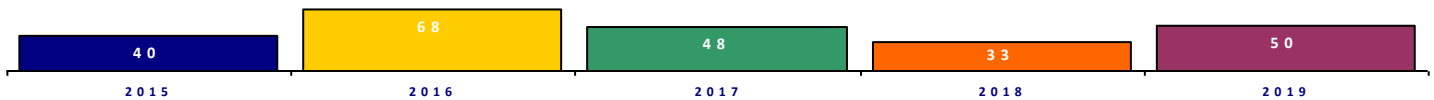


Model ID: MH20018 - IT0 Model Type: Master  
Review Date:

Assessment Date: 09-Jan-19  
Assessment Reason: Supporting Lessee

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



	% of Wet Turnover	Barrels	Avg RSP £/unit (inc VAT)	Turnover (ex VAT)	Total Wholesale Cost	Average Discount £/brl	GP%	Gross Profit
<b>Wet Sales</b>								
Bitter (Standard)	12.4%	18.3	£3.35	£14,697	£8,591	£106.4	54.8%	£8,055
Bitter (Premium)	7.1%	10.0	£3.50	£8,400	£5,486	£115.0	48.4%	£4,064
Guest Ale	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Lager (Standard)	29.4%	37.0	£3.94	£34,992	£22,812	£120.9	47.6%	£16,655
Lager (Premium)	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Stout/Guinness	8.0%	10.0	£3.95	£9,480	£6,172	£75.0	42.8%	£4,058
Bottled Ales	0.3%	0.3	£3.46	£314	£216	£124.0	44.4%	£139
PPL	2.7%	2.5	£3.12	£3,224	£1,813	£306.5	67.5%	£2,177
Other	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Draught Cider	12.9%	16.0	£4.00	£15,360	£9,687	£125.0	50.0%	£7,673
Bottled Cider	1.2%	1.4	£3.75	£1,461	£1,169	£304.8	49.8%	£728
PPS	0.1%	0.1	£3.20	£128	£56	£122.3	63.7%	£82
Wastage	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£-2,305
Wine	10.0%	0.0	£0.00	£11,899	£4,522	£0.0	62.0%	£7,378
Spirits	6.0%	0.0	£0.00	£7,140	£1,999	£0.0	72.0%	£5,141
Minerals	10.0%	0.0	£0.00	£11,899	£3,094	£0.0	74.0%	£8,806
<b>Total Wet Sales</b>	<b>100.0%</b>	<b>95.6</b>		<b>£118,994</b>	<b>£65,615</b>		<b>52.6%</b>	<b>£62,650</b>
<b>Dry Sales</b>								
Bar Meals				£122,168	£46,254		62.1%	£75,914
Letting Income				£0	£0		0.0%	£0
<b>Total Wet &amp; Dry Sales (excl Machines)</b>				<b>£241,162</b>	<b>£111,869</b>		<b>57.5%</b>	<b>£138,564</b>
<b>Other Income</b>								
Room Hire, Entrance Fee & Other				£0	£0		0.0%	£0
<b>Gross Profit</b>				<b>£241,162</b>	<b>£111,869</b>		<b>57.5%</b>	<b>£138,564</b>

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

Based on a Rural Character (50:50) - £5K

Expenses	%	£	%	£
Wages & Salaries	24.0%	£57,951	22.4%	£54,020
Rates	2.1%	£5,170	3.2%	£7,717
Water Rates	1.2%	£3,000	1.0%	£2,315
Energy	4.6%	£11,093	3.8%	£9,261
Repairs & Renewals	2.0%	£4,823	1.6%	£3,859
Insurance	1.7%	£4,000	0.7%	£1,688
Marketing & Promotion	2.3%	£5,500	0.0%	£0
Telephone	0.2%	£600	1.4%	£3,376
Waste Disposal/Cleaning/Hygiene	0.6%	£1,500	1.0%	£2,412
Professional Fees	2.5%	£6,000	1.4%	£3,376
Bank Charges	0.9%	£2,170	0.8%	£1,929
Equipment Hire etc	0.2%	£482	0.5%	£1,206
Other Costs (incl Bottled Gas)	2.7%	£6,500	2.0%	£4,823
<b>Sub Total</b>	<b>45.1%</b>	<b>£108,790</b>	<b>39.8%</b>	<b>£95,982</b>
Interest on Tenant Capital	0.3%	£640	0.5%	£1,206
Improvements	0.0%	£0	0.0%	£0
<b>Total Expenses</b>	<b>45.4%</b>	<b>£109,430</b>	<b>40.3%</b>	<b>£97,188</b>
<b>Divisible Balance</b>				<b>£29,133</b>
<b>Open Market Rental Value</b>			51%	<b>£14,750</b>
Supporting the Lessee				£1,900
Machine Income				£0
<b>Tenant's Profit After Rent &amp; Machines (FMOP)</b>				<b>£16,283</b>
Manager's Salary (for multiple site operators)				£0