

Site Summary



Smiths Arms TS231EW

TS231EW

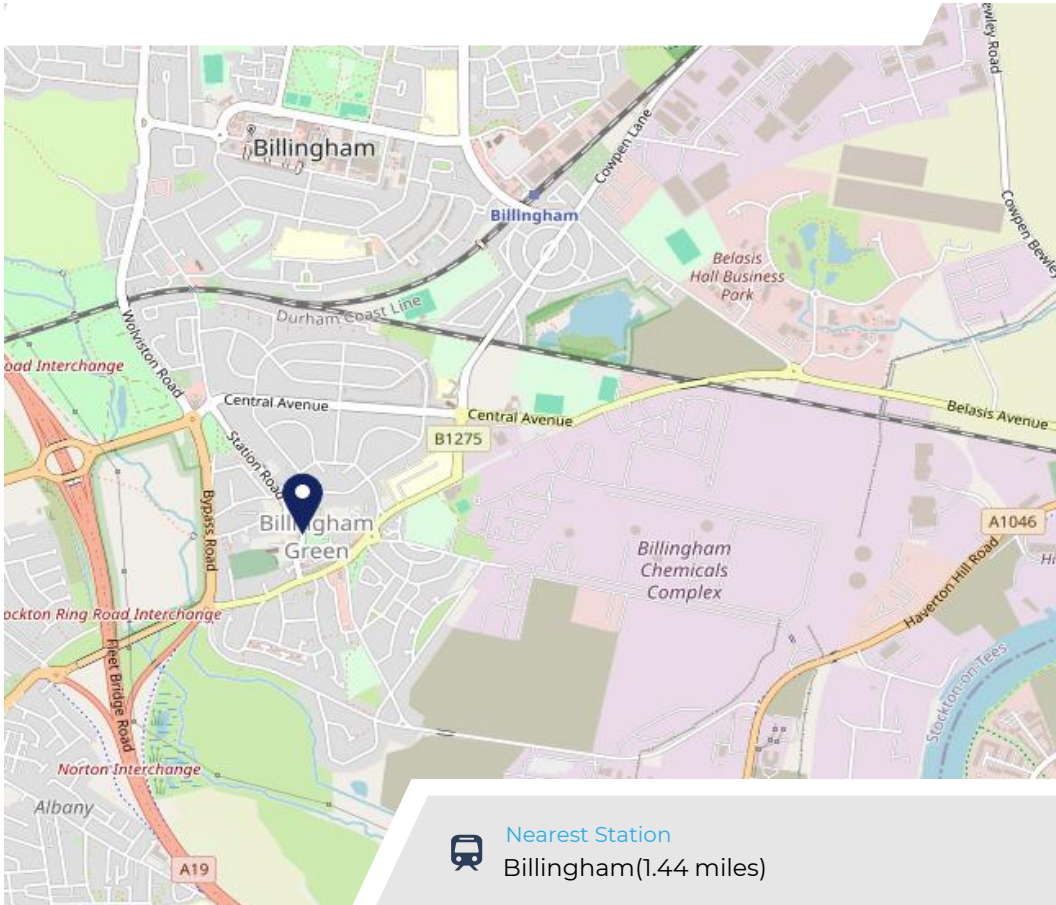
Punch T&L

Work Area
Middlesbrough and Stockton

Region
North East

TV Region
Tyne Tees

Urbanicity
Urban city and town



ATV
£9.51



Gender
51.71%
Female



Affluence
63.65%
Low Income



Segmentation
28.61%
Family Value



Age Group
25.43%
45 to 54



Visit Day
24.51%
Sat

Top Competitors

The Owington Farm **#1**
TS233TL
 Sizzling

Kings Arms (Billingham) **#2**
TS225JP
 GK - Pub & Social

Lion (Billingham) **#3**
TS233DF
 GK Pub Partners

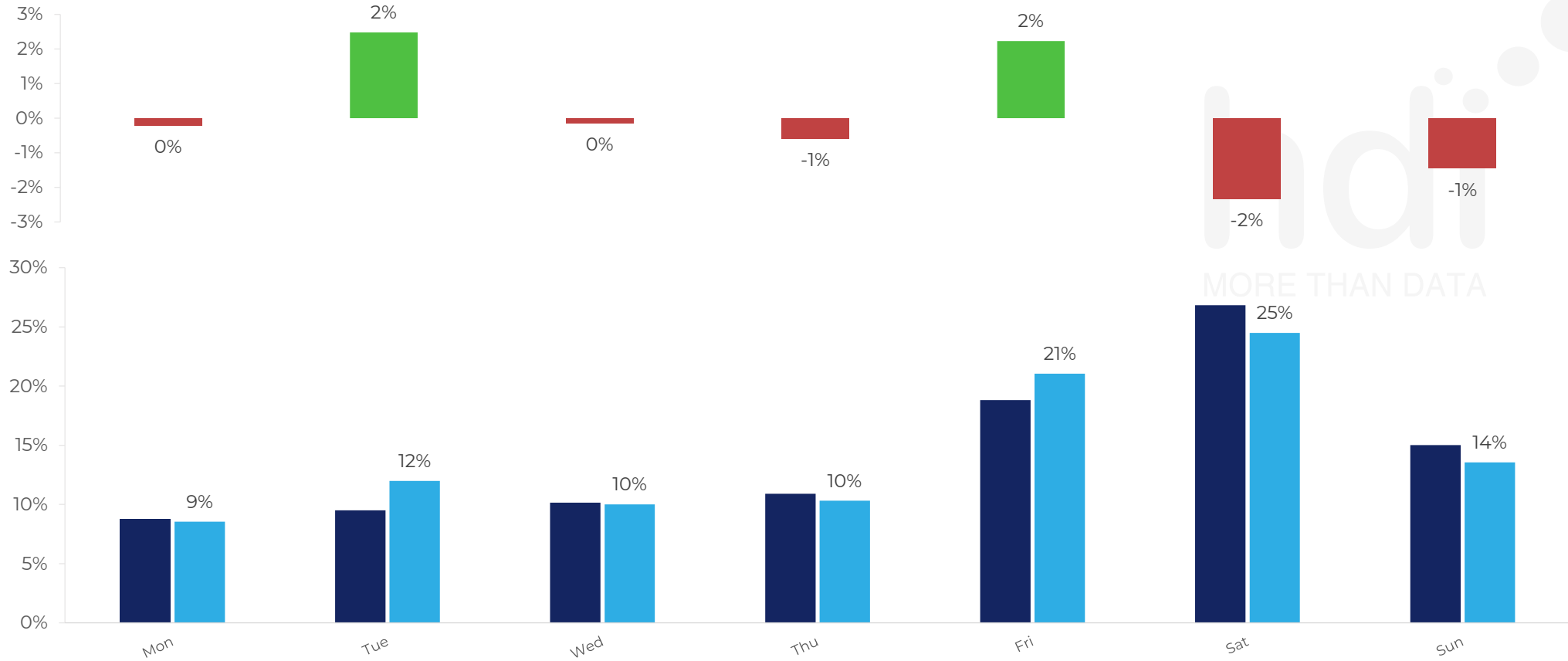


Nearest Station
Billingham(1.44 miles)

Spend by Weekpart

How is customer spend distributed throughout the week for Smiths Arms TS231EW versus its competitors?

