

BUSINESS PLAN FOR A RESTAURANT
Creperie ARLOHARE. oHG



Presented by
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May Phyo Way

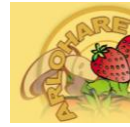
Presented to
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Fachhochschule Köln, Institut für Tropen Technologie
Master Technology and Resource Management in the Tropic and Subtropic

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Introduction

Cologne is a very beautiful and crowded city. The population is around 986.186 Hab. And according to the data 44,000 students are studying in Cologne. Moreover, Cologne is one of the cities in which many foreigners stay. Different people have the different food styles and there are many different restaurants in Cologne such as Asian restaurant, African restaurant and so on. Although there are many restaurants, most of them are opened in the evening. Besides the price of everything is going up day by day, everybody wants to get the food with fair price. Our restaurant wants to fulfil their requirements.

Our restaurant targets to the students and office-staffs. We offer the special brunch, lunch and dinner with fair price and friendly atmosphere. We selected the food which is good for all people who has a variety of food style. We offer the traditional Crepes rezept with an innovative way of cook, with new and special ingredients that will do a party in your mouth.

Deutz near the Fachhochschule (University of applied Science) is selected as the place for our restaurant as there are not only very few restaurants but also no place to get together to have a nice time with friends. In this region, there are a lot of student housings but the students don't have enough places to go, and that's why when want to go out they have to travel to the downtown. Our restaurant offers the self service system. And any party and any celebrations are welcome.



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One of the most important characteristics of our partnership is the fact that the majority of our employees are students and they can support themselves during their studies.

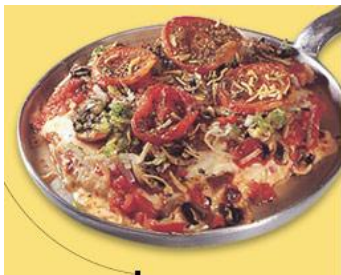
Because our objective is to stimulate admiration in every client for serving **Art** with **Love** and **Happiness** at **Reasonable Price** the name will be:

“ARLOHARE”



- Art:

In the quality and presentation of each of our products
In our constant innovation



- Love:

In the sympathy for the standard of life of our employees.
In our commitment to do every day the best in everything.



- Happiness:

In the excellence of our employees.
In the superiority of our service, captivating clients who always return.
The atmosphere and design of our place.



- Reasonable Price:

In consideration of our clients.



1. Type of Company

1.1. Legal Form

The restaurant that we are going to set up will be a General partnership. This Business will be created by two members:

May Phyo Way

Myanmar

Juliana Izquierdo Campuzano

Colombia

Each member of this partnership promises to contribute in start capital with an amount of 24.301,02 Euro. The rest (32.401,36 Euro) will be borrowed from Bank, Debt that will be pay back in 10 years with an interest of 7 %, for a totally amount of 81.003,40 Euro.

1.1.1. Financial Cost

Total Investment			81.003,40 €
Down Payment	60%		48.602,04 €
Loan	40%		32.401,36 €

Financing	Rest Debt	Interest %	Interest cost	Settlement
1st year	32.401,36 €	7%	2.268,10 €	3.240,14 €
2nd year	29.161,22 €	7%	2.041,29 €	3.240,14 €
3rd year	25.921,09 €	7%	1.814,48 €	3.240,14 €
4th year	22.680,95 €	7%	1.587,67 €	3.240,14 €
5th year	19.440,82 €	7%	1.360,86 €	3.240,14 €
6th year	16.200,68 €	7%	1.134,05 €	3.240,14 €
7th year	12.960,54 €	7%	907,24 €	3.240,14 €
8th year	9.720,41 €	7%	680,43 €	3.240,14 €
9th year	6.480,27 €	7%	453,62 €	3.240,14 €
10th year	3.240,14 €	7%	226,81 €	3.240,14 €
Total Interest			12.474,52 €	
Total				32.401,36 €

1.2. Idea

To do of **“ARLOHARE”** a leading Restaurant in the quality and art of cooking, that comes to the table, that awake sensation and captivates senses.

