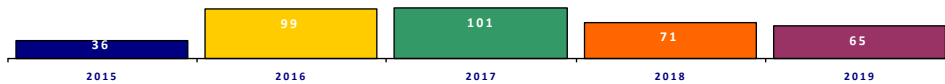


Model ID: BP20079 - IT0 Model Type: Master
Review Date:

Assessment Date: 12-Feb-20
Assessment Reason: New Let

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



	% of Wet Turnover	Barrels	Avg RSP £/unit (inc VAT)	Turnover (ex VAT)	Total Wholesale Cost	Average Discount £/brl	GP%	Gross Profit
Wet Sales								
Bitter (Standard)	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Bitter (Premium)	5.7%	15.0	£3.85	£13,872	£8,110	£104.3	52.8%	£7,327
Guest Ale	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Lager (Standard)	34.1%	78.0	£4.42	£82,800	£48,875	£125.0	52.7%	£43,675
Lager (Premium)	11.1%	24.0	£4.70	£27,072	£15,814	£125.0	52.7%	£14,258
Stout/Guinness	6.1%	14.0	£4.40	£14,784	£8,757	£75.0	47.9%	£7,077
Bottled Ales	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
PPL	0.3%	0.4	£3.69	£679	£336	£298.6	70.1%	£476
Other	0.0%	0.0	£0.00	£0	£0	£0.0	0.0%	£0
Draught Cider	7.2%	17.0	£4.30	£17,544	£11,344	£125.0	47.5%	£8,325
Bottled Cider	0.5%	1.0	£4.50	£1,227	£696	£303.0	68.0%	£835
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%	£-1,684
Wine	12.0%	0.0	£0.00	£29,165	£10,208	£0.0	65.0%	£18,957
Spirits	11.0%	0.0	£0.00	£26,735	£8,020	£0.0	70.0%	£18,714
Minerals	12.0%	0.0	£0.00	£29,165	£8,166	£0.0	72.0%	£20,999
Total Wet Sales	100.0%	149.4		£243,043	£120,325		57.2%	£138,960
Dry Sales								
Bar Meals				£140,779	£52,677		62.6%	£88,102
Letting Income				£92,820	£0		100.0%	£92,820
Total Wet & Dry Sales (excl Machines)				£476,642	£173,002		67.1%	£319,882
Other Income								
Room Hire, Entrance Fee & Other				£0	£0		0.0%	£0
Gross Profit				£476,642	£173,002		67.1%	£319,882

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

Expenses	%	£	BBPA %	BBPA £
Wages & Salaries	25.9%	£123,450	25.1%	£119,780
Rates	1.7%	£7,920	3.0%	£14,299
Water Rates	1.0%	£4,668	0.9%	£4,099
Energy	3.8%	£18,000	3.4%	£16,396
Repairs & Renewals	0.9%	£4,250	2.0%	£9,581
Insurance	0.5%	£2,480	0.7%	£3,146
Marketing & Promotion	2.0%	£9,600	0.0%	£0
Telephone	0.2%	£1,000	1.3%	£6,244
Waste Disposal/Cleaning/Hygiene	2.2%	£10,445	1.2%	£5,529
Professional Fees	1.4%	£6,500	0.9%	£4,051
Bank Charges	0.8%	£3,813	0.8%	£3,575
Equipment Hire etc	0.3%	£1,500	0.2%	£906
Other Costs (incl Bottled Gas)	2.6%	£12,168	2.2%	£10,629
Sub Total	43.2%	£205,795	41.6%	£198,236
Interest on Tenant Capital	0.3%	£1,260	0.5%	£2,574
Improvements	0.0%	£0	0.0%	£0
Total Expenses	43.4%	£207,055	42.1%	£200,809

Divisible Balance £112,828
Percentage Bid & Open Market Rental Value 50% £56,500

Machine Income £2,000
Tenant's Profit After Rent & Machines (FMOP) £58,328
 Manager's Salary (for multiple site operators) £0

You should seek independent advice where appropriate. The calculation has been approved by a qualified SPB Estates Manager on date of sign off in accordance with The Pubs Code etc. Regulations 2016 and RICS guidance. All figures used are net of tax (VAT and MGD), except for the quoted average RSP which is inclusive of VAT.