



## Site Summary



## Red Lion HD63EL

HD63EL

Punch T&amp;L



Work Area  
Halifax



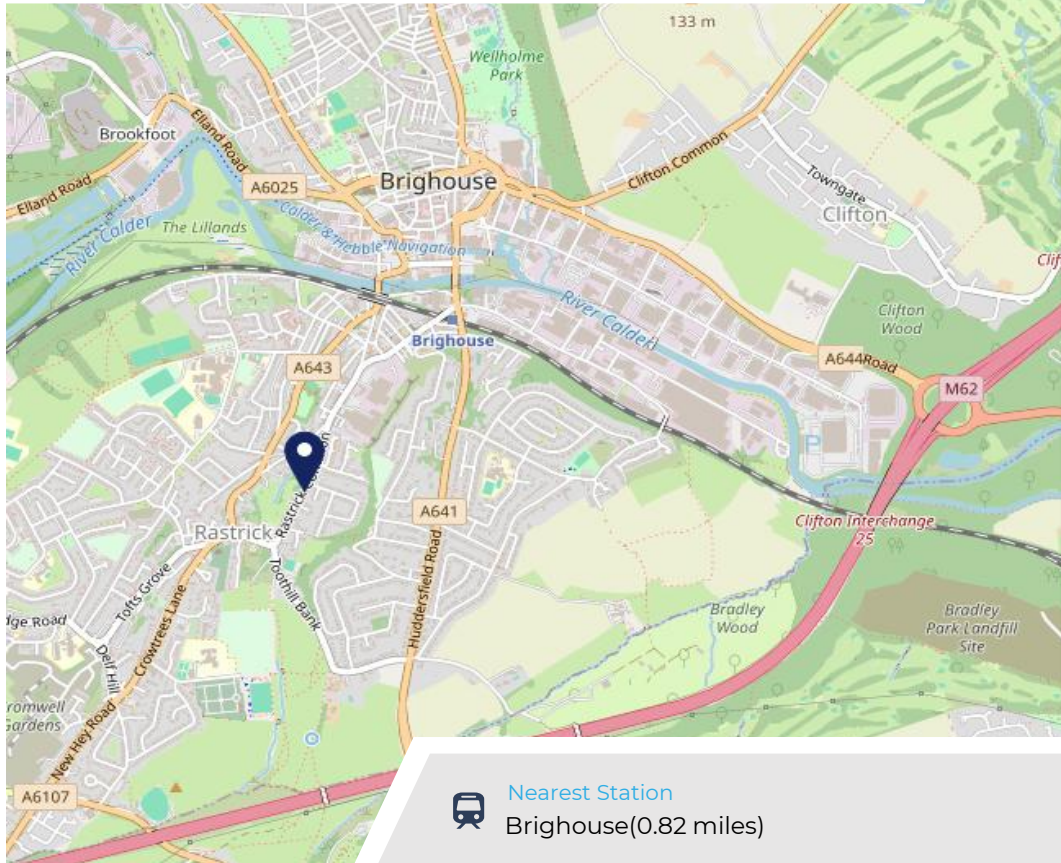
Region  
Yorkshire and The Humber



TV Region  
Yorkshire



Urbanicity  
Urban major conurbation



ATV  
**£11.31**



Gender  
**74.54%**  
Male



Affluence  
**66.55%**  
Middle Income



Segmentation  
**25.24%**  
Paying The Mortgage



Age Group  
**37.01%**  
55 to 64



Visit Day  
**25.76%**  
Sat

## Top Competitors



Four Sons Inn  
HD63QP  
 Pub / Bar

#1



Rastrick Bowling & Social Club  
HD63EZ  
 Clubs

#2



George Brighouse  
HD61AQ  
 Craft Union

#3



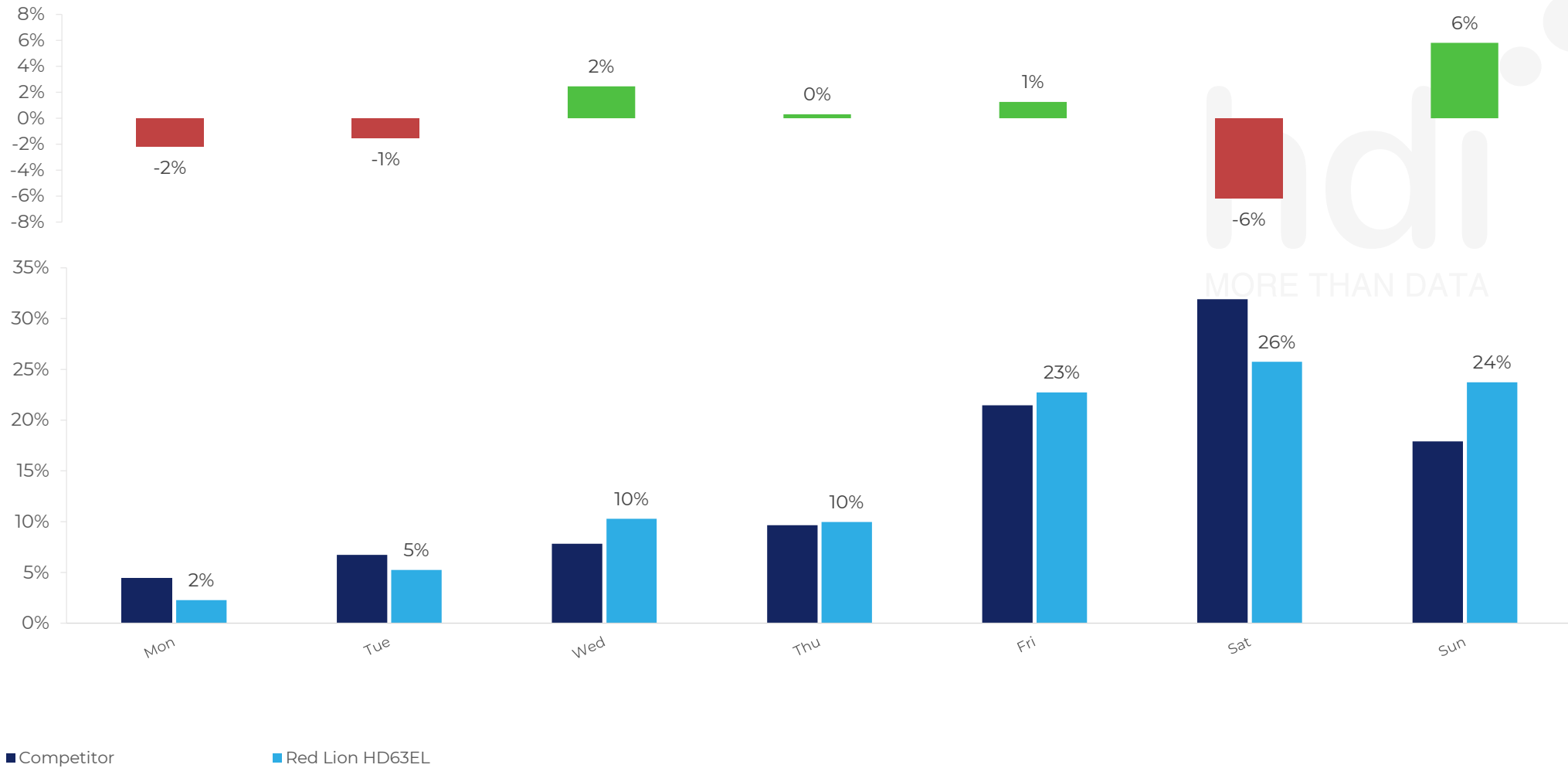
Nearest Station  
Brighouse(0.82 miles)



## Spend by Weekpart

How is customer spend distributed throughout the week for Red Lion HD63EL versus its competitors?

