

Report Price: £1750.00 | \$2834.04 | €2223.04

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



"Performing arts organisations' digital focus should be on their expertise as creators, and enabling their growing online audience to act as curators of the content they produce."

David Walmsley, Senior Leisure Analyst

This report looks at the following areas:

- What's next for digital performing arts?
- How can performing arts venues revive secondary spending?
- Is 'immersive theatre' more than a passing trend?

The performing arts remain among the UK's most important entertainment industries and continue to grow audiences and revenues in the face of challenges ranging from evolving leisure habits to government funding cuts.

A record year for London's West End, growth in digital audiences and the adoption of a more commercial approach by the subsidised sector kept the market moving forward in 2014.

However, anticipated further cuts in public spending combined with a difficult fundraising environment and limitations on many venues' development potential means yet more creativity will be required to improve significantly on recent trends.

This report examines consumers' performing arts attendance habits, tracks trends in their spending beyond the venue box office, identifies the most popular incentives to more frequent visiting and looks at how the market can respond to the challenges and opportunities emerging.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL: EMEA +44 (0) 20 7606 4533

> Brazil 0800 095 9094

Americas +1 (312) 943 5250

арас +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: £1750.00 | \$2834.04 | €2223.04

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

Table of Contents

Introduction

Definition

Abbreviations

Executive Summary

The market

Figure 1: UK performing arts market size and forecast, 2009-19

West End's record year sets tone for value growth

Musicals call the tune on attendances

Figure 2: London theatre attendances, by genre, 2013

Market drivers

A nation of arts lovers - On stage and screen

Performing arts on tourists' to-do list

Companies, brands and innovation

Commercial sector dominates London market

Figure 3: London theatre attendances, by venue type, 2012-13

A new dimension of immersive theatre

The consumer

Occasional attendees a growing segment

Figure 4: Performing arts attended, September 2014

Food and drink a victim of spending cuts

Figure 5: Secondary spending around performing arts events, September 2014

Star quality dazzles an older crowd

Figure 6: Motivations for attending performing arts, September 2014

Couples most common, but women more social than men

Figure 7: People attended performing arts with, September 2014

Familiarity risks breeding discontent

Figure 8: Incentives to attend performing arts, September 2014

What we think

Issues and Insights

What's next for digital performing arts?

The facts

The implications

How can performing arts venues revive secondary spending?

The facts

The implications

Is 'immersive theatre' more than a passing trend?

BUY THIS REPORT NOW

CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMALL: reports@mintel.com



Report Price: £1750.00 | \$2834.04 | €2223.04

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

The facts

The implications

Trend Application

Trend: Click and Connect

Trend: Data Creators

Trend: Let's Make a Deal

Market Drivers

Key points

Performing arts a national interest

Figure 9: Past year attendance/participation in the arts, by gender, 2005/06 and Q1 2014/15

Quality and quantity the key issues in theatre access

Figure 10: London theatre capacities, 2012/13

From stage to screen

Figure 11: Event cinema box office takings, 2013

Theatre and dance keep their shows on the road

Figure 12: Arts Council England National Portfolio Organisations, by share of number and activities, 2012/13

Ticket pricing gets creative

Figure 13: Average London theatre prices, 2011/12 and 2012/13

Tax relief and crowdfunding shore up investment

Figure 14: Income sources of Arts Council England National Portfolio theatres, 2012/13

Performing arts well positioned on the tourism map

Figure 15: Aspects of arts and culture in the UK that make it an attractive destination for overseas visitors, January 2014

More immersive experiences to appeal to the young

Figure 16: Experience of attending the theatre while growing up, by age, July 2014

Digital arts becoming a social science

Figure 17: Digital engagement with the arts, 2011/12-2013/14*

Figure 18: Most popular platforms for writing theatre reviews, May 2013

Who's Innovating?

Key points

Reality TV? Reality theatre

Please remember to turn on your mobile during the performance

Curtain down on subtitles?

A review of the view

Online audiences accessing all areas

Children step app onto the stage

Find the circumference of a (dress) circle

Market Size and Forecast

Key points

BUY THIS REPORT NOW

VISIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMALL: reports@mintel.com



Report Price: £1750.00 | \$2834.04 | €2223.04

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

More hits than misses helps keep market growing

Figure 19: UK performing arts market size and forecast, 2009-2019

Forecast

Figure 20: Forecast of UK performing arts market size, 2009-19

Forecast methodology

Segment Performance

Key points

A record year for London theatre

Figure 21: Trends in London theatre admissions and box office revenue, 2009-14

Big shows and big names draw in the crowds

Figure 22: London theatre attendances, by genre, 2012-13

Opera fulfils the bulk of its potential

Figure 23: London theatre revenue, by genre, 2012-13

Premium performers command premium prices

Figure 24: Average London theatre ticket prices, by genre, 2012-13

Market Share

Key points

A strong year for commercial audiences

Figure 25: London theatre attendances, by venue type, 2012-13

Commercial revenues the star performer

Figure 26: London theatre revenues, by venue type, 2012-13

Regular interest gets subsidised theatre closer to capacity

Figure 27: Average proportion of available seats sold in London theatres, by venue type, 2012-13

