

NextGen Business Travel Agency Sales and Earnings

Company All Accounts

Division

Group

Period 01/01/1999 to 31/12/1999

| Company | Trans. | SALES TOTALS | | | | | COMMISSION | | TRANS. AVERAGE | | % OF TOTAL | | |
|----------------------------------|-------------|-------------------|-----------------|-------------------|-----------------|-------------------|------------------|-------------|----------------|--------------|---------------|---------------|---------------|
| | | Net Sales | Taxes | Sub-Total | VAT | Total | Amount | % | Sales | Comm. | Trans. | Sales | Comm |
| Universal Group | 1099 | 816013.97 | 27299.66 | 843313.63 | 460.22 | 843773.85 | 66319.63 | 8.13 | 767.35 | 60.35 | 21.57 | 29.12 | 26.18 |
| A Company London | 358 | 340210.00 | 5223.12 | 345433.12 | 3634.58 | 349067.70 | 36070.48 | 10.60 | 964.90 | 100.76 | 7.03 | 11.93 | 14.24 |
| Crisps International | 501 | 353114.49 | 5616.85 | 358731.34 | 5986.37 | 364717.71 | 27711.82 | 7.85 | 716.03 | 55.31 | 9.83 | 12.39 | 10.94 |
| The Shop Ltd | 1025 | 323252.21 | 12958.33 | 336210.54 | 242.07 | 336452.61 | 27306.39 | 8.45 | 328.01 | 26.64 | 20.12 | 11.61 | 10.78 |
| Global Uk Plc | 453 | 224721.40 | 11628.17 | 236349.57 | 93.88 | 236443.45 | 17405.68 | 7.75 | 521.74 | 38.42 | 8.89 | 8.16 | 6.87 |
| Airframe Construction Ltd | 174 | 108362.23 | 2504.90 | 110867.13 | 1461.80 | 112328.93 | 15231.14 | 14.06 | 637.17 | 87.54 | 3.42 | 3.83 | 6.01 |
| Surf Wave Ltd | 321 | 86373.23 | 2823.86 | 89197.09 | 1390.44 | 90587.53 | 14531.92 | 16.82 | 277.87 | 45.27 | 6.30 | 3.08 | 5.74 |
| Accountancy Company | 431 | 118587.49 | 10384.69 | 128972.18 | 131.33 | 129103.51 | 11131.87 | 9.39 | 299.24 | 25.83 | 8.46 | 4.45 | 4.39 |
| Global (Europe) Plc | 88 | 51637.64 | 2205.01 | 53842.65 | 18.24 | 53860.89 | 4972.45 | 9.63 | 611.85 | 56.51 | 1.73 | 1.86 | 1.96 |
| Entertainment Plc | 68 | 61621.50 | 1785.10 | 63406.60 | 67.92 | 63474.52 | 4637.75 | 7.53 | 932.45 | 68.20 | 1.33 | 2.19 | 1.83 |
| Technology Satellites | 40 | 48541.00 | 989.10 | 49530.10 | 0.00 | 49530.10 | 4379.22 | 9.02 | 1238.25 | 109.48 | 0.79 | 1.71 | 1.73 |
| Computer Systems Networking Ltd | 99 | 42468.00 | 2494.17 | 44962.17 | 10.53 | 44972.70 | 3817.87 | 8.99 | 454.16 | 38.56 | 1.94 | 1.55 | 1.51 |
| Sound Systems Plc | 99 | 40873.69 | 2459.59 | 43333.28 | 97.81 | 43431.09 | 3802.52 | 9.30 | 437.71 | 38.41 | 1.94 | 1.50 | 1.50 |
| Telecommunications UK Ltd | 34 | 29677.00 | 3082.60 | 32759.60 | 10.50 | 32770.10 | 3634.70 | 12.25 | 963.52 | 106.90 | 0.67 | 1.13 | 1.43 |
| Hearing Development Research | 51 | 36988.59 | 956.52 | 37945.11 | 51.98 | 37997.09 | 2999.94 | 8.11 | 744.02 | 58.82 | 1.00 | 1.31 | 1.18 |
| Component Manufacture | 70 | 31495.00 | 2684.84 | 34179.84 | 5.26 | 34185.10 | 2704.99 | 8.59 | 488.28 | 38.64 | 1.37 | 1.18 | 1.07 |
| H2o Services | 64 | 19394.00 | 1412.50 | 20806.50 | 10.50 | 20817.00 | 1867.74 | 9.63 | 325.10 | 29.18 | 1.26 | 0.72 | 0.74 |
| Universal Ltd | 55 | 20860.00 | 1805.30 | 22665.30 | 0.00 | 22665.30 | 1738.16 | 8.33 | 412.10 | 31.60 | 1.08 | 0.78 | 0.69 |
| A Company Reading | 36 | 22050.00 | 954.10 | 23004.10 | 0.00 | 23004.10 | 1586.28 | 7.19 | 639.00 | 44.06 | 0.71 | 0.79 | 0.63 |
| Healthcare Limited | 29 | 19965.00 | 578.90 | 20543.90 | 4.20 | 20548.10 | 1509.23 | 7.56 | 708.41 | 52.04 | 0.57 | 0.71 | 0.60 |
| Sub-Total for Record-Type | 5095 | 2796206.44 | 99847.31 | 2896053.75 | 13677.63 | 2909731.38 | 253359.78 | 9.06 | 568.41 | 49.73 | 100.00 | 100.00 | 100.00 |
| Grand Total | 5095 | 2796206.44 | 99847.31 | 2896053.75 | 13677.63 | 2909731.38 | 253359.78 | 9.06 | 568.41 | 49.73 | 100.00 | 100.00 | 100.00 |

NextGen Business Travel Agency Sales and Earnings

Company All Accounts

Division

Group

Period 01/01/1999 to 31/12/1999

| Company | Supplier Type | Trans. | SALES TOTALS | | | | | COMMISSION | | TRANS. AVERAGE | | % OF TOTAL | | | |
|---------------------------------|---------------------------|------------|------------------|-----------------|------------------|----------------|------------------|-----------------|--------------|----------------|---------------|-------------|--------------|--------------|--------|
| | | | Nett Sales | Taxes | Sub-Total | VAT | Total | Amount | % | Sales | Comm. | Trans. | Sales | Comm | |
| H2O Services | Air Travel | 60 | 17994.00 | 1314.60 | 19308.60 | 0.00 | 19308.60 | 1552.24 | 8.63 | 321.81 | 25.87 | 1.18 | 0.67 | 0.61 | |
| | Domestic Rail | 3 | 730.00 | 42.90 | 772.90 | 10.50 | 783.40 | 164.80 | 22.58 | 257.63 | 54.93 | 0.06 | 0.03 | 0.07 | |
| | Tours | 1 | 670.00 | 55.00 | 725.00 | 0.00 | 725.00 | 150.70 | 22.49 | 725.00 | 150.70 | 0.02 | 0.03 | 0.06 | |
| | Sub-Total | 64 | 19394.00 | 1412.50 | 20806.50 | 10.50 | 20817.00 | 1867.74 | 9.63 | 325.10 | 29.18 | 1.26 | 0.72 | 0.74 | |
| A Company London | Air Travel | 331 | 318420.00 | 8857.70 | 327277.70 | 0.00 | 327277.70 | 23540.48 | 7.39 | 988.75 | 71.12 | 6.50 | 11.30 | 9.29 | |
| | Car Hire | 3 | 79.00 | (13.83) | 65.17 | 13.83 | 79.00 | 0.00 | 0.00 | 21.72 | 0.00 | 0.06 | 0.00 | 0.00 | |
| | Domestic Rail | 24 | 21711.00 | (3620.75) | 18090.25 | 3620.75 | 21711.00 | 12530.00 | 57.71 | 753.76 | 522.08 | 0.47 | 0.62 | 4.95 | |
| | Sub-Total | 358 | 340210.00 | 5223.12 | 345433.12 | 3634.58 | 349067.70 | 36070.48 | 10.60 | 964.90 | 100.76 | 7.03 | 11.93 | 14.24 | |
| A Company Reading | Air Travel | 36 | 22050.00 | 954.10 | 23004.10 | 0.00 | 23004.10 | 1586.28 | 7.19 | 639.00 | 44.06 | 0.71 | 0.79 | 0.63 | |
| | Sub-Total | 36 | 22050.00 | 954.10 | 23004.10 | 0.00 | 23004.10 | 1586.28 | 7.19 | 639.00 | 44.06 | 0.71 | 0.79 | 0.63 | |
| Accountancy Company | Air Travel | 312 | 85739.62 | 8800.95 | 94540.57 | 0.00 | 94540.57 | 6875.52 | 8.02 | 303.01 | 22.04 | 6.12 | 3.26 | 2.71 | |
| | Car Hire | 32 | 13668.00 | 522.46 | 14190.46 | 86.98 | 14277.44 | 2041.24 | 14.93 | 443.45 | 63.79 | 0.63 | 0.49 | 0.81 | |
| | Domestic Rail | 42 | 6095.47 | 501.15 | 6596.62 | 26.85 | 6623.47 | 749.50 | 12.30 | 157.06 | 17.85 | 0.82 | 0.23 | 0.30 | |
| | Ferries | 11 | 1256.13 | 0.00 | 1256.13 | 0.00 | 1256.13 | 157.72 | 12.56 | 114.19 | 14.34 | 0.22 | 0.04 | 0.06 | |
| | Insurance | 12 | 932.77 | 5.23 | 938.00 | 17.50 | 955.50 | 406.35 | 43.56 | 78.17 | 33.86 | 0.24 | 0.03 | 0.16 | |
| | Intl Rail | 11 | 2220.50 | 0.00 | 2220.50 | 0.00 | 2220.50 | 213.54 | 9.62 | 201.86 | 19.41 | 0.22 | 0.08 | 0.08 | |
| | Tours | 11 | 8675.00 | 554.90 | 9229.90 | 0.00 | 9229.90 | 688.00 | 7.93 | 839.08 | 62.55 | 0.22 | 0.32 | 0.27 | |
| | Sub-Total | 431 | 118587.49 | 10384.69 | 128972.18 | 131.33 | 129103.51 | 11131.87 | 9.39 | 299.24 | 25.83 | 8.46 | 4.45 | 4.39 | |
| | Airframe Construction Ltd | Air Travel | 95 | 99134.00 | 3966.70 | 103100.70 | 0.00 | 103100.70 | 7819.20 | 7.89 | 1085.27 | 82.31 | 1.86 | 3.56 | 3.09 |
| | | Car Hire | 3 | 3.23 | (16.47) | (13.24) | 16.47 | 3.23 | (77.92) | 2412.38) | (4.41) | (25.97) | 0.06 | 0.00 | (0.03) |
| Domestic Rail | | 75 | 9076.00 | (1445.33) | 7630.67 | 1445.33 | 9076.00 | 7469.00 | 82.29 | 101.74 | 99.59 | 1.47 | 0.26 | 2.95 | |
| Ferries | | 1 | 149.00 | 0.00 | 149.00 | 0.00 | 149.00 | 20.86 | 14.00 | 149.00 | 20.86 | 0.02 | 0.01 | 0.01 | |
| Sub-Total | | 174 | 108362.23 | 2504.90 | 110867.13 | 1461.80 | 112328.93 | 15231.14 | 14.06 | 637.17 | 87.54 | 3.42 | 3.83 | 6.01 | |
| Component Manufacture | Air Travel | 66 | 30412.00 | 2592.70 | 33004.70 | 0.00 | 33004.70 | 2364.79 | 7.78 | 500.07 | 35.83 | 1.30 | 1.14 | 0.93 | |
| | Car Hire | 1 | 499.00 | 45.00 | 544.00 | 0.00 | 544.00 | 123.00 | 24.65 | 544.00 | 123.00 | 0.02 | 0.02 | 0.05 | |
| | Domestic Rail | 3 | 584.00 | 47.14 | 631.14 | 5.26 | 636.40 | 217.20 | 37.19 | 210.38 | 72.40 | 0.06 | 0.02 | 0.09 | |
| | Sub-Total | 70 | 31495.00 | 2684.84 | 34179.84 | 5.26 | 34185.10 | 2704.99 | 8.59 | 488.28 | 38.64 | 1.37 | 1.18 | 1.07 | |
| Computer Systems Networking Ltd | Air Travel | 89 | 41703.00 | 2454.40 | 44157.40 | 0.00 | 44157.40 | 3517.59 | 8.43 | 496.15 | 39.52 | 1.75 | 1.52 | 1.39 | |
| | Car Hire | 1 | 523.00 | 50.30 | 573.30 | 0.00 | 573.30 | 201.80 | 38.59 | 573.30 | 201.80 | 0.02 | 0.02 | 0.08 | |
| | Domestic Rail | 8 | 113.00 | (10.53) | 102.47 | 10.53 | 113.00 | 83.00 | 73.45 | 12.81 | 10.38 | 0.16 | 0.00 | 0.03 | |
| | Ferries | 1 | 129.00 | 0.00 | 129.00 | 0.00 | 129.00 | 15.48 | 12.00 | 129.00 | 15.48 | 0.02 | 0.00 | 0.01 | |
| | Sub-Total | 99 | 42468.00 | 2494.17 | 44962.17 | 10.53 | 44972.70 | 3817.87 | 8.99 | 454.16 | 38.56 | 1.94 | 1.55 | 1.51 | |
| Crisps International | Air Travel | 452 | 306025.00 | 10415.34 | 316440.34 | 0.00 | 316440.34 | 24403.97 | 7.97 | 700.09 | 53.99 | 8.87 | 10.93 | 9.63 | |
| | Car Hire | 20 | 11782.60 | 1046.01 | 12828.61 | 59.99 | 12888.60 | 2393.45 | 20.31 | 641.43 | 119.67 | 0.39 | 0.44 | 0.94 | |
| | Domestic Rail | 26 | 35116.83 | (5847.98) | 29268.85 | 5926.38 | 35195.23 | 835.09 | 2.38 | 1125.72 | 32.12 | 0.51 | 1.01 | 0.33 | |
| | Insurance | 3 | 190.06 | 3.48 | 193.54 | 0.00 | 193.54 | 79.31 | 41.73 | 64.51 | 26.44 | 0.06 | 0.01 | 0.03 | |
| | Sub-Total | 501 | 353114.49 | 5616.85 | 358731.34 | 5986.37 | 364717.71 | 27711.82 | 7.85 | 716.03 | 55.31 | 9.83 | 12.39 | 10.94 | |
| Entertainment Plc | Air Travel | 54 | 59364.00 | 1744.10 | 61108.10 | 0.00 | 61108.10 | 4406.10 | 7.42 | 1131.63 | 81.59 | 1.06 | 2.11 | 1.74 | |
| | Car Hire | 7 | 1214.00 | 46.26 | 1260.26 | 62.66 | 1322.92 | 170.63 | 14.06 | 180.04 | 24.38 | 0.14 | 0.04 | 0.07 | |
| | Domestic Rail | 6 | 365.50 | (5.26) | 360.24 | 5.26 | 365.50 | 0.00 | 0.00 | 60.04 | 0.00 | 0.12 | 0.01 | 0.00 | |
| | Intl Rail | 1 | 678.00 | 0.00 | 678.00 | 0.00 | 678.00 | 61.02 | 9.00 | 678.00 | 61.02 | 0.02 | 0.02 | 0.02 | |
| | Sub-Total | 68 | 61621.50 | 1785.10 | 63406.60 | 67.92 | 63474.52 | 4637.75 | 7.53 | 932.45 | 68.20 | 1.33 | 2.19 | 1.83 | |
| | Global (Europe) Plc | Air Travel | 79 | 51170.40 | 2223.25 | 53393.65 | 0.00 | 53393.65 | 4886.63 | 9.55 | 675.87 | 61.86 | 1.55 | 1.84 | 1.93 |
| Car Hire | | 1 | 4.50 | (0.79) | 3.71 | 0.79 | 4.50 | 0.00 | 0.00 | 3.71 | 0.00 | 0.02 | 0.00 | 0.00 | |
| Domestic Rail | | 6 | 330.59 | (11.82) | 318.77 | 11.82 | 330.59 | 80.82 | 24.45 | 53.13 | 13.47 | 0.12 | 0.01 | 0.03 | |
| Ferries | | 1 | 32.15 | (5.63) | 26.52 | 5.63 | 32.15 | 5.00 | 15.55 | 26.52 | 5.00 | 0.02 | 0.00 | 0.00 | |
| Tours | | 1 | 100.00 | 0.00 | 100.00 | 0.00 | 100.00 | 0.00 | 0.00 | 100.00 | 0.00 | 0.02 | 0.00 | 0.00 | |

