

FINANCIAL REPORTING - PROFIT & LOSS ACCOUNT (CK)

Hotel Golden Well

2018

ACTUAL		CURRENT MONTH FORECAST		LAST YEAR				ACTUAL		YEAR TO DATE FORECAST		LAST YEAR	
CZK	%	CZK	%	CZK	%			CZK	%	CZK	%	CZK	%
383	65.03%	398	67.60%	396	67.23%		room ocupancy		45.15%		51.30%		52.10%
6,770		7,795		7,791			rooms sold	1,295		1,472		1,495	
4,402		5,267		5,238			average roomrate	6,049		6,265		6,438	
							RevPAR	2,731		3,335		3,355	
2,592,796	34.03%	3,102,311	41.17%	3,085,305	37.22%	REVENUE	ROOMS	7,833,954	35.68%	9,566,992	42.19%	9,625,328	38.26%
4,421,039	58.03%	4,289,000	56.91%	4,682,538	56.48%		F&B	12,573,134	57.27%	12,684,000	55.93%	14,010,915	55.69%
604,205	7.93%	144,850	1.92%	522,420	6.30%		OTHER	1,548,826	7.05%	427,150	1.88%	1,521,014	6.05%
7,618,040	100.00%	7,536,161	100.00%	8,290,263	100.00%		TOTAL REVENUE GW	21,955,914	100.00%	22,678,142	100.00%	25,157,257	100.00%
862,502	20.83%	1,138,490	25.68%	1,106,907	25.62%	EXPENSES	ROOMS	3,850,769	21.57%	4,732,230	26.83%	4,217,849	24.70%
2,670,672	64.50%	2,619,300	59.08%	2,650,470	61.35%		F&B	10,371,261	58.08%	9,901,724	56.14%	10,242,049	59.97%
88,246	2.13%	211,700	4.77%	119,881	2.77%		ADMINISTRATION	526,093	2.95%	741,500	4.20%	564,718	3.31%
213,745	5.16%	134,500	3.03%	94,398	2.19%		SALES	692,511	3.88%	613,500	3.48%	507,888	2.97%
305,638	7.38%	329,550	7.43%	348,599	8.07%		MAINTENANCE	2,415,571	13.53%	1,647,750	9.34%	1,545,735	9.05%
4,140,803	100.00%	4,433,540	100.00%	4,320,255	100.00%		TOTAL EXPENSES	17,856,205	100.00%	17,636,704	100.00%	17,078,239	100.00%
3,477,237	45.64%	3,102,621	41.17%	3,970,008	47.89%		GOP	4,099,709	18.67%	5,041,438	22.23%	8,079,018	32.11%
0	45.64%	0	41.17%	0	47.89%			0	18.67%	0	22.23%	0	32.11%
0		13,000		0			NON OPERATION REVENUE			1			
500,000		500,000		500,000			NON OPERATION COST	0		65,000		0	
							RENTAL	2,500,000		2,500,000		2,500,000	
-500,000	-6.56%	-513,000	-6.81%	-500,000	-6.03%		TOTAL NON OPERATION	-2,500,000	-11.39%	-2,564,999	-11.31%	-2,500,000	-9.94%
2,977,237	39.08%	2,589,621	34.36%	3,470,008	41.86%		EBITDA	1,599,709	7.29%	2,476,439	10.92%	5,579,018	22.18%

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CZK	%	CZK	%	CZK	%		CZK	%	CZK	%	CZK	%
589		589		589			number of rooms	2,869		2,869		2,869
65%		68%		67%		room occupancy	45%		51%		52%	
383		398		396		rooms sold	1,295		1,472		1,495	
739		716		780		number of guest (1,55)	2,326		2,655		2,815	
6,770		7,795		7,791		average roomrate	6,049		6,265		6,438	
4,402		5,267		5,238		RevPAR	2,731		3,335		3,355	
2,592,796	81.10%	3,102,311	95.54%	3,085,305	85.52%	Rooms Revenue	7,833,954	83.49%	9,566,992	95.73%	9,625,328	86.35%
78,440	2.45%	54,000	1.66%	11,656	0.32%	transport	226,009	2.41%	187,000	1.87%	16,174	0.15%
	0.00%	50	0.00%		0.00%	telecommunication - telefony		0.00%	250	0.00%		0.00%
447,233	13.99%		0.00%	452,836	12.55%	fidelio	1,092,806	11.65%		0.00%	1,331,644	11.95%
	0.00%		0.00%		0.00%	concierge - vstupenky		0.00%		0.00%		0.00%
13,066	0.41%	17,000	0.52%	14,533	0.40%	laundry	18,574	0.20%	44,000	0.44%	37,521	0.34%
12,405	0.39%	27,800	0.86%	24,157	0.67%	parking	31,992	0.34%	72,400	0.72%	69,207	0.62%
53,061	1.66%	46,000	1.42%	19,238	0.53%	other	177,805	1.90%	123,500	1.24%	62,977	0.57%
						masaze	1,640				3,491	
604,205	18.90%	144,850	4.46%	522,420	14.48%	Other Revenue	1,548,826	16.51%	427,150	4.27%	1,521,014	13.65%
3,197,001	100.00%	3,247,161	100.00%	3,607,725	100.00%	GW Rooms Revenue	9,382,780	100.00%	9,994,142	100.00%	11,146,342	100.00%
						NON OPERATION REVENUE						

