

Station Name		PLOERMEL																	
P&L Type	P&L Subtype description	2023M01	2023M02	2023M03	2023M04	2023M05	2023M06	2023M07	2023M08	2023M09	2023M10	2023M11	2023M12	YTD	Forecast YTD	YTD/Forecast	YTD M-1	YTD/YTD M-1	
1. Sales Proceeds	CR RBA Sales	60 880	70 031	72 443	116 206	131 015	122 091	182 861	160 860	107 257	98 103	68 303	81 032	1 271 081	1 390 000	91.44%	1 224 365	103.82%	
	Other sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0		
	Total	60 880	70 031	72 443	116 206	131 015	122 091	182 861	160 860	107 257	98 103	68 303	81 032	1 271 081	1 390 000	91.44%	1 224 365	103.82%	
2. Fuel commission		3 151	3 275	6 380	4 960	5 024	5 118	7 251	5 100	4 186	3 769	3 484	4 037	55 735	66 350	84.00%	51 899	107.39%	
	Total	3 151	3 275	6 380	4 960	5 024	5 118	7 251	5 100	4 186	3 769	3 484	4 037	55 735	66 350	84.00%	51 899	107.39%	
3. Cost of Sales	COS RBA Sales	25 469	26 693	21 785	45 558	56 245	48 185	67 240	63 326	43 016	37 631	32 821	26 650	494 617	519 578	95.20%	463 251	106.77%	
	COS Other sales	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0		
	Shrinkage	0	0	0	0	270	0	0	0	-191	0	0	0	932	1 010	13 417	7.53%	1 357	74.42%
	Wastage	748	601	-294	528	750	568	447	720	1 138	-32	858	113	6 145	0		4 158	147.77%	
	Total	26 216	27 294	21 491	46 086	57 265	48 753	67 686	64 046	43 963	37 598	33 679	27 694	501 772	532 995	94.14%	468 767	107.04%	
	Net Margin	34 663	42 738	50 952	70 120	73 750	73 338	115 174	96 814	63 294	60 504	34 624	53 338	769 309	857 005	85.77%	755 599	101.81%	
	Unit Net Margin	56.94%	61.03%	70.33%	60.34%	56.29%	60.07%	62.98%	60.19%	59.01%	61.67%	50.69%	65.82%	60.52%	61.66%	98.17%	735.98%		
4. Other Operating Revenue	Bonus TMSR/PMTDR	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0		
	GA-CR Comm	-17 349	-20 439	-21 253	-34 172	-38 070	-35 529	-53 667	-47 288	-31 612	-28 498	-17 940	-26 107	-371 925	-435 207	85.46%	-377 760	98.46%	
	FSA	14 148	10 750	36 152	13 479	-20 935	4 649	-25 112	-25 850	-2 211	-12 358	18 729	-25 154	-13 713	-13 713	100.00%	12 668	-108.25%	
	Total	-3 201	-9 689	14 899	-20 693	-59 005	-30 880	-78 779	-73 138	-33 823	-40 856	789	-51 261	-385 638	-448 920	85.30%	-365 092	105.63%	
5. Site Operating Costs	Accountancy	1 203	2 517	1 218	1 218	1 353	1 694	2 718	1 204	1 134	2 782	1 353	4 208	22 602	12 000	188.35%	25 580	88.30%	
	Banking fees	671	331	694	569	390	382	917	1 139	310	658	265	-10 764	-4 437	1 944	-228.26%	5 644	-78.62%	
	Cash_collection	1 366	1 448	1 407	1 407	1 407	1 407	1 407	1 407	1 407	1 407	1 407	1 407	16 881	13 790	122.41%	16 576	101.84%	
	Cash_loss	57	-292	-166	313	-142	239	-291	179	7	168	-247	-87	-263	0		78	-334.76%	
	Consumables	38	906	1 398	1 563	2 536	3 195	3 429	1 970	1 447	2 914	1 402	-946	19 852	18 136	109.46%	22 675	87.55%	
	Publicity and Customer_gift	190	190	637	485	-168	0	0	332	2 069	4 225	0	0	7 961	0		6 616	120.33%	
