



Site Summary



Black Horse EX332EL

EX332EL

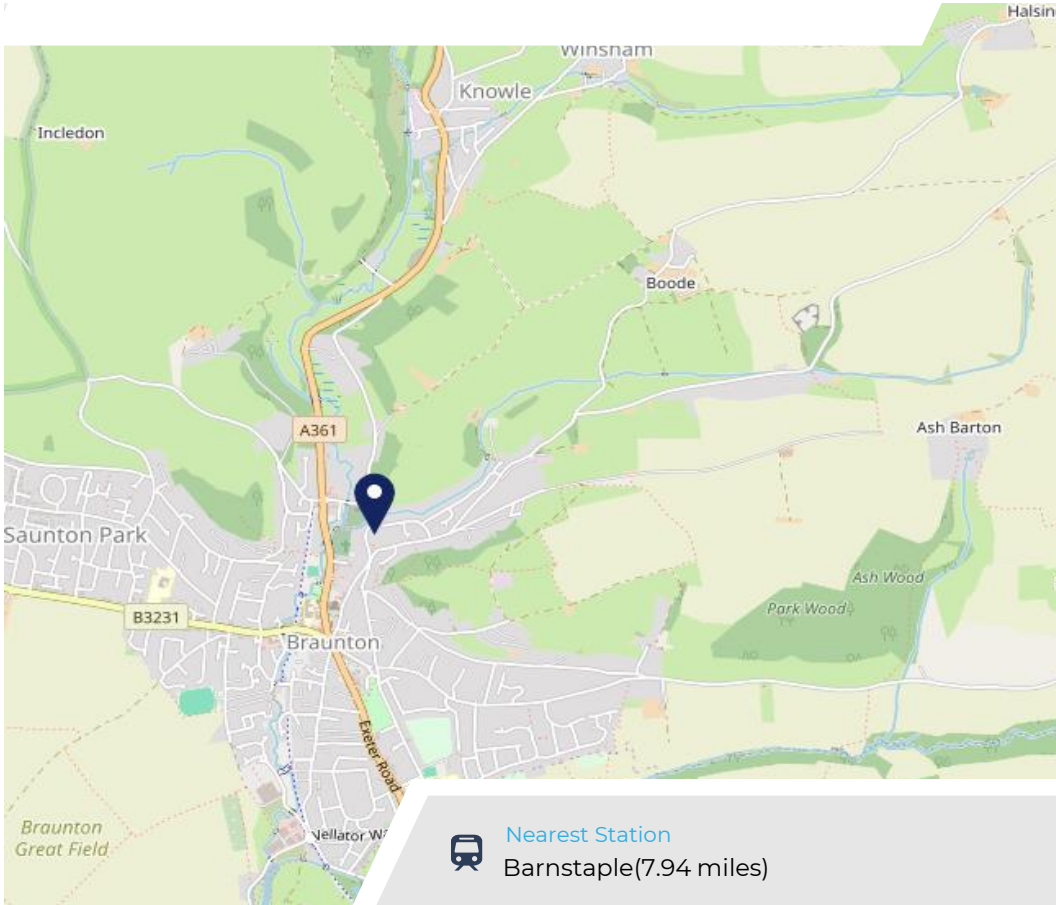
Punch T&L

Work Area
Barnstaple

Region
South West

TV Region
HarWest

Urbanicity
Rural town and fringe



ATV
£14.08



Gender
81.58%
Male



Affluence
71.67%
Middle Income



Segmentation
31.94%
Enterprising Mainstream



Age Group
32.95%
55 to 64



Visit Day
30.54%
Fri

Top Competitors



Williams Arms
EX332DE
 Pub Restaurant

#1



London Inn
EX331AA
 Punch T&L

#2



Mariners Arms
EX332AA
 Pub / Bar

#3



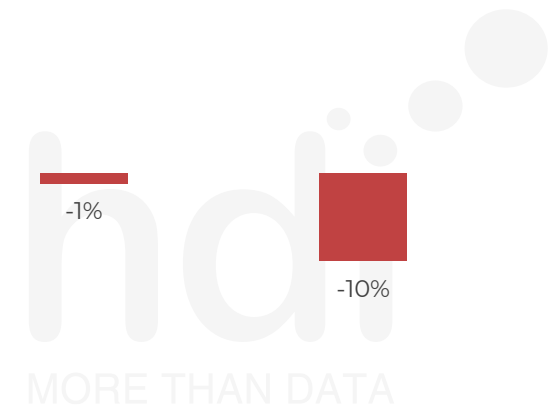
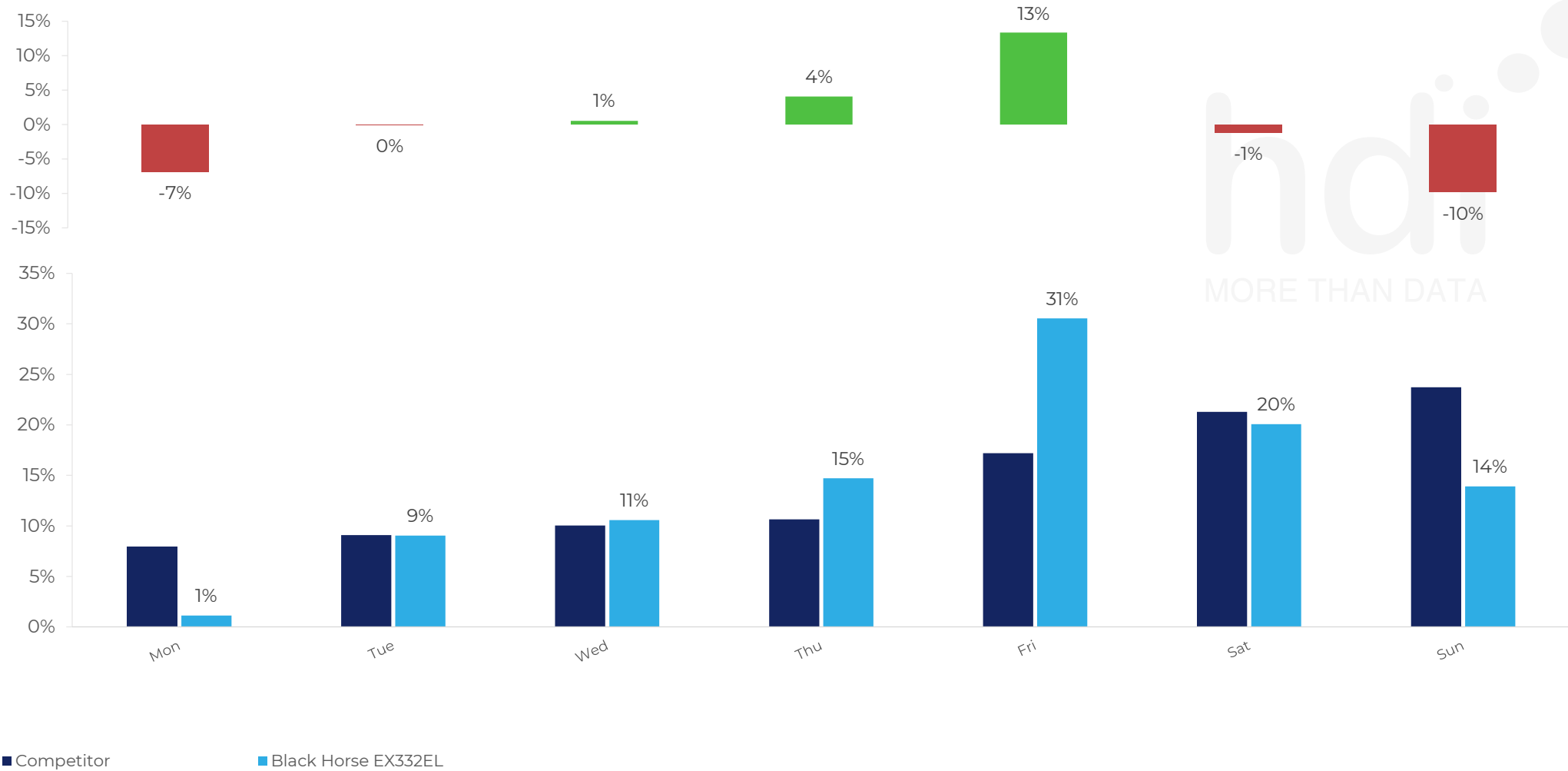
Nearest Station
Barnstaple(7.94 miles)



Spend by Weekpart

How is customer spend distributed throughout the week for Black Horse EX332EL versus its competitors?

