

PRIZM Segments Included (by SESI): 06, 12, 22, 52

Market: British Columbia



Overview

- Of the 9 EQ Traveller Types identified in Canada, Cultural Explorers rank 6th, making up **200,674** households, or **9.9%** of the total Households in British Columbia (2,018,734).
- The Median Household Maintainer Age is 45, 52% of couples do not have children living at home (Above Average).
- Average Household Income of \$106,717 compared to BC at \$113,574.
- Top 3 Social Values: Culture Sampling, Social Learning, Ecological Concern
- **Top Tourism Activities:** Swimming, Hiking/Backpacking, Visiting Parks/City Gardens. **Above average** interest in Pilates/Yoga, Video Arcades, Beer/Food/Wine Festivals, Snowboarding, Music Festivals
- Average interest for travelling within Canada (Above Average for Toronto, Montreal and Saskatchewan), Cultural Explorers from British Columbia spent an average of \$1,730 (Average) on their last vacation.
- 78% currently use Facebook (Average), 49% use Instagram (Above Average), 32% use Twitter (Above Average) and 78% use YouTube (Average).

Market Sizing

Total Population

Target Group: 398,769 | 7.8% Market: 5,102,265

Total Households

Target Group: 200,674 | 9.9% Market: 2,018,734

Top Geographic Markets

		Target Grou	9	Ma	rket
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Vancouver, BC (CY)	54.7	36.3	365	302,650	15.0
Victoria, BC (CY)	14.6	58.8	592	49,647	2.5
Saanich, BC (DM)	5.0	20.9	210	48,518	2.4
North Vancouver, BC (CY)	4.5	33.6	338	26,626	1.3
Surrey, BC (CY)	2.9	3.2	32	181,001	9.0
Burnaby, BC (CY)	2.8	5.6	56	100,623	5.0
Coquitlam, BC (CY)	2.6	9.3	94	55,346	2.7
New Westminster, BC (CY)	2.5	14.2	143	35,558	1.8
Kelowna, BC (CY)	2.0	6.5	66	60,470	3.0
Esquimalt, BC (DM)	1.3	29.5	297	9,150	0.5

EQ Segments

% of Target Group Households



Top PRIZM Segments

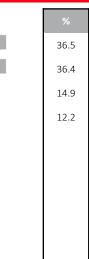
% of Target Group Households

12 - Eat, Play, Love

52 - Friends & Roomies

06 - Downtown Verve

22 - Indieville



100.0



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Demographic Profile





Target Group: 200,674 | 9.9% Market: 2,018,734

Average Household Income



Median Household Maintainer Age

45

(84)

		ı	_	
1 Person	2 Persons	3 Persons	4 Persons	5+ Persons

11.4

78

Household Size*

Marital Status**

47.9% (84)

Married/Common-Law

43.5

151

51.6%

34.4

98

(118)

2.6%

(78)

Couples Without Kids at Home

Family Composition***

Visible Minority Presence*

36.8% (113)

Belong to a visible minority group

Non-Official Language*

No knowledge of English or French

Education**

7.2

56

44.7% (164)

3.4

41

University Degree

Immigrant Population*

32.5% (114)

Born outside Canada

Target Group

Psychographics**

Strong Valu	ies	We	ak Values
Culture Sampling	143	62	Attraction to Nature
Rejection of Authority	142	73	Obedience to Authority
Social Learning	138	73	Cultural Assimilation
Equal Relationship with Youth	136	76	Utilitarian Consumerism
Ecological Concern	133	77	Xenophobia

Key Social Values

Culture Sampling Index = **143**

Social Learning Index = 138

Ecological Concern Index = **133**

Effort Toward Health

Index = 130

Pursuit of Originality Index = 128

Racial Fusion Index = 128

Consumptivity

Index = 126

Ecological Lifestyle Index = 124

Flexible Families

Index = 123

Global Consciousness Index = 122

Multiculturalism Index = **119**

Attraction For Crowds Index = **117**



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Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	85.6	102
Gardening	57.0	95
Fitness walking	55.5	107
Home exercise & home workout	54.0	100
Swimming	51.6	98

