

Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"Companies that are successful among Millennials are those that take into consideration the multifaceted character of this demographic group. Although they are between the ages of 20 and 30 and the fact that they've had similar life experiences, there are significant differences of preference and habits and opinions toward their professional career and personal finances."—

Renata Pompa de Moura, Head of Research

This report looks at the following areas:

- Who are the Millennials?
- · What are their online and offline activities?
- · What brand actions influence their purchasing decisions?
- What are their views about their personal finances and job market?
- What are their attitudes toward advertising and promotions of brands, products, and services?

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

+61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Introduction

Definitions

Abbreviations

Executive Summary

The consumer

Figure 1: Online and offline activities, by age group 20-37, July 2014

Environmentally friendly brands appeal mainly to young women

Figure 2: Brand actions that influence purchasing decisions, by all and Millennials, July 2014

While older Millennials tend to focus on doing what they love, younger Millennials tend to prioritize financial independence

Figure 3: Attitudes toward financial issues and professional career, by groups of Millennials, July 2014

Figure 4: Attitudes toward advertising and promotions of brands, products, and services, by all and selected age groups, July 2014

What we think

Key Points

Older male Millennials still receive financial support from their parents

Brands can benefit from younger men who like giving their opinion about products online

Online payments: more convenience for young couples and those with small children

Trend Application

Make it Mine

FSTR/HYPR

Locavore

The Consumer – Online and Offline Activities

Key points

Offline activities are still predominant among Millennials

Figure 5: Online and offline activities, by age group 20-37, July 2014

Young Millennials tend to prefer online activities

Figure 6: Online activities, by selected age groups, July 2014

Security certificates and advertisements on social media are tools that could encourage young Millennials to shop more online

The Consumer – Brand Actions that Influence Purchasing Decision

Key points

Environmentally friendly brands appeal mainly to young women

Figure 7: Brand actions that influence purchasing decisions, by all and Millennials, July 2014

Brands that communicate through the internet are more likely to attract young female consumers

Figure 8: Agreement with brand action that influences purchasing decision "Brands that regularly communicate via the internet (eg posting current actions on Facebook or Twitter, up-to-date news on their website)," by age group and gender, July 2014

Innovative brands tend to attract more young men with no children

Figure 9: Agreement with brand action that influences purchasing decision "Up-to-date brands that launch the latest innovations in their industries (eq new product formulas)," by age group and gender, July 2014

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

EMAIL: reports@mintel.con



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

The Consumer – Attitudes toward Financial Situation and Professional Career

Key points

While older Millennials tend to focus on job satisfaction, younger Millennials strive for financial independence

Figure 10: Attitudes toward financial issues and professional career, by groups of Millennials, July 2014

Female Millennials are more worried about managing their personal finances

Figure 11: Agreement with the statement "I manage my personal finances carefully," by Millennials and gender, July 2014

Older and married Millennials tend to be very dedicated to their work

Figure 12: Agreement by older millennials with selected statements, by gender and marital status, July 2014

The Consumer - Attitudes toward Advertising of Brands, Products, and Services

Key points

TV advertisements and friends' recommendations are popular among Millennials

Figure 13: Attitudes toward advertising and brand promotion, products, and services, by all and selected age groups, July 2014

Younger men and women react differently to TV and internet campaigns

Figure 14: Agreement by young Millennials with selected statements, by gender, July 2014

Younger women are less influenced by recommendations of brands by friends

Figure 15: Agreement by Millennials with the statement "I trust more in brands recommended by friends," by gender and age group, July 2014

Repetitive advertisements tend to bother younger married Millennials

Figure 16: Agreement by Millennials with the statement "Seeing the advertisement of a product many times during a TV program doesn't encourage me to buy it," by age group and marital status, July 2014

Appendix - Online and Offline Activities

- Figure 17: Online and offline activities, July 2014
- Figure 18: Online and offline activities Online, by demographics, July 2014
- Figure 19: Online and offline activities Online, by demographics, July 2014 (cont.)
- Figure 20: Online and offline activities Offline, by demographics, July 2014
- Figure 21: Online and offline activities Offline, by demographics, July 2014 (cont.)
- Figure 22: Online and offline activities Online only, by demographics, July 2014
- Figure 23: Online and offline activities Online only, by demographics, July 2014 (cont.)
- Figure 24: Online and offline activities Offline only, by demographics, July 2014
- Figure 25: Online and offline activities Offline only, by demographics, July 2014 (cont.)
- $Figure\ 26:\ Online\ and\ offline\ activities-Both\ online\ and\ offline,\ by\ demographics,\ July\ 2014$
- Figure 27: Online and offline activities Both online and offline, by demographics, July 2014 (cont.)
- $Figure\ 28:\ Online\ and\ offline\ activities-Neither\ online\ nor\ offline,\ by\ demographics,\ July\ 2014$
- Figure 29: Online and offline activities Neither online nor offline, by demographics, July 2014 (cont.)

Appendix – Brand Actions that Influence Purchasing Decision

- Figure 30: Brand actions that influence purchasing decision, July 2014
- Figure 31: Brand actions that influence purchasing decision, by demographics, July 2014
- Figure 32: Brand actions that influence purchasing decision, by demographics, July 2014 (cont.)

Repertoire Analysis

Figure 33: Repertoire of marketing actions that influence purchasing decision, July 2014

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

FMAIL: reports@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 34: Repertoire of marketing actions that influence purchasing decision, by demographics, July 2014

Figure 35: Brand actions that influence purchasing decision, by repertoire of marketing actions that influence purchasing decision, July 2014

Appendix - Attitudes toward Financial Issues and Professional Career

Figure 36: Attitudes toward financial issues and professional career, July of 2014

Figure 37: Attitudes toward financial issues and professional career, by demographics, July 2014

Figure 38: Attitudes toward financial issues and professional career, by demographics, July 2014 (cont.)

Repertoire Analysis

Figure 39: Repertoire of attitudes toward financial issues and professional career, July 2014

Figure 40: Repertoire of attitudes toward financial issues and professional career, July 2014

Figure 41: Repertoire of attitudes toward financial issues and professional career, by repertoire of attitudes toward financial issues and professional career, July 2014

Appendix - Attitudes toward Advertising and Promotion of Brands, Products, and Services

Figure 42: Attitudes toward advertising and promotion of brands, products, and services, July 2014

Figure 43: Attitudes toward advertisements and promotion of brands, products, and services, by demographics, July 2014

Figure 44: Attitudes toward advertisements and promotion of brands, products, and services, by demographics, July 2014 (cont.)

VISIT: store.mintel.com

Americas +1 (312) 943 5250 APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com