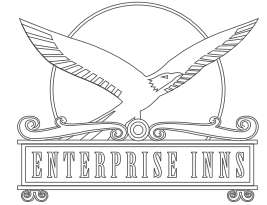


C: PUB BUSINESS ASSESSMENT



Sample Pub Name, Sample Street, Sample Town SA10 5PL

All figures exclude VAT. Other discounts and rent options are negotiable.

	*Discount level 1 £ discount per 36 gallon beer, cider & FABs from barrel 1		*Discount level 2 £ discount per 36 gallon beer, cider & FABs from barrel 1	
	Recommended		Alternative option	
Turnover	£ '000	% of TO	£ '000	% of TO
Beers, Ciders, FABs				
Draught				
- lager				
- ale (keg)				
- ale (cask)				
- cider				
Packaged				
- beer				
- cider				
- FABs				
Wines				
Spirits				
Minerals				
Food				
Accommodation				
Other				
Wastage				
Total turnover				

Gross margin	GP %	GP %
Beers, Ciders, FABs		
Draught		
- lager		
- ale (keg)		
- ale (cask)		
- cider		
Packaged		
- beer		
- cider		
- FABs		
Wines		
Spirits		
Minerals		
Food		
Accommodation		
Other		
Wastage & Bottled Gas		
Total gross margin		
Net operating margin		

Overheads	% of TO	% of TO
Staff		
Business rates		
Utilities		
Repairs & maintenance		
Insurance		
Entertainment		
Interest		
Other		
Total overheads		
Divisible balance per pub industry framework		
Rent proposal		
Retailer machine income		
Estimated total retailer profit		

*Discounts are from the Enterprise Inns Price List (discounts do not apply to the SIBA & Flying Firkin Prices) Disclaimer The above figures represent our best estimate of the trading figures that would be achievable by the business in the hands of a reasonably efficient operator. This estimate is for private and confidential use of Enterprise Inns plc and yourself. Enterprise Inns plc will not be liable to you or to any other party for any inaccuracies or errors in this estimate or any loss arising therefrom. Enterprise Inns plc gives no warranties and, in particular, does not warrant that all or any part of this estimate will actually be achieved by the future trading of the business by you or by any successor to you.

C: PUB BUSINESS ASSESSMENT



Sample Pub Name, Sample Street, Sample Town SA10 5PL

Specified purchasing obligations may be released from the tie in exchange for the following annual payments.

Annual tie release fees			
Packaged beer		Wine	
Packaged cider		Spirits	
Packaged FABs		Minerals	
One local SIBA brand		Machines	
All cask beer (SIBA members only)			

For further information please refer to our Code of Practice which is available online at www.enterpriseinns.com.

Special incentive discount available. Specified brands purchased from the Enterprise Inns price list for the purpose of dispense at this pub above the annual volume target will attract an additional £50 discount per barrel until the anniversary of the agreement.

Signed by	Date
(Regional Manager)	
(Retailer)	

*Discounts are from the Enterprise Inns Price List (discounts do not apply to the SIBA & Flying Firkin Prices) **Disclaimer** The above figures represent our best estimate of the trading figures that would be achievable by the business in the hands of a reasonably efficient operator. This estimate is for private and confidential use of Enterprise Inns plc and yourself. Enterprise Inns plc will not be liable to you or to any other party for any inaccuracies or errors in this estimate or any loss arising therefrom. Enterprise Inns plc gives no warranties and, in particular, does not warrant that all or any part of this estimate will actually be achieved by the future trading of the business by you or by any successor to you.