% of spend for Black Horse EX332EL and 97 Chains in 3 Miles from 10/05/2023 - 01/05/2024 split by Day of Week



■ Competitor

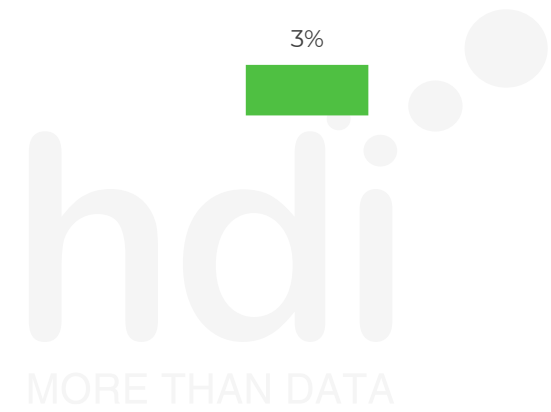
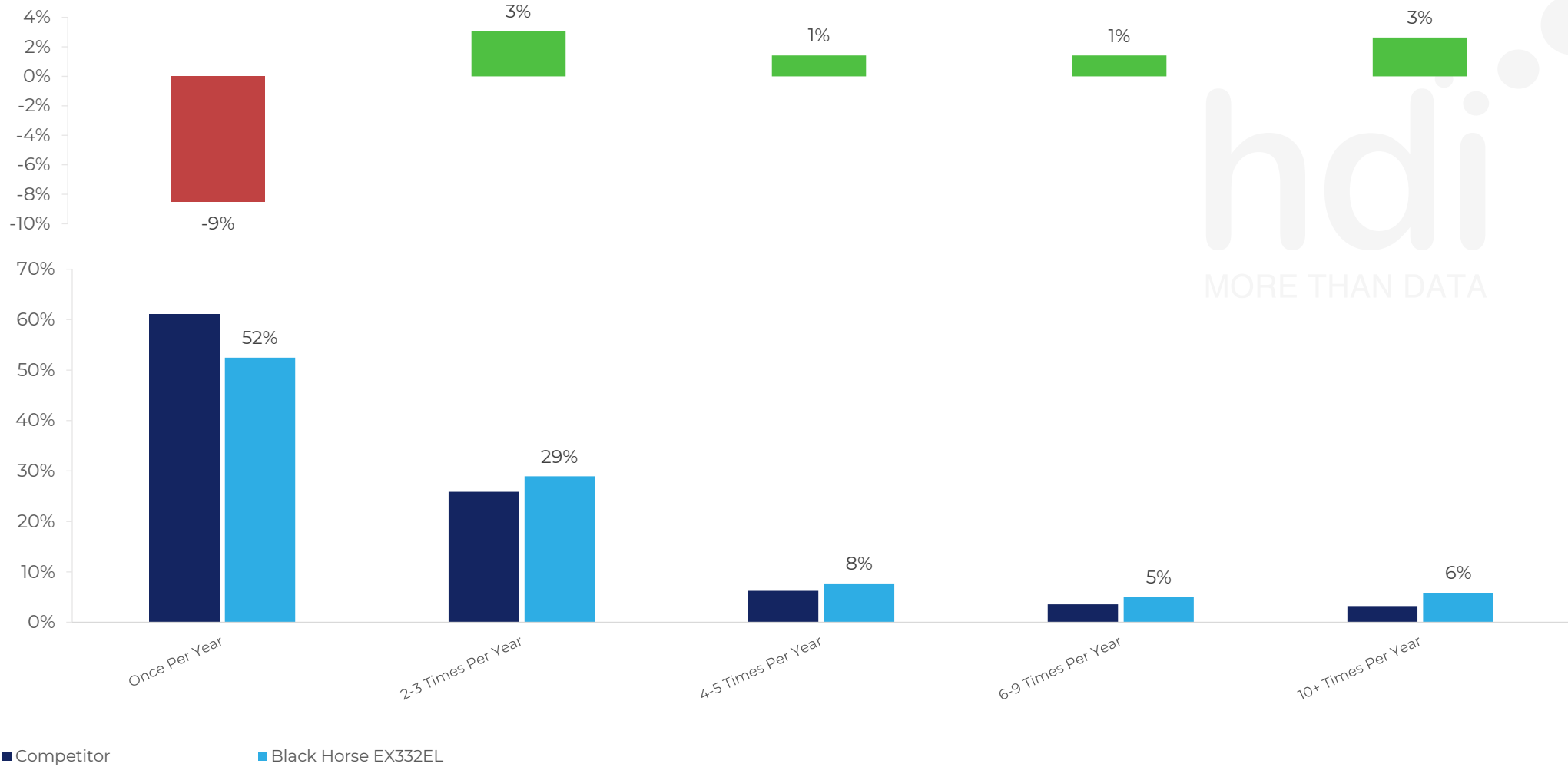
■ Black Horse EX332EL