% of spend for Smiths Arms TS231EW and 319 Chains in 3 Miles from 05/02/2025 - 01/04/2026 split by Day of Week



■ Competitor

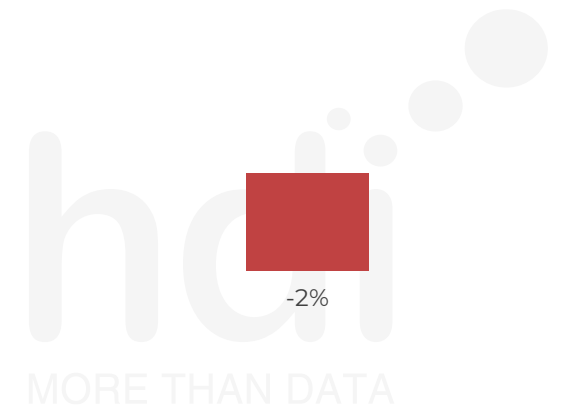
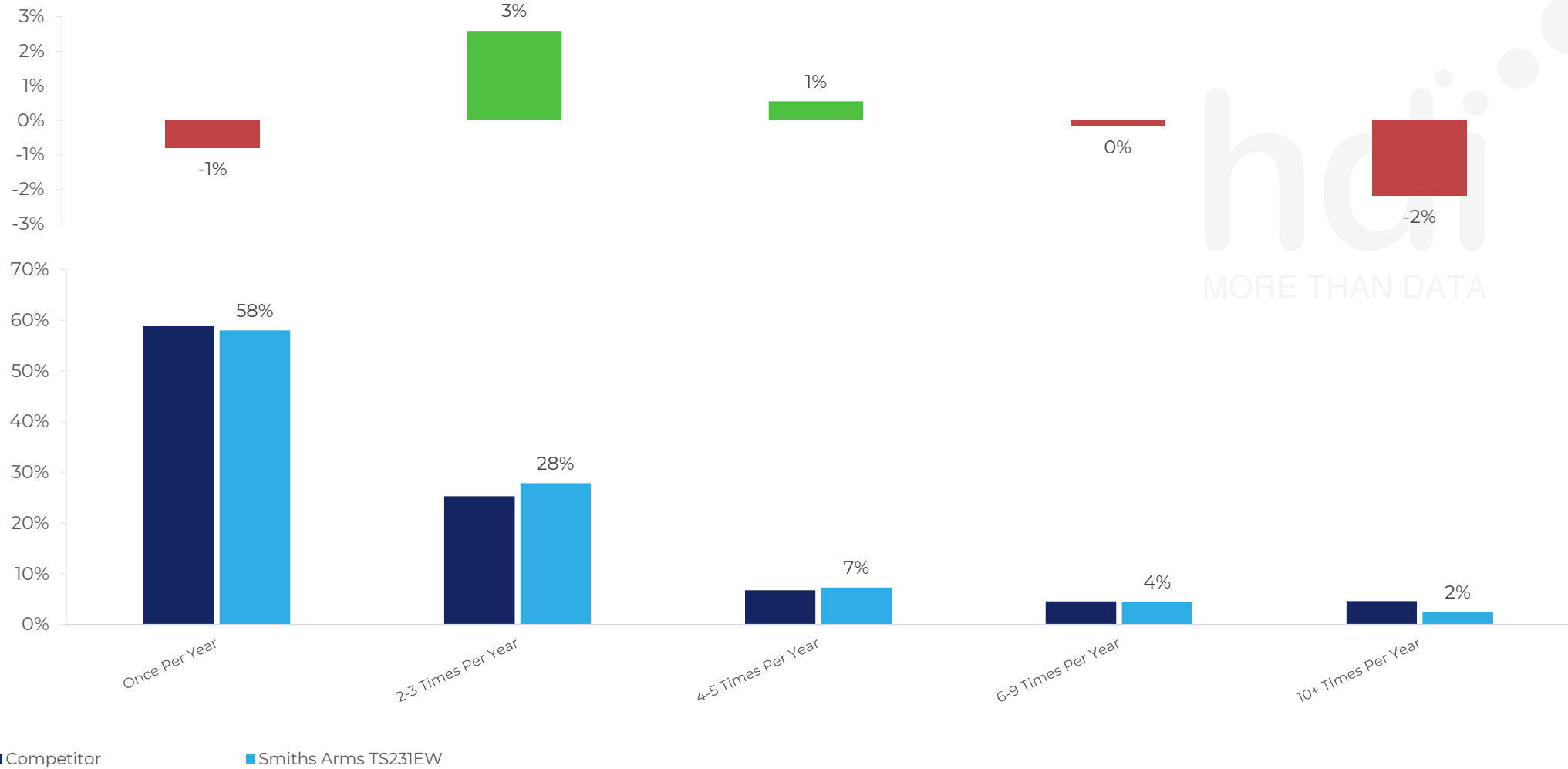
■ Smiths Arms TS231EW



Visit Frequency

How frequently per year do customers visit Smiths Arms TS231EW versus its competitors?

% of customer numbers for Smiths Arms TS231EW and 319 Chains in 3 Miles from 05/02/2025 - 01/04/2026 and the number of visits made Per Annum

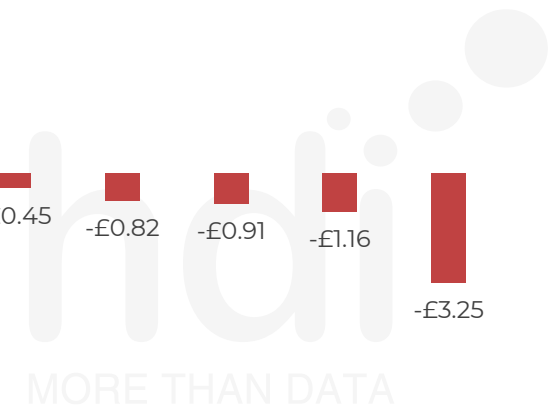
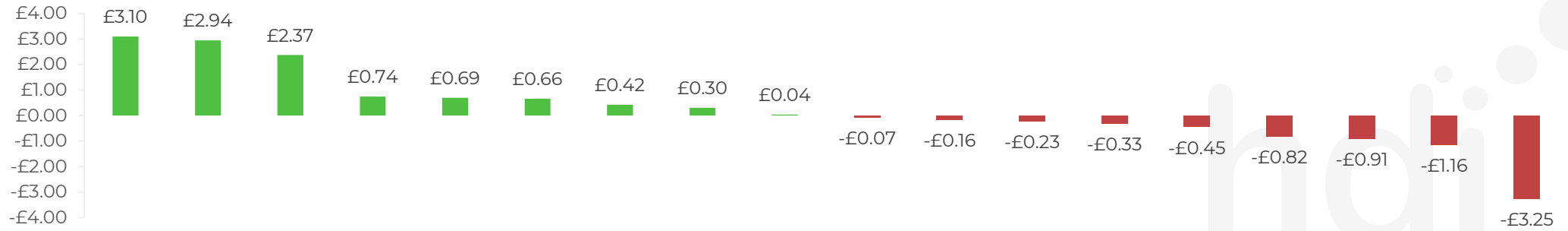


Competitor

Smiths Arms TS231EW

ATV Change

How has ATV changed between two date ranges?



