

UNDERSTAND AND ENGAGE WITH AUDIENCES

July 2016

TELEFILM
C A N A D A

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de l'industrie des médias
de l'Ontario

SODEC
Québec 

Telefilm Canada is a federal cultural agency dedicated to the cultural, commercial and industrial success of Canada's audiovisual industry. On behalf of the Government of Canada, as a Crown corporation, we support dynamic companies and creative talent, providing financial support to Canadian film projects and promoting Canadian audiovisual success and talent at festivals, markets and events—regionally, nationally and around the world.

In a context of rapidly changing audience behaviour, Telefilm began collecting audience data in 2012 to provide market intelligence to industry stakeholders regarding Canadian consumption of media content and to track trends. In 2016, Telefilm retained the services of Nielsen Media to conduct consumer studies in the Canadian market.

Throughout this process, Telefilm has partnered with other funding agencies and research groups to fund and make studies widely available. This study was financed in partnership with the Canada Media Fund (CMF), the Ontario Media Development Corporation (OMDC), the Société de développement des entreprises culturelles (SODEC) and Creative BC.

For any questions, please contact SR@telefilm.ca.

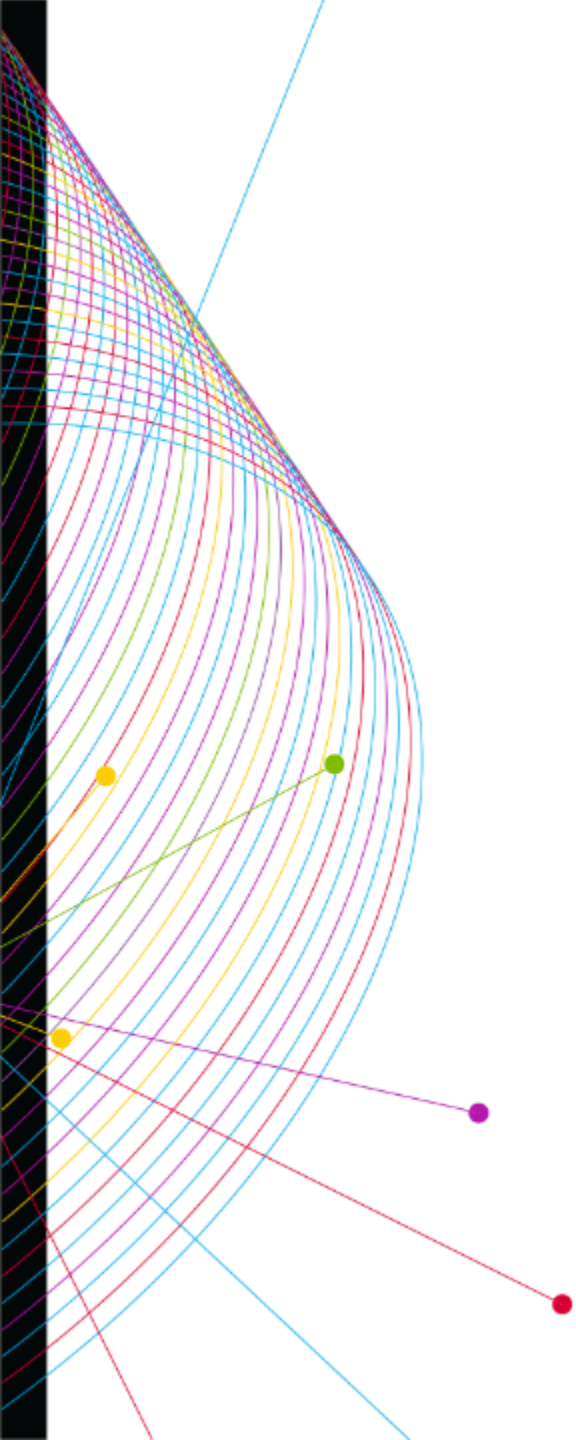
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BACKGROUND, OBJECTIVES AND METHODOLOGY

BACKGROUND AND OBJECTIVES

Telefilm Canada is a federal cultural agency dedicated to the cultural, commercial and industrial success of Canada's audiovisual industry and supports dynamic companies and creative talent, providing financial support to Canadian film projects and promoting Canadian audiovisual success and talent at festivals, markets and events.

In the context of rapidly changing audience behaviour, Telefilm began collecting audience data in 2012 to provide market intelligence to industry stakeholders regarding Canadian consumption of media content and to track trends.

The objectives of this study include:

- Helping Telefilm understand film and television consumption habits on a variety of screens and media, as well as identify any emerging content trends;
- Optimizing Telefilm's Segmentation Model so that it can be better used to elaborate marketing and communication strategy.



METHODOLOGY

- This survey was conducted via online (CAWI) methodology in English and French between **May 27th and June 10th, 2016**.

N=3,010 Canadian Residents

- In order to qualify for the survey, respondents were screened based on the following criteria:
 - Age** (must be at least 15 years of age or older); and
 - Region** (must be a resident of the regions we cover).
- The survey took an average of 19 minutes to complete.
- Language quotas based on Canadian demographics were applied inside and outside of Quebec to ensure proper representation.
- Data presented throughout this report has been weighted by age, gender and region to match the distribution of the demographics in Canada.

**NUMBER OF COMPLETED
INTERVIEWS BY REGION**

Atlantic	203
Quebec	698
Ontario	1,160
Man/Sask	197
Alberta	343
BC	409
Total	3,010



EXECUTIVE SUMMARY AND RECOMMENDATIONS

CONTENT CONSUMPTION OF CANADIANS IS AVID AND OF ALL KIND

91% watch movies

94% watch TV shows

74% watch non-traditional videos
(such as YouTube videos, web series, shorts)

67% watch documentaries

53% of Canadians watch **TV shows** at least once a day

50% of Canadians watch **movies** at least once a week



TV & NON-TRADITIONAL VIDEO ATTRACTING MORE FREQUENT VIEWERS AND GAINING MOMENTUM COMPARED TO THE PAST YEAR

Proportion of frequent viewers by content

TV Shows	53%	11%	Movies
Non-traditional videos	27%	6%	Documentaries

TV Shows	+13%	+3%	Movies
Non-traditional videos	+15%	+2%	Documentaries

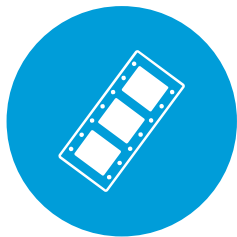
Difference of more content watched than less compared to past year

DESPITE A MAINSTREAM & TRADITIONAL WAY TO WATCH CONTENT, CANADIANS EXPLORE ALTERNATIVE OPTIONS DRIVEN BY AN INCREASED QUALITY & ACCESSIBILITY

Content viewing is a more **personal, introverted & “cocooning”** experience.

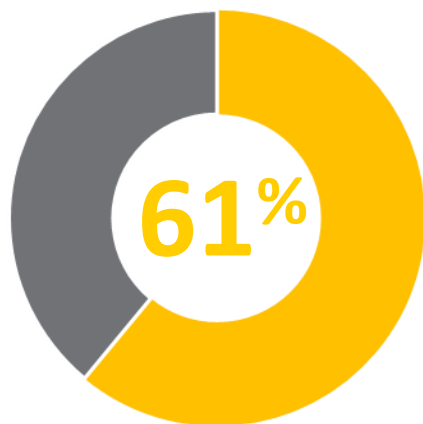
92% primarily watch movies (and other content) **AT HOME**, essentially **alone or with their +1**

- TV remains the primary & preferred medium to watch movies, TV shows and documentaries for almost 90%. But on TV, many options are used to watch movies: standard channels, movies channels, online streaming, VOD and even DVD still.
- Mobile devices get great momentum as far as Non-Traditional video viewing is concerned



Theatre and cinema still provide a unique and complete experience, attracting almost two-thirds of Canadians from time to time and particularly the segment drawn to special effects, science fiction and sequels.

CANADIANS HAVE VERY POSITIVE ATTITUDE TOWARD CANADIAN MOVIES AND TELEFILM CANADA



of Canadians
show **manifest
interest** in Canadian
movies

49% of Canadians claim they can name a
Canadian movie

48% of Canadians watched a Canadian
movie in the past year

61% of those who watched Canadian
movies recalled the movie title



52% of Canadians have
heard of Telefilm
Canada

74% of Canadians agree that
Telefilm Canada plays an
important role in
providing financial
support for the private
sector to create
distinctly Canadian
productions that appeal
to domestic and
international audiences

MOVIE CONSUMPTION IN CANADA IS DRIVEN BY 2 DYNAMICS WHICH UNVEIL 4 MAJOR TRENDS:

PURPOSE OR VIEWER BENEFIT

This dynamic reveals 2 trends:

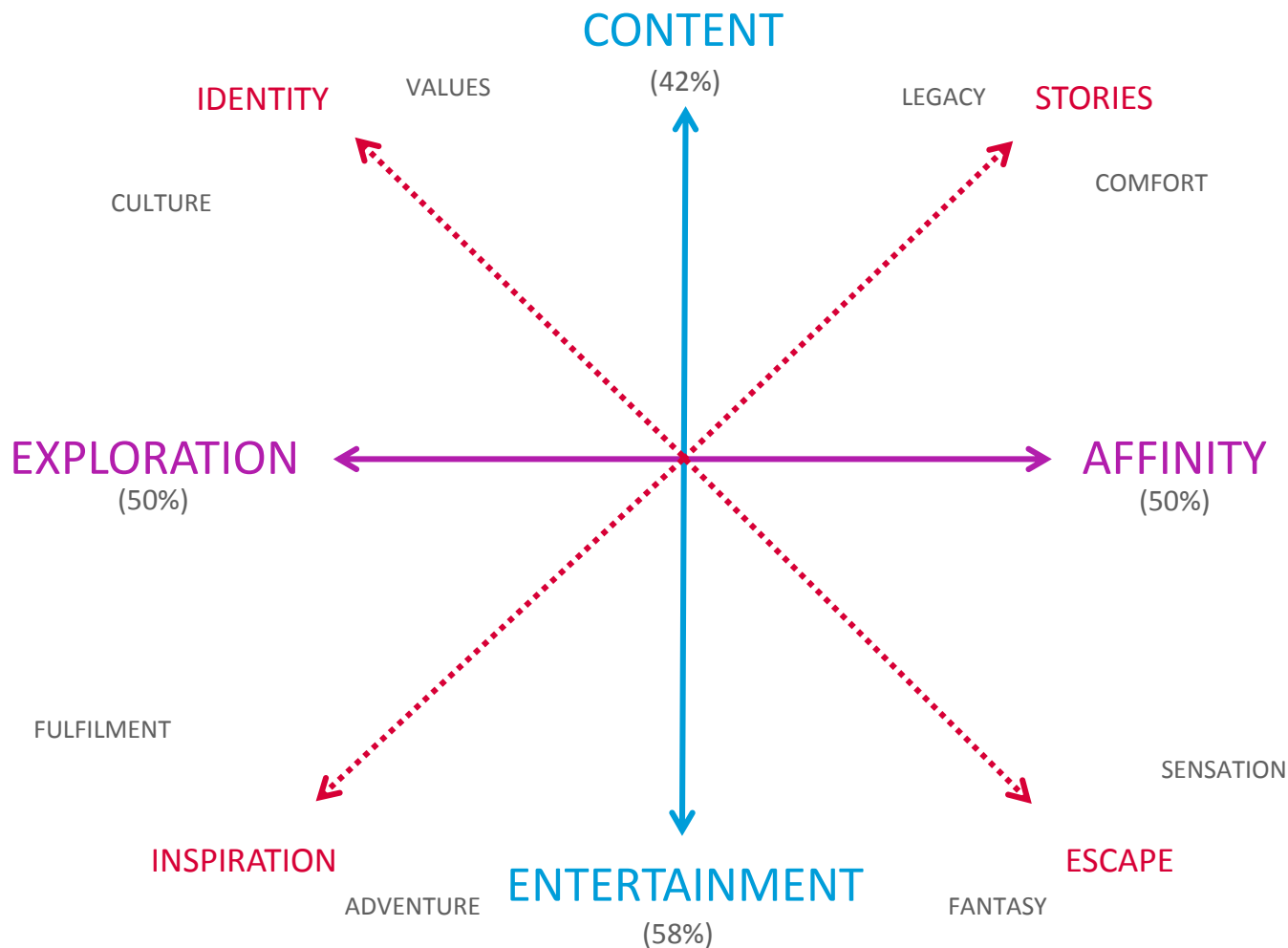
- ▶ **58%** of Canadians are primarily searching to be **ENTERTAINED** and have FUN
- ▶ **42%** of Canadians are primarily sensitive to the interest of the **CONTENT** and what they will learn from it

FEELING AND EMOTIONS

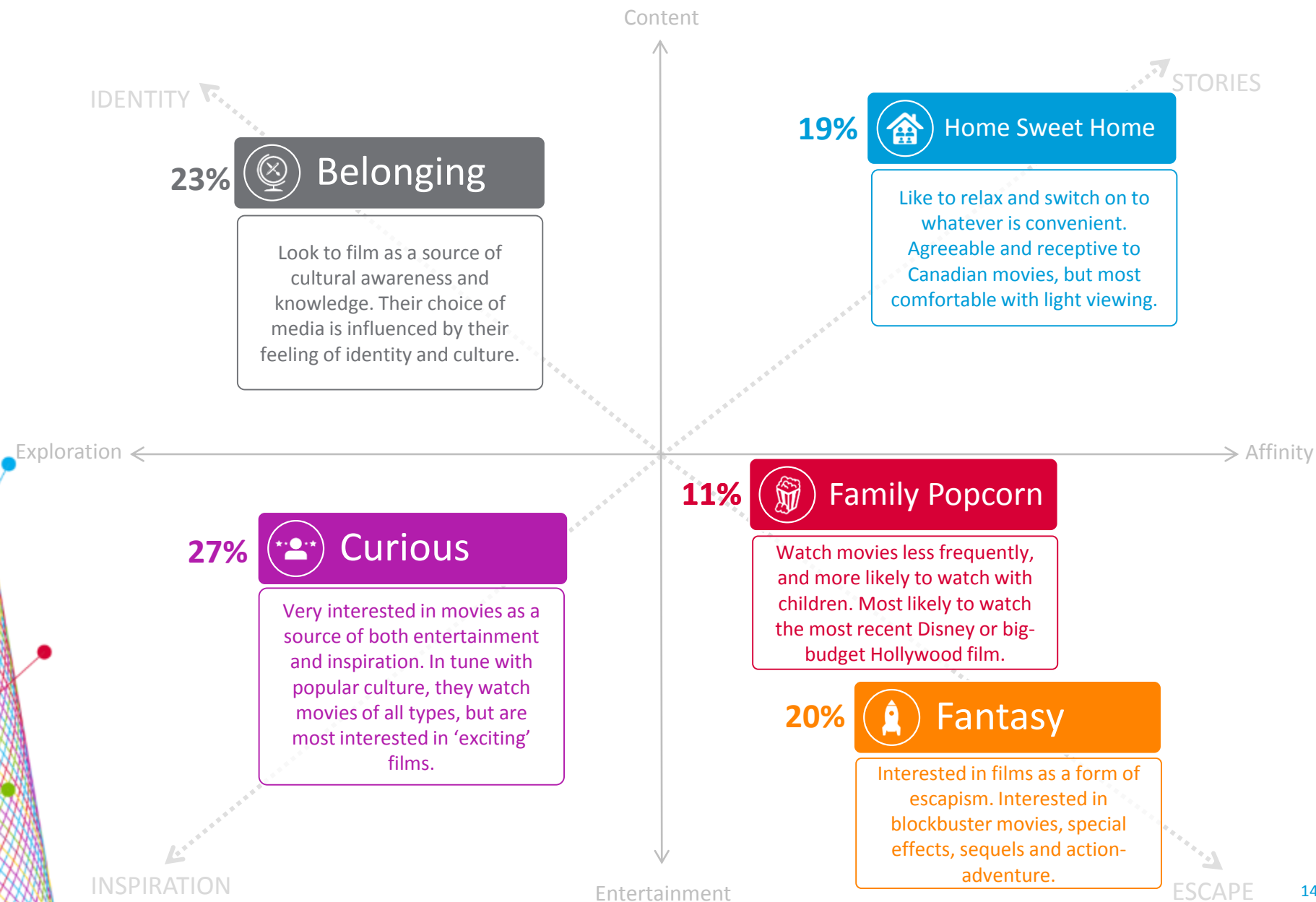
This dynamic reveals 2 trends:

- ▶ **50%** of Canadians find in movies an opportunity to **EXPLORE** and DISCOVER
- ▶ **50%** of Canadians find in movies an opportunity to establish **AFFINITY** by relaxing and chilling in the privacy of the familial cocoon

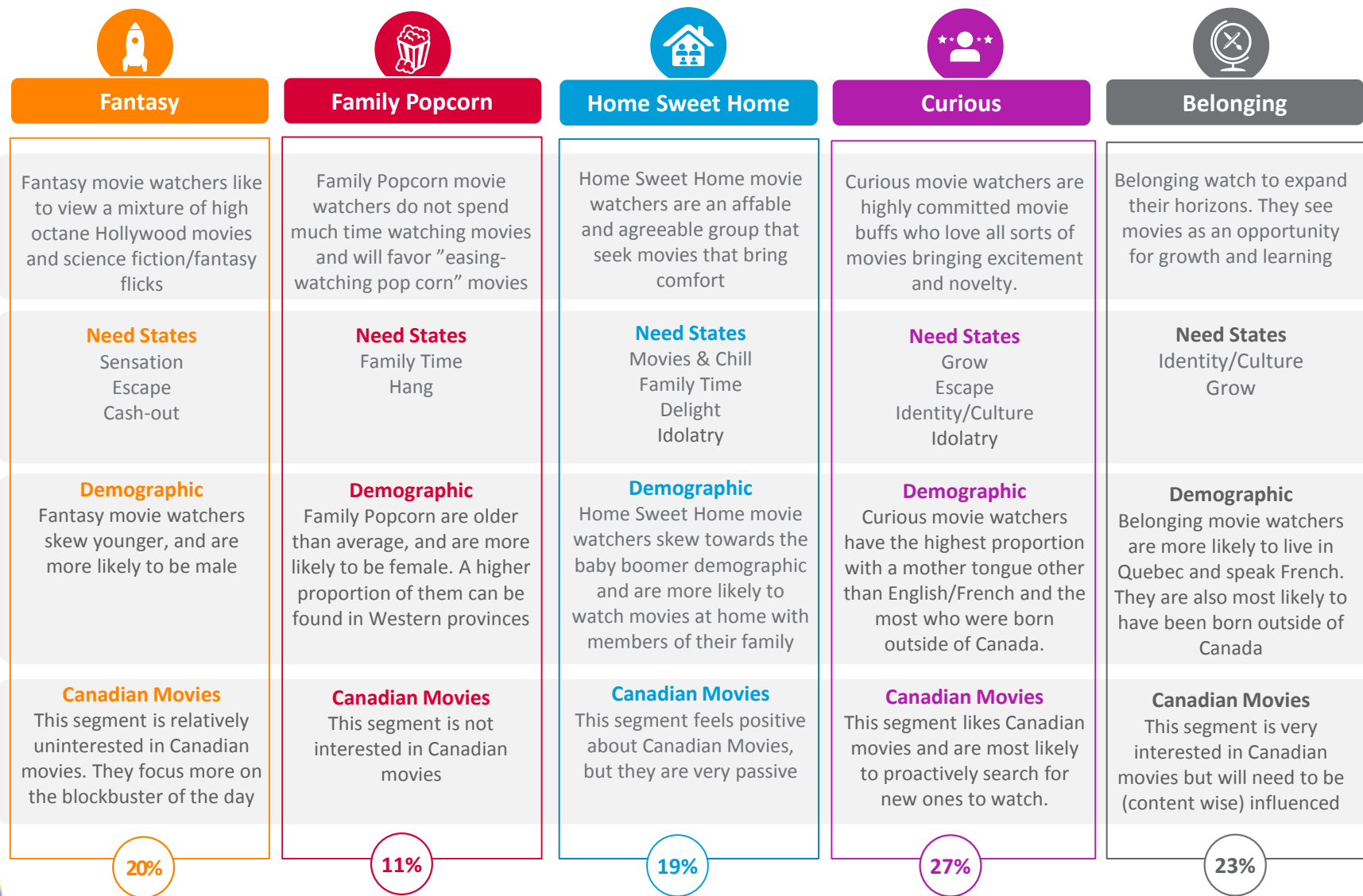
THE COMBINATION OF THESE TWO DYNAMICS REVEALS INTERMEDIARY TRENDS AND INFLUENCES WHICH ULTIMATELY ENABLES TO IDENTIFY 5 KEY MOVIE-WATCHER SEGMENTS IN CANADA



THE FIVE MOVIE-WATCHER SEGMENTS IN CANADA



EACH GROUP HAS VERY SPECIFIC REASONS, MOTIVATORS AND EXPECTATIONS FOR MOVIES IN GENERAL AND CANADIAN MOVIES IN PARTICULAR



TWO SEGMENTS APPEAR AS PRIMARY TARGETS TO PROMOTE CANADIAN CONTENT, FOR WHICH TELEFILM ALREADY ACTS AS A LEGITIMATE & RELIABLE ADVOCATE

They collectively represent 50% of content viewers in Canada.



Curious

27%

- They are **heavy** movie viewers.
- They have eclectic tastes.
- They watch movies to **grow, learn, escape** and have **fun**.
- They enjoy and support Canadian movies.
- They believe it is important to promote Canadian movies.
- They seek **novelty** and expect more **diversity** from movies.



Belonging

23%

- They are **medium** movie viewers.
- Their taste is more driven by variety and quality than genre.
- They watch movies for **identity and cultural reasons** and **to grow**.
- They are open and sensitive to Canadian movies – and particularly from Quebec-, but are more passive (won't actively seek them).
- They are driven by **quality, diversity, cultural affinity**.

HOW TO ENGAGE WITH CURIOUS MOVIE WATCHERS?



WHAT TO VALUE?

- VARIETY OF CONTENT
- DIVERSITY IN MOVIES
- COMBINATION OF GROW & FUN



WHERE?

- ONLINE STREAMING SERVICE
- VIDEO ON DEMAND
- THEATRE



WHITE SPACE

- Opportunity to engage through community & social media
- Opportunity to engage through social events



HOW?

They are responsive to promotions & influencers

- Trailers/previews
- Referral/word-of-mouth
- YouTube
- Professional critics

HOW TO ENGAGE WITH BELONGING MOVIE WATCHERS?



WHAT TO VALUE?

- QUALITY OF CONTENT
- CULTURAL CONTEXT & PURPOSE (INCLUDING FRENCH CONTENT)
- DIVERSITY IN MOVIES



WHERE?

- STANDARD TV CHANNELS
- PVR



WHITE SPACE

- Opportunity to engage by promoting “content about content”
- Opportunity to engage through festivals and conferences



HOW?

- A bit passive and fickle.
This segment will require a more 1:1 approach
- direct marketing
 - movie booklets/flyers
 - providing context and critics

A SECONDARY SEGMENT OPPORTUNITY WOULD BE HOME SWEET HOME MOVIE WATCHERS



WHAT TO VALUE?

- CANADIAN MOVIES AS A MIRROR OF CANADIAN TRADITION & HISTORY
- CANADIAN STORY-TELLING



WHERE?

- STANDARD TV CHANNELS
- PVR

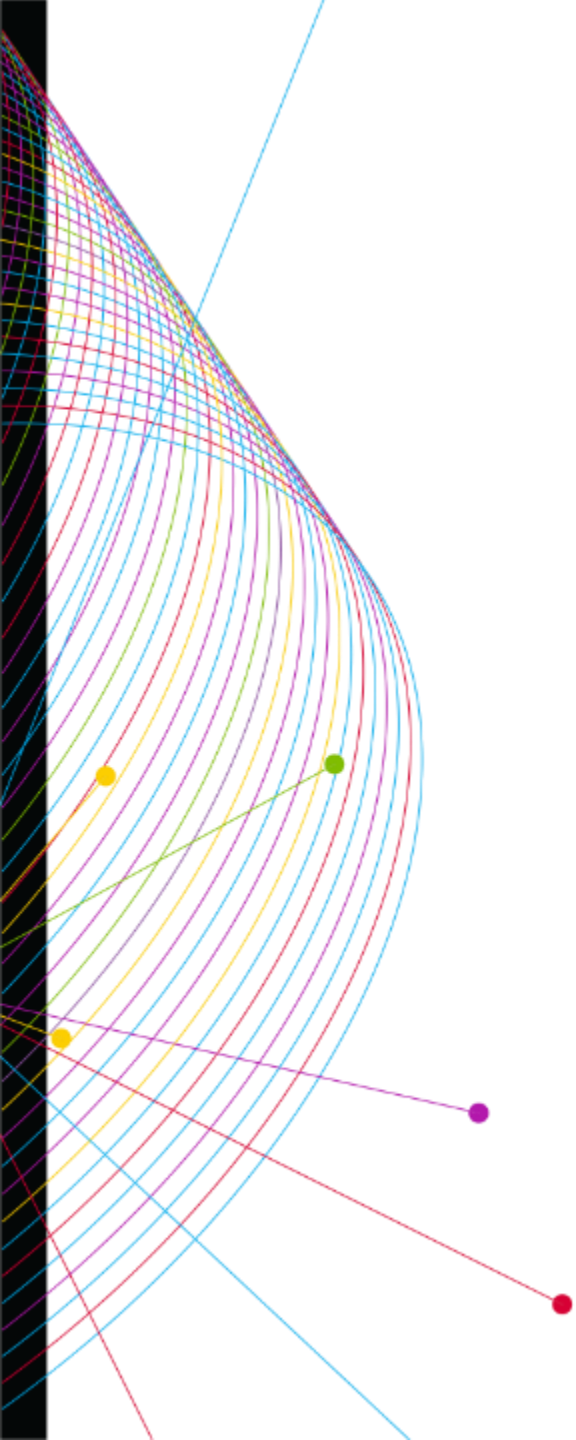


HOW?

