

PRIZM Segments Included (by SESI): 10

Market: British Columbia



Overview

Of the 67 PRIZM Clusters identified in Canada, Asian Achievement rank 2nd, making up 94,893 households, or 5% of the total Households in British Columbia (2,018,734).

The Median Household Maintainer Age is 55, 54.9% of couples have children living at home (Above Average).

Above Average Household Income of \$128,169 compared to BC at \$113,574.

Top 3 Social Values: Brand Genuineness, Ostentatious Consumption, and Importance of Aesthetics.

Top Tourism Activities: Swimming, Camping, and Hiking/Backpacking. Above Average interest in Adventure Sports, Snowboarding, and Dinner Theatres.

Below Average interest for travelling within Canada (Above Average for Whistler), Asian Achievement from British Columbia spent an average of \$1,611 (Average) on their last vacation.

72% currently use Facebook (Average), 39.2% use Instagram (Average), 26.7% use Twitter (Average) and 72.5% use YouTube (Average).

Market Sizing

Total Population

Target Group: 297,724 | 5.8% Market: 5,102,265

Total Households

Target Group: 94,893 | 4.7% Market: 2,018,734

100.0

Top Geographic Markets

	Target Group			Market	
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Richmond, BC (CY)	30.2	35.8	763	79,821	4.0
Burnaby, BC (CY)	28.4	26.7	569	100,623	5.0
Vancouver, BC (CY)	16.3	5.1	109	302,650	15.0
Coquitlam, BC (CY)	11.8	20.2	430	55,346	2.7
Surrey, BC (CY)	5.4	2.8	60	181,001	9.0
Saanich, BC (DM)	2.9	5.6	119	48,518	2.4
New Westminster, BC (CY)	1.7	4.5	97	35,558	1.8
Port Coquitlam, BC (CY)	1.4	5.7	120	23,343	1.2
North Vancouver, BC (CY)	0.5	1.9	41	26,626	1.3
Delta, BC (DM)	0.4	1.0	21	38,122	1.9

EQ Segments

% of Target Group Households

Free Spirits **Authentic Experiencers Cultural Explorers Cultural History Buffs** Personal History Explorers **Gentle Explorers** No Hassle Travellers Virtual Travellers Rejuvenators

Top PRIZM Segments

% of Target Group Households

10 - Asian Achievement

100.0



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Demographic Profile



Target Group: 297,724 | 5.8% Market: 5,102,265



Target Group: 94,893 | 4.7% Market: 2,018,734

Average Household Income

\$128,169 (113)

Median Household Maintainer Age

> 55 (102)

_	1 Person	2 Persons	3 Persons	4 Persons	5+ Person	_ <
	2 . 2.3011	2 1 0 1 3 0 1 3	3 1 2/30/13		3. 1 (13011	•
	18.0	28.8	20.3	19.3	13.6	ı

138

Household Size*

Marital Status**

Married/Common-Law

57.1% (100)

62

54.9% (132)

82

150

Education**

35.4% (130)

163

Family Composition***

Couples With Kids at Home

University Degree

Visible Minority Presence*

Belong to a visible minority

group

Non-Official Language*

Immigrant Population*

67.9% (208)

8.0%

(239)

No knowledge of English or French

51.3% (180)

Born outside Canada

Psychographics**

Strong Valu	trong Values		eak Values
Brand Genuineness	167	56	Cultural Assimilation
Ostentatious Consumption	150	58	Attraction to Nature
Importance of Aesthetics	148	60	Brand Apathy
Multiculturalism	147	64	Parochialism
Consumption Evangelism	146	70	Utilitarian Consumerism

Key Social Values

Brand Genuineness Index = 167

Multiculturalism Index = 147

Consumption Evangelism Index = 146

Consumptivity

Index = 135

Attraction For Crowds Index = 134

Culture Sampling Index = 133

Global Consciousness

Index = 127

Social Learning Index = 123

Community Involvement Index = 120

Ecological Concern

Index = 119

Legacy Index = **119** Search for Roots Index = **118**



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Sports & Leisure

Top 5 Activities Participated*		Index
Reading	81.8	97
Gardening	56.9	95
Volunteer work	52.6	98
Home exercise & home workout	52.1	96
Fitness walking	48.7	94

Top 5 Activities Attended*	% Comp	Index
Exhibitions, carnivals, fairs & markets	55.4	106
Parks & city gardens	40.0	93
Bars & restaurant bars	36.1	98
Movies at a theatre/drive-in	35.1	95
Art galleries, museums & science centres	33.2	99

