

Site Summary



Falcon Inn IP214SU

IP214SU

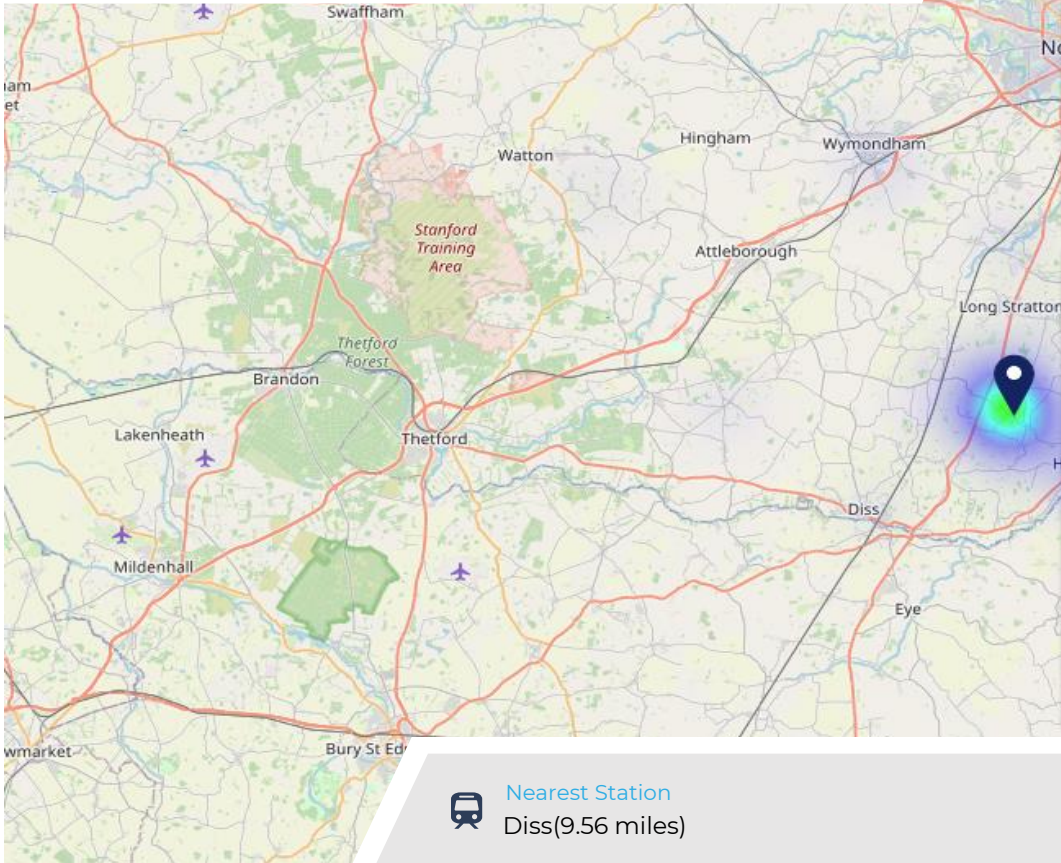
Pub / Bar

Work Area
Norwich

Region
East of England

TV Region
Anglia

Urbanicity
Rural village



ATV
£11.37



Gender
67.48%
Male



Affluence
60.63%
Middle Income



Segmentation
19.39%
Paying The Mortgage



Age Group
44.90%
45 to 54



Visit Day
27.52%
Sat

Top Competitors



Crown
IP214TA
 Pub Restaurant

#1



Half Moon
IP214QF
 Pub Restaurant

#2



Falcon
IP214SU
 Punch T&L

#3



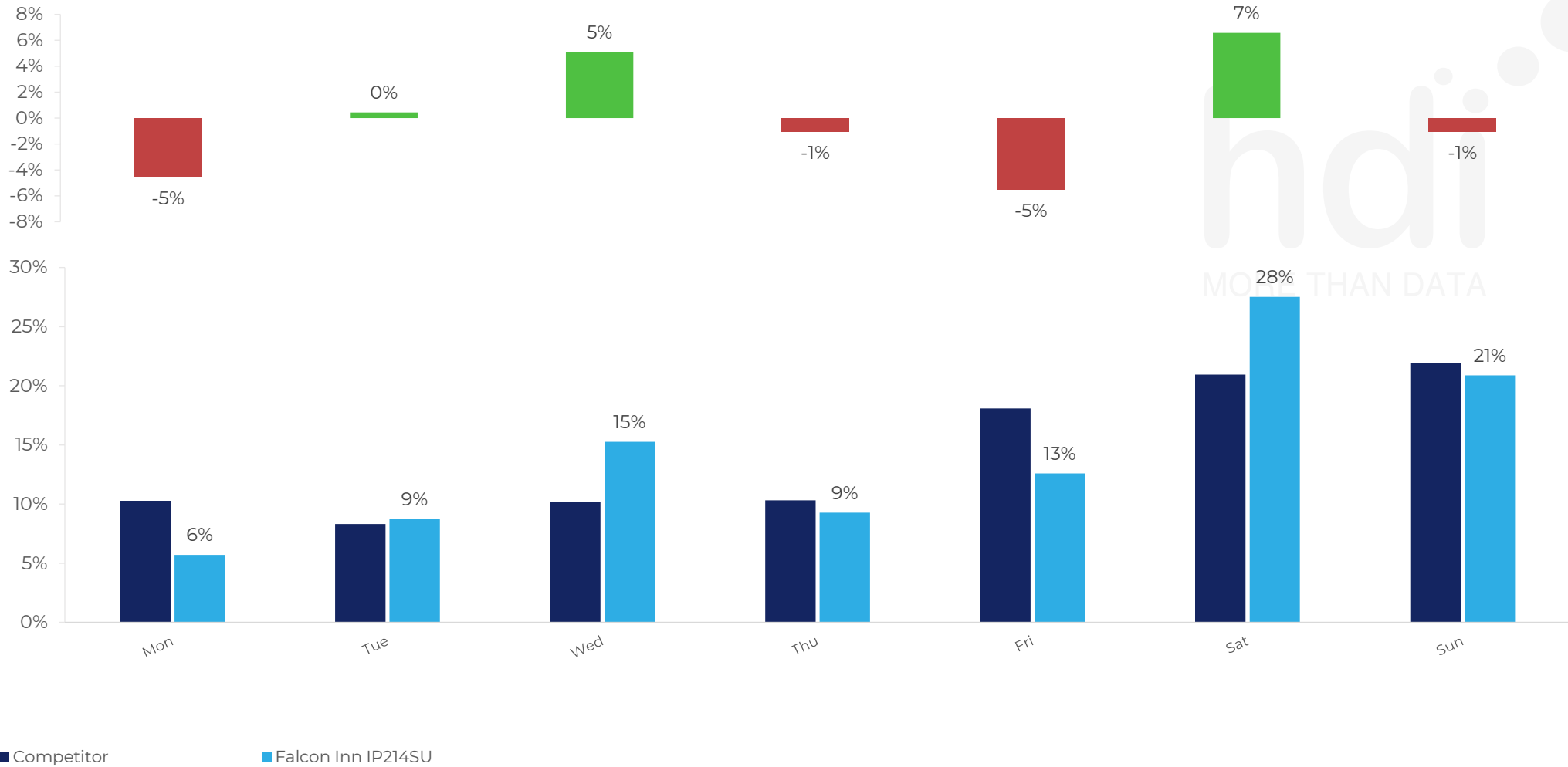
Nearest Station
Diss(9.56 miles)



Spend by Weekpart

How is customer spend distributed throughout the week for Falcon Inn IP214SU versus its competitors?

