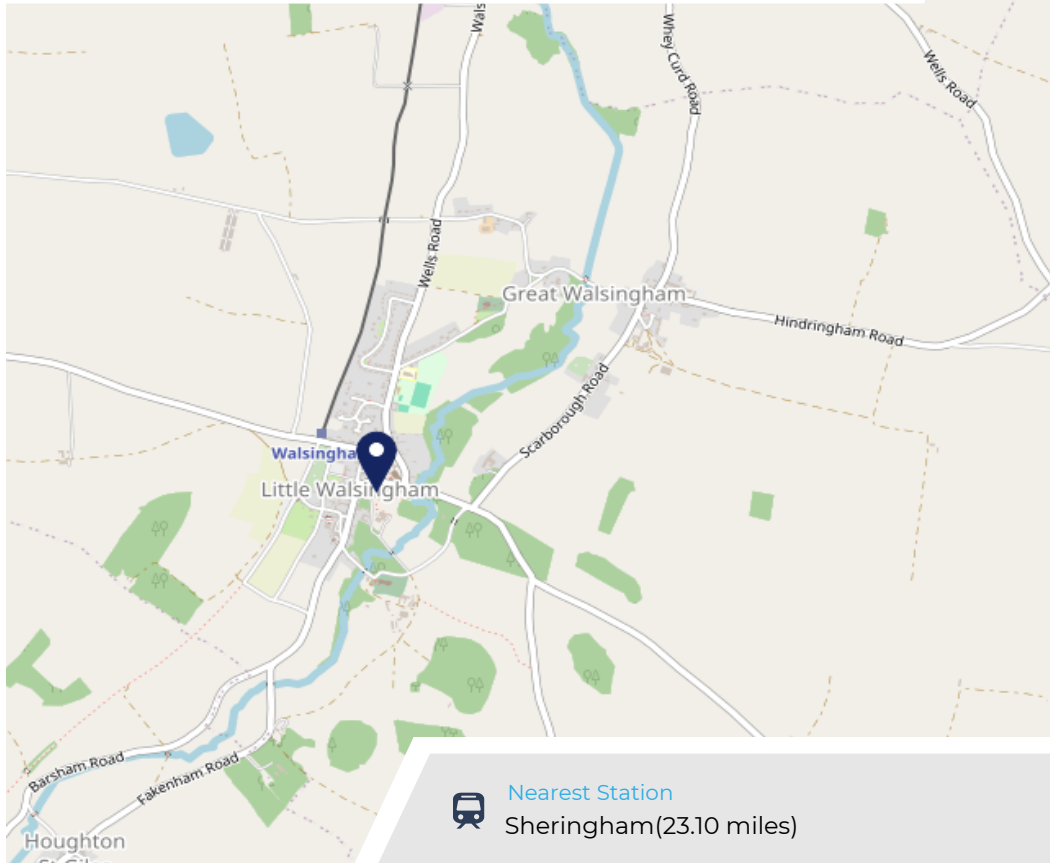




Bull (Walsingham) NR226BP

NR226BP

Punch T&L

**Work Area**
King's Lynn**Region**
East of England**TV Region**
Anglia**Urbanicity**
Rural village in a sparse sett**ATV**
£25.41**Gender**
74.96%
Male**Affluence**
46.29%
Middle Income**Segmentation**
20.12%
White Collar Neighbourhoods**Age Group**
28.87%
55 to 64**Visit Day**
23.01%
Wed

Top Competitors

**Black Lion Hotel**
NR226DB
 Pub Restaurant

#1

**Carpenters Arms**
NR231PF
 Pub Restaurant

#2

**Barsham Arms**
NR210LH
 Pub Restaurant

#3

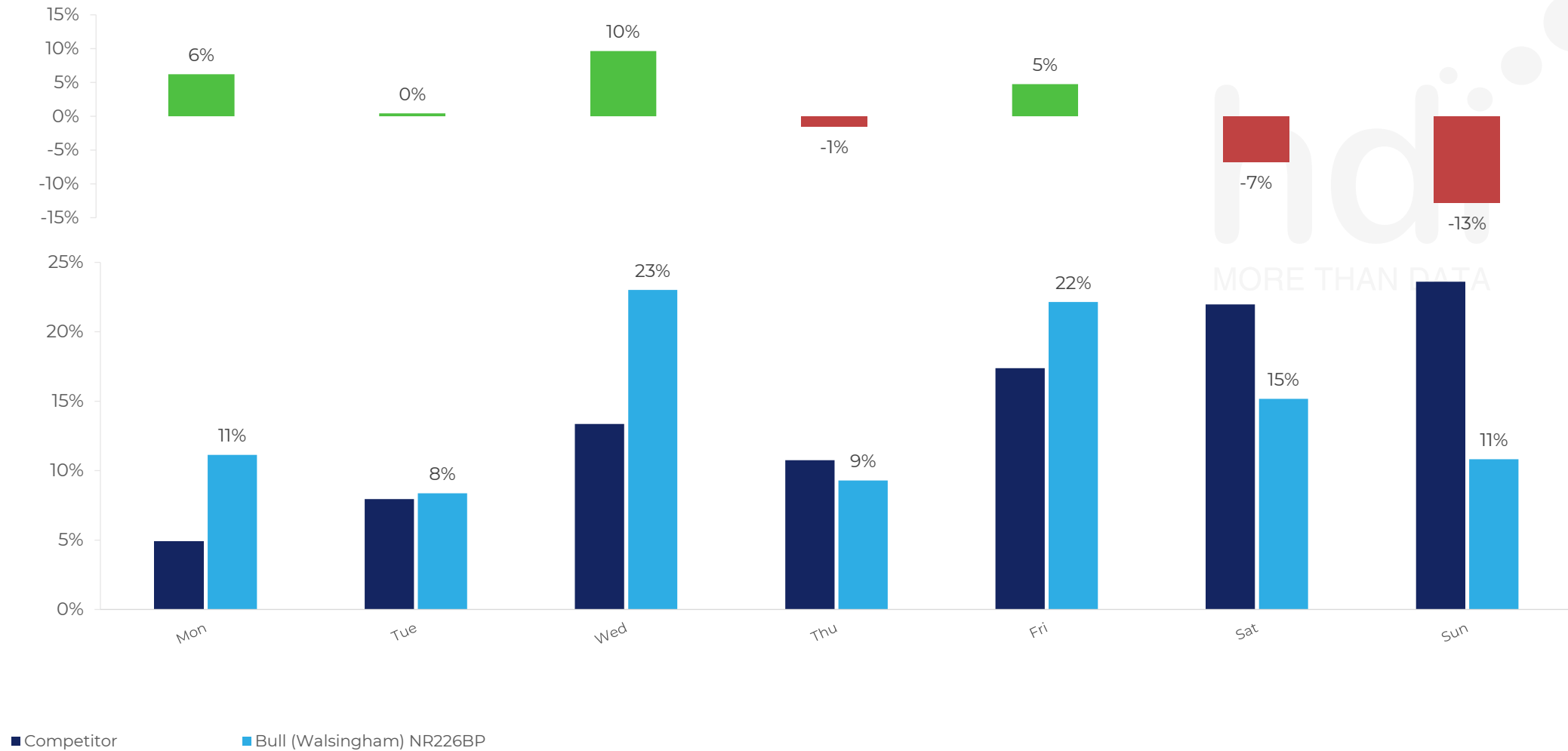
**Nearest Station**
Sheringham(23.10 miles)



Spend by Weekpart

How is customer spend distributed throughout the week for Bull (Walsingham) NR226BP versus its competitors?

