



Site Summary



Navigation Inn B604LB

B604LB

Punch T&L



Work Area
Birmingham



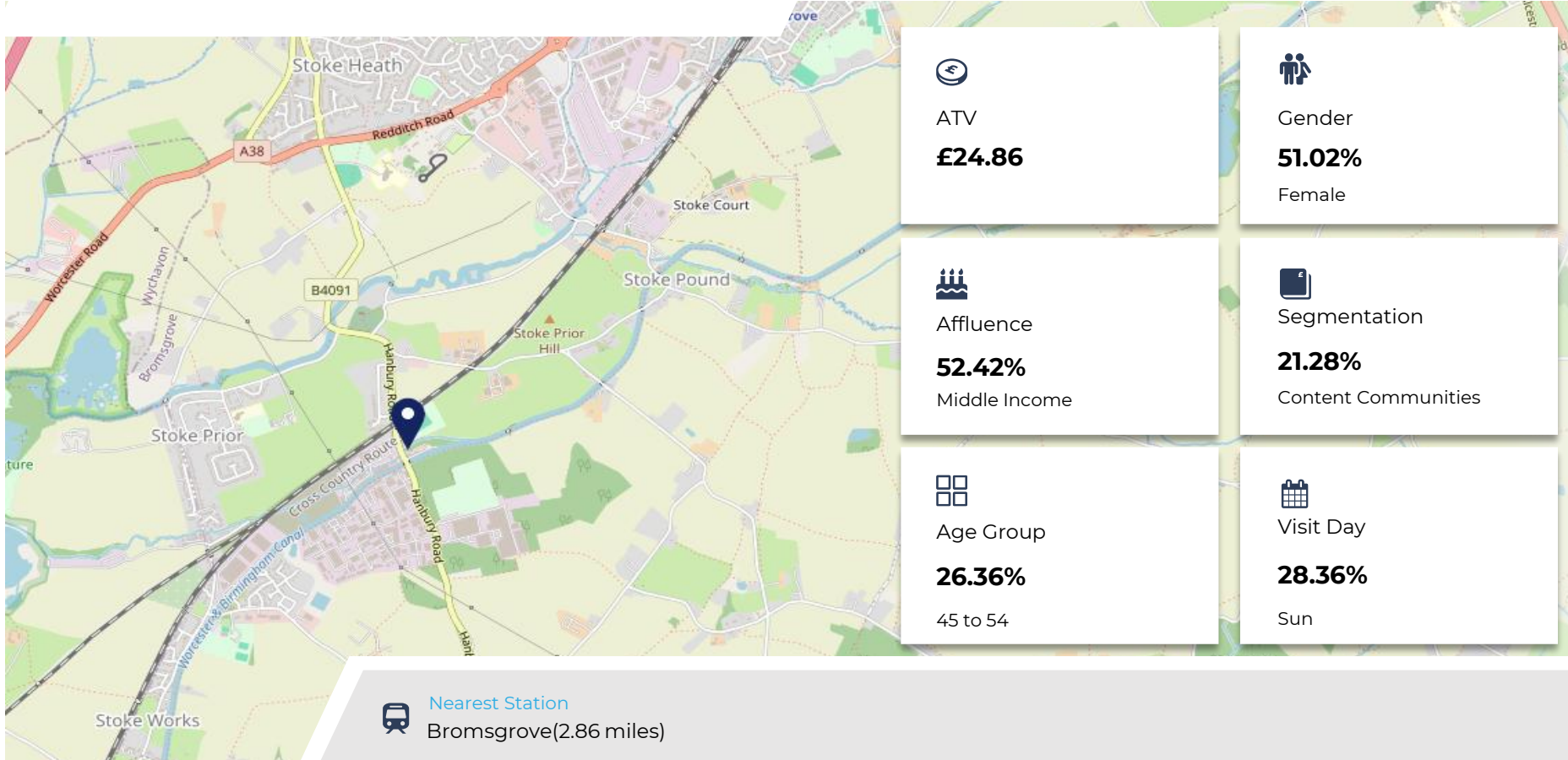
Region
West Midlands



TV Region
Central



Urbanicity
Rural hamlet and isolated d



ATV
£24.86



Gender
51.02%
Female



Affluence
52.42%
Middle Income



Segmentation
21.28%
Content Communities



Age Group
26.36%
45 to 54



Visit Day
28.36%
Sun

Top Competitors



Queens Head
B603AU
 Lovely Pubs

#1



The Wych Way Inn
WR97PA
 Harvester

#2



Golden Cross Hotel
B618HH
 JD Wetherspoon

#3



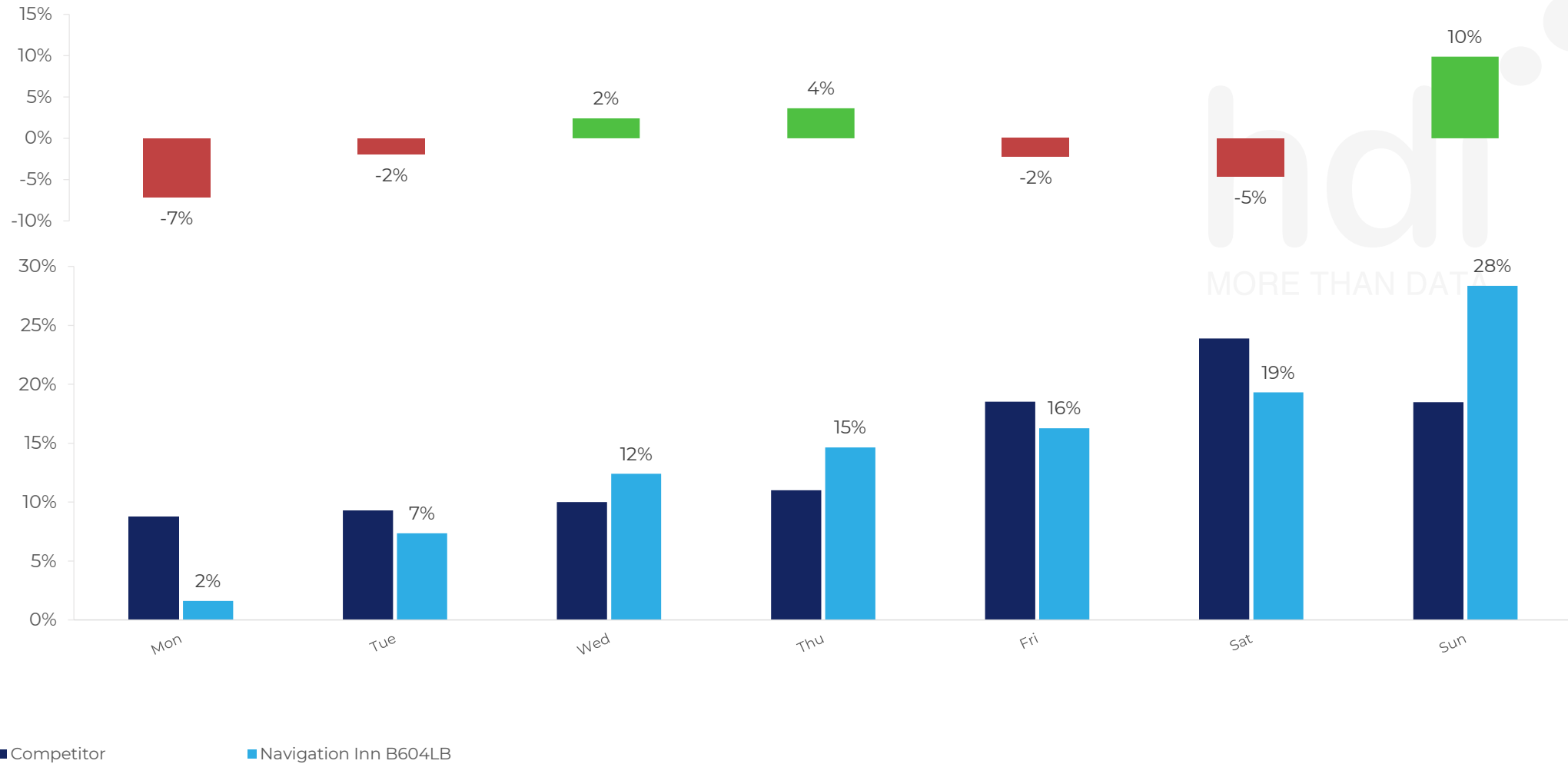
Nearest Station
Bromsgrove(2.86 miles)



