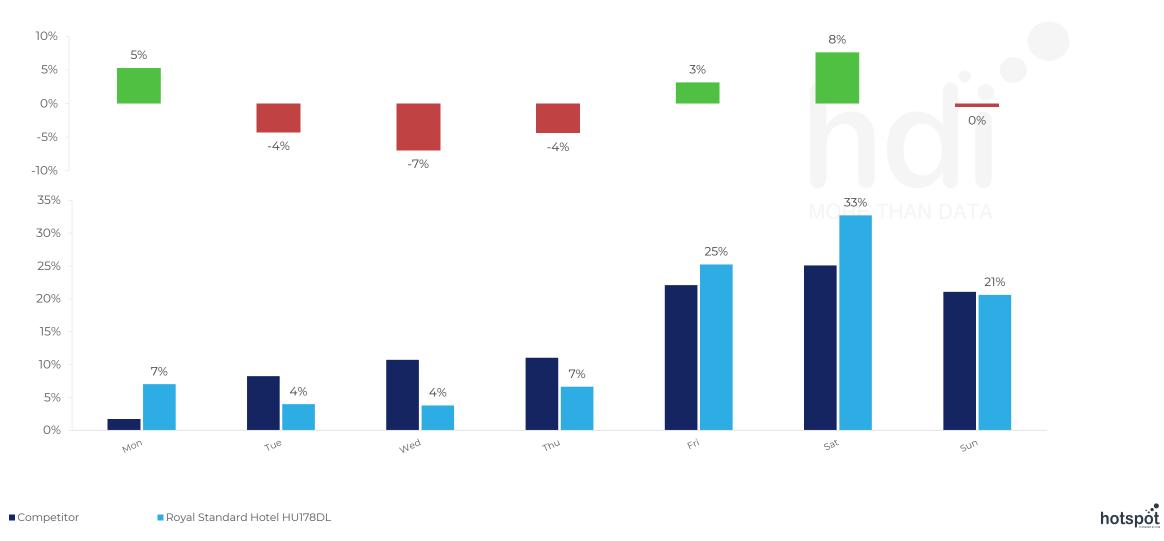


Spend by Weekpart

Site Intel

How is customer spend distributed throughout the week for Royal Standard Hotel HU178DL versus its competitors?

% of spend for Royal Standard Hotel HU178DL and 1 Chains in 3 Miles from 06/12/2023 - 27/11/2024 split by Day of Week



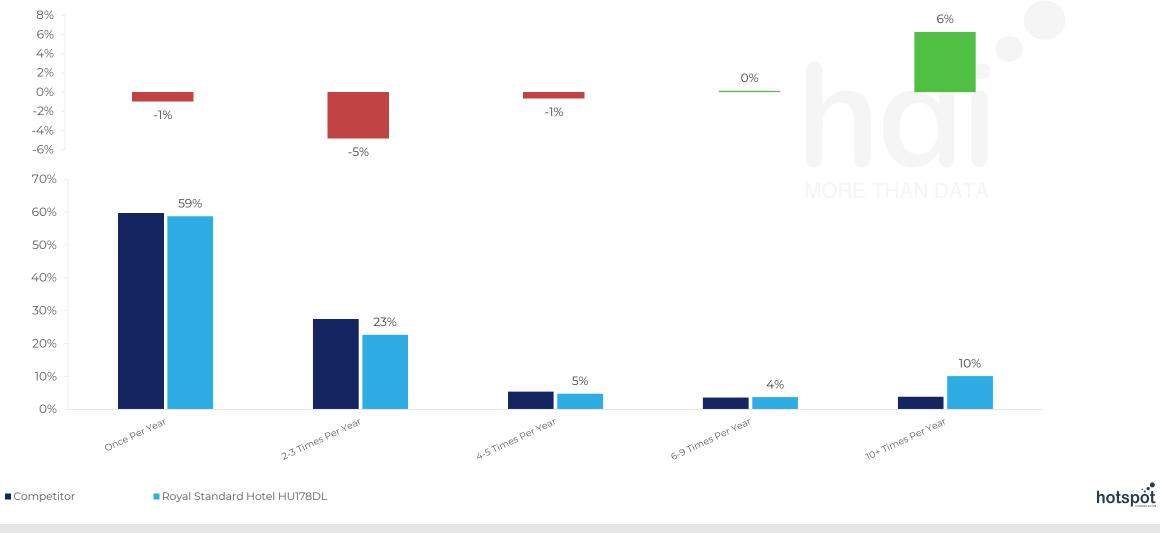
485 Site Customers

Visit Frequency

Site Intel

How frequently per year do customers visit Royal Standard Hotel HU178DL versus its competitors?

