

Market Sizing



38.3

20.1

18.1

11.0

8.3

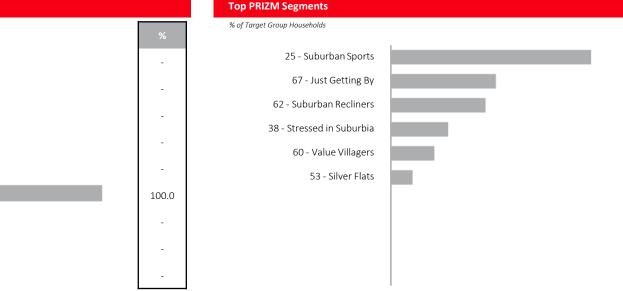
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Overview

- Of the 9 EQ Traveller Types identified in Canada, Gentle Explorers rank 2nd, making up ٠ 320,030 households, or 15.9% of the total Households in British Columbia (2,018,734).
- ٠ The Median Household Maintainer Age is 54, 43% of couples do not have children living at home (Average).
- Below Average Household Income of \$99,208 compared to BC at \$113,574.
- Top 3 Social Values: Need for Escape, Racial Fusion, Flexible Families
- ٠ Top Tourism Activities: Swimming, Hiking/Backpacking, Camping. Above average interest in Canoeing/Kayaking, Visiting National/Provincial Parks, Golfing, Fishing/Hunting, Cross Country Skiing/Snowshoeing
- ٠ Average interest for travelling within Canada (Above Average for Vancouver, Alberta, Banff, Jasper). Gentle Explorers from British Columbia spent an average of \$1,558 (Average) on their last vacation.
- 79% currently use Facebook (Average), 37% use Instagram (Average), 24% use Twitter (Average) and 70% use YouTube (Average).

			Target Group		Mai	rket
Total Population	Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Target Group: 783,446 15.4%	Abbotsford, BC (CY)	6.3	38.9	245	52,233	2.6
Market: 5,102,265	Kelowna, BC (CY)	5.9	31.4	198	60,470	3.0
	Prince George, BC (CY)	5.9	58.4	369	32,424	1.6
<i>∕</i> ₹1	Nanaimo, BC (CY)	5.6	42.3	267	42,228	2.1
Total Households	Kamloops, BC (CY)	5.4	43.2	273	39,686	2.0
Target Group: 320,030 15.9%	Chilliwack, BC (CY)	5.1	45.7	288	35,457	1.8
Market: 2,018,734	Surrey, BC (CY)	4.3	7.5	48	181,001	9.0
	Maple Ridge, BC (CY)	4.1	40.9	258	32,426	1.6
	Langley, BC (DM)	3.3	23.2	146	45,647	2.3
	Mission, BC (DM)	2.7	59.9	378	14,514	0.7

Top Geographic Markets



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

Sources: DemoStats 2021, PRIZM 2021

Index: At least 10% above or **below** the average

Target Group Source: Environics Analytics 2021

Top Geographic Markets ranked by percent group 1 PRIZM segments ranked on percent composition chosen from highest percent composition





Demographic Profile		Psychographics**			
Total Population	Total Households	Strong	g Values	We	eak Values
Target Group: 783,446 15.4%	Target Group: 320,030 15.9%	Need for Es	scape 1	27 73	Ostentatious Consumption
Market: 5,102,265	Market: 2,018,734	Rejection of Order	liness 1	21 75	Sexism
Average Household Income Ho	usehold Size*	Racial F	usion 1	18 76	Need for Status Recognition
\$99,208 (87)		Financial Concern Regarding the F	uture 1	17 77	Pursuit of Novelty
Median Household	· · · ·	Rejection of Ineq	uality 1	15 81	Status via Home
Maintainer Age 1 Person 2 Persons	3 Persons 4 Persons 5+ Persons	Key Social Values			
(100) % 31.3 34.6 Index 108 98	14.4 12.2 7.5 98 95 90	Need for Escape Index = 127		acial Fusion ndex = 118	Flexible Families Index = 114
Marital Status** Family Composition*	** Education**				
54.6% (96) 42.7% (98)	32.8% (112)	Ethical Consumerism Index = 114		itional Pride ndex = 113	Emotional Control Index = 110
Married/Common-Law Couples Without Kids at H	Home High School Certificate Or Equivalent				
Visible Minority Presence* Non-Official Languag		Primacy of Environmental Protection Index = 108		Work Ethic ndex = 107	Brand Apathy Index = 107
600 13.7% 1.0%	14.8%				
Belong to a visible minority No knowledge of Englis group French	h or Born outside Canada	Multiculturalism Index = 106	I	Legacy ndex = 105	Attraction to Nature Index = 103

