| $\mathrm{N}=6285,4 / 1-4 / 9 / 15$ | Adults 18+ | Men | Women | <\$50K | \$50K+ | 18-24 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | NE | MW | South | West |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Margin of Error = +/- 1.3\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Do you expect to spend more, the same or less for Mother's Day this year than you spent last year? |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| More | 18.0\% | 21.8\% | 14.3\% | 17.8\% | 17.5\% | 43.7\% | 31.9\% | 17.3\% | 11.3\% | 6.3\% | 3.8\% | 18.4\% | 15.3\% | 17.8\% | 20.5\% |
| Same | 57.0\% | 57.0\% | 57.0\% | 52.4\% | 61.4\% | 45.1\% | 57.4\% | 66.6\% | 66.3\% | 51.8\% | 51.9\% | 58.4\% | 58.5\% | 57.4\% | 53.7\% |
| Less | 9.3\% | 6.8\% | 11.7\% | 10.3\% | 8.5\% | 6.1\% | 5.4\% | 7.7\% | 8.9\% | 15.4\% | 11.8\% | 8.9\% | 9.5\% | 9.9\% | 8.6\% |
| Don't Celebrate Mother's Day | 15.8\% | 14.5\% | 17.0\% | 19.4\% | 12.5\% | 5.1\% | 5.3\% | 8.4\% | 13.5\% | 26.6\% | 32.5\% | 14.4\% | 16.7\% | 14.9\% | 17.3\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Percent Celebrating Mother's Day | 84.2\% | 85.5\% | 83.0\% | 80.6\% | 87.5\% | 94.9\% | 94.7\% | 91.6\% | 86.5\% | 73.4\% | 67.5\% | 85.6\% | 83.3\% | 85.1\% | 82.7\% |

If you plan to give any of the following as gifts on Mother's Day, please tell us how much you will spend for each. (in dollars)

| Clothing or clothing accessories Average of Buyers | Clothing or clothing accessories |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 47.26 |  | 47.71 |  | 57.07 |  | 47.37 |  | 44.48 |  | 41.93 |  | 49.99 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Percent Buying |  | 35.8\% |  | 36.3\% |  | 35.2\% |  | 33.3\% |  | 36.7\% |  | 58.0\% |  | 47.9\% |  | 38.1\% |  | 30.2\% |  | 25.0\% |  | 21.3\% |  | 38.3\% |  | 29.2\% |  | 38.2\% |  | 35.9\% |
| Net Average | \$ | 16.16 | \$ | 17.36 | \$ | 15.03 | \$ | 11.38 | \$ | 19.66 | \$ | 19.49 | \$ | 22.23 | \$ | 17.77 | \$ | 14.26 | \$ | 11.93 | \$ | 12.15 | \$ | 18.15 | \$ | 12.99 | \$ | 16.00 | \$ | 17.93 |
| in billions | \$ | 1.982 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Jewelry |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 102.91 | \$ | 129.63 | \$ | 69.20 | \$ | 75.05 | \$ | 125.20 | \$ | 82.50 | \$ | 107.27 | \$ | 117.27 | \$ | 107.02 | \$ | 103.75 | \$ | 103.81 | \$ | 104.96 | \$ | 91.26 | \$ | 101.78 | \$ | 115.24 |
| Percent Buying |  | 34.2\% |  | 39.2\% |  | 29.5\% |  | 30.7\% |  | 35.3\% |  | 57.1\% |  | 50.2\% |  | 35.9\% |  | 27.7\% |  | 19.0\% |  | 20.9\% |  | 37.5\% |  | 28.5\% |  | 34.4\% |  | 37.0\% |
| Net Average | \$ | 35.21 | \$ | 50.84 | \$ | 20.39 | \$ | 23.07 | \$ | 44.17 | \$ | 47.15 | \$ | 53.89 | \$ | 42.11 | \$ | 29.64 | \$ | 19.71 | \$ | 21.74 | \$ | 39.37 | \$ | 26.05 | \$ | 34.99 | \$ | 42.60 |
| in billions | \$ | 4.317 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Flowers |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 29.00 | \$ | 30.36 | \$ | 27.41 | \$ | 22.77 | \$ | 33.53 | \$ | 21.37 | \$ | 27.66 | \$ | 29.37 | \$ | 33.78 | \$ | 29.38 | \$ | 31.56 | \$ | 29.04 | \$ | 27.11 | \$ | 29.30 | \$ | 30.49 |
| Percent Buying |  | 67.2\% |  | 74.4\% |  | 60.4\% |  | 61.7\% |  | 70.6\% |  | 76.1\% |  | 74.2\% |  | 69.5\% |  | 65.4\% |  | 59.9\% |  | 60.4\% |  | 73.3\% |  | 65.5\% |  | 64.6\% |  | 67.9\% |
