

PRIZM Segments Included (by SESI): 36 Market: Alberta



Overview

EQ Segments

- Of the 67 PRIZM Clusters identified in Canada, Middle-Class Mosaic rank 4th, making up 81,299 households, or 5% of the total Households in Alberta (1,641,221).
- The Median Household Maintainer Age is 52, 47% of couples have children living at home (Average).
- Below Average Household Income of \$97,258 compared to Alberta at \$126,807.
- Top 3 Social Values: Need for Escape, Social Intimacy, Legacy
- Top Tourism Activities: Camping, Swimming, Hiking/Backpacking, Cycling, Attending Sporting Events
- Average interest for travelling within Canada, Middle-Class Mosaic from Alberta spent an average of \$1,592 (Average) on their last vacation.
- 79% currently use Facebook (Average), 44% use Instagram (Above Average), 30% use Twitter (Average) and 73% use YouTube (Average).

Market Sizing

Total Population

Target Group: 240,000 | 5.4% Market: 4,440,749

Total Households

Target Group: 81,299 | 5.0% Market: 1,641,221

Top Geographic Markets

		Target Grou	o	Ma	rket
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Calgary, AB (CY)	54.6	8.8	177	504,796	30.8
Edmonton, AB (CY)	44.2	9.1	184	393,824	24.0
Wood Buffalo, AB (SM)	0.4	1.2	23	27,102	1.7
Brooks, AB (CY)	0.3	4.1	82	5,318	0.3
St. Albert, AB (CY)	0.1	0.5	9	25,901	1.6
Strathcona County, AB (SM)	0.1	0.2	3	38,465	2.3
Rocky View County, AB (MD)	0.1	0.4	9	14,250	0.9
Chestermere, AB (CY)	0.1	0.7	14	7,133	0.4
Red Deer, AB (CY)	0.0	0.1	2	43,182	2.6
Lethbridge, AB (CY)	0.0	0.1	2	41,224	2.5

% of Target Group Households Free Spirits Authentic Experiencers **Cultural Explorers**

Cultural History Buffs Personal History Explorers Gentle Explorers No Hassle Travellers Virtual Travellers

Top PRIZM Segments % of Target Group Households

36 - Middle-Class Mosaic

100.0

Rejuvenators

100.0



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Demographic Profile



Target Group: 240,000 | 5.4% Market: 4,440,749



Target Group: 81,299 | 5.0% Market: 1,641,221

Average Household Income

\$97,258 (77)

Median Household Maintainer Age

> 52 (105)

2 Persons 3 Persons 4 Persons 5+ Persons 1 Person

18.7

116

Household Size*

Marital Status**

55.2% (92)

19.7

82

46.7% (100)

32.0

94

15.7

102

Education**

31.4% (113)

35.0%

(157)

13.9

134

Married/Common-Law

Couples With Kids at Home

Family Composition***

High School Certificate Or Equivalent

Visible Minority Presence*

Non-Official Language*

49.7% (175)

Belong to a visible minority group

3.1% (212)

No knowledge of English or French

Immigrant Population*

Born outside Canada

Psychographics**

Strong Valu	ıes	We	eak Values
Technology Anxiety	131	66	Sexual Permissiveness
Introspection & Empathy	125	73	Attraction to Nature
Fear of Violence	121	75	Brand Genuineness
Personal Creativity	120	76	Fulfilment Through Work
Need for Escape	118	81	Flexible Families

Key Social Values

Need for Escape Index = **118**

Social Intimacy Index = **117**

Legacy Index = **116**

Social Learning

Index = **115**

Work Ethic Index = **115** National Pride Index = **113**

Multiculturalism

Index = **112**

Traditional Family Index = **112**

Ecological Fatalism Index = 108

Confidence in Advertising Index = 108

Racial Fusion Index = 105

Primacy of the Family Index = 105



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Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	79.3	98
Home exercise & home workout	58.6	101
Camping	58.0	100
Swimming	53.6	99
Gardening	52.7	91

Top 5 Activities Attended*	% Comp	Index
Auditoriums, arenas & stadiums (any)	47.9	106
Other activities & attractions	44.4	97
Movies at a theatre/drive-in	43.2	104
Sporting events	40.1	103
Bars & restaurant bars	40.0	102

