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CT-2010-010

#### THE COMPETITION TRIBUNAL

IN THE MATTER OF the Competition Act, R.S.C. 1985, c. C-34, as amended;

**AND IN THE MATTER OF** an application by the Commissioner of Competition pursuant to section 76 of the *Competition Act*;

**AND IN THE MATTER OF** certain agreements or arrangements implemented or enforced by Visa Canada Corporation and MasterCard International Incorporated.

**BETWEEN:** 

## THE COMMISSIONER OF COMPETITION

**Applicant** 

- and -

# VISA CANADA CORPORATION and MASTERCARD INTERNATIONAL INCORPORATED

Respondents

- and -

# CANADIAN BANKERS ASSOCIATION and THE TORONTO-DOMINION BANK

Intervenors

EXPERT REPORT OF BENOÎT GAUTHIER

April 9, 2012

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# Acknowledgement of Expert Witness

- I, Benoît Gauthier, acknowledge that I will comply with the Competition Tribunal's code of conduct for expert witnesses which is described below:
- » An expert witness who provides a report for use as evidence has a duty to assist the Tribunal impartially on matters relevant to his or her area of expertise.
- » This duty overrides any duty to a party to the proceeding, including the person retaining the expert witness. An expert is to be independent and objective. An expert is not an advocate for a party.

Benoît Gauthier, April 9, 2012

# 1 INTRODUCTION

Visa Canada Corporation (Visa) and MasterCard International Incorporated (MasterCard) have been named as respondents in an application brought to the Competition Tribunal by the Commissioner of Competion (CT-2010-010). Counsel for Visa and MasterCard, Blakes, Cassels & Graydon LLP, and McMillan LLP respectively, have asked Benoît Gauthier of Circum Network Inc. to conduct research to inform their case in this matter. This report presents the nature of the research performed, the characteristics of the implementation of this research, and the results obtained from the research.

The study was planned by Benoît Gauthier, president of Circum Network Inc., executed under his supervision, and reported by him. Mr. Gauthier's curriculum vitae is appended to this report. Prof. Michael Mulvey of the University of Ottawa contributed to the design of the questionnaire. Benoît Gauthier was retained as an independent expert.

The assignment was to conduct a survey of the Canadian adult population to inform the following issues:

- 1. How do Canadian consumers use various forms of payment: debit cards, cash, cheques, store cards, credit cards and other forms of payment? What is the frequency of use of each?
- 2. Do Canadian consumers understand price differentials at the point of sale or otherwise?
- 3. How would Canadian consumers react to a surcharge at the point of sale or, alternatively, to a discrimination of some forms of payment at the point of sale? How would it affect their behaviour at the point of sale and their subsequent purchasing behaviour?
- 4. How would Canadian consumers react to uncertainty in merchant acceptance of certain types of credit cards at the point of sale? How would it affect their behaviour at the point of sale and their subsequent purchasing behaviour?

5. In altering credit card use, what is the comparative effectiveness of discounting, surcharging, and other strategies?

Chapter 2 of this report presents the methodology used and the implementation of that methodology. Chapter 3 presents the findings. The detailed questionnaire is reproduced in an appendix as are detailed data tables.

# 2 STUDY METHODOLOGY

This chapter presents the key elements of the methodology, including: the design of the questionnaire, the pre-test procedure, sampling, field work, weighting, data management, and data quality.

# 2.1 Questionnaire

The questionnaire is presented in Appendix B. It was developed by Benoît Gauthier, in collaboration with Prof. Michael Mulvey, based on the assignment questions received from legal counsel and identified in the previous chapter.

The questionnaire is structured in five parts: socio-demographic questions, questions concerning ownership of various payment tools, questions on the use made of credit cards, reactions to specific payment scenarios taking place at the point of sale, and reactions to general principles regarding payment at the point of sale.

**Socio demographic questions**. The questionnaire opens with a series of five socio-demographic questions which are used to calculate ex post facto weights. They are: mother tongue, year of birth, age group (if year of birth was not given), province of residence, and gender.

Ownership of various payment tools. This section runs from question QOWNCC to question QSTANDARD (refer to Appendix B for the questionnaire with question names). Respondents are asked if they have a general credit card, a store credit card, a debit card, or a chequing account. The questionnaire stops at that question for respondents who don't have a credit card. Respondents who have a credit card are then asked whether they have a Visa card, a MasterCard or an American Express card. Only respondents who have one of these cards continue into the questionnaire because we could establish whether their card was a standard or a premium card only for these three brands. The rest of this section serves to determine whether the respondent has a

standard or a premium credit card (or both). This determination was based on the information offered by the Canadian Federation of Independent Business in *Regular vs. Premium Credit Card Rate Chart for Small Business*<sup>1</sup>. The CFIB identifies premium cards on the basis of merchant fees. It establishes that, in the Visa family of consumer cards, only the Infinite card is a premium card; hence, question QINFINITE determines whether respondents with a Visa card have a premium card. In the MasterCard consumer card family, several brand names are used for premium cards, depending on the issuer. Therefore, the questionnaire includes eight questions (QMASTER1 to QMASTER8, one per issuer) to identify respondents with premium cards. This section closes on a question addressed to premium card holders about their concurrent possession of a standard card.

Use of credit cards. This section includes three sets of questions. The first one asks respondents to indicate the frequency at which they use the various modes of payment available to them to make a purchase of a certain value. The value to which the question referred was randomly selected for each participant among four value ranges: less than \$25, \$25 to \$75, \$76 to \$125, and more than \$125.² The value range selected here was reused throughout the questionnaire for any given respondent. In QMODES, respondents were asked which mode of payment they use most often to pay for a purchase in that value range. Subsequent questions in the questionnaire were asked only of respondents who use their credit card at least "most months". Finally, respondents were asked to indicate how important each reason in a series of reasons for using credit cards was.

**Specific payment scenarios**. This core section asks respondents to react to three aspects of each of eleven point-of-sale scenarios presented to them. The three aspects were:

- » how favourably they would react to the situation described in the scenario (from "I would really hate it" to "I would really love it");
- » how they would likely pay if they were faced with the situation described in the scenario; and,

<sup>2</sup> These value ranges were determined through discussion with Prof. Mulvey.

<sup>&</sup>lt;sup>1</sup> Canadian Federation of Independent Business, *Regular vs. Premium Credit Card Rate Chart for Small Business*, found on-line at <a href="http://www.cfib-fcei.ca/english/article/3162-credit-card-rate-chart-for-small-business.html">http://www.cfib-fcei.ca/english/article/3162-credit-card-rate-chart-for-small-business.html</a> (verified on March 2, 2012).

» whether they would be more or less likely to shop at a store where they would face the situation described in the scenario.

The eleven scenarios were as follows:

- a retail store offers a rebate at the cash register, for example (1%, 1.5%, 2%, randomly selected), for paying by debit card, by cheque or cash instead of by (standard) credit card;
- a retail store offers a rebate at the cash register, for example (1%, 1.5%, 2%, randomly selected), for using a standard credit card instead of a premium credit card;
- 3. a retail store offers a rebate at the cash register, for example (2%, 3%, 4%, randomly selected), for using a debit card, a cheque or cash instead of a premium credit card; <sup>3</sup>
- 4. a retail store surcharges at the cash register, for example (1%, 1.5%, 2%, randomly selected), for paying by (standard) credit card instead of by debit card, by cheque or cash;
- 5. a retail store surcharges at the cash register, for example (1%, 1.5%, 2%, randomly selected), for using a premium credit card instead of your standard credit card;
- 6. retail store surcharges at the cash register, for example (2%, 3%, 4%, randomly selected), for using a premium credit card instead of a debit card, a cheque or cash;
- 7. a retail store accepts no premium credit card;
- 8. a retail store accepts credit cards but asks patrons to use a form of payment other than a credit card;
- 9. a retail store informs patrons of the cost to the merchant of the use of a credit card:
- 10. a retail store informs patrons of the cost to the merchant of the use of a credit card AND asks patrons to use a form of payment other than a credit card;
- 11. a retail store accepts some (brand name) but not other (same brand name).

**General principles**. Finally, respondents were called upon to provide a general rating regarding the acceptability of each of the eleven scenarios, and to select which of two options they preferred between

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<sup>&</sup>lt;sup>3</sup> Note that this scenario should have applied to all respondents who used a premium credit card at least most months (3,984 respondents) but a programming oversight reduced this to respondents who used a premium credit card at least most months and who had a standard credit card (1,880 respondents).

discounting, surcharging and single-pricing presented to them two at a time.

The questionnaire was initially written in English and later translated into French by a professional translator; the French version was also reviewed by the study director.

#### 2.2 Pre-test

A pre-test was conducted with 213 study participants, some on the telephone, some on-line. Pre-test participants were asked to provide feedback on the questionnaire and on the overall survey experience. Following the pre-test, marginal and logistical changes were made to the questionnaire in response to the feedback received from these survey participants. Because of the small scale of the changes brought to the questionnaire, the pre-test cases were kept in the response data base.

# 2.3 Sampling

**Population**. The population of interest for this study is all Canadians aged 18 or over who understand English or French and possess a credit card.

**Use of a pre-recruited panel**. We opted to use a pre-recruited panel of Canadians for this study to obtain evidence from a large enough group of individuals to implement random assignment to price ranges and to discount/surcharge percentages. We selected a pre-recruited panel that is built in a rigorous and scientific manner which respects the rules of random selection and the premises of statistical inference.

The Probit panel includes individuals who have accepted to receive invitations to take part in surveys. It is distinct from other panels in at least three ways:

» it is constructed based on random telephone contacts made specifically for this purpose; most other Canadian panels use Web intercept techniques or self-registration which are non-random means of building a panel and which are unlikely to properly reproduce the composition of Canadian society;

- » the panel is actively maintained to ensure that it remains representative of the Canadian population;
- » the Probit panel is not entirely Web-based: a segment of about 20% of panel members prefer to be contacted by telephone. Their presence ensures that portions of the Canadian society which use the Internet less (or not at all) are nonetheless represented in the panel.

**Sampling plan**. Since we used a pre-recruited panel, no sampling plan was devised. All panel members were invited to respond to the questionnaire.

## 2.4 Field Work

Field work was conducted by Probit Inc., owner of the same-name panel. The data collection took place between January 14, 2012 and February 16, 2012. The initial e-mail invitation and telephone contacts with panellists were made on January 13, date of the pre-test. Reminders e-mails were issued on the following dates based on the needs of the survey: January 20, 21, 26, 27, 29, 30, and 31, as well as February 2 and 7.

Telephone calls were placed to panellists who preferred to be contacted in this manner. Up to five calls were placed before a case was retired from the sample.

During the data collection phase, the study director noted no economic, social or political event in the national press that could be related to the topic under study and that could somehow invalidate the data collected as being representative of the normal public opinion on these issues.

The field work as well as the data processing and reporting were conducted according to strict standards documented under separate cover. Our practices respect or exceed the standards in the market research industry as established by the key Canadian association, Marketing Research and Intelligence Association.

<sup>&</sup>lt;sup>4</sup> See http://circum.com/index.cgi?en:doc:T028

<sup>&</sup>lt;sup>5</sup> See http://www.mria-arim.ca/STANDARDS/CODE2005.asp

Table 1.1 reproduces contact information. Overall, the panel participation rate was 22%.

**TABLE 1.1 • Contact Information** 

| Final state   | TOTAL  |
|---|--------|
| Panellists invited  | 58,929 |
| Undeliverable e-mail addresses                                | 7,396  |
| Contacted panellists  | 51,533 |
| Completed questionnaires (including 2,577 over the telephone) | 11,561 |
| Participation rate  | 22%    |

# 2.5 Weighting

Weights were produced to ensure that the descriptive data are representative of the socio-demographic composition of Canadian society. Weights were computed using all completed questionnaires (whether the respondent had a credit card or not, and used it regularly or not) since that is the base of individuals for whom we have population data.

Census 2006 data were used to calculate the weights as they are the most recent available population figures for Canada. Weights were calculated based on gender, age, province of residence, and mother tongue using an iterative marginal fitting algorithm (rim weighting) which minimizes the variance of the weighting scheme.

## 2.6 Data Management

Data were managed using VoxCo's StatXP software. Detailed tables are included as Appendix C; they reproduce all responses to all questions in the questionnaire and include tables on some variables computed based on the responses provided, such as variable HASMCPREM at page C-24 on the proportion of MasterCard holders having identified their card as a premium card.

In the detailed tables, several columns of data are shown (see page C-1 for example). The first column of data reports the distribution of answers

for the entire weighted sample. The other columns contain breakdowns of the data in segments; there are four, five or six grouping of breakdowns, depending on the question reported. The data are always broken down by the type of credit card held by the respondent, age, gender, and the region of residence. When a question refers to a percentage discount or surcharge, the responses are also broken down according to the percentage effectively stated in the question. When a question refers to a price range, the responses are broken down according to the price effectively stated in the question.

The percentage discount or surcharge was randomly chosen for each respondent among three values:

- » 1%, 1.5%, or 2% for discounts or surcharges related to moving the customer from a premium card to a standard card, or from a standard card to a debit card, cash, or a cheque;
- » 2%, 3%, or 4% for discounts or surcharges related to moving the customer from a premium card to a debit card, cash, or a cheque.

For owners of premium cards, the percentages were synchronized: one of the following three pairs was randomly selected: 1%/2%, 1.5%/3%, or 2%/4%.

Some questions cited a price range, for example, "How do you most often pay for a purchase value of [4 possible value ranges]?". One price range was selected randomly for each respondent among the following: less than \$25, \$25 to \$75, \$76 to \$125, and more than \$125. The price range reference remained the same for a given respondent throughout the questionnaire.

Detailed tables display raw and weighted numbers of cases on which the percentages are based. They also report percentages that are statistically different from one another using a letter scheme. Each column is labelled with a letter; when a particular percentage is statistically different from another percentage on the same row (and in the same sub-table), the letter of that column is introduced in the percentage cell. For example, at page C-1, the first cell of column C reports that 17% of the owners of premium cards have French for a mother tongue; the letters B and F are also found along the 17% meaning that the percentages of cells B and F on the same line are

statistically significantly different from cell C. An upper-case cell letter depicts a statistical confidence level of 99% while a lower-case cell letter means that the statistical confidence level reaches 95%.

Ownership of credit cards is represented by five categories in the detailed tables of Appendix C.

- » The "Standard card" category includes all holders of Visa cards or MasterCards who did not self-identify in the premium card category;
- » The "Premium card" category includes all holders of American Express cards, as well as holders of Visa cards or MasterCards who indicated that their credit card bore the name of a premium card, as established in questions QINFINITE and QMASTER1 to QMASTER8.
- » The "Both" category regroups individuals who indicated having a standard as well as a premium card. Individuals in this column are also found in the "Standard card" and the "Premium card" columns.
- » The "MC Premium", "Infinite" and "Amex" categories include subsets of the "Premium card" category, i.e. the holders of MasterCard premium cards, American Express cards and of Visa Infinite cards; these categories were separated out of the "Premium card" category because they might tailor to different demographics;
- » The "No Visa, MC, Amex" group identifies survey respondents who indicated not holding any one of these cards. These respondents only answered the socio-demographic questions of the questionnaire to allow for post-weighting of the data set.

## 2.7 Data Quality

The data are from a large sample of 11,561 Canadians. A strictly random sample of this size possesses a sampling margin of error of  $\pm$  1.3 percentage points for a proportion of 50% at a confidence level of 95%, accounting for a design effect of 2.13 due to the weighting of the data. Table 1.2 provides additional examples of the estimated precision of the sample for different possible distributions of answers, as well as the lower and upper bound of the estimates associated with this precision.

TABLE 1.2
Confidence Intervals for a Random Sample of Size 11,561

| Proportion estimated | Precision    | Lower bound of the estimate | Upper bound of the estimate |
|----------------------|--------------|-----------------------------|-----------------------------|
| 10%                  | ± 0.8 point  | 9.2%                        | 10.8%                       |
| 25%                  | ± 1.2 points | 23.8%                       | 26.2%                       |
| 50%                  | ± 1.3 points | 48.7%                       | 51.3%                       |
| 75%                  | ± 1.2 points | 73.8%                       | 76.2%                       |
| 90%                  | ± 0.8 point  | 89.2%                       | 90.8%                       |

Note: the precision of the estimate is calculated using conventional formulas without correction for finite population, a sample size of 11,561, and a confidence level of 95%.

Since the panel used on this study conforms to the rules of random selection, it can be appropriate to cite sampling margins of error.

We cannot offer specific anchors into the results of this study based on published measurements parallel to those found in this study. To our knowledge, no reputable published data exists that is comparable to the measurements taken in this survey and reported in this report, and which could be used as a reality check of the quality of our data measurement.

# 3 RESULTS

This chapter presents the survey results in the order of the questions in the questionnaire. First, it addresses responses concerning ownership of various modes of payment; then, answers about the use of these modes of payment; then, reactions to the various point-of-sale scenarios that were tested; finally, positions on forced choices between two alternative point-of-sale situations.

# 3.1 Ownership of Modes of Payment

Based on survey results, more than nine out of ten adult Canadians possess a debit card (93%) or a bank account from which they can write cheques (91%) (Exhibit 3.1). Almost as many (87%) indicated that they hold a general credit card that they can use in many stores. Closer to one-quarter of respondents (27%) possess a store-specific credit card.

**EXHIBIT 3.1 • Ownership of Modes of Payment** 

| Modes of Payment                          | % Saying Yes | Source    |
|---|--------------|-----------|
| Debit card                                | 93%          | page C-9  |
| Checking account                          | 91%          | page C-10 |
| General credit card usable in many stores | 87%          | page C-7  |
| Credit card usable in only one store      | 27%          | page C-8  |
| Note: n = 11,561                          |              |           |

The 18-35 age group is somewhat less likely (83%) to hold a general credit card than the older age groups (88%) (page C-7). Men are a little more likely (89%) to have a general credit card than women (85%). Holding a general credit card is more frequent in British Columbia (91%) and Ontario (89%) than in the Prairie provinces (87%) and especially in Quebec and Atlantic Canada (81%).

Among respondents holding credit cards, 77% indicated that they possess a Visa card (Exhibit 3.2), 60% that they have a MasterCard, and 20% that they hold an American Express card. The ownership of other general credit cards was not tested because we did not have the information required to classify these other cards as standard or premium cards.

**EXHIBIT 3.2 • Brands of General Credit Cards Held** 

| Brands of cards held       | % Saying Yes        | n      | Source    |
|----------------------------|---------------------|--------|-----------|
| Visa                       | 77% of card holders | 10,257 | page C-11 |
| MasterCard                 | 60% of card holders | 10,257 | page C-12 |
| American Express           | 20% of card holders | 10,257 | page C-13 |
| Premium Visa cards         | 14% of Visa cards   | 7,994  | page C-14 |
| Premium MasterCards        | 51% of MasterCards  | 6,324  | page C-24 |
| Premium Amex cards         | 100% of Amex cards  | N/A    | (assumed) |
| Premium cards (calculated) | 48% of card holders | 10,171 | page C-25 |

Among Visa card holders, 14% indicated that their card has the trademark name "Infinite" on it, making them carriers of a premium Visa card. The identification of premium MasterCards is not as straightforward. MasterCard holders had to identify the issuing institution first (page C-15), then a list of premium card trademark names relevant to the issuing institution were listed to the respondent. Using this method, 51% of MasterCard holders were identified as having a premium card. Assuming that all American Express cards carry higher card acceptance fees, we calculated that 43% of credit card holders bear a premium card.

## 3.2 Use of Modes of Payment

Based on the proportion of relevant respondents who indicated using each mode of payment "most days", debit cards are used most frequently: 42% of respondents holding a debit card indicated using it most days (Exhibit 3.3). Premium cards come second with 38% of their

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<sup>&</sup>lt;sup>6</sup> Note that CFIB classified all of President's Choice Financial MasterCards as premium cards and that 17% of all MasterCards are from that issuer according to page C-15.

owners using them that frequently, followed by cash payments (made most days by 27% of respondents<sup>7</sup>) and payments by standard credit card (22% of standard credit card holders). Store-specific cards are used most days by only 2% of individuals who have such cards. Finally, cheques a very rarely used "most days" by individuals who have checking accounts.

**EXHIBIT 3.3 ● Frequency of Use of Modes of Payment** 

| Modes of Payment     | Most days | Most weeks | Most months | Less<br>frequently | Don't know /<br>No response | n      | Source    |
|----------------------|-----------|------------|-------------|--------------------|-----------------------------|--------|-----------|
| Debit card           | 42%       | 22%        | 13%         | 23%                | 1%                          | 9,392  | page C-30 |
| Premium credit card  | 38%       | 23%        | 18%         | 19%                | 2%                          | 4,748  | page C-28 |
| Cash                 | 27%       | 31%        | 17%         | 24%                | 1%                          | 10,170 | page C-32 |
| Standard credit card | 22%       | 22%        | 23%         | 32%                | 2%                          | 7,508  | page C-27 |
| Store credit card    | 2%        | 6%         | 17%         | 71%                | 3%                          | 3,371  | page C-29 |
| Cheque               | 0%        | 2%         | 11%         | 83%                | 4%                          | 9,655  | page C-31 |

Respondents were asked to indicate which mode of payment they used most often for a given purchase value. The purchase value was a range chosen randomly from four possible ranges: less than \$25, \$25 to \$75, \$76 to \$125, and more than \$125. Exhibit 3.4 summarises the results.

Overall and across all four price ranges, debit cards are used most often by 38% of respondents. Premium and standard credit cards followed, with 24% and 23% of mentions respectively, for a total of 47% for credit cards. Cash payments are a distant next option with 14% of respondents indicating that they use it most often.

Debit cards and cash are the main modes of payment for purchases up to \$25, with 38% and 34% of selections respectively. Cash payments drop rapidly for purchases of higher values, however, with 13% of selections in the \$25 to \$75 range and yet fewer in higher price ranges. Debit cards and credit cards are used equally often in the \$25 to \$75 range (43% and 42%) but credit cards are preferred over debit cards in

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<sup>&</sup>lt;sup>7</sup> That is, respondents who have a credit card since those without a credit card saw their questionnaire terminated before this question.

the \$76 to \$125 range (53% and 38% respectively) and in the range of values beyond \$125 (61% and 32% respectively).

EXHIBIT 3.4 ● Mode of Payment Most Often Used for Various Purchase Values

| Modes of Payment         | ALL    | Less than<br>\$25 | \$25 to \$75 | \$76 to<br>\$125 | More than<br>\$125 |
|--------------------------|--------|-------------------|--------------|------------------|--------------------|
| Debit card               | 38%    | 38%               | 43%          | 38%              | 32%                |
| Premium credit card      | 24%    | 15%               | 22%          | 28%              | 29%                |
| Standard credit card     | 23%    | 12%               | 20%          | 27%              | 32%                |
| Cash                     | 14%    | 34%               | 13%          | 6%               | 4%                 |
| Cheque                   | 1%     | 0%                | 0%           | 0%               | 1%                 |
| Store credit card        | 0%     | 0%                | 0%           | 0%               | 0%                 |
| Don't know / No response | 1%     | 1%                | 1%           | 1%               | 1%                 |
| n                        | 10,170 | 2,476             | 2,506        | 2,583            | 2,605              |
| Source: page C-33        |        |                   |              |                  |                    |

Credit card holders were asked to rate a series of reasons why they decide to use a credit card to make a particular payment. Exhibit 3.5 summarises the answers based on the detailed tables found at pages C-34 to C-46. The top three most frequent reasons cited for using credit cards are:

- "Because I can make purchases on-line or over the phone";
- » "Because I can pay for emergencies without worry"; and,
- "Because I can get perks like reward points and rental car insurance".

The two least important reasons and the two that are located clearly lower than the mid-point of the scale are:

- » "Because it allows me to contribute to a cause"; and,
- "Because I can make purchases on my own, without dealing with sales people".

Purchases on-line/phone 5,0 **Emergencies without worry** 4,9 Perks like reward points 4,9 Don't need to carry cash 4,7 Protection against fraude 4,3 Costs me nothing 4,2 Simpler at the cash register 4,0 Builds my credit history 4,0 Helps me monitor my expenses 4,0 Limited liability if robbed 3,9 Can pay later 3,9 Make purchases on my own 3,2 Contribution to a cause 2,2 2 5 6 7 Average on a 7-point importance scale from

EXHIBIT 3.5 Reasons to Choose a Credit Card Payment

## 3.3 Point-of-Sale Scenarios

As explained in section 2.1, respondents were asked to react in a structured manner to eleven scenarios taking place at the point of sale. The scenarios are laid out on page 5. Four reactions were requested for each scenario:

not at all to extremely

- » an affective reaction in response to the following question: " Imagine the following situation: [the scenario is inserted here]. Using a scale from 1 to 7 where 1 means 'I would really hate it', 4 means 'Indifferent' and 7 means 'I would really love it', how would you react to a retail store doing this?"
- » an anticipated *immediate reaction* at the point of sale in response to the following question: "Suppose that, once at the cash register, you learned that the retail store [the scenario is inserted here] when you wanted to use such a card. Would you be more likely to pay by credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase of [randomly selected range of

- values]? Only the methods of payment available to the respondent were listed.
- » a *longer term reaction* based on the following question: "For a purchase value of [randomly selected range of values], would you be more or less likely to shop at a retail store that [the scenario is inserted here]?"
- » a reaction to the principle behind each scenario in response to the following question: "Using a scale from 1 to 7 where 1 means 'not at all acceptable', 4 means 'moderately acceptable' and 7 means 'totally acceptable', how acceptable is each of the following?"

Exhibit 3.6 synthesizes the results of the four sets of reactions to all eleven scenarios. It is arrayed according to the level of success of the strategies at moving the customer to a lower-fee transaction (a standard credit card rather than a premium credit card) or a low-fee or no-fee transaction (a debit card, a cheque or cash), as shown by the green bar in pane B of Exhibit 3.6.

The rebate scenarios are the most effective at moving customers to a lower-fee method of payment. The rebate to pay cash (debit, cash, cheque) instead of paying using a standard card moves 75% of the customers concerned (page C-48). The rebate to move from premium cards to cash is successful with 73% of carriers of premium cards (page C-54). The rebate to use a standard card instead of a premium card succeeds 67% of the time (page C-51). These rebate scenarios are also the ones receiving the most positive immediate reactions (pane A of Exhibit 3.6 and pages C-47, C-53, and C-50), and the most positive acceptability ratings (pane D of Exhibit 3.6 and pages C-80, C-82, and C-81). Rebate strategies are the only ones that produce a net increase in the likelihood of customers returning to the store (as shown in pane C of Exhibit 3.6 as well as on pages C-49, C-54, and C-52): in all three rebate scenarios, more respondents indicate that they would be more likely to return to the store than there are respondents indicating that they would be less likely to do so.

**EXHIBIT 3.6 - Reactions to Point of Sales Scenarios** 

C

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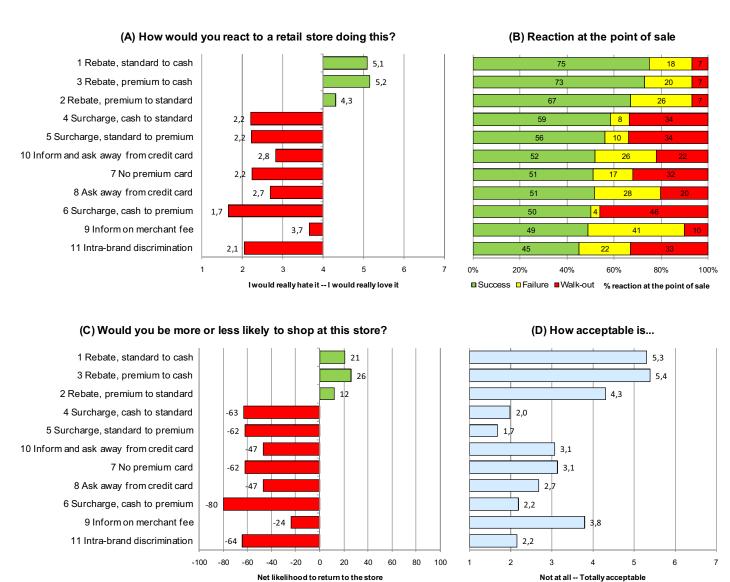
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7

C



All other strategies tested, including surcharges, information on charges, the refusal of premium cards, the request to use another mode of payment, and intra-brand discrimination generate some level of negative affective reaction among respondents (pane A of Exhibit 3.6).

All strategies other than rebates and the simple provision of information on merchant fees provoke a significant negative effect in the form of customers walking out on the immediate transaction (the red bars in pane B of Exhibit 3.6). For example, 46% of premium card holders indicated that they would walk out of a transaction where the merchant would surcharge between 2% and 4% for using a premium card rather than a form of cash.

All strategies other than rebates would also have a detrimental effect on the goodwill enjoyed by merchants. As pane C of Exhibit 3.6 shows, the net effect of all these strategies is that customers are less likely to return to the store. The worst strategy in this regard is the surcharge of 2% to 4% for using a premium card rather than a form of cash which sees 3% of targeted customers more likely to return versus 83% less likely to return to the store.

### 3.4 Forced Choices

Exhibit 3.7 summarizes the results of questions where respondents were forced to choose between two strategies. It shows clearly that surcharging is the least preferable strategy from a customer perspective: 3% to 8% selected surcharging over rebates and a single-price strategy. The single-price strategy is only slightly more preferable to customers than the rebate strategy: 48% prefer single-pricing to rebates and 77% prefer it to surcharges whereas 47% prefer rebates to single-pricing and 64% prefer rebates to surcharges.

# **EXHIBIT 3.7 • Forced Choices between Strategies**

|   | Rather than this strategy:                  |  |   |  |
|---|---|--|---|--|
| Percent who prefer this strategy:           | Reduction for payment without a credit card | Surcharge for payment with a credit card | A single price for all forms of payment |  |
| Reduction for payment without a credit card | -   | 64%<br>page C-93                         | 47%<br>page C-91                        |  |
| Surcharge for payment with a credit card    | 3%<br>page C-93                             | -  | 8%<br>page C-92                         |  |
| A single price for all forms of payment     | 48%<br>page C-91                            | 77%<br>page C-92                         | -                                       |  |
| Note: n = 7,678                             |   |  |   |  |

Benoît Gauthier, April 9, 2012

# APPENDIX A Benoît Gauthier's Curriculum Vitae



management and research consulting

March 2012

# President, *Circum Network* Adm.A., CMC, CMRP, CE

An electronic version of this curriculum vitae, with hyperlinks to organizations and documents is available at http://circum.com/index.cgi?en:cv:bg

Mr. Gauthier has very strong experience in research — in academic, private and public settings. He has specialized in strategic and organizational research and intervention, in market research, in program evaluation, in applied social research and in policy analysis. Over the years, his involvement in more than 400 research and intervention assignments has allowed him to build a particular expertise in the measurement and the management of client satisfaction, health and social services, technology, immigration, housing, human resource management, arts and culture, and management information systems. From a methodological standpoint, Mr. Gauthier has developed an enviable reputation both as a top-level quantitative and qualitative analyst and as a strong project manager.

After his doctoral studies, Mr. Gauthier has successively occupied the positions of chief of research in a branch of Justice Canada, senior evaluator at the Canada Mortgage and Housing Corporation, evaluation manager then director of program evaluation at Communications Canada and executive vice president and chief of operations at Ekos Research Associates. Early in 1996, he founded Circum Network Inc.. Since then, Mr. Gauthier has developed an interest in organizational management issues; this interest has allowed him to bridge measurement concerns and management concerns. He has acquired the Certified Management Consultant and the Certified Marketing Research Professional certifications. He is a member of the Ordre des administrateurs agréés du Québec.

Mr. Gauthier has taught social research methodology, program evaluation and decision making methods at the undergraduate and graduate levels at the Quebec École nationale d'administration publique, at the University of Ottawa and at the Université du Québec à Hull. He is still involved in teaching at ÉNAP. He is the editor of the textbook entitled *Recherche* sociale: de la problématique à la collecte des données, an introduction to social research, which has gone through five French editions so far (1984, 1992, 1997, 2003, 2008; Presses de l'Université du Québec) and one Portuguese edition (2003; Lusociência).

Mr. Gauthier has completed a Master's degree in political science at Université Laval, a Master's degree in public administration at ÉNAP and the course work and comprehensive examinations towards a doctorate in political science at Carleton University.

## STUDIES AND CERTIFICATIONS

- Credentialed evaluator, Canadian Evaluation Society (2010)
- Certified Marketing Research Professional, Professional Marketing Research Society (2004)
- Certified Management Consultant, Canadian Association of Management Consultants (CMC, 1999; certified for the preparation of PSGGR conformity opinions in March 2001)

- Master's (Public Administration), École nationale d'administration publique, Québec (1991)
- Master's Diploma (Public Sector Management), École nationale d'administration publique, Québec (1987)
- PhD, course work and comprehensive examinations (Political Science), Carleton University, Ontario (1984)
- Master's (Political Science), Laval University, Québec (1979)
- BA (Political Science), Laval University, Québec (1978)

### **ADDITIONAL TRAINING**

- Formation en saine gestion des entreprises et des organisations,
   Part B, Seminar from the Ordre des administrateurs agréés du
   Québec given by Deveaux Brault et Associés, December 2000
- Formation en saine gestion des entreprises et des organisations,
   Part A, Seminar from the Ordre des administrateurs agréés du
   Québec given by Deveaux Brault et Associés, October 1999
- Atelier de saine gestion I, Seminar from the Ordre des administrateurs agréés du Québec, March 1999
- Service Quality and Customer Satisfaction Measurement, Seminar given by Chuck Chakrapani on behalf of the Professional Marketing Research Society, November 1996

#### PROFESSIONAL AFFILIATIONS

- Certified Management Consultant (CMC); certified for the preparation of PSGGR conformity opinions
- Member, Ordre des administrateurs agréés du Québec (Adm.A.)
- Member, Canadian Evaluation Society
  - Credentialed Evaluator (2010)
  - Member of the CES Credentialing Board (2010-)

- 2006 CES Award for Contribution to Evaluation in Canada
- 2003 CES-NCC Leadership Recognition Award
- 2002 CES Exemplary Service Award
- Member, Canadian Evaluation Society Education Fund
  - 2009 CESEF Award for Contribution to Research on Evaluation Practice
- Member, American Evaluation Association
- Certified Marketing Research Professional (CMRP) and professional member, Marketing Research and Intelligence Association
- Member, American Association for Public Opinion Research

#### **CONFERENCES SINCE 2000**

- Dear Proposal Writer... Dear RFP Writer... Dialogue on Successes and Failures of the Request for Proposal Process, 2011 Canadian Evaluation Society Conference, Edmonton, May 2011 (with Simon Roy, Shelley Borys and Stephen Kester).
- With a Little Help from Our Friends: A Study of Evaluators' Networks, 2010 Canadian Evaluation Society Conference, Victoria, May 2010 (with Simon Roy, Natalie Kishchuk and Shelley Borys).
- A Debate on Evaluation Standards, 2010 Canadian Evaluation Society Conference, Victoria, May 2010 (with Simon Roy, Greg Mason, Robert Malatest and Shelley Borys).
- Multi-Level Evaluation Design: Challenges of A Mixed Methods
   Approach, 2009 Canadian Evaluation Society Conference, Ottawa,
   June 2, 2009 (with Heather MacDonald and Annette Przygoda).
- The Lay of the Evaluation Land, 2009, organization of a panel for the 2009 Canadian Evaluation Society Conference, Ottawa, June 1, 2009.
- Will they join the team and stay? A study of potential and new program evaluator, presentation to the 2008 Canadian Evaluation Society Conference, Québec, May 2008, with Simon Roy, Natalie Kishchuk and Shelley Borys.

- La collecte de données en ligne en évaluation, presentation to the 2008 Canadian Evaluation Society Conference, Québec, May 2008, with Simon Roy.
- Do you Feel Part of the Family? Study on the Sense of Belonging to the Program Evaluation Profession, presentation to the 2006 Canadian Evaluation Society Conference, Charlottetown, June 2006, with Simon Roy.
- Les visages alternatifs de la radiodiffusion : concurrence, complémentarité, presentation to the Rencontres professionnelles de l'industrie québécoise du disque, du spectacle et de la radio, April 20, 2006.
- Survey of Evaluation Practice and Issues in Canada, presentation to the 2005 Canadian Evaluation Society and American Evaluation Association Conference, Toronto, October 26, 2005, with Shelley Borys, Natalie Kishchuk and Simon Roy.
- A Strategic Analysis of the Situation of Program Evaluation in Canada, organization of a panel for the 2003 Canadian Evaluation Society Conference, Vancouver, June 2, 2003.
- Satisfaction de la clientèle: mesure et utilisation, presentation to the Quebec City Chapter of the Professional Marketing Research Society, April 15, 2003.
- La copie privée au Canada, 1998-2000, presentation to the Rencontres professionnelles de l'industrie québécoise du disque, du spectacle et de la radio, March 21, 2002.
- Assessing Survey Research, A Principled Approach, presentation at the 2001 Canadian Evaluation Society conference, Banff, May 21, 2001.
- Learning about survey research through a principled approach, halfday workshop offered at the 2001 Canadian Evaluation Society conference, Banff, May 20, 2001.

- Assessing Survey Research, A Principled Approach, presentation at the 2001 conference of the American Association for Public Opinion Research, Montreal, May 19, 2001.
- Assessing Survey Research, A Principled Approach, presentation at the 2001 Riding the Communications Revolution Professional Marketing Research Society conference, Ottawa, April 24, 2001.
- Comment mesurer adéquatement le taux de satisfaction de sa clientèle?, half-day workshop at the conference entitled Le service à la clientele : virage-client dans le secteur public, organized by the Institute for International Research, Quebec, January 24, 2001.
- La mesure de la satisfaction de la clientèle, one-day workshop for the Société québécoise d'évaluation de programmes, Quebec, October 5, 2000.
- Internet and Program Evaluation, The Non Existent Relationship, presentation for the National Capital chapter of the Canadian Evaluation Society, Ottawa, September 26, 2000.
- L'évaluation de la satisfaction de la clientèle, méthodes et limites, half-day workshop at the 2000 Joint Annual Conference of the Canadian Evaluation Society and of the Société québécoise d'évaluation de programme, Montréal, May 14, 2000.

#### PAST PROFESSIONAL EXPERIENCE

# Executive Vice-President and Chief of Operations, Ekos Research Associates, 1989-1996

- Management and participation in almost 100 research assignments dealing primarily with program evaluation and public opinion research.
- Daily management of a company staffed with 25 full-time employees and about 150 part-time employees.

# Director of Program Evaluation, Communications Canada, Ottawa, 1988-1989

 Responsible for the quality, the usefulness, the pertinence and the synchronization of evaluation studies and their transcription into strategic advice.

# Senior Program Evaluation Manager, Communications Canada, Ottawa, 1986-1988

 Management of program evaluation studies used by the department for strategic planning, resource allocation and program planning and analysis.

# Senior Evaluator and Methodologist, Canada Mortgage and Housing Corporation, Ottawa, 1983-1986

 Preparation of program evaluation studies used by the department in strategic planning and in program planning and analysis.

## Chief of Research, Canadian Unity Information Office, Ottawa, 1983

 Management of a multidisciplinary team dealing with requests for program evaluation studies, market research studies, mass communication research and attitude and opinion measurement.

#### **MAIN PUBLICATIONS**

#### **BOOKS**

Recherche sociale : de la problématique à la collecte des données, Québec, Presses de l'Université du Québec, 1984, second edition 1992, third edition 1997, fourth edition 2003, fifth edition 2008, 767 pages

(Recherche sociale was published in Portuguese in 2003 by Lusociência under the title *Investigação Social*)

- PUNCH Documentation, user manual for the PUNCH software, **Circum** Network Inc., 1996-1999, 100 pages
- Recherche sociale : cahier d'exercices, Québec, Télé-Université, Université du Québec, 1988, second edition 1993, 367 pages
- Recherche sociale : corrigé des exercices, Québec, Télé-Université, Université du Québec, 1988, second edition 1993, 150 pages
- SAS, manuel d'introduction, with Jean Crête, Ottawa, Ottawa University Bookstore, 1983, 165 pages
- Méta-évaluation en affaires sociales : analyse de cent cas d'évaluations de programmes, Québec, Conseil québécois de la recherche sociale, Social Affairs Department, 1983, 304 pages
- Logement et politiques gouvernementales : le cas de Donnacona, Québec, Université Laval, Master's thesis published by the Laboratoire d'études politiques et administratives, 1979, 265 pages

#### **ARTICLES**

- "The lay of the land: evaluation practice in Canada in 2009" (et alii), Canadian Journal of Program Evaluation, vol. 24, no. 1, Spring 2009, pp. 1-49.
- "Evaluation practice in Canada: results of a national survey", *Canadian Journal of Program Evaluation*, vol. 21, no. 3, special issue 2006, pp. 1-42, with Shelley Borys, Natalie Kishchuk and Simon Roy.
- "Enquête sur les pratiques et les enjeux de l'évaluation au Canada", Bulletin de la Société québécoise d'évaluation de programme, vol. 18, no. 2, December 2005, with Shelley Borys, Natalie Kishchuk et Simon Roy.
- "Are all samples of telephone numbers created equal?", *Vue*, February 2005, pp. 14-17.

- "Electronic Collaboration Tools: Opening Up a New World of Possibilities for Evaluators", *Evaluation Exchange*, vol. 10, no. 3, fall 2004, p. 21, http://www.gse.harvard.edu/hfrp/eval/issue27/pp4.html
- "The lay of the land: evaluation practice in Canada today" (et alii), Canadian Journal of Program Evaluation, vol. 19, no. 1, spring 2004, pp. 143-178.
- "Le concours de simulation : le point de vue d'un juge", *Canadian Journal of Program Evaluation*, vol. 18, no. 1, spring 2003, pp. 119-126.
- "Performance tools Web data collection", *Measuring Up*, vol. 1, no. 4, October 2002, pp. 19-20.
- "Conservateurs et réformistes, le mariage impossible", *Le Droit*, June 13, 1997, p. 17, with François-Pierre Gingras.
- "L'avenir de la droite fédérale en Ontario passe-t-elle par la fusion du Parti réformiste et du Parti progressiste-conservateur?", June 4, 1997, http://circum.com/textes\_e.htm, with François-Pierre Gingras.
- "La question du chômage et le caractère dinstinctif de l'électorat québécois au scrutin fédéral de 1993", *Revue québécoise de science politique*, no. 27, spring 1996, pp. 51-122, with François-Pierre Gingras and Frank Graves.
- "Lecture et société", Documentation et bibliothèques, January 1994.
- "L'avenir de l'évaluation au Québec et la place des conseillers privés et universitaires", *L'avenir de l'évaluation au Québec*, proceedings from the November 18, 1991, conference organised by the Société québécoise d'évaluation de programmes and the École nationale d'administration publique, 1992, pp. 55-63.
- "Évaluation des programmes de sciences et de technologie dans une perspective ministérielle", L'évaluation de programmes : Bulletin d'actualités, November 1989, pp. 5-6.

- "Client Satisfaction and Program Evaluation", Social Indicators Research, vol. 19, no. 2, 1987, pp. 229-254
- "La satisfaction de la clientèle en évaluation de programmes", Newsletter: Canadian Evaluation Society, vol. 5, no. 4, winter 1986, pp. 10-13
- "La satisfaction des clients en évaluation de programmes", L'évaluation de programmes : Bulletin d'actualités, Bureau du Contrôleur général du Canada, April 1986, pp. 2-3
- "Méta-évaluation en affaires sociales", Conseil québécois de la recherche sociale, Actes du Colloque sur la recherche sociale, Québec, Québec Government, 1984, pp. 67-78
- "Le mode de scrutin : une fausse justification", *Le Devoir*, August 25, 1982, p. 11
- "Les femmes à l'Assemblée nationale", Le Devoir, July 16, 1982, p. 13
- "Les sondages ne mentent pas, c'est leur traitement journalistique qui serait déficient", Le Devoir, April 13, 1982, p. 17

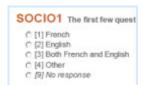
#### **BOOK REVIEWS**

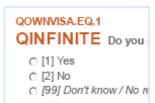
Twenty book reviews in *Politique* and in the *Canadian Political Science Review* 

# APPENDIX B Questionnaire

A copy of the questionnaire follows, in English and in French. Here are some indications to help make sense of it:

- » Question names are presented in orange capital letters left of the question text. They are reproduced for ease of reference and because some of the same names are used in other elements of information in the questionnaire.
- » Display conditions are formatted in orange capital letters, smaller than question names (in the example, "QOWNVISA.EQ.1"). They are the logical conditions under which a question is displayed. They are the main tool used to customise the questionnaire to the specific circumstances of a respondent. For example, most of the questions are asked only of individuals who use a credit card at some frequency; other questions are asked only of respondents who have a premium card.
- » Some parts of some questions are adjusted to the circumstances of each respondent. These flexible text chunks are displayed in orange bolded text. They are preceded by the name of the conditional text (in the example, &#QSTANDARD) and include the condition that drives the display of some text versus other text. In the example, if the respondent has a premium credit card, the text reads "Using a standard credit card" whereas, if the respondent does not have a premium credit card, the text reads "Using a credit card".





HASSTANDARD

QFREQSTANDARD Using
a [&#QSTANDARD:
[HASPREMIUM]standard[ELSE]]
credit card



#### { \$contexte{ip} =~ /192.168.0.?/ } CONSIGNE

Contact info:Name: &&ANAME Gender: &SEX

Age Group: &IAGE2 Region: &PRESTRATE

C [12] Yukon C [13] Nunavut C [98] Outside of Canada
>> THNK2 C [99] No response

Hello, may I speak with &&ANAME?

Hello, my name is [...] and I am calling from Probit, a national research company. We are conducting an important study about purchasing habits. Your contribution is very important to us. This should take no more than 15 minutes and your answers will remain totally confidential. May I begin?

| important to do. This should take no more than to thindes and your answers will remain totally confidential. May 1 begin. |   |  |  |  |  |
|---|---|--|--|--|--|
| Who is this survey done for?  | The survey is commissioned by Circum Network Inc., a well-established Canadian research company.  |  |  |  |  |
| How will my answers be kept confidential?   | No individual answers will be reported, only percentages and averages. Also, your name or phone number will not be associated with your answers.  |  |  |  |  |
| Why would I answer this survey?"  | The results of this study will be used to make decisions that affect the everyday life of every Canadian. Since only a limited number of people will be involved in the study, your participation is extremely important. |  |  |  |  |
| What is this survey about?  | The study is generally about retail purchases and methods used to pay for them.   |  |  |  |  |
| What are you going to try to sell me?   | I have absolutely nothing to sell to you. We are conducting a legitimate scientific survey.   |  |  |  |  |

Thank you for accepting to take part in this important study about purchasing habits. Your contribution is very important to us. This should take no more than 15 minutes and your answers will remain totally confidential. It is very important that you read the questions and answer choices attentively, and that you answer in a truthful manner.

|   | PAGE                     |                             |
|---|--------------------------|-----------------------------|
|   |                          | •                           |
| SOCIO1 The first few questions are for statistical purposes. Whic   | h language did you first | learn and still understand? |
| C [1] French C [2] English C [3] Both French and English C [4] Other C [9] No response  |                          |                             |
|   | PAGE                     |                             |
| SOCIO2 In what year were you born?  |                          |                             |
| C [1] Year (4 digits)   |                          |                             |
| C [9] No response   |                          |                             |
|   | PAGE                     |                             |
| SOCIO2.EQ.9   |                          |                             |
| SOCIO3 To which of the following age groups do you belong?  |                          |                             |
| C [1] 18 to 25<br>C [2] 26 to 35<br>C [3] 36 to 45<br>C [4] 46 to 55<br>C [5] 56 to 65<br>C [6] 66 or more<br>C [9] No response   |                          |                             |
|   | PAGE                     |                             |
| SOCIO4 In which province or territory do you reside?  |                          |                             |
| C [1] Newfoundland and Labrador C [2] Nova Scotia C [3] Prince Edward Island C [4] New Brunswick C [5] Quebec C [6] Ontario C [7] Manitoba C [8] Saskatchewan C [9] Alberta C [10] British Columbia |                          |                             |

|   |                | _              |          | PAGE            |              | -             |         |        |        |
|---|----------------|----------------|----------|-----------------|--------------|---------------|---------|--------|--------|
| SOCIO5 What is your gender?   |                |                |          |                 |              |               |         |        |        |
| C [1] Male  |                |                |          |                 |              |               |         |        |        |
| C [2] Female  |                |                |          |                 |              |               |         |        |        |
|   |                | _              |          | PAGE            |              |               |         |        | —      |
| First, so that I can ask you the right questions  | s, I would lik | e to know wl   | hether   | you have any    | of the follo | owing:        |         |        |        |
|   |                | [1]            | Yes      | [2] No          | [99] Don't   | know/No respo | onse    |        |        |
| QOWNCC a general credit card that you can u   | ıse in many s  | stores (       | 0        | 0               |              | 0             |         |        |        |
| QOWNSC a credit card that you can use in on   | ly one store   | (              | 0        | 0               |              | 0             |         |        |        |
| QOWNDC a debit card   |                | (              | 0        | 0               |              | 0             |         |        |        |
| QOWNCH a bank account where you can writ  | e cheques      | (              | 0        | 0               |              | 0             |         |        |        |
|   |                | _              |          | PAGE            |              |               |         |        |        |
| For your personal, not business, use, do you  | own            |                |          |                 |              |               |         |        |        |
|   | [1] Yes        | [2] No         | [99] [   | Don't know / No | response     |               |         |        |        |
| QOWNVISA a Visa card?   | 0              | 0              |          | 0               |              |               |         |        |        |
| QOWNMASTER a Mastercard?  | 0              | 0              |          | 0               |              |               |         |        |        |
| QOWNAMEX an American Express Card?  | 0              | 0              |          | 0               |              |               |         |        |        |
|   |                | _              |          | PAGE            |              | -             |         |        |        |
| QINFINITE Do you own a Visa card with  C [1] Yes C [2] No C [99] Don't know / No response   | the tradem     | nark name "lı  | nfinite" | on it?          |              |               |         |        |        |
|   |                | _              |          | PAGE            |              |               |         |        |        |
| QOWNMASTER.EQ.1  QMASTEREMIT Which financial ins  [1] Bank of Montreal  [2] CIBC  [3] Royal Bank of Canada  [4] National Bank  [5] Capital One  [6] ATB Financial  [7] Canadian Tire  [8] HSBC  [9] President's Choice Financial  [98] Other  [99] Don't know / No response | titutions hav  | ve provided    | you wi   | th your Maste   | ercards?     |               |         |        |        |
|   |                |                |          |                 |              |               |         |        | [99] [ |
|   |                |                |          |                 |              |               | [1] Yes | [2] No |        |
| QMASTERMIT.EQ.1 QMASTER1 Does your Bank of Montreal Mas Premium CashBack, Gold Air Miles MasterCard,  |                |                |          |                 |              | sterCard,     | 0       | 0      |        |
| QMASTEREMIT.EQ.2  QMASTER2 Does your CIBC Mastercard bea  | r one of the f | ollowing trade | emarde   | · Dividend Unli | imited World | I. Aventura   | 0       | 0      |        |

| [1] Yes | [2] No | [99] Don't know / No<br>response |
|---------|--------|----------------------------------|
| 0       | 0      | 0                                |
| 0       | C      | 0                                |
| 0       | 0      | C                                |
| C       | 0      | 0                                |
| 0       | 0      | 0                                |
| С       | 0      | 0                                |
| 0       | 0      | 0                                |
|         |        |                                  |

| QMASTEREMIT.EQ.8 QMASTER8 Does your HSBC Mastercard bear one of the following trademards: Premier MasterCard, Gold MasterCard or Advance MasterCard? | 0 | О | O |
|--|---|---|---|
| PAGE   |   |   | _ |

# **HASPREMIUM**

QSTANDARD The &QPREMIUMS [&#NPREMIUMS: [{n\_selections(\$QPREMIUMS,11,21,22,23,24,25,26,27,28,29,31)>1}]are called "premium" credit cards[ELSE]is called a "premium" credit card]. Do you have any other general credit cards? Those are called "standard" cards.

- C [1] Yes
- C [2] No
- C [99] Don't know / No response

Thinking about typical purchases you make <u>at retail stores</u>, do you pay using each of the following method most days, most weeks, most months or less frequently than that?

PAGE

|  | [1] Most<br>days | [2] Most<br>weeks | [3] Most<br>months | [4] Less frequently<br>than that | [99] Don't know/No<br>response |
|--|------------------|-------------------|--------------------|----------------------------------|--------------------------------|
| HASSTANDARD  QFREQSTANDARD Using a [&#QSTANDARD: [HASPREMIUM]standard[ELSE]] credit card</td><td>O</td><td>0</td><td>0</td><td>0</td><td>O</td></tr><tr><td>HASPREMIUM  QFREQPREMIUM Using a premium credit card</td><td>0</td><td>O</td><td>O</td><td>О</td><td>0</td></tr><tr><td>QOWNSC.EQ.1  QFREQSTORE Using a particular store credit card</td><td>0</td><td>0</td><td>0</td><td>0</td><td>C</td></tr><tr><td>QOWNDC.EQ.1 QFREQDEBIT Using a debit card</td><td>0</td><td>O</td><td>С</td><td>С</td><td>0</td></tr><tr><td>QOWNCH.EQ.1  QFREQCHEQUE Using a cheque</td><td>0</td><td>0</td><td>0</td><td>0</td><td>c</td></tr><tr><td>QFREQCASH Using cash</td><td>С</td><td>О</td><td>О</td><td>C</td><td>0</td></tr></tbody></table> |                  |                   |                    |                                  |                                |

PAGE

QMODES How do you most often pay [&#PURCHASEVALUE: [RANDOM1234.EQ.1] for a purchase value of less than \$25[RANDOM1234.EQ.2] for a purchase value between \$25 and \$75[RANDOM1234.EQ.3] for a purchase value between \$76 and \$125[ELSE] for a purchase value of more than \$125]?

O [HASSTANDARD] [1] Using a [&#QSTANDARD: [HASPREMIUM]standard[ELSE]] credit card

the following reasons in your decision to use a credit card to make a particular payment?

- O [HASPREMIUM] [2] Using a premium credit card
- O [QOWNSC.EQ.1] [3] Using a particular store credit card
- C [QOWNDC.EQ.1] [4] Using a debit card
- C [QOWNCH.EQ.1] [5] Using a cheque
- C [6] Using cash
- C [99] Don't know / No response

PAGE
Using a scale from 1 to 7 where 1 means "not at all important", 4 means "moderately important" and 7 means "extremely important", how important are each of

|   | [1] Not at all | [2] 2 | [3] 3 | [4] Moderately | [5] 5 | [6] 6 | [7] Extremely | [99] Don't know /<br>No response |
|---|----------------|-------|-------|----------------|-------|-------|---------------|----------------------------------|
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD1 Because I can pay later   | 0              | 0     | 0     | 0              | 0     | 0     | 0             | 0                                |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD2 Because I don't need to carry cash                                  | 0              | O     | С     | О              | O     | С     | C             | 0                                |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD3 Because I can get perks like reward points and rental car insurance | 0              | 0     | O     | 0              | O     | 0     | 0             | 0                                |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD4 Because I have limited liability if I get robbed                    | О              | O     | С     | О              | O     | С     | С             | 0                                |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD5 Because I can pay for emergencies without worry                     | 0              | 0     | c     | 0              | 0     | 0     | 0             | 0                                |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD6 Because it costs me nothing   | C              | O     | 0     | O              | О     | 0     | C             | 0                                |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD7 Because it builds my credit   | 0              | 0     | 0     | 0              | 0     | 0     | 0             | 0                                |

| history  |   |   |   |   |   |   |   |   |
|--|---|---|---|---|---|---|---|---|
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QWHYCARD8 Because it is just simpler at the cash register                           | O | 0 | О | 0 | О | О | О | О |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD9 Because it allows me to contribute to a cause                              | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QWHYCARD10 Because it protects me against fraudulent transactions                   | O | 0 | O | 0 | О | O | О | C |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QWHYCARD11 Because I can make purchases on-line or over the phone                   | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD12 Because the monthly statement helps me monitor my expenses                | O | C | С | 0 | О | С | О | 0 |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD13 Because I can make purchases on my own, without dealing with sales people | 0 | 0 | 0 | 0 | 0 | 0 | 0 | O |
| QFREQSTANDARD.EQ.1,2,3 .OR.<br>QFREQPREMIUM.EQ.1,2,3<br>QWHYCARD14 Other   | С | 0 | С | С | С | С | С | С |

PAGE

[&#IMAGINE: Imagine the following situation:] [&#SCEN1: a retail store that offers a rebate at the cash register, for example [&#LOWX: [RANDOM123.EQ.2]1½[ELSE]2]%, for paying by debit card, by cheque or cash instead of by [&#QSTANDARD: [HASPREMIUM]standard[ELSE]] credit card], [&#REACT: Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?]

|                                   | [1] I would<br>really<br>hate it<br>1 | [2] 2 | [3] 3 | [4] Indifferent | [5] 5 | [6] 6 | [7] I would<br>really<br>love it<br>7 | [99] Don't know/No response |
|-----------------------------------|---------------------------------------|-------|-------|-----------------|-------|-------|---------------------------------------|-----------------------------|
| QFREQSTANDARD.EQ.1,2,3<br>QSCEN1A | 0                                     | 0     | 0     | 0               | 0     | 0     | 0                                     | 0                           |

# QFREQSTANDARD.EQ.1,2,3

QSCEN1B [&#SUPPOSE: Suppose that, once at the cash register, you learned that the] [&#SCEN1B: retail store offers such a rebate for not using your credit card] when you wanted to use such a card. Would you be more likely to pay by credit card, [&#BYDEBIT: [QOWNDC.EQ.1]by debit card, [ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]by cheque, [ELSE]] or cash, or to walk out and go to another merchant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purchase value of less than \$25[RANDOM1234.EQ.2]for a purchase value between \$75 and \$75[RANDOM1234.EQ.3]for a purchase value between \$75 and \$125[ELSE]for a purchase value of more than \$125]?

- C [1] credit card
- C [QOWNDC.EQ.1] [2] debit card
- C [QOWNCH.EQ.1] [3] cheque
- C [4] cash
- C [5] walk out
- C [99] Don't know / No response

# QFREQSTANDARD.EQ.1,2,3

QSCEN1C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]For a purchase value of less than \$25[RANDOM1234.EQ.2]For a purchase value between \$25 and \$75[RANDOM1234.EQ.3]For a purchase value between \$76 and \$125[ELSE]For a purchase value of more than \$125], [&#LIKELIHOOD: would you be more or less likely to shop at] [&#SCEN1C: a retail store that offers such a rebate for not using your credit card]?

- C [1] Less likely
- C [2] It would make no difference
- C [3] More likely
- C [99] Don't know / No response

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[&#IMAGINE: Imagine the following situation:] [&#SCEN2: a retail store offers a rebate at the cash register, for example [&#LOWX:

[RANDOM123.EQ.1]1/[RANDOM123.EQ.2]11/[ELSE]2]%, for using your standard credit card instead of your premium credit card], [&#REACT: Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?]

| [1] I would<br>really<br>hate it<br>1 | [2] 2 | [3] 3 | [4] Indifferent | [5] 5 | [6] 6 | [7] I would<br>really<br>love it<br>7 | [99] Don't know / No<br>response |
|---------------------------------------|-------|-------|-----------------|-------|-------|---------------------------------------|----------------------------------|
|                                       |       |       |                 |       |       |                                       |                                  |

| HASSTANDARD C C C C C C C C C |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|-------------------------------|--|---|---|---|---|---|---|---|---|
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#### QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN2B [&#SUPPOSE: Suppose that, once at the cash register, you learned that the] [&#SCEN2B: retail store offers such a rebate for using your standard credit card] when you wanted to use your premium card. Would you be more likely to pay by premium credit card, [&#BYSTDCARD: [HASSTANDARD]by standard credit card, [ELSE]] [&#BYDEBIT: [QOWNDC.EQ.1]by debit card, [ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]by cheque, [ELSE]] or cash, or to walk out and go to another merchant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purchase value of less than \$25[RANDOM1234.EQ.2]for a purchase value between \$25 and \$75[RANDOM1234.EQ.3]for a purchase value between \$76 and \$125[ELSE]for a purchase value of more than \$125]?

- C [1] premium credit card
- C [2] standard credit card
- C [QOWNDC.EQ.1] [3] debit card
- C [QOWNCH.EQ.1] [4] cheque
- C [5] cash
- C [6] walk out
- C [99] Don't know / No response

# QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN2C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]For a purchase value of less than \$25[RANDOM1234.EQ.2]For a purchase value between \$25 and \$75[RANDOM1234.EQ.3]For a purchase value between \$76 and \$125[ELSE]For a purchase value of more than \$125], [&#LIKELIHOOD: would you be more or less likely to shop at] [&#SCEN2C: a retail store that offers such a rebate for using your standard credit card]?

- [1] Less likely
- C [2] It would make no difference
- C [3] More likely
- C [99] Don't know / No response

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[&#MAGINE: Imagine the following situation:] [&#SCEN3: a retail store offers a rebate at the cash register, for example [&#HIGHX: [RANDOM123.EQ.2]3[ELSE]4]%, for using a debit card, a cheque or cash instead of your premium credit card], [&#REACT: Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?]

|   | [1] I would<br>really<br>hate it<br>1 | [2] 2 | [3] 3 | [4] Indifferent | [5] 5 | [6] 6 | [7] I would<br>really<br>love it<br>7 | [99] Don't know / No<br>response |
|---|---------------------------------------|-------|-------|-----------------|-------|-------|---------------------------------------|----------------------------------|
| QFREQPREMIUM.EQ.1,2,3 .AND.<br>HASSTANDARD<br>QSCEN3A | 0                                     | 0     | 0     | 0               | 0     | 0     | 0                                     | 0                                |

# QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN3B [&#SUPPOSE: Suppose that, once at the cash register, you learned that the] [&#SCEN3B: retail store offers such a rebate for not using your premium credit card] when you wanted to use your premium card. Would you be more likely to pay by premium credit card, [&#BYDEBIT: [QOWNDC.EQ.1]by debit card, [ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]by cheque, [ELSE]] or cash, or to walk out and go to another merchant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purchase value of less than \$25[RANDOM1234.EQ.2]for a purchase value between \$75 and \$75[RANDOM1234.EQ.3]for a purchase value between \$76 and \$125[ELSE]for a purchase value of more than \$125]?

- C [1] premium credit card
- C [QOWNDC.EQ.1] [2] debit card
- C [QOWNCH.EQ.1] [3] cheque
- O [4] cash
- C [5] walk out
- C [99] Don't know / No response

# QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN3C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]For a purchase value of less than \$25[RANDOM1234.EQ.2]For a purchase value between \$25 and \$75[RANDOM1234.EQ.3]For a purchase value between \$76 and \$125[ELSE]For a purchase value of more than \$125], [&#LIKELIHOOD: would you be more or less likely to shop at] [&#SCEN3C: a retail store that offers such a rebate for not using your premium credit card]?

- C [1] Less likely
- C [2] It would make no difference
- C [3] More likely
- C [99] Don't know / No response

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[&#MAGINE: Imagine the following situation:] [&#SCEN4: a retail store that surcharges at the cash register, for example [&#LOWX: [RANDOM123.EQ.2]1½[ELSE]2]%, for paying by [&#QSTANDARD: [HASPREMIUM]standard[ELSE]] credit card instead of by debit card, by cheque or cash], [&#REACT: Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?]

| [1] I would really hate it [4] Indifferent 1 [2] 2 [3] 3 4 [5] 5 [6] 6 | [7] I would<br>really<br>love it<br>7 | [99] Don't know/No response |
|--|---------------------------------------|-----------------------------|
|--|---------------------------------------|-----------------------------|

| QFREQSTANDARD.EQ.1,2,3<br>QSCEN4A | 0 | 0 | 0 | 0 | 0 | 0 | 0 | О |
|-----------------------------------|---|---|---|---|---|---|---|---|

#### OFREOSTANDARD FQ.1.2.3

QSCEN4B [&#SUPPOSE: Suppose that, once at the cash register, you learned that the] [&#SCEN4B: retail store surcharges in that manner for using your [&#QSTANDARD: [HASPREMIUM]standard[ELSE]] credit card] when you wanted to use such a card. Would you be more likely to pay by credit card, [&#BYDEBIT: [QOWNDC.EQ.1]by debit card,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]by cheque,[ELSE]] or cash, or to walk out and go to another merchant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purchase value of less than \$25[RANDOM1234.EQ.2]for a purchase value between \$25 and \$75[RANDOM1234.EQ.3]for a purchase value between \$76 and \$125[ELSE]for a purchase value of more than \$125]?

- C [1] credit card
- C [QOWNDC.EQ.1] [2] debit card
- C [QOWNCH.EQ.1] [3] cheque
- [4] cash
- C [5] walk out
- C [99] Don't know / No response

#### QFREQSTANDARD.EQ.1,2,3

QSCEN4C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]For a purchase value of less than \$25[RANDOM1234.EQ.2]For a purchase value between \$25 and \$75[RANDOM1234.EQ.3]For a purchase value between \$76 and \$125[ELSE]For a purchase value of more than \$125], [&#LIKELIHOOD: would you be more or less likely to shop at] [&#SCEN4C: a retail store that surcharges in that manner for using your [&#QSTANDARD: [HASPREMIUM]standard[ELSE]] credit card]?

- O [1] Less likely
- C [2] It would make no difference
- C [3] More likely
- C [99] Don't know / No response

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[&#MAGINE: Imagine the following situation:] [&#SCEN5: a retail store that surcharges at the cash register, for example [&#LOWX: [RANDOM123.EQ.2]1½[ELSE]2]%, for using your premium credit card instead of your standard credit card], [&#REACT: Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?]

|   | [1] I would<br>really<br>hate it<br>1 | [2] 2 | [3] 3 | [4] Indifferent | [5] 5 | [6] 6 | [7] I would<br>really<br>love it<br>7 | [99] Don't know / No<br>response |
|---|---------------------------------------|-------|-------|-----------------|-------|-------|---------------------------------------|----------------------------------|
| QFREQPREMIUM.EQ.1,2,3 .AND.<br>HASSTANDARD<br>QSCEN5A | 0                                     | 0     | 0     | 0               | 0     | 0     | 0                                     | 0                                |

# QFREQPREMIUM.EQ.1.2.3 .AND. HASSTANDARD

QSCEN5B [&#SUPPOSE: Suppose that, once at the cash register, you learned that the] [&#SCEN5B: retail store surcharges in that manner for using your premium credit card] when you wanted to use your premium card. Would you be more likely to pay by premium credit card, [&#BYSTDCARD: [HASSTANDARD]by standard credit card, [ELSE]] [&#BYDEBIT: [QOWNDC.EQ.1]by debit card, [ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]by cheque, [ELSE]] or cash, or to walk out and go to another merchant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purchase value of less than \$25[RANDOM1234.EQ.2]for a purchase value between \$25 and \$75[RANDOM1234.EQ.3]for a purchase value between \$76 and \$125[ELSE]for a purchase value of more than \$125]?

- C [1] premium credit card
- C [2] standard credit card
- C [QOWNDC.EQ.1] [3] debit card
- C [QOWNCH.EQ.1] [4] cheque
- C [5] cash
- C [6] walk out
- C [99] Don't know / No response

# QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN5C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]For a purchase value of less than \$25[RANDOM1234.EQ.2]For a purchase value between \$25 and \$75[RANDOM1234.EQ.3]For a purchase value between \$76 and \$125[ELSE]For a purchase value of more than \$125], [&#LIKELIHOOD: would you be more or less likely to shop at] [&#SCEN5C: a retail store that surcharges in that manner for using your premium credit card]?

