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Purpose



- VisitorView Canada provides insights the tourism industry needs to understand who is visiting our regions so they can plan strategically how and what visitors to attract.
- VisitorView also allows us to identify the best regions and neighbourhoods in Canada to prospect for new visitors by using the PRIZM Segmentation System to optimize experience development and marketing.
- Research commenced with the British Columbia
 Market as the top priority followed by the Alberta
 Market.
- This report focuses on visitor analysis to Silver Star from January 2024 to December 2024.



Research Overview



- <u>Environics Analytics</u> is a Canadian based research firm providing information solutions for a variety of industries in both the Canadian and USA Markets.
- VisitorView produces neighbourhood-level estimates of overnight Canadian visitors to Canada, the provinces and territories, or one of Canada's 85 tourism regions as defined by Destination Canada.
- Estimates are provided for the total number of visitors, the number of trips and the number of nights spent in each province or tourism region.
- VisitorView is based on anonymized, consent-based mobile location data. Monthly, quarterly and annual estimate data is available starting with January 2020 to allow for analysis of historical trends.
- Environics is certified <u>Privacy By Design</u>. These certifications provide certainty that privacy considerations are embedded into every aspect of products and services.

Methodology

- Visitor: A visitor is defined as someone who travels 60+km from their point of origin
- Trips: Are defined as the count of domestic traveller trips which involved spending one or more nights over the time period as part of a continuous visit to the destination
- Nights Stayed: Is defined as the count of unique nights a domestic visitor was observed in the destination over the time period (between 6:00pm – 8:00am the following day)







Domestic Visitors by Quarter

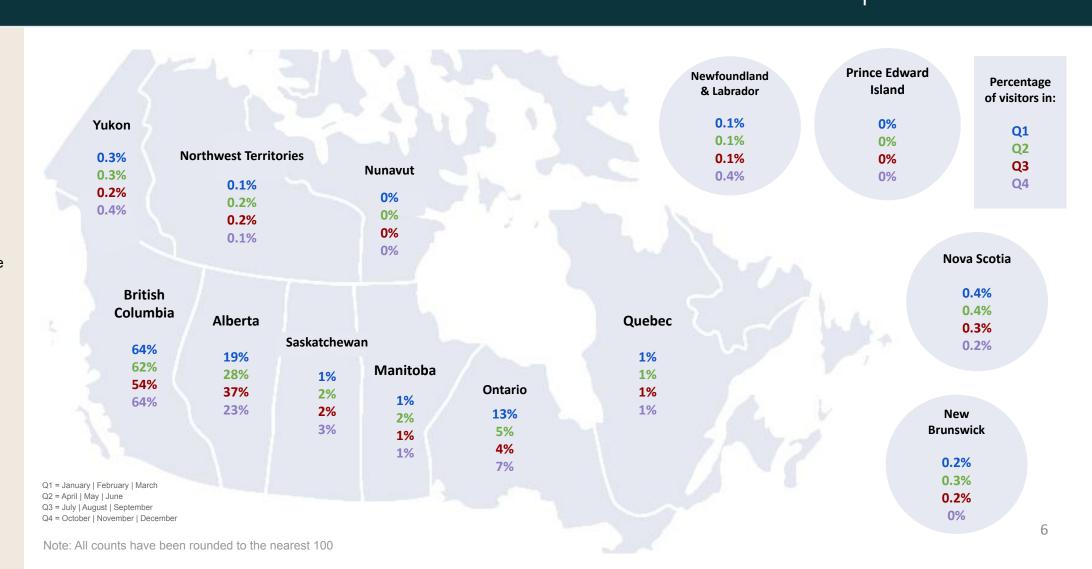


Overview

During Q1 2024 Silver Star saw an estimated **26,100** domestic visitors, in Q2 **17,700** visitors, in Q3 **30,300** visitors and in Q4 **15,800** visitors.

- British Columbia saw the most visitation in Q1 and Q4
- Alberta saw the most visitation in Q3
- Ontario saw the most visitation in Q1

Note: A Visitor is defined as someone who travels 60+ km from their point of origin, counts may include Silver Star resident visitors depending on point of origin and point of destination



Domestic Visitors by Year



Overview

During 2024 Silver
Star saw an estimate
of 83,100 domestic
unique visitors who
took 102,000 trips
and stayed 291,500
nights.

Majority of visitors
were from **British Columbia**, followed
by **Alberta** and **Ontario**.

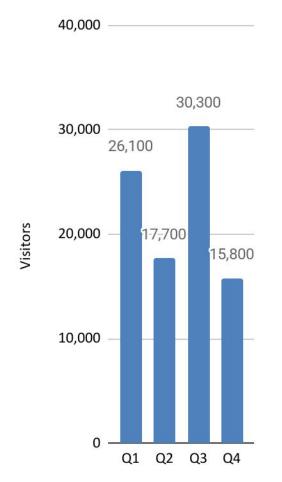
Note: A Visitor is defined as someone who travels 60+ km from their point of origin, counts may include Silver Star resident visitors depending on point of origin and point of destination

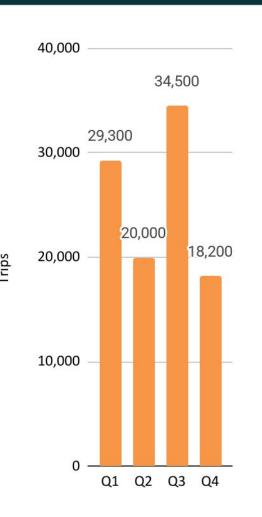


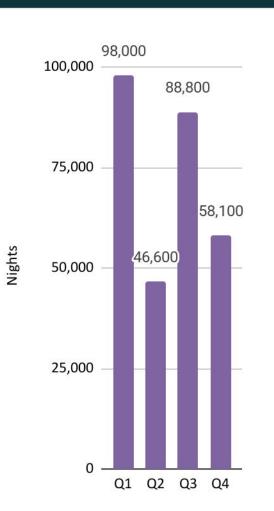
Silver Star Visitation

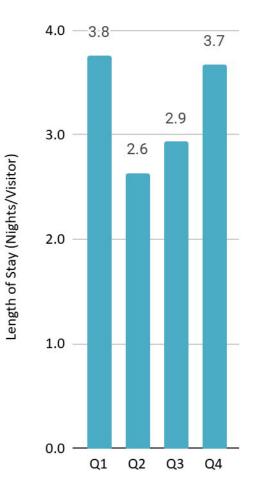


Domestic Travellers to Silver Star By Quarter in 2024









Canadian Visitation



Canadian Visitors, Trips and Nights Travelling to Silver Star by Month

There are significant nights stayed spikes in March, July, August, and December, with noticeable dips in April and November.

This pattern suggests that visitors tend to stay longer during holiday seasons.

