

Model ID: O300000820 **Model Type:** New Let **Approval Date:** 09.10.2020

Year 1	Year 2	Year 3	Year 4	Year 5
138	239	250	264	252

(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	43.93 %	144.4825	£3.57	£123,856.86	£86,631.18	£180.22	51.08 %	£63,264.69
Draught Ale	8.79 %	33.1050	£3.12	£24,789.29	£17,038.46	£175.06	54.65 %	£13,546.14
Draught Cider	4.75 %	16.1596	£3.45	£13,383.35	£10,000.28	£180.00	47.01 %	£6,291.80
Packaged Lager	3.94 %	8.3700	£3.19	£11,136.26	£6,205.38	£288.95	66.00 %	£7,349.40
Packaged Cider	1.30 %	3.5200	£3.83	£3,675.51	£2,860.89	£302.02	51.09 %	£1,877.74
FABs (PPS)	0.30 %	0.4400	£3.86	£840.12	£365.78	£152.04	64.42 %	£541.24
Wines	12.00 %	0.0000	£0.00	£33,844.07	£0.00	£0.00	70.00 %	£23,690.85
Spirits	15.00 %	0.0000	£0.00	£42,305.09	£0.00	£0.00	75.00 %	£31,728.82
Minerals	10.00 %	0.0000	£0.00	£28,203.40	£0.00	£0.00	70.00 %	£19,742.38
Total Wet Sales	100.01 %	206.0771		£282,033.95	£123,101.97		59.58 %	£168,033.06
Dry Sales								
Snacks Income				£2,433.33	£1,095.00		55.00 %	£1,338.33
Coffee Income				£5,322.92	£1,543.65		71.00 %	£3,779.27
Food Income				£145,652.21	£56,804.36		61.00 %	£88,847.85
Total Wet & Dry Sales				£435,442.41	£182,544.98		60.17 %	£261,998.51
Other Income								
Gross Profit				£435,442.41	£182,544.98		60.17 %	£261,998.51

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.	0.2756 %	£1,200.00	0.5100 %	£2,220.76
Professional Fees	1.5961 %	£6,950.00	0.7500 %	£3,265.82
Rates	3.5137 %	£15,300.00	3.3600 %	£14,630.86
Waste Disposal/Clean	0.3904 %	£1,700.00	1.0600 %	£4,615.69
Utilities	4.0189 %	£17,500.00	3.3900 %	£14,761.50
Repairs and renewals	1.3779 %	£6,000.00	0.9500 %	£4,136.70
Insurance	0.3521 %	£1,533.24	0.3600 %	£1,567.59
Marketing & Promotion	0.9186 %	£4,000.00	0.9600 %	£4,180.25
Live Music	0.0000 %	£0.00	0.0000 %	£0.00
Consumables	0.3445 %	£1,500.00	0.9000 %	£3,918.98
Bank Charges	0.9186 %	£4,000.00	0.8000 %	£3,483.54
Pay TV	2.0200 %	£8,796.00	3.6600 %	£15,937.19
Other Costs	2.1297 %	£9,274.00	0.0000 %	£0.00
Wages	29.7497 %	£129,542.79	21.0000 %	£91,442.91
Sub Total	47.6058 %	£207,296.03	37.7000 %	£164,161.79
Interest on capital	0.6118 %	£2,664.00	0.1500 %	£653.16
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00
Total Expenses	48.2158 %	£209,960.03	37.8500 %	£164,814.95

Divisible Balance	52,038.48	Supported Costs	0.00
Rent Bid %	50.00	FMOP	27,738.48
Modelled Rent Value	26,250.00	Managers Salary	0.00
Lessee Machine share	1,950.00		



Wastage and Sediment

Method of Dispense Smart Dispense **Frequency Of Line Clean** Monthly **Line Length** Medium
Keg Lines 08 **Hand Pulls** 00 **Additional Waste** 0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Lager	145.29	0.0000	0.8075	144.4825	692.22
Draught Ale	33.29	0.0000	0.1850	33.1050	138.53
Draught Cider	16.25	0.0000	0.0904	16.1596	74.87

Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.2756 %	1,200.00	Advertising	0.1148 %	500.00
Catering	0.0000 %	0.00	Marketing	0.1148 %	500.00
Uniforms	0.0000 %	0.00	Promotion	0.4593 %	2,000.00
Wages and Salaries	%	£	Telephone	0.2297 %	1,000.00
Wages All	29.7497 %	129,542.79	Live Music	%	£
Professional Fees	%	£	Live Music	0.0000 %	0.00
Legal & Professional Fees	0.2297 %	1,000.00	Consumables	%	£
Accounting	1.3664 %	5,950.00	Consumable Costs	0.3445 %	1,500.00
Stocktaking	0.0000 %	0.00	Bank Charges	%	£
Rates	%	£	Bank Charges	0.5741 %	2,500.00
Business Rates	2.5721 %	11,200.00	Credit Charges	0.3445 %	1,500.00
Water Rates	0.9416 %	4,100.00	Pay TV	%	£
Waste	%	£	SKY TV	1.9539 %	8,508.00
Cleaning	0.2756 %	1,200.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.1148 %	500.00	Licences	0.0661 %	288.00
Utilities	%	£	Other Costs	%	£
Gas	0.9186 %	4,000.00	Smart Dispense	0.7496 %	3,264.00
Electric	3.1003 %	13,500.00	Sundries	0.2297 %	1,000.00
Other Energy	0.0000 %	0.00	Training	0.1148 %	500.00
Repairs & Renewals	%	£	Motoring	0.0574 %	250.00
Repairs & Maintenance	1.3779 %	6,000.00	Stationary	0.0080 %	35.00
Insurance	%	£	Printing	0.1263 %	550.00
Insurance - SAP	0.1684 %	733.24	Postage	0.0057 %	25.00
Insurance - Additional	0.1837 %	800.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.4593 %	2,000.00
			Bottled Gas	0.3789 %	1,650.00
			Other	0.0000 %	0.00