Visit Frequency

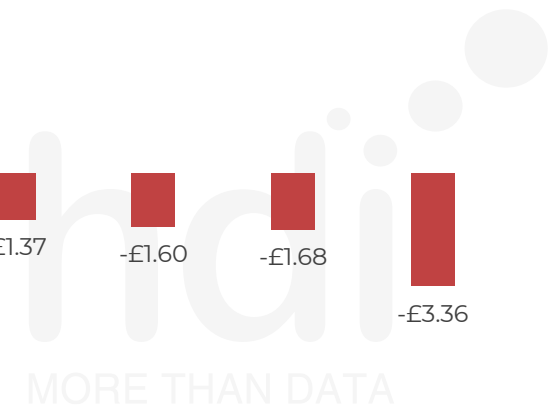
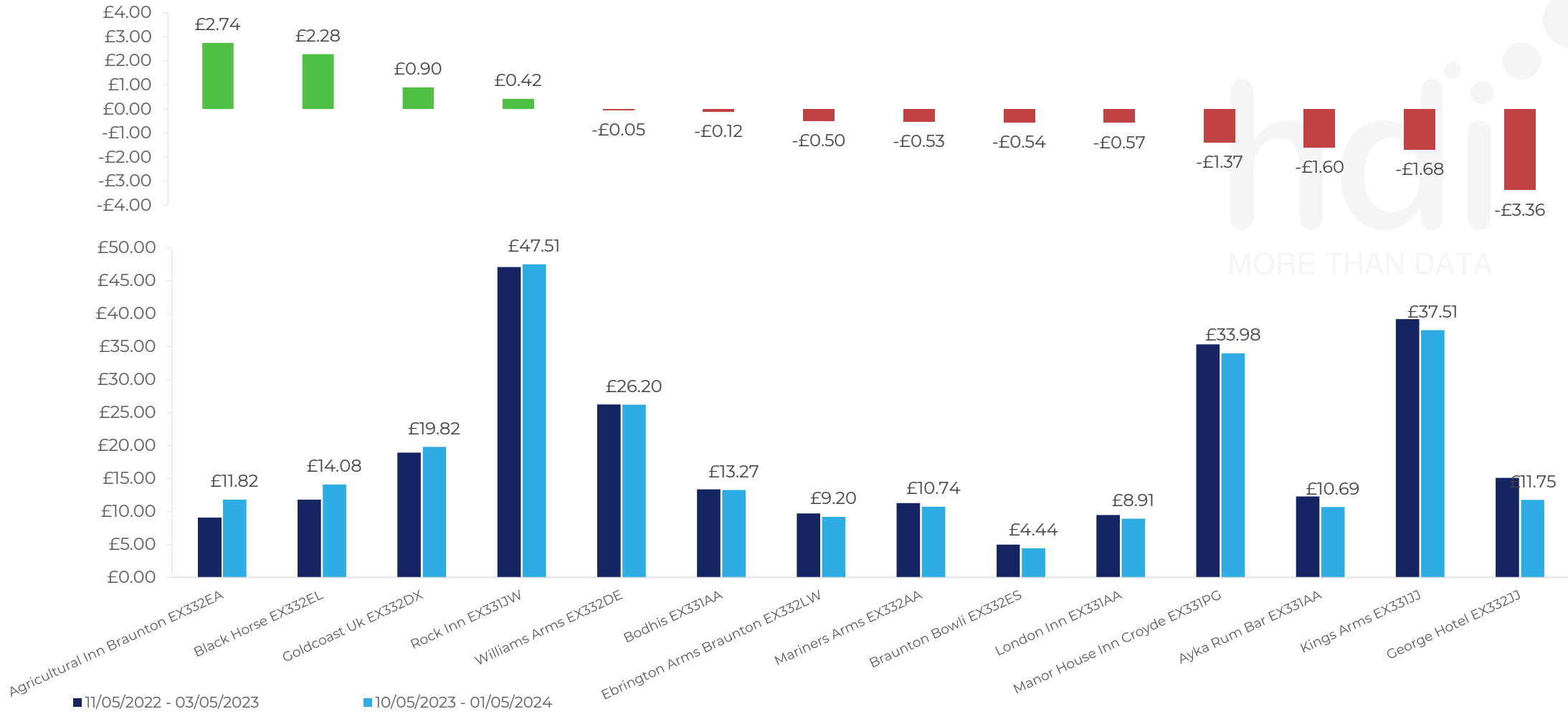
How frequently per year do customers visit Black Horse EX332EL versus its competitors?

% of customer numbers for Black Horse EX332EL and 97 Chains in 3 Miles from 10/05/2023 - 01/05/2024 and the number of visits made Per Annum



ATV Change

How has ATV changed between two date ranges?

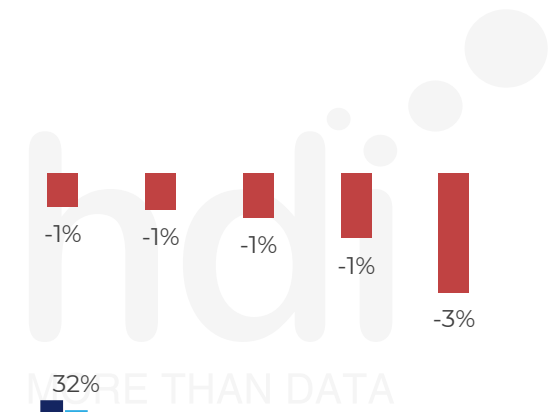
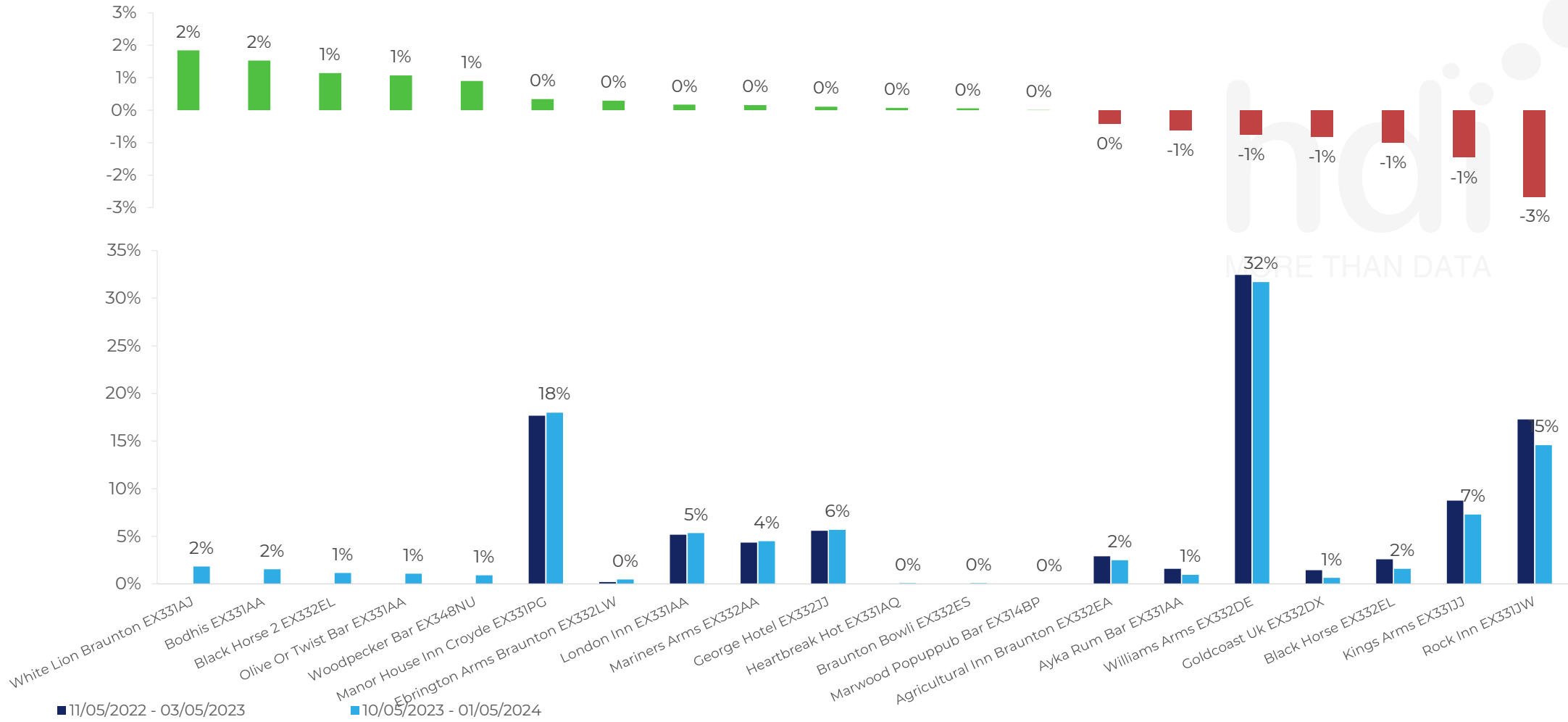




Market Share Change

How has market share changed between two date ranges?

