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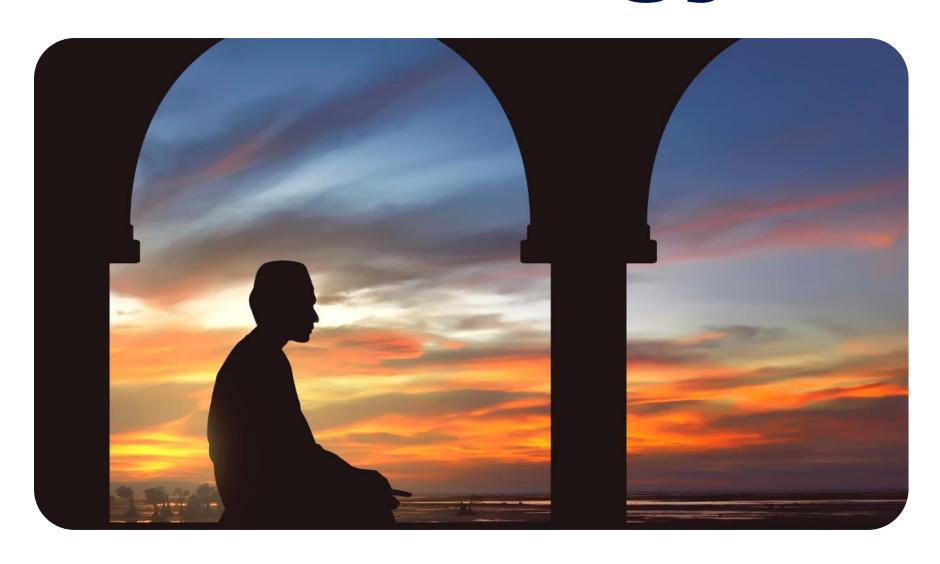
05. Media Consumption

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Sample & Methodology





500 Respondents



Males & Females



15 years & Above



Nationwide Coverage



Online Interviews



Summary Of Findings

A Time Of Change For The Better

During Ramadan, people in the UAE start making important changes in their everyday life; they reflect inwards prioritizing their faith and making positive changes when it comes to their physical health. Not only that, but people also start thinking about others, engaging in helping those in need and making the time to spend with loved ones. Furthermore, as people tend to stay at home more often than usual, many make the most of their time by discovering new tips and tricks as well as learning new skills all while taking care of their personal spaces.

Travel Is Significant In Ramadan

In Ramadan, 7 in 10 people travel where this is more common amongst affluent males. Travel habits across the generations show that Gen Z and Gen X share a higher likelihood of international travel during Ramadan. That said, with the significance of travel comes the need to utilize travel and tourism apps which witness a 12% increase in usage during Ramadan. The usage of such apps is highly driven by the youth in the UAE.

Food & Groceries Is The Most Commonly Purchased Category

Almost 9 in 10 people shop in Ramadan where this is slightly higher amongst males. A closer look into the categories purchased shows 2 in 5 shopping for food and groceries making it the most bought category during the Ramadan, highly by the older generation, followed by electronics and home Items. Shopping for groceries is mostly carried out through both online and offline channels although generations Z and X as well as the middle and higher SECs are seen to be highly shopping for groceries in-store.

High Utilization Of Delivery Services During Ramadan

Food delivery is particularly popular during Ramadan, with 9 out of 10 people ordering through apps, although this is lower amongst the less affluent. Due to the high popularity of delivery, usage of food delivery apps witnesses a 20% increase in Ramadan that is driven by the upper SEC. During Ramadan, people also use grocery delivery apps more frequently, where they experience a 22% increase in usage. When it comes to the categories ordered, even though fast food is the most picked especially by the youth, people do not limit themselves to one type of food while ordering delivery and show high selection across food types.



Summary Of Findings

People Do More Impulsive Shopping

Shopping behavior in Ramadan is highly impulsive in the UAE, despite the older generation highly planning their purchases. Across categories, spontaneous shopping is particularly evident for gaming products among other categories such as travel, home items and even groceries. In contrast, shopping for beauty products is considerably planned. Planning can also be seen in other forms where people plan wish lists for shopping during Ramadan as well as high value purchases. This type of planning is more prevalent among the upper income class.

Individuals Anticipate Changes From Brands

During Ramadan, people show interest in a wide range of content, but especially religious and celebration-related content including Ramadan decorations and fashion. Although people highly follow all sorts of different content, they still expect brands to make changes in Ramadan, particularly in advertising and content. Though the upper income group highly anticipate changes in content, males are more focused on the need to change brand community engagement. Moreover, when it comes to changes in commerce, the older and younger generations share a significantly higher need for it.





The Majority Of People In The UAE Look Forward To Ramadan Since It Is Their Favorite Time Of Year

78%

78%

Are Excited For Ramadan

State That Ramadan Is Their Favorite Month





The Majority Practice Their Faith By Increasing Their Exposure To Religious Content, Increasing Their Prayer And Mosque Visits, As Well As Caring More For The Community By Helping Others In Need



93%
Increase Frequency
Of Prayers



92%Giveback To
People In Need



88%
Listen/Read To More
Quran & Religious Content

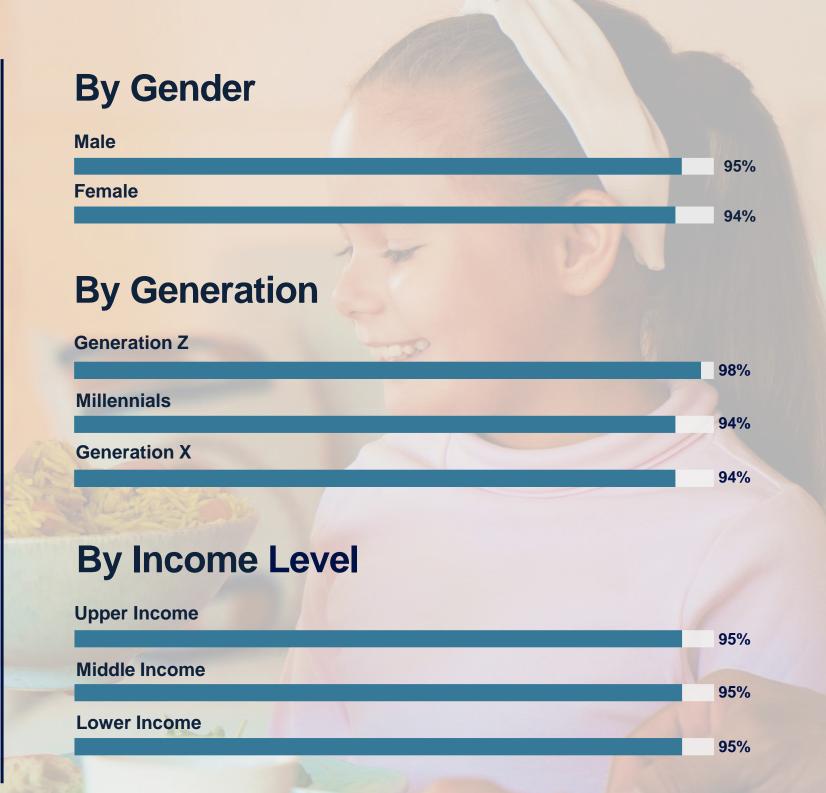


Pray At The Mosque More Than Usual



As Almost Everyone In The UAE Spends More Time With Friends And Family, Ramadan Is Seen As A Time For Loved Ones

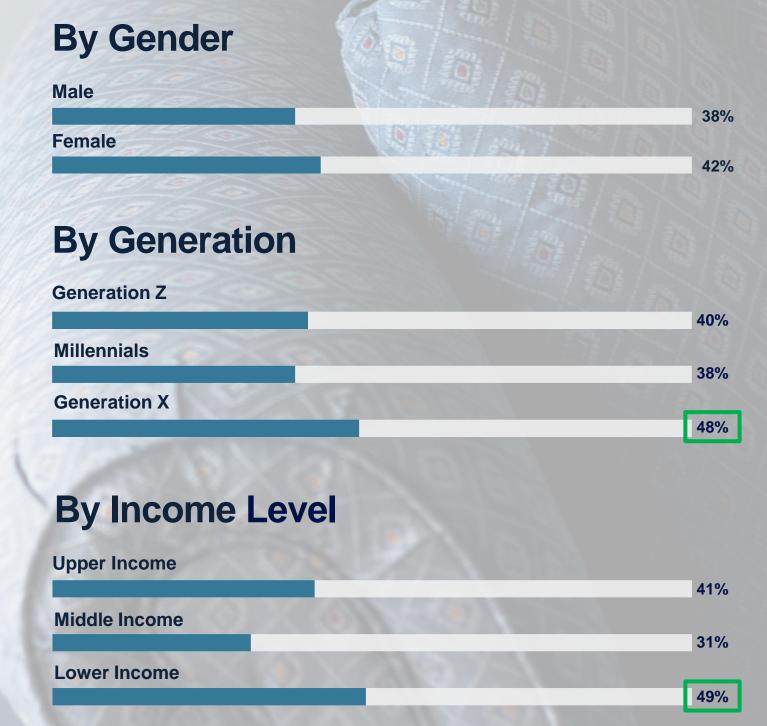
95% Spend-More Time With Friends & Family





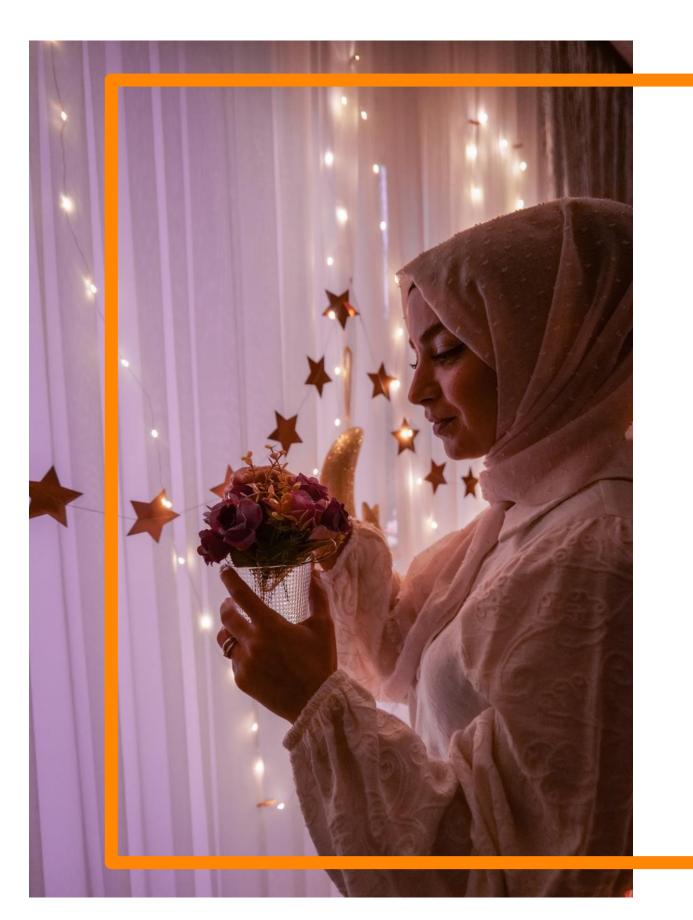
As People Spend More Time With Loved Ones, 4 In 10 Are Spending More Time At Home With The Less Affluent Older Generation Being More Likely To Do So

40% Spend More Time At Home During Ramadan





In Line With Spending More Time At Home, People Are Paying Close Attention To Their Personal Spaces and Homes





