

APPENDIX 4.1
(referred to in paragraphs 4.5 and 7.48)

Additional financial information from Sea Containers

1. Ship operating costs, shore terminal costs, booking and consignment costs and passenger catering costs were all incurred directly by Wightlink and its predecessors on their cross-Solent ferry operations and do not include any allocations from elsewhere in the Sea Containers Group.

2. There are no charges by other member companies of the Sea Containers Group for items such as the use of port facilities.

3. Overheads have been allocated to each route primarily based on turnover. They include overheads incurred centrally by the Sea Containers Group, a summary of which is given below.

Sea Containers: central overheads charged to cross-Solent ferry operations

	1986	1987	1988	1989	1990
					<i>£'000</i>
Management	160	261	353	351	399
Finance, accounting systems and legal services	479	577	506	555	608
Retail services and purchasing	123	136	173	178	228
Sales force and reservations	147	197	327	345	425
Marketing, advertising and public relations	135	150	458	453	544
Personnel, property, ship and port management, and training	<u>154</u>	<u>189</u>	<u>267</u>	<u>255</u>	<u>295</u>
	1,198	1,510	2,084	2,137	2,499

Source: Sea Containers.