

Report Price: £3254.83 | \$4395.00 | €3662.99

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



"Despite hurdles throughout 2020, the digital hardware industry is in a healthy position — reflected by the growth of its leading companies. The pandemic forced Canadians to adopt more digital habits out of necessity, which ultimately drove demand for hardware."

- Scott Stewart, Senior Tech & Media Research Analyst

This report looks at the following areas:

- Ownership of digital hardware devices.
- How health and wellness are increasing their roles in digital hardware.
- Ownership and interest in smart home security hardware as well as its impact on existing professional home security service companies.
- Purchase factors for televisions and an analysis of how current TV innovation aligns with consumer demand.
- New tactics that smartphone companies can use to differentiate their devices and a look into how shoppers approach the market.
- An evaluation of 5G and foldable smartphones with respect to consumers' current needs.

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

APAC +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: £3254.83 | \$4395.00 | €3662.99

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

Key issues covered in this Report

Definition

Executive Summary

Top takeaways

Market overview

Impact of COVID-19 on digital hardware

Figure 1: Short-, medium- and longer-term impact of COVID-19 on digital hardware, December 2020

Opportunities

Innovating to broaden target consumer bases

Older Canadians represent an opportunity across multiple categories

Challenges

Focusing on what consumers want

Home security services are competing with their own consumers

The Market - Key Takeaways

After some bumps in the road, tech hardware is stabilizing and growing

The Market - By the Numbers

Tech companies see their stocks rise in 2020

Smartphone sales struggle as a result of the pandemic

Figure 2: Apple annual net sales by category (USD), 12 months ending September 2019-12 months ending September 2020

Market Factors

The Canadian economy is settling down after spring uncertainty

Figure 3: Canadian unemployment rate, November 2019-November 2020

Figure 4: Canadian household saving rate, Q1 2018-Q3 2020

COVID-19 pandemic delayed the roll-out of 5G in Canada

Chinese imports steady amid political turmoil

Figure 5: Canadian imports from China (x \$1,000,000), October 2017-October 2020

Video-game console releases headline 2020 hardware innovations

Figure 6: Xbox Canada Instagram post, September 2020

Figure 7: PlayStation Canada Instagram post, October 2020

Electronics supply chains have stabilized

Impact of COVID-19 on digital hardware

Figure 8: Short-, medium- and longer-term impact of COVID-19 on digital hardware, December 2020

Companies and Brands - Key Takeaways



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: £3254.83 | \$4395.00 | €3662.99

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

Leading companies made small strategic adjustments in 2020

Competitive Strategies

2020 innovations in digital hardware

Flagship smartphone innovations were minimal in 2020

Wearable tech is collecting more personal wellness data

Figure 9: Fitbit Instagram post, December 2020

Gaming is a big factor in 2020 TV innovation

Figure 10: LG Canada Instagram post, December 2020

Google shifts its home security strategy

Apple expands into wireless headphones

Figure 11: AirPods Max – Journey into Sound, December 2020

Brands are taking steps towards more eco-friendly products

The Consumer - Key Takeaways

Digital hardware ownership

Wearable technology and health

Smart tech's role in home security

Television purchases and innovation

Smartphone innovation and retailing

5G and foldable smartphone

Digital Hardware Ownership

Widely owned tech is the most vulnerable in a struggling economy

Figure 12: Device ownership, September 2020

Smartphones can use pricing promotions or expand to underserved demographics

Figure 13: Fido Facebook post, November 2020

Figure 14: Mobile-device ownership, by age, September 2020

Tablets should be targeted at younger consumers

There is less white space when it comes to personal computers

In personal audio, wireless headphones outpace smart speakers

Wireless headphones/earphones are becoming mainstream

Figure 15: Wireless headphone/earphone ownership, by age, September 2020

Smart speakers have a stable base, but may be slowing

Figure 16: Speaker ownership, by age, September 2020

Consoles will drive the gaming industry in 2021

Figure 17: Video-game console ownership, by age and gender, September 2020

Smart Technology and Health

Building health capabilities into wearable tech

Figure 18: Smartwatch/fitness tracker ownership, by age, September 2020

Messaging should shift to make older consumers a target

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: £3254.83 | \$4395.00 | €3662.99