L		Gardening		52.7 91		Bars & restaurant ba	rs	40.0 102
	Key Tourism Activities*	*						
	Camping	Swimming	Hiking & backpacking	Cycling	Sporting events	Bars & restaurant bars	Parks & city gardens	National or provincial park
	Å	\$	Å	Š			*	W P
	58.0% (100)	53.6% (99)	44.3% (102)	43.4% (88)	40.1% (103)	40.0% (102)	37.2% (94)	36.0% (85)
	Photography	Canoeing & kayaking	Ice skating	Golfing	Zoos & aquariums	Fishing & hunting	Specialty movie theatres/IMAX	Pilates & yoga
					ET?			方
	33.6% (103)	30.5% (99)	29.8% (94)	28.9% (92)	26.5% (87)	26.1% (90)	19.8% (88)	19.5% (91)
	Theme parks, waterparks & water slides	Historical sites	Downhill skiing	Cross country skiing & snowshoeing	Hockey	ATV & snowmobiling	Dinner theatres	Video arcades & indoor amusement centres
			***	±3i	Ą	500		
	19.4% (95)	16.7% (80)	15.6% (79)	14.5% (80)	13.4% (81)	12.5% (76)	12.4% (100)	11.9% (91)
	Beer, food & wine festivals	Power boating & jet skiing	Curling	Adventure sports	Inline skating	Music festivals	Snowboarding	Marathon or similar event
			M.			((()))	Jac	
	10.1%	9.0%	8.3%	7.1%	6.2%	6.0%	5.9%	5.1%

(77)

(109)

(87)

(102)

(58)

(82)

(78)

(81)



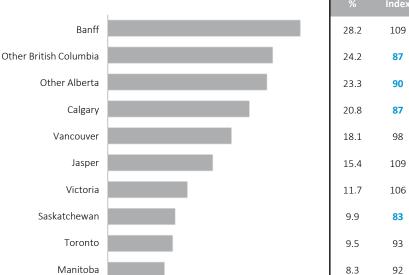
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Travel Profile

Top Canadian Destinations*





Vacation Spending

101

Spent Last Vacation

Under \$500 \$500 to \$1,000 to \$2,000 to \$3,000 to \$4,000 or \$999 \$1,999 \$2,999 \$3,999 More 19.4 30.4 21.1 8.7 6.8 13.6

105

\$\frac{1,592}{(100)}

Average spend on last trip

Source: Environics Analytics 2021

Vacation Booking*

Used [Past 3 Years]



%	Index
41.7	105
40.6	101
31.5	91
26.0	94
21.7	116
18.1	97
7.8	79
4.8	71

Booked With [Past Year]**











1.2%

(82)

Expedia.com/ca Booking.cor 10.9% 3.7%

80) **travelocity

Travelocity.com/ca (!)

1.8%

(122)

3.7% velocity (88) 5. 11 (1

Airline Websites

15.0%

(106)

5.5% (132) 2.7% (129)

T T T

Other Travel

(89)

Travel Type & Frequency

Business Trips



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



Personal Trips

3.5

Discount Sites

1.3%

(86)

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

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



3.5







1.9

(96)



3.3

100

106

82

102



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Travel Profile

Accommodation Preferences*

Used [Past 3 Years]



Airline Preferences**

Flown [Past Year]

Flown [Past Year]				
⊗ AIR CANADA	WESTJET ‡ ⁄	Air transat	porter	*
Air Canada	West Jet	Air Transat	Porter Airlines	Other Canadian
29.8%	43.1%	2.7%	0.0%	3.0%
(98)	(101)	(86)	(68)	(80)
▲ DELTA AIR LINES	UNITED	American Airlines 🔪		
Delta Airlines	United Airlines	American Airlines	Other American	
9.1%	4.5%	7.7%	1.5%	
(152)	(98)	(288)	(99)	
	Y .	in the second	2	
European Airlines	Asian Airlines	Other Charter	Other	
3.3%	1.8%	2.7%	3.3%	
(102)	(129)	(88)	(84)	

Car Rental*

Rented From [Past Year]





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Media

Overall Level of Use



14 hours/week

(111)

Television



1,252 minutes/week (102)

Newspaper

1 hours/week (100)

Magazine

6 minutes/day (93)

Internet ((1))

284 minutes/day (106)

