



Model ID: O30000359 Model Type: New Let Approval Date: 14.10.2020

Year 1	Year 2	Year 3	Year 4	Year 5
111	45	42	0	0

(Historical volume figures may not include purchases made through 3rd Parties)

Wet Sales	% of Wet Turnover	Barrels	Avg RSP £/unit (inc VAT)	Turn over (ex VAT)	Total Wholesale Cost	Avg Disc £/brl	GP%	Gross Profit
Draught Lager	33.04 %	106.8472	£3.84	£98,522.98	£68,702.44	£136.42	45.06 %	£44,396.29
Draught Ale	17.83 %	62.3093	£3.55	£53,201.33	£35,782.90	£131.92	48.18 %	£25,631.23
Draught Cider	9.52 %	30.6691	£3.86	£28,410.66	£20,574.87	£150.00	43.77 %	£12,436.16
Packaged Lager	3.58 %	7.5000	£3.56	£10,685.35	£6,319.35	£273.35	60.05 %	£6,416.17
Packaged Cider	2.03 %	6.1000	£3.65	£6,073.13	£4,788.93	£309.10	52.19 %	£3,169.72
Wines	9.00 %	0.0000	£0.00	£26,849.11	£0.00	£0.00	60.00 %	£16,109.47
Spirits	14.00 %	0.0000	£0.00	£41,765.28	£0.00	£0.00	65.00 %	£27,147.43
Minerals	11.00 %	0.0000	£0.00	£32,815.57	£0.00	£0.00	65.00 %	£21,330.12
Total Wet Sales	100.00 %	213.4256		£298,323.41	£136,168.49		52.51 %	£156,636.59
Dry Sales								
Snacks Income				£1,520.83	£760.41		50.00 %	£760.42
Coffee Income				£8,972.92	£2,332.96		74.00 %	£6,639.96
Food Income				£62,963.02	£25,185.21		60.00 %	£37,777.81
Total Wet & Dry Sales				£371,780.18	£164,447.07		54.28 %	£201,814.78
Other Income								
Gross Profit				£371,780.18	£164,447.07		54.28 %	£201,814.78

Expenses as a % of Turnover(BBPA Comparable figures in red)

Town Centre Pub/Bar Pub with a 70:30 drink/food ratio and a turnover of approx. £10000 per week.

Expenses	%	£	%	£	£
Equipment hire etc.	0.0000 %	£0.00	0.5100 %	£1,896.08	
Professional Fees	1.6677 %	£6,200.00	0.7500 %	£2,788.35	
Rates	2.7597 %	£10,260.00	3.3600 %	£12,491.81	
Waste Disposal/Clean	0.7209 %	£2,680.00	1.0600 %	£3,940.87	
Utilities	3.6312 %	£13,500.00	3.3900 %	£12,603.35	
Repairs and renewals	0.6455 %	£2,400.00	0.9500 %	£3,531.91	
Insurance	0.7881 %	£2,930.00	0.3600 %	£1,338.41	
Marketing & Promotion	0.7801 %	£2,900.00	0.9600 %	£3,569.09	
Live Music	1.8828 %	£7,000.00	0.0000 %	£0.00	
Consumables	0.1399 %	£520.00	0.9000 %	£3,346.02	
Bank Charges	0.7801 %	£2,900.00	0.8000 %	£2,974.24	
Pay TV	2.6243 %	£9,757.00	3.6600 %	£13,607.15	
Other Costs	1.7861 %	£6,640.00	0.0000 %	£0.00	
Wages	20.0571 %	£74,568.32	21.0000 %	£78,073.84	
Sub Total	38.2635 %	£142,255.32	37.7000 %	£140,161.12	
Interest on capital	0.6848 %	£2,545.84	0.1500 %	£557.67	
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00	
Total Expenses	38.9435 %	£144,801.16	37.8500 %	£140,718.79	£144,801.16

Divisible Balance	57,013.62	Supported Costs	0.00
Rent Bid %	50.00	FMOP	30,463.62
Modelled Rent Value	28,750.00	Managers Salary	0.00
Lessee Machine share	2,200.00		



Wastage and Sediment

Method of Dispense Smart Dispense **Frequency Of Line Clean** Monthly **Line Length** Medium
Keg Lines 08 **Hand Pulls** 02 **Additional Waste** 0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Lager	108.00	0.0000	1.1528	106.8472	1,062.99
Draught Ale	63.90	0.9085	0.6822	62.3093	1,279.69
Draught Cider	31.00	0.0000	0.3309	30.6691	306.53

Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.0000 %	0.00	Advertising	0.1345 %	500.00
Catering	0.0000 %	0.00	Marketing	0.4035 %	1,500.00
Uniforms	0.0000 %	0.00	Promotion	0.0000 %	0.00
Wages and Salaries	%	£	Telephone	0.2421 %	900.00
Wages All	20.0571 %	74,568.32	Live Music	%	£
Professional Fees	%	£	Live Music	1.8828 %	7,000.00
Legal & Professional Fees	0.0000 %	0.00	Consumables	%	£
Accounting	1.6677 %	6,200.00	Consumable Costs	0.1399 %	520.00
Stocktaking	0.0000 %	0.00	Bank Charges	%	£
Rates	%	£	Bank Charges	0.5649 %	2,100.00
Business Rates	2.4369 %	9,060.00	Credit Charges	0.2152 %	800.00
Water Rates	0.3228 %	1,200.00	Pay TV	%	£
Waste	%	£	SKY TV	1.9097 %	7,100.00
Cleaning	0.5810 %	2,160.00	Other Pay TV	0.6724 %	2,500.00
Sanitary Provision	0.1399 %	520.00	Licences	0.0422 %	157.00
Utilities	%	£	Other Costs	%	£
Gas	0.9414 %	3,500.00	Smart Dispense	0.7101 %	2,640.00
Electric	2.6898 %	10,000.00	Sundries	0.0000 %	0.00
Other Energy	0.0000 %	0.00	Training	0.1345 %	500.00
Repairs & Renewals	%	£	Motoring	0.2152 %	800.00
Repairs & Maintenance	0.6455 %	2,400.00	Stationary	0.0269 %	100.00
Insurance	%	£	Printing	0.1345 %	500.00
Insurance - SAP	0.4653 %	1,730.00	Postage	0.0269 %	100.00
Insurance - Additional	0.3228 %	1,200.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.2690 %	1,000.00
			Bottled Gas	0.2690 %	1,000.00
			Other	0.0000 %	0.00