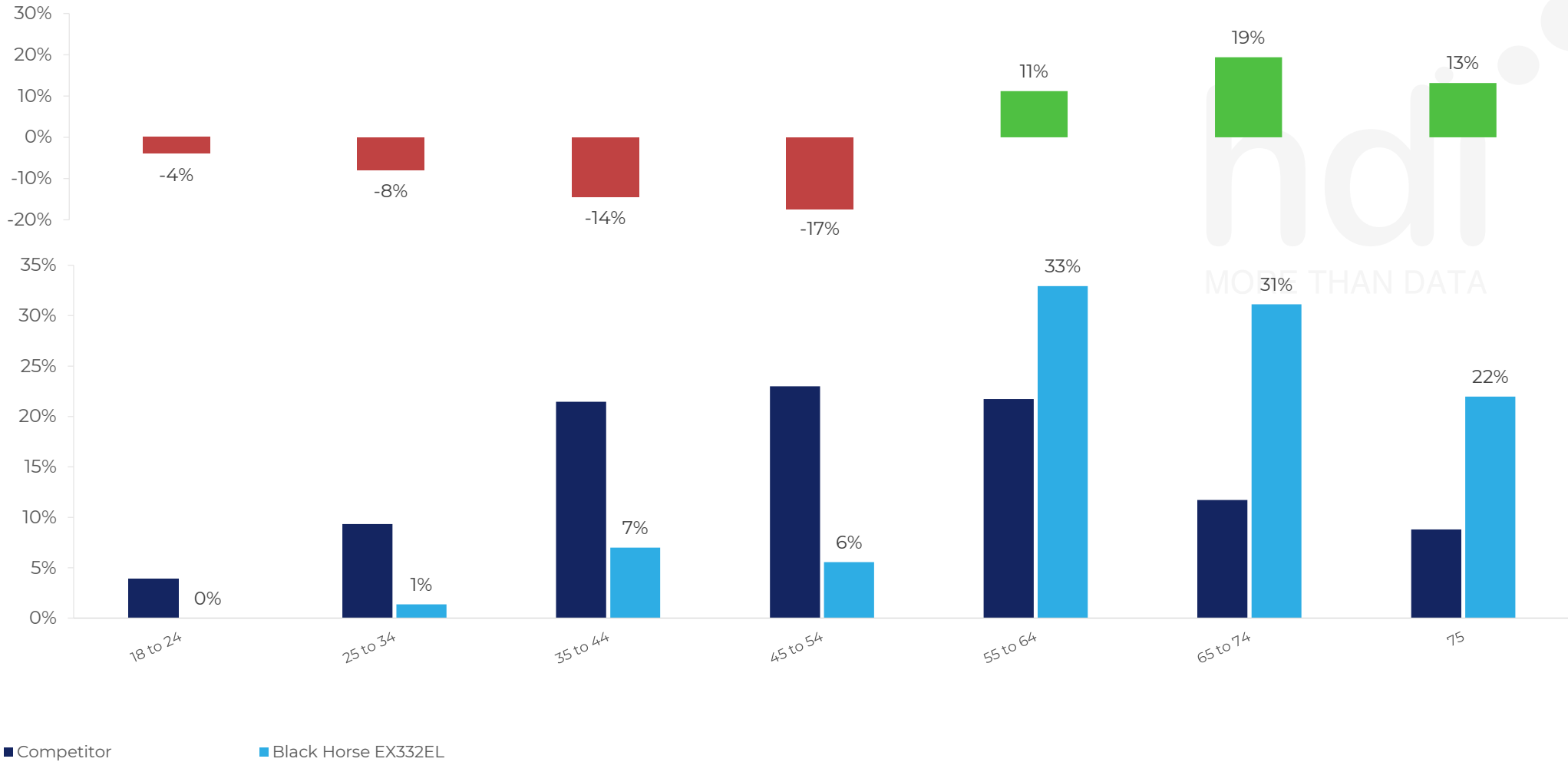
% of market share spend for Black Horse EX332EL and 97 Chains in 3 Miles from 10/05/2023 - 01/05/2024



Age

How does the age profile of customers who visit Black Horse EX332EL compare versus its competitors?

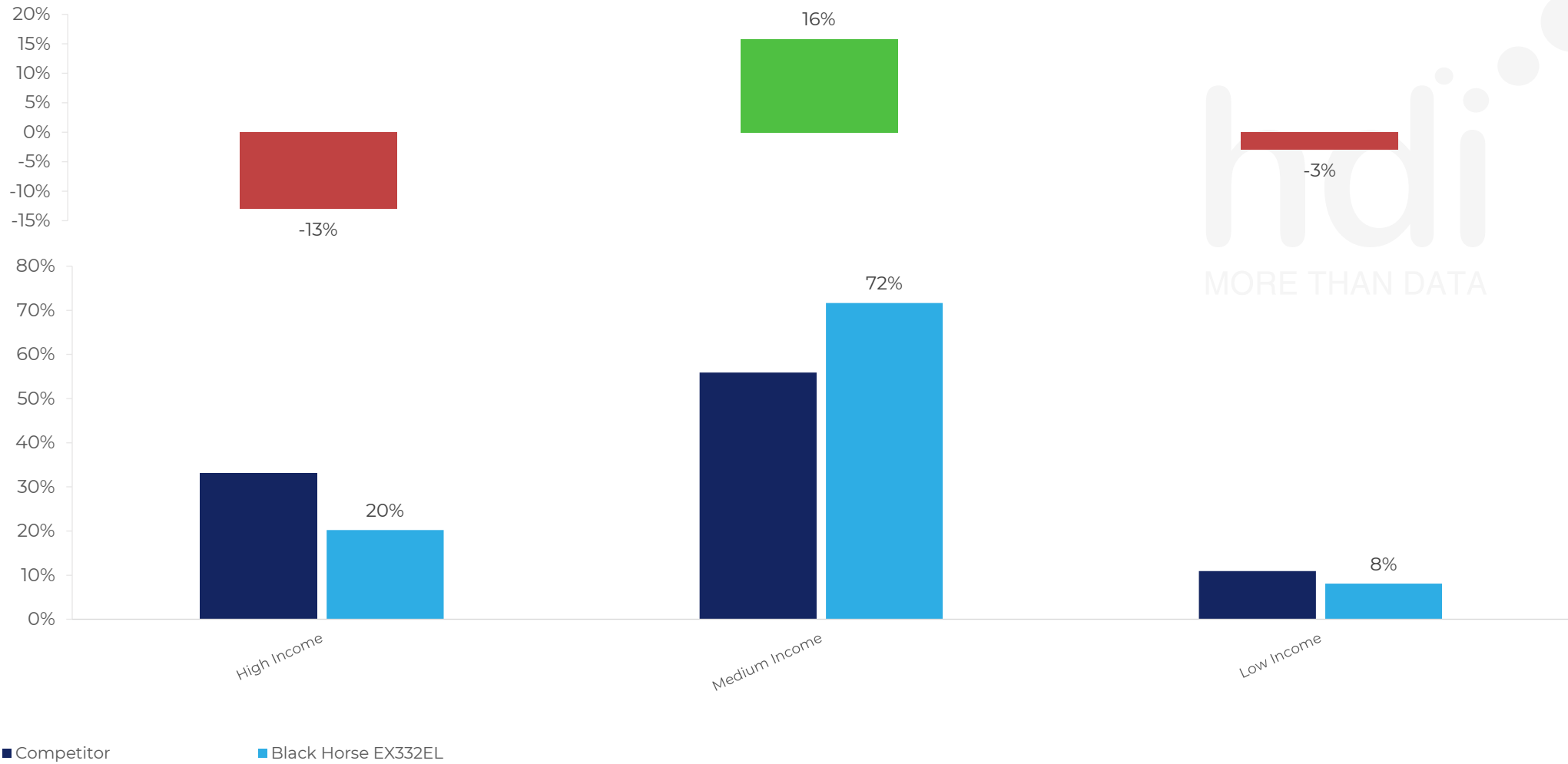
% of spend for Black Horse EX332EL and 97 Chains in 3 Miles from 10/05/2023 - 01/05/2024 split by Age Range



Affluence

How does the affluence of customers who visit Black Horse EX332EL compare versus its competitors?

