

APPENDIX FOUR

BBPA BARRELAGES STATISTICS

UK Quarterly Beer Barometer

2nd Quarter 2011 (April to June)



Quarterly Beer sales ('000 barrels)

Total sales	Q1		Q2		Q3		Q4	
	Volume	% change	Volume	% change	Volume	% change	Volume	% change
1997	7,093		9,017		9,058		9,606	
1998	6,985	-1.5%	9,216	2.2%	8,385	-7.4%	9,228	-3.9%
1999	6,914	-1.0%	8,588	-6.8%	8,772	4.6%	9,613	4.2%
2000	6,567	-5.0%	8,585	0.0%	8,333	-5.0%	9,148	-4.8%
2001	6,524	-0.6%	8,515	-0.8%	8,386	0.6%	9,324	1.9%
2002	6,740	3.3%	8,721	2.4%	8,283	-1.2%	9,246	-0.8%
2003	6,662	-1.2%	8,715	-0.1%	8,710	5.2%	9,274	0.3%
2004	6,894	3.5%	8,887	2.0%	8,264	-5.1%	9,396	1.3%
2005	6,660	-3.4%	8,498	-4.4%	8,415	1.8%	9,087	-3.3%
2006	6,525	-2.0%	8,854	4.2%	7,852	-6.7%	8,929	-1.7%
2007	6,345	-2.8%	8,224	-7.1%	7,792	-0.8%	8,537	-4.4%
2008	6,298	-0.7%	7,854	-4.5%	7,233	-7.2%	7,829	-8.3%
2009	5,814	-7.7%	7,478	-4.8%	7,186	-0.6%	7,557	-3.5%
2010	5,524	-5.0%	7,714	3.2%	6,514	-9.4%	7,208	-4.6%
2011	5,315	-3.8%	6,961	-9.8%	6,618	1.6%	7,107	-1.4%

On-trade sales	Q1		Q2		Q3		Q4	
	Volume	% change	Volume	% change	Volume	% change	Volume	% change
1997	5,686		6,594		6,588		6,710	
1998	5,564	-2.2%	6,491	-1.6%	6,228	-5.5%	6,450	-3.9%
1999	5,355	-3.7%	6,198	-4.5%	6,151	-1.2%	6,182	-4.2%
2000	5,130	-4.2%	5,935	-4.2%	5,806	-5.6%	5,870	-5.1%
2001	4,910	-4.3%	5,765	-2.9%	5,642	-2.8%	5,838	-0.5%
2002	4,904	-0.1%	5,652	-2.0%	5,451	-3.4%	5,613	-3.9%
2003	4,727	-3.6%	5,488	-2.9%	5,409	-0.8%	5,510	-1.8%
2004	4,649	-1.7%	5,450	-0.7%	5,223	-3.4%	5,390	-2.2%
2005	4,505	-3.1%	5,125	-6.0%	5,082	-2.7%	5,174	-4.0%
2006	4,267	-5.3%	5,077	-0.9%	4,758	-6.4%	4,959	-4.1%
2007	4,088	-4.2%	4,725	-6.9%	4,489	-5.6%	4,529	-8.7%
2008	3,744	-8.4%	4,224	-10.6%	4,127	-8.1%	4,078	-9.9%
2009	3,514	-6.3%	4,037	-4.5%	3,942	-4.5%	3,883	-4.8%
2010	3,204	-8.8%	3,787	-6.2%	3,645	-7.5%	3,578	-7.9%
2011	3,082	-3.8%	3,618	-4.5%	3,489	-4.3%	3,539	-1.1%

Off-trade sales	Q1		Q2		Q3		Q4	
	Volume	% change	Volume	% change	Volume	% change	Volume	% change
1997	1,405		2,412		2,472		2,892	
1998	1,416	0.8%	2,720	12.7%	2,160	-12.6%	2,775	-4.1%
1999	1,552	9.6%	2,381	-12.5%	2,622	21.4%	3,431	23.7%
2000	1,436	-7.5%	2,645	11.1%	2,528	-3.6%	3,277	-4.5%
2001	1,616	12.6%	2,746	3.8%	2,745	8.6%	3,486	6.4%
2002	1,836	13.6%	3,070	11.8%	2,832	3.2%	3,633	4.2%
2003	1,935	5.4%	3,227	5.1%	3,301	16.5%	3,764	3.6%
2004	2,245	16.0%	3,437	6.5%	3,041	-7.9%	4,006	6.4%
2005	2,155	-4.0%	3,373	-1.9%	3,332	9.6%	3,913	-2.3%
2006	2,257	4.8%	3,778	12.0%	3,094	-7.2%	3,970	1.5%
2007	2,257	0.0%	3,499	-7.4%	3,303	6.8%	4,008	1.0%
2008	2,554	13.2%	3,630	3.8%	3,106	-6.0%	3,751	-6.4%
2009	2,300	-9.9%	3,441	-5.2%	3,244	4.4%	3,675	-2.0%
2010	2,320	0.9%	3,926	14.1%	2,868	-11.6%	3,631	-1.2%
2011	2,233	-3.8%	3,343	-15.0%	3,128	9.1%	3,568	-1.7%



