

### LIQUOR TRADING ACCOUNT

| CATEGORY             | Sales Ratio% | Category GP% | Sales Barrelge | Revalued Opening Stk | Purchases | Credits | Closing Stock | Sales at Cost Price | Bar Sales at Cost Price | Days Stock |
|----------------------|--------------|--------------|----------------|----------------------|-----------|---------|---------------|---------------------|-------------------------|------------|
| SPIRITS              | 14.9         | 70.7         |                | 1497.22              | 547.58    | 23.37   | 1585.06       | 436.32              | 450.89                  | 51         |
| FORTIFIED WINE       | 1.1          | 79.9         |                | 150.17               | 1.58      |         | 120.15        | 31.60               | 30.97                   | 53         |
| TABLE WINE           | 13.3         | 67.1         |                | 1398.39              | 177.01    | 11.10   | 1173.51       | 390.80              | 390.80                  | 42         |
| CASK BEER            | 5.5          | 64.0         |                | 292.62               | 159.39    |         | 289.18        | 162.83              | 162.83                  | 25         |
| KEG BEER             | 14.2         | 65.6         |                | 670.17               | 1450.53   | 50.05   | 1654.90       | 415.75              | 415.75                  | 56         |
| PACKAGED BEER        | 29.3         | 51.7         |                | 2977.83              | 1115.37   | 30.42   | 3203.23       | 859.55              | 858.18                  | 52         |
| CIDER                | 8.7          | 61.5         |                | 545.52               | 246.36    |         | 536.26        | 255.62              | 256.37                  | 29         |
| MINERALS             | 7.0          | 73.1         |                | 870.63               | 108.48    | 11.28   | 762.49        | 205.36              | 205.36                  | 52         |
| POSTMIX              | 3.9          | 82.6         |                | 495.51               | 127.62    |         | 507.28        | 115.85              | 115.85                  | 61         |
| TOBACCO              | 0.6          | 7.5          |                | 29.34                | 65.00     |         | 76.76         | 17.58               | 17.58                   | 61         |
| CRISPS, NUTS, SNACKS | 1.3          | 51.8         |                | 53.58                | 17.84     |         | 33.73         | 37.68               | 37.68                   | 13         |
| SUNDRIES             | 0.2          | LOSS         |                |                      | 5.75      |         |               | 5.75                | 5.75                    |            |
| CONTAINER DEPOSITS   | 0.0          |              |                | 73.76                | 215.68    | 39.00   | 250.52        | -0.07               |                         |            |
|                      | 100.0        |              | 9.35           | 9054.74              | 4238.19   | 165.22  | 10193.07      | 2934.63             | 2948.02                 | 49         |

### BAR RESULTS

| BAR                  | Takings Incl. VAT | Takings Excl. VAT | Gross Profit | Est GP % | Actual GP % | Sales Barrelage | Surplus | Shortage | %age +/-      | Allowances Incl VAT |
|----------------------|-------------------|-------------------|--------------|----------|-------------|-----------------|---------|----------|---------------|---------------------|
| LOUNGE/RESIDENTS BAR | 5751.25           | 4894.68           | 3276.86      | 67.3     | 66.9        | 6.16            |         | 66.51    | -1.2          | -76.81              |
| CHARLIE'S RESTAURANT | 4225.23           | 3595.94           | 2293.83      | 63.3     | 63.8        | 3.05            | 54.62   |          | 1.3           | 32.55               |
| NIGHT PORTER         | 95.30             | 81.11             | 53.03        | 46.8     | 65.4        | 0.14            | 33.25   |          | 34.9          |                     |
|                      |                   |                   |              |          |             |                 | 87.87   | 66.51    | 0.2           | -44.26              |
| CELLAR DIFFERENCES   |                   |                   | 13.39        |          |             | 0.00            | 59.51   |          |               |                     |
| FINAL TOTALS         | 10071.78          | 8571.73           | 5637.10      | 65.5     | 65.8        | 9.35            | 147.38  | 66.51    |               |                     |
|                      |                   |                   |              |          |             |                 | 66.51   |          |               |                     |
|                      |                   |                   |              |          |             |                 | 80.87   |          | 0.8% OF SALES |                     |

#### SAMPLE REPORT ONLY

This area can be used to add any comments you may have about the stock result.

In the case of multi-bar houses, you can make separate comments on both the Trading Account and each bar.

#### YEAR TO DATE FROM 02/02/93

|                  |          |       |
|------------------|----------|-------|
| TAKINGS Incl VAT | 10071.78 |       |
| TAKINGS Excl VAT | 8571.73  |       |
| GROSS PROFIT     | 5637.10  | 65.8% |
| RESULT SURPLUS   | 80.87    | 0.8%  |