- C [1] Less likely
- $\ensuremath{\mathbb{C}}$  [2] It would make no difference
- O [3] More likely
- C [99] Don't know / No response

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[&#MAGINE: Imagine the following situation:] [&#SCEN6: retail store that surcharges at the cash register, for example [&#HIGHX: [RANDOM123.EQ.1]3[ELSE]4]%, for using your premium credit card instead of a debit card, a cheque or cash], [&#REACT: Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?]

|                               | [1] I would<br>really<br>hate it<br>1 | [2] 2 | [3] 3 | [4] Indifferent | [5] 5 | [6] 6 | [7] I would<br>really<br>love it<br>7 | [99] Don't know / No response |
|-------------------------------|---------------------------------------|-------|-------|-----------------|-------|-------|---------------------------------------|-------------------------------|
| QFREQPREMIUM.EQ.1,2,3 QSCEN6A | 0                                     | 0     | 0     | 0               | 0     | 0     | 0                                     | С                             |

#### QFREQPREMIUM.EQ.1,2,3

QSCEN6B [&#SUPPOSE: Suppose that, once at the cash register, you learned that the] [&#SCEN6B: retail store surcharges in that manner for using your premium credit card] when you wanted to use your premium card. Would you be more likely to pay by premium credit card, [&#BYDEBIT: [QOWNDC.EQ.1]by debit card, [ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]by cheque, [ELSE]] or cash, or to walk out and go to another merchant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purchase value of less than \$25[RANDOM1234.EQ.2]for a purchase value between \$25 and \$75[RANDOM1234.EQ.3]for a purchase value between \$76 and \$125[ELSE]for a purchase value of more than \$125]?

| _  | F47 |         | 124    |      |
|----|-----|---------|--------|------|
| €. | 111 | premium | creait | caro |

C [QOWNDC.EQ.1] [2] debit card

C [QOWNCH.EQ.1] [3] cheque

C [4] cash

C [5] walk out

C [99] Don't know / No response

#### QFREQPREMIUM.EQ.1.2.3

QSCEN6C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]For a purchase value of less than \$25[RANDOM1234.EQ.2]For a purchase value between \$25 and \$75[RANDOM1234.EQ.3]For a purchase value between \$76 and \$125[ELSE]For a purchase value of more than \$125], [&#LIKELIHOOD: would you be more or less likely to shop at] [&#SCEN6C: a retail store that surcharges in that manner for using your premium credit card]?

| $\circ$ | [11] | 1 655 | likely |
|---------|------|-------|--------|

C [2] It would make no difference

O [3] More likely

C [99] Don't know / No response

PAGE -

[&#IMAGINE: Imagine the following situation:] [&#SCEN7: a retail store that accepts no premium credit card], [&#REACT: Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?]

|                                  | [1] I would<br>really<br>hate it<br>1 | [2] 2 | [3] 3 | [4] Indifferent | [5] 5 | [6] 6 | [7] I would<br>really<br>love it<br>7 | [99] Don't know / No response |
|----------------------------------|---------------------------------------|-------|-------|-----------------|-------|-------|---------------------------------------|-------------------------------|
| QFREQPREMIUM.EQ.1,2,3<br>QSCEN7A | 0                                     | 0     | 0     | 0               | 0     | 0     | 0                                     | 0                             |

# QFREQPREMIUM.EQ.1,2,3

QSCEN7B [&#SUPPOSE: Suppose that, once at the cash register, you learned that the] [&#SCEN7B: retail store accepts no premium credit card] when you wanted to use such a card. Would you be more likely to pay [&#BYSTDCARD: [HASSTANDARD]by standard credit card,[ELSE]] [&#BYDEBIT: [QOWNDC.EQ.1]by debit card,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]by cheque,[ELSE]] or cash, or to walk out and go to another merchant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purchase value of less than \$25[RANDOM1234.EQ.2]for a purchase value between \$75 and \$75[RANDOM1234.EQ.3]for a purchase value between \$76 and \$125[ELSE]for a purchase value of more than \$125]?

| 0 | [HASSTANDARD] | 1 [1]   | standard | credit | card |
|---|---------------|---------|----------|--------|------|
| • |               | 1 1 1 1 | Standard | CICUIL | Cara |

C [QOWNDC.EQ.1] [2] debit card

C [QOWNCH.EQ.1] [3] cheque

O [4] cash

C [5] walk out

C [99] Don't know / No response

# QFREQPREMIUM.EQ.1,2,3

QSCEN7C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]For a purchase value of less than \$25[RANDOM1234.EQ.2]For a purchase value between \$25 and \$75[RANDOM1234.EQ.3]For a purchase value between \$76 and \$125[ELSE]For a purchase value of more than \$125], [&#LIKELIHOOD: would you be more or less likely to shop at] [&#SCEN7C: a retail store which accepts no premium credit card]?

C [1] Less likely

C [2] It would make no difference

C [3] More likely

C [99] Don't know / No response

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[&#MAGINE: Imagine the following situation:] [&#SCEN8: a retail store which accepts credit cards but asks patrons to use a form of payment other than a credit card], [&#REACT: Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?]

|   | [1] I would<br>really<br>hate it<br>1 | [2] 2 | [3] 3 | [4] Indifferent | [5] 5 | [6] 6 | [7] I would<br>really<br>love it<br>7 | [99] Don't know / No<br>response |
|---|---------------------------------------|-------|-------|-----------------|-------|-------|---------------------------------------|----------------------------------|
| QFREQSTANDARD.EQ.1,2,3 .OR.<br>QFREQPREMIUM.EQ.1,2,3<br>QSCEN8A | 0                                     | 0     | 0     | 0               | 0     | 0     | 0                                     | 0                                |

QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN8B [&#SUPPOSE: Suppose that, once at the cash register, you learned that the] [&#SCEN8B: retail store accepts credit cards but <u>asks</u> patrons to use a form of payment other than a credit card] when you wanted to use such a card. Would you be more likely to pay by credit card, [&#BYDEBIT: [QOWNDC.EQ.1]by debit card,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]by cheque,[ELSE]] or cash, or to walk out and go to another merchant

| [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purchase value of less than \$25[RANDOM1234.EQ.2]for a purchase value between \$25 and</th></tr><tr><td>\$75[RANDOM1234.EQ.3]for a purchase value between \$76 and \$125[ELSE]for a purchase value of more than \$125]?</td></tr></tbody></table> |
|--|
|--|

C [1] credit card

C [QOWNDC.EQ.1] [2] debit card

C [QOWNCH.EQ.1] [3] cheque

○ [4] cash

C [5] walk out

C [99] Don't know / No response

#### QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN8C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]For a purchase value of less than \$25[RANDOM1234.EQ.2]For a purchase value between \$25 and \$75[RANDOM1234.EQ.3]For a purchase value between \$76 and \$125[ELSE]For a purchase value of more than \$125], [&#LIKELIHOOD: would you be more or less likely to shop at] [&#SCEN8C: a retail store which accepts credit cards but asks patrons to use a form of payment other than a credit card]?

C [1] Less likely

C [2] It would make no difference

O [3] More likely

C [99] Don't know / No response

PAGE -

[&#MAGINE: Imagine the following situation:] [&#SCEN9: a retail store which informs patrons of the cost to the merchant of the use of a credit card], [&#REACT: Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?]

|   | [1] I would<br>really<br>hate it<br>1 | [2] 2 | [3] 3 | [4] Indifferent | [5] 5 | [6] 6 | [7] I would<br>really<br>love it<br>7 | [99] Don't know / No<br>response |
|---|---------------------------------------|-------|-------|-----------------|-------|-------|---------------------------------------|----------------------------------|
| QFREQSTANDARD.EQ.1,2,3 .OR.<br>QFREQPREMIUM.EQ.1,2,3<br>QSCEN9A | 0                                     | 0     | 0     | 0               | 0     | 0     | 0                                     | 0                                |

#### QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN9B [&#SUPPOSE: Suppose that, once at the cash register, you learned that the] [&#SCEN9B: retail store informs patrons of the cost to the merchant of the use of a credit card] when you wanted to use such a card. Would you be more likely to pay by credit card, [&#BYDEBIT: [QOWNDC.EQ.1]by debit card, [ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]by cheque, [ELSE]] or cash, or to walk out and go to another merchant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purchase value of less than \$25[RANDOM1234.EQ.2]for a purchase value between \$76 and \$125[ELSE]for a purchase value of more than \$125]?

C [1] credit card

C [QOWNDC.EQ.1] [2] debit card

C [QOWNCH.EQ.1] [3] cheque

C [4] cash

C [5] walk out

C [99] Don't know / No response

# QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN9C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]For a purchase value of less than \$25[RANDOM1234.EQ.2]For a purchase value between \$25 and \$75[RANDOM1234.EQ.3]For a purchase value between \$76 and \$125[ELSE]For a purchase value of more than \$125], [&#LIKELIHOOD: would you be more or less likely to shop at] [&#SCEN9C: a retail store that informs patrons of the cost to the merchant of the use of a credit card]?

O [1] Less likely

C [2] It would make no difference

C [3] More likely

C [99] Don't know / No response

PAGE -

[&#MAGINE: Imagine the following situation:] [&#SCEN10: a retail store which informs patrons of the cost to the merchant of the use of a credit card AND asks patrons to use a form of payment other than a credit card], [&#REACT: Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?]

|  | [1] I would<br>really<br>hate it<br>1 | [2] 2 | [3] 3 | [4] Indifferent | [5] 5 | [6] 6 | [7] I would<br>really<br>love it<br>7 | [99] Don't know / No<br>response |
|--|---------------------------------------|-------|-------|-----------------|-------|-------|---------------------------------------|----------------------------------|
| QFREQSTANDARD.EQ.1,2,3 .OR.<br>QFREQPREMIUM.EQ.1,2,3<br>QSCEN10A | 0                                     | 0     | 0     | 0               | 0     | 0     | 0                                     | O                                |

# QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN10B [&#SUPPOSE: Suppose that, once at the cash register, you learned that the] [&#SCEN10B: retail store informs AND asks in that manner] when you wanted to use such a card. Would you be more likely to pay by credit card, [&#BYDEBIT: [QOWNDC.EQ.1]by debit card,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]by cheque,[ELSE]] or cash, or to walk out and go to another merchant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purchase value of less than \$25[RANDOM1234.EQ.2]for a purchase value between \$76 and \$125[ELSE]for a purchase value of more than \$125]?

| C [QOWNCt.EQ.1] [2] debit card C [QOWNCH.EQ.1] [3] cheque C [4] cash C [5] walk out C [99] Don't know / No response   |  |  |  |  |  |  |  |  |
|---|--|--|--|--|--|--|--|--|
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ QSCEN10C [&#PURCHASEVALUEUC: [RANDOI and \$75[RANDOM1234.EQ.3]For a purchase value bet less likely to shop at] [&#SCEN10C: a retail store that it is the content of the conte</th><th>M1234.EQ.1]F<br>ween \$76 and</th><th>\$125[ELSE]Fo</th><th>r a purchase</th><th></th><th></th><th></th><th></th><th></th></tr><tr><th>C [1] Less likely C [2] It would make no difference C [3] More likely C [99] Don't know / No response</th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th></tr><tr><th>[&#IMAGINE: Imagine the following situation:] [&#SCEI<br>QOWNMASTER.EQ.2.9]Visa cards[QOWNVISA.EQ.2.9.<br>[&#BRANDNAME: [QOWNVISA.EQ.1 .AND. QOWNMASTERSES]], [&#REACT: Using a scale for some cards [ELSE]Mastercards]], [&#REACT: Using a scale for some cards [ELSE]Mastercards].</th><th>AND. QOWNN<br>TER.EQ.2,9]Vi</th><th>MASTER.EQ.1]N<br>sa cards[QOWI</th><th>pts some [8<br>lastercards]<br>NVISA.EQ.2,</th><th>RANDOM12.EC<br>9 .AND. QOWN</th><th>Q.1]Visa cards<br>MASTER.EQ.1</th><th>[ELSE]Maste<br>]Mastercards</th><th>s[RANDOM12.</th><th>EQ.1]Visa</th></tr><tr><th>how would you react to a retail store doing this?]  [1] I wo really</th><th>/</th><th></th><th>[4] Indiffe</th><th>t</th><th></th><th>[7] I woul</th><th></th><th>n't know / No</th></tr><tr><th>hate 1</th><td>[2] 2</td><td>[3] 3</td><td>4</td><td>[5] 5</td><td>[6] 6</td><td>love it<br>7</td><td></td><td>sponse</td></tr><tr><th>QFREQSTANDARD.EQ.1,2,3.OR. QFREQPREMIUM.EQ.1,2,3  QSCEN11A</th><td>0</td><td>O</td><td>0</td><td>0</td><td>0</td><td>0</td><td></td><td>0</td></tr><tr><th>[QOWNVISA.EQ.1 .AND. QOWNMASTER.EQ.2,9]Visa cards[ELSE]Mastercards] but not others] when you wa [QOWNDC.EQ.1]by debit card,[ELSE]] [&#BYCHEQUE: [&#PURCHASEVALUE: [RANDOM1234.EQ.1]for a purch \$75[RANDOM1234.EQ.3]for a purchase value between C [1] credit card C [QOWNCLEQ.1] [2] debit card C [QOWNCH.EQ.1] [3] cheque C [4] cash C [5] walk out C [99] Don't know / No response  QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ QSCEN11C [&#PURCHASEVALUEUC: [RANDOI and \$75[RANDOM1234.EQ.3]For a purchase value between test likely to shop at] [&#SCEN11C: a retail store that a cards[QOWNVISA.EQ.2,9 .AND. QOWNMASTER.EQ.1]II C [1] Less likely C [2] It would make no difference C [3] More likely C [99] Don't know / No response  Using a scale from 1 to 7 where 1 means "not at all act the following?</th><th>anted to use s<br>[QOWNCH.EC<br>nase value of<br>\$76 and \$125<br>.1,2,3<br>M1234.EQ.1]Fr<br>ween \$76 and<br>accepts some<br>Mastercards[R</th><th>or a purchase v<br>\$125[ELSE]for a pu<br>or a purchase v<br>\$125[ELSE]for<br>[&#BRANDNAI</th><th>ould you be ELSE]] or ca RANDOM123 rchase value ralue of less r a purchase ME: [QOWN 1] Visa cards</th><th>more likely to pash, or to walk  4.EQ.2]for a pure of more than  than \$25[RAN  e value of more  /ISA.EQ.1 .AND</th><th>DOM1234.EQ. than \$125]; DOM1234.EQ. than \$125], QOWNMAST</th><th>cher credit ca<br>another mer<br>between \$25<br>2]For a purcl<br>&#LIKELIHO<br>ER.EQ.2,9]Vi<br>others]?</th><th>rd, [&#BYDEE<br>chant<br>and<br>hase value be<br>DD: would you</th><th>etween \$25<br>u be more or</th></tr><tr><th></th><th>[1] Not at all</th><th>[2] 2</th><th>[3] 3</th><th>[4] Moderately</th><th>[5] 5</th><th>[6] 6</th><th>[7] Totally<br>7</th><th>[99] Don't<br>know/No<br>response</th></tr><tr><th>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QACCEPT1 merchants offering patrons [&#LOWX: [RANDOM123.EQ.1]1/[RANDOM123.EQ.2]1½[ELSE]2]% discounts for using cash, cheque or debit rather than [&#QSTANDARD: [HASPREMIUM]standard[ELSE]] credit cards</th><th>0</th><th>O</th><th>0</th><th>C</th><th>O</th><th>0</th><th>O</th><th>O</th></tr><tr><th>QFREQPREMIUM.EQ.1,2,3  QACCEPT2 merchants offering patrons [&#LOWX: [RANDOM123.EQ.1]1[RANDOM123.EQ.2]1½[ELSE]2]% discounts for using standard credit cards rather than premium credit cards</th><td>С</td><td>С</td><td>С</td><td>С</td><td>C</td><td>C</td><td>С</td><td>О</td></tr></tbody></table> |  |  |  |  |  |  |  |  |

| QFREQPREMIUM.EQ.1,2,3  QACCEPT3 merchants offering patrons [&#HIGHX: [RANDOM123.EQ.1]2[RANDOM123.EQ.2]3[ELSE]4]% discounts for using cash, cheque or debit rather than premium credit cards</td><td>O</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></tr><tr><td>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QACCEPT4 merchants surcharging patrons [8#LOWX: [RANDOM123.EQ.1]1[RANDOM123.EQ.2]1½ [ELSE]2]% for using [&#QSTANDARD: [HASPREMIUM]standard[ELSE]] credit cards</td><td>С</td><td>C</td><td>С</td><td>C</td><td>С</td><td>С</td><td>С</td><td>O</td></tr><tr><td>QFREQPREMIUM.EQ.1,2,3 QACCEPT5 merchants surcharging patrons [8.#HIGHX: [RANDOM123.EQ.1]2[RANDOM123.EQ.2]3[ELSE]4]% for using premium credit cards</td><td>O</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></tr><tr><td>QFREQPREMIUM.EQ.1,2,3  QACCEPT6 merchants not accepting premium credit cards</td><td>C</td><td>c</td><td>C</td><td>C</td><td>C</td><td>0</td><td>0</td><td>0</td></tr><tr><td>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QACCEPT7 merchants asking patrons to use a form of payment other than a credit card</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td></tr><tr><td>QFREQPREMIUM.EQ.1,2,3  QACCEPT8 merchants asking patrons to use a standard credit card instead of a premium credit card</td><td>C</td><td>O</td><td>C</td><td>C</td><td>C</td><td>0</td><td>O</td><td>O</td></tr><tr><td>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QACCEPT9 merchants informing patrons of the cost to the merchant of credit card use</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>o</td></tr><tr><td>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QACCEPT10 merchants informing patrons of the cost to the merchant of credit card use AND asking patrons to use a form of payment other than a credit card</td><td>C</td><td>C</td><td>C</td><td>C</td><td>C</td><td>0</td><td>0</td><td>0</td></tr><tr><td>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QACCEPT11 merchants accepting some types of [&#BRANDNAME: [QOWNVISA.EQ.1 .AND. QOWNMASTER.EQ.2,9]Visa cards[QOWNVISA.EQ.2,9 .AND. QOWNMASTER.EQ.1]Mastercards[RANDOM12.EQ.1]Visa cards[ELSE]Mastercards] but not other types of [&#BRANDNAME: [QOWNVISA.EQ.1 .AND. QOWNMASTER.EQ.2,9]Visa cards[QOWNVISA.EQ.2,9</td><td>O</td><td>0</td><td>0</td><td>0</td><td>0</td><td>0</td><td>O</td><td>0</td></tr><tr><td>.AND. QOWNMASTER.EQ.1]Mastercards[RANDOM12.EQ.1]Visa cards[ELSE]Mastercards]</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr></tbody></table> |  |  |  |  |  |  |  |  |
|---|--|--|--|--|--|--|--|--|

PAGE

# QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

# **QORDISCOUNT** Which of the following two options would you prefer?

- $\circ$  [1] that merchants reduce the price at the cash register when payment is made without a credit card [98]  $\circ$ R
- C [2] that there be a single price for all forms of payment [95]
- C [3] Neither
- C [99] Don't know / No response

PAGE

# QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

# **QORSURCHARGE** Which of the following two options would you prefer?

- $\odot$  [1] that merchants increase the price at the cash register when payment is made with a credit card [98] OR
- C [2] that there be a single price for all forms of payment [95]
- C [3] Neither
- C [99] Don't know / No response

PAGE

# QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

# **QORMETHOD** Which of the following two options would you prefer?

- $\mathbb{C}$  [1] that merchants reduce the price at the cash register when payment is made without a credit card [98] OR
- $\mathbb{C}$  [2] that merchants increase the price at the cash register when payment is made with a credit card [95]
- C [3] Neither

| C [99] Don't know / No response  |                               |   |
|--|-------------------------------|---|
|  | PAGE                          |   |
| FIN That concludes the survey. Thank you very much for taking part. It is        | s appreciated.                |   |
|  | PAGE                          |   |
| QFIL We regret but your responses have shown that you are in a group collection. | that is already completed.    | Thank you for taking the time to assist us in our data      |
|  | PAGE                          |   |
| THNK2 Thank you for your cooperation! Based on the information you survey.       | ı have provided, unfortuna    | tely you are not eligible to complete the remainder of this |
| Submit! Progression  | through the questionnaire 3 % | Français  |

If you encounter a problem or want to make a comment to the study team, please e-mail <a href="mailto:authier@circum.com">authier@circum.com</a> and refer to project "{\$contexte{projet}}", question "{\$contexte{question}}", and case no. "{\$\_telkey}". We welcome your comments.





# { \$contexte{ip} =~ /192.168.0.?/ } CONSIGNE

Contact info:Name: &&ANAME

Gender: &SEX Age Group: &IAGE2 Region: &PRESTRATE

Bonjour, est-ce que je peux parler avec &&ANAME?

Bonjour, je m'appelle [...] et je vous téléphone des Associés de recherche Probit, une entreprise nationale de recherche. Nous menons une importante étude sur les habitudes d'achats. Votre contribution est très importante pour nous. Cela ne devrait pas prendre plus de 15 minutes et vos réponses demeureront strictement confidentielles. Pouvons-nous commencer?

| Pour qui ce sondage est-il mené?                        | Ce sondage est commandé par Réseau Circum inc., une entreprise canadienne de recherche bien établie.  |
|---|---|
| Comment mes réponses demeureront-elles confidentielles? | Aucune réponse individuelle ne sera rapportée, seuls les pourcentages et les moyennes le seront. Aussi, votre nom ou numéro de téléphone ne seront jamais associés à vos réponses.  |
| Pourquoi devrais-je répondre à ce sondage?"             | Les résultats de cette étude seront utilisés pour prendre des décisions qui affecteront le quotidien de chaque Canadienne et Canadien. Puisque qu'un nombre limité de personnes participeront à cette étude, votre participation est très importante. |
| Quel est l'objet de ce sondage?                         | L'étude porte de façon générale sur les achats au détail et sur les modes de paiement utilisées pour les payer.   |
| Qu'allez-vous essayer de me vendre?                     | Je n'ai absolument rien à vous vendre. Nous menons un sondage scientifique légitime.  |

Nous vous remercions de participer à cette importante étude sur les habitudes d'achat. Votre contribution est très importante pour nous. Cela ne devrait pas prendre plus de 15 minutes et vos réponses demeureront strictement confidentielles. Il est très important que vous lisiez attentivement les questions et les choix de réponses, et que vous répondiez de façon honnête

| En gage de notre reconnaissance, nous ajouterons votre nom au tirage mensu  | el de 1000 \$ et vous gagner | rez 2 \$ de charité parce que vous aurez participé au sondage. |
|---|------------------------------|--|
|   | PAGE                         |  |
| SOCIO1 Les quelques premières questions sont à des fins statistic   |                              | que vous avez apprise en premier lieu et que vous comprene:    |
| toujours?  () [1] Francais () [2] Anglais () [3] Francais et anglais () [4] Autre () [9] Pas de réponse                             |                              |  |
|   | PAGE                         |  |
| SOCIO2 Quelle est votre année de naissance?   |                              |  |
| C [1] Année (4 chiffres) C [9] Pas de réponse   |                              |  |
|   | PAGE                         |  |
| SOCIO2.EQ.9 SOCIO3 Auquel des groupes d'âges suivants appartenez-vous?  |                              |  |
| C [1] 18 à 25 ans C [2] 26 à 35 ans C [3] 36 à 45 ans C [4] 46 à 55 ans C [5] 56 à 65 ans C [6] 66 ans ou plus C [9] Pas de réponse |                              |  |
|   | PAGE                         |  |
| SOCIO4 Dans quelle province ou territoire habitez-vous?   |                              |  |
| C [1] Terre-Neuve-et-Labrador   |                              |  |

- C [2] Nouvelle-Ecosse
- C [3] Île-du-Prince-Édouard
- C [4] Nouveau-Brunswick
- C [5] Québec
- C [6] Ontario
- C [7] Manitoba
- C [8] Saskatchewan
- C [9] Alberta
- C [10] Colombie-Britannique
- C [11] Territoires du Nord-Ouest
- C [12] Yukon
- C [13] Nunavut
- C [98] En dehors du Canada

>> THNK2

| ○ [99] Pas de réponse  |               |                    |                           |                |             |                        |           |
|--|---------------|--------------------|---------------------------|----------------|-------------|------------------------|-----------|
|  |               | _                  | PAGE                      |                |             |                        |           |
| SOCIO5 Quel est votre sexe?  |               |                    |                           |                |             |                        |           |
| C [1] Homme<br>C [2] Femme   |               |                    |                           |                |             |                        |           |
|  |               |                    | DAGE                      |                |             |                        |           |
| out d'abord, afin que je puisse vous poser   | les honnes o  | —<br>westions i'ai | PAGE<br>merais savoir les | quels narmi le | s choix sui | ivants vous utilisez : |           |
|  |               |                    |                           | [1] Oui        | [2] Non     | [99] Ne sait pas / Pas | de rénons |
| QOWNCC une carte de crédit générale que v  | ous pouvez u  | tiliser dans pl    | usieurs magasins          | 0              | 0           | 0                      |           |
| QOWNSC une carte de crédit que vous pou  | <del>-</del>  | <u> </u>           |                           | С              | 0           | 0                      |           |
| OWNDC une carte de débit   |               |                    |                           | 0              | 0           | C                      |           |
| QOWNCH un compte bancaire qui vous peri  | met d'émettre | des chèques        |                           | С              | 0           | 0                      |           |
|  |               |                    | PAGE                      |                |             |                        |           |
| our votre usage personnel, et non pour aff   | aires, possé  | dez-vous,          |                           |                |             |                        |           |
|  | [1] Oui       | [2] Non            | [99] Ne sait pas /        | Pas de réponse | ,           |                        |           |
| QOWNVISA une carte Visa  | 0             | 0                  | C                         |                |             |                        |           |
| QOWNMASTER une carte MasterCard  | C             | 0                  | С                         | )              |             |                        |           |
| QOWNAMEX une carte American Express  | 0             | 0                  | C                         | 5              |             |                        |           |
| QINFINITE Possédez-vous une carte<br>C [1] Oui<br>C [2] Non<br>C [99] Ne sait pas / Pas de réponse   | Visa portant  | la marque de       | commerce « Infi           | nite »?        |             |                        |           |
|  |               | _                  | PAGE                      |                |             |                        |           |
| QOWNMASTER.EQ.1  |               |                    |                           |                |             |                        |           |
| MASTEREMIT De quelles institut  ☐ [1] De la Banque de Montréal ☐ [2] De la CIBC ☐ [3] De la Banque Royale du Canada ☐ [4] De la Banque Nationale ☐ [5] De Capital One ☐ [6] De ATB Financial ☐ [7] De Canadian Tire ☐ [8] De la Banque HSBC ☐ [9] De President's Choice Financial ☐ [98] Autre ☐ [99] Ne sait pas / Pas de réponse | ions financie | res detenez-       | vous une carte M<br>PAGE  | asterCard?     |             |                        |           |
|  |               |                    |                           |                |             | MIC :                  | 1 No.     |
| OMASTEREMITEO 1  |               |                    |                           |                |             | [1] Oui [2             | ] Non     |

| [1] Oui | [2] Non | [99] Ne sait pas / Pas<br>de réponse |
|---------|---------|--------------------------------------|
| 0       | 0       | 0                                    |
| С       | O       | 0                                    |
| 0       | 0       | C                                    |
| C       | O       | С                                    |
| 0       | 0       | O                                    |
| С       | 0       | О                                    |
|         | 0 0     |                                      |

| QMASTEREMIT.EQ.7 QMASTER7 Votre carte MasterCard de Canadian Tire porte-t-elle l'une des marques de commerces suivantes : Options MasterCard ou Gold Options MasterCard?               | 0 | 0 | O |
|--|---|---|---|
| QMASTEREMIT.EQ.8  QMASTER8 Votre carte MasterCard de la Banque HSBC porte-t-elle l'une des marques de commerces suivantes : Premier MasterCard, Gold MasterCard ou Advance MasterCard? | 0 | 0 | 0 |

**PAGE** 

| НΑ |  |  |  |  |
|----|--|--|--|--|
|    |  |  |  |  |
|    |  |  |  |  |
|    |  |  |  |  |

QSTANDARD La &QPREMIUMS [&#NPREMIUMS: [{n\_selections(\$QPREMIUMS,11,21,22,23,24,25,26,27,28,29,31)>1}]constituent des cartes « de prestige »[ELSE]constitue une carte « de prestige »]. Possédez-vous d'autres cartes de crédit générales? On les appelle cartes de crédit « standard ».

- O [1] Oui
- C [2] Non
- C [99] Ne sait pas / Pas de réponse

| <br>PAGE |  |
|----------|--|

En pensant aux achats typiques que vous effectuez <u>dans des magasins de détail</u>, payez-vous en utilisant chacune des méthodes suivantes la plupart des jours, la plupart des semaines, la plupart des mois ou moins fréquemment que cela?

|   | [1] La plupart des<br>jours | [2] La plupart des<br>semaines | [3] La plupart des<br>mois | [4] Moins<br>fréquemment que cela | [99] Ne sait pas / Pas<br>de réponse |
|---|-----------------------------|--------------------------------|----------------------------|-----------------------------------|--------------------------------------|
| HASSTANDARD QFREQSTANDARD En utilisant une carte de crédit [&#QSTANDARD: [HASPREMIUM]standard[ELSE]]</th><th>0</th><th>0</th><th>O</th><th>0</th><th>0</th></tr><tr><th>HASPREMIUM QFREQPREMIUM En utilisant une carte de crédit de prestige</th><th>О</th><th>0</th><th>O</th><th>О</th><th>0</th></tr><tr><th>QOWNSC.EQ.1  QFREQSTORE En utilisant une carte de crédit d'un magasin en particulier</th><th>0</th><th>0</th><th>0</th><th>0</th><th>0</th></tr><tr><th>QOWNDC.EQ.1  QFREQDEBIT En utilisant une carte de débit</th><th>О</th><th>0</th><th>O</th><th>О</th><th>0</th></tr><tr><th>QOWNCH.EQ.1 QFREQCHEQUE En utilisant un chèque</th><th>0</th><th>0</th><th>0</th><th>О</th><th>0</th></tr><tr><td>QFREQCASH En payant comptant</td><td>О</td><td>0</td><td>O</td><td>О</td><td>0</td></tr></tbody></table> |                             |                                |                            |                                   |                                      |

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QMODES Comment payez-vous la plupart du temps [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

- O [HASSTANDARD] [1] En utilisant une carte de crédit [&#QSTANDARD: [HASPREMIUM]standard[ELSE]]
- O [HASPREMIUM] [2] En utilisant une carte de crédit de prestige
- C [QOWNSC.EQ.1] [3] En utilisant une carte de crédit d'un magasin en particulier
- O [QOWNDC.EQ.1] [4] En utilisant une carte de débit
- O [QOWNCH.EQ.1] [5] En utilisant un chèque
- C [6] En payant comptant
- C [99] Ne sait pas / Pas de réponse

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Sur une échelle de 1 à 7 où 1 signifie « pas important du tout », 4 signifie « modérément important » et 7 signifie « extrêmement important », quel degré d'importance accordez-vous à chacune des raisons suivantes pour utiliser une carte de crédit pour faire un paiement particulier?

|   | [1] Pas du<br>tout<br>1 | [2] 2 | [3] 3 | [4] Modérément<br>4 | [5] 5 | [6] 6 | [7] Extrêmement | [99] Ne sait pas /<br>Pas de réponse |
|---|-------------------------|-------|-------|---------------------|-------|-------|-----------------|--------------------------------------|
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD1 Parce que je peux payer plus tard   | 0                       | 0     | 0     | 0                   | 0     | 0     | O               | O                                    |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD2 Parce que je n'ai pas besoin de transporter d'argent comptant   | С                       | c     | С     | С                   | C     | С     | С               | 0                                    |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD3 Parce que je peux obtenir des avantages comme des points de récompense ou des assurances pour des véhicules de location | 0                       | 0     | O     | O                   | 0     | 0     | 0               | 0                                    |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD4 Parce que j'ai une responsabilité limitée si je me fais voler   | C                       | C     | O     | C                   | C     | О     | C               | 0                                    |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD5 Parce que je peux payer pour  | 0                       | O     | 0     | 0                   | 0     | 0     | O               | 0                                    |

| les urgences sans me faire de souci  |   |   |      |   |   |   |   |   |
|--|---|---|------|---|---|---|---|---|
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD6 Parce que cela ne me coûte rien  | О | C | О    | C | С | С | С | 0 |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD7 Parce que cela me permet de m'établir des antécédents en matière de crédit                                 | 0 | 0 | 0    | 0 | 0 | 0 | 0 | 0 |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD8 Parce que c'est plus simple en passant à la caisse energistreuse   | 0 | C | О    | C | С | О | С | 0 |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QWHYCARD9 Parce que cela me permet de contribuer à une cause  | 0 | 0 | O    | 0 | 0 | 0 | 0 | 0 |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QWHYCARD10 Parce que cela me protège contre des transactions frauduleuses   | 0 | C | С    | C | С | 0 | C | 0 |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QWHYCARD11 Parce que je peux faire des achats en ligne ou par téléphone   | 0 | 0 | O    | 0 | 0 | 0 | 0 | c |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD12 Parce que le relevé mensuel m'aide à surveiller mes dépenses  | C | С | С    | С | С | С | С | O |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QWHYCARD13 Parce que je peux faire mes achats par moi-même, sans avoir à faire affaire avec des préposés aux ventes | 0 | 0 | 0    | 0 | 0 | 0 | 0 | c |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QWHYCARD14 Autre   | С | O | С    | С | С | О | С | 0 |
|  |   |   | PAGE |   |   |   |   |   |

[&#IMAGINE: Imaginez la situation suivante :] [&#SCEN1: un magasin de détail qui offre un rabais à la caisse enregistreuse, par exemple [&#LOWX: [RANDOM123.EQ.2]1½ [ELSE]2]½, lorsque vous payez par carte de débit, par chèque ou comptant au lieu de payer par carte de crédit [&#QSTANDARD: [HASPREMIUM]standard[ELSE]]], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie « Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|                                | [1] Je détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent<br>4 | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de réponse |
|--------------------------------|---|-------|-------|----------------------|-------|-------|--|-----------------------------------|
| QFREQSTANDARD.EQ.1,2,3 QSCEN1A | 0   | O     | 0     | 0                    | O     | 0     | 0  | O                                 |

# QFREQSTANDARD.EQ.1,2,3

QSCEN1B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN1B: magasin de détail offre un tel rabais pour ne pas utiliser votre carte de crédit] lorsque vous vous apprêtez à payer avec une telle carte. Seriez-vous plus susceptible de payer par carte de crédit, [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit, [ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]par chèque, [ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

| $\cap$ | [1] | nar | carte | de | crédi |
|--------|-----|-----|-------|----|-------|

C [QOWNDC.EQ.1] [2] par carte de débit

C [QOWNCH.EQ.1] [3] par chèque

C [4] comptant

C [5] je m'en irais

C [99] Ne sait pas / Pas de réponse

# QFREQSTANDARD.EQ.1,2,3

QSCEN1C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN1C: un magasin de détail qui offre un tel rabais pour ne pas utiliser votre carte de crédit]?

| $\circ$ | 11 | Moins | de | chances |
|---------|----|-------|----|---------|

C [2] Ça ne ferait pas de différence

C [3] Plus de chances

© [99] Ne sait pas / Pas de réponse

| <br>PACE |  |
|----------|--|
| FAGE     |  |

[RANDOM123.EQ.1]1 [RANDOM123.EQ.2]1½ [ELSE]2 ]% lorsque vous payez par carte de crédit standard au lieu de payer par carte de crédit de prestige], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie « Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|   | [1] Je<br>détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent<br>4 | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de<br>réponse |
|---|--|-------|-------|----------------------|-------|-------|--|--------------------------------------|
| QFREQPREMIUM.EQ.1,2,3 .AND.<br>HASSTANDARD<br>QSCEN2A | 0  | 0     | 0     | 0                    | 0     | 0     | 0  | 0                                    |

#### QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN2B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN2B: magasin de détail offre un tel rabais pour utiliser votre carte de crédit standard] lorsque vous vous apprêtez à payer avec une carte de crédit de prestige. Seriez-vous plus susceptible de payer par carte de crédit de prestige, [&#BYSTDCARD: [HASSTANDARD]par carte de crédit standard,[ELSE]] [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]par chèque,[ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

| 0 | [1] | nar | carte | de | crédit | de | prestige |
|---|-----|-----|-------|----|--------|----|----------|
|   |     |     |       |    |        |    |          |

- C [2] par carte de crédit standard
- O [QOWNDC.EQ.1] [3] par carte de débit
- [QOWNCH.EQ.1] [4] par chèque
- C [5] comptant
- C [6] je m'en irais
- C [99] Ne sait pas / Pas de réponse

#### QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN2C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN2C: un magasin de détail qui offre un tel rabais pour utiliser votre carte de crédit standard]?

| $\circ$ | [1] | Moins | de | chances |
|---------|-----|-------|----|---------|
|---------|-----|-------|----|---------|

- C [2] Ça ne ferait pas de différence
- O [3] Plus de chances
- C [99] Ne sait pas / Pas de réponse

| PAGE |  |
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[&#IMAGINE: Imaginez la situation suivante:] [&#SCEN3: un magasin de détail offre un rabais à la caisse enregistreuse, par exemple [&#HIGHX: [RANDOM123.EQ.1]2 [RANDOM123.EQ.2]3 [ELSE]4]%, lorsque vous payez par carte de débit, par chèque ou comptant au lieu de payer par carte de crédit de prestige], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie « Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|   | [1] Je<br>détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de<br>réponse |
|---|--|-------|-------|-----------------|-------|-------|--|--------------------------------------|
| QFREQPREMIUM.EQ.1,2,3 .AND.<br>HASSTANDARD<br>QSCEN3A | О  | 0     | 0     | 0               | 0     | 0     | 0  | O                                    |

# QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN3B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN3B: magasin de détail offre un tel rabais pour ne pas utiliser votre carte de crédit de prestige] lorsque vous vous apprêtez à payer avec une carte de crédit de prestige. Seriez-vous plus susceptible de payer par carte de crédit de prestige, [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]par chèque,[ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

| O | [1] | par | carte | de | crédit | de | prestige |
|---|-----|-----|-------|----|--------|----|----------|
|   |     |     |       |    |        |    |          |

- [QOWNDC.EQ.1] [2] par carte de débit
- [QOWNCH.EQ.1] [3] par chèque
- [4] comptant
- [5] je m'en irais
- C [99] Ne sait pas / Pas de réponse

# QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN3C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN3C: un magasin de détail qui offre un tel rabais pour ne pas utiliser votre carte de crédit de prestige]?

| 0 | [1] | Moins    | de | chances |
|---|-----|----------|----|---------|
| • | [,1 | IVIOIIIS | uc | CHAHCCS |

- C [2] Ça ne ferait pas de différence
- O [3] Plus de chances
- C [99] Ne sait pas / Pas de réponse

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[&#IMAGINE: Imaginez la situation suivante:] [&#SCEN4: un magasin de détail qui impose des frais supplémentaires à la caisse enregistreuse, par exemple [&#LOWX: [RANDOM123.EQ.1]1 [RANDOM123.EQ.2]1½ [ELSE]2 ]%, lorsque vous payez par carte de crédit [&#QSTANDARD: [HASPREMIUM]standard[ELSE]] au lieu de payer par carte de débit, par chèque ou comptant], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie « Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|                  | [1] Je détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent<br>4 | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de réponse |
|------------------|---|-------|-------|----------------------|-------|-------|--|-----------------------------------|
| QFREQSTANDARD.EC | .1,2,3                                      | 0     | 0     | O                    | 0     | 0     | 0  | 0                                 |

#### QFREQSTANDARD.EQ.1,2,3

QSCEN4B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN4B: magasin de détail impose des frais de cette nature si vous utilisez votre carte de crédit [&#QSTANDARD: [HASPREMIUM]standard[ELSE]]] lorsque vous vous apprêtez à payer avec une telle carte. Seriez-vous plus susceptible de payer par carte de crédit, [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit, [ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]par chèque, [ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

| 0 [1] | par | carte | de | crédit |
|-------|-----|-------|----|--------|
|-------|-----|-------|----|--------|

- C [QOWNDC.EQ.1] [2] par carte de débit
- O [QOWNCH.EQ.1] [3] par chèque
- C [4] comptant
- C [5] je m'en irais
- C [99] Ne sait pas / Pas de réponse

# QFREQSTANDARD.EQ.1,2,3

QSCEN4C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN4C: un magasin de détail qui impose des frais de cette nature si vous utilisez votre carte de crédit [&#QSTANDARD: [HASPREMIUM]standard[ELSE]]]?

| $\cap$ | 111 | Moir | is de | cha | nces |
|--------|-----|------|-------|-----|------|
|        |     |      |       |     |      |

C [2] Ça ne ferait pas de différence

C [3] Plus de chances

| $\circ$ | [99] | Ne | sait | pas | /P | as d | e ré | ponse |
|---------|------|----|------|-----|----|------|------|-------|
|---------|------|----|------|-----|----|------|------|-------|

|   | PAGE |  |  |
|---|------|--|--|
| situation suivante :] [&#SCEN5: u</th><th>n magasin de détail qui impose des fra</th><th>is supplémentaires à la caisse</th><th>enregistreuse, par exempl</th></tr></tbody></table> |      |  |  |

[&#MAGINE: Imaginez la situation suivante:] [&#SCEN5: un magasin de détail qui impose des frais supplémentaires à la caisse enregistreuse, par exemple [&#LOWX: [RANDOM123.EQ.1]1 [RANDOM123.EQ.2]1½ [ELSE]2 ]%, lorsque vous payez par carte de crédit de prestige au lieu de payer par carte de crédit standard], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie « Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|   | [1] Je<br>détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent<br>4 | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de<br>réponse |
|---|--|-------|-------|----------------------|-------|-------|--|--------------------------------------|
| QFREQPREMIUM.EQ.1,2,3 .AND.<br>HASSTANDARD<br>QSCEN5A | 0  | 0     | 0     | 0                    | 0     | 0     | 0  | O                                    |

# QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN5B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN5B: magasin de détail impose des frais de cette nature si vous utilisez votre carte de crédit de prestige] lorsque vous vous apprêtez à payer avec une carte de crédit de prestige. Seriez-vous plus susceptible de payer par carte de crédit de prestige, [&#BYSTDCARD: [HASSTANDARD]par carte de crédit standard,[ELSE]] [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]par chèque,[ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

- C [1] par carte de crédit de prestige
- C [2] par carte de crédit standard
- O [QOWNDC.EQ.1] [3] par carte de débit
- [QOWNCH.EQ.1] [4] par chèque
- C [5] comptant
- C [6] je m'en irais
- C [99] Ne sait pas / Pas de réponse

# QFREQPREMIUM.EQ.1,2,3 .AND. HASSTANDARD

QSCEN5C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN5C: un magasin de détail qui impose des frais de cette nature si vous utilisez votre carte de crédit de prestige]?

- C [1] Moins de chances
- C [2] Ça ne ferait pas de différence
- O [3] Plus de chances

[&#MAGINE: Imaginez la situation suivante:] [&#SCEN6: magasin de détail qui impose des frais supplémentaires à la caisse enregistreuse, par exemple [&#HIGHX: [RANDOM123.EQ.2]3 [ELSE]4]%, lorsque vous payez par carte de crédit de prestige au lieu de payer par carte de débit, par chèque ou comptant], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie « Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|                               | [1] Je détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de réponse |
|-------------------------------|---|-------|-------|-----------------|-------|-------|--|-----------------------------------|
| QFREQPREMIUM.EQ.1,2,3 QSCEN6A | 0   | 0     | 0     | 0               | 0     | 0     | 0  | 0                                 |

#### QFREQPREMIUM.EQ.1,2,3

QSCEN6B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN6B: magasin de détail impose des frais de cette nature si vous utilisez votre carte de crédit de prestige] lorsque vous vous apprêtez à payer avec une carte de crédit de prestige. Seriez-vous plus susceptible de payer par carte de crédit de prestige, [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]par chèque,[ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

- O [1] par carte de crédit de prestige
- C [QOWNDC.EQ.1] [2] par carte de débit
- O [QOWNCH.EQ.1] [3] par chèque
- C [4] comptant
- C [5] je m'en irais
- C [99] Ne sait pas / Pas de réponse

#### QFREQPREMIUM.EQ.1,2,3

QSCEN6C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN6C: un magasin de détail qui impose des frais de cette nature si vous utilisez votre carte de crédit de prestige]?

- C [1] Moins de chances
- C [2] Ça ne ferait pas de différence
- C [3] Plus de chances
- C [99] Ne sait pas / Pas de réponse

| DAGE |  |  |
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[&#MAGINE: Imaginez la situation suivante:] [&#SCEN7: un magasin de détail qui n'accepte aucune carte de crédit de prestige], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie « Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|                               | [1] Je détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de réponse |
|-------------------------------|---|-------|-------|-----------------|-------|-------|--|-----------------------------------|
| QFREQPREMIUM.EQ.1,2,3 QSCEN7A | 0   | 0     | 0     | 0               | 0     | 0     | 0  | 0                                 |

# QFREQPREMIUM.EQ.1,2,3

QSCEN7B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN7B: magasin de détail n'accepte aucune carte de crédit de prestige] lorsque vous vous apprêtez à payer avec une telle carte. Seriez-vous plus susceptible de payer par [&#BYSTDCARD: [HASSTANDARD]par carte de crédit standard,[ELSE]] [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]par chèque,[ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

- O [HASSTANDARD] [1] par carte de crédit standard
- C [QOWNDC.EQ.1] [2] par carte de débit
- [QOWNCH.EQ.1] [3] par chèque
- C [4] comptant
- C [5] je m'en irais
- C [99] Ne sait pas / Pas de réponse

# QFREQPREMIUM.EQ.1,2,3

QSCEN7C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN7C: un magasin de détail qui n'accepte aucune carte de crédit de prestige]?

- C [1] Moins de chances
- C [2] Ça ne ferait pas de différence
- [3] Plus de chances
- C [99] Ne sait pas / Pas de réponse

[&#MAGINE: Imaginez la situation suivante:] [&#SCEN8: un magasin de détail qui accepte les cartes de crédit mais demande aux clients d'utiliser un autre mode de paiement qu'une carte de crédit], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie « Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|   | [1] Je<br>détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de<br>réponse |
|---|--|-------|-------|-----------------|-------|-------|--|--------------------------------------|
| QFREQSTANDARD.EQ.1,2,3 .OR.<br>QFREQPREMIUM.EQ.1,2,3<br>QSCEN8A | 0  | 0     | 0     | O               | 0     | 0     | 0  | 0                                    |

#### QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN8B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN8B: magasin de détail accepte les cartes de crédit mais <u>demande</u> aux clients d'utiliser un autre mode de paiement qu'une carte de crédit] lorsque vous vous apprêtez à payer avec une telle carte. Seriez-vous plus susceptible de payer par carte de crédit [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]par chèque,[ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

- O [1] par carte de crédit
- [QOWNDC.EQ.1] [2] par carte de débit
- C [QOWNCH.EQ.1] [3] par chèque
- C [4] comptant
- [5] je m'en irais
- C [99] Ne sait pas / Pas de réponse

#### QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN8C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN8C: un magasin de détail qui accepte les cartes de crédit mais demande aux clients d'utiliser un autre mode de paiement qu'une carte de crédit]?

|  | 0 | [1] | Moins | de | chances |
|--|---|-----|-------|----|---------|
|--|---|-----|-------|----|---------|

- C [2] Ça ne ferait pas de différence
- O [3] Plus de chances
- C [99] Ne sait pas / Pas de réponse

|  |  |      | AG |   |  |  |  |  |  |  |  | <br>— |  |  |
|--|--|------|----|---|--|--|--|--|--|--|--|-------|--|--|
|  |  | <br> |    | _ |  |  |  |  |  |  |  |       |  |  |

[&#MAGINE: Imaginez la situation suivante :] [&#SCEN9: un magasin de détail qui informe les clients de ce que les transactions par carte de crédit coûtent au commerçant], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie « Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|   | [1] Je<br>détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent<br>4 | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de<br>réponse |
|---|--|-------|-------|----------------------|-------|-------|--|--------------------------------------|
| QFREQSTANDARD.EQ.1,2,3 .OR.<br>QFREQPREMIUM.EQ.1,2,3<br>QSCEN9A | 0  | 0     | 0     | О                    | О     | 0     | O  | O                                    |

# QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN9B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN9B: magasin de détail informe les clients de ce que les transactions par carte de crédit coûtent au commerçant] lorsque vous vous apprêtez à payer avec une telle carte. Seriez-vous plus susceptible de payer par carte de crédit [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]par chèque,[ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

- [1] par carte de crédit
- C [QOWNDC.EQ.1] [2] par carte de débit
- C [QOWNCH.EQ.1] [3] par chèque
- C [4] comptant
- [5] je m'en irais
- [99] Ne sait pas / Pas de réponse

# QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN9C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN9C: un magasin de détail qui informe les clients de ce que les transactions par carte de crédit coûtent au commerçant]?

- C [1] Moins de chances
- C [2] Ça ne ferait pas de différence
- O [3] Plus de chances
- C [99] Ne sait pas / Pas de réponse

[&#IMAGINE: Imaginez la situation suivante:] [&#SCEN10: un magasin de détail qui informe les clients de ce que les transactions par carte de crédit coûtent au commerçant ET demande aux clients d'utiliser un autre mode de paiement qu'une carte de crédit], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie « Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|  | [1] Je<br>détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de<br>réponse |
|--|--|-------|-------|-----------------|-------|-------|--|--------------------------------------|
| QFREQSTANDARD.EQ.1,2,3 .OR.<br>QFREQPREMIUM.EQ.1,2,3<br>QSCEN10A | 0  | 0     | 0     | O               | 0     | 0     | 0  | 0                                    |

#### QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN10B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN10B: magasin de détail informe ET demande de cette manière] lorsque vous vous apprêtez à payer avec une telle carte. Seriez-vous plus susceptible de payer par carte de crédit, [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit,[ELSE]] [&#BYCHEQUE: [QOWNCH.EQ.1]par chèque,[ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

- C [1] par carte de crédit
- C [QOWNDC.EQ.1] [2] par carte de débit
- C [QOWNCH.EQ.1] [3] par chèque
- C [4] comptant
- C [5] je m'en irais
- C [99] Ne sait pas / Pas de réponse

#### QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN10C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN10C: un magasin de détail qui informe ET demande de cette manière]?

- C [1] Moins de chances
- C [2] Ça ne ferait pas de différence
- C [3] Plus de chances
- C [99] Ne sait pas / Pas de réponse

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[&#MAGINE: Imaginez la situation suivante :] [&#SCEN11: un magasin de détail qui accepte certaines [&#BRANDNAME: [QOWNVISA.EQ.1 .AND.
QOWNMASTER.EQ.2,9]cartes Visa[QOWNVISA.EQ.2,9 .AND. QOWNMASTER.EQ.1]cartes MasterCard[RANDOM12.EQ.1]cartes Visa[ELSE]cartes MasterCard] mais
n'accepte pas certaines autres [&#BRANDNAME: [QOWNVISA.EQ.1 .AND. QOWNMASTER.EQ.2,9]cartes Visa[QOWNVISA.EQ.2,9 .AND. QOWNMASTER.EQ.1]cartes
MasterCard[RANDOM12.EQ.1]cartes Visa[ELSE]cartes MasterCard]], [&#REACT: Sur une échelle de 1 à 7 où 1 signifie « Je détesterais vraiment cela », 4 signifie
« Indifférent » et 7 signifie « J'adorerais vraiment cela », comment réagiriez-vous si un magasin de vente au détail faisait cela?]

|  | [1] Je<br>détesterais<br>vraiment<br>cela<br>1 | [2] 2 | [3] 3 | [4] Indifférent<br>4 | [5] 5 | [6] 6 | [7] J'adorerais<br>vraiment<br>cela<br>7 | [99] Ne sait pas / Pas de<br>réponse |
|--|--|-------|-------|----------------------|-------|-------|--|--------------------------------------|
| QFREQSTANDARD.EQ.1,2,3 .OR.<br>QFREQPREMIUM.EQ.1,2,3<br>QSCEN11A | 0  | 0     | 0     | O                    | 0     | 0     | 0  | O                                    |

# QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN11B [&#SUPPOSE: Supposons que, en arrivant à la caisse enregistreuse, vous apprenez que le] [&#SCEN11B: magasin de détail accepte certaines [&#BRANDNAME: [QOWNVISA.EQ.1 .AND. QOWNMASTER.EQ.2,9]cartes Visa[QOWNVISA.EQ.2,9 .AND. QOWNMASTER.EQ.1]cartes

MasterCard[RANDOM12.EQ.1]cartes Visa[ELSE]cartes MasterCard] mais pas certaines autres] lorsque vous vous apprêtez à payer avec une telle carte.

Seriez-vous plus susceptible de payer en utilisant une autre carte de crédit, [&#BYDEBIT: [QOWNDC.EQ.1]par carte de débit,[ELSE]] [&#BYCHEQUE:
[QOWNCH.EQ.1]par chèque,[ELSE]] ou comptant, ou de partir et d'aller chez un autre commerçant [&#PURCHASEVALUE: [RANDOM1234.EQ.1]pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]pour un achat d'une valeur de plus de 125 \$]?

- C [1] par carte de crédit
- C [QOWNDC.EQ.1] [2] par carte de débit
- C [QOWNCH.EQ.1] [3] par chèque
- C [4] comptant
- C [5] je m'en irais
- C [99] Ne sait pas / Pas de réponse

# QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

QSCEN11C [&#PURCHASEVALUEUC: [RANDOM1234.EQ.1]Pour un achat d'une valeur de moins de 25 \$[RANDOM1234.EQ.2]Pour un achat d'une valeur de 25 \$ à 75 \$[RANDOM1234.EQ.3]Pour un achat d'une valeur de 76 \$ à 125 \$[ELSE]Pour un achat d'une valeur de plus de 125 \$], [&#LIKELIHOOD: y aurait-il plus ou moins de chances que vous magasiniez à] [&#SCEN11C: un magasin de détail qui accepte certaines [&#BRANDNAME: [QOWNVISA.EQ.1 .AND. QOWNMASTER.EQ.1]cartes Visa[QOWNVISA.EQ.2,9 .AND. QOWNMASTER.EQ.1]cartes MasterCard[RANDOM12.EQ.1]cartes Visa[ELSE]cartes MasterCard] mais pas certaines autres]?

| [2] Ça ne ferait pas de différe |
|---------------------------------|
|---------------------------------|

© [3] Plus de chances © [99] Ne sait pas / Pas de réponse

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Sur une échelle de 1 à 7 où 1 signifie « pas du tout acceptable », 4 signifie « modérément acceptable » et 7 signifie « entièrement acceptable », dans quelle mesure chacun des points suivants est-il acceptable?

|   | [1] Pas du<br>tout<br>1 | [2] 2 | [3] 3 | [4] Modérément<br>4 | [5] 5 | [6] 6 | [7] Entièrement<br>7 | [99] Ne sait<br>pas / Pas de<br>réponse |
|---|-------------------------|-------|-------|---------------------|-------|-------|----------------------|---|
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QACCEPT1 des commerçants qui offrent aux clients des rabais de [&#LOWX: [RANDOM123.EQ.1]1 [RANDOM123.EQ.2]1½ [ELSE]2 ]% s'ils paient comptant, par chèque ou par carte de débit au lieu de payer par carte de crédit [&#QSTANDARD: [HASPREMIUM]standard[ELSE]]</td><td>O</td><td>0</td><td>0</td><td>o</td><td>0</td><td>O</td><td>0</td><td>О</td></tr><tr><td>QFREQPREMIUM.EQ.1,2,3  QACCEPT2 des commerçants qui offrent aux clients des rabais de [&#LOWX: [RANDOM123.EQ.1]1 [RANDOM123.EQ.2]1½ [ELSE]2 ]% s'ils paient par carte de crédit standard au lieu de payer par carte de crédit de prestige</td><td>С</td><td>0</td><td>C</td><td>c</td><td>0</td><td>c</td><td>C</td><td>O</td></tr><tr><td>QFREQPREMIUM.EQ.1,2,3 QACCEPT3 des commerçants qui offrent aux clients des rabais de [&#HIGHX: [RANDOM123.EQ.1]2 [RANDOM123.EQ.2]3 [ELSE]4 ]% s'ils paient comptant, par chèque ou par carte de débit au lieu de payer par carte de crédit de prestige</td><td>0</td><td>0</td><td>0</td><td>O</td><td>0</td><td>O</td><td>0</td><td>0</td></tr><tr><td>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QACCEPT4 des commerçants qui imposent des frais supplémentaires de [&#LOWX: [RANDOM123.EQ.1]1 [RANDOM123.EQ.2]1½ [ELSE]2 ]% aux clients lorsqu'ils paient par carte de crédit [&#QSTANDARD: [HASPREMIUM]standard[ELSE]]</td><td>C</td><td>0</td><td>C</td><td>o</td><td>0</td><td>C</td><td>c</td><td>0</td></tr><tr><td>QFREQPREMIUM.EQ.1,2,3 QACCEPT5 des commerçants qui imposent des frais supplémentaires de [&#HIGHX: [RANDOM123.EQ.1]2 [RANDOM123.EQ.2]3 [ELSE]4]% aux clients lorsqu'ils paient par carte de crédit de prestige</td><td>0</td><td>0</td><td>0</td><td>o</td><td>0</td><td>0</td><td>0</td><td>0</td></tr><tr><td>QFREQPREMIUM.EQ.1,2,3  QACCEPT6 des commerçants qui n'acceptent pas les cartes de crédit de prestige</td><td>C</td><td>O</td><td>0</td><td>O</td><td>C</td><td>0</td><td>0</td><td>0</td></tr><tr><td>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QACCEPT7 des commerçants qui demandent aux clients d'utiliser un autre mode de paiement au lieu d'une carte de crédit</td><td>0</td><td>0</td><td>0</td><td>O</td><td>0</td><td>0</td><td>0</td><td>O</td></tr><tr><td>QFREQPREMIUM.EQ.1,2,3  QACCEPT8 des commerçants qui demandent aux clients d'utiliser une carte de crédit standard au lieu d'une carte de crédit de prestige</td><td>С</td><td>C</td><td>С</td><td>0</td><td>C</td><td>C</td><td>c</td><td>O</td></tr><tr><td>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QACCEPT9 des commerçants qui informent les clients de ce que les transactions par carte de crédit coûtent au commerçant</td><td>O</td><td>0</td><td>0</td><td>0</td><td>0</td><td>c</td><td>o</td><td>О</td></tr><tr><td>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3  QACCEPT10 des commerçants qui informent les clients de ce que les transactions par carte de crédit coûtent au commerçant ET demandent aux clients d'utiliser un autre mode de paiement qu'une carte de crédit</td><td>C</td><td>0</td><td>C</td><td>c</td><td>C</td><td>C</td><td>c</td><td>0</td></tr><tr><td>QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3 QACCEPT11 des commerçants qui acceptent certains types de [&#BRANDNAME: [QOWNVISA.EQ.1 AND. QOWNMASTER.EQ.2,9]cartes Visa[QOWNVISA.EQ.2,9 .AND. QOWNMASTER.EQ.1]cartes MasterCard[RANDOM12.EQ.1]cartes Visa[ELSE]cartes MasterCard] mais n'acceptent pas certains autres types de [&#BRANDNAME: [QOWNVISA.EQ.1 .AND. QOWNMASTER.EQ.2,9]cartes Visa[QOWNVISA.EQ.2,9 .AND. QOWNMASTER.EQ.1]cartes MasterCard[RANDOM12.EQ.1]cartes Visa[ELSE]cartes MasterCard[RANDOM12.EQ.1]cartes Visa[ELSE]cartes MasterCard]</td><td>O</td><td>0</td><td>C</td><td>O</td><td>О</td><td>c</td><td>c</td><td>О</td></tr></tbody></table> |                         |       |       |                     |       |       |                      |   |

# QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPREMIUM.EQ.1,2,3

# **QORDISCOUNT** Laquelle parmi les deux options suivantes préféreriez-vous?

| C [1] que les commerçants réduisent le prix [98] OU C [2] qu'il y ait un prix unique peu importe le [95] C [3] ni l'une ni l'autre C [99] Ne sait pas / Pas de réponse  |  | lorsque le paiement est e        | effectué sans ca | arte de crédit   |                         |                          |
|---|--|----------------------------------|------------------|------------------|-------------------------|--------------------------|
|   |  | PAGE                             |                  |                  |                         | _                        |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPRI QORSURCHARGE Laquelle parr   |  | vantes préféreriez-vous          | ?                |                  |                         |                          |
| C [1] que les commerçants augmentent le pr<br>[98] OU<br>C [2] qu'il y ait un prix unique peu importe le<br>[95]<br>C [3] ni l'une ni l'autre<br>C [99] Ne sait pas / Pas de réponse  |  | se lorsque le paiement es        | t effectué avec  | une carte de cré | dit                     |                          |
|   |  | PAGE                             |                  |                  |                         | _                        |
| QFREQSTANDARD.EQ.1,2,3 .OR. QFREQPRI QORMETHOD Laquelle parmi les d  C [1] que les commerçants réduisent le prix : [98] OU  C [2] que les commerçants augmentent le pr [95]  C [3] ni l'une ni l'autre  C [99] Ne sait pas / Pas de réponse | eux options suivantes p<br>à la caisse enregistreuse | lorsque le paiement n'es         |                  |                  |                         |                          |
|   |  | PAGE                             |                  |                  |                         | _                        |
| FIN Voilà qui met fin au sondage. Merci be  | eaucoup d'y avoir partic                             | cipé. Nous vous en som           | mes très reco    | nnaissants.      |                         |                          |
| ISEMPTY(COMPLETE)  QFIL Nous regrettons, mais vos réponse collecte de données.  | es indiquent que vous f                              | PAGE<br>aites partie d'un groupe | qui est déjà co  | omplet. Merci d' | 'avoir pris le temps de | <br>∋ collaborer à notre |
|   |  | PAGE                             |                  |                  |                         | _                        |
| ISEMPTY(COMPLETE) THNK2 Merci de votre collaboration! D'  | après les renseignemer                               | nts que vous avez donr           | nés, vous n'ête  | es malheureuse   | ment pas admissible     | à ce sondage.            |
|   | Soumettre  | Progression dans le questionna   | 3 %              | English          |                         |                          |

Si vous rencontrez un problème ou que vous voulez nous laisser un commentaire, veuillez nous envoyer un courriel à <u>gauthier@circum.com</u> et faire référence au projet « {\$contexte{projet}} », question « {\$contexte{question}} » et dossier « {\$\_telkey}} ». Nous apprécions vos commentaires.

