11.0 |
| Operating result on a cash basis | 96.3 | 125.6 | 339.8 | 380.9 |
| (Increase)/decrease in inventories | (16.2) | 18.8 | (19.4) | 53.7 |
| (Increase)/decrease in trade receivables | 124.9 | 89.3 | 167.3 | 158.4 |
| Increase/(decrease) in trade creditors | (119.6) | (76.1) | (244.7) | (199.5) |
| (Increase)/decrease in other receivables and liabilities | 25.5 | 27.8 | 54.5 | 2.0 |
| (Increase)/decrease in working capital | 14.6 | 59.8 | (42.3) | 14.6 |
| Financial payments | (46.0) | (63.3) | (151.5) | (176.9) |
| Other operational payments | (12.4) | (36.6) | (30.5) | (42.1) |
| Cash flow from operational activities | 52.5 | 85.5 | 115.5 | 176.5 |
| Investments in tangible fixed assets | (16.0) | (41.6) | (77.0) | (105.9) |
| Acquisitions, integration and divestments | (11.0) | (69.7) | (26.0) | (583.8) |
| Available cash flow | 25.5 | (25.8) | 12.5 | (513.2) |
| Cash flow from financing activities | 60.1 | (8.8) | (62.8) | 583.4 |
| Net cash flow | 85.6 | (34.6) | (50.3) | 70.2 |

CONSOLIDATED BALANCE SHEET

| | 30 September | | 31 December |
|-----------------------|----------------|----------------|----------------|
| | 2002 | 2001 | 2001 |
| (in millions of euro) | | | |
| Fixed assets | 3,596.4 | 3,901.0 | 4,031.7 |
| Current assets | 2,616.6 | 2,996.9 | 2,985.5 |
| Cash | 44.9 | 30.0 | 99.5 |
| Total assets | 6,257.9 | 6,927.9 | 7,116.7 |

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| | 30 September | | |
|---|----------------|----------------|----------------|
| | | | |
| Group equity | | | |
| Shareholders' equity | 2,456.9 | 2,539.4 | 2,634.2 |
| Other group equity | 39.6 | 31.1 | 36.7 |
| | 2,496.5 | 2,570.4 | 2,670.9 |
| Provisions | 372.4 | 420.1 | 444.7 |
| Long-term loans | 1,828.7 | 2,153.4 | 2,058.8 |
| Current liabilities, interest bearing | 116.5 | 36.7 | 44.4 |
| Current liabilities, not interest bearing | 1,443.8 | 1,747.2 | 1,898.0 |
| Total liabilities | 6,257.9 | 6,927.9 | 7,116.7 |
| Interest-bearing net-debt | 1,900.4 | 2,160.1 | 2,003.7 |

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FINANCIAL RATIOS

| | 30 September | | 31 December |
|--|--------------|-------|-------------|
| | 2002 | 2001 | 2001 |
| Interest cover (EBITDA / Cash interest) | 2.5 | 2.5 | 2.7 |
| Group equity in % of total assets | 39.9% | 37.1% | 37.5% |
| Interest-bearing debt in % of group equity | 76.1% | 84.0% | 75.0% |

EQUITY PER SHARE

| | 30 September | | 31 December |
|---|--------------|---------|-------------|
| | 2002 | 2001 | 2001 |
| Basic number of ordinary shares outstanding (x 1,000) | 132,113 | 131,342 | 131,342 |
| Basic shareholders' equity per share (in euro) | 14.21 | 15.06 | 15.70 |
| Fully diluted number of ordinary shares outstanding (x 1,000) | 154,950 | 152,863 | 153,234 |
| Fully diluted shareholders' equity per share (in euro) | 14.69 | 15.42 | 15.96 |

EQUITY RECONCILIATION

| | 30 September | | 31 December |
|--|-----------------------|--------------|--------------|
| | 2002 | 2001 | 2001 |
| | (in millions of euro) | | |
| Shareholders' equity at the start of the reporting period | 2,634 | 1,916 | 1,916 |
| Net result year to date | 33 | 18 | 55 |
| Dividend ordinary shares for 2000 | | (46) | (46) |
| Dividend ordinary shares for 2001 | (10) | | |
| Net proceeds issue ordinary shares | | 666 | 665 |
| Accrual dividend preference shares A 2001 | | | (14) |
| Translation differences | (200) | (15) | 58 |
| Shareholders' equity at the end of the reporting period | 2,457 | 2,539 | 2,634 |