% of spend for Black Horse EX332EL and 97 Chains in 3 Miles from 10/05/2023 - 01/05/2024 split by Affluence

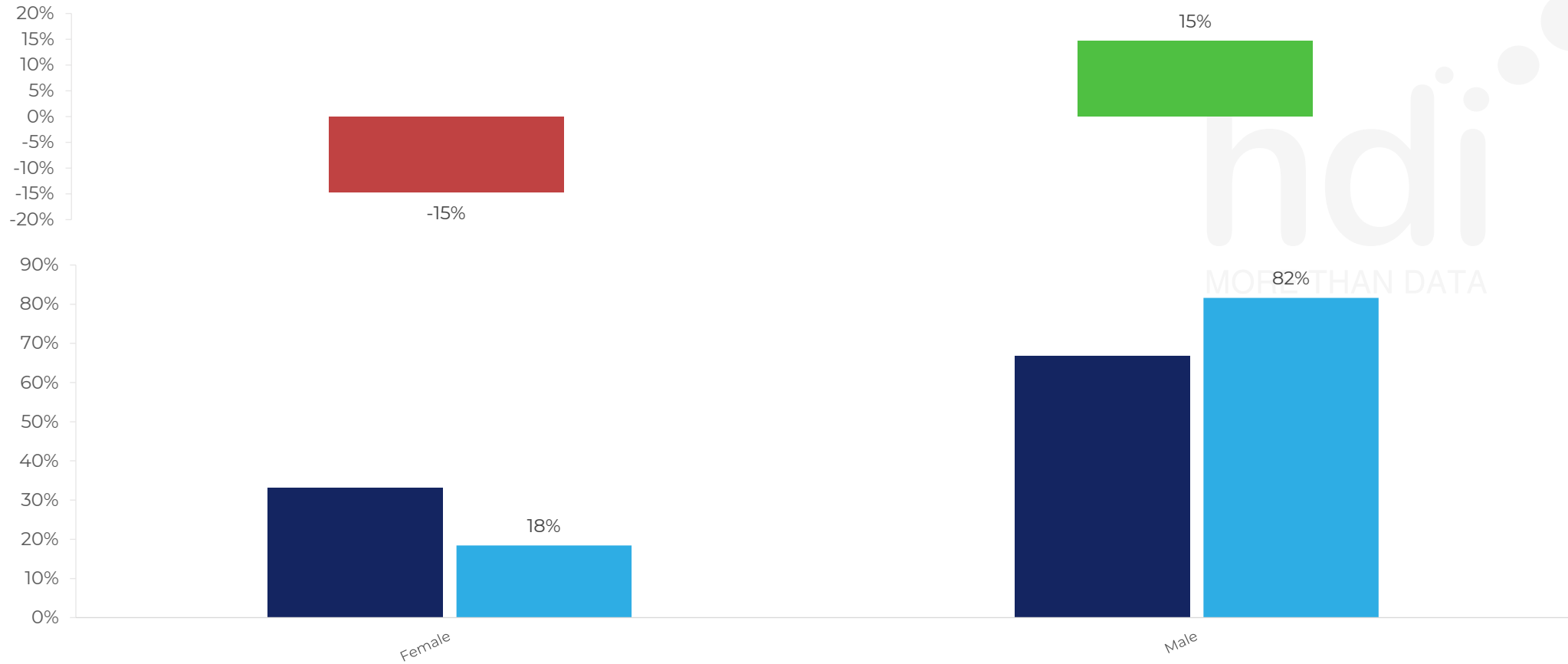




Gender

How does the gender profile of customers who visit Black Horse EX332EL compare versus its competitors?

% of spend for Black Horse EX332EL and 97 Chains in 3 Miles from 10/05/2023 - 01/05/2024 split by Gender



■ Competitor

■ Black Horse EX332EL

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

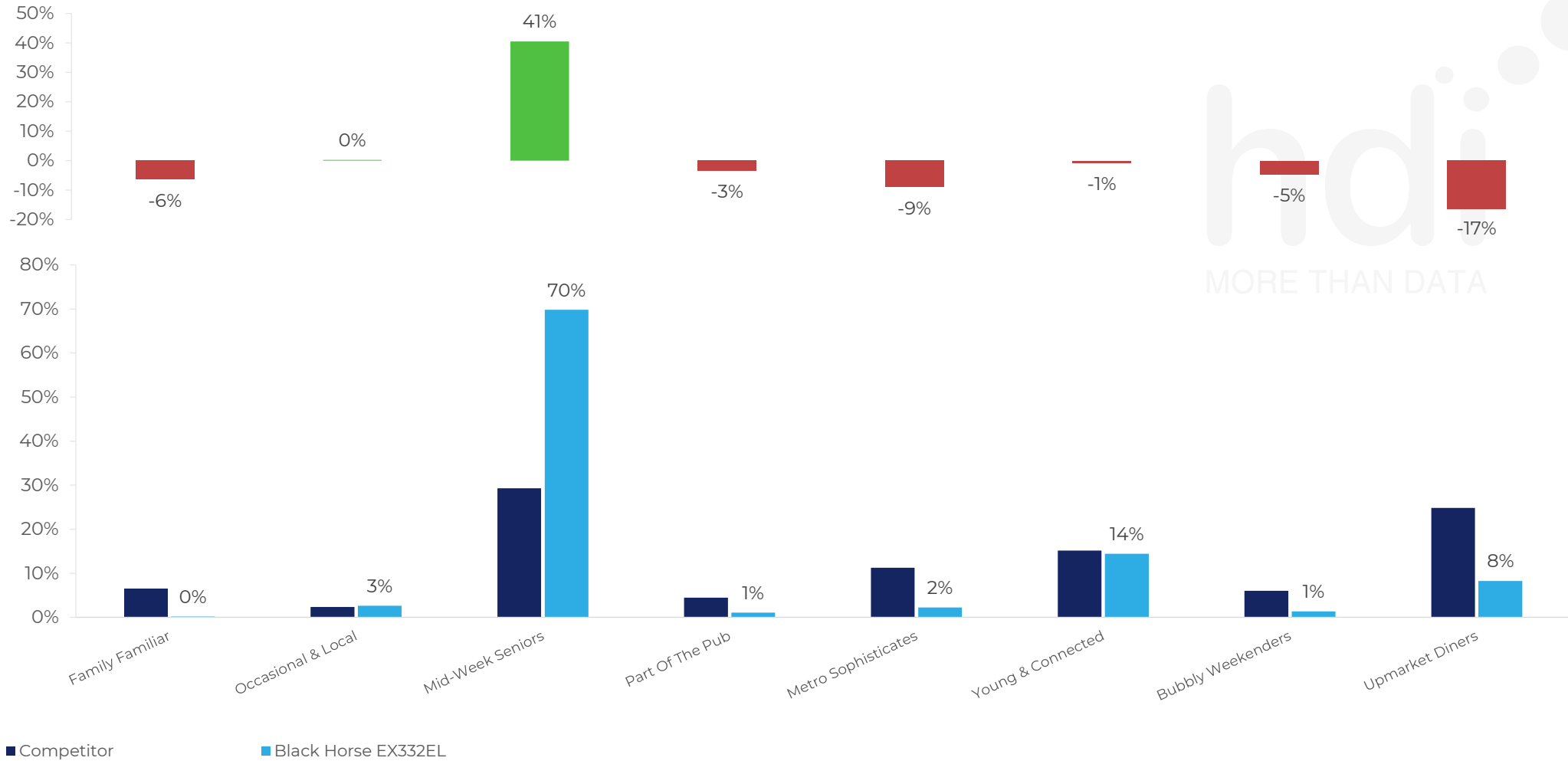
- Upmarket Diners are affluent, older guests who tend to visit higher-priced rural pubs during the daytime (often Sunday) for food.
- These active customers make healthy, ethical choices and aren't overly price conscious.
- When with Punch, Upmarket Diners are more likely to buy a roast or a special.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