	Fitness walking		48.7 94	Ar	Art galleries, museums & science centres		
Key Tourism Activities*	**						
Swimming	Camping	Hiking & backpacking	Cycling	Parks & city gardens	Bars & restaurant bars	Photography	Canoeing & kayaking
\$	<u> Ž</u>	Š		*	¥		
46.6%	44.7% (89)	44.5% (89)	41.4% (90)	40.0% (93)	36.1% (98)	34.4% (88)	29.8% (85)
Specialty movie theatres/IMAX	Pilates & yoga	Golfing	National or provincial park	Ice skating	Downhill skiing	Cross country skiing & snowshoeing	Video arcades & indoor amusement centres
	Ĵ				***	-Si	
23.3% (111)	21.5% (94)	20.5% (77)	20.1% (70)	19.5% (86)	19.1% (101)	18.4% (75)	16.8% (109)
Fishing & hunting	Zoos & aquariums	Sporting events	Adventure sports	Historical sites	Power boating & jet skiing	Hockey	Snowboarding
	ET3					Ą.	<u> </u>
16.7% (68)	14.8% (91)	13.9% (82)	13.1% (111)	12.4% (64)	12.3% (101)	11.6% (100)	10.9% <mark>(130)</mark>
Theme parks, waterparks & water	Music festivals	ATV & snowmobiling	Curling	Beer, food & wine festivals	Film festivals	Marathon or similar event	Dinner theatres
slides	((@))	500	M.				
10.1%	8.5% (102)	7.8% (64)	7.4% (95)	6.7% (60)	6.1% (97)	4.6%	4.2% (111)

PRIZM Segments Included (by SESI): 10 Market: British Columbia



42.7

41.6

36.4

31.0

22.7

14.7

12.5

12.1

121

96

89

107

95

85

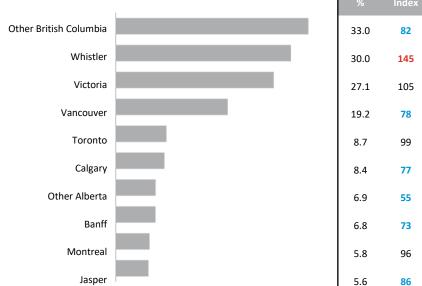
109

115

Travel Profile

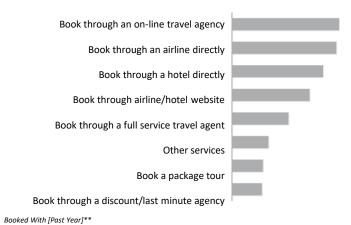
Top Canadian Destinations*





Vacation Booking*

Used [Past 3 Years]





(110)









Expedia.com/ca 20.2%

Booking.com 5.1% ** travelocity (71)

4.1% ₩. (71)

(43)

1.4%

Travelocity.com/ca (!) Airline Websites **Discount Sites** 1.2% 14.9% 2.3%

Other Travel

(62)

5.7% (65)(100)(91)(106)

Travel Type & Frequency

Business Trips



9.8 (88)

Average number of nights away in the past year for business trips

Personal Trips

3.6 (100) Average out-of-town vacations taken in the past 3 years

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







3.3



(83)

\$500 to

\$999

17.5

94

\$1,000 to

\$1,999

18.0

94

\$2,000 to

\$2,999

9.9

107

Vacation Spending

Under \$500

33.0

107

Spent Last Vacation

\$3,000 to

\$3,999

8.0

129

\$4,000 or

More

13.6

84

1,611

(97)

Average spend

on last trip



PRIZM Segments Included (by SESI): 10

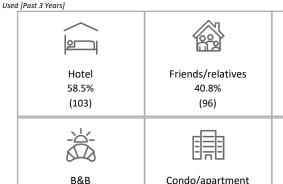
Market: British Columbia



Travel Profile

Accommodation Preferences*







(114)



RV/camper 8.8% (69)

All-inclusive resort

15.2%

(98)



Camping 19.4% (81)



Cruise ship 11.2% (100)



Vacation rental by owner 23.8% (100)



Package tours 4.7% (96)



Motel 12.4% (63)

Spa resort

5.0%

(92)



Cottage 7.9% (85)



Boat 2.5% (67)

