
APPENDIX DCS1
Quarterly Beer Barometer (BBPA)

UK Quarterly Beer Barometer

1st Quarter 2018 (January to March)



Quarterly Beer sales ('000 barrels)

Total sales	Q1		Q2		Q3		Q4	
	Volume	% change	Volume	% change	Volume	% change	Volume	% change
2000	6,852	-5.0%	9,070	0.4%	8,865	-4.8%	9,785	-4.7%
2001	6,811	-0.6%	8,972	-1.1%	8,906	0.5%	9,939	1.6%
2002	7,137	4.8%	9,305	3.7%	8,820	-1.0%	9,879	-0.6%
2003	7,048	-1.2%	9,286	-0.2%	9,270	5.1%	9,896	0.2%
2004	7,318	3.8%	9,485	2.1%	8,795	-5.1%	10,043	1.5%
2005	7,090	-3.1%	9,087	-4.2%	8,995	2.3%	9,730	-3.1%
2006	6,966	-1.8%	9,500	4.6%	8,399	-6.6%	9,582	-1.5%
2007	6,783	-2.6%	8,835	-7.0%	8,357	-0.5%	9,180	-4.2%
2008	6,773	-0.2%	8,481	-4.0%	7,780	-6.9%	8,448	-8.0%
2009	6,252	-7.7%	8,063	-4.9%	7,740	-0.5%	8,159	-3.4%
2010	5,965	-4.6%	8,361	3.7%	7,029	-9.2%	7,795	-4.5%
2011	5,818	-2.5%	7,630	-8.7%	7,248	3.1%	7,781	-0.2%
2012	5,747	-1.2%	7,204	-5.6%	6,813	-6.0%	7,268	-6.6%
2013	5,587	-2.8%	6,863	-4.7%	7,180	5.4%	7,368	1.4%
2014	5,436	-2.7%	7,434	8.3%	6,846	-4.7%	7,373	0.1%
2015	5,392	-0.8%	7,055	-5.1%	7,173	4.8%	7,349	-0.3%
2016	5,335	-1.1%	7,168	1.6%	6,938	-3.3%	7,282	-0.9%
2017	5,516	3.4%	7,239	1.0%	6,809	-1.9%	7,348	0.9%
2018	5,422	-1.7%						

On-trade sales	Q1		Q2		Q3		Q4	
	Volume	% change	Volume	% change	Volume	% change	Volume	% change
2000	5,246	-4.1%	6,095	-4.1%	5,969	-5.5%	6,047	-4.9%
2001	5,022	-4.3%	5,923	-2.8%	5,802	-2.8%	6,016	-0.5%
2002	5,069	0.9%	5,838	-1.4%	5,629	-3.0%	5,797	-3.6%
2003	4,901	-3.3%	5,685	-2.6%	5,597	-0.6%	5,706	-1.6%
2004	4,833	-1.4%	5,660	-0.4%	5,422	-3.1%	5,599	-1.9%
2005	4,701	-2.7%	5,343	-5.6%	5,293	-2.4%	5,393	-3.7%
2006	4,470	-4.9%	5,310	-0.6%	4,972	-6.1%	5,190	-3.8%
2007	4,298	-3.8%	4,963	-6.5%	4,716	-5.2%	4,761	-8.3%
2008	3,950	-8.1%	4,449	-10.3%	4,346	-7.8%	4,302	-9.6%
2009	3,720	-5.8%	4,266	-4.1%	4,162	-4.2%	4,108	-4.5%
2010	3,415	-8.2%	4,028	-5.6%	3,878	-6.8%	3,813	-7.2%
2011	3,355	-1.8%	3,933	-2.4%	3,792	-2.2%	3,844	0.8%
2012	3,190	-4.9%	3,745	-4.8%	3,596	-5.2%	3,635	-5.5%
2013	3,021	-5.3%	3,521	-6.0%	3,560	-1.0%	3,588	-1.3%
2014	2,930	-3.0%	3,599	2.1%	3,493	-1.9%	3,515	-2.0%
2015	2,862	-2.3%	3,452	-4.1%	3,477	-0.5%	3,439	-2.2%
2016	2,850	-0.4%	3,386	-1.9%	3,359	-3.4%	3,337	-3.0%
2017	2,751	-3.5%	3,379	-0.2%	3,237	-3.6%	3,262	-2.3%
2018	2,698	-1.9%						

