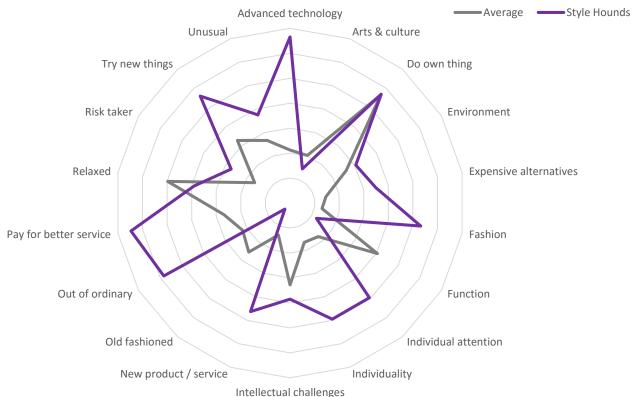


SUMMARY

- Very brand/ fashion conscious
- Do not want to be seen as old fashioned
- Early adopters
- Risk takers they live a full and active life
- Like to be part of the latest trends
- Strongly influenced by others
- Ready to spend money
- Will pay for better service which to them means more to do or more fun
- No real interest in sophisticated arts, or cerebral activities
- Fun and excitement is what defines a good time



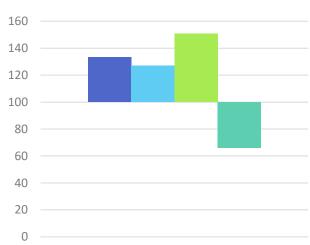


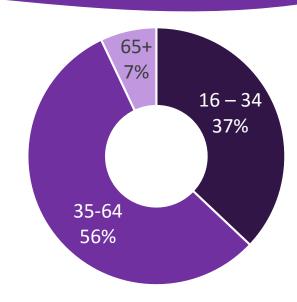


DEMOGRAPHICS

- 9% of GB Population
- Older segment
- Slightly more females
- 7% have children living at home
- Lower social SEG 63% in C2DEF
- 41% are retired / not working









■ Young Family

Older Family

Older Independents

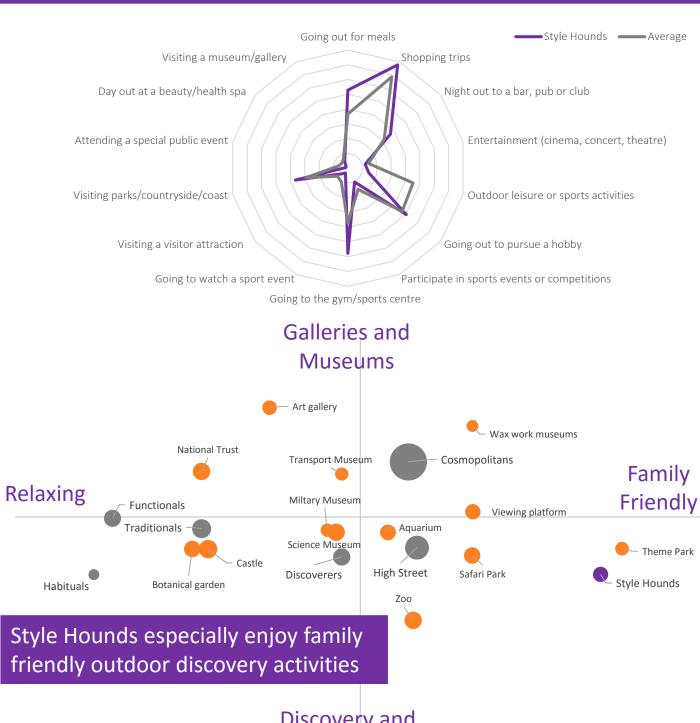






LEISURE PREFERENCES

A mix of relaxing and active leisure activities





Discovery and Exploration

Followers
 Circle size is proportionate to the amount of variance explained



LEISURE MOTIVATIONS

Sociable, active and outdoorsy

Top motivations for visiting attractions and museums

- 1. To enjoy time with friends and family
- 2. To have fun
- 3. To be fascinated and absorbed
- 4. To learn something
- 5. To enjoy some fresh air and exercise

Top motivations for visiting parks, countryside and coast

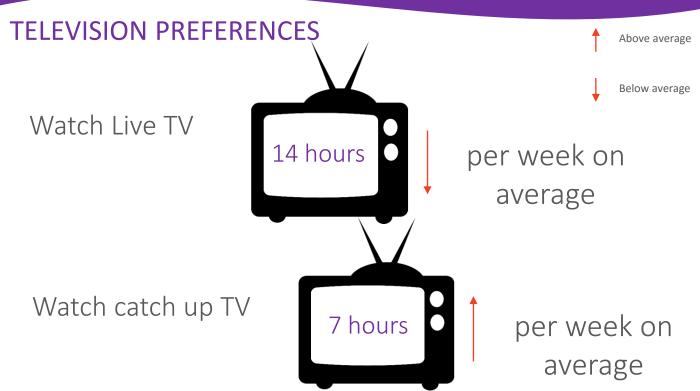
- 1. To enjoy time with friends and family
- 2. To enjoy some fresh air and exercise
- 3. For the views / scenery
- 4. To have fun
- 5. Peace and relaxation

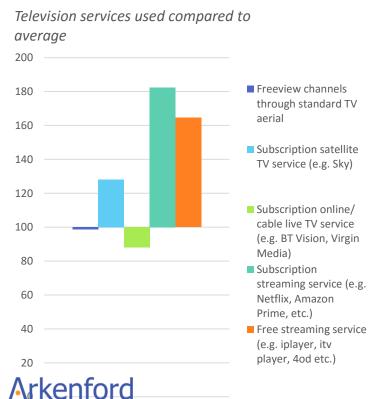
Top motivations for outdoor leisure or sports activity

- 1. To improve my overall fitness and health
- 2. To relieve stress / getaway
- 3. To improve my self-esteem

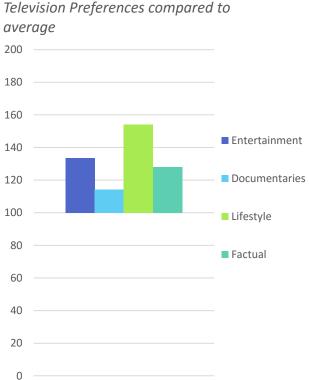








bright 🥸 minds





INTERNET USE

Above average Below average

At home...

At work...

On the go...

76%

44%

86%

83%

54% 🕇

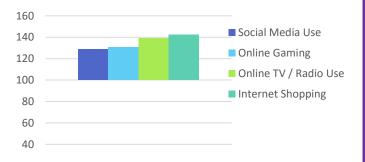
3%

2%

15%

1%

Internet Usage



It's an efficient/easy place to buy stuff

Rounded internet users, making use of the information, products and entertainment that the internet offers

What makes the internet valuable...

Style Hounds ——Average

It is a great place to socialise with friends

It puts me in touch with people who share my interests

It enables me to access content/watch events I would not otherwise see

It is a good teaching/learning resource

It's great entertainment

It expands my horizons



It's a great place to meet new people

It is a great way to stay informed about what's happening, what's new

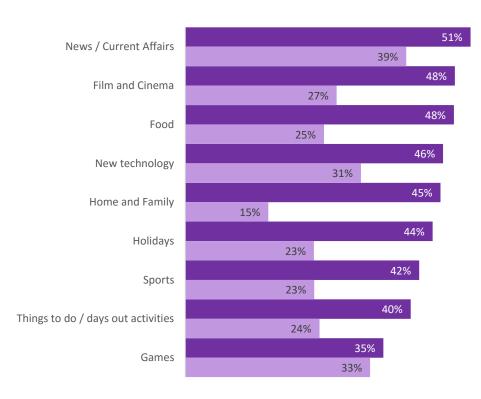
It's convenient/It saves an enormous amount of time

It is a great way to compare prices and choose between products can find stuff I would never otherwise know about or have access to

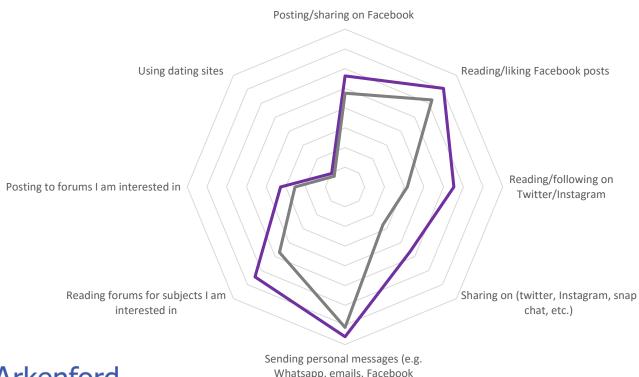




SOCIAL MEDIA



- Proportion who follow this type of company on social media
- Proportion who are first to talk about what they have seen from these companies



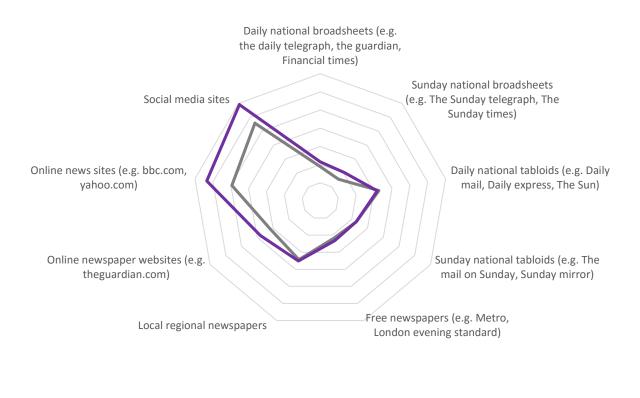


Whatsapp, emails, Facebook messenger)