Decorate Their Homes For Ramadan 89%



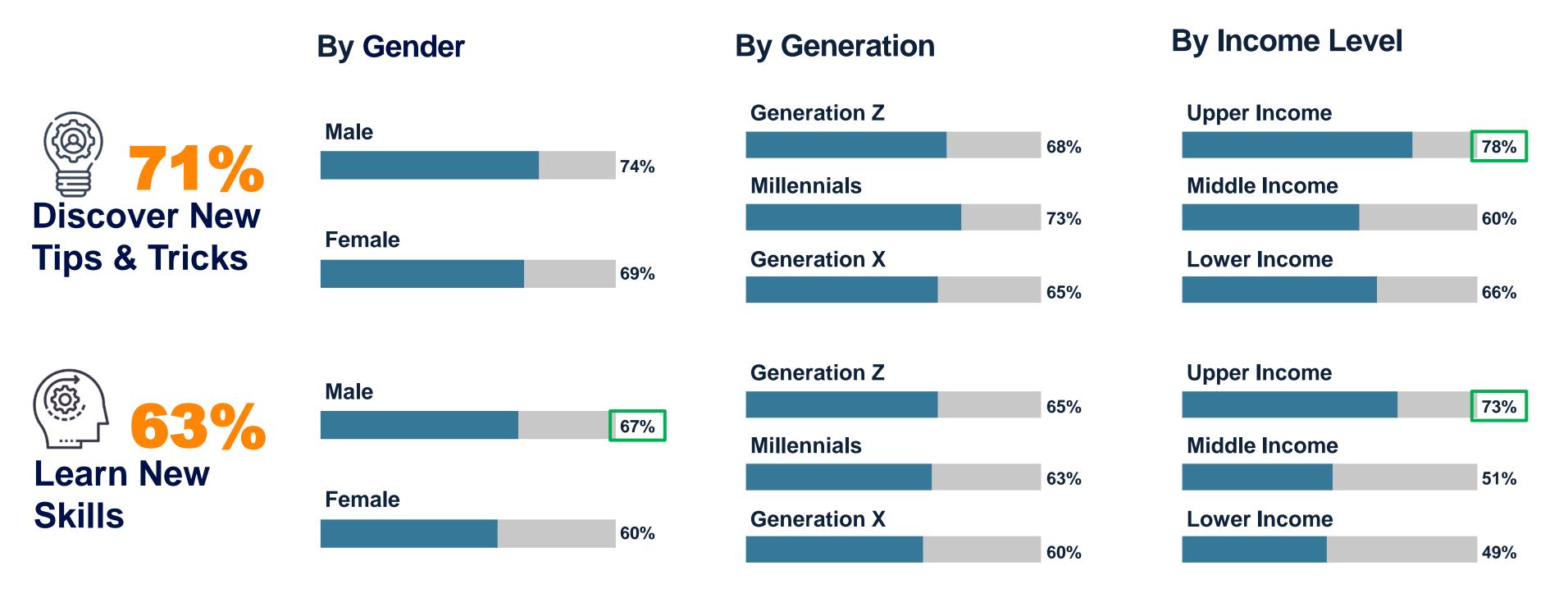
Shop for Ramadan Décor For Home

85%



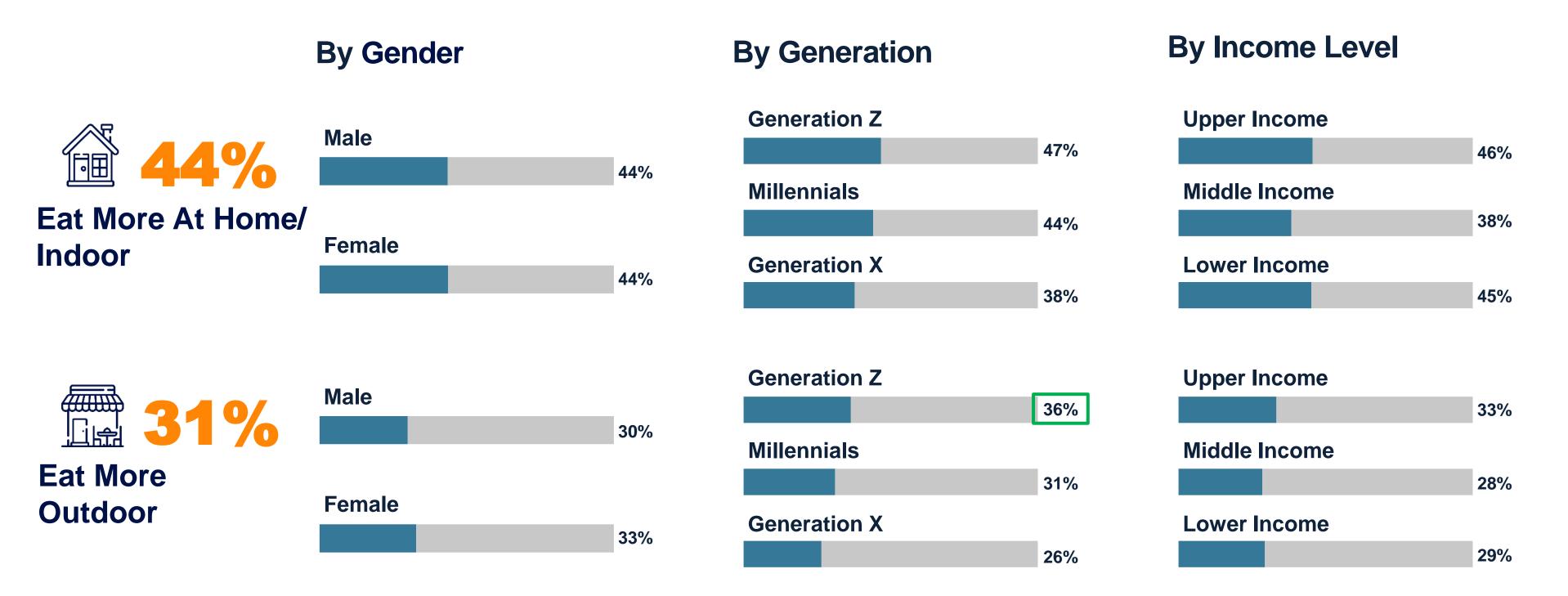


Many Make The Most Of Their Time Indoor, Where 7 In 10 Discover New Tips And 3 In 5 Learn New Skills. The Former Is Highly Noticed Among Affluent People Whereas The Latter Is More Common Among Affluent Males



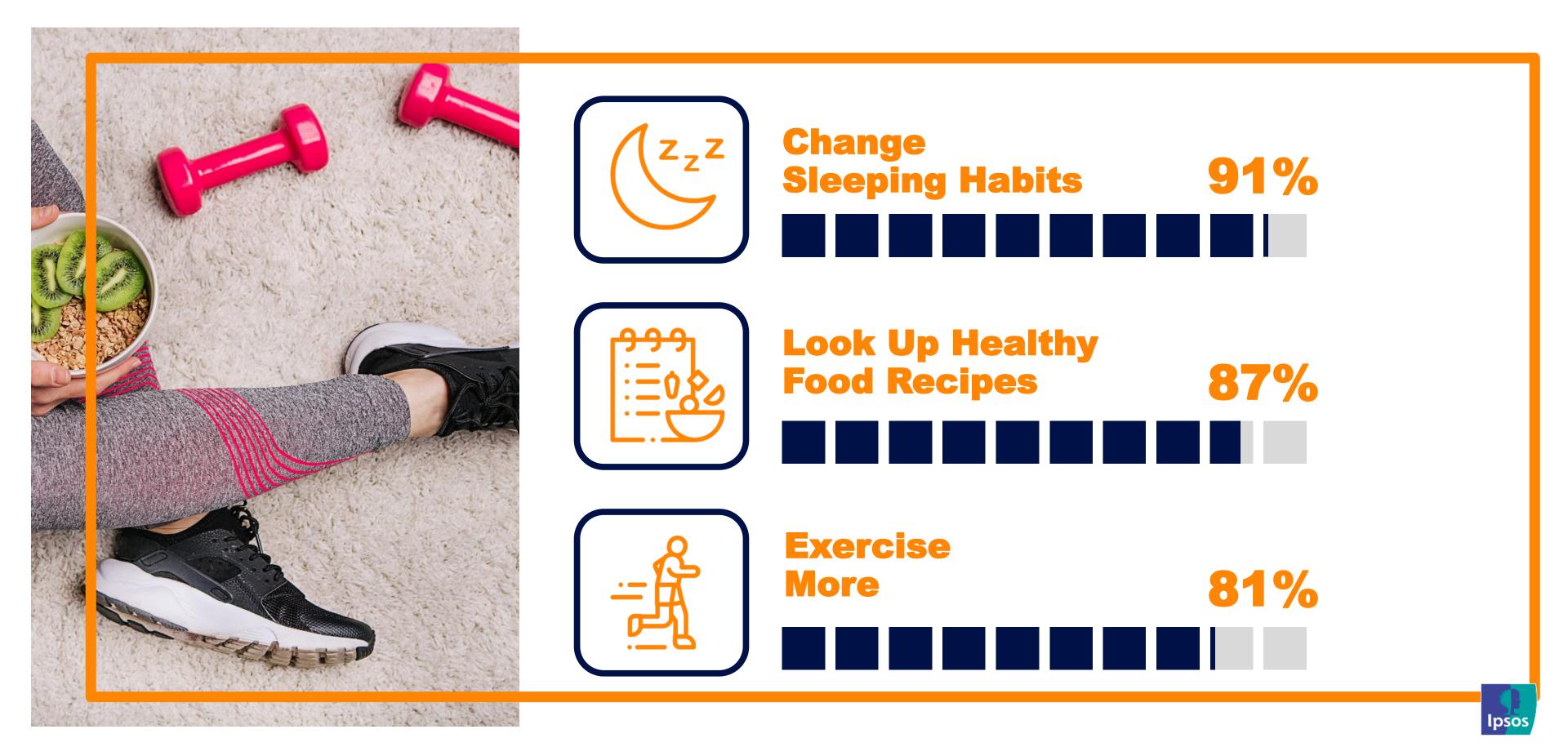


With More Time Spent At Home, 2 In 5 In The UAE Are Eating In More. Nonetheless, The Youth Are More Likely To Eat Outside

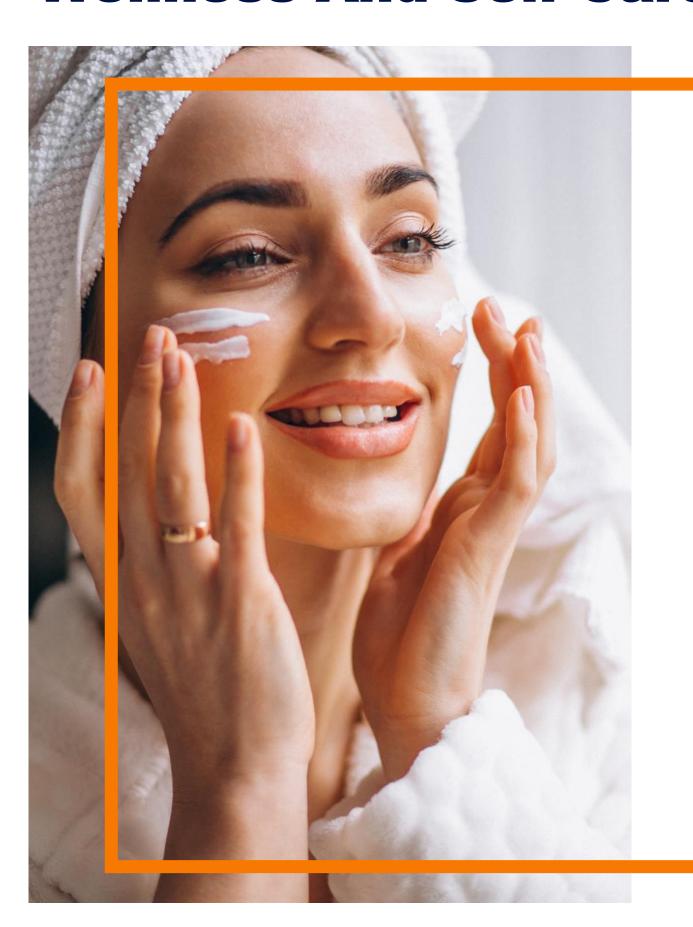


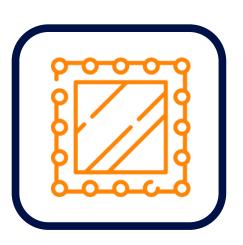


There Is Also Evidence Of Healthier Life Choices Amongst People In The UAE In Ramadan



Many People Also Utilize Their Time In Ramadan To Focus On **Wellness And Self Care**