They are influenced in mainstream ways when choosing movie content. Reaching them involves

- TV commercials
- Referral, word-of-mouth

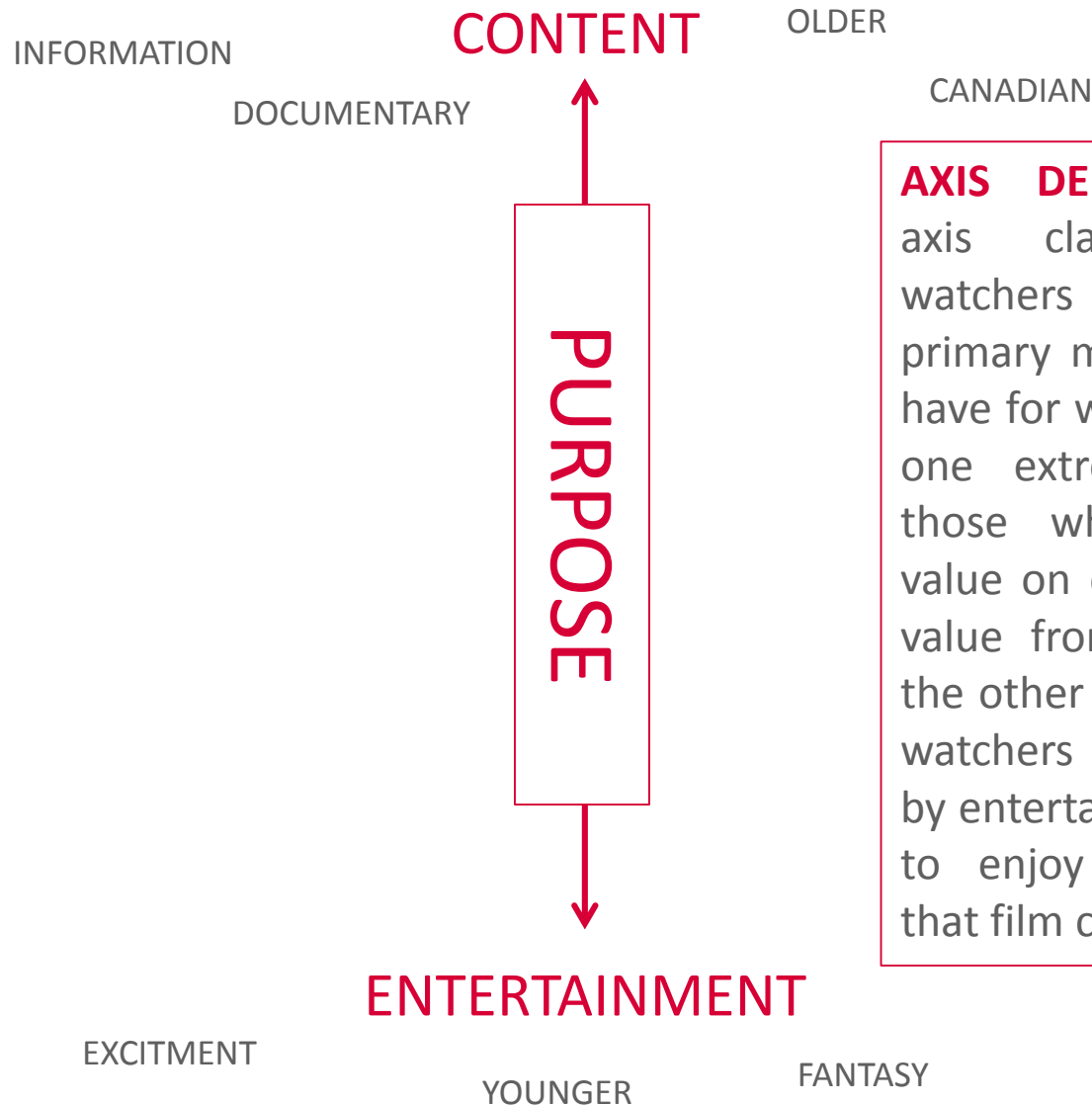
DETAILED FINDINGS





SEGMENTATION OF 'MOVIE-WATCHERS' MARKET

FILM VIEWERS HAVE DIFFERENT MOTIVATIONS FOR FILMS THEY CHOOSE TO PURSUE



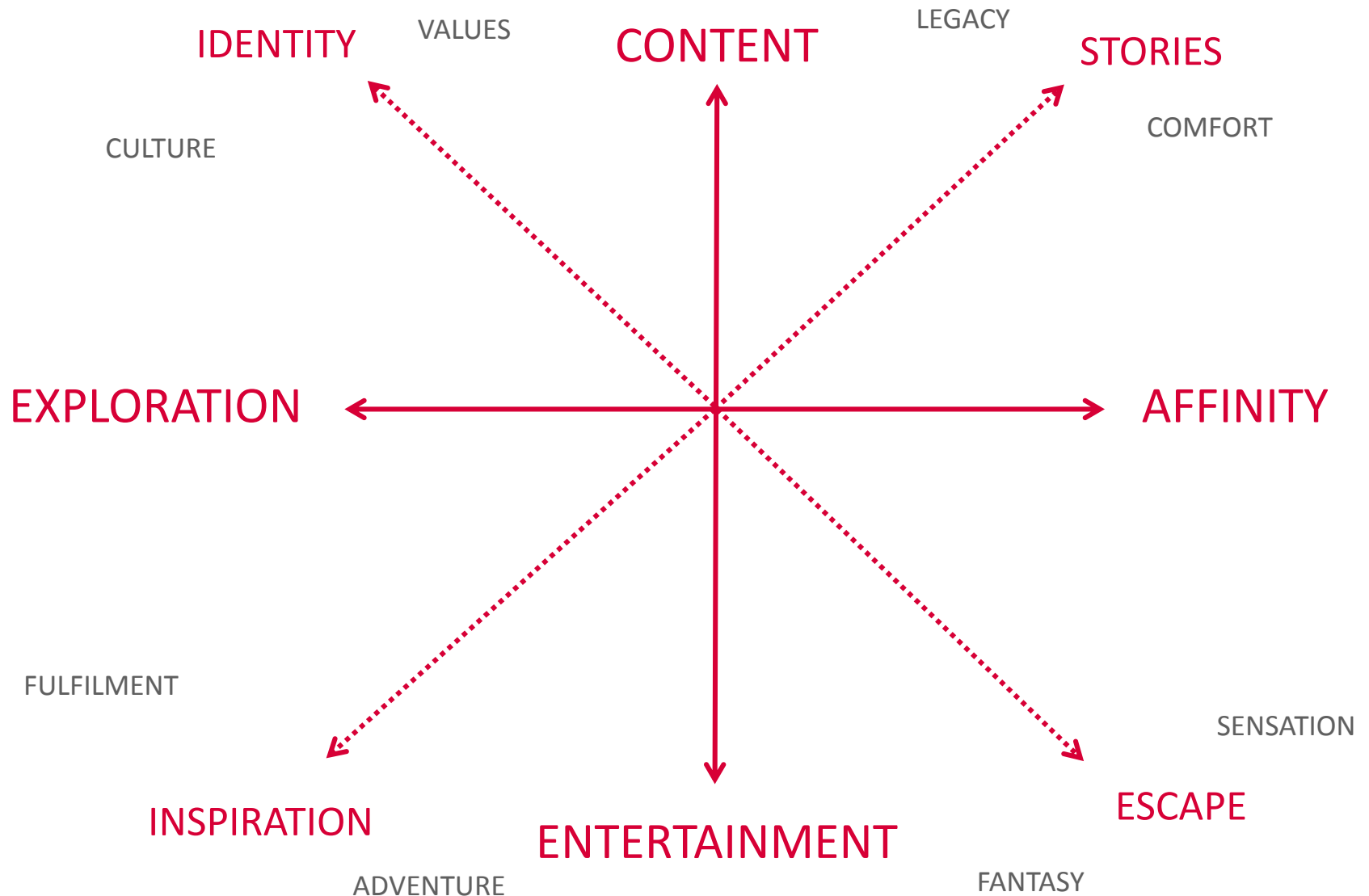
AXIS DEFINITION: This axis classifies movie watchers according to primary motivations they have for watching film. At one extreme we have those who place high value on content, getting value from learning. On the other extreme, movie watchers are motivated by entertainment, looking to enjoy the spectacle that film can provide.

FILM VIEWERS ALSO WANT TO HAVE A DIVERSITY OF FEELINGS EVOKED WHEN THEY WATCH MOVIES

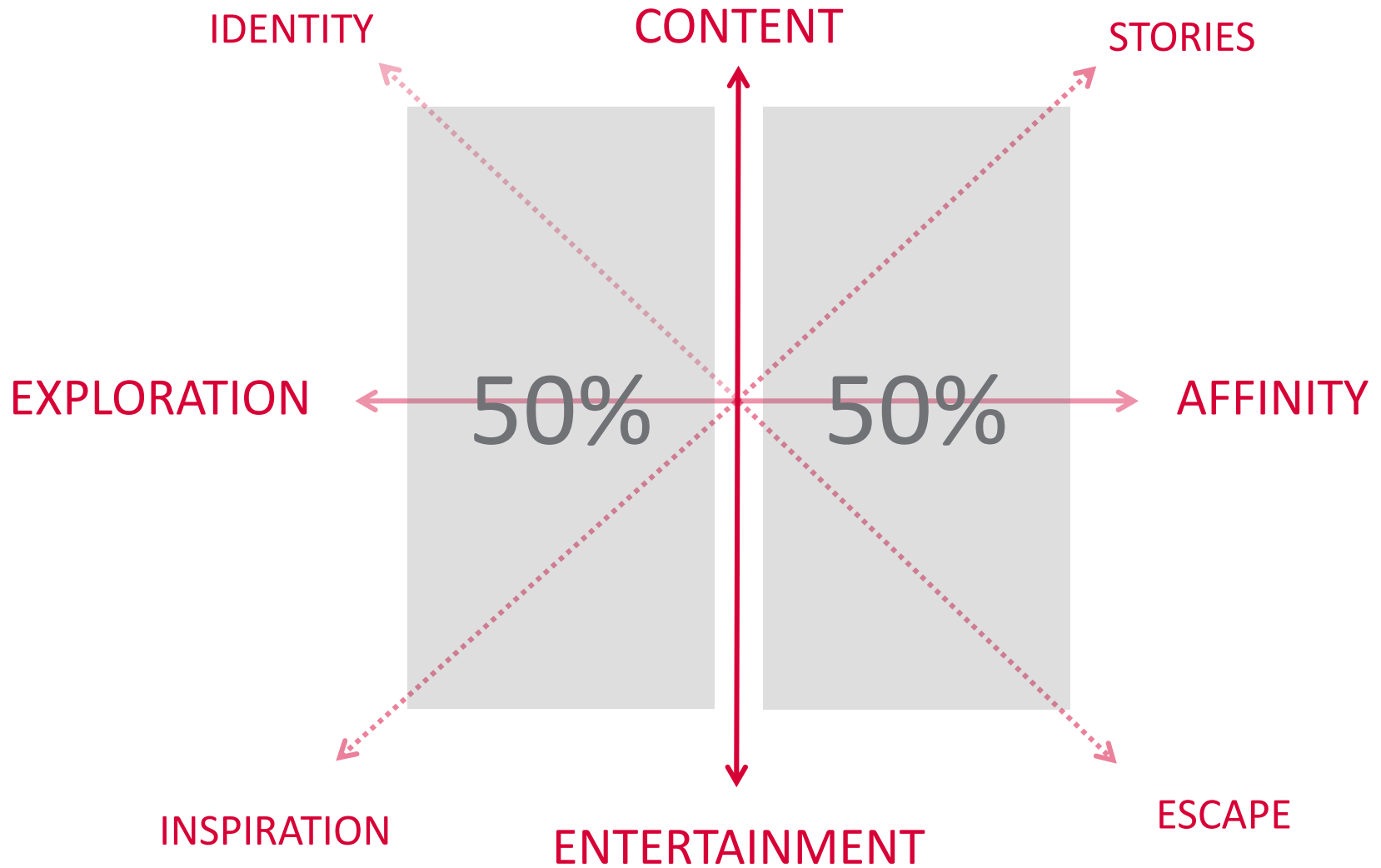


AXIS DEFINITION: This axis helps classify movie watchers in terms of the feelings they want to experience. At one end, we have those who want feelings of affinity by relaxing and chilling in the privacy of the familial cocoon; on the other hand, we have viewers that want to open themselves up to new and exploratory experiences.

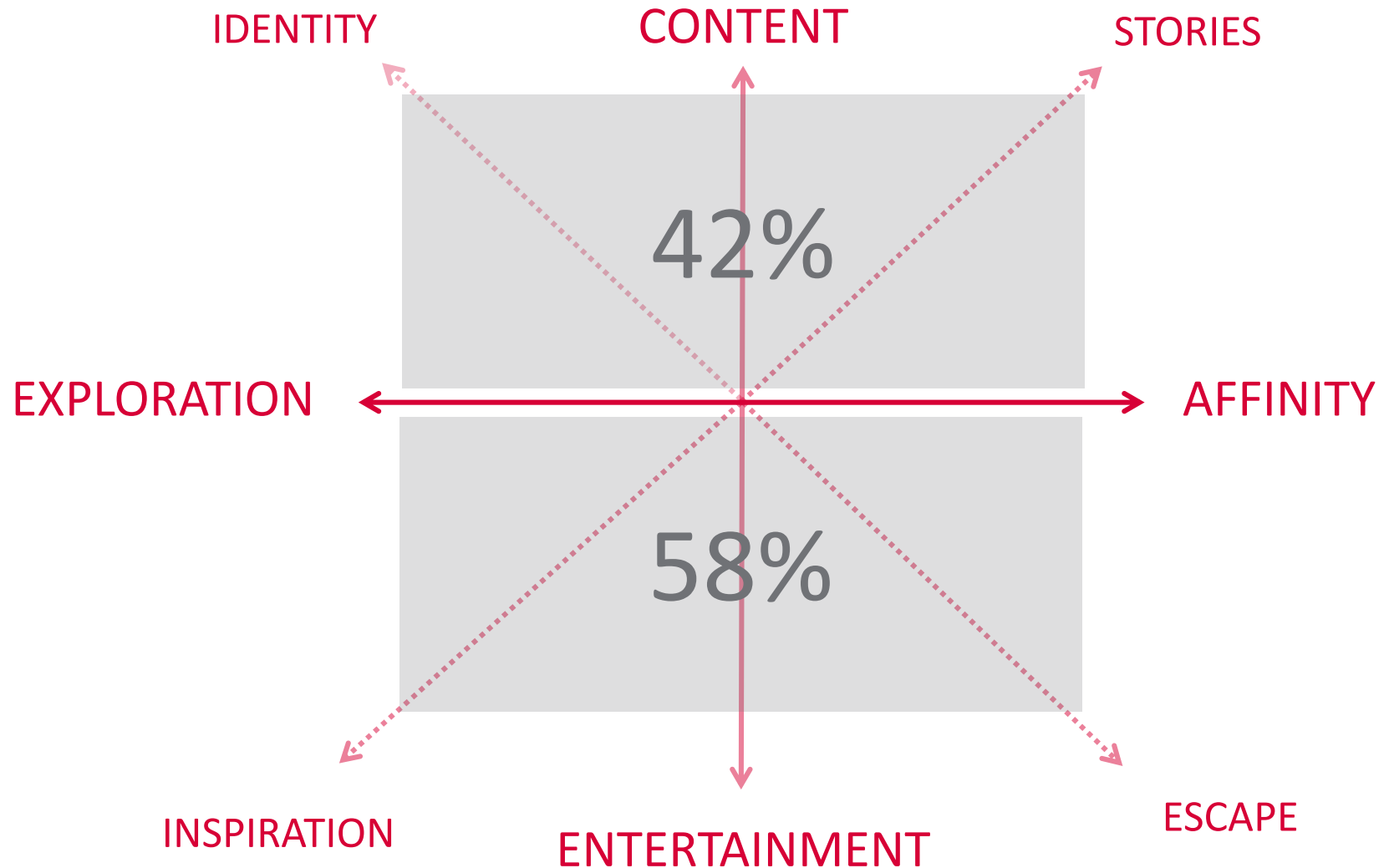
MOTIVATION AND FEELING COMBINED CAN DESCRIBE NEEDS AND WANTS IN MOVIE VIEWERS



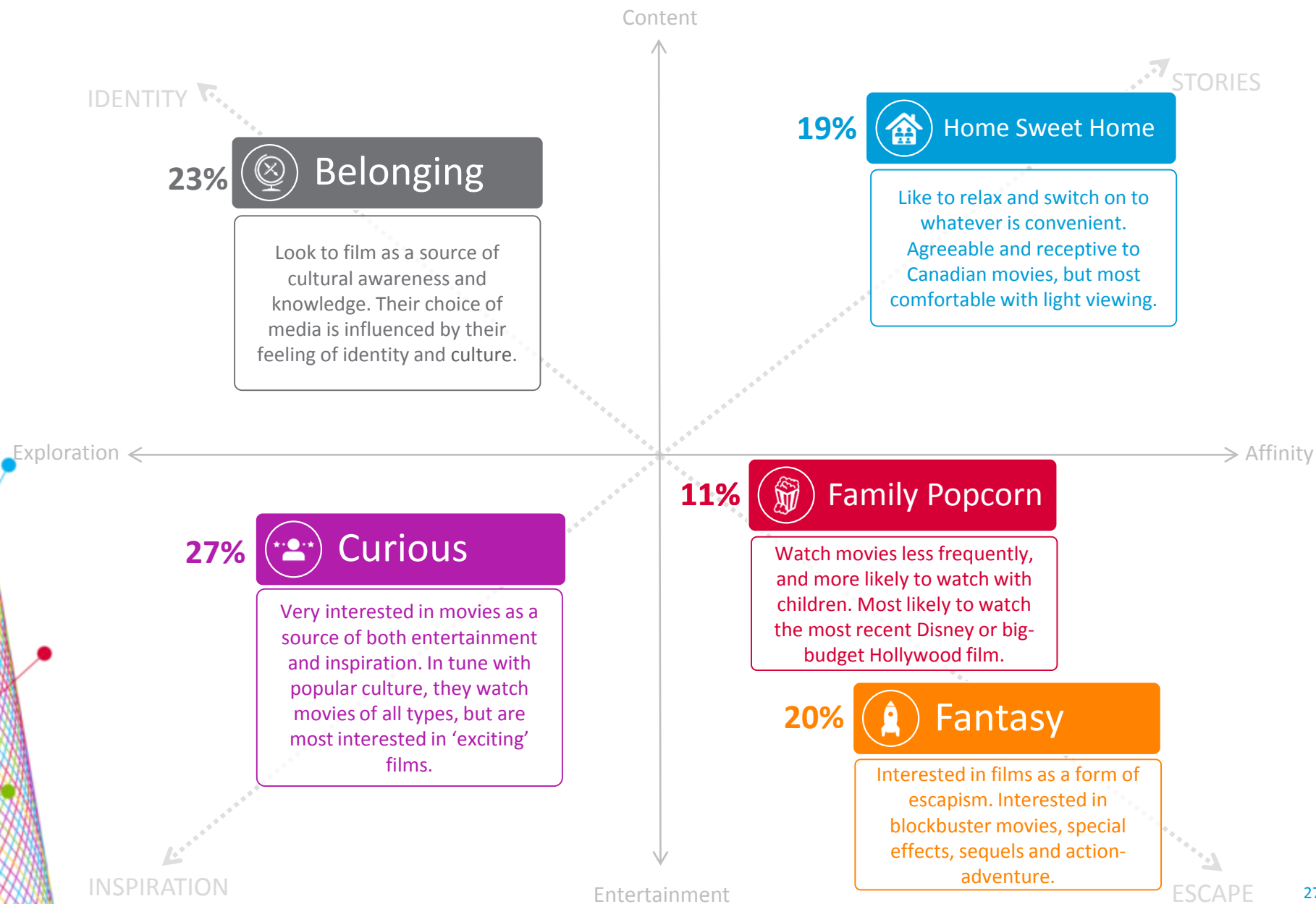
VIEWERS EVENLY DIVIDED BETWEEN AFFINITY AND EXPLORATION



VIEWERS SKEW TOWARDS ENTERTAINMENT

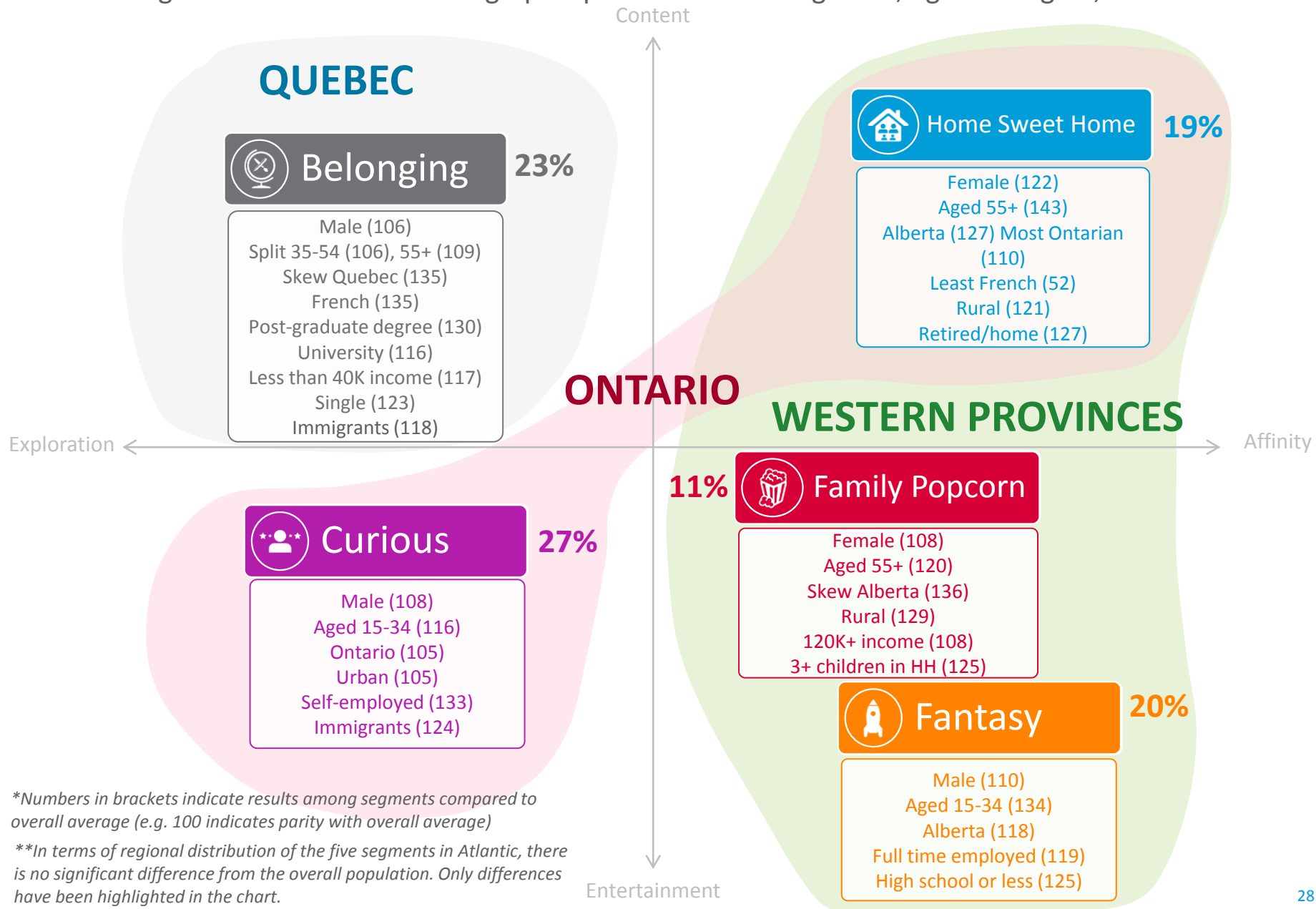


SEGMENTS CORE DEFINITION



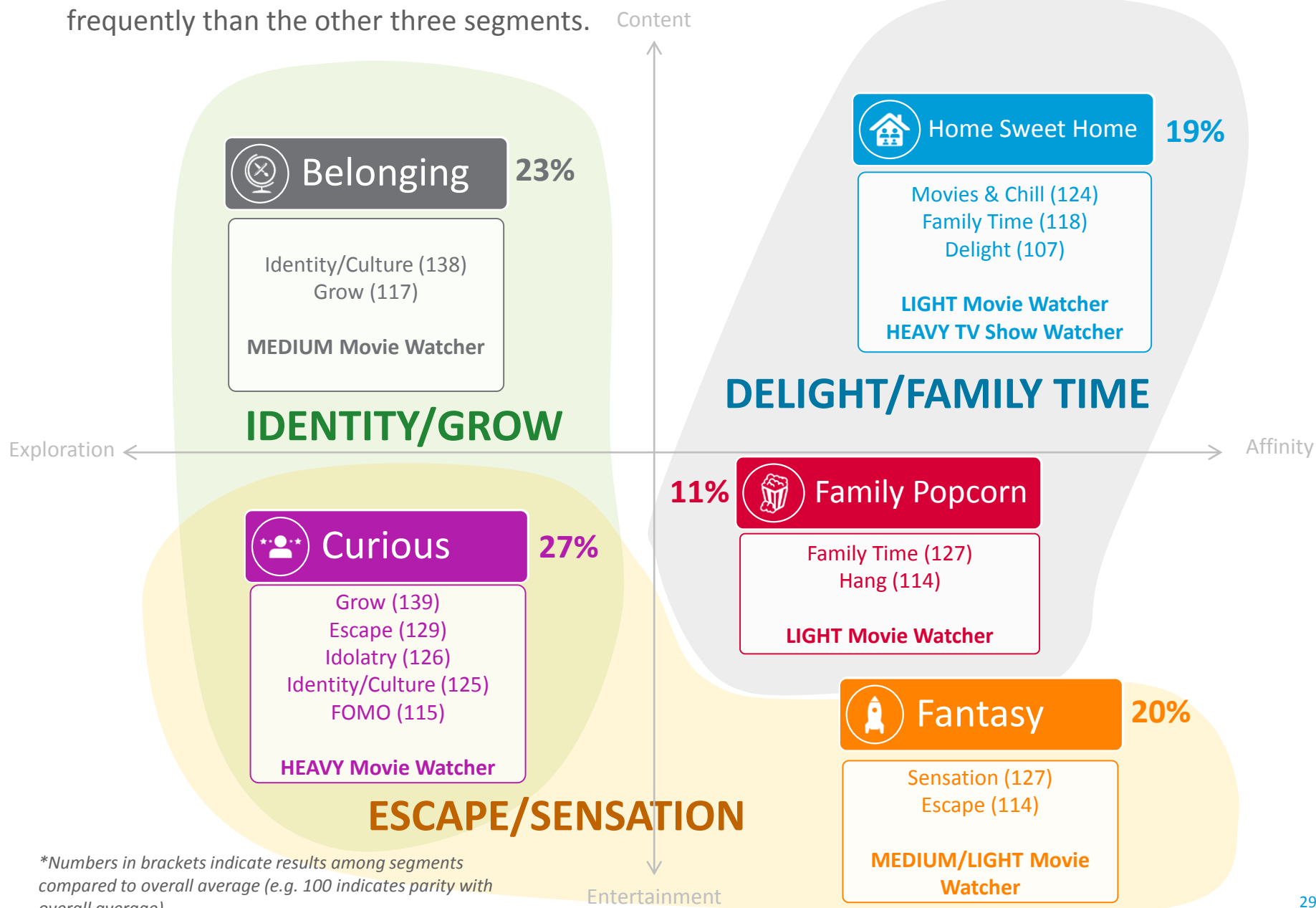
SEGMENTS DEMOGRAPHICS

Each segment has a distinct demographic profile in terms of gender, age and region, etc.



SEGMENTS WITH ASSOCIATED NEED STATES

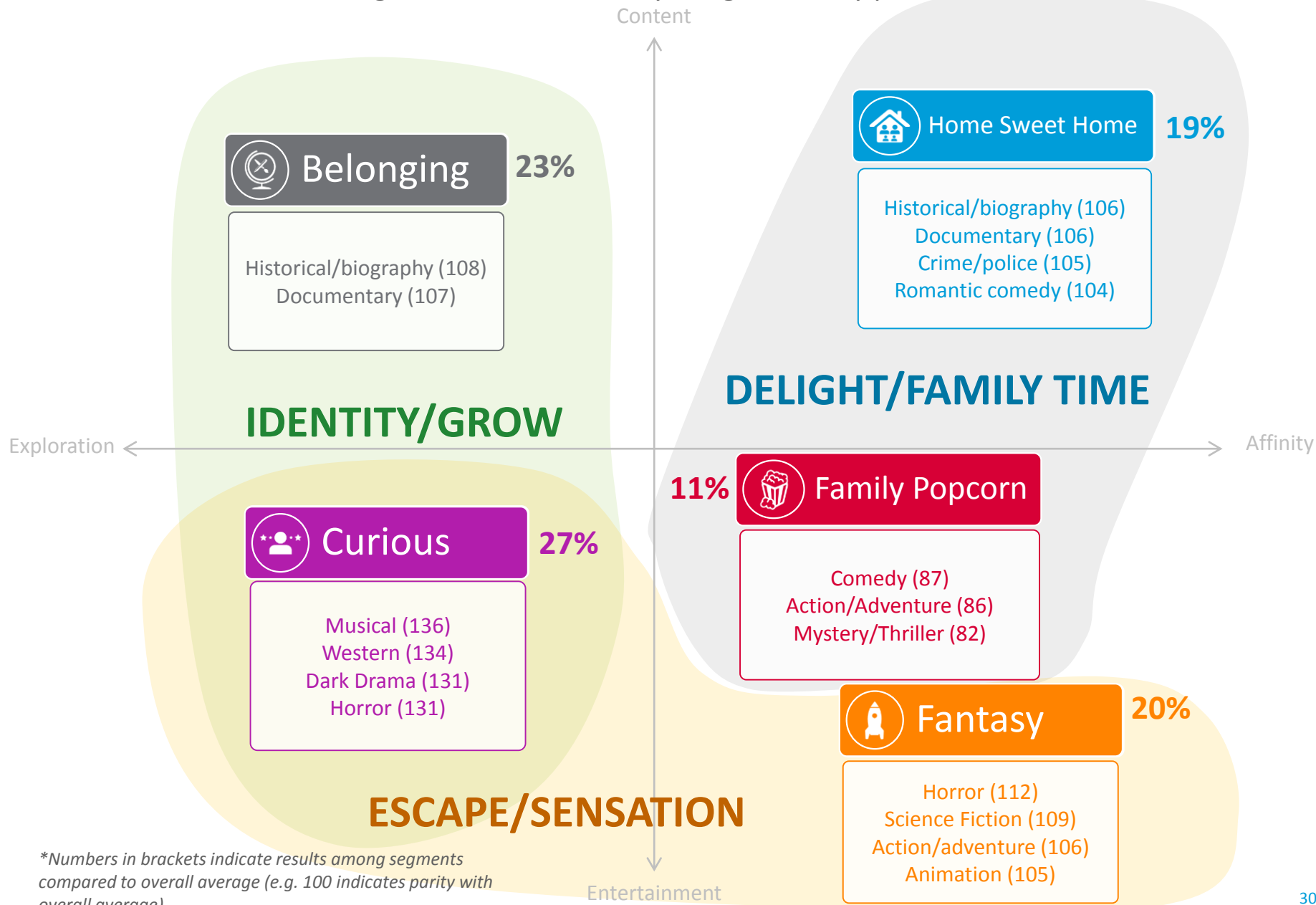
Belonging and Curious seek identity and growth from movies, and they also watch movies more frequently than the other three segments.



