

# STATE OF MOBILE 2023

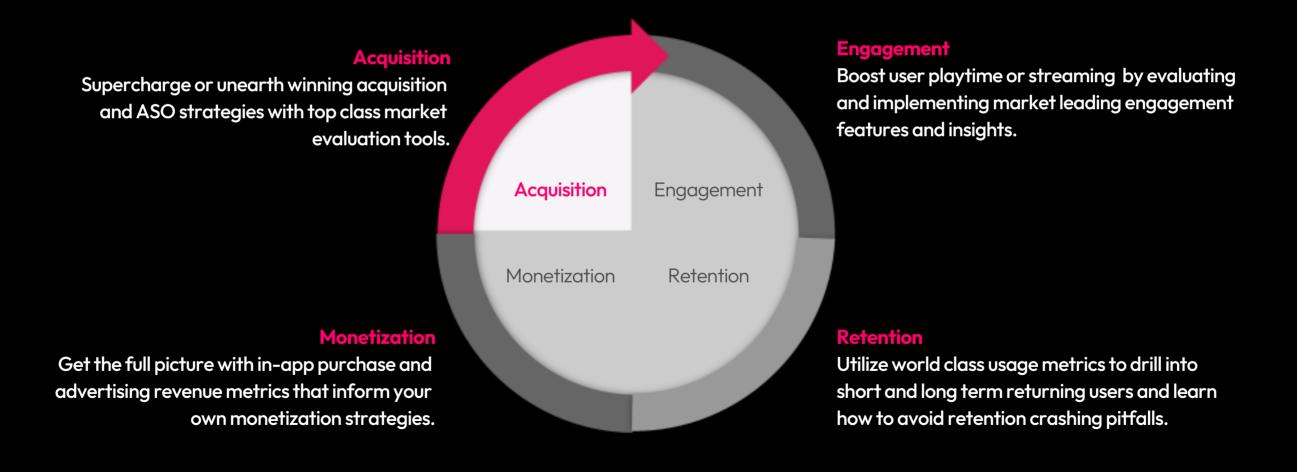


# App Annie is now data.ai



#### data.ai

# data.ai unlocks insights at every stage of the customer lifecycle



#### data.ai

#### EXECUTIVE SUMMARY

# 2022 Mobile Landscape at a Glance

New App Downloads

App Store Spend

\$167
Billion

Daily Time Spent Per User

5 Hours Mobile Ad Spend

\$336 Billion Total Hours Spent

4.1
Trillion

+11%

Billion

YoY Growth

iOS, Google Play, Third-Party Android in China

> 485,000 apps downloaded per minute in 2022 -2%

YoY Growth

iOS, Google Play, Third-Party Android in China

>\$318,000 spent per minute in 2022 +3%

YoY Growth

Android Phones; Weighted Average Among Top 10 Mobile-First Markets

1/3 of daily waking hours

+14%

YoY Growth

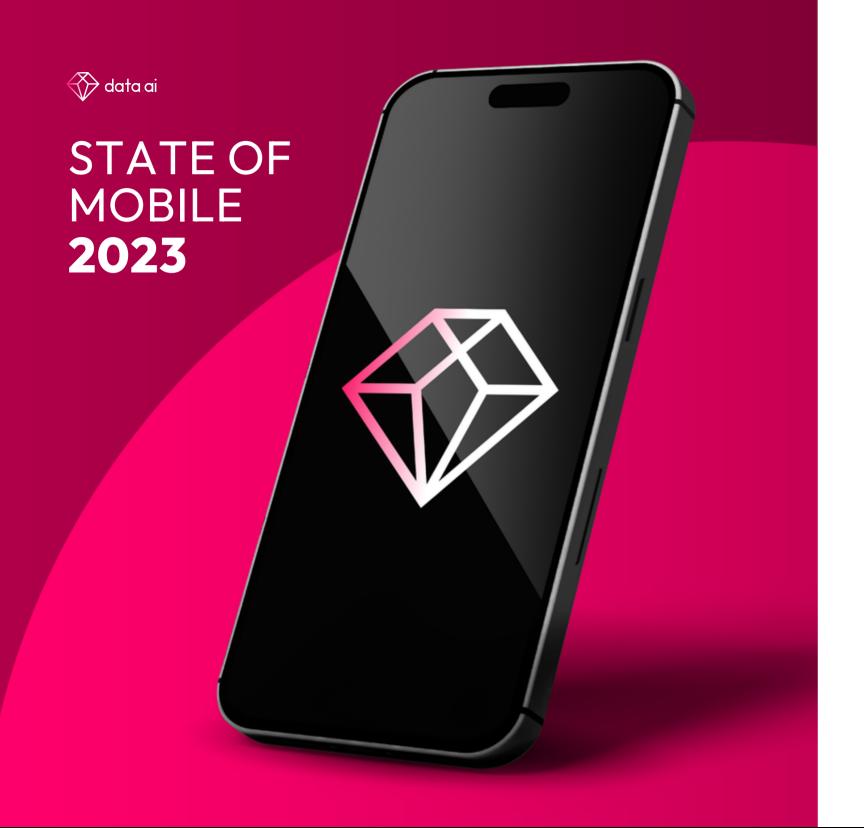
Would be #44 largest country ranked <u>among</u> <u>global economies</u>

+9%

YoY Growth

Android phones

11.2 Billion hours collectively per day in 2022



### **Contents**

- <u>Macro Mobile Trends</u>
- Gaming
- Finance
- <u>Retail</u>
- <u>Video Streaming</u>
- <u>Social</u>
- Food & Drink
- <u>Travel</u>
- Health & Fitness
- <u>Sports</u>
- Other Industries Embracing Mobile
- <u>Top App & Games of 2022</u>

# Join Top Brands that Trust data.ai in Growing Their Business

Through our set of mobile growth tools, we give you visibility in a difficult market to find pockets of growth and opportunity through: market sizing, top charts, competitive intelligence & more.











































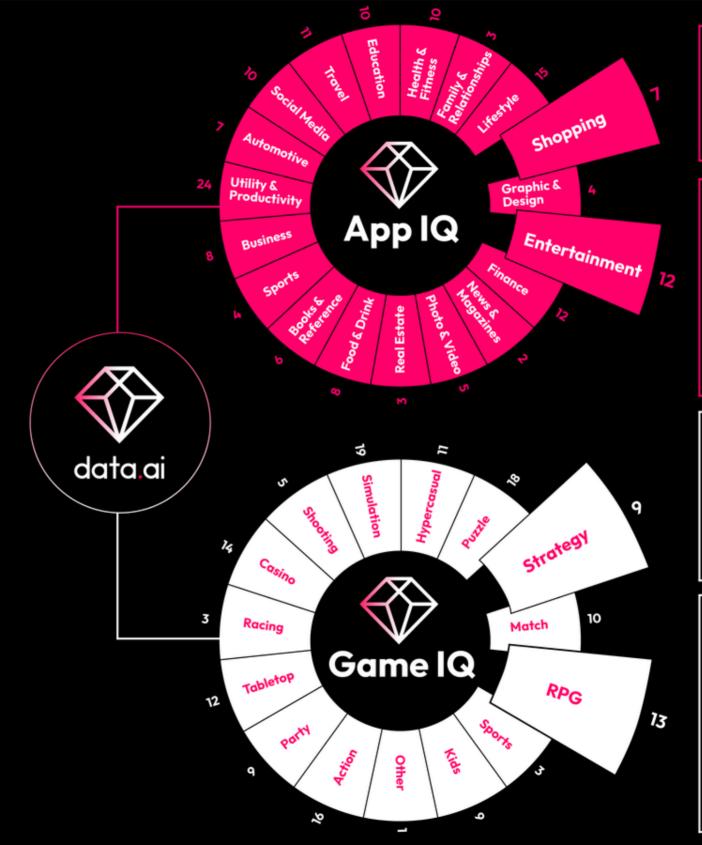
# This report Is Powered by data.ai Intelligence