| Net Average | \$ | 19.49 | \$ | 22.59 | \$ | 16.54 | \$ | 14.05 | \$ | 23.66 | \$ | 16.25 | \$ | 20.53 | \$ | 20.40 | \$ | 22.09 | \$ | 17.59 | \$ | 19.06 | \$ | 21.27 | \$ | 17.75 | \$ | 18.92 | \$ | 20.71 |
| in billions | \$ | 2.389 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Books or CDs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 19.74 | \$ | 20.88 | \$ | 18.07 | \$ | 16.23 | \$ | 22.94 | \$ | 17.02 | \$ | 21.76 | \$ | 18.10 | \$ | 22.79 | \$ | 20.08 | \$ | 17.70 | \$ | 20.65 | \$ | 19.73 | \$ | 19.33 | \$ | 20.48 |
| Percent Buying |  | 20.0\% |  | 24.5\% |  | 15.8\% |  | 19.1\% |  | 20.0\% |  | 31.5\% |  | 32.5\% |  | 18.9\% |  | 15.5\% |  | 12.3\% |  | 12.1\% |  | 19.7\% |  | 18.5\% |  | 19.4\% |  | 22.0\% |
| Net Average | \$ | 3.95 | \$ | 5.11 | \$ | 2.85 | \$ | 3.10 | \$ | 4.59 | \$ | 5.36 | \$ | 7.06 | \$ | 3.42 | \$ | 3.54 | \$ | 2.48 | \$ | 2.15 | \$ | 4.06 | \$ | 3.65 | \$ | 3.75 | \$ | 4.51 |
| in billions | \$ | 0.484 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Greeting card(s) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 8.02 | \$ | 8.79 | \$ | 7.30 | \$ | 7.78 | \$ | 8.28 | \$ | 9.23 | \$ | 10.23 | \$ | 7.54 | \$ | 7.56 | \$ | 6.96 | \$ | 6.89 | \$ | 7.70 | \$ | 7.97 | \$ | 8.00 | \$ | 8.44 |
| Percent Buying |  | 80.0\% |  | 79.5\% |  | 80.5\% |  | 75.2\% |  | 83.9\% |  | 78.1\% |  | 79.2\% |  | 81.8\% |  | 83.7\% |  | 78.1\% |  | 78.3\% |  | 82.8\% |  | 80.7\% |  | 79.5\% |  | 78.1\% |
| Net Average | \$ | 6.41 | \$ | 6.98 | \$ | 5.87 | \$ | 5.85 | \$ | 6.94 | \$ | 7.21 | \$ | 8.10 | \$ | 6.17 | \$ | 6.33 | \$ | 5.44 | \$ | 5.40 | \$ | 6.38 | \$ | 6.43 | \$ | 6.36 | \$ | 6.59 |
| in billions | \$ | 0.786 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gift Card(s)/Certificate(s) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 41.22 | \$ | 43.19 | \$ | 39.32 | \$ | 34.16 | \$ | 47.26 | \$ | 31.37 | \$ | 41.64 | \$ | 40.52 | \$ | 41.46 | \$ | 45.29 | \$ | 48.33 | \$ | 47.68 | \$ | 36.50 | \$ | 40.55 | \$ | 41.36 |
| Percent Buying |  | 44.2\% |  | 44.4\% |  | 43.9\% |  | 40.5\% |  | 46.6\% |  | 52.0\% |  | 52.8\% |  | 48.9\% |  | 44.4\% |  | 37.8\% |  | 31.4\% |  | 46.1\% |  | 41.1\% |  | 44.9\% |  | 44.6\% |
| Net Average | \$ | 18.20 2.231 | \$ | 19.16 | \$ | 17.28 | \$ | 13.82 | \$ | 22.04 | \$ | 16.32 | \$ | 21.97 | \$ | 19.82 | \$ | 18.41 | \$ | 17.14 | \$ | 15.16 | \$ | 21.97 | \$ | 15.01 | \$ | 18.21 | \$ | 18.46 |
| Consumer electronics or computer related accessories |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 106.86 | \$ | 114.93 | \$ | 90.57 | \$ | 88.03 | \$ | 128.84 | \$ | 102.74 | \$ | 117.69 | \$ | 93.90 | \$ | 91.20 | \$ | 129.39 | \$ | 106.47 | \$ | 108.52 | \$ | 86.75 | \$ | 114.06 | \$ | 112.13 |
| Percent Buying |  | 14.2\% |  | 19.5\% |  | 9.2\% |  | 13.4\% |  | 14.1\% |  | 30.1\% |  | 29.0\% |  | 14.8\% |  | 8.1\% |  | 4.4\% |  | 2.9\% |  | 15.7\% |  | 10.9\% |  | 14.1\% |  | 16.6\% |
| Net Average | \$ | 15.19 | \$ | 22.45 | \$ | 8.30 | \$ | 11.77 | \$ | 18.18 | \$ | 30.94 | \$ | 34.12 | \$ | 13.92 | \$ | 7.42 | \$ | 5.63 | \$ | 3.13 | \$ | 17.03 | \$ | 9.42 | \$ | 16.06 | \$ | 18.63 |
| in billions | \$ | 1.862 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Housewares or gardening tools |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 38.93 | \$ | 43.81 | \$ | 33.02 | \$ | 32.74 | \$ | 45.47 | \$ | 39.40 | \$ | 41.58 | \$ | 34.21 | \$ | 45.10 | \$ | 34.57 | \$ | 32.05 | \$ | 42.05 | \$ | 35.48 | \$ | 39.02 | \$ | 40.24 |
