

| Contact ID - SPECIAL A | SA1 |
|--------------------------|-----------------|
| Average bus cost | \$ 108,721 |
| Bus model | Nissan Civilian |
| Year of manufacture | 1992 |
| Historical approved cost | \$ 70,557 |
| Life of bus | 10 |
| Residual value | 10% |
| Daily distance | 169.4 |
| Days operating | 195 |
| Annual distance | <u>33,033</u> |

COMPOSITE RATE MODEL (CRM)

INCOME and EXPENDITURE STATEMENT

| | |
|--------------------------------|------------------|
| Income | 96,130 |
| Less : expenses | |
| Comp insurance | 1,406 |
| Licence/Third party | 367 |
| Purchase stamp duty | 3,278 |
| Administration | 8,150 |
| Capital replacement | - |
| Garaging | 1,538 |
| Repairs and maintenance | 8,255 |
| Tyres | 694 |
| Fuel | 4,876 |
| Air conditioning | 4,625 |
| Car running | - |
| Mobile phone | 120 |
| Minor contracts | - |
| Aides wages | 13,389 |
| Aides workers comp | 411 |
| Aides superannuation | 1,205 |
| Total expenses | <u>48,312</u> |
| Net profit bd | 47,818 |
| less : Depreciation | <u>6,350</u> |
| Net profit bob | 41,468 |
| less : Owner driver benefits | 15,754 |
| Net profit aob and before tax | <u>\$ 25,713</u> |
| ROI - on historical cost | 36.4% |
| Asset Turnover - on hist. cost | \$ 1.36 |
| Overall profit | \$ 41,468 |
| Overall profit margin | 43.1% |
| Daily gross rate | \$ 492.97 |

DISPOSABLE INCOME (in year in which finance applies)

| | |
|-------------------------------|------------------|
| Net profit before tax | \$ 25,713 |
| less income tax @18.5% | <u>6,805</u> |
| Net profit after tax | 18,908 |
| add : owner driver benefits | 15,754 |
| add : depreciation | 6,350 |
| less : hire purchase payments | <u>(12,779)</u> |
| Disposable income | <u>\$ 28,234</u> |

STANDARD RATE MODEL (SRM)

| | | |
|------------------------------------|----|--------|
| Gross income | \$ | 79,232 |
| Net profit/loss aob and before tax | \$ | 8,815 |
| ROI - on historical cost | | 12.5% |
| Asset Turnover - on hist. cost | \$ | 1.12 |
| Overall profit | \$ | 24,569 |
| Overall profit margin | | 31.0% |
| Daily gross rate | \$ | 406.32 |
| CRM provides benefit ? | | yes |

FINANCE and INCOME TAX ASSUMPTIONS

Finance assumptions

| | | |
|------------------|----|-------------------------------|
| | | NAB |
| | | Per \$100,000 or part thereof |
| Term | | 84 |
| Balloon | | nil |
| Monthly payment | \$ | 1,064.89 |
| Rate of interest | | 7% |

Hire purchase details

| | | |
|-------------------------|----|---------------|
| less capital portion hp | | 8,096 |
| less : Interest | | 4,683 |
| Annual payments | \$ | <u>12,779</u> |

Calculation of income tax

| | | |
|-----------------|----|---------------|
| Net profit bob | | 41,468 |
| less : Interest | | 4,683 |
| Taxable income | \$ | <u>36,785</u> |
| Income tax rate | | 18.5% |

| Contact ID - SPECIAL B | average | stdev | max | min |
|--------------------------|------------|-----------|------------|------------|
| Average bus cost | \$ 229,906 | \$ - | \$ 229,906 | \$ 229,906 |
| Bus model | | | | |
| Year of manufacture | 1995 | 3 | 2001 | 1989 |
| Historical approved cost | \$ 171,978 | \$ 25,161 | \$ 204,725 | \$ 85,000 |
| Life of bus | 15 | 0 | 15 | 15 |
| Residual value | 5% | 0% | 5% | 5% |
| Daily distance | 187.3 | 59.0 | 324.5 | 98.6 |
| Days operating | 195 | 0 | 195 | 195 |
| Annual distance | 36,532 | 11,503 | 63,274 | 19,227 |

