

Pub Operating Costs - BBPA Benchmarks - June 2017



Detail	Rural Character £5k p.w.			Rural Character £8k p.w.			Small Community Local £4k p.w.			Community Wet Led £5k p.w.		
			Wet/Dry Split			Wet/Dry Split			Wet/Dry Split			Wet/Dry Split
Wet Sales	£	160,264	52%	£	231,452	54%	£	215,592	98%	£	220,480	89%
Dry Sales	£	148,044	48%	£	200,148	46%	£	3,484	2%	£	26,260	11%
Total Sales	£	308,308		£	431,600		£	219,076		£	246,740	
Wet Gross Profit %		55.5%			57.2%			54.4%			53.9%	
Dry Gross Profit %		61.8%			62.6%			50.7%			57.4%	
Total Gross Profit %		58.5%			59.7%			54.4%			54.2%	
Wet Gross Profit	£	88,972		£	132,444		£	117,364		£	118,768	
Dry Gross Profit	£	91,520		£	125,372		£	1,768		£	15,080	
Total Gross Profit	£	180,492		£	257,816		£	119,132		£	133,848	
Cost of Wet Sales	£	71,292		£	99,008		£	98,228		£	101,712	
Cost of Dry Sales	£	56,524		£	74,776		£	1,716		£	11,180	
Total Cost of Sales	£	127,816		£	173,784		£	99,944		£	112,892	
Operating Costs			% of Turnover			% of Turnover			% of Turnover			% of Turnover
Wages/salaries	£	69,004	22.4%	£	104,208	24.1%	£	29,744	13.6%	£	37,752	15.3%
Rates	£	9,984	3.2%	£	14,196	3.3%	£	6,500	3.0%	£	7,228	2.9%
Utilities	£	14,820	4.8%	£	18,096	4.2%	£	10,660	4.9%	£	11,648	4.7%
Repairs, Maintenance & Renewals	£	4,888	1.6%	£	5,928	1.4%	£	3,536	1.6%	£	3,588	1.5%
Insurance	£	2,184	0.7%	£	2,652	0.6%	£	2,392	1.1%	£	1,976	0.8%
Marketing/Promotion/Telephone	£	4,160	1.3%	£	5,720	1.3%	£	4,056	1.9%	£	4,940	2.0%
Consumables	£	1,872	0.6%	£	2,704	0.6%	£	1,300	0.6%	£	1,040	0.4%
Waste/Cleaning/Hygiene	£	2,912	0.9%	£	3,536	0.8%	£	1,924	0.9%	£	2,028	0.8%
Professional Fees	£	4,264	1.4%	£	4,420	1.0%	£	3,328	1.5%	£	3,432	1.4%
Bank & Card Charges	£	2,600	0.8%	£	3,380	0.8%	£	1,456	0.7%	£	1,456	0.6%
Equipment Hire etc	£	1,508	0.5%	£	1,144	0.3%	£	312	0.1%	£	520	0.2%
Interest on capital	£	1,612	0.5%	£	2,184	0.5%	£	1,144	0.5%	£	1,404	0.6%
PayTV (Sky/BT etc.)	n/a	n/a		n/a	n/a		£	5,252	2.4%	£	6,032	2.4%
Other Costs	£	3,952	1.3%	£	4,264	1.0%	£	10,140	4.6%	£	6,708	2.7%
Total Operating Costs	£	123,760	40.1%	£	172,432	40.0%	£	81,744	37.3%	£	89,752	36.4%
Trading Profit(Divisible Balance)	£	56,732	18.4%	£	85,384	19.8%	£	37,388	17.1%	£	44,096	17.9%
Landlord Companies also include "SCORFA" for their pubs in their calculations (an amount of extra benefit tenants gain from being the tenant of a landlord company) this is taken into account when comparing tied pubs and free of tie pubs to create a fair "divisible balance" and then a rent and is calculated at 2% of total sales												
Rental Bid	£	28,366	9.2%	£	42,692	9.9%	£	18,694	8.5%	£	22,048	8.9%
Rent Adjustment (from FOT model, for SCORFA)	-£	6,166		-£	8,632		-£	4,382		-£	4,935	
Net Rent Bid	£	22,200	7.2%	£	34,060	7.9%	£	14,312	6.5%	£	17,113	6.9%
Trading Profit After Rent (EBITDA)	£	34,532	11.2%	£	51,324	11.9%	£	23,076	10.5%	£	26,983	10.9%

Notes: does not include machine or other income in Sales; does not include Entertainment costs, various licensing costs, trade insurance, regulatory compliance costs, rate relief/RV revaluations

