

## Not all millennials are the same.

Millennials drive trends across many industries. We offer a global reach into this generation. Although the age group can be generalized, millennials are in pivotal stages of life with some graduating college and others starting families and buying houses. If you are looking to tap into this unique generation, you must also understand that millennials' preferences and habits differ by market.

### **Toluna Influencers**

Plug into the power of the **world's largest online social voting community**. Toluna Influencers is a diverse, global community of millions of highly engaged consumers. They are ready to respond in real-time with actionable insights to elevate your decision making. **With Toluna Influencers**, your brand will always have the power to perform.



16%

of German millennials eat out for lunch during the week whereas

69%

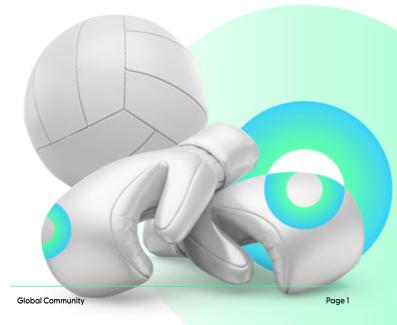
of Chinese millennials do the same

46%

of Spanish millennials have gym memberships while

46%

of American millennials belong to gyms





# Be connected to when they're plugged in

Millennials are more digitally active than previous generations. Within our global panel, millennials have more participation in mobile surveys than other age groups.

Across our platforms, we can provide you with a full picture of our millennial members. Through surveys or community engagement, we gain attitudinal insights to understand their preferences and what fuels the decisions they make.

Additionally, our **behavioral tracking solution** gives us a deeper awareness of millennials' digital activities. The permission-based solution provides real-time data from their behavior across devices: what apps they use, what brands they engage with, their path to purchase, and more. When paired with survey research, tracking their online activities allows us to understand them from a 360° view.





# Obsessed with the details that are important to millennials.



#### **Personal attributes**

- Income
- Education Level Location
  - Metropolitan
  - Suburban

#### **Home & Family**

- Marital status
  - Domestic partnerships
- Expecting a baby and pregnancy plans
- Homeowner or renter
- Moving plans to new residence

#### **Automotive**

- Drives a hybrid or electric car
- Uses alternative transportation methods
  - Motorbike
  - Scooter

#### **Employment**

- Works full-time
- Works gig jobs or side-hustles
- Work in headquarters vs home office

### **Beauty & Shopping**

- Types of products used
- Shopping for beauty products
  - Beauty store
  - Drugstore
  - Department store
- Luxury products purchased

#### **Finance**

- Student loans
- Credit card debt

#### Internet/Technology

- Internet usage frequency
- Online shopping frequency
- Social network accounts

#### Media use

- Video streaming services
- Music streaming services
- Websites frequented

#### **Food**

- Takeout lunch frequency
- Online food shopping
- Shopping at health food stores
- Alcoholic beverage preferences

#### Health

- Food allergies
- Dieting
- Uses organic products

#### **Sports & Interests**

- Gym memberships
- Teams followed
- Interest in food & cooking

#### **Travel**

- International travel frequency
- Countries visited
- Accommodation preferences

#### **Digital Behavior**

- Websites visited
- Time from browsing to purchase
- Cross device behavior
- Location of purchases

## Did you know?

Globally

81%

of millennials take surveys on their mobile phones and

87%

use social media every day





### North America Toluna millennial panel



Country/region	Marital status housing			Housing				Online shopping		Traveled abroad	Have cable/ TV
	Married	Domestic Partnership	Single	Own	Rent	Other	every day	more than 12 times in past year	loans	in past 12 months	services
Canada	26%	22%	49%	40%	53%	7%	50%	23%	18%	65%	75%
Mexico	38%	18%	42%	62%	28%	10%	100%	12%	5%	74%	83%
USA	42%	11%	42%	43%	49%	8%	85%	35%	24%	72%	79%

#### **North America Partner Countries**

- AnguillaAntigua and Barbuda
- British Virgin Islands
  - ls

Grenada

Honduras

Nicaragua

> St. Kitts and Nevis

St. Lucia

Trinidad and Tobago

Barbados

Cayman Islands

Costa Rica

Dominican Republic

El Salvador

Cuba

- GuatemalaHaiti
- JamaicaMontserrat
- PanamaPuerto Rico
- St. Vincent Grenadines
- Turks and Caicos

South America Toluna millennial panel

Country/region	Marital status housing				Housing		Online shopping	Have student	Traveled abroad	Have cable/ TV
	Married	Domestic Partnership	Single	Own	Rent	Other	more than 12 times in past year	loans	in past 12 months	services
Argentina	16%	37%	45%	41%	39%	20%	11%	3%	69%	86%
Brazil	31%	17%	49%	66%	28%	6%	13%	6%	30%	78%
Chile	18%	35%	47%	30%	46%	24%	13%	14%	73%	83%
Colombia	21%	36%	43%	33%	50%	17%	9%	12%	80%	91%
Peru	18%	30%	52%	41%	36%	23%	10%	5%	73%	85%

\*Additional panel countries include: Ecuador, Paraguay, Uruguay, Venezuela

#### **South America Partner Countries**

Bolivia

Guyana

Suriname



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## **EMEA** Toluna millennial panel



