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AFRICA

06 May 2013 Nigeria: Energy
14 May 2013 Africa - Mauritius

06 June 2013 Investing in Gabon

09 July 2013 FT Health: Sexual & Reproductive Health

01 August 2013 FT Health: Global Policy

02 September 2013 Africa: Water
26 September 2013 FT Health: Combating Cancer
26 September 2013 Investing in Tanzania

11 October 2013 FT Health: Combating Neglected Tropical Disease
14 October 2013 Investing in Nigeria

14 November 2013 FT Health: Combating Diabetes
22 November 2013 Investing in Kenya
29 November 2013 FT Health: Combating HIV

09 December 2013 Africa: Banking & Finance
18 December 2013 Egypt

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ASIA

TBC Doing Business in South East Asia

11 September 2013 New Champions Asia

28 October 2013 Japan: Banking & Finance

01 November 2013 China
05 November 2013 Investing in South Korea
11 November 2013 Doing Business in Hong Kong

03 December 2013 Japan: Technology & Innovations

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CENTRAL AND EASTERN EUROPE, CENTRAL ASIA

09 May 2013	Central & Eastern Europe: Banking & Finance
22 May 2013	Croatia
22 May 2013	Poland
27 May 2013	Republic of Macedonia
18 June 2013	The New Trade Routes: Russia
19 June 2013	Central Eastern Europe: Industry & Manufactu
18 September 2013	Central Eastern Europe: Innovation & Technology
01 October 2013	Investing in Russia
09 October 2013	Investing in Poland
18 October 2013	Central Eastern Europe: Energy & Infrastructur
22 October 2013	The Future of the Forest Industry
08 November 2013	Investing in Central & Eastern Europe
TBC	Destination: Hungary
30 April 2013	Business Locations in Central & Eastern Europe

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31 October 2013 Doing Business in Austria

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08 October 2013 Doing Business in Wallonia

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12 December 2013 Business Locations

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GERMANY

10 June 2013 Frankfurt as a Financial Centre

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25 September 2013 Doing Business in North Rhine Westphalia

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17 June 2013 G8 Summit

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30 September 2013 Investing in Portugal

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25 June 2013 The Future of Spanish Businesses

21 October 2013 Investing in Spain

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TBC Doing Business in Switzerland

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09 May 2013 The New Trade Routes: Turkey

02 September 2013 Turkey

22 November 2013 Investing in Turkey

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12 June 2013 Responsible Business
28 June 2013 Doing Business in Jersey
04 July 2013 BITC Awards for Excellence
19 September 2013 Business Guide to Thames Valley
22 October 2013 Gibraltar as a Financial Centre
15 November 2013 Doing Business in the Isle of Man

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TBC Women in Middle East Finance
TBC Family Business & Finance
05 June 2013 Investing in Iraq
16 December 2013 Qatar

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NORTH AMERICA AND CANADA

15 May 2013 Energy in the Americas
16 May 2013 Brazil & the US

07 October 2013 Risk Management (3)
18 October 2013 Canadian Mining

14 November 2013 Risk Management (4)
19 November 2013 Canadian Energy

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LATIN AMERICA, CARIBBEAN

16 May 2013 Brazil & the US
29 May 2013 The New Colombia **

05 June 2013 Mexico: Infrastructure

12 September 2013 Brazil: Infrastructure
17 September 2013 Mexico: Energy
24 September 2013 Latin American Brands

03 October 2013 The New Trade Routes: Asia Pacific
23 October 2013 Brazil: Innovation, Research and Development
28 October 2013 Financial Inclusion

13 November 2013 Brazil: Energy
18 November 2013 Latin American Capital Markets

03 December 2013 The Future of NAFTA

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17 June 2013 Aerospace
10 September 2013 Defence
30 October 2013 Corporate Aviation (2)
15 November 2013 Aerospace

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20 July 2013 Destination: Monaco

