

Contact ID - STD A WITH AIDE

	average	stdev	max	min
Average bus cost	\$ 84,164	\$ 3,675	\$ 84,164	\$ 73,269
Bus model				
Year of manufacture	1997	3	2002	1989
Historical approved cost	\$ 71,087	\$ 10,819	\$ 87,474	\$ 45,343
Life of bus	10	0	10	10
Residual value	10%	0%	10%	10%
Daily distance	184.7	47.5	328.5	108.8
Days operating	195	0	195	195
Annual distance	36,016	9,254	64,058	21,216

COMPOSITE RATE MODEL (CRM)**INCOME and EXPENDITURE STATEMENT**

Income	94,958	16,764	138,466	68,234
Less : expenses				
Comp insurance	669	253	1,233	170
Licence/Third party	367	0	367	367
Purchase stamp duty	216	717	2,541	0
Administration	7,714	0	7,714	7,714
Capital replacement	0	0	0	0
Garaging	1,538	0	1,538	1,538
Repairs and maintenance	9,656	3,459	18,942	4,986
Tyres	756	194	1,345	446
Fuel	5,269	1,306	8,583	3,131
Air conditioning	4,177	2,017	8,141	0
Car running	0	0	0	0
Mobile phone	115	24	120	0
Minor contracts	0	0	0	0
Aides wages	15,142	2,732	24,749	13,389
Aides workers comp	465	84	760	411
Aides superannuation	1,363	246	2,227	1,205
Total expenses	47,446	8,611	71,206	33,731
Net profit bd	47,512	8,246	67,260	34,503
less : Depeciation	6,398	974	7,873	4,081
Net profit bob	41,114	8,180	61,206	26,768
less : Owner driver benefits	16,184	2,901	26,399	14,322
Net profit aob and before tax	\$ 24,930	\$ 5,732	\$ 37,337	\$ 12,446

R O I - on historical cost	35.9%	9.6%	61.2%	14.5%
Asset Turnover - on hist. cost	\$ 1.37	\$ 0.33	\$ 2.33	\$ 0.79
Overall profit	\$ 41,114	\$ 8,180	\$ 61,206	\$ 26,768
Overall profit margin	43.1%	1.2%	44.4%	39.2%
Daily gross rate	\$ 486.96	\$ 85.97	\$ 710.08	\$ 349.92

DISPOSABLE INCOME (in year in which finance applies)

Net profit before tax	\$ 24,930	\$ 5,732	\$ 37,337	\$ 12,446
less income tax @18.5%	6,733	1,518	10,497	3,897
Net profit after tax	18,197	4,286	26,840	8,549
add : owner driver benefits	16,184	2,901	26,399	14,322
add : depreciation	6,398	974	7,873	4,081
less : hire purchase payments	(12,875)	1,960	(8,212)	(15,843)
Disposable income	\$ 27,904	\$ 6,715	\$ 44,580	\$ 15,041

Contact ID - STD A WITH AIDE

average	stdev	max	min
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STANDARD RATE MODEL (SRM)

Gross income	\$ 71,885	\$ 11,880	\$ 104,677	\$ 49,659
Net profit/loss aob and before tax	\$ 1,858	\$ 4,036	\$ 10,973	\$ (10,582)
R O I - on historical cost	5.4%	3.6%	15.6%	0.0%
Asset Turnover - on hist. cost	\$ 1.04	\$ 0.26	\$ 1.86	\$ 0.60
Overall profit	\$ 18,042	\$ 4,581	\$ 30,292	\$ 5,462
Overall profit margin	24.9%	4.1%	33.5%	11.0%
Daily gross rate	\$ 368.64	\$ 60.92	\$ 536.81	\$ 254.66

CRM provides benefit ?

FINANCE and INCOME TAX ASSUMPTIONS**Finance assumptions**

Term

Balloon

Monthly payment

Rate of interest

\$ 1,072.89	\$ 163.29	\$ 1,320.22	\$ 684.35
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Hire purchase details

less capital portion hp

less : Interest

Annual payments

8,157	1,241	10,037	5,203
4,718	718	5,805	3,009
<u>\$ 12,875</u>	<u>\$ 1,960</u>	<u>\$ 15,843</u>	<u>\$ 8,212</u>

Calculation of income tax

Net profit bob

less : Interest

Taxable income

Income tax rate

41,114	8,180	61,206	26,768
4,718	718	5,805	3,009
<u>\$ 36,396</u>	<u>\$ 8,206</u>	<u>\$ 56,742</u>	<u>\$ 21,065</u>
18.5%	0.0%	18.5%	18.5%

