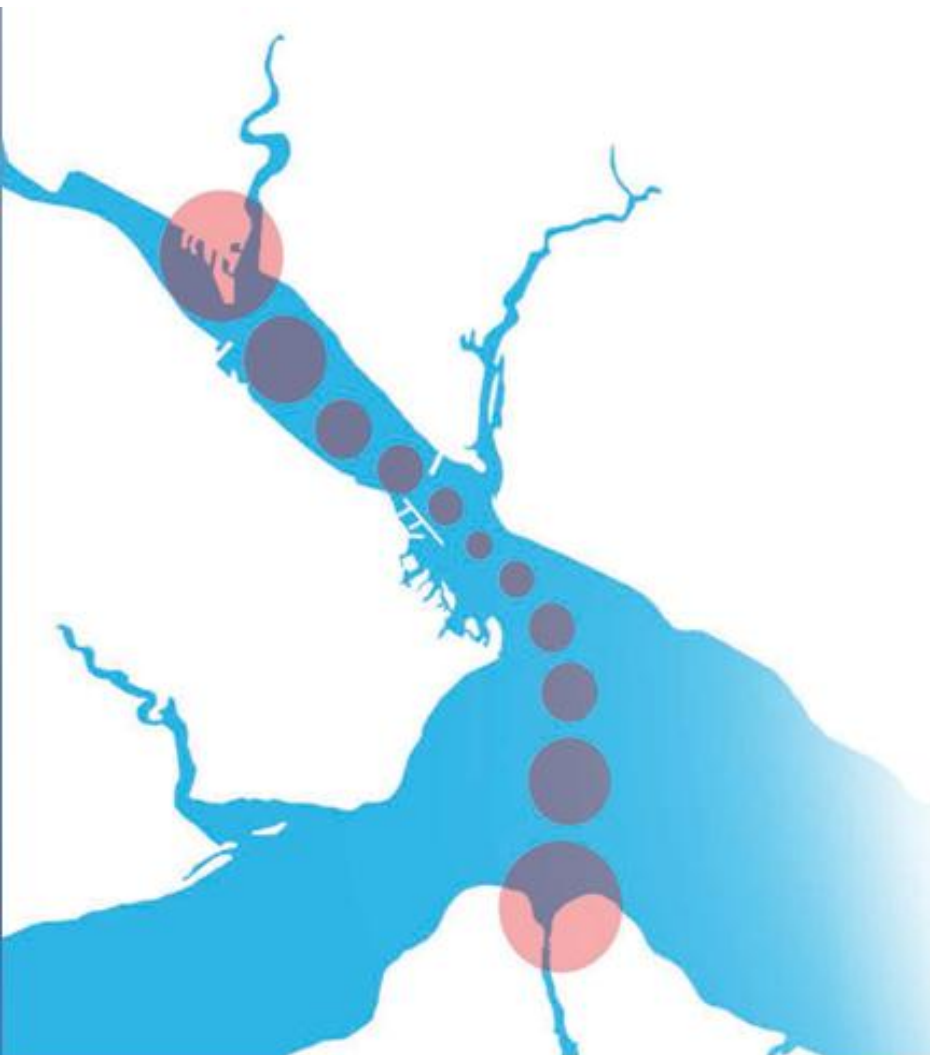




RED FUNNEL

THE ISLE OF WIGHT SPECIALIST

Murray Carter
Customer Services Director



Red Funnel 2014 Performance:

