

PRIZM Segments Included (by SESI): 14, 21, 33, 41, 45, 50

Market: British Columbia

Overview

- Of the 9 EQ Target Groups identified in Canada, Rejuvenators rank 3rd, making up 294,476 households, or 14.6% of the total Households in British Columbia (2,010,897)
- The Median Household Maintainer Age is 59, 46% of couples have children living at home
- Average Household Income of \$99,976 compared to British Columbia at \$106,682
- Top Social Value: Attraction to Nature How close people want to be to nature, whether to recharge their spiritual batteries or to enjoy a simpler, healthier or more authentic way of life
- Above Average interest in Park/City Gardens, Photography, National/Provincial Parks, Canoeing/Kayaking, Fishing/Hunting, Golfing, Cross-Country Skiing/Snowshoeing, Historical Sites, Specialty Movie Theatres/IMAX, and Sporting Events
- Above Average interest in travelling within Canada (Vancouver, Victoria, Other Alberta, Calgary, Jasper, Other Nova Scotia, Banff), Rejuvenators from British Columbia spent an average of \$1,554 on their last vacation
- On average, Rejuvenators from British Columbia spend 14hrs/week listening to the Radio, 22hrs/week watching TV, 1hr/week reading the Newspaper and 3.4hrs/day on the Internet. Daily Magazine usage is minimal (10 min/day)
- 81% currently use Facebook, 32% use Instagram and 21% use Twitter

Sources: DemoStats 2020, PRIZM 2020

Market Sizing

Total Population

Target Group: 724,438 | 14.3% Market: 5,064,371

Total Households

Target Group: 294,476 | 14.6% Market: 2,010,897

Source: Environics Analytics 2020

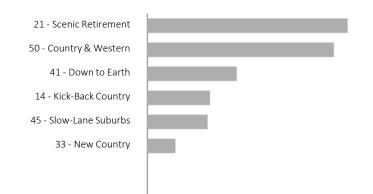
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Top Geographic Markets

		Target Group	Market		
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Nanaimo, BC (CY)	2.4	17.0	116	41,687	2.1
Chilliwack, BC (CY)	2.3	19.2	131	35,091	1.7
Kelowna, BC (CY)	2.0	10.1	69	59,332	3.0
Langley, BC (DM)	2.0	13.2	90	45,344	2.3
North Cowichan, BC (DM)	2.0	43.5	297	13,376	0.7
Vernon, BC (CY)	1.9	29.3	200	19,079	0.9
Kamloops, BC (CY)	1.8	13.2	90	39,430	2.0
Courtenay, BC (CY)	1.6	36.4	248	12,649	0.6
Penticton, BC (CY)	1.4	24.1	165	16,809	0.8
Abbotsford, BC (CY)	1.3	7.5	51	52,381	2.6

Top PRIZM Segments

% of Target Group Households



31.9 29.7 14.3 10.0 96 45

Target Group



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Demographic Profile



Target Group: 724,438 | 14.3% Market: 5,064,371

Total Households

Target Group: 294,476 | 14.6% Market: 2,010,897

Average Household Income

\$99,976 (94)

Median Household Maintainer Age

> 59 (110)

2 Persons 3 Persons 5+ Persons 1 Person 4 Persons

Household Size*

27.1 42.8 13.0 10.7 6.5 94 122 88 83 78

Marital Status**

61.9% (108)

54.1% (124)

30.6%

(104)

Married/Common-Law

Couples Without Kids at Home

Non-Official Language*

Family Composition***

High School Certificate Or Equivalent

Education**

Visible Minority Presence*

5.6%

(17)

Belong to a visible minority group

0.4% (11)

No knowledge of English or French

12.8%

Immigrant Population*

(44)Born outside Canada

Target Group

Psychographics**

Strong Values Weak Values

Attraction to Nature	127	70	Pursuit of Novelty
Emotional Control	123	75	Pursuit of Intensity
Obedience to Authority	121	76	Enthusiasm for Technology
Cultural Assimilation	120	76	Joy of Consumption
Utilitarian Consumerism	118	77	Active Government

