

PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66

Market: British Columbia



Overview

- Of the 9 EQ Traveller Types identified in Canada, Personal History Explorers rank 7th, making up 147,316 households, or 7.3% of the total Households in British Columbia (2,018,734).
- The Median Household Maintainer Age is 55, 46% of couples have children living at home (Above Average).
- Below Average Household Income of \$102,730 compared to BC at \$113,574.
- Top 3 Social Values: Ecological Fatalism, Traditional Family, Multiculturalism
- Top Tourism Activities: Swimming, Hiking/Backpacking, Camping. Above average interest in Snowboarding, Film Festivals
- Average interest for travelling within Canada (Above Average for Victoria, Toronto, Montreal), Personal History Explorers from British Columbia spent an average of \$1,650 (Average) on their last vacation.
- 74% currently use Facebook (Average), 38% use Instagram (Average), 27% use Twitter (Average) and 74% use YouTube (Average).

Market Sizing

Total Population

Target Group: 403,882 | 7.9% Market: 5,102,265

Total Households

Target Group: 147,316 | 7.3% Market: 2,018,734

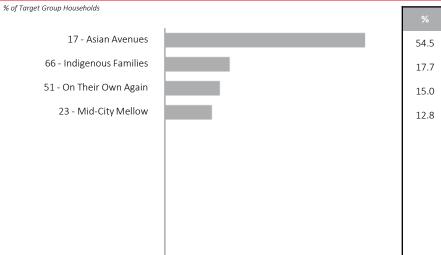
Top Geographic Markets

	Target (9	Market	
Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market
Vancouver, BC (CY)	50.8	24.7	339	302,650	15.0
Burnaby, BC (CY)	9.7	14.2	195	100,623	5.0
Surrey, BC (CY)	3.4	2.8	38	181,001	9.0
Victoria, BC (CY)	2.0	5.8	80	49,647	2.5
West Vancouver, BC (DM)	1.9	15.6	213	18,201	0.9
Delta, BC (DM)	1.8	6.8	93	38,122	1.9
New Westminster, BC (CY)	1.2	4.8	65	35,558	1.8
Richmond, BC (CY)	1.1	2.0	27	79,821	4.0
Saanich, BC (DM)	1.1	3.3	45	48,518	2.4
Maple Ridge, BC (CY)	1.0	4.7	64	32,426	1.6

EQ Segments % of Target Group Households



Top PRIZM Segments



100.0

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Demographic Profile



Target Group: 403,882 | 7.9% Market: 5,102,265



Target Group: 147,316 | 7.3% Market: 2,018,734

Average Household Income

\$102,730 (90)

Median Household Maintainer Age

> 55 (101)

1 Person 2 Persons 3	Persons 4 i	Persons 5+	Persons

16.1

109

Household Size*

Marital Status**



52.0% (91)

Family Composition***



28.0

97

46.4% (111)

30.1

86



14.5

113

Education**

30.0% (102)

40.8%

(143)

11.3

135

Married/Common-Law Couples With Kids at Home

High School Certificate Or Equivalent

Visible Minority Presence*

Non-Official Language*

Immigrant Population*



53.0% (162)

Belong to a visible minority group

7.9% (236)

No knowledge of English or French

Born outside Canada

Target Group

Psychographics**

Strong Valu	ies Weak		ak Values
Ecological Fatalism	144	61	Primacy of Environmental Protection
Ostentatious Consumption	142	65	Cultural Assimilation
Status via Home	140	68	Discriminating Consumerism
Traditional Family	138	70	Ecological Concern
Importance of Aesthetics	137	72	Fulfilment Through Work

Key Social Values

Ecological Fatalism Index = 144

Traditional Family Index = **138**

Multiculturalism Index = **128**

Consumptivity

Legacy

Attraction For Crowds

Index = **128**

Confidence in Advertising

Index = **123** Index = **122**

Brand Genuineness

Index = 117

Consumption Evangelism Index = 117

Index = 109

Global Consciousness Index = 108

Social Intimacy Index = 104

Search for Roots Index = 103



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Sports & Leisure

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

Top 5 Activities Participated*	% Comp	Index
Reading	83.0	99
Gardening	57.5	96
Home exercise & home workout	51.4	95
Volunteer work	50.5	94
Swimming	48.9	93

