





# Waka Kotahi NZ Transport Agency Road to Zero

Social Licence Monitor and Ad Diagnostic April 2022 Report



# Road to Zero key metrics

Awareness of Road to Zero has increased significantly since Dec 2021, however we have seen little change in support, understanding and concern.

75% 75% 7**4%** 75% 76% 75% 72% 73% 72% 70% 66% 68% 68% 64% 62% 63% 61% 59% 57% 56% • 54% 44% 50% 43% 43% 43% 38% 39% 37% 36% 37% 28% 11% • 14% Dec 21 Jan 22 Feb22 Mar 22 Apr 22

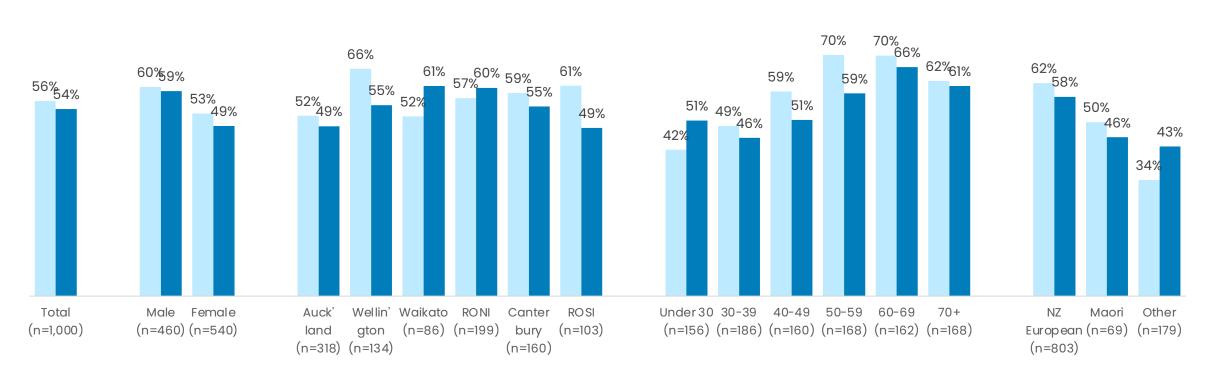
Key Road to Zero research metrics Base: Total sample (n=1,000)

> Support the Road to Zero Vision Support the Safe System Approach Understand the Road to Zero Vision Understand the Safe System Approach

Road to Zero Awareness
Concerned with Road Safety
Perceived achievability of RtZ Target

## **Current awareness of Road to Zero**

Awareness of Road to Zero remains significantly higher among older New Zealanders, as well as NZ European households. There is little regional skew.

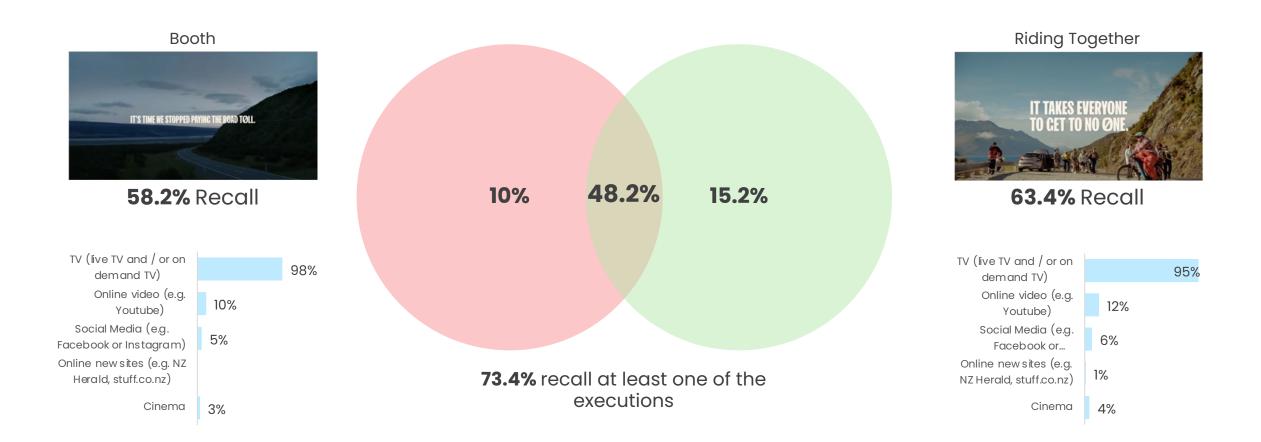


Road to Zero Awareness by demographics Base: Total sample (Apr-22 n=1,000)

Mar-22 Apr-22

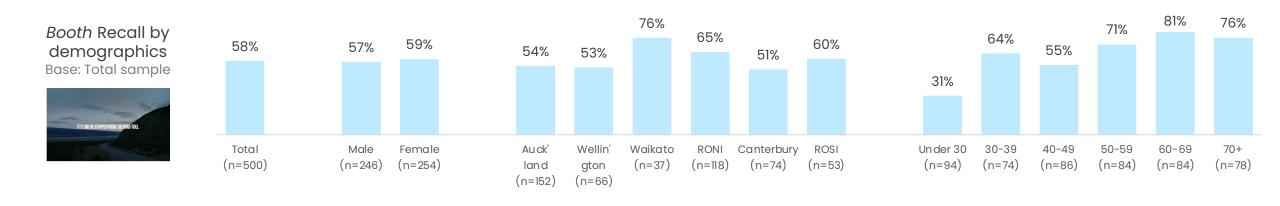
# Multi campaign recall

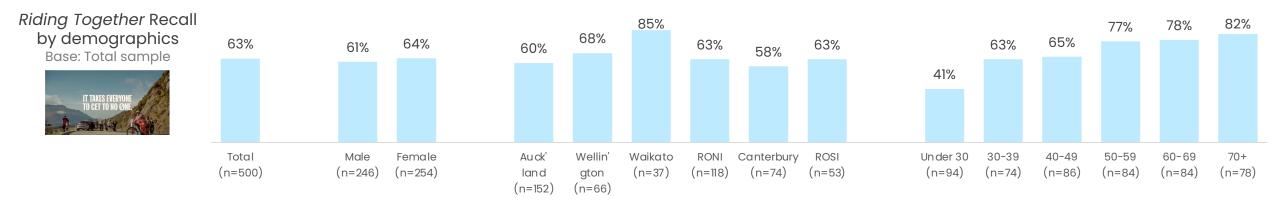
There is a large overlap in recall; almost half of New Zealanders have seen both *Booth* and *Riding Together, almost three quarters* recall seeing at least one of the ads.



# Ad Recall

Overall good performance with higher recall among the older demographic. Recall is significantly lower among younger New Zealanders, with relatively small difference by region.





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# **Executive Summary**

Each month a nationally representative survey of 1,000 New Zealanders complete the Social Licence Monitor and a separate, Nat Rep sample of 500 NZ'ers complete the Ad Diagnostic survey.

#### **ROAD TO ZERO**

Awareness of Road to Zero has increases significantly over the past 3 months supported by a strong advertising campaign.

Almost three quarters of New Zealanders recall seeing either of the two ads; Booth and/or Riding Together.

Support and understanding of RtZ has not changed but started from a high base.

However perceived achievability of the target 40% reduction in DSI has not increased.

#### **AD DIAGNOSTICS**

As seen in the March wave, *Booth* is attention grabbing and delivers a clear message.

*Riding Together* scores well across diagnostics and delivers the key message effectively.

Both the ads show promising ratings for making the audience think differently about road safety.

Although increasing, recall remains significantly lower among younger New Zealanders, particularly under 30s.

#### THOUGHTS

Generating support via Social Licence, and in turn perceived target achievability is a complex relationship with many direct and indirect drivers.

More comprehensive modelling will help uncover key drivers and metrics to track.

Is there a key demographics target, beyond under 30s that we want to target and monitor to help deliver programme success. Do we need segment specific comms and behavioural strategies.

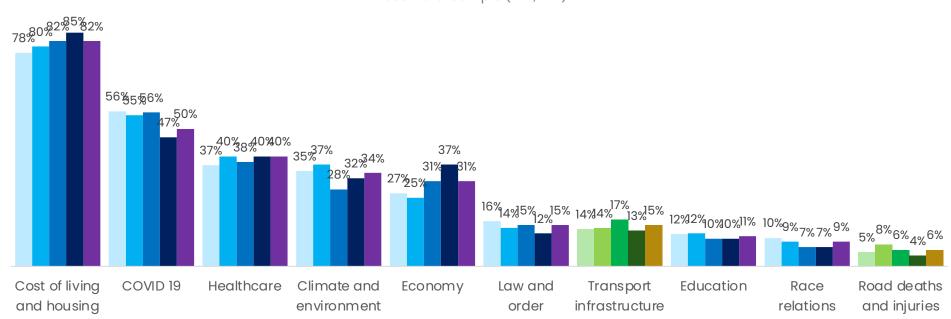


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# Road to Zero Public Awareness

### Road Safety concerns relative to other key issues for New Zealanders

Cost of living remains the key concern and is increasing , along with concerns over the economy. We can expect financial pressures to continue mounting for the foreseeable future.



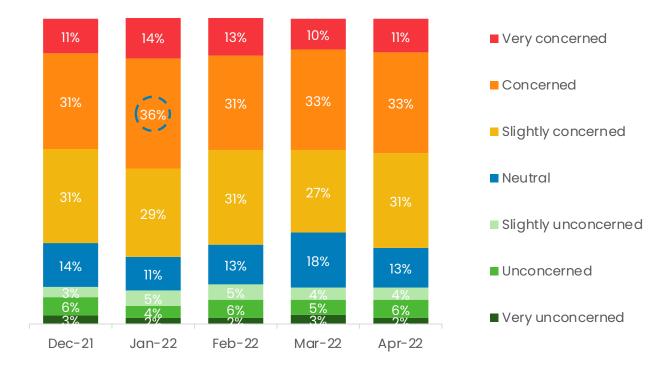
**Biggest issues facing NZ** Base: Total sample (n=1,000)

■ Dec-21 ■ Jan-22 ■ Feb-22 ■ Mar-22 ■ Apr-22

Which of these are the three biggest issues facing Aotearoa New Zealand today?