The number of Visitors and Trips generally follows a similar pattern, but Trips are consistently higher than Visitors, suggesting that many visitors take multiple trips.



Visitor: A visitor is defined as someone who travels 60+km from their point of origin. A unique person that may take multiple trips.

Trips: Are defined as the count of domestic traveller trips which Nights Stayed: Is defined as the count of unique nights a part of a continuous visit to the destination

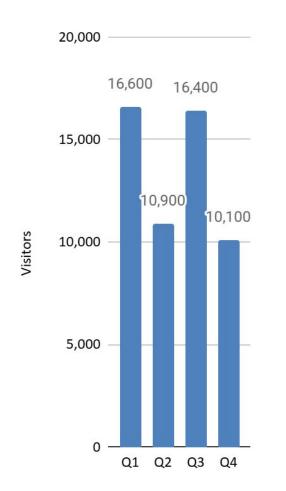
involved spending one or more nights over the time period as domestic visitor was observed in the destination over the time period (between 6:00pm - 8:00am the following day)

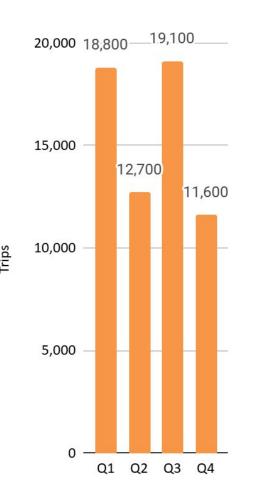


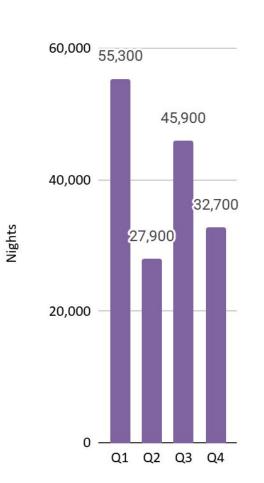
Silver Star Visitation

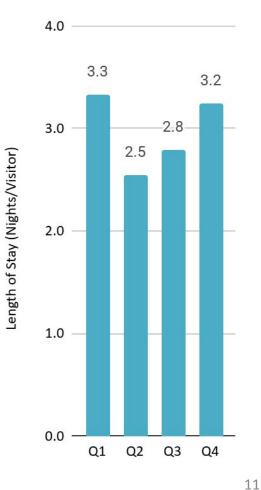


BC Residents Travelling to Silver Star By Quarter in 2024





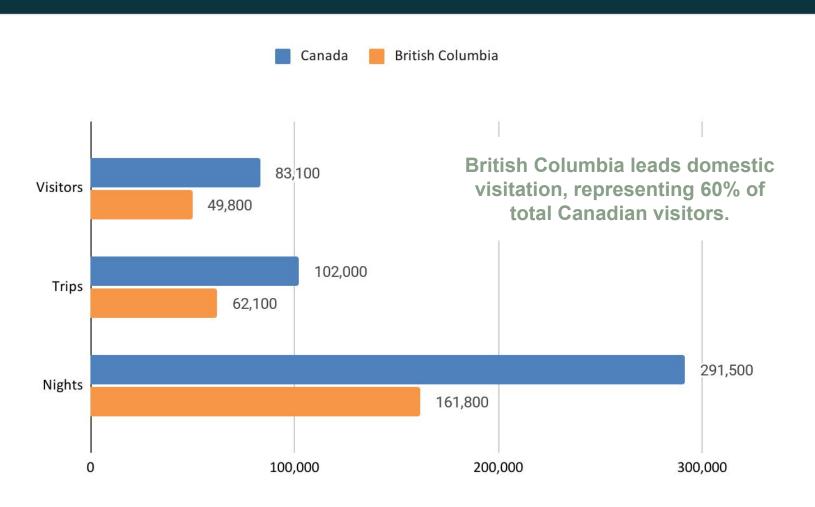




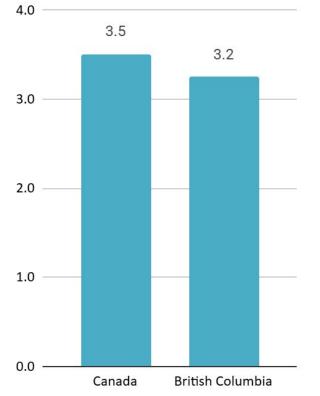
Silver Star Visitation



BC Residents Travelling to Silver Star vs Canada in 2024



Average Length Of Stay



12

BC Visitors To Silver Star By Quarter



Number of Visitors To Silver Star By Top Origin Cities in 2024

| City | Q1 Visitor Count |
|--------------------|---------------------|
| Vancouver | 2,100 |
| Surrey | 1,200 |
| Kamloops | 900 |
| Kelowna | 700 |
| Langley | 600 |
| Abbotsford | 500 |
| Burnaby | 500 |
| Richmond | 400 |
| North Vancouver | 400 |
| Coquitlam | 400 |

| City | Q2 Visitor Count | |
|---------------|---------------------|--|
| Surrey | 1,100 | |
| Vancouver | 1,100 | |
| Kamloops | 800 | |
| Burnaby | 400 | |
| Prince George | 400 | |
| Langley | 300 | |
| Richmond | 300 | |
| Abbotsford | 300 | |
| Coquitlam | 300 | |
| Chilliwack | 300 | |

| City | Q3 Visitor Count | |
|---------------|---------------------|--|
| Surrey | 1,600 | |
| Vancouver | 1,300 | |
| Kamloops | 900 | |
| Burnaby | 500 | |
| Richmond | 500 | |
| Prince George | 500 | |
| Langley | 500 | |
| Penticton | 500 | |
| Kelowna | 500 | |
| Coquitlam | 400 | |

| City | Q4 Visitor Count |
|-----------------|---------------------|
| Vancouver | 1,500 |
| Surrey | 800 |
| Kamloops | 600 |
| Kelowna | 400 |
| Langley | 300 |
| Penticton | 300 |
| Burnaby | 300 |
| Prince George | 200 |
| Maple Ridge | 200 |
| North Vancouver | 200 |

BC Visitors To Silver Star By Year



Number of Visitors To Silver Star By Top Origin Cities in 2024

| City | 2024 Visitor Count |
|---------------|-----------------------|
| Vancouver | 5,600 |
| Surrey | 4,300 |
| Kamloops | 3,000 |
| Kelowna | 1,,700 |
| Burnaby | 1,600 |
| Langley | 1,500 |
| Richmond | 1,400 |
| Abbotsford | 1,300 |
| Prince George | 1,300 |
| Coquitlam | 1,200 |

| City | 2024 Visitor Count |
|-----------------|-----------------------|
| Penticton | 1,200 |
| Maple Ridge | 1,100 |
| North Vancouver | 1,100 |
| Delta | 900 |
| Chilliwack | 900 |
| Saanich | 900 |
| New Westminster | 700 |
| Port Coquitlam | 600 |
| Victoria | 600 |
| North Vancouver | 600 |

