

Suburban Sports PRIZM Segments Included (by SESI): 25 Market: British Columbia

Market Sizing



Overview

Of the 67 PRIZM Clusters identified in Canada, Suburban Sports rank 1st, making up **122,632** households, or **6.1%** of the total Households in British Columbia (2,018,734).

The Median Household Maintainer Age is **52**, **47.1%** of couples have children living at home (Above Average).

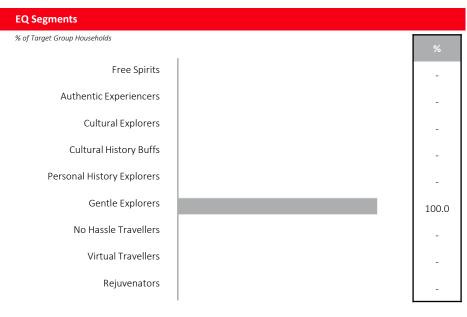
Above Average Household Income of \$127,861 compared to BC at \$113,574.

Top 3 Social Values: Rejection of Orderliness, Need for Escape, and Racial Fusion.

Top Tourism Activities: Swimming, Camping, and Hiking/Backpacking. **Above Average** interest in Cycling, Visiting National/Provincial Parks, and Golfing.

Above Average interest for travelling within Canada (Above Average for Vancouver, Banff, and Jasper), Suburban Sports from British Columbia spent an average of **\$1,566** (Average) on their last vacation.

76.8% currently use Facebook, 36.9% use Instagram, 24.6% use Twitter, and 69.3% use YouTube.



			Target Group)	Market		
Total Population	Census Subdivision	% of Group	% of Market	Index	HH Count	% of Market	
Target Group: 362,405 7.1%	Abbotsford, BC (CY)	8.5	20.0	330	52,233	2.6	
Market: 5,102,265	Surrey, BC (CY)	7.3	4.9	81	181,001	9.0	
	Langley, BC (DM)	6.7	18.0	296	45,647	2.3	
	Maple Ridge, BC (CY)	6.4	24.3	400	32,426	1.6	
Total Households	Mission, BC (DM)	4.6	39.0	641	14,514	0.7	
Target Group: 122,632 6.1%	Prince George, BC (CY)	4.2	15.9	261	32,424	1.6	
Market: 2,018,734	Nanaimo, BC (CY)	4.2	12.1	199	42,228	2.1	
	Kelowna, BC (CY)	4.1	8.4	138	60,470	3.0	
	Langford, BC (CY)	3.8	28.5	469	16,447	0.8	
	Kamloops, BC (CY)	3.4	10.4	171	39,686	2.0	

Top Geographic Markets

% of Target Group Households	%
25 - Suburban Sports	100.

Target Group Source: Environics Analytics 2021





Demographic Profile			Psychographics**					
Total Popula	tion	Total Households		ıg Valu			eak Valu	
Target Group: 362,405 Market: 5,102,26		et Group: 122,632 6.1% Market: 2,018,734	Rejection of Order Need for E		130 129	66 69	Sexism	tious Consumption
Average Household Income	Househo	ld Size*	Racial F	Fusion	121	71	Need fo	r Status Recognition
\$127,861 (113)			Nationa	l Pride	118	72	Pursuit	of Novelty
Median Household Maintainer Age			Technology A	nxiety	115	76	Status v	ia Home
52	1 Person 2 Persons 3 Pe	ersons 4 Persons 5+ Persons	Key Social Values					
(97) % Inc	iex 66 99	17.4 17.6 11.1 118 137 133	Need for Escape Index = 129			Fusion := 121		National Pride Index = 118
Marital Status**	Family Composition***	Education**						
61.1% (107)	47.1% (113)	32.9% (112)	Flexible Families Index = 113	E		al Contro : = 112	bl	Work Ethic Index = 112
Married/Common-Law	Couples With Kids at Home	High School Certificate Or Equivalent						
Visible Minority Presence*	Non-Official Language*	Immigrant Population*	Brand Apathy Index = 110			gacy := 109		Attraction to Nature Index = 108
600 16.6%	1.2%	16.2%						
Belong to a visible minority group	(35) No knowledge of English or French	Born outside Canada	Ethical Consumerism Index = 107			ntimacy := 105		Primacy of the Family Index = 103
0								