FIGURES PER DIVISION**NET SALES**

| | 3rd quarter | | | January-September | | |
|----------------------------------|-----------------------|----------------|---------------|-------------------|----------------|---------------|
| | 2002 | 2001 | change | 2002 | 2001 | change |
| | (in millions of euro) | | | | | |
| Office Products North America | 1,203.5 | 1,334.2 | (9.8%) | 3,788.2 | 3,882.9 | (2.4%) |
| Office Products Europe/Australia | 370.2 | 387.4 | (4.4%) | 1,156.0 | 1,093.4 | 5.7% |
| Paper Merchandising | 725.9 | 743.4 | (2.4%) | 2,256.6 | 2,343.3 | (3.7%) |
| Graphic Systems | 109.3 | 115.6 | (5.4%) | 322.2 | 379.1 | (15.0%) |
| Buhrmann | 2,408.9 | 2,580.6 | (6.7%) | 7,523.0 | 7,698.7 | (2.3%) |

ADDED VALUE

| | 3rd quarter | | | January-September | | |
|----------------------------------|-----------------------|--------------|----------------|-------------------|----------------|---------------|
| | 2002 | 2001 | change | 2002 | 2001 | change |
| | (in millions of euro) | | | | | |
| Office Products North America | 295.0 | 359.0 | (17.8%) | 980.8 | 1,036.9 | (5.4%) |
| Office Products Europe/Australia | 99.7 | 103.0 | (3.1%) | 308.9 | 292.0 | 5.8% |
| Paper Merchandising | 109.0 | 112.0 | (2.7%) | 346.9 | 356.2 | (2.6%) |
| Graphic Systems | 24.9 | 26.7 | (6.7%) | 76.3 | 90.8 | (15.9%) |
| Buhrmann | 528.5 | 600.5 | (12.0%) | 1,712.7 | 1,775.6 | (3.5%) |

ADDED VALUE as a % of NET SALES

| | 3rd quarter | | January-September | |
|----------------------------------|--------------|--------------|-------------------|--------------|
| | 2002 | 2001 | 2002 | 2001 |
| Office Products North America | 24.5% | 26.9% | 25.9% | 26.7% |
| Office Products Europe/Australia | 26.9% | 26.6% | 26.7% | 26.7% |
| Paper Merchandising | 15.0% | 15.1% | 15.4% | 15.2% |
| Graphic Systems | 22.8% | 23.1% | 23.7% | 23.9% |
| Buhrmann | 21.9% | 23.3% | 22.8% | 23.1% |

OPERATING RESULT (EBITA/EBIT)

| | 3rd quarter | | January-September | |
|--|-------------|------|-------------------|------|
| | 2002 | 2001 | 2002 | 2001 |

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| | 3rd quarter | | January-September | |
|------------------------------------|-----------------------|-------------|-------------------|--------------|
| | (in millions of euro) | | | |
| Office Products North America | 40.9 | 53.8 | 172.9 | 181.9 |
| Office Products Europe / Australia | 17.0 | 14.0 | 45.1 | 32.6 |
| Paper Merchating | 13.6 | 16.7 | 51.6 | 64.8 |
| Graphic Systems | 2.0 | 3.8 | 5.6 | 18.3 |
| Holdings | (5.3) | (4.9) | (16.4) | (14.4) |
| EBITA | 68.2 | 83.4 | 258.9 | 283.3 |
| Goodwill | (16.7) | (17.8) | (52.9) | (50.2) |
| EBIT | 51.4 | 65.6 | 206.0 | 233.1 |

