

Utilising Appendix 2-9 of financial projections to make allowance for bulk discount ticket sales with revisions to meet Swanage TC aspirations.

Categories	31-Mar-20				31-Mar-21				31-Mar-22			
	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	
Class A 1 (Foot passenger)	£96,455	96455	£1.00	0.00	96,455	96455	£1.00	0.00	£96,455	96455	£1.00	
Class A 7 (Foot passenger)	£587	652	£0.90	0.10	483	652	£0.74	0.26	£483	652	£0.74	
Class A 7b (Foot passenger)	£1,219	1434	£0.85	0.15	1,004	1434	£0.70	0.30	£1,004	1434	£0.70	
Class B 2 (Bikes & motorcycles)	£118,893	118893	£1.00	0.00	118,893	118893	£1.00	0.00	£118,893	118893	£1.00	
Class B 9 (Bikes & motorcycles)	£4,636	5151	£0.90	0.10	3,812	5151	£0.74	0.26	£3,812	5151	£0.74	
Class B 9b (Bikes and motorcycles)	£7,127	8385	£0.85	0.15	5,869	8385	£0.70	0.30	£5,869	8385	£0.70	
Class F 3 (Car)	£2,199,523	488783	£4.50	0.00	2,199,523	488783	£4.50	0.00	£2,688,306	488783	£5.50	
Class F 5 <3,500 (car)	£6,433	1430	£4.50	0.00	6,433	1430	£4.50	0.00	£7,863	1430	£5.50	
Class F10 (book of 10 Car)	£270,706	75196	£3.60	0.20	270,706	75196	£3.60	0.24	£270,706	75196	£3.60	
Class F11 (Car)	£336,337	98923	£3.40	0.24	336,357	98923	£3.40	0.28	£336,337	98923	£3.40	
Class G 6 (Truck)	£79,513	8835	£9.00	0.00	88,348	8835	£10.00	0.00	£88,348	8835	£10.00	
Class G 12 (Truck)	£112	16	£7.20	0.20	112	16	£7.20	28.00	£113	16	£7.25	
Class G 13 (Truck)	£2,646	389	£6.80	0.24	2,646	389	£6.80	32.00	£2,646	389	£6.80	
Coach & Bus 4	£6,182	687	£9.00	0.00	6,869	687	£10.00	0.00	£6,869	687	£10.00	
Coach & Bus 14	zero	0	£7.20	0.20	0	0	£7.20	28.00	£0	0	£7.25	
Coach & Bus 15	£493	73	£6.80	0.24	493	73	£6.80	32.00	£493	73	£6.80	
	£3,130,862				3,138,002				£3,628,196			

	DC	Ferry co	DC
Book of 10 car	£36.00	£36.00	36
Book of 50 car	£170.01	£170.00	170
Book of 50 pedestrians	£37.00	£45.00	37
Book of 100 pedestrians	£70.00	£85.00	70
Book of 50 cycles	£37.00	£45.00	37
Book of 100 cycles	£70.00	£85.00	70
Book of 10 HGV	£72.00	£72.00	72.5
Book of 50 HGV	£340.00	£340.00	340
Book of 10 coach	£72.00	£72.00	72.5
Book of 50 coach	£340.00	£340.00	340

Income By Category per y

	31-Mar-23				31-Mar-24				31-Mar-25				
Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)	Income
0.00	£96,455	96455	£1.00	0.00	£96,455	96455	£1.00	0.00	£96,455	96455	£1.00	0.00	£96,455
0.26	£483	652	£0.74	0.26	£483	652	£0.74	0.26	£483	652	£0.74	0.26	£483
0.30	£1,004	1434	£0.70	0.30	£1,004	1434	£0.70	0.30	£1,004	1434	£0.70	0.30	£1,004
0.00	£118,893	118893	£1.00	0.00	£118,893	118893	£1.00	0.00	£118,893	118893	£1.00	0.00	£118,893
0.26	£3,812	5151	£0.74	0.26	£3,812	5151	£0.74	0.26	£3,812	5151	£0.74	0.26	£3,812
0.30	£5,869	8385	£0.70	0.30	£5,869	8385	£0.70	0.30	£5,869	8385	£0.70	0.30	£5,869
0.00	£2,688,306	488783	£5.50	0.00	£2,688,306	488783	£5.50	0.00	£2,688,306	488783	£5.50	0.00	£2,688,306
0.00	£7,863	1430	£5.50	0.00	£7,863	1430	£5.50	0.00	£7,863	1430	£5.50	0.00	£7,863
34.55	£278,226	75196	£3.70	32.73	£289,505	75196	£3.85	30.00	£297,777	75196	£3.96	28.00	£308,304
38.18	£346,229	98923	£3.50	36.36	£356,122	98923	£3.60	34.55	£370,960	98923	£3.75	31.82	£380,852
0.00	£88,348	8835	£10.00	0.00	£88,348	8835	£10.00	0.00	£97,183	8835	£11.00	0.00	£97,183
27.50	£117	16	£7.50	25.00	£120	16	£7.70	23.00	£124	16	£8.00	27.27	£128
32.00	£2,763	389	£7.10	29.00	£2,841	389	£7.30	27.00	£2,957	389	£7.60	30.91	£2,996
0.00	£6,869	687	£10.00	0.00	£6,869	687	£10.00	0.00	£7,556	687	£11.00	0.00	£7,556
27.50	£0	0	£7.50	25.00	£0	0	£7.70	23.00	£0	0	£8.00	27.27	£0
32.00	£515	73	£7.10	29.00	£529	73	£7.30	27.00	£551	73	£7.60	30.91	£558
	£3,645,750				£3,667,017				£3,699,792				£3,720,261