| Percent Buying |  | 18.8\% |  | 21.2\% |  | 16.5\% |  | 17.5\% |  | 18.8\% |  | 32.9\% |  | 31.8\% |  | 19.1\% |  | 14.1\% |  | 10.6\% |  | 8.0\% |  | 18.3\% |  | 18.5\% |  | 18.2\% |  | 20.3\% |
| Net Average | \$ | 7.31 | \$ | 9.27 | \$ | 5.46 | \$ | 5.75 | \$ | 8.54 | \$ | 12.95 | \$ | 13.21 | \$ | 6.53 | \$ | 6.36 | \$ | 3.65 | \$ | 2.56 | \$ | 7.70 | \$ | 6.56 | \$ | 7.10 | \$ | 8.18 |
| in billions | \$ | 0.897 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Personal Service, such as day at a spa, a facial or a massage |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 58.55 | \$ | 63.71 | \$ | 51.55 | \$ | 48.20 | \$ | 65.40 | \$ | 51.17 | \$ | 56.50 | \$ | 61.94 | \$ | 62.97 | \$ | 68.89 | \$ | 67.82 | \$ | 62.95 | \$ | 55.26 | \$ | 56.49 | \$ | 60.47 |
| Percent Buying |  | 21.0\% |  | 24.8\% |  | 17.3\% |  | 18.3\% |  | 22.3\% |  | 40.1\% |  | 35.7\% |  | 23.2\% |  | 16.8\% |  | 7.7\% |  | 7.1\% |  | 20.6\% |  | 17.1\% |  | 20.7\% |  | 26.3\% |
| Net Average | \$ | 12.27 | \$ | 15.80 | \$ | 8.92 | \$ | 8.80 | \$ | 14.55 | \$ | 20.54 | \$ | 20.15 | \$ | 14.35 | \$ | 10.56 | \$ | 5.30 | \$ | 4.81 | \$ | 12.96 | \$ | 9.44 | \$ | 11.68 | \$ | 15.89 |
| in billions | \$ | 1.504 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, APR-15 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathrm{N}=6285,4 / 1-4 / 9 / 15$ | Adults 18+ |  |  | Men |  | Women |  | <\$50K |  | \$50K+ |  | 18-24 |  | 25-34 |  | 35-44 |  | 45-54 |  | 55-64 |  | $65+$ |  | NE |  | MW |  | South West |  |  |
| Margin of Error = +/-1.3\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Percent Buying |  | 54.2\% |  | 60.9\% |  | 48.0\% |  | 48.0\% |  | 58.7\% |  | 64.8\% |  | 61.7\% |  | 54.2\% |  | 50.6\% |  | 49.5\% |  | 47.5\% |  | 55.7\% |  | 51.0\% |  | 54.9\% |  | 55.9\% |
| Net Average | \$ | 31.48 | \$ | 38.07 | \$ | 25.22 | \$ | 21.73 | \$ | 38.81 | \$ | 30.65 | \$ | 34.85 | \$ | 34.59 | \$ | 31.79 | \$ | 27.82 | \$ | 28.92 | \$ | 35.38 | \$ | 25.56 | \$ | 31.66 | \$ | 34.37 |
| in billions | \$ | 3.859 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 27.94 | \$ | 28.44 | \$ | 27.44 | \$ | 23.77 | \$ | 31.94 | \$ | 24.73 | \$ | 28.42 | \$ | 27.29 | \$ | 29.70 | \$ | 28.77 | \$ | 28.90 | \$ | 29.76 | \$ | 26.24 | \$ | 26.51 | \$ | 29.75 |
| Percent Buying |  | 24.9\% |  | 25.7\% |  | 24.2\% |  | 26.0\% |  | 23.3\% |  | 32.1\% |  | 28.9\% |  | 25.9\% |  | 23.0\% |  | 19.6\% |  | 21.7\% |  | 27.6\% |  | 22.8\% |  | 23.9\% |  | 25.9\% |
| Net Average | \$ | 6.96 | \$ | 7.30 | \$ | 6.64 | \$ | 6.17 | \$ | 7.45 | \$ | 7.94 | \$ | 8.21 | \$ | 7.05 | \$ | 6.83 | \$ | 5.65 | \$ | 6.28 | \$ | 8.22 | \$ | 5.99 | \$ | 6.34 | \$ | 7.70 |
| in billions | \$ | 0.854 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Combined Net Average | \$ | 172.63 | \$ | 214.93 | \$ | 132.53 | \$ | 125.49 | \$ | 208.60 | \$ | 214.81 | \$ | 244.32 | \$ | 186.12 | \$ | 157.23 | \$ | 122.33 | \$ | 121.35 | \$ | 192.50 | \$ | 138.84 | \$ | 171.07 | \$ | 195.57 |
