

Issue date: 02 August 2024



The Modern, Progressive Pub Company

**Punch Finance plc**  
**Quarterly Bondholder Report**

Results for the period ended 19 May 2024



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# Disclaimer

## Forward-looking statements

This report may include forward-looking statements. All statements other than statements of historical facts included in this report, including those regarding the Group's financial position, business, plans and objectives of management for future operations are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Group, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Group's present and future business strategies and the environment in which the Group will operate in the future. Many factors could cause the Group's actual results, performance or achievements to differ materially from those in the forward-looking statements. Forward-looking statements should, therefore, be construed in light of such risk factors and undue reliance should not be placed on forward-looking statements. These forward-looking statements speak only as of the date of this report. The Group expressly disclaims any obligations or undertaking, except as required by applicable law and applicable regulations to release publicly any updates or revisions to any forward-looking statement contained herein to reflect any change in the Group's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based.

## Use of non-IFRS financial information

Certain parts of this report contain non-IFRS measures and ratios. We believe that these measures are useful indicators of our ability to incur and service our indebtedness and can assist certain investors, security analysts and other interested parties in evaluating us. Because all companies do not calculate these measures on a consistent basis, our presentation of these measures may not be comparable to measures under the same or similar names used by other companies. Accordingly, undue reliance should not be placed on these measures in this presentation. In particular, underlying EBITDA is not a measure of our financial performance or liquidity under IFRS and should not be considered as an alternative to (a) net income/(loss) for the period as a measure of our operating performance, (b) cash flows from operating, investing and financing activities as a measure of our ability to meet our cash needs or (c) any other measures of performance under IFRS.



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Notes

1. The debt is secured against Punch Pubs Group Limited "PPG", the holding company of the listed debt. The results of the group are consolidated at the PPG level.



## Introduction

Punch Pubs Group Limited was incorporated on 26 May 2021, following which the group acquired its trading subsidiaries on 23 June 2021.

These are the third quarter's accounts of FY24, for the 40 week period up to 19 May 2024.

### Reporting calendar

02 August 2024 – Q3 FY24 quarterly report for the 12 weeks to 19 May 2024

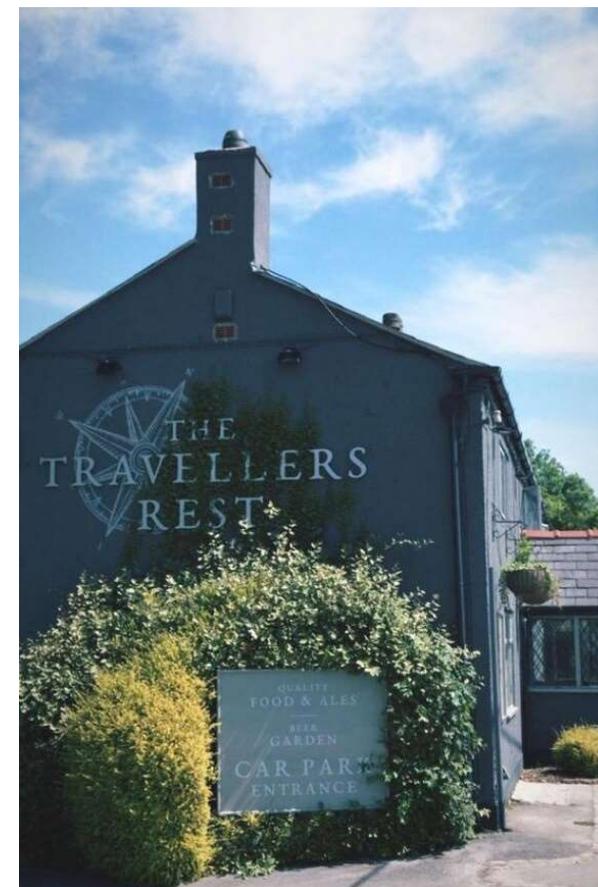
25 October 2024 – Q4 FY24 quarterly report for the 12 weeks to 11 August 2024

09 December 2024- Audited Annual report and financial statements for FY24

14 February 2025 - Q1 FY25 quarterly report for the 16 weeks to 1 December 2024

09 May 2025 – Q2 FY25 quarterly report for the 12 weeks to 23 February 2025

**Investor calls are held twice yearly following the release of the H1 (Q2) and full year (Q4) results.**



## Business Review

- The Punch Pubs Group comprises a little over 1,250 pubs, 92% of which are owned on a freehold or long-leasehold basis.
- The principal characteristics of the estate being:
  - We operate a community pub estate and therefore have limited exposure to the high-street, city centre and late-night markets and we do not operate pub brands with each pub being individual;
  - We operate a drinks-led pub estate and therefore have lower exposure to destination dining with c.80% of our income coming from drink;
  - Being a drink led community estate our pubs tend to have a smaller footprint in terms of size and labour requirement, thus benefiting from lower fixed costs to operate;
  - Our pubs are operated by independent entrepreneurs as opposed to being fully managed. Consequently, we are not directly exposed to changes in labour rates;
  - Just over a third of our EBITDA profit comes from rental income, predominantly on inflation linked 5-year tenancy agreements.