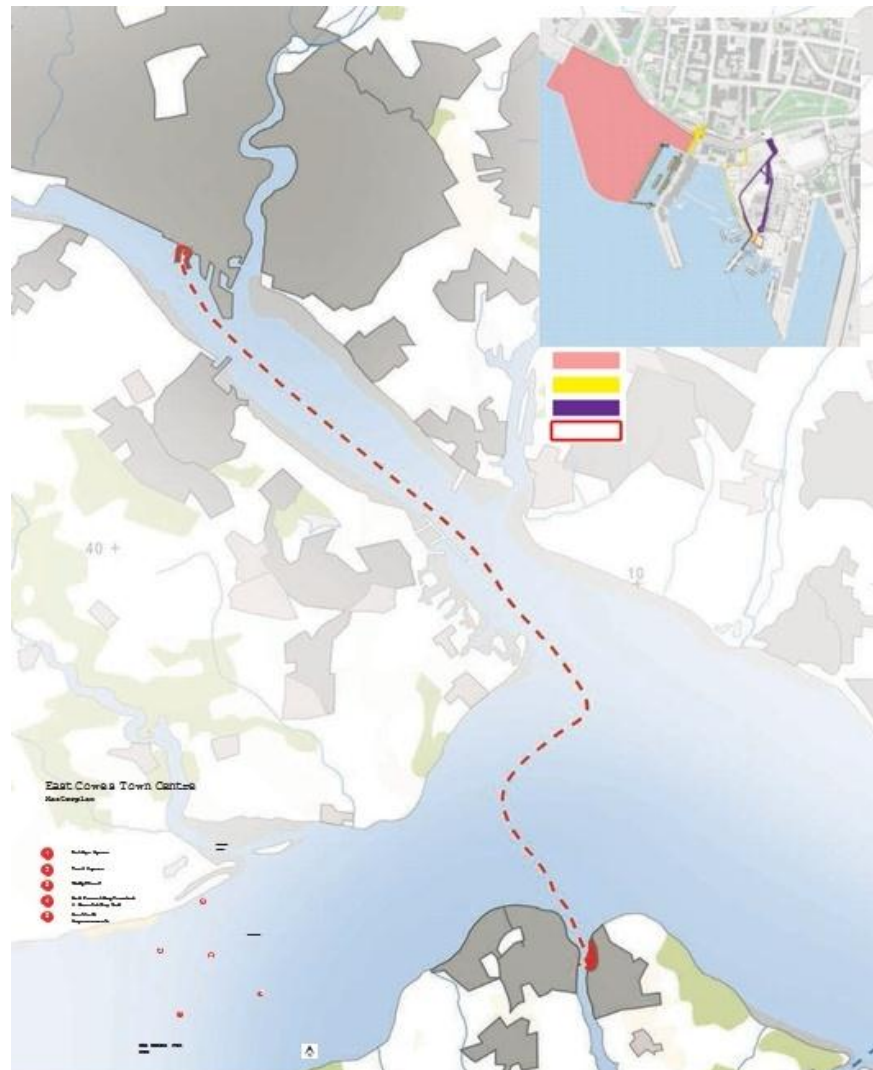
- Operated 11.7K Ferry sailings
- Operated 18.5K High Speed sailings
- Transported in excess of 3.3M passengers
- Circa 837K vehicle movements
- Employ circa 450 FTEs

Red Funnel Investment:

- Invested £5M in Red Osprey and Red Falcon accommodation upgrades
- £6M investment in Red Jet 6 – to be built in Cowes.
- Exchanged contracts with the HCA for the purchase of Seaholme Yard.
- Secured parent company backing to deliver the East Cowes relocation project.
- Significant investment in “Think Like a Customer” training.

Solent Gateways

Improving Connectivity between Southampton and the Isle of Wight



Key elements:

- £15M investment from Red Funnel.
- Re-location and expansion of Red Funnel Terminal facilities in Southampton and East Cowes.
- Opportunity to redevelop East Cowes Town Centre.
- Synergies with Victoria Marina development.
- Red Funnel relocation in Southampton enables £450M Royal Pier Waterfront development.
- Removal of current Red Funnel barriers to growth.
- £15M SLEP funding for associated public realm improvements.

