



Model ID: O30000545 Model Type: New Let Approval Date: 27.08.2020

Year 1	Year 2	Year 3	Year 4	Year 5
72	100	29	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	30.80 %	97.9648	£3.94	£92,575.43	£61,411.61	£125.00	46.89 %	£43,409.42
Draught Ale	25.44 %	93.8005	£3.40	£76,478.86	£47,857.11	£109.95	50.93 %	£38,947.02
Draught Cider	5.57 %	18.7403	£3.72	£16,749.07	£11,891.15	£125.00	42.99 %	£7,200.46
Packaged Lager	1.59 %	3.4900	£3.50	£4,776.45	£2,928.91	£268.82	58.32 %	£2,785.73
Packaged Cider	1.11 %	3.3000	£3.70	£3,330.46	£2,825.11	£305.53	45.45 %	£1,513.61
Wines	13.50 %	0.0000	£0.00	£40,585.87	£0.00	£0.00	67.50 %	£27,395.46
Spirits	11.00 %	0.0000	£0.00	£33,069.97	£0.00	£0.00	75.00 %	£24,802.48
Minerals	11.00 %	0.0000	£0.00	£33,069.97	£0.00	£0.00	70.00 %	£23,148.98
<b>Total Wet Sales</b>	<b>100.01 %</b>	<b>217.2956</b>		<b>£300,636.08</b>	<b>£126,913.89</b>		<b>56.28 %</b>	<b>£169,203.16</b>
<b>Dry Sales</b>								
Coffee Income				£4,486.46	£1,301.07		71.00 %	£3,185.39
Food Income				£154,994.64	£58,897.96		62.00 %	£96,096.68
Room Let Income				£11,678.33	£0.00		100.00 %	£11,678.33
<b>Total Wet &amp; Dry Sales</b>				<b>£471,795.51</b>	<b>£187,112.92</b>		<b>59.38 %</b>	<b>£280,163.56</b>
<b>Other Income</b>								
<b>Gross Profit</b>				<b>£471,795.51</b>	<b>£187,112.92</b>		<b>59.38 %</b>	<b>£280,163.56</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.	0.3286 %	£1,550.00	0.5100 %	£2,406.16	
Professional Fees	1.2611 %	£5,950.00	0.7500 %	£3,538.47	
Rates	2.5732 %	£12,140.00	3.3600 %	£15,852.33	
Waste Disposal/Clean	0.8478 %	£4,000.00	1.0600 %	£5,001.03	
Utilities	3.3913 %	£16,000.00	3.3900 %	£15,993.87	
Repairs and renewals	0.8478 %	£4,000.00	0.9500 %	£4,482.06	
Insurance	1.0083 %	£4,757.00	0.3600 %	£1,698.46	
Marketing & Promotion	1.1128 %	£5,250.00	0.9600 %	£4,529.24	
Live Music	0.5299 %	£2,500.00	0.0000 %	£0.00	
Consumables	0.0000 %	£0.00	0.9000 %	£4,246.16	
Bank Charges	0.5051 %	£2,383.00	0.8000 %	£3,774.36	
Pay TV	1.0916 %	£5,150.00	3.6600 %	£17,267.72	
Other Costs	1.7564 %	£8,286.00	0.0000 %	£0.00	
Wages	26.4160 %	£124,629.25	21.0000 %	£99,077.06	
<b>Sub Total</b>	<b>41.6699 %</b>	<b>£196,595.25</b>	<b>37.7000 %</b>	<b>£177,866.92</b>	
Interest on capital	0.7630 %	£3,600.00	0.1500 %	£707.69	
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00	
<b>Total Expenses</b>	<b>42.4299 %</b>	<b>£200,195.25</b>	<b>37.8500 %</b>	<b>£178,574.61</b>	<b>£200,195.25</b>

<b>Divisible Balance</b>	79,968.31	<b>Supported Costs</b>	0.00
<b>Rent Bid %</b>	50.00	<b>FMOP</b>	40,968.31
<b>Modelled Rent Value</b>	40,000.00	<b>Managers Salary</b>	0.00
<b>Lessee Machine share</b>	1,000.00		



## Wastage and Sediment

<b>Method of Dispense</b>	Smart Dispense	<b>Frequency Of Line Clean</b>	Monthly	<b>Line Length</b>	Short
<b>Keg Lines</b>	08	<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 Lager	98.80	0.0000	0.8352	97.9648	789.26
Draught Cider	18.90	0.0000	0.1597	18.7403	142.73
Draught Ale	95.80	1.1898	0.8097	93.8005	1,674.74

## Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.0000 %	0.00	Advertising	0.5299 %	2,500.00
Catering	0.2120 %	1,000.00	Marketing	0.4239 %	2,000.00
Uniforms	0.1166 %	550.00	Promotion	0.0000 %	0.00
<b>Wages and Salaries</b>	<b>%</b>	<b>£</b>	Telephone	0.1590 %	750.00
Wages All	26.4160 %	124,629.25	<b>Live Music</b>	<b>%</b>	<b>£</b>
<b>Professional Fees</b>	<b>%</b>	<b>£</b>	Live Music	0.5299 %	2,500.00
Legal & Professional Fees	0.0000 %	0.00	<b>Consumables</b>	<b>%</b>	<b>£</b>
Accounting	1.2611 %	5,950.00	Consumable Costs	0.0000 %	0.00
Stocktaking	0.0000 %	0.00	<b>Bank Charges</b>	<b>%</b>	<b>£</b>
<b>Rates</b>	<b>%</b>	<b>£</b>	Bank Charges	0.5051 %	2,383.00
Business Rates	1.8313 %	8,640.00	Credit Charges	0.0000 %	0.00
Water Rates	0.7419 %	3,500.00	<b>Pay TV</b>	<b>%</b>	<b>£</b>
<b>Waste</b>	<b>%</b>	<b>£</b>	SKY TV	0.9538 %	4,500.00
Cleaning	0.4239 %	2,000.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.4239 %	2,000.00	Licences	0.1378 %	650.00
<b>Utilities</b>	<b>%</b>	<b>£</b>	<b>Other Costs</b>	<b>%</b>	<b>£</b>
Gas	0.0000 %	0.00	Smart Dispense	0.7495 %	3,536.00
Electric	1.9076 %	9,000.00	Sundries	0.1060 %	500.00
Other Energy	1.4837 %	7,000.00	Training	0.1060 %	500.00
<b>Repairs &amp; Renewals</b>	<b>%</b>	<b>£</b>	Motoring	0.1060 %	500.00
Repairs & Maintenance	0.8478 %	4,000.00	Stationary	0.1060 %	500.00
<b>Insurance</b>	<b>%</b>	<b>£</b>	Printing	0.0000 %	0.00
Insurance - SAP	1.0083 %	4,757.00	Postage	0.0000 %	0.00
Insurance - Additional	0.0000 %	0.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.4239 %	2,000.00
			Bottled Gas	0.1590 %	750.00
			Other	0.0000 %	0.00