

Table 2

| Summary of Gershon Savings                            | 2004/05<br>£   | 2005/06<br>£   | 2006/07<br>£   | 2007/08<br>£   | 2008/09<br>£   |
|---|----------------|----------------|----------------|----------------|----------------|
| <b>% Target savings - 2.5% of 2004/05 base budget</b> |                | 2.5%           | 5%             | 7.5%           | 10.0%          |
| <b>Annual target £</b>                                |                | 577,988        | 577,988        | 577,988        | 577,988        |
| Annual savings made / projected £                     | 180,800        | 863,037        | 634,059        | 742,200        | 838,500        |
| <b>Surplus / (shortfall)</b>                          | <b>180,800</b> | <b>285,049</b> | <b>56,071</b>  | <b>164,212</b> | <b>260,512</b> |
| <b>Cumulative target £</b>                            |                | 577,988        | 1,155,976      | 1,733,964      | 2,311,952      |
| Cumulative savings made / projected £                 | 180,800        | 1,043,837      | 1,677,896      | 2,420,096      | 3,258,596      |
| <b>Surplus / (shortfall)</b>                          | <b>180,800</b> | <b>465,849</b> | <b>521,920</b> | <b>686,132</b> | <b>946,644</b> |

| Cashable savings                               | £              | £              | £              | £              | £              |
|--|----------------|----------------|----------------|----------------|----------------|
| <b>Annual cashable target - 50% £</b>          |                | 288,994        | 288,994        | 288,994        | 288,994        |
| Cashable savings made / projected £            | 180,800        | 425,053        | 436,858        | 742,200        | 742,200        |
| <b>Surplus / (shortfall)</b>                   | <b>180,800</b> | <b>136,059</b> | <b>147,864</b> | <b>453,206</b> | <b>453,206</b> |
| <b>Cumulative cashable target £</b>            |                | 288,994        | 577,988        | 866,981        | 1,155,975      |
| Cumulative cashable savings made / projected £ | 180,800        | 605,853        | 1,042,711      | 1,784,911      | 1,784,911      |
| <b>Surplus / (shortfall)</b>                   | <b>180,800</b> | <b>316,859</b> | <b>464,724</b> | <b>917,930</b> | <b>628,936</b> |

NB: Excludes measurement of non cashable savings to be quantified after year end

| Recurring savings                               | £       | £       | £         | £         | £         |
|---|---------|---------|-----------|-----------|-----------|
| Recurring cashable savings made / projected £   | 180,800 | 405,053 | 436,858   | 250,000   | 250,000   |
| Cumulative recurring savings made / projected £ | 180,800 | 585,853 | 1,022,711 | 1,272,711 | 1,272,711 |