

MARGIN & CO. | UAE F&B PROFITS

The UAE Restaurant Profit Leak Checklist

MOST UAE Independents lose 4-9% of revenue to invisible leaks. Check yours.

01 Food cost drift

Compare theoretical vs actual food cost per dish this month. A 2% drift on AED 250k monthly revenue is AED 60k a year.

02 Delivery-app commissions

List every aggregator commission + promo you fund. Renegotiate or reprice menu items exclusive to delivery.

03 Rotas vs covers

Plot staff hours against covers per daypart. Cut or split shifts where hours outrun demand.

04 Menu mix

Flag your 10 best sellers: are they also your highest margin? Push Stars, fix Plowhorses, drop Dogs.

05 Portion control

Weigh 5 random plates of your top seller against spec. Over-portioning is a silent daily leak.

06 Supplier pricing

When did you last renegotiate your top 10 SKUs? Get 2 competing quotes this week.

07 Waste log

No written waste log = unknown waste. Track it for 7 days; most kitchens find 3-5% of purchases.

08 Comps & discounts

Total all staff meals, comps and discounts last month. Decide a policy, not a habit.

09 Prep yields

Test yield on your 3 most-used proteins/veg. Poor trimming quietly inflates food cost.

10 P&L rhythm

Do you read a P&L every month, within 10 days of close? If not, that is leak number one.

Want the AED value of every fix in writing? Book a remote Profit Leak Audit at marginandco.com - from AED 3,000, deposit AED 500.