22/02/2023 - 14/02/2024

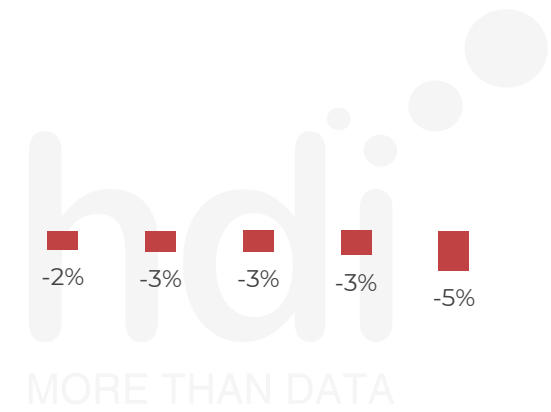
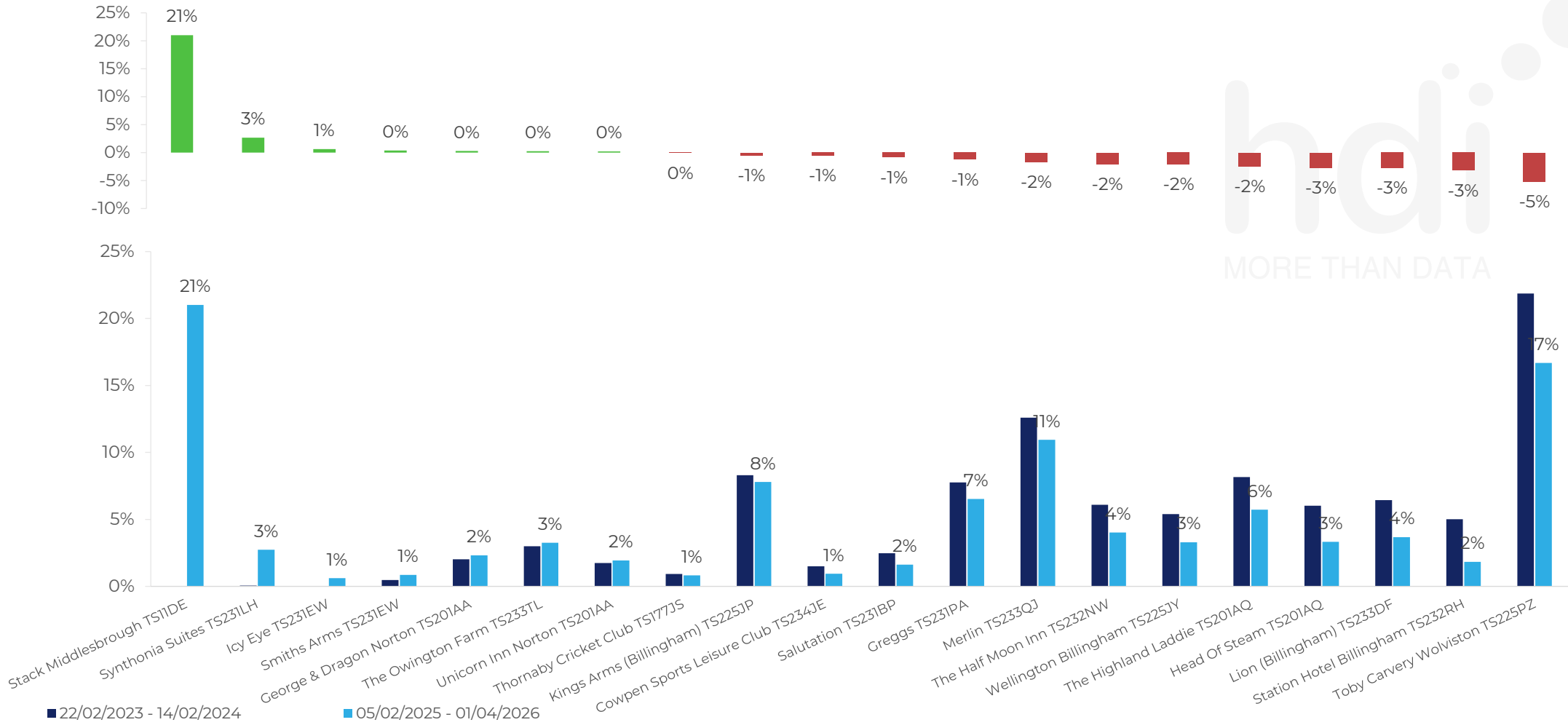
05/02/2025 - 01/04/2026



Market Share Change

How has market share changed between two date ranges?

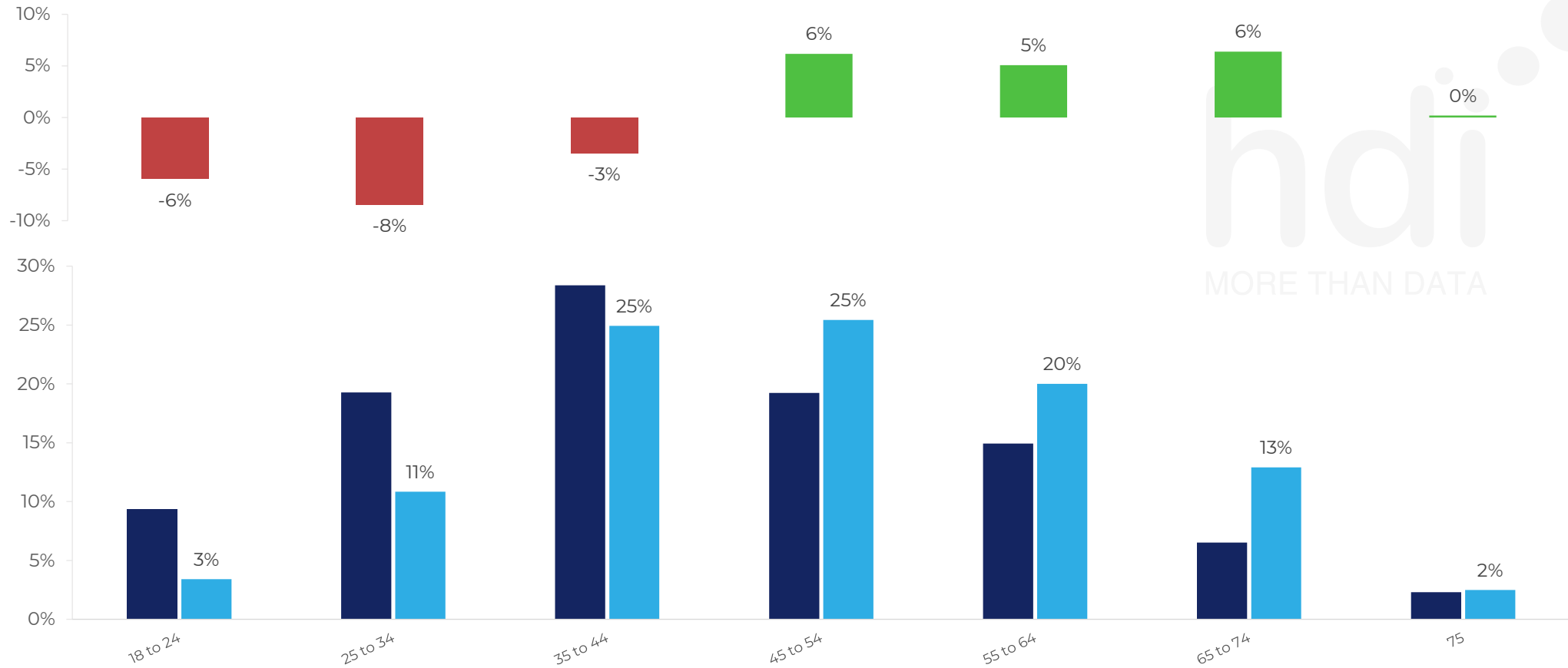
% of market share spend for Smiths Arms TS231EW and 319 Chains in 3 Miles from 05/02/2025 - 01/04/2026