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BANKING, FINANCE AND INVESTMENT / PERSONAL FINANCE

07 May 2013 Private Banking (1)
23 May 2013 The City of London & Europe
13 June 2013 Sustainable Banking
28 June 2013 FT Wealth (2)*
17 September 2013 Exchanges, Clearing & Transaction Services
20 September 2013 FT Wealth (3)*
30 September 2013 Risk Management (3)
11 October 2013 World Economy
14 November 2013 Risk Management (4)
20 November 2013 Private Banking (2)
06 December 2013 FT Wealth (4)*
09 December 2013 FT's Year in Finance

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FINANCIAL MARKETS SERIES

These tabloid format reports will be published worldwide by the FT, as well as inbound & outbound reports in month by month issues of The Banker and standard format for FTfm

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04 September 2013	Equity Capital Markets (2)	
27 September 2013	Foreign Exchange (2)	
24 October 2013	Debt Capital Markets (2)	
28 November 2013	Commodities (2)	
04 December 2013	Islamic Finance	

COUNTRY BANKING & FINANCE

10 May 2013	Central & Eastern Europe: Banking & Finance	<i>Advertising Details - London</i> Mark Carwardine Phone +44 020 7873 4880 Fax +44 020 7873 3204 Email : mark.carwardine@ft.com
16 May 2013	Investing in Brazil	
10 June 2013	Frankfurt as a Financial Centre	
30 September 2013	Investing in Portugal	<i>Advertising Details - New York</i> John Moncure Phone +1 212 641 6362 Fax +1 212 641 6544 Email : john.moncure@ft.com
07 October 2013	Investing in Poland	
18 October 2013	Investing in Russia	
22 October 2013	Gibraltar as a Financial Centre	
28 October 2013	Financial Inclusion	
08 November 2013	Investing in Central & Eastern Europe	Michiko Hayashi Phone +813 3581 2097 Fax +813 3581 1423 Email: michiko.hayashi@ft.com
11 November 2013	Latin American Capital Markets	
22 November 2013	Investing in Turkey	
09 December 2013	Africa: Banking & Finance	<i>Advertising Details - London</i> Jim Swarbrick Phone +44 161 834 9381 Fax +44 161 832 9248 Email : jim.swarbrick@ft.com
		<i>Advertising Details – India, Korea & Singapore</i> John McClure Phone + 65 6236 9508 Email: john.mcclure@ft.com

CHEMICALS, HEALTH & PHARMACEUTICALS.

12 June 2013	Sustainable Healthcare
09 July 2013	FT Health: Sexual & Reproductive Health
12 July 2013	The Business of Global Food Security
02 September 2013	Africa: Water
10 September 2013	African Farming
27 September 2013	FT Health: Combating Cancer
11 October 2013	FT Health: Combating Neglected Tropical Disease
14 November 2013	FT Health: Combating Diabetes
29 November 2013	FT Health: Combating HIV & AIDS
20 November 2013	The Future of the Food Industry
TBC	FT Health: Combating Cardio Vascular Disease
TBC	FT Health: Combating Multiple Sclerosis
TBC	FT Health: Combating Alzheimers
TBC	FT Health: Lifestyle & Education
TBC	Innovation in Medical Diagnostics
TBC	Business of Health in Emerging Markets
TBC	FT Health: Access to Medicine

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EDUCATION AND TRAINING

13 May 2013	Business Education (3) - Executive Education *
24 June 2013	Business Education (4) - Financial Training
16 September 2013	Business Education (5) - Masters in Management *
21 October 2013	Business Education (6) - EMBA *
02 December 2013	Business Education (8) - EU Business School*
18 November 2012	Business Education (7) - Innovative Law Schools
23 March 2013	Top Schools *
07 September 2013	Top Schools 2*
18 November 2013	Business Education (7) 2013 - Innovative Law Schools

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ENERGY, ENVIRONMENT AND UTILITIES