% of customer numbers for Royal Standard Hotel HU178DL and 1 Chains in 3 Miles from 06/12/2023 - 27/11/2024 and the number of visits made Per Annum



hdi

485 Site Customers

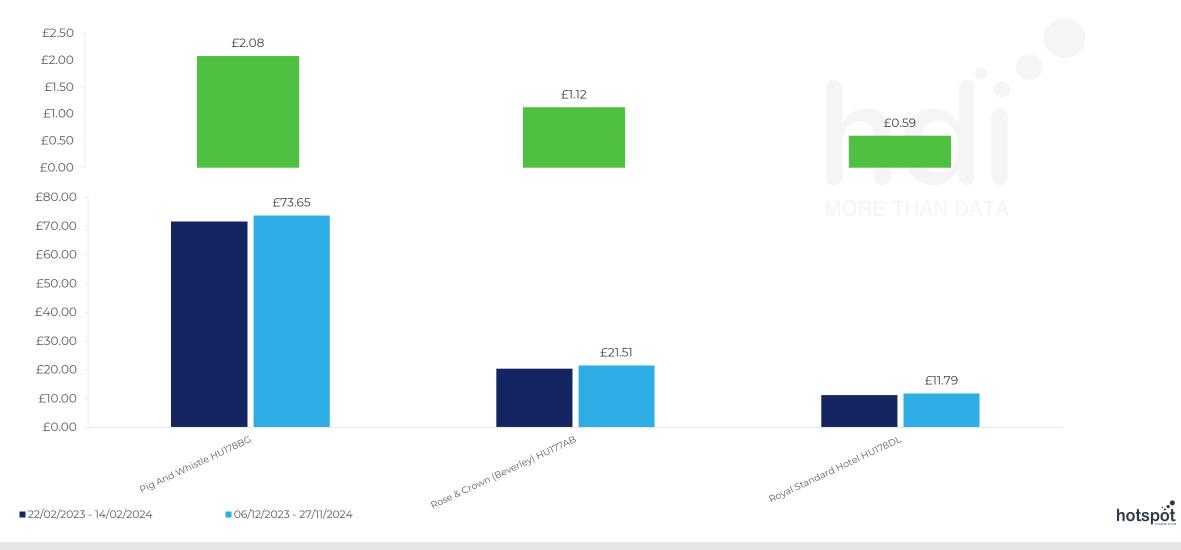
1983 Competitor Customers

ATV Change

Site Intel

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## How has ATV changed between two date ranges?



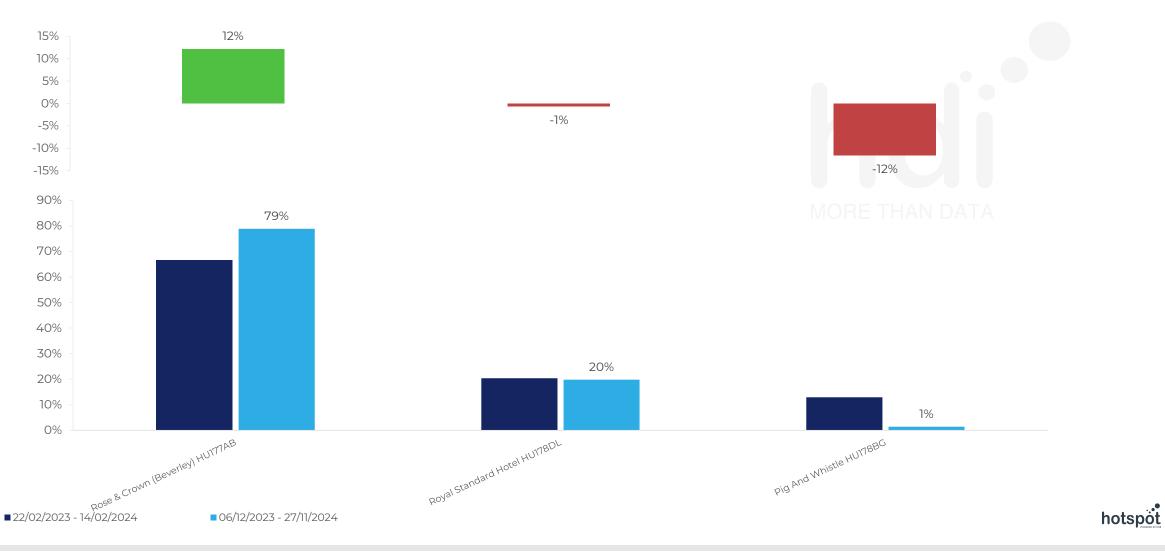
Market Share Change

Site Intel

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How has market share changed between two date ranges?