## Business Review continued

- Strong performance in the quarter, delivering £21.8m of underlying EBITDA for the 12 weeks ended 19 May 2024 versus £20.3m of underlying EBITDA in the 12 weeks ended 21 May 2023.
- All three divisions (Leased and Tenanted, Management Partnership and Laine) delivered like-for-like sales growth for the 40 week period when compared to the prior year.
- For the 40 weeks to 19 May 2024 total revenue was £241.5m, compared to £233.9m in the prior year period of 40 weeks to 21 May 2023.
- Underlying EBITDA for the 52 weeks to 19 May 2024 was £87.1m, which compares positively to the £76.0m of Adjusted Underlying EBITDA from the wider Punch Group in the year to August 2019, being the most recent financial year prior to the Covid pandemic.
- A further £7.3m of capex has been invested into our pubs in the quarter alongside acquisitions of £17.1m.



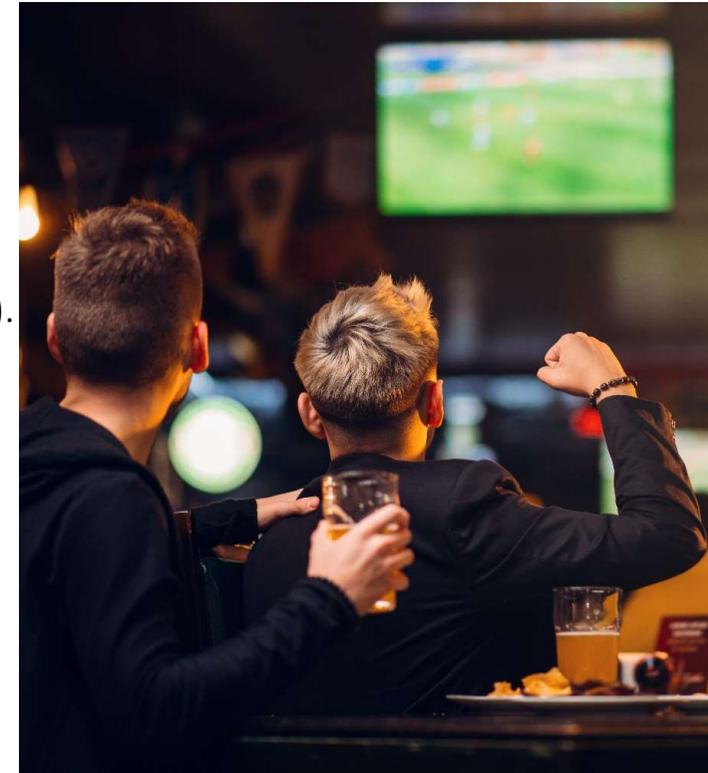
## Business Review continued

- The total net book value of properties at 19 May 2024 amounted to £910.3m, which compares favourably to the full estate property valuation undertaken ahead of the High Yield Bond launch in May 2021 at £849.7m.
- The increase in property values largely reflecting the purchase of the 24 pubs from the Milton Three Pub Group portfolio in the quarter, 56 pubs from the Youngs Pub Company in 2021, continued investment in the estate, and a small number of other pub acquisitions and disposals.
- The Group benefits from operating a predominantly freehold estate, with 92% of the pub portfolio owned on a freehold or long leasehold (greater than 50 years remaining lease term) basis.
- The Group disposed of 7 pubs in the quarter to 19 May 2024, generating proceeds of £4.2m.
- The Group generated a net cash inflow from operating activities for the 12 weeks to 19 May 2024 of £19.0m, 12 weeks to 21 May 2023: £23.0m.
- The Group maintained strong levels of available financial resources of £56.9m at the quarter end, made up of £42.5m of liquidity and £14.4m of 21 RCF funded freehold pub acquisitions.



## Business Review: Outlook

- Sales since the quarter end have continued to be strong with all three divisions continuing the positive sales growth.
- The quarter four period includes the benefit of the UEFA European Football Championships. We traded very strongly on England game days with the Punch MP business recording its highest ever sales day on Sunday 14 June (Spain vs England final). Strong trading during the Euros helped offset weaker trading from negative weather comparatives versus last year.
- Underlying EBITDA in quarter 4 is expected to continue to show positive growth benefiting from sales momentum.
- MAT EBITDA of £87.1m to 19 May 2024 will be boosted by the recent acquisition of 24 pubs, which are forecast to deliver an additional £2.3m of EBITDA, leading to an acquisition adjusted MAT EBITDA of £89.4m.