15 May 2013	Energy in the Americas
16 May 2013	East Africa: Energy & Power
29 May 2013	Engineering the Future
04 June 2013	Modern Energy
05 June 2013	Mexico: Infrastructure
18 June 2012	Brazil; Green Economy
09 September 2013	Oil Industry
12 September 2013	Brazil: Infrastructure
17 September 2013	Mexico: Energy
18 September 2013	Central Eastern Europe: Energy
02 October 2013	Sustainable Business: Green Technology
14 October 2013	Energy (2)
17 October 2013	Innovation in the Economy
11 November 2013	Brazil: Energy
19 November 2013	Canadian Energy
11 November 2013	Managing Climate Change

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FTFM SPECIAL REPORTS

03 June 2013	FTfm Special: Asset Manager - Asia focus
10 June 2013	FTfm Special: Ignites 2*
08 July 2013	FTfm Special: Global Alternatives
09 September 2013	FTfm Special: ETF's (2)
23 September 2013	FTfm Special: Asset Servicing
30 September 2013	FTfm Special: Ignites 3*
07 October 2013	FTfm Special: Foreign Exchange (2)
04 November 2013	FTfm Special: Debt Capital Markets 2
18 November 2013	FTfm Special: Index Investing/ ETF's
02 December 2013	FTfm Special: Commodities
09 December 2013	FTfm Special: Ignites 4*

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INFORMATION TECHNOLOGY / TELECOMMUNICATIONS

22 May 2013	The Connected Business (5)
18 June 212	Central Eastern Europe : Technology & Innova
26 June 2013	The Connected Business (6)
17 July 2013	The Connected Business - July
16 September 2013	The Connected Business (7)
16 October 2013	The Connected Business (8)
06 November 2013	The Connected Business (9)
03 December 2013	Japan: Technology & Innovations
04 December 2013	The Connected Business (10)

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07 June 2013	Cybersecurity
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MANUFACTURING & RESOURCES

12 July 2013	The Business of Global Food Security
30 August 2013	Doing Business in Mongolia
10 September 2013	African Farming
27 Septembr 2013	The Business of Gold
18 October 2013	Canadian Mining
22 November 2013	Mining: New Frontiers

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MANAGEMENT: BUSINESS & GENERAL

22 April 2013	The Queen's Awards for Enterprise
09 May 2013	The Future of the European Union
21 May 2013	Global Brands
04 June 2013	Millennial Generation
11 June 2013	Understanding Entrepreneurs
17 June 2013	G8 Summit
02 July 2013	Cooperatives & Employee Owned Business
20 July 2013	Destination: Monaco
03 September 2013	Private Business
05 September 2013	G20 Summit
23 September 2013	Family Office *
24 September 2013	Latin American Brands
25 September 2013	Business Turnrounds (2)
08 October 2013	UK Entrepreneur of the Year
17 October 2013	Innovation in the Economy
12 November 2013	Business of Consulting
03 December 2013	Challenges of Government

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MOTORS & TRANSPORT

27 May 2013	Rail and the Metro
09 September 2013	Future of the Car
17 October 2013	Fleet Management
01 November 2013	FT Formula One (2)
05 December 2013	Innovation in Transport Technology
TBC	The Future of Global Logistics

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PERSONAL FINANCE

15 June 2013 Money Guide: Private Client Wealth Managem
21 June 2013 Trading Insight (2) **
28 June 2013 FT Wealth (2)*

20 September 2013 Trading Insight (3) **
20 September 2013 FT Wealth (3)*

06 December 2013 Trading Insight (4) **
06 December 2013 FT Wealth (4)*

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MANAGEMENT: ART

04 May 2013 Arts Collecting (2): Frieze New York
18 May 2013 Arts Collecting (3): Art in Asia
25 May 2013 Arts Collecting: The Venice Biennale

08 June 2013 Arts Collecting (4): Art Basel
29 June 2013 Arts Collecting (5)

28 September 2013 Arts Collecting (6): Design Art

12 October 2013 Arts Collecting (7): Frieze Week

23 November 2013 Arts Collecting (8)
30 November 2013 Arts Collecting (9): Art Basel Miami

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MANAGEMENT: BUSINESS OF CONSUMER