Top 5 Activities Attended*	% Comp	Index
Exhibitions, carnivals, fairs & markets	56.4	107
Parks & city gardens	40.0	93
Movies at a theatre/drive-in	35.1	95
Bars & restaurant bars	34.8	95
Art galleries, museums & science centres	32.8	98

Key Tourism Activities*	**						
Swimming	Hiking & backpacking	Camping	Cycling	Parks & city gardens	Bars & restaurant bars	Photography	Canoeing & kayaking
\$	Å	Ä		*			
48.9% (93)	47.5% (95)	47.3% (94)	41.3% (90)	40.0% (93)	34.8% (95)	34.8% (89)	30.3% (86)
National or provincial park	Pilates & yoga	Cross country skiing & snowshoeing	Ice skating	Golfing	Specialty movie theatres/IMAX	Fishing & hunting	Video arcades & indoor amusement centres
W	疠						
22.9% (80)	22.4% (98)	22.2% (90)	21.1% (93)	20.6% (77)	19.5% (93)	18.3% (75)	16.5% (107)
Downhill skiing	Zoos & aquariums	Historical sites	Sporting events	Hockey	Theme parks, waterparks & water slides	Adventure sports	Power boating & jet skiing
***	ET3			Ą.			
16.5% (87)	14.8% (92)	14.6% (75)	12.8% (75)	11.3% (98)	10.8% (89)	10.7% (90)	10.1% (83)
Snowboarding	Beer, food & wine festivals	ATV & snowmobiling	Music festivals	Curling	Film festivals	Marathon or similar event	Food & wine shows
The state of the s		50	((()))	ML.			
10.0% (120)	9.3% (84)	8.8% (73)	8.7% (104)	8.4% (108)	7.7% (123)	4.1% (74)	3.7% (93)

gional Tourism

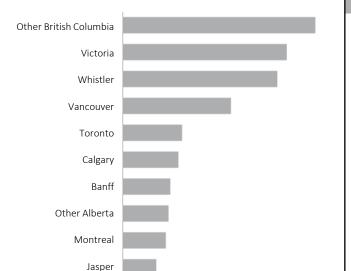
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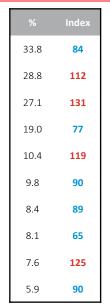


Travel Profile

Top Canadian Destinations*







Vacation Spending





Average spend on last trip

Vacation Booking*

Used [Past 3 Years]



%	Index
40.2	93
38.2	108
37.7	92
27.7	96
24.0	100
14.3	83
10.3	89
10.1	95

Booked With [Past Year]**





6.2%

Hotels.com Hotels.com sunwing Sunwing.ca

trivago Trivago.ca

20.9% (114)



Travelocity.com/ca (!)

1.1%

(61)



₹₹

Airline Websites

14.1%

(95)

4.7% (81)

Discount Sites

2.9%

(115)

1.1% (67) 1.5% (66)

Other Travel 5.1%

(95)

Travel Type & Frequency

Business Trips



Average number of 10.3 nights away in the past (91)year for business trips

Personal Trips

3.5 (96)

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

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

4.5

(101)









(117)



(77)



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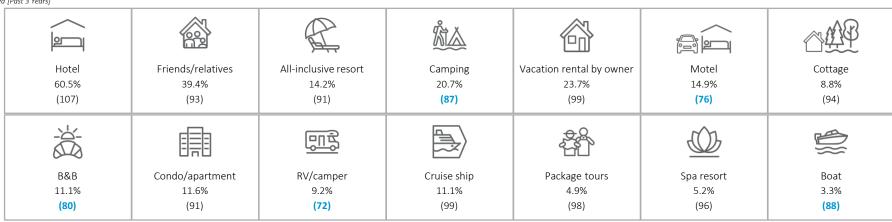
Market: British Columbia



