STAR PUBS & BARS

RENT MODEL - PROFIT & LOSS - FMT

0090275101 - Dunkirk Hall Leyland

Processing Date: 03 April 2017

Model ID: G920013 - IT1 **Model Type:** Master **Assessment Date:** 03-Sep-17

Review Date: 01-Mar-18 **Assessment Reaso** Rent Review

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

Wet Sales	% of Wet Turnover	Barrels	Avg RSP £/unit (inc VAT)	Turnover (ex VAT)	Total Wholesale Cost	Average Discount £/brl	GP%	Gross Profit
Bitter (Standard)	11.3%	62.0	£2.88	£42,832	£29,679	£124.8	48.8%	£20,898
Bitter (Premium)	6.5%	32.2	£3.19	£24,616	£17,278	£58.8	37.5%	£9,231
Guest Ale	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Lager (Standard)	36.9%	180.7	£3.23	£140,085	£98,897	£127.0	45.8%	£64,137
Lager (Premium)	8.4%	35.1	£3.77	£31,834	£22,130	£127.0	44.5%	£14,166
Stout/Guinness	3.6%	16.5	£3.50	£13,859	£9,676	£25.0	33.2%	£4,596
Bottled Ales	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
PPL	0.4%	1.1	£3.26	£1,342	£816	£210.8	56.6%	£760
Other	2.3%	13.7	£2.65	£8,744	£5,500	£25.0	41.0%	£3,588
Draught Cider	6.6%	29.5	£3.56	£25,187	£17,070	£127.1	47.1%	£11,869
Bottled Cider	0.8%	3.1	£3.59	£2,948	£2,391	£290.5	49.9%	£1,470
PPS	0.3%	0.6	£3.11	£996	£520	£102.6	54.5%	£542
Wastage	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	-£7,740
Wine	7.0%	0.0	£0.00	£26,586	£11,299	£0.0	57.5%	£15,287
Spirits	8.4%	0.0	£0.00	£31,903	£3,828	£0.0	88.0%	£28,074
Minerals	7.6%	0.0	£0.00	£28,864	£7,101	£0.0	75.4%	£21,764
Total Wet Sales	**100.0%**	**374.7**		**£379,795**	**£226,184**		**49.7%**	**£188,642**
Dry Sales								
Bar Meals				£73,407	£29,059		60.4%	£44,347
Letting Income				£0	£0		0.0%	£0
Total Wet & Dry Sales (excl Machines)				**£453,201**	**£255,243**		**51.4%**	**£232,989**
Other Income								
Room Hire, Entrance Fee & Other				£0	£0		0.0%	£0
Gross Profit				**£453,201**	**£255,243**		**51.4%**	**£232,989**

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

Expenses			Based on a Town Centre Pub/Bar turnover of approximately £10,000 per week.			
Wages & Salaries	16.6%	£75,387	18.6%	£84,295		
Rates	2.4%	£11,000	3.0%	£13,369		
Water Rates	0.3%	£1,500	1.6%	£7,387		
Energy	3.1%	£14,000	6.5%	£29,549		
Repairs & Renewals	1.1%	£5,000	1.0%	£4,532		
Insurance	0.4%	£1,844	0.7%	£2,946		
Marketing & Promotion	2.2%	£10,000	0.0%	£0		
Telephone	0.1%	£500	1.1%	£4,985		
Waste Disposal/Cleaning/Hygiene	0.9%	£4,000	1.3%	£5,665		
Professional Fees	1.4%	£6,300	0.3%	£1,360		
Bank Charges	0.3%	£1,500	0.8%	£3,399		
Equipment Hire etc	1.3%	£6,051	0.4%	£1,813		
Other Costs (incl Bottled Gas)	4.8%	£21,628	1.8%	£7,931		
Sub Total	**35.0%**	**£158,710**	**36.9%**	**£167,231**		
Interest on Tenant Capital	0.4%	£1,840	0.2%	£906		
Improvements	0.0%	£225	0.0%	£0		
Total Expenses	**35.5%**	**£160,775**	**37.1%**	**£168,138**		**£160,775**
Divisable Balance						**£72,214**
Percentage Bid & Open Market Rental Value					**50%**	**£36,250**

Machine Income	£0
Tenant's Profit After Rent & Machines (FMOP)	£35,964
Manager's Salary (for multiple site operators)	£0

This Profit & Loss is prepared on a Without Prejudice basis. It is the Company's estimate of the turnover and costs for this business when operated by an appropriate and competent lessee, the Fair Maintainable Trade ("FMT"). It is not a forecast or guarantee of the future performance. You should rely on your own assessment and seek independent advice where appropriate. The calculation has been approved by a qualified SP&B Estates Manager on date of sign off in accordance with RICS guidance, SP&B Working with Star and the BBPA Industry Framework Code. All figures used are net of tax (VAT and MGD), except for the quoted average RSP which is inclusive of VAT. Within the calculation Star Pubs Bars have made an allowance for capital employed within the business and not made any adjustments for depreciation, however the BBPA depreciation figures are noted above for information only and are not directly comparable. The BBPA figures for Utilities and Water rates have also been split out (80/20%) and Consumables have been combined with Other Costs for comparison with our assessment. We are unable to confirm the volume on which duty was paid. If you use Star Pubs recommended Innside Track accountants you will already have received details on the percentage of the pub's turnover which is represented by the historical volume shown. If you use other accountants Star Pubs & Bars do not have this information so cannot provide."