% of spend for Red Lion HD63EL and 106 Chains in 3 Miles from 13/12/2023 - 02/04/2025 split by Day of Week

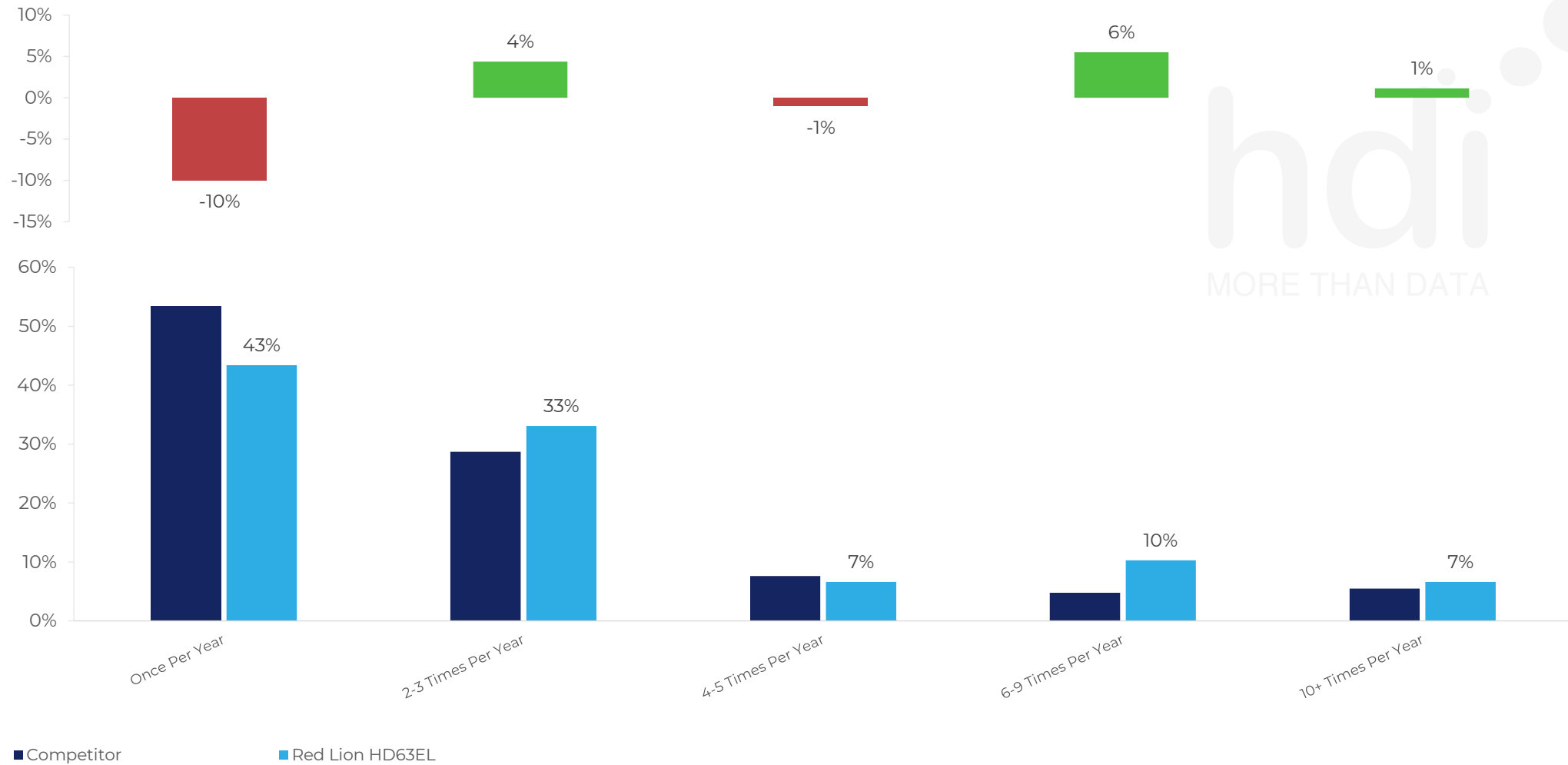




## Visit Frequency

How frequently per year do customers visit Red Lion HD63EL versus its competitors?

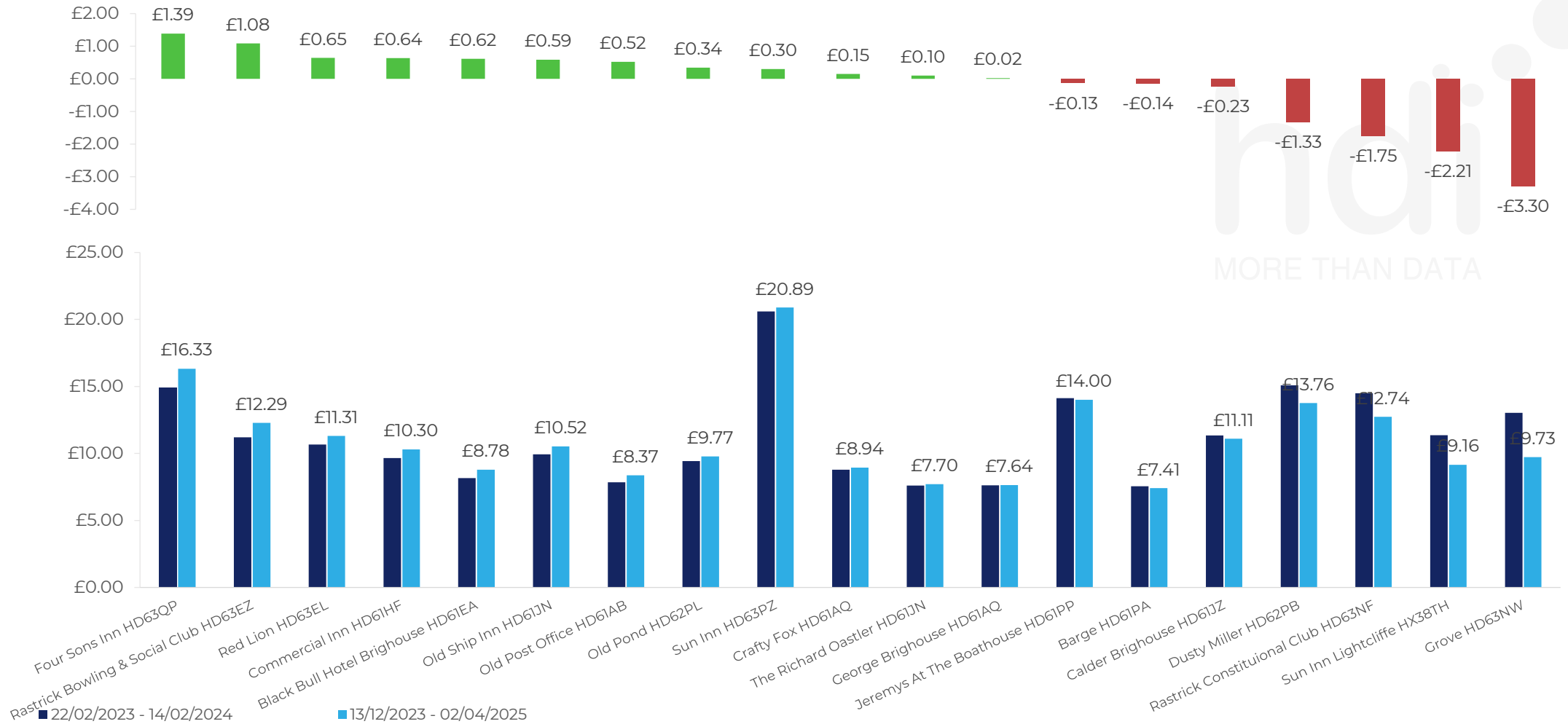
% of customer numbers for Red Lion HD63EL and 106 Chains in 3 Miles from 13/12/2023 - 02/04/2025 and the number of visits made Per Annum