	Depreciations	2 208	1 995	2 206	2 133	1 943	1 762	1 516	1 514	-1 328	1 324	1 159	619	17 051	14 592	116.85%	21 446	79.51%	
	Drive_offs	-40	-28	-38	-324	8	236	-216	174	-143	0	-22	-259	651	0		2 214	-98.40%	
	Electricity	3 094	4 039	15 140	2 008	2 000	1 678	2 477	2 647	3 611	2 804	3 431	6 326	49 255	25 248	195.08%	33 405	147.45%	
	Fee (Royalty) highway and express ways	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0		
	Insurance	510	542	701	606	606	612	788	613	613	613	613	486	7 303	5 335	136.89%	6 119	119.36%	
	Maintenance	115	395	253	3 010	754	1 318	963	605	-154	3 226	800	890	12 174	2 469	493.07%	4 660	261.26%	
	Other Rent	853	773	2 412	1 002	1 131	1 291	1 211	2 596	1 379	1 231	1 296	-311	14 863	11 880	125.11%	15 893	95.52%	
	Phone	587	321	664	327	206	330	438	337	436	587	212	493	4 940	2 501	197.50%	2 986	165.43%	
	Rent business	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0		
	Security	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0		
	Staff costs	25 567	26 216	28 275	28 004	36 752	38 621	45 049	43 946	34 025	29 503	29 993	42 322	408 273	310 000	131.70%	330 557	123.51%	
	Taxes	1 211	1 232	1 267	1 342	1 548	1 509	1 780	3 714	1 392	1 309	1 323	-1 564	16 063	5 482	293.01%	19 492	82.41%	
	Training	0	0	0	0	0	0	0	0	0	0	0	0	0	2 496	0.00%	0		
	Uniforms	0	0	0	370	19	0	19	0	89	0	0	0	671	1 167	1 999	58.38%	487	239.49%
	Water	476	476	476	476	476	476	476	476	495	476	476	320	5 575	5 285	105.49%	5 007	111.34%	
	MSF	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0		
	Waste	1 068	1 013	1 392	623	2 295	2 067	4 881	2 231	1 996	-1 142	1 046	1 711	19 181	19 066	100.60%	21 366	89.77%	
	Legal auditor fees	250	250	250	250	250	250	250	250	250	250	250	250	3 000	2 197	136.55%	3 000	100.00%	
	Total	39 424	42 323	58 555	45 030	53 345	57 065	67 812	65 336	49 034	52 335	44 758	45 770	620 788	454 420	136.61%	543 802	114.16%	
BUSINESS PLAN	NET RESULT BEFORE OVERHEAD & TAXES	-4 811	-5 999	13 675	9 357	-33 577	-9 489	-24 164	-36 560	-15 378	-28 918	-5 861	-39 658	-181 383	20 015	906.21%	-101 396	178.89%	
6. Overhead	Earnings	-1 715	-1 715	-1 715	-1 715	-1 715	-1 715	-1 715	-1 715	-1 715	-1 715	-1 715	-1 715	-20 580	-20 003	102.88%	-20 436	100.70%	
	Exit/PMTDR	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0		
	One time Com's	0	450	0	0	0	0	0	0	0	0	0	0	450	0		0		
	Exceptional P&L	558	0	-1 231	0	0	0	0	0	-10 234	6 000	0	-1 646	-6 553	0		104 743	-6.26%	
	RESULT BEFORE CORP. INCOME TAX	-5 968	-7 264	10 730	7 642	-35 292	-11 204	-25 879	-38 275	-27 327	-24 633	-7 576	-43 018	-208 066	12	-1733883.58%	-17 089	1217.54%	
7. Tax	Corporate Income Tax	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0		
TOTAL	NET PROFIT / LOSS FOR THE PERIOD	-5 968	-7 264	10 730	7 642	-35 292	-11 204	-25 879	-38 275	-27 327	-24 633	-7 576	-43 018	-208 066	12	-1733883.58%	-17 089	1217.54%	