NextGen Business Travel Agency Sales and Earnings

Company All Accounts

Division

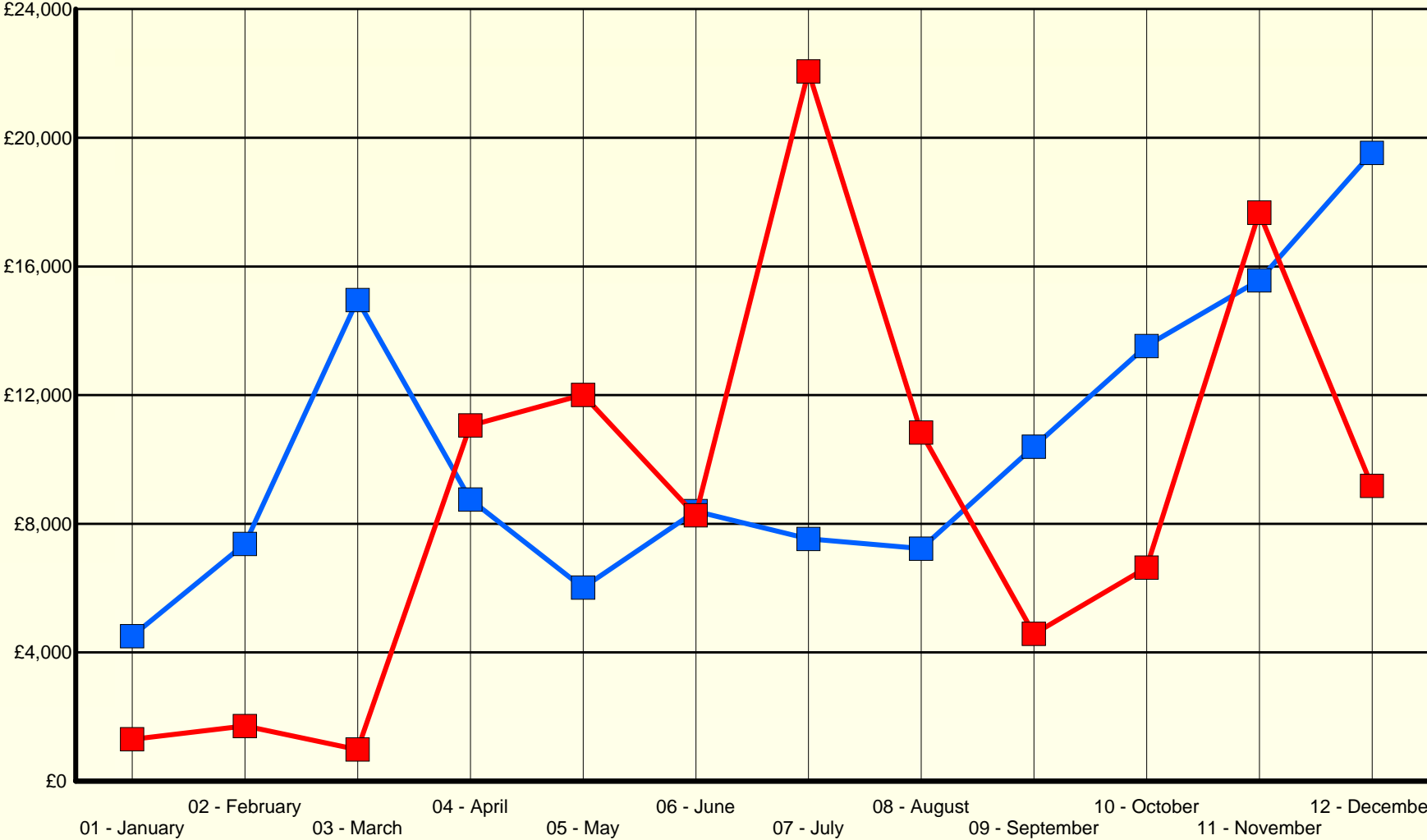
Group

Period 01/01/1999 to 31/12/1999

| Company | Supplier Type | Trans. | SALES TOTALS | | | | COMMISSION | | TRANS. AVERAGE | | % OF TOTAL | | | |
|---------------|----------------------------------|-------------|-------------------|-----------------|-------------------|-----------------|-------------------|------------------|----------------|---------------|--------------|---------------|---------------|---------------|
| | | | Nett Sales | Taxes | Sub-Total | VAT | Total | Amount | % | Sales | Comm. | Trans. | Sales | Comm |
| | Intl Rail | 12 | 1730.00 | 0.00 | 1730.00 | 0.00 | 1730.00 | 186.69 | 10.79 | 144.17 | 15.56 | 0.24 | 0.06 | 0.07 |
| | Sub-Total | 1099 | 816013.97 | 27299.66 | 843313.63 | 460.22 | 843773.85 | 66319.63 | 8.13 | 767.35 | 60.35 | 21.57 | 29.12 | 26.18 |
| Universal Ltd | Air Travel | 55 | 20860.00 | 1805.30 | 22665.30 | 0.00 | 22665.30 | 1738.16 | 8.33 | 412.10 | 31.60 | 1.08 | 0.78 | 0.69 |
| | Sub-Total | 55 | 20860.00 | 1805.30 | 22665.30 | 0.00 | 22665.30 | 1738.16 | 8.33 | 412.10 | 31.60 | 1.08 | 0.78 | 0.69 |
| | Sub-Total for Record-Type | 5095 | 2796206.44 | 99847.31 | 2896053.75 | 13677.63 | 2909731.38 | 253359.78 | 9.06 | 568.41 | 49.73 | 100.00 | 100.00 | 100.00 |
| | Grand Total | 5095 | 2796206.44 | 99847.31 | 2896053.75 | 13677.63 | 2909731.38 | 253359.78 | 9.06 | 568.41 | 49.73 | 100.00 | 100.00 | 100.00 |

Client Trading Trend - Year on Year

Company ACCOUNTANCY COMPANY
Division
Group



01/01/1999 to 31/12/1999
01/01/2000 to 31/12/2000

NextGen Business Travel

Transaction analysis for proposed fee based pricing

Company All Accounts
 Division All Divisions
 Group GLOBAL GROUP
 Period 01/10/1999 to 31/12/1999

| Supplier Type | Trans. | SALES TOTALS | | | | | COMMISSION | | TRANS. AVERAGE | | % OF TOTAL | | |
|----------------------------------|------------|------------------|-----------------|------------------|--------------|------------------|-----------------|-------------|-----------------|----------------|---------------|---------------|---------------|
| | | Nett Sales | Taxes | Sub-Total | VAT | Total | Amount | % | Sales | Comm. | Trans. | Sales | Comm |
| INVOICES | | | | | | | | | | | | | |
| Air Travel | 143 | 103865.00 | 4491.35 | 108356.35 | 0.00 | 108356.35 | 8720.68 | 8.40 | 757.74 | 60.98 | 89.38 | 100.86 | 99.68 |
| Domestic Rail | 5 | 157.21 | (11.38) | 145.83 | 11.38 | 157.21 | 67.12 | 42.69 | 29.17 | 13.42 | 3.13 | 0.14 | 0.77 |
| Ferries | 2 | 382.35 | (5.63) | 376.72 | 5.63 | 382.35 | 40.02 | 10.47 | 188.36 | 20.01 | 1.25 | 0.35 | 0.46 |
| Intrnl Rail | 1 | 239.00 | 0.00 | 239.00 | 0.00 | 239.00 | 23.90 | 10.00 | 239.00 | 23.90 | 0.63 | 0.22 | 0.27 |
| Consolidation | 2 | 119.50 | (20.92) | 98.58 | 20.92 | 119.50 | 20.00 | 16.74 | 49.29 | 10.00 | 1.25 | 0.09 | 0.23 |
| Tours | 1 | 100.00 | 0.00 | 100.00 | 0.00 | 100.00 | 0.00 | 0.00 | 100.00 | 0.00 | 0.63 | 0.09 | 0.00 |
| <i>Sub-Total for Record-Type</i> | 154 | 104863.06 | 4453.42 | 109316.48 | 37.93 | 109354.41 | 8871.72 | 8.46 | 709.85 | 57.61 | 96.25 | 101.75 | 101.41 |
| REFUNDS | | | | | | | | | | | | | |
| Air Travel | 6 | (1763.00) | (116.30) | (1879.30) | 0.00 | (1879.30) | (123.41) | 7.00 | (313.22) | (20.57) | 3.75 | (1.75) | (1.41) |
| <i>Sub-Total for Record-Type</i> | 6 | (1763.00) | (116.30) | (1879.30) | 0.00 | (1879.30) | (123.41) | 7.00 | (313.22) | (20.57) | 3.75 | (1.75) | (1.41) |
| Grand Total | 160 | 103100.06 | 4337.12 | 107437.18 | 37.93 | 107475.11 | 8748.31 | 8.49 | 671.48 | 54.68 | 100.00 | 100.00 | 100.00 |