Travel Profile

Accommodation Preferences*

Used [Past 3 Years]



Airline Preferences**

Flown [Past Year]

riowii įi ust reurj				
♠ AIR CANADA	WESTJET ‡ ⁄	Air	porter	*
Air Canada	West Jet	Air Transat	Porter Airlines	Other Canadian
37.8%	27.0%	7.7%	0.1%	5.0%
(104)	(89)	(124)	(51)	(89)
▲ DELTA AIR LINES	UNITED	American Airlines 🔪	*******	
Delta Airlines	United Airlines	American Airlines	Other American	
4.5%	5.0%	3.8%	6.8%	
(84)	(79)	(88)	(84)	
	A.	15	2	
European Airlines	Asian Airlines	Other Charter	Other	
6.8%	9.0%	1.5%	6.6%	
(89)	(144)	(70)	(94)	

Car Rental*

Rented From [Past Year]





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Media

Overall Level of Use



12 hours/week (101)

Television

1,115 minutes/week (95)

Newspaper

1 hours/week (92)

6 minutes/day (76)

24.2

21.7

97

89

Magazine

Internet ((1))

249 minutes/day (105)

Top Radio Programs*

Programs [Weekly]		
	%	Index
News/Talk	34.5	97
Adult Contemporary	21.2	109
Mainstream Top 40/CHR	14.3	115
Multi/Variety/Specialty	13.3	91
Classic Hits	12.1	90
Hot Adult Contemporary	11.2	140
Modern/Alternative Rock	10.5	119

Top Television Programs* Programs [Average Week]

	%	Index
Movies	44.1	101
Evening local news	38.7	93
Primetime serial dramas	30.8	103
News/current affairs	28.3	88
Suspense/crime dramas	25.7	88
Cooking programs	25.2	114
Hockey (when in season)	21.9	101
Situation comedies	21.7	98
Documentaries	21.6	86
Home renovation/decoration shows	20.5	89

Top Newspaper Sections* Frequency Read [Occasionally/Frequently]

	%	index
Local & Regional News	51.0	90
National News	50.4	94
International News & World	47.8	92
Health	33.2	98
Movie & Entertainment	32.4	106
Food	29.6	101
Editorials	29.6	96
Business & Financial	24.9	100

Top Magazine Publications*

Read [Past Month]		
	%	Inde
Other U.S. magazines	7.2	74
Other English-Canadian	6.7	66
Canadian Living	4.5	75
National Geographic	4.4	73
Maclean's	4.1	61
Reader's Digest	3.9	72
Cineplex Magazine	3.1	92
Elle Canada (!)	3.1	184
FASHION Magazine (!)	3.1	179
People	2.9	70

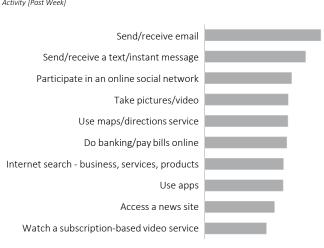
Top Internet Activities*

Activity [Past Week]

Classic Rock

Not Classified

Today's Country



9.2

6.9

5.0

95

75

69

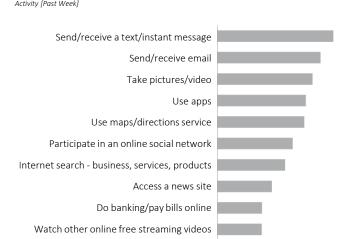
%	Index
70.0	102
60.8	98
52.4	97
50.3	103
50.2	101
49.5	98
47.5	104
47.3	101
42.1	99
37.2	101

Top Mobile Activities*

Activity [Past Week]

