



### Site Summary



## Holt L358LA

L358LA

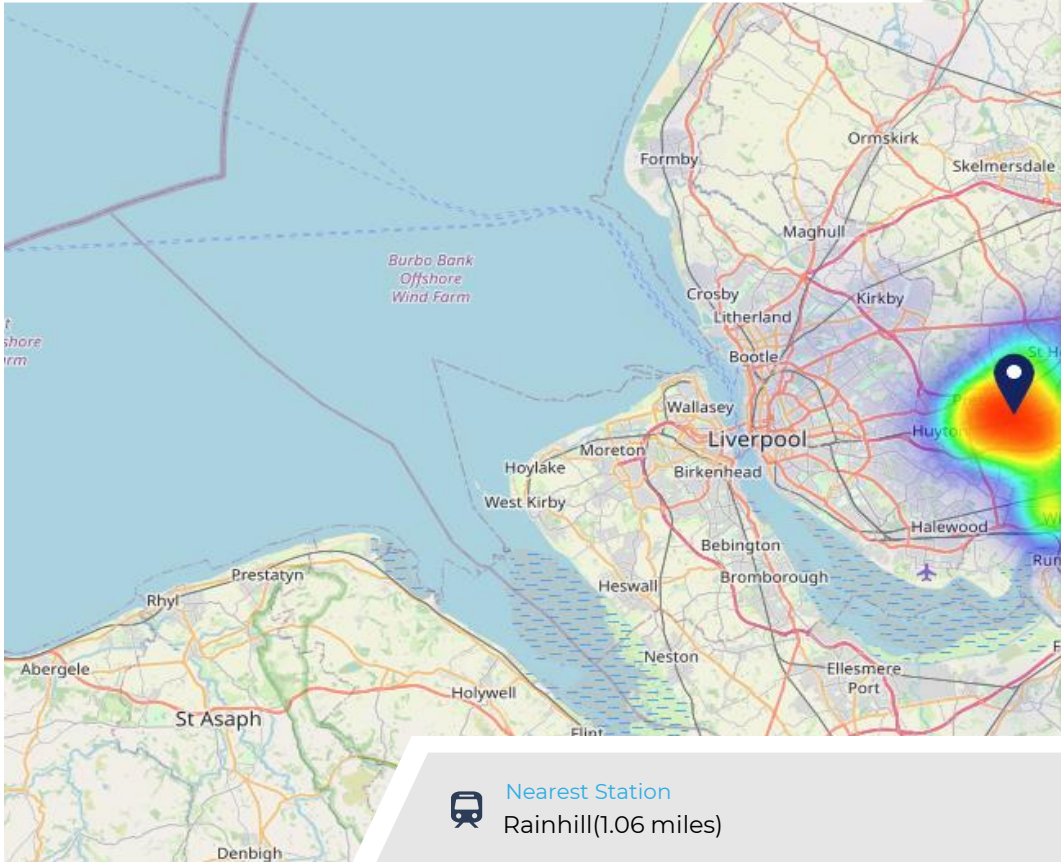
Punch T&L

**Work Area**  
Liverpool

**Region**  
North West

**TV Region**  
North West

**Urbanicity**  
Urban major conurbation



**ATV**  
**£8.80**



**Gender**  
**84.66%**  
Male



**Affluence**  
**62.25%**  
Middle Income



**Segmentation**  
**26.35%**  
Paying The Mortgage



**Age Group**  
**26.75%**  
25 to 34



**Visit Day**  
**26.27%**  
Fri

#### Top Competitors

**Cook House Pub & Carve** **#1**  
L350LR  
 Pub Restaurant

**Commercial Hotel** **#2**  
L350LP  
 Amber Taverns

**Rocket** **#3**  
L359JE  
 Punch - Our Local

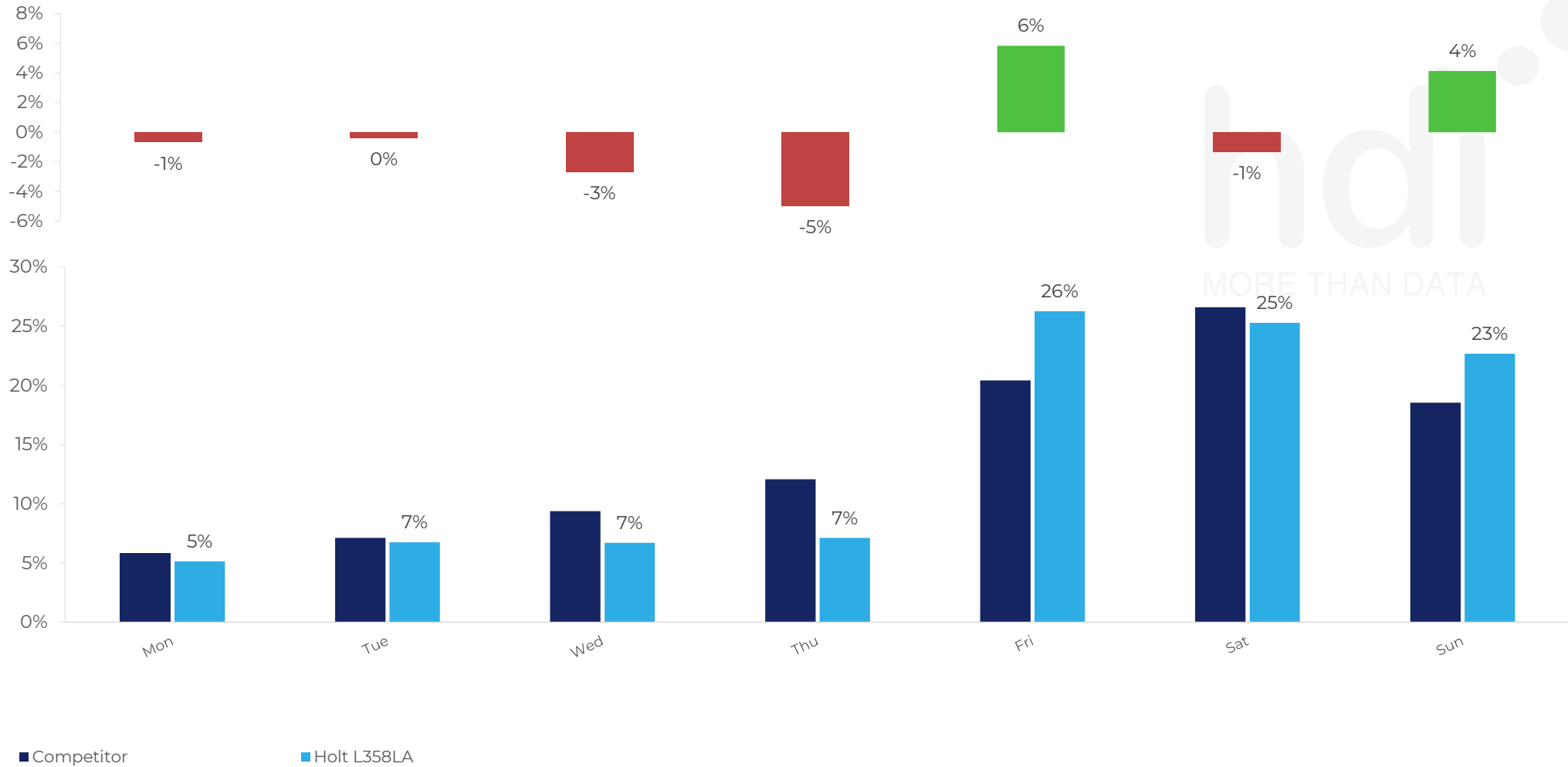


**Nearest Station**  
Rainhill(1.06 miles)

Spend by Weekpart

How is customer spend distributed throughout the week for Holt L358LA versus its competitors?

