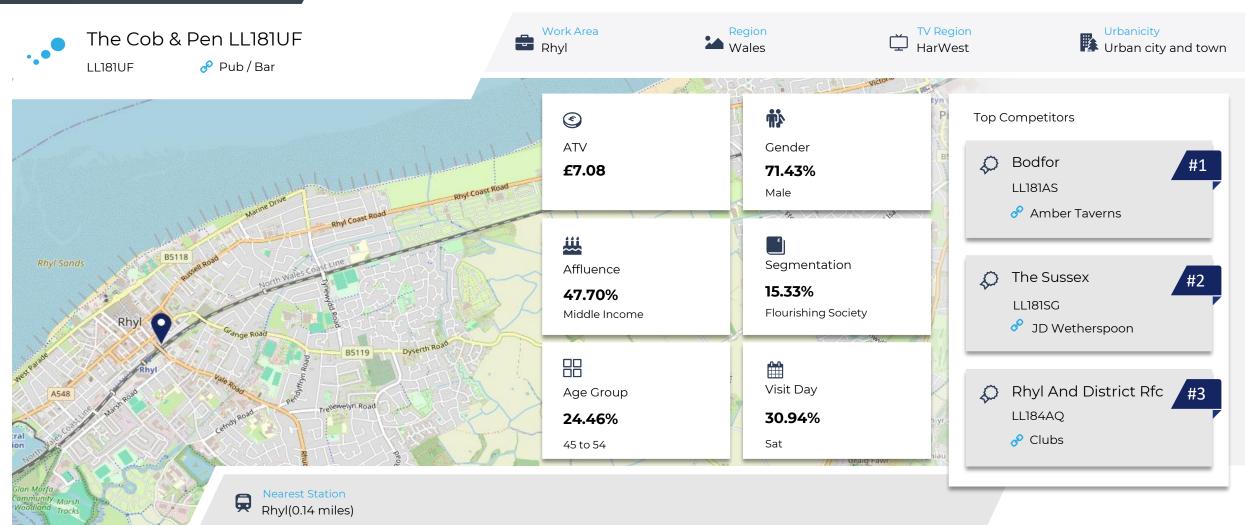


Site Summary



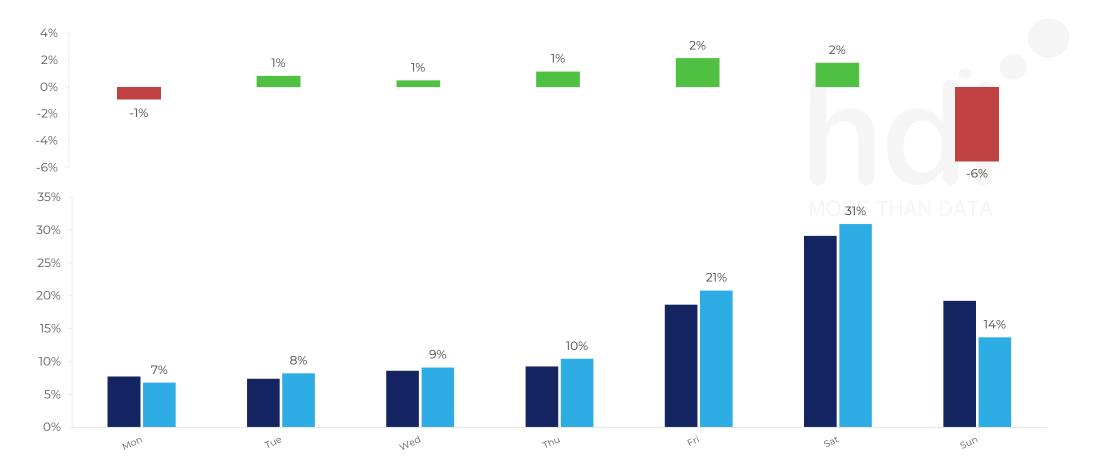


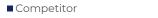


Spend by Weekpart

How is customer spend distributed throughout the week for The Cob & Pen LL181UF versus its competitors?

