MAPS DATA OVERVIEW:

Waves 1 & 2

JULY 2020 - JUNE 2021

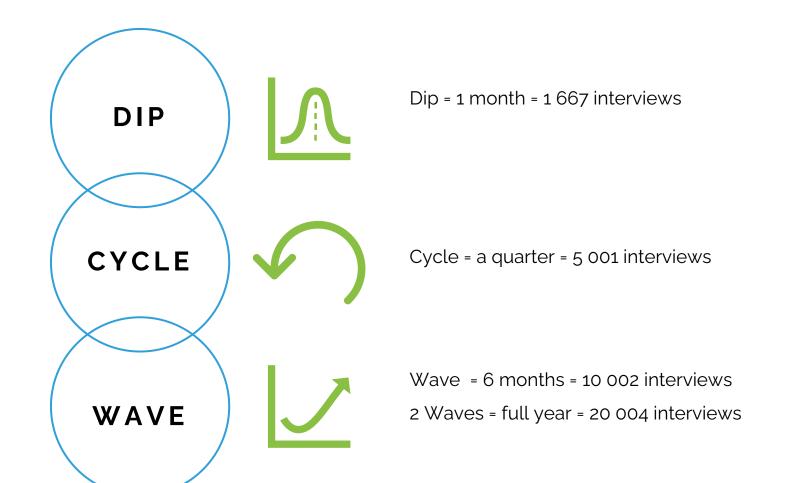






Important Definitions







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Data Disclaimer



Cycles one, two, three and four of MAPS fieldwork were conducted and a sample of 20 049 face-to-face interviews and 10 672 leave behind questionnaires (diaries) were administered.

Given the unpredictable nature of the trajectory of Lockdowns some dips had fewer fieldwork days than others. There is no doubt that the different phases of lockdown that the country went through have changed and had a profound impact on the behavioural dynamics of consumers.





Fieldwork Timeline



Alert Level 3

End of Cycle 4

Sample Achieved:

- 20 049 face-to-face interviews
- 10 672 leave behind questionnaires (diaries)

Alert Level 1 End of Cycle 3 2 April 2021

> **Start of Wave Alert Level 3** 2/Cycle 3

Alert Level 1 28 December 2020

End of Wave 1

Alert Level 1 18 October 2020

Start of Cycle 2

Alert Level 3 17 July 2020

July 2020

Field work started

Wave 1 started

MAPS YEAR ONE

June 2021 Field work finished



What MAPS Covers



Life Stages and Life Style

- Demographics
- Income
- Employment
- Property Ownership
- Pet Ownership
- Interests and Hobbies
- Attitudes surrounding current affairs

Financials

- SASSA government grants
- Commercial banks
- Banking products and facilities
- Money transfer services
- Loyalty/rewards retail store programmes
- Medical aid schemes
- Investments (shares, unit trusts, burial societies, stokvels)
- Short-term and long-term insurance policies
- Purchase of items on credit and personal loans
- Behaviour (saving and loans)

Media Consumption

Television

- Linear/live TV watching
- Viewed TV channels (past 4 weeks, past 7 days and yesterday)
- · Location of TV viewing
- Satellite services/packages used
- Type of TV decoder used

Radio

- Radio stations listened to (past 4 weeks, past 7 days and yesterday)
- Average number of days/hours spent radio listening per week

Print

- Newspapers
- Newspaper Inserts
- Magazines
- Store Magazines
- Cinema
- Outdoor Advertising
- · Social Media

Purchasing Behaviour

- Online vs. retail shopping
- Grocery purchasing behaviours bulk vs. daily
- Clothing purchasing behaviour
- House hold appliances
- Vehicles
- Fast-food consumption

Product Purchasing Behaviour

- Household groceries
- Snacks, biscuits and chips
- Household cleaning products
- Pet food
- Personal care items
- Clothing
- Alcohol and non-alcoholic beverages



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HEALTH CHECK





Sampling



Area stratified, multi-stage probability sample. Enumerator Areas (EA) as the unit of sampling.

An independent, representative sample of EAs randomly drawn for each Dip (month) with additional substitution EAs provided:

- All provinces sampled
- All Metros sampled
- All Cities & Large towns sampled
- Distribution: 50% Metro | 30% Urban | 20% Rural

Weighted to population

Use of GIS mapping to validate EAs upfront.

GIS mapping is used to randomly select 8 visitation points (homesteads) and 4 possible substitution points in each EA.

Upfront use of GIS mapping for validation and verification greatly reduces the need for substitution.



Substitutions and Backchecks



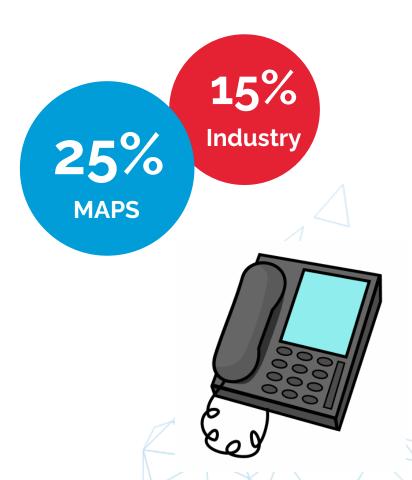
Household Substitutions

Overall Substitution rate **12**%

Substitutions required due to:

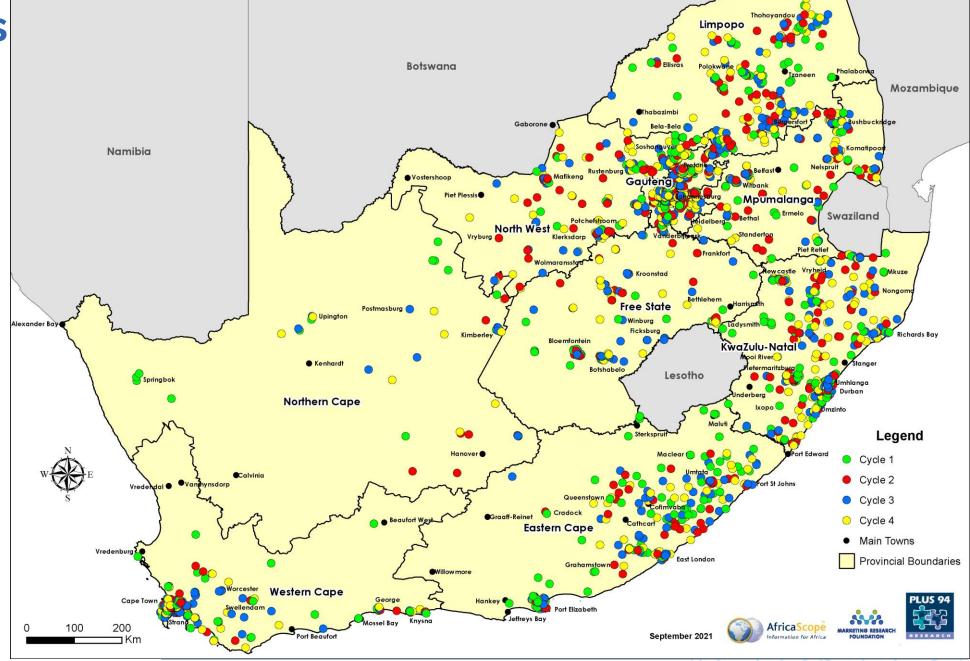
- Refusals
- House inaccessible
- Nobody home after 2 callbacks
- EA inaccessible
- No residents in EA

Backchecks



Dwellings Visited

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Messina Zimbabwe

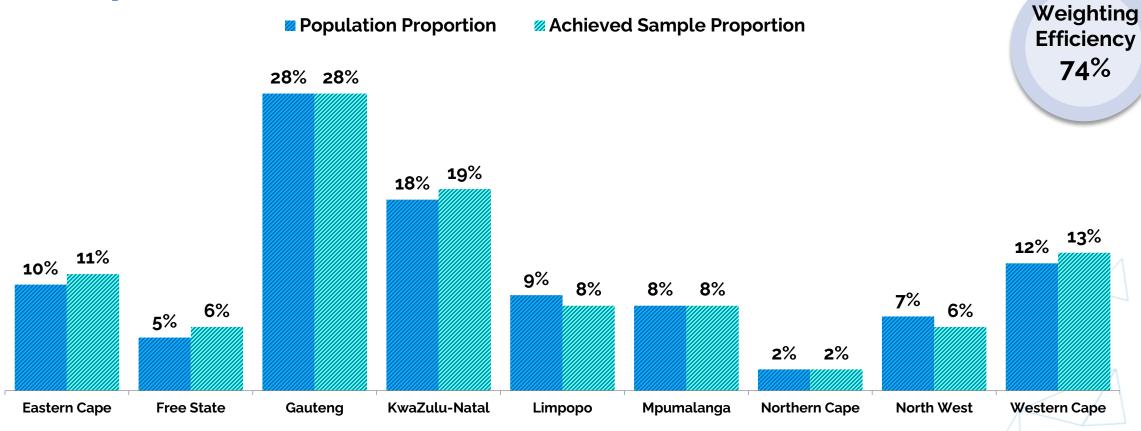
SAMPLE REPRESENTATIVENESS





Population vs. Achieved Weighted Proportions



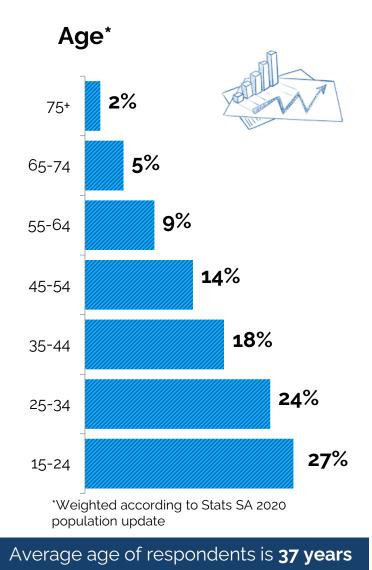


Weighting is a process by which data is adjusted to be characteristic of the population profile. The amount of correction needed to match the population profile is measured inversely using the weighting efficiency score which ranges from 0 to 100%. A low efficiency score indicates a sample that poorly represents the population. A weighting efficiency of at least 70% indicates that the sample design is balanced and safe to apply.

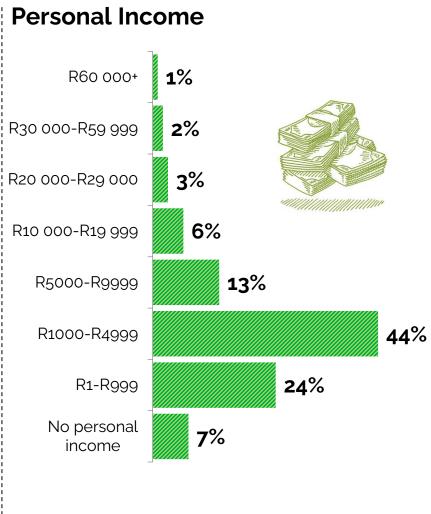


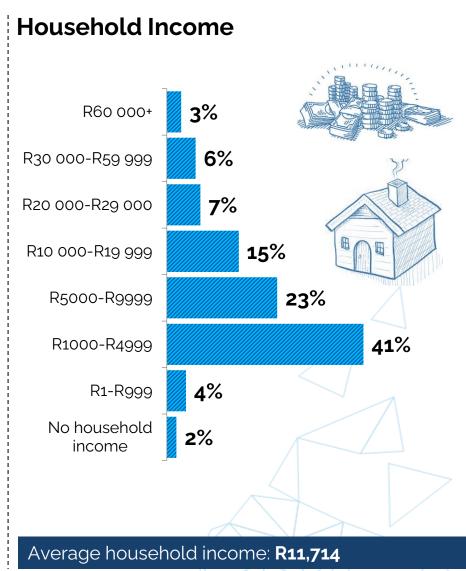
Source: MAPS 2020/2021 (Jul '20 - June '21)





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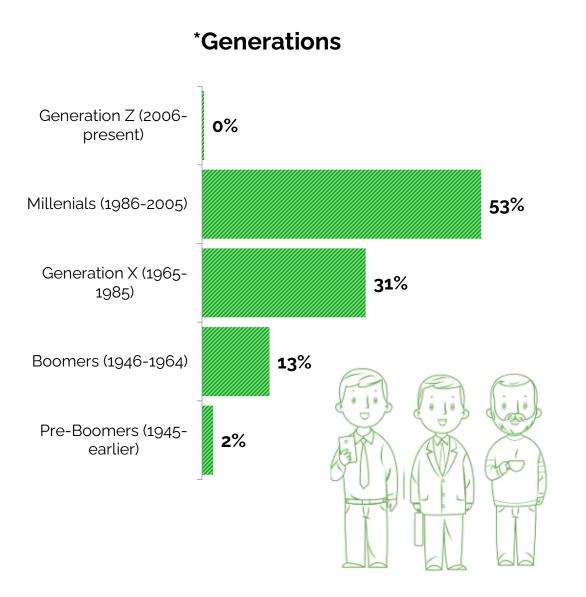


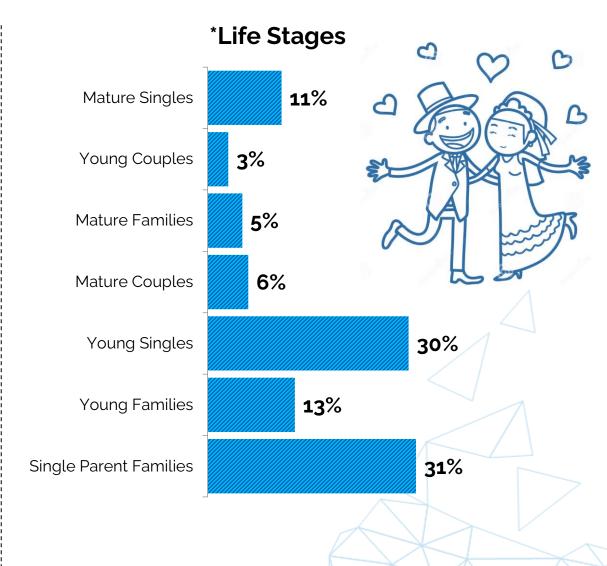


PLUS 94

Average personal income: **R4,732**





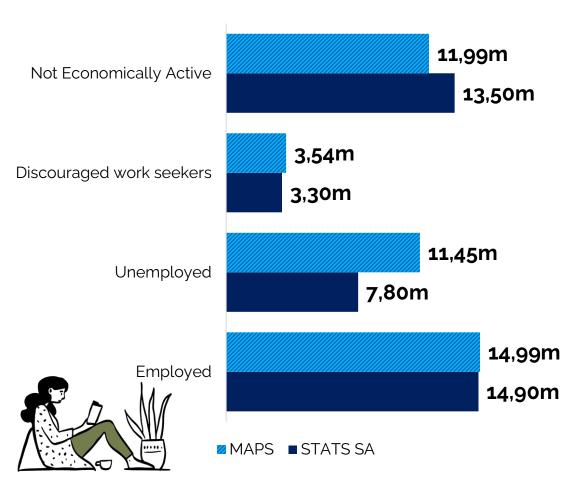




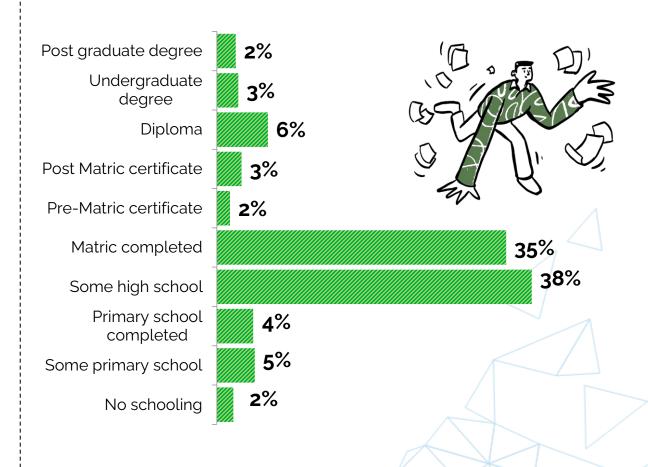
Source: MAPS 2020/2021 (Jul '20 - June '21)