# **Road Safety concerns**

The level of concerns with road safety has remained relatively constant over the past 5 months, almost half (44%) are concerned or very concerned.

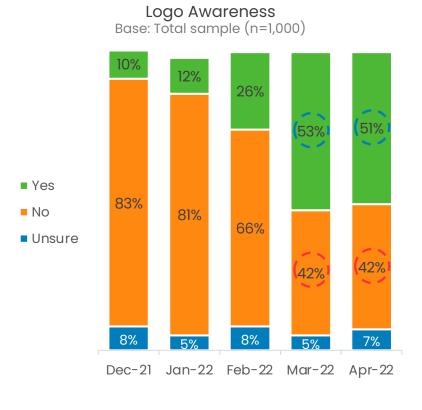


Level of concern with road safety Base: Total sample (n=1,000)

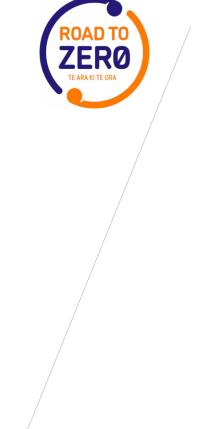
Overall, how concerned are you about road safety in Aotearoa New Zealand?

## **Current awareness of Road to Zero**

We have seen a substantial and significant increase in awareness since the campaign launch, which appears to have levelled off since April 2022.

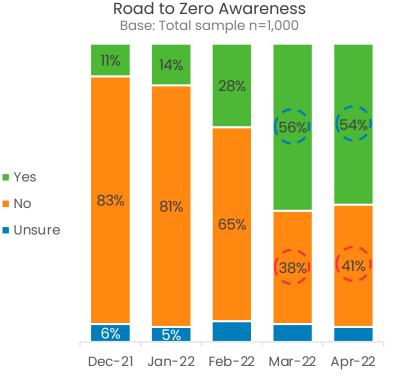


Before today, have you seen this icon?



Yes

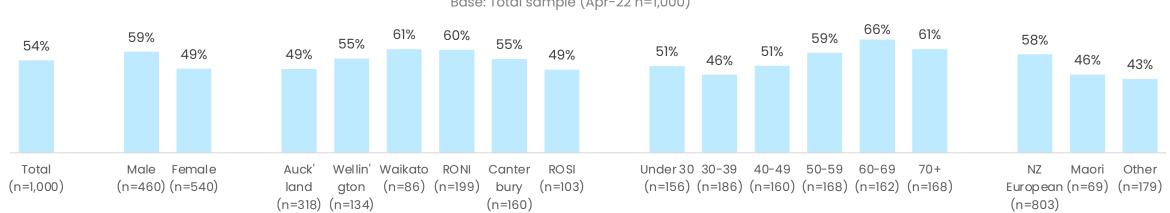
No

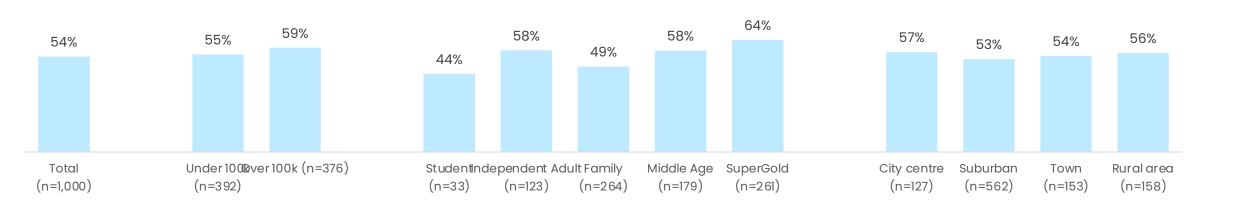


Before today, have you heard about or read about Road to Zero, New Zealand's road safety strategy?

## **Current awareness of Road to Zero**

#### Awareness of Road to Zero is significantly higher among older New Zealanders.



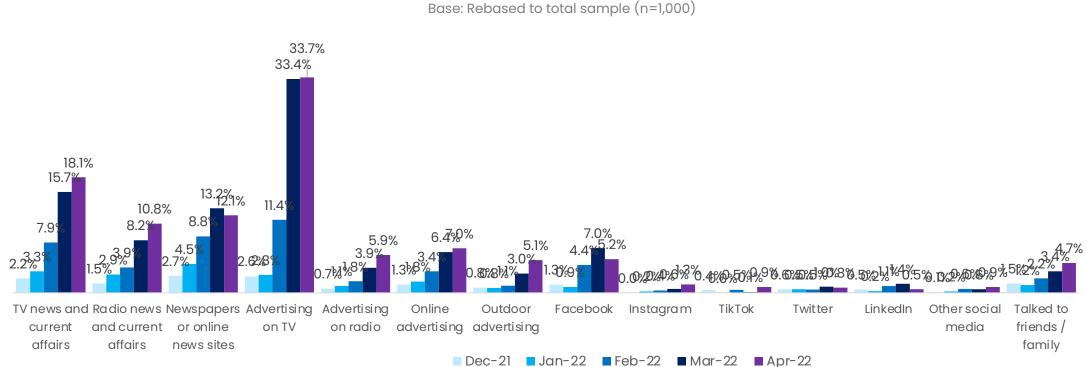


Road to Zero Awareness by demographics Base: Total sample (Apr-22 n=1,000)

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## Awareness channel

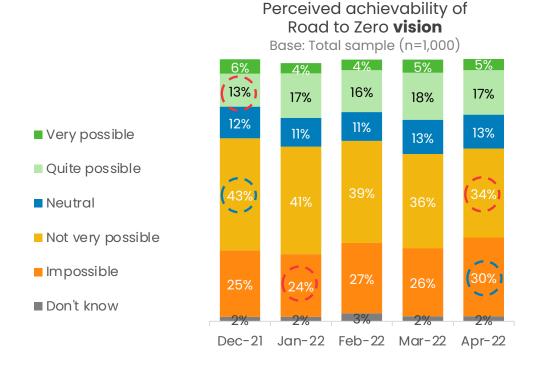
Road to Zero awareness being driven by advertising (TV, Facebook), broadcast media (TV, radio news and current affairs) and print media.



Source of Road to Zero Awareness

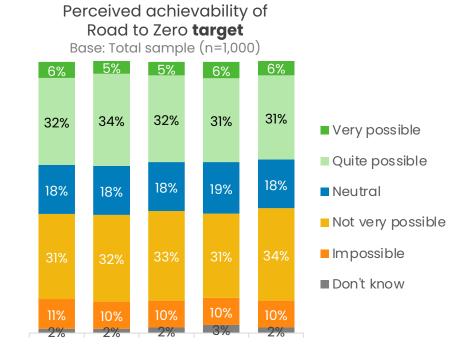
# **Perceived achievability**

Despite a significant increase in Road to Zero awareness, we see few significant changes in perceived achievability of the target or vision.



Road to Zero adopts a vision where we do not accept that people will be killed or seriously injured while travelling on our roads.

How possible is it that Aotearoa New Zealand could achieve zero road deaths and serious injuries by 2050?



Dec-21 Jan-22 Feb-22 Mar-22 Apr-22

Around 350 people are killed each year on New Zealand roads. As part of Road to Zero, a target has been set to achieve a 40 percent reduction in deaths and serious injuries (from 2018 levels) by 2030 How possible do you think it would be for Aotearoa New Zealand to reach this target by 2030?



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# Understanding of the Safe System

# Support and understanding of approach is high

Very few New Zealanders oppose the Road to Zero vision and therefore we see little change in these scores over time. The majority also understand the vision and this level of understanding is increasing.

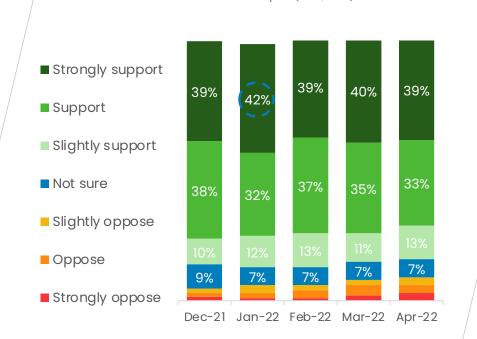
Support for the Road to Zero vision

Base: Total sample (n=1,000)

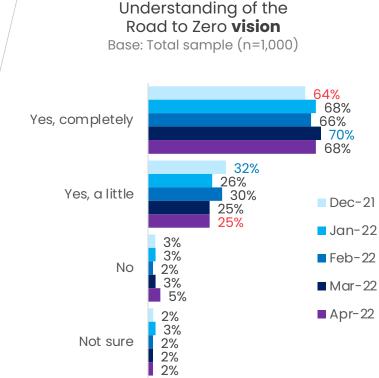
#### DESCRIPTION SHOWN TO RESPONDENTS

Road to Zero adopts a vision for Aotearoa New Zealand where no-one is killed or seriously injured in road crashes, and where no death or serious injury while travelling on our roads is acceptable.

A vision where everyone, no matter their age or ability, can get around safely and our transport system actually improves people's health and well-being, and the places and spaces we love.



Do you support this vision for Aotearoa New Zealand?



Reading through the description again, do you feel you understand the vision?

# Dhua airala danataa fizurra ja aizmifiazmtu, bizba

Blue circle denotes figure is significantly higher than red circle Statistically significant – 95% confidence interval

# Perceptions of best lead agency

There appears to be no clear lead agency to lead RTZ from the public's perspective. Approximately a quarter think Waka kotahi are best to lead the strategy and ensures its success.

> 22% 21% - -22% 22% 28% 26% 26% 30% 29% 27% 6% 7% 4% 6% 5% <(<sub>18%</sub>) 14% (18%<sup>)</sup> 13% 14% 10% 9% 10% 9% 9% 21% 21% 19% 18% 17% Jan-22 Feb-22 Mar-22 Dec-21 Apr-22

Perceptions of who is best to lead Road to Zero Base: Total sample (n=1,000)

#### Ministry of Transport

- Waka Kotahi NZ Transport Agency
- Local government
- NZ Police

Other

Don't know / not sure

Who do you think is best to lead the Road to Zero strategy and ensure its success?