Sources: DemoStats 2021, SocialValues 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

nold Population 15+ Psychographi

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

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Sports & Leisure

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

Top 5 Activities Participate	ed*		% Comp	Index	Top 5 Activities Atten	ded*		% Comp	Index
	Reading		84.8	101		Exhibitions, carnivals, fairs &	markets	47.0	90
	Gardening		60.7	102		Parks & city gardens	5	43.2	100
	Swimming		55.5	106		Movies at a theatre/drive-in		38.6	105
	Camping		55.4	110		Bars & restaurant ba	rs	33.9	92
Но	me exercise & home worko	ut	55.2	102		National or provincial p	park	33.0	114
Key Tourism Activities*	**								_
Swimming	Camping	Hiking & backpacking	C	Cycling	Parks & city gardens	Photography	Canoeing & kayaking	Bars & restau	urant bars
	<u>Åia</u>	Ŕ	(Å.	*	Õ	ŝ	Ť	
55.5%	55.4%	52.4%	Į.	52.4%	43.2%	40.0%	37.1%	33.9%	%
(106)	(110)	(105)		(114)	(100)	(102)	(105)	(92)	
National or provincial park	Golfing	Fishing & hunting	lce	e skating	Cross country skiing & snowshoeing	Pilates & yoga	Downhill skiing	Specialty theatres/	
<u>A</u> P			ŧ			25	¢₩	The second se	È
33.0%	32.4%	28.7%		27.8%	27.3%	23.1%	21.0%	20.6%	%
(114)	(122)	(117)		(123)	(111)	(101)	(110)	(98)	
Historical sites	Sporting events	Zoos & aquariums	waterpa	me parks, arks & water slides	Video arcades & indoor amusement centres	Power boating & jet skiing	Hockey	ATV & snow	mobiling
1 A		673		ÎN		ŝ	Ą.	Å	3
20.6%	19.5%	17.8%		15.2%	14.9%	13.8%	12.8%	12.19	6
(106)	(114)	(110)		(125)	(97)	(113)	(111)	(100)
Adventure sports	Beer, food & wine festivals	Music festivals	C	Curling	Snowboarding	Marathon or similar event	Inline skating	Film fest	tivals
		(())	2	R.	T				

Sources: Opticks Powered by Numeris 2021 Note: Base variables are default and vary based on database

10.8%

(97)

10.9%

(92)

Index: At least 10% above or below the average Source: Environics Analytics 2021

9.3%

(111)

7.6%

(97)

7.4%

(88)

(!) Indicates small sample size Based on Household Population 12+

5.7%

(103)

5.5%

(123)

*Selected and ranked by percent composition 3 **Ranked by percent composition

4.5%

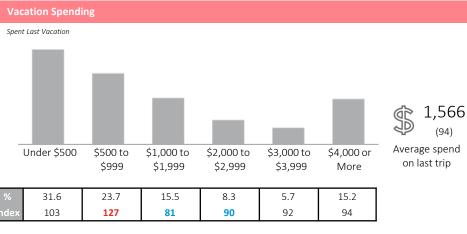
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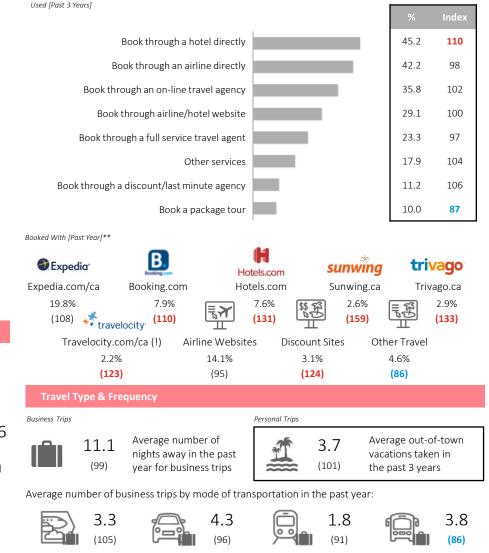


Travel Profile





Vacation Booking*



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 4 **Ranked by national percent composition





Travel Profile

Accommodation Preferences*

Used [Past 3 Years]

		Æ	<u>Åia</u>			
Hotel	Friends/relatives	All-inclusive resort	Camping	Vacation rental by owner	Motel	Cottage
55.7%	43.5%	17.4%	27.3%	22.9%	21.4%	9.7%
(98)	(102)	(111)	(114)	(96)	(109)	(103)
B&B	Condo/apartment	RV/camper	Cruise ship	Package tours	Spa resort	Boat
13.1%	12.1%	14.9%	10.6%	4.9%	5.9%	3.3%
(95)	(95)	(117)	(94)	(99)	(107)	(89)

Airline Preferences

Flown [Past Year]				
🋞 AIR CANADA	WESTJET 🆈	Air transat	porter	*
Air Canada	West Jet	Air Transat	Porter Airlines	Other Canadian
33.6%	29.2%	7.6%	0.1%	5.8%
(92)	(97)	(122)	(114)	(103)
DELTA Air lines	UNITED	American Airlines 🍾		
Delta Airlines	United Airlines	American Airlines	Other American	
5.5%	6.8%	5.3%	9.9%	
(102)	(109)	(123)	(122)	
	স			
European Airlines	Asian Airlines	Other Charter	Other	
7.0%	5.4%	2.7%	6.5%	
(92)	(86)	(128)	(93)	