SUMMARY

AGREEMENT
3 Year Tenancy

TYPE OF TIE
Free of tie on wines,
spirits and minerals

ENTRY COST FROM
Approx £36,000

ANNUAL RENT FROM
£31,500 p.a.
£605.77 per week

WHITE HOUSE

1 GROVE ROAD, BLADON, WOODSTOCK, OXFORDSHIRE OX20 1RQ

Superb opportunity to operate a well positioned public house close to the tourist haven of Blenheim Palace

The White House occupies an enviable position with a main road frontage in the Oxfordshire village of Bladon. The churchyard in the village is where Winston Churchill is buried and therefore coupled with the fact that Blenheim Palace estate is located directly to the rear of the pub makes this a popular tourist destination. The pub has well arranged trading areas internally as well as an attractive beer garden and car park. The accommodation is located to the rear in a separate cottage. The right operator with a good knowledge of community public houses but with the capacity to deal with a busy food offer is required to drive this business forward.

LOCATION

The White House is located on a busy main road in the centre of the popular and affluent Oxfordshire village of Bladon. The village lies less than two miles from the centre of Woodstock which has an abundance of hotels and is popular with tourists on an international level due to it housing the historic stately home of Blenheim Palace. Oxford City centre is situated approximately five miles distant and offers a host of facilities including excellent rail and bus links into London.

TRADE AREAS

Main Bar Area: with timber bar servery to one wall and timber flooring. Brick fireplace. Pool room off main bar with darts throw, seating on fixed upholstered perimeter seating, buffets, high backed chairs and bar stools to timber topped tables. Seating for approx. 30 persons. Open plan to L-Shaped restaurant/dining Area with high backed chairs to timber topped tables providing circa 34 covers. Beamed ceilings and stone flagged floors. Ancillary areas include ladies and gents w.c.'s. Fully equipped catering kitchen arranged at ground floor level. Traditional beer cellar. External details include car parking to front and side for 20 vehicles in marked bays. Tiered beer garden which is in the main part lawned and houses Aunt Sally throw. Attractive canopy to front which provides a smoking shelter over paved patio area. Externally there is an excellent smoking shelter situated over a patio area. In addition there is a tiered garden, part lawned and housing the Aunt Sally pitch. There is a parking area to the front with the main car park located to the side, overall there are 19 spaces.

PRIVATE ACCOMMODATION

Arranged in a separate cottage annexed to the rear of the pub with access through the main building. Arranged on three floors and comprising of dining kitchen to ground floor, the first floor has a living room leading off to two double bedrooms as well as a separate third bedroom. The second floor has a bathroom, office and fourth bedroom. There is a private garden area.

AGREEMENT DESCRIPTION

3 year rolling agreement free of tie on wines, minerals & spirits. No rent review and a capped RPI increase 4.75%. Service agreement to include repair and maintenance package.

PERSONALLY SPEAKING



REGIONAL MANAGER COMMENTS

'The White House presents a fantastic opportunity for a focused operator to really drive this business forward and rebuild this business into a great pub! It occupies an enviable position with close links to our greatest ever leader, Winston Churchill which brings international trade into the area as well as huge national interest. Blenheim Palace is well frequented and holds a host of successful events throughout the year.'