Employment Status: *MAPS vs. STATS SA



Highest Level of Education Achieved



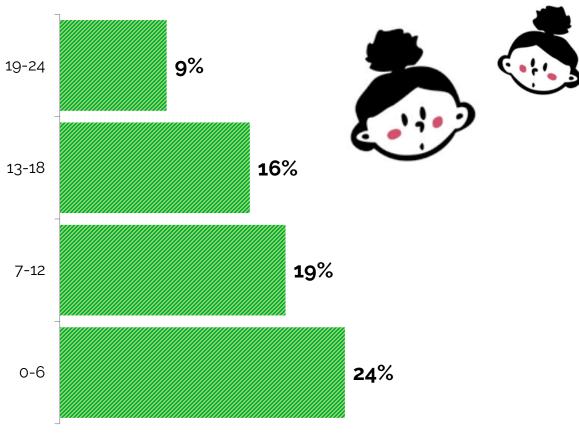
*Comparing MAPS Cycle 4 vs Q2 2021 StatsSA figures



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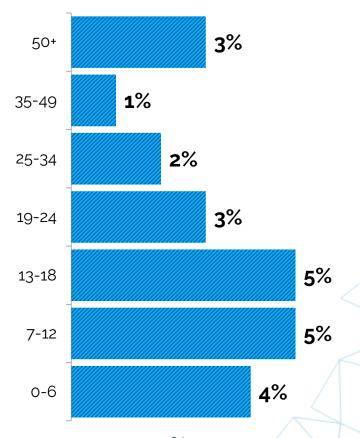


45% of respondents have dependents who are their own children.

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In total, about have **51%** of all respondents have dependents.

Age: Other dependents (not own children)



17% of respondents have dependents who are **not** their own children.



Source: MAPS 2020/2021 (Jul '20 - June '21)

SEGMENTATION





Segmentation



LSM Segmentation

Living Standards Measure 1 levels 1 - 10

SEM Segmentation

- Socio-Economic Measure levels 1 10
- Super Groups

Self Perceptions

- Self-perception of the consumer
 - Health Status
 - Parenting Scores

Demographics

- Average number of households in South Africa
- Average age of respondents
- Racial profiles of respondents
- Gender profiles of respondents
- Most spoken languages
- Marital status of respondents
- Highest level of education
- Dependents living in the household own children
- Dependents living in the household not own children
- Generation
- Life Stages

Income

- Personal income
- Household income
- Employment status

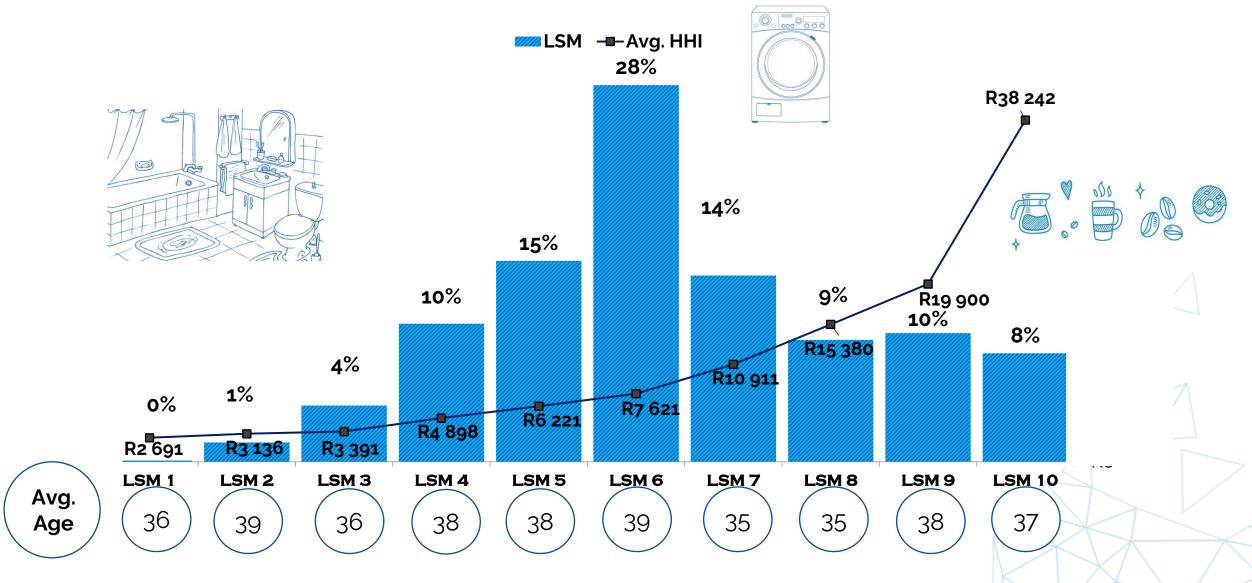


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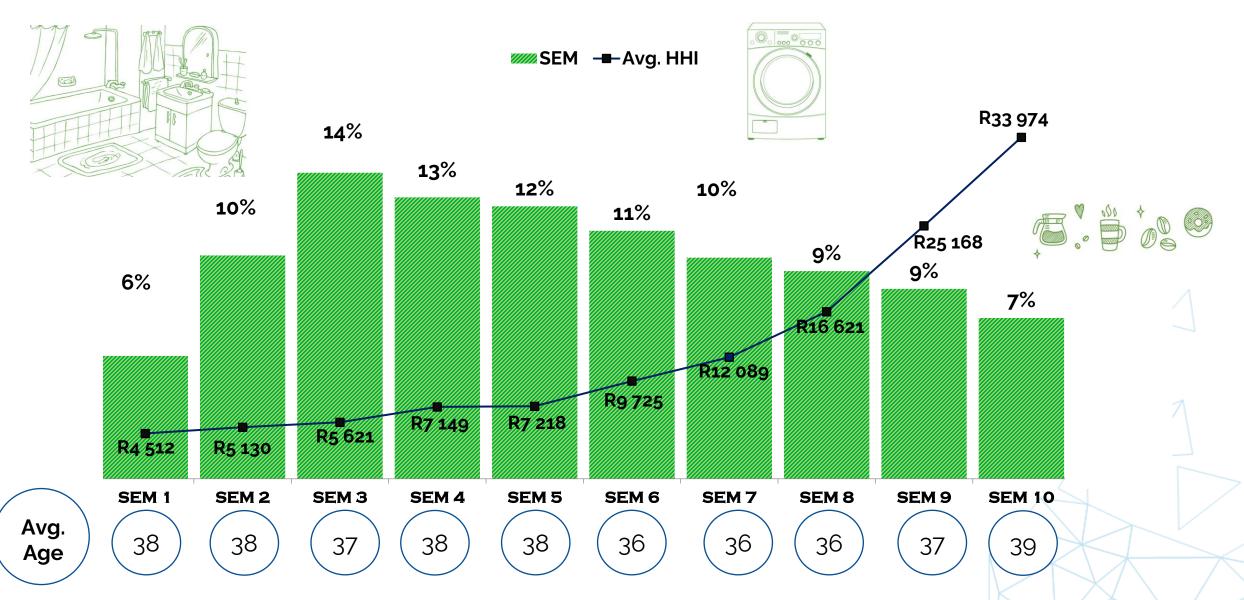
Living Standards Measure (LSM)





Socio-Economic Measure (SEM)



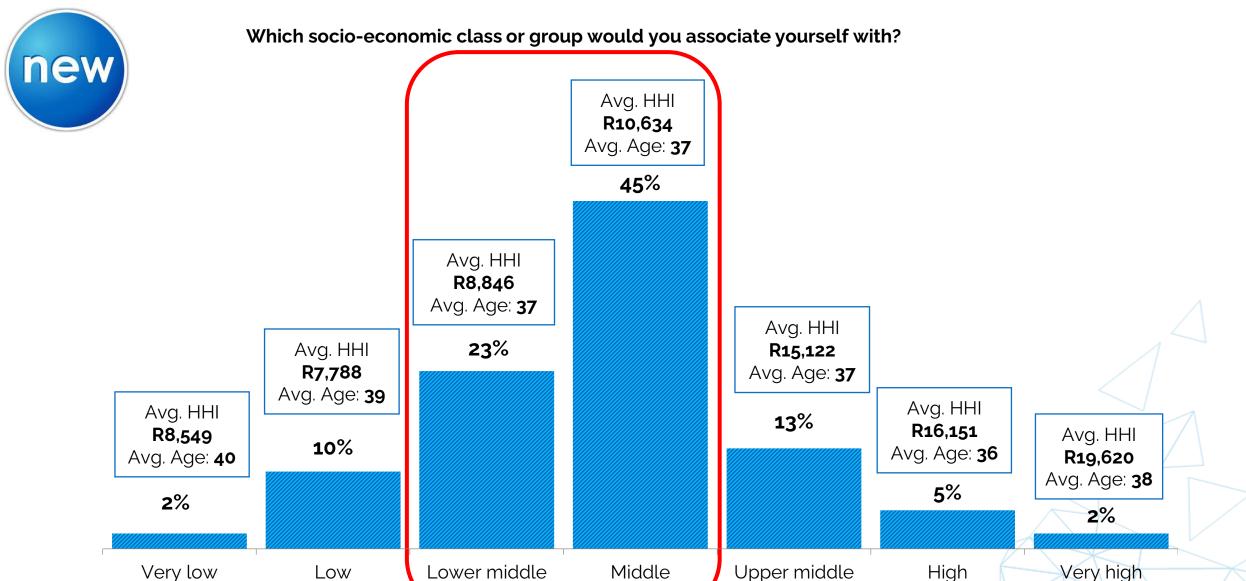




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Self Perception of the Consumer







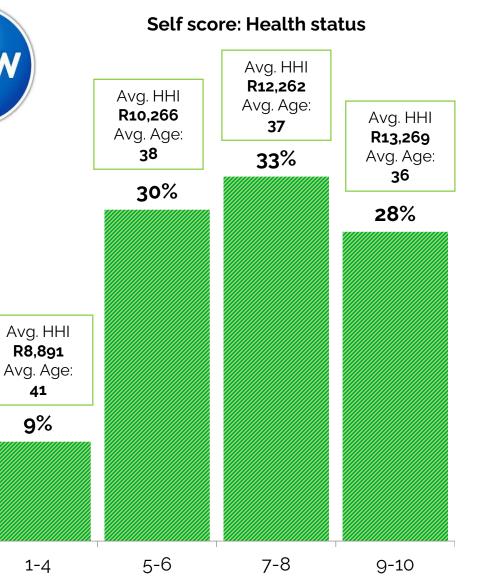
MAPS PRESENTATION | OCTOBER 2021

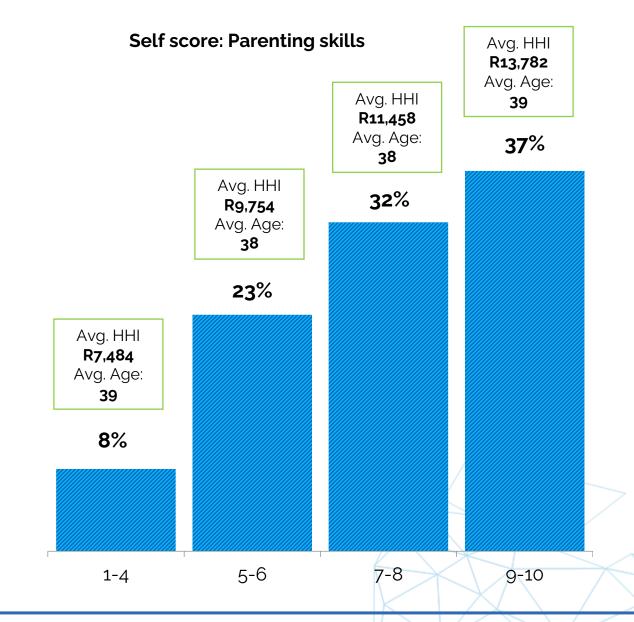
Source: MAPS 2020/2021 (Jul '20 - June '21)

Self Perception of the Consumer





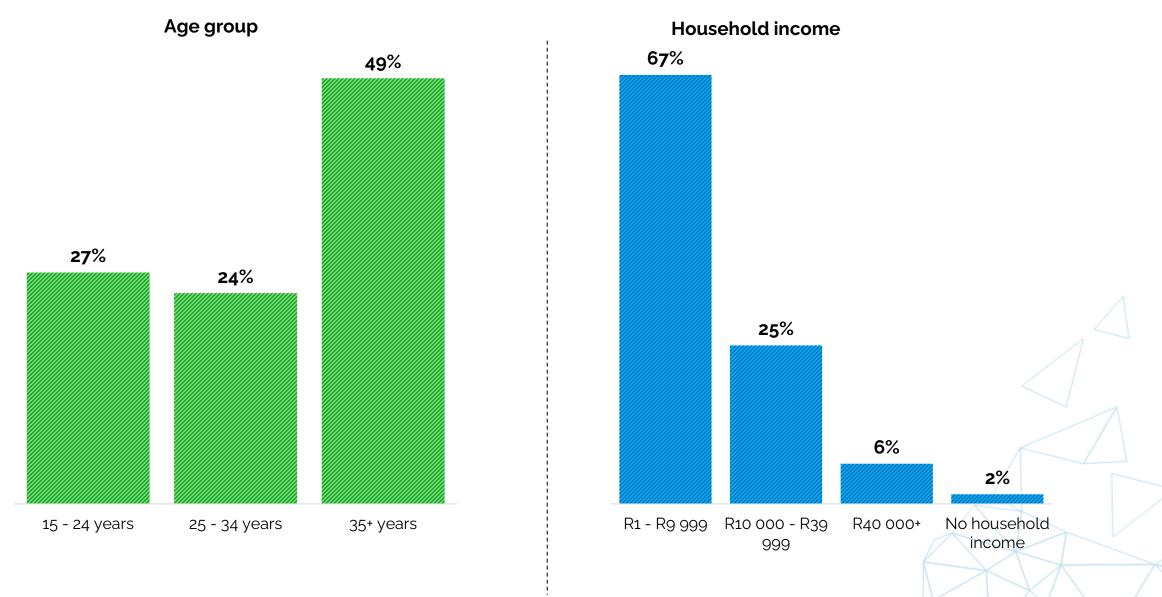






Age and Household Income Bands







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MEDIA





Media



Print media

- Newspapers
- Magazines
- Store magazines
- Newspaper inserts
- Platform used

Television

- Linear/live TV watching
- Viewed TV channels (past 4 weeks, past 7 days and yesterday)
- Location of TV viewing
- Satellite services/packages used
- Type of TV decoder used
- TV audience during weekends
- TV catch-up viewing behaviour
- Streaming services