# Quarterly Results

£m

## Revenue and EBITDA<sup>1</sup>

### Revenue

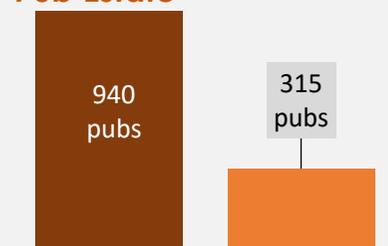
End of Q3: £241.5m  
MAT: £321.1m

### EBITDA<sup>1</sup>

End of Q3: £65.0m  
MAT: £87.1m  
Acquisition run rate adj: +£2.3m

## Pub Estate and Capex / Disposals

### Pub Estate



### Capex / Disposals

Q3 Capex: £7.3m  
Q3 Disposal<sup>2</sup>: £4.2m  
Q3 Acquisitions: £17.1m

## Liquidity, RCF funded acq<sup>n</sup>s<sup>3</sup> & cashflow

### Liquidity and acq<sup>n</sup>s

Q3 FY24: £56.9m  
Q4 FY23: £60.3m

### Operating cash flow

End of Q3: £62.3m  
MAT: £82.9m

## Net Debt and Loan to value

### Net Debt

Q3 FY24: £627.5m  
Q4 FY23: £609.7m

### Loan to value

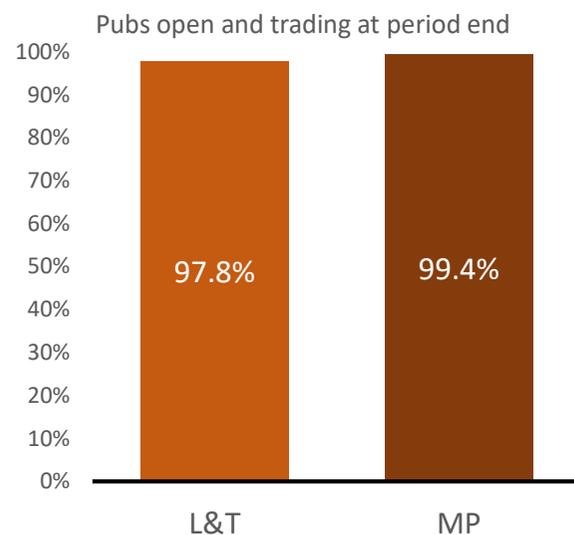
Q3 FY24: 68.9%  
Q4 FY23: 68.3%

1. Underlying items
2. Cash proceeds
3. Freehold acquisitions

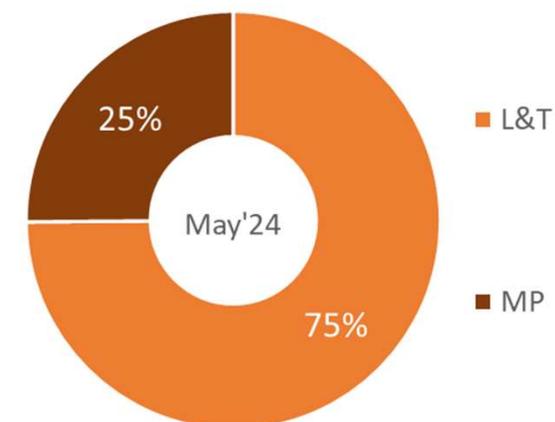


# Estate Portfolio

- At the end of the quarter the Group owned 1,254 pubs, of which 98.2% were open and trading at the quarter end.



Pub numbers	Leased & Tenanted	Management Partnerships	Total
21.May.23 <sup>1</sup>	930	326	1,256
Transfers	3	(3)	-
Additions	-	-	-
Disposals	(8)	-	(8)
13.August.23 <sup>2</sup>	925	323	1,248
Transfers	6	(6)	-
Additions	-	-	-
Disposals	(6)	-	(6)
3.December.23 <sup>3</sup>	925	317	1,242
Transfers	2	(2)	-
Additions	-	-	-
Disposals	(5)	-	(5)
25.February.24 <sup>4</sup>	922	315	1,237
Transfers	-	-	-
Additions	25	-	25
Disposals	(7)	-	(7)
19.May.24 <sup>5</sup>	940	315	1,255