Punch Segmentation

How does the Custom segmentation profile of customers who visit Black Horse EX332EL compare versus its competitors?

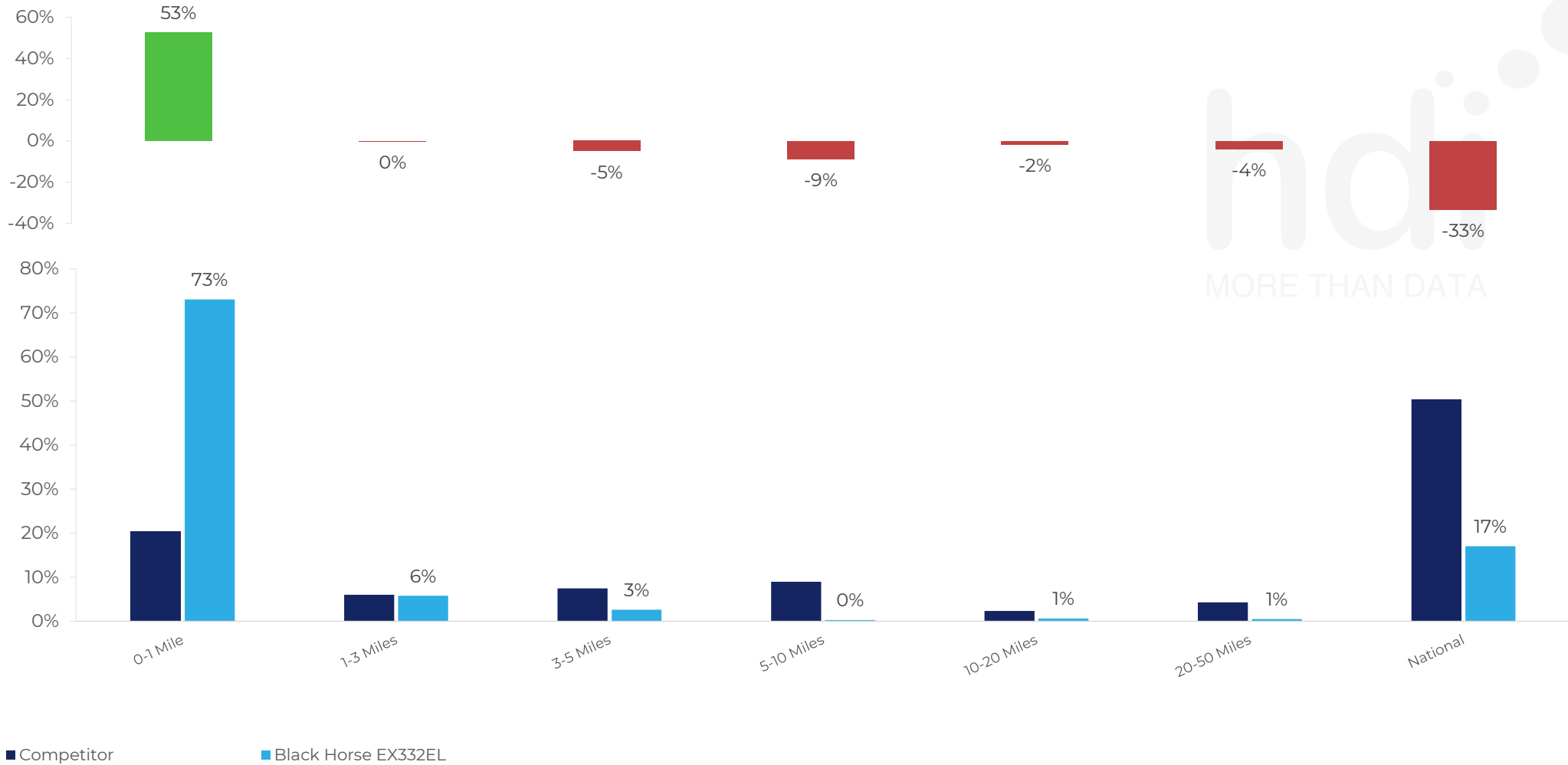
% of spend for Black Horse EX332EL and 97 Chains in 3 Miles from 10/05/2023 - 01/05/2024 split by Segment



Spend by Distance

How does the spend profile of Black Horse EX332EL compare versus its competitors based on travel distances?

% of spend for Black Horse EX332EL and 97 Chains in 3 Miles from 10/05/2023 - 01/05/2024 split by Distance travelled

