

Highlights of Tradelink's Business Plan

	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Budget</u>	<u>Plan</u>	<u>Plan</u>
Year ending 31 December	1997	1998	1999	2000	2001	2002	2003
Annual increase in tradelink's prices							
Approved by Government in Sep 1996	0	8%	8%	8%	7%	7%	7%
Adopted by Tradelink for Business Plan	0	8%	0%	**	**	7%	7%
Annual increase in staff costs	5.50%	4.30%	0%	0%	2%	6%	6%
Loan Interest rates (on Government loan)	9.5%	10.5%	8.5%	-	-	-	-
Identified operating profit/(loss) (\$000)	-86,440	-67,967	22,924	112,048	100,711	153,124	174,952
Profit/(Loss) before tax (\$000)	-97,462	85,614	7,567	106,934	100,711	153,124	174,952
Profit/(Loss) after tax (\$000)	-97,462	-85,614	7,567	106,934	100,711	145,179	146,085
Dividends Payable (\$000)	-	-	-	-	-	55,390	146,085
Total Government loan at end of year (\$000)	150,000	195,000	14,500	-	-	-	-

** Majority of fees frozen, reduced or waived