To look for excellence in our products offering ingredients of the first quality established across the careful selection of our basic ingredients, which depends on the careful selection



of suppliers, recognized in the gastronomic sector and approved for different entities of public health control, satisfying norms and standards of high demand.

Our food will be natural, healthy and fresh, raising the quality level of our receipts.

Our kitchen provided with the best resources and designed to facilitate the correct handling of food.

All this will lead us to having clients been satisfied with our quality for which we wait to come back.

We will open our doors every days of the week from 10 a.m. to 12 p.m., giving at any time a place of meeting for all kinds of occasions.

Another service that we have to offer is that the people can make conversation over a nice drink, such as a delicious, cold fruit juice or a warming tee or one of our Coffee specialities, and for those who like to eat in accompany with a nice alcoholic drink, we offer Beer or a glass of our special varieties of wine.

1.3. Assumption of income

ITEM	DESCRIPTION	UND	QUANTITY PER MONTH	PRICE PER UNIT	INCOME PER MONTH
1.	Crepes	UND	12000	5,00 €	60.000,00 €
1.1.	Salty Crepes				
1.2.	Sweet Crepes				
2.	Hot Drinks	CUP	3000	2,20 €	6.600,00 €
2.1.	Kaffee				
2.2.	Tea				
2.3.	Cappuccino				
2.4.	Lattemacciato				
2.5.	Espresso				
3.	Cold Drinks				
3.1.	Soft Drinks	Glass	6000	2,00 €	12.000,00 €
3.2.	Wine	Glass	1500	4,00 €	6.000,00 €
3.3.	Beer	Glass	6000	2,20 €	13.200,00 €
	TOTAL				97.800,00 €
	INCOME PER MONTH				2.934.000,00 €
	INCOME PER YEAR				35.208.000,00€

2. Personnel and Service

Two cookers will be necessary for our operation to cover two shifts. We also need a manager, who is going to come 6 days per week. Those three will be hired full time.



For the rest of the personnel will be contracted per hours, since these are students and like this way they can customise their schedule and their job in the restaurant.

For the cleaning job, we will hire an employee from a cleaning company, who will provide to us to make the cleaning of the restaurant in the hours when our restaurant is closed.

2.1. Calculation of labour cost

ITEM	PERSONAL	TYPE OF PAYMENT	WORKING h/month	SALARY	SALARY WITH TAX (paid by the employer)	TOTAL SALARY	Total salary per Month
1.	<i>Administration</i>						
1.1.	Manager	Monthly	Full time	1.500,00€	1.798,50€		21.582,00 €
2.	<i>Kitchen</i>						
2.1.	Cooker Mornings	Monthly	Full time	1.500,00€	1.798,50€		21.582,00 €
2.2.	Cooker evenings	Monthly	Full time	1.500,00€	1.798,50€		21.582,00 €
2.3.	Helper	Per Hour (14 h/day)	420	7,50 €		3.150,00 €	37.800,00 €
3.	<i>Drinks & other</i>						
3.1.	Drinks counter	Per Hour (16 h/day)	480	7,50 €		3.600,00 €	43.200,00 €
3.2.	General helper	Per Hour (16 h/day)	480	7,50 €		3.600,00 €	43.200,00 €
4.	<i>External worker</i>						
4.1.	Cleaner	Daily (2,5 h/day)	30	20,00 €		600,00 €	7.200,00 €
	TOTAL					10.950,00€	196.146,00€

2.2. Remuneration statement

DESCRIPTION	%	AMOUNT	PAID BY EMPLOYER	PAID BY WORKER
Agreed Salary brut			1.500,00 €	
Retirement pay	19,90%	298,50 €	149,25 €	149,25 €
Unemployment insurance	3,30%	49,50 €	24,75 €	24,75 €
Health insurance	14,40%	216,00 €	108,00 €	108,00 €
Long term care insurance	2,20%	33,00 €	16,50 €	16,50 €
Income Tax	8,37%			125,55 €
Soldarity surcharge	0,46%			6,90 €
Church tax	1,00%			15,00 €
Total deduction for the worker				445,95 €
Employer pays			1.798,50 €	
Salary net				1.054,05 €



3. Cost calculation

3.1. Start up investment and depreciation cost

In this table we are describing the investment for all the thing that are needed to run our restaurant like the furniture, the kitchen tools and machines and the renovation of the place.