Spend More Time In Beauty Centers

62%



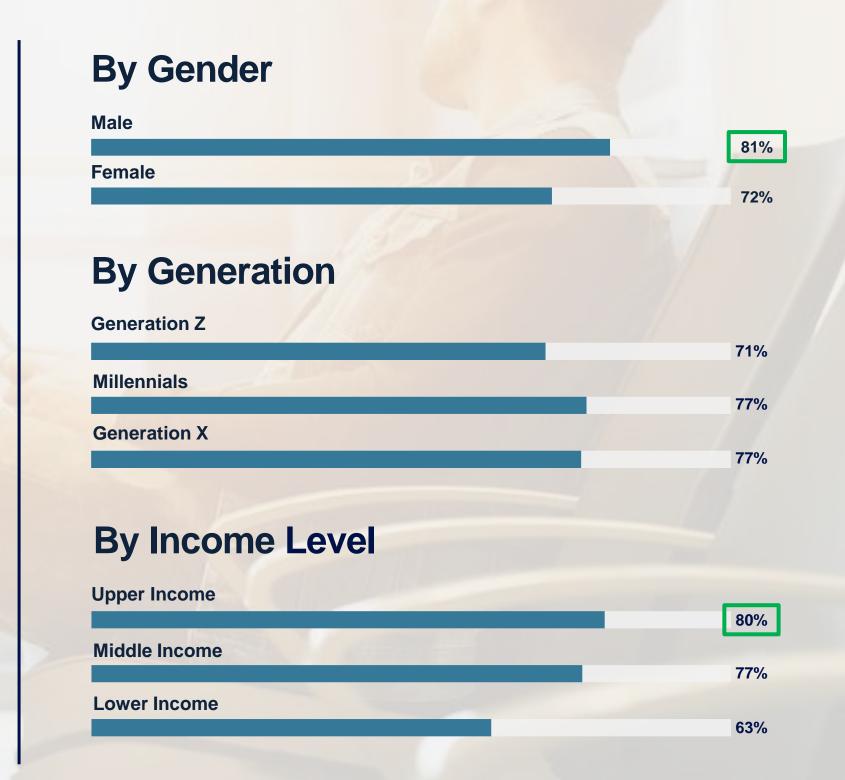
Go More To Wellness Centers 61%



8 In 10 People Travel During Ramadan Where This Is Higher Amongst Affluent Males

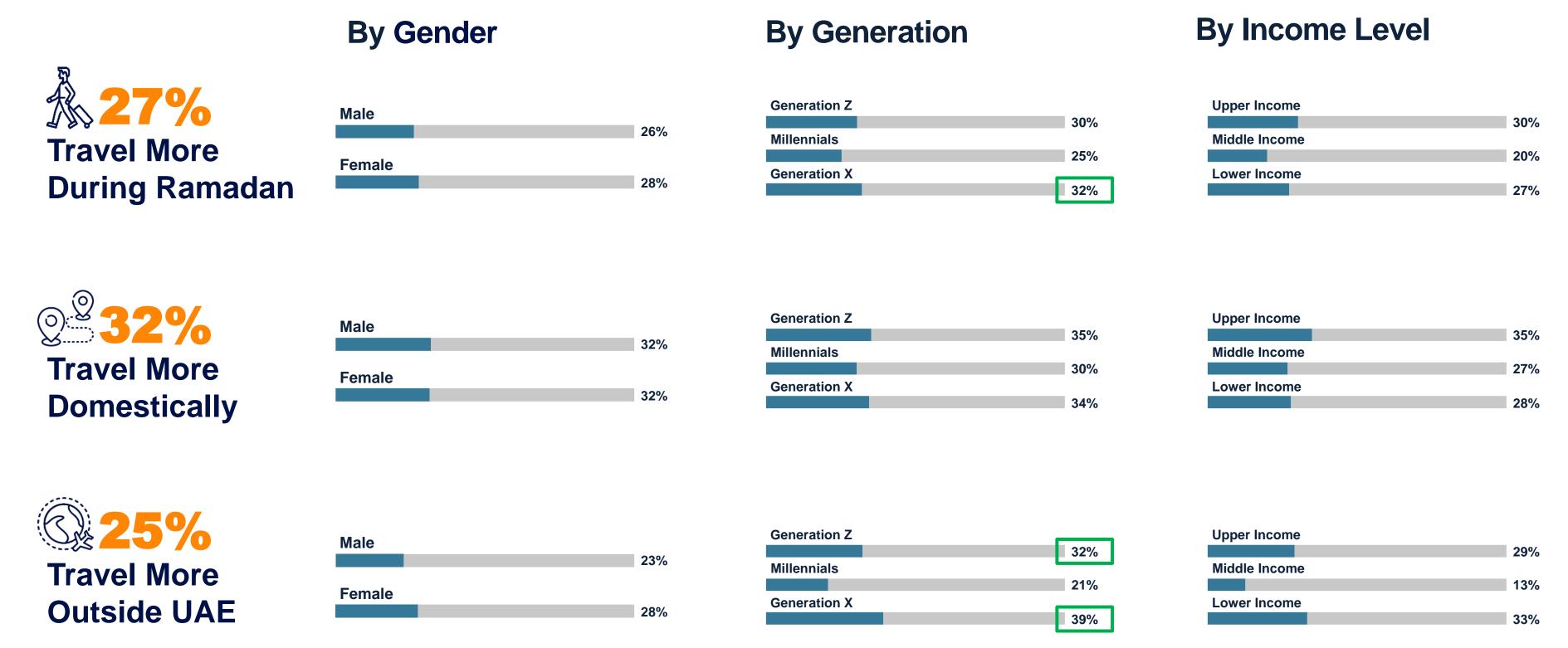
76%

Travel During Ramadan





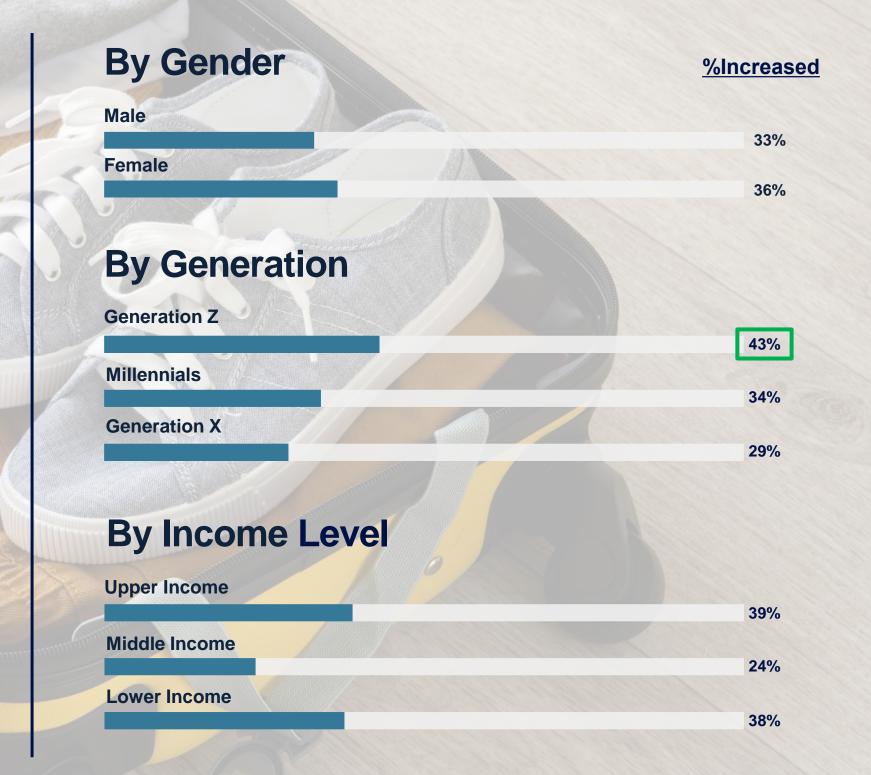
3 In 10 Travel More Often In Ramadan, Where Gen X Are More Likely To Do So. Although 1 In 3 Travel More Domestically, Gen Z And Gen X Show Higher International Travel





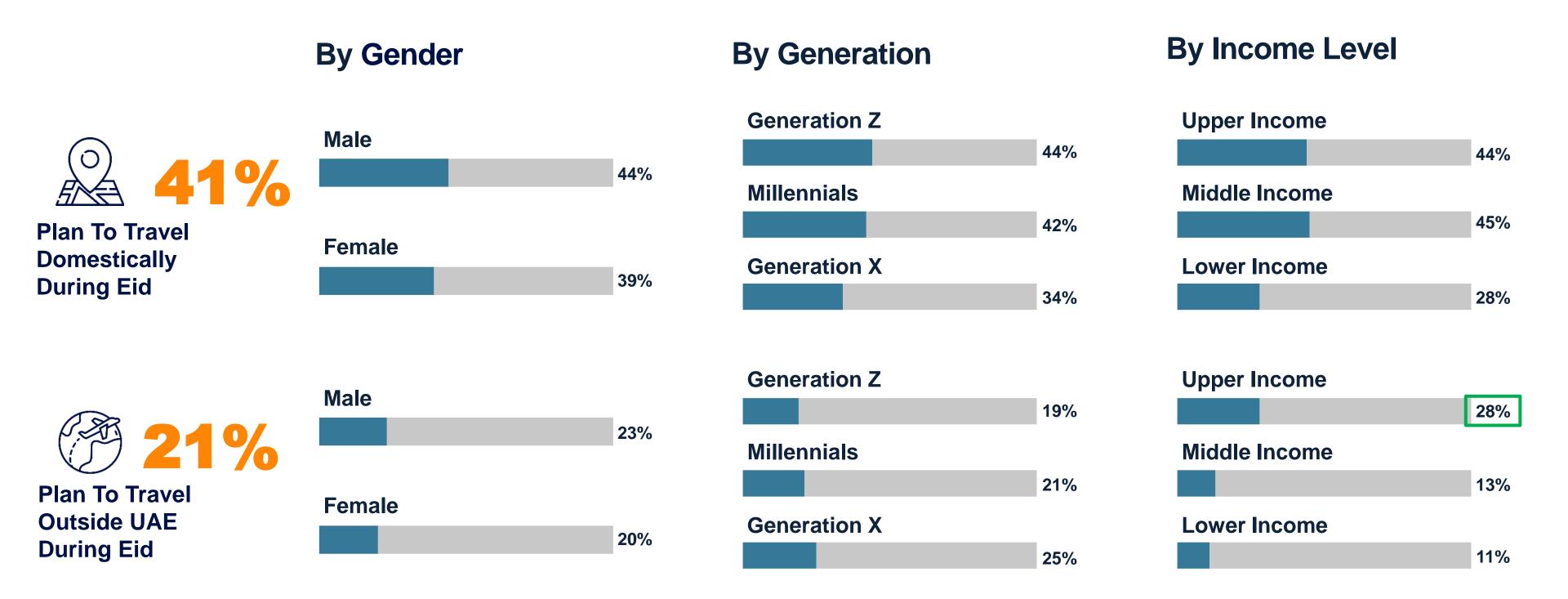
Travel And Tourism Apps Witness A Growth In Usage During Ramadan, Where This Increase Is Highly Driven By Gen Z







Eid Travel Plans Are Mostly Within The UAE. Yet, Affluent People Are More Likely To Make Plans For International Travel

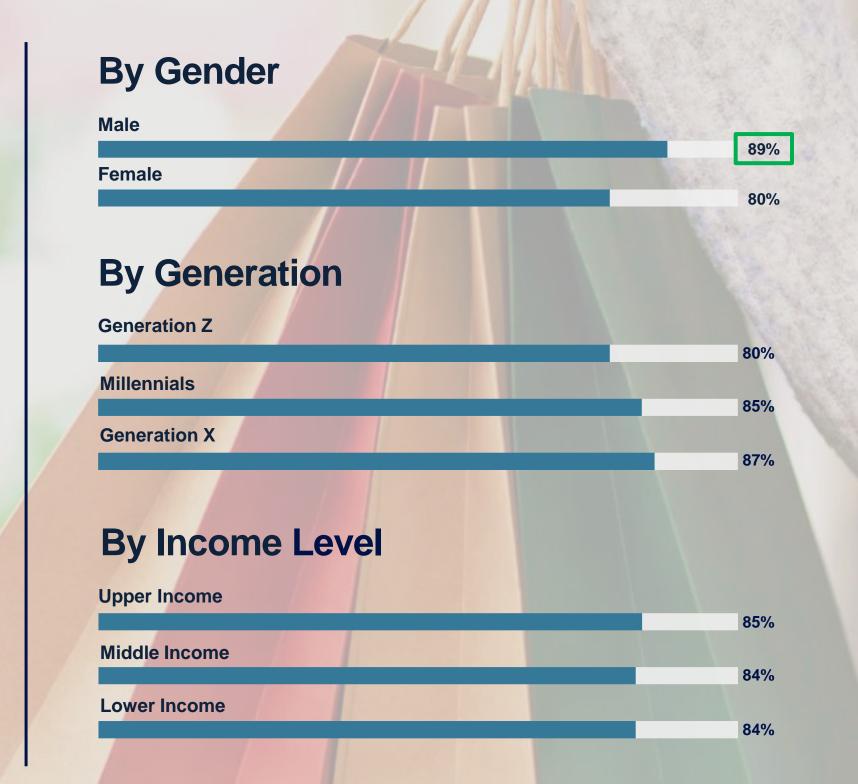






Despite High Shopping Prevalence In Ramadan Across All Groups, Males Show A Slightly Higher Likelihood Of Shopping

85% Shop During Ramadan







Deals And Offers Top The List Of Motivations For People To Shop During Ramadan Followed By The Needs That Arise From Hosting People Over

Motivations To Shop During Ramadan



22%

Attractive Promotions & Discounts



20%

To Buy Gifts for Eid



18%

To Host Guests for Iftar & Suhoor



10%

Wide Variety of Products



8%

Availability of Limited-Edition Products



6%

Free Delivery & Installation



5%

Easy Returns & Exchange Policy



5%

Easy Payment Options



5%

To Buy Home Improvement Products



Gen Z Are Highly Driven By The Needs That Arise From Hosting People Over To Shop While The Older Generation Are Highly Motivated By The Variety Of Products

Motivations To Shop During Ramadan



















| | Attractive Promotions & Discounts | To Buy Gifts for Eid | To Host Guests for Iftar & Suhoor | Wide Variety of Products | Availability of Limited-Edition Products | Free Delivery & Installation | Easy Returns & Exchange Policy | Easy Payment Options | To Buy Home Improvement Products |
|---------------|-----------------------------------|-------------------------|---|--------------------------|--|------------------------------|--------------------------------------|-------------------------|--|
| Total | 22% | 20% | 18% | 10% | 8% | 6% | 5% | 5% | 5% |
| | | | | | | | | | |
| Male | 20% | 20% | 18% | 10% | 10% | 5% | 5% | 9% | 5% |
| Female | 25% | 20% | 17% | 10% | 7 % | 7% | 5% | 2% | 5% |
| | | | | | | | | | |
| Generation Z | 24% | 19% | 24% | 8% | 7% | 3% | 3% | 4% | 8% |
| Millennials | 22% | 21% | 17% | 9% | 10% | 7% | 5% | 5% | 4% |
| Generation X | 22% | 18% | 15% | 17% | 3% | 5% | 7% | 8% | 5% |
| | | | | | | | | | |
| Upper Income | 21% | 21% | 19% | 10% | 9% | 5% | 6% | 6% | 4% |
| Middle Income | 23% | 18% | 16% | 11% | 9% | 7% | 4% | 5% | 7 % |
| Lower Income | 25% | 22% | 17% | 9% | 5% | 9% | 4% | 3% | 5% |



In Terms Of Categories Purchased, Food & Groceries Top The List Followed By Electronics And Home Items





30%
Fashion Items



15%
Gaming Products



Gen X Highly Purchase Food & Groceries And Fashion While Gen Z Considerably Purchase More Gaming Products. Females Are More Likely To Buy Beauty Products And When It Comes To Affluence, The Upper Income Group Highly Purchase Travel Related Products/Services

