



Model ID: O300000887 Model Type: New Let Approval Date: 23.11.2020

Year 1	Year 2	Year 3	Year 4	Year 5
201	296	293	283	253

(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	54.10 %	175.6225	£3.44	£145,206.77	£103,299.86	£185.00	51.24 %	£74,397.06
Draught Ale	15.16 %	53.4113	£3.17	£40,714.78	£28,535.91	£176.95	53.13 %	£21,630.22
Draught Cider	6.76 %	20.5872	£3.67	£18,153.47	£12,382.86	£185.00	52.77 %	£9,579.25
Packaged Lager	1.61 %	3.6900	£3.22	£4,327.05	£2,616.21	£253.88	61.19 %	£2,647.67
Packaged Cider	2.12 %	5.5800	£3.73	£5,674.59	£4,488.49	£306.11	51.00 %	£2,894.19
FABs (PPS)	0.34 %	0.5600	£3.20	£888.72	£476.29	£159.94	56.49 %	£501.99
Minerals	6.70 %	0.0000	£0.00	£17,983.12	£0.00	£0.00	71.00 %	£12,768.02
Spirits	8.11 %	0.0000	£0.00	£21,767.63	£0.00	£0.00	69.00 %	£15,019.66
Wines	5.10 %	0.0000	£0.00	£13,688.64	£0.00	£0.00	55.00 %	£7,528.75
<b>Total Wet Sales</b>	<b>100.00 %</b>	<b>259.4510</b>		<b>£268,404.77</b>	<b>£151,799.62</b>		<b>54.76 %</b>	<b>£146,966.81</b>
<b>Dry Sales</b>								
Snacks Income				£1,825.00	£638.75		65.00 %	£1,186.25
Coffee Income				£1,216.67	£352.83		71.00 %	£863.84
Food Income				£44,786.02	£17,914.41		60.00 %	£26,871.61
<b>Total Wet &amp; Dry Sales</b>				<b>£316,232.46</b>	<b>£170,705.61</b>		<b>55.62 %</b>	<b>£175,888.51</b>
<b>Other Income</b>								
<b>Gross Profit</b>				<b>£316,232.46</b>	<b>£170,705.61</b>		<b>55.62 %</b>	<b>£175,888.51</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.	0.8039 %	£2,542.00	0.5100 %	£1,612.79
Professional Fees	2.3603 %	£7,464.00	0.7500 %	£2,371.74
Rates	2.8062 %	£8,874.00	3.3600 %	£10,625.41
Waste Disposal/Clean	0.7535 %	£2,383.00	1.0600 %	£3,352.06
Utilities	5.6920 %	£18,000.00	3.3900 %	£10,720.28
Repairs and renewals	1.1068 %	£3,500.00	0.9500 %	£3,004.21
Insurance	0.6873 %	£2,173.61	0.3600 %	£1,138.44
Marketing & Promotion	0.7836 %	£2,477.92	0.9600 %	£3,035.83
Live Music	4.1109 %	£13,000.00	0.0000 %	£0.00
Consumables	0.1581 %	£500.00	0.9000 %	£2,846.09
Bank Charges	0.8475 %	£2,680.00	0.8000 %	£2,529.86
Pay TV	3.2505 %	£10,279.00	3.6600 %	£11,574.11
Other Costs	2.6055 %	£8,239.00	0.0000 %	£0.00
Wages	16.5219 %	£52,247.62	21.0000 %	£66,408.82
<b>Sub Total</b>	<b>42.4880 %</b>	<b>£134,360.15</b>	<b>37.7000 %</b>	<b>£119,219.64</b>
Interest on capital	0.4766 %	£1,507.20	0.1500 %	£474.35
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00
<b>Total Expenses</b>	<b>42.9680 %</b>	<b>£135,867.35</b>	<b>37.8500 %</b>	<b>£119,693.99</b>

<b>Divisible Balance</b>	40,021.16	<b>Supported Costs</b>	0.00
<b>Rent Bid %</b>	47.00	<b>FMOP</b>	23,021.16
<b>Modelled Rent Value</b>	19,000.00	<b>Managers Salary</b>	0.00
<b>Lessee Machine share</b>	2,000.00		



**Wastage and Sediment**

**Method of Dispense** Smart Dispense      **Frequency Of Line Clean** Monthly      **Line Length** Medium  
**Keg Lines** 11      **Hand Pulls** 00      **Additional Waste** 0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Lager	176.67	0.0000	1.0475	175.6225	866.09
Draught Ale	53.73	0.0000	0.3187	53.4113	242.95
Draught Cider	20.71	0.0000	0.1228	20.5872	108.28

**Tenant Operating Cost Detailed Breakdown**

<b>Equipment Hire etc.</b>	<b>%</b>	<b>£</b>	<b>Marketing/Promotion/Tele</b>	<b>%</b>	<b>£</b>
Equipment Hire	0.5768 %	1,824.00	Advertising	0.2400 %	758.96
Catering	0.1480 %	468.00	Marketing	0.2400 %	758.96
Uniforms	0.0791 %	250.00	Promotion	0.0000 %	0.00
<b>Wages and Salaries</b>	<b>%</b>	<b>£</b>	Telephone	0.3036 %	960.00
Wages All	16.5219 %	52,247.62	<b>Live Music</b>	<b>%</b>	<b>£</b>
<b>Professional Fees</b>	<b>%</b>	<b>£</b>	Live Music	4.1109 %	13,000.00
Legal & Professional Fees	0.2846 %	900.00	<b>Consumables</b>	<b>%</b>	<b>£</b>
Accounting	1.3851 %	4,380.00	Consumable Costs	0.1581 %	500.00
Stocktaking	0.6906 %	2,184.00	<b>Bank Charges</b>	<b>%</b>	<b>£</b>
<b>Rates</b>	<b>%</b>	<b>£</b>	Bank Charges	0.3162 %	1,000.00
Business Rates	2.1737 %	6,874.00	Credit Charges	0.5313 %	1,680.00
Water Rates	0.6325 %	2,000.00	<b>Pay TV</b>	<b>%</b>	<b>£</b>
<b>Waste</b>	<b>%</b>	<b>£</b>	SKY TV	2.9659 %	9,379.00
Cleaning	0.4879 %	1,543.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.2656 %	840.00	Licences	0.2846 %	900.00
<b>Utilities</b>	<b>%</b>	<b>£</b>	<b>Other Costs</b>	<b>%</b>	<b>£</b>
Gas	1.8973 %	6,000.00	Smart Dispense	1.3987 %	4,423.00
Electric	3.7947 %	12,000.00	Sundries	0.0000 %	0.00
Other Energy	0.0000 %	0.00	Training	0.1581 %	500.00
<b>Repairs &amp; Renewals</b>	<b>%</b>	<b>£</b>	Motoring	0.1581 %	500.00
Repairs & Maintenance	1.1068 %	3,500.00	Stationary	0.0791 %	250.00
<b>Insurance</b>	<b>%</b>	<b>£</b>	Printing	0.0791 %	250.00
Insurance - SAP	0.4027 %	1,273.61	Postage	0.0791 %	250.00
Insurance - Additional	0.2846 %	900.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.1581 %	500.00
			Bottled Gas	0.4952 %	1,566.00
			Other	0.0000 %	0.00