



# Cambridge IGCSE™

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**INFORMATION AND COMMUNICATION TECHNOLOGY**

**0417/02**

Paper 2 Document Production, Databases and Presentations

**For examination from 2023**

MARK SCHEME

Maximum Mark: 70

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**Specimen**

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This document has **16** pages. Any blank pages are indicated.

**Generic Marking Principles**

These general marking principles must be applied by all examiners when marking candidate answers. They should be applied alongside the specific content of the mark scheme or generic level descriptors for a question. Each question paper and mark scheme will also comply with these marking principles.

**GENERIC MARKING PRINCIPLE 1:**

Marks must be awarded in line with:

- the specific content of the mark scheme or the generic level descriptors for the question
- the specific skills defined in the mark scheme or in the generic level descriptors for the question
- the standard of response required by a candidate as exemplified by the standardisation scripts.

**GENERIC MARKING PRINCIPLE 2:**

Marks awarded are always **whole marks** (not half marks, or other fractions).

**GENERIC MARKING PRINCIPLE 3:**

Marks must be awarded **positively**:

- marks are awarded for correct/valid answers, as defined in the mark scheme. However, credit is given for valid answers which go beyond the scope of the syllabus and mark scheme, referring to your Team Leader as appropriate
- marks are awarded when candidates clearly demonstrate what they know and can do
- marks are not deducted for errors
- marks are not deducted for omissions
- answers should only be judged on the quality of spelling, punctuation and grammar when these features are specifically assessed by the question as indicated by the mark scheme. The meaning, however, should be unambiguous.

**GENERIC MARKING PRINCIPLE 4:**

Rules must be applied consistently, e.g. in situations where candidates have not followed instructions or in the application of generic level descriptors.

**GENERIC MARKING PRINCIPLE 5:**

Marks should be awarded using the full range of marks defined in the mark scheme for the question (however; the use of the full mark range may be limited according to the quality of the candidate responses seen).

**GENERIC MARKING PRINCIPLE 6:**

Marks awarded are based solely on the requirements as defined in the mark scheme. Marks should not be awarded with grade thresholds or grade descriptors in mind.

**Task 2 – Document**

Question	Answer	Marks
Please see below for allocation of marks.		
1	File saved as BROKER with correct file type	1
2	<b>Footer</b> Automated page numbers left aligned Name, Centre no, candidate no right aligned	1
3	<b>TY-Subhead style</b> TY-Subhead text style created, named correctly (1) Sans-serif font style, 16 pt, bold, all capitals (1) Centre aligned, 0 space before, 9 pt space after (1)	3
4	<b>Style list</b> List of styles, 2 new styles correctly named, created and saved (TY-Subhead, TY-Table)	1
5	<b>TY-Title – style modified</b> Evidence of original style modified, based on Normal/default (1) Correct attributes: sans-serif, 32 pt, centre, bold, underline, single, 0 pt before, 6 pt after (1)	2
6	Subtitle – correct position, data entry totally accurate, name entered	1
7	Stored TY-Subtitle style applied (sans-serif, 18 pt, underlined only, left aligned, 0 space before/after)	1
8	Section break correct position, applied to correct text (1) 2 equal columns, 2 cm column spacing (1)	2
9	Subheads (5) – TY-Subhead style matches style defined in EV2, applied consistently to all	1
10	<b>Table</b> Data sorted descending on <i>Length in metres</i>	1
11	<b>Table</b> New row inserted in correct position (1) China data entered accurately in new row (1)	2
12	<b>Table</b> All text displayed on one line, fits within column, all gridlines printed (1) TY-Table style seen in EV4 list, applied to complete table (serif 12 pt, centred, italic, single, 0 space before/after) (1)	2
13	<b>Table</b> Top row merged, centred	1
14	<b>Image</b> Correct image inserted in correct position	1
15	<b>Image</b> Image reflected (flipped) – yacht points left	1
16	<b>Image</b> Resized to 6 cm wide, aspect ratio maintained (1) Aligned top of text, left column margin, text wrapped (1)	2

Question	Answer	Marks
17	Document complete/paragraphs intact, no changes to page setup, consistent styles and spacing, top of columns balanced, no widows/orphans, split table, no blank pages, 6 pt after table	1
<b>Total</b>		<b>24</b>