Spend by Weekpart

How is customer spend distributed throughout the week for Navigation Inn B604LB versus its competitors?

% of spend for Navigation Inn B604LB and 112 Chains in 5 Miles from 21/02/2024 - 12/02/2025 split by Day of Week

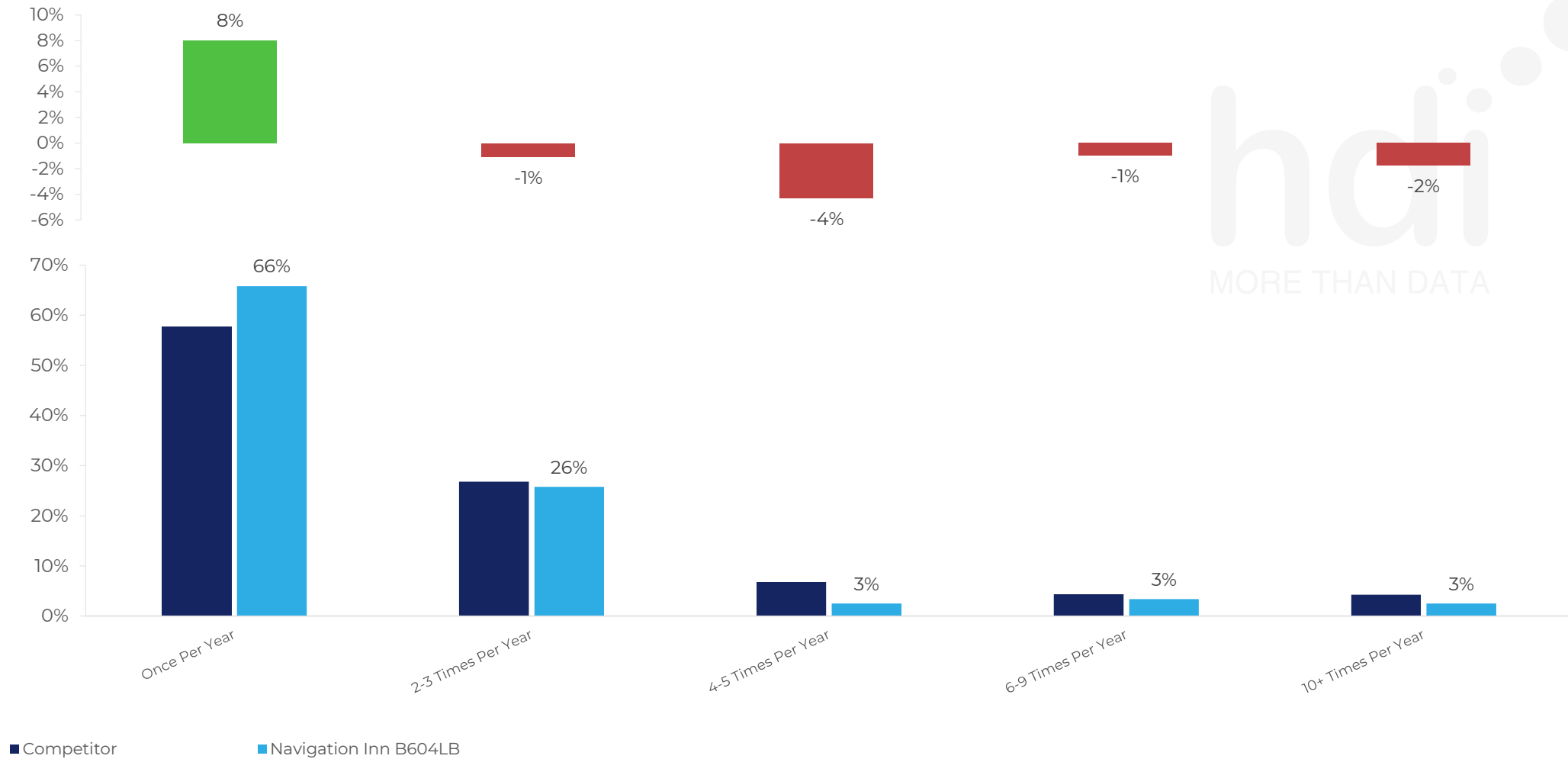




Visit Frequency

How frequently per year do customers visit Navigation Inn B604LB versus its competitors?

