

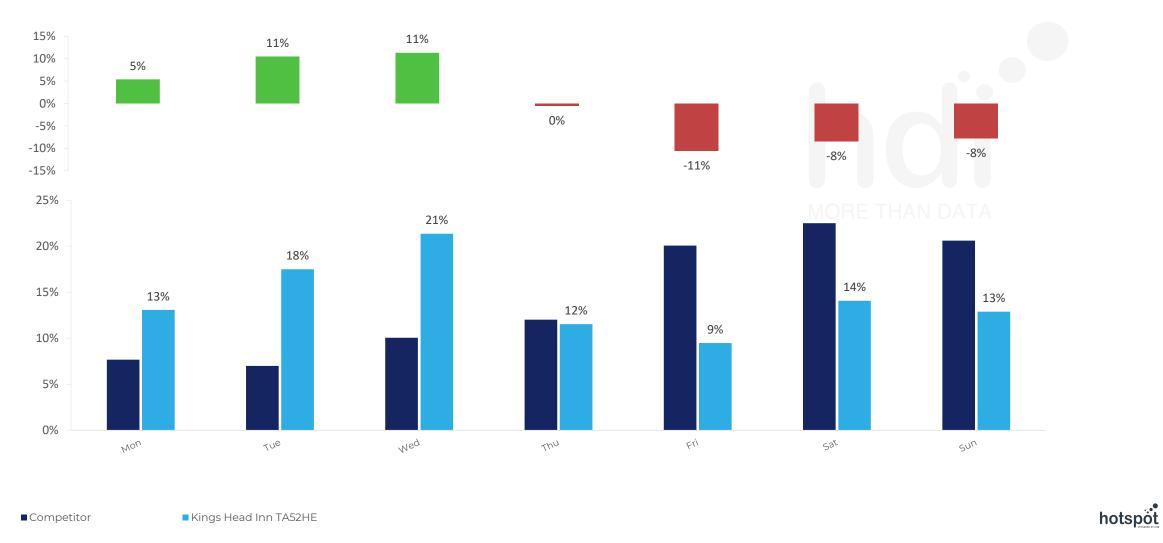
Spend by Weekpart

Site Intel

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How is customer spend distributed throughout the week for Kings Head Inn TA52HE versus its competitors?

% of spend for Kings Head Inn TA52HE and 97 Chains in 3 Miles from 04/01/2023 - 19/12/2023 split by Day of Week

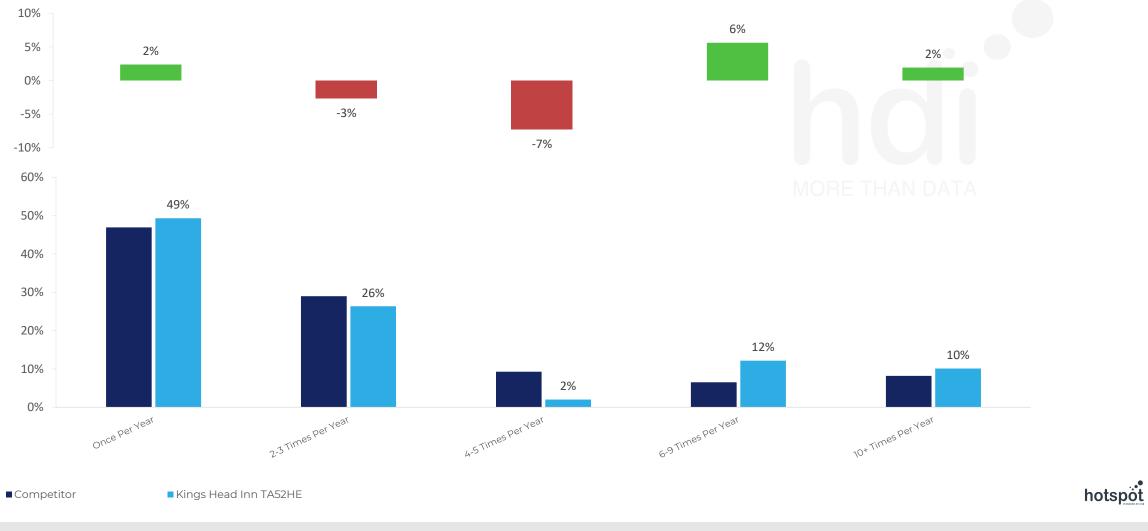


Visit Frequency

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How frequently per year do customers visit Kings Head Inn TA52HE versus its competitors?

