

Model ID: Id20008 - ITO

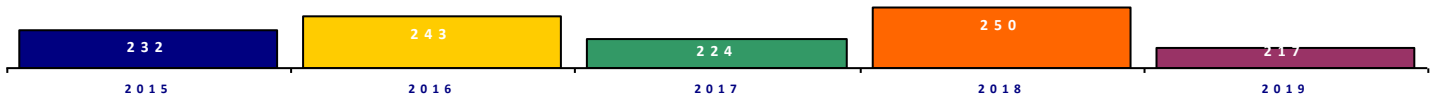
Model Type: Master

Assessment Date: 13-Sep-18

Review Date: 28-Mar-19

Assessment Reason: PEF

(Historical volume figures may not include purchases made through 3rd Parties)

**Wet Sales**

	% of Wet Turnover	Barrels	Avg RSP £/unit (inc VAT)	Turnover (ex VAT)	Total Wholesale Cost	Average Discount £/btl	GP%	Gross Profit
Bitter (Standard)	7.9%	48.6	£2.85	£33,242	£23,932	£150.0	49.9%	£16,600
Bitter (Premium)	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Guest Ale	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Lager (Standard)	33.2%	178.2	£3.26	£139,385	£103,783	£150.0	44.7%	£62,332
Lager (Premium)	6.6%	32.4	£3.55	£27,605	£22,497	£150.0	36.1%	£9,968
Stout/Guinness	6.9%	33.7	£3.60	£29,080	£20,486	£150.0	46.9%	£13,642
Bottled Ales	0.4%	2.2	£2.95	£1,580	£1,314	£145.3	36.7%	£580
PPL	0.9%	3.0	£3.01	£3,795	£2,238	£308.7	65.3%	£2,477
Other	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Draught Cider	4.8%	24.9	£3.35	£19,967	£15,034	£150.0	43.4%	£8,660
Bottled Cider	0.2%	1.0	£3.44	£913	£764	£299.4	48.2%	£440
PPS	0.1%	0.2	£3.05	£327	£174	£97.3	53.2%	£174
Wastage	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Wine	7.0%	0.0	£0.00	£29,365	£11,746	£0.0	60.0%	£17,619
Spirits	22.0%	0.0	£0.00	£92,289	£23,072	£0.0	75.0%	£69,217
Minerals	10.0%	0.0	£0.00	£41,950	£16,780	£0.0	60.0%	£25,170
Total Wet Sales	100.0%	324.0		£419,496	£241,821		54.1%	£226,878

Dry Sales

Bar Meals				£111,540	£42,003		62.3%	£69,537
Letting Income				£0	£0		0.0%	£0
Total Wet & Dry Sales (excl Machines)				£531,036	£283,824		55.8%	£296,415

Other Income

Room Hire, Entrance Fee & Other				£0	£0		0.0%	£0
Gross Profit				£531,036	£283,824		55.8%	£296,415

Expenses as a % of Turnover (BBPA Comparable figures in red)

Based on a Town Centre Pub/Bar turnover of approximately £10,000 per week.

Expenses	%	£	%	£
Wages & Salaries	27.5%	£146,035	20.6%	£109,394
Rates	1.5%	£8,160	3.5%	£18,586
Water Rates	0.6%	£3,000	0.7%	£3,611
Energy	3.8%	£20,179	2.7%	£14,444
Repairs & Renewals	2.3%	£12,000	1.2%	£6,372
Insurance	0.0%	£0	0.5%	£2,655
Marketing & Promotion	0.4%	£2,000	0.0%	£0
Telephone	0.1%	£600	1.5%	£7,966
Waste Disposal/Cleaning/Hygiene	0.5%	£2,500	0.6%	£3,186
Professional Fees	0.0%	£0	0.8%	£4,248
Bank Charges	0.4%	£2,160	0.7%	£3,717
Equipment Hire etc	0.0%	£0	0.3%	£1,593
Other Costs (incl Bottled Gas)	3.5%	£18,387	2.1%	£11,152
Sub Total	40.5%	£215,021	35.2%	£186,925
Interest on Tenant Capital	0.0%	£0	0.3%	£1,593
Improvements	0.0%	£0	0.0%	£0
Total Expenses	40.5%	£215,021	35.5%	£188,518

Divisible Balance

£81,394

Open Market Rental Value

0% £0

Machine Income

£2,200