Top 5 Activities Attended*	% Comp	Index
Exhibitions, carnivals, fairs & markets	59.8	114
Parks & city gardens	47.3	109
Art galleries, museums & science centres	41.0	123
Movies at a theatre/drive-in	40.5	110
Bars & restaurant bars	39.9	108

Key Tourism Activities*	**						
Swimming	Hiking & backpacking	Parks & city gardens	Camping	Cycling	Bars & restaurant bars	Photography	Canoeing & kayaking
\$	İ	*	<u> Žia</u>				٨
51.6%	50.8%	47.3%	46.3%	41.0%	39.9%	39.5%	35.2%
(98)	(102)	(109)	(92)	(89)	(108)	(101)	(100)
Pilates & yoga	National or provincial park	Golfing	Specialty movie theatres/IMAX	Historical sites	Ice skating	Cross country skiing & snowshoeing	Fishing & hunting
疠	₩ ₩						
28.6%	28.2%	23.2%	22.6%	21.3%	21.0%	20.9%	17.6%
(125)	(98)	(87)	(108)	(109)	(93)	(85)	(72)
Video arcades & indoor amusement centres	Sporting events	Zoos & aquariums	Downhill skiing	Beer, food & wine festivals	Adventure sports	Power boating & jet skiing	Snowboarding
	(# <u>1</u>)	P 13	*E				验
17.3%	17.2%	15.6%	15.4%	14.7%	12.7%	11.7%	10.8%
(113)	(101)	(96)	(81)	(133)	(107)	(96)	(129)
Music festivals	ATV & snowmobiling	Theme parks, waterparks & water slides	Hockey	Film festivals	Curling	Marathon or similar event	Food & wine shows
((())	60		Ą		M.		
10.2%	10.0%	10.0%	10.0%	9.6%	8.4%	7.2%	5.9%
(122)	(83)	(82)	(86)	(154)	(108)	(130)	(147)

gional Tourism

Cultural Explorers

PRIZM Segments Included (by SESI): 06, 12, 22, 52 Market: British Columbia



Travel Profile

Top Canadian Destinations*



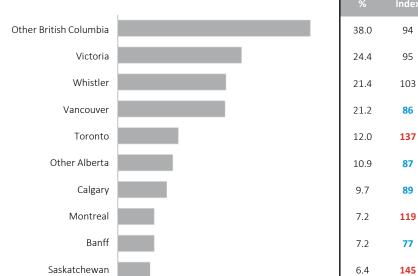
Vacation Spending

Under \$500

28.8

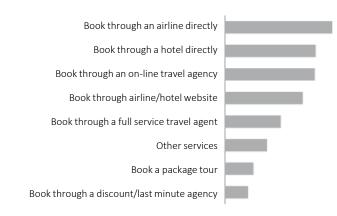
94

Spent Last Vacation



Vacation Booking*





%	Index
46.8	108
39.6	97
39.2	111
34.0	117
24.4	102
18.5	107
12.6	109
10.3	97

Booked With [Past Year]**



(116)









Expedia.com/ca 21.2%

9.5%



4.5%

0.9% (58)

1.6% (74)

2.5%

** travelocity (133)Travelocity.com/ca (!)

(138)

Airline Websites

19.8%

(133)

(79)

Discount Sites

1.3%

(53)

Other Travel

7.2% (135)

Travel Type & Frequency

Business Trips



10.5 (93)

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



Personal Trips

3.5 (97)

Average out-of-town vacations taken in the past 3 years

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





5.3 (119)



(115)



4.5 (103)

\$500 to

\$999

17.2

92

\$1,000 to

\$1,999

19.5

102

\$2,000 to

\$2,999

11.5

125

\$3,000 to

\$3,999

7.1

115

\$4,000 or

More

15.9

99

1,730

(104)