Sources: DemoStats 2021, SocialValues 2021 Note: Base variables are default and vary based on database

or **below** the average

Index: At least 10% above Target Group Source: Environics Analytics 2021

Psychographics to Canada and 2 Strong/Weak values ranked by Index



Sports & Leisure

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

Top 5 Activities Participated*		Index	Top 5 Activities Attended*	% Comp	
Reading	84.8	101	Exhibitions, carnivals, fairs & markets	48.5	
Gardening	61.3	103	Parks & city gardens	43.2	
Swimming	55.8	106	Movies at a theatre/drive-in	38.2	
Home exercise & home workout	54.3	100	Bars & restaurant bars	35.4	
Hiking & backpacking	54.1	108	National or provincial park	34.0	

Key Tourism Activities**

Swimming	Hiking & backpacking	Camping	Cycling	Parks & city gardens	Photography	Canoeing & kayaking	Bars & restaurant bars
	Ŕ	<u>Åia</u>	Å	*	Õ	ŝ	Ŷ
55.8% (106)	54.1% (108)	52.6% (105)	49.4% (108)	43.2% (100)	40.0% (102)	39.1% (111)	35.4% (96)
National or provincial park	Golfing	Fishing & hunting	Cross country skiing & snowshoeing	Ice skating	Historical sites	Pilates & yoga	Specialty movie theatres/IMAX
<u>A</u>	- J					Ĵ5	Ť.
34.0% (118)	30.2% (114)	28.6% (117)	27.8% (113)	24.7% (109)	22.6% (116)	22.6% (99)	19.8% (94)
Downhill skiing	Sporting events	Zoos & aquariums	Video arcades & indoor amusement centres	Theme parks, waterparks & water slides	ATV & snowmobiling	Power boating & jet skiing	Beer, food & wine festivals
₹ ₩		673		Ř.	50		₽ 89
19.3% (102)	18.3% (107)	17.0% (105)	15.1% (98)	14.6% (120)	14.3% (118)	12.8% (105)	12.3% (111)
Adventure sports	Hockey	Music festivals	Curling	Snowboarding	Marathon or similar event	Inline skating	Film festivals
÷.	S.	(())	R.	THE			
11.2% (95)	11.0% (95)	9.3% (111)	7.9% (101)	6.9% (83)	5.5% (100)	5.3% (118)	5.2% (83)

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 Source: Environics Analytics 2021 (!) Indicates small sample size Based on Household Population 12+ *Selected and ranked by percent composition 3 **Ranked by percent composition

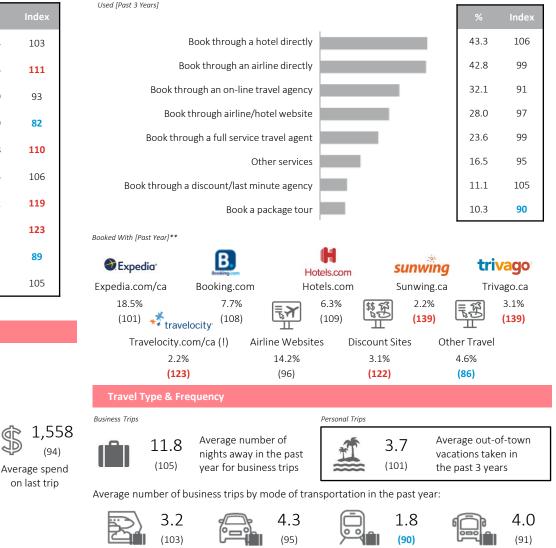




Travel Profile



Vacation Booking*



\$500 to

\$999

21.5

116

\$1,000 to

\$1,999

18.3

96

\$2,000 to

\$2,999

8.3

90

Under \$500

31.9

104

Index: At least 10% above or below the average

\$3,000 to

\$3,999

5.0

81

\$4,000 or

More

15.0

93

Target Group

on last trip

Source: Environics Analytics 2021

(!) Indicates small sample size Based on Household Population 12+ *Selected and ranked by percent composition 4 **Ranked by national percent composition





Travel Profile

Accommodation Preferences*

Used [Past 3 Years]

		R	<u>ÅLA</u>			
Hotel	Friends/relatives	All-inclusive resort	Camping	Vacation rental by owner	Motel	Cottage
54.6%	44.7%	15.5%	26.5%	23.3%	21.9%	10.3%
(96)	(105)	(99)	(111)	(98)	(111)	(110)
B&B	Condo/apartment	RV/camper	Cruise ship	Package tours	Spa resort	Boat
13.2%	11.4%	14.5%	10.3%	4.8%	5.6%	3.4%
(96)	(89)	(114)	(92)	(97)	(102)	(93)

Flown [Past Year]

Flown [Past Year]				
🋞 AIR CANADA	WESTJET 🆈	Air transat	porter	*
Air Canada	West Jet	Air Transat	Porter Airlines	Other Canadian
32.4%	30.5%	6.5%	0.1%	5.9%
(89)	(101)	(103)	(99)	(104)
A DELTA AIR LINES	UNITED	American Airlines 🍾		
Delta Airlines	United Airlines	American Airlines	Other American	
5.3%	6.6%	4.7%	8.3%	
(98)	(105)	(108)	(103)	
	স	J. T.	ik)	
European Airlines	Asian Airlines	Other Charter	Other	
7.6%	4.8%	2.7%	7.3%	
(99)	(76)	(123)	(104)	
	÷			1

