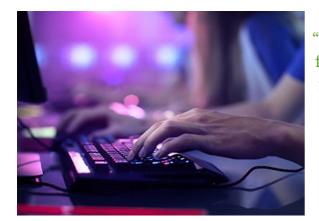


Report Price: £3005.20 | \$3990.00 | €3425.02

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



"Consumers prefer playing online games with their real-life friends. This reveals an opportunity and also highlights the importance of connecting consumers' real-world social life with games, which will make consumers ambassadors of games, attracting new users and retaining existing ones when they invite friends to play with them." **Alice Li, Research Analyst**

This report looks at the following areas:

- Female market hasn't been fully exploited
- How Chinese online gamers want to socialise through gameplay
- Online games can have constructive benefits

The number of online gamers in China is expected to exceed 570 million in 2017, up slightly by 1.5% from 2016. Market value has been growing faster than market volume in recent years, due to the increasing willingness to pay for and the affordability of Chinese online games. In the next five years, it's hard to see remarkable growth in online gamer number with increasing maturity in this market. But there is still room to drive value growth with more high-quality games and the rise of e-sports and the pan-entertainment ecosystem becoming better engaged with target consumers.

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

_{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: £3005.20 | \$3990.00 | €3425.02

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

Covered in this Report

Executive Summary

The market

Figure 1: Best- and worst-case forecast of market value of online gaming, China, 2012-22

Figure 2: Market value of online gaming, by segment, China, 2012-17 (est)

Companies and brands

Figure 3: Leading companies in online gaming market, by value share, China, 2015 and 2016

The consumer

Mobile gaming exceeds PC gaming

Figure 4: Gaming devices used in the last three months, by game type, China, October 2017

Motivations go beyond just relaxation and boredom

Figure 5: Reasons to play online games in the last three months, October 2017

Thorough assessment of new games

Figure 6: Consideration factors when choosing a new online game, October 2017

In-game purchase rather than pay-to-play

Figure 7: Spending on online games in the last three months, October 2017

Playing with friends most appealing

Figure 8: Interest in social features of online games, October 2017

More consumers want to play with real-life friends

Figure 9: Gaming habits and preference (regarding playing with friends), October 2017

Figure 10: Gaming habits and preference (regarding playing with friends), by gaming habits and preference, October 2017

What we think

Issues and Insights

Female market hasn't been fully exploited

The facts

The implication

Figure 11: Example of Splatoon, 2017

Figure 12: Example of Horizon Zero Dawn, 2017

How Chinese online gamers want to socialise through gameplay

The facts

The implications

Online games can have constructive benefits

The facts

The implications

BUY THIS REPORT NOW



Report Price: £3005.20 | \$3990.00 | €3425.02

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

The Market - What you need to know

Increasing maturity in Chinese online gaming market

Still room to grow market value

Mobile gaming to become the largest segment

Market Size and Forecast

Online gaming market maturing, growth expected to slow

Figure 13: Number of online gamers, China, 2012-17 (est)

Figure 14: Market value of online gaming, China, 2012-17 (est)

Figure 15: Best- and worst-case forecast of market value of online gaming, China, 2012-22

Market Factors

High-speed and more affordable internet breed more gaming occasions

Online payment users on the rise

Pan-entertainment ecosystem quickly extending impacts

E-sports coming of age in China

A highly regulated market will phase out weaker players

The future of console games hangs in the balance

Figure 16: Sony's China Hero Project games, China, 2017

Market Segmentation

Mobile gaming to become the largest segment

Figure 17: Market value of online gaming, by segment, China, 2012-17 (est)

Console games on an uptrend but still niche

Key Players - What you need to know

Tencent and NetEase dominate

PC to mobile game adaptations will continue

Crossover marketing very active in online gaming market

Market share

Tencent dominates with 44% market share

Figure 18: Leading companies in online gaming market, by value share, China, 2015 and 2016

NetEase takes a leap

Small game makers facing tougher market environment

Competitive Strategies

High-quality games win in the long run

Small companies dedicated to niche markets

PC to mobile game adaptations perform well

Co-publishing becomes the norm

Out-of-game engagement is crucial

Crossover marketing gets creative

BUY THIS REPORT NOW



Report Price: £3005.20 | \$3990.00 | €3425.02

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

Figure 19: CrossFire x KFC campaign, China, 2017

Figure 20: Example of Buick car in CrossFire, China, 2017

Figure 21: Minecraft x Chimelong Safari Park campaign, China, 2017

Who's Innovating?

