

# Canadian Online Omni November 15 - November 22, 2010

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### 1\_1. (Great fuel efficiency) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REC   | GION    |        |          | НС     | DUSEHOLD INCO  | )ME    |      | EHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | АВ  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | Α   | В   | С     | D       | Е      | F        | G      | Н              | 1      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 676   | 88  | 72  | 44    | 283     | 141    | 48       | 151    | 217            | 309    | 82   | 594              |
| Very important          | 66%   | 66% | 69% | 67%   | 72%     | 57%    | 63%      | 69%    | 69%            | 63%    | 67%  | 66%              |
|                         |       |     | Е   |       | Е       |        |          |        |                |        |      |                  |
|                         | 277   | 44  | 27  | 19    | 81      | 81     | 25       | 51     | 75             | 151    | 37   | 240              |
| Somewhat important      | 27%   | 33% | 26% | 29%   | 21%     | 32%    | 33%      | 24%    | 24%            | 31%    | 30%  | 27%              |
|                         |       | D   |     |       |         | D      | D        |        |                |        |      |                  |
|                         | 44    | 1   | 2   | 3     | 14      | 21     | 3        | 11     | 13             | 19     | 4    | 40               |
| Not very important      | 4%    | 1%  | 2%  | 4%    | 3%      | 9%     | 4%       | 5%     | 4%             | 4%     | 3%   | 4%               |
|                         |       |     |     |       |         | ABD    |          |        |                |        |      |                  |
|                         | 24    | 1   | 3   | 0     | 14      | 6      | 0        | 5      | 11             | 9      | 0    | 24               |
| Not at all important    | 2%    | 1%  | 3%  | -     | 3%      | 3%     | -        | 2%     | 3%             | 2%     | -    | 3%               |
|                         |       |     |     |       |         |        |          |        |                |        |      |                  |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 953   | 132 | 99  | 64    | 364     | 222    | 73       | 202    | 291            | 460    | 119  | 835              |
| Top2Box (Important)     | 93%   | 98% | 95% | 96%   | 93%     | 89%    | 96%      | 93%    | 92%            | 94%    | 97%  | 93%              |
|                         |       | E   |     |       |         |        |          |        |                |        |      |                  |
|                         | 68    | 2   | 5   | 3     | 27      | 28     | 3        | 16     | 24             | 28     | 4    | 64               |
| Low2Box (Not important) | 7%    | 2%  | 5%  | 4%    | 7%      | 11%    | 4%       | 7%     | 8%             | 6%     | 3%   | 7%               |
|                         |       |     |     |       |         | А      |          |        |                |        |      |                  |

1\_2. (Lots of airbags for safety) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | RE    | GION    |        |          | Н      | DUSEHOLD INCO  | ME     |                        | EHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------------------------|------------------|
|                         | Total | ВС  | AB  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids                   | No Kids          |
|                         |       | Α   | В   | С     | D       | E      | F        | G      | Н              | I      | J                      | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121                    | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123*                   | 898              |
|                         | 397   | 58  | 44  | 23    | 180     | 66     | 27       | 72     | 125            | 200    | 43                     | 354              |
| Very important          | 39%   | 43% | 42% | 35%   | 46%     | 26%    | 36%      | 33%    | 40%            | 41%    | 35%                    | 39%              |
|                         |       | Е   | Е   |       | Е       |        |          |        |                |        |                        |                  |
|                         | 455   | 56  | 50  | 34    | 152     | 122    | 40       | 96     | 139            | 220    | 69                     | 386              |
| Somewhat important      | 45%   | 42% | 48% | 52%   | 39%     | 49%    | 53%      | 44%    | 44%            | 45%    | 57%                    | 43%              |
|                         |       |     |     |       |         |        | D        |        |                |        | Kids J 121 123* 43 35% |                  |
|                         | 134   | 17  | 8   | 8     | 41      | 54     | 7        | 40     | 37             | 57     | 9                      | 125              |
| Not very important      | 13%   | 12% | 7%  | 12%   | 10%     | 22%    | 9%       | 18%    | 12%            | 12%    | 8%                     | 14%              |
|                         |       |     |     |       |         | BDF    |          |        |                |        |                        |                  |
|                         | 35    | 4   | 2   | 1     | 18      | 8      | 1        | 10     | 14             | 11     | 1                      | 34               |
| Not at all important    | 3%    | 3%  | 2%  | 1%    | 5%      | 3%     | 2%       | 5%     | 4%             | 2%     | 0                      | 4%               |
|                         |       |     |     |       |         |        |          |        |                |        |                        |                  |
| Summary                 |       |     |     |       |         |        |          |        |                |        |                        |                  |
|                         | 852   | 114 | 94  | 58    | 332     | 187    | 68       | 168    | 264            | 420    | 113                    | 740              |
| Top2Box (Important)     | 83%   | 85% | 90% | 87%   | 85%     | 75%    | 89%      | 77%    | 84%            | 86%    | 92%                    | 82%              |
|                         |       |     | Е   |       | Е       |        | Е        |        |                | G      | K                      |                  |
|                         | 169   | 20  | 10  | 9     | 59      | 62     | 8        | 50     | 51             | 68     | 10                     | 159              |
| Low2Box (Not important) | 17%   | 15% | 10% | 13%   | 15%     | 25%    | 11%      | 23%    | 16%            | 14%    | 8%                     | 18%              |
|                         |       |     |     |       |         | BDF    |          | I      |                |        |                        | J                |

### 1\_3. (Roadside support system) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | RE    | GION    |        |          | Н      | DUSEHOLD INCO  | )ME    |      | EHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | АВ  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | Α   | В   | С     | D       | E      | F        | G      | Н              | 1      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 256   | 36  | 28  | 20    | 114     | 33     | 25       | 60     | 74             | 122    | 23   | 233              |
| Very important          | 25%   | 27% | 26% | 30%   | 29%     | 13%    | 32%      | 27%    | 24%            | 25%    | 19%  | 26%              |
|                         |       | Е   | E   | Е     | Е       |        | E        |        |                |        |      |                  |
|                         | 392   | 58  | 46  | 29    | 147     | 81     | 31       | 75     | 127            | 190    | 46   | 346              |
| Somewhat important      | 38%   | 43% | 45% | 44%   | 38%     | 32%    | 41%      | 34%    | 40%            | 39%    | 37%  | 39%              |
|                         |       |     | Е   |       |         |        |          |        |                |        |      |                  |
|                         | 278   | 30  | 23  | 12    | 103     | 96     | 14       | 64     | 85             | 129    | 37   | 241              |
| Not very important      | 27%   | 22% | 22% | 18%   | 26%     | 39%    | 18%      | 30%    | 27%            | 26%    | 30%  | 27%              |
|                         |       |     |     |       |         | ABCDF  |          |        |                |        |      |                  |
|                         | 96    | 11  | 7   | 5     | 27      | 39     | 7        | 19     | 29             | 47     | 17   | 79               |
| Not at all important    | 9%    | 8%  | 7%  | 7%    | 7%      | 16%    | 9%       | 9%     | 9%             | 10%    | 14%  | 9%               |
|                         |       |     |     |       |         | BD     |          |        |                |        |      |                  |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 648   | 94  | 74  | 49    | 261     | 114    | 55       | 135    | 201            | 312    | 69   | 579              |
| Top2Box (Important)     | 63%   | 70% | 71% | 74%   | 67%     | 46%    | 73%      | 62%    | 64%            | 64%    | 56%  | 64%              |
|                         |       | Е   | Е   | Е     | Е       |        | E        |        |                |        |      |                  |
|                         | 373   | 41  | 30  | 17    | 130     | 135    | 20       | 83     | 114            | 176    | 54   | 319              |
| Low2Box (Not important) | 37%   | 30% | 29% | 26%   | 33%     | 54%    | 27%      | 38%    | 36%            | 36%    | 44%  | 36%              |
|                         |       |     |     |       |         | ABCDF  |          |        |                |        |      |                  |

