

Model ID: J120001 - ITO

Model Type: Master

Assessment Date: 03-Sep-17

Review Date: 18-May-20

Assessment Reason: New Let

(Previous volumes purchased directly from Star Pubs & Bars or Heineken in the UK only)

	2013	2014	2015		2016				
	69	61	Avg RSP	Turnover	Total	Average	GP%	Gross Profit	
			£/unit	(ex VAT)	Wholesale	Discount			
			(inc VAT)		Cost	£/brl			
		% of Wet	Barrels						
		Turnover							
Wet Sales									
Bitter (Standard)		13.1%	14.7	£3.22	£11,347	£6,705	£140.0	59.0%	£6,700
Bitter (Premium)		4.8%	5.0	£3.45	£4,146	£2,368	£118.8	57.2%	£2,373
Guest Ale		0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Lager (Standard)		27.7%	27.9	£3.59	£24,077	£15,450	£140.0	52.1%	£12,538
Lager (Premium)		7.7%	7.6	£3.71	£6,730	£4,490	£140.0	49.0%	£3,298
Stout/Guinness		2.2%	2.0	£3.90	£1,887	£1,166	£25.0	40.9%	£771
Bottled Ales		0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
PPL		0.2%	0.4	£0.92	£165	£313	£263.2	-20.1%	£-33
Other		0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Draught Cider		4.3%	4.3	£3.60	£3,732	£2,075	£0.0	44.4%	£1,657
Bottled Cider		1.2%	1.0	£4.17	£1,082	£754	£305.7	57.5%	£622
PPS		0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Wastage		0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£-1,443
Wine		15.0%	0.0	£0.00	£13,031	£3,388	£0.0	74.0%	£9,643
Spirits		10.0%	0.0	£0.00	£8,688	£2,606	£0.0	70.0%	£6,081
Minerals		13.8%	17.0	£1.93	£11,992	£5,766	£135.7	71.1%	£8,532
Total Wet Sales		100.0%	79.9		£86,876	£45,080		58.4%	£50,740
Dry Sales									
Bar Meals					£115,394	£45,096		60.9%	£70,298
Letting Income					£0	£0		0.0%	£0
Total Wet & Dry Sales (excl Machines)					£202,271	£90,176		59.8%	£121,038
Other Income									
Room Hire, Entrance Fee & Other					£1,542	£0		100.0%	£1,542
Gross Profit					£203,813	£90,176		60.1%	£122,580

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

Based on a Town / Country Food Led Pub with a 30:70 drink / food ratio
and a turnover of approximately £10,000 per week.

Expenses				
Wages & Salaries	19.7%	£40,233	24.0%	£48,813
Rates	2.1%	£4,200	2.4%	£4,892
Water Rates	1.3%	£2,617	1.5%	£3,037
Energy	5.0%	£10,191	6.0%	£12,147
Repairs & Renewals	1.2%	£2,482	0.9%	£1,834
Insurance	0.9%	£1,751	0.4%	£815
Marketing & Promotion	0.4%	£730	0.0%	£0
Telephone	0.5%	£1,024	0.9%	£1,732
Waste Disposal/Cleaning/Hygiene	1.0%	£2,000	0.8%	£1,529
Professional Fees	1.8%	£3,600	0.3%	£611
Bank Charges	1.1%	£2,300	0.6%	£1,223
Equipment Hire etc	1.9%	£3,825	0.4%	£815
Other Costs (incl Bottled Gas)	2.1%	£4,380	1.8%	£3,669
Sub Total	38.9%	£79,333	39.8%	£81,117
Interest on Tenant Capital	0.2%	£400	0.1%	£204
Improvements	0.0%	£38	0.0%	£0
Total Expenses	39.1%	£79,770	39.9%	£81,321
Divisible Balance				£42,810
Percentage Bid & Open Market Rental Value			50%	£21,500

Machine Income

£1,750

Tenant's Profit After Rent & Machines (FMOP)

£23,060

Manager's Salary (for multiple site operators)

£0