

PUBLIC SECTOR REFORM (SCOTLAND) ACT 2010

VISITSCOTLAND return for year ending 31st March 2017

The following statements are published in accordance with Section 31(1), 31(2), 31(3) and 31(4) of the Act.

| ACTIVITY | NOTES | GBP'000 |
|--|--|---------------|
| SUPPORT GRANTS | <i>Includes support for cultural and sports events and growth fund projects</i> | 8,218 |
| PROMOTIONAL, CONFERENCE & EVENT ACTIVITIES | | 7,524 |
| MEDIA ADVERTISING | | 9,024 |
| DIRECT MARKETING | <i>Includes iCentre costs</i> | 5,664 |
| OTHER MARKETING COSTS | <i>includes branding, design, publications, printing & distribution</i> | 833 |
| RESEARCH & EVALUATION | | 1,017 |
| TOTAL PR MARKETING SPEND | | 32,279 |
| OVERSEAS TRAVEL | <i>Includes travel to as well as from the UK; and the cost of hotels, the cost of travel and subsistence during overseas visits and other related expenditure</i> | 294 |
| HOSPITALITY AND ENTERTAINMENT | <i>Includes any gifts, meals, parties, receptions, tickets for or invitations to public, sporting, cultural or other events or other similar benefits accorded by VisitScotland to its own members or employees or third parties for whatever reason</i> | 31 |
| EXTERNAL CONSULTANCY | <i>Includes management, IT, financial, construction or infrastructure related consultancy, audit fees and third party technical support</i> | 59 |
| RENUMERATIONS RECEIVED IN EXCESS OF £150k | <i>Does not include receipt of pension, voluntary severance compromise agreements or redundancy payments</i> | None |

See Appendix 1 for statements in accordance with 31(3) of the Act: Payments over £25,000.

The following statement is published in accordance with Section 32(1)(b).

Promotion of Sustainable Growth

In line with the Scottish Government's plans, VisitScotland aspires to make Scotland Europe's most sustainable destination and aims to be recognised as a leader in sustainable tourism development.

VisitScotland will contribute to a more sustainable future for Scotland through taking direct action on issues under our control and playing an influencing role to help drive sustainability within the tourism sector in Scotland.

VisitScotland's Sustainable Tourism Strategy provides a clear rationale and plan for delivering our aspirations for sustainable tourism. The vision and objectives will be delivered through:

- our internal operations- activities over which we have direct control (e.g. energy use, purchasing) engagement with visitors- through our marketing campaigns and visitor information centres
- engagement with businesses- through quality assurance and business advice
- engagement with strategic partners- those with appropriate expertise and influence to help achieve the objectives.

The following statement is published in accordance with Section 32(1)(b).

Statement of Efficiency, Effectiveness and Economy

The below are extracts from the VisitScotland Annual Procurement Report (2016 – 2018), for the full and detailed report please visit <https://www.visitscotland.org/about-us/our-policies/procurement>.

Efficiencies

Public Contracts Scotland (PCS) is used to publicly advertise all relevant tender opportunities with an aggregated value exceeding threshold to be classified as a Regulated procurement. The volume of published Regulated Contract Notices is summarised as follows:

- Period: 31 December 2016 to 31 March 2017 VS confirmed the award of 9 regulated procurement through Public Contracts Scotland.

In accordance with the Public Contracts (Scotland) Act 2014, the organisation has published and maintained a Contracts Register on www.visitscotland.org on a quarterly basis.

In addition, the organisation has accessed Public Contracts Scotland to manage a programme of Quick Quotes. Quick Quote is used for the lower value

procurements with a value great than £5,000, but less than a regulated procurement. These can be summarised as follows:

- Period: : 31 December 2016 to 31 March 2017 VS confirmed the award of 26 Quick Quotes through Public Contracts Scotland.

In all relevant procurements, evaluation have been conducted against the criterion that will best deliver the operational objectives of the corporate plan. As required by the procurement Reform (Scotland) Act 2014, contract award decisions were made on the basis of the Most Economically Advantageous Tender (MEAT).

Collaboration

VisitScotland led on the collaborative procurement for the provision of Leaflet Merchandising, Storage & Distribution. Collaborative partners tot eh contracts

are: VisitScotland, Historic Environment Scotland, National Trust for Scotland, Royal Botanic Gardens Edinburgh, Scottish Parliamentary Corporate Body, Forestry Commission Scotland, Scottish National Heritage and National Galleries of Scotland. The contract was awarded on the 36 month basis to a maximum value of £825,000.

VS led on the collaborative procurement of Media Auditor Services in support of the Scottish Government Media Planning, Buying and Associated Services. The services offered by this contract are provided into 30+ public sector organisations. The contract was awarded on a 36 month basis to a maximum value of £225,000.

Working in collaboration with Shetland Islands Council, Orkney Islands Council and Outer Hebrides Council, VisitScotland contracted for the provision of an Island Visitor Survey. The research contract was awarded on a 24 month basis to a maximum value of £60,000.