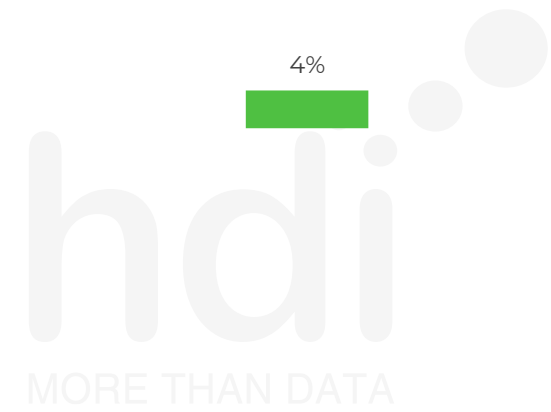
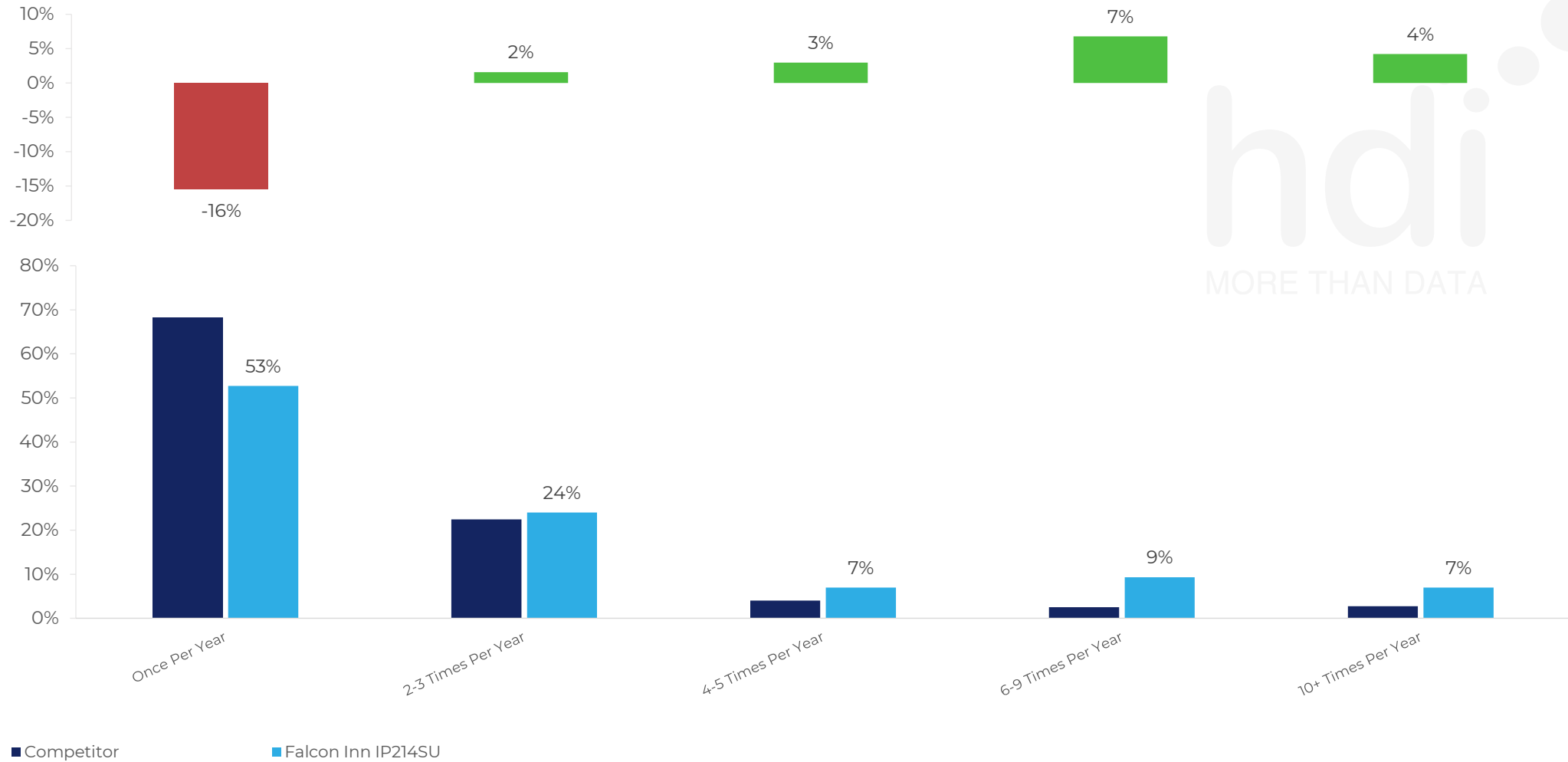
% of spend for Falcon Inn IP214SU and 97 Chains in 3 Miles from 02/08/2023 - 24/07/2024 split by Day of Week



Visit Frequency

How frequently per year do customers visit Falcon Inn IP214SU versus its competitors?