Categories Purchased During Ramadan











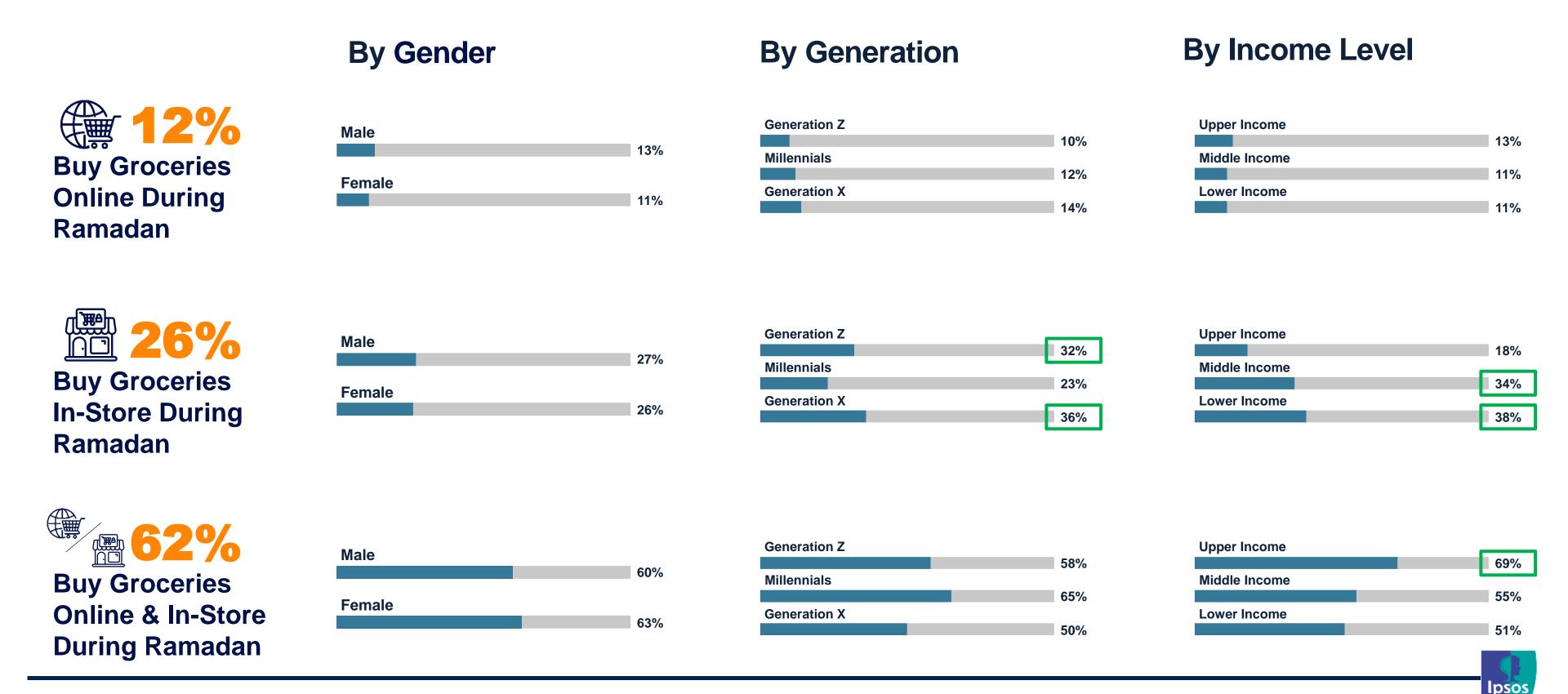




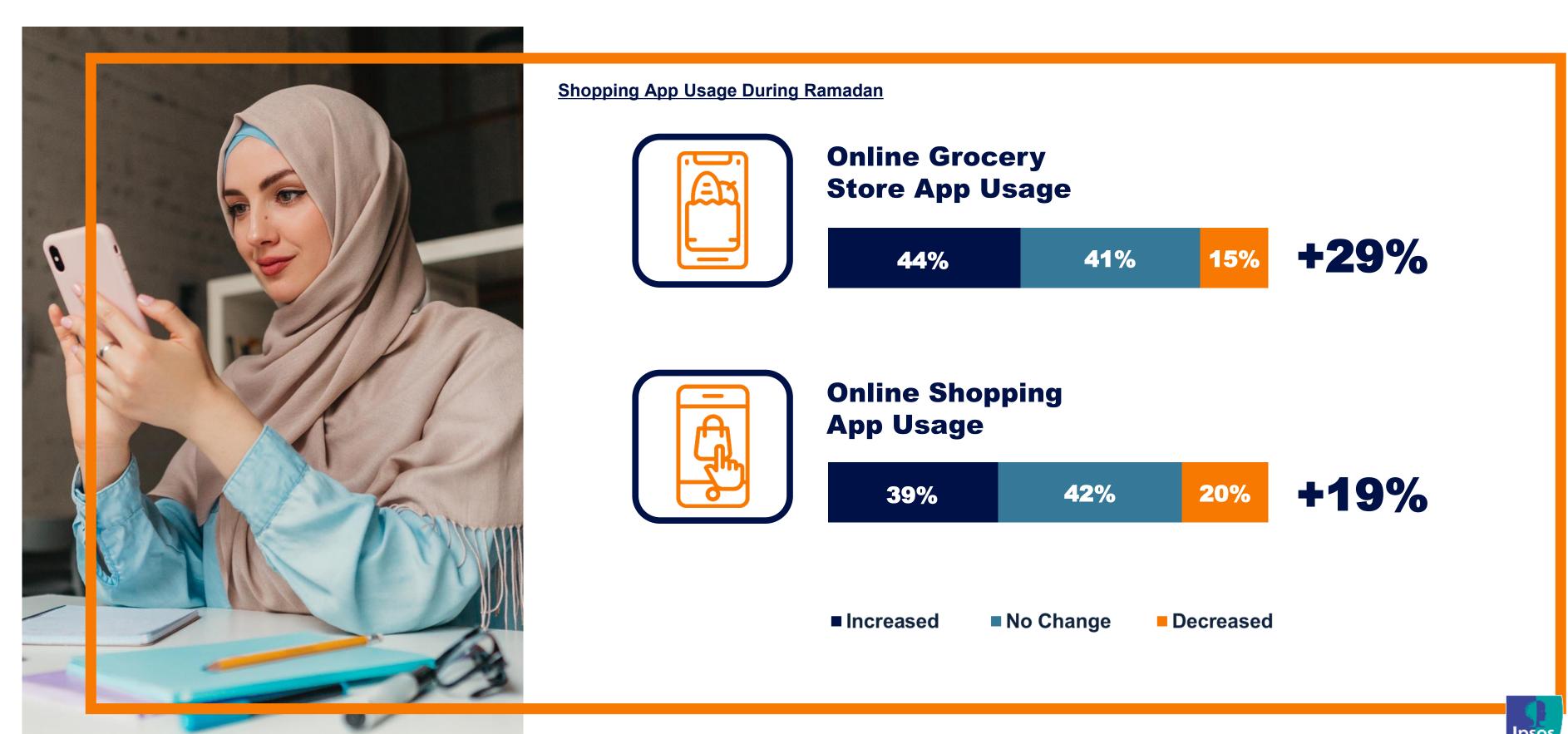
| | Food & Groceries | Electronics | Home Items | Fashion Items | Beauty Products | Travel | Gaming Products |
|---------------------|------------------|-------------|------------|------------------|--------------------|--------|--------------------|
| Total | 40% | 33% | 33% | 30% | 25% | 24% | 15% |
| | | | | | | | |
| Male | 41% | 36% | 34% | 26% | 19% | 28% | 18% |
| Female | 40% | 31% | 31% | 34% | 31% | 21% | 12% |
| | | | | | | | |
| Generation Z | 33% | 36% | 29% | 34% | 17% | 28% | 22% |
| Millennials | 41% | 34% | 35% | 27% | 27% | 24% | 13% |
| Generation X | 45% | 27% | 24% | 38% | 25% | 24% | 16% |
| | | | | | | | |
| Upper Income | 38% | 31% | 32% | 28% | 25% | 29% | 17% |
| Middle Income | 36% | 33% | 38% | 32% | 22% | 24% | 15% |
| Lower Income | 53% | 41% | 25% | 33% | 31% | 12% | 5% |



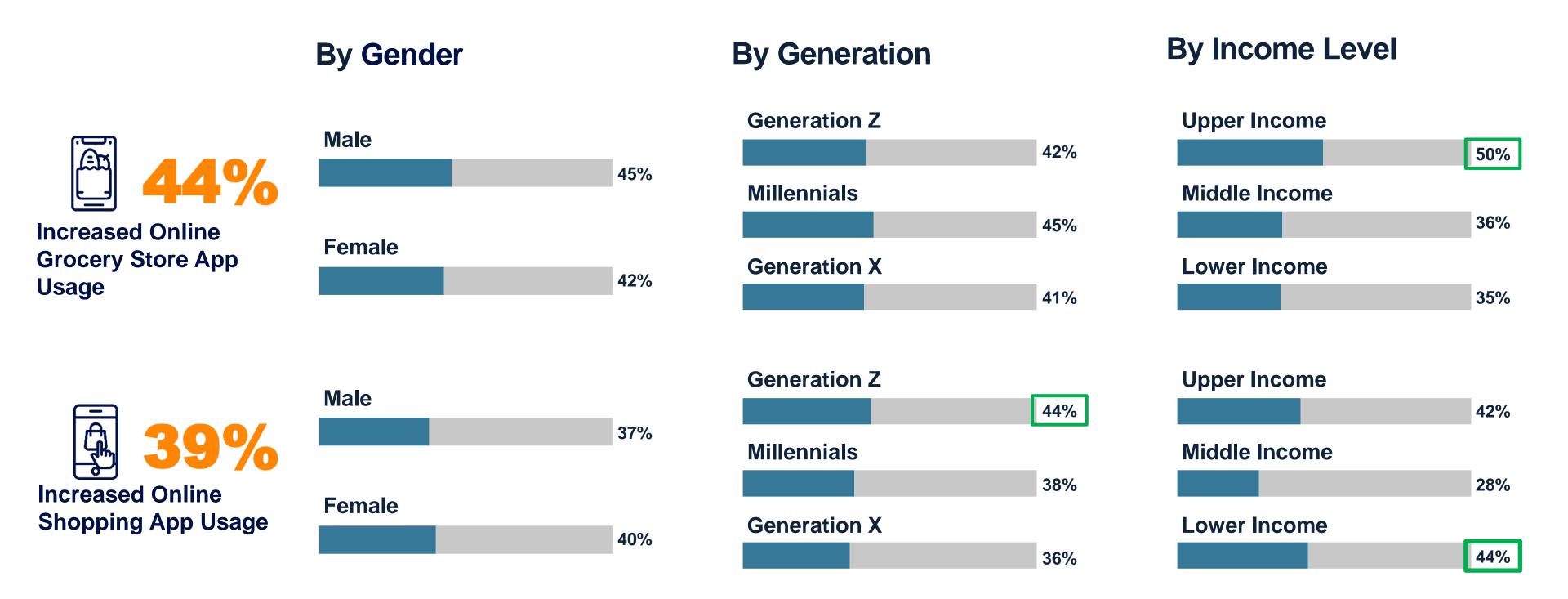
6 In 10 Buy Groceries Through Both Online And Offline Channels, Especially Affluent People. On The Other Hand, Sole In-store Ramadan Shopping Is Highly Driven By Generations Z & X As Well As The Middle To High Income Groups



General Shopping Apps And Those For Groceries Have Witnessed An Upsurge During Ramadan



Those With Increased Usage For Grocery Store Apps Are More Likely To Belong To The Upper Income Group While Increased Usage For General Shopping Apps Is Driven By The Less Affluent Younger Generation





People Mostly Learn About The Categories They Shop For On Social Media And E-commerce Websites/ Apps

Sources Of Awareness For Categories Purchased During Ramadan



53%

Social Media



36%

Online Search Engines



46%

E-Commerce Websites/Apps



35%

Internet Advertisement



41%

In Store Ads



34%

Video Streaming Websites Or Apps



39%

Friend/Family Recommendation



33%

Ramadan Post by an Influencer



39%

Brand's Website



32%

TV Advertisement



While The Youth Are More Likely To Learn About The Categories They Purchase Through Several Sources, Females Highly Become Aware Through Influencers While The Affluent Gen Xers Are More Likely To Become Aware Through Search Engines

Sources Of Awareness
For Categories Purchased
During Ramadan

















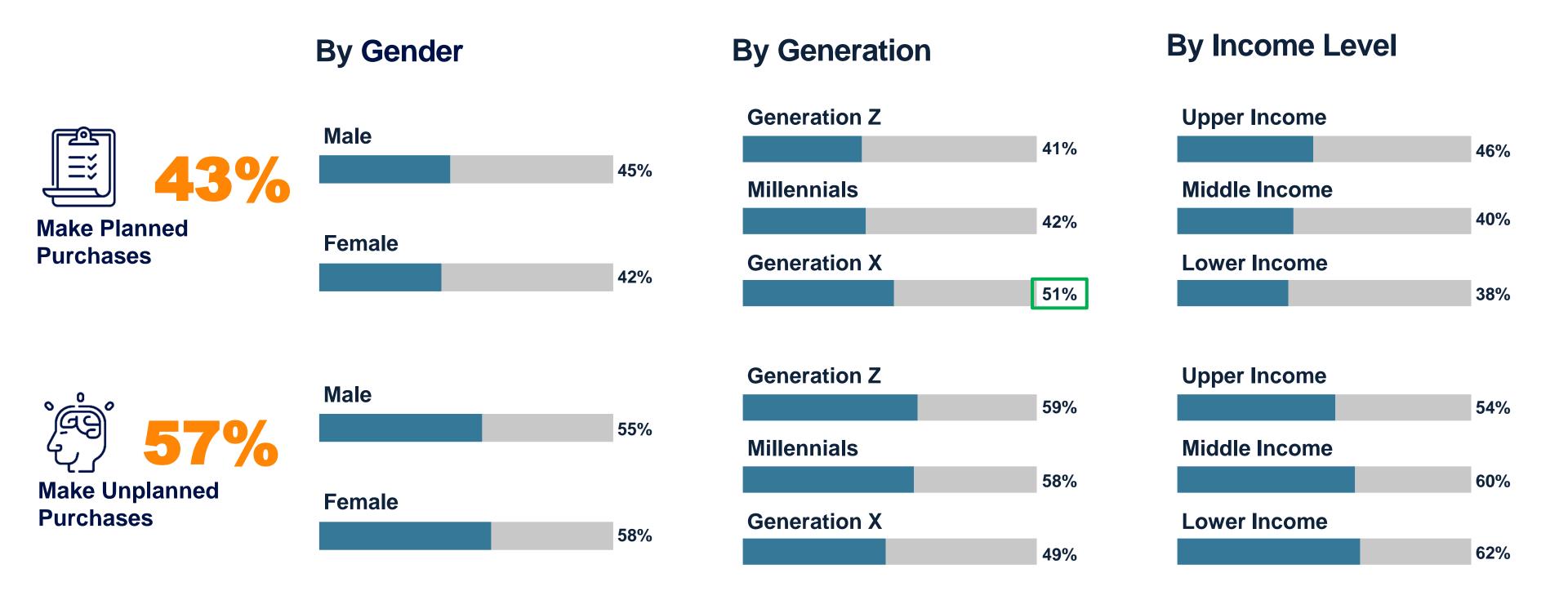




| | Social Media | E-Commerce Websites/ Apps | In Store Ads | Friend/Family Recommendation | Brand's Website | Online Search Engines | Internet Advertisement | Video streaming websites or apps | Ramadan Post by an Influencer | TV Advertisement |
|---------------------|--------------|---------------------------------|--------------|---------------------------------|--------------------|-----------------------------|---------------------------|----------------------------------|-------------------------------------|---------------------|
| Total | 53% | 46% | 41% | 39% | 39% | 36% | 35% | 34% | 33% | 32% |
| | | | | | | | | | | |
| Male | 52% | 45% | 39% | 38% | 41% | 38% | 32% | 33% | 28% | 32% |
| Female | 54% | 48% | 44% | 40% | 37% | 34% | 37% | 36% | 38% | 32% |
| | | | | | | | | | | |
| Generation Z | 61% | 40% | 46% | 43% | 40% | 29% | 41% | 33% | 40% | 29% |
| Millennials | 52 % | 49% | 40% | 40% | 39% | 36% | 34% | 35% | 31% | 34% |
| Generation X | 47% | 41% | 41% | 32% | 41% | 42% | 27% | 31% | 34% | 27% |
| | | | | | | | | | | |
| Upper Income | 55% | 49% | 41% | 40% | 43% | 41% | 38% | 36% | 37% | 33% |
| Middle Income | 47% | 46% | 42% | 37% | 37% | 28% | 36% | 37% | 25% | 30% |
| Lower Income | 56% | 39% | 43% | 40% | 30% | 30% | 19% | 21% | 31% | 30% |