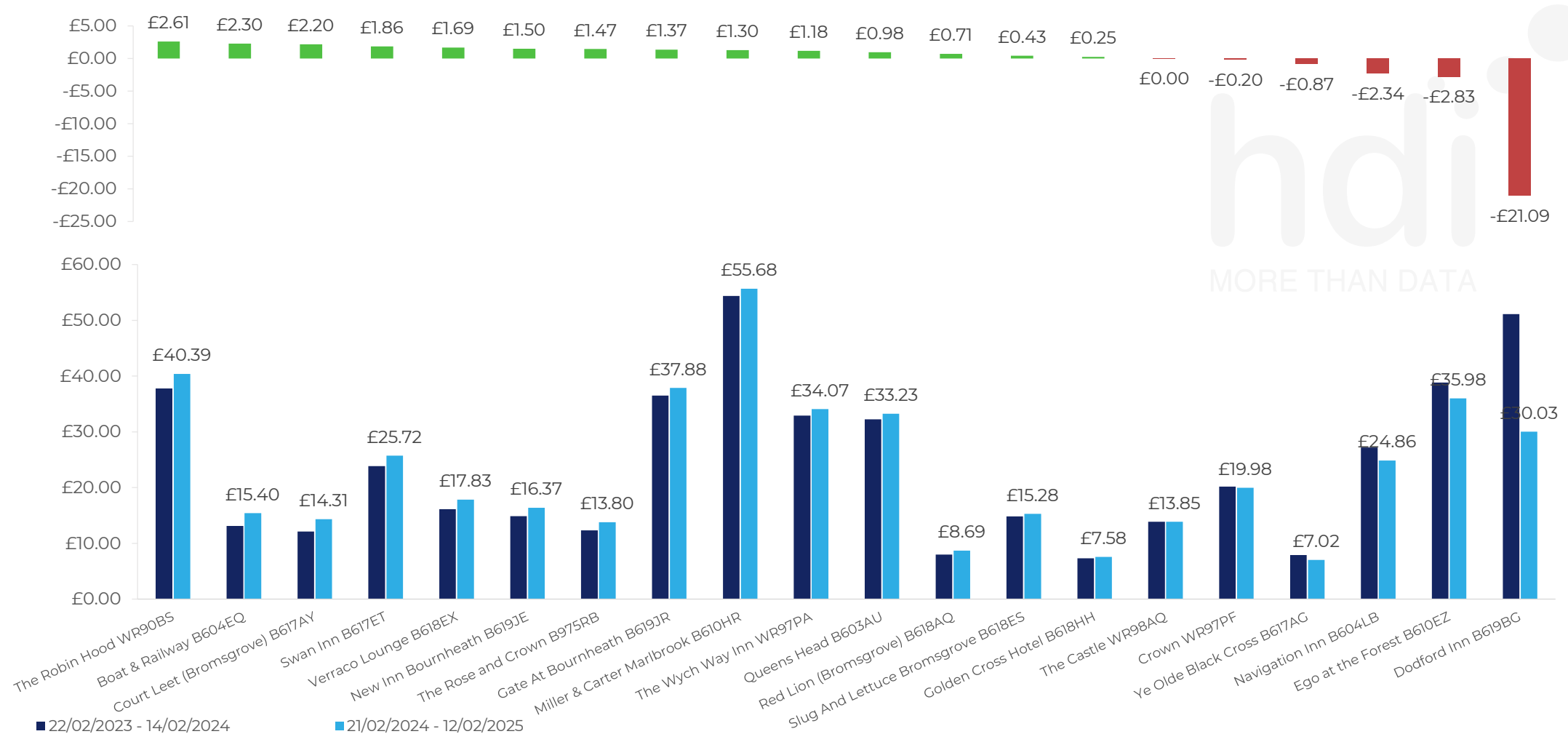
% of customer numbers for Navigation Inn B604LB and 112 Chains in 5 Miles from 21/02/2024 - 12/02/2025 and the number of visits made Per Annum





ATV Change

How has ATV changed between two date ranges?

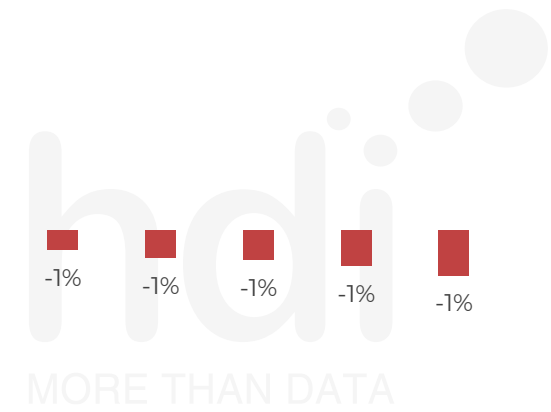
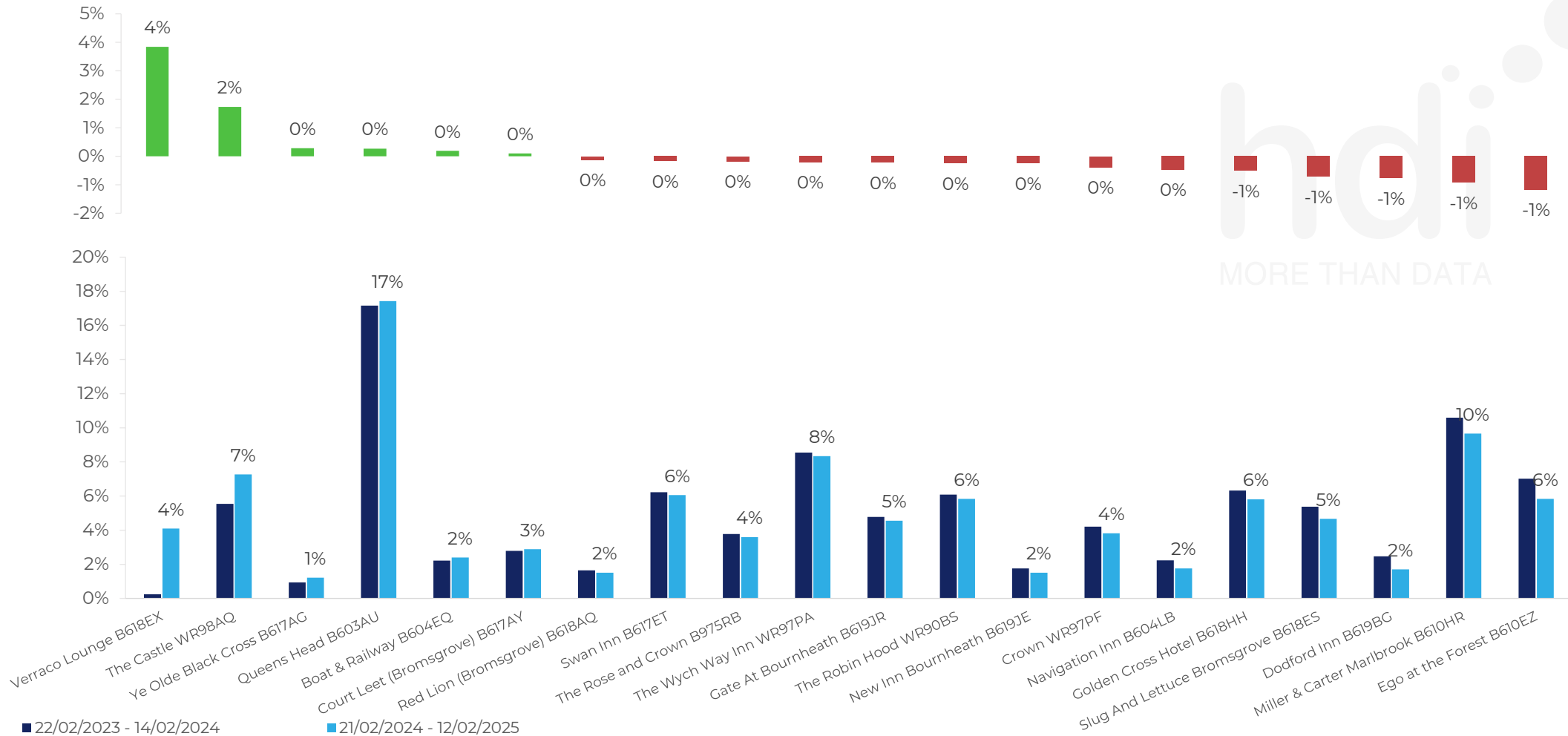




Market Share Change

How has market share changed between two date ranges?