We have also calculated the depreciation cost for these items.

ITEM	DESCRIPTION	QUANTITY	PRICE PER UNIT	TOTAL PRICE	Depreciation year	Depreciation cost
1.	<i>Kitchen Tools</i>					
1.1.	Pots set (8 items)	2	79,00 €	158,00 €	2	79,00 €
1.2.	Pan (24 cms)	4	6,39 €	25,56 €	2	12,78 €
1.3.	Aluminium Container	10	4,79 €	47,90 €	2	23,95 €
1.4.	Knifes (10 Items)	1	113,89 €	113,89 €	1	113,89 €
1.5.	Set Kitchen tools (10 Items)	1	70,45 €	70,45 €	2	35,23 €
				415,80 €		
2.	<i>Kitchen machines</i>					
2.1.	Crepes hotplate	4	81,00 €	324,00 €	5	64,80 €
2.2.	Kaffee Machine	1	2.449,00 €	2.449,00 €	5	489,80 €
2.3.	Glasses Washer	1	79,00 €	79,00 €	5	15,80 €
2.4.	Refrigerator	1	1.015,55 €	1.015,55 €	5	203,11 €
2.5.	Frezzer	1	659,00 €	659,00 €	5	131,80 €
2.6.	Ice Vitrine	1	629,00 €	629,00 €	5	125,80 €
2.7.	Small Oven	1	169,00 €	169,00 €	5	33,80 €
2.8.	Ventilation	1	10.000,00 €	10.000,00 €	5	2.000,00 €
				15.324,55 €		
3.	<i>Kitchen Furniture</i>					
3.1.	Worktable with cupboard (70x85x120cms)	1	669,00 €	669,00 €	10	66,90 €
3.2.	Worktable with drawer (70x85x140cms)	1	999,00 €	999,00 €	10	99,90 €
3.3.	Worktable (70x85x100cms)	1	389,00 €	389,00 €	10	38,90 €
3.4.	Highlevel cabinet	1	499,00 €	499,00 €	10	49,90 €
3.5.	Sink (160x70x85cms)	1	799,00 €	799,00 €	10	79,90 €
3.6.	wallboard (120x30cms)	8	59,90 €	479,20 €	10	47,92 €
				3.834,20 €		
4.	<i>Pottery</i>					
4.1.	Plate (24x24cms)	50	4,99 €	249,50 €	1	249,50 €
4.2.	Plate (19x19cms)	50	2,99 €	149,50 €	1	149,50 €
4.3.	Souce bowl	10	3,39 €	33,90 €	1	33,90 €
				432,90 €		
5.	<i>Hot drinks</i>					
5.1.	Espresso cup	10	1,29 €	12,90 €	1	12,90 €
5.2.	Espresso plate	10	0,69 €	6,90 €	1	6,90 €
5.3.	Kaffee cappuccino cup	20	1,99 €	39,80 €	1	39,80 €
5.4.	Lattemacciato cup	20	2,69 €	53,80 €	1	53,80 €

