

Site Summary



# Bulls Head SK68BH

SK68BH

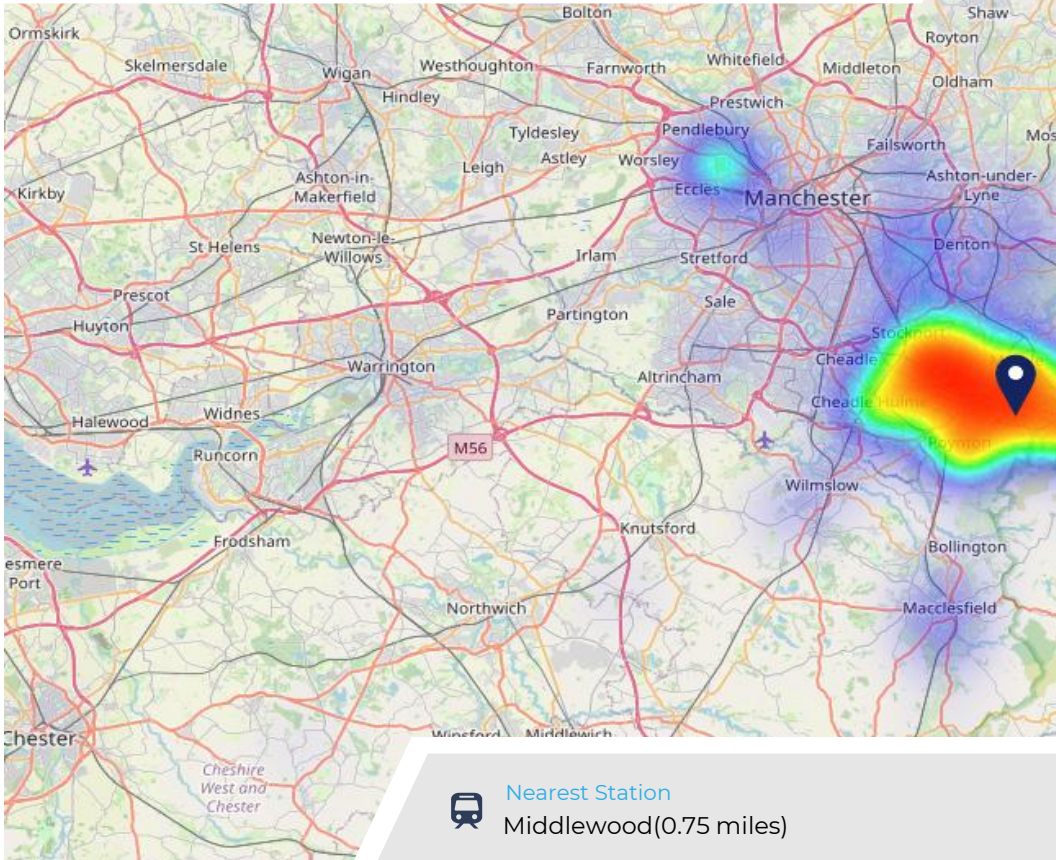
Punch T&L

**Work Area**  
Manchester

**Region**  
North West

**TV Region**  
North West

**Urbanicity**  
Urban city and town



ATV  
**£15.13**



Gender  
**80.14%**  
Male



Affluence  
**46.92%**  
Middle Income



Segmentation  
**30.50%**  
Flourishing Society



Age Group  
**40.97%**  
45 to 54



Visit Day  
**21.17%**  
Fri

### Top Competitors



**The Rams Head**  
SK122AE  
 PCP

**#1**



**The Kingfisher**  
SK121NJ  
 JD Wetherspoon

**#2**



**The Wilfred Wood**  
SK74DF  
 JD Wetherspoon

**#3**

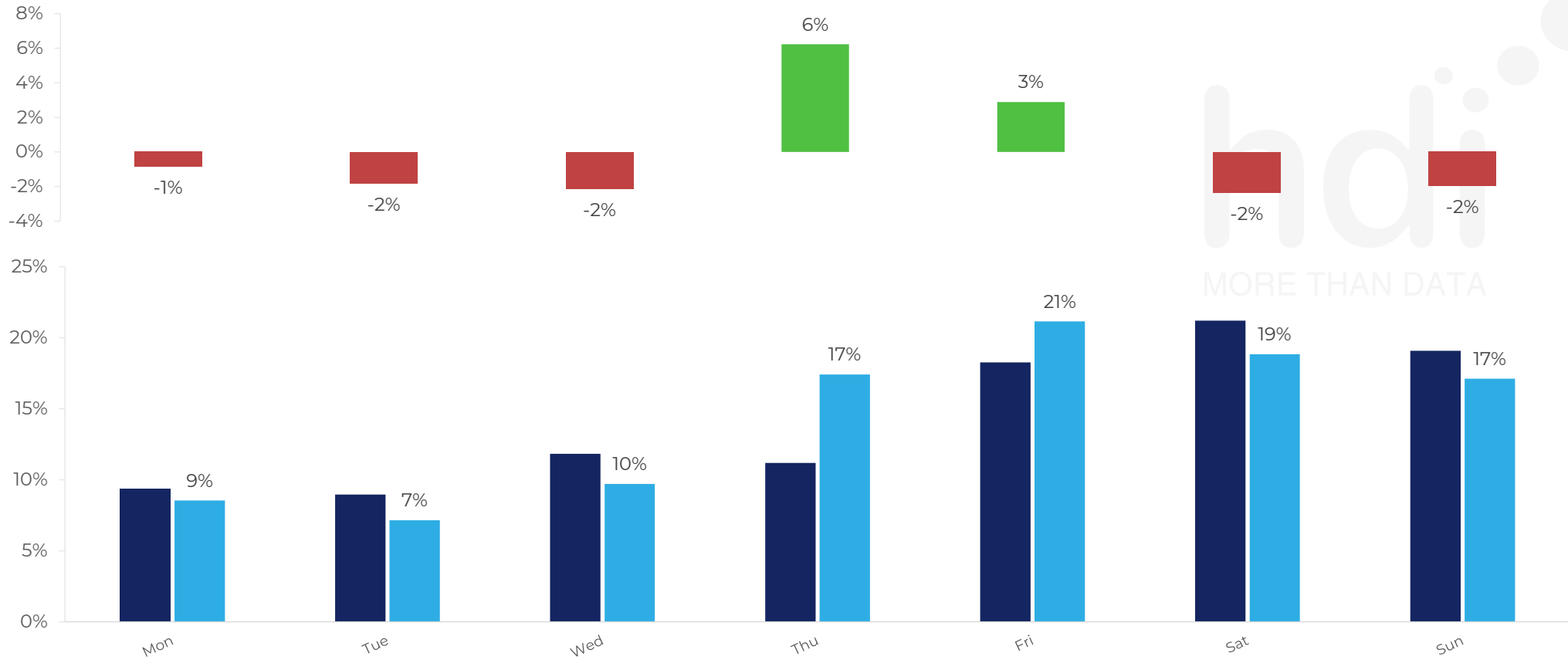


**Nearest Station**  
Middlewood(0.75 miles)

Spend by Weekpart

How is customer spend distributed throughout the week for Bulls Head SK68BH versus its competitors?

