

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.



"Asian moms are a diverse group, originating from many countries. They are highly educated, with high-household incomes and high expectations for their children's futures. This combination of traits makes Asian moms a desirable market for a wide range of products and brands."

- Fiona O'Donnell, Category Manager - Multicultural, Lifestyles, Leisure and Travel

This report looks at the following areas:

- · Asians a diverse group representing a variety of cultures
- · Asian moms trust few information sources
- · Asian moms don't see themselves represented in media

This Report provides a picture of perceptions, attitudes, and demographic characteristics of Asian moms to understand how they make purchase decisions for their families and children.

For the purposes of this Report, Moms are defined as female parents or guardians of children younger than 18 living in the home.

This is one of many Reports that Mintel has produced on Marketing to Moms. Readers may also be interested in Mintel's Marketing to Moms – US, September 2015, Marketing to Black Moms – US, September 2015, and Marketing to Hispanic Moms – US, September 2015.

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

Overview

What you need to know

Definition

Executive Summary

Asian moms a small but important market

Figure 1: Estimated number and share of moms who have children younger than 18 living in the household, by race/Hispanic origin, 2014

The issues

Asians a diverse group representing a variety of cultures

Figure 2: Asian population, by country of origin/heritage, 2010

Asian moms trust few information sources

Figure 3: Asian moms' perceptions of parenting information sources, June 2015

Asian moms don't see themselves represented in media

Figure 4: Attitudes toward parenting - Representations in the media, Asian moms indexed to all, June 2015

The opportunities

SoLoMo (social, local, mobile): Mom blogs, local, Asian-language media

Figure 5: Parenting information sources regularly used, Asian moms indexed to all, June 2015

Dual-income and high-income households

Figure 6: Growth in purchasing power, by race/Hispanic origin, 1990-2019

Organic and natural products

Figure 7: Product positioning tactics influencing purchase, Asian moms indexed to all moms, June 2015

What it means

The Market – What You Need to Know

Asian mom population small but growing

Asian moms have larger households with more help

Asian moms older, better educated

Diversity defines Asian population

Diversity high within Asian households

Asian Moms by the Numbers

There are about 2.4 million Asian moms in the US

Figure 8: Estimated number and share of moms who have children younger than 18 living in the household, by race/Hispanic origin, 2014

Asian households more likely than average to include children

Figure 9: Presence of children in household, by race and Hispanic origin, 2014

Asian moms skew older compared to the average

Figure 10: Moms' distribution by age, by race and Hispanic origin, 2014

Market Perspective

Asian population small but growing rapidly

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100

EMAIL: 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 11: Population by race and Hispanic origin, 2010-20

Asians live in larger households

Figure 12: Average household size and average number of adults and children in households, by race and Hispanic origin, 2014

Marriage rates high among Asian women

Figure 13: Marital status of women aged 18 or older, by race and Hispanic origin, 2014

Figure 14: Rate of interracial marriage among selected races, by race and gender, 2013

Asians wait to marry

Figure 15: Marital status of Asians, by age, 2013

Asian share of births (and moms) growing, despite small families

Figure 16: Distribution of births, by race of mother, 2004-14

Asian moms start later

Figure 17: Distribution of births of first children, by age and total versus Asian mothers, 2013

Asian moms come from diverse cultures

Figure 18: Asian population, by country of origin/heritage, 2010

Figure 19: Asian demographics, by country of origin/heritage, 2010

Asian moms well educated and financially secure

Figure 20: Purchasing power, by race/Hispanic origin, 1990-2019

Key Strategies - What You Need to Know

Targeting options include mom blogs, local, Asian-language media

Dads and diversity important to Asian moms

Digital and mobile key platforms

What's Working?

Reaching moms through images of dads

Targeting by language and culture

Targeting by region

Peer-to-peer recommendations

Natural and organic products

What's Next?