Through

# App IQ & Game IQ

data.ai's Taxonomy

With 250,000 Apps Classified 316 Subgenres Total



#### - 7 Subgenres

BN

Coupons & Rewards

E-Commerce (B2C)

E-Commerce (C2C)

E-Commerce (Retailer)

Other Shopping

Resell

#### 12 Subgenres

Game Service

Karaoke

Live Streaming

Media Player

Music & Audio

Musical Instruments

Other Entertainment

ott

Radio

Short Videos

Ticket Service

Video Sharing

#### 9 Subgenres

4X March-Battle

**Auto Chess** 

Build-Battle

CCG-Battle

Lane-Battle

Legion Battle

Other Strateav

Summon-Battle

Tower Defense Strategy

#### 13 Subgenres

Action RPG

Empire Simulation RPG

Idle RPG

Location RPG

MMORPG

Open World RPG

Other RPG

Puzzle RPG

Roguelike ARPG

Survival

Tactics

Team Battle

Tower Defense RPG

### Check On the State of Mobile Whenever You Want With MPS

Mobile Performance Score is the industry's first mobile scoring system that's like a credit score, but for apps. Get an executive overview on desktop or on the Pulse iOS app.

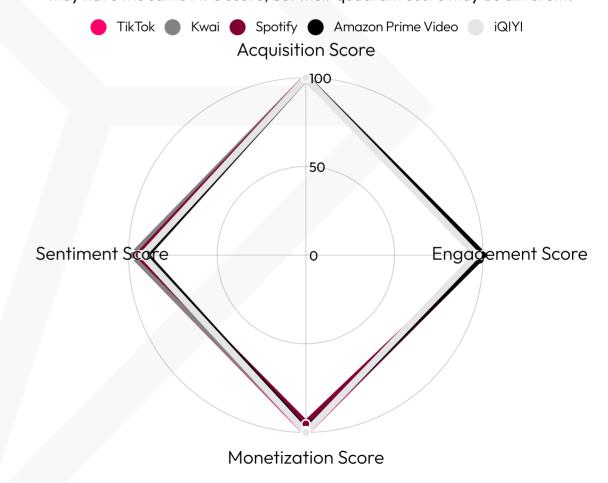
Powered by data.ai's App IQ and Game IQ Taxonomy

Track Trending apps by their MPS within your genre:

**Top Performer for Genre:** Apps | Entertainment

Rank	App Name		Overall MPS	Weekly Change
1	9	TikTok	99	-
2	80	Kwai	99	-
3		Spotify	97	-
4	prime video	Amazon Prime Video	97	-
5	iQIYI	iQIYI	97	-

Compare apps to see each quadrant's performance by hovering over them. Apps may have the same MPS score, but their quadrant score may be different:



#### TAKE THE NEXT STEP

MPS is calculated weekly using data.ai proprietary Al algorithms across App IQ and Game IQ genres. Start exploring MPS on Pulse by data.ai on the iOS App Store!



#### data ai STATE OF MOBILE 2023

# Macro Mobile Trends

A mobile-centric world: app usage at an all time high. While spend in games feels the squeeze from inflation, app services buck recessionary headwinds.



Consumer time and transactions in apps continues to hypercharge different verticals - From Gaming to Retail to Food/Ride hailing and now and now Fintech, Travel & Telco Apps. It is increasingly critical for brands to proactively invest in developing robust app-based insights and app capabilities to make the most of the surge in user attention and time.

#### **Neel Murty**

Head of Apps & Measurement, SEA Google



# Mobile-First Markets Spend 5 Hours on Mobile Each Day

A DETAILED VIEW:

Across the top 10 markets analyzed, the weighted average surpassed 5 hours 2 minutes in 2022 — up 9% from 2020 — during the onset of COVID.

Users in Indonesia, Brazil, Saudi Arabia, Singapore and South Korea surpassed 5 hours per day in mobile apps in 2022.

Time spent grew the fastest over 4 years in Saudi Arabia, Australia and Singaore at 68%, 67% & 62%.

#### TAKE THE NEXT STEPS

#### data.ai customer?

<u>View how mobile usage estimates</u> highlight growth sectors to inform strategic roadmap and investment priorities

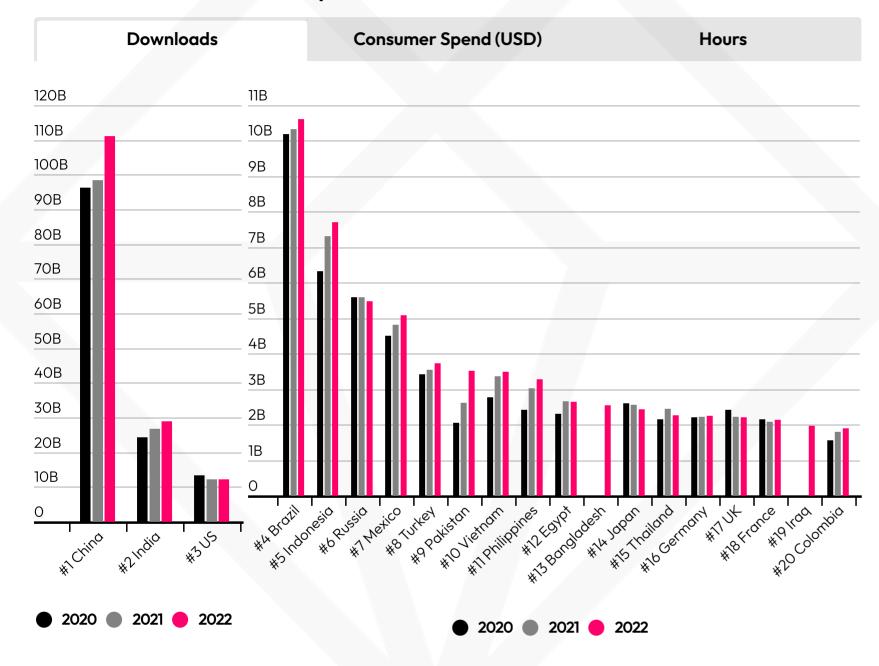
#### Average Hours Spent on Mobile Per Day Per User



Source: data.ai Intelligence

Note: Android phones

#### Top 20 Mobile Markets in 2022



#### Source: data.ai Intelligence

Note: Downloads across iOS, Google Play and third-party Android in China combined; Time spent is Android phones only; Spend is gross — inclusive of any percent taken by the app stores

# Downloads and Time Spent Remain Hot, While Consumer Spend is Cooling

#### A DETAILED VIEW:

Globally, consumer spend dropped in 2022 by -2% YoY. Taiwan market, Brazil, Hong Kong market and Mexico bucked this trend at 15%, 22%, 34% and 17%, respectively.