1st Quarter Consultant Productivity

Company All Accounts

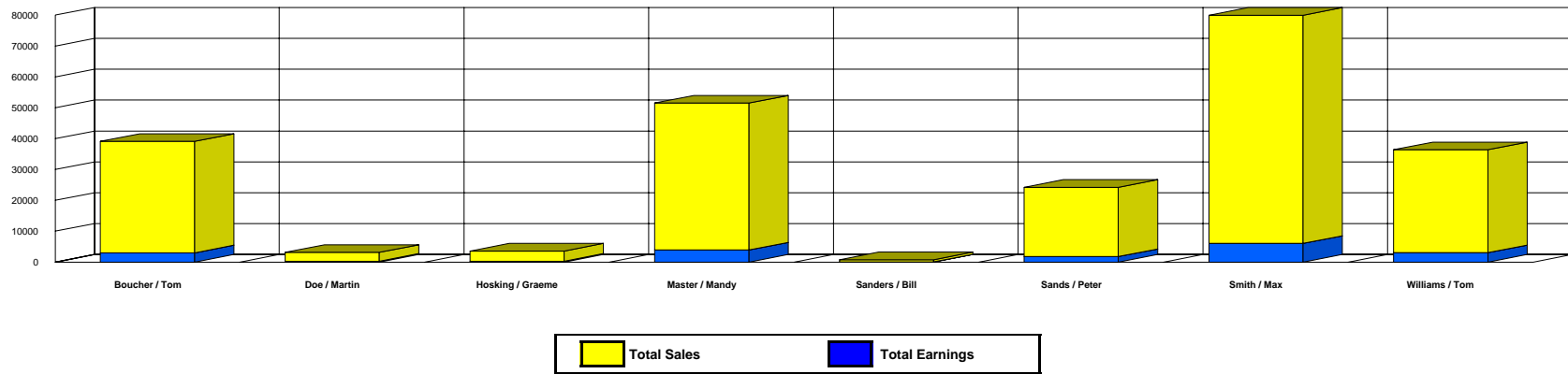
Division

Group

Period 01/01/2000 to 31/03/2000

| Agent Reference 1 | Trans. | SALES TOTALS | | | | | COMMISSION | | TRANS. AVERAGE | | % OF TOTAL | | |
|----------------------------------|------------|------------------|----------------|------------------|--------------|------------------|-----------------|-------------|----------------|--------------|---------------|---------------|---------------|
| | | Nett Sales | Taxes | Sub-Total | VAT | Total | Amount | % | Sales | Comm. | Trans. | Sales | Comm. |
| Boucher / Tom | 80 | 39088.00 | 2040.57 | 41128.57 | 3.33 | 41131.90 | 3001.47 | 7.68 | 514.11 | 37.52 | 18.48 | 16.56 | 16.31 |
| Doe / Martin | 15 | 3121.00 | 0.00 | 3121.00 | 0.00 | 3121.00 | 283.04 | 9.07 | 208.07 | 18.87 | 3.46 | 1.26 | 1.54 |
| Hosking / Graeme | 10 | 3582.00 | 333.50 | 3915.50 | 0.00 | 3915.50 | 280.33 | 7.83 | 391.55 | 28.03 | 2.31 | 1.58 | 1.52 |
| Master / Mandy | 79 | 51513.40 | 1890.70 | 53404.10 | 0.00 | 53404.10 | 3892.83 | 7.56 | 676.00 | 49.28 | 18.24 | 21.50 | 21.15 |
| Sanders / Bill | 2 | 768.00 | 71.70 | 839.70 | 0.00 | 839.70 | 63.84 | 8.31 | 419.85 | 31.92 | 0.46 | 0.34 | 0.35 |
| Sands / Peter | 30 | 24233.75 | 538.40 | 24772.15 | 3.50 | 24775.65 | 1773.42 | 7.32 | 825.74 | 59.11 | 6.93 | 9.97 | 9.64 |
| Smith / Max | 139 | 79953.30 | 2948.40 | 82901.70 | 10.50 | 82912.20 | 6041.62 | 7.56 | 596.42 | 43.46 | 32.10 | 33.38 | 32.83 |
| Williams / Tom | 78 | 36383.00 | 1909.27 | 38292.27 | 7.18 | 38299.45 | 3065.00 | 8.42 | 490.93 | 39.29 | 18.01 | 15.42 | 16.66 |
| <i>Sub-Total for Record-Type</i> | 433 | 238642.45 | 9732.54 | 248374.99 | 24.51 | 248399.50 | 18401.55 | 7.71 | 573.61 | 42.50 | 100.00 | 100.00 | 100.00 |
| <i>Grand Total</i> | 433 | 238642.45 | 9732.54 | 248374.99 | 24.51 | 248399.50 | 18401.55 | 7.71 | 573.61 | 42.50 | 100.00 | 100.00 | 100.00 |

Sales and Earnings By Agent Reference 1



NextGen Business Travel

Detailed Consultant Productivity By Client

Company All Accounts

Division

Group

Period 01/01/2000 to 31/03/2000

| Agent Reference 1 | Company | Trans. | SALES TOTALS | | | | COMMISSION | | TRANS. AVERAGE | | % OF TOTAL | | | |
|-------------------|---------------------------------|-----------|-----------------|----------------|-----------------|-------------|-----------------|----------------|----------------|-------------------|------------------|---------------|--------------|--------------|
| | | | Nett Sales | Taxes | Sub-Total | VAT | Total | Amount | % | Sales | Comm. | Trans. | Sales | Comm. |
| Boucher / Tom | A Company London | 3 | 5297.00 | 128.20 | 5425.20 | 0.00 | 5425.20 | 311.65 | 5.88 | 1356.30 | 77.91 | 0.92 | 2.18 | 1.69 |
| | Accountancy Company | 26 | 6079.00 | 653.00 | 6732.00 | 0.00 | 6732.00 | 541.68 | 8.91 | 306.00 | 24.62 | 5.08 | 2.71 | 2.94 |
| | Airframe Construction Ltd | 3 | 989.00 | 80.70 | 1069.70 | 0.00 | 1069.70 | 69.61 | 7.04 | 356.57 | 23.20 | 0.69 | 0.43 | 0.38 |
| | Entertainment Plc | 0 | 2268.00 | 17.90 | 2285.90 | 0.00 | 2285.90 | 158.76 | 7.00 | 571.47 | 39.69 | 0.92 | 0.92 | 0.86 |
| | Global (Europe) Plc | 1 | 264.00 | 21.70 | 285.70 | 0.00 | 285.70 | 18.48 | 7.00 | 285.70 | 18.48 | 0.23 | 0.12 | 0.10 |
| | Global Uk Plc | 9 | 7963.00 | 303.70 | 8266.70 | 0.00 | 8266.70 | 686.57 | 8.62 | 1180.96 | 98.08 | 1.62 | 3.33 | 3.73 |
| | Healthcare Limited | 1 | 38.00 | (3.33) | 34.67 | 3.33 | 38.00 | 0.00 | 0.00 | 11.56 | 0.00 | 0.69 | 0.01 | 0.00 |
| | Sound Systems Plc | 1 | 294.00 | 22.70 | 316.70 | 0.00 | 316.70 | 20.58 | 7.00 | 316.70 | 20.58 | 0.23 | 0.13 | 0.11 |
| | Surf Wave Ltd | 1 | 223.00 | 16.40 | 239.40 | 0.00 | 239.40 | 22.51 | 10.09 | 47.88 | 4.50 | 1.15 | 0.10 | 0.12 |
| | Technology Satellites | 4 | 5122.00 | 117.90 | 5239.90 | 0.00 | 5239.90 | 360.14 | 7.03 | 2619.95 | 180.07 | 0.46 | 2.11 | 1.96 |
| | The Shop Ltd | 14 | 3491.00 | 269.70 | 3760.70 | 0.00 | 3760.70 | 292.97 | 8.39 | 289.28 | 22.54 | 3.00 | 1.51 | 1.59 |
| | Universal Group | 18 | 7060.00 | 412.00 | 7472.00 | 0.00 | 7472.00 | 518.52 | 7.34 | 498.13 | 34.57 | 3.46 | 3.01 | 2.82 |
| | Sub-Total | 81 | 39088.00 | 2040.57 | 41128.57 | 3.33 | 41131.90 | 3001.47 | 7.68 | 41128.57 | 3001.47 | 0.23 | 16.56 | 16.31 |
| Doe / Martin | Computer Systems Networking Ltd | 1 | 215.00 | 0.00 | 215.00 | 0.00 | 215.00 | 21.50 | 10.00 | 215.00 | 21.50 | 0.23 | 0.09 | 0.12 |
| | The Shop Ltd | 14 | 2906.00 | 0.00 | 2906.00 | 0.00 | 2906.00 | 261.54 | 9.00 | 207.57 | 18.68 | 3.23 | 1.17 | 1.42 |
| | Sub-Total | 15 | 3121.00 | 0.00 | 3121.00 | 0.00 | 3121.00 | 283.04 | 9.07 | 3121.00 | 283.04 | 0.23 | 1.26 | 1.54 |
| Hosking / Graeme | Accountancy Company | 1 | 44.00 | 25.00 | 69.00 | 0.00 | 69.00 | 3.96 | 9.00 | 69.00 | 3.96 | 0.23 | 0.03 | 0.02 |
| | Computer Systems Networking Ltd | 6 | 2152.00 | 164.70 | 2316.70 | 0.00 | 2316.70 | 170.22 | 7.91 | 772.23 | 56.74 | 0.69 | 0.93 | 0.93 |
| | Sound Systems Plc | 2 | 480.00 | 98.20 | 578.20 | 0.00 | 578.20 | 38.30 | 7.98 | 289.10 | 19.15 | 0.46 | 0.23 | 0.21 |
| | Surf Wave Ltd | 1 | 410.00 | 24.80 | 434.80 | 0.00 | 434.80 | 26.60 | 6.49 | 217.40 | 13.30 | 0.46 | 0.18 | 0.14 |
| | The Shop Ltd | 2 | 496.00 | 20.80 | 516.80 | 0.00 | 516.80 | 41.25 | 8.32 | 258.40 | 20.63 | 0.46 | 0.21 | 0.22 |
| | Sub-Total | 12 | 3582.00 | 333.50 | 3915.50 | 0.00 | 3915.50 | 280.33 | 7.83 | 3915.50 | 280.33 | 0.23 | 1.58 | 1.52 |
| Master / Mandy | A Company London | 7 | 8749.00 | 232.00 | 8981.00 | 0.00 | 8981.00 | 659.13 | 7.53 | 1496.83 | 109.86 | 1.39 | 3.62 | 3.58 |
| | Accountancy Company | 13 | 4164.40 | 372.70 | 4537.10 | 0.00 | 4537.10 | 202.92 | 4.87 | 349.01 | 15.61 | 3.00 | 1.83 | 1.10 |
| | Airframe Construction Ltd | 6 | 4310.00 | 210.70 | 4520.70 | 0.00 | 4520.70 | 282.10 | 6.55 | 502.30 | 31.34 | 2.08 | 1.82 | 1.53 |
| | Global (Europe) Plc | 4 | 8982.00 | 120.20 | 9102.20 | 0.00 | 9102.20 | 830.46 | 9.25 | 1517.03 | 138.41 | 1.39 | 3.66 | 4.51 |
| | Global Uk Plc | 3 | 543.00 | 46.20 | 589.20 | 0.00 | 589.20 | 43.02 | 7.92 | 196.40 | 14.34 | 0.69 | 0.24 | 0.23 |
| | Healthcare Limited | 0 | 2769.00 | 26.40 | 2795.40 | 0.00 | 2795.40 | 263.31 | 9.51 | 1397.70 | 131.66 | 0.46 | 1.13 | 1.43 |
| | Hearing Development Research | 9 | 13029.00 | 305.30 | 13334.30 | 0.00 | 13334.30 | 926.89 | 7.11 | 1666.79 | 115.86 | 1.85 | 5.37 | 5.04 |
| | Surf Wave Ltd | 8 | 3577.00 | 226.00 | 3803.00 | 0.00 | 3803.00 | 245.79 | 6.87 | 271.64 | 17.56 | 3.23 | 1.53 | 1.34 |
| | Technology Satellites | 4 | 536.00 | 93.80 | 629.80 | 0.00 | 629.80 | 37.52 | 7.00 | 314.90 | 18.76 | 0.46 | 0.25 | 0.20 |
| | The Shop Ltd | 17 | 4241.00 | 210.60 | 4451.60 | 0.00 | 4451.60 | 347.79 | 8.20 | 317.97 | 24.84 | 3.23 | 1.79 | 1.89 |
| | Universal Group | 2 | 613.00 | 46.80 | 659.80 | 0.00 | 659.80 | 53.90 | 8.79 | 329.90 | 26.95 | 0.46 | 0.27 | 0.29 |
| | Sub-Total | 73 | 51513.40 | 1890.70 | 53404.10 | 0.00 | 53404.10 | 3892.83 | 7.56 | 53404.10 | 3892.83 | 0.23 | 21.50 | 21.15 |
| Sanders / Bill | Global Uk Plc | 1 | 264.00 | 21.70 | 285.70 | 0.00 | 285.70 | 18.48 | 7.00 | 285.70 | 18.48 | 0.23 | 0.12 | 0.10 |
| | The Shop Ltd | 2 | 504.00 | 50.00 | 554.00 | 0.00 | 554.00 | 45.36 | 9.00 | 554.00 | 45.36 | 0.23 | 0.22 | 0.25 |
| | Sub-Total | 3 | 768.00 | 71.70 | 839.70 | 0.00 | 839.70 | 63.84 | 8.31 | 839.70 | 63.84 | 0.23 | 0.34 | 0.35 |
| Sands / Peter | A Company London | (1) | 3158.00 | 61.00 | 3219.00 | (7.70) | 3211.30 | 227.08 | 7.19 | 804.75 | 56.77 | 0.92 | 1.30 | 1.23 |
| | A Company Reading | (1) | (999.00) | (33.60) | (1032.60) | 0.00 | (1032.60) | (69.93) | 7.00 | (1032.60) | (69.93) | 0.23 | (0.42) | (0.38) |
| | Accountancy Company | 2 | 681.75 | (11.20) | 670.55 | 11.20 | 681.75 | 0.00 | 0.00 | 167.64 | 0.00 | 0.92 | 0.27 | 0.00 |
| | Airframe Construction Ltd | 9 | 14896.00 | 479.70 | 15375.70 | 0.00 | 15375.70 | 1151.06 | 7.73 | 1537.57 | 115.11 | 2.31 | 6.19 | 6.26 |
| | Entertainment Plc | (1) | (571.00) | (27.40) | (598.40) | 0.00 | (598.40) | (39.97) | 7.00 | (598.40) | (39.97) | 0.23 | (0.24) | (0.22) |
| | Global Uk Plc | 1 | 3336.00 | 50.70 | 3386.70 | 0.00 | 3386.70 | 233.52 | 7.00 | 3386.70 | 233.52 | 0.23 | 1.36 | 1.27 |
| | Sound Systems Plc | (1) | (252.00) | (25.50) | (277.50) | 0.00 | (277.50) | (17.64) | 7.00 | (277.50) | (17.64) | 0.23 | (0.11) | (0.10) |
| | The Shop Ltd | 2 | 335.00 | 0.00 | 335.00 | 0.00 | 335.00 | 30.15 | 9.00 | 167.50 | 15.07 | 0.46 | 0.13 | 0.16 |
| | Universal Group | 4 | 3649.00 | 44.70 | 3693.70 | 0.00 | 3693.70 | 259.15 | 7.10 | 615.62 | 43.19 | 1.39 | 1.49 | 1.41 |
| | Sub-Total | 14 | 24233.75 | 538.40 | 24772.15 | 3.50 | 24775.65 | 1773.42 | 7.32 | (24772.15) | (1773.42) | (0.23) | 9.97 | 9.64 |
| Smith / Max | A Company London | 13 | 23749.00 | 375.10 | 24124.10 | 0.00 | 24124.10 | 1761.43 | 7.42 | 1855.70 | 135.49 | 3.00 | 9.71 | 9.57 |
| | A Company Reading | 1 | 1238.00 | 51.40 | 1289.40 | 0.00 | 1289.40 | 86.66 | 7.00 | 1289.40 | 86.66 | 0.23 | 0.52 | 0.47 |
| | Accountancy Company | 16 | 4797.30 | 289.50 | 5086.80 | 0.00 | 5086.80 | 369.95 | 7.71 | 267.73 | 19.47 | 4.39 | 2.05 | 2.01 |
| | Airframe Construction Ltd | 16 | 7960.72 | 321.20 | 8281.92 | 0.00 | 8281.92 | 549.50 | 6.90 | 460.11 | 30.53 | 4.16 | 3.33 | 2.99 |
| | Computer Systems Networking Ltd | 2 | 554.00 | 52.60 | 606.60 | 0.00 | 606.60 | 49.86 | 9.00 | 303.30 | 24.93 | 0.46 | 0.24 | 0.27 |
| | Entertainment Plc | 3 | 693.00 | 61.70 | 754.70 | 0.00 | 754.70 | 55.49 | 8.01 | 150.94 | 11.10 | 1.15 | 0.30 | 0.30 |