Diversity within households becomes the norm

Accelerating shift to mobile and other cutting-edge technologies

The Consumer - What You Need to Know

Time with family a priority

Moms do it all

Dads key to selling to Asian moms

Asian moms influential consumers

Pricing and demos effective in selling to Asian moms

Asian moms don't see themselves in media

Important Aspects of a Good Life



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 good life means health and success

Figure 21: Important aspects of a good life, Asian moms indexed to all, June 2015

Attitudes toward Motherhood

Asian moms confident and independent

Figure 22: Attitudes toward motherhood, Asian moms indexed to all, June 2015

Unacculturated moms less wrapped up in kids' success

Figure 23: Attitudes toward motherhood, by dominant culture, June 2015

More Asian moms see children as part of their retirement plan

Figure 24: Attitudes and opinions toward parenting, Asian moms indexed to all, June 2015

Balancing Family and Work

Quality time with kids a priority

Figure 25: Attitudes and opinions toward parenting, Asian moms indexed to all, June 2015

Moms feel constant demands

Figure 26: Attitudes toward motherhood, by dominant culture, June 2015

Household Chores

Moms do it all

Figure 27: Asian moms' perceptions of responsibility for household chores, June 2015

Asian spouses more helpful than most

Figure 28: Indexed participation of family members in household chores, Asians versus all households with children, June 2015

Important Values to Instill in Children

Responsibility, confidence top traits

Figure 29: Most important values to instill, Asian moms indexed to all moms, June 2015

Independence distinct from self-expression

Figure 30: Most important values to instill, by dominant culture, June 2015

Children Through a Mother's Eyes

Asian moms don't see themselves as more demanding

Figure 31: Attitudes toward parenting - Education/hard work, Asian moms indexed to all, June 2015

Material goods can show love for some Asian moms

Figure 32: Attitudes toward parenting - Affection/praise/discipline, Asian moms indexed to all, June 2015

Asian moms find balance between tradition and opportunity

Figure 33: Attitudes toward parenting - Cultural conflict, Asian moms indexed to all, June 2015

Figure 34: Attitudes toward parenting – Cultural conflict, by dominant culture, June 2015

Parenting Information Sources

Media has broad reach with Asian moms

Figure 35: Parenting information sources regularly used, Asian moms indexed to all, June 2015

Millennial moms look online for parenting help

Figure 36: Parenting information sources Asian moms regularly use, by generation, June 2015

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.

Perceptions of Parenting Information Sources

Trust hard to come by

Figure 37: Asian moms' perceptions of parenting information sources, June 2015

Figure 38: Correspondence analysis – Asian moms' perceptions of parenting information sources, June 2015

Purchase Influencers

Asian moms look to peers when making purchases

Figure 39: Asian moms' purchase influencers, June 2015

New moms open to recommendations

Figure 40: Asian moms' purchase influencers, by new moms versus experienced moms, June 2015

Online reputation paramount with South Asians

Figure 41: Asian moms' purchase influencers, by region of origin/descent, June 2015

Product Positioning Tactics Influencing Purchases

Organic/all-natural claims, demonstrations effective with Asian moms

Figure 42: Product positioning tactics influencing purchase, Asian moms indexed to all, June 2015

Asian moms somewhat less motivated by price

Figure 43: Shopping behaviors, Asian moms indexed to all, June 2015

Attitudes toward Advertising

Asian moms aged 45+ worry most about excessive screen time

Figure 44: Attitudes toward parenting – TV and technology, Asian moms indexed to all, June 2015

Few Asian moms identify with TV ads

Figure 45: Attitudes toward parenting - Representations in the media, Asian moms indexed to all, June 2015

Ads connect most with South Asian moms

Figure 46: Attitudes toward parenting - Representations in the media, by dominant culture, June 2015

Figure 47: Attitudes toward parenting – Representations in the media, by region of origin/descent, June 2015

Appendix – Data Sources and Abbreviations

Data sources

Consumer survey data

Consumer qualitative research

Abbreviations and terms

Abbreviations

Terms

Correspondence analysis methodology

A note on dominant culture/acculturation

Appendix - The Market

Figure 48: Births, by race/Hispanic origin of mother, preliminary 2014

Figure 49: Fertility rate, by race and Hispanic origin, 2003-13*

Figure 50: Distribution of births, by race and Hispanic origin of mother, 2002-12

BUY THIS REPORT NOW VISIT: store.mintel.com

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

EMAIL: 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 51: Births to unmarried, by age and by race/Hispanic origin of mother, final 2013 and preliminary 2014

Appendix - Consumer

Data for correspondence analysis – Perceptions of parenting information sources

Figure 52: Asian moms' perceptions of parenting information sources, June 2015

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100

EMAIL: reports@mintel.com