% of spend for The Cob & Pen LL181UF and 106 Chains in 3 Miles from 13/12/2023 - 04/06/2025 split by Day of Week





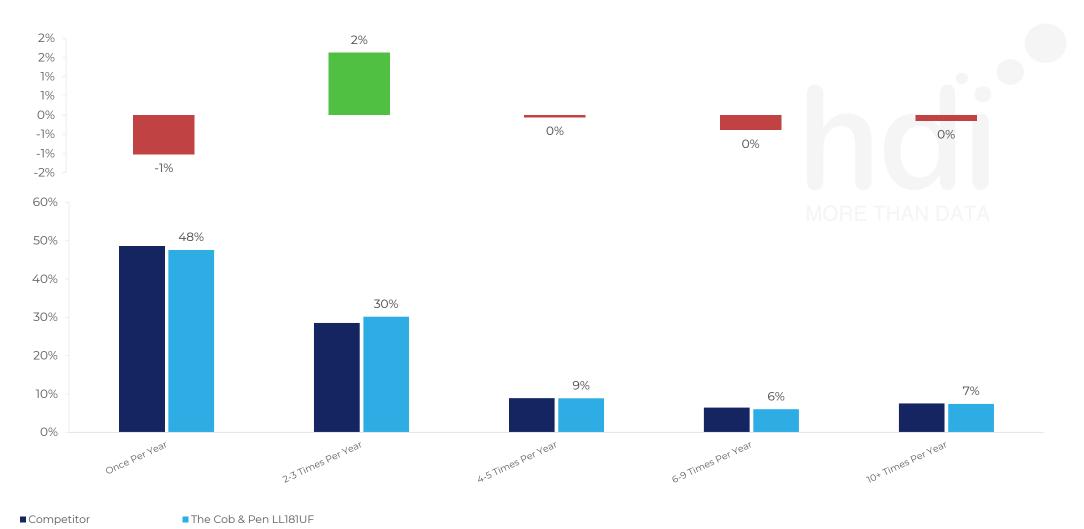




Visit Frequency

How frequently per year do customers visit The Cob & Pen LL181UF versus its competitors?

% of customer numbers for The Cob & Pen LL181UF and 106 Chains in 3 Miles from 13/12/2023 - 04/06/2025 and the number of visits made Per Annum



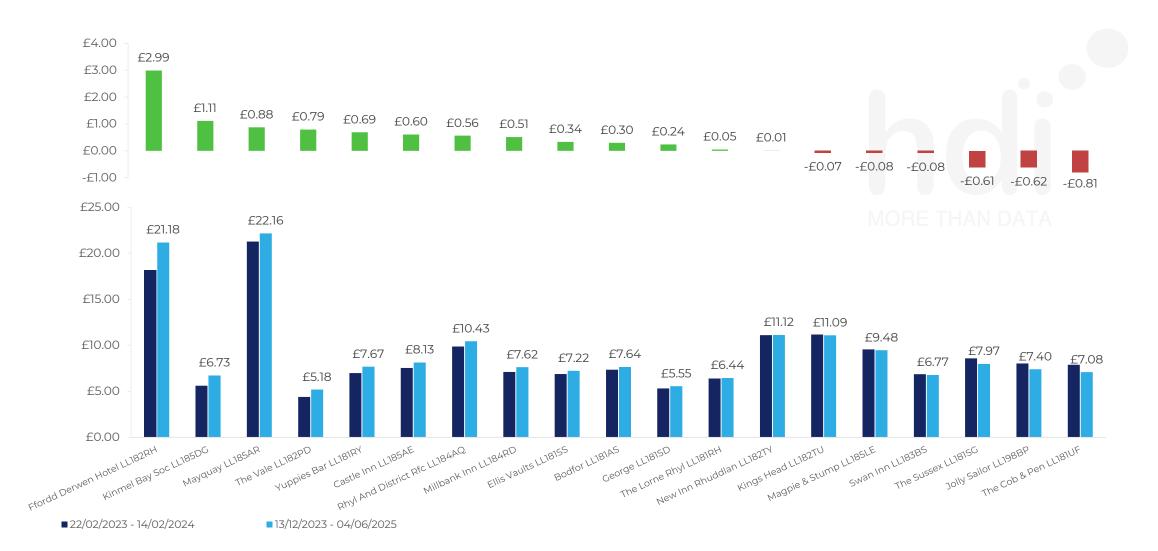


1343 Site Customers 66 Competitors 39549 Competitor Customers



ATV Change

How has ATV changed between two date ranges?