NextGen Business Travel

Detailed Consultant Productivity By Client

Company All Accounts

Division

Group

Period 01/01/2000 to 31/03/2000

| Agent Reference 1 | Company | Trans. | SALES TOTALS | | | | COMMISSION | | TRANS. AVERAGE | | % OF TOTAL | | | |
|-------------------|----------------------------------|------------|------------------|----------------|------------------|--------------|------------------|-----------------|----------------|-----------------|----------------|---------------|---------------|---------------|
| | | | Nett Sales | Taxes | Sub-Total | VAT | Total | Amount | % | Sales | Comm. | Trans. | Sales | Comm. |
| | Global (Europe) Plc | 1 | 161.28 | 0.00 | 161.28 | 0.00 | 161.28 | 7.84 | 4.86 | 80.64 | 3.92 | 0.46 | 0.06 | 0.04 |
| | Global Uk Plc | 18 | 7537.00 | 410.10 | 7947.10 | 10.50 | 7957.60 | 534.45 | 7.09 | 397.36 | 26.72 | 4.62 | 3.20 | 2.90 |
| | Healthcare Limited | 3 | 7244.00 | 117.60 | 7361.60 | 0.00 | 7361.60 | 507.08 | 7.00 | 1840.40 | 126.77 | 0.92 | 2.96 | 2.76 |
| | Sound Systems Plc | 2 | 191.00 | 45.40 | 236.40 | 0.00 | 236.40 | 11.27 | 5.90 | 59.10 | 2.82 | 0.92 | 0.10 | 0.06 |
| | Surf Wave Ltd | 7 | 1620.00 | 81.00 | 1701.00 | 0.00 | 1701.00 | 88.04 | 5.43 | 130.85 | 6.77 | 3.00 | 0.68 | 0.48 |
| | Telecommunications UK Ltd | 3 | 1573.00 | 204.10 | 1777.10 | 0.00 | 1777.10 | 252.46 | 16.05 | 592.37 | 84.15 | 0.69 | 0.72 | 1.37 |
| | The Shop Ltd | 14 | 3784.00 | 267.90 | 4051.90 | 0.00 | 4051.90 | 302.31 | 7.99 | 311.68 | 23.25 | 3.00 | 1.63 | 1.64 |
| | Universal Group | 25 | 18851.00 | 670.80 | 19521.80 | 0.00 | 19521.80 | 1465.28 | 7.77 | 887.35 | 66.60 | 5.08 | 7.86 | 7.96 |
| | Sub-Total | 124 | 79953.30 | 2948.40 | 82901.70 | 10.50 | 82912.20 | 6041.62 | 7.56 | 82901.70 | 6041.62 | 0.23 | 33.38 | 32.83 |
| Williams / Tom | A Company London | 1 | 4988.00 | 53.30 | 5041.30 | 0.00 | 5041.30 | 349.16 | 7.00 | 5041.30 | 349.16 | 0.23 | 2.03 | 1.90 |
| | Accountancy Company | 8 | 1521.00 | 252.40 | 1773.40 | 0.00 | 1773.40 | 111.29 | 7.32 | 197.04 | 12.37 | 2.08 | 0.71 | 0.60 |
| | Airframe Construction Ltd | 4 | (3207.00) | 21.50 | (3185.50) | 0.00 | (3185.50) | (238.77) | 7.45 | (353.94) | (26.53) | 2.08 | (1.28) | (1.30) |
| | Computer Systems Networking Ltd | 5 | 1405.00 | 119.90 | 1524.90 | 0.00 | 1524.90 | 99.48 | 7.08 | 304.98 | 19.90 | 1.15 | 0.61 | 0.54 |
| | Entertainment Plc | 4 | 8830.00 | 215.20 | 9045.20 | 0.00 | 9045.20 | 1013.94 | 11.48 | 2261.30 | 253.49 | 0.92 | 3.64 | 5.51 |
| | Global (Europe) Plc | 7 | 2576.00 | 157.85 | 2733.85 | 0.00 | 2733.85 | 179.12 | 6.95 | 390.55 | 25.59 | 1.62 | 1.10 | 0.97 |
| | Global Uk Plc | 8 | 3107.00 | 205.00 | 3312.00 | 0.00 | 3312.00 | 218.25 | 7.02 | 473.14 | 31.18 | 1.62 | 1.33 | 1.19 |
| | Healthcare Limited | 4 | 6080.00 | 61.52 | 6141.52 | 7.18 | 6148.70 | 421.40 | 6.93 | 1228.30 | 84.28 | 1.15 | 2.47 | 2.29 |
| | Sound Systems Plc | 2 | 2112.00 | 98.60 | 2210.60 | 0.00 | 2210.60 | 190.08 | 9.00 | 2210.60 | 190.08 | 0.23 | 0.89 | 1.03 |
| | Surf Wave Ltd | 0 | 1860.00 | 35.40 | 1895.40 | 0.00 | 1895.40 | 119.00 | 6.40 | 270.77 | 17.00 | 1.62 | 0.76 | 0.65 |
| | Technology Satellites | 1 | 1954.00 | 52.50 | 2006.50 | 0.00 | 2006.50 | 175.86 | 9.00 | 2006.50 | 175.86 | 0.23 | 0.81 | 0.96 |
| | The Shop Ltd | 2 | 453.00 | 45.60 | 498.60 | 0.00 | 498.60 | 31.71 | 7.00 | 249.30 | 15.86 | 0.46 | 0.20 | 0.17 |
| | Universal Group | 23 | 4704.00 | 590.50 | 5294.50 | 0.00 | 5294.50 | 394.48 | 8.39 | 264.73 | 19.72 | 4.62 | 2.13 | 2.14 |
| | Sub-Total | 69 | 36383.00 | 1909.27 | 38292.27 | 7.18 | 38299.45 | 3065.00 | 8.42 | 38292.27 | 3065.00 | 0.23 | 15.42 | 16.66 |
| | Sub-Total for Record-Type | 391 | 238642.45 | 9732.54 | 248374.99 | 24.51 | 248399.50 | 18401.55 | 7.71 | 573.61 | 42.50 | 100.00 | 100.00 | 100.00 |
| | Grand Total | 391 | 238642.45 | 9732.54 | 248374.99 | 24.51 | 248399.50 | 18401.55 | 7.71 | 573.61 | 42.50 | 100.00 | 100.00 | 100.00 |

NextGen Business Travel

BA - New Agent Remuneration Scheme Earning Comparison

Company All Accounts
 Division
 Group
 Period 01/01/2001 to 31/01/2001



| Supplier | Sector Area | Sector Carrier | Sector Class Name | Sector Class Code | Qualifying Sectors | Sector Earnings | | | |
|--------------------------------------|-------------|--------------------------------------|---------------------------------|---|--------------------------------------|-------------------|--------------|---------|--------|
| | | | | | | Amount per sector | Total amount | | |
| British Airways | DOMESTIC | Aurigny Air Services | Economy | Q | 4 | £11.00 | £44.00 | | |
| | | | | <i>Sub-Total for Economy</i> | 4 | £11.00 | £44.00 | | |
| | | | | <i>Sub-Total for Aurigny Air Services</i> | 4 | £11.00 | £44.00 | | |
| | | British Airways | Business | C | 35 | £11.00 | £385.00 | | |
| | | | | <i>Sub-Total for Business</i> | 35 | £11.00 | £385.00 | | |
| | | | | Economy | B | 5 | £6.00 | £30.00 | |
| | | | | | | K | 2 | £6.00 | £12.00 |
| | | | | | | M | 2 | £6.00 | £12.00 |
| | | | | | | Q | 2 | £6.00 | £12.00 |
| | | | | | | V | 2 | £6.00 | £12.00 |
| | | | | | Y | 38 | £11.00 | £418.00 | |
| | | | | | <i>Sub-Total for Economy</i> | 51 | £9.73 | £496.00 | |
| | | | | | <i>Sub-Total for British Airways</i> | 86 | £10.24 | £881.00 | |
| | | | | | <i>Sub-Total for DOMESTIC</i> | 90 | £10.28 | £925.00 | |
| | EUROPEAN | Air France | Business | C | 1 | £11.00 | £11.00 | | |
| | | | | <i>Sub-Total for Business</i> | 1 | £11.00 | £11.00 | | |
| | | | | Economy | S | 1 | £11.00 | £11.00 | |
| | | | <i>Sub-Total for Economy</i> | 1 | £11.00 | £11.00 | | | |
| | | | <i>Sub-Total for Air France</i> | 2 | £11.00 | £22.00 | | | |
| | | | Alitalia | Business | C | 1 | £11.00 | £11.00 | |
| <i>Sub-Total for Business</i> | | 1 | | | £11.00 | £11.00 | | | |
| <i>Sub-Total for Alitalia</i> | | 1 | | | £11.00 | £11.00 | | | |
| British Airways | | Club Europe | | | C | 36 | £11.00 | £396.00 | |
| D | | | 42 | £11.00 | £462.00 | | | | |
| <i>Sub-Total for Club Europe</i> | 78 | | £11.00 | £858.00 | | | | | |
| Euro Traveller | Economy | B | 19 | £6.00 | £114.00 | | | | |
| | | K | 2 | £6.00 | £12.00 | | | | |
| | | M | 6 | £6.00 | £36.00 | | | | |
| | | V | 10 | £6.00 | £60.00 | | | | |
| | | Y | 40 | £11.00 | £440.00 | | | | |
| | | <i>Sub-Total for Euro Traveller</i> | 77 | £8.60 | £662.00 | | | | |
| <i>Sub-Total for British Airways</i> | 155 | £9.81 | £1,520.00 | | | | | | |
| British Midland | Business | C | 1 | £11.00 | £11.00 | | | | |
| | | <i>Sub-Total for Business</i> | 1 | £11.00 | £11.00 | | | | |
| | | <i>Sub-Total for British Midland</i> | 1 | £11.00 | £11.00 | | | | |
| East West Airlines | Economy | | | | | | | | |