Country/region	Marital status housing				Housing		Uses social media	Online shopping	Have student	Traveled abroad	Have cable/ TV
	Married	Domestic Partnership	Single	Own	Rent	Other	every day	more than 12 times in past year	loans	in past 12 months	services
Austria	22%	29%	47%	36%	52%	12%	100%	37%	2%	77%	78%
Belgium	23%	29%	46%	43%	43%	14%	-	25%	2%	78%	87%
Switzerland	27%	19%	53%	16%	72%	12%	-	25%	2%	87%	81%
Czech Republic	21%	31%	47%	35%	55%	10%	-	34%	1%	62%	81%
Germany	31%	15%	52%	26%	65%	9%	81%	37%	6%	66%	75%
Denmark	31%	26%	41%	29%	60%	11%	-	31%	15%	72%	61%
Spain	32%	26%	40%	54%	35%	11%	88%	28%	4%	86%	68%
Finland	17%	33%	48%	33%	61%	6%	-	32%	27%	65%	62%
France	31%	27%	40%	36%	52%	12%	84%	25%	6%	57%	89%
United Kingdom	50%	2%	47%	33%	47%	20%	87%	48%	22%	65%	76%
Greece	33%	17%	48%	46%	40%	14%	-	26%	3%	55%	69%
Hungary	18%	29%	50%	63%	34%	3%	90%	18%	7%	80%	85%
Ireland	39%	18%	42%	27%	60%	13%	-	33%	7%	78%	78%
Italy	30%	29%	40%	59%	26%	15%	90%	28%	3%	64%	76%
Netherlands	25%	24%	49%	49%	51%	-	86%	33%	22%	75%	81%
Norway	17%	27%	53%	40%	45%	15%	-	25%	32%	75%	70%
Poland	38%	23%	37%	69%	25%	6%	-	42%	2%	62%	84%
Portugal	22%	19%	58%	56%	36%	8%	-	19%	2%	58%	91%
Russia Federation	57%	14%	25%	81%	15%	4%	89%	32%	1%	46%	94%
Sweden	20%	32%	46%	35%	52%	13%	-	35%	25%	63%	61%
Turkey	36%	1%	61%	44%	46%	10%	100%	21%	23%	27%	75%
South Africa	22%	11%	64%	49%	42%	9%	89%	11%	15%	32%	86%

#### **EMEA Partner Countries**

- Belarus
- Benin Central African
- Republic
- Congo

- Cameroon

- Estonia
- Ghana

- Croatia

  - Cyprus
  - Ivory Coast
  - Kazakhstan

- Guinea
- Guinea Bissau
- Mali
- Mozambique

- Liberia
- Madagascar
- Senegal
- Somalia

- Niger
- Rwanda
- Uganda
- Zambia

- Swaziland
- Zimbabwe
- Tanzania
- Burkina Faso
- St. Vincent Grenadines
- Burundi



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## MENA Toluna millennial panel

	Marital status housing			Housing							
Country/region	Married	Domestic Partnership	Single	Own	Rent	Other	Uses social media every day	Online shopping more than 12 times in past year	Have student loans	Traveled abroad in past 12 months	Have cable/ TV services
United Arab Emirates	58%	39%	22%	78%	-	92%	92%	16%	3%	83%	83%
Egypt	40%	58%	73%	24%	3%	93%	93%	11%	4%	66%	80%
Morocco	27%	71%	51%	44%	5%	83%	83%	7%	8%	56%	74%
Saudi Arabia	67%	30%	36%	64%	-	92%	92%	13%	2%	76%	75%

#### **MENA Partner Countries**

Algeria Bahrain Palestine Sudan Syria Yemen

## **APAC** Toluna millennial panel

Country/region	Marital status housing				Housing				 		
	Married	Domestic Partnership	Single	Own	Rent	Other	Uses social media every day	Online shopping more than 12 times in past year	Have student Ioans	Traveled abroad in past 12 months	Have cable/ TV services
Australia	53%	-	46%	36%	50%	14%	33%	35%	15%	54%	57%
China	58%	5%	36%	69%	23%	8%	-	69%	5%	73%	93%
Hong Kong SAR, China	34%	-	65%	36%	39%	25%	88%	27%	14%	91%	78%
Indonesia	41%	1%	57%	68%	20%	12%	82%	15%	5%	38%	58%
India	39%	-	60%	59%	31%	10%	81%	28%	12%	45%	97%
Japan	34%	3%	60%	52%	41%	7%	74%	31%	5%	34%	62%
Korea, Republic of	32%	-	67%	54%	30%	16%	-	56%	12%	62%	91%
Malaysia	42%	1%	55%	54%	31%	15%	-	18%	29%	65%	84%
New Zealand	54%	-	44%	32%	57%	11%	86%	30%	28%	58%	60%
Philippines	23%	6%	70%	58%	27%	15%	93%	14%	5%	74%	82%
Singapore	35%	1%	62%	50%	17%	33%	100%	32%	11%	89%	82%
Thailand	19%	14%	63%	58%	25%	17%	-	17%	18%	54%	76%
Taiwan, China	27%	-	71%	59%	36%	5%	91%	27%	18%	83%	88%
Vietnam	43%	3%	53%	51%	26%	23%	87%	19%	7%	81%	91%

#### **APAC Partner Countries**

BangladeshCambodia ▶ Fiji Laos Nepal Sri Lanka



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\*Additional panel country: Pakistan