Downloads grew 11% YoY. Pakistan (10th largest market) saw standout growth at 35%.

Time spent grew 9% YoY. Consumers in Pakistan (#6 by time spent), Russia (#7) and Ukraine (#13) grew by 20%, 20% and 45% respectively. Amidst the war in Ukraine, consumers relied even more on mobile for communication and connecttion.

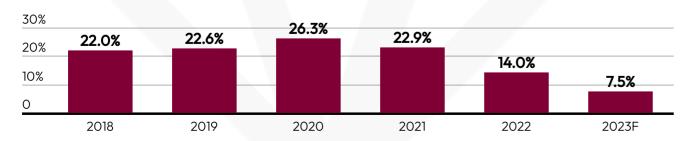
#### TAKE THE NEXT STEPS

#### data.ai customer?

<u>Size the market</u> and keep tabs on fast-growing areas of opportunity in data.ai.

#### Global Mobile Ad Spend 5-YR CAGR \$450B 18.5% \$400B \$362B \$350B \$336B \$300B \$295B \$250B \$240B \$200B \$190B \$155B \$150B \$100B \$50B 2019 2022 2023F 2018 2020 2021

#### **Year-over-Year Growth**



Source: data.ai Intelligence

# All Eyes On Mobile: Ad Spend Set to Hit \$362B in 2023

A DETAILED VIEW:

Heads-up Marketeers: Mobile will take over share of advertising wallet as more time than ever before is spent in apps, with total hours on track to surpass 4 trillion in 2022 on Android phones alone. However, growth of ad spend will slow in the face of economic headwinds.

Short Video apps are expected to drive ad spend, as social networking platforms are suffering decline.

It's the brands that matter. Spend in brand advertising will help bolster the effects of dipping spend on performance marketing in the face of tightened marketing budgets.

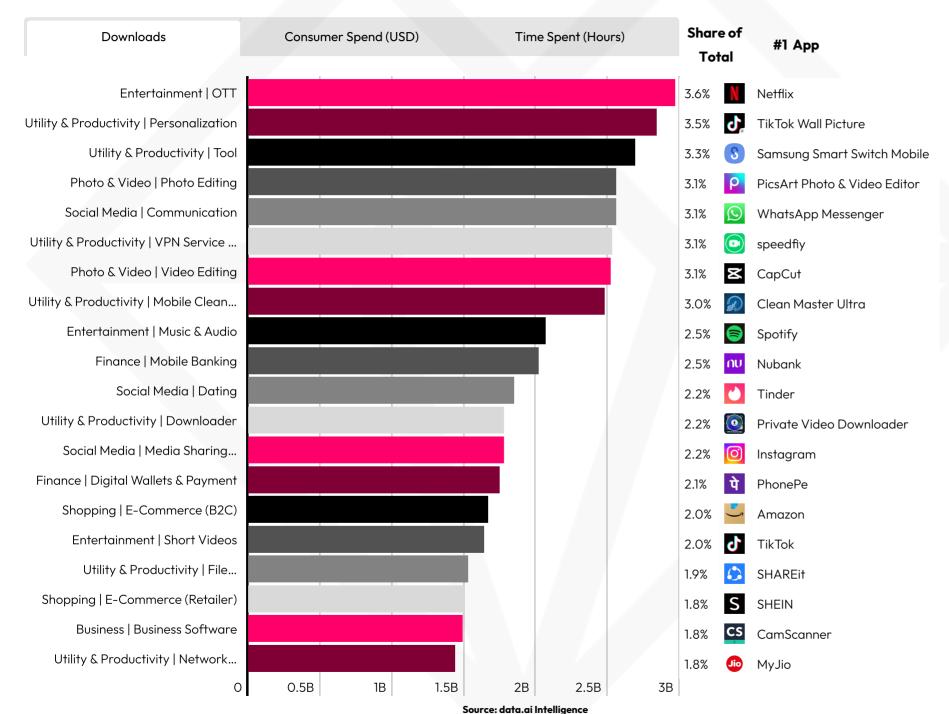
TAKE THE NEXT STEPS

#### Plan with confidence:

Read our 5 mobile forecasts for 2023.

#### Top 20 Global App Subgenres in 2022

#### Powered by data.ai's App IQ Taxonomy



#### MACRO MOBILE TRENDS

# Monopoly on Time: 3 Categories Made Up 50% of Time Spent

A DETAILED VIEW:

**Conversely,** 6 categories accounted for 50% of consumer spend; 20 categories accounted for 50% of downloads.

**Video streaming wars**: OTT apps were both #1 for downloads and consumer spend in 2022. OTT apps accounted for 16% of dollars spent on in-app subscriptions and purchases and 4% of downloads.

Mobile web browsers accounted for only 8% of time spent. While web is important for your marketing & user acquisition funnel, apps command attention and meaningful engagement.

#### TAKE THE NEXT STEPS

#### Navigate macroeconomic headwinds:

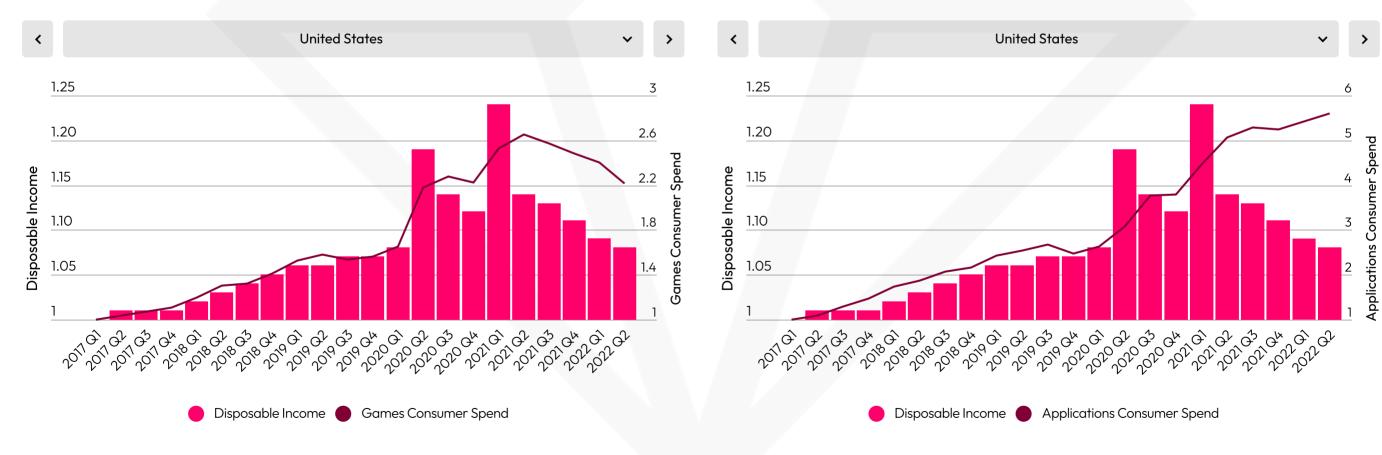
Spot high-growth markets on a weekly basis with a data.ai account. Drill down deeper with our <u>App IQ</u> taxonomy in each market.