COMPOSITE RATE MODEL (CRM)
INCOME and EXPENDITURE STATEMENT

| | | | | |
|-------------------------------|-----------|-----------|-----------|-----------|
| Income | 118,021 | 26,584 | 176,423 | 79,342 |
| Less : expenses | | | | |
| Comp insurance | 1,502 | 559 | 2,597 | 462 |
| Licence/Third party | 367 | 0 | 367 | 367 |
| Purchase stamp duty | 0 | 0 | 0 | 0 |
| Administration | 8,499 | 0 | 8,499 | 8,499 |
| Capital replacement | 0 | 0 | 0 | 0 |
| Garaging | 1,538 | 0 | 1,538 | 1,538 |
| Repairs and maintenance | 13,002 | 4,594 | 23,411 | 6,430 |
| Tyres | 1,135 | 357 | 1,965 | 597 |
| Fuel | 7,628 | 2,474 | 13,490 | 4,099 |
| Air conditioning | 5,509 | 2,453 | 10,124 | 0 |
| Car running | 0 | 0 | 0 | 0 |
| Mobile phone | 115 | 25 | 120 | 0 |
| Minor contracts | 0 | 0 | 0 | 0 |
| Aides wages | 15,710 | 3,063 | 24,226 | 13,389 |
| Aides workers comp | 482 | 94 | 744 | 411 |
| Aides superannuation | 1,414 | 276 | 2,180 | 1,205 |
| Total expenses | 56,900 | 13,022 | 88,046 | 41,064 |
| Net profit bd | 61,122 | 13,706 | 88,377 | 38,278 |
| less : Depreciation | 10,892 | 1,594 | 12,966 | 5,383 |
| Net profit bob | 50,230 | 13,315 | 77,610 | 30,995 |
| less : Owner driver benefits | 18,464 | 3,576 | 28,408 | 15,754 |
| Net profit aob and before tax | \$ 31,765 | \$ 10,084 | \$ 49,202 | \$ 15,240 |

| | | | | |
|--------------------------------|-----------|-----------|-----------|-----------|
| ROI - on historical cost | 18.7% | 5.9% | 28.9% | 8.4% |
| Asset Turnover - on hist. cost | \$ 0.70 | \$ 0.17 | \$ 1.04 | \$ 0.46 |
| Overall profit | \$ 50,230 | \$ 13,315 | \$ 77,610 | \$ 30,995 |
| Overall profit margin | 42.2% | 2.1% | 44.1% | 37.0% |
| Daily gross rate | \$ 605.24 | \$ 136.33 | \$ 904.73 | \$ 406.88 |

DISPOSABLE INCOME (in year in which finance applies)

| | | | | |
|-------------------------------|-----------|-----------|-----------|-----------|
| Net profit before tax | \$ 31,765 | \$ 10,084 | \$ 49,202 | \$ 15,240 |
| less income tax @18.5% | 7,181 | 2,424 | 12,271 | 3,517 |
| Net profit after tax | 24,584 | 7,729 | 36,932 | 11,724 |
| add : owner driver benefits | 18,464 | 3,576 | 28,408 | 15,754 |
| add : depreciation | 10,892 | 1,594 | 12,966 | 5,383 |
| less : hire purchase payments | (31,147) | 4,557 | (15,395) | (37,078) |
| Disposable income | \$ 22,793 | \$ 10,673 | \$ 45,317 | \$ 6,207 |

Contact ID - SPECIAL B

| average | stdev | max | min |
|---------|-------|-----|-----|
|---------|-------|-----|-----|

STANDARD RATE MODEL (SRM)

| | | | | |
|------------------------------------|------------|-----------|------------|-----------|
| Gross income | \$ 106,177 | \$ 19,763 | \$ 150,424 | \$ 75,408 |
| Net profit/loss aob and before tax | \$ 19,921 | \$ 4,366 | \$ 27,557 | \$ 12,439 |
| ROI - on historical cost | 11.8% | 2.9% | 17.9% | 6.1% |
| Asset Turnover - on hist. cost | \$ 0.63 | \$ 0.14 | \$ 0.89 | \$ 0.47 |
| Overall profit | \$ 38,385 | \$ 6,988 | \$ 51,611 | \$ 28,961 |
| Overall profit margin | 36.2% | 2.2% | 38.8% | 30.2% |
| Daily gross rate | \$ 544.50 | \$ 101.35 | \$ 771.40 | \$ 386.71 |

CRM provides benefit ?

FINANCE and INCOME TAX ASSUMPTIONS**Finance assumptions**

Term

Balloon

Monthly payment

Rate of interest

| | | | |
|-------------|-----------|-------------|-------------|
| \$ 2,595.61 | \$ 379.75 | \$ 3,089.85 | \$ 1,282.88 |
|-------------|-----------|-------------|-------------|

Hire purchase details

less capital portion hp

less : Interest

Annual payments

| | | | |
|------------------|-----------------|------------------|------------------|
| 19,734 | 2,887 | 23,492 | 9,754 |
| 11,413 | 1,670 | 13,587 | 5,641 |
| <u>\$ 31,147</u> | <u>\$ 4,557</u> | <u>\$ 37,078</u> | <u>\$ 15,395</u> |

Calculation of income tax

Net profit bob

less : Interest

Taxable income

Income tax rate

| | | | |
|------------------|------------------|------------------|------------------|
| 50,230 | 13,315 | 77,610 | 30,995 |
| 11,413 | 1,670 | 13,587 | 5,641 |
| <u>\$ 38,816</u> | <u>\$ 13,102</u> | <u>\$ 66,328</u> | <u>\$ 19,009</u> |
| 18.5% | 0.0% | 18.5% | 18.5% |