

# Indicative Trading Profit

Heart of the Village (Stoke St Gregory) Ltd - The Shop

For 1 April to 29 August 2020

# DRAFT

In £ (ex VAT)	APRIL	MAY	JUNE	Q1 2020/21	JULY	AUGUST	YTD AUG	Notes
<b>Turnover</b>								
Sales - Shop (ex VAT)	20,238	18,392	18,348	56,978	23,718	18,143	98,839	151 days to 29/08/20 av £654/day; £4578/wk
<b>Total Turnover</b>	<b>20,238</b>	<b>18,392</b>	<b>18,348</b>	<b>56,978</b>	<b>23,718</b>	<b>18,143</b>	<b>98,839</b>	
<b>Cost of Sales</b>								
Opening Stock - Shop (ex VAT)	5,730	5,730	9,000	5,730	11,064	11,064	5,730	31 March actual from Carr's Actual from supplier invoices 27 June actual from Carr's; August tbc
Goods Purchased - Shop (ex VAT)	15,931	16,074	13,365	45,370	17,671	13,424	76,465	
less Closing Stock - Shop (ex VAT)	5,730	9,000	11,064	11,064	11,064	11,064	11,064	
<b>Total Cost of Sales</b>	<b>15,931</b>	<b>12,804</b>	<b>11,301</b>	<b>40,036</b>	<b>17,671</b>	<b>13,424</b>	<b>71,131</b>	
<b>Gross Margin</b>	<b>4,307</b>	<b>5,588</b>	<b>7,047</b>	<b>16,942</b>	<b>6,047</b>	<b>4,719</b>	<b>27,708</b>	
<i>Gross Margin as % of sales</i>	21.3%	30.4%	38.4%	29.7%	25.5%	26.0%	28.0%	
<b>Direct Shop Overheads (ex VAT)</b>								
Direct Wages	3,279	3,692	3,990	10,961	4,157	3,975	19,093	impacts cashflow - pay c 6 weeks after end of qtr wef 01/07/20
<i>Memo item - of which Tax/NI</i>	811	979	1,086	2,876	1,140	1,082	5,098	
Workplace Pensions	-	-	-	-	249	235	484	2 TENS, licence for SIAB For RO. Initial payment, thereafter £113/month one month notice period email addresses for 2 years Vodafone for SIAB plus BT for RO from August Xero subscription includes EPOS facility SIAB has exemption; RO application in hand tbc badges and sundries
Staff Training	-	-	-	-	20	-	20	
Licence Fees	-	-	402	402	-	-	402	
Insurance	-	-	-	-	-	227	227	
Hire of SIAB	216	223	216	655	223	223	1,101	
IT Software and Consumables	66	-	-	66	-	-	66	
Telephone & Internet	56	26	26	108	26	-	134	
Xero fees	12	12	12	36	26	26	88	
Paypoint terminal fees	44	44	133	221	133	133	487	
Rates	-	-	-	-	-	-	-	
Utilities	-	-	-	-	-	-	-	
Printing & Stationery & Sundries	31	-	-	31	8	-	39	
Cleaning and Pest Control	-	-	-	-	2	-	2	
Bank charges (cardnet)	122	122	122	366	119	132	617	
Accountancy and Consultancy fees	-	-	220	220	603	693	1,516	approx 0.75% of each card transaction inc VAT Carr's fee of £220, bookkeeping fees from 1 June
<b>Total Direct Shop Overheads</b>	<b>3,827</b>	<b>4,119</b>	<b>5,121</b>	<b>13,067</b>	<b>5,565</b>	<b>5,643</b>	<b>24,275</b>	
<b>Trading Profit/(Loss) from Shop (EBITDA)</b>	<b>480</b>	<b>1,469</b>	<b>1,926</b>	<b>3,875</b>	<b>481</b>	<b>(924)</b>	<b>3,432</b>	
<b>Exceptional Overheads</b>								
Transition/ COVID Mitigation Costs	1,775	1,049	266	3,090	-	-	3,090	
Revaluation of Royal Oak	-	-	-	-	1,500	-	1,500	
<b>Total Exceptional Items</b>	<b>1,775</b>	<b>1,049</b>	<b>266</b>	<b>3,090</b>	<b>1,500</b>	<b>-</b>	<b>4,590</b>	
<b>Trading Profit/(Loss) (EBITDA)</b>	<b>(1,295)</b>	<b>420</b>	<b>1,660</b>	<b>785</b>	<b>(1,019)</b>	<b>(924)</b>	<b>(1,158)</b>	