% of market share spend for Navigation Inn B604LB and 112 Chains in 5 Miles from 21/02/2024 - 12/02/2025

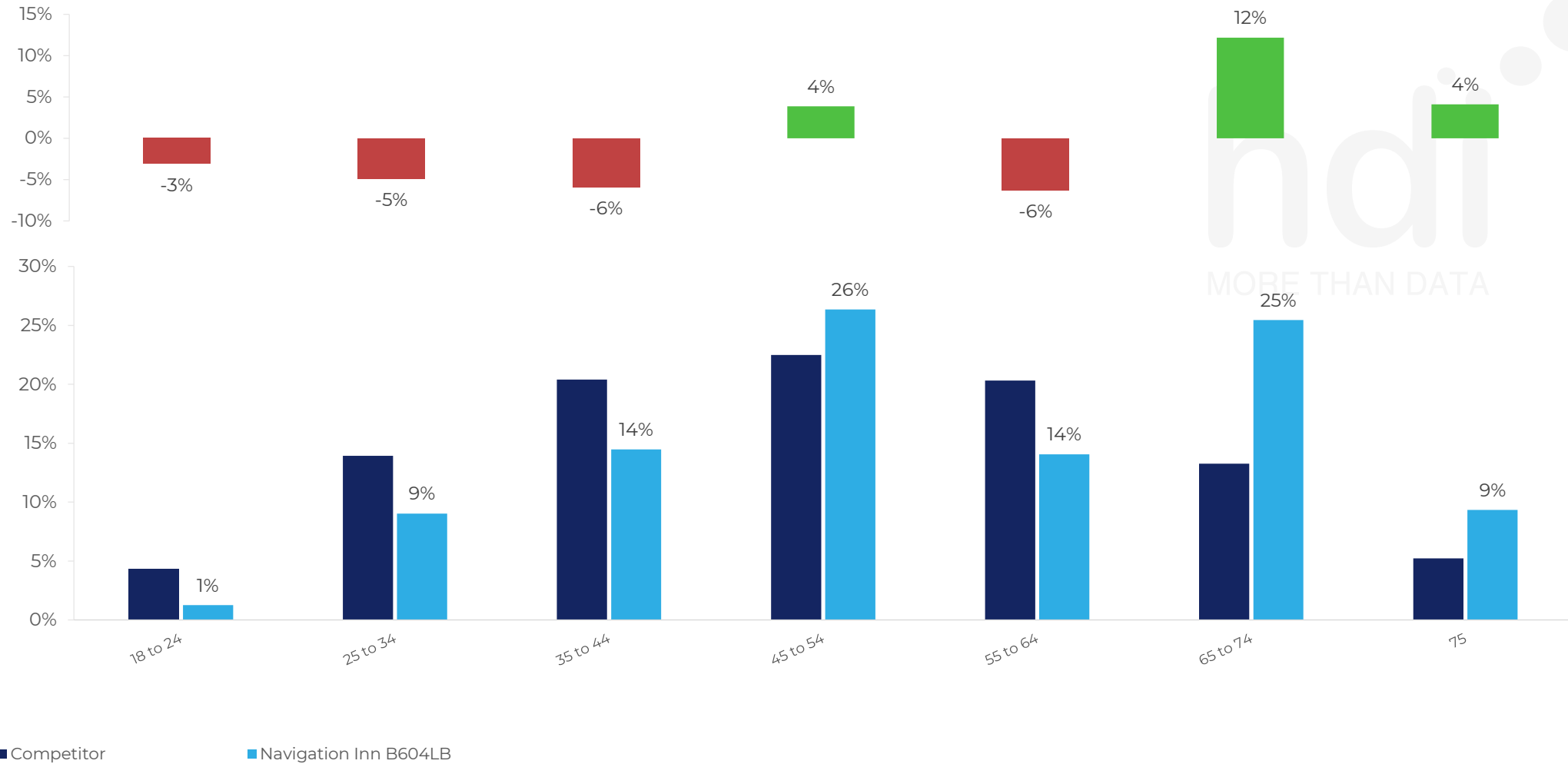




Age

How does the age profile of customers who visit Navigation Inn B604LB compare versus its competitors?

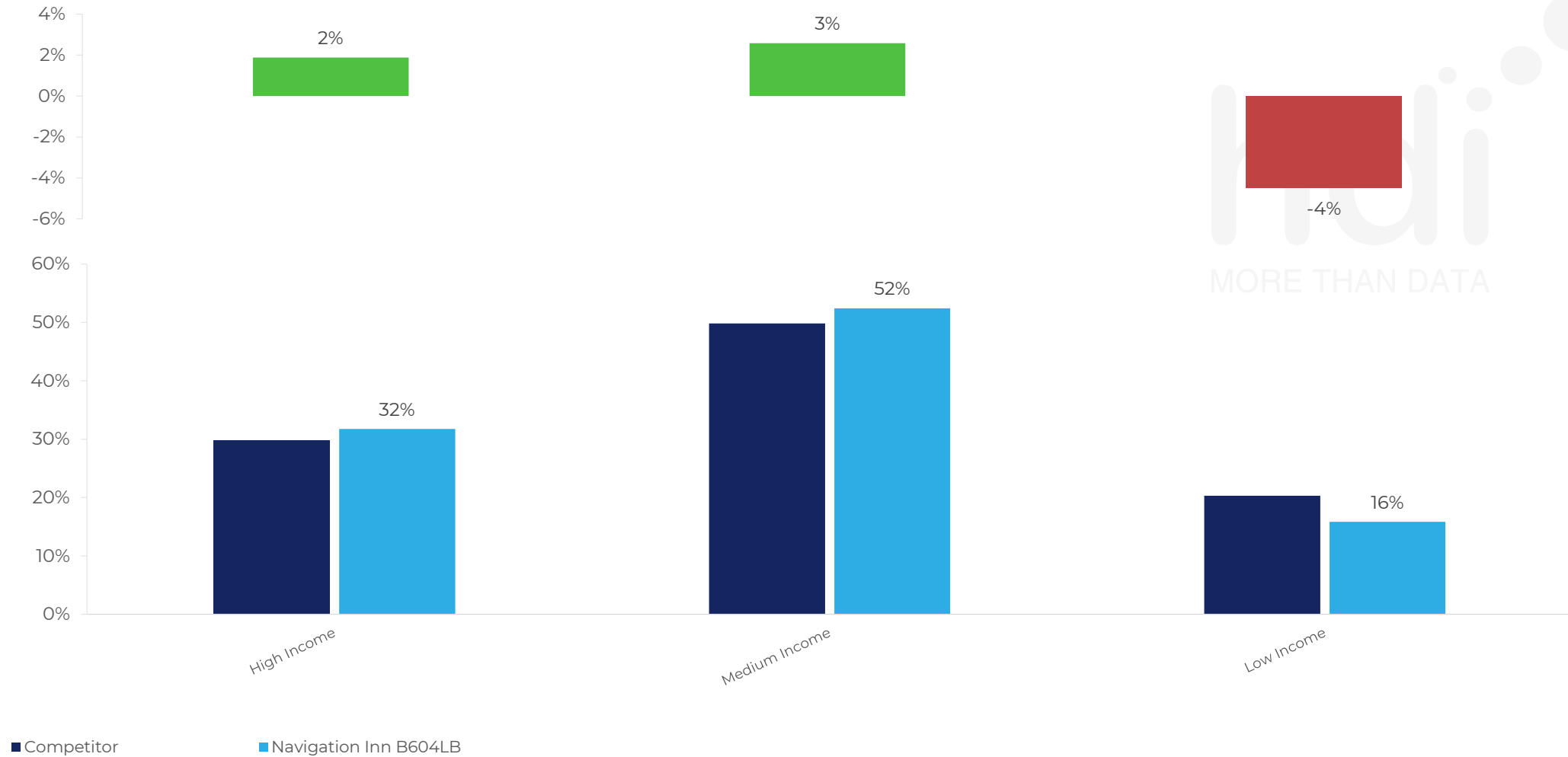
% of spend for Navigation Inn B604LB and 112 Chains in 5 Miles from 21/02/2024 - 12/02/2025 split by Age Range