% of market share spend for Royal Standard Hotel HU178DL and 1 Chains in 3 Miles from 06/12/2023 - 27/11/2024



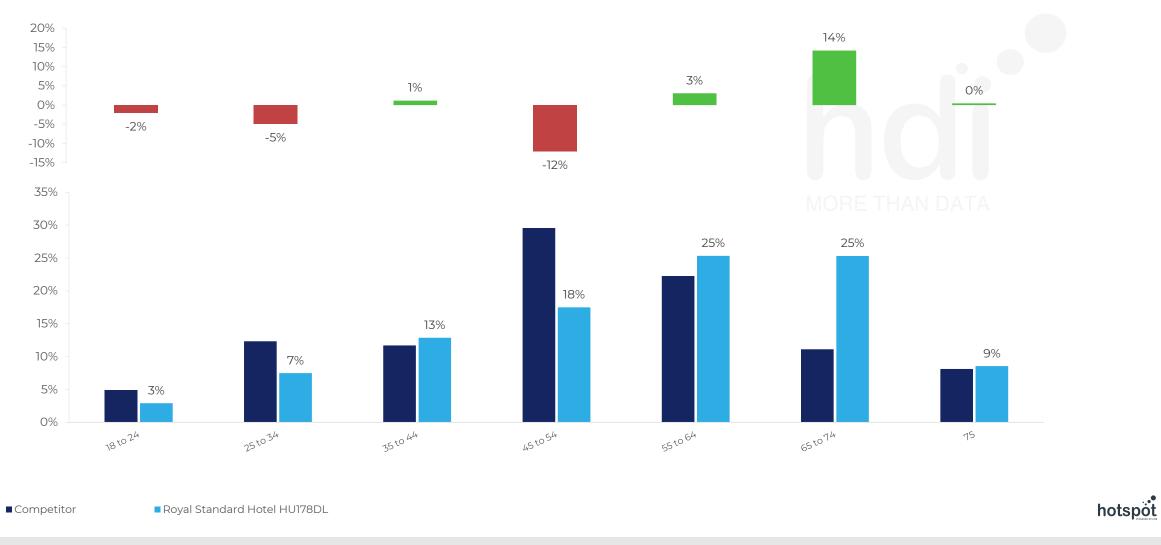
485 Site Customers

Age

Site Intel

How does the age profile of customers who visit Royal Standard Hotel HU178DL compare versus its competitors?

% of spend for Royal Standard Hotel HU178DL and 1 Chains in 3 Miles from 06/12/2023 - 27/11/2024 split by Age Range