# Impact on Wallet: Spending in Games Declines, While Apps Remain Resilient Amidst Consumer Disposable Income Squeeze

Games took the biggest hit in 2022. Apps — which could represent more 'need-to-have' services, prove more resilient and mirror consumer behavior more similar to how people treat their cable bills.

#### Games Consumer Spend Growth vs Disposable Income Growth Index

#### Apps Consumer Spend Growth vs Disposable Income Growth Index

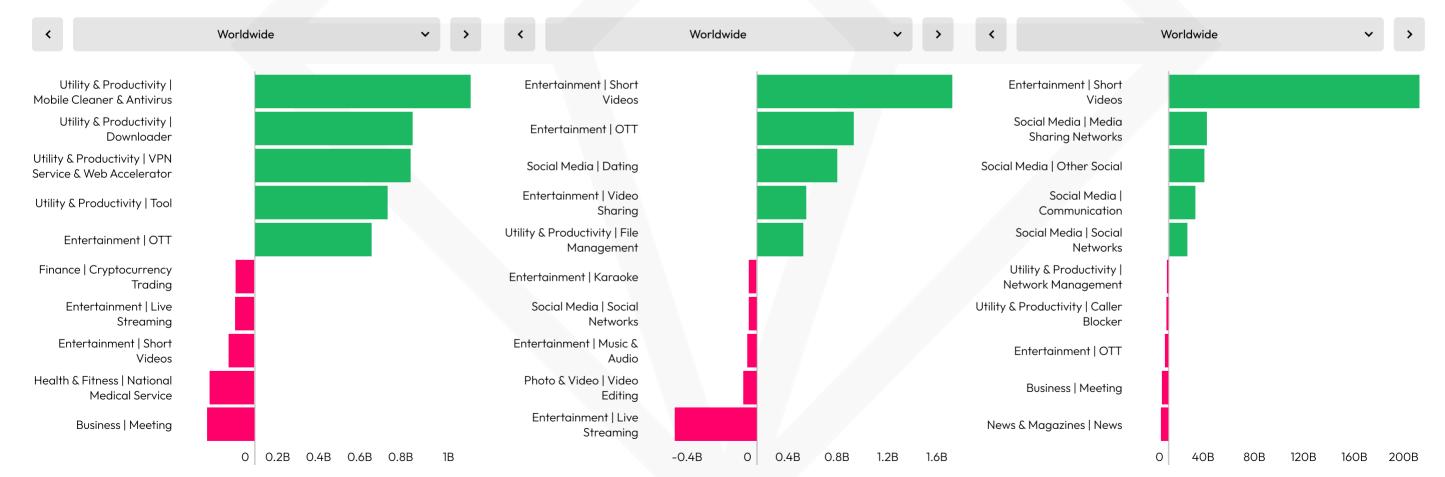


# Pockets of Growth: Non-Gaming Apps See Strong Growth Despite Economic Headwinds — Indicating Resiliency in the Sector

Games took the biggest hit in 2022. Apps — which could represent more 'need-to-have' services, prove more resilient and mirror consumer behavior more similar to how people treat their cable bills.

**Downloads:** App Growth 2022 YoY Powered by data.ai's App IQ Taxonomy **Consumer Spend:** App Growth 2022 YoY Powered by data.ai's App IQ Taxonomy

**Time Spent (Hours):** App Growth 2022 YoY Powered by data.ai's App IQ Taxonomy



### The 2022 \$1 Billion Club

A DETAILED VIEW:

1419 apps & games generated over \$10 Million dollars annually in 2022.

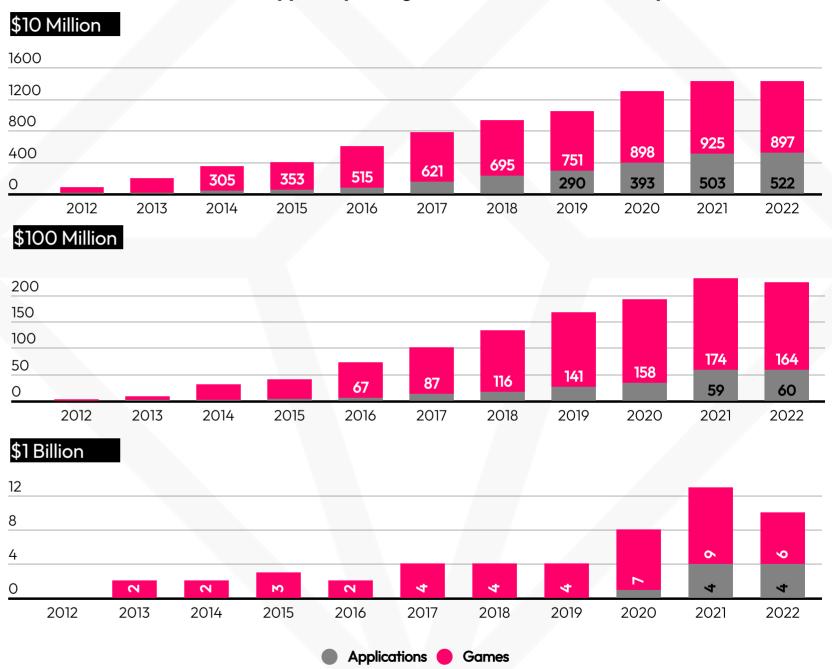
224 surpassed \$100 Million and 10 surpassed \$1 billion annually.

**Decline in spending disproportionately impacted top games:** While games represent over 60% of apps in all measures, they were also the most affected by cooling consumer spend. The number of games surpassing \$10M, \$100M and \$1B spend dropped by -1%, -4%, -33% YoY respectively.

#### TAKE THE NEXT STEPS

Learn how to isolate changes in the competitive landscape to <u>make informed strategic decisions</u> specific to your business.

