

FLEETWATCH MARKET RELATED TRUCK OPERATING BENCHMARKS (Per Annum)																	FEB 2012												
OPERATION	Short Haul Metro	Stop/Start	Med Haul	Fresh Del	Long Haul	Fresh Del	Med Long	Cargo Van	Long Haul	Cargo Van	Truck Med Haul	Flat Deck	Truck & Trailer Long Haul	Flat Deck	12.5 m dual axle semi	1.1.2. artic	8.4 m Ins Med Haul	1.2 Rigid	13.5 m dual axle semi	1.2.2. artic	13.5m tridem axle semi	1.1.3. artic	14.7 m tridem reefer semi	1.2.3. artic	14.7 tridem f/deck semi	1.2.3. artic	flat deck inter links	7-angle rig	OPERATION
Vehicle Type	Panel Van	Insulated Van	Insulated Van	Volume Van	Flat Deck	6x4 Rigid	6x4 Rigid & Trailer	4-axle Artic	6x2 Rigid	5-axle Artic	5-axle Artic	6-axle Artic	6-axle Artic	6-axle Artic	7-axle Artic	Vehicle Type													
Average Payload (tons)	3	3.5	5.5	8	8	14	26	21	13.5	26	25	28	30	30	36	Payload (tons)													
Deck Length (metres)	4	4.2	6.5	7.5	7.5	7.5	15	12.5	8.4	13.5	13.5	14.5	14.7	13.5	18	Deck Length (metres)													
Pallets	4	4	6	8	8	8	24	20	16	24	24	28	30	26	36	Pallets													
Cubes	16	20	37	37								90	92			Cubes (cubic metres)													
Annual KM	50000	30000	60000	45000	85000	65000	100000	120000	135000	160000	160000	160000	180000	160000	200000	Annual KM													
Working Days	260	260	260	260	260	260	260	260	260	260	260	286	286	286	286	Working Days													
Shift Hours (fridge)	11	11	11									10	10			Shift Hours (fridge)													
Useful Life (KM)	300000	350000	350000	450000	600000	800000	800000	600000	800000	800000	800000	800000	800000	800000	800000	Useful Life (KM)													
Useful Life (Years)	6	8	6	8	8	8	8	5	6	5	5	5	5	5	4	Economic Life (Years)													
CAPITAL COST																													
Prime Mover	296803	348908	517719	517719	517719	843416	888398	891053	1201999.7	996079.01	996079.01	1177599	1294298	1294298	1379170	Prime Mover													
Body		109617	107651	87344	81066	106560	106560		238500							Body													
Auxiliary Equipment		203896	236250						236210				378000	378000		auxiliary Equipment													
1st Trailer							260613	211605		254826	273156	454189	462160	268146	167045	1st Trailer													
2nd Trailer															292384.04	2nd Trailer													
Other																Other													
Total Capital Cost	296803	662421	861621	605063	598785	949975	1255570	1102658	1676710	1250905	1269235	2009788	2134458	1562444	1838599	Total Capital Cost													
STANDING COST																													
Prime Mover Depreciation	59361	69782	103544	103544	103544	168683	177680	178211	240400	199216	199216	235520	258860	258860	275834	Prime Mover Depreciation													
Body Depreciation		21923	16148	13102	12160	15984			35775							Body Depreciation													
Auxiliary Depreciation		38231	44297						44289							Auxiliary Depreciation													
Trailer Depreciation							15870		19112	20487	34064	34662	20111	12528	34457	Trailer Depreciation													
Total Depreciation	59361	129936	163988	116645	115704	184667	193550	178211	339576	219703	233280	341057	349846	271388	310291	Total Depreciation													
Cost of Capital	17608	39298	51116	35895	35523	56357	74487	65415	99471	74210	75297	119231	126627	92692	109075	Cost of Capital													
Prime Mover Licence	1041	2052	3792	3792	3792	9696	9696	3792	12825	9696	4077	8775	8775	12825	12825	Prime Mover Licence													
Trailer Licence							3792	4788		5160	6750	14037	14037	10659	11538	Trailer Licence													
Total Licence Fee	1041	2052	3792	3792	3792	9696	13488	8580	12825	14856	10827	22812	22812	23484	24363	Total Licence Fee													
Total Insurance	20776	46370	60313	42354	41915	66498	87890	77186	117370	87563	88846	140685	149412	109371	128702	Total Insurance													
Driver Wages	80659	86778	96987	96544	96987	132725	132725	148033	147357	173556	193974	214392	214392	193971	214392	Driver Wages													
Assistant Wages	59280	59280	59280	59280	59280	59280	59280	59280	59280	59280	59280	59280	59280	59280	59280	Assistant Wages													
Total Wages	139939	146058	156267	155824	156267	192005	192005	207313	206637	232836	253254	273672	273672	253251	273672	Total Wages													
TOTAL STANDING COST	238725	363713	435476	354511	353200	509224	561420	536704	775879	629167	661505	897457	922368	750186	846103	TOTAL STANDING COST													
As a % of Total Cost	52.43%	57.55%	49.57%	58.50%	44.92%	51.36%	42.39%	39.53%	45.47%	34.18%	37.29%	36.66%	34.75%	36.18%	32.53%	As a % of Total cost													