Car Rental*

Rented From [Past Year]

enterprise	Budget °	AVIS [.]	UHAUL
Enterprise	Budget	Avis	U-Haul
6.3%	5.7%	2.4%	2.1%
(125)	(145)	(113)	(140)
<u>Hertz</u>	≋ National		
Hertz	National (!)	Discount (!)	Other Rentals
2.9%	3.6%	0.9%	5.1%
(130)	(124)	(97)	(139)

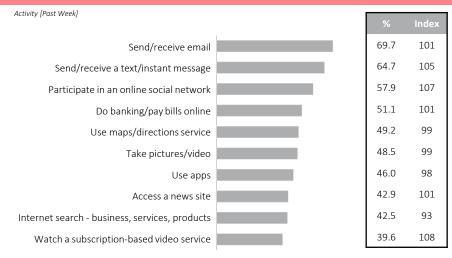




Media

Overall Level of Use										
Radio			Television	News	spaper	Magazir	ne	Interr	net	
<u> </u>								((()))]	
12 hours/week		1,	175 minutes/week	1 hour	s/week	8 minutes,	/day	235 minut	es/day	
(104)			(100)	(7	(6)	(97)		(99)		
Top Radio Programs*			Top Television Programs*		Top Newspaper Sections*			Top Magazine Publications*		
Programs [Weekly]			Programs [Average Week]		Frequency Read [Occasionally/Frequent	tly]		Read [Past Month]		
	%	Index		% Index		%	Index		%	Index
News/Talk	33.0	93	Movies	44.1 101	Local & Regional News	56.0	99	Other English-Canadian	9.5	93
Adult Contemporary	22.4	115	Evening local news	41.9 101	National News	50.8	95	Other U.S. magazines	9.0	93
Classic Hits	15.0	111	News/current affairs	34.8 108	International News & World	47.6	92	Maclean's	7.2	108
Today's Country	14.1	152	Primetime serial dramas	30.0 100	Health	29.4	87	National Geographic	6.9	115
Multi/Variety/Specialty	13.3	91	Suspense/crime dramas	28.9 99	Editorials	28.8	93	Canadian Living	6.5	108
Classic Rock	12.1	124	Documentaries	26.1 105	Movie & Entertainment	28.6	94	Reader's Digest	6.2	115
Mainstream Top 40/CHR	12.1	97	Home renovation/decoration shows	24.0 104	Food	24.1	83	People	5.6	136
Modern/Alternative Rock	8.7	99	Morning local news	23.6 104	Sports	22.5	93	Chatelaine (English edition)	4.1	120
Not Classified	7.5	103	Situation comedies	23.5 106	Business & Financial	22.5	90	Cineplex Magazine	3.9	117
Hot Adult Contemporary	7.3	91	Hockey (when in season)	22.3 103	Travel	22.0	88	Canadian Geographic	3.8	118

Top Internet Activities*



Top Mobile Activities*

Activity [Past Week]

60.3 106 Send/receive a text/instant message 46.7 101 Send/receive email 45.2 99 Take pictures/video 40.9 96 Use apps 40.0 99 Use maps/directions service 38.2 101 Participate in an online social network 95 25.6 Access a news site 83 Internet search - business, services, products 23.8 22.2 98 Do banking/pay bills online 21.1 108 Watch free streaming music videos

Sources: Opticks Powered by Numeris 2021 Note: Base variables are default and vary based on database Target Group Source: Environics Analytics 2021



Media

Socia	al Media Pla	tforms			
Usage	[Currently Use]				
f	Facebook 76.8% (100)	You Tube	YouTube 69.3% (96)	Ø	WhatsApp 37.2% (81)
Ø	Instagram 36.9% (95)	in	LinkedIn 33.9% (91)	P	Pinterest 29.6% (113)
6	Twitter 24.6% (94)		Podcasts 18.4% (98)		Snapchat 10.8% (102)
blog	Blogs 10.1% (93)	T	Health/Fitness 9.4% (90)	٢	Reddit 8.7% (74)
	TikTok 5.0% (83)	ĥĤ	Dating App 3.5% (75)	••	Flickr 2.8% (73)
¢	Tinder 2.1% (82)				
Socia	al Media Att	itudes			

Reasons to Follow Brands

To learn about a brand's products /services	32.9	104
To get coupons and discounts	27.7	96
To enter contests	26.8	101
To be among the first to hear brand news	12.3	94
To provide feedback to the brand	10.2	96
To engage with content	8.3	97
To share brand-related stories with consumers	 4.8	89
To make suggestions for new products/services	2.6	63

"I tend to ignore marketing and advertisements when I'm in a social media environment" 74% | Index = 103

