

# Streaming Video - US - 2022

Report Price: £3695 | \$4995 | €4400

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

## This report looks at the following areas:

- The market for streaming video and growth trajectory
- What factors impact the streaming video market, key players in SVoDs and strategies for growth
- How streaming video use compares to other video entertainment options
- Use of streaming platforms and how this has shifted from pre-pandemic
- Satisfaction with top SVoDs, key drivers of satisfaction and how pricing is perceived
- Attitudes and behaviors toward streaming video

While streaming video accounts for not quite one third of consumer spending on video entertainment in 2022, unlike cable, satellite and other live television services spending, streaming video continues its strong growth trajectory. Mintel forecasts spending on streaming video to more than double from 2022-27, as it's now the norm for users to have access to three or more services and streaming platforms invest in original content and expand into new areas such as live sports – one of the main reasons that traditional media users have kept their live TV services. While growth is expected, the category is not without challenges, namely competition for consumers' limited time and attention from lower-cost new entrants that offer ad-supported viewing as well as other digital entertainment such as video on social media, video games and live streaming. The current economic climate also causes some concern as services look not only to grow and retain subscribers but also to grow revenue.



"As more consumers continue to cut the cord on traditional media, they have added more streaming services. However, as costs increase and services compete for finite time and household entertainment budgets, consumers may take a second look at the value their subscriptions deliver and opt to make cuts."

Fiona O'Donnell, SeniorDirector – US Reports

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	s +1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

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
- · This Report looks at the following areas
- Definition
- Market context

#### **EXECUTIVE SUMMARY**

- Top takeaways
- Market overview

Figure 1: Total US spending and fanchart forecast for streaming video, at current prices, 2017-27 Figure 2: Outlook for streaming video, 2022-27

- Opportunities
- Localized advertising will play a growing role in nationally streamed content
- · Ad-supported tiers have a receptive audience
- No single "ideal" service consumers add subscriptions for the content they want

Figure 3: Number of SVoD services used, 2019-22

- Reliable, high-speed internet brings consistent service
- Opportunity for a more streamlined browsing experience
   Figure 4: Attitudes toward video streaming Content selection, 2022
- Challenges
- · Increasing competition for limited viewing time
- Controlling costs
- Key consumer insights

#### MARKET SIZE AND FORECAST

 Streaming video spending forecast to more than double from 2022-27

Figure 5: Total US spending and fanchart forecast for streaming video, at current prices, 2017-27
Figure 6: Total US spending and forecast of streaming video, at current prices, 2017-27

 Growing number of subscriptions leads to greater household spending

Figure 7: Streaming video spending per US household, 2017-22

## What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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



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

#### MARKET PERSPECTIVE

 Streaming video growth drives spending on total video entertainment

Figure 8: Consumer spending on cable, satellite, other live TV; video streaming and rental, annual, 2012-22

Live TV spending forecast to continue its decline
 Figure 9: Total US spending and fanchart forecast for cable,
 satellite and other live TV services, at current prices, 2017-27

#### MARKET FACTORS

Increasing interest rates stokes recession concerns

Figure 10: Consumer Price Index change from previous period, 2020-22

Figure 11: Federal Funds Effective Rate, Percent, Monthly, Not Seasonally Adjusted, 2010–22

Reliable, high-speed connections are critical for consumer satisfaction

Figure 12: Apple TV+ MLB tweet, 2022

- Localized advertising will play a growing role in nationally streamed content
- Digital video advertising goes from one success to the next
   Figure 13: Digital video advertising revenues and fanchart
   forecast, at current prices, 2017-27

#### **KEY PLAYERS**

Streaming landscape increasingly competitive, handful of players dominate

Figure 14: SVoD services used, 2022

Netflix remains on top of on-demand streaming category

Figure 15: Profile of Netflix viewers – Indexed to all SVoD users, 2022

Figure 16: Netflix paid memberships – US and Canada, March 2019-October 2022

Amazon bolsters on-demand library with major sporting events

Figure 17: Profile of Amazon Prime Video viewers – Indexed to all SVoD users, 2022

 Disney's streaming package appealing to parents and lower-income households

Figure 18: Profile of Hulu viewers – Indexed to all SVoD users, 2022

Figure 19: Profile of Disney+ viewers – Indexed to all SVoD users, 2022

## What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

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



Figure 20: Disney streaming services paid memberships, July 2022

 HBO Max's premium content drives growth among multicultural audiences

Figure 21: Profile of HBO Max viewers – Indexed to all SVoD users, 2022

#### **COMPETITIVE STRATEGIES AND MARKET OPPORTUNITIES**

 On-demand streaming services acquire rights to live sporting events

Figure 22: Apple TV+ Friday Night Baseball promotion, 2022

- Streaming bundles remain a key value proposition in telecom category
- ViX+ enters the market aiming at Spanish-speaking

Figure 23: T-Mobile ViX+ promotional display ad, 2022

## THE STREAMING VIDEO CONSUMER - FAST FACTS

- Streaming the dominant delivery method for video entertainment
- Netflix and Prime Video are the leading SVoD services
- SVoD users continue to access more and more services
- Satisfaction with SVoD services is high, perceptions generally similar
- The "ideal" SVoD service has an optimal price point of \$19
- Nearly half of viewers subscribe for a specific show
- Opportunity for ad-supported services to offset rising costs