Ferry co	DC	Ferry co	DC	Ferry co	DC	Ferry co
£36.19	£37.00	£37.30	£38.50	£38.41	Book of 10 car	£39.60 £39.59
£171.15	£175.00	£176.40	£180.00	£181.65	Book of 50 car	£187.50 £187.25
£45.00	£37.00	£45.00	£37.00	£45.00	Book of 50 pedestrians	£37.00 £45.00
£85.00	£70.00	£85.00	£70.00	£85.00	Book of 100 pedestrians	£70.00 £85.00
£45.00	£37.00	£45.00	£37.00	£45.00	Book of 50 cycles	£37.00 £45.00
£85.00	£70.00	£85.00	£70.00	£85.00	Book of 100 cycles	£70.00 £85.00
£72.45	£75.00	£74.59	£77.00	£76.81	Book of 10 HGV	£80.00 £80.59
£342.65	£355.00	£352.80	£365.00	£363.30	Book of 50 HGV	£380.00 £381.15
£72.45	£75.00	£74.59	£77.00	£76.81	Book of 10 coach	£80.00 £80.59
£342.65	£355.00	£352.80	£365.00	£363.30	Book of 50 coach	£380.00 £381.15

Year based on SBFC application to SoS April 2020

31-Mar-26			31-Mar-27				31-Mar-28				31-Mar-29		
Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]
96455	£1.00	0.00	£96,455	96455	£1.00	0.00	£96,455	96455	£1.00	0.00	£96,455	96455	£1.00
652	£0.74	0.26	£483	652	£0.74	0.26	£483	652	£0.74	0.26	£483	652	£0.74
1434	£0.70	0.30	£1,004	1434	£0.70	0.30	£1,004	1434	£0.70	0.30	£1,004	1434	£0.70
118893	£1.00	0.00	£118,893	118893	£1.00	0.00	£118,893	118893	£1.00	0.00	£118,893	118893	£1.00
5151	£0.74	0.26	£3,812	5151	£0.74	0.26	£3,812	5151	£0.74	0.26	£3,812	5151	£0.74
8385	£0.70	0.30	£5,869	8385	£0.70	0.30	£5,869	8385	£0.70	0.30	£5,869	8385	£0.70
488783	£5.50	0.00	£2,932,697	488783	£6.00	0.00	£2,932,697	488783	£6.00	0.00	£2,932,697	488783	£6.00
1430	£5.50	0.00	£8,577	1430	£6.00	0.00	£8,577	1430	£6.00	0.00	£8,577	1430	£6.00
75196	£4.10	25.45	£315,824	75196	£4.20	30.00	£323,343	75196	£4.30	28.33	£338,383	75196	£4.50
98923	£3.85	30.00	£395,691	98923	£4.00	33.33	£405,583	98923	£4.10	31.67	£415,475	98923	£4.20
8835	£11.00	0.00	£97,183	8835	£11.00	0.00	£106,017	8835	£12.00	0.00	£106,017	8835	£12.00
16	£8.20	25.45	£131	16	£8.40	23.64	£134	16	£8.60	28.33	£140	16	£9.00
389	£7.70	30.00	£3,074	389	£7.90	28.18	£3,191	389	£8.20	31.67	£3,269	389	£8.40
687	£11.00	0.00	£7,556	687	£11.00	0.00	£8,243	687	£12.00	0.00	£8,243	687	£12.00
0	£8.20	25.45	£0	0	£8.40	23.64	£0	0	£8.60	28.33	£0	0	£9.00
73	£7.70	30.00	£573	73	£7.90	28.18	£595	73	£8.20	31.67	£609	73	£8.40
			£3,987,820				£4,014,895				£4,039,926		

