

Admiral Taverns Rent Policy (England Pubs) for April 2021 onwards

Dear Licensee,

I hope that you are well and excited at the prospect of being able to open from April 12th, outdoors and from May 17th, indoors. I hope that as many of you as possible will take the April opportunity, and try to steal a march on your competitors where you can.

Final government trading regulations are not yet known but Admiral Taverns is actively engaged with MPs, Ministers, and the broader industry to push for as few trading restrictions as are sensible in dealing with our vaccination and Covid environment.

We at Admiral are highly energised at the prospect of helping you to open and trade as soon as possible, and our thoughts are quickly moving to how we can support you with your reopening plans. We are well on with the process of you destroying out-of-date cellar stock and of getting you credit quickly for all such unopened containers. We will run again our own updated and bespoke webinars to cover successful re-opening, and our first set of webinars will be targeted to trading outdoors in April. You will receive shortly a letter from our Commercial Director with details on re-opening orders and delivery, initial product range, cellar stock credits, the abovementioned webinars and other relevant re-opening information.

As you know, we have offered significant rent credits since March 2020, starting with the initial rent-free period of 6 weeks, and since then have always based our approach upon a detailed assessment of affordability in light of costs, government support and ability to trade. We have now completed our latest assessment and can confirm rent policy from April 2021 onwards as follows subject to your continued occupation and the remaining term of your tenancy agreement:

For both April and May, no change from our March policy, i.e.

- If your Rateable Value is £15,000 or less, you will receive a rent credit to ensure your combined charge for rent, insurance & service charge is **capped at £750 per month (ex VAT)**.
- If your Rateable Value is more than £15,000, you will receive a rent credit to ensure your combined charge for rent, insurance & service charge is **capped at £1,300 per month (ex VAT)**.

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June: You will receive a rent credit of 25% per month (reducing the net payable to **75%** of your agreement level), subject to a floor annual rent payment level of £5,200. Full insurance and service charges.

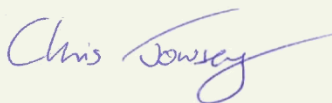
July onwards: Rent at **100%** of your agreement level. Full insurance and service charges.

The above rent policy assumes you receive all available government grant support (restart grants of £8,000 or £12,000 payable in April). If you have been denied grants previously, it may well be worth re-applying immediately, given some recent changes to eligibility, so please let your BDM know. We are also aware that the speed of grant pay-out by Local Authorities is variable. Therefore, if you have difficulties with cash flow in the coming months, please discuss this openly with your credit controller, who will assist you. We will have full field (BDMs) and head office staff back at work and able to help you from Monday March 22nd, 2021.

Finally, we are clearly now proceeding on a 'full steam ahead' basis, in line with the roadmap the Prime Minister has laid out. Should there be any material change to this roadmap, e.g., a change to pub opening dates, then the above rent policy will be reviewed.

In the meantime, please continue to stay safe, where possible get busy with your outdoor areas! and do not hesitate to contact us if we can be of assistance.

Yours sincerely



Chris Jowsey
Chief Executive Officer