% of spend for Bull (Walsingham) NR226BP and 97 Chains in 3 Miles from 07/06/2023 - 29/05/2024 split by Day of Week

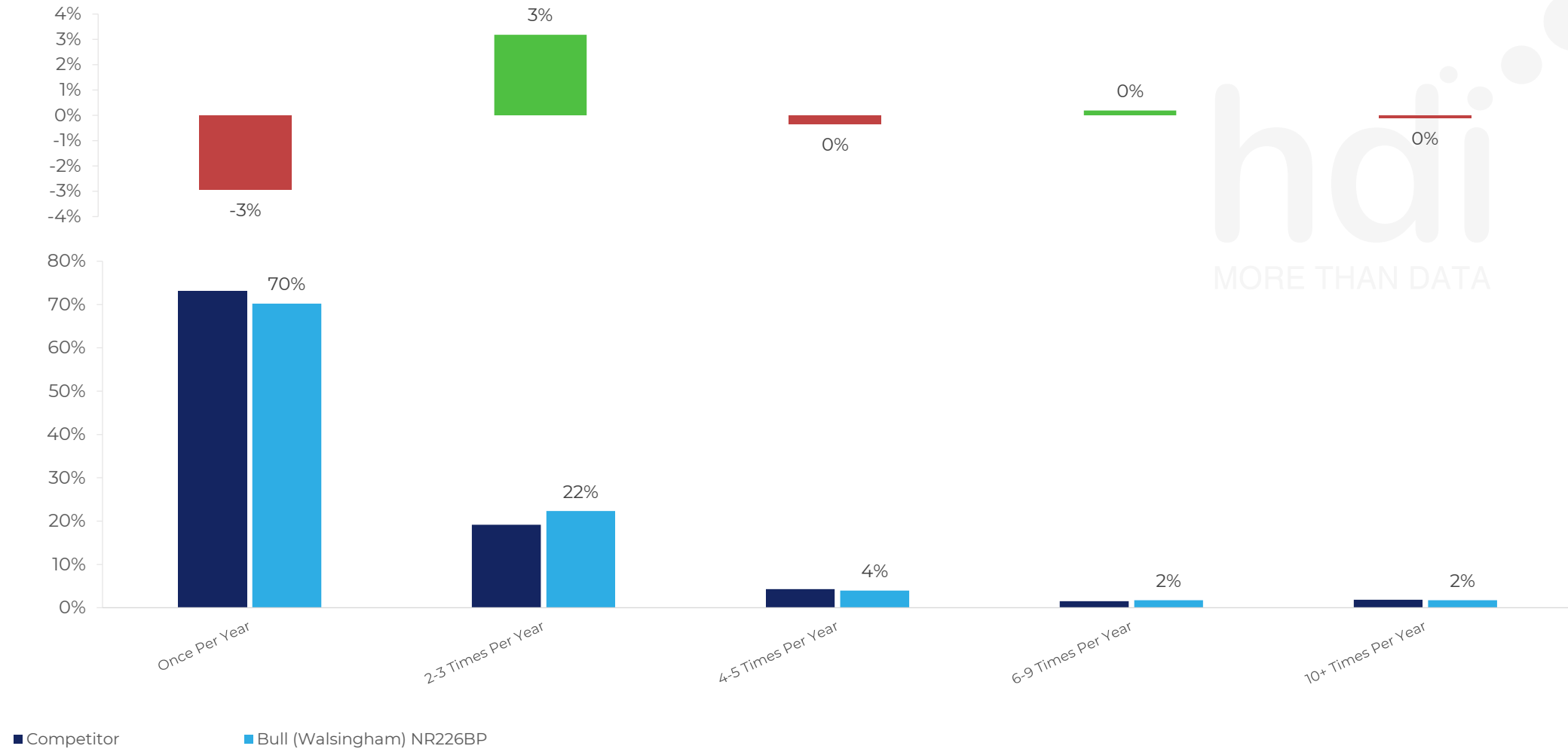




Visit Frequency

How frequently per year do customers visit Bull (Walsingham) NR226BP versus its competitors?

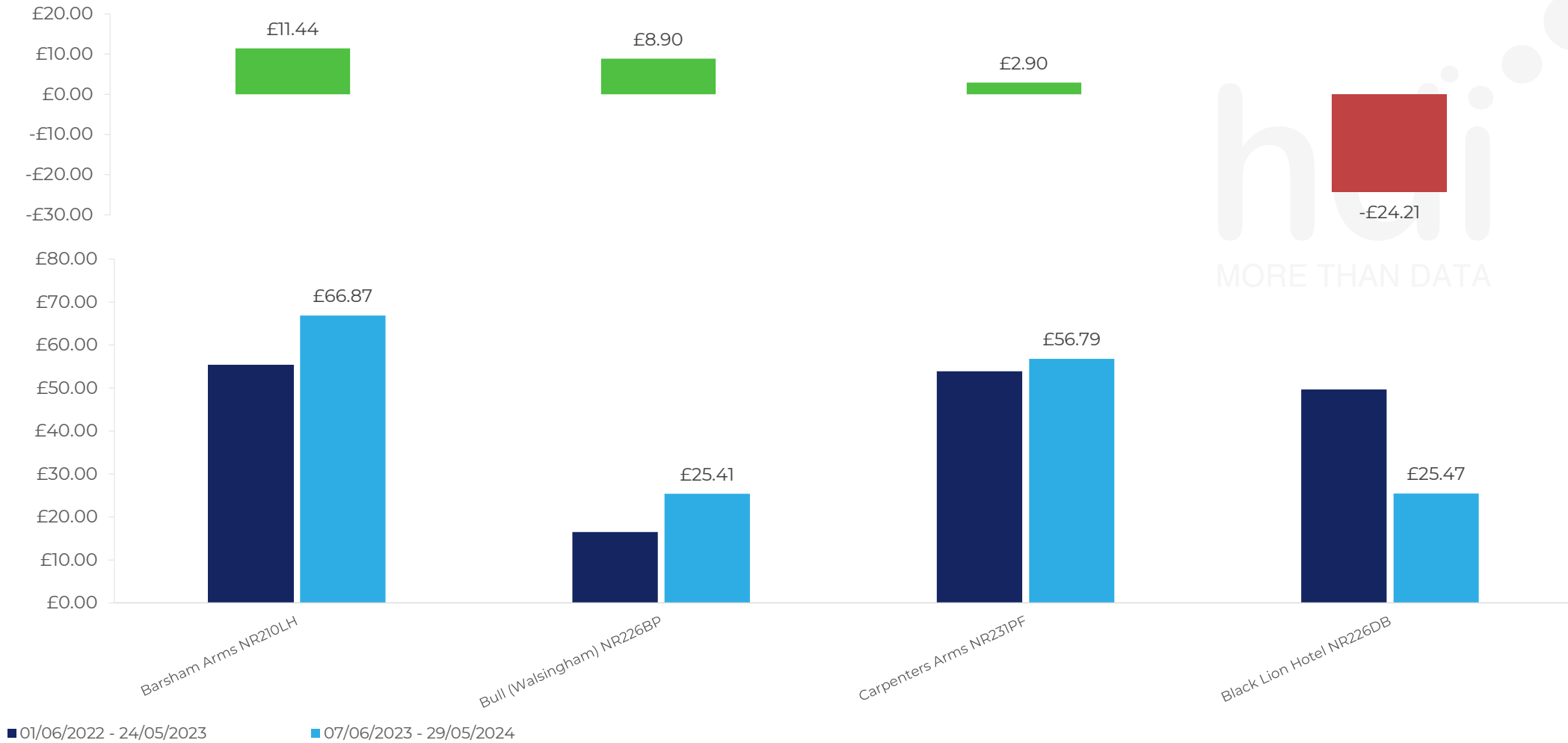
% of customer numbers for Bull (Walsingham) NR226BP and 97 Chains in 3 Miles from 07/06/2023 - 29/05/2024 and the number of visits made Per Annum