**Task 3 – Database**

Question	Answer	Marks
Please see below for allocation of marks and examples of graphics.		
18	<p><b>Display</b> Length field displays 1 dp (1) Price displays currency symbol, 0 dp (1)</p> <p><b>SP02YACHTS Structure</b> Only fields as given, correct field names and data types (1) <i>Yacht_ID</i> set as primary key (1)</p>	4
19	<p><b>SP02BUILDERS Structure</b> Only fields as given, all data types text (1) <i>Builder_ID</i> set as primary key (1)</p>	2
20	One-to-Many relationship between <i>Builder_ID</i> fields	1
21	<p><i>Antalex</i> entered as a new record – does not replace <i>Caryali</i> (1) New record entered accurately (<i>Antalex</i>   <i>Motor</i>   26   795000   2011   6   3) (1)</p>	2
22	<p><b>Search (35 records)</b> <i>Build_Year</i> &gt;2010 (1) <i>Length</i> is &lt;=40 (1)</p> <p><b>Calculated field</b> Heading <i>Total_Berths</i> totally accurate (1) <i>Total_Berths</i> calculated [<i>Sleeps</i>] + [<i>Crew</i>] (1)</p> <p>Sorted ascending on <i>Type</i> then descending on <i>Length</i> (1) Specified fields, correct order (1) Landscape, one page wide, all base fields present, data fully visible (1) Title – totally accurate, larger font, top of page, fully visible (1) Name, centre number and candidate in footer on every page (1)</p>	9
23	<p><b>Search (30 records)</b> <i>Builder_Name</i> contains <b>Yacht</b> (1) <i>Country_Code</i> is <b>NZ</b> or <b>AU</b> (1) Correct average calculated (1) Value formatted to 1 dp (1) Value positioned below <i>Length</i> column (1) Sorted descending order of price (1) Specified fields, correct order (1) Portrait, all fields present, no truncation, fits single page (1) Title – totally accurate, larger font, top of page, fully visible (1)</p>	9
24	Report 2 exported in pdf format (1)	1
<b>Total</b>		<b>28</b>

**Task 4 – Presentation**

Question	Answer	Marks
Please see below for allocation of marks and examples of graphics.		
25	6 slides imported, title and bullet layout, no changes to text, blank slides	<b>1</b>
26	<b>Master slide items</b> (must be same position and consistent on all slides) Name, centre number, candidate number, same position on every slide, no other items displayed (1) Slide numbers top right, same position on every slide, no overlap of any items (1)	<b>2</b>
27	Slide 1 changed to title layout with title/subtitle centred and in the middle of the slide	<b>1</b>
28	Correct 4 lines demoted correctly, aligned consistently (1) 4 demoted lines smaller font size, italic enhancement (1) 4 demoted lines with dashed (-) bullets (1)	<b>3</b>
29	Vertical comparative bar chart created using correct data (yacht lengths on category axis, number sold on value axis) (1) Yacht lengths labels displayed on category axis (1)	<b>2</b>
30	Chart title totally accurate (1) Accurate value axis title <b>Number Sold</b> , category axis title <b>Length (Metres)</b> (1)	<b>2</b>
31	Value data labels display above each bar, no legend (1)	<b>1</b>
32	Value axis displays minimum 0, maximum 120 (1) Value axis increments 15 (1)	<b>2</b>
33	Correct slide, left of bullets, all data fully visible, no overlap or split words (1)	<b>1</b>
34	Correct text linked ( <i>yacht charters</i> ) (1) Linked to <i>Sales</i> slide (1)	<b>2</b>
35	All slides printed with 2 slides to page	<b>1</b>
<b>Total</b>		<b>18</b>

# Tawara Yacht Brokers

## Draft report by: Candidate Name

We are a global leader in the superyacht industry with an unrivalled construction of some of the largest yachts in the world. Our team of experience and knowledge far beyond anyone else in the industry. With of clients across the world.