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5.5.	Kaffee, cappuccino, Lattemacciato cup	40	0,99 €	39,60 €	1	39,60 €
5.6.	Teegrass with plate	10	1,79 €	17,90 €	1	17,90 €
				170,90 €		
6.	<i>Cold drinks</i>					
6.1.	Wite wine glass	10	2,39 €	23,90 €	1	23,90 €
6.2.	Red wine glass	10	2,49 €	24,90 €	1	24,90 €
6.3.	Beer glass	20	0,32 €	6,40 €	1	6,40 €
6.4.	Soft drinks glass	20	0,55 €	11,00 €	1	11,00 €
6.5.	Sekt glass	10	1,99 €	19,90 €	1	19,90 €
				86,10 €		
7.	<i>Cutlery</i>					
7.1.	Fork	60	0,99 €	59,40 €	1	59,40 €
7.2.	Knife	60	1,29 €	77,40 €	1	77,40 €
7.3.	Kaffee Spoon	40	0,59 €	23,60 €	1	23,60 €
7.4.	Espresso spoon	15	0,59 €	8,85 €	1	8,85 €
7.5.	Lattemacciato spoon	15	0,95 €	14,25 €	1	14,25 €
7.6.	Dessert spoon	15	0,75 €	11,25 €	1	11,25 €
				194,75 €		
8.	<i>Accessary</i>					
8.1.	Menu card	30	5,00 €	150,00 €		
8.2.	Decoration for the tables	30	2,99 €	89,70 €		
				239,70 €		
9	<i>Furniture customer</i>					
9.1.	Tables	20	79,95 €	1.599,00 €	10	159,90 €
9.2.	chairs	90	43,95 €	3.955,50 €	10	395,55 €
9,3	Lighting equipments			3.000,00 €	10	300,00 €
				8.554,50 €		
10	<i>Engineering</i>					
10.1.	Firing System			3.000,00 €	10	300,00 €
10.2.	Decoration painting			12.000,00 €	10	1.200,00 €
10.3.	Floor Tiles WC			7.500,00 €	10	750,00 €
10.4.	Electrical,gas and Hydraulic			5.000,00 €	10	500,00 €
				27.500,00 €		
11.	<i>System</i>					
11.1.	P.C console,loudspeaker			2.000,00 €	5	400,00 €
11.2.	Ventilation			16.000,00 €	5	3.200,00 €
11.3.	Computer	1		1.000,00 €	4	250,00 €
11.4.	Telephon (faxmachine)	1		250,00 €	10	25,00 €
11.5.	Cash machine	1		5.000,00 €	4	1.250,00 €
				24.250,00 €		
	TOTAL DEPRECIATION COST					13.328,28 €
	TOTAL INVESTMENT			81.003,40 €		



3.2. Calculation of Raw Materials for Crepes and Drinks

In this table we calculate the cost of eight kinds of Crepes that cover the demand of every client to get the average cost of a single crepe. We also mention some extra ingredients that make these dishes more delicious. Additionally we calculate the cost of a glass of soft, alcoholic and hot drinks.