Age

How does the age profile of customers who visit Smiths Arms TS231EW compare versus its competitors?

% of spend for Smiths Arms TS231EW and 319 Chains in 3 Miles from 05/02/2025 - 01/04/2026 split by Age Range



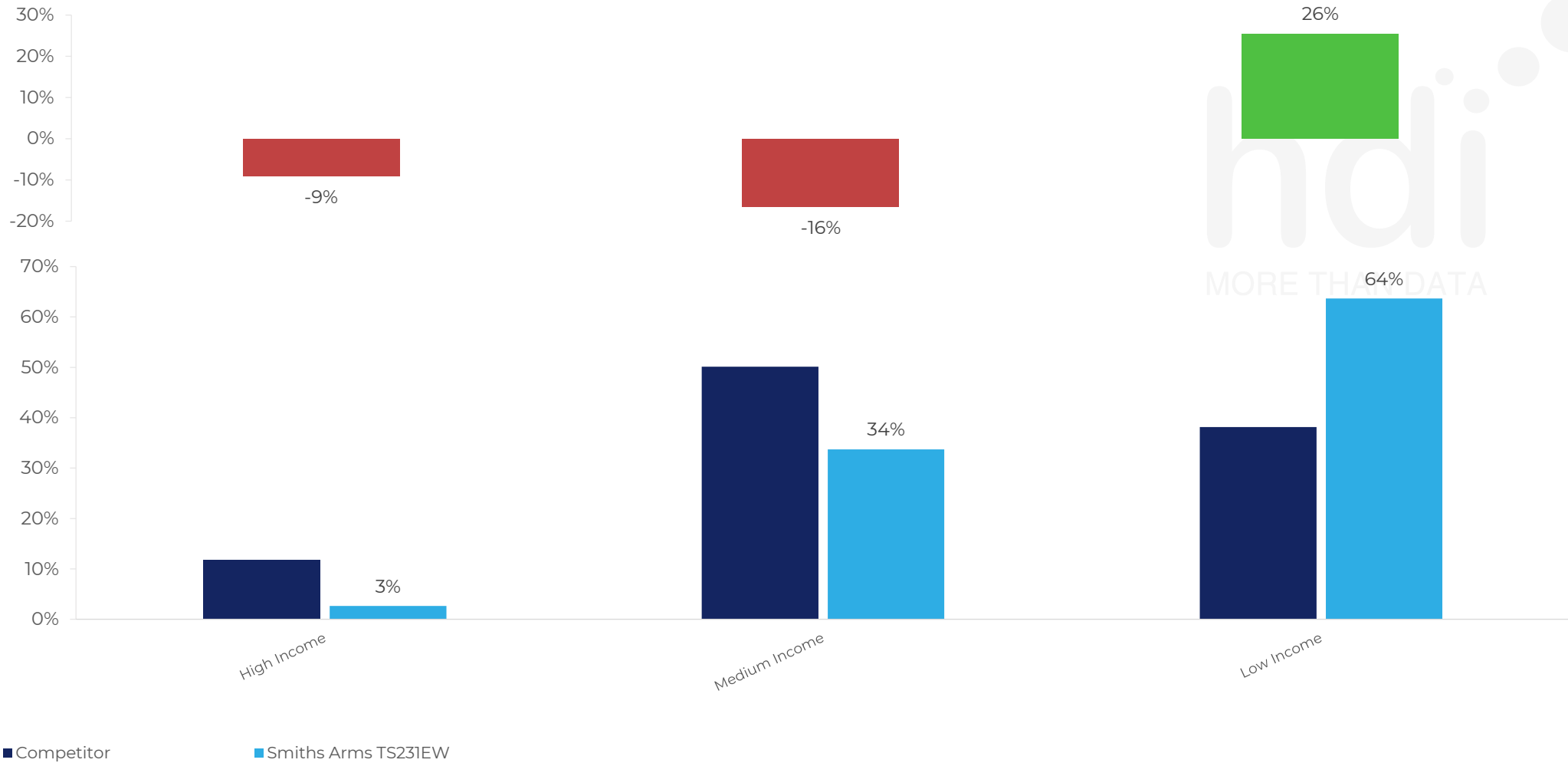
■ Competitor

■ Smiths Arms TS231EW

Affluence

How does the affluence of customers who visit Smiths Arms TS231EW compare versus its competitors?

% of spend for Smiths Arms TS231EW and 319 Chains in 3 Miles from 05/02/2025 - 01/04/2026 split by Affluence