Average spend

on last trip

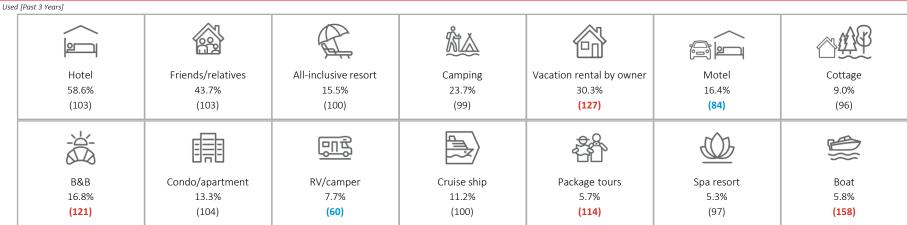


PRIZM Segments Included (by SESI): 06, 12, 22, 52 Market: British Columbia



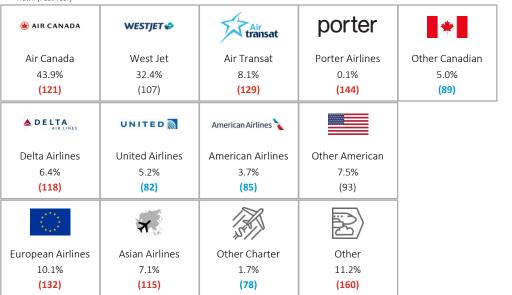
Travel Profile

Accommodation Preferences*



Airline Preferences**

Flown [Past Year]



Car Rental*

Rented From [Past Year]





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Media

Overall Level of Use

Radio

11 hours/week (92)

Television

1,135 minutes/week (97)

Newspaper

1 hours/week (125)

Magazine

9 minutes/day (116)

Internet ((1))

248 minutes/day (105)

Top Radio Programs*

Programs [Weekly]

	%	Index
News/Talk	39.5	111
Multi/Variety/Specialty	15.5	106
Adult Contemporary	15.3	78
Modern/Alternative Rock	13.9	158
Mainstream Top 40/CHR	12.7	103
Classic Hits	10.8	80
Classic Rock	9.0	92
Not Classified	6.2	85
Hot Adult Contemporary	6.2	77
Today's Country	4.5	49

Top Television Programs*

Programs [Average Week]

Flograms (Average Week)		
	%	Index
Movies	42.6	98
Evening local news	38.1	92
Suspense/crime dramas	31.0	107
News/current affairs	30.1	93
Primetime serial dramas	28.1	94
Home renovation/decoration shows	25.3	110
Cooking programs	24.2	109
Documentaries	24.1	97
Hockey (when in season)	22.1	102
Morning local news	21.7	96
	Movies Evening local news Suspense/crime dramas News/current affairs Primetime serial dramas Home renovation/decoration shows Cooking programs Documentaries Hockey (when in season)	Movies 42.6 Evening local news 38.1 Suspense/crime dramas 31.0 News/current affairs 30.1 Primetime serial dramas 28.1 Home renovation/decoration shows 25.3 Cooking programs 24.2 Documentaries 24.1 Hockey (when in season) 22.1

Top Newspaper Sections*

Frequency Read [Occasionally/Frequently]

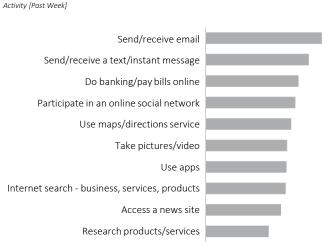
	%	Index
National News	59.6	112
Local & Regional News	59.1	105
International News & World	55.6	107
Editorials	34.7	112
Food	34.0	116
Health	33.2	98
Movie & Entertainment	33.2	109
Business & Financial	30.7	123
Travel	30.5	122
Sports	27.7	114

Top Magazine Publications*

Read [Past Month]

Redu [Past Month]		
	%	Inde
Other English-Canadian	12.3	12
Other U.S. magazines	11.9	12
Maclean's	6.9	10
National Geographic	6.6	11
Canadian Living	6.1	10
Hello! Canada	5.3	14
CAA Magazine	4.5	11
Cineplex Magazine	4.1	12
Reader's Digest	4.1	75
People	3.7	89