#### Number of Apps Surpassing Annual Global Consumer Spend



#### Source: data.ai Intelligence

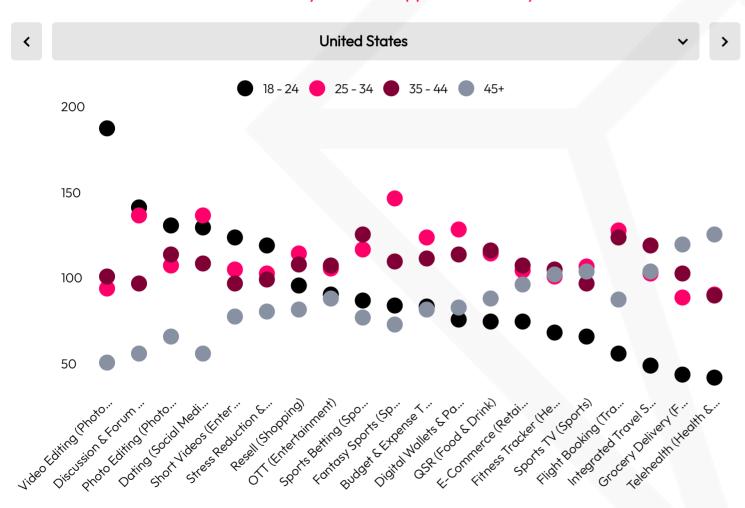
Note: Consumer Spend across iOS, Google Play, iOS only for China; Spend is gross — inclusive of any percent taken by the app stores

# Gen Z Are Committed to Video, User-Generated Content and Mindfulness Apps

2022 Average Age Group Index Among Select Subgenres

Index >100 Skews Towards Demographic Group

Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

Note: 2022, Android Phone. Average of Demographic Index : measure of demographic cohort compared to the overall population) among top 20 apps by average MAU per Genre.

#### Top Apps by MAU by Likelihood of Use

18 - 2425 - 34 35 - 44 45+ Instagram Walmart Amazon Facebook (Social (Social Media | (Shopping | (Shopping | E-Media Media | Social Commerce Sharina Networks) Commerce (B2C)) Networks) (Retailer)) The Facebook Microsoft Weather **TikTok** Messenger Outlook (Utility Channel (Entertainment (Social Media | & Productivity (Utility & Channel Communication) Email) Prodúctivity | Weather) Snapchat WhatsApp Waze (Utility eBay (Shopping (Social Media | Messenger l E-Commerce Media Sharing (Social Media | **Productivity** (C2C)) Networks) Communication) | Navigation) Amazon PayPal Venmo (Finance l Alexa (Finance | Digital Wallets & (Entertainment (Lifestyle | Digital Wallets Payment) Smart & Payment) Home) Amazon Prime Rina Pandora Music (Lifestyle | Video (Entertainment (Entertainment | (Entertainment Home Music & Audio) (TTO Security)

#### TAKE THE NEXT STEPS

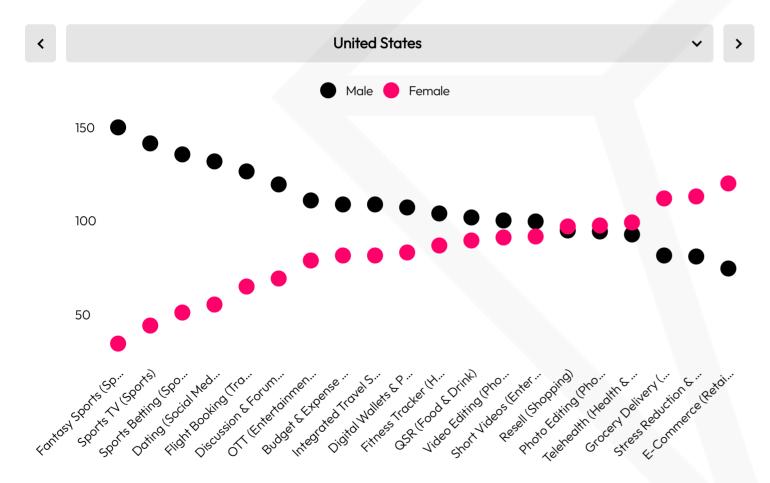
Mobile data unearths opportunities for reaching Gen Z: whether its an underserved market or a highly-engaged vertical to leverage.

Uncover how app preferences change by generation in data.ai.

# Fast Food, Discussion and Forum & Dating Apps Skew Male

#### 2022 Average Age Group Index Among Select Subgenres

Index >100 Skews Towards Demographic Group
Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

Note: 2022, Android Phone. Average of Demographic Index: measure of demographic cohort compared to the overall population) among top 20 apps by average MAU per Genre. Gender represented as Male and Female only and is not representative of all gender identities

# Top Apps by MAU by Likelihood of Use

#### Male Female Amazon (Shopping | E-Commerce Facebook (Social Media | Social Networks) Instagram (Social Media | Media Facebook Messenger (Social Media | Sharina Networks) Communication) Pinterest (Social Media | Media Sharina TikTok (Entertainment | Short Snapchat (Social Media | Media Walmart (Shopping | E-Commerce Sharina Networks) Pandora Music (Entertainment | Music Netflix (Entertainment | OTT) (oibuA 3

#### TAKE THE NEXT STEPS

Benchmark your audience demographic profile against the industry.

<u>Supercharge your UA</u>: spot critical differences in your and your competitor's audience makeup.

# The Most Searched iOS App Store Keywords in 2022

Powered by data.ai's App IQ Taxonomy

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		*	*}	•	_	<u> </u>			3	<b>新潮</b> 物	#		C*		
Rank	Brazil	Canada	China	France	Germany	India	Indonesia	Japan	Mexico	Saudi Arabia	South Korea	Thailand	Turkey	United Kingdom	United States
1	netflix	netflix	哔哩哔 哩	netflix	netflix	netflix	video	tver	netflix	netflix	넷플릭스	netflix	netflix	netflix	netflix
2	globoplay	amazon prime	腾讯	prime video	disney	hotstar	film	netflix	hbo max	movies	티빙	anime	exxen	disney	disney+
3	tv	tv	视频	amazon prime video	amazon prime video	mx player	anime	ねっとふりっくす	hbo	ometv	쿠팡플레 이	wetv	tv	disney+	hulu
4	filmes	prime video	爱奇艺	my canal	prime video	amazon prime video	netflix	あべまtv	disney	انمي	웨이브	viu	videos	bbc iplayer	hbo max
5	hbo max	amazon prime video	腾讯视 频	salto	rtl	voot	videos	あべまtv	amazon prime	shahid	디즈니플 러스	ais play	trt	itv hub	paramount
6	globo	disney	优酷	canal	joyn	zee5	vidio	あべま tv	tv	tv	왓챠	iqiyi	blutv	sky go	paramount+
7	amazon prime	crave	电影	6play	ard mediathek	prime video	tv	abema	prime video	anime	카카오페 이지	bilibili	bein connect	prime video	amazon prime
8	prime video	prime	樱花动 漫	mytfl	sky go	disney hotstar	wetv	u next	amazon prime video	osn	netflix	one31	amazon prime	now tv	peacock tv
9	amazon prime video	videos	西瓜视 频	molotov tv	crunchyroll	sony liv app	ometv	あまぞんプ ライム	totalplay	نت	라프텔	disney	star	amazon prime video	prime video
10	hbo	ctv	芒果tv	crunchyroll	sky	ullu app	nonton	hulu	anime	noor	wavve	ดูทีวี ออนไลน์	disney	all 4	tubi

#### **Special Offer:**

Want a breakdown of the top 50 most searched keywords across iPhones, iPads and Android for your competitive set? The first 25 requests will get a custom data set!

