

Report Price: £3085.18 | \$3995.00 | €3666.43

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



"Propelled by growth in mobile and social, digital ad sales in total increased by more than 20% annually from 2014-17, but rapid growth in mobile and social is stunting other opportunities, particularly considering that desktop remains the primary platform for browsing and streaming video among large sections of the adult population."

- Billy Hulkower, Senior Analyst, Technology and Media

This report looks at the following areas:

- Purchases rare
- Older ages just say no
- Third of viewers ignore mobile, video

This Report is designed to help ad buyers, sellers, and creatives challenge conventional wisdom regarding digital campaigns via a disciplined analysis surrounding specific ad formats, including mobile, video, native, and retargeting, explored from the perspective of the consumer.

BUY THIS REPORT NOW

VISIT: store.mintel.com

CALL:EMEA
+44 (0) 20 7606 4533

Brazil 0800 095 9094

Americas +1 (312) 943 5250

+86 (21) 6032 7300

APAC +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: £3085.18 | \$3995.00 | €3666.43

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

Purchases rare

Figure 1: Purchases made in response to digital ad, by type of ad, June 2017

Older ages just say no

Figure 2: Lack of interest in any ad format, by age, June 2017

Third of viewers ignore mobile, video

Figure 3: Negative attitudes to sponsored content in feeds, June 2017

Figure 4: Negative attitudes to video display ads, June 2017

Figure 5: Negative attitudes to mobile ads, June 2017

The opportunities

High levels of exposure offer rapid reach to mass audiences

Figure 6: Weekly exposure to digital ads, by type of ad, June 2017

Figure 7: Daily exposure to digital ads, by type of ad, June 2017

Product introductions and reminders both effective

Figure 8: Positive responses to digital ads, June 2017

Digital gets dads going

Figure 9: Lack of interest in digital ads, by parental status, June 2017

What it means

The Market - What You Need to Know

Slower growth ahead

Competing ad formats to slow in 2020s

Multiple firsts in market share

Mobile just getting rolling

Market Size

Long-term, 20%+ growth not sustainable

Figure 10: Total US sales of banner and video ads, at current prices, 2015-17

Market Breakdown

Growth limited outside of social

Figure 11: Digital ads sales, social vs all other, at current prices, 2014-16

Desktop declines for first time

Figure 12: Digital ads sales, desktop vs mobile, at current prices, 2014-16

Desktop favored for video, longer-form text

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



Report Price: £3085.18 | \$3995.00 | €3666.43

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

Figure 13: Online activities more common to desktop than mobile, January 2017

Market Perspective

Competition from other ad formats

TV remains dominant

Figure 14: Date of most recent purchase because of a television commercial, November 2016

\$80 billion television budgets

Figure 15: US sales and forecast of television advertising, at current prices, 2011-21

Search drains potential display, app budgets

Figure 16: US sales of search ads segments, desktop vs mobile, at current prices, 2014-16

Half uninterested in any digital ad format

Figure 17: Lack of interest in any ad format, by gender and age, June 2017

Market Factors

Mobile web access

Faster service

Unlimited data

Larger screens

Figure 18: Devices used to access the internet, January 2014-June 2017

Social media rising, but has physical limits

Figure 19: Weekly use of social media services, February-July 2017

Key Platforms - What You Need to Know

Desktop ads more likely to succeed

Social best opportunity in mobile

Image-based social on the rise

What's Working?

Desktop more inspiring

Figure 20: Stimulation of interest in products advertised by desktop ads, June 2017

What's Struggling?

Interest in mobile more limited than desktop

Figure 21: Stimulation of interest in products advertised by mobile ads, June 2017

What's Next?