Airline Preferences**

13.3%

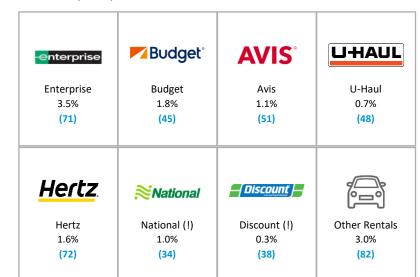
(96)

Flown [Past Year]

♠ AIR CANADA	WESTJET 	Air transat	porter	*
Air Canada	West Jet	Air Transat	Porter Airlines	Other Canadian
42.4%	27.0%	7.3%	0.0%	3.6%
(116)	(89)	(117)	(35)	(64)
▲ DELTA AIR LINES	UNITED	American Airlines 🔪		
Delta Airlines	United Airlines	American Airlines	Other American	
5.8%	5.8%	5.0%	8.8%	
(107)	(93)	(114)	(109)	
	¥.	J. P. J. L.		
European Airlines	Asian Airlines	Other Charter	Other	
6.7%	9.6%	1.6%	5.0%	
(88)	(153)	(74)	(71)	

Car Rental*

Rented From [Past Year]

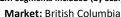


Note: Base variables are default and vary based on database

**Ranked by national percent composition within row



PRIZM Segments Included (by SESI): 10





Media





12 hours/week

(99)

Television

979 minutes/week

(84)

Newspaper

1 hours/week

(90)

Magazine

5 minutes/day (63)

Internet ((())

245 minutes/day (103)

Top Radio Progr<u>ams*</u>

Programs [Weekly]		
	%	Index
News/Talk	37.3	105
Adult Contemporary	23.1	118
Mainstream Top 40/CHR	19.3	156
Multi/Variety/Specialty	13.8	94
Hot Adult Contemporary	13.6	170
Modern/Alternative Rock	11.8	134
Classic Hits	10.9	81
Classic Rock	9.7	99
Sports	7.4	193
Today's Country	7.3	79

Top Television Programs* Programs [Average Week]

	%	Inde
Movies	40.5	93
Evening local news	35.6	86
Primetime serial dramas	30.3	101
News/current affairs	29.4	91
Suspense/crime dramas	26.6	91
Situation comedies	23.0	103
Cooking programs	21.7	98
Hockey (when in season)	21.5	99
Documentaries	21.5	86
Home renovation/decoration shows	18.7	81

Top Newspaper Sections*

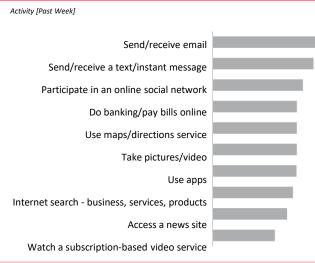
	%	Index
Local & Regional News	50.7	90
National News	50.0	94
International News & World	47.5	92
Health	36.1	106
Movie & Entertainment	30.4	100
Food	30.0	103
Editorials	29.7	96
Business & Financial	25.9	104
Travel	24.2	96
Sports	22.2	92

Top Magazine Publications*

Read	[Past	Month.	1

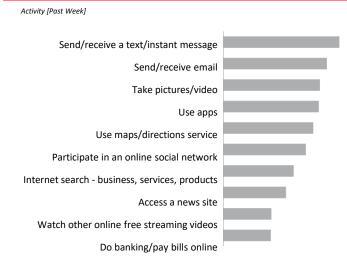
nead it ase money	%	Ind
Other U.S. magazines	8.2	85
Other English-Canadian	7.5	74
National Geographic	4.4	73
Canadian Living	4.2	69
Cineplex Magazine	3.6	10
Maclean's	3.1	46
Reader's Digest	2.8	52
Time	2.6	93
People	2.5	60
CAA Magazine	2.4	63
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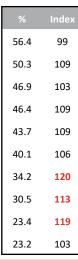
Top Internet Activities*



68.0 99 59.0 96 52.9 98 49.3 97 100 49.3 49.3 101 49.1 104 47.0 102 43.6 102 36.5 99

Top Mobile Activities*





Sources: Opticks Powered by Numeris 2021 Note: Base variables are default and vary based on database Index: At least 10% above or below the average

Target Group

Source: Environics Analytics 2021

(!) Indicates small sample size

Ranked on Household Population 12+



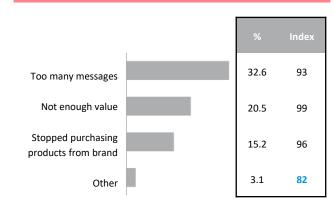
PRIZM Segments Included (by SESI): 10 Market: British Columbia



