2025 Results Ontario, Western Canada and Quebec



# WQW

# **NGITAL**

## The WOW study at a glance



#### **IN-STORE EXPERIENCE**

This study evaluates various performance indicators specific to retail businesses. Year after year, it reveals the ranking of the retailers that offer the best in-store customer experience, their strengths and weaknesses, and the main in-store irritants.

- A study of the sector by market (Quebec, Ontario and Western Canada).
- Visitors to more than 350 retail locations were surveyed.
- 26 business sectors.



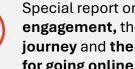
Special report on the reasons and incentives for shopping in-store versus online, and the customer experience in shopping centres.

3

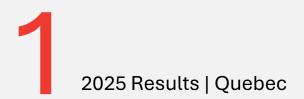
### **DIGITAL EXPERIENCE**

This study evaluates the online customer experience, from online shopping to delivery, based on key online performance indicators. It identifies the major irritants encountered by your website and mobile app visitors and analyzes their comments.

- A sector-based study across Canada.
- Visitors to more than 298 company websites/mobile apps were surveyed.
- 27 business sectors.



Special report on digital engagement, the digital journey and the reasons for going online.



# **WOW Study** Best In-Store Customer Experience in Quebec



### Methodological approach



The **WOW** study is the benchmark in measuring the customer experience for over 10 years.

It's a specialized sectorbased study developed by Leger that evaluates the visitor experience on 23 dimensions of the customer journey, visit profile various performance indicators, irritants encountered and more.

A total of 242 Quebec retailers from 26 sectors were evaluated by their recent visitors.

#### Study population

More than 16,000 Quebecers **16 years of age or over**, who could speak French or English, participated in this study.

#### **Evaluation of retailers**

Each retailer was evaluated by **+/-400 respondents** who had visited (with or without purchase) one of its stores in Quebec recently.

Each respondent could rate up to a maximum of 4 retailers randomly selected from those visited.

#### **Data Collection Period**

Data collection took place from **October 3 to November 13, 2024**.

#### **Data Collection**

The survey was conducted online. Respondents were randomly selected from LEO's panel of Internet users, a panel representative of the population in the region studied.

#### Weighting results by retailer

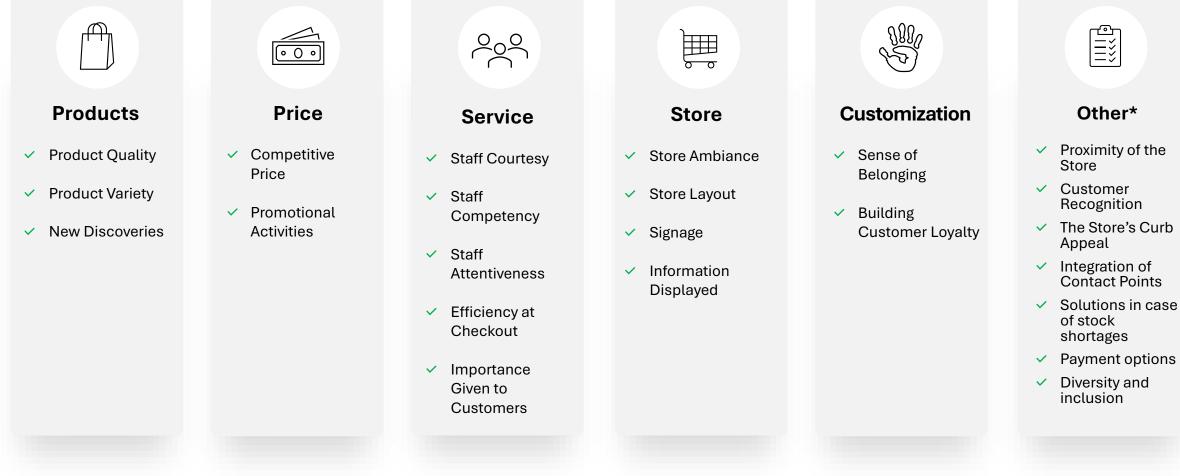
In order to have a representative sample per retailer, the results were weighted according to the socio-demographic profile of its recent visitors, based on the following variables: gender, age, mother tongue and region. The results can then be extrapolated to all the retailer's recent visitors.



# The in-store WOW Index

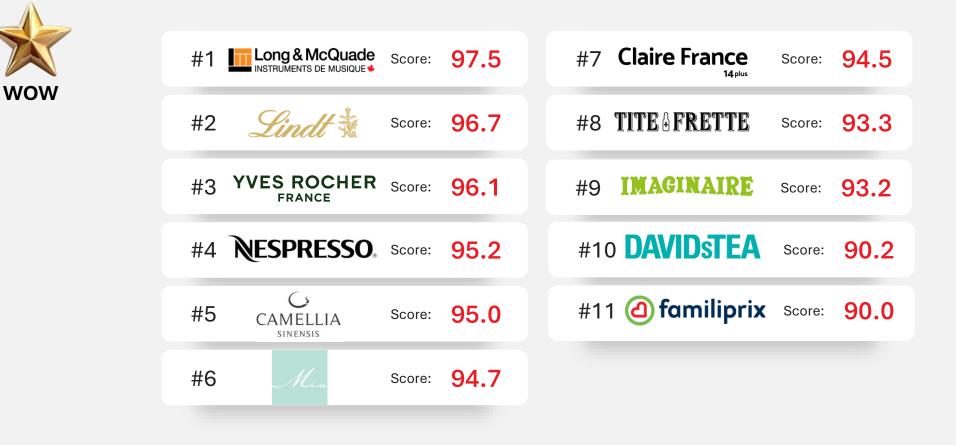


The WOW Index is based on a store's performance on the **16 customer experience dimensions** related to products, price, service, store and customization taking into account the importance of each dimension in the store's line of business. The WOW Index is a number **between 0 and 100.** 



# The Best In-Store Experiences

In Quebec 2025



\*WOW Index of 90 and over.

Wow Leger

### Overall ranking of all retailers 2025 (1/2) Quebec Market



| # Quebec | Retailers 2025                      | WOW<br>Index |
|----------|-------------------------------------|--------------|
| 🌟 1      | Long & McQuade                      | 97.5         |
| 🤺 2      | Chocolats Lindt                     | 96.7         |
| 🤺 3      | Yves Rocher                         | 96.1         |
| 🤸 4      | Nespresso                           | 95.2         |
| 🤸 5      | Camellia Sinensis                   | 95.0         |
| 🤺 6      | MIA Bijoux                          | 94.7         |
| 🤸 7      | Claire France                       | 94.5         |
| 🤸 8      | Tite Frette                         | 93.3         |
| 🤺 9      | Imaginaire                          | 93.2         |
| 🤺 10     | Les Thés DavidsTea                  | 90.2         |
| ★ 11     | Familiprix                          | 90.0         |
| 12       | Laura                               | 89.8         |
| 12       | Le Grenier                          | 89.8         |
| 14       | Lush                                | 89.7         |
| 15       | Les aliments M&M                    | 89.5         |
| 16       | Bath & Body Works                   | 89.3         |
| 17       | Fruits & Passion                    | 89.2         |
| 18       | Lego                                | 89.0         |
| 18       | Marie Claire                        | 89.0         |
| 20       | Doyle Optométristes<br>et Opticiens | 88.3         |
| 21       | Le Pain dans les voiles             | 88.2         |
| 22       | Reitmans                            | 88.1         |
| 23       | Animo etc                           | 87.3         |
| 24       | Mondou                              | 87.0         |
| 24       | Boulangerie Ange                    | 87.0         |
| 26       | BonLook                             | 86.9         |
| 27       | Penningtons / PENN.                 | 86.8         |
| 28       | Iris                                | 86.7         |
| 29       | Chico                               | 86.3         |
| 30       | Popeye's Suppléments                | 85.7         |