The organisation continues to support external collaborative contract, providing resource into key collaborative User Intelligence Groups (UIGs). This

provides technical expertise into the procurement project and insures that the organisation's operational requirements are fully considered in specification and during contract development and management. In the period covered by this report, VS has contributed to the following collaborative UIGs:

- Marketing – Creative Services Framework (Scottish Government)
- Marketing – Digital marketing Framework (Scottish Government)
- Marketing – Public Relations Framework (Scottish Government)
- Publishing, Print, Design and Associated Services (Scottish Government)
- Print and Associated Services (Scottish Government)

Savings

Annual procurement efficiencies are forecast in the range of £0.4m - £0.7m per annum. The following efficiencies have been achieved:

Full Financial year 2016/17 - £670k

| Supplier | Payment date | Value | Supply |
|---|--------------|--------------|-------------------------------------|
| APS Group (Scotland) Ltd | 08/04/2016 | 74,714.38 | Printing |
| APS Group (Scotland) Ltd Total | | 74,714.38 | |
| Argyll & Bute Council | 08/04/2016 | 34,500.44 | VIC refurbishment |
| Argyll & Bute Council Total | | 34,500.44 | |
| Argyll & Bute Cncil-Rates only | 22/04/2016 | 28,265.60 | Rates |
| Argyll & Bute Cncil-Rates only Total | | 28,265.60 | |
| AWG Group Ltd | 22/04/2016 | 222,657.86 | Rent |
| AWG Group Ltd Total | | 222,657.86 | |
| Carat | 05/04/2016 | 70,676.76 | Media advertising |
| Carat | 14/04/2016 | 30,909.23 | Media advertising |
| Carat | 19/04/2016 | 102,342.17 | Media advertising |
| Carat Total | | 203,928.16 | |
| Carat (CAD) | 06/04/2016 | 314,422.09 | Global media advertising |
| Carat (CAD) Total | | 314,422.09 | |
| Carat (EUR) | 06/04/2016 | 40,451.23 | Global media advertising |
| Carat (EUR) | 13/04/2016 | 62,712.00 | Global media advertising |
| Carat (EUR) Total | | 103,163.23 | |
| CoolSpirit | 22/04/2016 | 37,412.60 | ITC equipment |
| CoolSpirit Total | | 37,412.60 | |
| EDF Energy | 22/04/2016 | 27,235.45 | Power supplies |
| EDF Energy Total | | 27,235.45 | |
| Edinburgh Int. Conference Centre | 08/04/2016 | 40,776.42 | Venue hire |
| Edinburgh Int. Conference Centre Total | | 40,776.42 | |
| Fife Council | 22/04/2016 | 34,541.18 | Rent |
| Fife Council Total | | 34,541.18 | |
| Glasgow City Council | 19/04/2016 | 41,310.00 | Rates |
| Glasgow City Council Total | | 41,310.00 | |
| Guardian News and Media | 05/04/2016 | 60,000.00 | Guardian travel awards |
| Guardian News and Media | 08/04/2016 | 120,000.00 | Guardian travel awards |
| Guardian News and Media Total | | 180,000.00 | |
| Maindec Computer Solutions Ltd | 27/04/2016 | 48,326.78 | IT support |
| Maindec Computer Solutions Ltd Total | | 48,326.78 | |
| P G A European Tour | 12/04/2016 | 50,000.00 | Event grant |
| P G A European Tour | 19/04/2016 | 100,000.00 | Event grant |
| P G A European Tour Total | | 150,000.00 | |
| Perth & Kinross Council-Rates | 14/04/2016 | 30,339.90 | Rates |
| Perth & Kinross Council-Rates Total | | 30,339.90 | |
| R&A Championships Ltd | 05/04/2016 | 33,000.00 | Exhibition services |
| R&A Championships Ltd Total | | 33,000.00 | |
| Regent Exhibitions Ltd | 13/04/2016 | 102,777.60 | Exhibition space |
| Regent Exhibitions Ltd Total | | 102,777.60 | |
| Stirling Council | 08/04/2016 | 26,550.00 | Rent |
| Stirling Council Total | | 26,550.00 | |
| The Highland Council - Rates | 22/04/2016 | 158,639.00 | Rates |
| The Highland Council - Rates Total | | 158,639.00 | |
| The Rocket Group | 05/04/2016 | 41,995.17 | Exhibition services |
| The Rocket Group Total | | 41,995.17 | |
| TNS UK Ltd | 14/04/2016 | 62,490.00 | Research - UKTS Industry Statistics |
| TNS UK Ltd Total | | 62,490.00 | |
| Whistl UK Ltd | 19/04/2016 | 75,806.39 | Mailing and distribution charges |
| Whistl UK Ltd Total | | 75,806.39 | |
| XMA Ltd | 15/04/2016 | 25,591.68 | ITC equipment |
| XMA Ltd Total | | 25,591.68 | |
| Grand Total | | 2,098,443.93 | |

