

ibus plc.

Transport Solutions



M7



- ✓ Originating Limerick
- ✓ 1 X Executive Coach
- ✓ 1-2 Departures Daily
- ✓ Destination ibus Terminus South-HUB 1
- ✓ Serving Kerry/Clare/Limerick/M7 Corridor
- ✓ 50 Operators
- ✓ 50 passengers daily [6 passengers per week per operator]

M8



- ✓ Originating Cork
- ✓ 1X Executive Coach
- ✓ 1 Departure Daily
- ✓ Destination ibus Terminus South
- ✓ Serving Cork/Tipperary/Laois M8 Corridor
- ✓ 50 Operators
- ✓ 50 passengers daily [6 passengers per week per operator]

M9



- ✓ Originating Waterford
- ✓ 1 X Executive Coach
- ✓ 1-2 Departures Daily
- ✓ Destination ibus Terminus South
- ✓ Serving Waterford/Kilkenny/CarlowM9 Corridor
- ✓ 50 Operators
- ✓ 50 passengers daily [6 passengers per operator per week]

ibus Terminus South – Hub 1



- 6 X Executive Mini/Midi Coaches
- 1 Hourly services*
 - Dublin Airport, Dublin/Dun Laoighre Port.
 - Hospitals @Tallaght / Crumlin / James / Beaumont / Cappagh / National Re-Hab unit.
 - Colleges @ Trinity/UCD/DCU/Institutes

**Initially, services will only coincide with demand as per M7/M8/M9 outcomes.*



➤ Park & Ride

- The 15 acre site will accommodate upwards of 500 cars on “ground floor” development. Planning will include multi-storey.
- 3-5 X Executive Coach Services returning Daily along M7/M8/M9 Corridors.
- Hourly Services to Capital City venues*

* Or as demand requires

HUB 1



- 15 acres
- Minimal initial construction to include:
 - Food Hall...Leasehold options.
 - Rest Rooms...toilets, general recreation, driver facilities.
 - Concourse...information and greeting, complimentary refreshments etc.
 - Vehicle maintenance...valeting and light repairs.

Tasks



- Buildings
- Planning Applications
- Route Development
- IT Infrastructure [ticketing/web development]
- Professional Fees:- Architect, Accountancy, Legal, Logistics, PR.....
- Staff.
- General Manager
- Fleet

Processes & Timetable



- Sign lease for site at M7 = 6 months
- Develop minimum facilities = 6 months
- Develop routes and timetables M7/M8/M9 = now
- Develop routes and timetables Capital City services=now
- Secure funding: Development-Livery-Working Capital = now

ibus Terminus South-[Funding]



- Shareholder Funds = €2,500,000*
- Borrowings/Leases = €2,250,000

HUB 1-M7

.....how it works!



- 100km + rate €17 single/€20.00 return per passenger nationwide
- 100km = €10 single/€12.50 return nationwide
- Ave. Fare €17 @ 46,800 passengers pa
- No. of passengers required per day 50 per Corridor
[Ave 6 passengers per operator per week]
- 1 journey per day per coach per corridor
 - Note: Costs based on 1 trip per day per coach, any additional journeys involve fuel and driver costs only and would dramatically improve overall performance

Costs:Buses & Coaches-€275,000



➤ 3 X Executive Coaches @ €250,000 = €750,000

➤ 6XMidi/Mini Bus/Coaches @ €125,000 = €750,000

Total = €1,500,000

Annual Financing Cost over 7 years = €275,000

Costs:Staff-€515,000



➤ Wages:

Drivers X 9 @ €35,000	€315,000
General Manager/support staff	€200,000

Total = €515,000

Fuel Costs-€470,000



- $M7 \times 2 \times 6 \times 52 = 134,160\text{kms}$
- $M8 \times 2 \times 6 \times 52 = 146,640\text{kms}$
- $M9 \times 2 \times 6 \times 52 = 96,720\text{kms}$
- Hub 54 trips daily = 561,600kms

TOTAL = 940,000kms pa @ 3kms p/litre

= 313,333 litres of fuel @ €1.50

➤ = €470,000 pa

Costs: Establishment-€515,000



❑ Building Costs: €750,000 X 15 years	= €70,000 <small>[15 years]</small>
❑ Rent/Rates/:	=€35,000pa
❑ /Light/Heating/Maintenance:	=€25,000pa
❑ Insurance [Motor-Bond-Pensions]	=€35,000pa
❑ IT infrastructure:	=€100,000
❑ Professional Fees:	=€250,000 <small>[once off]</small>
Total	=€515,000

National Network of Private Hire Services



Total Costs €1,775,000 year 1

Incomes



- ☐ Passengers from Corridors
- ☐ Passengers at Hub
- ☐ Lease Properties
- ☐ Advertising

Profit & Loss Year 1.



Costs 12 months operations

€1,775,000

Income:

Corridor Fares @ €17 per day X 50 X 312 x 3

€795,600

Hub Fares @ €7 per day x 150 days x 100 Park & Ride

€218,400

Lease fees @ Zero

Advertising @ Zero

Total Income

€1,013,000

Loss for the year

€762,000

Profit & Loss: Year 2



• Costs	€1,550,000
• Incomes	€1,255,000
[Corridors stet/Hub plus 100 passengers plus 212 days operations Leases €25,000]	
• Loss for the year	€245,000
• Accum. Loss	€1,027,000

Profit & Loss year 3



• Costs	€1,550,000
• Income	€1,465,000
[Increase of 1 passenger per corridor to 51-increase of 100 passengers at Hub to 300]	
Loss	€35,000
Accum. Loss	€1,062,000

Years 4-7



- If Losses continued at €35,000 pa the accumulated Losses will read €1,200,000
- A 5% increase in Fuel costs has continued through the trading years.
- A 5% staff bonus structure remains in the same way.
- The losses may not start reversing until year 7.
- Losses will be covered with Shareholder funds equalling investment of €5,000 per shareholder

What is in it for me?



- Shareholding in major Irish passenger transport company.
- Synergies associated with major purchaser of fuel €2.5m over 5 years and vehicles @ €1.5m.
- Opportunities for other major contracts, including, School Transport contract.
- Association of 500 fellow operators with single goal and self interest.
- Local feeder services to network/possible satellite route development.
- Access to professional help and future technologies in transport.

Bottom Line!



➤ Initial Investment of €5,000

€1,500 shareholding

€1,500 Preference Shares

€2,000 Performance Share

Outcomes



- €1,500 shareholding-value at year 5 est. @ €7,500
[No dividend expected in 1st 7 years]
 - €1,500 Preference Shares yield of 7.5% = €112.50
 - €2,000 Performance Shares*
 - Performance Shares are exclusive to Bus & Coach shareholder operators. These represent the “hire” aspect of the ibus network of services and carry a phased yield based on the number of passengers presented to the network by each operator as follows:
0-7=0, 8-10 yield @ 5% or €100, 11-15 yield @ 10% or €200.
- The flat rated highly competitive fare structure on the network presents opportunity for operators locally to develop “satellite routes” or feeder services. It is important to point out here that if the minimum numbers, average of 7 passengers per week per operator, are not met then the Performance Share may become an annual cost based on the lower number. Example-the achieved annual numbers are the average of 4 = €860 in next year or 43%

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National Network Of Private Hire Operators