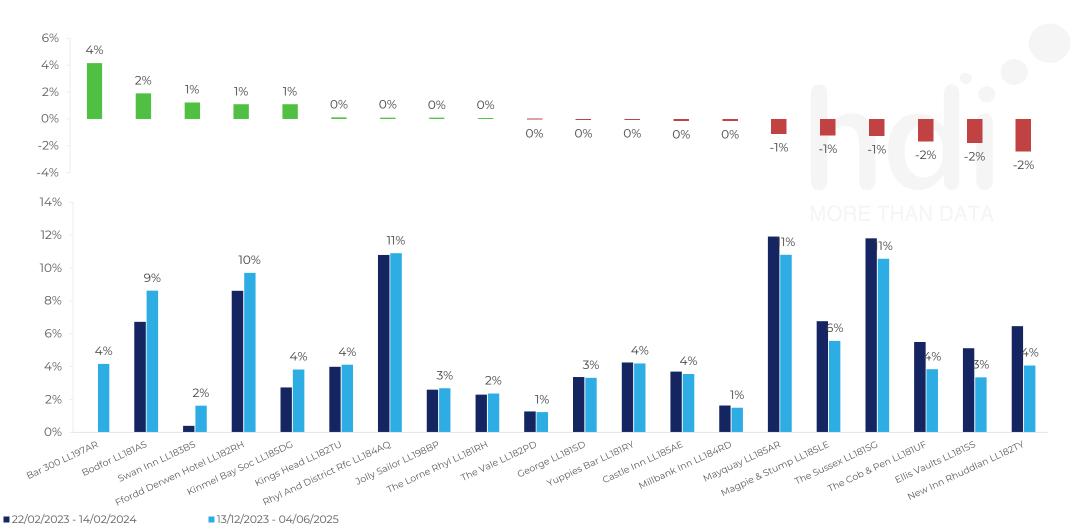




Market Share Change

How has market share changed between two date ranges?

% of market share spend for The Cob & Pen LL181UF and 106 Chains in 3 Miles from 13/12/2023 - 04/06/2025





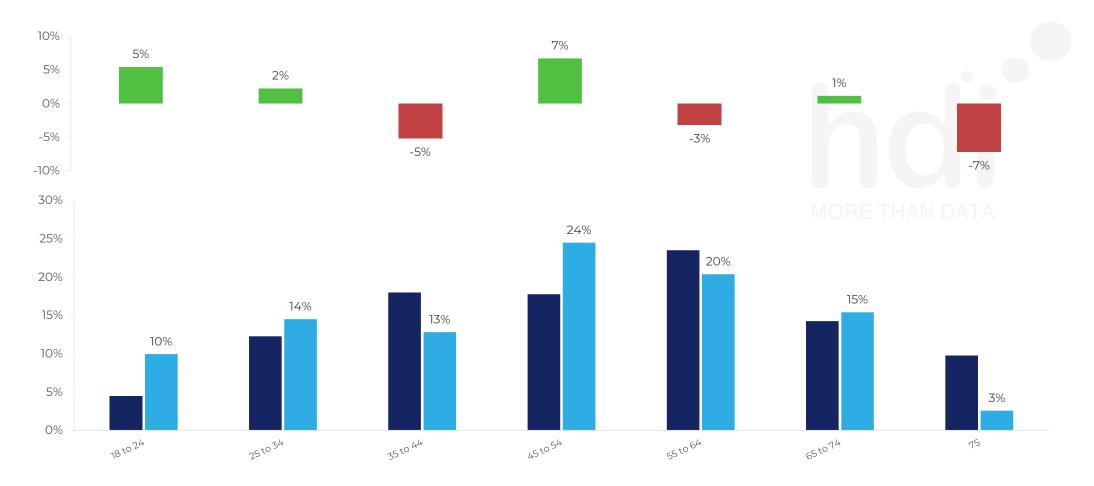


106 Chains



How does the age profile of customers who visit The Cob & Pen LL181UF compare versus its competitors?