% of spend for Holt L358LA and 97 Chains in 1 Miles from 19/07/2023 - 10/07/2024 split by Day of Week

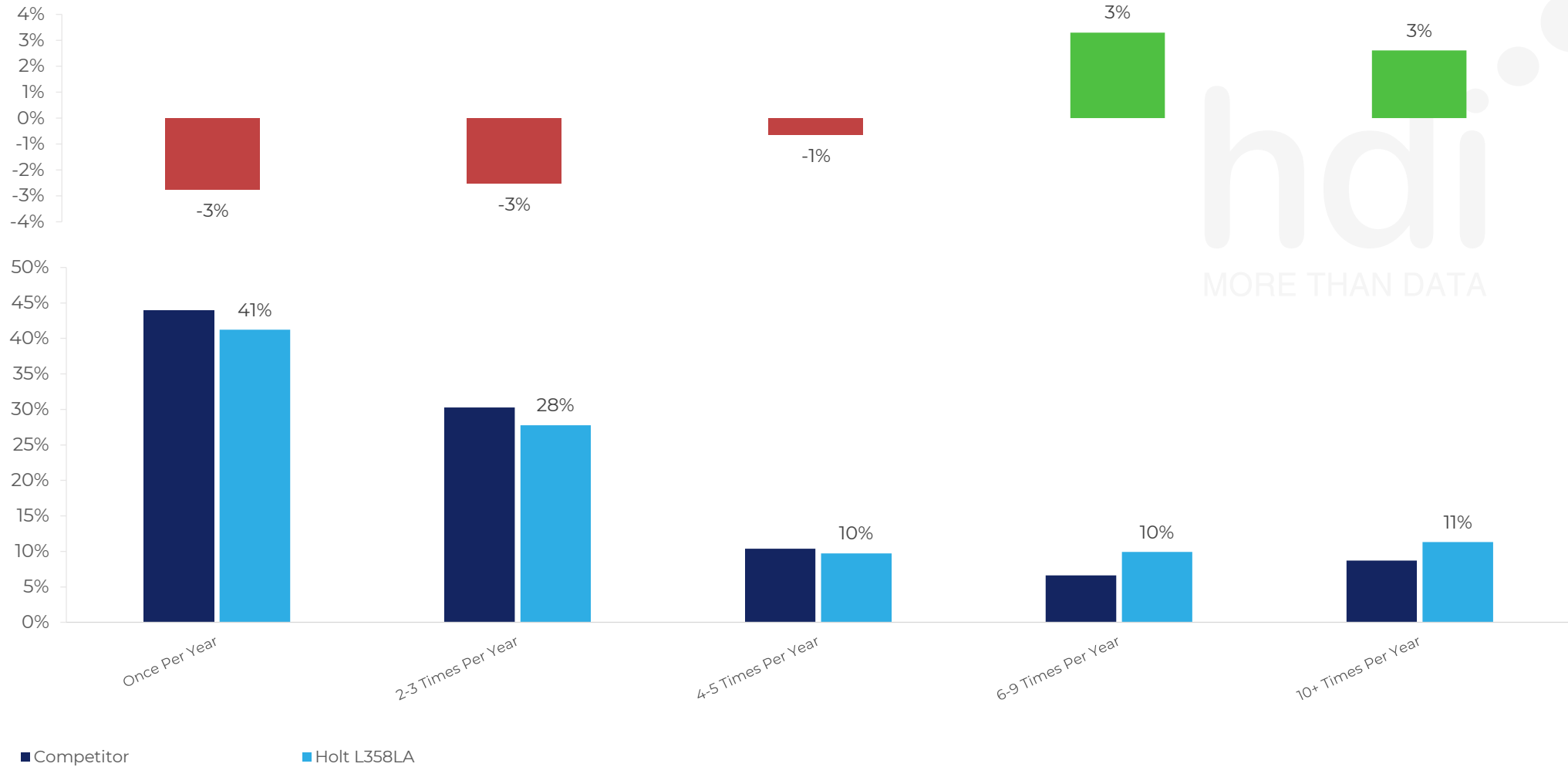




Visit Frequency

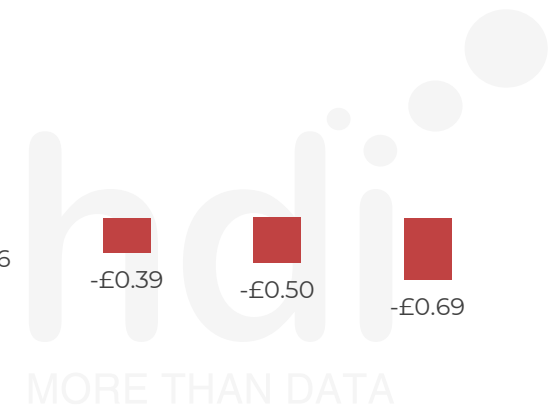
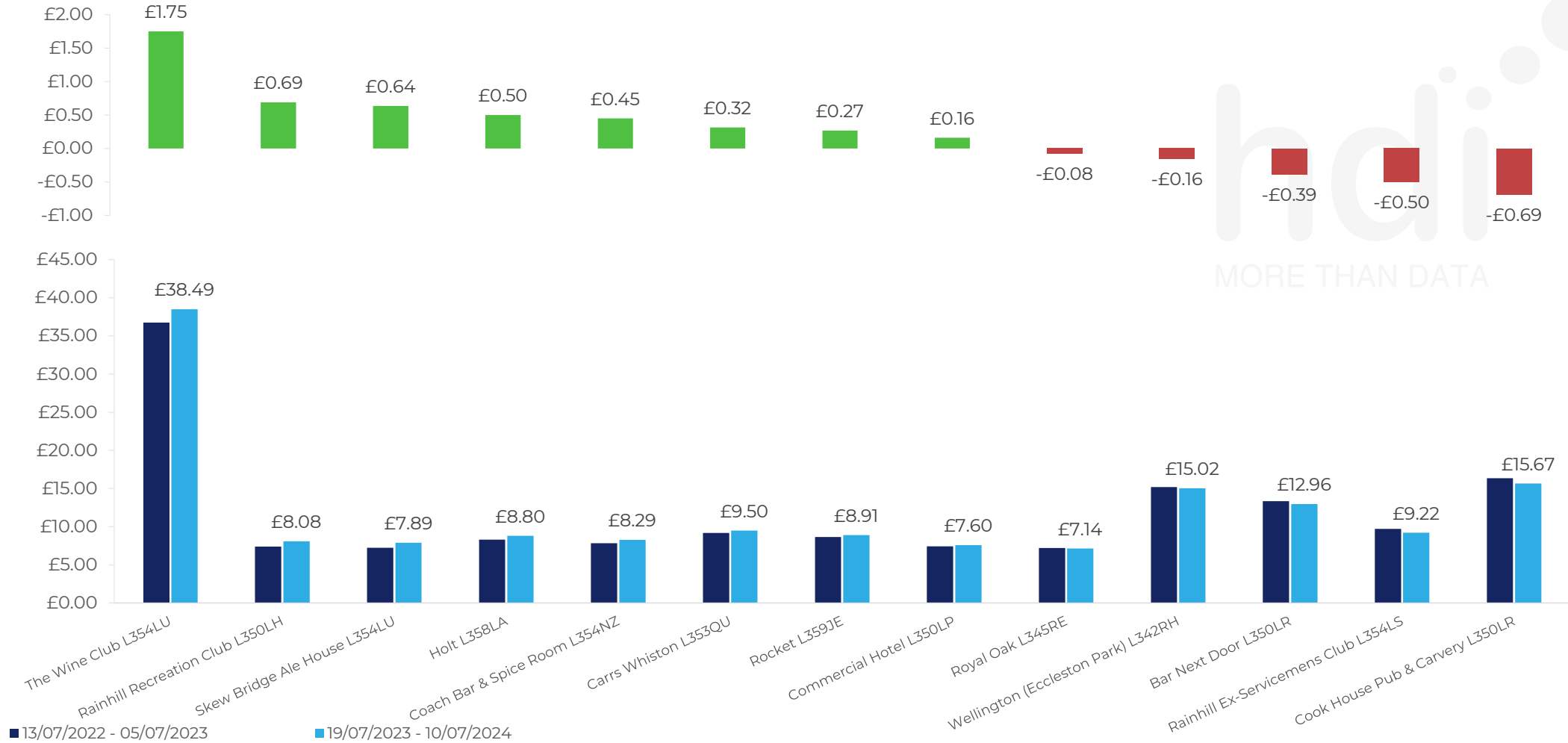
How frequently per year do customers visit Holt L358LA versus its competitors?

