



Model ID: O300001068 Model Type: New Let Approval Date: 13.11.2020

Year 1	Year 2	Year 3	Year 4	Year 5
112	194	62	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	33.77 %	62.5761	£3.85	£57,861.09	£39,254.52	£120.26	45.16 %	£26,131.81
Draught Ale	28.51 %	55.0964	£3.69	£48,830.22	£30,616.68	£96.48	48.15 %	£23,509.38
Draught Cider	6.99 %	12.7236	£3.92	£11,970.88	£7,813.12	£125.00	48.02 %	£5,748.21
Packaged Lager	0.66 %	1.0000	£3.34	£1,143.34	£683.65	£256.11	62.61 %	£715.81
Packaged Cider	1.02 %	1.5900	£4.00	£1,734.79	£1,274.21	£307.57	54.74 %	£949.61
FABs (PPS)	0.07 %	0.1100	£4.00	£120.02	£62.11	£75.00	55.12 %	£66.16
Wines	10.00 %	0.0000	£0.00	£17,135.26	£0.00	£0.00	65.00 %	£11,137.92
Spirits	9.00 %	0.0000	£0.00	£15,421.73	£0.00	£0.00	70.00 %	£10,795.21
Minerals	10.00 %	0.0000	£0.00	£17,135.26	£0.00	£0.00	70.00 %	£11,994.68
Total Wet Sales	100.02 %	133.0961		£171,352.59	£79,704.29		53.14 %	£91,048.79
Dry Sales								
Snacks Income				£3,041.67	£1,064.58		65.00 %	£1,977.09
Coffee Income				£4,790.63	£1,341.38		72.00 %	£3,449.25
Food Income				£125,680.96	£47,758.77		62.00 %	£77,922.19
Total Wet & Dry Sales				£304,865.85	£129,869.02		57.20 %	£174,397.32
Other Income								
Gross Profit				£304,865.85	£129,869.02		57.20 %	£174,397.32

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.	0.0000 %	£0.00	0.5100 %	£1,554.82
Professional Fees	2.3764 %	£7,245.00	0.7500 %	£2,286.49
Rates	4.2445 %	£12,940.00	3.3600 %	£10,243.49
Waste Disposal/Clean	0.8200 %	£2,500.00	1.0600 %	£3,231.58
Utilities	4.4282 %	£13,500.00	3.3900 %	£10,334.95
Repairs and renewals	1.3121 %	£4,000.00	0.9500 %	£2,896.23
Insurance	0.9490 %	£2,893.37	0.3600 %	£1,097.52
Marketing & Promotion	1.2300 %	£3,750.00	0.9600 %	£2,926.71
Live Music	0.9840 %	£3,000.00	0.0000 %	£0.00
Consumables	0.4920 %	£1,500.00	0.9000 %	£2,743.79
Bank Charges	0.6560 %	£2,000.00	0.8000 %	£2,438.93
Pay TV	0.3936 %	£1,200.00	3.6600 %	£11,158.09
Other Costs	1.4924 %	£4,550.00	0.0000 %	£0.00
Wages	23.7370 %	£72,365.87	21.0000 %	£64,021.83
Sub Total	43.1152 %	£131,444.24	37.7000 %	£114,934.43
Interest on capital	0.4723 %	£1,440.00	0.1500 %	£457.30
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00
Total Expenses	43.5852 %	£132,884.24	37.8500 %	£115,391.73

Divisible Balance	41,513.08	Supported Costs	0.00
Rent Bid %	50.00	FMOP	20,513.08
Modelled Rent Value	21,000.00	Managers Salary	0.00
Lessee Machine share	0.00		



Wastage and Sediment

Method of Dispense	Standard	Frequency Of Line Clean	Weekly	Line Length	Medium
Keg Lines	07	Hand Pulls	30	Additional Waste	0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Ale	65.65	1.9215	8.6321	55.0964	9,288.49
Draught Cider	14.65	0.0000	1.9264	12.7236	1,812.44
Draught Lager	72.05	0.0000	9.4739	62.5761	8,760.06

Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.0000 %	0.00	Advertising	0.3280 %	1,000.00
Catering	0.0000 %	0.00	Marketing	0.3280 %	1,000.00
Uniforms	0.0000 %	0.00	Promotion	0.3280 %	1,000.00
Wages and Salaries	%	£	Telephone	0.2460 %	750.00
Wages All	23.7370 %	72,365.87	Live Music	%	£
Professional Fees	%	£	Live Music	0.9840 %	3,000.00
Legal & Professional Fees	0.4100 %	1,250.00	Consumables	%	£
Accounting	1.9664 %	5,995.00	Consumable Costs	0.4920 %	1,500.00
Stocktaking	0.0000 %	0.00	Bank Charges	%	£
Rates	%	£	Bank Charges	0.3280 %	1,000.00
Business Rates	3.4245 %	10,440.00	Credit Charges	0.3280 %	1,000.00
Water Rates	0.8200 %	2,500.00	Pay TV	%	£
Waste	%	£	SKY TV	0.0000 %	0.00
Cleaning	0.4920 %	1,500.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.3280 %	1,000.00	Licences	0.3936 %	1,200.00
Utilities	%	£	Other Costs	%	£
Gas	1.6401 %	5,000.00	Smart Dispense	0.0000 %	0.00
Electric	2.6241 %	8,000.00	Sundries	0.3280 %	1,000.00
Other Energy	0.1640 %	500.00	Training	0.0000 %	0.00
Repairs & Renewals	%	£	Motoring	0.2460 %	750.00
Repairs & Maintenance	1.3121 %	4,000.00	Stationary	0.1640 %	500.00
Insurance	%	£	Printing	0.1640 %	500.00
Insurance - SAP	0.4570 %	1,393.37	Postage	0.0164 %	50.00
Insurance - Additional	0.4920 %	1,500.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.2460 %	750.00
			Bottled Gas	0.3280 %	1,000.00
			Other	0.0000 %	0.00