

Model ID: O000000448 **Model Type:** Capex Model **Approval Date:** 18.09.2020

Year 1	Year 2	Year 3	Year 4	Year 5
151	177	41	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	37.64 %	85.5941	£3.60	£74,006.69	£53,380.49	£147.30	44.91 %	£33,234.45
Draught Ale	16.13 %	38.1118	£3.47	£31,714.04	£20,131.40	£129.19	52.06 %	£16,509.28
Draught Cider	12.59 %	27.7524	£3.72	£24,758.46	£17,121.60	£150.00	47.66 %	£11,799.72
Packaged Lager	1.84 %	3.1900	£3.64	£3,607.62	£2,123.17	£204.26	59.21 %	£2,136.03
Packaged Cider	1.82 %	3.7400	£4.00	£3,575.04	£2,549.43	£249.61	54.80 %	£1,959.14
Wines	9.00 %	0.0000	£0.00	£17,699.38	£0.00	£0.00	62.00 %	£10,973.62
Spirits	12.00 %	0.0000	£0.00	£23,599.17	£0.00	£0.00	70.00 %	£16,519.42
Minerals	9.00 %	0.0000	£0.00	£17,699.38	£0.00	£0.00	68.00 %	£12,035.58
Total Wet Sales	100.02 %	158.3883		£196,659.78	£95,306.09		53.48 %	£105,167.24
Dry Sales								
Snacks Income				£2,433.33	£730.00		70.00 %	£1,703.33
Coffee Income				£4,258.33	£1,234.92		71.00 %	£3,023.41
Food Income				£89,946.44	£35,978.57		60.00 %	£53,967.87
Total Wet & Dry Sales				£293,297.88	£133,249.58		55.87 %	£163,861.85
Other Income								
Gross Profit				£293,297.88	£133,249.58		55.87 %	£163,861.85

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

Expenses	%	£	%	£
Equipment hire etc.	0.0511 %	£150.00	0.5100 %	£1,495.82
Professional Fees	2.3867 %	£7,000.00	0.7500 %	£2,199.73
Rates	3.2547 %	£9,546.00	3.3600 %	£9,854.81
Waste Disposal/Clean	0.6819 %	£2,000.00	1.0600 %	£3,108.96
Utilities	4.4324 %	£13,000.00	3.3900 %	£9,942.80
Repairs and renewals	1.0000 %	£2,932.98	0.9500 %	£2,786.33
Insurance	0.9080 %	£2,663.02	0.3600 %	£1,055.87
Marketing & Promotion	0.5967 %	£1,750.00	0.9600 %	£2,815.66
Live Music	1.7729 %	£5,200.00	0.0000 %	£0.00
Consumables	0.3410 %	£1,000.00	0.9000 %	£2,639.68
Bank Charges	0.5967 %	£1,750.00	0.8000 %	£2,346.38
Pay TV	2.9622 %	£8,688.00	3.6600 %	£10,734.70
Other Costs	3.0291 %	£8,884.00	0.0000 %	£0.00
Wages	18.9465 %	£55,569.67	21.0000 %	£61,592.55
Sub Total	40.9599 %	£120,133.67	37.7000 %	£110,573.29
Interest on capital	0.7637 %	£2,240.00	0.1500 %	£439.95
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00
Total Expenses	41.7199 %	£122,373.67	37.8500 %	£111,013.24

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

Divisible Balance	41,488.18	Supported Costs	0.00
Rent Bid %	50.00	FMOP	20,738.18
Modelled Rent Value	20,750.00	Managers Salary	0.00
Lessee Machine share	0.00		



Wastage and Sediment

Method of Dispense Smart Dispense **Frequency Of Line Clean** Monthly **Line Length** 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 Cider	28.74	0.0000	0.9876	27.7524	881.05
Draught Ale	40.18	0.6875	1.3807	38.1118	1,716.17
Draught Lager	88.64	0.0000	3.0459	85.5941	2,633.56

Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.0000 %	0.00	Advertising	0.1705 %	500.00
Catering	0.0000 %	0.00	Marketing	0.1705 %	500.00
Uniforms	0.0511 %	150.00	Promotion	0.0000 %	0.00
Wages and Salaries	%	£	Telephone	0.2557 %	750.00
Wages All	18.9465 %	55,569.67	Live Music	%	£
Professional Fees	%	£	Live Music	1.7729 %	5,200.00
Legal & Professional Fees	0.3410 %	1,000.00	Consumables	%	£
Accounting	1.3638 %	4,000.00	Consumable Costs	0.3410 %	1,000.00
Stocktaking	0.6819 %	2,000.00	Bank Charges	%	£
Rates	%	£	Bank Charges	0.3410 %	1,000.00
Business Rates	2.7603 %	8,096.00	Credit Charges	0.2557 %	750.00
Water Rates	0.4944 %	1,450.00	Pay TV	%	£
Waste	%	£	SKY TV	2.7576 %	8,088.00
Cleaning	0.5114 %	1,500.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.1705 %	500.00	Licences	0.2046 %	600.00
Utilities	%	£	Other Costs	%	£
Gas	1.7048 %	5,000.00	Smart Dispense	1.1129 %	3,264.00
Electric	2.7276 %	8,000.00	Sundries	0.4091 %	1,200.00
Other Energy	0.0000 %	0.00	Training	0.1023 %	300.00
Repairs & Renewals	%	£	Motoring	0.1705 %	500.00
Repairs & Maintenance	1.0000 %	2,932.98	Stationary	0.0409 %	120.00
Insurance	%	£	Printing	0.0000 %	0.00
Insurance - SAP	0.4818 %	1,413.02	Postage	0.0171 %	50.00
Insurance - Additional	0.4262 %	1,250.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.1875 %	550.00
			Bottled Gas	0.9888 %	2,900.00
			Other	0.0000 %	0.00