Notes

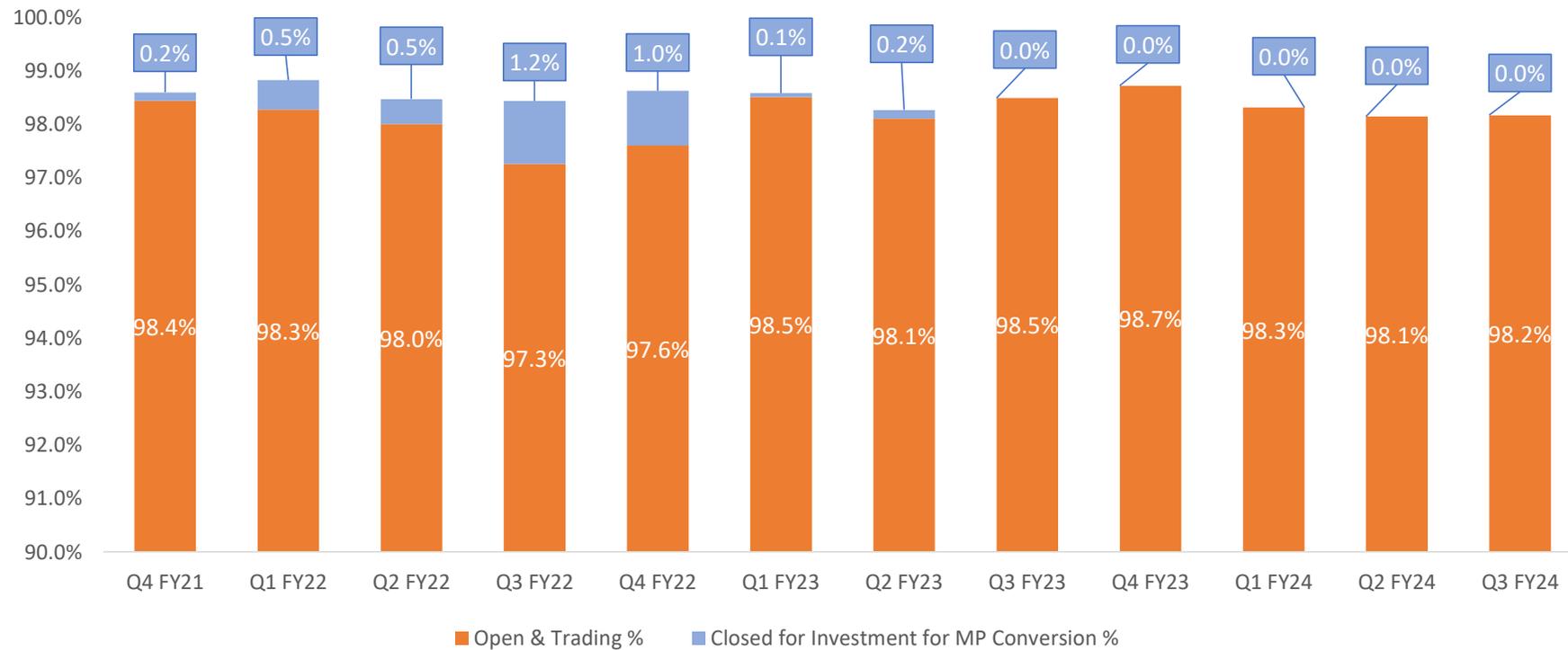
- End of Q3 FY23
- Financial year end FY23
- End of Q1 FY24
- End of Q2 FY24
- End of Q3 FY24



# Estate Portfolio continued

- Of the 1,255 pubs owned by the group at the end of the quarter, 1.8% were temporarily closed

Percentage of pubs open & trading over time



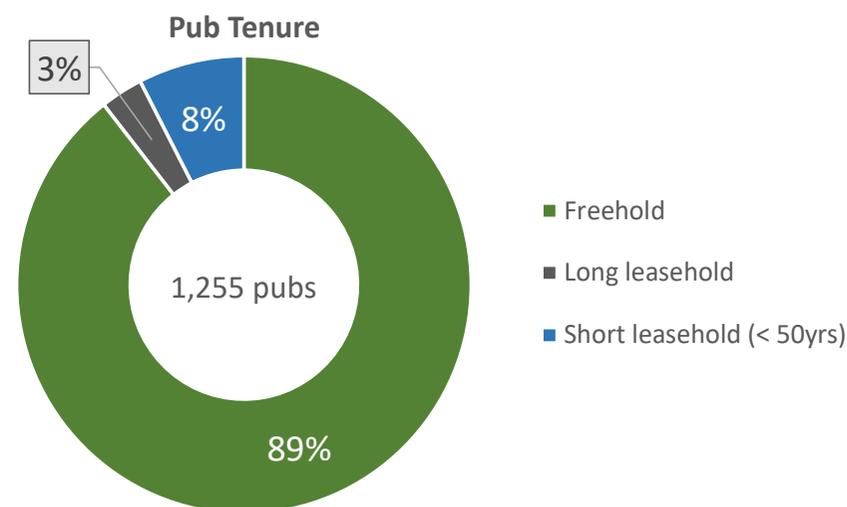
# Estate Portfolio continued



# Loan to Value

- 92% of the pub portfolio is owned on a freehold or long leasehold (>50 years remaining) basis;
- Net debt to property value of 68.9%.