Key Social Values

Attraction to Nature Index = 127

Emotional Control Index = 123

Traditional Family Index = **113**

Need for Escape Index = **111**

Work Ethic Index = **110** **Ecological Fatalism** Index = 109

Community Involvement Index = 108

National Pride Index = 108

Ethical Consumerism Index = 107

Racial Fusion Index = 105

Brand Apathy Index = 105

Legacy Index = 103



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Sports & Leisure

Occasionally/Regularly Participate or Attended/Visited [Past Year]

% Comp	Index
85.2	101
76.0	116
61.4	106
57.1	108
54.0	101
	85.2 76.0 61.4 57.1

Top 5 Activities Attended*	% Comp	Index
Exhibitions, carnivals, fairs & markets	55.6	101
Parks & city gardens	52.4	118
National or provincial park	43.3	128
Bars & restaurant bars	40.8	104
Art galleries, museums & science centres	40.7	110

Swimming	Camping	Hiking & backpacking	Parks & city gardens	Photography	Cycling	National or provincial park	Canoeing & kayaking
\$	ŽŽ <u>A</u>	İ	*	Ō			
61.4%	57.1%	53.0%	52.4%	48.9%	45.5%	43.3%	41.3%
(106)	(108)	(107)	(118)	(121)	(104)	(128)	(117)
Bars & restaurant bars	Fishing & hunting	Golfing	Cross country skiing & snowshoeing	Historical sites	Pilates & yoga	Specialty movie theatres/IMAX	Sporting events
			±3i		方		
40.8%	31.8%	30.8%	30.7%	27.2%	25.4%	23.3%	21.8%
(104)	(138)	(124)	(127)	(146)	(100)	(114)	(116)
Ice skating	Downhill skiing	Zoos & aquariums	Power boating & jet skiing	ATV & snowmobiling	Adventure sports	Video arcades & indoor amusement centres	Hockey
	****	ET3		50			Ą.
21.1%	20.8%	16.7%	16.6%	16.2%	15.2%	13.3%	11.2%
(93)	(104)	(91)	(127)	(148)	(117)	(80)	(94)
Music festivals	Beer, food & wine festivals	Theme parks, waterparks & water slides	Snowboarding	Curling	Inline skating	Film festivals	Marathon or similar event
((@))			<u> </u>	M.			
10.2%	10.1%	9.9%	9.1%	8.2%	8.2%	7.2%	6.5%
(106)	(86)	(97)	(107)	(118)	(138)	(97)	(83)
Sources: Opticks Powered by Numer		Index: At least 10% above or	Source: Environi	es Analytics 2020	(!) Indicates small sample size		ked by percent composition

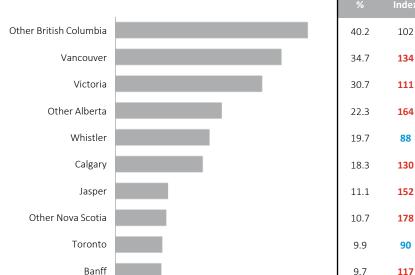


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Travel Profile

Top Canadian Destinations* Visited [Past 3 Years]



Vacation Spending



(96)

Average spend on last trip

Vacation Booking**

Used [Past 3 Years]



Index
108
100
99
97
119
99
131
107

Booked With [Past Year]



18.5%

(108)

Booking.com 8.3%

Hotels.com Hotels.com

Airline Websites

21.4%

(119)

5.8%

(118)

trivago Trivago.ca

** travelocity Travelocity.com/ca

Discount Sites

3.4%

(171)

3.3% (148)

2.6% # 55°

(124)

Other Travel 6.9% (108)

Travel Type & Frequency

Business Trips



Average number of 8.0 nights away in the past (88)year for business trips

Øredtag.ca (128)

Redtag.ca/itravel.com (!)