Vision

To be the Gateway for the Isle of Wight

Mission

To be the customers' choice and the preferred partner for the
Isle of Wight

Royal Pier Waterfront

Site Photograph and Illustrative CGI

Before



After



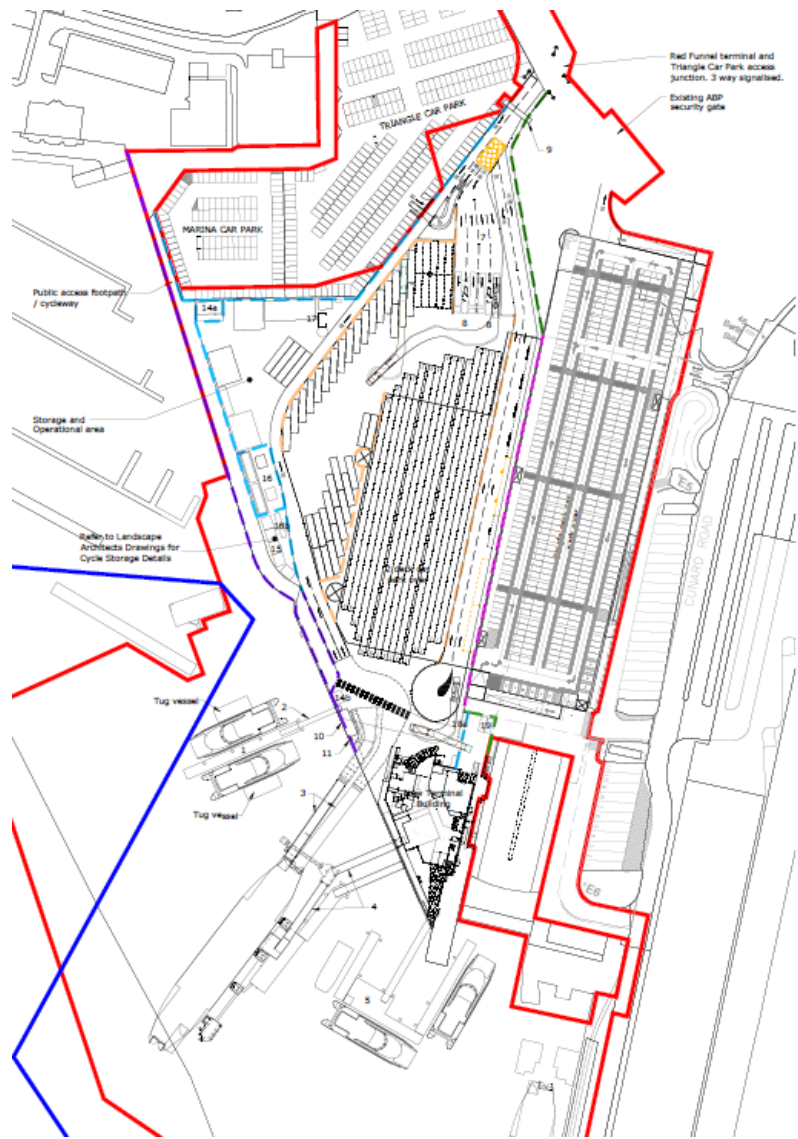
Royal Pier Waterfront

Mayflower Park, Royal Pier and Trafalgar Dock Site



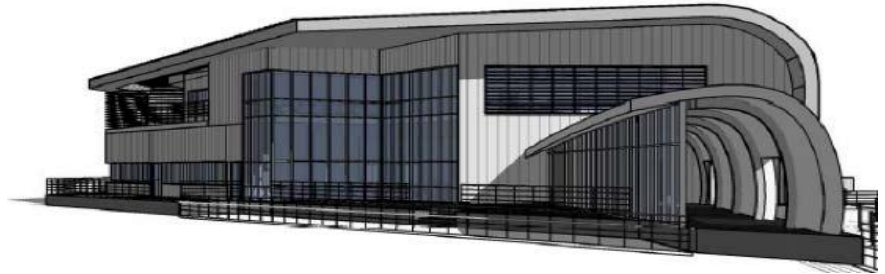
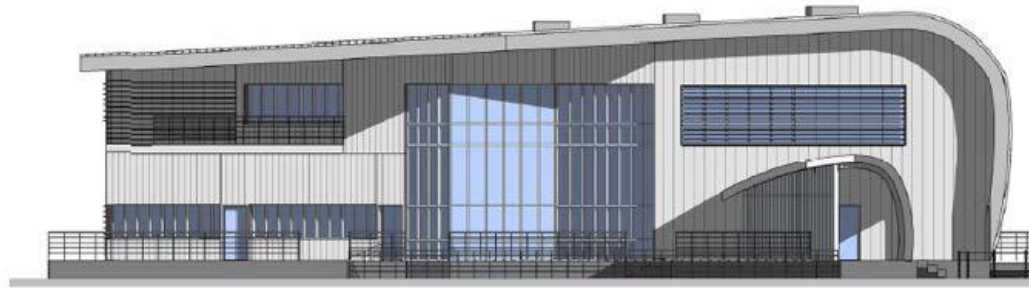
Royal Pier Waterfront