Car Rental*

Rented From [Past Year]

enterprise	Budget	AVIS [®]	UHAUL
Enterprise	Budget	Avis	U-Haul
6.4%	5.5%	2.5%	2.1%
(127)	(141)	(121)	(144)
<u>Hertz</u>	≋ National	(Discount)	
Hertz	National (!)	Discount (!)	Other Rentals
2.8%	3.6%	0.9%	4.0%
(122)	(126)	(98)	(108)

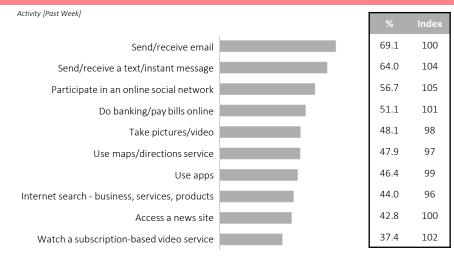




Media

										· · · · · · · · · · · · · · · · · · ·
Overall Level of Use										
Radio			Television	News	paper	Magazi	ne	Inter	net	
<u>U</u>]	((;))		
12 hours/week		1	280 minutes/week	1 hours	/week	8 minutes	/day	231 minut	es/day	
(104)			(109)	(8)	7)	(103)		(97)	
Top Radio Programs*			Top Television Programs*		Top Newspaper Sections*			Top Magazine Publications*		
Programs [Weekly]			Programs [Average Week]		Frequency Read [Occasionally/Frequen	tly]		Read [Past Month]		
	%	Index		% Index		%	Index		%	Index
News/Talk	33.8	95	Movies	46.3 106	Local & Regional News	58.5	103	Other English-Canadian	9.7	95
Adult Contemporary	19.7	101	Evening local news	44.7 108	National News	53.2	100	Other U.S. magazines	9.0	93
Classic Hits	14.7	109	News/current affairs	35.3 110	International News & World	50.0	96	Maclean's	7.9	117
Multi/Variety/Specialty	13.4	91	Suspense/crime dramas	31.5 108	Editorials	30.4	98	National Geographic	7.2	121
Today's Country	12.0	130	Primetime serial dramas	30.7 103	Health	29.9	88	Reader's Digest	6.8	126
Classic Rock	11.1	114	Documentaries	27.3 110	Movie & Entertainment	27.8	91	Canadian Living	6.4	106
Mainstream Top 40/CHR	10.7	87	Situation comedies	25.0 113	Food	26.5	91	People	4.9	121
Modern/Alternative Rock	7.3	83	Morning local news	24.7 109	Sports	24.0	99	Hello! Canada	4.6	124
Not Classified	7.3	99	Home renovation/decoration show	s 24.7 107	Business & Financial	23.0	92	Canadian Geographic	4.4	134
Hot Adult Contemporary	6.1	76	Hockey (when in season)	21.3 98	Travel	22.9	91	Cineplex Magazine	3.8	112

Top Internet Activities*



Top Mobile Activities*

Activity [Past Week]

	%	Index
Send/receive a text/instant message	59.2	104
Send/receive email	44.7	96
Take pictures/video	44.5	98
Use apps	41.1	97
Use maps/directions service	37.8	94
Participate in an online social network	37.4	99
Access a news site	26.4	97
Internet search - business, services, products	24.5	86
Do banking/pay bills online	22.7	101
Watch free streaming music videos	19.7	101

Index: At least 10% above Targ



Media

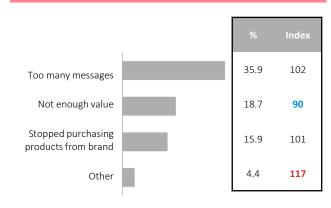
	al Media Pla [Currently Use]	atforms			
f	Facebook 79.4% (103)	You Tube	YouTube 70.3% (98)	Ø	Instagram 37.0% (96)
9	WhatsApp 34.0% (74)	in	LinkedIn 31.2% (84)	P	Pinterest 29.4% (112)
3	Twitter 23.9% (91)		Podcasts 18.5% (98)		Snapchat 10.4% (98)
og	Blogs 10.2% (93)	٢	Reddit 9.6% (82)	E C	Health/Fitness 9.4% (90)
5	TikTok 5.2% (86)	ĥĤ	Dating App 4.5% (96)	••	Flickr 3.1% (81)
	Tinder 2.3% (92)				
Soci	al Media At	titudes			

		%	Index
To learn about a brand's products /services		33.0	104
To get coupons and discounts		28.0	98
To enter contests		27.2	102
To be among the first to hear brand news		11.8	90
To provide feedback to the brand		11.0	104
To engage with content		8.3	98
To share brand-related stories with consumers		4.5	84
To make suggestions for new products/services	l	2.9	70