Media



Reasons to Unfollow Brands



Social Media Attitudes

"I tend to ignore marketing and advertisements when I'm in a social media environment" 65% | Index = 91

"Use SM to keep up to date on general news/events" 36% | Index = 101

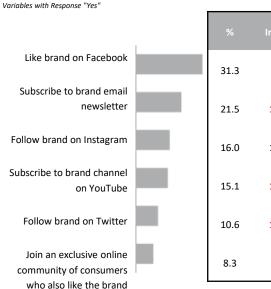
"I am well informed about SM" 31% | Index = 101

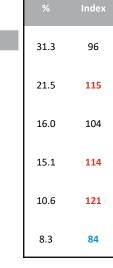
"Use SM to keep up to date on news/events in my industry" 29% | Index = 113

"Feel comfortable collaborating with others through SM" 26% | Index = 97

"I am open to receiving relevant marketing messages through social media channels" 24% | Index = 118

Actions Taken using Social Media







PRIZM Segments Included (by SESI): 10 Market: British Columbia



Product Preferences

Variables with "Agree" Statements

"I would like to eat healthy foods
more often"
76% Index = 101

"I have tried a product/service based on a personal recommendation" 73% | Index = 100

"I am very concerned about the nutritional content of food products I buy" 67% | Index = 101

"I generally achieve what I set out to do" 66% | Index = 96

"I consider myself to be informed on current events or issues" 64% | Index = 91

"I make an effort to buy local produce/products" 59% | Index = 93

"I am interested in learning about different cultures" 58% | Index = 102

"I like to try new places to eat" 55% | Index = 100

"I offer recommendations of products/services to other people" 55% | Index = 104

"It's important to buy products from sociallyresponsible/environmentally-friendly companies" 54% | Index = 96

"When I shop online I prefer to support Canadian retailers" 52% | Index = 92

"Family life and having children are most important to me" 51% | Index = 90

"I like to cook" 47% | Index = 82 "I like to try new and different products" 45% | Index = 94

"Vegetarianism is a healthy option" 41% | Index = 111

"Free-trial/product samples can influence my purchase decisions" 38% | Index = 95

"I am willing to pay more for ecofriendly products" 38% | Index = 103

"I am adventurous/"outdoorsy"" 37% | Index = 91

"I prefer to shop online for convenience" 32% | Index = 104

"I lead a fairly busy social life" 27% | Index = 105

"Staying connected via social media is very important to me"

25% | Index = 89

"Advertising is an important source of information to me" 22% | Index = 101

"I enjoy being extravagant/indulgent" 19% | Index = 104

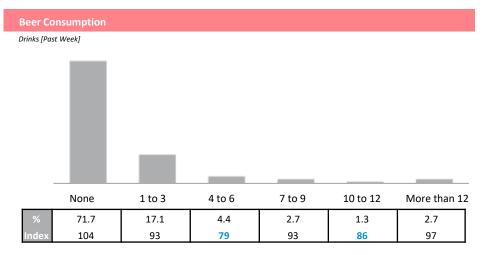
"I consider myself to be sophisticated" 17% | Index = 84



PRIZM Segments Included (by SESI): 10 Market: British Columbia



Product Preferences



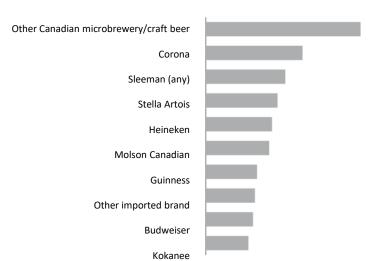
Drank [Past Month]	% Comp	Index
Canadian wine	16.9	79
Cider	10.5	88
Liqueurs (any)	6.5	58

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	14.8	94

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	32.4	123

Top 10 Beers*

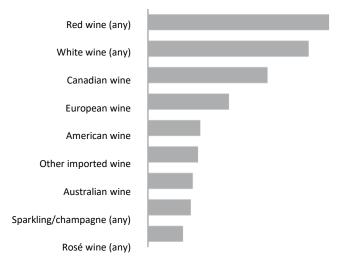
Brand Drink [Most Often/Frequently]



%	Index
32.4	123
20.2	118
16.6	119
15.0	131
13.9	123
13.3	121
10.7	103
10.3	104
9.9	88
8.9	88



Drank [Past Month]