Subtitle – correct position, data entry totally accurate, name entered 1 mark  
Stored TY-Subtitle style applied 1 mark  
(sans-serif, 18 pt, underlined only, left aligned, 0 space before/after)

## **GLOBAL ANALYSIS**

For the first time in a global recession the number of new build projects has broken correct position, applied to correct text 1 mark  
2 equal columns, 2 cm column spacing 1 mark  
Table below shows the top 10 luxury yacht owning countries by the total length of yachts on their order books:

<i>New Yacht Orders</i>	
<i>Length in metres</i>	<i>Number of Yachts</i>
<i>Italy</i>	<i>274</i>
<i>Netherlands</i>	<i>65</i>
<i>Turkey</i>	<i>70</i>
<i>United States of America</i>	<i>63</i>
<i>United Kingdom</i>	<i>71</i>
<i>Taiwan</i>	<i>56</i>
<i>Germany</i>	<i>16</i>
<i>China</i>	<i>26</i>
<i>United Arab Emirates</i>	<i>18</i>
<i>Greece</i>	<i>5</i>

Italy still leads the way in terms of the number of projects and total length. The UK market has grown significantly in the last two years and is set to overtake the US with eight more new builds this year than the US. Greece takes the tenth place this year, pushing France out of the list. This may be as

a result of one large French builder temporarily stopping current and future superyacht projects to focus its strategy on commercial and naval contracts.

## **BUSINESS REVIEW**

Subheads (5) – TY-Subhead style matches style defined in EV2, applied consistently to all 1 mark

Our company had a strong first quarter and spring has seen a promising rush of activity in the superyacht sales market. In six weeks we sold five yachts 36 more than 2020, and the highest figure for five years.

### **Table**

Data sorted descending on *Length in metres* 1 mark  
New row inserted in correct position 1 mark  
China data entered accurately in new row 1 mark  
All text displayed on one line, fits within column, all gridlines printed 1 mark  
TY-Table style seen in EV4 list, applied to complete table 1 mark  
(serif 12 pt, centred, italic, single, 0 space before/after)  
Top row merged, centred 1 mark

This year we have had successful representation at several boat shows including the Miami Yacht & Brokerage Show, the Dubai International Boat Show, the Palm Beach International Boat Show and the Palma Superyacht Show.

Footer – Automated page numbers left aligned 1 mark  
Name, centre no, candidate no right aligned

Name, centre number, candidate number

## SALES

Selling large luxury yachts demands professional expertise and extensive market knowledge. We are the world leader in new and used yacht sales, specialising in the sale of motor yachts and sailing yachts.

### Image

- Correct image inserted in correct position 1 mark
- Image reflected (flipped) – boat points left 1 mark
- Resized to 6 cm wide, aspect ratio maintained 1 mark
- Aligned top of text, left column margin, text wrapped 1 mark



The spectacular 50 metre motor yacht Bethany. In March we sold the 30.5 metre motor yacht Luck be a Lady which was built in 2001. Holden Yachting represented the buyer. This yacht had sleek exterior styling and bright and spacious accommodation for up to 10 guests in five staterooms. The interior had benefited from a number of refits.

We followed this with the successful sale of Jocelyn, a 33 metre sailing yacht originally built by US superyacht yard Palmer Johnson. Jocelyn underwent a comprehensive refit in 2010 which updated virtually every system aboard, including cosmetics, with new Awlgrip on all surfaces, all new teak decks and an exhaustive list of upgrades that cost in excess of \$2 million.

We more recently sold the 50 metre Jacob of London, which received an extensive €4 million refit this year. With accommodation for 14 guests in a full beam owner's stateroom and 6 further guest cabins, Jacob of London has a proven track record as a highly successful charter yacht.

## CHARTERS

A Tawara Yacht charter is the ultimate holiday experience and the perfect way to explore some of the most beautiful and remote parts of the world. It is hardly surprising that our chartering business goes from strength to strength. A fleet of over 90 yachts are managed by our expert brokers. In the past year there has been increased charter business across the range but the bigger new build yachts have outperformed the smaller under 40 metre yachts, which are still struggling for meaningful charter business. There is so much competition in this section of the market that flexibility, competitive pricing and excellent crew are absolutely essential. The market for chartering larger yachts continues to grow as fewer people are investing in ownership and, as a result, more are wanting to charter. Ownership's loss is charter's gain.

## CONCLUSION

It has been a strong start to the year and we are seeing signals across the market that the charter business will continue to increase this year. Customers want a wide choice of yachts to choose from and we provide some of the finest available on the market today. With a number of yacht sales, we are also seeing positive signs within the brokerage market. We have represented both the buyer and seller in many of these transactions, showing our strength in finding buyers and representing the interests of sellers. We look forward to continued growth in the second half of the year.