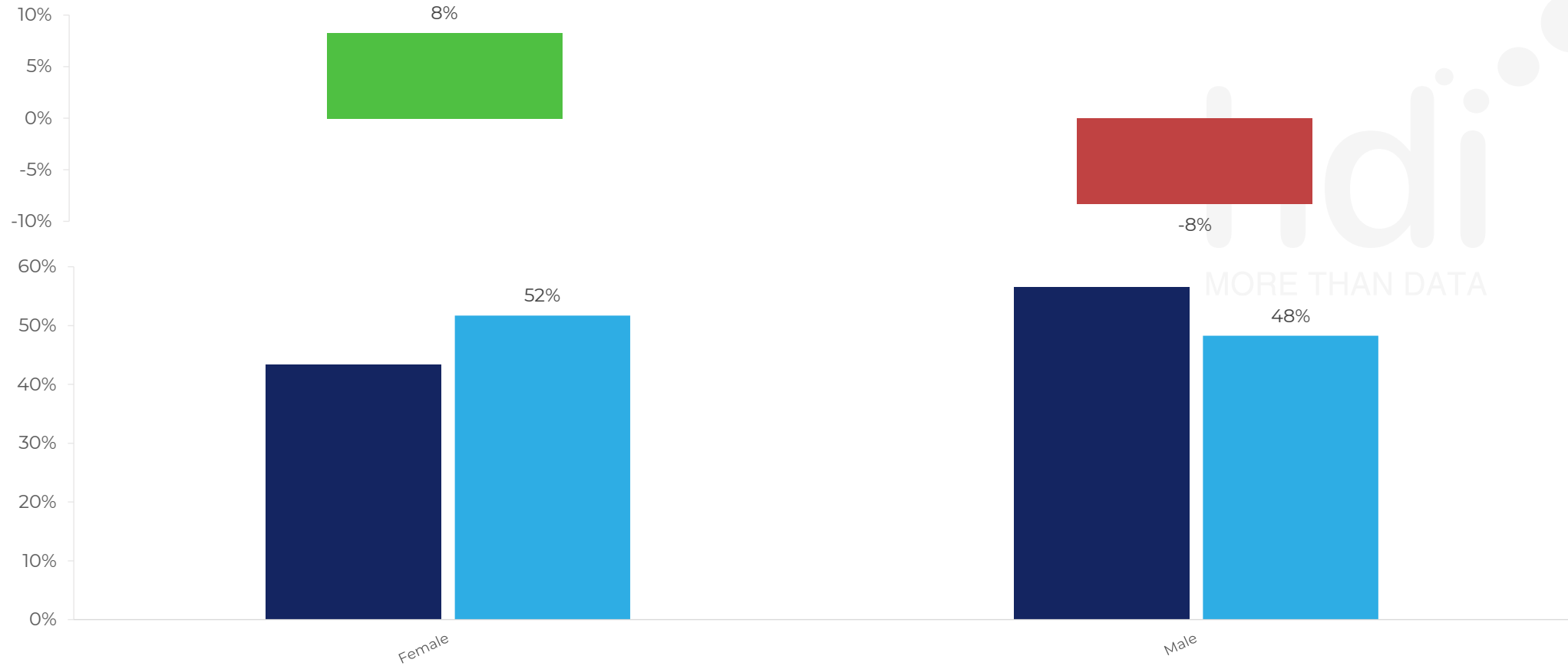




Gender

How does the gender profile of customers who visit Smiths Arms TS231EW compare versus its competitors?

% of spend for Smiths Arms TS231EW and 319 Chains in 3 Miles from 05/02/2025 - 01/04/2026 split by Gender



■ Competitor

■ Smiths Arms TS231EW

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

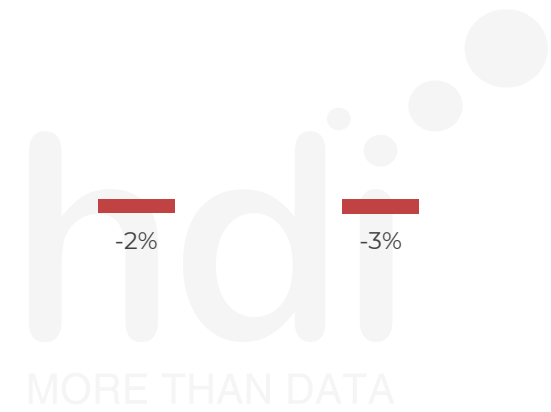
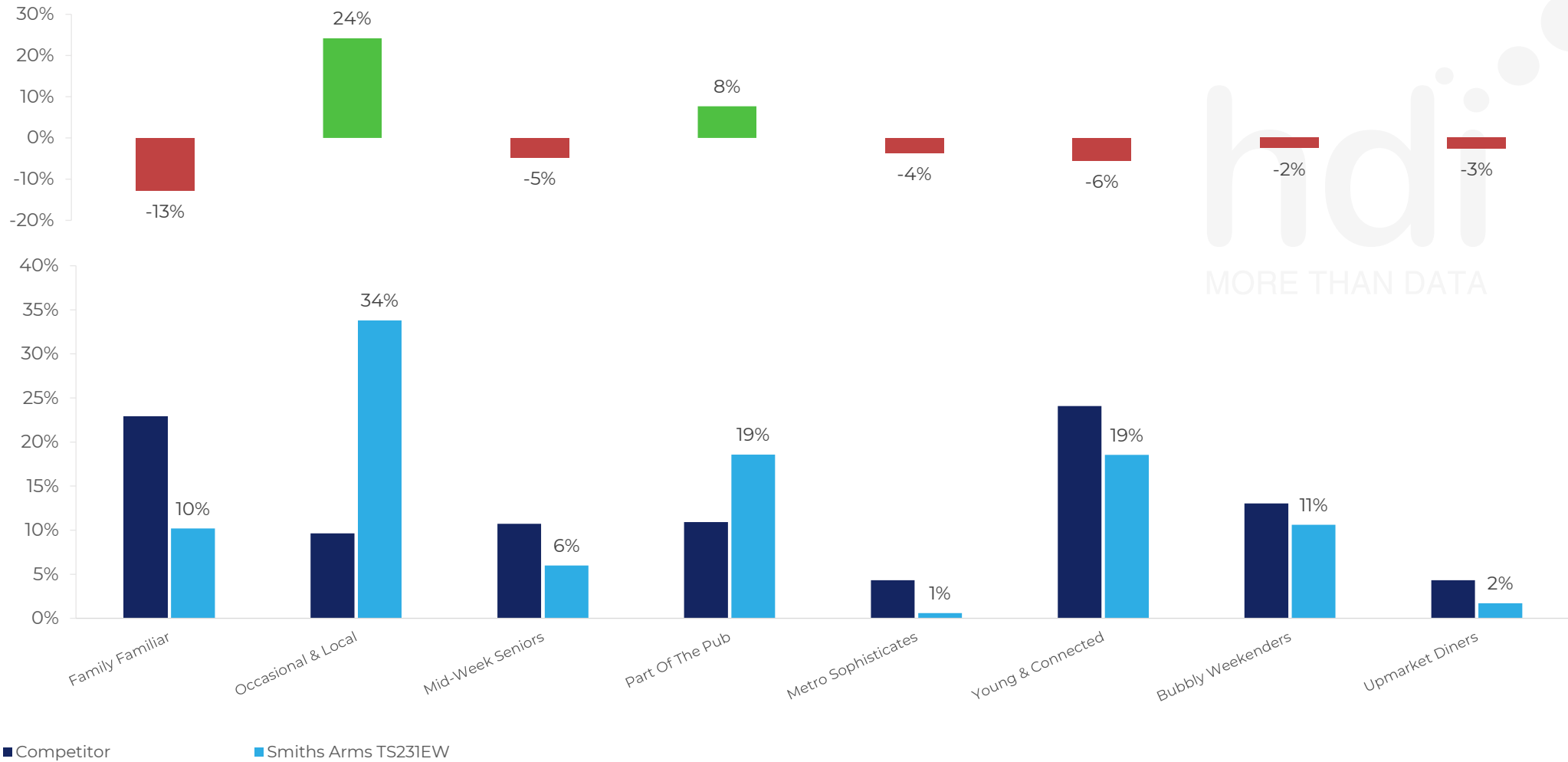
- Upmarket Diners are affluent, older guests who tend to visit higher-priced rural pubs during the daytime (often Sunday) for food.
- These active customers make healthy, ethical choices and aren't overly price conscious.
- When with Punch, Upmarket Diners are more likely to buy a roast or a special.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



Punch Segmentation

How does the Custom segmentation profile of customers who visit Smiths Arms TS231EW compare versus its competitors?