Note: Base variables are default and vary based on database



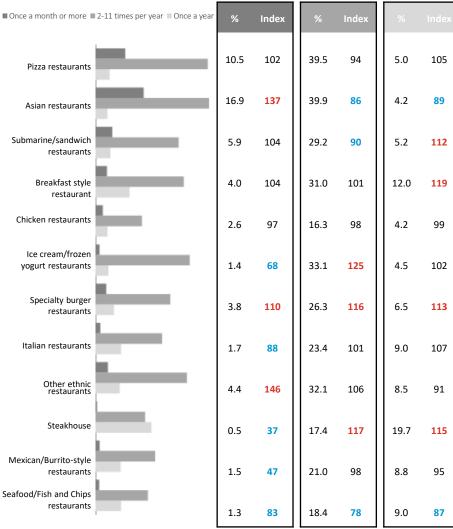
PRIZM Segments Included (by SESI): 10 Market: British Columbia



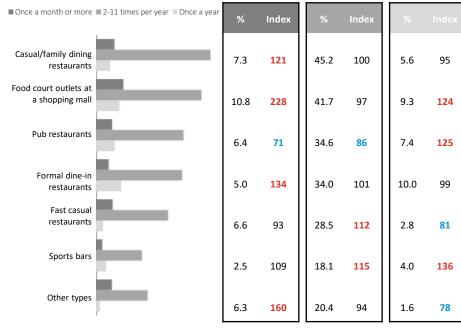
Product Preferences



Frequency of Visiting [Past Year]



Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables 28.7% (94)



Other Organic Food 13.9% (84)



Organic Meat 7.8% (75)

Note: Base variables are default and vary based on database



PRIZM Segments Included (by SESI): 10 Market: British Columbia



97

100

97

88

130

86

87

97

83

87

85

100

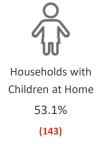
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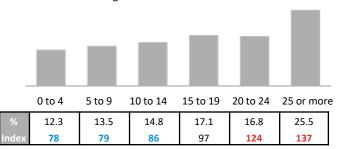
75

48

Product Preferences

Demographics Rent Own 73.5% 26.5% (82)(109)Age of Children at Home



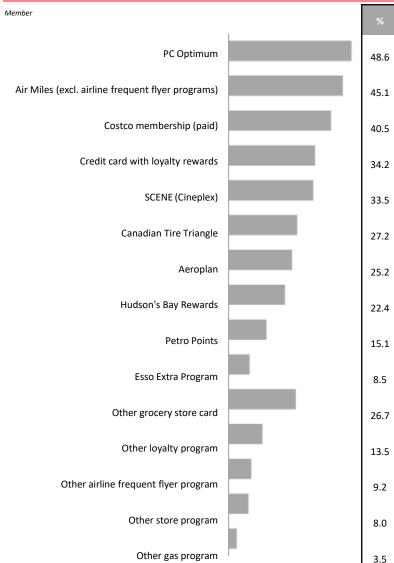


Demographic Trends Household Projections 105k 100k 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 2031 94,893 97,882 99,868 105,429 5.2 3.1 11.1

