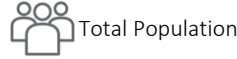


Overview

- Of the 9 EQ Target Groups identified in Canada, Cultural Explorers rank 6th, making up 202,079 households, or 10% of the total Households in British Columbia (2,010,897)
- The Median Household Maintainer Age is 45, 49% of couples have children living at home
- Average Household Income of \$100,455 compared to British Columbia at \$106,682
- Top Social Value: Culture Sampling** - This construct identifies the view that other cultures have a great deal to teach us and measures people's inclination to incorporate some of these cultural influences into their own lives
- Above Average interest in Beer, Food, and Wine Festivals, Film Festivals, and Marathons
- Average interest in travelling within Canada (Other British Columbia, Victoria, Whistler, Calgary, Toronto, Montreal, Other Ontario), Cultural Explorers from British Columbia spent an average of \$1,756 on their last vacation
- On average, Cultural Explorers from British Columbia spend 12hrs/week listening to the Radio, 20hrs/week watching TV, 1hr/week reading the Newspaper and 4.1hrs/day on the Internet. Daily Magazine usage is minimal (11 min/day)
- 79% currently use Facebook, 46% use Instagram and 31% use Twitter

Market Sizing



Total Population
Target Group: 398,123 | 7.9%
Market: 5,064,371



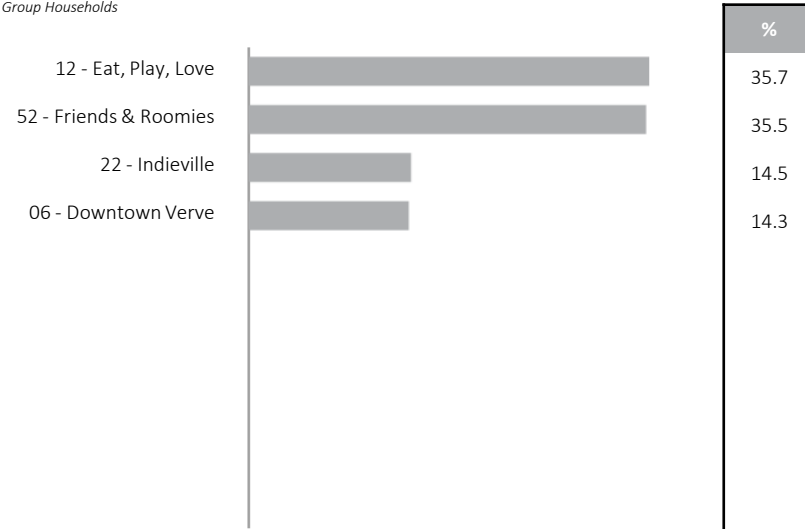
Total Households
Target Group: 202,079 | 10.0%
Market: 2,010,897

Top Geographic Markets

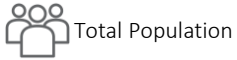
Census Subdivision	Target Group			Market	
	% of Group	% of Market	Index	HH Count	% of Market
Vancouver, BC (CY)	55.2	36.7	365	303,965	15.1
Victoria, BC (CY)	14.1	58.7	584	48,640	2.4
Saanich, BC (DM)	5.3	22.1	220	48,362	2.4
North Vancouver, BC (CY)	4.2	31.8	316	26,419	1.3
Surrey, BC (CY)	2.9	3.2	32	183,889	9.1
Burnaby, BC (CY)	2.6	5.3	53	100,030	5.0
Coquitlam, BC (CY)	2.5	9.0	89	55,399	2.8
New Westminster, BC (CY)	2.4	13.6	136	35,751	1.8
Kelowna, BC (CY)	1.7	5.6	56	59,332	3.0
Esquimalt, BC (DM)	1.3	30.0	299	9,017	0.4

Top PRIZM Segments

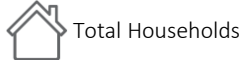
% of Target Group Households



Demographic Profile



Total Population
Target Group: 398,123 | 7.9%
Market: 5,064,371

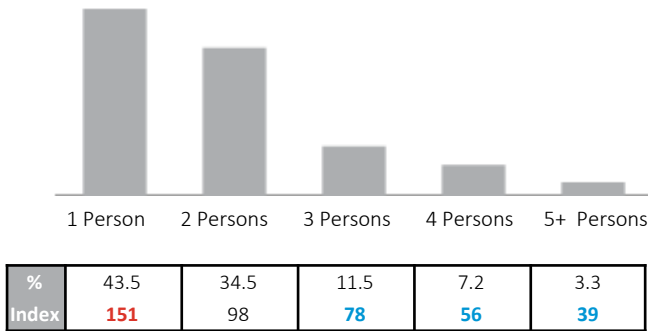


Total Households
Target Group: 202,079 | 10.0%
Market: 2,010,897

Average Household Income

\$100,455
(94)

Household Size*



Median Household Maintainer Age

45
(84)

Marital Status**

48.0%
(84)

Married/Common-Law

Family Composition***

51.4%
(118)

Couples Without Kids at Home

Education**

44.0%
(165)

University Degree

Visible Minority Presence*

37.0%
(111)

Belong to a visible minority group

Non-Official Language*

2.6%
(77)

No knowledge of English or French

Immigrant Population*

32.1%
(111)

Born outside Canada

Psychographics**

Strong Values

Weak Values

Rejection of Authority	147	63	Attraction to Nature
Culture Sampling	146	73	Primacy of the Family
Flexible Families	136	75	Obedience to Authority
Sexual Permissiveness	136	77	Parochialism
Ecological Concern	133	79	Cultural Assimilation

Key Social Values

Culture Sampling Index = 146	Flexible Families Index = 136	Ecological Concern Index = 133
Racial Fusion Index = 130	Global Consciousness Index = 129	Social Learning Index = 129
Consumptivity Index = 128	Multiculturalism Index = 126	Effort Toward Health Index = 125
Pursuit of Originality Index = 122	Primacy of Environmental Protection Index = 121	Community Involvement Index = 118

































Sports & Leisure

Occasionally/Regularly Participate or Attended/Visited (Past Year)

Top 5 Activities Participated*	% Comp	Index
Reading	86.9	103
Gardening	60.0	92
Volunteer work	56.2	105
Swimming	53.3	92
Hiking & backpacking	52.9	107

Top 5 Activities Attended*	% Comp	Index
Exhibitions, carnivals, fairs & markets	59.9	109
Parks & city gardens	42.8	96
Theatre - Major theatres, halls & auditoriums	39.4	110
Movies at a theatre/drive-in	39.1	101
Bars & restaurant bars	37.8	97

