

# TV5 IN QUEBEC



1.3% MARKET SHARE

**30K** AVERAGE AUDIENCE/MINUTE

180K AUDIENCE

On the basic package OF ALL CANADIAN CABLE PROVIDERS Uncluttered advertising environment AVERAGE OF 7 MIN/HR OF COMMERCIAL TIME

Source : Numeris, Quebec Franco, Mo-Su 2a-2a, television year to date (August 29, 2017 to March 19, 2018), T2+

a day





# VIEWERS WATCH TV5 TO...

### **LEARN**

**91%** find that TV5 helps expand or deepen their knowledge

### **TRAVEL**

**93%** maintain that TV5 takes them on a tour of the world

### **STAY INFORMED**

**89%** consider TV5 to be THE channel to watch to find out about international news

# A SOUGHT-AFTER AUDIENCE PROFILE



66% Live in Greater Montreal

- Household income of \$100,000 or over INDEX 120
- University-level education INDEX 140
- Are the main buyer of the household INDEX 110 \*
- White collar INDEX 106
- Are born outside Canada INDICE 195 \*

Source: \* Vividata, 2017 Q2, study on product consumption. Weighting on the Quebec Franco population A25-54 Numeris, Quebec Franco, Mo-Su 2a-2a, television year to date (August 28, 2017 to March 18, 2018), A25-54

# ADVERTISING WELL RECEIVED BY THE AUDIENCE

**38%** of viewers **CONSIDER ADVERTISING TO BE A GOOD THING** INDEX 121

INDEXThey claim to be114INFLUENCED by advertising

INDEXThey claim that advertising keeps them122INFORMED about products and services<br/>available on the market

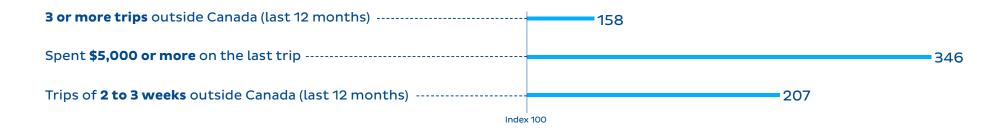
INDEX	They practice TV/INTERNET MULTITASKING
127	to find a product they've just seen on TV*

 Source :
 Vividata, 2017 Q2, study on product consumption.

 Weighting on the Quebec Franco population A25-54

 Media Technology Monitor (MTM), surveys in Fall 2017, A18+, Francophone population, Quebec

# VIEWERS WHO TRAVEL



### SPEND 34% MORE THAN THE GENERAL POPULATION

### DESTINATIONS

- Rest of Canada INDEX 117
- United States INDEX 121
- Mexico/Caribbean INDEX 119
- Elsewhere in the world INDEX 152

 Source :
 Vividata, 2017 Q2, product consumption study.

 Weighting on the the Quebec Franco population that often watches the channel.

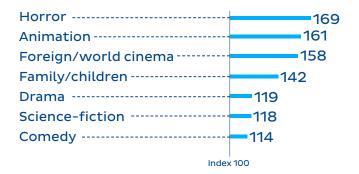
 \*Numeris, Quebec Franco, Mo-Su 2a-2a, television year to date (August 28, 2017 to March 25, 2018), A18+

# AN AUDIENCE THAT ENJOYS ENTERTAINMENT

# INDEXOF TV5 VIEWERS WHO WENT TO A184MOVIE THEATRE IN THE LAST 7 DAYS

# **MOVIE THEATRE**

#### **FILM GENRES WATCHED IN THEATRES**



Source:Vividata, 2017 Q2, product consumption study.<br/>Weighting on the Quebec Franco population, A25-54, A18+ and A18+ who often watch TV5.