How does the affluence of customers who visit Navigation Inn B604LB compare versus its competitors?

% of spend for Navigation Inn B604LB and 112 Chains in 5 Miles from 21/02/2024 - 12/02/2025 split by Affluence

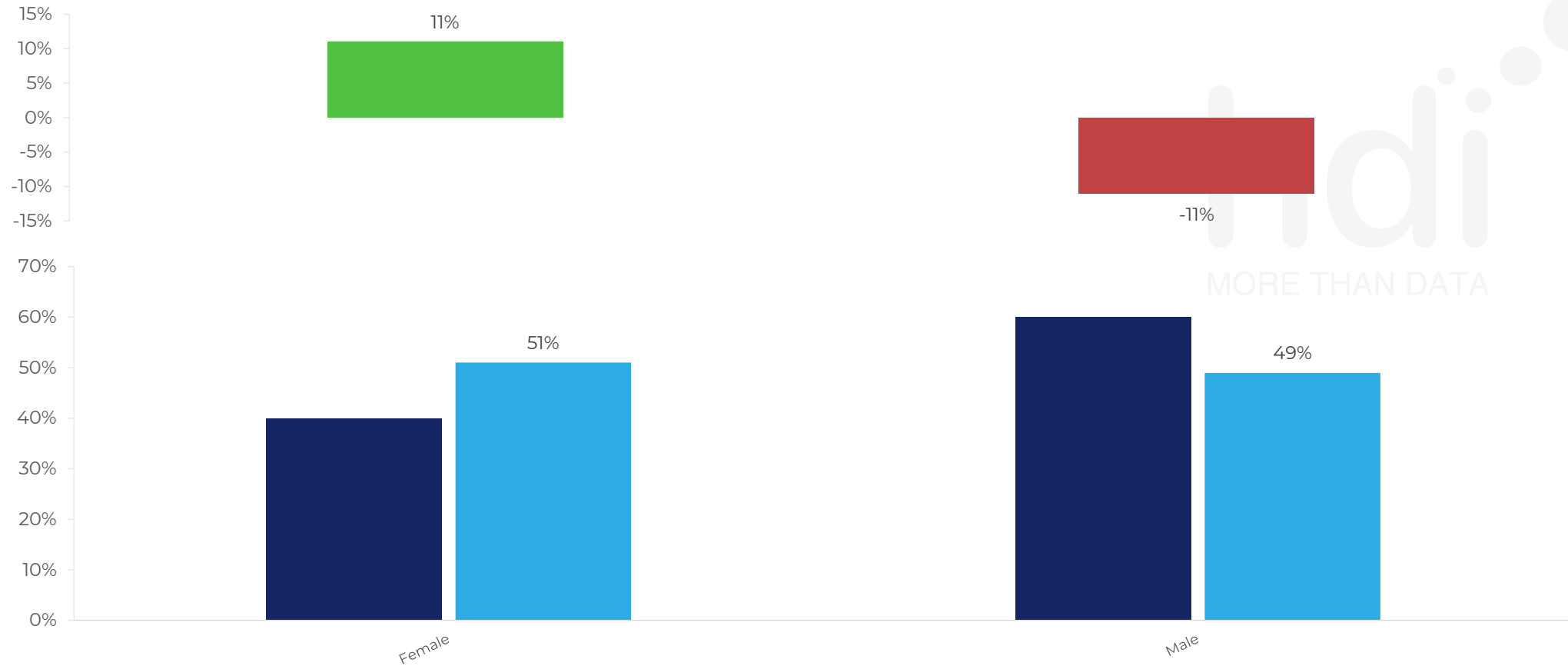




Gender

How does the gender profile of customers who visit Navigation Inn B604LB compare versus its competitors?

% of spend for Navigation Inn B604LB and 112 Chains in 5 Miles from 21/02/2024 - 12/02/2025 split by Gender



■ Competitor

■ Navigation Inn B604LB

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.