ITEM	DESCRIPTION	UNIT	Min quantity in the market	Market Price	SPECIFIC CONSUMPTION PER REZEPT	SPECIFIC PRICE IN EURO	TOTAL PRICE PER REZEPT
1.	<i>Crepe Dough (12 people)</i>						
1.1.	Flaur	Gr	1000	0,75 €	250,00	0,0008 €	0,1875 €
1.2.	Milk	ml	1000	0,99 €	500,00	0,0010 €	0,4950 €
1.3.	Salt	Gr	500	0,29 €	0,25	0,0006 €	0,0001 €
1.4.	Eggs	UNT	10	1,99 €	4,00	0,1990 €	0,7960 €
1.5.	Butter	Gr	250	1,59 €	80,00	0,0064 €	0,5088 €
	TOTAL PRICE (12 people)						1,9874 €
	PRICE PER PORTION						0,1656 €
2.	<i>Bolognese Souce (4 people)</i>						
2.1.	Onion	UNT	12	1,29 €	1,00	0,1075 €	0,1075 €
2.2.	Carrot	UNT	10	1,99 €	1,00	0,1990 €	0,1990 €
2.3.	Celery	UNT	2	2,59 €	2,00	1,2950 €	2,5900 €
2.4.	Bacon	Gr	125	2,59 €	100,00	0,0207 €	2,0720 €
2.5.	Butter	Gr	250	1,59 €	20,00	0,0064 €	0,1272 €
2.6.	Grounded meat	Gr	1000	5,08 €	300,00	0,0051 €	1,5240 €
2.7.	Red Wine	Lt	0,75	3,19 €	0,80	4,2533 €	3,4027 €
2.8.	Tomatoes	Gr	1000	1,49 €	400,00	0,0015 €	0,5960 €
2.9.	Chilli	Gr	50	3,00 €	3,00	0,0600 €	0,1800 €
2.10.	Cheese	Gr	400	3,29 €	100,00	0,0082 €	0,8225 €
	TOTAL PRICE (4 people)						11,6209€
	PRICE PER PORTION						2,9052 €
3.	<i>Shrimp Souce (4 people)</i>						
3.1.	Onion	UNT	12	1,29 €	4,00	0,1075 €	0,4300 €
3.2.	Butter	Gr	250	1,59 €	10,00	0,0064 €	0,0636 €
3.3.	Cream	Gr	200	0,69 €	200,00	0,0035 €	0,6900 €
3.4.	Lemon	UNT	20	2,89 €	1,00	0,1445 €	0,1445 €
3.5.	Shrimp	Gr	1000	24,99 €	200,00	0,0250 €	4,9980 €
	TOTAL PRICE (4 people)						6,3261 €
	PRICE PER PORTION						1,5815 €
4.	<i>Spinach Souce (4 people)</i>						
4.1.	Butter	Gr	250	1,59 €	10,00	0,0064 €	0,0636 €
4.2.	Spinach	Gr	125	1,99 €	300,00	0,0159 €	4,7760 €
4.3.	Ricotta cheese	Gr	200	0,79 €	150,00	0,0040 €	0,5925 €
4.4.	Parmesan cheese	Gr	250	2,39 €	100,00	0,0096 €	0,9560 €
4.5.	Eggs	UNT	10	1,99 €	3,00	0,1990 €	0,5970 €
4.6.	Flour	Gr	1000	0,75 €	200,00	0,0008 €	0,1500 €
	TOTAL PRICE (4 people)						7,1351 €
	PRICE PER PORTION						1,7838 €
5.	<i>Vegetables Souce (4 people)</i>						
5.1.	Mushroom	Gr	500	1,59 €	10,00	0,0032 €	0,0318 €