NEIL MILLER
BUSINESS
DEVELOPMENT
MANAGER

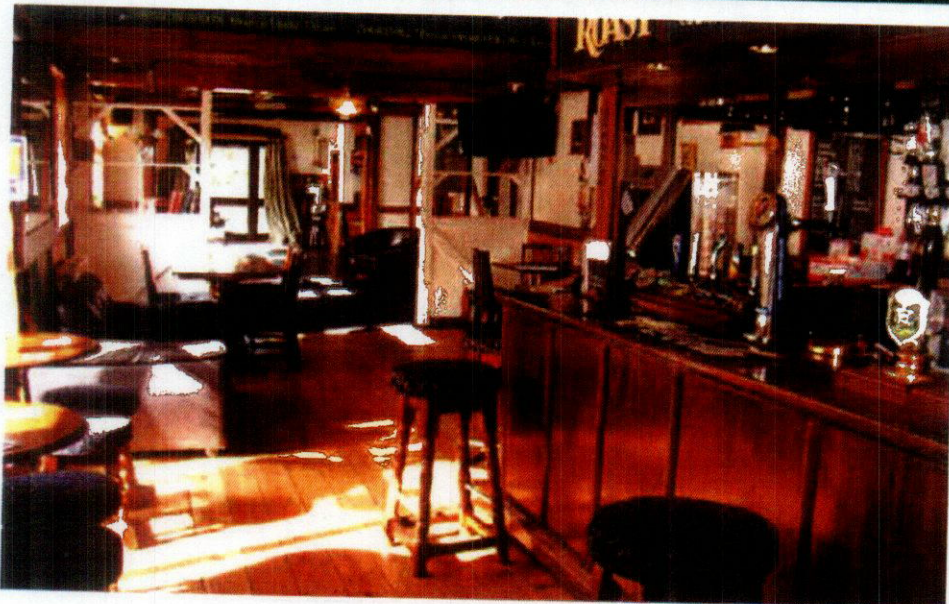


PUB PARTNERS



INTERESTED? GET IN TOUCH
0845 607 5330
WWW.GREENEKINGPUBS.CO.UK





COSTS

Approx £36,000 which includes fixtures and fittings, stock, glassware, crockery, cutlery, fuel and cleaning materials, legal, brokers and stocktaking fees, rent in advance, security bond and working capital.

RENT

£31,500 per annum, £605.77 per week fixed and subject to annual RPI increase (tracker capped at a maximum of 4.75%) on anniversary of agreement. Paid weekly by direct debit.

VOLUME

YEAR	BEER (brls)	WINES & SPIRITS (ltrs)	MINERALS (ltrs)
2011/12	125.28	735.4	808.06
2010/11	128.96	1265.90	2864.29
2009/10	142.11	1345.05	4941.75

ESTIMATING TURNOVER

You will need to estimate the turnover you expect to achieve from the pub, with regard to food and accommodation (if applicable). Barrelage figures are given to assist you with calculations.

VOLUME DISCOUNT

Volume Discount Scheme (VDS) £100 per barrel over Beer Barrelage Target (BBT). Two weeks trading terms.

CURRENT PREMISES LICENCE OPENING HOURS

Sunday to Thursday 11.00am to 11.30pm
Friday and Saturday 11.00am to 12.30am

HOW TO APPLY

If you feel this pub is right for you, call us on 0845 6075330 or complete our online application form.



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SUMMARY

AGREEMENT
3 Year Tenancy

TYPE OF TIE
Free of tie on wines,
spirits & minerals

ENTRY COST FROM
Approx £38,000

ANNUAL RENT FROM
£45,000 p.a.

WHITE HORSE

, DUNS TEW, BICESTER, OXFORDSHIRE OX25 6JS

17th Century Coaching Inn in the delightful village of Duns Tew set in the Cotswolds with a renovated barn offering eight letting rooms.

Set in the quiet village of Duns Tew in The Cotswolds, the White Horse is a delightfully presented 17th Century Coaching Inn with the charm associated with real fires and oak beams. It has one main bar with extending seating and dining areas through the pub with the opportunity to deliver a quality food offering serviced from an amply equipped kitchen. There is a patio area to the rear of the pub with seating for approx 30 customers, accessed from the main bar with ample car parking to the rear of the site. This is an excellent opportunity for a quality operator delivering the best in service and standards aligned behind a quality food offering.

LOCATION

The White Horse is situated in the rural village of Duns Tew in the Cotswolds just off the main Banbury to Oxford A4260 road. Its close to the villages of Burford, Chipping Norton, Woodstock and Witney and offers a great place in which to explore the area and is close to such tourist attractions like Blenheim Palace and the Cotswold Wildlife Park.

TRADE AREAS

To the rear of the pub is a well appointed external patio for those warmer days. In the pub it offers a main bar area with traditional décor that extends into an area that is likely used for more food service and there is a small soft furnished snug room as well. This is all complemented with the provision of real fires, flagstone flooring and low traditional beams. There is also eight letting rooms that are situated in a separate fully renovated barn conversion to the rear of the pub.

