

Sales Schedule (EUR)

PASTRIES													
	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
CUSTOMERS & UNITS													
Active customers	1,112	1,576	1,596	1,154	1,169	828	2,156	1,213	1,228	1,740	1,762	1,274	1,401
Units sold	1,112	1,576	1,596	1,154	1,169	828	2,156	1,213	1,228	1,740	1,762	1,274	16,808
PROFIT & LOSS ITEMS													
Revenue recognised	3,336	4,729	4,788	3,462	3,506	2,484	6,468	3,638	3,683	5,221	5,286	3,823	€50,425
Returns & refunds	35	50	50	36	37	26	68	38	39	55	56	40	€529
Cost of Sales	1,244	1,764	1,786	1,291	1,307	927	2,412	1,357	1,374	1,947	1,971	1,426	€18,804
Waste / spoilage	54	77	78	56	57	40	105	59	60	85	86	62	€818
Bad debt provision	20	28	28	21	21	15	38	22	22	31	31	23	€299
Gross Profit	2,037	2,888	2,924	2,114	2,141	1,517	3,950	2,222	2,249	3,188	3,228	2,334	€30,791
Gross profit %	61.1%	61.1%	61.1%	61.1%	61.1%	61.1%	61.1%	61.1%	61.1%	61.1%	61.1%	61.1%	61.1%
CASHFLOW ITEMS													
Revenue received	3,282	4,651	4,709	3,406	3,448	2,444	6,362	3,578	3,623	5,135	5,199	3,760	€49,596
Cost of sales paid	1,244	1,764	1,786	1,291	1,307	927	2,412	1,357	1,374	1,947	1,971	1,426	€18,804
BEVERAGES													
	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
CUSTOMERS & UNITS													
Active customers	1,947	1,971	1,995	1,571	1,591	805	815	825	836	846	1,713	1,735	1,388
Units sold	1,947	1,971	1,995	1,571	1,591	805	815	825	836	846	1,713	1,735	16,650
PROFIT & LOSS ITEMS													
Revenue recognised	6,813	6,898	6,984	5,499	5,568	2,819	2,854	2,889	2,925	2,962	5,997	6,071	€58,278
Returns & refunds	92	93	94	74	75	38	39	39	39	40	81	82	€787
Cost of Sales	2,793	2,828	2,863	2,255	2,283	1,156	1,170	1,184	1,199	1,214	2,459	2,489	€23,893
Waste / spoilage	98	99	100	79	80	40	41	41	42	43	86	87	€836
Bad debt provision	54	54	55	43	44	22	23	23	23	23	47	48	€460
Gross Profit	3,874	3,922	3,971	3,127	3,166	1,603	1,623	1,643	1,663	1,684	3,410	3,452	€33,139

	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
Gross profit %	56.9%	56.9%	56.9%	56.9%	56.9%	56.9%	56.9%	56.9%	56.9%	56.9%	56.9%	56.9%	56.9%
CASHFLOW ITEMS													
Revenue received	6,667	6,750	6,834	5,382	5,449	2,758	2,793	2,827	2,863	2,898	5,868	5,941	€57,031
Cost of sales paid	2,793	2,828	2,863	2,255	2,283	1,156	1,170	1,184	1,199	1,214	2,459	2,489	€23,893
LUNCH PLATE													
	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
CUSTOMERS & UNITS													
Active customers	434	439	445	450	456	593	601	608	616	623	491	497	521
Units sold	434	439	445	450	456	593	601	608	616	623	491	497	6,253
PROFIT & LOSS ITEMS													
Revenue recognised	3,904	3,952	4,001	4,051	4,102	5,339	5,405	5,473	5,541	5,610	4,417	4,472	€56,267
Returns & refunds	41	42	42	43	43	56	57	57	58	59	46	47	€591
Cost of Sales	2,404	2,433	2,464	2,494	2,525	3,287	3,328	3,370	3,412	3,454	2,720	2,754	€34,645
Waste / spoilage	105	106	107	109	110	143	145	147	148	150	118	120	€1,507
Bad debt provision	23	23	24	24	24	32	32	32	33	33	26	27	€334
Gross Profit	1,436	1,454	1,472	1,490	1,509	1,964	1,988	2,013	2,038	2,064	1,625	1,645	€20,697
Gross profit %	36.8%	36.8%	36.8%	36.8%	36.8%	36.8%	36.8%	36.8%	36.8%	36.8%	36.8%	36.8%	36.8%
CASHFLOW ITEMS													
Revenue received	3,839	3,887	3,936	3,985	4,034	5,251	5,317	5,383	5,450	5,518	4,345	4,399	€55,342
Cost of sales paid	2,404	2,433	2,464	2,494	2,525	3,287	3,328	3,370	3,412	3,454	2,720	2,754	€34,645
TAKEAWAY MEALS													
	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
CUSTOMERS & UNITS													
Active customers	67	68	68	69	70	91	92	94	95	96	76	76	80
Units sold	67	68	68	69	70	91	92	94	95	96	76	76	962
PROFIT & LOSS ITEMS													
Revenue recognised	1,101	1,115	1,129	1,143	1,157	1,506	1,525	1,544	1,563	1,582	1,246	1,261	€15,870
Returns & refunds	15	15	15	15	16	20	21	21	21	21	17	17	€214
Cost of Sales	447	453	459	464	470	612	619	627	635	643	506	513	€6,448