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5.2.	Onion	UNT	12	1,29 €	1,00	0,1075 €	0,1075 €
5.3.	Carrot	UNT	10	1,99 €	2,00	0,1990 €	0,3980 €
5.4.	Sweet Pepper	UNT	3	1,69 €	1,00	0,5633 €	0,5633 €
5.5.	Bamboo shoot	Gr	100	1,00 €	200,00	0,0100 €	2,0000 €
5.6.	Garlic	Piece	75	3,00 €	0,10	0,0400 €	0,0040 €
5.7.	Chilli	Gr	50	3,00 €	20,00	0,0600 €	1,2000 €
5.8.	Sojasauce	ml	250	1,29 €	45,00	0,0052 €	0,2322 €
5.9.	Oil	ml	1000	1,39 €	35,00	0,0014 €	0,0487 €
	TOTAL PRICE (4 people)						4,5855 €
	PRICE PER PORTION						1,1464 €
6.	<i>Chicken Curry Souce (4 people)</i>						
6.1.	Ginger	Gr	1000	5,00 €	2,00	0,0050 €	0,0100 €
6.2.	Onion	UNT	12	1,29 €	1,00	0,1075 €	0,1075 €
6.3.	Lemon	UNT	20	2,89 €	1,00	0,1445 €	0,1445 €
6.4.	Garlic	Piece	75	3,00 €	2,00	0,0400 €	0,0800 €
6.5.	Curry paste	ml	250	1,19 €	10,00	0,0048 €	0,0476 €
6.6.	Chicken brast	Gr	1000	7,99 €	150,00	0,0080 €	1,1985 €
6.7.	Kokonutsmilk	ml	500	2,00 €	400,00	0,0040 €	1,6000 €
6.8.	sojasauces	ml	250	1,29 €	25,00	0,0052 €	0,1290 €
	TOTAL PRICE (4 people)						3,3171 €
	PRICE PER PORTION						0,8293 €
7.	<i>Souce Crepe Suzette (4 people)</i>						
7.1.	Butter	Gr	250	1,59 €	0,50	0,0064 €	0,0032 €
7.2.	Orange juice	UNIT	8	2,89 €	0,25	0,3613 €	0,0903 €
7.3.	Vanilla	Gr	125	1,19 €	10,00	0,0095 €	0,0952 €
7.4.	Orange liquor	ml	700	7,79 €	20,00	0,0111 €	0,2226 €
7.5.	Eggs	UNT	10	1,99 €	2,00	0,1990 €	0,3980 €
	TOTAL PRICE (4 people)						0,8093 €
	PRICE PER PORTION						0,2023 €
8.	<i>Gratin Fruits Souce (4 people)</i>						
8.1.	Fruits	Kg	1	4,29 €	2,00	4,2900 €	8,5800 €
8.2.	Lemon	UNT	20	2,89 €	1,00	0,1445 €	0,1445 €
8.4.	Eggs	UNT	10	1,99 €	2,00	0,1990 €	0,3980 €
8.5.	Sugar	Gr	1000	1,29 €	20,00	0,0013 €	0,0258 €
8.6.	Vanilla	Gr	125	1,19 €	10,00	0,0095 €	0,0952 €
8.7.	Orange liquor	ml	700	7,79 €	10,00	0,0111 €	0,1113 €
	TOTAL PRICE (4 people)						9,3548 €
	PRICE PER PORTION						2,3387 €
9.	<i>Extras (1 portion)</i>						
9.1.	Icecream	ml	1000	3,39 €	150,00	0,0034 €	0,5085 €
9.2.	Cheese	Gr	400	3,29 €	25,00	0,0082 €	0,2056 €
9.3.	Ham	Gr	200	1,65 €	30,00	0,0083 €	0,2475 €
9.4.	Schocolate souce	ml	750	4,23 €	10,00	0,0056 €	0,0564 €
9.5.	Nuts	Gr	200	1,55 €	10,00	0,0078 €	0,0775 €
9.6.	Powder sugar	Gr	250	0,59 €	10,00	0,0024 €	0,0236 €
9.7.	Salt	Gr	500	0,29 €	10,00	0,0006 €	0,0058 €
9.8.	Spices	Gr	500	8,29 €	1,00	0,0166 €	0,0166 €
	TOTAL						1,1415 €
	AVERAGE EXTRA INGREDIENTS						0,1427 €

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10.	<i>Koffee (Ingredients for 1Espresso, 1Capuccino, 1Lattemacciato, 1 Cafe, 1 Tee, 1 Kakao Together)</i>						
10.1.	Kaffee powder	Gr	500	5,99 €	80,00	0,0120 €	0,9584 €
10.2.	Milk	ml	1000	0,99 €	550,00	0,0010 €	0,5445 €
10.3.	Sugar	Gr	1000	1,29 €	80,00	0,0013 €	0,1032 €
10.4.	Tee	UNT	25	2,15 €	1,00	0,0860 €	0,0860 €
10.5.	Kakao Powder	Gr	800	2,29 €	30,00	0,0029 €	0,0859 €
	TOTAL PRICE						
	PRICE PER PORTION						
							1,7780 €
							0,3556 €
11.	<i>Cold drinks</i>				<i>Quantity per Glass</i>		
11.1.	Wine	Lt	1	1,50 €	0,20	1,50 €	0,3000 €
11.2.	Beer	Lt	1	1,90 €	0,30	1,90 €	0,5700 €
11.3.	Soft drinks	Lt	1	1,20 €	0,25	1,20 €	0,3000 €

