

## Bus & Coach Operators - Key Performance Indicators

### THE AVERAGE RESULTS - TURNOVER

Average results for firms grouped as indicated



By Business Income

	Group 1	Group 2	Group 3	Group 4
	Less than \$100,000	\$100,000 to \$199,999	\$200,000 to \$999,999	\$1.0 mil or more
<b>TOTAL INCOME net of fees paid to Motels, Attractions etc.</b>	100.00%	100.00%	100.00%	100.00%
<b>Less OVERHEADS as %'s of Total Income:</b>				
All Vehicle Related Costs	36.54%	42.42%	45.15%	31.75%
Advertising & Promotion	0.10%	1.18%	1.01%	2.26%
Accounting & Legal Fees	1.60%	1.81%	0.89%	0.81%
Insurance - Non Vehicle	0.73%	1.57%	0.82%	0.67%
Interest, Bank Charges etc	2.64%	2.60%	2.51%	1.82%
Travel, Accommodation and Food for Drivers ✓	0.25%	0.11%	0.36%	0.27%
All Occupancy Costs	1.41%	0.64%	1.04%	1.87%
Non Vehicle Depreciation, Lease and HP ✓	1.33%	1.07%	0.30%	0.80%
Non Vehicle Repairs & Maintenance ✓	0.31%	0.73%	0.78%	0.90%
Staff On Costs	0.62%	1.57%	2.69%	2.82%
Telephone & Fax	1.03%	1.05%	1.13%	0.91%
Employees' Wages & Salaries and any Sub-Contractor Payments	1.75%	12.02%	27.37%	37.45%
All Other Expenses	1.38%	1.97%	1.54%	1.42%
<b>TOTAL OVERHEADS</b>	<b>49.69%</b>	<b>68.74%</b>	<b>85.57%</b>	<b>83.75%</b>
<b>Equals NET PROFIT (bos*)</b>	<b>50.31%</b>	31.26%	14.43%	16.25%
<b>NET PROFIT per....</b>				
Working Owner	\$43,743	\$40,031	\$45,046	\$112,991
<b>INDIVIDUAL VEHICLE RELATED EXPENSES as a % of TOTAL VEHICLE RELATED COSTS</b>				
Depn, Lease, HP	41.34%	44.03%	40.28%	33.37%
Fuel & Oil	34.31%	23.49%	31.10%	31.02%
Rego, 3rd Party, Insurance, Taxes, Licences & Levies	10.00%	11.52%	9.53%	8.59%
Repairs, Maintenance, Tyres	14.35%	20.96%	19.08%	27.02%

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### TOTAL INCOME (net of fees paid to Motels, Attractions, etc) per....

Person	\$83,402	\$78,666	\$77,570	\$77,470
Passenger Vehicle	\$56,376	\$52,805	\$76,933	\$73,379
Kilometre Travelled ~	\$1.99	\$1.36	\$2.02	\$1.71
On-road Hour ~	\$50.41	\$51.38	\$64.88	\$79.46

### TOTAL VEHICLE RELATED COSTS per....

Passenger Vehicle	\$20,383	\$23,700	\$34,078	\$31,636
Kilometre Travelled ~	\$0.58	\$0.59	\$0.93	\$0.55
On-road Hour ~	\$16.41	\$22.56	\$27.71	\$25.12

### PERSONNEL (fte personnel numbers)

Working Owners	0.73	1.12	2.00	2.11
Drivers	0.04	0.81	4.81	22.59
Booking and any Other Staff	0.01	0.04	0.88	6.95
<b>TOTAL PERSONNEL</b>	<b>0.78</b>	<b>1.96</b>	<b>7.69</b>	<b>31.65</b>

Hours Worked per Owner per Year	2194	2131	2331	2286
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### OTHER INFORMATION

Owners' Equity as % of Total Assets	70.78%	69.21%	45.17%	55.40%
Asset Turnover	\$0.69	\$0.80	\$1.47	\$1.84

### VEHICLE FLEET

Passenger Vehicles	1.13	3.36	8.38	31.90
Drivers (including Working Owners) per Passenger Vehicle	0.66	0.57	0.93	0.81
Average Kilometres Travelled/ Bus-Coach/ Week	707	1084	872	1203
Average On-road Hours per Bus/Coach per Week	23	23	27	26
School Transport as % of Total Passenger Revenue	99%	82%	57%	49%