Reasons to Follow Brands

"I tend to ignore marketing and advertisements when I'm in a social media environment" 75% Index = 104	"Use SM to keep up to date on general news/events" 35% Index = 100	"I am well informed about SM" 31% Index = 100
"Feel comfortable collaborating with others through SM" 27% Index = 97	"Use SM to keep up to date on news/events in my industry" 25% Index = 96	"I am open to receiving relevant marketing messages through social media channels" 18% Index = 90

Reasons to Unfollow Brands



Actions Taken using Social I	Media		
Variables with Response "Yes"			
	1		Index
Like brand on Facebook		33.5	102
Subscribe to brand email newsletter		17.2	92
Follow brand on Instagram		13.9	90
Subscribe to brand channel on YouTube		11.8	90
Join an exclusive online community of consumers who also like the brand		10.0	101
Follow brand on Twitter		7.2	83





Product Preferences

Variables with "Agree" Statements

"I would like to eat healthy foods more often" 74% Index = 99	"I have tried a product/service based on a personal recommendation" 74% Index = 101	"I consider myself to be informed on current events or issues" 73% Index = 104	"I generally achieve what I set out to do" 71% Index = 103	"I value companies who give back to the community" 68% Index = 102
"I am very concerned about the nutritional content of food products I buy" 66% Index = 99	"I make an effort to buy local produce/products" 64% Index = 100	"I like to cook" 62% Index = 108	"Family life and having children are most important to me" 61% Index = 107	"When I shop online I prefer to support Canadian retailers" 59% Index = 104
"I am interested in learning about different cultures" 57% Index = 99	"It's important to buy products from socially-responsible/environmentally- friendly companies" 55% Index = 98	"I like to try new places to eat" 54% Index = 99	"I offer recommendations of products/services to other people" 51% Index = 96	"I like to try new and different products" 47% Index = 99
"I am adventurous/"outdoorsy"" 44% Index = 106	"Free-trial/product samples can influence my purchase decisions" 41% Index = 103	"I am willing to pay more for eco- friendly products" 36% Index = 96	"Vegetarianism is a healthy option" 34% Index = 93	"I prefer to shop online for convenience" 30% Index = 98
"Staying connected via social media is very important to me" 30% Index = 109	"I lead a fairly busy social life" 25% Index = 96	"Advertising is an important source of information to me" 25% Index = 111	"I consider myself to be sophisticated" 20% Index = 101	"I enjoy being extravagant/indulgent" 19% Index = 100



Product Preferences

Beer Co	onsumption					
Drinks [Pas	t Week]					
	None	1 to 3	4 to 6	7 to 9	10 to 12	More than 12
%	69.4	17.7	5.4	3.2	1.5	2.7
Index	101	96	98	111	101	96

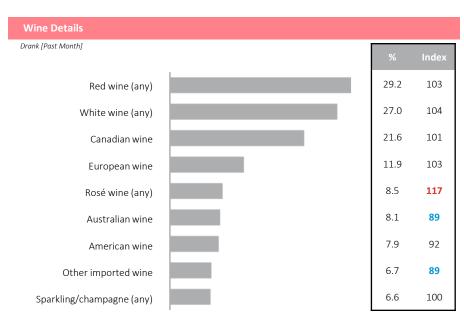
Top 10 Beers*		
Brand Drink [Most Often/Frequently]	%	Index
Other Canadian microbrewery/craft beer	22.3	84
Corona	15.2	89
Sleeman (any)	13.9	100
Budweiser	12.6	112
Coors Light	12.5	120
Alexander Keith's (any)	10.8	119
Molson Canadian	10.5	95
Stella Artois	10.4	91
Other imported brand	9.4	95
Heineken	9.4	84

Drinks

Drank [Past Month]	% Comp	Index
Canadian wine	21.6	101
Liqueurs (any)	12.9	115
Cider	11.7	99

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	16.0	102

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	22.3	84



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 Based on Household Population 12+ *Selected and ranked by percent composition 9 ranked by percent composition





Product Preferences

Restaurant Type Visited*								
Frequency of Visiting [Past Year]								
Once a month or more 2-11 times per year Once a y	^{ear} %	Index	%	Index	%	Index		
Pizza restaurants	11.1	108	43.6	104	4.8	102		
Asian restaurants	10.3	83	49.8	107	4.9	105		
Submarine/sandwich restaurants	4.7	83	35.8	111	4.2	90		
Breakfast style restaurant	3.4	87	31.0	101	10.4	103		
Chicken restaurants	2.9	111	18.1	108	3.8	89		
lce cream/frozen yogurt restaurants	2.5	117	24.8	94	3.8	85		
Specialty burger restaurants	2.8	82	21.8	96	6.0	105		
Italian restaurants	1.2	61	22.4	97	6.9	83		
Other ethnic restaurants	2.8	94	27.9	92	10.5	112		
Steakhouse	1.5	99	13.7	93	17.0	99		
Mexican/Burrito-style restaurants	3.2	101	21.8	102	10.4	112		
Seafood/Fish and Chips restaurants	2.0	129	23.6	100	11.4	110		