| in billions | \$ | 21.165 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Where will you purchase Mother's Day gifts this year? (Check all that apply) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Discount Store |  | 24.8\% |  | 22.5\% |  | 26.9\% |  | 29.4\% |  | 21.6\% |  | 26.2\% |  | 26.8\% |  | 27.1\% |  | 24.0\% |  | 26.0\% |  | 19.4\% |  | 19.6\% |  | 26.4\% |  | 28.0\% |  | 22.9\% |
| Department Store |  | 33.4\% |  | 34.8\% |  | 32.0\% |  | 32.2\% |  | 33.7\% |  | 53.5\% |  | 46.1\% |  | 37.0\% |  | 28.2\% |  | 23.7\% |  | 17.1\% |  | 33.6\% |  | 31.7\% |  | 34.5\% |  | 32.6\% |
| Specialty Clothing Store |  | 8.0\% |  | 9.8\% |  | 6.3\% |  | 7.0\% |  | 9.0\% |  | 18.1\% |  | 14.9\% |  | 8.5\% |  | 4.6\% |  | 2.6\% |  | 2.1\% |  | 8.9\% |  | 6.6\% |  | 7.8\% |  | 8.9\% |
| Specialty Store (Greeting Card/Gift Store, Florist, |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Jeweler, Electronics Store) |  | 28.2\% |  | 30.5\% |  | 25.9\% |  | 22.9\% |  | 33.0\% |  | 34.0\% |  | 35.5\% |  | 29.3\% |  | 30.1\% |  | 20.7\% |  | 20.7\% |  | 31.4\% |  | 26.8\% |  | 26.4\% |  | 29.5\% |
| Local/Small Business |  | 21.4\% |  | 23.4\% |  | 19.4\% |  | 18.5\% |  | 23.7\% |  | 23.3\% |  | 22.3\% |  | 20.0\% |  | 20.5\% |  | 21.3\% |  | 21.2\% |  | 24.3\% |  | 23.1\% |  | 17.3\% |  | 23.2\% |
| Online |  | 25.0\% |  | 26.5\% |  | 23.5\% |  | 22.3\% |  | 26.2\% |  | 36.0\% |  | 35.3\% |  | 30.1\% |  | 20.3\% |  | 18.3\% |  | 13.2\% |  | 25.6\% |  | 20.8\% |  | 25.5\% |  | 28.0\% |
| Catalog |  | 2.5\% |  | 2.7\% |  | 2.3\% |  | 2.9\% |  | 2.1\% |  | 3.7\% |  | 4.5\% |  | 2.6\% |  | 1.4\% |  | 1.9\% |  | 1.2\% |  | 2.2\% |  | 1.8\% |  | 2.8\% |  | 3.0\% |
| *The sum of the \% totals more than one answer. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Who do you plan to buy a Mother's Day gift for this year? (Check all that apply) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mother or Stepmother |  | 62.5\% |  | 59.8\% |  | 65.1\% |  | 61.6\% |  | 61.8\% |  | 89.2\% |  | 85.9\% |  | 81.6\% |  | 68.4\% |  | 41.2\% |  | 17.2\% |  | 62.8\% |  | 63.1\% |  | 60.7\% |  | 64.1\% |
| Wife |  | 23.2\% |  | 45.7\% |  | 1.8\% |  | 13.8\% |  | 30.5\% |  | 9.4\% |  | 20.2\% |  | 24.2\% |  | 24.1\% |  | 28.4\% |  | 29.3\% |  | 24.5\% |  | 22.7\% |  | 23.1\% |  | 22.6\% |
| Daughter |  | 9.8\% |  | 6.9\% |  | 12.4\% |  | 8.5\% |  | 11.0\% |  | 2.9\% |  | 6.4\% |  | 3.4\% |  | 8.1\% |  | 14.0\% |  | 21.5\% |  | 9.6\% |  | 11.1\% |  | 9.2\% |  | 9.5\% |
| Grandmother |  | 7.4\% |  | 6.6\% |  | 8.1\% |  | 7.3\% |  | 7.3\% |  | 19.4\% |  | 16.4\% |  | 8.4\% |  | 2.6\% |  | 0.3\% |  | 0.2\% |  | 7.6\% |  | 6.4\% |  | 7.8\% |  | 7.7\% |
| Sister |  | 8.9\% |  | 6.6\% |  | 11.1\% |  | 8.6\% |  | 9.2\% |  | 9.1\% |  | 12.4\% |  | 9.9\% |  | 8.0\% |  | 7.6\% |  | 6.6\% |  | 10.6\% |  | 7.6\% |  | 8.5\% |  | 9.4\% |
| Friend |  | 6.4\% |  | 5.2\% |  | 7.6\% |  | 6.6\% |  | 6.5\% |  | 7.1\% |  | 8.7\% |  | 6.0\% |  | 5.4\% |  | 4.9\% |  | 6.4\% |  | 7.4\% |  | 4.8\% |  | 7.0\% |  | 6.3\% |
| Godmother |  | 1.8\% |  | 1.3\% |  | 2.3\% |  | 1.7\% |  | 2.1\% |  | 3.5\% |  | 3.2\% |  | 2.2\% |  | 1.2\% |  | 1.0\% |  | 0.3\% |  | 2.3\% |  | 1.4\% |  | 1.6\% |  | 2.0\% |
| Other relative |  | 9.4\% |  | 4.6\% |  | 14.1\% |  | 8.8\% |  | 9.9\% |  | 6.2\% |  | 7.1\% |  | 8.2\% |  | 8.1\% |  | 12.9\% |  | 13.5\% |  | 8.7\% |  | 8.1\% |  | 10.1\% |  | 10.3\% |
| No one |  | 10.4\% |  | 7.3\% |  | 13.3\% |  | 15.0\% |  | 7.3\% |  | 2.2\% |  | 3.1\% |  | 4.6\% |  | 9.9\% |  | 17.2\% |  | 22.7\% |  | 8.3\% |  | 10.8\% |  | 11.0\% |  | 10.8\% |