Top Radio Programs*

Programs [Weekly]		
	%	Index
News/Talk	20.2	94
Classic Hits	19.9	117
Today's Country	19.7	109
Mainstream Top 40/CHR	19.3	127
Adult Contemporary	18.9	117
Hot Adult Contemporary	11.0	105
Multi/Variety/Specialty	9.6	79
AOR/Mainstream Rock	9.5	93

Top Television Programs*

Programs [Average Week]

Situation comedies

Trograms (riverage treek)		
	%	Index
Movies	46.8	95
Evening local news	38.4	105
Primetime serial dramas	30.4	113
Hockey (when in season)	27.2	92
Suspense/crime dramas	25.4	102
Home renovation/decoration shows	23.4	99
Morning local news	21.8	115
News/current affairs	21.5	91
Documentaries	21.5	93

Top Newspaper Sections*

oguancu Boad	[Occasionally/Frequently]	7
equency Reau	[Occusionally/Frequencly]	I

	%	Index
Local & Regional News	53.2	104
National News	47.0	101
International News & World	44.8	101
Movie & Entertainment	32.6	101
Sports	28.3	96
Editorials	26.3	93
Food	26.1	97
Health	25.6	91
Business & Financial	21.3	94
Travel	21.1	92

Top Magazine Publications*

Read [Past Month]

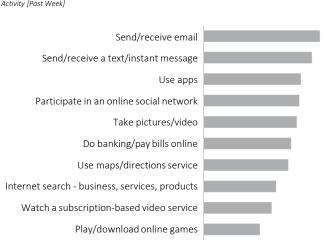
Read [Past Month]		
	%	Inde
CAA Magazine	5.9	92
Canadian Living	5.4	115
Other U.S. magazines	5.1	86
Cineplex Magazine	4.8	121
Other English-Canadian	4.6	79
Maclean's	3.5	77
People	3.5	93
National Geographic	3.3	72
Reader's Digest	3.2	96
Canadian Geographic	2.9	129
•		

Top Internet Activities*

Modern/Alternative Rock

Activity [Past Week]

Classic Rock



9.0

6.9

112

107

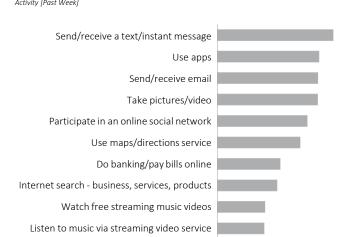
	Index
70.7	102
65.9	101
59.1	110
58.2	99
56.7	99
53.3	100
51.6	101
44.1	106
41.4	105
34.3	105

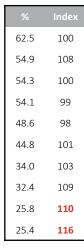
Source: Environics Analytics 2021

21.2 99

Top Mobile Activities*

Activity [Past Week]



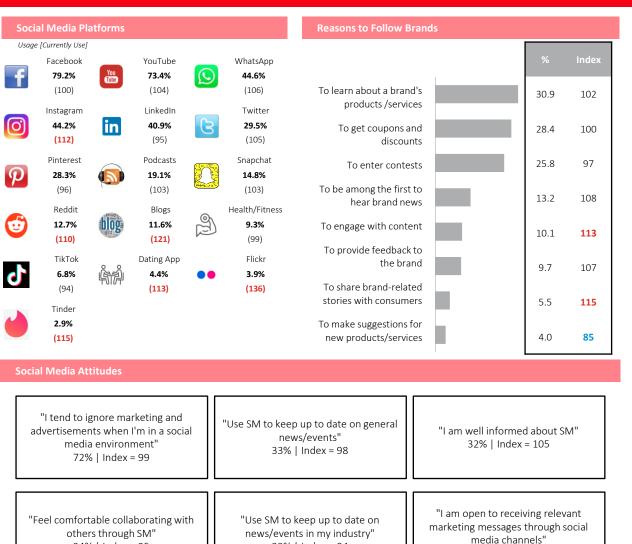




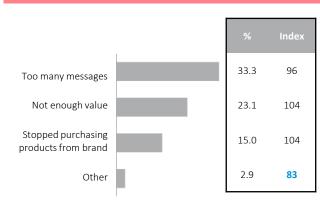
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Media