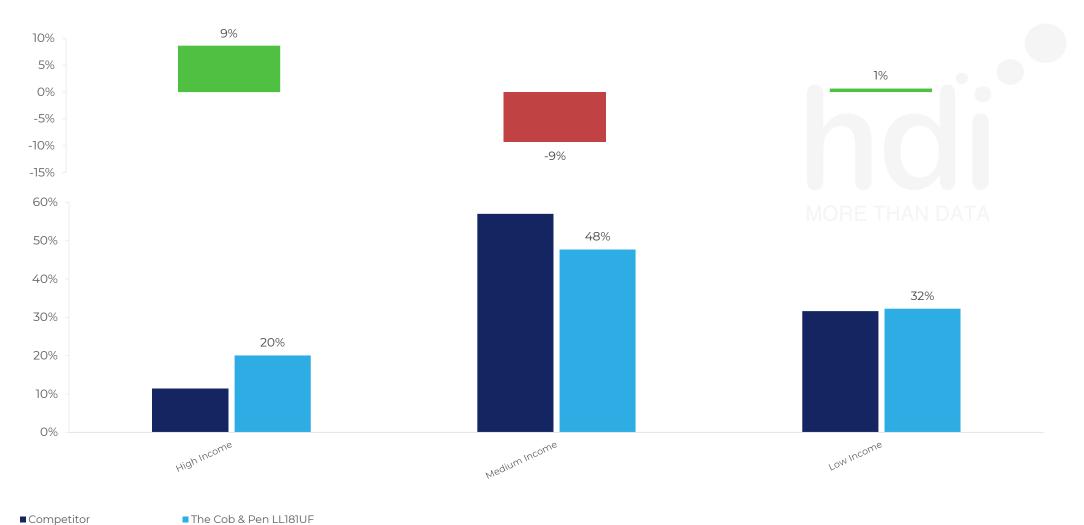
% of spend for The Cob & Pen LL181UF and 106 Chains in 3 Miles from 13/12/2023 - 04/06/2025 split by Age Range





■ Competitor ■The Cob & Pen LL181UF How does the affluence of customers who visit The Cob & Pen LL181UF compare versus its competitors?

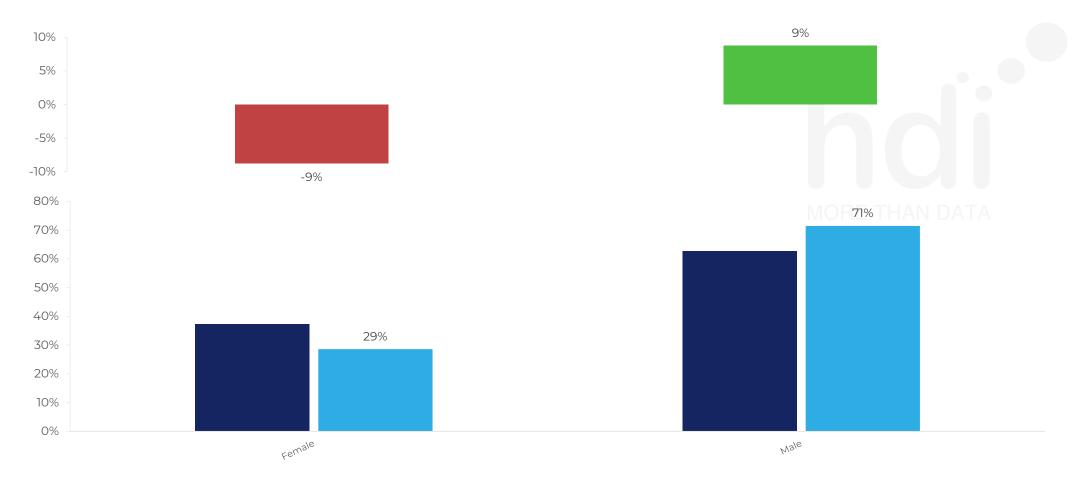
% of spend for The Cob & Pen LL181UF and 106 Chains in 3 Miles from 13/12/2023 - 04/06/2025 split by Affluence





566 Site Customers 66 Competitors 15348 Competitor Customers

% of spend for The Cob & Pen LL181UF and 106 Chains in 3 Miles from 13/12/2023 - 04/06/2025 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.



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.



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
- 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
- o If eating, they've an interest in vegetarian / vegan dishes and have a preference for chicken burgers.



- Upmarket Diners are affluent, older quests 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.

4 - PART OF THE PUB

- Part of the Pub customers are very habitual value
- They drink in their local pub during the week with brands such as Bud. Smirnoff and Jamesons.
- These customers are more likely to visit betting shops, off licences and watch live football.