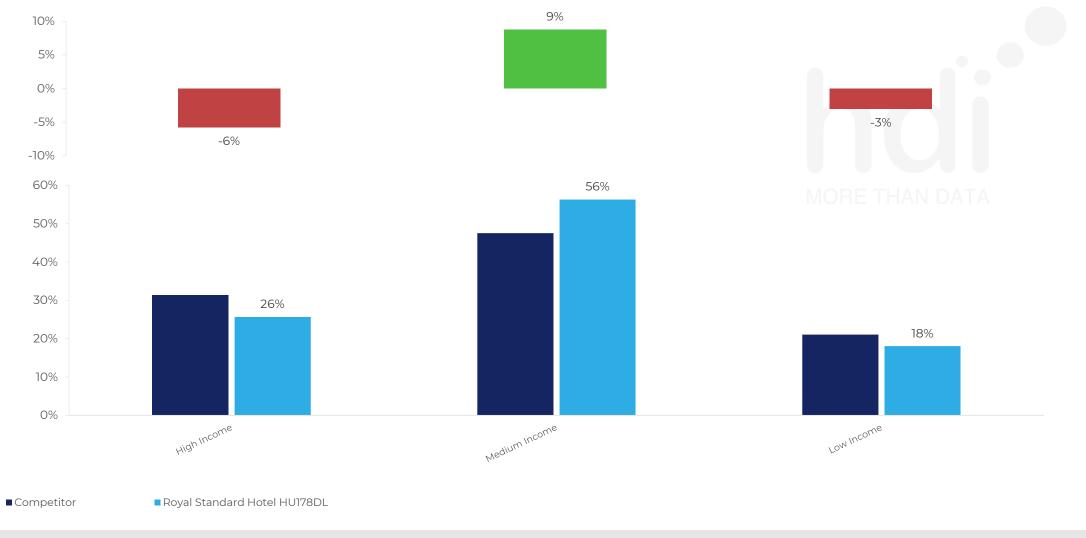
hdi

Affluence

Site Intel

How does the affluence of customers who visit Royal Standard Hotel HU178DL compare versus its competitors?

% of spend for Royal Standard Hotel HU178DL and 1 Chains in 3 Miles from 06/12/2023 - 27/11/2024 split by Affluence



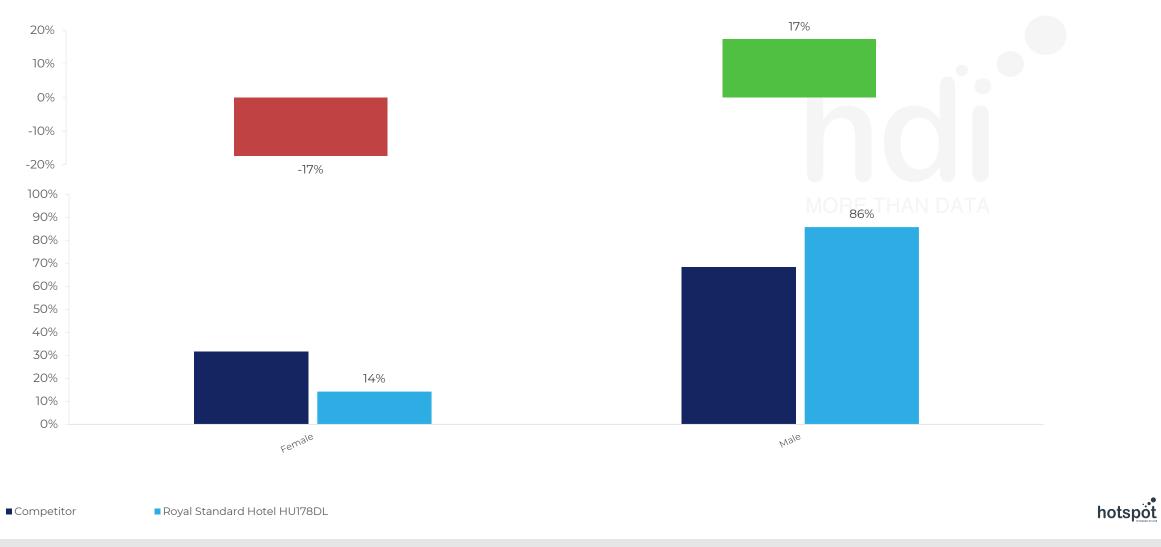
hotspot

Gender

Site Intel

How does the gender profile of customers who visit Royal Standard Hotel HU178DL compare versus its competitors?

% of spend for Royal Standard Hotel HU178DL and 1 Chains in 3 Miles from 06/12/2023 - 27/11/2024 split by Gender