% of customer numbers for Kings Head Inn TA52HE and 97 Chains in 3 Miles from 04/01/2023 - 19/12/2023 and the number of visits made Per Annum





04/01/2023 - 19/12/2023

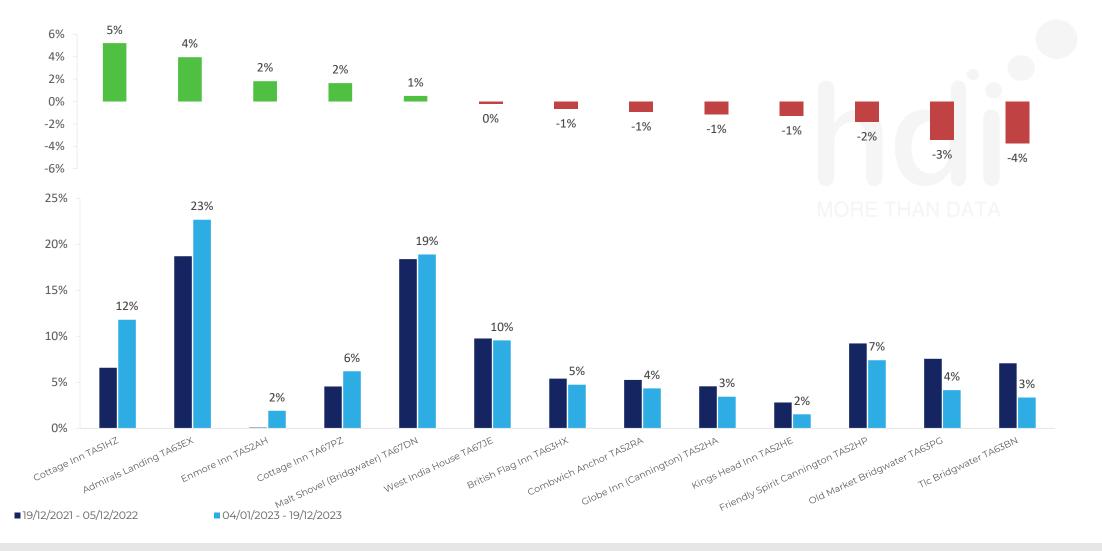
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Market Share Change

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How has market share changed between two date ranges?

% of market share spend for Kings Head Inn TA52HE and 97 Chains in 3 Miles from 04/01/2023 - 19/12/2023

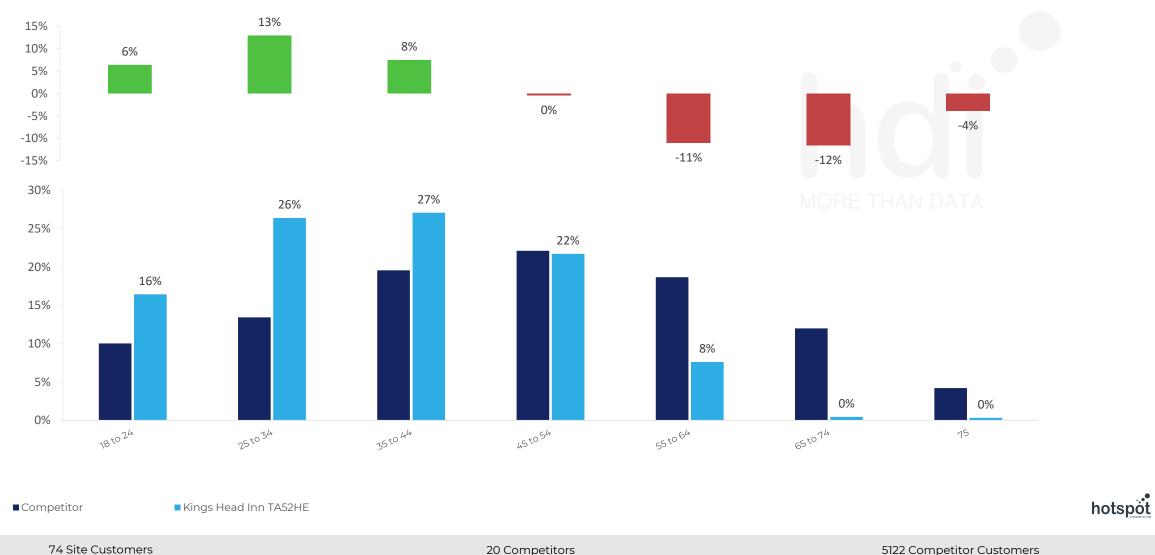


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Age

How does the age profile of customers who visit Kings Head Inn TA52HE compare versus its competitors?