% of customer numbers for Holt L358LA and 97 Chains in 1 Miles from 19/07/2023 - 10/07/2024 and the number of visits made Per Annum



ATV Change

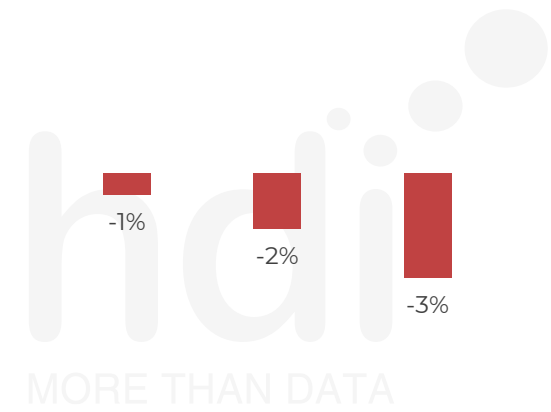
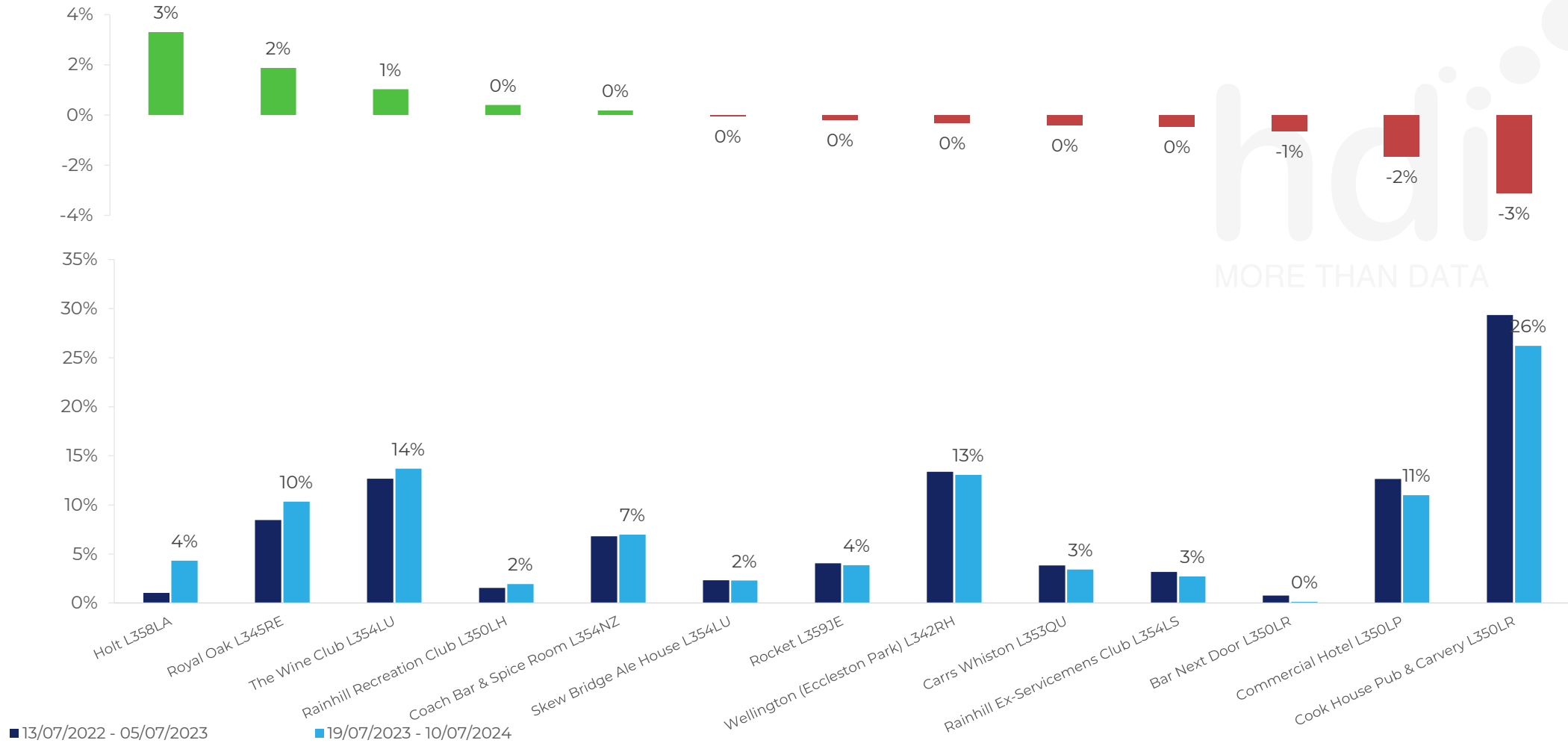
How has ATV changed between two date ranges?