"Feel comfortable collaborating with others through SM" 25% | Index = 91

Sources: AskingCanadians Social 2021

Note: Base variables are default and vary based on database

Index: At least 10% above or below the average

"Use SM to keep up to date on general

news/events"

33% | Index = 94

"Use SM to keep up to date on

news/events in my industry"

25% | Index = 95

"I am well informed about SM"

31% | Index = 100

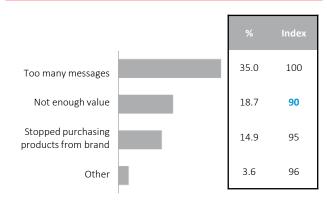
"I am open to receiving relevant

marketing messages through social

media channels"

18% | Index = 90

Reasons to Unfollow Brands



Actions Taken using Social	Vledia		
Variables with Response "Yes"			
	1	%	Index
Like brand on Facebook		32.0	98
Subscribe to brand email newsletter		18.4	99
Follow brand on Instagram		14.1	91
Subscribe to brand channel on YouTube		12.3	93
Join an exclusive online community of consumers who also like the brand		10.3	104
		7.1	81

Follow brand on Twitter





Product Preferences

Variables with "Agree" Statements

"I would like to eat healthy foods more often" 75% Index = 101	"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" 72% Index = 102	"I generally achieve what I set out to do" 71% Index = 103	"I value companies who give back to the community" 68% Index = 101
"I am very concerned about the nutritional content of food products I buy" 65% Index = 98	"I make an effort to buy local produce/products" 62% Index = 96	"Family life and having children are most important to me" 61% Index = 108	"I like to cook" 59% Index = 104	"When I shop online I prefer to support Canadian retailers" 59% Index = 104
"I like to try new places to eat" 55% Index = 100	"I am interested in learning about different cultures" 54% Index = 95	"It's important to buy products from socially-responsible/environmentally- friendly companies" 54% Index = 95	"I offer recommendations of products/services to other people" 51% Index = 98	"I like to try new and different products" 47% Index = 98
"I am adventurous/"outdoorsy"" 43% Index = 104	"Free-trial/product samples can influence my purchase decisions" 42% Index = 105	"Vegetarianism is a healthy option" 36% Index = 98	"I am willing to pay more for eco- friendly products" 35% Index = 93	"I prefer to shop online for convenience" 32% Index = 102
"Staying connected via social media is very important to me" 30% Index = 109	"Advertising is an important source of information to me" 25% Index = 111	"I lead a fairly busy social life" 25% Index = 95	"I consider myself to be sophisticated" 19% Index = 96	"I enjoy being extravagant/indulgent" 19% Index = 101



Product Preferences

Beer Co	onsumption					
Drinks [Pas	st Week]					
		i.	_			
	None	1 to 3	4 to 6	7 to 9	10 to 12	More than 12
%	68.9	19.2	5.6	3.0	1.2	2.0
Index	100	104	101	103	82	72

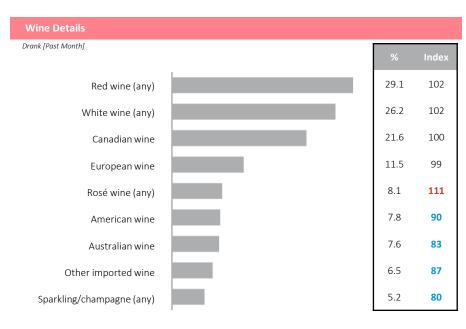
Top 10 Beers*		
Brand Drink [Most Often/Frequently]	%	Index
Other Canadian microbrewery/craft beer	22.4	85
Corona	15.7	92
Sleeman (any)	14.5	104
Coors Light	11.8	114
Budweiser	11.6	103
Molson Canadian	10.8	99
Alexander Keith's (any)	10.7	117
Stella Artois	10.7	93
Other imported brand	9.9	100
Kokanee	9.4	93

Drinks

Drank [Past Month]	% Comp	Index
Canadian wine	21.6	100
Liqueurs (any)	11.8	106
Cider	11.7	98

Type Drank [Past Month]	% Comp	Index
Microbrewery/craft beer	16.3	103

Brand of Drink [Most Often/Frequent]	% Comp	Index
Other Canadian microbrewery/craft beer	22.4	85



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+



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Product Preferences

Restaurant Type Visited*							
Frequency of Visiting [Past Year]							
Once a month or more 2-11 times per	r year ≡ Once a year	%	Index	%	Index	%	Index
Pizza restaurants		11.8	114	44.9	107	4.7	100
Asian restaurants		10.3	84	49.9	107	5.3	112
Submarine/sandwich restaurants		4.7	83	38.3	118	4.6	98
Breakfast style restaurant	-	4.0	102	31.6	103	11.0	109
Chicken restaurants		2.7	101	18.3	110	3.5	83
Ice cream/frozen yogurt restaurants		2.5	117	26.3	100	3.9	88
Specialty burger restaurants		3.5	104	21.5	95	6.5	113
Italian restaurants		0.9	48	24.4	105	7.3	87
Other ethnic restaurants		3.4	113	26.9	89	11.7	126
Steakhouse		1.0	69	14.6	98	16.7	97
Mexican/Burrito-style restaurants		4.1	129	23.2	108	11.5	123
Seafood/Fish and Chips restaurants		2.2	140	22.3	95	11.7	114