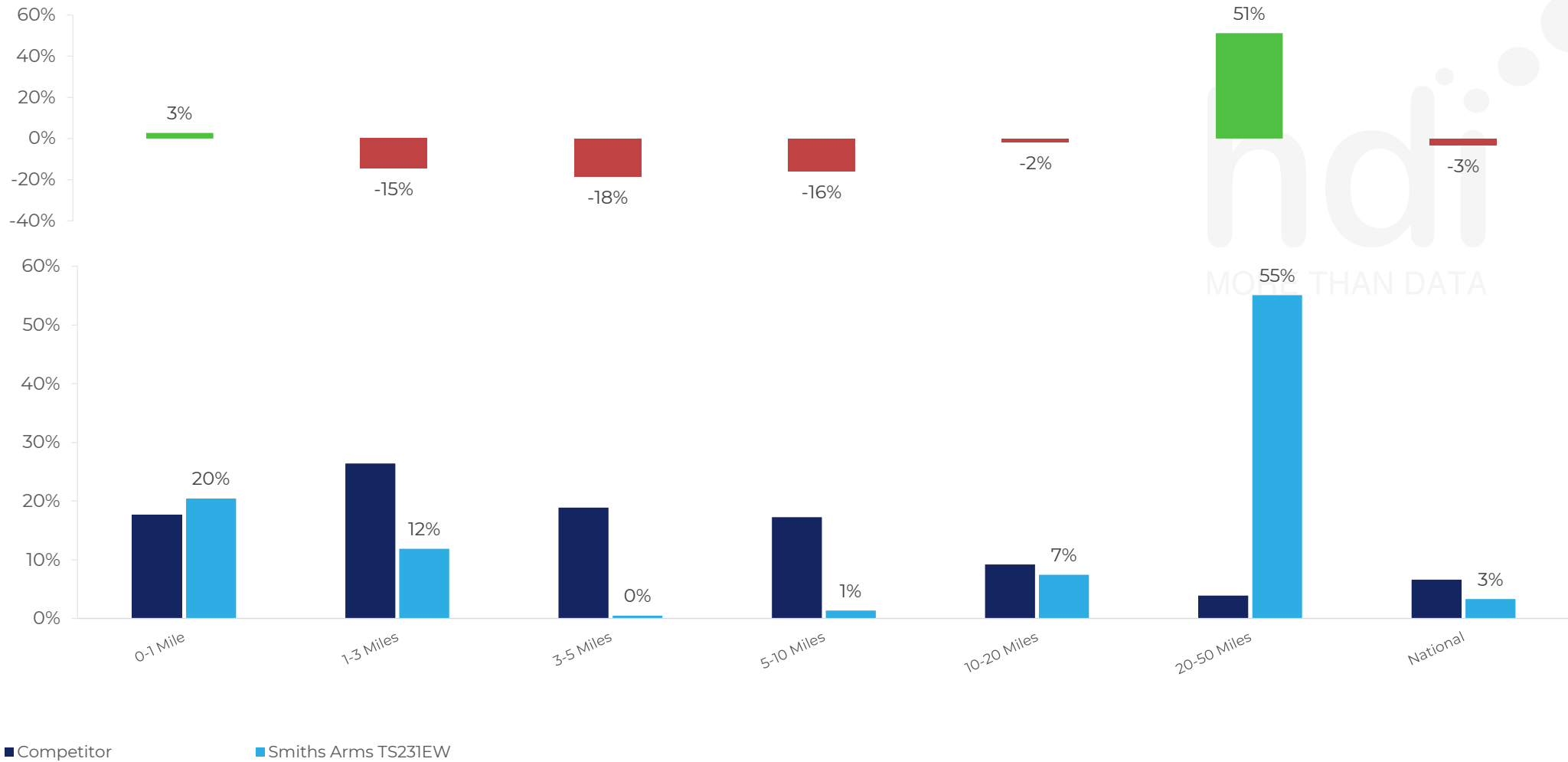
% of spend for Smiths Arms TS231EW and 319 Chains in 3 Miles from 05/02/2025 - 01/04/2026 split by Segment



Spend by Distance

How does the spend profile of Smiths Arms TS231EW compare versus its competitors based on travel distances?

% of spend for Smiths Arms TS231EW and 319 Chains in 3 Miles from 05/02/2025 - 01/04/2026 split by Distance travelled

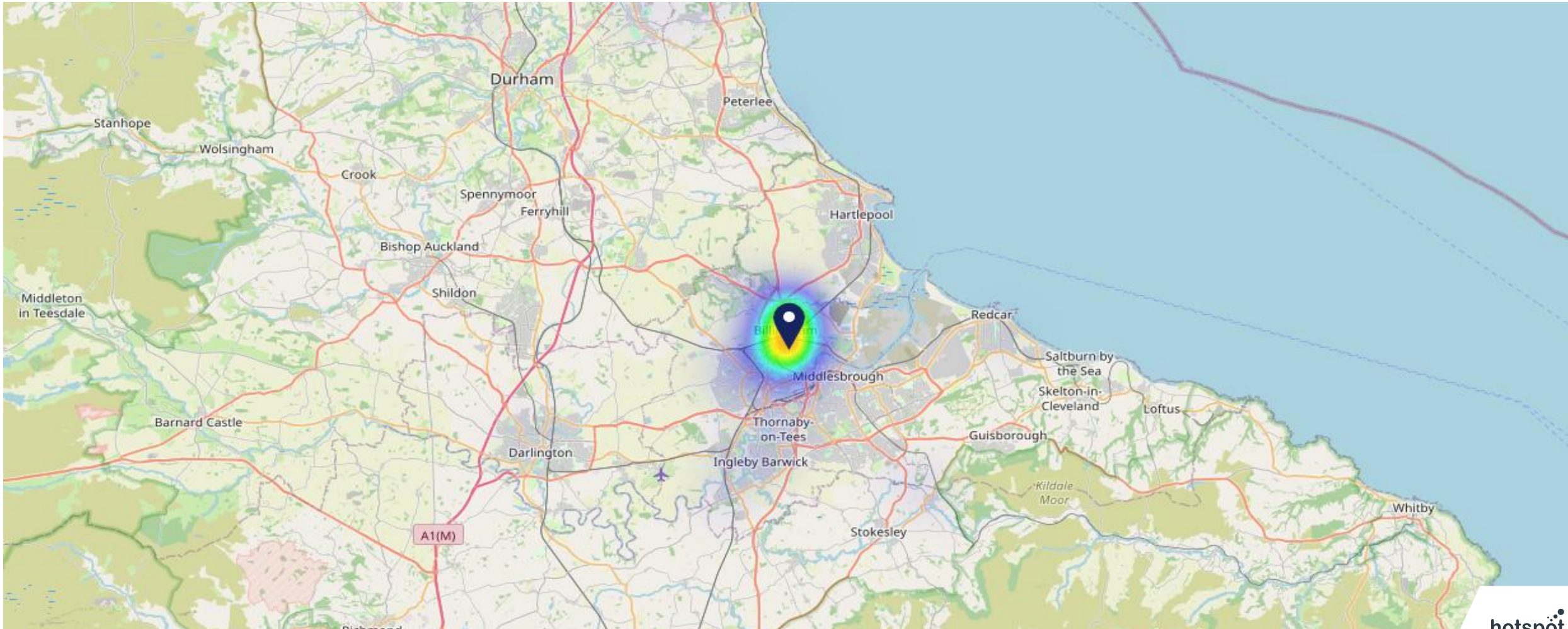




Map of Guest Origin

Where do customers of Smiths Arms TS231EW come from?