| Supplier | Payment date | Value | Supply |
|--|--------------|--------------|---------------------------------|
| Aon UK Limited | 27/05/2016 | 51,446.99 | Insurance |
| Aon UK Limited Total | | 51,446.99 | |
| APS Group (Scotland) Ltd | 03/05/2016 | 26,240.81 | Printing |
| APS Group (Scotland) Ltd Total | | 26,240.81 | |
| Big Worldwide | 20/05/2016 | 43,680.00 | Global forum participation |
| Big Worldwide Total | | 43,680.00 | |
| Capita Hartshead | 03/05/2016 | 138,507.59 | Employers pension costs |
| Capita Hartshead Total | | 138,507.59 | |
| Capita Travel and Events | 13/05/2016 | 41,715.10 | Accommodation bookings |
| Capita Travel and Events | 20/05/2016 | 29,476.90 | Accommodation bookings |
| Capita Travel and Events Total | | 71,192.00 | |
| Carat | 03/05/2016 | 394,533.27 | Media advertising |
| Carat | 13/05/2016 | 37,940.33 | Media advertising |
| Carat | 20/05/2016 | 128,256.69 | Media advertising |
| Carat | 27/05/2016 | 96,059.36 | Media advertising |
| Carat | 31/05/2016 | 73,301.98 | Media advertising |
| Carat Total | | 730,091.63 | |
| Carat (CAD) | 25/05/2016 | 78,356.92 | Global media advertising |
| Carat (CAD) Total | | 78,356.92 | |
| Centaur Media PLC | 31/05/2016 | 67,969.07 | Exhibition space |
| Centaur Media PLC Total | | 67,969.07 | |
| EDF Energy | 24/05/2016 | 32,598.48 | Power supplies |
| EDF Energy Total | | 32,598.48 | |
| Edinburgh Int. Film Festival | 20/05/2016 | 25,000.00 | Event grant |
| Edinburgh Int. Film Festival Total | | 25,000.00 | |
| Fife Council/Rates | 03/05/2016 | 28,477.00 | Rates |
| Fife Council/Rates Total | | 28,477.00 | |
| Graham & Sibbald | 03/05/2016 | 25,096.20 | Rent |
| Graham & Sibbald Total | | 25,096.20 | |
| K International Ltd | 27/05/2016 | 69,122.50 | Interpretation services |
| K International Ltd Total | | 69,122.50 | |
| Lothian Buses Plc | 24/05/2016 | 26,737.98 | 3rd party ticket sales |
| Lothian Buses Plc Total | | 26,737.98 | |
| Lothian Pension Fund | 03/05/2016 | 53,223.98 | Employers pension costs |
| Lothian Pension Fund Total | | 53,223.98 | |
| McGladdery Estates (20516150) | 13/05/2016 | 53,400.00 | Rent |
| McGladdery Estates (20516150) Total | | 53,400.00 | |
| P G A European Tour | 24/05/2016 | 35,000.00 | Event grant |
| P G A European Tour Total | | 35,000.00 | |
| Progressive Partnership | 10/05/2016 | 35,574.00 | Research - golf economic impact |
| Progressive Partnership Total | | 35,574.00 | |
| R&A Championships Ltd | 10/05/2016 | 288,480.00 | Exhibition services |
| R&A Championships Ltd Total | | 288,480.00 | |
| Savills UK Ltd | 06/05/2016 | 94,512.00 | Rent |
| Savills UK Ltd Total | | 94,512.00 | |
| Grand Total | | 1,974,707.15 | |

| Supplier | Payment date | Value | Supply |
|--|---------------------|--------------|-------------------------|
| Capita Hartshead | 14/06/2016 | 135,907.19 | Employers pension costs |
| Capita Hartshead Total | | 135,907.19 | |
| Culture and Sport Glasgow | 17/06/2016 | 50,000.00 | Event grant |
| Culture and Sport Glasgow Total | | 50,000.00 | |
| GES Ltd | 07/06/2016 | 157,339.78 | Exhibition services |
| GES Ltd Total | | 157,339.78 | |
| Ladies European Tour Ltd | 01/06/2016 | 480,000.00 | Solheim Cup hosting |
| Ladies European Tour Ltd | 29/06/2016 | 208,317.26 | TV production services |
| Ladies European Tour Ltd Total | | 688,317.26 | |
| Lothian Buses Plc | 07/06/2016 | 29,685.65 | 3rd party ticket sales |
| Lothian Buses Plc | 21/06/2016 | 35,076.05 | 3rd party ticket sales |
| Lothian Buses Plc Total | | 64,761.70 | |
| Lothian Pension Fund | 14/06/2016 | 51,366.81 | Employers pension costs |
| Lothian Pension Fund Total | | 51,366.81 | |
| MOBO Organisation Ltd | 28/06/2016 | 30,000.00 | Event grant |
| MOBO Organisation Ltd Total | | 30,000.00 | |
| P G A European Tour | 28/06/2016 | 50,000.00 | Event grant |
| P G A European Tour Total | | 50,000.00 | |
| PGA European Tour | 17/06/2016 | 1,200,000.00 | Event sponsorship |
| PGA European Tour Total | | 1,200,000.00 | |
| PGA European Tour-USD | 07/06/2016 | 379,232.51 | Broadcast sponsorship |
| PGA European Tour-USD Total | | 379,232.51 | |
| Phoenix Software Limited | 14/06/2016 | 186,831.68 | Software supplies |
| Phoenix Software Limited Total | | 186,831.68 | |
| PSP Media Group Ltd | 10/06/2016 | 48,000.00 | Event sponsorship |
| PSP Media Group Ltd | 24/06/2016 | 48,000.00 | Event sponsorship |
| PSP Media Group Ltd Total | | 96,000.00 | |
| Stirling Council | 28/06/2016 | 26,550.00 | Rent |
| Stirling Council Total | | 26,550.00 | |
| The Rocket Group | 14/06/2016 | 34,208.93 | Exhibition services |
| The Rocket Group Total | | 34,208.93 | |
| WhiteSpace | 17/06/2016 | 35,948.40 | Digital creative |
| WhiteSpace Total | | 35,948.40 | |
| Grand Total | | 3,186,464.26 | |