Off-trade sales	Q1		Q2		Q3		Q4	
	Volume	% change	Volume	% change	Volume	% change	Volume	% change
2000	1,607	-7.9%	2,975	11.3%	2,895	-3.4%	3,738	-4.3%
2001	1,789	11.4%	3,048	2.5%	3,103	7.2%	3,923	4.9%
2002	2,067	15.6%	3,468	13.8%	3,191	2.8%	4,082	4.0%
2003	2,147	3.8%	3,601	3.8%	3,673	15.1%	4,190	2.7%
2004	2,486	15.8%	3,825	6.2%	3,373	-8.2%	4,444	6.1%
2005	2,390	-3.9%	3,744	-2.1%	3,702	9.7%	4,338	-2.4%
2006	2,496	4.4%	4,191	11.9%	3,427	-7.4%	4,392	1.3%
2007	2,485	-0.4%	3,872	-7.6%	3,642	6.3%	4,419	0.6%
2008	2,823	13.6%	4,031	4.1%	3,435	-5.7%	4,146	-6.2%
2009	2,531	-10.3%	3,797	-5.8%	3,578	4.2%	4,052	-2.3%
2010	2,550	0.7%	4,333	14.1%	3,151	-11.9%	3,982	-1.7%
2011	2,463	-3.4%	3,697	-14.7%	3,456	9.7%	3,936	-1.2%
2012	2,557	3.8%	3,459	-6.4%	3,216	-6.9%	3,633	-7.7%
2013	2,566	0.3%	3,342	-3.4%	3,620	12.5%	3,781	4.1%
2014	2,506	-2.3%	3,836	14.8%	3,354	-7.4%	3,858	2.1%
2015	2,530	1.0%	3,603	-6.1%	3,696	10.2%	3,910	1.3%
2016	2,485	-1.8%	3,782	5.0%	3,579	-3.2%	3,945	0.9%
2017	2,766	11.3%	3,860	2.1%	3,573	-0.2%	4,087	3.6%
2018	2,723	-1.5%						

APPENDIX DCS2
Historic Sales Particulars

Business Agents & Valuers Corporate Sales & Acquisitions

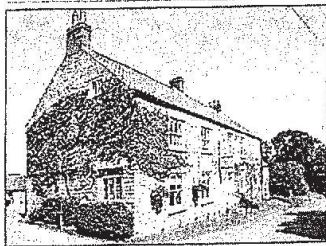
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 Result 10 of 65 <<First <Previous Next >>Last>>

Characterful Village Freehouse

Offers In Excess Of £600,000



The Royal Oak Inn
 Church Street
 Nunnington
 York
 North Yorkshire
 YO62 5US

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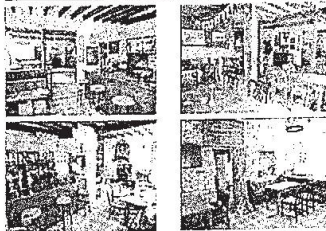
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Price: £600,000

Freehold

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Letter 1



- Hugely characterful freehouse & restaurant
- Stunning village location near Castle Howard
- Potential to add 3-8 on-suite letting bedrooms
- Substantially refurbished retaining a wealth of character
- Comfortably accommodates in excess of 60 covers
- Considerable potential, currently trades only 5 days a week
- Excellent 5 room owners accommodation
- Outside trading terrace, car park & stable block

Location

This picturesque, highly regarded North Yorkshire village is situated in the stunning Howardian Hills approximately 3 miles south of Helmsley, with Castle Howard, Rievaulx Abbey and Ampleforth Abbey nearby. The property itself is within walking distance of the popular tourist attraction of The National Trust's Nunnington Hall.

Viewing Arrangements

Sinictly by appointment only via the Leeds office of Davey Co on 0113 280 5881.

The Business Premises

- Lounge Bar:** With return bar servery, log burner double sided to the dining room, loose tables, chairs, pew seating and bar stool seats, exposed stone walling, beamed ceiling, comfortably accommodating in excess of 40 sealed customers.
- Dining Room 1:** Currently utilised as a games area with double sided log burner to the lounge bar, exposed stone walling, for around 8-10 covers, open access through to;
- Dining Room 2:** With exposed stone walling, loose tables and chairs comfortably accommodating around 16 covers.
- Ladies & Gentlemen's WC's:** Fitted and presented to a good standard.
- Catering Kitchen:** Extensive catering kitchen facility which is very well equipped and includes a preparation kitchen, wash up area and a walk in refrigerated cold room is set to the rear.