(£m)	Q3 FY24
Secured Notes 6.125%	600
Revolving Credit Facility	29
Less: Cash	(1)
<b>Net Debt</b>	<b>628</b>
Property, plant & equipment <sup>1</sup>	910
<b>Loan to Value</b>	<b>68.9%</b>



Notes  
1. PP&E includes assets classified as held for sale



# Liquidity and RCF Funded Freehold Acquisitions

- The Group maintained strong levels of available financial reserves of £56.9m at the quarter end, made up of £42.5m of liquidity and £14.4m of 21 RCF funded freehold pubs acquisitions.
- Disposal proceeds relate to the disposal of 18 pubs for cash proceeds of £11.0m, at £2.1m above book value.
- Working capital and property lease cash flows are influenced by the timing of quarter ends.



Notes  
 • Liquidity has been restated to reclassify £2.6m of utility deposits from Cash to Working Capital



# Consolidated Income Statement

- YTD non-underlying items include:
  - £2.1m of profit on sale of assets
  - £(1.8)m of one-off costs including professional fees, restructuring and conversion of pubs to the MP division
  - £(0.3)m of share-based payment charges
- YTD finance costs include:
  - £(30.3)m of net interest payable
  - £(3.7)m of interest payable on lease liabilities
  - £(0.4)m net pension interest costs
  - £(1.8)m amortisation of deferred issue costs

	Quarter 3	YTD	MAT
(£m)	19.May.24 <sup>1</sup>	40 weeks	52 weeks
Revenue	76.4	241.5	321.1
Operating costs	(54.6)	(176.5)	(234.0)
<b>Underlying EBITDA</b>	<b>21.8</b>	<b>65.0</b>	<b>87.1</b>
Depreciation & Amortisation	(4.4)	(14.6)	(18.7)
Finance Costs	(10.9)	(36.2)	(47.1)
<b>Underlying profit before tax</b>	<b>6.5</b>	<b>14.2</b>	<b>21.3</b>
Non-underlying items	(0.4)	-	(28.1)
Taxation credit / (charge)	(1.6)	(3.5)	(3.2)
<b>Profit / (loss) for the period</b>	<b>4.5</b>	<b>10.7</b>	<b>(10.0)</b>

1. 40 weeks of trading ended 19 May 2024



## Consolidated Balance Sheet

- Loans are the £600.0m loan notes issued in June 2021. This is offset by deferred issue costs of £5.0m, that will be released over the life of the loan.
- The short-term loans relate to the RCF, the total balance drawn down at 19 May 2024 is £28.5m.
- The loan facility is available until June 2026 and the RCF until January 2026, the group has £41.5m undrawn at 19 May 2024.
- Accruals and deferred income include £22.0m of accrued interest on the debt held.
- The actuary report for the defined benefit pension scheme showed a net asset, we have restricted this to nil under IFRIC 14.

(£m)	Quarter 3 19.May.24	Quarter 4 13.Aug.23
Fixed Assets & Intangible Assets	907.8	881.3
Right of use assets	58.1	59.6
<b>Non current assets</b>	<b>965.9</b>	<b>940.9</b>
Trade debtors, prepayments & other debtors	25.4	18.6
Inventories	3.9	4.1
Non-current assets classified as held for sale	3.6	12.6
Cash at bank	1.0	10.3
<b>Current assets</b>	<b>33.9</b>	<b>45.6</b>
Short-term loans	(28.5)	(20.0)
Trade & other creditors	(32.0)	(29.8)
Lease liability	(9.2)	(8.9)
Accruals & deferred income	(30.2)	(17.6)
Social security & other taxes	(3.4)	(4.2)
<b>Current liabilities</b>	<b>(103.3)</b>	<b>(80.5)</b>
Loans	(595.0)	(593.2)
Lease liability	(62.4)	(64.8)
Deferred tax	(21.4)	(18.6)
Retirement benefit obligations	-	-
<b>Non-current liabilities</b>	<b>(678.8)</b>	<b>(676.6)</b>
<b>Net assets</b>	<b>217.7</b>	<b>229.4</b>
<b>Net debt</b>	<b>627.5</b>	<b>609.7</b>



# Performance Summary

- Summary of quarterly performance for each quarter since the formation of the Bond Group.