MesBobettes

85.7

30

| # Quebec | Retailers 2025               | WOW<br>Index |
|----------|------------------------------|--------------|
| 32       | Shop Santé                   | 85.4         |
| 33       | L'Amour du pain              | 85.3         |
| 34       | Brunet                       | 85.2         |
| 35       | SAQ                          | 85.0         |
| 35       | Chocolats Favoris            | 85.0         |
| 37       | Canac                        | 84.8         |
| 38       | Chaussures Pop               | 84.7         |
| 39       | Le monde des bières          | 84.4         |
| 40       | L'intervalle                 | 84.2         |
| 41       | Coin des coureurs            | 83.8         |
| 41       | Latulippe                    | 83.8         |
| 43       | Pitou Minou et<br>compagnons | 83.6         |
| 44       | Opto-Réseau                  | 83.5         |
| 45       | Proxim                       | 82.9         |
| 46       | Tristan                      | 82.8         |
| 47       | Accès pharma                 | 82.7         |
| 47       | Ernest                       | 82.7         |
| 49       | MEC                          | 82.5         |
| 50       | La Vie en Rose               | 82.3         |
| 51       | Jeff de Bruges               | 82.2         |
| 51       | Vincent d'Amérique           | 82.2         |
| 53       | SQDC                         | 81.9         |
| 54       | Centre Hi Fi                 | 81.2         |
| 55       | Mega Vrac                    | 80.9         |
| 55       | Dans un Jardin               | 80.9         |
| 57       | Mode Choc                    | 80.6         |
| 57       | New Look                     | 80.6         |
| 59       | Kiehl's                      | 80.5         |
| 60       | Simons                       | 80.4         |
| 61       | MariePain                    | 80.1         |
| 62       | Коzy                         | 79.9         |

| # Quebec | Retailers 2025        | WOW<br>Index | # Quebec | Retailers 2025    |
|----------|-----------------------|--------------|----------|-------------------|
| 63       | Indigo                | 79.8         | 94       | Létourno          |
| 63       | L'Occitane            | 79.8         | 95       | Les Moulins La Fa |
| 65       | Décathlon             | 79.7         | 95       | Première Moisson  |
| 65       | Golf Town             | 79.7         | 97       | WLKN              |
| 67       | Pilgrim               | 79.6         | 98       | Moores            |
| 67       | DeSerres              | 79.6         | 99       | Laura Secord      |
| 67       | KaseMe                | 79.6         | 100      | Aubainerie        |
| 70       | Avril                 | 79.5         | 100      | Jack & Jones      |
| 70       | Aerie                 | 79.5         | 100      | Amnesia           |
| 72       | Greiche & Scaff       | 79.3         | 103      | JC Perreault      |
| 73       | Vrac et bocaux        | 79.0         | 103      | Pentagone         |
| 74       | Matelas Bonheur       | 78.9         |          | Café Saint-Henri  |
| 75       | Ameublements          | 78.7         | 105      | Micro-Torréfacteu |
| 75       | Tanguay<br>Jean Coutu | 78.7         | 106      | Sail              |
| 75       | Costco Centre         | /0./         | 107      | Bulk Barn         |
| 77       | d'optique             | 78.6         | 108      | Disquaires Sunris |
| 78       | Arc'teryx             | 78.1         | 108      | Vidéotron         |
| 78       | Patrick Morin         | 78.1         | 110      | Mamie Clafoutis   |
| 80       | Swarovski             | 78.0         | 111      | Dormez-vous       |
| 81       | Visique               | 77.9         | 112      | Pattes & Griffes  |
| 81       | Naturiste             | 77.9         | 112      | Lacoste           |
| 81       | La Senza              | 77.9         | 114      | Apple Store       |
| 84       | Rubino                | 77.8         | 114      | TELUS             |
| 84       | Psycho Bunny          | 77.8         | 116      | Panda             |
| 86       | Les marchés Tau       | 77.7         | 116      | IKEA              |
| 86       | Empire                | 77.7         | 118      | Sephora           |
| 88       | Hachem                | 77.4         | 119      | Change Lingerie   |
| 89       | Victoria's Secret     | 77.3         | 120      | Pandora           |
| 90       | Uniprix               | 77.1         | 121      | Jonathan          |
| 91       | Griffon               | 77.0         | 122      | Yellow            |
| 91       | Grimard Optique       | 77.0         | 123      | Starbucks Café    |
| 93       | Renaud-Bray           | 76.9         | 124      | Atmosphere        |
|          | -                     |              |          |                   |



7

72.3

75.0 74.8 74.7 74.6 74.6 74.5 74.5 74.5 74.1 74.1 73.9 73.7 73.6 73.1 73.0 72.4

### Overall ranking of all retailers 2025 (2/2) Quebec Market

| # Quebec | Retailers 2025       | WOW<br>Index |
|----------|----------------------|--------------|
| 125      | Lululemon            | 72.0         |
| 125      | Michael's            | 72.0         |
| 127      | Little Burgundy      | 71.9         |
| 127      | Lunetterie F. Farhat | 71.9         |
| 129      | RW & Co              | 71.5         |
| 130      | Meubles Léon         | 71.1         |
| 131      | Club C / Club        | 71.0         |
| 131      | Chaussures           | 71.0         |
| 132      | Épicerie LOCO        | 70.9         |
| 133      | Puma                 | 70.6         |
| 133      | Mobilia              | 70.6         |
| 135      | Germain Larivière    | 70.5         |
| 135      | Pharmaprix           | 70.5         |
| 137      | La diperie           | 70.4         |
| 137      | Metro / Metro Plus   | 70.4         |
| 139      | Sports Experts       | 70.3         |
| 139      | IGA / IGA Extra      | 70.3         |
| 141      | Costco               | 70.1         |
| 142      | Supermarché PA       | 70.0         |
| 143      | La Cordée            | 69.8         |
| 144      | LensCrafters         | 69.6         |
| 144      | L'équipeur           | 69.6         |
| 144      | Uniqlo               | 69.6         |
| 147      | Dynamite             | 69.5         |
| 148      | Archambault          | 69.4         |
| 149      | Bouclair             | 69.4         |
| 150      | Sports aux puces     | 69.2         |
| 151      | Browns               | 69.1         |
| 151      | Rogers               | 69.1         |
| 153      | Au Pain Doré         | 69.0         |
| 153      | Best Buy Mobile      | 69.0         |
| 155      | Stokes               | 68.8         |

| # Quebec | Retailers 2025                 | WOW<br>Index |
|----------|--------------------------------|--------------|
| 156      | BMR                            | 68.4         |
| 157      | Ordinateurs Canada             | 68.2         |
| 158      | Rachelle-Béry                  | 68.1         |
| 158      | Aritzia                        | 68.1         |
| 160      | Adidas                         | 67.8         |
| 161      | Virgin Plus                    | 67.7         |
| 162      | Hamster                        | 67.6         |
| 163      | MUST / MUST Société            | 67.5         |
| 164      | Corbeil<br>Électroménagers     | 67.4         |
| 165      | Urban Barn                     | 67.0         |
| 166      | Servi Express                  | 66.8         |
| 167      | RONA                           | 66.5         |
| 168      | Koodo                          | 66.4         |
| 169      | Filgo                          | 66.3         |
| 169      | Adonis                         | 66.3         |
| 169      | Tigre géant                    | 66.3         |
| 172      | Bell                           | 66.1         |
| 173      | Bureau en gros                 | 65.9         |
| 173      | Structube                      | 65.9         |
| 175      | Sporting Life                  | 65.7         |
| 176      | Home Hardware                  | 65.6         |
| 176      | Fido                           | 65.6         |
| 178      | Sprint                         | 65.2         |
| 179      | JD Sports                      | 65.1         |
| 180      | Globo                          | 64.8         |
| 180      | Marché Richelieu               | 64.8         |
| 180      | Walmart                        | 64.8         |
| 183      | Old Navy                       | 64.7         |
| 184      | Marché Ami                     | 64.2         |
| 185      | Provigo / Provigo Le<br>marché | 64.1         |
| 185      | Winners                        | 64.1         |

| # Quebec | Retailers 2025          | WOW<br>Index | # Quebec | Retailers 2025        |
|----------|-------------------------|--------------|----------|-----------------------|
| 185      | Maison Corbeil          | 64.1         | 218      | Couche-Tard           |
| 188      | Meubles RD              | 64.0         | 219      | L.L. Bean             |
| 189      | HomeSense               | 63.7         | 219      | La Baie d'Hudson      |
| 190      | Spring / Call It Spring | 63.6         | 219      | Urban Planet          |
| 191      | Trévi                   | 63.5         | 222      | Réno-Dépôt / RONA+    |
| 192      | Home Depot              | 63.4         | 223      | H&M                   |
| 193      | Club Piscine            | 63.3         | 224      | JYSK                  |
| 194      | Signé local             | 62.8         | 225      | Magi-Prix             |
| 194      | Aldo                    | 62.8         | 226      | Bonanza               |
| 196      | T&T Supermarché         | 62.7         | 227      | Dollarama             |
| 197      | GAP                     | 62.6         | 228      | Intermarché           |
| 198      | Super C                 | 62.4         | 229      | Boni-Soir             |
| 198      | Brick                   | 62.4         | 229      | Les Marchés Tradition |
| 200      | Canadian Tire           | 62.2         | 231      | Dépanneur 7 jours     |
| 201      | Best Buy                | 62.0         | 232      | La Source             |
| 201      | Maxi / Maxi & cie       | 62.0         | 233      | Zara                  |
| 201      | Linen Chest             | 62.0         | 234      | Korvette              |
| 204      | Ardène                  | 61.9         | 235      | Rossy                 |
| 205      | Euromarché              | 61.4         | 236      | Fruiterie Sami Fruits |
| 206      | Tommy Café              | 61.1         | 237      | Zellers               |
| 207      | Centre Canadien         | 60.8         | 238      | Hart                  |
| 207      | D'Électroménagers       | 00.0         | 239      | Marché Express        |
| 207      | Marshalls               | 60.8         | 240      | Beau-soir             |
| 209      | Foot Locker             | 60.5         | 241      | Joe Fresh             |
| 209      | Marché Bonichoix        | 60.5         | 242      | Centre Boom           |
| 211      | Birks                   | 59.3         | 242      | Liquidation           |
| 212      | NIKE                    | 59.1         |          |                       |
| 212      | Toys "R" Us             | 59.1         |          |                       |
| 214      | Dépanneur du Coin       | 58.9         |          |                       |
| 215      | Proxi / Proxi Extra     | 57.9         |          |                       |
| 216      | Garage                  | 57.4         |          |                       |
| 217      | Dépanneur Voisin        | 57.3         |          |                       |



