STAR PUBS & BARS

RENT MODEL - PROFIT & LOSS - Capex

0010501101 - Red Lion Luton

Processing Date: 21 February 2017

Model ID: BL20005 - IT0 **Model Type:** Master **Assessment Date:** 09/11/2016

Created: 09-Nov-16 **Review Date:** **Assessment Reason:** PEF

(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)	7.3%	26.0	£3.30	£20,592	£11,903	£125.0	58.0%	£11,939
Bitter (Premium)	5.9%	18.0	£3.85	£16,632	£10,366	£125.0	51.2%	£8,516
Guest Ale	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Lager (Standard)	33.9%	110.0	£3.65	£96,300	£60,953	£125.0	51.0%	£49,097
Lager (Premium)	6.8%	20.0	£4.00	£19,200	£12,337	£125.0	48.8%	£9,363
Stout/Guinness	4.2%	13.0	£3.80	£11,856	£7,467	£101.9	48.2%	£5,714
Bottled Ales	0.7%	1.6	£3.30	£2,013	£1,180	£120.6	51.0%	£1,027
PPL	0.0%	1.9	£0.00	£0	£1,340	£239.7	0.0%	-£884
Other	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Draught Cider	5.4%	18.1	£3.53	£15,354	£10,523	£167.3	51.2%	£7,861
Bottled Cider	1.4%	4.5	£3.57	£4,104	£3,319	£278.7	49.5%	£2,033
PPS	0.3%	0.5	£3.10	£744	£388	£61.7	51.9%	£386
Wastage	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	-£5,002
Wine	12.0%	0.0	£0.00	£34,078	£11,927	£0.0	65.0%	£22,151
Spirits	10.0%	0.0	£0.00	£28,398	£9,087	£0.0	68.0%	£19,311
Minerals	12.2%	51.1	£2.01	£34,710	£17,538	£127.2	68.2%	£23,667
Total Wet Sales	**100.0%**	**264.6**		**£283,981**	**£158,327**		**54.6%**	**£155,179**
Dry Sales								
Bar Meals				£114,205	£39,684		65.3%	£74,521
Letting Income				£0	£0		0.0%	£0
Total Wet & Dry Sales (excl Machines)				**£398,186**	**£198,011**		**57.7%**	**£229,700**
Other Income								
Room Hire, Entrance Fee & Other				£0	£0		0.0%	£0
Gross Profit				**£398,186**	**£198,011**		**57.7%**	**£229,700**

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

Expenses			Based on a Rural Character Pub with a 50:50 drink / food ratio and a turnover of approximately £8,000 per week.			
Wages & Salaries	22.0%	£87,681	20.7%	£82,425		
Rates	1.5%	£6,100	3.0%	£11,746		
Water Rates	1.0%	£3,982	1.5%	£6,052		
Energy	4.0%	£16,000	6.1%	£24,210		
Repairs & Renewals	1.0%	£3,982	1.1%	£4,380		
Insurance	0.4%	£1,585	0.5%	£1,991		
Marketing & Promotion	1.8%	£7,200	0.0%	£0		
Telephone	0.3%	£1,000	1.1%	£4,181		
Waste Disposal/Cleaning/Hygiene	1.0%	£4,000	0.6%	£2,389		
Professional Fees	2.1%	£8,500	0.4%	£1,593		
Bank Charges	0.6%	£2,200	0.7%	£2,787		
Equipment Hire etc	0.5%	£2,000	0.5%	£1,792		
Other Costs (incl Bottled Gas)	3.3%	£13,250	2.2%	£8,561		
Sub Total	**39.5%**	**£157,479**	**38.2%**	**£152,107**		
Depreciation	0.6%	£2,216	0.1%	£398		
Improvements	0.1%	£375	0.0%	£0		
Total Expenses	**40.2%**	**£160,070**	**38.3%**	**£152,505**		**£160,070**
Divisable Balance						**£69,630**
Open Market Rental Value					**50%**	**£35,000**

Machine Income	£2,000
Tenant's Profit After Rent & Machines (FMOP)	£36,630
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."