	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
Waste / spoilage	16	16	16	16	16	21	22	22	22	23	18	18	€226
Bad debt provision	9	9	9	9	9	12	12	12	12	12	10	10	€125
Gross Profit	630	638	646	654	662	862	873	883	894	906	713	722	€9,082
Gross profit %	57.2%	57.2%	57.2%	57.2%	57.2%	57.2%	57.2%	57.2%	57.2%	57.2%	57.2%	57.2%	57.2%
CASHFLOW ITEMS													
Revenue received	1,077	1,091	1,104	1,118	1,132	1,474	1,492	1,511	1,529	1,548	1,219	1,234	€15,531
Cost of sales paid	447	453	459	464	470	612	619	627	635	643	506	513	€6,448
COFFEE													
	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
CUSTOMERS & UNITS													
Active customers	383	388	393	398	403	816	826	836	847	857	434	439	585
Units sold	383	388	393	398	403	816	826	836	847	857	434	439	7,020
PROFIT & LOSS ITEMS													
Revenue recognised	1,534	1,553	1,572	1,592	1,612	3,263	3,304	3,345	3,387	3,429	1,736	1,757	€28,084
Returns & refunds	16	16	17	17	17	34	35	35	36	36	18	18	€295
Cost of Sales	860	871	882	892	904	1,830	1,852	1,876	1,899	1,922	973	985	€15,746
Waste / spoilage	37	38	38	39	39	80	81	82	83	84	42	43	€685
Bad debt provision	9	9	9	9	10	19	20	20	20	20	10	10	€167
Gross Profit	649	657	665	673	682	1,380	1,397	1,415	1,432	1,450	734	743	€11,876
Gross profit %	42.3%	42.3%	42.3%	42.3%	42.3%	42.3%	42.3%	42.3%	42.3%	42.3%	42.3%	42.3%	42.3%
CASHFLOW ITEMS													
Revenue received	1,509	1,527	1,546	1,566	1,585	3,210	3,250	3,290	3,331	3,373	1,707	1,728	€27,622
Cost of sales paid	0	860	871	882	892	904	1,830	1,852	1,876	1,899	1,922	973	€14,760
BALANCE SHEET ITEMS													
Cost of sales payable	860	871	882	892	904	1,830	1,852	1,876	1,899	1,922	973	985	€985
BREADS, CAKES & PASTRIES													
	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
CUSTOMERS & UNITS													
Active customers	728	737	746	756	765	774	784	794	804	814	824	834	780

	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
Units sold	3,155	3,194	3,234	3,274	3,315	3,356	3,398	3,440	3,483	3,526	3,570	3,615	40,560
PROFIT & LOSS ITEMS													
Revenue recognised	11,831	11,978	12,127	12,278	12,431	12,585	12,742	12,901	13,061	13,224	13,388	13,555	€152,100
Returns & refunds	124	126	127	129	131	132	134	135	137	139	141	142	€1,597
Cost of Sales	5,720	5,791	5,864	5,937	6,010	6,085	6,161	6,238	6,315	6,394	6,473	6,554	€73,542
Waste / spoilage	249	252	255	258	261	265	268	271	275	278	282	285	€3,199
Bad debt provision	70	71	72	73	74	75	76	77	78	79	79	80	€903
Gross Profit	5,916	5,990	6,064	6,140	6,216	6,293	6,372	6,451	6,531	6,613	6,695	6,778	€76,058
Gross profit %	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%
CASHFLOW ITEMS													
Revenue received	11,636	11,781	11,928	12,076	12,226	12,379	12,533	12,689	12,846	13,006	13,168	13,332	€149,600
Cost of sales paid	0	5,720	5,791	5,864	5,937	6,010	6,085	6,161	6,238	6,315	6,394	6,473	€66,988
BALANCE SHEET ITEMS													
Cost of sales payable	5,720	5,791	5,864	5,937	6,010	6,085	6,161	6,238	6,315	6,394	6,473	6,554	€6,554
DAILY SPECIALS													
	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
CUSTOMERS & UNITS													
Active customers	621	628	636	644	652	660	669	677	685	694	702	711	665
Units sold	621	628	636	644	652	660	669	677	685	694	702	711	7,979
PROFIT & LOSS ITEMS													
Revenue recognised	2,172	2,199	2,227	2,255	2,283	2,311	2,340	2,369	2,398	2,428	2,458	2,489	€27,930
Returns & refunds	23	23	23	24	24	24	25	25	25	26	26	26	€293
Cost of Sales	943	955	966	978	991	1,003	1,015	1,028	1,041	1,054	1,067	1,080	€12,121
Waste / spoilage	41	42	42	43	43	44	44	45	45	46	46	47	€527
Bad debt provision	13	13	13	13	14	14	14	14	14	14	15	15	€166
Gross Profit	1,194	1,209	1,224	1,239	1,255	1,270	1,286	1,302	1,318	1,335	1,351	1,368	€15,350
Gross profit %	55.0%	55.0%	55.0%	55.0%	55.0%	55.0%	55.0%	55.0%	55.0%	55.0%	55.0%	55.0%	55.0%
CASHFLOW ITEMS													
Revenue received	2,137	2,163	2,190	2,218	2,245	2,273	2,301	2,330	2,359	2,388	2,418	2,448	€27,471