31 May 2013 The Business of Whisky

12 June 2013 Buying & Investing in Wine

07 September 2013 The Business of Performing Art

09 November 2013 FT Wine

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MANAGEMENT: LUXURY & CONSUMER GOODS

25 April 2013 Watches & Jewellery (1)
25 May 2013 FT Golf
03 June 2012 Business of Luxury
08 June 2013 Watches & Jewellery (2)
15 June 2012 FT Polo
07 September 2013 Watches & Jewellery (3)
09 November 2013 Watches & Jewellery (4)

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23 May 2013 Yachts & Marinas (1)
25 September 2013 Yachts & Marinas (2)
07 October 2013 The Future of Retailing

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PROPERTY – COMMERCIAL PROPERTY

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10 June 2013 Global Property Insight - London
07 October 2013 Global Property Insight - Investing
13 November 2013 Global Property Insight - Retail

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RECRUITMENT REPORTS & FEATURES

18 April 2013 Top Employers (CRF Institute)
16 May 2013 Working in IPS
30 May 2013 Diversity Series: LGBT *
20 June 2013 Working in Finance in Asia*

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Fax no: 01582 469 248;

or email: info@back-issue-newspapers.co.uk

Report Advertisements Rates

Report Package (Monday - Friday) £

Run of report

Mono – per single column unit (scu) 161

Front Page Guaranteed:

277mm x 345mm

Mono 42,800

Colour (subject to availability) 77,000

Specified Positions

Mono – per scu 165

Colour: (subject to availability)

Full Page 96,400

Junior Page 1 68,700

Half Page 68,700

Standard Positions - Colour (subject to availability)

Full Page 88,100

Junior Page 1 60,200

Half Page 60,200

Junior Page 2 50,500

Quarter Page 42,300

Quarter Page Not Solus 31,400

Reports Series Discounts

These discounts apply to insertions of the same size booked together at the same time and which are scheduled to appear within a 12 month period. The discounts are based upon the rates applicable at the time of booking.

10 insertions or more 20%

8 insertions 15%

3 insertions 5%

These discounts apply to a single company or organisation booking direct or via an advertising agency. It does not apply to bookings made by an advertising agency on behalf of a number of clients.

Technical Specifications

Standard Column Widths (mm); Eight Column Grid:

1	2	3	4	5	6	7	8
40	83	127	170	214	257	301	345

Specifications for sizes for tabloids, double page spreads and bleeds are available on request from the Production Department or via your usual Financial Times representative.

Deadlines

Deadlines for report copy are linked to the release date and can be obtained from the production Department on +44 020 7873 3410. If copy is not provided to the specifications above then the Financial Times is unable to guarantee reproduction of the advertisement to commercially acceptable tolerances.

Cancellations (Mono and Colour)

28 working days notice of cancellations for reports. (Orders for advertisements in reports are accepted on the understanding that the Financial Times may publish at any time within 5 weeks of the proposed report date). All cancellations must be in writing.

Printing specifications

- Ads must be supplied to exact dimensions without crop marks, repro house logos, or extraneous matter.
- The FT newspaper has a screen ruling of 100lpi therefore we recommend the following
- CT (scan) resolution = 200 pixels per inch.

- Line work resolution = 1000 pixels per inch.
- Allow for at least 30% mid-tone dot gain, and a maximum of 20% shadow dot gain.
- Please use type 1 fonts only, no truetype, no multilemaster and no bitmaps
- The FT prints in CMYK, please don't supply rgb, lab, pantone or multitone images
- Only supply composite files, no separations please
- Please do not supply files with transparency
- When generating PDF's please ensure Overprint Preview is turned on, in order to view predictable final output
- It is recommended you do not go below 0.6pt for borders and rules
- For colour the total dot percentage in saturated areas should not exceed 250%, and the minimum highlight recommendation is 5% cyan, 4% magenta, 4% yellow. Please note that in order to prevent overinking, if an advert exceeds 250% total ink coverage our software will automatically reduce it to the required amount, using generic tables.
- For mono the recommended maximum dot should be 85% and the minimum dot 4%
- The recommended minimum for reversed out type is 10 point
- The recommended minimum for mono text is 6pt
- The recommended minimum for multicoloured text is 10 point
- Don't use 4-colour black text, as even the slightest misregistration causes disappointing results
- To avoid set off, any large areas of black should have a tint value of 85% applied
- Colour adverts should be supplied with a mono standby