1\_4. (A car great for a Canadian winter) When cruising in a car, to what extent are the following features important to you:

|                         |       |      |      | REG   | SION    |        |          | НС     | USEHOLD INCO   | ME     |      | SEHOLD<br>OSITION |
|-------------------------|-------|------|------|-------|---------|--------|----------|--------|----------------|--------|------|-------------------|
|                         | Total | ВС   | AB   | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids           |
|                         |       | А    | В    | С     | D       | E      | F        | G      | Н              | I      | J    | K                 |
| Base: All respondents   | 1021  | 151  | 172  | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900               |
| Weighted                | 1021  | 135  | 104  | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898               |
|                         | 588   | 58   | 82   | 48    | 242     | 113    | 45       | 117    | 189            | 282    | 68   | 520               |
| Very important          | 58%   | 43%  | 79%  | 72%   | 62%     | 45%    | 60%      | 54%    | 60%            | 58%    | 56%  | 58%               |
|                         |       |      | ADEF | AE    | AE      |        | Α        |        |                |        |      |                   |
|                         | 361   | 61   | 18   | 16    | 120     | 121    | 26       | 87     | 105            | 168    | 49   | 312               |
| Somewhat important      | 35%   | 45%  | 17%  | 24%   | 31%     | 49%    | 34%      | 40%    | 34%            | 34%    | 40%  | 35%               |
|                         |       | BCD  |      |       | В       | BCD    | В        |        |                |        |      |                   |
|                         | 47    | 15   | 1    | 2     | 14      | 11     | 5        | 9      | 9              | 29     | 5    | 41                |
| Not very important      | 5%    | 11%  | 1%   | 2%    | 4%      | 4%     | 6%       | 4%     | 3%             | 6%     | 4%   | 5%                |
|                         |       | BCDE |      |       |         |        | В        |        |                |        |      |                   |
|                         | 25    | 2    | 3    | 1     | 15      | 5      | 0        | 5      | 11             | 9      | 0    | 25                |
| Not at all important    | 2%    | 1%   | 3%   | 2%    | 4%      | 2%     | -        | 2%     | 3%             | 2%     | -    | 3%                |
| Summary                 |       |      |      |       |         |        |          |        |                |        |      |                   |
|                         | 949   | 118  | 100  | 64    | 362     | 234    | 71       | 204    | 295            | 450    | 117  | 832               |
| Top2Box (Important)     | 93%   | 88%  | 96%  | 96%   | 93%     | 94%    | 94%      | 94%    | 94%            | 92%    | 96%  | 93%               |
|                         |       |      | Α    |       |         |        |          |        |                |        |      |                   |
|                         | 72    | 16   | 4    | 3     | 29      | 15     | 5        | 14     | 20             | 38     | 5    | 67                |
| Low2Box (Not important) | 7%    | 12%  | 4%   | 4%    | 7%      | 6%     | 6%       | 6%     | 6%             | 8%     | 4%   | 7%                |
|                         |       | В    |      |       |         |        |          |        |                |        |      |                   |

1\_5. (Drives like a luxury vehicle) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REG   | GION    |        |          | НС     | USEHOLD INCO   | ME     |                        | SEHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------------------------|-------------------|
|                         | Total | вс  | АВ  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids                   | No Kids           |
|                         |       | А   | В   | С     | D       | E      | F        | G      | Н              | I      | J                      | K                 |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121                    | 900               |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123*                   | 898               |
|                         | 211   | 29  | 30  | 19    | 79      | 37     | 18       | 34     | 59             | 119    | 17                     | 194               |
| Very important          | 21%   | 21% | 29% | 29%   | 20%     | 15%    | 23%      | 15%    | 19%            | 24%    | 14%                    | 22%               |
|                         |       |     | Е   | Е     |         |        |          |        |                | G      |                        |                   |
|                         | 462   | 66  | 51  | 39    | 180     | 90     | 36       | 91     | 139            | 232    | 59                     | 403               |
| Somewhat important      | 45%   | 49% | 49% | 59%   | 46%     | 36%    | 47%      | 42%    | 44%            | 48%    | 48%                    | 45%               |
|                         |       | Е   | Е   | Е     |         |        |          |        |                |        | Kids J 121 123* 17 14% |                   |
|                         | 280   | 34  | 18  | 8     | 104     | 96     | 20       | 73     | 92             | 115    | 38                     | 242               |
| Not very important      | 27%   | 25% | 17% | 13%   | 27%     | 38%    | 26%      | 33%    | 29%            | 24%    | 31%                    | 27%               |
|                         |       | С   |     |       | BC      | ABCD   |          | I      |                |        |                        |                   |
|                         | 68    | 6   | 6   | 0     | 27      | 26     | 2        | 20     | 25             | 22     | 8                      | 60                |
| Not at all important    | 7%    | 4%  | 6%  | -     | 7%      | 11%    | 3%       | 9%     | 8%             | 5%     | 6%                     | 7%                |
|                         |       |     | С   |       | С       | С      |          |        |                |        |                        |                   |
| Summary                 |       |     |     |       |         |        |          |        |                |        |                        |                   |
|                         | 673   | 95  | 81  | 58    | 259     | 127    | 53       | 125    | 197            | 351    | 77                     | 596               |
| Top2Box (Important)     | 66%   | 71% | 77% | 87%   | 66%     | 51%    | 71%      | 57%    | 63%            | 72%    | 63%                    | 66%               |
|                         |       | Е   | DE  | ADEF  | Е       |        | E        |        |                | GH     |                        |                   |
|                         | 348   | 40  | 23  | 8     | 132     | 122    | 22       | 93     | 117            | 137    | 46                     | 302               |
| Low2Box (Not important) | 34%   | 29% | 23% | 13%   | 34%     | 49%    | 29%      | 43%    | 37%            | 28%    | 37%                    | 34%               |
|                         |       | С   |     |       | BC      | ABCDF  | С        | 1      | I              |        |                        |                   |

### 1\_6. (Fun to drive) When cruising in a car, to what extent are the following features important to you:

|                         |          |     |     | REG   | GION    |        |           | Н      | DUSEHOLD INCO  | ME          |        | SEHOLD<br>OSITION |
|-------------------------|----------|-----|-----|-------|---------|--------|-----------|--------|----------------|-------------|--------|-------------------|
|                         | <b>-</b> |     |     | OKAND | 0.1     | 0      | Automotio | 4001/  | ***** ******   | <b>ADOL</b> | IZ: I- | No. 10' to        |
|                         | Total    | ВС  | AB  | SK/MB | Ontario | Quebec | Atlantic  | <\$30K | \$30K - <\$60K | \$60K+      | Kids   | No Kids           |
|                         |          | Α   | В   | С     | D       | Е      | F         | G      | Н              | l           | J      | K                 |
| Base: All respondents   | 1021     | 151 | 172 | 87    | 352     | 163    | 96        | 154    | 311            | 556         | 121    | 900               |
| Weighted                | 1021     | 135 | 104 | 66*   | 391     | 249    | 76*       | 218    | 315            | 488         | 123*   | 898               |
|                         | 342      | 44  | 36  | 28    | 134     | 72     | 28        | 49     | 113            | 181         | 36     | 306               |
| /ery important          | 34%      | 32% | 35% | 43%   | 34%     | 29%    | 37%       | 22%    | 36%            | 37%         | 30%    | 34%               |
|                         |          |     |     |       |         |        |           |        | G              | G           |        |                   |
|                         | 498      | 74  | 52  | 34    | 170     | 130    | 38        | 110    | 154            | 234         | 63     | 435               |
| Somewhat important      | 49%      | 55% | 50% | 51%   | 43%     | 52%    | 50%       | 50%    | 49%            | 48%         | 52%    | 48%               |
|                         | 137      | 13  | 11  | 4     | 63      | 38     | 8         | 49     | 36             | 53          | 21     | 116               |
| Not very important      | 13%      | 9%  | 11% | 6%    | 16%     | 15%    | 10%       | 22%    | 11%            | 11%         | 17%    | 13%               |
|                         |          |     |     |       | С       |        |           | HI     |                |             |        |                   |
|                         | 44       | 5   | 4   | 0     | 24      | 9      | 2         | 11     | 12             | 21          | 2      | 42                |
| Not at all important    | 4%       | 4%  | 4%  | -     | 6%      | 3%     | 2%        | 5%     | 4%             | 4%          | 2%     | 5%                |
|                         |          |     |     |       | С       |        |           |        |                |             |        |                   |
| Summary                 |          |     |     |       |         |        |           |        |                |             |        |                   |
|                         | 840      | 117 | 88  | 62    | 304     | 202    | 66        | 158    | 267            | 415         | 100    | 741               |
| Top2Box (Important)     | 82%      | 87% | 85% | 94%   | 78%     | 81%    | 88%       | 73%    | 85%            | 85%         | 81%    | 82%               |
|                         |          | D   |     | DE    |         |        |           |        | G              | G           |        |                   |
|                         | 181      | 18  | 16  | 4     | 87      | 47     | 9         | 59     | 48             | 74          | 23     | 158               |
| Low2Box (Not important) | 18%      | 13% | 15% | 6%    | 22%     | 19%    | 12%       | 27%    | 15%            | 15%         | 19%    | 18%               |
|                         |          |     |     |       | AC      | С      |           | HI     |                |             |        |                   |

