

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