1.3%

(124)

Personal Trips

Average out-of-town 3.9 vacations taken in (105)the past 3 years

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





3.5 (100)





5.3



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Source: Environics Analytics 2020

Travel Profile

Accommodation Preferences*



Airline Preferences**

Flown [Past Year]



Car Rental*

Rented From [Past Year]



Cottage

10.8%

(115)

Boat

3.6%

(140)



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Media

Overall Level of Use



14 hours/week

(115)

Television

1,301 minutes/week (113)

Newspaper

1 hours/week (97)

% Index

10 minutes/day (108)

Magazine

Internet ((()))

205 minutes/day (91)

Top Radio Programs*

Programs [Weekly]		
	%	Index
News/Talk	38.1	103
Adult Contemporary	19.7	105
AOR/Mainstream Rock	15.1	208
Classic Hits	14.4	116
Multi/Variety/Specialty	12.5	107
Not Classified	8.3	112



Movies	45.5	101
Evening local news	44.9	117
Documentaries	34.8	123
News/current affairs	32.7	106
Suspense/crime dramas	31.0	112
Hockey (when in season)	30.0	116
Primetime serial dramas	27.5	98
Home renovation/decoration shows	27.3	109
Situation comedies	26.5	107
Cooking programs	25.7	104

Top Newspaper Sections* Frequency Read [Occasionally/Frequently]

	%	Index
Local & Regional News	61.2	105
International News & World	56.3	106
National News	52.0	100
Editorials	35.5	113
Health	34.2	94
Travel	30.9	104
Sports	30.6	107
Business & Financial	30.4	119
Food	29.6	91
Movie & Entertainment	28.1	83

Top Magazine Publications*

Read	[Past	Month]	

Read [Past Month]		
	%	Index
Other English-Canadian	12.5	120
Canadian Living	9.2	108
National Geographic	8.9	131
Other U.S. magazines	8.4	84
Maclean's	8.1	126
Canadian Geographic	7.8	172
People	6.7	131
Air Canada enRoute	5.9	143
Canadian House and Home	5.0	165
Cineplex Magazine	4.6	109

Top Internet Activities*

Hot Adult Contemporary

Modern/Alternative Rock

Mainstream Top 40/CHR

Activity [Past Week]

Today's Country



Use apps Internet search - business, services, products Access a news site Watch a subscription-based video service

7.8

7.5

7.2

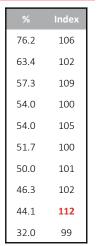
7.0

74

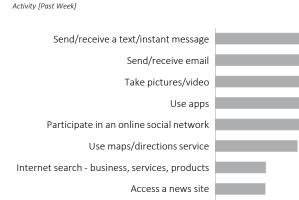
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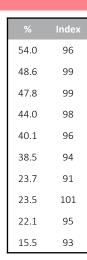
84

