

Report Price: £3239.54 | \$3995.00 | €3796.74

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



"Home electronics manufacturers and brands operating in Canada are facing a changing environment of evolving preferences and demand. However, some segments have struggled to maintain relevancy. Furthermore, consumer attitudes indicate that they are performing research before purchasing a device, and thus will be more likely to be confident in the purchasing process."

- Andrew Zmijak, Research Analyst

This report looks at the following areas:

- Home theatre systems are losing presence in Canadian households
- Low prices are a major factor
- Consumers insist on performing research prior to purchase

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL:EMEA
+44 (0) 20 7606 4533

Brazil 0800 095 9094

Americas +1 (312) 943 5250

+86 (21) 6032 7300

+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: £3239.54 | \$3995.00 | €3796.74

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

Definitions

Executive Summary

The issues

Home theatre systems are losing presence in Canadian households

Figure 1: Presence of home electronics in the household, type of speakers/sound system, November 2016

Low prices are a major factor

Figure 2: Influencing factors when choosing a retailer, November 2016

Consumers insist on performing research prior to purchase

Figure 3: Attitudes towards home electronic products (any agree), November 2016

The opportunities

Interest in Ultra-HD/4K resolution tops the list

Figure 4: Interest in television technology features (top five), November 2016

Efficiency and practicality trump the importance of size

Figure 5: Attitudes towards home electronics (any agree), November 2016

There are those who are more serious about sound

What it means

The Market - What You Need to Know

Moderate growth projected for television sets

Generational preferences will help boost sales

Home electronic brands will benefit from a growing and diverse population

Economic factors and increasing living costs will affect discretionary spending

A lack of interest for pay-TV cable/satellite may pose a threat to TV sales

Market Size and Forecast

Moderate growth forecast for television sets

Figure 6: Retail market volume of television sets, Canada, 2011-21

Figure 7: Retail market volume of television sets, Canada, 2011-21

Forecast methodology

Market Factors

Generational preferences will help boost sales in certain home electronic segments

Figure 8: Projected trends in the age structure of the Canada population, 2014-19

Figure 9: Population aged 65 years and over in Canada, historical and projected (% of total), 1971-2061

Home electronic brands will benefit from a growing and diverse population

Economic factors and increasing living costs will affect discretionary spending

Disinterest in pay-TV cable and satellite may pose a threat to TV sales

BUY THIS REPORT NOW VISIT: store.mintel.com

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

Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com



Report Price: £3239.54 | \$3995.00 | €3796.74

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

Key Players - What You Need to Know

Black Friday/Cyber Monday deals

Marketing the latest and greatest offers

Sonos - You're Better Than This

Streaming media devices are gaining popularity

Lack of 4K content creates a challenge for Ultra-HD televisions

Cutting-edge innovations in TV tech will heighten viewing experience

Marketing and Advertising

Black Friday/Cyber Monday deals

Figure 10: Costco, Black Friday, acquisition mail, November 2016

Figure 11: Costco, Cyber Monday, acquisition mail, November 2016

Marketing the latest and greatest offers

Figure 12: Sony advertising, acquisition mail, September 2016

Figure 13: Sony advertising, acquisition mail, June 2016

Sonos - You're Better Than This

Figure 14: Sonos commercial 2016, You're Better Than This, August 2016

What's Working?

Streaming media devices are gaining ground

What's Struggling?

Lack of 4K content creates a challenge for Ultra-HD TV sets

Macro and micro conditions may dampen spending

What's Next?

Cutting-edge innovations in TV technology will heighten viewing experience

The Consumer - What You Need to Know

LED/LCD TVs are the most common TVs found in Canadian households

Men over 45 are more likely to have speakers and audio equipment

Low prices followed by good reputation are most critical when choosing a retailer

Ultra-HD/4K resolution is a top feature

Consumers are keen on performing research prior to purchase

Canadian consumers display patience and rationale

Some are serious about sound

Home Electronics in the Household

Ownership of LED/LCD TVs highest among Canadian households

Figure 15: Types of televisions in the household, November 2016

Home theatre systems still prevalent but losing ground

Figure 16: Home electronics in the household (not including TVs), November 2016

Men over 45 are most partial to audio/video equipment

BUY THIS REPORT NOW VISIT: store.mintel.com

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

Americas +1 (312) 943 5250 | China +86 (21) 6032 7300 APAC +61 (0) 2 8284 8100 |

EMAIL: reports@mintel.com



Report Price: £3239.54 | \$3995.00 | €3796.74

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

Figure 17: Ownership of home audio/video components (select), men 45+ vs women 45+, November 2016

Figure 18: Select attitudes towards home electronic products (any agree), by gender, November 2016

Higher-income households more likely to have audio/video components

Influencing Factors when Choosing a Retailer

Predictably, low prices are most critical when choosing a retailer

Figure 19: Influencing factors when choosing a retailer, November 2016

Women are more influenced by in-store experience and promotions

Figure 20: Influencing factors when choosing a retailer, by gender, November 2016

It's all about service for older consumers

Figure 21: Influencing factors when choosing a retailer (select), 18-54s vs over-55s, November 2016

Shipping costs play a factor

More sales less service for Quebecers

Interest in TV Technology Features

Consumers are interested in resolution and flexibility

Figure 22: Interest in television technology features, November 2016

Men are significantly more interested in TV tech

Figure 23: Interest in television technology features, by gender, November 2016

Attitudes towards Home Electronics

Performing research prior to purchase is critical for consumers

Figure 24: Attitudes towards home electronic products (any agree), November 2016

Canadian consumers display patience and rationale

Figure 25: Select attitudes towards home electronic products (any agree), November 2016

Efficiency and practicality overshadow the importance of size

Figure 26: Attitudes towards home electronics (any agree), November 2016

Some are more serious about sound

Appendix - Data Sources and Abbreviations

Data sources

Consumer survey data

Consumer qualitative research

Abbreviations and terms

Abbreviations

APAC +61 (0) 2 8284 8100 | **EMAIL:** reports@mintel.com