

RENT MODEL-PROFIT & LOSS

2302139 AULD HOOSE EDINBURGH


Model ID: O300000838 **Model Type:** New Let **Approval Date:** 09.10.2020

Year 1	Year 2	Year 3	Year 4	Year 5
104	216	125	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	18.87 %	47.4394	£4.84	£55,150.03	£31,244.77	£139.58	55.35 %	£30,527.01
Draught Ale	41.91 %	102.9721	£4.95	£122,513.65	£65,859.87	£120.57	56.37 %	£69,063.32
Draught Cider	6.17 %	15.8132	£4.75	£18,035.34	£9,957.57	£150.00	57.94 %	£10,449.75
Packaged Lager	2.83 %	5.7100	£4.23	£8,269.64	£3,692.98	£106.60	62.70 %	£5,185.35
Packaged Cider	2.80 %	6.0000	£5.00	£8,182.96	£5,170.86	£306.59	59.29 %	£4,851.66
FABs (PPS)	0.42 %	1.0000	£4.50	£1,227.44	£604.08	£100.00	58.93 %	£723.36
Minerals	7.00 %	0.0000	£0.00	£20,461.01	£0.00	£0.00	65.00 %	£13,299.66
Spirits	15.00 %	0.0000	£0.00	£43,845.01	£0.00	£0.00	70.00 %	£30,691.51
Wines	5.00 %	0.0000	£0.00	£14,615.00	£0.00	£0.00	70.00 %	£10,230.50
Total Wet Sales	100.00 %	178.9347		£292,300.08	£116,530.13		59.88 %	£175,022.12
Dry Sales								
Snacks Income				£1,520.83	£684.37		55.00 %	£836.46
Coffee Income				£3,802.08	£1,140.62		70.00 %	£2,661.46
Food Income				£167,501.11	£67,000.44		60.00 %	£100,500.67
Total Wet & Dry Sales				£465,124.10	£185,355.56		59.99 %	£279,020.71
Other Income								
Gross Profit				£465,124.10	£185,355.56		59.99 %	£279,020.71

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.	0.5805 %	£2,700.00	0.5100 %	£2,372.13
Professional Fees	1.4964 %	£6,960.00	0.7500 %	£3,488.43
Rates	2.9792 %	£13,857.00	3.3600 %	£15,628.17
Waste Disposal/Clean	0.8600 %	£4,000.00	1.0600 %	£4,930.32
Utilities	2.2364 %	£10,402.00	3.3900 %	£15,767.71
Repairs and renewals	1.2900 %	£6,000.00	0.9500 %	£4,418.68
Insurance	0.3059 %	£1,422.79	0.3600 %	£1,674.45
Marketing & Promotion	2.5493 %	£11,857.00	0.9600 %	£4,465.19
Live Music	0.4730 %	£2,200.00	0.0000 %	£0.00
Consumables	0.0000 %	£0.00	0.9000 %	£4,186.12
Bank Charges	0.7525 %	£3,500.00	0.8000 %	£3,720.99
Pay TV	0.1075 %	£500.00	3.6600 %	£17,023.54
Other Costs	1.9200 %	£8,930.00	0.0000 %	£0.00
Wages	28.8386 %	£134,135.14	21.0000 %	£97,676.06
Sub Total	44.3893 %	£206,463.93	37.7000 %	£175,351.79
Interest on capital	0.5504 %	£2,560.00	0.1500 %	£697.69
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00
Total Expenses	44.9393 %	£209,023.93	37.8500 %	£176,049.48

Divisible Balance	69,996.78	Supported Costs	0.00
Rent Bid %	50.00	FMOP	34,996.78
Modelled Rent Value	35,000.00	Managers Salary	0.00
Lessee Machine share	0.00		



Wastage and Sediment

Method of Dispense Smart Dispense **Frequency Of Line Clean** Monthly **Line Length** Short
Keg Lines 10 **Hand Pulls** 03 **Additional Waste** 0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Ale	106.00	1.7901	1.2378	102.9721	3,448.06
Draught Cider	16.00	0.0000	0.1868	15.8132	213.05
Draught Lager	48.00	0.0000	0.5606	47.4394	651.73

Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.4730 %	2,200.00	Advertising	0.1613 %	750.00
Catering	0.0000 %	0.00	Marketing	0.3225 %	1,500.00
Uniforms	0.1075 %	500.00	Promotion	1.9350 %	9,000.00
Wages and Salaries	%	£	Telephone	0.1305 %	607.00
Wages All	28.8386 %	134,135.14	Live Music	%	£
Professional Fees	%	£	Live Music	0.4730 %	2,200.00
Legal & Professional Fees	0.2150 %	1,000.00	Consumables	%	£
Accounting	1.2814 %	5,960.00	Consumable Costs	0.0000 %	0.00
Stocktaking	0.0000 %	0.00	Bank Charges	%	£
Rates	%	£	Bank Charges	0.6450 %	3,000.00
Business Rates	2.5329 %	11,781.00	Credit Charges	0.1075 %	500.00
Water Rates	0.4463 %	2,076.00	Pay TV	%	£
Waste	%	£	SKY TV	0.0000 %	0.00
Cleaning	0.5375 %	2,500.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.3225 %	1,500.00	Licences	0.1075 %	500.00
Utilities	%	£	Other Costs	%	£
Gas	0.0000 %	0.00	Smart Dispense	0.8772 %	4,080.00
Electric	2.2364 %	10,402.00	Sundries	0.4300 %	2,000.00
Other Energy	0.0000 %	0.00	Training	0.1075 %	500.00
Repairs & Renewals	%	£	Motoring	0.0538 %	250.00
Repairs & Maintenance	1.2900 %	6,000.00	Stationary	0.0000 %	0.00
Insurance	%	£	Printing	0.1075 %	500.00
Insurance - SAP	0.2414 %	1,122.79	Postage	0.0000 %	0.00
Insurance - Additional	0.0645 %	300.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.1075 %	500.00
			Bottled Gas	0.2365 %	1,100.00
			Other	0.0000 %	0.00