47



Top Mobile Activities*





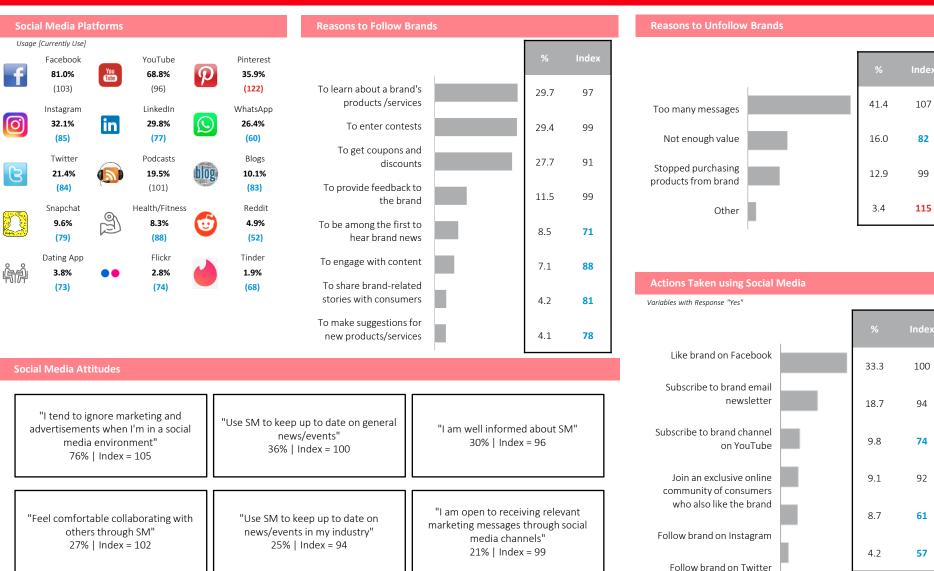
Do banking/pay bills online

Compare products/prices while shopping



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Media





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Product Preferences

Variables with "Aaree" Statements

"I would like	to eat healthy foods
m	ore often"
81%	Index = 104

"I generally achieve what I set out to do"

77% | Index = 113

"I am very concerned about the nutritional content of food products I buy" 72% | Index = 106

"I have tried a product/service based on a personal recommendation" 71% | Index = 99 "I value companies who give back to the community" 68% | Index = 104

"I make an effort to buy local produce/products" 67% | Index = 107

"Family life and having children are most important to me" 65% | Index = **112** "I consider myself to be informed on current events or issues" 64% | Index = 104 "I am interested in learning about different cultures" 63% | Index = 102

"I like to cook" 58% | Index = 103

"I like to try new places to eat" 56% | Index = 102 "It's important to buy products from socially-responsible/environmentallyfriendly companies" 54% | Index = 100

"I offer recommendations of products/services to other people" 54% | Index = 101 "When I shop online I prefer to support Canadian retailers" 52% | Index = 105 "I like to try new and different products" 52% | Index = 101

"I am adventurous/"outdoorsy"" 45% | Index = **116** "Free-trial/product samples can influence my purchase decisions" 44% | Index = 104

"I am willing to pay more for ecofriendly products" 35% | Index = 101 "Advertising is an important source of information to me" 27% | Index = 109 "I prefer to shop online for convenience" 26% | Index = 91

"Vegetarianism is a healthy option"
26% | Index = 82

"Staying connected via social media is very important to me"
23% | Index = 88

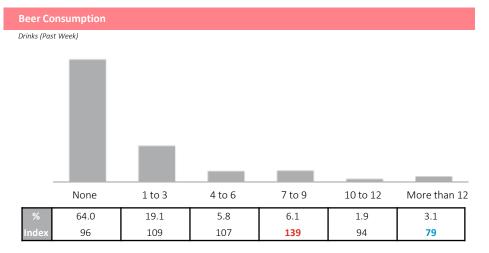
"I enjoy being extravagant/indulgent" 22% | Index = **115** "I consider myself to be sophisticated" 20% | Index = 94 "I lead a fairly busy social life" 19% | Index = 88



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Product Preferences



Drinks

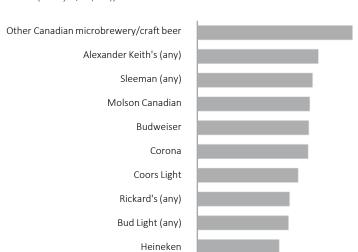
Drank [Past Month]	% Comp	Index
Canadian wine	27.1	122
Cider	12.2	106
Liqueurs (any)	12.1	125

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	19.3	118

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	21.3	86

Top 10 Beers*

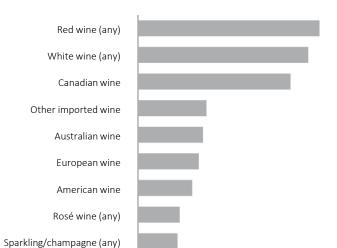
Brand Drink [Most Often/Frequently]



%	Index
21.3	86
16.6	147
15.9	128
15.5	127
15.3	123
15.2	105
13.9	133
12.7	157
12.5	153
11.3	105