3.2.1. Calculation of the average cost of a Crepe

ITEM	DESCRIPTION	QUANTITY	PRICE PER UNIT
1.	<i>Bolognese Crepe</i>	1	3,07 €
2.	<i>Shrimp Crepe</i>	1	1,75 €
3.	<i>Spinach Crepe</i>	1	1,95 €
4.	<i>Vegetables Crepe</i>	1	1,31 €
5.	<i>Chicken Curry Crepe</i>	1	0,99 €
6.	<i>Crepe Suzette</i>	1	0,37 €
7.	<i>Gratin Fruits Crepe</i>	1	2,50 €
	TOTAL		11,95 €
	Average price for a normal Crepe		1,49 €
	Average Extra ingredients		0,14 €
	TOTAL AVERAGE COST FOR A CREPE		1,64 €

3.3. Calculation of variable cost

Variable cost for all the things that we are going to offer can be seen in the following table.

ITEM	DESCRIPTION	UND	QUANTITY PER MONTH	PRICE PER UNIT	COST PER MONTH
1.	Crepes	UND	12000	1,64 €	19.632,03 €
1.1.	Salty Crepes				
1.2.	Sweet Crepes				



2.	Hot Drinks	Cup	3000	0,36 €	1.066,79 €
2.1.	Kaffee	Cup			
2.2.	Tea	Cup			
2.3.	Cappuccino	Cup			
2.4.	Lattemacciato	Cup			
2.5.	Espresso	Cup			
3.	Cold Drinks				
3.1.	Soft Drinks	Glass	6000	0,30 €	1.800,00 €
3.2.	Wine	Glass	1500	0,30 €	450,00 €
3.3.	Beer	Glass	6000	0,57 €	3.420,00 €
	TOTAL				26.368,82 €

3.4. Calculation of fix cost

Fix costs are calculated in this table. Miscellaneous cost will cover the unforeseen cost and deposit of building.

ITEM	DESCRIPTION	PERCENTAGE OF INCOME	AMOUNT PER MONTH
1.	Rent for Local (Deutz Kalker-bad) 115 m2		895,00 €
2.	Electricity		500,00 €
3.	Water, Heater, Gas		1.500,00 €
4.	Telephon		45,00 €
5.	Salary		196.146,00 €
6.	Misalleneous	10,00%	293.400,00 €
	TOTAL		492.486,00 €
	INCOME		2.934.000,00€
	INCOME AFTER FIXCOSTS		2.441.514,00€

3.5. Calculation of Total cost

Because we have different products to offer, we calculate the fix cost of all goods together instead of calculating it for each.

ITEM	DESCRIPTION	MONTH PER YEAR	COST PER MONTH	TOTAL COST PER YEAR
1.	Variable cost	12	26.368,82 €	316.425,83 €
2.	Fixcosts	12	492.486,00 €	5.909.832,00 €
	TOTAL COST			6.226.257,83 €