	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23*	Q1 FY24	Q2 FY24	Q3 FY24
From	26.May.21	16.Aug.21	6.Dec.21	28.Feb.22	23.May.22	15.Aug.22	6.Dec.22	27.Feb.23	22.May.23	14.Aug.23	4.Dec.23	26.Feb.24
To	15.Aug.21	5.Dec.21	27.Feb.22	22.May.22	14.Aug.22	5.Dec.22	26.Feb.23	21.May.23	13.Aug.23	3.Dec.23	25.Feb.24	19.May.24
No. of trading weeks	8	16	12	12	12	16	12	12	12	16	12	12
<b>Portfolio</b>												
Opening	1,230	1,279	1,274	1,276	1,276	1,271	1,269	1,267	1,256	1,248	1,242	1,237
Acquisitions	56	-	2	1	-	-	-	-	-	1	-	24
Transfer to ULP	-	-	-	(1)	(1)	-	-	-	-	-	-	-
Disposals	(7)	(5)	-	-	(4)	(2)	(2)	(11)	(8)	(7)	(5)	(7)
<b>Closing</b>	<b>1,279</b>	<b>1,274</b>	<b>1,276</b>	<b>1,276</b>	<b>1,271</b>	<b>1,269</b>	<b>1,267</b>	<b>1,256</b>	<b>1,248</b>	<b>1,242</b>	<b>1,237</b>	<b>1,254</b>
<b>(£m)</b>												
<b>Underlying EBITDA</b>	<b>14.2</b>	<b>25.2</b>	<b>14.5</b>	<b>20.4</b>	<b>23.2</b>	<b>23.9</b>	<b>15.0</b>	<b>20.3</b>	<b>22.1</b>	<b>25.6</b>	<b>17.6</b>	<b>21.8</b>
<b>Cash generated from operations</b>	<b>8.7</b>	<b>12.9</b>	<b>10.8</b>	<b>29.6</b>	<b>16.9</b>	<b>17.1</b>	<b>18.1</b>	<b>23.0</b>	<b>20.6</b>	<b>22.2</b>	<b>21.1</b>	<b>19.0</b>
<b>Capex</b>												
Investment	8.4	8.0	7.5	6.1	12.7	11.5	5.2	6.9	7.2	7.7	5.6	7.3
Acquisition	53.0	2.8	1.5	0.6	-	-	-	-	-	-	-	17.1
<b>Total</b>	<b>61.4</b>	<b>10.8</b>	<b>9.0</b>	<b>6.7</b>	<b>12.7</b>	<b>11.5</b>	<b>5.2</b>	<b>6.9</b>	<b>7.2</b>	<b>7.7</b>	<b>5.6</b>	<b>24.4</b>
Disposal proceeds	(1.4)	(5.6)	0.1	(0.2)	(3.2)	(1.1)	(0.9)	(6.4)	(2.8)	(4.1)	(2.7)	(4.2)
<b>Net investment</b>	<b>60.0</b>	<b>5.2</b>	<b>9.1</b>	<b>6.5</b>	<b>9.5</b>	<b>10.4</b>	<b>4.3</b>	<b>0.5</b>	<b>4.4</b>	<b>3.6</b>	<b>2.9</b>	<b>20.2</b>
<b>Net Debt</b>												
Secured loan notes	(600.0)	(600.0)	(600.0)	(600.0)	(600.0)	(600.0)	(600.0)	(600.0)	(600.0)	(600.0)	(600.0)	(600.0)
Revolving credit facility	(30.0)	(30.0)	(40.0)	(40.0)	(30.0)	(30.0)	(35.0)	(20.0)	(20.0)	(20.0)	(25.0)	(28.5)
Cash and cash equivalents	22.5	26.7	15.2	35.5	12.6	16.0	12.7	16.2	10.3	4.1	5.2	1.0
<b>Nominal value of net debt</b>	<b>(607.5)</b>	<b>(603.3)</b>	<b>(624.8)</b>	<b>(604.5)</b>	<b>(617.4)</b>	<b>(614.0)</b>	<b>(622.3)</b>	<b>(603.8)</b>	<b>(609.7)</b>	<b>(615.9)</b>	<b>(619.8)</b>	<b>(627.5)</b>

\* Cash has been restated to reclassify £2.6m of utility deposits from Cash to Working Capital





# Our Punch Promise

'Doing Well, by Doing Good'



# OUR HIGHLIGHTS

Quarterly Bondholder Report

**PUNCH**  
PUBS & CO



Our second Punch Promise ESG Report



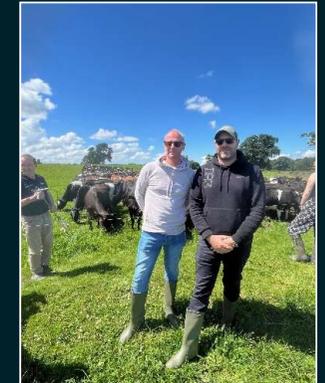
Second Pub Heroes Event – made up of our inspirational Publicans & MPs



Biodiversity Partnership with Eden Project – Pollinator Pubs over 60 pubs now signed up



People's Captain Mental Health First Aider Training



Enhanced collaboration with sustainable food suppliers



'Sleep Out to Help Out' event to fundraise for Only A Pavement Away, over £6,000 raised



Two further Podcasts:  
1. Inspiring Inclusion and Parenting  
2. The Gender and Identity Debate



Supplier Charter launched/driving industry blueprint for supply chain collaboration



Launched our first TCFD report



Push the Pineapple Well-being evening



Community beach clean

[www.punchpubs.com/promise](http://www.punchpubs.com/promise)

# AWARDS UPDATE



Corporate Reporting Awards - Best Sustainability Report Finalist



Publican Awards 2024 – Winners of Best Partnership Pub Company (501+ Sites) Category



In this year's Licensee Index (TLI), Punch was awarded first place among the major Pub Cos



First Pub Company to receive the BII Corporate Sustainability Champion Award



Licensed Trade Charity - Staff Well-being Award winner



MCA Hospitality Awards – Sustainability Category - Finalist

## We're supporting the United Nations Sustainable Development Goals

We have identified four of the 17 goals as a priority to the business.