ATV Change

How has ATV changed between two date ranges?

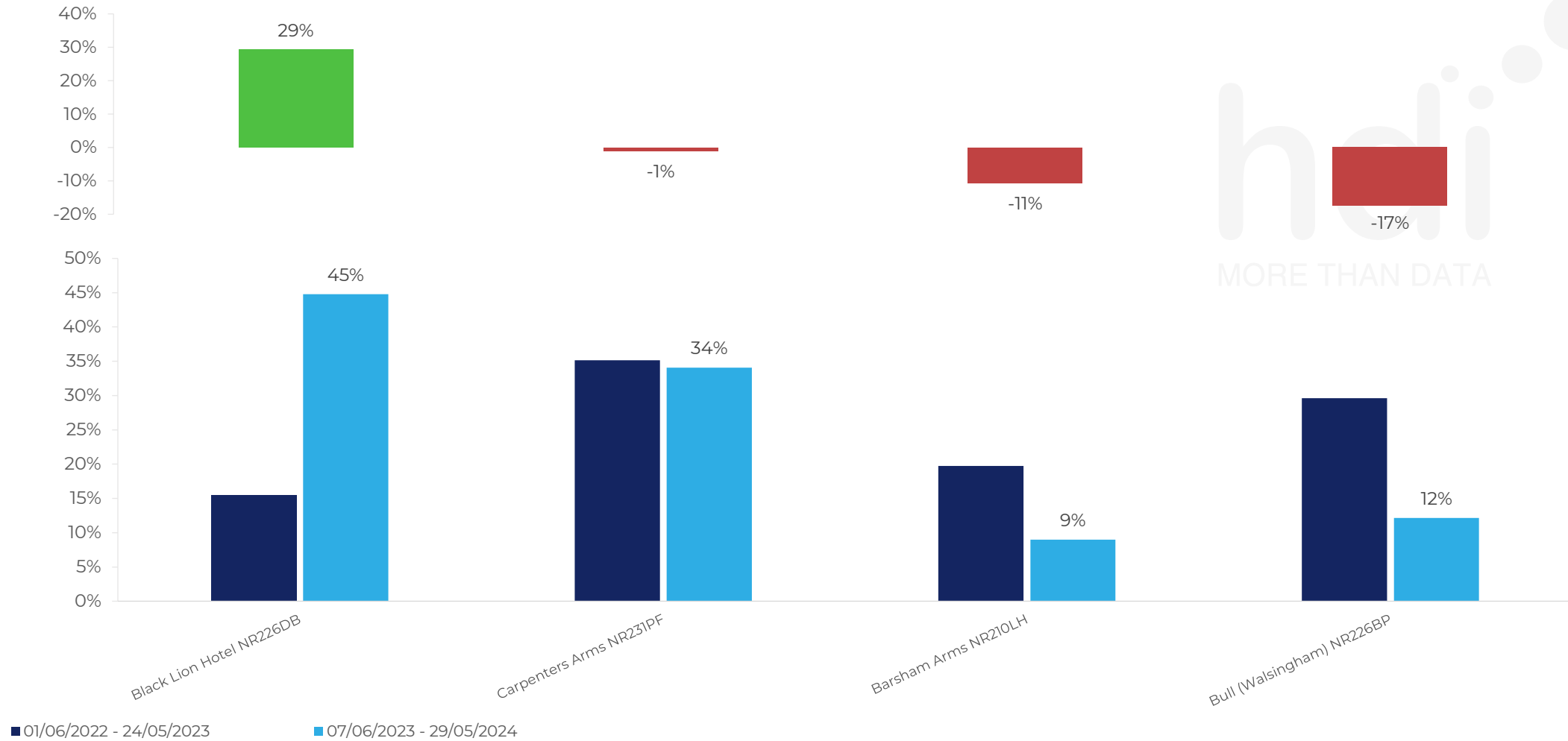
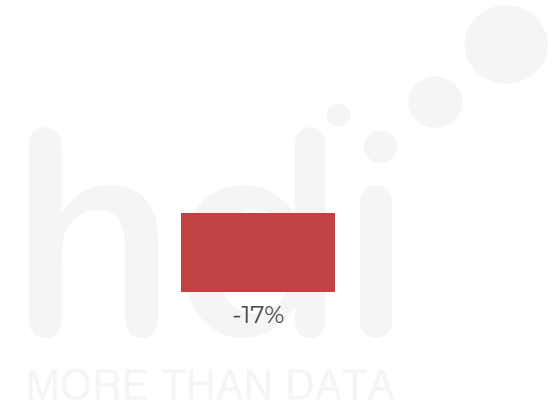




Market Share Change

How has market share changed between two date ranges?

