

Report Price: £3085.18 | \$3995.00 | €3666.43

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



"Most consumers give gifts for birthdays and holidays. Self-gifting is an opportunity to engage consumers and should be leveraged to drive growth. Additionally, using tools and services to make the gifting process easier and more flexible will help to encourage those who otherwise might not be inclined or able to give a gift." **Alexis DeSalva, Research Analyst- Retail and Apparel** 

This report looks at the following areas:

- Many consumers are selective about when they give gifts
- Combatting the stigma of impersonal gifts

This Report covers all aspects of gifting, including use of gift registries, giving and receiving gifts, occasions for gifting, attitudes towards gifting, and self-gifting.

## 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

арас +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: £3085.18 | \$3995.00 | €3666.43

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**

#### The issues

Many consumers are selective about when they give gifts Figure 1: Occasions for giving gifts, by select demographics, March 2017

#### Combatting the stigma of impersonal gifts

Figure 2: Attitudes toward giving and receiving gifts, by gender and age, March 2017

#### The opportunities

Expanding self-gifting

Figure 3: Self-gifting, by age, March 2017

#### Interest in experience-related gifting

Figure 4: Types of gifts/non-traditional gifts, by select demographics, March 2017

#### Using tools to engage more consumers

What it means

#### The Market – What You Need to Know

#### Lifestyle changes could impact gifting occasions

Evolving households makes for new gift expectations

#### **Market Factors**

Increase in single adults could lead to fewer gifting occasions

#### Delaying milestones influences the types of gifts consumers want

Figure 5: Median age at first marriage, by gender, 2006-16

#### Higher household income could change gifting expectations

Figure 6: Median household income, in inflation-adjusted dollars, 2005-15

#### Key Players – What You Need to Know

Consumers prioritize certain occasions

Engaging the non-gift givers

#### Consumers willing to spend on themselves

#### What's Working?

Birthdays and holidays are top priority

Figure 7: Occasions for giving gifts, by household income, March 2017

#### Experience related gifts popular with younger consumers

Figure 8: Types of non-traditional gifts, by age and household income, March 2017

#### What's Struggling?

# BUY THIS REPORT NOW



### Report Price: £3085.18 | \$3995.00 | €3666.43

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

The non-gift givers

Figure 9: Occasions for giving gifts, by gender, March 2017

#### Gift cards still have a stigma among some consumers

Figure 10: Attitudes toward receiving gifts, by gender and age, March 2017

#### What's Next?

#### Opportunity to expand self-gifting

Figure 11: Self-gifting, by race and Hispanic origin, March 2017

#### Rethinking the registry

Figure 12: Attitudes toward gift registries, by age, March 2017

#### The potential of AI

Reinventing the return process

#### The Consumer – What You Need to Know

Most consumers prioritize birthdays and holidays for gift giving

Candy and flowers are go-to gifts, while experience-related gifts are on the rise

#### Younger consumers have preference for registry alternatives

Recipient and budget are top gift-giving factors

Many consumers are uncomfortable receiving gifts

#### **Occasions for Giving Gifts**

#### Birthdays and holidays top gifting occasions

Figure 13: Occasions for gifting, March 2017

#### Women are primary gift givers

Figure 14: Occasions for giving gifts, select occasions, by gender, March 2017

#### Other occasions lag in gift giving

Figure 15: Occasions for giving gifts, by household income, March 2017

#### Hispanics likely to gift for less traditional occasions

Figure 16: Occasions for gifting, by Hispanic origin, March 2017

#### **Types of Gifts**

#### Candy and flowers are top purchases

Figure 17: Types of gifts purchased, March 2017

## Experience gifts favored among higher income and younger consumers

Figure 18: Types of gifts, by household income, March 2017

### Dads likely to buy food and subscription services

Figure 19: Types of gifts, by parental status, March 2017

#### Hispanics buying more types of gifts than non-Hispanics

Figure 20: Types of non-traditional gifts, by Hispanic origin and generation, March 2017

#### **Attitudes Toward Gift Registries**

Budget dictates registry choices

Factors influencing purchase decisions when using a gift registry:

# BUY THIS REPORT NOW



### Report Price: £3085.18 | \$3995.00 | €3666.43

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

Preferences for creating registries more pronounced among younger consumers

Figure 21: Attitudes toward gift registries, by age, March 2017

Figure 22: Amazon gift registry email campaign, August 2016

#### Hispanics prefer other registry options

Figure 23: Attitudes toward gift registries, by Hispanic origin and generation, March 2017

#### In their own words

#### **Attitudes Toward Giving Gifts**

#### Recipients and budget dictate gift choice

Figure 24: Attitudes toward giving gifts, March 2017

#### Age and gender influence gifting attitudes

Figure 25: Attitudes toward giving gifts, by gender and age, March 2017

#### Preferred ways of giving

Figure 26: Attitudes toward gift giving, by generation, March 2017

#### Attitudes toward monetary gifts

Figure 27: Attitudes toward giving gifts, by gender and age, March 2017

Figure 28: Attitudes towards giving gifts, by Hispanic origin and generation, March 2017

#### In their own words

#### **Attitudes Toward Receiving Gifts**

#### Consumers have mixed feelings on the gifts they want

Figure 29: Attitudes toward receiving gifts, part 1, March 2017

Figure 30: Attitudes toward receiving gifts, part 2, March 2017

Figure 31: Attitudes towards receiving gifts, by gender, March 2017

#### Gender differences exist in gifting preferences

Figure 32: Attitudes toward receiving gifts, by gender and age, March 2017

#### Parents seek options for unwanted gifts

Figure 33: Attitudes toward receiving gifts, by parental status by gender, March 2017

#### Hispanics prefer buying for themselves or using wish lists

Figure 34: Attitudes toward receiving gifts, by Hispanic origin and generation, March 2017

#### Self-Gifting

## Younger consumers are most likely to treat themselves

Figure 35: Self-gifting, by age, March 2017

#### Self-gifts for rewards and holidays are most common

Figure 36: Self-gifting, by generation, March 2017

Figure 37: Clinique email campaign, June 2017

#### Hispanics treat themselves during the holidays

Figure 38: Self-gifting, by Hispanic origin, March 2017

Figure 39: J. Crew email campaign, April 2017

#### In their own words

# BUY THIS REPORT NOW



Report Price: £3085.18 | \$3995.00 | €3666.43

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

Appendix - Data Sources and Abbreviations
Data sources
Consumer survey data
Consumer qualitative research
Direct marketing creative
Abbreviations and terms
Abbreviations
Appendix – The Market
Figure 40: Annual births and fertility rate, 2005-15
Figure 41: Married share of population, 2006-16
Figure 42: Parents with children under age 18 in the household, by living arrangement, 2007-16
Figure 43: Births, by age of mother, 2015
Figure 44: Average age of women giving birth in specified year, 1990-2014
Appendix – The Consumer
Figure 45: Occasions for giving gifts, by gender, March 2017
Figure 46: Occasions for giving gifts, by types of gifts/non-traditional gifts, March 2017

BUY THIS REPORT NOW