Potential Letting Accommodation: The former stable block set to the rear of the property with excellent access from the car park and outside trading terrace could be converted, to provide 3 excellent en-suite letting bedrooms, subject to the appropriate consents. In addition, the owners accommodation comprises 5 rooms (1 of which is en-suite) and a bathroom which could also be converted, again subject to the appropriate consents, to provide a number of letting bedrooms subject to the new owners private accommodation requirements.

The Owners Accommodation

As mentioned above this could provide letting bedroom accommodation, currently configured to provide 5 good sized rooms, 1 of which has an en-suite shower room, a family bathroom, and there is also an attic bedroom and storage.

Outside

There is gated access to a good sized gravelled privately enclosed customer car park which also provides access onto the well presented paved outside terrace trading area furnished with timber tables and chairs 1 seat approximately 20 customers. There is a former stable block comprising 3 large stable which could be converted to provide 3 excellent en-suite letting bedrooms subject to the appropriate consents. There is also a private garden area for the use of the owners.

Trading Information

Trading information supplied by our clients show net sales comfortably in the order of £200,000 trading on limited hours only over 5 days a week and 11 months of the year, due entirely to our clients personal preference. The business possesses outstanding trading potential given the demographics of the location and also the extent of facilities provided.

Further accounting information will be made available to genuinely interested parties who have viewed the business.

Opening Hours

Monday & Tuesday: Closed all day
Wednesday - Sunday: 12.00 midday - 3.00pm & 5.30pm - 11.00pm

Trade Fixtures & Fittings

We are advised that the fixtures and fittings are substantially free of loan, hire purchase and lease agreements.

Staff

Run by our clients with the assistance of a pool of around 6 part time members of staff.

Licenses

The property has a premises licence granted by the relevant local authority. It is a requirement of the Licensing Act 2003 that properties serving alcohol have a designated premises supervisor, who must be the holder of a personal licence. Prospective purchasers are advised to take appropriate specialist advice.

Rates

The rateable value of the premises is approximately £17,400 with the rates payable for 2016/2017 being approximately £8,578 including transitional relief.

Tenure

We are advised the property is freehold.

VAT

All matters relating to VAT are reserved and VAT is payable if and where appropriate at the standard rate.

Price

Offers are sought in excess of £600,000 for the freehold property, the goodwill of the business and trade fixtures and fittings. Stock to be purchased separately at valuation.

Result 10 of 85

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N-520984

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BUSINESS INTELLIGENCE

AS ✓
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The Royal Oak Inn

ROYAL OAK INN

Leeds Office Ref Number: 54/55280

Church Street
Nunnington
York
YO62 5US

Freehold: £650,000

Letter 1

Contact details: Oliver Brown
E-mail: Oliver.Brown@christie.com
Phone: +44 (0) 113 389 2700

- + Freehold North Yorkshire Village Pub
- + Accommodation, Car Park, Kitchen
- + Recently Renovated, 50/50 wet-dry split
- + Good tourist footfall
- + Potential for letting rooms
- + Loan available via Christie Finance, subject to status. EPC Exempt

Office Ref Number: 54/55280



Situation

The Royal Oak Inn is located in Nunnington, a village in the Ryedale district of North Yorkshire, circa 10 miles from Malton and circa 6.5 miles from Helmsley on the edge of the Moors. Nunnington is close to both Castle Howard and Rievaulx Abbey providing a steady supply of tourists to the area and is within close proximity of the National Trust Nunnington Hall which attracts many visitors each year.

The property

The building is a detached three storey, stone built, grade II listed pub, with separate stone built block to the rear currently used as several storage rooms. The car park behind provides parking for circa 10 cars.

Internal details

The ground floor of the pub contains the main trading area, with central bar and assorted seating throughout. An adjoining room is used as a games area with darts and bar billiards, which follows onto an 'Italian corner' themed nook. The ground floor also contains a full commercial kitchen, with walk in cold room built into the rear storage block and ladies and gents WCs. To the rear of the pub is a patio beer garden, providing space for drinking and dining throughout the summer.