% of market share spend for Bull (Walsingham) NR226BP and 97 Chains in 3 Miles from 07/06/2023 - 29/05/2024

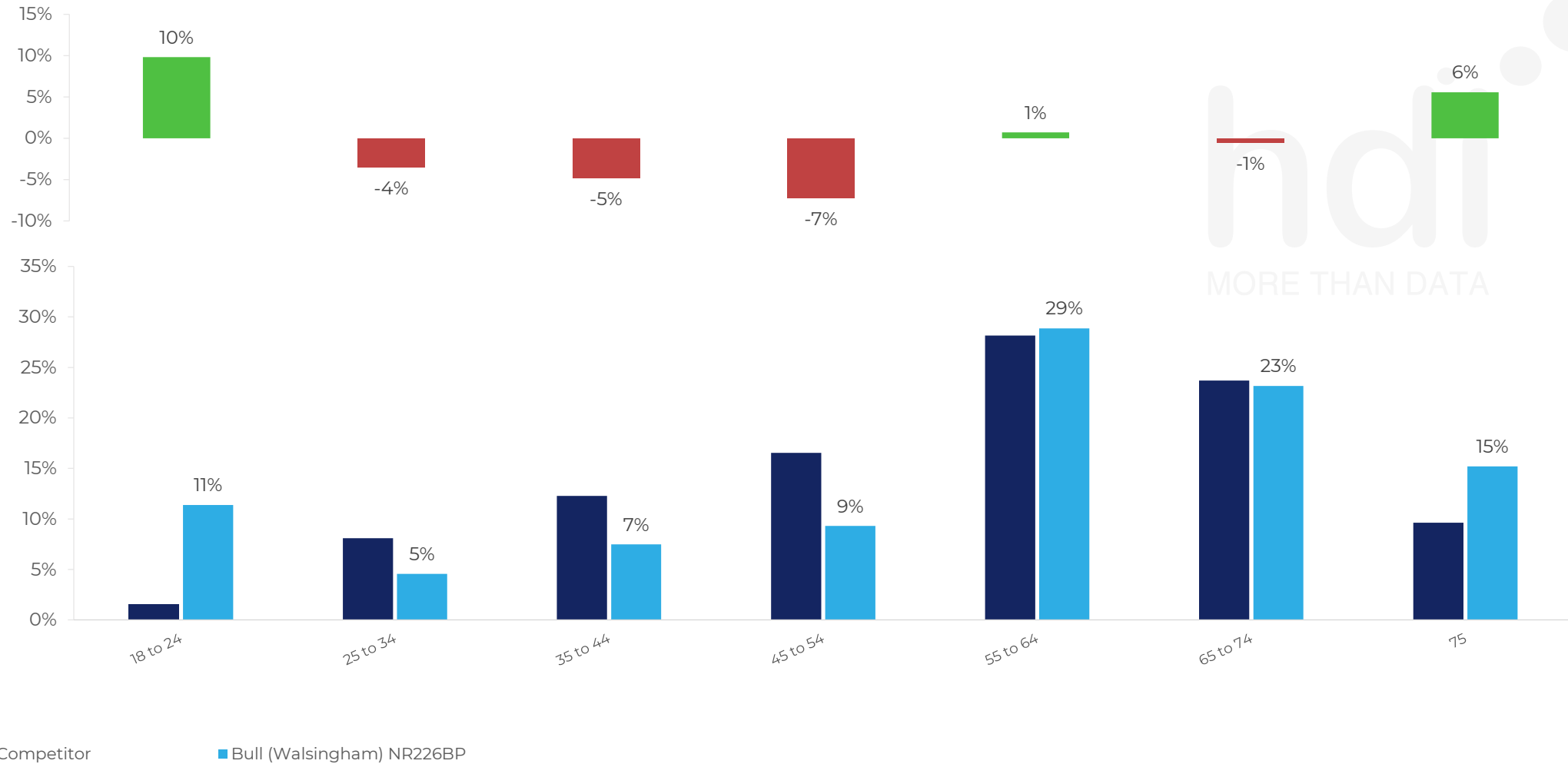




Age

How does the age profile of customers who visit Bull (Walsingham) NR226BP compare versus its competitors?

% of spend for Bull (Walsingham) NR226BP and 97 Chains in 3 Miles from 07/06/2023 - 29/05/2024 split by Age Range

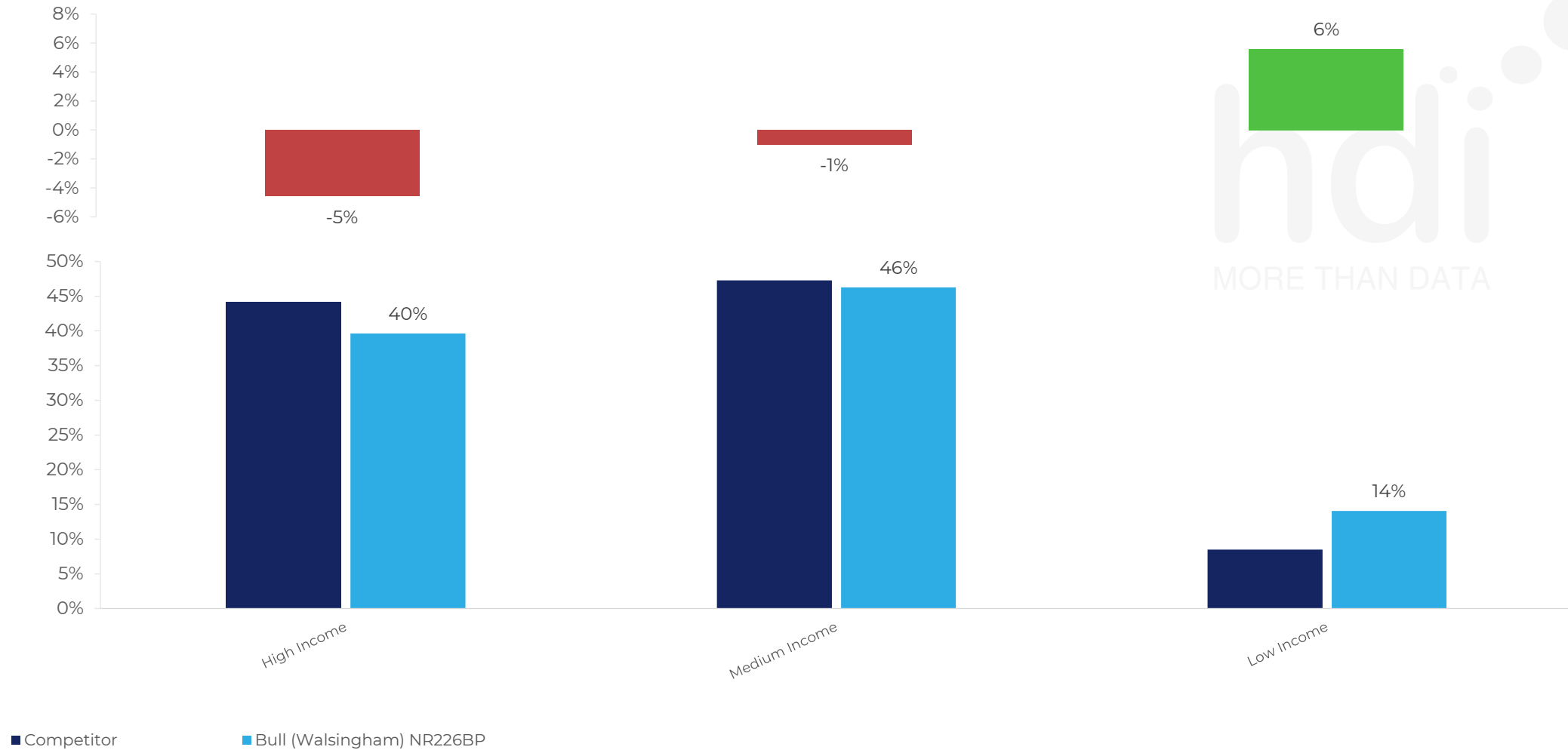




Affluence

How does the affluence of customers who visit Bull (Walsingham) NR226BP compare versus its competitors?

