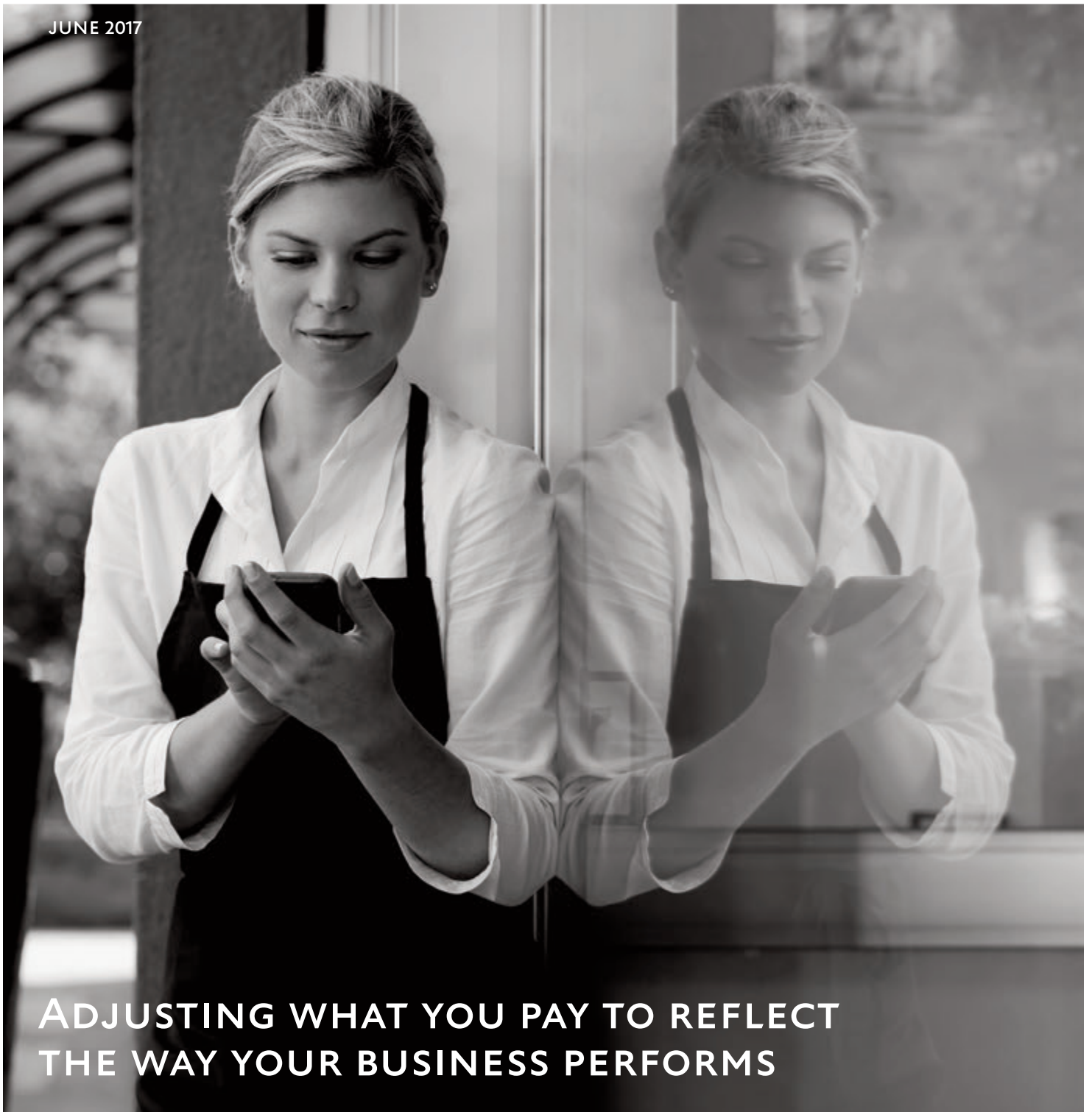




**GREENE KING**  
PUB PARTNERS

# TURNOVER AGREEMENT

JUNE 2017



**ADJUSTING WHAT YOU PAY TO REFLECT  
THE WAY YOUR BUSINESS PERFORMS**

## SUMMARY

Our turnover agreement reflects how your business performs. You pay a fixed rent plus a percentage of your weekly net turnover sales.

- A 5 year, fixed term agreement, contracted out of the Landlord and Tenant Act 1954.
- Basic rent plus a Turnover Royalty percentage.
- Basic rent subject to capped annual changes in the Retail Prices Index (RPI) only with no rent reviews.
- Flexible tie variations available.
- Discounted price list unique to the Turnover Agreement.
- Greene King is responsible for the structure of the building.
- Ability to end agreement with 6 months' notice and payment of a Standard Notice Fee (3 months' basic rent). Notice can be served at any time.