Red Funnel Trafalgar Dock Site

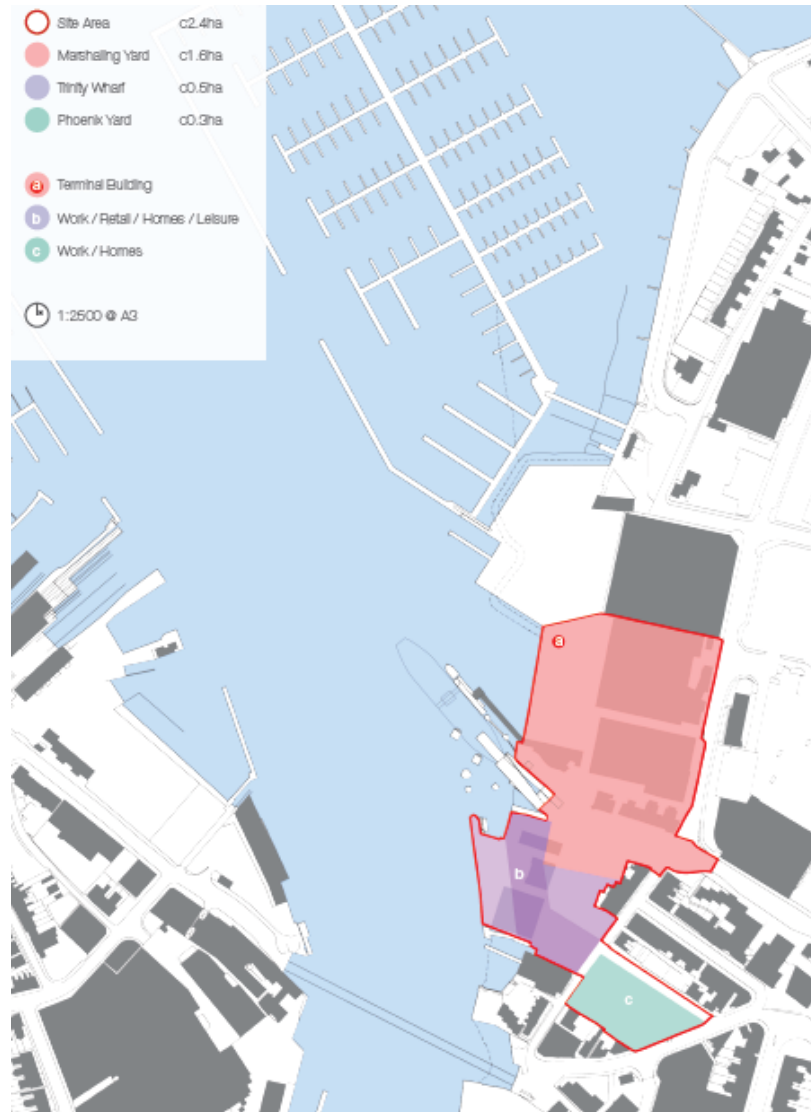


Terminal Highlights:

- Ferry, High Speed and Head Office on one site.
- 450 CEU under cover Marshalling Yard.
- 40 Freight bays.
- Access / Egress through Dock Gate 5.
- £5.3M Terminal Building (2,000sqm).
- Automated Check in facilities.
- Improved traffic management.



Red Funnel Terminal Re-location



East Cowes Terminal Highlights:

- Creation of a 450 CEU capacity terminal.
- Alignment of East Cowes and Southampton terminal capacity and quality of facilities.
- Unlocking potential for Red Funnel growth and associated private sector investment
- Enhancement of the Gateway to the IOW delivering significant economic benefits.
- Segregation of Southampton and East Cowes / Chain Ferry traffic
- Circa £6M of Red Funnel investment.
- Enables East Cowes Regeneration to take place creating a modern and appealing destination.





Land Ownership:

- Red Funnel have exchanged contracts with the HCA for the purchase of Seaholme Yard and Trinity Wharf.
- This is conditional on SLEP funding being awarded and the appropriate planning consent being secured by January 2016.
- Trinity Wharf and Trinity / Phoenix Yards would be sold for regeneration.
- Purchase of Dover Road properties is progressing.
- Public Slipway will be “stopped up” with an alternative facility being provided north of the new marina.
- Modifications required to the Public Highway.