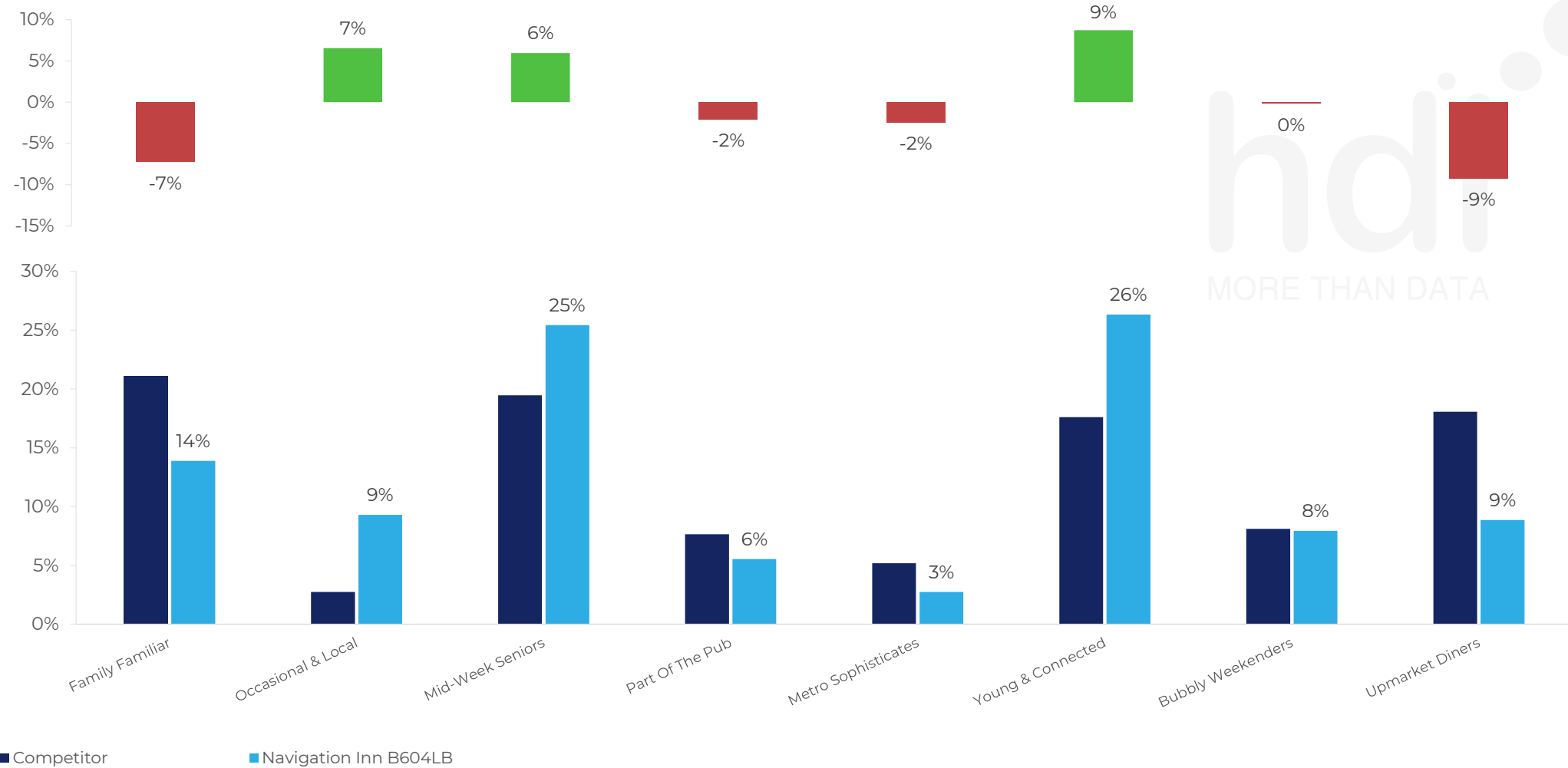




Punch Segmentation

How does the Custom segmentation profile of customers who visit Navigation Inn B604LB compare versus its competitors?

% of spend for Navigation Inn B604LB and 112 Chains in 5 Miles from 21/02/2024 - 12/02/2025 split by Segment

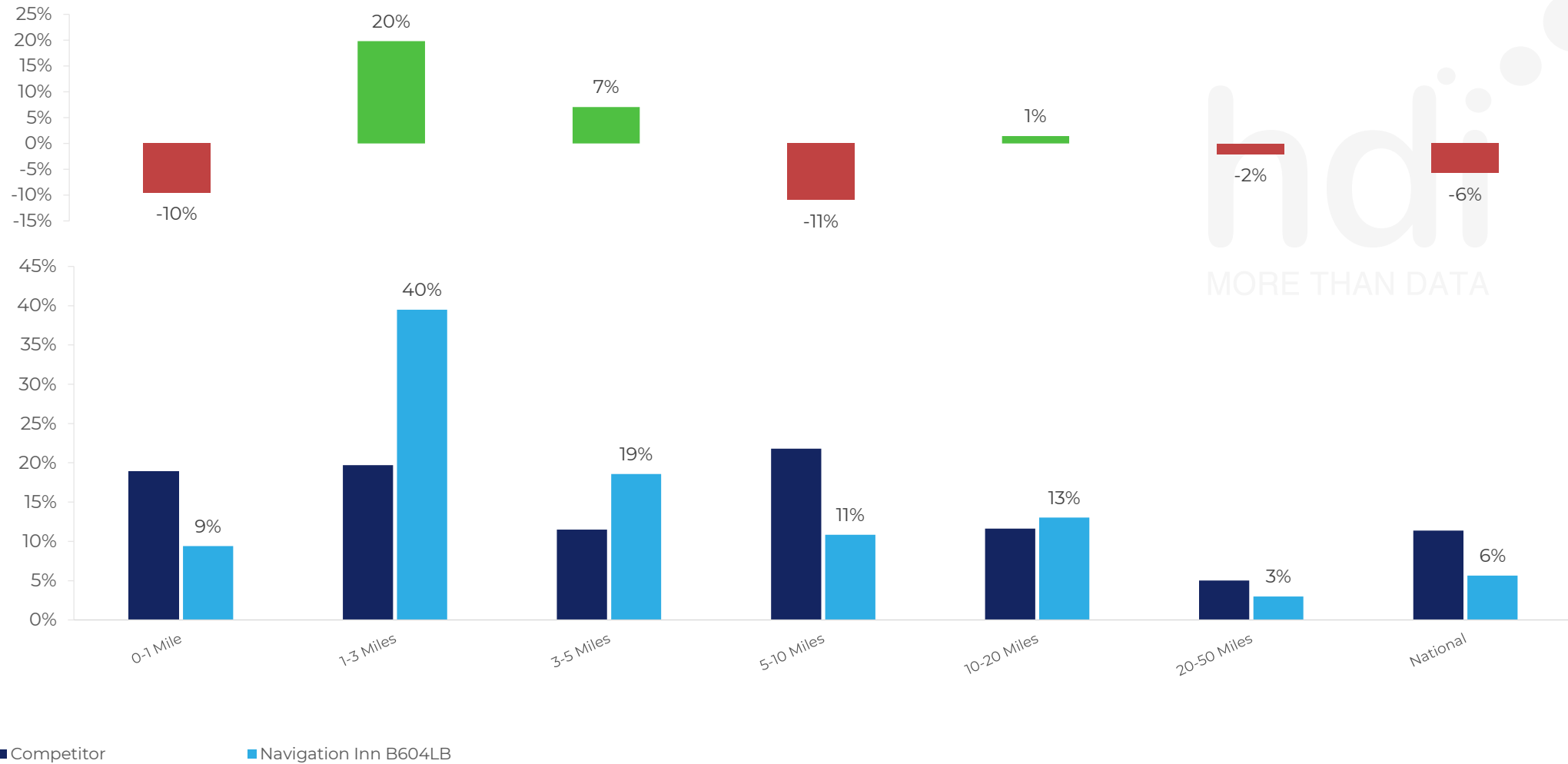




Spend by Distance

How does the spend profile of Navigation Inn B604LB compare versus its competitors based on travel distances?