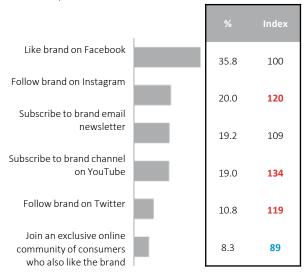


Reasons to Unfollow Brands



Actions Taken using Social Media

Variables with Response "Yes"



24% | Index = 95

23% | Index = 94

21% | Index = 105



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Product Preferences

Variables with "Agree" Statements

"I would like to eat healthy foods		
more often"		
72% Index = 95		

"I have tried a product/service based on a personal recommendation" 65% | Index = 92

"I generally achieve what I set out to do" 64% | Index = 95

"I am interested in learning about different cultures" 59% | Index = 104

"I consider myself to be informed on current events or issues" 58% | Index = 97

"I am very concerned about the nutritional content of food products I buv" 58% | Index = 93

"I like to try new places to eat" 57% | Index = 99

"I value companies who give back to the community" 57% | Index = 96

"Family life and having children are most important to me" 56% | Index = 93

"I offer recommendations of products/services to other people" 54% | Index = 94

"I like to cook" 52% | Index = 92 "I make an effort to buy local produce/products" 52% | Index = 93

"When I shop online I prefer to support Canadian retailers" 51% | Index = 101

"I like to try new and different products" 45% | Index = 92

"It's important to buy products from socially-responsible/environmentallyfriendly companies" 45% | Index = 93

"I am adventurous/"outdoorsy"" 42% | Index = 104

"Free-trial/product samples can influence my purchase decisions" 39% | Index = 98

"I prefer to shop online for convenience" 30% | Index = 97

"Staying connected via social media is very important to me" 29% | Index = 90

"Advertising is an important source of information to me" 26% | Index = 97

"I am willing to pay more for ecofriendly products" 26% | Index = 91

"I lead a fairly busy social life" 25% | Index = 101

"Vegetarianism is a healthy option" 19% | Index = 86

"I consider myself to be sophisticated" 19% | Index = 91

"I enjoy being extravagant/indulgent" 14% | Index = **77**



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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 7.7 71.2 12.6 3.5 1.1 3.8 100 90 122 129 88 112

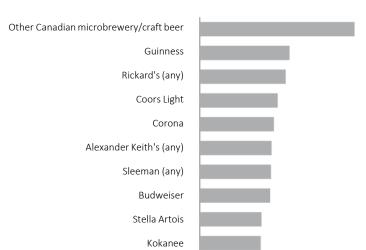
Drank [Past Month]	% Comp	Index
Canadian wine	13.0	107
Cider	8.7	115
Liqueurs (any)	7.8	72

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	11.6	88

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	25.0	115

Top 10 Beers*

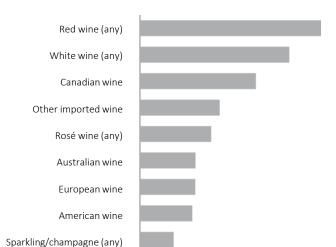
Brand Drink [Most Often/Frequently]



	Index
25.0	115
14.5	149
13.9	127
12.6	89
12.0	86
11.6	96
11.5	140
11.4	102
10.0	100
9.8	103

Wine Details

Drank [Past Month]







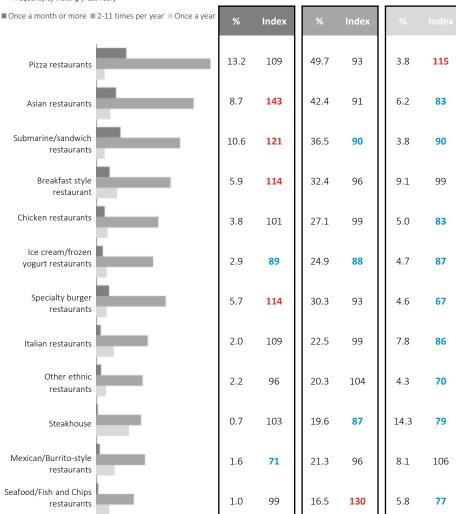
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Product Preferences

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 19.8% (90)



Other Organic Food 7.8% (95)



Organic Meat 5.3% (93)