ROS-% (EBITA/EBIT as a % of net sales)

| | 3rd quarter | | January-September | |
|---|-------------|-------------|-------------------|-------------|
| | 2002 | 2001 | 2002 | 2001 |
| Office Products North America | 3.4% | 4.0% | 4.6% | 4.7% |
| Office Products Europe/Australia | 4.6% | 3.6% | 3.9% | 3.0% |
| Paper Merchating | 1.9% | 2.2% | 2.3% | 2.8% |
| Graphic Systems | 1.8% | 3.3% | 1.7% | 4.8% |
| Holding EBITA as a % of Buhrmann's total net sales | (0.2%) | (0.2%) | (0.2%) | (0.2%) |
| Buhrmann before amortisation of goodwill (EBITA) | 2.8% | 3.2% | 3.4% | 3.7% |
| Buhrmann after amortisation of goodwill (EBIT) | 2.1% | 2.5% | 2.7% | 3.0% |

AVERAGE CAPITAL EMPLOYED

| | 3rd quarter | | January-September | |
|-------------------------------------|-----------------------|----------------|-------------------|----------------|
| | 2002 | 2001 | 2002 | 2001 |
| | (in millions of euro) | | | |
| Office Products North America | 885.0 | 1,101.9 | 981.6 | 1,074.1 |
| Office Products Europe / Australia | 220.4 | 252.5 | 219.8 | 238.6 |
| Paper Merchating | 684.4 | 683.2 | 682.2 | 692.2 |
| Graphic Systems | 124.4 | 113.7 | 118.2 | 108.0 |
| Other activities and holdings | (12.0) | (50.6) | (16.9) | (57.9) |
| Buhrmann, excluding goodwill | 1,902.2 | 2,100.7 | 1,984.9 | 2,055.1 |
| Goodwill | 2,397.5 | 2,517.2 | 2,509.2 | 2,380.8 |
| Buhrmann, including goodwill | 4,299.7 | 4,617.9 | 4,494.1 | 4,435.9 |

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ROCE in %

| | 3rd quarter | | January-September | |
|--|-------------|------|-------------------|------|
| | 2002 | 2001 | 2002 | 2001 |

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| | 3rd quarter | | January-September | |
|-------------------------------------|--------------|--------------|-------------------|--------------|
| | | | | |
| Office Products North America | 18.5% | 19.5% | 23.5% | 22.6% |
| Office Products Europe/Australia | 30.8% | 22.2% | 27.4% | 18.2% |
| Paper Merchandising | 7.9% | 9.8% | 10.1% | 12.5% |
| Graphic Systems | 6.3% | 13.5% | 6.4% | 22.6% |
| Buhrmann, excluding goodwill | 14.3% | 15.9% | 17.4% | 18.4% |
| Buhrmann, including goodwill | 4.8% | 5.7% | 6.1% | 7.0% |

ORGANIC GROWTH OF SALES

| | 3rd quarter | | January-September | |
|----------------------------------|-------------|-----------|-------------------|-----------|
| | 2002 | 2001 | 2002 | 2001 |
| Office Products North America | 3% | 0% | (1%) | 1% |
| Office Products Europe/Australia | (5%) | 6% | (2%) | 6% |
| Paper Merchandising | (3%) | (5%) | (3%) | 2% |
| Graphic Systems | (7%) | 1% | (15%) | 3% |
| Buhrmann | 0% | 0% | (2%) | 2% |

NUMBER OF EMPLOYEES

| | 30 September | | 31 December 2001 |
|----------------------------------|---------------|---------------|------------------------|
| | 2002 | 2001 | |
| Office Products North America | 12,414 | 14,829 | 14,240 |
| Office Products Europe/Australia | 5,978 | 6,416 | 6,228 |
| Paper Merchandising | 5,441 | 5,547 | 5,519 |
| Graphic Systems | 1,147 | 1,189 | 1,176 |
| Holdings | 73 | 72 | 72 |
| Buhrmann | 25,052 | 28,053 | 27,235 |

EXCHANGE RATES

| | 3rd quarter | | January-September | |
|--------------------------------|-----------------------|---------|-------------------|---------|
| | 2002 | 2001 | 2002 | 2001 |
| | (in millions of euro) | | | |
| Euro versus US\$, average rate | \$ 0.99 | \$ 0.89 | \$ 0.93 | \$ 0.90 |
| Euro versus US\$, end rate | \$ 0.96 | \$ 0.91 | \$ 0.96 | \$ 0.91 |