Travel

Sports



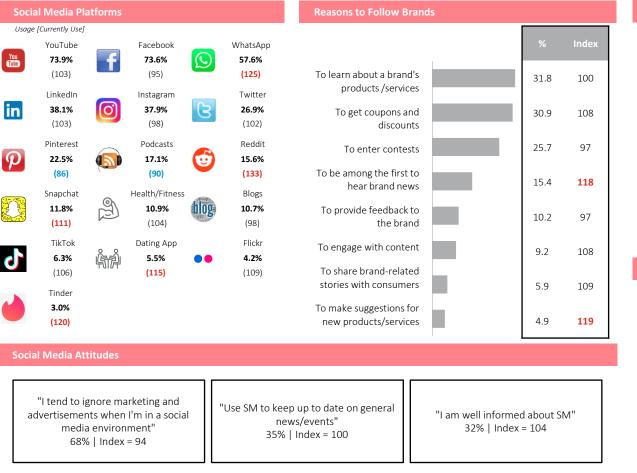




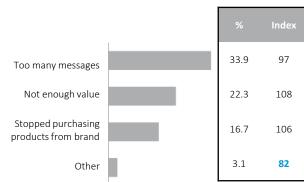
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Media

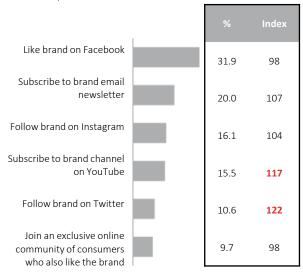


Reasons to Unfollow Brands



Actions Taken using Social Media

Variables with Response "Yes"



"Use SM to keep up to date on

news/events in my industry" 29% | Index = **111**

"Feel comfortable collaborating with others through SM" 28% | Index = 102

"I am open to receiving relevant marketing messages through social media channels" 24% | Index = 119

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



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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" 71% | Index = 97

"I generally achieve what I set out to do" 66% | Index = 95

"I consider myself to be informed on current events or issues" 64% | Index = 92

"I am very concerned about the nutritional content of food products I buv" 64% | Index = 97

"I make an effort to buy local produce/products" 61% | Index = 95

"I am interested in learning about different cultures" 58% | Index = 101

"It's important to buy products from socially-responsible/environmentallyfriendly companies" 55% | Index = 98

"When I shop online I prefer to support Canadian retailers" 55% | Index = 96

"Family life and having children are most important to me" 54% | Index = 94

"Loffer recommendations of products/services to other people" 52% | Index = 98

"I like to cook" 51% | Index = 90 "I like to try new and different products" 46% | Index = 97

"Free-trial/product samples can influence my purchase decisions" 40% | Index = 100

"Vegetarianism is a healthy option" 39% | Index = 106

"I am willing to pay more for ecofriendly products" 36% | Index = 96

"I am adventurous/"outdoorsy"" 34% | Index = 83

"I prefer to shop online for convenience" 30% | Index = 98

"I lead a fairly busy social life" 27% | Index = 102

"Staying connected via social media is very important to me" 26% | Index = 94

"Advertising is an important source of information to me" 23% | Index = 104

"I enjoy being extravagant/indulgent" 20% | Index = 107

"I consider myself to be sophisticated" 17% | Index = 86

bcrts British Columbia Regional Tourism Secretariat

Personal History Explorers

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Product Preferences

82

68

63

Drinks

Drank [Past Month]	% Comp	Index
Canadian wine	18.1	84
Cider	12.7	107
Liqueurs (any)	7.8	70

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	15.9	101

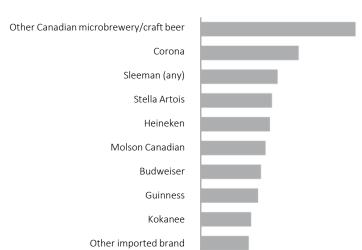
Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	29.0	110

Top 10 Beers*

Brand Drink [Most Often/Frequently]

102

106

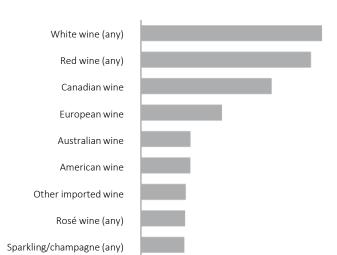


	Index
29.0	110
18.4	107
14.4	103
13.4	117
13.0	116
12.2	111
11.3	100
10.7	103
9.4	93
9.0	91

