



Model ID: O30000504 Model Type: New Let Approval Date: 20.11.2020

Year 1	Year 2	Year 3	Year 4	Year 5
0	164	0	129	271

(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	39.27 %	129.0663	£3.74	£115,913.82	£79,305.49	£151.08	48.41 %	£56,107.78
Draught Ale	21.33 %	81.6747	£3.21	£62,952.39	£42,820.86	£140.36	50.18 %	£31,588.53
Draught Cider	4.92 %	16.7619	£3.61	£14,512.64	£10,116.36	£150.00	47.62 %	£6,910.57
Packaged Lager	0.55 %	1.3000	£3.38	£1,625.43	£952.78	£246.40	61.09 %	£992.99
Packaged Cider	0.44 %	1.2000	£3.95	£1,292.91	£1,035.65	£316.41	49.27 %	£636.95
Wines	10.50 %	0.0000	£0.00	£30,994.29	£0.00	£0.00	65.00 %	£20,146.29
Spirits	12.50 %	0.0000	£0.00	£36,897.97	£0.00	£0.00	75.00 %	£27,673.48
Minerals	10.50 %	0.0000	£0.00	£30,994.29	£0.00	£0.00	72.50 %	£22,470.86
<b>Total Wet Sales</b>	<b>100.01 %</b>	<b>230.0029</b>		<b>£295,183.74</b>	<b>£134,231.14</b>		<b>56.41 %</b>	<b>£166,527.45</b>
<b>Dry Sales</b>								
Snacks Income				£2,281.25	£912.50		60.00 %	£1,368.75
Coffee Income				£6,083.33	£1,764.17		71.00 %	£4,319.16
Food Income				£146,652.30	£55,727.88		62.00 %	£90,924.42
<b>Total Wet &amp; Dry Sales</b>				<b>£450,200.62</b>	<b>£192,635.69</b>		<b>58.45 %</b>	<b>£263,139.78</b>
<b>Other Income</b>								
<b>Gross Profit</b>				<b>£450,200.62</b>	<b>£192,635.69</b>		<b>58.45 %</b>	<b>£263,139.78</b>

#### 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.	0.5664 %	£2,550.00	0.5100 %	£2,296.02	
Professional Fees	1.6899 %	£7,608.00	0.7500 %	£3,376.50	
Rates	2.7665 %	£12,455.00	3.3600 %	£15,126.74	
Waste Disposal/Clean	0.8330 %	£3,750.00	1.0600 %	£4,772.13	
Utilities	3.3318 %	£15,000.00	3.3900 %	£15,261.80	
Repairs and renewals	0.8885 %	£4,000.00	0.9500 %	£4,276.91	
Insurance	0.4174 %	£1,879.00	0.3600 %	£1,620.72	
Marketing & Promotion	0.7330 %	£3,300.00	0.9600 %	£4,321.93	
Live Music	1.7326 %	£7,800.00	0.0000 %	£0.00	
Consumables	0.1111 %	£500.00	0.9000 %	£4,051.81	
Bank Charges	0.7997 %	£3,600.00	0.8000 %	£3,601.60	
Pay TV	2.3249 %	£10,467.00	3.6600 %	£16,477.34	
Other Costs	1.9300 %	£8,688.00	0.0000 %	£0.00	
Wages	26.3683 %	£118,710.18	21.0000 %	£94,542.13	
<b>Sub Total</b>	<b>44.4931 %</b>	<b>£200,307.18</b>	<b>37.7000 %</b>	<b>£169,725.63</b>	
Interest on capital	0.6995 %	£3,149.20	0.1500 %	£675.30	
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00	
<b>Total Expenses</b>	<b>45.1931 %</b>	<b>£203,456.38</b>	<b>37.8500 %</b>	<b>£170,400.93</b>	<b>£203,456.38</b>

<b>Divisible Balance</b>	59,683.40	<b>Supported Costs</b>	0.00
<b>Rent Bid %</b>	50.00	<b>FMOP</b>	31,683.40
<b>Modelled Rent Value</b>	30,000.00	<b>Managers Salary</b>	0.00
<b>Lessee Machine share</b>	2,000.00		



## Wastage and Sediment

<b>Method of Dispense</b>	Smart Dispense	<b>Frequency Of Line Clean</b>	Monthly	<b>Line Length</b>	Medium
<b>Keg Lines</b>	12	<b>Hand Pulls</b>	03	<b>Additional Waste</b>	0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Cider	17.00	0.0000	0.2381	16.7619	206.14
Draught Ale	84.00	1.1486	1.1767	81.6747	1,817.42
Draught Lager	130.90	0.0000	1.8337	129.0663	1,646.83

## Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.2221 %	1,000.00	Advertising	0.2221 %	1,000.00
Catering	0.1777 %	800.00	Marketing	0.2221 %	1,000.00
Uniforms	0.1666 %	750.00	Promotion	0.1111 %	500.00
<b>Wages and Salaries</b>	<b>%</b>	<b>£</b>	Telephone	0.1777 %	800.00
Wages All	26.3683 %	118,710.18	<b>Live Music</b>	<b>%</b>	<b>£</b>
<b>Professional Fees</b>	<b>%</b>	<b>£</b>	Live Music	1.7326 %	7,800.00
Legal & Professional Fees	0.1666 %	750.00	<b>Consumables</b>	<b>%</b>	<b>£</b>
Accounting	1.5233 %	6,858.00	Consumable Costs	0.1111 %	500.00
Stocktaking	0.0000 %	0.00	<b>Bank Charges</b>	<b>%</b>	<b>£</b>
<b>Rates</b>	<b>%</b>	<b>£</b>	Bank Charges	0.2666 %	1,200.00
Business Rates	2.1890 %	9,855.00	Credit Charges	0.5331 %	2,400.00
Water Rates	0.5775 %	2,600.00	<b>Pay TV</b>	<b>%</b>	<b>£</b>
<b>Waste</b>	<b>%</b>	<b>£</b>	SKY TV	2.1028 %	9,467.00
Cleaning	0.6664 %	3,000.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.1666 %	750.00	Licences	0.2221 %	1,000.00
<b>Utilities</b>	<b>%</b>	<b>£</b>	<b>Other Costs</b>	<b>%</b>	<b>£</b>
Gas	1.3327 %	6,000.00	Smart Dispense	0.9969 %	4,488.00
Electric	1.9991 %	9,000.00	Sundries	0.1111 %	500.00
Other Energy	0.0000 %	0.00	Training	0.1111 %	500.00
<b>Repairs &amp; Renewals</b>	<b>%</b>	<b>£</b>	Motoring	0.1111 %	500.00
Repairs & Maintenance	0.8885 %	4,000.00	Stationary	0.0555 %	250.00
<b>Insurance</b>	<b>%</b>	<b>£</b>	Printing	0.0889 %	400.00
Insurance - SAP	0.2397 %	1,079.00	Postage	0.0222 %	100.00
Insurance - Additional	0.1777 %	800.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.1666 %	750.00
			Bottled Gas	0.2666 %	1,200.00
			Other	0.0000 %	0.00