Frequency of Visiting [Past Y	(ear]						
Once a month or more 2	2-11 times per year 🗏 Once a year	%	Index	%	Index	%	Index
Casual/family dining restaurants		4.7	78	46.9	103	5.9	101
Food court outlets at a shopping mall		3.7	77	45.5	106	6.3	85
Pub restaurants		9.1	100	41.9	104	6.5	111
Formal dine-in restaurants		3.2	84	34.3	102	9.1	91
Fast casual restaurants		7.8	110	27.6	108	4.4	126
Sports bars	_	2.0	89	15.4	98	2.8	95
Other types		3.5	90	21.5	99	1.7	83

Purchased Organic Food

Done [Past Week]



ŔĞ

16.8%

(101)

Organic Meat

10.9% (105)





Product Preferences

Demographics					Loyalty Programs*		
~	Rent		6	Own	Member	%	Index
RENT	21.1% (65)		Ĩ	78.9%	PC Optimum	50.7	101
		Age of 0	Children at Home		Air Miles (excl. airline frequent flyer programs)	44.3	98
					Credit card with loyalty rewards	41.2	106
					Costco membership (paid)	40.7	97
Households with Children at Home	0 to 4	5 to 9 10	to 14 15 to 19	20 to 24 25 or more	Canadian Tire Triangle	36.6	115
46.9% (126)	% 16.5 Index 105	1 1	18.618.5108104	12.9 14.9 95 80	Aeroplan	28.7	99
Demographic Trends					SCENE (Cineplex)	26.7	104
Demographic Henus	Hous	ehold Projectio	ons		Hudson's Bay Rewards	23.2	100
130k					Petro Points	17.9	98
ISOK					Esso Extra Program	10.8	110
125k					Other grocery store card	33.8	108
					Other loyalty program	15.7	116
2021 2022 : Name	2023 2024 20 2021	25 2028	2027 2028 2	2029 2030 2031	Other store program	11.5	107
Count % Change	122,632	125,784 2.6	127,889 4.3	132,978 8.4	Other gas program	7.5	104
Index Note: Index compares % change fro	- m 2020 target group house	92	92	97	Other airline frequent flyer program	6.3	75



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Internet Activity Activity [Past Week]

ACTIVITY [FUST WEEK]	Internet Activity*	% In	dex	Internet Activity via Mobile	%	Index	Internet Activity via Tablet	%	Index
Send/receive email		69.7 1	01		46.7	101		12.8	103
Send/receive a text/instant message		64.7 1	.05		60.3	106		6.9	100
Participate in an online social network		57.9 1	07		38.2	101		10.7	115
Do banking/pay bills online		51.1 1	.01		22.2	98		8.7	139
Take pictures/video		48.5 9	99		45.2	99	-	6.7	100
Use apps		46.0	98		40.9	96		12.2	99
Use maps/directions service		49.2	99		40.0	99	-	6.0	104
Internet search - business, services, products		42.5	93		23.8	83		11.6	103
Watch a subscription-based video service (e.g. Netflix)		39.6 1	.08		20.1	124	-	8.9	96
Watch free streaming music videos		34.7 1	10		21.1	108		8.2	120
Watch other online free streaming videos		28.8	95		18.1	92		5.0	89
Compare products/prices while shopping		29.1 1	.00		17.4	100		4.3	112
Play/download online games		27.4 1	.06		16.3	109	-	7.5	120
Research products/services		33.1 1	.00		18.3	95	-	6.7	100
Listen to music via streaming video service (e.g. YouTube)		27.9 1	15		19.1	122		4.9	152
Share/refer/link friends to a website or an article			.08		16.8	107		3.7	120
Listen to Internet-only music service (e.g. Spotify)		24.4 1	.09		18.3	105	-	2.9	156
Purchase products or services			.03		12.2	116		4.4	131
Consult consumer reviews			.05		13.3	93	-	5.3	110
Use online telephone directory			.03		14.0	111		2.0	80
Use ad blocking software			96	-	7.1	109		3.9	103
Download any video content (free or paid)			95		3.6	92		2.3	112
Read or look into online newspapers			98		6.5	106	-	3.1	99
Download music/MP3 files (free or paid)			.08		10.3	118		1.6	87
Click on an Internet advertisement			.17		7.6	108		2.7	141
Listen to a podcast			.00		11.2	102		3.4	202
Listen to a radio broadcast via streaming audio			.01		4.7	99		1.1	113
Download/print/redeem discount coupon			.10	-	8.1	126		0.5	92
Watch a TV broadcast via streaming video			.00		2.7	85		2.0	95
Enter online contests			25		8.3	137		2.7	214
Place/respond to an online classified advertisement			10		7.5	114		1.7	126
Receive store offers by SMS			20		9.8	121		-	-
Read or look into online magazines			.01		3.1	91		1.7	107
Scan mobile tagging barcode/QR			.05		6.8	105		-	-
Watch streaming purchased/rented videos (e.g. iTunes)			.17		-	-		-	-
Purchase group deal (e.g. Groupon)		4.1 1	.25	1	2.1	119		-	-