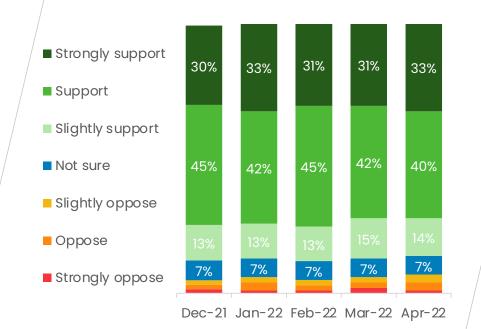
# Support and understanding of the Safe System approach

Understanding of the Safe System approach is high and continues to increase slightly.

DESCRIPTION SHOWN TO RESPONDENTS

Road to Zero recognises that while mistakes are inevitable – deaths and serious iniuries from crashes are not. The approach seeks to create a safe and forgiving transport system that makes the safety of people a priority. It does this through four guiding principles:

- 1. We promote good choices but plan for mistakes.
- 2. We design for human vulnerability.
- 3. We strengthen all parts of the transport system (speed, design, choices, vehicles) for all people, including those who drive, bike, or walk.)
- 4. We have a shared responsibility.

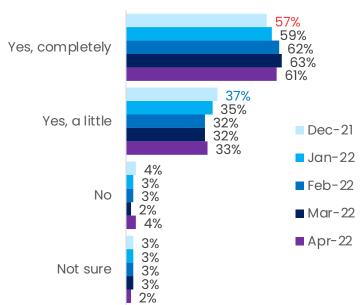


Support for the Safe System approach

Base: Total sample (n=1,000)

Do you support this approach for Aotearoa New Zealand?

#### Understanding of the Safe System approach Base: Total sample (n=1,000)



Reading through the description again, do you feel you understand the approach?

# Understanding and agreement with strategy elements is high

When prompted, there are some areas which could be sources of misunderstanding / disagreement – there has been little change here with overall understanding increasing slightly.

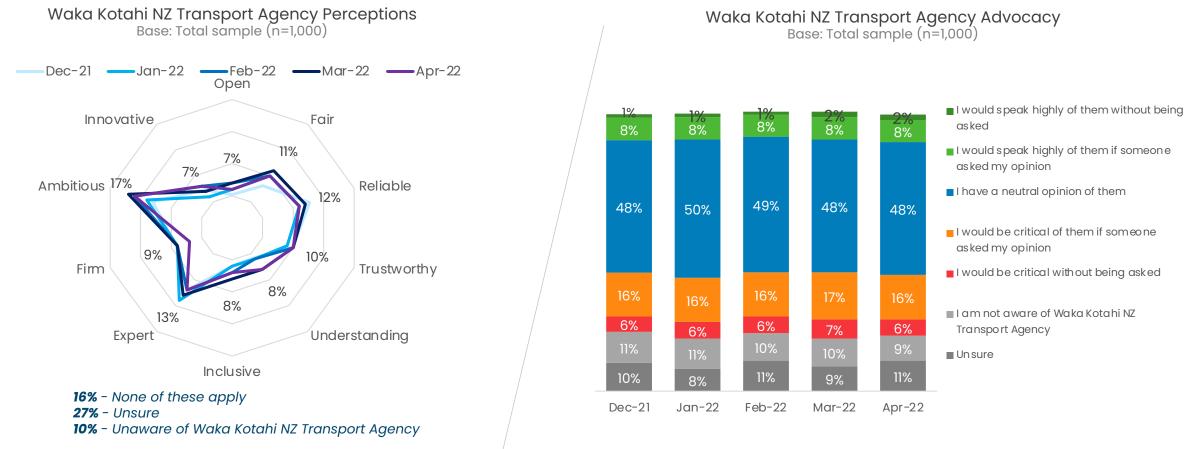
Potential areas of m Base: Total sample		Potential areas of disagreement Base: Total sample (Apr-22 n=1,000)
A vision for Aotearoa New Zealand where no-one is killed or seriously y injured in road crashes	4%	8%
No death or serious injury while travelling on our roads is $\ensuremath{acceptable}_{e}$	3%	5%
Everyone, no matter their age or ability, can get around safely $\gamma$	3%	5%
Our transport system actually improves people's health and well-being,- and the places and spaces we love.	11%	10%
While mistakes are inevitable - deaths and serious injuries fromn crashes are not	7%	16%
The approach seeks to create a safe and forgiving transport system <sup>n</sup> that makes the safety of people a priority	6%	5%
We promote good choices but plan for mistakes <sup>s</sup>	5%	3%
We design for human vulnerability <sup>y</sup>	9%	5%
We strengthen all parts of the transport system for all people, including those who drive, bike, or walk. cycling or walking) <sup>1</sup> r	6%	9%
We have a shared responsibility $^{\boldsymbol{\gamma}}$	3%	4%
No, I understand all of the above <sup>e</sup>		73% 66%

Is there any part of what we have discussed so far that you do **not** understand?

And is there any part of what we have discussed so far that you do **not** agree with?

# Waka Kotahi NZ Transport Agency brand positioning and advocacy

Current brand position is unclear and unchanged over the last 5 months, indicating many do not know what Waka Kotahi stands for and half have a neutral opinion.

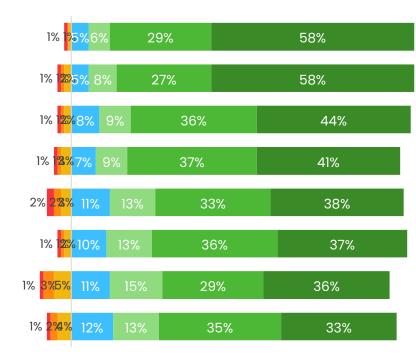


Which of these words apply to Waka Kotahi NZ Transport Agency?

Which statement says best what you think of Waka Kotahi NZ Transport Agency?

# Importance of specific Waka Kotahi outcomes

Perceived importance is high across all outcomes, particularly safety and affordability, which was significantly lower in December 2021.



Perceived importance of outcomes? Base: Total sample (Apr 2022 n=1,000)

#### Top 2 box

Jan 22	Feb 22	Mar 22	Apr 22		
87%	86%	86%	87%		
85%	83%	86%	84%		
83%	82%	81%	80%		
77%	75%	77%	79%		
71%	69%	70%	71%		
71%	72%	74%	73%		
65%	66%	67%	64%		
69%	71%	70%	68%		
	22 87% 85% 83% 77% 71% 71% 65%	22     22       87%     86%       85%     83%       83%     82%       77%     75%       71%     69%       71%     66%	22     22     22       87%     86%     86%       85%     83%     86%       83%     82%     81%       77%     75%     77%       71%     69%     70%       71%     66%     67%		

# People are safe using all transport modes including vehicles motorcycles bicycles and walking

- Affordable transport options are available for everyone
- Transport rules such as speed limits licensing and vehicle safety rules are appropriate
- Transport rules such as speed limits licensing and vehicle safety rules are enforced well
  - Negative environmental impacts of transport are minimised
    - Negative health impacts of transport are minimised
  - Transport investment does not create a financial burden for future generations
  - Freight vehicle cycling and walking infrastructure are all prioritised

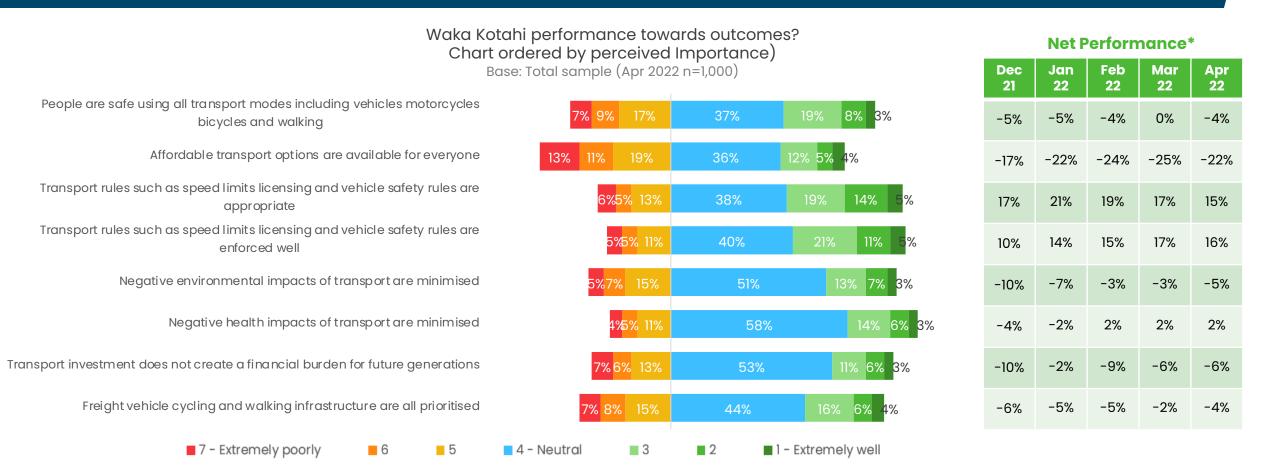
Very unimportant 🖉 Unimportant 🖉 Slightly unimportant 🖉 Neutral 🖉 Slightly important 🖉 Important 🖉 Very important

How **important** do you feel the following outcomes are?

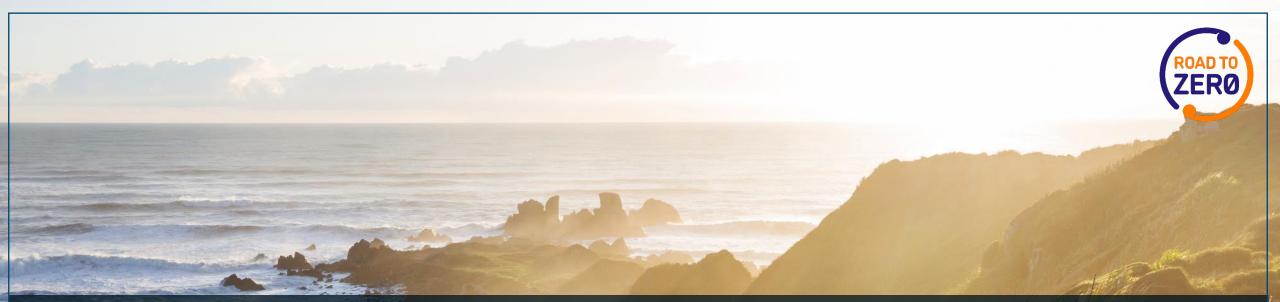
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# **Current Waka Kotahi performance**

# Modest results for performance measures driven by large 'neutral' scores across outcomes. We see a net negative perception across many areas, particularly affordability.