# APPENDIX C Data Tables

**ircum** Network Inc

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**ircum** Nettwork Inc

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| In which province or territory | do yo | u resid                 | de?                       |                    |                         |                          |                    |                              |                   |                 |             |                  |             |                     |                     |                      |                    |                     |
|--------------------------------|-------|-------------------------|---------------------------|--------------------|-------------------------|--------------------------|--------------------|------------------------------|-------------------|-----------------|-------------|------------------|-------------|---------------------|---------------------|----------------------|--------------------|---------------------|
|                                |       |                         |                           | held (no           |                         | ally exclu               |                    |                              |                   | Age             |             | Ger              | nder        |                     |                     | Region               |                    |                     |
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D          | MC<br>Prem-<br>ium<br>E | Infinite<br>F            | Amex<br>G          | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55        | 56 +<br>K   | Male<br>L        | Female<br>M | Atlantic<br>N       | Quebec              | Ontario<br>P         |                    | BC and terr.        |
| SOCIO4                         |       |                         | •                         |                    |                         | •                        |                    |                              |                   | -               | - 10        | _                |             | - ''                |                     | •                    | •                  | - 11                |
| Weighted number of respondents | 11561 | 7553                    | 4821                      | 2348               | 3090                    | 1071                     | 2020               | 1536                         | 3425              | 4564            | 3535        | 5619             | 5942        | 835                 | 2732                | 4464                 | 1980               | 1544                |
| Actual number of respondents   | 11561 | 7509                    | 5254                      | 2592               | 3291                    | 1221                     | 2283               | 1390                         | 1801              | 3810            | 5913        | 5843             | 5718        | 791                 | 2513                | 4890                 | 1932               | 1429                |
| Newfoundland and Labrador      | 2%    | 1%<br>FH                | 1%<br>dfH                 | <b>1%</b><br>cFH   | 1%<br>FH                | 2%<br>BcDEG              | 1%<br>FH           | 3%<br>BCDEG                  | 2%                | 1%              | 2%          | 2%               | 2%          | <b>22</b> %<br>OPQR | <b>0</b> %          | <b>0</b> %<br>N      | <b>0</b> %<br>N    | <b>0%</b>           |
| Nova Scotia                    | 3%    | 3%<br>H                 | 3%<br>h                   | 3%<br>h            | 3%<br>g                 | 3%<br>g                  | <b>2</b> %<br>efH  | 4%<br>BcdG                   | 3%                | 3%              | 3%          | <b>2</b> %<br>M  | <b>3</b> %  | <b>40</b> %<br>OPQR | <b>0%</b>           | <b>0</b> %<br>N      | <b>0</b> %<br>N    | <b>0</b> %          |
| Prince Edward Island           | 0%    | 0%                      | 0%                        | 0%                 | 1%                      | 0%                       | 1%                 | 1%                           | 0%<br>k           | 0%              | <b>1</b> %  | 0%               | 0%          | 6%<br>OPOR          | <b>0</b> %          | <b>0</b> %<br>N      | <b>0</b> %<br>N    | <b>0</b> %          |
| New Brunswick                  | 2%    | 2%                      | 2%                        | 2%                 | 2%                      | 2%                       | 2%                 | 2%                           | 2%                | 2%              | 3%          | 2%               | 2%          | <b>32</b> %<br>OPQR | 0%                  | <b>0</b> %<br>N      | <b>0</b> %<br>N    | <b>0</b> %          |
| Quebec                         | 24%   | 24%<br>CDEFG<br>H       | <b>17%</b><br>BFH         | <b>17%</b><br>BFH  | <b>17%</b><br>BFH       | 9%<br>BCDEG<br>H         | <b>19</b> %<br>BFH | 33%<br>BCDEF<br>G            | <b>25%</b><br>K   | <b>26%</b><br>K | <b>19</b> % | <b>21</b> %<br>M | <b>26</b> % | <b>0</b> %          | <b>100%</b><br>NPQR | <b>0</b> %<br>O      | <b>0</b> %<br>O    | <b>0</b> %          |
| Ontario                        | 39%   | 39%<br>CDEfGH           | <b>43</b> %<br>BH         | <b>44%</b><br>BH   | <b>45</b> %<br>BH       | 43%                      | 42%<br>BH          | 31%                          | _                 | <b>37</b> %     | 37%<br>I    | <b>40%</b> m     | 38%         | <b>0</b> %          | <b>0</b> %          | <b>100</b> %<br>NOQR | <b>0</b> %<br>P    | <b>0</b> %          |
| Manitoba                       | 4%    | 4%                      | 4%                        | 4%                 | 4%                      | 3%                       | 3%                 | 4%                           | 3%<br>K           | <b>3</b> %<br>K | <b>5</b> %  | <b>4</b> %       | 3%          | <b>0</b> %          | <b>0</b> %          | <b>0</b> %           | 21%<br>NOPR        | 0%                  |
| Saskatchewan                   | 3%    | 3%<br>g                 | 3%                        | 2%<br>h            | 3%                      | 2%<br>h                  | <b>2%</b><br>bH    | <b>4%</b><br>dfG             | <b>2</b> %<br>jK  | 3%<br>iK        | <b>4</b> %  | 3%               | 3%          | <b>0</b> %          | <b>0</b> %          | <b>0</b> %           | <b>18%</b><br>NOPR | 0%                  |
| Alberta                        | 10%   | <b>10%</b><br>CFG       | 12%<br>BFH                | 11%<br>Fh          | 11%<br>Fh               | <b>15%</b><br>BCDEg<br>H | <b>12</b> %<br>BfH | <b>9</b> %<br>CdeFG          | 10%               | 11%             | 10%         | <b>11</b> %      | <b>9</b> %  | <b>0</b> %          | <b>0</b> %<br>Q     | <b>0</b> %<br>Q      | <b>61%</b><br>NOPR | <b>0</b> %          |
| British Columbia               | 13%   | 14%<br>dFH              | 14%<br>FH                 | <b>15%</b><br>beFH | 13%<br>dFH              | 19%<br>BCDEG<br>H        | 15%<br>FH          | 8%<br>BCDEF<br>G             | <b>10</b> %<br>JK | 13%<br>IK       | <b>15</b> % | 13%              | 12%         | <b>0</b> %          | <b>0</b> %          | <b>0</b> %<br>R      | <b>0</b> %<br>R    | <b>95</b> %<br>NOP( |
| Northwest Territories          | 0%    | 0%<br>g                 | 0%                        | 0%                 | 0%                      | 0%                       | <b>0</b> %<br>b    | 0%                           | 0%                | 0%              | 0%          | 0%               | 0%          | 0%<br>R             | <b>0</b> %          | <b>0</b> %<br>R      | 0%<br>R            | <b>1</b> %<br>NOP(  |
| Yukon                          | 0%    | 0%<br>F                 | 0%<br>f                   | 0%                 | 0%<br>F                 | <b>1</b> %<br>BcEGH      | 0%<br>F            | 0%<br>F                      | 0%                | 0%              | 0%          | 0%               | 0%          | 0%<br>R             | 0%                  | <b>0</b> %           | <b>0</b> %<br>R    | 2%                  |
| Nunavut                        | 0%    | <b>0</b> %<br>fH        | <b>0</b> %                | 0%<br>H            | <b>0</b> %<br>fH        | 0%                       | 0%<br>H            | 2%<br>BCDEF<br>G             | <b>1</b> %<br>JK  | <b>0</b> %      | <b>0</b> %  | <b>0</b> %<br>M  | <b>0</b> %  | 0%<br>R             | 0%                  | <b>0</b> %           | <b>0</b> %         | 2%                  |
| No response                    | 0%    | 0%                      | 0%                        | 0%                 | 0%                      | 0%                       | 0%                 | 0%                           | 0%                | 0%              | 0%          | <b>0</b> %       | 0%          | 0%                  | 0%                  | 0%                   | 0%                 | 0%                  |
| Chi2:                          |       | (***)                   |                           |                    |                         |                          |                    |                              | (***)             |                 |             | (***)            |             | (***)               |                     |                      |                    |                     |

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| What is your gender?           |       |                         |                           |           |                         |               |           |                              |               |               |           |           |             |               |             |              |             |                      |
|--------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|---------------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|-------------|----------------------|
|                                |       |                         | Cards                     | held (no  | ot mutua                | ally exclu    | sive)     |                              |               | Age           |           | Ger       | nder        |               |             | Region       |             |                      |
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35<br>I | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |             | BC and<br>terr.<br>R |
| SOCIO5                         |       |                         |                           |           |                         |               |           | •                            |               |               |           |           |             |               |             |              |             |                      |
| Weighted number of respondents | 11561 | 7553                    | 4821                      | 2348      | 3090                    | 1071          | 2020      | 1536                         | 3425          | 4564          | 3535      | 5619      | 5942        | 835           | 2732        | 4464         | 1980        | 1544                 |
| Actual number of respondents   | 11561 | 7509                    | 5254                      | 2592      | 3291                    | 1221          | 2283      | 1390                         | 1801          | 3810          | 5913      | 5843      | 5718        | 791           | 2513        | 4890         | 1932        | 1429                 |
| Male                           | 49%   | 49%                     | 53%                       | 54%       | 52%                     | 60%           | 54%       | 40%                          | 46%           | 50%           | 49%       | 100%      | 0%          | 46%           | 44%         | 50%          | <b>52</b> % | 49%                  |
|                                |       | CDeFG                   | BFH                       | BFH       | bFH                     | BCDEG         | BFH       | BCDEF                        | Jk            | - 1           | i         | M         | L           | pQ            | PQR         | n0           | NO          | 0                    |
|                                |       | Н                       |                           |           |                         | Н             |           | G                            |               |               |           |           |             |               |             |              |             |                      |
| Female                         | 51%   | 51%                     | 47%                       | 46%       | 48%                     | 40%           | 46%       | 60%                          | 54%           | 50%           | 51%       | 0%        | 100%        | 54%           | 56%         | 50%          | 48%         | 51%                  |
|                                |       | CDeFG                   | BFH                       | BFH       | bFH                     | BCDEG         | BFH       | BCDEF                        | Jk            | - 1           | i         | M         | L           | pQ            | PQR         | n0           | NO          | 0                    |
|                                |       | Н                       |                           |           |                         | Н             |           | G                            |               |               |           |           |             |               |             |              |             |                      |
| Chi2·                          |       | ***                     |                           |           |                         |               |           |                              | **            |               |           | ***       |             | ***           |             |              |             |                      |

C i r c u m N e t w o

| First, so that I can ask you the       |         | 9000     |       |         |       | illy exclu |        |          | , , , ,  | Age      | arry o |      | nder   | <u>g</u> . |        | Region  |      |        |
|--|---------|----------|-------|---------|-------|------------|--------|----------|----------|----------|--------|------|--------|------------|--------|---------|------|--------|
|  |         |          | Prem- | neia (n | MC    | illy excit | isive) | No Visa. |          | Age      |        | Gei  | luei   |            |        | Region  |      |        |
|  |         | Stand-   | ium   |         | Prem- |            |        | MC.      |          |          |        |      |        |            |        |         |      | BC and |
|  | Total   | ard card | card  | Both    | ium   | Infinite   | Amex   |          | 18 to 35 | 36 to 55 | 56 +   | Male | Female | Atlantic   | Quebec | Ontario |      | terr.  |
|  | - Total | В        | C     | D       | E     | F          | G      | Н        | 1        | J        | K      | L    | M      | N          | 0      | Р       | Q    | R      |
| QOWNCC                                 |         |          |       |         |       |            |        |          | - 1      |          |        |      |        |            |        |         |      |        |
| a general credit card that you can use |         |          |       |         |       |            |        |          |          |          |        |      |        |            |        |         |      |        |
| in many stores                         |         |          |       |         |       |            |        |          |          |          |        |      |        |            |        |         |      |        |
| Weighted number of respondents         | 11561   | 7553     | 4821  | 2348    | 3090  | 1071       | 2020   | 1536     | 3425     | 4564     | 3535   | 5619 | 5942   | 835        | 2732   | 4464    | 1980 | 1544   |
| Actual number of respondents           | 11561   | 7509     | 5254  | 2592    | 3291  | 1221       | 2283   | 1390     | 1801     | 3810     | 5913   | 5843 | 5718   | 791        | 2513   | 4890    | 1932 | 1429   |
| Yes                                    | 87%     | 99%      | 100%  | 100%    | 100%  | 100%       | 100%   | 4%       | 83%      | 88%      | 88%    | 89%  | 85%    | 81%        | 81%    | 89%     | 87%  | 91%    |
|  |         | CDEFG    | BH    | BH      | BH    | BH         | BH     | BCDEF    | JK       | - 1      | I      | M    | L      | PQR        | PQR    | NOg     | NOpR | NOQ    |
|  |         | Н        |       |         |       |            |        | G        |          |          |        |      |        |            |        |         | ·    |        |
| No                                     | 13%     | 0%       | 0%    | 0%      | 0%    | 0%         | 0%     | 94%      | 16%      | 11%      | 12%    | 10%  | 15%    | 18%        | 18%    | 10%     | 12%  | 9%     |
|  |         | Н        | Н     | Н       | Н     | Н          | H      | BCDEF    | JK       | - 1      | - 1    | М    | L      | PQR        | PQR    | NOq     | NOpr | NOq    |
|  |         |          |       |         |       |            |        | G        |          |          |        |      |        |            | -      |         |      |        |
| Don't know / No response               | 1%      | 1%       | 0%    | 0%      | 0%    | 0%         | 0%     | 2%       | 1%       | 1%       | 1%     | 1%   | 1%     | 1%         | 1%     | 1%      | 1%   | 0%     |
|  |         | CDEFG    | BH    | BH      | ВН    | BH         | BH     | bCDEF    |          | K        | J      |      |        | r          |        |         |      | n      |
|  |         | h        |       |         |       |            |        | 0        |          |          |        |      |        |            |        |         |      |        |
|  |         | 1 11     |       |         |       |            |        | G        |          |          |        |      |        |            |        |         |      |        |

| First, so that I can ask you the                 | right | ques                    | tions,                    | l wou     | ld like                 | to kr         | ow w      | hethe                        | r you         | have          | any o     | f the f   | ollow       | ing:          |             |              |      |                      |
|--|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|---------------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|------|----------------------|
|  |       |                         | Cards                     | held (no  | ot mutua                | lly exclu     | sive)     |                              |               | Age           |           | Ger       | nder        |               |             | Region       |      |                      |
|  | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35<br>I | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |      | BC and<br>terr.<br>R |
| QOWNSC   |       |                         |                           |           |                         |               |           |                              |               |               |           |           |             |               |             |              |      |                      |
| a credit card that you can use in only one store |       |                         |                           |           |                         |               |           |                              |               |               |           |           |             |               |             |              |      |                      |
| Weighted number of respondents                   | 11561 | 7553                    | 4821                      | 2348      | 3090                    | 1071          | 2020      | 1536                         | 3425          | 4564          | 3535      | 5619      | 5942        | 835           | 2732        | 4464         | 1980 | 1544                 |
| Actual number of respondents                     | 11561 | 7509                    | 5254                      | 2592      | 3291                    | 1221          | 2283      | 1390                         | 1801          | 3810          | 5913      | 5843      | 5718        | 791           | 2513        | 4890         | 1932 | 1429                 |
| Yes  | 27%   | 30%                     | 36%                       | 42%       | 36%                     | 36%           | 40%       | 7%                           | 16%           | 30%           | 34%       | 24%       | 30%         | 25%           | 23%         | 29%          | 27%  | 29%                  |
|  |       | CDEFG<br>H              | BDGH                      | BCEFH     | BDGH                    | BDGH          | BCEFH     | I BCDEF<br>G                 | JK            | IK            | IJ        | М         | L           | . pr          | PQR         | nO           | 0    | nO                   |
| No   | 71%   | 69%                     | 63%                       | 57%       | 62%                     | 64%           | 59%       | 90%                          | 82%           | 69%           | 65%       | 75%       | 68%         | 73%           | 76%         | 70%          | 71%  | 68%                  |
|  |       | CDEFG<br>H              | BDGH                      | BCEFH     | BDGH                    | BDGH          | BCEFH     | I BCDEF<br>G                 | JK            | IK            | IJ        | М         | L           | . pR          | PQR         | nO           | Or   | NOq                  |
| Don't know / No response                         | 2%    | 2%                      | 1%                        | 1%        | 1%                      | 0%            | 1%        | 3%                           | 2%            | 1%            | 1%        | 1%        | 2%          | 2%            | 1%          | 2%           | 2%   | 3%                   |
|  |       | cdFgH                   | bfH                       | bH        | fH                      | BceH          | bH        | I BCDEF<br>G                 | jk            | i             | i         | m         | ı           |               | pqR         | or           | 0    | Ор                   |
| Chi2:  |       | ***                     |                           |           |                         |               |           |                              | ***           |               |           | ***       |             | ***           |             |              |      |                      |

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C**ircum** Network Inc

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| _   |       |                         | Cards                     | held (no         | ot mutua                | lly exclu          | sive)              |                              |                   | Age         |             | Ger              | nder              |                   |                     | Region            |             |                      |
|---|-------|-------------------------|---------------------------|------------------|-------------------------|--------------------|--------------------|------------------------------|-------------------|-------------|-------------|------------------|-------------------|-------------------|---------------------|-------------------|-------------|----------------------|
|   | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D        | MC<br>Prem-<br>ium<br>E | Infinite<br>F      |                    | No Visa,<br>MC,<br>Amex<br>H | 18 to 35<br>I     | •           | 56 +<br>K   | Male<br>L        | Female<br>M       | Atlantic<br>N     |                     |                   |             | BC and<br>terr.<br>R |
| QOWNCH<br>a bank account where you can write<br>cheques |       |                         |                           |                  | ·                       |                    | ·                  |                              |                   |             |             |                  | •                 |                   |                     |                   |             |                      |
| Weighted number of respondents                          | 11561 | 7553                    | 4821                      | 2348             | 3090                    | 1071               | 2020               | 1536                         | 3425              | 4564        | 3535        | 5619             | 5942              | 835               | 2732                | 4464              | 1980        | 1544                 |
| Actual number of respondents                            | 11561 | 7509                    | 5254                      | 2592             | 3291                    | 1221               | 2283               | 1390                         | 1801              | 3810        | 5913        | 5843             | 5718              | 791               | 2513                | 4890              | 1932        | 1429                 |
| Yes   | 91%   | 92%<br>CDEFG<br>H       | 96%<br>BfgH               | <b>96%</b><br>BH | 96%<br>BfGH             | <b>97%</b><br>BceH | <b>97%</b><br>BcEH | <b>72</b> %<br>BCDEF<br>G    | <b>83%</b><br>JK  | <b>93</b> % | <b>94</b> % | <b>91</b> %<br>M | <b>90</b> %       | <b>88%</b><br>PqR | <b>86%</b><br>PQR   | <b>93%</b><br>NOQ | 90%<br>nOPR | <b>93</b> %<br>NOQ   |
| No  | 8%    | 6%<br>CDEFG<br>H        | <b>3</b> %<br>BfgH        | <b>3%</b><br>BgH | <b>4</b> %<br>BFGH      | <b>2%</b><br>BcEH  | 2%<br>BcdEH        | <b>26%</b><br>BCDEF<br>G     | <b>15</b> %<br>JK | <b>6</b> %  | 5%<br>I     | 8%               | 9%                | 10%<br>oPR        | <b>12</b> %<br>nPQR | <b>6</b> %<br>NOQ | 9%<br>OPr   | 6%<br>NOo            |
| Don't know / No response                                | 1%    | 1%<br>CDEFG             | <b>0</b> %<br>BH          | <b>0</b> %<br>BH | <b>0%</b><br>BH         | 0%<br>BH           | <b>0%</b><br>BH    | 2%<br>CDEFG                  |                   | <b>1</b> %  | <b>1</b> %  | <b>1</b> %<br>M  | <b>2</b> %<br>  L | <b>2%</b><br>oQR  | 1%<br>n             | 1%<br>r           | 1%<br>N     | <b>1%</b><br>Np      |
| Chi2:   | 1     | ***                     |                           |                  |                         |                    |                    |                              | ***               |             |             | **               |                   | ***               |                     |                   |             |                      |

**C** i r c u m N e t w o r

|                                |       |                         | Cards                     | s held (n    | ot mutua                | ally exclu    | sive)     |                              |               | Age           |           | Ger       | nder        |               |          | Region       |      |              |
|--------------------------------|-------|-------------------------|---------------------------|--------------|-------------------------|---------------|-----------|------------------------------|---------------|---------------|-----------|-----------|-------------|---------------|----------|--------------|------|--------------|
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D    | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35<br>I | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec ( | Ontario<br>P |      | BC and terr. |
| QOWNVISA                       |       |                         |                           |              |                         |               |           |                              |               |               |           |           |             |               |          |              |      |              |
| a Visa card?                   |       |                         |                           |              |                         |               |           |                              |               |               |           |           |             |               |          |              |      |              |
| Weighted number of respondents | 10112 | 7553                    | 4821                      | 2348         | 3090                    | 1071          | 2020      | 87                           | 2882          | 4072          | 3126      | 5034      | 5078        | 686           | 2241     | 4023         | 1751 | 1406         |
| Actual number of respondents   | 10257 | 7509                    | 5254                      | 2592         | 3291                    | 1221          | 2283      | 86                           | 1585          | 3386          | 5253      | 5287      | 4970        | 672           | 2065     | 4473         | 1728 | 1314         |
| Yes                            | 77%   | 83%                     | 76%                       | 88%          | 66%                     | 100%          | 83%       | 0%                           | 77%           | 77%           | 78%       | 78%       | 77%         | 74%           | 80%      | 78%          | 70%  | 81%          |
|                                |       | CDEFH                   | <b>BDEFG</b>              | <b>BCEFG</b> | BCDFG                   | BCDEG         | CDEFH     | BCDEF                        |               |               |           |           |             | OpR           | NQ       | nQr          | OPR  | NpQ          |
|                                |       |                         | Н                         | Н            | Н                       | Н             |           | G                            |               |               |           |           |             |               |          |              |      |              |
| No                             | 21%   | 16%                     | 24%                       | 12%          | 34%                     | 0%            | 16%       | 100%                         | 22%           | 21%           | 21%       | 21%       | 22%         | 23%           | 19%      | 20%          | 28%  | 18%          |
|                                |       | CDEFH                   | <b>BDEFG</b>              | <b>BCEFG</b> | BCDFG                   | BCDEG         | CDEFH     | BCDEF                        |               |               |           |           |             | oqR           | nQ       | Q            | nOPR | NÇ           |
|                                |       |                         | Н                         | Н            | Н                       | Н             |           | G                            |               |               |           |           |             |               |          |              |      |              |
| Don't know / No response       | 1%    | 2%                      | 0%                        | 0%           | 0%                      | 0%            | 0%        | 0%                           | 1%            | 2%            | 1%        | 1%        | 1%          | 2%            | 1%       | 1%           | 2%   | 1%           |
|                                |       | CDEFG                   | В                         | В            | В                       | В             | В         | 3                            |               | k             | j         |           |             | Opr           | NpQ      | no           | 0    | r            |
| Chi2:                          |       | (***)                   |                           |              |                         |               |           |                              |               |               |           |           |             | ***           |          |              |      |              |

|                                |       | Cards held (not mutually exclusive) |                           |              |                         |               |              |                              | Age           |               |           | Gender    |             | Region        |             |              |      |                      |
|--------------------------------|-------|-------------------------------------|---------------------------|--------------|-------------------------|---------------|--------------|------------------------------|---------------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|------|----------------------|
|                                | Total | Stand-<br>ard card<br>B             | Prem-<br>ium<br>card<br>C | Both<br>D    | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G    | No Visa,<br>MC,<br>Amex<br>H | 18 to 35<br>I | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |      | BC and<br>terr.<br>R |
| QOWNMASTER                     |       |                                     |                           |              |                         |               |              |                              |               |               |           |           |             |               |             |              |      |                      |
| a Mastercard?                  |       |                                     |                           |              |                         |               |              |                              |               |               |           |           |             |               |             |              |      |                      |
| Weighted number of respondents | 10112 | 7553                                | 4821                      | 2348         | 3090                    | 1071          | 2020         | 87                           | 2882          | 4072          | 3126      | 5034      | 5078        | 686           | 2241        | 4023         | 1751 | 1406                 |
| Actual number of respondents   | 10257 | 7509                                | 5254                      | 2592         | 3291                    | 1221          | 2283         | 86                           | 1585          | 3386          | 5253      | 5287      | 4970        | 672           | 2065        | 4473         | 1728 | 1314                 |
| Yes                            | 60%   | 55%                                 | 80%                       | 84%          | 100%                    | 46%           | 73%          | 0%                           | 52%           | 62%           | 64%       | 60%       | 59%         | 59%           | 54%         | 62%          | 64%  | 57%                  |
|                                |       | CDEFG                               | BDEFG                     | <b>BCEFG</b> | BCDFG                   | <b>BCDEG</b>  | BCDEF        | BCDEF                        | JK            | lk            | lj        |           |             | q             | PQ          | OR           | nOR  | PÇ                   |
|                                |       | Н                                   | Н                         | Н            | Н                       | Н             | Н            | G                            |               |               |           |           |             |               |             |              |      |                      |
| No                             | 39%   | 43%                                 | 20%                       | 16%          | 0%                      | 54%           | 26%          | 100%                         | 47%           | 37%           | 34%       | 38%       | 39%         | 39%           | 45%         | 37%          | 34%  | 42%                  |
|                                |       | CDEFG                               | <b>BDEFG</b>              | <b>BCEFG</b> | <b>BCDFG</b>            | <b>BCDEG</b>  | <b>BCDEF</b> | BCDEF                        | JK            | - 1           | I         |           |             | Oq            | NPQ         | OR           | nOR  | PC                   |
|                                |       | Н                                   | Н                         | Н            | Н                       | Н             | Н            | G                            |               |               |           |           |             |               |             |              |      |                      |
| Don't know / No response       | 1%    | 2%                                  | 0%                        | 0%           | 0%                      | 0%            | 0%           | 0%                           | 1%            | 2%            | 1%        | 1%        | 1%          | 3%            | 1%          | 2%           | 2%   | 1%                   |
|                                |       | CDEFG                               | Ве                        | Ве           | BcdFG                   | BE            | BE           |                              |               | k             | j         | i         |             | Or            | Npq         | 0            | 0    | r                    |
| Chi2:                          |       | (***)                               |                           |              |                         |               |              |                              | ***           |               |           | -         |             | ***           |             |              |      |                      |

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| Do you own a Visa card with t  | ne tra | Cards held (not mutually exclusive) |                           |              |                         |          |       |                              |          | A               |           |           | ala u  | Panion        |      |                |      |              |
|--------------------------------|--------|-------------------------------------|---------------------------|--------------|-------------------------|----------|-------|------------------------------|----------|-----------------|-----------|-----------|--------|---------------|------|----------------|------|--------------|
|                                | Total  | Stand-<br>ard card<br>B             | Prem-<br>ium<br>card<br>C | Both<br>D    | MC<br>Prem-<br>ium<br>E | Infinite |       | No Visa,<br>MC,<br>Amex<br>H | 18 to 35 | Age<br>36 to 55 | 56 +<br>K | Male<br>L | Female | Atlantic<br>N |      | Region Ontario |      | BC and terr. |
| QINFINITE                      |        |                                     |                           |              |                         | '        |       |                              | '        |                 |           |           |        | '             |      | <u> </u>       |      |              |
| Weighted number of respondents | 7834   | 6244                                | 3645                      | 2055         | 2026                    | 1071     | 1684  | 0                            | 2223     | 3149            | 2442      | 3925      | 3908   | 509           | 1797 | 3155           | 1233 | 1139         |
| Actual number of respondents   | 7994   | 6237                                | 4037                      | 2280         | 2217                    | 1221     | 1918  | 0                            | 1235     | 2596            | 4143      | 4191      | 3803   | 502           | 1634 | 3554           | 1249 | 1054         |
| Yes                            | 14%    | 8%                                  | 29%                       | 24%          | 11%                     | 100%     | 20%   | 0%                           | 7%       | 16%             | 17%       | 16%       | 11%    | 16%           | 5%   | 15%            | 18%  | 19%          |
|                                |        | CDEFG                               | <b>BDEFG</b>              | <b>BCEFG</b> | BCDFG                   | BCDEG    | BCDEF | :                            | JK       | I               | I         | M         | L      | 0             | NPQR | OQR            | OP   | OP           |
| No                             | 77%    | 82%                                 | 63%                       | 69%          | 80%                     | 0%       | 71%   | 0%                           | 86%      | 75%             | 70%       | 76%       | 77%    | 70%           | 89%  | 75%            | 70%  | 70%          |
|                                |        | CDEFG                               | <b>BDEFG</b>              | BCEF         | BCDFG                   | BCDEG    | BCEF  |                              | JK       | IK              | IJ        |           |        | Ор            | NPQR | nOQR           | OP   | OP           |
| Don't know / No response       | 10%    | 10%                                 | 8%                        | 7%           | 9%                      | 0%       | 9%    | 0%                           | 7%       | 9%              | 13%       | 7%        | 12%    | 13%           | 6%   | 10%            | 12%  | 11%          |
|                                |        | CDF                                 | BeF                       | BEFg         | cDF                     | BCDEG    | dF    | :                            | jK       | iK              | IJ        | M         | L      | Ор            | NPQR | n0q            | Op   | 0            |
| Chi2:                          |        | ***                                 |                           |              |                         |          |       |                              | ***      |                 |           | ***       |        | ***           |      |                |      |              |

**ircum** Nettwork Inc

| Which financial institutions ha | ave pr | ovide                   | d you                     | with y      | your N                  | /laste            | cards              | ?                            |                  |                  |            |                |             |               |                  |                  |                    |                      |
|---------------------------------|--------|-------------------------|---------------------------|-------------|-------------------------|-------------------|--------------------|------------------------------|------------------|------------------|------------|----------------|-------------|---------------|------------------|------------------|--------------------|----------------------|
|                                 |        |                         |                           | held (n     |                         | Ily exclu         |                    |                              |                  | Age              |            | Gen            | der         |               |                  | Region           |                    |                      |
|                                 | Total  | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D   | MC<br>Prem-<br>ium<br>E | Infinite<br>F     | Amex<br>G          | No Visa,<br>MC,<br>Amex<br>H | 18 to 35         | 36 to 55<br>J    | 56 +<br>K  | Male<br>L      | Female<br>M | Atlantic<br>N | Quebec<br>O      | Ontario<br>P     |                    | BC and<br>terr.<br>R |
| QMASTER                         |        | '                       |                           |             | <u> </u>                |                   |                    |                              | '                |                  |            | <u> </u>       |             |               |                  |                  | -                  |                      |
| Weighted number of respondents  | 6034   | 4163                    | 3835                      | 1964        | 3090                    | 491               | 1483               | 0                            | 1490             | 2515             | 2011       | 3029           | 3005        | 402           | 1219             | 2489             | 1121               | 800                  |
| Actual number of respondents    | 6323   | 4345                    | 4156                      | 2178        | 3291                    | 574               | 1693               | 0                            | 851              | 2090             | 3364       | 3296           | 3027        | 405           | 1193             | 2828             | 1126               | 769                  |
| Bank of Montreal                | 32%    | 27%                     | 40%                       | 37%         | 45%                     | 30%               | 35%                | 0%                           | 35%              | 28%              | 35%        | 33%            | 31%         | 30%           | 23%              | 31%              | 40%                | 39%                  |
|                                 |        | CDEG                    |                           | BcEF        |                         | CDEg              |                    |                              | J                | IK               | J          | m              |             | OQR           | NPQR             | OQR              | NOP                | NOP                  |
| CIBC                            | 9%     | 10%                     | 9%<br>dFG                 | 11%         | 8%                      | <b>15</b> %       | <b>12</b> %        | 0%                           | 5%               | 11%              | 9%         | 11%            | 7%          | 5%            | 9%               | 10%              | 8%<br>nR           | <b>12</b> %          |
| David Bank of Canada            | 3%     | EFg                     |                           | cEf         | BDFG                    | BCdE              | bCE                | 0%                           | JK               | IK<br>20/        | 1J         | M<br>20/       | L           | OPqR          | Nr               | N<br>20/         |                    |                      |
| Royal Bank of Canada            | 3%     | 3%<br>F                 | 3%<br>F                   | 3%<br>F     | 3%<br>Fg                | 6%<br>BCDEg       | 4%<br>et           | , -                          | <b>1</b> %<br>JK | 3%<br>lk         | <b>4</b> % | <b>3%</b><br>m | 2%          | 3%            | <b>2</b> %       | 3%               | 3%                 | 4%<br>0              |
| National Bank                   | 8%     | 8%                      | 6%                        | 5%          | 6%                      | 4%                | 5%                 | 0%                           | 8%               | 9%               | 6%         | 7%             | 8%          | 5%            | 33%              | 1%               | 1%                 | 1%                   |
|                                 | 100/   | CDEFG                   | В                         | В           | В                       | В                 | B                  |                              | K<br>4007        | K                | IJ         | 100/           | 4.40/       | OPQR          | NPQR             | NO               | NO                 |                      |
| Capital One                     | 12%    | 14%                     | 10%                       | 12%         | 9%                      | 10%               | 12%                | 0%                           | 12%              | 14%              | 10%        | 12%            | 11%         | 18%           | 2%               | 12%              | 15%                | 17%                  |
| ATD E:                          | 40/    | CEfg                    | BD                        | CE          |                         | b                 |                    |                              | 40/              | K                | J          | 00/            | 40/         | OP            | NPQR             | NOqR             | Op<br><b>T</b> a/  |                      |
| ATB Financial                   | 1%     | <b>2</b> %<br>CdE       | 1%<br>Bf                  | 1%<br>b     | <b>1</b> %<br>BFg       | 2%<br>cE          | 1%<br>e            | 0%                           | 1%               | 1%               | 2%         | 2%             | 1%          | <b>0</b> %    | <b>0</b> %<br>Or | <b>0</b> %<br>OR | <b>7</b> %<br>NOPR | 1%<br>oPQ            |
| Canadian Tire                   | 15%    | 13%                     | 22%                       | 23%         | 26%                     | 12%               | 17%                | 0%                           | 9%               | 16%              | 19%        | 17%            | 13%         | 18%           | 18%              | 17%              | 9%                 | 11%                  |
|                                 |        | CDEG                    | BEFG                      | BFG         | BCFG                    | CDEG              | BCDEF              | :                            | JK               | IK               | IJ         | M              | L           | QR            | QR               | QR               | NOP                | NOP                  |
| HSBC                            | 4%     | 4%                      | 5%                        | 5%          | 5%                      | 3%                | 6%                 | 0%                           | 5%               | 3%               | 5%         | 4%             | 5%          | 3%            | 3%               | 5%               | 3%                 | 6%                   |
|                                 |        | deg                     |                           | bf          | bf                      | deg               |                    |                              |                  | k                | j          |                |             | pr            | PR               | n0Q              | PR                 |                      |
| President's Choice Financial    | 17%    | 14%                     | 27%                       | 30%         | 34%                     | 15%               | 25%                | 0%                           | 16%              | 20%              | 15%        | 16%            | 19%         | 21%           | 9%               | 23%              | 13%                | 15%                  |
|                                 | 0.00/  | CDEG                    |                           | BCeFG       |                         | CDEG              |                    |                              | J                | iK               | J          | M              | L           | . OQR         | NPQR             | OQR              | NOP                | NOP                  |
| Other                           | 28%    | 33%<br>CDEG             | 21%<br>BDEFG              | 27%<br>BCEf | 15%<br>BCDFG            | <b>32%</b><br>CdE | <b>29</b> %<br>BCE | 0%                           | 28%              | <b>25</b> %<br>K | 31%        | 27%            | 29%         | 30%<br>0      | 22%<br>NPQR      | 28%<br>0a        | <b>32</b> %<br>Op  | 29%                  |
| Don't know / No response        | 3%     | <b>4</b> %              | <b>1</b> %                | 1%          | <b>0</b> %              | 1%                | 3%                 | 0%                           | 3%               | 3%               | 3%         | 2%             | 4%          | 2%            | 2%               | <b>4</b> %       | 3%                 | 3%                   |
| Don't know / No response        | 3/0    | CDEFg                   | BEG                       |             | BCDFG                   | BEg               |                    | - , -                        | 3/0              | 3/0              | J/0        | <b>∠</b> % M   |             | 2%<br>p       | <b>2</b> %       | nOr              | 3/0                | ა /₀<br>p            |
| Chi2:                           |        | ***                     |                           |             |                         |                   | •                  |                              | ***              |                  |            | ***            |             | ***           |                  |                  |                    |                      |

|                                |       |                         | Cards                     | held (n   | ot mutua                | Illy exclu    | sive)     |                              |          | Age           |           | Gen       | der         |               |             | Region       |     |                      |
|--------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|----------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|-----|----------------------|
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35 | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |     | BC and<br>terr.<br>R |
| QMASTER1                       |       |                         |                           |           |                         |               |           |                              |          |               |           |           |             |               |             |              |     |                      |
| Weighted number of respondents | 1942  | 1132                    | 1539                      | 728       | 1401                    | 145           | 524       | 0                            | 525      | 711           | 702       | 1014      | 928         | 121           | 280         | 776          | 453 | 311                  |
| Actual number of respondents   | 2077  | 1193                    | 1703                      | 819       | 1545                    | 164           | 637       | 0                            | 286      | 594           | 1193      | 1125      | 952         | 131           | 271         | 945          | 435 | 294                  |
| Yes                            | 67%   | 49%                     | 84%                       | 77%       | 93%                     | 60%           | 72%       | 0%                           | 63%      | 70%           | 67%       | 65%       | 69%         | 79%           | 61%         | 64%          | 71% | 68%                  |
|                                |       | CDEFG                   | <b>BDEFG</b>              | BCEFg     | <b>BCDFG</b>            | <b>BCDEG</b>  | BCdEF     | :                            | j        | i             |           |           |             | OPr           | NQ          | NQ           | OP  | n                    |
| No                             | 29%   | 44%                     | 13%                       | 20%       | 7%                      | 30%           | 23%       | 0%                           | 34%      | 26%           | 28%       | 31%       | 26%         | 16%           | 32%         | 32%          | 25% | 29%                  |
|                                |       | CDEFG                   | <b>BDEFG</b>              | BCEF      | <b>BCDFG</b>            | BCDE          | BCE       |                              | jk       | i             | i         | m         | 1           | OPqR          | . N         | NQ           | nP  | N                    |
| Don't know / No response       | 4%    | 6%                      | 2%                        | 3%        | 1%                      | 9%            | 4%        | 0%                           | 3%       | 4%            | 6%        | 4%        | 5%          | 5%            | 7%          | 4%           | 3%  | 3%                   |
|                                |       | CDE                     | BEFg                      | BEF       | BCDFG                   | CDEg          | cE1       | f                            |          |               |           |           |             |               | qr          |              | 0   | 0                    |
| Chi2:                          |       | (***)                   |                           |           |                         |               |           |                              | *        |               |           | *         |             | ***           |             |              |     |                      |

|                                |       |                         | Cards                     | held (n   | ot mutua                | Illy exclu    | sive)     |                              |               | Age              |           | Ger       | nder        |               |             | Region       |     |              |
|--------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|---------------|------------------|-----------|-----------|-------------|---------------|-------------|--------------|-----|--------------|
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35<br>I | 36 to 55<br>J    | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |     | BC and terr. |
| QMASTER2                       |       |                         |                           |           |                         |               |           |                              |               |                  |           |           |             |               |             |              |     |              |
| Weighted number of respondents | 548   | 417                     | 347                       | 216       | 242                     | 72            | 180       | 0                            | 74            | 287              | 186       | 336       | 212         | 19            | 108         | 240          | 87  | 93           |
| Actual number of respondents   | 603   | 451                     | 398                       | 246       | 275                     | 88            | 212       | 0                            | 59            | 230              | 313       | 369       | 234         | 20            | 109         | 292          | 94  | 87           |
| Yes                            | 14%   | 10%<br>CDEFG            | 23%<br>BE                 | 20%<br>BE | 33%<br>BCDG             | 25%<br>B      | 20%<br>BE | 0%                           | 6%<br>j       | <b>18%</b><br>ik | 12%<br>j  | 15%       | 14%         | 24%           | 12%         | 13%          | 20% | 14%          |
| No                             | 73%   | 76%                     | 67%                       | 70%       | 60%                     | 67%           | 69%       | 0%                           | 88%           | 68%              | 73%       | 76%       | 68%         | 69%           | 82%         | 74%          | 58% |              |
|                                |       | CE                      | В                         | е         | Bdg                     |               | е         |                              | Jk            | l                | İ         | m         | l           |               | Q           | Q            | OPi | r            |
| Don't know / No response       | 13%   | 13%                     | 10%                       | 10%       | <b>7</b> %              | 8%            | 10%       | 0%                           | 6%            | 13%              | 15%       | 10%       | 18%         | 8%            | <b>7</b> %  | 13%          | 22% | 119          |
|                                |       | E                       |                           |           | В                       |               |           |                              |               |                  |           | M         | L           |               | Q           | q            | Ор  | )            |
| Chi2:                          |       | ***                     |                           |           |                         |               |           |                              | **            |                  |           | *         |             | (*)           |             |              |     |              |

| Does your Royal Bank of Cana   | ada M | lastero                 | ard b                     | ear th    | e follo                 | owing         | trade     | emard:                       | : West        | Jet R         | BC W      | orld?     |             |               |             |              |     |                      |
|--------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|---------------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|-----|----------------------|
|                                |       |                         | Cards                     | held (no  | ot mutua                | lly exclu     | sive)     |                              |               | Age           |           | Ger       | nder        |               |             | Region       |     |                      |
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35<br>I | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |     | BC and<br>terr.<br>R |
| QMASTER3                       |       |                         |                           | •         |                         |               |           | •                            |               |               |           |           | •           |               | •           |              |     |                      |
| Weighted number of respondents | 174   | 127                     | 111                       | 64        | 81                      | 29            | 55        | 0                            | 17            | 72            | 82        | 103       | 71          | 12            | 25          | 69           | 36  | 31                   |
| Actual number of respondents   | 204   | 145                     | 141                       | 82        | 108                     | 35            | 70        | 0                            | 9             | 59            | 133       | 127       | 77          | 17            | 22          | 89           | 42  | 33                   |
| Yes                            | 17%   | 11%                     | 26%                       | 22%       | 36%                     | 27%           | 24%       | 0%                           | 19%           | 20%           | 14%       | 23%       | 8%          | 19%           | 8%          | 10%          | 26% | 24%                  |
|                                |       | CdEfg                   | В                         | be        | Bd                      | b             | b         | )                            |               |               |           | M         | l L         |               |             | qr           | . р | ķ                    |
| No                             | 70%   | 73%                     | 69%                       | 74%       | <b>59</b> %             | 69%           | 75%       | 0%                           | 81%           | 63%           | 76%       | 68%       | 73%         | 81%           | 86%         | 76%          | 48% | 67%                  |
|                                |       | е                       |                           | е         | bdg                     |               | e         | )                            |               |               |           |           |             |               |             | Q            | Р   |                      |
| Don't know / No response       | 13%   | 16%                     | 5%                        | 4%        | 5%                      | 4%            | 2%        | 0%                           | 0%            | 17%           | 11%       | 9%        | 19%         | 0%            | 7%          | 14%          | 26% | 8%                   |
|                                |       | CDEG                    | В                         | В         | В                       |               | В         | 3                            |               |               |           |           |             |               |             |              |     |                      |
| Chi2:                          |       | (***)                   |                           |           |                         |               |           |                              | -             |               |           | *         |             | (*)           |             |              |     |                      |

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С

|                                |       |                         | Cards                | held (n     | ot mutua                | illy exclu | sive) |                              |     | Age         |           | Ger  | nder        |          |             | Region      |     |              |
|--------------------------------|-------|-------------------------|----------------------|-------------|-------------------------|------------|-------|------------------------------|-----|-------------|-----------|------|-------------|----------|-------------|-------------|-----|--------------|
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card | Both<br>D   | MC<br>Prem-<br>ium<br>F | Infinite   | Amex  | No Visa,<br>MC,<br>Amex<br>H |     | 36 to 55    | 56 +<br>K | Male | Female<br>M | Atlantic | Quebec      | Ontario     |     | BC and terr. |
| QMASTER4                       |       | В                       | C                    | U           | <u> </u>                | Г          | G     | п                            | -   | J           | ĸ         |      | IVI         | IN       | U           | F           | Q   | K            |
| Weighted number of respondents | 467   | 353                     | 221                  | 107         | 172                     | 22         | 79    | 0                            | 124 | 215         | 127       | 225  | 241         | 18       | 402         | 33          | 8   | 4            |
| Actual number of respondents   | 460   | 346                     | 236                  | 122         | 176                     | 22         | 96    | 0                            | 72  | 171         | 216       | 230  | 230         | 14       | 382         | 47          | 9   | 7            |
| Yes                            | 29%   | 17%                     | 60%                  | 56%         | 78%                     | 34%        | 36%   | 0%                           | 20% | 33%         | 29%       | 33%  | 25%         | 25%      | 27%         | 32%         | 68% | 63%          |
|                                |       | CDEG                    | BEG                  |             | BCDG                    |            | BCDE  |                              | J   | ı           |           |      |             |          |             |             |     |              |
| No                             | 66%   | 76%                     | 37%                  | <b>41</b> % | 21%                     | 53%        | 63%   | 0%                           | 76% | <b>61</b> % | 64%       | 61%  | 70%         | 46%      | <b>69</b> % | <b>52</b> % | 18% | 37%          |
|                                |       | CDEg                    | BEG                  | BEG         | BCDG                    |            | bCDE  |                              | j   | i           |           |      |             |          | р           | C           |     |              |
| Don't know / No response       | 6%    | 7%                      | 2%                   | 3%          | 1%                      | 13%        | 1%    | 0%                           | 4%  | 6%          | 7%        | 6%   | 6%          | 30%      | 4%          | 16%         | 14% | 0%           |
|                                |       | cEg                     | b                    |             | В                       |            | b     |                              |     |             |           |      |             |          | Р           | C           | )   |              |
| Chi2:                          |       | (***)                   |                      |             |                         |            |       |                              | -   |             |           | -    |             | (***)    |             |             |     |              |

|                                |       |                         | Cards                     | held (n   | ot mutua                | ılly exclu    | sive)     |                              |                | Age              |             | Ger              | nder            |               |             | Region       |          |              |
|--------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|----------------|------------------|-------------|------------------|-----------------|---------------|-------------|--------------|----------|--------------|
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35       | 36 to 55<br>J    | 56 +<br>K   | Male<br>L        | Female<br>M     | Atlantic<br>N | Quebec<br>O | Ontario<br>P |          | BC and terr. |
| QMASTER5                       |       |                         |                           |           |                         |               |           |                              |                |                  |             |                  |                 |               |             |              |          |              |
| Weighted number of respondents | 714   | 571                     | 387                       | 244       | 282                     | 50            | 174       | 0                            | 172            | 348              | 193         | 372              | 342             | 73            | 28          | 309          | 168      | 136          |
| Actual number of respondents   | 748   | 580                     | 421                       | 253       | 319                     | 62            | 192       | 0                            | 114            | 313              | 320         | 396              | 352             | 71            | 25          | 350          | 169      | 132          |
| Yes                            | 13%   | 8%<br>CDEFG             | <b>24%</b><br>BE          | 19%<br>BE | 34%<br>BCDfG            | 18%<br>Be     | 20%<br>BE | 0%                           | <b>8%</b><br>K | <b>10</b> %<br>K | <b>25</b> % | <b>17</b> %<br>M | <b>9</b> %<br>L | 8%            | 10%         | 12%          | 13%      | 19%          |
| No                             | 78%   | 84%<br>CDEG             | <b>67%</b><br>Be          | 74%<br>BE | 59%<br>BcDfG            | 75%<br>e      | 72%<br>BE | 0%                           | <b>85</b> %    | <b>82</b> %<br>K | <b>66</b> % | <b>75</b> % m    | 82%             | 87%           | 84%         | 80%          | 74%<br>n | 75%          |
| Don't know / No response       | 8%    | 8%                      | 8%                        | 7%        | 7%                      | 7%            | 9%        | 0%                           | 7%             | 8%               | 10%         | 8%               | 9%              | 5%            | 5%          | 8%           | 14%      | 6%           |
| Chi2:                          |       | (***)                   |                           |           |                         |               |           |                              | ***            |                  |             | *                |                 | (-)           |             | q            | pr       |              |

|                                |       |                         | Cards        | s held (n | ot mutua                | ally exclu    | sive)     |                              |     | Age           |           | Ger         | nder        |               |             | Region       |     |             |
|--------------------------------|-------|-------------------------|--------------|-----------|-------------------------|---------------|-----------|------------------------------|-----|---------------|-----------|-------------|-------------|---------------|-------------|--------------|-----|-------------|
|                                | Total | Stand-<br>ard card<br>B | Premium card | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H |     | 36 to 55<br>J | 56 +<br>K | Male<br>L   | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |     | BC an terr. |
| QMASTER6                       |       |                         |              |           |                         |               |           | •                            |     |               |           |             | •           |               | •           |              | •   |             |
| Weighted number of respondents | 86    | 72                      | 34           | 20        | 20                      | 9             | 19        | 0                            | 20  | 34            | 32        | 46          | 40          | 0             | 1           | 1            | 77  | 5           |
| Actual number of respondents   | 88    | 70                      | 43           | 25        | 24                      | 11            | 24        | 0                            | 11  | 26            | 51        | 48          | 40          | 0             | 1           | 2            | 75  | 9           |
| Yes                            | 13%   | <b>10%</b><br>C         | 32%<br>B     | 35%       | 53%                     | 6%            | 21%       | 0%                           | 7%  | 17%           | 12%       | 13%         | 12%         | 0%            | 0%          | 0%           | 11% | 18%         |
| No                             | 77%   | 79%                     | 65%          | 63%       | 47%                     | 88%           | 77%       | 0%                           | 93% | 65%           | 81%       | 70%         | 86%         | 0%            | 100%        | 100%         | 78% | 73%         |
| Don't know / No response       | 10%   | 11%                     | 3%           | 3%        | 0%                      | 6%            | 3%        | 0%                           | 0%  | 19%           | 7%        | <b>17</b> % | 1%          | 0%            | 0%          | 0%           | 10% | 10%         |
| Chi2:                          |       | (**)                    |              |           |                         |               |           |                              | -   |               |           | (*)         |             | -             |             |              |     |             |

|                                |       |                         |                           |           |                         |               |           |                              |          |               |           | _         |             |               |             |              |     |              |
|--------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|----------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|-----|--------------|
|                                |       |                         |                           | neid (n   |                         | Illy exclu    |           |                              |          | Age           |           | Ger       | nder        |               |             | Region       |     |              |
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35 | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |     | BC and terr. |
| QMASTER7                       |       |                         |                           |           |                         | '             |           |                              |          | '             |           |           |             |               |             |              |     |              |
| Weighted number of respondents | 909   | 540                     | 830                       | 461       | 794                     | 58            | 253       | 0                            | 140      | 391           | 376       | 526       | 384         | 74            | 218         | 425          | 104 | 88           |
| Actual number of respondents   | 1047  | 640                     | 959                       | 552       | 920                     | 82            | 317       | 0                            | 71       | 340           | 634       | 623       | 424         | 85            | 217         | 533          | 120 | 91           |
| Yes                            | 84%   | 77%                     | 92%                       | 90%       | 96%                     | 75%           | 87%       | 0%                           | 92%      | 83%           | 81%       | 87%       | 79%         | 94%           | 78%         | 83%          | 85% | 89%          |
|                                |       | CDEG                    | BEFg                      | BEF       | BCDFG                   | CDEG          | BcEF      | •                            | k        |               | i         | M         | L           | . Op          | Nr          | n            |     | 0            |
| No                             | 11%   | 15%                     | 5%                        | 6%        | 2%                      | 17%           | 9%        | 0%                           | 6%       | 10%           | 13%       | 9%        | 12%         | 1%            | 15%         | 11%          | 7%  | 11%          |
|                                |       | CDEg                    | BEFg                      | BEF       | BCDFG                   | CDEg          | bcEf      |                              |          |               |           |           |             | OPqR          | Nq          | N            | no  | N            |
| Don't know / No response       | 6%    | 8%                      | 3%                        | 4%        | 2%                      | 8%            | 4%        | 0%                           | 3%       | 7%            | 6%        | 4%        | 9%          | 6%            | 7%          | 6%           | 7%  | 1%           |
|                                |       | CDEG                    | Bf                        | Be        | BdFg                    | cE            | Be        |                              |          |               |           | M         | L           | r             | r           | r            | r   | nopq         |
| Chi2:                          |       | (***)                   |                           |           |                         |               |           |                              | -        |               |           | **        |             | (*)           |             |              |     |              |

| Value based on the previous a  | answe | ers: do                 | es the                    | Mas       | tercar                  | d hold        | der po       | ssess                        | s a pre  | mium          | card      | ?         |             |               |             |              |      |                      |
|--------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|--------------|------------------------------|----------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|------|----------------------|
|                                |       |                         | Cards                     | held (n   | ot mutua                | ally exclu    | sive)        |                              |          | Age           |           | Ger       | nder        |               |             | Region       |      |                      |
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G    | No Visa,<br>MC,<br>Amex<br>H | 18 to 35 | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |      | BC and<br>terr.<br>R |
| HASMCPREM                      |       |                         |                           |           |                         |               |              |                              |          |               |           |           |             |               |             |              |      |                      |
| Weighted number of respondents | 6034  | 4164                    | 3835                      | 1964      | 3090                    | 491           | 1483         | 0                            | 1490     | 2515          | 2011      | 3029      | 3005        | 402           | 1219        | 2489         | 1121 | 801                  |
| Actual number of respondents   | 6324  | 4346                    | 4156                      | 2178      | 3291                    | 574           | 1693         | 0                            | 851      | 2090          | 3365      | 3297      | 3027        | 405           | 1193        | 2828         | 1126 | 770                  |
| Yes                            | 51%   | 37%                     | 81%                       | 78%       | 100%                    | 46%           | 61%          | 0%                           | 48%      | 53%           | 51%       | 53%       | 50%         | 55%           | 43%         | 55%          | 49%  | 52%                  |
|                                |       | CDEFG                   | BdEFG                     | BcEFG     | BCDFG                   | BCDEG         | <b>BCDEF</b> | :                            | j        | i             |           | m         | ı           | 0             | NPQR        | 0Q           | OP   | 0                    |
| No                             | 49%   | 63%                     | 19%                       | 22%       | 0%                      | 54%           | 39%          | 0%                           | 52%      | 47%           | 49%       | 47%       | 50%         | 45%           | 57%         | 45%          | 51%  | 48%                  |
|                                |       | CDEFG                   | BdEFG                     | BcEFG     | BCDFG                   | BCDEG         | BCDEF        |                              | j        | i             |           | m         | ı           | 0             | NPQR        | OQ           | OP   | 0                    |
| Don't know / No response       | 5%    | 6%                      | 4%                        | 5%        | 3%                      | 7%            | 5%           | 0%                           | 3%       | 6%            | 7%        | 5%        | 6%          | 6%            | 5%          | 5%           | 6%   | 4%                   |
|                                |       | CDEg                    | BEF                       | BEf       | BCDFG                   | CdEg          | bEf          | f                            | JK       | . 1           | I         | m         | 1           |               |             |              |      |                      |
| Chi2:                          |       | ***                     |                           |           |                         |               |              |                              | ***      |               |           | **        |             | ***           |             |              |      |                      |

| Value based on the previous a  | answe | ers: do                 | es th                     | e cred    | lit car                 | d hold     | der po | ssess                        | a pre    | mium     | card' | ?    |             |               |        |         |      |              |
|--------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|------------|--------|------------------------------|----------|----------|-------|------|-------------|---------------|--------|---------|------|--------------|
|                                |       |                         | Card                      | s held (n | ot mutua                | ally exclu | ısive) |                              |          | Age      |       | Gen  | nder        |               |        | Region  |      |              |
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both      | MC<br>Prem-<br>ium<br>F | Infinite   | Amex   | No Visa,<br>MC,<br>Amex<br>H | 18 to 35 | 36 to 55 | 56 +  | Male | Female<br>M | Atlantic<br>N | Quebec | Ontario |      | BC and terr. |
| HASPREMIUM                     |       |                         |                           |           |                         | -          |        |                              | -        |          |       |      |             |               |        | -       |      |              |
| Weighted number of respondents | 10025 | 7553                    | 4821                      | 2348      | 3090                    | 1071       | 2020   | 0                            | 2861     | 4034     | 3099  | 4999 | 5026        | 681           | 2218   | 3988    | 1735 | 1398         |
| Actual number of respondents   | 10171 | 7509                    | 5254                      | 2592      | 3291                    | 1221       | 2283   | 0                            | 1577     | 3359     | 5204  | 5254 | 4917        | 666           | 2044   | 4437    | 1714 | 1305         |
| Yes                            | 48%   | 31%                     | 100%                      | 100%      | 100%                    | 100%       | 100%   | 0%                           | 34%      | 53%      | 55%   | 51%  | 45%         | 49%           | 37%    | 52%     | 51%  | 51%          |
|                                |       | CDEFG                   | В                         | В         | В                       | В          | B E    | 3                            | JK       | lk       | lj    | M    | L           | 0             | NPQR   | 0       | 0    | . (          |
| No                             | 52%   | 69%                     | 0%                        | 0%        | 0%                      | 0%         | 0%     | 0%                           | 66%      | 47%      | 45%   | 49%  | 55%         | 51%           | 63%    | 48%     | 49%  | 49%          |
|                                |       | CDEFG                   | В                         | В         | В                       | В          | B E    | 3                            | JK       | lk       | lj    | M    | L           | 0             | NPQR   | 0       | 0    | (            |
| Chi2:                          |       | ***                     |                           |           |                         |            |        |                              | ***      |          | -     | ***  |             | ***           |        |         |      |              |

| Value based on the previous a  | answe | ers: do                 | es the                    | e resp       | onde                    | nt bea        | r a st      | andar                        | d card        | <b>!?</b>     |           |           |             |               |             |              |      |                      |
|--------------------------------|-------|-------------------------|---------------------------|--------------|-------------------------|---------------|-------------|------------------------------|---------------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|------|----------------------|
|                                |       |                         | Cards                     | s held (n    | ot mutua                | ally exclu    | sive)       |                              |               | Age           |           | Ger       | nder        |               |             | Region       |      |                      |
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D    | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G   | No Visa,<br>MC,<br>Amex<br>H | 18 to 35<br>I | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |      | BC and<br>terr.<br>R |
| HASSTANDAR                     |       |                         |                           |              |                         |               |             |                              |               |               |           |           |             |               |             |              |      |                      |
| Weighted number of respondents | 11474 | 7553                    | 4821                      | 2348         | 3090                    | 1071          | 2020        | 1449                         | 3404          | 4527          | 3508      | 5584      | 5890        | 830           | 2709        | 4428         | 1965 | 1536                 |
| Actual number of respondents   | 11475 | 7509                    | 5254                      | 2592         | 3291                    | 1221          | 2283        | 1304                         | 1793          | 3783          | 5864      | 5810      | 5665        | 785           | 2492        | 4854         | 1918 | 1420                 |
| Yes                            | 66%   | 100%                    | 49%                       | <b>100</b> % | <b>50</b> %             | 45%           | <b>52</b> % | 0%                           | <b>69</b> %   | 65%           | 64%       | 66%       | 65%         | 57%           | 66%         | 67%          | 64%  | <b>69</b> %          |
|                                |       | CEFGH                   | BDfgH                     | CEFGH        | BDfH                    | l BcDeG       | BcDFH       | <b>BCDEF</b>                 | JK            | - 1           | I         |           |             | OPQR          | N           | Nq           | Npr  | No                   |
|                                |       |                         |                           |              |                         | Н             |             | G                            |               |               |           |           |             |               |             |              |      |                      |
| No                             | 34%   | 0%                      | <b>51</b> %               | 0%           | <b>50</b> %             | <b>55</b> %   | 48%         | 100%                         | 31%           | 35%           | 36%       | 34%       | 35%         | 43%           | 34%         | 33%          | 36%  | <b>31</b> %          |
|                                |       | CEFGH                   | BDfgH                     | CEFGH        | BDfH                    | l BcDeG       | BcDFH       | BCDEF                        | JK            | I             | I         |           |             | OPQR          | N           | Nq           | Npr  | Nq                   |
|                                |       |                         |                           |              |                         | Н             |             | G                            |               |               |           |           |             |               |             |              |      |                      |
| Chi2:                          |       | ***                     |                           |              |                         |               |             |                              | ***           |               |           | -         |             | ***           |             |              |      |                      |

| Thinking about typical purcha  | _     |                    |             |          | store       | s, do y      | ou p        | ay usi          | ng ea    | ch of t     | the fo      | llowin | ig met | thod n   | nost d | ays, n  | nost |        |
|--------------------------------|-------|--------------------|-------------|----------|-------------|--------------|-------------|-----------------|----------|-------------|-------------|--------|--------|----------|--------|---------|------|--------|
| weeks, most months or less f   | reque | ntly th            | an tha      | at?      |             |              |             |                 |          |             |             |        |        |          |        |         |      |        |
|                                |       |                    | Cards       | held (n  | ot mutua    | lly exclu    |             |                 |          | Age         |             | Ger    | nder   |          |        | Region  |      |        |
|                                |       | Ctand              | Prem-       |          | MC<br>Prem- |              |             | No Visa,<br>MC. |          |             |             |        |        |          |        |         |      | BC and |
|                                | Total | Stand-<br>ard card | ium<br>card | Both     | ium         | Infinite     | Amex        |                 | 18 to 35 | 36 to 55    | 56 +        | Male   | Female | Atlantic | Ouebec | Ontario |      | terr.  |
|                                | Iotai | В                  | C           | D        | E           | F            | G           | H               | I I      | J 33        | Κ           | L      | M      | N        | O      | P       | Q    | R      |
| QFREQSTAND                     |       |                    |             | <u> </u> |             |              |             |                 |          |             |             |        |        | '        |        | '       |      |        |
| Using a standard credit card   |       |                    |             |          |             |              |             |                 |          |             |             |        |        |          |        |         |      |        |
| Weighted number of respondents | 7552  | 7552               | 2348        | 2348     | 1530        | 487          | 1047        | 0               | 2351     | 2945        | 2229        | 3707   | 3845   | 474      | 1790   | 2964    | 1266 | 1053   |
| Actual number of respondents   | 7508  | 7508               | 2592        | 2592     | 1676        | 573          | 1179        | 0               | 1251     | 2458        | 3772        | 3835   | 3673   | 463      | 1626   | 3217    | 1229 | 968    |
| Most days                      | 22%   | 22%                | <b>18</b> % | 18%      | 18%         | 8%           | <b>22</b> % | 0%              | 28%      | <b>19</b> % | <b>19</b> % | 23%    | 20%    | 17%      | 24%    | 21%     | 18%  | 27%    |
|                                |       | CDEF               | BFG         | BFG      | BFG         | <b>BCDEG</b> | CDEF        | -               | JK       | I           | I           | M      | L      | OR       | NPQ    | OqR     | OpR  | NPQ    |
| Most weeks                     | 22%   | 22%                | 22%         | 22%      | 20%         | <b>15</b> %  | 26%         | 0%              | 23%      | 21%         | 23%         | 24%    | 21%    | 19%      | 24%    | 22%     | 19%  | 22%    |
|                                |       | FG                 | FG          | FG       | FG          | <b>BCDEG</b> | BCDEF       | =               |          |             |             | M      | L      | 0        | nQ     | q       | Op   |        |
| Most months                    | 23%   | 23%                | 21%         | 21%      | 21%         | 20%          | 18%         | 0%              | 24%      | 23%         | 22%         | 22%    | 23%    | 23%      | 22%    | 23%     | 25%  | 20%    |
|                                |       | cdG                | b           | b        |             |              | В           | 3               |          |             |             |        |        |          |        | r       | r    | pq     |
| Less frequently than that      | 32%   | 32%                | 38%         | 38%      | 38%         | 55%          | 31%         | 0%              | 24%      | 35%         | 35%         | 29%    | 34%    | 39%      | 28%    | 31%     | 36%  | 29%    |
|                                |       | CDEF               | BFG         | BFG      | BFG         | BCDEG        | CDEF        | =               | JK       | I           | I           | M      | L      | OPR      | NQ     | NQ      | OPR  | NQ     |
| Don't know / No response       | 2%    | 2%                 | 2%          | 2%       | 2%          | 2%           | 2%          | 0%              | 1%       | 2%          | 2%          | 2%     | 1%     | 2%       | 1%     | 2%      | 2%   | 1%     |
|                                |       |                    |             |          |             |              |             |                 | k        |             | i           | m      |        |          | р      | or      | r    | ро     |
| Chi2:                          |       | ***                |             |          |             |              |             |                 | ***      |             |             | ***    |        | ***      |        |         |      |        |

|                                |       |                         | Cards                     | held (no  | ot mutua                | illy exclu    | sive)     |                              |               | Age               |           | Ger       | nder        |               |             | Region       |     |              |
|--------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|---------------|-------------------|-----------|-----------|-------------|---------------|-------------|--------------|-----|--------------|
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35<br>I | 36 to 55<br>J     | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |     | BC and terr. |
| QFREQPREMI                     |       |                         |                           |           |                         | •             |           |                              |               | •                 |           |           | •           |               |             |              |     |              |
| Jsing a premium credit card    |       |                         |                           |           |                         |               |           |                              |               |                   |           |           |             |               |             |              |     |              |
| Weighted number of respondents | 4700  | 2228                    | 4700                      | 2228      | 2969                    | 1071          | 2020      | 0                            | 952           | 2067              | 1669      | 2501      | 2200        | 333           | 809         | 1997         | 869 | 692          |
| Actual number of respondents   | 5133  | 2471                    | 5133                      | 2471      | 3170                    | 1221          | 2283      | 0                            | 598           | 1699              | 2824      | 2806      | 2327        | 346           | 816         | 2378         | 909 | 683          |
| Most days                      | 38%   | 38%                     | 38%                       | 38%       | 37%                     | 56%           | 41%       | 0%                           | 37%           | 39%               | 38%       | 43%       | 33%         | 31%           | 31%         | 39%          | 40% | 48%          |
|                                |       | F                       | Fg                        | F         |                         | BCDEG         | cEF       |                              |               |                   |           | M         | L           | PQR           |             | NOR          | NOR |              |
| Most weeks                     | 23%   | 22%                     | 23%                       | 22%       | 23%                     | 23%           | 22%       | 0%                           | 19%           | <b>25</b> %<br>lk | 22%       | 24%       | 22%         | 26%           | 22%         | 23%          | 21% | 24%          |
| Most months                    | 17%   | 16%                     | 17%                       | 16%       | 18%                     | 12%           | 17%       | 0%                           | 22%           | 15%               | 17%       | 15%       | 20%         | 17%           | 21%         | 18%          | 16% | 13%          |
|                                |       | F                       | F                         | F         | F                       | BCDEG         | F         |                              | JK            | - 1               | - 1       | M         | L           |               | pQR         | oR           | Or  | OPo          |
| Less frequently than that      | 19%   | 21%                     | 19%                       | 21%       | 19%                     | 8%            | 19%       | 0%                           | 21%           | 19%               | 20%       | 16%       | 23%         | 24%           | 22%         | 19%          | 20% | 14%          |
|                                |       | F                       | F                         | F         | F                       | BCDEG         | F         |                              |               |                   |           | M         | L           | pR            | pR          | noR          | R   | NOPO         |
| Don't know / No response       | 2%    | 2%                      | 2%                        | 2%        | 2%                      | 1%            | 2%        | 0%                           | 2%            | 1%                | 3%        | 2%        | 2%          | 2%            | 4%          | 2%           | 2%  | 1%           |
|                                |       | F                       | F                         | F         | F                       | BCDEG         | F         |                              |               | K                 | J         |           |             |               | Pr          | 0            |     |              |
| Chi2:                          |       | ***                     |                           |           |                         |               |           |                              | ***           |                   |           | ***       |             | ***           |             |              |     |              |

|                                      |       |                         | Cards                     | held (no  | ot mutua                | llv exclu       | sive) |                              |          | Age  |           | Ger            | nder |               |             | Region |     |                      |
|--------------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|-----------------|-------|------------------------------|----------|------|-----------|----------------|------|---------------|-------------|--------|-----|----------------------|
|                                      | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F   |       | No Visa,<br>MC,<br>Amex<br>H | 18 to 35 |      | 56 +<br>K | Male<br>L      |      | Atlantic<br>N | Quebec<br>O |        |     | BC and<br>terr.<br>R |
| QFREQSTORE                           |       | ,                       | •                         | •         |                         |                 |       | •                            |          |      |           |                |      |               |             |        |     |                      |
| Using a particular store credit card |       |                         |                           |           |                         |                 |       |                              |          |      |           |                |      |               |             |        |     |                      |
| Weighted number of respondents       | 3007  | 2258                    | 1744                      | 995       | 1123                    | 382             | 811   | 0                            | 523      | 1332 | 1141      | 1273           | 1734 | 201           | 604         | 1250   | 509 | 442                  |
| Actual number of respondents         | 3371  | 2498                    | 2031                      | 1158      | 1298                    | 465             | 961   | 0                            | 314      | 1120 | 1926      | 1478           | 1893 | 201           | 607         | 1559   | 563 | 440                  |
| Most days                            | 2%    | 2%                      | 3%                        | 4%        | 4%                      | 2%              | 4%    | 0%                           | 1%       | 2%   | 3%        | 3%             | 2%   | 1%            | 3%          | 2%     | 2%  | 2%                   |
| -                                    |       | Deg                     |                           | В         | b                       |                 | b     | )                            | k        |      | i         |                |      |               |             |        |     |                      |
| Most weeks                           | 6%    | 6%                      | 9%                        | 9%        | 9%                      | 8%              | 10%   | 0%                           | 4%       | 6%   | 8%        | 6%             | 7%   | 6%            | 10%         | 7%     | 4%  | 5%                   |
|                                      |       | CDEG                    | В                         | В         | В                       |                 | В     | 3                            | k        |      | i         |                |      |               | pQR         | 0      | 0   | C                    |
| Most months                          | 17%   | 17%                     | 19%                       | 20%       | 19%                     | 17%             | 19%   | 0%                           | 13%      | 16%  | 21%       | 16%            | 19%  | 17%           | 17%         | 17%    | 18% | 18%                  |
|                                      |       |                         |                           |           |                         |                 |       |                              | K        | K    | IJ        | m              | 1    |               |             |        |     |                      |
| Less frequently than that            | 71%   | 72%                     | 66%                       | 65%       | 65%                     | 69%             | 65%   | 0%                           | 78%      | 73%  | 66%       | 71%            | 71%  | 73%           | 66%         | 72%    | 74% | 73%                  |
|                                      |       | CDEG                    | В                         | В         | В                       |                 | В     | 3                            | K        | K    | IJ        |                |      |               | pQr         | 0      | 0   | С                    |
|                                      |       |                         |                           |           |                         |                 |       |                              |          |      |           |                |      |               |             |        |     |                      |
| Don't know / No response             | 3%    | 2%                      | 3%                        | 2%        | 3%                      | 4%              | 3%    | 0%                           | 3%       | 2%   | 3%        | 4%             | 2%   | 4%            | 4%          | 2%     | 2%  | 2%                   |
| Don't know / No response             | 3%    | <b>2</b> %<br>cF        | 3%<br>b                   | 2%<br>f   | 3%                      | <b>4%</b><br>Bd | 3%    | 0%                           | 3%       | 2%   | 3%        | <b>4%</b><br>M |      | 4%            | 4%          | 2%     | 2%  | 2%                   |

|                                |       |                         | Cards                     | held (n          | ot mutua                | lly exclu         | sive)              |                              |                   | Age              |             | Ger              | nder        |                 |                    | Region       |                   |             |
|--------------------------------|-------|-------------------------|---------------------------|------------------|-------------------------|-------------------|--------------------|------------------------------|-------------------|------------------|-------------|------------------|-------------|-----------------|--------------------|--------------|-------------------|-------------|
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D        | MC<br>Prem-<br>ium<br>E | Infinite<br>F     | Amex<br>G          | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55<br>J    | 56 +<br>K   | Male<br>L        | Female<br>M | Atlantic<br>N   | Quebec<br>O        | Ontario<br>P |                   | BC an terr. |
| QFREQDEBIT Using a debit card  |       |                         | '                         |                  |                         |                   |                    |                              |                   |                  |             |                  |             |                 |                    |              |                   |             |
| Weighted number of respondents | 9441  | 7147                    | 4530                      | 2236             | 2906                    | 1004              | 1909               | 0                            | 2838              | 3911             | 2666        | 4675             | 4766        | 644             | 2123               | 3758         | 1612              | 1301        |
| Actual number of respondents   | 9392  | 6947                    | 4864                      | 2419             | 3065                    | 1129              | 2114               | 0                            | 1569              | 3253             | 4544        | 4799             | 4593        | 624             | 1916               | 4092         | 1568              | 1189        |
| Most days                      | 42%   | 44%                     | 37%                       | 36%              | 39%                     | 28%               | 32%                | 0%                           | 44%               | 46%              | 34%         | 40%              | 45%         | 50%             | 40%                | 43%          | 45%               | 38%         |
|                                |       | CDEFG                   | BFG                       | BFG              | BFG                     | BCDE              | BCDE               |                              | K                 | K                | IJ          | M                | l L         | OPR             | NpQ                | Noqr         | OpR               | Np          |
| Most weeks                     | 22%   | 22%<br>CDEG             | 19%<br>B                  | 19%<br>B         | <b>18%</b><br>B         | 21%               | 19%<br>B           | 0%                           | <b>24</b> %       | <b>20%</b><br>Ik | 22%<br>j    | 21%              | 22%         | 21%<br>o        | <b>25%</b><br>nPQR | 22%<br>0Q    | <b>18</b> %<br>OP | 19%         |
| Most months                    | 13%   | 12%<br>CdeFG            | 14%<br>B                  | 14%<br>b         | 13%<br>bf               | <b>16%</b><br>Be  | <b>15%</b><br>B    | 0%                           | 14%               | 12%              | 12%         | 12%              | 13%         | 11%             | 13%                | 12%          | 13%               | 13%         |
| Less frequently than that      | 23%   | 21%<br>CDEFG            | <b>29%</b><br>BFG         | <b>31</b> %<br>B | <b>29</b> %<br>BFG      | <b>34%</b><br>BCE | <b>33</b> %<br>BCE | 0%                           | <b>18</b> %<br>JK | <b>21%</b><br>IK | <b>30</b> % | <b>26</b> %<br>M | <b>20</b> % | <b>17%</b> oPQR | 22%<br>nR          | 22%<br>NR    | 23%<br>NR         | 28%<br>NOP( |
| Don't know / No response       | 1%    | 1%                      | 1%                        | 1%               | 1%                      | 1%                | 1%                 | 0%                           | 1%                | 0%               | 1%          | 1%               | 0%          | 1%              | 1%                 | 1%           | 1%                | 0%          |
| 01.10                          |       | ***                     |                           |                  |                         |                   |                    |                              | ***               | K                | IJ          | M                | l L         | (***)           | р                  | or           |                   |             |
| Chi2:                          |       | ^^^                     |                           |                  |                         |                   |                    |                              | ^ ^ ^             |                  |             | ^^^              |             | (^^^)           |                    |              |                   |             |

|                                |       |                         | Cards        | s held (no | ot mutua                | lly exclu     | sive)     |                              |                   | Age             |             | Ger         | nder        |               |                   | Region            |                   |              |
|--------------------------------|-------|-------------------------|--------------|------------|-------------------------|---------------|-----------|------------------------------|-------------------|-----------------|-------------|-------------|-------------|---------------|-------------------|-------------------|-------------------|--------------|
|                                | Total | Stand-<br>ard card<br>B | Premium card | Both<br>D  | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35<br>I     | 36 to 55<br>J   | 56 +<br>K   | Male<br>L   | Female<br>M | Atlantic<br>N | Quebec<br>O       | Ontario<br>P      |                   | BC and terr. |
| QFREQCHEQU                     |       |                         |              |            |                         |               |           |                              |                   |                 |             |             |             |               |                   |                   |                   |              |
| Using a cheque                 |       |                         |              |            |                         |               |           |                              |                   |                 |             |             |             |               |                   |                   |                   |              |
| Weighted number of respondents | 9355  | 6978                    | 4642         | 2265       | 2964                    | 1044          | 1965      | 0                            | 2515              | 3838            | 2975        | 4673        | 4682        | 631           | 1983              | 3773              | 1620              | 1345         |
| Actual number of respondents   | 9655  | 7084                    | 5090         | 2519       | 3178                    | 1200          | 2219      | 0                            | 1439              | 3188            | 5001        | 4975        | 4680        | 625           | 1838              | 4287              | 1637              | 1265         |
| Most days                      | 0%    | 0%                      | 0%           | 0%         | 0%                      | 0%            | 0%        | 0%                           | 0%<br>k           | <b>0</b> %<br>K | <b>1</b> %  | 0%          | 0%          | 0%            | 0%<br>0           | 0%<br>0           | <b>1</b> %<br>OPr | 0%           |
| Most weeks                     | 2%    | 2%                      | 2%           | 2%<br>e    | 2%<br>d                 | 2%            | 2%        | 0%                           | <b>1</b> %        | <b>1</b> %      | <b>3</b> %  | 2%          | 2%          | 2%            | 2%<br>0           | <b>2</b> %        | 3%<br>OPR         | 1%<br>C      |
| Most months                    | 11%   | 11%                     | 10%          | 12%        | 10%                     | 10%           | 10%       | 0%                           | <b>7</b> %<br>JK  | 10%<br>IK       | <b>15</b> % | 11%         | 10%         | 11%           | <b>13</b> %       | <b>9</b> %<br>OQr | 12%<br>P          | 11%<br>p     |
| Less frequently than that      | 83%   | 83%<br>f                | 83%          | 82%<br>f   | 84%                     | <b>85</b> %   | 83%       | 0%                           | <b>90</b> %<br>JK | 84%<br>IK       | 77%         | <b>82</b> % | 84%         | 82%           | <b>81</b> %<br>Pr | <b>85</b> %       | <b>81</b> %<br>Pr | 84%          |
| Don't know / No response       | 4%    | 4%                      | 4%           | 4%         | 4%                      | 3%            | 4%        | 0%                           | 3%                | 4%              | 4%          | 4%          | 3%          | 4%            | 4%                | 4%                | 3%                | 3%           |
| ·                              |       |                         | f            |            | f                       | ceg           | 1         |                              | jk                | i               | i           | М           | L           |               |                   |                   |                   |              |
| Chi2:                          |       | -                       |              |            |                         |               |           |                              | ***               |                 |             | *           |             | (***)         |                   |                   |                   |              |