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CONSOLIDATED PROFIT AND LOSS ACCOUNT

| | 2002 | | | 2001 | | | 2000 | | |
|------------------|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| | (in millions of euros) | | | | | | | | |
| Net sales | 2,408.9 | 2,567.5 | 2,546.6 | 2,709.0 | 2,580.6 | 2,669.9 | 2,448.2 | 2,628.5 | 2,337.7 |
| Cost of sales | (1,880.4) | (1,988.8) | (1,941.1) | (2,088.9) | (1,980.0) | (2,062.5) | (1,880.6) | (1,983.7) | (1,761.6) |

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| | 2002 | | | 2001 | | | 2000 | | |
|--|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|
| Added value | 528.5 | 578.7 | 605.6 | 620.1 | 600.5 | 607.5 | 567.6 | 644.9 | 576.1 |
| Operating costs | (432.7) | (460.7) | (475.1) | (473.3) | (487.7) | (486.5) | (431.4) | (440.9) | (422.5) |
| EBITDA | 95.8 | 118.0 | 130.4 | 146.8 | 112.8 | 120.9 | 136.2 | 204.0 | 153.7 |
| Depreciation | (27.6) | (28.0) | (29.7) | (22.1) | (29.4) | (29.7) | (27.5) | (31.9) | (28.2) |
| EBITA | 68.2 | 90.0 | 100.8 | 124.8 | 83.4 | 91.2 | 108.6 | 172.1 | 125.5 |
| Amortisation of goodwill | (16.7) | (17.8) | (18.4) | (17.2) | (17.8) | (17.8) | (14.7) | (14.6) | (14.1) |
| Operating result (EBIT) | 51.4 | 72.2 | 82.4 | 107.5 | 65.6 | 73.5 | 94.0 | 157.5 | 111.4 |
| Net financing costs | (48.9) | (57.8) | (50.2) | (50.4) | (53.9) | (54.7) | (51.2) | (59.0) | (52.6) |
| Result on ordinary operations before tax | 2.5 | 14.5 | 32.2 | 57.1 | 11.7 | 18.8 | 42.7 | 98.5 | 58.8 |
| Taxes | (1.7) | (6.5) | (11.1) | (8.2) | (3.2) | (3.0) | (9.1) | (24.4) | (10.1) |
| Other financial results | 0.2 | 12.6 | (0.0) | (0.1) | (0.7) | (2.4) | 0.0 | 3.0 | 0.3 |
| Minority interests | (3.3) | (3.7) | (2.5) | (2.0) | (2.6) | (2.2) | (2.2) | (2.1) | (2.4) |
| Net result on ordinary operations | (2.3) | 17.0 | 18.5 | 46.9 | 5.2 | 11.2 | 31.4 | 74.9 | 46.5 |
| Extraordinary result net | 0.0 | 0.0 | (0.0) | (9.3) | (0.3) | (50.0) | 20.0 | (10.9) | (0.6) |
| Net result | (2.3) | 17.0 | 18.5 | 37.6 | 4.9 | (38.8) | 51.4 | 64.0 | 45.9 |
| Net result on ordinary operations before amortisation of goodwill (Cash earnings) | 14.4 | 34.8 | 36.9 | 64.1 | 23.0 | 29.0 | 46.1 | 89.5 | 60.6 |
| RATIOS | | | | | | | | | |
| Added value as a % of net sales | 21.9% | 22.5% | 23.8% | 22.9% | 23.3% | 22.8% | 23.2% | 24.5% | 24.6% |
| EBITDA as a % of net sales | 4.0% | 4.6% | 5.1% | 5.4% | 4.4% | 4.5% | 5.6% | 7.8% | 6.6% |
| EBITA as a % of net sales | 2.8% | 3.5% | 4.0% | 4.6% | 3.2% | 3.4% | 4.5% | 6.5% | 5.4% |
| EBIT as a % of net sales | 2.1% | 2.8% | 3.2% | 4.0% | 2.5% | 2.8% | 3.8% | 6.0% | 4.8% |