How **well** is Waka Kotahi NZ Transport Agency performing in working towards these outcomes? \*Net Performance is positive scores (1,2,3) minus negative (5,6,7)

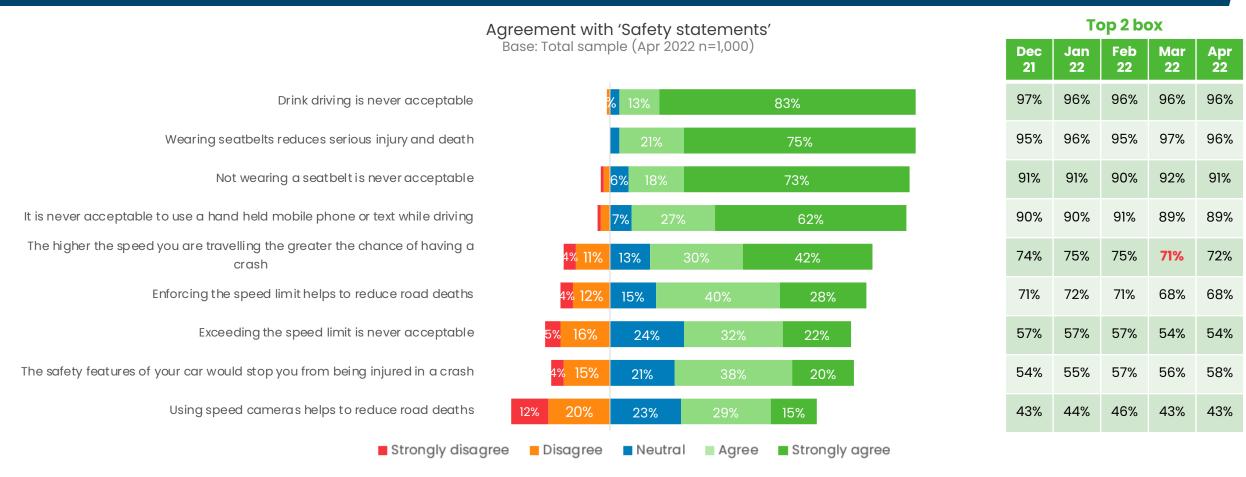


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# Road to Zero Social Licence

# Agreement with safety statements

Agreement is near universal regarding drink driving and wearing seatbelts. However, we may need to overcome barriers around perceptions of speeding acceptability, car safety, and the effectiveness of speed cameras.



Do you agree or disagree with these statements?

Blue font denotes figure is significantly higher than red font Statistically significant - 95% confidence interval

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# Current level of support for prompted road safety initiatives

# In line with current attitudes, the initiatives with lowest support are lowering speed limits, requiring additional safety features, and speed cameras. Work is needed to gain support here.

Level of support for specific initiatives

Top 2 box				
Jan 22	Feb 22	Mar 22	Apr 22	
83%	85%	83%	85%	
77%	78%	74%	73%	
73%	77%	75%	75%	
68%	69%	70%	65%	
64%	66%	62%	63%	
60%	70%	64%	64%	
56%	57%	54%	55%	
56%	56%	54%	54%	
52%	52%	52%	48%	
47%	48%	48%	48%	
45%	49%	44%	45%	
38%	37%	37%	35%	
	Jan 22 83% 77% 73% 68% 64% 60% 56% 56% 52% 47% 45%	Jan 22         Feb 22           83%         85%           77%         78%           73%         77%           68%         69%           64%         66%           60%         70%           56%         57%           56%         56%           52%         52%           47%         48%	Jan 22         Feb 22         Mar 22           83%         85%         83%           77%         78%         74%           73%         77%         75%           68%         69%         70%           64%         66%         62%           60%         70%         64%           56%         57%         54%           52%         52%         52%           47%         48%         48%           45%         49%         44%	

29	<b>10%</b> 26	5%	59%
38%	5 17%	29%	45%
269	6 18%	32%	44%
5% <mark>8%</mark>	20%	34%	32%
1% <mark>8%</mark>	25%	36%	279
<sup>3</sup> ⁄⁄⁄9%	22%	29%	35%
8% <mark>12%</mark>	23%	24%	31%
<mark>7%12%</mark>	27%	30%	23%
10% 19%	21%	30%	19%

# 10% 19% 21% 30% 19% 7% 13% 30% 31% 17% 10% 16% 27% 29% 16% 16% 21% 27% 22% 13%

Strongly support

Support

Base: Total sample (Apr 2022 n=1,000)

- Much stricter penalties for drink driving
- Much higher fines for using a mobile phone while driving
  - Much stricter penalties for not wearing seatbelts
- More wire rope median barriers on rural roads which stop vehicles from crossing the centre line
  - Greater police presence to catch people breaking road safety laws
  - Compulsory roadside testing of drivers for drug use which could take up to 10 minutes
    - Reducing the alcohol limit for drink driving
      - Much stricter penalties for speeding
- 30km h speed limits in urban centres which mean collisions with people who walk and cycle are...
- Requiring additional safety features or higher star safety ratings in cars which could make them...
  - More speed cameras to discourage drivers from exceeding speed limits
    - Lowering speed limits in order to improve road safety

Strongly oppose Oppose

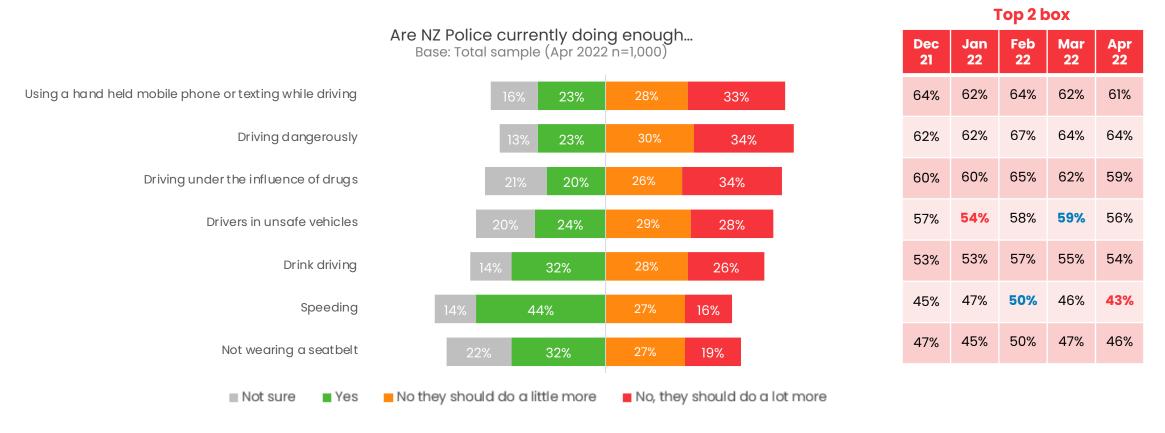
How much do you support or oppose each of the following initiatives to help reduce the number of road deaths

Neutral

and serious injuries?

# **Current perceptions of NZ Police effectiveness**

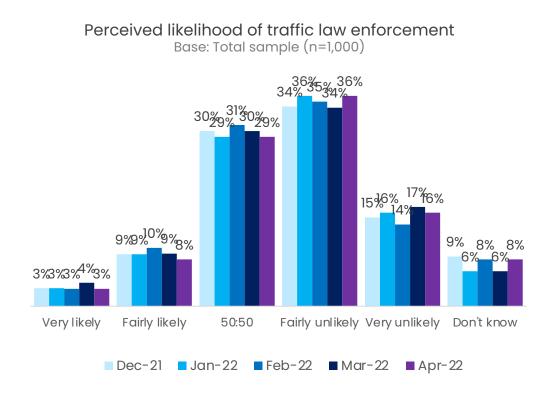
Most New Zealanders think NZ Police should be doing more to tackle mobile phone use and dangerous driving. There has also been a significant decrease in the number of NZ'ers who think police need to do more to address speeding.



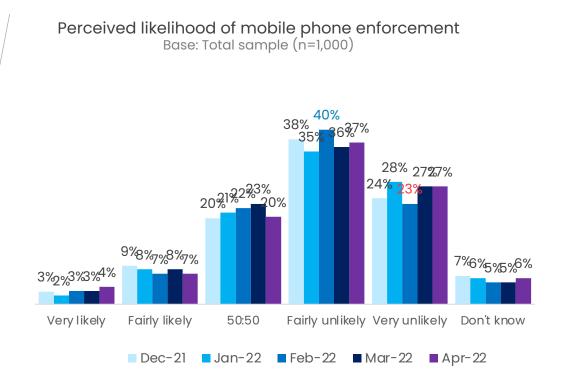
Do you feel **NZ Police** are currently doing enough to catch and / or stop drivers who break traffic laws ?

# Perceptions of current traffic enforcement

New Zealanders think that the likelihood of traffic enforcement is low, reinforcing the perception that NZ Police should be doing more.