|                                |       |                         | Cards                     | held (no  | ot mutua                | lly exclu     | sive)     |                              |          | Age           |           | Gen       | der         |               |             | Region       |      |                     |
|--------------------------------|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|----------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|------|---------------------|
|                                | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35 | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |      | BC an<br>terr.<br>R |
| QFREQCASH                      |       |                         |                           |           |                         |               |           |                              |          |               |           |           |             |               |             |              |      |                     |
| Using cash                     |       |                         |                           |           |                         |               |           |                              |          |               |           |           |             |               |             |              |      |                     |
| Weighted number of respondents | 10024 | 7552                    | 4821                      | 2348      | 3090                    | 1071          | 2020      | 0                            | 2860     | 4034          | 3099      | 4998      | 5026        | 681           | 2218        | 3987         | 1735 | 1398                |
| Actual number of respondents   | 10170 | 7508                    | 5254                      | 2592      | 3291                    | 1221          | 2283      | 0                            | 1576     | 3359          | 5204      | 5253      | 4917        | 666           | 2044        | 4436         | 1714 | 1305                |
| Most days                      | 27%   | 28%                     | 23%                       | 22%       | 23%                     | 22%           | 20%       | 0%                           | 25%      | 27%           | 29%       | 30%       | 24%         | 27%           | 28%         | 30%          | 23%  | 23%                 |
|                                |       | CDEFG                   | BG                        | В         | Bg                      | В             | BCe       |                              | K        | k             | lj        | M         | L           | qr            | QR          | QR           | nOP  | nOl                 |
| Most weeks                     | 31%   | 33%                     | 29%                       | 31%       | 29%                     | 32%           | 28%       | 0%                           | 36%      | 31%           | 28%       | 31%       | 32%         | 30%           | 29%         | 32%          | 30%  | 36%                 |
|                                |       | CEG                     | В                         | g         | В                       | G             | BdF       |                              | JK       | IK            | IJ        |           |             | r             | R           | R            | R    | nOP(                |
| Most months                    | 17%   | 16%                     | 18%                       | 17%       | 17%                     | 18%           | 19%       | 0%                           | 20%      | 17%           | 13%       | 16%       | 17%         | 17%           | 17%         | 16%          | 18%  | 17%                 |
|                                |       | CeG                     | В                         |           | b                       |               | В         |                              | jK       | iK            | IJ        |           |             |               |             | q            | р    |                     |
| Less frequently than that      | 24%   | 23%                     | 29%                       | 29%       | 30%                     | 28%           | 33%       | 0%                           | 19%      | 24%           | 28%       | 21%       | 27%         | 25%           | 25%         | 22%          | 27%  | 24%                 |
| •                              |       | CDEFG                   | BG                        | Bg        | Bg                      | BG            | BCdeF     |                              | JK       | IK            | IJ        | M         | L           |               | р           | οQ           | Pr   |                     |
| Don't know / No response       | 1%    | 1%                      | 1%                        | 1%        | 1%                      | 1%            | 1%        | 0%                           | 0%       | 1%            | 2%        | 1%        | 1%          | 1%            | 1%          | 1%           | 1%   | 1%                  |
|                                |       | _,-                     |                           |           |                         |               |           | - , -                        |          |               |           |           |             |               |             |              |      |                     |
| ·                              |       |                         |                           |           |                         |               |           |                              | JK       | IK            | IJ        |           |             |               |             |              |      |                     |

| How do you most often pay fo         | or a pu | ırchas       | e valu          | ie of [          | 4 pos         | sible v  | value     | range   | s]?      |            |       |          |          |          |      |      |      |          |        |         |      |        |
|--------------------------------------|---------|--------------|-----------------|------------------|---------------|----------|-----------|---------|----------|------------|-------|----------|----------|----------|------|------|------|----------|--------|---------|------|--------|
|                                      |         |              | se value        | range so         |               |          |           |         |          |            |       |          |          |          |      | _    |      |          |        |         |      |        |
|                                      |         |              | us              | ed               |               |          |           | neld (n |          | ılly exclu |       |          |          | Age      |      | Gen  | ider |          |        | Region  |      |        |
|                                      |         | Less         | 6054-           | 6704-            | More          | 04       | Prem-     |         | MC       |            |       | No Visa, |          |          |      |      |      |          |        |         |      | BC and |
|                                      | Total   | than<br>\$25 | \$25 to<br>\$75 | \$76 to<br>\$125 | than<br>\$125 | Stand-   | ium       | Both    | Prem-    | Infinite   | A     | MC,      | 40 4- 25 | 36 to 55 | 56 + | Male | F    | Atlantia | 0      | Ontario |      |        |
|                                      | Total   | B<br>B       | \$13<br>C       | \$125<br>D       | \$125<br>F    | ard card | card<br>G | Н       | ium<br>I | .I         | Amex  | Amex     | 10 to 35 | N N      | 0    | P    | Q    | Ruanuc   | S      | T       | II   | terr.  |
| QMODES                               |         |              | •               |                  |               |          | •         |         | •        |            | - 1   | _        |          |          |      | •    | •    |          |        | •       | J    |        |
| Weighted number of respondents       | 10024   | 2476         | 2442            | 2505             | 2601          | 7552     | 4821      | 2348    | 3090     | 1071       | 2020  | 0        | 2860     | 4034     | 3099 | 4998 | 5026 | 681      | 2218   | 3987    | 1735 | 1398   |
| Actual number of respondents         | 10170   | 2476         | 2506            | 2583             | 2605          | 7508     | 5254      | 2592    | 3291     | 1221       | 2283  | 0        | 1576     | 3359     | 5204 | 5253 | 4917 | 666      | 2044   | 4436    | 1714 | 1305   |
| Using a standard credit card         | 23%     | 12%          | 20%             | 27%              | 32%           | 30%      | 9%        | 19%     | 9%       | 2%         | 12%   | 0%       | 30%      | 18%      | 22%  | 23%  | 23%  | 18%      | 28%    | 22%     | 18%  | 25%    |
|                                      |         | CDE          | BDE             | BCE              | BCD           | GHIJK    | FHJK      | FGIJK   | FHJK     | FGHIK      | FGHIJ |          | NO       | MO       | MN   |      |      | StV      | / RTU  | rSUV    | STV  | RTU    |
| Using a premium credit card          | 24%     | 15%          | 22%             | 28%              | 29%           | 14%      | 49%       | 43%     | 49%      | 67%        | 50%   | 0%       | 17%      | 25%      | 28%  | 27%  | 20%  | 23%      | 15%    | 26%     | 26%  | 29%    |
|                                      |         | CDE          | BDE             | BC               | BC            | GHIJK    | FHJ       | FGIJK   | FHJ      | FGHIK      | FHJ   |          | NO       | MO       | MN   | Q    | F    | SV       | / RTUV | Sv      | S    | RSt    |
| Using a particular store credit card | 0%      | 0%           | 0%              | 0%               | 0%            | 0%       | 1%        | 1%      | 1%       | 0%         | 1%    | 0%       | 0%       | 0%       | 1%   | 0%   | 0%   | 0%       | 0%     | 0%      | 0%   | 0%     |
| •                                    |         | E            |                 |                  | Е             | GhIK     | Fj        | fj      | Fj       | ghik       | Fj    |          | 0        | 0        | MN   | Q    | F    |          |        |         |      |        |
| Using a debit card                   | 38%     | 38%          | 43%             | 38%              | 32%           | 40%      | 29%       | 27%     | 30%      | 20%        | 25%   | 0%       | 42%      | 41%      | 29%  | 33%  | 42%  | 44%      | 40%    | 37%     | 39%  | 32%    |
|                                      |         | CE           | BDE             | CE               | BCD           | GHIJK    | FJK       | FiJ     | FhJK     | FGHIK      | FGIJ  |          | 0        | 0        | MN   | Q    | F    | TuV      | / TV   | RSV     | rV   | RSTU   |
| Using a cheque                       | 1%      | 0%           | 0%              | 0%               | 1%            | 1%       | 0%        | 0%      | 0%       | 0%         | 0%    | 0%       | 0%       | 0%       | 1%   | 1%   | 0%   | 1%       | 0%     | 0%      | 1%   | 0%     |
|                                      |         | dE           | Е               | bE               | BCD           | )        |           |         |          |            |       |          | n0       | m0       | MN   |      |      |          | u      | U       | sTV  | U      |
| Using cash                           | 14%     | 34%          | 13%             | 6%               | 4%            | 14%      | 11%       | 9%      | 11%      | 10%        | 11%   | 0%       | 11%      | 13%      | 18%  | 15%  | 13%  | 14%      | 14%    | 14%     | 15%  | 12%    |
|                                      |         | CDE          | BDE             | BCE              | BCD           | GHIJK    | FH        | FGi     | Fh       | F          | F     |          | nO       | m0       | MN   |      |      |          |        |         | V    | u      |
| Don't know / No response             | 1%      | 1%           | 1%              | 1%               | 1%            | 1%       | 1%        | 1%      | 1%       | 0%         | 1%    | 0%       | 1%       | 1%       | 1%   | 1%   | 1%   | 1%       | 1%     | 1%      | 1%   | 1%     |
|                                      |         | d            |                 | b                |               | hj       |           | fk      | k        | fK         | hiJ   |          |          |          |      | q    | р    | o        |        |         |      |        |
| Chi2:                                |         | ***          |                 |                  |               | (***)    |           |         |          |            |       |          | ***      |          |      | ***  | -    | (***)    |        |         |      |        |

| Using a scale from 1 to 7 when important", how important are |       |                         |                           |            |                         |               |             |                              |            |             |             |           |      |               |              | _           |             | nt?          |
|--|-------|-------------------------|---------------------------|------------|-------------------------|---------------|-------------|------------------------------|------------|-------------|-------------|-----------|------|---------------|--------------|-------------|-------------|--------------|
| important , now important are                                | eaci  | OI till                 |                           |            |                         | lly exclu     |             | uecisi                       | on to      | Age         | Credit      |           | nder | ike a p       | Jai tict     | Region      | iyiilei     |              |
|  | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D  | MC<br>Prem-<br>ium<br>E | Infinite      |             | No Visa,<br>MC,<br>Amex<br>H | 18 to 35   |             | 56 +<br>K   | Male<br>L |      | Atlantic<br>N | Quebec<br>O  |             |             | BC and terr. |
| QWHYCARD1  |       |                         |                           | <u> </u>   |                         |               |             |                              |            |             |             |           |      |               |              |             | -           |              |
| Because I can pay later                                      |       |                         |                           |            |                         |               |             |                              |            |             |             |           |      |               |              |             |             |              |
| Weighted number of respondents                               | 7720  | 5732                    | 4103                      | 2115       | 2619                    | 997           | 1758        | 0                            | 2296       | 3063        | 2343        | 4016      | 3704 | 477           | 1686         | 3119        | 1280        | 1156         |
| Actual number of respondents                                 | 7679  | 5574                    | 4408                      | 2303       | 2742                    | 1130          | 1959        | 0                            | 1247       | 2499        | 3916        | 4182      | 3497 | 462           | 1496         | 3419        | 1260        | 1040         |
| 1 Not at all   | 21%   | 21%                     | 20%                       | 20%        | <b>18</b> %             | 23%           | 19%         | 0%                           | 24%        | 18%         | 21%         | 22%       | 20%  | 25%           | 18%          | 21%         | 21%         | 21%          |
|  |       | Е                       | ef                        | f          | BcF                     | cdEG          | F           |                              | Jk         |             | iJ          | m         |      | 0             |              |             |             |              |
| 2  | 10%   | 11%                     | 10%                       | 9%         | 9%                      | 14%           | 10%         | 0%                           | 11%        | 11%         | 9%          | 10%       | 11%  | 13%           | 9%           | 10%         | <b>13</b> % | 11%          |
|  |       | EF                      | F                         | F          |                         |               | F           |                              | k          |             | i           |           |      | ор            |              |             | OP          |              |
| 3  | 10%   | 10%                     | 10%                       | 9%         | 9%                      | <b>11</b> %   | 8%          | 0%                           | 12%        | 9%          | 8%          | 10%       | 10%  | 10%           | 9%           | 10%         | 8%          | 11%          |
|  |       |                         |                           |            |                         | G             | F           |                              | JK         |             | I           |           |      |               | r            |             | r           | . od         |
| 4 Moderately   | 20%   | 20%                     | 20%                       | 21%        | 21%                     | <b>17</b> %   | 21%         | 0%                           | 17%        | 21%         | 20%         | 20%       | 19%  | 17%           | 19%          | 19%         | 23%         | 20%          |
|  |       | f                       |                           | f          | f                       | bdeg          | 1           | f                            | Jk         |             | i           |           |      | q             | l d          | Q           | noP         |              |
| 5  | 13%   | 13%                     | 13%                       | 12%        | 14%                     | 11%           | <b>11</b> % | 0%                           | 12%        | <b>15</b> % | 13%         | 12%       | 14%  | 13%           | <b>15</b> %  | <b>12</b> % | 13%         | 14%          |
|  |       | fg                      |                           |            | FG                      | bE            | bE          |                              | J          | lk          | j           | m         |      |               | P            | 0           |             |              |
| 6  | 13%   | 13%                     | 14%                       | 15%        | 14%                     | <b>11</b> %   | <b>15</b> % | 0%                           | 12%        | 14%         | 13%         | 14%       | 12%  | 13%           | 13%          | 14%         | 13%         | 12%          |
|  |       | fg                      |                           | F          | F                       | bcDEG         | bF          |                              |            |             |             |           |      |               |              |             |             |              |
| 7 Extremely  | 13%   | 12%                     | 15%                       | 14%        | <b>15</b> %             | 13%           | <b>16</b> % | 0%                           | 11%        | 13%         | <b>15</b> % | 12%       | 14%  | 9%            | 16%          | 14%         | 10%         | 11%          |
|  |       | CdEG                    | В                         | b          |                         | g             | B           |                              | K          | . k         | lj          |           |      | OP            |              |             | OP          |              |
| Don't know / No response                                     | 0%    | 0%                      | 0%                        | 0%         | 0%                      | 0%            | 0%          | 0%                           | 0%         | 0%          | 1%          | 0%        | 0%   | 1%            | 0%           | 0%          | 0%          | 0%           |
|  |       |                         |                           |            |                         |               |             |                              |            | K           | J           |           |      | Р             | )            | N           |             |              |
| Chi2:  | 0.00  | (***)                   | 2.01                      | 2.00       | 4.0-                    |               | 4.0-        | *                            | ***        | 2.05        | 0.05        | *         | 2.00 | (***)         | 4.0-         | 2.00        |             | 0.70         |
| Mean:  | 3.86  | 3.84                    | 3.94                      | 3.98       | 4.08                    | 3.64          | 4.06        | *                            | 3.62       | 3.98        | 3.93        | 3.81      | 3.90 | 3.57          | 4.06         | 3.89        | 3.71        | 3.76         |
| Standard Deviation:  | 2.05  | 2.04<br>cDEFG           | 2.07                      | 2.05<br>BF | 2.04                    | 2.09<br>BCDEG | 2.08<br>BcF |                              | 2.05<br>JK | 2.00        | 2.09        | 2.05      | 2.04 | 2.04<br>OP    | 2.06<br>NPOR | 2.08<br>NOO | 1.98<br>OP  | 1.99         |
| Student's T:   |       | CDEFG                   | bEFg                      | BF         | BCF                     | BUDEG         | BCF         | •                            | J٨         |             | I           |           |      | UP            | NPQR         | NOQ         | UP          | 0            |

| Using a scale from 1 to 7 whe      | re 1 m | eans                    | "not a                    | t all ir  | nport                   | ant", 4       | 4 mea     | ns "m                       | odera    | itely in      | nport     | ant" a    | ınd 7       | means         | s "extr     | emely        | /    |              |
|------------------------------------|--------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|-----------------------------|----------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|------|--------------|
| important", how important are      |        |                         |                           |           |                         |               |           |                             |          |               |           |           |             |               |             |              |      | nt?          |
|                                    |        |                         | Cards                     | held (n   | ot mutua                | lly exclu     |           |                             |          | Age           |           | Ger       | nder        |               |             | Region       |      |              |
|                                    | Total  | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa<br>MC,<br>Amex<br>H | 18 to 35 | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |      | BC and terr. |
| QWHYCARD2                          |        |                         |                           |           |                         |               |           |                             |          |               |           |           |             |               |             |              |      |              |
| Because I don't need to carry cash |        |                         |                           |           |                         |               |           |                             |          |               |           |           |             |               |             |              |      |              |
| Weighted number of respondents     | 7720   | 5732                    | 4103                      | 2115      | 2619                    | 997           | 1758      | 0                           | 2296     | 3063          | 2343      | 4016      | 3704        | 477           | 1686        | 3119         | 1280 | 1156         |
| Actual number of respondents       | 7679   | 5574                    | 4408                      | 2303      | 2742                    | 1130          | 1959      | 0                           | 1247     | 2499          | 3916      | 4182      | 3497        | 462           | 1496        | 3419         | 1260 | 1040         |
| 1 Not at all                       | 11%    | 12%                     | 9%                        | 8%        | 9%                      | 8%            | 7%        | 0%                          | 13%      | 11%           | 9%        | 11%       | 10%         | 13%           | 9%          | 11%          | 13%  | 10%          |
|                                    |        | CDEFG                   | Bg                        | В         | Bg                      | В             | Bce       | !                           | jK       | i             | I         |           |             | 0             | NPQ         | 0            | Or   | q            |
| 2                                  | 6%     | 6%                      | 6%                        | 5%        | 5%                      | 6%            | 5%        | 0%                          | 4%       | 6%            | 6%        | 7%        | 5%          | 6%            | 5%          | 6%           | 6%   | 6%           |
|                                    |        |                         |                           |           |                         |               |           |                             | k        |               | i         | M         | l I         |               |             |              |      |              |
| 3                                  | 7%     | 8%                      | 6%                        | 6%        | 5%                      | 7%            | 6%        | 0%                          | 8%       | 7%            | 7%        | 7%        | 7%          | 9%            | 5%          | 7%           | 8%   | 10%          |
|                                    |        | CDEG                    | В                         | В         | В                       |               | В         |                             |          |               |           |           |             | 0             | NpqR        | oR           | 0    | OP           |
| 4 Moderately                       | 19%    | 19%                     | 19%                       | 17%       | 19%                     | 19%           | 17%       | 0%                          | 19%      | 20%           | 19%       | 19%       | 20%         | 20%           | 16%         | 20%          | 20%  | 20%          |
|                                    |        | dg                      |                           | b         |                         |               | b         | )                           |          |               |           |           |             | 0             | nPQR        | 0            | 0    | 0            |
| 5                                  | 15%    | 16%                     | 16%                       | 18%       | 15%                     | 18%           | 16%       | 0%                          | 16%      | 15%           | 15%       | 15%       | 15%         | 15%           | 14%         | 17%          | 15%  | 13%          |
|                                    |        | d                       |                           | be        | d                       |               |           |                             |          |               |           |           |             |               | р           | oR           |      | Р            |
| 6                                  | 20%    | 20%                     | 22%                       | 22%       | 22%                     | 19%           | 25%       | 0%                          | 20%      | 21%           | 20%       | 20%       | 21%         | 16%           | 24%         | 20%          | 19%  | 21%          |
|                                    |        | cdeG                    | bfG                       | bfg       | bfg                     | cdeG          | BCdeF     | :                           |          |               |           |           |             | Or            | NPQ         | 0            | 0    | n            |
| 7 Extremely                        | 21%    | 20%                     | 23%                       | 23%       | 23%                     | 24%           | 25%       | 0%                          | 19%      | 21%           | 23%       | 20%       | 22%         | 20%           | 26%         | 19%          | 19%  | 19%          |
|                                    |        | CDEFG                   | В                         | В         | В                       | В             | В         |                             | K        | . k           | lj        |           |             | 0             | NPQR        | 0            | 0    | 0            |
| Don't know / No response           | 0%     | 0%                      | 0%                        | 0%        | 0%                      | 0%            | 0%        | 0%                          | 0%       | 0%            | 0%        | 0%        | 0%          | 0%            | 0%          | 0%           | 0%   | 0%           |
|                                    |        |                         |                           |           |                         |               |           |                             |          |               |           |           |             |               | р           | 0            |      |              |
| Chi2:                              |        | (***)                   |                           |           |                         |               |           |                             | (***)    |               |           | **        |             | (***)         |             |              |      |              |
| Mean:                              | 4.67   | 4.62                    | 4.86                      | 4.91      | 4.86                    | 4.85          | 5.05      | *                           | 4.57     | 4.69          | 4.75      | 4.62      | 4.74        | 4.47          | 5.00        | 4.62         | 4.52 | 4.60         |
| Standard Deviation:                | 1.92   | 1.94                    | 1.85                      | 1.84      | 1.87                    | 1.84          | 1.78      | *                           | 1.96     | 1.91          | 1.90      | 1.94      | 1.90        | 1.98          | 1.88        | 1.90         | 1.97 | 1.90         |
| Student's T:                       |        | CDEFG                   | BG                        | Bg        | BG                      | BG            | BCdEF     | :                           | K        |               | I         | M         | I           | 0             | NPQR        | 0            | 0    | 0            |

| Using a scale from 1 to 7 when important", how important are                  |       |                         |                           |                    |                         |                     |                   |                              |                   | _                 |           |              |            |                   |                     | _         |               | nt?              |
|---|-------|-------------------------|---------------------------|--------------------|-------------------------|---------------------|-------------------|------------------------------|-------------------|-------------------|-----------|--------------|------------|-------------------|---------------------|-----------|---------------|------------------|
|   |       |                         |                           |                    |                         | illy exclu          |                   |                              |                   | Age               |           |              | nder       |                   |                     | Region    | -             |                  |
|   | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D          | MC<br>Prem-<br>ium<br>E | Infinite<br>F       |                   | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          |                   | 56 +<br>K | Male<br>L    |            | Atlantic<br>N     | Quebec<br>O         |           | Prairies<br>Q | BC and terr.     |
| QWHYCARD3 Because I can get perks like reward points and rental car insurance |       |                         |                           | ·                  |                         |                     |                   |                              |                   |                   |           |              |            |                   |                     |           |               |                  |
| Weighted number of respondents  | 7720  | 5732                    | 4103                      | 2115               | 2619                    | 997                 | 1758              | 0                            |                   | 3063              | 2343      | 4016         | 3704       | 477               | 1686                | 3119      | 1280          | 1156             |
| Actual number of respondents  | 7679  | 5574                    | 4408                      | 2303               | 2742                    | 1130                | 1959              | 0                            | 1247              | 2499              | 3916      | 4182         | 3497       | 462               | 1496                | 3419      | 1260          | 1040             |
| 1 Not at all  | 13%   | 16%<br>CDEFG            | <b>5%</b><br>BF           | <b>5</b> %<br>BF   | <b>5%</b><br>Bf         | 3%<br>BCDeg         | <b>5%</b><br>B1   | 0%<br>f                      | <b>16</b> %       | <b>10</b> %<br>IK | 14%<br>J  | 13%          | 13%        | 14%               | <b>17%</b><br>r PqR | 12%<br>Or | 13%<br>oı     | <b>10</b> % nOpc |
| 2   | 7%    | 8%<br>CDEFG             | <b>3</b> %<br>B           | <b>4%</b><br>Bg    | <b>3</b> %<br>Bg        | <b>2</b> %          | <b>2</b> %<br>Bde | 0%                           | <b>8</b> %<br>k   | 6%                | 6%        | 7%           | 6%         | 7%                | 8%                  | 6%        | 5%            | 7%               |
| 3   | 5%    | 6%<br>CFG               | 4%<br>BF                  | 5%<br>F            | 5%<br>F                 | 2%<br>BCDEg         | <b>4</b> %        | 0%                           | 6%                | 5%                | 5%        | 5%           | 5%         | 5%                | 6%                  | 6%        | 4%            | 5%               |
| 4 Moderately  | 13%   | 13%<br>CDFG             | 11%<br>BFg                | <b>9</b> %<br>Be   | 12%<br>dFG              | 8%<br>BCE           | 9%<br>BcE         | 0%                           | <b>14</b> %       | 12%               | 12%       | 13%          | 12%        | <b>8%</b><br>OpQi | 13%<br>r N          | 13%<br>n  | 13%<br>N      | 13%              |
| 5   | 12%   | 12%<br>g                | 12%<br>g                  | 12%                | 12%<br>g                | 12%<br>g            | <b>10</b> % bcef  | 0%<br>f                      | 13%               | 11%               | 12%       | 12%          | 12%        | 11%               | 11%                 | 13%<br>q  | 10%<br>pi     | 13%              |
| 6   | 18%   | 17%<br>CDEFG            | 22%<br>B                  | <b>23</b> %<br>B   | <b>23</b> %             | 23%<br>B            | <b>23</b> %       | 0%                           | <b>16</b> %       | <b>19</b> %       | 18%       | 19%          | 18%        | 19%               | 17%                 | 18%       | 19%           | 18%              |
| 7 Extremely   | 32%   | 28%<br>CDEFG            | 43%<br>BeFG               | <b>43</b> %<br>BFG | 40%<br>BcFG             | <b>49</b> %<br>BCDE | 47%<br>BCDE       | 0%                           | <b>27</b> %<br>JK | <b>35%</b><br>Ik  | 32%<br>Ij | <b>31%</b> m | 33%        | <b>36</b> %       | 28%<br>NPQR         | 32%<br>0  | 34%<br>C      | 33%              |
| Don't know / No response  | 0%    | 0%                      | 0%                        | 0%                 | 0%                      | 0%                  | 0%                | 0%                           | 0%                | 0%<br>k           | 1%        | <b>0</b> %   | <b>1</b> % | 1%                | 1%                  | 0%        | 0%            | 1%               |
| Chi2:   |       | (***)                   |                           |                    |                         |                     |                   |                              | ***               |                   |           | *            |            | (***)             |                     |           |               |                  |
| Mean:   | 4.87  | 4.63                    | 5.57                      | 5.58               | 5.54                    | 5.90                | 5.74              | *                            | 4.58              | 5.09              | 4.87      | 4.84         | 4.90       | 4.98              | 4.59                | 4.91      | 4.97          | 5.02             |
| Standard Deviation:   | 2.12  | 2.18                    | 1.74                      | 1.74               | 1.71                    | 1.51                | 1.68              | *                            | 2.18              | 2.03              | 2.14      | 2.11         | 2.13       | 2.18              | 2.20                | 2.09      | 2.11          | 2.02             |
| Student's T:  |       | CDEFG                   | BFG                       | BFG                | BFG                     | BCDEG               | BCDEF             | -                            | JK                | . IK              | IJ        |              |            | C                 | ) NPQR              | . 0       | С             | ) (              |

| Using a scale from 1 to 7 whe                                    | re 1 m | neans                   | "not a                    | t all ir  | nport                   | ant". 4            | mea                | ns "m                        | odera             | telv ir         | nport       | ant" a      | nd 7 i      | neans         | extr               | emelv            | ,                |                    |
|--|--------|-------------------------|---------------------------|-----------|-------------------------|--------------------|--------------------|------------------------------|-------------------|-----------------|-------------|-------------|-------------|---------------|--------------------|------------------|------------------|--------------------|
| important", how important are                                    |        |                         |                           |           |                         |                    |                    |                              |                   |                 |             |             |             |               |                    | _                |                  | ıt?                |
|  |        |                         | Cards                     | held (no  | ot mutua                | lly exclu          | sive)              |                              |                   | Age             |             | Gen         | der         |               |                    | Region           |                  |                    |
|  | Total  | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F      | Amex<br>G          | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55<br>J   | 56 +<br>K   | Male<br>L   | Female<br>M | Atlantic<br>N | Quebec<br>O        | Ontario<br>P     |                  | BC and terr.       |
| QWHYCARD4<br>Because I have limited liability if I get<br>robbed |        |                         |                           |           |                         | -                  |                    |                              | -                 | _               |             |             |             |               |                    | -                |                  |                    |
| Weighted number of respondents                                   | 7720   | 5732                    | 4103                      | 2115      | 2619                    | 997                | 1758               | 0                            | 2296              | 3063            | 2343        | 4016        | 3704        | 477           | 1686               | 3119             | 1280             | 1156               |
| Actual number of respondents                                     | 7679   | 5574                    | 4408                      | 2303      | 2742                    | 1130               | 1959               | 0                            | 1247              | 2499            | 3916        | 4182        | 3497        | 462           | 1496               | 3419             | 1260             | 1040               |
| 1 Not at all   | 20%    | 21%<br>CDEFG            | <b>17%</b><br>B           | 17%<br>B  | <b>16%</b><br>B         | 16%<br>B           | 17%<br>B           | 0%                           | 19%               | <b>21%</b><br>k | 19%<br>j    | 19%         | 20%         | 23%<br>QR     | <b>23</b> %<br>PQR | 19%<br>Or        | <b>17%</b><br>NO | <b>17</b> %<br>NOp |
| 2  | 10%    | <b>11</b> %<br>G        | 10%<br>g                  | 10%<br>g  | 10%<br>g                | 9%                 | 8%<br>Bcde         | 0%                           | 11%               | 10%             | 10%         | 10%         | 11%         | 11%<br>o      | <b>8</b> %<br>nPgr | 11%<br>O         | 11%<br>o         | 11%<br>o           |
| 3  | 9%     | <b>10</b> % cG          | 8%<br>b                   | 8%        | 9%                      | 9%                 | 8%<br>B            | 0%                           | <b>12</b> %<br>JK | 9%<br>Ik        | <b>7</b> %  | 9%          | 9%          | 8%            | 8%<br>r            | 10%              | 8%<br>r          | <b>11%</b>         |
| 4 Moderately   | 20%    | 20%                     | 21%                       | 20%       | 21%                     | 19%                | 20%                | 0%                           | 21%               | 20%             | 21%         | 21%         | 20%         | 19%           | 21%                | 20%              | 20%              | 21%                |
| 5  | 13%    | 13%                     | 14%                       | 15%       | 14%                     | 14%                | 14%                | 0%                           | <b>15</b> %<br>K  | 14%<br>K        | <b>11</b> % | 14%         | 13%         | 14%           | 13%                | 13%              | 15%              | 14%                |
| 6  | 11%    | 11%<br>CDEfG            | 13%<br>Bg                 | 13%<br>Bg | 13%<br>BG               | 13%<br>b           | <b>16%</b><br>BcdE | 0%                           | <b>8</b> %<br>JK  | <b>13</b> %     | 12%<br>     | <b>13</b> % | <b>10</b> % | 12%           | 11%                | 12%              | 12%              | 11%                |
| 7 Extremely  | 14%    | 13%<br>CdEFG            | 16%<br>Bf                 | 15%<br>bf | 15%<br>Bf               | <b>18%</b><br>Bcde | <b>16</b> %<br>B   | 0%                           | <b>11%</b><br>K   | <b>13%</b><br>K | <b>18</b> % | 13%         | 15%         | 12%           | 15%                | <b>13</b> %      | 16%<br>p         | 14%                |
| Don't know / No response   | 2%     | 2%                      | 2%                        | 1%        | 2%                      | 1%                 | 1%                 | 0%                           | <b>3</b> %<br>Jk  | <b>1</b> %      | 2%<br>iJ    | <b>1</b> %  | <b>2</b> %  | 1%<br>p       | 2%                 | <b>2</b> %<br>nr | 1%               | 1%<br>p            |
| Chi2:  |        | ***                     |                           |           |                         |                    |                    |                              | ***               |                 |             | ***         |             | ***           |                    |                  |                  |                    |
| Mean:  | 3.89   | 3.80                    | 4.09                      | 4.07      | 4.08                    | 4.19               | 4.21               | *                            | 3.70              | 3.88            | 4.07        | 3.93        | 3.84        | 3.73          | 3.85               | 3.84             | 4.06             | 3.94               |
| Standard Deviation:  | 2.04   | 2.04                    | 2.03                      | 2.03      | 2.02                    | 2.07               | 2.04               | *                            | 1.94              | 2.05            | 2.12        | 2.02        | 2.06        | 2.06          | 2.10               | 2.02             | 2.03             | 1.98               |
| Student's T:   |        | CDEFG                   | Bg                        | Bg        | Bg                      | В                  | Bcde               |                              | JK                | IK              | IJ          |             |             | Q             | q                  | Q                | NoP              |                    |

| Using a scale from 1 to 7 whe                   | re 1 m | neans                   | "not a                    | t all i   | mport                   | ant", 4            | mea        | ns "m                        | odera             | tely ir     | nport      | ant" a           | nd 7            | means           | s "extr          | emel         | /             |              |
|---|--------|-------------------------|---------------------------|-----------|-------------------------|--------------------|------------|------------------------------|-------------------|-------------|------------|------------------|-----------------|-----------------|------------------|--------------|---------------|--------------|
| important", how important are                   |        |                         |                           |           |                         |                    |            |                              |                   |             |            |                  |                 |                 |                  | _            |               | nt?          |
|   |        |                         |                           | held (n   |                         | lly exclu          |            |                              |                   | Age         |            | Ger              | ider            |                 |                  | Region       |               |              |
|   | Total  | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F      | Amex<br>G  | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55    | 56 +<br>K  | Male             | Female<br>M     | Atlantic<br>N   | Quebec<br>O      | Ontario<br>P | Prairies<br>O | BC and terr. |
| QWHYCARD5                                       |        |                         |                           |           |                         | -                  |            |                              |                   |             |            | _                |                 |                 |                  | -            |               |              |
| Because I can pay for emergencies without worry |        |                         |                           |           |                         |                    |            |                              |                   |             |            |                  |                 |                 |                  |              |               |              |
| Weighted number of respondents                  | 7720   | 5732                    | 4103                      | 2115      | 2619                    | 997                | 1758       | 0                            |                   | 3063        | 2343       | 4016             | 3704            | 477             | 1686             | 3119         | 1280          | 1156         |
| Actual number of respondents                    | 7679   | 5574                    | 4408                      | 2303      | 2742                    | 1130               | 1959       | 0                            | 1247              | 2499        | 3916       | 4182             | 3497            | 462             | 1496             | 3419         | 1260          | 1040         |
| 1 Not at all                                    | 10%    | <b>11</b> %<br>cE       | 9%<br>bF                  | 10%<br>f  | <b>8%</b><br>BF         | <b>12%</b><br>CdEG | 9%<br>F    | 0%                           | <b>12</b> %<br>JK | 10%<br>I    | <b>9</b> % | <b>12</b> %<br>M | <b>9</b> %<br>L | <b>7</b> % opgr | 11%<br>n         | 10%<br>n     | 10%<br>n      | 11%<br>n     |
| 2   | 5%     | 5%<br>f                 | 5%                        | 5%        | 5%<br>f                 | <b>6</b> % be      | 5%         | 0%                           | 5%                | 5%          | 4%         | <b>6</b> %<br>M  | <b>4</b> %      | 6%<br>0         | <b>4%</b><br>nPO | 5%<br>0      | 6%<br>0       | 5%           |
| 3   | 6%     | 6%                      | 5%                        | 6%        | 5%                      | 5%                 | 6%         | 0%                           | <b>8</b> %<br>JK  | 4%          | 5%         | 6%               | 6%              | 7%<br>0         | <b>5%</b>        | 6%<br>o      | 6%            | 5%           |
| 4 Moderately                                    | 17%    | 17%                     | 18%                       | 19%       | 18%                     | 18%                | 18%        | 0%                           | 17%               | <b>18</b> % | 16%        | <b>19</b> %      | <b>15</b> %     | 19%             | 17%              | 17%<br>r     | 15%<br>R      | <b>20</b> %  |
| 5   | 16%    | <b>16</b> % deg         | 15%                       | 14%<br>b  | 14%<br>b                | 16%                | 14%<br>b   | 0%                           | <b>18</b> %       | 16%         | 14%        | 17%              | 16%             | 14%             | 17%              | 17%          | 15%           | 15%          |
| 6   | 20%    | 20%                     | 21%                       | 21%       | 21%                     | 19%                | 21%        | 0%                           | <b>18</b> %<br>Jk | <b>21</b> % | 20%        | 20%              | 20%             | 22%             | 21%              | 19%          | 20%           | 20%          |
| 7 Extremely                                     | 26%    | 25%                     | 26%                       | 25%       | <b>28</b> %<br>BdF      | 23%                | 27%<br>bf  | 0%                           | 21%               | 25%<br>IK   | 31%        | 21%              | 30%             | 25%             | 26%              | 26%          | 27%           | 24%          |
| Don't know / No response                        | 0%     | Eg<br><b>1</b> %        | 0%                        | e<br>1%   | 1%                      | cEg<br><b>0</b> %  | <b>0</b> % | 0%                           | JK<br><b>1</b> %  | 0%          | 0%         | 0%               | 0%              | 0%              | 1%               | 0%           | 1%            | 1%           |
|   |        | fG                      | f                         | fg        | fg                      | bcde               | Bde        |                              | jk                | i           | i          |                  |                 |                 | Р                | Ogr          | р             |              |
| Chi2:   |        | (**)                    |                           |           |                         |                    |            |                              | ***               |             |            | ***              |                 | (**)            |                  |              |               |              |
| Mean:   | 4.87   | 4.82                    | 4.92                      | 4.86      | 5.02                    | 4.69               | 4.92       | *                            | 4.60              | 4.90        | 5.07       | 4.69             | 5.06            | 4.94            | 4.93             | 4.84         | 4.88          | 4.79         |
| Standard Deviation:                             | 1.93   | 1.94                    | 1.90                      | 1.91      | 1.87                    | 1.99               | 1.91       | *                            | 1.95              | 1.90        | 1.91       | 1.94             | 1.90            | 1.82            | 1.91             | 1.94         | 1.95          | 1.94         |
| Student's T:                                    |        | cEfg                    | beF                       | Ef        | BcDF                    | bCdEG              | bF         |                              | JK                | IK          | IJ         | М                | L               |                 |                  |              |               |              |

| Using a scale from 1 to 7 when important", how important are |       |                         |                           |           |                         |             |          |                             |                   |                  |             |             |             |               |               | _        |                  | a+2          |
|--|-------|-------------------------|---------------------------|-----------|-------------------------|-------------|----------|-----------------------------|-------------------|------------------|-------------|-------------|-------------|---------------|---------------|----------|------------------|--------------|
| important , now important are                                | eaci  | OI tile                 |                           |           | ot mutua                |             |          | uecisi                      | OII to            | Age              | Creui       | 1           | nder        | ake a         | Jartict       | Region   | ayınıeı          | it i         |
|  | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite    |          | No Visa<br>MC,<br>Amex<br>H | 18 to 35          |                  | 56 +<br>K   |             |             | Atlantic<br>N | Quebec<br>O   |          |                  | BC and terr. |
| QWHYCARD7<br>Because it builds my credit history             |       |                         |                           |           |                         |             |          |                             |                   |                  |             |             |             |               |               |          |                  |              |
| Weighted number of respondents                               | 7720  | 5732                    | 4103                      | 2115      | 2619                    | 997         | 1758     | 0                           | 2296              | 3063             | 2343        | 4016        | 3704        | 477           | 1686          | 3119     | 1280             | 1156         |
| Actual number of respondents                                 | 7679  | 5574                    | 4408                      | 2303      | 2742                    | 1130        | 1959     | 0                           | 1247              | 2499             | 3916        | 4182        | 3497        | 462           | 1496          | 3419     | 1260             | 1040         |
| 1 Not at all   | 20%   | 19%                     | 20%                       | 20%       | 18%                     | 21%         | 21%      | 0%                          | 9%                | 22%              | <b>26</b> % | 22%         | <b>17</b> % | 21%           | 19%           | 19%      | 20%              | 19%          |
|  |       |                         | е                         |           | cfg                     | е           | e        |                             | JK                | IK               | IJ          | M           |             |               |               |          |                  |              |
| 2  | 10%   | 10%                     | 10%                       | 10%       | 9%                      | 11%         | 9%       | 0%                          | 7%                | 11%              | 10%         | 10%         | 9%          | 9%            | 8%            | 10%      | 9%               | 11%          |
|  |       |                         |                           |           | f                       | е           |          |                             | JK                | I                | l           |             |             |               | pr            | 0        |                  | 0            |
| 3  | 8%    | 9%                      | 8%                        | 9%        | 8%                      | 9%          | 9%       | 0%                          | <b>7</b> %        | 9%               | 9%          | 9%          | 8%          | 7%            | 9%            | 9%       | 8%               | 7%           |
|  |       |                         |                           | е         | dg                      |             | e        |                             | jk                | j                | İ           | i           |             |               |               |          |                  |              |
| 4 Moderately   | 21%   | 21%                     | 21%                       | 21%       | 21%                     | 20%         | 21%      | 0%                          | <b>19</b> %       | <b>23%</b><br>Ik | 20%<br>j    | 21%<br>i    | 20%         | 19%           | 21%           | 20%      | 20%              | 22%          |
| 5  | 13%   | 12%                     | 13%                       | 12%       | 14%<br>g                | 14%         | 11%<br>e | 0%                          | <b>14</b> %<br>K  | 12%              | 11%         | 12%         | 13%         | 13%           | 13%           | 13%      | 12%              | 12%          |
| 6  | 13%   | 13%                     | 13%                       | 13%       | <b>15</b> %             | <b>11</b> % | 13%      | 0%                          | <b>20</b> %<br>JK | <b>10</b> %      | 10%         | <b>12</b> % | <b>14</b> % | 15%           | 12%           | 13%      | 12%<br>r         | 15%<br>· q   |
| 7 Extremely  | 16%   | 16%                     | 15%                       | 14%       | 15%                     | 14%         | 14%      | 0%                          | <b>24</b> %<br>JK | <b>12</b> %      | 13%         | <b>14</b> % | <b>18</b> % | 15%           | 16%           | 15%<br>q | <b>18%</b><br>pR | <b>14%</b>   |
| Don't know / No response                                     | 0%    | 0%                      | 0%                        | 0%        | 0%                      | 0%          | 0%       | 0%                          | 1%                | 0%               | 0%          | 0%          | 0%          | 0%            | <b>1%</b> pqR | 0%       | 0%               | 0%<br>0      |
| Chi2:  |       | -                       |                           |           |                         |             |          |                             | ***               |                  |             | ***         |             | (*)           | 1. 1          |          |                  |              |
| Mean:  | 4.00  | 4.00                    | 3.95                      | 3.90      | 4.09                    | 3.82        | 3.90     | *                           | 4.76              | 3.72             | 3.62        | 3.83        | 4.19        | 3.99          | 4.03          | 3.99     | 4.02             | 3.97         |
| Standard Deviation:  | 2.08  | 2.07                    | 2.07                      | 2.06      | 2.05                    | 2.07        | 2.07     | *                           | 1.92              | 2.03             | 2.10        | 2.06        | 2.08        | 2.11          | 2.06          | 2.07     | 2.13             | 2.05         |
| Student's T:   |       | Fg                      | Е                         | Е         | CDFG                    | BE          | bE       |                             | JK                | T                | -           | l M         | I 1         |               | ·             |          |                  |              |

| Using a scale from 1 to 7 wher                                  |       |                         |                           |                  |                         |               |                  |                              |                   |               |             |             |             |                    |                     |                 |               |              |
|---|-------|-------------------------|---------------------------|------------------|-------------------------|---------------|------------------|------------------------------|-------------------|---------------|-------------|-------------|-------------|--------------------|---------------------|-----------------|---------------|--------------|
| important", how important are                                   | each  | of the                  | e follo                   | wing             | reaso                   | ns in ː       | your (           | decisi                       | on to i           | use a         | credit      | card        | to ma       | ake a p            | oarticu             | ılar pa         | aymer         | nt?          |
|   |       |                         |                           | held (n          |                         | Ily exclu     |                  | L                            |                   | Age           |             | Ger         | nder        |                    | 1                   | Region          | 1             |              |
|   | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D        | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G        | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55<br>J | 56 +<br>K   | Male<br>L   | Female<br>M | Atlantic<br>N      | Quebec<br>O         | Ontario<br>P    | Prairies<br>Q | BC and terr. |
| QWHYCARD8<br>Because it is just simpler at the cash<br>register |       |                         |                           |                  |                         |               |                  |                              |                   | ·             |             |             |             |                    |                     |                 |               |              |
| Weighted number of respondents                                  | 7720  | 5732                    | 4103                      | 2115             | 2619                    | 997           | 1758             | 0                            | 2296              | 3063          | 2343        | 4016        | 3704        | 477                | 1686                | 3119            | 1280          | 1156         |
| Actual number of respondents                                    | 7679  | 5574                    | 4408                      | 2303             | 2742                    | 1130          | 1959             | 0                            | 1247              | 2499          | 3916        | 4182        | 3497        | 462                | 1496                | 3419            | 1260          | 1040         |
| 1 Not at all  | 19%   | 19%<br>CDEFG            | <b>16%</b><br>B           | <b>15</b> %<br>B | 15%<br>B                | 15%<br>B      | <b>15</b> %<br>B | 0%                           | 19%               | 20%<br>k      | <b>17</b> % | <b>17</b> % | <b>20</b> % | 15%<br>C           | 23%<br>NPQR         | <b>17%</b><br>O | 19%<br>0      | 17%<br>C     |
| 2   | 8%    | <b>9</b> %              | 7%                        | 7%               | 8%                      | 7%            | 7%<br>b          | 0%                           | 8%                | 8%            | 8%          | 9%          | 8%          | 9%                 | 8%                  | 8%              | 9%            | 9%           |
| 3   | 9%    | <b>9</b> %<br>cG        | 8%<br>b                   | 8%<br>g          | 8%                      | 8%            | <b>6%</b><br>Bd  | 0%                           | <b>11</b> %<br>JK | 8%<br>I       | <b>7</b> %  | <b>8</b> %  | 10%         | 11%<br>Oc          | <b>7</b> %<br>ı NPr | 9%              | 8%<br>n       | 9%           |
| 4 Moderately  | 22%   | 22%                     | 22%                       | 21%              | 22%                     | 22%           | 21%              | 0%                           | 21%               | 23%           | 22%         | 23%         | 21%         | <b>17</b> %<br>PaF | 21%                 | <b>23</b> %     | 21%<br>n      | 23%          |
| 5   | 15%   | 16%<br>e                | 15%                       | 16%<br>F         | 14%<br>bDfG             | 17%<br>e      | <b>17</b> % cE   | 0%                           | <b>17</b> %       | 14%           | 14%         | <b>16</b> % | 14%         | 16%                | <b>13</b> %         | <b>16</b> % oR  | 17%<br>or     | <b>13</b> %  |
| 6   | 13%   | 13%<br>CDEfG            | 15%<br>B                  | 16%<br>B         | 16%                     | 15%<br>b      | <b>17</b> %      | 0%                           | <b>11%</b><br>jK  | 14%<br>i      | 15%         | 13%         | 13%         | 16%                | 13%                 | 13%             | 13%           | 12%          |
| 7 Extremely   | 14%   | 13%<br>CDEFG            | <b>17%</b>                | 15%<br>B         | 17%                     | 17%<br>B      | <b>17</b> %      | 0%                           | 13%<br>K          | <b>13</b> %   | 17%         | 14%         | 14%         | 16%                | 14%                 | 13%<br>R        | 13%<br>nR     | <b>17%</b>   |
| Don't know / No response  | 0%    | 0%<br>f                 | 0%                        | 0%               | 0%                      | 0%            | 0%               | 0%                           | 0%                | 0%            | 0%          | 0%          | 0%          | 0%                 | <b>1</b> %<br>Pa    | 0%              | 0%            | 0%           |
| Chi2:   |       | (***)                   |                           | fg               | fg                      | bde           | de               | ,                            | ***               | K             | J           | ***         |             | (***)              | Pq                  | U               | 0             |              |
| Mean:   | 4.03  | 3.94                    | 4.27                      | 4.27             | 4.28                    | 4.32          | 4.38             | *                            | 3.94              | 3.97          | 4.19        | 4.08        | 3.97        | 4.23               | 3.87                | 4.07            | 3.98          | 4.10         |
| Standard Deviation:   | 2.01  | 1.99                    | 2.00                      | 1.96             | 2.01                    | 1.96          | 1.98             | *                            | 1.98              | 2.01          | 2.03        | 1.98        | 2.03        | 2.02               | 2.10                | 1.95            | 2.01          | 2.02         |
| Student's T:  |       | CDEFG                   | Bg                        | В                |                         | В             |                  | )                            | К                 | K             |             | m           |             | l Oc               | NPR                 |                 | n             |              |

| Using a scale from 1 to 7 when                            |       |                   |                  |                  |                 |                  |                     |                 |                   | _             |             |                 |             |               |                    | _                 |                   |                   |
|---|-------|-------------------|------------------|------------------|-----------------|------------------|---------------------|-----------------|-------------------|---------------|-------------|-----------------|-------------|---------------|--------------------|-------------------|-------------------|-------------------|
| important", how important are                             | each  | of the            |                  |                  |                 |                  |                     | decisi          | on to             |               | credi       |                 |             | ake a         | oarticu            |                   | ymer              | it?               |
|   |       | Stand-            | Prem-<br>ium     | neia (n          | MC<br>Prem-     | ily exclu        |                     | No Visa,<br>MC, |                   | Age           |             | Ger             | nder        |               |                    | Region            |                   | BC and            |
|   | Total | ard card<br>B     | card<br>C        | Both<br>D        | ium<br>E        | Infinite<br>F    | Amex<br>G           | Amex<br>H       | 18 to 35<br>I     | 36 to 55<br>J | 56 +<br>K   | Male<br>L       | Female<br>M | Atlantic<br>N | Quebec<br>O        | Ontario<br>P      | Prairies<br>Q     | terr.<br>R        |
| QWHYCARD10  |       |                   |                  |                  |                 |                  |                     |                 |                   |               |             |                 |             |               |                    |                   |                   |                   |
| Because it protects me against<br>fraudulent transactions |       |                   |                  |                  |                 |                  |                     |                 |                   |               |             |                 |             |               |                    |                   |                   |                   |
| Weighted number of respondents                            | 7720  | 5732              | 4103             | 2115             | 2619            | 997              | 1758                | 0               | 2296              | 3063          | 2343        | 4016            | 3704        | 477           | 1686               | 3119              | 1280              | 1156              |
| Actual number of respondents                              | 7679  | 5574              | 4408             | 2303             | 2742            | 1130             | 1959                | 0               | 1247              | 2499          | 3916        | 4182            | 3497        | 462           | 1496               | 3419              | 1260              | 1040              |
| 1 Not at all  | 15%   | 16%<br>CDEFG      | <b>12</b> %<br>B | <b>12</b> %<br>B | <b>11%</b><br>B | <b>11%</b><br>B  | <b>12%</b><br>B     | 0%              | <b>18</b> %<br>JK | <b>14</b> %   | 14%         | <b>14%</b>      | <b>16</b> % | 17%<br>I opr  | <b>21%</b><br>nPQR | <b>13</b> %<br>nO | 14%<br>O          | <b>13</b> %<br>nO |
| 2   | 9%    | 10%<br>CdEFG      | <b>7</b> %<br>B  | 8%<br>b          | 8%<br>B         | <b>6</b> %<br>B  | <b>6</b> %          | 0%              | <b>12</b> %<br>JK | <b>7</b> %    | 8%          | <b>8</b> %<br>M | <b>10</b> % | 9%            | 9%                 | 9%                | 8%                | 9%                |
| 3   | 8%    | <b>9</b> %<br>CeG | 7%<br>B          | 8%               | 7%<br>b         | 8%               | <b>6</b> %          | 0%              | <b>11</b> %       | 8%<br>lk      | <b>7</b> %  | 8%              | 9%          | 8%            | 8%<br>pg           | <b>10</b> %       | <b>6</b> %<br>oPr | 8%<br>·           |
| 4 Moderately  | 19%   | 20%               | 19%              | 19%              | 20%             | 17%              | 19%                 | 0%              | 19%               | 20%           | 20%         | 20%             | 19%         | 19%           | 19%                | 19%               | 21%               | 20%               |
| 5   | 15%   | <b>15</b> %       | 16%              | 17%<br>h         | 16%             | 17%              | 15%                 | 0%              | 13%<br>i          | <b>16%</b> ik | 14%         | 15%             | 14%         | 12%<br>po     | <b>13</b> %        | <b>16</b> % nOr   | 16%<br>no         | 14%               |
| 6   | 15%   | 14%<br>CDEFG      | 17%<br>Bg        | 17%<br>Bg        | 17%<br>Bg       | <b>19</b> %      | <b>19</b> %<br>Bcde | 0%              | 13%<br>j          | <b>16</b> %   | 15%         | <b>16</b> %     | <b>13</b> % | 17%<br>0      | 11%                | 15%<br>OR         | 16%<br>0          | 18%               |
| 7 Extremely   | 17%   | 16%<br>CDEFG      | <b>21</b> %      | 19%<br>B         | 20%<br>B        | <b>22</b> %<br>B | <b>22</b> %         | 0%              | <b>12%</b><br>JK  | 18%<br>IK     | <b>21</b> % | 18%             | 17%         | 17%           | 17%                | 17%               | 19%               | 17%               |
| Don't know / No response                                  | 1%    | <b>1</b> %        | 1%               | 1%<br>b          | 1%              | 1%               | <b>0</b> %          | 0%              | 2%                | 1%            | 1%          | <b>1</b> %      | <b>2</b> %  | 0%            | 2%                 | 1%                | 1%                | 1%                |
| Chi2:   |       | ***               |                  |                  |                 |                  |                     |                 | ***               |               |             | ***             |             | ***           |                    |                   |                   |                   |
| Mean:   | 4.25  | 4.14              | 4.54             | 4.49             | 4.53            | 4.69             | 4.65                | *               | 3.88              | 4.39          | 4.43        | 4.36            | 4.14        | 4.22          | 3.97               | 4.30              | 4.41              | 4.39              |
| Standard Deviation:                                       | 2.03  | 2.03              | 1.97             | 1.95             | 1.95            | 1.94             | 1.96                | *               | 2.01              | 1.99          | 2.05        | 2.00            | 2.04        | 2.08          | 2.12               | 1.98              | 2.00              | 1.98              |
| Student's T:  |       | CDEFG             | Bfg              | BFG              | Bfg             | BcDe             | BcDe                | !               | JK                | . 1           |             | M               | l I         | 0             | nPQR               | 0                 | 0                 | 0                 |

| Using a scale from 1 to 7 whe                              |       |                         |                           |           |                         |                 |             |                              |                   |                  |             |                  |             |                  |                  | _                 |                   |                   |
|--|-------|-------------------------|---------------------------|-----------|-------------------------|-----------------|-------------|------------------------------|-------------------|------------------|-------------|------------------|-------------|------------------|------------------|-------------------|-------------------|-------------------|
| important", how important are                              | each  | of the                  |                           |           |                         |                 |             | decisi                       | on to             |                  | credi       |                  |             | ake a p          |                  |                   | ymen              | it?               |
|  |       |                         |                           | held (n   |                         | lly exclu       |             |                              |                   | Age              |             | Ger              | nder        |                  |                  | Region            | 1                 |                   |
|  | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F   | Amex<br>G   | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55<br>J    | 56 +<br>K   | Male<br>L        | Female<br>M | Atlantic<br>N    | Quebec<br>O      | Ontario<br>P      |                   | BC and terr.      |
| QWHYCARD11   |       |                         |                           |           |                         |                 |             |                              |                   |                  |             |                  |             |                  |                  |                   |                   |                   |
| Because I can make purchases on-<br>line or over the phone |       |                         |                           |           |                         |                 |             |                              |                   |                  |             |                  |             |                  |                  |                   |                   |                   |
| Weighted number of respondents                             | 7720  | 5732                    | 4103                      | 2115      | 2619                    | 997             | 1758        | 0                            | 2296              | 3063             | 2343        | 4016             | 3704        | 477              | 1686             | 3119              | 1280              | 1156              |
| Actual number of respondents                               | 7679  | 5574                    | 4408                      | 2303      | 2742                    | 1130            | 1959        | 0                            | 1247              | 2499             | 3916        | 4182             | 3497        | 462              | 1496             | 3419              | 1260              | 1040              |
| 1 Not at all   | 10%   | 10%<br>f                | 10%                       | 9%        | 10%                     | <b>8%</b><br>bg | 10%         | 0%<br>f                      | <b>3</b> %<br>JK  | <b>8</b> %<br>IK | <b>19</b> % | 10%              | 10%         | 11%<br>p         | <b>12</b> %<br>P | <b>8%</b><br>nOQ  | 11%<br>P          | 10%               |
| 2  | 4%    | <b>4</b> %              | 5%<br>b                   | 4%        | 5%                      | 5%              | 5%          | 0%                           | <b>2</b> %<br>JK  | 4%<br>IK         | <b>7</b> %  | 5%               | 4%          | 5%               | 4%               | 4%<br>a           | 5%<br>p           | 4%                |
| 3  | 5%    | 5%                      | 5%                        | 6%        | 5%                      | 5%              | 5%          | 0%                           | 4%<br>K           | <b>4%</b><br>K   | <b>7</b> %  | 5%               | 5%          | 4%               | 4%<br>R          | 4%<br>R           | 6%                | <b>7</b> %<br>OP  |
| 4 Moderately   | 15%   | <b>14%</b><br>CEF       | <b>17</b> %               | 15%       | 17%<br>B                | <b>18</b> %     | 15%         | 0%                           | <b>11</b> %       | 16%              | 18%         | <b>16</b> %      | 14%         | 13%              | 17%              | 14%               | 15%               | 15%               |
| 5  | 14%   | 14%<br>f                | 15%                       | 14%<br>f  | 15%                     | <b>17%</b> bdg  | 14%         | 0%<br>f                      | 13%               | <b>16</b> %      | 13%<br>J    | 15%              | 14%         | 17%<br>Op        | 12%              | <b>13%</b> nQR    | <b>17</b> %<br>OP | <b>17</b> %<br>OP |
| 6  | 23%   | 23%                     | 23%<br>g                  | 23%       | 23%                     | 22%<br>g        | <b>25</b> % | 0%                           | <b>25%</b><br>K   | <b>26%</b><br>K  | <b>17</b> % | 23%              | 23%         | 25%              | <b>20%</b><br>nP | <b>25%</b><br>OQR | 21%<br>P          | 21%<br>P          |
| 7 Extremely  | 28%   | <b>29</b> %<br>CEFG     | 26%<br>B                  | 28%       | <b>25%</b><br>B         | 25%<br>B        | 26%<br>E    | 0%                           | <b>42</b> %<br>JK | <b>25%</b><br>IK | <b>18</b> % | <b>26</b> %<br>M | <b>30</b> % | <b>24%</b><br>oP | 29%<br>nq        | <b>30%</b><br>NOr | <b>25%</b><br>oP  | 26%<br>p          |
| Don't know / No response                                   | 0%    | 0%                      | 1%<br>g                   | 1%        | 1%<br>g                 | 1%<br>g         | 0%<br>cdet  | 0%                           | 0%                | 0%               | 1%          | 0%               | 1%          | 0%               | 1%<br>r          | 0%                | <b>1%</b><br>pR   | <b>0</b> %        |
| Chi2:  |       | (**)                    |                           | - 5       |                         |                 | cue         | 1                            | ***               |                  |             | *                |             | (***)            |                  | Ч                 | рιτ               |                   |
| Mean:  | 5.01  | 5.05                    | 4.95                      | 5.01      | 4.94                    | 4.97            | 4.96        | *                            | 5.72              | 5.06             | 4.25        | 4.96             | 5.06        | 4.93             | 4.90             | 5.17              | 4.85              | 4.92              |
| Standard Deviation:  | 1.93  | 1.93                    | 1.91                      | 1.91      | 1.90                    | 1.83            | 1.93        | *                            | 1.53              | 1.81             | 2.12        | 1.92             | 1.93        | 1.93             | 2.02             | 1.85              | 1.95              | 1.92              |
| Student's T:   |       | Ce                      | В                         |           | b                       |                 |             |                              | JK                | IK               | IJ          | m                | 1           | I P              | Р                | NOQR              | Р                 | P                 |

| important", how important are       |       |                    |                      |                |                    | lly exclu       | eivo)       |       |                   | Age         |             | Gar  | nder   |                    |                   | Region            | _         |                  |
|-------------------------------------|-------|--------------------|----------------------|----------------|--------------------|-----------------|-------------|-------|-------------------|-------------|-------------|------|--------|--------------------|-------------------|-------------------|-----------|------------------|
|                                     | Total | Stand-<br>ard card | Prem-<br>ium<br>card | Both           | MC<br>Prem-<br>ium | Infinite        | Amex        |       | 18 to 35          | Ĭ           | 56 +        | Male | Female |                    | Quebec            | Ž                 |           |                  |
| QWHYCARD12                          |       | В                  | С                    | D              | Е                  | F               | G           | Н     | I                 | J           | K           | L    | M      | N                  | 0                 | Р                 | Q         | R                |
| Because the monthly statement helps |       |                    |                      |                |                    |                 |             |       |                   |             |             |      |        |                    |                   |                   |           |                  |
| me monitor my expenses              |       |                    |                      |                |                    |                 |             |       |                   |             |             |      |        |                    |                   |                   |           |                  |
| Weighted number of respondents      | 7720  | 5732               | 4103                 | 2115           | 2619               | 997             | 1758        | 0     | 2296              | 3063        | 2343        | 4016 | 3704   | 477                | 1686              | 3119              | 1280      | 1156             |
| Actual number of respondents        | 7679  | 5574               | 4408                 | 2303           | 2742               | 1130            | 1959        | 0     | 1247              | 2499        | 3916        | 4182 | 3497   | 462                | 1496              | 3419              | 1260      | 1040             |
| 1 Not at all                        | 19%   | 20%<br>CDEFG       | <b>15</b> %<br>B     | 15%<br>B       | <b>14%</b><br>B    | <b>14%</b><br>B | <b>15</b> % | 0%    | <b>23</b> %<br>JK | 19%<br>IK   | <b>14</b> % | 19%  | 19%    | <b>23</b> %<br>PaR | <b>25%</b><br>POR | <b>17</b> %<br>NO | 17%<br>nO | <b>16%</b><br>NO |
| 2                                   | 10%   | 10%                | 9%                   | 9%             | 9%                 | 10%             | 8%<br>b     | 0%    | 11%<br>K          | <b>11</b> % | 8%          | 10%  | 9%     | <b>14%</b><br>OP   | 8%                | 10%<br>No         | 11%       | 11%              |
| 3                                   | 9%    | 9%                 | 9%                   | 10%            | 10%                | 8%              | <b>8</b> %  | 0%    | 11%               | 9%          | <b>7</b> %  | 9%   | 9%     | <b>6</b> %         | 8%                | 10%               | 10%       | 10%              |
| 3                                   | 9%    | 9%<br>ø            | 9%<br>g              | 10%            | 10%<br>g           | 0%              | bcde        | - , - | 11%<br>K          | 9%<br>K     | <i>l</i> %  | 9%   | 970    | pqr                |                   | 10%               |           |                  |
| 4 Moderately                        | 20%   | 19%                | 20%                  | 19%            | 20%                | 19%             | 19%         | 0%    | 18%               | 20%         | 20%         | 19%  | 20%    | 17%                | 18%               | 20%               | 20%       | 19%              |
| 5                                   | 14%   | 14%                | 14%                  | 14%            | 14%                | 17%             | 15%         | 0%    | 16%               | 13%         | 15%         | 15%  | 14%    | 14%                | 13%               | 16%               | 14%       | 15%              |
| ^                                   | 4.20/ | 420/               | 16%                  | 17%            | 16%                | bcde<br>15%     | 17%         | 00/   | 11%               | 14%         | 4 = 0/      | 13%  | 4.20/  | 12%                | 13%               | 0<br>14%          | 4.20/     | 12%              |
| 6                                   | 13%   | 13%<br>CDEfG       | 16%<br>B             | 17%<br>B       | 16%<br>B           | 15%<br>h        | 1/%<br>B    | 0%    | 11%<br>iK         | 14%<br>i    | <b>15</b> % | 13%  | 13%    | 12%                | 13%               | 14%               | 13%       | 12%              |
| 7 Extremely                         | 14%   | 13%                | 16%                  | 15%            | 16%                | 17%             | 18%         | 0%    | 10%               | 13%         | 21%         | 14%  | 14%    | 13%                | 14%               | 14%               | 15%       | 16%              |
| Lationicity                         | 1-70  | CdEFG              | В                    | bg             | В                  | В.              | Bd          |       | JK                | IK          |             | 1470 | 1470   | 1070               | 1470              | 1-7/0<br>r        | 13/0      | r r              |
| Don't know / No response            | 0%    | 0%<br>de           | 1%<br>G              | <b>1</b> % bfG | <b>1</b> % bfG     | 0%<br>de        | <b>0</b> %  | 0%    | 0%                | 0%          | 0%          | 0%   | 0%     | 0%                 | <b>1</b> %        | <b>0</b> %        | 0%        | 0%               |
| Chi2:                               |       | ***                | u                    | bid            | ыа                 | uc              | ODL         |       | ***               |             |             | -    |        | (***)              |                   |                   |           |                  |
| Mean:                               | 3.98  | 3.90               | 4.22                 | 4.22           | 4.25               | 4.32            | 4.36        | *     | 3.64              | 3.91        | 4.41        | 3.98 | 3.98   | 3.76               | 3.83              | 4.05              | 4.02      | 4.07             |
| Standard Deviation:                 | 2.04  | 2.05               | 2.00                 | 2.01           | 1.98               | 1.98            | 2.01        | *     | 1.99              | 2.03        | 2.03        | 2.04 | 2.04   | 2.11               | 2.13              | 1.98              | 2.03      | 2.02             |
| Student's T:                        |       | CDEFG              | Bg                   | Bg             | В                  | В               | Bcd         |       | JK                | IK          | IJ          |      |        | PaR                | PaR               | NO                | no        | NO               |

| Using a scale from 1 to 7 whe  |       |                         |                           |           |                         |               |            |                              |                   |                  |             |                  |             |               |                    |                   |                   |                   |
|--|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|------------|------------------------------|-------------------|------------------|-------------|------------------|-------------|---------------|--------------------|-------------------|-------------------|-------------------|
| important", how important are  | each  | of the                  | e follo                   | wing      | reaso                   | ns in         | your (     | decisi                       | on to             | use a            | credit      | t card           | to ma       | ake a p       | particu            | ılar pa           | ıymer             | nt?               |
|  |       |                         |                           | s held (n | ot mutua                | ally exclu    |            |                              |                   | Age              |             | Ger              | nder        |               |                    | Region            |                   |                   |
|  | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G  | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55<br>J    | 56 +<br>K   | Male<br>L        | Female<br>M | Atlantic<br>N | Quebec<br>O        | Ontario<br>P      | Prairies<br>O     | BC and terr.      |
| QWHYCARD13 Because I can make purchases on my own, without dealing with sales people |       |                         |                           |           |                         |               |            |                              |                   |                  |             |                  |             |               |                    |                   |                   |                   |
| Weighted number of respondents   | 7720  | 5732                    | 4103                      | 2115      | 2619                    | 997           | 1758       | 0                            | 2296              | 3063             | 2343        | 4016             | 3704        | 477           | 1686               | 3119              | 1280              | 1156              |
| Actual number of respondents   | 7679  | 5574                    | 4408                      | 2303      | 2742                    | 1130          | 1959       | 0                            | 1247              | 2499             | 3916        | 4182             | 3497        | 462           | 1496               | 3419              | 1260              | 1040              |
| 1 Not at all   | 31%   | 32%<br>fg               | 31%                       | 30%       | 31%                     | 28%<br>b      | 29%<br>b   | 0%                           | <b>29</b> %<br>K  | 32%              | <b>33</b> % | <b>29</b> %<br>M | <b>34</b> % | 29%           | 33%                | 31%               | 32%               | 30%               |
| 2  | 13%   | 13%                     | 13%                       | 13%       | 13%                     | 13%           | 13%        | 0%                           | <b>11%</b><br>K   | 13%              | <b>14</b> % | 13%              | 12%         | 16%<br>0      | <b>10%</b><br>NpQR | 12%<br>oqr        | <b>15</b> %<br>Op | <b>15</b> %<br>Op |
| 3  | 10%   | 10%                     | 10%                       | 11%<br>e  | <b>9%</b><br>dF         | <b>12</b> %   | 10%        | 0%                           | <b>12</b> %<br>jK | 10%<br>i         | <b>9</b> %  | <b>11%</b><br>m  | 9%          | 10%           | 9%                 | 10%               | 10%               | 12%               |
| 4 Moderately   | 19%   | 18%                     | 19%                       | 18%       | 19%                     | 19%           | 19%        | 0%                           | <b>17%</b><br>jk  | 19%<br>i         | 20%<br>i    | <b>21</b> %<br>M | <b>17</b> % | 21%<br>q      | 18%                | <b>20</b> %<br>Qr | <b>17</b> %<br>nP | 17%<br>p          |
| 5  | 11%   | 11%                     | 11%                       | 12%       | 11%                     | 12%           | 11%        | 0%                           | <b>13%</b><br>K   | 11%<br>K         | <b>8</b> %  | <b>12%</b><br>M  | <b>10</b> % | 8%<br>q       | 10%                | 10%<br>q          | <b>13</b> %       | 11%               |
| 6  | 7%    | 7%<br>g                 | 7%<br>G                   | 7%<br>G   | 7%<br>g                 | 8%            | 9%<br>bCDe | 0%                           | <b>8</b> %<br>K   | 7%<br>. K        | <b>6</b> %  | <b>7%</b><br>m   | 8%          | 7%<br>I       | 7%                 | 8%                | 6%                | 7%                |
| 7 Extremely  | 7%    | 7%                      | 8%                        | 7%        | 8%                      | 7%            | 7%         | 0%                           | 8%                | 7%               | 8%          | 7%               | 8%          | 8%            | 8%                 | 7%                | 8%                | 7%                |
| Don't know / No response   | 1%    | 2%                      | 1%                        | 1%        | 1%                      | 1%            | 1%         | 0%                           | 2%<br>j           | <b>1</b> %<br>iK | 2%<br>J     | <b>1%</b><br>m   | 2%          | 1%<br>I o     | <b>3%</b><br>nPQR  | <b>1</b> %<br>0   | <b>1%</b><br>0    | 1%<br>0           |
| Chi2:  |       | -                       |                           |           |                         |               |            |                              | ***               |                  |             | ***              |             | ***           |                    |                   |                   |                   |
| Mean:  | 3.15  | 3.14                    | 3.18                      | 3.16      | 3.20                    | 3.24          | 3.28       | *                            | 3.29              | 3.15             | 3.03        | 3.21             | 3.09        | 3.15          | 3.17               | 3.16              | 3.14              | 3.12              |
| Standard Deviation:  | 1.96  | 1.96                    | 1.96                      | 1.94      | 1.98                    | 1.93          | 1.97       | *                            | 1.99              | 1.95             | 1.96        | 1.92             | 2.01        | 1.94          | 2.02               | 1.95              | 1.97              | 1.93              |
| Student's T:   |       | G                       |                           | g         |                         |               | Bd         | l                            | jK                | ik               | lj          | M                | L           |               |                    |                   |                   |                   |