Source: Environics Analytics 2021

103

Wine Details Drank [Past Month]





Regional Tourism Secretariat

Personal History Explorers

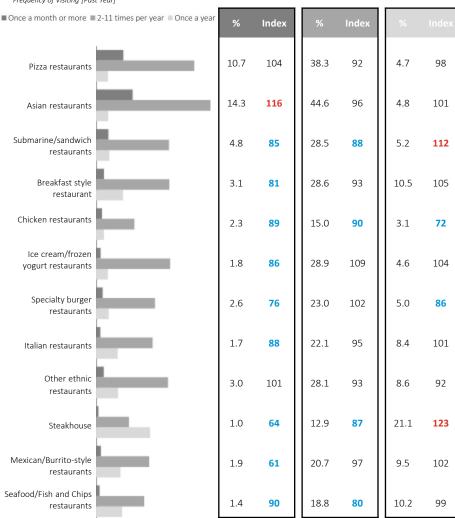
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Product Preferences

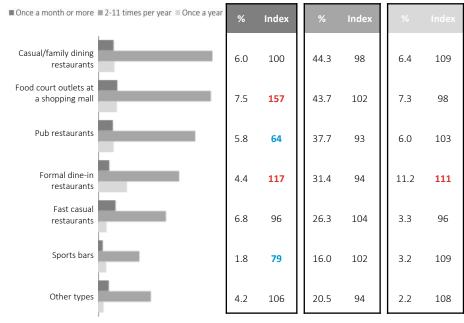
Restaurant Type Visited*

Frequency of Visiting [Past Year]



Restaurant Service Type*

Frequency of Visiting [Past Year]



Purchased Organic Food

Done [Past Week]



Organic Fruits and Vegetables 30.0% (98)



Other Organic Food 14.0% (84)



Organic Meat 7.7% (74)



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53.9

48.4

40.4

36.9

34.1

31.1

25.6

22.9

17.3

10.0

29.0

13.3

9.8

7.4

4.8

107

107

97

95

132

98

89

99

94

102

92

98

91

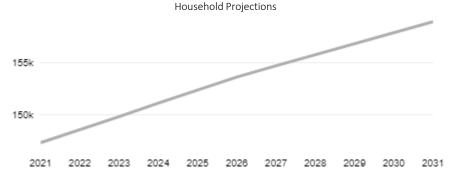
88

67

Product Preferences

Demographics Rent Own 39.0% 60.1% (89) (121)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 42.4% 13.9 14.6 14.9 16.3 14.8 25.5 88 85 86 92 109 137 (114)

Demographic Trends



Name	2021	2024	2026	2031
Count	147,316	151,112	153,621	158,934
% Change	-	2.6	4.3	7.9
Index	-	92	92	91