| -The sum of the \% totals may be greater than $100 \%$ because the respondents can select more than one answer. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Do you own either of the following devices? |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Smartphone (e.g. iPhone, Droid, BlackBerry etc.) |  | 73.4\% |  | 75.0\% |  | 71.8\% |  | 64.0\% |  | 79.8\% |  | 90.5\% |  | 90.9\% |  | 84.2\% |  | 73.1\% |  | 59.1\% |  | 47.7\% |  | 70.5\% |  | 70.6\% |  | 74.5\% |  | 77.0\% |
| Tablet (e.g. iPad, TouchPad, XOOM, PlayBook, etc.) |  | 48.1\% |  | 48.0\% |  | 48.2\% |  | 38.3\% |  | 56.2\% |  | 43.7\% |  | 57.9\% |  | 54.7\% |  | 48.9\% |  | 43.6\% |  | 39.3\% |  | 48.8\% |  | 45.7\% |  | 47.6\% |  | 50.9\% |
| I do not own either of these types of devices *The sum of the \% totals may be greater than $100 \%$ because the respondents can select more than one answer. |  | 17.6\% |  | 17.2\% |  | 18.0\% |  | 25.6\% |  | 11.8\% |  | 4.9\% |  | 4.7\% |  | 9.5\% |  | 17.6\% |  | 28.0\% |  | 37.0\% |  | 20.0\% |  | 19.4\% |  | 17.0\% |  | 14.7\% |
| Own a Smartphone: How will you use your Smartphone to make Mother's Day purchase decisions? (Check all that apply) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Plan to Research Products/Compare Prices |  | 25.2\% |  | 27.8\% |  | 22.8\% |  | 24.6\% |  | 24.6\% |  | 46.0\% |  | 45.4\% |  | 30.6\% |  | 16.2\% |  | 12.1\% |  | 6.9\% |  | 28.3\% |  | 22.4\% |  | 24.4\% |  | 26.3\% |
| Plan to Purchase Products |  | 13.7\% |  | 16.7\% |  | 10.9\% |  | 12.9\% |  | 13.9\% |  | 28.8\% |  | 27.1\% |  | 15.3\% |  | 7.7\% |  | 4.5\% |  | 2.7\% |  | 14.5\% |  | 10.5\% |  | 14.4\% |  | 15.1\% |
| Plan to Redeem Coupons <br> Plan to look up Retailer Information (location, store hours, directions, etc.) |  | 10.5\% |  | 9.8\% |  | 11.1\% |  | 10.1\% |  | 10.7\% |  | 21.0\% |  | 18.4\% |  | 11.7\% |  | 6.9\% |  | 5.0\% |  | 2.6\% |  | 9.3\% |  | 10.7\% |  | 10.9\% |  | 10.3\% |
|  |  | 14.7\% |  | 16.3\% |  | 13.3\% |  | 13.6\% |  | 15.7\% |  | 30.0\% |  | 26.4\% |  | 16.6\% |  | 9.4\% |  | 5.8\% |  | 4.3\% |  | 16.4\% |  | 13.2\% |  | 13.9\% |  | 16.2\% |
| Plan to use Apps to Research or Purchase Products |  | 7.2\% |  | 8.9\% |  | 5.5\% |  | 7.5\% |  | 7.2\% |  | 16.4\% |  | 12.7\% |  | 7.5\% |  | 3.2\% |  | 3.1\% |  | 2.6\% |  | 6.8\% |  | 6.3\% |  | 7.5\% |  | 7.6\% |
| Plan to use Apps to Compare Prices |  | 7.2\% |  | 8.4\% |  | 6.1\% |  | 7.6\% |  | 7.3\% |  | 14.7\% |  | 11.1\% |  | 8.0\% |  | 3.3\% |  | 5.6\% |  | 2.7\% |  | 7.1\% |  | 5.7\% |  | 7.5\% |  | 8.2\% |
| Do not plan to Research or Make a Purchase with my |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| The sum of the \% totals may be greater than $100 \%$ because the respondents can select more than one answer. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Own a Tablet: How will you use your Tablet to make Mother's Day purchase decisions? (Check all that apply) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Plan to Research Products/Compare Prices |  | 28.5\% |  | 31.1\% |  | 26.0\% |  | 27.3\% |  | 28.8\% |  | 42.3\% |  | 42.3\% |  | 31.1\% |  | 27.0\% |  | 17.5\% |  | 14.2\% |  | 28.8\% |  | 24.2\% |  | 28.6\% |  | 31.9\% |
