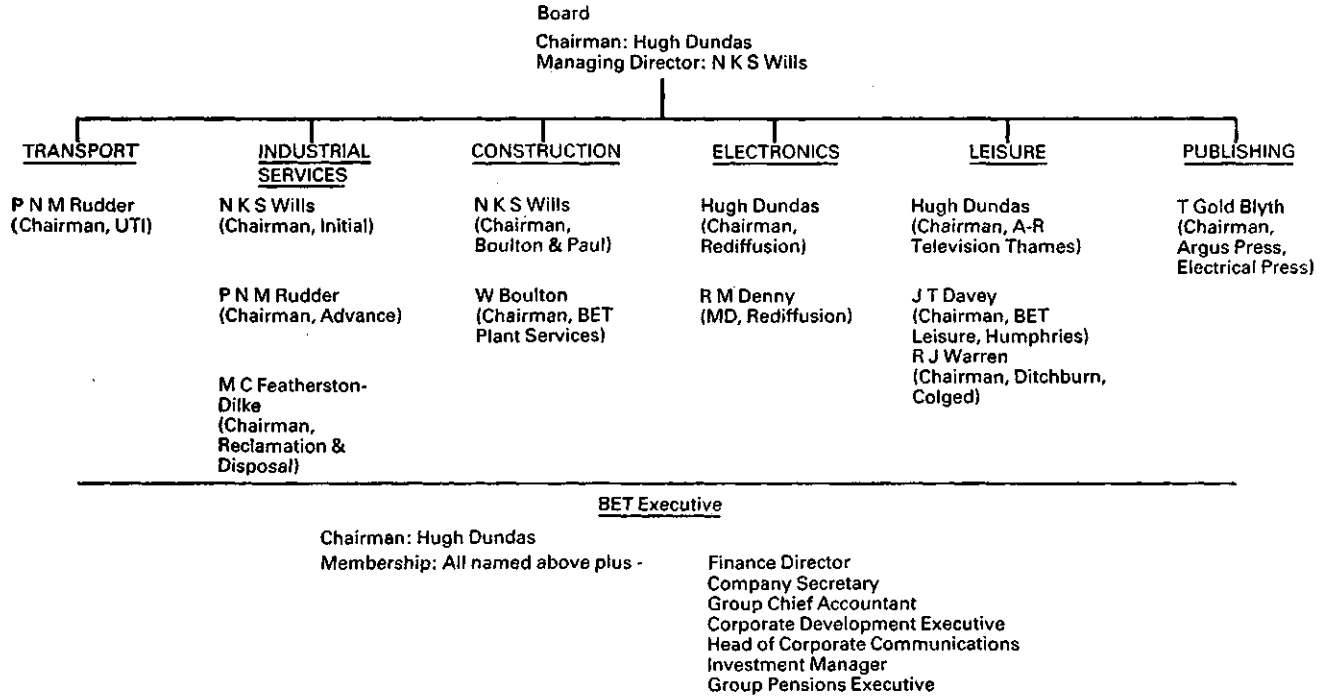


APPENDIX 1

(referred to in paragraphs 3.14 and 3.15)