% of spend for Bull (Walsingham) NR226BP and 97 Chains in 3 Miles from 07/06/2023 - 29/05/2024 split by Affluence

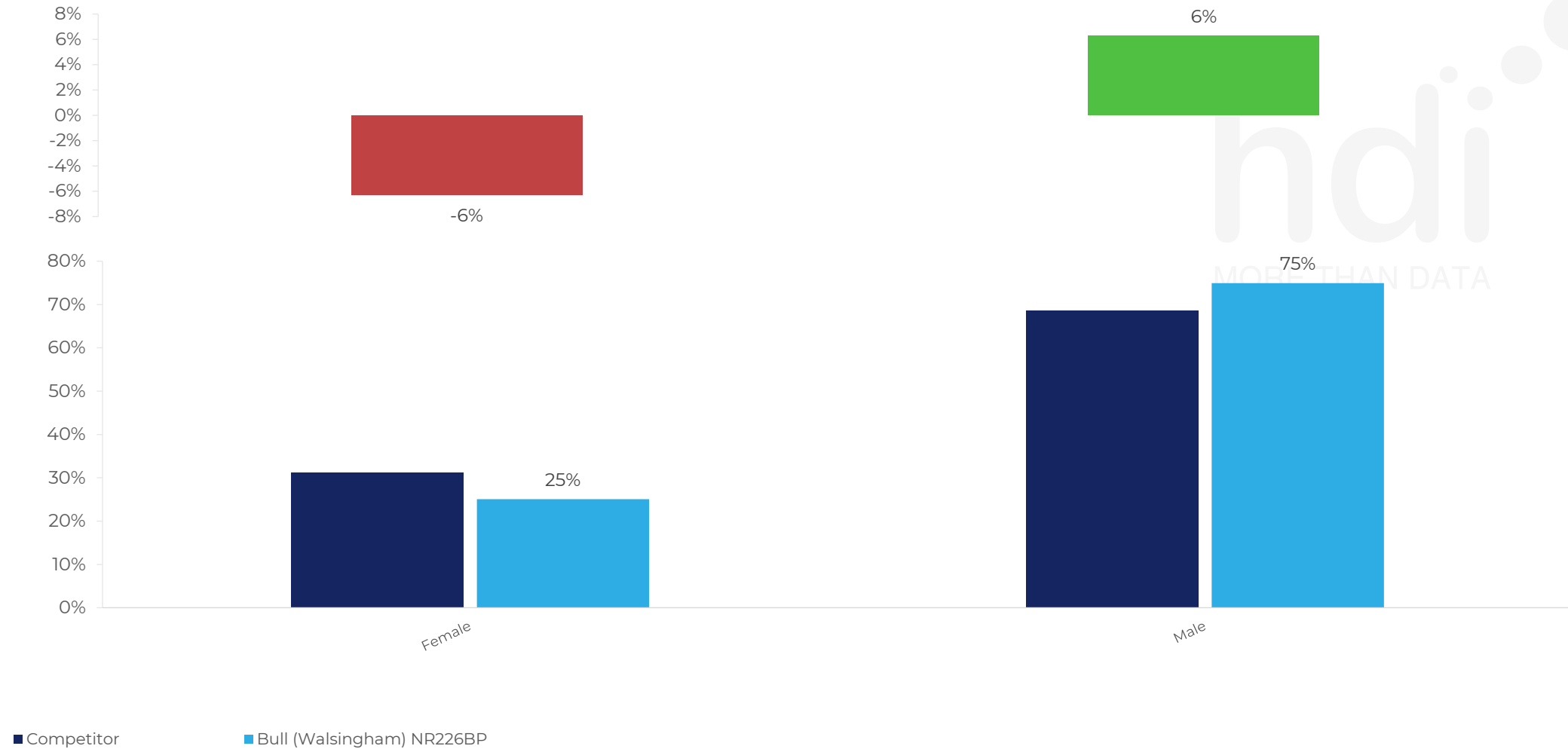




Gender

How does the gender profile of customers who visit Bull (Walsingham) NR226BP compare versus its competitors?

% of spend for Bull (Walsingham) NR226BP and 97 Chains in 3 Miles from 07/06/2023 - 29/05/2024 split by Gender