| Plan to Purchase Products |  | 18.3\% |  | 22.0\% |  | 14.7\% |  | 15.1\% |  | 19.7\% |  | 30.2\% |  | 29.9\% |  | 21.3\% |  | 17.6\% |  | 8.5\% |  | 5.2\% |  | 19.6\% |  | 14.9\% |  | 18.5\% |  | 19.9\% |


| Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, APR-15 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathrm{N}=6285,4 / 1-4 / 9 / 15$ | Adults 18+ | Men | Women | <\$50K | \$50K+ | 18-24 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | NE | MW | South | West |
| Margin of Error $=+/-1.3 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Plan to Redeem Coupons | 9.5\% | 11.1\% | 8.0\% | 9.6\% | 9.3\% | 22.1\% | 16.0\% | 9.0\% | 7.4\% | 3.6\% | 2.2\% | 9.5\% | 9.8\% | 9.5\% | 9.4\% |
| Plan to look up Retailer Information (location, store |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| hours, directions, etc.) | 13.5\% | 16.0\% | 11.2\% | 14.0\% | 13.5\% | 23.7\% | 23.5\% | 13.6\% | 12.7\% | 4.6\% | 5.3\% | 12.9\% | 11.1\% | 14.8\% | 15.1\% |
| Plan to use Apps to Research or Purchase Products | 7.5\% | 9.4\% | 5.7\% | 7.7\% | 7.4\% | 14.4\% | 13.8\% | 7.1\% | 5.9\% | 2.1\% | 3.1\% | 7.5\% | 6.2\% | 7.8\% | 8.5\% |
| Plan to use Apps to Compare Prices | 6.9\% | 8.5\% | 5.3\% | 6.4\% | 7.4\% | 12.1\% | 10.8\% | 7.9\% | 5.9\% | 1.8\% | 3.9\% | 7.6\% | 4.8\% | 6.2\% | 9.1\% |
| Do not plan to Research or Make a Purchase with my |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tablet <br> *The sum of the \% totals may be greater than $100 \%$ because the respondents can select more than one answer. | 57.9\% | 52.9\% | 62.7\% | 58.8\% | 58.2\% | 34.3\% | 37.0\% | 55.1\% | 58.6\% | 77.2\% | 79.5\% | 57.3\% | 64.1\% | 56.3\% | 54.8\% |

Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, APR 07-15
20072008
20102011
2012
2013
2014
2015

If you plan to give any of the following as gifts on Mother's Day, please tell us how much you will spend for each. (in dollars)

Clothing or clothing accessories

| Average of Buyers | \$ | 37.91 | \$ | 36.26 | \$ | 34.63 | \$ | 39.08 | \$ | 35.46 | \$ | 40.31 | \$ | 41.80 | \$ | 42.68 | \$ | 45.20 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Percent Buying |  | 37.0\% |  | 33.8\% |  | 31.1\% |  | 28.4\% |  | 31.8\% |  | 32.8\% |  | 33.3\% |  | 33.5\% |  | 35.8\% |
| Net Average | \$ | 14.04 | \$ | 12.26 | \$ | 10.79 | \$ | 11.09 | \$ | 11.29 | \$ | 13.24 | \$ | 13.94 | \$ | 14.28 | \$ | 16.16 |



| Flowers |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average of Buyers | \$ | 27.59 | \$ | 26.41 | \$ | 25.23 | \$ | 25.62 | \$ | 25.67 | \$ | 27.17 | \$ | 27.71 | \$ | 28.92 | \$ | 29.00 |
| Percent Buying |  | 72.4\% |  | 66.9\% |  | 66.8\% |  | 65.2\% |  | 64.9\% |  | 66.4\% |  | 68.2\% |  | 66.6\% |  | 67.2\% |
| Net Average | \$ | 19.98 | \$ | 17.65 | \$ | 16.86 | \$ | 16.71 | \$ | 16.66 | \$ | 18.04 | \$ | 18.90 | \$ | 19.26 | \$ | 19.49 |
| in billions | \$ | 2.258 | \$ | 2.012 | \$ | 1.918 | \$ | 1.921 | \$ | 1.931 | \$ | 2.195 | \$ | 2.312 | \$ | 2.346 | \$ | 2.389 |
| Books or CDs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 19.21 | \$ | 19.97 | \$ | 18.02 | \$ | 17.79 | \$ | 17.96 | \$ | 19.13 | \$ | 19.02 | \$ | 19.97 | \$ | 19.74 |
| Percent Buying |  | 29.3\% |  | 24.0\% |  | 23.7\% |  | 21.0\% |  | 22.7\% |  | 21.4\% |  | 22.2\% |  | 19.7\% |  | 20.0\% |
| Net Average | \$ | 5.64 | \$ | 4.80 | \$ | 4.28 | \$ | 3.74 | \$ | 4.08 | \$ | 4.09 | \$ | 4.22 | \$ | 3.94 | \$ | 3.95 |