| Supplier | Payment date | Value | Supply |
|--|--------------|---------------------|-------------------------------------|
| Aberdeen Asset Management PLC | 26/07/2016 | 255,000.00 | Event grant |
| Aberdeen Asset Management PLC Total | | 255,000.00 | |
| Alterian | 08/07/2016 | 90,871.27 | Software support |
| Alterian Total | | 90,871.27 | |
| Audit Scotland | 26/07/2016 | 34,510.00 | Audit fees |
| Audit Scotland Total | | 34,510.00 | |
| Capita Hartshead | 05/07/2016 | 137,395.46 | Employers pension costs |
| Capita Hartshead | 29/07/2016 | 138,745.28 | Employers pension costs |
| Capita Hartshead Total | | 276,140.74 | |
| Carat | 01/07/2016 | 168,732.57 | Media advertising |
| Carat | 12/07/2016 | 119,552.19 | Media advertising |
| Carat | 22/07/2016 | 36,162.41 | Media advertising |
| Carat Total | | 324,447.17 | |
| Curious | 01/07/2016 | 25,404.11 | Icentre signage |
| Curious Total | | 25,404.11 | |
| EDF Energy | 19/07/2016 | 27,268.51 | Power supplies |
| EDF Energy Total | | 27,268.51 | |
| Graham & Sibbald | 22/07/2016 | 25,096.20 | Rent |
| Graham & Sibbald Total | | 25,096.20 | |
| Historic Environment Scotland | 19/07/2016 | 30,083.36 | 3rd party ticket sales |
| Historic Environment Scotland Total | | 30,083.36 | |
| HM Revenue & Customs | 11/07/2016 | 213,971.76 | VAT |
| HM Revenue & Customs Total | | 213,971.76 | |
| London & Partners Ltd | 01/07/2016 | 60,000.00 | Sponsorship |
| London & Partners Ltd Total | | 60,000.00 | |
| Lothian Buses Plc | 05/07/2016 | 32,762.43 | 3rd party ticket sales |
| Lothian Buses Plc | 19/07/2016 | 29,462.00 | 3rd party ticket sales |
| Lothian Buses Plc Total | | 62,224.43 | |
| Lothian Pension Fund | 05/07/2016 | 54,577.20 | Employers pension costs |
| Lothian Pension Fund | 29/07/2016 | 52,467.59 | Employers pension costs |
| Lothian Pension Fund Total | | 107,044.79 | |
| P G A European Tour | 05/07/2016 | 70,000.00 | Event grant |
| P G A European Tour Total | | 70,000.00 | |
| PCMA | 27/07/2016 | 31,202.29 | Sponsorship |
| PCMA Total | | 31,202.29 | |
| Reed Exhibitions Ltd | 01/07/2016 | 25,330.43 | Exhibition services |
| Reed Exhibitions Ltd Total | | 25,330.43 | |
| Scottish Citylink Coaches Ltd | 19/07/2016 | 25,708.37 | 3rd party ticket sales |
| Scottish Citylink Coaches Ltd Total | | 25,708.37 | |
| The Rocket Group | 22/07/2016 | 45,625.20 | Exhibition services |
| The Rocket Group Total | | 45,625.20 | |
| TNS UK Ltd | 05/07/2016 | 31,200.00 | Research - UKTS Industry Statistics |
| TNS UK Ltd Total | | 31,200.00 | |
| Union Advertising Limited | 19/07/2016 | 43,199.40 | Advertising production |
| Union Advertising Limited | 29/07/2016 | 50,726.40 | Advertising production |
| Union Advertising Limited Total | | 93,925.80 | |
| Grand Total | | 1,855,054.43 | |

| Supplier | Payment date | Value | Supply |
|---|--------------|--------------|-----------------------------|
| 4sports and Entertainment UK Ltd | 23/08/2016 | 25,000.00 | Event grant |
| 4sports and Entertainment UK Ltd Total | | 25,000.00 | |
| AWG Group Ltd | 19/08/2016 | 174,799.04 | Rent |
| AWG Group Ltd Total | | 174,799.04 | |
| Carat | 10/08/2016 | 90,857.02 | Media advertising |
| Carat Total | | 90,857.02 | |
| Culture and Sport Glasgow | 09/08/2016 | 400,000.00 | Event grant |
| Culture and Sport Glasgow Total | | 400,000.00 | |
| Curling Events Scotland | 12/08/2016 | 78,590.80 | Event grant |
| Curling Events Scotland Total | | 78,590.80 | |
| EDF Energy | 23/08/2016 | 29,288.03 | Power supplies |
| EDF Energy Total | | 29,288.03 | |
| Edinburgh Inter. Festival Soc. | 02/08/2016 | 42,500.00 | Event grant |
| Edinburgh Inter. Festival Soc. Total | | 42,500.00 | |
| Free Media T/A Direct Distributi | 19/08/2016 | 28,545.55 | Brochure/leaflet deliveries |
| Free Media T/A Direct Distributi Total | | 28,545.55 | |
| Glasgow International Piping | 02/08/2016 | 30,000.00 | Event grant |
| Glasgow International Piping Total | | 30,000.00 | |
| Historic Environment Scotland | 02/08/2016 | 37,518.60 | 3rd party ticket sales |
| Historic Environment Scotland | 16/08/2016 | 52,904.33 | 3rd party ticket sales |
| Historic Environment Scotland | 30/08/2016 | 57,451.89 | 3rd party ticket sales |
| Historic Environment Scotland Total | | 147,874.82 | |
| Lothian Buses Plc | 02/08/2016 | 37,062.40 | 3rd party ticket sales |
| Lothian Buses Plc | 16/08/2016 | 34,127.08 | 3rd party ticket sales |
| Lothian Buses Plc | 30/08/2016 | 33,796.18 | 3rd party ticket sales |
| Lothian Buses Plc Total | | 104,985.66 | |
| McGladdery Estates (20516150) | 16/08/2016 | 53,400.00 | Rent |
| McGladdery Estates (20516150) Total | | 53,400.00 | |
| Mck Joiners & Builders | 02/08/2016 | 27,948.00 | Property maintenance |
| Mck Joiners & Builders Total | | 27,948.00 | |
| P G A European Tour | 23/08/2016 | 35,000.00 | Event grant |
| P G A European Tour Total | | 35,000.00 | |
| Reed Exhibitions | 31/08/2016 | 56,250.96 | Exhibition services |
| Reed Exhibitions Total | | 56,250.96 | |
| Scottish Citylink Coaches Ltd | 02/08/2016 | 30,488.83 | 3rd party ticket sales |
| Scottish Citylink Coaches Ltd | 16/08/2016 | 35,053.47 | 3rd party ticket sales |
| Scottish Citylink Coaches Ltd | 30/08/2016 | 31,755.51 | 3rd party ticket sales |
| Scottish Citylink Coaches Ltd Total | | 97,297.81 | |
| Speakeasy Prods | 02/08/2016 | 45,838.42 | Event services |
| Speakeasy Prods Total | | 45,838.42 | |
| Sub-Zero Events Ltd | 05/08/2016 | 31,875.00 | Event grant |
| Sub-Zero Events Ltd Total | | 31,875.00 | |
| The Rocket Group | 19/08/2016 | 89,990.58 | Exhibition services |
| The Rocket Group Total | | 89,990.58 | |
| Tour of Britain | 26/08/2016 | 35,000.00 | Event grant |
| Tour of Britain Total | | 35,000.00 | |
| WhiteSpace | 30/08/2016 | 118,752.00 | Digital creative |
| WhiteSpace Total | | 118,752.00 | |
| Grand Total | | 1,743,793.69 | |