The British Electric Traction Company PLC : management structure

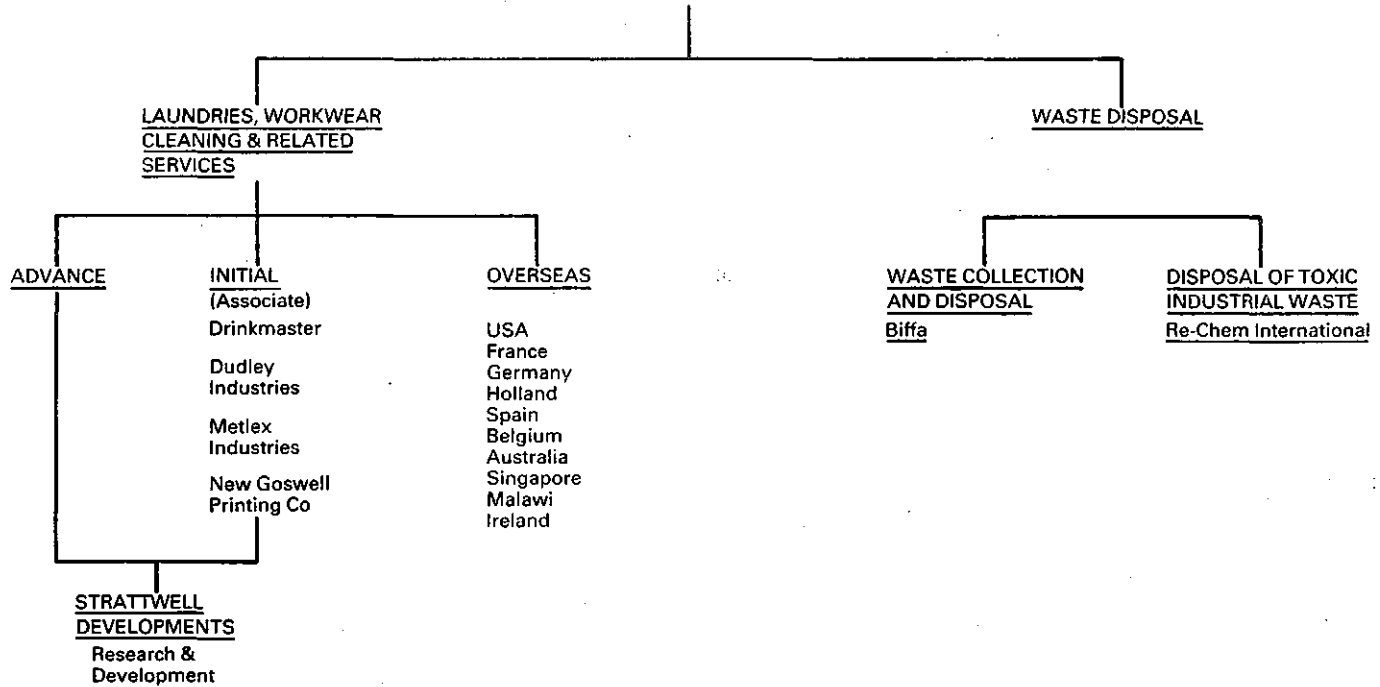


Source: BET.

APPENDIX 2

(referred to in paragraphs 3.14 and 3.20)