# 1\_7. (Excellent sound system) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REG      | SION    |        |          | Н      | DUSEHOLD INCO  | OME      |      | EHOLD<br>DSITION |
|-------------------------|-------|-----|-----|----------|---------|--------|----------|--------|----------------|----------|------|------------------|
|                         | Total | ВС  | AB  | SK/MB    | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+   | Kids | No Kids          |
|                         |       | А   | В   | С        | D       | Е      | F        | G      | Н              | 1        | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87       | 352     | 163    | 96       | 154    | 311            | 556      | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*      | 391     | 249    | 76*      | 218    | 315            | 488      | 123* | 898              |
|                         | 206   | 26  | 21  | 15       | 83      | 44     | 16       | 34     | 71             | 100      | 23   | 183              |
| Very important          | 20%   | 19% | 21% | 23%      | 21%     | 18%    | 21%      | 16%    | 23%            | 21%      | 19%  | 20%              |
|                         | 472   | 63  | 52  | 35       | 178     | 103    | 41       | 93     | 137            | 242      | 57   | 415              |
| Somewhat important      | 46%   | 46% | 50% | 53%      | 46%     | 41%    | 55%      | 43%    | 44%            | 50%      | 46%  | 46%              |
|                         | 266   | 35  | 24  | 14       | 97      | 79     | 17       | 67     | 84             | 115      | 35   | 231              |
| Not very important      | 26%   | 26% | 23% | 21%      | 25%     | 32%    | 23%      | 31%    | 27%            | 23%      | 29%  | 26%              |
|                         | 77    | 11  | 7   | 0        | 32      | 23     | 1        | 24     | 22             | 31       | 7    | 69               |
| Not at all important    | 8%    | 8%  | 7%  | 3%       | 8%      | 9%     | 2%       | 11%    | 7%             | 6%       | 6%   | 8%               |
|                         |       |     |     |          |         |        |          |        |                |          |      |                  |
| Summary                 | 670   | 00  | 70  | 54       | 000     | 4.47   | 57       | 407    | 200            | 242      | 00   | 500              |
| Tan 2Day (Impartant)    | 678   | 89  | 73  | 51       | 262     | 147    | 57       | 127    | 209            | 343      | 80   | 598              |
| Top2Box (Important)     | 66%   | 66% | 70% | 76%<br>E | 67%     | 59%    | 75%<br>E | 58%    | 66%            | 70%<br>G | 65%  | 67%              |
|                         | 343   | 46  | 31  | 16       | 129     | 102    | 19       | 91     | 106            | 146      | 43   | 300              |
| Low2Box (Not important) | 34%   | 34% | 30% | 24%      | 33%     | 41%    | 25%      | 42%    | 34%            | 30%      | 35%  | 33%              |
| , ,                     |       |     |     |          |         | CF     |          | I      |                |          |      |                  |

1\_8. (Sleek exterior style) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REG   | GION    |        |          | Н      | DUSEHOLD INCO  | ME     |      | SEHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|-------------------|
|                         | Total | ВС  | AB  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids           |
|                         |       | Α   | В   | С     | D       | Е      | F        | G      | Н              | I      | J    | К                 |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900               |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898               |
|                         | 174   | 24  | 19  | 16    | 73      | 27     | 15       | 38     | 47             | 89     | 15   | 160               |
| /ery important          | 17%   | 18% | 19% | 24%   | 19%     | 11%    | 20%      | 18%    | 15%            | 18%    | 12%  | 18%               |
|                         |       |     |     | E     | E       |        |          |        |                |        |      |                   |
|                         | 464   | 67  | 48  | 34    | 183     | 104    | 28       | 85     | 144            | 234    | 49   | 415               |
| Somewhat important      | 45%   | 50% | 46% | 51%   | 47%     | 42%    | 37%      | 39%    | 46%            | 48%    | 40%  | 46%               |
|                         | 295   | 33  | 28  | 12    | 105     | 88     | 29       | 77     | 96             | 122    | 50   | 244               |
| Not very important      | 29%   | 24% | 27% | 19%   | 27%     | 35%    | 38%      | 35%    | 30%            | 25%    | 41%  | 27%               |
|                         |       |     |     |       |         | С      | С        | I      |                |        | K    |                   |
|                         | 88    | 11  | 8   | 4     | 30      | 30     | 4        | 17     | 28             | 43     | 8    | 80                |
| Not at all important    | 9%    | 8%  | 8%  | 6%    | 8%      | 12%    | 5%       | 8%     | 9%             | 9%     | 7%   | 9%                |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                   |
|                         | 638   | 91  | 67  | 50    | 256     | 131    | 43       | 124    | 192            | 323    | 64   | 574               |
| op2Box (Important)      | 62%   | 67% | 65% | 75%   | 65%     | 52%    | 57%      | 57%    | 61%            | 66%    | 52%  | 64%               |
|                         |       | Е   | Е   | EF    | Е       |        |          |        |                |        |      | J                 |
|                         | 383   | 44  | 37  | 16    | 135     | 119    | 32       | 94     | 123            | 166    | 59   | 324               |
| Low2Box (Not important) | 38%   | 33% | 35% | 25%   | 35%     | 48%    | 43%      | 43%    | 39%            | 34%    | 48%  | 36%               |
|                         |       |     |     |       |         | ABCD   | С        |        |                |        | K    |                   |

1\_9. (Warranty coverage) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REG   | GION    |        |          | НС     | OUSEHOLD INCO  | OME    |                        | EHOLD<br>DSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------------------------|------------------|
|                         | Total | ВС  | АВ  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids                   | No Kids          |
|                         |       | Α   | В   | С     | D       | Е      | F        | G      | Н              | 1      | J                      | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121                    | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123*                   | 898              |
|                         | 586   | 79  | 67  | 45    | 244     | 110    | 41       | 110    | 182            | 294    | 68                     | 517              |
| Very important          | 57%   | 58% | 65% | 67%   | 63%     | 44%    | 54%      | 50%    | 58%            | 60%    | 56%                    | 58%              |
|                         |       | Е   | Е   | Е     | E       |        |          |        |                |        |                        |                  |
|                         | 330   | 47  | 32  | 15    | 94      | 115    | 27       | 77     | 107            | 145    | 42                     | 287              |
| Somewhat important      | 32%   | 35% | 31% | 22%   | 24%     | 46%    | 36%      | 35%    | 34%            | 30%    | 35%                    | 32%              |
|                         |       | D   |     |       |         | BCD    |          |        |                |        | Kids J 121 123* 68 56% |                  |
|                         | 75    | 6   | 2   | 6     | 34      | 20     | 6        | 24     | 14             | 37     | 10                     | 65               |
| Not very important      | 7%    | 4%  | 2%  | 10%   | 9%      | 8%     | 8%       | 11%    | 4%             | 8%     | 8%                     | 7%               |
|                         |       |     |     | В     | В       | В      |          | Н      |                |        |                        |                  |
|                         | 31    | 3   | 3   | 0     | 18      | 5      | 2        | 6      | 12             | 12     | 2                      | 29               |
| Not at all important    | 3%    | 2%  | 3%  | 1%    | 5%      | 2%     | 2%       | 3%     | 4%             | 2%     | 2%                     | 3%               |
|                         |       |     |     |       |         |        |          |        |                |        |                        |                  |
| Summary                 |       |     |     |       |         |        |          |        |                |        |                        |                  |
|                         | 915   | 126 | 99  | 59    | 339     | 224    | 68       | 187    | 289            | 439    | 111                    | 805              |
| Top2Box (Important)     | 90%   | 93% | 96% | 90%   | 87%     | 90%    | 90%      | 86%    | 92%            | 90%    | 90%                    | 90%              |
|                         |       |     | D   |       |         |        |          |        |                |        |                        |                  |
|                         | 106   | 9   | 5   | 7     | 52      | 25     | 8        | 31     | 26             | 49     | 12                     | 94               |
| Low2Box (Not important) | 10%   | 7%  | 4%  | 10%   | 13%     | 10%    | 10%      | 14%    | 8%             | 10%    | 10%                    | 10%              |
|                         |       |     |     |       | В       |        |          |        |                |        |                        |                  |

1\_10. (Leading edge technology integration, i.e. MP3 players, USB sticks, iPad) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REC   | SION    |        |          | нс     | OUSEHOLD INCO  | MF     |           | EHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|-----------|------------------|
|                         |       |     |     |       |         |        |          |        | 00211025 11100 |        | OO IIII ( |                  |
|                         | Total | ВС  | AB  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids      | No Kids          |
|                         |       | Α   | В   | С     | D       | Е      | F        | G      | Н              | I      | J         | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121       | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123*      | 898              |
|                         | 117   | 13  | 10  | 7     | 43      | 37     | 7        | 20     | 39             | 57     | 13        | 104              |
| Very important          | 11%   | 10% | 9%  | 10%   | 11%     | 15%    | 9%       | 9%     | 12%            | 12%    | 10%       | 12%              |
|                         | 341   | 37  | 34  | 20    | 132     | 92     | 25       | 77     | 85             | 179    | 47        | 294              |
| Somewhat important      | 33%   | 27% | 33% | 31%   | 34%     | 37%    | 33%      | 35%    | 27%            | 37%    | 38%       | 33%              |
|                         |       |     |     |       |         |        |          |        |                | Н      |           |                  |
|                         | 377   | 56  | 38  | 27    | 137     | 86     | 33       | 76     | 121            | 179    | 46        | 330              |
| Not very important      | 37%   | 42% | 36% | 41%   | 35%     | 34%    | 44%      | 35%    | 39%            | 37%    | 38%       | 37%              |
|                         | 187   | 29  | 22  | 12    | 78      | 35     | 10       | 45     | 70             | 73     | 17        | 170              |
| Not at all important    | 18%   | 21% | 21% | 18%   | 20%     | 14%    | 14%      | 21%    | 22%            | 15%    | 14%       | 19%              |
|                         |       |     |     |       |         |        |          |        | I              |        |           |                  |
| Summary                 |       |     |     |       |         |        |          |        |                |        |           |                  |
|                         | 458   | 49  | 44  | 27    | 176     | 129    | 32       | 97     | 124            | 237    | 59        | 398              |
| Top2Box (Important)     | 45%   | 37% | 43% | 41%   | 45%     | 52%    | 43%      | 45%    | 39%            | 48%    | 49%       | 44%              |
|                         |       |     |     |       |         | Α      |          |        |                | Н      |           |                  |
|                         | 563   | 85  | 60  | 39    | 215     | 121    | 43       | 121    | 191            | 252    | 63        | 500              |
| Low2Box (Not important) | 55%   | 63% | 57% | 59%   | 55%     | 48%    | 57%      | 55%    | 61%            | 52%    | 51%       | 56%              |
|                         |       | Е   |     | -     |         |        |          |        | 1              |        |           |                  |