% of spend for Bulls Head SK68BH and 111 Chains in 3 Miles from 29/01/2025 - 11/02/2026 split by Day of Week



■ Competitor

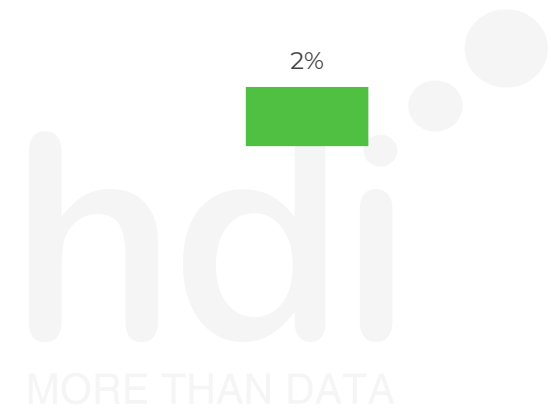
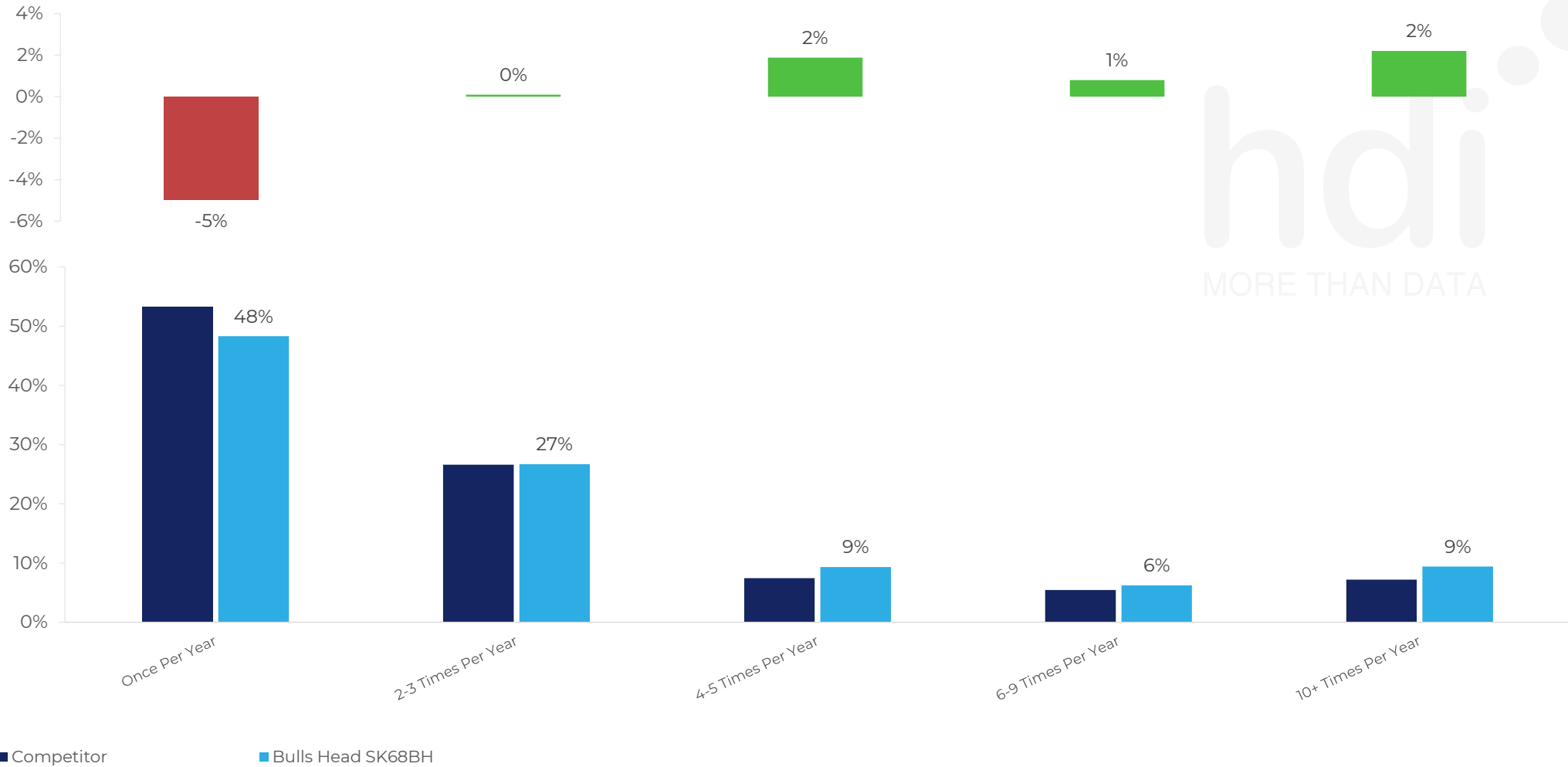
■ Bulls Head SK68BH



Visit Frequency

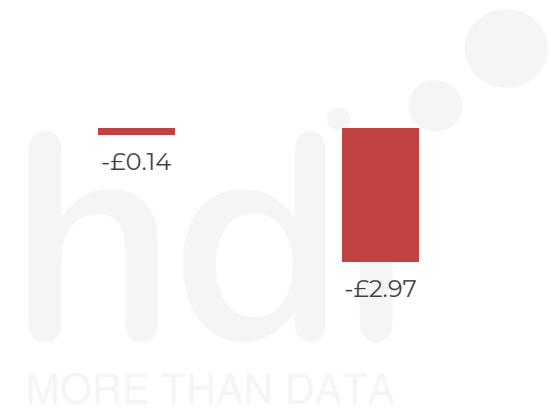
How frequently per year do customers visit Bulls Head SK68BH versus its competitors?

% of customer numbers for Bulls Head SK68BH and 111 Chains in 3 Miles from 29/01/2025 - 11/02/2026 and the number of visits made Per Annum



ATV Change

How has ATV changed between two date ranges?