Radio

- Radio stations listened to (past 4 weeks, past 7 days and yesterday)
- Average number of days/hours spent radio listening per week
- Radio devices
- Location of radio listening

Online

- Social media
- Online content
- Streaming

Cinema

- Cinema attendance
- Cinema chains
- Average amount spent per cinema outing
- Cinema benefit programmes

Out of Home Advertising

- Time spent travelling on average day
- Places of travel
- Method of transport used
- Outdoor advertising signs
- Shopping malls visited



Media Population Penetration



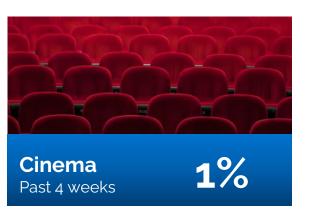


















Streaming Content 15%
Past 4 weeks



*Social Media
Past 4 weeks

54%

Various timelines available

- 3 months
- 4 weeks
- 7 daysyesterday

*54% excluding WhatsApp

57% including WhatsApp

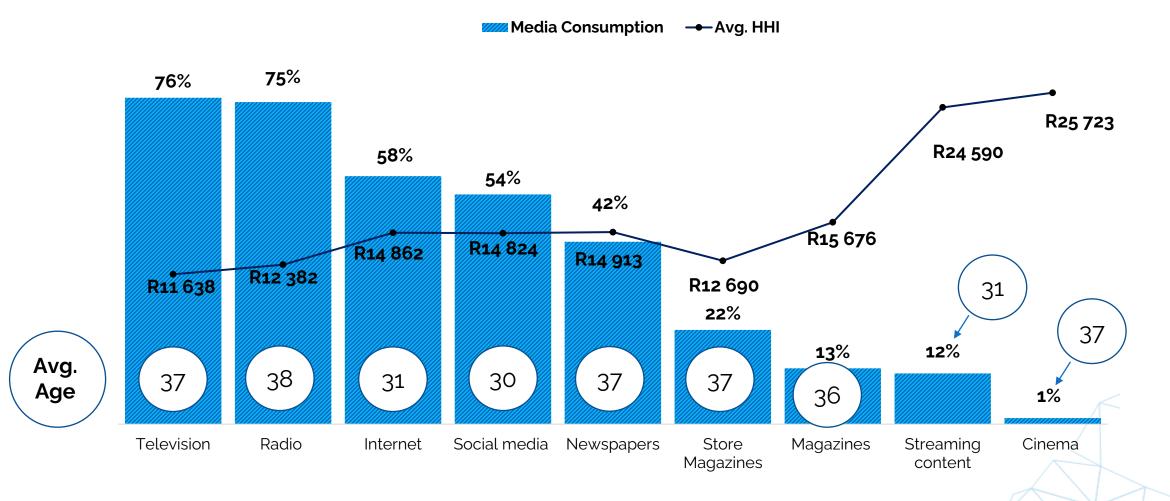
PLUS 94
RESEARCH

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Media Consumption [All platforms]



Past 4 weeks

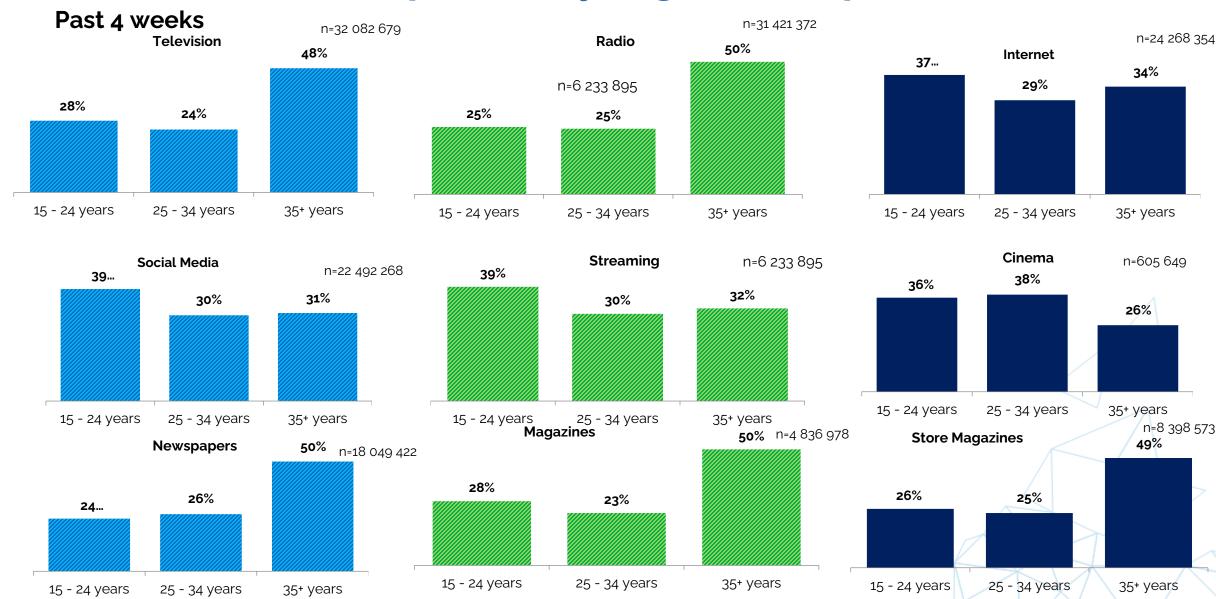




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Media Consumption by Age Groups

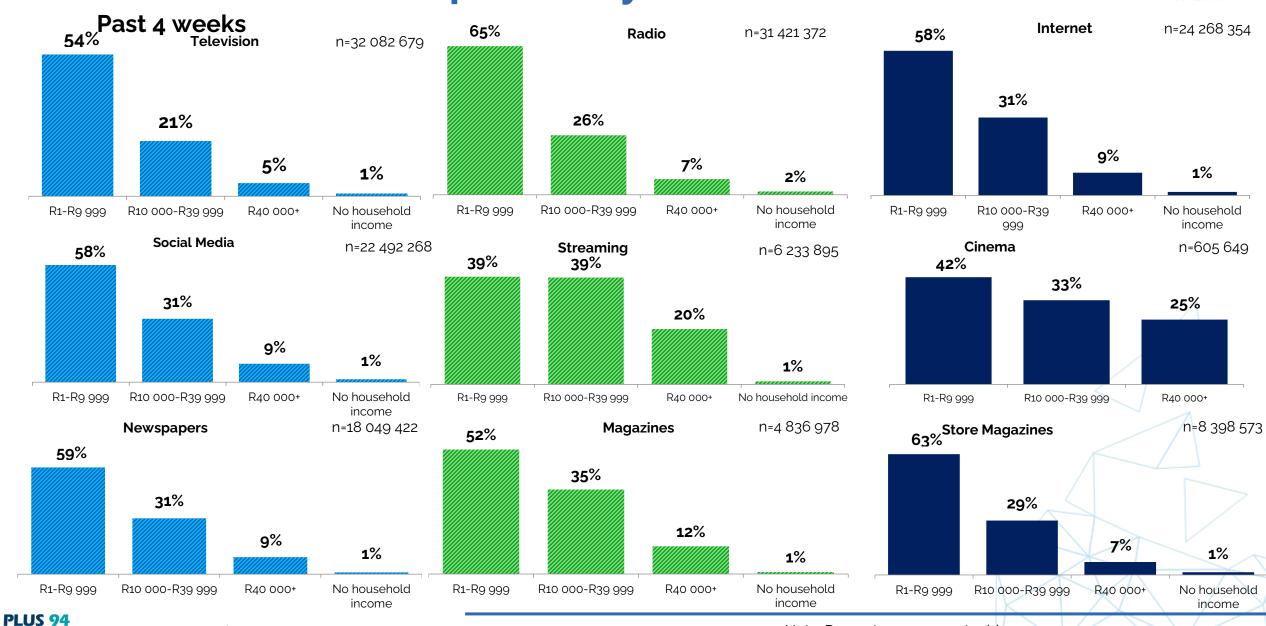






Media Consumption by HH Income





TELEVISION

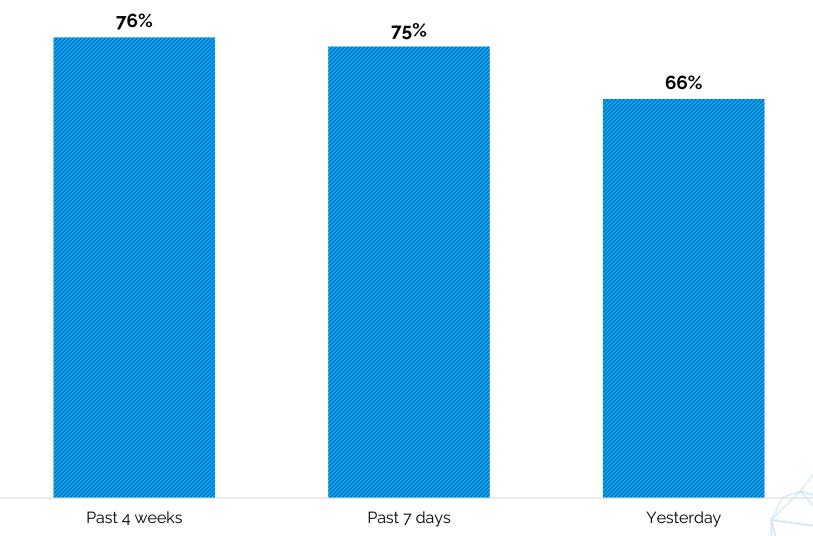




Television Audience



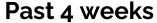


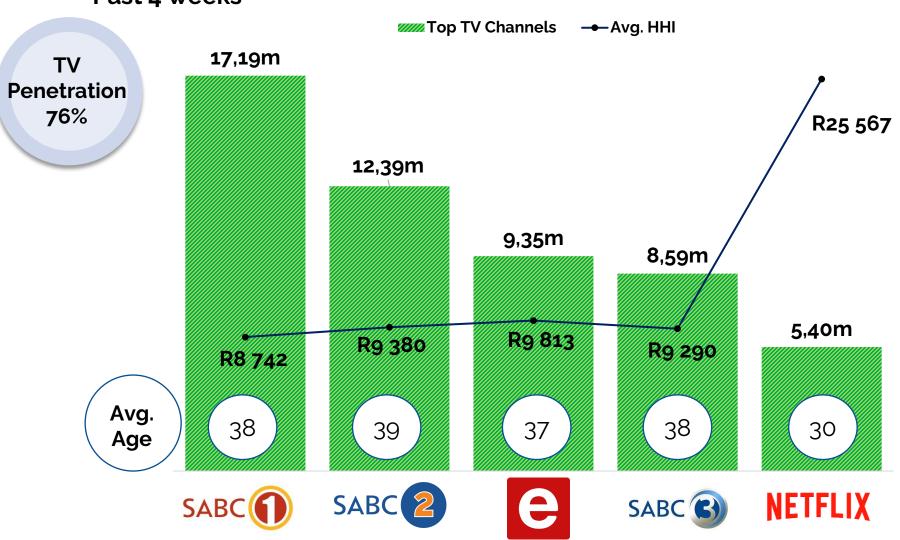




Top Television Viewing





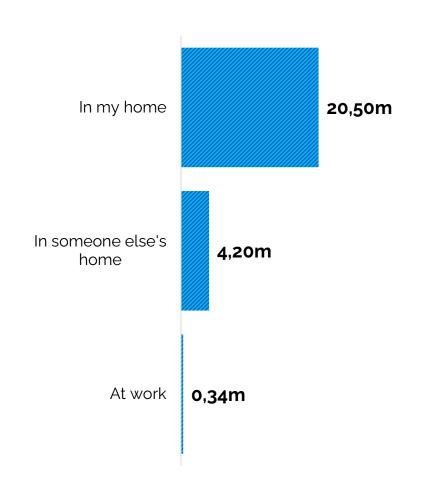


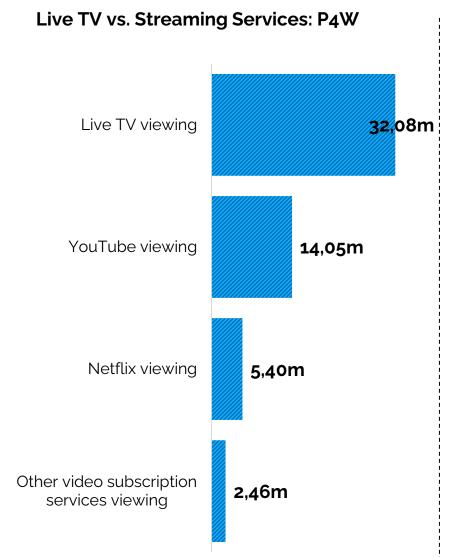


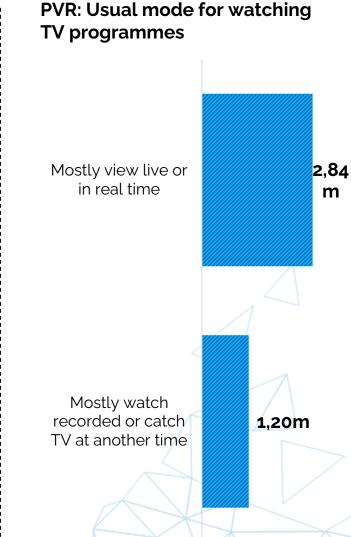
Behaviour: Television













Source: MAPS 2020/2021 (Jul '20 - June '21)