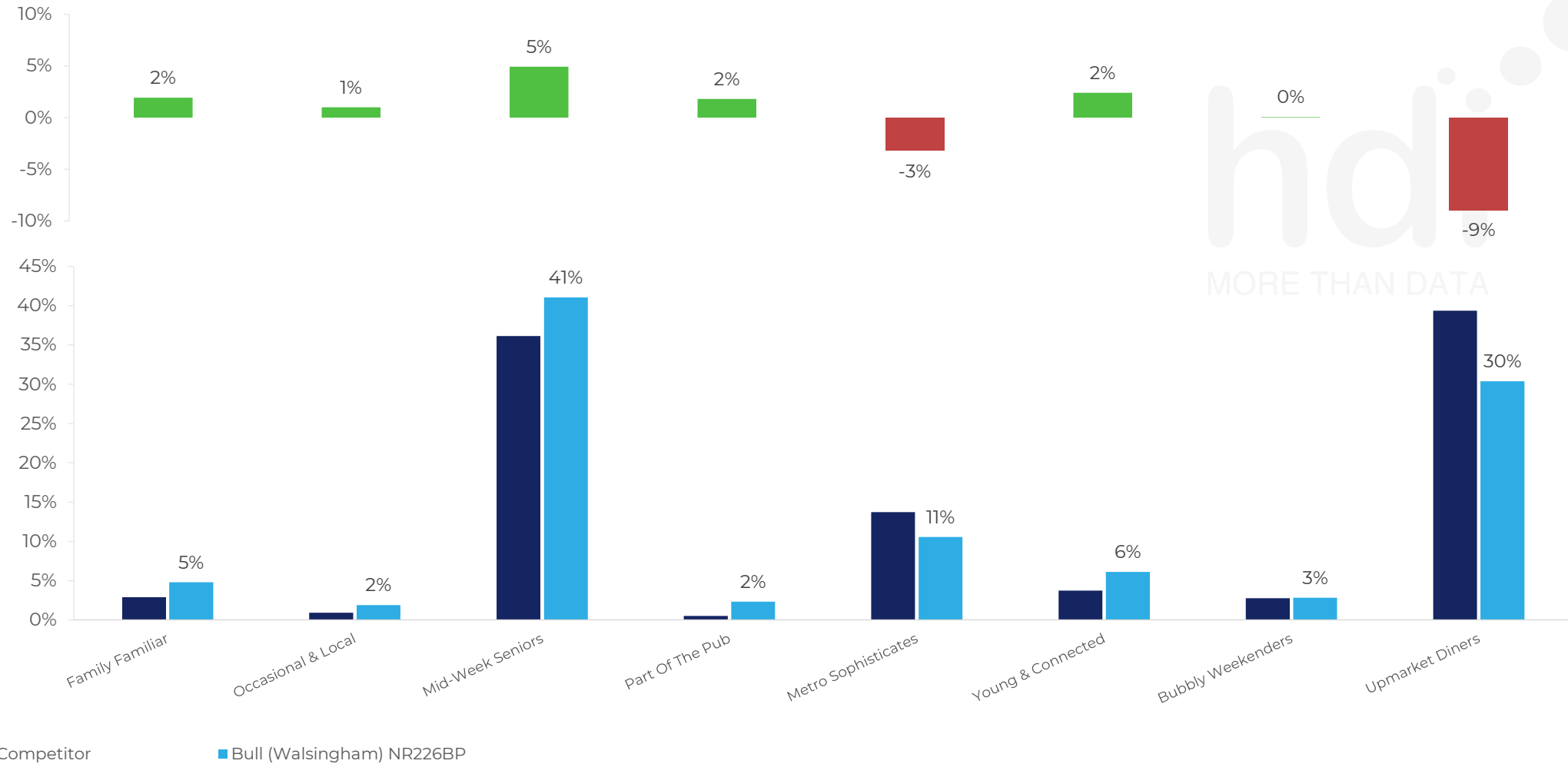




Punch Segmentation

How does the Custom segmentation profile of customers who visit Bull (Walsingham) NR226BP compare versus its competitors?

% of spend for Bull (Walsingham) NR226BP and 97 Chains in 3 Miles from 07/06/2023 - 29/05/2024 split by Segment

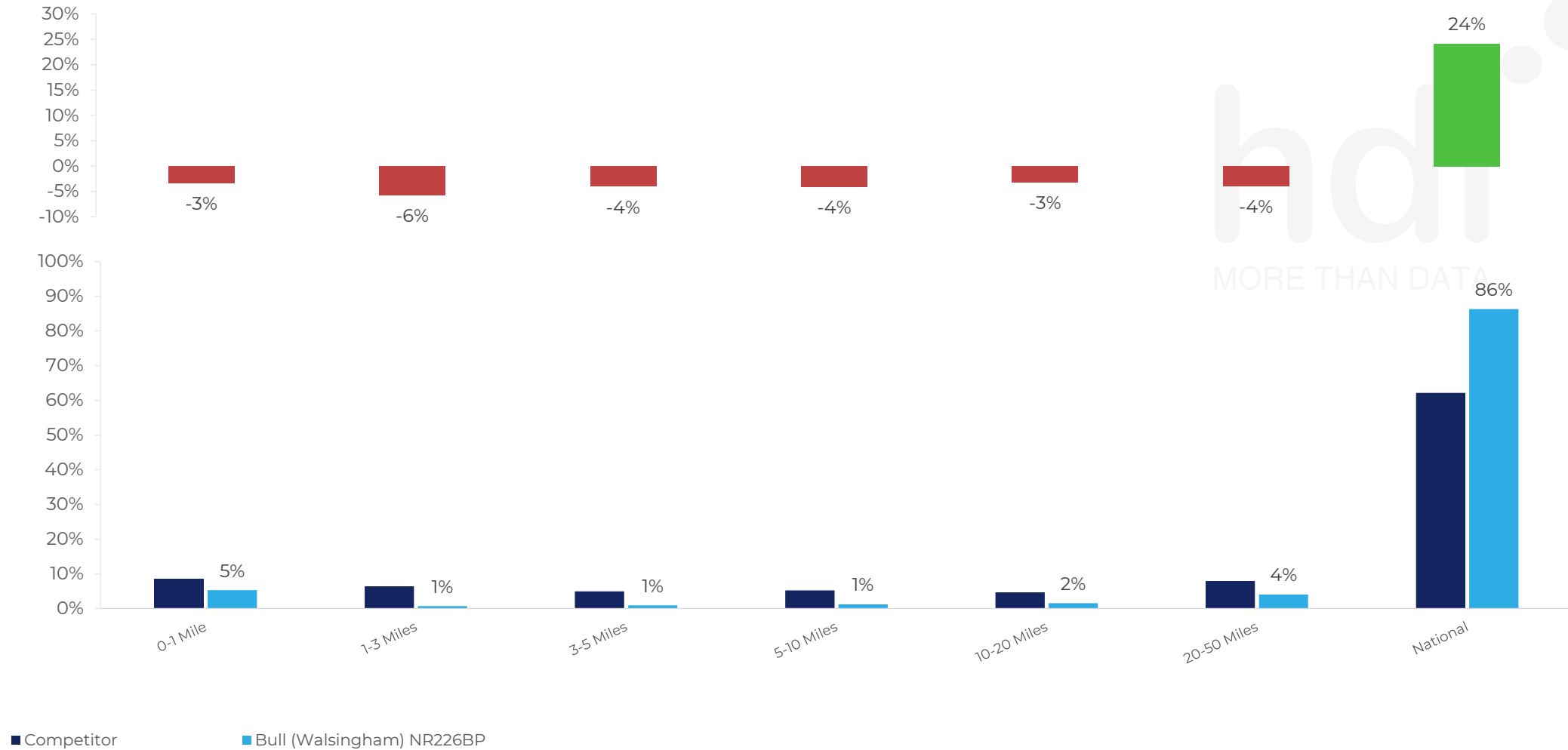




Spend by Distance

How does the spend profile of Bull (Walsingham) NR226BP compare versus its competitors based on travel distances?

% of spend for Bull (Walsingham) NR226BP and 97 Chains in 3 Miles from 07/06/2023 - 29/05/2024 split by Distance travelled

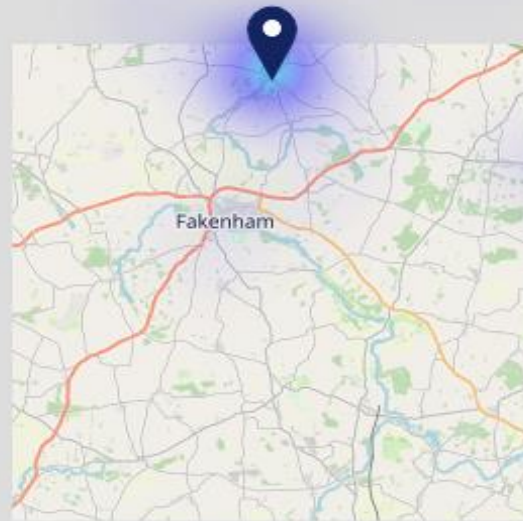




Map of Guest Origin

Where do customers of Bull (Walsingham) NR226BP come from?