■ 22/02/2023 - 14/02/2024

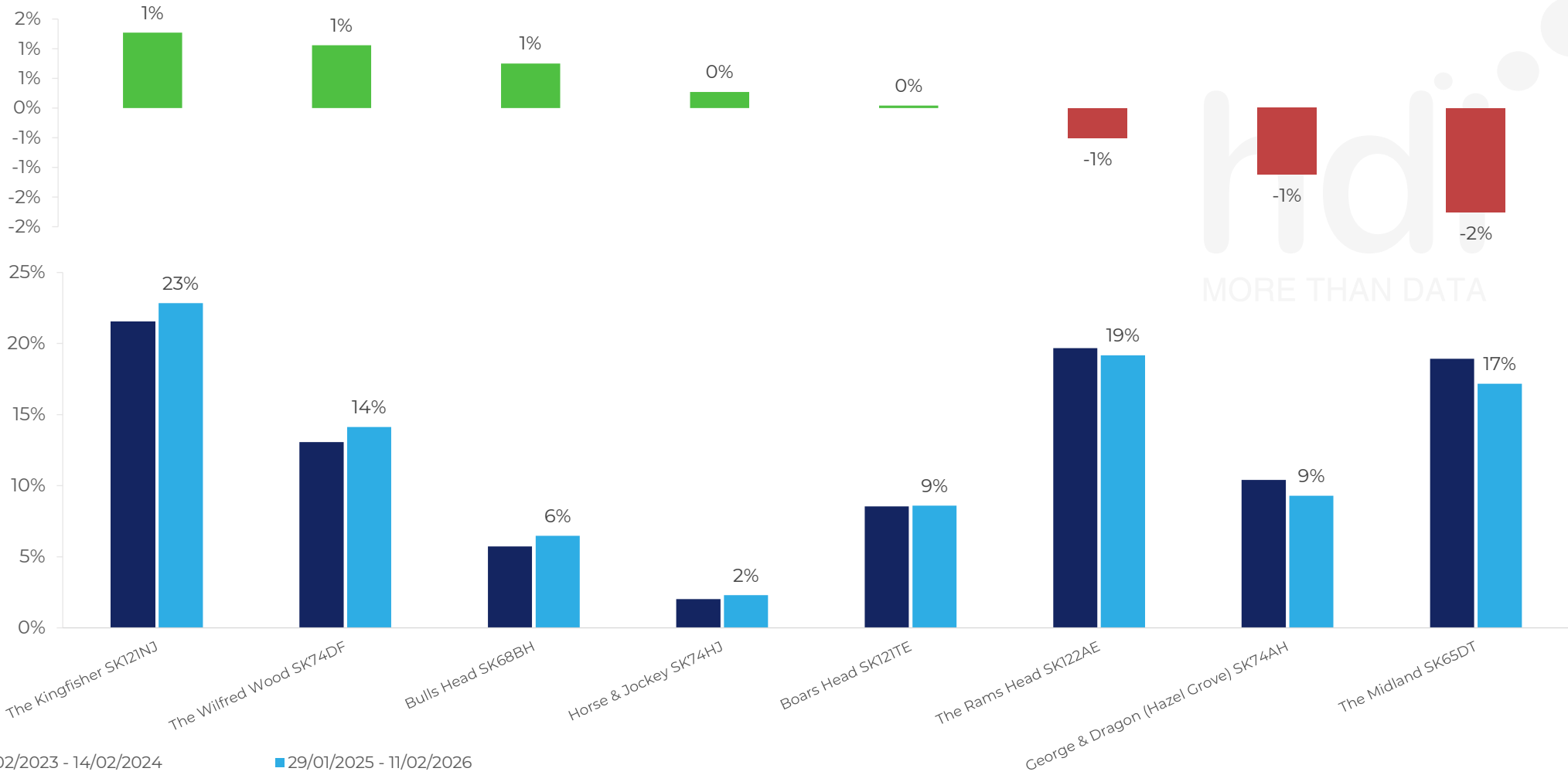
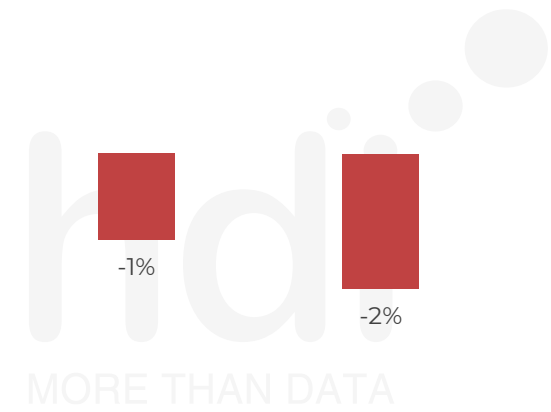
■ 29/01/2025 - 11/02/2026



Market Share Change

How has market share changed between two date ranges?

% of market share spend for Bulls Head SK68BH and 111 Chains in 3 Miles from 29/01/2025 - 11/02/2026

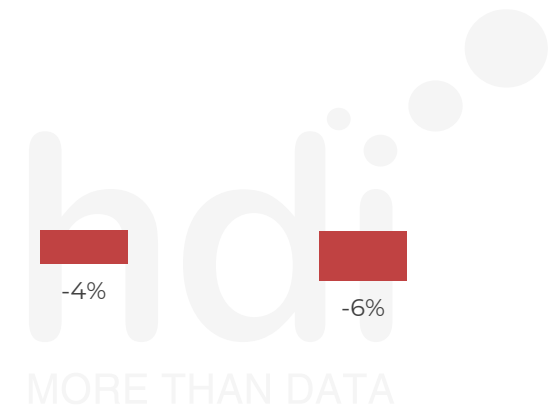
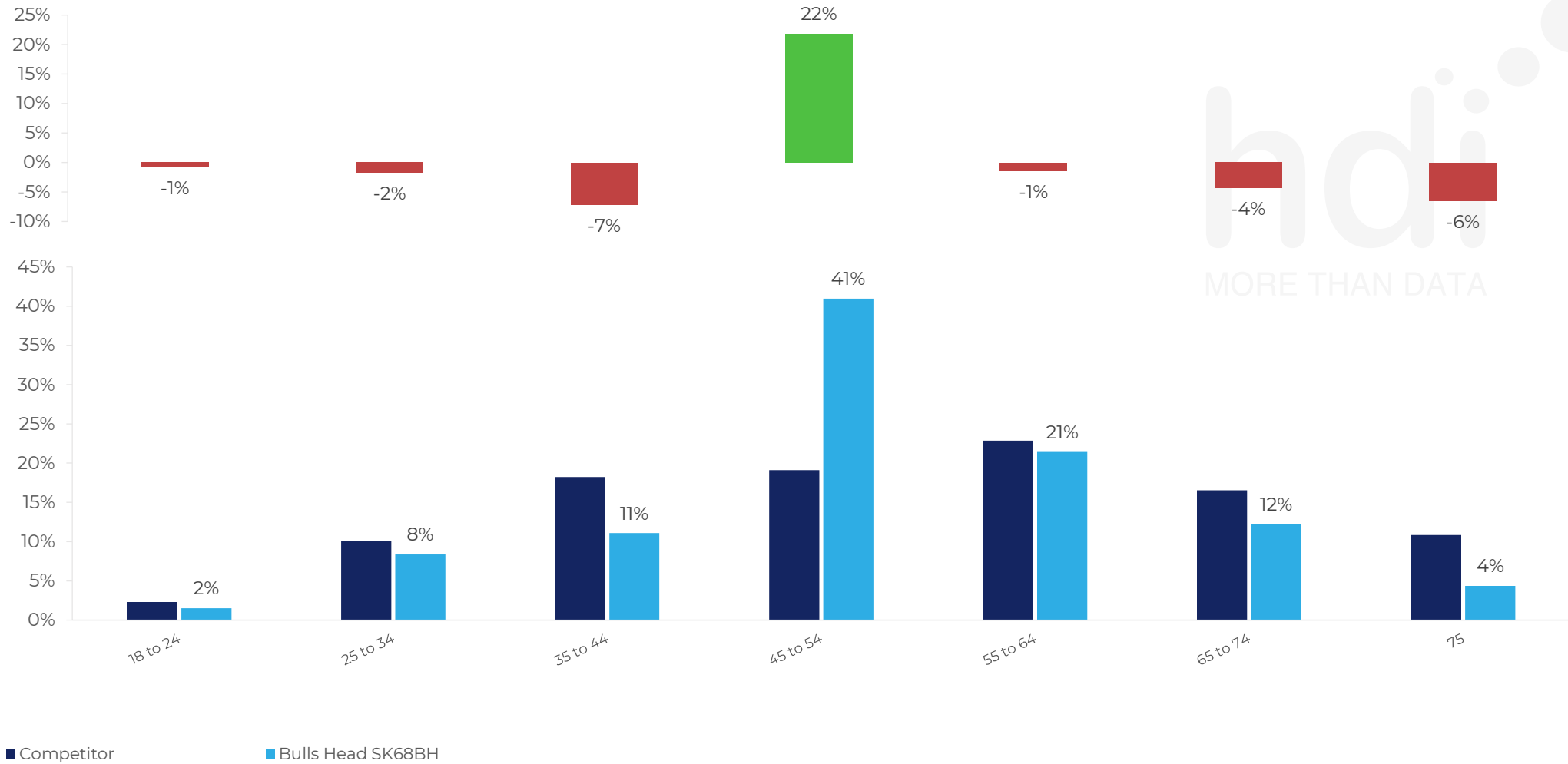


■ 22/02/2023 - 14/02/2024

■ 29/01/2025 - 11/02/2026

How does the age profile of customers who visit Bulls Head SK68BH compare versus its competitors?

