



Financial Analysis

**The Dog & Duck
Sampletown**

Mr John Smith

Completed by: Roslyns BDM

Date: 01/12/2023

*This financial analysis has been produced by Roslyns Accountants whose address is
The Quadrant, 99 Parkway Avenue, Sheffield S9 4WG.
It is a projection based on the information provided and is in no way a guarantee of trade.*

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Manager Profit Forecast



Site Name: The Dog & Duck

Applicant Name: Mr John Smith
Date: 01/12/2023

Site income

	Turnover excl VAT	Weekly Sales Excl VAT	Turnover Inc Vat	Weekly Sales Inc Vat
Wet Sales	£460,217	£8,850	£552,260	£ 10,620
Bar food	£81,061	£1,559	£97,273	£ 1,871
Letting Income	£0	£0	£0	£ -
Total	£541,278	£10,409	£649,533	£ 12,491

Operator income

Managers Wet %	28%	£126,560	£2,433.84
Managers Food %	15%	£12,159	£233.83
Manager's total % share		£138,719	£2,668
Estimated VAT to bank	@ 20% VAT	£27,744	£534

Divisible Profit		£95,035	£1,828
% Profit bonus	20.0%	£19,007	£366

Operator Expenses	Annual	Weekly	% of share
Staff Wage % via rota	£94,669	£1,821	68.25%
Insurances	£1,250	£24	0.90%
Accountancy	£1,976	£38	1.42%
Legal & Professional Fees	£1,200	£23	0.87%
Telephone		£0	0.00%
Stationery		£0	0.00%
Bank Charges	£300	£6	0.22%
Other	£500	£10	0.36%
Total Overheads	£99,895	£1,921	72.01%

Forecast Profit Before Bonus **£38,823** **£747**

Total Profit inc Bonus **£57,830** **£1,112**

Executive Summary

Based on information from Mr John Smith and 'the pub company' in connection to the retail agreement for The Dog & Duck

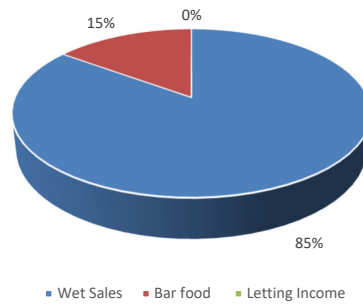
The predicted Manager profit is £19,007 with a further potential £38,823 profit bonus being at 20% making a total Manager profit including bonus of £57,830 . Wet sales including Bar snacks food sales include hot drinks

The turnover is based on the pub company Rent Model dated 30th of September 2023. The operator believes the proposed trade levels to be feasible, however if sales increase then the rota plans will need to be adjusted to accommodate.

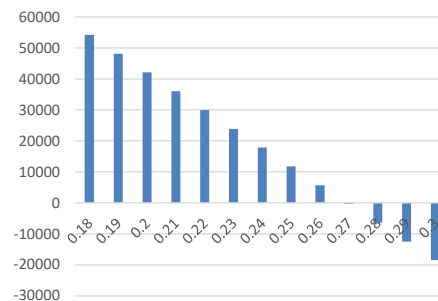
The current rota is based on an estimated need at full trade, John Smith has agreed that this can be also be reduced as a contingency plan, should turnover not meet the predicted levels. Sales analysis and forecasting will help maximise labour resources ensuring full sales and service levels are achieved.

Sensitivity Analysis and full staff rota are provided on the next pages.

Sales Mix



Manager Profit vs Staff Wage %



Sensitivity Analysis

The Dog & Duck

1 This Business Plan expects turnover to be **£541,278**

below shows the effect on the profitability of the operator if the actual turnover achieved differs by 5%:

	Turnover 5% less than BP	Turnover as per the BP	Turnover 5% more than BP
Operator Profitability (before bonus)	£31,887.52	£38,823.46	£44,572.43

2 This Business Plan expects staff wages to be **£94,669**

Below shows the effect on the profitability of the operator if the actual staff wages achieved differs by 5%:

	Wages 5% less than BP	Wages as per the BP	Wages 5% more than BP
Operator Profitability (before bonus)	£43,556.92	£38,823.46	£34,089.99

3 This Business Plan expects turnover to be **£541,278**

below shows the effect on the profitability of the operator if the actual turnover achieved differs by 10%:

	Turnover 10% less than BP	Turnover as per the BP	Turnover 10% more than BP
Operator Profitability (before bonus)	£24,951.58	£38,823.46	£52,695.33

4 This Business Plan expects staff wages to be **£94,669**

Below shows the effect on the profitability of the operator if the actual staff wages achieved differs by 10%:

	Wages 10% less than BP	Wages as per the BP	Wages 10% more than BP
Operator Profitability (before bonus)	£48,290.38	£38,823.46	£29,356.53