Top Internet Activities*

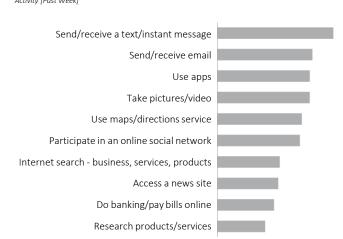


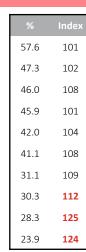
	Index	
70.5	102	
62.5	101	
56.4	111	
54.5	100	
52.0	105	
49.4	101	
49.1	104	
48.6	106	
45.7	107	
38.3	116	

Source: Environics Analytics 2021

Top Mobile Activities*

Activity [Past Week]



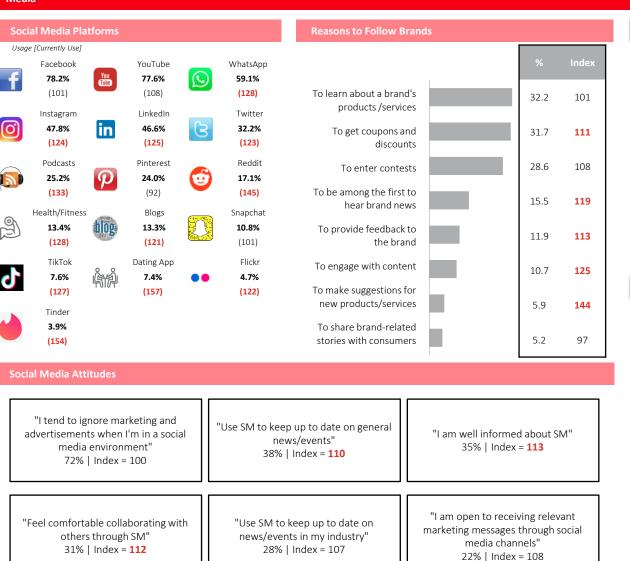




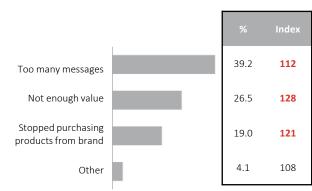
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Media

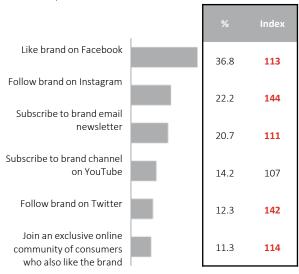






Actions Taken using Social Media

Variables with Response "Yes"



Source: Environics Analytics 2021



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Product Preferences

Variables with "Agree" Statements

"I would like to eat healthy foods
more often"
77% Index = 103

"I consider myself to be informed on current events or issues" 72% | Index = 103

"I have tried a product/service based on a personal recommendation" 69% | Index = 94

"I am very concerned about the nutritional content of food products I buv" 67% | Index = 102

"I value companies who give back to the community" 67% | Index = 101

"I generally achieve what I set out to do" 67% | Index = 97

"I make an effort to buy local produce/products" 66% | Index = 103

"I am interested in learning about different cultures" 64% | Index = **111**

"It's important to buy products from socially-responsible/environmentallyfriendly companies" 60% | Index = 106

"I like to try new places to eat" 58% | Index = 105

"I offer recommendations of products/services to other people" 58% | Index = **110**

"I like to cook" 57% | Index = 101 "When I shop online I prefer to support Canadian retailers" 57% | Index = 100

"I like to try new and different products" 52% | Index = 108

"Family life and having children are most important to me" 49% | Index = 87

"I am willing to pay more for ecofriendly products" 44% | Index = **119**

"Vegetarianism is a healthy option" 42% | Index = 115

"Free-trial/product samples can influence my purchase decisions" 39% | Index = 99

"I am adventurous/"outdoorsy"" 38% | Index = 93

"I prefer to shop online for convenience" 33% | Index = 107

"I lead a fairly busy social life" 27% | Index = 103

"Staying connected via social media is very important to me" 27% | Index = 98

"I consider myself to be sophisticated" 24% | Index = **117**

'Advertising is an important source of information to me" 21% | Index = 95

"I enjoy being extravagant/indulgent" 20% | Index = 109



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Product Preferences

Beer Consumption Drinks [Past Week] None 1 to 3 4 to 6 7 to 9 10 to 12 More than 12 7.1 66.8 19.6 2.8 8.0 2.8