PRIVATE ACCOMMODATION

Consists of 1 double bedroom lounge area and a bathroom.

AGREEMENT DESCRIPTION

3 year rolling agreement free of tie on wines, minerals & spirits. No rent review and a capped RPI increase 4.75%. Service agreement to include repair and maintenance package.

COSTS

Approx £38,000 which includes fixtures and fittings, stock, glassware, crockery, cutlery, fuel and cleaning materials, legal, brokers and stocktaking fees, security bond and working capital.

RENT

£45,000 per annum fixed and subject to annual RPI increase (tracker capped at a maximum of 4.75%) on anniversary of agreement. Paid weekly by direct debit.

PERSONALLY SPEAKING



REGIONAL MANAGER COMMENTS

'Charming 17th Century coaching inn with original flagstone flooring, oak beams and real open fires along with letting rooms set in a barn conversion, all set in a charming village in the Cotswolds. This is a fantastic opportunity to run a quality traditional business with all the character that the site presents.'

NEIL MILLER
BUSINESS
DEVELOPMENT
MANAGER



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VOLUME

YEAR	BEER (brls)	WINES & SPIRITS (ltrs)	MINERALS (ltrs)
2011/12	25.99	FOT	59.5
2010/11	95.78	9.3	77.2
2009/10	106.5	FOT	28.2

ESTIMATING TURNOVER

You will need to estimate the turnover you expect to achieve from the pub, with regard to food and accommodation (if applicable). Barrelage figures are given to assist you with calculations.

VOLUME DISCOUNT

Volume Discount Scheme (VDS) £100 per barrel over Beer Barrelage Target (BBT). Two weeks trading terms.

CURRENT PREMISES LICENCE OPENING HOURS

TBC

HOW TO APPLY

If you feel this pub is right for you, call us on 0845 6075330 or complete our online application form.

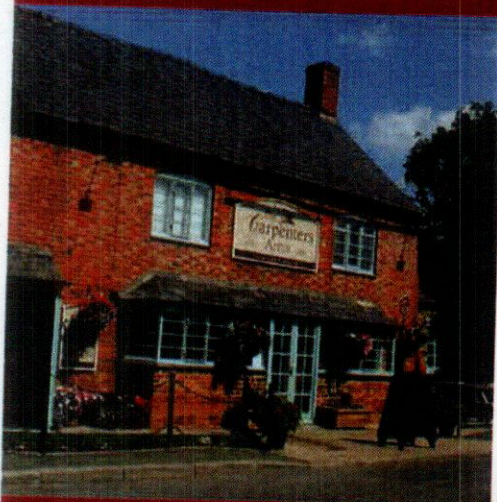


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HOOK NORTON BREWERY

www.hooky.co.uk



The Carpenters Arms

Banbury Road, Lower Boddington NN11 6YB

The Carpenters Arms is situated on the edge of the pretty rural village of Lower Boddington.



Summary

Agreement:

3 year tenancy agreement

Deposit:

£5,000

Rent:

In the region: £19,500

Tenants trade inventory:

To be advised

Composite brewers barrels:

Please see reverse for full breakdown

Council tax:

Band: B £1,127.03 (2011 – 2012)

Rateable value: £24,500.00

Rates payable: £10,608.50 (2011 – 2012 March)

General information:

Licensed for:

Indoor sporting events
recorded music
late night refreshment

Opening hours:

Sunday to Thursday 10.00 to 00.00

Friday to Saturday 10.00 to 01.00

Overview:

THE CARPENTERS ARMS, at Lower Boddington, is a traditional country pub and restaurant situated on the edge of this picturesque village and surrounded by beautiful landscape. The pub offers a warm, friendly and welcoming retreat to everyone who visits including walkers, destination diners, cyclists and those on a drive through the surrounding countryside.

Location/approximate distances:

The Carpenters Arms has good proximity to the villages of Aston-le-Walls, Warmleighton and Priors Marston; this fantastic location has added to the current success of this public house. Banbury is 9 miles away with train links to London Marylebone in just 70 minutes, the M40 Junction 11 is 8 miles away and Oxford is just 33 miles away. There are good motorway links to the North along with trains to Birmingham, Manchester and Scotland from Banbury.

Trading areas:

There is a large comfortable bar area with a wood burning stove to one end and an adjoining open plan restaurant with seating for 35 covers.

Private accommodation:

Two bedrooms, bathroom and living room.