Sources: Opticks Powered by Numeris 2021 Note: Base variables are default and vary based on database

or **below** the average





Internet Activity

Top Website Types*

Activity [Past Week]

	= T-11-4							
■ Internet ■ Mobile	a lablet	%	Index	%	Index	%	Index	Flyers inserted into a co
								Flyers delivered to t
Access a news site		42.9	101	25.6	95	11.2	114	General information from
Access food/recipes content		28.6	98	13.1	84	8.9	118	
Access health-related content		16.7	86	9.5	89	4.1	93	
Access professional sports content		10.5	101	8.1	108	2.2	88	Flyers inserted in
Access restaurant guides/reviews	-	13.7	90	9.5	88	2.1	75	
Access travel content		12.1	92	6.4	100	3.3	116	
Access real estate listings/sites	in the	12.0	107	3.8	92	2.4	115	Out of Home Advertising
Access a radio station's		9.8	106	5.6	110	1.1	80	Noticed Advertising (Past Week)
website Access home decor-related content		9.3	113	4.8	115	1.7	98	On street furniture (e.g. bus Digital
Access celebrity gossip content	÷	7.4	86	4.0	71	0.8	103	On trans Inside shop Inside shop
Access a TV station's website		10.4	114	4.0	95	2.0	112	Inside public w On subway/metro
Access fashion or beauty- related content	-	7.4	84	5.3	86	0.7	75	Screens inside Insic
Access automotive news/content	-	6.7	103	4.6	107	1.3	100	Inside movi Inside subway/r Inside comm

Direct Media Usage

Frequency of Use [Occasionally/Frequently]	%	Index
Flyers inserted into a community newspaper	41.7	114
Flyers delivered to the door or in the mail	38.3	105
General information from the Internet/websites	32.0	104
Coupons	29.5	104
Apps/online flyers	26.8	108
Direct email offers	20.3	90
Local store catalogues	19.4	93
Flyers inserted into a daily newspaper	17.0	95
Mail order	7.0	101
Yellow Pages (print)	5.3	109
Yellow Pages (online)	3.1	90

ome Advertising

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

	%	Index
	28.5	101
	23.4	92
	19.1	107
	17.3	121
	16.7	87
	13.1	88
	10.3	85
	9.7	104
	6.0	71
	5.9	73
	5.1	132
	5.0	84
	4.9	73
	4.2	62
-	3.4	105

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





Social Media Overview

Internet and Social Media Usage: 42.5% search for Businesses, Services and Products online (Average), 10.5% access Travel Content Websites (Average).

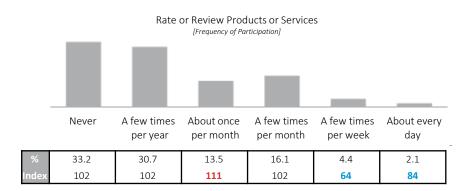
62.3% of Suburban Sports from British Columbia tend to access social media on their mobile phones during the morning hours (Average), **57.5%** during the afternoon hours (Average).

5.8% seek recommendations for Vacation/Travel Information via social media (Below Average).

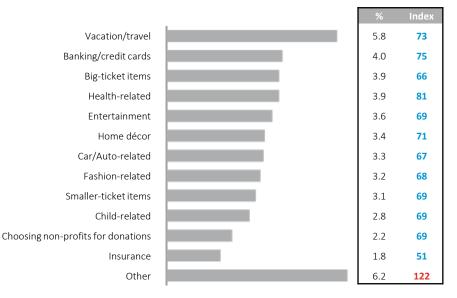
Brand Interaction



	0	1	2-5	6-10	11-15	16-20 (!)	More than 2	20
%	44.9	6.9	30.6	9.8	3.0	1.9	3.0	1
Index	100	99	102	97	85	94	105	



Seek Recommendations via Social Media*



Top Social Media Attitudes**

87% believe that Social Media companies should not be allowed to own or share their personal information (Average).

74% tend to ignore marketing and advertisements on Social Media (Average).