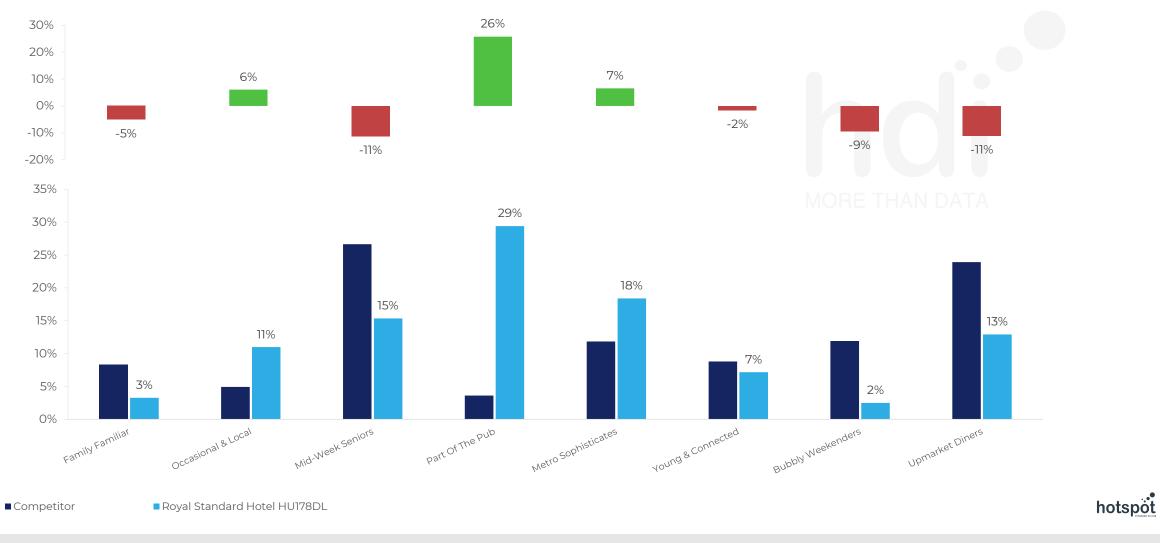
hdi

Punch Segmentation

Site Intel

How does the Custom segmentation profile of customers who visit Royal Standard Hotel HU178DL compare versus its competitors?

% of spend for Royal Standard Hotel HU178DL and 1 Chains in 3 Miles from 06/12/2023 - 27/11/2024 split by Segment



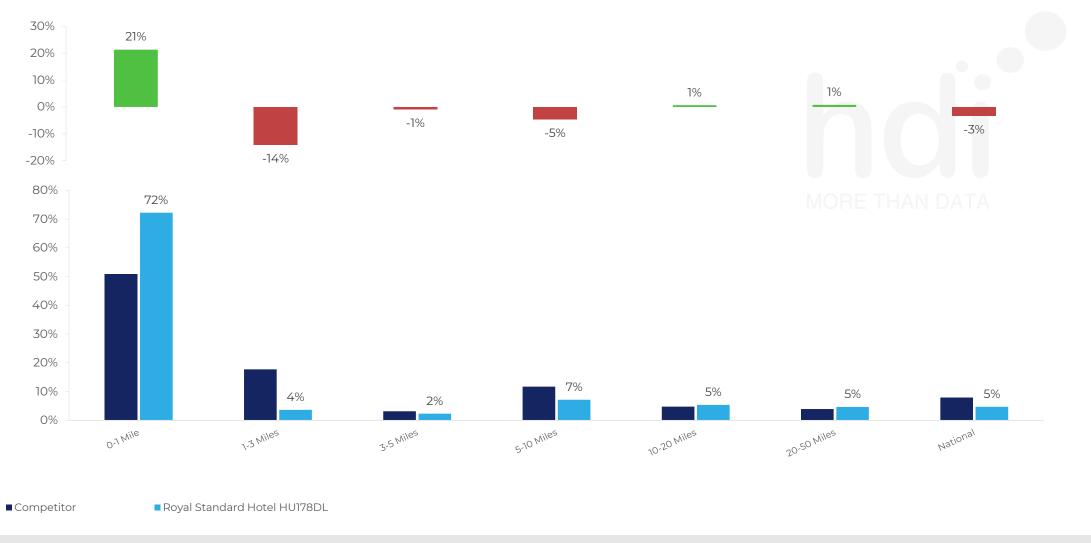
hdi

Spend by Distance

Site Intel

How does the spend profile of Royal Standard Hotel HU178DL compare versus its competitors based on travel distances?

% of spend for Royal Standard Hotel HU178DL and 1 Chains in 3 Miles from 06/12/2023 - 27/11/2024 split by Distance travelled



