



Market intelligence specific to your industry

Industry Report

Eat In Food Retailers: Restaurants - 2024



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Benchmark Appendix



Benchmark Appendix

Average Results for businesses grouped as indicated

	All Firms Average	Turnover: Less than \$500,000	Turnover: \$500,000 to \$999,999	Turnover: \$1,000,000 to \$1,999,999	Turnover: \$2,000,000 or more
Income					
Total Income	\$1,651,686	\$298,589	\$746,541	\$1,461,290	\$3,100,328
Less Cost of Goods Sold	33.99%	34.39%	36.74%	33.74%	31.65%
Equals Gross Profit	66.01%	65.61%	63.26%	66.26%	68.35%
Less Overheads as %'s of Total Income:					
Advertising, Promotion & incl Franchise/Group Fees	0.98%	0.88%	0.75%	1.03%	1.14%
Accounting and Legal Fees	0.87%	1.19%	1.05%	0.96%	0.52%
All Insurance	0.94%	0.70%	0.68%	1.18%	0.88%
Interest, Bank Charges etc	1.11%	0.45%	1.14%	1.14%	1.17%
Printing, Postage and Stationery	0.31%	0.49%	0.38%	0.32%	0.18%
Rent of Premises	5.96%	9.76%	6.20%	5.98%	4.78%
Other Occupancy Costs	2.86%	3.59%	4.17%	2.63%	1.81%
Other Depreciation, Lease and HP	1.56%	n/a	1.92%	1.73%	0.82%
Repairs and Maintenance	2.15%	n/a	2.41%	1.61%	2.50%
Staff On Costs	2.64%	2.47%	2.08%	2.63%	3.22%
Telephone and Fax	0.37%	1.38%	0.47%	0.29%	0.20%
Employees' Wages & Salaries	30.82%	22.58%	30.41%	31.34%	32.54%
Vehicle Operating Costs	0.61%	1.71%	1.00%	0.34%	0.36%
All Other Expenses	3.44%	3.05%	2.96%	3.25%	4.20%
Total Overheads	53.59%	47.28%	53.87%	54.22%	54.03%
Equals Net Profit (bos*)	12.42%	18.33%	9.38%	12.04%	14.32%
Net Profit (bos*) per....					
Working Owner	\$172,195	\$14,754	\$48,729	\$119,792	\$451,095
Total Income per....					
Person	\$234,499	\$76,664	\$96,018	\$192,918	\$485,515
\$ of Wages #	\$2.52	\$0.94	\$2.57	\$2.56	\$2.82
Seat	\$14,539	\$6,726	\$9,498	\$14,678	\$24,562
Square Metre of Total Area	\$7,383	\$1,897	\$4,683	\$5,968	\$15,042
Gross Profit per....					
Person	\$155,167	\$48,456	\$62,640	\$127,041	\$323,799
\$ of Wages #	\$1.66	\$0.60	\$1.59	\$1.69	\$1.93
Seat	\$9,981	\$4,265	\$6,278	\$10,316	\$17,051
Square Metre of Total Area	\$5,137	\$1,231	\$3,089	\$4,210	\$10,609
Non Personnel-Related Overheads per....					
Person	\$46,058	\$20,931	\$20,816	\$37,116	\$92,789
\$ of Wages #	\$0.51	\$0.24	\$0.56	\$0.53	\$0.51
Seat	\$2,805	\$1,830	\$2,176	\$2,565	\$4,371
Square Metre of Total Area	\$1,346	\$569	\$956	\$1,104	\$2,504
Personnel (fte personnel numbers)					
Working Owners	1.51	1.75	1.44	1.47	1.55
Table and Bar Staff (inc. Managers)	6.33	1.25	3.27	6.08	12.19
Kitchen Staff	5.27	1.25	4.51	4.71	9.19
Total Personnel	11.40	4.25	7.93	11.48	16.93
Hours Worked per Owner per Year	2,037	2,135	2,091	1,970	2,077
Other Information					



Owners' Equity as % of Total Assets	17.73%	-103.59%	38.49%	12.51%	43.07%
Asset Turnover	\$8.70	\$15.75	\$9.01	\$9.22	\$5.07
Growth Capacity	13.33%	21.18%	12.56%	13.85%	11.37%
Days' Stock on Hand	15	n/a	12	11	18
% Revenue drops before Losses Start	17.82%	26.40%	14.08%	17.10%	20.19%
Seats per Table and Bar Staff (incl Managers and Owners who serve)	27	21	38	28	15
Seat Utilization per Session	61.24%	28.75%	95.27%	53.19%	50.60%
Current ratio	1.06	0.69	0.86	0.85	1.92
Stock turnover	35.88	n/a	40.90	41.48	28.98
Liability turnover	\$13.58	\$7.78	\$19.92	\$12.89	\$9.86
Interest cover: business	289.33	n/a	576.55	120.42	294.91

* bos - before owners' salaries and benefits

including owners' notional wage of \$50 per hour

Please note certain mathematical operations with benchmark averages will not yield the results you may be expecting. For more info please see the Ratio Calculations section of this report.