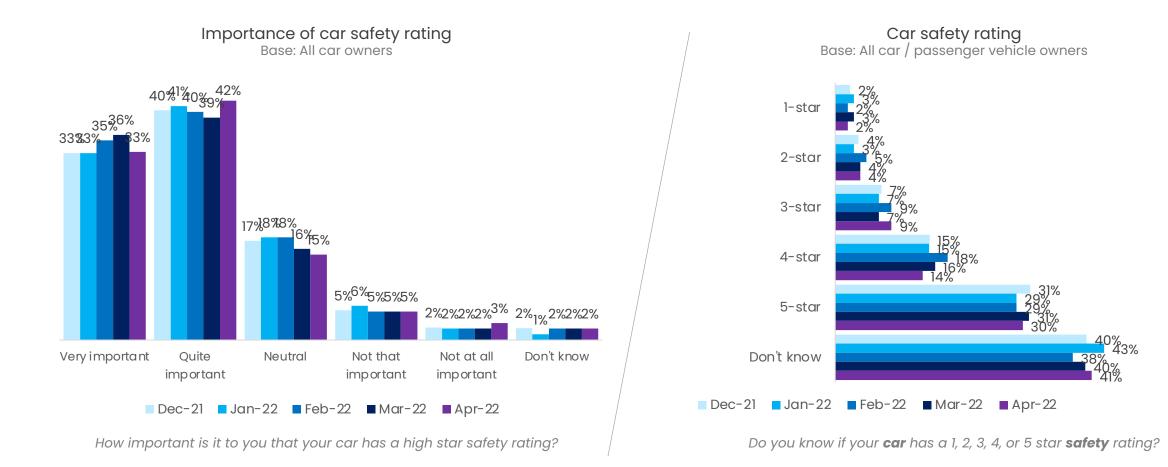
Other than drink-driving or speeding, how likely would it be for someone who breaks a traffic law to be stopped by the **NZ Police?** 



How likely would it be for someone using a **hand-held mobile phone or texting** while driving, to be caught by the **NZ Police?** 

# Importance of car safety ratings

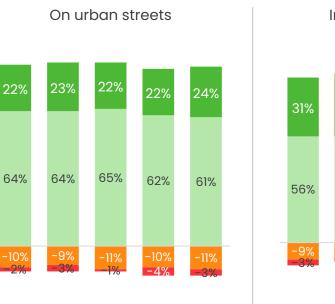
Car safety is considered important by a vast majority of drivers, however 40% do not know their current car's safety rating. We can assume many would therefore like to understand their car safety if it were relatively simple to do so.



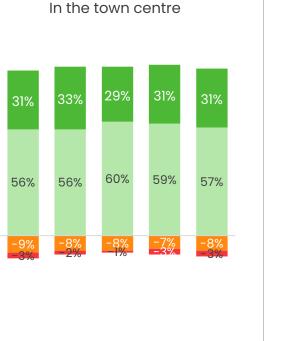
# Perceived safety of walking

Majority feel that walking is safe, however not so on rural roads or open roads. We have seen no change in the perceived safety of walking over the past 5 months.

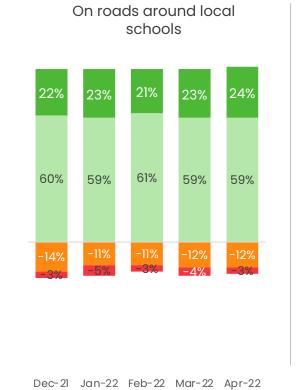
Perceived safety of **walking** in local area Base: Total sample n=1,000



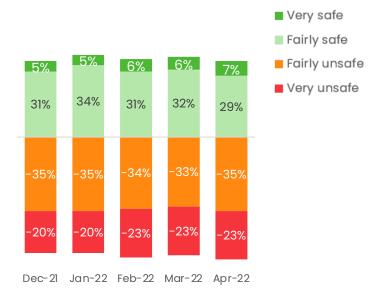
Dec-21 Jan-22 Feb-22 Mar-22 Apr-22



Dec-21 Jan-22 Feb-22 Mar-22 Apr-22



On rural or open roads



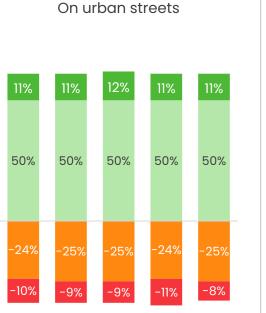
How safe or unsafe do you think the roads in your local area are for people who **walk?** 

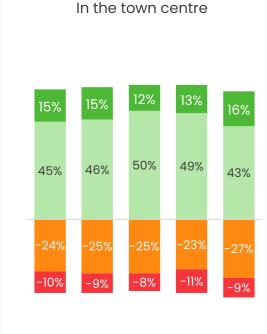
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# Perceived safety of cycling

Cycling is seen as less safe relative to walking and there has been little change in perceived safety over the past 5 months. The majority feel that rural roads are unsafe for cycling.

Perceived safety of **cycling** in local area Base: Total sample n=1,000





Dec-21 Jan-22 Feb-22 Mar-22 Apr-22

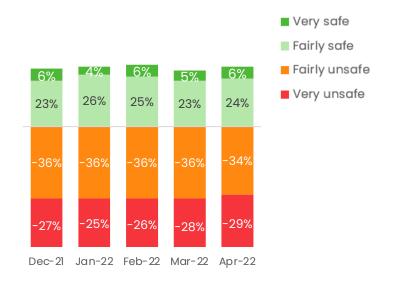


Dec-21 Jan-22 Feb-22

Dec-21 Jan-22 Feb-22 Mar-22 Apr-22

Dec-21 Jan-22 Feb-22 Mar-22 Apr-22





How safe or unsafe do you think the roads in your local area are for people who **cycle?** 



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# Road to Zero Ad Diagnostics

# **Road Safety in general**

Unprompted awareness is high; three quarters of New Zealanders have heard or seen something about road safety recently, the majority via TV advertising or on a TV show.

#### Have you heard or seen anything about road safety recently in media or from people you know? Base: Total sample (n=500)

#### Where have you seen or heard about road safety recently?

Base: Respondents who recall seeing or hearing anything (Apr-22 n=405)



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# Campaign recall and channel

#### We continue to see healthy recall driven by a large TV presence. Many also think they have seen Vision on TV, this will be spill over from the two TVCs



#### 58% Recall



Cinema 3%

#### **Riding Together**

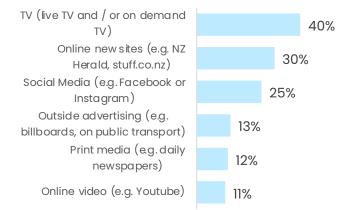


63% Recall

98%	TV (live TV and / or on demand TV)	95%
	Online video (e.g. Youtube)	12%
	Social Media (e.g. Facebook or Instagram)	6%
	Online new sites (e.g. NZ Herald, stuff.co.nz)	1%
	Cinema	4%
		-



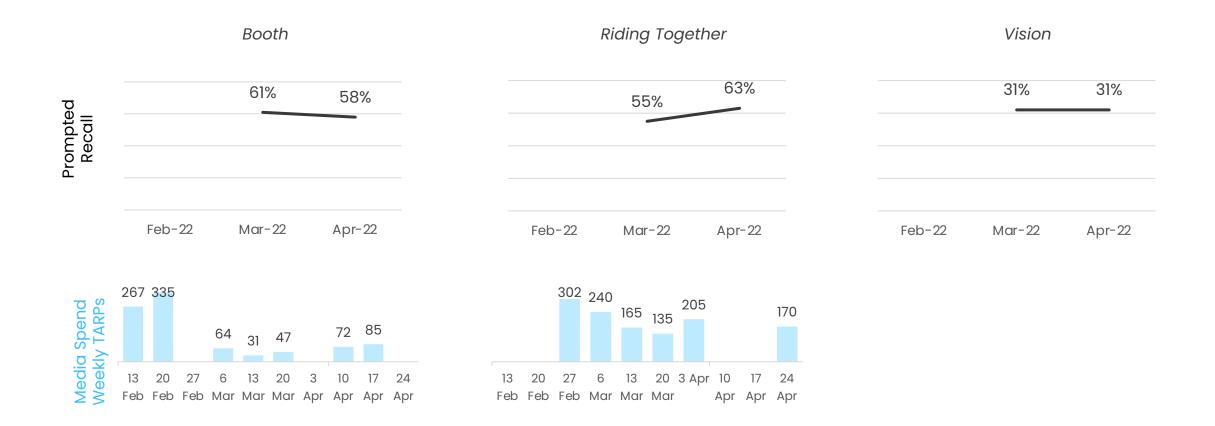
31% Recall



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# Campaign recall and weekly TARPs

Riding Together seen an increase in recall, and now has higher recall than Booth, driven by higher spend.



# Campaign diagnostics summary

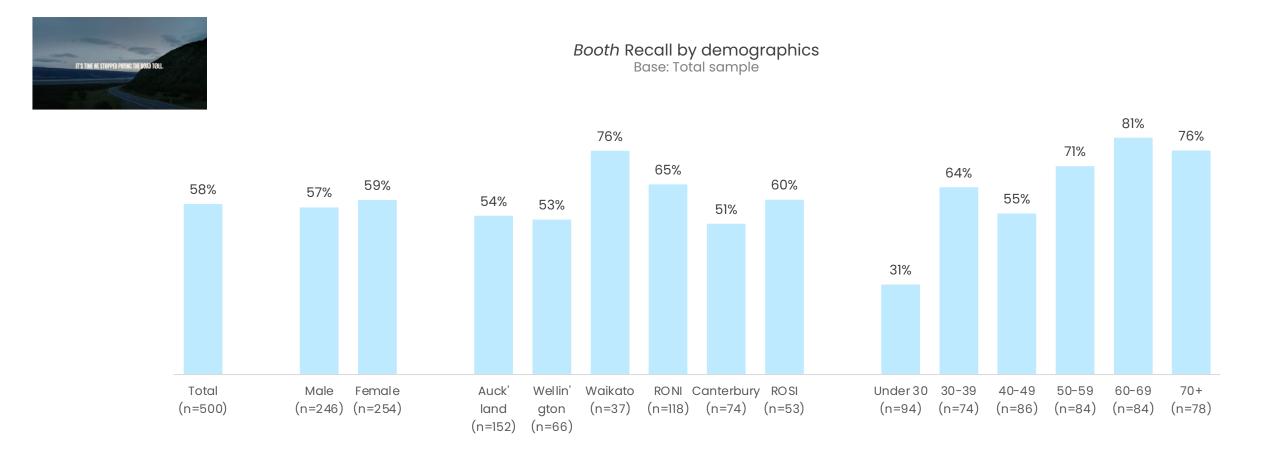
The *Booth* execution resonates more and scores relatively strongly across all diagnostic measures

	Booth	Riding Together	Vision
It is easy to understand	65%	56%	59%
It tells me something new	18%	20%	20%
It has a clear message	63%	52%	60%
It grabs my attention	61%	36%	26%
It talks to me and people like me	37%	25%	21%
It made me think differently about road safety	30%	19%	12%
The ad effectively conveys the message that	50%	42%	55%

Note: Percentages show represent the % of respondents who 'agree' or 'strongly agree' with statement. Respondents were asked agreement on a 7 point scale

## **Booth Recall**

Overall good performance with higher recall among the older demographic. Recall is significantly lower among under 30s.

