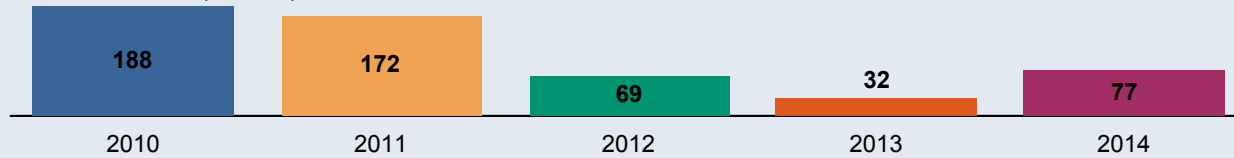


Model ID: **H610051** Model Type: **Master** Assessment Reason: **Supporting Lessee**  
 Created: **21-Oct-14** Review Date: Assessment Date: **24-Oct-14**  
 Previous Purchased Volume (5 Years)



(Details of volume purchased directly from Star Pubs &amp; Bars or Heineken in the UK only)

	% of Wet Turnover	Barrels	Average RSP £/unit (incl VAT)	Turnover (excl VAT)	Total Wholesale Cost	Average Discount £/brl	GP%	Gross Profit
<b>Wet Sales</b>								
Bitter (Standard)	9.5%	24.0	£2.20	£12,672	£10,280	£180.0	53.0%	£6,712
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)	21.8%	55.0	£2.20	£29,040	£26,657	£210.0	48.0%	£13,933
Lager (Premium)	9.5%	15.0	£3.50	£12,600	£8,664	£150.0	49.1%	£6,186
Stout/Guinness	6.3%	10.0	£3.50	£8,400	£5,295	£25.0	39.9%	£3,355
Bottled Ales	0.4%	0.7	£3.20	£576	£401	£150.0	49.4%	£284
PPL	1.5%	1.6	£2.84	£1,932	£1,139	£192.4	57.2%	£1,105
Other (e.g. Mild)	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Draught Cider	8.7%	15.0	£3.20	£11,520	£7,144	£150.0	57.5%	£6,626
Bottled Cider	2.2%	3.5	£3.50	£2,941	£2,030	£150.0	48.8%	£1,436
PPS	0.2%	0.2	£2.92	£292	£157	£25.0	47.9%	£140
Wastage								<b>-£2,064</b>
Wine	0.1%			£106	£60		44.0%	£47
Spirits	27.0%			£35,910	£10,055		72.0%	£25,855
Minerals	12.8%			£17,011	£5,443		68.0%	£11,567
<b>Total Wet Sales</b>	<b>100.0%</b>	<b>125.0</b>		<b>£133,001</b>	<b>£77,325</b>		<b>56.5%</b>	<b>£75,183</b>
<b>Dry Sales</b>								
Bar Meals				£2,754	£1,377		50.0%	£1,377
Letting Income				£0	£0		0.0%	£0
<b>Total Wet &amp; Dry Sales (excl Machines)</b>				<b>£135,755</b>	<b>£78,702</b>		<b>56.4%</b>	<b>£76,560</b>
Room Hire, Entrance Fee & Other				£0	£0		0.0%	£0
<b>Total Gross Profit</b>				<b>£135,755</b>	<b>£78,702</b>		<b>56.4%</b>	<b>£76,560</b>
<b>Expenses</b>								
<b>Expenses as a % of Turnover</b>								
Wages & Salaries	16.4%	£22,264	11.5%	£15,612				
Rates	1.9%	£2,641	3.5%	£4,751				
Water Rates	0.9%	£1,200	0.9%	£1,249				
Energy	6.6%	£9,000	3.7%	£4,996				
Repairs & Renewals	0.7%	£1,000	1.6%	£2,172				
Insurance (incl SP&B Recharge: 0.00)	0.7%	£1,015	0.9%	£1,222				
Marketing & Promotion	2.1%	£2,800	2.2%	£2,987				
Telephone	0.2%	£300	0.4%	£543				
Waste Disposal/Cleaning/Hygiene	0.4%	£600	0.7%	£950				
Professional Fees	2.9%	£3,900	1.3%	£1,765				
Bank Charges	0.7%	£1,000	0.4%	£543				
Equipment Hire etc	0.1%	£200	1.2%	£1,629				
Other Costs (incl Bottled Gas)	4.4%	£5,994	2.9%	£3,937				
<b>Sub Total</b>	<b>38.2%</b>	<b>£51,914</b>	<b>31.2%</b>	<b>£42,356</b>				
<b>Other Expenses</b>								
Interest on Tenant Capital	0.0%	£0	0.7%	£950				
Improvements	0.0%	£0						
<b>Total Expenses</b>	<b>38.2%</b>	<b>£51,914</b>	<b>31.9%</b>	<b>£43,306</b>				<b>£51,914</b>
<b>Divisible Balance</b>								
<b>Percentage Bid &amp; Open Market Rental Value</b>								
							<b>32%</b>	<b>£8,000</b>
Machine Income								£4,324
<b>Tenant's Profit After Rent &amp; Machines (FMOP)</b>								<b>£20,970</b>

These BBPA Comparable Benchmark figures are based on a Community / Wet Led Pub with a 90:10 drink / food ratio and a turnover of approximately £5,000 per week