| in billions | \$ | 0.637 | \$ | 0.546 | \$ | 0.487 | \$ | 0.430 | \$ | 0.473 | \$ | 0.498 | \$ | 0.516 | \$ | 0.480 | \$ | 0.484 |
| Greeting card(s) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 6.90 | \$ | 7.02 | \$ | 6.64 | \$ | 7.16 | \$ | 7.36 | \$ | 7.74 | \$ | 7.77 | \$ | 7.87 | \$ | 8.02 |
| Percent Buying |  | 86.8\% |  | 84.0\% |  | 84.7\% |  | 81.5\% |  | 82.2\% |  | 82.7\% |  | 81.0\% |  | 81.3\% |  | 80.0\% |
| Net Average | \$ | 5.98 | \$ | 5.89 | \$ | 5.62 | \$ | 5.84 | \$ | 6.05 | \$ | 6.40 |  | 6.29 | \$ | 6.40 | \$ | 6.41 |
| in billions | \$ | 0.676 | \$ | 0.672 | \$ | 0.640 | \$ | 0.671 | \$ | 0.701 | \$ | 0.779 | \$ | 0.769 | \$ | 0.780 | \$ | 0.786 |
| Gift Card(s)/Certificate(s) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 36.91 | \$ | 36.64 | \$ | 35.99 | \$ | 37.36 | \$ | 35.00 | \$ | 37.32 |  | 40.37 | \$ | 39.88 | \$ | 41.22 |
| Percent Buying |  | 39.3\% |  | 37.9\% |  | 36.7\% |  | 34.1\% |  | 39.9\% |  | 40.4\% |  | 41.5\% |  | 43.3\% |  | 44.2\% |
| Net Average | \$ | 14.52 | \$ | 13.89 | \$ | 13.19 | \$ | 12.74 | \$ | 13.96 | \$ | 15.07 | \$ | 16.77 | \$ | 17.27 | \$ | 18.20 |


| Consumer electronics or computer related accessories |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average of Buyers | \$ | 58.68 | \$ | 94.12 | \$ | 76.41 | \$ | 87.70 | \$ | 94.91 | \$ | 104.44 | \$ | 135.27 | \$ | 108.31 | \$ | 106.86 |
| Percent Buying |  | 11.3\% |  | 11.2\% |  | 9.9\% |  | 9.0\% |  | 13.3\% |  | 12.7\% |  | 14.1\% |  | 13.1\% |  | 14.2\% |
| Net Average | \$ | 6.61 | \$ | 10.55 | \$ | 7.53 | \$ | 7.88 | \$ | 12.63 | \$ | 13.24 | \$ | 19.04 | \$ | 14.15 | \$ | 15.19 |
| in billions | \$ | 0.747 | \$ | 1.202 | \$ | 0.857 | \$ | 0.906 | \$ | 1.464 | \$ | 1.611 | \$ | 2.328 | \$ | 1.724 | \$ | 1.862 |
| Housewares or gardening tools |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 34.16 | \$ | 34.75 | \$ | 33.77 | \$ | 34.17 | \$ | 34.63 | \$ | 36.15 | \$ | 38.95 | \$ | 36.69 | \$ | 38.93 |
| Percent Buying |  | 18.5\% |  | 17.6\% |  | 15.3\% |  | 14.5\% |  | 18.6\% |  | 18.1\% |  | 20.3\% |  | 18.2\% |  | 18.8\% |
| Net Average | \$ | 6.31 | \$ | 6.11 | \$ | 5.16 | \$ | 4.97 | \$ | 6.43 | \$ | 6.54 | \$ | 7.89 | \$ | 6.66 | \$ | 7.31 |
| in billions | \$ | 0.713 | \$ | 0.696 | \$ | 0.587 | \$ | 0.571 | \$ | 0.745 | \$ | 0.796 | \$ | 0.965 | \$ | 0.812 | \$ | 0.897 |
| Personal Service, such as day at a spa, a facial or a massage |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 56.26 | \$ | 53.83 | \$ | 55.05 | \$ | 57.94 | \$ | 55.90 | \$ | 58.25 | \$ | 58.96 | \$ | 56.54 | \$ | 58.55 |
| Percent Buying |  | 19.7\% |  | 18.1\% |  | 16.3\% |  | 14.0\% |  | 18.3\% |  | 18.8\% |  | 20.3\% |  | 21.3\% |  | 21.0\% |
| Net Average | \$ | 11.06 | \$ | 9.75 | \$ | 8.95 | \$ | 8.12 | \$ | 10.21 | \$ | 10.96 | \$ | 12.00 | \$ | 12.03 | \$ | 12.27 |
| in billions | \$ | 1.250 | \$ | 1.111 | \$ | 1.019 | \$ | 0.933 | \$ | 1.183 | \$ | 1.334 | \$ | 1.467 | \$ | 1.466 | \$ | 1.504 |
| Special outing, such as dinner or brunch |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 44.92 | \$ | 45.67 | \$ | 43.85 | \$ | 48.24 | \$ | 48.85 | \$ | 51.18 | \$ | 51.85 | \$ | 55.52 | \$ | 58.02 |
| Percent Buying |  | 61.0\% |  | 55.8\% |  | 54.8\% |  | 51.8\% |  | 54.7\% |  | 54.3\% |  | 55.3\% |  | 56.5\% |  | 54.2\% |