## HOW WE CALCULATE THE TURNOVER ROYALTY

Greene King will provide, free of charge, an Electronic Point of Sale (EPOS) till system. The number of tills installed will depend on the size of your business.

We will use the EPOS data to calculate your Turnover Royalty each week. It will be charged to your Trade Account in arrears on a weekly basis.

## SUPPORT AND TRAINING ON YOUR EPOS SYSTEM

Your EPOS system installation includes a BT line, cabling and hardware. Greene King will maintain your system for the duration of your Turnover Agreement.

An on-site user and management training day will be provided. Optional off-site management training is also available if required. You will also receive a one day go-live 'intensive care' support. Ongoing support will be provided for hardware, software and telephone line issues.

A separate service is offered, again free of charge, for product, menu, price and promotions changes.

## EXAMPLE DISCOUNTS

### PRICES EXCLUDING VAT, CORRECT JUNE 2017

CATEGORY	PRODUCT	WHOLESALE PRICE	EXAMPLE DISCOUNT	NET PRICE
Brewery Conditioned Beer	50L Brewdog Punk IPA 5.4	£244.74	£54.99	£189.75
	50L John Smith's Smooth 3.6	£149.04	£54.99	£94.05
	50L Greene King IPA chilled/smoothflow	£137.50	£58.65	£78.85
	3.6 50L Belhaven Best 3.2	£131.05	£58.66	£72.39
	50L East Coast IPA 4.0	£147.58	£58.65	£88.93
Cask Ale	Firkin Greene King House Bitter 3.9	£106.73	£42.00	£64.73
	Firkin Abbot Ale 5.0	£129.66	£48.00	£81.66
	Firkin Greene King IPA 3.6	£106.72	£42.00	£64.72
	Firkin H&H Bitter 3.9	£105.58	£48.00	£57.58
	Firkin London Glory 4.1	£119.61	£42.00	£77.61
	Firkin Morland Original 4.0	£112.97	£42.00	£70.97
	Firkin "Old Golden Hen" 4.1	£110.20	£39.00	£71.20
Draught Cider	Firkin "Old Speckled Hen" 4.5	£116.90	£42.00	£74.90
	50L Strongbow Dark Fruit 4.0	£184.02	£65.99	£118.03
	50L Aspall Cyder 5.5	£173.58	£65.99	£107.59
	50L Strongbow 4.5	£158.87	£65.99	£92.88
	50L Thatchers Gold 4.8	£157.67	£65.99	£91.68
Draught Stout	50L Guinness 4.1	£178.13	£47.65	£130.48
Premium Draught Lager	10gl Stella Artois 4.8	£171.61	£66.66	£104.95
	30L Birra Moretti 4.6	£117.64	£37.43	£80.21
	50L San Miguel	£189.67	£73.32	£116.35
	50L Estrella Damm 4.6	£206.62	£73.33	£133.29
	50L Kronenbourg 1664 5.0	£188.91	£73.32	£115.59
	50L Peroni Nastro Azzurro 5.1	£220.94	£73.32	£147.62
	50L Pravha 4.0	£177.20	£65.99	£111.21
Standard Draught Lager	50L Amstel 4.1	£167.82	£65.99	£101.83
	50L Carling 4.0	£167.94	£65.99	£101.95
	50L Carlsberg 3.8	£150.90	£65.99	£84.91
	50L Foster's 4.0	£162.95	£65.99	£96.96
	50L Coors Light 4.0	£181.35	£65.98	£115.37
	50L Tennent's 4.0	£163.63	£62.32	£101.31

# WHY CHOOSE GREENE KING

## THE BEST PUBS, THE BEST SUPPORT

Greene King is one of the leading pub companies in the UK. We've achieved this position because of our passion and dedication to succeed.

We're committed to two things:

1. Producing fantastic, award-winning ales, such as Greene King IPA and "Old Speckled Hen" and Belhaven Best. We've been brewing for over 200 years so, when it comes to good beer, we really know what we're talking about.
2. Helping people who share our passion for the industry get started on their journey, opening remarkable pubs across the UK, to be enjoyed by the Great British public.

Our position in the industry, as experienced brewers as well as a leading pub company, provides us with a unique opportunity to offer superior knowledge and support throughout your journey as a Greene King Licensee. In addition to our insights into what makes a good beer, and access to our products at discounted rates, Licensees also receive excellent business support.

When you take on a pub with us, you'll have a dedicated Business Development Manager (BDM), to act as your personal business consultant, helping you maximise your return on investment, and build a highly successful business.

We're extremely proud of our achievements, and believe we offer the very best solution for those who dream of running a successful pub.



**GREENE KING**  
BURY ST EDMUNDS

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