*Numbers in brackets indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)

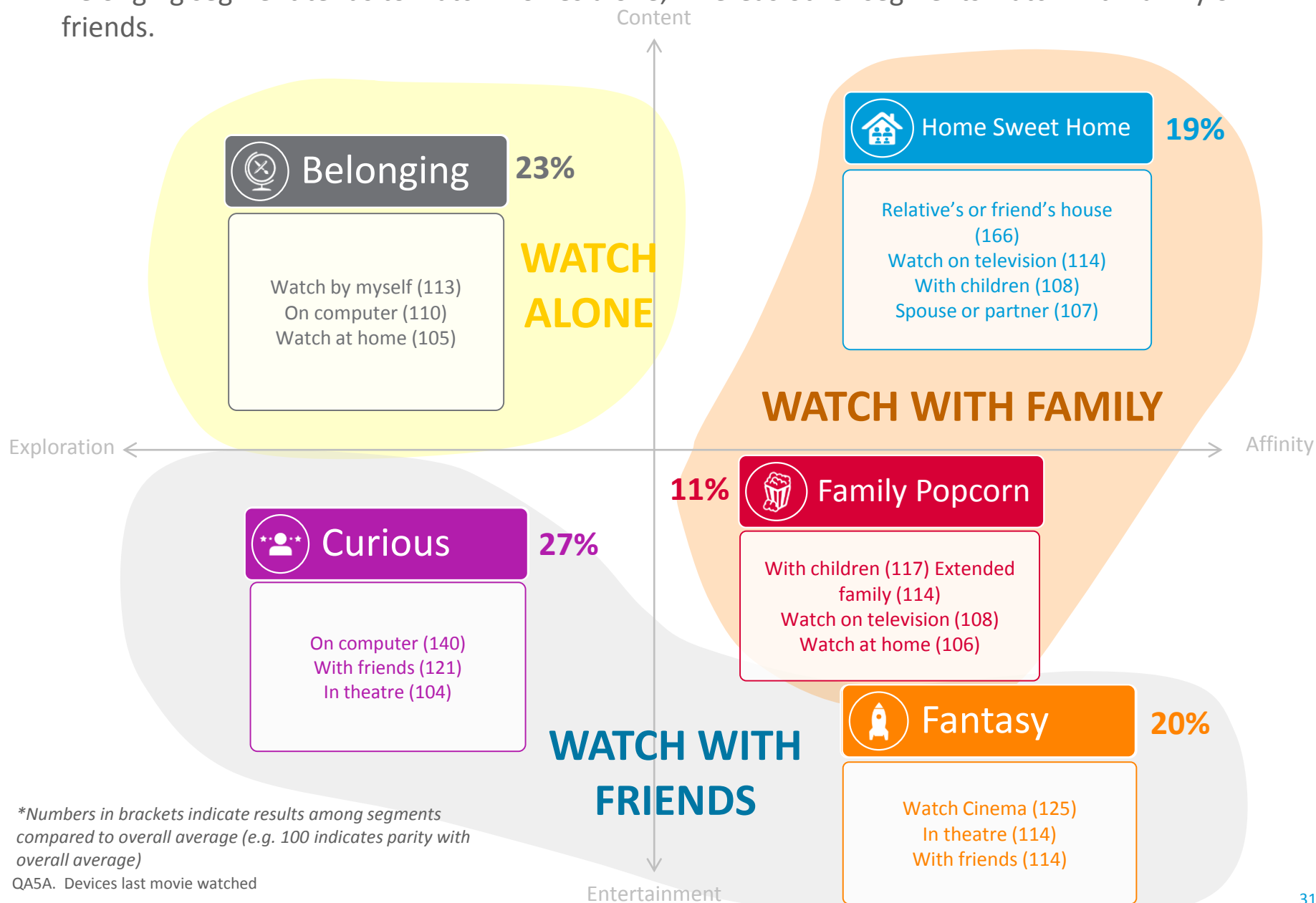
GENRES PREFERRED BY EACH SEGMENT

Different needs of the segments are reflected by the genres they prefer.



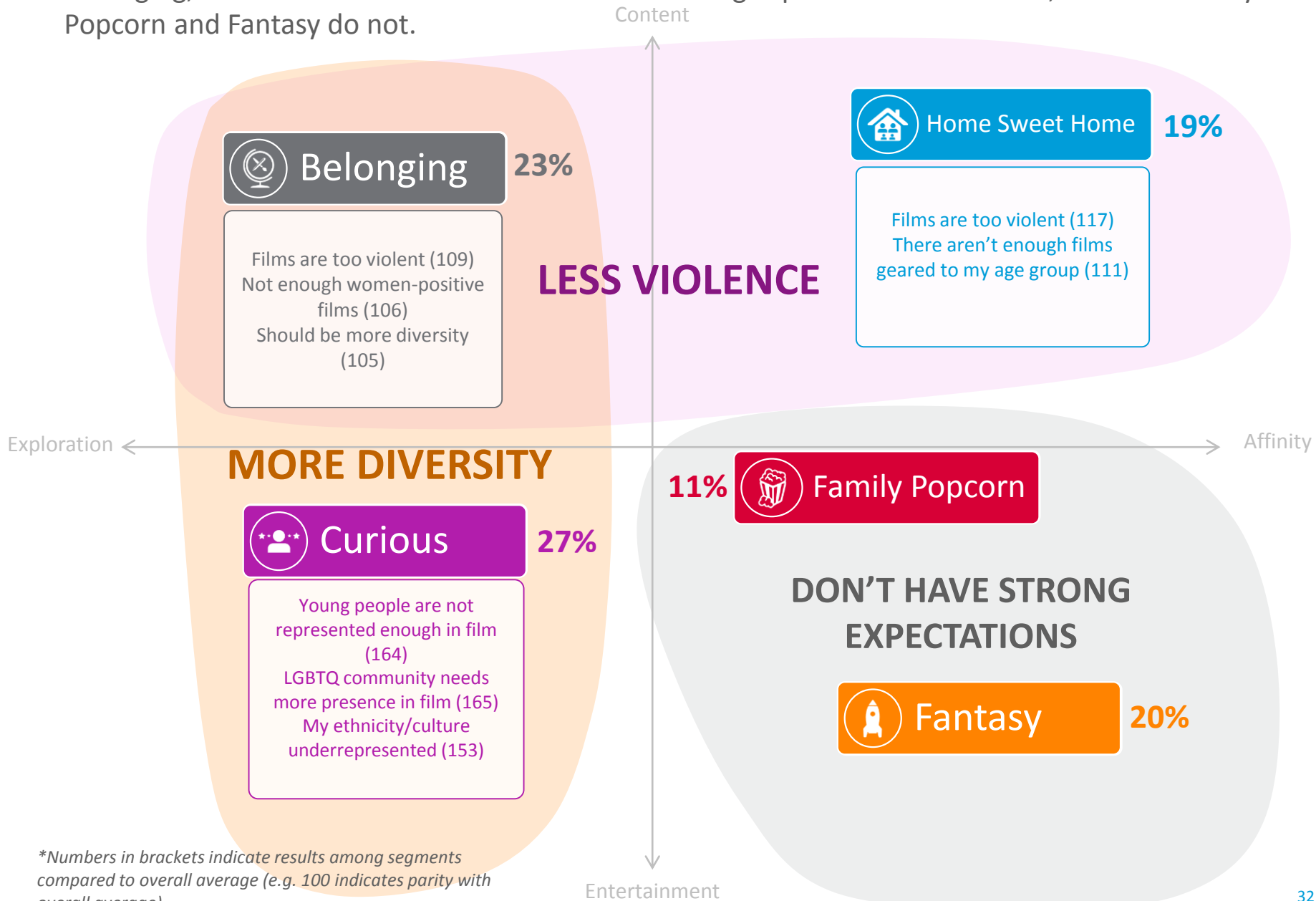
LOCATION, DEVICES, PEOPLE

Belonging segment tends to watch movies alone, whereas other segments watch with family or friends.



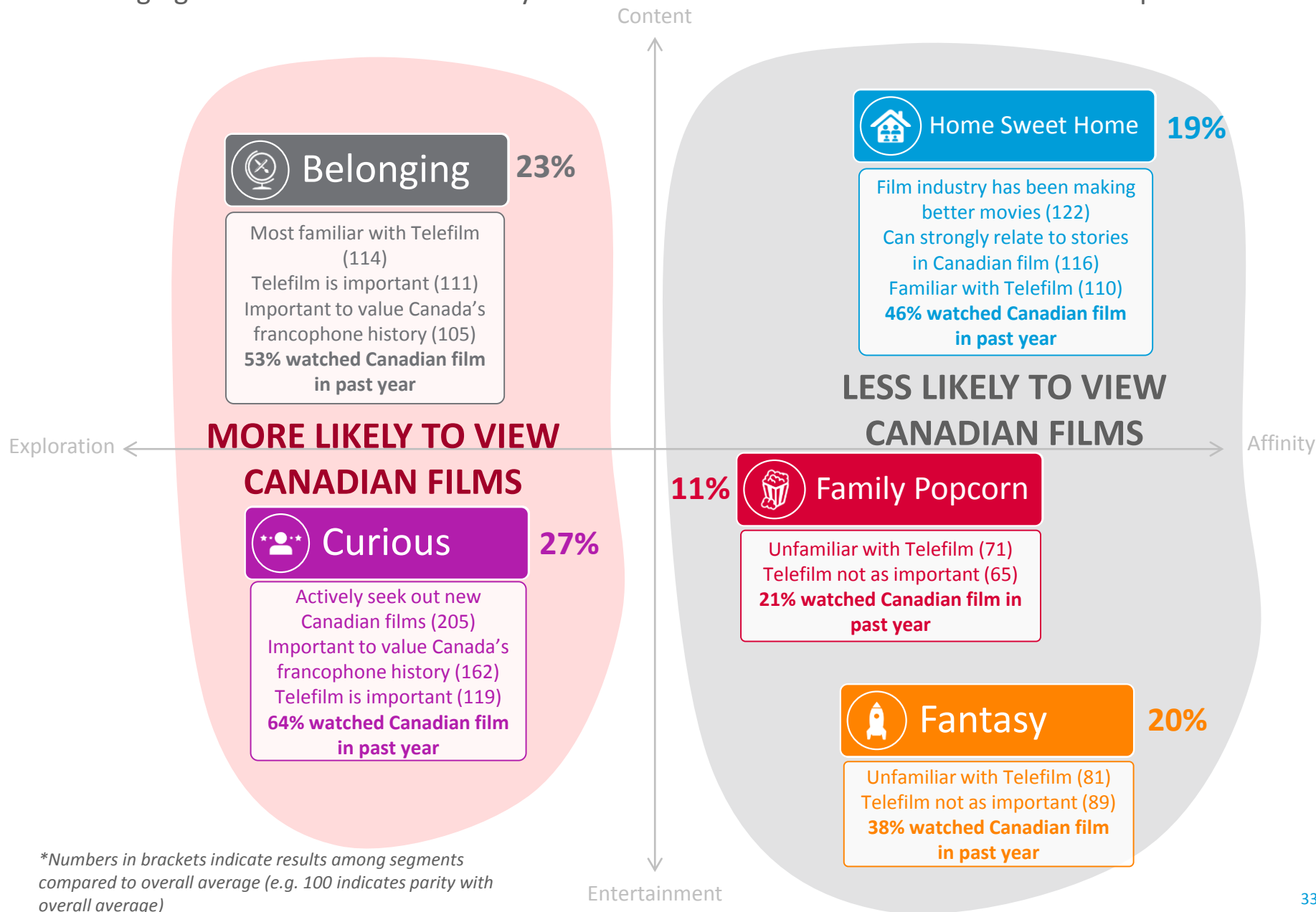
EXPECTATIONS AND ATTITUDES – FILMS IN GENERAL

Belonging, Home Sweet Home and Curious have strong expectations for movies, whereas Family Popcorn and Fantasy do not.

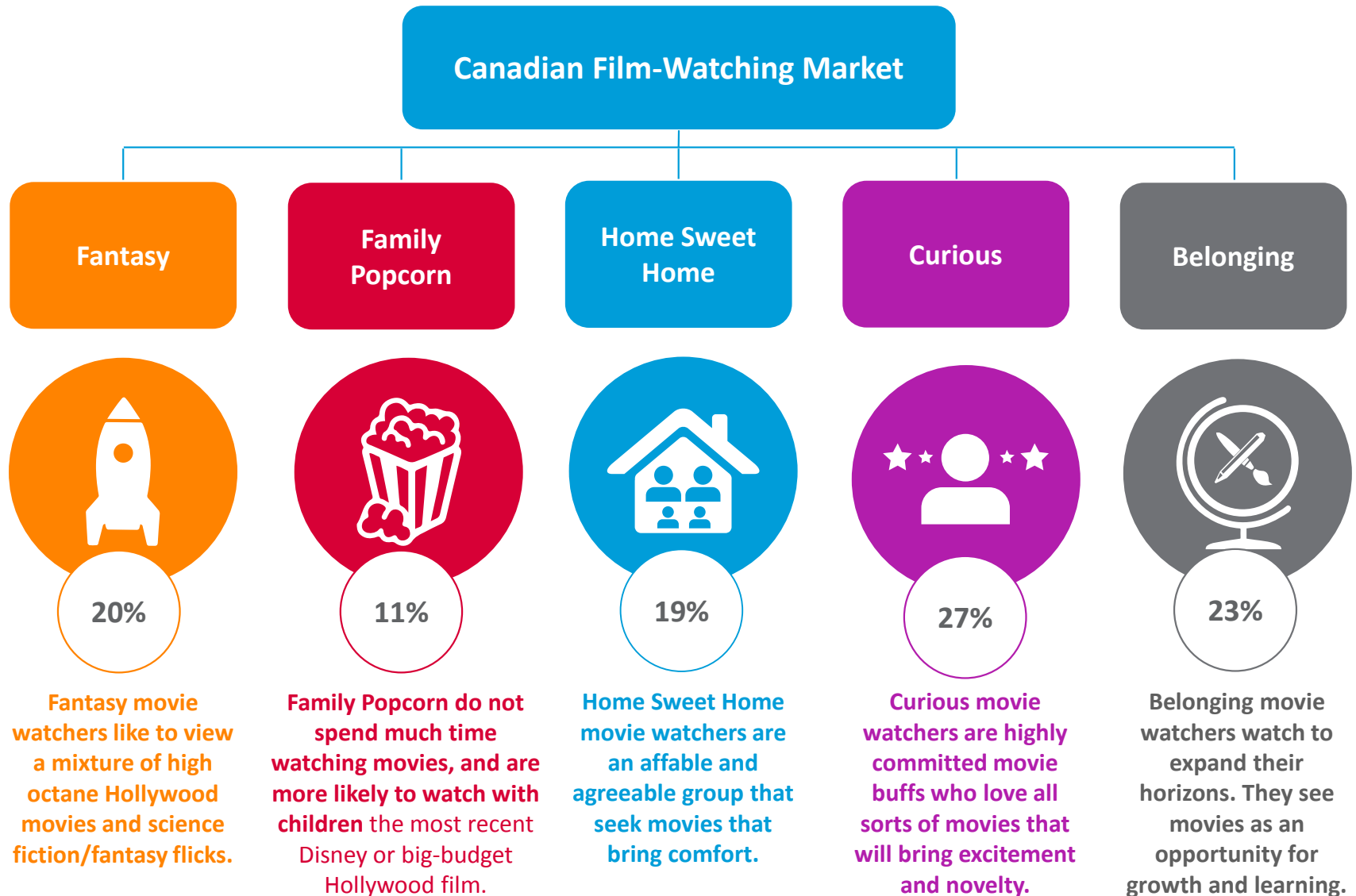


EXPECTATIONS AND ATTITUDES – CANADIAN FILMS

Belonging and Curious are more likely to view Canadian movies and think Telefilm is important.



OVERVIEW OF THE FIVE SEGMENTS

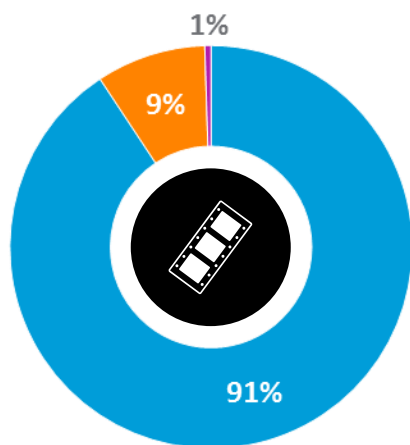


AUDIOVISUAL MEDIA CONSUMPTION AND VIEWING HABITS

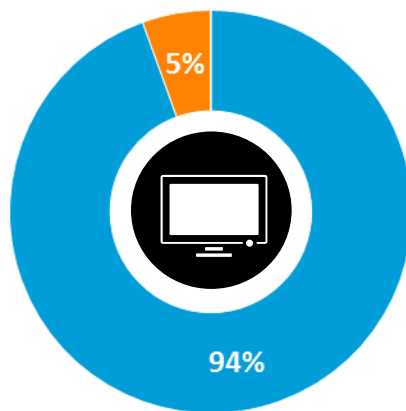


MORE THAN 9 OUT OF 10 RESPONDENTS CONSUMED MOVIES OR TV SERIES/SHOWS

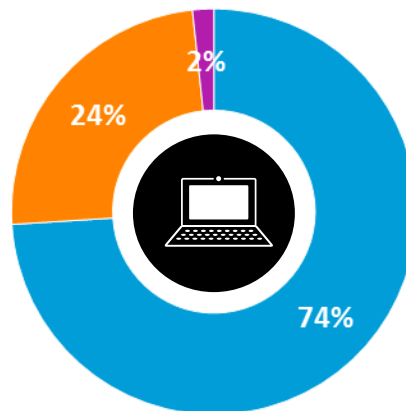
Audiovisual media consumption in past 12 months



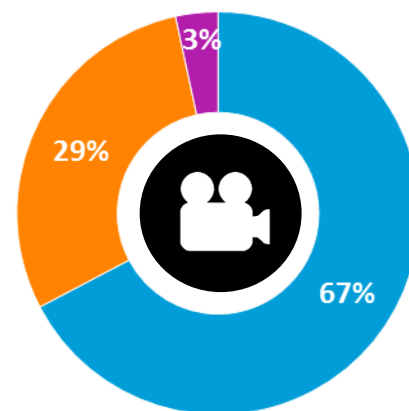
Movies



TV Series/Shows



Non-traditional video
(such as YouTube videos, web series, shorts)



Documentaries

■ Yes ■ No ■ Don't know

QA1A. Thinking about the past 12 months, which of the following have you watched: Movies/feature/full length films (approx. 75 mins or longer)

QA1B. Thinking about the past 12 months, which of the following have you watched: TV series/shows:

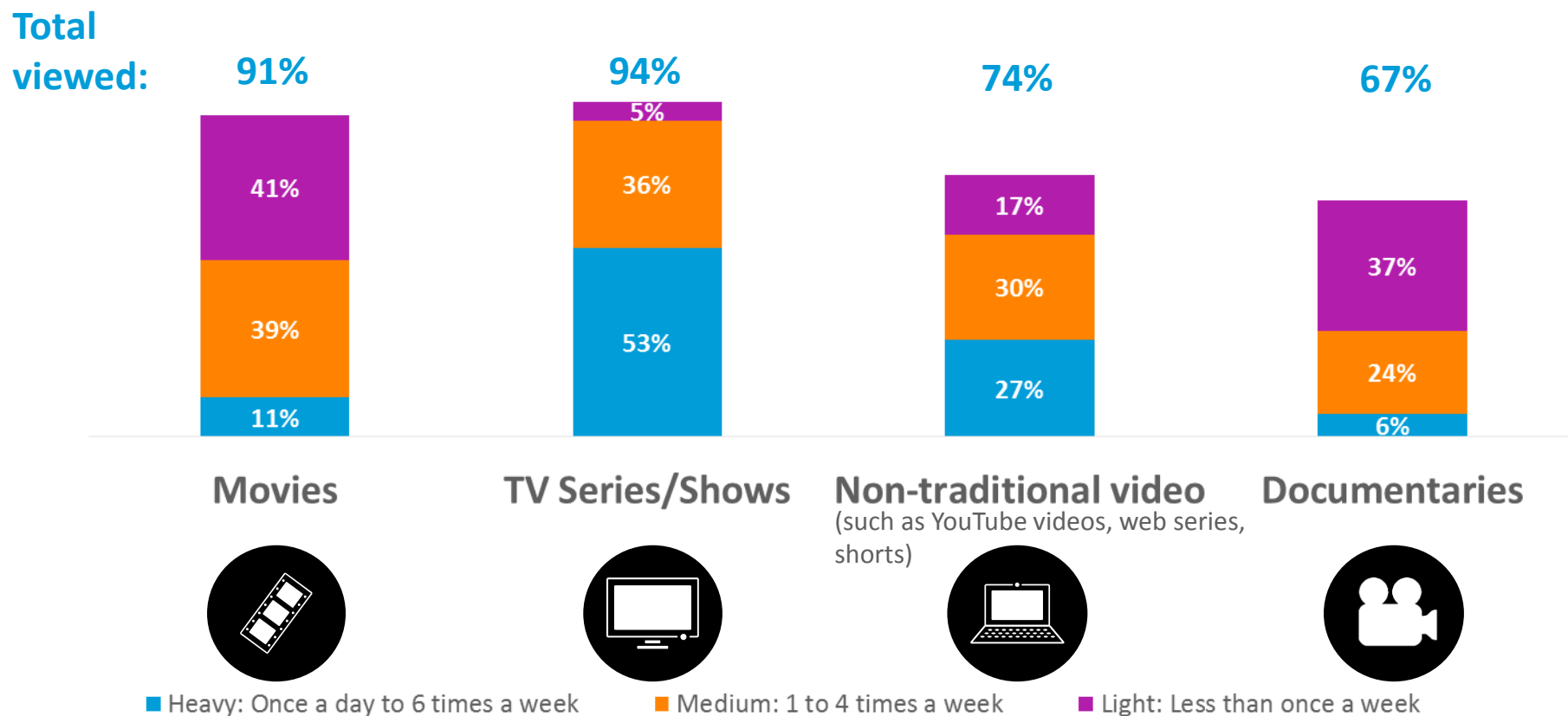
QA1C. Thinking about the past 12 months, which of the following have you watched: Non-traditional video (such as YouTube videos, web series, shorts)

QA1D. Thinking about the past 12 months, which of the following have you watched: Documentaries

Base: All Respondents, n=3010

TV SERIES/SHOWS MOST LIKELY TO SEE HEAVY VIEWING

Frequency of viewing in past 12 months as a proportion of overall respondents



QA2A. On average, how often would you say you watch the following? Movies/feature/full length films (approx. 75 mins or longer)

QA2B. TV series/shows: On average, how often would you say you watch the following?

QA2C. Non-traditional video (such as YouTube videos, web series, shorts): On average, how often would you say you watch the following?

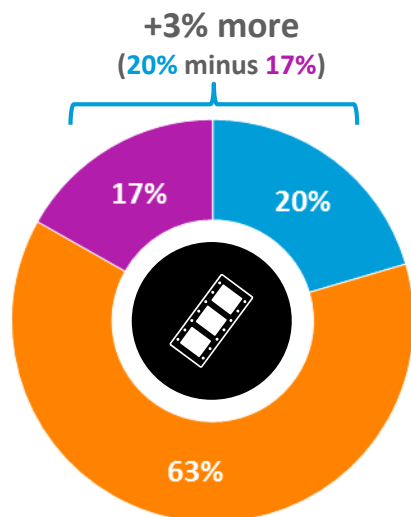
QA2D. Documentaries: On average, how often would you say you watch the following?

Base: All respondents, n=3010

Base: Those Who Have Watched Content In The Past 12 Months (Movies, n=2741), (TV Series/Shows n= 2836), (Non-traditional video, n=2249), (Documentaries, n= 2052)

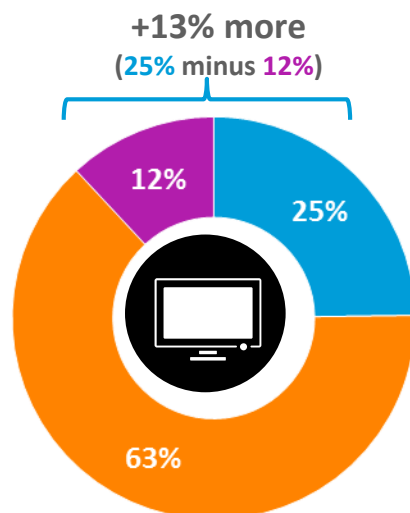
MAJORITY OF RESPONDENTS INDICATE VIEWING HABITS HAVE STAYED THE SAME

Viewing habits compared to a year ago



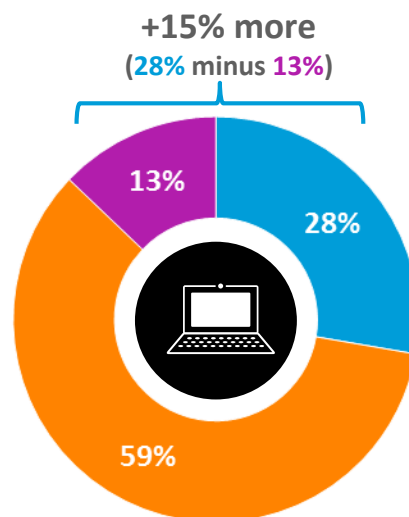
Movies

"Because I bought an Android Box and Netflix, and they have a lot of movies to select from"



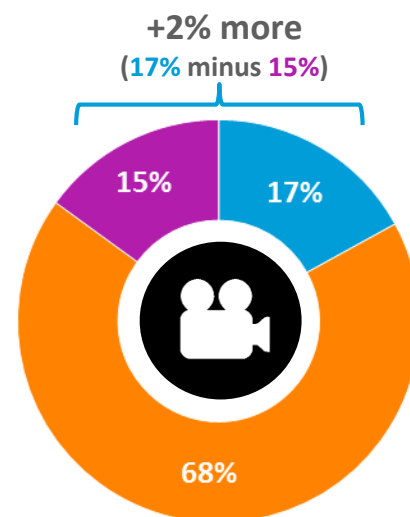
TV Series/Shows

"There are better TV shows available than their used to be"



Non-traditional video
(such as YouTube videos, web series, shorts)

"Accessibility, faster internet, more content on social media"



Documentaries

"Found documentaries on Netflix that caught my eye"

■ More than a year ago ■ The same amount ■ Less than a year ago

QA3AA. Would you say that you watch the Movies more, less, or the same, compared to a year ago?

QA3AB. Would you say that you watch the TV series more, less, or the same, compared to a year ago?

QA3AC. Would you say that you watch the Non-traditional video more, less, or the same, compared to a year ago?

QA3AD. Would you say that you watch the Documentaries more, less, or the same, compared to a year ago?

QA3B. Why do you watch Movies/TV/Non-traditional video/Documentaries more/less now than a year ago?

Base: Those Who Have Watched Content In The Past 12 Months (Movies, n=2741), (TV Series/Shows n= 2836), (Non-traditional video, n=2249), (Documentaries, n= 2052)

Base: Those who have watched more or less content in the past 12 months.