Frequency of Visiting [Past Year]					_	
■ Once a month or more ■ 2-11 times per year ■ Or	nce a year %	Index	%	Index	%	Index
Casual/family dining restaurants	4.6	76	47.4	104	6.4	109
Food court outlets at a shopping mall	3.2	68	44.5	104	6.4	86
Pub restaurants	9.5	106	42.5	105	6.1	104
Formal dine-in restaurants	3.0	81	32.8	98	9.0	90
Fast casual restaurants	6.9	98	26.9	106	4.1	117
Sports bars	2.3	102	15.7	100	3.1	105
Other types	3.3	83	24.0	110	1.7	83

Purchased Organic Food

Done [Past Week]



29.2%

(95)



(104)

Other Organic Food 17.2%



Organic Meat

11.4% (110)

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





Product Preferences

Demographics					Loya	
REN	Rent 35.6% (110)		S S	Own 64.3% (95)	Member	
		Age of	Children at Home		Air N	
Households wit	h					
Children at Hom	ne Oto	o 4 5 to 9 10	to 14 15 to 19 2	0 to 24 25 or more		
36.4%		7.3 19.3	18.5 18.1	11.7 15.1		
(98)	Index 11	112	107 102	87 81		
Demographic Tre		Household Projectio	ons			
340k						
330k						
320k						
2021 202	22 2023 2024	2025 2026	2027 2028 202	29 2030 2031	_	
Name	2021	2024	2026	2031]	
Count	320,030	327,587	332,627	343,276		
% Change	-	2.4 85	3.9 84	7.3 84		
Index	-	65	04	04		

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

Loyalty Programs*		
lember	%	Index
PC Optimum	51.6	103
Air Miles (excl. airline frequent flyer programs)	45.2	100
Costco membership (paid)	41.9	100
Credit card with loyalty rewards	39.8	102
Canadian Tire Triangle	34.9	110
Aeroplan	29.2	101
SCENE (Cineplex)	25.3	98
Hudson's Bay Rewards	23.7	103
Petro Points	18.8	103
Esso Extra Program	10.8	110
Other grocery store card	32.6	104
Other loyalty program	14.0	104
Other store program	11.1	104
Other gas program	8.5	119
Other airline frequent flyer program	7.4	88





Internet Activity Activity [Past Week]

Activity [Past Week]	Internet Activity*	0/ 1		Internet Activity via Mobile	0/	1	Internet Activity via Tablet	0/	1
Canal /	Internet Activity		ndex	Internet Activity via Mobile		Index			Index 103
Send/receive email			100 104		44.7	96 104	_	12.7	103
Send/receive a text/instant message					59.2	104 99		7.1	
Participate in an online social network			105		37.4			10.7	116
Do banking/pay bills online			101		22.7	101		8.1	129
Take pictures/video		48.1	98		44.5	98		7.1	107
Use apps		46.4	99		41.1	97	-	12.6	103
Use maps/directions service		47.9	97		37.8	94		5.6	99
Internet search - business, services, products		44.0	96		24.5	86		11.1	99
Watch a subscription-based video service (e.g. Netflix)			102		17.8	109		9.0	98
Watch free streaming music videos			105		19.7	101		7.2	105
Watch other online free streaming videos		29.3	97		18.5	94		5.3	96
Compare products/prices while shopping		28.5	98		16.2	93		3.6	94
Play/download online games			103		14.6	97		7.5	121
Research products/services		32.8	99		18.6	97		7.3	109
Listen to music via streaming video service (e.g. YouTube)			103		16.4	105		4.1	127
Share/refer/link friends to a website or an article			108		16.2	103		3.6	119
Listen to Internet-only music service (e.g. Spotify)			105		17.1	98	1	2.4	128
Purchase products or services			106		11.5	109		4.2	125
Consult consumer reviews		24.5	99		13.2	92		4.8	98
Use online telephone directory			105		14.0	110	1	2.8	111
Use ad blocking software		19.2	99		6.6	101		3.7	98
Download any video content (free or paid)		12.5	99		3.4	87	1	2.1	103
Read or look into online newspapers		12.3	98		5.9	95	1	2.9	94
Download music/MP3 files (free or paid)		13.1	100		9.2	106	1	1.6	90
Click on an Internet advertisement		14.0	105		6.8	97	1	2.3	120
Listen to a podcast		14.7	103		11.2	102	1	2.6	154
Listen to a radio broadcast via streaming audio		7.8	98		5.1	107		1.1	118
Download/print/redeem discount coupon		11.2	104	-	6.6	103		0.6	96
Watch a TV broadcast via streaming video		8.1	102		3.6	115		2.0	95
Enter online contests		10.0	107		6.6	109	J	1.9	150
Place/respond to an online classified advertisement		12.6	117		8.2	124	J	1.8	134
Receive store offers by SMS		9.8	119		9.7	120		-	-
Read or look into online magazines		7.4	98		3.1	91		1.6	101
Scan mobile tagging barcode/QR		7.0	103		6.6	103		-	-
Watch streaming purchased/rented videos (e.g. iTunes)		2.7	111		-	-		-	-
Purchase group deal (e.g. Groupon)		3.9	119		1.9	107		-	-

or **below** the average





Internet Activity

Top Website Types*

Activity [Past Week]