% of spend for Bulls Head SK68BH and 111 Chains in 3 Miles from 29/01/2025 - 11/02/2026 split by Age Range



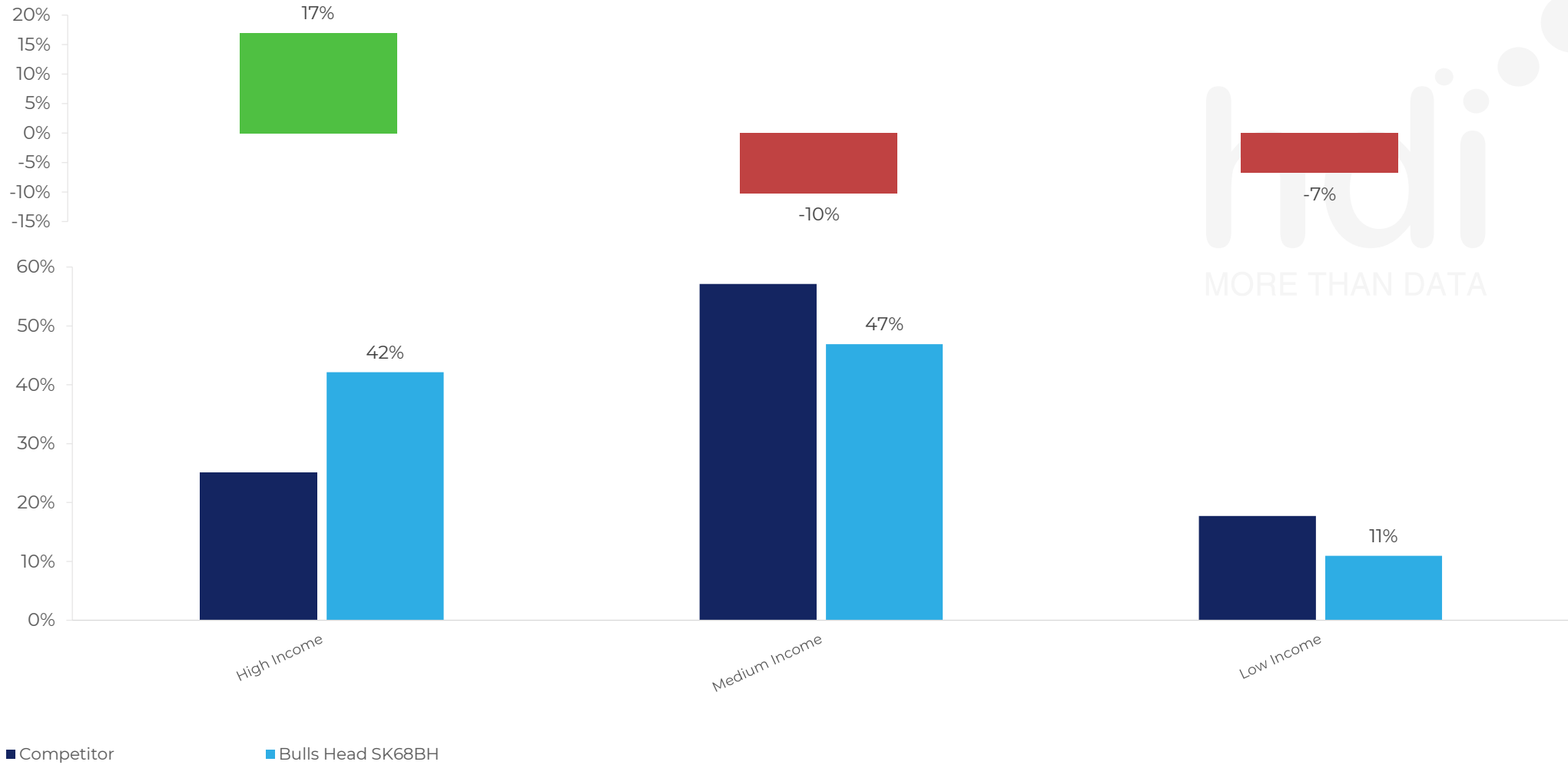
■ Competitor

■ Bulls Head SK68BH

Affluence

How does the affluence of customers who visit Bulls Head SK68BH compare versus its competitors?

% of spend for Bulls Head SK68BH and 111 Chains in 3 Miles from 29/01/2025 - 11/02/2026 split by Affluence

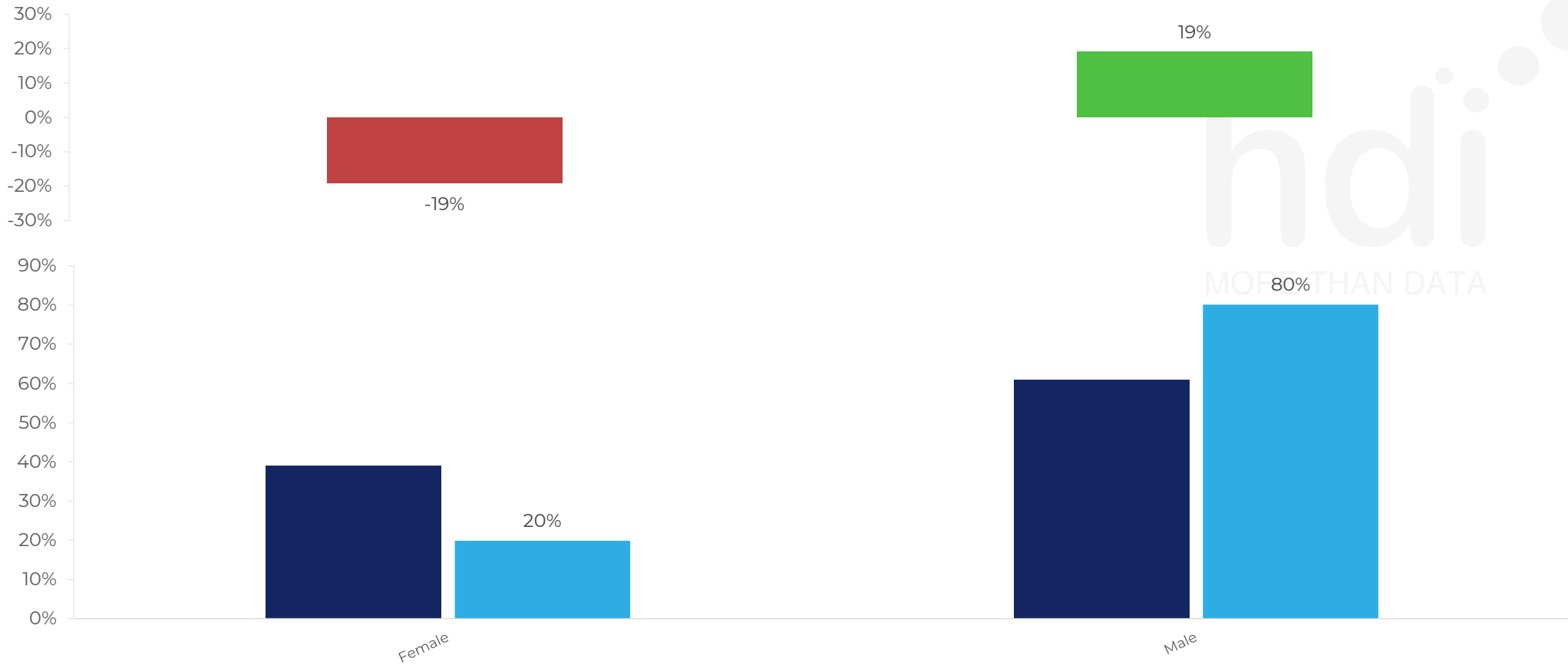




Gender

How does the gender profile of customers who visit Bulls Head SK68BH compare versus its competitors?