129

106

97

53

Drank [Past Month]	% Comp	Index
Canadian wine	21.3	99
Cider	13.4	113
Liqueurs (any)	10.5	94

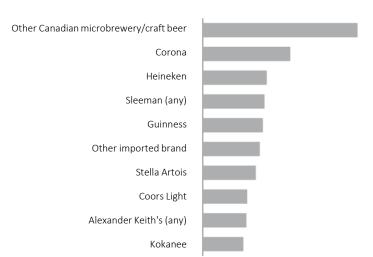
Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	19.1	121

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	36.8	140

Top 10 Beers*

Brand Drink [Most Often/Frequently]

97

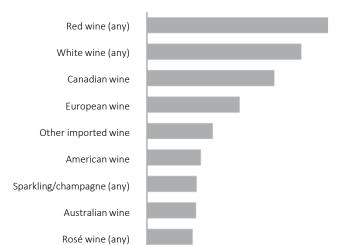


	Index
36.8	140
20.8	121
15.2	136
14.7	105
14.3	137
13.6	137
12.6	110
10.6	102
10.4	114
9.7	96

99



Drank [Past Month]







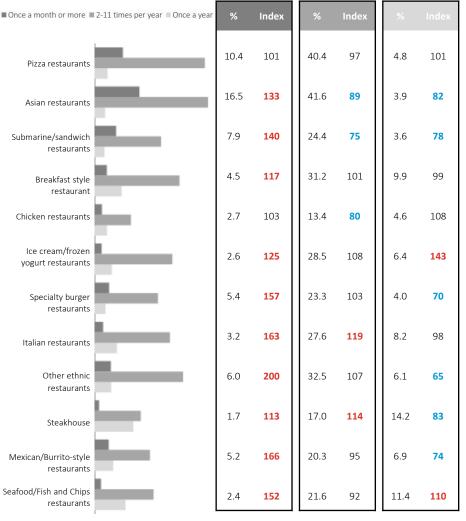
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Product Preferences

Restaurant Type Visited*

Frequency of Visiting [Past Year]



Restaurant Service Type*

Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables 36.7% (120)



Other Organic Food 18.7% (113)



Organic Meat 13.5% (130)



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Product Preferences

(62)

Demographics Rent Own 58.2% 41.8% (180)(62)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 23.2% 19.8 17.6 15.3 15.2 12.7 19.3

Demographic Trends Household Projections ZZUK 210k 200k 2021 2022 2023 2024 2025 2026 2027 2028 2029 2030 2031 2024 200,674 206,820 210,958 219,249 % Change 3.1 5.1 9.3 107 110 110