% of spend for Kings Head Inn TA52HE and 97 Chains in 3 Miles from 04/01/2023 - 19/12/2023 split by Age Range



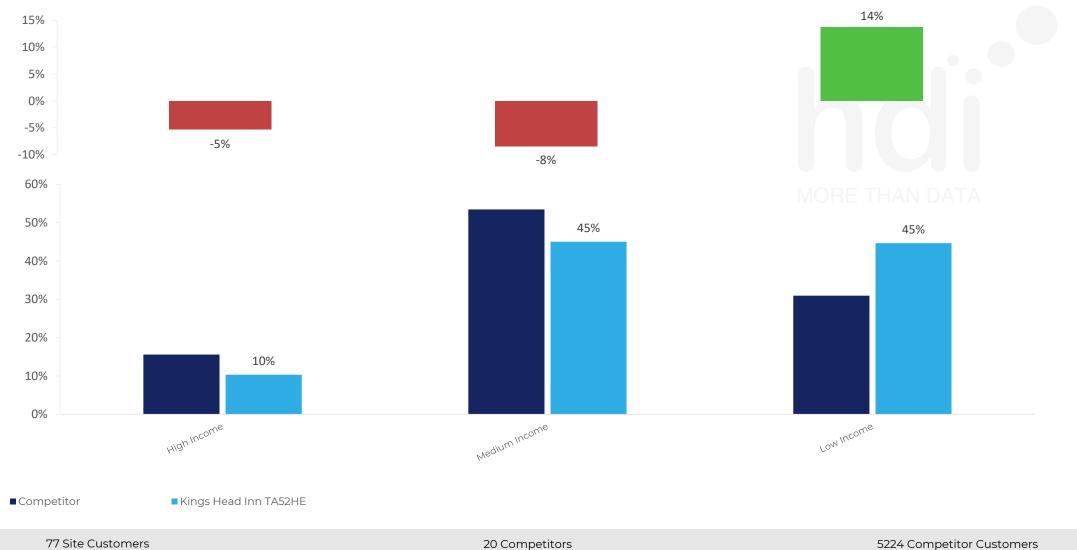
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97 Chains

Affluence

How does the affluence of customers who visit Kings Head Inn TA52HE compare versus its competitors?

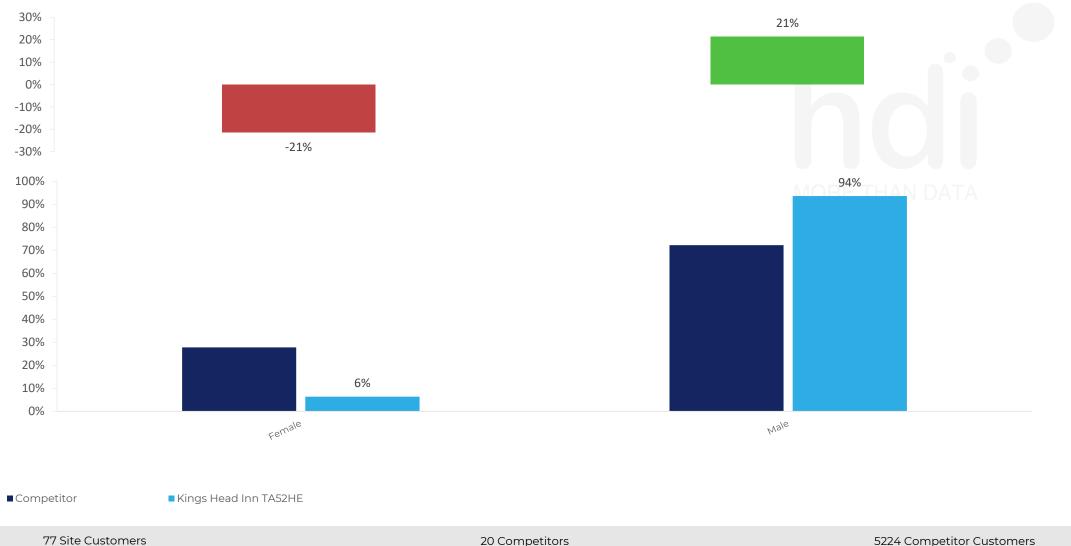
% of spend for Kings Head Inn TA52HE and 97 Chains in 3 Miles from 04/01/2023 - 19/12/2023 split by Affluence