Types of delivery

Digital files can be supplied using one of the following methods:

Asura Enterprise – A free PDF web upload system including full FT flightchecker (Information available from your FT Production copy contact) Quickcut – PDF delivery and flightcheck mechanism (details from www.quickcut.com)

Adfast - PDF delivery system with optional flightchecker (details from www.adfast.co.uk)

E-Mail - We can only accept PDFx/1a's smaller than 5mb via this route. Send files to production.client.services@ft.com. If you are in the USA please send your file to ustraffic@ft.com

The FT does not accept zip files.

Format required

PDF: PDF files will only be accepted with all of the fonts and images embedded and set to the exact size of the advert with no register marks or extraneous material.

PDFx/1a: If in doubt set your distiller Job option to PDFx/1a - this preserves all the advanced information needed for high-end printing of your PDF files. Please name the file FT Ad ID Number The Financial Times has a network of approved reprographic suppliers. These companies will, on receipt of your digital file, verify and if necessary correct the advertisement to meet the FT specification.

The Financial Times will only accept Colorbus proofs with the FT curve applied, as contract proofs. The FT cannot guarantee the printed quality of any advertisement not accompanied by FT profiled Colorbus proofs. All approved suppliers can supply Colorbus proofs on FT stock paper with the FT curve applied.

For help with our technical specifications, please contact a member of our Production Department on one of the following numbers:

Tel: +44 020 7873 3410 / 3440 / 4245 / 3317
Production Department, Financial Times Ltd.,
One Southwark Bridge, London SE1 9HL.

For latest Spec please visit <http://www.ft.com/techspecs>

Reports rate card calculator

With effect from January 2013. Standard mono advertisement rate is £161 per single column unit .