Market Share Change

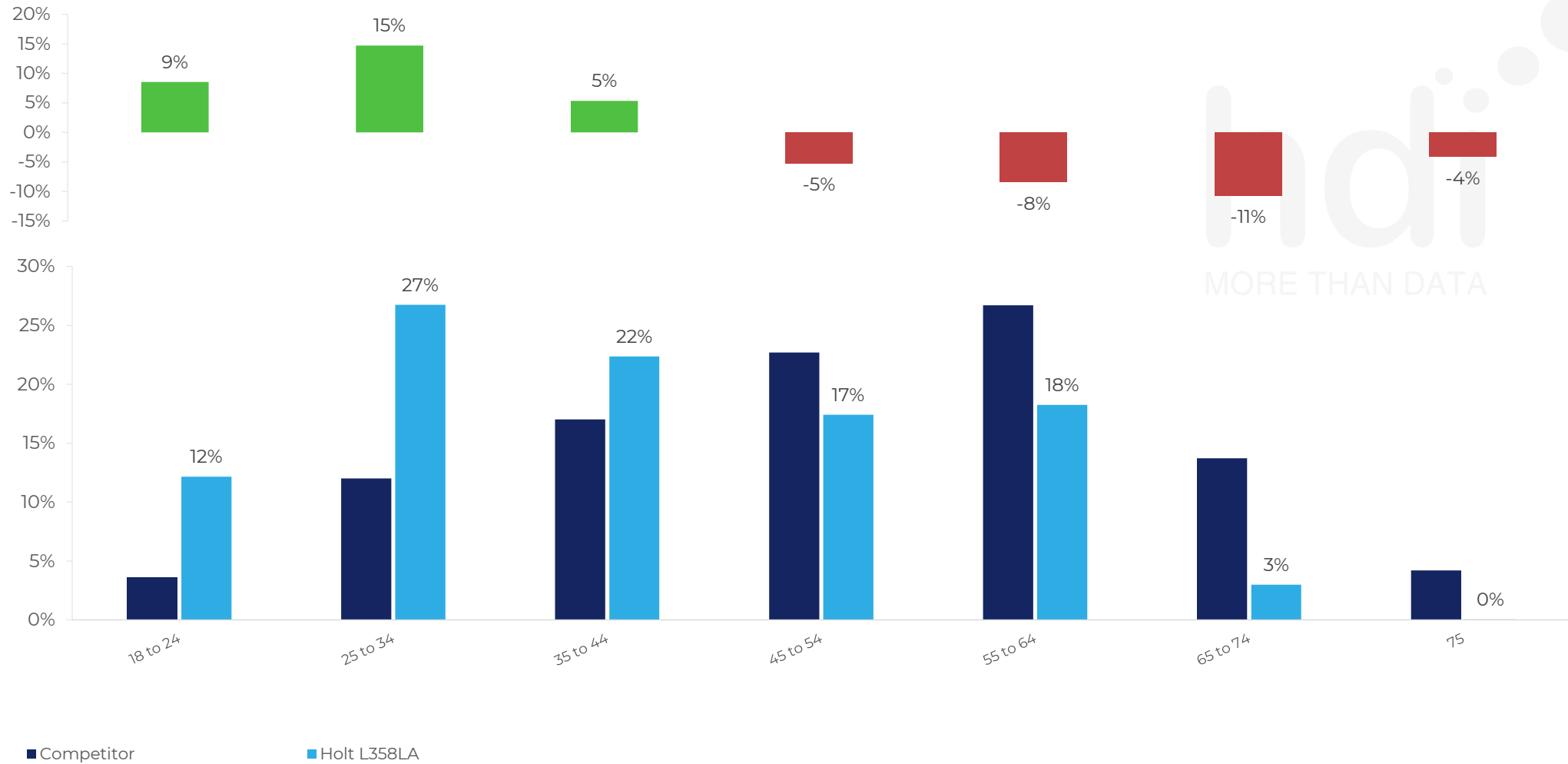
How has market share changed between two date ranges?

% of market share spend for Holt L358LA and 97 Chains in 1 Miles from 19/07/2023 - 10/07/2024



How does the age profile of customers who visit Holt L358LA compare versus its competitors?

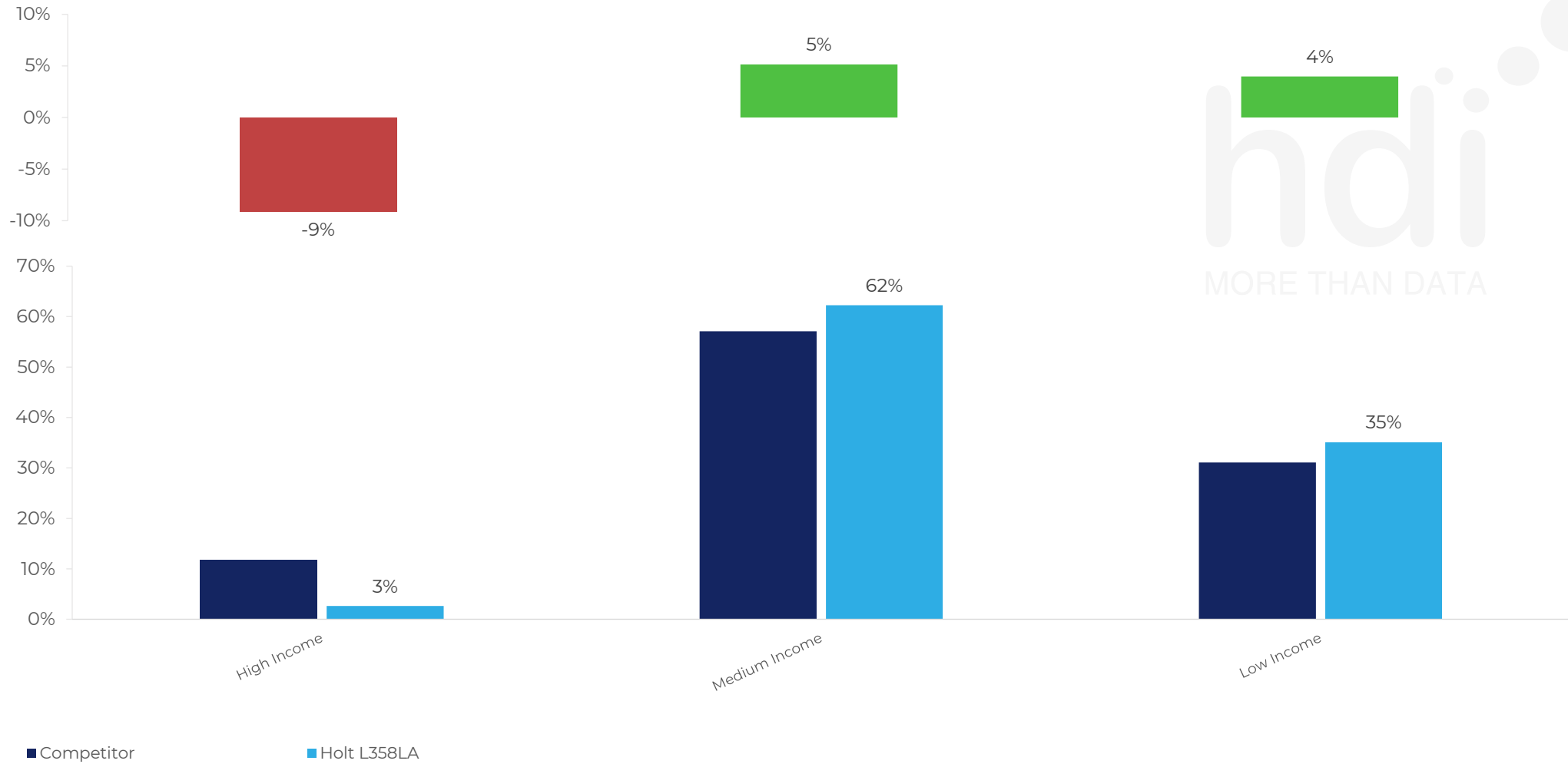
% of spend for Holt L358LA and 97 Chains in 1 Miles from 19/07/2023 - 10/07/2024 split by Age Range



Affluence

How does the affluence of customers who visit Holt L358LA compare versus its competitors?