# 1\_11. (Plenty of cargo space) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | RE    | GION    |        |          | но     | USEHOLD INCO   | ME     |      | EHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | AB  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | Α   | В   | С     | D       | Е      | F        | G      | Н              | I      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 330   | 42  | 34  | 26    | 133     | 67     | 28       | 58     | 102            | 169    | 61   | 269              |
| Very important          | 32%   | 31% | 32% | 39%   | 34%     | 27%    | 37%      | 27%    | 33%            | 35%    | 49%  | 30%              |
|                         |       |     |     |       |         |        |          |        |                |        | K    |                  |
|                         | 529   | 68  | 61  | 36    | 192     | 133    | 39       | 100    | 165            | 264    | 54   | 475              |
| Somewhat important      | 52%   | 50% | 59% | 54%   | 49%     | 53%    | 52%      | 46%    | 52%            | 54%    | 44%  | 53%              |
|                         | 125   | 20  | 6   | 3     | 45      | 44     | 7        | 51     | 31             | 42     | 8    | 116              |
| Not very important      | 12%   | 15% | 6%  | 4%    | 11%     | 17%    | 10%      | 24%    | 10%            | 9%     | 7%   | 13%              |
|                         |       | BC  |     |       |         | BC     |          | HI     |                |        |      |                  |
|                         | 38    | 5   | 3   | 2     | 21      | 6      | 1        | 9      | 16             | 13     | 0    | 38               |
| Not at all important    | 4%    | 3%  | 3%  | 2%    | 5%      | 2%     | 2%       | 4%     | 5%             | 3%     | -    | 4%               |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 858   | 110 | 95  | 62    | 325     | 200    | 67       | 158    | 267            | 434    | 114  | 744              |
| Top2Box (Important)     | 84%   | 82% | 91% | 93%   | 83%     | 80%    | 89%      | 72%    | 85%            | 89%    | 93%  | 83%              |
|                         |       |     | ADE | ADE   |         |        |          |        | G              | G      | K    |                  |
|                         | 163   | 25  | 9   | 4     | 66      | 50     | 8        | 60     | 48             | 55     | 8    | 154              |
| Low2Box (Not important) | 16%   | 18% | 9%  | 7%    | 17%     | 20%    | 11%      | 28%    | 15%            | 11%    | 7%   | 17%              |
|                         |       | BC  |     |       | BC      | BC     |          | HI     |                |        |      | J                |

### 1\_12. (Roominess) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REG   | GION    |        |          | НС     | DUSEHOLD INCO  | )ME    |      | EHOLD<br>DSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | АВ  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | Α   | В   | С     | D       | Е      | F        | G      | Н              | 1      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 356   | 52  | 44  | 31    | 147     | 50     | 33       | 48     | 110            | 198    | 50   | 306              |
| Very important          | 35%   | 38% | 42% | 46%   | 38%     | 20%    | 44%      | 22%    | 35%            | 41%    | 41%  | 34%              |
|                         |       | Е   | Е   | Е     | Е       |        | Е        |        | G              | G      |      |                  |
|                         | 524   | 67  | 53  | 34    | 200     | 135    | 36       | 113    | 165            | 246    | 65   | 459              |
| Somewhat important      | 51%   | 49% | 51% | 51%   | 51%     | 54%    | 47%      | 52%    | 52%            | 50%    | 53%  | 51%              |
|                         |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 105   | 13  | 4   | 0     | 28      | 52     | 7        | 47     | 28             | 30     | 7    | 98               |
| Not very important      | 10%   | 10% | 4%  | 1%    | 7%      | 21%    | 9%       | 21%    | 9%             | 6%     | 6%   | 11%              |
|                         |       | С   |     |       | С       | ABCDF  | С        | HI     |                |        |      |                  |
|                         | 36    | 3   | 3   | 2     | 16      | 13     | 0        | 10     | 11             | 14     | 0    | 35               |
| Not at all important    | 4%    | 2%  | 3%  | 2%    | 4%      | 5%     | -        | 5%     | 4%             | 3%     | 0    | 4%               |
|                         |       |     |     |       |         |        |          |        |                |        |      |                  |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 880   | 118 | 97  | 64    | 347     | 184    | 69       | 161    | 275            | 444    | 115  | 765              |
| Top2Box (Important)     | 86%   | 88% | 94% | 97%   | 89%     | 74%    | 91%      | 74%    | 87%            | 91%    | 94%  | 85%              |
|                         |       | E   | Е   | ADE   | Е       |        | Е        |        | G              | G      | K    |                  |
|                         | 141   | 16  | 7   | 2     | 44      | 65     | 7        | 57     | 40             | 44     | 7    | 133              |
| Low2Box (Not important) | 14%   | 12% | 6%  | 3%    | 11%     | 26%    | 9%       | 26%    | 13%            | 9%     | 6%   | 15%              |
|                         |       | С   |     |       | С       | ABCDF  |          | HI     |                |        |      | J                |

### 1\_13. (Quiet ride) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | RE    | GION    |        |          | Н      | DUSEHOLD INCO  | ME     |      | EHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | АВ  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | А   | В   | С     | D       | E      | F        | G      | Н              | I      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 423   | 58  | 50  | 31    | 170     | 77     | 37       | 84     | 128            | 211    | 38   | 385              |
| Very important          | 41%   | 43% | 48% | 47%   | 44%     | 31%    | 49%      | 39%    | 41%            | 43%    | 31%  | 43%              |
|                         |       |     | E   | E     | Е       |        | E        |        |                |        |      |                  |
|                         | 492   | 66  | 47  | 32    | 177     | 134    | 37       | 98     | 160            | 234    | 66   | 426              |
| Somewhat important      | 48%   | 49% | 46% | 48%   | 45%     | 54%    | 49%      | 45%    | 51%            | 48%    | 54%  | 47%              |
|                         |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 77    | 9   | 5   | 2     | 30      | 31     | 2        | 30     | 15             | 32     | 18   | 59               |
| Not very important      | 8%    | 7%  | 4%  | 2%    | 8%      | 12%    | 2%       | 14%    | 5%             | 7%     | 14%  | 7%               |
|                         |       |     |     |       |         | BCF    |          | HI     |                |        | K    |                  |
|                         | 28    | 2   | 2   | 2     | 14      | 8      | 0        | 6      | 12             | 10     | 0    | 28               |
| Not at all important    | 3%    | 1%  | 2%  | 3%    | 4%      | 3%     | -        | 3%     | 4%             | 2%     | -    | 3%               |
| Summani                 |       |     |     |       |         |        |          |        |                |        |      |                  |
| Summary                 | 046   | 404 | 07  | 00    | 2.47    | 044    | 74       | 400    | 000            | 440    | 405  | 044              |
| Tan 2Day (Impartant)    | 916   | 124 | 97  | 63    | 347     | 211    | 74       | 182    | 288            | 446    | 105  | 811              |
| Top2Box (Important)     | 90%   | 92% | 93% | 94%   | 89%     | 85%    | 98%      | 84%    | 91%            | 91%    | 86%  | 90%              |
|                         |       |     | E   |       |         |        | DE       |        | G              | G      |      |                  |
|                         | 105   | 11  | 7   | 4     | 44      | 39     | 2        | 36     | 27             | 42     | 18   | 87               |
| Low2Box (Not important) | 10%   | 8%  | 7%  | 6%    | 11%     | 15%    | 2%       | 16%    | 9%             | 9%     | 14%  | 10%              |
|                         |       |     |     |       | F       | BF     |          | HI     |                |        |      |                  |