103

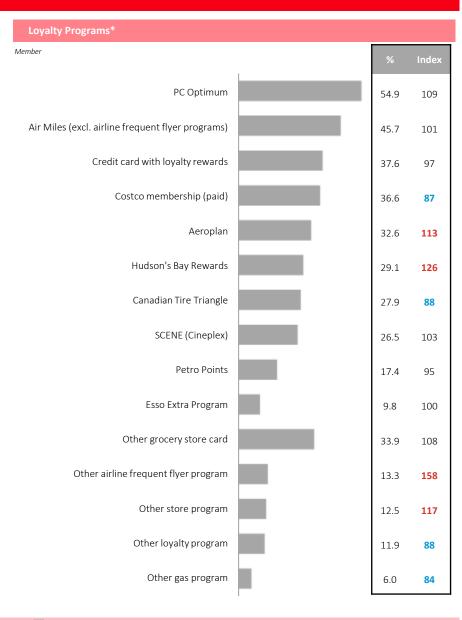
88

86

94

104

126

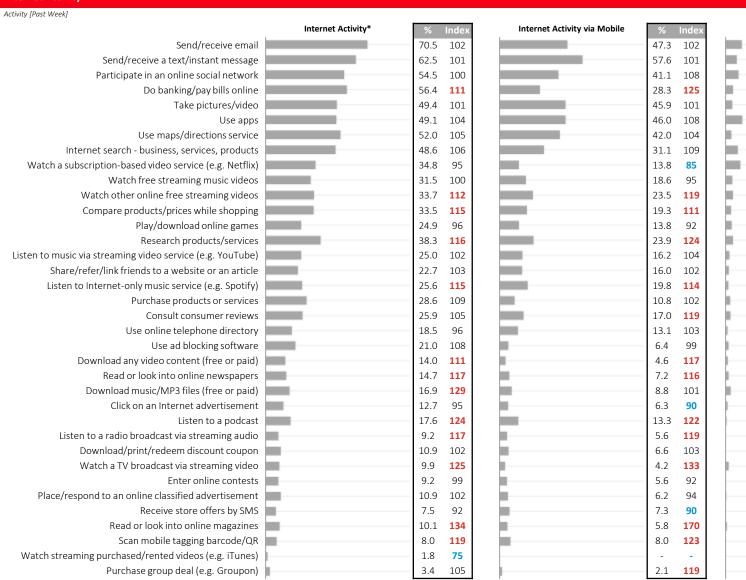


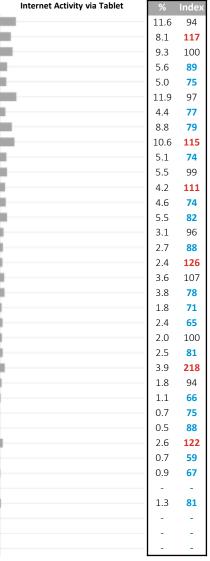
Note: Index compares % change from 2020 target group households to % change from 2020 market households

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Internet Activity





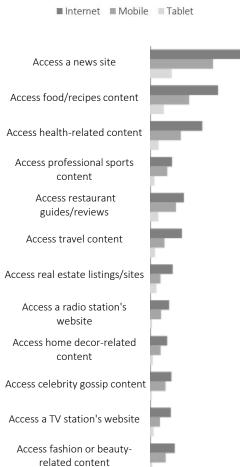
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Internet Activity

Top Website Types*

Activity [Past Week]

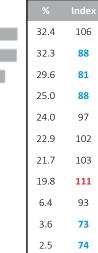


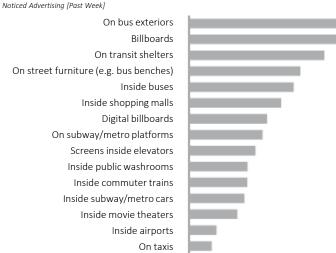


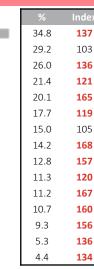
Direct Media Usage

Frequency of Use [Occasionally/Frequently]









Access automotive

news/content

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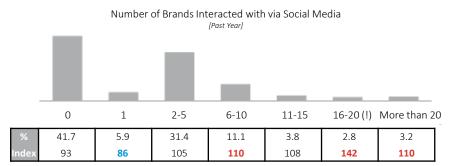


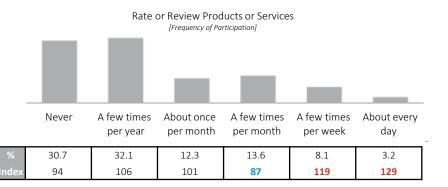
Social Media Usage

Social Media Overview

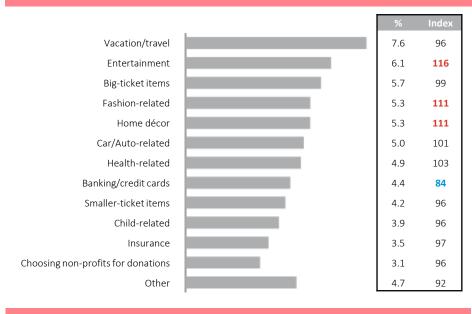
- Internet and Social Media Usage: 49% search for Businesses, Services and Products online (Average), 15% access Travel Content Websites (Above Average).
- 69% of Cultural Explorers from British Columbia tend to access social media on their mobile phones during the morning hours, 64% during the afternoon hours.
- 8% seek recommendations for Vacation/Travel Information via social media (Average).

