

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 growth in household debt may not necessarily be a danger sign; this may be a reflection of better credit scoring systems leading to a more accurate assessment of individual credit risk."

Sanjay Sharma, Senior Financial Services Analyst

This report looks at the following areas:

- Are Canadians carrying too much debt?
- · Impact of marketplace lenders on the consumer lending business in Canada
- · A third of young Canadians are stressed about money and looking for help
- Are British Columbians more likely to be impacted by potential interest rate hikes?

Almost every day Canadians see headlines proclaiming that household debt levels have reached record highs. But there are counter arguments from some experts that Canadians can handle this increased borrowing based on the macroeconomic fundamentals of the economy and the financial strength of Canadian households. Some of the steady rise in household debt in Canada could also be a generational shift in attitudes, as credit becomes easier to access. Also, often times, debt is used for many productive purposes such as education, starting a business or buying a home.

The consumer lending business has thrived under the prolonged low interest rate environment and Canada's strong economic fundamentals. The continued strength of the housing market in most parts of the country has ensured strong profits for financial institutions. Canada has one of the highest rates of home ownership in the world and around a third of Canadians have an outstanding mortgage. In addition to mortgages, Canadians continue to borrow money through lines of credit, credit cards and specific product loans, such as auto or Registered Retirement Savings Plan (RRSP) loans. The lending market is dominated by the major banks but smaller banks, credit unions and specialised lending companies also continue to thrive. New entrants such as online marketplace lenders are aiming to gain traction in this market.

This report covers consumer behaviour and attitudes related to consumer borrowing (credit cards, mortgages, loans and lines of credit). We explore issues such as lending product ownership rates, amount of debt owed, usage and interest in debt management tools, attitudes towards personal finances and general attitudes towards debt and borrowing.

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

Methodology

Abbreviations

Regional classifications

Excluded

Executive Summary

The market

Overall negative impact of lower oil prices on the Canadian economy

Outlook on the real estate and housing market

Household debt in Canada

Population count and growth in Canada

Companies and innovations

The consumer

Around three in five Canadians have outstanding debt

Figure 1: Ownership of debt products, April 2015

More than a third of those with debt owe more than \$100,000

Figure 2: Amount of outstanding debt held, April 2015

Majority of Canadians expect to be debt-free and not overly dependent on government old age security at retirement

Figure 3: Attitudes related to personal finances, April 2015

British Columbians feel most vulnerable to interest rate hikes

Figure 4: Attitudes related to debt, April 2015

What we think

Issues and Insights

Are Canadians carrying too much debt?

The facts

The implications

Impact of marketplace lenders on the consumer lending business in Canada

The facts

The implications

A third of young Canadians are stressed about money and looking for help

The facts

The implications

Are British Columbians more likely to be impacted by potential interest rate hikes?

The facts

The implications

Trend Application



VISIT: store.mintel.com

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



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.

Trend: Click and Connect
Trend: Guiding Choice
Trend: Totophobia

Market Factors

Key points

Economic overview

Overall negative impact of lower oil prices on the Canadian economy

Figure 5: Canada's GDP, by quarter, Q4 2008-Q4 2014

Figure 6: Household disposable incomes and savings in Canada, by quarter, Q4 2008-Q4 2014

Figure 7: Canada's unemployment rate, by gender, 2008-15

Impact of interest rates, inflation and exchange rates

Figure 8: Inflation rates in Canada (%), 2004-14

Bank of Canada keeps interest rate steady at 0.75%

Figure 9: Canada bank rate, 2005-15

Outlook on the real estate and housing market

Consumer Confidence

Figure 10: Consumer Confidence Index, monthly, January 2008-February 2015

Household debt in Canada

Demographic overview

Population count and growth in Canada

Figure 11: Share of population of Canada, by territory/province, 2015 (projected)

Minority groups account for less than 20% of Canada's population

Figure 12: Estimated population of Canada, by ethnicity, 2011

Canada's population is expected to age in the coming years

Figure 13: Population aged 65 years and over in Canada, historical and projected (% of total), 1971-2061

Figure 14: Projected trends in the age structure of the Canada population, 2014-19

Strengths and Weaknesses

Strengths

Weaknesses

Companies and Innovations

Key points

OnDeck Peer-To-Peer Lending Expands To Canada

Borrowell set to become second member of Canadian marketplace lenders'club

Earnest uses "merit-based" credit scoring factors

UK - Door-to-door consumer lending

Lending Club partners with BancAlliance, a national consortium (US) of 200 community banks

Colombia - Credit fairs reach the masses

Use of personal data to make lending decisions

BUY THIS REPORT NOW VISIT: store.mintel.com

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



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.

PayPal expands into the lending space

Goldman Sachs entering the online lending market

Float Money (US)

Facebook enters the money transfer market

Some popular apps for debt management

The Consumer – Ownership of Debt Products

Key points

Around three in five Canadians have outstanding debt

Figure 15: Ownership of debt products, April 2015

Debt ownership peaks among 25-44s

Figure 16: Ownership of debt products, by age, April 2015

About a third have two or more products with outstanding debt

Figure 17: Repertoire of ownership of debt products, April 2015

The Consumer – Amount of Debt Held

Key points

More than a third of those with debt owe more than \$100,000

Figure 18: Amount of outstanding debt held, April 2015

Figure 19: Amount of outstanding debt held, by household income, April 2015

The Consumer – Attitudes Related to Personal Finances

Key points

Summary of attitudes towards personal finances

Figure 20: Attitudes related to personal finances, April 2015

Majority of Canadians expect to be debt-free and not overly dependent on government old age security at retirement

Figure 21: Attitudes related to retirement, April 2015

Higher income earners more likely to label debt as "good" and "bad"

Figure 22: Attitudes related to spending habits, April 2015

About half of consumers with debt have no problem meeting their debt repayments

Figure 23: Attitudes related to comfort with debt payments, April 2015

The Consumer – Interest in Debt Management Tools

Key points

Usage of debt management tools is low

Figure 24: Interest in debt management tools, April 2015

Younger Canadians more likely to be interested in debt management tools

Figure 25: Interest in debt management tools (have not used but would be interested in using), April 2015

The Consumer – Attitudes towards Debt

Key points

Summary of attitudes towards debt

Figure 26: Attitudes related to debt, April 2015

BUY THIS REPORT NOW VISIT: store.mintel.com

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



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.

British Columbians feel most vulnerable to interest rate hikes

Figure 27: Attitudes related to debt levels, April 2015

Young Canadians more likely to feel that debt causes a significant amount of stress in their life

Figure 28: Attitudes related to debt and stress, April 2015

Canadians have somewhat contradictory views on holding debt

Figure 29: Attitudes related to risk tolerance, April 2015

The Consumer - Chinese Canadians and Debt

Key points

Chinese Canadians more likely to have mortgages and less likely to have auto loans

Figure 30: Ownership of debt products, Chinese Canadians versus. Overall population, April 2015

Chinese Canadians are confident about their financial future and are comfortable with their debt levels

Figure 31: Attitudes towards personal finances, Chinese Canadians vs. Overall population, April 2015

The Consumer – Target Groups

Key points

Four target groups

Figure 32: Target groups, April 2015

Stressed (29%)

Cautious (28%)

Credit Confident (22%)

Vulnerable (21%)