Wine Details

Drank [Past Month]







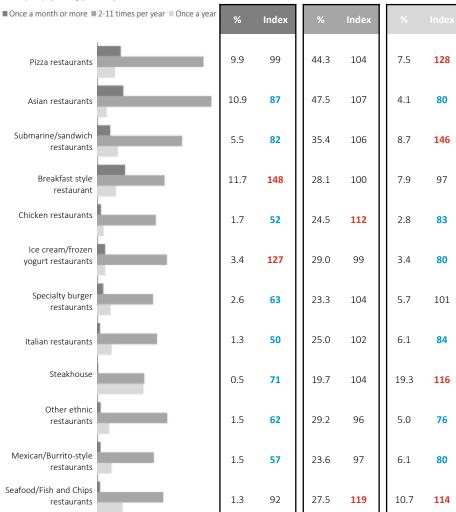
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Product Preferences

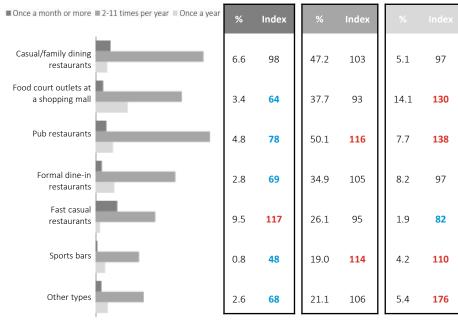


Frequency of Visiting [Past Year]



Restaurant Service Type*

Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]





Organic Meat 9.3% (96)



PRIZM Segments Included (by SESI): 14, 21, 33, 41, 45, 50 Market: British Columbia

Product Preferences

(85)

Demographics Rent Own 19.8% 79.6% (61)(118)Age of Children at Home Households with Children at Home 0 to 4 5 to 9 10 to 14 15 to 19 20 to 24 25 or more 31.8% 16.4 18.9 19.3 18.9 11.1 15.5 82 87

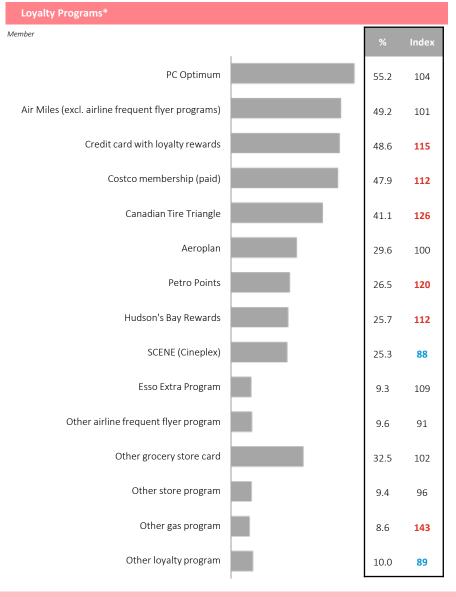
109

112

104

103

Demographic Trends Household Projections 320k 310k 300k 2022 2023 2024 2025 2026 2027 2028 2029 2030 294,476 302,610 307,875 322,461 2.8 4.6 9.5 79 80 85



