

Model ID: M520005 - ITO Model Type: Master
Review Date:

Assessment Date: 15-May-18
Assessment Reason: PEF

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

	2015	2016	Avg RSP £/unit (inc VAT)	Turnover (ex VAT)	Total Wholesale Cost	2018 Average Discount £/brl	GP%	Gross Profit
Wet Sales	126	50						
Bitter (Standard)		13.0	£3.60	£11,232	£6,333	£135.0	59.2%	£6,654
Bitter (Premium)		30.0	£4.97	£35,760	£21,537	£135.0	51.1%	£18,273
Guest Ale		0.0	£0.00	£0	£0	£0.0	0.0%	£0
Lager (Standard)		85.0	£4.41	£89,880	£52,494	£135.0	54.4%	£48,861
Lager (Premium)		55.0	£4.60	£60,720	£35,632	£135.0	53.5%	£32,513
Stout/Guinness		12.0	£4.20	£12,096	£7,095	£75.0	48.8%	£5,901
Bottled Ales		8.0	£4.33	£12,519	£5,719	£105.5	61.1%	£7,644
PPL		4.4	£3.67	£6,670	£3,271	£302.3	70.9%	£4,729
Other		0.0	£0.00	£0	£0	£0.0	0.0%	£0
Draught Cider		50.0	£4.23	£50,760	£28,124	£90.0	53.5%	£27,136
Bottled Cider		3.0	£4.60	£3,764	£2,504	£303.3	57.6%	£2,170
PPS		0.0	£0.00	£0	£0	£0.0	0.0%	£0
Wastage		0.0	£0.00	£0	£0	£0.0	0.0%	£-7,240
Wine		0.0	£0.00	£54,825	£19,189	£0.0	65.0%	£35,636
Spirits		0.0	£0.00	£46,390	£13,917	£0.0	70.0%	£32,473
Minerals		0.0	£0.00	£37,112	£10,391	£0.0	72.0%	£26,721
Total Wet Sales		260.4		£421,729	£206,206		57.3%	£241,472
Dry Sales								
Bar Meals				£237,662	£89,341		62.4%	£148,321
Letting Income				£76,267	£0		100.0%	£76,267
Total Wet & Dry Sales (excl Machines)				£735,657	£295,546		63.4%	£466,060
Other Income								
Room Hire, Entrance Fee & Other				£0	£0		0.0%	£0
Gross Profit				£735,657	£295,546		63.4%	£466,060

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

Based on a Town Centre Pub/Bar turnover of approximately £10,000 per week.

Expenses				
Wages & Salaries	27.6%	£202,674	20.6%	£151,545
Rates	0.7%	£4,895	3.5%	£25,748
Water Rates	1.2%	£8,828	0.7%	£5,002
Energy	3.9%	£28,589	2.7%	£20,010
Repairs & Renewals	2.0%	£14,713	1.2%	£8,828
Insurance	1.3%	£9,214	0.5%	£3,678
Marketing & Promotion	1.2%	£8,600	0.0%	£0
Telephone	0.2%	£1,471	1.5%	£11,035
Waste Disposal/Cleaning/Hygiene	2.0%	£14,971	0.6%	£4,414
Professional Fees	0.9%	£6,760	0.8%	£5,885
Bank Charges	0.8%	£5,750	0.7%	£5,150
Equipment Hire etc	0.7%	£5,150	0.3%	£2,207
Other Costs (incl Bottled Gas)	3.0%	£22,251	2.1%	£15,449
Sub Total	45.4%	£333,865	35.2%	£258,951
Interest on Tenant Capital	0.3%	£2,240	0.3%	£2,207
Improvements	0.0%	£0	0.0%	£0
Total Expenses	45.7%	£336,105	35.5%	£261,158
Divisible Balance				£129,955
Open Market Rental Value			50%	£65,000

Machine Income	£6,000
Tenant's Profit After Rent & Machines (FMOP)	£70,955
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 Inside 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.