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

Loyalty Programs*

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

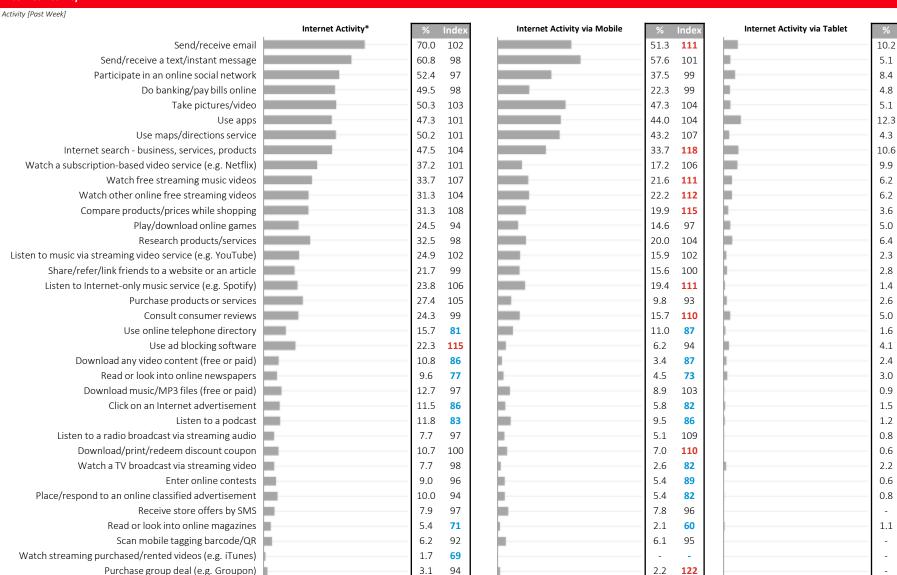


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TOURISM

Index

Internet Activity



Source: Environics Analytics 2021

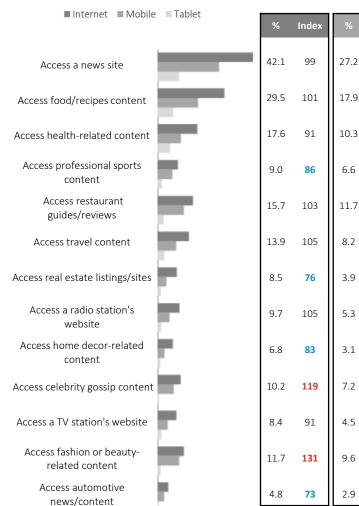
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Internet Activity

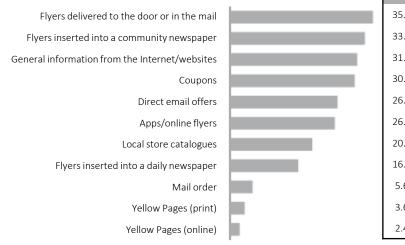
Top Website Types*

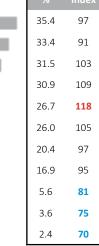
Activity [Past Week]



Direct Media Usage

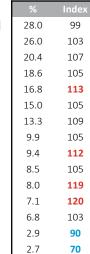
Frequency of Use [Occasionally/Frequently]





Noticed Advertising [Past Week]





Index

100

115

97

88

108

127

95

105

73

127

109

156

68

9.6

6.9

5.5

1.9

2.7

3.0

1.5

1.6

1.2

0.7

1.6

0.6

98

91

125

76

95

105

71

114

72

87

93

141

47

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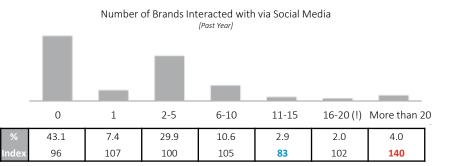


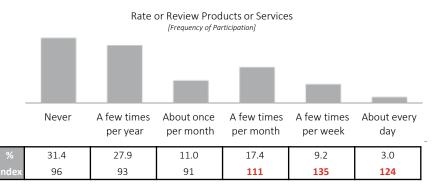
Social Media Usage

Social Media Overview

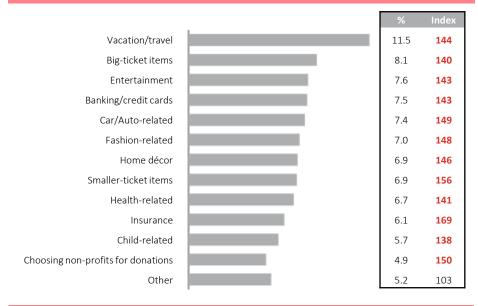
- Internet and Social Media Usage: 48% search for Businesses, Services and Products online (Average), 14% access Travel Content Websites (Average).
- 63% of Personal History Explorers from British Columbia tend to access social media on their mobile phones during the morning hours, 61% during the afternoon hours.
- 12% seek recommendations for Vacation/Travel Information via social media (Above Average).