VARIABLE COST																													
Prime Mover Fuel	150984	118464	246406	144378	272715	278062	466677	524267	577513	821352	746684	912613	1026690	864581	1173360	Prime Mover Fuel													
Auxiliary Fuel		64168	48841									77002				Auxiliary Fuel													
Total Fuel	150984	182632	295246	144378	272715	278062	466677	524267	577513	821352	746684	989615	1103692	864581	1173360	Total Fuel													
Top-up Oil	7549	9132	14762	7219	13636	13903	23334	26213	28876	41068	37334	49481	55185	43229	58668	Top-up Oil													
Prime Mover Repair & Maint	31500	22200	44400	35550	67150	58500	90000	108000	103950	144000	123200	184000	207000	184000	220000	Prime Mover Repair & Maint													
Auxiliary Repair & Maint		19800	39600						81000			96000	118800			Auxiliary Repair & Maint													
Trailer Repair & Maintenance							25000	30000		40000	40000	57600	64800	57600	100000	Trailer Repair & Maintenance													
Total Repair & Maintenance	31500	42000	84000	35550	67150	58500	115000	138000	184950	184000	163200	337600	390600	241600	320000	Total Repair & Maint													
Total Tyres	6605	4494	19099	14324	29597	31756	57957	32671	39064	65131	65131	73605	82806	73605	102600	Total Tyres													
Unforeseen Expense	20000	30000	30000	50000	50000	100000	100000	100000	100000	100000	100000	100000	100000	100000	100000	Unforeseen Expense													
TOTAL VARIABLE	216638	268258	443107	251471	433097	482221	762968	821152	930403	1211550	1112348	1550301	1732282	1323015	1754628	TOTAL VARIABLE													
As a % of Total Cost	47.57%	42.45%	50.43%	41.50%	55.08%	48.64%	57.61%	60.47%	54.53%	65.82%	62.71%	63.34%	65.25%	63.82%	67.47%	As a % of Total cost													
TOTAL OPERATING COSTS	455363	631971	878584	605982	786298	991445	1324388	1357856	1706281	1840718	1773853	2447758	2654651	2073202	2600731	TOTAL OPERATING COSTS													
SUMMARY																													
Standing Cost Rands per/day	918	1399	1675	1364	1358	1959	2159	2064	2984	2420	2544	3138	3225	2623	2958	Standing Cost p/day													
Standing Cost (Rands/Km)	4.77	12.12	7.26	7.88	4.16	7.83	5.61	4.47	5.75	3.93	4.13	5.61	5.12	4.69	4.23	Standing Cost (Rands)													
Variable Cost (Rands/Km)	4.33	8.94	7.39	5.59	5.10	7.42	7.63	6.84	6.89	7.57	6.95	9.69	9.62	8.27	8.77	Variable Cost (Rands)													
Total CPK (Rands/Km)	9.11	21.07	14.64	13.47	9.25	15.25	13.24	11.32	12.64	11.50	11.09	15.30	14.75	12.96	13.00	Total CPK (Rands)													
Cost per ton (Rands)	584	694	614	291	378	272	196	249	486	272	273	306	309	242	253	Cost per ton (Rands)													
Cost per Pallet (Rands)		608	563	291	378	477	212	261	410	295	284	306	309	279	253	Cost per Pallet (Rands)													
Cost per Ton/Km (100% Load)	R 3.04	R 6.02	R 2.66	R 1.68	R 1.16	R 1.09	R 0.51	R 0.54	R 0.94	R 0.44	R 0.44	R 0.55	R 0.49	R 0.43	R 0.36	Cost per Ton/Km (100% Load)													
Cost per Ton/Km (75% Load)	R 4.05	R 8.03	R 3.55	R 2.24	R 1.54	R 1.45	R 0.68	R 0.72	R 1.25	R 0.59	R 0.59	R 0.73	R 0.66	R 0.58	R 0.48	Cost per Ton/Km (75% Load)													
Cost per Ton/Km (50% Load)	R 6.07	R 12.04	R 5.32	R 3.37	R 2.31	R 2.18	R 1.02	R 1.08	R 1.87	R 0.88	R 0.89	R 1.09	R 0.98	R 0.86	R 0.72	Cost per Ton/Km (50% Load)													
Cost per Pallet/Km (100%)		R 5.27	R 2.44	R 1.68	R 1.16	R 1.91	R 0.55	R 0.57	R 0.79	R 0.48	R 0.46	R 0.55	R 0.49	R 0.50	R 0.36	Cost per Pallet/Km (100%)													
Cost per Cube/Km (100%)	R 0.57	R 1.05	R 0.40	R 0.36								R 0.17				Cost per Cube/Km (100%)													
Cost per Deck Metre (Rands)		579	520	311	403	508	340	418	781	524	505	590	631	537	505	Cost per Deck Metre (Rands)													
RATIOS																													
Useful Life Cost	2732178	5055772	5271502	4847860	6290382	7931563	10595107	6789281	10237688	9203588	8869266	12238790	13273254	10366008	10402923	Useful Life Cost													
Capital Cost per Payload Ton	98934	189263	156658	75633	74848	67855	48291	52508	124201	48112	50769	71778	71149	52081	51072	Capital Cost per Payload Ton													
Capital Cost per Deck Metre	74201	157719	132557	80675	79838	126663	83705	88213	199608	92660	94017	138606	145201	115737	102144	Capital Cost per Deck Metre													
Capital Cost % Useful Life Cost	10.86%	13.10%	16.34%	12.48%	9.52%	11.98%	11.85%	16.24%	16.38%	13.59%	14.31%	16.42%	16.08%	15.07%	17.67%	Capital Cost % Useful Life Cost													
Oper Cost per Payload Ton	151788	180563	159742	75748	98287	70818	50938	64660	126391	70797	70954	87420	88488	69107	72243	Oper Cost per Payload Ton													