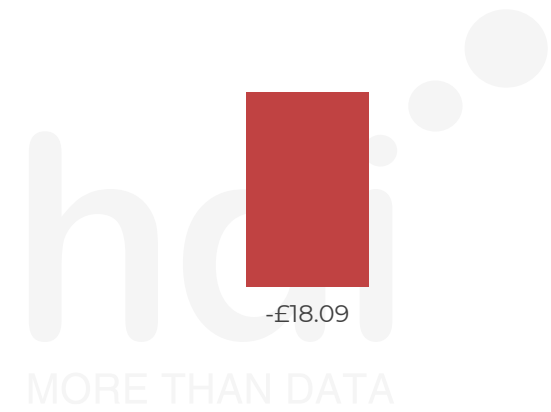
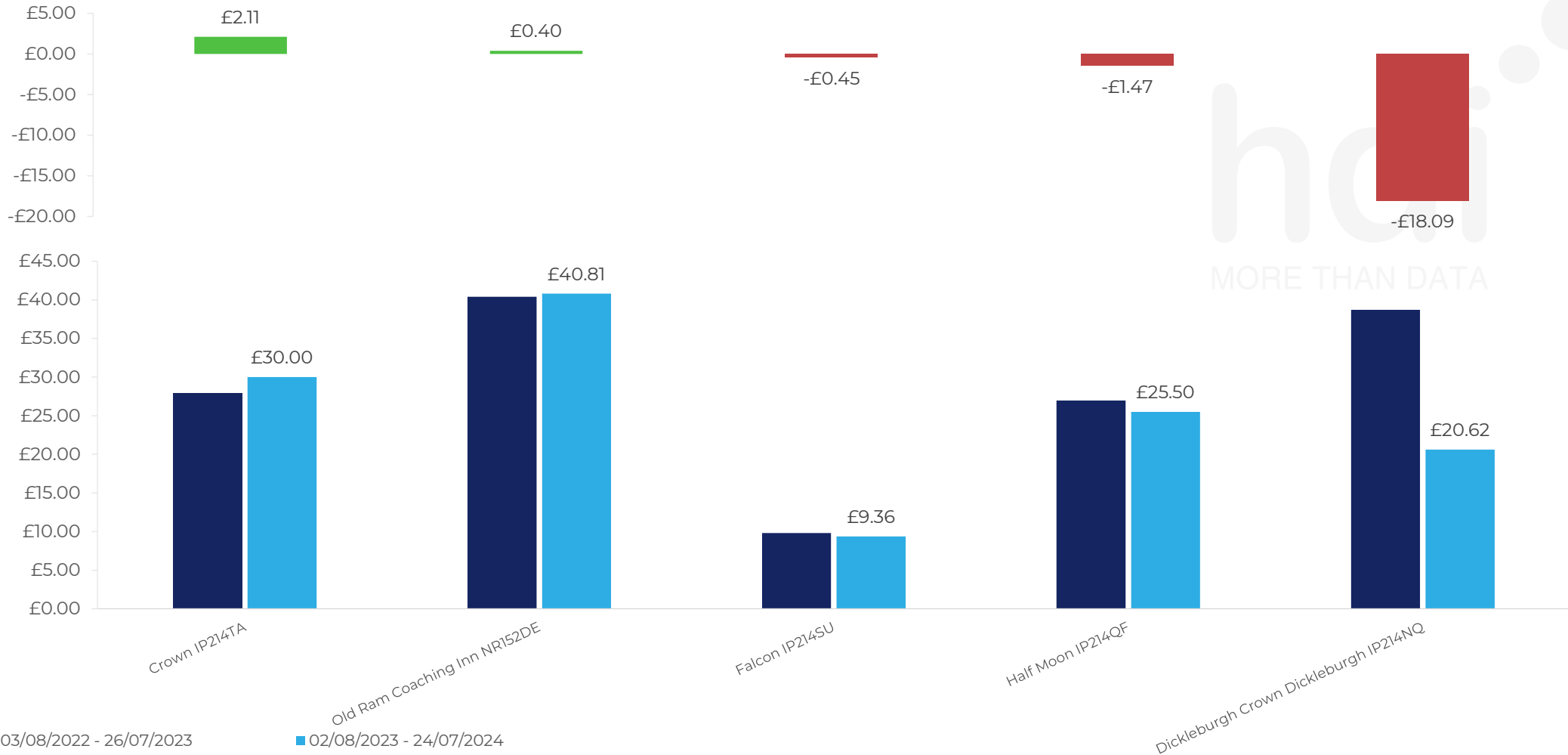
% of customer numbers for Falcon Inn IP214SU and 97 Chains in 3 Miles from 02/08/2023 - 24/07/2024 and the number of visits made Per Annum





ATV Change

How has ATV changed between two date ranges?

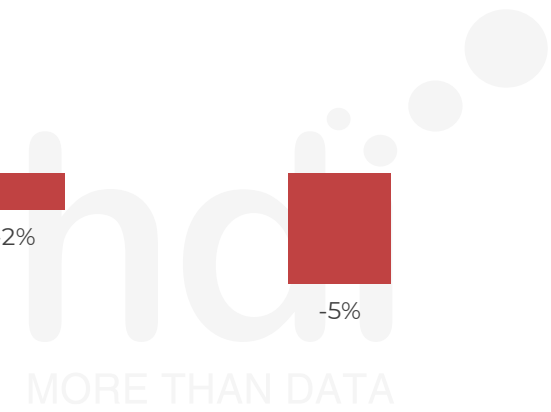
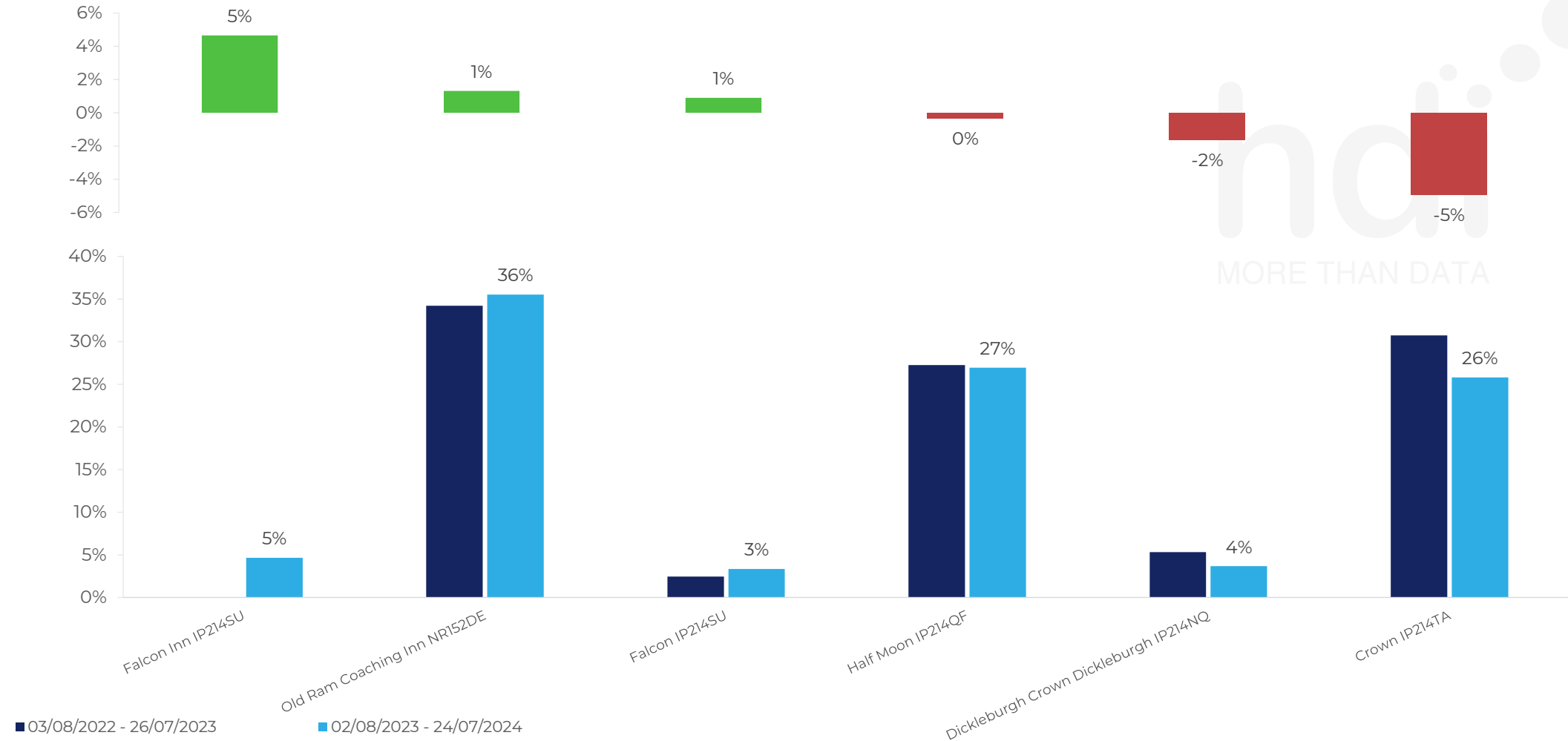




