

#### **Pubs Code Overview**



Fair and lawful dealing by pub companies in relation to their tied tenants

Tied tenants should not be worse off than they would be if they were free of tie





#### Provisions include:

- Rights for new tenants
- Rent proposal
- Rent assessment proposal
- MRO option
- Business Development

**Managers** 

P&L template



## What about MRO?

#### Market Rent Only option

- No worse off
- 4 gateways
- Strict deadlines
- Negotiation period
- MRO terms
- MRO rent
- Independent Assessors





## **PCA focus**



- Alternative arbitrators
- Publication of awards
- MRO advice note
- Regulatory Compliance Handbook
- Tenant feedback





# **Business Development Managers**

 Represents the pub company in negotiations with tied tenants

 Tenant must know about the role of the BDM and the support and guidance they will provide

Appropriate training

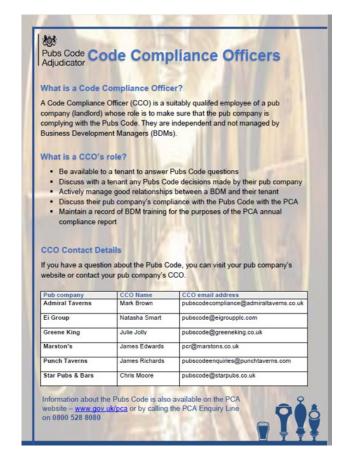


The role of the BDM is pivotal to a successful tied tenant/landlord relationship





## **Code Compliance Officers**



- Verify their pub- owning business's compliance with the Code
- Guardians of the Code
- Be reasonably available to tied tenants





## LATEST FROM THE PCA



#### **Regulatory Compliance Handbook**



**Compliance reports** 



**Tenant Survey** 



**Tenant factsheets** 

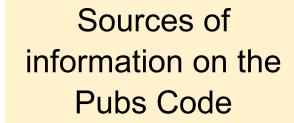




# How can the PCA and CAMRA work together for tenants?

- Tenant networks
- Word of mouth
- Events
- Publications
- Media





- Trade/ tenant networks
- Pub companies/ BDMs
- Other
- PCA









Pubs Code Adjudicator



What changes to the Code would you recommend to the Government to make it work better?

What further measures could the PCA reasonably take to ensure that the tenant is not commercially disadvantaged by a possible dominant position of the pub company?



Does the PCA monitor the structural changes taking place within the larger pub companies to inform it as to which pub companies are likely:

a) to fall outside the PCA's remit and

b) to become new entrants to that remit?







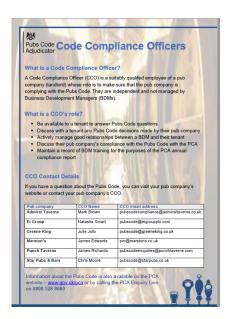
Are you aware of any pub companies with exceptionally good practices when it comes to commercial relationships with their tenants right through from on boarding to exit?





#### Want to know more?





Visit <u>www.gov.uk/pca</u> for more information about the Pubs Code including how to contact us.