% of spend for Navigation Inn B604LB and 112 Chains in 5 Miles from 21/02/2024 - 12/02/2025 split by Distance travelled

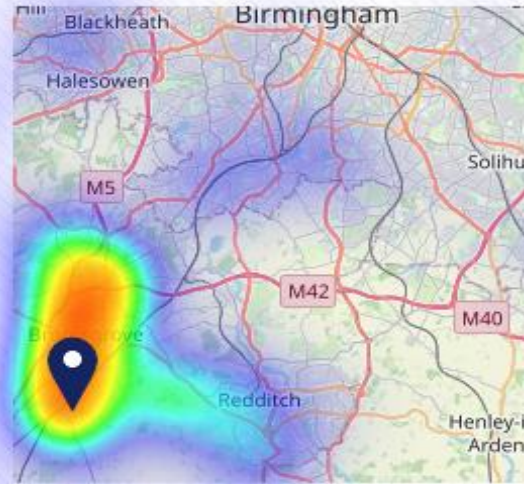




Map of Guest Origin

Where do customers of Navigation Inn B604LB come from?

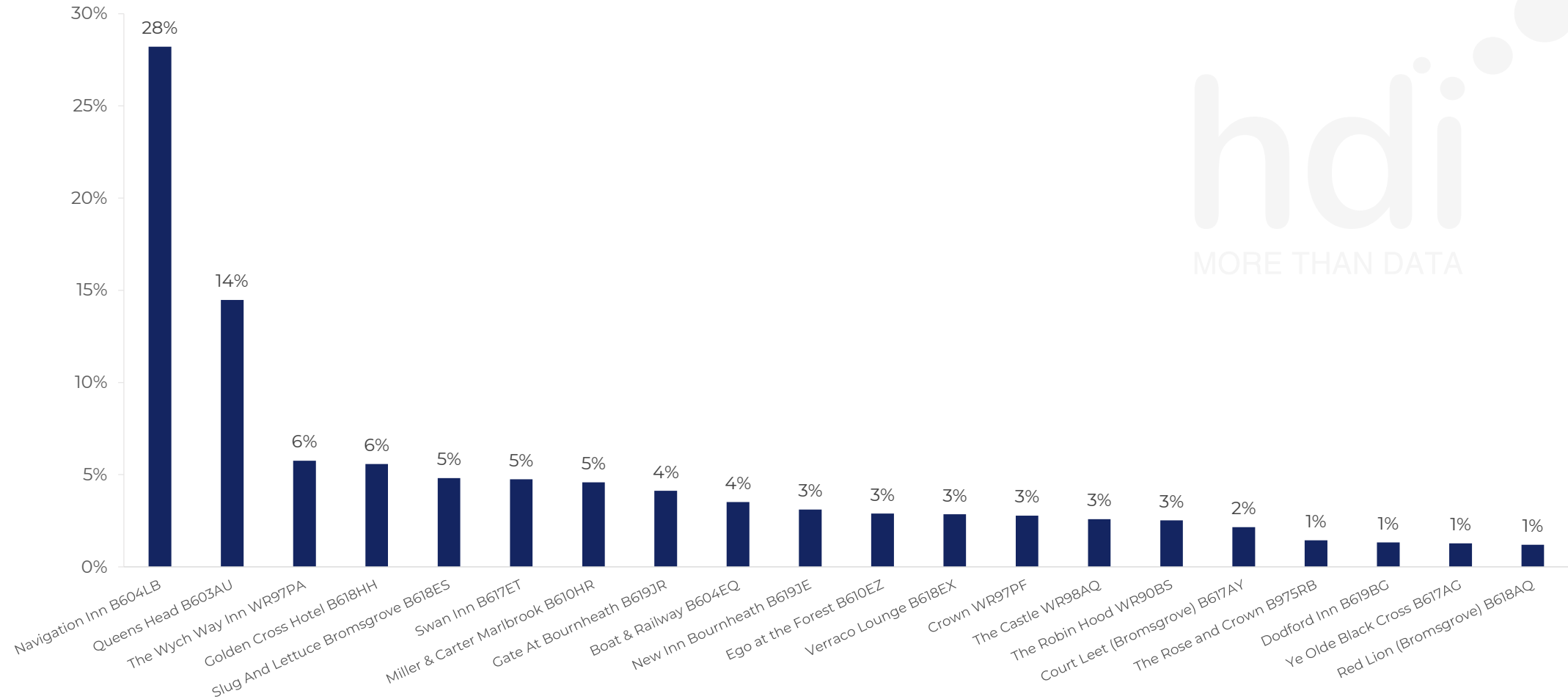
Where do customers of Navigation Inn B604LB for 21/02/2024 - 12/02/2025 live





What are the Top 20 venues (by spend) that customers of Navigation Inn B604LB also visit?

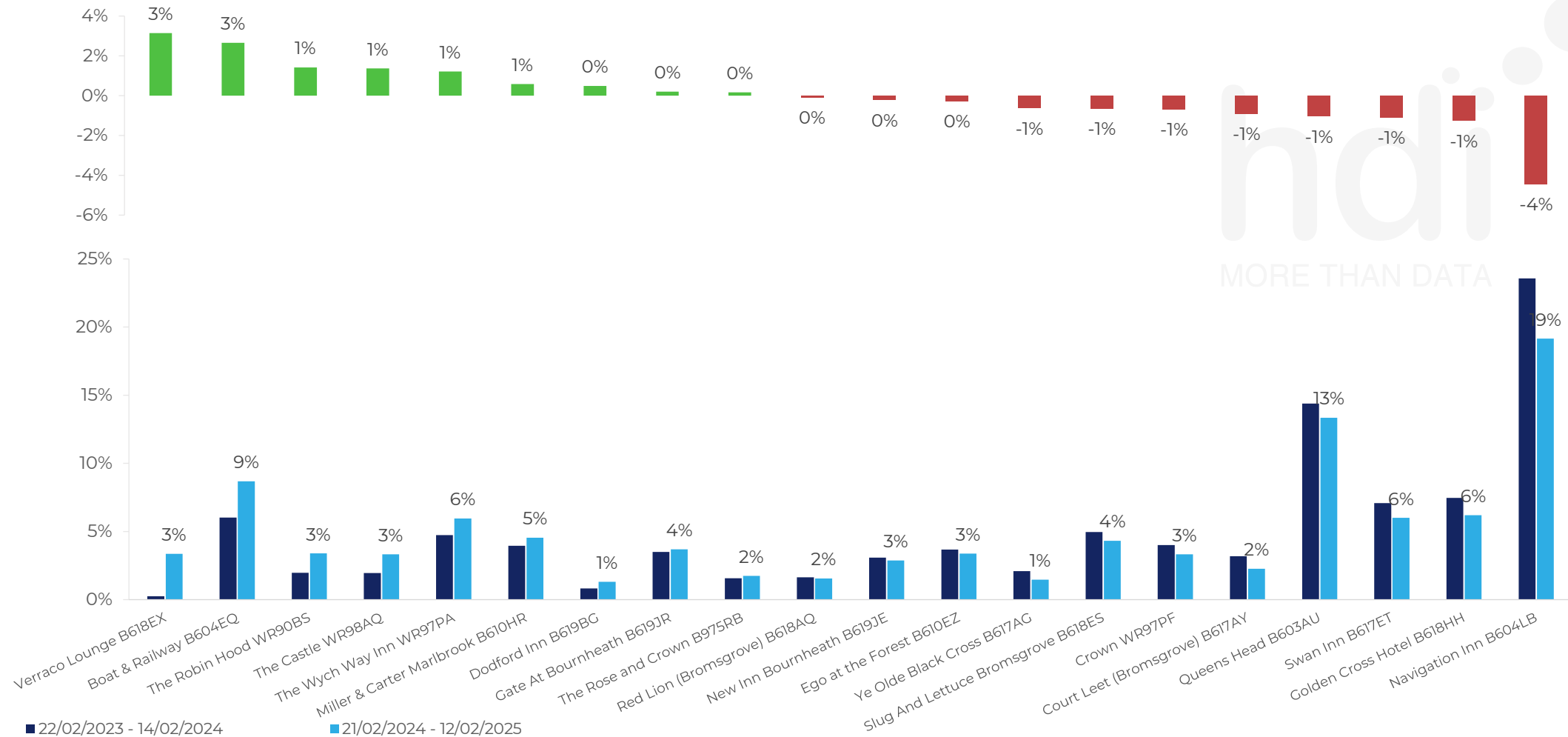
For customers of Navigation Inn B604LB, who are the top 20 competitors from 112 Chains in 5 Miles for 21/02/2024 - 12/02/2025 split by Venue