British Columbia Visitation

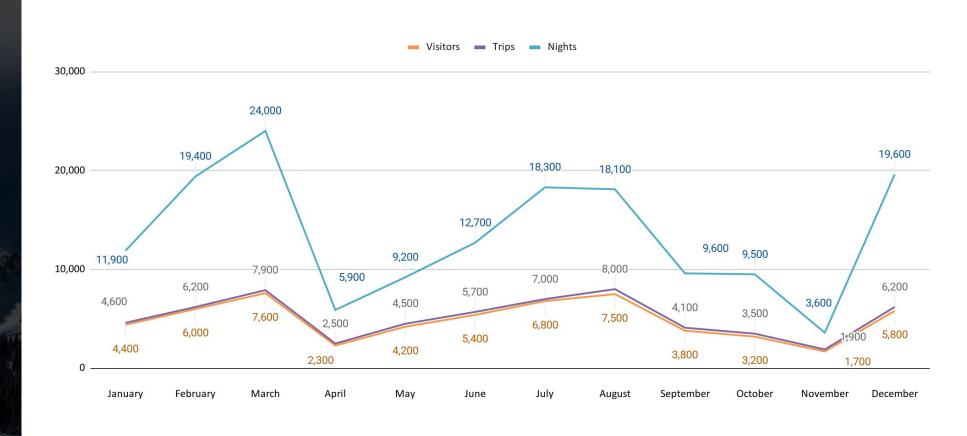


BC Visitors, Trips and Nights Travelling To Silver Star By Month

March and December show the highest number of nights spent (24,000 and 19,600, respectively). In April, the number of nights drops significantly to just 5,900.

March, July, and December show significantly higher nights per trip, indicating that travellers tend to stay longer during these months.

Conversely, months like April and November have a steep drop in nights spent, suggesting short stays possibly due to post-holiday travel.



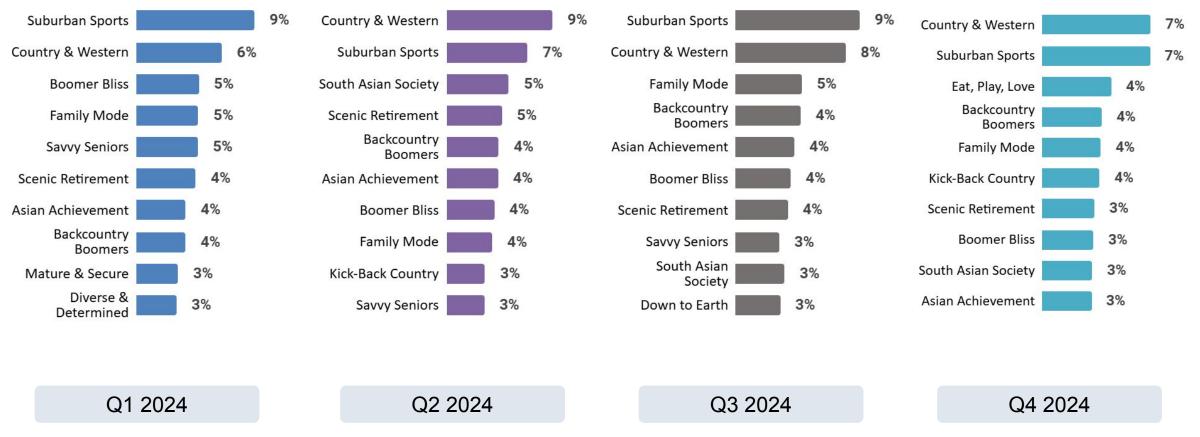
Visitor: A visitor is defined as someone who travels 60+km from their point of origin. A unique person that may take multiple trips.

Trips: Are defined as the count of domestic traveller trips which Nights Stayed: Is defined as the count of unique nights a part of a continuous visit to the destination

involved spending one or more nights over the time period as domestic visitor was observed in the destination over the time 15 period (between 6:00pm - 8:00am the following day)