Document complete/paragraphs intact, no changes to page setup, consistent styles and spacing, top of columns balanced, no widows/orphans, split table, no blank pages, 6 pt after table 1 mark

Title – totally accurate, larger font, top of page, fully visible 1 mark

## Yachts less than 15 years old

Yacht_Name	Builder_Name	Type	Length	Price	Build_Year	Build_Country	Sleeps	Crew	Total_Berths
Melina C	Seaways Custom Yachts	Motor	40.0	£7,900,000	2011	Italy	14	10	24
Supreme 123	Simoncelli Panfilo	Motor	40.0	£17,900,000	2012	Italy	10	7	17
Sea D	Avrupa	Motor	39.4	£9,900,000	2012	Turkey	6	3	9
Westport 130	Westport Boat Company	Motor	39.0	£16,366,186	2012	United States	10	7	17
Twilight	Mehmet Marina	Motor	38.1	£15,900,000	2013	Turkey	8	6	14
Shooting Star	Nordic Marine	Motor	38.0	£14,500,000	2011	Denmark	10	5	15
Atlantide	Dart Marine Engineering	Motor	37.0	£5,000,000	2012	United Kingdom	4	4	8
Crystal	Pinto Lombardi Yachts	Motor	36.9	£14,950,000	2011	Netherlands	12	7	19
Far Far Away	Bodega Yachts	Motor	36.6	£10,621,460	2012	Brazil	10	7	17
Doubleshot	Onda Marine	Motor	36.5	£7,200,000	2011	Italy	1	6	7
Longo Mai	Dellucci di Iusso	Motor	34.8	£850,000	2013	Italy	8	4	12
Fortrus	Bodega Yachts	Motor	34.2	£9,750,000	2011	Brazil	6	6	12
Samara B	Mercury Boat Builders	Motor	34.0	£6,950,000	2012	United Kingdom	4	2	6
Seven Js	Tampa Marine	Motor	33.5	£5,900,000	2011	United States	5	4	9
Marbella	Chang Yu Enterprises	Motor	33.0	£2,395,000	2012	Taiwan	7	2	9
The Lady J	Vermeer Boat Building Company	Motor	32.2	£949,000	2011	Netherlands	6	2	8
Cassiopeia	Zaandam Yachts	Motor	32.0	£4,900,000	2011	Netherlands	8	4	12
Quiet Place	Decota Marine Services	Motor	30.5	£1,890,000	2011	United States	4	4	8
Bamboleo	Destiny SuperYachts	Motor	29.3	£3,495,000	2013	United States	10	4	14
Dancing Milly III	Seaborne Custom Yachts	Motor	28.0	£3,500,000	2012	China	6	4	10
Juna	Coral Italia	Motor	27.0	£3,200,000	2012	Italy	3	0	3
Aurora	Bonita Marine	Motor	26.4	£6,750,000	2013	United States	12	5	17

Calculated field

Heading *Total\_Berths* totally accurate 1 mark  
*Total\_Berths* calculated [Sleeps] + [Crew] 1 mark

Sorted ascending on *Type* then descending on *Length*

Specified fields, correct order

1 mark

1 mark

1 mark

1 mark

Search (35 records)

*Build\_Year >2010*

*Length is <=40*

1 mark

1 mark

Name, centre number, candidate number

Page 1 of 2



Yacht_Name	Builder_Name	Type	Length	Price	Build_Year	Build_Country	Sleeps	Crew	Total_Berths
Caryali	Bonita Marine	Motor	26.0	£5,500,000	2012	United States	7	1	2
Antalex	Santieri Marine	Motor	26.0	£795,000	2011	Italy	6	3	9
Chills	Moretti Marine Construction	Motor	25.9	£1,950,000	2012	Italy	8	2	10
Motiva	Moretti Marine Construction	Motor	25.9	£1,950,000	2012	Italy	8	2	10
Motiva	Moretti Marine Construction	Motor	24.0	£875,000	2012	Italy	7	3	10
Mirabella I	Tatung Yachting Company	Sail	40.0	£1,000,000	2013	Thailand	8	6	14
Twilight Moon	Mehmet Marina	Sail	38.1	£14,900,000	2013	Turkey	8	6	14
Fantastica	Kesamp Custom Yachts	Sail	30.3	£4,600,000	2012	Finland	7	6	13
Kim	Biaggi Custom Yachts	Sail	28.6	£4,900,000	2014	Italy	6	3	9
Black Shark of St Peter	Vosselaan Marine Solutions	Sail	24.7	£439,000	2012	Netherlands	6	2	8