% of spend for Bulls Head SK68BH and 111 Chains in 3 Miles from 29/01/2025 - 11/02/2026 split by Gender



■ Competitor

■ Bulls Head SK68BH

# SEGMENT SNAPSHOTS

## 1 – Family Familiar

- Value-oriented family groups who are particularly prevalent in the Midlands and the North.
- These customers more regularly visit McDonalds or Nandos or order Just Eat but do occasionally use suburban pubs for eating – particularly on a Sunday.
- Great value is essential with menu preferences for grilled meat, the kids menu and soft drinks.



## 2 – Occasional & Local

- Occasional & Local are lower frequency habitual drink-led customers.
- These value-oriented customers typically drink in lower priced suburban locations midweek.
- Occasional & Local favour recognised mainstream drinks brands such as Carling, Fosters, John Smiths or Smirnoff.



## 3 – Mid-week Seniors

- Mid-week Grey Social customers are older customers who prefer a peaceful pub – typically visiting midweek daytime and often avoiding busy events.
- These customers are of varying affluence.
- They prefer classic menu items such as fish and chips and hunters chicken with a lean towards cask ale, hot drinks and wines.



## 4 – PART OF THE PUB

- Part of the Pub customers are very habitual value-oriented drink-led customers.
- They drink in their local pub during the week with a preference for mainstream draught (Carling, Fosters, John Smiths, Strongbow) and recognised brands such as Bud, Smirnoff and Jamesons.
- These customers are more likely to visit betting shops, off licences and watch live football.



## 5 – METRO SOPHISTICATES

- Metro Sophisticates are younger, more affluent guests often found in and around larger cities.
- These customers favour more premium venues and tend to make healthier, more ethical choices.
- Living active lives, Metro Sophisticates will choose more premium brands such as Neck Oil, Fever Tree and Bombay Sapphire. They're interested in vegetarian / vegan menu options.



## 6 – YOUNG & CONNECTED

- Young & Connected customers are typically younger, less affluent customers. They favour branded businesses and have high online usage
- They tend to use lower-priced pubs in high street locations with a preference for spirits, cocktails, shots and burgers in Punch sites.
- Young & Connected customers are responsive to events in the pub, e.g. live sport, bank holidays.



## 7 - Bubbly Weekenders

- Bubbly Weekenders are slightly health-conscious younger customers who confine their pub use to high street venues at the weekend.
- Disproportionately female, Bubbly Weekenders favour spirits, cocktails and shots when in Punch sites.
- If eating, they've an interest in vegetarian / vegan dishes and have a preference for chicken burgers.



## 8 – UPMARKET DINERS

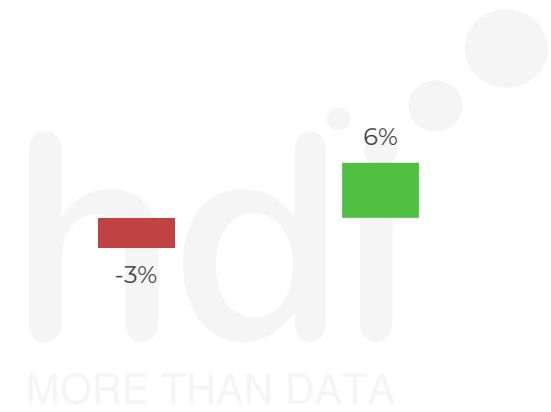
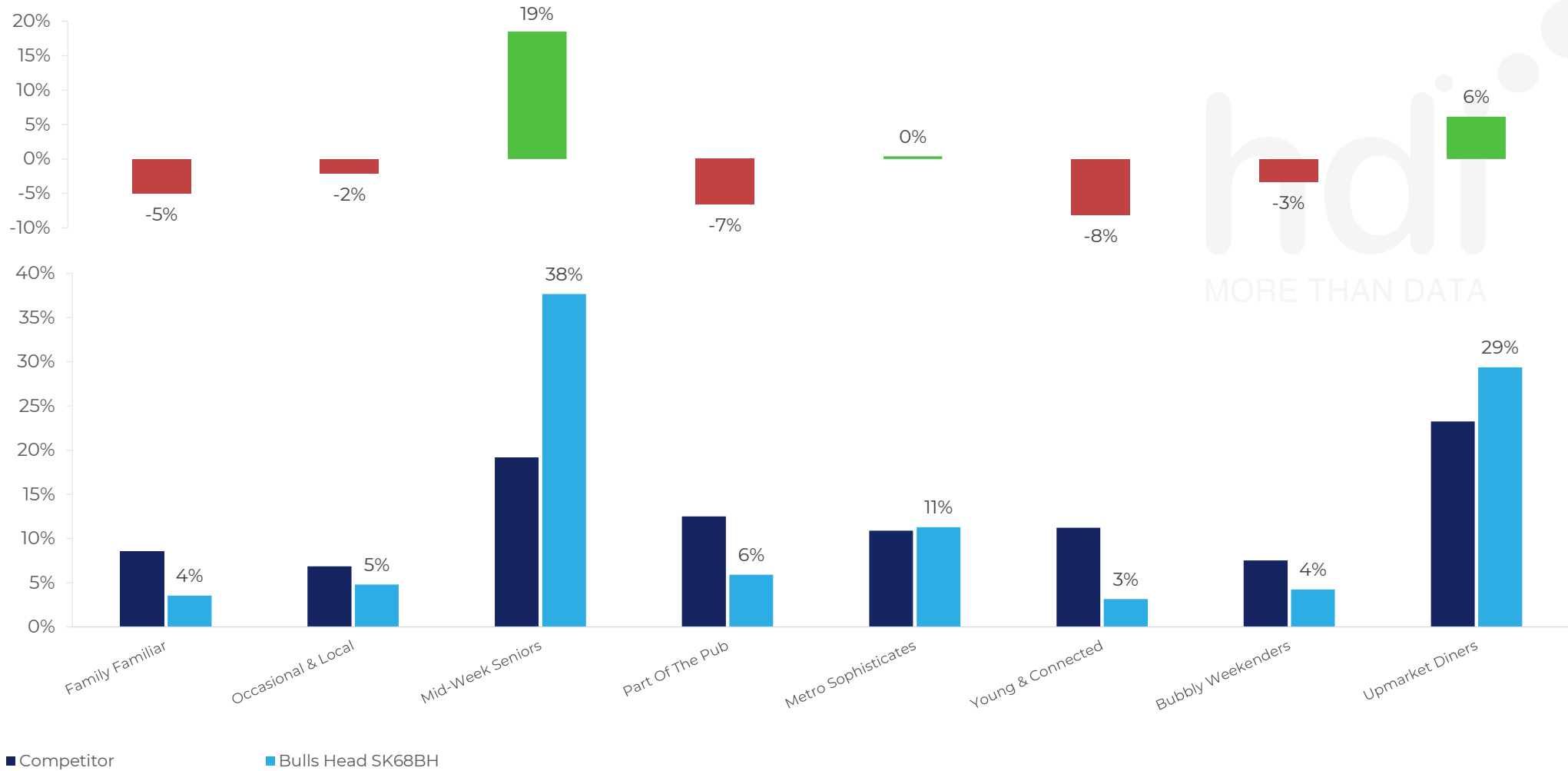
- Upmarket Diners are affluent, older guests who tend to visit higher-priced rural pubs during the daytime (often Sunday) for food.
- These active customers make healthy, ethical choices and aren't overly price conscious.
- When with Punch, Upmarket Diners are more likely to buy a roast or a special. If buying drinks, they lean towards wine, hot drinks and softs.