| Net Average | \$ | 27.38 | \$ | 25.48 | \$ | 24.03 | \$ | 24.98 | \$ | 26.73 | \$ | 27.79 | \$ | 28.65 | \$ | 31.36 | \$ | 31.48 |
| in billions | \$ | 3.095 | \$ | 2.903 | \$ | 2.734 | \$ | 2.872 | \$ | 3.098 | \$ | 3.382 | \$ | 3.503 | \$ | 3.820 | \$ | 3.859 |
| Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 28.23 | \$ | 28.49 | \$ | 26.35 | \$ | 37.66 | \$ | 25.12 | \$ | 26.57 | \$ | 27.08 | \$ | 28.52 | \$ | 27.94 |
| Percent Buying |  | 30.8\% |  | 29.6\% |  | 28.1\% |  | 23.8\% |  | 25.8\% |  | 25.7\% |  | 24.6\% |  | 26.7\% |  | 24.9\% |
| Net Average | \$ | 8.71 | \$ | 8.44 | \$ | 7.40 | \$ | 8.96 | \$ | 6.48 | \$ | 6.82 | \$ | 6.67 | \$ | 7.61 | \$ | 6.96 |
| in billions | \$ | 0.984 | \$ | 0.961 | \$ | 0.842 | \$ | 1.030 | \$ | 0.751 | \$ | 0.831 | \$ | 0.815 | \$ | 0.927 | \$ | 0.854 |
| Combined Net Average | \$ | 139.14 | \$ | 138.63 | \$ | 123.89 | \$ | 126.90 | \$ | 140.73 | \$ | 152.52 | \$ | 168.94 | \$ | 162.94 | \$ | 172.63 |
| in billions | \$ | 15.727 | \$ | 15.796 | \$ | 14.096 | \$ | 14.590 | \$ | 16.308 | \$ | 18.561 | \$ | 20.659 | \$ | 19.851 | \$ | 21.165 |

Where will you purchase Mother's Day gifts this year? (Check all that apply)

| Discount Store | 24.0\% | 25.7\% | 30.2\% | 30.4\% | 29.6\% | 30.2\% | 29.1\% | 24.0\% | 24.8\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Department Store | 29.0\% | 28.8\% | 27.2\% | 30.6\% | 32.0\% | 35.6\% | 34.4\% | 32.4\% | 33.4\% |
| Specialty Clothing Store | 6.1\% | 6.6\% | 5.5\% | 6.2\% | 7.1\% | 8.2\% | 8.9\% | 7.3\% | 8.0\% |
| Specialty Store (Greeting Card/Gift Store, Florist, Jeweler, Electronics Store) | 37.5\% | 35.0\% | 33.0\% | 33.6\% | 31.8\% | 36.3\% | 36.6\% | 33.5\% | 28.2\% |
| Local/Small Business | $\begin{array}{r} \mathrm{N} / \mathrm{A} \\ 20 \mathrm{O} \end{array}$ | $\begin{array}{r} \text { N/A } \\ 18.3 \% \end{array}$ | $\begin{array}{r} \text { N/A } \\ 18.2 \% \end{array}$ | $\begin{array}{r} \text { N/A } \\ 197 \% \end{array}$ | $\begin{array}{r} \text { N/A } \\ 215 \% \end{array}$ | N/A $25.6 \%$ | N/A 28.5 | N/A $29.0 \%$ | $\begin{aligned} & 21.4 \% \\ & 25.0 \% \end{aligned}$ |


|  | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Catalog <br> "The sum of the \% totals may be greater than $100 \%$ because the respondents can select more than one answer. | 2.9\% | 3.4\% | 2.7\% | 2.5\% | 2.9\% | 2.7\% | 3.0\% | 2.1\% | 2.5\% |
| Who do you plan to buy a Mother's Day gift for this year? (Check all that apply) |  |  |  |  |  |  |  |  |  |
| Mother or Stepmother | 62.2\% | 60.8\% | 62.4\% | 62.6\% | 59.9\% | 64.5\% | 65.2\% | 63.9\% | 62.5\% |
| Wife | 22.2\% | 20.6\% | 21.7\% | 20.6\% | 19.6\% | 22.4\% | 23.6\% | 22.5\% | 23.2\% |
| Daughter | 8.7\% | 9.4\% | 8.8\% | 9.4\% | 9.6\% | 10.5\% | 10.5\% | 9.2\% | 9.8\% |
| Grandmother | 8.3\% | 7.4\% | 7.2\% | 7.9\% | 8.0\% | 8.2\% | 8.5\% | 6.6\% | 7.4\% |
| Sister | 6.8\% | 7.4\% | 7.4\% | 7.6\% | 8.4\% | 8.4\% | 8.2\% | 7.6\% | 8.9\% |
| Friend | 6.7\% | 7.1\% | 6.8\% | 6.8\% | 7.3\% | 7.6\% | 6.6\% | 6.1\% | 6.4\% |
| Godmother | 1.6\% | 2.1\% | 1.6\% | 1.7\% | 1.8\% | 2.1\% | 1.7\% | 1.5\% | 1.8\% |
| Other relative | 12.1\% | 11.5\% | 11.7\% | 11.2\% | 11.1\% | 10.1\% | 9.8\% | 9.9\% | 9.4\% |
| No one | 8.1\% | 9.2\% | 9.0\% | 10.0\% | 8.9\% | 9.4\% | 8.1\% | 9.5\% | 10.4\% |