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

72% tend to ignore marketing and advertising on Social Media

"Social media companies should not be allowed to own or share my personal information" 80% | Index = 96

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

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 65% | Index = 97

"Use SM to stay connected with personal contacts" 47% | Index = 104

Source: Environics Analytics 2021



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Social Media Usage

Frequency of Participation*

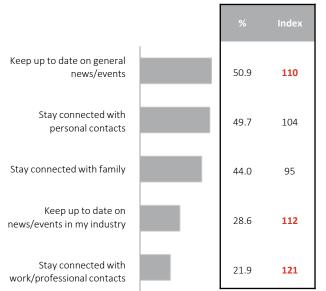
A few times per week or more

Participate In	% Comp	Index
Watch video online	52.7	114
View friends' photos online	49.8	104
Chat in online chats	44.9	110
Read status updates/tweets	43.8	118
Read article comments	40.7	103
Listen to radio or stream music online	37.4	107
Share links with friends and colleagues	34.0	117
Click links in news feeds	28.6	125
Read blogs	20.9	131
Play games with others online	16.9	105
Post photos online	14.0	104
Update your status on a social network	12.5	117
Rate or review products online	11.2	122
Chat in online forums	10.8	105
Comment on articles or blogs	10.3	119
Check in with locations	10.0	114
Share your GPS location	9.4	113
Post videos online	5.6	98
Publish blog, Tumblr, online journal	4.6	124

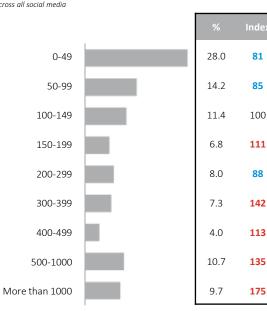
Social Media Uses*

A few times per week or more

Number of Connections

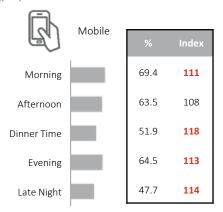




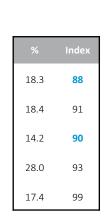


Social Media Access

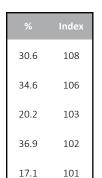
Typically use



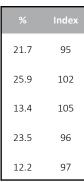














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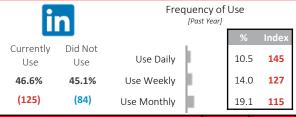


Social Media Usage

Facebook Frequency of Use [Past Year] Currently Did Not Use Daily 58.6 103 Use Use Use Weekly 12.8 92 78.2% 18.7%

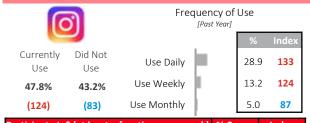
(101) (96)	Use Monthly		6.4	116
Participate In* (at least a f	ew times per week)	% Co	mp	Index
Read my news feed		55.	5	103
Comment/Like other users	posts	46.	4	103
Use Messenger		43.	8	100
Watch videos		40.	4	104
Watch live videos		16.	5	104
Post photos		13.	8	102
Update my status		11.	2	101
Click on an ad		10.	8	107
Like or become a fan of a p	age	10.	1	99
Post videos		4.8	3	89
Create a Facebook group o	r fan page	3.6	5	96
Give to a Facebook fundrai	ser (!)	2.5	5	98
Create a Facebook fundrai:	ser (!)	2.3	3	103

LinkedIn



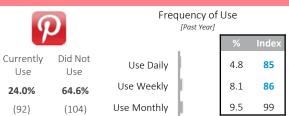
(125)	(84)	Use Monthly	ь.	19.	1 115
Participate In*	(at least a	few times per we	eek)	% Comp	Index
Read your new	/sfeed			12.4	163
View a job pos	ting			8.0	142
Search and rev	view other p	profiles		7.1	159
Watch videos				5.8	144
Comment on c	ontent			4.1	172
Create a conne	ection			3.9	132
Update your p	rofile infori	mation		3.2	154
Post an article	, video or p	icture (!)		2.2	135
Participate in l	inkedIn for	rums (!)		2.1	132
Click on an ad	(!)			2.1	107
Request a reco	ommendati	on (!)		1.7	113
Join a LinkedIn	group (!)			1.4	108