TIME, QUALITY MOST IMPORTANT DRIVERS OF CHANGE IN VIEWING HABITS

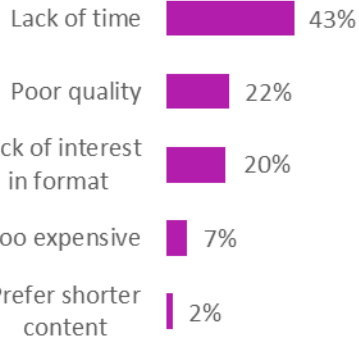
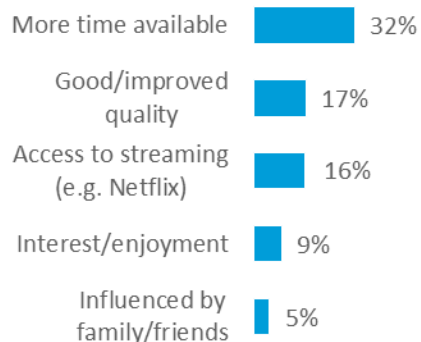
Top 5 reasons for watching more/less often and sample of verbatim comments

Movies

TV Series/Shows

Why more often

Why less often



"Because movies now are way better than then"

"Not enough time"

"more time and interest"

"I cannot afford Netflix"

"We have Netflix now"

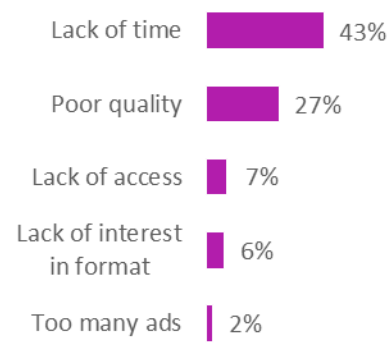
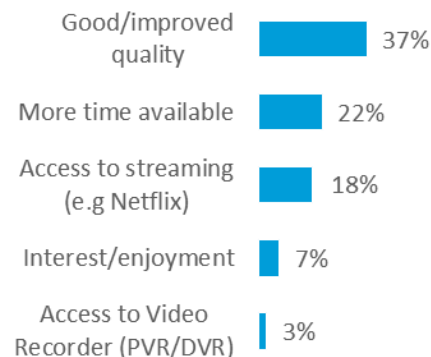
"Because I don't have time to go to the theatre anymore"

"Movies showing now seem to have better plot lines as well as better casts"

"More TV series that interest me and movie channels are too expensive"

Why more often

Why less often



"To escape boredom"

"I have another child so I have less time"

"I have Netflix and crave TV. It makes viewing so much easier"

"A lot of the shows we like have been canceled"

"There are better shows on TV coming out"

"TV series are getting worse since last year"

"Availability of streaming content and downloading"

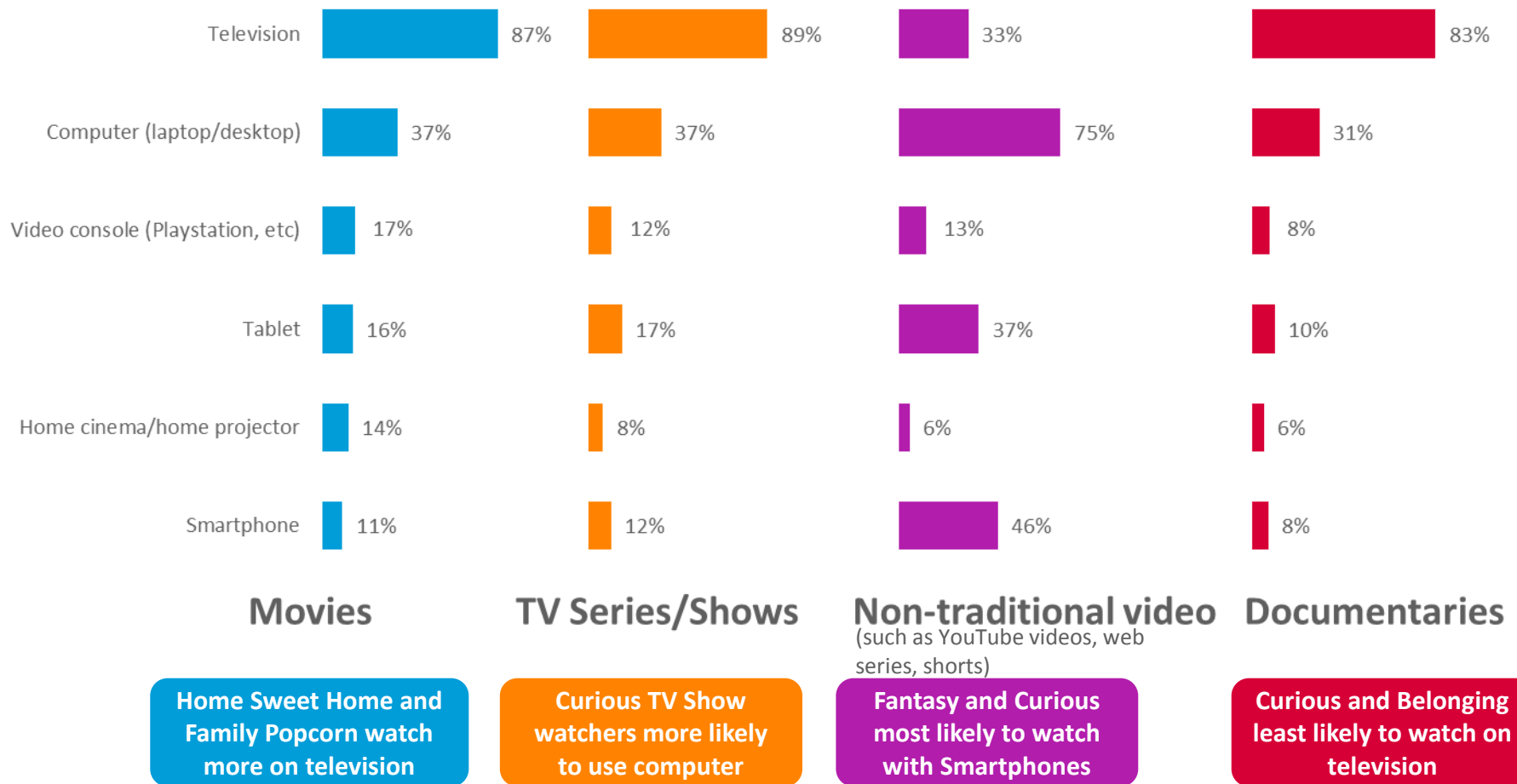
"Watch more YouTube"

QA3A/B. Why do you watch movies/TV Series more/less now than a year ago?

Base: Those who have watched more or less content in the past 12 months, (Movies, n=996), (TV Series/Shows n=1030)

TELEVISION IS STILL A DOMINANT DEVICE FOR MOVIES, TV SERIES/SHOWS AND DOCUMENTARIES

Devices used to watch content in past 12 months

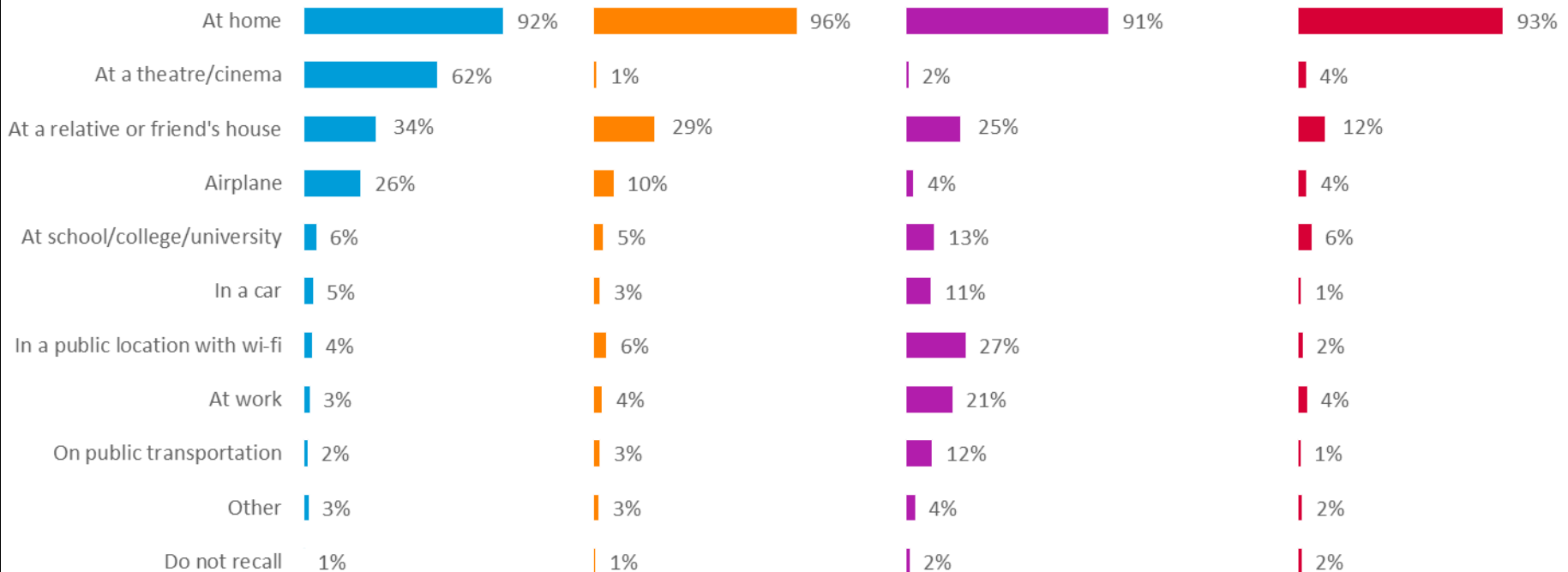


QA5A-D. Thinking about the past 12 months, which of the following devices have you used to watch the following? Movies, TV Series/Shows, Non-traditional video, Documentaries

Base: Those Who Have Watched Content In The Past 12 Months (Movies, n=2741), (TV Series/Shows n= 2836), (Non-traditional video, n=2249), (Documentaries, n= 2052)

HOME IS THE MOST POPULAR LOCATION FOR AUDIOVISUAL MEDIA VIEWING

Location where content was viewed in the last 12 months



Movies

**Fantasy segment
most likely to
watch in
theatres/cinemas**

TV Series/Shows

**Curious most likely to
watch at friend's
house**

Non-traditional video (such as YouTube videos, web series, shorts)

**Fantasy and Curious
watch most in
public locations**

Documentaries

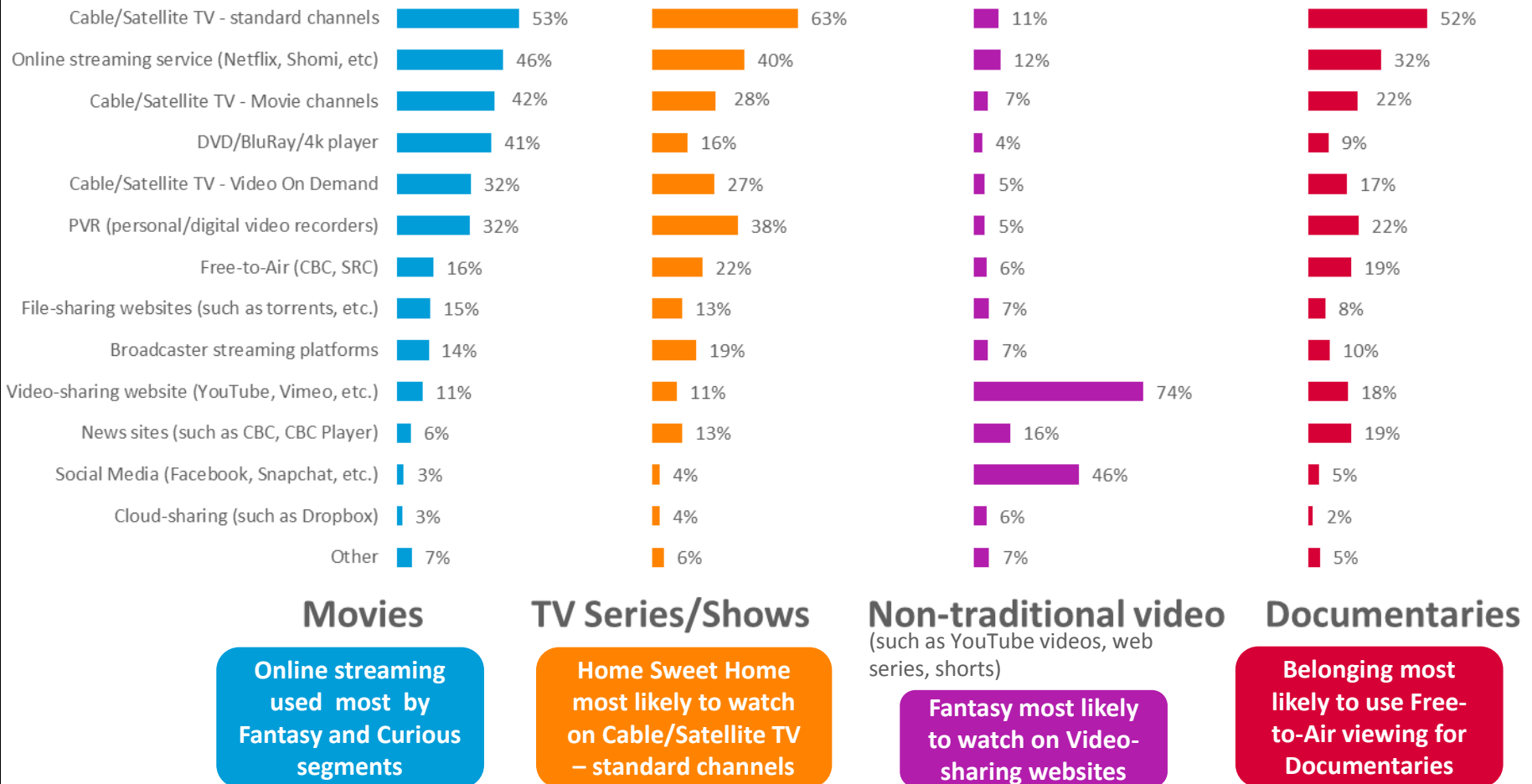
**Curious and Belonging
most likely to watch
documentaries at
theatres**

QA4A-D. Thinking about the past 12 months, where have you watched the following? Movies, TV Series/Shows, Non-traditional video, Documentaries

Base: Those Who Have Watched Content In The Past 12 Months (Movies, n=2741), (TV Series/Shows n= 2836), (Non-traditional video, n=2249), (Documentaries, n= 2052)

WEBSITES KEY FOR 'NON-TRADITIONAL', CABLE MOST IMPORTANT FOR MOVIES, TV, DOCUMENTARIES

Viewing mediums used to access content in last 12 months

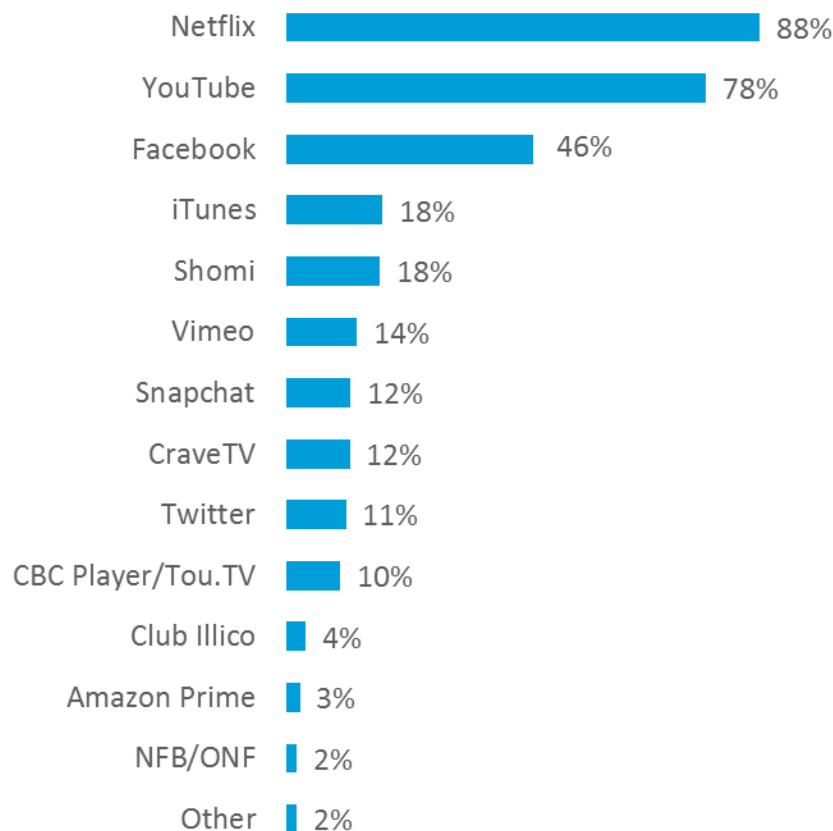


QA6A-D. Thinking about the past 12 months, which of the following do you use or subscribe to watch content? Movies, TV Series/Shows, Non-traditional video, Documentaries

Base: Those Who Have Watched Content In The Past 12 Months (Movies, n=2741), (TV Series/Shows n= 2836), (Non-traditional video, n=2249), (Documentaries, n= 2052)

NETFLIX ENJOYS THE HIGHEST SHARE IN ONLINE STREAMING SERVICE, FOLLOWED BY YOUTUBE

Online platforms used to watch videos, films or shows



**Responses >2% not shown*

Those interested in Canadian movies more likely to use Netflix

YouTube used most by Fantasy and Curious segments

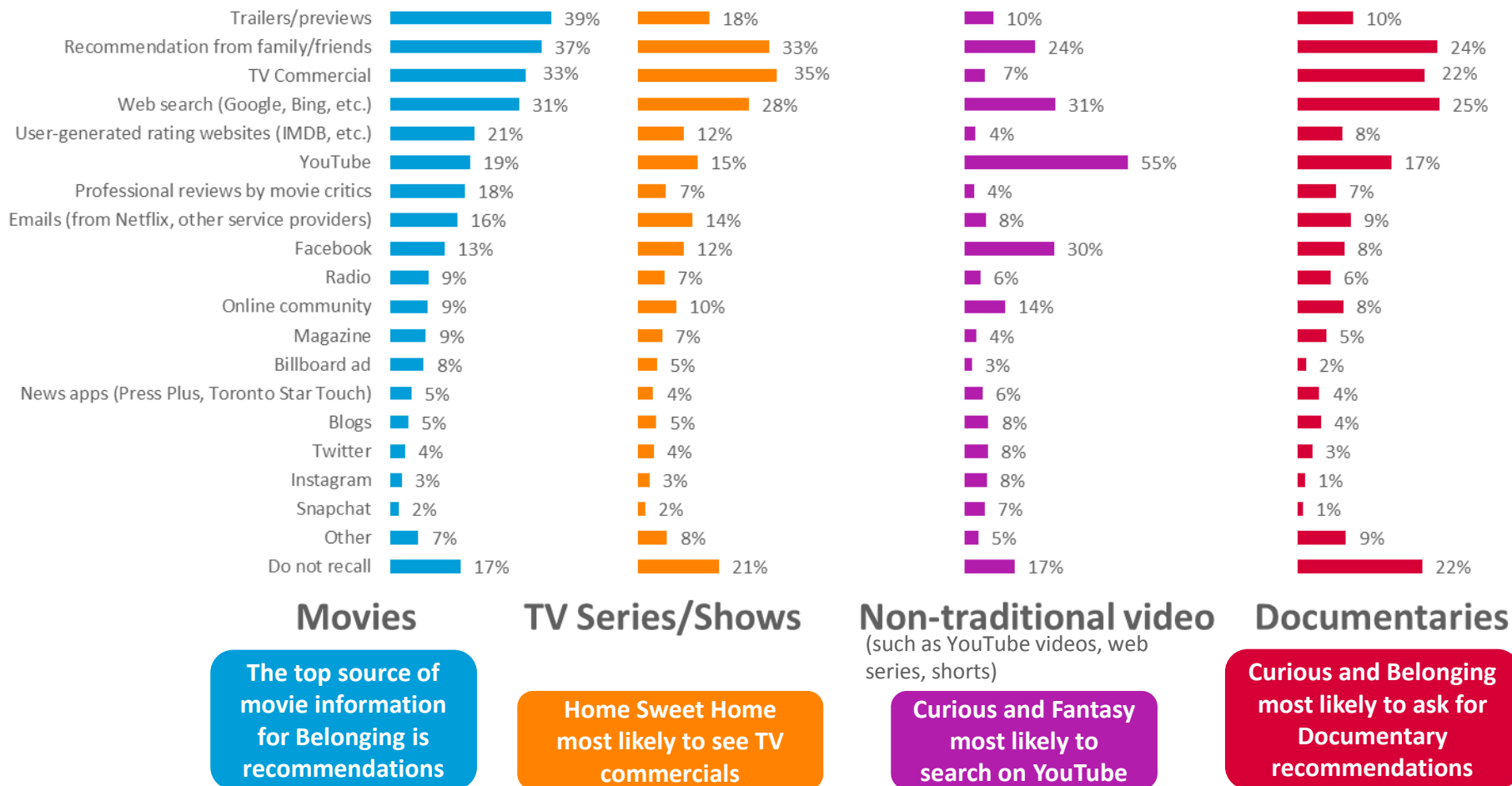
Curious and Belonging most likely to use CBC Player

QA6AA. Which of the following online platforms have you used to watch videos, films, or shows?

Base: Those Who Have Watched Content On Online Streaming Or Rental Platforms, n=1375

TRAILERS AND RECOMMENDATIONS ARE THE MOST IMPORTANT SOURCE OF INFORMATION FOR MOVIES

Sources of information where content is searched for

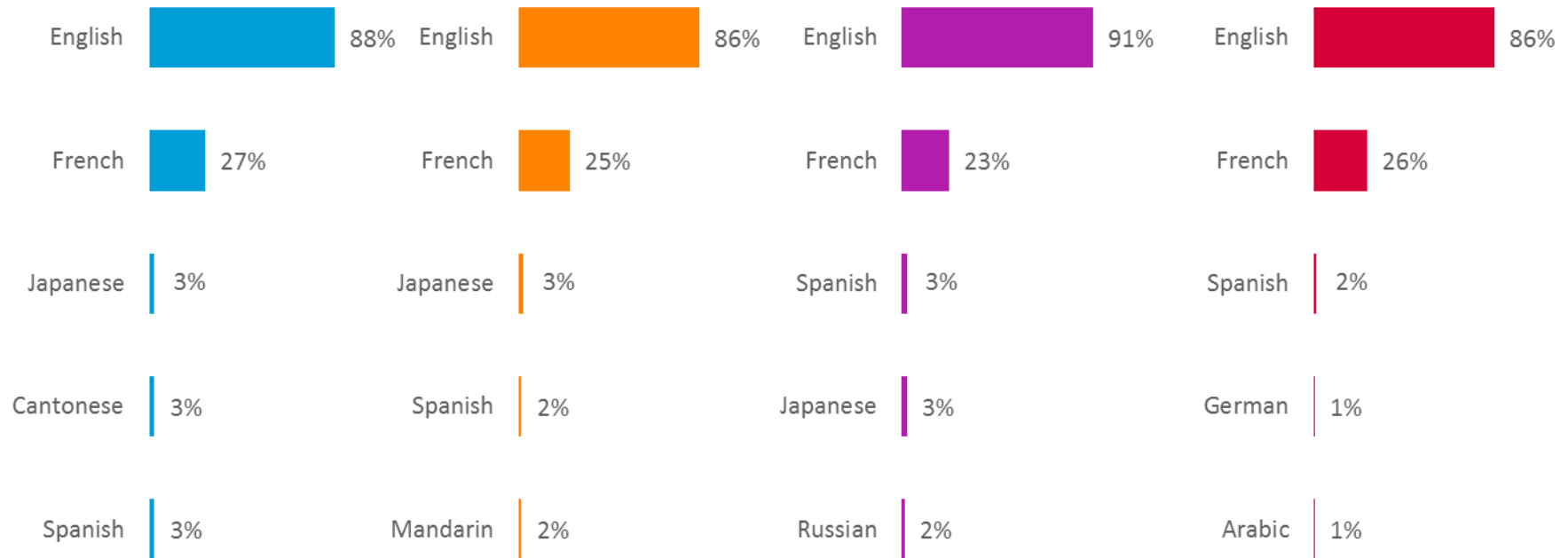


QA7A-D. Thinking about the past 12 months, where did you search for information about the following? Movies, TV Series/Shows, Non-traditional video, Documentaries.

Base: Those Who Have Watched Content In The Past 12 Months (Movies, n=2741), (TV Series/Shows n= 2836), (Non-traditional video, n=2249), (Documentaries, n= 2052)

ENGLISH AND FRENCH VIDEO CONTENT DOMINATES THE AUDIOVISUAL MARKET

Top five languages in which content was watched



Movies

Belonging more likely to watch movies in French

TV Series/Shows

Curious more likely to watch TV in languages other than English or French

Non-traditional video

(such as YouTube videos, web series, shorts)

Home Sweet Home most likely to watch videos in English

Documentaries

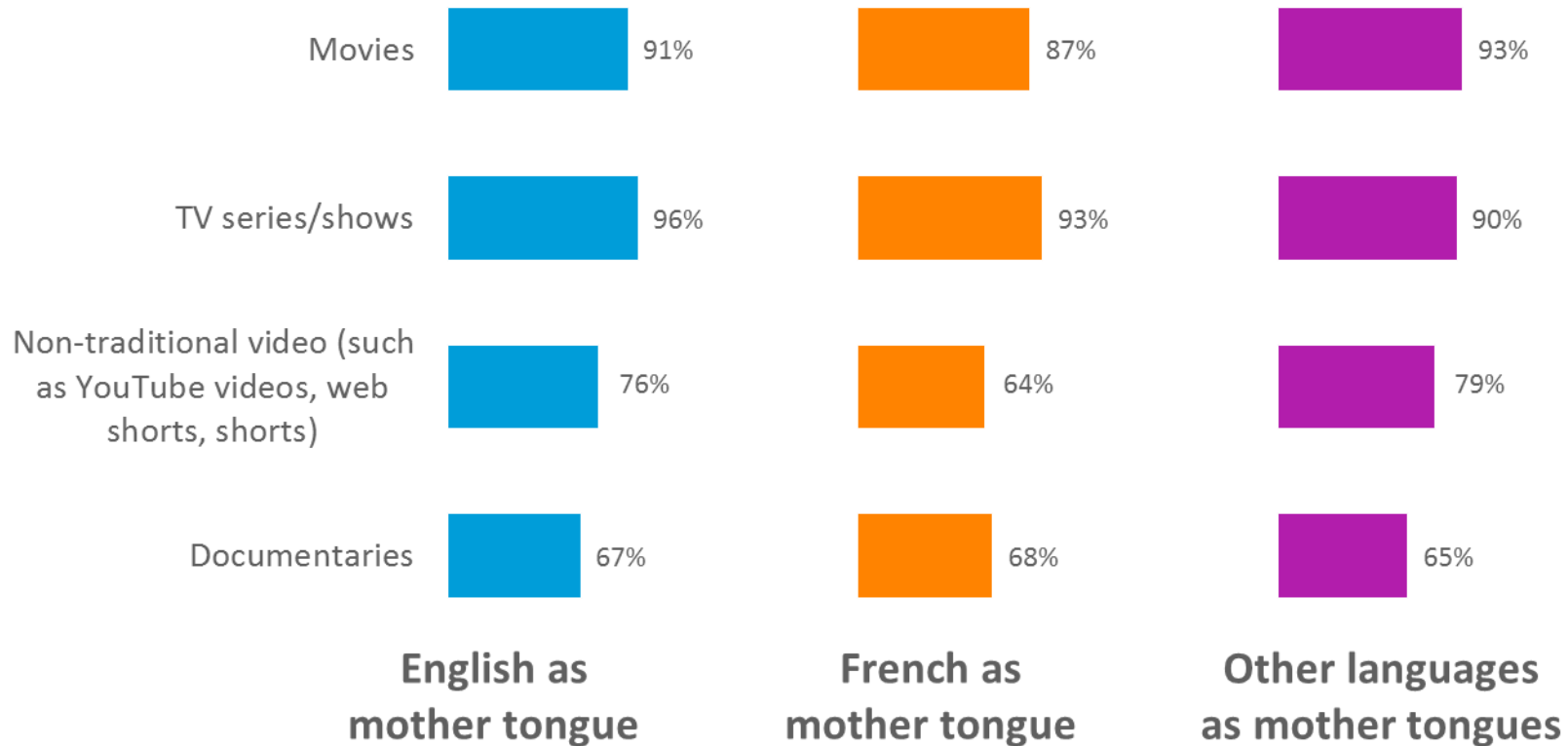
Belonging also more likely to watch documentaries in French

QA8A-D. Thinking about the past 12 months, in which languages have you watched the following types of content? Movies, TV Series/Shows, Non-traditional video, Documentaries.

Base: Those Who Have Watched Content In The Past 12 Months (Movies, n=2741), (TV Series/Shows n= 2836), (Non-traditional video, n=2249), (Documentaries, n= 2052)

THOSE WITH MOTHER TONGUES OTHER THAN ENGLISH OR FRENCH MOST LIKELY TO WATCH MOVIES

Proportion of those that watched audiovisual content by mother tongue

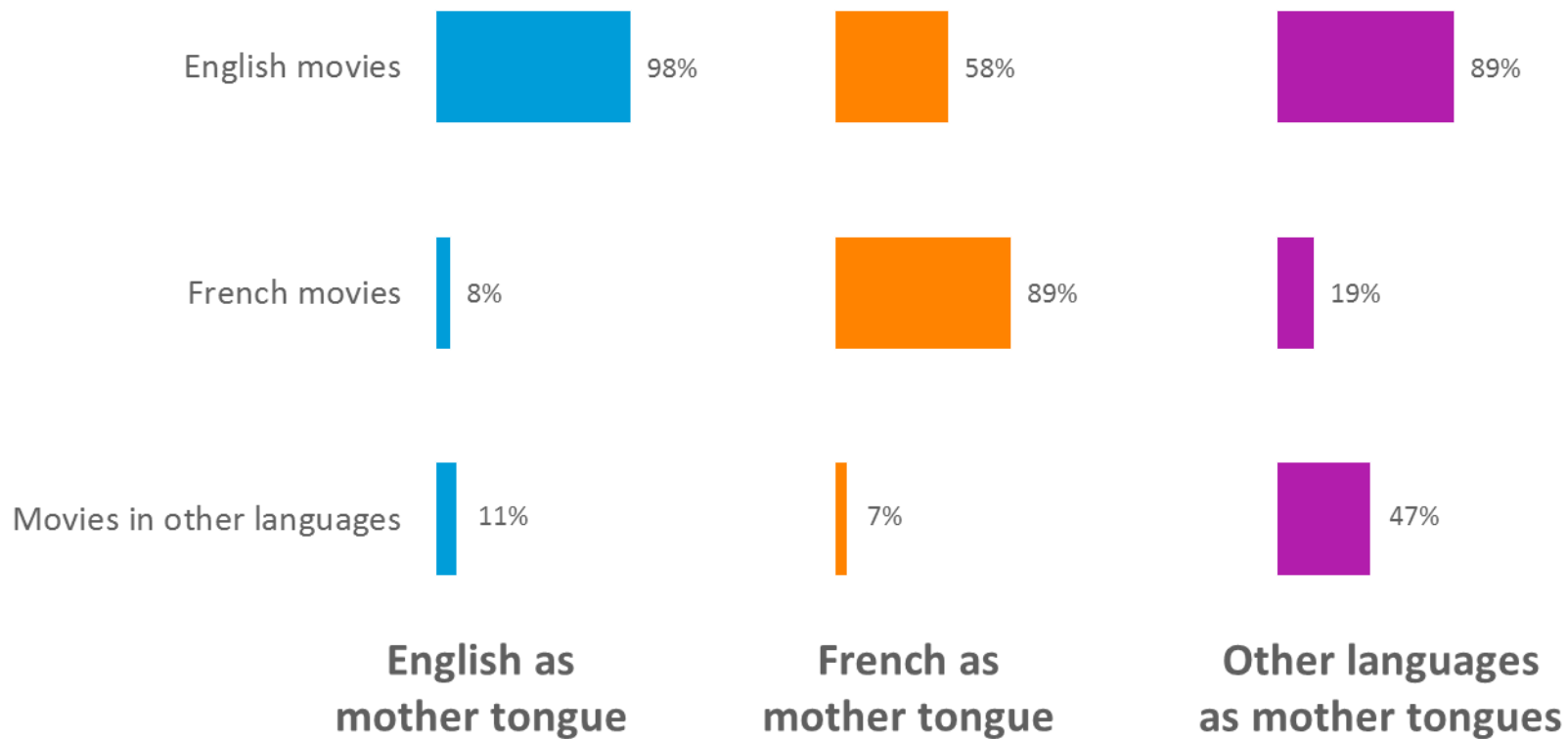


QA1A-D. Thinking about the past 12 months, which of the following have you watched: Movies, TV Series/Shows, Non-traditional video, Documentaries.
QD6. What is the first language you learned to speak, otherwise known as your mother tongue?