## ATV Change

How has ATV changed between two date ranges?



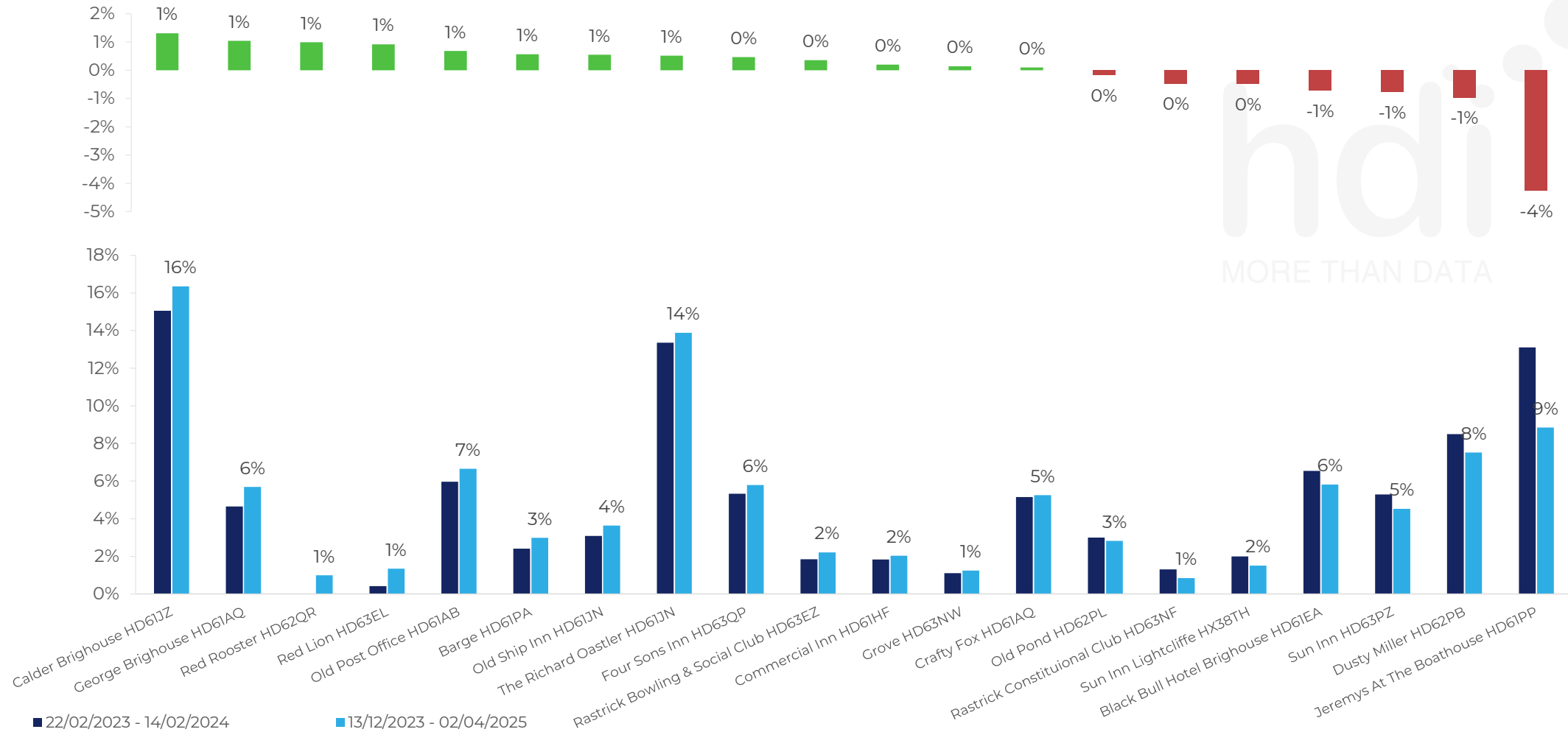
MORE THAN DATA



## Market Share Change

How has market share changed between two date ranges?