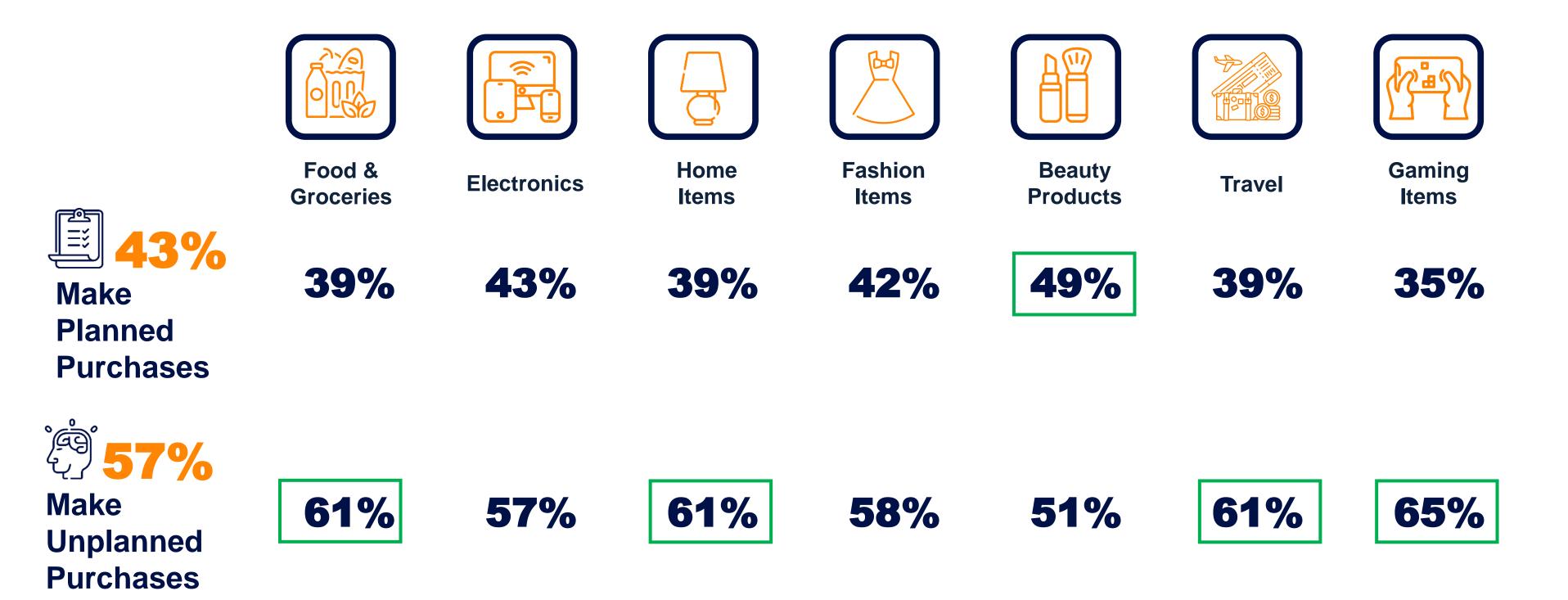


In Ramadan, People Are More Impulsive In Their Purchases. However, The Older Generation Are More Likely To Be Planners



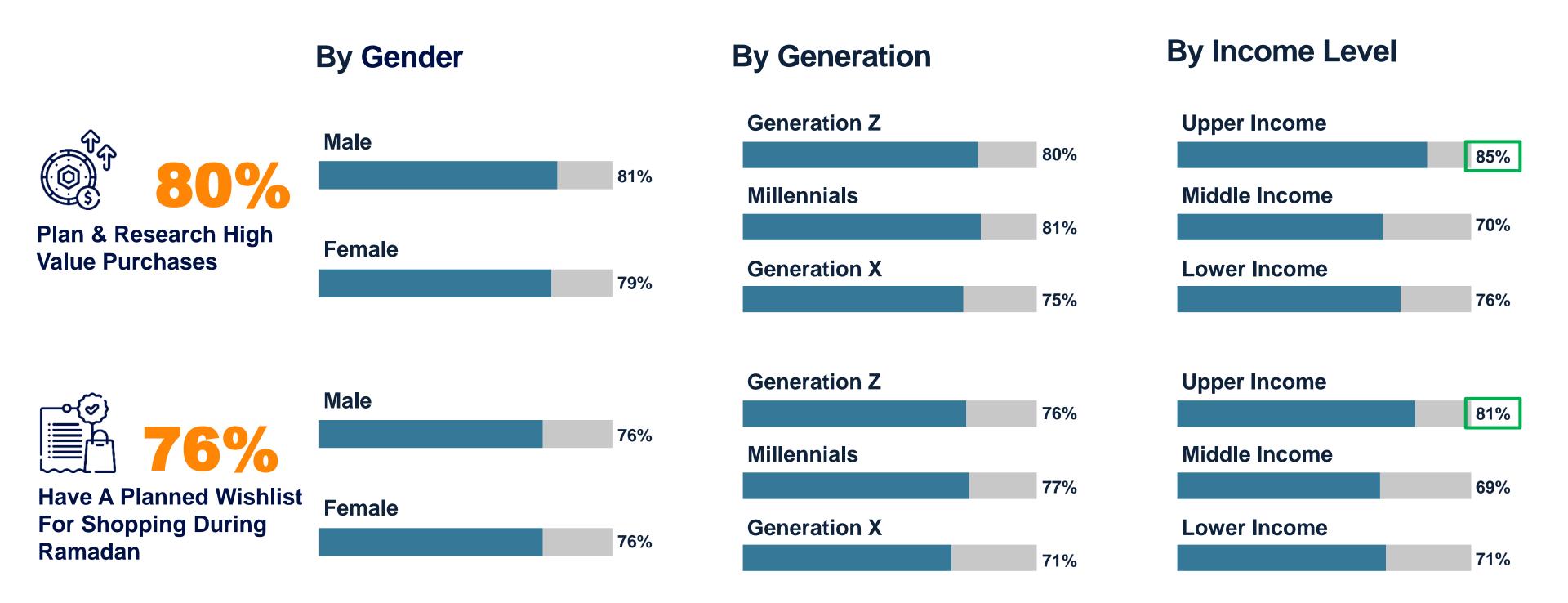


Despite The Overwhelming Impulsive Purchase Behavior, Beauty Product Purchases Are Highly Planned





Other Forms Of Planning Are Wish Lists And Also Big Purchases, Where Both Are More Likely To Be Done By Affluent People

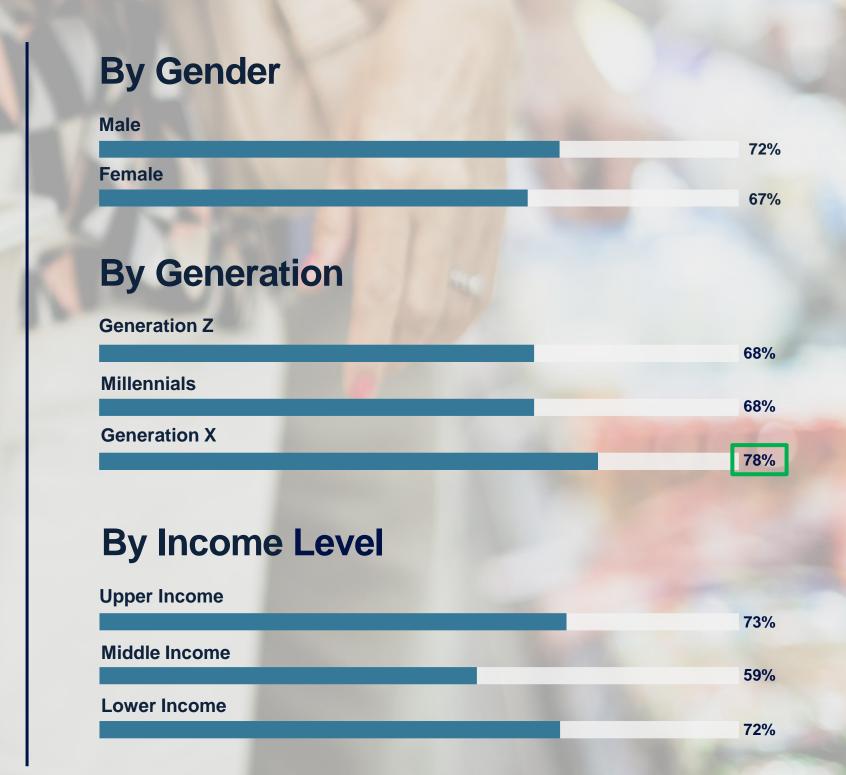




People Also Discover New Products In Ramadan And This Is More Prominent Among Gen X