1\_14. (Attractive interior design) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |      | REC   | GION    |        |          | Н      | DUSEHOLD INCO  | )ME    |      | EHOLD<br>DSITION |
|-------------------------|-------|-----|------|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | АВ   | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | Α   | В    | С     | D       | Е      | F        | G      | Н              | 1      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172  | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104  | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 218   | 26  | 34   | 18    | 90      | 34     | 15       | 26     | 66             | 127    | 16   | 202              |
| Very important          | 21%   | 19% | 33%  | 27%   | 23%     | 14%    | 20%      | 12%    | 21%            | 26%    | 13%  | 23%              |
|                         |       |     | ADEF | Е     | Е       |        |          |        | G              | G      |      |                  |
|                         | 556   | 85  | 53   | 34    | 212     | 128    | 44       | 107    | 172            | 277    | 73   | 483              |
| Somewhat important      | 54%   | 63% | 51%  | 51%   | 54%     | 51%    | 58%      | 49%    | 54%            | 57%    | 59%  | 54%              |
|                         |       |     |      |       |         |        |          |        |                |        |      |                  |
|                         | 199   | 19  | 13   | 14    | 70      | 70     | 13       | 70     | 57             | 71     | 29   | 170              |
| Not very important      | 19%   | 14% | 12%  | 21%   | 18%     | 28%    | 17%      | 32%    | 18%            | 15%    | 24%  | 19%              |
|                         |       |     |      |       |         | ABD    |          | HI     |                |        |      |                  |
|                         | 49    | 5   | 4    | 1     | 18      | 18     | 4        | 15     | 20             | 14     | 5    | 44               |
| Not at all important    | 5%    | 3%  | 3%   | 1%    | 5%      | 7%     | 5%       | 7%     | 6%             | 3%     | 4%   | 5%               |
|                         |       |     |      |       |         |        |          |        | I              |        |      |                  |
| Summary                 |       |     |      |       |         |        |          |        |                |        |      |                  |
|                         | 774   | 111 | 88   | 52    | 302     | 162    | 59       | 133    | 237            | 403    | 89   | 685              |
| Top2Box (Important)     | 76%   | 83% | 84%  | 78%   | 77%     | 65%    | 78%      | 61%    | 75%            | 83%    | 72%  | 76%              |
|                         |       | E   | Е    |       | E       |        |          |        | G              | GH     |      |                  |
|                         | 247   | 23  | 16   | 15    | 89      | 87     | 17       | 85     | 78             | 85     | 34   | 213              |
| Low2Box (Not important) | 24%   | 17% | 16%  | 22%   | 23%     | 35%    | 22%      | 39%    | 25%            | 17%    | 28%  | 24%              |
|                         |       |     |      |       |         | ABD    |          | HI     | I              |        |      |                  |

### 1\_15. (Colour of the car) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REG   | SION    |        |          | но     | USEHOLD INCO   | ME     |      | EHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | вс  | АВ  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | А   | В   | С     | D       | E      | F        | G      | Н              | I      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 186   | 19  | 24  | 10    | 71      | 43     | 20       | 37     | 48             | 101    | 22   | 165              |
| Very important          | 18%   | 14% | 23% | 16%   | 18%     | 17%    | 26%      | 17%    | 15%            | 21%    | 18%  | 18%              |
|                         | 435   | 62  | 39  | 36    | 152     | 117    | 29       | 85     | 132            | 218    | 45   | 391              |
| Somewhat important      | 43%   | 46% | 38% | 55%   | 39%     | 47%    | 38%      | 39%    | 42%            | 45%    | 36%  | 43%              |
|                         |       |     |     | BD    |         |        |          |        |                |        |      |                  |
|                         | 270   | 36  | 28  | 12    | 111     | 64     | 19       | 65     | 89             | 116    | 43   | 227              |
| Not very important      | 26%   | 27% | 27% | 18%   | 28%     | 26%    | 25%      | 30%    | 28%            | 24%    | 35%  | 25%              |
|                         | 129   | 18  | 13  | 8     | 57      | 26     | 8        | 31     | 45             | 53     | 13   | 116              |
| Not at all important    | 13%   | 13% | 13% | 12%   | 15%     | 10%    | 11%      | 14%    | 14%            | 11%    | 11%  | 13%              |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 621   | 81  | 63  | 47    | 223     | 159    | 48       | 122    | 180            | 320    | 66   | 555              |
| Top2Box (Important)     | 61%   | 60% | 60% | 70%   | 57%     | 64%    | 64%      | 56%    | 57%            | 65%    | 54%  | 62%              |
|                         |       |     |     | D     |         |        |          |        |                | Н      |      |                  |
|                         | 400   | 54  | 41  | 20    | 168     | 90     | 27       | 96     | 135            | 169    | 56   | 343              |
| Low2Box (Not important) | 39%   | 40% | 40% | 30%   | 43%     | 36%    | 36%      | 44%    | 43%            | 35%    | 46%  | 38%              |
|                         |       |     |     |       | С       |        |          |        | I              |        |      |                  |

1\_16. (Smart phone connectivity via mobile applications) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REG   | GION    |        |          | Н      | DUSEHOLD INCO  | ME     |      | EHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | AB  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         | Total | A   | В   | C     | D       | E      | F        | G      | H              | I      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 84    | 9   | 10  | 7     | 35      | 14     | 7        | 19     | 20             | 45     | 8    | 76               |
| Very important          | 8%    | 7%  | 10% | 11%   | 9%      | 6%     | 10%      | 9%     | 6%             | 9%     | 7%   | 8%               |
|                         | 259   | 29  | 21  | 24    | 110     | 63     | 13       | 53     | 80             | 126    | 40   | 219              |
| Somewhat important      | 25%   | 21% | 20% | 36%   | 28%     | 25%    | 17%      | 24%    | 25%            | 26%    | 32%  | 24%              |
|                         |       |     |     | ABF   |         |        |          |        |                |        |      |                  |
|                         | 383   | 54  | 39  | 20    | 129     | 102    | 38       | 70     | 123            | 190    | 41   | 342              |
| Not very important      | 38%   | 40% | 38% | 30%   | 33%     | 41%    | 50%      | 32%    | 39%            | 39%    | 34%  | 38%              |
|                         |       |     |     |       |         |        | CD       |        |                |        |      |                  |
|                         | 295   | 42  | 34  | 15    | 117     | 69     | 18       | 76     | 92             | 127    | 34   | 261              |
| Not at all important    | 29%   | 31% | 33% | 23%   | 30%     | 28%    | 23%      | 35%    | 29%            | 26%    | 27%  | 29%              |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 343   | 38  | 31  | 31    | 145     | 78     | 20       | 72     | 100            | 171    | 48   | 296              |
| op2Box (Important)      | 34%   | 29% | 29% | 47%   | 37%     | 31%    | 27%      | 33%    | 32%            | 35%    | 39%  | 33%              |
|                         |       |     |     | ABEF  |         |        |          |        |                |        |      |                  |
|                         | 678   | 96  | 73  | 35    | 246     | 172    | 55       | 146    | 215            | 317    | 75   | 603              |
| Low2Box (Not important) | 66%   | 71% | 71% | 53%   | 63%     | 69%    | 73%      | 67%    | 68%            | 65%    | 61%  | 67%              |
|                         |       | С   | С   |       |         | С      | С        |        |                |        |      |                  |

# 1\_17. (Child friendly) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REG   | GION    |        |          | Н      | DUSEHOLD INCO  | OME    |      | EHOLD<br>DSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | AB  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | Α   | В   | С     | D       | Е      | F        | G      | Н              | I      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 177   | 24  | 20  | 11    | 68      | 32     | 22       | 34     | 61             | 83     | 52   | 125              |
| Very important          | 17%   | 18% | 19% | 17%   | 17%     | 13%    | 29%      | 16%    | 19%            | 17%    | 43%  | 14%              |
|                         |       |     |     |       |         |        | DE       |        |                |        | К    |                  |
|                         | 293   | 31  | 20  | 20    | 129     | 76     | 16       | 69     | 79             | 145    | 53   | 240              |
| Somewhat important      | 29%   | 23% | 20% | 30%   | 33%     | 31%    | 21%      | 32%    | 25%            | 30%    | 43%  | 27%              |
|                         |       |     |     |       | В       | В      |          |        |                |        | K    |                  |
|                         | 296   | 34  | 37  | 22    | 98      | 84     | 22       | 71     | 85             | 139    | 15   | 280              |
| Not very important      | 29%   | 25% | 35% | 34%   | 25%     | 34%    | 29%      | 33%    | 27%            | 29%    | 12%  | 31%              |
|                         |       |     | D   |       |         |        |          |        |                |        |      | J                |
|                         | 255   | 46  | 27  | 13    | 97      | 57     | 16       | 44     | 90             | 121    | 2    | 253              |
| Not at all important    | 25%   | 34% | 26% | 20%   | 25%     | 23%    | 21%      | 20%    | 29%            | 25%    | 2%   | 28%              |
|                         |       | С   |     |       |         |        |          |        |                |        |      | J                |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 470   | 55  | 40  | 31    | 197     | 108    | 38       | 103    | 139            | 228    | 105  | 365              |
| Top2Box (Important)     | 46%   | 41% | 39% | 47%   | 50%     | 43%    | 51%      | 47%    | 44%            | 47%    | 86%  | 41%              |
|                         |       |     |     |       | В       |        |          |        |                |        | K    |                  |
|                         | 551   | 79  | 64  | 35    | 194     | 141    | 37       | 115    | 175            | 260    | 17   | 533              |
| Low2Box (Not important) | 54%   | 59% | 61% | 53%   | 50%     | 57%    | 49%      | 53%    | 56%            | 53%    | 14%  | 59%              |
|                         |       |     | D   |       |         |        |          |        |                |        |      | J                |