# **CULTURAL OUTINGS**

4

#### ≥ 3 TIMES IN THE LAST 12 MONTHS

Classical music concert	164	
Ballet	157	
Country music concert	150	
Rock music concert	130	
Museum	-112	
Theatre	-104	
Index	(100	
index loo		

# PHYSICALLY AND MENTALLY ACTIVE PEOPLE

In the last year, regular TV5 viewers:

### SPENT \$500 OR MORE ON SPORTING GOODS INDEX153

### PLAY A SPORT OR EXERCISE ONCE A WEEK INDEX 112

SPENT \$100 OR MORE ON BOOKS INDEX 119

WENT TO THE SPA 10 TIMES OR MORE IN THE LAST 12 MONTHS INDEX 133

Source:Vividata, 2017 Q2, product consumption study.<br/>Weighting on the Quebec Franco population, A25-54 (who often watch TV5), F25-54, A18+ and A18+ who often watch TV5.

# AN AUDIENCE OF ANIMAL LOVERS

42% of viewers HAVE A PET DOG AND/OR CAT INDEX 120

Source : Vividata, 2017 Q2, product consumption study. Weighting on the Quebec Franco population, A25-54.

# PURCHASES: FOOD

#### **10 TYPES OF RESTAURANTS VISITED** ≥ 3 TIMES IN THE LAST 30 DAYS

Steakhouse-----Ice cream ------Sandwiches -----Seafood-----Drive-through -----**GROCERIES IN THE LAST WEEK** Burgers-----Italian-----Pizzeria-----Food court ------

#### 262 259 208 184 **152** 150 **147** 136 **133** Coffee/pastry shop -------125 Index 100

Index 100

### **PURCHASING ATTITUDE**

43% of viewers

**INDEX 198** 

**SPENT \$150 OR + ON** 

Feel that it's worth it to pay more for organic food	140
Love to cook	
	137
Like to spoil themselves by eating food that's not good for them	
Like trying new food products	

Vividata, 2017 Q2, product consumption study. Weighting on the Quebec Franco population, A25-54, F25-54. Source :



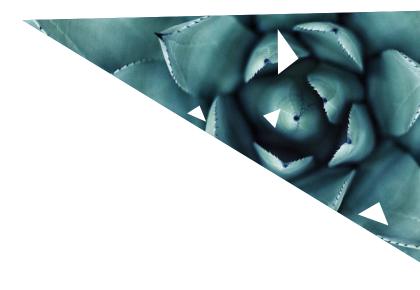
# PURCHASES: FASHION AND APPEARANCE

### **AVERAGE ANNUAL SPENDING**

- Men's clothes : \$500 +
   INDEX 136
- Women's clothes : \$1,000 +
   INDEX 271
- Shoes and boots : \$500 + INDEX 206

### **PURCHASING ATTITUDE**

Love to shop	
Take real pleasure in taking care of their appearance	-113
Feel that skin-care products help make them appear younger	140
Like to follow fashion and trends	140
Tend to make purchases on the spur of the moment	134
Buy new products before most of their friends	
Indic	:e 100



Source: Vividata, 2017 Q2, product consumption study. Weighting on the Quebec Franco population, F25-54, A25-54.

# PURCHASES: FURNITURE AND REAL ESTATE

### BOUGHT THEIR FIRST HOUSE IN THE LAST 12 MONTHS INDEX 275

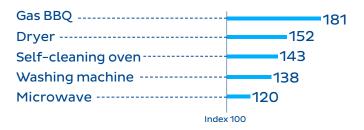
#### Regular TV5 viewers SPEND MORE PER YEAR THAN THE GENERAL POPULATION