Brand Interaction





Seek Recommendations via Social Media*



Top Social Media Attitudes**

68% tend to ignore marketing and advertising on Social Media

"Social media companies should not be allowed to own or share my personal information" 79% | Index = 95

"I tend to ignore marketing and advertisements when I'm in a social media environment" 68% | Index = 94

"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 64% | Index = 95

"Use SM to stay connected with personal contacts" 42% | Index = 94



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Social Media Usage

Frequency of Participation*

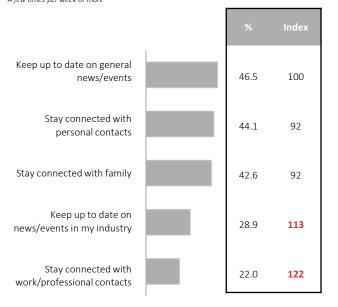
A few times per week or more

Participate In % Comp Index Watch video online 50.5 109 View friends' photos online 46.2 96 Read article comments 43.1 109 Chat in online chats 42.4 104 Listen to radio or stream music online 38.4 110 Read status updates/tweets 37.9 102 Share links with friends and colleagues 32.6 112 Click links in news feeds 26.5 116 Read blogs 19.2 120 Play games with others online 15.6 97 Post photos online 12.7 95 Rate or review products online 12.2 132 Update your status on a social network 11.9 111 Chat in online forums 11.6 113 Comment on articles or blogs 11.2 130 Check in with locations 11.2 127 Share your GPS location 10.9 132 Post videos online 7.0 124

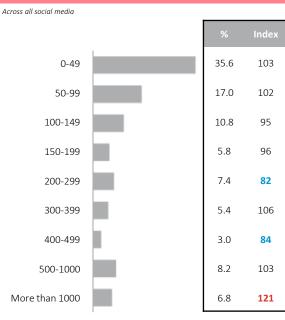
Social Media Uses*

A few times per week or more

cial Media Uses*



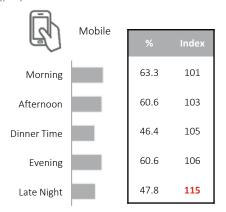




Social Media Access

Publish blog, Tumblr, online journal

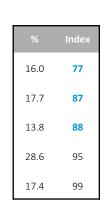
Typically use



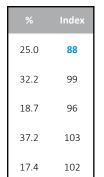


5.3

143

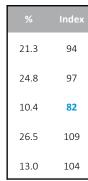








Late Night





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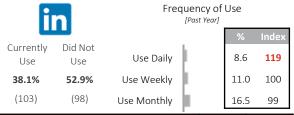


Social Media Usage

Facebook Frequency of Use [Past Year] Currently Did Not 50.6 89 Use Daily Use Use Use Weekly 15.8 113 73.6% 21.7%

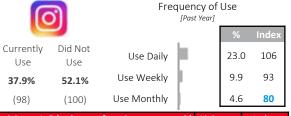
(95) (111) Use Monthly	6.5	118
Participate In* (at least a few times per wee	ek) % Comp	Index
Read my news feed	51.2	95
Comment/Like other users' posts	40.1	89
Watch videos	39.4	102
Use Messenger	39.3	90
Watch live videos	18.1	114
Post photos	13.9	103
Update my status	13.3	120
Click on an ad	11.7	116
Like or become a fan of a page	11.0	108
Post videos	7.0	131
Create a Facebook group or fan page	5.8	157
Give to a Facebook fundraiser (!)	4.5	179
Create a Facebook fundraiser (!)	4.5	199

LinkedIn



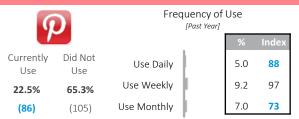
(103)	(98)	Use Monthly	р.	16.	5 99
Participate In* (at least a	few times per we	ek) S	% Comp	Index
Read your news	feed			8.5	112
View a job posti	ng			7.6	135
Search and revi	ew other	profiles		5.6	125
Watch videos				4.9	122
Create a connec	ction			3.5	118
Update your pro	ofile infori	mation		3.1	152
Click on an ad (!)			3.0	153
Comment on co	ntent			2.9	122
Participate in Li	nkedIn for	rums (!)		2.0	125
Post an article,	video or p	icture (!)		1.9	116
Request a recor	nmendati	on (!)		1.7	112
Join a LinkedIn §	group (!)			1.7	131