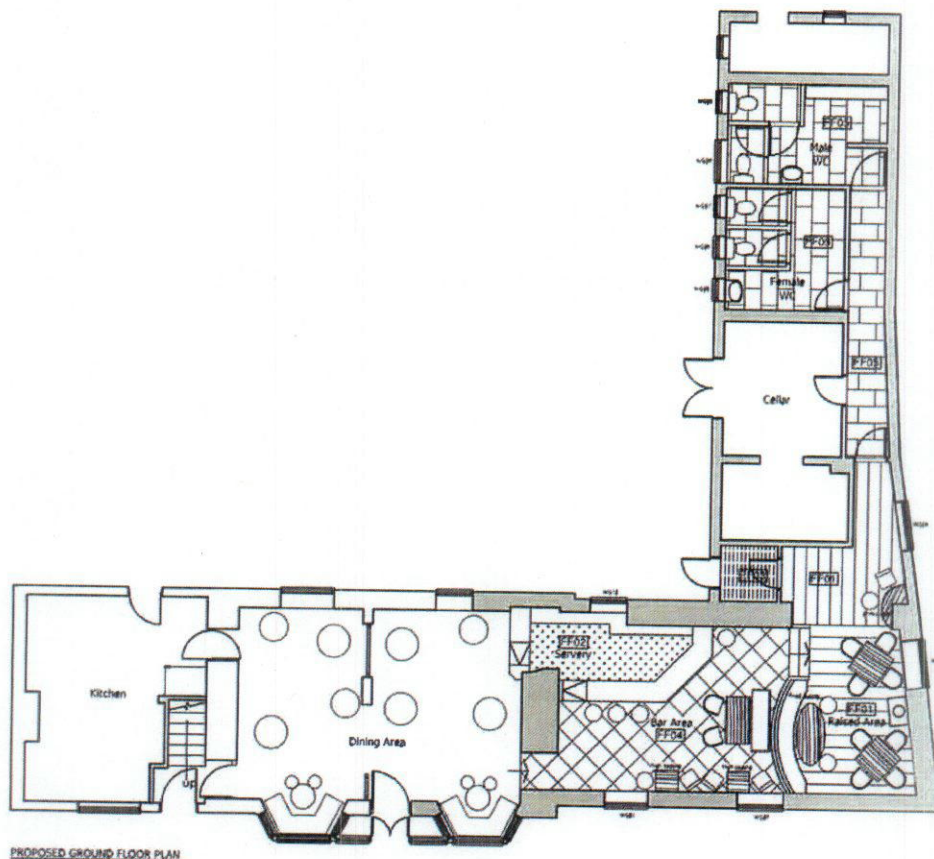
Car parking:

There is parking to the rear of the pub with a small garden area with tables and chairs.

Directions:

Please visit Multimap NN11 6YB for full directions.

Technical information:



PROPOSED GROUND FLOOR PLAN

Composite brewers barrels:

2009 - 2010 figures

Own Draught - 31 barrels
Own Bottled - 1 barrel
Foreign Draught - 14 barrels
Foreign Lager - 49 barrels
Foreign Bottled - 2 barrels
Cider - 13 barrels
Minerals - 7 barrels
Spirits - 10 barrels
Alcoholic Carbo - 2 barrels
Total - 129

2010 - 2011 figures

Own Draught - 33 barrels
Own Bottled - 1 barrel
Foreign Draught - 15 barrels
Foreign Lager - 55 barrels
Foreign Bottled - 3 barrels
Cider - 14 barrels
Minerals - 9 barrels
Spirits - 20 barrels
Alcoholic Carbo - 2 barrels
Total - 152

HOOK NORTON BREWERY

Interested?

For further information and to apply, please telephone
Chrissie Frenchum on **01608 738042**
or email: recruitment@hook-norton-brewery.co.uk

Once you have viewed the property and identified that it's right for you, the next step is to complete an application form. This can be done online www.hooky.co.uk

BARRELAGE FIGURE REF

THE BOAT INN
THRUPP
NR KIDLINGTON
OXON

(TAKEN FROM GREENE KING WEB-SITE)