Gender

How does the gender profile of customers who visit Kings Head Inn TA52HE compare versus its competitors?

% of spend for Kings Head Inn TA52HE and 97 Chains in 3 Miles from 04/01/2023 - 19/12/2023 split by Gender



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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. 		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. 	
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. 	BR	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. 	
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. 		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. 	
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. 		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. 	

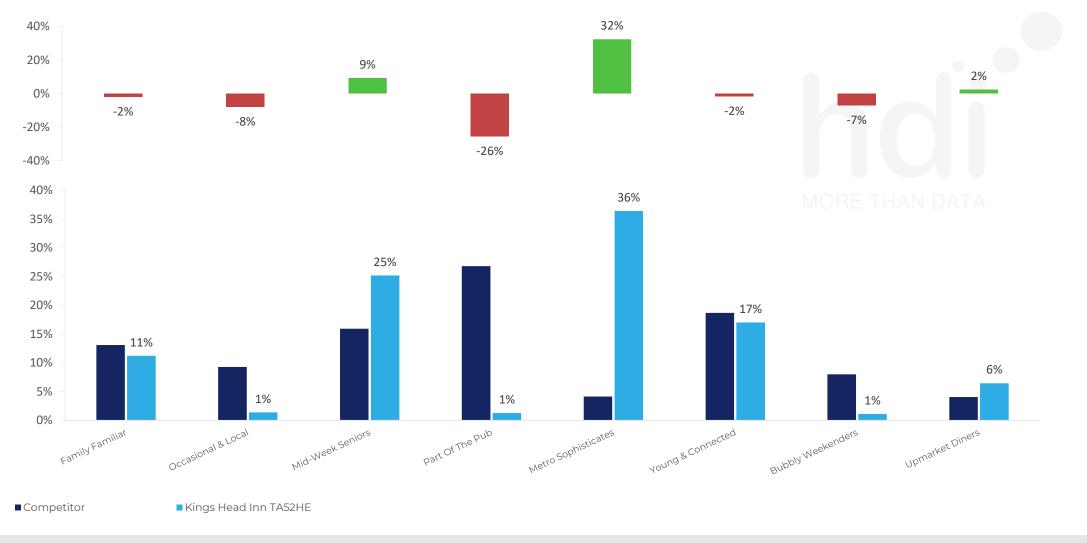


Punch Segmentation

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How does the Custom segmentation profile of customers who visit Kings Head Inn TA52HE compare versus its competitors?

% of spend for Kings Head Inn TA52HE and 97 Chains in 3 Miles from 04/01/2023 - 19/12/2023 split by Segment



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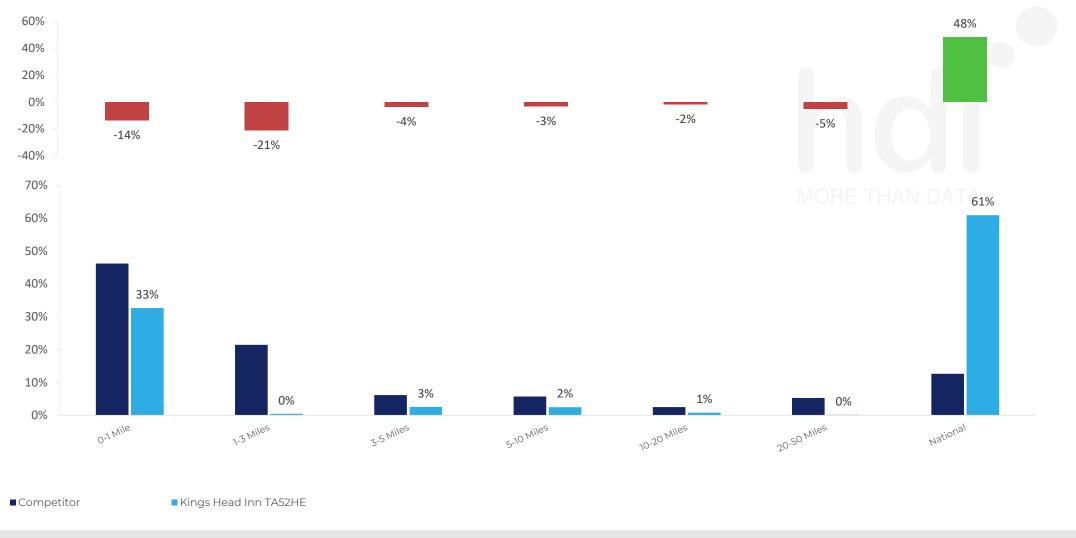
Spend by Distance