113

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

Loyalty Programs*



113

128



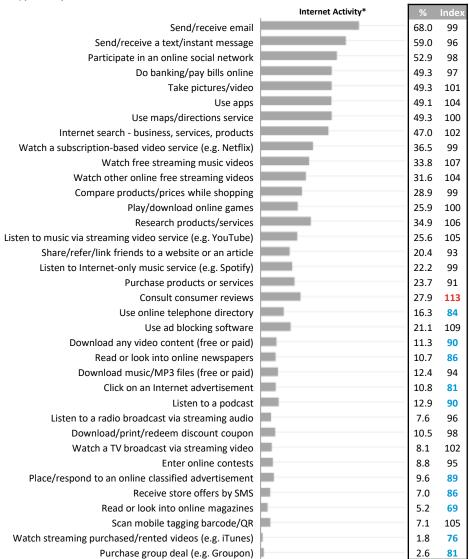
PRIZM Segments Included (by SESI): 10

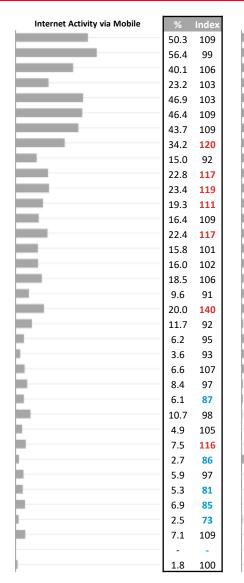
Market: British Columbia

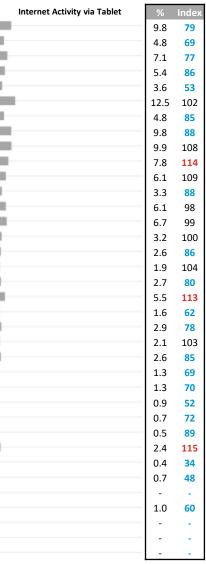


Internet Activity









bcrts

Asian Achievement

PRIZM Segments Included (by SESI): 10 Market: British Columbia



110

85

100 82

115

99

87

90

70

38

29

100

105

113

119

120

104

120

133

123

104

126

122

123

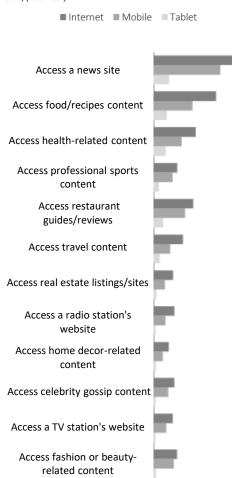
85

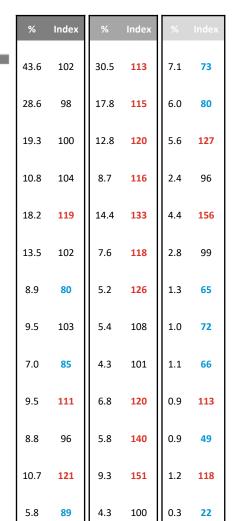
100

Internet Activity

Top Website Types*

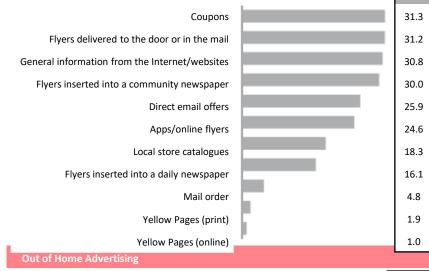
Activity [Past Week]

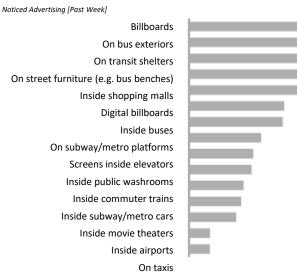


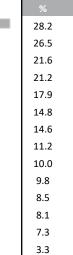


Direct Media Usage









Note: Base variables are default and vary based on database

Access automotive

news/content

3.3

PRIZM Segments Included (by SESI): 10 Market: British Columbia



Social Media Usage

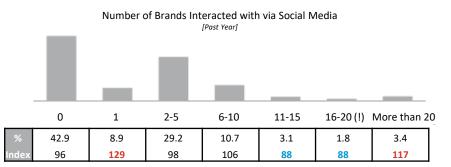
Social Media Overview

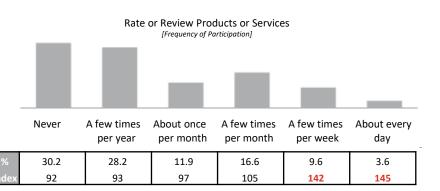
Internet and Social Media Usage: 47% search for businesses, services and products online (Average), 13.5% access Travel Content Websites (Average)

65.2% of Asian Achievement from British Columbia tend to access social media on their mobile phones during the morning hours, 62.9% during the afternoon hours.

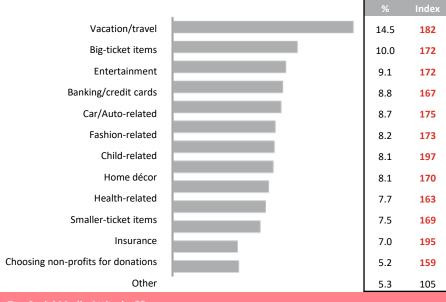
14.5% seek recommendations for Vacation/Travel Information via social media (Above Average).

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

76% believe that Social Media companies should not be allowed to own or share their personal information.

65% tend to ignore marketing and advertisements on Social Media.