Where do customers of Bull (Walsingham) NR226BP for 07/06/2023 - 29/05/2024 live

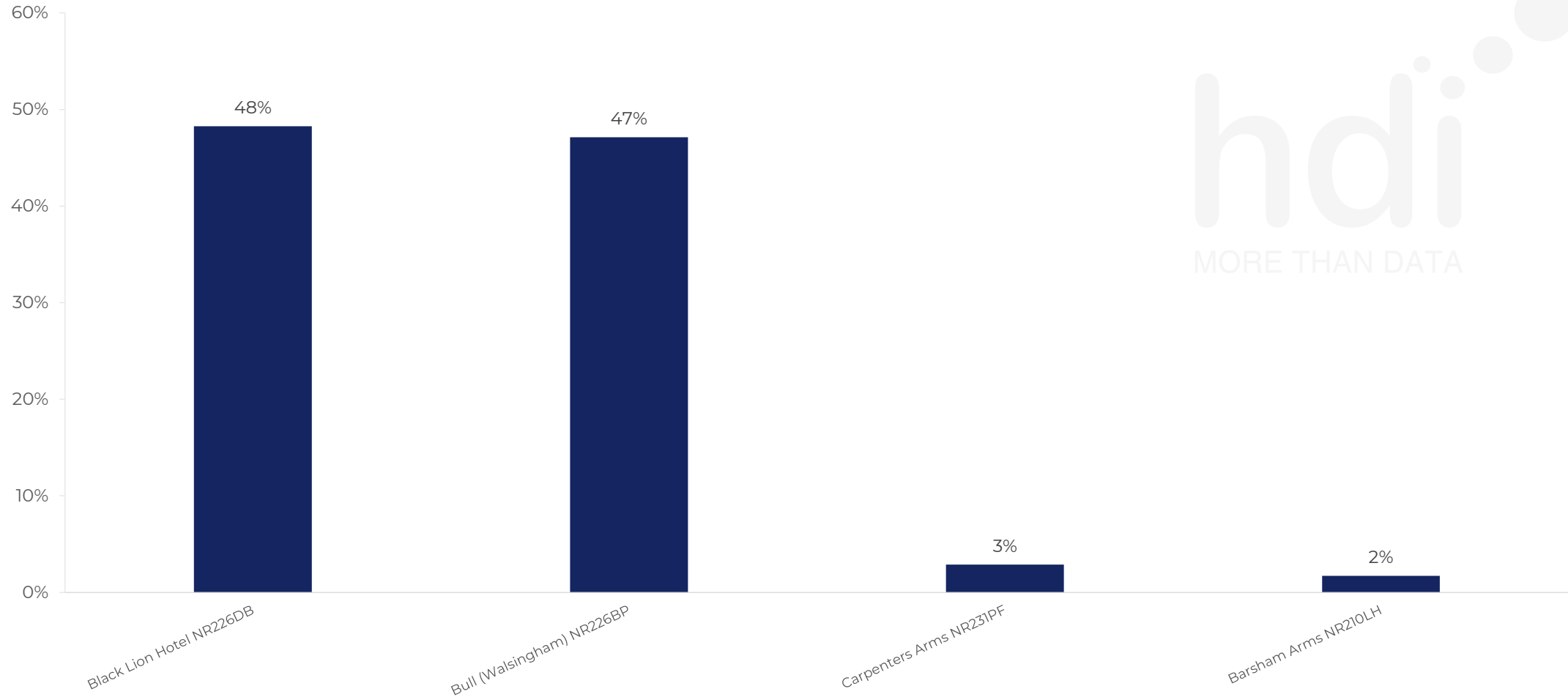




Share of Wallet

What are the Top 20 venues (by spend) that customers of Bull (Walsingham) NR226BP also visit?

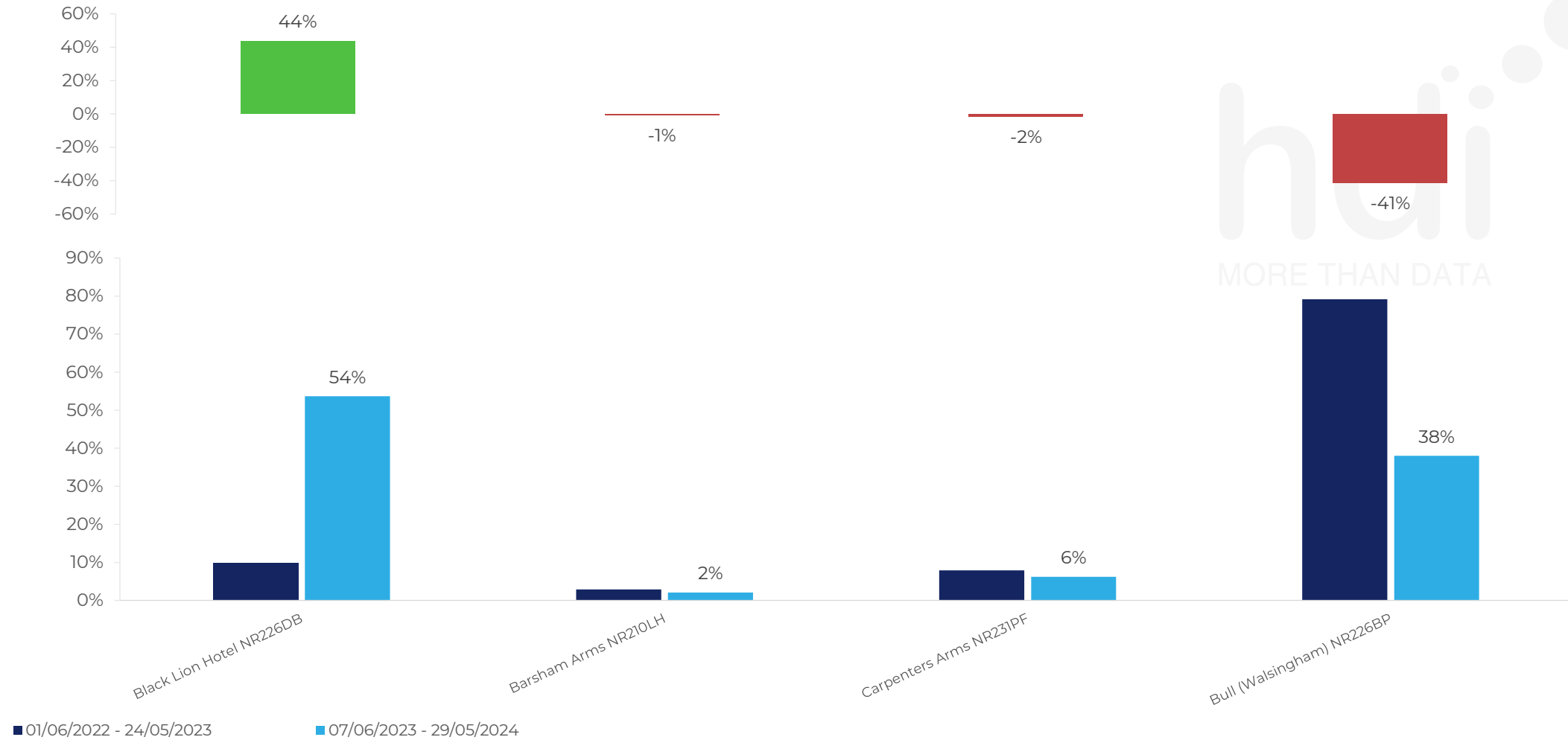
For customers of Bull (Walsingham) NR226BP, who are the top 20 competitors from 97 Chains in 3 Miles for 07/06/2023 - 29/05/2024 split by Venue





Share of Wallet Change

How has share of wallet of customers of Bull (Walsingham) NR226BP changed between two date ranges?