% of spend for Holt L358LA and 97 Chains in 1 Miles from 19/07/2023 - 10/07/2024 split by Affluence

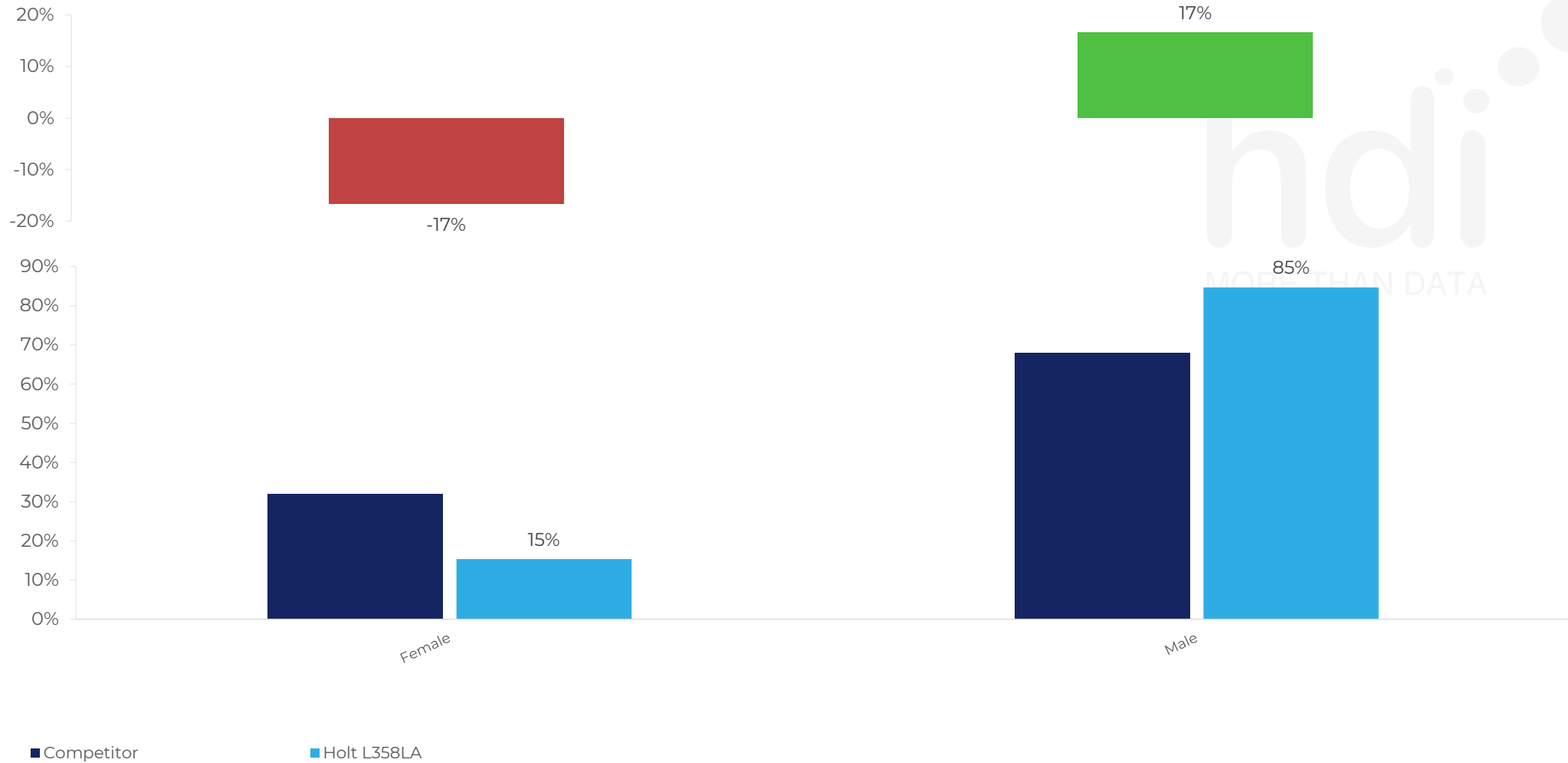




Gender

How does the gender profile of customers who visit Holt L358LA compare versus its competitors?

% of spend for Holt L358LA and 97 Chains in 1 Miles from 19/07/2023 - 10/07/2024 split by Gender

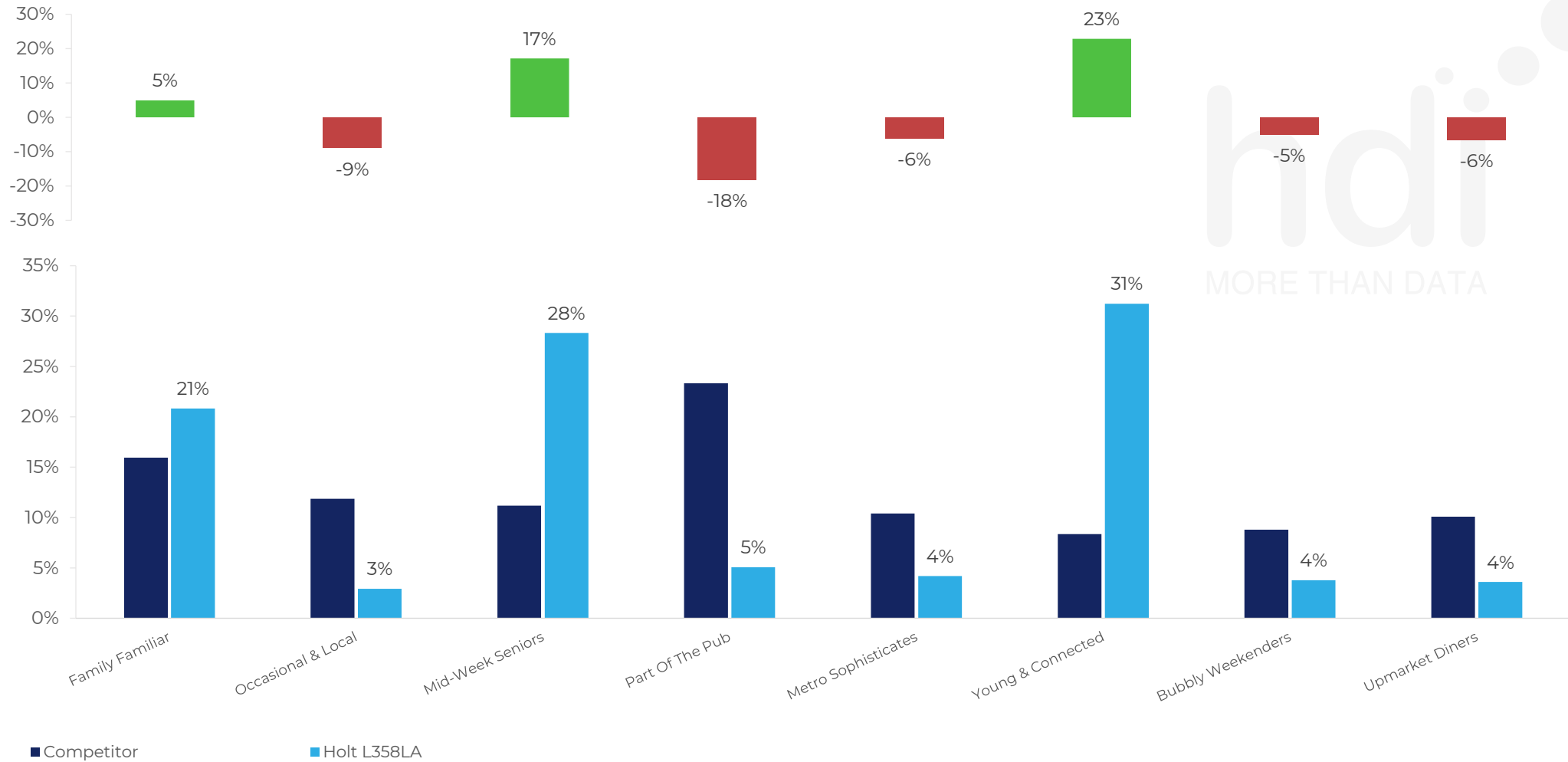




Punch Segmentation

How does the Custom segmentation profile of customers who visit Holt L358LA compare versus its competitors?