Site Intel

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How does the spend profile of Kings Head Inn TA52HE compare versus its competitors based on travel distances?

% of spend for Kings Head Inn TA52HE and 97 Chains in 3 Miles from 04/01/2023 - 19/12/2023 split by Distance travelled







Map of Guest Origin

Where do customers of Kings Head Inn TA52HE come from?

Where do customers of Kings Head Inn TA52HE for 04/01/2023 - 19/12/2023 live



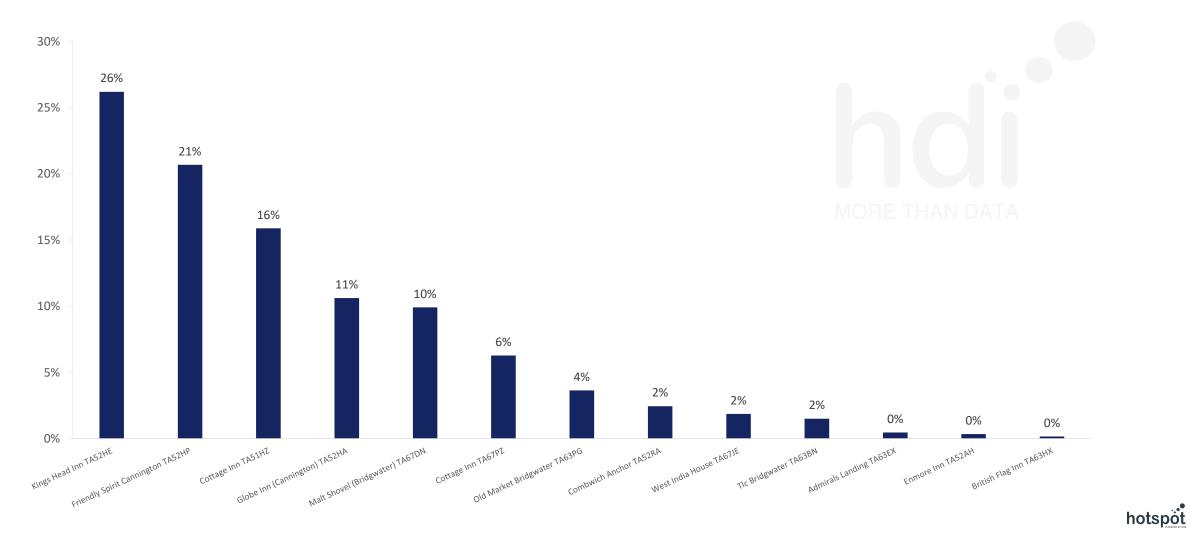


Share of Wallet

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What are the Top 20 venues (by spend) that customers of Kings Head Inn TA52HE also visit?

