

**REVENUE PROJECTION - AID SUPPORT VESSEL**

Aug-07

**ASSUMPTIONS**

**VESSEL DETAILS**

30m X 5.4m	Length x Beam
16	Over-night beds
80	Day Seats
\$200,000	estimated
<b>INSURANCE RATE</b>	
2.5%	P.A.
<b>CURRENT O/NITE CAPACITY</b>	
6	Camps
18	Avg pax
200	Avg days p.a.
30	Boats
10	Avg pax
200	Avg days p.a.
10	Nights avg stay
65%	occupancy
5,304	total guests
1,824	target guests
34%	of existing o/nite
<b>RESORT TRANSFERS</b>	
6	Resorts
5	transfers per resort
30	Transfers per trip

**TARIFF**

Resort transfers	\$55	pp one way	
Overnight peak season	\$145	pppn (one way)	
Overnight low-season	\$125	pppn (one way)	10% Commission rate
<b>EXCHANGE RATES</b>			
@ US\$1.00 = Rp.	9,000	US\$1.00 =	\$0.75 AUD Subject to change
<b>CONTRACT RATES</b>			
Resort transfers	\$50	/pax . Transfer (day use only)	
Overnight peak season	\$131	/pax /night	
Overnight low-season	\$113	/pax/night	

Note: We will have 8 deck berths in addition to the air conditioned cabins use in this projection. They will sell at 50% discount

**CAPACITY & OCCUPANCY**

Resort Transfers	80	Passengers	30%	Occupancy
Overnight peak season	16	Passengers capacity	45%	Occupancy
Overnight green-season	16	Passengers capacity	35%	Occupancy

**TRIPS PER YEAR**

Resort Transfers	132	Transfer trips per year			
Trips North high season	72	Trips of	2	Nights	144
Trips South high season	36	Trips of	2	Nights	72
Trips North low season	12	Trips of	2	Nights	24
Trips South low season	12	Trips of	2	Nights	24
					<b>216</b>
					<b>Nights Total p.a.</b>

**REVENUES**

GROSS PASSAGE REVENUE	RATE	Capacity	Occupancy	TRIPS one way	Passenger days	TOTAL P.A.
Resort Transfers	\$49.50 /pax one way	80	30%	132	3,168	\$156,816
					<b>3,168</b>	
					Passenger nights	
Overnight peak season	\$130.50 pppn	16	45%	216	1,555	\$202,954
Overnight green season	\$112.50 pppn	16	35%	48	269	\$30,240
					<b>1,824</b>	

**TOTAL PASSAGE REVENUE**

\$390,010

MARK-UP ON SALES to OVERNIGHT GUESTS		Passenger Nights/days	
Drinks mark-up	\$10.00 /pax nite	1,824	\$18,240
Meals mark-up	\$5.00 /pax nite	1,824	\$9,120
Phone/fax mark-up	\$5.00 /pax nite	1,824	\$9,120
<b>MARK-UP ON SALES to RESORT TRANSFER GUESTS</b>			
F&B mark-up	\$10.00 /pax day	3,168	\$31,680

**TOTAL MARK-UP ON SALES**

\$68,160

**TOTAL REVENUES**

\$458,170

**VARIABLE COSTS**

TOTAL P.A.

ADMINISTRATION				Total PA	
Book-keeping	20,000,000 Rp / mth	Padang staff		\$28,889	\$28,889
Expat Host	\$100.00 / day		216 days =		\$21,600
<b>CATERING</b>					
Cost per pax	\$2.50 / day	1,824	passenger days		\$4,560
<b>FEES</b>					
Agency	\$100.00 / trip		Trips 132		\$13,200
Harbour	\$100.00 / trip		132		\$13,200
<b>FUEL</b>					
Fuel Main engines	6,000 Rp/tr	\$/ltr	l/hr	hr/trip	hrs/day
Fuel gen set	6,000 Rp/tr	\$0.67	50	18	900
Oil	25,000 Rp/tr	\$10.87		24	432
Additives	\$2,000 p.a.	estimate		2	132
					216
					\$79,200
					\$62,208
					\$2,868
					\$2,000
					\$146,276
<b>SERVICE</b>					
Agents Quoted cost		Hrs/day	Hrs pa	Interval	Services
Main Service	\$200.00 / service	18	4,048	250	16.192
Aux Service	\$50.00 / service	24	5,364	250	21.5
					Engines 2
					\$6,477
					\$2,146
					\$8,622
<b>SUNDRY EXPENSES</b>					
	5.0% of total revenue				
					\$3,408

**TOTAL VARIABLE COSTS**

\$239,755

**FIXED COSTS**

TOTAL P.A.

WAGES	Rp/mth	Bonus/day	days	No of crew	Total PA
Local Skipper	7,000,000	100,000	216	1	\$12,511
Local First Mate	2,500,000	100,000	0	1	\$3,611
Local Engineer	5,000,000	100,000	216	1	\$9,622
Local 2nd Engineer	2,500,000	100,000	0	1	\$3,611
Local Cook	2,500,000	50,000	216	2	\$9,622
Local crew	1,500,000	20,000	216	2	\$5,293
					\$44,271
<b>OFF-SEASON</b>					
Meals allowance	Rp/day		149	8	\$1,987
	15,000				\$1,987
<b>ROUTINE MAINTENANCE</b>					
Docking & Paint	\$15,000				
Running Repairs	\$5,000				
Misc	\$10,000				
					\$30,000
<b>LICENCING FEES</b>					
Area Permit	\$100	/month		No Months 12	\$1,200
Safety Survey Pass Permit	\$500	/month		12	\$6,000
PPKA	\$100	/month		12	\$1,200
					\$8,400

**TOTAL FIXED COSTS**

\$84,658

**SUMMARY**

TOTAL P.A.

<b>TOTAL REVENUES</b>		\$458,170
<b>LESS VARIABLE COSTS</b>		\$239,755
<b>LESS FIXED COSTS</b>		\$84,658
<b>NET REVENUE</b>		\$133,757
<b>MANAGEMENT</b>	15% (if outsourced)	\$20,064
<b>PT LMS CHARTER FEE</b>		
Insurance in PT LMS name	3% pa based on full value of vessel	\$5,000
Admin and accounting	10% of Net Revenue	\$13,376
<b>TOTAL CHARTER FEE</b>		\$18,376
<b>NET BEFORE TAX &amp; COST OF FUNDS</b>		USD \$115,381