OTHER MEDIA USE



Average Style Hounds





TOP BRANDS

Mainstream but upmarket, providing a family friendly offer























Food

John Lewis



Local traditional pubs and independent restaurants

Shopping





SUMMARY

- Strong, active and confident
- Do what they want rather than follow any particular fashion
- Stylish people but it is individuality rather than fashion that is important to them
- Comfortable trying new things that are out of the ordinary
- Happy to adopt traditional values when appropriate
- Early adopters but this is generally based on their personal interest in new products and opportunities rather than on fashion trends. A result of this is that they are early to try out new products, especially in the field of new technology
- Value and seek functionality in their purchases
- High-spending market and find it easy to justify buying expensive alternatives
- To be given individual attention is very important for Cosmopolitans and they are willing to pay for it
- Are risk takers and this is reflected in their purchases and their desire for things that are new and different. They like new challenges, both physical and intellectual
- Have an appreciation of art and culture
- Life for this group is full and active, yet peace and relaxation is still valued in the right circumstances







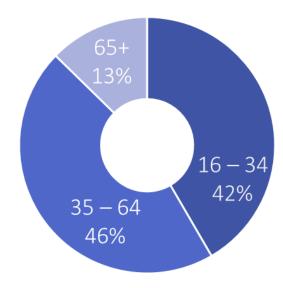


DEMOGRAPHICS

- 19% of GB Population
- Younger side of the market
- Slightly more males
- 37% have children living at home
- High social segment 64% in ABC1
- 11% are retired / not working

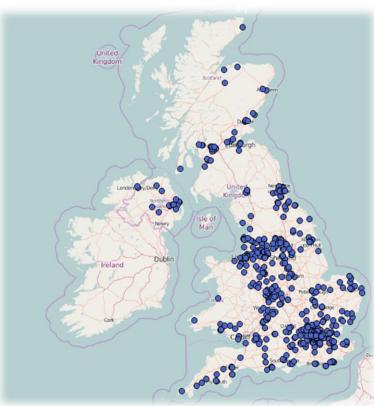








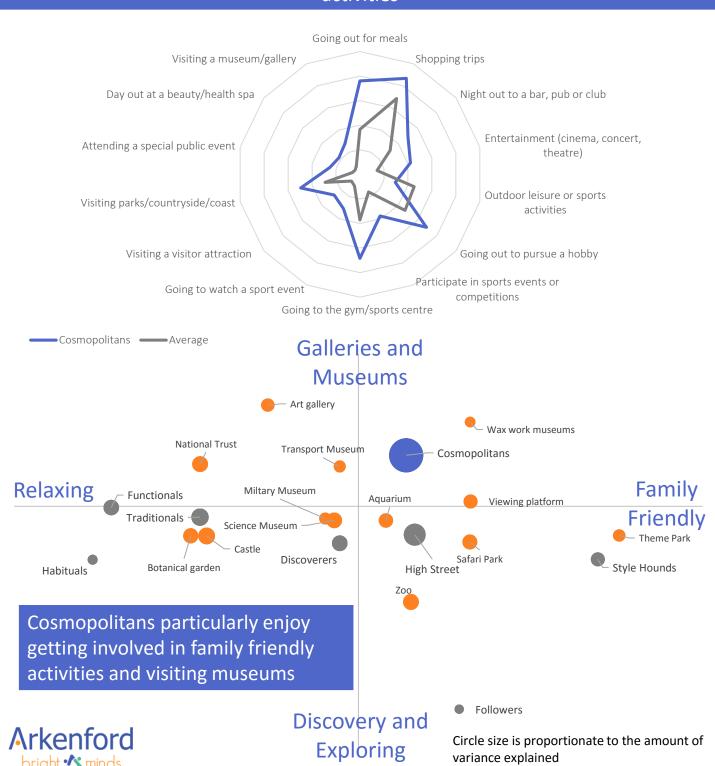






LEISURE PREFERENCES

Cosmopolitans are an open minded segment who enjoy a wide variety of leisure activities





LEISURE MOTIVATIONS

Social animals who don't switch off easily. Relaxation is found through learning and exercise

Top motivations for visiting attractions and museums

- 1. To enjoy time with friends and family
- 2. To learn something
- 3. To be fascinated and absorbed
- 4. To have fun
- 5. To see awe inspiring places

Top motivations for visiting parks, countryside and coast

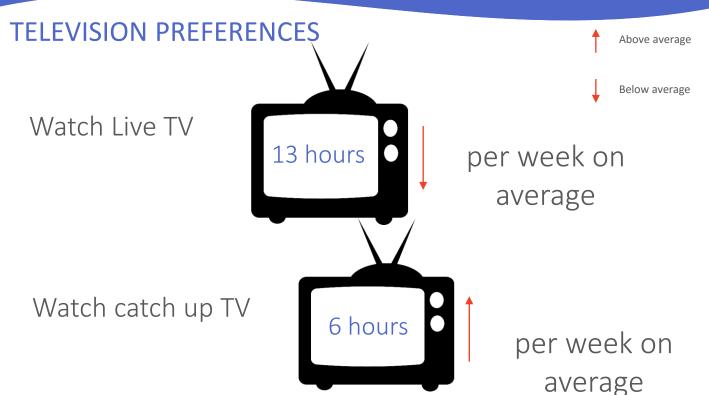
- 1. To enjoy some fresh air and exercise
- 2. For the views / scenery
- 3. To enjoy time with friends and family
- 4. Peace and relaxation
- 5. To have fun

Top motivations for outdoor leisure or sports activity

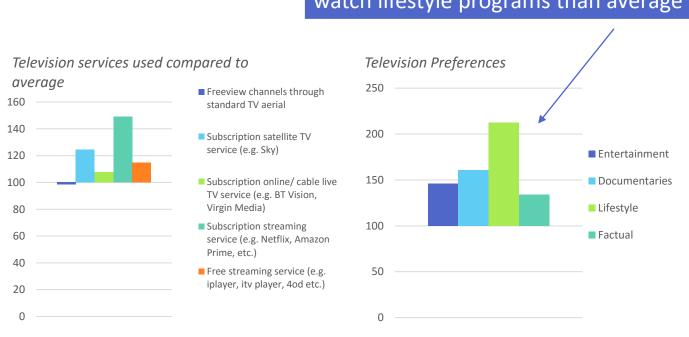
- 1. To improve my overall fitness and health
- 2. To relieve stress / getaway
- 3. To achieve specific goals







Cosmopolitans are twice as likely to watch lifestyle programs than average







INTERNET USE

Above average Below average

At home...

At work...

On the go...

68%

38%

80%

90%

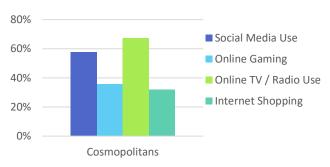
57% ↑

16% 1

4%

4%

Internet Usage



Cosmopolitans are rounded internet users, using the internet for information, entertainment and social purposes

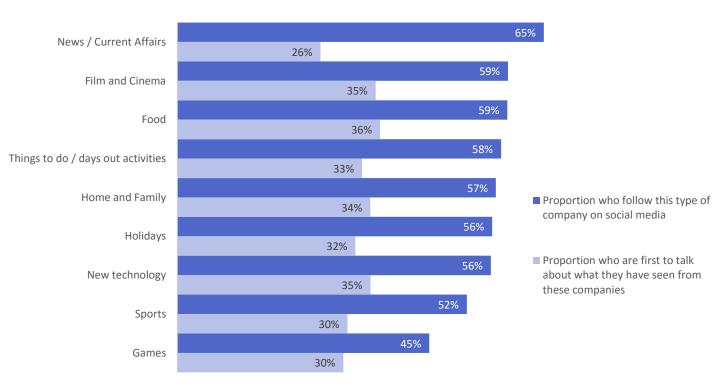
What makes the internet valuable...

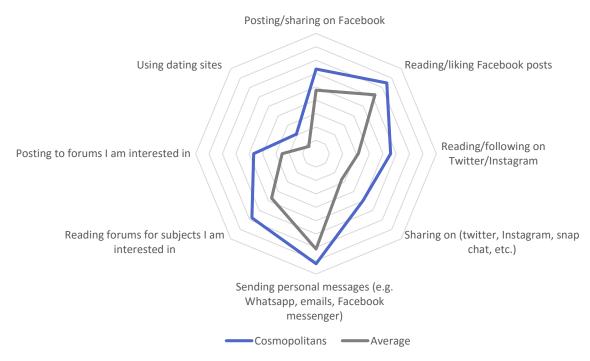
Cosmopolitans ——Average





SOCIAL MEDIA









OTHER MEDIA USE

Daily national broadsheets (e.g. the daily telegraph, the guardian, Financial times) Sunday national broadsheets (e.g. The Sunday Social media sites telegraph, The Sunday times) Daily national tabloids (e.g. Daily mail, Daily Online news sites (e.g. bbc.com, yahoo.com) express, The Sun) Online newspaper websites (e.g. Sunday national tabloids (e.g. The mail on theguardian.com) Sunday, Sunday mirror) Free newspapers (e.g. Metro, London evening Local regional newspapers standard) Average ——Cosmopolitans





TOP BRANDS

Preferred brands are mainstream but upmarket providing a convenient service







Food







Technology

















Local traditional pubs and independent restaurants



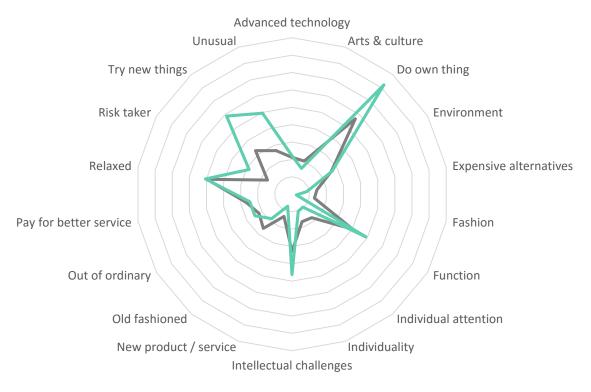
Shopping





SUMMARY

- Independent individualists
- Not worried about what others might think
- Little influenced by style or brand unless it represents their personal values
- Value technology, new products, services and experiences
- Function far out rates style as a purchase driver
- High spenders on what they want but intolerant of substitutes or image based advertising
- Live a relatively relaxed pace of life
- Enjoy intellectual challenges but 'arts and culture' are often negatively perceived
- Value good service which means enabling them to do what they want