Market Share Change

How has market share changed between two date ranges?

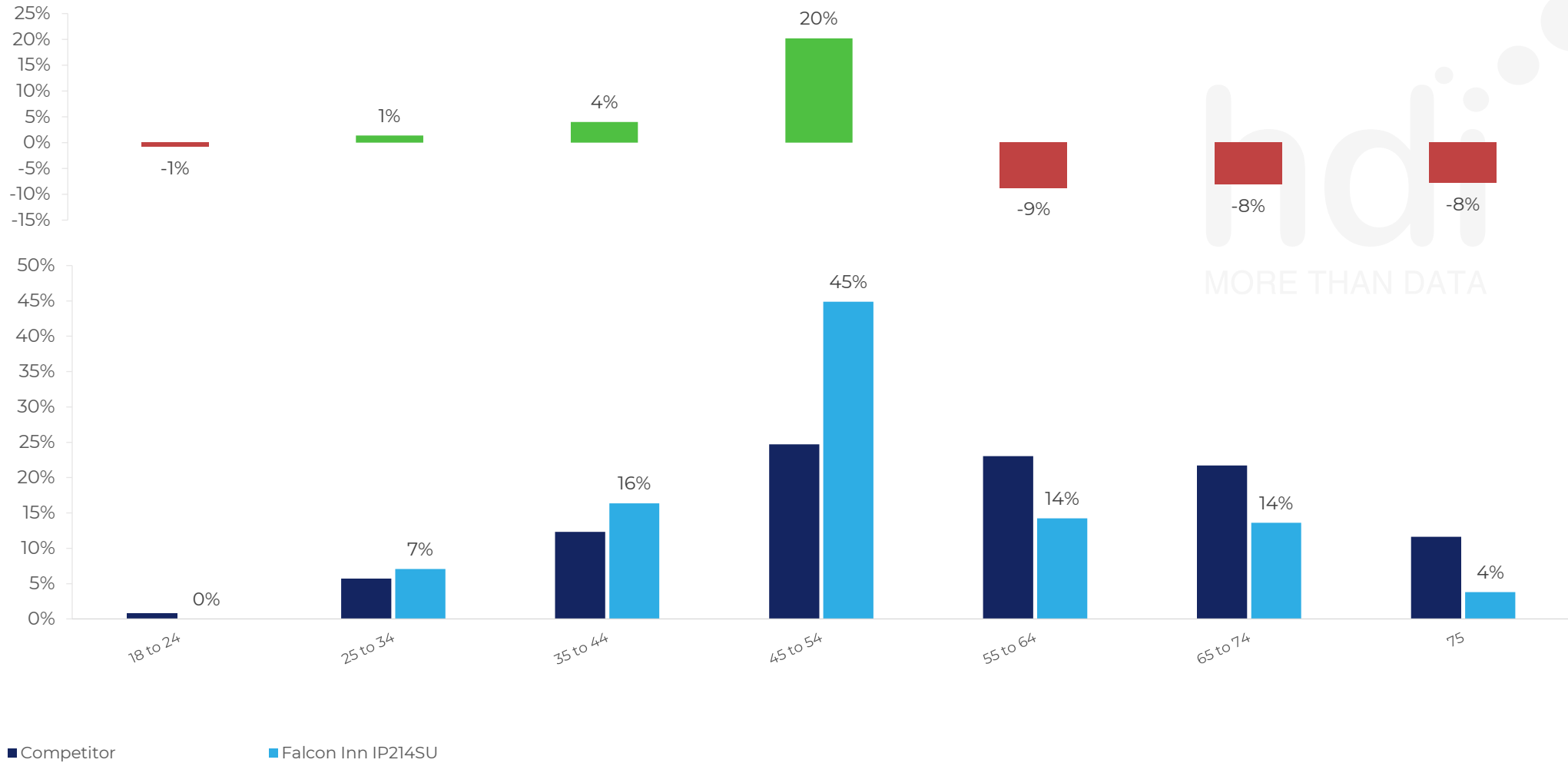
% of market share spend for Falcon Inn IP214SU and 97 Chains in 3 Miles from 02/08/2023 - 24/07/2024



Age

How does the age profile of customers who visit Falcon Inn IP214SU compare versus its competitors?

