

Model ID: L120035 - IT0

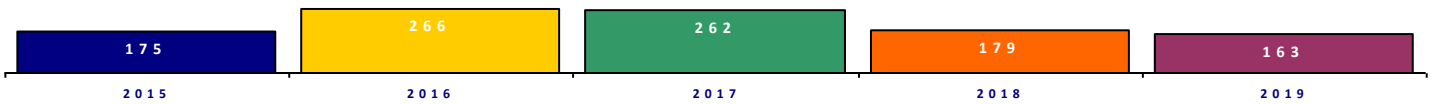
Model Type: Master

Assessment Date: 16-Apr-19

Review Date:

Assessment Reason: New Let

(Historical volume figures may not include purchases made through 3rd Parties)



	% of Wet Turnover	Barrels	Avg RSP £/unit (inc VAT)	Turnover (ex VAT)	Total Wholesale Cost	Average Discount £/brl	GP%	Gross Profit
<b>Wet Sales</b>								
Bitter (Standard)	8.8%	25.3	£3.40	£20,638	£10,816	£102.0	60.1%	£12,401
Bitter (Premium)	19.1%	54.1	£3.44	£44,628	£27,187	£117.3	53.3%	£23,786
Guest Ale	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Lager (Standard)	29.4%	81.1	£3.54	£68,939	£46,745	£141.4	48.8%	£33,661
Lager (Premium)	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Stout/Guinness	6.6%	17.4	£3.70	£15,435	£10,585	£100.0	42.7%	£6,589
Bottled Ales	0.1%	0.2	£3.00	£300	£219	£245.9	47.6%	£143
PPL	0.2%	0.4	£3.00	£481	£301	£212.4	54.1%	£260
Other	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Draught Cider	7.9%	22.0	£3.50	£18,510	£12,187	£150.0	52.0%	£9,629
Bottled Cider	1.9%	4.3	£3.80	£4,412	£3,563	£303.0	48.5%	£2,139
PPS	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Wastage	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£-4,675
Wine	8.0%	0.0	£0.00	£18,740	£6,372	£0.0	66.0%	£12,368
Spirits	8.0%	0.0	£0.00	£18,740	£5,997	£0.0	68.0%	£12,743
Minerals	10.0%	0.0	£0.00	£23,425	£6,793	£0.0	71.0%	£16,632
<b>Total Wet Sales</b>	<b>100.0%</b>	<b>204.8</b>		<b>£234,248</b>	<b>£130,764</b>		<b>53.7%</b>	<b>£125,675</b>
<b>Dry Sales</b>								
Bar Meals				£40,758	£15,169		62.8%	£25,589
Letting Income				£0	£0		0.0%	£0
<b>Total Wet &amp; Dry Sales (excl Machines)</b>				<b>£275,005</b>	<b>£145,933</b>		<b>55.0%</b>	<b>£151,265</b>
<b>Other Income</b>								
Room Hire, Entrance Fee & Other				£0	£0		0.0%	£0
<b>Gross Profit</b>				<b>£275,005</b>	<b>£145,933</b>		<b>55.0%</b>	<b>£151,265</b>

**Expenses as a % of Turnover (BBPA Comparable figures in red)**

Based on a Community / Wet Led Pub with a 90:10 drink / food ratio and a turnover of approximately £5,000 per week

Expenses	%	£	%	£
Wages & Salaries	21.0%	£57,696	15.3%	£42,076
Rates	6.0%	£16,500	2.9%	£7,975
Water Rates	0.9%	£2,600	0.9%	£2,585
Energy	4.0%	£10,864	3.8%	£10,340
Repairs & Renewals	1.3%	£3,600	1.5%	£4,125
Insurance	1.0%	£2,650	0.8%	£2,200
Marketing & Promotion	0.8%	£2,160	0.0%	£0
Telephone	0.2%	£600	2.0%	£5,500
Waste Disposal/Cleaning/Hygiene	0.4%	£1,000	0.8%	£2,200
Professional Fees	2.1%	£5,900	1.4%	£3,850
Bank Charges	1.0%	£2,800	0.6%	£1,650
Equipment Hire etc	0.5%	£1,500	0.2%	£550
Other Costs (incl Bottled Gas)	2.1%	£5,826	5.5%	£15,125
<b>Sub Total</b>	<b>41.3%</b>	<b>£113,696</b>	<b>35.7%</b>	<b>£98,177</b>
Interest on Tenant Capital	0.6%	£1,520	0.6%	£1,650
Improvements	0.0%	£0	0.0%	£0
<b>Total Expenses</b>	<b>41.9%</b>	<b>£115,216</b>	<b>36.3%</b>	<b>£99,827</b>

**Divisible Balance** **£36,049**
**Percentage Bid & Open Market Rental Value** **50%** **£18,000**

 Machine Income £0
**Tenant's Profit After Rent & Machines (FMOP)** **£18,049**

 Manager's Salary (for multiple site operators) £0