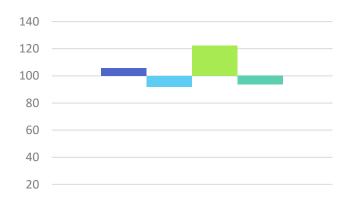


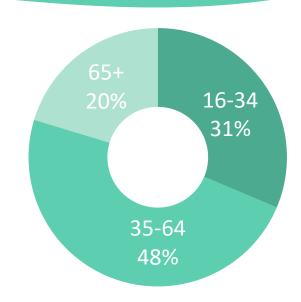


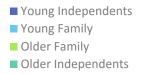
DEMOGRAPHICS

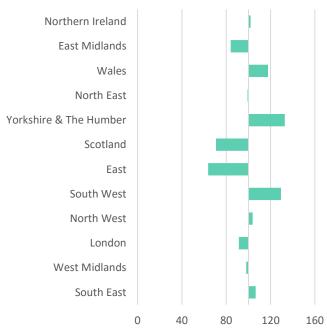
- 12% of GB Population
- Mixed ages
- Even split of males and females
- 25% have children living at home
- Lower social SEG 50% in C2DEF
- 31% are retired / not working

Life stage – Proportionate change from average









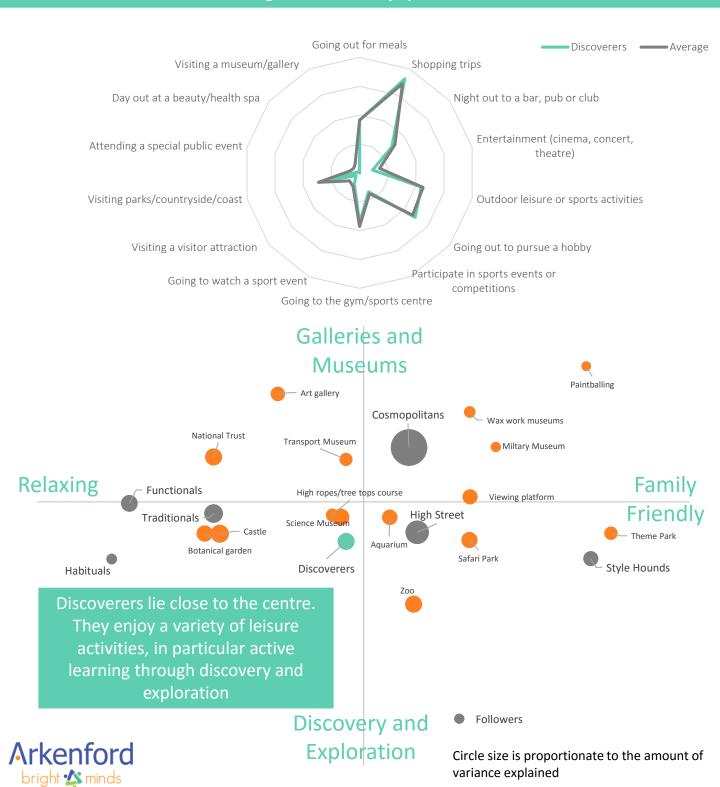






LEISURE PREFERENCES

Active segment who enjoy the outdoors





LEISURE MOTIVATIONS

Leisure activities are all about experiencing the outdoors, socialising, having fun and learning

Top motivations for visiting attractions and museums

- 1. To enjoy time with friends and family
- 2. To have fun
- 3. To learn something
- 4. To be fascinated and absorbed
- 5. To enjoy some fresh air and exercise

Top motivations for visiting parks, countryside and coast

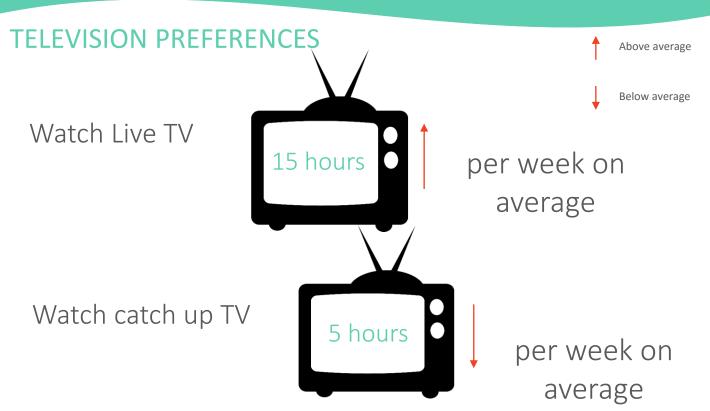
- 1. To enjoy some fresh air and exercise
- 2. To enjoy time with friends and family
- 3. For the views / scenery
- 4. To have fun
- 5. For the nature / wildlife

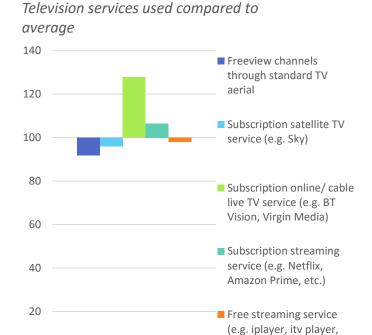
Top motivations for outdoor leisure or sports activity

- 1. To improve my overall fitness and health
- 2. To relieve stress / getaway
- 3. To socialise with friends / meet new people



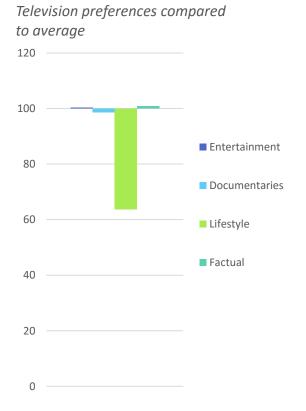






bright 🕸 minds

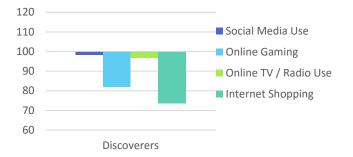
4od etc.)





Above average	Д		~
Below average			# 0
At home	63%	87% ↓	6%
At work	26% 1	39% ↓	0% ↓
On the go	72%	4% ↓	1% ↓

Internet Usage



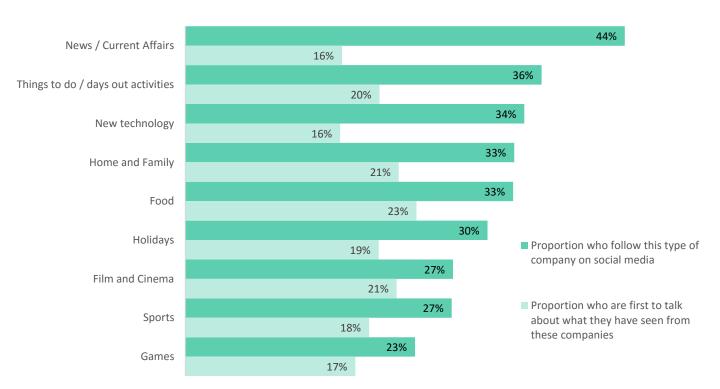
Internet is an efficient and convenient information source

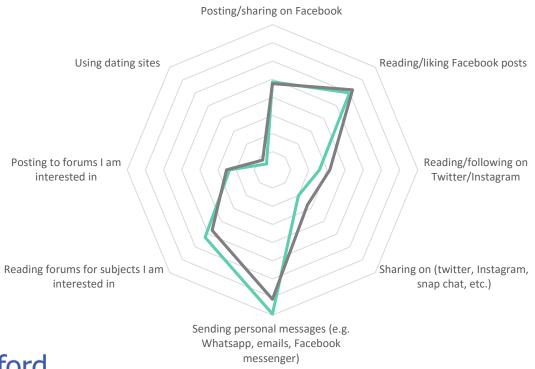
What makes the internet valuable...





SOCIAL MEDIA









OTHER MEDIA USE

Daily national broadsheets (e.g. the daily telegraph, the guardian, Financial times) Sunday national broadsheets (e.g. The Social media sites Sunday telegraph, The Sunday times) Online news sites (e.g. bbc.com, Daily national tabloids (e.g. Daily mail, yahoo.com) Daily express, The Sun) Online newspaper websites (e.g. Sunday national tabloids (e.g. The mail theguardian.com) on Sunday, Sunday mirror) Free newspapers (e.g. Metro, London Local regional newspapers evening standard)





TOP BRANDS

Convenience and value for money

Travel & Leisure









Technology







TESCO







Food





Local traditional pubs and independent restaurants

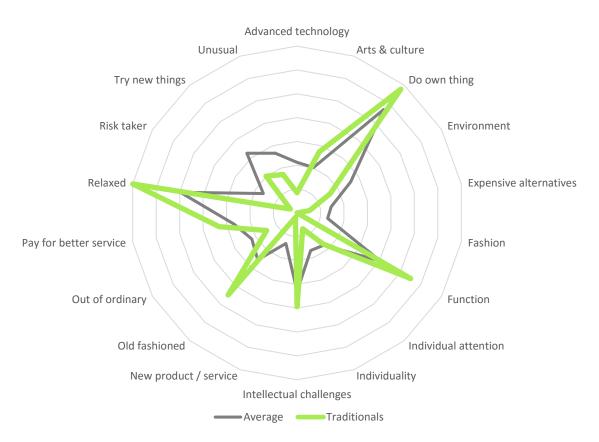
Shopping





SUMMARY

- Self reliant and independent
- Hold traditional values
- Unlikely to justify spending on expensive alternatives.
- Value more traditional established brands
- Functionality is far more important than style and individuality
- Value, and will pay for, good service, which for them means recognition and individual attention
- Relaxed pace of life
- Enjoy intellectual challenges, arts and culture