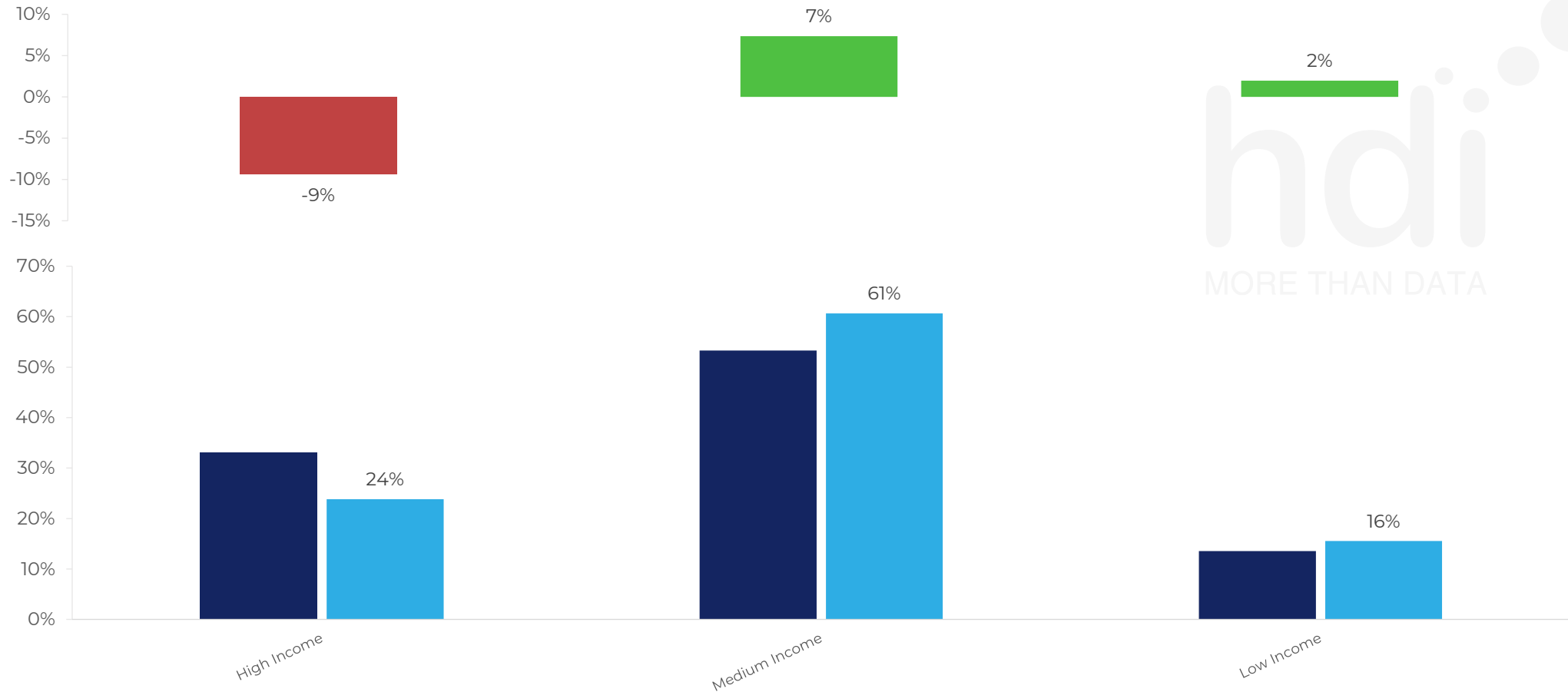
% of spend for Falcon Inn IP214SU and 97 Chains in 3 Miles from 02/08/2023 - 24/07/2024 split by Age Range



Affluence

How does the affluence of customers who visit Falcon Inn IP214SU compare versus its competitors?

% of spend for Falcon Inn IP214SU and 97 Chains in 3 Miles from 02/08/2023 - 24/07/2024 split by Affluence



■ Competitor

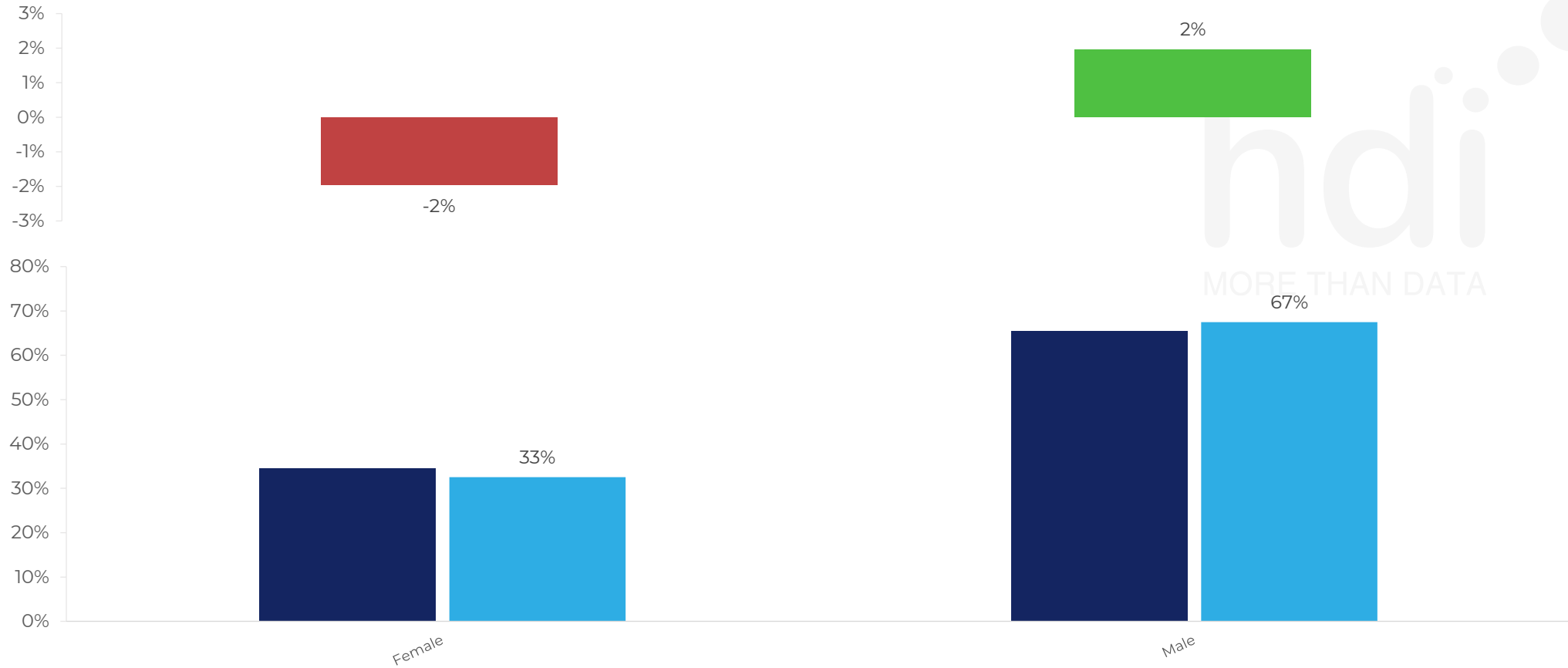
■ Falcon Inn IP214SU



Gender

How does the gender profile of customers who visit Falcon Inn IP214SU compare versus its competitors?