NextGen Business Travel

BA - New Agent Remuneration Scheme Earning Comparison

Company All Accounts
 Division
 Group
 Period 01/01/2001 to 31/01/2001



| Supplier | Sector Area | Sector Carrier | Sector Class Name | Sector Class Code | Qualifying Sectors | Sector Earnings | |
|----------|-------------|---------------------|-------------------|--|--------------------|-------------------|--------------|
| | | | | | | Amount per sector | Total amount |
| | | | | M | (1) | £11.00 | £(11.00) |
| | | | | <i>Sub-Total for Economy</i> | (1) | £11.00 | £(11.00) |
| | | | | <i>Sub-Total for East West Airlines</i> | (1) | £11.00 | £(11.00) |
| | | KLM | Economy | | | | |
| | | | | M | 1 | £11.00 | £11.00 |
| | | | | Y | (3) | £11.00 | £(33.00) |
| | | | | <i>Sub-Total for Economy</i> | (2) | £11.00 | £(22.00) |
| | | Lot Polish Airlines | Business | <i>Sub-Total for KLM</i> | (2) | £11.00 | £(22.00) |
| | | | | C | 1 | £11.00 | £11.00 |
| | | | | <i>Sub-Total for Business</i> | 1 | £11.00 | £11.00 |
| | | Lufthansa | Economy | <i>Sub-Total for Lot Polish Airlines</i> | 1 | £11.00 | £11.00 |
| | | | | M | 2 | £11.00 | £22.00 |
| | | | | Y | 1 | £11.00 | £11.00 |
| | | | | <i>Sub-Total for Economy</i> | 3 | £11.00 | £33.00 |
| | | Southern Airways | Economy | <i>Sub-Total for Lufthansa</i> | 3 | £11.00 | £33.00 |
| | | | | Y | (1) | £11.00 | £(11.00) |
| | | | | <i>Sub-Total for Economy</i> | (1) | £11.00 | £(11.00) |
| | | | | <i>Sub-Total for Southern Airways</i> | (1) | £11.00 | £(11.00) |
| | | | | <i>Sub-Total for EUROPEAN</i> | 159 | £9.84 | £1,564.00 |
| | LONGHAUL | American Airlines | Economy | | | | |
| | | | | H | 1 | £11.00 | £11.00 |
| | | | | <i>Sub-Total for Economy</i> | 1 | £11.00 | £11.00 |
| | | British Airways | Club World | <i>Sub-Total for American Airlines</i> | 1 | £11.00 | £11.00 |
| | | | | D | 2 | £20.00 | £40.00 |
| | | | | J | 35 | £20.00 | £700.00 |
| | | | | <i>Sub-Total for Club World</i> | 37 | £20.00 | £740.00 |
| | | | First | | | | |
| | | | | F | (2) | £20.00 | £(40.00) |
| | | | | <i>Sub-Total for First</i> | (2) | £20.00 | £(40.00) |
| | | | World Traveller | | | | |
| | | | | B | 1 | £11.00 | £11.00 |
| | | | | H | 1 | £11.00 | £11.00 |
| | | | | M | 2 | £11.00 | £22.00 |
| | | | | V | 13 | £11.00 | £143.00 |
| | | | | Y | 21 | £20.00 | £420.00 |
| | | | | <i>Sub-Total for World Traveller</i> | 38 | £15.97 | £607.00 |
| | | | | <i>Sub-Total for British Airways</i> | 73 | £17.90 | £1,307.00 |
| | | Cathay Pacific | Business | | | | |
| | | | | C | (2) | £20.00 | £(40.00) |
| | | | | J | 2 | £20.00 | £40.00 |
| | | | | <i>Sub-Total for Business</i> | 0 | £0.00 | £0.00 |
| | | | | <i>Sub-Total for Cathay Pacific</i> | 0 | £0.00 | £0.00 |
| | | China Airlines | Business | | | | |

NextGen Business Travel

BA - New Agent Remuneration Scheme Earning Comparison

Company All Accounts
 Division
 Group
 Period 01/01/2001 to 31/01/2001



| Supplier | Sector Area | Sector Carrier | Sector Class Name | Sector Class Code | Qualifying Sectors | Sector Earnings | |
|----------|-------------|-------------------------|-------------------|--|--------------------|-------------------|--------------|
| | | | | | | Amount per sector | Total amount |
| | | | | C | 5 | £11.00 | £55.00 |
| | | | | <i>Sub-Total for Business</i> | 5 | £11.00 | £55.00 |
| | | | | <i>Sub-Total for China Airlines</i> | 5 | £11.00 | £55.00 |
| | | Dragon Airways | Business | | | | |
| | | | | C | (1) | £11.00 | £(11.00) |
| | | | | <i>Sub-Total for Business</i> | (1) | £11.00 | £(11.00) |
| | | | | <i>Sub-Total for Dragon Airways</i> | (1) | £11.00 | £(11.00) |
| | | Qantas Airways | Business | | | | |
| | | | | J | 1 | £20.00 | £20.00 |
| | | | | <i>Sub-Total for Business</i> | 1 | £20.00 | £20.00 |
| | | | | <i>Sub-Total for Qantas Airways</i> | 1 | £20.00 | £20.00 |
| | | Singapore Airlines | Business | | | | |
| | | | | J | 2 | £11.00 | £22.00 |
| | | | | <i>Sub-Total for Business</i> | 2 | £11.00 | £22.00 |
| | | | Economy | | | | |
| | | | | Y | 2 | £11.00 | £22.00 |
| | | | | <i>Sub-Total for Economy</i> | 2 | £11.00 | £22.00 |
| | | | | <i>Sub-Total for Singapore Airlines</i> | 4 | £11.00 | £44.00 |
| | | United Airlines | First | | | | |
| | | | | F | 0 | £0.00 | £0.00 |
| | | | | <i>Sub-Total for First</i> | 0 | £0.00 | £0.00 |
| | | | | <i>Sub-Total for United Airlines</i> | 0 | £0.00 | £0.00 |
| | | US Air | Economy | | | | |
| | | | | M | 2 | £11.00 | £22.00 |
| | | | | Y | 4 | £11.00 | £44.00 |
| | | | | <i>Sub-Total for Economy</i> | 6 | £11.00 | £66.00 |
| | | | First | | | | |
| | | | | F | 2 | £11.00 | £22.00 |
| | | | | <i>Sub-Total for First</i> | 2 | £11.00 | £22.00 |
| | | | | <i>Sub-Total for US Air</i> | 8 | £11.00 | £88.00 |
| | | Virgin Atlantic Airways | Premium economy | | | | |
| | | | | W | 6 | £11.00 | £66.00 |
| | | | | <i>Sub-Total for Premium economy</i> | 6 | £11.00 | £66.00 |
| | | | | <i>Sub-Total for Virgin Atlantic Airways</i> | 6 | £11.00 | £66.00 |
| | | | | <i>Sub-Total for LONGHAUL</i> | 97 | £16.29 | £1,580.00 |
| | | | | <i>Sub-Total for British Airways</i> | 346 | £11.76 | £4,069.00 |
| | | | | <i>Sub-Total for Record-Type</i> | 346 | £11.76 | £4,069.00 |
| | | | | Grand Total | 346 | £11.76 | £4,069.00 |

| | |
|--------------------------|------------|
| Comparative % commission | £8,227.24 |
| Difference | -£4,158.24 |

NextGen Business Travel

Virgin Atlantic Override Performance Report

Company All Accounts

Division

Group

Period 01/10/1999 to 31/03/2000

| Sector City Pair | Ticket Number | SECTORS | MARKET | SECTOR COSTS | | % OF TOTAL | | |
|--------------------------------|---------------------------|------------|---------|--------------|---------|------------|-------|------|
| | | Count | Share % | Estimate | Average | Sectors | Costs | |
| LONDON GATWICK / BOSTON | 4620027451 | 2 | 50.00 | 182.30 | 91.15 | 0.93 | 0.14 | |
| | 4620027452 | 2 | 50.00 | 182.30 | 91.15 | 0.93 | 0.14 | |
| | | 4 | 1.87 | 364.60 | 91.15 | 1.87 | 0.28 | |
| LONDON GATWICK / NEWARK | 4620023986 | 1 | 7.14 | 636.76 | 636.76 | 0.47 | 0.49 | |
| | 4620035353 | 1 | 7.14 | 600.66 | 600.66 | 0.47 | 0.46 | |
| | 4620035354 | 1 | 7.14 | 600.66 | 600.66 | 0.47 | 0.46 | |
| | 4620036457 | 1 | 7.14 | 17.01 | 17.01 | 0.47 | 0.01 | |
| | 4620038483 | 1 | 7.14 | 556.91 | 556.91 | 0.47 | 0.43 | |
| | 6618185846 | 1 | 7.14 | 301.02 | 301.02 | 0.47 | 0.23 | |
| | 6618594522 | 4 | 28.57 | 544.41 | 136.10 | 1.87 | 0.42 | |
| | 6618594526 | 2 | 14.29 | 827.72 | 413.86 | 0.93 | 0.63 | |
| | 6618594612 | 1 | 7.14 | 93.05 | 93.05 | 0.47 | 0.07 | |
| | 6618594615 | 1 | 7.14 | 93.05 | 93.05 | 0.47 | 0.07 | |
| | | | 14 | 6.54 | 4271.25 | 305.09 | 6.54 | 3.26 |
| LONDON GATWICK / ORLANDO | 4620027499 | 1 | 5.00 | 2028.15 | 2028.15 | 0.47 | 1.55 | |
| | 4620027530 | 2 | 10.00 | 245.76 | 122.88 | 0.93 | 0.19 | |
| | 4620027556 | 1 | 5.00 | 0.00 | 0.00 | 0.47 | 0.00 | |
| | 4620029404 | 2 | 10.00 | 219.71 | 109.85 | 0.93 | 0.17 | |
| | 4620029405 | 2 | 10.00 | 219.71 | 109.85 | 0.93 | 0.17 | |
| | 4620029406 | 2 | 10.00 | 138.94 | 69.47 | 0.93 | 0.11 | |
| | 4620029407 | 2 | 10.00 | 138.94 | 69.47 | 0.93 | 0.11 | |
| | 4620029557 | 2 | 10.00 | 1643.01 | 821.51 | 0.93 | 1.26 | |
| | 4620032034 | 2 | 10.00 | 1317.36 | 658.68 | 0.93 | 1.01 | |
| | 4620032198 | 2 | 10.00 | 195.39 | 97.69 | 0.93 | 0.15 | |
| | 4620036457 | 1 | 5.00 | 21.28 | 21.28 | 0.47 | 0.02 | |
| | 4620038483 | 1 | 5.00 | 696.46 | 696.46 | 0.47 | 0.53 | |
| | | | 20 | 9.35 | 6864.70 | 343.24 | 9.35 | 5.25 |
| | LONDON HEATHROW / CHICAGO | 4620029422 | 2 | 18.18 | 1538.96 | 769.48 | 0.93 | 1.18 |
| 4620029423 | | 2 | 18.18 | 1455.44 | 727.72 | 0.93 | 1.11 | |
| 4620029424 | | 1 | 9.09 | 1083.50 | 1083.50 | 0.47 | 0.83 | |
| 4620029425 | | 1 | 9.09 | 786.82 | 786.82 | 0.47 | 0.60 | |
| 4620036402 | | 1 | 9.09 | 773.42 | 773.42 | 0.47 | 0.59 | |
| 4620036403 | | 1 | 9.09 | 773.42 | 773.42 | 0.47 | 0.59 | |
| 4620036440 | | 1 | 9.09 | 748.99 | 748.99 | 0.47 | 0.57 | |
| 4620038429 | | 2 | 18.18 | 160.75 | 80.38 | 0.93 | 0.12 | |
| | | 11 | 5.14 | 7321.31 | 665.57 | 5.14 | 5.60 | |
| LONDON HEATHROW / HONG KONG | 4620025629 | 2 | 16.67 | 1326.41 | 663.20 | 0.93 | 1.01 | |
| | 4620025644 | 1 | 8.33 | 1037.04 | 1037.04 | 0.47 | 0.79 | |
| | 4620025649 | 2 | 16.67 | 1326.41 | 663.20 | 0.93 | 1.01 | |
| | 4620027581 | 2 | 16.67 | 1375.53 | 687.77 | 0.93 | 1.05 | |
| | 4620036448 | 2 | 16.67 | 3285.46 | 1642.73 | 0.93 | 2.51 | |
| | 4620036449 | 2 | 16.67 | 0.00 | 0.00 | 0.93 | 0.00 | |
| | 4620036576 | 1 | 8.33 | 1194.61 | 1194.61 | 0.47 | 0.91 | |
| | | 12 | 5.61 | 9545.46 | 795.46 | 5.61 | 7.29 | |
| LONDON HEATHROW / JOHANNESBURG | 4620027402 | 2 | 100.00 | 1879.04 | 939.52 | 0.93 | 1.44 | |