Punch Segmentation

How does the Custom segmentation profile of customers who visit Bulls Head SK68BH compare versus its competitors?

% of spend for Bulls Head SK68BH and 111 Chains in 3 Miles from 29/01/2025 - 11/02/2026 split by Segment



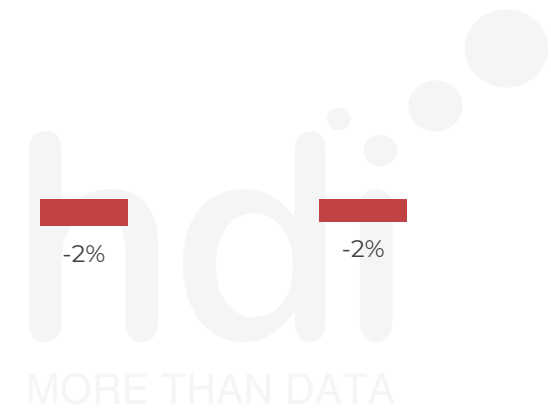
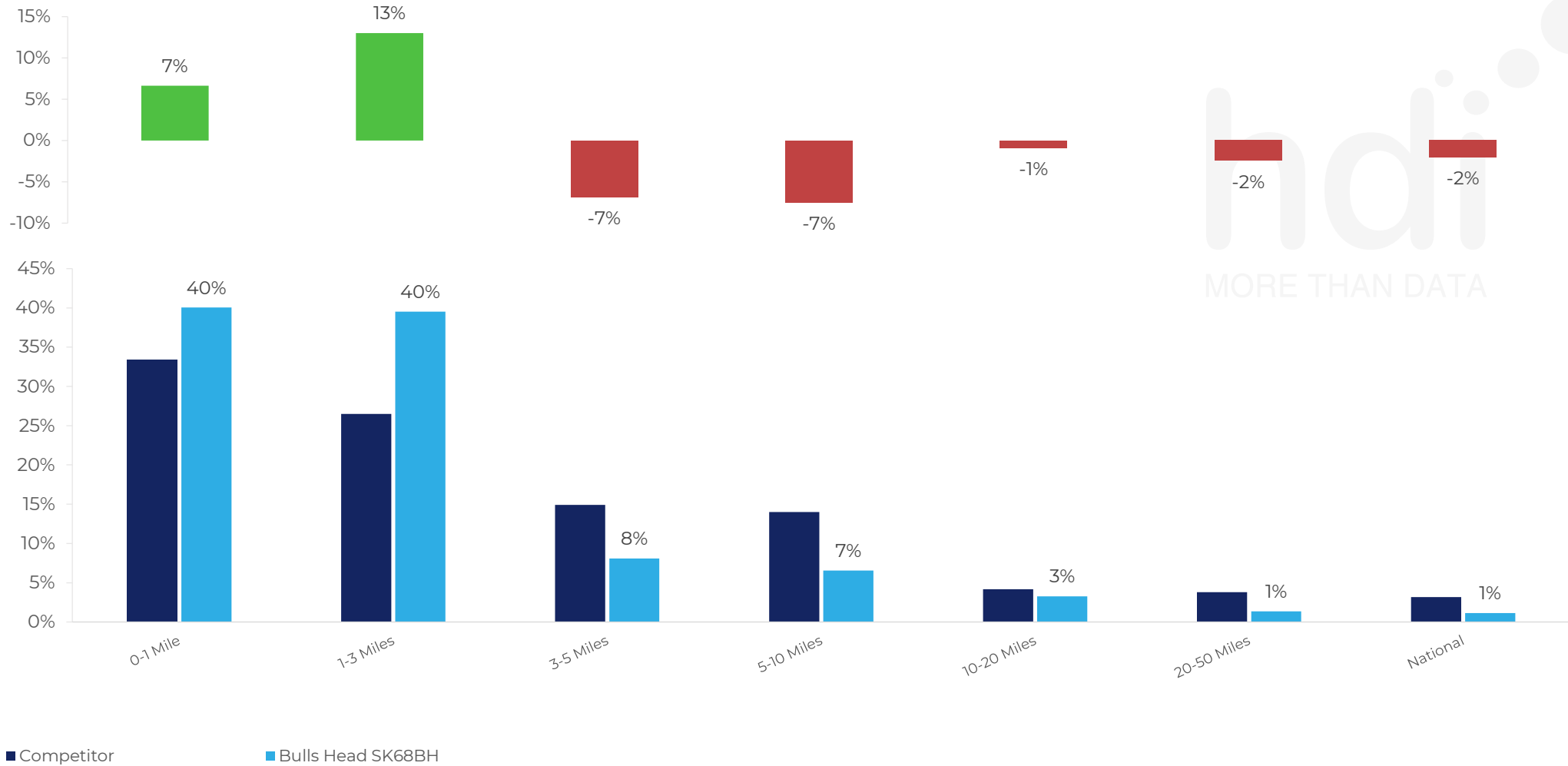
■ Competitor

■ Bulls Head SK68BH

Spend by Distance

How does the spend profile of Bulls Head SK68BH compare versus its competitors based on travel distances?

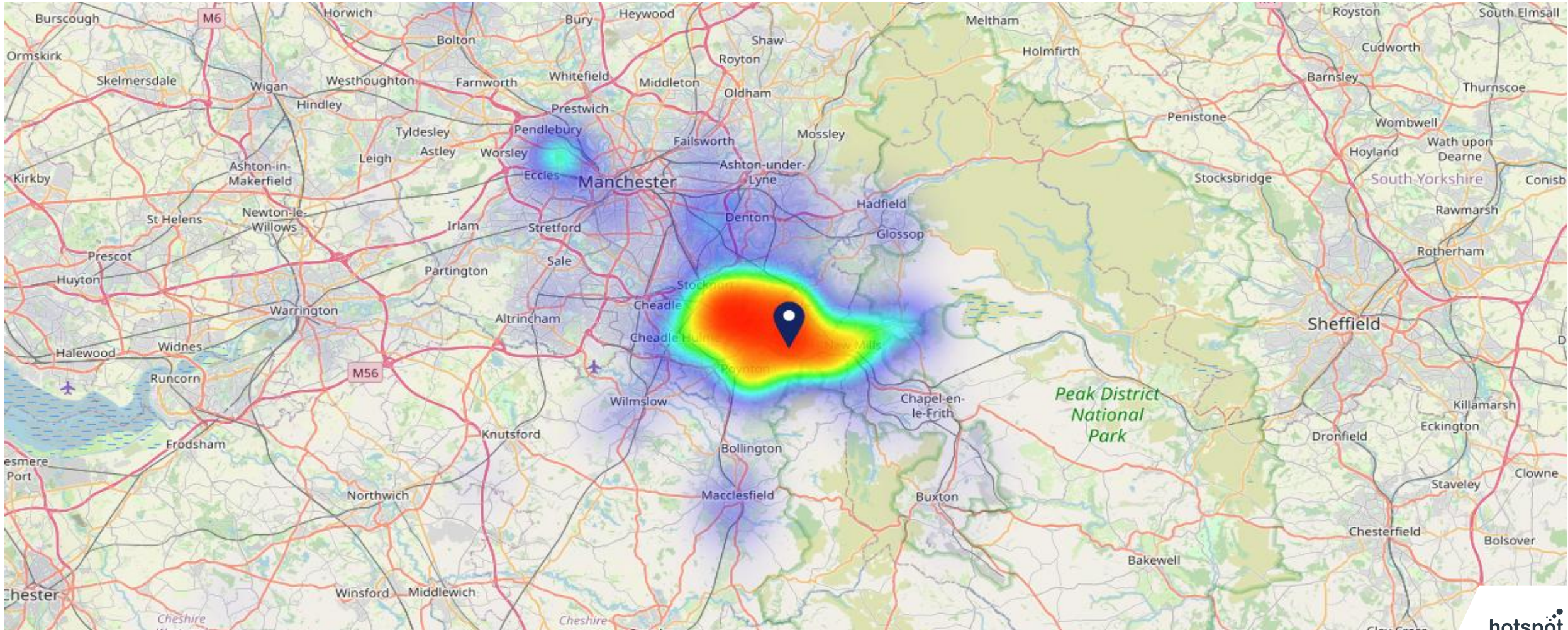
% of spend for Bulls Head SK68BH and 111 Chains in 3 Miles from 29/01/2025 - 11/02/2026 split by Distance travelled



Map of Guest Origin

Where do customers of Bulls Head SK68BH come from?