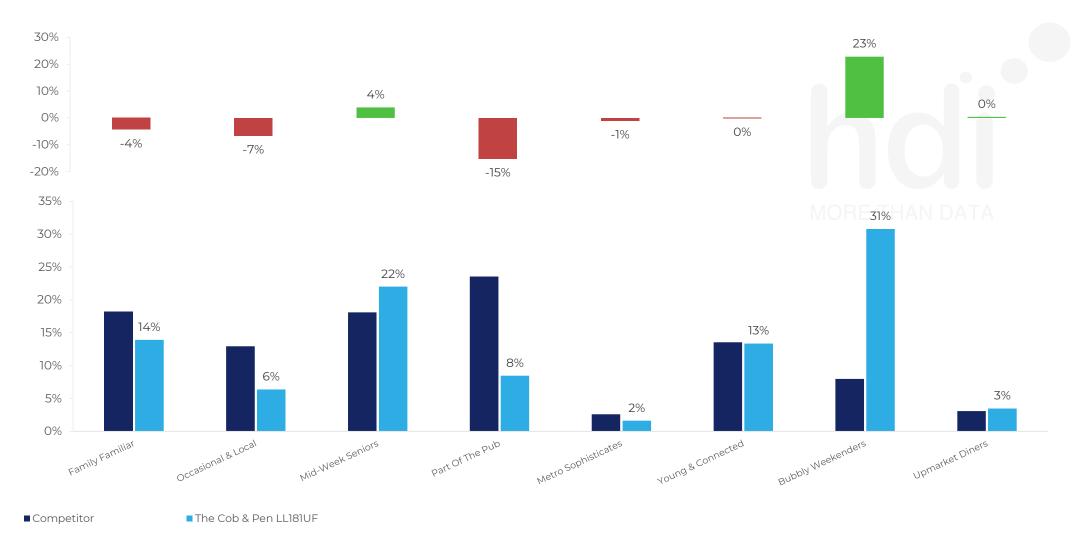






How does the Custom segmentation profile of customers who visit The Cob & Pen LL181UF compare versus its competitors?

% of spend for The Cob & Pen LL181UF and 106 Chains in 3 Miles from 13/12/2023 - 04/06/2025 split by Segment





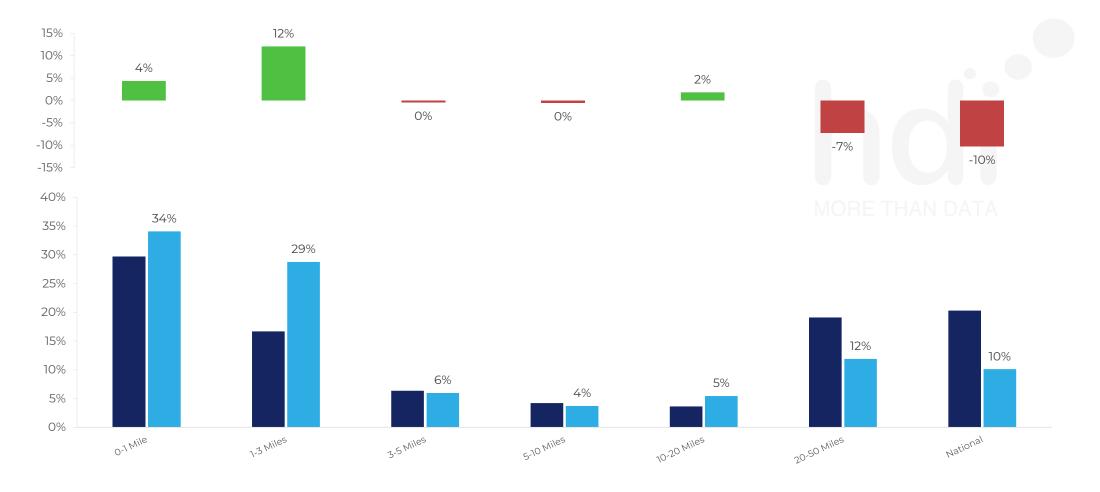




Spend by Distance

How does the spend profile of The Cob & Pen LL181UF compare versus its competitors based on travel distances?

% of spend for The Cob & Pen LL181UF and 106 Chains in 3 Miles from 13/12/2023 - 04/06/2025 split by Distance travelled





