

Twelve-month operating & capital projection

Interregional Express Bus

Fiscal Year Begins Jul-17



	IND %	Jul-17	% BIA	Aug-17	%	Sep-17	%	Oct-17	%	Nov-17	%	Dec-17	%	Jan-18	%	Feb-18	%	Mar-18	%	Apr-18	%	May-18	%	Jun-18	%	YEARLY	%		
Revenue (Sales)																													
Farebox		139,765	11.7	142,560	90.8	145,412	99.1	148,320	92.1	151,286	91.4	154,312	90.5	157,398	92.5	160,546	93.5	163,757	92.8	167,032	92.5	170,373	101	173,780	92.2	1,874,541	61.1		
Interline with ICB		13,800	1.2	14,500	9.2	1,300	0.9	12,800	7.9	14,300	8.6	16,200	9.5	12,700	7.5	11,200	6.5	12,700	7.2	13,500	7.5	14,200	7.7	14,700	7.8	151,900	5.0		
IGA agreements		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0		
FASTER		3,000,000	251.3	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	3,000,000	97.8	
Misc.		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0		
CAPEX Buses		(1,800,000)	-150.8	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	(1,800,000)	-58.7	
Capex Fareboxes		(160,000)	-13.4	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	(160,000)	-5.2	
Total Revenue (Sales)		1,193,565	100.0	157,060	100.0	146,712	100.0	161,120	100.0	165,586	100.0	170,512	100.0	170,098	100.0	171,746	100.0	176,457	100.0	180,532	100.0	184,573	108.5	188,480	100.0	3,066,441	100.0		
Cost of Sales																													
Tickets		1,000	0.7	1,000	0.7	1,000	0.7	1,000	0.7	1,000	0.7	1,000	0.6	1,000	0.6	1,000	0.6	1,000	0.6	1,000	0.6	1,000	0.6	1,000	0.6	1,000	0.6	12,000	0.6
Customer Service		4,464	32.3	4,464	30.8	4,464	34.3	4,464	34.9	4,464	31.2	4,464	27.6	4,464	35.1	4,464	39.9	4,464	35.1	4,464	33.1	4,464	31.4	4,464	30.4	53,567	35.3		
Rent of Fareboxes		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0	-	
WiFi on Buses		662	0.0	662	-	662	-	662	-	662	-	662	-	662	-	662	-	662	-	662	-	662	-	662	-	662	-	7,949	0.3
Purchased Transportation		251,145	-	251,145	-	251,145	-	251,145	-	251,145	-	251,145	-	251,145	-	251,145	-	251,145	-	251,145	-	251,145	-	251,145	-	251,145	-	3,013,740	-
Park and Rides		0.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0	0.0	
Fareboxes & Smart Card		0.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0	0.0	
Total Cost of Sales		257,271	21.6	257,271	163.8	257,271	175.4	257,271	159.7	257,271	155.4	257,271	150.9	257,271	151.2	257,271	149.8	257,271	145.8	257,271	142.5	257,271	139.4	257,271	136.5	3,087,256	100.7		
Gross Profit		936,294	78.4	-100,211	-63.8	-110,560	-75.4	-96,152	-59.7	-91,685	-55.4	-86,760	-50.9	-87,173	-51.2	-85,525	-49.8	-80,814	-45.8	-76,739	-42.5	-72,699	-39.4	-68,791	-36.5	-20,816	-0.7		
Expenses																													
Salary expenses		23,098	1.9	23,098	14.7	23,098	15.7	23,098	14.3	23,098	13.9	23,098	13.5	23,098	13.6	23,098	13.4	23,098	13.1	23,098	12.8	23,098	12.5	23,098	12.3	258,746	8.4		
Payroll expenses		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0		
Outside services		1,109	0.1	1,109	0.7	1,109	0.8	1,109	0.7	1,109	0.7	1,109	0.7	1,109	0.7	1,109	0.6	1,109	0.6	1,109	0.6	1,109	0.6	1,109	0.6	1,109	0.6	12,420	0.4
Supplies (office and operating)		222	0.0	222	0.1	222	0.2	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	2,484	0.1
Engineer		0	0.0	0	0.0	22,174	15.1	0	0.0	0	0.0	22,174	13.0	0	0.0	0	0.0	22,174	12.6	0	0.0	0	0.0	22,174	11.8	144,900	4.7		
Advertising		8,928	0.7	8,928	5.7	8,928	6.1	8,928	5.5	8,927	5.4	8,927	5.2	8,927	5.2	8,927	5.2	8,927	5.1	8,927	4.9	8,927	4.8	8,927	4.7	107,123	3.5		
Car, delivery and travel		222	0.0	222	0.1	222	0.2	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	2,484	0.1
Accounting and legal		554	0.0	554	0.4	554	0.4	554	0.3	554	0.3	554	0.3	554	0.3	554	0.3	554	0.3	554	0.3	554	0.3	554	0.3	554	0.3	6,210	0.2
Bus Lease		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0		
Telephone		222	0.0	222	0.1	222	0.2	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	222	0.1	2,484	0.1
Utilities		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0		
Insurance		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0		
Taxes (real estate, etc.)		0	0.0	0	0.0	0	PhL	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0		
Interest		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0		
Depreciation of buses		105,598	8.8	105,598	67.2	105,598	72.0	105,598	65.5	105,598	63.8	105,598	61.9	105,598	62.1	105,598	61.5	105,598	59.8	105,598	58.5	105,598	57.2	105,598	56.0	1,267,177	41.3		
Misc. (unspecified)		400	0.0	400	0.3	400	0.3	400	0.2	400	0.2	400	0.2	400	0.2	400	0.2	400	0.2	400	0.2	400	0.2	400	0.2	400	0.2	4,800	0.2
Total Expenses		140,352	11.8	140,352	89.4	162,526	110.8	140,352	87.1	140,351	84.8	162,525	95.3	140,351	82.5	140,351	81.7	162,525	92.1	140,351	77.7	140,351	76.0	162,525	86.2	1,808,827	59.0		
Net Profit		795,942	66.7	-240,563	-153.2	-273,086	-186.1	-236,504	-146.8	-232,036	-140.1	-249,285	-146.2	-227,524	-133.8	-225,876	-131.5	-243,340	-137.9	-217,090	-120.3	-213,049	-115.4	-231,316	-122.7	-1,829,643	-59.7		
EBD		901,540		-134,965		-167,488		-130,905		-126,438		-143,687		-121,926		-120,278		-137,741		-111,492		-107,451		-125,718		-562,466			
Farebox Recovery		39%		39%		35%		41%		42%		41%		43%		43%		42%		45%		46%		45%		41%			

- ** Assumptions
1. Addition of 1 RT in all three corridors
 2. 3.5% COLA Adjustment in COGS and Admin Expenses
 3. Purchase 2 more buses
 4. Purchase 16 - Cents a Bill Fareboxes and set up Smart Card.
 5. Purchase Smart Cards
 6. 3 more WFI Routers