Ν m С

Standard Deviation:

Student's T:

1.77

CD

1.71

BD

1.67

BC

1.73

1.65

1.65

1.63

1.60

1.68

fgH

1.70

1.75

n

1.73

m

1.74

1.71

1.73

1.88

R QSTU

1.62

1.72

1.66

Imagine the following situation: a retail store that offers a rebate at the cash register, for example [3 possible rates], for paying by debit card, by cheque or cash instead of by standard credit card. Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this? Percentage rate scenario used Cards held (not mutually exclusive) Age Gender Region Prem-MC No Visa, BC and Standium Prem-MC, Total 1% 1.5% 2% Both Infinite Amex Amex 18 to 35 36 to 55 56 + Male Female Atlantic Quebec Ontario Prairies ard card card ium terr. 0 В C F QSCEN1A REBATE FOR PAYING BY DEBIT CARD. BY CHEQUE OR CASH INSTEAD OF BY STANDARD CREDIT CARD 5034 1620 1717 5034 1417 1417 916 699 1756 1861 1405 2555 2479 1259 1983 780 732 Weighted number of respondents 1698 210 Ω 279 4802 4802 777 2233 1587 1628 1587 979 252 1529 2373 2569 268 1086 2088 720 638 Actual number of respondents 0 888 1 I would really hate it 7% 6% 5% 6% 5% 5% 5% 3% 6% 0% 5% 6% 6% 7% 5% 6% 10% 4% 5% 4% D qSTU R R ej 2 3% 4% 3% 3% 3% 3% 3% 3% 3% 0% 4% 3% 3% 3% 4% 3% 4% 2% 4% 4% 4% cd rtu 3 4% 2% 3% 3% 3% 2% 3% 4% 0% 3% 3% 3% 3% 3% 4% 4% 3% 3% 2% 3% D d bC 4 Indifferent 28% 22% 25% 25% 26% 29% 29% 26% 25% 27% 27% 29% 27% 27% 27% 28% 28% 0% 27% 26% 27% BC D D st 5 14% 15% 15% 15% 16% 14% 15% 15% 15% 15% 16% 12% 18% 0% 17% 13% 16% 14% 12% 13% 17% ei Ν S S qR 6 16% 14% 15% 19% 16% 19% 19% 21% 19% 16% 0% 16% 16% 16% 16% 16% 18% 14% 16% 18% D Bc d fgH е е Εj h stu 7 I would really love it 29% 27% 25% 29% 25% 34% **29**% 27% 27% 30% 0% 29% 32% 27% 28% 31% 30% **27**% 31% 30% CD BD BC Ε Ν р S Don't know / No response 1% 1% 1% 1% 0% 1% 1% 1% 1% 1% 1% 0% 0% 0% 0% 1% 0% 1% 0% 1% Chi2: \*\*\* Mean: 5.09 4.86 5.06 5.32 5.09 5.12 5.12 5.19 5.20 4.98 5.10 5.13 5.01 5.03 5.15 5.12 4.80 5.23 5.13 5.15

Chi2:

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Suppose that, once at the cash register, you learned that the retail store offers such a rebate for not using your credit card when you wanted to use such a card. Would you be more likely to pay by credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of [4 different value ranges]? Percentage rate scenario Purchase value range scenario Cards held (not mutually exclusive) used used Gender Region Less More MC No Visa, than \$25 to \$76 to than Standium Prem-MC, BC and Both Total 1.5% 2% \$25 \$125 ard card Infinite Amex Amex 18 to 35 36 to 55 56 + Male Female Atlantic Quebec Ontario Prairies terr. 1% \$75 \$125 card ium QSCEN1B REBATE FOR PAYING BY DEBIT CARD, BY CHEQUE OR CASH INSTEAD OF BY STANDARD CREDIT CARD 1620 1698 1717 1226 1238 1233 1337 5034 1417 1417 916 210 699 1756 1861 1405 2555 2479 279 1259 1983 780 732 Weighted number of respondents 4802 1587 1628 1587 1148 1177 1208 1269 4802 1531 1531 979 252 888 1529 2373 2569 2233 268 1086 2088 720 638 0 Actual number of respondents credit card 18% 17% 14% 16% 21% 18% 19% 19% 18% 26% 19% 0% 15% 18% 19% 17% 19% 16% 20% 19% 21% **16**% 20% 21% 24% Gh EF IJKLn m νW Uvx W debit card 50% 56% 57% 51% 58% 51% 54% 54% 54% 55% 49% 48% 61% 56% 44% 52% 57% 53% 53% 57% 55% 49% 58% CD В FΗ EG FΗ EG ljkL PQ W Ν qR pR cheque 2% 2% 1% 2% 1% 1% 2% 3% 2% 1% 1% 2% 0% 1% 1% 1% 3% 1% 2% 1% 1% 2% 3% 2% fGH R PO d eh cash 14% 15% 15% 13% 25% 14% 12% 8% 14% 13% 13% 12% 14% 16% 13% 13% 18% 16% 12% 14% 15% 15% 11% 16% **FGH** EΗ EΗ **EFG** in R PQ vwY walk out 7% 7% 7% 6% 5% 6% 8% 8% 7% 7% 7% 5% 8% 5% 7% 9% 7% 6% 8% 6% 7% 7% R Po W gh ef Don't know / No response 5% 6% 6% 5% 7% 5% 6% 6% 5% 5% 5% 4% 5% 4% 5% 6% 6% 0% 5% 5% 2% 4% 6% 4% 6% eh wv W UV Moved away from credit card 75% 72% 77% 77% 80% 78% 71% 72% 75% 74% 74% 75% 69% 72% 0% 79% 75% 70% 74% 77% 71% 73% 79% 73% 74% CD В GH EF pR PQ W UVXY W GH EF qR W m Did not 16% 17% 19% 18% 21% 14% 16% 21% 20% 18% 19% 19% 18% 26% **15**% 18% 21% 19% 17% 24% 19% 16% 20% 19% CD В GH Gh EF M M M M IJKLn m R Pa vW uw Uvx W Walk-out 7% 6% 5% 6% 8% 8% 7% 7% 5% 9% 7% 6% 6% 7% 8% ef R Pa W gh

| For a purchase value of [4 diff | erent | value    | range | es], w   | ould y    | ou be     | more  | or le       | ss like  | ely to | shop       | at a re | etail s    | tore ti | nat off  | ers su     | ıch a ı  | rebate | e for n   | ot us      | ing yo    | ur cre      | dit ca  | rd?         |        |
|---------------------------------|-------|----------|-------|----------|-----------|-----------|-------|-------------|----------|--------|------------|---------|------------|---------|----------|------------|----------|--------|-----------|------------|-----------|-------------|---------|-------------|--------|
|                                 |       | Percenta | •     | scenario | Purchas   |           | _     | enario      |          |        |            |         |            |         |          |            |          |        |           |            |           |             |         |             |        |
|                                 |       |          | used  |          |           | us        | ed    |             |          |        | s held (no |         | ally exclu | isive)  |          |            | Age      |        | Ger       | nder       |           |             | Region  |             |        |
|                                 |       |          |       |          | Less      |           |       | More        |          | Prem-  |            | MC      |            |         | No Visa, |            |          |        |           |            |           |             |         |             |        |
|                                 | T-4-1 | 40/      | 4.50/ | 00/      |           | \$25 to   |       | than        | Stand-   | ium    | D - 41-    | Prem-   | 16114      |         | MC,      | 40 4- 05   | 20.4- 55 | F0 .   | Maria     | F          | A 41 41 - | O           | 0       | 1           | BC and |
|                                 | Total | 1%<br>B  | 1.5%  | 2%<br>D  | \$25<br>F | \$75<br>F | \$125 | \$125<br>H  | ard card | card   | Both<br>K  | ium     | Infinite   | Amex    | Amex     | 18 to 35   | O 10 55  | 56 +   | Male<br>S | remaie     | Atlantic  | Quebec<br>V | Untario | Prairies    | terr.  |
| QSCEN1C                         |       |          | •     |          | -         | •         | J     | - ''        | •        |        | IX         |         | 141        | IN      | U        | •          | Q        | - 13   |           | •          | U         | •           | **      |             | -      |
| REBATE FOR PAYING BY DEBIT      |       |          |       |          |           |           |       |             |          |        |            |         |            |         |          |            |          |        |           |            |           |             |         |             |        |
|                                 |       |          |       |          |           |           |       |             |          |        |            |         |            |         |          |            |          |        |           |            |           |             |         |             |        |
| CARD, BY CHEQUE OR CASH         |       |          |       |          |           |           |       |             |          |        |            |         |            |         |          |            |          |        |           |            |           |             |         |             |        |
| INSTEAD OF BY STANDARD CREDIT   |       |          |       |          |           |           |       |             |          |        |            |         |            |         |          |            |          |        |           |            |           |             |         |             |        |
| CARD                            |       |          |       |          |           |           |       |             |          |        |            |         |            |         |          |            |          |        |           |            |           |             |         |             |        |
| Weighted number of respondents  | 5034  | 1620     | 1698  | 1717     | 1226      | 1238      | 1233  | 1337        | 5034     | 1417   | 1417       | 916     | 210        | 699     | 0        | 1756       | 1861     | 1405   | 2555      | 2479       | 279       | 1259        | 1983    | 780         | 732    |
| Actual number of respondents    | 4802  | 1587     | 1628  | 1587     | 1148      | 1177      | 1208  | 1269        | 4802     | 1531   | 1531       | 979     | 252        | 777     | 0        | 888        | 1529     | 2373   | 2569      | 2233       | 268       | 1086        | 2088    | 720         | 638    |
| Less likely                     | 13%   | 13%      | 14%   | 13%      | 12%       | 12%       | 14%   | <b>15</b> % | 13%      | 14%    | 14%        | 13%     | 17%        | 16%     | 0%       | 12%        | 13%      | 14%    | 13%       | 13%        | 15%       | 18%         | 11%     | <b>10</b> % | 14%    |
|                                 |       |          |       |          | h         | h         |       | ef          | n        |        |            |         |            |         | i        |            |          |        |           |            | WX        | WXy         | uV      | uVy         | VX     |
| It would make no difference     | 48%   | 50%      | 47%   | 47%      | 50%       | 46%       | 49%   | 46%         | 48%      | 47%    | 47%        | 46%     | 45%        | 47%     | 0%       | 51%        | 46%      | 46%    | 47%       | 48%        | 52%       | 45%         | 49%     | 48%         | 47%    |
|                                 |       |          |       |          |           |           |       |             |          |        |            |         |            |         |          | ar         | р        | р      |           |            | V         | uw          | V       |             |        |
| More likely                     | 35%   | 33%      | 35%   | 36%      | 35%       | 36%       | 33%   | 34%         | 35%      | 35%    | 35%        | 36%     | 37%        | 33%     | 0%       | 31%        | 37%      | 36%    | 36%       | 34%        | 31%       | 33%         | 35%     | 38%         | 34%    |
| oroory                          | 0070  | 0070     | 0070  | 0070     | 0070      | 0070      | 0070  | 0 .70       | 0070     | 0070   | 0070       | 0070    | 0.70       | 00,0    | 0,0      | Or         | P        | n      | 00,0      | 0 170      | ν χ       | X           | 0070    | uv          | ,.     |
| Don't know / No response        | 4%    | 4%       | 5%    | 5%       | 3%        | 6%        | 5%    | 4%          | 4%       | 4%     | 4%         | 40/     | 2%         | 5%      | 0%       | <b>6</b> % | 3%       | 4%     | 4%        | 5%         | 2%        | 4%          | 5%      | 4%          | 5%     |
| Don't know / No response        | 4%    | 4%       | 5%    | 5%       |           | 0%        | -,-   | 4%          | 4%       | 4%     | 4%         | 4%      | 2%         | 5%      | 0%       |            | 3%       | 4%     | 4%        | <b>5</b> % |           | 4%          | 3%      | 4%          | 5%     |
|                                 |       |          |       |          | Fgh       | E         | е     | е           |          |        |            |         |            |         |          | qr         | р        | р      | I         | S          | Wy        |             | u       |             | u      |
| Net increase in goodwill        | 21%   | 20%      | 21%   | 23%      | 24%       | 24%       | 19%   | 19%         | 21%      | 20%    | 20%        | 23%     | 20%        | 17%     | 0%       | 19%        | 24%      | 21%    | 22%       | 21%        | 16%       | 15%         | 24%     | 28%         | 20%    |
| Chi2:                           |       | -        |       |          | **        |           |       |             | -        |        |            |         |            |         |          | ***        |          |        | *         |            | ***       |             |         |             |        |

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Imagine the following situation: a retail store offers a rebate at the cash register, for example [3 possible rates], for using your standard credit card instead of your premium credit card. Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?

|  |       | Percenta | ge rate s |             |                         |                           |           |                         |             |           |                              |               |               |             |           |             |               |             |              |      |                      |
|--|-------|----------|-----------|-------------|-------------------------|---------------------------|-----------|-------------------------|-------------|-----------|------------------------------|---------------|---------------|-------------|-----------|-------------|---------------|-------------|--------------|------|----------------------|
|  |       |          | used      |             |                         |                           | held (no  |                         | Illy exclu  |           |                              |               | Age           |             | Ger       | der         |               |             | Region       |      |                      |
|  | Total | 1%<br>B  | 1.5%<br>C | 2%<br>D     | Stand-<br>ard card<br>E | Prem-<br>ium<br>card<br>F | Both<br>G | MC<br>Prem-<br>ium<br>H | Infinite    | Amex<br>J | No Visa,<br>MC,<br>Amex<br>K | 18 to 35<br>L | 36 to 55<br>M | 56 +<br>N   | Male<br>O | Female<br>P | Atlantic<br>Q | Quebec<br>R | Ontario<br>S |      | BC and<br>terr.<br>U |
| QSCEN2A REBATE FOR USING YOUR STANDARD CREDIT CARD INSTEAD OF YOUR PREMIUM CREDIT CARD |       | "        | -         |             |                         |                           | -         |                         | '           |           |                              |               | "             |             |           |             |               | "           | - '          |      |                      |
| Weighted number of respondents   | 1708  | 599      | 569       | 541         | 1708                    | 1708                      | 1708      | 1077                    | 443         | 812       | 0                            | 328           | 763           | 612         | 966       | 742         | 84            | 273         | 755          | 300  | 296                  |
| Actual number of respondents   | 1880  | 626      | 635       | 619         | 1880                    | 1880                      | 1880      | 1172                    | 521         | 908       | 0                            | 216           | 610           | 1049        | 1102      | 778         | 96            | 274         | 889          | 332  | 288                  |
| 1 I would really hate it   | 10%   | 11%      | 9%        | 11%         | 10%                     | 10%                       | 10%       | 9%                      | <b>15</b> % | 9%        | 0%                           | 9%            | <b>12</b> %   | 8%          | 11%       | 9%          | 7%            | <b>17</b> % | 8%           | 8%   | 13%                  |
|  |       |          |           |             | - 1                     | - 1                       | I         | I                       | EFGHJ       | I         |                              |               | N             | М           |           |             | r             | qST         | RU           | R    | _                    |
| 2  | 6%    | 7%       | 6%        | 7%          | 6%                      | 6%                        | 6%        | 6%                      | 8%          | 6%        | 0%                           | 7%            | 7%            | 5%          | 6%        | 6%          | 1%            | 5%          | 7%           | 6%   | 7%                   |
|  |       |          |           |             |                         |                           |           | j                       | h           |           |                              |               | n             | m           |           |             | rstu          | q           | q            | q    | q                    |
| 3  | 5%    | 6%       | 5%        | 5%          | 5%                      | 5%                        | 5%        | 5%                      | 7%          | 5%        | 0%                           | 6%            | 6%            | 4%          | 5%        | 6%          | 10%           | 3%          | 5%           | 6%   | 3%                   |
|  |       |          |           |             |                         |                           |           |                         |             |           |                              |               |               |             |           |             | RsU           | Q           | q            |      | Q                    |
| 4 Indifferent  | 39%   | 40%      | 40%       | 35%         | 39%                     | 39%                       | 39%       | 39%                     | 37%         | 37%       | 0%                           | 38%           | 36%           | <b>42</b> % | 38%       | 39%         | 51%           | 34%         | 38%          | 41%  | 39%                  |
|  |       | d        | d         | bo          |                         |                           |           |                         |             |           |                              |               | n             | m           |           |             | RSu           | Q           | Q            |      | q                    |
| 5  | 12%   | 13%      | 12%       | 11%         | 12%                     | 12%                       | 12%       | 12%                     | 12%         | 13%       | 0%                           | 17%           | <b>10</b> %   | 12%         | 12%       | 12%         | 14%           | 9%          | 11%          | 13%  | 16%                  |
|  |       |          |           |             |                         |                           |           |                         |             |           |                              | M             | L             |             |           |             |               | u           | u            |      | rs                   |
| 6  | 13%   | 10%      | 13%       | <b>16</b> % | 13%                     | 13%                       | 13%       | 14%                     | 9%          | 14%       | 0%                           | 14%           | 14%           | 12%         | 12%       | 15%         | 6%            | 13%         | <b>16</b> %  | 11%  | 9%                   |
|  |       | D        |           | В           | i                       | i                         | i         | I                       | efgHJ       | I         |                              |               |               |             |           |             | S             |             | QtU          | S    | _                    |
| 7 I would really love it   | 14%   | 12%      | 14%       | 15%         | 14%                     | 14%                       | 14%       | 14%                     | 11%         | 15%       | 0%                           | 8%            | 15%           | 16%         | 14%       | 13%         | 10%           | 17%         | 14%          | 13%  | 13%                  |
|  |       |          |           |             |                         |                           |           |                         |             |           |                              | mN            | - 1           | L           |           |             |               |             |              |      |                      |
| Don't know / No response   | 1%    | 1%       | 1%        | 1%          | 1%                      | 1%                        | 1%        | 1%                      | 1%          | 1%        | 0%                           | 1%            | 1%            | 2%          | 1%        | 1%          | 0%            | 1%          | 1%           | 1%   | 2%                   |
| Chi2:  |       | -        |           |             | -                       |                           |           |                         |             |           |                              | (***)         |               |             | -         |             | (***)         |             |              |      |                      |
| Mean:  | 4.31  | 4.19     | 4.38      | 4.38        | 4.31                    | 4.31                      | 4.31      | 4.41                    | 3.95        | 4.40      | *                            | 4.21          | 4.24          | 4.46        | 4.29      | 4.34        | 4.22          | 4.19        | 4.44         | 4.30 | 4.15                 |
| Standard Deviation:  | 1.74  | 1.71     | 1.69      | 1.81        | 1.74                    | 1.74                      | 1.74      | 1.70                    | 1.81        | 1.73      | *                            | 1.63          | 1.83          | 1.67        | 1.78      | 1.70        | 1.44          | 1.98        | 1.69         | 1.65 | 1.77                 |
| Student's T:   |       | С        | b         |             | - 1                     | I                         | I         | I                       | EFGHJ       | I         |                              | n             | n             | lm          |           |             |               |             | u            |      | s                    |

Suppose that, once at the cash register, you learned that the retail store offers such a rebate for using your standard credit card when you wanted to use your premium card. Would you be more likely to pay by premium credit card, by standard credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of [4 different value ranges]?

| parenaee rande er [ r am er en c  |       |                 | ge rate s       | cenario          | Purchas                   |                      | range sc         | enario                     |                         |                           |           |                         |                     |                    |                              |                 |                |           |                 |             |               |                  |           |         |                      |
|---|-------|-----------------|-----------------|------------------|---------------------------|----------------------|------------------|----------------------------|-------------------------|---------------------------|-----------|-------------------------|---------------------|--------------------|------------------------------|-----------------|----------------|-----------|-----------------|-------------|---------------|------------------|-----------|---------|----------------------|
|   |       |                 | used            |                  |                           | us                   |                  |                            |                         |                           | held (no  |                         | lly exclu           |                    |                              |                 | Age            |           | Gen             | der         |               |                  | Region    | -       |                      |
|   | Total | 1%<br>B         | 1.5%<br>C       | 2%<br>D          | Less<br>than<br>\$25<br>E | \$25 to<br>\$75<br>F | \$76 to          | More<br>than<br>\$125<br>H | Stand-<br>ard card<br>I | Prem-<br>ium<br>card<br>J | Both<br>K | MC<br>Prem-<br>ium<br>L | Infinite<br>M       |                    | No Visa,<br>MC,<br>Amex<br>O | 18 to 35 3      | 36 to 55<br>Q  | 56 +<br>R | Male<br>S       | Female<br>T | Atlantic<br>U | Quebec<br>V      | Ontario I |         | BC and<br>terr.<br>Y |
| QSCEN2B<br>REBATE FOR USING YOUR<br>STANDARD CREDIT CARD INSTEAD<br>OF YOUR PREMIUM CREDIT CARD |       |                 |                 |                  | 1                         |                      |                  |                            |                         |                           |           |                         |                     | 1                  |                              |                 |                |           |                 |             |               | 1                | •         |         |                      |
| Weighted number of respondents  | 1708  | 599             | 569             | 541              | 413                       | 401                  | 428              | 466                        | 1708                    | 1708                      | 1708      | 1077                    | 443                 | 812                | 0                            | 328             | 763            | 612       | 966             | 742         | 84            | 273              | 755       | 300     | 296                  |
| Actual number of respondents  | 1880  | 626             | 635             | 619              | 427                       | 466                  | 472              | 515                        | 1880                    | 1880                      | 1880      | 1172                    | 521                 | 908                | 0                            | 216             | 610            | 1049      | 1102            | 778         | 96            | 274              | 889       | 332     | 288                  |
| premium credit card   | 26%   | <b>30</b> % cD  | 25%<br>b        | <b>23</b> %<br>B | <b>22%</b><br>G           | 26%                  | <b>30%</b><br>E  | 27%                        | 26%<br>M                | 26%<br>M                  | 26%<br>M  | 26%<br>M                | 38%<br>IJKLN        | <b>23</b> %<br>M   | 0%                           | 22%             | 27%            | 27%       | 27%             | 26%         | 29%           | <b>20%</b><br>wy | 27%<br>v  | 26%     | 29%<br>v             |
| standard credit card  | 45%   | 46%             | 44%             | 45%              | 43%                       | 44%                  | 44%              | 49%                        | 45%<br>Mn               | 45%<br>Mn                 | 45%<br>Mn | 46%<br>M                | <b>35%</b><br>IJKLN | <b>50%</b><br>ijkM | 0%                           | <b>51</b> %     | 44%            | 43%<br>p  | 45%             | 44%         | 42%           | 48%              | 45%       | 47%     | 41%                  |
| debit card  | 12%   | <b>8%</b><br>CD | <b>16%</b><br>B | 13%<br>B         | <b>15%</b><br>H           | 14%<br>h             | 11%              | <b>9</b> %<br>Ef           | 12%                     | 12%                       | 12%       | 12%                     | 9%                  | 10%                | 0%                           | 13%             | 11%            | 13%       | <b>11%</b><br>t | <b>14</b> % | 17%           | 14%              | 11%       | 12%     | 11%                  |
| cheque  | 0%    | 0%              | 0%              | 1%               | 0%                        | <b>1%</b>            | 0%<br>f          | 0%                         | 0%                      | 0%                        | 0%        | 0%                      | 0%                  | 0%                 | 0%                           | 0%              | 0%             | 0%        | 0%              | 0%          | 0%            | 0%               | 1%        | 0%      | 0%                   |
| cash  | 4%    | 3%<br>d         | 4%              | <b>6%</b><br>b   | <b>9</b> %<br>FGH         | 3%<br>EH             | 3%<br>EH         | <b>0</b> %<br>EFG          | 4%<br>Im                | 4%<br>Im                  | 4%<br>Im  | <b>2</b> %<br>ijkMN     | <b>6%</b><br>ijkL   | <b>5</b> %<br>L    | 0%                           | <b>1%</b><br>QR | <b>5%</b><br>P | 4%<br>P   | 5%              | 3%          | 2%            | 3%               | 4%<br>y   | 2%<br>Y | <b>7</b> %<br>wX     |
| walk out  | 7%    | 6%              | 8%              | 7%               | 6%                        | 6%                   | 7%               | 9%                         | 7%                      | 7%                        | 7%        | 6%                      | 8%                  | 7%                 | 0%                           | 5%              | 7%             | 7%        | 8%              | 6%          | 4%            | 8%               | 6%        | 8%      | 7%                   |
| Don't know / No response  | 6%    | 6%              | <b>4%</b><br>d  | 7%<br>c          | 5%                        | 6%                   | 4%               | 7%                         | 6%                      | 6%                        | 6%        | 6%                      | 4%                  | 5%                 | 0%                           | 8%<br>q         | 4%<br>p        | 6%        | 5%              | 7%          | 6%            | 7%               | 6%        | 4%      | 5%                   |
| Moved away from premium credit card   | 67%   | <b>64%</b> d    | 67%             | <b>70</b> %<br>b | <b>72</b> %<br>Gh         | 69%                  | <b>63</b> %<br>E | 65%<br>e                   | 67%<br>M                | 67%<br>M                  | 67%<br>M  | 67%<br>M                | 55%<br>IJKLN        | <b>70</b> %<br>M   | 0%                           | 73%             | 65%            | 66%       | 66%             | 69%         | 66%           | <b>72%</b><br>y  | 67%       | 66%     | 64%<br>v             |
| Did not   | 26%   | <b>30%</b> cD   | 25%<br>b        | <b>23</b> %<br>B | <b>22%</b><br>G           | 26%                  | <b>30</b> %<br>E | 27%                        | 26%<br>M                | 26%<br>M                  | 26%<br>M  | 26%<br>M                | 38%<br>IJKLN        | <b>23</b> %<br>M   | 0%                           | 22%             | 27%            | 27%       | 27%             | 26%         | 29%           | <b>20%</b><br>wy | 27%<br>v  | 26%     | 29%<br>v             |
| Walk-out  | 7%    | 6%              | 8%              | 7%               | 6%                        | 6%                   | 7%               | 9%                         | 7%                      | 7%                        | 7%        | 6%                      | 8%                  | 7%                 | 0%                           | 5%              | 7%             | 7%        | 8%              | 6%          | 4%            | 8%               | 6%        | 8%      | 7%                   |
| Chi2:   |       | (**)            |                 |                  | (***)                     |                      |                  |                            | (***)                   |                           |           |                         |                     |                    |                              | (**)            |                |           | (*)             |             | -             |                  |           |         |                      |

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|                                |       | Percenta |           | scenario | Purcha                    |                 |                       | enario                |                    |                      |            |                    |               |      |                         |            |          |             | _         |             |          |             |              |     |              |
|--------------------------------|-------|----------|-----------|----------|---------------------------|-----------------|-----------------------|-----------------------|--------------------|----------------------|------------|--------------------|---------------|------|-------------------------|------------|----------|-------------|-----------|-------------|----------|-------------|--------------|-----|--------------|
|                                |       |          | used      |          | 1                         | us              | ed                    |                       |                    |                      | s held (no |                    | lly exclus    |      | N - VC                  |            | Age      |             | Gen       | der         | <u> </u> |             | Region       |     |              |
|                                | Total | 1%<br>B  | 1.5%<br>C | 2%<br>D  | Less<br>than<br>\$25<br>F | \$25 to<br>\$75 | \$76 to<br>\$125<br>G | More<br>than<br>\$125 | Stand-<br>ard card | Prem-<br>ium<br>card | Both<br>K  | MC<br>Prem-<br>ium | Infinite<br>M | Amex | No Visa,<br>MC,<br>Amex | 18 to 35 3 | 36 to 55 | 56 +<br>R   | Male<br>S | Female<br>T | Atlantic | Quebec<br>V | Ontario<br>W |     | BC and terr. |
| QSCEN2C                        |       |          |           |          |                           | -               |                       | ••                    | - 1                |                      |            |                    |               |      |                         |            | _        |             |           | -           |          |             |              |     |              |
| REBATE FOR USING YOUR          |       |          |           |          |                           |                 |                       |                       |                    |                      |            |                    |               |      |                         |            |          |             |           |             | l        |             |              |     |              |
| STANDARD CREDIT CARD INSTEAD   |       |          |           |          |                           |                 |                       |                       |                    |                      |            |                    |               |      |                         |            |          |             |           |             |          |             |              |     |              |
| OF YOUR PREMIUM CREDIT CARD    |       |          |           |          |                           |                 |                       |                       |                    |                      |            |                    |               |      |                         |            |          |             |           |             |          |             |              |     |              |
| Weighted number of respondents | 1708  | 599      | 569       | 541      | 413                       | 401             | 428                   | 466                   | 1708               | 1708                 | 1708       | 1077               | 443           | 812  | 0                       | 328        | 763      | 612         | 966       | 742         | 84       | 273         | 755          | 300 | 296          |
| Actual number of respondents   | 1880  | 626      | 635       | 619      | 427                       | 466             | 472                   | 515                   | 1880               | 1880                 | 1880       | 1172               | 521           | 908  | 0                       | 216        | 610      | 1049        | 1102      | 778         | 96       | 274         | 889          | 332 | 288          |
| Less likely                    | 15%   | 16%      | 14%       | 15%      | 15%                       | <b>12</b> %     | 17%                   | 15%                   | 15%                | 15%                  | 15%        | 14%                | <b>21</b> %   | 13%  | 0%                      | 13%        | 18%      | <b>12</b> % | 16%       | 13%         | 15%      | 16%         | 13%          | 13% | <b>19</b> %  |
|                                |       |          |           |          |                           | g               | f                     |                       | M                  | M                    | M          | M                  | IJKLN         | M    |                         |            | R        | Q           |           |             | l        |             | У            | У   | WX           |
| It would make no difference    | 54%   | 56%      | 54%       | 50%      | 60%                       | 55%             | 52%                   | 48%                   | 54%                | 54%                  | 54%        | 52%                | 56%           | 54%  | 0%                      | 63%        | 48%      | 56%         | 53%       | 54%         | 56%      | 50%         | 53%          | 57% | 54%          |
|                                |       | d        |           | b        | gH                        | h               | е                     | E1                    |                    |                      |            |                    |               |      |                         | Q          | PR       | Q           |           |             | l        |             |              |     |              |
| More likely                    | 26%   | 23%      | 27%       | 29%      | 20%                       | 28%             | 28%                   | 30%                   | 26%                | 26%                  | 26%        | 28%                | 19%           | 28%  | 0%                      | 20%        | 28%      | 28%         | 26%       | 27%         | 23%      | 29%         | 29%          | 24% | 21%          |
|                                |       | d        |           | b        | FGH                       | E               | E                     | E                     | M                  | M                    | M          | M                  | IJKLN         | M    |                         | qr         | р        | р           |           |             | l        | у           | Y            |     | vW           |
| Don't know / No response       | 5%    | 5%       | 5%        | 6%       | 5%                        | 5%              | 4%                    | 7%                    | 5%                 | 5%                   | 5%         | 6%                 | 4%            | 4%   | 0%                      | 4%         | 5%       | 5%          | 4%        | 6%          | 7%       | 5%          | 4%           | 6%  | 6%           |
|                                |       |          |           |          |                           |                 | h                     | ٤                     |                    |                      |            |                    |               |      |                         |            |          |             |           |             |          |             |              |     |              |
|                                |       |          |           |          |                           |                 |                       |                       |                    |                      |            |                    |               |      |                         |            |          |             |           |             |          |             |              |     |              |
| Net increase in goodwill       | 12%   | 7%       | 13%       | 15%      | 4%                        | 16%             | 11%                   | 15%                   | 12%                | 12%                  | 12%        | 14%                | -3%           | 15%  | 0%                      | 7%         | 10%      | 16%         | 10%       | 13%         | 8%       | 13%         | 16%          | 11% | 1%           |

Imagine the following situation: a retail store offers a rebate at the cash register, for example [3 possible rates], for using a debit card, a cheque or cash instead of your premium credit card. Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?

| would really love it, flow wou |       |             |                   |             |               | uomy      | uns:      |           |                     |           |           |      |               |                    |      |            |               |          |            |              |              |
|--------------------------------|-------|-------------|-------------------|-------------|---------------|-----------|-----------|-----------|---------------------|-----------|-----------|------|---------------|--------------------|------|------------|---------------|----------|------------|--------------|--------------|
|                                |       | Percenta    | ge rate s<br>used | cenario     |               | Cord      | hold /=   | at mt     | lly exclu           | oivo)     |           |      | A == 0        |                    | C    | nder       |               |          | Region     |              |              |
|                                |       |             | usea              |             |               | Prem-     | neia (n   | MC        | illy exclu          |           | No Visa.  |      | Age           |                    | Ger  | laer       |               |          | Region     |              |              |
|                                | Total | 00/         | 3%                | 4%          | Stand-        | ium       | D - 41-   | Prem-     | Infinite            |           | MC,       | 1    | 204- 55       | 56 +               | Male | F          | A 41 41 -     | 0        | 0          |              | BC and terr. |
|                                | Total | 2%<br>B     | 3%<br>C           | 4%<br>D     | ard card<br>E | card<br>F | Both<br>G | ium<br>H  | Infinite            | Amex<br>J | Amex<br>K | L L  | 36 to 55<br>M | N N                | O    | P          | Atlantic<br>Q | R        | S          | T            | U            |
| QSCEN3A                        |       |             |                   |             |               |           |           |           |                     |           |           |      |               |                    |      |            |               |          |            |              |              |
| REBATE FOR USING A DEBIT CARD, |       |             |                   |             |               |           |           |           |                     |           |           |      |               |                    |      |            |               |          |            |              |              |
| A CHEQUE OR CASH INSTEAD OF    |       |             |                   |             |               |           |           |           |                     |           |           |      |               |                    |      |            |               |          |            |              |              |
| YOUR PREMIUM CREDIT CARD       | 1708  | 599         | 569               | 541         | 1708          | 1708      | 1708      | 1077      | 443                 | 812       | 0         | 328  | 763           | 610                | 966  | 740        | 84            | 273      | 755        | 300          | 200          |
| Weighted number of respondents | 1880  | 626         | 635               | 619         | 1880          | 1880      | 1880      | 1172      | 521                 | 908       | 0         | 216  | 610           | 612<br>1049        |      | 742<br>778 | 96            | 274      |            | 332          | 296<br>288   |
| Actual number of respondents   |       |             |                   |             |               |           |           |           |                     |           |           |      |               |                    | 1102 |            |               |          | 889        |              |              |
| 1 I would really hate it       | 7%    | 9%          | 7%                | 6%          | 7%            | 7%        | 7%        | 6%        | 11%                 | 7%        | 0%        | 6%   | 9%            | 6%                 | 8%   | 6%         | 8%            | 11%      | 7%         | 4%           | 8%           |
| 0                              | 40/   | 40/         | 20/               | F0/         | 40/           | 10/       | 40/       | 40/       | efgHj               | 40/       | 00/       | F0/  | N             | IVI<br><b>O</b> O/ | 40/  | 40/        | 20/           | sT       | r          | Ru           | 20/          |
| 2                              | 4%    | 4%          | 2%                | 5%          | 4%            | 4%        | 4%        | 4%        | 5%                  | 4%        | 0%        | 5%   | 4%            | 3%                 | 4%   | 4%         | 0%            | 5%       | 2%         | 3%           | <b>9</b> %   |
| 3                              | 3%    | 4%          | bD<br>2%          | 3%          | 3%            | 3%        | 3%        | 2%        | 60/                 | 3%        | 0%        | 4%   | 3%            | 3%                 | 3%   | 2%         | rU<br>1%      | qS<br>3% | RU<br>3%   | 4%           | QST<br>2%    |
| 3                              | 3%    |             | 2%<br>h           | 3%          | 3%            | 3%        | 3%        | 2%        | <b>6</b> %<br>EFGHJ | 3%        | 0%        | 4%   | 3%            | 3%                 | 3%   | 2%         | 1%            | 3%       | 3%         | 4%           | 2%           |
| 4 Indifferent                  | 19%   | 26%         | <b>16%</b>        | 16%         | 19%           | 19%       | 19%       | 20%       | 20%                 | 17%       | 0%        | 22%  | 18%           | 20%                | 18%  | 21%        | 28%           | 20%      | 19%        | 21%          | 15%          |
| 4 munierent                    | 19%   | CD          | <b>10</b> %       | <b>10</b> % | 19%           | 19%       | 19%       | 20%       | 20%                 | 1170      | 0%        | 2270 | 10%           | 20%                | 10%  | 2170       |               | 20%      |            | 21%          | 15%          |
| 5                              | 16%   | 18%         | 16%               | 14%         | 16%           | 16%       | 16%       | 16%       | 16%                 | 18%       | 0%        | 11%  | 17%           | 16%                | 16%  | 16%        | sU<br>11%     | 13%      | q<br>17%   | 16%          | 17%          |
| 3                              | 10%   | TO%         | 10%               | 14%<br>h    | 10%           | 10%       | 10%       | 10%       | 10%                 | 10%       | 0%        |      | 1170          | 10%                | 10%  | 10%        | 1170          | 15%      | 1170       | 10%          | 11 70        |
| 6                              | 19%   | <b>14</b> % | 22%               | 20%         | 19%           | 19%       | 19%       | 18%       | 17%                 | 20%       | 0%        | 20%  | 16%           | 20%                | 17%  | 21%        | 22%           | 17%      | 17%        | 25%          | 16%          |
| Ů                              | 19/0  | CD          | <b>22</b> / 8     | 20%<br>R    | 1970          | 1970      | 1970      | 10/0      | 11/0                | 2070      | 076       | 2070 | 10/6          | 2076               | 11/0 | 21/0       | 22/0          | 11/0     | 11 /0<br>T | rSu          | 10/0         |
| 7 I would really love it       | 32%   | 24%         | 35%               | 37%         | 32%           | 32%       | 32%       | 33%       | 27%                 | 31%       | 0%        | 31%  | 32%           | 32%                | 33%  | 31%        | 30%           | 31%      | 34%        | 27%          | 32%          |
| 7 I Would really love it       | 32/0  | CD          | 3370<br>B         | 3170<br>B   | J270          | J270      | 3270<br>i | 3370<br>I | efgH                | 31/0      | 070       | 31/0 | 3270          | 32/0               | 3370 | 31/0       | 3070          | 31/0     | J-70       | <b>21</b> /0 | 3270         |
| Don't know / No response       | 0%    | 1%          | 0%                | 0%          | 0%            | 0%        | 0%        | 0%        | 0%                  | 0%        | 0%        | 0%   | 0%            | 1%                 | 0%   | 0%         | 0%            | 0%       | 1%         | 0%           | 0%           |
| Don't know / No response       | 0,0   | 1/0         | 370               | 370         | 0,0           | 370       | 370       | 370       | 370                 | 370       | 070       | 070  | 370           | 1/0                | 070  | 070        | 070           | 370      | 170        | 370          | 370          |
| Chi2:                          |       | (***)       |                   |             | -             |           |           |           |                     |           |           | (-)  |               |                    | -    |            | (***)         |          |            |              |              |
| Mean:                          | 5.16  | 4.81        | 5.37              | 5.34        | 5.16          | 5.16      | 5.16      | 5.23      | 4.82                | 5.19      | *         | 5.11 | 5.08          | 5.29               | 5.13 | 5.20       | 5.22          | 4.95     | 5.27       | 5.23         | 5.03         |
| Standard Deviation:            | 1.81  | 1.82        | 1.76              | 1.79        | 1.81          | 1.81      | 1.81      | 1.76      | 1.94                | 1.78      | *         | 1.82 | 1.89          | 1.69               | 1.86 | 1.74       | 1.71          | 1.98     | 1.76       | 1.61         | 1.95         |
| Student's T:                   |       | CD          | В                 | В           | I             | I         | I         | I         | EFGHJ               | I         |           |      | n             | m                  |      |            |               | S        | r          |              |              |
| 1                              |       |             |                   |             |               |           |           |           |                     |           |           |      |               |                    |      |            |               |          |            |              |              |

**ircum** Nettwork Inc

Suppose that, once at the cash register, you learned that the retail store offers such a rebate for not using your premium credit card when you wanted to use your premium card. Would you be more likely to pay by premium credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of M. different value ranges 12.

| of [4 different value ranges]? |       |          |       |               |        |          |         |           |           |           |             |                |            |       |          |              |          |       |       |            |          |        |         |          |        |
|--------------------------------|-------|----------|-------|---------------|--------|----------|---------|-----------|-----------|-----------|-------------|----------------|------------|-------|----------|--------------|----------|-------|-------|------------|----------|--------|---------|----------|--------|
|                                |       | Percenta |       | cenario       | Purcha | se value |         | enario    |           | 01-       | le e lel de | . 4 4          |            | -!    |          |              | A        |       | 0     |            |          |        | D'      |          |        |
|                                |       |          | used  |               | Less   | use      | ed      | More      |           | Prem-     | held (n     | ot mutua<br>MC | ally exclu |       | No Visa. |              | Age      |       | Gen   | der        |          |        | Region  |          |        |
|                                |       |          |       |               | than   | \$25 to  | \$76 to |           | Stand-    | ium       |             | Prem-          |            |       | MC.      |              |          |       |       |            |          |        |         |          | BC and |
|                                | Total | 2%       | 3%    | 4%            | \$25   | \$75     | \$125   |           | ard card  | card      | Both        | ium            | Infinite   | Amex  |          | 18 to 35     | 36 to 55 | 56 +  | Male  | Female     | Atlantic | Quebec | Ontario |          |        |
|                                |       | В        | С     | D             | E      | F        | G       | Н         | - 1       | J         | K           | L              | M          | N     | 0        | Р            | Q        | R     | S     | T          | U        | V      | W       | Х        | Υ      |
| QSCEN3B                        |       |          |       |               |        |          |         |           |           |           |             |                |            |       |          |              |          |       |       |            |          |        |         |          |        |
| REBATE FOR USING A DEBIT CARD, |       |          |       |               |        |          |         |           |           |           |             |                |            |       |          |              |          |       |       |            |          |        |         |          |        |
| A CHEQUE OR CASH INSTEAD OF    |       |          |       |               |        |          |         |           |           |           |             |                |            |       |          |              |          |       |       |            |          |        |         |          |        |
| YOUR PREMIUM CREDIT CARD       | 1708  | 599      | 569   | 541           | 413    | 401      | 428     | 466       | 1708      | 1708      | 1708        | 1077           | 443        | 812   | 0        | 328          | 763      | 612   | 966   | 742        | 84       | 273    | 755     | 300      | 296    |
| Weighted number of respondents | 1880  | 626      | 635   | 619           | 427    | 466      | 472     | 515       | 1880      | 1880      | 1880        | 1172           | 521        | 908   | 0        | 216          | 610      | 1049  | 1102  | 778        | 96       | 274    | 889     | 332      | 288    |
| Actual number of respondents   |       |          |       |               |        |          |         |           |           |           |             |                |            |       |          |              |          |       |       |            |          |        |         |          |        |
| premium credit card            | 20%   | 27%      | 17%   | 16%           | 17%    | 23%      | 21%     | 20%       | 20%       | 20%       | 20%         | 21%            | 25%        | 18%   | 0%       | 16%          | 21%      | 21%   | 19%   | 21%        | 23%      | 17%    | 20%     | 20%      | 22%    |
| delife and                     | E40/  | CD       | В     | E00/          | 4=0/   | ee       | E20/    | = 00/     | m<br>E40/ | m<br>E40/ | m<br>E40/   | m<br>F00/      |            | M     | 0%       | <b>=0</b> 0/ | E00/     | 400/  | E00/  | E20/       | 400/     | 400/   | E20/    | E C0/    | 4.00/  |
| debit card                     | 51%   | 46%      | 56%   | 52%           | 45%    | 51%      | 53%     | 56%       | 51%       | 51%       | 51%         | 52%            | 46%        | 51%   | 0%       | 58%          | 52%      | 48%   | 50%   | 53%        | 49%      | 49%    | 53%     | 56%      | 46%    |
|                                | 00/   | Cd       | B     | D (           | gH     | 00/      | e       | E 20/     | m         | m         | m           | m              | ,          | 00/   | 00/      | R            | 00/      | P 201 | 00/   | 00/        | 40/      | 40/    | 00/     | <u>y</u> | X      |
| cheque                         | 2%    | 1%       | 2%    | 3%            | 2%     | 2%       | 2%      | 3%        | 2%        | 2%        | 2%          | 2%             | 1%         | 2%    | 0%       | 1%           | 2%       | 3%    | 2%    | 2%         | 1%       | 1%     | 3%      | 3%       | 2%     |
|                                | 4.40/ | d        | 4.00/ | D 4.00/       | 0=0/   | 4.00/    | 100/    | 20/       | 4.40/     | 4.40/     | 4.40/       | m              |            | 4.00/ | 00/      | 4.40/        | 4.40/    | 4.50/ | 4 70/ | 4.00/      | 4.70/    | WX     | V 4.00/ | V 4 00/  | 4.50/  |
| cash                           | 14%   | 13%      | 13%   | 16%           | 25%    | 13%      | 13%     | 6%        | 14%       | 14%       | 14%         | 13%            | 15%        | 16%   | 0%       | 11%          | 14%      | 15%   | 17%   | 10%        | 17%      | 18%    | 13%     | 10%      | 15%    |
|                                | 70/   | 00/      | 70/   | 00/           | FGH    | EH       | EH      | EFG       | 70/       | 70/       | 70/         | 00/            | 70/        | 70/   | 00/      | 00/          | 00/      | 00/   | 70/   | 30/        | 00/      | X 00/  | 00/     | V 00/    | 00/    |
| walk out                       | 7%    | 8%       | 7%    | 6%            | 6%     | 7%       | 8%      | 8%        | 7%        | 7%        | 7%          | 6%             | 7%         | 7%    | 0%       | 6%           | 6%       | 8%    | 7%    | 7%         | 6%       | 9%     | 6%      | 6%       | 8%     |
| D 161 (N                       | E0/   | 00/      | F0/   | 00/           | F0/    | E0/      | 40/     |           | E0/       | E0/       | E0/         | F0/            | 00/        | 00/   | 00/      | 00/          | E0/      | E0/   | 401   | =0.        | E0/      | 70/    | E0/     | E0/      | 70/    |
| Don't know / No response       | 5%    | 6%       | 5%    | 6%            | 5%     | 5%       | 4%      | 8%        | 5%        | 5%        | 5%          | 5%             | 6%         | 6%    | 0%       | 8%           | 5%       | 5%    | 4%    | <b>7</b> % | 5%       | 7%     | 5%      | 5%       | 7%     |
| M d f di4d                     | 700/  | 0=0/     | 700/  | 700/          | ==0/   | 740/     | h       | 8<br>700/ | 700/      | 700/      | 700/        | 700/           | 000/       | 750/  | 00/      | 700/         | 700/     | 740/  | 700/  | 5<br>700/  | 740/     | 7.40/  | 700/    | 7.40/    | 700/   |
| Moved away from credit card    | 73%   | 65%      | 76%   | 78%           | 77%    | 71%      | 72%     | 72%       | 73%       | 73%       | 73%         | 73%            | 68%        | 75%   | 0%       | 78%          | 72%      | 71%   | 73%   | 72%        | 71%      | 74%    | 73%     | 74%      | 70%    |
| Didt                           | 000/  | CD       | B     | 4 <b>20</b> % | fg     | e        | e 040/  | 000/      | m         | m         | m           | m              |            | M     | 00/      | 1 00/        | 040/     | p     | 4.00/ | 040/       | 000/     | 4.70/  | 000/    | 000/     | 000/   |
| Did not                        | 20%   | 27%      | 17%   | 16%           | 17%    | 23%      | 21%     | 20%       | 20%       | 20%       | 20%         | 21%            | 25%        | 18%   | 0%       | 16%          | 21%      | 21%   | 19%   | 21%        | 23%      | 17%    | 20%     | 20%      | 22%    |
| W II                           | 70/   | CD       | B     | B             | 1      | e        | 00/     | 00/       | m         | m         | m           | m              |            | M     | 00/      | 00/          | 00/      | 00/   | 70/   | 70/        | 00/      | 00/    | 00/     | 00/      | 00/    |
| Walk-out                       | 7%    | 8%       | 7%    | 6%            | 6%     | 7%       | 8%      | 8%        | 7%        | 7%        | 7%          | 6%             | 7%         | 7%    | 0%       | 6%           | 6%       | 8%    | 7%    | 7%         | 6%       | 9%     | 6%      | 6%       | 8%     |
| 01.10                          |       | ***      |       |               | ***    |          |         |           |           |           |             |                |            |       |          |              |          |       | *     |            |          |        |         |          |        |
| Chi2:                          |       | ^^*      |       |               | ^^*    |          |         |           | -         |           |             |                |            |       |          | -            |          |       |       |            | -        |        |         |          |        |

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| For a purchase value of [4 diff | ferent | value    | range | es], w  | ould y       | ou be   | more    | or le        | ss like  | ly to        | shop a   | at a re     | etail st   | ore th | nat off         | fers sı  | ıch a    | rebate | e for n | ot us  | ing yo   | ur pre | mium    | cred | it     |
|---------------------------------|--------|----------|-------|---------|--------------|---------|---------|--------------|----------|--------------|----------|-------------|------------|--------|-----------------|----------|----------|--------|---------|--------|----------|--------|---------|------|--------|
| card?                           |        |          |       |         |              |         |         |              |          |              |          |             |            |        |                 |          |          |        |         |        |          |        |         |      |        |
|                                 |        | Percenta |       | cenario | Purcha       |         |         | enario       |          |              |          |             |            |        |                 |          |          |        | _       |        |          |        |         |      |        |
|                                 |        |          | used  |         |              | use     | ed      |              |          |              | held (no |             | Illy exclu |        |                 |          | Age      |        | Ger     | nder   |          |        | Region  |      |        |
|                                 |        |          |       |         | Less<br>than | \$25 to | \$76 to | More<br>than | Stand-   | Prem-<br>ium |          | MC<br>Prem- |            |        | No Visa,<br>MC. |          |          |        |         |        |          |        |         |      | BC and |
|                                 | Total  | 2%       | 3%    | 4%      | \$25         | \$75    | \$125   |              | ard card | card         | Both     |             | Infinite   | Amex   |                 | 18 to 35 | 36 to 55 | 56 +   | Male    | Female | Atlantic | Quebec | Ontario |      | terr.  |
|                                 |        | В        | C     | D       | E            | F       | G       | Н            | I        | J            | K        | L           | M          | N      | 0               | P        | Q        | R      | S       | Т      | U        | V      | W       | X    | Y      |
| QSCEN3C                         |        |          |       |         |              |         |         |              |          |              |          |             |            |        |                 |          |          |        |         |        |          |        |         |      |        |
| REBATE FOR USING A DEBIT CARD,  |        |          |       |         |              |         |         |              |          |              |          |             |            |        |                 |          |          |        |         |        |          |        |         |      |        |
| A CHEQUE OR CASH INSTEAD OF     |        |          |       |         |              |         |         |              |          |              |          |             |            |        |                 |          |          |        |         |        |          |        |         |      |        |
| YOUR PREMIUM CREDIT CARD        |        |          |       |         |              |         |         |              |          |              |          |             |            |        |                 |          |          |        |         |        |          |        |         |      |        |
| Weighted number of respondents  | 1708   | 599      | 569   | 541     | 413          | 401     | 428     | 466          | 1708     | 1708         | 1708     | 1077        | 443        | 812    | 0               | 328      | 763      | 612    | 966     | 742    | 84       | 273    | 755     | 300  | 296    |
| Actual number of respondents    | 1880   | 626      | 635   | 619     | 427          | 466     | 472     | 515          | 1880     | 1880         | 1880     | 1172        | 521        | 908    | 0               | 216      | 610      | 1049   | 1102    | 778    | 96       | 274    | 889     | 332  | 288    |
| Less likely                     | 14%    | 16%      | 13%   | 13%     | 13%          | 14%     | 16%     | 15%          | 14%      | 14%          | 14%      | 15%         | 17%        | 13%    | 0%              | 14%      | 15%      | 13%    | 15%     | 13%    | 11%      | 19%    | 13%     | 13%  | 16%    |
|                                 |        |          |       |         |              |         |         |              |          |              |          |             | n          | m      |                 |          |          |        |         |        |          | Wx     | V       | V    |        |
| It would make no difference     | 41%    | 48%      | 38%   | 37%     | 44%          | 41%     | 44%     | 37%          | 41%      | 41%          | 41%      | 40%         | 44%        | 41%    | 0%              | 47%      | 38%      | 42%    | 39%     | 43%    | 45%      | 37%    | 42%     | 44%  | 39%    |
|                                 |        | CD       | В     | В       | h            |         | h       | eg           |          |              |          |             |            |        |                 | q        | р        |        |         |        |          |        |         |      |        |
| More likely                     | 40%    | 31%      | 45%   | 45%     | 38%          | 43%     | 38%     | 40%          | 40%      | 40%          | 40%      | 41%         | 34%        | 41%    | 0%              | 35%      | 42%      | 40%    | 42%     | 37%    | 37%      | 39%    | 42%     | 39%  | 38%    |
|                                 |        | CD       | В     | В       |              |         |         |              | m        | m            | m        | m           | ijklN      | M      |                 |          |          |        | t       | : s    |          |        |         |      |        |
| Don't know / No response        | 5%     | 5%       | 4%    | 5%      | 5%           | 3%      | 3%      | 8%           | 5%       | 5%           | 5%       | 5%          | 5%         | 4%     | 0%              | 5%       | 5%       | 4%     | 4%      | 6%     | 6%       | 6%     | 4%      | 4%   | 7%     |
|                                 |        |          |       |         | g            | Н       | eH      | FG           |          |              |          |             |            |        |                 |          |          |        | Т       | S      |          |        | у       |      | w      |
| Net increase in goodwill        | 26%    | 15%      | 31%   | 31%     | 26%          | 29%     | 22%     | 25%          | 26%      | 26%          | 26%      | 26%         | 17%        | 29%    | 0%              | 21%      | 26%      | 27%    | 27%     | 24%    | 26%      | 19%    | 29%     | 27%  | 23%    |
| Chi2·                           |        | ***      |       |         | **           |         |         |              | -        |              |          |             |            |        |                 | -        |          |        | **      |        | -        |        |         |      |        |

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Imagine the following situation: a retail store that surcharges at the cash register, for example [3 possible rates], for paying by standard credit card instead of by debit card, by cheque or cash. Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?

| would really love it", how wou   | πα λοι | ı reac           | t to a i  | retall          | store                   | aoing                     | tnis?     |                         |               |                      |                              |                   |                  |                 |                 |                |                 |                   |                  |                |                     |
|--|--------|------------------|-----------|-----------------|-------------------------|---------------------------|-----------|-------------------------|---------------|----------------------|------------------------------|-------------------|------------------|-----------------|-----------------|----------------|-----------------|-------------------|------------------|----------------|---------------------|
|  |        | Percenta         | ge rate s | cenario         |                         |                           |           |                         |               |                      |                              |                   |                  |                 |                 |                |                 |                   |                  |                |                     |
|  |        |                  | used      |                 |                         |                           | held (no  | ot mutua                | lly exclu     |                      |                              |                   | Age              |                 | Gen             | ider           |                 |                   | Region           |                |                     |
|  | Total  | 1%<br>B          | 1.5%<br>C |                 | Stand-<br>ard card<br>E | Prem-<br>ium<br>card<br>F | Both<br>G | MC<br>Prem-<br>ium<br>H | Infinite<br>I | Amex<br>J            | No Visa,<br>MC,<br>Amex<br>K | 18 to 35 3        | 36 to 55<br>M    | 56 +<br>N       | Male<br>O       | Female<br>P    | Atlantic<br>Q   | Quebec (          | Ontario<br>S     |                | BC and terr.        |
| QSCEN4A<br>SURCHARGE FOR PAYING BY<br>STANDARD CREDIT CARD INSTEAD<br>OF BY DEBIT CARD, BY CHEQUE OR<br>CASH |        |                  |           |                 |                         |                           |           |                         |               |                      |                              |                   |                  |                 |                 |                |                 |                   |                  |                |                     |
| Weighted number of respondents   | 5034   | 1620             | 1698      | 1717            | 5034                    | 1417                      | 1417      | 916                     | 210           | 699                  | 0                            | 1756              | 1861             | 1405            | 2555            | 2479           | 279             | 1259              | 1983             | 780            | 732                 |
| Actual number of respondents   | 4802   | 1587             | 1628      | 1587            | 4802                    | 1531                      | 1531      | 979                     | 252           | 777                  | 0                            | 888               | 1529             | 2373            | 2569            | 2233           | 268             | 1086              | 2088             | 720            | 638                 |
| 1 I would really hate it   | 55%    | <b>53</b> %<br>d | 55%       | <b>57%</b><br>b | 55%<br>hJ               | 55%<br>hJ                 | 55%<br>hJ | <b>51</b> %<br>efgJ     | 55%<br>i      | <b>62</b> %<br>EFGHi | 0%                           | <b>48</b> %<br>MN | <b>60</b> %<br>L | <b>58</b> %     | <b>53</b> %     | <b>57%</b>     | 59%<br>su       | <b>63%</b><br>STU | <b>52%</b><br>aR | 53%<br>R       | <b>51</b> %<br>qR   |
| 2  | 13%    | <b>15%</b> CD    | 12%<br>B  | <b>11%</b><br>B | 13%                     | 13%                       | 13%       | 14%<br>j                | 13%           | 11%<br>h             | 0%                           | 14%               | 13%              | 13%             | 13%             | 13%            | <b>8%</b><br>sU | 12%<br>U          | 13%<br>qU        | 11%<br>U       | <b>19</b> %<br>QRST |
| 3  | 8%     | 8%               | 8%        | 7%              | 8%                      | 6%                        | 6%        | 7%                      | 8%            | 6%                   | 0%                           | <b>10</b> %<br>Mn | <b>6</b> %       | 7%              | <b>9</b> %      | <b>7</b> %     | 7%              | <b>6</b> %<br>T   | 8%               | <b>10</b> %    | 8%                  |
| 4 Indifferent  | 13%    | 14%              | 13%       | 12%             | <b>13</b> %             | 12%                       | 12%       | 13%<br>j                | 11%           | <b>10%</b><br>Eh     | 0%                           | <b>15%</b> m      | 11%              | 13%             | <b>14%</b>      | <b>12%</b>     | 13%             | <b>11%</b> st     | 14%<br>r         | 15%<br>r       | 12%                 |
| 5  | 3%     | 3%               | 4%<br>d   | 2%<br>c         | <b>3</b> %<br>FGH       | 4%<br>E                   | 4%<br>E   | <b>5%</b><br>Ej         | 3%            | 3%<br>h              | 0%                           | 3%                | 3%               | 3%              | 3%              | 3%             | 2%              | 3%                | <b>4%</b><br>U   | 3%             | <b>2</b> %<br>S     |
| 6  | 4%     | <b>3%</b><br>D   | 4%        | <b>5%</b><br>B  | 4%                      | 4%                        | 4%        | 5%                      | 6%            | 5%                   | 0%                           | <b>6</b> %<br>MN  | <b>3</b> %<br>L  | <b>2</b> %<br>L | <b>3</b> %<br>P | <b>5%</b>      | 5%<br>r         | <b>3</b> %<br>qsT | 4%<br>r          | <b>6%</b><br>R | 3%                  |
| 7 I would really love it   | 4%     | 3%               | 4%        | 4%              | 4%                      | 4%                        | 4%        | 4%                      | 5%            | 3%                   | 0%                           | 3%<br>m           | <b>5</b> %<br>IN | 3%<br>M         | <b>5</b> %<br>P | <b>2%</b><br>0 | 6%<br>R         | <b>2</b> %<br>QS  | <b>4%</b><br>R   | 3%             | 4%                  |
| Don't know / No response   | 1%     | 1%               | 1%        | 1%              | 1%                      | 0%                        | 0%        | 0%                      | 0%            | 0%                   | 0%                           | 1%<br>m           | <b>0</b> %       | 1%              | <b>0</b> %<br>P | <b>1</b> %     | 0%<br>u         | 0%<br>U           | 1%<br>u          | 0%<br>U        | <b>2</b> %<br>qRsT  |
| Chi2:  |        | **               |           |                 | (**)                    |                           |           |                         |               |                      |                              | ***               |                  |                 | ***             |                | (***)           |                   |                  |                |                     |
| Mean:  | 2.21   | 2.19             | 2.23      | 2.21            | 2.21                    | 2.26                      | 2.26      | 2.39                    | 2.31          | 2.05                 | *                            | 2.41              | 2.12             | 2.08            | 2.29            | 2.13           | 2.29            | 1.96              | 2.33             | 2.33           | 2.18                |
| Standard Deviation: Student's T:   | 1.71   | 1.63             | 1.73      | 1.77            | 1.71<br>Hj              | 1.78<br>J                 | 1.78<br>J | 1.82<br>EJ              | 1.85<br>j     | 1.69<br>eFGHi        | *                            | 1.75<br>MN        | 1.73<br>L        | 1.61<br>L       | 1.76<br>P       | 1.65<br>0      | 1.88<br>R       | 1.55<br>QSTU      | 1.77<br>Ru       | 1.75<br>R      | 1.65<br>Rs          |

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Suppose that, once at the cash register, you learned that the retail store surcharges in that manner for using your standard credit card when you wanted to use such a card. Would you be more likely to pay by credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of [4 different value ranges]?

| value ranges]?                 |       |          |            |          |              |                 |                  |               |                    |             |           |              |            |      |             |            |          |      |      |        |          |        |         |     |              |
|--------------------------------|-------|----------|------------|----------|--------------|-----------------|------------------|---------------|--------------------|-------------|-----------|--------------|------------|------|-------------|------------|----------|------|------|--------|----------|--------|---------|-----|--------------|
|                                |       | Percenta | age rate s | scenario | Purcha       |                 | range so         | enario        |                    |             |           |              |            |      |             |            |          |      |      |        |          |        |         |     |              |
|                                |       |          | used       |          |              | us              | ed               |               |                    |             | s held (n | ot mutua     | ally exclu |      |             |            | Age      |      | Gen  | der    |          |        | Region  |     |              |
|                                |       |          |            |          | Less         | ***             |                  | More          | ٠                  | Prem-       |           | MC           |            |      | No Visa     |            |          |      |      |        |          |        |         |     |              |
|                                | Total | 1%       | 1.5%       | 2%       | than<br>\$25 | \$25 to<br>\$75 | \$76 to<br>\$125 | than<br>\$125 | Stand-<br>ard card | ium<br>card | Both      | Prem-<br>ium | Infinite   | Amex | MC,<br>Amex | 18 to 35   | 26 to 55 | 56 + | Male | Famala | Atlantic | Ouchoo | Ontorio |     | BC and terr. |
|                                | Total | B        | 1.5%<br>C  | D D      | \$25<br>E    | φ/3<br>F        | \$125<br>G       | φ120<br>Η     | aru caru           | J.          | K         | I            | M          | N    | O           | P 10 10 33 | Q (0 55  | R    | S    | T      | U        | V      | W       | X   | Y            |
| QSCEN4B                        |       |          |            |          |              | •               |                  |               |                    |             |           |              |            |      |             |            |          |      |      | •      |          |        |         |     |              |
| SURCHARGE FOR PAYING BY        |       |          |            |          |              |                 |                  |               |                    |             |           |              |            |      |             |            |          |      |      |        |          |        |         |     |              |
| STANDARD CREDIT CARD INSTEAD   |       |          |            |          |              |                 |                  |               |                    |             |           |              |            |      |             |            |          |      |      |        |          |        |         |     |              |
| OF BY DEBIT CARD, BY CHEQUE OR |       |          |            |          |              |                 |                  |               |                    |             |           |              |            |      |             |            |          |      |      |        |          |        |         |     |              |
| CASH                           |       |          |            |          |              |                 |                  |               |                    |             |           |              |            |      |             |            |          |      |      |        |          |        |         |     |              |
| Weighted number of respondents | 5034  | 1620     | 1698       | 1717     | 1226         | 1238            | 1233             | 1337          | 5034               | 1417        | 1417      | 916          | 210        | 699  | 0           | 1756       | 1861     | 1405 | 2555 | 2479   | 279      | 1259   | 1983    | 780 | 732          |
| Actual number of respondents   | 4802  | 1587     | 1628       | 1587     | 1148         | 1177            | 1208             | 1269          | 4802               | 1531        | 1531      | 979          | 252        | 777  | 0           | 888        | 1529     | 2373 | 2569 | 2233   | 268      | 1086   | 2088    | 720 | 638          |
| credit card                    | 8%    | 8%       | 9%         | 5%       | 7%           | 10%             | 7%               | 6%            | 8%                 | 11%         | 11%       | 12%          | 11%        | 11%  | 0%          | 9%         | 7%       | 7%   | 8%   | 7%     | 8%       | 5%     | 9%      | 8%  | 7%           |
|                                |       | D        | D          | BC       | F            | EGH             | F                | F             | JKLmN              | - 1         | 1         | - 1          | i          | I    | l           | r          |          | р    |      |        | V        | uWxy   | V       | V   | V            |
| debit card                     | 42%   | 40%      | 43%        | 44%      | 41%          | 40%             | 43%              | 45%           | 42%                | 37%         | 37%       | 38%          | 32%        | 34%  | 0%          | 49%        | 42%      | 35%  | 40%  | 45%    | 38%      | 45%    | 41%     | 42% | 44%          |
|                                |       |          |            |          | h            | h               |                  | ef            | JKIMN              | - 1         | 1         | im           | ll II      | I    |             | QR         | PR       | PQ   | T    | 5      | V        | uw     | V       |     |              |
| cheque                         | 1%    | 1%       | 1%         | 1%       | 0%           | 1%              | 2%               | 1%            | 1%                 | 1%          | 1%        | 1%           | 1%         | 1%   | 0%          | 0%         | 1%       | 2%   | 1%   | 1%     | 1%       | 1%     | 1%      | 1%  | 1%           |
|                                |       | d        |            | b        | FGh          | Е               | Е                | е             |                    |             |           |              |            |      |             | QR         | Pr       | Pq   | T    | 5      | i        |        |         |     |              |
| cash                           | 10%   | 13%      | 10%        | 8%       | 19%          | 9%              | 9%               | 6%            | 10%                | 8%          | 8%        | 8%           | 11%        | 10%  | 0%          | 9%         | 10%      | 12%  | 12%  | 8%     | 10%      | 14%    | 9%      | 10% | 8%           |
|                                |       | cD       | b          | В        | FGH          | EH              | Eh               | EFg           | jkl                | i           | i         | i            |            |      |             | r          | r        | pq   | T    | 5      | V        | uWxY   | V       | V   | V            |
| walk out                       | 34%   | 35%      | 33%        | 35%      | 31%          | 32%             | 36%              | 36%           | 34%                | 37%         | 37%       | 35%          | 42%        | 40%  | 0%          | 26%        | 37%      | 40%  | 36%  | 32%    | 39%      | 31%    | 34%     | 35% | 35%          |
|                                |       |          |            |          | GH           | gh              | Ef               | Ef            | jkMN               | i           | i         | mn           | ll II      | l II | l           | QR         | Pr       | Pq   | t    | 5      | V        | u      |         |     |              |
| Don't know / No response       | 5%    | 3%       | 4%         | 7%       | 3%           | 7%              | 4%               | 5%            | 5%                 | 5%          | 5%        | 5%           | 2%         | 4%   | 0%          | 7%         | 4%       | 4%   | 4%   | 6%     | 4%       | 4%     | 7%      | 4%  | 4%           |
|                                |       | D        | D          | BC       | Fh           | EGh             | F                | ef            |                    |             |           |              |            |      |             | QR         | Р        | Р    | Т    | 5      | ò        | W      | VXY     | W   | W            |
| Moved away from credit card    | 59%   | 57%      | 58%        | 60%      | 62%          | 57%             | 57%              | 57%           | 59%                | 52%         | 52%       | 53%          | 46%        | 49%  | 0%          | 65%        | 56%      | 53%  | 57%  | 61%    | 53%      | 64%    | 57%     | 57% | 57%          |
| -                              |       |          |            |          | fGH          | е               | Ε                | E             | JKLMN              | I           | 1         | - 1          | I          | I    |             | QR         | Pr       | Pq   | T    | 5      | V        | UWXy   | V       | V   | V            |
| Did not                        | 8%    | 8%       | 9%         | 5%       | 7%           | 10%             | 7%               | 6%            | 8%                 | 11%         | 11%       | 12%          | 11%        | 11%  | 0%          | 9%         | 7%       | 7%   | 8%   | 7%     | 8%       | 5%     | 9%      | 8%  | 7%           |
|                                |       | D        | D          | BC       | F            | EGH             | F                | F             | JKLmN              | I           | 1         | - 1          | i          | I    |             | r          |          | р    |      |        | V        | uWxy   | V       | V   | V            |
| Walk-out                       | 34%   | 35%      | 33%        | 35%      | 31%          | 32%             | 36%              | 36%           | 34%                | 37%         | 37%       | 35%          | 42%        | 40%  | 0%          | 26%        | 37%      | 40%  | 36%  | 32%    | 39%      | 31%    | 34%     | 35% | 35%          |
|                                |       |          |            |          | GH           | gh              | Ef               | Ef            | jkMN               | i           | i         | mn           | l II       | l II | l           | QR         | Pr       | Pq   | t    | 5      | V        | u      |         |     |              |
| Chi2:                          |       | ***      |            |          | ***          |                 |                  |               | (***)              |             |           |              |            |      |             | ***        |          |      | ***  |        | (***)    |        |         |     |              |
|                                |       |          |            |          |              |                 |                  |               |                    |             |           |              |            |      |             |            |          |      |      |        |          |        |         |     |              |