| Supplier | Payment date | Value | Supply |
|---|--------------|--------------|-------------------------------------|
| AWG Group Ltd | 22/09/2016 | 48,642.47 | Rent |
| AWG Group Ltd Total | | 48,642.47 | |
| Capita Hartshead | 02/09/2016 | 141,605.87 | Employers pension costs |
| Capita Hartshead | 30/09/2016 | 141,587.61 | Employers pension costs |
| Capita Hartshead Total | | 283,193.48 | |
| Carat | 12/09/2016 | 87,689.90 | Media advertising |
| Carat | 13/09/2016 | 283,649.85 | Media advertising |
| Carat | 16/09/2016 | 64,014.84 | Media advertising |
| Carat Total | | 435,354.59 | |
| City of Edinburgh Council | 22/09/2016 | 61,965.00 | Rates |
| City of Edinburgh Council | 30/09/2016 | 211,395.00 | Rates |
| City of Edinburgh Council Total | | 273,360.00 | |
| Culture and Sport Glasgow | 20/09/2016 | 85,000.00 | Event grant |
| Culture and Sport Glasgow Total | | 85,000.00 | |
| Dundee City Council | 22/09/2016 | 25,000.00 | Bid fund support |
| Dundee City Council Total | | 25,000.00 | |
| Festivals Edinburgh Ltd | 16/09/2016 | 35,000.00 | Event grant |
| Festivals Edinburgh Ltd Total | | 35,000.00 | |
| Historic Environment Scotland | 13/09/2016 | 30,570.21 | 3rd party ticket sales |
| Historic Environment Scotland Total | | 30,570.21 | |
| IMEX America Ltd | 21/09/2016 | 100,622.25 | Exhibition services |
| IMEX America Ltd Total | | 100,622.25 | |
| Lothian Buses Plc | 13/09/2016 | 31,485.75 | 3rd party ticket sales |
| Lothian Buses Plc | 27/09/2016 | 32,544.80 | 3rd party ticket sales |
| Lothian Buses Plc Total | | 64,030.55 | |
| Lothian Pension Fund | 02/09/2016 | 53,530.76 | Employers pension costs |
| Lothian Pension Fund | 30/09/2016 | 54,611.61 | Employers pension costs |
| Lothian Pension Fund Total | | 108,142.37 | |
| Mitie Cleaning & Environmental | 27/09/2016 | 28,266.86 | Cleaning services |
| Mitie Cleaning & Environmental Total | | 28,266.86 | |
| Savills UK Ltd | 02/09/2016 | 94,512.00 | Rent |
| Savills UK Ltd Total | | 94,512.00 | |
| Stirling Council | 27/09/2016 | 26,550.00 | Rent |
| Stirling Council Total | | 26,550.00 | |
| TNS UK Ltd | 12/09/2016 | 58,169.81 | Research - UKTS Industry Statistics |
| TNS UK Ltd Total | | 58,169.81 | |
| WhiteSpace | 12/09/2016 | 63,105.00 | Digital creative |
| WhiteSpace | 30/09/2016 | 27,961.80 | Digital creative |
| WhiteSpace Total | | 91,066.80 | |
| Grand Total | | 1,787,481.39 | |