- +40% on renovations to a primary residence
- +26% on household accessories

### INTEND TO BUY FURNITURE IN THE NEXT 12 MONTHS INDEX 120

### **11% INTEND TO BUY AT LEAST ONE ELECTRICAL APPLIANCE**

#### **INDEX 109**

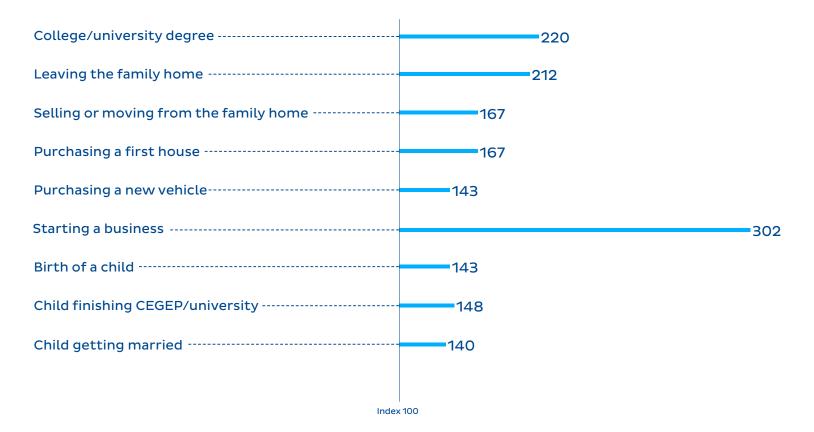


Source : Vividata, 2017 Q2, product consumption study. Weighting on the Quebec Franco population, A25-54.



# AN AUDIENCE WITH PLANS

#### **PLANNED FOR THE NEXT 12 MONTHS**



Source : Vividata, 2017 Q2, product consumption study. Weighting on the Quebec Franco population, A25-54, A18-49.

# FINANCES AND BANKING

AN AUDIENCE OPEN TO THE LATEST MARKET DEVELOPMENTS AND TO CHANGE

- RSSP: invest \$10,000 or more every year INDEX 120
- Total savings portfolio: \$500,000 or more INDEX 130
- 81% do their banking online INDEX 106
- Often do things on the spur of the moment INDEX 140

Source: Vividata, 2017 Q2, product consumption study. Weighting on the Quebec Franco population, A18+, A25-54, F25-54.

# MULTIPLATFORM OFFER

### **FACEBOOK**

- 197 K followers
- 4% engagement rate (market rate 1.5%)
- Average reach: 665 K people/month
- 71% 18-54 years old
- 60% women | 40% men

### NEWSLETTER

- 30.2% openness rate
- 3.7% click rate
- 17.5 K subscribers
- 44% 18-54 years old
- 52% women | 48% men
- 52 mailings per year

### TV5.CA

- 55% women | 45% men
- 125 K unique visitors | month
- 69% 18-54 years old
- 440 K page views | month

# MULTIPLATFORM OFFER

### **PRE-ROLLS**

- 80 K videos watched per month
- Unskippable video
- Click rate 47% higher than the market rate
- 66% of visitors watch a video
- Average viewing time: 26 minutes

## **48%** CLICK RATE 3 TIMES HIGHER THAN THE MARKET

#### INDEX 111

TV5 viewers are receptive to "call to action" advertising: promotional banners, contests, etc...

### **BANNERS**

Click rate 3 times higher than the market



#### **TV5 QUÉBEC CANADA**

#### MARIE-CLAUDE FOURNIER Sales and Customer Service Manager

514 522-5322, # 132 marie-claude.fournier@tv5.ca

#### ANNIE-CLAUDE GAUTHIER Media Creativity and Direct Sales Specialist

514 710-2098 514 522-5322, # 122 annie-claude.gauthier@tv5.ca

#### JULIE SZAJKOVITS Advertising Sales Coordinator

514 522-5322, # 188 ventes-sales.tv5.unis@tv5.ca

#### AUDREY FISETTE Advertising Sales Coordinator

514 522-5322, # 192 ventes-sales.tv5.unis@tv5.ca

#### MARC LEGOUT Traffic Coordinator

514 522-5322, # 129 traffic-instructions.tv5.unis@tv5.ca

#### NATIONAL TV SALES

#### **ROBERT COLE MEDIA**

#### **YANICK COLE**

514 823-4588 yanick@robertcolemedia.com

#### NATIONAL DIGITAL SALES

#### **MEDIATONIK**

#### **NICOLAS FAUCHER**

514 887-9575 nicolas@mediatonik.ca