Base: Respondents with mother tongues (English, n=1841) (French, n=780) (Other languages, n=389)

FRANCOPHONES LIKELIER TO WATCH ENGLISH MOVIES THAN ANGLOPHONES ARE TO WATCH FRENCH MOVIES

Language of movie watched by mother tongue



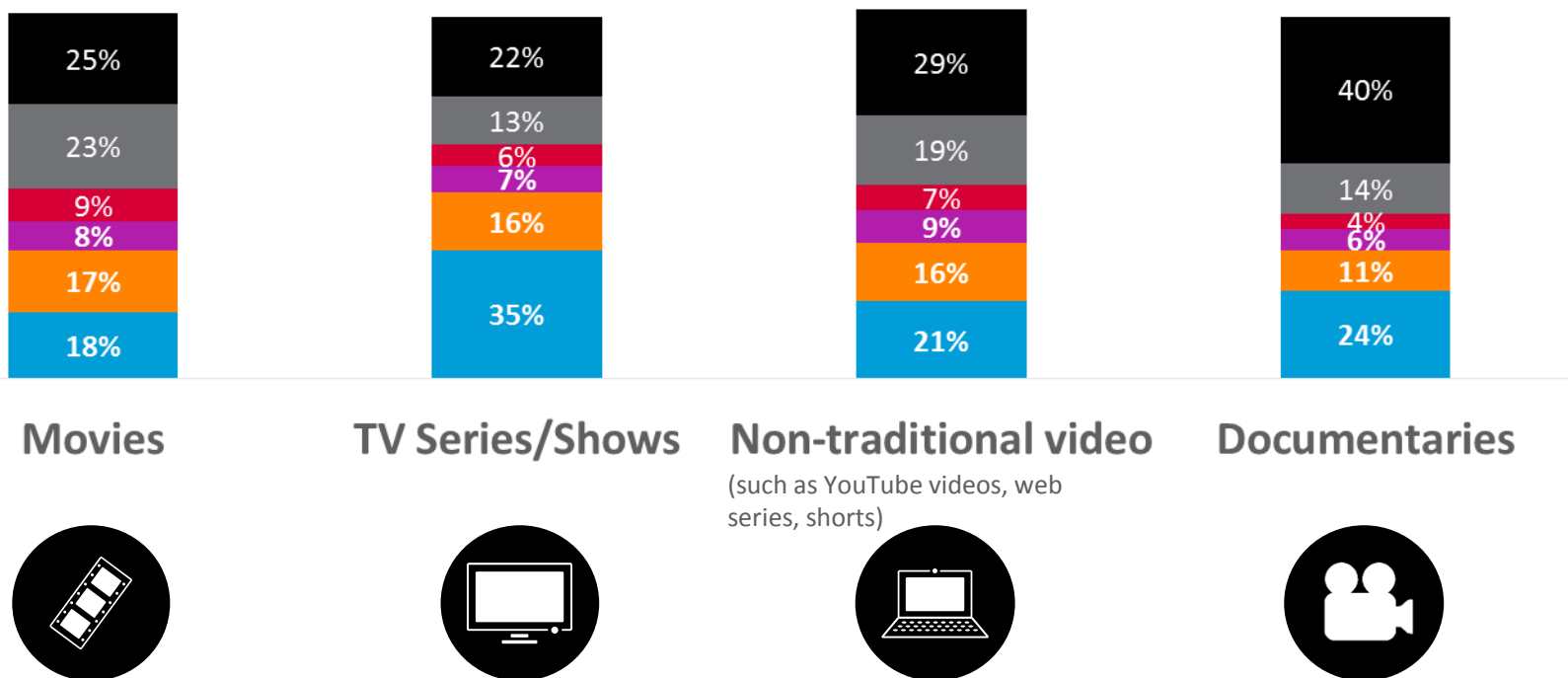
QA8A-D. Thinking about the past 12 months, in which languages have you watched the following types of content? Movies, TV Series/Shows, Non-traditional video, Documentaries.
QD6. What is the first language you learned to speak, otherwise known as your mother tongue?

Base: Respondents with respective mother tongues who watched movies in the past 12 months (English, n=1685) (French, n=698) (Other languages, n=358)

TV SERIES/SHOWS ARE THE MOST RECENTLY WATCHED CANADIAN CONTENT

Last time respondents watched Canadian content

■ Within the past month
 ■ 2-6 months ago
 ■ 6-8 months ago
■ 8-12 months ago
 ■ More than 1 year ago
 ■ I have not watched Canadian content



QC5A-D. When was the last time you watched a Canadian film/tv series/documentary/non-traditional video (such as YouTube videos, web series, shorts)?

Base: All Respondents, n=3010

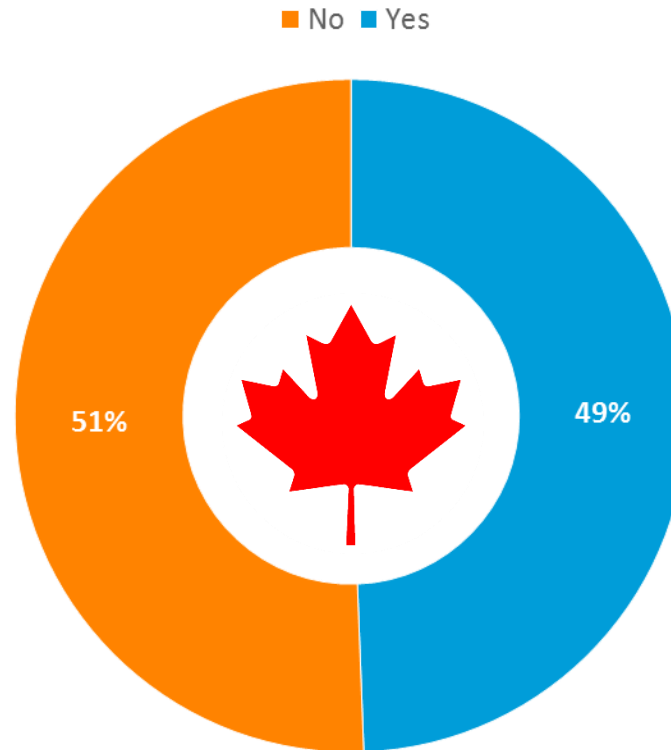


CANADIAN CONTENT AND TELEFILM CANADA



HALF OF RESPONDENTS SAY THEY CAN NAME A CANADIAN MOVIE

Whether or not respondents can name a Canadian movie

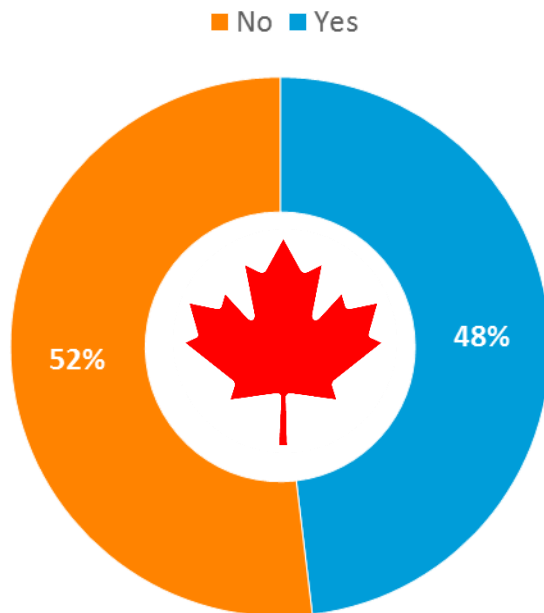


QA10. Can you name a Canadian movie?

Base: All Respondents, n=3010

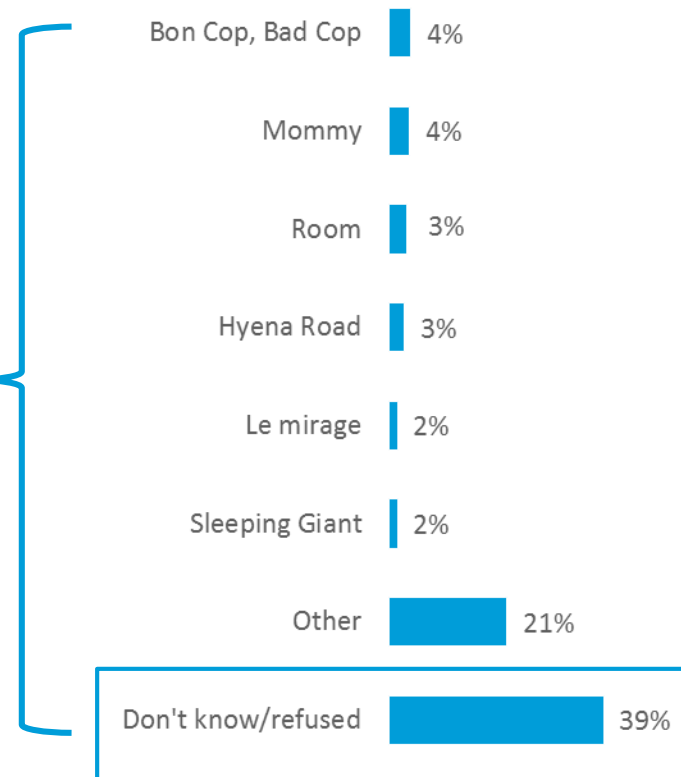
RESPONDENTS HAVE DIFFICULTY RECALLING THE LAST CANADIAN MOVIE THEY WATCHED

Whether or not respondents watched a Canadian movie in the past Year



Those who watched a Canadian movie in the past year

Title of Most Recent Canadian Movie Watched



Responses <2% not shown

QA11. Have you watched a Canadian movie in the past year?

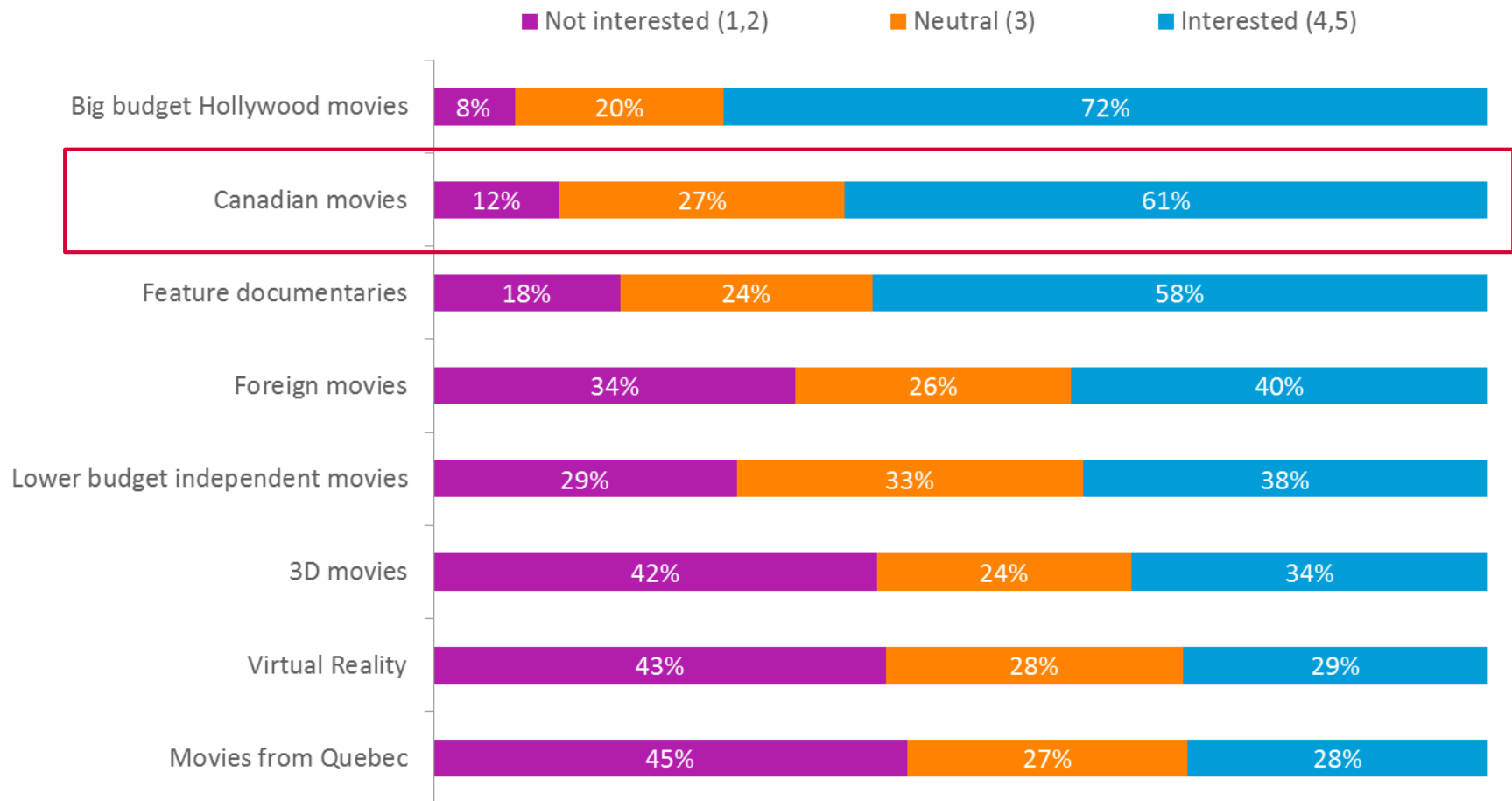
QA12. What is the title of the most recent Canadian movie you have watched?

Base: All Respondents (n=3010)

Base: Those Who Have Watched A Canadian Movie In The Past Year (n=1471)

TWO THIRDS OF RESPONDENTS SAY THEY ARE INTERESTED IN CANADIAN MOVIES

Level of interest in types of movies



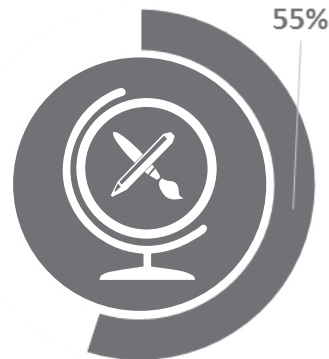
QC3. How interested are you in the following types of movies?

Base: All Respondents, n=3010

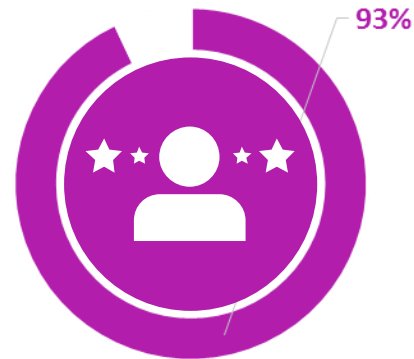
THE CURIOUS SEGMENT IS THE MOST INTERESTED IN CANADIAN MOVIES

Interest in Canadian movies

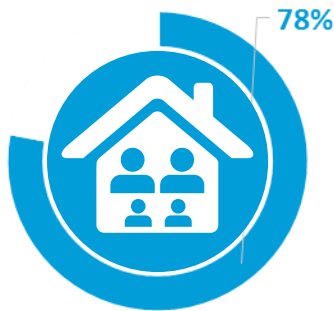
Overall: 61%



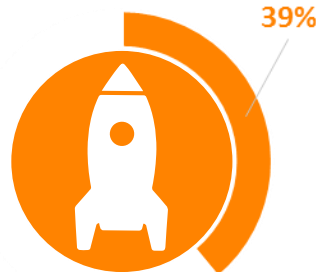
Belonging



Curious



Home Sweet Home



Fantasy

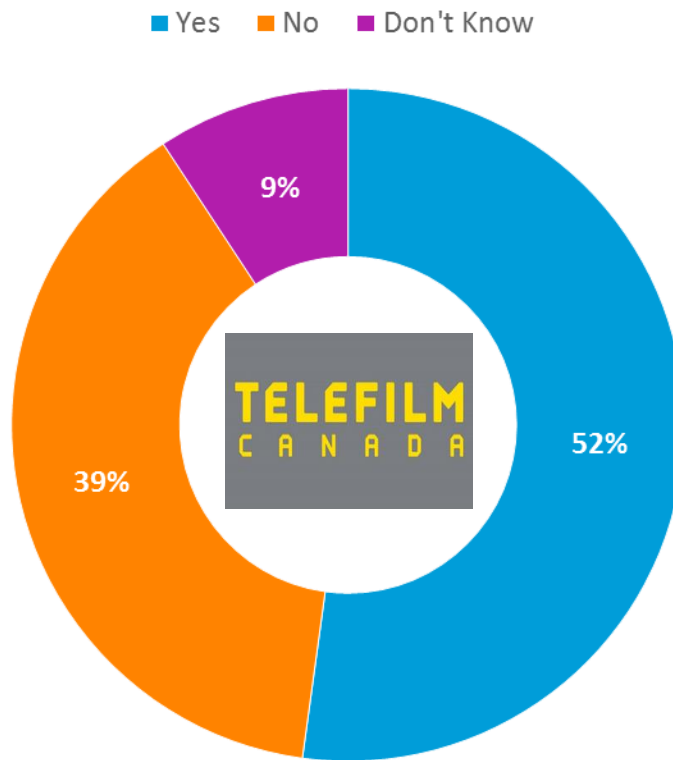


Family Popcorn

QC3. How interested are you in the following types of movies? – Canadian movies
Base: All respondents, n=3010

MAJORITY OF RESPONDENTS SAY THEY HAVE HEARD OF TELEFILM CANADA

Whether respondent have heard of Telefilm Canada



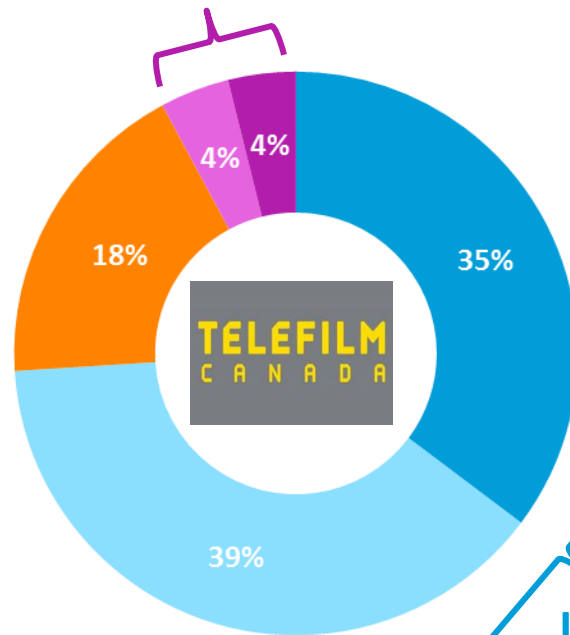
QC7X. Have you ever heard of Telefilm Canada?

Base: All Respondents, n=3010

THREE QUARTERS OF RESPONDENTS SAY THAT TELEFILM CANADA PLAYS AN IMPORTANT ROLE IN CANADIAN FILM

Perceived importance of the role that Telefilm plays

Not important: 8%



Important: 74%

- Very important
- Somewhat important
- Neither
- Not very important
- Not at all important

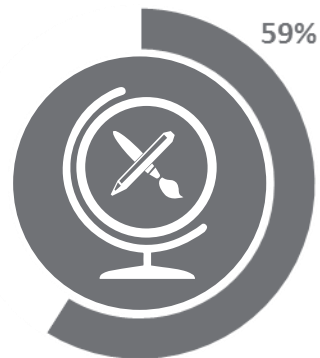
QC7. Telefilm provides financial support for the private sector to create distinctively Canadian productions that appeal to domestic and international audiences. In your opinion, how important is this role?

Base: All Respondents, n=3010

TELEFILM AWARENESS IS HIGH AMONG BELONGING, CURIOUS AND HOME SWEET HOME SEGMENTS

Awareness of Telefilm Canada

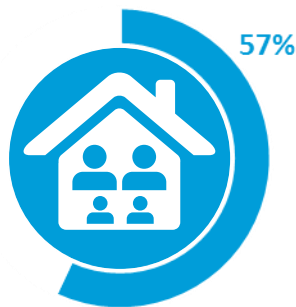
Overall: 52%



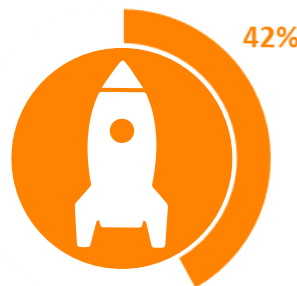
Belonging



Curious



Home Sweet Home



Fantasy

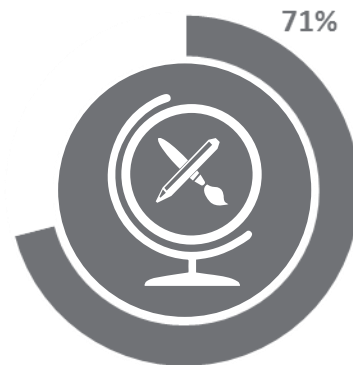


Family Popcorn

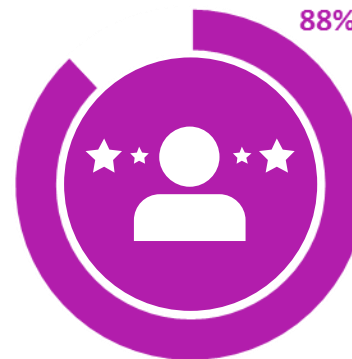
THE BELONGING AND CURIOUS SEGMENTS HAVE POSITIVE ATTITUDE TOWARD TELEFILM CANADA

Agreement with the role of Telefilm in supporting Canadian films being important

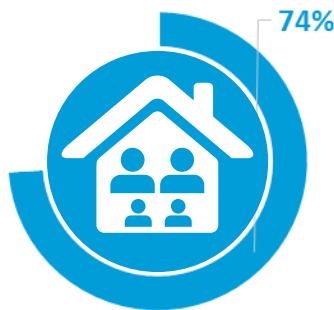
Overall: 74%



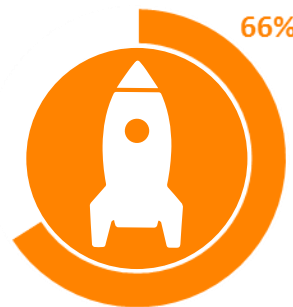
Belonging



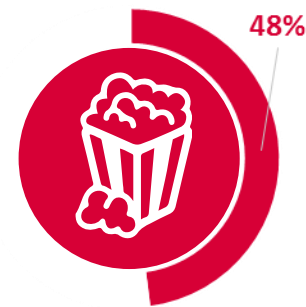
Curious



Home Sweet Home



Fantasy



Family Popcorn

QC7. Telefilm provides financial support for the private sector to create distinctively Canadian productions that appeal to domestic and international audiences. In your opinion, how important is this role?

Base: All respondents, n=3010

Word cloud of respondents' descriptions of Canadian movies

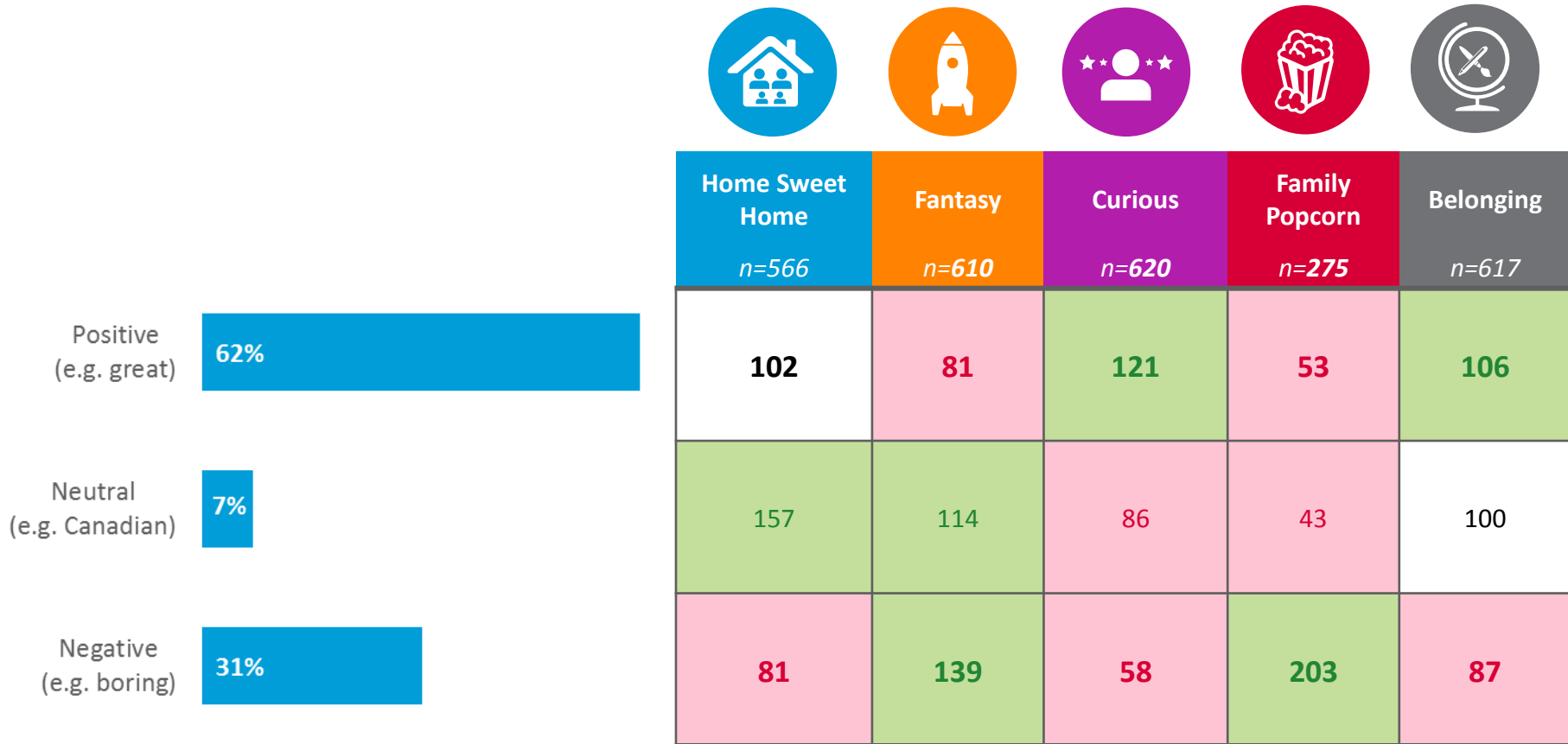


QC8. How would you describe Canadian movies in one word?

Base: All Respondents, n=3010

MAJORITY DESCRIBE CANADIAN MOVIES POSITIVELY, WITH CURIOUS AND BELONGING THE MOST POSITIVE

Positive and negative associations netted and crossed by segment



**Numbers in the above table indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*

QC8. How would you describe Canadian movies in one word?