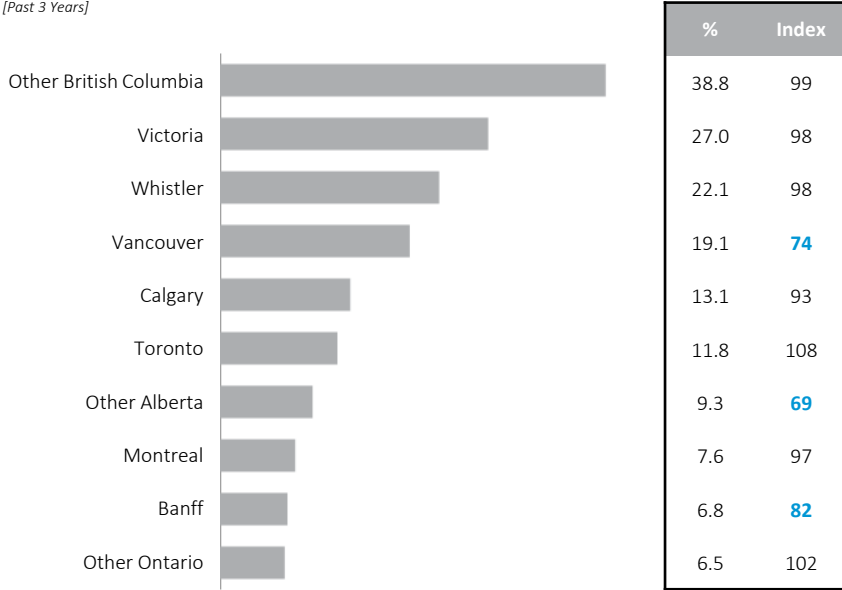
Key Tourism Activities**

Swimming  53.3% (92)	Hiking & backpacking  52.9% (107)	Camping  48.4% (92)	Parks & city gardens  42.8% (96)	Cycling  42.5% (98)	Bars & restaurant bars  37.8% (97)	Photography  37.4% (93)	Canoeing & kayaking  34.8% (98)
National or provincial park  31.2% (93)	Pilates & yoga  25.8% (102)	Cross country skiing & snowshoeing  20.9% (86)	Golfing  19.7% (79)	Ice skating  18.8% (83)	Zoos & aquariums  18.6% (101)	Specialty movie theatres/IMAX  18.5% (90)	Downhill skiing  16.7% (83)
Sporting events  16.0% (85)	Fishing & hunting  15.1% (65)	Beer, food & wine festivals  13.7% (117)	Video arcades & indoor amusement centres  13.6% (82)	Adventure sports  13.3% (102)	Historical sites  13.2% (71)	Film festivals  10.6% (142)	Music festivals  10.5% (109)
Power boating & jet skiing  10.0% (76)	Marathon or similar event  9.7% (124)	Hockey  9.0% (76)	Theme parks, waterparks & water slides  7.9% (78)	ATV & snowmobiling  7.4% (68)	Curling  6.2% (89)	Snowboarding  5.3% (63)	Food & wine shows  4.8% (109)

Travel Profile

Top Canadian Destinations*

Visited [Past 3 Years]

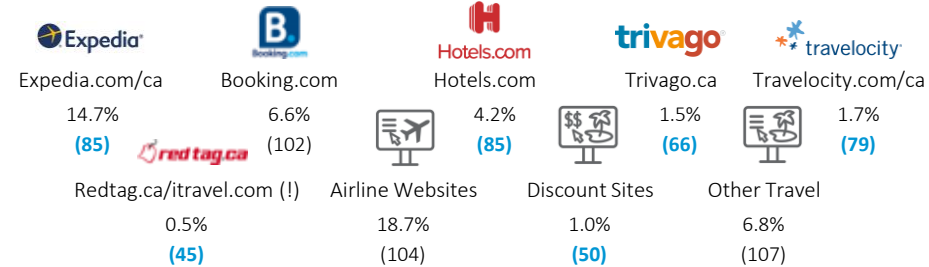


Vacation Booking**

Used [Past 3 Years]

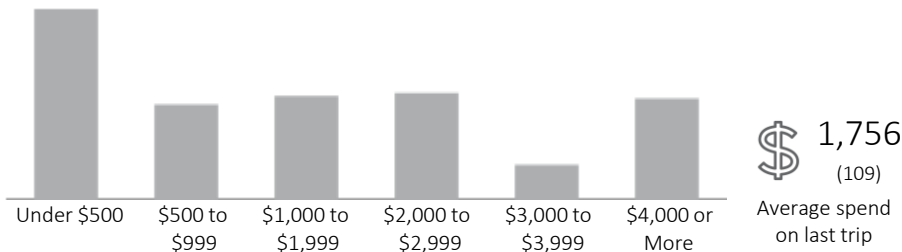


Booked With [Past Year]



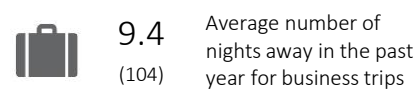
Vacation Spending

Spent Last Vacation

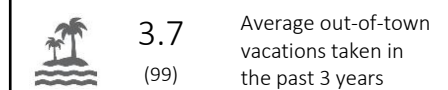


Travel Type & Frequency

Business Trips



Personal Trips

















Average number of business trips by mode of transportation in the past year:



Travel Profile














Accommodation Preferences*

Used [Past 3 Years]

 Hotel 60.0% (102)	 Friends/relatives 39.3% (99)	 All-inclusive resort 18.1% (112)	 Camping 20.9% (84)	 Motel 17.1% (81)	 Vacation rental by owner 22.6% (108)	 Cottage 8.0% (85)
 B&B 16.5% (106)	 Condo/apartment 11.2% (83)	 Cruise ship 9.3% (72)	 RV/camper 10.1% (84)	 Package tours 4.0% (86)	 Spa resort 6.0% (95)	 Boat 1.3% (50)









Airline Preferences**

Flown [Past Year]

 Air Canada 47.9% (117)	 West Jet 35.4% (105)	 Air Transat 9.6% (141)	 Porter Airlines 0.2% (23)	 Other Canadian 4.1% (77)
 United Airlines 6.7% (97)	 Delta Airlines 5.0% (83)	 American Airlines 2.8% (82)	 Other American 8.8% (100)	
 European Airlines 7.8% (102)	 Asian Airlines 6.2% (90)	 Other Charter 1.2% (62)	 Other 7.3% (88)	

Car Rental*

Rented From [Past Year]

 Enterprise 7.3% (112)	 Budget 3.7% (69)	 Avis 1.6% (73)	 National 2.6% (73)
 Hertz 1.8% (65)	 Discount 1.8% (118)	 U-Haul 0.7% (44)	 Other Rentals 2.2% (70)

Media

Overall Level of Use

Radio



12 hours/week
(98)

Television



1,174 minutes/week
(102)

Newspaper



1 hours/week
(142)

Magazine



11 minutes/day
(120)

Internet



244 minutes/day
(108)

Top Radio Programs*

Programs [Weekly]

	%	Index
News/Talk	42.9	116
Multi/Variety/Specialty	14.1	121
Mainstream Top 40/CHR	13.5	90
Adult Contemporary	12.9	69
Modern/Alternative Rock	11.1	108
Classic Hits	9.7	78
Hot Adult Contemporary	7.9	75
Not Classified	7.7	104
Classic Rock	7.5	92
Today's Country	6.5	75