% of spend for Holt L358LA and 97 Chains in 1 Miles from 19/07/2023 - 10/07/2024 split by Segment



# 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

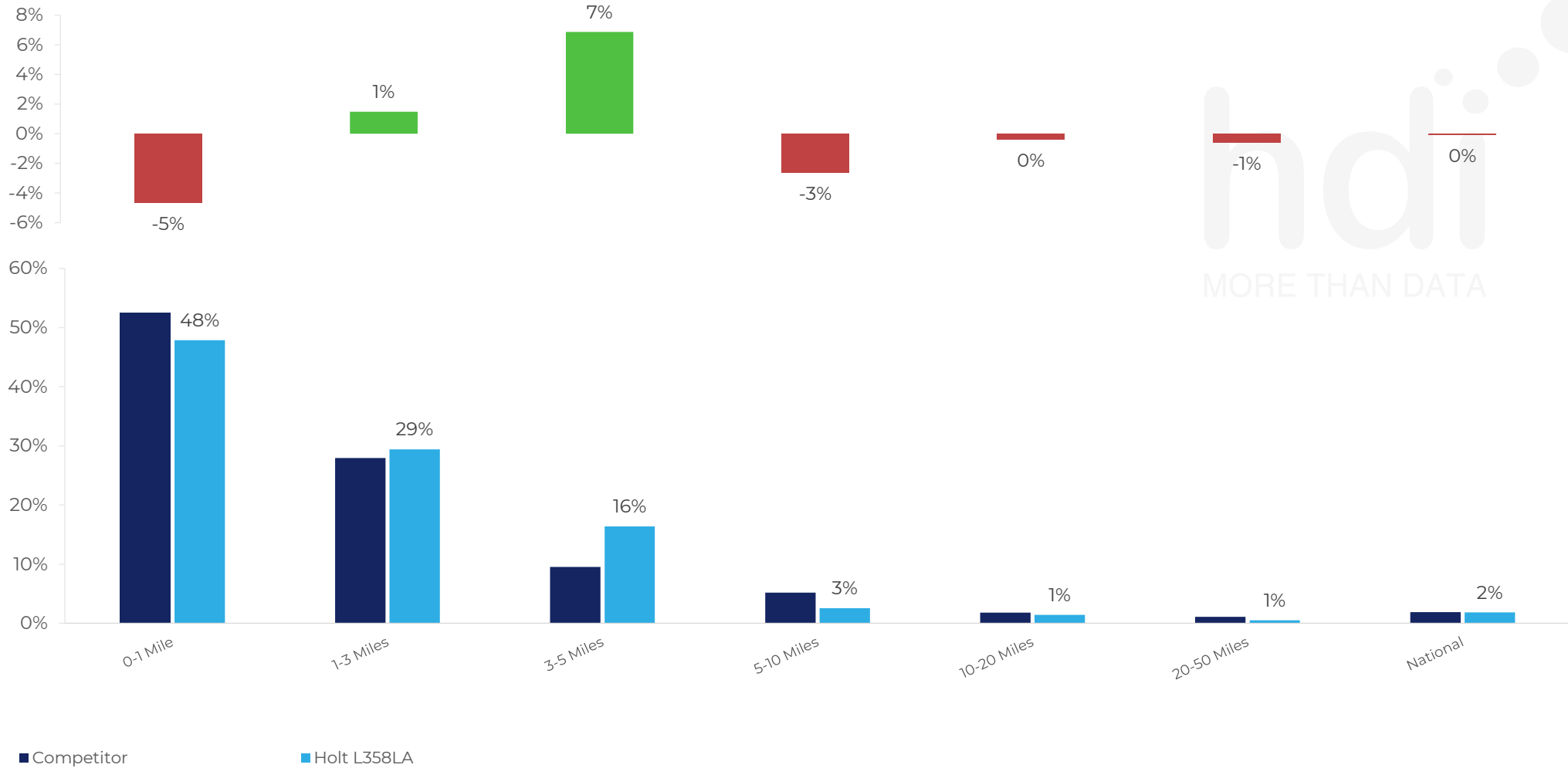
- Upmarket Diners are affluent, older guests who tend to visit higher-priced rural pubs during the daytime (often Sunday) for food.
- These active customers make healthy, ethical choices and aren't overly price conscious.
- When with Punch, Upmarket Diners are more likely to buy a roast or a special.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



Spend by Distance

How does the spend profile of Holt L358LA compare versus its competitors based on travel distances?

% of spend for Holt L358LA and 97 Chains in 1 Miles from 19/07/2023 - 10/07/2024 split by Distance travelled