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|  |       | Percenta | ge rate s<br>used | scenario        | Purcha                    | se value<br>us | •                     | enario                     |                    | Cards                | s held (no | ot mutua                | allv exclu  | sive)    |                              |            | Age            |                | Gen       | der         |               |                  | Region  |          |                      |
|--|-------|----------|-------------------|-----------------|---------------------------|----------------|-----------------------|----------------------------|--------------------|----------------------|------------|-------------------------|-------------|----------|------------------------------|------------|----------------|----------------|-----------|-------------|---------------|------------------|---------|----------|----------------------|
|  | Total | 1%<br>B  | 1.5%<br>C         | 2%<br>D         | Less<br>than<br>\$25<br>E |                | \$76 to<br>\$125<br>G | More<br>than<br>\$125<br>H | Stand-<br>ard card | Prem-<br>ium<br>card | ,          | MC<br>Prem-<br>ium<br>L |             |          | No Visa,<br>MC,<br>Amex<br>O | 18 to 35 3 |                | 56 +<br>R      | Male<br>S | Female<br>T | Atlantic<br>U |                  |         |          | BC and<br>terr.<br>Y |
| QSCEN4C<br>SURCHARGE FOR PAYING BY<br>STANDARD CREDIT CARD INSTEAD<br>OF BY DEBIT CARD, BY CHEQUE OR<br>CASH |       |          |                   |                 |                           |                |                       |                            |                    |                      |            |                         |             |          |                              | ·          |                |                |           |             |               | ·                | ·       |          |                      |
| Weighted number of respondents   | 5034  | 1620     | 1698              | 1717            | 1226                      | 1238           | 1233                  | 1337                       | 5034               | 1417                 | 1417       | 916                     | 210         | 699      | 0                            | 1756       | 1861           | 1405           | 2555      | 2479        | 279           | 1259             | 1983    | 780      | 732                  |
| Actual number of respondents   | 4802  | 1587     | 1628              | 1587            | 1148                      | 1177           | 1208                  | 1269                       | 4802               | 1531                 | 1531       | 979                     | 252         | 777      | 0                            | 888        | 1529           | 2373           | 2569      | 2233        | 268           | 1086             | 2088    | 720      | 638                  |
| Less likely  | 68%   | 69%      | 66%               | 70%             | 65%                       | 64%            | 71%                   | 72%                        | 68%                | 69%                  | 69%        | 67%                     | 63%         | 72%      | 0%                           | 65%        | 69%            | 72%            | 68%       | 69%         | 69%           | 70%              | 66%     | 69%      | 71%                  |
|  |       |          | D                 | С               | GH                        | GH             | EF                    | EF                         |                    |                      |            | n                       | ı N         | IM       |                              | qR         | pr             | Pq             |           |             |               | W                | Vy      |          | \                    |
| It would make no difference  | 22%   | 22%      | <b>24%</b><br>d   | <b>20%</b>      | <b>27</b> %<br>GH         | 24%<br>gH      | 20%<br>Ef             | <b>17</b> %<br>EF          | <b>22%</b>         | 20%                  | 20%        | 20%                     | 23%         | 19%<br>i | 0%                           | 23%        | 22%            | 21%            | 23%       | 21%         | 26%<br>V      | <b>20%</b><br>ux | 22%     | 24%<br>v | 22%                  |
| More likely  | 6%    | 6%<br>d  | <b>7</b> %<br>D   | <b>4%</b><br>bC | 6%                        | 7%<br>g        | 5%<br>f               | 5%                         | 6%<br>JKLM         | 8%<br>I              | 8%<br>I    | <b>8</b> %              | <b>10</b> % | 6%       | 0%                           | 5%         | <b>7%</b><br>R | <b>4%</b><br>Q | 6%        | 5%          | 4%<br>v       | <b>7%</b><br>uxY | 6%<br>Y | 5%<br>v  | <b>3</b> %           |
| Don't know / No response   | 4%    | 3%       | 4%                | 5%              | 2%                        | 5%             | 4%                    | 5%                         | 4%                 | 4%                   | 4%         | 5%                      | 4%          | 3%       | 0%                           | 7%         | 2%             | 3%             | 3%        | 5%          | 2%            | 3%               | 6%      | 2%       | 4%                   |
|  |       | D        | d                 | Вс              | FgH                       | Е              | е                     | Е                          |                    |                      |            | n                       |             | I        |                              | QR         | Р              | Р              | Т         | S           | W             | W                | UVXy    | W        | ١                    |
| Net increase in goodwill   | -63%  | -63%     | -59%              | -66%            | -60%                      | -57%           | -67%                  | -67%                       | -63%               | -61%                 | -61%       | -59%                    | -53%        | -65%     | 0%                           | -60%       | -62%           | -68%           | -62%      | -64%        | -65%          | -63%             | -60%    | -64%     | -68%                 |
| Chi2:  |       | ***      |                   |                 | ***                       |                |                       |                            | **                 |                      |            |                         |             |          |                              | ***        |                |                | *         |             | ***           |                  |         |          |                      |

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Imagine the following situation: a retail store that surcharges at the cash register, for example [3 possible rates], for using your premium credit card instead of your standard credit card. Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?

| would really love it, flow wou  |       |          |                   |           |                         | uomg     | uns:      |          |                      |          |          |                  |                 |                  |            |             |                  |                    |                  |           |                      |
|---|-------|----------|-------------------|-----------|-------------------------|----------|-----------|----------|----------------------|----------|----------|------------------|-----------------|------------------|------------|-------------|------------------|--------------------|------------------|-----------|----------------------|
|   |       | Percenta | ge rate s<br>used | cenario   |                         | Carde    | hold (n   | ot mutus | lly exclu            | civo)    |          |                  | Age             |                  | Ger        | ndor        |                  |                    | Region           |           |                      |
|   |       |          | useu              |           |                         | Prem-    | neia (ii  | MC       | ily exclu            |          | No Visa. |                  | Age             |                  | Ger        | luer        |                  |                    | Region           |           |                      |
|   | Total | 1%<br>B  | 1.5%<br>C         | 2%<br>D   | Stand-<br>ard card<br>F | ium      | Both<br>G | Prem-    | Infinite             | Amex     | MC,      | 18 to 35         | 36 to 55        | 56 +<br>N        | Male<br>O  | Female<br>P | Atlantic<br>O    | Quebec<br>R        | Ontario<br>S     |           | BC and terr.         |
| QSCEN5A   |       | В        | C                 | U         |                         | Г        | G         | п        | - 1                  | J        | N.       | L                | IVI             | IN               | U          | F           | Q                | K                  | 3                | - 1       |                      |
| SURCHARGE FOR USING YOUR PREMIUM CREDIT CARD INSTEAD OF YOUR STANDARD CREDIT CARD |       |          |                   |           |                         |          |           |          |                      |          |          |                  |                 |                  |            |             |                  |                    |                  |           |                      |
| Weighted number of respondents  | 1707  | 599      | 567               | 541       | 1707                    | 1707     | 1707      | 1077     | 443                  | 811      | 0        | 328              | 762             | 612              | 965        | 742         | 84               | 272                | 755              | 300       | 296                  |
| Actual number of respondents  | 1879  | 626      | 634               | 619       | 1879                    | 1879     | 1879      | 1172     | 521                  | 907      | 0        | 216              | 609             | 1049             | 1101       | 778         | 96               | 273                | 889              | 332       | 288                  |
| 1 I would really hate it  | 55%   | 56%      | 52%               | 57%       | 55%<br>I                | 55%<br>I | 55%<br>I  | 53%<br>I | <b>62</b> %<br>EFGHJ | 54%<br>I | 0%       | 51%              | 56%             | 56%              | 54%        | 57%         | 57%              | <b>66</b> %<br>StU | <b>50</b> %      | 57%<br>rs | 53%<br>R             |
| 2   | 14%   | 15%      | 13%               | 13%       | 14%                     | 14%      | 14%       | 13%      | 11%                  | 14%      | 0%       | 13%              | 13%             | 15%              | 15%        | 12%         | 15%              | <b>8%</b><br>Su    | <b>16%</b>       | 12%       | 14%<br>r             |
| 3   | 7%    | 8%       | 7%                | 6%        | 7%                      | 7%       | 7%        | 7%       | 6%                   | 6%       | 0%       | 8%               | 6%              | 8%               | <b>6</b> % | 8%          | 5%               | 6%                 | <b>9</b> %<br>tu | 5%<br>s   | 5%                   |
| 4 Indifferent   | 14%   | 12%<br>c | 16%<br>b          | 15%       | 14%<br>I                | 14%<br>I | 14%<br>I  | 15%<br>I | <b>7</b> %<br>EFGHJ  | 15%<br>I | 0%       | 15%              | 13%             | 15%              | 14%        | 14%         | 17%              | 13%                | 13%              | 16%       | 14%                  |
| 5   | 2%    | 2%       | 2%                | 1%        | 2%                      | 2%       | 2%        | 2%       | 2%                   | 1%       | 0%       | 1%               | 2%              | 2%               | <b>2</b> % | <b>1</b> %  | <b>5%</b> rsu    | 1%<br>a            | 1%<br>a          | 2%        | 1%<br>g              |
| 6   | 4%    | 3%       | 3%                | 4%        | 4%                      | 4%       | 4%        | 4%       | 4%                   | 4%       | 0%       | <b>7</b> %<br>MN | 3%<br>L         | <b>2</b> %<br>L  | 3%         | 4%          | 1%               | 3%                 | 4%               | 3%        | 3%                   |
| 7 I would really love it  | 5%    | 5%       | 6%<br>d           | 4%<br>c   | 5%<br>i                 | 5%<br>i  | 5%<br>i   | 5%<br>i  | <b>8</b> %<br>efghj  | 5%<br>i  | 0%       | 5%<br>n          | <b>7</b> %<br>N | <b>2</b> %<br>IM | 5%         | 4%          | <b>0</b> %<br>sU | 3%<br>U            | 5%<br>qu         | 3%<br>U   | <b>9</b> %<br>U QRsT |
| Don't know / No response  | 1%    | 0%<br>d  | 0%                | <b>1%</b> | 1%                      | 1%       | 1%        | 0%       | 0%                   | 1%       | 0%       | 0%               | 1%              | 1%               | 1%         | 0%          | 0%               | 0%                 | 1%               | 0%        | 1%                   |
| Chi2:   |       | -        |                   |           | -                       |          |           |          |                      |          |          | (***)            |                 |                  | (-)        |             | (***)            |                    |                  |           |                      |
| Mean:   | 2.23  | 2.18     | 2.36              | 2.15      | 2.23                    | 2.23     | 2.23      | 2.29     | 2.16                 | 2.26     | *        | 2.44             | 2.29            | 2.05             | 2.27       | 2.18        | 1.99             | 1.94               | 2.32             | 2.17      | 2.38                 |
| Standard Deviation:   | 1.74  | 1.71     | 1.82              | 1.69      | 1.74                    | 1.74     | 1.74      | 1.77     | 1.89                 | 1.75     | *        | 1.87             | 1.86            | 1.50             | 1.78       | 1.70        | 1.38             | 1.59               | 1.77             | 1.67      | 1.93                 |
| Student's T:  |       |          | d                 | С         |                         |          |           |          |                      |          |          | N                | N               | LM               |            |             | su               | SU                 | qR               |           | qR                   |

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Suppose that, once at the cash register, you learned that the retail store surcharges in that manner for using your premium credit card when you wanted to use your premium card. Would you be more likely to pay by premium credit card, by standard credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of [4 different value ranges]?

| merchant for a purchase value  |       |          |      |            |              |             |         |              |          |              |          |             |             |       |                 |          |             |      |             |            |          |        |         |     |        |
|--------------------------------|-------|----------|------|------------|--------------|-------------|---------|--------------|----------|--------------|----------|-------------|-------------|-------|-----------------|----------|-------------|------|-------------|------------|----------|--------|---------|-----|--------|
|                                |       | Percenta |      | cenario    | Purcha       |             |         | enario       |          |              |          |             |             |       |                 |          |             |      | _           |            |          |        |         |     |        |
|                                |       |          | used |            |              | use         | ed      |              |          |              | held (no |             | lly exclu   |       |                 |          | Age         |      | Gen         | der        |          |        | Region  |     |        |
|                                |       |          |      |            | Less<br>than | \$25 to     | \$76 to | More<br>than | Stand-   | Prem-<br>ium |          | MC<br>Prem- |             |       | No Visa,<br>MC. |          |             |      |             |            |          |        |         |     | BC and |
|                                | Total | 1%       | 1.5% | 2%         | \$25         | \$75        | \$125   |              | ard card | card         | Both     | ium         | Infinite    | Amex  |                 | 18 to 35 | 36 to 55    | 56 + | Male        | Female     | Atlantic | Quebec | Ontario |     | terr.  |
|                                |       | В        | С    | D          | E            | F           | G       | Н            | 1        | J            | K        | L           | M           | N     | 0               | Р        | Q           | R    | S           | Т          | U        | V      | W       | Х   | Υ      |
| QSCEN5B                        |       |          |      |            |              |             |         |              |          |              |          |             |             |       |                 |          |             |      |             |            |          |        |         |     |        |
| SURCHARGE FOR USING YOUR       |       |          |      |            |              |             |         |              |          |              |          |             |             |       |                 |          |             |      |             |            |          |        |         |     |        |
| PREMIUM CREDIT CARD INSTEAD    |       |          |      |            |              |             |         |              |          |              |          |             |             |       |                 |          |             |      |             |            |          |        |         |     |        |
| OF YOUR STANDARD CREDIT CARD   |       |          |      |            |              |             |         |              |          |              |          |             |             |       |                 |          |             |      |             |            |          |        |         |     |        |
| Weighted number of respondents | 1707  | 599      | 567  | 541        | 413          | 401         | 427     | 466          | 1707     | 1707         | 1707     | 1077        | 443         | 811   | 0               | 328      | 762         | 612  | 965         | 742        | 84       | 272    | 755     | 300 | 296    |
| Actual number of respondents   | 1879  | 626      | 634  | 619        | 427          | 466         | 471     | 515          | 1879     | 1879         | 1879     | 1172        | 521         | 907   | 0               | 216      | 609         | 1049 | 1101        | 778        | 96       | 273    | 889     | 332 | 288    |
| premium credit card            | 10%   | 11%      | 10%  | <b>7</b> % | 7%           | <b>13</b> % | 9%      | 9%           | 10%      | 10%          | 10%      | 10%         | <b>12</b> % | 10%   | 0%              | 8%       | <b>12</b> % | 8%   | <b>12</b> % | <b>7</b> % | 11%      | 4%     | 9%      | 11% | 13%    |
|                                |       | d        |      | b          | F            | Eg          | f       |              |          |              |          |             |             |       |                 |          | r           | q    | Т           | S          | V        | uWXY   | V       | V   | V      |
| standard credit card           | 27%   | 30%      | 30%  | 22%        | 23%          | 25%         | 30%     | 30%          | 27%      | 27%          | 27%      | 27%         | 21%         | 34%   | 0%              | 28%      | 28%         | 26%  | 27%         | 28%        | 21%      | 31%    | 30%     | 22% | 24%    |
|                                |       | D        |      | BC         | gh           |             | е       | е            | MN       | MN           | MN       | mN          | IJKIN       | IJKLM |                 |          |             |      |             |            |          | Х      | Ху      | vW  | W      |
| debit card                     | 19%   | 15%      | 20%  | 22%        | 19%          | 20%         | 19%     | 18%          | 19%      | 19%          | 19%      | 21%         | <b>15</b> % | 14%   | 0%              | 27%      | <b>15</b> % | 19%  | 18%         | 20%        | 20%      | 22%    | 18%     | 24% | 15%    |
|                                |       | cD       | b    | В          |              |             |         |              | mN       | mN           | mN       | MN          | ijkL        | IJKL  |                 | QR       | Р           | Р    |             |            |          | У      | Х       | wY  | vX     |
| cheque                         | 1%    | 1%       | 1%   | 1%         | 0%           | 2%          | 2%      | 0%           | 1%       | 1%           | 1%       | 1%          | 0%          | 1%    | 0%              | 0%       | 1%          | 1%   | 1%          | 1%         | 0%       | 0%     | 1%      | 0%  | 1%     |
|                                |       |          |      |            | fg           | eh          | eh      | fg           |          |              |          |             | n           | m     |                 |          |             |      |             |            |          |        |         |     |        |
| cash                           | 5%    | 5%       | 5%   | 6%         | 15%          | 4%          | 2%      | 2%           | 5%       | 5%           | 5%       | 4%          | 6%          | 5%    | 0%              | 5%       | 4%          | 7%   | 6%          | 5%         | 4%       | 7%     | 5%      | 4%  | 6%     |
|                                |       |          |      |            | FGH          | Eh          | Е       | Ef           |          |              |          |             |             |       |                 |          |             |      |             |            |          |        |         |     |        |
| walk out                       | 34%   | 35%      | 33%  | 35%        | 31%          | 33%         | 36%     | 37%          | 34%      | 34%          | 34%      | 32%         | 43%         | 33%   | 0%              | 27%      | 36%         | 36%  | 34%         | 35%        | 39%      | 31%    | 33%     | 37% | 37%    |
|                                |       |          |      |            |              |             |         |              | M        | M            | M        | M           | IJKLN       | M     |                 | qR       | р           | Р    |             |            |          |        |         |     |        |
| Don't know / No response       | 4%    | 3%       | 2%   | 6%         | 4%           | 4%          | 2%      | 4%           | 4%       | 4%           | 4%       | 4%          | 2%          | 2%    | 0%              | 5%       | 3%          | 3%   | 3%          | 5%         | 6%       | 5%     | 3%      | 3%  | 4%     |
| -                              |       | D        | D    | BC         |              |             |         |              | n        | n            | n        | N           |             | ijkL  |                 |          |             |      | Т           | S          |          |        |         |     |        |
| Moved away from premium credit | 56%   | 53%      | 57%  | 57%        | 61%          | 53%         | 56%     | 54%          | 56%      | 56%          | 56%      | 58%         | 44%         | 57%   | 0%              | 65%      | <b>52</b> % | 55%  | 54%         | 58%        | 51%      | 65%    | 57%     | 52% | 50%    |
| card                           |       |          |      |            | fh           | е           |         | е            | M        | M            | M        | M           | IJKLN       | M     |                 | QR       | Р           | Р    |             |            | V        | uwXY   | Vy      | V   | Vw     |
| Did not                        | 10%   | 11%      | 10%  | 7%         | 7%           | 13%         | 9%      | 9%           | 10%      | 10%          | 10%      | 10%         | 12%         | 10%   | 0%              | 8%       | 12%         | 8%   | 12%         | 7%         | 11%      | 4%     | 9%      | 11% | 13%    |
|                                |       | d        |      | b          | F            | Eg          | f       |              |          |              |          |             |             |       |                 |          | r           | q    | Т           | S          | V        | uWXY   | V       | V   | V      |
| Walk-out                       | 34%   | 35%      | 33%  | 35%        | 31%          | 33%         | 36%     | 37%          | 34%      | 34%          | 34%      | 32%         | 43%         | 33%   | 0%              | 27%      | 36%         | 36%  | 34%         | 35%        | 39%      | 31%    | 33%     | 37% | 37%    |
|                                |       |          |      |            |              |             |         |              | M        | M            | M        | M           | IJKLN       | М     |                 | qR       | р           | Р    |             |            |          |        |         |     |        |
| Chi2:                          |       | (***)    |      |            | (***)        |             |         |              | (***)    |              |          |             |             |       |                 | (***)    |             |      | ***         |            | (***)    |        |         | -   |        |
|                                |       |          |      |            |              |             |         |              |          |              |          |             |             |       |                 |          |             |      |             |            |          |        |         |     |        |

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|  |       | Percenta |                 | scenario        | Purcha               |                 |                  | enario                |                    | 01-                  |          | 4                  |                     | -!       |                         |          | <b>A</b>        |            | 0          | 4              |          |         | D'              |      |       |
|--|-------|----------|-----------------|-----------------|----------------------|-----------------|------------------|-----------------------|--------------------|----------------------|----------|--------------------|---------------------|----------|-------------------------|----------|-----------------|------------|------------|----------------|----------|---------|-----------------|------|-------|
|  | Total | 1%<br>B  | 1.5%            | 2%              | Less<br>than<br>\$25 | \$25 to<br>\$75 |                  | More<br>than<br>\$125 | Stand-<br>ard card | Prem-<br>ium<br>card | Ì        | MC<br>Prem-<br>ium | Infinite            |          | No Visa,<br>MC,<br>Amex | 18 to 35 | Age<br>36 to 55 | 56 +       | Male       |                | Atlantic | Quebec  | Ontario         |      | BC ar |
| QSCEN5C<br>SURCHARGE FOR USING YOUR<br>PREMIUM CREDIT CARD INSTEAD<br>OF YOUR STANDARD CREDIT CARD |       | Б        | U               | J               | E                    | r               | 3                | -11                   | 1                  | J                    | K        |                    | IVI                 | N        | <u> </u>                | P        | ų.              | K          | 3          | •              | J        | V       | **              | ^    |       |
| Weighted number of respondents   | 1707  | 599      | 567             | 541             | 413                  | 401             | 427              | 466                   | 1707               | 1707                 | 1707     | 1077               | 443                 | 811      | 0                       | 328      | 762             | 612        | 965        | 742            | 84       | 272     | 755             | 300  | 29    |
| Actual number of respondents   | 1879  | 626      | 634             | 619             | 427                  | 466             | 471              | 515                   | 1879               | 1879                 | 1879     | 1172               | 521                 | 907      | 0                       | 216      | 609             | 1049       | 1101       | 778            | 96       | 273     | 889             | 332  | 28    |
| Less likely  | 68%   | 70%      | 66%             | 67%             | <b>62</b> %<br>Gh    | 67%             | <b>72</b> %<br>E | 69%<br>e              | 68%                | 68%                  | 68%      | 67%<br>m           | <b>72%</b><br>In    | 67%<br>m | 0%                      | 65%      | 67%             | 70%        | 66%        | 69%            | 76%<br>w | 68%     | <b>65%</b><br>u | 70%  | 699   |
| It would make no difference  | 23%   | 21%<br>c | <b>27%</b><br>b | 23%             | <b>28</b> %<br>gH    | 25%             | 21%<br>e         | <b>20</b> %           | 23%<br>m           | 23%<br>m             | 23%<br>m | 23%<br>m           | <b>19%</b><br>ijkln | 25%<br>m | 0%                      | 27%      | 23%             | 23%        | 24%        | 22%            | 19%      | 22%     | <b>27</b> %     | 22%  | 209   |
| More likely  | 5%    | 6%       | 5%              | 6%              | 5%                   | 6%              | 5%               | 6%                    | 5%                 | 5%                   | 5%       | 5%                 | 8%                  | 6%       | 0%                      | 6%       | <b>7%</b><br>R  | <b>3</b> % | <b>6</b> % | <b>4%</b><br>s | 1%<br>vy | 7%<br>u | 5%              | 5%   | 79    |
| Don't know / No response   | 3%    | 3%       | <b>2</b> %<br>D | <b>5</b> %<br>C | 5%<br>G              | 3%              | <b>1</b> %<br>EH | <b>5</b> %            | 3%<br>m            | 3%<br>m              | 3%<br>m  | 4%<br>m            | <b>2</b> %<br>ijkl  | 3%       | 0%                      | 3%       | 3%              | 5%         | 3%         | 4%             | 4%       | 3%      | 3%              | 3%   | 59    |
| Net increase in goodwill   | -62%  | -64%     | -61%            | -61%            | -57%                 | -61%            | -67%             | -64%                  | -62%               | -62%                 | -62%     | -62%               | -64%                | -60%     | 0%                      | -59%     | -60%            | -66%       | -60%       | -65%           | -75%     | -61%    | -60%            | -66% | -619  |
| Chi2:  |       | *        |                 |                 | **                   |                 |                  |                       | -                  |                      |          |                    |                     |          |                         | **       |                 |            | *          |                | -        |         |                 |      |       |

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Imagine the following situation: retail store that surcharges at the cash register, for example [3 possible rates], for using your premium credit card instead of a debit card, a cheque or cash. Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?

| would really love it, now wou                               |       |          |            |                  | store (    | uomg       | unst       |                  |                  |                  |          | <u>,                                    </u> |          |      |            |        |          |            |           |           |          |
|---|-------|----------|------------|------------------|------------|------------|------------|------------------|------------------|------------------|----------|--|----------|------|------------|--------|----------|------------|-----------|-----------|----------|
|   |       | Percenta | -          | cenario          |            | Canda      | hald (n    | -44              | Ili. aval        | -!               |          |  | A        |      | Gen        | 4      |          |            | Danian    |           |          |
|   |       |          | used       |                  |            | Prem-      | neia (n    | MC MC            | lly exclus       |                  | No Visa. |  | Age      |      | Gen        | aer    |          |            | Region    |           |          |
|   |       |          |            |                  | Stand-     | ium        |            | Prem-            |                  |                  | MC.      | 1  |          |      |            |        |          |            |           |           | BC and   |
|   | Total | 2%       | 3%         | 4%               | ard card   | card       | Both       | ium              | Infinite         | Amex             | Amex     | 18 to 35                                     | 36 to 55 | 56 + | Male       | Female | Atlantic | Quebec     | Ontario   | Prairies  | terr.    |
|   |       | В        | С          | D                | E          | F          | G          | Н                | ı                | J                | K        | L  | M        | N    | 0          | Р      | Q        | R          | S         | Т         | U        |
| QSCEN6A   |       |          |            |                  |            |            |            |                  |                  |                  |          |  |          |      |            |        |          |            |           |           |          |
| SURCHARGE FOR USING YOUR                                    |       |          |            |                  |            |            |            |                  |                  |                  |          |  |          |      |            |        |          |            |           |           |          |
| PREMIUM CREDIT CARD INSTEAD                                 |       |          |            |                  |            |            |            |                  |                  |                  |          |  |          |      |            |        |          |            |           |           |          |
| OF A DEBIT CARD, A CHEQUE OR                                |       |          |            |                  |            |            |            |                  |                  |                  |          |  |          |      |            |        |          |            |           |           |          |
| CASH  | 3695  | 1232     | 1198       | 1265             | 1707       | 3695       | 1707       | 2330             | 976              | 1598             | 0        | 741  | 1652     | 1295 | 2049       | 1646   | 246      | 600        | 1590      | 676       | 582      |
| Weighted number of respondents Actual number of respondents | 3984  | 1295     | 1336       | 1353             | 1879       | 3984       | 1879       | 2449             | 1105             | 1784             | 0        | 483  | 1330     | 2164 | 2278       | 1706   | 250      | 583        | 1870      | 721       | 559      |
| 1 I would really hate it                                    | 75%   | 72%      | 75%        | 77%              | 68%        | 75%        | 68%        | 74%              | 77%              | 75%              | 0%       | 69%  | 77%      | 75%  | 74%        | 76%    | 76%      | 81%        | 73%       | 73%       | 75%      |
| i i would really flate it                                   | 15%   | 72%<br>D | 15%        | 71%<br>R         | FHIJ       | 75%<br>EG  | FHIJ       | EGi              | EGh              | 75%<br>EG        | 0%       | MN   | 1170     | 15%  | 1470       | 10%    | 10%      | STu        | 73%<br>R  | 75%<br>R  |          |
| 2   | 8%    | 9%       | 8%         | 8%               | 10%        | 8%         | 10%        | 8%               | 9%               | 9%               | 0%       | 8%   | 8%       | 9%   | 9%         | 8%     | 8%       | 6%         | 9%        | 9%        | 9%       |
| 2   | 070   | 970      | 070        | 070              |            | 070        | 10%        |                  | 970              | 970              | 0%       | 070  | 070      | 9%   | 970        | 070    | 070      |            | 9%        | 9%        | 9%       |
| 3   | 5%    | 5%       | 6%         | 20/              | h<br>4%    | 5%         | 4%         | eg<br><b>6</b> % | 3%               | 4%               | 0%       | 8%   | 20/      | 4%   | 4%         | 6%     | 3%       | st<br>3%   | 6%        | 4%        | 4%       |
| 3   | 5%    | 5%<br>D  | <b>0</b> % | <b>3</b> %<br>BC | 4%         | 5%         | 4%         | <b>0</b> %       | <b>3</b> %<br>fH | 4%<br>h          | 0%       | MN   | 3%       | 4%   | <b>4</b> % |        | 3%       | <b>3</b> % |           |           | .,.      |
| 4 Indifferent   | 6%    | 7%       | 6%         | 6%               | 8%         | 6%         | 8%         | 7%               | 5%               | 5%               | 0%       | 7%   | 6%       | 7%   | 6%         | 6%     | 9%       | 7%         | Rt<br>6%  | 6%        | 5%       |
| 4 indifferent   | 6%    | 1%       | 6%         | 6%               | 8%<br>FhIJ | 6%<br>EG   | 8%<br>FhIJ |                  | <b>5</b> %<br>EG | <b>5</b> %<br>EG | 0%       | 1%   | 6%       | 1%   | 6%         | 6%     | 9%       | 1%         | 6%        | 6%        | 5%       |
| 5   | 1%    | 1%       | 1%         | 1%               | 2%         | 1%         | 2%         | eg<br>1%         | 1%               | 1%               | 0%       | 1%   | 1%       | 1%   | 40/        | 40/    | 1%       | 1%         | 1%        | 2%        | 1%       |
| 5   | 1%    | 1%       | 1%         | 1%               | 2%         | 1%         | 2%         | 1%               |                  | 1%               | 0%       | 1%   | 1%       | 1%   | 1%         | 1%     | 1%       | 1%         | 1%        | 2%        | 1%       |
| 6   | 40/   | 2%       | 40/        | 40/              | 2%         | 1%         | 2%         | 4.0/             | eg<br>2%         | 1%               | 0%       | 2%   | 1%       | 40/  | р<br>1%    | 1%     | 1%       | 1%         | 40/       | 2%        | 40/      |
| 6   | 1%    |          | 1%         | 1%               | 2%         |            | 2%         | 1%               | 2%               | 1%               | 0%       | 2%   | 1%       | 1%   | 1%         | 1%     | 1%       | 1%         | 1%        | 2%        | 1%       |
| 7 Lucanda wa albu lanca it                                  | 3%    | 3%       | 4%         | 20/              | T          | eg         | T T        | 20/              | 20/              | 20/              | 0%       | 3%   | 40/      | 00/  | 40/        | 00/    | 3%       | 40/        | 20/       | 4%        | F0/      |
| 7 I would really love it                                    | 3%    | 3%       |            | 2%               | 5%         | 3%         | 5%         | 3%<br>EG         | 3%               | 3%               | - , -    | 3%   | 4%       | 2%   | <b>4</b> % | 2%     | 3%       | <b>1</b> % | 3%        |           | 5%       |
| Don't know / No reconomes                                   | 1%    | 4.0/     | d<br>oo/   | 40/              | FHij<br>1% | EG<br>1%   | FHij       |                  | eg               | eg               | 0%       | 40/  | 0%       | 0%   |            |        | 0%       | qSTU       | Ru<br>1%  | 0%        | Rs<br>0% |
| Don't know / No response                                    | 1%    | 1%       | 0%         | 1%               | 1%         | 1%         | 1%         | 1%               | 0%               | 1%               | 0%       | 1%   | 0%       | 0%   | 1%         | 1%     | 0%       | 1%         | 1%        | 0%        | 0%       |
| Chi2:   |       | **       | d          | С                | ***        |            |            |                  |                  |                  |          | mn<br>(***)                                  | l l      | I    | ***        |        | (***)    | τ          |           | r         |          |
| Mean:   | 1.66  | 1.73     | 1.67       | 1.58             | 1.89       | 1.66       | 1.89       | 1.68             | 1.62             | 1.65             | *        | 1.80   | 1.63     | 1.61 | 1.71       | 1.60   | 1.64     | 1.43       | 1.70      | 1.74      | 1.69     |
| Standard Deviation:   | 1.42  | 1.47     | 1.44       | 1.34             | 1.66       | 1.42       | 1.66       | 1.43             | 1.42             | 1.43             | *        | 1.52   | 1.45     | 1.31 | 1.50       | 1.30   | 1.39     | 1.09       | 1.44      | 1.53      | 1.52     |
| Standard Deviation: Student's T:                            | 1.42  | D.47     | 1.44       | 1.34<br>B        | FHIJ       | 1.42<br>EG | FHIJ       | 1.43<br>EG       | 1.42<br>EG       | 1.43<br>EG       | -        | mN   | 1.45     | 1.31 |            | 1.30   | 1.39     | qSTU       | 1.44<br>R | 1.55<br>R |          |
| Students 1:   |       | U        |            | В                | LUI        | EG         | LUI        | EG               | EG               | EG               |          | MIII   | - 1      |      | р          | 0      | r        | qSTU       | R         | R         | K        |

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Suppose that, once at the cash register, you learned that the retail store surcharges in that manner for using your premium credit card when you wanted to use your premium card. Would you be more likely to pay by premium credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of [4 different value ranges]?

| of [4 different value ranges]? |       |          |           |               |              |          |            |              |          |              |         |             |            |      |                 |          |           |               |      |        |          |        |         |     |        |
|--------------------------------|-------|----------|-----------|---------------|--------------|----------|------------|--------------|----------|--------------|---------|-------------|------------|------|-----------------|----------|-----------|---------------|------|--------|----------|--------|---------|-----|--------|
|                                |       | Percenta | ge rate s | scenario      | Purchas      | se value | range so   | enario       |          |              |         |             |            |      |                 |          |           |               |      |        |          |        |         |     |        |
|                                |       |          | used      |               |              | use      | ed         |              |          |              | held (n | ot mutua    | Illy exclu |      |                 |          | Age       |               | Gen  | der    |          |        | Region  |     |        |
|                                |       |          |           |               | Less<br>than | \$25 to  | \$76 to    | More<br>than | Stand-   | Prem-<br>ium |         | MC<br>Prem- |            |      | No Visa,<br>MC. |          |           |               |      |        |          |        |         |     | BC and |
|                                | Total | 2%       | 3%        | 4%            | \$25         | \$75     | \$125      |              | ard card | card         | Both    | ium         | Infinite   | Amex | Amex            | 18 to 35 | 36 to 55  | 56 +          | Male | Female | Atlantic | Quebec | Ontario |     | terr.  |
|                                |       | В        | С         | D             | E            | F        | G          | Н            | 1        | J            | K       | L           | M          | N    | 0               | Р        | Q         | R             | S    | Т      | U        | V      | W       | Х   | Υ      |
| QSCEN6B                        |       |          |           |               |              |          |            |              |          |              |         |             |            |      |                 |          |           |               |      |        |          |        |         |     |        |
| SURCHARGE FOR USING YOUR       |       |          |           |               |              |          |            |              |          |              |         |             |            |      |                 |          |           |               |      |        |          |        |         |     |        |
| PREMIUM CREDIT CARD INSTEAD    |       |          |           |               |              |          |            |              |          |              |         |             |            |      |                 |          |           |               |      |        |          |        |         |     |        |
| OF A DEBIT CARD, A CHEQUE OR   |       |          |           |               |              |          |            |              |          |              |         |             |            |      |                 |          |           |               |      |        |          |        |         |     |        |
| CASH                           |       |          |           |               |              |          |            |              |          |              |         |             |            |      |                 |          |           |               |      |        |          |        |         |     |        |
| Weighted number of respondents | 3695  | 1232     | 1198      | 1265          | 917          | 899      | 949        | 930          | 1707     | 3695         | 1707    | 2330        | 976        | 1598 | 0               |          | 1652      | 1295          | 2049 | 1646   | 246      | 600    | 1590    | 676 | 582    |
| Actual number of respondents   | 3984  | 1295     | 1336      | 1353          | 945          | 989      | 1041       | 1009         | 1879     | 3984         | 1879    | 2449        | 1105       | 1784 | 0               |          | 1330      | 2164          | 2278 | 1706   | 250      | 583    | 1870    | 721 | 559    |
| premium credit card            | 4%    | 5%       | 4%        | 3%            | 4%           | 4%       | 4%         | 4%           | 6%       | 4%           | 6%      | 4%          | 5%         | 5%   | 0%              | 4%       | 4%        | 4%            | 5%   | 4%     | 3%       | 2%     | 4%      | 6%  | 4%     |
|                                |       | D        |           | В             |              |          |            |              | JLn      | IK           | JLn     | IK          |            | ik   |                 |          |           |               | t    | 5      | S        | wX     | V       | V   |        |
| debit card                     | 37%   | 38%      | 37%       | 35%           | 37%          | 38%      | 39%        | 33%          | 34%      | 37%          | 34%     | 38%         | 33%        | 34%  | 0%              | 47%      | 36%       | 31%           | 34%  | 40%    | 33%      | 43%    | 38%     | 32% | 33%    |
|                                |       |          |           |               | h            | h        | Н          | efG          | - 1      | m            | - 1     | ikmn        | jl         | - 1  |                 | QR       | PR        | PQ            | T    | 5      | V        | UwXY   | vXy     | VW  | Vw     |
| cheque                         | 1%    | 1%       | 1%        | 1%            | 0%           | 1%       | 1%         | 1%           | 1%       | 1%           | 1%      | 1%          | 1%         | 1%   | 0%              | 0%       | 0%        | 2%            | 1%   | 1%     | 0%       | 0%     | 1%      | 1%  | 1%     |
|                                |       |          |           |               | fgh          | е        | е          | е            |          |              |         |             |            |      |                 | R        | R         | PQ            |      |        |          | У      |         |     | V      |
| cash                           | 9%    | 10%      | 9%        | 10%           | 16%          | 9%       | 5%         | 7%           | 9%       | 9%           | 9%      | 10%         | 9%         | 9%   | 0%              | 9%       | 9%        | 10%           | 11%  | 7%     | 9%       | 10%    | 10%     | 7%  | 10%    |
|                                |       |          |           |               | FGH          | EG       | EF         | Е            |          |              |         |             |            |      |                 |          |           |               | T    | S      | S        |        | X       | Wy  | х      |
| walk out                       | 46%   | 43%      | 46%       | 48%           | 40%          | 46%      | 46%        | 51%          | 46%      | 46%          | 46%     | 44%         | 49%        | 49%  | 0%              | 35%      | 48%       | 49%           | 47%  | 44%    | 52%      | 41%    | 43%     | 51% | 49%    |
|                                |       | d        |           | b             | FGH          | Eh       | E          | Ef           |          | m            |         | MN          | jL         | . L  |                 | QR       | Р         | Р             |      |        | VW       | UXY    | UXy     | VW  | Vw     |
| Don't know / No response       | 3%    | 3%       | 3%        | 3%            | 2%           | 2%       | 4%         | 4%           | 3%       | 3%           | 3%      | 3%          | 2%         | 3%   | 0%              | 4%       | 3%        | 3%            | 2%   | 4%     | 3%       | 3%     | 3%      | 3%  | 2%     |
| ·                              |       |          |           |               | GH           | gH       | Ef         | EF           |          |              |         |             |            |      |                 |          |           |               | Т    | 5      | 3        |        |         |     |        |
| Moved away from credit card    | 50%   | 51%      | 50%       | 49%           | 56%          | 50%      | 49%        | 45%          | 48%      | 50%          | 48%     | 52%         | 46%        | 47%  | 0%              | 61%      | 48%       | 46%           | 48%  | 52%    | 45%      | 57%    | 53%     | 43% | 46%    |
|                                |       |          |           |               | fGH          | eh       | E          | Ef           | L        | mn           | L       | IKMN        | iL         | iL   |                 | OR       | P         | Р             | t    |        | Vw       | UXY    | uXv     | VW  | Vw     |
| Did not                        | 4%    | 5%       | 4%        | 3%            | 4%           | 4%       | 4%         | 4%           | 6%       | 4%           | 6%      | 4%          | 5%         | 5%   | 0%              | 4%       | 4%        | 4%            | 5%   | 4%     | 3%       | 2%     | 4%      | 6%  | 4%     |
|                                | .,0   | D        | .,0       | В             | .,0          | .,0      | 1,0        | .,0          | JLn      | IK           | JLn     | IK          |            | ik   |                 | .,,      | .,0       | .,0           | t    | 170    | , ,,,    | wX     | . / U   | V   | .,0    |
| Walk-out                       | 46%   | 43%      | 46%       | 48%           | 40%          | 46%      | 46%        | 51%          | 46%      | 46%          | 46%     | 44%         | 49%        | 49%  | 0%              | 35%      | 48%       | 49%           | 47%  | 44%    | 52%      | 41%    | 43%     | 51% | 49%    |
|                                | .070  | d.       | . 070     | . <b>3</b> ,0 | FGH          | Eh       | . 576<br>F | Ef           |          | m            | . 570   | MN          | il         |      | 0,0             | OR       | 1070<br>P | . <b>3</b> /0 | ,0   | . 170  | VW       | UXY    | UXv     | VW  | Vw     |
| Chi2:                          |       | -        |           | D             | ***          |          |            |              | ***      | 711          |         | 17/114      |            |      |                 | ***      |           |               | ***  |        | (***)    | 0/(1   | J/(y    |     |        |
| OTHE.                          |       |          |           |               |              |          |            |              |          |              |         |             |            |      |                 | 1        |           |               |      |        | /        |        |         |     |        |

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|  |       | Percenta | •              | scenario | Purcha                    |                      | -                     | enario                     |                         |                           |                     |                         |                    |             |                              |                   | _                |           | _          | _           |               |             |              |          |                     |
|--|-------|----------|----------------|----------|---------------------------|----------------------|-----------------------|----------------------------|-------------------------|---------------------------|---------------------|-------------------------|--------------------|-------------|------------------------------|-------------------|------------------|-----------|------------|-------------|---------------|-------------|--------------|----------|---------------------|
|  |       |          | used           |          |                           | us                   | ed                    |                            |                         |                           | held (no            |                         | lly exclu          |             |                              |                   | Age              |           | Ger        | der         |               |             | Region       |          |                     |
|  | Total | 2%<br>B  | 3%<br>C        | 4%<br>D  | Less<br>than<br>\$25<br>E | \$25 to<br>\$75<br>F | \$76 to<br>\$125<br>G | More<br>than<br>\$125<br>H | Stand-<br>ard card<br>I | Prem-<br>ium<br>card<br>J | Both<br>K           | MC<br>Prem-<br>ium<br>L | Infinite<br>M      | Amex<br>N   | No Visa,<br>MC,<br>Amex<br>O | 18 to 35          | 36 to 55<br>Q    | 56 +<br>R | Male<br>S  | Female<br>T | Atlantic<br>U | Quebec<br>V | Ontario<br>W |          | BC an<br>terr.<br>Y |
| QSCEN6C<br>SURCHARGE FOR USING YOUR<br>PREMIUM CREDIT CARD INSTEAD<br>OF A DEBIT CARD, A CHEQUE OR<br>CASH |       |          |                |          |                           |                      |                       |                            |                         |                           |                     | ·                       |                    |             |                              |                   |                  |           |            |             |               |             |              |          |                     |
| Weighted number of respondents   | 3695  | 1232     | 1198           | 1265     | 917                       | 899                  | 949                   | 930                        | 1707                    | 3695                      | 1707                | 2330                    | 976                | 1598        | 0                            | 741               | 1652             | 1295      | 2049       | 1646        | 246           | 600         | 1590         | 676      | 582                 |
| Actual number of respondents   | 3984  | 1295     | 1336           | 1353     | 945                       | 989                  | 1041                  | 1009                       | 1879                    | 3984                      | 1879                | 2449                    | 1105               | 1784        | 0                            | 483               | 1330             | 2164      | 2278       | 1706        | 250           | 583         | 1870         | 721      | 559                 |
| Less likely  | 83%   | 82%      | 84%            | 83%      | <b>79</b> %<br>FGh        | <b>85</b> %<br>E     | 84%<br>E              | 83%<br>e                   | <b>77%</b><br>JLMN      | <b>83</b> %<br>IK         | <b>77</b> %<br>JLMN | 82%<br>IK               | <b>84%</b><br>IK   | <b>84</b> % | 0%                           | <b>78</b> %<br>Qr | <b>85</b> %<br>P | 83%<br>p  | 83%        | 83%         | 85%           | 84%         | 82%          | 80%<br>y | 85%                 |
| It would make no difference  | 12%   | 12%      | 12%            | 12%      | <b>15</b> %<br>FH         | 11%<br>E             | 13%<br>h              | <b>9</b> %<br>Eg           | <b>15%</b><br>JIMN      | 12%<br>IKm                | <b>15%</b><br>JIMN  | 13%<br>ikMn             | <b>9</b> %<br>IjKL | <b>10</b> % | 0%                           | <b>16%</b><br>OR  | <b>11</b> %<br>P | 11%<br>P  | 12%        | 12%         | 12%           | 10%<br>w    | <b>13</b> %  | 13%      | 10%                 |
| More likely  | 3%    | 4%       | 3%             | 3%       | 4%                        | 3%                   | 3%                    | 4%                         | <b>5%</b><br>JLn        | <b>3</b> %<br>IK          | <b>5</b> %<br>JLn   | <b>3</b> %<br>IKm       | 4%<br>I            | 3%<br>ik    | 0%                           | 3%                | 3%               | 3%        | <b>4</b> % | <b>3</b> %  | 1%<br>V       | 3%          | 3%           | 4%       | 4%                  |
| Don't know / No response   | 2%    | 2%<br>c  | <b>1%</b><br>b | 2%       | 2%<br>gh                  | 1%<br>H              | <b>1</b> %<br>eH      | <b>4%</b><br>eFG           | 2%                      | 2%                        | 2%                  | 2%                      | 2%                 | 2%          | 0%                           | 2%                | 1%               | 2%        | <b>1</b> % | <b>3</b> %  | 2%            | 3%          | 2%           | 2%       | 1%                  |
| Net increase in goodwill   | -80%  | -79%     | -81%           | -80%     | -75%                      | -82%                 | -81%                  | -80%                       | -72%                    | -80%                      | -72%                | -80%                    | -80%               | -81%        | 0%                           | -75%              | -81%             | -80%      | -79%       | -80%        | -84%          | -81%        | -80%         | -76%     | -81%                |
| Chi2:  |       | -        |                |          | ***                       |                      |                       |                            | ***                     |                           |                     |                         |                    |             |                              | **                |                  |           | **         |             | (-)           |             |              |          |                     |

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C-65

| Imagine the following situatio               | n: a re | etail st                | tore th                   | at ac               | cepts                   | no pr               | emiur      | n crec                       | lit car    | d. Usi          | ng a s      | scale      | from 1      | to 7          | where       | 1 me         | ans "I   |                      |
|--|---------|-------------------------|---------------------------|---------------------|-------------------------|---------------------|------------|------------------------------|------------|-----------------|-------------|------------|-------------|---------------|-------------|--------------|----------|----------------------|
| would really hate it", 4 means               |         |                         |                           |                     |                         |                     |            |                              |            |                 |             |            |             |               |             |              |          |                      |
|  |         |                         |                           | held (n             |                         | Ily exclu           |            |                              |            | Age             |             | Ger        | nder        |               |             | Region       |          |                      |
|  | Total   | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D           | MC<br>Prem-<br>ium<br>E | Infinite<br>F       | Amex<br>G  | No Visa,<br>MC,<br>Amex<br>H |            | 36 to 55<br>J   | 56 +<br>K   | Male<br>L  | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |          | BC and<br>terr.<br>R |
| QSCEN7A<br>ACCEPTS NO PREMIUM CREDIT<br>CARD |         |                         |                           |                     |                         |                     |            |                              |            |                 |             |            |             |               |             |              |          |                      |
| Weighted number of respondents               | 3695    | 1707                    | 3695                      | 1707                | 2330                    | 976                 | 1598       | 0                            | 741        | 1652            | 1295        | 2049       | 1646        | 246           | 600         | 1590         | 676      | 582                  |
| Actual number of respondents                 | 3984    | 1879                    | 3984                      | 1879                | 2449                    | 1105                | 1784       | 0                            | 483        | 1330            | 2164        | 2278       | 1706        | 250           | 583         | 1870         | 721      | 559                  |
| 1 I would really hate it                     | 46%     | 40%<br>CEFG             | <b>46</b> %<br>BDF        | <b>40</b> %<br>CEFG | 46%<br>BDF              | <b>54%</b><br>BCDEG | 44%<br>BDF | 0%                           | 46%        | 46%             | 46%         | 45%        | 47%         | 49%           | 49%         | 45%          | 44%      | 47%                  |
| 2  | 16%     | 17%                     | 16%                       | 17%                 | 16%                     | 15%                 | 15%        | 0%                           | 18%<br>K   | 17%<br>K        | <b>13</b> % | 15%        | 16%         | 12%<br>gr     | 14%         | 16%          | 17%<br>n | 18%<br>n             |
| 3  | 12%     | 13%                     | 12%                       | 13%                 | 12%                     | 11%                 | 12%        | 0%                           | 11%        | 13%             | 11%         | 12%        | 12%         | 11%           | 11%         | 12%          | 13%      | 12%                  |
| 4 Indifferent                                | 22%     | <b>26</b> %<br>CeF      | 22%<br>BDFg               | <b>26</b> %<br>CeF  | 22%<br>bdF              | 15%<br>BCDEG        | 25%<br>cF  | 0%                           | 20%<br>k   | 21%<br>K        | <b>25</b> % | 22%        | 22%         | 23%           | 23%         | 23%<br>r     | 22%      | <b>19</b> %          |
| 5  | 2%      | 2%                      | 2%                        | 2%                  | 2%                      | 1%                  | 2%         | 0%                           | 1%         | <b>1</b> %<br>K | <b>2</b> %  | 2%         | 1%          | 2%            | 1%          | 1%<br>a      | 2%<br>p  | 2%                   |
| 6  | 1%      | 1%                      | 1%                        | 1%                  | 1%                      | 1%                  | 2%         | 0%                           | <b>2</b> % | 1%              | 1%          | 1%         | 1%          | 1%            | 0%<br>pr    | <b>2</b> %   | 0%<br>pr | 2%                   |
| 7 I would really love it                     | 1%      | 1%                      | 1%                        | 1%                  | 1%                      | <b>1</b> %          | 1%         | 0%                           | 1%         | 1%              | 1%          | <b>1</b> % | 0%          | 1%            | 1%          | 1%           | 1%       | 1%                   |
| Don't know / No response                     | 1%      | 1%<br>f                 | 1%<br>f                   | 1%<br>f             | 1%<br>f                 | 0%<br>bcde          | 0%         | 0%                           | 1%         | 0%              | 1%          | 0%         | 1%          | 0%            | 1%          | 1%           | 0%       | 0%                   |
| Chi2:  |         | ***                     |                           |                     |                         |                     |            |                              | (***)      |                 |             | **         |             | -             |             |              |          |                      |
| Mean:  | 2.24    | 2.38                    | 2.24                      | 2.38                | 2.26                    | 2.02                | 2.31       | *                            | 2.19       | 2.21            | 2.30        | 2.28       | 2.19        | 2.27          | 2.19        | 2.26         | 2.28     | 2.19                 |
| Standard Deviation:<br>Student's T:          | 1.40    | 1.39<br>CEF             | 1.40<br>BDF               | 1.39<br>CEF         | 1.41<br>BDF             | 1.37<br>BCDEG       | 1.41<br>F  | *                            | 1.39       | 1.39            | 1.42        | 1.44<br>m  | 1.35        | 1.49          | 1.39        | 1.39         | 1.39     | 1.41                 |

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Suppose that, once at the cash register, you learned that the retail store accepts no premium credit card when you wanted to use such a card. Would you be more likely to pay by standard credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of [4 different value ranges]?

| different value ranges]?                     |       |                           |                      |                       |                            |                         |                           |                    |                         |                     |              |                              |                  |               |                   |                  |             |                    |             |                  |                   |                   |
|--|-------|---------------------------|----------------------|-----------------------|----------------------------|-------------------------|---------------------------|--------------------|-------------------------|---------------------|--------------|------------------------------|------------------|---------------|-------------------|------------------|-------------|--------------------|-------------|------------------|-------------------|-------------------|
|  |       | Purcha                    | se value<br>us       | range so<br>ed        | enario                     |                         | Cards                     | s held (no         | ot mutua                | ılly exclu          | sive)        |                              |                  | Age           |                   | Ger              | nder        |                    |             | Region           |                   |                   |
|  | Total | Less<br>than<br>\$25<br>B | \$25 to<br>\$75<br>C | \$76 to<br>\$125<br>D | More<br>than<br>\$125<br>E | Stand-<br>ard card<br>F | Prem-<br>ium<br>card<br>G | Both<br>H          | MC<br>Prem-<br>ium<br>I | Infinite<br>J       |              | No Visa,<br>MC,<br>Amex<br>L | 18 to 35 3       | 36 to 55<br>N | 56 +<br>O         | Male<br>P        | Female<br>Q | Atlantic<br>R      | Quebec<br>S | Ontario I<br>T   |                   | BC and terr.      |
| QSCEN7B<br>ACCEPTS NO PREMIUM CREDIT<br>CARD |       |                           |                      | ·                     |                            |                         |                           |                    | ·                       | ·                   |              |                              |                  | •             |                   |                  |             |                    |             | ·                |                   |                   |
| Weighted number of respondents               | 3695  | 917                       | 899                  | 949                   | 930                        | 1707                    | 3695                      | 1707               | 2330                    | 976                 | 1598         | 0                            | 741              | 1652          | 1295              | 2049             | 1646        | 246                | 600         | 1590             | 676               | 582               |
| Actual number of respondents                 | 3984  | 945                       | 989                  | 1041                  | 1009                       | 1879                    | 3984                      | 1879               | 2449                    | 1105                | 1784         | 0                            | 483              | 1330          | 2164              | 2278             | 1706        | 250                | 583         | 1870             | 721               | 559               |
| standard credit card                         | 17%   | <b>12</b> %<br>CDE        | 18%<br>B             | 17%<br>Be             | <b>20%</b><br>Bd           | <b>36%</b><br>GIJK      | <b>17%</b><br>FHJK        | <b>36%</b><br>GIJK | <b>16%</b><br>FHJK      | <b>12%</b><br>FGHIK | 25%<br>FGHIJ | 0%                           | 16%              | 17%           | 16%               | 17%              | 16%         | <b>7</b> %<br>STUV | 17%<br>R    | <b>19%</b><br>Ru | 15%<br>Rt         | 17%<br>R          |
| debit card                                   | 38%   | <b>41%</b><br>dE          | 39%<br>e             | 37%<br>b              | <b>34%</b><br>Bo           | <b>27%</b><br>GIJK      | <b>38%</b><br>FHK         | <b>27%</b><br>GIJK | <b>39%</b><br>FHjK      | 35%<br>FHi          | 33%<br>FGHI  | 0%                           | <b>46%</b><br>NO | 38%<br>M0     | <b>33</b> %<br>MN | <b>36</b> %<br>Q | <b>40</b> % | 44%<br>tV          | 40%<br>V    | 37%<br>rv        | 40%<br>V          | 32%<br>RStU       |
| cheque                                       | 1%    | 1%                        | 1%                   | 2%                    | 1%                         | 1%                      | 1%                        | 1%                 | 1%                      | 1%                  | 1%           | 0%                           | 0%               | 1%            | 2%                | 1%               | 1%          | 1%                 | 1%          | 1%               | 2%                | 1%                |
|  |       | d                         |                      | b                     |                            |                         |                           |                    |                         |                     |              |                              | 0                | 0             | mΝ                |                  |             |                    |             | u                | t                 |                   |
| cash   | 9%    | <b>19</b> %<br>CDE        | 9%<br>BDE            | <b>5</b> %<br>BC      | <b>4%</b><br>BC            | <b>7</b> %<br>GliK      | 9%<br>FH                  | <b>7</b> %<br>GliK | 9%<br>FH                | 9%<br>fh            | 9%<br>FH     | 0%                           | <b>6%</b><br>no  | 9%<br>m       | 10%<br>m          | <b>11</b> %      | <b>7</b> %  | 8%                 | 10%<br>u    | 9%<br>uv         | <b>6</b> %<br>stV | <b>12</b> %<br>tU |
| walk out                                     | 32%   | 26%                       | 31%                  | 36%                   | 35%                        | 26%                     | 32%                       | 26%                | 31%                     | 41%                 | 30%          | 0%                           | 27%              | 32%           | 36%               | 33%              | 31%         | 36%                | 31%         | 30%              | 34%               | 35%               |
|  |       | CDE                       | Bd                   | Вс                    | В                          |                         | FHJk                      | GIJk               | FHJ                     | FGHIK               | fghJ         |                              | nO               | mo            | Mn                |                  |             |                    |             | V                |                   | t                 |
| Don't know / No response                     | 3%    | 1%                        | 2%                   | 4%                    | 5%                         | 3%                      | 3%                        | 3%                 | 3%                      | 2%                  | 2%           | 0%                           | 5%               | 2%            | 3%                | 2%               | 4%          | 4%                 | 1%          | 4%               | 2%                | 3%                |
|  |       | DE                        | dE                   | Вс                    | BC                         |                         |                           |                    | k                       |                     | i            |                              | NO               | M             | M                 | Q                | P           | s                  | rT          | S                |                   |                   |
| Moved away from credit card                  | 51%   | 62%                       | 51%                  | 47%                   | 44%                        | 37%                     | 51%                       | 37%                | <b>52</b> %             | 48%                 | 46%          | 0%                           | 57%              | 51%           | 48%               | 49%              | 53%         | 57%                | 52%         | 51%              | 51%               | 48%               |
|  |       | CDE                       | BE                   | В                     | BC                         |                         | FHjK                      | GIJK               | FHJK                    | FgHI                | FGHI         |                              | nO               | m             | M                 | q                | р           | V                  |             |                  |                   | r                 |
| Did not                                      | 17%   | 12%                       | 18%                  | 17%                   | 20%                        | 36%                     | <b>17</b> %               | 36%                | <b>16</b> %             | 12%                 | 25%          | 0%                           | 16%              | 17%           | 16%               | 17%              | 16%         | 7%                 | 17%         | 19%              | 15%               | 17%               |
|  |       | CDE                       | В                    | Be                    | Bd                         |                         | FHJK                      | GIJK               | FHJK                    |                     | FGHIJ        |                              |                  |               |                   |                  |             | STUV               | R           | Ru               | Rt                | R                 |
| Walk-out                                     | 32%   | <b>26</b> %               | 31%                  | 36%                   | 35%                        | <b>26</b> %             | 32%                       | <b>26</b> %        | 31%                     | <b>41</b> %         | 30%          | 0%                           | 27%              | 32%           | 36%               | 33%              | 31%         | 36%                | 31%         | 30%              | 34%               | 35%               |
| Chi2:  |       | CDE<br>***                | Bd                   | Bc                    | В                          | GIJk<br>***             | FHJk                      | GIJk               | FHJ                     | FGHIK               | fghJ         |                              | nO<br>***        | mo            | Mn                | ***              |             | (***)              |             | V                |                   |                   |
| CIII2.                                       |       |                           |                      |                       |                            |                         |                           |                    |                         |                     |              |                              |                  |               |                   |                  |             | ( )                |             |                  |                   |                   |

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| For a purchase value of [4 dif    | ferent | value     | range          | es], w      | ould y     | you be   | more      | or les   | s like   | ely to    | shop      | at a re  | etail st      | ore w    | hich      | ассер | ts no       | premi         | um cr  | edit c  | ard?     |        |
|-----------------------------------|--------|-----------|----------------|-------------|------------|----------|-----------|----------|----------|-----------|-----------|----------|---------------|----------|-----------|-------|-------------|---------------|--------|---------|----------|--------|
| -                                 |        | Purcha    | se value<br>us | range so    | cenario    |          | Carde     | hold (ne | t mutus  | lly exclu | sivo)     |          |               | Age      |           | Gor   | nder        |               |        | Region  |          |        |
|                                   |        | Less      | us             | eu          | More       |          | Prem-     | neia (ne | MC       | ily exciu |           | No Visa, |               | Age      |           | Gei   | luei        |               |        | Region  |          |        |
|                                   |        | than      | \$25 to        | \$76 to     | than       | Stand-   | ium       | - ·      | Prem-    |           |           | MC,      | 40.4 0=       |          | =0.       |       |             |               |        |         |          | BC and |
|                                   | Total  | \$25<br>B | \$75<br>C      | \$125<br>D  | \$125<br>F | ard card | card<br>G | Both     | ium<br>I | Infinite  | Amex<br>K | Amex     | 18 to 35<br>M | 36 to 55 | 56 +<br>O | Male  | Female<br>Q | Atlantic<br>R | Quebec | Ontario | Prairies | terr.  |
| QSCEN7C                           |        |           |                |             | _          |          |           |          | •        | J         |           | _        |               | .,       |           | -     | -           |               |        | -       |          |        |
| ACCEPTS NO PREMIUM CREDIT<br>CARD |        |           |                |             |            |          |           |          |          |           |           |          |               |          |           |       |             |               |        |         |          |        |
| Weighted number of respondents    | 3695   | 917       | 899            | 949         | 930        | 1707     | 3695      | 1707     | 2330     | 976       | 1598      | 0        | 741           | 1652     | 1295      | 2049  | 1646        | 246           | 600    | 1590    | 676      | 582    |
| Actual number of respondents      | 3984   | 945       | 989            | 1041        | 1009       | 1879     | 3984      | 1879     | 2449     | 1105      | 1784      | 0        | 483           | 1330     | 2164      | 2278  | 1706        | 250           | 583    | 1870    | 721      | 559    |
| Less likely                       | 65%    | 58%       | 64%            | 68%         | 71%        | 60%      | 65%       | 60%      | 65%      | 73%       | 62%       | 0%       | 64%           | 67%      | 63%       | 65%   | 65%         | 66%           | 64%    | 64%     | 64%      | 71%    |
|                                   |        | CDE       | BE             | В           | BC         | GIJ      | FHJk      | GIJ      | FHJk     | FGHIK     | giJ       |          |               | 0        | N         |       |             |               | V      | V       | V        | STU    |
| It would make no difference       | 30%    | 38%       | 33%            | <b>27</b> % | 24%        | 36%      | 30%       | 36%      | 30%      | 22%       | 33%       | 0%       | 32%           | 29%      | 31%       | 30%   | 31%         | 28%           | 32%    | 32%     | 31%      | 24%    |
|                                   |        | cDE       | bDE            | BC          | BC         | GIJ      | FHJk      | GIJ      | FHJk     | FGHIK     | giJ       |          |               |          |           |       |             |               | V      | V       | V        | STU    |
| More likely                       | 3%     | 3%        | 2%             | 4%          | 3%         | 2%       | 3%        | 2%       | 3%       | 4%        | 3%        | 0%       | 1%            | 3%       | 4%        | 3%    | 2%          | 3%            | 2%     | 2%      | 3%       | 3%     |
|                                   |        | С         | bD             | С           |            | Jk       |           | Jk       | j        | FHi       | fh        |          | n0            | m        | M         | q     | р           |               |        |         |          |        |
| Don't know / No response          | 2%     | 2%        | 2%             | 2%          | 3%         | 2%       | 2%        | 2%       | 2%       | 1%        | 2%        | 0%       | 2%            | 1%       | 3%        | 2%    | 2%          | 3%            | 2%     | 2%      | 2%       | 1%     |
|                                   |        |           |                |             |            | J        | J         | J        | J        | FGHIk     | j         |          |               | 0        | N         |       |             | V             |        |         |          | r      |
| Net increase in goodwill          | -62%   | -54%      | -62%           | -64%        | -68%       | -58%     | -62%      | -58%     | -62%     | -69%      | -58%      | 0%       | -63%          | -64%     | -59%      | -62%  | -63%        | -63%          | -61%   | -61%    | -61%     | -68%   |
| Chi2:                             |        | ***       |                |             |            | ***      |           |          |          |           |           |          | ***           |          |           | -     |             | (*)           |        |         |          |        |

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Imagine the following situation: a retail store which accepts credit cards but asks patrons to use a form of payment other than a credit card. Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?

|  |       |          | Cards       | held (no | ot mutua         | lly exclu   | sive)             |          |                  | Age               |       | Gen      | der   |          |             | Region            |                |             |
|--|-------|----------|-------------|----------|------------------|-------------|-------------------|----------|------------------|-------------------|-------|----------|-------|----------|-------------|-------------------|----------------|-------------|
|  |       |          | Prem-       |          | MC               |             |                   | No Visa, |                  |                   |       |          |       |          |             |                   |                |             |
|  |       | Stand-   | ium         |          | Prem-            |             |                   | MC,      |                  |                   |       |          |       |          |             |                   |                | BC and      |
|  | Total | ard card | card        | Both     | ium              | Infinite    | Amex              |          | 18 to 35         | 36 to 55          | 56 +  | Male     |       | Atlantic |             | Ontario           | _              |             |
| 0005104                                  |       | В        | С           | D        | Е                | F           | G                 | Н        | I                | J                 | K     | L        | M     | N        | 0           | Р                 | Q              | R           |
| QSCEN8A<br>ACCEPTS CREDIT CARDS BUT ASKS |       |          |             |          |                  |             |                   |          |                  |                   |       |          |       |          |             |                   |                |             |
| PATRONS TO USE A FORM OF                 |       |          |             |          |                  |             |                   |          |                  |                   |       |          |       |          |             |                   |                |             |
| PAYMENT OTHER THAN A CREDIT              |       |          |             |          |                  |             |                   |          |                  |                   |       |          |       |          |             |                   |                |             |
| CARD                                     |       |          |             |          |                  |             |                   |          |                  |                   |       |          |       |          |             |                   |                |             |
| Weighted number of respondents           | 7719  | 5731     | 4102        | 2114     | 2619             | 997         | 1757              | 0        | 2296             | 3062              | 2343  | 4015     | 3704  | 477      | 1684        | 3119              | 1280           | 1156        |
| Actual number of respondents             | 7678  | 5573     | 4407        | 2302     | 2742             | 1130        | 1958              | 0        | 1247             | 2498              | 3916  | 4181     | 3497  | 462      | 1495        | 3419              | 1260           | 1040        |
| 1 I would really hate it                 | 31%   | 28%      | 37%         | 34%      | 36%              | 37%         | 39%               | 0%       | 22%              | 34%               | 36%   | 29%      | 33%   | 34%      | 42%         | 28%               | 28%            | 26%         |
| i i would really flate it                | 31%   | CDEFG    | 31%<br>Bd   | BcG      | <b>36</b> %<br>В | 31%<br>B    | <b>39</b> %<br>BD |          | <b>22%</b><br>JK | 34%               | 30%   | 29%<br>M | 33%   | OPaR     | 42%<br>NPOR | <b>28</b> %<br>NO | <b>28</b> % nO | 26%<br>NO   |
| 2  | 4.00/ |          |             |          |                  |             |                   |          |                  | 4 <del>7</del> 0/ | 1 CO/ |          | 4 CO/ | - 1      |             |                   |                |             |
| 2  | 16%   | 16%      | 17%         | 16%      | 17%              | 17%         | 16%               | 0%       | 15%              | 17%               | 16%   | 16%      | 16%   | 15%      | 14%         | 15%               | 21%            | 16%         |
|  |       |          |             |          |                  |             |                   |          |                  |                   |       |          |       | Q        | Q           | Q                 | NOPR           | Q           |
| 3  | 14%   | 15%      | 14%         | 15%      | 14%              | 16%         | 15%               | 0%       | 16%              | 14%               | 14%   | 14%      | 15%   | 13%      | <b>12</b> % | <b>16</b> %       | 13%            | <b>17</b> % |
|  |       |          |             |          |                  |             |                   |          |                  |                   |       |          |       |          | PR          | 0                 | r              | Oq          |
| 4 Indifferent                            | 32%   | 34%      | <b>27</b> % | 29%      | <b>27</b> %      | <b>26</b> % | <b>26</b> %       | 0%       | 39%              | <b>29</b> %       | 28%   | 34%      | 30%   | 33%      | <b>26</b> % | 35%               | 31%            | 32%         |
|  |       | CDEFG    | В           | Bg       | В                | В           | Bd                |          | JK               | - 1               | I     | M        | L     | . 0      | NPQR        | Oq                | Ор             | 0           |
| 5  | 3%    | 3%       | 2%          | 2%       | 2%               | 1%          | 1%                | 0%       | 3%               | 2%                | 3%    | 3%       | 2%    | 2%       | 2%          | 3%                | 3%             | 4%          |
|  |       | CdeFG    | В           | b        | b                | В           | В                 |          |                  |                   |       |          |       |          | pR          | 0                 |                | 0           |
| 6  | 2%    | 2%       | 2%          | 2%       | 2%               | 1%          | 2%                | 0%       | 3%               | 1%                | 2%    | 2%       | 2%    | 2%       | 2%          | 2%                | 1%             | 2%          |
|  |       | cf       | b           |          |                  | b           |                   |          | JK               | - 1               | I     |          |       |          |             |                   |                |             |
| 7 I would really love it                 | 1%    | 1%       | 1%          | 1%       | 1%               | 2%          | 1%                | 0%       | 1%               | 2%                | 1%    | 2%       | 1%    | 1%       | 1%          | 1%                | 2%             | 2%          |
|  |       |          | f           | f        | F                | cdEg        | f                 |          |                  |                   |       | M        | L     | q        | q           | Q                 | noP            |             |
| Don't know / No response                 | 1%    | 1%       | 1%          | 1%       | 1%               | 0%          | 1%                | 0%       | 1%               | 1%                | 1%    | 1%       | 1%    | 0%       | 1%          | 1%                | 1%             | 2%          |
| ·  |       |          |             |          |                  |             |                   |          |                  |                   |       | M        | L     | r        |             | r                 | R              | npQ         |
| Chi2:                                    |       | ***      |             |          |                  |             |                   |          | ***              |                   |       | ***      |       | (***)    |             |                   |                | 11.4        |
| Mean:                                    | 2.69  | 2.80     | 2.49        | 2.59     | 2.50             | 2.50        | 2.43              | *        | 2.97             | 2.60              | 2.55  | 2.78     | 2.60  | 2.62     | 2.41        | 2.80              | 2.72           | 2.84        |
| Standard Deviation:                      | 1.46  | 1.46     | 1.44        | 1.45     | 1.44             | 1.47        | 1.43              | *        | 1.41             | 1.46              | 1.48  | 1.50     | 1.42  | 1.43     | 1.49        | 1.44              | 1.47           | 1.46        |
| Student's T:                             |       | CDEFG    | Bd          | BceG     | Bd               | В           | BD                |          | JK               | I                 | I     | М        | L     | OpR      | NPQR        | n0                | 0              | NO          |