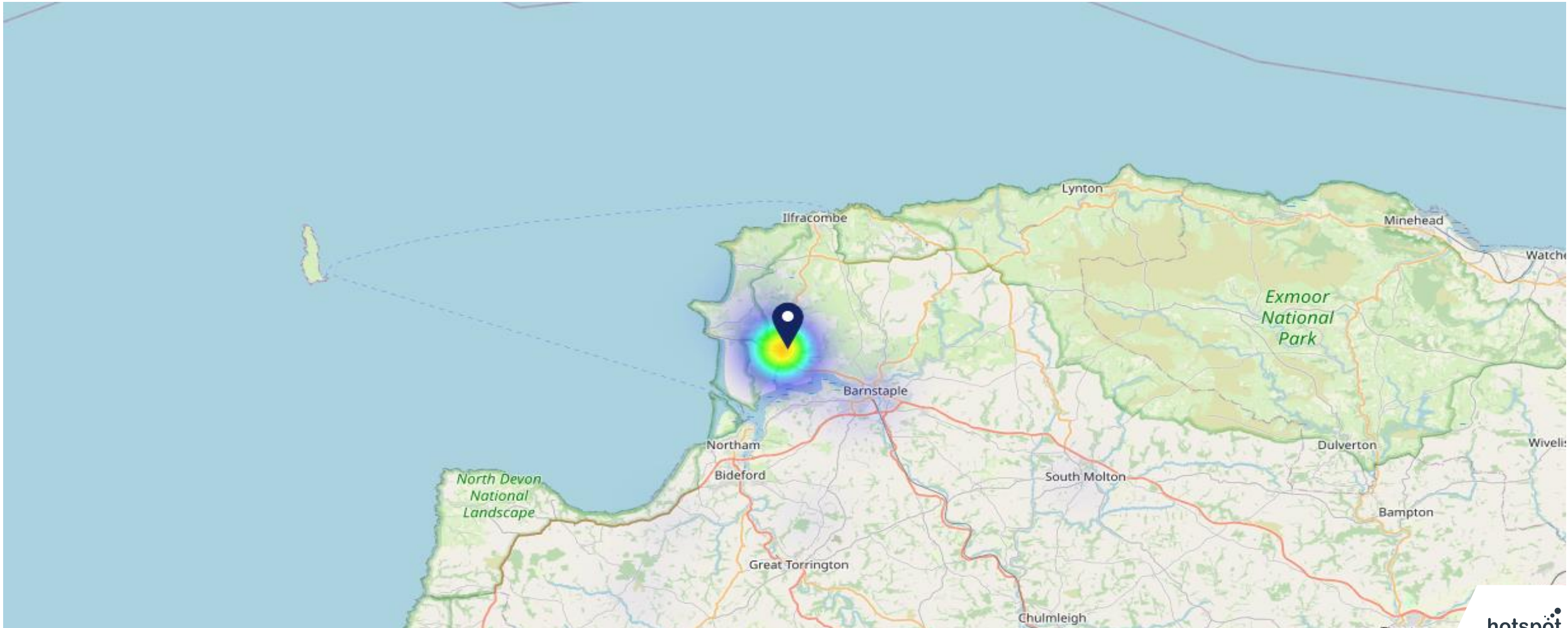




Map of Guest Origin

Where do customers of Black Horse EX332EL come from?

Where do customers of Black Horse EX332EL for 10/05/2023 - 01/05/2024 live

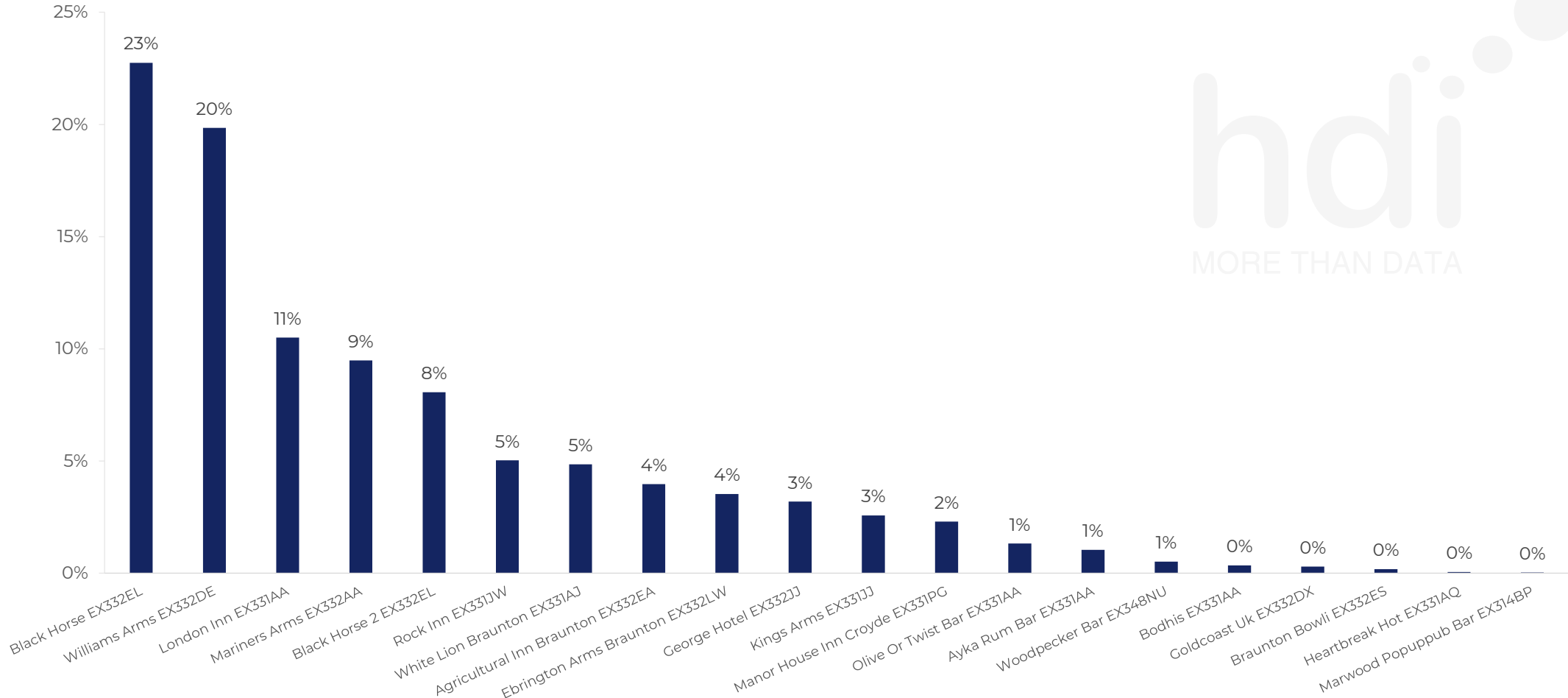




Share of Wallet

What are the Top 20 venues (by spend) that customers of Black Horse EX332EL also visit?

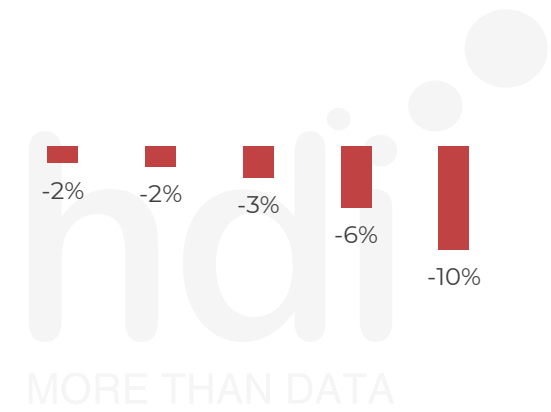
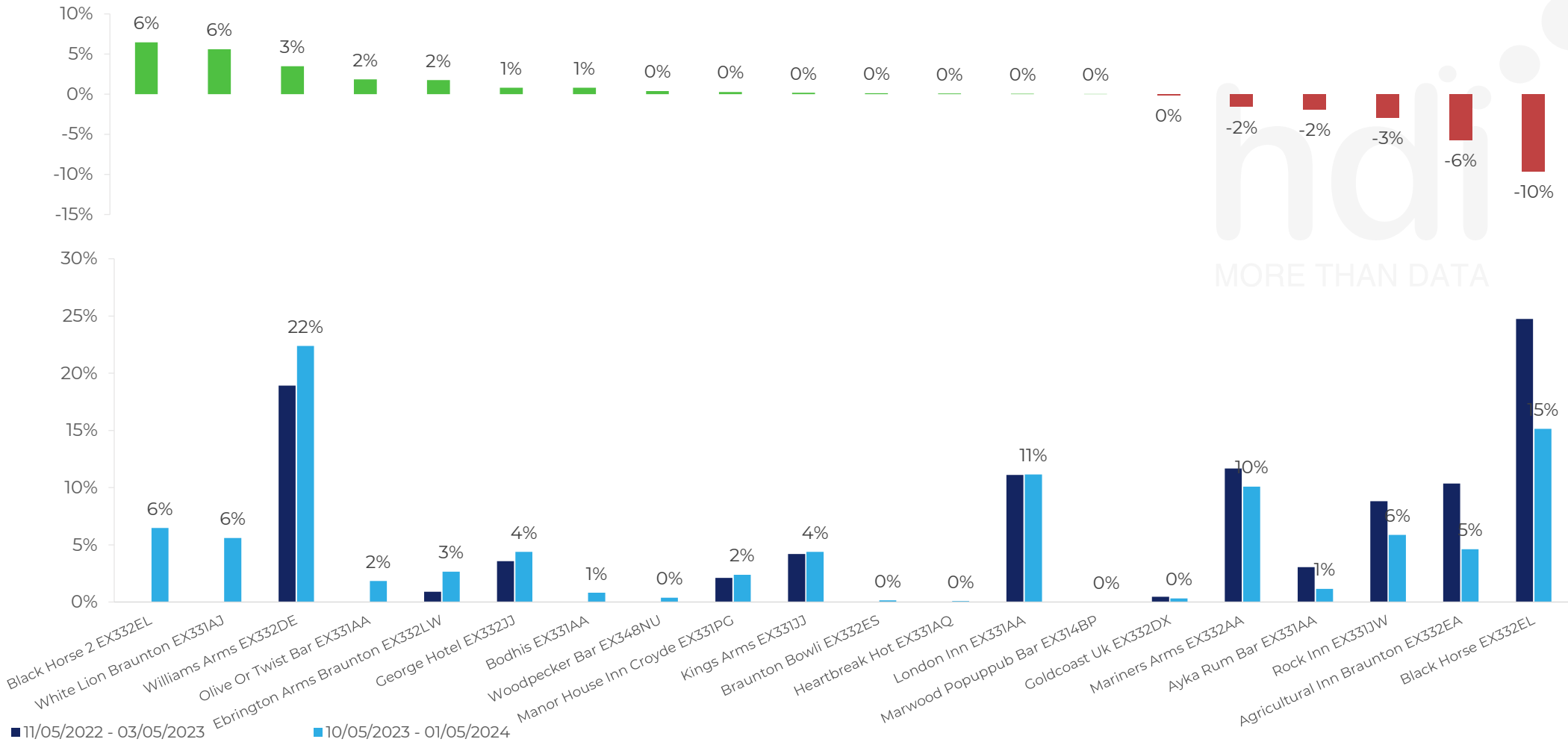
For customers of Black Horse EX332EL, who are the top 20 competitors from 97 Chains in 3 Miles for 10/05/2023 - 01/05/2024 split by Venue