"Social media companies should not be allowed to own or share my personal information" 76% | Index = 91

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 61% | Index = 91

"I tend to ignore marketing and advertisements when I'm in a social media environment" 65% | Index = 91

"Use SM to stay connected with personal

contacts" 39% | Index = 87



PRIZM Segments Included (by SESI): 10 Market: British Columbia



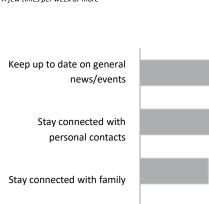
Social Media Usage

A few times per week or more

Participate In	% Comp	Index
Watch video online	51.4	111
View friends' photos online	43.7	91
Chat in online chats	42.2	103
Read article comments	40.7	103
Listen to radio or stream music online	38.6	110
Read status updates/tweets	36.3	98
Share links with friends and colleagues	33.2	114
Click links in news feeds	27.2	119
Read blogs	19.3	121
Play games with others online	14.9	92
Post photos online	13.7	102
Rate or review products online	13.2	143
Chat in online forums	12.9	126
Share your GPS location	12.4	150
Check in with locations	11.9	135
Update your status on a social network	11.2	105
Comment on articles or blogs	10.8	126
Post videos online	8.1	143
Publish blog, Tumblr, online journal	6.0	163

Social Media Uses*

A few times per week or more



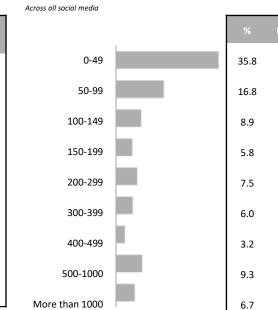
Keep up to date on

Stay connected with

news/events in my industry

work/professional contacts

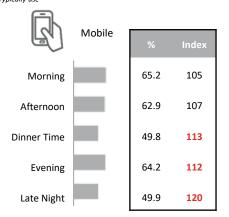




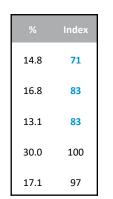
103 100 79 96 84 117 90

Social Media Access

Typically use









%	Index
23.7	83
31.4	96
15.4	79
36.2	100
15.7	92

96

91

92

119

139

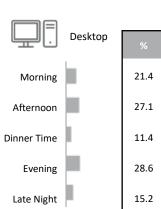
44.4

43.2

42.5

30.5

25.2



Note: Base variables are default and vary based on database

117

120

94

106

89

117

121



Use

72.0%

Asian Achievement

PRIZM Segments Included (by SESI): 10 Market: British Columbia



Social Media Usage

Use

22.6%

Frequency of Use [Past Year] Did Not Currently Use Daily 47.1 83

Use Weekly

17.2

5.0

4.5

123

199

198

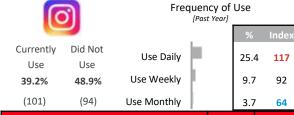
(93)(116)Use Monthly 6.9 126 Participate In* (at least a few times per week) % Comp Index Read my news feed 49.4 92 97 Watch videos 37.5 35.4 Use Messenger 81 Comment/Like other users' posts 35.0 78 Watch live videos 16.9 106 99 Post photos 13.3 12.4 Update my status 112 Click on an ad 11.6 115 Like or become a fan of a page 11.4 111 Post videos 7.2 135 Create a Facebook group or fan page 6.5 174

LinkedIn

f	n	Fred	quency of [Past Year]	Use	
	_			%	Index
Currently	Did Not		l .		
Use	Use	Use Daily	ľ	9.5	132
41.7%	47.7%	Use Weekly	1	12.4	113
(112)	(88)	Use Monthly		17.1	103
Participate In	* (at least a	a few times per we	eek) % Co	mp	Index

(112)	(88)	Use Monthly	Р.		17.	1 103
Participate In	* (at least a	few times per we	eek)	% Co	mp	Index
Read your ne	wsfeed			8.8	8	115
View a job po	sting			7.	5	133
Search and re	view other	profiles		5.8	8	130
Watch videos				4.8	8	120
Create a conn	ection			4.:	1	137
Update your	orofile infor	mation		3.4	4	162
Comment on	content			3.3	3	139
Click on an ad	(!)			3.3	3	170
Participate in	LinkedIn fo	rums (!)		2.	5	157
Post an article	e, video or p	oicture (!)		2.4	4	147
Join a LinkedI	n group (!)			2.:	2	171
Request a rec	ommendati	on (!)		2.:	2	146
•						

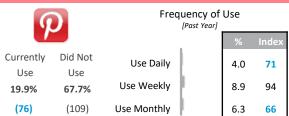
Instagram



(101)	(94)	Use Monthly		L	3.7	64
Participate In*	(at least a	few times per w	eek) 🤋	% Co	mp	Index
View photos/v	ideos			31.	5	113
Like photos/vio	deos			25.	9	112
Send direct me	essages			15.	5	122
Comment on p	hotos/vide	eos		14.	0	108
Watch live vide	eos			13.	1	118
View a brand's	page			11.	3	139
Watch IGTV vio	deos			10.	0	154
Post photos/vi	deos			8.4	ļ.	107
Click on ads				6.3	3	135

Give to a Facebook fundraiser (!)