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Suppose that, once at the cash register, you learned that the retail store accepts credit cards but asks patrons to use a form of payment other than a credit card when you wanted to use such a card. Would you be more likely to pay by credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of [4 different value ranges]?

| to another merchant for a pure      | onidoo |         |         |          |        | iluo lu  | gcol          | •           |       |           |       |          |          |          |      |       |              |           |        |           |           |        |
|-------------------------------------|--------|---------|---------|----------|--------|----------|---------------|-------------|-------|-----------|-------|----------|----------|----------|------|-------|--------------|-----------|--------|-----------|-----------|--------|
|                                     |        | Purchas |         | range so | enario |          | 01-           | le el de de | . 4   |           | - ! \ |          |          | <b>A</b> |      | 0     |              |           |        | D         |           |        |
|                                     |        | Less    | us      | ed       | More   |          | Prem-         | neld (ne    | MC MC | lly exclu |       | No Visa. |          | Age      |      | Gen   | der          |           |        | Region    |           |        |
|                                     |        | than    | \$25 to | \$76 to  | than   | Stand-   | ium           |             | Prem- |           |       | MC.      |          |          |      |       |              |           |        |           |           | BC and |
|                                     | Total  | \$25    | \$75    | \$125    | \$125  | ard card | card          | Both        | ium   | Infinite  | Amex  | Amex     | 18 to 35 | 36 to 55 | 56 + | Male  | Female       | Atlantic  | Quebec | Ontario F | Prairies  | terr.  |
|                                     |        | В       | С       | D        | Е      | F        | G             | Н           | ı     | J         | K     | L        | M        | N        | 0    | Р     | Q            | R         | S      | Т         | U         | V      |
| QSCEN8B                             |        |         |         |          |        |          |               |             |       |           |       |          |          |          |      |       |              |           |        |           |           |        |
| ACCEPTS CREDIT CARDS BUT ASKS       |        |         |         |          |        |          |               |             |       |           |       |          |          |          |      |       |              |           |        |           |           |        |
| PATRONS TO USE A FORM OF            |        |         |         |          |        |          |               |             |       |           |       |          |          |          |      |       |              |           |        |           |           |        |
| PAYMENT OTHER THAN A CREDIT         |        |         |         |          |        |          |               |             |       |           |       |          |          |          |      |       |              |           |        |           |           |        |
| CARD Weighted number of respondents | 7719   | 1886    | 1893    | 1940     | 2001   | 5731     | 4102          | 2114        | 2619  | 997       | 1757  | 0        | 2296     | 3062     | 2343 | 4015  | 3704         | 477       | 1684   | 3119      | 1280      | 1156   |
| Actual number of respondents        | 7678   | 1841    | 1888    | 1976     | 1973   | 5573     | 4407          | 2302        | 2742  | 1130      | 1958  | 0        | 1247     | 2498     | 3916 | 4181  | 3497         | 462       | 1495   | 3419      | 1260      | 1040   |
| credit card                         | 28%    | 23%     | 28%     | 29%      | 34%    | 28%      | 30%           | 31%         | 28%   | 36%       | 34%   | 0%       | 32%      | 29%      | 24%  | 30%   | 26%          | 29%       | 24%    | 31%       | 29%       | 27%    |
| Credit Card                         | 20/0   | CDE     | BE      |          | BCD    | gHJK     | fiJK          | FIJ         | gHJK  | FGHI      | FGI   | 070      | nO       | m0       | MN   | 30 /₀ | 20/0         | 2370<br>S | rTU    | Sv        | 2370<br>S | Z170   |
| debit card                          | 36%    | 35%     | 37%     | 37%      | 35%    | 38%      | 32%           | 33%         | 34%   | 28%       | 30%   | 0%       | 43%      | 36%      | 31%  | 34%   | 39%          | 35%       | 38%    | 36%       | 35%       | 34%    |
| debit card                          | 3070   | 3370    | 3170    | 3170     | 3370   | GHIJK    | <b>52</b> / 0 | FJk         | FJK   | FGHI      | Fhl   | 070      | NO       | MO       | MN   | 0470  | <b>03</b> /0 | 3370      | 3070   | 3070      | 3370      | 3470   |
| cheque                              | 1%     | 1%      | 1%      | 1%       | 1%     | 1%       | 1%            | 1%          | 1%    | 1%        | 1%    | 0%       | 1%       | 1%       | 2%   | 1%    | 1%           | 2%        | 1%     | 1%        | 2%        | 2%     |
| 5.154.15                            | 170    | 1/0     | 170     | 1/0      | 170    | 170      | 170           | 1/0         | 170   | 170       | 170   | 070      | 1/0      | 0        | mN   | 170   | 1/0          | ST        | RUV    | RUV       | ST        | ST     |
| cash                                | 8%     | 17%     | 6%      | 6%       | 4%     | 9%       | 7%            | 8%          | 7%    | 8%        | 7%    | 0%       | 6%       | 8%       | 10%  | 10%   | 6%           | 8%        | 9%     | 7%        | 9%        | 9%     |
|                                     | 0,0    | CDE     | BE      | BE       | BCD    | gi       | f             | 0,0         | f     | 0,0       | . , 0 | 0,0      | nO       | mo       | Mn   | 0     | F            | , ,,,     | 0,0    | u         | t         | 0,0    |
| walk out                            | 20%    | 19%     | 21%     | 20%      | 20%    | 18%      | 24%           | 21%         | 24%   | 23%       | 22%   | 0%       | 12%      | 21%      | 27%  | 20%   | 20%          | 20%       | 25%    | 18%       | 19%       | 20%    |
|                                     |        |         |         |          |        | GHIJK    | FH            | FGI         | FH    | F         | F     |          | NO       | MO       | MN   |       |              |           | TUv    | S         | S         | s      |
| Don't know / No response            | 6%     | 5%      | 7%      | 6%       | 5%     | 6%       | 5%            | 6%          | 5%    | 4%        | 5%    | 0%       | 7%       | 5%       | 6%   | 5%    | 7%           | 5%        | 5%     | 6%        | 5%        | 7%     |
| ·                                   |        | С       | b       |          |        | gJ       | f             | j           | j     | Fhi       |       |          |          |          |      | 0     | F            | ,         | tv     | S         |           | s      |
| Moved away from credit card         | 51%    | 58%     | 51%     | 51%      | 46%    | 54%      | 46%           | 48%         | 48%   | 41%       | 44%   | 0%       | 56%      | 50%      | 48%  | 50%   | 53%          | 51%       | 52%    | 51%       | 52%       | 52%    |
| •                                   |        | CDE     | BE      | BE       | BCD    | GHIJK    | FJ            | FJK         | FJK   | FGHI      | FHI   |          | NO       | M        | M    | Q     | F            | •         |        |           |           |        |
| Did not                             | 28%    | 23%     | 28%     | 29%      | 34%    | 28%      | 30%           | 31%         | 28%   | 36%       | 34%   | 0%       | 32%      | 29%      | 24%  | 30%   | 26%          | 29%       | 24%    | 31%       | 29%       | 27%    |
|                                     |        | CDE     | BE      | BE       | BCD    | gHJK     | fiJK          | FIJ         | gHJK  | FGHI      | FGI   |          | n0       | m0       | MN   | Q     | F            | s         | rTU    | Sv        | S         | t      |
| Walk-out                            | 20%    | 19%     | 21%     | 20%      | 20%    | 18%      | 24%           | 21%         | 24%   | 23%       | 22%   | 0%       | 12%      | 21%      | 27%  | 20%   | 20%          | 20%       | 25%    | 18%       | 19%       | 20%    |
|                                     |        |         |         |          |        | GHIJK    | FH            | FGI         | FH    | F         | F     |          | NO       | MO       | MN   |       |              |           | TUv    | S         | S         | s      |
| Chi2:                               |        | ***     |         |          |        | ***      |               |             |       |           |       |          | ***      |          |      | ***   |              | ***       |        |           |           |        |

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|   |       | Purcha                    |                      | range so              | enario                     |                         | Cards                     | held (no   | t mutua          | lly exclu           | sive)            |                              |                   | Age              |                  | Gen         | nder        |               |                    | Region           |                   |              |
|---|-------|---------------------------|----------------------|-----------------------|----------------------------|-------------------------|---------------------------|------------|------------------|---------------------|------------------|------------------------------|-------------------|------------------|------------------|-------------|-------------|---------------|--------------------|------------------|-------------------|--------------|
|   | Total | Less<br>than<br>\$25<br>B | \$25 to<br>\$75<br>C | \$76 to<br>\$125<br>D | More<br>than<br>\$125<br>E | Stand-<br>ard card<br>F | Prem-<br>ium<br>card<br>G |            | MC<br>Prem-      | Infinite<br>J       |                  | No Visa,<br>MC,<br>Amex<br>L | 18 to 35          |                  | 56 +<br>O        |             |             | Atlantic<br>R |                    | Ontario I        |                   | BC and terr. |
| QSCEN8C<br>ACCEPTS CREDIT CARDS BUT ASKS<br>PATRONS TO USE A FORM OF<br>PAYMENT OTHER THAN A CREDIT<br>CARD |       |                           |                      |                       |                            |                         | ·                         | ·          |                  |                     |                  |                              |                   | ·                |                  |             |             |               |                    |                  |                   |              |
| Weighted number of respondents  | 7719  | 1886                      | 1893                 | 1940                  | 2001                       | 5731                    | 4102                      | 2114       | 2619             | 997                 | 1757             | 0                            | 2296              | 3062             | 2343             | 4015        | 3704        | 477           | 1684               | 3119             | 1280              | 1156         |
| Actual number of respondents  | 7678  | 1841                      | 1888                 | 1976                  | 1973                       | 5573                    | 4407                      | 2302       | 2742             | 1130                | 1958             | 0                            | 1247              | 2498             | 3916             | 4181        | 3497        | 462           | 1495               | 3419             | 1260              | 1040         |
| Less likely   | 50%   | 48%                       | 50%                  | 51%                   | 50%                        | <b>47</b> %<br>GHIJK    | <b>56%</b><br>Fh          | 53%<br>FgJ | <b>55</b> %<br>F | <b>58</b> %<br>FH   | <b>56</b> %<br>F | 0%                           | <b>42</b> %<br>NO | <b>52</b> %<br>M | <b>55</b> %<br>M | <b>49</b> % | <b>51</b> % | 47%<br>Su     | <b>55</b> %<br>RTV | <b>47%</b><br>SU | <b>53</b> %<br>rT | 49%          |
| It would make no difference   | 43%   | 45%                       | 43%                  | 42%                   | 42%                        | 46%                     | 37%                       | 40%        | 38%              | 37%                 | 38%              | 0%                           | 51%               | 40%              | 38%              | 45%         | 41%         | 44%           | 37%                | 46%              | 42%               | 43%          |
|   |       | de                        | :                    | b                     | b                          | GHIJK                   | F                         | F          | F                | F                   | F                |                              | NO                | М                | M                | Q           | Р           | S             | RTuV               | Su               | st                |              |
| More likely   | 3%    | 3%                        | 2%                   | 3%                    | 3%                         | 3%                      | 3%                        | 3%         | 3%               | 3%                  | 2%               | 0%                           | 2%                | 4%               | 3%               | 3%          | 3%          | 5%            | 4%                 | 2%               | 3%                | 3%           |
|   |       |                           |                      |                       |                            | K                       |                           | k          |                  | k                   | Fhj              |                              |                   |                  |                  |             |             | T             | Т                  | RSv              |                   |              |
| Don't know / No response  | 4%    | 3%                        | 4%                   | 4%                    | 4%                         | <b>4</b> %              | 4%<br>J                   | 4%<br>J    | 4%<br>J          | <b>2</b> %<br>FGHIk | 4%<br>i          | 0%                           | 4%                | 4%               | 4%               | <b>3</b> %  | <b>5</b> %  | 4%            | 4%<br>u            | <b>5</b> %<br>U  | <b>3%</b><br>sT   | 4%           |
| Net increase in goodwill  | -47%  | -46%                      | -48%                 | -48%                  | -47%                       | -43%                    | -53%                      | -50%       | -52%             | -54%                | -54%             | 0%                           | -39%              | -49%             | -52%             | -45%        | -49%        | -42%          | -51%               | -45%             | -49%              | -46%         |
| Chi2:   |       |                           |                      |                       |                            | ***                     |                           |            |                  |                     |                  |                              | ***               |                  |                  | ***         |             | ***           |                    |                  |                   |              |

**ircum** Network Inc

Imagine the following situation: a retail store which informs patrons of the cost to the merchant of the use of a credit card. Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?

| react to a retail store doing th   | 19 :  |                         |                           |           |                         |               |           |                              |             |               |            |             |             |               |             |              |          |              |
|--|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|-------------|---------------|------------|-------------|-------------|---------------|-------------|--------------|----------|--------------|
|  |       |                         |                           | held (no  |                         | lly exclu     |           |                              |             | Age           |            | Gen         | der         |               |             | Region       |          |              |
|  | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35    | 36 to 55<br>J | 56 +<br>K  | Male<br>L   | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |          | BC and terr. |
| QSCEN9A<br>INFORMS PATRONS OF THE COST<br>TO THE MERCHANT OF THE USE OF<br>A CREDIT CARD |       |                         | ·                         | ·         |                         |               |           |                              |             |               |            |             |             |               |             |              |          |              |
| Weighted number of respondents   | 7719  | 5731                    | 4102                      | 2114      | 2619                    | 997           | 1757      | 0                            | 2296        | 3062          | 2343       | 4015        | 3704        | 477           | 1684        | 3119         | 1280     | 1156         |
| Actual number of respondents   | 7678  | 5573                    | 4407                      | 2302      | 2742                    | 1130          | 1958      | 0                            | 1247        | 2498          | 3916       | 4181        | 3497        | 462           | 1495        | 3419         | 1260     | 1040         |
| 1 I would really hate it   | 16%   | 16%                     | 17%                       | 16%       | 17%                     | 18%           | 19%       | 0%                           | 13%         | 17%           | 19%        | 14%         | 19%         | 21%           | 19%         | 16%          | 16%      | 13%          |
|  |       | cfG                     | b                         | g         |                         | b             | Bd        |                              | jK          | iK            | IJ         | M           | L           | PqR           | PqR         | NOr          | nor      | NOpq         |
| 2  | 9%    | 8%                      | 9%                        | 8%        | 9%                      | 8%            | 8%        | 0%                           | 9%          | 9%            | 8%         | 8%          | 10%         | 8%            | 7%          | 9%           | 9%       | 9%           |
|  |       |                         |                           |           |                         |               |           |                              | k           |               | i          | M           | L           |               | Pr          | 0            |          | 0            |
| 3  | 9%    | <b>9</b> %              | 8%                        | 8%        | 8%                      | 9%            | 7%<br>b   | 0%                           | <b>10</b> % | 8%<br>k       | <b>7</b> % | 8%          | 9%          | 10%           | <b>7</b> %  | 9%           | 8%       | 8%           |
| 4 Indifferent  | 43%   | 43%                     | 43%                       | 44%       | 43%                     | 44%           | 46%       | 0%                           | 44%         | 43%           | 41%        | <b>46</b> % | 40%         | 39%           | 42%         | 43%          | 45%<br>n | 43%          |
| 5  | 10%   | 10%                     | 10%                       | 10%       | 11%<br>f                | 9%<br>e       | 10%       | 0%                           | 11%         | 10%           | 10%        | 10%         | 11%         | 9%            | 12%<br>r    | 11%          | 11%      | 9%           |
| 6  | 6%    | 6%                      | 6%                        | 6%        | 6%                      | 5%            | 5%        | 0%                           | 6%          | 5%            | 7%         | 7%          | 6%          | 7%            | 5%          | 6%           | 6%       | 8%           |
|  |       | g                       |                           |           |                         |               | b         |                              |             | K             | J          |             |             |               | R           | R            | r        | OPq          |
| 7 I would really love it   | 6%    | 6%                      | 5%                        | 6%        | 6%                      | 6%            | 4%        | 0%                           | 4%          | 7%            | 7%         | 7%          | 5%          | 6%            | 6%          | 6%           | 6%       | 8%           |
| •  |       | G                       | g                         | g         | g                       | G             | BcdeF     | :                            | JK          | - 1           | I          | M           | L           |               | r           | r            | r        | opq          |
| Don't know / No response   | 1%    | 1%                      | 1%                        | 1%        | 1%                      | 0%            | 1%        | 0%                           | 1%          | 1%            | 1%         | 1%          | 1%          | 0%            | 1%          | 1%           | 0%       | 2%           |
| •  |       |                         |                           | f         | f                       | de            |           |                              |             |               |            |             |             | r             | Pq          | OR           | oR       | nPQ          |
| Chi2:  |       | -                       |                           |           |                         |               |           |                              | ***         |               |            | ***         |             | (***)         |             |              |          |              |
| Mean:  | 3.65  | 3.69                    | 3.60                      | 3.65      | 3.64                    | 3.59          | 3.53      | *                            | 3.68        | 3.64          | 3.64       | 3.79        | 3.50        | 3.50          | 3.60        | 3.64         | 3.66     | 3.83         |
| Standard Deviation:  | 1.64  | 1.64                    | 1.64                      | 1.62      | 1.64                    | 1.67          | 1.60      | *                            | 1.54        | 1.65          | 1.73       | 1.61        | 1.66        | 1.73          | 1.68        | 1.61         | 1.62     | 1.66         |
| Student's T:   |       | cG                      | b                         | g         | g                       |               | Bde       | :                            |             |               |            | M           | L           | . R           | R           | R            | r        | NOPq         |

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Suppose that, once at the cash register, you learned that the retail store informs patrons of the cost to the merchant of the use of a credit card when you wanted to use such a card. Would you be more likely to pay by credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of [4 different value ranges]?

| for a purchase value of [4 diff | erent |           |            |             |           |          |           |          |           |           |      |          |          |          |             |             |            |               |          |         |         |        |
|---------------------------------|-------|-----------|------------|-------------|-----------|----------|-----------|----------|-----------|-----------|------|----------|----------|----------|-------------|-------------|------------|---------------|----------|---------|---------|--------|
|                                 |       | Purchas   | se value   |             | enario    |          |           |          |           |           |      |          |          |          |             |             |            |               |          |         |         |        |
|                                 |       |           | us         | ed          |           |          |           | held (no |           | lly exclu |      |          |          | Age      |             | Gen         | der        |               |          | Region  |         |        |
|                                 |       | Less      |            |             | More      |          | Prem-     |          | MC        |           |      | No Visa, |          |          |             |             |            |               |          |         |         |        |
|                                 | T-4-1 |           | \$25 to    | \$76 to     | than      | Stand-   | ium       | D - 41-  | Prem-     | 16114     | A    | MC,      | 40 4- 05 | 00 4- 55 | <b>50</b> . | Mala        | F          | A 41 41 -     | O        | 0       |         | BC and |
|                                 | Total | \$25<br>B | \$75       | \$125<br>D  | \$125     | ard card | card<br>G | Both     | ium       | Infinite  | Amex | Amex     | 18 to 35 | 00 to 55 | 56 +<br>O   | Male<br>P   | Q          | Atlantic<br>R | Quebec   | Untario | rairies | terr.  |
| QSCEN9B                         |       | В         | C          | ט           | <u> </u>  | Г        | G         | П        |           | J         | N.   | L        | IVI      | IN       | U           | F           | u          | K             | 3        |         | U       | V      |
| INFORMS PATRONS OF THE COST     |       |           |            |             |           |          |           |          |           |           |      |          |          |          |             |             |            |               |          |         |         |        |
| TO THE MERCHANT OF THE USE OF   |       |           |            |             |           |          |           |          |           |           |      |          |          |          |             |             |            |               |          |         |         |        |
| A CREDIT CARD                   |       |           |            |             |           |          |           |          |           |           |      |          |          |          |             |             |            |               |          |         |         |        |
| Weighted number of respondents  | 7719  | 1886      | 1893       | 1940        | 2001      | 5731     | 4102      | 2114     | 2619      | 997       | 1757 | 0        | 2296     | 3062     | 2343        | 4015        | 3704       | 477           | 1684     | 3119    | 1280    | 1156   |
| Actual number of respondents    | 7678  | 1841      | 1888       | 1976        | 1973      | 5573     | 4407      | 2302     | 2742      | 1130      | 1958 | 0        | 1247     | 2498     | 3916        | 4181        | 3497       | 462           | 1495     | 3419    | 1260    | 1040   |
| credit card                     | 41%   | 34%       | 39%        | 42%         | 47%       | 39%      | 45%       | 44%      | 44%       | 49%       | 51%  | 0%       | 40%      | 43%      | 39%         | 44%         | 37%        | 38%           | 44%      | 40%     | 40%     | 41%    |
| credit card                     | 41%   | CDE       |            |             | BCD       | GHIJK    |           |          |           |           | FGHI | 0%       | 40%      |          | 39%         | 44%         | 31%        |               | 44%      |         | 40%     | 41%    |
| 1.1%                            | 000/  |           | BdE        | BcE         |           |          | FjK       | FjK      | FJK       |           |      | 00/      | 0=0/     | 0        | O O O (     | Q<br>Q      | 000/       | S 000/        | 000/     | S 040/  | 040/    | 000/   |
| debit card                      | 30%   | 31%       | 33%        | 28%         | 28%       | 32%      | 27%       | 28%      | 29%       | 24%       | 23%  | 0%       | 35%      | 29%      | 26%         | 28%         | 32%        | 30%           | 29%      | 31%     | 31%     | 28%    |
|                                 |       | de        | DE         | bC          | bC        | GHIJK    | FjK       | FJK      | FJK       |           | FGHI |          | NO       | MO       | MN          | Q           | F          | ,             |          |         |         |        |
| cheque                          | 1%    | 0%        | 1%         | 1%          | 1%        | 1%       | 1%        | 1%       | 1%        | 0%        | 1%   | 0%       | 0%       | 0%       | 2%          | 1%          | 1%         | 1%            | 0%       | 1%      | 2%      | 1%     |
|                                 |       | cDE       | b          | В           | В         |          | j         | j        | j         | ghi       |      |          | 0        | 0        | MN          |             |            | u             | U        | U       | rSTV    | U      |
| cash                            | 9%    | 19%       | <b>7</b> % | 5%          | 4%        | 9%       | 8%        | 8%       | 7%        | 8%        | 7%   | 0%       | 8%       | 8%       | 11%         | <b>10</b> % | <b>7</b> % | 8%            | 9%       | 8%      | 9%      | 9%     |
|                                 |       | CDE       | BDE        | BCe         | BCd       | ghlk     | f         | f        | F         |           | f    |          | 0        | 0        | MN          | Q           | F          |               |          |         |         |        |
| walk out                        | 10%   | 8%        | 10%        | <b>12</b> % | 11%       | 10%      | 12%       | 11%      | 12%       | 12%       | 11%  | 0%       | 6%       | 10%      | <b>15</b> % | 9%          | 12%        | 13%           | 9%       | 10%     | 11%     | 10%    |
|                                 |       | De        | d          | Bc          | b         | Glj      | F         |          | F         | f         |      |          | NO       | MO       | MN          | Q           | F          | s             | r        |         |         |        |
| Don't know / No response        | 9%    | 7%        | 10%        | 11%         | 9%        | 10%      | 8%        | 8%       | 8%        | 7%        | 6%   | 0%       | 11%      | 10%      | 7%          | 8%          | 11%        | 9%            | 9%       | 10%     | 7%      | 11%    |
| ·                               |       | CDe       | В          | Be          | bd        | GHIJK    | F         | Fk       | Fk        | F         | Fhi  |          | 0        | 0        | MN          | Q           | F          | <b>,</b>      | V        | U       | TV      | sU     |
| Moved away from credit card     | 49%   | 57%       | 51%        | 46%         | 42%       | 52%      | 43%       | 45%      | 45%       | 39%       | 38%  | 0%       | 54%      | 47%      | 46%         | 47%         | 51%        | 48%           | 47%      | 50%     | 49%     | 49%    |
|                                 |       | CDE       | BDE        | BCe         | BCd       | GHIJK    | FiK       | FJK      | FJK       | FgHI      | FGHI |          | NO       | М        | M           | 0           | F          | 0             |          |         |         |        |
| Did not                         | 41%   | 34%       | 39%        | 42%         | 47%       | 39%      | 45%       | 44%      | 44%       | 49%       | 51%  | 0%       | 40%      | 43%      | 39%         | 44%         | 37%        | 38%           | 44%      | 40%     | 40%     | 41%    |
|                                 | .170  | CDE       | BdE        | BcE         | BCD       | GHIJK    | FjK       | FiK      | FJK       |           | FGHI | 0,0      | . 370    | 0        | N           | 0           | Ç.70       | ) S           | rt       | S       | . 370   | . 270  |
| Walk-out                        | 10%   | 8%        | 10%        | 12%         | 11%       | 10%      | 12%       | 11%      | 12%       | 12%       | 11%  | 0%       | 6%       | 10%      | 15%         | 9%          | 12%        |               | 9%       | 10%     | 11%     | 10%    |
| Train out                       | 10/0  | De        | TO 10      | Bc          | 11/0<br>h | Gli      | 12/0<br>F | 11/0     | 12/0<br>F | 12/0<br>f | 11/0 | 0 /0     | NO.      | MO       | MN          | <b>3</b> /0 | 12/0<br>[  | 13/6<br>S     | J/0<br>r | 10/0    | 11/0    | 1070   |
| Chi2:                           |       | ***       | u          | ВС          | Ü         | ***      | '         |          |           | '         |      |          | ***      | IVIO     | IVIIN       | ***         | Г          | (***)         |          |         |         |        |
| CIIIZ:                          |       |           |            |             |           |          |           |          |           |           |      |          |          |          |             |             |            | ()            |          |         |         |        |

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C-73

| For a purchase value of [4 difmerchant of the use of a cred                     |         |                           | rang                 | es], w                | ould y                     | ou be                   | more                      | or le     | ss like                 | ely to        | shop  | at a re                      | etail st      | ore th | at inf    | orms      | patro | ns of         | the co      | st to  | the  |              |
|---|---------|---------------------------|----------------------|-----------------------|----------------------------|-------------------------|---------------------------|-----------|-------------------------|---------------|-------|------------------------------|---------------|--------|-----------|-----------|-------|---------------|-------------|--------|------|--------------|
| merchant of the use of a cred   | it care |                           |                      | range so              | cenario                    |                         | Cards                     | held (no  | ot mutua                | illy exclu    | sive) |                              |               | Age    |           | Ger       | nder  |               |             | Region |      |              |
|   | Total   | Less<br>than<br>\$25<br>B | \$25 to<br>\$75<br>C | \$76 to<br>\$125<br>D | More<br>than<br>\$125<br>E | Stand-<br>ard card<br>F | Prem-<br>ium<br>card<br>G | Both<br>H | MC<br>Prem-<br>ium<br>I | Infinite<br>J | ,     | No Visa,<br>MC,<br>Amex<br>L | 18 to 35<br>M |        | 56 +<br>O | Male<br>P |       | Atlantic<br>R | Quebec<br>S |        |      | BC and terr. |
| QSCEN9C INFORMS PATRONS OF THE COST TO THE MERCHANT OF THE USE OF A CREDIT CARD |         |                           |                      |                       |                            |                         |                           |           |                         |               |       |                              |               |        |           |           |       |               |             |        |      |              |
| Weighted number of respondents  |         | 1886                      | 1893                 | 1940                  | 2001                       | 5731                    | 4102                      | 2114      | 2619                    | 997           | 1757  | 0                            | 2296          | 3062   | 2343      | 4015      | 3704  | 477           | 1684        | 3119   | 1280 | 1156         |
| Actual number of respondents  |         | 1841                      | 1888                 | 1976                  | 1973                       | 5573                    | 4407                      | 2302      | 2742                    | 1130          | 1958  | 0                            | 1247          | 2498   | 3916      | 4181      | 3497  | 462           | 1495        | 3419   | 1260 | 1040         |
| Less likely   | 31%     | 30%                       | 29%                  | 32%                   | 33%                        | 30%                     | 33%_                      | 33%       | 32%                     | 35%_          | 33%   | 0%                           | 26%           | 33%    | 34%       | 28%       | 34%   | 35%           | <b>29</b> % | 31%    | 30%  | 32%          |
|   |         |                           | E                    | ,                     | C                          | GhJk                    | F                         | f         |                         | F             | f     |                              | NO            | M      | M         | Q         | Р     | S             | r           |        |      |              |
| It would make no difference   | 58%     | 60%                       | 60%                  | 56%                   | 57%                        | 59%                     | 57%                       | 57%       | 58%                     | 54%           | 59%   | 0%                           | 64%           | 58%    | 54%       | 61%       | 56%   | 53%           | 61%         | 58%    | 60%  | 58%          |
|   |         | De                        |                      |                       |                            |                         |                           |           | j                       | Fik           | J     |                              | NO            | Мо     | Mn        | Q         | P     | StU           | Rt          |        |      |              |
| More likely   | 6%      | 6%                        | 6%                   | 7%                    | 7%                         | 7%                      | 6%                        | 6%        | 6%                      | 8%            | 5%    | 0%                           | 5%            | 6%     | 8%        | 7%        | 5%    | 7%            | 6%          | 6%     | 7%   | 7%           |
|   |         |                           |                      |                       |                            | K                       | jk                        | jk        | jk                      | ghiK          |       |                              | 0             |        | M         | Q         | P     |               |             |        |      |              |
| Don't know / No response  | 4%      | 4%                        | 4%                   | 5%                    | 4%                         | 5%                      | 4%                        | 4%        | 4%                      | 3%            | 3%    | 0%                           | 5%            | 3%     | 4%        | 4%        | 5%    | 5%            | 5%          | 4%     | 3%   | 4%           |
|   |         |                           |                      |                       |                            | gJk                     | f                         | j         |                         | Fh            | f     | f                            | N             | M      |           | q         | р     |               |             |        |      |              |
| Net increase in goodwill  | -24%    | -24%                      | -23%                 | -25%                  | -26%                       | -24%                    | -27%                      | -26%      | -26%                    | -27%          | -28%  | 0%                           | -21%          | -26%   | -26%      | -21%      | -28%  | -27%          | -23%        | -25%   | -23% | -25%         |
| Chi2:   |         | -                         |                      |                       |                            | ***                     |                           |           |                         |               |       |                              | ***           |        |           | ***       |       | -             |             |        |      |              |

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C-74

CdFG

6% cfG

4%

CdFG

3%

1%

\*\*\*

2.90

1.64

CDEFG

G

5%

3%

2%

1%

2.68

1.61

Bdg

bg

В

6%

3%

3%

1%

2.77

1.64

BcfG

G

b

е

6%

3%

2%

1%

2.72

1.60

BG

dF bcEG

G

6%

4%

2%

1%

2.82

1.63

Chi2:

Mean:

Student's T:

Standard Deviation:

7 I would really love it

Don't know / No response

В

b BcDE

4%

3%

2%

0%

2.58

1.58

Bd

В

5%

2%

4%

1%

2.65

1.65

Bd BcDE

Be

JK

6%

4%

2%

1%

\*\*\*

3.01

1.58

JK

6%

3%

2%

1%

2.72

1.62

6%

4%

2%

1%

2.76

1.67

0%

0%

0%

0%

Μ

6%

3%

2%

1%

2.73

1.62

8%

5%

2%

0%

(\*\*\*)

2.73

1.67

6%

4%

2%

1%

2.67

1.68

PQR

nΡ

6%

4%

3%

1%

2.90

1.63

М

nOR

5%

3%

3%

1%

2.85

1.60

0

OR

nR

6%

3%

3%

1%

2.89

1.62

0

8%

3%

2%

2%

2.89

1.61

nΡ

οP

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Suppose that, once at the cash register, you learned that the retail store informs AND asks in that manner when you wanted to use such a card. Would you be more likely to pay by credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of [4 different yalue ranges]?

| value ranges]?                 |       |              |                 |                  |               |                    |               |          |              |           |      |             |          |          |      |      |            |          |        |   |      |              |
|--------------------------------|-------|--------------|-----------------|------------------|---------------|--------------------|---------------|----------|--------------|-----------|------|-------------|----------|----------|------|------|------------|----------|--------|---|------|--------------|
|                                |       | Purcha       |                 | range sc         | enario        |                    |               |          |              |           |      |             |          |          |      |      |            |          |        |   |      |              |
|                                |       |              | us              | ed               |               |                    |               | held (no |              | lly exclu |      |             |          | Age      |      | Gen  | der        |          |        | Region                                  |      |              |
|                                |       | Less         |                 |                  | More          |                    | Prem-         |          | MC           |           |      | No Visa,    |          |          |      |      |            |          |        |   |      |              |
|                                | Total | than<br>\$25 | \$25 to<br>\$75 | \$76 to<br>\$125 | than<br>\$125 | Stand-<br>ard card | ium<br>card   | Both     | Prem-<br>ium | Infinite  | Amex | MC,<br>Amex | 18 to 35 | 26 to EE | 56 + | Male | Eamala     | Atlantia | Ouches | Ontario I                               |      | BC and terr. |
|                                | Total | \$25<br>B    | C 0             | D D              | \$125<br>E    | F                  | G             | Н        | I            | J         | K    | L           | M        | N        | 0    | P    | Q          | R        | S      | T                                       | U    | V.           |
| QSCEN10B                       |       | '            |                 |                  |               |                    |               | '        |              |           |      |             |          |          |      |      |            | '        | '      |   |      |              |
| INFORMS PATRONS OF THE COST    |       |              |                 |                  |               |                    |               |          |              |           |      |             |          |          |      |      |            |          |        |   |      |              |
| TO THE MERCHANT OF THE USE OF  |       |              |                 |                  |               |                    |               |          |              |           |      |             |          |          |      |      |            |          |        |   |      |              |
| A CREDIT CARD AND ASKS         |       |              |                 |                  |               |                    |               |          |              |           |      |             |          |          |      |      |            |          |        |   |      |              |
| PATRONS TO USE A FORM OF       |       |              |                 |                  |               |                    |               |          |              |           |      |             |          |          |      |      |            |          |        |   |      |              |
| PAYMENT OTHER THAN A CREDIT    |       |              |                 |                  |               |                    |               |          |              |           |      |             |          |          |      |      |            |          |        |   |      |              |
| CARD                           |       |              |                 |                  |               |                    |               |          |              |           |      |             |          |          |      |      |            |          |        |   |      |              |
| Weighted number of respondents | 7719  | 1886         | 1893            | 1940             | 2001          | 5731               | 4102          | 2114     | 2619         | 997       | 1757 | 0           | 2296     | 3062     | 2343 | 4015 | 3704       | 477      | 1684   | 3119                                    | 1280 | 1156         |
| Actual number of respondents   | 7678  | 1841         | 1888            | 1976             | 1973          | 5573               | 4407          | 2302     | 2742         | 1130      | 1958 | 0           | 1247     | 2498     | 3916 | 4181 | 3497       | 462      | 1495   | 3419                                    | 1260 | 1040         |
| credit card                    | 26%   | 21%          | 24%             | 27%              | 31%           | 24%                | 29%           | 27%      | 25%          | 32%       | 34%  | 0%          | 26%      | 26%      | 25%  | 29%  | 23%        | 24%      | 27%    | 26%                                     | 26%  | 26%          |
|                                |       | CDE          | BE              | BE               | BCD           | GhJK               | FljK          | fJK      | GJK          | FgHI      | FGHI |             |          |          |      | Q    | Р          |          |        |   |      |              |
| debit card                     | 35%   | 36%          | 38%             | 34%              | 33%           | 37%                | 31%           | 32%      | 34%          | 28%       | 28%  | 0%          | 43%      | 34%      | 29%  | 33%  | 37%        | 33%      | 34%    | 36%                                     | 35%  | 36%          |
|                                |       |              | dE              | С                | С             | GHIJK              | FijK          | FjK      | FgJK         | Fghl      | FGHI |             | NO       | MO       | MN   | Q    | Р          |          |        |   |      |              |
| cheque                         | 1%    | 1%           | 1%              | 1%               | 2%            | 1%                 | 1%            | 2%       | 2%           | 1%        | 1%   | 0%          | 1%       | 1%       | 2%   | 1%   | 2%         | 1%       | 1%     | 2%                                      | 2%   | 1%           |
|                                |       | Е            | е               |                  | Вс            |                    |               |          |              |           |      |             | 0        | 0        | mΝ   |      |            | u        | TU     | Su                                      | rStV | U            |
| cash                           | 8%    | 17%          | 7%              | 6%               | 3%            | 9%                 | 7%            | 8%       | 8%           | 7%        | 6%   | 0%          | 6%       | 8%       | 11%  | 10%  | 6%         | 6%       | 9%     | 8%                                      | 9%   | 9%           |
|                                |       | CDE          | BE              | BE               | BCD           | GijK               | F             | k        | f            | f         | Fh   |             | 0        | 0        | MN   | Q    | Р          |          |        |   |      |              |
| walk out                       | 22%   | 20%          | 21%             | 22%              | 23%           | 20%                | 24%           | 23%      | 24%          | 26%       | 24%  | 0%          | 14%      | 24%      | 27%  | 20%  | 24%        | 30%      | 23%    | 21%                                     | 22%  | 20%          |
|                                |       | е            |                 |                  | b             | GhIJK              | F             | fj       | F            | Fh        | F    |             | NO       | MO       | MN   | Q    | Р          | STUV     | R      | R                                       | R    | R            |
| Don't know / No response       | 8%    | 5%           | 9%              | 9%               | 7%            | 8%                 | 7%            | 8%       | 8%           | 5%        | 7%   | 0%          | 9%       | 8%       | 6%   | 7%   | 8%         | 5%       | 8%     | 8%                                      | 6%   | 8%           |
| ·                              |       | CDe          | В               | Ве               | bd            | Jk                 | i             | J        | J            | FgHI      | f    | :           | 0        | 0        | Mn   | 0    | Р          | t        |        | rU                                      | Т    |              |
| Moved away from credit card    | 52%   | 59%          | 54%             | 51%              | 45%           | 55%                | 47%           | 50%      | 51%          | 42%       | 42%  | 0%          | 59%      | 50%      | 48%  | 51%  | 53%        | 46%      | 50%    | 54%                                     | 52%  | 54%          |
|                                |       | CDE          | BdE             | BcE              | BCD           | GHIJK              | FHIJK         | FGJK     | FGJK         | FGHI      | FGHI |             | NO       | М        | М    |      |            | TuV      | t      | Rs                                      | r    | R            |
| Did not                        | 26%   | 21%          | 24%             | 27%              | 31%           | 24%                | 29%           | 27%      | 25%          | 32%       | 34%  | 0%          | 26%      | 26%      | 25%  | 29%  | 23%        | 24%      | 27%    | 26%                                     | 26%  | 26%          |
|                                |       | CDE          | BE              |                  | BCD           | GhJK               | FliK          | fJK      | GJK          | FgHI      | FGHI |             |          |          |      | 0    | P          |          |        |   | ,,,  |              |
| Walk-out                       | 22%   | 20%          | 21%             | 22%              | 23%           | 20%                | 24%           | 23%      | 24%          | 26%       | 24%  | 0%          | 14%      | 24%      | 27%  | 20%  | 24%        | 30%      | 23%    | 21%                                     | 22%  | 20%          |
|                                |       | e            |                 |                  | b             | GhIJK              | _ // <b>G</b> | fi       | ,o           | Fh        | ,o   |             | NO       | MO       | MN   | 0    | - 170<br>P |          | R      | ,r                                      | R    | R            |
| Chi2:                          |       | ***          |                 |                  | ~             | ***                | •             | .,       | •            |           | •    |             | ***      |          |      | ***  | •          | ***      |        | • |      |              |
| 011121                         |       |              |                 |                  |               |                    |               |          |              |           |      |             |          |          |      |      |            |          |        |   |      |              |

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| For a purchase value of [4 dif  | ferent | value                     | range                | es], w           | ould y                     | ou be                   | more                      | or les    | ss like            | ly to                | shop             | at a re                      | etail st          | tore th          | at inf    | orms           | AND         | asks i         | n that      | mann         | er?      |              |
|---|--------|---------------------------|----------------------|------------------|----------------------------|-------------------------|---------------------------|-----------|--------------------|----------------------|------------------|------------------------------|-------------------|------------------|-----------|----------------|-------------|----------------|-------------|--------------|----------|--------------|
|   |        | Purchas                   | se value<br>us       | range so         | cenario                    |                         | Cards                     | held (no  | ot mutua           | lly exclu            | sive)            |                              |                   | Age              |           | Gen            | ıder        |                |             | Region       |          |              |
|   | Total  | Less<br>than<br>\$25<br>B | \$25 to<br>\$75<br>C | \$76 to<br>\$125 | More<br>than<br>\$125<br>F | Stand-<br>ard card<br>F | Prem-<br>ium<br>card<br>G | Both<br>H | MC<br>Prem-<br>ium | Infinite<br>J        |                  | No Visa,<br>MC,<br>Amex<br>I | 18 to 35          | 36 to 55         | 56 +<br>O | Male<br>P      | Female<br>O | Atlantic<br>R  | Quebec<br>S | Ontario<br>T |          | BC and terr. |
| QSCEN10C INFORMS PATRONS OF THE COST TO THE MERCHANT OF THE USE OF A CREDIT CARD AND ASKS PATRONS TO USE A FORM OF PAYMENT OTHER THAN A CREDIT CARD |        |                           |                      |                  |                            | •                       |                           |           | •                  |                      |                  |                              |                   | · ·              |           | •              | 3           | N.             | 3           | •            |          | •            |
| Weighted number of respondents  |        | 1886                      | 1893                 | 1940             | 2001                       | 5731                    | 4102                      | 2114      | 2619               | 997                  | 1757             | 0                            | 2296              | 3062             | 2343      | 4015           | 3704        | 477            | 1684        | 3119         | 1280     | 1156         |
| Actual number of respondents  | 7678   | 1841                      | 1888                 | 1976             | 1973                       | 5573                    | 4407                      | 2302      | 2742               | 1130                 | 1958             | 0                            | 1247              | 2498             | 3916      | 4181           | 3497        | 462            | 1495        | 3419         | 1260     | 1040         |
| Less likely   | 52%    | 51%<br>e                  | 51%<br>E             | 51%<br>E         | <b>55%</b> bCD             | <b>50</b> %<br>GhIJK    | <b>55</b> %<br>FJ         | 53%<br>fJ | 54%<br>FJ          | <b>60</b> %<br>FGHIk | <b>56%</b><br>Fi | 0%                           | <b>48</b> %<br>NO | <b>54</b> %<br>M | 53%<br>M  | <b>50</b> %    | <b>55%</b>  | <b>57</b> % tu | 53%         | 52%<br>r     | 51%<br>r | 53%          |
| It would make no difference   | 38%    | 40%                       | 37%                  | 39%              | 35%                        | 39%                     | 36%                       | 37%       | 36%                | 32%                  | 37%              | 0%                           | 42%               | 36%              | 37%       | 41%            | 35%         | 34%            | 38%         | 39%          | 39%      | 37%          |
|   |        | E                         |                      | е                | Bd                         | GhiJ                    | Fj                        | fj        | fj                 | Fghik                | j                |                              | NO                | M                | M         | Q              | Р           | tu             |             | r            | r        |              |
| More likely   | 5%     | 4%                        | 6%                   | 5%               | 5%                         | 5%                      | 5%                        | 5%        | 5%                 | 5%                   | 4%               | 0%                           | 4%                | 5%               | 6%        | 6%             | 5%          | 6%             | 6%          | 4%           | 6%       | 6%           |
|   |        |                           |                      |                  |                            | K                       |                           |           |                    | k                    | Fj               |                              | 0                 |                  | M         |                |             |                |             | u            | t        |              |
| Don't know / No response  | 5%     | <b>4</b> %<br>C           | <b>6</b> %<br>Be     | 5%               | 4%<br>c                    | <b>5%</b><br>GiJK       | <b>4</b> %<br>Fi          | 5%<br>Jk  | 4%<br>fJ           | <b>2</b> %<br>FgHI   | <b>4%</b><br>Fh  | 0%                           | <b>6%</b>         | 4%<br>m          | 4%<br>m   | <b>4%</b><br>0 | <b>6</b> %  | 4%             | 4%          | 5%           | 4%       | 5%           |
| Net increase in goodwill  | -47%   | -47%                      | -45%                 | -46%             | -50%                       | -45%                    | -50%                      | -48%      | -49%               | -55%                 | -52%             | 0%                           | -44%              | -49%             | -47%      | -44%           | -50%        | -52%           | -47%        | -47%         | -45%     | -47%         |
| Chi2:   |        | **                        |                      |                  |                            | ***                     |                           |           |                    |                      |                  |                              | ***               |                  |           | ***            |             | -              |             |              |          |              |

Ν

Imagine the following situation: a retail store which accepts some [2 possible brand names] but not other [same brand name]. Using a scale from 1 to 7 where 1 means "I would really hate it", 4 means "Indifferent" and 7 means "I would really love it", how would you react to a retail store doing this?

| moura you roust to a rotall sto  |       | 9                       |                           | held (no    | ot mutua                | lly exclu        | sive)     |                              |                   | Age               |             | Gen             | der             |               |                    | Region           |                   |                      |
|--|-------|-------------------------|---------------------------|-------------|-------------------------|------------------|-----------|------------------------------|-------------------|-------------------|-------------|-----------------|-----------------|---------------|--------------------|------------------|-------------------|----------------------|
|  | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D   | MC<br>Prem-<br>ium<br>E | Infinite<br>F    | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55<br>J     | 56 +<br>K   | Male<br>L       | Female<br>M     | Atlantic<br>N | Quebec<br>O        | Ontario<br>P     |                   | BC and<br>terr.<br>R |
| QSCEN11A ACCEPTS SOME [2 POSSIBLE BRAND NAMES] BUT NOT OTHERS (INTRA-BRAND DISCREMINATION) |       |                         |                           |             |                         |                  |           |                              |                   |                   |             |                 |                 |               |                    |                  |                   |                      |
| Weighted number of respondents   | 7719  | 5731                    | 4102                      | 2114        | 2619                    | 997              | 1757      | 0                            | 2296              | 3062              | 2343        | 4015            | 3704            | 477           | 1684               | 3119             | 1280              | 1156                 |
| Actual number of respondents   | 7678  | 5573                    | 4407                      | 2302        | 2742                    | 1130             | 1958      | 0                            | 1247              | 2498              | 3916        | 4181            | 3497            | 462           | 1495               | 3419             | 1260              | 1040                 |
| 1 I would really hate it   | 50%   | 49%<br>d                | 50%<br>D                  | 47%<br>bCfG | 48%<br>g                | 51%<br>d         | 51%<br>De | 0%                           | <b>48</b> %       | <b>53</b> %<br>IK | 50%<br>J    | 50%             | 52%             | 54%<br>a      | <b>54%</b><br>POr  | 50%<br>0         | <b>48</b> %<br>nO | 50%<br>o             |
| 2  | 18%   | 18%                     | 18%                       | 19%         | 18%                     | 20%              | 18%       | 0%                           | <b>22</b> %<br>JK | <b>16</b> %       | 16%         | 18%             | 17%             | 15%<br>r      | <b>13</b> %<br>POR | 18%              | 19%               | <b>21</b> % nO       |
| 3  | 10%   | 10%                     | 10%                       | 11%         | 10%                     | 9%               | 9%        | 0%                           | 11%               | 9%                | 9%          | 9%              | 10%             | 8%            | 9%                 | 10%              | 10%               | 10%                  |
| 4 Indifferent  | 17%   | 18%<br>f                | 18%<br>f                  | 19%<br>F    | 19%<br>F                | <b>15%</b> bcDE  | 17%       | 0%                           | <b>16</b> %<br>K  | 17%<br>K          | <b>20</b> % | 18%             | 17%             | 18%           | 18%                | 18%              | 17%               | 15%                  |
| 5  | 1%    | 1%                      | 1%                        | 1%          | 1%                      | 1%               | 1%        | 0%                           | 1%                | 1%                | 1%          | 1%              | 1%              | 2%<br>r       | 2%<br>r            | 1%               | 1%                | <b>1%</b> no         |
| 6  | 1%    | <b>1%</b><br>CF         | 1%<br>B                   | 1%          | 1%<br>f                 | <b>0</b> %<br>Be | 1%        | 0%                           | 1%                | 1%                | 1%          | <b>1%</b><br>m  | 1%              | 1%            | 1%<br>r            | 1%               | 1%                | 0%<br>o              |
| 7 I would really love it   | 1%    | 1%                      | 1%                        | 1%          | 1%                      | 1%               | 1%        | 0%                           | <b>0%</b><br>jk   | <b>1</b> %<br>i   | 1%<br>i     | <b>1</b> %<br>M | <b>0</b> %<br>L | 1%            | 1%                 | <b>0</b> %<br>QR | 1%<br>P           | 1%<br>P              |
| Don't know / No response   | 2%    | <b>1%</b> cf            | 2%<br>b                   | 2%          | 2%                      | 2%<br>b          | 2%        | 0%                           | 1%<br>k           | 2%                | <b>2</b> %  | 2%              | 1%              | 1%            | 2%                 | 1%<br>0          | <b>3</b> %<br>Pr  | 1%<br>a              |
| Chi2:  |       | -                       |                           |             |                         |                  |           |                              | ***               |                   |             | ***             |                 | (***)         |                    |                  |                   |                      |
| Mean:  | 2.05  | 2.08                    | 2.05                      | 2.14        | 2.10                    | 1.98             | 2.03      | *                            | 2.04              | 2.01              | 2.12        | 2.09            | 2.01            | 2.04          | 2.05               | 2.06             | 2.09              | 2.00                 |
| Standard Deviation:  | 1.33  | 1.34                    | 1.32                      | 1.34        | 1.33                    | 1.29             | 1.32      | *                            | 1.27              | 1.34              | 1.37        | 1.38            | 1.27            | 1.38          | 1.39               | 1.30             | 1.35              | 1.28                 |
| Student's T:   |       | f                       | d                         | cFG         | f                       | bDe              | D         |                              |                   | K                 | J           | M               | L               |               |                    |                  |                   |                      |

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Suppose that, once at the cash register, you learned that the retail store accepts some [2 possible brand names] but not others when you wanted to use such a card. Would you be more likely to pay using another credit card, by debit card, by cheque, or cash, or to walk out and go to another merchant for a purchase value of [4 different value ranges]?

| a purchase value of [4 different | nt vail | ie rang      | ges]?           |                  |               |                    |           |          |             |           |                  |             |            |                   |      |             |              |           |            |                   |          |        |
|----------------------------------|---------|--------------|-----------------|------------------|---------------|--------------------|-----------|----------|-------------|-----------|------------------|-------------|------------|-------------------|------|-------------|--------------|-----------|------------|-------------------|----------|--------|
|                                  |         | Purchas      |                 | range so         | enario        |                    |           |          |             |           |                  |             |            |                   |      |             |              |           |            |                   |          |        |
|                                  |         |              | us              | ed               |               |                    |           | held (no |             | lly exclu |                  |             |            | Age               |      | Gen         | der          |           |            | Region            |          |        |
|                                  |         | Less         |                 |                  | More          |                    | Prem-     |          | _MC         |           |                  | No Visa,    |            |                   |      |             |              |           |            |                   |          |        |
|                                  | Total   | than<br>\$25 | \$25 to<br>\$75 | \$76 to<br>\$125 | than<br>\$125 | Stand-<br>ard card | ium       | Both     | Prem-       | Infinite  | Amex             | MC,<br>Amex | 18 to 35   | 00 to EE          | 56 + | Male        | Fl-          | A4141-    | 0          | Ontario F         |          | BC and |
|                                  | Total   | ≱25<br>B     | \$10            | \$125<br>D       | \$125<br>E    | ard card           | card<br>G | Н        | ium         | Infinite  | Amex             | Amex        | 10 to 35 3 | N 10 55           | 0    | P           | O            | Atlantic  | Quebec     | T                 | rairies  | terr.  |
| QSCEN11B                         |         |              | U               | D                |               |                    | J         | - ''     | •           | J         | IX               |             | 141        | IN .              | -    |             | · ·          | - 1       | J          | •                 | U        | •      |
| ACCEPTS SOME [2 POSSIBLE         |         |              |                 |                  |               |                    |           |          |             |           |                  |             |            |                   |      |             |              |           |            |                   |          |        |
| BRAND NAMES] BUT NOT OTHERS      |         |              |                 |                  |               |                    |           |          |             |           |                  |             |            |                   |      |             |              |           |            |                   |          |        |
| (INTRA-BRAND DISCREMINATION)     |         |              |                 |                  |               |                    |           |          |             |           |                  |             |            |                   |      |             |              |           |            |                   |          |        |
| Weighted number of respondents   | 7719    | 1886         | 1893            | 1940             | 2001          | 5731               | 4102      | 2114     | 2619        | 997       | 1757             | 0           | 2296       | 3062              | 2343 | 4015        | 3704         | 477       | 1684       | 3119              | 1280     | 1156   |
| Actual number of respondents     | 7678    | 1841         | 1888            | 1976             | 1973          | 5573               | 4407      | 2302     | 2742        | 1130      | 1958             | 0           | 1247       | 2498              | 3916 | 4181        | 3497         | 462       | 1495       | 3419              | 1260     | 1040   |
| credit card                      | 22%     | 19%          | 23%             | 22%              | 24%           | 22%                | 29%       | 34%      | 29%         | 28%       | 38%              | 0%          | 21%        | 22%               | 23%  | 24%         | 20%          | 19%       | 22%        | 22%               | 21%      | 22%    |
| or our our u                     | 22/0    | CdE          | 20%<br>B        | 2270<br>h        | 2-170<br>B    | GHIJK              | FHK       | FGIJk    | FHK         | FHK       | FGhIJ            | 070         | 21/0       | 22/0              | 25/0 | 2470        | <b>20</b> /0 | 1370      | 22/0       | 22/0              | 21/0     | 22/0   |
| debit card                       | 31%     | 31%          | 32%             | 33%              | 29%           | 33%                | 26%       | 24%      | 27%         | 25%       | 21%              | 0%          | 41%        | 30%               | 24%  | 28%         | 34%          | 31%       | 32%        | 32%               | 29%      | 31%    |
| debit card                       | 31/0    | 31/0         | 0270<br>e       | 5570<br>F        | cD            | GHIJK              | FK        | Fk       | FK          | FK        | FGhIJ            | 070         | NO         | MO                | MN   | 20/0        | <b>04</b> 70 | 01/0      | 32/0       | 3270              | 2570     | 31/0   |
| cheque                           | 1%      | 0%           | 1%              | 1%               | 1%            | 1%                 | 1%        | 1%       | 1%          | 1%        | 1%               | 0%          | 0%         | 0%                | 2%   | 1%          | 1%           | 1%        | 1%         | 1%                | 2%       | 1%     |
| oneque                           | 1/0     | DE           | 170             | 1/0<br>B         | 1/0<br>B      | 1/0                | 170       | 1/0      | 1/0         | 1/0       | 170              | 070         | 0,0        | 0,0               | MN   | 1/0         | 1/0          | 1/0       | 1/0        | 170               | rSTV     | 170    |
| cash                             | 7%      | 15%          | 5%              | 4%               | 4%            | 7%                 | 6%        | 6%       | 6%          | 6%        | 5%               | 0%          | 7%         | 6%                | 8%   | 8%          | 6%           | 5%        | 8%         | 7%                | 8%       | 6%     |
| cusii                            | 1 /0    | CDE          | Be              |                  | Bc            | GHIK               | 070<br>F  | 070<br>F | 070<br>F    | 070       | <b>3</b> /0      | . 070       | 1 /0       | 0,0               | O /O | 0,0         |              | 370       | 070<br>V   | 1 /0              | 070<br>V | su     |
| walk out                         | 33%     | 30%          | 34%             | 34%              | 34%           | 32%                | 33%       | 30%      | 32%         | 36%       | 31%              | 0%          | 25%        | 35%               | 39%  | 35%         | 32%          | 39%       | 31%        | 32%               | 35%      | 36%    |
| walk out                         | 33/0    | CdE          | 3470<br>B       | J4/0<br>h        | 3470<br>R     | J2/0               | 33%<br>Hk | GiJ      | J∠ /₀<br>hi | FHiK      |                  | 0 /6        | 25%<br>NO  | <b>35</b> %<br>MO | MN   | <b>35</b> % |              | 39%<br>ST | S1/6<br>Rv | <b>3∠</b> %<br>Rv | 33/0     | 30/6   |
| Don't know / No response         | 6%      | 4%           | 5%              | 6%               | 8%            | 6%                 | 6%        | 6%       | 6%          | 4%        | رع<br><b>5</b> % | 0%          | 7%         | 6%                | 5%   | <b>5</b> %  | 7%           | 5%        | 6%         | 7%                | 5%       | 5%     |
| Don't know / No response         | 0%      |              | 5%<br>E         |                  | BCd           |                    | 0%        | 0%       |             |           | <b>5</b> %       |             |            | 0%                | 5%   | <b>5</b> %  | 170          | 3%        | 0%         | 170               | 5%       | 5%     |
| Marrad array from an dit and     | 450/    | DE           |                 | Be               |               | Jk                 | 200/      | 200/     | Jk          | Fghl      | - 11             |             | 0          | 400/              | 200/ | 400/        | 400/         | 400/      | 4.00/      | 400/              | 4.40/    | 400/   |
| Moved away from credit card      | 45%     | 51%          | 43%             | 44%              | 42%           | 47%                | 38%       | 36%      | 39%         | 36%       | 32%              | 0%          | 54%        | 42%               | 39%  | 42%         | 48%          | 42%       | 46%        | 46%               | 44%      | 42%    |
| D' L                             | 0.00/   | CDE          | В               | В                | В             | GHIJK              | FK        | FiK      | FhjK        | Fik       | FGHIj            | 00/         | NO         | MO                | MN   | Q           | - F          | 100/      | V          | V                 | 0.10/    | St     |
| Did not                          | 22%     | 19%          | 23%             | 22%              | 24%           | 22%                | 29%       | 34%      | 29%         | 28%       | 38%              | 0%          | 21%        | 22%               | 23%  | 24%         | 20%          | 19%       | 22%        | 22%               | 21%      | 22%    |
|                                  |         | CdE          | В               | b                | В             | GHIJK              | FHK       | FGIJk    | FHK         | FHK       | FGhIJ            |             |            |                   |      | Q           | F            | 1         |            |                   |          |        |
| Walk-out                         | 33%     | 30%          | 34%             | 34%              | 34%           | 32%                | 33%       | 30%      | 32%         | 36%       | 31%              | 0%          | 25%        | 35%               | 39%  | 35%         | 32%          | 39%       | 31%        | 32%               | 35%      | 36%    |
|                                  |         | CdE          | В               | b                | В             | J                  | Hk        | GiJ      | hj          | FHiK      | gJ               |             | NO         | MO                | MN   | Q           | F            | ST        | Rv         | Rv                |          | st     |
| Chi2:                            |         | ***          |                 |                  |               | ***                |           |          |             |           |                  |             | ***        |                   |      | ***         |              | (***)     |            |                   |          |        |

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|  |              | Purchas                   | se value<br>us       | range so              | cenario                    |                         | Cards                     | s held (no | ot mutua                | Ily exclu        | sive)             |                              |               | Age           |              | Ger             | nder         |               |                    | Region           |              |              |
|--|--------------|---------------------------|----------------------|-----------------------|----------------------------|-------------------------|---------------------------|------------|-------------------------|------------------|-------------------|------------------------------|---------------|---------------|--------------|-----------------|--------------|---------------|--------------------|------------------|--------------|--------------|
|  | Total        | Less<br>than<br>\$25<br>B | \$25 to<br>\$75<br>C | \$76 to<br>\$125<br>D | More<br>than<br>\$125<br>E | Stand-<br>ard card<br>F | Prem-<br>ium<br>card<br>G | Both<br>H  | MC<br>Prem-<br>ium<br>I | Infinite<br>J    | Amex<br>K         | No Visa,<br>MC,<br>Amex<br>L | 18 to 35<br>M | 36 to 55<br>N | 56 +<br>O    | Male<br>P       | Female<br>Q  | Atlantic<br>R | Quebec<br>S        | Ontario<br>T     |              | BC and terr. |
| QSCEN11C ACCEPTS SOME [2 POSSIBLE BRAND NAMES] BUT NOT OTHERS (INTRA-BRAND DISCREMINATION) |              |                           |                      |                       |                            |                         | - 1                       | "          |                         | - "              | '                 |                              |               |               |              |                 |              |               |                    | ,                |              |              |
| Weighted number of respondents   | 7719<br>7678 | 1886<br>1841              | 1893<br>1888         | 1940<br>1976          | 2001<br>1973               | 5731<br>5573            | 4102<br>4407              | 2114       | 2619<br>2742            | 997<br>1130      | 1757<br>1958      | 0                            | 2296<br>1247  | 3062<br>2498  | 2343<br>3916 | 4015<br>4181    | 3704<br>3497 | 477<br>462    | 1684<br>1495       | 3119<br>3419     | 1280<br>1260 | 1156<br>1040 |
| Actual number of respondents  Less likely  | 66%          | <b>64</b> %               | 66%<br>e             | 66%                   | 69%<br>Bcd                 | 66%                     | 66%<br>J                  | <b>64%</b> | 65%<br>J                | 71%<br>FGHIK     | 64%<br>J          | 0%                           | 66%           | 67%           | 66%          | 66%             | 67%          | 70%<br>S      | 62%<br>RTUV        | 66%<br>SV        | 67%<br>S     | 71%          |
| It would make no difference  | 26%          | <b>30%</b> cdE            | 27%<br>bE            | 27%<br>bE             | <b>22%</b><br>BCD          | 27%<br>jk               | 27%<br>j                  | 29%<br>J   | 27%<br>j                | 23%<br>fgHiK     | <b>29</b> %<br>fJ | 0%                           | 26%           | 26%           | 27%          | 27%             | 26%          | 23%<br>S      | <b>30%</b><br>RTuV | 26%<br>S         | 26%<br>s     | 23%          |
| More likely  | 2%           | 2%                        | 2%                   | 2%                    | 2%                         | <b>2</b> %              | 2%                        | 2%         | 2%<br>f                 | 2%               | 2%                | 0%                           | 2%            | 2%            | 3%           | 2%              | 2%           | 2%            | <b>3</b> %<br>T    | <b>2</b> %<br>S  | 2%           | 2%           |
| Don't know / No response   | 5%           | <b>4</b> %<br>E           | 5%                   | 4%<br>E               | <b>6</b> %<br>BD           | 5%<br>i                 | 5%<br>j                   | 5%         | <b>6%</b><br>fJk        | <b>4</b> %<br>gl | 4%<br>i           | 0%                           | 6%<br>o       | 5%            | 5%<br>m      | <b>4</b> %<br>Q | <b>6</b> %   | 5%            | 5%<br>t            | <b>6%</b><br>suV | 4%<br>t      | 4%           |
| Net increase in goodwill   | -64%         | -62%                      | -63%                 | -64%                  | -67%                       | -63%                    | -64%                      | -61%       | -64%                    | -69%             | -62%              | 0%                           | -65%          | -65%          | -63%         | -64%            | -65%         | -68%          | -59%               | -64%             | -65%         | -68%         |
| Chi2:  |              | ***                       |                      |                       |                            | **                      |                           |            |                         |                  |                   |                              |               |               |              | **              |              | ***           |                    |                  |              |              |

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| acceptable is each of the follo  |       | Percenta         | ge rate s        | cenario           |                         |                           |           |                         |                      |                    |                              |                  |               |                   |           |             |               |                 |                  |                  |              |
|--|-------|------------------|------------------|-------------------|-------------------------|---------------------------|-----------|-------------------------|----------------------|--------------------|------------------------------|------------------|---------------|-------------------|-----------|-------------|---------------|-----------------|------------------|------------------|--------------|
|  |       | r crocina        | used             | ocnano            |                         | Cards                     | held (no  | ot mutua                | Illy exclu           | sive)              |                              |                  | Age           |                   | Ger       | nder        |               |                 | Region           |                  |              |
|  | Total | 1%<br>B          | 1.5%<br>C        | 2%<br>D           | Stand-<br>ard card<br>E | Prem-<br>ium<br>card<br>F | Both<br>G | MC<br>Prem-<br>ium<br>H | Infinite             | Amex               | No Visa,<br>MC,<br>Amex<br>K | 18 to 35         | 36 to 55<br>M | 56 +<br>N         | Male<br>O | Female<br>P | Atlantic<br>Q | Quebec (        | Ontario<br>S     |                  | BC and terr. |
| QACCEPT1 merchants offering patrons [3 possible rates] discounts for using cash, cheque or debit rather than |       |                  |                  |                   |                         |                           |           |                         |                      |                    |                              |                  |               |                   |           |             |               |                 |                  |                  |              |
| standard credit cards  | 7719  | 2502             | 2541             | 2675              | 5731                    | 4102                      | 2114      | 2619                    | 997                  | 1757               | 0                            | 2296             | 3062          | 2343              | 4015      | 3704        | 477           | 1684            | 3119             | 1280             | 1156         |
| Weighted number of respondents  Actual number of respondents   | 7678  | 2506             | 2584             | 2588              | 5573                    | 4407                      | 2302      | 2742                    | 1130                 | 1958               | 0                            | 1247             | 2498          | 3916              | 4181      | 3497        | 462           | 1495            | 3419             | 1260             | 1040         |
| 1 Not at all   | 7%    | 8%               | 8%<br>d          | <b>6</b> %        | 7%                      | 8%<br>I                   | 7%<br>I   | 7%<br>I                 | <b>10</b> %<br>EFGHi | 8%<br>i            | 0%                           | <b>5%</b><br>mN  | 7%<br>IN      | <b>9</b> %<br>LM  | 7%        | 7%          | 7%<br>rt      | <b>11%</b> qSTU | <b>6</b> %<br>R  | <b>5%</b><br>qRU | 7%<br>R      |
| 2  | 4%    | 4%<br>c          | <b>3</b> %       | 4%                | 4%                      | 4%                        | 4%        | 4%                      | 5%                   | 4%                 | 0%                           | 4%               | 4%            | 4%                | 4%        | 4%          | 4%            | 4%              | 4%               | 4%               | 4%           |
| 3  | 3%    | 4%               | 3%               | 3%                | <b>3</b> %<br>glJ       | 4%<br>I                   | 4%<br>ei  | 3%<br>li                | <b>6</b> %<br>EFgH   | <b>5%</b><br>Eh    | 0%                           | 3%               | 3%            | 4%                | 3%        | 4%          | 4%            | 3%              | 3%               | <b>4%</b><br>u   | 2%           |
| 4 Moderately   | 19%   | <b>22</b> %<br>D | 20%<br>D         | <b>16</b> %       | 19%<br>FGhIJ            | 22%<br>Ei                 | 22%<br>E  | 20%<br>el               | <b>24</b> %<br>EfH   | 22%<br>E           | 0%                           | <b>14%</b><br>MN | 19%<br>LN     | <b>25</b> %<br>LM | 19%       | 19%         | 19%           | 20%             | 19%              | 19%              | 19%          |
| 5  | 11%   | 10%              | 11%              | 10%               | <b>10</b> %<br>fhJ      | 12%<br>ej                 | 11%<br>j  | 12%<br>e                | 11%<br>j             | <b>14%</b><br>Efgi | 0%                           | 11%              | 11%           | 10%               | 11%       | 10%         | 11%           | <b>12</b> % st  | 10%<br>r         | 10%<br>r         | 11%          |
| 6  | 14%   | <b>13%</b><br>C  | <b>16%</b><br>Bd | 14%<br>c          | <b>15</b> %<br>flJ      | 13%<br>e                  | 14%       | 14%<br>ij               | <b>12%</b><br>Eh     | <b>12%</b><br>Eh   | 0%                           | <b>17%</b><br>MN | 13%<br>L      | <b>13</b> %       | 14%       | 15%         | <b>11%</b> S  | 14%             | <b>16</b> %<br>Q | 14%              | 14%          |
| 7 Totally  | 41%   | <b>39</b> %<br>D | <b>38%</b><br>D  | <b>46</b> %<br>BC | <b>42</b> %<br>FGHIJ    | 38%<br>El                 | 38%<br>El | 39%<br>Elj              | 32%<br>EFGHj         | <b>35%</b><br>Ehi  | 0%                           | <b>46%</b><br>mN | 42%<br>IN     | <b>35</b> %<br>LM | 42%       | 40%         | 44%<br>R      | 36%<br>QSTU     | 42%<br>R         | 43%<br>R         | 42%<br>F     |
| Don't know / No response   | 1%    | 1%               | 1%               | 1%                | 1%                      | 1%                        | 1%        | 1%                      | 1%                   | 1%                 | 0%                           | 1%               | 1%            | 1%                | 1%        | 1%          | 0%            | 1%              | <b>0</b> %<br>T  | <b>1</b> %       | 1%           |
| Chi2:  |       | ***              |                  |                   | ***                     |                           |           |                         |                      |                    |                              | ***              |               |                   | -         |             | (***)         |                 |                  |                  |              |
| Mean:  | 5.31  | 5.20             | 5.26             | 5.47              | 5.38                    | 5.17                      | 5.21      | 5.27                    | 4.84                 | 5.09               | *                            | 5.57             | 5.34          | 5.03              | 5.34      | 5.29        | 5.32          | 5.05            | 5.41             | 5.42             | 5.32         |
| Standard Deviation:  | 1.87  | 1.90             | 1.86             | 1.84              | 1.85                    | 1.89                      | 1.85      | 1.85                    | 1.98                 | 1.88               | *                            | 1.77             | 1.87          | 1.94              | 1.86      | 1.89        | 1.91          | 1.99            | 1.81             | 1.80             | 1.88         |
| Student's T:   |       | D                | D                | BC                | FGhIJ                   | Ehl                       | Elj       | eflJ                    | EFGHJ                | EgHI               |                              | MN               | LN            | LM                |           |             | R             | QSTU            | R                | R                | F            |