East Cowes Regeneration

The Potential

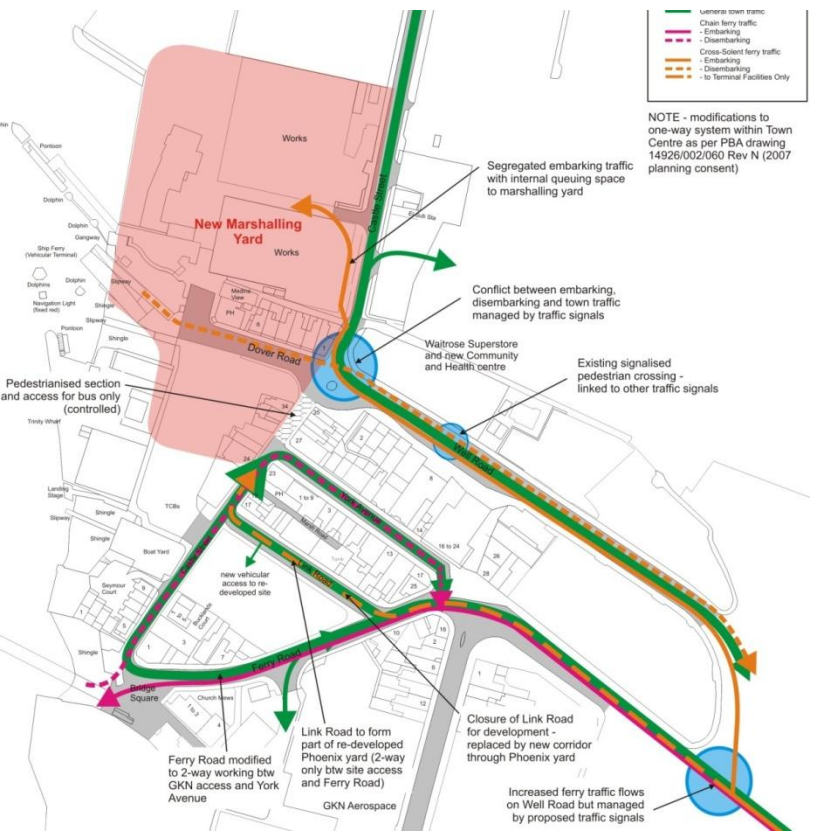


East Cowes Regeneration:

- Hybrid planning application to be submitted August 2015 – detailed for the Red Funnel Terminal and outline for Town Centre.
- Terminal relocation could give the opportunity for a development to include:
 - Up to 140 residential dwellings.
 - A 60 Bedroom hotel.
 - 1,200 sqm retail (A1-A4).
 - Circa £12.5M construction spend.
- The creation of an attractive and appealing destination which would enhance the Gateway to the IOW and drive footfall.

East Cowes Regeneration

Improved traffic management and public realm



Solent LEP Public Realm Funding:

- Enhancement of East Cowes as a destination which in turn will drive economic benefit to the area.
- Re-configuration of the current highway to segregate Southampton and East Cowes Traffic.
- Bridge Square – creating an enhanced pedestrian link to Castle Street and York Square
- York Square – creation of a quality pedestrian focussed space connecting East Cowes with the Chain Ferry, Trinity Wharf and Castle Street.
- Provision of a new Chain Ferry providing a critical link between East and West Cowes



Solent Gateways

Improving Connectivity between Southampton and the Isle of Wight

Summary:

- Solent Gateways is a fully integrated project – Trafalgar Dock, East Cowes Public Realm and the East Cowes Chain Ferry.
- Removes current barriers to Cross Solent Growth.
- Enables circa £15M of Red Funnel investment.
- Unlocks the Royal Pier Waterfront £450M development project.
- Creates an opportunity for the regeneration of East Cowes.
- Delivers £7.5M of public realm funding for East Cowes, including the replacement of the Chain Ferry which otherwise would have to withdraw from service in circa 2 years.
- Enhancement of East Cowes as a destination which in turn will drive economic benefit to the Island.