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

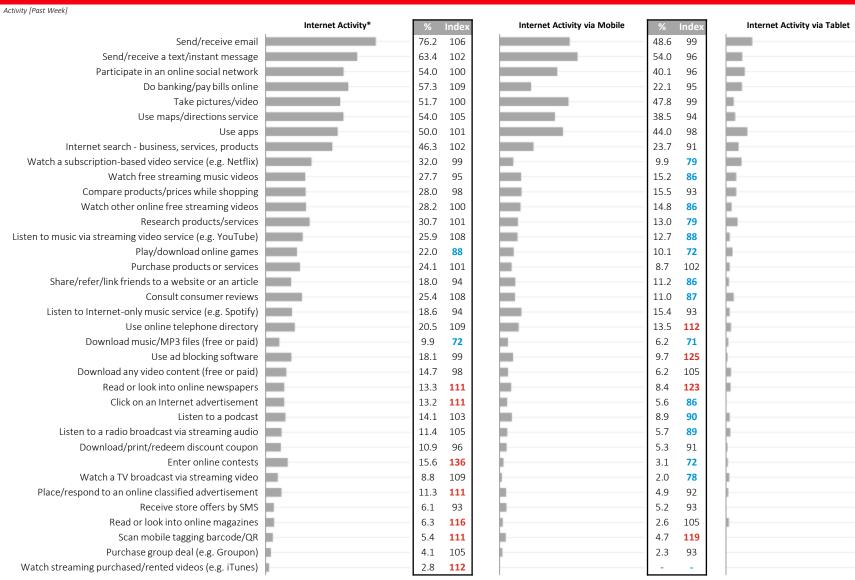
Target Group



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Internet Activity



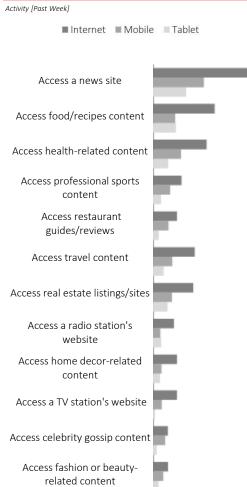


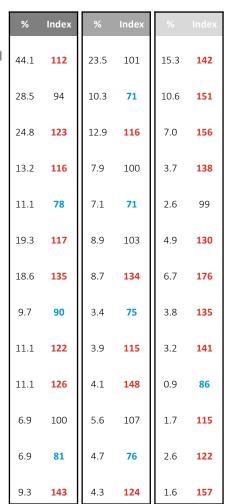
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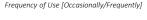
Internet Activity

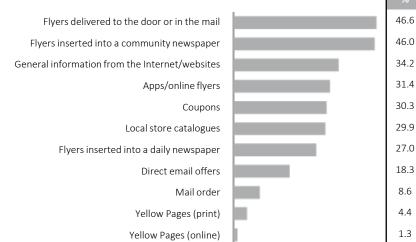






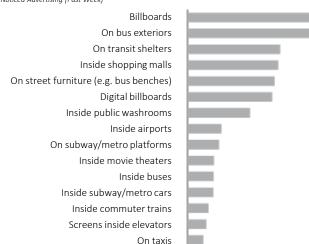
Direct Media Usage

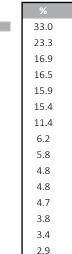




Out of Home Advertising

Noticed Advertising [Past Week]





112

112

103

110

91

121

113

85

106

106

110

118

88

90

97

87

107

108

107

72

73

49

70

63

51

89

Access automotive

news/content



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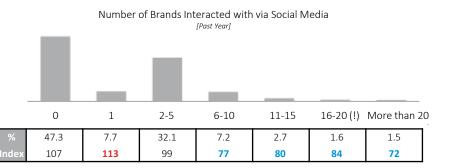
Market: British Columbia

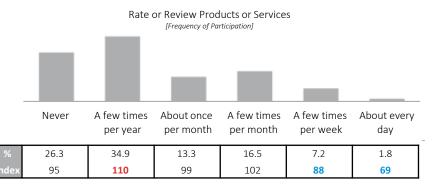
Social Media Usage

Social Media Overview

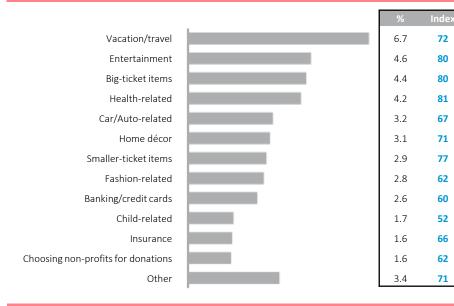
- 55% of Rejuvenators from British Columbia tend to access social media on their mobile phones during the morning hours, 53% during the afternoon hours
- 12% seek recommendations for Vacation/Travel Information via social media (Above Average)
- 89% believe that Social media companies should not be allowed to own or share their personal information

