

Pub Operating Costs - BBPA Benchmarks 2018



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	£ 132,912	50%	£ 228,644	52%	£ 192,660	97%	£ 233,272	91%
Dry Sales	£ 130,780	50%	£ 210,704	48%	£ 5,564	3%	£ 23,296	9%
<b>Total Sales</b>	<b>£ 263,692</b>		<b>£ 439,348</b>		<b>£ 198,224</b>		<b>£ 256,568</b>	
Wet Gross Profit %	51.8%		53.7%		51.1%		50.8%	
Dry Gross Profit %	61.6%		60.8%		57.9%		61.2%	
<b>Total Gross Profit %</b>	<b>56.7%</b>		<b>57.1%</b>		<b>51.3%</b>		<b>51.7%</b>	
Wet Gross Profit	£ 68,900		£ 122,720		£ 98,488		£ 118,404	
Dry Gross Profit	£ 80,548		£ 128,180		£ 3,224		£ 14,248	
<b>Total Gross Profit</b>	<b>£ 149,448</b>		<b>£ 250,900</b>		<b>£ 101,712</b>		<b>£ 132,652</b>	
Cost of Wet Sales	£ 64,012		£ 105,924		£ 94,172		£ 114,868	
Cost of Dry Sales	£ 50,232		£ 82,524		£ 2,340		£ 9,048	
<b>Total Cost of Sales</b>	<b>£ 114,244</b>		<b>£ 188,448</b>		<b>£ 96,512</b>		<b>£ 123,916</b>	
<b>Gaming Machine Income (net)</b>	<b>£ 156</b>		<b>£ 260</b>		<b>£ 2,860</b>		<b>£ 3,016</b>	
<b>Total Gross Profit</b>	<b>£ 149,604</b>	<b>56.7%</b>	<b>£ 251,160</b>	<b>57.1%</b>	<b>£ 104,572</b>	<b>52.0%</b>	<b>£ 135,668</b>	<b>52.3%</b>
<b>Operating Costs</b>		<b>% of Turnover</b>		<b>% of Turnover</b>		<b>% of Turnover</b>		<b>% of Turnover</b>
Wages/salaries	£ 58,656	22.2%	£ 106,496	24.2%	£ 26,936	13.6%	£ 37,960	14.8%
Rates	£ 7,748	2.9%	£ 14,508	3.3%	£ 4,264	2.2%	£ 8,112	3.2%
Utilities	£ 14,352	5.4%	£ 19,188	4.4%	£ 9,464	4.8%	£ 11,908	4.6%
Repairs, Maintenance & Renewals	£ 5,980	2.3%	£ 9,516	2.2%	£ 3,380	1.7%	£ 5,668	2.2%
Insurance	£ 2,236	0.8%	£ 2,704	0.6%	£ 2,028	1.0%	£ 2,808	1.1%
Marketing/Promotion/Telephone	£ 4,004	1.5%	£ 5,252	1.2%	£ 2,704	1.4%	£ 5,668	2.2%
Consumables	£ 1,248	0.5%	£ 1,612	0.4%	£ 780	0.4%	£ 624	0.2%
Waste/Cleaning/Hygiene	£ 4,420	1.7%	£ 4,836	1.1%	£ 2,080	1.0%	£ 2,756	1.1%
Professional Fees	£ 3,380	1.3%	£ 3,640	0.8%	£ 2,600	1.3%	£ 3,224	1.3%
Bank & Card Charges	£ 2,444	0.9%	£ 2,548	0.6%	£ 988	0.5%	£ 1,456	0.6%
Equipment Hire etc	£ 572	0.2%	£ 988	0.2%	£ 364	0.2%	£ 208	0.1%
Interest on capital	£ 1,248	0.5%	£ 1,612	0.4%	£ 1,040	0.5%	£ 1,092	0.4%
PayTV (Sky/BT etc.)	£ 1,924	0.7%	£ 4,784	1.1%	£ 3,588	1.8%	£ 5,044	2.0%
Live Music	n/a	n/a	n/a	n/a	£ 4,732	2.4%	£ 1,300	0.5%
Other Costs	£ 2,340	0.9%	£ 4,368	1.0%	£ 3,588	1.8%	£ 5,200	2.0%
<b>Total Operating Costs</b>	<b>£ 110,552</b>	<b>41.9%</b>	<b>£ 182,052</b>	<b>41.4%</b>	<b>£ 68,536</b>	<b>34.6%</b>	<b>£ 93,028</b>	<b>36.3%</b>
<b>Trading Profit(Divisible Balance)</b>	<b>£ 38,896</b>	<b>14.8%</b>	<b>£ 68,848</b>	<b>15.7%</b>	<b>£ 33,176</b>	<b>16.7%</b>	<b>£ 39,624</b>	<b>15.4%</b>
<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>								
<b>Rental Bid</b>	<b>£ 19,448</b>	<b>7.4%</b>	<b>£ 34,424</b>	<b>7.8%</b>	<b>£ 16,588</b>	<b>8.4%</b>	<b>£ 19,812</b>	<b>7.7%</b>
Rent Adjustment (from FOT model, for SCORFA)	-£ 5,274		-£ 8,787		-£ 3,964		-£ 5,131	
<b>Net Rent Bid</b>	<b>£ 14,174</b>	<b>5.4%</b>	<b>£ 25,637</b>	<b>5.8%</b>	<b>£ 12,624</b>	<b>6.4%</b>	<b>£ 14,681</b>	<b>5.7%</b>
<b>Trading Profit After Rent (EBITDA)</b>	<b>£ 24,878</b>	<b>9.4%</b>	<b>£ 43,471</b>	<b>9.9%</b>	<b>£ 23,412</b>	<b>11.8%</b>	<b>£ 27,959</b>	<b>10.9%</b>