RADIO

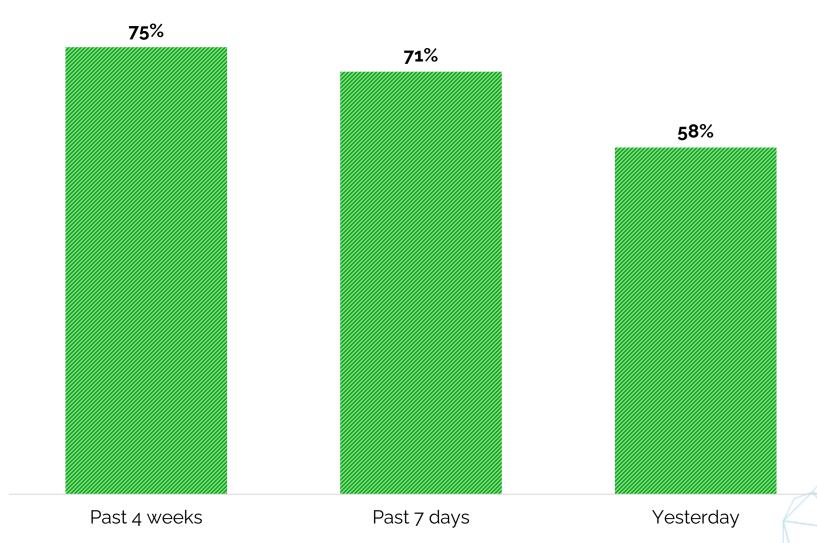




Radio Listenership



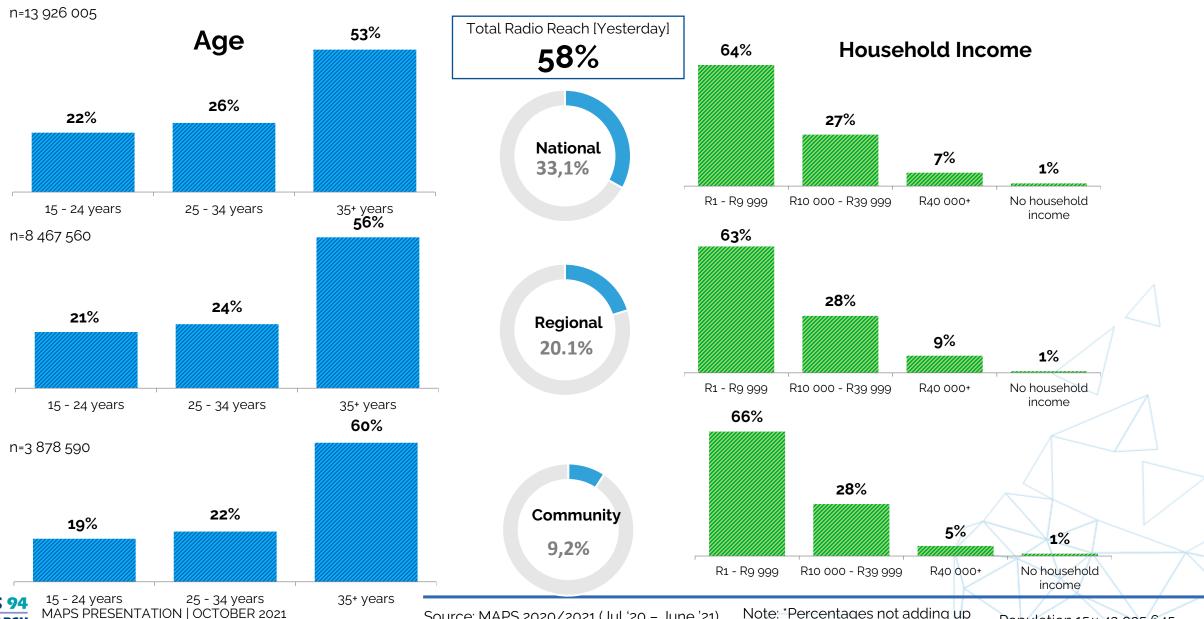
Radio Listenership [Yesterday, P7D, P4W]





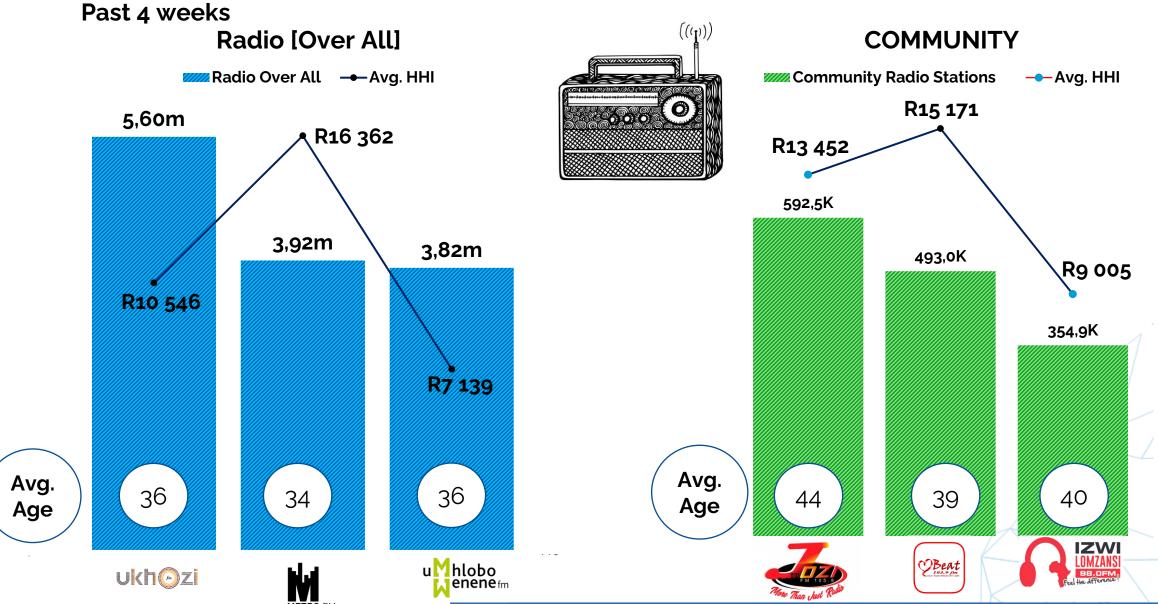
Radio Reach [Yesterday]





Top Radio Stations Listened to







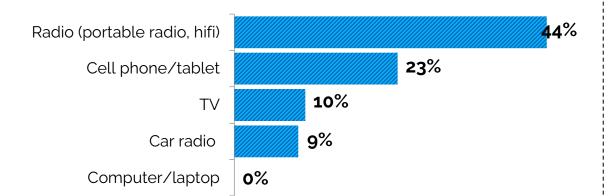
MAPS PRESENTATION | OCTOBER 2021

Source: MAPS 2020/2021 (Jul '20 - June '21)

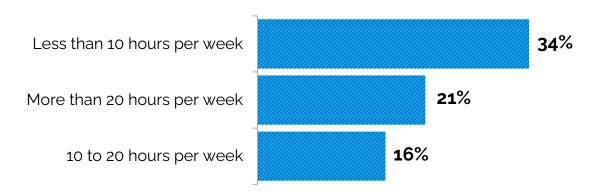
Behaviour: Radio



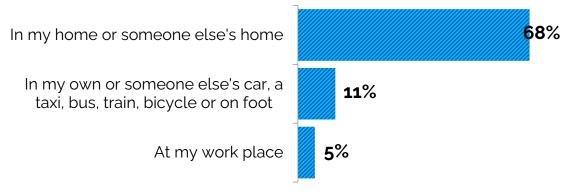
Usual radio device



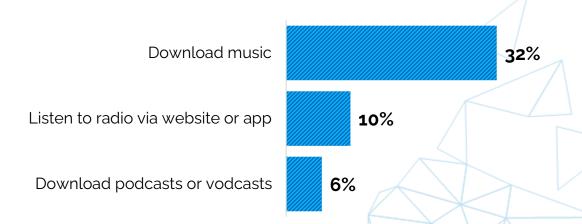
Time spent on radio listening



Usual location for radio listening



Radio related internet activities: Past 4 weeks





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PRINT MEDIA





NEWSPAPERS

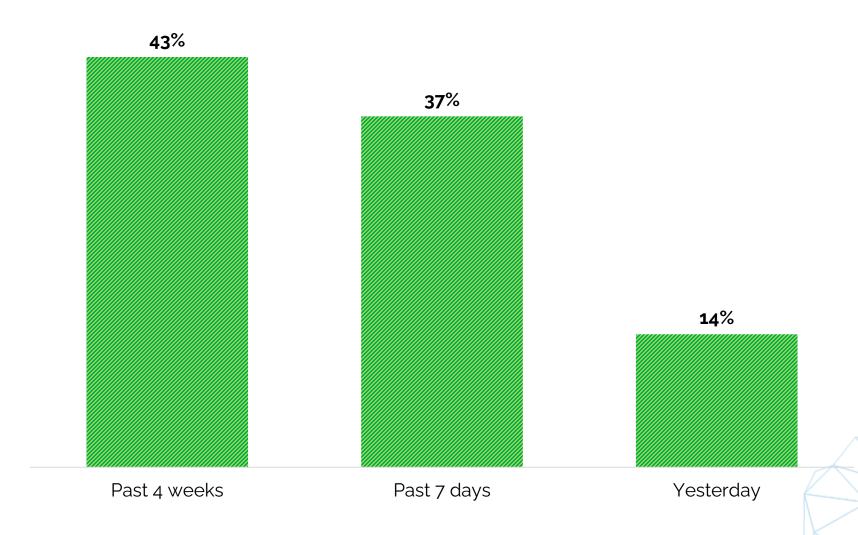




Newspaper Readership



Newspaper Readership [Yesterday, P7D, P4W]





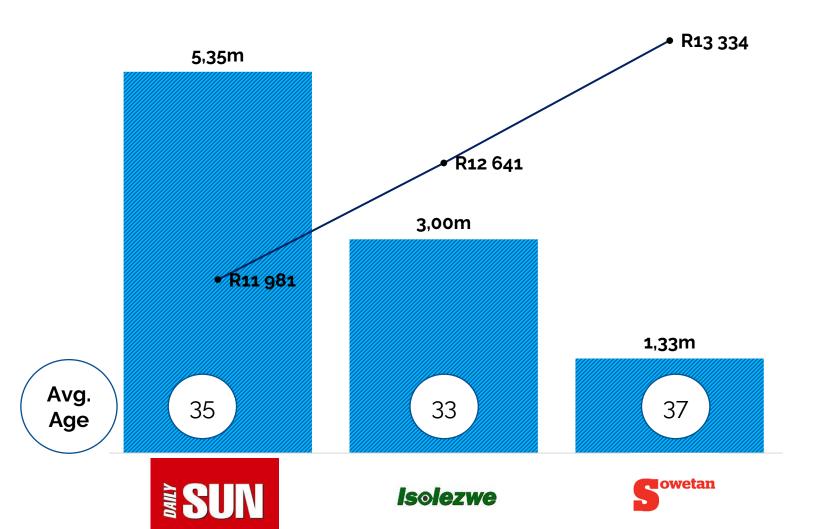
Top 3 Newspapers [Dailies] Read



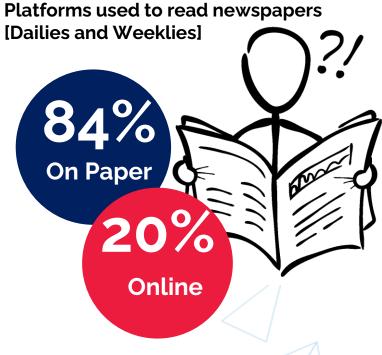
Past 3 months

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Top Daily Newspapers → Avg. HHI



46% respondents have read newspapers in the past 3 months.

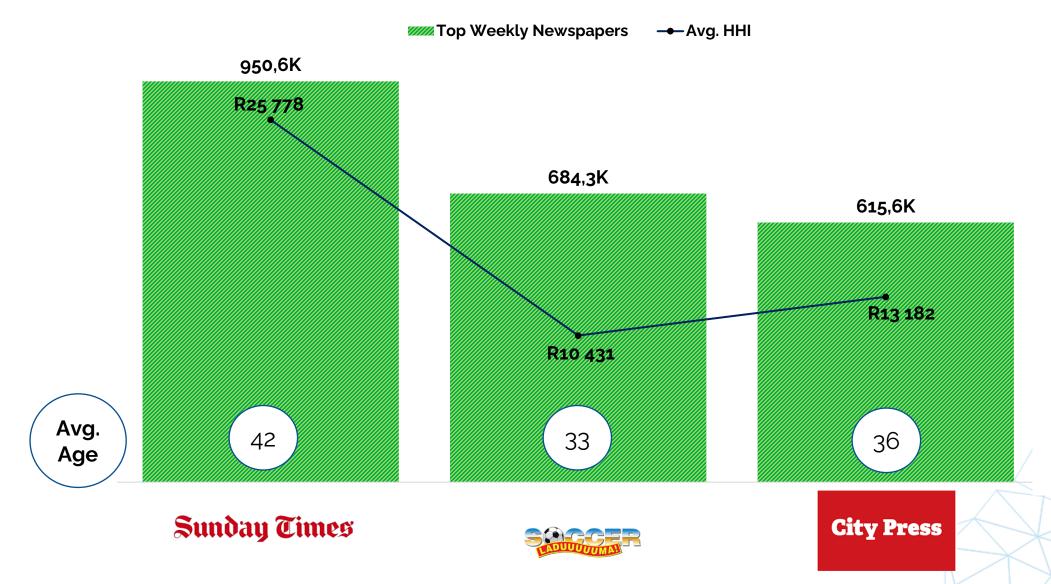




Sour

Top 3 Newspapers [Weeklies] Read







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MAGAZINES

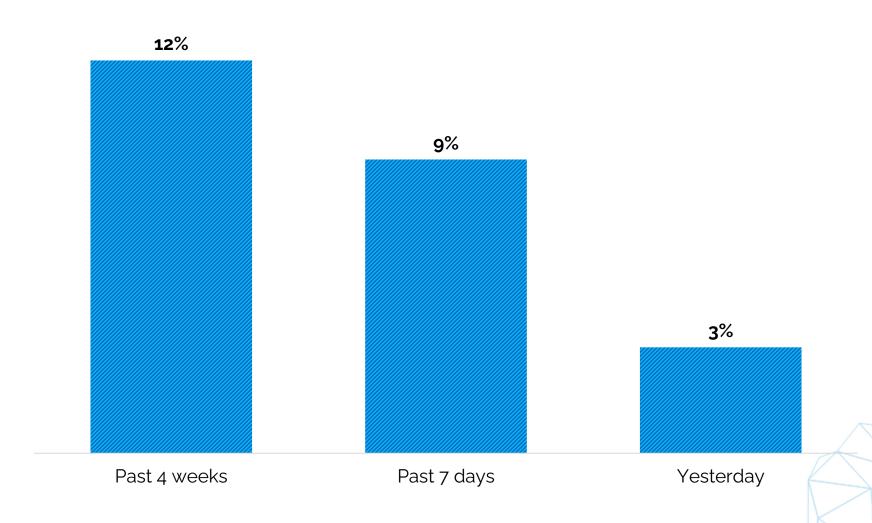




Magazine Readership



Magazine Readership [Yesterday, P7D, P4W]





Top 3 Magazines Read

Past 3 months

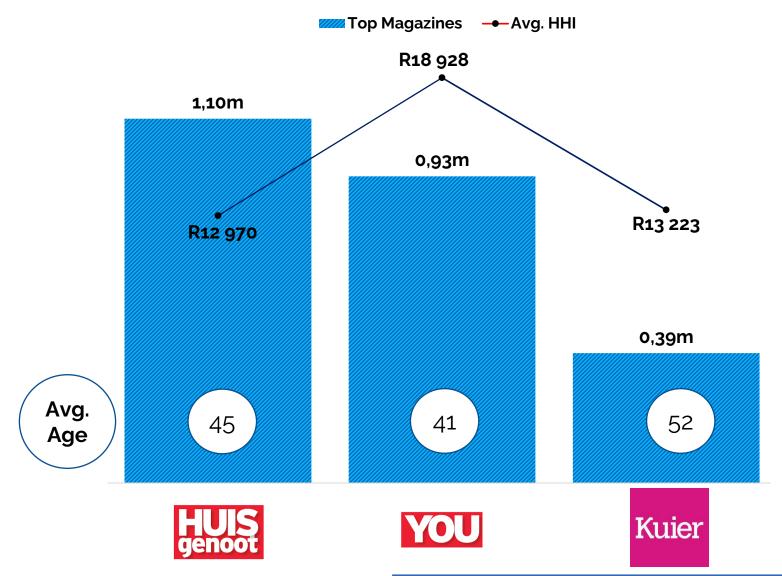
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13% respondents have read magazines in the past 3 months.