Top Television Programs*

Programs [Average Week]

	%	Index
Movies	45.4	100
Evening local news	35.3	92
News/current affairs	33.9	110
Primetime serial dramas	28.9	103
Documentaries	27.5	97
Suspense/crime dramas	26.5	96
Cooking programs	25.4	103
Situation comedies	24.2	98
Home renovation/decoration shows	23.3	93
Hockey (when in season)	18.9	73

Top Newspaper Sections*

Frequency Read [Occasionally/Frequently]

	%	Index
Local & Regional News	62.0	107
International News & World	55.8	105
National News	55.7	107
Movie & Entertainment	42.4	125
Food	38.8	119
Health	37.6	104
Editorials	32.6	104
Travel	32.2	108
Sports	28.9	101
Business & Financial	26.6	104

Top Magazine Publications*

Read [Past Month]

	%	Index
Other U.S. magazines	12.2	122
Other English-Canadian	9.3	89
Maclean's	7.5	116
Canadian Living	7.3	86
Hello! Canada	6.6	160
National Geographic	5.6	82
People	4.8	94
Chatelaine (English edition)	4.5	123
Air Canada enRoute	4.4	108
Cineplex Magazine	4.4	102

Top Internet Activities*

Activity [Past Week]

	%	Index
Send/receive email	70.9	98
Send/receive a text/instant message	57.2	93
Participate in an online social network	55.1	102
Take pictures/video	51.7	100
Do banking/pay bills online	50.8	97
Use maps/directions service	49.2	96
Use apps	48.1	97
Internet search - business, services, products	44.8	99
Access a news site	37.6	96
Watch a subscription-based video service	31.8	98

Top Mobile Activities*

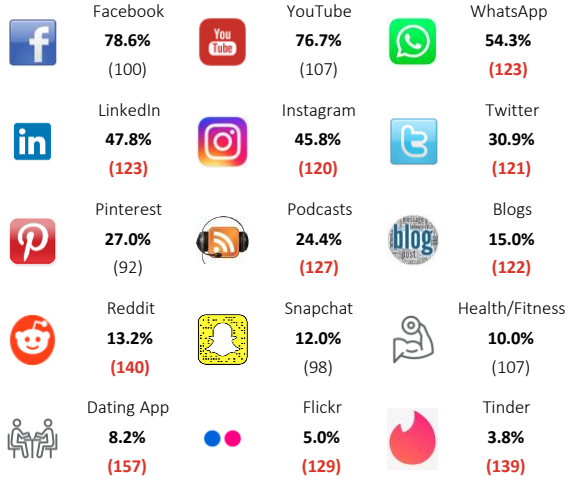
Activity [Past Week]

	%	Index
Send/receive a text/instant message	53.5	95
Send/receive email	48.6	99
Take pictures/video	47.6	98
Use apps	44.1	98
Participate in an online social network	43.9	105
Use maps/directions service	39.4	96
Internet search - business, services, products	25.7	98
Access a news site	23.6	101
Do banking/pay bills online	22.4	96
Research products/services	19.8	120

Media

Social Media Platforms

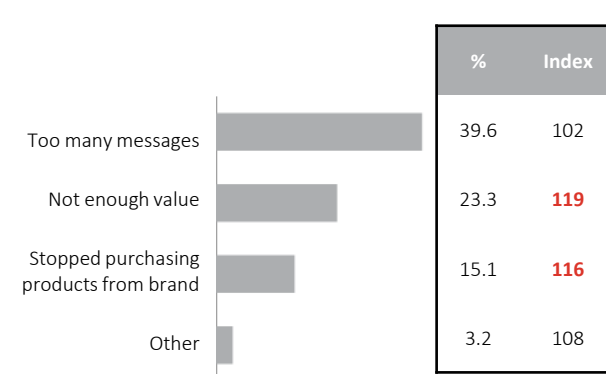
Usage [Currently Use]



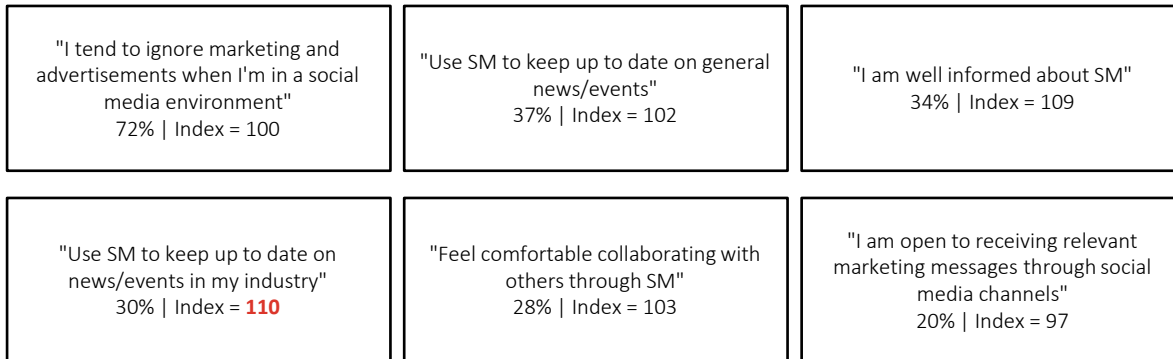
Reasons to Follow Brands



Reasons to Unfollow Brands

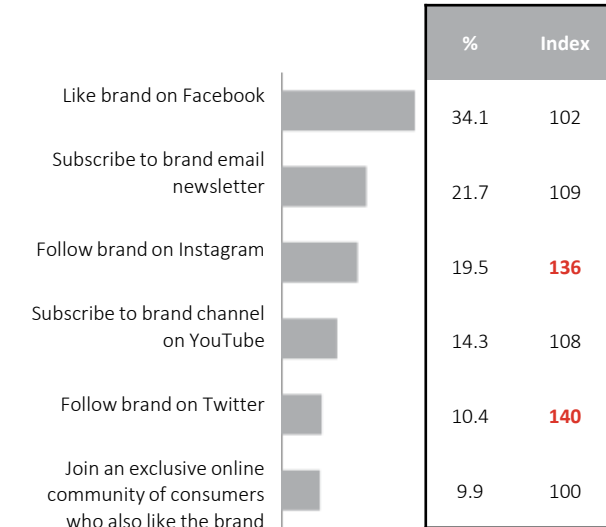


Social Media Attitudes



Actions Taken using Social Media

Variables with Response "Yes"