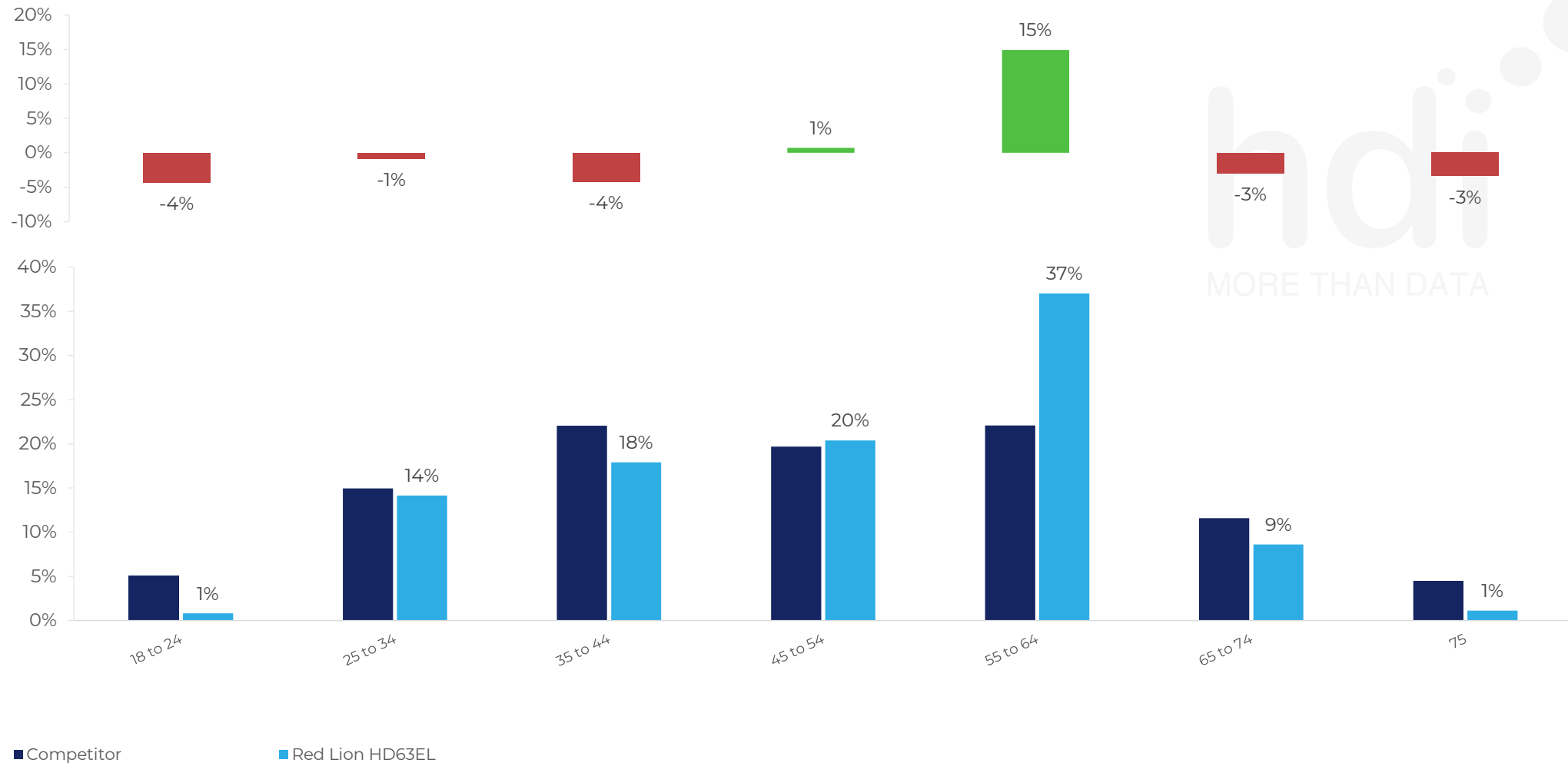
% of market share spend for Red Lion HD63EL and 106 Chains in 3 Miles from 13/12/2023 - 02/04/2025





How does the age profile of customers who visit Red Lion HD63EL compare versus its competitors?

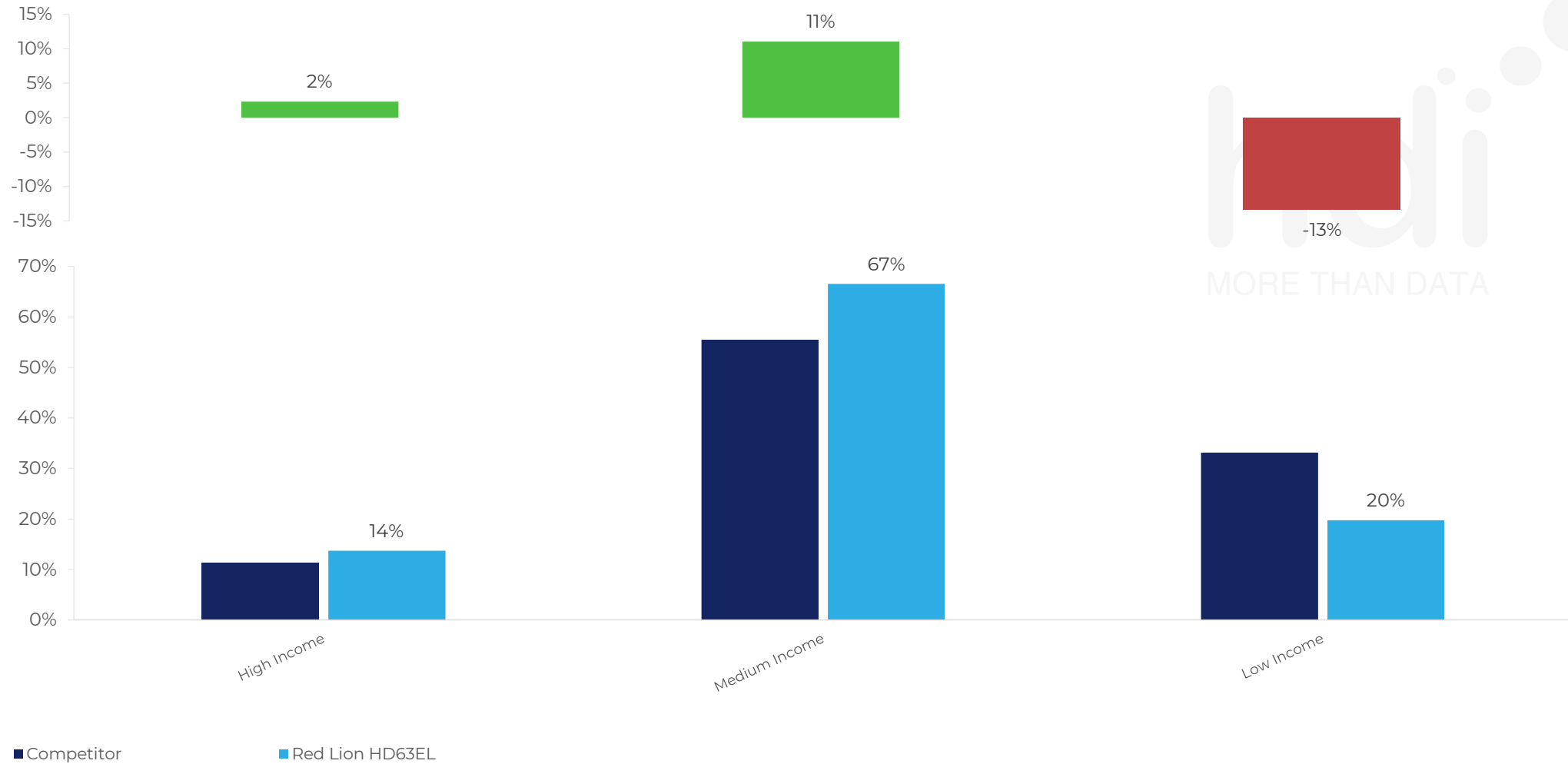
% of spend for Red Lion HD63EL and 106 Chains in 3 Miles from 13/12/2023 - 02/04/2025 split by Age Range





How does the affluence of customers who visit Red Lion HD63EL compare versus its competitors?