	2009/10	2010/11	2011/12
MOVING ANNUAL TOTAL (BRLS)	156.87	120.75	73.6

APPENDIX SIX

ASSESSMENT OF FAIR MAINTAINABLE
OPERATING PROFIT

ASSESSMENT OF FAIR MAINTAINABLE OPERATING PROFIT

AVERAGE PRICE PER PINT				3.18	
PRICE PER BARREL (36 GALS) LESS VAT				<u>763.20</u>	
LESS WASTAGE @ 3%				740.30	
FAIR MAINTAINABLE BEER/CIDER SALES				<u>100</u>	
BEER AND CIDER SALES (68% TOTAL WET SALES)				74,030	
WINES, SPIRITS AND MINERALS (32% TOTAL WET SALES)				<u>36,463</u>	
TOTAL WET SALES (55% TOTAL SALES)				110,493	
FOOD SALES (45% TOTAL SALES)				<u>90,403</u>	
TOTAL FAIR MAINTAINABLE TRADE				200,897	
GROSS PROFIT	WET @	55.00%		60,771	
	FOOD @	58.00%		<u>52,434</u>	
				113,205	56.35%
LESS WORKING EXPENSES @		36.00%		<u>72,323</u>	
FAIR MAINTAINABLE OPERATING PROFIT				<u><u>£40,882</u></u>	

RURAL CHARACTER

Turnover c. £5,000/week

Drink to Food Ratio 50:50

Divisible Balance

	£ Sales (ex. VAT)			Gross Profit Margin		
	Min DB	Max DB	Avg	Min	Max	Avg
Total Drinks Sales	2,083	2,878	2,283			53.1%
Total Food Sales	2,083	2,886	2,182			57.4%
Total Sales (ex VAT)	4,166	5,764	4,465			
Cost of Drinks	888	1,428	1,071			
Cost of Food	924	1,302	929			
Total Cost	1,812	2,730	2,000			
Gross Profit	2,354	3,034	2,465			55.6%
	£ Costs (ex. VAT)			Percentage costs to turnover		
Wages & Salaries	975	646	744	23.4%	11.2%	16.7%
Rates	135	277	173	3.2%	4.8%	3.9%
Utilities	165	265	216	4.0%	4.6%	4.8%
Repairs & Renewals	45	63	56	1.1%	1.1%	1.3%
Insurance	30	92	47	0.7%	1.6%	1.0%
Marketing and Promotion	75	35	72	1.8%	0.6%	1.6%
Telephone	15	17	15	0.4%	0.3%	0.3%
Consumables	15	17	36	0.4%	0.3%	0.8%
Waste Disposal/Cleaning/Hygiene	45	46	34	1.1%	0.8%	0.8%
Professional fees	60	115	50	1.4%	2.0%	1.1%
Bank charges	45	29	32	1.1%	0.5%	0.7%
Equipment Hire etc	15	0	26	0.4%	0.0%	0.6%
Depreciation	77	63	53	1.8%	1.1%	1.2%
Other Costs	15	86	66	0.4%	1.5%	1.5%
Total Operating Costs	1,712	1,752	1,620	41.1%	30.4%	36.3%
Divisible Balance	642	1,282	845	15.4%	22.2%	18.9%

Note: Minimum/maximum figures are the reported figures for the lowest and highest reported divisible balances (DB) in each category

Average figures are the average of all the sales and cost figures of all pubs in the category

Benchmarking - What % W,S, & M's would you expect in each type of location?

Franchised data on 500 leased pubs

Average Estate Analysis	Estate	Suburban	Town Centre	Village/Rural
Spirits	12	10	18	9
Wines	3	6	5	11
Draught Beers	65	62	52	59
Bottled Beers	5	3	5	3
Cider	6	5	6	6
Alchopops	2	2	3	2
Minerals	7	10	10	12
Total : W/S/M mix	22	26	33	32

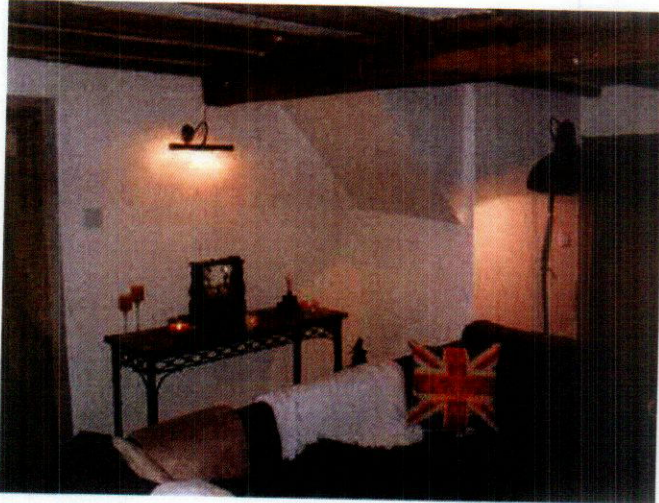
A Guide Not A Bible - Think/Explain Variations