**C i r c u m** N e t w o r

|   |       | Percenta        |                   | cenario        |                         |                           |                     |                         |                     |             |                              |                |               |                  | _         |             |               |                   |              |                   |              |
|---|-------|-----------------|-------------------|----------------|-------------------------|---------------------------|---------------------|-------------------------|---------------------|-------------|------------------------------|----------------|---------------|------------------|-----------|-------------|---------------|-------------------|--------------|-------------------|--------------|
|   |       |                 | used              |                |                         |                           | held (no            |                         | Illy exclu          |             |                              |                | Age           |                  | Gen       | der         |               |                   | Region       |                   |              |
|   | Total | 1%<br>B         | 1.5%<br>C         | 2%<br>D        | Stand-<br>ard card<br>E | Prem-<br>ium<br>card<br>F | Both<br>G           | MC<br>Prem-<br>ium<br>H | Infinite<br>I       | Amex<br>J   | No Visa,<br>MC,<br>Amex<br>K | 18 to 35       | 36 to 55<br>M | 56 +<br>N        | Male<br>O | Female<br>P | Atlantic<br>Q | Quebec<br>R       | Ontario<br>S |                   | BC and terr. |
| QACCEPT2  |       |                 |                   |                |                         |                           |                     |                         |                     |             |                              |                |               |                  |           |             |               |                   |              |                   |              |
| merchants offering patrons [3<br>possible rates] discounts for using<br>standard credit cards rather than<br>premium credit cards |       |                 |                   |                |                         |                           |                     |                         |                     |             |                              |                |               |                  |           |             |               |                   |              |                   |              |
| Weighted number of respondents  | 3695  | 1232            | 1198              | 1265           | 1707                    | 3695                      | 1707                | 2330                    | 976                 | 1598        | 0                            | 741            | 1652          | 1295             | 2049      | 1646        | 246           | 600               | 1590         | 676               | 582          |
| Actual number of respondents  | 3984  | 1295            | 1336              | 1353           | 1879                    | 3984                      | 1879                | 2449                    | 1105                | 1784        | 0                            | 483            | 1330          | 2164             | 2278      | 1706        | 250           | 583               | 1870         | 721               | 559          |
| 1 Not at all  | 18%   | 20%             | 17%               | 17%            | <b>13</b> %<br>FHIi     | <b>18</b> %<br>EGli       | <b>13</b> %<br>FHIi | 17%<br>EGI              | 24%<br>EFGHJ        | 15%<br>efgl | 0%                           | 17%            | 17%           | 19%              | 17%       | 19%         | 20%           | <b>22</b> %<br>ST | 17%<br>R     | <b>15</b> %<br>Ru | 20%          |
| 2   | 7%    | 6%              | 7%                | 7%             | 7%                      | 7%                        | 7%                  | 7%                      | 8%<br>j             | 6%<br>i     | 0%                           | 7%             | 7%            | 7%               | 7%        | 7%          | 6%            | 8%                | 6%           | 7%                | 7%           |
| 3   | 6%    | <b>8</b> %<br>D | 6%                | <b>5%</b><br>B | 7%                      | 6%                        | 7%                  | 6%                      | <b>8</b> %          | 5%<br>I     | 0%                           | <b>4%</b><br>m | 7%<br>I       | 7%               | 6%        | 6%          | 7%            | <b>4%</b><br>st   | 7%<br>r      | 7%<br>r           | 5%           |
| 4 Moderately  | 23%   | 24%             | 22%               | 22%            | 23%                     | 23%                       | 23%                 | 23%                     | 22%                 | 22%         | 0%                           | 21%            | 22%<br>n      | <b>25</b> %<br>m | 23%       | 23%         | 23%           | 24%               | 22%          | 25%               | 22%          |
| 5   | 11%   | 11%             | 11%               | 12%            | 12%                     | 11%                       | 12%                 | 11%                     | 11%                 | 13%         | 0%                           | <b>14%</b>     | 11%           | 10%              | 11%       | 12%         | 13%           | 12%               | 11%          | 10%               | 13%          |
| 6   | 10%   | 9%<br>c         | <b>12</b> %<br>bD | 9%<br>C        | 11%<br>I                | 10%<br>I                  | 11%<br>I            | 11%<br>I                | <b>7</b> %<br>EFGHj | 10%<br>i    | 0%                           | 12%            | 9%            | 9%               | 10%       | 10%         | <b>6</b> %    | 9%                | 11%<br>q     | 10%               | 10%          |
| 7 Totally   | 24%   | 23%             | 23%               | 27%            | 27%                     | 24%                       | 27%                 | 24%                     | 19%                 | 28%         | 0%                           | 24%            | 26%           | 21%              | 26%       | 22%         | 23%           | 21%               | 26%          | 25%               | 23%          |
|   |       | d               | d                 | bo             | fhl                     | eglJ                      | fhl                 | eglj                    | EFGHJ               | Fhl         |                              |                | N             | M                | Р         | 0           |               | S                 | r            |                   |              |
| Don't know / No response  | 1%    | 1%<br>d         | 1%<br>d           | <b>2</b> %     | 1%<br>fhi               | 1%<br>eg                  | 1%<br>fhi           | 1%<br>eg                | 1%<br>eg            | 1%          | 0%                           | 1%             | 1%<br>n       | <b>2</b> %<br>m  | 1%        | 1%          | 1%            | 1%                | 1%           | 2%                | 2%           |
| Chi2:   |       | **              |                   |                | ***                     | - 0                       |                     |                         |                     |             |                              | **             |               |                  | -         |             | (*)           |                   |              |                   |              |
| Mean:   | 4.30  | 4.19            | 4.31              | 4.40           | 4.57                    | 4.30                      | 4.57                | 4.36                    | 3.86                | 4.52        | *                            | 4.43           | 4.36          | 4.15             | 4.38      | 4.20        | 4.13          | 4.07              | 4.42         | 4.38              | 4.22         |
| Standard Deviation:   | 2.14  | 2.14            | 2.13              | 2.15           | 2.06                    | 2.14                      | 2.06                | 2.13                    | 2.17                | 2.11        | *                            | 2.12           | 2.16          | 2.12             | 2.14      | 2.14        | 2.15          | 2.17              | 2.14         | 2.09              | 2.16         |
|   |       |                 |                   |                |                         |                           |                     |                         |                     |             |                              |                |               |                  |           |             |               |                   |              |                   |              |

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| acceptable is each of the follo   |       | Percenta         | ge rate s        | cenario     |                         |                           |           |                         |                      |           |                              |          |               |           |             |             |                |               |                  |                   |              |
|---|-------|------------------|------------------|-------------|-------------------------|---------------------------|-----------|-------------------------|----------------------|-----------|------------------------------|----------|---------------|-----------|-------------|-------------|----------------|---------------|------------------|-------------------|--------------|
|   |       |                  | used             |             |                         | Cards                     | held (n   | ot mutua                | Illy exclu           |           |                              |          | Age           |           | Ger         | nder        |                |               | Region           |                   |              |
|   | Total | 2%<br>B          | 3%<br>C          | 4%<br>D     | Stand-<br>ard card<br>E | Prem-<br>ium<br>card<br>F | Both<br>G | MC<br>Prem-<br>ium<br>H | Infinite             | Amex<br>J | No Visa,<br>MC,<br>Amex<br>K | 18 to 35 | 36 to 55<br>M | 56 +<br>N | Male<br>O   | Female<br>P | Atlantic Q     | Quebec<br>R   | Ontario<br>S     |                   | BC and terr. |
| QACCEPT3 merchants offering patrons [3 possible rates] discounts for using cash, cheque or debit rather than premium credit cards |       | ·                |                  |             |                         |                           |           |                         |                      |           |                              |          |               |           |             |             |                |               |                  |                   |              |
| Weighted number of respondents  | 3695  | 1232             | 1198             | 1265        | 1707                    | 3695                      | 1707      | 2330                    | 976                  | 1598      | 0                            | 741      | 1652          | 1295      | 2049        | 1646        | 246            | 600           | 1590             | 676               | 582          |
| Actual number of respondents  | 3984  | 1295             | 1336             | 1353        | 1879                    | 3984                      | 1879      | 2449                    | 1105                 | 1784      | 0                            | 483      | 1330          | 2164      | 2278        | 1706        | 250            | 583           | 1870             | 721               | 559          |
| 1 Not at all  | 8%    | 8%               | 9%               | 7%          | 8%<br>I                 | 8%<br>I                   | 8%<br>I   | 7%<br>I                 | <b>11%</b><br>EFGHJ  | 7%<br>I   | 0%                           | 6%       | 9%            | 8%        | 8%          | 9%          | 10%<br>t       | <b>10%</b> sT | 8%<br>r          | <b>6</b> %<br>qRU | 9%           |
| 2   | 3%    | 3%               | 3%               | 4%          | 4%                      | 3%<br>i                   | 4%        | 3%<br>i                 | <b>5%</b><br>fh      | 3%        | 0%                           | 4%       | 3%            | 3%        | 4%          | 3%          | 5%             | 4%            | 3%               | 3%                | 3%           |
| 3   | 4%    | <b>6%</b><br>C   | <b>3%</b><br>B   | 4%          | 4%                      | 4%                        | 4%        | 4%                      | 5%                   | 4%        | 0%                           | 5%       | 4%            | 5%        | 4%          | 5%          | <b>7%</b><br>S | 4%            | <b>3%</b><br>Qt  | 5%<br>s           | 5%           |
| 4 Moderately  | 14%   | <b>18%</b><br>CD | <b>12</b> %<br>B | <b>12</b> % | 14%                     | 14%                       | 14%       | <b>13</b> %             | <b>16</b> %<br>H     | 14%       | 0%                           | 14%      | 13%           | 15%       | <b>12</b> % | <b>16%</b>  | 12%            | <b>17%</b> st | 13%<br>r         | 12%<br>r          | 15%          |
| 5   | 10%   | 11%              | 10%              | 9%          | 11%                     | 10%                       | 11%       | 11%                     | 10%                  | 11%       | 0%                           | 11%      | 10%           | 10%       | 11%         | 10%         | 9%             | 9%            | 11%              | 9%                | 12%          |
| 6   | 14%   | 14%              | 14%              | 14%         | 14%                     | 14%                       | 14%       | 14%                     | 12%<br>j             | 15%<br>i  | 0%                           | 14%      | 14%           | 14%       | 14%         | 14%         | 10%<br>s       | 13%           | <b>16%</b><br>qU | 13%               | 11%          |
| 7 Totally   | 45%   | <b>40%</b><br>CD | <b>47%</b><br>B  | <b>48</b> % | 45%<br>I                | 45%<br>I                  | 45%<br>I  | 46%<br>I                | <b>40</b> %<br>EFGHJ | 46%<br>I  | 0%                           | 47%      | 46%           | 43%       | 46%         | 44%         | 46%            | 42%<br>T      | 45%<br>T         | <b>50%</b><br>RSu | 44%          |
| Don't know / No response  | 1%    | 1%               | 1%               | 1%          | 0%<br>i                 | 1%                        | 0%<br>i   | 1%                      | 1%<br>eg             | 0%        | 0%                           | 1%       | 0%            | 1%        | 1%          | 0%          | 1%             | 0%            | 1%               | 1%                | 1%           |
| Chi2:   |       | ***              |                  |             | *                       |                           |           |                         |                      |           |                              | -        |               |           | *           |             | (***)          |               |                  |                   |              |
| Mean:   | 5.39  | 5.24             | 5.46             | 5.49        | 5.38                    | 5.39                      | 5.38      | 5.47                    | 5.05                 | 5.46      | *                            | 5.47     | 5.40          | 5.34      | 5.46        | 5.32        | 5.21           | 5.19          | 5.46             | 5.60              | 5.28         |
| Standard Deviation:   | 1.93  | 1.91             | 1.96             | 1.92        | 1.93                    | 1.93                      | 1.93      | 1.89                    | 2.09                 | 1.88      | *                            | 1.87     | 1.96          | 1.93      | 1.91        | 1.96        | 2.10           | 2.03          | 1.88             | 1.83              | 1.99         |
| Student's T:  |       | CD               | В                | В           |                         | I                         | I         | I                       | EFGHJ                | I         |                              |          |               |           | n           | . 0         | Т              | ST            | R                | ORU               |              |

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| acceptable is each of the follo   |       | Percenta         | ge rate s      | cenario                                 |                         |                           |            |                         |                     |                  |                              |                   |                   |                  |                 |             |                    |                   |                  |                  |                      |
|---|-------|------------------|----------------|---|-------------------------|---------------------------|------------|-------------------------|---------------------|------------------|------------------------------|-------------------|-------------------|------------------|-----------------|-------------|--------------------|-------------------|------------------|------------------|----------------------|
|   |       | . 0.00           | used           | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |                         | Cards                     | held (n    | ot mutua                | lly exclus          | sive)            |                              |                   | Age               |                  | Gen             | nder        |                    |                   | Region           |                  |                      |
|   | Total | 1%<br>B          | 1.5%<br>C      | 2%<br>D                                 | Stand-<br>ard card<br>E | Prem-<br>ium<br>card<br>F | Both<br>G  | MC<br>Prem-<br>ium<br>H | Infinite            | Amex<br>J        | No Visa,<br>MC,<br>Amex<br>K | 18 to 35          | 36 to 55<br>M     | 56 +<br>N        | Male<br>O       | Female<br>P | Atlantic<br>Q      | Quebec<br>R       | Ontario<br>S     |                  | BC and<br>terr.<br>U |
| QACCEPT4 merchants surcharging patrons [3 possible rates] for using standard credit cards |       |                  | - 1            |   | 1                       | •                         | - 1        |                         | 1                   | - 1              |                              | 1                 | '                 |                  |                 |             |                    |                   | - 1              | ,                |                      |
| Weighted number of respondents  | 7719  | 2502             | 2541           | 2675                                    | 5731                    | 4102                      | 2114       | 2619                    | 997                 | 1757             | 0                            | 2296              | 3062              | 2343             | 4015            | 3704        | 477                | 1684              | 3119             | 1280             | 1156                 |
| Actual number of respondents  | 7678  | 2506             | 2584           | 2588                                    | 5573                    | 4407                      | 2302       | 2742                    | 1130                | 1958             | 0                            | 1247              | 2498              | 3916             | 4181            | 3497        | 462                | 1495              | 3419             | 1260             | 1040                 |
| 1 Not at all  | 60%   | <b>58%</b><br>d  | 60%            | <b>62%</b><br>b                         | <b>58%</b><br>FHIJ      | <b>63%</b><br>EG          | 60%<br>FhJ | 62%<br>Eg               | 63%<br>E            | <b>64%</b><br>EG | 0%                           | <b>52</b> %<br>MN | <b>62</b> %<br>LN | <b>66%</b><br>LM | <b>59%</b><br>p | <b>61</b> % | 63%<br>s           | <b>64</b> %<br>ST | <b>58%</b><br>qR | 59%<br>R         | 61%                  |
| 2   | 14%   | 13%              | 15%            | 15%                                     | 15%                     | 14%<br>g                  | 16%<br>f   | 14%                     | 14%                 | 14%              | 0%                           | <b>17</b> %<br>MN | <b>13</b> %       | <b>13</b> %      | 14%             | 14%         | 13%                | <b>12</b> %<br>S  | <b>16%</b><br>R  | 14%              | 15%                  |
| 3   | 9%    | 9%<br>d          | 9%             | <b>8%</b><br>b                          | 9%                      | 9%                        | 10%        | 9%                      | 10%                 | 9%               | 0%                           | <b>10</b> %<br>N  | 9%<br>N           | <b>7</b> %<br>LM | 8%              | 9%          | 9%                 | 8%                | 9%               | 9%               | 8%                   |
| 4 Moderately  | 8%    | 8%               | 8%             | 7%                                      | <b>8</b> %<br>flJ       | 7%<br>e                   | 8%<br>ii   | 7%<br>i                 | <b>6%</b><br>Egh    | <b>6</b> %<br>Eg | 0%                           | 9%                | 8%                | 7%               | 8%              | 8%          | <b>5%</b><br>su    | 8%                | 8%<br>a          | 8%               | 9%                   |
| 5   | 3%    | <b>2</b> %<br>cD | 3%<br>b        | <b>3</b> %<br>B                         | <b>3</b> %              | 2%                        | 2%<br>e    | 2%                      | 2%                  | 2%               | 0%                           | <b>4%</b><br>MN   | <b>2</b> %<br>L   | <b>2</b> %<br>L  | 3%              | 2%          | 1%<br>st           | 2%<br>s           | <b>3%</b><br>qrU | 3%<br>q          | <b>2</b> %           |
| 6   | 2%    | <b>4%</b><br>CD  | <b>1%</b><br>B | <b>2</b> %<br>B                         | <b>3</b> %<br>FGij      | <b>2</b> %<br>E           | 2%<br>E    | 2%                      | 1%<br>e             | 2%<br>e          | 0%                           | <b>4%</b><br>MN   | <b>2</b> %<br>L   | <b>1</b> %<br>L  | 2%              | 2%          | 2%                 | 2%<br>t           | <b>2</b> %       | <b>4</b> %<br>rS | 3%                   |
| 7 Totally   | 4%    | 4%               | 3%             | 3%                                      | <b>4</b> %<br>fl        | 3%<br>e                   | 3%         | 3%                      | 2%<br>E             | 3%               | 0%                           | 4%                | 4%                | 3%               | <b>4</b> %<br>P | <b>3</b> %  | <b>6</b> %<br>rStu | 4%<br>q           | 3%<br>Q          | 3%<br>q          | 3%<br>0              |
| Don't know / No response  | 1%    | 0%               | 1%             | 0%                                      | 0%<br>I                 | 1%<br>i                   | 0%<br>I    | 1%<br>i                 | <b>1</b> %<br>EfGhj | 0%<br>i          | 0%                           | 0%                | <b>0</b> %<br>N   | <b>1</b> %<br>M  | 1%              | 0%          | 0%                 | 0%<br>T           | 0%<br>T          | <b>1%</b><br>RS  | 1%                   |
| Chi2:   |       | ***              |                |   | ***                     |                           |            |                         |                     |                  |                              | ***               |                   |                  | **              |             | (***)              |                   |                  |                  |                      |
| Mean:   | 1.99  | 2.10             | 1.95           | 1.93                                    | 2.05                    | 1.87                      | 1.93       | 1.90                    | 1.81                | 1.86             | *                            | 2.23              | 1.93              | 1.83             | 2.05            | 1.93        | 1.97               | 1.93              | 2.01             | 2.06             | 1.97                 |
| Standard Deviation:   | 1.58  | 1.69             | 1.51           | 1.54                                    | 1.62                    | 1.47                      | 1.48       | 1.51                    | 1.39                | 1.49             | *                            | 1.70              | 1.54              | 1.49             | 1.65            | 1.50        | 1.69               | 1.58              | 1.55             | 1.64             | 1.56                 |
| Student's T:  |       | CD               | В              | В                                       | FGHIJ                   | F                         | Ei         | E                       | Eg                  | E                |                              | MN                | LN                | LM               | P               |             |                    | _                 |                  |                  |                      |

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|  |       | Percenta       | ge rate s      | cenario        |                         |                           |                    |                         |                    |           |                              |                   |               |                  |                |                 |                  |                  |                  |                 |              |
|--|-------|----------------|----------------|----------------|-------------------------|---------------------------|--------------------|-------------------------|--------------------|-----------|------------------------------|-------------------|---------------|------------------|----------------|-----------------|------------------|------------------|------------------|-----------------|--------------|
|  |       |                | used           |                |                         | Cards                     | held (n            | ot mutua                | lly exclu          |           |                              |                   | Age           |                  | Gen            | nder            |                  |                  | Region           |                 |              |
|  | Total | 2%<br>B        | 3%<br>C        | 4%<br>D        | Stand-<br>ard card<br>E | Prem-<br>ium<br>card<br>F | Both<br>G          | MC<br>Prem-<br>ium<br>H | Infinite           | Amex<br>J | No Visa,<br>MC,<br>Amex<br>K | 18 to 35          | 36 to 55<br>M | 56 +<br>N        | Male<br>O      | Female<br>P     | Atlantic<br>Q    | Quebec<br>R      | Ontario<br>S     |                 | BC and terr. |
| QACCEPT5 merchants surcharging patrons [3 possible rates] for using premium credit cards |       | "              | - "            |                | "                       |                           |                    |                         |                    |           |                              |                   | 1             |                  |                |                 |                  | "                | - '              |                 |              |
| Weighted number of respondents   | 3695  | 1232           | 1198           | 1265           | 1707                    | 3695                      | 1707               | 2330                    | 976                | 1598      | 0                            | 741               | 1652          | 1295             | 2049           | 1646            | 246              | 600              | 1590             | 676             | 582          |
| Actual number of respondents   | 3984  | 1295           | 1336           | 1353           | 1879                    | 3984                      | 1879               | 2449                    | 1105               | 1784      | 0                            | 483               | 1330          | 2164             | 2278           | 1706            | 250              | 583              | 1870             | 721             | 559          |
| 1 Not at all   | 72%   | 71%            | 72%            | 74%            | 70%<br>i                | 72%                       | 70%<br>i           | 72%                     | <b>75%</b> eg      | 73%       | 0%                           | <b>65</b> %<br>MN | 73%<br>L      | <b>75</b> %<br>L | 73%            | 71%             | 73%              | <b>76%</b><br>S  | <b>70</b> %<br>R | 72%             | 73%          |
| 2  | 11%   | 11%            | 12%<br>d       | <b>10</b> %    | <b>13%</b> fhj          | 11%<br>eg                 | <b>13</b> %<br>fhj | 11%<br>eg               | 11%                | 10%<br>eg | 0%                           | <b>14</b> %<br>M  | <b>10</b> %   | 11%              | 11%            | 12%             | 10%              | 10%              | 12%              | 12%             | 11%          |
| 3  | 5%    | <b>7%</b><br>d | 5%             | <b>4%</b><br>b | 6%                      | 5%                        | 6%                 | 6%                      | 5%                 | 6%        | 0%                           | 7%<br>n           | 6%<br>n       | <b>4%</b><br>Im  | 5%             | 6%              | 6%               | <b>3%</b><br>StU | 6%<br>R          | 5%<br>r         | 7%<br>· F    |
| 4 Moderately   | 5%    | 5%             | <b>4%</b><br>d | <b>6%</b>      | 5%                      | 5%                        | 5%                 | 5%                      | 4%                 | 4%        | 0%                           | 6%                | 5%            | 4%               | 4%             | 5%              | 5%               | 5%               | 5%               | 5%              | 4%           |
| 5  | 2%    | 1%             | 2%             | 2%             | 2%                      | 2%                        | 2%                 | 2%                      | 2%                 | 2%        | 0%                           | <b>3</b> %<br>MN  | 1%<br>L       | 1%<br>L          | 2%             | 2%              | 1%               | 2%<br>t          | <b>2</b> %<br>T  | <b>1%</b><br>rS | 1%           |
| 6  | 1%    | 2%             | 1%             | 1%             | 1%                      | 1%                        | 1%                 | 2%                      | 1%                 | 1%        | 0%                           | 2%<br>n           | 1%            | <b>1</b> %       | 1%             | 1%              | 0%               | 2%               | 1%               | 1%              | 2%           |
| 7 Totally  | 3%    | 3%             | 3%             | 3%             | 3%<br>i                 | 3%                        | 3%<br>i            | 3%<br>i                 | <b>2</b> %<br>eghj | 3%<br>i   | 0%                           | 3%                | 3%            | 3%               | <b>4%</b><br>P | <b>2</b> %<br>O | <b>6%</b><br>Rsu | 2%<br>Q          | 3%<br>q          | 3%              | 3%           |
| Don't know / No response   | 1%    | 0%             | 0%             | 1%             | 0%                      | 1%                        | 0%                 | 1%                      | 1%                 | 0%        | 0%                           | 1%                | 0%            | 1%               | <b>1</b> %     | <b>0</b> %<br>o | 0%               | 0%<br>t          | 0%               | <b>1</b> %      | 0%           |
| Chi2:  |       | -              |                |                | -                       |                           |                    |                         |                    |           |                              | (***)             |               |                  | *              |                 | (*)              |                  |                  |                 |              |
| Mean:  | 1.68  | 1.71           | 1.67           | 1.66           | 1.71                    | 1.68                      | 1.71               | 1.70                    | 1.59               | 1.68      | *                            | 1.83              | 1.69          | 1.59             | 1.69           | 1.67            | 1.76             | 1.61             | 1.72             | 1.64            | 1.67         |
| Standard Deviation:  | 1.41  | 1.43           | 1.41           | 1.40           | 1.42                    | 1.41                      | 1.42               | 1.44                    | 1.29               | 1.44      | *                            | 1.48              | 1.44          | 1.33             | 1.47           | 1.34            | 1.60             | 1.36             | 1.43             | 1.36            | 1.41         |
| Student's T:   |       |                |                |                |                         | - 1                       |                    | - :                     | efgh               |           |                              | N                 | n             | Lm               |                |                 |                  |                  |                  |                 |              |

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| acceptable", how acceptable                                 | s eac | n or tr                 |                      |                   |                         |                   | - ! \              |                              |                   | A               |                   | 0              | . dan  |                    |                  | Danian           |                  |                      |
|---|-------|-------------------------|----------------------|-------------------|-------------------------|-------------------|--------------------|------------------------------|-------------------|-----------------|-------------------|----------------|--------|--------------------|------------------|------------------|------------------|----------------------|
|   | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card | Both              | MC<br>Prem-<br>ium<br>E | Infinite          |                    | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | Age<br>36 to 55 | 56 +<br>K         | Male           | Female | Atlantic<br>N      | Quebec<br>O      | Region Ontario   |                  | BC and<br>terr.<br>R |
| QACCEPT6<br>merchants not accepting premium<br>credit cards |       |                         |                      |                   |                         |                   |                    |                              | -                 |                 |                   |                |        |                    |                  | -                |                  |                      |
| Weighted number of respondents                              | 3695  | 1707                    | 3695                 | 1707              | 2330                    | 976               | 1598               | 0                            | 741               | 1652            | 1295              | 2049           | 1646   | 246                | 600              | 1590             | 676              | 582                  |
| Actual number of respondents                                | 3984  | 1879                    | 3984                 | 1879              | 2449                    | 1105              | 1784               | 0                            | 483               | 1330            | 2164              | 2278           | 1706   | 250                | 583              | 1870             | 721              | 559                  |
| 1 Not at all  | 53%   | <b>47%</b><br>CEF       | <b>53%</b><br>BDFG   | <b>47%</b><br>CEF | <b>54%</b><br>BDFG      | 63%<br>BCDEG      | <b>49</b> %<br>CEF | 0%                           | <b>48</b> %<br>jK | 53%<br>iK       | <b>57</b> %<br>IJ | 54%            | 53%    | <b>63</b> %<br>OPr | 53%<br>N         | <b>51%</b><br>NQ | 56%<br>P         | 54%<br>n             |
| 2   | 13%   | 15%<br>f                | 13%                  | 15%<br>f          | 14%                     | <b>12</b> %<br>bd | 14%                | 0%                           | 14%               | 13%             | 12%               | 14%            | 12%    | <b>9</b> %         | 11%<br>p         | <b>14%</b> no    | 13%              | 13%                  |
| 3   | 10%   | 12%<br>F                | 10%                  | 12%<br>F          | 10%                     | <b>9</b> %<br>BD  | 10%                | 0%                           | <b>13</b> %       | 10%             | <b>9</b> %        | 10%            | 11%    | <b>6%</b><br>oOR   | 10%              | 9%<br>a          | 12%<br>Np        | 12%<br>N             |
| 4 Moderately  | 15%   | <b>17%</b> cEF          | 15%<br>bdFg          | <b>17%</b> cEF    | 14%<br>BDFG             | 11%<br>BCDEG      | <b>17</b> % cEF    | 0%                           | 13%               | 16%             | 15%               | 15%            | 15%    | 14%                | <b>18%</b><br>qR | 15%              | 14%              | <b>12</b> %          |
| 5   | 3%    | 4%<br>f                 | 3%                   | 4%<br>f           | 3%                      | 2%<br>bd          | 3%                 | 0%                           | <b>4%</b><br>K    | 3%              | <b>2</b> %        | 3%             | 3%     | 3%                 | 3%               | 4%<br>q          | <b>2</b> %       | 3%                   |
| 6   | 1%    | 1%<br>g                 | 1%<br>g              | 1%<br>g           | 2%                      | 1%<br>g           | 2%<br>bcdf         | 0%                           | <b>3%</b><br>JK   | <b>1</b> %      | <b>1</b> %        | 1%             | 2%     | 0%<br>p            | <b>0</b> %<br>P  | <b>2</b> % nOQ   | <b>0</b> %<br>Pr | 1%<br>q              |
| 7 Totally   | 3%    | 4%<br>f                 | 3%<br>g              | 4%<br>f           | 3%<br>g                 | <b>3</b> %<br>bdG | <b>4</b> % ceF     | 0%                           | <b>5</b> %<br>k   | 3%              | 3%<br>i           | <b>4%</b><br>m | 3%     | 4%                 | 3%               | 4%<br>a          | <b>2</b> %<br>pr | 4%<br>a              |
| Don't know / No response                                    | 1%    | 0%                      | 1%                   | 0%                | 1%                      | 1%                | 0%                 | 0%                           | 0%                | 1%              | 1%                | 1%             | 1%     | 1%                 | 1%               | 1%               | 1%               | 1%                   |
| Chi2:   |       | ***                     |                      |                   |                         |                   |                    |                              | ***               |                 |                   | -              |        | (***)              |                  |                  |                  |                      |
| Mean:   | 2.18  | 2.35                    | 2.18                 | 2.35              | 2.15                    | 1.91              | 2.38               | *                            | 2.42              | 2.18            | 2.05              | 2.18           | 2.18   | 2.02               | 2.19             | 2.29             | 2.00             | 2.15                 |
| Standard Deviation:   | 1.60  | 1.65                    | 1.60                 | 1.65              | 1.58                    | 1.47              | 1.71               | *                            | 1.76              | 1.57            | 1.52              | 1.63           | 1.56   | 1.63               | 1.55             | 1.68             | 1.40             | 1.61                 |
| Student's T:  |       | CEF                     | BDFG                 | CEF               | BDFG                    | <b>BCDEG</b>      | CEF                |                              | JK                | lk              | lj                |                |        | р                  | q                | nQ               | oP               |                      |

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|  |       |                    | Cards                     | held (n     | ot mutua                | ılly exclu        | sive)             |                              |                   | Age              |                   | Gen             | der         |                   |                   | Region           |                  |                  |
|--|-------|--------------------|---------------------------|-------------|-------------------------|-------------------|-------------------|------------------------------|-------------------|------------------|-------------------|-----------------|-------------|-------------------|-------------------|------------------|------------------|------------------|
|  | Total | Stand-<br>ard card | Prem-<br>ium<br>card<br>C | Both<br>D   | MC<br>Prem-<br>ium<br>F | Infinite<br>F     | Amex              | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55         | 56 +<br>K         | Male            | Female<br>M | Atlantic<br>N     | Quebec<br>O       | Ontario<br>P     |                  | BC and terr.     |
| QACCEPT7<br>merchants asking patrons to use a<br>form of payment other than a credit |       | _                  |                           |             |                         |                   |                   |                              | -                 |                  |                   |                 | <del></del> |                   |                   |                  |                  |                  |
| card   |       |                    |                           |             |                         |                   |                   |                              |                   |                  |                   |                 |             |                   |                   |                  |                  |                  |
| Weighted number of respondents   | 7719  | 5731               | 4102                      | 2114        | 2619                    | 997               | 1757              | 0                            | 2296              | 3062             | 2343              | 4015            | 3704        | 477               | 1684              | 3119             | 1280             | 1156             |
| Actual number of respondents   | 7678  | 5573               | 4407                      | 2302        | 2742                    | 1130              | 1958              | 0                            | 1247              | 2498             | 3916              | 4181            | 3497        | 462               | 1495              | 3419             | 1260             | 1040             |
| 1 Not at all   | 27%   | 24%<br>CDEFG       | <b>31%</b><br>BD          | 28%<br>BCFG | 30%<br>Bg               | <b>33</b> %<br>BD | <b>33%</b><br>BDe | 0%                           | <b>19</b> %<br>JK | 27%<br>IK        | <b>35</b> %<br>IJ | 26%             | 28%         | <b>36%</b><br>PQR | <b>33%</b><br>PQR | <b>24%</b><br>NO | <b>25%</b><br>NO | 25%<br>NO        |
| 2  | 15%   | 15%                | 15%                       | 16%         | 16%                     | 16%               | 16%               | 0%                           | <b>13</b> %       | <b>17%</b><br>ik | 14%<br>i          | 15%             | 15%         | 14%               | 15%               | <b>16</b> %      | 14%              | 13%<br>p         |
| 3  | 13%   | 13%                | 14%                       | 14%         | 14%                     | 12%<br>g          | 15%<br>f          | 0%                           | 13%               | <b>14%</b><br>K  | <b>11</b> % J     | 13%             | 13%         | 12%               | 12%               | 14%              | 14%              | 13%              |
| 4 Moderately   | 25%   | <b>26</b> % cG     | 24%<br>bG                 | 24%<br>G    | 24%<br>G                | 24%<br>g          | 21%<br>BCDEf      | 0%                           | 26%               | 25%              | 25%               | 24%             | 26%         | <b>20</b> % oqr   | 26%<br>n          | 25%              | 26%<br>n         | 26%<br>n         |
| 5  | 7%    | 8%<br>CDEFG        | <b>5%</b><br>B            | 6%<br>Bf    | <b>5%</b><br>B          | <b>4%</b><br>Bd   | <b>5%</b><br>B    | 0%                           | <b>11%</b><br>JK  | <b>6%</b><br>Ik  | <b>5</b> %<br>lj  | <b>7%</b><br>m  | 8%          | 7%                | <b>6%</b><br>pR   | 8%<br>oq         | 6%<br>pR         | <b>9</b> %<br>00 |
| 6  | 5%    | 6%<br>CDEFg        | <b>4%</b><br>B            | 4%<br>B     | 4%<br>B                 | <b>3</b> %<br>B   | 5%<br>b           | 0%                           | <b>9</b> %<br>JK  | <b>4</b> %       | <b>4</b> %        | 5%              | 6%          | 4%<br>pQ          | <b>4</b> %<br>PQ  | <b>6</b> % nO    | <b>7</b> %       | 5%               |
| 7 Totally  | 7%    | 8%<br>CEG          | <b>6%</b><br>B            | 7%          | <b>6%</b><br>B          | 7%                | 5%<br>B           | 0%                           | 8%<br>K           | 7%<br>k          | <b>6</b> %<br>li  | <b>9</b> %<br>M | <b>5</b> %  | 8%<br>0           | 4%<br>NPQR        | <b>8</b> %<br>O  | 7%<br>O          | 8%<br>0          |
| Don't know / No response   | 1%    | 0%                 | 1%                        | 0%          | 1%                      | 1%                | 0%                | 0%                           | 1%                | <b>0</b> %<br>K  | <b>1</b> %        | 1%              | 0%          | 0%<br>q           | 1%<br>q           | 0%<br>Q          | 1%<br>noPR       | 0%<br>Ç          |
| Chi2:  |       | (***)              |                           |             |                         |                   |                   |                              | ***               |                  |                   | ***             |             | (***)             |                   |                  |                  |                  |
| Mean:  | 3.14  | 3.27               | 2.91                      | 3.04        | 2.95                    | 2.88              | 2.85              | *                            | 3.55              | 3.07             | 2.84              | 3.21            | 3.07        | 2.92              | 2.82              | 3.26             | 3.23             | 3.29             |
| Standard Deviation:  | 1.83  | 1.84               | 1.77                      | 1.81        | 1.76                    | 1.81              | 1.78              | *                            | 1.84              | 1.79             | 1.79              | 1.88            | 1.76        | 1.91              | 1.71              | 1.84             | 1.81             | 1.86             |
| Student's T:   |       | CDEFG              | BD                        | BCfG        | В                       | Bd                | BD                |                              | JK                | IK               | IJ                | М               | L           | PQR               | PQR               | NO               | NO               | NO               |

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|  |       |                         | Cards                     | held (n     | ot mutua                | ılly exclu       | sive)      |                              |                  | Age            |                 | Gen              | der         |                    |                  | Region             |          |              |
|--|-------|-------------------------|---------------------------|-------------|-------------------------|------------------|------------|------------------------------|------------------|----------------|-----------------|------------------|-------------|--------------------|------------------|--------------------|----------|--------------|
|  | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D   | MC<br>Prem-<br>ium<br>E | Infinite<br>F    | Amex<br>G  | No Visa,<br>MC,<br>Amex<br>H | 18 to 35         | 36 to 55<br>J  | 56 +<br>K       | Male<br>L        | Female<br>M | Atlantic<br>N      | Quebec<br>O      | Ontario I          |          | BC and terr. |
| QACCEPT8 merchants asking patrons to use a standard credit card instead of a premium credit card |       |                         |                           |             |                         |                  |            |                              |                  |                |                 |                  |             |                    | - 1              |                    |          |              |
| Weighted number of respondents   | 3695  | 1707                    | 3695                      | 1707        | 2330                    | 976              | 1598       | 0                            | 741              | 1652           | 1295            | 2049             | 1646        | 246                | 600              | 1590               | 676      | 582          |
| Actual number of respondents   | 3984  | 1879                    | 3984                      | 1879        | 2449                    | 1105             | 1784       | 0                            | 483              | 1330           | 2164            | 2278             | 1706        | 250                | 583              | 1870               | 721      | 559          |
| 1 Not at all   | 37%   | 30%<br>CEFG             | <b>37%</b><br>BDF         | 30%<br>CEFG | 37%<br>BDF              | 42%<br>BCDEG     | 35%<br>BDF | 0%                           | <b>34%</b><br>K  | 36%<br>K       | <b>41</b> %     | <b>36</b> %<br>M | <b>40</b> % | <b>45</b> %<br>Pqr | <b>42</b> %<br>P | <b>35%</b><br>NO   | 37%<br>n | 37%<br>r     |
| 2  | 16%   | 17%                     | 16%                       | 17%         | 16%                     | 18%<br>g         | 15%<br>1   | 0%                           | 14%              | 17%            | 16%             | <b>17</b> %      | <b>14</b> % | 15%                | 14%<br>q         | 16%                | 18%<br>o | 17%          |
| 3  | 14%   | 15%<br>F                | 14%<br>f                  | 15%<br>F    | 14%<br>f                | 11%<br>BcDeG     | 15%<br>F   | 0%                           | 16%<br>K         | 14%<br>K       | <b>11</b> %     | 14%              | 14%         | 11%                | 13%              | 14%                | 14%      | 14%          |
| 4 Moderately   | 19%   | 20%<br>f                | 19%                       | 20%<br>f    | 18%                     | 17%<br>bdg       | 20%        | 0%                           | <b>15%</b><br>jK | 19%<br>i       | 20%<br>I        | 18%              | 19%         | 18%                | 20%              | 18%                | 20%      | 19%          |
| 5  | 5%    | 6%<br>F                 | 5%                        | 6%<br>F     | 5%<br>f                 | <b>4%</b><br>BDe | 5%         | 0%                           | <b>8%</b><br>jK  | 5%<br>i        | 4%<br>I         | 4%               | 6%          | 4%                 | 5%               | <b>6%</b><br>qr    | 4%<br>p  | 4%           |
| 6  | 4%    | 5%<br>F                 | 4%<br>F                   | 5%<br>F     | 4%<br>F                 | 2%<br>BCDEG      | 5%<br>F    | 0%                           | <b>8</b> %<br>JK | <b>3</b> %     | <b>2</b> %      | 4%               | 4%          | <b>1</b> %<br>P    | 3%<br>P          | <b>6</b> %<br>NOQr | 3%<br>P  | 3%           |
| 7 Totally  | 4%    | 6%                      | 4%                        | 6%          | 4%                      | 5%               | 5%         | 0%                           | 4%               | 5%             | 4%              | <b>6</b> %<br>M  | <b>3</b> %  | 5%                 | 3%               | 5%                 | 4%       | 5%           |
| Don't know / No response   | 1%    | 1%                      | 1%                        | 1%          | 1%                      | 1%               | 1%         | 0%                           | 1%               | <b>0%</b><br>K | <b>1</b> %<br>J | 1%               | 1%          | 1%                 | 1%               | 1%                 | 1%       | 1%           |
| Chi2:  |       | ***                     |                           |             |                         |                  |            |                              | ***              |                |                 | ***              |             | (**)               |                  |                    |          |              |
| Mean:  | 2.68  | 2.93                    | 2.68                      | 2.93        | 2.69                    | 2.51             | 2.79       | *                            | 2.92             | 2.68           | 2.53            | 2.73             | 2.61        | 2.46               | 2.53             | 2.82               | 2.58     | 2.64         |
| Standard Deviation:  | 1.74  | 1.78                    | 1.74                      | 1.78        | 1.74                    | 1.75             | 1.78       | *                            | 1.86             | 1.73           | 1.69            | 1.78             | 1.70        | 1.73               | 1.67             | 1.81               | 1.64     | 1.72         |
| Student's T:   |       | CEFg                    | BDFg                      | CEFg        | BDF                     | BCDEG            | bcdF       |                              | jK               | ik             | lj              | m                |             | l P                | P                | NOQr               | Р        | ŗ            |

**Circum** Nettwork Inc

|   |       |                         | Cards                     | held (n   | ot mutua                | ılly exclu    |                   |                              |                  | Age             |             | Gen              | nder        |                     |                    | Region       |               |                  |
|---|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-------------------|------------------------------|------------------|-----------------|-------------|------------------|-------------|---------------------|--------------------|--------------|---------------|------------------|
|   | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G         | No Visa,<br>MC,<br>Amex<br>H | 18 to 35         | 36 to 55<br>J   | 56 +<br>K   | Male<br>L        | Female<br>M | Atlantic<br>N       | Quebec<br>O        | Ontario<br>P | Prairies<br>O | BC and terr.     |
| QACCEPT9 merchants informing patrons of the cost to the merchant of credit card use |       |                         |                           |           | -                       |               |                   |                              |                  |                 |             | -                |             |                     |                    |              |               |                  |
| Weighted number of respondents  | 7719  | 5731                    | 4102                      | 2114      | 2619                    | 997           | 1757              | 0                            | 2296             | 3062            | 2343        | 4015             | 3704        | 477                 | 1684               | 3119         | 1280          | 1156             |
| Actual number of respondents  | 7678  | 5573                    | 4407                      | 2302      | 2742                    | 1130          | 1958              | 0                            | 1247             | 2498            | 3916        | 4181             | 3497        | 462                 | 1495               | 3419         | 1260          | 1040             |
| 1 Not at all  | 20%   | <b>19</b> %<br>CefG     | 22%<br>B                  | 20%<br>g  | 21%<br>b                | 22%<br>b      | <b>23</b> %<br>Bd | 0%                           | <b>14%</b><br>JK | 20%<br>IK       | <b>26</b> % | <b>18</b> %<br>M | <b>22</b> % | <b>27%</b><br>oPQR  | 21%<br>nr          | 20%<br>N     | 19%<br>N      | <b>17%</b><br>No |
| 2   | 10%   | 10%<br>g                | 11%                       | 11%       | 10%<br>g                | 11%           | <b>12</b> % be    | 0%                           | 9%               | 11%             | 11%         | <b>9</b> %<br>M  | <b>12</b> % | 11%                 | 9%                 | 11%          | 11%           | 11%              |
| 3   | 10%   | 10%                     | 10%                       | 10%       | 10%                     | 11%           | 10%               | 0%                           | 10%              | <b>11%</b><br>K | <b>9</b> %  | 10%              | 10%         | 12%                 | 10%                | 10%          | 10%           | 10%              |
| 4 Moderately  | 26%   | 27%                     | 26%                       | 27%       | 28%<br>f                | 25%<br>e      | 26%               | 0%                           | 26%              | 26%             | 26%         | 27%              | 25%         | 26%                 | 28%                | 26%          | 27%           | 26%              |
| 5   | 9%    | <b>10%</b> ce           | 9%<br>b                   | 10%       | 9%<br>b                 | 9%            | 9%                | 0%                           | <b>12%</b><br>jK | 9%<br>i         | <b>8</b> %  | 9%               | 10%         | <b>7%</b><br>O      | <b>12%</b><br>NPgr | <b>8</b> %   | 9%<br>o       | 10%              |
| 6   | 8%    | 9%                      | 8%                        | 8%        | 8%                      | 8%            | 8%                | 0%                           | <b>11%</b><br>JK | 8%<br>I         | 7%          | <b>9</b> %<br>m  | 7%          | <b>5</b> %<br>I POR | 6%<br>PgR          | 9%<br>NO     | 9%<br>No      | <b>10</b> %      |
| 7 Totally   | 15%   | <b>15</b> % cdG         | 13%<br>b                  | 13%<br>b  | 14%                     | 14%<br>g      | <b>12</b> %<br>Bf | 0%                           | <b>17%</b><br>iK | 14%<br>iK       | <b>12</b> % | <b>16</b> %      | <b>13</b> % | 12%                 | <b>13</b> %        | <b>16</b> %  | 15%           | 15%              |
| Don't know / No response  | 1%    | 1%                      | 1%                        | 1%        | 1%                      | 1%            | 0%                | 0%                           | 1%               | <b>0</b> %<br>K | 1%          | 1%               | 1%          | 0%                  | 1%                 | 1%           | <b>1</b> %    | 1%               |
| Chi2:   |       | *                       |                           |           |                         |               |                   |                              | ***              | - 1             |             | ***              |             | (***)               |                    | ч            | P             |                  |
| Mean:   | 3.79  | 3.85                    | 3.67                      | 3.73      | 3.72                    | 3.72          | 3.56              | *                            | 4.14             | 3.74            | 3.50        | 3.93             | 3.64        | 3.40                | 3.70               | 3.82         | 3.84          | 3.93             |
| Standard Deviation:   | 2.01  | 2.00                    | 2.00                      | 1.98      | 2.00                    | 2.04          | 1.99              | *                            | 1.97             | 1.99            | 2.02        | 2.00             | 2.01        | 2.00                | 1.96               | 2.03         | 2.01          | 2.00             |
| Student's T:  |       | CdEG                    | Bg                        | bG        | BG                      | g             | BcDEf             |                              | JK               | IK              | IJ          | М                | L           | OPOR                | NR                 | N            | N             | NC               |

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|  |       |                         | Cards                     | held (no  | ot mutua                | lly exclu         | sive)             |                              |                   | Age              |             | Ger             | nder        |               |                  | Region           |                   |                      |
|--|-------|-------------------------|---------------------------|-----------|-------------------------|-------------------|-------------------|------------------------------|-------------------|------------------|-------------|-----------------|-------------|---------------|------------------|------------------|-------------------|----------------------|
|  | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite          | Amex              | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55         | 56 +<br>K   | Male            | Female<br>M | Atlantic<br>N | Quebec           | Ontario          |                   | BC and<br>terr.<br>R |
| QACCEPT10<br>merchants informing patrons of the<br>cost to the merchant of credit card<br>use AND asking patrons to use a form |       | В                       | · ·                       | U         |                         | <u> </u>          | G                 | "                            | •                 | 3                | K           |                 | 141         | N             | 0                | r                | u                 | K                    |
| of payment other than a credit card  | 7719  | 5731                    | 4102                      | 2114      | 2619                    | 997               | 1757              | 0                            | 2296              | 3062             | 2343        | 4015            | 3704        | 477           | 1684             | 3119             | 1280              | 1156                 |
| Weighted number of respondents  Actual number of respondents   | 7678  | 5573                    | 4407                      | 2302      | 2742                    | 1130              | 1958              | 0                            | 1247              | 2498             | 3916        | 4181            | 3497        | 462           | 1495             | 3419             | 1260              | 1040                 |
| 1 Not at all   | 32%   | <b>30</b> %<br>CEG      | <b>34%</b> B              | 32%<br>g  | 34%<br>B                | 32%               | <b>36</b> %<br>Bd | 0%                           | <b>25</b> %<br>JK | 32%<br>IK        | 38%         | <b>29</b> %     | 34%         | <b>38</b> %   | <b>37%</b> POR   | 30%<br>NO        | <b>28</b> %       | <b>29</b> %          |
| 2  | 15%   | 15%                     | 15%                       | 16%       | 15%                     | 15%               | 14%               | 0%                           | 14%<br>i          | <b>17</b> %      | <b>14</b> % | 16%             | 14%         | 15%           | 16%<br>r         | 15%<br>r         | 15%               | <b>13</b> %          |
| 3  | 12%   | 12%                     | 12%                       | 12%       | 12%                     | 11%               | 13%               | 0%                           | 13%<br>k          | 13%<br>k         | <b>11</b> % | 12%             | 12%         | 12%           | <b>10</b> %      | 13%              | 13%               | 12%                  |
| 4 Moderately   | 18%   | 18%                     | 18%                       | 18%       | 18%                     | 19%               | 18%               | 0%                           | 20%<br>i          | <b>17%</b><br>ik | 19%<br>i    | <b>19</b> % m   | 17%         | <b>15</b> %   | <b>20%</b><br>NP | <b>17%</b><br>OR | 18%               | <b>21</b> %          |
| 5  | 9%    | <b>9</b> %<br>CEG       | <b>7</b> %<br>B           | 8%        | 7%<br>B                 | 8%                | 7%<br>B           | 0%                           | <b>11%</b><br>iK  | 9%<br>iK         | <b>6</b> %  | 9%              | 8%          | 7%<br>q       | 8%               | 9%               | 10%<br>n          | 8%                   |
| 6  | 6%    | <b>6%</b><br>Fg         | 6%<br>f                   | 6%<br>f   | 7%<br>FG                | <b>4%</b><br>BcdE | <b>5%</b><br>bE   | 0%                           | <b>9</b> %<br>JK  | <b>5</b> %       | 5%          | 6%              | 6%          | <b>4%</b> pQR | <b>4%</b><br>PQR | 6%<br>nOr        | <b>8</b> %<br>NO  | <b>8</b> %<br>NOp    |
| 7 Totally  | 8%    | 8%<br>g                 | 7%<br>f                   | 8%        | 7%<br>f                 | <b>10</b> % ceG   | 7%<br>bF          | 0%                           | 8%                | 8%               | 8%          | <b>9</b> %<br>M | <b>7</b> %  | 9%            | 5%<br>NPOR       | <b>9</b> %<br>O  | 8%<br>0           | 9%<br>C              |
| Don't know / No response   | 1%    | 0%                      | 1%                        | 0%        | 0%                      | 1%                | 1%                | 0%                           | 1%                | <b>0</b> %<br>k  | 1%<br>i     | 1%              | 1%          | 0%            | 0%<br>O          | 1%<br>a          | <b>1</b> %<br>Opr | 0%                   |
| Chi2:  |       | **                      |                           |           |                         |                   |                   |                              | ***               |                  | ,           | ***             |             | (***)         | ٧.               | - 4              | - 10.             |                      |
| Mean:  | 3.07  | 3.14                    | 2.96                      | 3.03      | 2.99                    | 3.05              | 2.88              | *                            | 3.39              | 3.00             | 2.86        | 3.17            | 2.97        | 2.85          | 2.79             | 3.14             | 3.19              | 3.27                 |
| Standard Deviation:  | 1.94  | 1.95                    | 1.92                      | 1.94      | 1.93                    | 1.97              | 1.89              | *                            | 1.95              | 1.92             | 1.93        | 1.96            | 1.92        | 1.98          | 1.79             | 1.98             | 1.94              | 1.97                 |
| Student's T:   |       | CdEG                    | В                         | bg        | Bg                      | g                 | Bdef              |                              | JK                | IK               | IJ          | M               | L           | PQR           | PQR              | NO               | NO                | NO                   |

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| Using a scale from 1 to 7 whe acceptable i  |       |                         |                           |                    |                         | able",          | 4 me      | ans "                        | moder             | ately          | accep            | otable'        | " and       | 7 mea         | ans "to           | otally           |                  |              |
|---|-------|-------------------------|---------------------------|--------------------|-------------------------|-----------------|-----------|------------------------------|-------------------|----------------|------------------|----------------|-------------|---------------|-------------------|------------------|------------------|--------------|
|   |       |                         | Cards                     | held (n            | ot mutua                | illy exclu      | sive)     |                              |                   | Age            |                  | Ger            | nder        |               |                   | Region           |                  |              |
|   | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D          | MC<br>Prem-<br>ium<br>E | Infinite<br>F   | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35          | 36 to 55<br>J  | 56 +<br>K        | Male<br>L      | Female<br>M | Atlantic<br>N | Quebec<br>O       |                  | Prairies<br>O    | BC and terr. |
| QACCEPT11 merchants accepting some types of [2 possible brand names] but not other types of [same brand name] |       |                         | 1                         |                    |                         |                 |           |                              |                   | ,              |                  |                |             |               |                   |                  |                  |              |
| Weighted number of respondents  | 7719  | 5731                    | 4102                      | 2114               | 2619                    | 997             | 1757      | 0                            | 2296              | 3062           | 2343             | 4015           | 3704        | 477           | 1684              | 3119             | 1280             | 1156         |
| Actual number of respondents  | 7678  | 5573                    | 4407                      | 2302               | 2742                    | 1130            | 1958      | 0                            | 1247              | 2498           | 3916             | 4181           | 3497        | 462           | 1495              | 3419             | 1260             | 1040         |
| 1 Not at all  | 51%   | 51%<br>df               | 50%<br>dF                 | <b>48</b> %<br>bcF | 49%<br>F                | 55%<br>bCDEG    | 49%<br>F  | 0%                           | <b>47%</b><br>JK  | <b>53</b> %    | 53%              | 51%            | 52%         | <b>56%</b>    | 52%               | <b>50</b> %<br>n | 51%              | 53%          |
| 2   | 17%   | 17%                     | 18%                       | 18%                | 18%                     | 18%             | 18%       | 0%                           | <b>20%</b><br>jK  | 16%<br>i       | 15%              | 18%            | 16%         | 16%           | 16%               | 18%              | 17%              | 16%          |
| 3   | 10%   | 10%<br>f                | 10%<br>f                  | 10%                | 10%<br>f                | 8%<br>bceG      | 11%<br>F  | 0%                           | <b>12</b> %<br>jK | 10%<br>i       | 9%               | <b>9%</b><br>m | 11%         | <b>7</b> %    | 10%               | 11%<br>n         | 10%              | 10%          |
| 4 Moderately  | 12%   | 12%<br>d                | 13%<br>f                  | <b>14%</b><br>bF   | 13%<br>f                | <b>11%</b> cDeg | 14%<br>f  | 0%                           | <b>10%</b><br>K   | 12%            | 14%              | 12%            | 12%         | 11%           | <b>15</b> %<br>PQ | 11%<br>0         | 11%<br>0         | 12%          |
| 5   | 4%    | 4%                      | 4%                        | 4%                 | 4%                      | 4%              | 3%        | 0%                           | <b>5%</b><br>K    | 3%             | 3%               | <b>3%</b><br>m | 4%          | 3%            | 3%                | 4%               | 3%               | 3%           |
| 6   | 2%    | 2%<br>f                 | 1%                        | 2%<br>f            | 2%<br>1                 | 1%<br>bde       | 1%        | 0%                           | <b>2%</b><br>jk   | 1%<br>i        | 1%<br>i          | 2%             | 1%          | 1%<br>q       | <b>1%</b><br>PQR  | 1%<br>0Q         | <b>3%</b><br>nOP | 2%<br>O      |
| 7 Totally   | 3%    | 3%                      | 3%                        | 4%                 | 3%                      | 4%              | 3%        | 0%                           | 2%                | 3%             | 3%               | <b>3%</b><br>m | <b>3</b> %  | 4%<br>I 0     | 2%<br>n           | 3%               | 3%               | 3%           |
| Don't know / No response  | 1%    | 1%                      | 1%                        | 1%                 | 1%                      | 1%              | 1%        | 0%                           | 1%<br>k           | <b>1%</b><br>K | <b>2</b> %<br>iJ | 1%             | 2%          | 1%            | 1%                | 1%               | 2%               | 2%           |
| Chi2:   |       | -                       | -                         |                    |                         | -               | -         |                              | ***               |                |                  | **             |             | ***           |                   |                  |                  |              |
| Mean:   | 2.15  | 2.18                    | 2.18                      | 2.28               | 2.22                    | 2.07            | 2.19      | *                            | 2.20              | 2.13           | 2.12             | 2.17           | 2.13        | 2.08          | 2.12              | 2.19             | 2.16             | 2.11         |
| Standard Deviation:<br>Student's T:   | 1.56  | 1.58<br>df              | 1.56<br>Df                | 1.63<br>bCF        | 1.58<br>F               | 1.56<br>bcDEg   | 1.54<br>f | *                            | 1.53              | 1.57           | 1.57             | 1.59           | 1.52        | 1.62          | 1.49              | 1.58             | 1.58             | 1.55         |

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| Which of the following two op                                | tions | would                   | you p                     | orefer    | ?                       |                  |           |                              |          |               |           |                 |                 |               |             |              |      |              |  |
|--|-------|-------------------------|---------------------------|-----------|-------------------------|------------------|-----------|------------------------------|----------|---------------|-----------|-----------------|-----------------|---------------|-------------|--------------|------|--------------|--|
|  |       |                         | Cards                     | held (no  | ot mutua                | lly exclu        | sive)     |                              |          | Age           |           | Ger             | nder            | Region        |             |              |      |              |  |
|  | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F    | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35 | 36 to 55<br>J | 56 +<br>K | Male<br>L       | Female<br>M     | Atlantic<br>N | Quebec<br>O | Ontario<br>P |      | BC and terr. |  |
| QORDISCOUN<br>DISCOUNT OR NOT                                |       |                         |                           |           |                         |                  |           |                              |          |               |           |                 |                 |               |             |              |      |              |  |
| Weighted number of respondents                               | 7719  | 5731                    | 4102                      | 2114      | 2619                    | 997              | 1757      | 0                            | 2296     | 3062          | 2343      | 4015            | 3704            | 477           | 1684        | 3119         | 1280 | 1156         |  |
| Actual number of respondents                                 | 7678  | 5573                    | 4407                      | 2302      | 2742                    | 1130             | 1958      | 0                            | 1247     | 2498          | 3916      | 4181            | 3497            | 462           | 1495        | 3419         | 1260 | 1040         |  |
| that merchants reduce the price at                           | 47%   | 47%                     | 46%                       | 46%       | 47%                     | 41%              | 46%       | 0%                           | 47%      | 47%           | 45%       | 50%             | 43%             | 49%           | 41%         | 49%          | 47%  | 49%          |  |
| the cash register when payment is made without a credit card |       | F                       | F                         | F         | F                       | BCDEg            | f         | ·                            |          |               |           | М               | L               | . 0           | NPQR        | 0            | 0    | 0            |  |
| that there be a single price for all                         | 48%   | 47%                     | 49%                       | 49%       | 48%                     | 54%              | 50%       | 0%                           | 47%      | 47%           | 49%       | 46%             | 50%             | 47%           | 53%         | 46%          | 48%  | 45%          |  |
| forms of payment   |       | F                       | F                         | F         | F                       | BCDEg            | f         | ÷                            |          |               |           | M               | L               | . 0           | nPQR        | 0            | 0    | 0            |  |
| Neither  | 4%    | 4%                      | 3%                        | 3%        | 3%                      | 4%               | 3%        | 0%                           | 4%       | 4%            | 4%        | <b>3</b> %<br>M | <b>4</b> %<br>L | 3%            | 4%          | 4%           | 3%   | 4%           |  |
| Don't know / No response                                     | 2%    | <b>2%</b><br>cE         | 2%<br>bF                  | 2%<br>f   | <b>2</b> %<br>BF        | <b>1%</b><br>CdE | 2%        | 0%                           | 1%       | 2%            | 2%        | <b>1</b> %<br>M | <b>2</b> %      | 1%            | 1%          | 2%           | 2%   | 2%           |  |
| Chi2:  |       | **                      |                           |           |                         |                  |           |                              | -        |               |           | ***             |                 | ***           |             |              |      |              |  |

| Which of the following two op                             | tions | would                   | l you                     | prefer    | ?                       |               |           |                              |                  |               |             |           |             |               |                 |                  |          |                      |
|---|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|------------------|---------------|-------------|-----------|-------------|---------------|-----------------|------------------|----------|----------------------|
|   |       |                         | Card                      | s held (n | ot mutua                | ally exclu    | sive)     |                              |                  | Age           |             | Ger       | nder        |               |                 | Region           |          |                      |
|   | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35         | 36 to 55<br>J | 56 +<br>K   | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O     | Ontario<br>P     |          | BC and<br>terr.<br>R |
| QORSURCHAR<br>SURCHARGE OR NOT                            |       |                         |                           |           |                         |               |           |                              |                  |               |             |           |             |               |                 |                  |          |                      |
| Weighted number of respondents                            | 7719  | 5731                    | 4102                      | 2114      | 2619                    | 997           | 1757      | 0                            | 2296             | 3062          | 2343        | 4015      | 3704        | 477           | 1684            | 3119             | 1280     | 1156                 |
| Actual number of respondents                              | 7678  | 5573                    | 4407                      | 2302      | 2742                    | 1130          | 1958      | 0                            | 1247             | 2498          | 3916        | 4181      | 3497        | 462           | 1495            | 3419             | 1260     | 1040                 |
| that merchants increase the price at                      | 8%    | 8%                      | 7%                        | 7%        | 7%                      | 7%            | 6%        | 0%                           | 8%               | 7%            | 8%          | 8%        | 7%          | 10%           | 8%              | 7%               | 7%       | 8%                   |
| the cash register when payment is made with a credit card |       | CeG                     | В                         |           | b                       |               | В         | 1                            |                  |               |             | M         | l L         | . р           | )               | n                |          |                      |
| that there be a single price for all forms of payment     | 77%   | 78%                     | 78%                       | 79%       | 78%                     | 78%           | 79%       | 0%                           | <b>79</b> %<br>K | 77%           | <b>76</b> % | 77%       | 77%         | 75%<br>c      |                 | <b>76%</b> oq    | 79%<br>p | 77%                  |
| Neither   | 13%   | 13%                     | 13%                       | 12%       | 13%                     | 13%           | 13%       | 0%                           | <b>11</b> %<br>K | 13%           | <b>14</b> % | 12%       | 13%         | 14%           | <b>11%</b><br>P | <b>14%</b><br>Oq | 12%<br>p | 12%                  |
| Don't know / No response                                  | 2%    | 2%<br>e                 | 2%                        | 2%        | <b>3</b> %<br>bf        | 2%<br>e       | 2%        | 0%                           | 2%               | 2%            | 2%          | 2%        | 2%          | 2%            | 2%              | 2%               | 2%       | 3%                   |
| Chi2:   |       | -                       |                           |           |                         |               |           |                              | *                |               |             | **        |             | *             |                 |                  |          |                      |

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| Which of the following two op                             | tions | would                   | l you p                   | orefer    | ?                       |               |           |                              |          |               |           |           |             |               |             |              |      |                      |
|---|-------|-------------------------|---------------------------|-----------|-------------------------|---------------|-----------|------------------------------|----------|---------------|-----------|-----------|-------------|---------------|-------------|--------------|------|----------------------|
|   |       |                         | Cards                     | held (n   | ot mutua                | lly exclu     | sive)     |                              |          | Age           |           | Ger       | nder        |               |             | Region       |      |                      |
|   | Total | Stand-<br>ard card<br>B | Prem-<br>ium<br>card<br>C | Both<br>D | MC<br>Prem-<br>ium<br>E | Infinite<br>F | Amex<br>G | No Visa,<br>MC,<br>Amex<br>H | 18 to 35 | 36 to 55<br>J | 56 +<br>K | Male<br>L | Female<br>M | Atlantic<br>N | Quebec<br>O | Ontario<br>P |      | BC and<br>terr.<br>R |
| QORMETHOD   |       |                         |                           |           |                         |               |           |                              |          |               |           |           |             |               | •           | •            |      |                      |
| DISCOUNT OR SURCHARGE                                     |       |                         |                           |           |                         |               |           |                              |          |               |           |           |             |               |             |              |      |                      |
| Weighted number of respondents                            | 7719  | 5731                    | 4102                      | 2114      | 2619                    | 997           | 1757      | 0                            | 2296     | 3062          | 2343      | 4015      | 3704        | 477           | 1684        | 3119         | 1280 | 1156                 |
| Actual number of respondents                              | 7678  | 5573                    | 4407                      | 2302      | 2742                    | 1130          | 1958      | 0                            | 1247     | 2498          | 3916      | 4181      | 3497        | 462           | 1495        | 3419         | 1260 | 1040                 |
| that merchants reduce the price at                        | 64%   | 65%                     | 62%                       | 62%       | 63%                     | 59%           | 60%       | 0%                           | 69%      | 64%           | 60%       | 67%       | 62%         | 65%           | 60%         | 66%          | 67%  | 64%                  |
| the cash register when payment is                         |       | CdFG                    | В                         | b         | fg                      | Ве            | Ве        |                              | JK       | IK            | IJ        | M         | L           |               | PQr         | . 0          | 0    | 0                    |
| made without a credit card                                |       |                         |                           |           | _                       |               |           |                              |          |               |           |           |             |               |             |              |      |                      |
| that merchants increase the price at                      | 3%    | 3%                      | 3%                        | 3%        | 2%                      | 4%            | 2%        | 0%                           | 4%       | 3%            | 2%        | 3%        | 3%          | 4%            | 4%          | 3%           | 3%   | 2%                   |
| the cash register when payment is made with a credit card |       | ceG                     | b                         |           | b                       | g             | Bf        |                              | K        |               | I         |           |             |               | 1           | •            |      | O                    |
| Neither   | 31%   | 30%                     | 33%                       | 33%       | 32%                     | 36%           | 37%       | 0%                           | 24%      | 31%           | 36%       | 29%       | 32%         | 30%           | 34%         | 29%          | 29%  | 31%                  |
|   |       | CDeFG                   | Bg                        | Bg        | bfG                     | Be            | BcdE      |                              | JK       | IK            | IJ        | M         | L           | 1             | PQ          | 0            | 0    |                      |
| Don't know / No response                                  | 2%    | 2%                      | 2%                        | 2%        | 2%                      | 1%            | 1%        | 0%                           | 2%       | 1%            | 2%        | 1%        | 2%          | 1%            | 1%          | 1%           | 2%   | 3%                   |
|   |       |                         |                           |           |                         |               |           |                              |          | k             | j         | M         | L           | 1             | r r         | R            |      | noP                  |
| Chi2:   |       | ***                     |                           |           |                         |               |           |                              | ***      |               |           | ***       |             | ***           |             |              |      |                      |

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## APPENDIX D List of Materials Relied Upon in Report

- Canadian Federation of Independent Business, Regular vs. Premium Credit Card Rate Chart for Small Business, http://www.cfib-fcei.ca/english/article/3162-credit-card-rate-chart-for-small-business.html (verified on April 9, 2012).
- 2. Gauthier, Benoît. Assessing Survey Research, a principled approach. Working paper, http://circum.com/index.cgi?en:doc:T028 (verified on April 9, 2012).
- Marketing Research and Intelligence Association. Code of Conduct for Members. http://www.mria-arim.ca/STANDARDS/CODE2007.asp (verified on April 9, 2012).