Platforms used to read magazines







STORE MAGAZINES

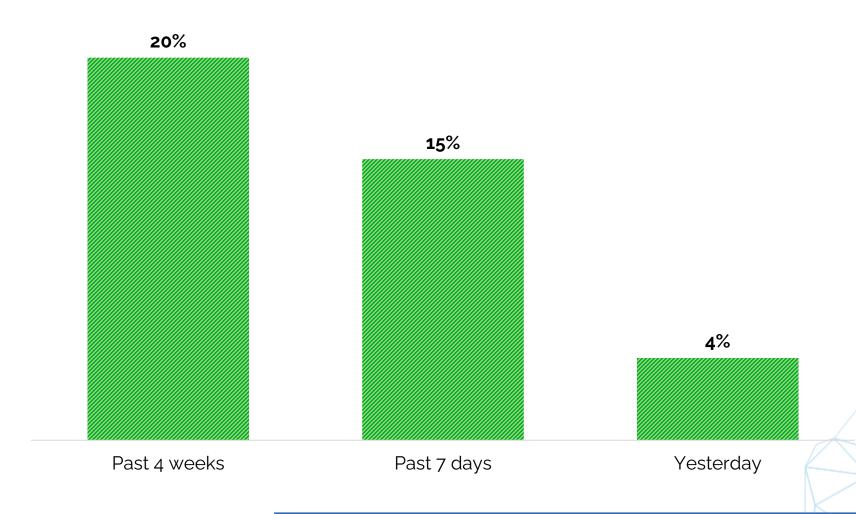




Store Magazine Readership



Store Magazine Readership [Yesterday, P7D, P4W]



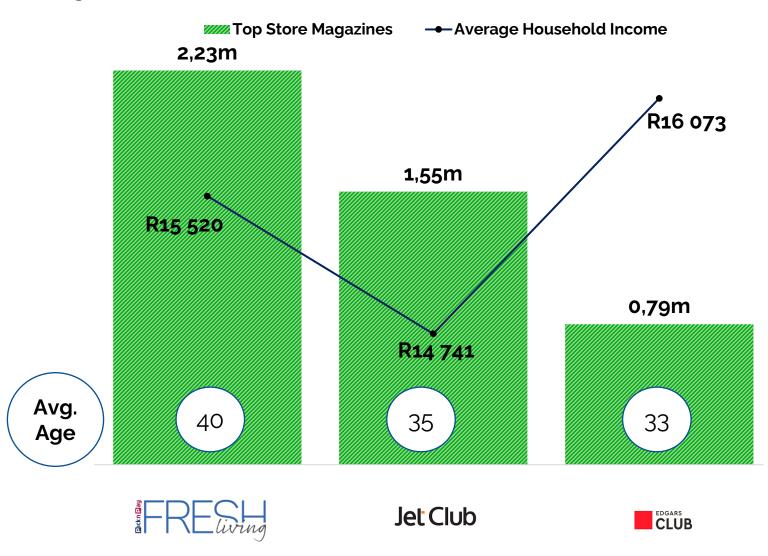


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Top 3 Store Magazines Read

MARKETING RESEARCH FOUNDATION

Past 3 months



22% respondents have read store magazines in the past 3 months.

Platforms used to read store magazines





Source: MAPS 2020/2021 (Jul '20 - June '21)

NEWSPAPER INSERTS





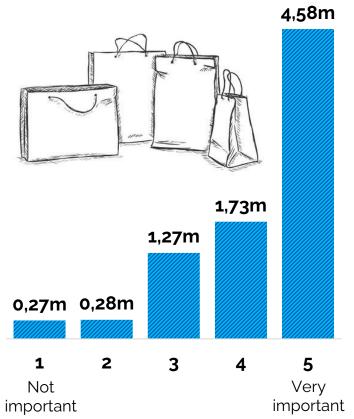
NEWSPAPER INSERTS READ



In the past 4 weeks, did you read newspaper inserts?



Importance of the information in inserts in defining your shopping list?



Is there another method of finding the information that you prefer?





CINEMA

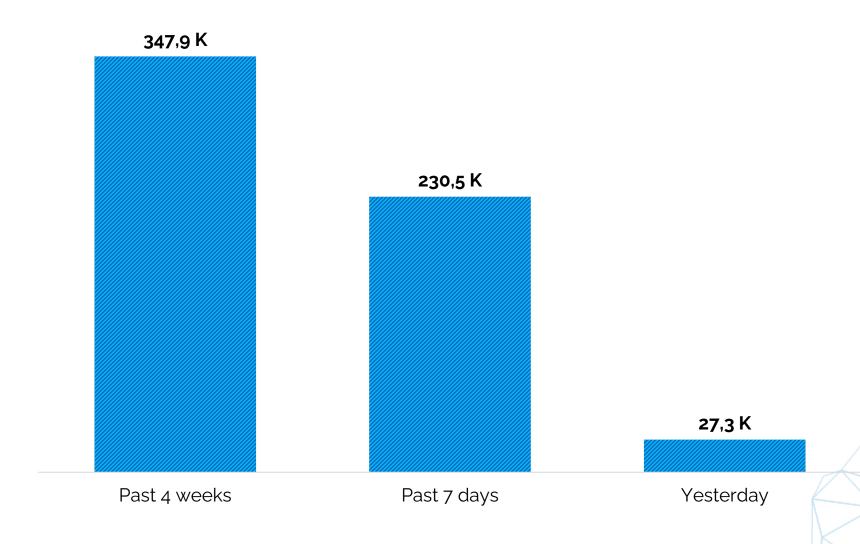




Cinema Audience



Cinema Audience [Yesterday, P7D, P4W]

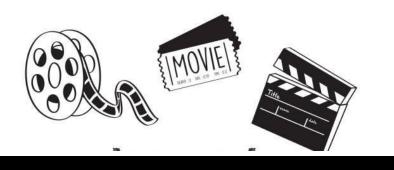




Cinema Visits



3% respondents have gone out to the cinema in the past 6 months



Average number of people that go out on each cinema outing:

3

6K 247K 303K 236K 200K

Very frequently:

At least twice a month

Frequently:

Every month

Regularly:

Once every 2 to 3 months

Occasionally:

Once every 4 to 6 months

Seldom:

Around once a year

Less often



Average cinema outing cost: R367 for 3 people



OUT OF HOME ADVERTISING



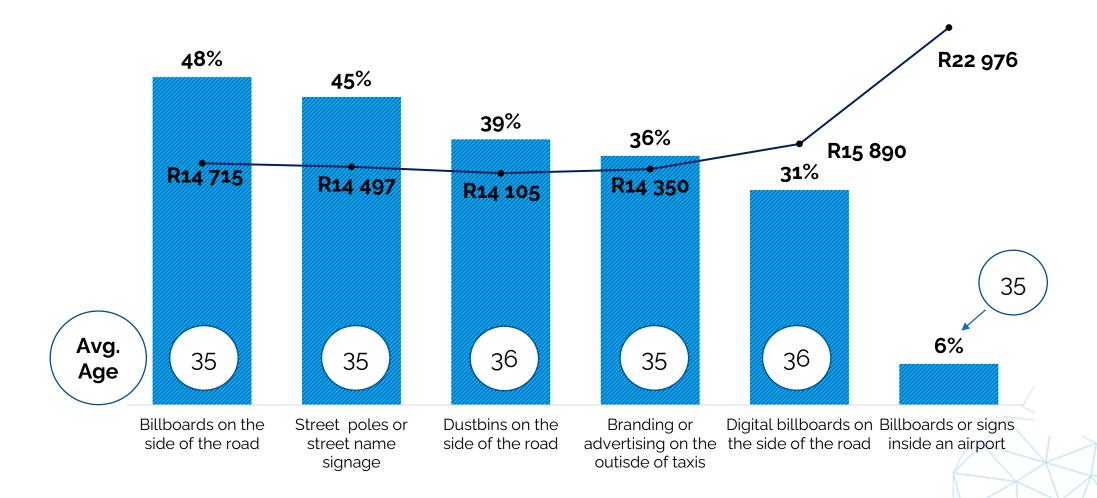


Most Viewed Advertising Signs



Past 4 weeks

Advertising signs — Avg. HHI





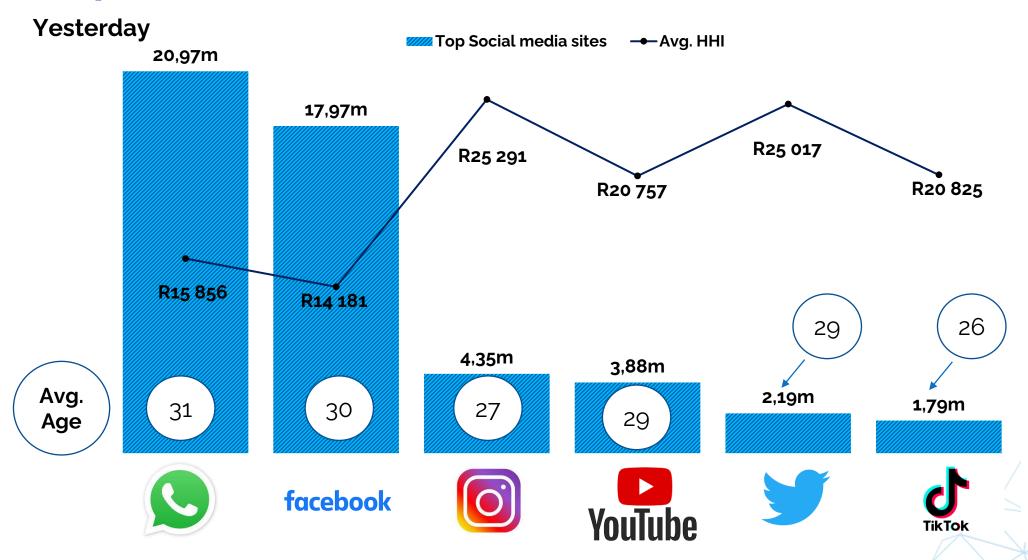
SOCIAL MEDIA





Top 5 Social Media Sites Visited







MULTIPLATFORM BEHAVIOUR

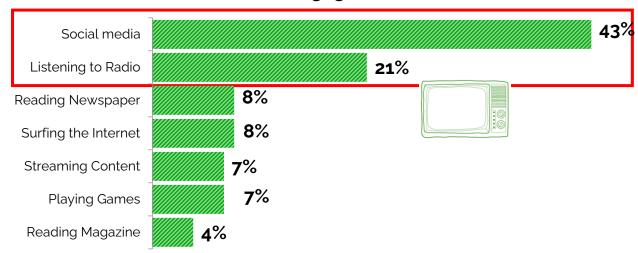




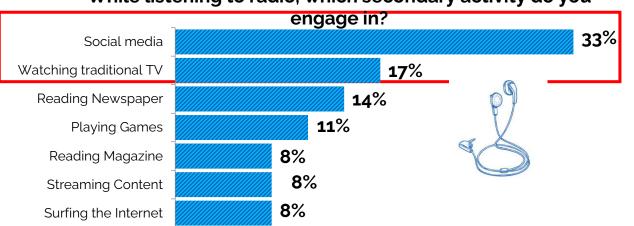
Multiplatform Behaviour



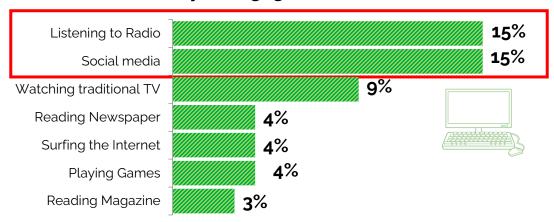
While watching live TV, which secondary activity do you engage in?



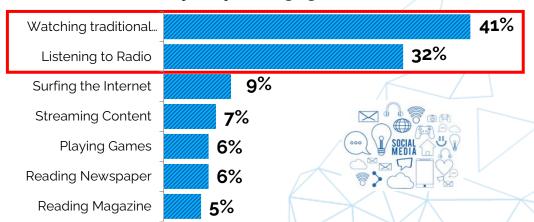
While listening to radio, which secondary activity do you



While streaming content, which secondary activity do you engage in?



While on social media, which secondary activity do you engage in?



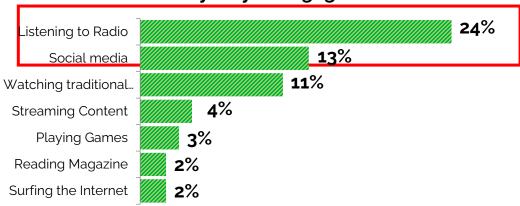


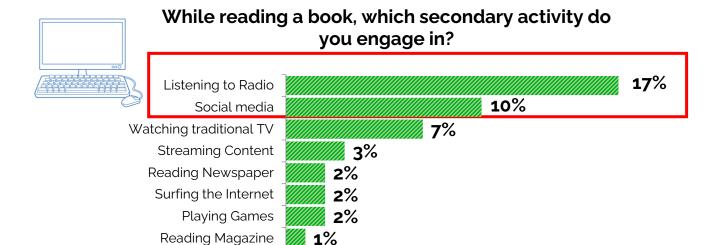
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Multiplatform Behaviour



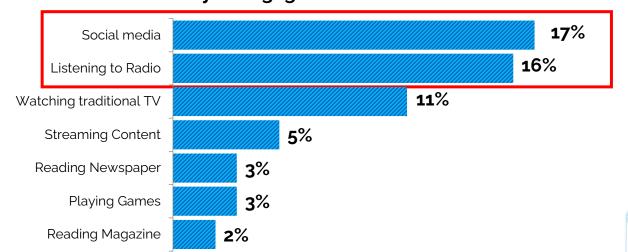
While reading a newspaper, which secondary activity do you engage in?





While surfing the internet, which secondary activity do you engage in?







CELLPHONES





Cellphones and Household Entertainment



Cellphone Purchasing Behaviour

- How many Cellphones are there in the household
- · Are these devices currently in use
- What is the preferred method for purchasing these devices, i.e. on a contract, cash etc.

Top Cellphone Brands

- What is the preferred cellphone brand purchased by the respondents
 - Primary Device
 - Secondary Device

Top Cellular Networks

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- What is the preferred network used by the respondents
 - For the primary device
 - For the secondary device

Average Monthly Spend

- · Contract vs. prepaid
- Data and internet charges
- Subscription services
- Do they have to top up on data or minutes during the month.