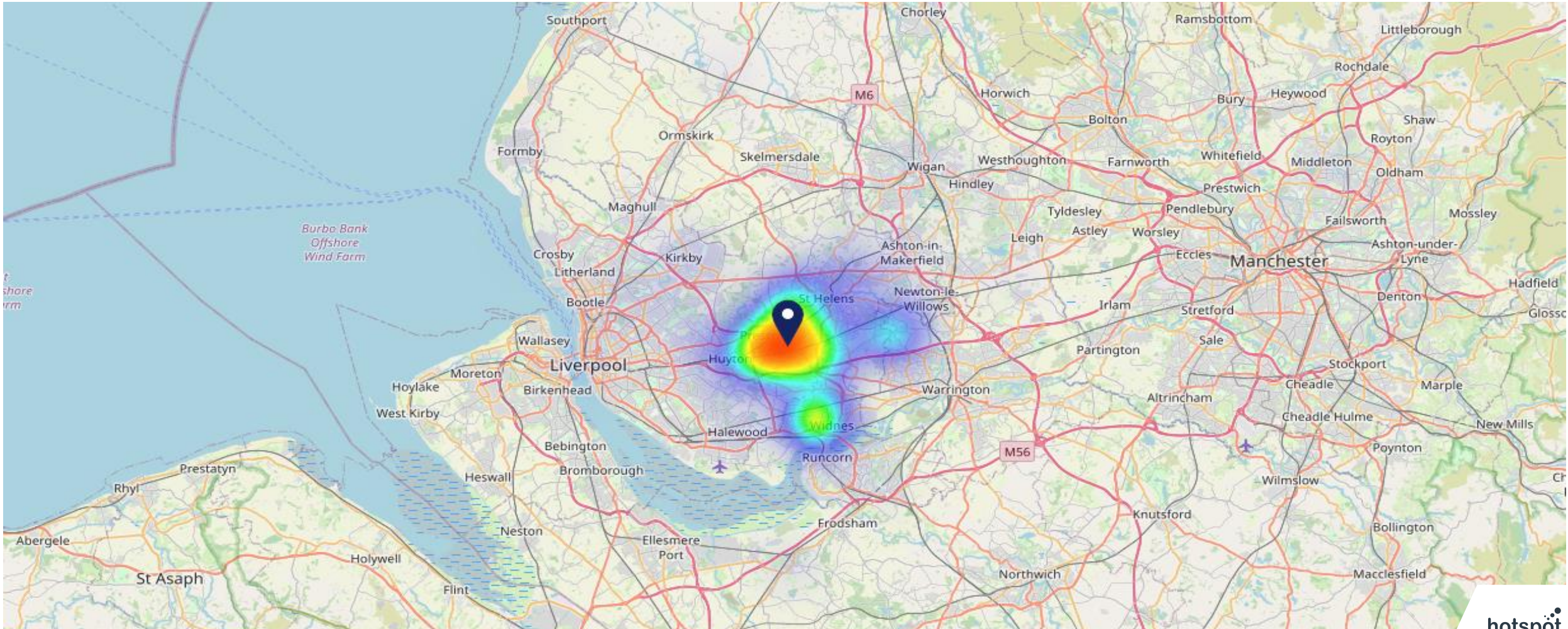




### Map of Guest Origin

Where do customers of Holt L358LA come from?

Where do customers of Holt L358LA for 19/07/2023 - 10/07/2024 live

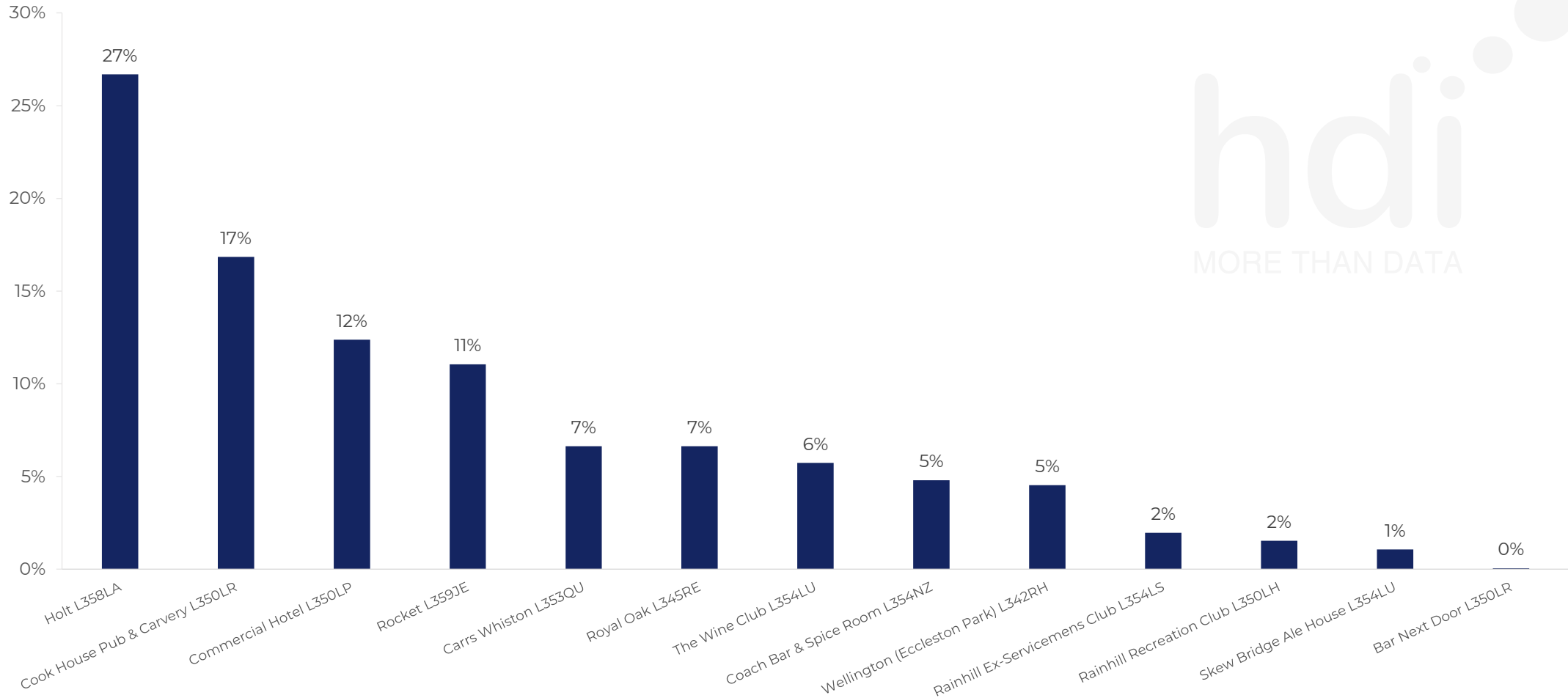




## Share of Wallet

What are the Top 20 venues (by spend) that customers of Holt L358LA also visit?

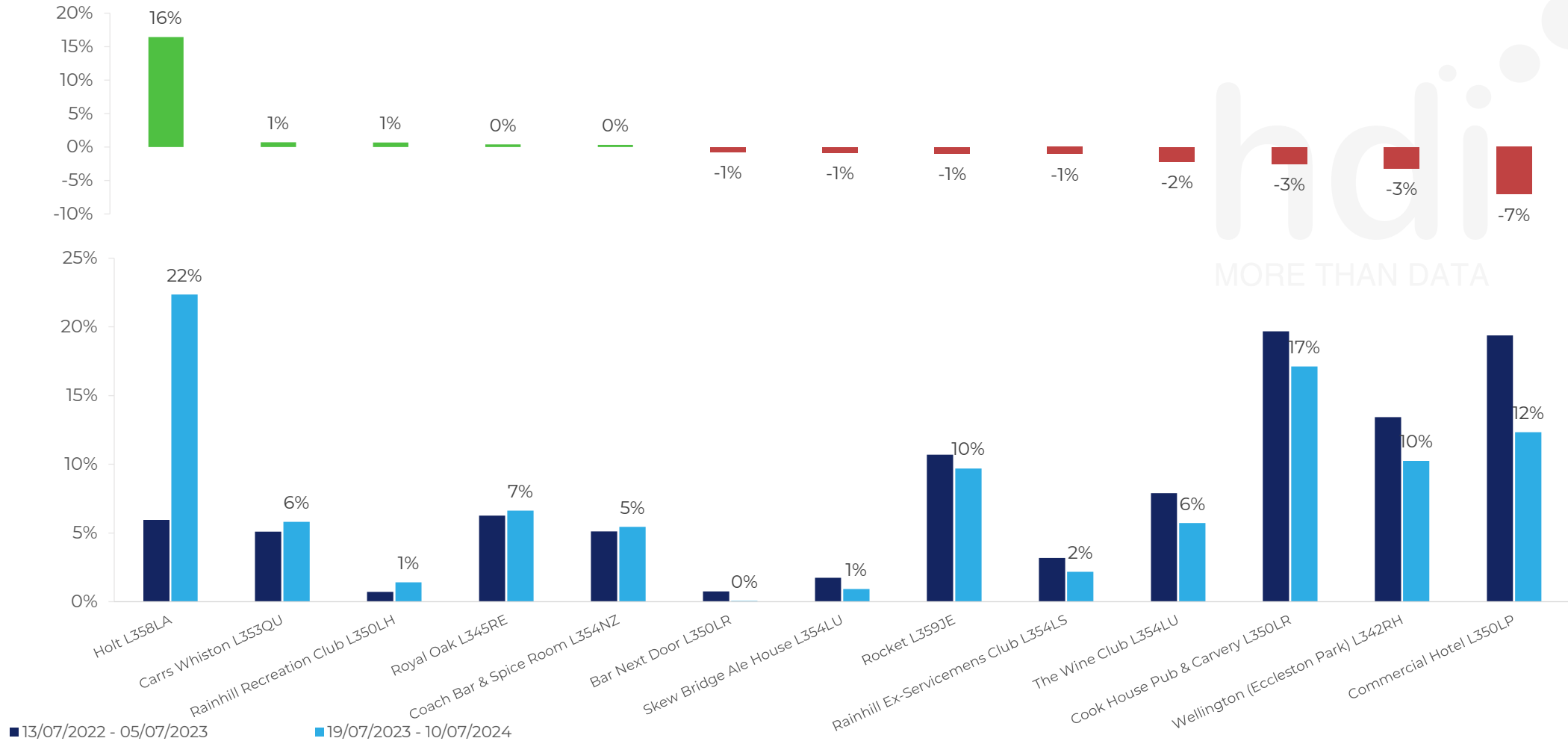
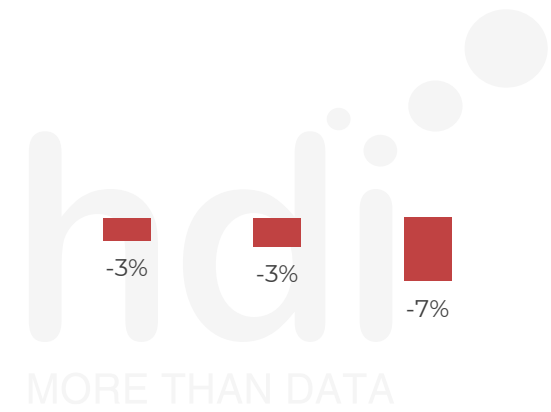
For customers of Holt L358LA, who are the top 20 competitors from 97 Chains in 1 Miles for 19/07/2023 - 10/07/2024 split by Venue