Internet Mobile	I ablet	%	Index	%	Index	%	Index	Flyers inserted into a co
								Flyers delivered to t
Access a news site		42.8	100	26.4	97	10.7	109	General information from t
Access food/recipes content		29.1	99	13.6	88	8.3	109	
, 100000 100 0, 1001 00 00 11011								
Access health-related content		19.2	99	10.8	101	4.6	104	L
Access professional sports content		10.4	100	7.9	106	2.3	92	Flyers inserted ir
Access restaurant guides/reviews	-	14.2	93	9.6	89	2.3	80	
Access travel content		12.7	96	6.3	98	3.2	113	
A		11.0	100	2.5			100	Out of Home Advertising
Access real estate listings/sites		11.8	106	3.5	84	2.2	106	Noticed Advertising [Past Week]
Access a radio station's		9.1	98	4.9	98	1.3	90	On bus
website								On street furniture (e.g. bus
Access home decor-related		9.1	112	4.8	114	1.6	93	On trans
content								Digital
Access celebrity gossip content	F	7.1	82	4.2	74	0.8	102	Inside shop
								Ins
Access a TV station's website		10.0	109	3.9	93	2.4	134	Inside public w
								Screens inside
Access fashion or beauty-		7.6	86	5.2	84	0.7	73	On subway/metro Inside subway/r
related content								Inside subway/r
Access automotive		7.1	109	4.7	108	1.5	115	Inside commu
news/content	Γ	/.1	105	4.7	100		115	Inside commu
	1							IIISIG

Direct Media Usage

Frequency of Use [Occasionally/Frequently]	%	Index
Flyers inserted into a community newspaper	40.5	111
Flyers delivered to the door or in the mail	39.2	107
General information from the Internet/websites	30.8	100
Coupons	27.1	95
Apps/online flyers	25.2	102
Local store catalogues	20.7	99
Direct email offers	20.3	90
Flyers inserted into a daily newspaper	18.5	103
Mail order	7.3	106
Yellow Pages (print)	6.7	137
Yellow Pages (online)	4.4	128

Home Advertising

ced Advertising [Past Week]
Billboards
On bus exteriors
On street furniture (e.g. bus benches)
On transit shelters
Digital billboards
Inside shopping malls
Inside buses
Inside public washrooms
Screens inside elevators
On subway/metro platforms
Inside subway/metro cars
Inside movie theaters
Inside commuter trains
Inside airports
On taxis

%	Index
29.4	104
23.9	94
17.6	99
17.1	89
16.1	113
13.3	89
10.1	83
8.5	90
7.1	87
6.0	71
5.6	84
5.2	87
4.9	72
4.6	120
3.5	108

Target Group Source: Environics Analytics 2021



Social Media Usage

Social Media Overview

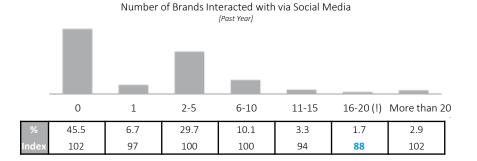
Internet and Social Media Usage: 44% search for Businesses, Services and Products online (Average), 13% access Travel Content Websites (Average).

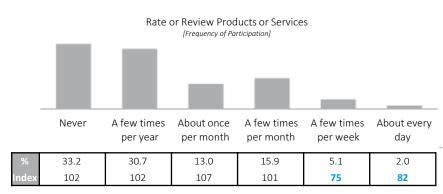
- **61%** of Gentle Explorers from British Columbia tend to access social media on their mobile phones during the morning hours, **57%** during the afternoon hours.
- **5%** seek recommendations for Vacation/Travel Information via social media (Below Average).

Brand Interaction

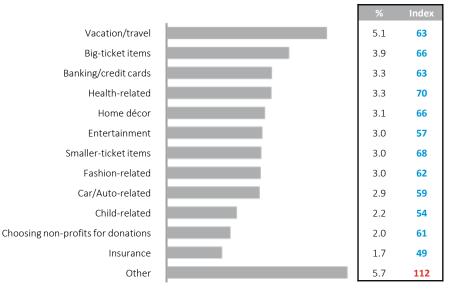
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Seek Recommendations via Social Media*



Top Social Media Attitudes**

75% tend to ignore marketing and advertising on Social Media						
"Social media companies should not be allowed to own or share my personal information" 88% Index = 105	"I tend to ignore marketing and advertisements when I'm in a social media environment" 75% Index = 104					
"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 72% Index = 106	"Use SM to stay connected with personal contacts" 48% Index = 105					

Sources: AskingCanadians Social 2021 Note: Base variables are default and vary based on database Index: At least 10% above Ta

Target Group Source: Environics Analytics 2021

(!) Indicates small sample size *Ranked by percent composition 14 Based on Household Population 18+ **Selected and ranked by highest percent composition