272 Site Customers

hotspot

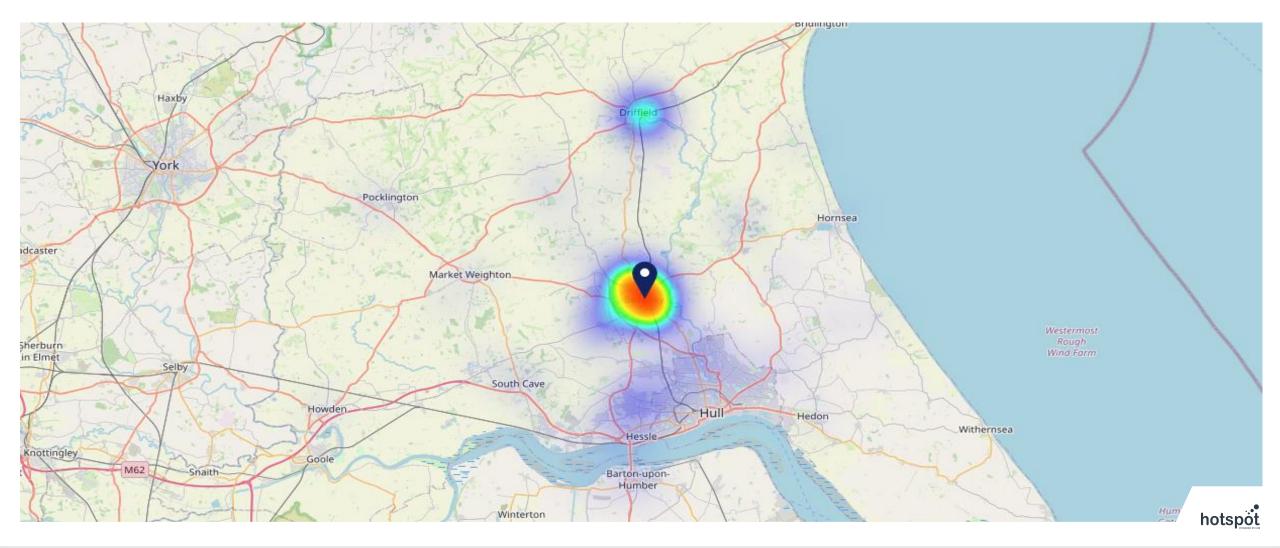


## Map of Guest Origin

Site Intel

Where do customers of Royal Standard Hotel HU178DL come from?

Where do customers of Royal Standard Hotel HU178DL for 06/12/2023 - 27/11/2024 live



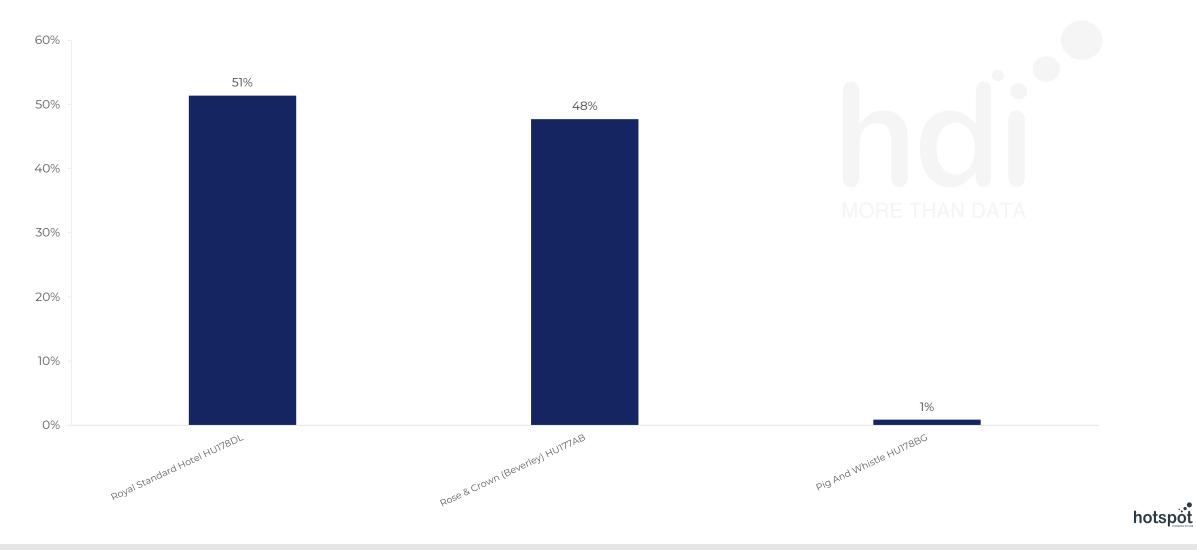
Share of Wallet

Site Intel

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What are the Top 20 venues (by spend) that customers of Royal Standard Hotel HU178DL also visit?