Household Entertainment

- Internet Access in the Home
- Interests, hobbies and activities
- Streaming

Top Internet Service Provider

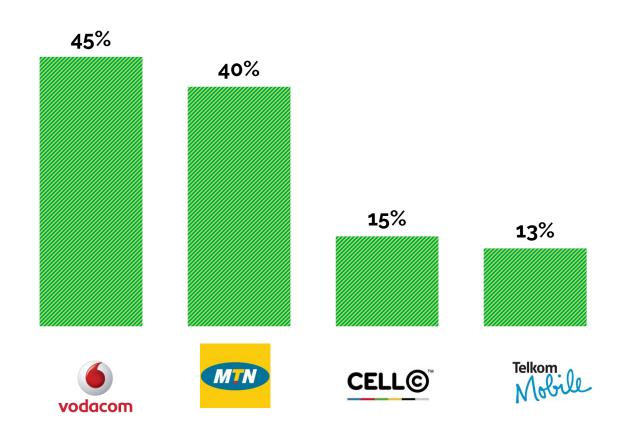
- What is the preferred ISP used by respondents
- Do they have fibre or WiFi in their homes
- How do they access the internet on devices other than their cellphone



Source: MAPS 2020/2021 (Jul '20 - June '21)

Top 4 Cellular Networks









Average number of cell phones in household:





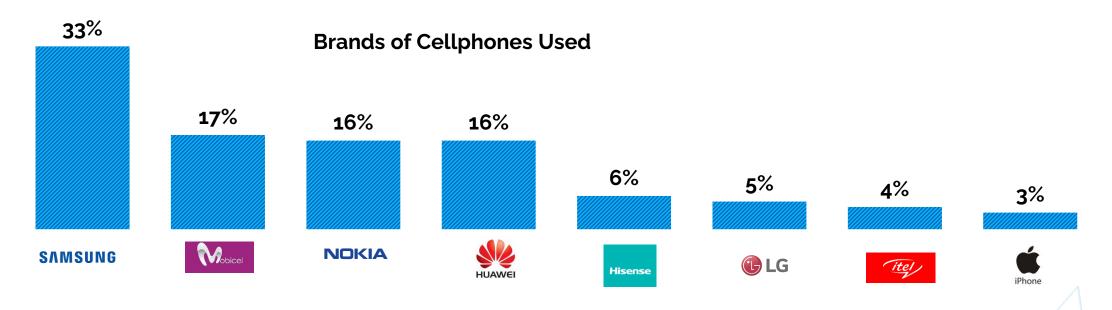
Average number of cell phones used by an individual:



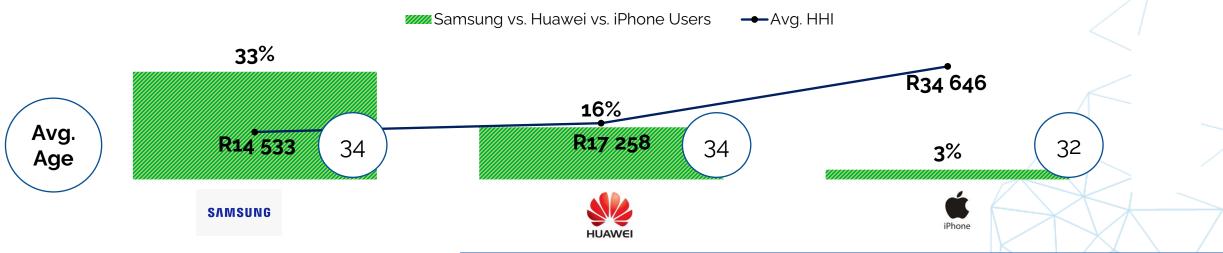


Top Cellphone Brands Used





Samsung vs. Huawei vs iPhone Users





Phone brand vs. Network Preference



		Cellphone Brand					
		SAMSUNG	Pobicel	NOKIA	HUAWEI	ú iPhone	
vider	vodacom	35%	36%	47%	32%	35%	
	MIN	34%	44%	38%	29%	21%	
Network provider	CELL©	14%	13%	9%	17%	13%	
Netw	Telkom. Nobile	16%	6%	5%	21%	31 %	
	TOTAL	13.9mil	7.3mil	6.6mil	6.5mil	1.3mil	



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FINANCIAL SERVICES







Financial Services

Commercial Banking

- Banking products and facilities
- What kinds of traditional banking products do consumers make use of
 - Number of cheque, transactional, saving accounts etc.
- Do consumers make use of additional services offered by their banks
 - Loans, insurance, loyalty programmes, etc.
- Who is the preferred bank used by the respondents

Stokvels

- Do respondents belong to a stokvel
- · How many stokvels do respondents belong to
- What is the purposee of the stokvel:
 - Savings
 - Groceries
 - Burial

Financial Services

- Do respondents make use of services such as eWallet, CashSend, mpesa etc.
- Do respondents make use of loyalty programmes
- Store accounts
- Medical aid schemes
- Insurance
 - Who is the preferred provider for:
 - Long-term policies
 - Short-term policies
- · Saving behaviour:
 - What do respondents save money towards
- Investment
- Unit trusts and stocks
- Credit purchasing on durable items
- Loans
 - What are the reasons consumers take out loans

SASSA Government Grants

- How many of the respondents are SASSA beneficiaries
- What type of grants are they receiving

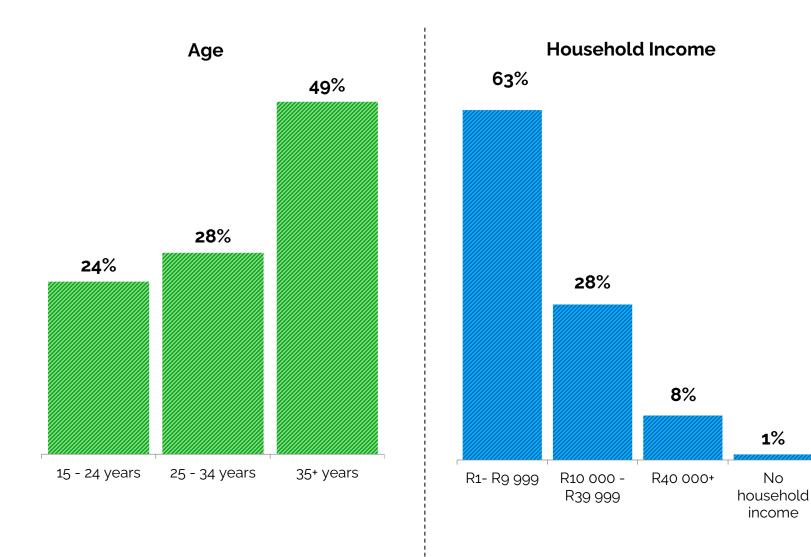


Source: MAPS 2020/2021 (Jul '20 - June '21)

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Banked Population





Banked Population

 Excluding SASSA grants

69.2%

Including SASSA grants

79.4%

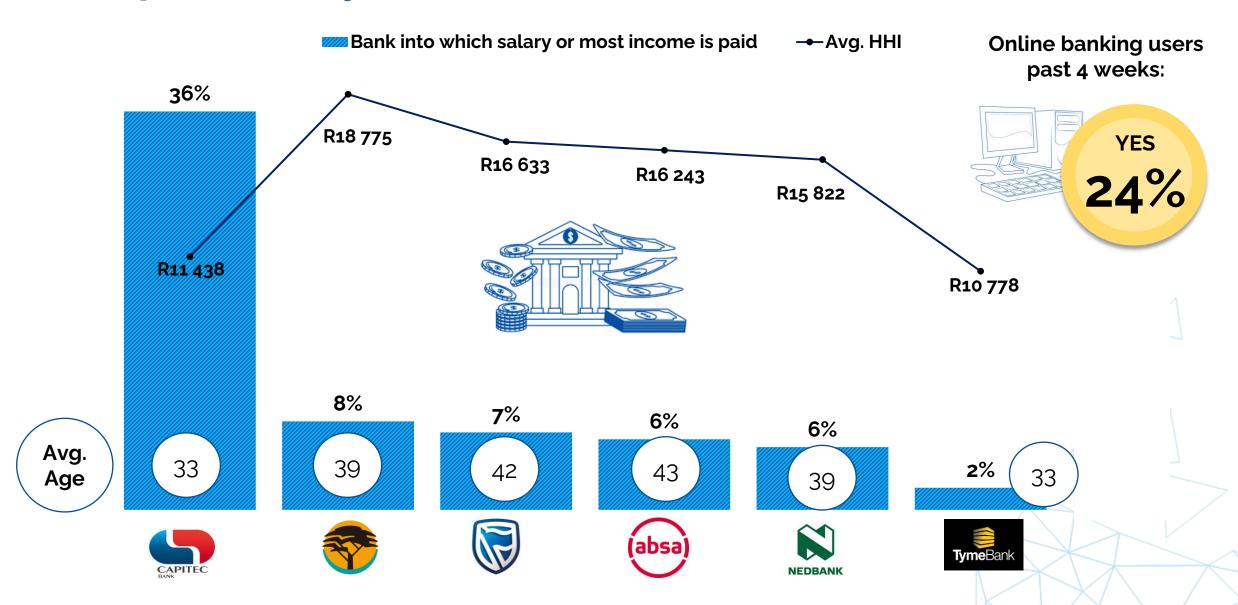


Note: Percentages may not add up to 100% due to rounding off



Top Primary Banks Used





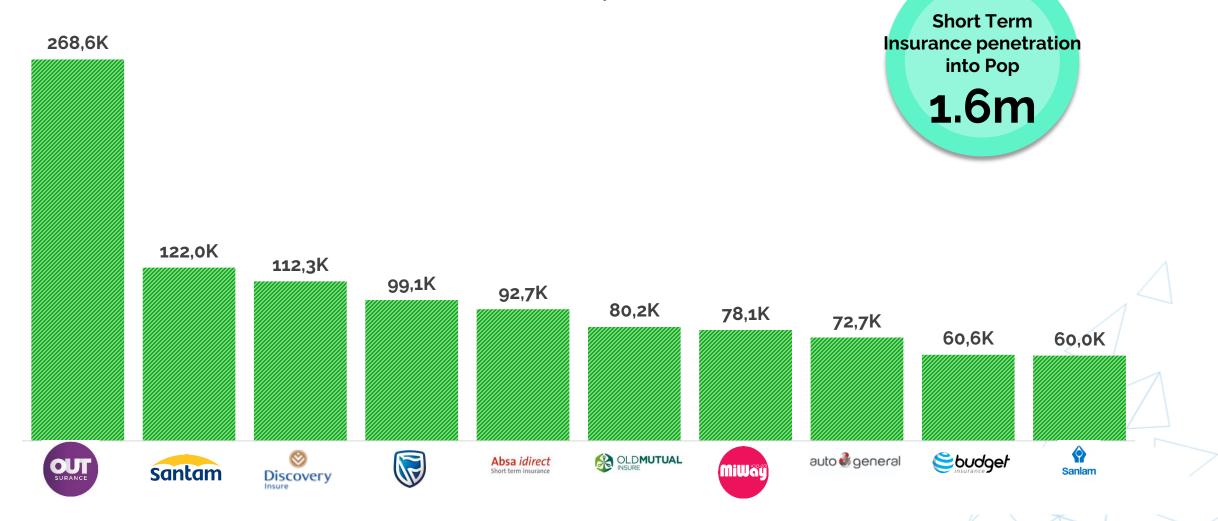


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Short-Term Insurance: Top Providers



Short-term insurance providers



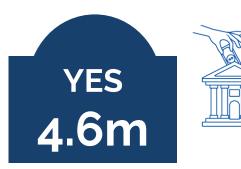


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Stokvel Participation

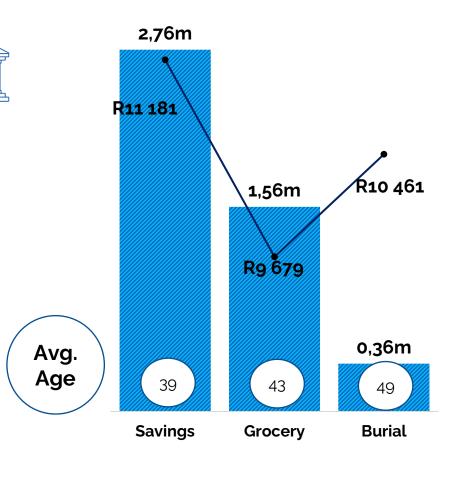


Do you belong to a Stokvel?



Average contribution per month

R710



Most common type of stokvel

Type of stokvel → Avg. HHI

How many stokvels do you belong to?





Access to Financial Services



	Financial Services	Average Age	Average Monthly HH Income	Population size
	Loyalty/rewards retail store cards	39	R14 105	19.5mil
	Funeral insurance	43	R12 168	16.3mil
	SASSA government grant	43	R7 185	14.2mil
E	Money transfer service	36	R15 592	8.omil
	Retail store cards for credit purchase	37	R14 135	8.omil
	Medical aid schemes	40	R29 657	4.2mil



Access to Financial Services Cont.



Financial Services	Average Age	Average Monthly Household Income	Population size
Credit purchase on durable items e.g., furniture, household appliances (past 12 months)	38	R17 331	3.4mil
Tife insurance	43	R25 787	2.9mil
Personal loans (past 12 months)	42	R16 585	1.4mil
Investment in the stock exchange	35	R27 938	1.0mil
Investment in unit trusts	41	R36 109	882k



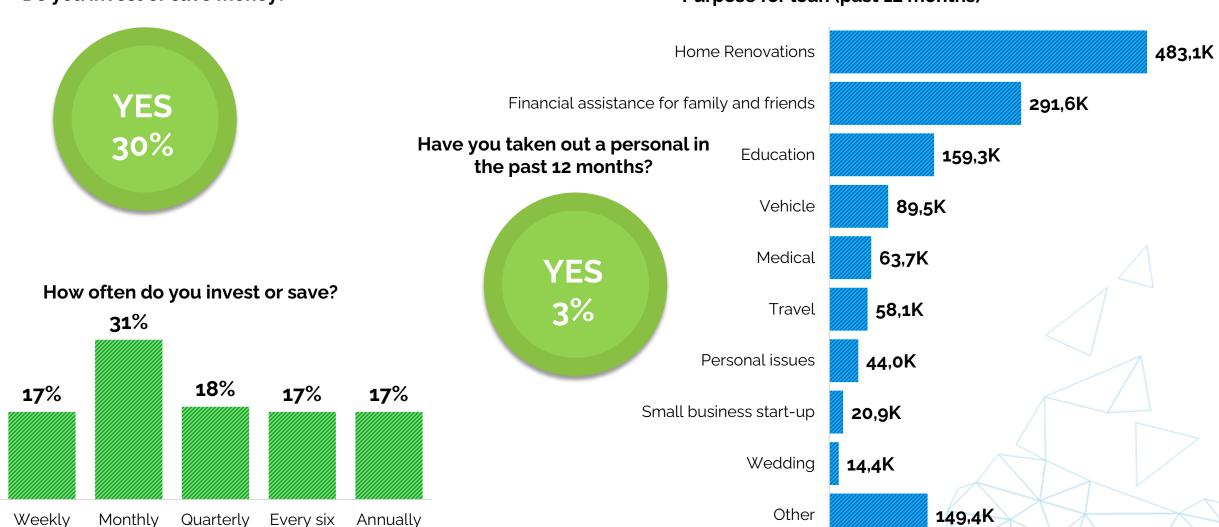
Behaviour: Saving and Personal loans





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Purpose for loan (past 12 months)





months

74

AUTOMOTIVE









Automotive Purchasing Behaviour

- · How many vehicles are there in the household
- · Are these vehicles currenty in use
- Are these vehicles used for business or personal reasons
- How many vehicles does the respondent personally own
- Purchasing of new vehicles
 - What are the brand preferences
 - The types of vehicles that are preferred i.e. hatchbacks, sedans, bakkies, etc.
- Purchasing of second-hand vehicles
 - What are the brand preferences
 - The types of vehicles that are preferred i.e. hatchbacks, sedans, bakkies, etc.