NextGen Business Travel

Virgin Atlantic Override Performance Report

Company All Accounts

Division

Group

Period 01/10/1999 to 31/03/2000

| Sector City Pair | | SECTORS | | MARKET | | SECTOR COSTS | | % OF TOTAL | |
|----------------------------------|------------|---------|---------|-----------|---------|--------------|--------|------------|--|
| | | Count | Share % | Estimate | Average | Sectors | Costs | | |
| | 4620032121 | 2 | 5.41 | 1147.87 | 573.93 | 0.93 | 0.88 | | |
| | 4620032122 | 2 | 5.41 | 1147.87 | 573.93 | 0.93 | 0.88 | | |
| | 4620032133 | 2 | 5.41 | 1147.87 | 573.93 | 0.93 | 0.88 | | |
| | 4620032165 | 2 | 5.41 | 1147.87 | 573.93 | 0.93 | 0.88 | | |
| | 4620035303 | 2 | 5.41 | 3470.04 | 1735.02 | 0.93 | 2.65 | | |
| | 4620035304 | 2 | 5.41 | 2234.04 | 1117.02 | 0.93 | 1.71 | | |
| | 4620035327 | 2 | 5.41 | 1341.75 | 670.87 | 0.93 | 1.03 | | |
| | 4620035329 | 2 | 5.41 | 1410.05 | 705.02 | 0.93 | 1.08 | | |
| | 4620035331 | 2 | 5.41 | 1410.05 | 705.02 | 0.93 | 1.08 | | |
| | 4620035333 | 2 | 5.41 | 1410.05 | 705.02 | 0.93 | 1.08 | | |
| | 4620035345 | 1 | 2.70 | 612.12 | 612.12 | 0.47 | 0.47 | | |
| | 4620036498 | 1 | 2.70 | 651.78 | 651.78 | 0.47 | 0.50 | | |
| | 4620036499 | 1 | 2.70 | 651.78 | 651.78 | 0.47 | 0.50 | | |
| | 4620038430 | 1 | 2.70 | 472.59 | 472.59 | 0.47 | 0.36 | | |
| | 4620038431 | 1 | 2.70 | 472.59 | 472.59 | 0.47 | 0.36 | | |
| | | 37 | 17.29 | 24322.96 | 657.38 | 17.29 | 18.59 | | |
| <i>Sub-Total for Record-Type</i> | | 214 | | 130853.08 | 611.46 | 100.00 | 100.00 | | |
| <i>Grand Total</i> | | 214 | | 130853.08 | 611.46 | 100.00 | 100.00 | | |

Aer Lingus Override Negotiation Report

CompanyAll Accounts

Division

Group

Period 01/01/1998 to 31/12/1998

| | | 01/01/1998 to 31/12/1998 | | | 01/01/1999 to 31/12/1999 | | | VARIANCE |
|------------|----------------------------------|--------------------------|---------------|-----------------|--------------------------|----------------|-----------------|----------------|
| | | Net Amount | Taxes | Total | Net Amount | Taxes | Total | |
| Aer Lingus | | | | | | | | |
| | 01 - January | 0.00 | 0.00 | 0.00 | 373.00 | 20.00 | 393.00 | 100.00% |
| | 02 - February | 0.00 | 0.00 | 0.00 | 631.00 | 30.00 | 661.00 | 100.00% |
| | 03 - March | 0.00 | 0.00 | 0.00 | 1,034.00 | 70.00 | 1,104.00 | 100.00% |
| | 04 - April | 968.00 | 21.90 | 989.90 | 2,219.00 | 144.90 | 2,363.90 | 138.80% |
| | 05 - May | 1,005.00 | 50.00 | 1,055.00 | 834.00 | 61.80 | 895.80 | -15.09% |
| | 06 - June | 1,285.00 | 74.60 | 1,359.60 | 0.00 | 0.00 | 0.00 | -100.00% |
| | 07 - July | 3,125.00 | 100.00 | 3,225.00 | 1,355.00 | 93.80 | 1,448.80 | -55.08% |
| | 08 - August | 1,009.00 | 40.00 | 1,049.00 | 6,630.00 | 94.00 | 6,724.00 | 540.99% |
| | 09 - September | 1,576.00 | 71.70 | 1,647.70 | 3,172.00 | 215.20 | 3,387.20 | 105.57% |
| | 10 - October | 452.00 | 24.20 | 476.20 | 4,721.00 | 211.70 | 4,932.70 | 935.85% |
| | 11 - November | 1,137.00 | 60.00 | 1,197.00 | 2,334.00 | 169.80 | 2,503.80 | 109.17% |
| | 12 - December | 1,292.00 | 40.00 | 1,332.00 | 2,009.00 | 148.30 | 2,157.30 | 61.96% |
| | Sub-Total | 11849.00 | 482.40 | 12331.40 | 25312.00 | 1259.50 | 26571.50 | 115.48% |
| | Sub-Total for Record-Type | 11849.00 | 482.40 | 12331.40 | 25312.00 | 1259.50 | 26571.50 | 115.48% |
| | Grand Total | 11849.00 | 482.40 | 12331.40 | 25312.00 | 1259.50 | 26571.50 | 115.48% |

NextGen Business Travel Educational Guest Analysis

Company All Accounts

Division

Group

Period 01/01/1999 to 31/12/1999

| Company | Sector City Pair | Supplier | Sectors |
|-----------------------|--------------------------|-------------------------|---------|
| H2O Services | LONDON HEATHROW / DUBLIN | Aer Lingus | 6 |
| | | British Midland | 2 |
| | | | 8 |
| | | Sub-Total | 8 |
| A Company London | LONDON HEATHROW / DUBLIN | Aer Lingus | 4 |
| | | | 4 |
| | | Sub-Total | 4 |
| A Company Reading | LONDON HEATHROW / DUBLIN | Aer Lingus | 1 |
| | | | 1 |
| | | Sub-Total | 1 |
| Accountancy Company | LONDON CITY / DUBLIN | Jersey European Airways | 2 |
| | | | 2 |
| | LONDON GATWICK / DUBLIN | Ryan Airways | 12 |
| | | | 12 |
| | LONDON HEATHROW / DUBLIN | Aer Lingus | 2 |
| | | British Midland | 8 |
| | LONDON STANSTD / DUBLIN | Ryan Airways | 10 |
| | | | 8 |
| | | Sub-Total | 32 |
| Component Manufacture | LONDON HEATHROW / DUBLIN | Aer Lingus | 3 |
| | | | 3 |
| | LONDON STANSTD / DUBLIN | Ryan Airways | 2 |
| | | | 2 |
| | | Sub-Total | 5 |
| Crisps International | LONDON HEATHROW / DUBLIN | British Midland | 4 |
| | | | 4 |
| | | Sub-Total | 4 |
| Entertainment Plc | | | |

NextGen Business Travel Educational Guest Analysis

Company All Accounts

Division

Group

Period 01/01/1999 to 31/12/1999

| Company | Sector City Pair | Supplier | Sectors |
|-----------------|--------------------------|-----------------|----------------------------------|
| | LONDON HEATHROW / DUBLIN | Aer Lingus | 4 |
| | | | 4 |
| | | | Sub-Total |
| Global Uk Plc | LONDON GATWICK / DUBLIN | British Airways | 8 |
| | | Ryan Airways | 10 |
| | | | 18 |
| | LONDON HEATHROW / DUBLIN | Aer Lingus | 8 |
| | | British Midland | 4 |
| | | | 12 |
| | LONDON STANSTD / DUBLIN | Ryan Airways | 4 |
| | | | 4 |
| | | | Sub-Total |
| Surf Wave Ltd | LONDON HEATHROW / DUBLIN | Aer Lingus | 2 |
| | | British Midland | 7 |
| | | | 9 |
| | LONDON STANSTD / DUBLIN | Ryan Airways | 2 |
| | | | 2 |
| | | | Sub-Total |
| The Shop Ltd | LONDON GATWICK / DUBLIN | Ryan Airways | 2 |
| | | | 2 |
| | | | Sub-Total |
| Universal Group | LONDON HEATHROW / DUBLIN | British Midland | 3 |
| | | | 3 |
| | | | Sub-Total |
| | | | Sub-Total for Record-Type |
| | | | 108 |
| | | | Grand Total |
| | | | 108 |

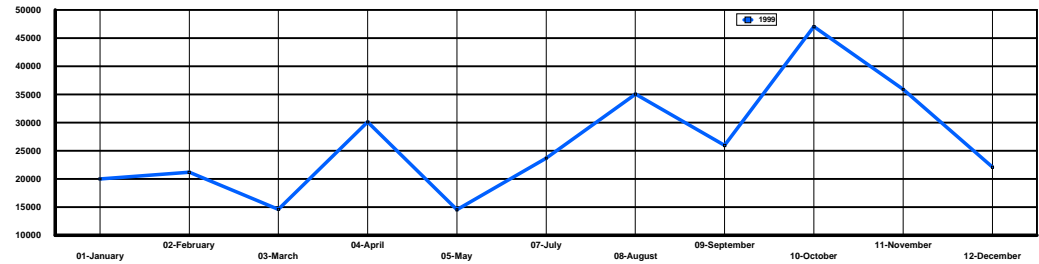
NextGen Business Travel Executive Summary for the Global Group Ltd

Company All Accounts
Division All Divisions
Group GLOBAL GROUP OF COMPANIES
Period 01/01/1999 to 31/12/1999

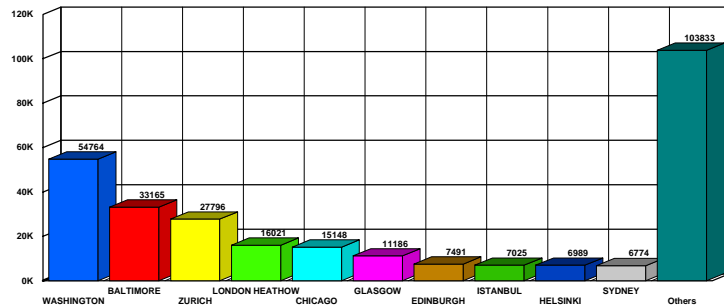
ANNUAL SALES TOTALS

| MONTH | 1999 | TOTAL |
|--------------|------------------|------------------|
| 01-January | 20008.01 | 20008.01 |
| 02-February | 21185.50 | 21185.50 |
| 03-March | 14607.94 | 14607.94 |
| 04-April | 30119.41 | 30119.41 |
| 05-May | 14548.04 | 14548.04 |
| 07-July | 23696.80 | 23696.80 |
| 08-August | 35052.69 | 35052.69 |
| 09-September | 25952.85 | 25952.85 |
| 10-October | 47018.24 | 47018.24 |
| 11-November | 35917.29 | 35917.29 |
| 12-December | 22085.45 | 22085.45 |
| TOTAL | 290192.22 | 290192.22 |