Antalex entered as a new record - does not replace Caryali 1 mark  
 New record entered accurately 1 mark  
 (Antalex | Motor | 26 | 795000 | 2011 | 6 | 3)

**Display**  
 Length field displays 1 dp 1 mark  
 Price displays currency symbol, 0 dp 1 mark

Title – totally accurate, larger font, top of page, fully visible 1 mark

## Oceania Boat Builders

Name, centre number, candidate number

### Search (30 records)

*Builder\_Name* contains **Yacht**

1 mark

*Country\_Code* is **NZ** or **AU**

1 mark

(evidenced from *Build\_Country* New Zealand/Australia)

Yacht_Name	Builder_Name	Type	Length	Price	Build_Country
Pegasus V	Cooper Yachting NZ	Motor	78.6	£70,899,695	New Zealand
Kokomo	North Island Yachts	Sail	58.4	£39,750,000	New Zealand
Red Dragon	North Island Yachts	Sail	51.7	£28,000,000	New Zealand
Zenji	Miller Yachting	Sail	56.0	£26,900,000	Australia
Mondango	North Island Yachts	Sail	51.8	£25,000,000	New Zealand
Australis	Miller Yachting	Motor	48.0	£19,950,000	Australia
Allure Shadow	Cooper Yachting NZ	Motor	67.1	£19,950,000	New Zealand
Aresteas	Havanna Yacht Builders	Sail	50.9	£15,750,000	Australia
Shenandoah of Sark	Miller Yachting	Sail	54.4	£15,000,000	Australia
Ermis 2	North Island Yachts	Motor	37.6	£13,000,000	New Zealand
Islander	Havanna Yacht Builders	Motor	58.5	£12,850,000	Australia
Blisimer	Cooper Yachting NZ	Sail	36.8	£11,900,000	New Zealand
Bliss	Cooper Yachting NZ	Sail	36.7	£11,900,000	New Zealand
Como	North Island Yachts	Motor	40.0	£10,950,000	New Zealand
Clear Eyes	Cooper Yachting NZ	Sail	44.7	£9,800,000	New Zealand
Paraiso	North Island Yachts	Sail	40.0	£8,995,000	New Zealand
Sea Bowld	Miller Yachting	Motor	53.0	£8,995,000	Australia
Roxane	North Island Yachts	Sail	46.8	£7,500,000	New Zealand
Lucy Belle	Yachtera	Motor	27.8	£5,995,000	Australia
Genevieve	North Island Yachts	Sail	37.0	£5,950,000	New Zealand
Silvertrip	Cooper Yachting NZ	Sail	33.8	£5,950,000	New Zealand
ZanZiba	Miller Yachting	Sail	45.9	£5,750,000	Australia
Thunder B	Miller Yachting	Motor	49.0	£5,000,000	Australia
Seaquell	North Island Yachts	Sail	32.9	£4,350,000	New Zealand
Nephele	Havanna Yacht Builders	Sail	34.2	£4,000,000	Australia
Aime Sea	North Island Yachts	Sail	35.1	£3,250,000	New Zealand
Pacific Eagle	North Island Yachts	Sail	31.9	£2,200,000	New Zealand
Mirabella	Miller Yachting	Sail	41.5	£1,950,000	Australia
Maya	Havanna Yacht Builders	Sail	21.3	£795,000	Australia
Elegante	Cooper Yachting NZ	Motor	25.0	£495,000	New Zealand

Correct average calculated

1 mark

Value formatted to 1 dp

1 mark

Value positioned below *Length* column

1 mark

44.2

Sorted descending order of price

1 mark

Specified fields, correct order

1 mark

Portrait, all fields present, no truncation, fits single page

1 mark

**Task 4 – Presentation**

6 slides imported, title and bullet layout, no changes to text, blank slides	1 mark
<b>Master slide items</b> (must be same position and consistent on all slides)	
Name, centre number, candidate number, same position on every slide, no other items displayed	1 mark
Slide numbers top right, same position on every slide, no overlap of any items	1 mark
Slide 1 changed to title layout with title/subtitle centred and in the middle of the slide	1 mark

