



HOSPITALITY FMVA

Financial Modelling • Valuation • Analysis

5-Year Financial Model

Strictly Confidential

Table of Contents

[Income Statement](#)

Notes

This Excel model is designed by HFMVA

All content is Copyright material of HFMVA

<https://HFMVA.com/>

© 2023 Hospitality FMVA

All rights reserved. The contents of this publication, including but not limited to all written material, content layout, images, formulas, and code, are protected under international copyright and trademark laws. The information contained in this document is based on assumptions and must be used for informational purposes only. It is very important to do your own financial analysis before making any investment decision. You should take independent financial advice from a professional and verify, any information that you receive.

Instructions & Tips:

Before you begin work, [save this workbook](#) to create a working copy using the File, Save As command.

Only the golden tan-coloured data and the category sheet entry cells in each worksheet can be changed. The remainder of the worksheets in this file has been protected.

To customize a worksheet, you must first Un-Protect it.

- This template is fully functional in its protected state. You will not need to unprotect any of the worksheets to use it. Unprotecting a worksheet can expose it to inadvertent formula changes and incorrect calculations.
- To Un-Protect a worksheet, go to the Excel menu bar and select Review, then click on the icon above "Unprotect Sheet" to make the sheet available. (If you are using an earlier version of Excel, refer to your software documentation.)
- When prompted, enter the password [HFMVA.com](#) just as you see it here.
- Once a worksheet is unprotected, you can make any changes you wish. Always save a backup of the original workbook before making changes to the worksheets.
- After you have made your changes, you can re-protect the worksheet using a unique password if you wish.

Hard Coded Values

[Blue Colour](#)

Formulas

[Black Colour](#)

Revenue & Volatility %

Revenue Volatility: Refers to changes in revenue that occur in response to changes in season, Holidays, and other factors that effect the sales projections.

Revenue Centers: These are the factors that drive your business, including Food, Beverage, and others based on your business model and strategy and products offered.

COGS "Cost Of Goods Sold"

COGS: Refers to the cost of food and the cost of beverages as % of revenue.

Sponsorship

Cash support: Refers to the financial support provided by a supplier or organization, or event, usually in exchange for branding, advertising, or other promotional benefits.

Staff Cost

Direct staff cost: Refers to the company's expenses incurred on hiring and maintaining its own staff members, this includes salaries, benefits, training, insurance visa, uniform, and staff meals Reference "Labor Cost Sheet"

Outsourced staff: Refers to the practice of hiring external contractors or third-party service providers to handle certain operational functions, departments or tasks. Depending on the service and concept type different outsource staffing may be required i.e., Runners, stewards, security, hostess, bar tenders and barbacks.

Head office Cross Charges: Refer to the cost incurred by the company's head office to provide services to its subsidiary company or division, this may include, administrative services such as HR, finance, accounting, legal, it, and marketing among others. This is applicable when the business is under a group of companies.

Operating Expenses

OpEx: Refer to Expenses incurred during the normal course of business operations, it is divided into the following category: kitchen, restaurant, and bar, administrative, ongoing services, it and technology costs.

Rent

Base Rent: is a fixed rent calculated based on the square footage of the space and rental rates in the location

TOR: "Turnover rent" is calculated as a percentage from the gross revenue.

Base Rent and TOR whichever is higher: Refer to a lease agreement which specifies that whichever is higher between base rent and turnover rent will be the amount of the rent due. Turnover rent" is calculated as a percentage of the gross revenue.

Premises Cost

Premises cost: refers to the expenses associated with using a physical location for business operations i.e. utilities, handling fees, maintenance and repairs and rent.

Finance & Admin Cost

Finance Cost: Refer to the expenses incurred in managing the organization finances, such as bank charges, governmental fees, and auditing fees

Administrative Cost: refer to the expenses incurred in managing the general operation of the organization i.e. insurance, legal fees and licenses.

Marketing & Promotional Cost

Marketing Promotional costs: Refer to advertising, website development, search engine optimization, social media marketing, paid social media, public relations, invitations of bloggers or influencers, events and entertainment, and entertainment permits.

EBITDA

EBITDA: stands for earnings before interest, taxes, depreciation, and amortization. It is a financial metric that provides a snapshot of the operating performance, by measuring the business profitability before accounting for non-operating expenses such as interest, tax, depreciation, and amortization.

Depreciation & Amortization D&A

Depreciation: this is a non-cash expense that represents the gradual decrease in the value of the assets over time. It is a method of allocating the cost of a long-term asset over its useful life, in order to match the cost of the asset with the revenue it generates

Amortization: Similar to depreciation, in that it represents the gradual decrease in the value of an asset over time. Intangible assets are assets that lack a physical presence, such as patents, copyrights, trademarks, and goodwill.

EBIT

EBIT: stands for earning before interest, tax, and after depreciation and amortization, and it is a metric used in capital-intensive projects and it measures the operating performance after deducting the D&A

EBT

EBT: stands for earning before tax, (EBT) measures a company's profitability before income taxes are factored.

Corporate Tax

Corporate Tax: All annual taxable profits that fall under AED 375,000 shall be subject to a zero rate. All annual taxable profits above AED 375,000 shall be subject to a 9% rate.

Net Income

Net Income: Also called net earnings, is calculated as revenue minus COGS, total operating expenses, depreciation, interest taxes, and all other expenses.it is an indicator of a company's profitability.