The British Electric Traction Company PLC : Industrial Services Division



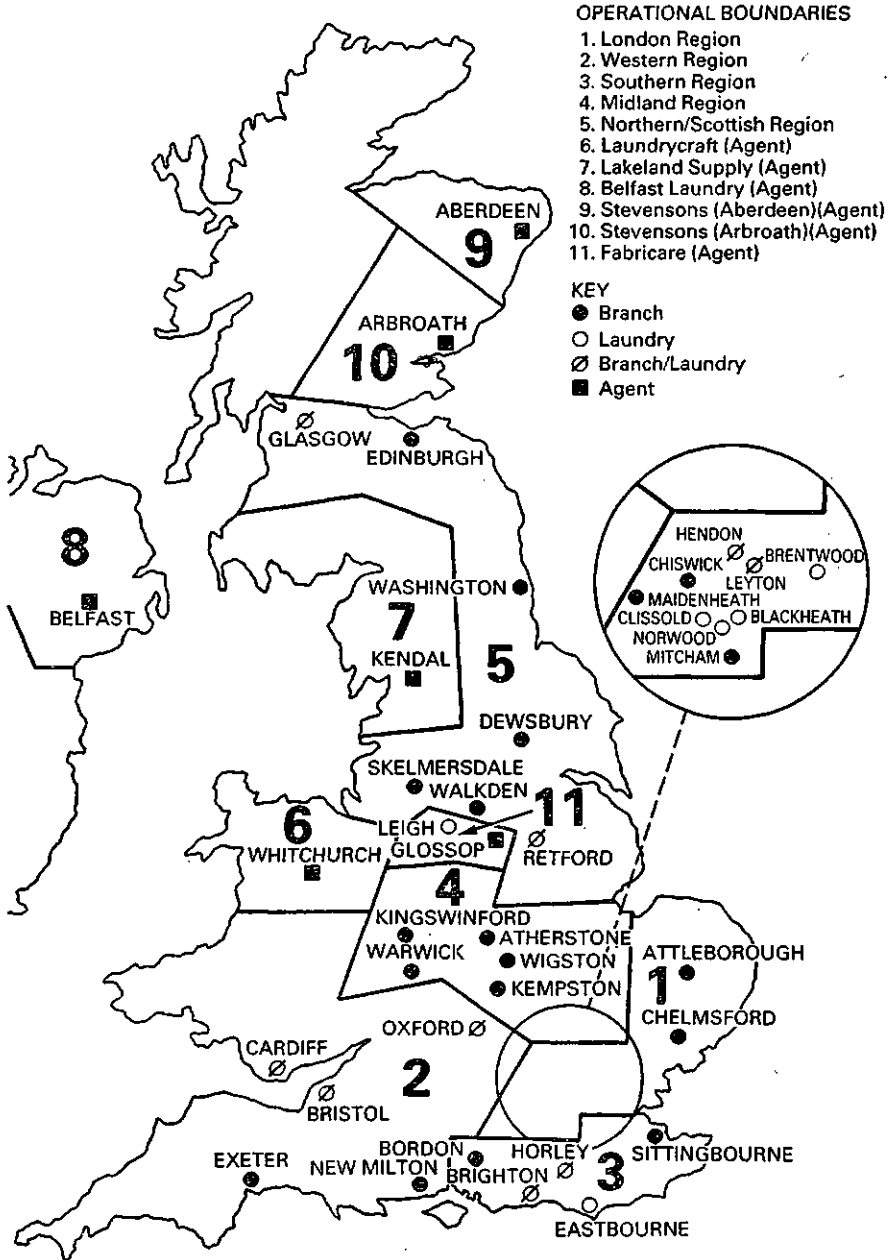
57

Source: BET.

APPENDIX 3

(referred to in paragraphs 3.22 and 3.24)

**The British Electric Traction Company PLC :
operational boundaries of Advance Services PLC**



Source: BET.

APPENDIX 4

(referred to in paragraph 3.31)

The British Electric Traction Company PLC :
analysis of turnover and profit by divisions and by territories

	1982			1983			1984		
	Turnover	Profit	Return %	Turnover	Profit	Return %	Turnover	Profit	Return %
<i>By divisions</i>									
Transport	343.5	19.5	5.7	402.1	19.2	4.8	424.6	25.6	6.0
Industrial services	119.4	14.4	12.1	140.7	16.0	11.4	152.7	17.6	11.5
Construction	156.8	1.0	0.6	174.2	4.3	2.5	183.9	14.5	7.9
Electronics	262.4	20.6	7.9	289.2	20.0	6.9	306.5	13.5	4.4
Leisure	90.7	9.1	10.0	96.9	8.8	9.1	106.4	10.0	9.4
Publishing	61.1	2.4	3.9	75.0	3.6	4.8	88.6	6.3	7.1
North Sea oil	—	—	—	—	—	—	6.0	2.6	43.3
	<u>1,033.9</u>	<u>67.0</u>	<u>6.5</u>	<u>1,178.1</u>	<u>71.9</u>	<u>6.1</u>	<u>1,268.7</u>	<u>90.1</u>	<u>7.1</u>
Investment and property		5.2			5.8			6.6	
Central interest and costs		(5.5)			(7.5)			(11.0)	
		<u>66.7</u>			<u>70.2</u>			<u>85.7</u>	
<i>By territories</i>									
United Kingdom	681.8	47.9	7.0	753.0	49.1	6.5	781.8	58.1	7.4
Europe	96.2	(0.4)	(0.4)	72.2	2.9	4.0	82.6	3.5	4.2
North America	74.2	5.2	7.0	115.3	7.7	6.7	133.4	11.1	8.3
Africa	134.0	20.2	15.1	163.5	21.8	13.3	180.6	25.1	13.9
Others	47.7	4.3	9.0	74.1	4.4	5.9	90.3	4.8	5.3
	<u>1,033.9</u>	<u>77.2</u>	<u>7.5</u>	<u>1,178.1</u>	<u>85.9</u>	<u>7.3</u>	<u>1,268.7</u>	<u>102.6</u>	<u>8.1</u>

Source: BET.