Product Preferences

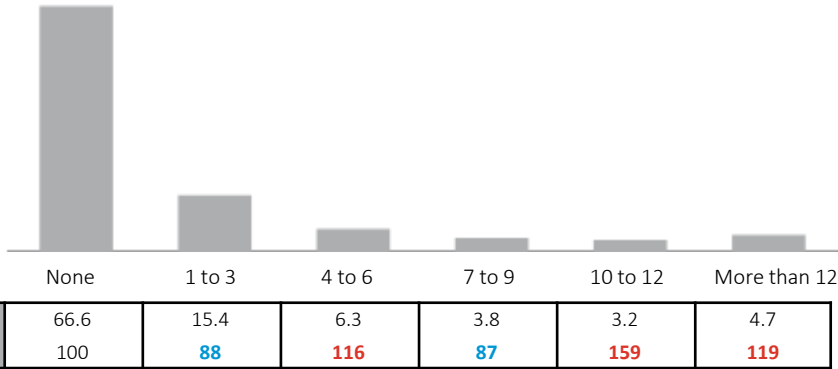
Variables with "Agree" Statements

"I would like to eat healthy foods more often" 79% Index = 102	"I have tried a product/service based on a personal recommendation" 72% Index = 100	"I am very concerned about the nutritional content of food products I buy" 70% Index = 103	"I value companies who give back to the community" 66% Index = 101	"I generally achieve what I set out to do" 65% Index = 95
"I am interested in learning about different cultures" 64% Index = 104	"I make an effort to buy local produce/products" 64% Index = 102	"I consider myself to be informed on current events or issues" 62% Index = 102	"I like to try new places to eat" 58% Index = 106	"I like to cook" 57% Index = 101
"It's important to buy products from socially-responsible/environmentally-friendly companies" 56% Index = 104	"I offer recommendations of products/services to other people" 52% Index = 98	"I like to try new and different products" 52% Index = 100	"When I shop online I prefer to support Canadian retailers" 49% Index = 98	"Family life and having children are most important to me" 47% Index = 80
"Free-trial/product samples can influence my purchase decisions" 40% Index = 95	"I am willing to pay more for eco-friendly products" 39% Index = 113	"Vegetarianism is a healthy option" 38% Index = 119	"I am adventurous/"outdoorsy" 35% Index = 90	"I prefer to shop online for convenience" 29% Index = 100
"Staying connected via social media is very important to me" 27% Index = 105	"I lead a fairly busy social life" 25% Index = 116	"I consider myself to be sophisticated" 24% Index = 111	"Advertising is an important source of information to me" 23% Index = 94	"I enjoy being extravagant/indulgent" 19% Index = 98

Product Preferences

Beer Consumption

Drinks (Past Week)



Drinks

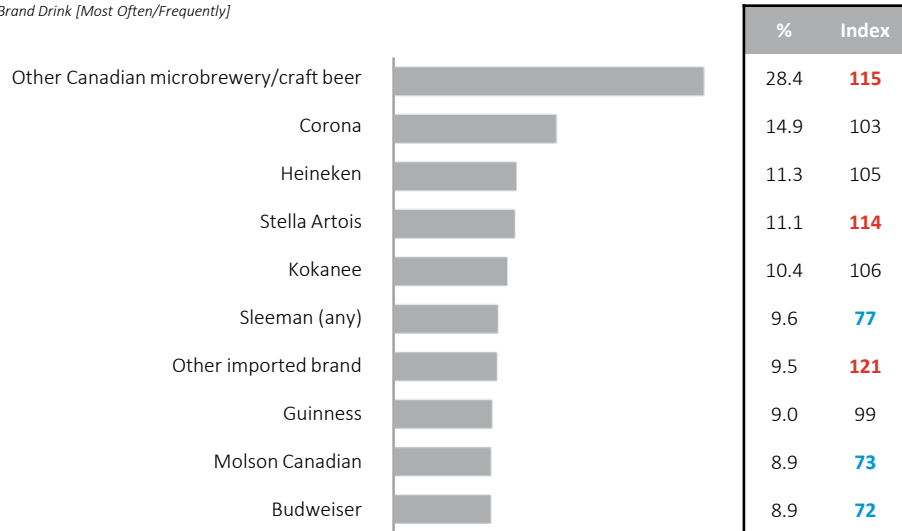
Drank [Past Month]	% Comp	Index
Canadian wine	20.4	92
Cider	12.7	110
Liqueurs (any)	9.6	99

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	17.5	107

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	28.4	115

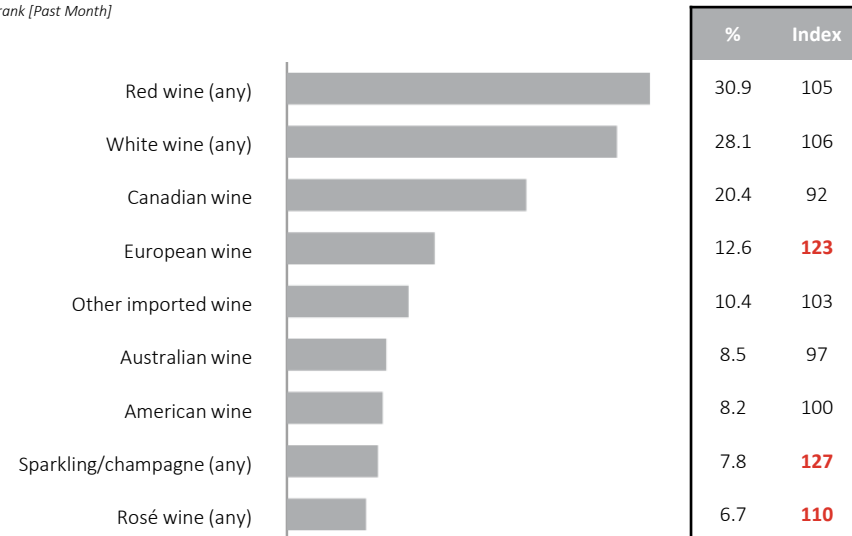
Top 10 Beers*

Brand Drink [Most Often/Frequently]



Wine Details

Drank [Past Month]