1

*Tawara Yacht Brokers*

*a premium yachting service*

Name, centre number, candidate number

2

*About*

- leading yacht brokerage company since 1962
- specialists in new and used high quality superyachts
- extensive market knowledge
- 16 offices in key locations worldwide
- renowned for providing a high quality, honest and reliable service

Name, centre number, candidate number

01/04/2020

3

### *Our Services*

- sale and purchase of new and used yachts
- [yacht charters](#)
- new builds
- full yacht management and maintenance service
- crew recruitment services

Name, centre number, candidate number

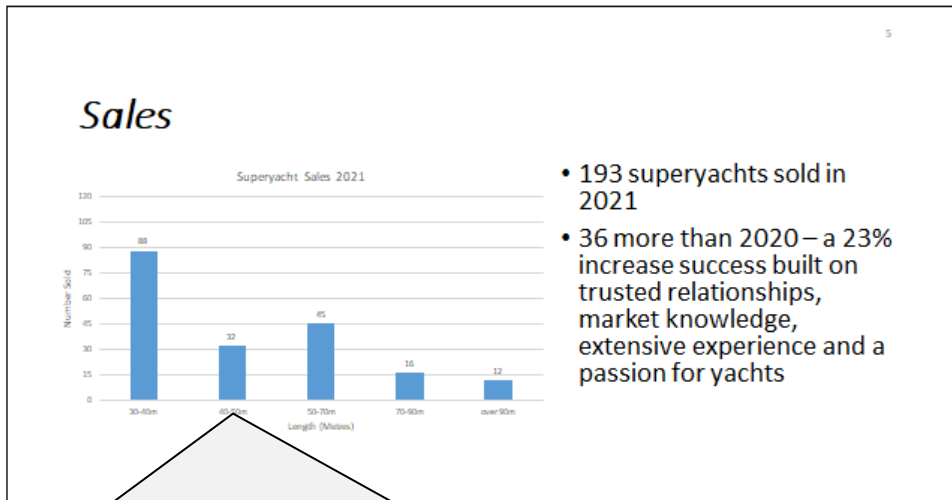
4

### *Our Staff*

- long serving, experienced and highly specialised brokers
- passionate about yachts
- up-to-date and extensive market knowledge
- known and respected by owners, crew, buyers, charterers, yacht builders and industry professionals worldwide

Name, centre number, candidate number

2



- Vertical comparative bar chart created using correct data (yacht lengths on category axis, number sold on value axis) 1 mark
- Yacht lengths labels displayed on category axis 1 mark
- Chart title totally accurate 1 mark
- Accurate value axis title **Number Sold**, category axis title **Length (Metres)** 1 mark
- Value data labels display above each bar, no legend 1 mark
- Value axis displays minimum 0, maximum 120 1 mark
- Value axis increments 15 1 mark
- Correct slide, left of bullets, all data fully visible, no overlap or split words 1 mark

**Marketing**

- dedicated marketing manager:
  - *manages vessel's promotion on specialist websites*
  - *keeps all particulars up-to-date in real time*
  - *maintains social media interaction and messaging*
  - *monitors market trends and fluctuations*
- innovative marketing techniques
- high quality photographs, drone footage, walk through videos and virtual tours
- strong presence at yachting events and boat shows

- Correct 4 lines demoted correctly, aligned consistently 1 mark
- 4 demoted lines smaller font size, italic enhancement 1 mark
- 4 demoted lines with dashed (-) bullets 1 mark