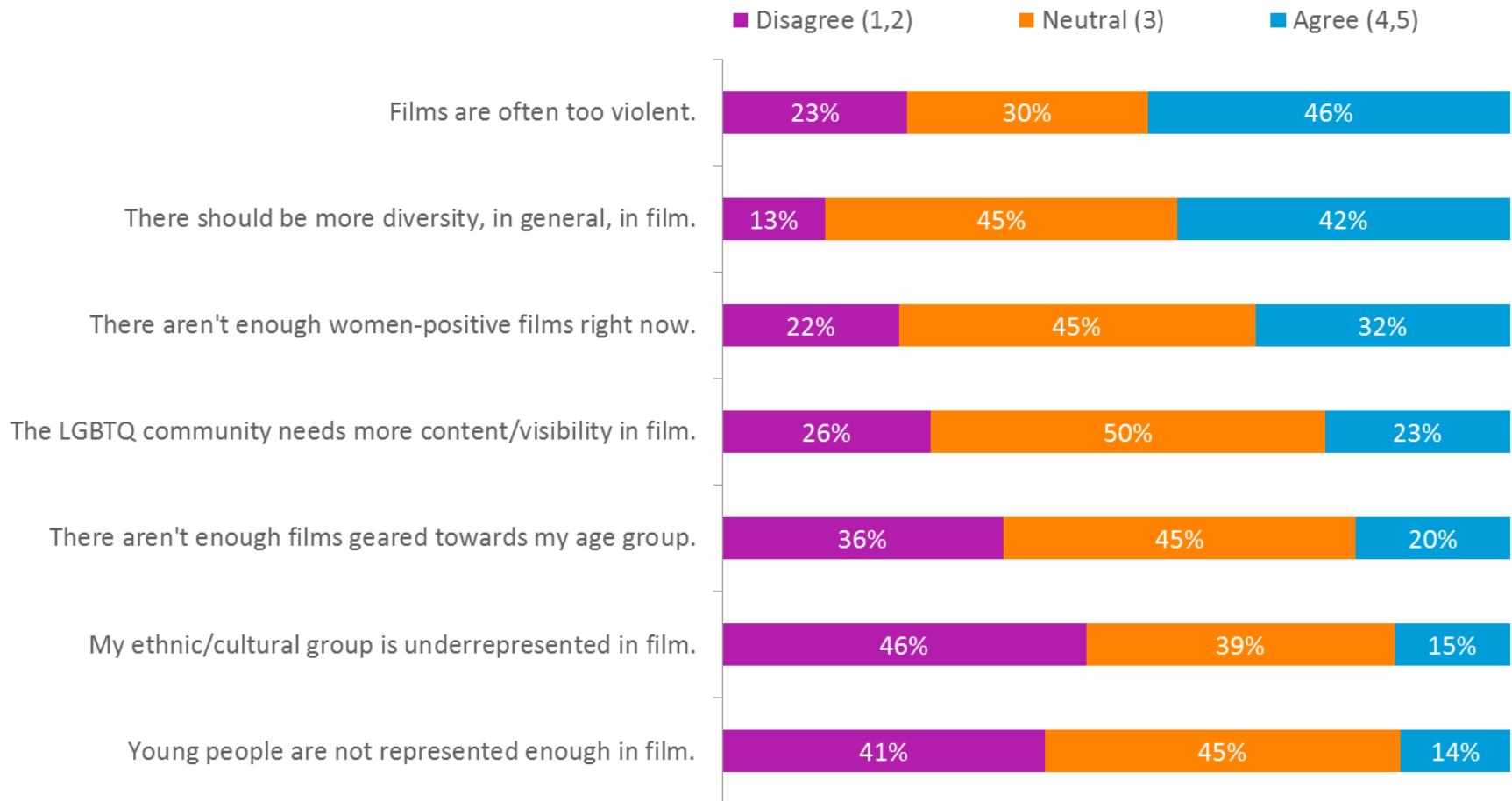
Base: All Respondents, *n*=3010

ATTITUDES AND NEEDS TOWARD MOVIES



VIOLENCE AND DIVERSITY IN FILMS ARE THE LARGEST CONCERNS OF RESPONDENTS

Views on social representations in films

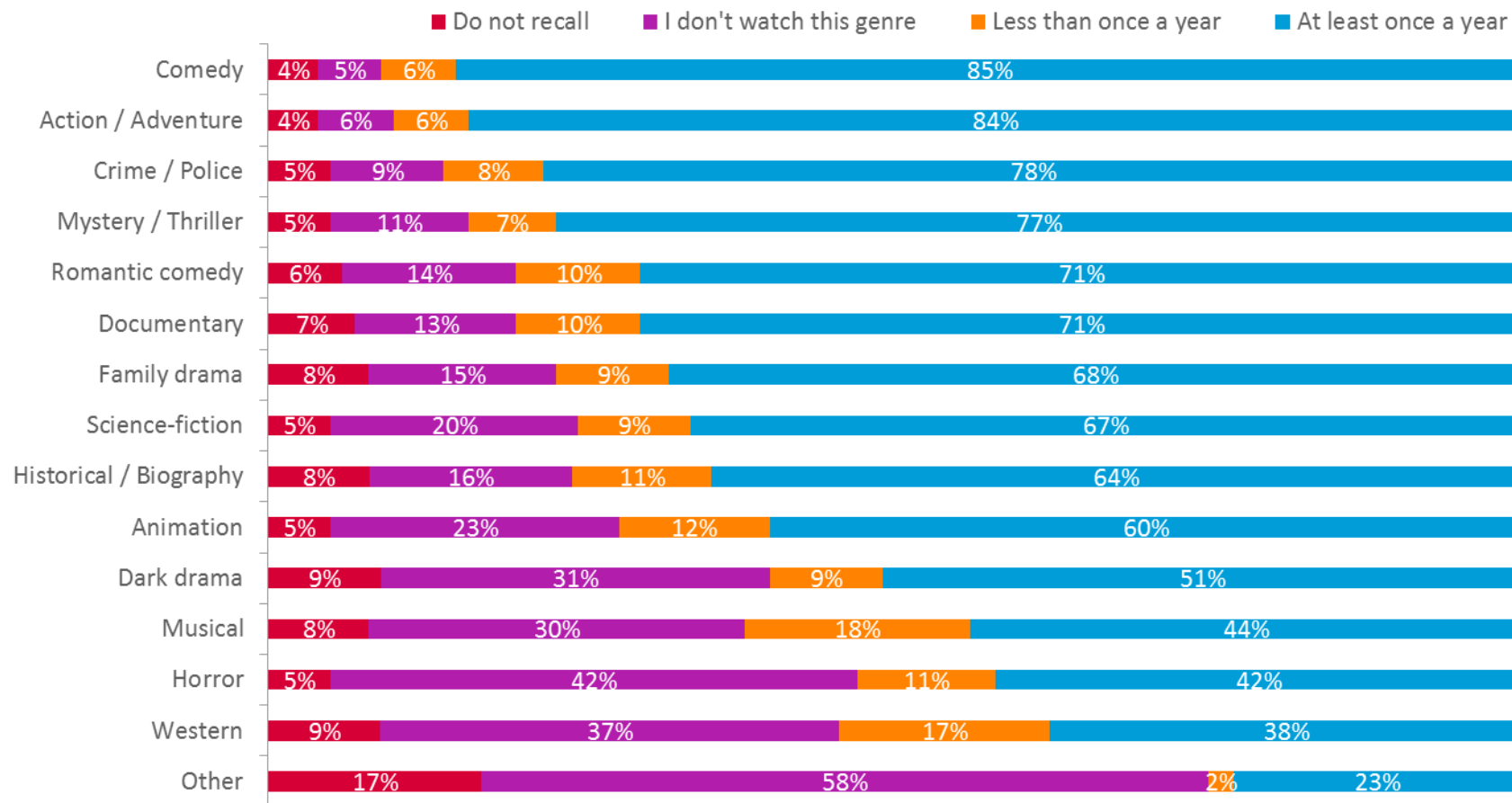


QC1. Please select to what extent you agree or disagree with the following statements.

Base: All Respondents, n=3010

COMEDY AND ACTION / ADVENTURE ARE THE MOST WATCHED GENRES IN PAST 12 MONTHS

Genre of movies watched in past 12 months



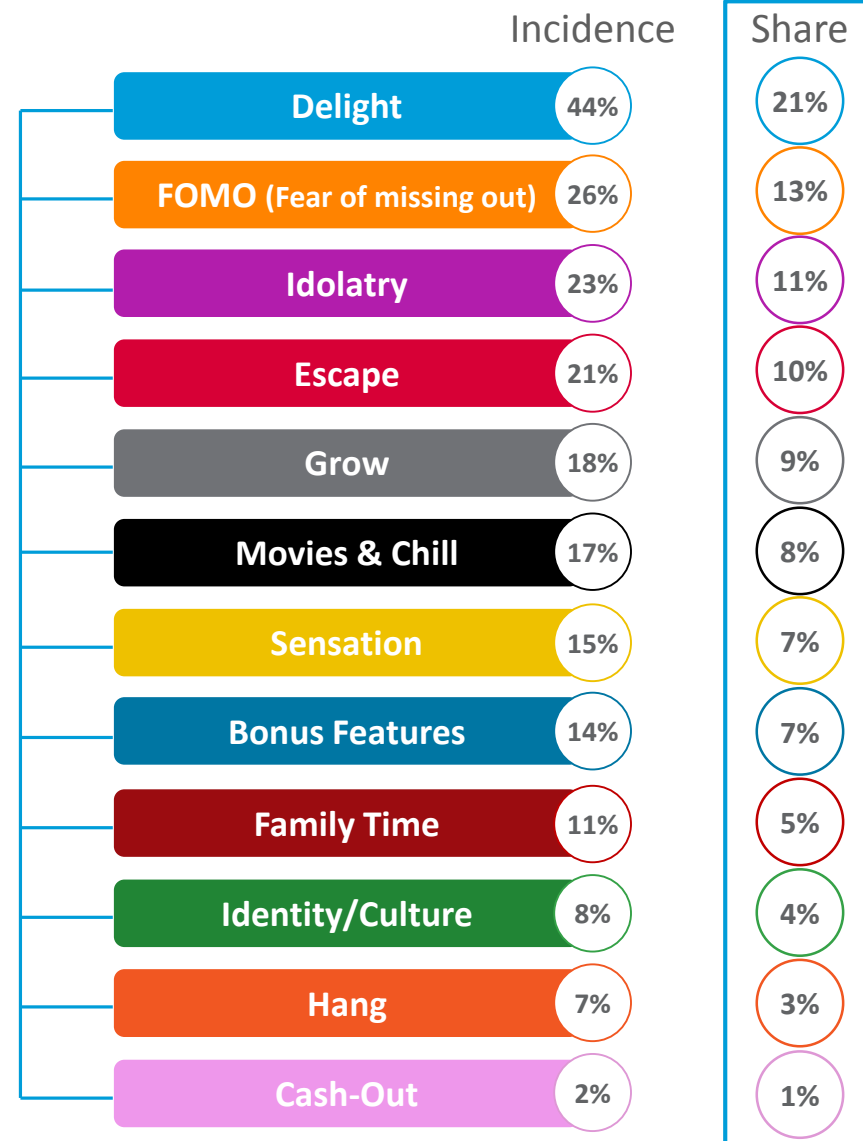
QA9A. Thinking about the past 12 months, how often would you say you watch the following genre of movies?

Base: All Respondents

DELIGHT, FEAR OF MISSING OUT AND IDOLATRY ARE KEY REASONS WHY RESPONDENTS WATCHED THEIR LAST MOVIES

Respondent 'need-states' when watching movies

Categories reflect the underlying factors behind the reasons for watching movies



QB9. Still thinking about [movie], which of the following describes the reasons why you chose/watched that particular movies?
Base: All Respondents, n=3010

CURIOUS ARE FANS OF DIRECTORS, HOME SWEET HOME OF ACTORS AND LIKE TO RELAX

	Total	Home Sweet Home <i>n</i> =566	Fantasy <i>n</i> =610	Curious <i>n</i> =620	Family Popcorn <i>n</i> =275	Belonging <i>n</i> =617
Delight	44%					
To relax	32%	109	100	100	94	94
To laugh	23%	100	109	117	100	78
FOMO (Fear of missing out)	26%					
It received good reviews	18%	100	89	122	72	83
It was recommended to me	13%	108	108	115	69	85
It was nominated/won awards	5%	100	80	120	80	100
Idolatry	23%					
I like the actor	18%	110	90	119	90	71
I like the director/producer	13%	60	60	180	60	80

**Numbers in the above table indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*

QB9. Still thinking about [movie], which of the following describes the reasons why you chose/watched that particular movies?
Base: All Respondents, n=3010

CURIOUS AND FANTASY WATCH FILMS TO ESCAPE AND FOR SENSATION

	Total	Home Sweet Home <i>n</i> =566	Fantasy <i>n</i> =610	Curious <i>n</i> =620	Family Popcorn <i>n</i> =275	Belonging <i>n</i> =617
Escape	21%					
To escape reality	13%	100	108	146	69	54
I was looking for a way to take a break/unplug	12%	92	117	117	58	75
Sensation	15%					
It was a sequel	10%	110	130	100	100	30
It had a lot of special effects	9%	78	167	111	89	22
Cash-Out	2%					
To use up points/rewards	1%	100	200	100	N/A	100
To take advantage of a membership	1%	100	100	100	100	100

**Numbers in the above table indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*

BELONGING AND CURIOUS WATCH FILMS THAT RELATE TO THEIR IDENTITY/CULTURE

	Total	Home Sweet Home n=566	Fantasy n=610	Curious n=620	Family Popcorn n=275	Belonging n=617
Grow	18%					
It's based on a true story	7%	86	71	100	71	129
To discover	6%	67	83	150	33	117
To be inspired	5%	60	60	180	20	120
To learn	5%	80	40	140	40	140
It was educational	4%	75	50	125	25	150
It was controversial	2%	100	50	200	N/A	100
Identity/Culture	8%					
It was a Canadian film	4%	150	75	125	25	150
The content spoke to my cultural/ethnic values/beliefs	2%	100	50	150	N/A	200
It was from my home country	2%	100	50	100	50	150
It was a foreign film	1%	N/A	100	200	N/A	200

**Numbers in the above table indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*

HOME SWEET HOME SEE MOVIES AS TIME WITH FAMILY, CURIOUS AND BELONGING MUCH LESS SO

	Total	Home Sweet Home n=566	Fantasy n=610	Curious n=620	Family Popcorn n=275	Belonging n=617
Movies & Chill	17%					
Quality time with spouse/partner alone	11%	127	109	91	73	82
My spouse wanted to see it	10%	110	100	90	110	80
Family Time	11%					
Quality time with my family/children	9%	111	111	78	100	78
My children wanted to see it	6%	133	67	83	117	100
Hang	7%					
It was a friends/group outing	5%	80	100	100	120	40
My colleague/ friend/ acquaintance wanted to see it	3%	100	133	133	67	100

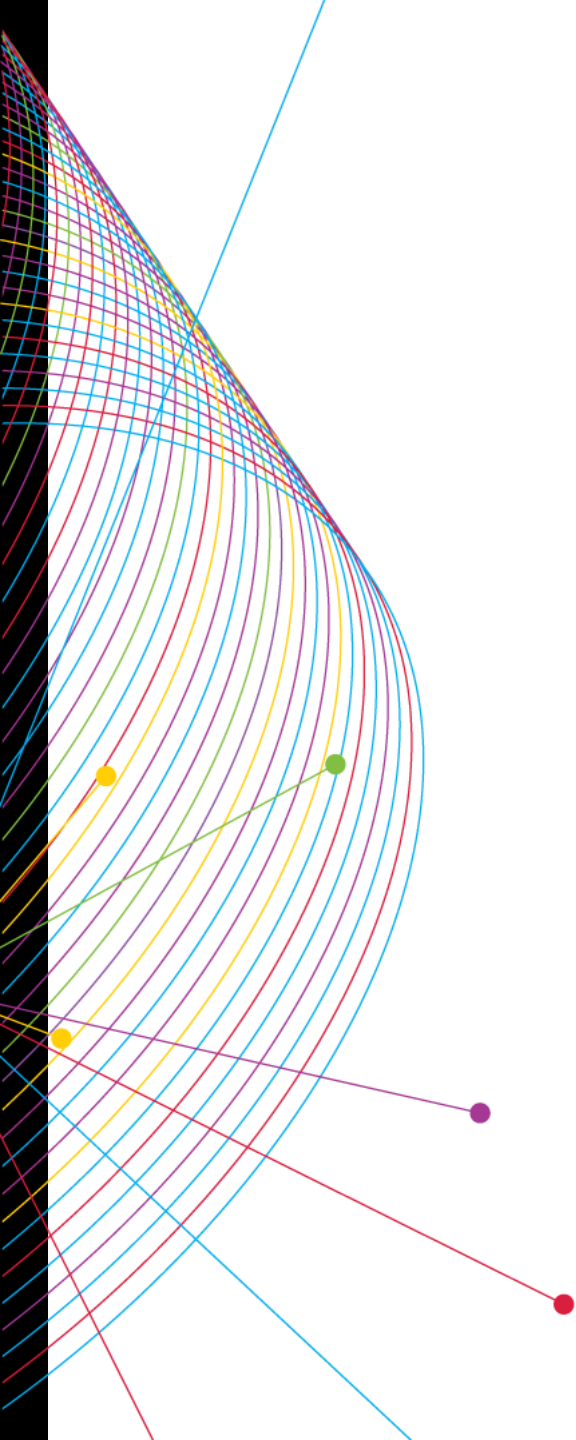
**Numbers in the above table indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*

BONUS FEATURES

		Home Sweet Home <i>n=566</i>	Fantasy <i>n=610</i>	Curious <i>n=620</i>	Family Popcorn <i>n=275</i>	Belonging <i>n=617</i>
	Total					
Bonus Features	14%					
It was free/discounted	6%	117	117	100	67	117
I read the book/novel	3%	133	133	100	33	100
I was having trouble falling asleep	2%	50	100	100	50	100
It was a special occasion	2%	100	100	150	0	50
It was part of a package/subscription	1%	100	100	100	100	100
The content was geared towards my gender/sexual identity	1%	100	100	100	100	100
My work sponsored the event	0%	N/A	N/A	N/A	N/A	N/A

**Numbers in the above table indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*

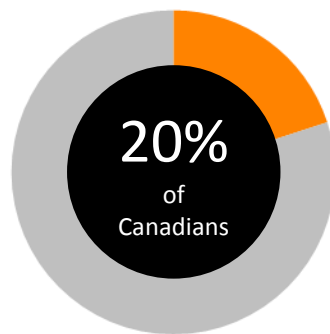
SEGMENT PROFILES





SEGMENT PROFILE: FANTASY

SEGMENT DESCRIPTION



Fantasy movie watchers like to view a mixture of high octane Hollywood movies and science fiction/fantasy flicks.

This group is relatively uninterested in Canadian movies, their focus more on the blockbuster of the day. They would rather watch a sequel than an independent movie. They are likely to use the internet to learn about films they like, and more likely to use file sharing websites.

Fantasy movie watchers skew younger, and are more likely to be male.

MOVIE CONSUMPTION

Watched a movie in past 12 months 94%¹⁰³
Watched more movies in past 12 months 20%¹⁰⁰

Movie Frequency

Heavy 11%⁸⁹
Medium 41%⁹⁷
Light 47%¹⁰⁵

Accompanied By

Spouse/ Partner 43%¹⁰²
Friends 16%¹¹⁴
Children 11%⁹²
Extended Family 8%¹¹⁴
Myself 29%⁹¹

Movie Language

English 88%¹⁰⁰
French 24%⁸⁹

Top 5 Platforms Used

Online Streaming Service 14%¹⁰⁰
Cable/Satellite TV - standard channels 12%¹⁰⁰
DVD/BluRay/4k player 12%⁸²
Cable/Satellite TV - Movie channels 8%⁹⁷
File-sharing websites 5%¹¹⁷

Viewing Location

Home 61%⁹⁵
Theatre/ Cinema 32%¹¹⁴
Other 7%⁸⁸

DEMOGRAPHICS

Region	
BC/Terr	11% ⁷⁹
AB	13% ¹¹⁸
MB/SK	7% ¹⁰⁰
ON	37% ⁹⁵
QC	24% ¹⁰⁴
Atlantic	7% ¹⁰⁰

Gender	
Male	54% ¹¹⁰
Female	46% ⁹⁰
Mother Tongue	
English	63% ⁹⁸
French	24% ¹⁰⁴
Other	13% ⁹³

Age	
Average Age	41.1 ⁸⁹
15-34	43% ¹³⁴
35-54	35% ¹⁰⁶
55+	22% ⁶³
Born in Canada	
Yes	85% ¹⁰²

HH Composition	
Avg. # Children	1.6 ⁹⁴
0 Children	54% ⁸³
1 Child	24% ¹¹⁴
2 Children	17% ¹³¹
3+ Children	6% ¹²⁰

Base: All respondents who fall into the Fantasy segment, n=610
Index Base: All Respondents, n=3010

*Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)



SEGMENT PROFILE: FANTASY

MOVIE PREFERENCE

Top 5 Genres Watched In

Last 12 Months

Action / Adventure	89% ¹⁰⁶
Comedy	87% ¹⁰²
Mystery / Thriller	76% ⁹⁹
Crime / police	75% ⁹⁶
Science-fiction	73% ¹⁰⁹

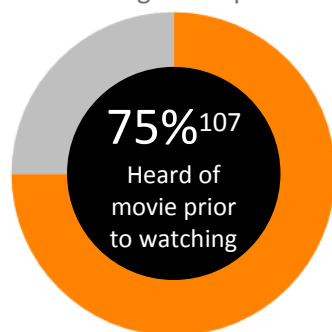
Top 5 Last Genres

Watched

Action / Adventure	32% ¹³⁹
Comedy	16% ⁹⁴
Science-fiction	14% ¹²⁷
Animation	8% ¹¹⁴
Family drama	5% ⁶³

Movie Type Interest

Big budget Hollywood movies	95% ¹³²
3D movies	48% ¹⁴¹
Virtual Reality	45% ¹⁵⁵
Canadian movies	39% ⁶⁴
Feature documentaries	30% ⁵²
Foreign movies	17% ⁴³
Movies from Quebec	14% ⁵⁰
Lower budget independent movies	9% ²⁴



Movie Info Sources

Trailers/previews	43% ¹¹³
TV Commercial	35% ¹⁰⁰
Recommendation from family/friends/colleagues	28% ¹⁰⁰
YouTube	18% ¹⁵⁰
Facebook	16% ¹²³

ATTITUDES TOWARDS MOVIES

Need States

Delight	44% ¹⁰⁰
FOMO	26% ¹⁰⁰
Escape	24% ¹¹⁴
Sensation	21% ¹⁴⁰
Idolatry	20% ⁸⁷
Movies & Chill	17% ¹⁰⁰
Bonus Features	15% ¹⁰⁷
Grow	13% ⁷²
Family Time	11% ¹⁰⁰
Hang	8% ¹¹⁴
Identity/Culture	4% ⁵⁰
Cash-Out	2% ¹⁰⁰

Statement Agreement

Films are often too violent	34% ⁷⁴
There should be more diversity, in general, in film	34% ⁸¹
There aren't enough women-positive films right now	23% ⁷²
The LGBTQ community needs more content/visibility in film	17% ⁷⁴
There aren't enough films geared towards my age group	14% ⁷⁰
Young people are not represented enough in film	12% ⁸⁶
My ethnic/cultural group is underrepresented in film	12% ⁸⁰

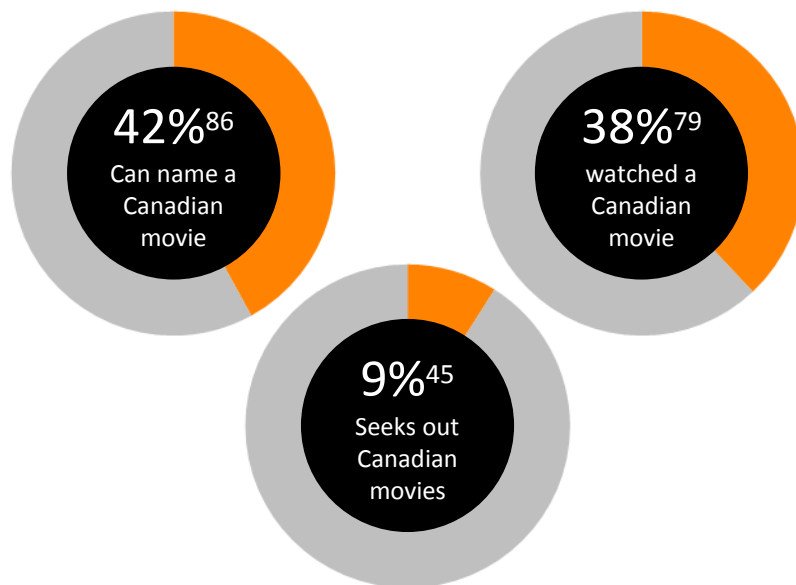
Base: All respondents who fall into the Fantasy segment, n=610
Index Base: All Respondents, n=3010

*Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)



SEGMENT PROFILE: FANTASY

CANADIAN MOVIES



Top 5 Canadian Movies

La guerre des tuques	4% ¹³³
Room	3% ⁶⁰
Paul à Québec	3% ¹⁵⁰
Trailer Park Boys	3% ³⁰⁰
Le mirage	2% ¹⁰⁰

Top 5 Canadian Documentaries

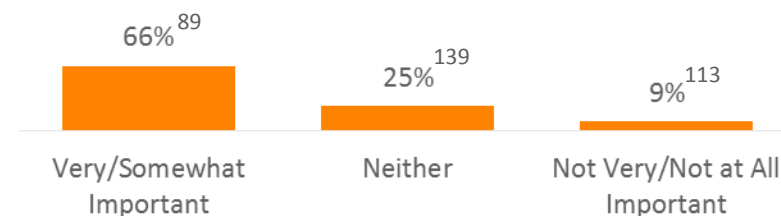
Nature of Things	3% ⁷⁵
The Curse of Oak Island	2% ²⁰⁰
Being Canadian	2% ¹⁰⁰
Animals	2% ²⁰⁰
Découvertes	2% ¹⁰⁰

TELEFILM

Telefilm Awareness



Importance of the Role of Telefilm



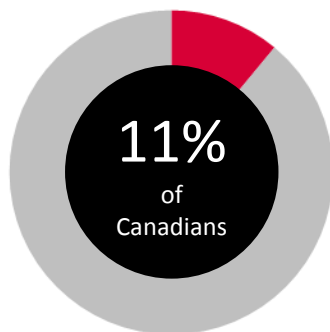
Base: All respondents who fall into the Fantasy segment, n=610
Index Base: All Respondents, n=3010

**Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*



SEGMENT PROFILE: FAMILY POPCORN

SEGMENT DESCRIPTION



Family Popcorn movie watchers do not spend much time watching movies, but if they do they watch them with children.

This group is not interested in Canadian movies. They view movie watching as an opportunity for family time, and are more interested in Hollywood movies.

Cable TV and standard channels are still major platforms used by this group to view movies.

Family Popcorn are older than average, and are more likely to be female. A higher proportion of them can be found in Western provinces.