wow

Index

57.0 56.4

56.4 56.4

56.3 56.1 55.6 55.5

55.1

54.7

54.5

54.3

54.3

54.2 53.9

53.3 53.1 53.0

51.3 50.5 49.8 49.2

48.3

46.5

44.0



# WOW Study

Best In-Store Customer Experience in Quebec

(WOW Index Ranking by Sector)





#### WOW Index Ranking by Sector (1/6)

#### Alcohol & cannabis

| * | 8  | Tite Frette                              | 93.3 |
|---|----|--|------|
|   | 35 | SAQ                                      | 85.0 |
|   | 39 | Le monde des bières                      | 84.4 |
|   | 53 | Société québécoise<br>du cannabis (SQDC) | 81.9 |

#### **Convenience store**

| 166 Servi express       | 66,8 |
|-------------------------|------|
| 169 Filgo               | 66,3 |
| 178 Sprint              | 65,2 |
| 214 Dépanneur du Coin   | 58,9 |
| 215 Proxi / Proxi Extra | 57,9 |
| 217 Dépanneur Voisin    | 57,3 |
| 218 Couche-Tard         | 57,0 |
| 229 Boni-Soir           | 54,3 |
| 231 Dépanneur 7 jours   | 54,2 |
| 239 Marché Express      | 49,2 |
| 240 Beau-soir           | 48,3 |

#### Grocery

| 70  | Avril                       | 79,5 |
|-----|-----------------------------|------|
| 137 | Metro / Metro Plus          | 70,4 |
| 139 | IGA / IGA Extra             | 70,3 |
| 142 | Supermarché PA              | 70,0 |
| 158 | Rachelle-Béry               | 68,1 |
| 169 | Adonis                      | 66,3 |
| 180 | Marché Richelieu            | 64,8 |
| 184 | Marché Ami                  | 64,2 |
| 185 | Provigo / Provigo Le marché | 64,1 |
| 196 | T&T Supermarché             | 62,7 |
| 198 | Super C                     | 62,4 |
| 201 | Maxi / Maxi & cie           | 62,0 |
| 205 | Euromarché                  | 61,4 |
| 209 | Marché Bonichoix            | 60,5 |
| 226 | Bonanza                     | 55,1 |
| 228 | Intermarché                 | 54,5 |
| 229 | Les Marchés Tradition       | 54,3 |
| 236 | Fruiterie Sami Fruits       | 51,3 |

#### Pharmacy

| * | 11  | Familiprix   | 90.0 |
|---|-----|--------------|------|
|   | 34  | Brunet       | 85.2 |
|   | 45  | Proxim       | 82.9 |
|   | 47  | Accès pharma | 82.7 |
|   | 75  | Jean Coutu   | 78.7 |
|   | 90  | Uniprix      | 77.1 |
|   | 135 | Pharmaprix   | 70.5 |



WOW Index Ranking by Sector (2/6)

#### Department store

| 57  | Mode Choc               | 80.6 |
|-----|-------------------------|------|
| 60  | Simons/La Maison Simons | 80.4 |
| 100 | Aubainerie              | 76.1 |
| 141 | Costco                  | 70.1 |
| 169 | Tigre géant             | 66.3 |
| 180 | Walmart                 | 64.8 |
| 185 | Winners                 | 64.1 |
| 200 | Canadian Tire           | 62.2 |
| 207 | Marshalls               | 60.8 |
| 219 | La Baie d'Hudson        | 56.4 |
| 225 | Magi-Prix               | 55.5 |
| 227 | Dollarama               | 54.7 |
| 234 | Korvette                | 53.1 |
| 235 | Rossy                   | 53.0 |
| 237 | Zellers                 | 50.5 |
| 238 | Hart                    | 49.8 |
| 242 | Boom Liquidation        | 44.0 |

#### Furniture & decor

| 62  | Коzy                    | 79.9 |
|-----|-------------------------|------|
| 74  | Matelas Bonheur         | 78.9 |
| 75  | Ameublements Tanguay    | 78.7 |
| 103 | JC Perreault            | 76.0 |
| 111 | Dormez-vous             | 74.7 |
| 116 | IKEA                    | 74.1 |
| 130 | Meubles Léon            | 71.1 |
| 133 | Mobilia                 | 70.6 |
| 135 | Germain Larivière       | 70.5 |
| 149 | Bouclair                | 69.4 |
| 155 | Stokes                  | 68.8 |
| 163 | MUST / MUST Société     | 67.5 |
| 164 | Corbeil Électroménagers | 67.4 |
| 165 | Urban Barn              | 67.0 |
| 173 | Structube               | 65.9 |
| 185 | Maison Corbeil          | 64.1 |
| 188 | Meubles RD              | 64.0 |
| 189 | HomeSense               | 63.7 |
| 198 | Brick                   | 62.4 |
| 201 | Linen Chest             | 62.0 |
| 224 | JYSK                    | 55.6 |

#### **Electronics**

| 54  | Centre Hi Fi                               | 81.2 |
|-----|--|------|
| 67  | KaseMe                                     | 79.6 |
| 114 | Apple Store                                | 74.5 |
| 157 | Ordinateurs Canada                         | 68.2 |
| 162 | Hamster                                    | 67.6 |
| 173 | Bureau en gros                             | 65.9 |
| 201 | Best Buy                                   | 62.0 |
| 207 | Centre Canadien<br>D'Électroménagers (CAS) | 60.8 |
| 232 | La Source                                  | 53.9 |

#### Hardware

| 37  | Canac              | 84.8 |
|-----|--------------------|------|
| 78  | Patrick Morin      | 78.1 |
| 156 | BMR                | 68.4 |
| 167 | RONA               | 66.5 |
| 176 | Home Hardware      | 65.6 |
| 192 | Home Depot         | 63.4 |
| 222 | Réno-Dépôt / RONA+ | 56.3 |



#### WOW Index Ranking by Sector (3/6)

#### Eyewear

| 20  | Doyle Optométristes<br>et Opticiens | 88.3 |
|-----|-------------------------------------|------|
| 26  | BonLook                             | 86.9 |
| 28  | Iris                                | 86.7 |
| 44  | Opto-Réseau                         | 83.5 |
| 57  | New Look                            | 80.6 |
| 72  | Greiche & Scaff                     | 79.3 |
| 77  | Costco Optical Centre               | 78.6 |
| 81  | Visique                             | 77.9 |
| 91  | Grimard Optique                     | 77.0 |
| 127 | Lunetterie F. Farhat                | 71.9 |
| 144 | LensCrafters                        | 69.6 |

#### Beauty

| * | 3   | Yves Rocher       | 96.1 |
|---|-----|-------------------|------|
|   | 14  | Lush              | 89.7 |
|   | 16  | Bath & Body Works | 89.3 |
|   | 17  | Fruits & Passion  | 89.2 |
|   | 55  | Dans un Jardin    | 80.9 |
|   | 59  | Kiehl's           | 80.5 |
|   | 63  | L'Occitane        | 79.8 |
|   | 118 | Sephora           | 73.9 |