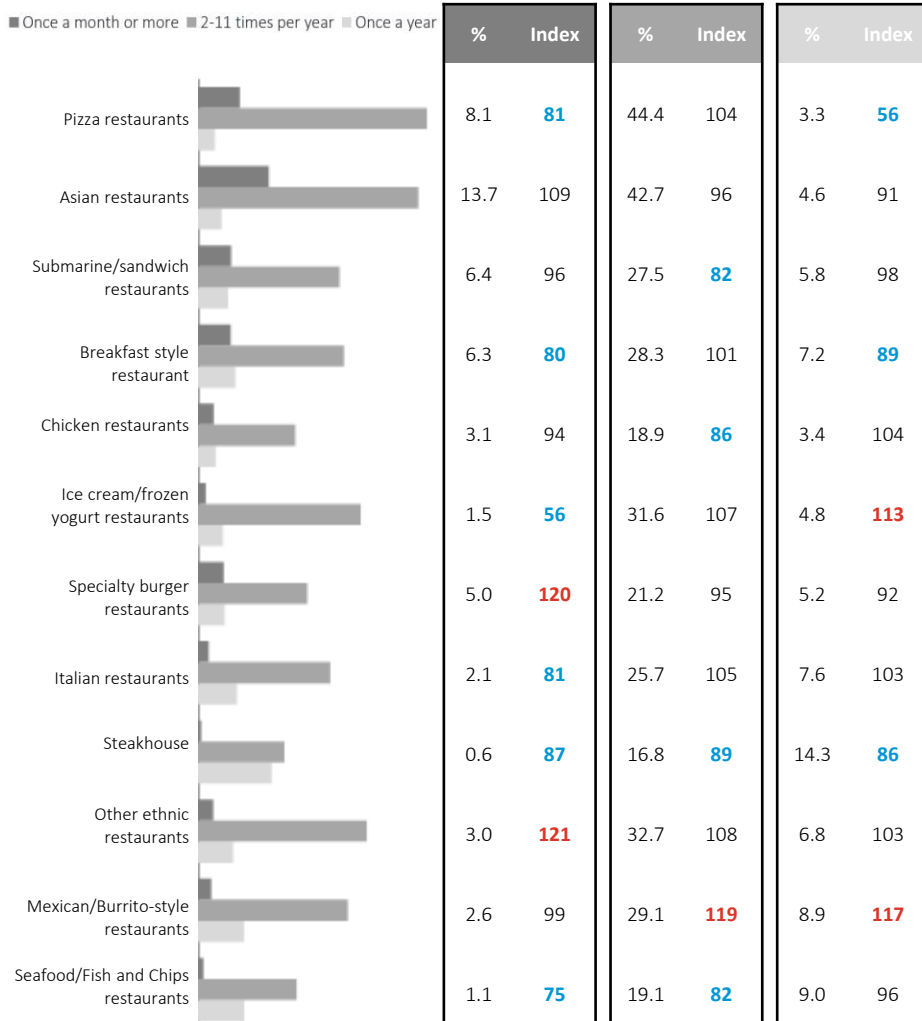


Product Preferences

Restaurant Type Visited*

Frequency of Visiting [Past Year]

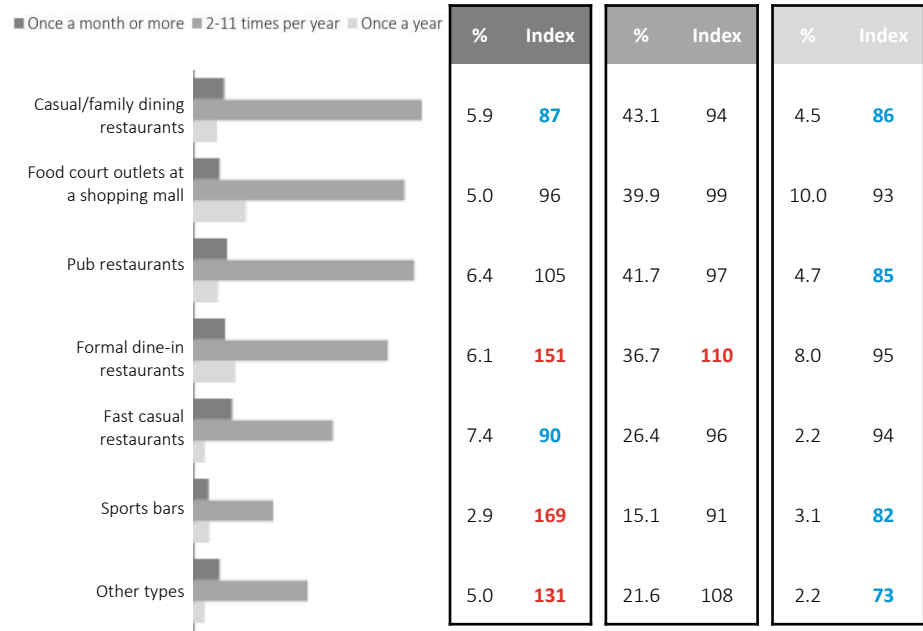
■ Once a month or more ■ 2-11 times per year ■ Once a year



Restaurant Service Type*

Frequency of Visiting [Past Year]

■ Once a month or more ■ 2-11 times per year ■ Once a year



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables

35.1%
(124)



Other Organic Food

14.7%
(104)



Organic Meat

10.3%
(107)

Product Preferences

Demographics



Rent
57.8%
(179)



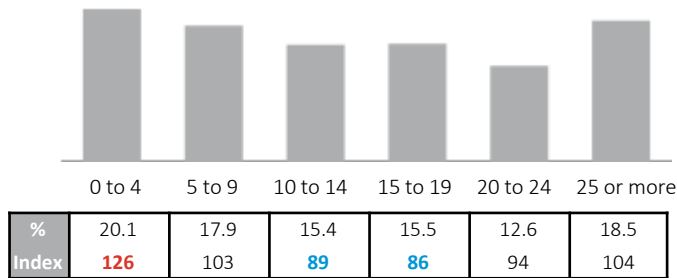
Own
42.1%
(62)



Households with
Children at Home

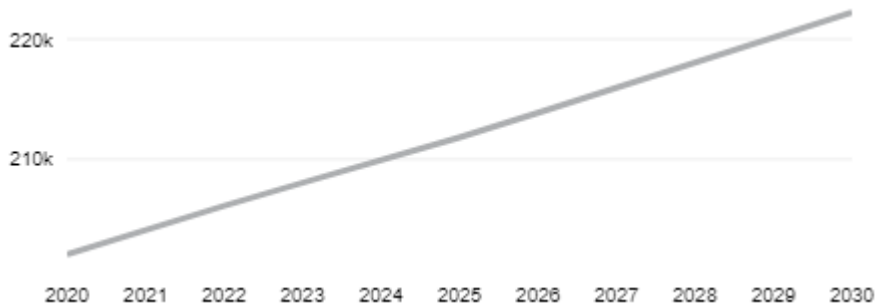
23.4%
(63)