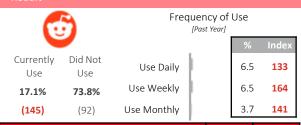
Instagram



Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	35.8	128
Like photos/videos	29.2	127
Send direct messages	18.3	143
Comment on photos/videos	17.7	136
Watch live videos	13.8	125
View a brand's page	11.4	140
Post photos/videos	11.1	143
Watch IGTV videos	8.8	136
Click on ads	6.8	146

Pinterest

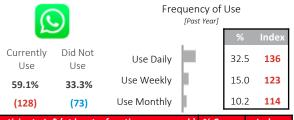




Participate In* (at least a few times per month)	% Comp	Index
View content	12.4	134
Follow specific Subreddits	6.6	127
Vote on content	5.8	125
Post content	3.0	120

Source: Environics Analytics 2021

WhatsApp



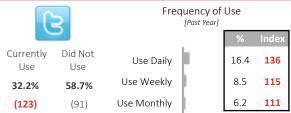
% Comp	Index
40.7	129
37.7	132
28.8	131
16.9	129
16.8	122
	37.7 28.8 16.9



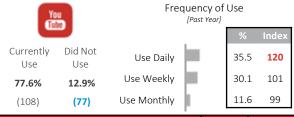
PRIZM Segments Included (by SESI): 06, 12, 22, 52 Market: British Columbia



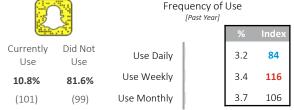
Social Media Usage



(123) (91) OSC WIGHTIN	0.2	
Participate In* (at least a few times per week)	% Comp	Index
Read tweets	21.7	128
Watch videos	12.5	141
Tweet	7.6	120
Respond to tweets	7.6	138
Send or receive direct messages	7.4	132
Retweet	6.7	119
Share a link to a blog post or article of interest	6.3	126
Follow users who follow you	6.0	145
Watch live videos	5.8	126
Actively follow new users	5.4	127
Click on an ad	3.3	102



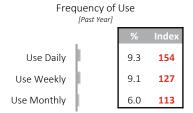
(108)	(77)	OSE MONTHIN	т.	11.	0 55
Participate In* (at least a	few times per w	eek)	% Comp	Index
Watch videos				54.8	115
Like or dislike vi	deos			16.3	110
Watch live video	os			15.5	108
Share videos				9.6	112
Leave comment	or post re	esponse on video		8.3	100
Click on an ad				7.4	110
Embed a video on a web page or blog			4.4	111	
Create and post	a video			3.6	108



Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	3.6	71
Send direct text messages	3.4	78
Send photos/videos	3.2	76
Read Snapchat discover/News	2.4	109
Use filters or effects	2.3	72
Use group chat	2.3	81
View a brand's snaps	1.6	89
View ads	1.6	88
Use video chat	1.4	73

Audio Podcasts





Participate In* (at least a few times per week)	% Comp	Index
Listen to an educational podcast	7.6	149
Listen to a news podcast	7.2	146
Listen to another genre of podcast	6.8	123
Listen to a business podcast	5.8	158
Listen to a comedy podcast	5.2	137
Listen to a technology focused podcast	3.7	177
Subscribe to a news podcast	3.2	143
Subscribe to another genre of podcast	3.1	130
Subscribe to a comedy podcast (!)	3.0	144
Subscribe to a educational podcast	2.7	121
Listen to a sports podcast	2.5	127
Subscribe to a sports podcast**	2.2	108
Subscribe to a business podcast (!)	2.1	164
Subscribe to a technology podcast (!)	1.9	157

Other Social Media Platforms



Frequency of Use -Tinder [Past Year]



(!) Indicates small sample size

Based on Household Population 18+

Index 1.6 208 1.0 185