These goals cover a range of themes that align with some of the great things we already do.

The goals are the blueprint to achieving a more sustainable world and will ultimately support us in our decisions moving forward.

**3** GOOD HEALTH AND WELL-BEING



**7** AFFORDABLE AND CLEAN ENERGY



**8** DECENT WORK AND ECONOMIC GROWTH



**12** RESPONSIBLE CONSUMPTION AND PRODUCTION



**3** GOOD HEALTH  
AND WELL-BEING



## Our Commitment

We will promote and enable positive mental health and physical well-being for all in our business and the communities we serve.

## Our Targets

- 1) Punch Pubs & Co will form five strategic partnerships that promote physical and mental health initiatives, culminating in every Punch pub in every community taking part in at least one of these programmes by 2025.
- 2) Every employee, Publican and Management Partner will receive innovative training and resources to ensure that we provide safe and inclusive spaces for our guests by the end of 2024.
- 3) As a responsible retailer, we will more than double sales of low and no-alcohol by the end of 2025\*.

\*Low and no-alcohol includes beer, cider, lager, spirits and wines.

**7** AFFORDABLE AND  
CLEAN ENERGY



## Our Commitment

We are committed to driving energy efficiency across our business and supply chain in order to address our impacts on climate change.

## Our Targets

- 1) All of our pubs will have a minimum EPC rating of C or above by the end of 2026\*. \*Unless listed under the PRS Exemption Register at the time of goal setting.
- 2) We will reduce our energy consumption\* in our Management Partnerships (MP) pubs and at our Head Office by 30% by the end of 2026\*\*.

\*Leased & Tenanted energy consumption will be captured in our Scope 3 emissions.

\*\*Baseline of 2022. Additional MP pubs will use baseline data from the year the pub transfers to MP.

- 3) We aspire to procure the majority of the electricity, in our Management Partnerships pubs, from certified renewable sources by the end of 2027\*.

\*The UK Government has committed to decarbonising the electricity system by 2035.

**8 DECENT WORK AND  
ECONOMIC GROWTH**



## Our Commitment

We commit to safe and inclusive working conditions, fair pay and responsible growth within our business and across our supplier network.

## Our Targets

1) Working with our industry partners, we will develop eight regional partnerships with schools and colleges to pro-actively support hospitality as a long-term career of choice by the end of 2024.

2) Punch is a Living Wage employer and to recognise this commitment, we aim to achieve an official accreditation by the end of 2024\*.

\*Relates to fully employed Punch personnel.

3) We will grow sales by at least 30% in any new and invested Management Partnerships pub by 2025, benefiting local communities through the creation of skilled hospitality roles by an expected additional six to eight people per pub.