MOVIE CONSUMPTION

Watched a movie in past 12 months	82%	⁹⁰
Watched more movies in past 12 months	13%	⁶⁵

Movie Frequency

Heavy	8%	⁶⁵
Medium	34%	⁷⁹
Light	58%	¹³⁰

Accompanied By

Spouse/ Partner	43%	¹⁰²
Friends	12%	⁸⁶
Children	14%	¹¹⁷
Extended Family	8%	¹¹⁴
Myself	30%	⁹⁴

Movie Language

English	88%	¹⁰⁰
French	18%	⁶⁷

Top 5 Platforms Used

DVD/BluRay/4k player	16%	¹¹⁴
Cable/Satellite TV - standard channels	14%	¹¹⁷
Online Streaming Service	10%	⁷¹
Cable/Satellite TV - Movie channels	9%	¹¹³
File-sharing websites	6%	¹²⁶

Viewing Location

Home	68%	¹⁰⁶
Theatre/ Cinema	27%	⁹⁶
Other	5%	⁶²

DEMOGRAPHICS

<u>Region</u>		<u>Gender</u>		<u>Age</u>		<u>HH Composition</u>	
BC/Terr	13% ⁹³	Male	45% ⁹²	Average Age	48.3 ¹⁰⁵	Avg. # Children	1.7 ¹⁰⁰
AB	15% ¹³⁶	Female	55% ¹¹⁷	15-34	28% ⁸⁸	0 Children	66% ¹¹⁴
MB/SK	7% ¹⁰⁰	<u>Mother Tongue</u>		35-54	30% ⁹¹	1 Child	18% ⁸⁶
ON	36% ⁹²	English	70% ¹⁰⁹	55+	42% ¹²⁰	2 Children	11% ⁸⁵
QC	21% ⁹¹	French	21% ⁹¹	<u>Born in Canada</u>		3+ Children	5% ¹⁰⁰
Atlantic	8% ¹¹⁴	Other	10% ⁷¹	Yes	88% ¹⁰⁶		

Base: All respondents who fall into the Family Popcorn segment, n=275

Index Base: All Respondents, n=3010

**Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*



SEGMENT PROFILE: FAMILY POPCORN

MOVIE PREFERENCE

Top 5 Genres Watched In

Last 12 Months

Comedy	74% ⁸⁷
Action / Adventure	72% ⁸⁶
Mystery / Thriller	63% ⁸²
Crime / police	63% ⁸¹
Romantic comedy	56% ⁷⁹

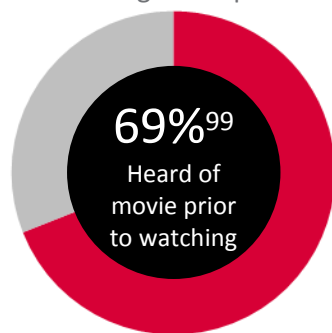
Top 5 Last Genres

Watched

Action / Adventure	24% ¹⁰⁴
Comedy	19% ¹¹²
Science-fiction	14% ¹²⁷
Family drama	8% ¹⁰⁰
Animation	7% ¹⁰⁰

Movie Type Interest

Big budget Hollywood movies	58% ⁸¹
3D movies	16% ⁴⁷
Feature documentaries	13% ²²
Canadian movies	9% ¹⁵
Movies from Quebec	7% ²⁵
Foreign movies	4% ¹⁰
Virtual Reality	3% ¹⁰
Lower budget independent movies	0% ⁰



Movie Info Sources

TV Commercial	42% ¹²⁰
Trailers/previews	33% ⁸⁷
Recommendation from family/friends/colleagues	22% ⁷⁹
Facebook	9% ⁶⁹
Online community	8% ¹⁰⁰

ATTITUDES TOWARDS MOVIES

Need States

Delight	41% ⁹³
Idolatry	20% ⁸⁷
FOMO	19% ⁷³
Movies & Chill	16% ⁹⁴
Sensation	14% ⁹³
Escape	14% ⁶⁷
Family Time	14% ¹²⁷
Grow	9% ⁵⁰
Hang	8% ¹¹⁴
Bonus Features	7% ⁵⁰
Identity/Culture	2% ²⁵
Cash-Out	1% ⁵⁰

Statement Agreement

Films are often too violent	44% ⁹⁶
There should be more diversity, in general, in film	22% ⁵²
There aren't enough women-positive films right now	17% ⁵³
There aren't enough films geared towards my age group	15% ⁷⁵
My ethnic/cultural group is underrepresented in film	9% ⁶⁰
The LGBTQ community needs more content/visibility in film	9% ³⁹
Young people are not represented enough in film	6% ⁴³

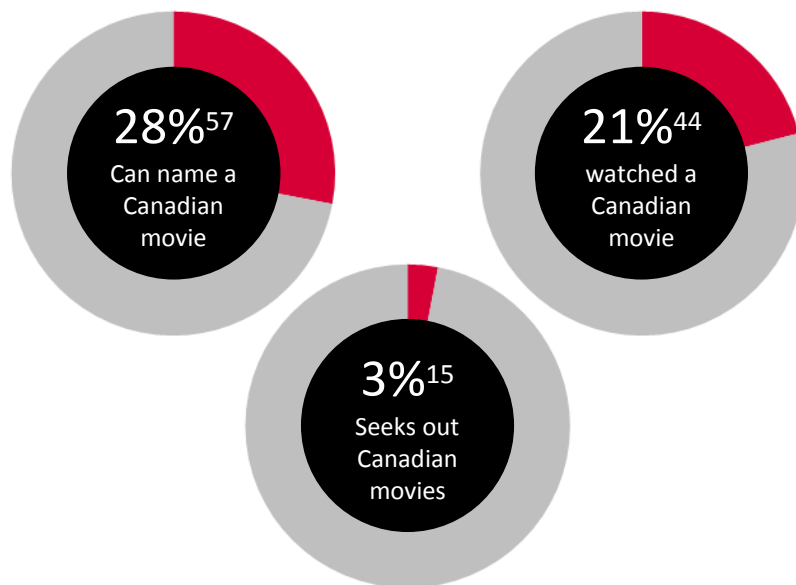
Base: All respondents who fall into the Family Popcorn segment, n=275
Index Base: All Respondents, n=3010

**Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*



SEGMENT PROFILE: FAMILY POPCORN

CANADIAN MOVIES



Top 5 Canadian Movies

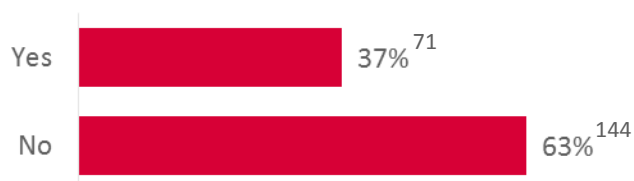
Le mirage	5%	²⁵⁰
La guerre des tuques	4%	¹³³
Bon Cop, Bad Cop	4%	¹³³
Mommy	4%	²⁰⁰
Room	4%	⁸⁰

Top 5 Canadian Documentaries

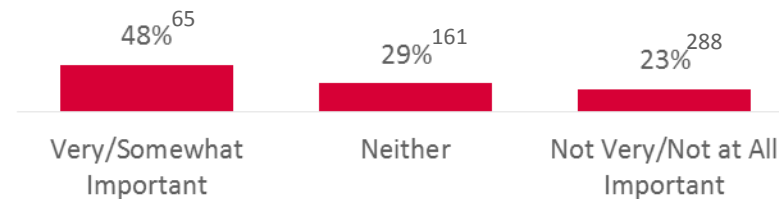
Nature of Things	4%	¹⁰⁰
Passionate Eye	3%	³⁰⁰
The History of Canadian Humour	3%	^{NA}
Canada's involvement in World Wars	2%	²⁰⁰
Découvertes	2%	¹⁰⁰

TELEFILM

Telefilm Awareness



Importance of the Role of Telefilm



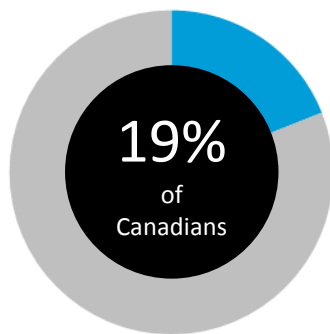
Base: All respondents who fall into the Family Popcorn segment, n=275
Index Base: All Respondents, n=3010

**Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*



SEGMENT PROFILE: HOME SWEET HOME

SEGMENT DESCRIPTION



Home Sweet Home movie watchers are an affable and agreeable group that seek movies that bring comfort.

Though they feel positively about Canadian movies, they aren't very engaged. This group of movie watchers are more likely to switch on the television to their favourite show than watch a movie. They are concerned about violence in movies.

Home Sweet Home movie watchers skew towards the baby boomer demographic and are more likely to watch movies at home with members of their family.

MOVIE CONSUMPTION

Watched a movie in past 12 months	91% ¹⁰⁰
Watched more movies in past 12 months	19% ⁹⁵

Movie Frequency

Heavy	8% ⁶⁶
Medium	43% ¹⁰⁰
Light	49% ¹⁰⁸

Accompanied By

Spouse/ Partner	45% ¹⁰⁷
Friends	10% ⁷¹
Children	12% ¹⁰⁸
Extended Family	7% ¹⁰⁰
Myself	32% ¹⁰⁰

Movie Language

English	94% ¹⁰⁴
French	12% ⁴⁴

Top 5 Platforms Used

Online Streaming Service	14% ¹⁰⁰
DVD/BluRay/4k player	13% ⁹²
Cable/Satellite TV - standard channels	12% ¹⁰⁰
Cable/Satellite TV - Movie channels	8% ¹⁰⁰
Personal Video Recorder	6% ¹⁵⁰

Viewing Location

Home	66% ¹⁰³
Theatre/ Cinema	27% ⁹⁶
Other	6% ⁸⁸

DEMOGRAPHICS

Region	
BC/Terr	14% ¹⁰⁰
AB	14% ¹²⁷
MB/SK	8% ¹¹⁴
ON	43% ¹¹⁰
QC	13% ⁵⁷
Atlantic	8% ¹¹⁴

Gender	
Male	38% ⁷⁸
Female	62% ¹²²
Mother Tongue	
English	80% ¹²⁵
French	12% ⁵²
Other	8% ⁶²

Age	
Average Age	51.5 ¹¹²
15-34	19% ⁵⁹
35-54	31% ⁹⁴
55+	50% ¹⁴³
Born in Canada	
Yes	90% ¹⁰⁸

HH Composition	
Avg. # Children	1.7 ¹⁰⁰
0 Children	65% ⁸⁶
1 Child	18% ⁹²
2 Children	12% ⁷⁵
3+ Children	5% ²⁰⁰

Base: All respondents who fall into the Home Sweet Home segment, n=566
Index Base: All Respondents, n=3010

*Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)



SEGMENT PROFILE: HOME SWEET HOME

MOVIE PREFERENCE

Top 5 Genres Watched In

Last 12 Months

Comedy	87% ¹⁰²
Action / Adventure	84% ¹⁰⁰
Crime / police	82% ¹⁰⁵
Mystery / Thriller	79% ¹⁰³
Documentary	75% ¹⁰⁶

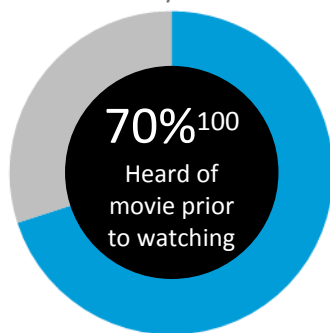
Top 5 Last Genres

Watched

Action / Adventure	22% ⁹⁶
Comedy	16% ⁹⁴
Science-fiction	11% ¹⁰⁰
Family drama	8% ¹⁰⁰
Animation	6% ⁸⁶

Movie Type Interest

Big budget Hollywood movies	86% ¹¹⁹
Canadian movies	78% ¹²⁸
Feature documentaries	77% ¹³³
Lower budget independent movies	30% ⁷⁹
3D movies	22% ⁶⁵
Movies from Quebec	15% ⁵⁴
Foreign movies	11% ²⁸
Virtual Reality	0% ⁰



Top 5 Movie Info Sources

Trailers/previews	39% ¹⁰³
TV Commercial	38% ¹⁰⁹
Recommendation from family/friends/colleagues	31% ¹¹¹
Professional reviews by movie critics	10% ⁸³
Facebook	10% ⁷⁷

ATTITUDES TOWARDS MOVIES

Need States

Delight	47% ¹⁰⁷
FOMO	26% ¹⁰⁰
Idolatry	24% ¹⁰⁴
Movies & Chill	21% ¹²⁴
Escape	21% ¹⁰⁰
Sensation	15% ¹⁰⁰
Bonus Features	15% ¹⁰⁷
Grow	13% ⁷²
Family Time	13% ¹¹⁸
Identity/Culture	8% ¹⁰⁰
Hang	6% ⁸⁶
Cash-Out	1% ⁵⁰

Statement Agreement

Films are often too violent	54% ¹¹⁷
There should be more diversity, in general, in film	40% ⁹⁵
There aren't enough women-positive films right now	33% ¹⁰³
There aren't enough films geared towards my age group	22% ¹¹⁰
The LGBTQ community needs more content/visibility in film	21% ⁹¹
Young people are not represented enough in film	10% ⁷¹
My ethnic/cultural group is underrepresented in film	8% ⁵³

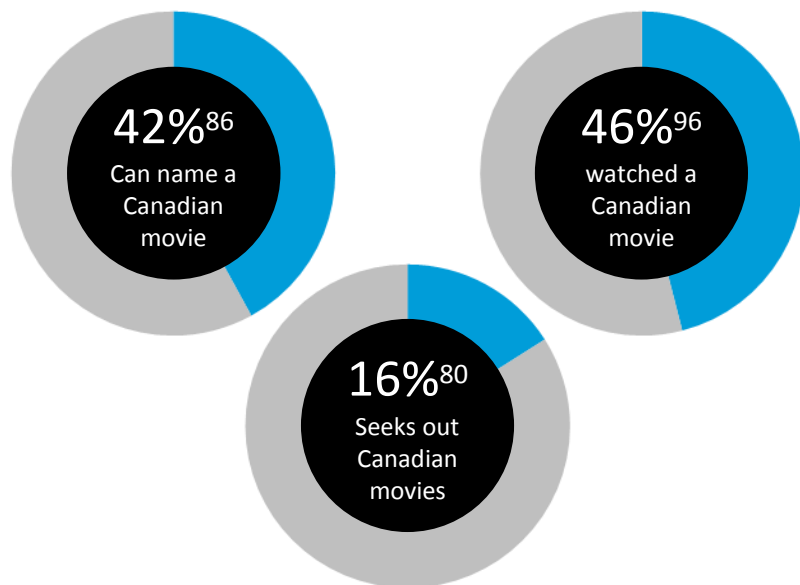
Base: All respondents who fall into the Home Sweet Home segment, n=566
Index Base: All Respondents, n=3010

*Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)



SEGMENT PROFILE: HOME SWEET HOME

CANADIAN MOVIES



Top 5 Canadian Movies

Room	7%	140
Hyena Road	4%	200
Bon Cop, Bad Cop	3%	100
Mommy	2%	100
Guibord s'en va-t-en guerre	2%	100

Top 5 Canadian Documentaries

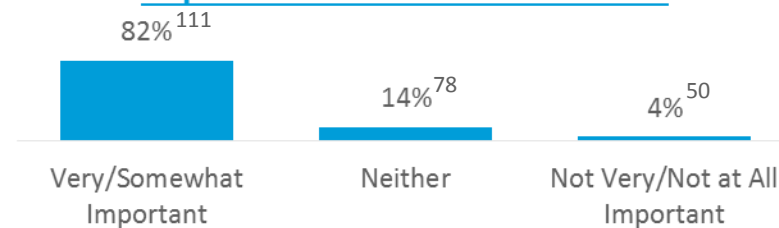
Nature of Things	4%	100
Fifth Estate	2%	100
Découvertes	2%	100
Animals	2%	200
Canada's involvement in World Wars	2%	200

TELEFILM

Telefilm Awareness



Importance of the Role of Telefilm



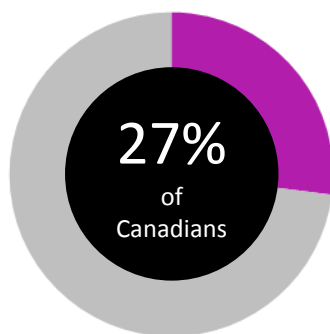
Base: All respondents who fall into the Home Sweet Home segment, n=566
Index Base: All Respondents, n=3010

**Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*



SEGMENT PROFILE: CURIOUS

SEGMENT DESCRIPTION



Curious movie watchers are highly committed movie buffs who love all sorts of movies and have a keen interest in both small budget movies and documentaries as well as big blockbusters.

They like Canadian movies and are most likely to proactively search for new ones to watch. They are sensitive to diversity in movies.

Curious movie watchers have the highest proportion of respondents with a mother tongue other than English or French and the most who were born outside of Canada.

MOVIE CONSUMPTION

Watched a movie in past 12 months	95%	¹⁰⁴
Watched more movies in past 12 months	27%	¹³⁵

Movie Frequency

Heavy	20%	¹⁶⁰
Medium	47%	¹¹¹
Light	33%	⁷⁴

Accompanied By

Spouse/ Partner	40%	⁹⁵
Friends	17%	¹²¹
Children	12%	¹⁰⁰
Extended Family	8%	¹¹⁴
Myself	31%	¹⁰³

Movie Language

English	86%	⁹⁸
French	33%	¹²²

Top 5 Platforms Used

Online Streaming Service	16%	¹¹⁴
DVD/BluRay/4k player	15%	¹⁰⁷
Cable/Satellite TV - standard channels	10%	⁸³
Cable/Satellite TV - Movie channels	8%	¹⁰⁰
Cable/Satellite TV - Video On Demand	6%	¹²⁰

Viewing Location

Home	61%	⁹⁵
Theatre/ Cinema	29%	¹⁰⁴
Other	10%	¹²⁵

DEMOGRAPHICS

Region	
BC/Terr	14% ¹⁰⁰
AB	9% ⁸²
MB/SK	7% ¹⁰⁰
ON	41% ¹⁰⁵
QC	24% ¹⁰⁴
Atlantic	6% ⁸⁶

Gender	
Male	53% ¹⁰⁸
Female	47% ⁹²
Mother Tongue	
English	58% ⁹¹
French	24% ¹⁰⁴
Other	19% ¹³⁶

Age	
Average Age	43.6 ⁹⁵
15-34	37% ¹¹⁶
35-54	33% ¹⁰⁰
55+	30% ⁸⁶

Born in Canada	
Yes	79% ⁹⁵

HH Composition	
Avg. # Children	1.7 ¹⁰⁰
0 Children	58% ¹⁰⁷
1 Child	24% ¹¹⁴
2 Children	12% ⁹²
3+ Children	5% ¹⁰⁰

Base: All respondents who fall into the Curious segment, n=628
Index Base: All Respondents, n=3010

**Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*



SEGMENT PROFILE: CURIOUS

MOVIE PREFERENCE

Top 5 Genres Watched In

Last 12 Months

Action / Adventure	90%	¹⁰⁷
Comedy	90%	¹⁰⁶
Documentary	88%	¹²⁴
Mystery / Thriller	87%	¹¹³
Crime / police	85%	¹⁰⁹

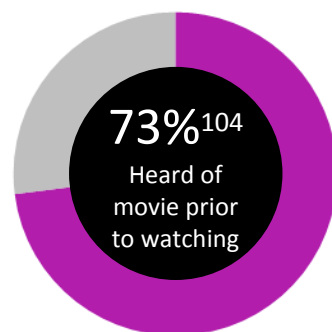
Top 5 Last Genres

Watched

Action / Adventure	24%	¹⁰⁴
Comedy	17%	¹⁰⁰
Science-fiction	11%	¹⁰⁰
Family drama	8%	¹⁰⁰
Animation	6%	⁸⁶

Movie Type Interest

Big budget Hollywood movies	96%	¹³³
Canadian movies	93%	¹⁵²
Feature documentaries	88%	¹⁵²
Foreign movies	79%	¹⁹⁸
Lower budget independent movies	76%	²⁰⁰
Virtual Reality	61%	²¹⁰
Movies from Quebec	53%	¹⁸⁹
3D movies	53%	¹⁵⁶



Movie Info Sources

Trailers/previews	42%	¹¹¹
TV Commercial	33%	⁹⁴
Recommendation from family/friends/colleagues	29%	¹⁰⁴
YouTube	18%	¹⁵⁰
Professional reviews by movie critics	17%	¹⁴²

Base: All respondents who fall into the Curious segment, n=628
Index Base: All Respondents, n=3010

ATTITUDES TOWARDS MOVIES

Need States

Delight	46%	¹⁰⁵
FOMO	30%	¹¹⁵
Idolatry	29%	¹²⁶
Escape	27%	¹²⁹
Grow	25%	¹³⁹
Sensation	17%	¹¹³
Bonus Features	16%	¹¹⁴
Movies & Chill	15%	⁸⁸
Identity/Culture	10%	¹²⁵
Family Time	9%	⁸²
Hang	8%	¹¹⁴
Cash-Out	3%	¹⁵⁰

Statement Agreement

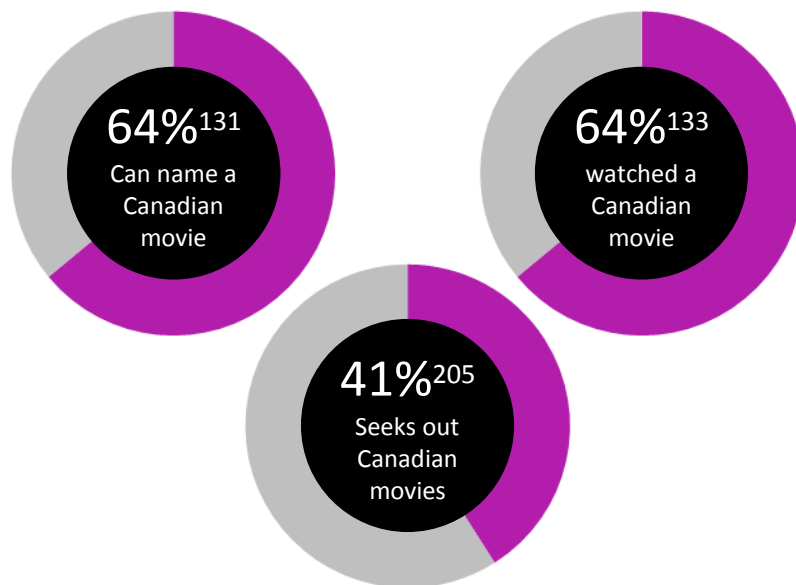
There should be more diversity, in general, in film	57%	¹³⁶
Films are often too violent	47%	¹⁰²
There aren't enough women-positive films right now	44%	¹³⁸
The LGBTQ community needs more content/visibility in film	38%	¹⁶⁵
There aren't enough films geared towards my age group	24%	¹²⁰
My ethnic/cultural group is underrepresented in film	23%	¹⁵³
Young people are not represented enough in film	23%	¹⁶⁴

*Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)



SEGMENT PROFILE: CURIOUS

CANADIAN MOVIES



Top 5 Canadian Movies

Room	6%	120
Bon Cop, Bad Cop	4%	133
Hyena Road	3%	150
La guerre des tuques	3%	100
Mommy	2%	100

Top 5 Canadian Documentaries

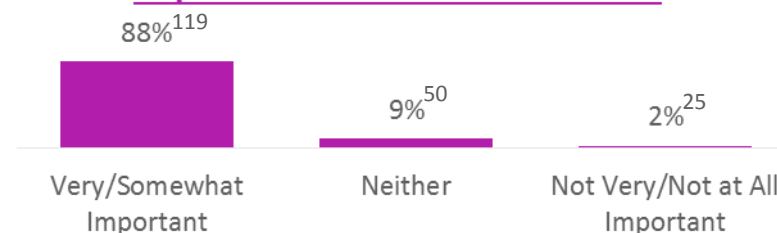
Being Canadian	3%	150
Nature of Things	3%	75
W5	2%	200
CBC/Doc Zone	2%	200
Animals	2%	200

TELEFILM

Telefilm Awareness



Importance of the Role of Telefilm



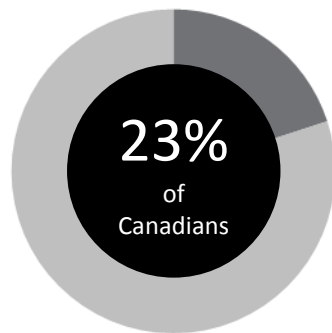
Base: All respondents who fall into the Curious segment, n=628
Index Base: All Respondents, n=3010

**Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*



SEGMENT PROFILE: BELONGING

SEGMENT DESCRIPTION



Belonging movie watchers watch movies to expand their horizons. They are most likely to see movies as an opportunity for growth and learning. Belonging are most connected to international cinema.

This group does not watch movies the most frequently, but they are very interested in Canadian movies. When watching movies, they are most likely to watch them alone, and are not as likely to stream movies.

Belonging movie watchers are more likely to live in Quebec and speak French. They are also most likely to have been born outside of Canada.

MOVIE CONSUMPTION

Watched a movie in past 12 months	86% ⁹⁵
Watched more movies in past 12 months	18% ⁹⁰

Movie Frequency

Heavy	10% ⁷⁸
Medium	42% ⁹⁸
Light	49% ¹⁰⁸

Accompanied By

Spouse/ Partner	38% ⁹⁰
Friends	13% ⁹³
Children	12% ¹⁰⁰
Extended Family	6% ⁸⁶
Myself	36% ¹¹³

Movie Language

English	83% ⁹⁴
French	39% ¹⁴⁴

Top 5 Platforms Used

DVD/BluRay/4k player	16% ¹¹⁴
Online Streaming Service	13% ⁹³
Cable/Satellite TV - standard channels	13% ¹⁰⁸
Cable/Satellite TV - Movie channels	9% ¹⁰⁵
PVR (personal/digital video recorders)	5% ¹²⁵

Viewing Location

Home	67% ¹⁰⁵
Theatre/ Cinema	25% ⁸⁹
Other	8% ¹⁰⁰

DEMOGRAPHICS

<u>Region</u>	
BC/Terr	15% ¹⁰⁷
AB	8% ⁷³
MB/SK	4% ⁵⁷
ON	35% ⁹⁰
QC	31% ¹³⁵
Atlantic	6% ⁸⁶

<u>Gender</u>	
Male	52% ¹⁰⁶
Female	48% ⁹⁴
<u>Mother Tongue</u>	
English	54% ⁸⁴
French	31% ¹³⁵
Other	15% ¹⁰⁷

<u>Age</u>	
Average Age	48.0 ¹⁰⁴
15-34	27% ⁸⁴
35-54	35% ¹⁰⁶
55+	38% ¹⁰⁹

<u>Born in Canada</u>	
Yes	80% ⁹⁶

<u>HH Composition</u>	
Avg. # Children	1.6 ⁹⁴
0 Children	64% ⁹⁷
1 Child	20% ⁹⁵
2 Children	12% ⁹²
3+ Children	5% ¹⁰⁰

Base: All respondents who fall into the Belonging segment, n=617
Index Base: All Respondents, n=3010

**Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*



SEGMENT PROFILE: BELONGING

MOVIE PREFERENCE

Top 5 Genres Watched In

Last 12 Months

Comedy	83% ⁹⁸
Action / Adventure	78% ⁹³
Documentary	76% ¹⁰⁷
Crime / police	75% ⁹⁶
Mystery / Thriller	74% ⁹⁶

Top 5 Last Genres

Watched

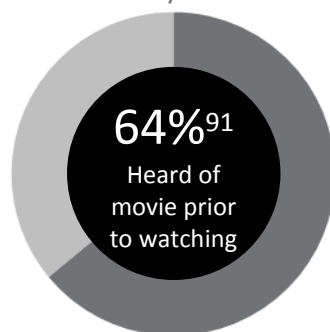
Comedy	18% ¹⁰⁶
Action / Adventure	16% ⁷⁰
Family drama	10% ¹²⁵
Science-fiction	9% ⁸²
Animation	9% ¹²⁹

Movie Type Interest

Feature documentaries	55% ⁹⁵
Canadian movies	55% ⁹⁰
Foreign movies	53% ¹³³
Lower budget independent movies	46% ¹²¹
Movies from Quebec	34% ¹²¹
Big budget Hollywood movies	22% ³¹
3D movies	17% ⁵⁰
Virtual Reality	13% ⁴⁵

Movie Info Sources

TV Commercial	32% ⁹¹
Trailers/previews	30% ⁷⁹
Recommendation from family/friends/colleagues	28% ¹⁰⁰
Professional reviews by movie critics	13% ¹⁰⁸
Facebook	13% ¹⁰⁰



Base: All respondents who fall into the Belonging segment, n=617
Index Base: All Respondents, n=3010

ATTITUDES TOWARDS MOVIES

Need States

Delight	40% ⁹¹
FOMO	24% ⁹²
Grow	21% ¹¹⁷
Idolatry	17% ⁷⁴
Movies & Chill	15% ⁸⁸
Escape	14% ⁶⁷
Bonus Features	14% ¹⁰⁰
Identity/Culture	11% ¹³⁸
Family Time	10% ⁹¹
Sensation	5% ³³
Hang	5% ⁷¹
Cash-Out	2% ¹⁰⁰

Statement Agreement

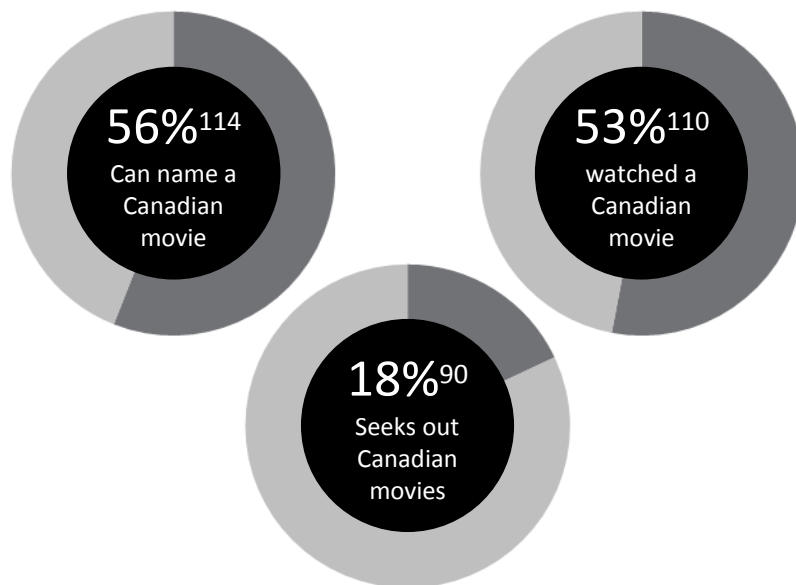
Films are often too violent	50% ¹⁰⁹
There should be more diversity, in general, in film	44% ¹⁰⁵
There aren't enough women-positive films right now	34% ¹⁰⁶
The LGBTQ community needs more content/visibility in film	22% ⁹⁶
There aren't enough films geared towards my age group	20% ¹⁰⁰
My ethnic/cultural group is underrepresented in film	15% ¹⁰⁰
Young people are not represented enough in film	12% ⁸⁶

*Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)



SEGMENT PROFILE: BELONGING

CANADIAN MOVIES



Top 5 Canadian Movies

Room	6%	120
Paul à Québec	4%	200
La passion d'Augustine	3%	300
Guibord s'en va-t-en guerre	3%	150
La guerre des tuques	3%	100

Top 5 Canadian Documentaries

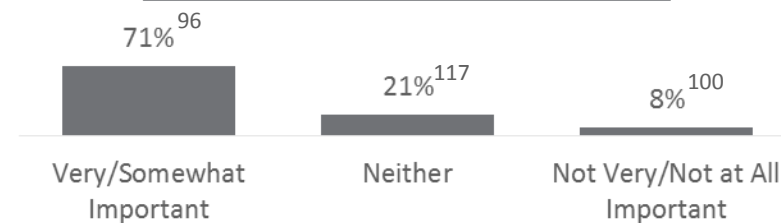
Nature of Things	4%	125
Découvertes	2%	150
Fifth Estate	2%	100
CBC/Doc Zone	1%	200
Cities/provinces/geographic areas	1%	200