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CZK	%	CZK	%	CZK	%			CZK	%	CZK	%	CZK	%
	0.00%		0.00%		0.00%	payroll cost	salaries and wages		0.00%		0.00%		0.00%
	0.00%		0.00%		0.00%		related expenses		0.00%		0.00%		0.00%
	0.00%		0.00%		0.00%		external contractors		0.00%		0.00%		0.00%
0	0.00%	0	0.00%	0	0.00%	total payroll		0	0.00%	0	0.00%	0	0.00%
33,400	37.85%	37,000	17.48%	31,750	26.48%	other expenses	auditors/consultants	168,500	32.03%	185,000	24.95%	156,200	27.66%
2,000	2.27%	2,500	1.18%	2,000	1.67%		bank fees	8,000	1.52%	12,500	1.69%	10,075	1.78%
36,742	41.64%	130,000	61.41%	52,878	44.11%		CC comission	271,467	51.60%	385,000	51.92%	293,491	51.97%
3,186	3.61%	5,000	2.36%	3,707	3.09%		exchange lost	8,116	1.54%	25,000	3.37%	10,563	1.87%
291	0.33%		0.00%	1,266	1.06%		spotreba materialu	5,625	1.07%		0.00%	3,211	0.57%
	0.00%		0.00%		0.00%		other insurance, urad prace		0.00%		0.00%		0.00%
	0.00%		0.00%		0.00%		PHM (pohonné hmoty)		0.00%		0.00%		0.00%
	0.00%		0.00%		0.00%		rent Karmelitská		0.00%		0.00%		0.00%
	0.00%		0.00%		0.00%		energy Karmelitská		0.00%		0.00%		0.00%
	0.00%	3,000	1.42%		0.00%		TV + Radio fees	11,205	2.13%	15,000	2.02%		0.00%
9,600	10.88%	15,000	7.09%	10,980	9.16%		poplatky magistrat	40,170	7.64%	53,000	7.15%	47,454	8.40%
	0.00%	10,000	4.72%		0.00%		pronájem zahrady		0.00%	20,000	2.70%		0.00%
1,278	1.45%	2,000	0.94%	2,978	2.48%		postage	3,628	0.69%	10,000	1.35%	5,734	1.02%
1,740	1.97%	1,000	0.47%		0.00%		printing and stationery	4,152	0.79%	5,000	0.67%		0.00%
	0.00%	200	0.09%		0.00%		representation cost		0.00%	1,000	0.13%		0.00%
	0.00%		0.00%		0.00%		staff training		0.00%		0.00%		0.00%
	0.00%	4,000	1.89%	14,208	11.85%		OSA, Integram, OAZA		0.00%	20,000	2.70%	33,345	5.90%
	0.00%		0.00%		0.00%		uniformy		0.00%		0.00%		0.00%
	0.00%		0.00%		0.00%		neuznané náklady		0.00%		0.00%		0.00%
9	0.01%	2,000	0.94%	114	0.10%		other expenses	5,230	0.99%	10,000	1.35%	4,645	0.82%
88,246	100.00%	211,700	100.00%	119,881	100.00%	Total Other Expenses		526,093	100.00%	741,500	100.00%	564,718	100.00%
88,246	100.00%	211,700	100.00%	119,881	100.00%	TOTAL ADMINISTRATION EXPENSES		526,093	100.00%	741,500	100.00%	564,718	100.00%
	#DIV/0!		0.00%		#DIV/0!		other expenses		#DIV/0!		0.00%		#DIV/0!
	#DIV/0!		0.00%		#DIV/0!		odpisy, investice		#DIV/0!		0.00%		#DIV/0!
	#DIV/0!	13,000	100.00%		#DIV/0!		building insurance		#DIV/0!	65,000	100.00%		#DIV/0!
0	#DIV/0!	13,000	100.00%	0	#DIV/0!	TOTAL NON OPERATION COST		0	#DIV/0!	65,000	100.00%	0	#DIV/0!