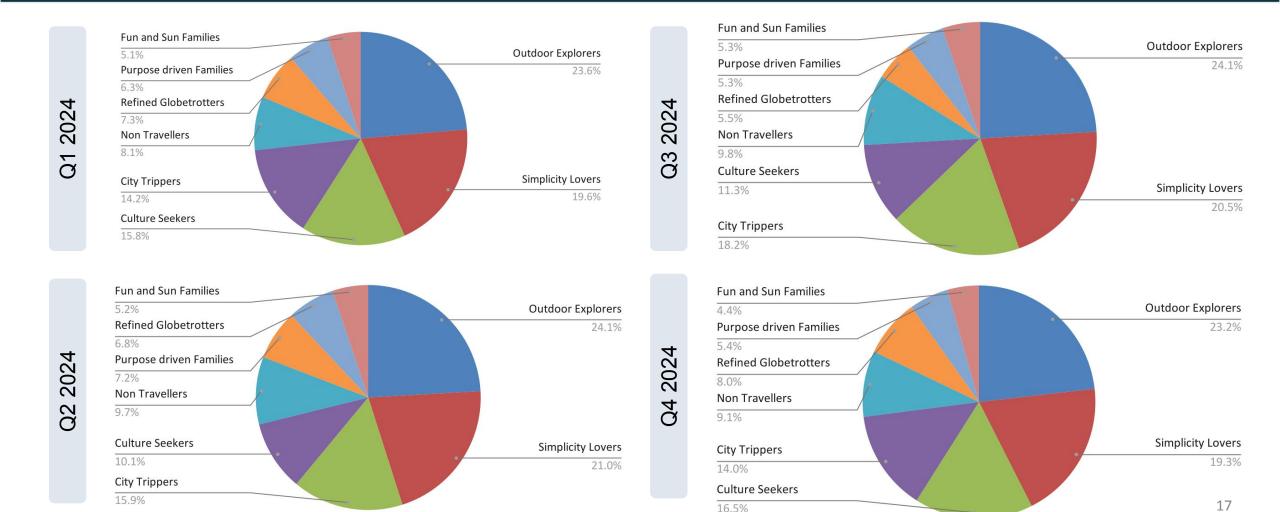
Quarterly BC Visitors PRIZM Segment





Quarterly BC Visitors by Traveller Segmentation Program Type

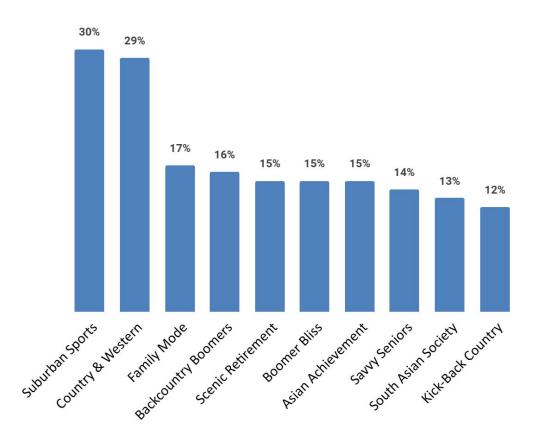




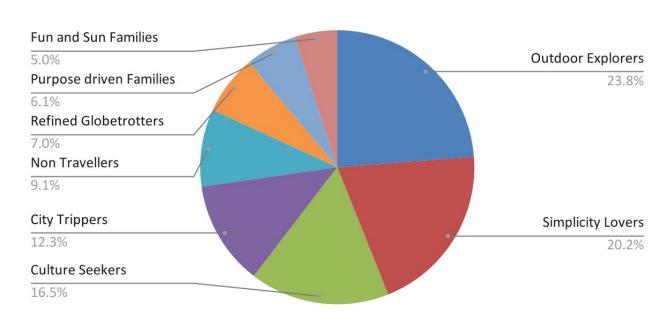
Yearly 2024 BC Visitors by PRIZM & Traveller Segmentation Program Type



BC Visitors by PRIZM Segment



BC Traveller Segmentation Program Type





BC Suburban Sports 2024 PRIZM Segment



Median Maintainer Age

Marital Status

Family Status

Average Household Income

52

Index: 97



59.8%

Index: 106

Married/Common-Law



45.1%

Index: 114



\$142,430

Index: 112

Top Activities

Ice skating



25.6%

Index: 116

Power boating/Jet skiing



13.1%

Index: 114

Fishing/hunting

Desc.

Descriptions | Top 3 Strong Values

Attraction to Nature

Couples With Children At Home

How close people want to be to nature, whether to recharge their spiritual batteries or to enjoy a simpler, healthier or more authentic way of life.

Technology Anxiety

People strong on this construct are intimidated and threatened by technological changes and express high concern regarding the ethical and moral dilemmas towards which science and technology is advancing.

Aversion to Complexity

Tendency to find it difficult to adapt to the uncertainties of modern life, and to feel threatened by the changes and complexities of society today. A desire to avoid this complexity as a learning experience and a source of opportunity.

ATV/snowmobiling



10.5%

Index: 111

På,

25.6%

Index: 111

BC Country & Western 2024 PRIZM Segment



Median Maintainer Age

57

Index: 107

Top Activities

ATV/snowmobiling



16.8% Index: 178

Gardening



65.6%

Marital Status



57.6% Index: 102

Married/Common-Law

Fishing/hunting



30.6% Index: 132

Camping



56.3% Index: 106

Family Status



50.9%

Index: 114



Average Household Income

\$107,455

Index: 85

Couples Without Children At Home



Descriptions | Top 3 Strong Values

Attraction to Nature

How close people want to be to nature, whether to recharge their spiritual batteries or to enjoy a simpler, healthier or more authentic way of life.

Fulfilment Through Work

A need to invest one's professional life with meaning and to find personal fulfillment through one's work. Also, a need to feel that one's work is useful to others and has some social value.

Brand Apathy

Giving little weight to the brand name of a product or service; a tendency to favour no brands in particular over others and being unwilling to pay a price premium for a brand.

BC Family Mode 2024 PRIZM Segment



Median Maintainer Age

51

Index: 95

Top Activities

Camping



60.7% Index: 114

Playing video games



47.8% Index: 109

Marital Status



63.9% Index: 113

Married/Common-Law

Ice skating



24.5% Index: 111

Whale watching



12.4% Index: 108

Family Status



49.3%

Index: 125

(\$)

\$160,081

Average Household Income

Index: 126

Couples With Children At Home



Confidence in Small Business

Tendency to assume that small businesses are generally fair and ethical in their practices, committed to providing quality goods, and working in the public interest.

Culture Sampling

This construct identifies the view that other cultures have a great deal to teach us, and measures people's inclination to incorporate some of these cultural influences into their own lives.

Cultural Assimilation

Lack of openness toward the diverse cultures, ethnic communities and immigrants that make up Canada. A belief that ethnic groups should be encouraged to give up their cultural identities and blend in to the dominant culture.

BC Backcountry Boomers 2024 PRIZM Segment



Median Maintainer Age

64

Index: 119

Top Activities

ATV/snowmobiling



12.1% Index: 129

Fishing/hunting



27.3% Index: 118

Marital Status



61.0%

Index: 108

Married/Common-Law

Power boating/Jet skiing



13.8% Index: 121

Gardening



66.6% Index: 114 **Family Status**



62.5%

Index: 140

(\$)

Average Household Income

\$101,892

Index: 80

Couples Without Children At Home



Descriptions | Top 3 Strong Values

Attraction to Nature

How close people want to be to nature, whether to recharge their spiritual batteries or to enjoy a simpler, healthier or more authentic way of life.

Technology Anxiety

People strong on this construct are intimidated and threatened by technological changes and express high concern regarding the ethical and moral dilemmas towards which science and technology is advancing.

Aversion to Complexity

Tendency to find it difficult to adapt to the uncertainties of modern life, and to feel threatened by the changes and complexities of society today. A desire to avoid this complexity as a learning experience and a source of opportunity.

BC Scenic Retirement 2024 PRIZM Segment



Median Maintainer Age

Index: 121

Top Activities

Power boating/Jet skiing



Index: 129

Whale watching



Marital Status



61.5%

Index: 109

Married/Common-Law

Fishing/hunting



Index: 117

Gardening



Index: 111

Family Status



61.3%

Index: 137

Average Household Income



\$117,792

Index: 93

Couples Without Children At Home



Descriptions | Top 3 Strong Values

Attraction to Nature

How close people want to be to nature, whether to recharge their spiritual batteries or to enjoy a simpler, healthier or more authentic way of life.

Discriminating Consumerism

Tendency to actively adopt defensive stratagems to shield oneself from the artificial needs created by the consumer society, and to seek product information before making purchases.

National Pride

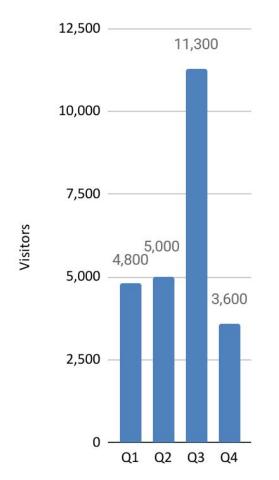
Defining one's identity through national pride and believing that Canada should hold a strong position in the world.