Notes:

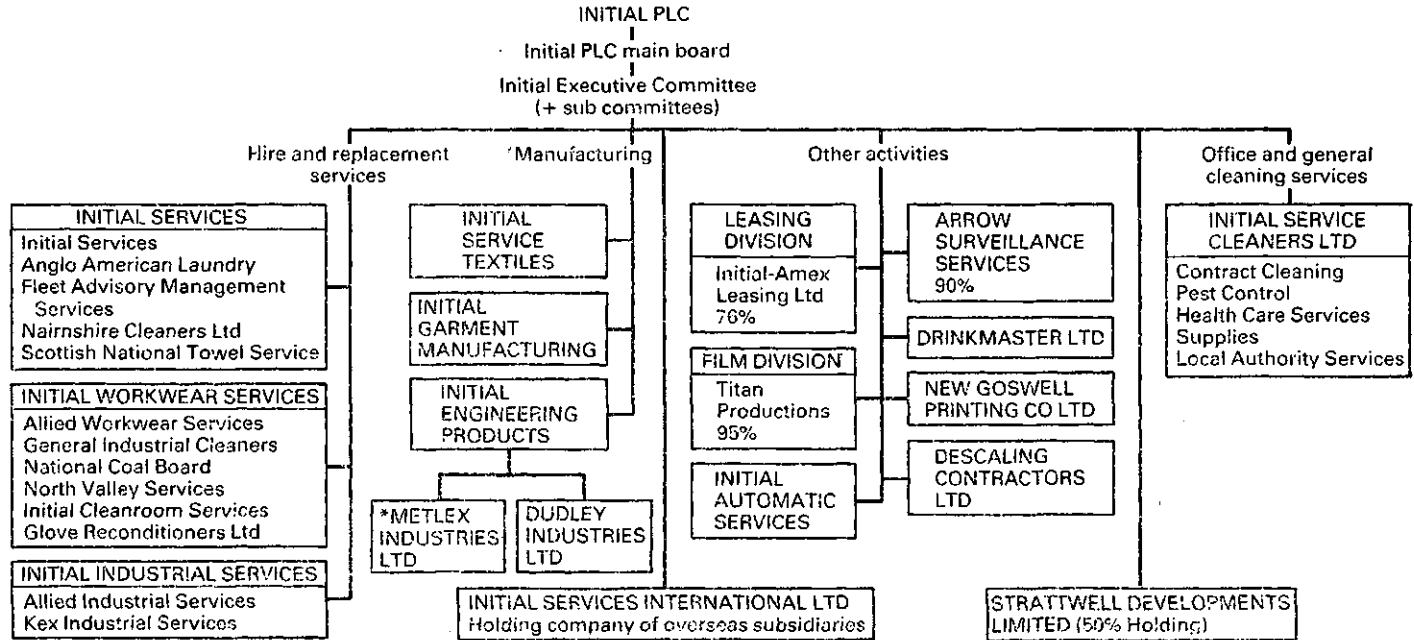
1. 'Turnover' includes share of associated companies turnover.
2. 'Profit' is profit before taxation in the analysis by divisions and operating profit in the analysis by territories.

APPENDIX 5

(referred to in paragraph 4.15)