Arts & crafts

97.5

79.8

79.6 77.4

76.9

72.0

69.4

1 Long & McQuade

67 DeSerres

88 Hachem93 Renaud-Bray

125 Michael's

148 Archambault

63 Indigo / Chapters Indigo

#### Jewelry

| * | 6   | MIA Bijoux | 94.7 |
|---|-----|------------|------|
|   | 67  | Pilgrim    | 79.6 |
|   | 80  | Swarovski  | 78.0 |
|   | 120 | Pandora    | 73.6 |
|   | 211 | Birks      | 59.3 |
|   |     |            |      |

#### Shoes

| 38  | Chaussures Pop           | 84.7 |
|-----|--------------------------|------|
| 40  | L'intervalle             | 84.2 |
| 84  | Rubino                   | 77.8 |
| 116 | Panda                    | 74.1 |
| 122 | Yellow                   | 73.0 |
| 127 | Little Burgundy          | 71.9 |
| 131 | Club C / Club Chaussures | 71.0 |
| 151 | Browns                   | 69.1 |
| 180 | Globo                    | 64.8 |
| 190 | Spring / Call It Spring  | 63.6 |
| 194 | Aldo                     | 62.8 |



WOW Index Ranking by Sector (4/6)

#### **Specialty store**

| *          | 2   | Chocolats Lindt                     | 96.7 |
|------------|-----|-------------------------------------|------|
| $\bigstar$ | 4   | Nespresso                           | 95.2 |
| $\bigstar$ | 5   | Camellia Sinensis                   | 95.0 |
| $\bigstar$ | 10  | Les Thés DavidsTea / DAVIDsTEA      | 90.2 |
|            | 35  | Chocolats Favoris                   | 85.0 |
|            | 51  | Jeff de Bruges                      | 82.2 |
| _          | 99  | Laura Secord                        | 76.2 |
|            | 105 | Café Saint-Henri Micro-Torréfacteur | 75.9 |
|            | 123 | Starbucks Café                      | 72.4 |
|            | 137 | La diperie                          | 70.4 |
|            | 206 | Tommy Café                          | 61.1 |

#### Specialized food

| 15  | Les aliments M&M | 89.5 |
|-----|------------------|------|
| 55  | Mega Vrac        | 80.9 |
| 73  | Vrac et bocaux   | 79.0 |
| 86  | Les marchés Tau  | 77.7 |
| 107 | Bulk Barn        | 75.2 |
| 132 | Épicerie LOCO    | 70.9 |
| 194 | Signé local      | 62.8 |

#### Bakery

| 21  | Le Pain dans les voiles | 88.2 |
|-----|-------------------------|------|
| 24  | Boulangerie Ange        | 87.0 |
| 33  | L'Amour du pain         | 85.3 |
| 61  | MariePain               | 80.1 |
| 95  | Les Moulins La Fayette  | 76.7 |
| 95  | Première Moisson        | 76.7 |
| 110 | Mamie Clafoutis         | 74.8 |
| 153 | Au Pain Doré            | 69.0 |

#### Natural products

| 30 | Popeye's Suppléments | 85.7 |
|----|----------------------|------|
| 32 | Shop Santé           | 85.4 |
| 81 | Naturiste            | 77.9 |



#### WOW Index Ranking by Sector (5/6)

#### Sports & outdoors

| 41  | Coin des coureurs | 83.8 |
|-----|-------------------|------|
| 41  | Latulippe         | 83.8 |
| 49  | MEC               | 82.5 |
| 65  | Décathlon         | 79.7 |
| 65  | Golf Town         | 79.7 |
| 78  | Arc'teryx         | 78.1 |
| 86  | Empire            | 77.7 |
| 106 | Sail              | 75.8 |
| 124 | Atmosphere        | 72.3 |
| 125 | Lululemon         | 72.0 |
| 133 | Puma              | 70.6 |
| 139 | Sports Experts    | 70.3 |
| 143 | La Cordée         | 69.8 |
| 150 | Sports aux puces  | 69.2 |
| 160 | Adidas            | 67.8 |
| 175 | Sporting Life     | 65.7 |
| 179 | JD Sports         | 65.1 |
| 209 | Foot Locker       | 60.5 |
| 212 | NIKE              | 59.1 |
| 219 | L.L. Bean         | 56.4 |

#### Telecommunications

| 108 | Vidéotron       | 75.0 |
|-----|-----------------|------|
| 114 | TELUS           | 74.5 |
| 151 | Rogers          | 69.1 |
| 153 | Best Buy Mobile | 69.0 |
| 161 | Virgin Plus     | 67.7 |
| 168 | Koodo           | 66.4 |
| 172 | Bell            | 66.1 |
| 176 | Fido            | 65.6 |

#### Toy & games

| $\bigstar$ | 9   | Imaginaire         | 93.2 |
|------------|-----|--------------------|------|
|            | 18  | Lego               | 89.0 |
| _          | 91  | Griffon            | 77.0 |
| -          | 108 | Disquaires Sunrise | 75.0 |
| -          | 212 | Toys "R" Us        | 59.1 |

#### Pets

| 23  | Animo etc                 | 87.3 |
|-----|---------------------------|------|
| 24  | Mondou                    | 87.0 |
| 29  | Chico                     | 86.3 |
| 43  | Pitou Minou et compagnons | 83.6 |
| 94  | Létourno                  | 76.8 |
| 112 | Pattes & Griffes          | 74.6 |
|     |                           |      |

#### Pool & spa

| 191 | Trévi        | 63.5 |
|-----|--------------|------|
| 193 | Club Piscine | 63.3 |



WOW Index Ranking by Sector (6/6)

#### Women's apparel

| - |     |                     |      |  |
|---|-----|---------------------|------|--|
| * | 7   | Claire France       | 94.5 |  |
|   | 12  | Laura               | 89.8 |  |
|   | 12  | Le Grenier          | 89.8 |  |
|   | 18  | Marie Claire        | 89.0 |  |
|   | 22  | Reitmans            | 88.1 |  |
|   | 27  | Penningtons / PENN. | 86.8 |  |
|   | 147 | Dynamite            | 69.5 |  |
|   | 158 | Aritzia             | 68.1 |  |
|   | 204 | Ardène              | 61.9 |  |
|   | 216 | Garage              | 57.4 |  |
|   |     |                     |      |  |

#### Unisex apparel

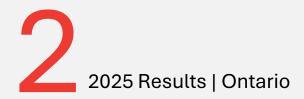
| 46  | Tristan      | 82.8 |
|-----|--------------|------|
| 97  | WLKN         | 76.4 |
| 100 | Amnesia      | 76.1 |
| 103 | Pentagone    | 76.0 |
| 112 | Lacoste      | 74.6 |
| 129 | RW & Co      | 71.5 |
| 144 | L'équipeur   | 69.6 |
| 144 | Uniqlo       | 69.6 |
| 183 | Old Navy     | 64.7 |
| 197 | GAP          | 62.6 |
| 219 | Urban Planet | 56.4 |
| 223 | H&M          | 56.1 |
| 233 | Zara         | 53.3 |
| 241 | Joe Fresh    | 46.5 |

#### Men's apparel

| 47  | Ernest             | 82.7 |
|-----|--------------------|------|
| 51  | Vincent d'Amérique | 82.2 |
| 84  | Psycho Bunny       | 77.8 |
| 98  | Moores             | 76.3 |
| 100 | Jack & Jones       | 76.1 |
| 121 | Jonathan           | 73.1 |

#### Lingerie

| 30  | MesBobettes       | 85.7 |
|-----|-------------------|------|
| 50  | La Vie en Rose    | 82.3 |
| 70  | Aerie             | 79.5 |
| 81  | La Senza          | 77.9 |
| 89  | Victoria's Secret | 77.3 |
| 119 | Change Lingerie   | 73.7 |



# **WOW Study** Best In-Store Customer Experience in Ontario



### Methodological approach



The **WOW** study is the benchmark in measuring the customer experience for over 10 years.

It's a specialized sectorbased study developed by Leger that evaluates the visitor experience on 23 dimensions of the customer journey, visit profile various performance indicators, irritants encountered and more.

#### A total of 166 Ontario retailers from 21 sectors were evaluated by their recent visitors.

#### Study population

More than 11,000 Ontarians **16 years of age or over**, who could speak French or English, participated in this study.

#### **Evaluation of retailers**

Each retailer was evaluated by **+/-300 respondents** who had visited (with or without purchase) one of its stores in Ontario recently.

Each respondent could rate up to a maximum of 4 retailers randomly selected from those visited, all sectors combined.

#### **Data Collection Period**

Data collection took place from **October 17 to November 15, 2024**.

#### **Data Collection**

The survey was conducted online. Respondents were randomly selected from LEO's panel of Internet users, a panel representative of the population in the region studied.

