

BōKan Pessimistic Scenario

		1 Month Forecast		26
		COVID	POST COVID	Related Fees/%
SALES				
Food	£	10,920.00	£ 37,128.00	
Cocktail Kits (3pcs) sold through BōKlan	£	5,460.00	£ 67,600.00	
BōKlan Merch	£	-	£ -	
Delivery Fees	£	1,300.00	£ 3,900.00	£ 2.50
TOTAL SALES	£	17,680.00	£ 108,628.00	
COST OF GOODS SOLD				
Food	£	3,822.00	£ 12,994.80	35% of food sales
Beverages	£	1,911.00	£ 23,660.00	
BōKlan Merch	£	-	£ -	
Uber Eats Fees	£	2,730.00	£ 3,712.80	25%
TOTAL COGS	£	8,463.00	£ 40,367.60	
GROSS PROFIT	£	9,217.00	£ 68,260.40	
LABOR COST				
Management for Bar & Restaurant	£	2,597.33	£ 5,194.67	
Waiters & Barristas & Cooks	£	1,393.67	£ 2,787.33	
Chefs	£	1,908.75	£ 3,817.50	
TOTAL LABOR	£	5,899.75	£ 11,799.50	
OPERATING EXPENSES				
Music & Entertainment	£	10.00	£ 40.00	
Uber Activation Fee	£		350.00	one-time fee
Utilities (water, electricity, gas)	£	884.00	£ 5,431.40	5% of sales
Cleaning Supplies		may vary	may vary	
Redecoration		-	£ 15,000.00	
BōKlan Creation & Maintenance	£	5,000.00	£ 2,833.33	Communication Salary
TOTAL OPERATING EXPENSES	£	6,244.00	£ 23,304.73	
GENERAL EXPENSES				
Repairs & Maintenance		may vary	may vary	
Marketing	£	2,828.80	£ 17,380.48	16% of sales
TOTAL GENERAL EXPENSES	£	2,828.80	£ 17,380.48	
SANITARY EXPENSES				
Masks	£	25.00	£ 65.00	
Hand Sanitizers	£	21.75	£ 60.00	
Testing Expenses	£	890.00	may vary	
TOTAL SANITARY EXPENSES	£	936.75	£ 125.00	
NET INCOME	-£	6,692.30	£ 15,650.69	

BōKan Pessimistic Scenario

		COVID	
		Avg Cost	Course meal % Sales/month
1-course meals	£	15	50% 3900
2-course meals	£	25	30% 3900
3-course meals	£	30	20% 3120
Sales/day		20	
		POST-COVID	
		Avg Cost	Course meal % Sales/month
1-course meals	£	18	60% 16848
2-course meals	£	28	25% 10920
3-course meals	£	40	15% 9360
Sales/day		60	
Cocktail kits sold /day		10	
Avg cocktail kit price	£	21	
Drinks sold/day		200	
Avg drink price	£	13	
Customers/day		200	
Merch	£	6.00	
# of Merch sold		0	
Selling price	£	15.00	
		COVID	POST COVID
		Salary/Cost	Number of Employees
Management (Bar & Restaurant)	£	2,597.33	1 2
Waiters & Barristas & Cooks	£	1,393.67	3 10
Chefs	£	1,908.75	1 1
		COVID	POST COVID
		Unit Cost	Number of Units
Masks (5pcs cloth mask/person)	£	5	5 13
Hand Sanitizers	£	4.35	5 12
Testing Expenses	£	89	10 may vary
		1 every 2 weeks 1 when symptomatic	

BōKan Realistic Scenario

		1 Month Forecast		26
		COVID	POST COVID	Related Fees/%
SALES				
Food	£	13,650.00	£	37,128.00
Cocktail Kits (3pcs) sold through BōKlan	£	17,178.98	£	67,600.00
BōKlan Merch	£	1,950.00	£	-
Delivery Fees	£	1,625.00	£	3,900.00
TOTAL SALES	£	34,403.98	£	108,628.00
COST OF GOODS SOLD				
Food	£	4,777.50	£	12,994.80
Beverages	£	6,012.64	£	23,660.00
BōKlan Merch	£	780.00	£	-
Uber Eats Fees	£	3,412.50	£	3,712.80
TOTAL COGS	£	14,982.64	£	40,367.60
GROSS PROFIT	£	19,421.34	£	68,260.40
LABOR COST				
Management for Bar & Restaurant	£	2,597.33	£	5,194.67
Waiters & Barristas & Cooks	£	1,393.67	£	2,787.33
Chefs	£	1,908.75	£	3,817.50
TOTAL LABOR	£	5,899.75	£	11,799.50
OPERATING EXPENSES				
Music & Entertainment	£	10.00	£	40.00
Uber Activation Fee	£			350.00
Utilities (water, electricity, gas)	£	1,720.20	£	5,431.40
Cleaning Supplies		may vary		may vary
Redecoration	£	-	£	15,000.00
BōKlan Creation & Maintenance	£	5,000.00	£	2,833.33
TOTAL OPERATING EXPENSES	£	7,080.20	£	23,304.73
GENERAL EXPENSES				
Repairs & Maintenance		may vary		may vary
Marketing	£	5,504.64	£	17,380.48
TOTAL GENERAL EXPENSES	£	5,504.64	£	17,380.48
SANITARY EXPENSES				
Masks	£	25.00	£	65.00
Hand Sanitizers	£	21.75	£	60.00
Testing Expenses	£	890.00		may vary
TOTAL SANITARY EXPENSES	£	936.75	£	125.00
NET INCOME	£	0.00	£	15,650.69