Age of Children at Home



Demographic Trends

Household Projections

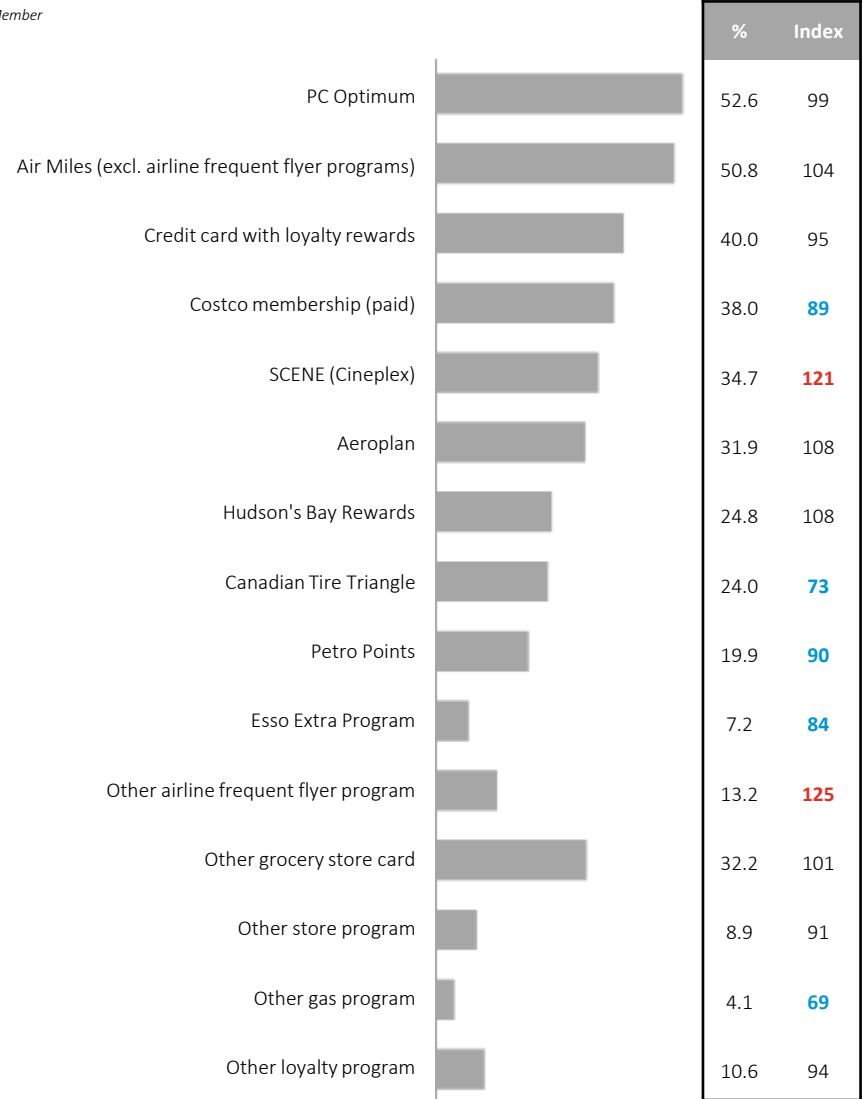


	2020	2023	2025	2030
Count	202,079	208,035	211,820	222,228
% Change	-	2.9	4.8	10.0
Index	-	85	85	89

Note: Index compares % change from 2020 target group households to % change from 2020 market households

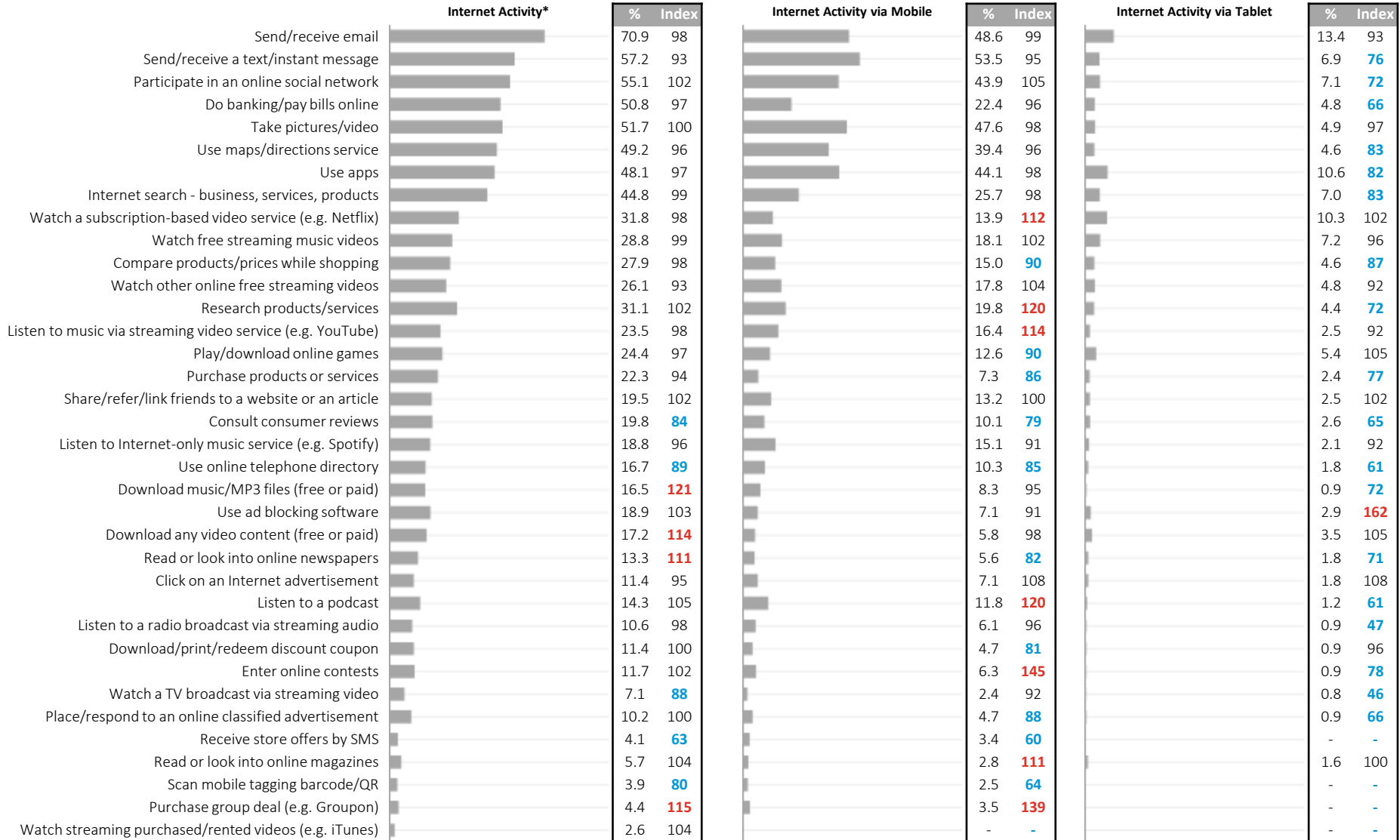
Loyalty Programs*

Member



Internet Activity

Activity [Past Week]



Internet Activity

Top Website Types*

Activity [Past Week]

■ Internet ■ Mobile ■ Tablet

	%	Index	%	Index	%	Index
Access a news site	37.6	96	23.6	101	8.3	77
Access food/recipes content	29.3	97	12.8	89	4.4	63
Access health-related content	20.5	102	10.2	91	3.3	72
Access professional sports content	8.0	71	5.8	73	1.4	53
Access restaurant guides/reviews	16.9	119	12.1	120	2.8	104
Access travel content	16.2	98	8.9	102	2.9	77
Access real estate listings/sites	10.1	74	4.4	67	2.2	57
Access a radio station's website	12.9	119	5.0	110	2.9	103
Access home decor-related content	9.6	106	3.8	112	1.4	63
Access a TV station's website	8.1	92	1.8	65	1.2	111
Access celebrity gossip content	6.5	95	3.9	75	2.4	164
Access fashion or beauty-related content	9.7	113	7.6	121	2.9	140
Access automotive news/content	3.9	59	1.7	50	0.6	60