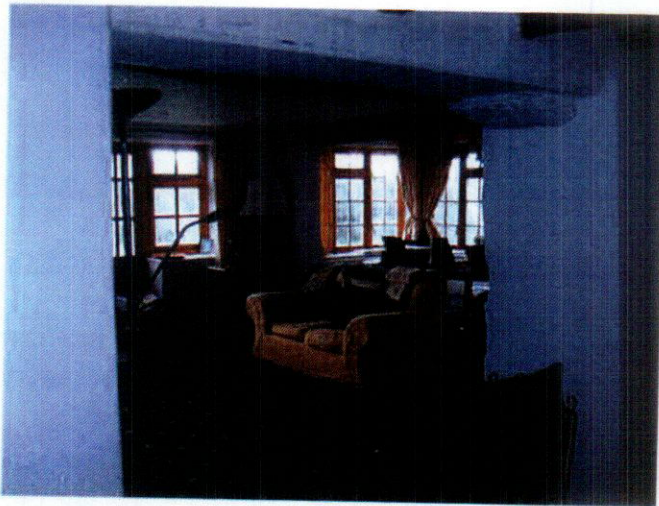
APPENDIX SEVEN

PHOTOGRAPHS

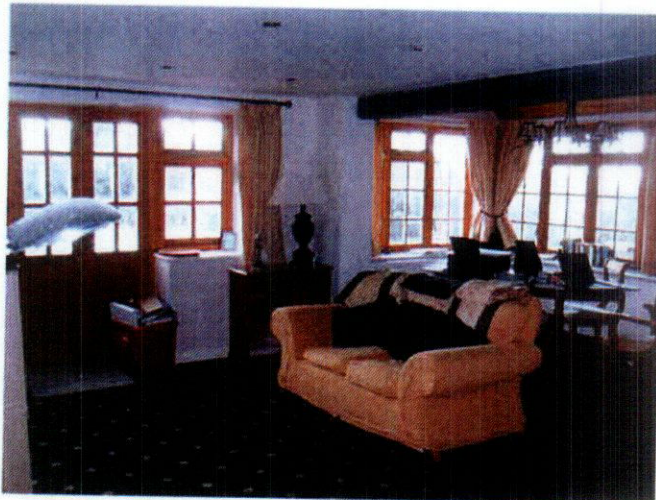
UPPER BAR AREA



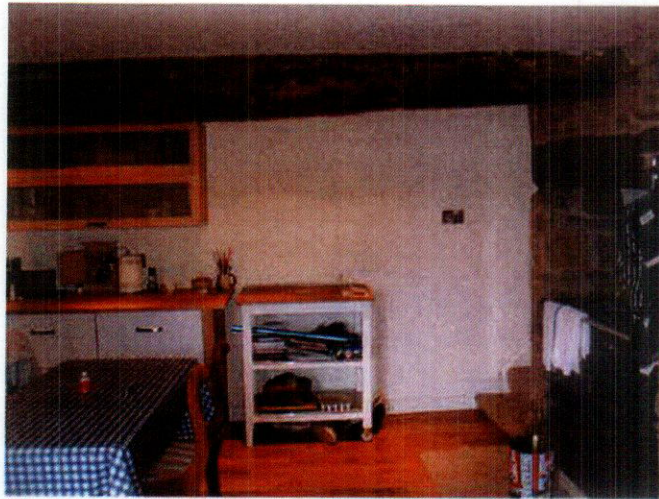
DINING AREA



DINING AREA



LOWER BAR AREA

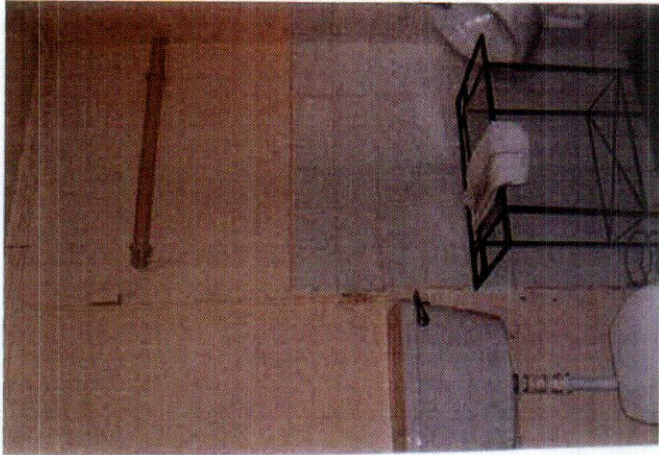


KITCHEN