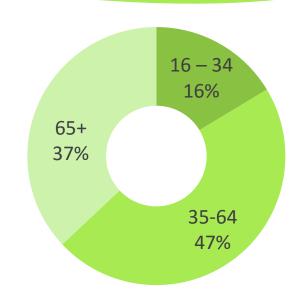


DEMOGRAPHICS

- 11% of GB Population
- Older segment
- Slightly more females
- 14% have children living at home
- Lower social SEG 55% in C2DEF
- 37% are retired / not working

Life stage - proportionate change from average





■ Young Independents

Young Family

Older Family

Older Independents

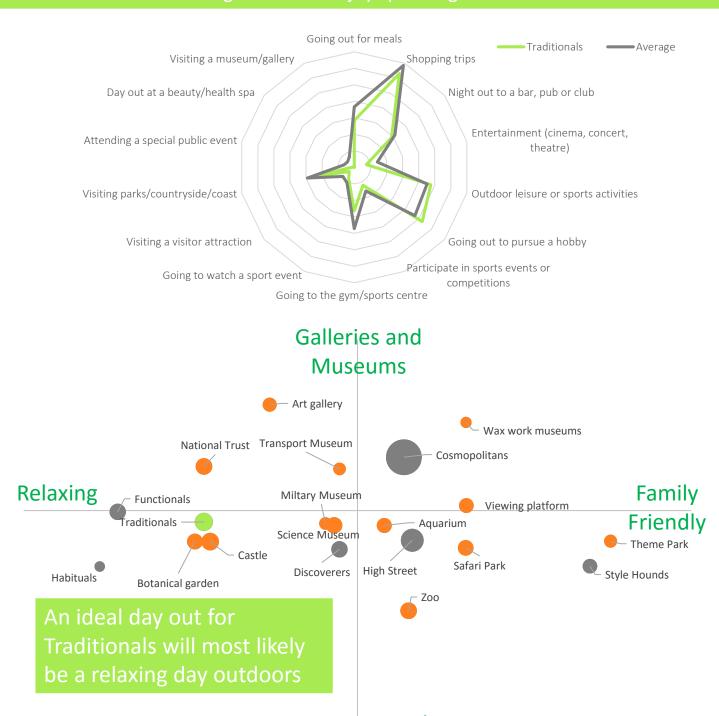






LEISURE PREFERENCES

Relaxed segment who enjoy spending time outdoors





Discovery and Exploration

Followers

Circle size is proportionate to the amount of variance explained



LEISURE MOTIVATIONS

Sociable and relaxed, interested in intellectual pursuits

Top motivations for visiting attractions and museums

- 1. To enjoy time with friends and family
- 2. To be fascinated and absorbed
- 3. To learn something
- 4. To have fun
- 5. To experience what life was like in the past

Top motivations for visiting parks, countryside and coast

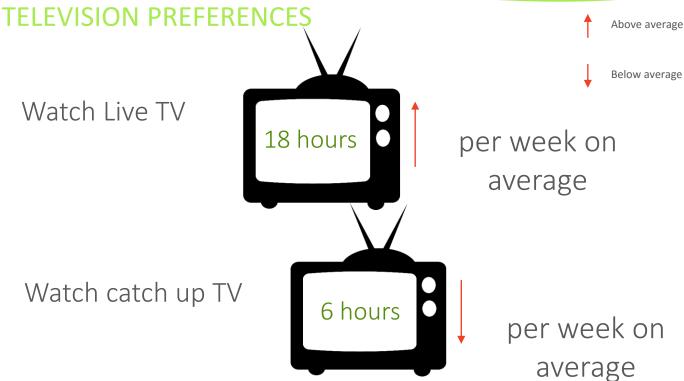
- 1. For the views / scenery
- 2. To enjoy some fresh air and exercise
- 3. To enjoy time with friends and family
- 4. To gain some peace and relaxation
- 5. For the nature / wildlife

Top motivations for outdoor leisure or sports activity

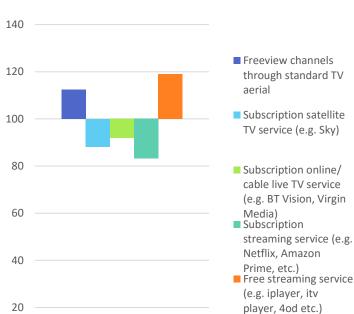
- 1. To improve my overall fitness and health
- 2. To relieve stress / getaway
- 3. To socialise with friends / meet new people



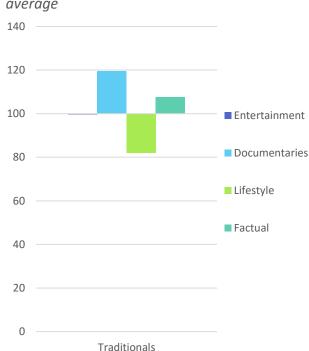








Television preferences compared to average







	RIN	
	1 / I /	O_{DL}

Above average Below average

At home...

At work...

On the go...

53%

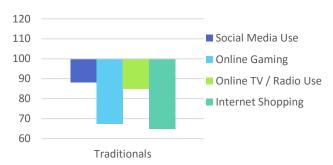
17%

60%

17% J

3%

Internet Usage



Internet is an efficient and convenient information and shopping source

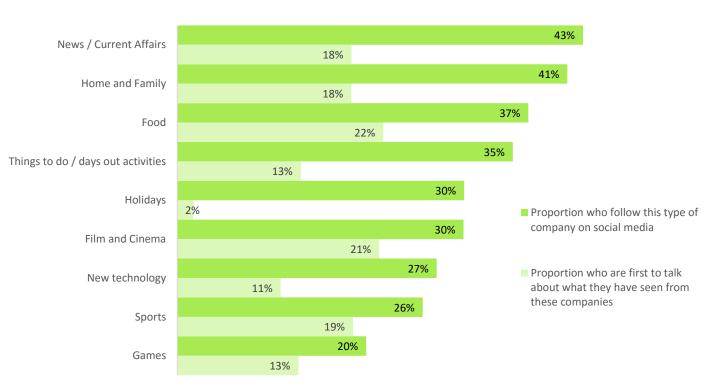
What makes the internet valuable...

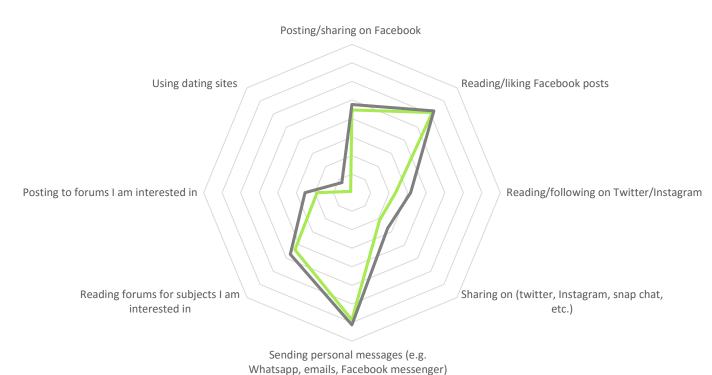
Traditionals -Average





SOCIAL MEDIA

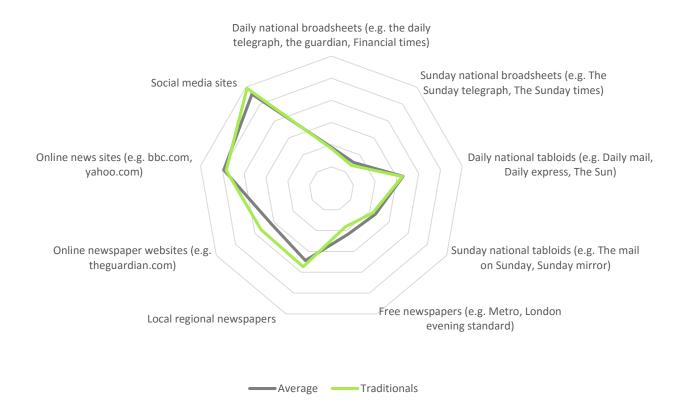








OTHER MEDIA USE

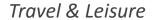






TOP BRANDS

Established brands providing a convenient service











Technology







TESCO







Food





Local traditional pubs and independent restaurants

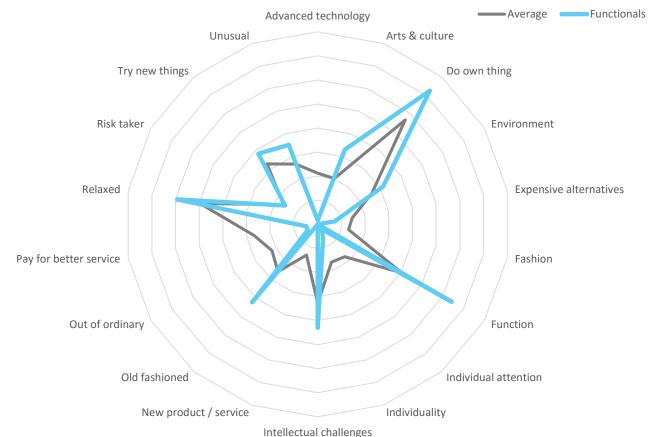
Shopping





SUMMARY

- Self reliant
- Very price driven and value functionality strongly over style
- Traditional values
- Not prepared to pay for fashion, style or individuality
- Not early adopters of new ideas
- Interested in new experiences, and happy to try things new to them
- Enjoy intellectual challenges, traditional arts and culture
- Resistant to spending
- Service is something that they expect as opposed to something they will pay extra for