Where do customers of Smiths Arms TS231EW for 05/02/2025 - 01/04/2026 live

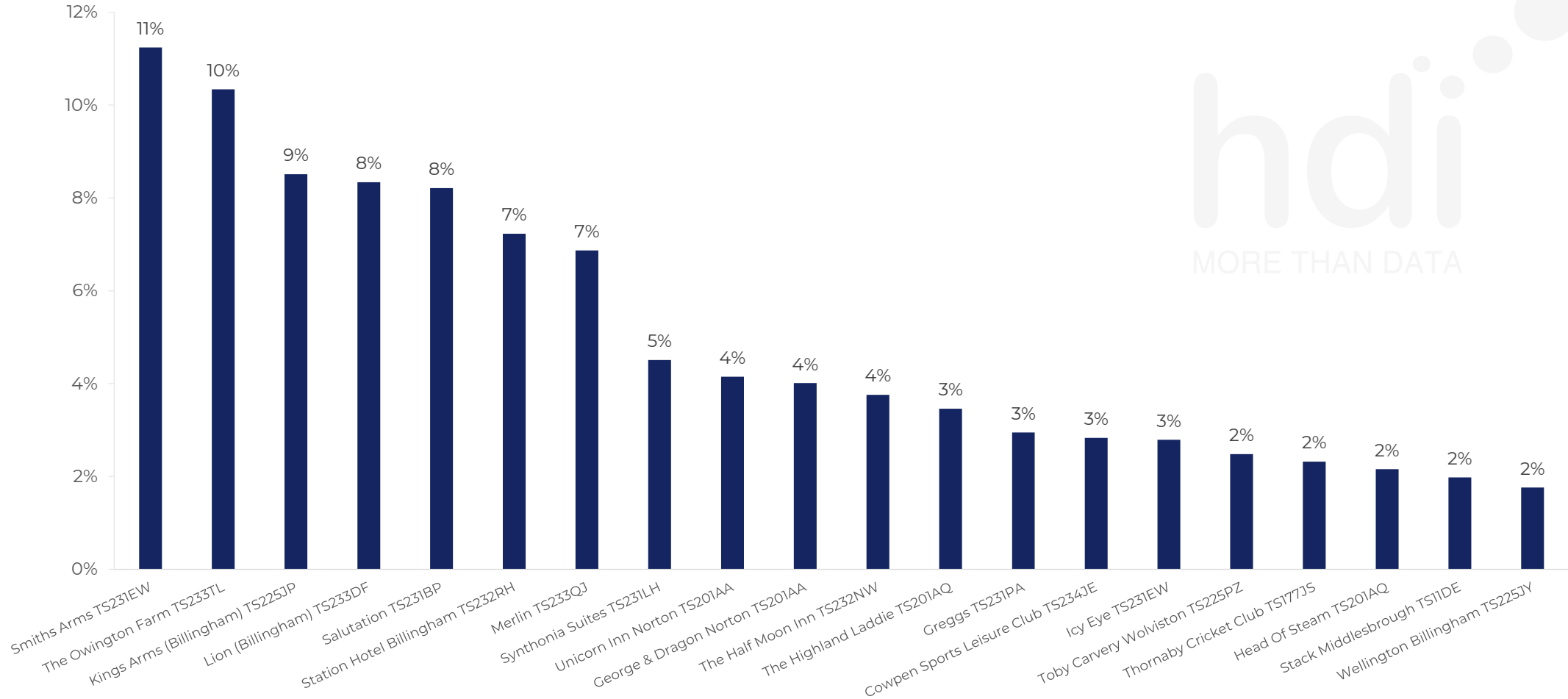




Share of Wallet

What are the Top 20 venues (by spend) that customers of Smiths Arms TS231EW also visit?

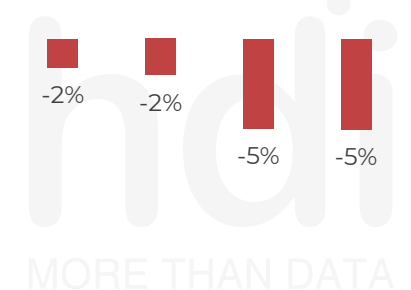
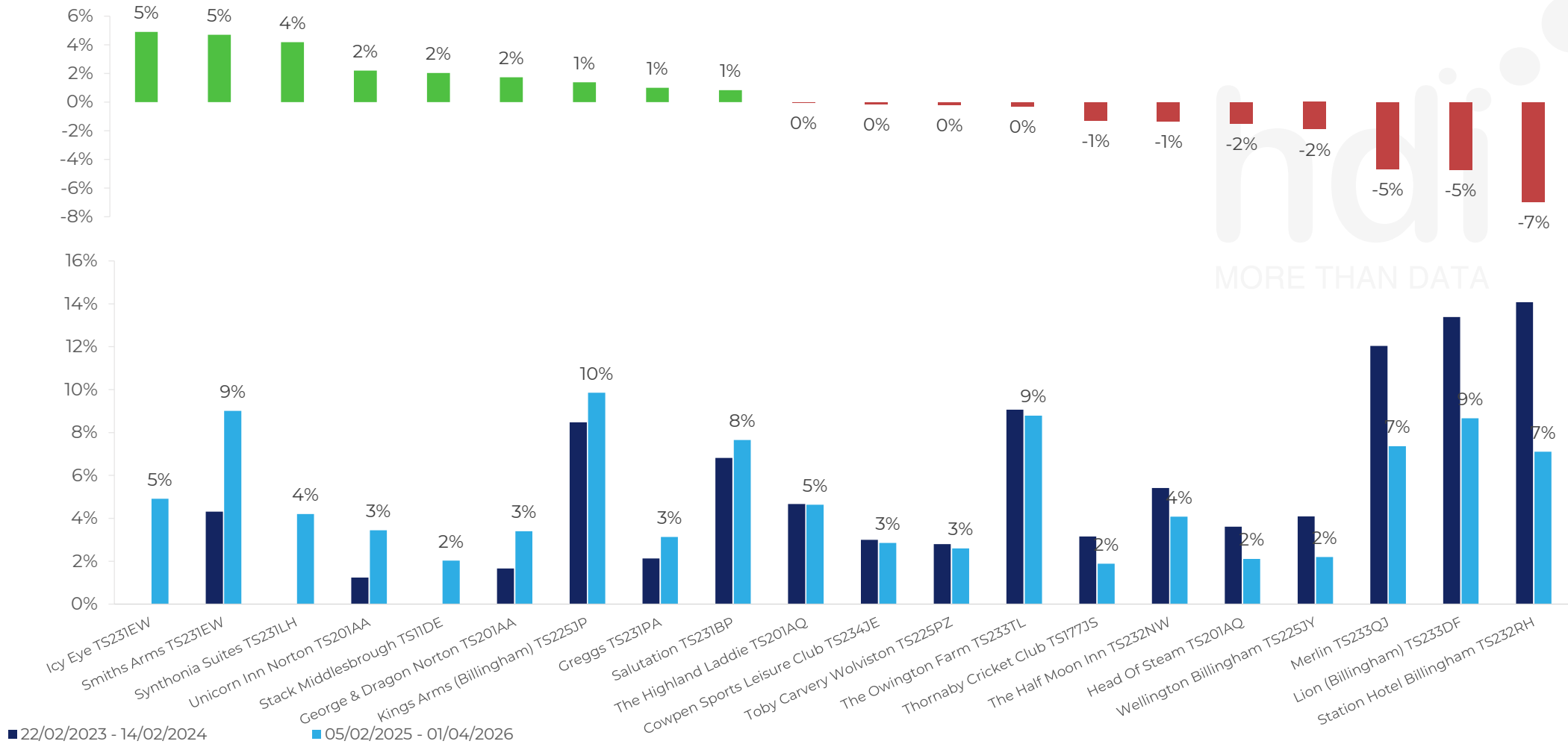
For customers of Smiths Arms TS231EW, who are the top 20 competitors from 319 Chains in 3 Miles for 05/02/2025 - 01/04/2026 split by Venue