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57.4

53.3

40.9

40.7

37.8

28.5

23.3

16.6

13.7

9.0

17.4

14.4

8.7

7.9

7.8

96

102

89

98

117

86

89

99

74

96

95

122

131

107

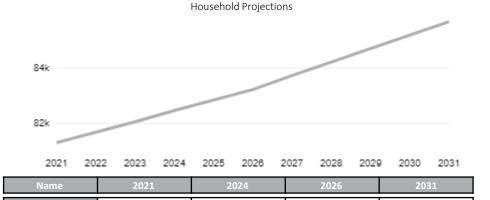
79

Product Preferences

Demographics Rent Own 29.2% 70.8% (106)(98)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 48.3% 17.4 18.0 17.0 16.8 13.1 17.7 89 90 91 98 116 136 (113)

Demographic Trends

% Change



82,460

1.4

33

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

Loyalty Programs*

	Member
	Air Miles (excl. airline frequent flyer programs)
	PC Optimum
	Costco membership (paid)
	Canadian Tire Triangle
	SCENE (Cineplex)
	Credit card with loyalty rewards
	Aeroplan
	Hudson's Bay Rewards
	Petro Points
	Esso Extra Program
	Other grocery store card
	Other loyalty program
	Other store program
	Other gas program
	Other airline frequent flyer program

81,299

85,673

5.4

38

83,219

2.4

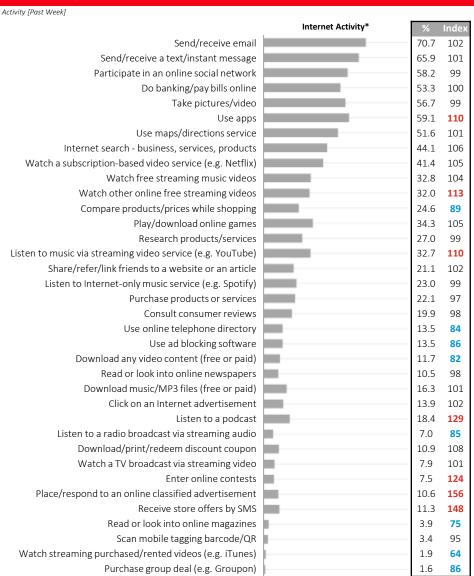
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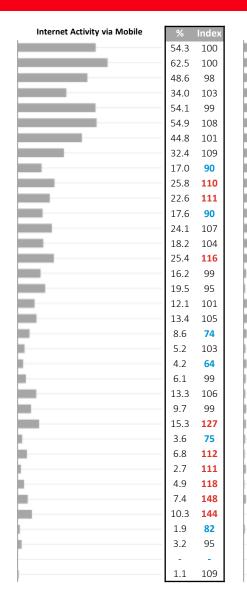


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Internet Activity









PRIZM Segments Included (by SESI): 36 Market: Alberta



96

107

97

103

98

98

82

94

91

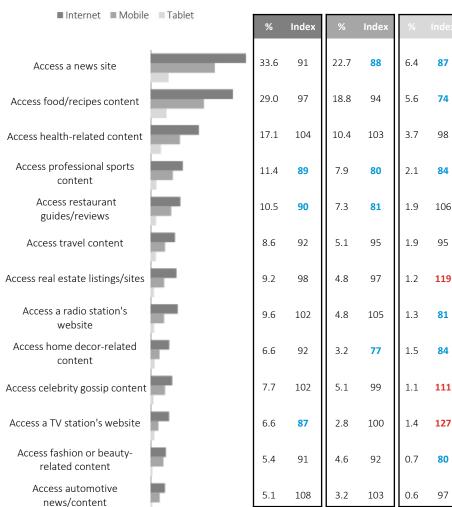
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113

Internet Activity

Top Website Types*

Activity [Past Week]

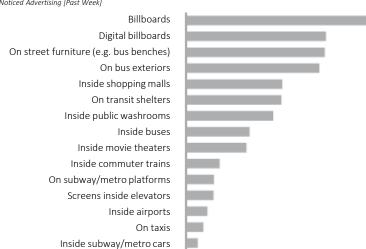


Direct Media Usage

Frequency of Use [Occasionally/Frequently]



Noticed Advertising [Past Week]





Target Group



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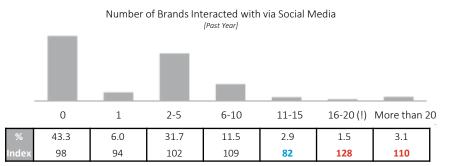