For customers of Kings Head Inn TA52HE, who are the top 20 competitors from 97 Chains in 3 Miles for 04/01/2023 - 19/12/2023 split by Venue

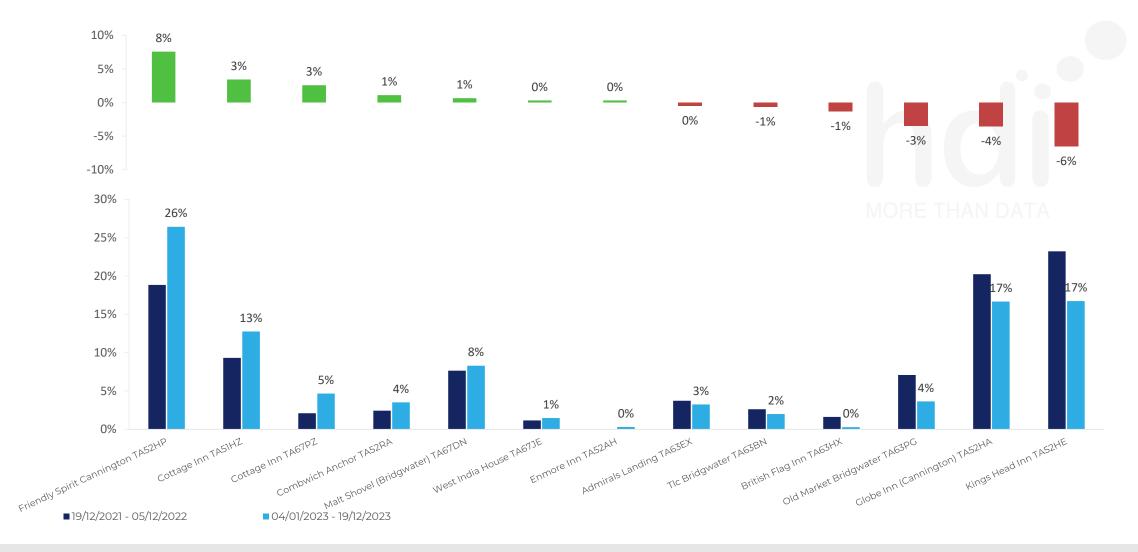




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Share of Wallet Change

How has share of wallet of customers of Kings Head Inn TA52HE changed between two date ranges?





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Market Summary

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How does the local area for Kings Head Inn TA52HE 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	£585K	4	£988K	3	£1.14M	2	£9.19M	2
Weekpart	Mon - Thu	49.5%	9	46.4%	9	46.5%	9	39.9%	3
Weekpart	Fri - Sat	37.1%	2	39.3%	3	41.2%	4	42.1%	5
Weekpart	Sun	13.4%	4	14.2%	5	12.3%	1	18.0%	10
Age	18 to 24	3.9%	4	4.5%	4	5.4%	4	9.2%	7
Age	25 to 34	15.5%	3	14.8%	2	15.6%	2	14.2%	1
Age	35 to 44	22.6%	5	20.8%	4	20.9%	3	21.1%	3
Age	45 to 54	31.9%	10	27.4%	10	25.8%	10	21.2%	7
Age	55 to 64	19.7%	8	16.9%	7	18.2%	8	19.2%	9
Age	65 to 74	5.8%	5	13.7%	10	12.4%	9	10.3%	9
Age	75+	0.7%	2	2.0%	5	1.8%	4	4.7%	9
CAMEO	Business Elite	2.8%	3	2.5%	2	2.3%	2	3.6%	3
CAMEO	Prosperous Professionals	7.2%	7	6.1%	6	6.9%	6	4.1%	2
CAMEO	Flourishing Society	16.8%	8	13.7%	6	12.5%	6	8.5%	3
CAMEO	Content Communities	8.3%	2	8.1%	2	11.5%	4	10.8%	3
CAMEO	White Collar Neighbourhoods	10.9%	5	11.0%	5	10.8%	5	14.5%	9
CAMEO	Enterprising Mainstream	8.9%	6	9.3%	6	9.7%	7	11.5%	8
CAMEO	Paying The Mortgage	12.8%	5	15.8%	7	15.3%	6	16.4%	7
CAMEO	Cash Conscious Communities	16.8%	9	13.3%	8	12.3%	8	15.6%	10
CAMEO	On A Budget	11.2%	9	10.2%	8	9.5%	8	6.8%	6
CAMEO	Family Value	4.3%	7	10.2%	9	9.3%	9	8.0%	8
Affluence	AB	26.8%	5	22.2%	4	21.8%	4	16.3%	2
Affluence	C1C2	40.9%	3	44.1%	4	47.2%	5	53.2%	8
Affluence	DE	32.3%	8	33.6%	9	31.0%	9	30.5%	9



