Supplier Response - Part K - Business Plan

First 5 years of contract

	Year				
Annual Sales Volume by Product Category (Units)	**1**	**2**	**3**	**4**	**5**
Product / Product Category A					
Product / Product Category B					
Product / Product Category C					
Product / Product Category D					
Product / Product Category E					
Other categories if applicable:					

Annual Cost - operating expenditure (net of VAT) by Product Category £					
Product / Product Category A					
Product / Product Category B					
Product / Product Category C					
Product / Product Category D					
Product / Product Category E					
Other categories if applicable:					
Total Annual Cost Forecast (in first 5 years)	£ -	£ -	£ -	£ -	£ -

Plan for investment in fixed assets (net of VAT) £					
Fixed Asset 1					
Fixed Asset 2					
Fixed Asset 3					
Fixed Asset 4					
Total Annual Cost Forecast (in first 5 years)	£ -	£ -	£ -	£ -	£ -

Sales (net of VAT) by Product Category £					
Product / Product Category A					
Product / Product Category B					
Product / Product Category C					
Product / Product Category D					
Product / Product Category E					
Other categories if applicable:					
Total Annual Turnover Forecast (in first 5 years)	£ -	£ -	£ -	£ -	£ -

Total Turnover Forecast Generated over first 5 years of contract (net of VAT)	£ -
NB: 5 years is not the proposed duration of the contract unless specified as such in Appendix A	5
Average Annual Turnover Forecast over first 5 years of contract (net of VAT)	£ -

Instructions for Supplier:
1 - Turnover is defined as equivalent to revenue or sales (net of discounts and sales taxes) i.e. total money in (not net of expenditure).
2 - Green cells contain formula. Do not unprotect green cells. Do not overwrite green cells.
3 - Complete the yellow cells only.
4 - Add rows as required.
5 - A "product" is something that you plan to sell e.g. full English (product) / breakfasts (product category).
6 - Present sales on premises separately from mobile sales (e.g. ice cream tricycle).

Note to Supplier: Pursuant to Regulation 18 (3) and 18 (4) of the Concessions Contract Regulations 2016 for bids for concession contracts lasting more than 5 years, the maximum duration of the concession contract shall not exceed the time that a concessionaire could reasonably be expected to take to recoup the investments made in operating the service together with a return on invested capital taking into account the investments required to achieve the specific contractual objectives. The investments taken into account for the purposes of the calculation of the time period include both initial investments and investments during the life of the concession contract.