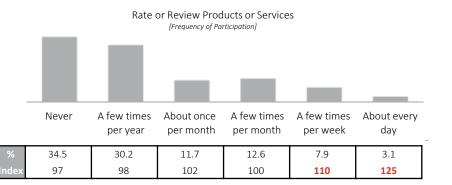
Social Media Usage

Social Media Overview

- Internet and Social Media Usage: 44% search for Businesses, Services and Products online (Average), 9% access Travel Content Websites (Average).
- 64% of Middle-Class Mosaic from Alberta 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" 82% | Index = 98

"I tend to ignore marketing and advertisements when I'm in a social media environment" 72% | Index = 99

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 65% | Index = 96

"Use SM to stay connected with personal contacts" 42% | Index = 100



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Social Media Usage

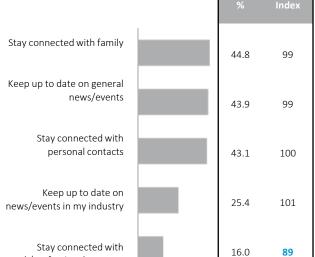
Frequency of Participation*

A few times per week or more

Participate In % Comp Index Watch video online 45.9 101 View friends' photos online 44.9 100 Chat in online chats 40.2 102 Read article comments 39.3 104 Read status updates/tweets 37.8 99 Listen to radio or stream music online 34.8 102 Share links with friends and colleagues 26.6 102 Click links in news feeds 21.9 111 Read blogs 15.9 114 Play games with others online 14.3 96 Post photos online 11.7 95 Chat in online forums 11.2 108 Rate or review products online 11.0 114 Update your status on a social network 10.9 113 Share your GPS location 9.5 119 Comment on articles or blogs 9.4 102 Check in with locations 8.6 100 Post videos online 6.1 107 Publish blog, Tumblr, online journal 4.7 120

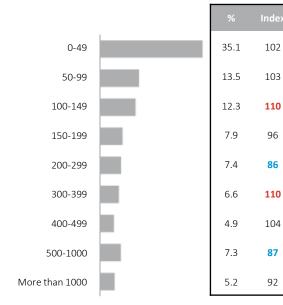
Social Media Uses*

A few times per week or more



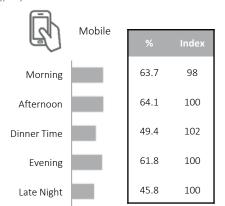
Number of Connections

Across all social media

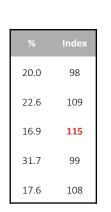


Social Media Access

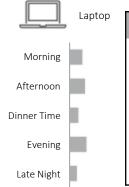
Typically use

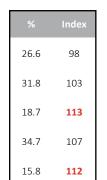






work/professional contacts







Late Night





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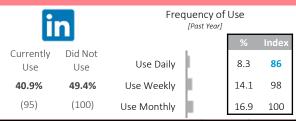
Social Media Usage

Facebook Frequency of Use

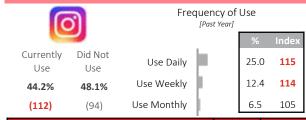
			[Past Year]		
				%	Index
Currently Use	Did Not Use	Use Daily		57.1	100
79.2%	17.1%	Use Weekly		13.9	94
(100)	(95)	Use Monthly		7.7	114

(100) (55) 656 (416)(11)		
Participate In* (at least a few times per week)	% Comp	Index
Read my news feed	54.7	100
Use Messenger	45.6	107
Comment/Like other users' posts	44.2	98
Watch videos	42.3	104
Watch live videos	19.5	107
Post photos	14.2	117
Update my status	13.8	119
Like or become a fan of a page	13.2	108
Click on an ad	12.1	108
Post videos	8.7	123
Create a Facebook group or fan page	7.4	139
Give to a Facebook fundraiser (!)	4.7	140
Create a Facebook fundraiser (!)	3.9	142