% of spend for Falcon Inn IP214SU and 97 Chains in 3 Miles from 02/08/2023 - 24/07/2024 split by Gender



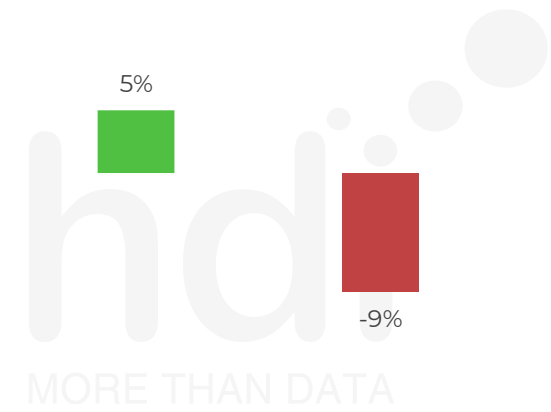
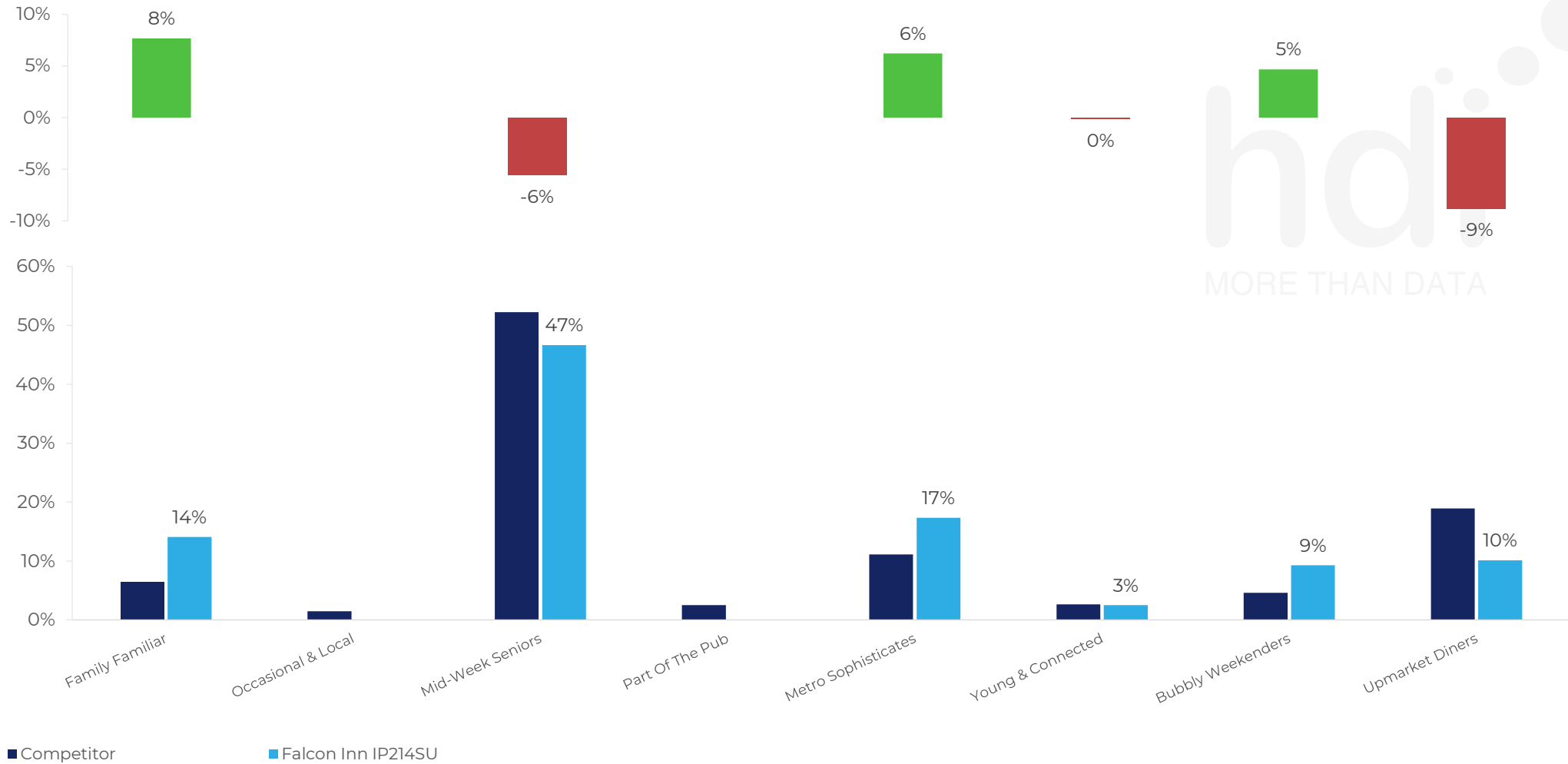
■ Competitor

■ Falcon Inn IP214SU

Punch Segmentation

How does the Custom segmentation profile of customers who visit Falcon Inn IP214SU compare versus its competitors?