Automotive Driving Behaviour

- What is the average monthly spend on:
 - Fuel
 - Insurance
- Who pays for the vehicles fuel and insurance
- What is the average monthly km driven
- Does the car have a security tracking device installed
- Who is the service provider of the security tracking device



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Motor Vehicles Per Household



37% of households have motor vehicles

24%Own 1 car

7%

Owns 2 cars





5%

Owns 3 or more cars







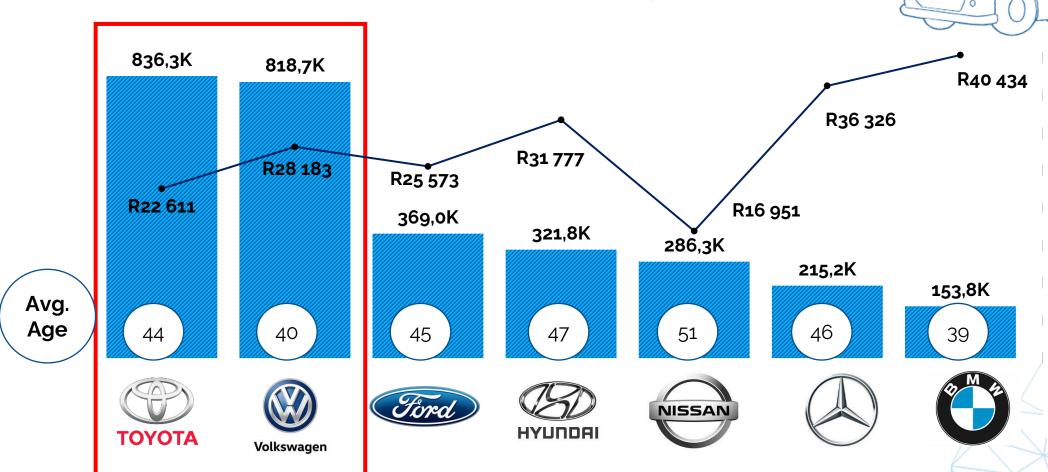
SA Household Population: **17,159million households**

Top Car Brands Driven



What is the make of the vehicle that you personally drive the most?

Make of vehicle → Avg. HHI





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RETAIL







Retail

Household Purchasing Behaviour

- Who is responsible for the purchasing of goods for the household
- Do they purchase groceries in:
 - Bulk with fill ups
 - Twice monthly
 - Do a bulk shop annually
 - On a daily or weekly basis
- Do they have a preferred mall or shopping centre
- Do respondents have a preference for ecommerce outlets
- Who is the preferred retailer for:
 - Groceries
 - Cosmetics and toiletries
 - Liquor
 - Appliances and large items

Products and Brands

- Household groceries
- Snacks, biscuits and chips
- Household cleaning products
- Pet food
- Personal care items
- Cosmetics
- Clothing and shoes
 - Do respondents shop for themselves, their partner or their children
- Alcohol and non-alcoholic beverages
- Do respondents maintain brand loyalty or differ from usual brands due to specials

Fast Food Purchasing Behaviour

- How often do they consume fast food
- What is the purchasing behaviour associated with fast food i.e. delivery, dine-in, order at the counter etc.
- Who is the preferred outlet for fast food consumption

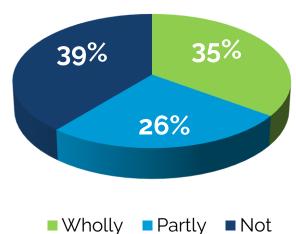


MAPS PRESENTATION | OCTOBER 2021 Source: MAPS 2020/2021 (Jul '20 – June '21)

Household Purchase Behaviour



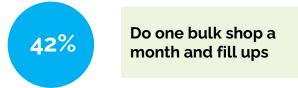




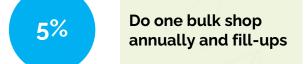




Frequency of Purchase



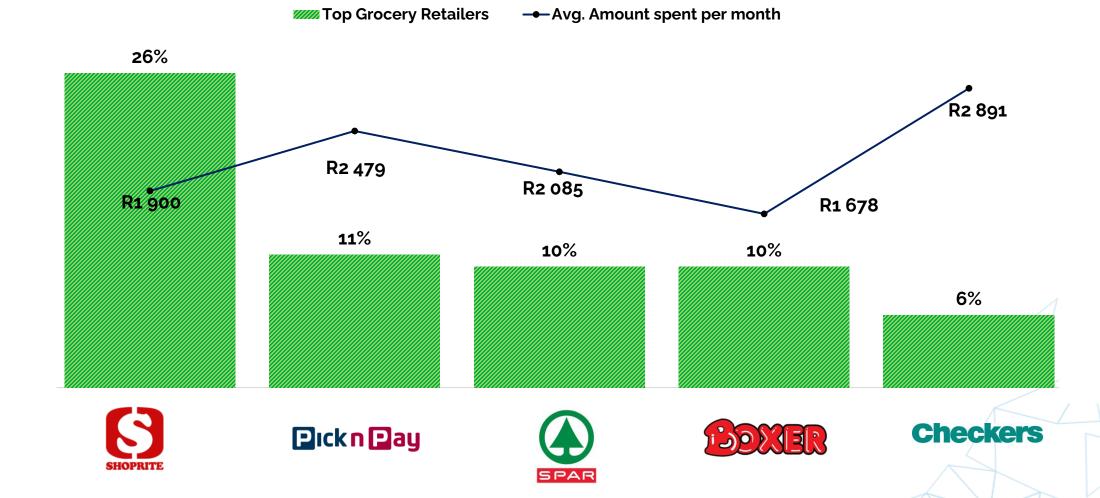






Top Grocery Retailers







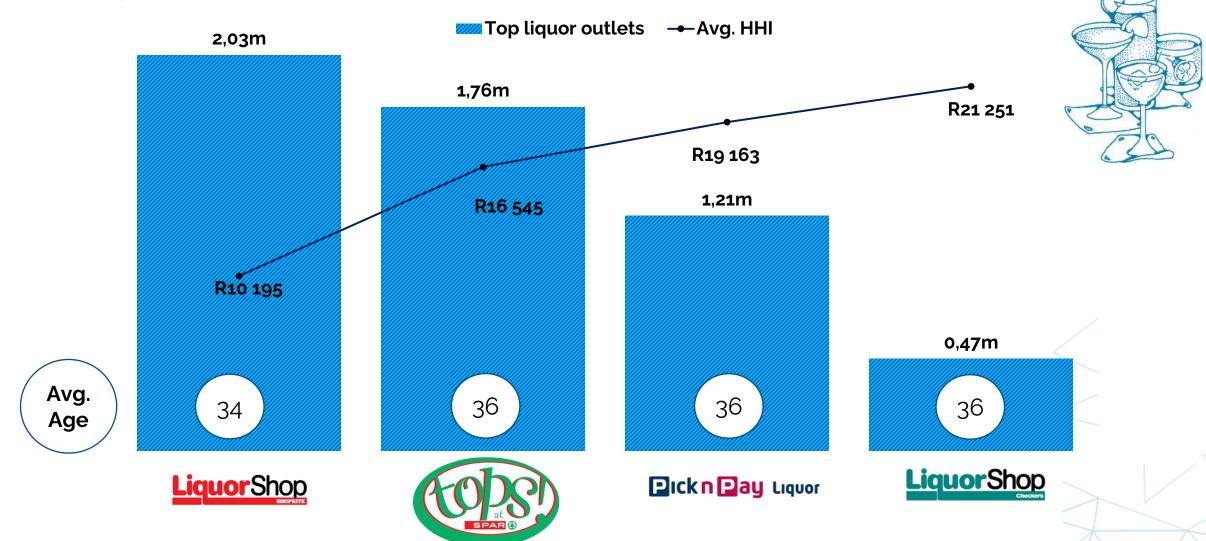
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Top Liquor Stores



Past 4 weeks

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Source: MAPS 2020/2021 (Jul '20 - June '21)

CLOTHING AND SHOES



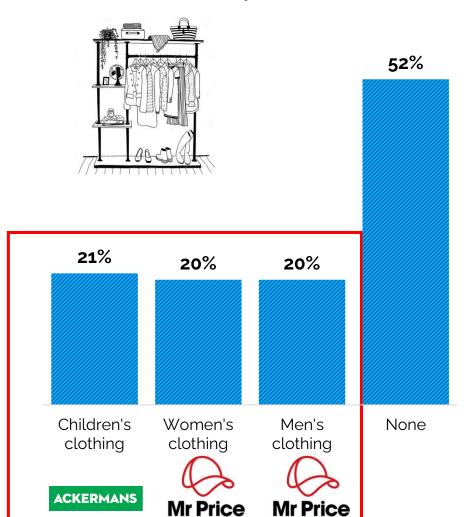


Clothing Purchases

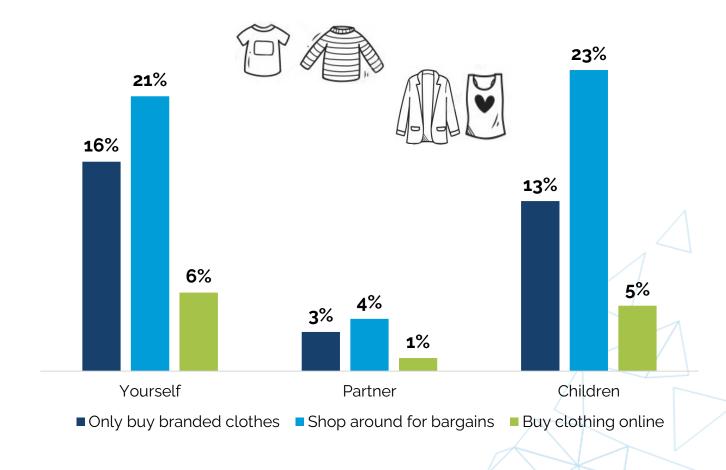


Past 3 months

Have you bought any of the following items in the past 3 months?



When you buy clothing, for yourself/husband/wife/partner or children, do you....?



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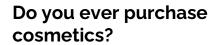
COSMETICS





Cosmetics Purchases



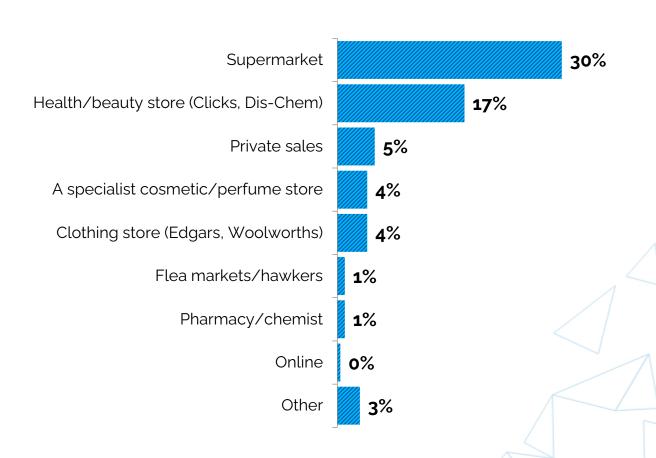




Cosmetics: Top 3 brands purchased past 4 weeks



Where do you usually buy these cosmetic products?