Simply send an email to <a href="mailto:som2023@data.ai">som2023@data.ai</a>

### data.ai STATE OF MOBILE 2023

# Gaming

Demand for games at all-time high, yet spending on in-game purchases cools.



We use data.ai for market research and competitor analysis for the global market. By identifying the latest trend as well as benchmarking competitors' titles in each local market, we can formulate our hypotheses and effectively improve our own titles.

#### Katsutoshi Kioka

Executive Officer
Head of Development Division 4
SEGA CORPORATION



# Consumer Spend in Mobile Gaming Dropped -5% in 2022 to \$110 Billion — Yet Downloads Surged to Nearly 90 Billion

#### A DETAILED VIEW:

In 2022, well known IP games such as <u>Diablo Immortal</u> and <u>Apex Legends Mobile</u> saw success in adoption and IAP consumer spend as mobile games are now capable of offering consolelike graphics and gameplay experiences.

Hit Open World RPG <u>Genshin Impact</u> continues to break new grounds, crossing its \$3 Billion in IAP Spend in Q2 2022.

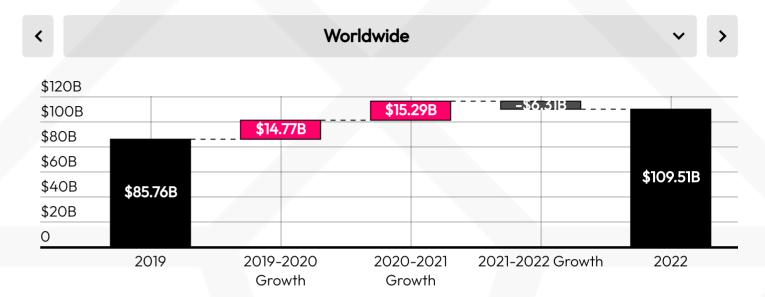
Hypercasual games like <u>Merge & Fight</u> and <u>DOP4: Draw One</u>

<u>Part</u> were key downloads driver, but 2022 saw some surprise
hits such as Party Royale Game <u>Stumble Guys</u>, and Word Puzzle
Game <u>Wordle</u>, making major gains in downloads and usage.

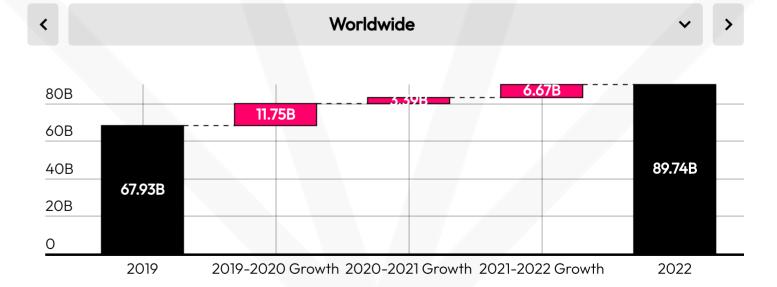
#### TAKE THE NEXT STEP

Monitor market movements day-by-day with a <u>data.ai</u> <u>account</u> to get the scoop on the latest shifts and emerging opportunities.

#### **Mobile Game Consumer Spend Growth**



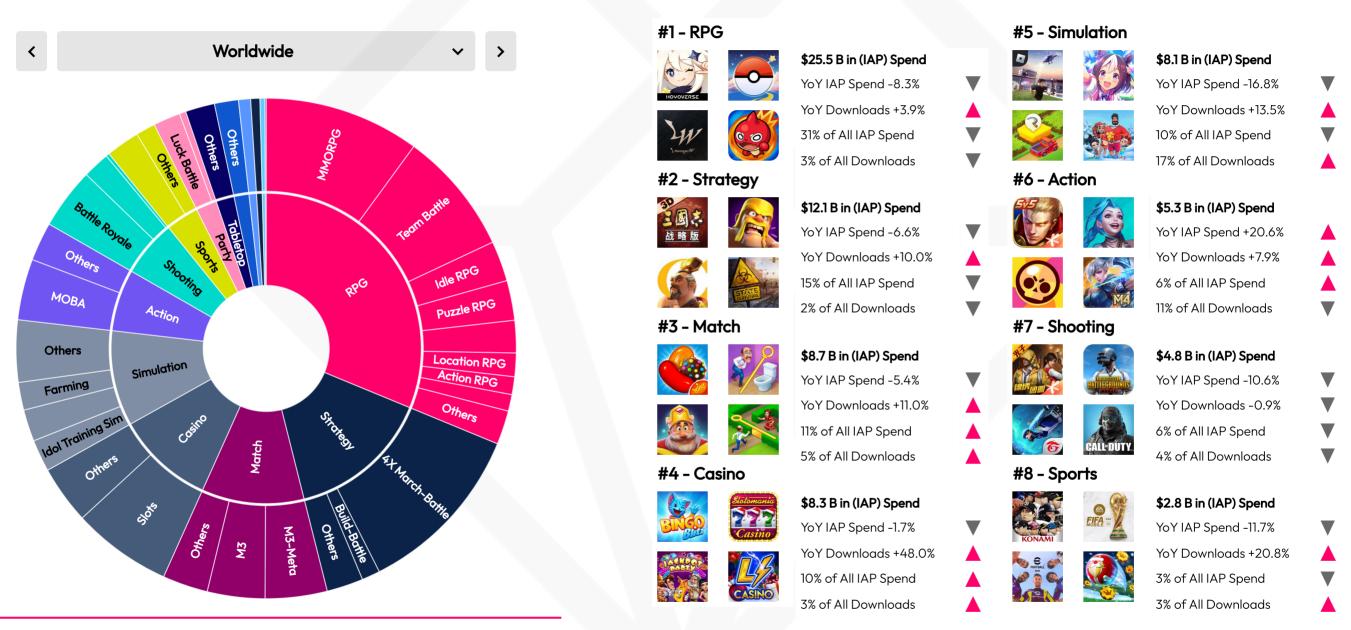
#### **Mobile Game Downloads Growth**



**Source: data.ai** Note: Downloads across iOS, Google Play and third-party Android in China combined; Time spent is Android phones only; Spend is gross — inclusive of any percent taken by the app stores