"Social media companies should not be allowed	"I tend to ignore marketing and advertisements
to own or share my personal information"	when I'm in a social media environment"
87% Index = 103	74% Index = 103
"I would be more inclined to participate in SM if I knew my personal info would not be owned/shared by company" 71% Index = 105	"Use SM to stay connected with personal contacts" 46% Index = 101

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

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



/ OT	Part	icipa	tion

A few times	per week	or more
-------------	----------	---------

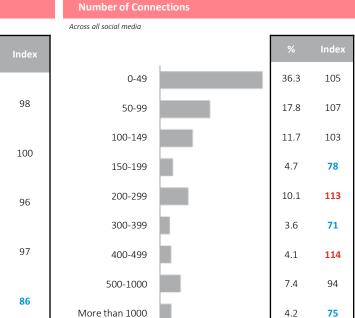
···;-·· ·····		
Participate In	% Comp	Index
View friends' photos online	48.3	101
Watch video online	42.8	93
Chat in online chats	39.1	96
Read article comments	36.4	92
Read status updates/tweets	35.5	96
Listen to radio or stream music online	32.7	93
Share links with friends and colleagues	26.0	89
Click links in news feeds	19.8	87
Play games with others online	17.1	106
Read blogs	13.6	85
Post photos online	13.0	97
Chat in online forums	9.6	94
Update your status on a social network	9.0	84
Comment on articles or blogs	7.0	81
Share your GPS location	6.9	84
Check in with locations	6.5	73
Rate or review products online	6.4	70
Post videos online	4.7	82
Publish blog, Tumblr, online journal	2.7	72

A few times per week or more Stay connected with 46.7 98 personal contacts Stay connected with family 46.3 100 Keep up to date on general news/events 96 44.6 Keep up to date on 97 24.9 news/events in my industry

15.6

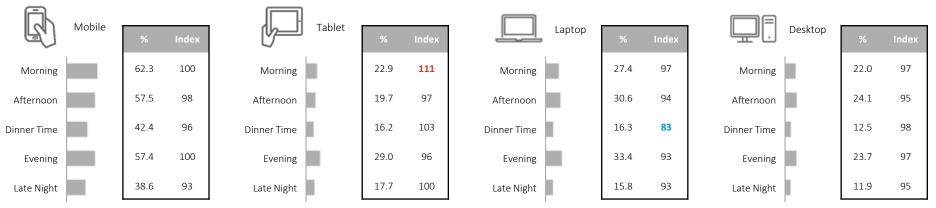
Stay connected with work/professional contacts

Social Media Uses*



Social Media Access





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+





Facebook						
Frequenc [Past			ncy of ^{t Year]}			
Currently Use 76.8% (100)	Did Not Use 20.3% (104)	Use Daily Use Weekly Use Monthly			% 57. 13. 4.8	9 102 6 97
Participate In'	* (at least a	few times per we	eek)	% Co	mp	Index
Read my news feed			53.0		98	
Comment/Like	e other user	s' posts		46.6		103
Use Messenge	er			45.0		103
Watch videos				37.6		97
Watch live vid	eos			14.	.5	91
Post photos				12.	.8	94
Update my sta	atus			10.	2	92
Like or becom	e a fan of a	page		9.8	8	96
Click on an ad		8.4		83		
Post videos		4.0	5	87		
Create a Facebook group or fan page			2.9	Э	78	
Give to a Face	book fundra	iser (!)		1.3	3	52
Create a Facel	book fundra	iser (!)		1.1	2	52

LinkedIn							
fi	Frequence (Past			<i>'</i>	Use		
Currently Use 33.9% (91)	Use	Use Daily Use Weekly Use Monthly			% 5.5 10.1 16.1	2	Index 77 92 97
Participate In	* (at least a	few times per we	ek) 🤋	% Co	mp		ndex
Read your nev	wsfeed			6.0)		79
View a job pos	sting			3.3			59
Watch videos				3.0			75
Search and re	view other p	profiles		2.9			66
Create a conn	ection			2.0			66
Comment on	content			1.3			53
Update your p	profile inform	mation		1.0			51
Click on an ad	Click on an ad (!)			0.9			47
Post an article	e, video or pi	icture (!)		0.9	Э		53
Participate in	LinkedIn for	ums (!)		0.8	3		49
Request a rec	ommendati	on (!)		0.8	3		52
Join a LinkedIr	n group (!)			0.7	7		53