DC	Ferry co	DC	Ferry co	DC	Ferry co	DC
£41.00	£40.77	£42.00	£42.03	£43.00	£43.29 Book of 10 car	£45.00
£192.50	£192.85	£200.00	£198.80	£205.00	£204.75 Book of 50 car	£210.00
£37.00	£45.14	£37.00	£46.62	£37.00	£48.10 Book of 50 pedestrians	£37.00
£70.00	£85.40	£70.00	£88.20	£70.00	£91.00 Book of 100 pedestrians	£70.00
£37.00	£45.14	£37.00	£46.62	£37.00	£48.10 Book of 50 cycles	£37.00
£70.00	£85.40	£70.00	£88.20	£70.00	£91.00 Book of 100 cycles	£70.00
£82.00	£81.47	£84.00	£83.92	£86.00	£86.43 Book of 10 HGV	£90.00
£385.00	£385.35	£395.00	£396.90	£410.00	£408.80 Book of 50 HGV	£420.00
£82.00	£81.47	£84.00	£83.92	£86.00	£86.43 Book of 10 coach	£90.00
£385.00	£385.35	£395.00	£396.90	£410.00	£408.80 Book of 50 coach	£420.00

	31-Mar-30				31-Mar-31				31-Mar-32				Total income generated over 13 year period (£)	
Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)	Income	Equivalent no. of units sold	Proposed SBFC rate [£]	Discount rate applied (%)		
0.00	£96,455	96455	£1.00	0.00	£96,455	96455	£1.00	0.00	£96,455	96455	£1.00	0.00		Total income generated over 13 year period (£)
0.26	£483	652	£0.74	0.26	£483	652	£0.74	0.26	£483	652	£0.74	0.26		
0.300	£1,004	1434	£0.70	0.30	£1,004	1434	£0.70	0.30	£1,004	1434	£0.70	0.30		
0.000	£118,893	118893	£1.00	0.00	£118,893	118893	£1.00	0.00	£118,893	118893	£1.00	0.00		
0.260	£3,812	5151	£0.74	0.26	£3,812	5151	£0.74	0.26	£3,812	5151	£0.74	0.26		
0.300	£5,869	8385	£0.70	0.30	£5,869	8385	£0.70	0.30	£5,869	8385	£0.70	0.30		
0.000	£2,932,697	488783	£6.00	0.00	£2,932,697	488783	£6.00	0.00	£3,177,089	488783	£6.50	0.00		
0.000	£8,577	1430	£6.00	0.00	£8,577	1430	£6.00	0.00	£9,292	1430	£6.50	0.00		
25.000	£345,902	75196	£4.60	23.33	£357,182	75196	£4.75	20.83	£368,461	75196	£4.90	24.62		
30.000	£430,314	98923	£4.35	27.50	£445,152	98923	£4.50	25.00	£455,044	98923	£4.60	29.23		
0.000	£106,017	8835	£12.00	0.00	£106,017	8835	£12.00	0.00	£114,852	8835	£13.00	0.00		
25.000	£143	16	£9.20	23.33	£147	16	£9.45	21.25	£151	16	£9.70	25.38		
30.000	£3,385	389	£8.70	27.50	£3,463	389	£8.90	25.83	£3,580	389	£9.20	29.23		
0.000	£8,243	687	£12.00	0.00	£8,243	687	£12.00	0.00	£8,930	687	£13.00	0.00		
25.000	£0	0	£9.20	23.33	£0	0	£9.45	21.25	£0	0	£9.70	25.38		
30.000	£631	73	£8.70	27.50	£645	73	£8.90	25.83	£667	73	£9.20	29.23		
	£4,062,425				£4,088,639				£4,364,581				£49,188,165	

Ferry co	DC	Ferry co	DC	Ferry co	DC	Ferry co
£44.62		£46.00		£45.95		£47.50
						£47.36
£211.05		£217.50		£217.35		£225.00
						£224.00
£49.58		£37.00		£51.06		£37.00
						£52.54
£93.80		£70.00		£96.60		£70.00
						£99.40
£49.58		£37.00		£51.06		£37.00
						£52.54
£93.80		£70.00		£96.60		£70.00
						£99.40
£89.02		£92.00		£91.69		£94.50
						£94.42
£421.05		£435.00		£433.65		£445.00
						£446.60
£89.02		£92.00		£91.69		£94.50
						£94.42
£421.05		£435.00		£433.65		£445.00
						£446.60
						£49.00
						£48.77
						£230.00
						£230.65
						£37.00
						£54.02
						£70.00
						£102.20
						£37.00
						£54.02
						£70.00
						£102.20
						£97.00
						£97.24
						£460.00
						£459.90
						£97.00
						£97.24
						£460.00
						£459.90