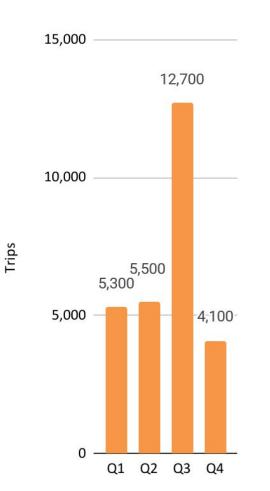


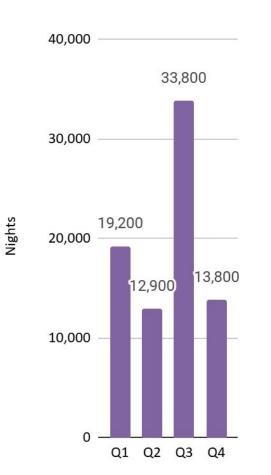
Silver Star Visitation

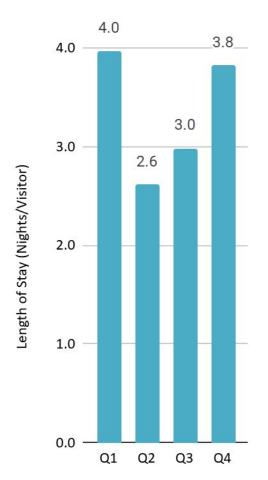


AB Residents Travelling to Silver Star By Quarter in 2024





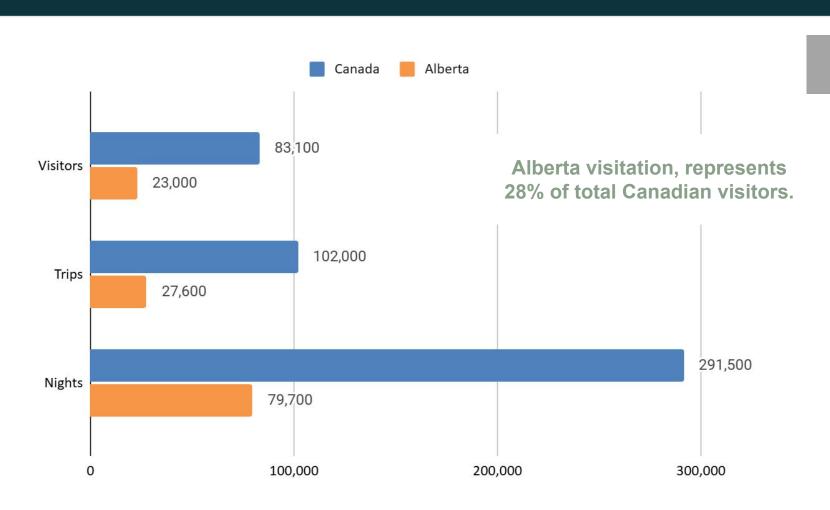




Silver Star Visitation



AB Residents Travelling to Silver Star vs Canada in 2024



Average Length Of Stay 4.0 3.5 3.5 3.0 2.0 1.0 0.0

Alberta

Canada

AB Visitors To Silver Star By Quarter



Number of Visitors To Silver Star By Top Origin Cities in 2024

| City | Q1 Visitor Count |
|----------------------|---------------------|
| Calgary | 2,300 |
| Edmonton | 900 |
| Canmore | 200 |
| Strathcona County | 100 |
| Red Deer | 100 |
| St. Albert | 100 |
| Airdrie | 100 |
| Rocky View County | 100 |
| Okotoks | 40 |
| Banff | 40 |

| City | Q2 Visitor Count | City | Q3 Visitor Count |
|-------------------|---------------------|-------------------|---------------------|
| Calgary | 2,000 | Calgary | 4,200 |
| Edmonton | 900 | Edmonton | 2,100 |
| Canmore | 200 | Airdrie | 300 |
| Lethbridge | 100 | Canmore | 300 |
| Strathcona County | 100 | Red Deer | 300 |
| Airdrie | 100 | Strathcona County | 200 |
| Red Deer | 100 | Grande Prairie | 100 |
| St. Albert | 100 | St. Albert | 100 |
| Spruce Grove | 100 | Lethbridge | 100 |
| Wood Buffalo | 100 | Wood Buffalo | 100 |

| City | Q4 Visitor Count | |
|-------------------|---------------------|--|
| Calgary | 1,600 | |
| Edmonton | 500 | |
| Canmore | 300 | |
| Yellowhead County | 100 | |
| Red Deer | 100 | |
| Lethbridge | 100 | |
| Airdrie | 100 | |
| Grande Prairie | 100 | |
| Strathcona County | 50 | |
| Okotoks | 40 | |

AB Visitors To Silver Star By Year



Number of Visitors To Silver Star By Top Origin Cities in 2024

| City | 2024 Visitor Count |
|-------------------|-----------------------|
| Calgary | 9,500 |
| Edmonton | 4,100 |
| Canmore | 800 |
| Red Deer | 500 |
| Airdrie | 500 |
| Strathcona County | 500 |
| Lethbridge | 300 |
| St. Albert | 300 |
| Grande Prairie | 200 |
| Okotoks | 200 |

| City | 2024 Visitor Count |
|-------------------|-----------------------|
| Banff | 200 |
| Rocky View County | 200 |
| Cochrane | 200 |
| Wood Buffalo | 200 |
| Spruce Grove | 200 |
| Chestermere | 200 |
| Leduc | 200 |
| Parkland County | 100 |
| Fort Saskatchewan | 100 |
| Red Deer County | 100 |

Alberta Visitation



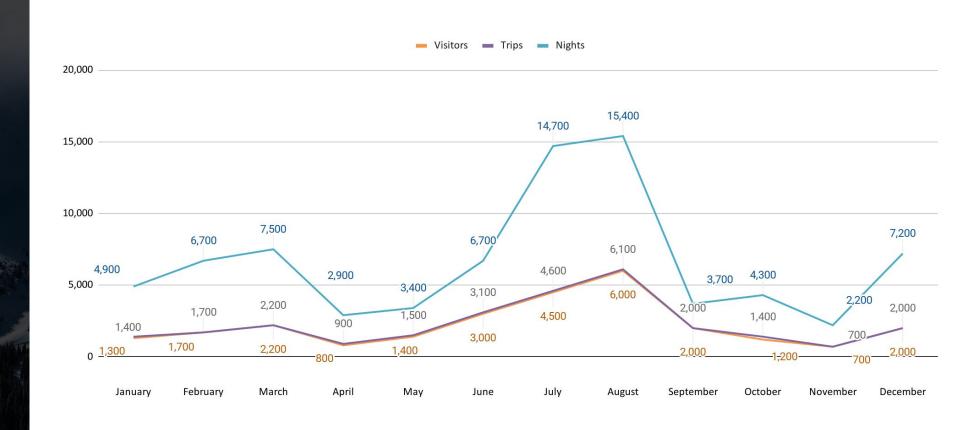
AB Visitors, Trips and Nights Travelling To Silver Star By Month

There is a clear seasonality pattern, with Nights (blue line) peaking significantly in July (14,700) and August (15,400) before dropping sharply in September.

