

Innovations in Banking – Canada – February 2020

Report Price: £3695 | \$4995 | €4400

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

# This report looks at the following areas:

- Consumers are open to help with their financial lives
- Bank employees are trusted by young and old
- Online, Branch ATM and bank mobile apps are perceived as most convenient/easy to use



"As innovation advances, concerns around security persist. Although these concerns will not hinder the pace of innovation, this might slow adoption levels of new features among older consumers."

– Sanjay Sharma, Senior Financial Services Analyst

Visit	store.mintel.com
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

Report Price: £3695 | \$4995 | €4400

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



#### **Table of Contents**

#### **OVERVIEW**

- Regional classifications
- Income

#### **EXECUTIVE SUMMARY**

- The issues
- Consumers are open to help with their financial lives
   Figure 1: Interest in banking features, November 2019
- Bank employees are trusted by young and old
   Figure 2: Attitudes towards role of humans in Banking,
   November 2019
- Online, Branch ATM and bank mobile apps are perceived as most convenient/easy to use

Figure 3: Features associated with convenience and ease of use, November 2019

- Majority interested in a fraud protection service
   Figure 4: Interest in financial services trends, November 2019
- The opportunities
- Open Banking will result in closer price competition....
- ...but the dominance of the big five is not under threat
- Using branches to forge relationships with New Canadians
- What it means

#### THE MARKET - WHAT YOU NEED TO KNOW

- · Impact of artificial intelligence
- · Security is a key area of focus for Canadian banks
- · Immigration is fuelling Canada's population growth
- Application Programming Interfaces and Open Banking
- · Wellspent helps users "Tinder" their spending
- New tools helping older adults and their caregivers

#### MARKET FACTORS - THE PEOPLE

- Immigration is fuelling Canada's population growth...
   Figure 5: Percent of Canadians who are visible minorities or not visible minorities, by age, 2016
- ...and Asia is the primary source
   Figure 6: Distribution of immigrants living in Canada, by region of birth, 1996-2036

### THE MARKET - WHAT'S NEW?

- Application Programming Interfaces and Open Banking
- Impact of artificial intelligence

#### What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

Report Price: £3695 | \$4995 | €4400

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



Security is a key area of focus for Canadian banks

#### THE MARKET - FINTECH APPS HELPING FINANCIAL LIVES

- Wellspent helps users "Tinder" their spending
   Figure 7: Wellspent | Reflection | Basic, June 2019
- New tools helping older adults and their caregivers
- SilverBills
- EverSafe
- Silvernest
- Ready, Set, Bank digital tutorials
- Golden Financial Care
- Other US companies offering innovative services

#### KEY PLAYERS - WHAT YOU NEED TO KNOW

- RBC files Al patents to predict clients' needs
- CIBC "Pace It" gives credit card clients flexible instalment options to pay off purchases
- Borrowell launches Boost, Canada's first bill-tracker and predictive advance
- BMO introduces Al Powered Solution for personalized banking insights
- Wealthsimple unveils new chequing account and Mogo ups Wellness

#### **KEY PLAYERS – INNOVATIONS & INDUSTRY DEVELOPMENTS**

- Borrowell launches Boost, Canada's first bill-tracker and predictive advance
- BMO and RBC forge ahead on Al
- · Amazon envisions paying with a wave
- Attijariwafa Bank Signs Partnership Agreement with National Bank of Canada
- Data breaches at Capital One, TransUnion, Desjardins
- Scotiabank enhances Scotia eHOME
- RBC to ratchet up efforts to turn Ventures users into banking clients
- CIBC 'Pace It' provides flexible instalment options while RBC clients can use rewards points to pay bills
- Wealthsimple unveils new chequing account partnership with two major Canadian banks

## **KEY PLAYERS – MARKETING CAMPAIGNS**

 Tangerine partners with Cineplex to launch Tangerine Tuesdays

#### What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

### Innovations in Banking - Canada - February 2020

### Report Price: £3695 | \$4995 | €4400

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



Figure 8: Tangerine partners with Cineplex for Tangerine Tuesdays, December 2019

Simplii looks to smooth foreign currency exchanges
 Figure 9: Order your Pesos like you order food – right from your phone, October 2019

Mogo Ups Financial Wellness

Figure 10: MOGO Financial health email campaign, December 2019

- Mobile app innovations
- CIBC in-app card replacement

Figure 11: Replace Your Lost or Stolen Credit Card, October 2019

- BMO mobile banking on iOS gets QuickPay feature
- PayMi, a relatively new payments app, partners with CIBC
- · Email campaigns aimed at driving mobile app usage
- Security messaging becomes more prominent