| Supplier | Payment date | Value | Supply |
|--|---------------------|--------------|-------------------------------------|
| AWG Group Ltd | 27/10/2016 | 223,441.51 | Rent |
| AWG Group Ltd Total | | 223,441.51 | |
| Biggart Baillie | 25/10/2016 | 31,730.50 | Legal services |
| Biggart Baillie Total | | 31,730.50 | |
| Blair Castle Estate Limited | 25/10/2016 | 39,100.00 | Event grant |
| Blair Castle Estate Limited Total | | 39,100.00 | |
| British Cycling Events | 28/10/2016 | 112,117.00 | Event grant |
| British Cycling Events Total | | 112,117.00 | |
| Capita Hartshead | 28/10/2016 | 139,044.63 | Employers pension costs |
| Capita Hartshead Total | | 139,044.63 | |
| Culture and Sport Glasgow | 28/10/2016 | 50,000.00 | Event grant |
| Culture and Sport Glasgow Total | | 50,000.00 | |
| Graham & Sibbald | 21/10/2016 | 37,364.81 | Rent |
| Graham & Sibbald | 21/10/2016 | 25,096.20 | Rent |
| Graham & Sibbald Total | | 62,461.01 | |
| HM Revenue & Customs | 25/10/2016 | 126,022.24 | VAT |
| HM Revenue & Customs Total | | 126,022.24 | |
| Lothian Buses Plc | 11/10/2016 | 34,416.45 | 3rd party ticket sales |
| Lothian Buses Plc | 25/10/2016 | 25,054.00 | 3rd party ticket sales |
| Lothian Buses Plc Total | | 59,470.45 | |
| MOBO Organisation Ltd | 14/10/2016 | 50,000.00 | Event grant |
| MOBO Organisation Ltd Total | | 50,000.00 | |
| TNS UK Ltd | 04/10/2016 | 33,865.02 | Research - UKTS Industry Statistics |
| TNS UK Ltd Total | | 33,865.02 | |
| Union Advertising Limited | 14/10/2016 | 26,655.48 | Advertising production |
| Union Advertising Limited | 14/10/2016 | 50,025.60 | Advertising production |
| Union Advertising Limited Total | | 76,681.08 | |
| West End Festival (Glasgow) | 25/10/2016 | 25,500.00 | Event grant |
| West End Festival (Glasgow) Total | | 25,500.00 | |
| WhiteSpace | 04/10/2016 | 37,893.60 | Digital creative |
| WhiteSpace | 07/10/2016 | 48,074.40 | Digital creative |
| WhiteSpace | 14/10/2016 | 67,971.60 | Digital creative |
| WhiteSpace Total | | 153,939.60 | |
| Grand Total | | 1,183,373.04 | |

| Supplier | Payment date | Value | Supply |
|---|---------------------|--------------|-------------------------------------|
| 4sports and Entertainment UK Ltd | 18/11/2016 | 25,000.00 | Event grant |
| 4sports and Entertainment UK Ltd Total | | 25,000.00 | |
| Aberdeen Asset Management PLC | 18/11/2016 | 45,000.00 | Event grant |
| Aberdeen Asset Management PLC Total | | 45,000.00 | |
| Carat | 04/11/2016 | 90,139.11 | Media advertising |
| Carat | 18/11/2016 | 100,721.20 | Media advertising |
| Carat Total | | 190,860.31 | |
| Carat (CAD) | 16/11/2016 | 82,076.31 | Global media advertising |
| Carat (CAD) | 23/11/2016 | 141,297.98 | Global media advertising |
| Carat (CAD) Total | | 223,374.29 | |
| Carat (EUR) | 23/11/2016 | 45,176.69 | Global media advertising |
| Carat (EUR) Total | | 45,176.69 | |
| Carat (USD) | 16/11/2016 | 38,029.48 | Global media advertising |
| Carat (USD) Total | | 38,029.48 | |
| Lothian Pension Fund | 22/11/2016 | 53,534.76 | Employers pension costs |
| Lothian Pension Fund Total | | 53,534.76 | |
| MOBO Organisation Ltd | 10/11/2016 | 100,000.00 | Event grant |
| MOBO Organisation Ltd Total | | 100,000.00 | |
| Reed Exhibitions | 16/11/2016 | 126,174.55 | Exhibition services |
| Reed Exhibitions Total | | 126,174.55 | |
| Savills UK Ltd | 18/11/2016 | 94,512.00 | Rent |
| Savills UK Ltd Total | | 94,512.00 | |
| SECC | 15/11/2016 | 31,350.00 | Exhibition services |
| SECC Total | | 31,350.00 | |
| Stackla Limited | 01/11/2016 | 25,500.00 | Social media software |
| Stackla Limited Total | | 25,500.00 | |
| The Rocket Group | 22/11/2016 | 49,052.50 | Exhibition services |
| The Rocket Group Total | | 49,052.50 | |
| TNS UK Ltd | 10/11/2016 | 58,169.81 | Research - UKTS Industry Statistics |
| TNS UK Ltd Total | | 58,169.81 | |
| Unique Events | 28/11/2016 | 130,000.00 | Event grant |
| Unique Events Total | | 130,000.00 | |
| Virgin Media Business (VS only) | 04/11/2016 | 92,503.90 | Telecommunications |
| Virgin Media Business (VS only) Total | | 92,503.90 | |
| Whistl UK Ltd | 04/11/2016 | 40,643.17 | Mailing and distribution charges |
| Whistl UK Ltd Total | | 40,643.17 | |
| WhiteSpace | 18/11/2016 | 57,480.00 | Digital creative |
| WhiteSpace Total | | 57,480.00 | |
| Grand Total | | 1,426,361.46 | |

| Supplier | Payment date | Value | Supply |
|--|---------------------|--------------|--------------------------|
| Capita Hartshead | 13/12/2016 | 135,505.63 | Employers pension costs |
| Capita Hartshead Total | | 135,505.63 | |
| Carat | 20/12/2016 | 99,255.25 | Media advertising |
| Carat | 21/12/2016 | 134,810.96 | Media advertising |
| Carat Total | | 234,066.21 | |
| Carat (EUR) | 21/12/2016 | 35,540.45 | Global media advertising |
| Carat (EUR) Total | | 35,540.45 | |
| Carat (USD) | 21/12/2016 | 341,677.15 | Global media advertising |
| Carat (USD) Total | | 341,677.15 | |
| Culture and Sport Glasgow | 16/12/2016 | 50,000.00 | Event grant |
| Culture and Sport Glasgow Total | | 50,000.00 | |
| Lothian Pension Fund | 13/12/2016 | 53,534.76 | Employers pension costs |
| Lothian Pension Fund Total | | 53,534.76 | |
| Nova International Ltd | 23/12/2016 | 106,250.00 | Event grant |
| Nova International Ltd Total | | 106,250.00 | |
| P G A European Tour | 16/12/2016 | 45,000.00 | Event grant |
| P G A European Tour Total | | 45,000.00 | |
| Redfern Travel Ltd | 23/12/2016 | 54,531.35 | Travel |
| Redfern Travel Ltd Total | | 54,531.35 | |
| Stirling Council | 21/12/2016 | 26,550.00 | Rent |
| Stirling Council Total | | 26,550.00 | |
| Union Advertising Limited | 23/12/2016 | 40,379.04 | Advertising production |
| Union Advertising Limited Total | | 40,379.04 | |
| Grand Total | | 1,123,034.59 | |