#### Weighting results by retailer

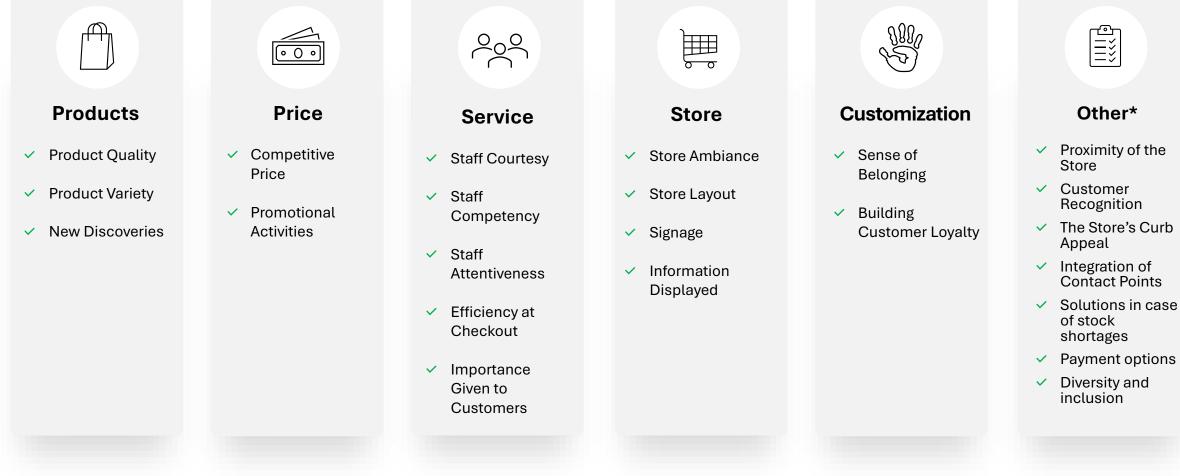
In order to have a representative sample per retailer, the results were weighted according to the socio-demographic profile of its recent visitors, based on the following variables: gender, age, mother tongue and region. The results can then be extrapolated to all the retailer's recent visitors.



# The in-store WOW Index

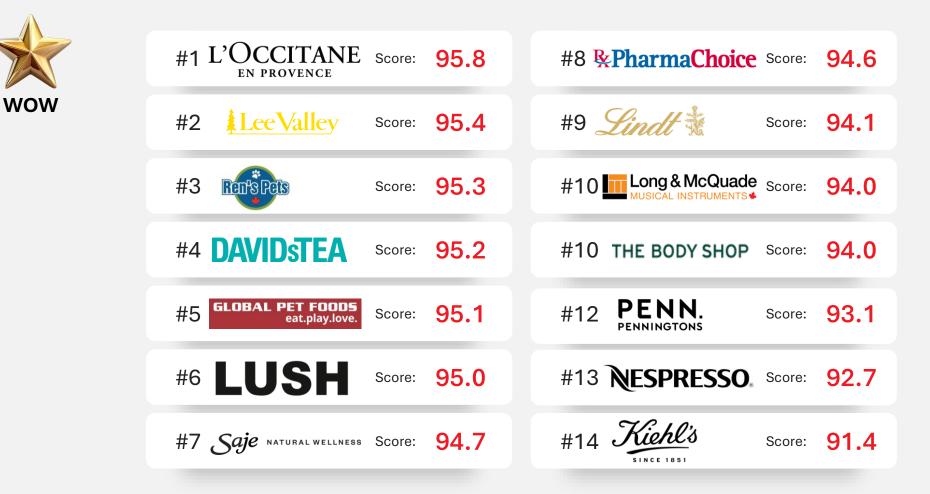


The WOW Index is based on a store's performance on the **16 customer experience dimensions** related to products, price, service, store and customization taking into account the importance of each dimension in the store's line of business. The WOW Index is a number **between 0 and 100.** 



# The Best In-Store Experiences

in Ontario 2025



\*WOW Index of 90 and over.

Wow Leger

#### Overall ranking of all retailers 2025 (1/2) Ontario Market

wow



| # Ontai                                    | io Retailers 2025     | Index | # Ontario |
|--|-----------------------|-------|-----------|
| 🔆 1  | L'Occitane            | 95.8  | 30        |
| 🤺 2  | Lee Valley Tools      | 95.4  | 33        |
| 🤺 3  | Ren's Pets            | 95.3  | 33        |
| 🤺 4  | DAVID's TEA           | 95.2  | 35        |
|  | Global Pet Foods      | 95.1  | 35        |
| 🤺 6  | Lush                  | 95.0  | 37        |
| ★    5      ★    6      ★    7      ★    8 | Saje Natural Wellness | 94.7  | 37        |
| 🤺 8  | PharmaChoice          | 94.6  | 37        |
| 🤺 9  | Lindt Chocolate Shop  | 94.1  | 40        |
| 10 🤺                                       | Long & McQuade        | 94.0  | 41        |
| 🤺 10                                       | The Body Shop         | 94.0  | 42        |
| 🤺 12                                       | Penningtons / PENN.   | 93.1  |           |
| 🤺 13                                       | Nespresso             | 92.7  | 43        |
| 🤺 14                                       | Kiehl's               | 91.4  | 44        |
| 15   | Nature's Emporium     | 89.6  | 45        |
| 16   | AESOP                 | 89.4  | 45        |
| 17   | Mac Cosmetics         | 89.2  | 47        |
| 18   | Bath & Body Works     | 88.6  | 48        |
| 18   | Samsung               | 88.6  | 49        |
| 20   | The Wine Shop         | 87.7  |           |
| 21   | Reitmans              | 87.1  | 50        |
| 21   | Jack & Jones          | 87.1  | 50        |
| 23   | Ontario Cannabis      | 86.7  | 52        |
|  | Store (OCS)           |       | 53        |
| 24   | The Wine Rack         | 86.6  | 53        |
| 25   | Lacoste               | 86.4  | 55        |
| 26   | Cabela's/Bass Pro     | 86.0  | 55        |
|  | shops                 |       | <u> </u>  |
| 27   | Healthy Planet        | 85.9  |           |
| 28   | % Arabica             | 85.4  | <u>59</u> |
| 29   | Lego                  | 84.7  | 60        |
| 30   | Chocolats Favoris     | 84.4  | 61        |
| 30   | M&M Food Market       | 84.4  | 62        |

| # Ontario | Retailers 2025                  | WOW<br>Index |
|-----------|---------------------------------|--------------|
| 30        | Pet Valu                        | 84.4         |
| 33        | Harry Rosen                     | 83.8         |
| 33        | I.D.A.                          | 83.8         |
| 35        | Decathlon                       | 83.5         |
| 35        | Purdys Chocolatier              | 83.5         |
| 37        | Remedy'sRx                      | 83.2         |
| 37        | Best Buy Mobile                 | 83.2         |
| 37        | Under Armour                    | 83.2         |
| 40        | Sleep Country Canada            | 82.6         |
| 41        | Golf Town                       | 82.0         |
| 42        | Rocky Mountain<br>Chocolate     | 81.8         |
| 43        | Popeye's Supplements            | 81.7         |
| 44        | Sephora                         | 81.3         |
| 45        | Bulk Barn                       | 81.1         |
| 45        | Laura                           | 81.1         |
| 47        | Jean Coutu                      | 80.7         |
| 48        | LCBO                            | 80.5         |
| 49        | The Medicine Shoppe<br>Pharmacy | 80.3         |
| 50        | Running Room                    | 80.2         |
| 50        | GNC                             | 80.2         |
| 52        | Kitchen Stuff Plus              | 80.1         |
| 53        | Pharmasave                      | 79.9         |
| 53        | Apple Store                     | 79.9         |
| 55        | MEC                             | 79.8         |
| 55        | PetSmart                        | 79.8         |
| 57        | Best Buy Express                | 79.5         |
| 58        | Fortinos                        | 79.4         |
| 59        | Longo's                         | 79.0         |
| 60        | Leon's Furniture                | 78.9         |
| 61        | Laura Secord                    | 78.6         |
| 62        | Guardian                        | 78.1         |

