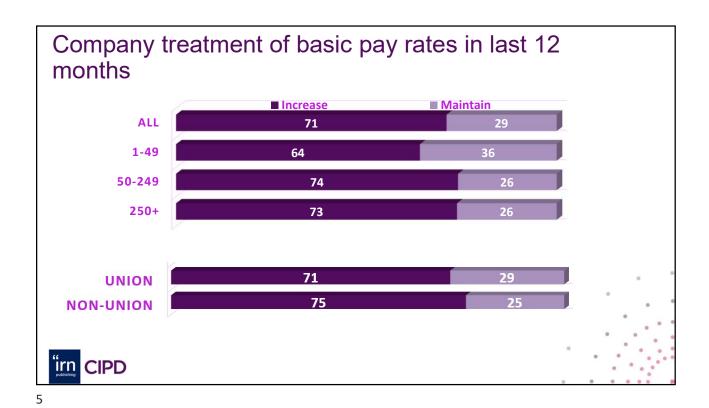




Company treatment of basic pay rates in last 12 months Maintain 29% Increase 71% No Decision Decrease Maintain Increase Actual 0% 29% 71% ■ Planned 29% 1% 32% 38%



Basic pay increase in last 12 months by company size, unionisation and sector Company 1-49 50-249 250+ Size Total 4.92% 5.61% Sample Increase 3.77% Increase 4.64% Unionisation Union **Non-Union** Increase 2.97% 5.45% Sector Manufacturing **Services** Increase 4.85% 3.75% "Irn CIPD