The lowest activity occurs in April and November, where all three variables drop significantly.

Nights increase at a much higher rate than Visitors or Trips in peak months, suggesting that visitors tend to stay longer during summer (July-August).

Unlike other off-peak months, December sees a rise in Nights (7,200), suggesting an increase in longer stays despite relatively low trips and visitors.



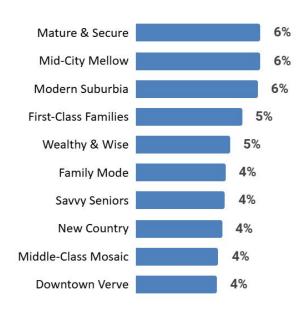
Visitor: A visitor is defined as someone who travels 60+km from their point of origin. A unique person that may take multiple trips.

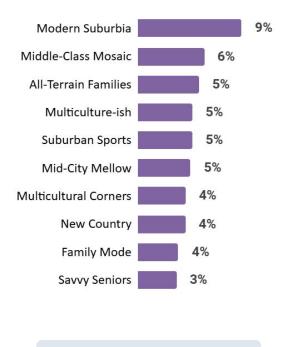
Trips: Are defined as the count of domestic traveller trips which Nights Stayed: Is defined as the count of unique nights a part of a continuous visit to the destination

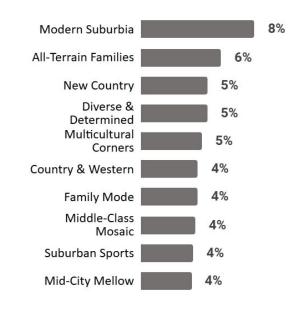
involved spending one or more nights over the time period as $\frac{1}{30}$ period (between 6:00pm - 8:00am the following day)

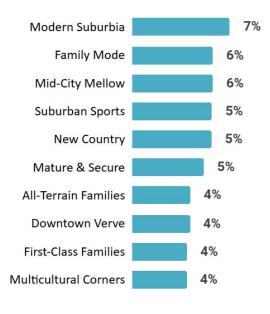
Quarterly AB Visitors by PRIZM Segment











Q1 2024

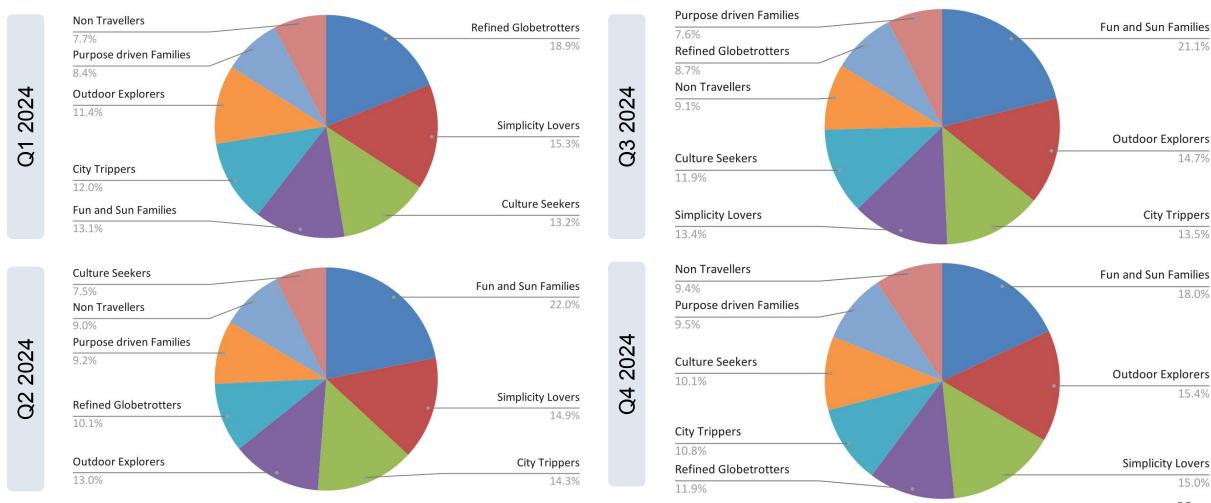
Q2 2024

Q3 2024

Q4 2024

Quarterly AB Visitors by Traveller Segmentation Program Type



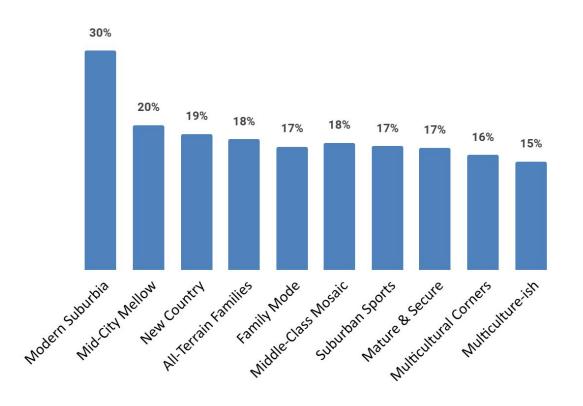


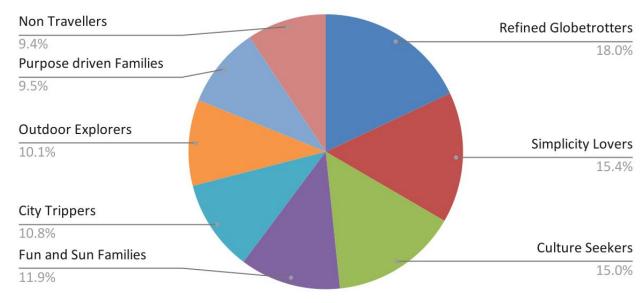
Yearly 2024 AB Visitors by PRIZM & Traveller Segmentation Program Type



AB Visitors by PRIZM Segment

AB Traveller Segmentation Program Type







AB Modern Suburbia 2024 PRIZM Segment



Median Maintainer Age

42

Index: 84

Top Activities

Ice skating



39.6%

Index: 122

Playing video games



53.1%

Index: 121

Marital Status



67.2%

Index: 112

Married/Common-Law

Power boating/Jet skiing



12.1%

Index: 121

Camping



57.5%

Index: 103

Family Status



56.5%

Index: 126

Average Household Income



\$117,792

Index: 93



Descriptions | Top 3 Strong Values

Enthusiasm for Technology

Couples With Children At Home

Favourable bias toward technology. Tendency to be fascinated with the possibilities offered by modern technology; to believe that technology is the best tool for facing today's world, one that helps us adapt and respond to the demands of daily life. People who are strong on this construct have great confidence that science and technology can better their lives.

