

Managing Director: Rob McIntosh

Region: Eastern

| SAFETY - (20%)  | %  | WORSE  | TARGET   | BETTER   |
|---|--|--|--|--|
| Lost Time Injury Frequency Rate (LTIFR)   | 5.0%   | 0.302  | 0.287  | 0.273  |
| Risk Management Maturity Model (RM3)  | 5.0%   | 60%  | 80%  | 100%   |
| Train Accident Risk Reduction (TARR)  | 5.0%   | 60%  | 80%  | 100%   |
| Top 20 Milestones to Reduce Level Crossing Risk   | 5.0%   | 12   | 16   | 20   |
| TRAIN PERFORMANCE, CUSTOMER & LOCAL MEASURES - (40%)  | %  | WORSE  | TARGET   | BETTER   |
| Regional FDM-R  | 2.6%   | 93.4%  | 93.9%  | 94.4%  |
| Anglia Route  | 8.8%   | 0%   | 50%  | 100%   |
| East Coast Route  | 11.9%  | 0%   | 50%  | 100%   |
| East Midlands Route   | 5.9%   | 0%   | 50%  | 100%   |
| North East Route  | 10.0%  | 0%   | 50%  | 100%   |
| Number of Railway Works Complaints  | 0.9%   | 1,154  | 1,104  | 1,054  |
|   |  |  |  |  |
| FINANCIAL PERFORMANCE - (20%)   | %  | WORSE  | TARGET   | BETTER   |
| FINANCIAL PERFORMANCE - (20%)  Financial Performance Measure (FPM) - Gross Profit and Loss (£m)   | %<br>5.0%  | WORSE<br>£(18)m  | <b>TARGET</b>  | BETTER<br>£18m   |
|   |  |  |  |  |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  | 5.0%   | £(18)m   | £0m  | £18m   |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  Financial Performance Measure (FPM) - Gross Enhancements only (£m)  | 5.0%<br>5.0%   | £(18)m<br>£(54)m   | £0m<br>£0m   | £18m<br>£54m   |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  Financial Performance Measure (FPM) - Gross Enhancements only (£m)  Financial Performance Measure (FPM) - Gross Renewals (£m)   | 5.0%<br>5.0%<br>5.0%   | £(18)m<br>£(54)m<br>£(43)m   | £0m<br>£0m<br>£0m  | £18m<br>£54m<br>£43m   |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  Financial Performance Measure (FPM) - Gross Enhancements only (£m)  Financial Performance Measure (FPM) - Gross Renewals (£m)  Cash Compliance - Lost Funding   | 5.0%<br>5.0%<br>5.0%<br>5.0%                                 | £(18)m<br>£(54)m<br>£(43)m<br>10%  | £0m<br>£0m<br>£0m<br>5%  | £18m<br>£54m<br>£43m<br>0%   |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  Financial Performance Measure (FPM) - Gross Enhancements only (£m)  Financial Performance Measure (FPM) - Gross Renewals (£m)  Cash Compliance - Lost Funding  INVESTMENT - (10%)   | 5.0%<br>5.0%<br>5.0%<br>5.0%                                 | £(18)m<br>£(54)m<br>£(43)m<br>10%<br>WORSE   | £0m<br>£0m<br>£0m<br>5%  | £18m<br>£54m<br>£43m<br>0%<br>BETTER                                   |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  Financial Performance Measure (FPM) - Gross Enhancements only (£m)  Financial Performance Measure (FPM) - Gross Renewals (£m)  Cash Compliance - Lost Funding  INVESTMENT - (10%)  Northern Programme Top Investment Milestones   | 5.0%<br>5.0%<br>5.0%<br>5.0%<br>4<br>2.5%                    | £(18)m<br>£(54)m<br>£(43)m<br>10%<br>WORSE   | £0m<br>£0m<br>£0m<br>5%<br>TARGET                                | £18m<br>£54m<br>£43m<br>0%<br>BETTER                                   |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  Financial Performance Measure (FPM) - Gross Enhancements only (£m)  Financial Performance Measure (FPM) - Gross Renewals (£m)  Cash Compliance - Lost Funding  INVESTMENT - (10%)  Northern Programme Top Investment Milestones  East Coast Top Investment Milestones   | 5.0%<br>5.0%<br>5.0%<br>5.0%<br>%<br>2.5%<br>2.5%            | £(18)m<br>£(54)m<br>£(43)m<br>10%<br>WORSE<br>0%                                   | £0m<br>£0m<br>£0m<br>5%<br>TARGET<br>50%                         | £18m<br>£54m<br>£43m<br>0%<br>BETTER<br>100%                           |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  Financial Performance Measure (FPM) - Gross Enhancements only (£m)  Financial Performance Measure (FPM) - Gross Renewals (£m)  Cash Compliance - Lost Funding  INVESTMENT - (10%)  Northern Programme Top Investment Milestones  East Coast Top Investment Milestones  Midland Mainline Top Investment Milestones   | 5.0%<br>5.0%<br>5.0%<br>5.0%<br>4<br>2.5%<br>2.5%<br>2.5%    | £(18)m<br>£(54)m<br>£(43)m<br>10%<br>WORSE<br>0%<br>0%                             | £0m<br>£0m<br>£0m<br>5%<br>TARGET<br>50%<br>50%                  | £18m<br>£54m<br>£43m<br>0%<br>BETTER<br>100%<br>100%                   |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  Financial Performance Measure (FPM) - Gross Enhancements only (£m)  Financial Performance Measure (FPM) - Gross Renewals (£m)  Cash Compliance - Lost Funding  INVESTMENT - (10%)  Northern Programme Top Investment Milestones  East Coast Top Investment Milestones  Midland Mainline Top Investment Milestones  Anglia Top Investment Milestones   | 5.0%<br>5.0%<br>5.0%<br>5.0%<br>2.5%<br>2.5%<br>2.5%<br>2.5% | £(18)m<br>£(54)m<br>£(43)m<br>10%<br>WORSE<br>0%<br>0%<br>0%                       | £0m<br>£0m<br>£0m<br>5%<br>TARGET<br>50%<br>50%<br>50%           | £18m<br>£54m<br>£43m<br>0%<br>BETTER<br>100%<br>100%<br>100%           |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  Financial Performance Measure (FPM) - Gross Enhancements only (£m)  Financial Performance Measure (FPM) - Gross Renewals (£m)  Cash Compliance - Lost Funding  INVESTMENT - (10%)  Northern Programme Top Investment Milestones  East Coast Top Investment Milestones  Midland Mainline Top Investment Milestones  Anglia Top Investment Milestones  ASSET MANAGEMENT - (10%)                           | 5.0% 5.0% 5.0% 5.0%  % 2.5% 2.5% 2.5% 2.5%                   | £(18)m<br>£(54)m<br>£(43)m<br>10%<br>WORSE<br>0%<br>0%<br>0%                       | £0m<br>£0m<br>£0m<br>5%<br>TARGET<br>50%<br>50%<br>50%<br>TARGET | £18m<br>£54m<br>£43m<br>0%<br>BETTER<br>100%<br>100%<br>100%<br>BETTER |
| Financial Performance Measure (FPM) - Gross Profit and Loss (£m)  Financial Performance Measure (FPM) - Gross Enhancements only (£m)  Financial Performance Measure (FPM) - Gross Renewals (£m)  Cash Compliance - Lost Funding  INVESTMENT - (10%)  Northern Programme Top Investment Milestones  East Coast Top Investment Milestones  Midland Mainline Top Investment Milestones  Anglia Top Investment Milestones  Asset Management - (10%)  Renewals - 7 Key Volumes | 5.0% 5.0% 5.0% 5.0%  % 2.5% 2.5% 2.5% 5.0%                   | £(18)m<br>£(54)m<br>£(43)m<br>10%<br>WORSE<br>0%<br>0%<br>0%<br>0%<br>WORSE<br>90% | £0m £0m £0m 5%  TARGET 50% 50% 50% TARGET 95%                    | £18m<br>£54m<br>£43m<br>0%<br>BETTER<br>100%<br>100%<br>100%<br>BETTER |