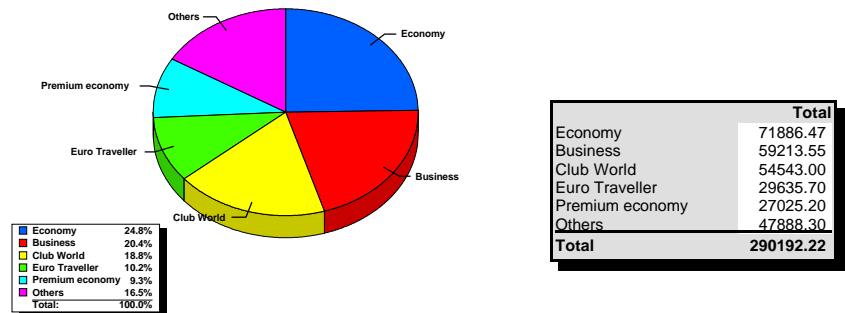
SALES TREND ANALYSIS



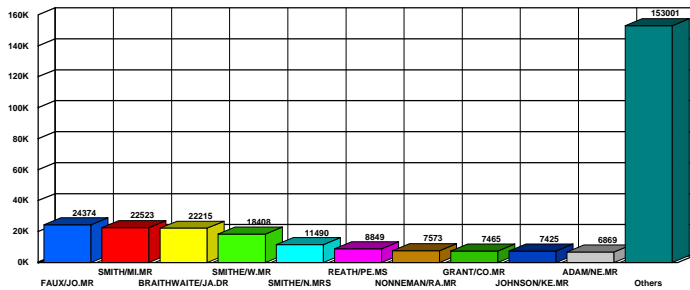
TOP 10 SALES BY Destination



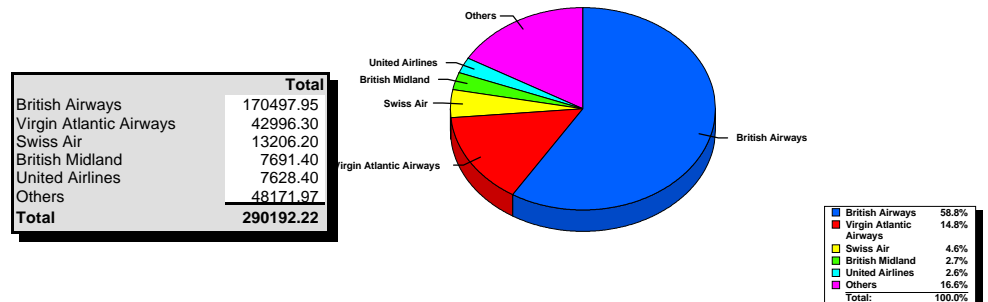
TOP 5 SALES BY Major Class



TOP 10 SALES BY TRAVELLER



TOP 5 SALES BY Supplier

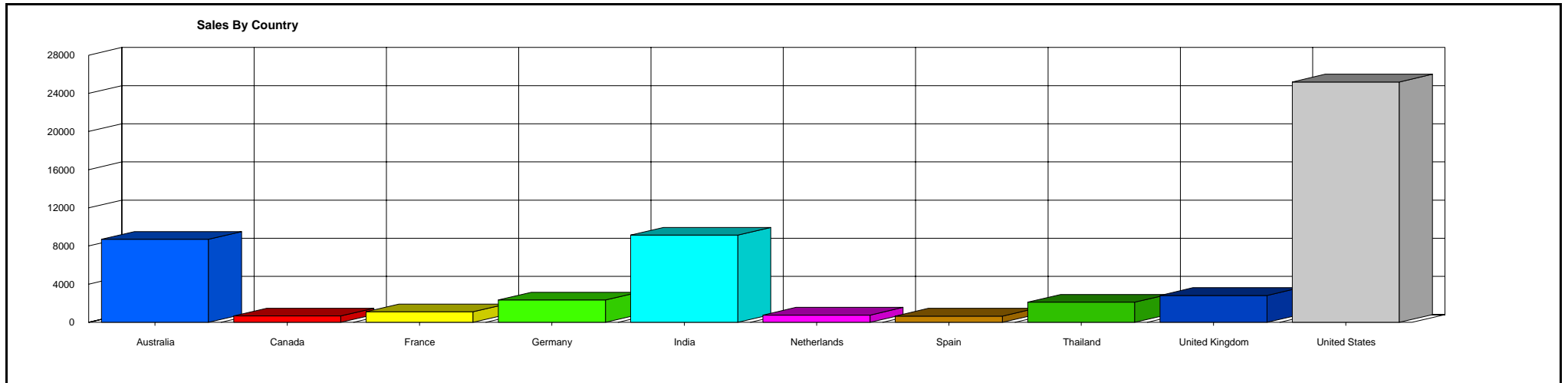


NextGen Business Travel

Top 10 Destination Countries By Expenditure

Company All Accounts
 Division All Divisions
 Group CONGLOMERATES INC.
 Period 01/01/2000 to 31/03/2000

| Country | | | SALES TOTALS | | | | | AVERAGE SALES | | % OF TOTAL | | |
|----------------------------------|-----------|------------|-----------------|----------------|-----------------|-------------|-----------------|---------------|---------------|---------------|---------------|---------------|
| | Trans. | Tickets | Nett Amount | Taxes | Sub-Total | VAT | Total | Per Trans. | Per Ticket | Trans. | Tickets | Sales |
| United States | 29 | 35 | 23960.00 | 1229.10 | 25189.10 | 0.00 | 25189.10 | 868.59 | 719.69 | 1.00 | 35.00 | 44.99 |
| India | 3 | 3 | 9030.00 | 103.10 | 9133.10 | 0.00 | 9133.10 | 3044.37 | 3044.37 | 1.00 | 3.00 | 16.31 |
| Australia | 7 | 5 | 8455.40 | 237.60 | 8693.00 | 0.00 | 8693.00 | 1241.86 | 1738.60 | 1.00 | 5.00 | 15.53 |
| United Kingdom | 18 | 19 | 2446.00 | 369.80 | 2815.80 | 0.00 | 2815.80 | 156.43 | 148.20 | 1.00 | 19.00 | 5.03 |
| Thailand | 1 | 1 | 2080.00 | 27.30 | 2107.30 | 0.00 | 2107.30 | 2107.30 | 2107.30 | 1.00 | 1.00 | 3.76 |
| Germany | 13 | 13 | 2017.00 | 314.80 | 2331.80 | 0.00 | 2331.80 | 179.37 | 179.37 | 1.00 | 13.00 | 4.16 |
| France | 6 | 6 | 929.00 | 175.70 | 1104.70 | 0.00 | 1104.70 | 184.12 | 184.12 | 1.00 | 6.00 | 1.97 |
| Netherlands | 3 | 3 | 674.00 | 76.40 | 750.40 | 0.00 | 750.40 | 250.13 | 250.13 | 1.00 | 3.00 | 1.34 |
| Spain | 1 | 1 | 625.00 | 24.90 | 649.90 | 0.00 | 649.90 | 649.90 | 649.90 | 1.00 | 1.00 | 1.16 |
| Canada | 2 | 2 | 620.00 | 41.40 | 661.40 | 0.00 | 661.40 | 330.70 | 330.70 | 1.00 | 2.00 | 1.18 |
| <i>Sub-Total for Record-Type</i> | 96 | 100 | 53111.40 | 2879.10 | 55990.50 | 0.00 | 55990.50 | 583.23 | 559.91 | 100.00 | 100.00 | 100.00 |
| <i>Grand Total</i> | 96 | 100 | 53111.40 | 2879.10 | 55990.50 | 0.00 | 55990.50 | 583.23 | 559.91 | 100.00 | 100.00 | 100.00 |



NextGen Business Travel

1st Quarter Air Market Share Analysis

Company Burrows & Holmes Ltd
 Division
 Group
 Period 01/01/2000 to 31/03/2000

| Supplier | Sector Class Name | SECTORS | MARKET | SECTOR COSTS | | % OF TOTAL | |
|----------------------|-------------------|---------|---------|--------------|---------|------------|--------|
| | | Count | Share % | Estimate | Average | Sectors | Costs |
| Aer Lingus | Business | 12 | 92.31 | 1528.82 | 127.40 | 1.61 | 0.73 |
| | Economy | 1 | 7.69 | 42.08 | 42.08 | 0.13 | 0.02 |
| | Euro Traveller | 0 | 0.00 | 33.21 | 0.00 | 0.00 | 0.02 |
| | | 13 | 1.74 | 1604.10 | 123.39 | 1.74 | 0.76 |
| Air France | Economy | 24 | 100.00 | 2711.99 | 113.00 | 3.21 | 1.29 |
| | | 24 | 3.21 | 2711.99 | 113.00 | 3.21 | 1.29 |
| Alitalia | Business | (2) | 50.00 | (416.51) | 208.25 | (0.27) | (0.20) |
| | Economy | (2) | 50.00 | (288.54) | 144.27 | (0.27) | (0.14) |
| | | (4) | (0.54) | (705.04) | 176.26 | (0.54) | (0.33) |
| America West | Economy | 2 | 100.00 | 65.98 | 32.99 | 0.27 | 0.03 |
| | | 2 | 0.27 | 65.98 | 32.99 | 0.27 | 0.03 |
| American Airlines | Business | 2 | 40.00 | 0.00 | 0.00 | 0.27 | 0.00 |
| | Economy | 3 | 60.00 | 65.98 | 21.99 | 0.40 | 0.03 |
| | | 5 | 0.67 | 65.98 | 13.20 | 0.67 | 0.03 |
| Austrian Airlines | Business | 4 | 80.00 | 407.63 | 101.91 | 0.54 | 0.19 |
| | Economy | 1 | 20.00 | 275.39 | 275.39 | 0.13 | 0.13 |
| | | 5 | 0.67 | 683.02 | 136.60 | 0.67 | 0.32 |
| British Airways | Business | 64 | 18.71 | 17723.76 | 276.93 | 8.57 | 8.42 |
| | Club Europe | 39 | 11.40 | 7925.58 | 203.22 | 5.22 | 3.76 |
| | Club World | 34 | 9.94 | 53063.73 | 1560.70 | 4.55 | 25.21 |
| | Economy | 141 | 41.23 | 23708.83 | 168.15 | 18.88 | 11.26 |
| | Euro Traveller | 39 | 11.40 | 5200.39 | 133.34 | 5.22 | 2.47 |
| | First | 0 | 0.00 | (5663.33) | 0.00 | 0.00 | (2.69) |
| | Premium economy | 4 | 1.17 | 3123.08 | 780.77 | 0.54 | 1.48 |
| | World Traveller | 21 | 6.14 | 8613.53 | 410.17 | 2.81 | 4.09 |
| | | 342 | 45.78 | 113695.59 | 332.44 | 45.78 | 54.01 |
| British Midland | Business | 25 | 38.46 | 3590.95 | 143.64 | 3.35 | 1.71 |
| | Economy | 40 | 61.54 | 2215.84 | 55.40 | 5.35 | 1.05 |
| | | 65 | 8.70 | 5806.79 | 89.34 | 8.70 | 2.76 |
| Canadian Airlines | Economy | 2 | 100.00 | 0.00 | 0.00 | 0.27 | 0.00 |
| | | 2 | 0.27 | 0.00 | 0.00 | 0.27 | 0.00 |
| Cathay Pacific | Economy | 4 | 100.00 | 2073.81 | 518.45 | 0.54 | 0.99 |
| | | 4 | 0.54 | 2073.81 | 518.45 | 0.54 | 0.99 |
| Continental Airlines | Economy | 8 | 100.00 | 2591.44 | 323.93 | 1.07 | 1.23 |
| | | 8 | 1.07 | 2591.44 | 323.93 | 1.07 | 1.23 |
| Delta Airlines | Economy | 1 | 33.33 | 4.60 | 4.60 | 0.13 | 0.00 |
| | Premium economy | 2 | 66.67 | 38.29 | 19.14 | 0.27 | 0.02 |
| | | 3 | 0.40 | 42.88 | 14.29 | 0.40 | 0.02 |
| Emirates Air | | | | | | | |

NextGen Business Travel Air Market Share Analysis

Company Burrows & Holmes Ltd

Division

Group

Period 01/01/2000 to 31/03/2000

| Supplier | Sector Class Name | SECTORS | MARKET | SECTOR COSTS | | % OF TOTAL | |
|-------------------------|----------------------------------|---------|---------|--------------|---------|------------|--------|
| | | Count | Share % | Estimate | Average | Sectors | Costs |
| | First | 7 | 35.00 | 2654.56 | 379.22 | 0.94 | 1.26 |
| | | 20 | 2.68 | 4742.41 | 237.12 | 2.68 | 2.25 |
| Virgin Atlantic Airways | Business | 22 | 21.78 | 26717.95 | 1214.45 | 2.95 | 12.69 |
| | Economy | 47 | 46.53 | 4200.51 | 89.37 | 6.29 | 2.00 |
| | First | 1 | 0.99 | 0.00 | 0.00 | 0.13 | 0.00 |
| | Premium economy | 31 | 30.69 | 23015.10 | 742.42 | 4.15 | 10.93 |
| | | 101 | 13.52 | 53933.56 | 534.00 | 13.52 | 25.62 |
| | <i>Sub-Total for Record-Type</i> | 747 | | 210509.24 | 281.81 | 100.00 | 100.00 |
| | <i>Grand Total</i> | 747 | | 210509.24 | 281.81 | 100.00 | 100.00 |