Status via Home

Feeling a strong sense that one's home represents an extension of one's image. People strongest on this construct make great efforts to decorate and equip their homes in a manner that will impress others, and pay particular attention to the way they entertain in the home.

Social Darwinism

A belief that active involvement in the political process doesn't really make any difference in society. People strongest on this construct accept the notion that inequities in society are inevitable and should be expected.

AB Mid-City Mellow 2024 PRIZM Segment



Median Maintainer Age

58

Index: 116

Top Activities

ATV/snowmobiling



27.1% Index: 181

Fishing/hunting



26.7% Index: 115

Marital Status



61.0% Index: 102

Married/Common-Law

Whale watching



8.7% Index: 150

Gardening



70.8% Index: 113

Family Status



43.5%

Index: 11'

Average Household Income



\$134,708

Index: 100

Couples Without Children At Home



Interest in the Unexplained

Tendency to reject the assumption that all valid knowledge must be logical, rational or scientific in favour of an acceptance of beliefs or phenomena that remain mysterious or unexplained by modern science.

Social Learning

Attraction to, and interest in, diversity. Feeling that there is a great deal to learn through contact and conversation with people different from oneself, who come from other backgrounds and places. Diversity is perceived as a source of personal enrichment, a way to satisfy a hunger for discovery and exploration and to extend a network of contacts. This construct is also associated with a respect for other people and cultures, as well as a heightened social conscience.

Primacy of Environmental Protection

People strong on this construct prioritize protection of the environment over economic advancement and job creation that could threaten the environment.

AB New Country 2024 PRIZM Segment



Median Maintainer Age

56

Index: 114

Top Activities

ATV/snowmobiling



27.1% Index: 181

Fishing/hunting



26.7% Index: 115 **Marital Status**



62.4%

Index: 104

Married/Common-Law

Whale watching



8.7% Index: 150

Gardening



70.8% Index: 113

Family Status



47.0%

Index: 120

Couples Without Children At Home

Average Household Income



\$104,020

Index: 78



Descriptions | Top 3 Strong Values

Attraction to Nature

How close people want to be to nature, whether to recharge their spiritual batteries or to enjoy a simpler, healthier or more authentic way of life.

Fulfilment Through Work

A need to invest one's professional life with meaning and to find personal fulfillment through one's work. Also, a need to feel that one's work is useful to others and has some social value.

Brand Apathy

Giving little weight to the brand name of a product or service; a tendency to favour no brands in particular over others and being unwilling to pay a price premium for a brand.

AB All-Terrain Families 2024 PRIZM Segment



Median Maintainer Age

43

Index: 87

Top Activities

Power boating/Jet skiing



15.2%

Index: 152

Photography



35.8%

Index: 116

Marital Status



66.1%

Index: 111

Married/Common-Law

Ice skating



41.3%

Index: 127

Fishing/hunting



25.5%

Index: 110

Family Status



53.5%

Index: 119

Couples With Children At Home

Average Household Income



\$151,575

Index: 113



Ecological Fatalism

A tendency to believe that today's environmental problems are too big for any one person to affect. People strong on this construct feel that environmental destruction is somewhat acceptable and inevitable, and accept the notion that job protection or economic advancement should be allowed at the expense of environmental protection. They also view environmental leaders as misguided and overly extreme.

Racial Fusion

People who are strongest on this construct are accepting of ethnic diversity within families, such as inter-racial marriage, believing that it enriches people's lives.

Personal Optimism

Generalized optimism about one's future personal outcomes.

AB Family Mode 2024 PRIZM Segment



Median Maintainer Age

49

Index: 99

Top Activities

Whale watching



7.0% Index: 120 **Marital Status**



65.8%

Index: 110

Married/Common-Law

Fishing/hunting



27.5% Index: 118

Power boating/Jet skiing



11.7% Index: 117

Ice skating



35.8% Index: 110

Family Status



52.8%

Index: 118



Average Household Income

\$169,336

Index: 126



Descriptions | Top 3 Strong Values

Culture Sampling

This construct identifies the view that other cultures have a great deal to teach us, and measures people's inclination to incorporate some of these cultural influences into their own lives.

Discriminating Consumerism

Couples With Children At Home

Tendency to actively adopt defensive stratagems to shield oneself from the artificial needs created by the consumer society, and to seek product information before making purchases.

Adaptability to Complexity

Tendency to adapt easily to the uncertainties of modern life, and not to feel threatened by the changes and complexities of society today. A desire to explore this complexity as a learning experience and a source of opportunity.



Canada Refined Globetrotters Segment

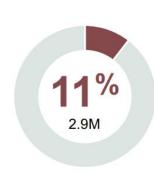


WHAT YOU NEED TO KNOW ABOUT ME

- 1 Travel is our #1 spending priority.
- We have the flexibility to travel at any time of year, as our kids are grown up.
- Planning how we will see the history, museums, and architecture of a destination is paramount.
- We are looking for world-class and curated experiences in all aspects from dining and shopping to accommodation.

TRAVELLER RESPONSIBLE INDEX

103



% OF CANADA POPULATION

We prioritize travel above all, indulging in world-class destinations, gourmet dining, and exclusive experiences. We are experienced travellers who are always on the lookout for new, unique places to cross of our list. We immerse ourselves in history, museums, and the authentic charm of new places, ensuring smooth travel with all-inclusive packages and expert-guided tours.

HOUSEHOLD

| 17% | 94 Children <18 |
|-----|-----------------|
| | Living At Home* |

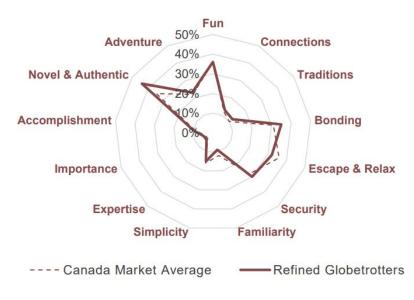
| 00/ | 96 Children 18 |
|-----|-----------------|
| 8% | Living At Home* |

| Z 9 0/ | 115 Children NOT |
|--------|------------------|
| 32% | Living At Home* |

51% No Children

Option is not exclusive

EMOTIONAL TRAVEL MOTIVATIONS MAP



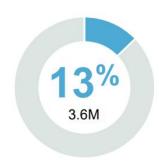
Canada Simplicity Lovers Segment



WHAT YOU NEED TO KNOW ABOUT ME

- We seek peace, relaxation, and familiarity in our travels, preferring easy, affordable destinations with a small-town feel.
- We like to take it slow, with low impact activities.
 We don't prioritize fitting in physical activity during our trips.
- Loyal to regular destinations, we are creatures of habit who favor simplicity and serenity over glitz, glamour, and cultural immersion.
- Hard-to-reach destinations don't attract us, we want ease of access and don't want to worry about how to navigate once we arrive.