Where do customers of Bulls Head SK68BH for 29/01/2025 - 11/02/2026 live

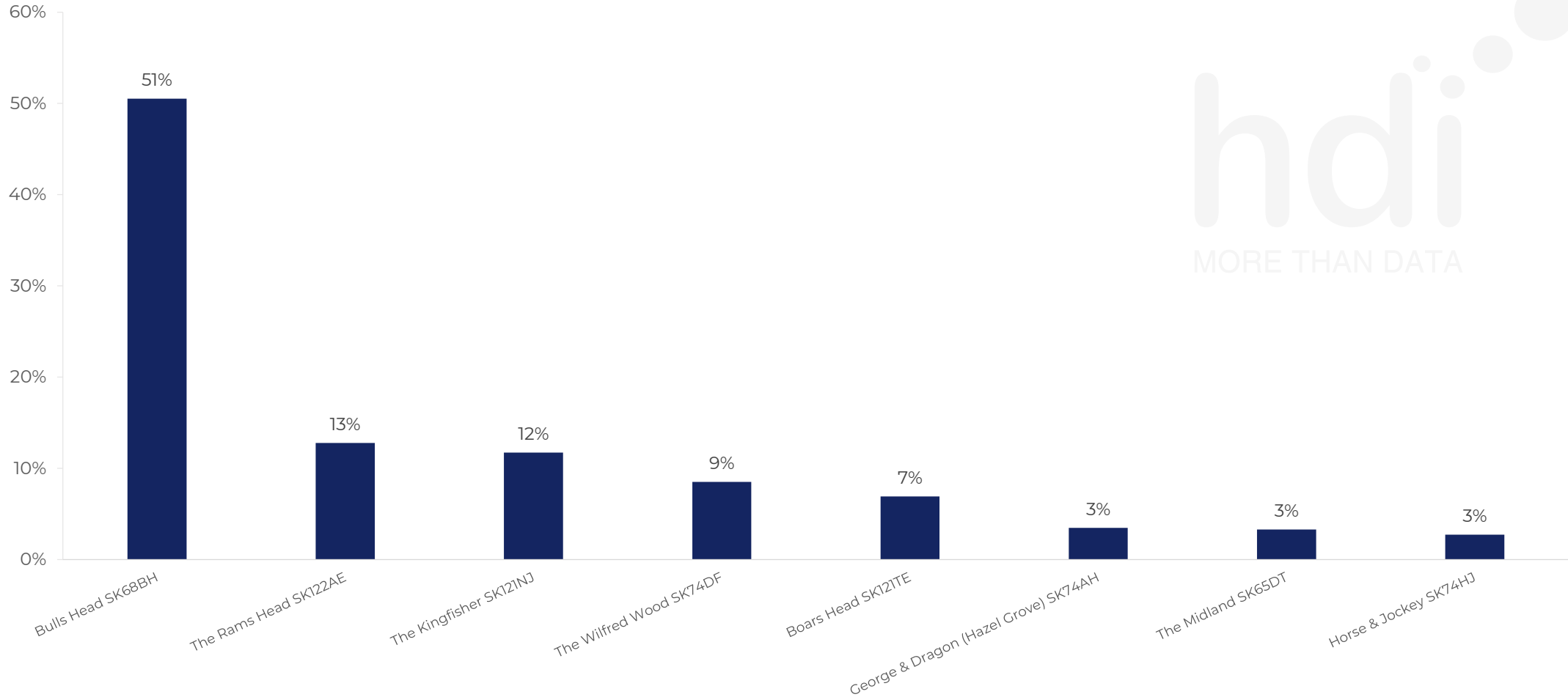




## Share of Wallet

What are the Top 20 venues (by spend) that customers of Bulls Head SK68BH also visit?

For customers of Bulls Head SK68BH, who are the top 20 competitors from 111 Chains in 3 Miles for 29/01/2025 - 11/02/2026 split by Venue

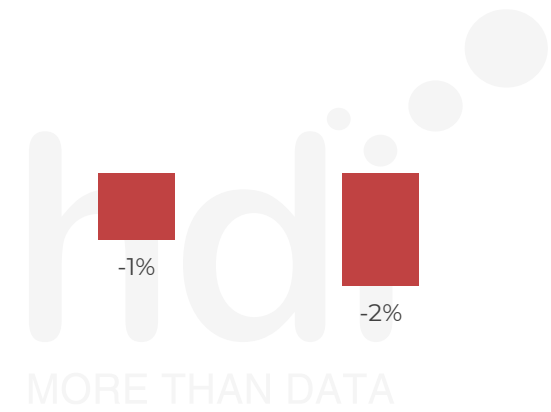
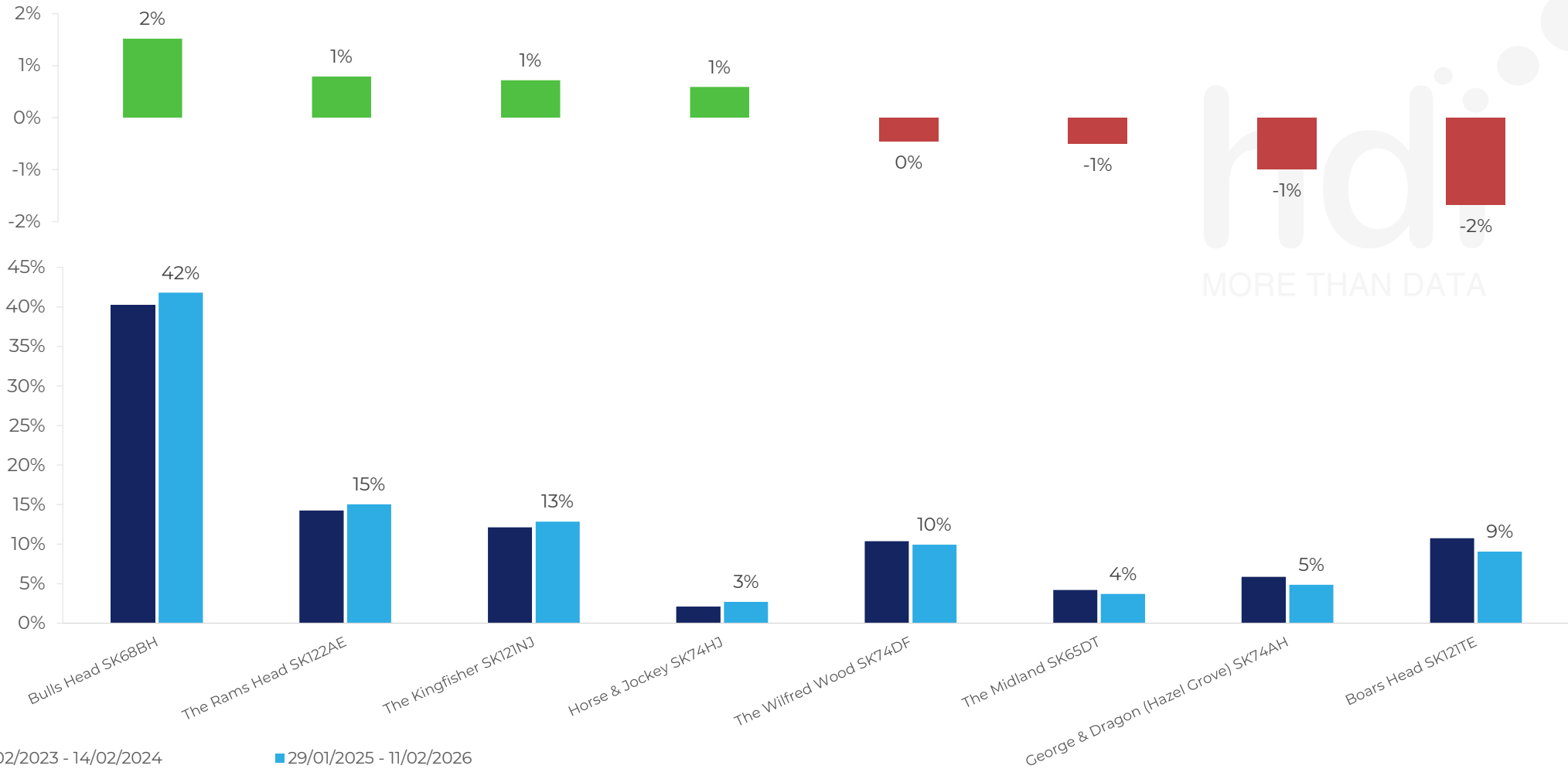