Owner's accommodation

There are 3 bedrooms on the first floor 1 en suite and house bathroom, office and lounge. Upstairs there is an attic bedroom and another attic used as storage.

The business

Our clients have renovated the property over the last 18 months, setting up a traditional Yorkshire pub restaurant with modern touches, and a menu influenced by their 14 years in Italy utilizing local ingredients. They are now looking to retire and focus on family life. The building itself is licensed to be run as a pub, wine shop or private residence giving a new owner several options. Weekly events including Italian lessons and music nights, as well as a simple well sourced menu, drives trade providing a 50/50 dry-wet split. The potential to increase trade through extending the opening hours is great and the sizeable outbuildings also offer the potential for letting rooms.

A new owner can build on the business our clients have founded, and continue to increase trade, or convert the site into several private residences as it has been in the past, subject to obtaining the relevant planning permission.

Trading hours

Wednesday to Saturday 12pm - 3pm and 6pm - close
Sunday lunches from 12pm - 3pm and the bar is open Sunday 6.00pm to 11.30pm

Fixtures & fittings

Though the majority of Fixtures and Fittings are included there are several excluded items which can be purchased, and some items that belong to our clients which will be pointed out on viewing.

Staff

There are 4 full time staff and several part timers, not including our clients. This includes the manager who has been here for 9 years. The other part timer has been here for 35 years with various owners. They can assist in the smooth transition for new owners. These two are contracted.

Fire risk assessment

We have assumed that a suitable and sufficient Fire Risk Assessment has been carried out. Under the Regulatory Reform (Fire Safety) Order 2005 this assessment needs to be recorded in writing where there are five or more employees, the property is under enactment of a licence or where an alterations notice has been served.

Business rates

The business rates are £15,000 with circa £8,000 payable.

Tenure details

Freehold

Finance & Insurance

Christie Finance and Christie Insurance are sister companies of Christie + Co and specialise in providing intelligent solutions to your business finance and insurance needs.

For full information, please call Christie Finance on 0113 389 2714 or Christie Insurance on 03330 107 160. Alternatively, apply for your business mortgage [here](#) or get a quote to insure your business [here](#).

Valuation Services

Christie + Co has the largest national team of Chartered Surveyors and Valuers dedicated to its specialist markets, offering valuations, consultancy, rating, investment, rent reviews, lease renewals, building surveying, planning and dispute resolution advice in all our sectors.

Viewing

No direct approach may be made to the property. For an appointment to view, please contact the agent.

Contact details: Oliver Brown
E-mail: Oliver.Brown@christie.com
Phone: +44 (0) 113 389 2700

Details subject to the standard conditions of Christie + Co's particulars.

See "Disclaimers" section.

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N-115767



**Royal Oak Inn
NUNNINGTON, NORTH YORKSHIRE**

- Tremendously characterful and well known country inn
- Highly desirable village trading location
- Spacious 4 bedroom flat for owners or managers
- Turnover £231,119 net of VAT management run

CONTACT US

Viewing is strictly by prior appointment with Colliers International through

Peter Bean
Hotels
0113 2001888
peter.bean@colliers.com

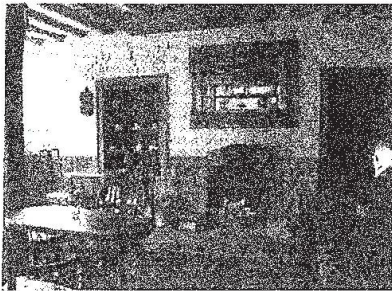
Property Ref: LS55860

Colliers International
15-16 Park Row
Leeds
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LS1 6HD

www.colliers.com/uk/hotels

£550,000 - Freehold

The Royal Oak Inn, Nunnington, York, North Yorkshire, YO62 5US



Beautifully situated in a charming Conservation village, the Royal Oak is a classic country inn with tremendously characterful bar and dining areas. Beautifully extended over the years, the well-known inn also has excellent spacious purpose-built kitchen and back of house facilities, able to service high volume food trade and for owners or managers there is plenty of accommodation in the form of a spacious 4 bedroom flat.

Located in a highly desirable and affluent area on the edge of the North York Moors National Park, the Royal Oak has a very strong trading location and draws discerning local and visitor trade from surrounding towns and villages and the City of York. Nearby attractions include Helmsley, Malton, famous Castle Howard and Ampleforth School, whilst on the doorstep is the popular National Trust Kunnington Hall. In addition there is wonderful walking country all around.