BōKan Realistic Scenario

		COVID	
		Avg Cost	Course meal % Sales/month
1-course meals	£	15	50% 4875
2-course meals	£	25	30% 4875
3-course meals	£	30	20% 3900
Sales/day		25	
POST-COVID			
		Avg Cost	Course meal % Sales/month
1-course meals	£	18	60% 16848
2-course meals	£	28	25% 10920
3-course meals	£	40	15% 9360
Sales/day		60	
Cocktail kits sold /day		31	
Avg cocktail kit price	£	21	
Drinks sold/day		200	
Avg drink price	£	13	
Customers/day		200	
Merch	£	6.00	
# of Merch sold		5	
Selling price	£	15.00	
COVID POST COVID			
	Salary/Cost	Number of Employees	
Management (Bar & Restaurant)	£ 2,597.33	1	2
Waiters & Barristas & Cooks	£ 1,393.67	3	10
Chefs	£ 1,908.75	1	1
COVID POST COVID			
	Unit Cost	Number of Units	
Masks (5pcs cloth mask/person)	£ 5	5	13
Hand Sanitizers	£ 4.35	5	12
Testing Expenses	£ 89	10	may vary
		1 every 2 weeks	1 when symptomatic

BōKan Optimistic Scenario

		1 Month Forecast		26
		COVID	POST COVID	Related Fees/%
SALES				
Food	£	19,110.00	£	37,128.00
Cocktail Kits (3pcs) sold through BōKlan	£	23,980.80	£	67,600.00
BōKlan Merch	£	3,120.00	£	-
Delivery Fees	£	2,275.00	£	3,900.00
TOTAL SALES	£	48,485.80	£	108,628.00
COST OF GOODS SOLD				
Food	£	6,688.50	£	12,994.80
Beverages	£	8,393.28	£	23,660.00
BōKlan Merch	£	1,248.00	£	-
Uber Eats Fees	£	4,777.50	£	3,712.80
TOTAL COGS	£	21,107.28	£	40,367.60
GROSS PROFIT	£	27,378.52	£	68,260.40
LABOR COST				
Management for Bar & Restaurant	£	2,597.33	£	5,194.67
Waiters & Barristas & Cooks	£	1,393.67	£	2,787.33
Chefs	£	1,908.75	£	3,817.50
TOTAL LABOR	£	5,899.75	£	11,799.50
OPERATING EXPENSES				
Music & Entertainment	£	10.00	£	40.00
Uber Activation Fee	£			350.00
Utilities (water, electricity, gas)	£	2,424.29	£	5,431.40
Cleaning Supplies		may vary		may vary
Redecoration	£	-	£	15,000.00
BōKlan Creation & Maintenance	£	5,000.00	£	2,833.33
TOTAL OPERATING EXPENSES	£	7,784.29	£	23,304.73
GENERAL EXPENSES				
Repairs & Maintenance		may vary		may vary
Marketing	£	7,757.73	£	17,380.48
TOTAL GENERAL EXPENSES	£	7,757.73	£	17,380.48
SANITARY EXPENSES				
Masks	£	25.00	£	65.00
Hand Sanitizers	£	21.75	£	60.00
Testing Expenses	£	890.00		may vary
TOTAL SANITARY EXPENSES	£	936.75	£	125.00
NET INCOME	£	5,000.00	£	15,650.69

BōKan Optimistic Scenario

		COVID	
		Avg Cost	Course meal % Sales/month
1-course meals	£	15	50% 6825
2-course meals	£	25	30% 6825
3-course meals	£	30	20% 5460
Sales/day		35	
POST-COVID			
		Avg Cost	Course meal % Sales/month
1-course meals	£	18	60% 16848
2-course meals	£	28	25% 10920
3-course meals	£	40	15% 9360
Sales/day		60	
Cocktail kits sold /day		44	
Avg cocktail kit price	£	21	
Drinks sold/day		200	
Avg drink price	£	13	
Customers/day		200	
Merch	£	6.00	
# of Merch sold		8	
Selling price	£	15.00	
COVID POST COVID			
	Salary/Cost	Number of Employees	
Management (Bar & Restaurant)	£ 2,597.33	1	2
Waiters & Barristas & Cooks	£ 1,393.67	3	10
Chefs	£ 1,908.75	1	1
COVID POST COVID			
	Unit Cost	Number of Units	
Masks (5pcs cloth mask/person)	£ 5	5	13
Hand Sanitizers	£ 4.35	5	12
Testing Expenses	£ 89	10	may vary
		1 every 2 weeks	1 when symptomatic