| # Ontario | Retailers 2025     | WOW   |
|-----------|--------------------|-------|
|           |                    | Index |
| 62        | Michael's          | 78.1  |
| 64        | Tip Top tailors    | 78.0  |
| 65        | Mark's             | 77.9  |
| 66        | Costco             | 77.6  |
| 66        | Starbucks Coffee   | 77.6  |
| 68        | Canadian appliance | 77.5  |
|           | source (CAS)       |       |
| 69        | TELUS              | 77.1  |
| 70        | Call It Spring     | 76.7  |
| 71        | Mastermind Toys    | 76.6  |
| 71        | Chapters Indigo    | 76.6  |
| 73        | Goodness Me!       | 76.3  |
| 74        | Virgin Plus        | 76.2  |
| 74        | Sail               | 76.2  |
| 76        | Adonis Market      | 76.1  |
| 77        | Arc'teryx          | 76.0  |
| 78        | NIKE               | 75.7  |
| 79        | GAP                | 75.3  |
| 80        | Stokes             | 75.2  |
| 81        | Sunrise Records    | 75.0  |
| 81        | Adidas             | 75.0  |
| 81        | Aldo               | 75.0  |
| 84        | Fido               | 74.7  |
| 84        | IKEA               | 74.7  |
| 86        | JD Sports          | 74.5  |
| 87        | Koodo              | 74.4  |
| 88        | Canada Computers   | 74.2  |
| 89        | Rexall             | 74.0  |
| 90        | Browns             | 73.5  |
| 91        | Indochino          | 73.4  |
| 92        | Walking on a Cloud | 73.2  |
| 93        | Whole Foods Market | 73.1  |
|           |                    |       |

| # Ontario | Retailers 2025     | WOW<br>Index |
|-----------|--------------------|--------------|
| 94        | Zehrs              | 73.0         |
| 95        | Urban Barn         | 72.8         |
| 96        | BMR                | 72.6         |
| 96        | Freedom Mobile     | 72.6         |
| 96        | Farm Boy           | 72.6         |
| 99        | Uniqlo             | 72.3         |
| 100       | Best Buy           | 72.2         |
| 101       | Holt Renfrew       | 71.9         |
| 102       | Home Depot         | 71.7         |
| 103       | No Name            | 71.6         |
| 104       | Moores             | 71.4         |
| 104       | Structube          | 71.4         |
| 106       | Toys "R" Us        | 71.3         |
| 106       | Banana Republic    | 71.3         |
| 108       | Softmoc            | 70.7         |
| 109       | Sobeys             | 70.4         |
| 110       | Home Hardware      | 70.3         |
| 111       | Shoppers Drug Mart | 70.1         |
| 111       | Simons             | 70.1         |
| 111       | Roots              | 70.1         |
| 114       | Foot Locker        | 69.9         |
| 115       | Rogers             | 69.7         |
| 116       | Zara               | 69.6         |
| 117       | HomeSense          | 69.4         |
| 118       | Chatr Wireless     | 68.9         |
| 118       | 7-Eleven           | 68.9         |
| 120       | Staples            | 68.6         |
| 121       | RONA               | 68.5         |
| 121       | FreshCo            | 68.5         |
| 123       | Canadian Tire      | 68.4         |
| 124       | Giant Tiger        | 68.3         |

#### Overall ranking of all retailers 2025 (2/2) Ontario Market

| # Ontario | Retailers 2025                     | WOW<br>Index |
|-----------|------------------------------------|--------------|
| 125       | Bell                               | 68.1         |
| 126       | Dynamite                           | 67.9         |
| 127       | Linen Chest                        | 67.4         |
| 128       | Sport Chek                         | 67.3         |
| 129       | H&M                                | 67.0         |
| 130       | RW & Co                            | 66.5         |
| 131       | Food Basics                        | 66.4         |
| 131       | Your Independent<br>Grocer         | 66.4         |
| 133       | Shoe Company                       | 66.0         |
| 134       | JYSK                               | 65.9         |
| 135       | Urban Planet                       | 65.6         |
| 136       | No Frills                          | 65.5         |
| 137       | Foodland                           | 65.2         |
| 138       | Old Navy                           | 64.9         |
| 138       | L.L. Bean                          | 64.9         |
| 140       | Independent City<br>Market         | 63.7         |
| 141       | Hudson's Bay / HBC                 | 63.6         |
| 141       | Metro                              | 63.6         |
| 143       | Sporting Life                      | 63.1         |
| 143       | Urban Outfitters                   | 63.1         |
| 145       | Lululemon                          | 63.0         |
| 146       | Walmart                            | 62.9         |
| 147       | Real Canadian<br>Superstore (RCSS) | 62.7         |
| 148       | Ardène                             | 62.0         |
| 149       | The Source                         | 61.7         |
| 150       | Aritzia                            | 61.5         |
| 151       | Globo                              | 61.3         |
| 152       | Winners                            | 60.9         |
| 153       | The Brick                          | 60.8         |
| 154       | Hart                               | 60.3         |
| 155       | Marshalls                          | 59.7         |

|   | # Ontario | Retailers 2025   | WOW<br>Index |
|---|-----------|------------------|--------------|
|   | 156       | Loblaws          | 59.2         |
|   | 157       | Garage           | 58.7         |
| _ | 158       | Lowe's / RONA+   | 58.5         |
| _ | 159       | Joe Fresh        | 57.8         |
| _ | 160       | Nations          | 57.2         |
| _ | 160       | T&T Supermarket  | 57.2         |
| _ | 162       | Valu-Mart        | 56.4         |
| _ | 163       | Rabba Fine Foods | 55.6         |
| _ | 164       | Hasty Market     | 53.5         |
| _ | 165       | Dollarama        | 51.9         |
|   | 166       | Circle K         | 50.2         |
|   |           |                  |              |



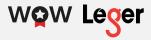
# 2.2 2025 Results | Ontario

# WOW Study

Best In-Store Customer Experience in Ontario

(WOW Index Ranking by Sector)





#### WOW Index Ranking by Sector (1/5)

#### Alcohol & cannabis

| 20 | The Wine Shop                | 87.7 |
|----|------------------------------|------|
| 23 | Ontario Cannabis Store (OCS) | 86.7 |
| 24 | The Wine Rack                | 86.6 |
| 48 | LCBO                         | 80.5 |

#### **Convenience store**

| 118 7-Eleven     | 68.9 |
|------------------|------|
| 164 Hasty Market | 53.5 |
| 166 Circle K     | 50.2 |

#### Grocery

| 58  | Fortinos                        | 79.4 |
|-----|---------------------------------|------|
| 59  | Longo's                         | 79.0 |
| 76  | Adonis Market                   | 76.1 |
| 93  | Whole Foods Market              | 73.1 |
| 94  | Zehrs                           | 73.0 |
| 96  | Farm Boy                        | 72.6 |
| 103 | No Name                         | 71.6 |
| 109 | Sobeys                          | 70.4 |
| 121 | FreshCo                         | 68.5 |
| 131 | Food Basics                     | 66.4 |
| 131 | Your Independent Grocer         | 66.4 |
| 136 | No Frills                       | 65.5 |
| 137 | Foodland                        | 65.2 |
| 140 | Independent City Market         | 63.7 |
| 141 | Metro                           | 63.6 |
| 147 | Real Canadian Superstore (RCSS) | 62.7 |
| 156 | Loblaws                         | 59.2 |
| 160 | Nations                         | 57.2 |
| 160 | T&T Supermarket                 | 57.2 |
| 162 | Valu-Mart                       | 56.4 |
| 163 | Rabba Fine Foods                | 55.6 |

#### Pharmacy

| $\bigstar$ | 8   | PharmaChoice                 | 94.6 |
|------------|-----|------------------------------|------|
|            | 33  | I.D.A.                       | 83.8 |
|            | 37  | Remedy'sRx                   | 83.2 |
|            | 47  | Jean Coutu                   | 80.7 |
|            | 49  | The Medicine Shoppe Pharmacy | 80.3 |
|            | 53  | Pharmasave                   | 79.9 |
|            | 62  | Guardian                     | 78.1 |
|            | 89  | Rexall                       | 74.0 |
|            | 111 | Shoppers Drug Mart           | 70.1 |



WOW Index Ranking by Sector (2/5)

#### **Department store**

| 66  | Costco             | 77.6 |
|-----|--------------------|------|
| 101 | Holt Renfrew       | 71.9 |
| 111 | Simons             | 70.1 |
| 123 | Canadian Tire      | 68.4 |
| 124 | Giant Tiger        | 68.3 |
| 141 | Hudson's Bay / HBC | 63.6 |
| 146 | Walmart            | 62.9 |
| 152 | Winners            | 60.9 |
| 154 | Hart               | 60.3 |
| 155 | Marshalls          | 59.7 |
| 165 | Dollarama          | 51.9 |