The current owners acquired the Royal Oak in November 2007 and it has been operated principally by management and staff whilst other business interests have taken precedence. Now, the sale is brought about by a change in personal circumstances and the possibility of a move abroad, giving buyers a rare opportunity to acquire this wonderful country inn with its tremendous trading potential.

THE PROPERTY

With origins from the 18th century, the Royal Oak is a very attractive detached Grade II Listed inn constructed in dressed limestone with pitched clay pantile covered roofs.

PUBLIC AREAS

Rear entrance from the car park into the lobby with ladies and gentlemen's toilet facilities. Through to the bar where an open fire on the right draws customers into this lovely room with its exposed beams, collection of traditional settles, chairs and tables and pretty sash windows. A step leads down to the lower area of the room with stone fronted bar counter and servery behind, and large stove. In all the bar seats comfortably around 30 diners. In addition there are two lovely snug rooms for around 16 and 12 dining.

OWNER'S OR MANAGER'S FLAT

Spacious private accommodation arranged over the entire first floor comprising lounge with stone surround open fireplace, lounge bathrooms with shower over the bath, principal double bedroom with en suite bathroom, again with shower over the bath, and three additional double bedrooms. A staircase leads to a good size attic floor currently used for storage.

SERVICE AREAS

Purpose-built, spacious and well equipped commercial kitchen. Refrigeration/prep room. Staff wc, beer cellar.

OUTSIDE

Rear car park and a range of single storey former stables incorporating various stores. Small enclosed garden to the side.

SERVICES

Ryedale District Council at Malton - (01653) 600636

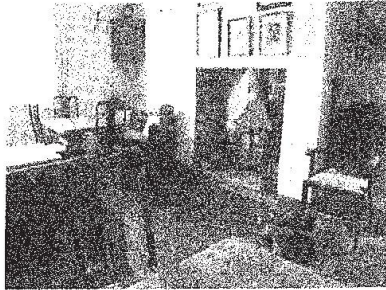
Mains electricity (3 phase), water and drainage, LP gas for cooking and oil-fired central heating.

LICENCES

Premises Licence

TRADE

Accounts for the year ended 31 March 2010 show turnover £231,112 net of VAT



DEVELOPMENT POTENTIAL

In addition to the outside storage areas there are parts of the outbuildings which are principally unused and could be converted to provide perhaps two living bedrooms or a self-catering cottage subject to grant of consents.

PRICE

£250,000 for the freehold complete with goodwill and trade contents (according to inventory), excluding personal items. Stock at valuation.

FINANCE

Cofleys International is able to assist prospective purchasers by introducing sources of finance if required. Whilst we do not charge the buyer for this service, we may receive an introductory commission from the lender or broker involved.

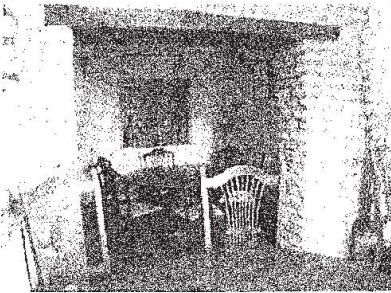
TO VIEW

All appointments to view **MUST** be made through the vendors' agents who are acting with sole selling rights.