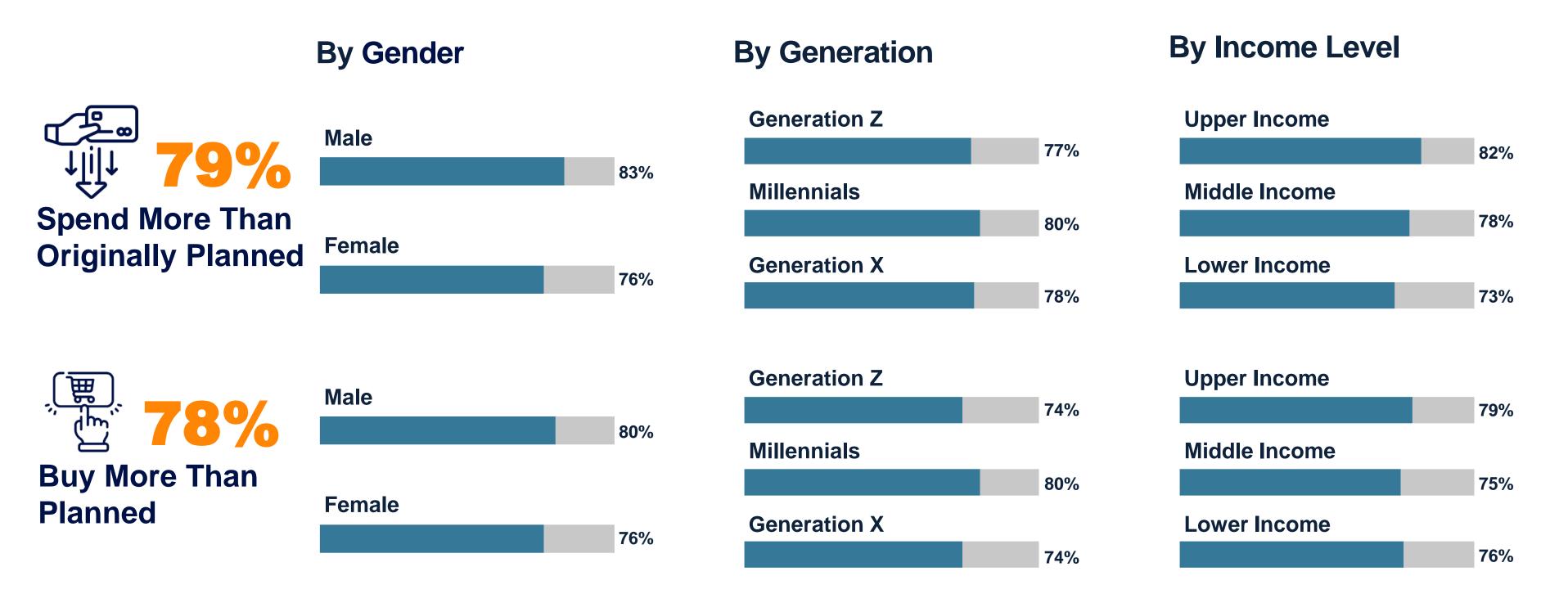
69%

Discover New Products During Ramadan



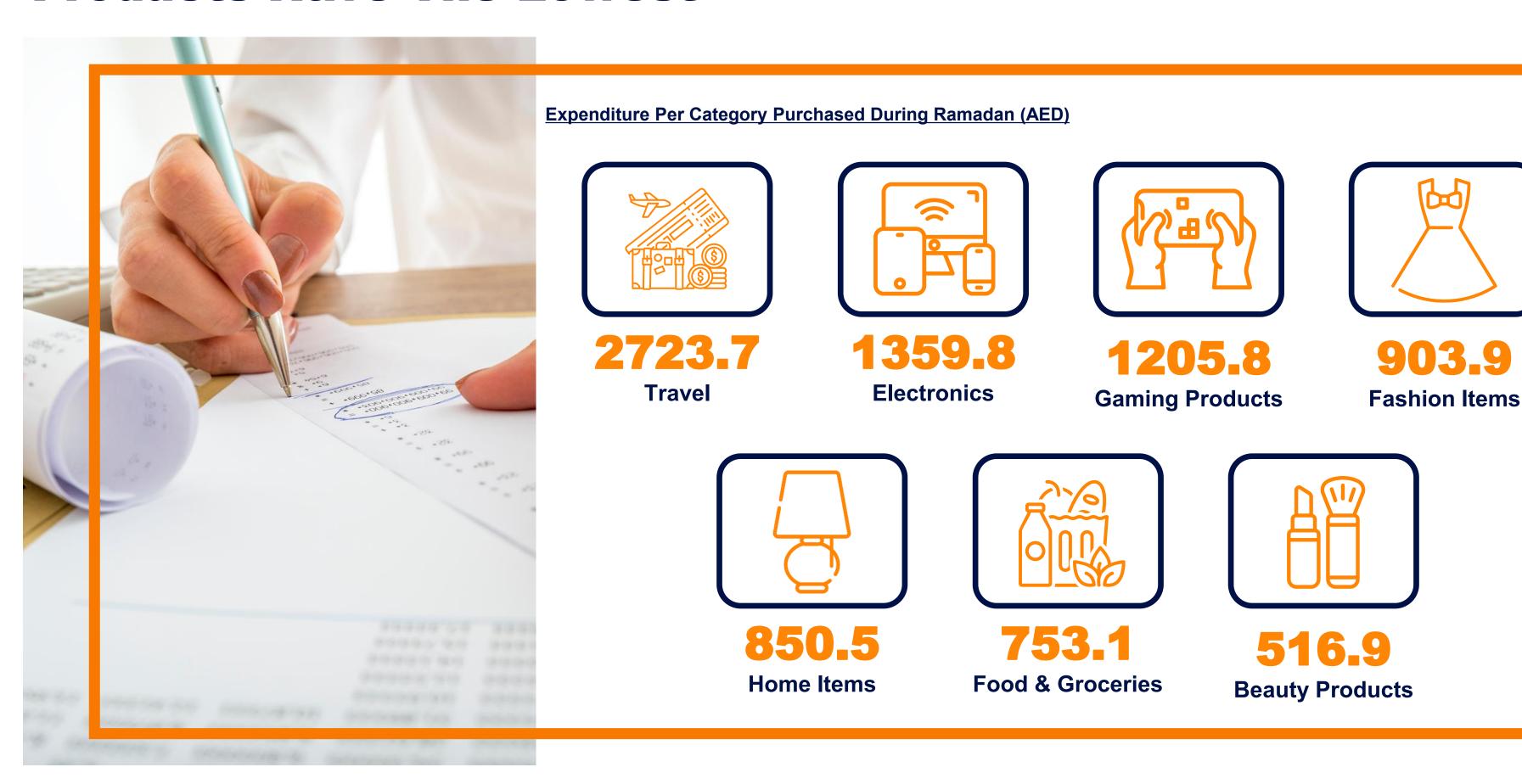


It's Unsurprising That When People Highly Discover New Products, They Wind Up Spending More Than They Planned



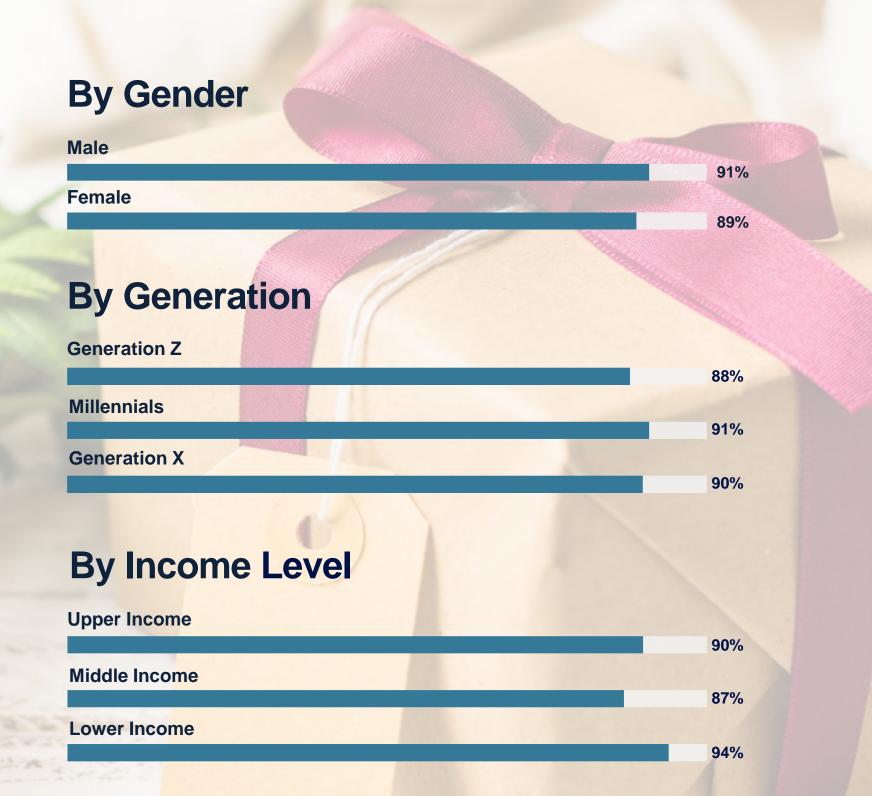


Travel Has The Highest Average Expenditure, While Beauty Products Have The Lowest



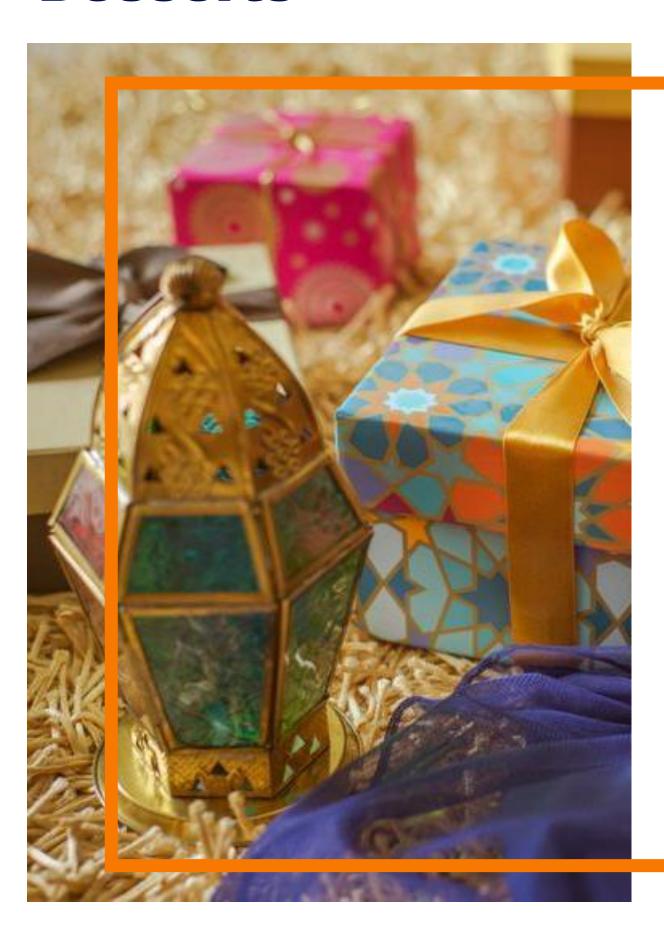
Almost Everyone Plans Their Eid Gifts During Ramadan







Planned Shopping Lists For Eid Mostly Include Clothing And Desserts



Eid Shopping Lists



49%
Clothing &
Fashion



25%
Mobile
Phones



42%
Desserts &
Chocolates



23%
Home
Appliances



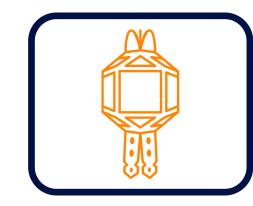
35%
Food &
Beverage



22% Home Décor



29%
Beauty
Products



21%
Ramadan Related
Home Décor

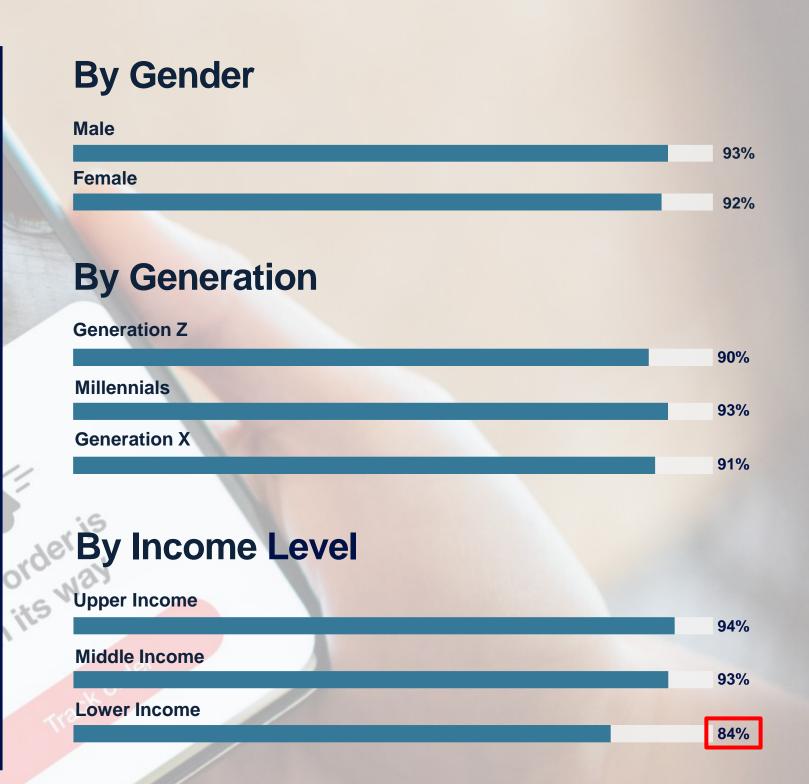




Despite Food Delivery Being Quite Popular In Ramadan, It Is Significantly Lower Among The Less Affluent

92%

Order Food From Delivery Apps





Fast Food Is The Most Picked Food Type For Delivery Followed By Desserts. Still, People Do Not Stick To One Type Of Food



Food Types Ordered



52% Fast Food



48%
Desserts



42%Healthy Meals



41% Fruits



40%
Traditional Arab
Food



38%

Traditional Food

From Home Country



30% Soups/ Starters



28%
Food That Is
Low In Salt



While Gen Z Highly Order Delivery For Fast Food, Gen X Highly Order Desserts And Traditional Arab Food And Affluent People Are More Likely To Order Starters

Food Types Ordered











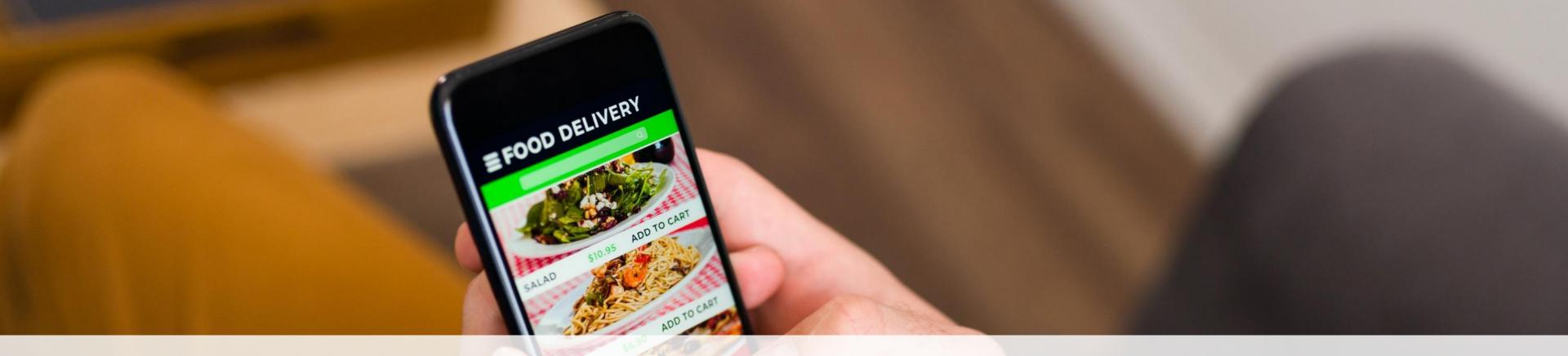






| | Fast Food | Desserts | Healthy meals | Fruits | Traditional Arab Food | Traditional Food From Home Country | Soups/ Starters | Food That Is Low In Salt |
|---------------------|-----------|------------|------------------|--------|--------------------------|--|--------------------|-----------------------------|
| Total | 52% | 48% | 42% | 41% | 40% | 38% | 30% | 28% |
| | | | | | | | | |
| Male | 48% | 47% | 45% | 44% | 37% | 41% | 38% | 31% |
| Female | 55% | 49% | 40% | 39% | 42% | 35% | 22% | 24% |
| | | | | | | | | |
| Generation Z | 58% | 40% | 35% | 26% | 37% | 28% | 33% | 30% |
| Millennials | 51% | 49% | 45% | 45% | 38% | 41% | 31% | 28% |
| Generation X | 46% | 54% | 38% | 38% | 50% | 36% | 26% | 26% |
| | | | | | | | | |
| Upper Income | 51% | 49% | 46% | 42% | 41% | 38% | 36% | 31% |
| Middle Income | 50% | 52% | 35% | 40% | 40% | 40% | 26% | 22% |
| Lower Income | 55% | 37% | 39% | 39% | 33% | 37% | 12% | 22% |





Of Those Who Order Food Delivery, Half Do So For Iftar While 2 In 5 Order For Both Iftar And Suhoor