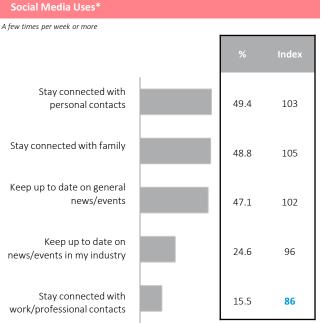


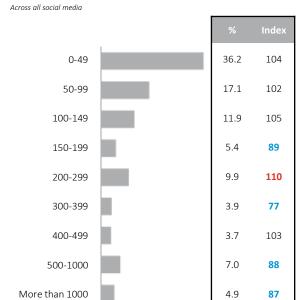
Social Media Usage

Frequency of Participation*

Α.	few	times	per	week	or	more	
----	-----	-------	-----	------	----	------	--

Participate In	% Comp	Index
View friends' photos online	49.8	104
Watch video online	43.9	95
Chat in online chats	40.4	99
Read article comments	39.6	100
Read status updates/tweets	37.3	101
Listen to radio or stream music online	32.2	92
Share links with friends and colleagues	26.8	92
Click links in news feeds	20.8	91
Play games with others online	16.7	103
Read blogs	13.5	85
Post photos online	13.0	97
Update your status on a social network	10.4	97
Chat in online forums	8.9	86
Comment on articles or blogs	7.7	89
Check in with locations	7.3	82
Rate or review products online	7.1	77
Share your GPS location	6.6	80
Post videos online	4.4	77
Publish blog, Tumblr, online journal	2.4	64

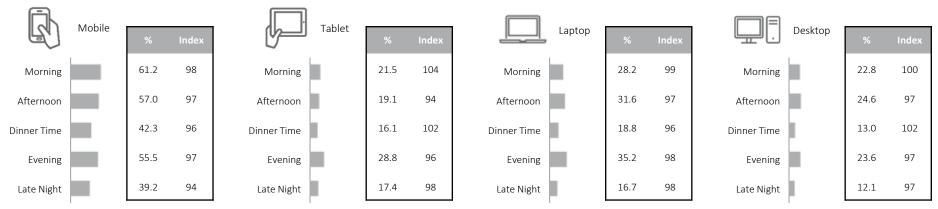




Number of Connections

Social Media Access

Typically use



Sources: AskingCanadians Social 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

*Ranked by percent composition 15 Based on Household Population 18+





Social Media Usage

Facebook							
f		Frec	Frequency of Use [Past Year]				
					%	Index	
Currently Use	Did Not Use	Use Daily			61.	7 108	
79.4%	18.3%	Use Weekly	Ŀ.		12.	5 90	
(103)	(94)	Use Monthly			4.5	5 81	
Participate In'	* (at least a	few times per we	eek)	% Co	mp	Index	
Read my news	s feed			56.2		104	
Comment/Like	e other user	s' posts		49.5		110	
Use Messenge	er			47.7		109	
Watch videos				39.8		102	
Watch live vid	eos			15.6		98	
Post photos				13.2		98	
Update my sta	atus			10.	.5	95	
Like or becom	e a fan of a	page		9.0	6	94	
Click on an ad			8.9		88		
Post videos			4.	6	85		
Create a Facebook group or fan page				2.5		67	
Give to a Facebook fundraiser (!)				1.	1	43	
Create a Facel	book fundra	iser (!)		1.0	C	42	

LinkedIn						
fi	Free	Frequency of Use [Past Year]				
Currently Use 31.2% (84)	Did Not Use 60.1% (111)	Use Daily Use Weekly Use Monthly			% 5.2 9.1 15.2	83
Participate In	* (at least a	few times per wo	eek)	% Co	mp	Index
Read your nev	wsfeed			5.6		73
View a job pos	sting			3.9		<mark>68</mark>
Watch videos				3.0		76
Search and re	view other p	orofiles		2.9		65
Create a conn	ection			1.9		63
Comment on	content			1.4		58
Update your p	orofile inform	nation		1.1		51
Click on an ad (!)			1.0		52	
Participate in LinkedIn forums (!)			0.9	Э	58	
Request a recommendation (!)			0.8	8	56	
Post an article	e, video or pi	cture (!)		0.8	8	48
Join a LinkedIr	n group (!)			0.0	5	45

Instagram						
ſ	3	Frequency of Use [Past Year]				
	-			%	Index	
Currently Use	Did Not Use	Use Daily		19.	3 89	
37.0%	54.4%	Use Weekly		10.	4 98	
(96)	(105)	Use Monthly		6.7	116	
Participate In	* (at least a	few times per we	ek) % (Comp	Index	
View photos/	videos		2	5.6	92	
Like photos/vi	ideos		2	1.5	93	
Comment on	photos/vide	OS	1	2.0	92	
Send direct m	Send direct messages			1.3	89	
Watch live videos			9	9.6	87	
Post photos/videos			(5.9	88	
View a brand'	s page		(5.6	81	
Watch IGTV vi	ideos		4	4.7	73	