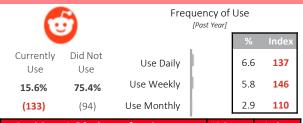
Instagram



l l		
Participate In* (at least a few times per week)	% Comp	Index
View photos/videos	29.8	107
Like photos/videos	24.1	105
Send direct messages	14.7	115
Comment on photos/videos	13.1	101
Watch live videos	12.5	113
View a brand's page	9.9	122
Post photos/videos	8.4	107
Watch IGTV videos	8.3	129
Click on ads	5.6	120

Pinterest

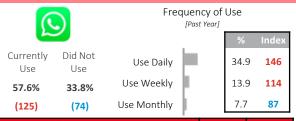




% Comp	Index
13.2	143
6.7	128
6.1	130
3.4	136
	13.2 6.7 6.1

Source: Environics Analytics 2021

WhatsApp



Index	% Comp	Participate In* (at least a few times per week)
138	43.3	Send/receive messages
137	39.0	Send/receive images
154	33.8	Use group chats
147	20.3	Send/receive documents and files
145	19.0	Use voice calls
		,

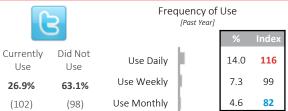
Regional Tourism Secretariat

Personal History Explorers

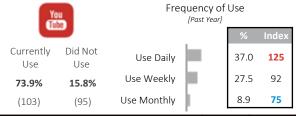
PRIZM Segments Included (by SESI): 17, 23, 51, 54, 63, 66 Market: British Columbia



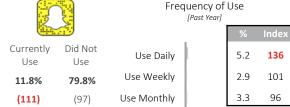
Social Media Usage



(102) (98) Ose Monthly	4.0	02
Participate In* (at least a few times per week)	% Comp	Index
Read tweets	19.2	113
Watch videos	11.0	124
Tweet	8.2	129
Send or receive direct messages	7.7	137
Respond to tweets	6.8	123
Watch live videos	6.5	142
Retweet	6.5	115
Share a link to a blog post or article of interest	6.3	126
Actively follow new users	5.7	134
Follow users who follow you	5.6	135
Click on an ad	4.9	155



(103) (95) Use Monthly	0.5	73
Participate In* (at least a few times per week)	% Comp	Index
Watch videos	53.5	113
Like or dislike videos	18.6	126
Watch live videos	18.6	129
Share videos	12.5	146
Click on an ad	10.6	157
Leave comment or post response on video	10.4	125
Embed a video on a web page or blog	6.2	156
Create and post a video	5.1	155



Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	6.3	127
Send photos/videos	5.8	136
Send direct text messages	5.7	131
Use filters or effects	5.0	156
Use group chat	4.0	144
Read Snapchat discover/News	3.1	144
View a brand's snaps	3.0	163
View ads	2.7	145
Use video chat	2.6	137

Audio Podcasts



Frequency of Use [Past Year]



Participate In* (at least a few times per week)	% Comp	Index
Listen to an educational podcast	5.2	101
Listen to another genre of podcast	5.1	92
Listen to a comedy podcast	4.2	112
Listen to a news podcast	4.2	84
Listen to a business podcast	3.7	100
Subscribe to another genre of podcast	3.3	135
Subscribe to a sports podcast**	2.8	140
Subscribe to a news podcast	2.7	118
Subscribe to a comedy podcast (!)	2.5	119
Listen to a sports podcast	2.4	122
Subscribe to a educational podcast	2.2	101
Listen to a technology focused podcast	2.0	97
Subscribe to a business podcast (!)	1.7	130
Subscribe to a technology podcast (!)	1.5	122

Other Social Media Platforms

Tik Tok Tinder Currently Did Not Currently Did Not Use Use Use Use 3.0% 91.8% 6.3% 84.2% (120)(98)(106)(97)

Frequency of Use -Tinder [Past Year]



(!) Indicates small sample size

Based on Household Population 18+

Index 1.1 150 0.5 86