46%
Mainly Order
For Iftar



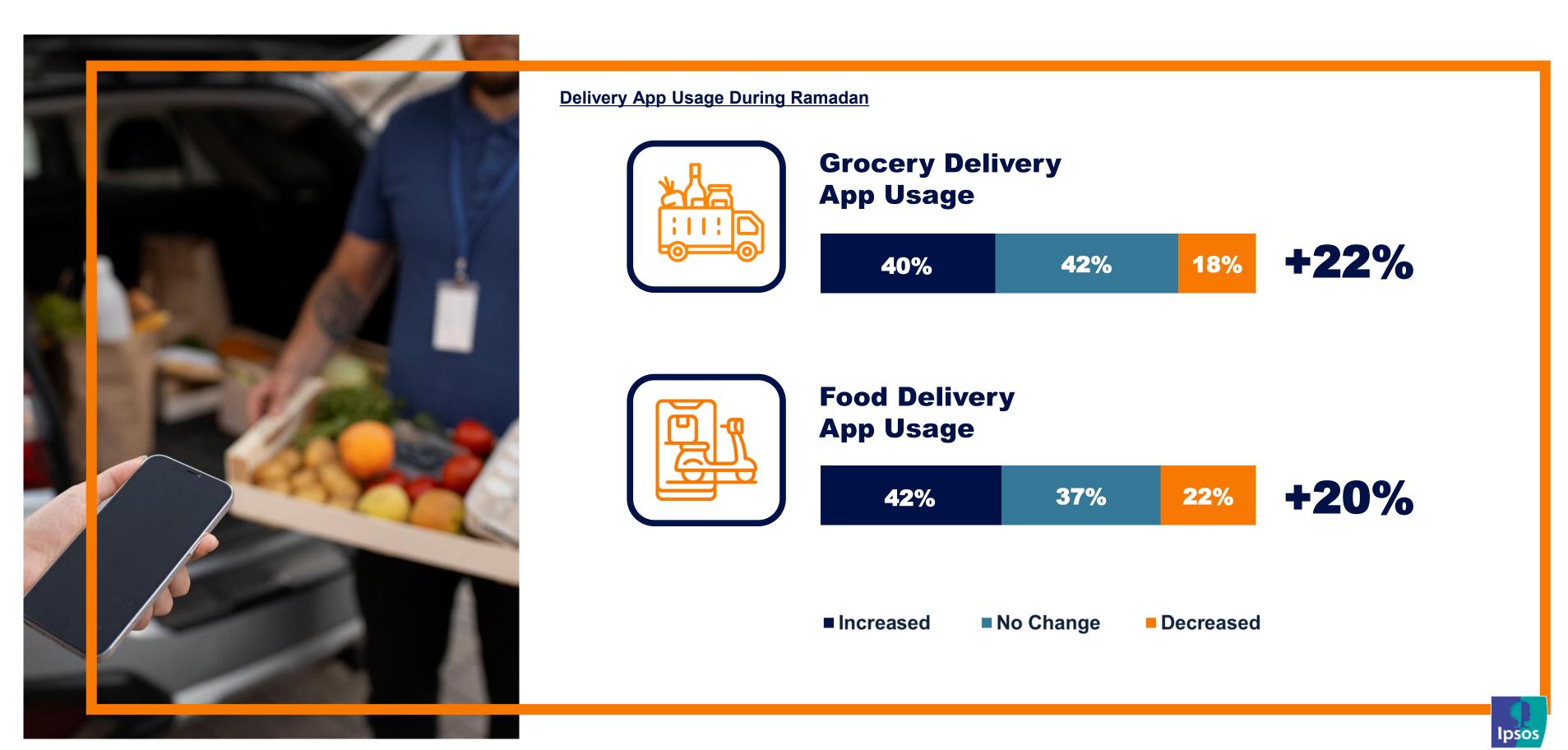
18%
Mainly Order
For Suhoor



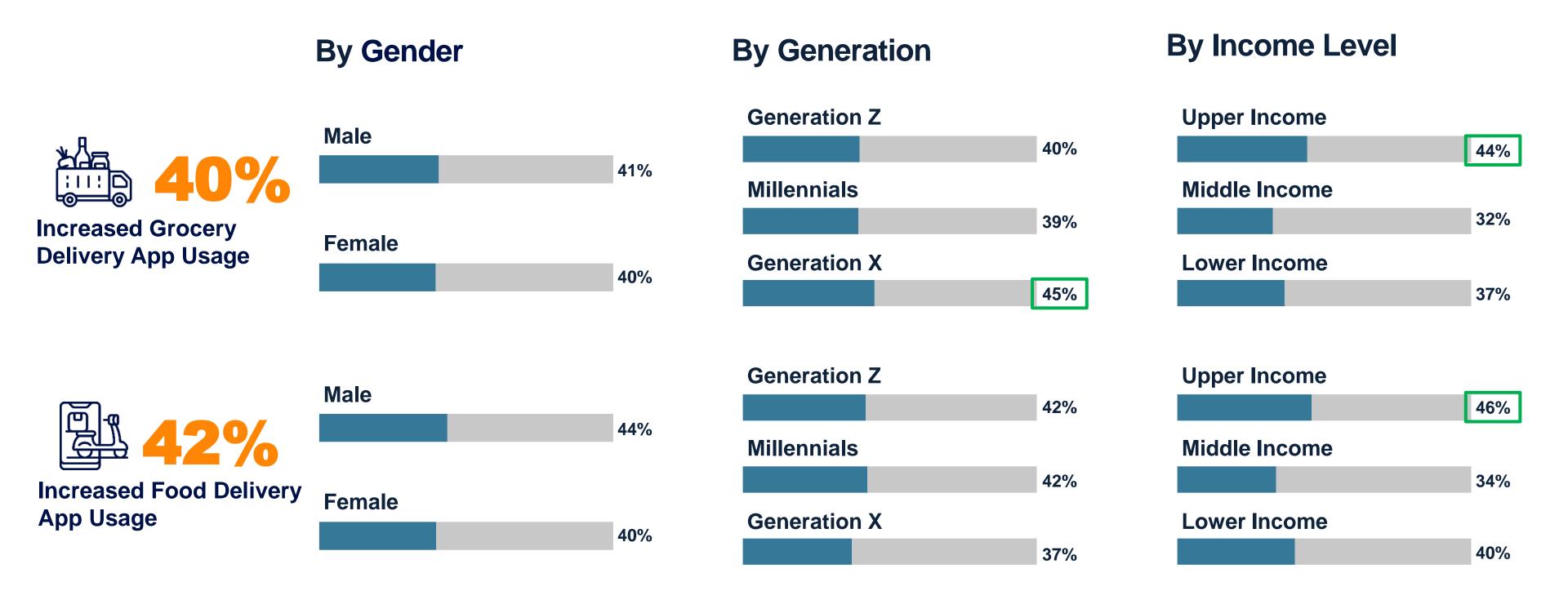
37% Order For Both



Not Only Do People Use Food Delivery Apps More Often In Ramadan, But They Use Grocery Delivery Apps More Frequently



The Upper Income Group Highly Use All Delivery Apps While Gen X Have A Higher Likelihood Of Using Grocery Delivery Apps