TELEFILM

Telefilm Awareness



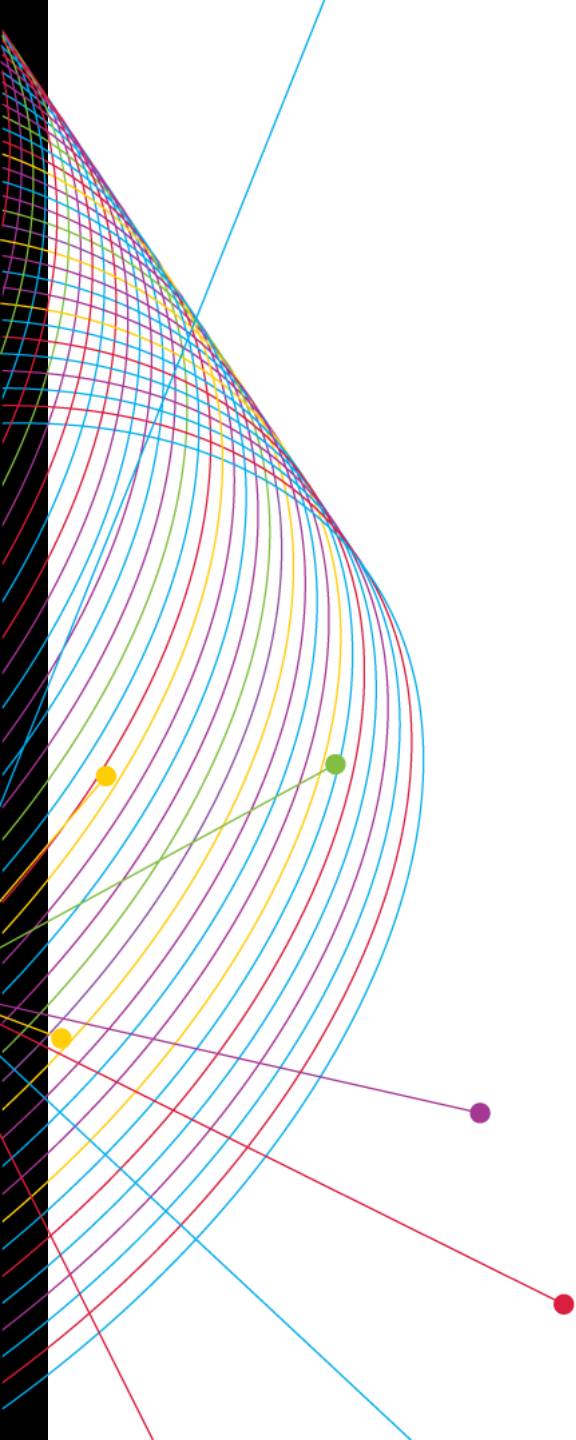
Importance of the Role of Telefilm



Base: All respondents who fall into the Belonging segment, n=617
Index Base: All Respondents, n=3010

**Numbers in superscription indicate results among segments compared to overall average (e.g. 100 indicates parity with overall average)*

APPENDICES

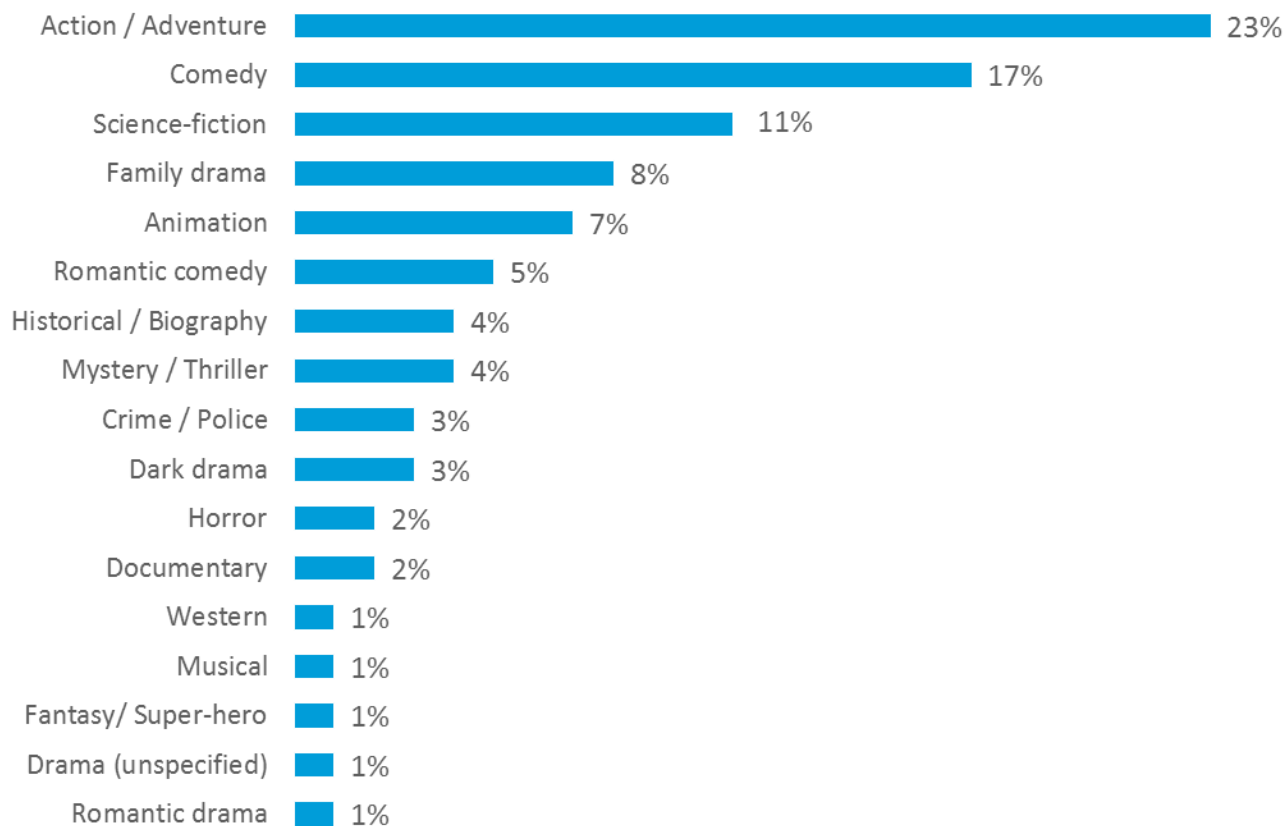


MOVIE VIEWING HABITS BASED ON LAST MOVIE WATCHED



ACTION/ADVENTURE IS MOST RECENTLY WATCHED GENRE

Genre of last movie watched



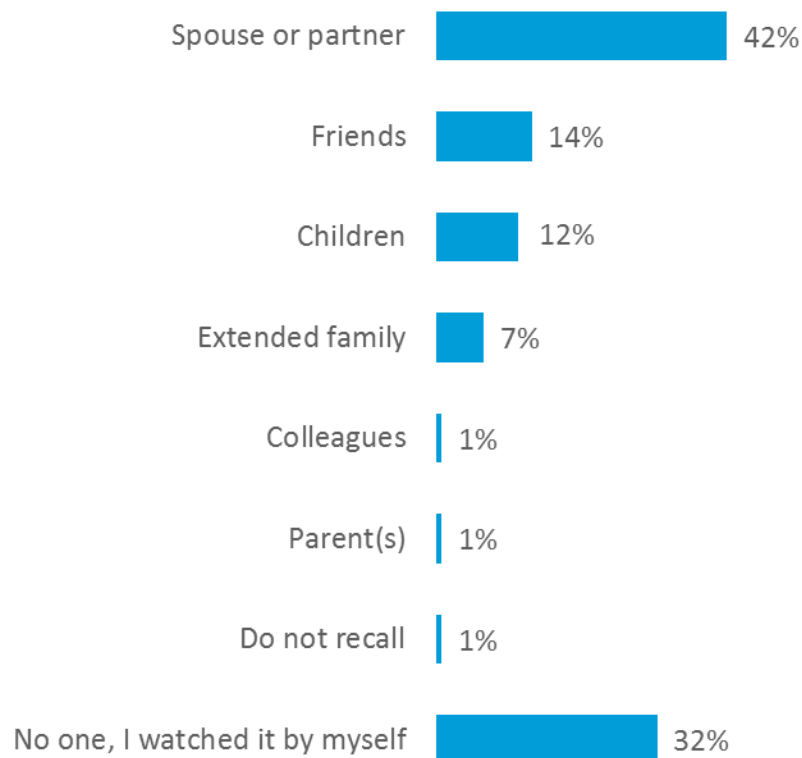
**Responses <1% not shown*

QB2. How would you classify the last movie you watched when it comes to film genre?

Base: Those Who Have Watched A Movie In The Past 12 Months, n=2741

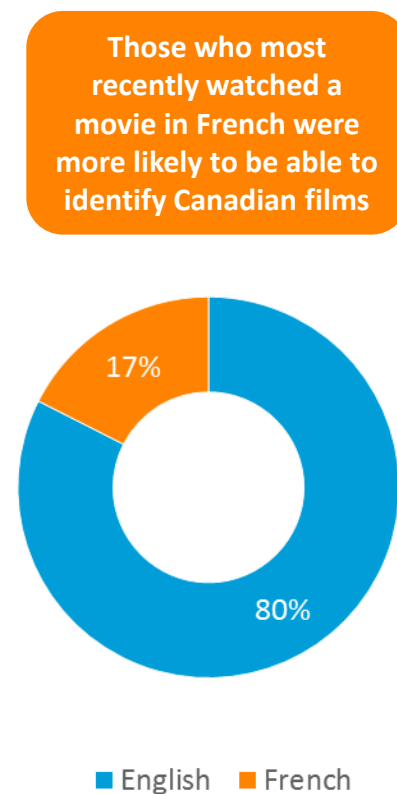
2-IN-5 WATCHED LAST MOVIES WITH SPOUSES OR PARTNERS WHILE 1-IN-3 WATCHED ALONE

Who respondents watched last movie with



**Responses <1% not shown*

Language of last movie watched



**Responses <1% not shown*

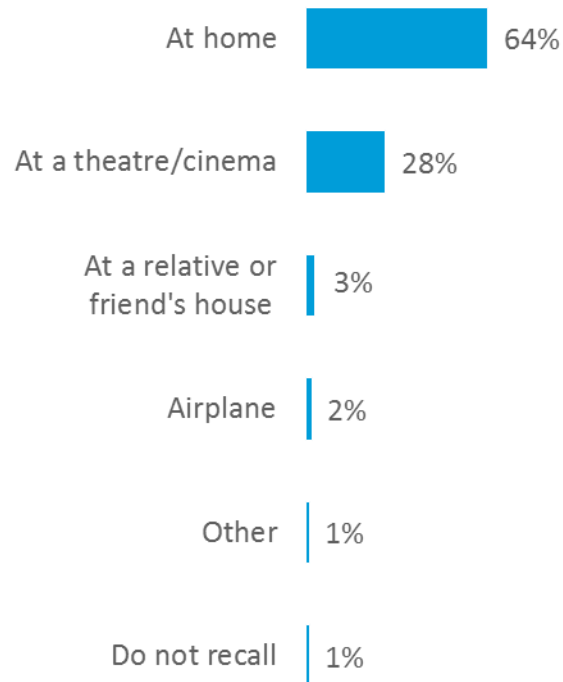
QB3. Who were you with when you viewed the last movie you watched?

QB8. In what language did you view the last movie you watched?

Base: Those Who Have Watched A Movie In The Past 12 Months, n=2741

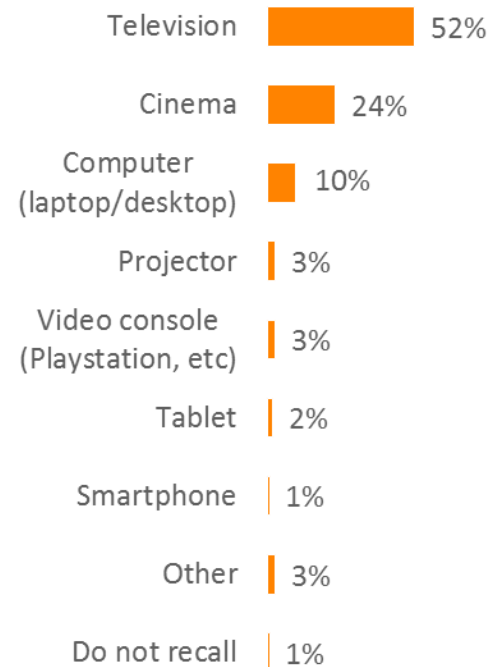
MOST VIEWERS WATCHED THEIR LAST MOVIES AT HOME USING TELEVISION

Location last movie was watched



Responses <1% not shown

Device used to watch last movie



Those aged 55+ are most likely to have watched their last movie on television

Those aged 15-34 are most likely to have watched their last movie on a computer, video console, and smartphone

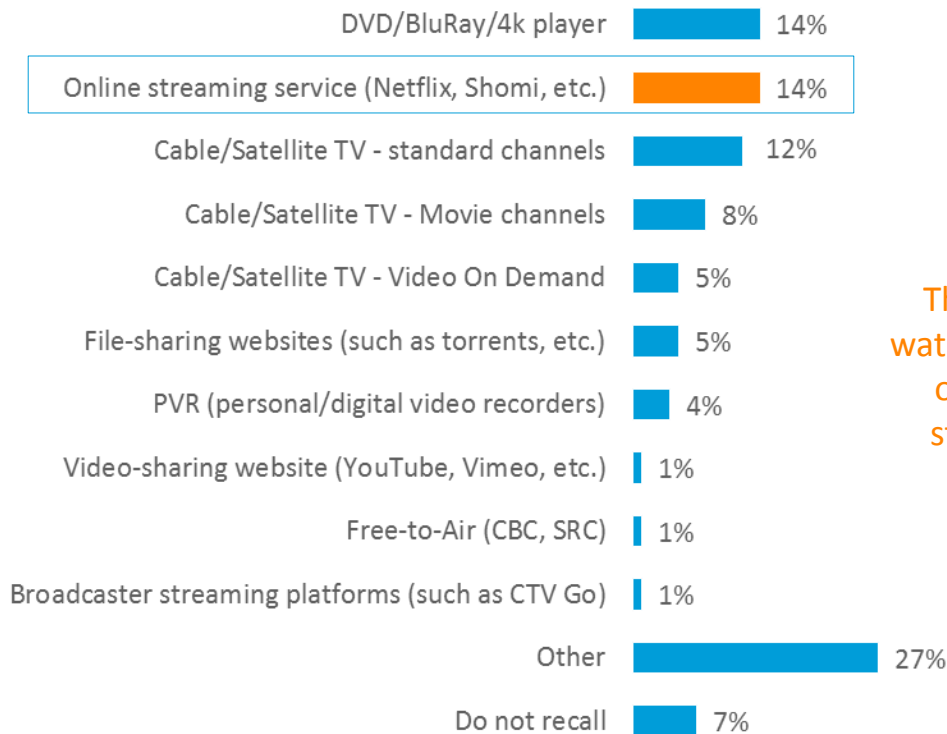
QB4. Where were you when you viewed the last movie you watched?

QB5. What device did you use to view the last movie you watched?

Base: Those Who Have Watched A Movie In The Past 12 Months, n=2741

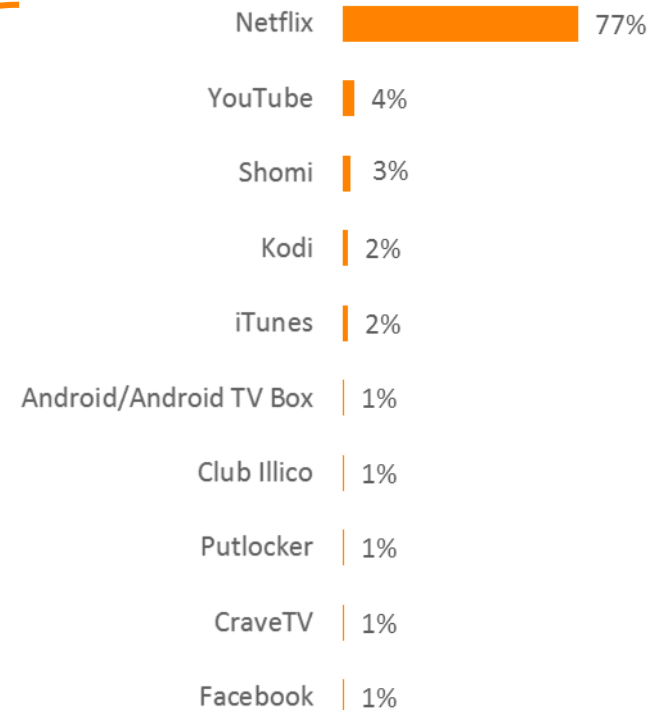
ONLINE STREAMING IS A POPULAR PLATFORM FOR MOVIE VIEWING; NETFLIX DOMINATES THE MARKET

Platform used to watch last movie



Responses <1% not shown

Online platform used to watch last movie



Responses <1% not shown

Those who
watched movie
on online
streaming
service

QB6. On which of the following platforms did view you the last movie you watched?

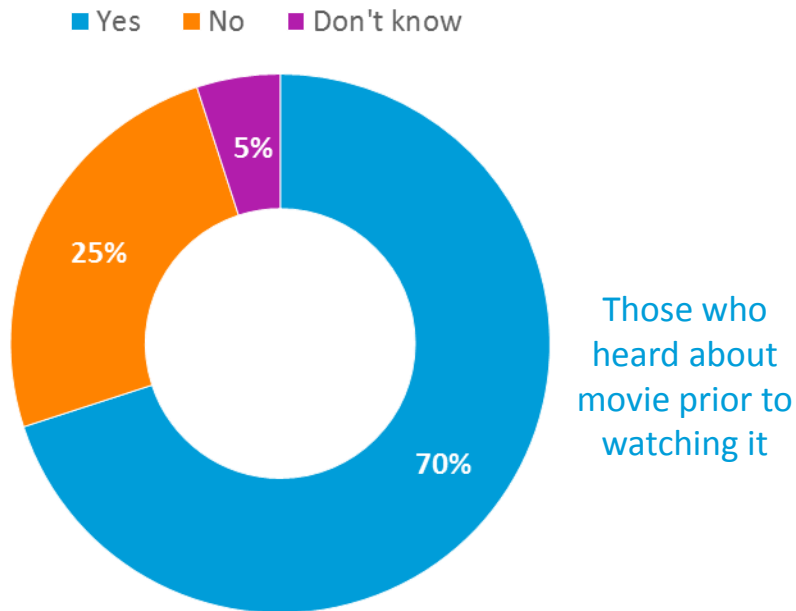
QB6A. On which of the following online platforms did you view the last movie you watched?

Base: Those Who Have Watched A Movie In The Past 12 Months, n=2741

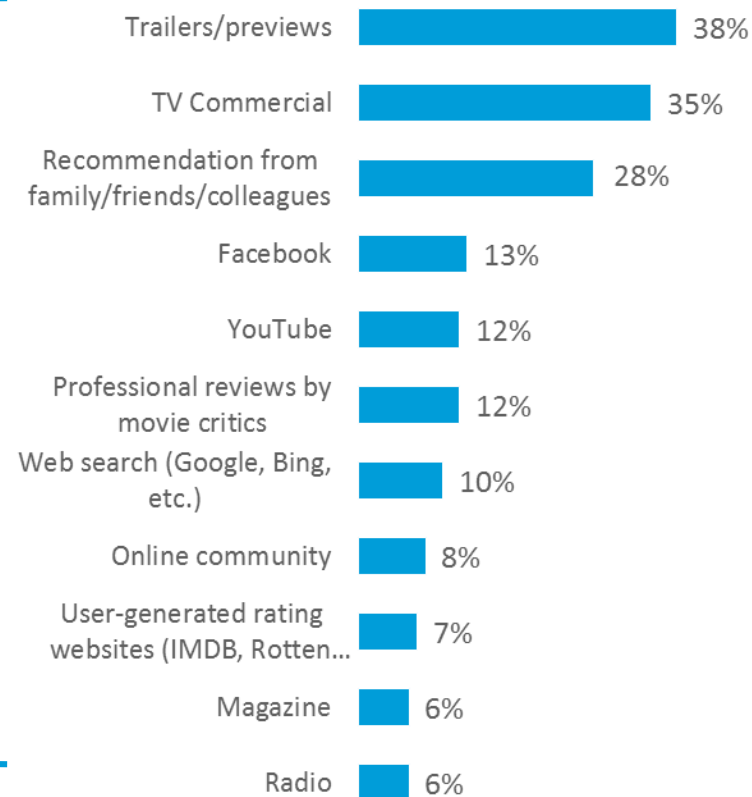
Base: Those Who Have Watched Content On Online Streaming Service, n=395

7-IN-10 HEARD ABOUT THE MOVIE BEFORE WATCHING; TRAILER IS THE DOMINANT INFORMATION SOURCE

Whether respondents heard about the movie prior to viewing



Top 10 sources of information about movies prior to viewing



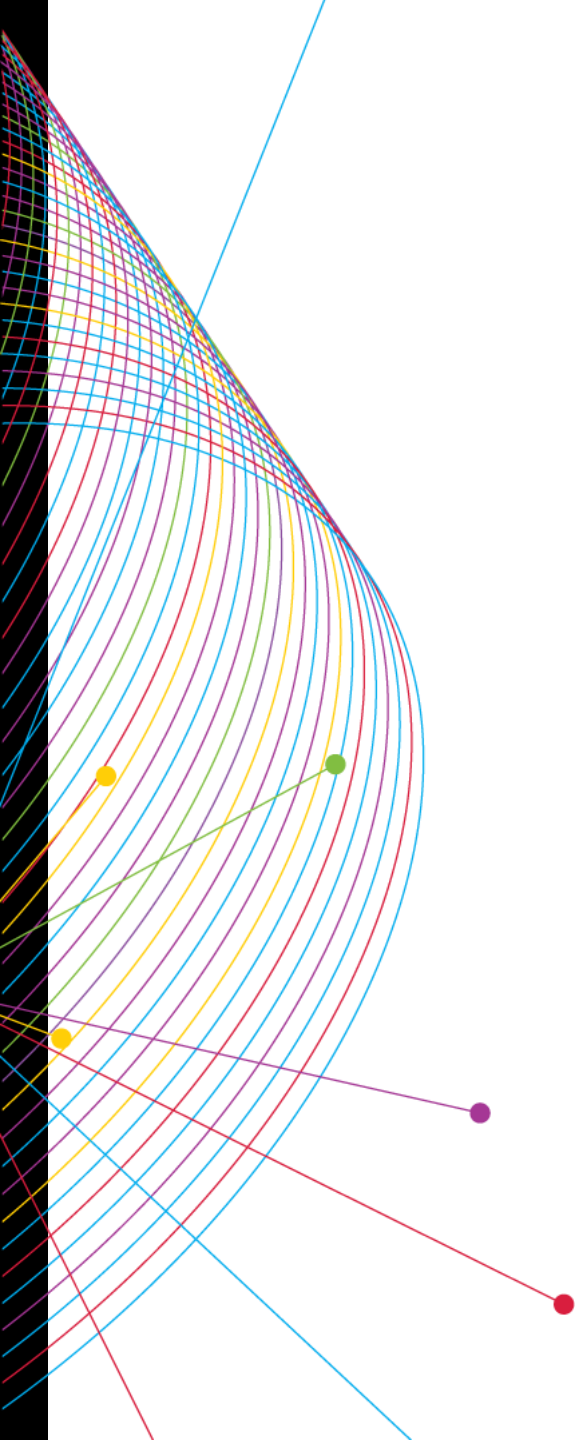
QB7A. Did you hear about the last movie you watched prior to viewing?

QB7B. Where did you hear about the last movie you watched prior to viewing it?

Base: Those Who Have Watched A Movie In The Past 12 Months, n=2741

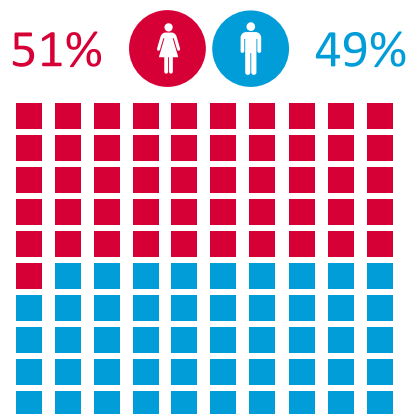
Base: Those Who Heard About The Movie Prior To Viewing, n=1944

DEMOGRAPHICS

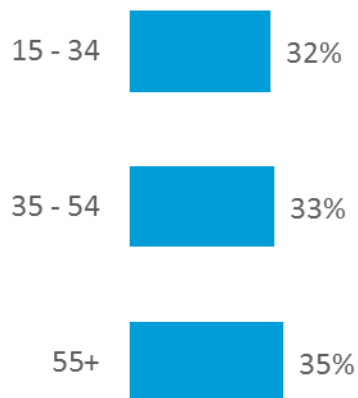


DEMOGRAPHICS

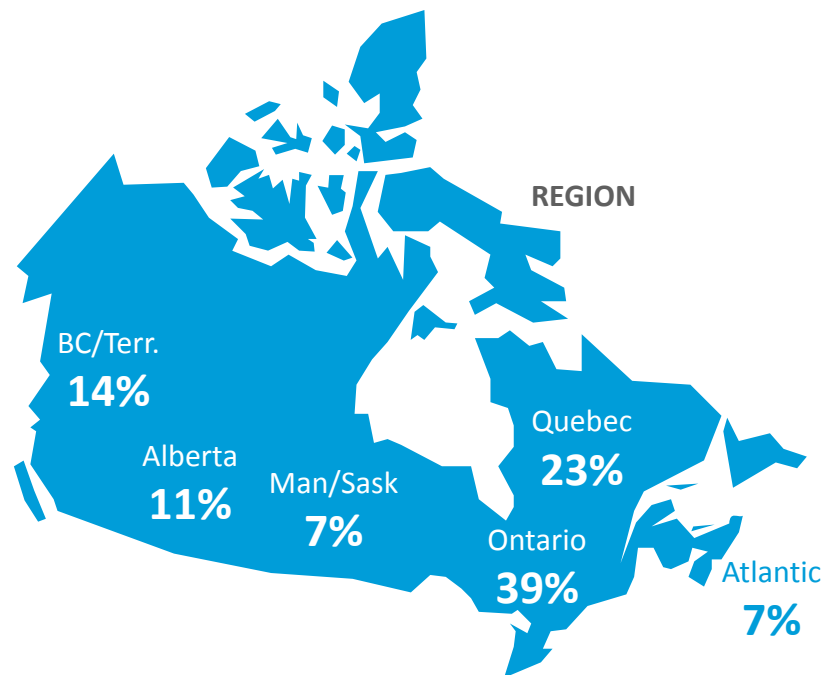
GENDER



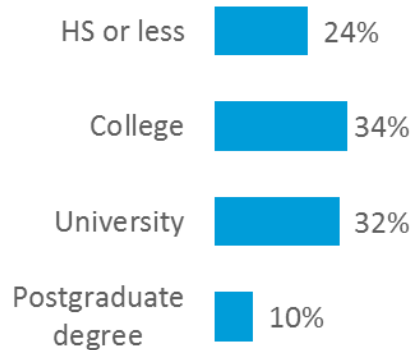
AGE GROUPS



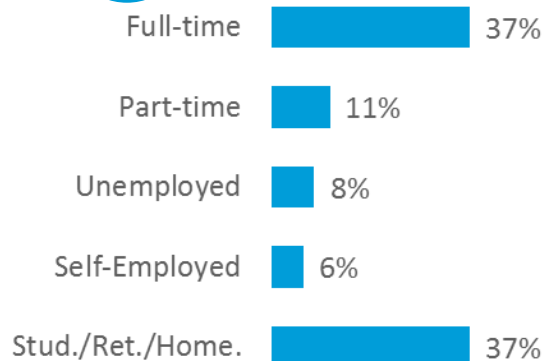
REGION



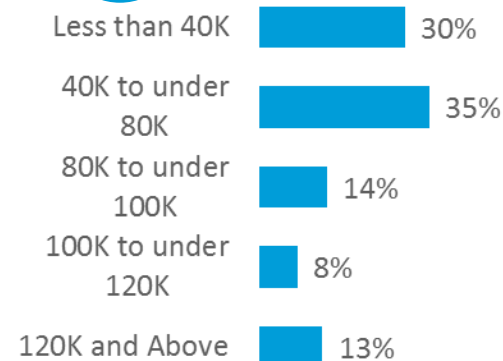
EDUCATION



EMPLOYMENT



INCOME



A large, bright yellow graphic in the shape of a stylized letter 'T' is positioned on the right side of the slide. It has rounded corners and a thick, solid color.

Thank you

**For any questions, please
contact sr@telefilm.ca**