# Who are the Leaders by Consumer Spend?

**2022 | Worldwide Top Mobile Game Genres by Consumer Spend |** Powered by data.ai's Game IQ Taxonomy



#### **GO FURTHER:**

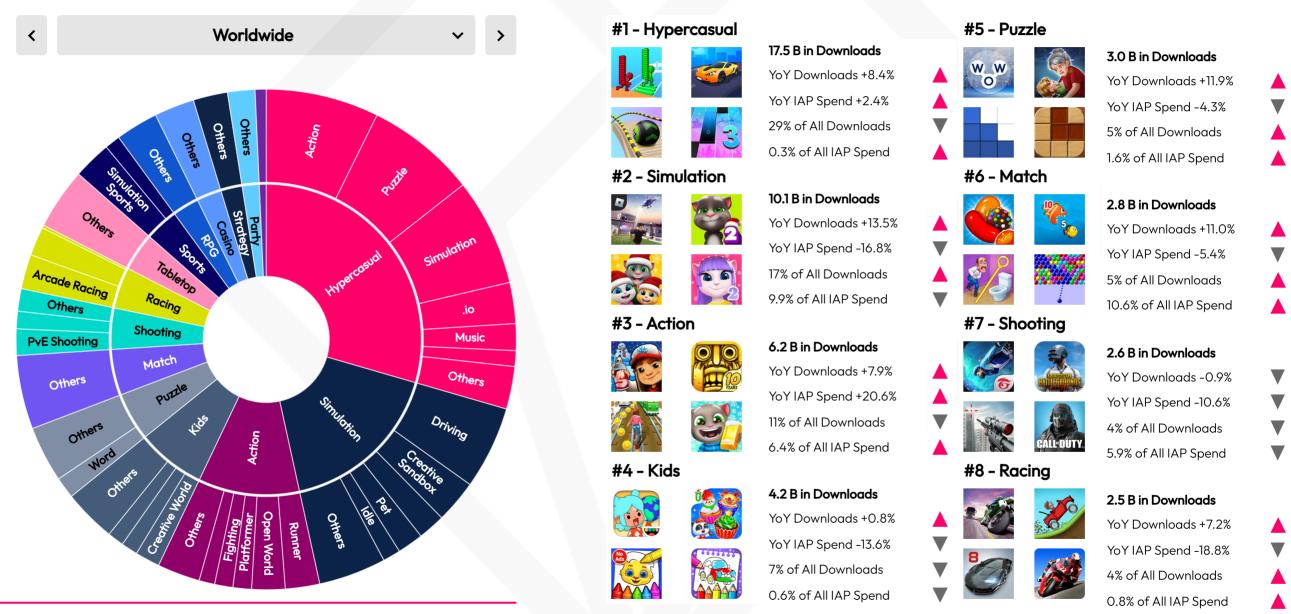
spending time day-by-day

Uncover Genre Growth Rates with a <u>data.ai account</u> through <u>Game IQ</u>.

Spot leading indicators. Monitor granular market movements of where consumers are

### Who are the Leaders by Downloads?

**2022** | Worldwide Top Mobile Game Genres by Downloads | Powered by data.ai's Game IQ Taxonomy



#### **GO FURTHER:**

#### **Uncover Genre Growth Rates**

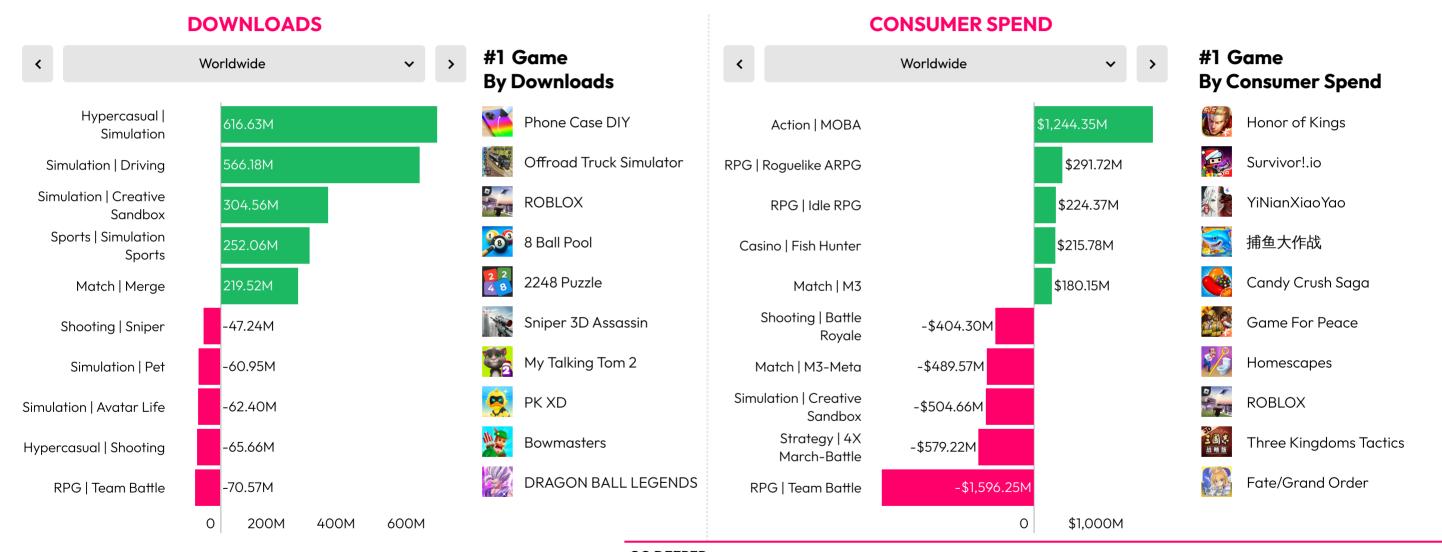
Highlight areas of resilience in a down market with a <u>data.ai account</u> through <u>App IQ</u> and <u>Game IQ</u>.

#### Source: data.ai

# Which Game Subgenres Defy Global Trends?

Focus on the Subgenres that continue to grow despite macroeconomic headwinds

Top Breakout Gaming Subgenres: 2022 vs 2021 | Powered by data.ai's Game IQ Taxonomy



#### Source: data.ai

Note: Downloads across iOS, Google Play. iOS Only for China. Spend is gross — inclusive of any percent taken by the app stores

#### GO DEEPER:

#### **Access Unparalleled Granularity**

Spot high-growth games with a data.ai account. Filter by App IQ genre to isolate fast movers in pockets of growth.

# Creative Sandbox Games Led Growth in Gaming Hours Spent

A DETAILED VIEW:

Creative Sandbox games such as Roblox and Minecraft dominate growth in many markets — Globally, time spent grew 25% from 2021 to 2022.

In South Korea, usage in Creative Sandbox games grew by over 45% year-over-year.

Conversely, Battle Royale (Shooting) games were among the biggest 'losers' of 2022 — seeing time spent decline by around 20% globally. Markets that buck the trend include China and Saudi Arabia, where Battle Royale Games grew boomed +15% and 45%, respectively.

