

Our ref: .

13th June 2013

Pubs Consultation
Consumer and Competition Policy
Department of Business, Innovation and Skills
3rd Floor, Orchard 2
1 Victoria Street
Westminster
LONDON
SW1H 0ET

Dear Mr Sir / Madam,

I write to you as an employee of Enterprise Inns PLC.

You may be aware that for many years the leased and tenanted model has been the subject of numerous enquiries. However, the results from these enquiries have resulted in the model being seen as perfectly acceptable albeit with some changes and recommendations which we have fully embraced.

The leased and tenanted model is a fantastic way of offering a low cost entry facility for people to have the opportunity of running their own pub. Many people would not be in position to fulfil their ambition if it were not for the leased and tenanted pubco model. Not only do we invite people into the industry but we make sure that we support all applicants before, during and after the letting process to ensure they receive the best advice and training the industry can offer. I have supported many new and experienced publicans over the past six years who were keen to take on the challenge of running their own business from one of our pubs.

I believe that the Pubco leased and tenanted model works well, it has helped to develop some extremely profitable and successful businesses and this has even led to some publicans becoming multiple operators.

The Voluntary Industry Framework Code embodied into our own Code of Practice is working well and provides an effective rent review procedure (PIRRS) and complaints process (Picas) if publicans believe they have been treated unfairly. If the BIS proposals are introduced it could lead to a whole raft of unintended consequences for all, such as pub and brewery closures, lack of investment, reduction in consumer choice, job losses, a fall in tax revenues and potentially the end of a great system which offers a low-cost and low risk business opportunity to many people.

As a , I have experienced many changes to the industry especially in the last six years. The smoking ban has been followed by the recession, cheap alcohol prices offered in supermarkets, changing networking trends through the internet and extremely poor weather conditions; all these have continuously battered the industry. The Treasury tax has risen by 19% in four years to £1 in every £3 taken across the bar. We, as a company have offered financial support to our publicans through these tough times. Our income per pub has fallen by 12% in order to adapt to these changing conditions.

Again, as an employee and a customer of the pub industry, I ask you consider the many damaging effects that could happen to our industry and communities if the BIS proposals are introduced.

Yours sincerely

Enterprise Inns
[Signature]