#### Furniture & decor

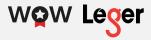
|   | 40  | Sleep Country Canada            | 82.6 |
|---|-----|---------------------------------|------|
| - | 52  | Kitchen Stuff Plus              | 80.1 |
| - | 60  | Leon's Furniture                | 78.9 |
|   | 68  | Canadian appliance source (CAS) | 77.5 |
|   | 80  | Stokes                          | 75.2 |
|   | 84  | IKEA                            | 74.7 |
|   | 95  | Urban Barn                      | 72.8 |
| - | 104 | Structube                       | 71.4 |
|   | 117 | HomeSense                       | 69.4 |
|   | 127 | Linen Chest                     | 67.4 |
|   | 134 | JYSK                            | 65.9 |
|   | 153 | The Brick                       | 60.8 |
|   |     |                                 |      |

#### **Electronics**

| 5  | 7  | Best Buy Express | 79.5 |
|----|----|------------------|------|
| 1  | 8  | Samsung          | 88.6 |
| 5  | 63 | Apple Store      | 79.9 |
| 8  | 8  | Canada Computers | 74.2 |
| 1  | 00 | Best Buy         | 72.2 |
| 1: | 20 | Staples          | 68.6 |
| 14 | 49 | The Source       | 61.7 |
|    |    |                  |      |

#### Hardware

| 96  | BMR            | 72.6 |
|-----|----------------|------|
| 102 | Home Depot     | 71.7 |
| 110 | Home Hardware  | 70.3 |
| 121 | RONA           | 68.5 |
| 158 | Lowe's / RONA+ | 58.5 |



#### WOW Index Ranking by Sector (3/5)

#### Beauty

| $\bigstar$ | 1  | L'Occitane            | 95.8 |
|------------|----|-----------------------|------|
| $\bigstar$ | 6  | Lush                  | 95.0 |
| $\bigstar$ | 7  | Saje Natural Wellness | 94.7 |
| $\bigstar$ | 10 | The Body Shop         | 94.0 |
| $\bigstar$ | 14 | Kiehl's               | 91.4 |
|            | 16 | AESOP                 | 89.4 |
|            | 17 | Mac Cosmetics         | 89.2 |
|            | 18 | Bath & Body Works     | 88.6 |
|            | 44 | Sephora               | 81.3 |
|            |    |                       |      |

#### Arts and crafts

| $\star$    | 2  | Lee Valley Tools | 95.4 |
|------------|----|------------------|------|
| $\bigstar$ | 10 | Long & McQuade   | 94.0 |
| -          | 62 | Michael's        | 78.1 |
| -          | 71 | Chapters Indigo  | 76.6 |

#### Games & toys

| 29  | Lego            | 84.7 |
|-----|-----------------|------|
| 71  | Mastermind Toys | 76.6 |
| 81  | Sunrise Records | 75.0 |
| 106 | Toys "R" Us     | 71.3 |

#### Pets

| *          | 3  | Ren's Pets       | 95.3 |
|------------|----|------------------|------|
| $\bigstar$ | 5  | Global Pet Foods | 95.1 |
| -          | 30 | Pet Valu         | 84.4 |
|            | 55 | PetSmart         | 79.8 |

#### Telecommunications

| 37  | Best Buy Mobile | 83.2 |
|-----|-----------------|------|
| 69  | TELUS           | 77.1 |
| 74  | Virgin Plus     | 76.2 |
| 84  | Fido            | 74.7 |
| 87  | Koodo           | 74.4 |
| 96  | Freedom Mobile  | 72.6 |
| 115 | Rogers          | 69.7 |
| 118 | Chatr Wireless  | 68.9 |
| 125 | Bell            | 68.1 |
|     |                 |      |



WOW Index Ranking by Sector (4/5)

#### Natural products

| 15 | Nature's Emporium    | 89.6 |
|----|----------------------|------|
| 27 | Healthy Planet       | 85.9 |
| 43 | Popeye's Supplements | 81.7 |
| 50 | GNC                  | 80.2 |
| 73 | Goodness Me!         | 76.3 |
|    |                      |      |

#### Specialty store

| A.         |    |                          |      |
|------------|----|--------------------------|------|
| X          | 4  | DAVID's TEA              | 95.2 |
| $\bigstar$ | 9  | Lindt Chocolate Shop     | 94.1 |
| $\bigstar$ | 13 | Nespresso                | 92.7 |
|            | 28 | % Arabica                | 85.4 |
|            | 30 | Chocolats Favoris        | 84.4 |
|            | 35 | Purdys Chocolatier       | 83.5 |
|            | 42 | Rocky Mountain Chocolate | 81.8 |
|            | 61 | Laura Secord             | 78.6 |
|            | 66 | Starbucks Coffee         | 77.6 |
|            |    |                          |      |

#### Sports & outdoors

| 26  | Cabela's/Bass Pro shops | 86.0 |
|-----|-------------------------|------|
| 35  | Decathlon               | 83.5 |
| 37  | Under Armour            | 83.2 |
| 41  | Golf Town               | 82.0 |
| 50  | Running Room            | 80.2 |
| 55  | MEC                     | 79.8 |
| 74  | Sail                    | 76.2 |
| 77  | Arc'teryx               | 76.0 |
| 78  | NIKE                    | 75.7 |
| 81  | Adidas                  | 75.0 |
| 86  | JD Sports               | 74.5 |
| 114 | Foot Locker             | 69.9 |
| 128 | Sport Chek              | 67.3 |
| 138 | L.L. Bean               | 64.9 |
| 143 | Sporting Life           | 63.1 |
| 145 | Lululemon               | 63.0 |

#### Specialized food

| 30 M&M Food Market | 84.4 |
|--------------------|------|
| 45 Bulk Barn       | 81.1 |



#### WOW Index Ranking by Sector (5/5)

#### Women's apparel

| * | 12  | Penningtons / PENN. | 93.1 |
|---|-----|---------------------|------|
|   | 21  | Reitmans            | 87.1 |
|   | 45  | Laura               | 81.1 |
|   | 126 | Dynamite            | 67.9 |
|   | 148 | Ardène              | 62.0 |
|   | 150 | Aritzia             | 61.5 |
|   | 157 | Garage              | 58.7 |

#### Unisex apparel

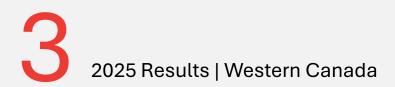
|   | 25  | Lacoste          | 86.4 |
|---|-----|------------------|------|
|   | 65  | Mark's           | 77.9 |
|   | 79  | GAP              | 75.3 |
|   | 99  | Uniqlo           | 72.3 |
|   | 106 | Banana Republic  | 71.3 |
|   | 111 | Roots            | 70.1 |
|   | 116 | Zara             | 69.6 |
|   | 129 | H&M              | 67.0 |
|   | 130 | RW & Co          | 66.5 |
|   | 135 | Urban Planet     | 65.6 |
|   | 138 | Old Navy         | 64.9 |
|   | 143 | Urban Outfitters | 63.1 |
| - | 159 | Joe Fresh        | 57.8 |
|   |     |                  |      |

#### Men's apparel

| 21  | Jack & Jones    | 87.1 |
|-----|-----------------|------|
| 33  | Harry Rosen     | 83.8 |
| 64  | Tip Top tailors | 78.0 |
| 91  | Indochino       | 73.4 |
| 104 | Moores          | 71.4 |

#### Shoes

| 70  | Call It Spring     | 76.7 |
|-----|--------------------|------|
| 81  | Aldo               | 75.0 |
| 90  | Browns             | 73.5 |
| 92  | Walking on a Cloud | 73.2 |
| 108 | Softmoc            | 70.7 |
| 133 | Shoe Company       | 66.0 |
| 151 | Globo              | 61.3 |



# WOW Study Best In-Store Customer Experience in Western Canada



### Methodological approach



The **WOW** study is the benchmark in measuring the customer experience for over 10 years.

It's a specialized sectorbased study developed by Leger that evaluates the visitor experience on 23 dimensions of the customer journey, visit profile various performance indicators, irritants encountered and more.

A total of 76 retailers in Western Canada from 11 sectors were evaluated by their recent visitors.

#### Study population

More than 6,500 Western Canadians **16 years of age or over**, who could speak French or English, participated in this study.

#### **Evaluation of retailers**

Each retailer was evaluated by **+/-300 respondents** who had visited (with or without purchase) one of its stores in British Columbia, Alberta, Saskatchewan or Manitoba.

Each respondent could rate up to a maximum of 4 retailers randomly selected from those visited, all sectors combined.

#### **Data Collection Period**

Data collection took place from **October 24 to November 25, 2024**.

#### **Data Collection**

The survey was conducted online. Respondents were randomly selected from LEO's panel of Internet users, a panel representative of the population in the region studied.

#### Weighting results by retailer

In order to have a representative sample per retailer, the results were weighted according to the socio-demographic profile of its recent visitors, based on the following variables: gender, age, mother tongue and region. The results can then be extrapolated to all the retailer's recent visitors.