Initial PLC : corporate structure chart

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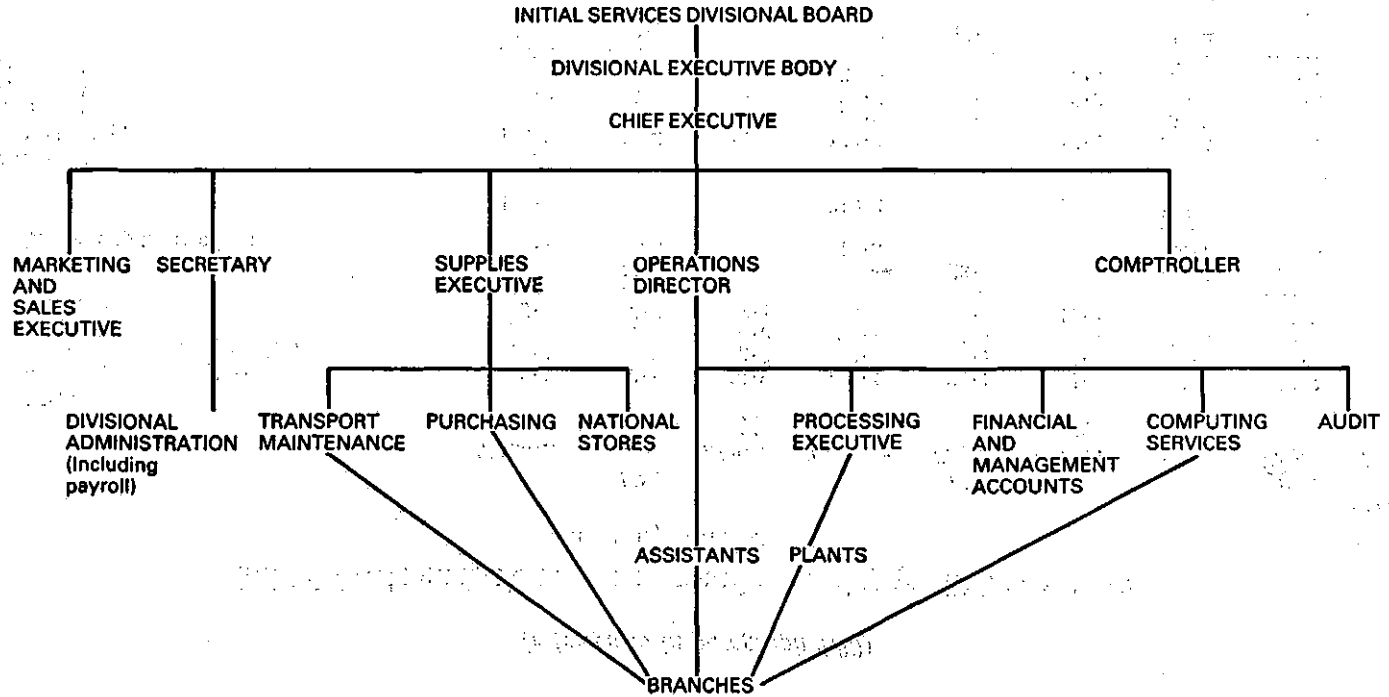
Note: *Manufacturing in support of rental services except for Metlex Industries Ltd which manufactures and sells bathroom fixtures etc.

Source: Initial PLC.

APPENDIX 6

(referred to in paragraph 4.18)

Initial PLC : management structure chart for Initial Services Division



Source: Initial PLC.

APPENDIX 7

(referred to in paragraph 4.30)

**Initial PLC : analysis of turnover and operating profit by activities
and by territories**

	1982			1983			1984			£ million
	Turnover	Profit	Margin %	Turnover	Profit	Margin %	Turnover	Profit	Margin %	
<i>By activities</i>										
Hire and replacement services	135.1	20.1	14.9	164.4	24.1	14.7	179.9	24.7	13.7	
Office and general cleaning services	32.4	0.8	2.5	39.1	1.7	4.3	38.6	1.8	4.7	
Manufacturing	19.0	1.3	6.8	20.1	1.7	8.5	22.0	2.3	10.5	
Other activities	5.5	0.5	9.1	6.4	1.1	17.2	9.9	1.8	18.2	
	<u>192.0</u>	<u>22.7</u>		<u>230.0</u>	<u>28.6</u>		<u>250.4</u>	<u>30.6</u>		
Less: Intra-group transactions	18.1			19.8			20.7			
	<u>173.9</u>			<u>210.2</u>			<u>229.7</u>			
<i>By territories</i>										
United Kingdom	140.0	19.4	13.9	144.8	22.0	15.2	148.4	23.9	16.1	
Europe	52.0	3.3	6.3	30.6	3.2	10.5	34.3	4.1	12.0	
USA				33.7	2.7	8.0	46.2	2.0	4.3	
Others				20.9	0.7	3.3	21.5	0.6	2.8	
	<u>192.0</u>	<u>22.7</u>		<u>230.0</u>	<u>28.6</u>		<u>250.4</u>	<u>30.6</u>		
Less: Intra-group transactions	18.1			19.8			20.7			
	<u>173.9</u>			<u>210.2</u>			<u>229.7</u>			

Source: Initial.