**12** RESPONSIBLE  
CONSUMPTION  
AND PRODUCTION



## Our Commitment

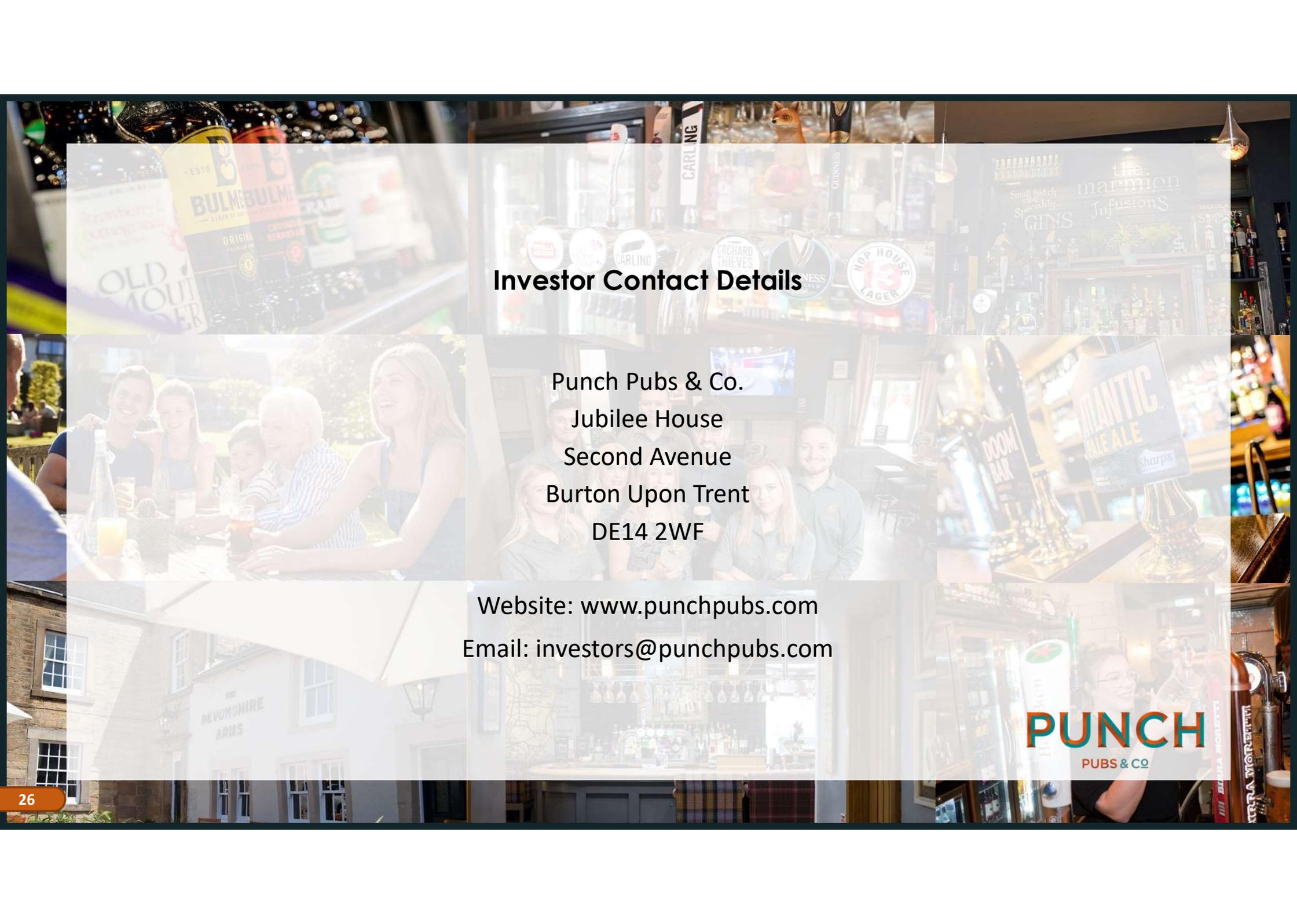
We commit to reducing our impact on our people and the planet through ambitious targets to reduce greenhouse gas emissions, waste and the sourcing of our food and drink from suppliers.

## Our Targets

- 1) We will send zero waste to landfill by the end of 2028, faster if we can.
- 2) We will only work with suppliers that support our bold vision for our people and the planet. To achieve this, we will have an ambitious supplier charter and industry-accredited framework by 2024.
- 3) Our aspiring goal is to reduce our direct emissions (Scope 1 & 2) by 80% by 2032, and we will also be Net Zero by the end of 2040.

# Glossary

Term	Definition
Bond launch	The first day immediately after the bond was issued, 25 <sup>th</sup> June 2021
EBITDA	EBITDA represents earnings before depreciation, amortisation, non-underlying items, profit on sale of property, plant and equipment, non current assets classified as held for sale, impairment, movement in valuation of properties, loss on sale of subsidiaries, finance income, finance costs, tax of the Group and loss attributable to non-controlling interest
Leased & Tenanted (L&T)	The Leased and Tenanted part of our business, in which we rent our properties to tenants who run these pubs and often reside on the premises, The majority of these pubs operate under "tie" arrangements, which each tenant pays below market rent and, in return, is required to purchase the majority of their drinks from us at an above market price.
Liquidity	Total value of cash and cash equivalents plus the amount undrawn under the RCF
Loan to value	Net debt as a percentage of property, plant and equipment
Management Partnership (MP)	The Management Partnership model, is designed to maximise profitability and optimise the retail proposition in each of our pubs, while at the same time minimising operating costs for our Group. Each of these pubs are generally operated by a limited company and by a self-employed management partner, who receives a share of the pub's sales. The publican generally takes responsibility for running the pub on a day-to-day basis, including employing staff, while we generally determine the retail proposition and product offering.
MAT (Moving Annual Total)	The total of the previous 12 months up to the period end date
Net Debt	Nominal value of loan notes and RCF less cash & cash equivalents
Operating cash flow	Net cash generated from operating activities (per the statutory cashflow under IFRS)
PPG	Punch Pubs Group Limited, the top company in the bond group that acts as a guarantor
Property, plant & equipment	Total tangible fixed assets, this comprises of; land & buildings, fixtures & fittings in the pub estate and assets held for sale
RCF	Revolving credit facility, a £70 million super senior revolving credit facility, provided by Barclays Bank Plc and National Westminster Bank Plc
Underlying Adjusted EBITDA	As defined in the Offering Memorandum dated 18 <sup>th</sup> June 2021
Underlying profit before tax	Underlying EBITDA plus depreciation, amortisation and underlying finance costs
Unlicensed Premises (ULP)	A premises without a licence to sell alcohol, these comprise of our corporate offices, development opportunities, and premises that generate rental income



## Investor Contact Details

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