\* *bos* - before owners' salaries and benefits

~assumes 50 weeks per vehicle per annum

## Bus & Coach Operators - Key Performance Indicators

### THE AVERAGE RESULTS - LOCATION & SCHOOL TRANSPORT

*Average results for firms grouped as indicated*

	Capital City Large Regional City or Suburbs	Towns/Cities with Population >20,000	Towns with Population up to 20,000	Mainly School Transport	School Transport Less Important
<b>TOTAL INCOME net of fees paid to Motels, Attractions etc.</b>	100.00%	100.00%	100.00%	100.00%	100.00%
<b>Less OVERHEADS as %'s of Total Income:</b>					
All Vehicle Related Costs	29.77%	46.54%	36.58%	38.06%	38.56%
Advertising & Promotion	2.93%	1.37%	0.38%	0.26%	2.76%
Accounting & Legal Fees	1.43%	0.78%	1.76%	1.69%	0.84%
Insurance - Non Vehicle	0.69%	0.70%	1.43%	1.29%	0.76%
Interest, Bank Charges etc	1.98%	2.80%	2.22%	2.62%	2.09%
Travel, Accommodation and Food for Drivers	0.06%	0.36%	0.18%	0.18%	0.23%
All Occupancy Costs	2.40%	1.14%	0.74%	1.10%	1.44%
Non Vehicle Depreciation, Lease and HP	1.07%	0.66%	1.03%	1.03%	0.76%
Non Vehicle Repairs & Maintenance	0.35%	0.94%	0.63%	0.61%	0.61%
Staff On Costs	2.24%	1.88%	1.82%	1.50%	2.55%
Telephone & Fax	1.34%	1.08%	0.87%	0.92%	1.18%
Employees' Wages & Salaries and any Sub-Contractor Payments	28.03%	19.67%	15.81%	11.26%	30.19%
All Other Expenses	1.87%	1.10%	1.98%	1.79%	1.69%
<b>TOTAL OVERHEADS</b>	<b>74.16%</b>	<b>79.00%</b>	<b>65.44%</b>	<b>62.31%</b>	<b>83.67%</b>
<b>Equals NET PROFIT (bos*)</b>	<b>25.84%</b>	<b>21.00%</b>	<b>34.56%</b>	<b>37.69%</b>	<b>16.33%</b>
<b>NET PROFIT per....</b>					
Working Owner	\$89,108	\$50,887	\$52,860	\$43,841	\$77,927
<b>INDIVIDUAL VEHICLE RELATED EXPENSES</b>					
<b>as a % of TOTAL VEHICLE RELATED COSTS</b>					
Deprn, Lease, HP	33.51%	43.55%	39.64%	42.26%	36.12%
Fuel & Oil	37.71%	26.91%	27.09%	28.00%	30.04%
Rego, 3rd Party, Insurance, Taxes, Licences & Levies	7.20%	9.24%	12.03%	11.54%	8.63%
Repairs, Maintenance, Tyres	21.58%	20.30%	21.25%	18.20%	25.21%

## Bus & Coach Operators - Key Performance Indicators

### TOTAL INCOME (net of fees paid to Motels, Attractions, etc) per....

Person	\$65,418	\$85,541	\$79,043	\$76,051	\$84,266
Passenger Vehicle	\$61,710	\$68,831	\$59,079	\$52,160	\$76,942
Kilometre Travelled ~	\$1.83	\$1.46	\$1.79	\$1.65	\$1.71
On-road Hour ~	\$71.89	\$52.34	\$65.94	\$51.01	\$72.35

### TOTAL VEHICLE RELATED COSTS per....

Passenger Vehicle	\$30,586	\$32,812	\$20,976	\$19,549	\$35,811
Kilometre Travelled ~	\$0.46	\$0.68	\$0.66	\$0.63	\$0.62
On-road Hour ~	\$20.57	\$24.47	\$23.18	\$19.29	\$26.50

### PERSONNEL (fte personnel numbers)

Working Owners	1.79	1.49	1.32	1.01	2.02
Drivers	14.41	9.39	1.91	0.91	14.93
Booking and any Other Staff	8.00	1.11	0.25	0.03	4.97
<b>TOTAL PERSONNEL</b>	<b>24.20</b>	<b>11.99</b>	<b>3.48</b>	<b>1.95</b>	<b>21.92</b>

Hours Worked per Owner per Year	2152	2403	2106	2064	2367
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### OTHER INFORMATION

Owners' Equity as % of Total Assets	55.85%	51.02%	71.10%	72.21%	45.64%
Asset Turnover	\$1.83	\$1.22	\$0.94	\$0.76	\$1.68

### VEHICLE FLEET

Passenger Vehicles	19.00	15.27	4.44	2.90	22.47
Drivers (including Working Owners) per Passenger Vehicle	0.82	0.70	0.68	0.63	0.79
Average Kilometres Travelled/Bus-Coach/Week	1292	1137	832	845	1270
Average On-road Hours per Bus/Coach per Week	29	27	21	23	28
School Transport as % of Total Passenger Revenue	49%	65%	88%	96%	41%

\* bos - before owners' salaries and benefits

~assumes 50 weeks per vehicle per annum