Share of Wallet Change

How has share of wallet of customers of Black Horse EX332EL changed between two date ranges?





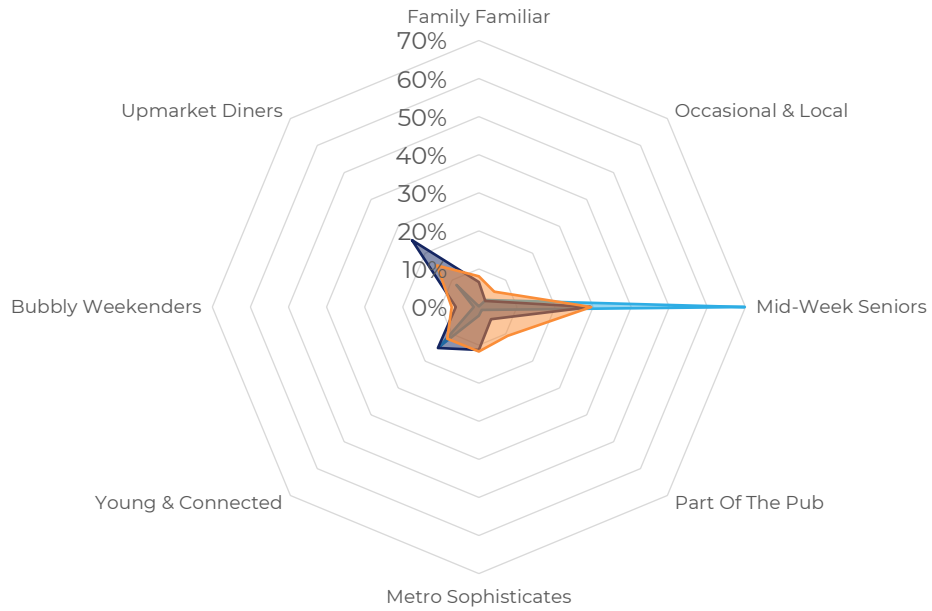
Market Summary

How does the local area for Black Horse EX332EL 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	£224K	3	£4.45M	6	£12.40M	5	£19.17M	3
Weekpart	Mon - Thu	33.7%	2	40.7%	6	42.9%	7	42.4%	6
Weekpart	Fri - Sat	49.6%	9	47.1%	8	41.6%	4	39.5%	2
Weekpart	Sun	16.7%	8	12.1%	2	15.5%	6	18.1%	10
Age	18 to 24	0.0%	0	5.3%	5	4.2%	3	3.5%	1
Age	25 to 34	3.2%	1	12.0%	1	11.3%	1	10.9%	1
Age	35 to 44	7.1%	1	20.8%	4	21.8%	4	21.5%	3
Age	45 to 54	8.3%	1	22.0%	7	21.5%	7	22.9%	9
Age	55 to 64	33.3%	10	23.4%	10	20.8%	9	21.5%	10
Age	65 to 74	26.7%	10	9.7%	8	10.9%	9	11.3%	9
Age	75+	21.2%	10	6.8%	9	9.6%	10	8.5%	10
CAMEO	Business Elite	3.4%	3	6.8%	6	5.7%	5	6.6%	5
CAMEO	Prosperous Professionals	5.8%	5	8.2%	8	7.8%	7	8.6%	8
CAMEO	Flourishing Society	12.8%	6	15.1%	7	14.6%	7	17.1%	8
CAMEO	Content Communities	32.1%	10	15.9%	8	16.3%	9	16.4%	9
CAMEO	White Collar Neighbourhoods	3.8%	1	7.5%	2	9.0%	3	9.6%	3
CAMEO	Enterprising Mainstream	29.4%	10	19.3%	10	18.0%	10	15.8%	10
CAMEO	Paying The Mortgage	5.5%	1	13.5%	5	14.7%	5	13.5%	5
CAMEO	Cash Conscious Communities	1.0%	1	5.5%	2	6.6%	3	5.8%	2
CAMEO	On A Budget	6.3%	5	5.6%	5	5.8%	5	5.2%	3
CAMEO	Family Value	0.0%	0	2.6%	6	1.7%	4	1.5%	4
Affluence	AB	22.0%	4	30.0%	6	28.0%	5	32.2%	6
Affluence	C1C2	70.8%	10	56.2%	9	57.9%	9	55.2%	9
Affluence	DE	7.2%	1	13.7%	3	14.1%	3	12.6%	2



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
Black Horse	44	0.18%	2.62%	69.81%	1.08%	2.23%	14.43%	1.36%	8.26%
Local Catchment	1891	6.54%	2.33%	29.31%	4.48%	11.26%	15.18%	6.05%	24.82%
Punch T&L	106089	8.06%	5.74%	29.46%	10.68%	11.68%	11.71%	7.11%	15.51%
Black Horse vs Local Catchment		-6.36%	0.29%	40.50%	-3.40%	-9.03%	-0.75%	-4.69%	-16.56%
Black Horse vs Punch T&L		-7.88%	-3.12%	40.35%	-9.60%	-9.45%	2.72%	-5.75%	-7.25%
Local Catchment vs Punch T&L		-1.52%	-3.41%	-0.15%	-6.20%	-0.42%	3.47%	-1.06%	9.31%

■ Black Horse

■ Local Catchment

■ Punch T&L