

Order reference	Price (£)	Direct costs (£)	Contribution		Machine hours	Contribution per machine hour (£)
			(£)	(%)		
631	220	44	176	80	1.5	117
205	568	114	454	80	3.9	116
216	1,246	269	977	78	11.2	87
470	244	56	188	77	4.0	47
298	1,960	462	1,496	77	9.3	161
607	3,612	830	2,782	77	13.3	209
512	134	32	102	76	1.5	66
483	4,010	1,004	3,006	75	21.5	140
658	166	42	124	75	0.7	107
313	1,134	306	828	73	5.7	145
284	864	246	618	72	2.1	294
182	724	65	159	71	4.7	14
573	1,066	320	746	70	3.1	240
417	3,345	1,140	2,205	66	7.9	279

NOTE: All data are actuals.

EXHIBIT 4.7 Comparison of contribution percentage and contribution per machine hour for representative orders