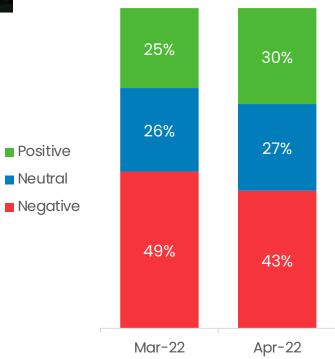


# Booth Verbatims – What is this ad trying to say to you?

SENTIMENT

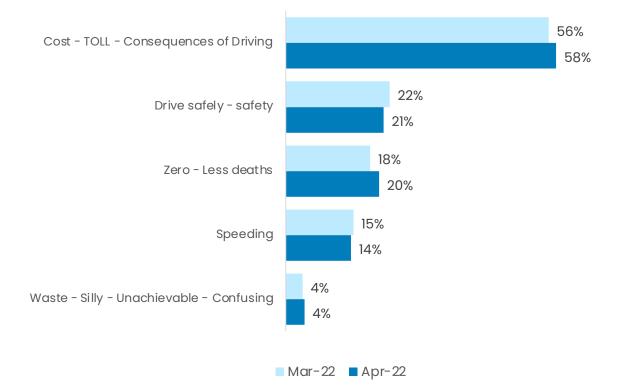
The Booth has a negative sentiment, and the majority of responses refer to the key message about deaths being the cost or consequence of bad driving.





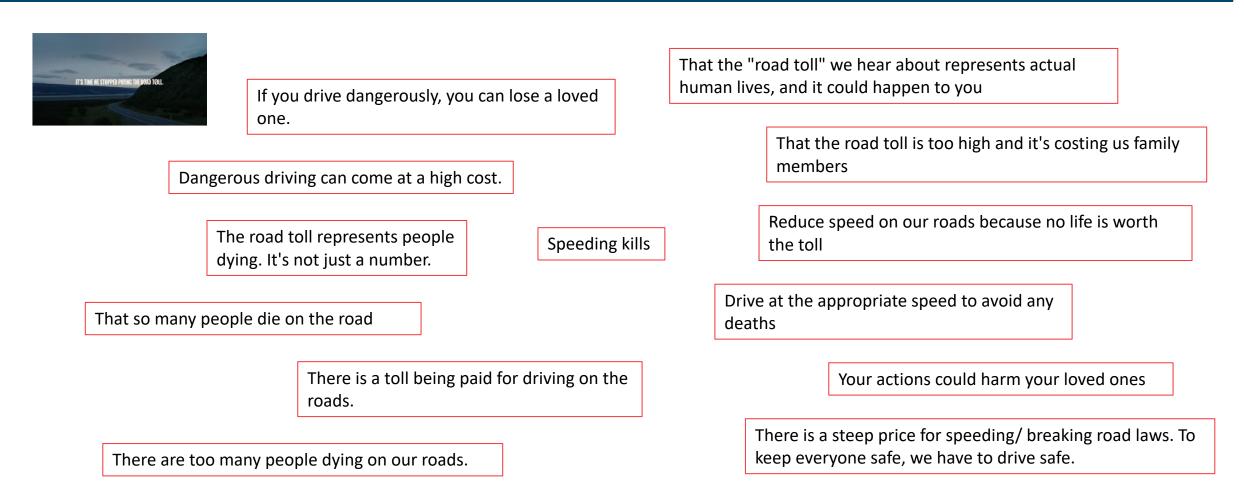
## **Booth** Customer Verbatims Base: Total sample

#### **Booth** Customer Verbatims THEME Base: Total sample



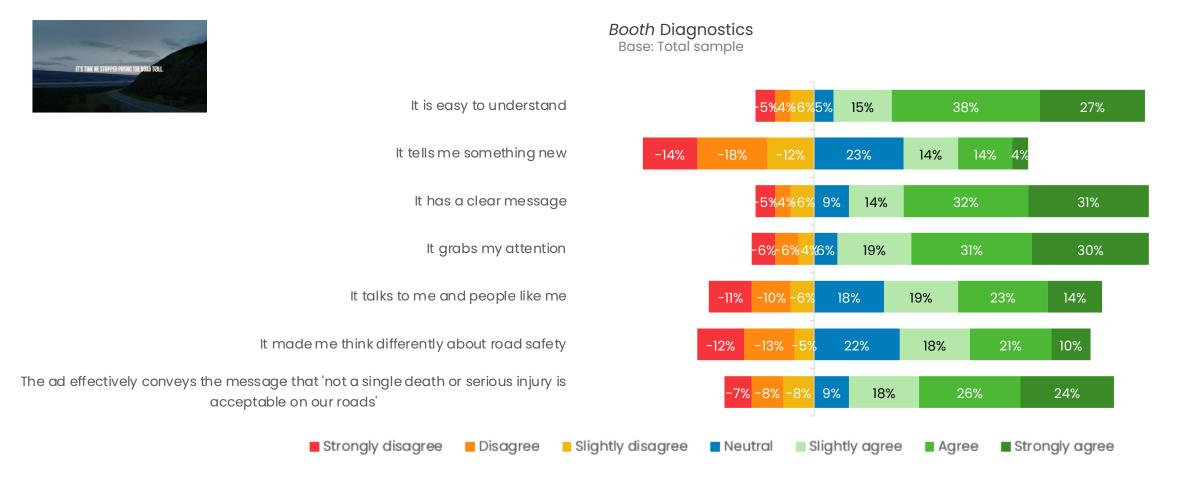
#### Booth Verbatims – What is this ad trying to say to you?

The *Booth* has a negative sentiment, and the majority of responses refer to the key message about deaths being the cost or consequence of bad driving.



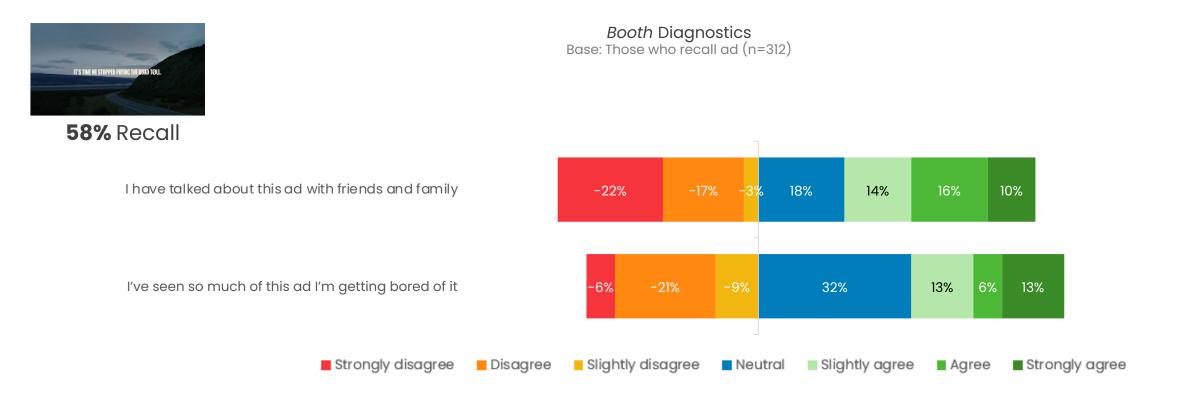
#### **Booth Diagnostics**

The ad is easy to understand, with a clear message and is attention grabbing. It does not necessarily communicate something new, but it may make people think differently.



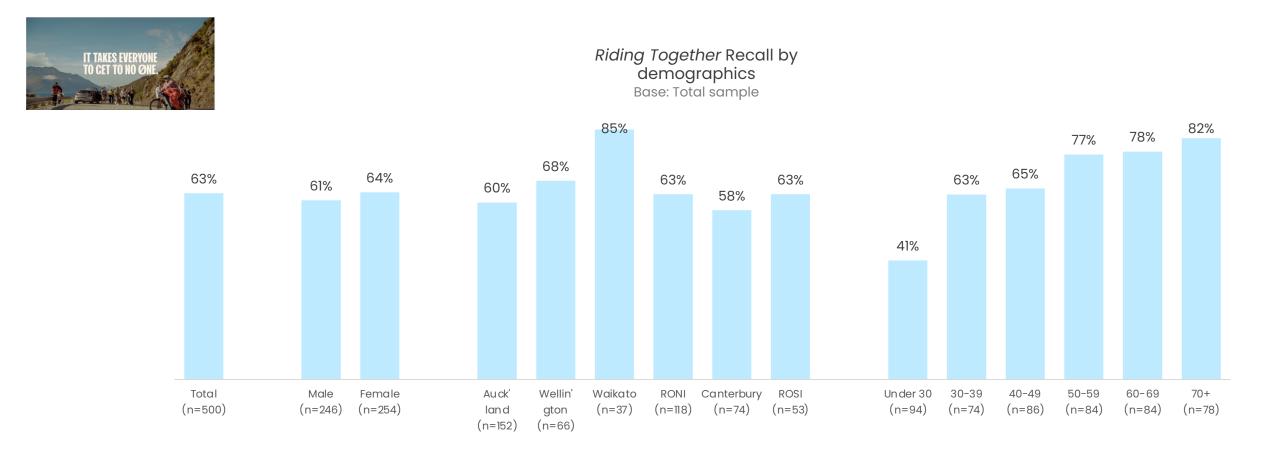
#### **Booth Diagnostics**

Among the 58% who recall the ad, over a third (40%) have talked about it with friends and family. However, just over a third report seeing the ad too much.