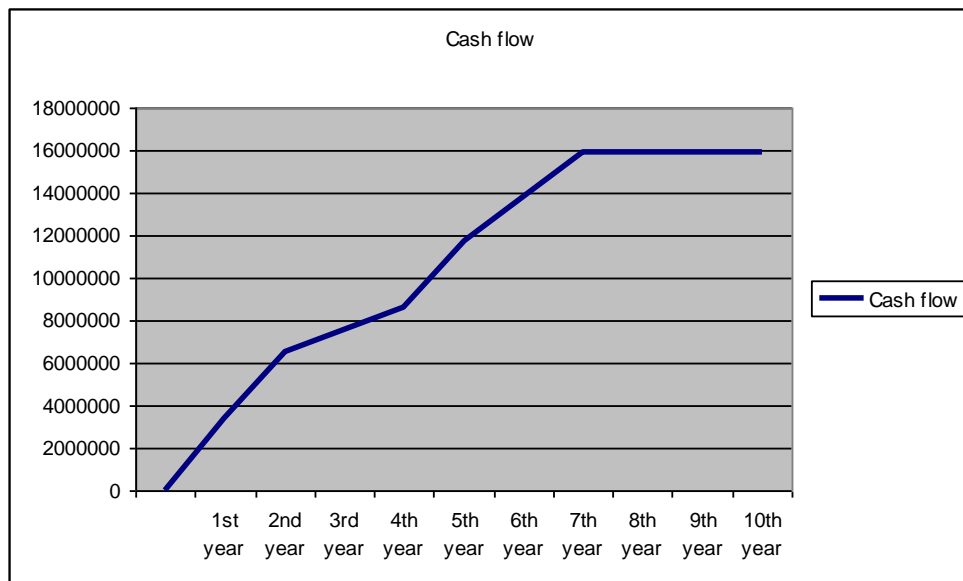
4. Cash Flow Calculation

For the first year we calculate that 200 Crepes will be sold, that's because at beginning it's difficult to get clients, but our experience and good service will increase the number of clients year after year. We estimate that the number of products to be sold at the first year will be 40% of our real target, and we expect that we will reach 100% of our target at 8th year.

Cash Flow					
years		1st year	2nd year	3rd year	4th year
Sales	Utilization of capacity	40%	55%	60%	65%
	Sales depends of capacity	14.083.200,00 €	19.364.400,00€	21.124.800,00 €	22.885.200,00 €
Depreciation		13.328,28 €	13.328,28 €	13.328,28 €	13.328,28 €
Personal		2.353.752,00 €	2.353.752,00 €	2.353.752,00 €	2.353.752,00 €
Supply		6.036.402,33 €	6.083.866,21 €	6.099.687,50 €	6.115.508,79 €
Interest cost		2.268,10 €	2.041,29 €	1.814,48 €	1.587,67 €
Profit before Tax	40%	5.677.449,30 €	10.911.412,23 €	12.656.217,75 €	14.401.023,27 €
Tax		2.270.979,72 €	4.364.564,89 €	5.062.487,10 €	5.760.409,31 €
Profit after Tax		3.406.469,58 €	6.546.847,34 €	7.593.730,65 €	8.640.613,96 €
Settlement		32.401,36 €	32.401,36 €	32.401,36 €	32.401,36 €
Cash flow		3.374.068,22 €	6.514.445,98 €	7.561.329,29 €	8.608.212,60 €
Cash Flow					
5th year	6th year	7th year	8th year	9th year	10th year
80%	90%	100%	100%	100%	100%
28.166.400,00€	31.687.200,00€	35.208.000,00€	35.208.000,00€	35.208.000,00€	35.208.000,00€
13.328,28 €	13.328,28 €	13.328,28 €	13.328,28 €	13.328,28 €	13.328,28 €
2.353.752,00 €	2.353.752,00 €	2.353.752,00 €	2.353.752,00 €	2.353.752,00 €	2.353.752,00 €
6.162.972,66 €	6.194.615,25 €	6.226.257,83 €	6.226.257,83 €	6.226.257,83 €	6.226.257,83 €
1.360,86 €	1.134,05 €	907,24 €	680,43 €	453,62 €	226,81 €
19.634.986,20€	23.124.370,43€	26.613.754,66€	26.613.981,47€	26.614.208,28 €	26.614.435,08 €
7.853.994,48 €	9.249.748,17 €	10.645.501,86€	10.645.592,59€	10.645.683,31 €	10.645.774,03 €
11.780.991,72€	13.874.622,26€	15.968.252,79€	15.968.388,88€	15.968.524,97 €	15.968.661,05 €
32.401,36 €	32.401,36 €	32.401,36 €	32.401,36 €	32.401,36 €	32.401,36 €
11.748.590,36€	13.842.220,90€	15.935.851,43€	15.935.987,52€	15.936.123,61 €	15.936.259,69 €



4.1. Conclusion



According to our data analysis, we will get profit within the first year and we will reach our target just at the 7th. year. Hopefully we will get the more and more customers within few years. We believe that our friendly atmosphere and delicious Crepes definitely persuade the customers and they are willing to use their money for foods in our restaurant.

“Welcome to ARLOHARE”