#### THE CONSUMER - WHAT YOU NEED TO KNOW

- Consumers are open to help with their financial lives
- Online, Branch ATM and bank mobile apps are perceived as most convenient/easy to use
- · Majority interested in a fraud protection service
- · Bank employees are trusted by young and old
- · Consumers expect ease and simplicity

#### **NEW BANKING FEATURES**

- Consumers are open to help with their financial lives
   Figure 12: Interest in banking features, November 2019
- Women more interested in saving/spending and less in investing recommendations

Figure 13: Interest in banking features (select), men vs women, November 2019

Younger Canadians keener on banking features

Figure 14: Interest in banking features (select), 18-44s vs over-45s, November 2019

Higher income earners are more open to digital help

Figure 15: Interest in banking features (select), by household income of over and under \$70K, November 2019
Figure 16: Interest in banking features (select), Asian
Canadians vs overall, November 2019

TURF Analysis for preferred banking advancements
 Figure 17: TURF analysis – interest in banking advancements,
 November 2019

#### What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

### Innovations in Banking - Canada - February 2020

Report Price: £3695 | \$4995 | €4400

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



#### PERCEPTIONS OF BANKING CHANNELS

 Online, Branch ATM and bank mobile apps are perceived as most convenient/easy to use

Figure 18: Features associated with convenience and ease of use, November 2019

Older customers find online banking more convenient than apps

Figure 19: Features associated with convenience and ease of use (select), 18-44 vs over-45s, November 2019

Branches drive safety and trust perceptions

Figure 20: Features associated with safe and trusted, November 2019

 Age differences mainly around trust/safety perceptions of branch, online, ATM and app banking

Figure 21: Features associated with trust and safety (select), 18-44 vs over-45s, November 2019

 Online banking and branch ATMs are deemed most "personally suitable"

Figure 22: Features associated with "for someone like me", November 2019

Personal suitability is strongly age dependent

Figure 23: Features associated with "for someone like me" (select), 18-44 vs over-45s, November 2019

#### **FINANCIAL SERVICES TRENDS**

Majority interested in a fraud protection service

Figure 24: Interest in financial services trends, November 2019

Older more interested in fraud protection

Figure 25: Interest in financial services trends, 18-44s vs over-45s, November 2019

- Around a third are interested in "banking on the go"
- Open Banking will result in closer price competition....
- · ...but the dominance of the big five is not under threat
- Canadians banks partnering with Fintech companies
- Around three in 10 younger consumers interested in a microinvesting app

#### ATTITUDES TOWARDS INNOVATIONS

Bank employees are trusted by young and old

Figure 26: Attitudes towards role of humans in Banking, November 2019

- Non-English speakers expect branch service in their own language
- Using branches to forge relationships with New Canadians

#### What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

	Visit	store.mintel.com
	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

### Innovations in Banking - Canada - February 2020

Report Price: £3695 | \$4995 | €4400

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



# Banks assuaging security concerns as innovation advances

Figure 27: Attitudes about Innovations in banking, November 2019

- Apple and Google are less trusted compared to banks
- Mobile apps are a key banking innovation

Figure 28: Attitudes about Innovations in banking (% any agree) 18-44s vs over-45s, November 2019

- Half of consumers willing to compromise on privacy
- Parents with young children are keener on innovation and apps

Figure 29: Select attitudes about Innovations in banking (% any agree), parents vs non-parents, November 2019

#### SIMPLICITY VS INNOVATION

Consumers expect ease and simplicity

Figure 30: Attitudes towards banking ease, November 2019

Will access to credit improve with Fintech?

Figure 31: Select attitudes towards banking ease (% any agree), 18-44s vs over-45s, November 2019

 Younger Canadians expect both ease and innovation: is this a contradiction?

Figure 32: Interest in banking innovations, 18-44s vs over-45s and overall, November 2019

Figure 33: Interest in banking innovations (select), by gender, November 2019

### **APPENDIX – DATA SOURCES AND ABBREVIATIONS**

- Data sources
- Consumer survey data
- Consumer qualitative research
- Abbreviations and terms

#### What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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



# **About Mintel**

Mintel is the **expert in what consumers want and why.** As the world's leading market intelligence agency, our analysis of consumers, markets, product innovation and competitive landscapes provides a unique perspective on global and local economies. Since 1972, our predictive analytics and expert recommendations have enabled our clients to make better business decisions faster

Our purpose is to help businesses and people grow. To find out how we do that, visit mintel.com.