Pinterest

G		Frequency of Use [Past Year]					
				%	Index		
Currently Use	Did Not Use	Use Daily		6.2	109		
29.4%	60.1%	Use Weekly		9.5	100		
(112)	(96)	Use Monthly		11.6	121		

Reddit					
6	3	Frequency of Use [Past Year]			
				%	Index
Currently Use	Did Not Use	Use Daily		4.1	84
9.6%	83.5%	Use Weekly		2.9	73
(82)	(104)	Use Monthly		2.4	90
Participate	Participate In* (at least a few times per month)			omp	Index
View content			7.	2	78
Follow specific Subreddits			4.	7	90
Vote on conte	ent		4.	2	90
Post content			2.	0	80

WhatsApp	3	Freq		ncy of	Use	
	2		[Pas	t Year]	%	Index
Currently Use	Did Not Use	Use Daily			12.	8 54
34.0%	58.9%	Use Weekly	١.		10.	3 84
(74)	(129)	Use Monthly	١.		9.5	107
Participate In	* (at least a	few times per we	ek)	% Co	mp	Index
Send/receive	messages			20	.0	64
Send/receive	images			17	.6	62

Sources: AskingCanadians Social 2021 Note: Base variables are default and vary based on database Index: At least 10% above or below the average

ove Target Group S

(!) Indicates small sample size

Send/receive documents and files

Use group chats

Use voice calls

Click on ads

11.8

7.3

6.8

54

56

49

3.5

75





Social Media Usage

Twitter					
		Frequency of Use [Past Year]			
				%	Index
Currently Use	Did Not Use	Use Daily		10.4	87
23.9%	68.4%	Use Weekly		6.8	92
(91)	(106)	Use Monthly		5.2	94

Participate In* (at least a few times per week)	% Comp	Index
Read tweets	15.1	89
Watch videos	7.1	80
Tweet	5.6	88
Retweet	4.9	87
Share a link to a blog post or article of interest	4.7	94
Send or receive direct messages	4.7	84
Respond to tweets	4.5	82
Actively follow new users	3.4	80
Watch live videos	3.1	68
Follow users who follow you	2.9	70
Click on an ad	2.2	69

Vau
100
I U DE

			%	Index
Currently Use	Did Not Use	Use Daily	24.4	82
70.3%	17.3%	Use Weekly	31.7	106
(98)	(104)	Use Monthly	13.5	114

Frequency of Use [Past Year]

Participate In* (at least a few times per week)	% Comp	Index
Watch videos	43.0	90
Like or dislike videos	13.0	88
Watch live videos	11.8	82
Leave comment or post response on video	7.7	93
Share videos	6.2	73
Click on an ad	4.3	63
Embed a video on a web page or blog	2.4	61
Create and post a video	2.3	70

napchat

S		Freq	uency of [Past Year]	Use	
Palana.				%	Index
Currently Use	Did Not Use	Use Daily		3.8	100
10.4%	84.1%	Use Weekly		3.3	114
(98)	(102)	Use Monthly		2.8	81

Participate In* (at least a few times per week	% Comp	Index
Receive photos/videos	4.9	99
Send direct text messages	4.0	92
Send photos/videos	4.0	93
Use filters or effects	2.7	86
Use group chat	2.5	89
Use video chat	1.7	88
Read Snapchat discover/News	1.4	63
View ads	1.2	66
View a brand's snaps	1.2	66

Audio Podcasts



Frequency of Use [Past Year]				
	%	Index		
Use Daily	6.0	99		
Use Weekly	7.1	100		

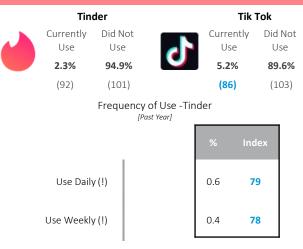
4.8

91

		LI	st
	66.7%	Li	st
	(101)	Li	st
	. ,	Li	st
se		Su	ub
50		Su	ub
%	Index	Su	ub
		Si	ub
6.0	99	Li	ct

Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	5.9	108
Listen to a news podcast	4.6	93
Listen to an educational podcast	4.4	85
Listen to a comedy podcast	3.4	90
Listen to a business podcast	2.6	70
Subscribe to a educational podcast	1.9	87
Subscribe to another genre of podcast	1.9	79
Subscribe to a news podcast	1.8	81
Subscribe to a comedy podcast (!)	1.8	86
Listen to a technology focused podcast	1.7	82
Listen to a sports podcast	1.6	80
Subscribe to a sports podcast**	1.2	62
Subscribe to a technology podcast (!)	1.1	87
Subscribe to a business podcast (!)	0.6	46

Other Social Media Platform



Sources: AskingCanadians Social 2021 Note: Base variables are default and vary based on database

Use Monthly

Index: At least 10% above or below the average

Target Group Sour

up Source: Environics Analytics 2021

(!) Indicates small sample size Based on Household Population 18+ *Ranked by percent composition 17 **a few times per month or more