% of spend for Red Lion HD63EL and 106 Chains in 3 Miles from 13/12/2023 - 02/04/2025 split by Affluence

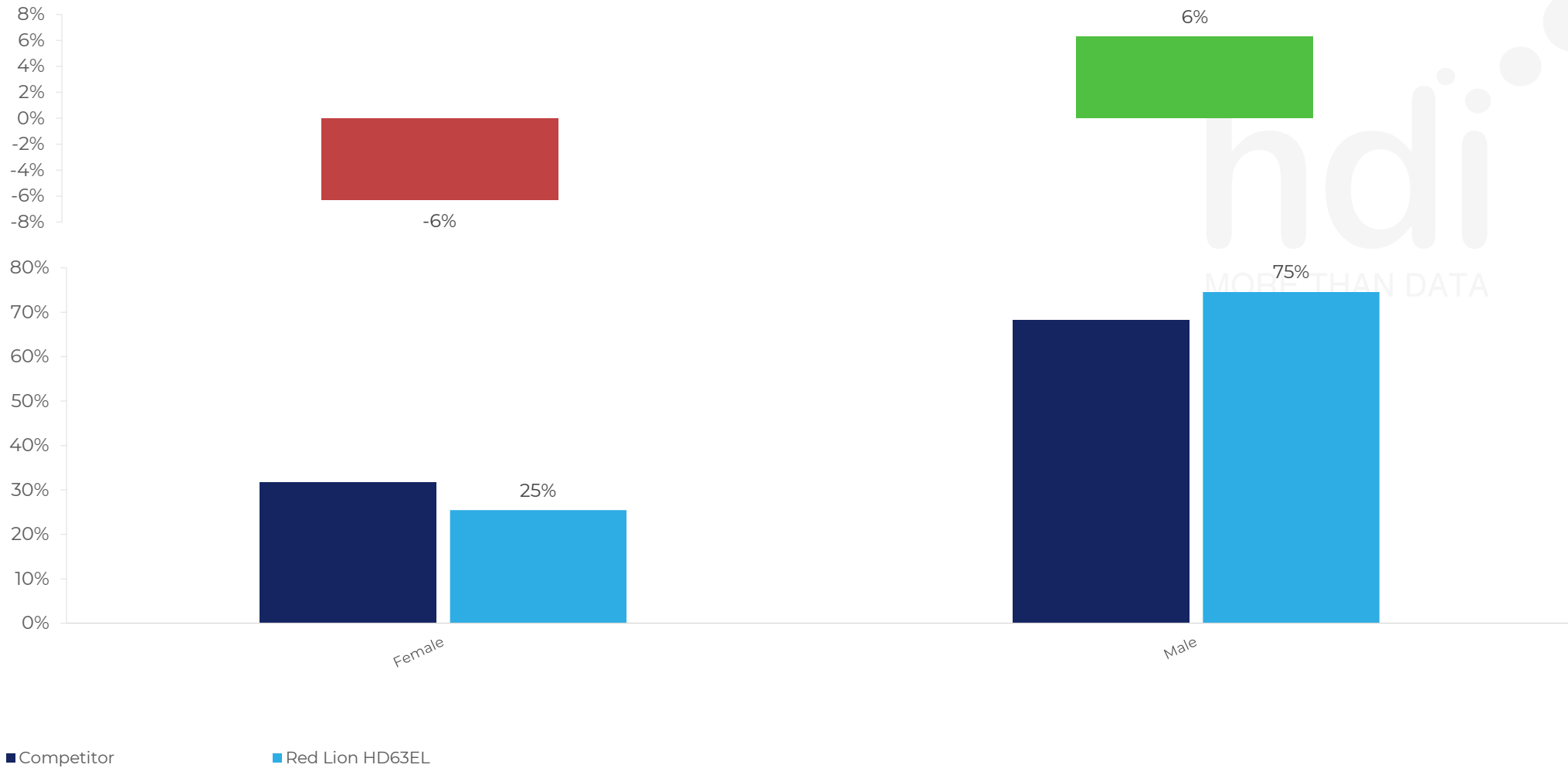




## Gender

How does the gender profile of customers who visit Red Lion HD63EL compare versus its competitors?

% of spend for Red Lion HD63EL and 106 Chains in 3 Miles from 13/12/2023 - 02/04/2025 split by Gender





# 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.

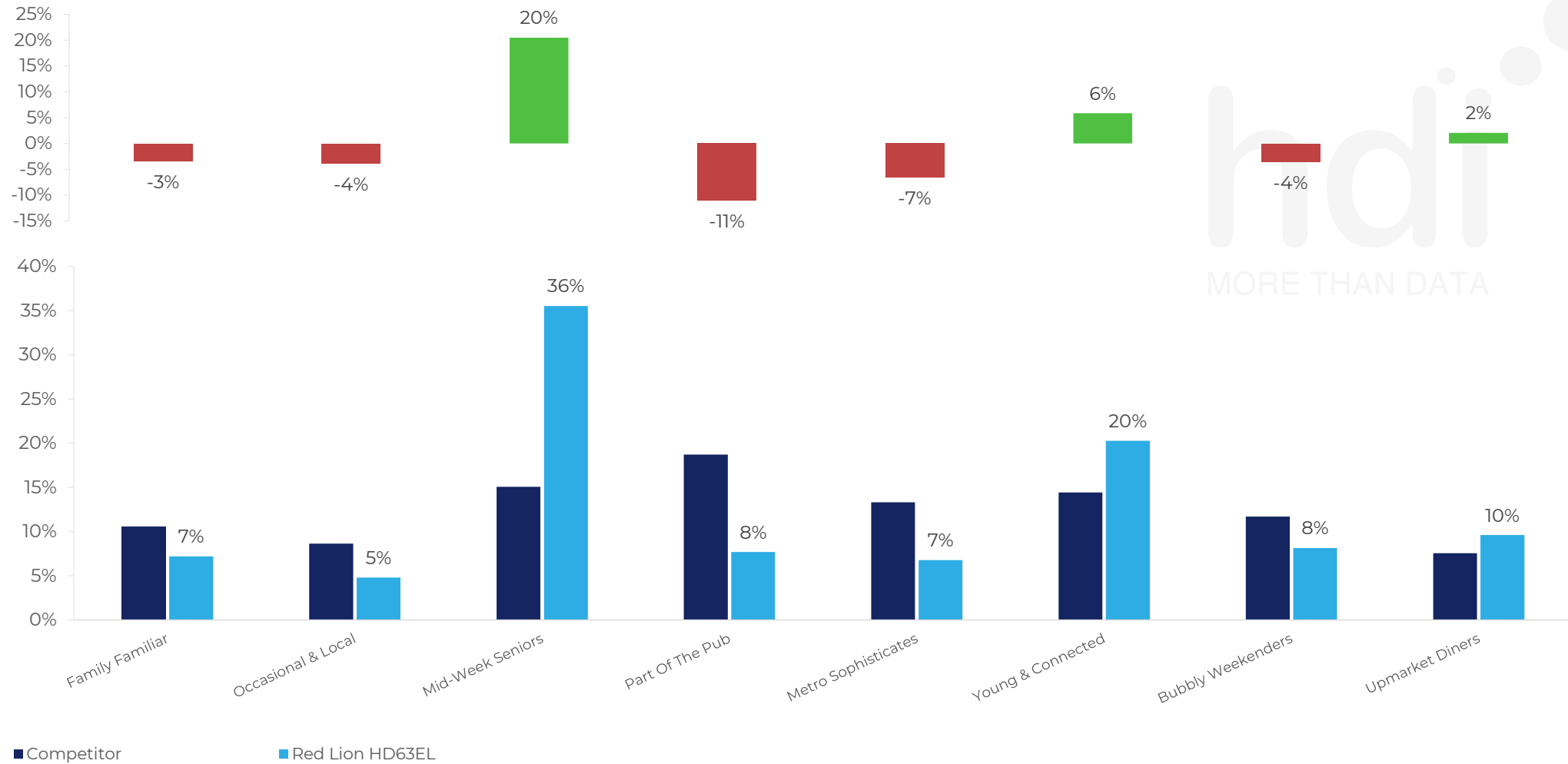




## Punch Segmentation

How does the Custom segmentation profile of customers who visit Red Lion HD63EL compare versus its competitors?