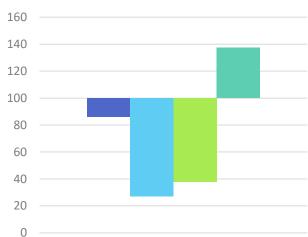


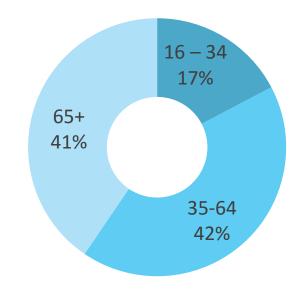


DEMOGRAPHICS

- 9% of GB Population
- Older segment
- Slightly more females
- 7% have children living at home
- Lower social SEG 63% in C2DEF
- 41% are retired / not working

Life stage





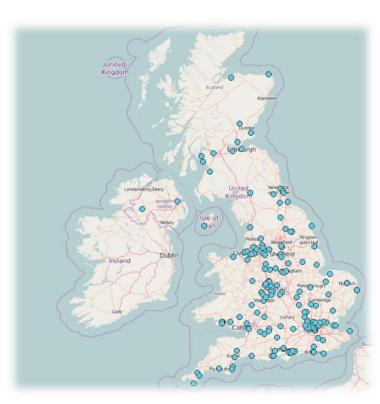
■ Young Independents

Older Independents

Young Family

Older Family

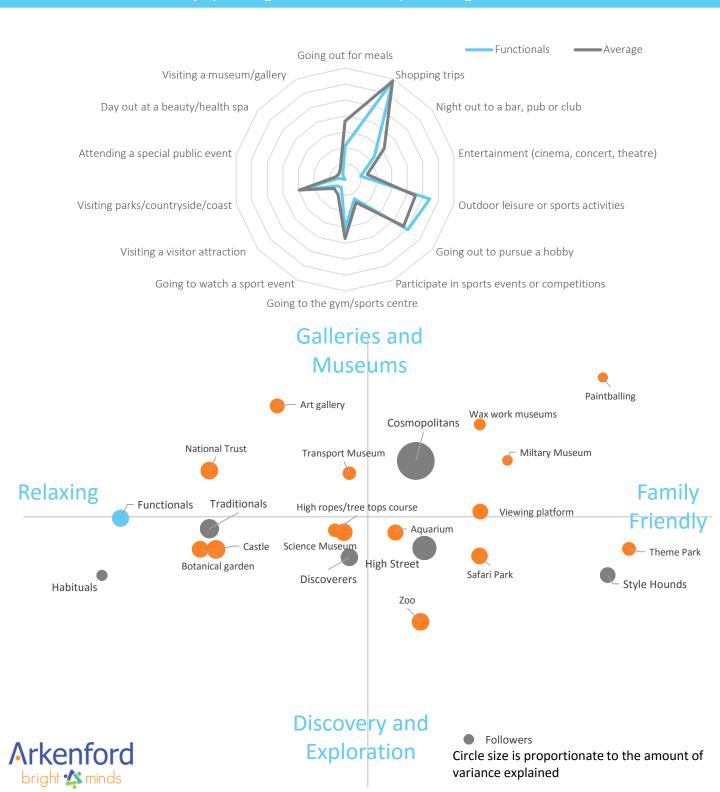






LEISURE PREFERENCES

Enjoy being outdoors and pursuing hobbies





LEISURE MOTIVATIONS

Intellectual and outdoorsy segment

Top motivations for visiting attractions and museums

- 1. To enjoy time with friends and family
- 2. To be fascinated and absorbed
- 3. To learn something
- 4. To have fun
- 5. To experience what life was like in the past

Top motivations for visiting parks, countryside and coast

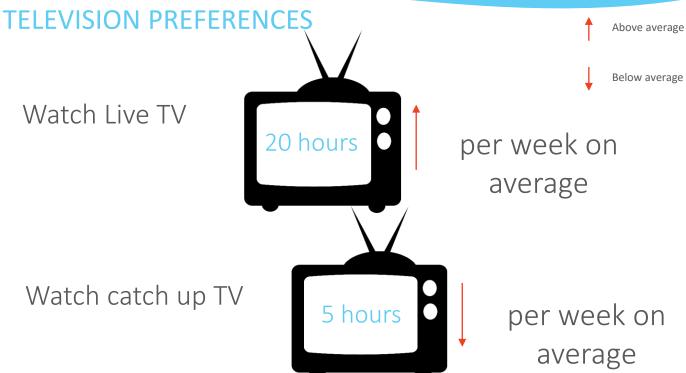
- 1. To enjoy some fresh air and exercise
- 2. For the views / scenery
- 3. Peace and relaxation
- 4. To enjoy time with friends and family
- 5. For the nature / wildlife

Top motivations for outdoor leisure or sports activity

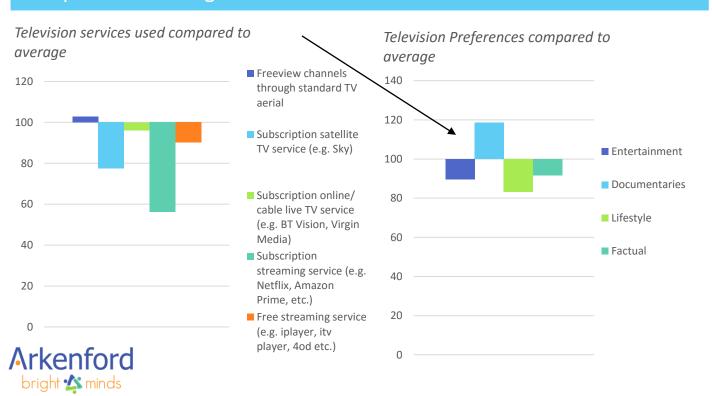
- 1. To improve my overall fitness and health
- 2. To relieve stress / getaway
- 3. To achieve specific goals







Functionals show a strong preferences towards documentaries compared to average





Above average			
Below average			
At home	45% ↓	97% 🕇	7%

17%

On the go... 51%

1% ↓

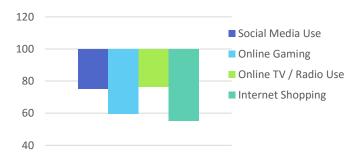
31% 👃

1%

0%

Internet Usage

At work...



The internet is valued for the information and products that it provides

What makes the internet valuable...

——Functionals ——Average

It's an efficient/easy place to buy stuff

It's a great place to meet new people

It puts me in touch with people who share my interests

It is a great source of information

It is a great way to stay informed about what's happening, what's new

It is a good teaching/learning resource

It's convenient/It saves an enormous amount of time

It is a great place to socialise with friends

Arkenford bright & minds

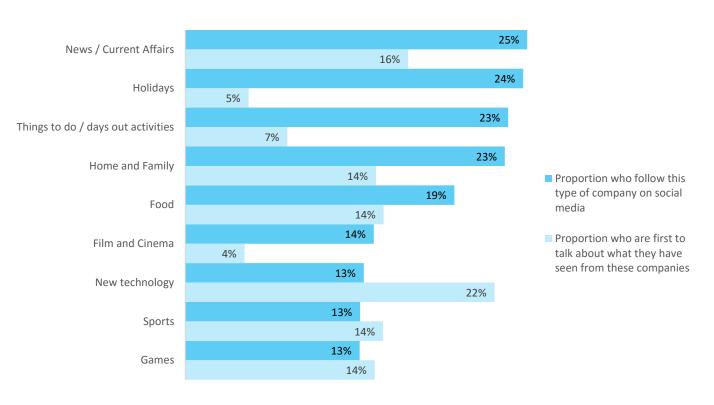
It's great entertainment

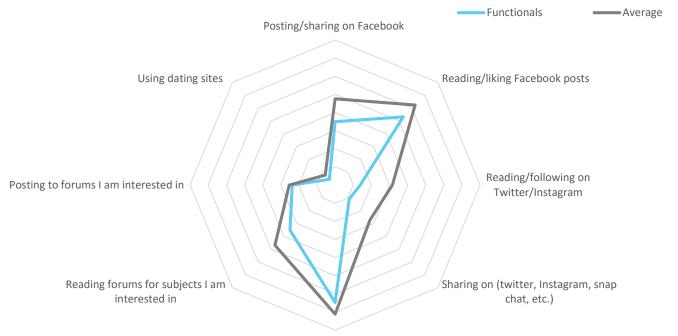
It expands my horizons

It is a great way to compare prices and



SOCIAL MEDIA



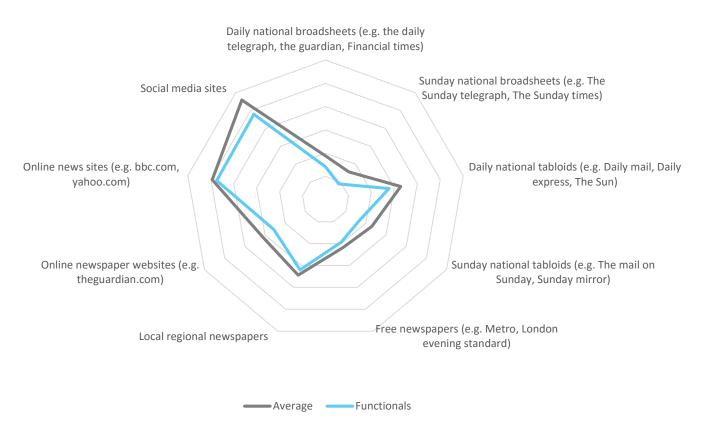




Sending personal messages (e.g. Whatsapp, emails, Facebook messenger)