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

All figures ex-VAT

Pub Operating Costs - BBPA Benchmarks 2018



Detail	Community Wet Led £8k p.w.		Community Wet Led £15k p.w.		Town/Country Food Led £10k p.w.		Town/Country Food Led £15k p.w.		Town Centre Pub/Bar Wet Led £10k p.w.	
		Wet/Dry Split		Wet/Dry Split		Wet/Dry Split		Wet/Dry Split		Wet/Dry Split
Wet Sales	£ 353,496	89%	£ 582,140	89%	£ 191,568	38%	£ 337,428	43%	£ 367,172	75%
Dry Sales	£ 41,496	11%	£ 74,672	11%	£ 309,348	62%	£ 448,552	57%	£ 120,380	25%
<b>Total Sales</b>	<b>£ 394,992</b>		<b>£ 656,812</b>		<b>£ 500,916</b>		<b>£ 785,980</b>		<b>£ 487,552</b>	
Wet Gross Profit %	50.7%		51.4%		54.1%		54.2%		52.5%	
Dry Gross Profit %	61.3%		60.7%		63.8%		65.0%		60.8%	
<b>Total Gross Profit %</b>	<b>51.8%</b>		<b>52.4%</b>		<b>60.1%</b>		<b>60.4%</b>		<b>54.6%</b>	
Wet Gross Profit	£ 179,244		£ 299,156		£ 103,636		£ 183,040		£ 192,816	
Dry Gross Profit	£ 25,428		£ 45,292		£ 197,496		£ 291,720		£ 73,216	
<b>Total Gross Profit</b>	<b>£ 204,672</b>		<b>£ 344,448</b>		<b>£ 301,132</b>		<b>£ 474,760</b>		<b>£ 266,032</b>	
Cost of Wet Sales	£ 174,252		£ 282,984		£ 87,932		£ 154,388		£ 174,356	
Cost of Dry Sales	£ 16,068		£ 29,380		£ 111,852		£ 156,832		£ 47,164	
<b>Total Cost of Sales</b>	<b>£ 190,320</b>		<b>£ 312,364</b>		<b>£ 199,784</b>		<b>£ 311,220</b>		<b>£ 221,520</b>	
	£ 3,432		£ 3,224		£ 52		£ 208		£ 1,924	
<b>Total Gross Profit</b>	<b>£ 208,104</b>	<b>52.2%</b>	<b>£ 347,672</b>	<b>52.7%</b>	<b>£ 301,184</b>	<b>60.1%</b>	<b>£ 474,968</b>	<b>60.4%</b>	<b>£ 267,956</b>	<b>54.7%</b>
<b>Operating Costs</b>		<b>% of Turnover</b>		<b>% of Turnover</b>		<b>% of Turnover</b>		<b>% of Turnover</b>		<b>% of Turnover</b>
Wages/salaries	£ 67,600	17.1%	£ 119,548	18.2%	£ 129,012	25.8%	£ 209,820	26.7%	£ 103,480	21.2%
Rates	£ 13,312	3.4%	£ 23,140	3.5%	£ 16,536	3.3%	£ 26,000	3.3%	£ 16,796	3.4%
Utilities	£ 15,912	4.0%	£ 20,436	3.1%	£ 22,308	4.5%	£ 29,640	3.8%	£ 18,460	3.8%
Repairs, Maintenance & Renewals	£ 7,020	1.8%	£ 8,944	1.4%	£ 9,048	1.8%	£ 14,092	1.8%	£ 8,476	1.7%
Insurance	£ 3,120	0.8%	£ 3,432	0.5%	£ 2,912	0.6%	£ 3,640	0.5%	£ 3,172	0.7%
Marketing/Promotion/Telephone	£ 8,788	2.2%	£ 9,516	1.4%	£ 7,384	1.5%	£ 8,060	1.0%	£ 9,672	2.0%
Consumables	£ 676	0.2%	£ 1,404	0.2%	£ 1,872	0.4%	£ 3,692	0.5%	£ 832	0.2%
Waste/Cleaning/Hygiene	£ 4,160	1.1%	£ 5,616	0.9%	£ 5,928	1.2%	£ 7,696	1.0%	£ 4,836	1.0%
Professional Fees	£ 3,744	0.9%	£ 4,108	0.6%	£ 3,692	0.7%	£ 4,784	0.6%	£ 4,108	0.8%
Bank & Card Charges	£ 2,236	0.6%	£ 3,380	0.5%	£ 3,536	0.7%	£ 6,188	0.8%	£ 3,172	0.7%
Equipment Hire etc	£ 572	0.1%	£ 1,300	0.2%	£ 988	0.2%	£ 1,924	0.2%	£ 1,144	0.2%
Interest on capital	£ 1,404	0.4%	£ 1,456	0.2%	£ 2,184	0.4%	£ 2,964	0.4%	£ 1,768	0.4%
PayTV (Sky/BT etc.)	£ 7,956	2.0%	£ 14,248	2.2%	£ 3,432	0.7%	£ 6,136	0.8%	£ 6,240	1.3%
Live Music	£ 1,248	0.3%	£ 3,172	0.5%	n/a	n/a	n/a	n/a	n/a	n/a
Other Costs	£ 7,800	2.0%	£ 8,892	1.4%	£ 4,628	0.9%	£ 5,200	0.7%	£ 7,800	1.6%
<b>Total Operating Costs</b>	<b>£ 145,548</b>	<b>36.8%</b>	<b>£ 228,592</b>	<b>34.8%</b>	<b>£ 213,460</b>	<b>42.6%</b>	<b>£ 329,836</b>	<b>42.0%</b>	<b>£ 189,956</b>	<b>39.0%</b>
<b>Trading Profit</b>	<b>£ 59,124</b>	<b>15.0%</b>	<b>£ 115,856</b>	<b>17.6%</b>	<b>£ 87,672</b>	<b>17.5%</b>	<b>£ 144,924</b>	<b>18.4%</b>	<b>£ 76,076</b>	<b>15.6%</b>
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										
<b>Rental Bid</b>	<b>£ 29,562</b>	<b>7.5%</b>	<b>£ 57,928</b>	<b>8.8%</b>	<b>£ 43,836</b>	<b>8.8%</b>	<b>£ 72,462</b>	<b>9.2%</b>	<b>£ 38,038</b>	<b>7.8%</b>
Rent Adjustment (from FOT model, for SCORFA)	-£ 7,900		-£ 13,136		-£ 10,018		-£ 15,720		-£ 9,751	
<b>Net Rent Bid</b>	<b>£ 21,662</b>	<b>5.5%</b>	<b>£ 44,792</b>	<b>6.8%</b>	<b>£ 33,818</b>	<b>6.8%</b>	<b>£ 56,742</b>	<b>7.2%</b>	<b>£ 28,287</b>	<b>5.8%</b>
<b>Trading Profit After Rent (EBITDA)</b>	<b>£ 40,894</b>	<b>10.4%</b>	<b>£ 74,288</b>	<b>11.3%</b>	<b>£ 53,906</b>	<b>10.8%</b>	<b>£ 88,390</b>	<b>11.2%</b>	<b>£ 49,713</b>	<b>10.2%</b>