■ Competitor ■ The Cob & Pen LL181UF

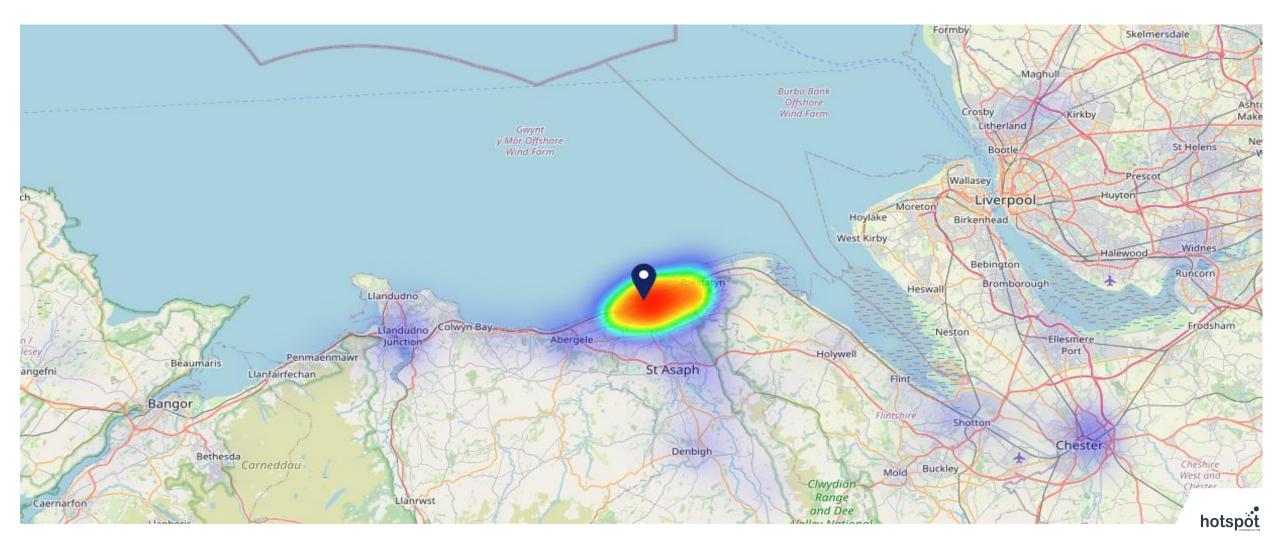




Map of Guest Origin

Where do customers of The Cob & Pen LL181UF come from?

Where do customers of The Cob & Pen LL181UF for 13/12/2023 - 04/06/2025 live

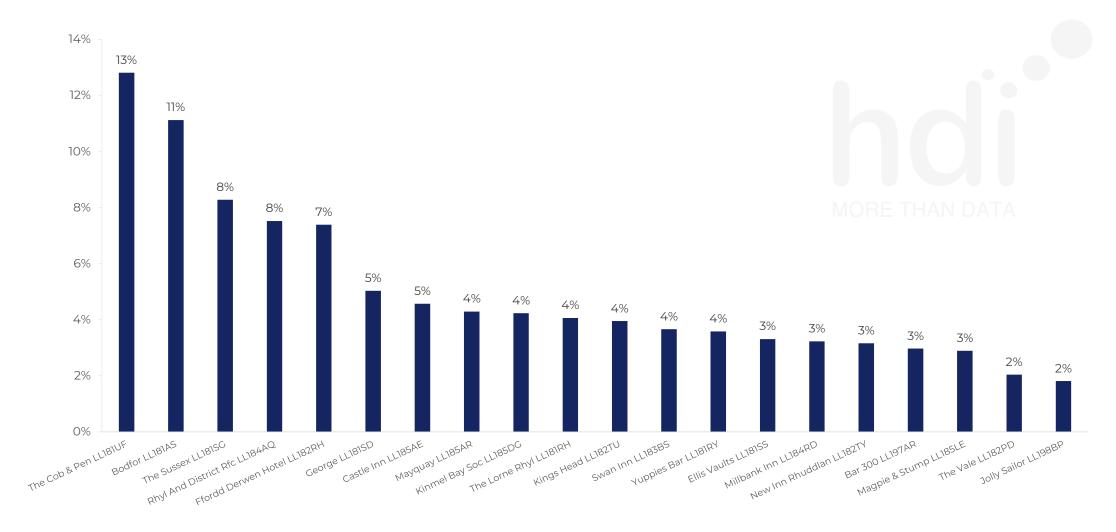


106 Chains

Share of Wallet

What are the Top 20 venues (by spend) that customers of The Cob & Pen LL181UF also visit?