% of spend for Red Lion HD63EL and 106 Chains in 3 Miles from 13/12/2023 - 02/04/2025 split by Segment

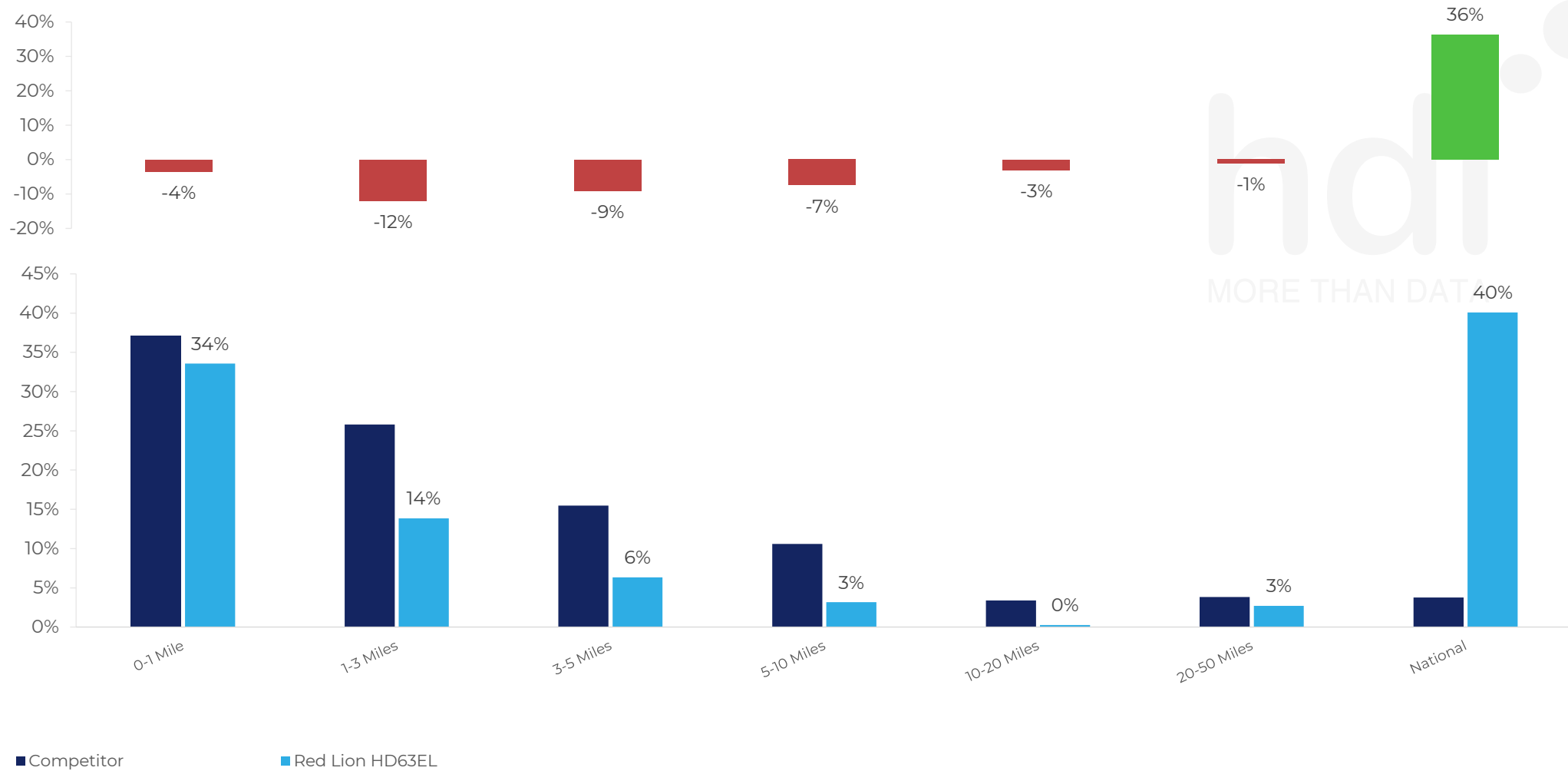




## Spend by Distance

How does the spend profile of Red Lion HD63EL compare versus its competitors based on travel distances?

% of spend for Red Lion HD63EL and 106 Chains in 3 Miles from 13/12/2023 - 02/04/2025 split by Distance travelled