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NET RESULT PER SHARE FULLY DILUTED

| | 2002 | | | 2001 | | | 2000 | | |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| | 132,113 | 131,719 | 131,342 | 131,342 | 131,342 | 130,330 | 102,025 | 102,012 | 101,974 |

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| | 2002 | | | 2001 | | | 2000 | | |
|---|---------|---------|---------|------------|---------|---------|---------|---------|---------|
| Average number of ordinary shares basic (x 1,000) | | | | | | | | | |
| Options | | | | | 763 | 753 | 500 | 540 | |
| Conversion preference shares C | 22,838 | 22,516 | 22,194 | 21,892 | 21,521 | 21,149 | 20,777 | 20,403 | 20,138 |
| Average number of ordinary shares fully diluted (x 1,000) | 154,951 | 154,235 | 153,536 | 153,234 | 152,863 | 152,242 | 123,555 | 122,915 | 122,652 |
| Per ordinary share in euros | | | | | | | | | |
| Net result from ordinary operations available to holders of ordinary shares before amortisation of goodwill | 0.08 | 0.21 | 0.22 | 0.40 19 | 0.13 | 0.17 | 0.35 | 0.70 | 0.47 |

FIGURES PER DIVISION

NET SALES

| | 2002 | | | 2001 | | | 2000 | | |
|----------------------------------|------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| | (in millions of euros) | | | | | | | | |
| Office Products North America | 1,203.5 | 1,313.8 | 1,270.9 | 1,337.4 | 1,334.2 | 1,372.9 | 1,175.8 | 1,260.5 | 1,147.5 |
| Office Products Europe/Australia | 370.2 | 390.0 | 395.8 | 402.9 | 387.4 | 384.1 | 321.9 | 356.1 | 327.3 |
| Paper Merchandising | 725.9 | 750.7 | 780.0 | 782.4 | 743.4 | 775.1 | 824.9 | 824.4 | 748.9 |
| Graphic Systems | 109.3 | 112.9 | 100.0 | 186.2 | 115.6 | 137.8 | 125.6 | 187.5 | 114.0 |
| Buhrmann | 2,408.9 | 2,567.5 | 2,546.6 | 2,709.0 | 2,580.6 | 2,669.9 | 2,448.2 | 2,628.5 | 2,337.7 |

OPERATING RESULT (EBITA/EBIT)

| | 2002 | | | 2001 | | | 2000 | | |
|----------------------------------|------------------------|-------------|--------------|--------------|-------------|-------------|--------------|--------------|--------------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| | (in millions of euros) | | | | | | | | |
| Office Products North America | 40.9 | 61.0 | 71.0 | 60.6 | 53.8 | 59.9 | 68.2 | 97.7 | 82.5 |
| Office Products Europe/Australia | 17.0 | 13.1 | 15.1 | 20.7 | 14.0 | 8.1 | 10.5 | 15.3 | 9.9 |
| Paper Merchandising | 13.6 | 18.3 | 19.8 | 28.5 | 16.7 | 20.6 | 27.6 | 38.8 | 27.7 |
| Graphic Systems | 2.0 | 3.2 | 0.5 | 19.3 | 3.8 | 7.1 | 7.4 | 23.1 | 7.2 |
| Holdings | (5.3) | (5.5) | (5.6) | (4.3) | (4.9) | (4.5) | (5.0) | (2.8) | (1.8) |
| EBITA | 68.2 | 90.0 | 100.8 | 124.8 | 83.4 | 91.2 | 108.6 | 172.1 | 125.5 |
| Goodwill | (16.7) | (17.8) | (18.4) | (17.2) | (17.8) | (17.8) | (14.7) | (14.6) | (14.1) |

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| | 2002 | | | 2001 | | | 2000 | | |
|-------------|------|------|------|-------|------|------|------|-------|-------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| EBIT | 51.4 | 72.2 | 82.4 | 107.5 | 65.6 | 73.5 | 94.0 | 157.5 | 111.4 |

AVERAGE CAPITAL EMPLOYED

| | 2002 | | | 2001 | | | 2000 | |
|--|------|----|----|------|----|----|------|----|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 |