Companies and Products

Key points

Subsidised theatre and dance

Birmingham Royal Ballet

Figure 28: Birmingham Royal Ballet financial results, 2009-13

English National Opera

Figure 29: English National Opera financial results, 2009-13

National Theatre

Figure 30: National Theatre financial results, 2010-14

Figure 31: Trends in attendance at National Theatre performances, by theatre, 2010-14

Royal Opera House

Figure 32: Royal Opera House financial results, 2009-13

Royal Shakespeare Company

Figure 33: Royal Shakespeare Company financial results, 2010-14

Commercial theatre

BUY THIS REPORT NOW

VISIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMAIL: reports@mintel.com



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Ambassador Theatre Group

Figure 34: The Ambassador Entertainment Group Ltd financial results, 2009-13

Delfont Macintosh Theatres

Figure 35: Delfont Mackintosh Theatres Ltd financial results, 2009-13

Really Useful Theatres

Figure 36: Really Useful Theatres Ltd financial results, 2009-13

Brand Communication and Promotion

Key points

Adspend begins to slip

Figure 37: Advertising expenditure of leading performing arts companies, 2010-2013

Arts seek visibility in congested leisure market

Figure 38: Advertising expenditure of leading performing arts companies, by media type, 2010-2013

The Consumer – Performing Arts Attended

Key points

Performing arts offer something for almost everyone

Figure 39: Performing arts attended, September 2014

Musicals take the lead in reaching younger Millennials

Figure 40: Performing arts attended at least once a year but less often than every six months, by age, September 2014

Audiences happy to switch genres

Figure 41: Performing arts attended at least once a year or more often, by other performing arts attended at least once a year or more often, September 2014

The Consumer – Secondary Spending and Performing Arts

Key points

Secondary spending takes a back seat

Figure 42: Secondary spending around performing arts events, September 2014

Venue dining to sell on price and experience

Figure 43: Pre-performance meal habits, by gross annual household income, September 2014

Programmes needing a rehab programme

Figure 44: Purchasing of programmes, by age, September 2014

Venue bar drinkers most likely to buy another round

Figure 45: Secondary spending around performing arts events, by venue in which pre-performance drinks purchased, September 2014

The Consumer – Motivations for Attending Performing Arts

Key points

Star quality turning older heads

Figure 46: Motivations for attending performing arts, September 2014

Figure 47: Attending performing arts events to see a particular performer, by age, September 2014

Valuing members beyond the joining fee

Figure 48: Secondary spending around performance arts events, by attendance as a member or 'friend' of the venue, September 2014

Opera and dance have most friends

BUY THIS REPORT NOW

VISIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMALL: reports@mintel.com



Report Price: £1750.00 | \$2834.04 | €2223.04

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

Figure 49: Selected motivations for attending performing arts events, by type of performing arts attended, September 2014

The Consumer – Who do People Attend Performing Arts With?

Key points

A night out for couples, but with women taking the lead

Figure 50: People attended performing arts with, September 2014

A lucrative gap between office and auditorium

Figure 51: Secondary spending around performing arts events, by people attended with, September 2014

Opera and dance see most solos

Figure 52: Attending performing arts events alone, by performing arts attended, September 2014

The Consumer – Incentives to Attend Performing Arts

Key points

Cost more of an issue for women

Figure 53: Incentives to attend performing arts, September 2014

Stale venues make the membership offer harder to refresh

Figure 54: Selected incentives to attend performing arts, by past-year attendance as a member/'friend' of the venue, September 2014

Helping work colleagues step outside their routine

Figure 55: Selected incentives to attend performing arts, by past-year attendance of performing arts with work colleagues, September 2014

It's not just who you know, it's what they know

Figure 56: Willingness to attend performing arts "if I had someone else to go with", by other incentives to attend performing arts, September 2014

Appendix – Market Size and Forecast

Figure 57: Forecast of UK performing arts market size, 2014-19

BUY THIS REPORT NOW

VISIT: store.mintel.com CALL: EMEA +44 (0) 20 7606 4533 | Brazil 0800 095 9094 Americas +1 (312) 943 5250 | APAC +61 (0) 2 8284 8100 EMALL: reports@mintel.com