OTHER MEDIA USE







TOP BRANDS

Established brands providing a convenient service











Technology







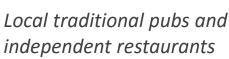












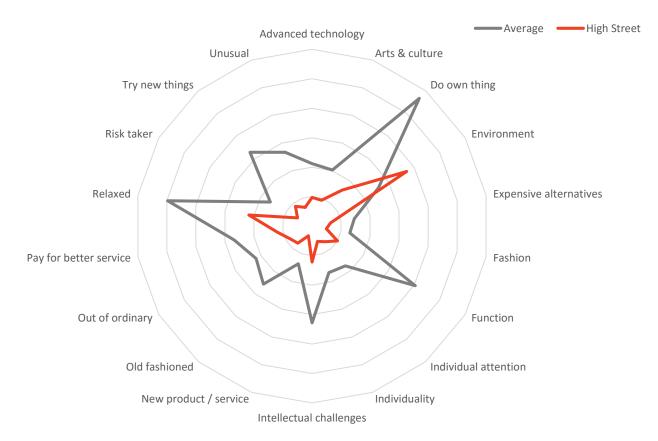
Shopping





SUMMARY

- Like to take their information from other sources rather than discover things for themselves
- Keen to follow along when a fashion has been established
- Brand and style are more important than functionality or individuality
- Not the first to adopt new products but they will be ahead of the majority of the market
- An active segment that is moderately interested in intellectual pursuits, arts and culture
- Prepared to spend money on luxury which tends to mean more things



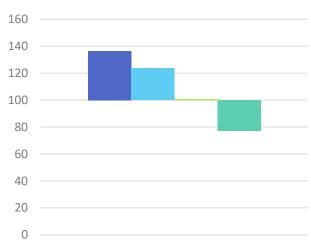


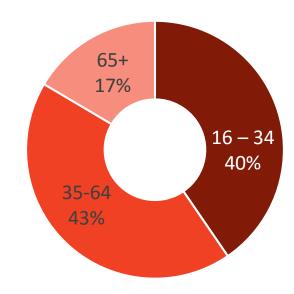


DEMOGRAPHICS

- 18% of GB Population
- Young segment
- Even gender split
- 26% have children living at home
- Mix of social SEGs
- 22% are retired / not working









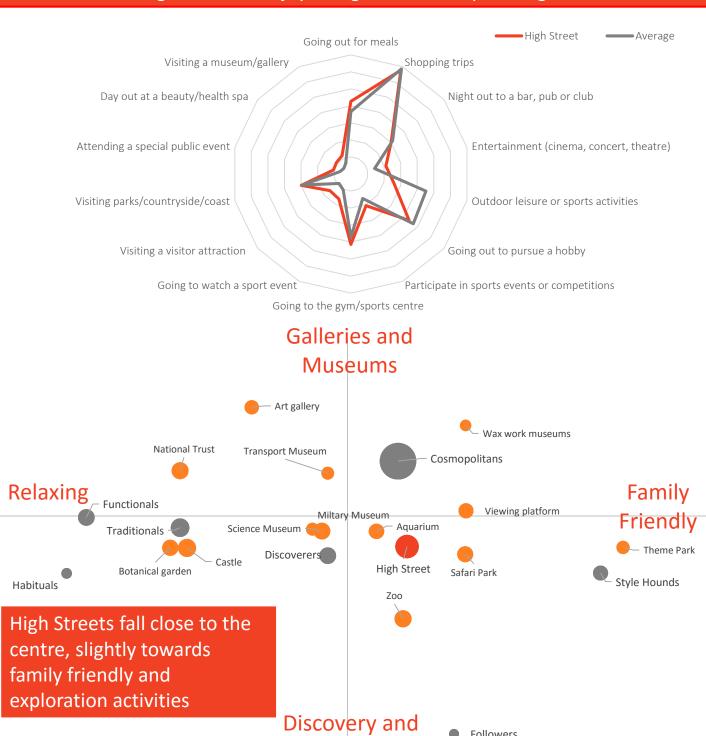






LEISURE PREFERENCES

Active segment who enjoy being outside and pursuing hobbies



Arkenford

Exploration

Followers

Circle size is proportionate to the amount of variance explained



LEISURE MOTIVATIONS

Sociable and active, enjoying the outdoors

Top motivations for visiting attractions and museums

- 1. To enjoy time with friends and family
- 2. To have fun
- 3. To be fascinated and absorbed
- 4. To learn something
- 5. To enjoy some fresh air and exercise

Top motivations for visiting parks, countryside and coast

- 1. To enjoy some fresh air and exercise
- 2. For the views / scenery
- 3. To enjoy time with friends and family
- 4. To have fun
- 5. For the nature / wildlife

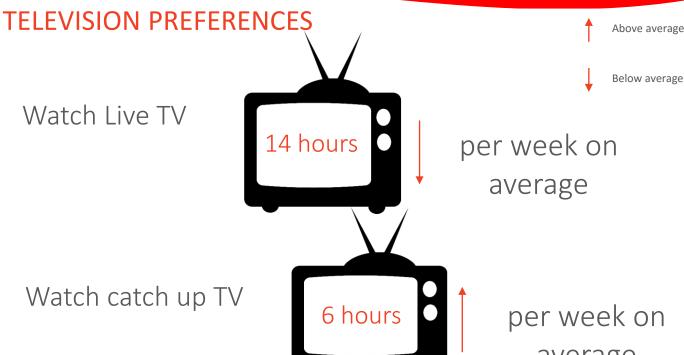
Top motivations for outdoor leisure or sports activity

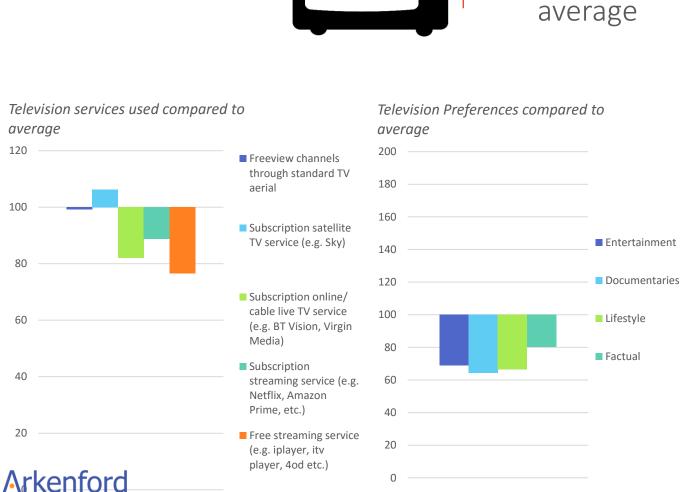
- 1. To improve my overall fitness and health
- To relieve stress / getaway
- 3. To socialise with friends / meet new people

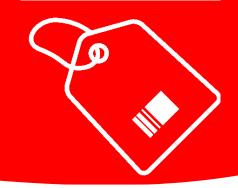


bright 🅸 minds









INTERNET USE

Above average Below average

At home...

At work...

On the go...

58%

28% 1

70%

88%

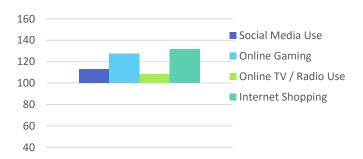
45% 🕇

10% †

2%

4%

Internet Usage



It's an efficient/easy place to buy stuff

The internet is valued for the information, content and products that it provides

What makes the internet valuable...

High Street ——Average

It's a great place to meet new people

It is a great place to socialise with friends

It puts me in touch with people who share my interests

It enables me to access content/watch events I would not otherwise see

It is a good teaching/learning resource

It is a great source of information

It is a great way to stay informed about

It's convenient/It saves an enormous amount of time

what's happening, what's new

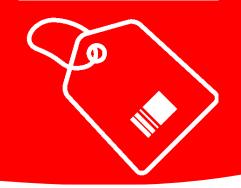
It is a great way to compare prices and choose between products I can find stuff I would never otherwise know