TRAVELLER RESPONSIBLE INDEX



% OF CANADA POPULATION

8

We seek peace, relaxation, and familiarity in our journeys, preferring easy and affordable destinations with a small-town feel. Prioritizing dining and nature experiences, we value simplicity and serenity. Loyal to regular destinations, we appreciate safety and ease of travel, and while we enjoy new cultures, we often stay within our comfort zone. We are not concerned with what's trendy, and won't be active on social media.



| 9% | 88 Children <1 |
|----|-----------------|
| | Living At Home* |

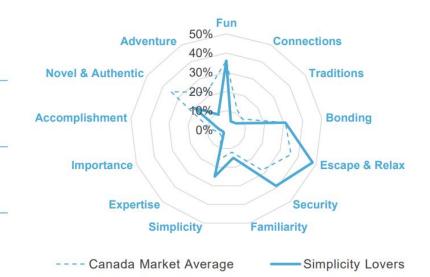
| 10% | 113 Children 18 |
|-----|-----------------|
| | Living At Home* |

| 42% | 131 Children NOT | |
|-----|------------------|--|
| | Living At Home* | |

49% 99 No Children

* Option is not exclusive

EMOTIONAL TRAVEL MOTIVATIONS MAP







Canada Culture Seekers Segment



WHAT YOU NEED TO KNOW ABOUT ME

We prioritize diversity, inclusion and sustainability, and are open to both short and longer trips.

We like the challenge of a new experience, and aren't afraid of trying something different like unconventional accommodations.

> We try to learn the basics of the language before we travel and learn something while we are there.

We take ownership over feeling welcomed in a destination by ensuring we travel responsibly and engage with communities.

TRAVELLER RESPONSIBLE INDEX



% OF CANADA POPULATION

We are sociable, free-spirited individuals who seek unique, authentic experiences. We thrive on immersing ourselves in new perspectives, local culture, making connections, which boosts our energy and confidence. We prefer vibrant city life, dynamic arts scenes, and culturally rich destinations. We prioritize diversity, inclusion, and sustainability, and open to both short and longer trips. Travel is an investment we make in ourselves.

HOUSEHOLD

| 7 Children <18 |
|----------------|
| iving At Home* |
| ` |

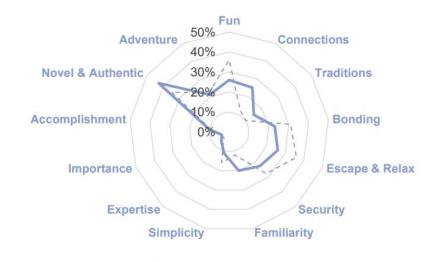
| 00/ | 88 Children 18 |
|-----|-----------------|
| 8% | Living At Home* |

| 100/ | 90 Children NC |)] |
|------|-----------------|----|
| 18% | Living At Home* | |

No Children

* Option is not exclusive

EMOTIONAL TRAVEL MOTIVATIONS MAP



Canada Market Average

Canada Fun & Sun Segment

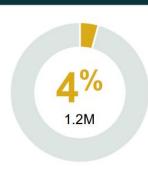


WHAT YOU NEED TO KNOW ABOUT ME

- We prioritize affordable, kid-friendly destinations that offer relaxation and shared family experiences, even if luxury is within reach.
 - Our trips are escapes from everyday life, focusing on creating lasting memories. Often the activities we choose are easy and fun, but sometimes we seek more adventure and excitement though more challenging sports.
- Plan annual vacations months in advance, relying on review sites, apps, social media, and recommendations.
- Mostly travel within Canada, exploring popular destinations in British Columbia and Ontario, with dreams of international trips.

TRAVELLER RESPONSIBLE INDEX

68



% OF CANADA POPULATION

We cherish relaxation and shared family experiences in familiar, kid-friendly, and affordable destinations. We prioritize fun and simplicity over extravagance, gravitating towards well-known beaches and local spots with good communication standards. Our big family trips are often domestic, and focus on creating lasting memories through simple, enjoyable activities guided by our children's interests. While we generally stay in our comfort zone, we sometimes take trips to challenge ourselves in a new sport or culture.



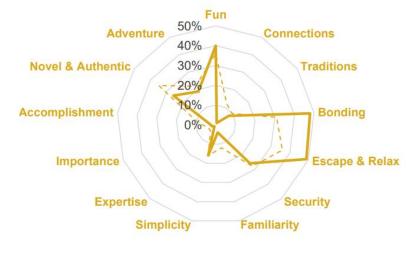
| 90% | 146 Children <18 |
|-----|------------------|
| | Living At Home* |

| 11% | 125 | Children 18 |
|--------------|--------|-------------|
| TT \0 | Living | At Home* |

5% So Children

* Option is not exclusive

EMOTIONAL TRAVEL MOTIVATIONS MAP



Canada City Trippers Segment



WHAT YOU NEED TO KNOW ABOUT ME

- We prioritize fun and social settings and seek experiences that are worth sharing on social media.
- We like the freedom to explore without an agenda, and disconnect from everyday life.
- We prefer the company of friends during travels to share experiences directly. Our travel group is generally adults only.
 - Convenience and easy access to trendy hotspots is important, as we like to see and do as much as possible in busy and vibrant destination.

TRAVELLER RESPONSIBLE INDEX

82



% OF CANADA POPULATION

We are independent, sociable, and trendy travellers who prioritize having fun, indulging, and living in the moment. We prefer trendy, friendly locations with a variety of activities and distractions, valuing safety and ease of travel. We relish vibrant nightlife, cultural experiences, and sharing our adventures with others. Our travel decisions focus on enjoying ourselves and creating memorable experiences with friends and loved ones.



| 13% | 91 Children <18 |
|-----|-----------------|
| | Living At Home* |

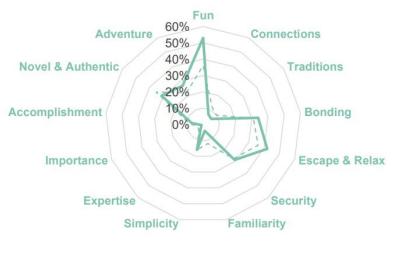
| 9% | 107 | Children 18 |
|----|-------|-------------|
| | Livin | g At Home* |

| 22% | 96 Children NO |
|-----|-----------------|
| | Living At Home* |

55% 115 No Children

* Option is not exclusive

EMOTIONAL TRAVEL MOTIVATIONS MAP



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