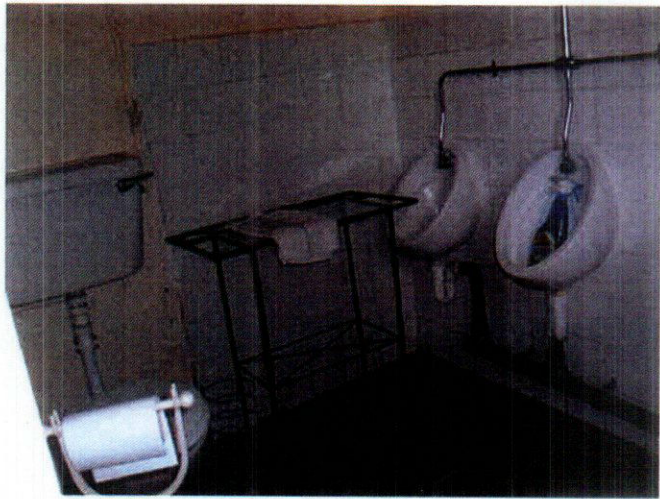


STORE ROOM

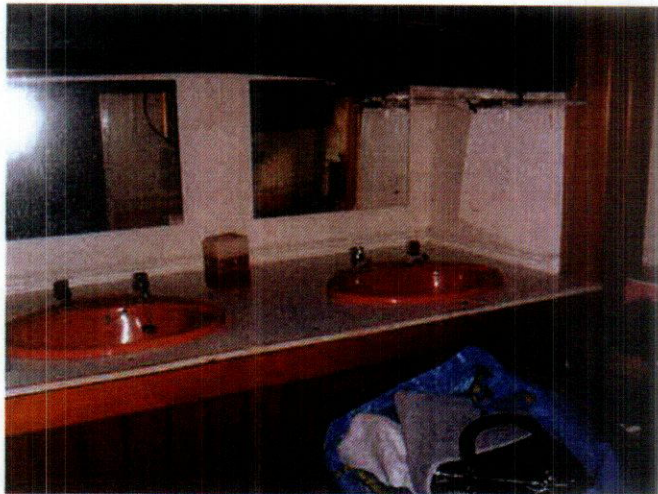




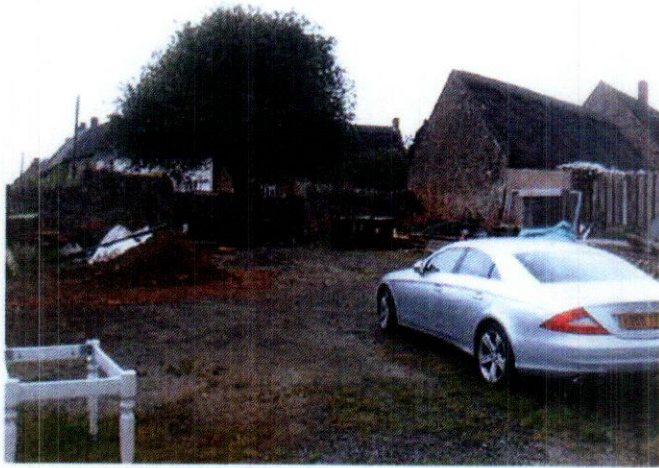
GENTS TOILETS



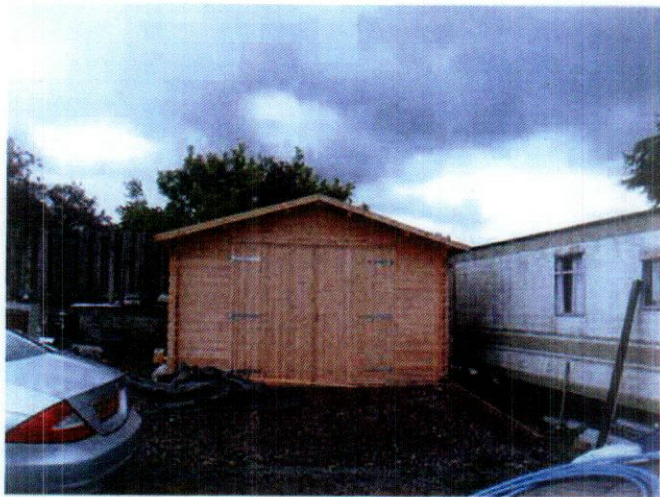
GENTS TOILETS



LADIES TOILETS



CAR PARK



CAR PARK



REAR VIEW



REAR ELEVATION