Share of Wallet Change

How has share of wallet of customers of Smiths Arms TS231EW changed between two date ranges?





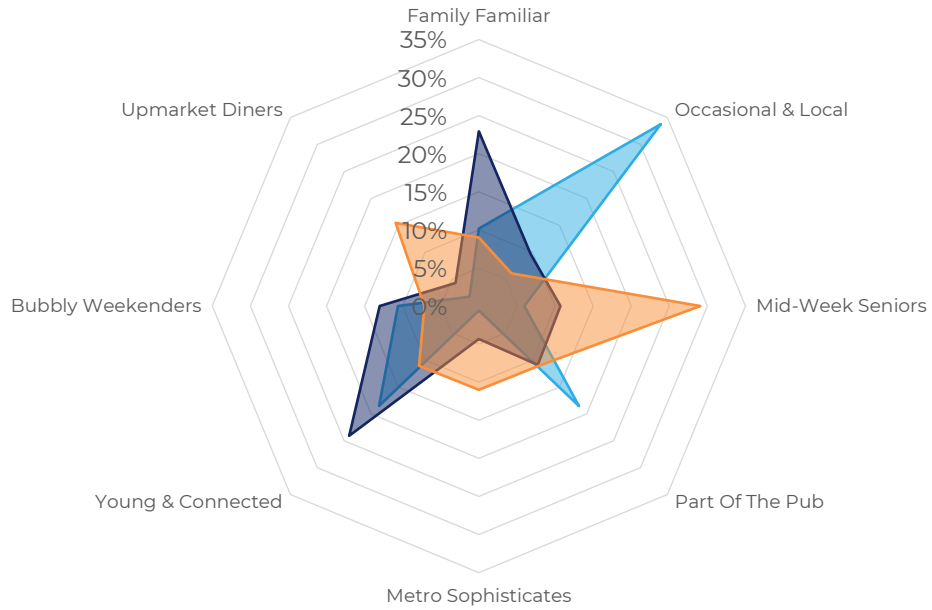
Market Summary

How does the local area for Smiths Arms TS231EW 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	£911K	4	£1.42M	4	£17.69M	6	£154.01M	7
Weekpart	Mon - Thu	38.6%	4	40.3%	5	39.9%	4	42.3%	6
Weekpart	Fri - Sat	45.6%	6	46.0%	7	46.5%	9	42.9%	7
Weekpart	Sun	15.8%	7	13.7%	4	13.6%	3	14.8%	3
Age	18 to 24	6.0%	6	5.4%	5	5.9%	5	9.6%	8
Age	25 to 34	12.9%	2	13.7%	2	15.8%	2	20.2%	4
Age	35 to 44	24.3%	6	25.4%	7	25.9%	8	29.1%	10
Age	45 to 54	15.5%	2	19.3%	4	20.6%	6	19.1%	4
Age	55 to 64	27.7%	10	23.7%	10	19.0%	8	13.9%	4
Age	65 to 74	12.6%	9	10.3%	8	9.0%	8	5.9%	4
Age	75+	0.9%	3	2.3%	6	3.8%	8	2.1%	4
CAMEO	Business Elite	2.6%	3	3.6%	3	4.2%	3	3.3%	2
CAMEO	Prosperous Professionals	0.6%	1	1.1%	1	2.2%	1	2.3%	1
CAMEO	Flourishing Society	3.6%	1	4.0%	1	5.8%	2	5.8%	1
CAMEO	Content Communities	4.5%	1	6.3%	1	8.9%	2	9.3%	2
CAMEO	White Collar Neighbourhoods	9.3%	4	9.3%	3	12.4%	7	13.3%	8
CAMEO	Enterprising Mainstream	12.1%	8	11.3%	8	8.5%	6	8.5%	5
CAMEO	Paying The Mortgage	15.5%	6	15.3%	6	20.8%	9	18.1%	8
CAMEO	Cash Conscious Communities	18.5%	10	18.9%	10	13.7%	9	11.2%	7
CAMEO	On A Budget	4.6%	3	4.2%	3	5.6%	4	8.1%	7
CAMEO	Family Value	28.8%	10	26.0%	10	17.9%	10	20.2%	10
Affluence	AB	6.7%	1	8.8%	1	12.2%	2	11.4%	1
Affluence	C1C2	41.4%	3	42.2%	3	50.6%	6	49.1%	6
Affluence	DE	51.8%	10	49.1%	10	37.2%	9	39.5%	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
Smiths Arms	145	10.18%	33.79%	5.98%	18.57%	0.59%	18.53%	10.61%	1.71%
Local Catchment	12469	22.95%	9.64%	10.71%	10.91%	4.31%	24.08%	13.04%	4.32%
Punch T&L	102747	9.00%	6.07%	29.07%	11.11%	10.99%	11.10%	7.15%	15.46%
Smiths Arms vs Local Catchment		-12.77%	24.15%	-4.73%	7.66%	-3.72%	-5.55%	-2.43%	-2.61%
Smiths Arms vs Punch T&L		1.18%	27.72%	-23.09%	7.46%	-10.40%	7.43%	3.46%	-13.75%
Local Catchment vs Punch T&L		13.95%	3.57%	-18.36%	-0.20%	-6.68%	12.98%	5.89%	-11.14%

■ Smiths Arms

■ Local Catchment

■ Punch T&L