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

Rejuvenators 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" 89% | Index = 105 "I tend to ignore marketing and advertisements when I'm in a social media environment" 76% | Index = 105

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 73% | Index = 103

"Use SM to stay connected with personal contacts"

47% | Index = 106

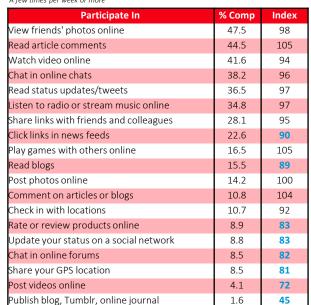


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Social Media Usage

Frequency of Participation*

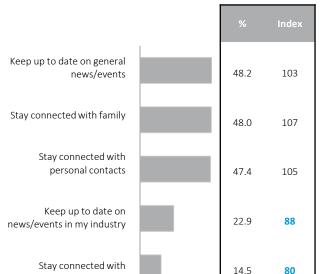
A few times per week or more



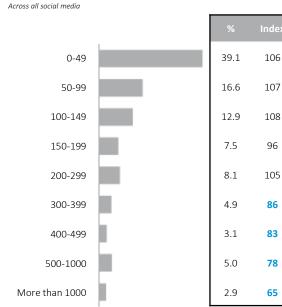
Social Media Uses*

A few times per week or more



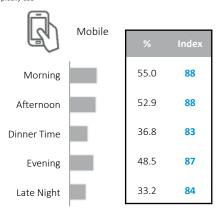


Number of Connections



Social Media Access

Typically use

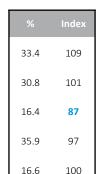


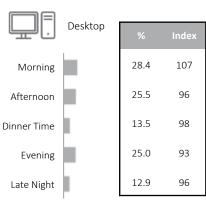




work/professional contacts



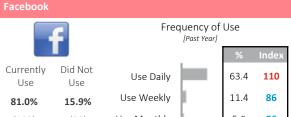






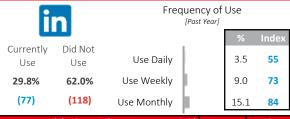
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Social Media Usage



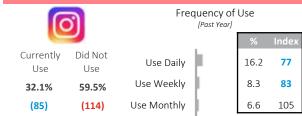
(90)	Use Monthly		5.	.6 86
at least a	few times per we	ek)	% Comp	Index
eed			59.5	108
ther user	s' posts		51.6	115
			45.8	113
			37.5	102
			13.7	108
ıs			13.0	90
a fan of a	page		11.1	97
IS			10.9	94
			9.6	97
			4.7	90
ok group	or fan page		2.1	58
ok fundra	aiser (!)		0.7	33
ok fundra	iser (!)		0.3	19
	at least a seed whither user as a fan of a seed ok group ook fundra	at least a few times per we eed other users' posts as fan of a page	at least a few times per week) eed other users' posts as fan of a page us ok group or fan page ook fundraiser (!)	State Stat

LinkedIn



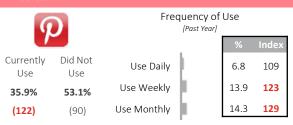
(77)	(118)	(118) Use Monthly		15.	1 84
Participate In	* (at least a	few times per we	eek)	% Comp	Index
Read your nev	wsfeed			4.6	64
View a job pos	sting			3.3	62
Watch videos				2.2	51
Comment on (content			1.9	58
Search and re	view other p	rofiles		1.7	42
Click on an ad	(!)			1.2	51
Update your p	rofile inforn	nation		1.1	44
Post an article, video or picture (!)			1.1	45	
Create a connection				1.0	27
Join a LinkedIn group (!)			0.6	40	
Participate in LinkedIn forums (!)			0.4	24	
Request a rec	ommendatio	on (!)		0.3	19

nstagram

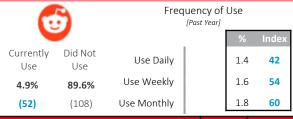


Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	21.2	79
Like photos/videos	17.3	78
Comment on photos/videos	10.2	79
Watch live videos	8.4	72
Send direct messages	6.9	63
Post photos/videos	5.6	69
View a brand's page	4.3	62
Click on ads	3.2	67
Watch IGTV videos	2.3	49