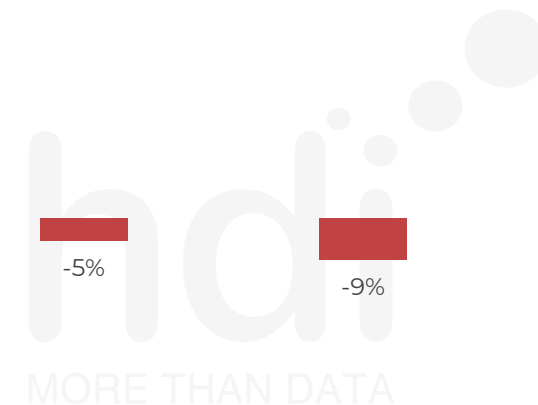
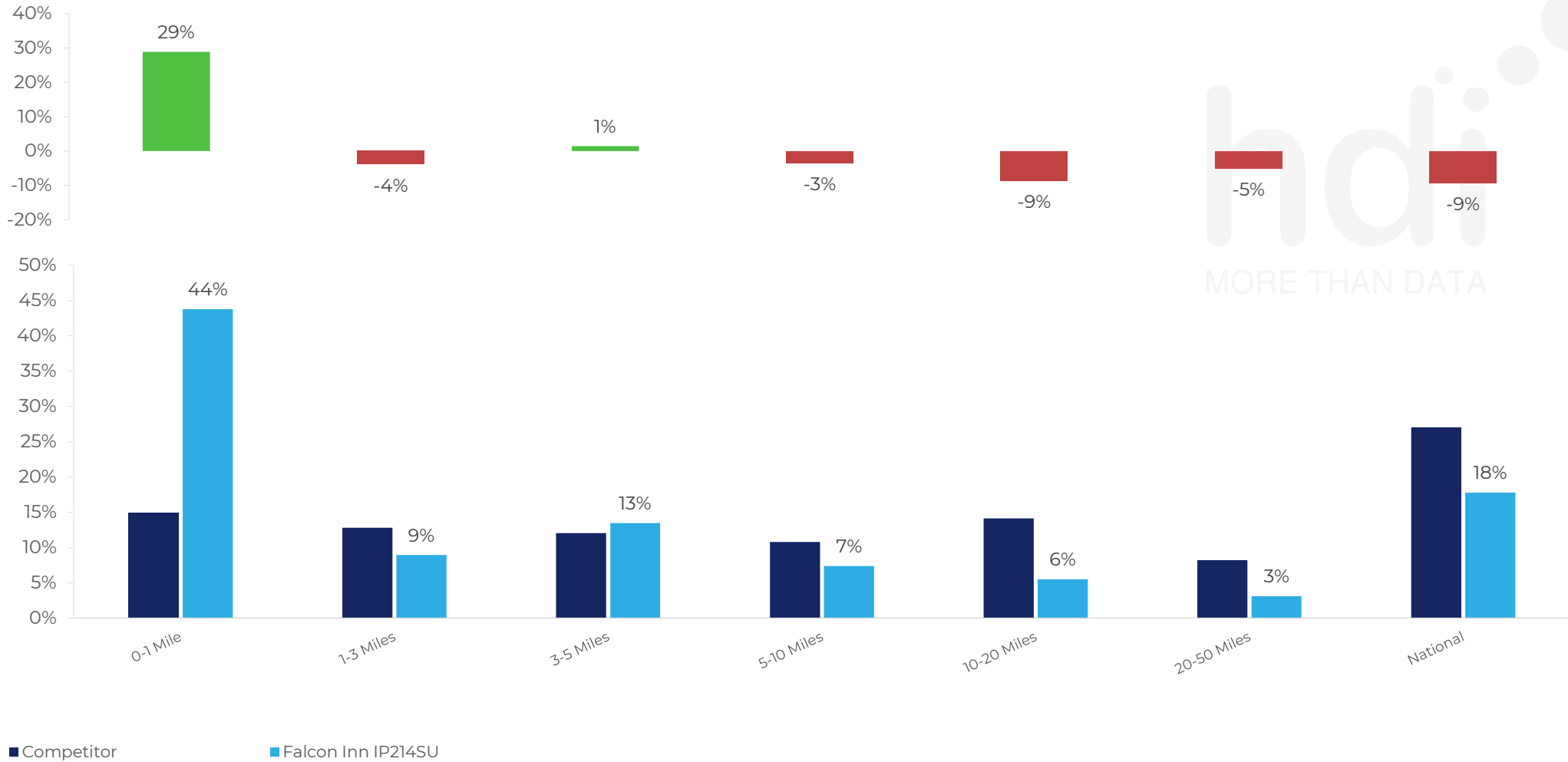
% of spend for Falcon Inn IP214SU and 97 Chains in 3 Miles from 02/08/2023 - 24/07/2024 split by Segment



Spend by Distance

How does the spend profile of Falcon Inn IP214SU compare versus its competitors based on travel distances?

% of spend for Falcon Inn IP214SU and 97 Chains in 3 Miles from 02/08/2023 - 24/07/2024 split by Distance travelled

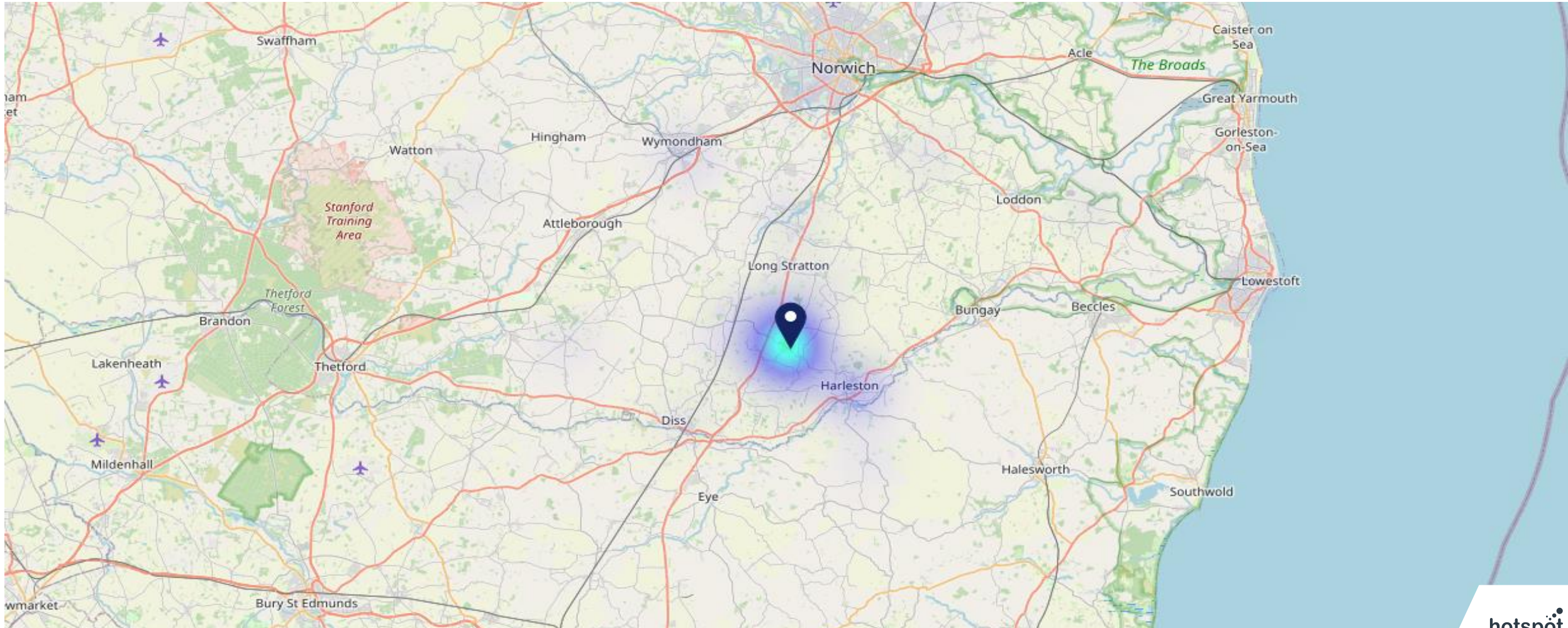




Map of Guest Origin

Where do customers of Falcon Inn IP214SU come from?