Share of Wallet Change

How has share of wallet of customers of Navigation Inn B604LB changed between two date ranges?





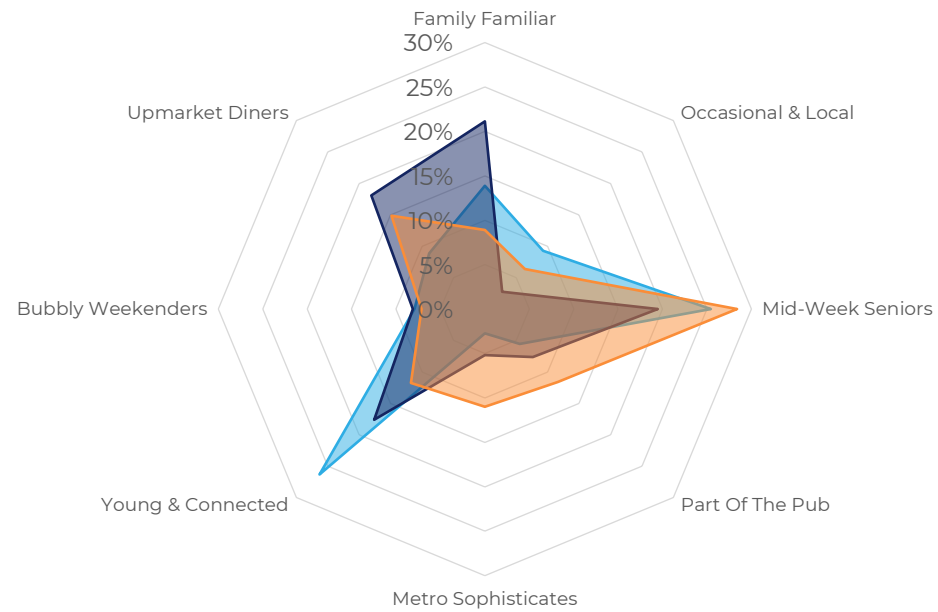
Market Summary

How does the local area for Navigation Inn B604LB 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	£357K	3	£357K	2	£6.42M	4	£38.96M	4
Weekpart	Mon - Thu	46.4%	8	46.4%	9	42.1%	6	40.7%	4
Weekpart	Fri - Sat	34.7%	1	34.7%	1	40.8%	4	44.1%	8
Weekpart	Sun	18.9%	9	18.9%	9	17.1%	8	15.2%	4
Age	18 to 24	1.9%	2	1.9%	2	2.7%	2	5.4%	4
Age	25 to 34	11.1%	1	11.1%	1	16.3%	2	14.2%	1
Age	35 to 44	16.4%	2	16.4%	1	19.3%	2	23.2%	5
Age	45 to 54	27.3%	10	27.3%	10	23.2%	9	24.6%	10
Age	55 to 64	14.4%	5	14.4%	5	20.3%	9	19.2%	9
Age	65 to 74	22.3%	10	22.3%	10	13.8%	10	10.1%	9
Age	75+	6.7%	9	6.7%	9	4.6%	8	3.3%	7
CAMEO	Business Elite	5.7%	5	5.7%	5	7.2%	6	5.2%	4
CAMEO	Prosperous Professionals	9.2%	8	9.2%	9	16.6%	10	11.1%	10
CAMEO	Flourishing Society	13.6%	6	13.6%	6	18.2%	8	15.6%	7
CAMEO	Content Communities	22.4%	10	22.4%	10	13.8%	7	12.6%	6
CAMEO	White Collar Neighbourhoods	12.4%	7	12.4%	7	11.9%	6	11.9%	6
CAMEO	Enterprising Mainstream	8.2%	6	8.2%	6	8.8%	6	10.9%	8
CAMEO	Paying The Mortgage	10.3%	3	10.3%	3	11.5%	3	13.4%	5
CAMEO	Cash Conscious Communities	12.6%	8	12.6%	8	6.1%	3	9.4%	6
CAMEO	On A Budget	4.3%	3	4.3%	3	3.7%	2	6.1%	5
CAMEO	Family Value	1.3%	4	1.3%	4	2.2%	5	3.7%	6
Affluence	AB	28.6%	6	28.6%	6	42.0%	8	31.9%	6
Affluence	C1C2	53.3%	7	53.3%	7	46.0%	4	48.8%	6
Affluence	DE	18.1%	5	18.1%	5	12.0%	2	19.2%	5



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
Navigation Inn	116	13.88%	9.29%	25.43%	5.53%	2.73%	26.32%	7.93%	8.85%
Local Catchment	3268	21.13%	2.74%	19.46%	7.65%	5.19%	17.61%	8.11%	18.07%
Punch T&L	104180	8.89%	6.37%	28.38%	11.59%	10.99%	11.76%	7.12%	14.86%
Navigation Inn vs Local Catchment		-7.25%	6.55%	5.97%	-2.12%	-2.46%	8.71%	-0.18%	-9.22%
Navigation Inn vs Punch T&L		4.99%	2.92%	-2.95%	-6.06%	-8.26%	14.56%	0.81%	-6.01%
Local Catchment vs Punch T&L		12.24%	-3.63%	-8.92%	-3.94%	-5.80%	5.85%	0.99%	3.21%