NextGen Business Travel

Top 10 Travellers By Rejected Savings

Company All Accounts
 Division All Divisions
 Group UNIVERSAL GROUP
 Period 01/04/2000 to 31/03/2001

| Traveller | Trans. | FARE COMPARISONS | | | SAVINGS COMPARISONS | | | | P.S.A. | TRANS.AVERAGE | | % OF TOTAL | | | |
|----------------------------------|------------|------------------|------------------|------------------|---------------------|--------------|-----------------|--------------|------------------|---------------|--------------|---------------|---------------|---------------|---------------|
| | | Paid | Offered | Full | Potential | % | Accepted | % | Rejected | % | % | Sales | Saving | Sales | Saving |
| FORD/P | 15 | 39684.77 | 25069.77 | 40584.77 | 15515.00 | 38.23 | 900.00 | 2.22 | 14615.00 | 36.01 | 5.80 | 2480.30 | 56.25 | 5.75 | 0.93 |
| TOM/ST.MR | 24 | 37280.80 | 29231.80 | 40669.80 | 11438.00 | 28.12 | 3389.00 | 8.33 | 8049.00 | 19.79 | 29.63 | 1331.46 | 121.04 | 5.40 | 3.52 |
| RAUY/N.MR | 6 | 19687.60 | 14253.60 | 19687.60 | 5434.00 | 27.60 | 0.00 | 0.00 | 5434.00 | 27.60 | 0.00 | 3281.27 | 0.00 | 2.85 | 0.00 |
| NEILL/JO.MR | 4 | 6578.60 | 1479.60 | 6568.60 | 5089.00 | 77.47 | (10.00) | (0.15) | 5099.00 | 77.63 | (0.20) | 1644.65 | (2.50) | 0.95 | (0.01) |
| BARNETT/AL.MISS | 10 | 10519.80 | 6081.80 | 12082.80 | 6001.00 | 49.67 | 1563.00 | 12.94 | 4438.00 | 36.73 | 26.05 | 1051.98 | 156.30 | 1.52 | 1.62 |
| CLARKE/RO.MR | 6 | 7277.10 | 3190.10 | 8247.10 | 5057.00 | 61.32 | 970.00 | 11.76 | 4087.00 | 49.56 | 19.18 | 1212.85 | 161.67 | 1.05 | 1.01 |
| QUARTERMAN/WI.MR | 3 | 6282.00 | 2478.00 | 6752.00 | 4274.00 | 63.30 | 470.00 | 6.96 | 3804.00 | 56.34 | 11.00 | 2094.00 | 156.67 | 0.91 | 0.49 |
| WINCH/J.MRS | 5 | 6972.70 | 3441.70 | 7595.70 | 4154.00 | 54.69 | 623.00 | 8.20 | 3531.00 | 46.49 | 15.00 | 1394.54 | 124.60 | 1.01 | 0.65 |
| DEMPSEY/KE.MR | 10 | 8237.04 | 4740.04 | 10212.04 | 5472.00 | 53.58 | 1975.00 | 19.34 | 3497.00 | 34.24 | 36.09 | 633.62 | 151.92 | 1.19 | 2.05 |
| GRIMES/PA.MR | 7 | 5389.00 | 2200.00 | 6154.00 | 3954.00 | 64.25 | 765.00 | 12.43 | 3189.00 | 51.82 | 19.35 | 769.86 | 109.29 | 0.78 | 0.79 |
| Others | 876 | 542077.10 | 434310.60 | 627735.35 | 193424.75 | 30.81 | 85658.25 | 13.65 | 107766.50 | 17.17 | 44.29 | 666.76 | 105.36 | 78.56 | 88.95 |
| <i>Sub-Total for Record-Type</i> | 966 | 689986.51 | 526477.01 | 786289.76 | 259812.75 | 33.04 | 96303.25 | 12.25 | 163509.50 | 20.80 | 37.07 | 766.65 | 107.00 | 100.00 | 100.00 |
| Grand Total | 966 | 689986.51 | 526477.01 | 786289.76 | 259812.75 | 33.04 | 96303.25 | 12.25 | 163509.50 | 20.80 | 37.07 | 766.65 | 107.00 | 100.00 | 100.00 |

NextGen Business Travel

Trip duration for travel insurance report

Company UNIVERSAL LTD

Division

Group

Period 01/01/1999 to 30/12/1999

| Traveller | INSURANCE DETAILS | | | SALES TOTALS | | | | | % OF TOTAL | |
|----------------------------------|-------------------|----------|--------------|--------------|---------|-----------|------|----------|------------|--------|
| | Trans. | Duration | Av. Duration | Nett Amount | Taxes | Sub-Total | VAT | Total | Trans. | Sales |
| ATKINSON/PE.MR | 5 | 6 | 1.20 | 1122.00 | 109.40 | 1231.40 | 0.00 | 1231.40 | 9.09 | 5.43 |
| BENNETT/R.MR | 1 | 1 | 1.00 | 271.00 | 19.40 | 290.40 | 0.00 | 290.40 | 1.82 | 1.28 |
| COLLINS/RI.MR | 1 | 2 | 2.00 | 348.00 | 26.70 | 374.70 | 0.00 | 374.70 | 1.82 | 1.65 |
| COUPER/EL.MISS | 1 | 1 | 1.00 | 269.00 | 19.80 | 288.80 | 0.00 | 288.80 | 1.82 | 1.27 |
| CUTTING/KA.MS | 2 | 3 | 1.50 | 450.00 | 43.40 | 493.40 | 0.00 | 493.40 | 3.64 | 2.18 |
| DE JAGER/DI.MR | 4 | 6 | 1.50 | 997.00 | 99.30 | 1096.30 | 0.00 | 1096.30 | 7.27 | 4.84 |
| EDWARDS/PE.MR | 9 | 25 | 2.78 | 2885.00 | 232.70 | 3117.70 | 0.00 | 3117.70 | 16.36 | 13.76 |
| GILBERT/K.MR | 2 | 4 | 2.00 | 322.00 | 26.60 | 348.60 | 0.00 | 348.60 | 3.64 | 1.54 |
| GOUWS/D.MR | 2 | 2 | 1.00 | 538.00 | 53.20 | 591.20 | 0.00 | 591.20 | 3.64 | 2.61 |
| JONES/B.MR | 1 | 1 | 1.00 | 218.00 | 26.10 | 244.10 | 0.00 | 244.10 | 1.82 | 1.08 |
| LAY/MA.MR | 1 | 1 | 1.00 | 232.00 | 24.20 | 256.20 | 0.00 | 256.20 | 1.82 | 1.13 |
| NIKOLOV/S.MR | 2 | 2 | 1.00 | 457.00 | 53.40 | 510.40 | 0.00 | 510.40 | 3.64 | 2.25 |
| PETERS/JC.MR | 2 | 3 | 1.50 | 539.00 | 38.90 | 577.90 | 0.00 | 577.90 | 3.64 | 2.55 |
| PRESTON/S.MISS | 1 | 1 | 1.00 | 232.00 | 24.20 | 256.20 | 0.00 | 256.20 | 1.82 | 1.13 |
| ROSE/RI.MR | 1 | 1 | 1.00 | 269.00 | 26.70 | 295.70 | 0.00 | 295.70 | 1.82 | 1.30 |
| SEATON/J.MRS | 24 | 55 | 2.29 | 7292.00 | 607.30 | 7899.30 | 0.00 | 7899.30 | 43.64 | 34.85 |
| SPRINGALL/R.MR | 10 | 36 | 3.60 | 2795.00 | 243.00 | 3038.00 | 0.00 | 3038.00 | 18.18 | 13.40 |
| TERHAAR/H.MR | 1 | 1 | 1.00 | 271.00 | 19.40 | 290.40 | 0.00 | 290.40 | 1.82 | 1.28 |
| TIMMERIJE/G.MR | 1 | 1 | 1.00 | 271.00 | 19.40 | 290.40 | 0.00 | 290.40 | 1.82 | 1.28 |
| VAN DEN HERIK/M.MRS | 1 | 2 | 2.00 | 272.00 | 26.80 | 298.80 | 0.00 | 298.80 | 1.82 | 1.32 |
| VAN MEEKEREN/P.MR | 1 | 2 | 2.00 | 270.00 | 26.50 | 296.50 | 0.00 | 296.50 | 1.82 | 1.31 |
| WERRY/J.MR | 1 | 1 | 1.00 | 271.00 | 19.40 | 290.40 | 0.00 | 290.40 | 1.82 | 1.28 |
| WHITAKER/G.MR | 1 | 2 | 2.00 | 269.00 | 19.50 | 288.50 | 0.00 | 288.50 | 1.82 | 1.27 |
| <i>Sub-Total for Record-Type</i> | 55 | 159 | 2.89 | 20860.00 | 1805.30 | 22665.30 | 0.00 | 22665.30 | 100.00 | 100.00 |
| <i>Grand Total</i> | 55 | 159 | 2.89 | 20860.00 | 1805.30 | 22665.30 | 0.00 | 22665.30 | 100.00 | 100.00 |

NextGen Business Travel

BA Executive Club Mileage Report For Specific Passenger

Company UNIVERSAL GROUP
 Division
 Group
 Period 01/04/1999 to 31/03/2000

| Traveller | Sector Destination Area | Ticket Number | SECTOR | MARKET | MILEAGE | | SECTOR COSTS | | % OF TOTAL | | |
|-------------|----------------------------------|----------------|------------|---------|---------|-----------|--------------|---------|------------|--------|------|
| | | | Count | Share % | Total | Cost / MI | Estimate | Average | Sectors | Costs | |
| MURPHY/P.MR | ASIA | 4620035212 | 1 | 33.33 | 6,471 | 0.23 | 1494.15 | 1494.15 | 4.00 | 23.62 | |
| | | 4620036491 | 2 | 66.67 | 6,963 | 0.00 | 0.00 | 0.00 | 8.00 | 0.00 | |
| | | | 3 | 12.00 | 13,434 | 0.11 | 1494.15 | 498.05 | 12.00 | 23.62 | |
| | EUROPE | 4620015880 | 1 | 9.09 | 318 | 0.60 | 190.51 | 190.51 | 4.00 | 3.01 | |
| | | 4620015987 | 1 | 9.09 | 217 | 0.72 | 155.50 | 155.50 | 4.00 | 2.46 | |
| | | 4620035207 | 1 | 9.09 | 587 | 0.46 | 272.02 | 272.02 | 4.00 | 4.30 | |
| | | 4620035209 | 1 | 9.09 | 0 | 0.00 | 0.00 | 0.00 | 4.00 | 0.00 | |
| | | 4620035357 | 1 | 9.09 | 717 | 0.38 | 275.97 | 275.97 | 4.00 | 4.36 | |
| | | 4624235606 | 1 | 9.09 | 217 | 0.72 | 155.50 | 155.50 | 4.00 | 2.46 | |
| | | 6605227891 | 1 | 9.09 | 717 | 0.38 | 270.02 | 270.02 | 4.00 | 4.27 | |
| | | 6617894681 | 4 | 36.36 | 1,391 | 0.30 | 420.92 | 105.23 | 16.00 | 6.65 | |
| | | | 11 | 44.00 | 4,164 | 0.42 | 1740.45 | 158.22 | 44.00 | 27.52 | |
| | | UNITED KINGDOM | 4620015880 | 1 | 9.09 | 318 | 0.60 | 190.51 | 190.51 | 4.00 | 3.01 |
| | | | 4620015987 | 1 | 9.09 | 217 | 0.72 | 155.50 | 155.50 | 4.00 | 2.46 |
| | 4620035207 | | 1 | 9.09 | 587 | 0.46 | 272.02 | 272.02 | 4.00 | 4.30 | |
| | 4620035209 | | 1 | 9.09 | 0 | 0.00 | 0.00 | 0.00 | 4.00 | 0.00 | |
| | 4620035212 | | 1 | 9.09 | 6,471 | 0.23 | 1494.15 | 1494.15 | 4.00 | 23.62 | |
| | 4620035357 | | 1 | 9.09 | 717 | 0.38 | 275.97 | 275.97 | 4.00 | 4.36 | |
| | 4620036491 | | 1 | 9.09 | 5,991 | 0.00 | 0.00 | 0.00 | 4.00 | 0.00 | |
| | 4624235606 | | 1 | 9.09 | 217 | 0.72 | 155.50 | 155.50 | 4.00 | 2.46 | |
| 6605227891 | 1 | | 9.09 | 717 | 0.38 | 270.02 | 270.02 | 4.00 | 4.27 | | |
| 6605227897 | 1 | | 9.09 | 717 | 0.03 | 25.02 | 25.02 | 4.00 | 0.40 | | |
| 6617894681 | 1 | | 9.09 | 833 | 0.30 | 252.07 | 252.07 | 4.00 | 3.98 | | |
| | 11 | 44.00 | 16,785 | 0.18 | 3090.77 | 280.98 | 44.00 | 48.86 | | | |
| | 25 | 100.00 | 34,383 | 0.18 | 6325.37 | 253.01 | 100.00 | 100.00 | | | |
| | <i>Sub-Total for Record-Type</i> | | 25 | | 34,383 | 0.18 | 6325.37 | 253.01 | 100.00 | 100.00 | |
| | <i>Grand Total</i> | | 25 | | 34,383 | 0.18 | 6325.37 | 253.01 | 100.00 | 100.00 | |