about or have access to

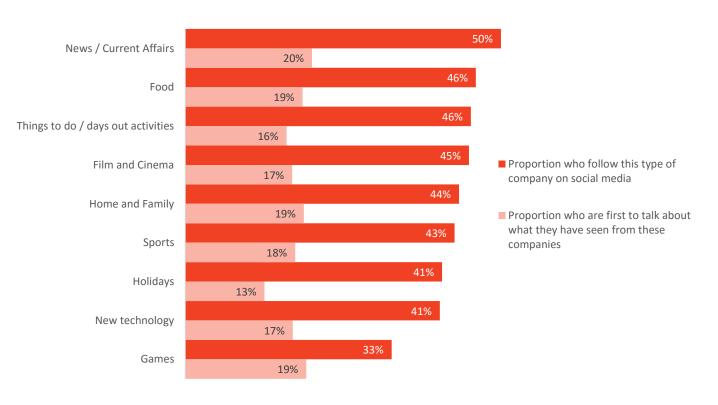
It expands my horizons

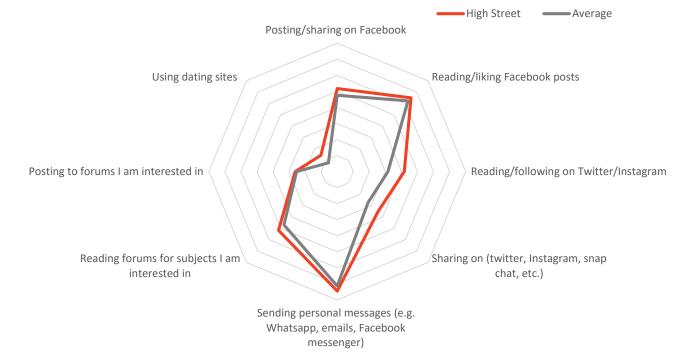


It's great entertainment

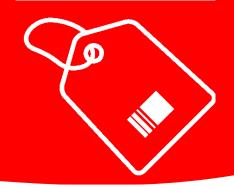


SOCIAL MEDIA

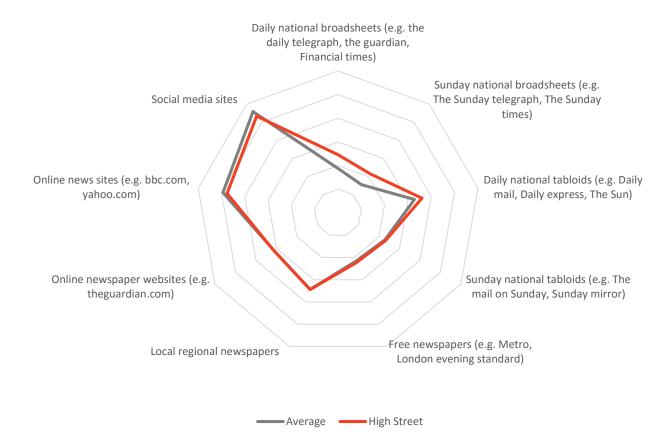








OTHER MEDIA USE







TOP BRANDS

Popular, mainstream brands providing convenience













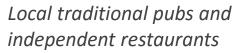








AIRWAYS



Shopping

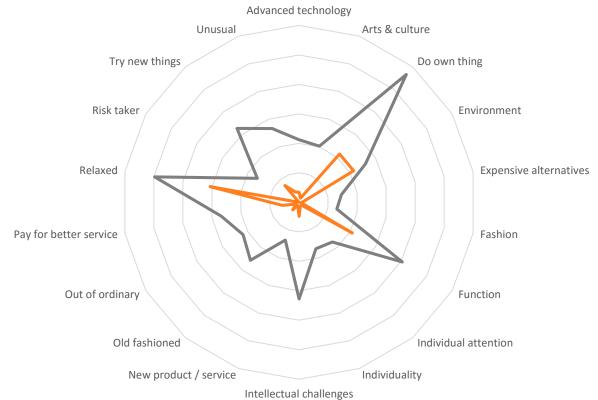






SUMMARY

- · Strongly influenced by their peers and by the media
- Unlikely to value things that are new and different
- They will try things that are new to them as individuals
- A similar aversion to what might be considered old fashioned as Style Hounds, but much less interest in new options
- Avoid risk and will take up options when others have shown they work
- Lag behind other groups when it comes to new products and services
- Little interest in intellectual challenges, arts & culture
- Service means freebie extras like Satellite TV and sun beds thrown in





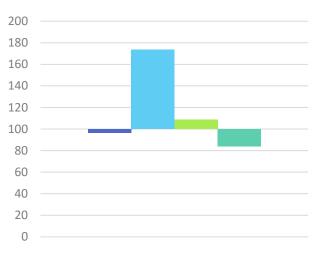


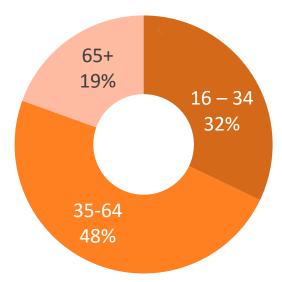


DEMOGRAPHICS

- 13% of GB Population
- Mixed age groups
- Slightly more females
- 32% have children living at home
- Mixed social SEG
- 29% are retired / not working







- Young Independents
- Young Family
- Older Family
- Older Independents

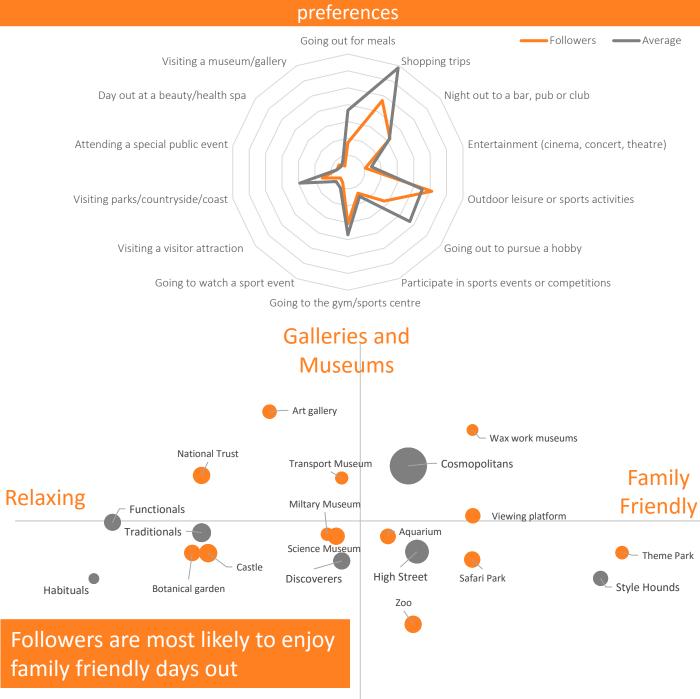






LEISURE PREFERENCES

Outdoor leisure activities and shopping are some of Followers top leisure preferences





Discovery and Exploration

Followers

Circle size is proportionate to the amount of variance explained



LEISURE MOTIVATIONS

Sociable and fun-seeking

Top motivations for visiting attractions and museums

- 1. To enjoy time with friends and family
- 2. To have fun
- 3. To be fascinated and absorbed
- 4. To enjoy some fresh air and exercise
- 5. To see awe inspiring places

Top motivations for visiting parks, countryside and coast

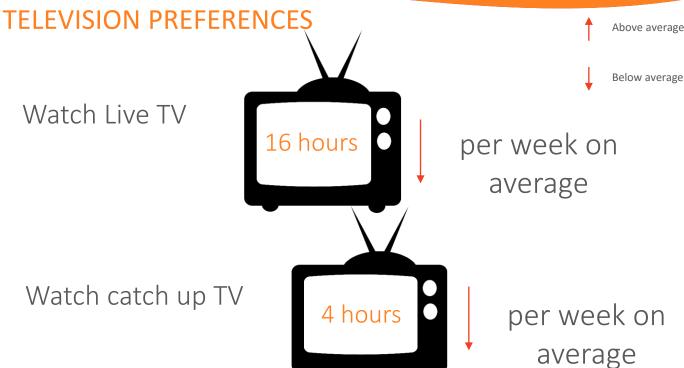
- 1. To enjoy time with friends and family
- 2. To enjoy some fresh air and exercise
- 3. For the views / scenery
- 4. To have fun
- 5. Peace and relaxation

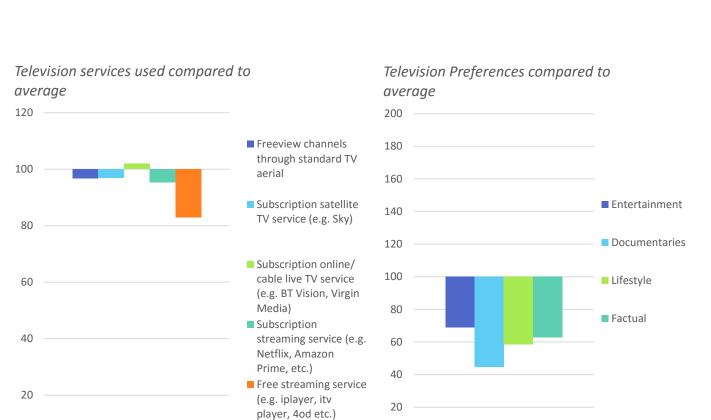
Top motivations for outdoor leisure or sports activity

- 1. To improve my overall fitness and health
- 2. To relieve stress / getaway
- 3. To socialise with friends / meet new people









0





INTERNET USE

Above average Below average

At home...

At work...

On the go...

62%

25%

62%

78%

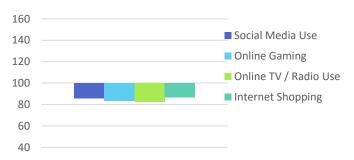
35% 👃

7%

1%

1%

Internet Usage



Information, products and entertainment are all valued services available online

What makes the internet valuable...

Followers ——Average

It is a great place to socialise with friends

It puts me in touch with people who share my interests

It enables me to access content/watch events I would not otherwise see

It is a good teaching/learning resource

It expands my horizons It's great entertainment

It's an efficient/easy place to buy stuff

It's a great place to meet new people It is a great source of information It is a great way to stay informed about what's happening, what's new It's convenient/It saves an enormous amount of time

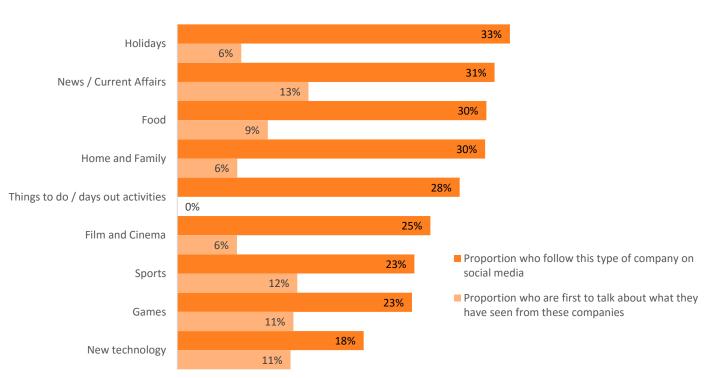
It is a great way to compare prices and choose between products

I can find stuff I would never otherwise know about or have access to





SOCIAL MEDIA







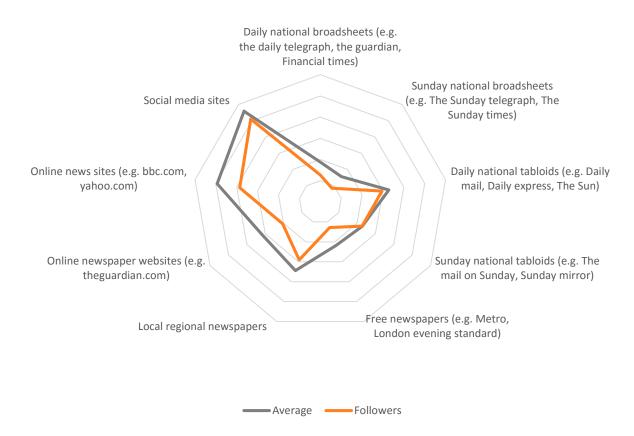
Sending personal messages (e.g. Whatsapp, emails, Facebook messenger)



Average



OTHER MEDIA USE







TOP BRANDS

Mainstream brands offering good customer care



Travel & Leisure







Technology













Food



Local traditional pubs and independent restaurants

Shopping





SUMMARY

- Strongly traditional
- Strongly resistant to change preferring the familiar
- Value a more relaxed pace of life
- Purchase decisions made on function
- Fashion has little meaning to them
- Very risk averse and show little interest in new options or opportunities
- No interest in arts or culture
- Spend little money, on brands or service
- Find it hard to justify expense of any sort
- Often have limited income