Share of Wallet Change

How has share of wallet of customers of Holt L358LA changed between two date ranges?



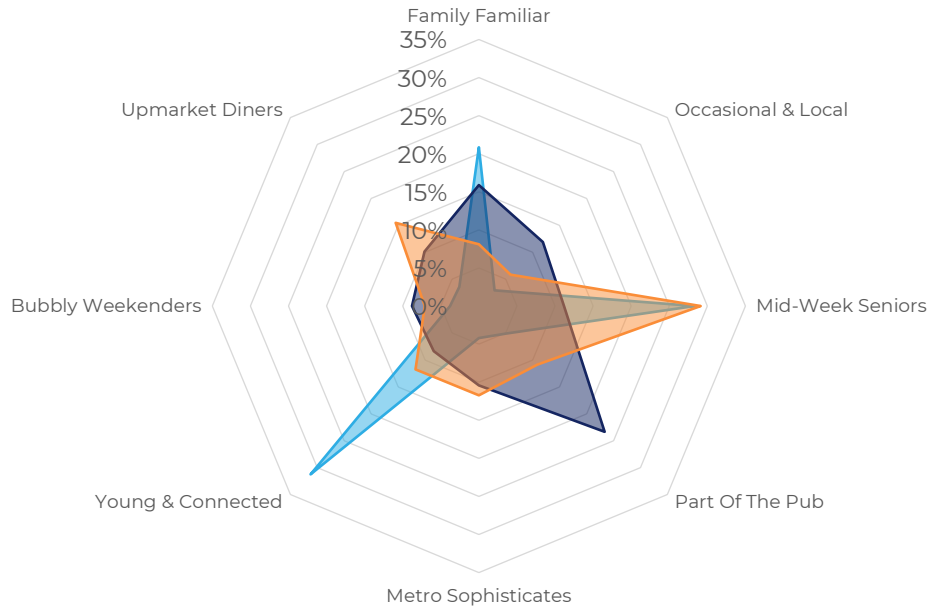


## Market Summary

How does the local area for Holt L358LA 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	£332K	3	£3.01M	5	£18.36M	6	£147.36M	7
Weekpart	Mon - Thu	25.8%	1	60.8%	10	41.8%	6	41.9%	6
Weekpart	Fri - Sat	51.6%	9	29.3%	1	42.0%	5	41.7%	5
Weekpart	Sun	22.7%	10	9.9%	1	16.2%	7	16.3%	7
Age	18 to 24	12.2%	9	4.3%	4	3.6%	2	6.8%	5
Age	25 to 34	26.7%	8	20.6%	5	14.1%	2	18.3%	3
Age	35 to 44	22.4%	5	25.7%	7	19.2%	2	24.7%	7
Age	45 to 54	17.4%	3	19.3%	4	21.6%	7	20.2%	6
Age	55 to 64	18.2%	7	17.8%	7	23.8%	10	17.7%	8
Age	65 to 74	3.0%	2	8.5%	7	12.4%	9	8.7%	8
Age	75+	0.0%	1	3.8%	8	5.3%	9	3.6%	7
CAMEO	Business Elite	0.3%	1	2.5%	2	3.7%	3	2.4%	1
CAMEO	Prosperous Professionals	0.4%	1	3.4%	3	2.5%	2	2.7%	1
CAMEO	Flourishing Society	2.0%	1	5.8%	2	5.0%	1	4.3%	1
CAMEO	Content Communities	4.9%	1	7.1%	1	8.1%	1	8.0%	1
CAMEO	White Collar Neighbourhoods	20.6%	10	13.0%	7	17.9%	10	15.1%	9
CAMEO	Enterprising Mainstream	10.4%	7	10.1%	7	9.0%	6	8.1%	5
CAMEO	Paying The Mortgage	26.4%	10	20.0%	9	19.9%	9	18.3%	8
CAMEO	Cash Conscious Communities	7.3%	4	12.6%	8	13.5%	9	13.5%	9
CAMEO	On A Budget	18.4%	10	12.6%	9	12.0%	9	13.2%	10
CAMEO	Family Value	9.4%	9	12.9%	9	8.3%	8	14.4%	10
Affluence	AB	2.7%	1	11.7%	2	11.3%	1	9.5%	1
Affluence	C1C2	62.3%	10	50.2%	6	54.9%	8	49.5%	6
Affluence	DE	35.1%	9	38.1%	9	33.8%	9	41.1%	10

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
Holt	122	20.83%	2.93%	28.33%	5.08%	4.19%	31.23%	3.78%	3.60%
Local Catchment	1315	15.90%	11.87%	11.19%	23.33%	10.41%	8.37%	8.80%	10.09%
Punch T&L	103708	8.11%	5.86%	29.11%	10.87%	11.71%	11.75%	7.12%	15.44%
Holt vs Local Catchment		4.93%	-8.94%	17.14%	-18.25%	-6.22%	22.86%	-5.02%	-6.49%
Holt vs Punch T&L		12.72%	-2.93%	-0.78%	-5.79%	-7.52%	19.48%	-3.34%	-11.84%
Local Catchment vs Punch T&L		7.79%	6.01%	-17.92%	12.46%	-1.30%	-3.38%	1.68%	-5.35%

■ Holt

■ Local Catchment

■ Punch T&L