Pinterest

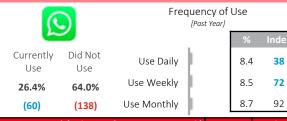


Reddit



Participate In* (at least a few times per month)	% Comp	Index
View content	3.2	47
Follow specific Subreddits	2.0	51
Vote on content	1.9	50
Post content	0.9	43

WhatsApp



% Comp	Index
12.3	44
10.6	42
4.9	27
4.4	40
3.8	32
	12.3 10.6 4.9 4.4

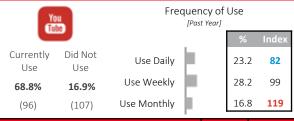


PRIZM Segments Included (by SESI): 14, 21, 33, 41, 45, 50 Market: British Columbia

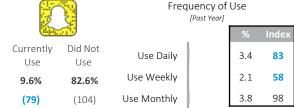
Social Media Usage

C	2	Frequency of Use [Past Year]			
				%	Index
Currently Use	Did Not Use	Use Daily		8.7	81
21.4%	69.7%	Use Weekly)	6.9	91
(84)	(108)	Use Monthly		4.8	79

(84)	108) U	se Monthly		4.8	3 79
Participate In* (at	least a few	times per we	eek)	% Comp	Index
Read tweets				13.1	86
Watch videos				6.9	83
Tweet				5.1	86
Send or receive dir	ect message	es		4.6	85
Retweet				4.1	80
Respond to tweets				4.0	82
Watch live videos				3.9	85
Follow users who f	ollow you			3.8	89
Share a link to a blo	og post or ar	ticle of intere	est	3.6	77
Actively follow new	users /			3.1	76
Click on an ad				1.7	70



(96)	(107)	Use Monthly	р.		16.8	3 119	
Participate In* (at least a	few times per we	eek)	% Co	mp	Index	:
Watch videos				40.	.0	87	
Like or dislike vid	leos			11.	.1	83	
Watch live video	S			7.	7	67	
Share videos				5.2	2	67	
Leave comment	or post re	sponse on video		4.8	3	82	
Click on an ad				4.4		74	
Create and post	a video			2.0)	66	
Embed a video o	n a web p	age or blog		1.7	7	43	



, ,		
Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	4.5	80
Send photos/videos	3.6	87
Send direct text messages	3.5	77
Read Snapchat discover/News	2.7	84
Use filters or effects	2.2	61
Use group chat	1.8	63
View a brand's snaps	1.5	73
View ads	0.7	41
Use video chat	0.7	40

Audio Podcasts



Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Listen to a news podcast	4.4	93
Listen to another genre of podcast	3.9	82
Listen to an educational podcast	3.3	86
Listen to a business podcast	3.0	91
Listen to a comedy podcast	2.2	81
Subscribe to a educational podcast	1.4	71
Subscribe to another genre of podcast	1.2	57
Subscribe to a news podcast	1.2	68
Listen to a technology focused podcast	1.0	53
Listen to a sports podcast	0.9	49
Subscribe to a comedy podcast (!)	0.7	52
Subscribe to a sports podcast**	0.7	41
Subscribe to a business podcast (!)	0.5	41
Subscribe to a technology podcast (!)	0.4	33

Source: Environics Analytics 2020

Other Social Media Platforms

Tinder			Tik Tok		
	Currently Use	Did Not Use	45	Currently Use	Did No Use
	1.9%	96.0%		1.8%	96.8%
	(68)	(102)		(109)	(102)

Frequency of Use -Tinder [Past Year]