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ALCOHOL PENETRATION

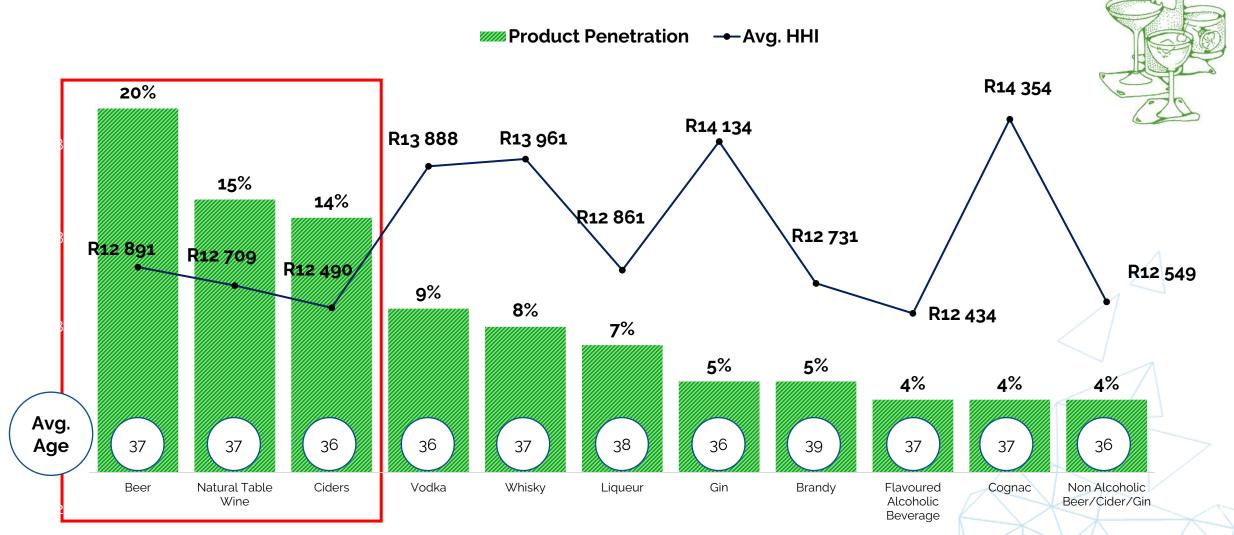


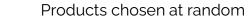


Alcohol Penetration



Past 7 days







89

MALLS





Top Malls Visited

Top Malls Per Province in the Past 4 Weeks



Gauteng

- 1. Maponya Mall
- 2. Menlyn Park
- 3. East Rand Mall

KwaZulu-Natal

- 1. Gateway
- 2. The Pavilion
- 3. Bridge City Shopping Centre

Western Cape

- 1. Canal Walk
- 2. Liberty Promenade
- 3. Blue Route Mall

Mpumalanga

- 1. Riverside Mall
- 2. Tonga Mall

Eastern Cape

- 1. Nonesi Mall
- 2. Greenacres Shopping Centre
- 3. Hemingways

Free State

- 1. Mimosa Mall
- 2. Loch Logan Waterfront

Limpopo

- 1. Thavhani Mall
- 2. Mall of the North

North West

- 1. Waterfall Mall
- 2. Mega City Centre

Northern Cape

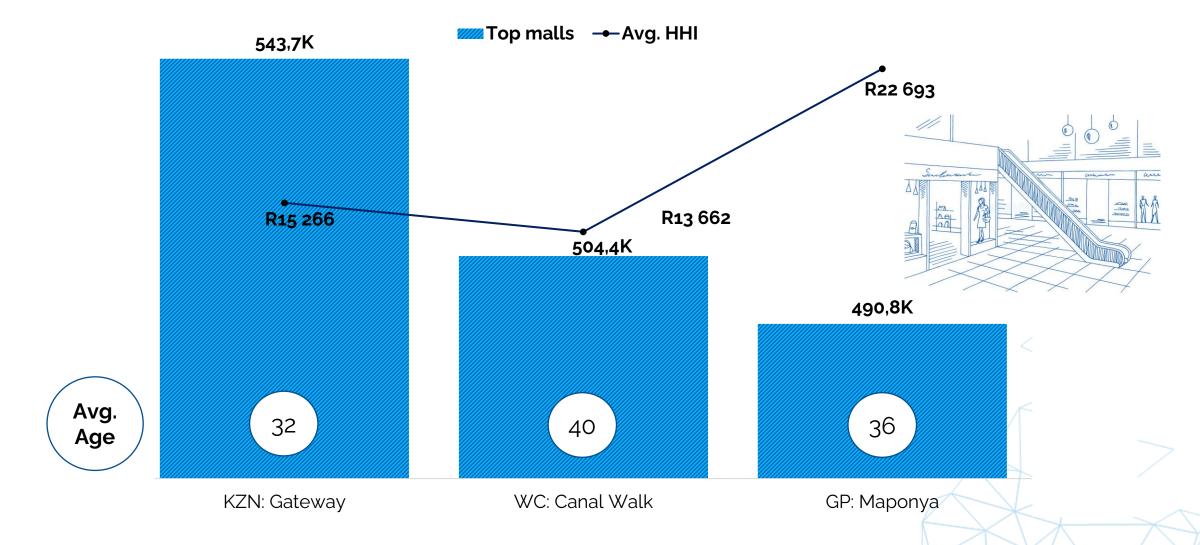
 Diamond Pavillion Shopping Centre



Top Malls Visited



Top Malls Visited in the Past 4 Weeks from Selected Provinces





FAST FOOD





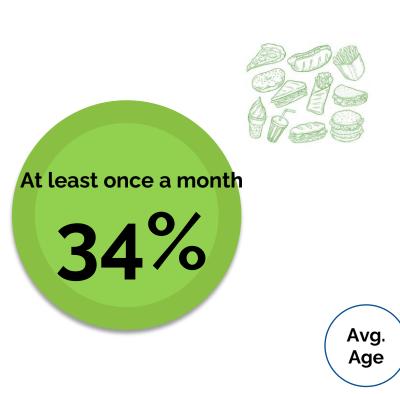
Behaviour: Fast Food



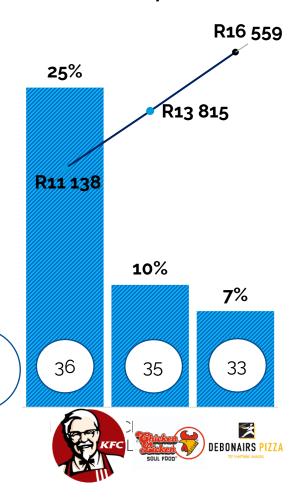
How often do you usually buy food from a fast food/casual dining outlet?

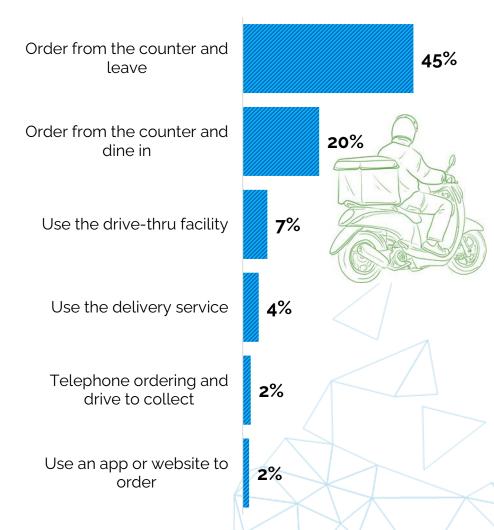






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BRAND LOYALTY





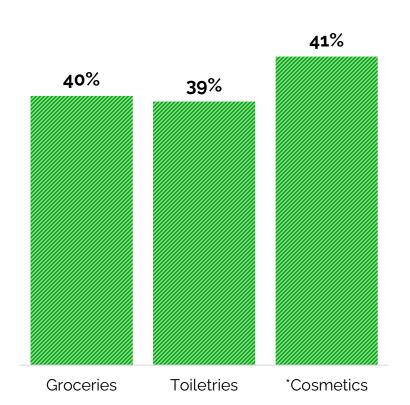
Brand Loyalty



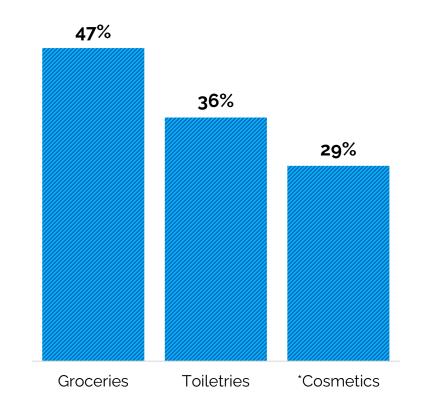
Do you always buy the same brands?

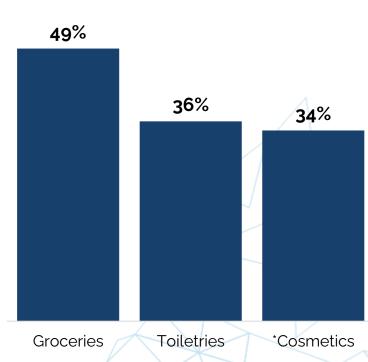
Would you buy another brand if they were on special/at a reduced price?

If your brand is not on the shelf, would you buy another brand because it costs less than the brand you usually buy?



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*Analysis based on rebased numbers



Source: MAPS 2020/2021 (Jul '20 - June '21)

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PLUS 94
RESEARCH



Appendices



PLUS 94
RESEARCH



TECHNICAL ASPECTS





Data Disclaimer



This could have impacted the insights in the following sections:

Media Consumption





- Newspapers
- Magazines





- Television
- Radio
- Social Media

Activities Outside the Home





- Transport
- Mall and Cinema visits

Household and Personal Income



Retail Purchases





- Groceries
- Toiletries





- Liquor
- Cosmetics
- Appliances





Research Universe & Methodology





Age: Gender Race: Area: 15 years and older
Males and females
All racial groups
National, all 9 provinces

Target:

20 004 face-to-face interviews & 10 002 diaries

Achieved sample:

20 049 face-to-face interviews & 10 672 diaries

Two research instruments were used for the MAPS study:

- face-to-face questionnaire
- the leave behind questionnaire (diary).

The average interview length is between 45 and 60 minutes to complete. Respondents were given between 3 and 5 days to complete the diary.

Type of research:

Quantitative

Interviewing method:

Tablet-Assisted Personal Interviewing (TAPI) for

the face-to-face questionnaire

Self-administered paper & pencil and online interviews for the leave behind questionnaire

The **data fusion** technique was considered for half of the sample that did not fill in leave behind questionnaires.



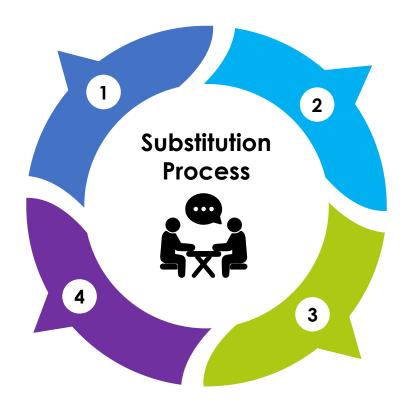
Substitution Process

Identification of replacement points

- In every enumeration area (EA) to be visited, 8 primary and 4 substitution points are preidentified [along with the exact GPS coordinates for each point] through a random sampling process
- Extra EAs are sampled to be used as substitution EAs

Impact of replacements

- All household replacement point are selected like for like
- All EA replacement points are selected like for like
- Replacements are chosen so as not to deviate from the initial sampling plan



Need for substitution

- Refusal to participate
- · House inaccessible
- Nobody at the dwelling
- Denied access to gated residences

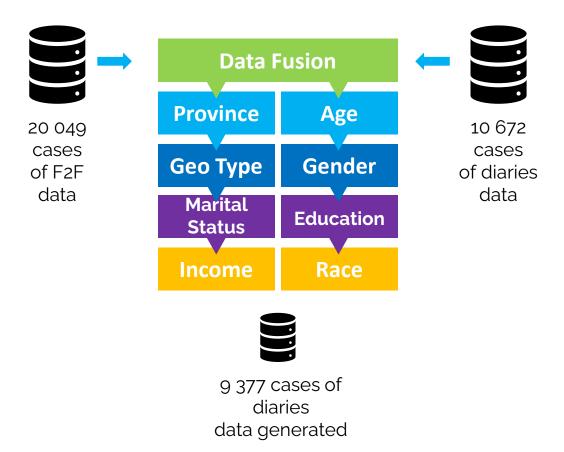
Authorisation to replace

- The need to replace is confirmed by a supervisor
- Substitution points in the EA are then used.
- Where the whole EA needs to be replaced, the project manager provides the EAs

Data Fusion



- 20 049 respondents completed a face-to-face questionnaire. Half were expected to complete the leave behind questionnaire.
- 10 672 respondents successfully completed the diaries.
- For the remaining respondents who did not complete the diaries, data was obtained through integrating the faceto-face interviews data with the leave behind questionnaire data.
- Several hooks were considered in fusing data including behavioural and demographic variables.

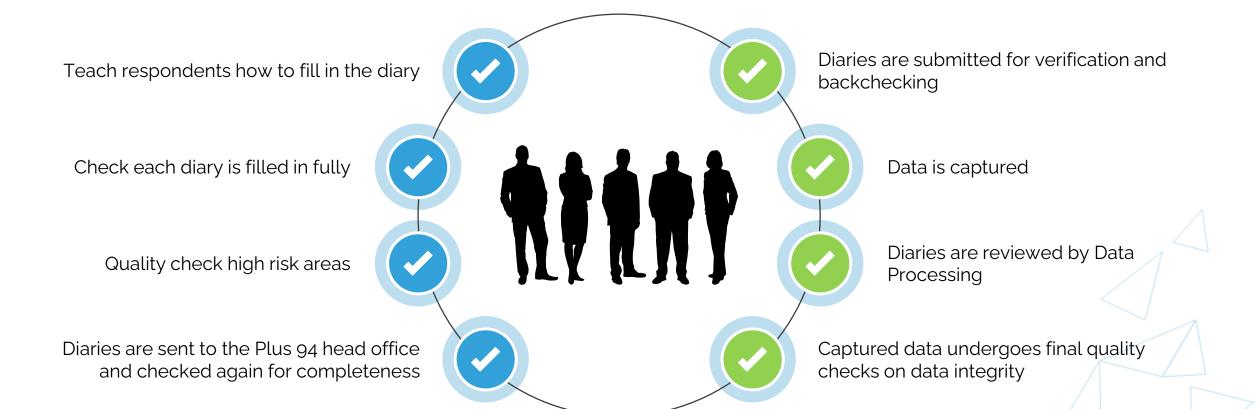






Field Quality Controls

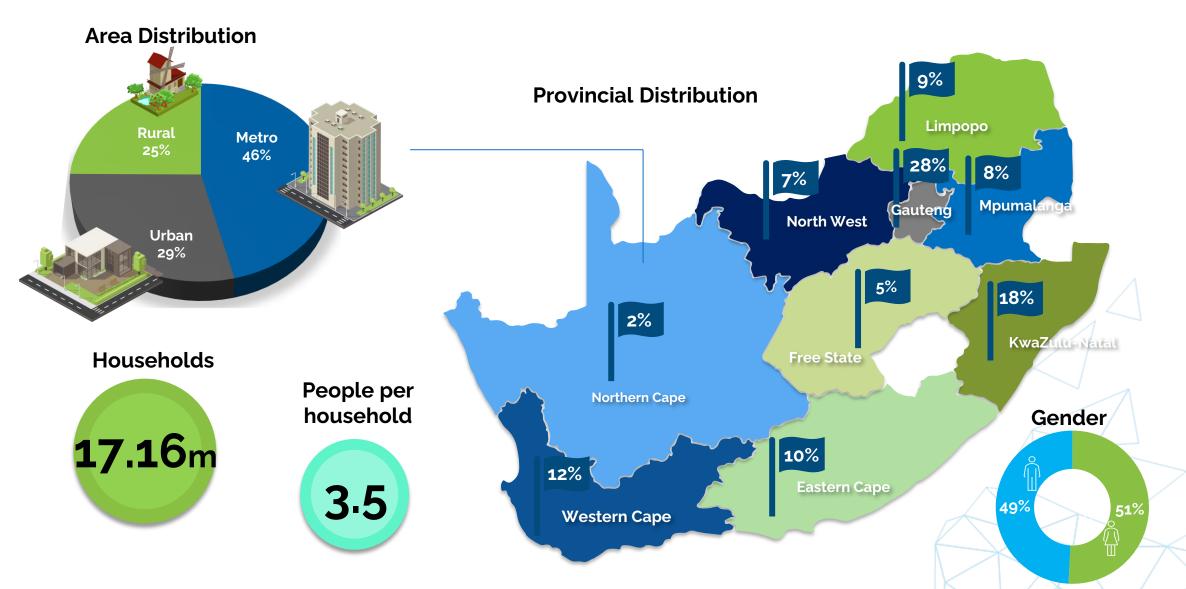






Demographic Profile



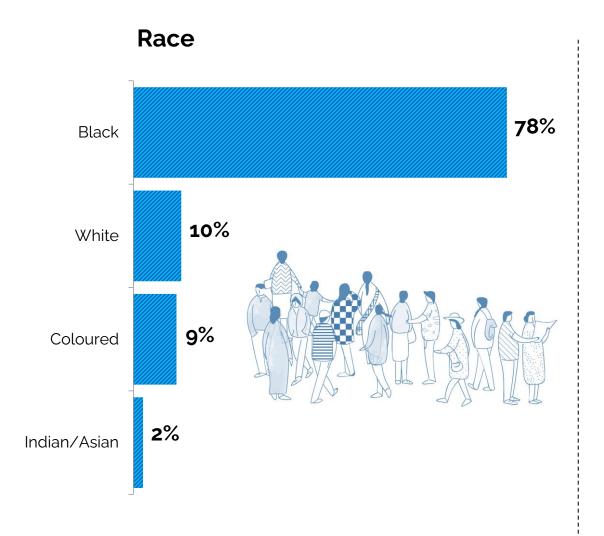




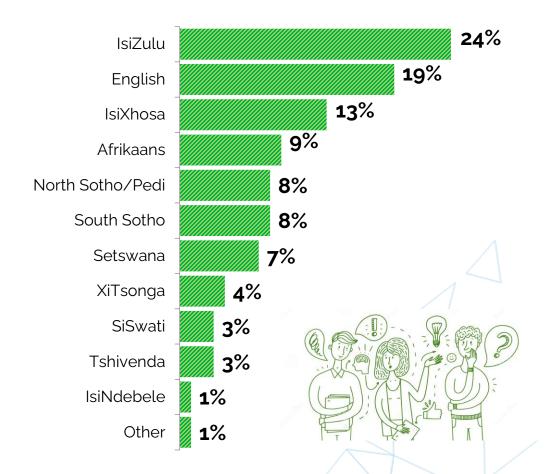
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Demographic Profile





Most Spoken Language





THANK YOU



PLUS 94
RESEARCH