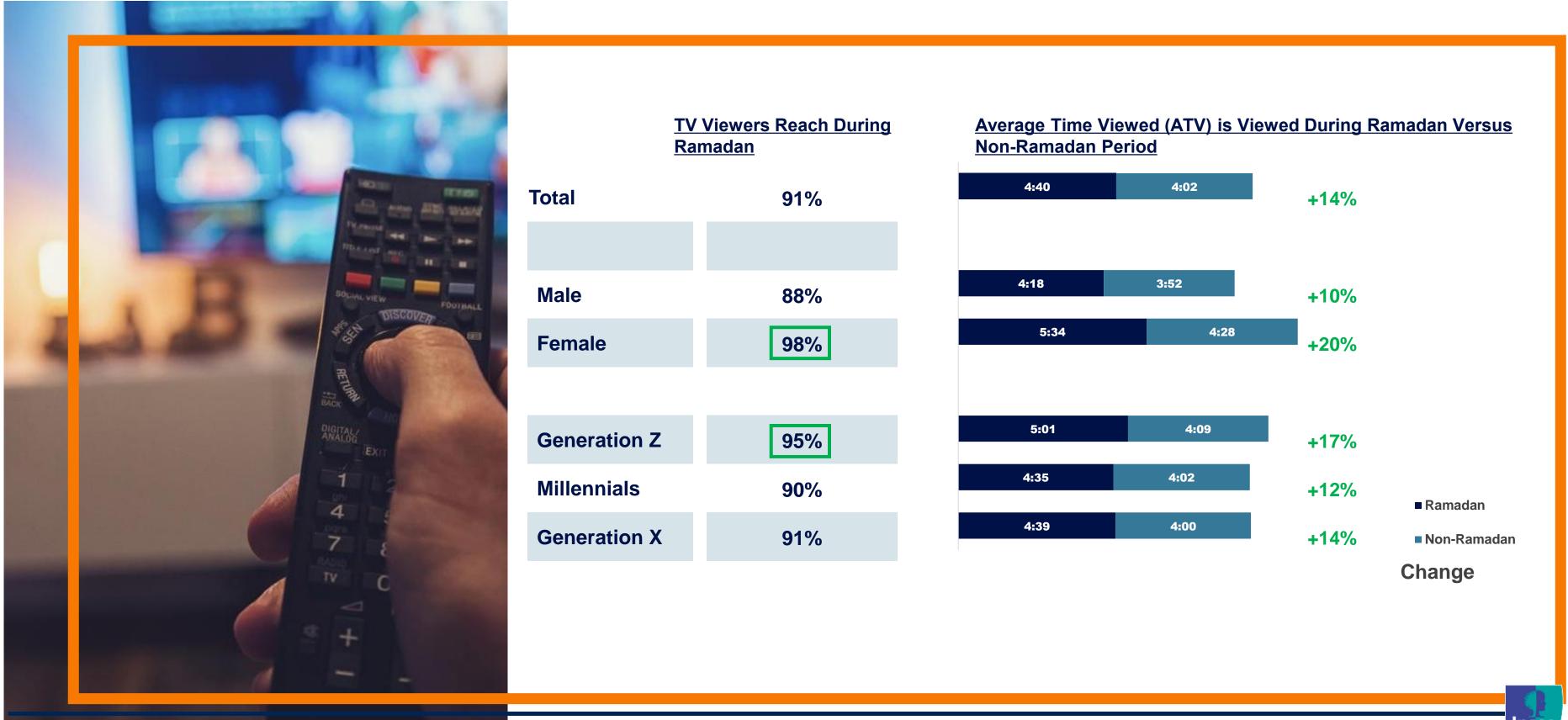




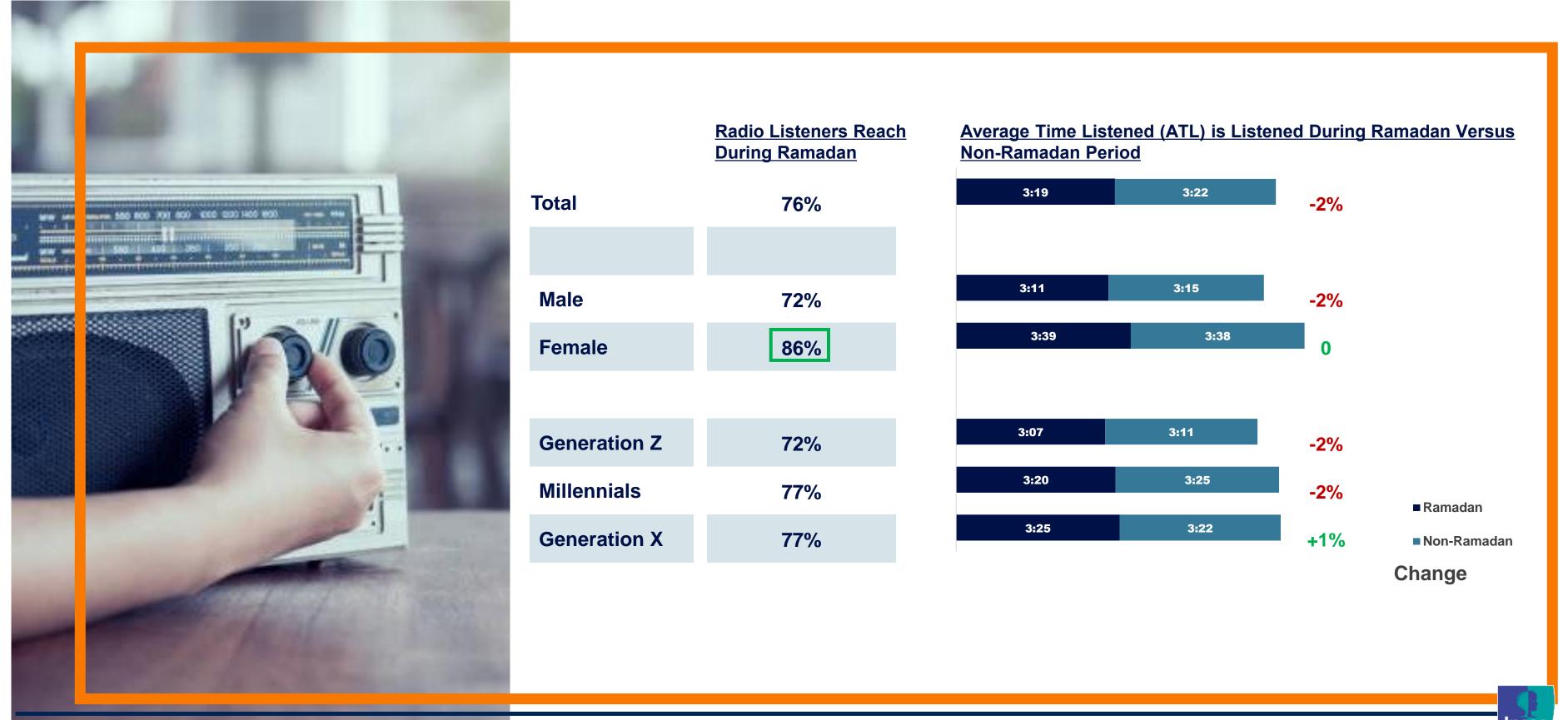


*This section is based on syndicated RDM and TLM studies

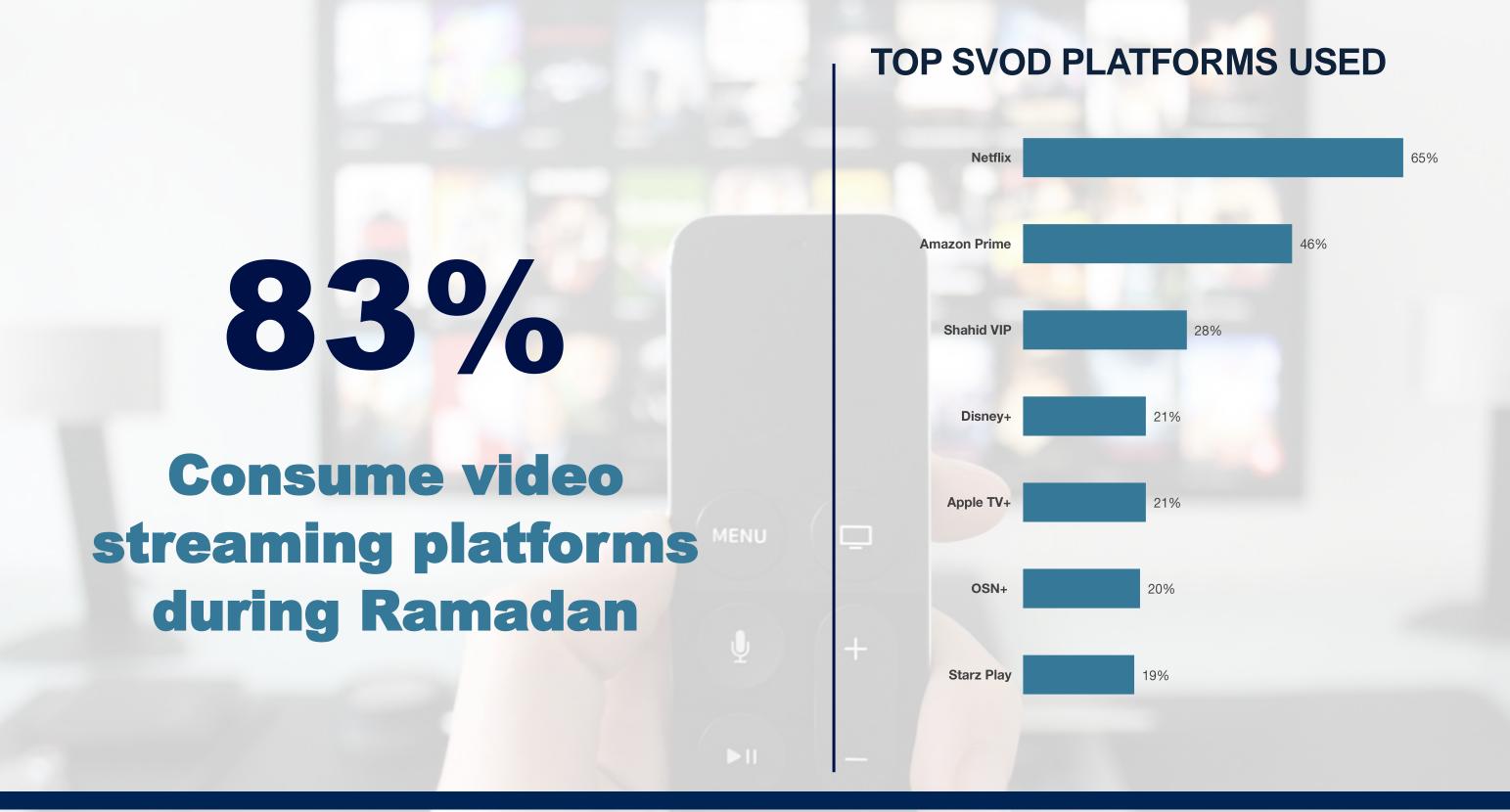
91% Of The People In UAE Watch TV During Ramadan Daily, With Females And Gen Z Watching The Most. Viewers Typically Watch TV For 4 Hours And 40 Minutes Per Day During The Holy Month, 14% More Than During Non-ramadan Times



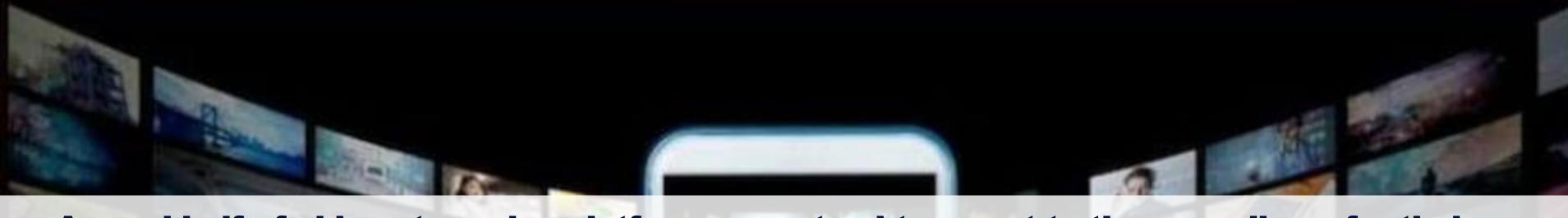
During Ramadan, Radio Reaches 76% Of The Population, Primarily Females. No Matter The Season, An Average Of 3 Hours And 20 Minutes Is Spent On Radio Daily



More Than 8 In 10 People Consume SVOD During Ramadan, With Netflix And Amazing PRime Being The Top Used Platforms







Around half of video streaming platform users tend to resort to these mediums for their ability to watch content anywhere and at anytime, a tad lesser of 48% do so because of the availability of latest and exclusive content

MAIN REASONS FOR SVOD USAGE DURING RAMADAN



Available anytime and anywhere



Availability of



No ad breaks



42%

Special offers / Value for

Money



Good reputation



38%
Wide variety of International content



36%

Offers safe content



35%

Recommended by a friend / family

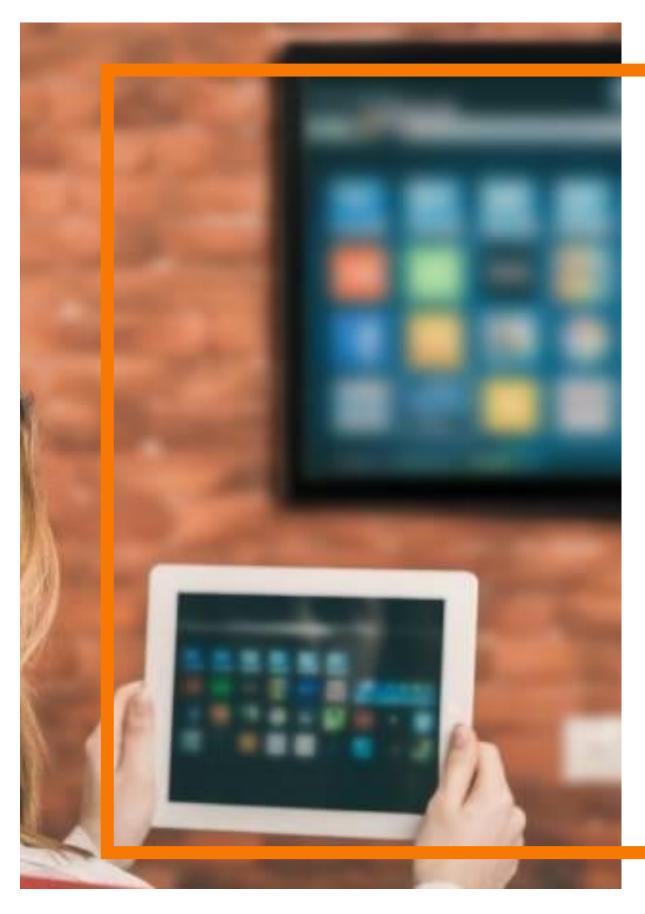


34%

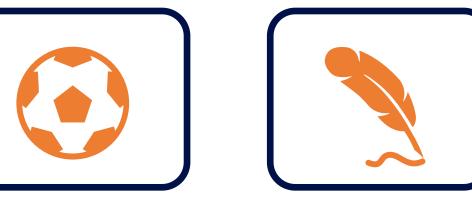
Availability of Ramadan content



During Ramadan, People Mainly Consume Sports and Documentaries On Video Streaming **Platform**



Content and Genre Consumed During Ramadan On Video Streaming Platforms



31%

31% **Sports**



Documentaries



29% **Religious Content**



Arabic Series

Ipsos

27%



27% International TV Series



24% **Entertainment**



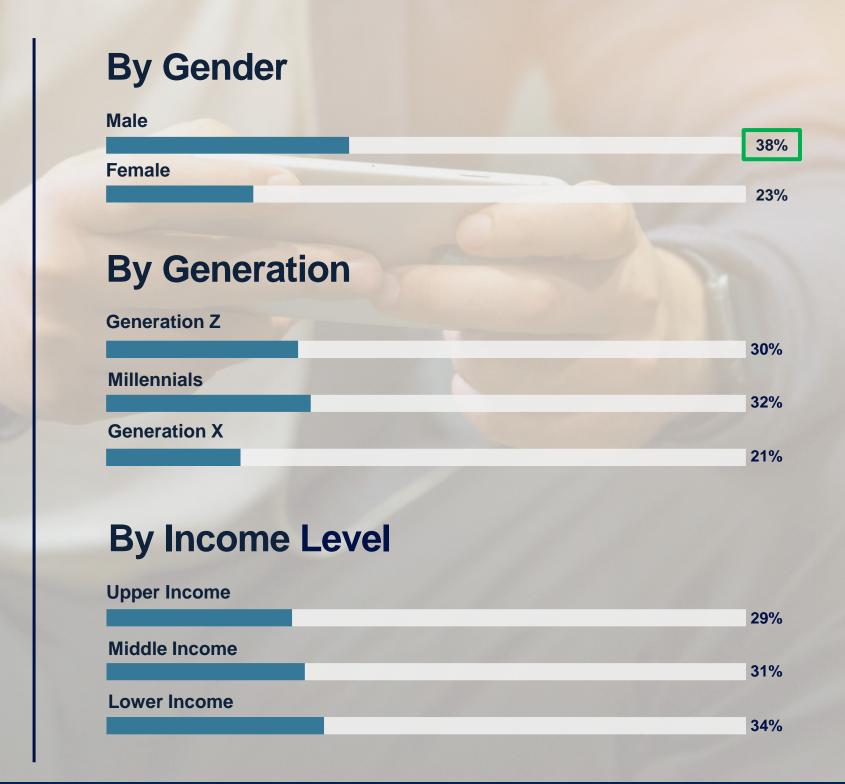
24% **Western Movies**



3 In 10 Play Mobile Games Where This Is Significantly Higher Amongst Males

30%

Play Mobile Games







Half Of Those Who Play Mobile Games Do So Everyday While 3 In 10 Do So 4-5 Times A Week

Frequency Of Usage











53%Everyday

28% 4-5 Times a Week 12%
At Least Once
A Week

6%
2-3 Times a
Months

1%
Once a Month
Or Less





In Ramadan, People Follow Various Types Of Content, Especially Holy Content And Any Ramadan Related Content From Festivities To Fashion And Décor

Sought Out Content During Ramadan



Ramadan Related **Holy Content**



Ramadan Festivities Related Content



70%

Entertaining Videos



69% **Deals & Offers**



Ramadan Fashion Tips & Ideas



Ramadan Home Décor Ideas



Content Related To Specific TV Channels



Product Reviews / Unboxing Videos



68% Ramadan Recipes



While Gen Z Are More Likely To Follow Festive Content, Affluent Older People Highly Follow Product Reviews And The Lower Income Group Show Higher Interest In Ramadan Décor



















| | Ramadan Related Holy Content | Ramadan Festivities Related Content | Ramadan Fashion Tips & Ideas | Ramadan Home Décor Ideas | Content Related To Specific TV Channels | Entertaining Videos | Deals & Offers | Product Reviews / Unboxing Videos | Ramadan Recipes |
|---------------------|------------------------------------|---|------------------------------------|-----------------------------|---|------------------------|----------------|-----------------------------------|--------------------|
| Total | 81% | 74% | 74% | 72 % | 71% | 70% | 69% | 69% | 68% |
| | | | | | | | | | |
| Male | 82% | 76% | 73% | 72% | 74% | 74% | 70% | 68% | 67% |
| Female | 81% | 73% | 74% | 73% | 68% | 66% | 69% | 69% | 68% |
| | | | | | | | | | |
| Generation Z | 77% | 80% | 76% | 68% | 72 % | 61% | 65% | 69% | 67% |
| Millennials | 82% | 73% | 72 % | 73% | 72% | 72 % | 70% | 67% | 68% |
| Generation X | 82% | 72 % | 76% | 74% | 66% | 71% | 71% | 75% | 67% |
| | | | | | | | | | |
| Upper Income | 83% | 75 % | 77% | 75 % | 71% | 73% | 71% | 74% | 69% |
| Middle Income | 79% | 72% | 68% | 63% | 69% | 62% | 65% | 56% | 64% |
| Lower Income | 81% | 75 % | 70% | 78% | 72% | 71% | 71% | 70% | 68% |



Although People Highly Consume Content, They Still Expect Changes From Brands In Ramadan, Mostly Regarding Advertising Followed By Content



The Older And Younger Generations Share A Higher Need When It Comes To Changes In Commerce While Males Highly Focus On The Need To Change Brand Engagement. Moreover, The Upper Income Group Highly Expect Changes In Content