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

Figure 19: Interested in wearable tech that can track general health (% agree), by age, September 2020

Figure 20: Apple Watch - Dear Apple - Apple, September 2017

Figure 21: Interested in wearable tech that can track heart health (% agree), by age, September 2020

Dads are interested, but most do not own wearable tech

Figure 22: Smartwatch/fitness tracker ownership, by gender and presence of children, September 2020

Figure 23: Interested in wearable tech health capabilities (% agree), moms vs dads, September 2020

Health capabilities in smart tech at home

Figure 24: Introducing Fitbit Aria™ Wi-Fi Smart Scale, January 2015

Figure 25: Oral-B Instagram post, October 2020

Figure 26: Ownership and interest in health tech at home, September 2020

Smart weight scales fit well with at-home fitness and healthcare

Figure 27: Ownership and interest in smart weight scales, by age, September 2020

Smart exercise equipment skews to higher incomes, but not among young people

Figure 28: Do not own smart exercise equipment but interested, by age and household income, September 2020

Hygiene at home is another opportunity for smart tech

Figure 29: Ownership and interest in smart toothbrushes, by age, September 2020

Smart Tech's Role in Home Security

Smart security cameras have put consumers in control of home security

Figure 30: Ownership and interest in smart security cameras, September 2020

Figure 31: Interest in smart security cameras, by age, September 2020 $\,$

Figure 32: Interest in smart security cameras, parents vs non-parents, September 2020

Figure 33: Arlo Smart Home Instagram post, October 2020

Figure 34: Interest in smart security cameras, Asian Canadians vs overall, September 2020

Smart smoke detectors are a good complement for security cameras

Figure 35: Currently own a smart smoke detector, by smart security camera ownership, September 2020

Figure 36: Interested in a smart smoke detector, by smart security camera interest, September 2020

Smart homes are a threat to security services

Figure 37: Smart home security eliminates the need for professional services (% agree), by age, September 2020

Television Purchases and Innovation

TV shoppers put quantity over quality

Figure 38: Important factors when shopping for a TV, September 2020

Picture and sound quality are important, but secondary

Figure 39: TV screen resolution is an important purchase factor, by household income, September 2020

Only half of consumers care about a TV's brand name

Software does not move the needle

Figure 40: Software as an important purchase factor, by age, September 2020

Adoption of new television technology is slow

Figure 41: 4K TV ownership, by age, September 2020

Figure 42: 8K TV ownership and interest, September 2020

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: £3254.83 | \$4395.00 | €3662.99

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

Smartphone Innovation and Retailing

Smartphone brands should find new ways to differentiate

Figure 43: Red Instagram post, October 2020

Figure 44: Willing to pay more for a smartphone (% agree), by age, September 2020

Figure 45: Willing to pay more for a smartphone (% agree), by race, September 2020

Figure 46: Fairphone Instagram post, August 2020

Acknowledging the financial realities of eco-friendly and charitable smartphones

Consumers are savvy about their smartphone purchases

Figure 47: Virgin Mobile advertisement, October 2020

Most shoppers still want to buy their smartphones in person

Figure 48: Fido advertisement, November 2020

5G and Foldable Smartphones

5G smartphones will eventually be the norm, but not yet

Figure 49: 5G smartphone ownership and interest, September 2020

Figure 50: 5G smartphone ownership and interest, by age, September 2020

Figure 51: 5G smartphone ownership and interest, by race, September 2020

Figure 52: 5G smartphone ownership and interest, by gender, September 2020

Most smartphone owners are satisfied with their current speeds

Foldable smartphones are not an inevitability like 5G

Figure 53: Samsung Canada Instagram post, February 2020

Figure 54: Foldable and 5G smartphone ownership and interest, September 2020

Foldable smartphones' key benefits only apply to a minority of owners

Figure 55: Huawei Mobile Instagram post, March 2020

Figure 56: Smartphone size and split-screen usage (% agree), September 2020

Appendix - Data Sources and Abbreviations

Data sources

Consumer survey data

Mintel Trend Drivers

Abbreviations and terms

Abbreviations

Terms

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