LinkedIn

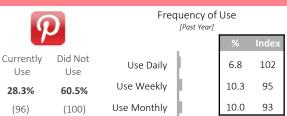


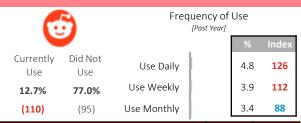
(95) (100)	Use Monthly	16.	9 100
Participate In* (at leas	t a few times per week	% Comp	Index
Read your newsfeed		10.0	89
View a job posting		8.5	101
Search and review oth	er profiles	6.8	104
Watch videos		6.3	90
Create a connection		5.4	114
Comment on content		5.0	123
Request a recommend	lation (!)	4.9	172
Update your profile in	ormation	4.6	140
Click on an ad (!)		4.6	136
Join a LinkedIn group (!)	4.5	176
Post an article, video o	r picture (!)	4.3	141
Participate in LinkedIn	forums (!)	3.7	155



Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	32.0	114
Like photos/videos	27.4	119
Send direct messages	16.2	130
Comment on photos/videos	15.9	123
Watch live videos	14.0	127
View a brand's page	12.7	149
Post photos/videos	10.9	136
Watch IGTV videos	10.7	161
Click on ads	7.5	153

Pinterest

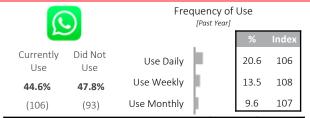




Participate In* (at least a few times per month)	% Comp	Index
View content	10.2	125
Follow specific Subreddits	5.8	138
Vote on content	3.7	112
Post content	2.7	124

Source: Environics Analytics 2021

WhatsApp



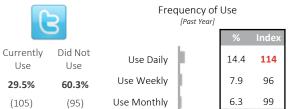
Participate In* (at least a few times per week)	% Comp	Index
Send/receive messages	29.0	107
Send/receive images	27.1	108
Use group chats	20.7	109
Use voice calls	13.7	109
Send/receive documents and files	12.4	112



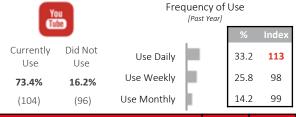
PRIZM Segments Included (by SESI): 36 Market: Alberta



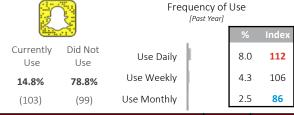
Social Media Usage



(105) (95) Ose Monthly	0.5	, ,,
Participate In* (at least a few times per week)	% Comp	Index
Read tweets	20.6	113
Watch videos	13.7	125
Tweet	9.6	142
Watch live videos	8.9	140
Retweet	8.8	125
Share a link to a blog post or article of interest	8.5	138
Respond to tweets	8.1	128
Follow users who follow you	7.6	136
Send or receive direct messages	7.5	126
Actively follow new users	6.4	127
Click on an ad	4.5	139



(104)	(96)	Ose Monthly	г.	14	2 99
Participate In*	(at least a	few times per w	eek)	% Comp	Index
Watch videos				51.9	109
Like or dislike vi	deos			19.5	119
Watch live video	os			18.9	122
Share videos				11.5	130
Leave comment	t or post re	sponse on video		9.5	133
Click on an ad				6.9	107
Embed a video	on a web p	age or blog		6.6	152
Create and post	a video			6.5	168



I			
Participate In* (at least a few times per week)	% Comp	Index	
Receive photos/videos	9.2	107	
Send direct text messages	7.8	110	
Send photos/videos	7.7	107	
Use group chat	5.0	125	
Use filters or effects	4.6	103	
Read Snapchat discover/News	4.5	116	
View a brand's snaps	3.3	131	
Use video chat	3.1	135	
View ads	2.4	127	

Audio Podcasts



Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	6.1	117
Listen to an educational podcast	6.0	130
Listen to a news podcast	5.4	119
Listen to a comedy podcast	4.6	131
Listen to a sports podcast	4.6	152
Listen to a business podcast	4.5	138
Listen to a technology focused podcast	3.9	139
Subscribe to another genre of podcast	3.8	131
Subscribe to a sports podcast**	3.4	136
Subscribe to a technology podcast (!)	2.9	164
Subscribe to a educational podcast	2.8	130
Subscribe to a news podcast	2.7	131
Subscribe to a comedy podcast (!)	2.2	126
Subscribe to a business podcast (!)	2.2	135

Other Social Media Platforms



Frequency of Use -Tinder [Past Year]



(!) Indicates small sample size

Based on Household Population 18+

Index 1.1 116 1.3 147