	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
Cost of sales paid	943	955	966	978	991	1,003	1,015	1,028	1,041	1,054	1,067	1,080	€12,121
WEEKLY BREAD BOX													
	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
CUSTOMERS & UNITS													
Active customers	56	57	57	58	59	60	60	61	62	63	63	64	60
New Customers	56	3	2	3	4	3	2	4	3	4	2	4	90
Retained Customers	0	54	55	55	55	57	58	57	59	59	61	60	60
Lost / Lapsed Customers	0	2	2	2	3	2	2	3	2	3	2	3	26
<i>Units sold</i>	<i>56</i>	<i>57</i>	<i>57</i>	<i>58</i>	<i>59</i>	<i>60</i>	<i>60</i>	<i>61</i>	<i>62</i>	<i>63</i>	<i>63</i>	<i>64</i>	<i>720</i>
PROFIT & LOSS ITEMS													
Revenue recognised	2,184	2,211	2,239	2,267	2,295	2,323	2,352	2,382	2,411	2,441	2,472	2,502	€28,080
Returns & refunds	11	11	11	11	11	12	12	12	12	12	12	13	€140
Cost of Sales	969	981	993	1,006	1,018	1,031	1,044	1,057	1,070	1,083	1,097	1,110	€12,461
Waste / spoilage	5	5	5	5	5	5	5	5	5	5	5	6	€62
Bad debt provision	13	13	13	14	14	14	14	14	14	15	15	15	€168
Gross Profit	1,191	1,206	1,221	1,236	1,251	1,267	1,283	1,299	1,315	1,331	1,348	1,365	€15,311
<i>Gross profit %</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>	<i>54.5%</i>
CASHFLOW ITEMS													
Revenue received	2,160	2,187	2,214	2,242	2,270	2,298	2,327	2,356	2,385	2,415	2,445	2,475	€27,772
Cost of sales paid	969	981	993	1,006	1,018	1,031	1,044	1,057	1,070	1,083	1,097	1,110	€12,461
CUMULATIVE TOTALS													
	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
CUSTOMERS & UNITS													
Active customers	5,348	5,864	5,936	5,100	5,165	4,627	6,003	5,108	5,173	5,733	6,065	5,630	5,479
<i>Units sold</i>	<i>7,775</i>	<i>8,321</i>	<i>8,424</i>	<i>7,618</i>	<i>7,715</i>	<i>7,209</i>	<i>8,617</i>	<i>7,754</i>	<i>7,852</i>	<i>8,445</i>	<i>8,811</i>	<i>8,411</i>	<i>96,952</i>
PROFIT & LOSS ITEMS													
Revenue recognised	32,875	34,635	35,066	32,547	32,952	32,631	36,990	34,540	34,970	36,897	37,000	35,932	€417,033
Returns & refunds	357	376	380	349	354	343	389	363	367	388	397	386	€4,447
Cost of Sales	15,381	16,076	16,276	15,318	15,508	15,930	17,602	16,736	16,944	17,712	17,266	16,911	€197,660

	JUN 27	JUL 27	AUG 27	SEPT 27	OCT 27	NOV 27	DEC 27	JAN 28	FEB 28	MAR 28	APR 28	MAY 28	YR1 TOTAL
Waste / spoilage	604	634	642	604	612	638	710	672	680	713	684	667	€7,861
Bad debt provision	211	221	224	206	209	202	228	214	216	228	234	228	€2,622
Gross Profit	16,927	17,963	18,186	16,673	16,881	16,156	18,771	17,227	17,441	18,569	19,103	18,407	€212,305
Gross profit %	51.5%	51.9%	51.9%	51.2%	51.2%	49.5%	50.7%	49.9%	49.9%	50.3%	51.6%	51.2%	50.9%
CASHFLOW ITEMS													
Revenue received	32,307	34,038	34,462	31,991	32,389	32,086	36,373	33,963	34,386	36,281	36,370	35,318	€409,965
Cost of sales paid	8,800	15,994	16,193	15,234	15,423	14,929	17,504	16,636	16,843	17,609	18,136	16,818	€190,120

Projections, not audited accounts - Always have an accountant check them.