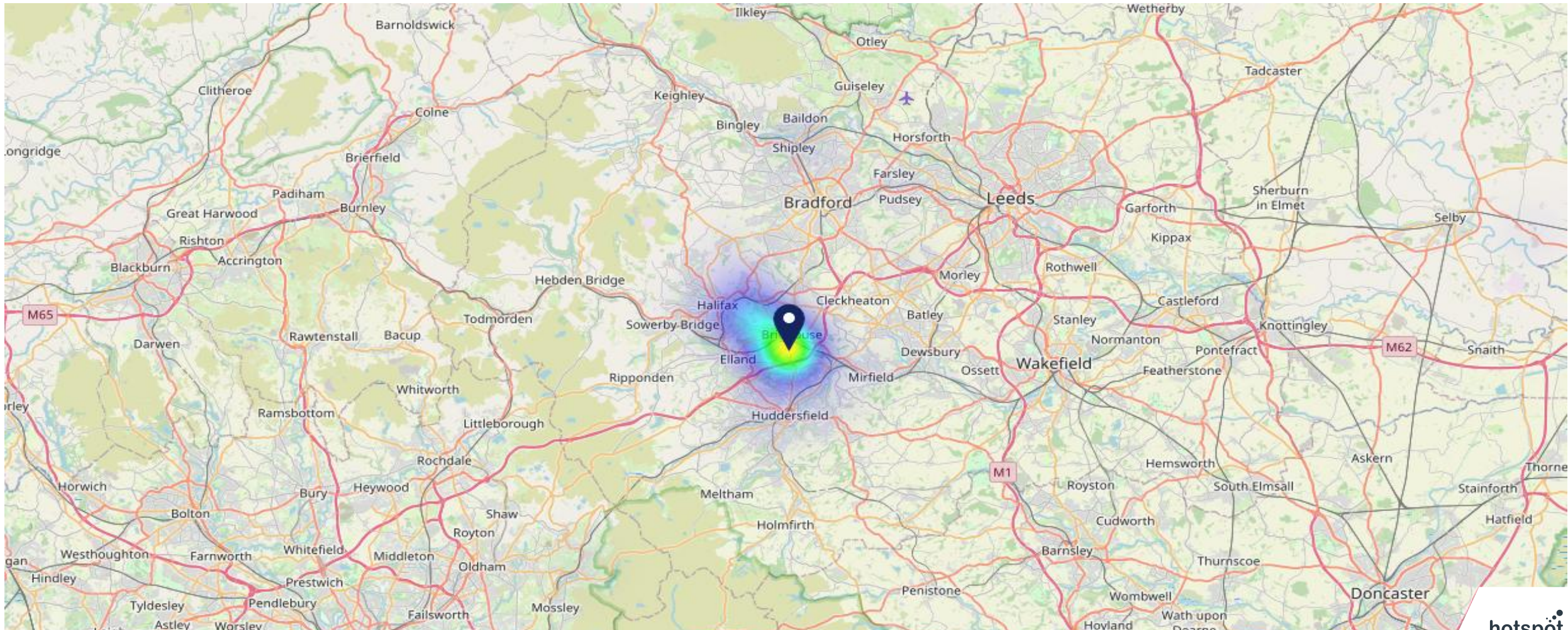




## Map of Guest Origin

Where do customers of Red Lion HD63EL come from?

Where do customers of Red Lion HD63EL for 13/12/2023 - 02/04/2025 live

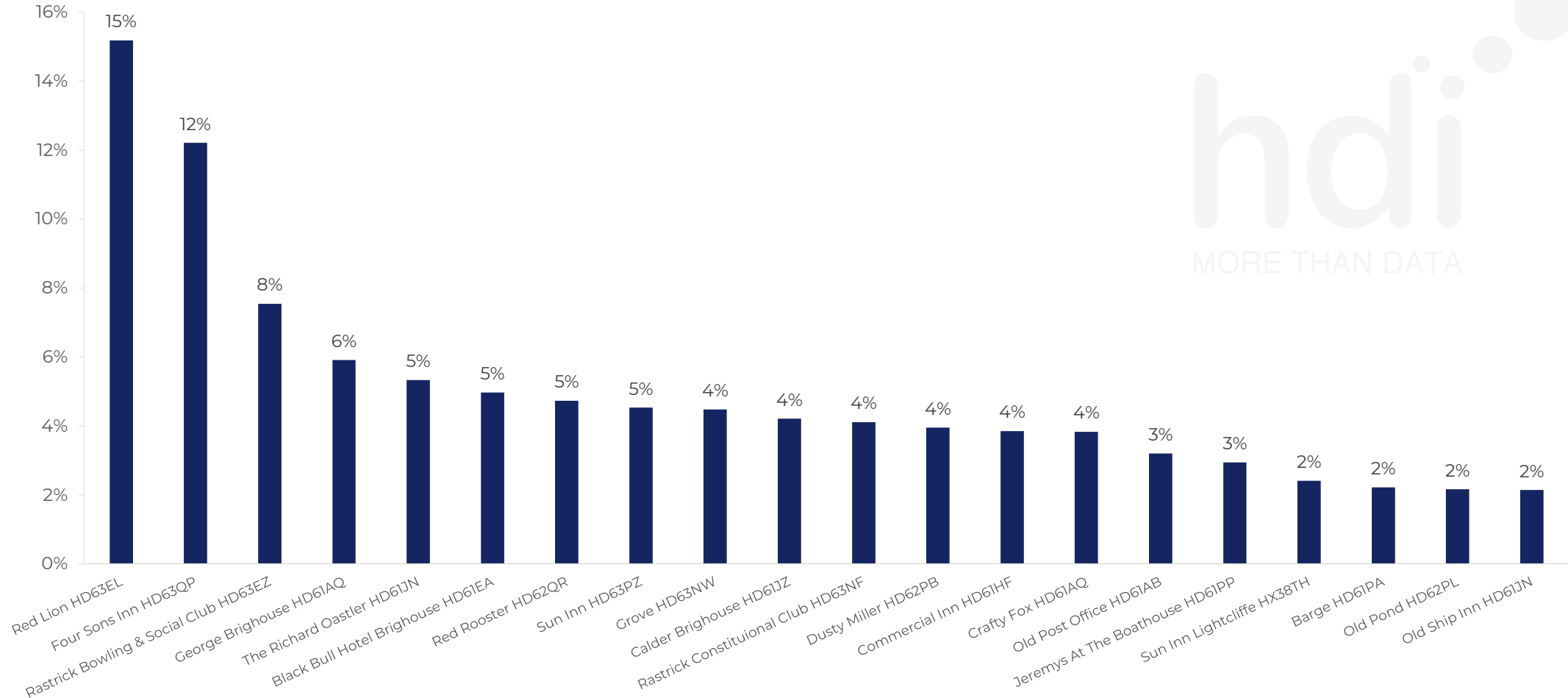




## Share of Wallet

What are the Top 20 venues (by spend) that customers of Red Lion HD63EL also visit?

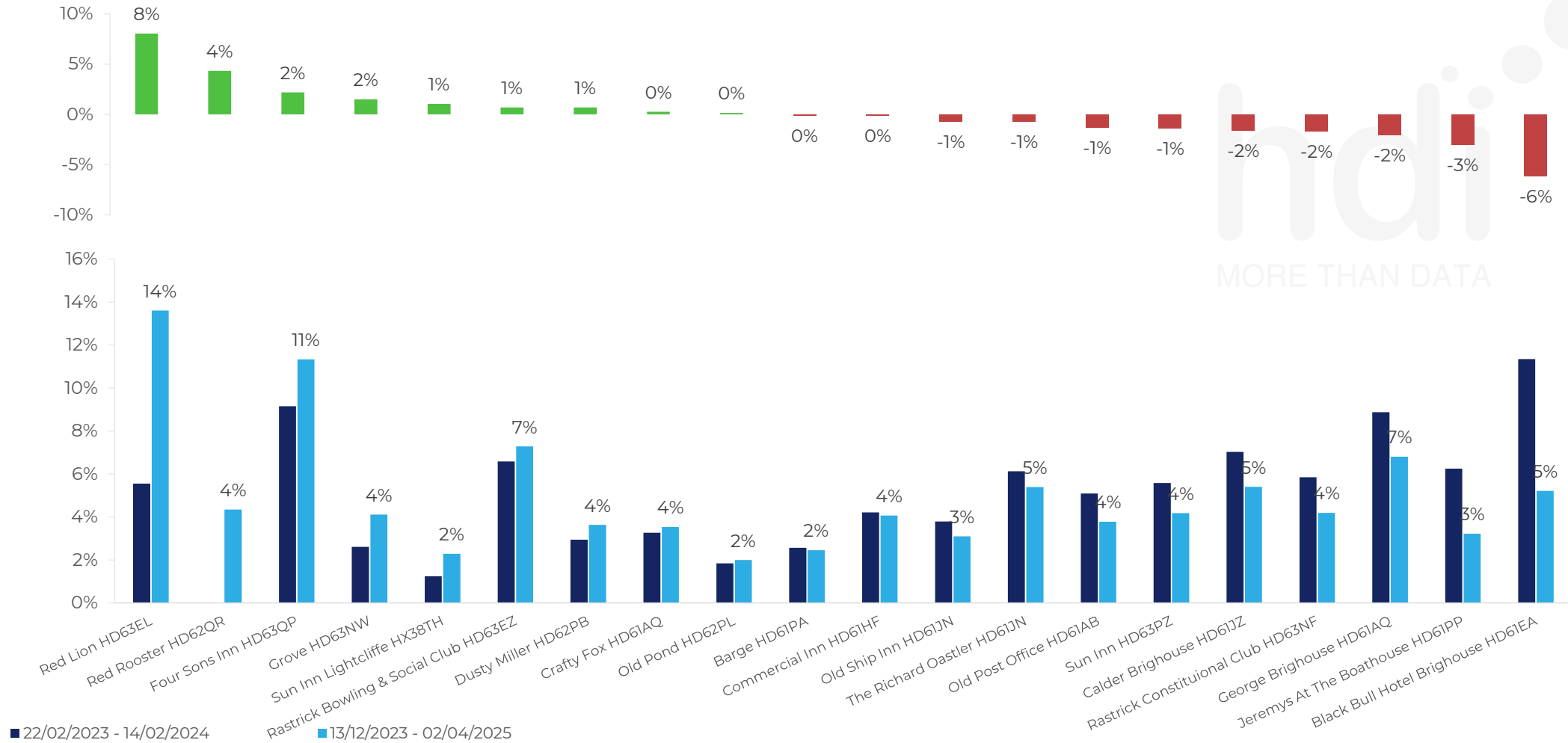
For customers of Red Lion HD63EL, who are the top 20 competitors from 106 Chains in 3 Miles for 13/12/2023 - 02/04/2025 split by Venue