# The Best In-Store Experiences

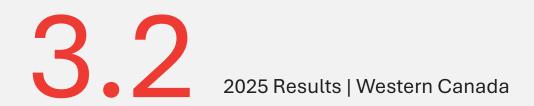
#### in Western Canada 2025

WOW



\*WOW Index of 90 and over.





# WOW Study

Best In-Store Customer Experience in Western Canada (WOW Index Ranking by Sector)



# In-Store Experience in Western Canada | 2025



#### WOW Index Ranking by Sector (1/3)

#### Alcohol

| *          | 2  | Everything Wine       | 93.2 |
|------------|----|-----------------------|------|
| $\bigstar$ | 6  | Wine and Beyond       | 90.0 |
|            | 18 | Great Canadian Liquor | 82.2 |
|            | 27 | BC LIQUOR Stores      | 76.3 |
|            | 52 | Liquor Depot          | 68.1 |
| -          | 57 | Ace Liquor            | 65.7 |

#### Department store

| 47 | Mark's             | 69.8 |
|----|--------------------|------|
| 49 | Costco             | 68.7 |
| 62 | Canadian Tire      | 63.1 |
| 66 | London Drugs       | 60.8 |
| 75 | Hudson's Bay / HBC | 50.5 |
| 76 | Walmart            | 50.4 |

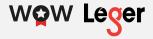
#### Grocery

| 21 | Calgary Co-op                   | 78.5 |
|----|---------------------------------|------|
| 33 | CO-OP Food                      | 74.2 |
| 46 | Safeway                         | 69.9 |
| 48 | Save-On-Foods                   | 69.5 |
| 50 | Choices Market                  | 68.5 |
| 51 | Whole Foods Market              | 68.4 |
| 54 | Thrifty Foods                   | 67.2 |
| 60 | Nesters Market                  | 63.5 |
| 61 | Fresh St. Market                | 63.3 |
| 64 | IGA /IGA Marketplace            | 61.9 |
| 69 | Real Canadian Superstore (RCSS) | 59.1 |
| 71 | No Frills                       | 56.2 |
| 73 | Buy-Low Foods                   | 55.6 |

#### Pharmacy

| *          | 3  | Guardian                     | 93.0 |
|------------|----|------------------------------|------|
| $\bigstar$ | 6  | The Medicine Shoppe Pharmacy | 90.0 |
| _          | 12 | Remedy'sRx                   | 87.6 |
| _          | 14 | I.D.A.                       | 85.9 |
|            | 34 | Pharmasave                   | 73.9 |
| -          | 40 | Rexall                       | 72.8 |
| _          | 59 | Shoppers Drug Mart           | 65.3 |

# In-Store Experience in Western Canada | 2025



#### WOW Index Ranking by Sector (2/3)

#### Electronics

| 22 | Apple Store         | 77.9 |
|----|---------------------|------|
| 29 | Best Buy Express    | 75.6 |
| 31 | Visions Electronics | 74.6 |
| 56 | Best Buy            | 66.2 |
| 68 | The Source          | 60.2 |
| 72 | Staples             | 55.8 |

#### Furniture & decor

| 37 | Sleep Country Canada | 73.1 |
|----|----------------------|------|
| 45 | IKEA                 | 70.9 |
| 63 | The Brick            | 62.1 |

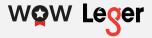
#### Hardware

| 53 | Home Depot     | 67.6 |
|----|----------------|------|
| 65 | Lowe's / RONA+ | 61.0 |
| 70 | RONA           | 57.6 |

#### **Telecommunications**

| 16 | SaskTel         | 84.5 |
|----|-----------------|------|
| 17 | Virgin Plus     | 83.3 |
| 19 | Best Buy Mobile | 82.1 |
| 26 | Freedom Mobile  | 76.5 |
| 28 | Koodo           | 75.8 |
| 35 | BELL / BELL MTS | 73.5 |
| 37 | Fido            | 73.1 |
| 39 | Chatr Wireless  | 73.0 |
| 55 | Rogers/Shaw     | 66.3 |
| 57 | TELUS           | 65.7 |

# In-Store Experience in Western Canada | 2025



WOW Index Ranking by Sector (3/3)

#### Sports & outdoors

| 11 | Sports Experts | 87.7 |
|----|----------------|------|
| 19 | MEC            | 82.1 |
| 22 | Running Room   | 77.9 |
| 25 | Decathlon      | 76.9 |
| 32 | NIKE           | 74.3 |
| 35 | Lululemon      | 73.5 |
| 42 | Adidas         | 72.5 |
| 44 | Foot Locker    | 71.2 |
| 67 | Sporting Life  | 60.3 |
| 74 | Sport Chek     | 53.2 |

#### Specialty store

| $\bigstar$ | 1  | Saje Natural Wellness    | 96.0 |
|------------|----|--------------------------|------|
| $\bigstar$ | 4  | Lindt Chocolate Shop     | 92.2 |
|            | 8  | Purdys Chocolatier       | 89.1 |
|            | 8  | Rocky Mountain Chocolate | 89.1 |
|            | 15 | Nespresso                | 84.6 |
|            | 24 | Sephora                  | 77.7 |

#### Pets

| * | 5  | Home Alive Pets  | 92.1 |
|---|----|------------------|------|
|   | 10 | Pet Valu         | 88.2 |
|   | 13 | Global Pet Foods | 86.1 |
|   | 30 | PetSmart         | 75.0 |
|   | 41 | Petland Canada   | 72.7 |
|   | 43 | Tisol            | 71.9 |

# WOW × Leger<sup>ex</sup> – 360° Analysis and Guidance

Do you want to improve your WOW Index? Our Leger CX team can help!

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Survey of +/- 300 recent visitors to one of the stores of the 350 companies included in the study.

Provides the WOW Index and the ranking of the companies that offer the best in-store customer experiences, as well as a complete analysis for each company by request.



Survey of +/- 300 recent visitors to the site or mobile app of the 298 companies included in the study.

Provides the WOW Digital Index and the ranking of the companies that offer the best online customer experiences, as well as a complete analysis for each company by request. Leger

Deliver on your brand promise and make better decisions with robust, insightful, and actionable CX solutions.

 $\rightarrow$ 

Our CX team can help you improve your WOW indexes and visitor feedback on your customer experience.



### Build better customer connections

Some of our solutions include:

#### **Customized Programs**

Deliver a better customer experience by moving from traditional market research, another feedback system, or no existing program to a custom CX program.



#### **Contact us**

#### Custom VoC (Voice of the Customer) Programs

Bridge the gap between your VOC tool and the strategic insights you're looking for. We're experts in more than one platform, so we'll recommend the best one for your needs, help you implement it, and provide ongoing support. We also offer managed services and training

#### **Prioritized Strategies**

Identify and implement the most impactful CX strategies for your specific business goals.

#### **Success and Performance Metrics**

Show the concrete impacts of your CX initiatives to build support from senior leaders and get buy-in for future initiatives.

#### Personalized Advice and Guidance

Improve your CX programs with personalized support. Our team can provide advice across all 5 CX competencies:

- → Customer insights and understanding
- → CX strategy
- → Metrics, measurements & ROI
- → CX design, implementation and innovation
- $\rightarrow$  Culture and accountability

#### **Customer-Centric Initiatives**

Highlight the importance of a customer-first approach to boost customer satisfaction, increase loyalty, and stay ahead of the competition.





# **CX** Consulting Services

LegerCX offers consulting services in each of these competencies to help you raise your level of CX maturity.

# 80

#### Understand Customers

- Quantitative & qualitative research
- Personas & customer journey mapping
- VoC program audits (surveys, reports, etc.)
- VoC platform recommendations
- Customer feedback analysis and audits
- CX gap analysis

#### CX strategy

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- Assessment of the current level of customer experience (CX) maturity
- Current state analysis of the customer experience (CX)
- CX/VoC strategic plan & creation of business case studies
- CX communication
  plan

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# Metrics,

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#### measurements & ROI

- Advice and review of KPIs and CX metrics
- Integration of operational, sales and EX data with CX data
- ROI metrics & recommendations
- Advice on quant and qual methodologies

#### CX design, implementation and innovation

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- Pilot and A/B tests for
  VoC programs
- Future/ideal customer journey mapping
- Assessment of
  future/ideal maturity
- Prioritization of CX
  action plans

# Culture & accountability

- Definition of CX mission, vision and values
- Stakeholder CX mapping
- CX roadmap guide
- Customer-centric culture: change management and accountability analysis

WOW 2025 Results Quebec, Ontario, West and Canada

If you have any questions, don't hesitate to contact our team.



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