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MORE THAN DATA



Share of Wallet Change

How has share of wallet of customers of Bulls Head SK68BH changed between two date ranges?



■ 22/02/2023 - 14/02/2024

■ 29/01/2025 - 11/02/2026



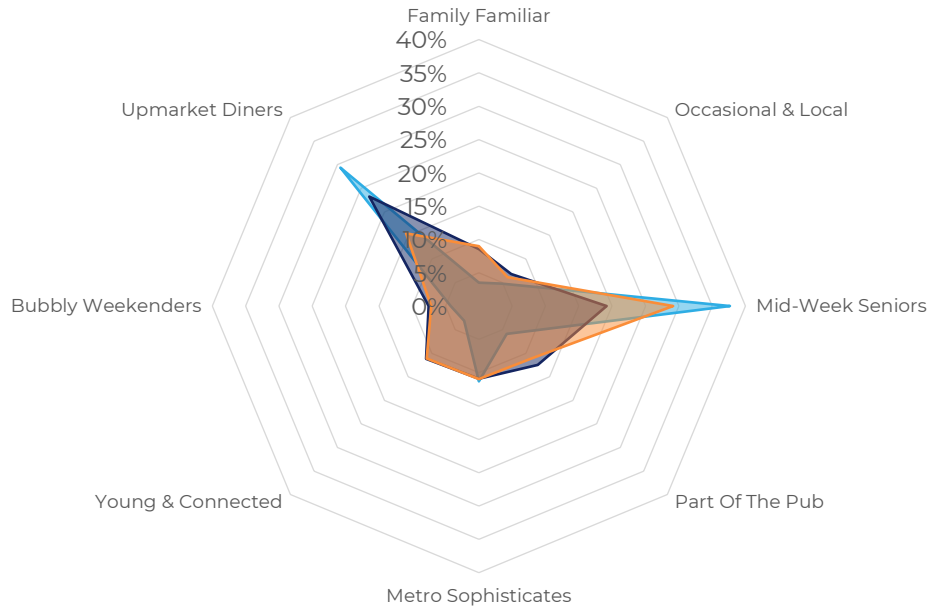
## Market Summary

How does the local area for Bulls Head SK68BH compare to the national average (1 = low, 10 = high)

Data Type	Name	Spend in 250m	250m Spend vs National	Spend in 500m	500m Spend vs National	Spend in 1 mile	1 mile Spend vs National	Spend in 3 miles	3 mile Spend vs National
Total	Annual Sales	£2.48M	6	£4.43M	6	£7.56M	4	£155.85M	7
Weekpart	Mon - Thu	41.0%	6	38.0%	4	39.0%	3	38.9%	2
Weekpart	Fri - Sat	42.7%	5	45.1%	6	42.4%	5	44.8%	9
Weekpart	Sun	16.3%	7	16.8%	8	18.6%	9	16.2%	7
Age	18 to 24	1.9%	2	1.8%	2	3.1%	2	3.6%	2
Age	25 to 34	9.1%	1	9.2%	1	9.8%	1	13.3%	1
Age	35 to 44	23.5%	6	21.1%	4	18.6%	2	21.7%	3
Age	45 to 54	27.1%	10	23.8%	9	22.1%	8	20.0%	5
Age	55 to 64	21.4%	9	23.7%	10	23.2%	10	21.1%	10
Age	65 to 74	11.3%	9	14.1%	10	14.8%	10	13.0%	10
Age	75+	5.6%	9	6.2%	9	8.3%	10	7.4%	10
CAMEO	Business Elite	7.5%	6	11.4%	8	12.1%	8	12.1%	8
CAMEO	Prosperous Professionals	5.6%	5	7.8%	7	9.1%	8	8.6%	8
CAMEO	Flourishing Society	16.3%	7	12.7%	6	10.9%	5	8.3%	3
CAMEO	Content Communities	23.2%	10	23.6%	10	21.6%	10	17.4%	10
CAMEO	White Collar Neighbourhoods	14.9%	9	13.9%	8	14.3%	9	14.2%	9
CAMEO	Enterprising Mainstream	6.4%	4	6.8%	5	7.5%	5	8.2%	5
CAMEO	Paying The Mortgage	17.2%	7	15.5%	6	14.8%	6	16.2%	7
CAMEO	Cash Conscious Communities	5.0%	2	4.6%	2	5.8%	2	7.8%	4
CAMEO	On A Budget	1.9%	1	1.9%	1	2.0%	1	3.6%	2
CAMEO	Family Value	2.0%	5	1.9%	5	1.9%	5	3.5%	6
Affluence	AB	29.4%	6	31.8%	6	32.1%	6	29.0%	5
Affluence	C1C2	61.7%	10	59.7%	9	58.3%	9	56.1%	9
Affluence	DE	8.9%	2	8.4%	1	9.6%	1	15.0%	3



Mix of spend by customer segment in Punch site and local market



	Customer Count	Family Familiar	Occasional & Local	Mid-Week Seniors	Part Of The Pub	Metro Sophisticates	Young & Connected	Bubbly Weekenders	Upmarket Diners
Bulls Head	250	3.53%	4.79%	37.67%	5.92%	11.29%	3.14%	4.23%	29.38%
Local Catchment	3404	8.55%	6.84%	19.17%	12.51%	10.90%	11.21%	7.53%	23.25%
Punch T&L	97326	8.98%	6.11%	29.15%	11.11%	10.95%	11.09%	7.15%	15.44%
Bulls Head vs Local Catchment		-5.02%	-2.05%	18.50%	-6.59%	0.39%	-8.07%	-3.30%	6.13%
Bulls Head vs Punch T&L		-5.45%	-1.32%	8.52%	-5.19%	0.34%	-7.95%	-2.92%	13.94%
Local Catchment vs Punch T&L		-0.43%	0.73%	-9.98%	1.40%	-0.05%	0.12%	0.38%	7.81%

■ Bulls Head

■ Local Catchment

■ Punch T&L