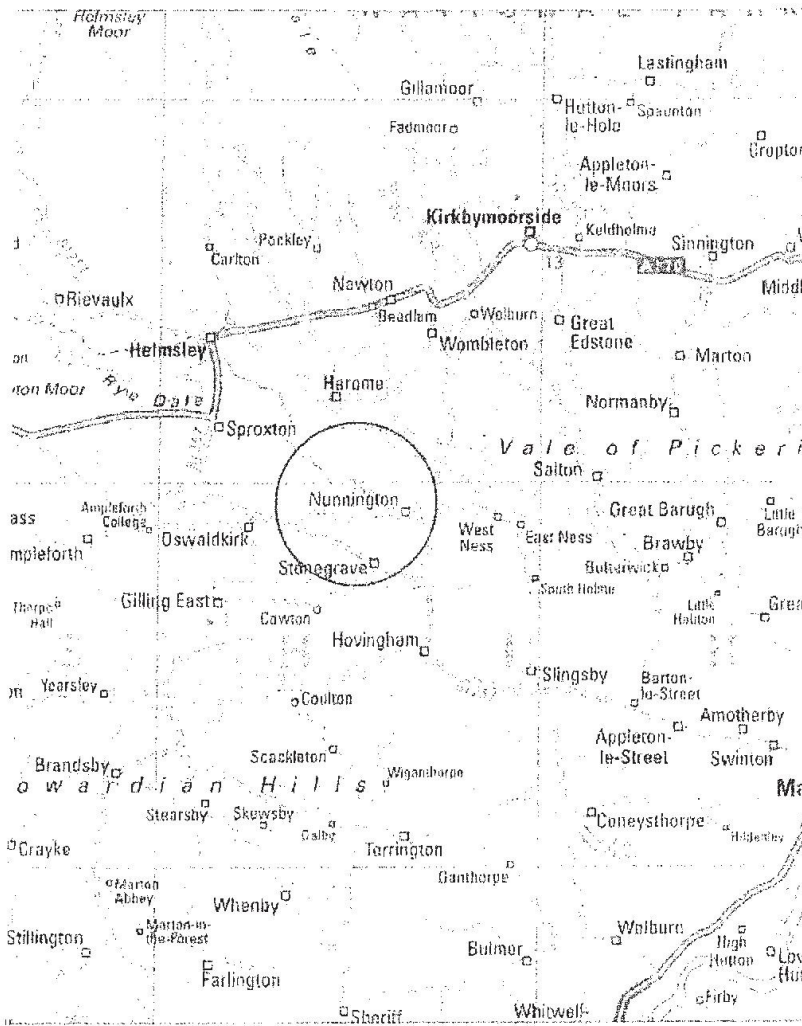
MILEAGES & DIRECTIONS

A170 about 4 miles, Helmsley 6.5, Malton 11, York 19, Thirsk 22 and Scarborough 30.

After passing through the country market town of Helmsley, head east on the A170. Pass through the village of Saundain, and take a right turn following the sign for Nunnington. Follow the road through the village of Worthington and then turn left following the signs to Nunnington. After about 3 miles cross over the old humpback stone bridge with Nunnington Hall on the left and turn immediately right onto Church Street following the road up the hill between the high banked grass verges whereupon the Royal Oak Inn is easily found on the right.



The Royal Oak Inn, Nunnington, York, North Yorkshire, YO62 5US



Map produced by Ordnance Survey from aerial photography. The map is a reproduction of the original map and is not to be used for any other purpose. The map is a reproduction of the original map and is not to be used for any other purpose. The map is a reproduction of the original map and is not to be used for any other purpose.

Colliners INTERNATIONAL

APPENDIX DCS4
BBPA 'Rural Character Model' - 2017

Rural character

c. £5k turnover per week

All figures exclusive of VAT

£		
Total drinks sales	3,082	
Total food sales	2,847	
Total sales	5,929	
Cost of drinks	1,371	
Cost of food	1,087	
Total cost	2,458	
Gross profit	3,471	58.5% gross profit margin
		% cost to turnover
Wages & salaries	1,327	22.4%
Rates	192	3.2%
Utilities	285	4.8%
Repairs & renewals	94	1.6%
Insurance	42	0.7%
Marketing/Promotion/Telephone	80	1.4%
Consumables	36	0.6%
Waste Disposal/Cleaning/Hygiene	56	1.0%
Professional fees	82	1.4%
Bank charges	50	0.8%
Equipment hire etc	29	0.5%
Interest on capital	31	0.5%
Other costs	83	1.4%
Total operating costs	2,387	40.3%
Divisible balance	1,084	18.3%

Notes

Figures show average for all pubs reported in this category. Figures are presented exclusive of VAT.

A manager/assistant manager salary, Pay TV and gaming machines are NOT included in the above model – extra income/cost lines must be added if these will form part of your pub business. Rates are not necessarily subject to applicable reliefs – check with your pub company/brewery as to what discounts may be available.

Where these figures are to be used in preparing business plans or for other purposes it should be borne in mind that all pubs are unique and that the actual costs incurred will be dependent on the different aims and styles of the business according to the location, the market and the skills of the tenant/lessee.

Costs do vary across the country and the size of the business, as well as its focus, will have significant impacts on costs.