#### VIDEO ENTERTAINMENT SERVICES USED

Digital streaming the primary medium for video consumption

Figure 24: Video entertainment services used, 2022

Streaming service use continues to expand while traditional video declines

Figure 25: Video entertainment services used, 2019-22

 Both men and women under 55 expanding digital video service usage

Figure 26: Video entertainment services used, by gender and age, 2022

Significant decline in live TV consumption among youngest adults

Figure 27: Live TV services used, by age, 2022

## What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

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



#### STREAMING SERVICES USED

Netflix continues to lead SVoDs, gap narrows

Figure 28: SVoD (paid subscription on-demand streaming video) services used, 2020-22

Consumers continue to increase number of SVoD services

Figure 29: Number of SVoD services used, 2019-22

Netflix and Amazon Prime are the "default" SVoD services

Figure 30: SVoD services used, by number of SVoD services used, 2022

YouTube TV and Hulu Live TV remain at the top for vMVPD

Figure 31: vMVPD (Live digital TV streaming) services used, 2021-22

FAST services on the rise

Figure 32: FAST services used, 2022

## SATISFACTION WITH SVODS

Streaming video services viewed similarly

Figure 33: Key drivers of satisfaction with SVoD services, 2022

Figure 34: Key drivers of satisfaction with SVoD services, 2022

Netflix's greatest point of dissatisfaction lies with pricing

Figure 35: Satisfaction with Netflix, 2022

Figure 37: Key drivers of satisfaction with Netflix, 2022

HBO Max and Disney+ rival Netflix in terms of content satisfaction

Figure 36: Satisfaction with HBO Max, 2022

Figure 37: Key drivers of satisfaction with HBO Max, 2022

Figure 37: Satisfaction with Disney+, 2022

Figure 37: Key drivers of satisfaction with Disney+, 2022

Netflix users have been with the service the longest

Figure 38: Length of time as a subscriber, by SVoD service, 2022

#### **IDEAL SVOD PRICING**

Expectations for pricing increase along with inflation

Figure 39: Price sensitivity averages for the ideal SVoD service – Means, 2020 vs 2022

Ideal service pegged at \$19/month, \$10-25/month is

Figure 40: Price sensitivity of ideal SVoD service – Optimal price, 2022

## What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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

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



#### **SVOD STREAMING BEHAVIORS**

 Nearly half of subscription users signed up for a specific show/program

Figure 41: Video streaming behaviors, 2021-22

Services with smaller content libraries at higher risk of cancelation

Figure 42: Cancelation plans and reasons to subscribe, by SVoD services used, 2022

#### ATTITUDES TOWARD VIDEO STREAMING

 Six in 10 video streaming users looking to reduce entertainment spending

Figure 43: Attitudes toward video streaming – Spending, 2022

 More than seven in 10 say they prefer to binge-watch their favorite shows

Figure 44: Attitudes toward video streaming – Viewing preferences, 2022

Opportunity for a more streamlined browsing experience
 Figure 45: Attitudes toward video streaming – Content selection, 2022

#### **CONSUMER SEGMENTS – SVOD USERS**

Three segments of SVoD users

Figure 46: Consumer segments of SVoD users, 2022

Ad Avoiders (27%)

Figure 47: Willingness to watch ads, by consumer segments of SVoD users, 2022

Home Viewers (40%)

Figure 48: Age and household income, by consumer segments of SVoD users, 2022

Figure 49: Attitudes toward home vs movie theaters, by consumer segments of SVoD users, 2022

Platform Hoppers (33%)

Figure 50: SVoD streaming behaviors – Subscribing and canceling, by consumer segments of SVoD users, 2022

#### APPENDIX - DATA SOURCES AND ABBREVIATIONS

- Data sources
- Sales data
- Forecast
- Consumer survey data
- Marketing creative
- Abbreviations and terms

## What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

	Visit	store.mintel.com
	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

## Streaming Video - US - 2022

## Report Price: £3695 | \$4995 | €4400

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



#### Abbreviations

#### **APPENDIX - CONSUMER**

## Price Sensitivity Analysis

#### Methodology

Figure 51: Price sensitivity of ideal SVoD service – Threshold prices, 2022

Figure 52: Price sensitivity of ideal SVoD service – Price

Sensitivity aggregate table, 2022

Figure 53: Price sensitivity of ideal SVoD service – Price summary table, 2022

## Key Driver Analysis

#### Methodology

## Interpretation of results

Figure 54: Level of satisfaction with streaming video services – Key driver output, 2022

Figure 55: Level of satisfaction with Netflix – Key driver output, 2022

Figure 56: Level of satisfaction with HBO Max – Key driver output, 2022

Figure 57: Level of satisfaction with Disney+ – Key driver output, 2022

## APPENDIX - THE MARKET

Figure 58: Total US spending and forecast for streaming video, at inflation-adjusted prices, 2017-27

Figure 59: Total US spending and forecast for cable, satellite and other live television services, at current prices, 2017-27

Figure 60: Total US spending and forecast for cable, satellite and other live television services, at inflation-adjusted prices, 2017-27

Figure 61: Total US sales and fanchart forecast of video entertainment, at current prices, 2017-27

Figure 62: Total US sales and forecast of video entertainment, at current prices, 2017-27

Figure 63: Total US sales and forecast of video entertainment, at inflation-adjusted prices, 2017-27

## What's included

**Executive Summary** 

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

# Did you know?

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

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
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



# **About Mintel**

Mintel is the **expert in what consumers want and why.** As the world's leading market intelligence agency, our analysis of consumers, markets, product innovation and competitive landscapes provides a unique perspective on global and local economies. Since 1972, our predictive analytics and expert recommendations have enabled our clients to make better business decisions faster

Our purpose is to help businesses and people grow. To find out how we do that, visit mintel.com.