Direct Media Usage

Frequency of Use [Occasionally/Frequently]

	%	Index
Flyers delivered to the door or in the mail	38.0	92
Flyers inserted into a community newspaper	36.1	88
General information from the Internet/websites	35.4	107
Coupons	34.0	102
Apps/online flyers	28.1	99
Flyers inserted into a daily newspaper	24.4	102
Local store catalogues	23.7	96
Direct email offers	22.4	104
Mail order	9.9	122
Yellow Pages (print)	5.1	123
Yellow Pages (online)	1.3	112

Out of Home Advertising

Noticed Advertising [Past Week]

	%	Index
On bus exteriors	31.0	117
Billboards	23.6	85
On transit shelters	22.4	120
On street furniture (e.g. bus benches)	18.2	100
Inside buses	16.1	164
Inside shopping malls	15.2	89
On subway/metro platforms	12.1	151
Digital billboards	11.7	81
Screens inside elevators	10.1	151
Inside subway/metro cars	9.6	142
Inside public washrooms	9.4	89
Inside commuter trains	7.9	131
Inside movie theaters	6.8	102
Inside airports	6.5	112
On taxis	4.1	128

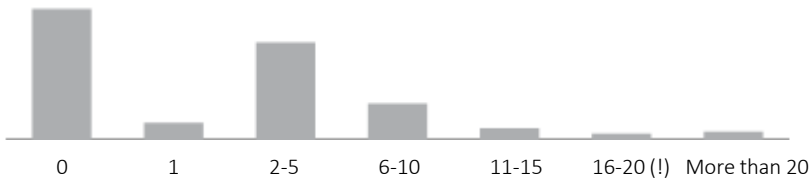
Social Media Usage

Social Media Overview

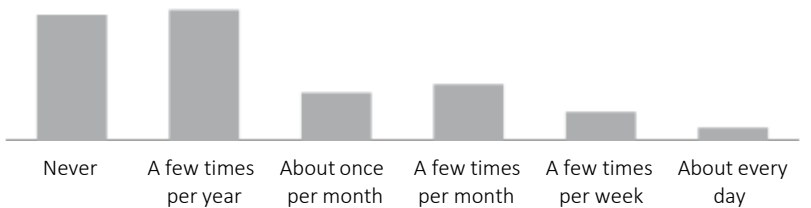
- 67% of Cultural Explorers from British Columbia tend to access social media on their mobile phones during the morning hours, 66% during the afternoon hours
- 10% seek recommendations for Vacation/Travel Information via social media (Above Average)
- 85% believe that Social media companies should not be allowed to own or share their personal information

Brand Interaction

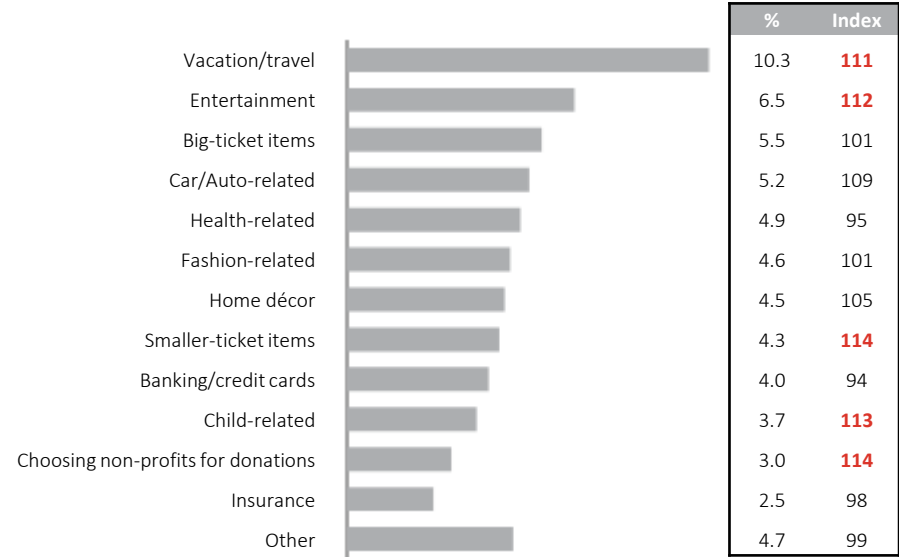
Number of Brands Interacted with via Social Media
[Past Year]



Rate or Review Products or Services
[Frequency of Participation]



Seek Recommendations via Social Media*



Top Social Media Attitudes**

Cultural Explorers from British Columbia are private about sharing their personal information online

"Social media companies should not be allowed to own or share my personal information"
85% | Index = 100

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company"
73% | Index = 102

"I tend to ignore marketing and advertisements when I'm in a social media environment"
72% | Index = 100

"Use SM to stay connected with personal contacts"
45% | Index = 100

Social Media Usage

Frequency of Participation*

A few times per week or more

Participate In	% Comp	Index
View friends' photos online	53.7	111
Watch video online	47.3	106
Read article comments	42.6	101
Chat in online chats	42.6	107
Read status updates/tweets	40.9	109
Listen to radio or stream music online	36.1	101
Share links with friends and colleagues	31.8	108
Click links in news feeds	26.6	106
Read blogs	19.7	114
Play games with others online	15.4	98
Post photos online	15.1	106
Chat in online forums	11.5	110
Check in with locations	11.2	97
Update your status on a social network	11.1	105
Rate or review products online	10.4	97
Comment on articles or blogs	10.1	97
Share your GPS location	9.7	94
Post videos online	5.3	93
Publish blog, Tumblr, online journal	4.2	118

Social Media Uses*

A few times per week or more

	%	Index
Stay connected with personal contacts	47.3	105
Keep up to date on general news/events	46.5	100
Stay connected with family	42.6	95
Keep up to date on news/events in my industry	27.7	106
Stay connected with work/professional contacts	19.7	109

Number of Connections

Across all social media

	%	Index
0-49	31.0	84
50-99	13.9	90
100-149	11.4	96
150-199	8.0	104
200-299	7.2	94
300-399	7.7	136
400-499	4.5	121
500-1000	8.6	133
More than 1000	7.7	175

Social Media Access

Typically use



Mobile

	%	Index
Morning	66.6	106
Afternoon	66.1	110
Dinner Time	49.4	111
Evening	60.0	108
Late Night	44.4	113



Tablet

	%	Index
Morning	19.1	87
Afternoon	15.7	77
Dinner Time	14.1	86
Evening	31.3	92
Late Night	19.5	101



Laptop

	%	Index
Morning	30.9	101
Afternoon	32.4	106
Dinner Time	22.0	117
Evening	39.7	107
Late Night	17.7	107