(in millions of euros)

| | | | | | | | | | |
|-------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Office Products North America | 885.0 | 981.1 | 1,082.6 | 1,041.5 | 1,101.9 | 1,145.4 | 1,003.3 | 1,077.8 | 962.5 |
| Office Products Europe/Australia | 220.4 | 214.3 | 220.2 | 252.1 | 252.5 | 252.3 | 201.7 | 243.4 | 253.0 |
| Paper Merchanting | 684.4 | 682.9 | 676.0 | 676.3 | 683.2 | 706.5 | 693.2 | 685.6 | 616.2 |
| Graphic Systems | 124.4 | 114.1 | 115.1 | 110.4 | 113.4 | 107.6 | 106.1 | 107.1 | 104.3 |
| Other activities and holdings | (12.0) | (11.0) | (22.2) | (37.0) | (50.3) | (60.8) | (56.9) | (2.7) | 8.4 |
| Buhrmann, excluding goodwill | 1,902.2 | 1,981.6 | 2,071.7 | 2,042.9 | 2,100.7 | 2,151.0 | 1,947.4 | 2,111.2 | 1,943.8 |
| Goodwill | 2,397.5 | 2,524.5 | 2,604.3 | 2,509.6 | 2,517.2 | 2,530.2 | 2,130.5 | 2,088.2 | 1,964.8 |
| Buhrmann, including goodwill | 4,299.7 | 4,505.8 | 4,676.0 | 4,552.9 | 4,617.9 | 4,681.2 | 4,077.9 | 4,199.7 | 3,909.3 |

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ROCE (IN %)

| | 2002 | | | 2001 | | | 2000 | | |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| Office Products North America | 18.5% | 24.9% | 26.2% | 23.3% | 19.5% | 20.9% | 27.2% | 36.3% | 34.3% |
| Office Products Europe/Australia | 30.8% | 24.4% | 27.5% | 32.8% | 22.2% | 12.9% | 20.8% | 25.1% | 15.6% |
| Paper Merchanting | 7.9% | 10.7% | 11.7% | 16.9% | 9.8% | 11.7% | 15.9% | 22.6% | 18.0% |
| Graphic Systems | 6.3% | 11.0% | 1.8% | 69.7% | 13.5% | 26.4% | 27.8% | 86.2% | 27.6% |
| Buhrmann, excluding goodwill | 14.3% | 18.2% | 19.5% | 24.4% | 15.9% | 17.0% | 22.3% | 32.6% | 25.8% |
| Buhrmann, including goodwill | 4.8% | 6.4% | 7.0% | 9.4% | 5.7% | 6.3% | 9.2% | 15.0% | 11.4% |

ORGANIC GROWTH OF SALES

| | 2002 | | | 2001 | | | 2000 | | |
|----------------------------------|-----------|-------------|-------------|-------------|-----------|-----------|-----------|-----------|-----------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| Office Products North America | 3% | 0% | (6%) | (4%) | 0% | (1%) | 2% | 3% | 1% |
| Office Products Europe/Australia | (5%) | 1% | (2%) | (2%) | 6% | 2% | 9% | 6% | 6% |
| Paper Merchanting | (3%) | (3%) | (4%) | (6%) | (5%) | 1% | 10% | 14% | 16% |
| Graphic Systems | (7%) | (18%) | (18%) | (2%) | 1% | 8% | 0% | 20% | 0% |
| Buhrmann | 0% | (2%) | (5%) | (4%) | 0% | 1% | 5% | 7% | 6% |

EXCHANGE RATES

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| | 2002 | | | 2001 | | | 2000 | | |
|--------------------------------|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| | (in millions of euros) | | | | | | | | |
| Euro versus US\$, average rate | \$ 0.99 | \$ 0.92 | \$ 0.88 | \$ 0.90 | \$ 0.89 | \$ 0.87 | \$ 0.92 | \$ 0.87 | \$ 0.91 |
| Euro versus US\$, end rate | \$ 0.96 | \$ 1.00 | \$ 0.87 | \$ 0.88 | \$ 0.91 | \$ 0.85 | \$ 0.88 | \$ 0.93 | \$ 0.88 |
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