#### **Riding Together Recall**

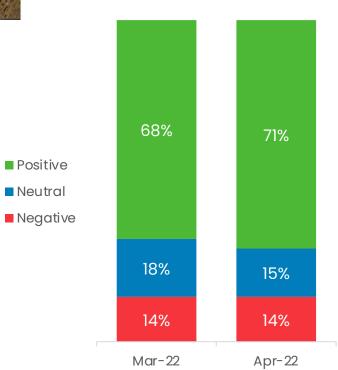
Similar to *Booth*, recall of the *Riding Together* ad skews older, likely driven by the channel strategy. There are few significant differences by region.



#### Riding Together Verbatims – What is this ad trying to say to you?

The *Riding Together* ad has a more positive sentiment, with the key themes being around the team effort required to make roads safer, but also the need to drive more safely (individual behaviour).

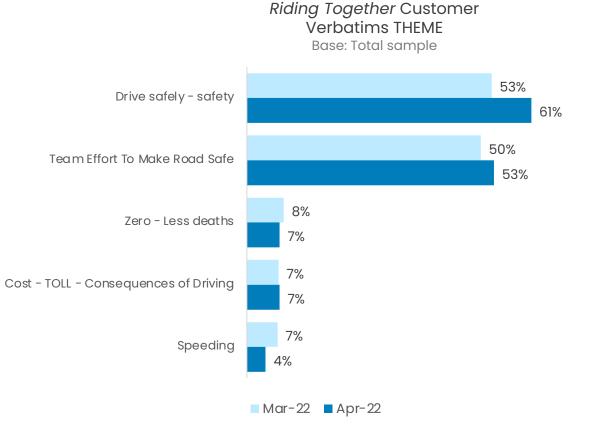




Riding Together Customer Verbatims

SENTIMENT

Base: Total sample



## Riding Together Verbatims – What is this ad trying to say to you?

The *Riding Together* ad has a more positive sentiment, with the key themes being around the team effort required to make roads safer, but also the need to drive more safely (individual behaviour).



Keep your car safe, stick to the speed limit, drive to the conditions

The aim is for zero road toll by reducing speed, car safety, median barriers etc.

That road safety takes a whole lot of people from all different backgrounds.

There is a whole team is of people trying to keep you safe on the road

That there a lot of people are involved in trying to make it safe on the road

Everyone plays a part in keeping our roads safe.

That everyone plays a part to keeping us safe on the roads!

It is pointing out that road safety is a team effort. It also obliquely suggests that issuing speeding fines keeps the roads safe.

Be safe? It takes a team? I have no idea what half those people even said.

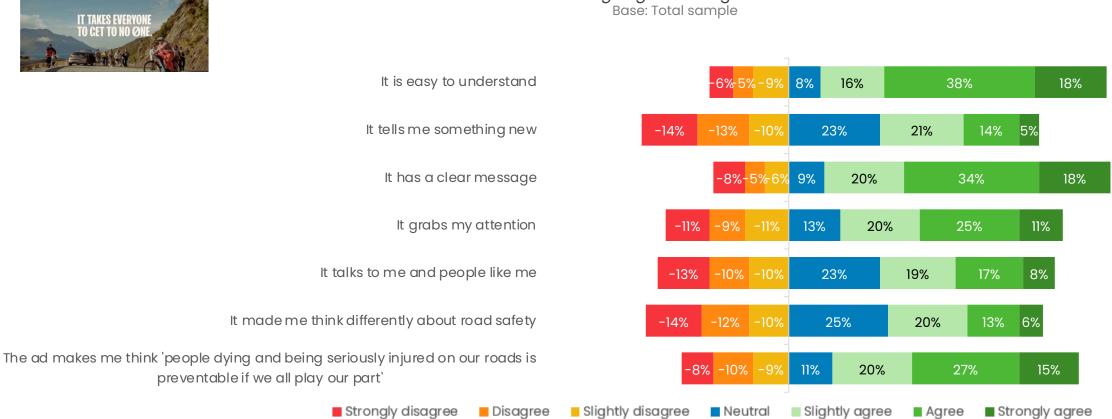
There are a lot of people involved and factors to consider when it comes to road and vehicle safety, and we need to collaborate to meet the 2050 goal.

A lot of people put in a lot of work to help keep us safe

Safer cars, speed and road conditions reduce the risk of serious accidents

#### **Riding Together Diagnostics**

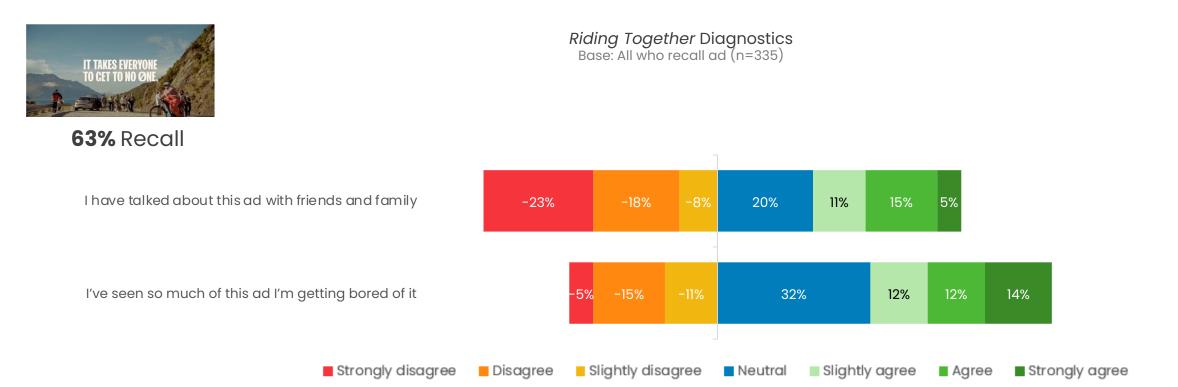
*Riding Together* is easy to understand, attention grabbing and delivers a clear message.



# Riding Together Diagnostics

#### **Riding Together Diagnostics**

Among the 63% who recall the *Riding Together* Ad, almost a third have discussed with friends and family. Unfortunately, almost a third may also be getting bored of it.

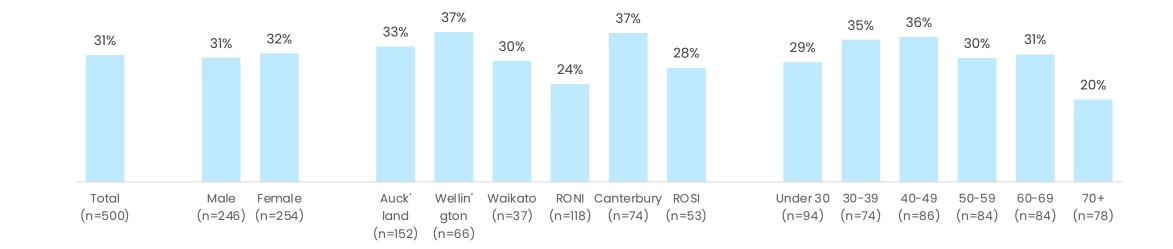


#### **Vision Recall**

Recall of the *Vision* ad does not have as strong a skew by age (or other demographics) that we have seen with the other TV ads. The channels used for *Vision* may be more effective in reaching a younger demographic.

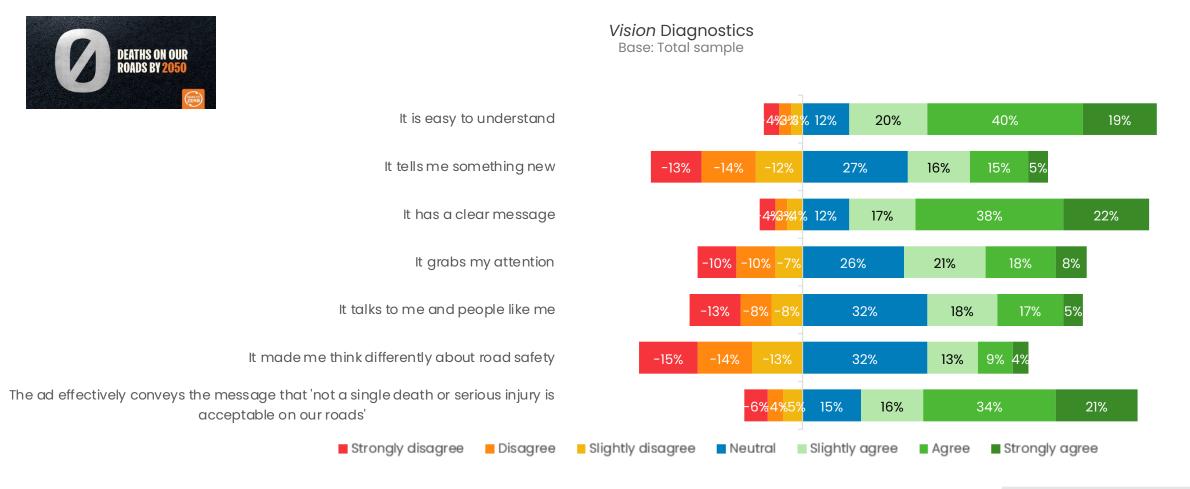


Vision Recall by demographics Base: Total sample



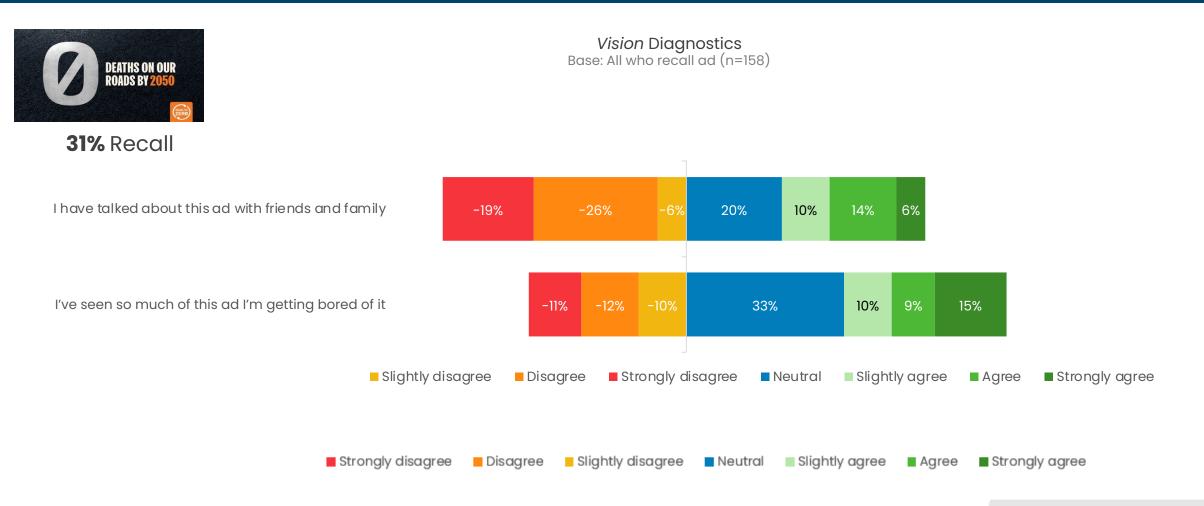
#### **Vision Diagnostics**

The message in the *Vision* ad is clear and easy to understand. It may not be a new message, but it is effectively conveyed.