### 1\_18. (Reasonable cost) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REG   | GION    |        |          | Н      | DUSEHOLD INCO  | ME     |      | EHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | АВ  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | Α   | В   | С     | D       | Е      | F        | G      | Н              | I      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 699   | 90  | 76  | 47    | 272     | 167    | 47       | 152    | 234            | 314    | 86   | 613              |
| Very important          | 68%   | 67% | 73% | 71%   | 70%     | 67%    | 62%      | 70%    | 74%            | 64%    | 70%  | 68%              |
|                         |       |     |     |       |         |        |          |        | I              |        |      |                  |
|                         | 266   | 40  | 25  | 17    | 93      | 64     | 27       | 52     | 64             | 150    | 28   | 238              |
| Somewhat important      | 26%   | 29% | 24% | 25%   | 24%     | 26%    | 36%      | 24%    | 20%            | 31%    | 23%  | 27%              |
|                         |       |     |     |       |         |        | D        |        |                | Н      |      |                  |
|                         | 33    | 4   | 0   | 2     | 13      | 13     | 2        | 9      | 9              | 16     | 9    | 25               |
| Not very important      | 3%    | 3%  | -   | 3%    | 3%      | 5%     | 2%       | 4%     | 3%             | 3%     | 7%   | 3%               |
|                         |       |     |     |       | В       | В      |          |        |                |        | K    |                  |
|                         | 22    | 1   | 3   | 1     | 13      | 5      | 0        | 5      | 9              | 9      | 0    | 22               |
| Not at all important    | 2%    | 1%  | 3%  | 2%    | 3%      | 2%     | -        | 2%     | 3%             | 2%     | -    | 3%               |
|                         |       |     |     |       |         |        |          |        |                |        |      |                  |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 965   | 130 | 101 | 63    | 365     | 232    | 74       | 204    | 298            | 463    | 114  | 851              |
| Top2Box (Important)     | 95%   | 96% | 97% | 96%   | 93%     | 93%    | 98%      | 94%    | 95%            | 95%    | 93%  | 95%              |
|                         |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 56    | 5   | 3   | 3     | 26      | 18     | 2        | 14     | 17             | 25     | 9    | 47               |
| Low2Box (Not important) | 5%    | 4%  | 3%  | 4%    | 7%      | 7%     | 2%       | 6%     | 5%             | 5%     | 7%   | 5%               |
|                         |       |     |     |       |         |        |          |        |                |        |      |                  |

1\_19. (High crash test safety rating) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | RE    | GION    |        |          | Н      | DUSEHOLD INCO  | ME     |      | EHOLD<br>OSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | AB  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | Α   | В   | С     | D       | Е      | F        | G      | Н              | I      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 496   | 72  | 56  | 35    | 212     | 83     | 38       | 95     | 158            | 243    | 64   | 432              |
| Very important          | 49%   | 53% | 54% | 53%   | 54%     | 33%    | 50%      | 43%    | 50%            | 50%    | 52%  | 48%              |
|                         |       | E   | E   | E     | E       |        | E        |        |                |        |      |                  |
|                         | 414   | 51  | 41  | 27    | 132     | 134    | 29       | 88     | 126            | 200    | 53   | 361              |
| Somewhat important      | 41%   | 38% | 39% | 40%   | 34%     | 54%    | 39%      | 40%    | 40%            | 41%    | 43%  | 40%              |
|                         |       |     |     |       |         | ABDF   |          |        |                |        |      |                  |
|                         | 80    | 6   | 5   | 5     | 31      | 26     | 7        | 25     | 22             | 33     | 5    | 75               |
| Not very important      | 8%    | 4%  | 5%  | 7%    | 8%      | 11%    | 9%       | 12%    | 7%             | 7%     | 4%   | 8%               |
|                         |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 31    | 6   | 2   | 0     | 16      | 6      | 1        | 10     | 9              | 12     | 1    | 31               |
| Not at all important    | 3%    | 4%  | 2%  | -     | 4%      | 2%     | 2%       | 4%     | 3%             | 3%     | 0    | 3%               |
|                         |       |     |     |       |         |        |          |        |                |        |      |                  |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 910   | 123 | 97  | 62    | 344     | 217    | 67       | 183    | 284            | 443    | 117  | 793              |
| Top2Box (Important)     | 89%   | 91% | 93% | 93%   | 88%     | 87%    | 89%      | 84%    | 90%            | 91%    | 95%  | 88%              |
|                         |       |     |     |       |         |        |          |        |                | G      |      |                  |
|                         | 111   | 12  | 7   | 5     | 47      | 32     | 8        | 35     | 31             | 45     | 6    | 105              |
| Low2Box (Not important) | 11%   | 9%  | 7%  | 7%    | 12%     | 13%    | 11%      | 16%    | 10%            | 9%     | 5%   | 12%              |
|                         |       |     |     |       |         |        |          | I      |                |        |      |                  |

1\_20. (Is a compact car) When cruising in a car, to what extent are the following features important to you:

|                         |       |     |     | REG   | GION    |        |          | НС     | DUSEHOLD INCO  | OME    |      | EHOLD<br>DSITION |
|-------------------------|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|                         | Total | ВС  | АВ  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
|                         |       | Α   | В   | С     | D       | Е      | F        | G      | Н              | 1      | J    | K                |
| Base: All respondents   | 1021  | 151 | 172 | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900              |
| Weighted                | 1021  | 135 | 104 | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898              |
|                         | 109   | 18  | 13  | 4     | 43      | 22     | 10       | 34     | 36             | 39     | 10   | 100              |
| Very important          | 11%   | 14% | 13% | 6%    | 11%     | 9%     | 13%      | 16%    | 11%            | 8%     | 8%   | 11%              |
|                         |       |     |     |       |         |        |          | I      |                |        |      |                  |
|                         | 350   | 35  | 26  | 22    | 124     | 116    | 27       | 102    | 109            | 139    | 35   | 314              |
| Somewhat important      | 34%   | 26% | 25% | 33%   | 32%     | 46%    | 36%      | 47%    | 35%            | 28%    | 29%  | 35%              |
|                         |       |     |     |       |         | ABD    |          | HI     |                |        |      |                  |
|                         | 387   | 62  | 40  | 25    | 150     | 82     | 28       | 60     | 115            | 211    | 56   | 331              |
| Not very important      | 38%   | 46% | 39% | 37%   | 38%     | 33%    | 37%      | 28%    | 37%            | 43%    | 45%  | 37%              |
|                         |       | Е   |     |       |         |        |          |        |                | G      |      |                  |
|                         | 175   | 19  | 25  | 16    | 75      | 30     | 10       | 22     | 54             | 99     | 22   | 153              |
| Not at all important    | 17%   | 14% | 24% | 24%   | 19%     | 12%    | 14%      | 10%    | 17%            | 20%    | 18%  | 17%              |
|                         |       |     | Е   | Е     |         |        |          |        |                | G      |      |                  |
| Summary                 |       |     |     |       |         |        |          |        |                |        |      |                  |
|                         | 459   | 54  | 39  | 25    | 167     | 137    | 37       | 136    | 145            | 178    | 45   | 414              |
| Top2Box (Important)     | 45%   | 40% | 37% | 38%   | 43%     | 55%    | 49%      | 62%    | 46%            | 36%    | 37%  | 46%              |
|                         |       |     |     |       |         | ABCD   |          | HI     | I              |        |      |                  |
|                         | 562   | 81  | 65  | 41    | 224     | 112    | 38       | 82     | 170            | 310    | 77   | 485              |
| Low2Box (Not important) | 55%   | 60% | 63% | 62%   | 57%     | 45%    | 51%      | 38%    | 54%            | 64%    | 63%  | 54%              |
|                         |       | Е   | Е   | Е     | Е       |        |          |        | G              | GH     |      |                  |

1. (Top2box Summary) When cruising in a car, to what extent are the following features important to you:

|                                   |       |      |      | REC   | SION    |        |          | HC     | OUSEHOLD INCO  | ME     |      | SEHOLD<br>OSITION |
|-----------------------------------|-------|------|------|-------|---------|--------|----------|--------|----------------|--------|------|-------------------|
|                                   | Total | ВС   | АВ   | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids           |
|                                   |       | А    | В    | С     | D       | Е      | F        | G      | Н              | I      | J    | К                 |
| Base: All respondents             | 1021  | 151  | 172  | 87    | 352     | 163    | 96       | 154    | 311            | 556    | 121  | 900               |
| Weighted                          | 1021  | 135  | 104  | 66*   | 391     | 249    | 76*      | 218    | 315            | 488    | 123* | 898               |
|                                   | 965   | 130  | 101  | 63    | 365     | 232    | 74       | 204    | 298            | 463    | 114  | 851               |
| Reasonable cost                   | 95%   | 96%  | 97%  | 96%   | 93%     | 93%    | 98%      | 94%    | 95%            | 95%    | 93%  | 95%               |
|                                   | 0070  | 0070 | 0170 | 0070  | 0070    | 0070   | 0070     | 0170   | 0070           | 0070   | 0070 | - 0070            |
|                                   | 953   | 132  | 99   | 64    | 364     | 222    | 73       | 202    | 291            | 460    | 119  | 835               |
| Great fuel efficiency             | 93%   | 98%  | 95%  | 96%   | 93%     | 89%    | 96%      | 93%    | 92%            | 94%    | 97%  | 93%               |
|                                   | 3373  | E    | 3373 | 3373  | 3070    | 3070   | 3070     | 0070   | 0270           | 0.70   | 0.70 | - 3373            |
|                                   | 949   | 118  | 100  | 64    | 362     | 234    | 71       | 204    | 295            | 450    | 117  | 832               |
| A car great for a Canadian winter | 93%   | 88%  | 96%  | 96%   | 93%     | 94%    | 94%      | 94%    | 94%            | 92%    | 96%  | 93%               |
|                                   | 33,3  | -370 | A    | 20,0  | 23,0    | 2.70   | 2.70     | - 1,0  | 2.70           | /-     | 20,0 | 30,0              |
|                                   | 916   | 124  | 97   | 63    | 347     | 211    | 74       | 182    | 288            | 446    | 105  | 811               |
| Quiet ride                        | 90%   | 92%  | 93%  | 94%   | 89%     | 85%    | 98%      | 84%    | 91%            | 91%    | 86%  | 90%               |
|                                   |       |      | E    | 0.70  | 557.5   |        | DE       |        | G              | G      |      | +                 |
|                                   | 915   | 126  | 99   | 59    | 339     | 224    | 68       | 187    | 289            | 439    | 111  | 805               |
| Warranty coverage                 | 90%   | 93%  | 96%  | 90%   | 87%     | 90%    | 90%      | 86%    | 92%            | 90%    | 90%  | 90%               |
| , ,                               |       |      | D    |       | 0.70    |        |          |        | 52.0           |        | 00,0 | +                 |
|                                   | 910   | 123  | 97   | 62    | 344     | 217    | 67       | 183    | 284            | 443    | 117  | 793               |
| High crash test safety rating     | 89%   | 91%  | 93%  | 93%   | 88%     | 87%    | 89%      | 84%    | 90%            | 91%    | 95%  | 88%               |
| , ,                               |       |      | 00,0 |       |         |        |          |        | 2270           | G      |      |                   |
|                                   | 880   | 118  | 97   | 64    | 347     | 184    | 69       | 161    | 275            | 444    | 115  | 765               |
| Roominess                         | 86%   | 88%  | 94%  | 97%   | 89%     | 74%    | 91%      | 74%    | 87%            | 91%    | 94%  | 85%               |
|                                   |       | Е    | Е    | ADE   | Е       |        | Е        |        | G              | G      | K    |                   |
|                                   | 858   | 110  | 95   | 62    | 325     | 200    | 67       | 158    | 267            | 434    | 114  | 744               |
| Plenty of cargo space             | 84%   | 82%  | 91%  | 93%   | 83%     | 80%    | 89%      | 72%    | 85%            | 89%    | 93%  | 83%               |
|                                   |       |      | ADE  | ADE   |         |        |          |        | G              | G      | K    |                   |
|                                   | 852   | 114  | 94   | 58    | 332     | 187    | 68       | 168    | 264            | 420    | 113  | 740               |
| Lots of airbags for safety        | 83%   | 85%  | 90%  | 87%   | 85%     | 75%    | 89%      | 77%    | 84%            | 86%    | 92%  | 82%               |
| •                                 |       |      | Е    |       | E       |        | Е        |        |                | G      | K    |                   |
|                                   | 840   | 117  | 88   | 62    | 304     | 202    | 66       | 158    | 267            | 415    | 100  | 741               |
| Fun to drive                      | 82%   | 87%  | 85%  | 94%   | 78%     | 81%    | 88%      | 73%    | 85%            | 85%    | 81%  | 82%               |
|                                   |       | D    |      | DE    |         |        |          |        | G              | G      |      |                   |
|                                   | 774   | 111  | 88   | 52    | 302     | 162    | 59       | 133    | 237            | 403    | 89   | 685               |
| Attractive interior design        | 76%   | 83%  | 84%  | 78%   | 77%     | 65%    | 78%      | 61%    | 75%            | 83%    | 72%  | 76%               |
| -                                 |       | Е    | Е    |       | E       |        |          |        | G              | GH     |      | 1                 |
|                                   | 678   | 89   | 73   | 51    | 262     | 147    | 57       | 127    | 209            | 343    | 80   | 598               |
| Excellent sound system            | 66%   | 66%  | 70%  | 76%   | 67%     | 59%    | 75%      | 58%    | 66%            | 70%    | 65%  | 67%               |
| <u>-</u>                          |       |      |      | E     |         |        | E        |        |                | G      |      |                   |
|                                   | 673   | 95   | 81   | 58    | 259     | 127    | 53       | 125    | 197            | 351    | 77   | 596               |
| Drives like a luxury vehicle      | 66%   | 71%  | 77%  | 87%   | 66%     | 51%    | 71%      | 57%    | 63%            | 72%    | 63%  | 66%               |
|                                   |       | E    | DE   | ADEF  | E       |        | E        |        |                | GH     |      |                   |
|                                   | 648   | 94   | 74   | 49    | 261     | 114    | 55       | 135    | 201            | 312    | 69   | 579               |
| Roadside support system           | 63%   | 70%  | 71%  | 74%   | 67%     | 46%    | 73%      | 62%    | 64%            | 64%    | 56%  | 64%               |
|                                   |       | E    | Е    | Е     | Е       |        | Е        |        |                |        |      |                   |
|                                   | 638   | 91   | 67   | 50    | 256     | 131    | 43       | 124    | 192            | 323    | 64   | 574               |

1. (Top2box Summary) When cruising in a car, to what extent are the following features important to you:

|  |       |     |     | REC   | SION    |        |          | Н      | DUSEHOLD INCO  | )ME    |      | EHOLD<br>DSITION |
|--|-------|-----|-----|-------|---------|--------|----------|--------|----------------|--------|------|------------------|
|  | Total | ВС  | AB  | SK/MB | Ontario | Quebec | Atlantic | <\$30K | \$30K - <\$60K | \$60K+ | Kids | No Kids          |
| Sleek exterior style                                   | 62%   | 67% | 65% | 75%   | 65%     | 52%    | 57%      | 57%    | 61%            | 66%    | 52%  | 64%              |
|  |       | Е   | Е   | EF    | E       |        |          |        |                |        |      | J                |
|  | 621   | 81  | 63  | 47    | 223     | 159    | 48       | 122    | 180            | 320    | 66   | 555              |
| Colour of the car                                      | 61%   | 60% | 60% | 70%   | 57%     | 64%    | 64%      | 56%    | 57%            | 65%    | 54%  | 62%              |
|  |       |     |     | D     |         |        |          |        |                | Н      |      |                  |
|  | 470   | 55  | 40  | 31    | 197     | 108    | 38       | 103    | 139            | 228    | 105  | 365              |
| Child friendly   | 46%   | 41% | 39% | 47%   | 50%     | 43%    | 51%      | 47%    | 44%            | 47%    | 86%  | 41%              |
|  |       |     |     |       | В       |        |          |        |                |        | K    |                  |
|  | 459   | 54  | 39  | 25    | 167     | 137    | 37       | 136    | 145            | 178    | 45   | 414              |
| Is a compact car                                       | 45%   | 40% | 37% | 38%   | 43%     | 55%    | 49%      | 62%    | 46%            | 36%    | 37%  | 46%              |
|  |       |     |     |       |         | ABCD   |          | HI     | I              |        |      |                  |
|  |       |     |     |       |         |        |          |        |                |        |      |                  |
| Leading edge technology integration, i.e. MP3 players, | 458   | 49  | 44  | 27    | 176     | 129    | 32       | 97     | 124            | 237    | 59   | 398              |
| USB sticks, iPad                                       | 45%   | 37% | 43% | 41%   | 45%     | 52%    | 43%      | 45%    | 39%            | 48%    | 49%  | 44%              |
|  |       |     |     |       |         | Α      |          |        |                | Н      |      |                  |
|  |       |     |     |       |         |        |          |        |                |        |      |                  |
| Smart phone connectivity via mobile applications       | 343   | 38  | 31  | 31    | 145     | 78     | 20       | 72     | 100            | 171    | 48   | 296              |
| ornari priorie conficctivity via mobile applications   | 34%   | 29% | 29% | 47%   | 37%     | 31%    | 27%      | 33%    | 32%            | 35%    | 39%  | 33%              |
|  |       |     |     | ABEF  |         |        |          |        |                |        |      |                  |