All slides printed with 2 slides to page 1 mark

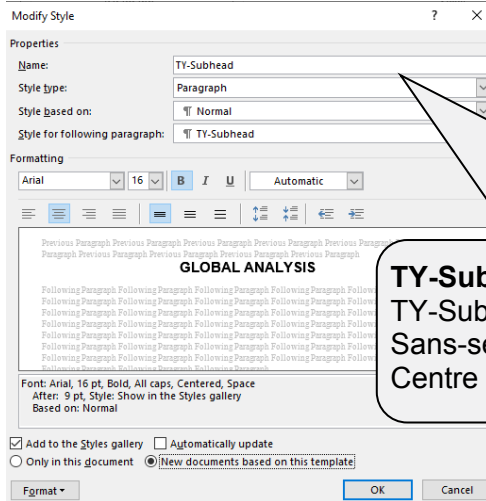
EVIDENCE DOCUMENT

Step 1 – EVIDENCE 1

File saved as BROKER with correct file type 1 mark

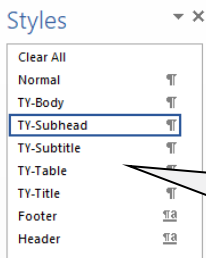


Step 3 – EVIDENCE 2



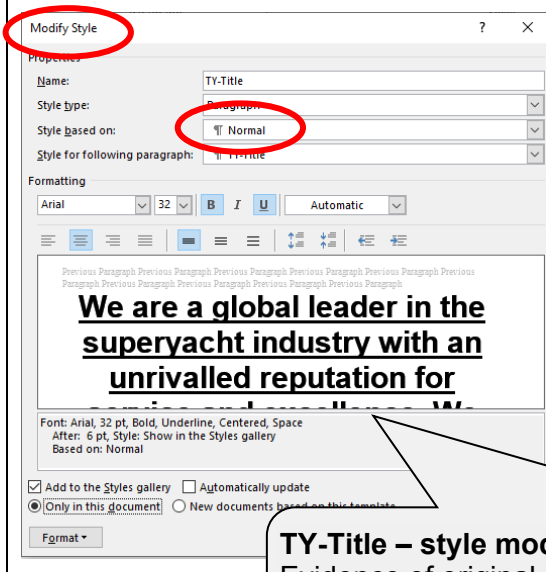
**TY-Subhead style**  
TY-Subhead text style created, named correctly 1 mark  
Sans-serif font style, 16 pt, bold, all capitals 1 mark  
Centre aligned, 0 space before, 9 pt space after 1 mark

Step 4 – EVIDENCE 3

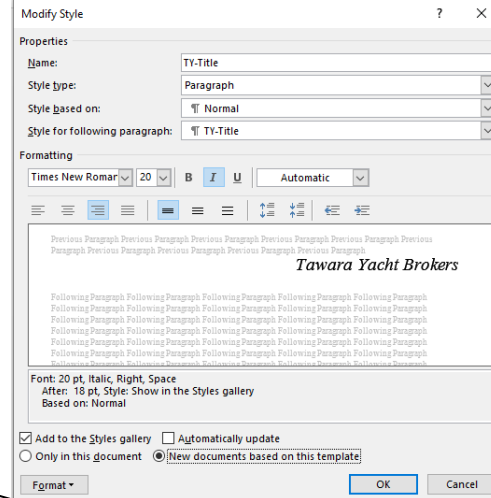


**Style list**  
List of styles, 2 new styles correctly named, created and saved (TY-Subhead, TY-Table) 1 mark

Step 5 – EVIDENCE 4



Original - prior to changes:



**TY-Title – style modified**  
Evidence of original style modified, based on Normal/default 1 mark  
Correct attributes: sans-serif, 32 pt, centre, bold, underline, single, 0 pt before, 6 pt after 1 mark

**Step 18 – EVIDENCE 5**

Field Name	Data Type
Yacht_Name	Short Text
Type	Short Text
Yacht_ID	Short Text
Length	Number
Builder_ID	Short Text
Price	Currency
Build_Year	Number
Sleeps	Number
Crew	Number

**SP02YACHTS Structure**  
Only fields as given, correct field names and data types 1 mark  
*Yacht\_ID* set as primary key 1 mark

**Step 19 – EVIDENCE 6**

Field Name	Data Type
Builder_Name	Short Text
Builder_ID	Short Text
Address	Short Text
Place	Short Text
Region	Short Text
Zip_Code	Short Text
Build_Country	Short Text
Country_Code	Short Text
Services	Short Text
Country_ID	Short Text
Telephone	Short Text

**SP02BUILDERS Structure**  
Only fields as given, all data types text 1 mark  
*Builder\_ID* set as primary key 1 mark

**Step 20 – EVIDENCE 7**

One-to-Many relationship between *Builder\_ID* fields 1 mark

**Step 24 – EVIDENCE 8**

Oceania Boat Builders.pdf 01/04/2020 15:58 Adobe Acrobat Document 402 KB

Report 2 exported in pdf format, outcome with file type 1 mark

**Step 34 – EVIDENCE 9**

Correct text linked (*yacht charters*) 1 mark  
Linked to *Sales* slide 1 mark

**BLANK PAGE**