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Detail	Community Wet Led £8k p.w.		Community Wet Led £12k p.w.		Town/Country Food Led £10k p.w.		Town Centre Pub/Bar £10k p.w.		Average of all Categories
	£	Wet/Dry Split	£	Wet/Dry Split	£	Wet/Dry Split	£	Wet/Dry Split	Wet/Dry Split
Wet Sales	£ 363,584	88%	£ 552,552	88%	£ 222,872	42%	£ 343,044	71%	71%
Dry Sales	£ 51,844	12%	£ 74,308	12%	£ 311,480	58%	£ 141,440	29%	29%
Total Sales	£ 415,428		£ 626,860		£ 534,352		£ 484,484		
Wet Gross Profit %		56.1%		51.4%		51.0%		54.6%	54.0%
Dry Gross Profit %		57.5%		58.0%		63.4%		62.4%	61.9%
Total Gross Profit %		56.3%		52.2%		58.3%		56.9%	56.3%
Wet Gross Profit	£ 203,944		£ 283,972		£ 113,776		£ 187,356		
Dry Gross Profit	£ 29,796		£ 43,108		£ 197,600		£ 88,244		
Total Gross Profit	£ 233,740		£ 327,080		£ 311,376		£ 275,600		
Cost of Wet Sales	£ 159,640		£ 268,580		£ 109,096		£ 155,688		
Cost of Dry Sales	£ 22,048		£ 31,200		£ 113,880		£ 53,196		
Total Cost of Sales	£ 181,688		£ 299,780		£ 222,976		£ 208,884		
Operating Costs		% of Turnover		% of Turnover		% of Turnover		% of Turnover	% of Turnover
Wages/salaries	£ 75,608	18.2%	£ 114,192	18.2%	£ 128,752	24.1%	£ 99,684	20.6%	20.2%
Rates	£ 14,560	3.5%	£ 20,540	3.3%	£ 18,408	3.4%	£ 17,108	3.5%	3.3%
Utilities	£ 15,964	3.8%	£ 16,484	2.6%	£ 17,368	3.3%	£ 16,692	3.4%	3.7%
Repairs, Maintenance & Renewals	£ 4,836	1.2%	£ 6,396	1.0%	£ 7,852	1.5%	£ 5,772	1.2%	1.3%
Insurance	£ 2,912	0.7%	£ 2,236	0.4%	£ 2,236	0.4%	£ 2,548	0.5%	0.6%
Marketing/Promotion/Telephone	£ 5,980	1.4%	£ 5,980	1.0%	£ 4,212	0.8%	£ 7,384	1.5%	1.3%
Consumables	£ 2,288	0.6%	£ 2,860	0.5%	£ 3,536	0.7%	£ 2,756	0.6%	0.6%
Waste/Cleaning/Hygiene	£ 3,068	0.7%	£ 3,744	0.6%	£ 3,224	0.6%	£ 3,172	0.7%	0.7%
Professional Fees	£ 4,836	1.2%	£ 4,472	0.7%	£ 4,576	0.9%	£ 4,004	0.8%	1.0%
Bank & Card Charges	£ 2,652	0.6%	£ 2,808	0.4%	£ 3,536	0.7%	£ 3,328	0.7%	0.6%
Equipment Hire etc	£ 1,196	0.3%	£ 1,976	0.3%	£ 2,288	0.4%	£ 1,300	0.3%	0.3%
Interest on capital	£ 1,716	0.4%	£ 2,132	0.3%	£ 1,456	0.3%	£ 1,612	0.3%	0.4%
PayTV (Sky/BT etc.)	£ 8,580	2.1%	£ 15,600	2.5%	n/a	n/a	n/a	n/a	n/a
Other Costs	£ 9,724	2.3%	£ 8,840	1.4%	£ 1,196	0.2%	£ 7,124	1.5%	1.6%
Total Operating Costs	£ 153,920	37.1%	£ 208,260	33.2%	£ 198,640	37.2%	£ 172,484	35.6%	36.8%
Trading Profit	£ 79,820	19.2%	£ 118,820	19.0%	£ 112,736	21.1%	£ 103,116	21.3%	19.5%
<p>Landlord Companies also include "SCORFA" for their pubs in their calculations (an amount of extra benefit tenants gain from being the tenant of a landlord company) this is taken into account when comparing tied pubs and free of tie pubs to create a fair "divisible balance" and then a rent and is calculated at 2% of total sales</p>									
Rental Bid	£ 39,910	9.6%	£ 59,410	9.5%	£ 56,368	10.5%	£ 51,558	10.6%	9.8%
Rent Adjustment (from FOT model, for SCORFA)	-£ 8,309		-£ 12,537		-£ 10,687		-£ 9,690		
Net Rent Bid	£ 31,601	7.6%	£ 46,873	7.5%	£ 45,681	8.5%	£ 41,868	8.6%	7.8%
Trading Profit After Rent (EBITDA)	£ 48,219	11.6%	£ 71,947	11.5%	£ 67,055	12.5%	£ 61,248	12.6%	11.8%

Notes: does not include machine or other income in Sales; does not include Entertainment costs, various licensing costs, trade insurance, regulatory compliance costs, rate relief/RV revaluations