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

All figures ex-VAT

Pub Operating Costs - BBPA Benchmarks 2018



Detail	Average of all Categories	
	2018	2017
		vs.
Wet Sales	71%	71%
Dry Sales	29%	29%
Wet Gross Profit %	51.9%	54.0%
Dry Gross Profit %	62.0%	61.9%
<b>Total Gross Profit %</b>	<b>54.8%</b>	<b>56.3%</b>

<b>Total Gross Profit</b>	<b>55.0%</b>	<b>56.0%</b>
<b>Operating Costs</b>	<b>% of Turnover</b>	<b>% of Turnover</b>
Wages/salaries	20.3%	20.2%
Rates	3.3%	3.3%
Utilities	4.1%	3.7%
Repairs, Maintenance & Renewals	1.8%	1.3%
Insurance	0.7%	0.6%
Marketing/Promotion/Telephone	1.7%	1.3%
Consumables	0.3%	0.6%
Waste/Cleaning/Hygiene	1.1%	0.7%
Professional Fees	0.9%	1.0%
Bank & Card Charges	0.6%	0.6%
Equipment Hire etc	0.2%	0.3%
Interest on capital	0.4%	0.4%
PayTV (Sky/BT etc.)	1.5%	n/a
Live Music	n/a	n/a
Other Costs	1.4%	1.6%
<b>Total Operating Costs</b>	<b>38.5%</b>	<b>36.8%</b>
<b>Trading Profit</b>	<b>16.2%</b>	<b>19.5%</b>
<b>Rental Bid</b>	<b>8.1%</b>	<b>9.8%</b>
<b>Net Rent Bid</b>	<b>6.1%</b>	<b>7.8%</b>
<b>Trading Profit After Rent (EBITDA)</b>	<b>10.6%</b>	<b>11.8%</b>