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CZK	%	CZK	%	CZK	%			CZK	%	CZK	%	CZK	%
53,121	17.38%	53,000	16.08%	48,560	13.93%	Payroll cost	salaries and wages	254,112	10.52%	265,000	16.08%	241,722	15.64%
18,062	5.91%	18,550	5.63%	16,511	4.74%		related expenses	86,401	3.58%	92,750	5.63%	82,188	5.32%
	0.00%		0.00%		0.00%		external contractors		0.00%		0.00%		0.00%
71,183	23.29%	71,550	21.71%	65,071	18.67%		Total	340,513	14.10%	357,750	21.71%	323,910	20.96%
						Other Expenses							
	0.00%	8,000	2.43%	6,500	1.86%		elevators	61,975	2.57%	40,000	2.43%	32,500	2.10%
2,785	0.91%	10,000	3.03%	9,981	2.86%		telephones	38,381	1.59%	50,000	3.03%	38,510	2.49%
	0.00%		0.00%		0.00%		global satelite systems		0.00%		0.00%		0.00%
12,432	4.07%	10,000	3.03%	11,998	3.44%		garbage removal	53,924	2.23%	50,000	3.03%	48,273	3.12%
	0.00%		0.00%		0.00%		painting		0.00%		0.00%		0.00%
	0.00%	500	0.15%	3,350	0.96%		printing and stationery	6,810	0.28%	2,500	0.15%	3,350	0.22%
20,178	6.60%	35,000	10.62%	49,320	14.15%		repairs end maintainance	957,231	39.63%	175,000	10.62%	158,412	10.25%
	0.00%	500	0.15%	1,000	0.29%		uniforms		0.00%	2,500	0.15%	1,000	0.06%
13,901	4.55%	2,000	0.61%	7,200	2.07%		revize a kontroly	76,889	3.18%	10,000	0.61%	10,200	0.66%
	0.00%	15,000	4.55%	58,762	16.86%		equipment - drobný inventář	45,538	1.89%	75,000	4.55%	121,698	7.87%
5,495	1.80%	16,000	4.86%	18,570	5.33%		material consumption	82,595	3.42%	80,000	4.86%	81,560	5.28%
8,458	2.77%	9,000	2.73%	8,458	2.43%	WAM Fidelio Kapsch Incad	IT - monthly fee	39,634	1.64%	45,000	2.73%	33,834	2.19%
6,000	1.96%	7,000	2.12%	6,000	1.72%	Creative	IT outsourcing + software	30,000	1.24%	35,000	2.12%	30,000	1.94%
	0.00%	5,000	1.52%	9,676	2.78%		other expenses	4,539	0.19%	25,000	1.52%	27,985	1.81%
69,249	22.66%	118,000	35.81%	190,815	54.74%		Total Other expenses	1,397,516	57.85%	590,000	35.81%	587,322	38.00%
						Utilities							
105,206	34.42%	110,000	33.38%	92,713	26.60%		electricity	495,548	20.51%	550,000	33.38%	488,997	31.64%
	0.00%		0.00%		0.00%		gas		0.00%		0.00%		0.00%
60,000	19.63%	30,000	9.10%		0.00%		water	181,994	7.53%	150,000	9.10%	145,506	9.41%
165,206	54.05%	140,000	42.48%	92,713	26.60%		Total	677,542	28.05%	700,000	42.48%	634,503	41.05%
305,638	100.00%	329,550	100.00%	348,599	100.00%		Total Expenses - Maintenance & IT	2,415,571	100.00%	1,647,750	100.00%	1,545,735	100.00%

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CZK	%	FORECAST		LAST YEAR				CZK	%	FORECAST		LAST YEAR	
		CZK	%	CZK	%	CZK	%			CZK	%	CZK	%
	0.00%	7,500	5.58%	10,000	10.59%	Payroll cost	salaries and wages		0.00%	37,500	6.11%	40,000	7.88%
	0.00%		0.00%		0.00%		related expenses		0.00%		0.00%		0.00%
	0.00%	8,000	5.95%		0.00%		external contractors		0.00%	40,000	6.52%		0.00%
0	0.00%	15,500	11.52%	10,000	10.59%		Total	0	0.00%	77,500	12.63%	40,000	7.88%
	0.00%	10,000	7.43%		0.00%	Other expenses	advertising		0.00%	20,000	3.26%		0.00%
	0.00%		0.00%		0.00%		repre		0.00%		0.00%		0.00%
69,178	32.36%	32,000	23.79%	29,721	31.48%		GDS - Campaign	246,593	35.61%	160,000	26.08%	172,060	33.88%
54,403	25.45%	24,000	17.84%	17,028	18.04%		PPC - Campaign	129,879	18.75%	120,000	19.56%	118,945	23.42%
61,493	28.77%	25,000	18.59%	37,274	39.49%		internet / web	218,815	31.60%	125,000	20.37%	174,508	34.36%
6,508	3.04%	15,000	11.15%	375	0.40%		memberships	28,360	4.10%	75,000	12.22%	375	0.07%
	0.00%	3,000	2.23%		0.00%		printing and stationary		0.00%	6,000	0.98%		0.00%
	0.00%		0.00%		0.00%		social media and networks		0.00%		0.00%		0.00%
10,416	4.87%	5,000	3.72%		0.00%		promotional materials	29,556	4.27%	20,000	3.26%		0.00%
	0.00%		0.00%		0.00%		trade shows + travel expenses		0.00%		0.00%		0.00%
	0.00%		0.00%		0.00%		uniforms		0.00%		0.00%		0.00%
11,747	5.50%	5,000	3.72%		0.00%		other expenses	39,308	5.68%	10,000	1.63%	2,000	0.39%
213,745	100.00%	119,000	88.48%	84,398	89.41%		Total Other expenses	692,511	100.00%	536,000	87.37%	467,888	92.12%
213,745	100.00%	134,500	100.00%	94,398	100.00%		Total Expenses - Sales	692,511	100.00%	613,500	100.00%	507,888	100.00%

