

# City Whopper

Month : 3

## Market Share Report

Team	1	2	3	4	5
<b>Seating</b>					
Aircraft 1	4/ 25/ 66	8/ 20/ 66	20/ 0/ 72	12/ 25/ 54	0/ 10/ 96
Aircraft 2	0/ 20/ 84	0/ 20/ 84	20/ 0/ 72	0/ 25/ 78	0/ 10/ 96
Aircraft 3	4/ 30/ 60	4/ 20/ 72	28/ 40/ 72	8/ 30/ 114	0/ 10/ 162
Aircraft 4	4/ 30/ 60	12/ 30/ 108	28/ 40/ 72	0/ 35/ 120	12/ 30/ 108
<b>Type</b>					
Aircraft 1	Dakota 100	Dakota 100	Dakota 100	Dakota 100	Dakota 100
Aircraft 2	Dakota 100	Dakota 100	Dakota 100	Dakota 100	Dakota 100
Aircraft 3	Dakota 100	Dakota 100	Dakota 200	Dakota 200	Dakota 200
Aircraft 4	Dakota 100	Dakota 200	Dakota 200	Dakota 200	Dakota 200
<b>Routing</b>					
Aircraft 1	S BCB	S BCB	A/CW BAECB	S BDB	A/CW BAEDB
Aircraft 2	S BDB	A/CW BAEDCB	CW BCEAB	H&S BABCDBEB	S BCB
Aircraft 3	A/CW BADCB	S BAB	CW BCDAB	H&S BABEBCB	CW BDEAB
Aircraft 4	CW BCEAB	CW BCDEAB	A/CW BADCB	H&S BABCDBEB	S BCB
<b>Fares</b>					
First	282	300	325	235	200
Business	220	245	189	210	170
Economy	109	120	84	120	120
Cargo	320	375	299	300	0
<b>Other</b>					
Advertising	YES	YES	YES	YES	YES
Promotion	YES	YES	YES	YES	YES
Freight	OPERATE	OPERATE	OPERATE	OPERATE	CONTRACT
City Package	YES	NO	YES	YES	NO
Hotel Package	NO	YES	YES	YES	NO
Mrkt Share PAX	15.04%	17.01%	27.73%	22.48%	17.74%
Mrkt Share Freight	20.51%	20.88%	30.96%	27.64%	0.00%

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**Profit & Loss Account**

**REVENUE**

Ticket Sales F Class	3,222,757
Ticket Sales J Class	2,255,830
Ticket Sales Y Class	4,739,786
Freight Sales	1,241,150
Interest Income	209

**Total Revenue** **11,459,732**

**EXPENSES**

Airport Landing Fees	156,800
Salaries - Cabin Crew	215,800
Salaries - Flight Crew	269,000
Salaries - Support Staff	280,000
Catering	547,700
Fuel	2,315,600
Aircraft Lease Costs	1,040,000
Break Aircraft Lease	0
Aircraft Maintenance	684,320
Depreciation - Aircraft	440,000
Promotional Costs	290,000
Advertising Costs	200,000
Hotel Package Costs	110,000
Agent Commission	817,470
Holiday Hotel Discounts	22,241
City Hotel Discounts	40,227
Brokerage Fees	0
Loan Interest Costs	310,833
Penalty Loan Interest	0
Administration Costs	510,918
Freight Market Operating Costs	250,000

**Total Expenses** **8,500,909**

Owned Aircraft Disposal 0

**PROFIT BEFORE TAX** **2,958,823**

**Brought Forward Profit** **12,000,301**

**TOTAL PROFIT TO DATE** **14,959,124**

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Cash Flow Statement

**OPENING BALANCE** **3,187,350**

**INCOMING**

Passenger Sales	7,663,780
Freight Sales	310,286
Debtors Received - Passenger	1,962,552
Debtors Received - Freight	0
Loans for Month	0
Owned Aircraft Disposal	0
Withdrawal - Short Term Money	2,000,000

**Total Cash In** **11,936,618**

**OUTGOING**

Operating Expenses	4,479,976
Creditors Paid	2,294,670
Lease Termination	0
Freight Operating Costs	250,000
City E Set Up Costs	100,000
Own Freight Set Up Costs	550,000
Aircraft Purchase	0
Investment Short Term Money Mkt	0
Penalty Interest	0
Loan Principal Interest	310,833
Loan Payment	0

**Total Cash Out** **7,985,479**

**CLOSING BALANCE** **7,138,489**

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**Balance Sheet**

**ASSETS**

Cash	7,138,489
Short Term Money Market	25,278
Debtors Passengers	2,554,593
Debtors Freight	930,864
Aircraft (After Depreciation)	37,400,000
Buildings/Plant (After Depreciation)	6,580,000
City E Set Up	100,000
Freight Set Up	550,000

**Total Assets** **55,279,224**

**LIABILITIES**

Long Term Loans	
Aircraft	35,200,000
Other	2,100,000
Creditors	3,020,100
Shareholder Funds	14,959,124

**Total Liabilities** **55,279,224**

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Market Analysis Report

Route	Sectors	F PAX	F Load Factor	J PAX	J Load Factor	Y PAX	Y Load Factor
A - B	56	514	38%	489	44%	3439	85%
B - A	56	631	47%	540	48%	3629	90%
B - C	56	662	49%	749	67%	4032	100%
C - B	56	728	54%	779	70%	4032	100%
C - D	28	415	53%	854	76%	2016	100%
D - C	28	611	78%	868	78%	2016	100%
D - A	28	501	64%	927	83%	2016	100%
A - D	28	530	68%	810	72%	2016	100%
B - D	0	0	0%	0	0%	0	0%
D - B	0	0	0%	0	0%	0	0%
E - D	0	0	0%	0	0%	0	0%
D - E	0	0	0%	0	0%	0	0%
E - C	28	113	20%	0	0%	2013	100%
C - E	28	88	16%	0	0%	1279	63%
E - B	0	0	0%	0	0%	0	0%
B - E	0	0	0%	0	0%	0	0%
E - A	28	45	8%	0	0%	556	28%
A - E	28	98	18%	0	0%	886	44%

Total PAX Carried : 38882

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 Outer Out 100 4/10/84 A/KW  
 BEDC

Month 3