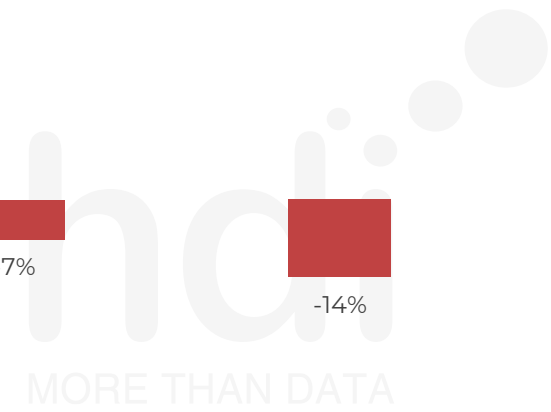
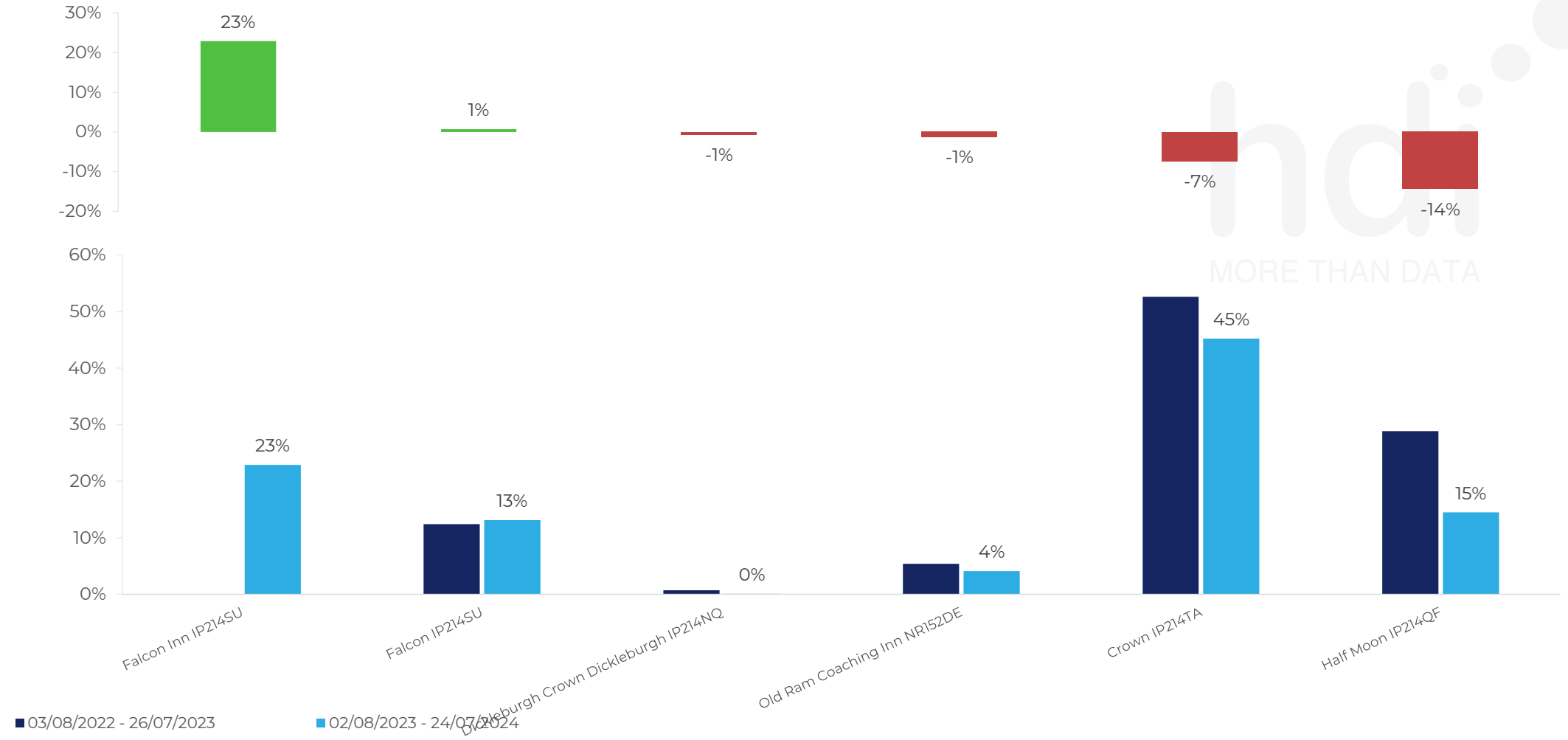
Where do customers of Falcon Inn IP214SU for 02/08/2023 - 24/07/2024 live





Share of Wallet Change

How has share of wallet of customers of Falcon Inn IP214SU changed between two date ranges?





Market Summary

How does the local area for Falcon Inn IP214SU 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	£438K	3	£438K	2	£580K	1	£1.60M	1
Weekpart	Mon - Thu	31.2%	1	31.2%	1	37.4%	2	39.8%	3
Weekpart	Fri - Sat	44.0%	5	44.0%	5	43.5%	6	42.8%	6
Weekpart	Sun	24.8%	10	24.8%	10	19.1%	10	17.4%	9
Age	18 to 24	0.3%	1	0.3%	1	0.2%	1	1.3%	1
Age	25 to 34	5.0%	1	5.0%	1	4.0%	1	5.8%	1
Age	35 to 44	12.7%	1	12.7%	1	11.2%	1	14.4%	1
Age	45 to 54	36.6%	10	36.6%	10	29.4%	10	22.3%	9
Age	55 to 64	18.4%	7	18.4%	8	22.2%	10	22.9%	10
Age	65 to 74	19.0%	10	19.0%	10	21.3%	10	21.4%	10
Age	75+	7.9%	10	7.9%	10	11.7%	10	11.8%	10
CAMEO	Business Elite	1.8%	2	1.8%	2	4.5%	4	5.4%	4
CAMEO	Prosperous Professionals	12.3%	10	12.3%	10	12.2%	10	11.1%	10
CAMEO	Flourishing Society	19.7%	8	19.7%	8	23.4%	9	19.2%	8
CAMEO	Content Communities	11.9%	5	11.9%	5	12.1%	5	13.2%	7
CAMEO	White Collar Neighbourhoods	7.6%	2	7.6%	2	7.2%	2	7.7%	2
CAMEO	Enterprising Mainstream	24.6%	10	24.6%	10	20.2%	10	20.2%	10
CAMEO	Paying The Mortgage	7.6%	2	7.6%	1	7.4%	1	8.9%	1
CAMEO	Cash Conscious Communities	13.0%	8	13.0%	8	11.2%	7	9.2%	6
CAMEO	On A Budget	1.3%	1	1.3%	1	1.3%	1	2.9%	1
CAMEO	Family Value	0.2%	1	0.2%	1	0.5%	1	2.1%	5
Affluence	AB	33.8%	7	33.8%	7	40.1%	8	35.7%	7
Affluence	C1C2	51.7%	7	51.7%	7	46.9%	5	50.1%	6
Affluence	DE	14.4%	3	14.4%	3	13.0%	3	14.2%	3

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.

