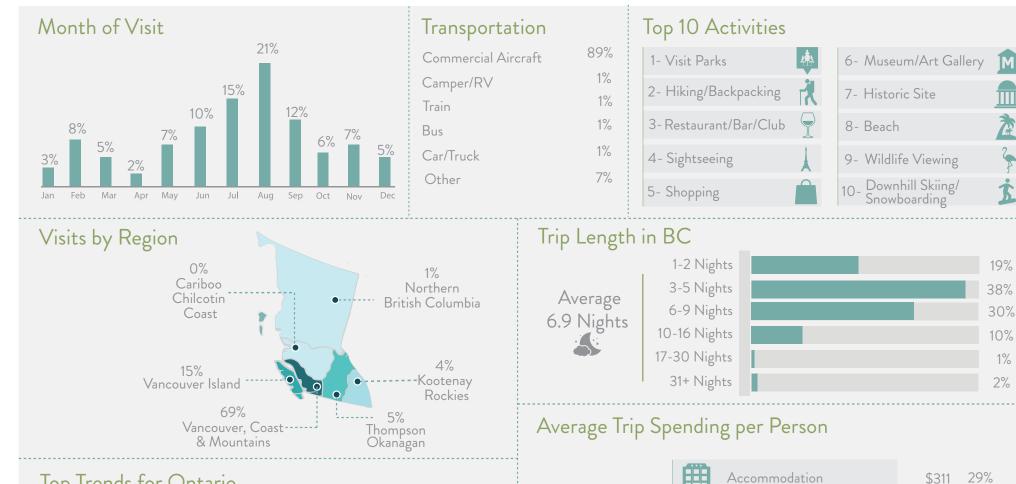
Market Overview **Repeat Visitation** Impression Recommend of BC BC 18% Domestic Trips by Overnight Trips by Ontario Ontario Residents Ontario Residents in BC Residents are 86% +578% BC's 1.1 million (2%) 45.2 #3^{Domestic} Positive Net Promoter Total Spending in BC Market million 2+ Times in 2+ Times in Impression Score \$1.1 billion Past 2 Years Past 5 Years **Explorer** Quotient Trip Purpose Market Insights Age 6% 18-24 years Gentle Explorer 37% 34% Leisure In 2016, travellers from Ontario 22% 25-34 years Visiting accounted for 5% of BC's total Free Spirit Friends / 34% 25% 35-44 years overnight visitations, representing Relatives 1.1 million travellers from Ontario. 45-54 years 13% 30% Business As a result, approximately \$1.1 Cultural Explorer 10% 17% 55-64 years billion was generated in tourist Other 2% Personal History Explorer 4% 17% 65+ years receipts. **Booking Method** Travellers from Ontario accounted Travel Party for 7% of all domestic visits to BC, Size Accommodation Flight 🗙 captured around 2% of all domestic overnight visitations by Directly 32% 26% Directly travellers from Ontario. 28% Through OTA 21% Through OTA 8% Travel Agent 10% Travel Agent 2.1 People Visitor Centre 40% Not Needed 4% 8% Other/NA Not Needed 20%

21%

Other/NA

ONTARIO



\$1,062

Per Person

\$311

\$268

\$243

\$130

\$57

\$53

25%

23%

12%

5%

5%

Public/Local Transportation

Food/Beverage

Private Vehicle

Entertainment

Retail/Other

Recreation/

Top Trends for Ontario

Ontario's economy continues to grow compared to the recovering economies of oil-producing provinces. Ontario's real gross domestic product (GDP) is forecasted to grow by 2.0% in 2017 and 2.1% in 2018.

Ontario residents have very strong awareness of BC and most of them actively consider taking a leisure trip to BC. They have positive perceptions of BC's unique combination of ocean, mountains, and rainforest, and an emotional connection with its natural wonders.

The depreciation of the Canadian dollar, relative to the US dollar, stimulated domestic travel by Canadians.

Travellers from Ontario have a greater segment of people aged 65 or older than any other domestic market travelling in/to BC.

SOURCES AND NOTES

This profile provides an overview of traveller and trip characteristics of overnight travellers from Ontario to British Columbia, unless otherwise noted.

Sources

Destination British Columbia's Key Performance Indicators Consumer Research (2016)

Destination Canada's Global Tourism Watch (2016)

Statistics Canada's Travel Survey of Residents of Canada (TSRC) (2016)

Statistics Canada's Travel Survey of Residents of Canada (TSRC) (pooled 2014, 2015 & 2016)

Notes

'Impression of BC' measures the share of travellers who had a positive impression (4 or 5 on a 5-point scale) of BC as a travel destination.

'Recommend BC' measures the likelihood of a traveller to recommend and refer a destination based on their experience using the Net Promoter Score methodology.

'Booking Method' measures the primary method of booking for Canadian travellers, not specifically travellers from Ontario.

'Transportation' and 'Top 10 Activities' are measures of travellers' use/participation during their trip, which may include destinations other than BC.

'Visits by Region' may not equal 100% as travellers can visit more than one region during their trip in BC.

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