For customers of The Cob & Pen LL181UF, who are the top 20 competitors from 106 Chains in 3 Miles for 13/12/2023 - 04/06/2025 split by Venue

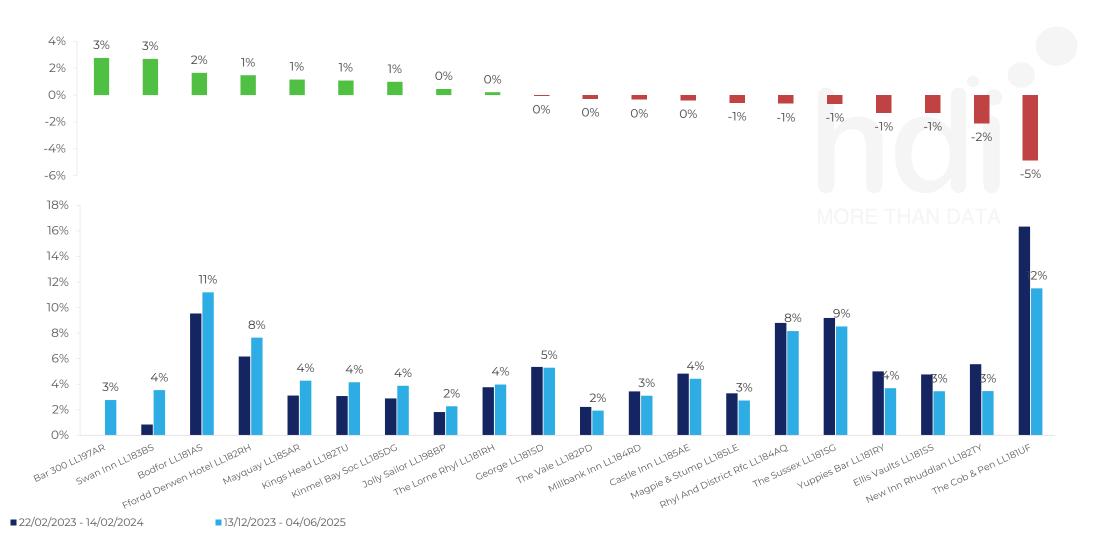






Share of Wallet Change

How has share of wallet of customers of The Cob & Pen LL181UF changed between two date ranges?









Market Summary

How does the local area for The Cob & Pen LL181UF 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	£3.05M	6	£10.81M	7	£20.51M	6	£50.49M	5
Weekpart	Mon - Thu	37.4%	4	41.3%	6	41.2%	6	41.9%	6
Weekpart	Fri - Sat	50.6%	9	43.7%	5	42.6%	5	41.1%	4
Weekpart	Sun	12.0%	3	15.0%	6	16.1%	7	17.0%	8
Age	18 to 24	7.3%	7	8.2%	7	6.6%	5	6.1%	4
Age	25 to 34	17.3%	3	17.6%	3	16.1%	2	16.3%	2
Age	35 to 44	22.8%	5	25.0%	7	24.7%	7	24.6%	7
Age	45 to 54	18.1%	3	18.5%	4	18.4%	3	18.2%	2
Age	55 to 64	22.9%	9	18.6%	8	18.8%	8	18.4%	9
Age	65 to 74	9.8%	8	9.4%	8	11.1%	9	10.9%	9
Age	75+	1.9%	5	2.8%	6	4.4%	8	5.5%	9
CAMEO	Business Elite	1.8%	2	2.0%	2	2.6%	2	2.5%	1
CAMEO	Prosperous Professionals	2.2%	2	1.8%	1	2.5%	2	2.9%	1
CAMEO	Flourishing Society	9.4%	4	6.8%	3	7.3%	3	8.1%	3
CAMEO	Content Communities	8.5%	2	8.7%	2	9.4%	2	10.5%	3
CAMEO	White Collar Neighbourhoods	13.9%	8	13.6%	8	14.3%	9	12.8%	7
CAMEO	Enterprising Mainstream	14.6%	9	14.1%	9	17.1%	10	16.9%	10
CAMEO	Paying The Mortgage	14.7%	6	15.3%	6	15.5%	6	16.0%	7
CAMEO	Cash Conscious Communities	13.1%	8	14.2%	9	11.4%	8	10.0%	6
CAMEO	On A Budget	12.8%	9	12.8%	9	11.0%	9	10.6%	9
CAMEO	Family Value	9.0%	9	10.7%	9	8.8%	9	9.7%	9
Affluence	AB	13.4%	2	10.6%	2	12.4%	2	13.6%	2
Affluence	C1C2	51.6%	7	51.7%	7	56.4%	9	56.1%	9
Affluence	DE	35.0%	9	37.7%	9	31.3%	9	30.3%	9