Desktop

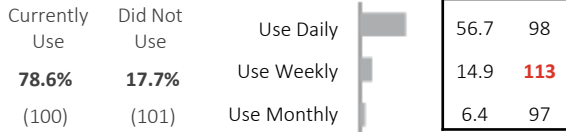
	%	Index
Morning	25.1	95
Afternoon	26.6	100
Dinner Time	13.5	98
Evening	23.8	88
Late Night	12.2	91

Social Media Usage

Facebook



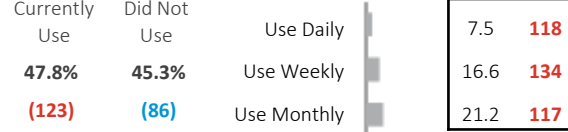
Frequency of Use
[Past Year]



LinkedIn



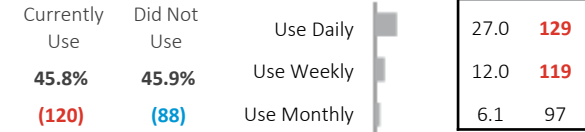
Frequency of Use
[Past Year]



Instagram



Frequency of Use
[Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	54.5	99
Comment/Like other users' posts	44.5	99
Use Messenger	41.0	101
Watch videos	37.3	102
Watch live videos	14.5	100
Post photos	12.1	95
Like or become a fan of a page	11.4	99
Update my status	11.3	97
Click on an ad	9.9	99
Post videos	4.7	88
Create a Facebook group or fan page	3.5	96
Give to a Facebook fundraiser (!)	2.2	103
Create a Facebook fundraiser (!)	1.7	97

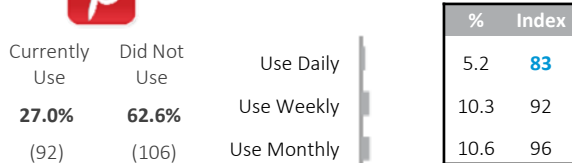
Participate In* (at least a few times per week)	% Comp	Index
Read your newsfeed	10.0	139
View a job posting	7.2	135
Watch videos	5.4	125
Search and review other profiles	5.1	126
Create a connection	4.3	122
Comment on content	4.0	121
Update your profile information	3.2	130
Post an article, video or picture (!)	3.1	130
Click on an ad (!)	2.9	121
Request a recommendation (!)	2.4	149
Participate in LinkedIn forums (!)	2.0	116
Join a LinkedIn group (!)	1.5	93

Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	33.1	124
Like photos/videos	28.1	127
Comment on photos/videos	15.4	118
Watch live videos	14.6	124
Send direct messages	14.2	131
Post photos/videos	11.1	136
View a brand's page	9.2	134
Click on ads	6.4	133
Watch IGTV videos	6.0	129

Pinterest



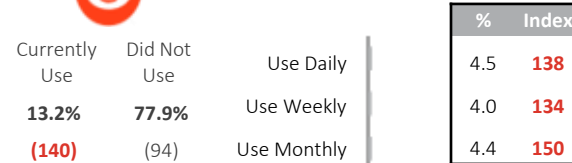
Frequency of Use
[Past Year]



Reddit



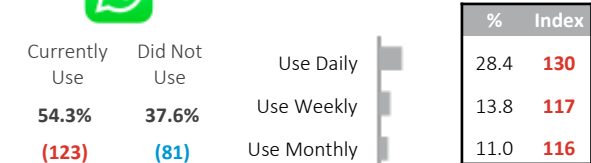
Frequency of Use
[Past Year]



WhatsApp



Frequency of Use
[Past Year]



Participate In* (at least a few times per month)	% Comp	Index
View content	8.8	133
Follow specific Subreddits	4.9	128
Vote on content	4.4	119
Post content	2.5	115

Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	35.8	128
Send/receive images	32.6	130
Use group chats	22.7	127
Send/receive documents and files	15.0	127
Use voice calls	13.3	120

Social Media Usage

Twitter



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
30.9% (121)	59.8% (93)	Use Daily	13.7	126
		Use Weekly	8.0	105
		Use Monthly	8.2	134

YouTube



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
76.7% (107)	12.7% (80)	Use Daily	30.6	108
		Use Weekly	31.8	111
		Use Monthly	12.9	91

Snapchat



Frequency of Use
[Past Year]

Currently Use	Did Not Use		%	Index
12.0% (98)	80.8% (102)	Use Daily	3.1	76
		Use Weekly	3.8	104
		Use Monthly	3.9	102

Participate In* (at least a few times per week)	% Comp	Index
Read tweets	19.3	126
Watch videos	9.9	119
Tweet	7.0	119
Send or receive direct messages	6.2	114
Share a link to a blog post or article of interest	6.1	128
Respond to tweets	5.7	117
Retweet	5.5	108
Actively follow new users	4.5	111
Watch live videos	4.5	97
Follow users who follow you	4.1	95
Click on an ad	2.4	98

Participate In* (at least a few times per week)	% Comp	Index
Watch videos	49.2	107
Like or dislike videos	14.3	108
Watch live videos	12.5	109
Share videos	8.7	112
Leave comment or post response on video	6.1	104
Click on an ad	5.4	90
Embed a video on a web page or blog	4.4	111
Create and post a video	3.2	104

Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	4.8	86
Send direct text messages	4.1	88
Send photos/videos	3.3	80
Use filters or effects	3.2	89
Use group chat	2.1	74
Read Snapchat discover/News	2.1	65
Use video chat	1.7	99
View ads	1.6	92
View a brand's snaps	1.4	70

Audio Podcasts



Currently Use	Did Not Use
24.4% (127)	61.0% (94)

Frequency of Use
[Past Year]

	%	Index
Use Daily	7.7	146
Use Weekly	9.5	129
Use Monthly	6.5	111

Participate In* (at least a few times per week)	% Comp	Index
Listen to a news podcast	6.9	144
Listen to another genre of podcast	6.3	131
Listen to an educational podcast	5.6	145
Listen to a comedy podcast	4.7	171
Listen to a business podcast	4.2	126
Listen to a sports podcast	2.9	150
Subscribe to another genre of podcast	2.9	131
Listen to a technology focused podcast	2.7	143
Subscribe to a sports podcast**	2.7	153
Subscribe to an educational podcast	2.7	138
Subscribe to a comedy podcast (!)	2.4	172
Subscribe to a news podcast	2.3	129
Subscribe to a business podcast (!)	2.0	155
Subscribe to a technology podcast (!)	1.7	134

Other Social Media Platforms



Tinder

Currently Use	Did Not Use
3.8% (139)	92.9% (99)



Tik Tok

Currently Use	Did Not Use
1.5% (91)	95.0% (100)

Frequency of Use -Tinder
[Past Year]

	%	Index
Use Daily (!)	2.1	169
Use Weekly (!)	1.0	165