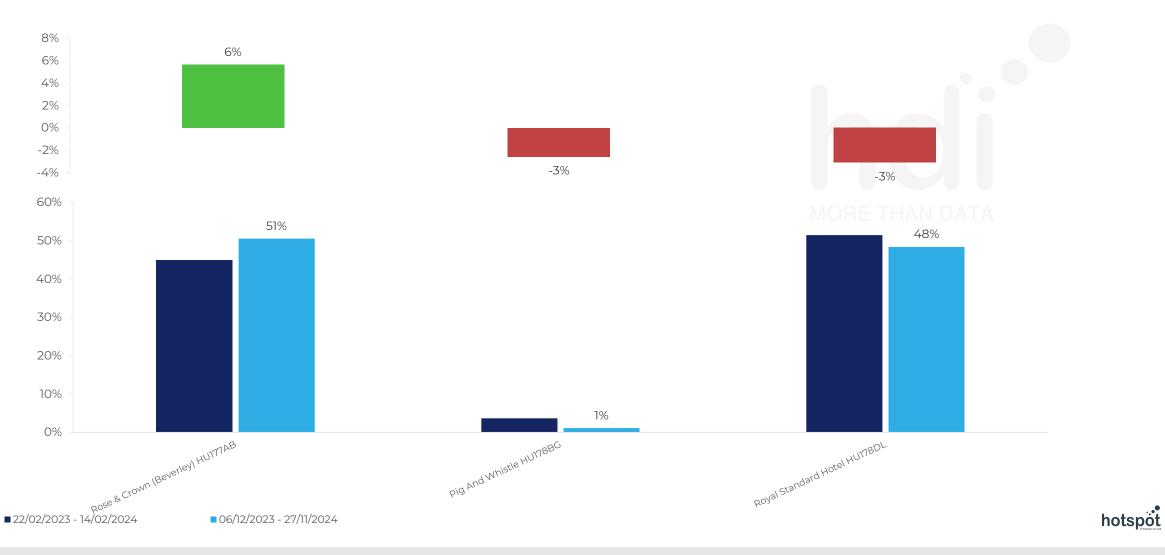
For customers of Royal Standard Hotel HU178DL, who are the top 20 competitors from 1 Chains in 3 Miles for 06/12/2023 - 27/11/2024 split by Venue



Share of Wallet Change

Site Intel

How has share of wallet of customers of Royal Standard Hotel HU178DL changed between two date ranges?



485 Site Customers



hotspot

Market Summary

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How does the local area for Royal Standard Hotel HU178DL compare to the national average (1 = low, 10 = high)