1. (Low2box Summary) When cruising in a car, to what extent are the following features important to you:

|  |            |           |           | REG       | GION       |            |           | Н           | OUSEHOLD INC   | OME        |           | SEHOLD<br>OSITION                                |
|--|------------|-----------|-----------|-----------|------------|------------|-----------|-------------|----------------|------------|-----------|--|
|  | Total      | ВС        | AB        | SK/MB     | Ontario    | Quebec     | Atlantic  | <\$30K      | \$30K - <\$60K | \$60K+     | Kids      | No Kids  |
|  |            | А         | В         | С         | D          | Е          | F         | G           | Н              | I          | J         | K  |
| Base: All respondents                                    | 1021       | 151       | 172       | 87        | 352        | 163        | 96        | 154         | 311            | 556        | 121       | 900  |
| Weighted   | 1021       | 135       | 104       | 66*       | 391        | 249        | 76*       | 218         | 315            | 488        | 123*      | 898  |
|  |            |           |           |           |            |            |           |             |                |            |           |  |
| One of all and a second Manager 19 and the second second | 678        | 96        | 73        | 35        | 246        | 172        | 55        | 146         | 215            | 317        | 75        | 603  |
| Smart phone connectivity via mobile applications         | 66%        | 71%       | 71%       | 53%       | 63%        | 69%        | 73%       | 67%         | 68%            | 65%        | 61%       | 67%  |
|  |            | С         | С         |           |            | С          | С         |             |                |            |           |  |
|  |            |           |           |           |            |            |           |             |                |            |           |  |
| Leading edge technology integration, i.e. MP3 players,   | 563        | 85        | 60        | 39        | 215        | 121        | 43        | 121         | 191            | 252        | 63        | 500  |
| USB sticks, iPad   | 55%        | 63%       | 57%       | 59%       | 55%        | 48%        | 57%       | 55%         | 61%            | 52%        | 51%       | 56%  |
|  |            | E         |           |           |            |            |           |             | I              |            |           | <del>                                     </del> |
| la a compact car   | 562        | 81        | 65        | 41        | 224        | 112        | 38        | 82          | 170            | 310        | 77        | 485  |
| Is a compact car   | 55%        | 60%       | 63%       | 62%       | 57%        | 45%        | 51%       | 38%         | 54%            | 64%        | 63%       | 54%  |
|  | 554        | E 70      | E 04      | E         | E 404      | 4.44       | 07        | 445         | G              | GH         | 47        | 500  |
| Child friendly   | 551<br>54% | 79<br>59% | 64<br>61% | 35<br>53% | 194<br>50% | 141<br>57% | 37<br>49% | 115<br>53%  | 175<br>56%     | 260<br>53% | 17<br>14% | 533<br>59%                                       |
| Crilia menaly  | 54%        | 59%       | D D       | 53%       | 50%        | 51%        | 49%       | 53%         | 50%            | 53%        | 14%       | 59%<br>J   |
|  | 400        | 54        | 41        | 20        | 168        | 90         | 27        | 96          | 135            | 169        | 56        | 343  |
| Colour of the car  | 39%        | 40%       | 40%       | 30%       | 43%        | 36%        | 36%       | 44%         | 43%            | 35%        | 46%       | 38%  |
| Colour of the our  | 3370       | 4070      | 4070      | 3070      | C          | 3070       | 3070      | 77 /0       | 1              | 3370       | 4070      | 3070   |
|  | 383        | 44        | 37        | 16        | 135        | 119        | 32        | 94          | 123            | 166        | 59        | 324  |
| Sleek exterior style                                     | 38%        | 33%       | 35%       | 25%       | 35%        | 48%        | 43%       | 43%         | 39%            | 34%        | 48%       | 36%  |
| ,  |            |           |           |           |            | ABCD       | С         |             |                |            | K         | 1  |
|  | 373        | 41        | 30        | 17        | 130        | 135        | 20        | 83          | 114            | 176        | 54        | 319  |
| Roadside support system                                  | 37%        | 30%       | 29%       | 26%       | 33%        | 54%        | 27%       | 38%         | 36%            | 36%        | 44%       | 36%  |
|  |            |           |           |           |            | ABCDF      |           |             |                |            |           |  |
|  | 348        | 40        | 23        | 8         | 132        | 122        | 22        | 93          | 117            | 137        | 46        | 302  |
| Drives like a luxury vehicle                             | 34%        | 29%       | 23%       | 13%       | 34%        | 49%        | 29%       | 43%         | 37%            | 28%        | 37%       | 34%  |
|  |            | С         |           |           | BC         | ABCDF      | С         | I           | I              |            |           |  |
|  | 343        | 46        | 31        | 16        | 129        | 102        | 19        | 91          | 106            | 146        | 43        | 300  |
| Excellent sound system                                   | 34%        | 34%       | 30%       | 24%       | 33%        | 41%        | 25%       | 42%         | 34%            | 30%        | 35%       | 33%  |
|  |            |           |           |           |            | CF         |           | I           |                |            |           |  |
|  | 247        | 23        | 16        | 15        | 89         | 87         | 17        | 85          | 78             | 85         | 34        | 213  |
| Attractive interior design                               | 24%        | 17%       | 16%       | 22%       | 23%        | 35%        | 22%       | 39%         | 25%            | 17%        | 28%       | 24%  |
|  |            |           |           | _         |            | ABD        |           | HI          | l<br>          |            |           |  |
| From the plating   | 181        | 18        | 16        | 4         | 87         | 47         | 9         | 59          | 48             | 74         | 23        | 158  |
| Fun to drive   | 18%        | 13%       | 15%       | 6%        | 22%        | 19%        | 12%       | 27%         | 15%            | 15%        | 19%       | 18%  |
|  | 100        | 20        | 40        | 9         | AC FO      | C          | 0         | HI          | F4             | 60         | 40        | 450  |
| Lots of airbags for safety                               | 169<br>17% | 20<br>15% | 10<br>10% | 13%       | 59<br>15%  | 62<br>25%  | 8<br>11%  | 50<br>23%   | 51<br>16%      | 68<br>14%  | 10<br>8%  | 159<br>18%                                       |
| Lots of allbays for salety                               | 17%        | 15%       | 10%       | 13%       | 15%        | BDF        | 1170      | 23%<br>I    | 10%            | 14%        | 0%        | 18%<br>J   |
|  | 163        | 25        | 9         | 4         | 66         | 50         | 8         | 60          | 48             | 55         | 8         | 154  |
| Plenty of cargo space                                    | 16%        | 18%       | 9%        | 7%        | 17%        | 20%        | 11%       | 28%         | 15%            | 11%        | 7%        | 17%  |
| , c. ca.go opuco   | 1070       | BC        | 370       | 7 70      | BC         | BC         | 1170      | 20 76<br>HI | 1370           | 1170       | 1 70      | J  |
|  | 141        | 16        | 7         | 2         | 44         | 65         | 7         | 57          | 40             | 44         | 7         | 133  |
| Roominess  | 14%        | 12%       | 6%        | 3%        | 11%        | 26%        | 9%        | 26%         | 13%            | 9%         | 6%        | 15%  |
|  | . 170      | C         | 370       | 370       | C          | ABCDF      | 0,0       | HI          | 1070           | 270        | 3,0       | J  |

1. (Low2box Summary) When cruising in a car, to what extent are the following features important to you:

|                                   |       | REGION |    |       |         |        |          | HOUSEHOLD INCOME |                |        | HOUSEHOLD<br>COMPOSITION |         |
|-----------------------------------|-------|--------|----|-------|---------|--------|----------|------------------|----------------|--------|--------------------------|---------|
|                                   | Total | ВС     | АВ | SK/MB | Ontario | Quebec | Atlantic | <\$30K           | \$30K - <\$60K | \$60K+ | Kids                     | No Kids |
| High crash test safety rating     | 111   | 12     | 7  | 5     | 47      | 32     | 8        | 35               | 31             | 45     | 6                        | 105     |
|                                   | 11%   | 9%     | 7% | 7%    | 12%     | 13%    | 11%      | 16%              | 10%            | 9%     | 5%                       | 12%     |
|                                   |       |        |    |       |         |        |          | I                |                |        |                          |         |
| Warranty coverage                 | 106   | 9      | 5  | 7     | 52      | 25     | 8        | 31               | 26             | 49     | 12                       | 94      |
|                                   | 10%   | 7%     | 4% | 10%   | 13%     | 10%    | 10%      | 14%              | 8%             | 10%    | 10%                      | 10%     |
|                                   |       |        |    |       | В       |        |          |                  |                |        |                          |         |
| Quiet ride                        | 105   | 11     | 7  | 4     | 44      | 39     | 2        | 36               | 27             | 42     | 18                       | 87      |
|                                   | 10%   | 8%     | 7% | 6%    | 11%     | 15%    | 2%       | 16%              | 9%             | 9%     | 14%                      | 10%     |
|                                   |       |        |    |       | F       | BF     |          | HI               |                |        |                          |         |
| A car great for a Canadian winter | 72    | 16     | 4  | 3     | 29      | 15     | 5        | 14               | 20             | 38     | 5                        | 67      |
|                                   | 7%    | 12%    | 4% | 4%    | 7%      | 6%     | 6%       | 6%               | 6%             | 8%     | 4%                       | 7%      |
|                                   |       | В      |    |       |         |        |          |                  |                |        |                          |         |
| Great fuel efficiency             | 68    | 2      | 5  | 3     | 27      | 28     | 3        | 16               | 24             | 28     | 4                        | 64      |
|                                   | 7%    | 2%     | 5% | 4%    | 7%      | 11%    | 4%       | 7%               | 8%             | 6%     | 3%                       | 7%      |
|                                   |       |        |    |       |         | Α      |          |                  |                |        |                          |         |
| Reasonable cost                   | 56    | 5      | 3  | 3     | 26      | 18     | 2        | 14               | 17             | 25     | 9                        | 47      |
|                                   | 5%    | 4%     | 3% | 4%    | 7%      | 7%     | 2%       | 6%               | 5%             | 5%     | 7%                       | 5%      |
|                                   |       |        |    |       |         |        |          |                  |                |        |                          |         |