Instagram						
Frequenc (Past 1			ncy of t Year]	Use		
	-				%	Index
Currently Use	Did Not Use	Use Daily			19.9	9 91
36.9%	55.1%	Use Weekly	μ.		10.6	5 100
(95)	(106)	Use Monthly			6.0	103
Participate In'	* (at least a	few times per we	eek)	% Co	mp	Index
View photos/\	/ideos			26.	.5	95
Like photos/vi	deos			22.2		96
Comment on	photos/vide	OS		12.1		93
Send direct m	essages			11.8		93
Watch live vid	Watch live videos		10.1		91	
Post photos/videos		7.1		91		
View a brand's page		6.9		85		
Watch IGTV vi	deos			5.0	C	78
Click on ads				3.9	Э	83

Q		Frequency of Use [Past Year]						
				%	Index			
Currently Use	Did Not Use	Use Daily		6.5	114			
29.6%	60.3%	Use Weekly		10.7	11 2			
(113)	(97)	Use Monthly		10.6	111			

Redait						
		Frequency of Use [Past Year]				
					%	Index
Currently Use	Did Not Use	Use Daily			4.3	90
8.7%	84.2%	Use Weekly			2.0	51
(74)	(105)	Use Monthly			2.3	85
Participate	e In* (at lea: montl	st a few times per		% Co	mp	Index
View content	monu	")		6.9	Э	75
Follow specifi	c Subreddits	5		4.9	Э	94
Vote on conte	ent			4.0	C	85
Post content				2.2	1	85

WhatsApp						
Freque				cy of _{Year]}	Use %	Index
Currently Use	Did Not Use	Use Daily	Ľ,		70 14.6	
37.2%	55.3%	Use Weekly			11.6	5 95
(81)	(121)	Use Monthly			9.4	105
Participate In* (at least a few times per week)				% C o	mp	Index
Send/receive messages				23	.0	73
Send/receive	images			20	2	71

Seria, receive messages	2010	
Send/receive images	20.2	71
Use group chats	14.6	66
Use voice calls	8.1	62
Send/receive documents and files	7.7	56

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

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

Source: Environics Analytics 2021





Twitter					
Frequency of Use [Past Year]			Use		
				%	Index
Currently Use	Did Not Use	Use Daily		10.7	89
24.6%	68.2%	Use Weekly		7.0	96
(94)	(106)	Use Monthly		5.0	90

Participate In* (at least a few times per week)	% Comp	Index
Read tweets	15.4	91
Watch videos	7.0	79
Tweet	5.6	88
Retweet	4.9	88
Share a link to a blog post or article of interest	4.7	94
Send or receive direct messages	4.4	79
Respond to tweets	4.4	80
Actively follow new users	3.5	82
Watch live videos	3.2	70
Follow users who follow you	2.5	61
Click on an ad	2.4	74

Frequency of [Past Year]		Use			
				%	Inde
Currently Use	Did Not Use	Use Daily		24.4	82
69.3%	18.9%	Use Weekly		30.7	103
(96)	(114)	Use Monthly	I	13.2	112

Participate In* (at least a few times per week)	% Comp	Index
Watch videos	42.7	90
Like or dislike videos	12.0	81
Watch live videos	11.5	80
Leave comment or post response on video	7.4	90
Share videos	6.1	71
Click on an ad	4.4	65
Embed a video on a web page or blog	2.7	69
Create and post a video	2.5	74

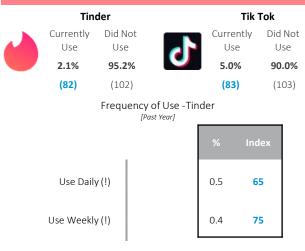
		Freq	uency of [Past Year]	Use	
1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.				%	Index
Currently Use	Did Not Use	Use Daily		4.2	110
10.8%	83.9%	Use Weekly		3.1	108
(102)	(102)	Use Monthly		3.0	86

Participate In* (at least a few times per week)	% Comp	Index
Receive photos/videos	5.8	118
Send photos/videos	4.5	105
Send direct text messages	4.4	101
Use filters or effects	2.9	91
Use group chat	2.9	103
Use video chat	1.9	100
Read Snapchat discover/News	1.6	76
View a brand's snaps	1.5	84
View ads	1.5	80



Frequency of Use [Past Year]			
		%	Index
Use Daily		5.9	99
se Weekly		7.5	105

Participate In* (at least a few times per week)	% Comp	Index
Listen to another genre of podcast	6.5	118
Listen to a news podcast	4.5	91
Listen to an educational podcast	4.0	77
Listen to a comedy podcast	3.8	101
Listen to a business podcast	2.8	77
Subscribe to another genre of podcast	2.3	94
Subscribe to a comedy podcast (!)	2.2	104
Subscribe to a news podcast	2.1	92
Listen to a sports podcast	1.8	94
Subscribe to a educational podcast	1.8	80
Listen to a technology focused podcast	1.7	81
Subscribe to a sports podcast**	1.6	80
Subscribe to a technology podcast (!)	1.2	97
Subscribe to a business podcast (!)	0.8	64



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

Use

Use Monthly

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

Target Group

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