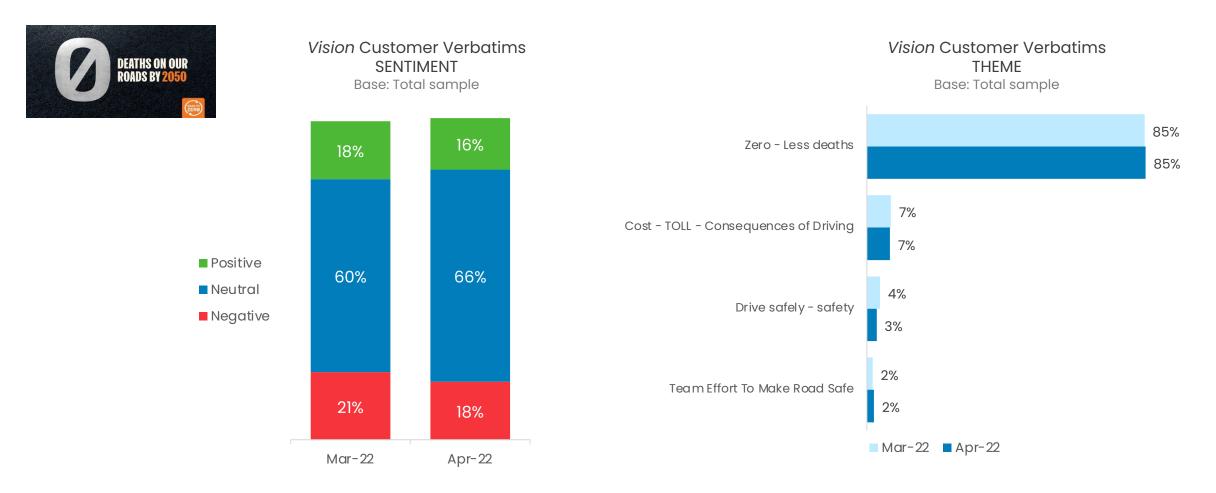
### **Vision Diagnostics**

Among the third of New Zealanders who recall the *Vision* ad, under a third have discussed it with friends and family.



#### Vision Verbatims - What is this ad trying to say to you?

The Vision ad is more informative and so sentiment is more neutral. Messaging is clear with vast majority stating the key theme of reducing deaths on our roads.

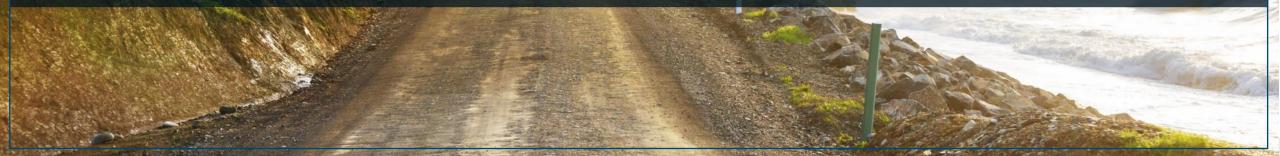






# CAMORRA RESEARCH LTD CONTOCT

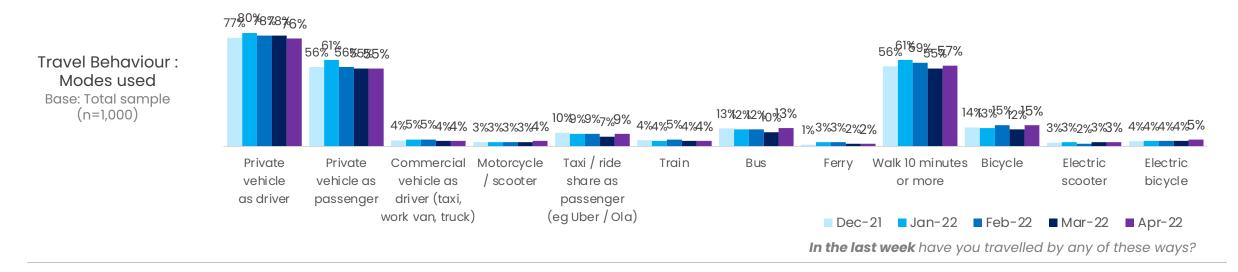
9(2)(a)



#### Who we spoke with - Travel behaviour among Social Licence Monitor sample

Frequency

#### Majority have travelled by private vehicle and over half have walked more than 10 minutes in the last week.





Dec-21 Jan-22 Feb-22 Mar-22 Apr-22 How many days in the last week have you travelled each of these ways?

#### Satisfaction with travel behaviour - Social Licence Monitor

Private car

7%

62%

22%

Dec-21 Jan-22 Feb-22 Mar-22 Apr-22

6%

66%

6%

63%

6%

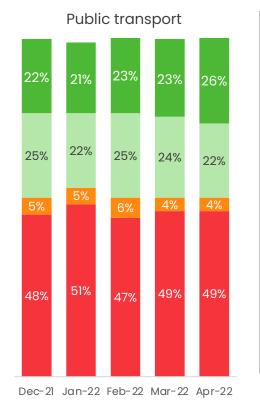
62%

20%

7%

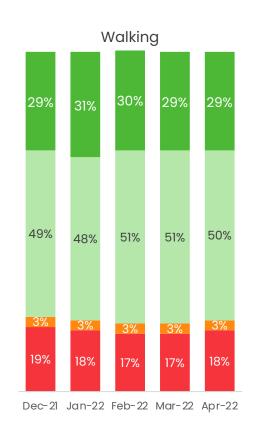
62%

Many would only use public transport or cycle if they had to and these numbers have changed little.



Travel Behaviour : Satisfaction with current behaviour Base: Total sample (n=1,000)

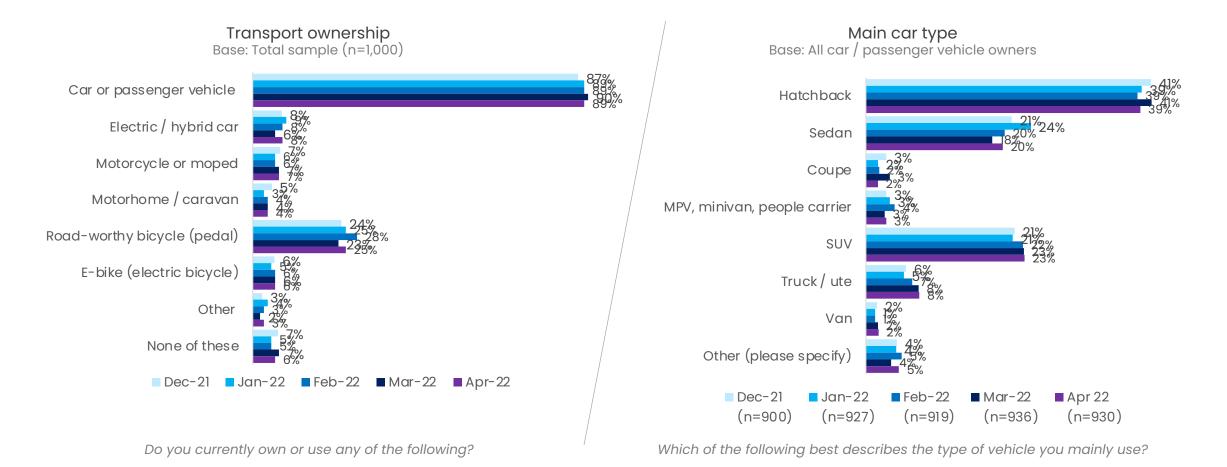




- I would like to travel this way MORE
- I am happy with my use of this travel mode
- I would like to travel this way LESS
- I only travel this way if I have to

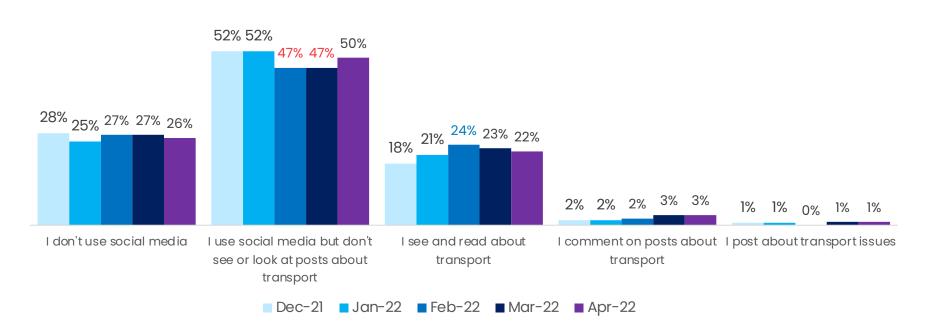
#### Transport ownership profile - Social Licence Monitor

Majority of sample we spoke with own a passenger vehicle, typically a hatchback, sedan or SUV.



#### Social media usage regarding transport – Social Licence Monitor

Less than a fifth of New Zealanders use social media to check on transport.



Social Media usage Base: Total sample (n=1,000)

Which best describes your social media use around transport?