



Alastair Gibson
Ashdown
Richmond Heights
Bath BA1 5QJ

11th April 2013

Re: River Usk Fishing Valuation

Dear Alastair,

Further to our recent discussions, I understand that you are considering buying a share in a company (effectively a syndicate) that owns approximately one mile of double and single bank fishing on the River Usk, and that this company owns the freehold of the river and the fishing rights in perpetuity.

I understand that the price for a share in the company is £30K, with the total number of shares issued being 8. This therefore equates to a total value for the fishing rights of £240K.

The valuation of salmon fishing is usually made on the basis of the 5 or 10 year average of catch of salmon and grilse. A guide for the value of double banked salmon fishing currently is around £8k per salmon caught. This figure might then be adjusted up or down, dependent on whether the fishing is single or double banked, on reputation and heritage, and on other amenities such as location, access, infrastructure etc.

You have indicated that the 10 year average is 30.1 fish, with 65 fish caught last year. Based on the former figure, the price being offered is in the range that I would expect of a valuation based on the current catch return.



However, the Usk is a well-respected salmon river, and I suspect that the current catch returns do not reflect the full potential of the fishings, and by extension the potential asset value.

My experience of fishing syndicates in particular, endorses this view, and I would expect that a younger, more active syndicate membership, taking more advantage of the fishing opportunity, might produce a significant increase in annual catches.

If the catch for last year proves not to be a one off, you can clearly expect the value of the share to rise substantially. Additionally, the work of the Wye and Usk Foundation, which I have read about, can only help the fish numbers to improve over time.

I hope that these thoughts are helpful.

Yours sincerely,

A handwritten signature in black ink that reads "Roger Dowsett". The signature is written in a cursive style with a long, sweeping underline.

Roger Dowsett
Director & Novar Fisheries Manager
Novar Fishings Partnership