Contact ID - STD B	average	stdev	max	min
Average bus cost	\$ 170,723	\$ 8,643	\$ 193,749	\$ 170,723
Bus model				
Year of manufacture	1995	3	2002	1987
Historical approved cost	\$ 120,201	\$ 28,488	\$ 183,229	\$ 20,501
Life of bus	15	0	15	15
Residual value	5%	0%	5%	5%
Daily distance	202.0	76.2	395.0	41.0
Days operating	195	0	195	195
Annual distance	39,387	14,862	77,025	7,995

COMPOSITE RATE MODEL (CRM)

INCOME and EXPENDITURE STATEMENT

Income	73,590	18,604	142,642	48,395
Less : expenses				
Comp insurance	1,134	464	2,614	119
Licence/Third party	367	0	367	367
Purchase stamp duty	82	647	5,138	0
Administration	8,063	0	8,063	8,063
Capital replacement	0	0	0	0
Garaging	1,538	0	1,538	1,538
Repairs and maintenance	12,413	5,219	24,224	2,482
Tyres	1,223	462	2,392	248
Fuel	6,895	2,723	14,015	0
Air conditioning	614	1,802	11,394	0
Car running	244	1,406	11,049	0
Mobile phone	2	15	120	0
Minor contracts	0	0	0	0
Aides wages	778	3,548	21,461	0
Aides workers comp	24	109	659	0
Aides superannuation	70	319	1,931	0
Total expenses	33,446	10,169	71,034	16,802
Net profit bd	40,144	8,710	71,608	30,794
less : Depeciation	7,613	1,804	11,605	1,298
Net profit bob	32,532	8,334	62,681	21,960
less : Owner driver benefits	18,271	4,322	31,406	14,322
Net profit aob and before tax	\$ 14,260	\$ 5,505	\$ 41,642	\$ 7,295
ROI - on historical cost	12.8%	7.5%	74.0%	4.1%
Asset Turnover - on hist. cost	\$ 0.66	\$ 0.32	\$ 3.33	\$ 0.29
Overall profit	\$ 32,532	\$ 8,334	\$ 62,681	\$ 21,960
Overall profit margin	44.2%	2.5%	57.7%	39.2%
Daily gross rate	\$ 377.39	\$ 95.41	\$ 731.50	\$ 248.18

DISPOSABLE INCOME (in year in which finance applies)

Net profit before tax	\$ 14,260	\$ 5,505	\$ 41,642	\$ 7,295
less income tax @18.5%	4,543	1,545	9,866	1,923
Net profit after tax	9,718	4,292	31,777	3,853
add : owner driver benefits	18,271	4,322	31,406	14,322
add : depreciation	7,613	1,804	11,605	1,298
less : hire purchase payments	(21,770)	5,160	(3,713)	(33,185)
Disposable income	\$ 13,832	\$ 7,134	\$ 36,215	\$ (762)

Contact ID - STD B	average	stdev	max	min
STANDARD RATE MODEL (SRM)				
Gross income	\$ 73,413	\$ 17,266	\$ 120,539	\$ 38,376
Net profit/loss aob and before tax	\$ 14,083	\$ 5,760	\$ 45,522	\$ (2,681)
R O I - on historical cost	13.0%	7.6%	64.9%	1.6%
Asset Turnover - on hist. cost	\$ 0.66	\$ 0.31	\$ 3.24	\$ 0.33
Overall profit	\$ 32,354	\$ 8,579	\$ 60,584	\$ 11,642
Overall profit margin	44.1%	5.0%	59.4%	28.7%
Daily gross rate	\$ 376.48	\$ 88.54	\$ 618.15	\$ 196.80

CRM provides benefit ?

FINANCE and INCOME TAX ASSUMPTIONS

Finance assumptions

Term				
Balloon				
Monthly payment	\$ 1,814.15	\$ 429.96	\$ 2,765.42	\$ 309.42
Rate of interest				
Hire purchase details				
less capital portion hp	13,793	3,269	21,025	2,352
less : Interest	7,977	1,891	12,160	1,361
Annual payments	\$ 21,770	\$ 5,160	\$ 33,185	\$ 3,713
Calculation of income tax				
Net profit bob	32,532	8,334	62,681	21,960
less : Interest	7,977	1,891	12,160	1,361
Taxable income	\$ 24,555	\$ 8,351	\$ 53,327	\$ 10,392
Income tax rate	18.5%	0.0%	18.5%	18.5%

