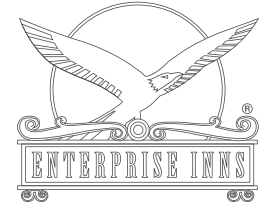


D: YOUR PUB BUSINESS PLAN SUMMARY

Incorporating the agreed terms



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

Turnover	£ '000	% of TO
Beers, Ciders, FABs		
Draught		
- lager		
- ale (keg)		
- ale (cask)		
- cider		
Packaged		
- beer		
- cider		
- FABs		
Wines		
Spirits		
Minerals		
Food		
Accommodation		
Other		
Total turnover		

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

Tie release fees		
Packaged beer		
Packaged cider		
Packaged FABs		
1 local SIBA brand		
All cask beer (SIBA brewers only)		
Wine		
Spirits		
Minerals		
Machines		
Total tie release fee(s)		
Net operating margin		

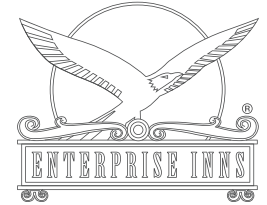
Overheads	% of TO
Staff	
Rent	
Business rates	
Utilities	
Repairs & maintenance	
Insurance	
Entertainment	
Interest	
Other	
Total overheads	

Retailer profit

Disclaimer

The figures herein represent your best estimate of the trading figures you expect to achieve operating your business at this pub, based on the lease terms, ties and price list now agreed "subject to contract" between us. This company, as landlord, will not be liable to you or any other party for any errors and inaccuracies in this trade projection. The company gives no warranty and, in particular, does not warrant that all or any part of this trade assessment will actually be achieved in the future trading of the business by you or by any successor to you.

D: PUB BUSINESS PLAN SUMMARY



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

Summary of agreed terms	
Agreement and term	
Lease/Tenancy	
Years	
Selected discount option	
Rent	

Signed by	Date
(Regional Manager)	
(Retailer)	

Disclaimer

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