Incorporating ads into gameplay

Figure 22: Example of in-game ad of Family Guy: The Quest for Stuff, US, 2017

Figure 23: Example of in-game ad of Terminator 2: Judgement Day, China, 2017

AR technology rejuvenates old games

Figure 24: Example of the builder of Clash of Clans in AR, US, 2017

LBS can be harnessed by online games

The Consumer - What you need to know

Both mobile and PC gaming are very popular

Stress relief and time killing are top two reasons for online gaming

Chinese gamers prefer in-game purchase to pay-to-play

Graphics and controls are important when choosing a new game

Consumers want to invite friends to play with them

More online gamers prefer playing with real-life friends

Gaming Devices

The majority play on mobile phones

Figure 25: Gaming devices used in the last three months, by game type, China, October 2017

Females exceed males in mobile offline gaming

Figure 26: Gaming devices used in the last three months, by gender, October 2017

Consumers from lower tier cities play more online games

Figure 27: Gaming devices used in the last three months, by city tier, October 2017

Cross-device gaming is common

Figure 28: Gaming devices used in the last six months,

Gaming Motivations

Motivations go beyond just relaxation and boredom

Figure 29: Reasons to play online games in the last three games, October 2017

Consumers at different ages show various attitudes

20-24-year-olds just want to kill time

25-29-year-olds have the strongest need to socialise

Consumers in their 30s seek fulfilment in online gaming

Figure 30: Reasons to play online games in the last three months, by age, October 2017

High earners have more constructive reasons

Figure 31: Reasons to play online games in the last three months, by monthly personal income, October 2017

Spending on Games

Gamers spend for functional benefits

BUY THIS REPORT NOW



Report Price: £3005.20 | \$3990.00 | €3425.02

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

Figure 32: Spending on online games in the last three months, October 2017

Young consumers invest more on cosmetic items

Figure 33: Spending on online games in the last three months, by age, October 2017

The more positive your reasons to play games are, the more you spend

Figure 34: Number of game-related products/services purchased in the last three months, by reasons to play online games, October 2017

Consideration Factors

Many factors involved in choosing a new game

Figure 35: Consideration factors when choosing a new online game, October 2017

Males value the fairness of the game most

Figure 36: Consideration factors when choosing a new online game (very important), by gender, October 2017

Young females focus on graphics and controls

Figure 37: Consideration factors when choosing a new online game (very important), by gender and age, October 2017

Genre, plot, theme and music are more important to high earners

Figure 38: Consideration factors when choosing a new online game (very important), by monthly personal income, October 2017

Interested Social Features

Consumers enjoy playing with friends

Figure 39: Interest in social features of online games, October 2017

Female gamers are more social network-based

Figure 40: Interest in social features of online games, by gender, October 2017

Gaming Habits and Preference

High earners allocate enough time for online gaming

Figure 41: Gaming habits and preference (regarding gaming time), by monthly personal income, October 2017

Seeking challenges in gameplay

Figure 42: Gaming habits and preference (regarding game difficulty), by demographics, October 2017

Figure 43: Spending on online games in the last three months, by gaming habits and preference, October 2017

Original stories are slightly more popular than IP adaptations

Figure 44: Gaming habits and preference (regarding game plot), by demographics, October 2017

Chinese online gamers gravitate toward Chinese-style games

Figure 45: Gaming habits and preference (regarding game style), October 2017

Figure 46: Consideration factors when choosing a new online game, by gaming habits and preference, October 2017

More consumers prefer playing games with real-life friends

Figure 47: Gaming habits and preference (regarding playing with friends), October 2017

Figure 48: Spending on online games in the last three months, by gaming habits and preference, October 2017

Figure 49: Gaming habits and preference (regarding playing with friends), by gaming habits and preference, October 2017

Meet the Mintropolitans

MinTs spend significantly more on functional props

Figure 50: Gaps of spending on games between Mintropolitans and Non-Mintropolitans (as benchmark), October 2017

MinTs have strong interest in building in-game communities

BUY THIS REPORT NOW



Report Price: £3005.20 | \$3990.00 | €3425.02

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

Figure 51: Interest in social features of online games, by consumer classification, October 2017

MinTs' opinions differ by gender

Figure 52: Consideration factors when choosing a new online game (very important), by gender, October 2017

Appendix – Market Size and Forecast

Figure 53: Market value of online gaming, China, 2012-22

Appendix – Market Segmentation

Figure 54: Market value of online gaming, by segment, China, 2012-17

Appendix – Methodology and Abbreviations

Methodology Fan chart forecast

Abbreviations

BUY THIS REPORT NOW