Market Summary

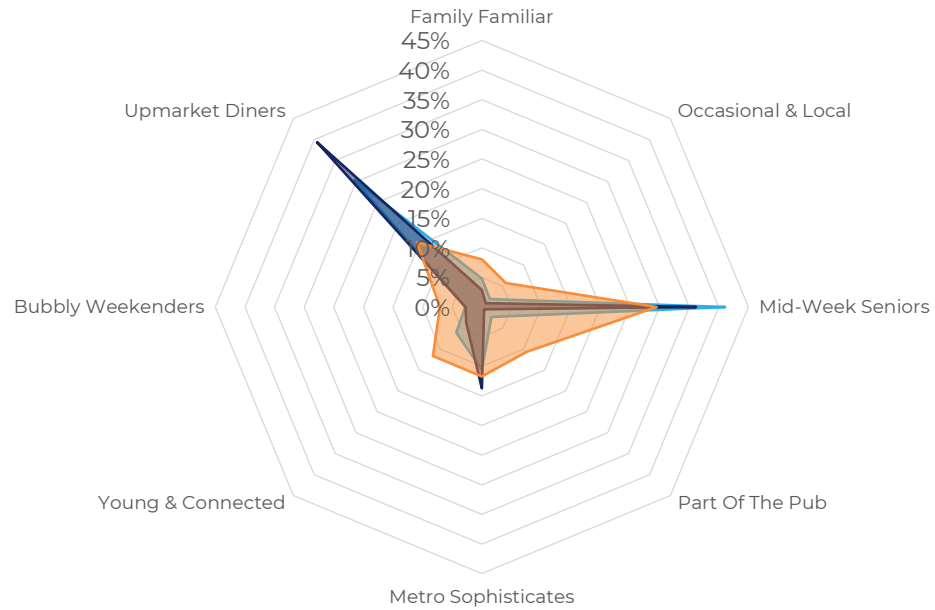
How does the local area for Bull (Walsingham) NR226BP compare to the national average (1 = low, 10 = high)

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	£1.19M	5	£1.19M	4	£1.19M	2	£1.85M	1
Weekpart	Mon - Thu	46.9%	9	46.9%	9	46.8%	9	41.6%	5
Weekpart	Fri - Sat	35.6%	2	35.6%	1	35.6%	1	37.7%	1
Weekpart	Sun	17.5%	8	17.5%	8	17.5%	9	20.7%	10
Age	18 to 24	2.9%	3	2.9%	2	2.9%	2	2.4%	1
Age	25 to 34	7.0%	1	7.0%	1	7.0%	1	7.5%	1
Age	35 to 44	11.2%	1	11.2%	1	11.2%	1	11.5%	1
Age	45 to 54	13.5%	1	13.5%	1	13.5%	1	15.4%	1
Age	55 to 64	25.4%	10	25.4%	10	25.4%	10	27.1%	10
Age	65 to 74	27.2%	10	27.2%	10	27.2%	10	23.9%	10
Age	75+	12.9%	10	12.9%	10	12.8%	10	12.1%	10
CAMEO	Business Elite	7.9%	6	7.9%	6	7.9%	6	8.8%	6
CAMEO	Prosperous Professionals	9.6%	9	9.6%	9	9.6%	9	9.4%	9
CAMEO	Flourishing Society	22.8%	9	22.8%	9	22.8%	9	24.0%	10
CAMEO	Content Communities	13.5%	7	13.5%	7	13.5%	7	14.9%	8
CAMEO	White Collar Neighbourhoods	11.3%	5	11.3%	5	11.3%	5	10.4%	4
CAMEO	Enterprising Mainstream	15.5%	10	15.5%	10	15.5%	10	13.9%	9
CAMEO	Paying The Mortgage	7.2%	1	7.2%	1	7.1%	1	8.3%	1
CAMEO	Cash Conscious Communities	7.9%	5	7.9%	5	7.9%	4	6.6%	3
CAMEO	On A Budget	2.6%	2	2.6%	1	2.6%	1	2.2%	1
CAMEO	Family Value	1.8%	5	1.8%	5	1.8%	4	1.3%	3
Affluence	AB	40.3%	8	40.3%	8	40.3%	8	42.2%	9
Affluence	C1C2	47.4%	5	47.4%	5	47.4%	5	47.6%	5
Affluence	DE	12.3%	3	12.3%	3	12.3%	2	10.1%	1



Local Market Profile

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
Bull (Walsingham)	80	4.80%	1.90%	41.07%	2.32%	10.57%	6.12%	2.81%	30.38%
Local Catchment	299	2.87%	0.90%	36.13%	0.52%	13.71%	3.72%	2.75%	39.37%
Punch T&L	104416	8.08%	5.74%	29.47%	10.69%	11.73%	11.68%	7.08%	15.48%
Bull (Walsingham) vs Local Catchment		1.93%	1.00%	4.94%	1.80%	-3.14%	2.40%	0.06%	-8.99%
Bull (Walsingham) vs Punch T&L		-3.28%	-3.84%	11.60%	-8.37%	-1.16%	-5.56%	-4.27%	14.90%
Local Catchment vs Punch T&L		-5.21%	-4.84%	6.66%	-10.17%	1.98%	-7.96%	-4.33%	23.89%

■ Bull (Walsingham)

■ Local Catchment

■ Punch T&L



Local Competitor Profiles

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

	Customer Count	Family Familiar	Occasional & Local	Mid-Week Seniors	Part Of The Pub	Metro Sophisticates	Young & Connected	Bubbly Weekenders	Upmarket Diners
Black Lion Hotel NR226DB	148	0.72%	0.79%	35.50%	0.48%	17.82%	4.87%	1.97%	37.81%
Bull (Walsingham) NR226BP	80	4.80%	1.90%	41.07%	2.32%	10.57%	6.12%	2.81%	30.38%
Carpenters Arms NR231PF	138	4.61%	0.35%	32.81%	0.70%	8.23%	2.37%	3.39%	47.49%
Barsham Arms NR210LH	33	9.05%	4.12%	50.57%	0.00%	12.75%	2.62%	5.11%	15.74%

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.