## Share of Wallet Change

How has share of wallet of customers of Red Lion HD63EL changed between two date ranges?







## Market Summary

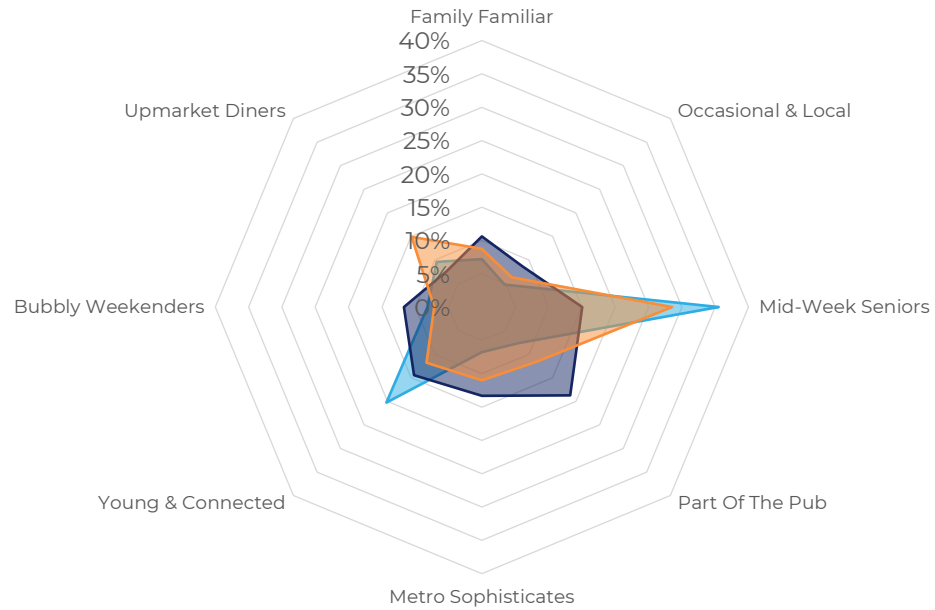
How does the local area for Red Lion HD63EL compare to the national average (1 = low, 10 = high)

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	£100K	2	£357K	2	£15.53M	5	£89.11M	6
Weekpart	Mon - Thu	29.8%	1	32.2%	1	33.2%	1	41.0%	5
Weekpart	Fri - Sat	48.0%	8	47.2%	8	51.5%	10	42.5%	6
Weekpart	Sun	22.2%	10	20.6%	10	15.3%	6	16.5%	8
Age	18 to 24	1.6%	2	2.5%	2	6.0%	5	6.4%	5
Age	25 to 34	14.8%	2	8.5%	1	15.3%	2	17.5%	2
Age	35 to 44	18.6%	2	13.2%	1	22.9%	5	25.2%	8
Age	45 to 54	20.6%	6	41.3%	10	19.8%	5	19.7%	5
Age	55 to 64	35.4%	10	28.8%	10	20.5%	9	18.0%	8
Age	65 to 74	8.8%	7	4.6%	3	11.1%	9	9.1%	8
Age	75+	0.2%	1	1.1%	3	4.3%	8	4.0%	8
CAMEO	Business Elite	0.0%	0	0.7%	1	3.1%	3	3.3%	2
CAMEO	Prosperous Professionals	5.5%	5	1.8%	1	2.5%	2	2.8%	1
CAMEO	Flourishing Society	3.3%	1	1.4%	1	7.3%	3	7.2%	2
CAMEO	Content Communities	15.6%	8	8.6%	2	10.2%	3	9.7%	2
CAMEO	White Collar Neighbourhoods	10.6%	5	27.3%	10	11.9%	6	10.5%	4
CAMEO	Enterprising Mainstream	10.9%	8	23.1%	10	16.0%	10	14.5%	10
CAMEO	Paying The Mortgage	34.5%	10	15.5%	6	18.9%	8	18.3%	8
CAMEO	Cash Conscious Communities	14.9%	9	11.1%	7	14.0%	9	15.6%	10
CAMEO	On A Budget	4.5%	3	6.5%	6	10.6%	9	9.6%	8
CAMEO	Family Value	0.3%	1	4.0%	7	5.7%	7	8.5%	8
Affluence	AB	8.8%	1	3.9%	1	12.9%	2	13.3%	2
Affluence	C1C2	71.5%	10	74.4%	10	56.9%	9	53.1%	8
Affluence	DE	19.6%	5	21.6%	6	30.2%	8	33.6%	9



## 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
Red Lion	53	7.20%	4.79%	35.53%	7.68%	6.76%	20.26%	8.14%	9.60%
Local Catchment	5046	10.61%	8.63%	15.06%	18.71%	13.31%	14.42%	11.70%	7.54%
Punch T&L	122030	8.74%	6.30%	28.53%	11.59%	10.98%	11.77%	7.14%	14.91%
Red Lion vs Local Catchment		-3.41%	-3.84%	20.47%	-11.03%	-6.55%	5.84%	-3.56%	2.06%
Red Lion vs Punch T&L		-1.54%	-1.51%	7.00%	-3.91%	-4.22%	8.49%	1.00%	-5.31%
Local Catchment vs Punch T&L		1.87%	2.33%	-13.47%	7.12%	2.33%	2.65%	4.56%	-7.37%

Red Lion

Local Catchment

Punch T&L