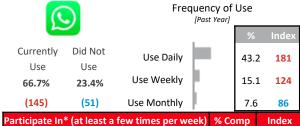
Create a Facebook fundraiser (!)



Frequency of Use [Past Year] Currently Did Not Use Daily 7.9 164 Use Use Use Weekly 6.0 152 72.0% 17.2% (147)(90)Use Monthly 2.9 109

Participate In* (at least a few times per month)	% Comp	Index
View content	14.8	161
Follow specific Subreddits	7.7	149
Vote on content	6.8	146
Post content	3.8	152

WhatsApp



Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	52.3	166
Send/receive images	48.6	170
Use group chats	41.3	188
Send/receive documents and files	28.1	203
Use voice calls	22.7	173

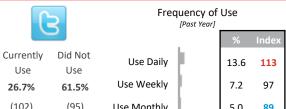
Note: Base variables are default and vary based on database.



PRIZM Segments Included (by SESI): 10 Market: British Columbia

SYMPHONY TOURISM SERVICES

Social Media Usage



(102) (95) Use Monthly	5.0	89
Participate In* (at least a few times per week)	% Comp	Index
Read tweets	18.9	112
Watch videos	10.6	120
Tweet	7.5	118
Send or receive direct messages	6.8	120
Watch live videos	6.3	138
Respond to tweets	6.2	113
Retweet	5.9	106
Share a link to a blog post or article of interest	5.6	111
Follow users who follow you	5.6	135
Actively follow new users	5.4	126
Click on an ad	5.1	159

Frequency of [Past Year]			Use			
					%	Index
Currently Use	Did Not Use	Use Daily			39.5	5 133
72.5%	15.3%	Use Weekly			25.3	85
(101)	(92)	Use Monthly			7.4	63
Participate In* (at least a few times per week) % Co				mp	Index	

(101) (92) Use Monthly		7.2	63
Participate In* (at least a few times per v	veek)	% Comp	Index
Watch videos		55.2	116
Like or dislike videos		19.0	129
Watch live videos		18.3	127
Share videos		12.2	142
Click on an ad		10.8	160
Leave comment or post response on vide	0	9.9	119
Embed a video on a web page or blog		6.5	164
Create and post a video		4.7	141

	<u> </u>	Frequency of Us [Past Year]			Use	
11.4.1.				%	Index	
Currently Use	Did Not Use	Use Daily		5.3	138	
12.8%	77.8%	Use Weekly		2.6	88	
(120)	(95)	Use Monthly		4.4	127	

(120)	(95)	Use Monthly	<u>. </u>		4.4	127
Participate In*	(at least a	few times per we	ek)	% Co	mp	Index
Receive photos	s/videos			6.3	1	123
Send photos/v	ideos			5.9	9	137
Send direct tex	ct messages	;		5.6	6	128
Use filters or e	ffects			4.9	9	152
Use group chat	t			4.0	0	144
Read Snapchat	: discover/N	lews		3.8	8	173
View a brand's	snaps			3.4	4	183
View ads				3.2	2	174
Use video chat	:			3.0	0	157

Audio Podcasts



Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Listen to an educational podcast	5.1	100
Listen to another genre of podcast	5.0	90
Listen to a comedy podcast	4.4	116
Subscribe to a sports podcast**	4.2	210
Listen to a news podcast	4.1	84
Subscribe to another genre of podcast	4.0	165
Listen to a business podcast	3.7	101
Listen to a sports podcast	3.1	157
Subscribe to a news podcast	3.1	137
Subscribe to a comedy podcast (!)	2.5	122
Subscribe to a educational podcast	2.4	109
Listen to a technology focused podcast	1.9	90
Subscribe to a business podcast (!)	1.6	128
Subscribe to a technology podcast (!)	1.4	113

Tik Tok Tinder Did Not Currently Did Not Currently Use Use Use Use 2.9% 91.3% 7.0% 82.8% (95)(116)(97)(116)

Frequency of Use -Tinder [Past Year]