Contact ID - STD C	average	stdev	max	min
Average bus cost	\$ 222,529	\$ -	\$ 222,529	\$ 222,529
Bus model				
Year of manufacture	1995	4	2002	1987
Historical approved cost	\$ 164,698	\$ 33,302	\$ 236,315	\$ 69,998
Life of bus	15	0	15	15
Residual value	5%	0%	5%	5%
Daily distance	171.7	63.5	369.6	41.0
Days operating	195	0	195	195
Annual distance	33,472	12,378	72,072	7,995

COMPOSITE RATE MODEL (CRM)

INCOME and EXPENDITURE STATEMENT

Income	72,588	16,894	147,141	51,582
Less : expenses				
Comp insurance	1,460	618	4,127	0
Licence/Third party	474	0	474	474
Purchase stamp duty	183	1,094	6,692	0
Administration	8,063	0	8,063	8,063
Capital replacement	0	0	0	0
Garaging	1,521	160	1,538	0
Repairs and maintenance	8,877	4,021	20,973	2,253
Tyres	1,656	612	3,565	395
Fuel	6,898	2,587	15,156	1,967
Air conditioning	324	1,218	10,811	0
Car running	80	822	10,256	0
Mobile phone	0	0	0	0
Minor contracts	0	0	0	0
Aides wages	728	3,516	23,786	0
Aides workers comp	22	108	730	0
Aides superannuation	66	316	2,141	0
Total expenses	30,352	9,137	71,696	15,771
Net profit bd	42,236	8,110	75,445	35,792
less : Depeciation	10,431	2,109	14,967	4,433
Net profit bob	31,805	7,594	64,881	21,758
less : Owner driver benefits	16,431	3,222	29,540	14,322
Net profit aob and before tax	\$ 15,374	\$ 5,117	\$ 39,523	\$ 7,436
ROI - on historical cost	9.8%	3.8%	24.3%	3.4%
Asset Turnover - on hist. cost	\$ 0.46	\$ 0.13	\$ 0.95	\$ 0.26
Overall profit	\$ 31,805	\$ 7,594	\$ 64,881	\$ 21,758
Overall profit margin	43.9%	3.1%	58.2%	37.1%
Daily gross rate	\$ 372.25	\$ 86.64	\$ 754.57	\$ 264.52

DISPOSABLE INCOME (in year in which finance applies)

Net profit before tax	\$ 15,374	\$ 5,117	\$ 39,523	\$ 7,436
less income tax @18.5%	3,862	1,418	9,955	1,305
Net profit after tax	11,512	3,876	29,757	6,132
add : owner driver benefits	16,431	3,222	29,540	14,322
add : depreciation	10,431	2,109	14,967	4,433
less : hire purchase payments	(29,829)	6,031	(12,677)	(42,800)
Disposable income	\$ 8,546	\$ 6,759	\$ 35,280	\$ (5,646)

Contact ID - STD C

average stdev max min

STANDARD RATE MODEL (SRM)

Gross income	\$ 78,186	\$ 15,782	\$ 126,215	\$ 35,678
Net profit/loss aob and before tax	\$ 20,972	\$ 6,688	\$ 61,688	\$ (3,963)
ROI - on historical cost	13.3%	4.7%	32.0%	1.1%
Asset Turnover - on hist. cost	\$ 0.49	\$ 0.13	\$ 0.90	\$ 0.24
Overall profit	\$ 37,403	\$ 8,291	\$ 78,796	\$ 10,634
Overall profit margin	47.9%	5.2%	63.1%	28.5%
Daily gross rate	\$ 400.95	\$ 80.94	\$ 647.25	\$ 182.96

CRM provides benefit ?

FINANCE and INCOME TAX ASSUMPTIONS

Finance assumptions

Term

Balloon

Monthly payment

Rate of interest

\$ 2,485.73 \$ 502.62 \$ 3,566.63 \$ 1,056.46

Hire purchase details

less capital portion hp

less : Interest

Annual payments

18,899	3,821	27,116	8,032
10,930	2,210	15,683	4,645
<u>\$ 29,829</u>	<u>\$ 6,031</u>	<u>\$ 42,800</u>	<u>\$ 12,677</u>

Calculation of income tax

Net profit bob

less : Interest

Taxable income

Income tax rate

31,805	7,594	64,881	21,758
10,930	2,210	15,683	4,645
<u>\$ 20,875</u>	<u>\$ 7,663</u>	<u>\$ 53,811</u>	<u>\$ 7,052</u>
18.5%	0.0%	18.5%	18.5%