Depth (cm)	Column width							
	1 (40mm)	2 (83mm)	3 (127mm)	4 (170mm)	5 (214mm)	6 (257mm)	7 (301mm)	8 (345mm)
1	£161	£322	£483	£644	£805	£966	£1,127	£1,288
2	£322	£644	£966	£1,288	£1,610	£1,932	£2,254	£2,576
3	£483	£966	£1,449	£1,932	£2,415	£2,898	£3,381	£3,864
4	£644	£1,288	£1,932	£2,576	£3,220	£3,864	£4,508	£5,152
5	£805	£1,610	£2,415	£3,220	£4,025	£4,830	£5,635	£6,440
6	£966	£1,932	£2,898	£3,864	£4,830	£5,796	£6,762	£7,728
7	£1,127	£2,254	£3,381	£4,508	£5,635	£6,762	£7,889	£9,016
8	£1,288	£2,576	£3,864	£5,152	£6,440	£7,728	£9,016	£10,304
9	£1,449	£2,898	£4,347	£5,796	£7,245	£8,694	£10,143	£11,592
10	£1,610	£3,220	£4,830	£6,440	£8,050	£9,660	£11,270	£12,880
11	£1,771	£3,542	£5,313	£7,084	£8,855	£10,626	£12,397	£14,168
12	£1,932	£3,864	£5,796	£7,728	£9,660	£11,592	£13,524	£15,456
13	£2,093	£4,186	£6,279	£8,372	£10,465	£12,558	£14,651	£16,744
14	£2,254	£4,508	£6,762	£9,016	£11,270	£13,524	£15,778	£18,032
15	£2,415	£4,830	£7,245	£9,660	£12,075	£14,490	£16,905	£19,320
16	£2,576	£5,152	£7,728	£10,304	£12,880	£15,456	£18,032	£20,608
17	£2,737	£5,474	£8,211	£10,948	£13,685	£16,422	£19,159	£21,896
18	£2,898	£5,796	£8,694	£11,592	£14,490	£17,388	£20,286	£23,184
19	£3,059	£6,118	£9,177	£12,236	£15,295	£18,354	£21,413	£24,472
20	£3,220	£6,440	£9,660	£12,880	£16,100	£19,320	£22,540	£25,760
21	£3,381	£6,762	£10,143	£13,524	£16,905	£20,286	£23,667	£27,048
22	£3,542	£7,084	£10,626	£14,168	£17,710	£21,252	£24,794	£28,336
23	£3,703	£7,406	£11,109	£14,812	£18,515	£22,218	£25,921	£29,624
24	£3,864	£7,728	£11,592	£15,456	£19,320	£23,184	£27,048	£30,912
25	£4,025	£8,050	£12,075	£16,100	£20,125	£24,150	£28,175	£32,200
26	£4,186	£8,372	£12,558	£16,744	£20,930	£25,116	£29,302	£33,488
27	£4,347	£8,694	£13,041	£17,388	£21,735	£26,082	£30,429	£34,776
28	£4,508	£9,016	£13,524	£18,032	£22,540	£27,048	£31,556	£36,064
29	£4,669	£9,338	£14,007	£18,676	£23,345	£28,014	£32,683	£37,352
30	£4,830	£9,660	£14,490	£19,320	£24,150	£28,980	£33,810	£38,640
31	£4,991	£9,982	£14,973	£19,964	£24,955	£29,946	£34,937	£39,928
32	£5,152	£10,304	£15,456	£20,608	£25,760	£30,912	£36,064	£41,216
33	£5,313	£10,626	£15,939	£21,252	£26,565	£31,878	£37,191	£42,504
34	£5,474	£10,948	£16,422	£21,896	£27,370	£32,844	£38,318	£43,792
35	£5,635	£11,270	£16,905	£22,540	£28,175	£33,810	£39,445	£45,080
36	£5,796	£11,592	£17,388	£23,184	£28,980	£34,776	£40,572	£46,368
37	£5,957	£11,914	£17,871	£23,828	£29,785	£35,742	£41,699	£47,656
38	£6,118	£12,236	£18,354	£24,472	£30,590	£36,708	£42,826	£48,944
39	£6,279	£12,558	£18,837	£25,116	£31,395	£37,674	£43,953	£50,232
40	£6,440	£12,880	£19,320	£25,760	£32,200	£38,640	£45,080	£51,520
41	£6,601	£13,202	£19,803	£26,404	£33,005	£39,606	£46,207	£52,808
42	£6,762	£13,524	£20,286	£27,048	£33,810	£40,572	£47,334	£54,096
43	£6,923	£13,846	£20,769	£27,692	£34,615	£41,538	£48,461	£55,384
44	£7,084	£14,168	£21,252	£28,336	£35,420	£42,504	£49,588	£56,672
45	£7,245	£14,490	£21,735	£28,980	£36,225	£43,470	£50,715	£57,960
46	£7,406	£14,812	£22,218	£29,624	£37,030	£44,436	£51,842	£59,248
47	£7,567	£15,134	£22,701	£30,268	£37,835	£45,402	£52,969	£60,536
48	£7,728	£15,456	£23,184	£30,912	£38,640	£46,368	£54,096	£61,824
49	£7,889	£15,778	£23,667	£31,556	£39,445	£47,334	£55,223	£63,112
50	£8,050	£16,100	£24,150	£32,200	£40,250	£48,300	£56,350	£64,400
51	£8,211	£16,422	£24,633	£32,844	£41,055	£49,266	£57,477	£65,688
52	£8,372	£16,744	£25,116	£33,488	£41,860	£50,232	£58,604	£66,976
53	£8,533	£17,066	£25,599	£34,132	£42,665	£51,198	£59,731	£68,264
54	£8,694	£17,388	£26,082	£34,776	£43,470	£52,164	£60,858	£69,552
55	£8,855	£17,710	£26,565	£35,420	£44,275	£53,130	£61,985	£70,840
56	£9,016	£18,032	£27,048	£36,064	£45,080	£54,096	£63,112	£72,128