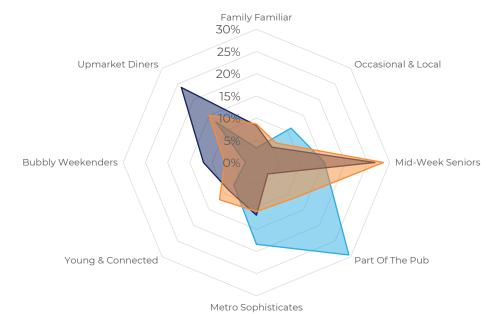
| Data Type | Name                        | Spend in 250m | 250m Spend vs<br>National | Spend in 500m | 500m Spend vs<br>National | Spend in 1 mile | 1 mile Spend vs<br>National | Spend in 3 miles | 3 mile Spend vs<br>National |
|-----------|-----------------------------|---------------|---------------------------|---------------|---------------------------|-----------------|-----------------------------|------------------|-----------------------------|
| Total     | Annual Sales                | £14.22M       | 9                         | £32.99M       | 9                         | £54.44M         | 8                           | £69.38M          | 5                           |
| Weekpart  | Mon - Thu                   | 37.0%         | 3                         | 37.8%         | 3                         | 37.2%           | 2                           | 39.0%            | 2                           |
| Weekpart  | Fri - Sat                   | 47.2%         | 7                         | 47.8%         | 8                         | 47.9%           | 9                           | 45.6%            | 9                           |
| Weekpart  | Sun                         | 15.8%         | 7                         | 14.4%         | 5                         | 14.9%           | 5                           | 15.4%            | 5                           |
| Age       | 18 to 24                    | 3.4%          | 3                         | 4.1%          | 4                         | 4.3%            | 3                           | 4.5%             | 2                           |
| Age       | 25 to 34                    | 11.2%         | 1                         | 12.0%         | 1                         | 13.5%           | 1                           | 14.2%            | 1                           |
| Age       | 35 to 44                    | 14.9%         | 1                         | 16.7%         | 1                         | 18.2%           | 2                           | 19.2%            | 2                           |
| Age       | 45 to 54                    | 20.4%         | 6                         | 20.4%         | 6                         | 20.7%           | 6                           | 20.4%            | 6                           |
| Age       | 55 to 64                    | 23.8%         | 10                        | 23.1%         | 10                        | 21.6%           | 9                           | 20.9%            | 10                          |
| Age       | 65 to 74                    | 16.3%         | 10                        | 14.8%         | 10                        | 13.9%           | 10                          | 13.1%            | 10                          |
| Age       | 75+                         | 10.1%         | 10                        | 8.8%          | 10                        | 7.8%            | 10                          | 7.7%             | 10                          |
| CAMEO     | Business Elite              | 7.6%          | 6                         | 6.9%          | 6                         | 6.2%            | 5                           | 5.8%             | 4                           |
| CAMEO     | Prosperous Professionals    | 9.0%          | 8                         | 7.1%          | 7                         | 6.5%            | 6                           | 6.1%             | 5                           |
| CAMEO     | Flourishing Society         | 13.6%         | 6                         | 11.7%         | 5                         | 10.4%           | 4                           | 10.0%            | 4                           |
| CAMEO     | Content Communities         | 17.2%         | 9                         | 17.0%         | 9                         | 16.1%           | 9                           | 16.6%            | 9                           |
| CAMEO     | White Collar Neighbourhoods | 11.3%         | 6                         | 11.9%         | 6                         | 11.5%           | 6                           | 11.7%            | 5                           |
| CAMEO     | Enterprising Mainstream     | 10.0%         | 7                         | 10.9%         | 8                         | 11.6%           | 8                           | 11.4%            | 8                           |
| CAMEO     | Paying The Mortgage         | 16.1%         | 7                         | 19.1%         | 8                         | 20.2%           | 9                           | 20.0%            | 9                           |
| CAMEO     | Cash Conscious Communities  | 9.0%          | 6                         | 8.9%          | 5                         | 9.4%            | 6                           | 9.5%             | 6                           |
| CAMEO     | On A Budget                 | 2.4%          | 2                         | 2.5%          | 1                         | 3.2%            | 2                           | 3.3%             | 1                           |
| CAMEO     | Family Value                | 3.8%          | 7                         | 4.0%          | 7                         | 4.9%            | 7                           | 5.6%             | 7                           |
| Affluence | AB                          | 30.2%         | 6                         | 25.6%         | 5                         | 23.1%           | 4                           | 21.9%            | 3                           |
| Affluence | C1C2                        | 54.6%         | 8                         | 59.0%         | 9                         | 59.4%           | 10                          | 59.7%            | 10                          |
| Affluence | DE                          | 15.2%         | 4                         | 15.4%         | 4                         | 17.5%           | 4                           | 18.4%            | 5                           |



## Local Market Profile

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## Mix of spend by customer segment in Punch site and local market



|                                         | Customer Count | Family Familiar | Occasional &<br>Local | Mid-Week Senic | Part Of The Pub | Metro<br>Sophisticates | Young &<br>Connected | Bubbly<br>Weekenders | Upmarket Diner |
|-----------------------------------------|----------------|-----------------|-----------------------|----------------|-----------------|------------------------|----------------------|----------------------|----------------|
| Royal Standard Hotel                    | 131            | 3.27%           | 10.98%                | 15.35%         | 29.41%          | 18.39%                 | 7.16%                | 2.49%                | 12.91%         |
| Local Catchment                         | 368            | 8.32%           | 4.92%                 | 26.65%         | 3.62%           | 11.84%                 | 8.79%                | 11.91%               | 23.92%         |
| Punch T&L                               | 104702         | 8.67%           | 6.24%                 | 28.58%         | 11.49%          | 11.02%                 | 11.79%               | 7.10%                | 15.06%         |
| Royal Standard Hotel vs Local Catchment |                | -5.05%          | 6.06%                 | -11.30%        | 25.79%          | 6.55%                  | -1.63%               | -9.42%               | -11.01%        |
| Royal Standard Hotel vs Punch T&L       |                | -5.40%          | 4.74%                 | -13.23%        | 17.92%          | 7.37%                  | -4.63%               | -4.61%               | -2.15%         |
| Local Catchment vs Punch T&L            |                | -0.35%          | -1.32%                | -1.93%         | -7.87%          | 0.82%                  | -3.00%               | 4.81%                | 8.86%          |
|                                         |                |                 |                       |                |                 |                        |                      |                      |                |