VISITSCOTLAND EXPENDITURE OVER £25,000 - JANUARY 2017

| Supplier | Payment date | Value | Supply |
|--|--------------|-----------------------|-------------------------------------|
| Argyll & Bute Council | 17/01/2017 | £ 45,000.00 | VIC refurbishment |
| Total Argyll & Bute Council | | £ 45,000.00 | |
| AWG Group Ltd | 31/01/2017 | £ 223,441.51 | Rent |
| Total AWG Group Ltd | | £ 223,441.51 | |
| Capita Hartshead | 10/01/2017 | £ 137,791.92 | Employers pension costs |
| Capita Hartshead | 17/01/2017 | £ 221,061.87 | Employers pension costs |
| Capita Hartshead | 31/01/2017 | £ 138,744.10 | Employers pension costs |
| Total Capita Hartshead | | £ 497,597.89 | |
| Carat | 06/01/2017 | £ 64,076.71 | Media advertising |
| Carat | 20/01/2017 | £ 125,810.52 | Media advertising |
| Carat | 12/01/2017 | £ 66,735.94 | Media advertising |
| Carat | 18/01/2017 | £ 73,220.89 | Media advertising |
| Carat | 25/01/2017 | £ 74,231.48 | Media advertising |
| Carat | 25/01/2017 | £ 43,548.49 | Media advertising |
| Carat | 18/01/2017 | £ 31,405.99 | Media advertising |
| Total Carat | | £ 479,030.02 | |
| Graham & Sibbald | 17/01/2017 | £ 25,096.20 | Rent |
| Total Graham & Sibbald | | £ 25,096.20 | |
| HM Revenue & Customs | 24/01/2017 | £ 54,682.00 | VAT |
| HM Revenue & Customs | 31/01/2017 | £ 71,068.91 | VAT |
| Total HM Revenue & Customs | | £ 125,750.91 | |
| Ladies European Tour Ltd | 12/01/2017 | £ 669,642.85 | Solheim Cup hosting |
| Total Ladies European Tour Ltd | | £ 669,642.85 | |
| Lothian Pension Fund | 10/01/2017 | £ 53,803.16 | Employers pension costs |
| Lothian Pension Fund | 31/01/2017 | £ 53,781.45 | Employers pension costs |
| Total Lothian Pension Fund | | £ 107,584.61 | |
| MISCO | 10/01/2017 | £ 28,026.24 | IT equipment |
| Total MISCO | | £ 28,026.24 | |
| Reed Exhibitions | 13/01/2017 | £ 63,712.50 | Exhibition services |
| Total Reed Exhibitions | | £ 63,712.50 | |
| Sage (UK) Ltd | 27/01/2017 | £ 68,106.00 | Software maintenance & supply |
| Total Sage (UK) Ltd | | £ 68,106.00 | |
| Scottish Tourism Alliance | 25/01/2017 | £ 45,000.00 | Grant funding |
| Total Scottish Tourism Alliance | | £ 45,000.00 | |
| STV Central Ltd | 27/01/2017 | £ 126,204.72 | Media advertising |
| Total STV Central Ltd | | £ 126,204.72 | |
| TNS UK Ltd | 27/01/2017 | £ 33,865.02 | Research - UKTS Industry Statistics |
| Total TNS UK Ltd | | £ 33,865.02 | |
| WhiteSpace | 06/01/2017 | £ 32,652.00 | Digital creative |
| Total WhiteSpace | | £ 32,652.00 | |
| Grand Total | | £ 2,570,710.47 | |

VISITSCOTLAND EXPENDITURE OVER £25,000 - FEBRUARY 2017

| Supplier | Payment date | Value | Supply |
|---|---------------------|---------------------|----------------------|
| BDRC Continental Ltd | 24/02/2017 | £ 34,608.00 | Campaign research |
| Total BDRC Continental Ltd | | £ 34,608.00 | |
| Carat | 28/02/2017 | £ 113,617.47 | Media advertising |
| Carat | 01/02/2017 | £ 48,913.38 | Media advertising |
| Carat | 15/02/2017 | £ 37,636.81 | Media advertising |
| Carat | 22/02/2017 | £ 32,359.18 | Media advertising |
| Total Carat | | £ 232,526.84 | |
| Cushman & Wakefield Deb Tie Leun | 03/02/2017 | £ 39,000.00 | Professional charges |
| Total Cushman & Wakefield Deb Tie Leun | | £ 39,000.00 | |
| EDF Energy | 28/02/2017 | £ 58,149.95 | Power supplies |
| Total EDF Energy | | £ 58,149.95 | |
| Redfern Travel Ltd | 28/02/2017 | £ 34,813.59 | Travel |
| Total Redfern Travel Ltd | | £ 34,813.59 | |
| Savills UK Ltd | 10/02/2017 | £ 94,512.00 | Rent |
| Total Savills UK Ltd | | £ 94,512.00 | |
| Scottish Government | 21/02/2017 | £ 34,483.30 | Oracle support costs |
| Total Scottish Government | | £ 34,483.30 | |
| Sport Accord | 08/02/2017 | £ 44,964.28 | Exhibition space |
| Total Sport Accord | | £ 44,964.28 | |
| UserZoom Limited | 28/02/2017 | £ 28,116.00 | Web services |
| Total UserZoom Limited | | £ 28,116.00 | |
| Grand Total | | £ 601,173.96 | |