Image-based mobile social

Figure 22: Stimulation of interest in products advertised by image-oriented social media ads, by age, June 2017

Promoted Pins pass \$500 million in sales

Snapchat targets \$500+ million in ad revenue for 2017

The Consumer - What You Need to Know

Limitations in audience size over

More selective filters needed for attracting purchases

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



Report Price: £3085.18 | \$3995.00 | €3666.43

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

Mobile undesirable but effective

Men attracted to humor in video

Young men top influencers

Much ado about privacy

Exposure

Ads meet eyeballs: two thirds see digital ads daily

Figure 23: Daily and weekly exposure to digital ads, by type of ad, June 2017

Age top driver for exposure

Figure 24: Daily exposure to digital ads, by type of ad and age, June 2017

Targeting youths should envelop urbanites

Figure 25: Daily exposure to digital ads, by type of ad and area of residence, June 2017

Hispanic Millennials are mobile aficionados

Figure 26: Daily exposure to digital ads, by type of ad and by race/Hispanic origin/generation, June 2017

Dads exposed

Figure 27: Daily exposure to digital ads, by type of ad and parental status, June 2017

Purchasing

Purchasers a rare breed

Figure 28: Purchases made in response to digital ad, by type of ad, June 2017

Usual suspects converting

Dads buy in

Figure 29: Purchases made in response to digital ad, by type of ad and parental status, June 2017

Hispanic Millennials attractive

Figure 30: Purchases made in response to digital ad, by type of ad, by Hispanic origin and generation, June 2017

Men like video

Figure 31: Purchases made in response to digital ad, by type of ad and gender, June 2017

18-24s less desirable than 25-44s

Figure 32: Purchases made in response to digital ad, by type of ad and age, June 2017

Attitudes to Mobile Ads

Positive responders similar in share to avoiders

Figure 33: Negative attitudes to mobile ads, June 2017

Figure 34: Positive attitudes to mobile ads, June 2017

Targeting the largest youthful audience

Figure 35: Reminder to purchase and interest in new products seen in mobile ads, by age, June 2017

Figure 36: Positive attitudes to mobile ads, CHAID output, June 2017

Attitudes to Video Ads

Negative attitudes more common

Figure 37: Negative attitudes to video display ads, June 2017

Humor disarming





Report Price: £3085.18 | \$3995.00 | €3666.43

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

Figure 38: Positive response to video display ads, June 2017

Dads prepared to laugh

Figure 39: Positive response to video display ads, by gender and parental status, June 2017

Two thirds of young dads show positive response

Figure 40: Positive response to video banner ads, CHAID output, June 2017

Attitudes to Sponsored Content (Native Ads)

Cup half full

Figure 41: Negative attitudes to ads in social media and news feeds, June 2017

Nearly a third click, but only a sixth share

Figure 42: Positive attitudes to ads in social media and news feeds, June 2017

Young men caring via sharing

Figure 43: Sharing of sponsored content in feeds, by gender and age, June 2017

Attitudes to the Use of Internet History (Retargeting)

Vast majority see history as fair game

Figure 44: Negative attitudes to ads using personal history, June 2017

Rewards outweigh risks

Figure 45: Positive attitudes to ads using personal history, June 2017

Greatest reward with high-income urban parents

Figure 46: Positive attitudes to ads using personal history, CHAID tree output, June 2017

Appendix - Data Sources and Abbreviations

Data sources

Sales data

Consumer survey data

Methodology

Abbreviations and terms

Abbreviations

Terms

Appendix - The Consumer

Detailed exposure to ads

Figure 47: Daily and weekly exposure to digital ads (detail), by type of ad, June 2017

Figure 48: Daily exposure to digital ads (detail), by type of ad and age, June 2017

Figure 49: Daily exposure to digital ads (detail), by type of ad and area of residence, June 2017

Figure 50: Daily exposure to digital ads (detail), by type of ad and by race/Hispanic origin/generation, June 2017

Figure 51: Daily exposure to digital ads (detail), by type of ad and parental status, June 2017

Exposure to television ads

Figure 52: Number of television and digital video commercials viewed daily, November 2016

Response to social ads

Figure 53: Positive attitudes to ads in social media and news feeds, CHAID output, June 2017

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