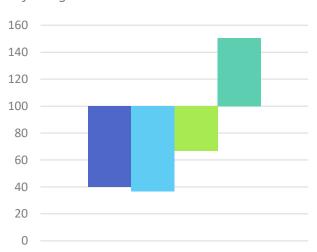


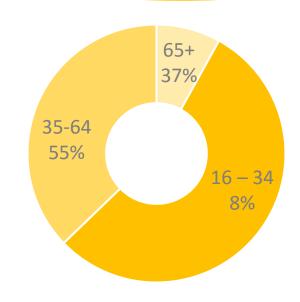


DEMOGRAPHICS

- 8% of GB Population
- Older segment
- Slightly more females
- 12% have children living at home
- Lower social SEG 65% in C2DEF
- 48% are retired / not working

Life stage





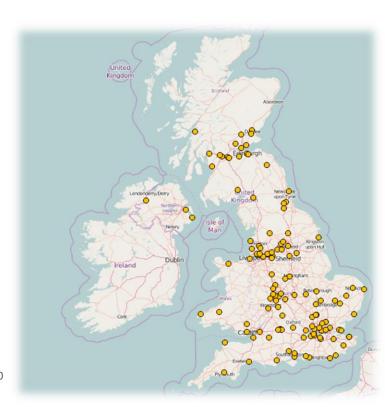


Young Family

Older Family

Older Independents





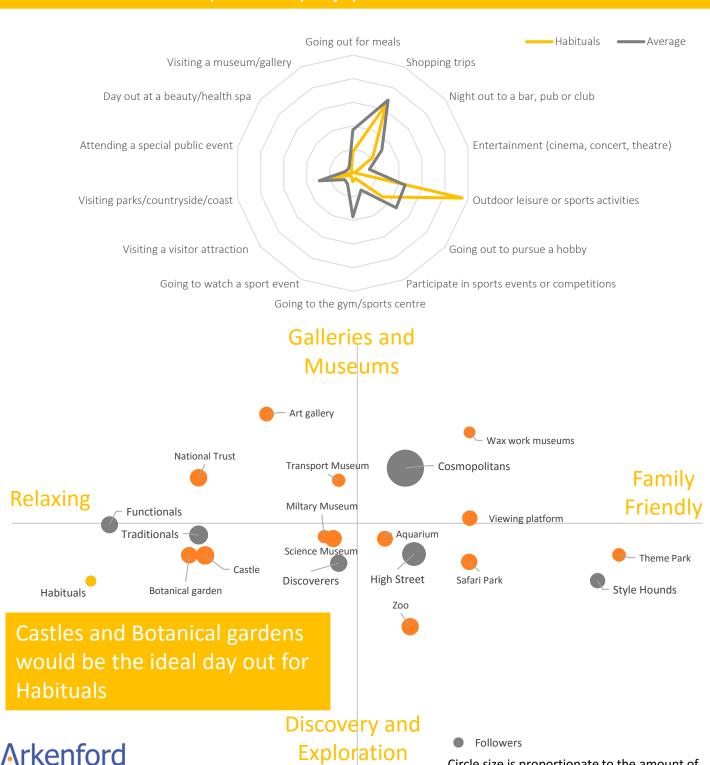


Circle size is proportionate to the amount of

variance explained

LEISURE PREFERENCES

bright 🖄 minds





LEISURE MOTIVATIONS

Socially motivated, leisure activities are both relaxing and fun

Top motivations for visiting attractions and museums

- 1. To enjoy time with friends and family
- 2. To be fascinated and absorbed
- 3. To learn something
- 4. To experience what life was like in the past
- 5. To have fun

Top motivations for visiting parks, countryside and coast

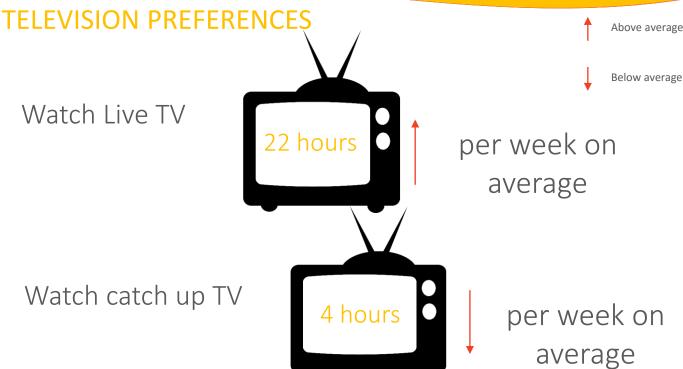
- 1. To enjoy some fresh air and exercise
- 2. To enjoy time with friends and family
- 3. Peace and relaxation
- 4. For the views / scenery
- 5. To have fun

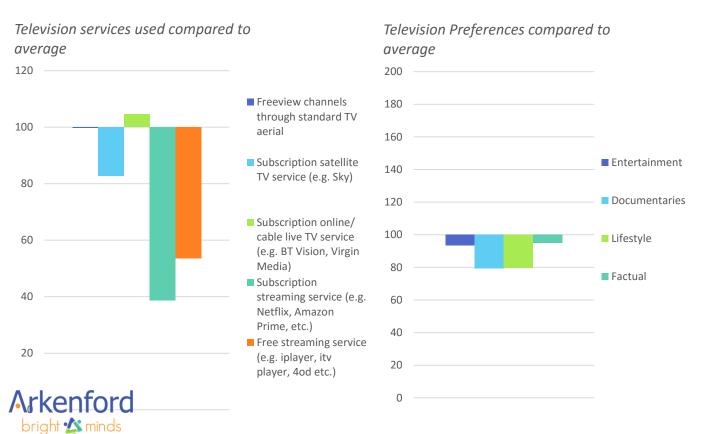
Top motivations for outdoor leisure or sports activity

- 1. To improve my overall fitness and health
- 2. To relieve stress / getaway
- 3. To socialise with friends / meet new people











INTERNET USE

Above average Below average

At home...

At work...

On the go...

31%

6%

31%

93% 1

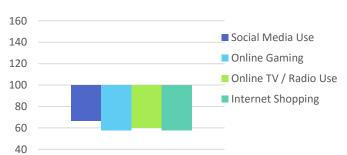
21% |

1%

0%

0%

Internet Usage



It's an efficient/easy place to buy stuff

Internet is used as an information and shopping source

What makes the internet valuable...

Habituals ——Average

It is a great place to socialise with friends

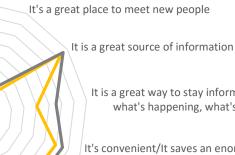
It puts me in touch with people who share my interests

It enables me to access content/watch events I would not otherwise see

It is a good teaching/learning resource

It's great entertainment

It expands my horizons



It is a great way to stay informed about what's happening, what's new

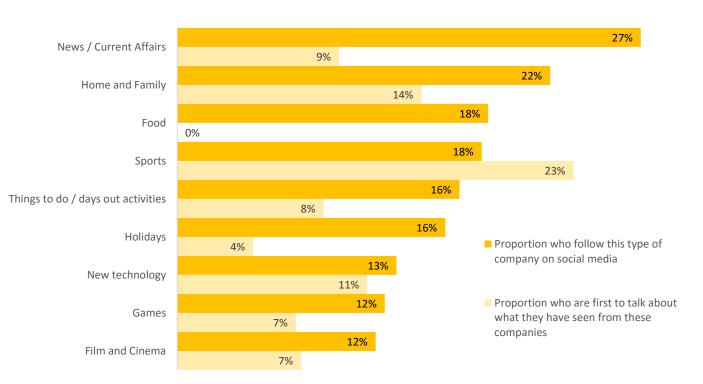
It's convenient/It saves an enormous amount of time

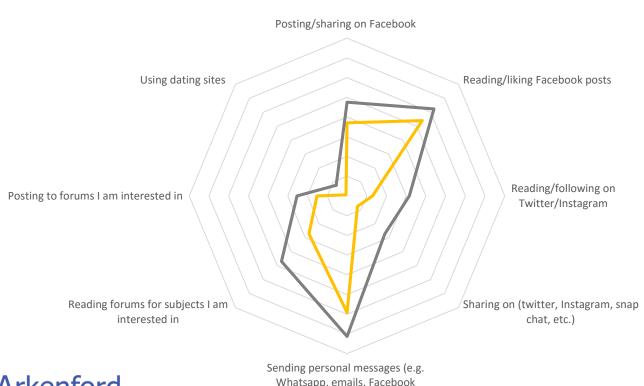
It is a great way to compare prices and choose between products I can find stuff I would never otherwise know about or have access to





SOCIAL MEDIA





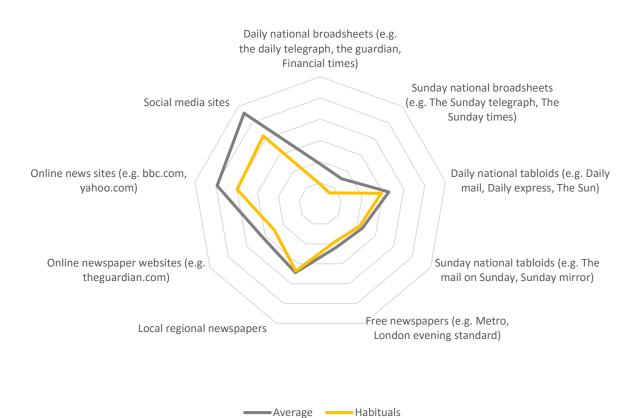


Whatsapp, emails, Facebook messenger)





OTHER MEDIA USE

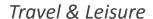






TOP BRANDS

Tried and tested brands, offering exactly what they need





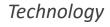










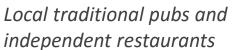












Shopping









Food