VISITSCOTLAND EXPENDITURE OVER £25,000 - MARCH 2017

| Supplier | Payment date | Value | Supply |
|---|--------------|-----------------------|-------------------------------------|
| Anglian Water Business Ltd | 30/03/2017 | £ 59,107.80 | Water supplies |
| Total Anglian Water Business Ltd | | £ 59,107.80 | |
| APS Group (Scotland) Ltd | 28/03/2017 | £ 27,340.58 | Printing |
| Total APS Group (Scotland) Ltd | | £ 27,340.58 | |
| Capita Hartshead | 07/03/2017 | £ 142,648.73 | Employers pension costs |
| Capita Hartshead | 30/03/2017 | £ 140,490.61 | Employers pension costs |
| Total Capita Hartshead | | £ 283,139.34 | |
| Carat | 17/03/2017 | £ 162,510.17 | Media advertising |
| Carat | 28/03/2017 | £ 91,478.14 | Media advertising |
| Carat | 31/03/2017 | £ 450,826.57 | Media advertising |
| Carat | 27/03/2017 | £ 119,880.27 | Media advertising |
| Carat | 29/03/2017 | £ 29,641.29 | Media advertising |
| Carat | 27/03/2017 | £ 128,381.33 | Media advertising |
| Carat | 29/03/2017 | £ 321,142.90 | Media advertising |
| Total Carat | | £ 1,303,860.67 | |
| Culture and Sport Glasgow | 03/03/2017 | £ 95,974.02 | Event grant |
| Total Culture and Sport Glasgow | | £ 95,974.02 | |
| Curling Events Scotland | 29/03/2017 | £ 33,681.77 | Event grant |
| Edinburgh Int. Conference Centre | 31/03/2017 | £ 50,735.87 | Venue hire |
| Total Edinburgh Int. Conference Centre | | £ 84,417.64 | |
| Edinburgh International Science | 28/03/2017 | £ 34,000.00 | Grant funding |
| Total Edinburgh International Science | | £ 34,000.00 | |
| Ertico - ITS Europe | 27/03/2017 | £ 40,000.00 | Grant funding |
| Total Ertico - ITS Europe | | £ 40,000.00 | |
| Essential Edinburgh | 03/03/2017 | £ 25,000.00 | Grant funding |
| Total Essential Edinburgh | | £ 25,000.00 | |
| Falkirk Community Trust | 03/03/2017 | £ 29,500.00 | Grant funding |
| Total Falkirk Community Trust | | £ 29,500.00 | |
| GES Ltd | 29/03/2017 | £ 66,486.00 | Exhibition services |
| Total GES Ltd | | £ 66,486.00 | |
| Glasgow Film Theatre | 03/03/2017 | £ 27,200.00 | Event grant |
| Total Glasgow Film Theatre | | £ 27,200.00 | |
| Lothian Pension Fund | 07/03/2017 | £ 52,983.36 | Employers pension costs |
| Lothian Pension Fund | 30/03/2017 | £ 49,898.61 | Employers pension costs |
| Total Lothian Pension Fund | | £ 102,881.97 | |
| MOBO Organisation Ltd | 31/03/2017 | £ 90,000.00 | Event grant |
| Total MOBO Organisation Ltd | | £ 90,000.00 | |
| Rare Management Ltd | 31/03/2017 | £ 50,000.00 | Event grant |
| Total Rare Management Ltd | | £ 50,000.00 | |
| Royal College of Nursing | 30/03/2017 | £ 45,000.00 | Grant funding |
| Total Royal College of Nursing | | £ 45,000.00 | |
| Royal Incorporation of Architect | 28/03/2017 | £ 60,000.00 | Event grant |
| Total Royal Incorporation of Architect | | £ 60,000.00 | |
| Scottish Government | 30/03/2017 | £ 78,832.52 | Rent |
| Total Scottish Government | | £ 78,832.52 | |
| Scottish Rugby Union plc | 31/03/2017 | £ 75,000.00 | Event grant |
| Total Scottish Rugby Union plc | | £ 75,000.00 | |
| SEC - Scottish Event Campus | 07/03/2017 | £ 112,521.60 | Grant funding |
| Total SEC - Scottish Event Campus | | £ 112,521.60 | |
| TNS UK Ltd | 17/03/2017 | £ 58,169.80 | Research - UKTS Industry Statistics |

| | | | |
|--|------------|-----------------------|------------------------|
| Total TNS UK Ltd | | £ 58,169.80 | |
| Union Advertising Limited | 28/03/2017 | £ 501,643.20 | Advertising production |
| Total Union Advertising Limited | | £ 501,643.20 | |
| Unique Events | 03/03/2017 | £ 31,450.00 | Event grant |
| Unique Events | 31/03/2017 | £ 130,000.00 | Event grant |
| Total Unique Events | | £ 161,450.00 | |
| WhiteSpace | 10/03/2017 | £ 29,520.00 | Digital creative |
| WhiteSpace | 28/03/2017 | £ 61,304.40 | Digital creative |
| Total WhiteSpace | | £ 90,824.40 | |
| Grand Total | | £ 3,502,349.54 | |