

Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



"Streaming music services have become a principle means of listening to music, now accounting for roughly one in three hours spent with music. The titans of tech compete in this space, yet pure-play services such as Pandora and Spotify continue to perform wel."

- Billy Hulkower, Senior Technology Analyst

This report looks at the following areas:

- · Ad efficacy in decline
- Subscriptions a tough sell
- · Awareness of features and pricing limited

Looking forward, streaming music will shift from being seen as a way to listen to music, to the dominant platform for radio services. With this perspective in mind, this report examines how streaming music services can move most quickly into that future, and how brands can best take advantage of the medium via advertising in it.

This report covers internet-based streaming music services, including personalized streams utilizing a user inputs of likes and dislikes, manually created (on demand) playlists, and DJ curated radio stations online. Terrestrial radio, satellite radio, and personal music libraries are covered in the report as well, but the focus of research rests on streaming music delivered via internet-based services, including audio services such as Pandora and Spotify, and video services such as YouTube and Vevo.

This report builds upon research conducted for Mintel's Streaming Music – US, January 2014 .

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

+1 (312) 943 5250

+86 (21) 6032 7300

+61 (0) 2 8284 8100

EMAIL: reports@mintel.com

DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Table of Contents

Overview

What you need to know

Definition

Executive Summary

The issues

Ad efficacy in decline

Figure 1: Attitudes to ads on streaming music services, October 2013 vs June 2015

Subscriptions a tough sell

Figure 2: Attitudes to paid subscriptions among non-subscribers, June 2015

Awareness of features and pricing limited

Figure 3: Attitudes to subscription pricing and offline usage among non-subscribers, June 2015

The opportunities

Massive gains in ad sales still available from terrestrial radio

Figure 4: Terrestrial radio ad sales vs streaming music revenues, at current prices, 2013-15

Share of listening hours retains room for growth

Figure 5: Hours spent listening to music, radio vs streaming services vs personal libraries, June 2015

Transition from desktop to smartphone to lead revenue charge

Figure 6: US mobile ad sales and forecast, at current prices, 2010-20

Sought after demographics more likely to connect with ads

Figure 7: Positive response* to a streaming music ad in past month, selected demographics, June 2015

What it means

The Market - What You Need to Know

Young market still firing up

Opportunity to capture sales from competing music expenditures

Subscriptions at SiriusXM top all internet streaming subs combined

Revenue split between digital radio and on demand

Smartphone ownership propelling growth

Market Size and Forecast

Revenue quintuples 2010-15

Figure 8: Total US forecast and fan-chart of streaming music service revenue, at current prices, 2010-20

Figure 9: Total US revenues and forecast of from streaming music services, at current prices, 2010-20

Market Perspective

Music sales still a larger market than streaming services

Figure 10: US music sales, 2011-14

Dashboard keeps SiriusXM in driver's seat

Figure 11: Satellite radio sales vs streaming music on demand subscription sales, 2010-14

BUY THIS REPORT NOW VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

Americas +1 (312) 943 5250 | China +86 (21) 6032 7300

APAC +61 (0) 2 8284 8100 | EMAIL: reports@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Market Breakdown

On demand gains steam

Figure 12: Streaming music service revenue by segment, 2014

Market Factors

Smartphone usage tops tablet and PC

Figure 13: Streaming music service usage by device, PC vs smartphone vs tablet, April 2015

Smartphones headed toward universal ownership

Figure 14: Personal ownership of smartphones and tablets, July 2013-April 2015

Limited data remains an issue

Key Players - What You Need to Know

Half of listeners stream Pandora

Consolidation in progress

Progress in partnerships, exclusivity, extensions beyond music

What's Working?

Leaders back service with ad support

Figure 15: Top five streaming music providers by parent company, June 2015

What's Struggling?

Second-tier vies for listeners

Figure 16: Streaming music services used in past week, June 2015

What's Next?

Partnerships

Extending beyond music

Exclusivity and live concerts

Crumbling pricing

Pandora's One Day Pass

The Consumer – What You Need to Know

Hispanics, 18-24s, young men power users

Desktop usage encourages wider number of services

Listening style varies with age and background

Urbanites and minority groups closer to subscribing

Time Spent Listening to Music

Streaming services carry a third of time listening to music

Figure 17: Hours spent listening to music, by distribution format, June 2015

Youngest adults spend half of music time streaming

Figure 18: Hours spent listening to music in past week, by age, June 2015

Young men, Hispanics top streamers

Young men average 35 hours per week with music

BUY THIS REPORT NOW VISIT: store.mintel.con

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

APAC +61 (0) 2 8284 8100 EMAIL: reports@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

Figure 19: Hours spent listening to music, by gender, June 2015

Hispanics spend twice as much time as average streaming

Figure 20: Hours spent listening to music in past week, by race and Hispanic origin, June 2015

Number of Services Used

Number of services used rising

Desktop platform encourages more services used in high-income groups

Figure 21: Number of services used, by household income, area and parental status, June 2015

25-44s surf more sites

Figure 22: Number of services used, by age, June 2015

Hispanics use more services, Blacks fewer

Figure 23: Number of services used, by race and Hispanic origin, June 2015

Listening Style

Most users listen passively

Multicultural groups show a more active listening style

Figure 24: Music listening styles, by race and Hispanic origin, June 2015

Urbanites also more active in music selection process

Figure 25: Music listening styles, by location of residence, June 2015

Bringing all ages into the fold

Figure 26: Music listening styles, by age, June 2015

Attitudes to Subscribing

\$10 price out of park

Distinctions by demographic groups marginal

Figure 27: Perception of \$10/month subscription price, by household income, June 2015

Men somewhat more tolerant of \$10 price

Figure 28: Perception of \$10/month subscription price, selected demographics, June 2015

Listeners interested in subscribing at lower price points

DJs largely unnecessary

Figure 29: Attitudes towards subscription, June 2015

Younger ages more open to subscribing

Figure 30: Attitudes towards subscription, by age, June 2015 $\,$

Non-Whites more interested in DJs

Figure 31: Attitudes towards subscription, by race, June 2015

Attitudes to Ads

Tailoring ads to meet interests

Half of listeners exhibit recall or positive interest

Some listeners irked

Figure 32: Response to ads on streaming services, June 2015

Men, parents, Hispanics, more likely to exhibit positive response



VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094

APAC +61 (0) 2 8284 8100 EMAIL: reports@mintel.com



Report Price: £2466.89 | \$3995.00 | €3133.71

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

More time listening among men results in greater likelihood of a response

Figure 33: Positive response* to ads on streaming services, by gender, June 2015

Streaming attractive medium for selling to parents

Figure 34: Positive response* to ads on streaming services, by parental status, June 2015

Hispanics a top audience for ads

Figure 35: Positive response* to ads on streaming services, by race and Hispanic origin, June 2015

Appendix - Data Sources and Abbreviations

Data sources

Sales data

Fan chart forecast

Consumer survey data

Consumer qualitative research

Abbreviations and terms

Abbreviations

Terms

Appendix - Market

Figure 36: Total US sales and forecast of market, at inflation-adjusted prices, 2010-20

Appendix - Consumer

Figure 37: Services used in past week, June 2015

APAC +61 (0) 2 8284 8100 | EMAIL: reports@mintel.com