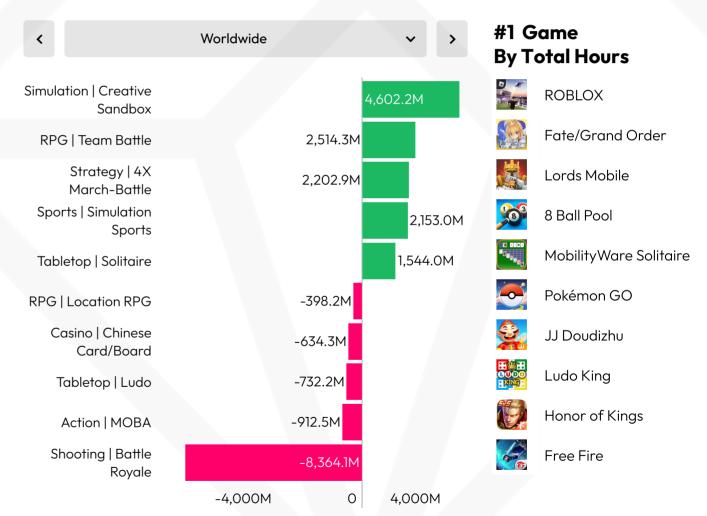
#### **GO FURTHER:**

#### **Uncover Genre Growth Rates**

Spot leading indicators. Monitor granular market movements of where consumers are spending time day-by-day with a <u>data.ai</u> <u>account</u> through <u>App IQ</u> and <u>Game IQ</u>.

# Top Breakout Gaming Subgenres by Hours Spent 2022 vs 2021

Powered by Game IQ



#### Source: data.ai

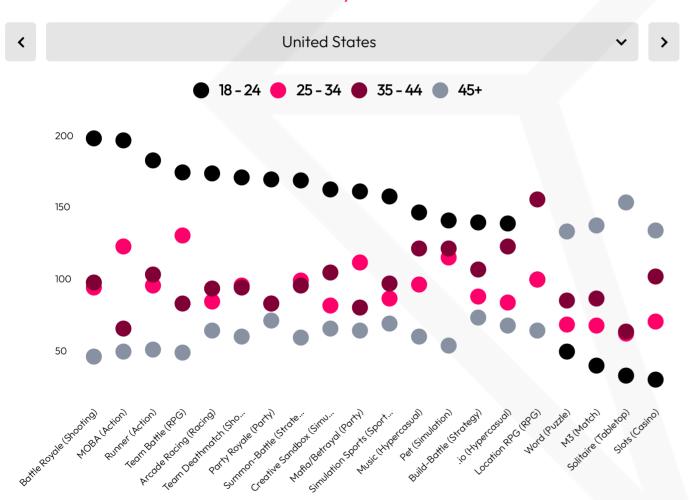
Note: Android phones; Top apps ranked by Smartphone MAU

# Younger Gamers Gravitate Towards Party, Simulation and Shooters; Match 3, Slots and Puzzle Preferred By Older Age Groups

#### 2022 Average Age Group Index Among Select Subgenres

Index >100 Skews Towards Demographic Group

Powered by Game IQ



#### Top Games by MAU Most Likely to Be Played by Age Group

18 - 2425 - 34 45+ 35 - 44 **ROBLOX** Toca Life: Makeover (Simulation | World (Kids | (Match | M3-Creative Creative World) Bingo For Gacha Life Pokémon GO

(RPG | Location Cash (Casino l Bingo)



Coin Master (Party | Luck Battle)

(Simulation |

Avatar Life)



Wordle by Goldfinch Studios (Puzzle Word)

Candy Crush

Saga (Match |

Wordscapes

(Puzzle |

Word)

Among Us! (Party Mafia/Betrayal)

Clash Royale

Subway Surfers

(Action | Runner)

RPG)



Clawee (Casino | Claw Machine)



Parking Jam 3D (Hypercasual Puzzle)



Happy Color (Tabletop | Coloring)



Homescapes (Match | M3-Meta)



**MobilityWare** Solitaire (Tabletop Solitaire)

#### TAKE THE NEXT STEP

#### data.ai Customer?

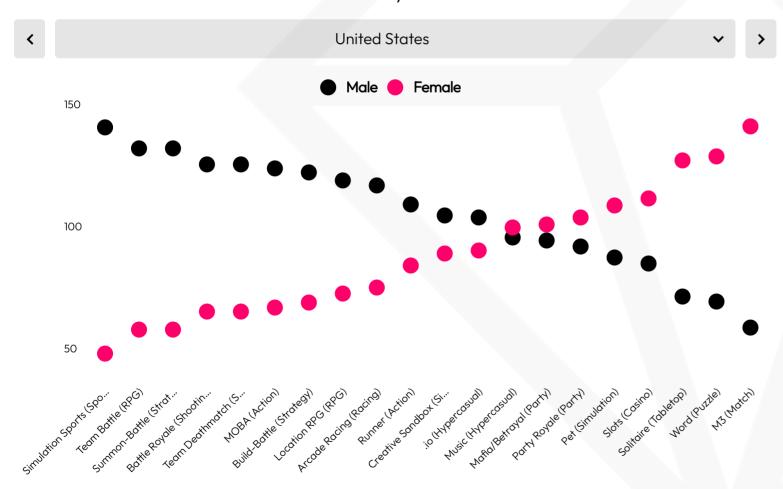
Understanding demographics segmentation can help you build out marketing campaigns and partnerships.

View the most used games by age group in data.ai over time, by device and in different markets.

# Match 3 and Puzzle Games Tend to Skew Towards Female Audience, While Sports, Strategy and Shooting Skew Male

#### 2022 Average Age Group Index Among Select Subgenres

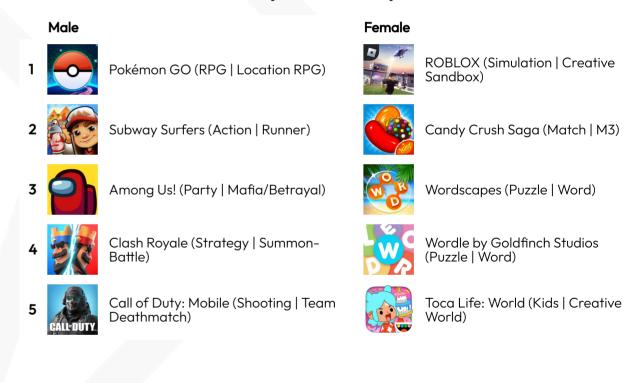
Index >100 Skews Towards Demographic Group
Powered by Game IQ



#### Source: data.ai Intelligence

Note: 2022, Android Phone. Average of Demographic Index : measure of demographic cohort compared to the overall population) among top 20 apps by average MAU per Genre. Gender represented as Male and Female only and is not representative of all gender identities

### Top Games by MAU Most Likely to Be Played by Gender Group



#### TAKE THE NEXT STEPS

data.ai's audience index can further show you where the specific demographic group is engaging on mobile.

Dive Deeper into Genre Demographics in the Genre Summary Report.

# You Need to Catch Up: Publishers HQ'd in China Drive 1/3 of Consumer Game Spend

A DETAILED VIEW:

China's mobile gaming market has grown rapidly over the years to become the world's largest, but growth has leveled amidst an environment of increased competition and regulation. For game publishers based in China, overseas markets provide opportunities for international expansion and monetization for gaming publishers of all sizes.

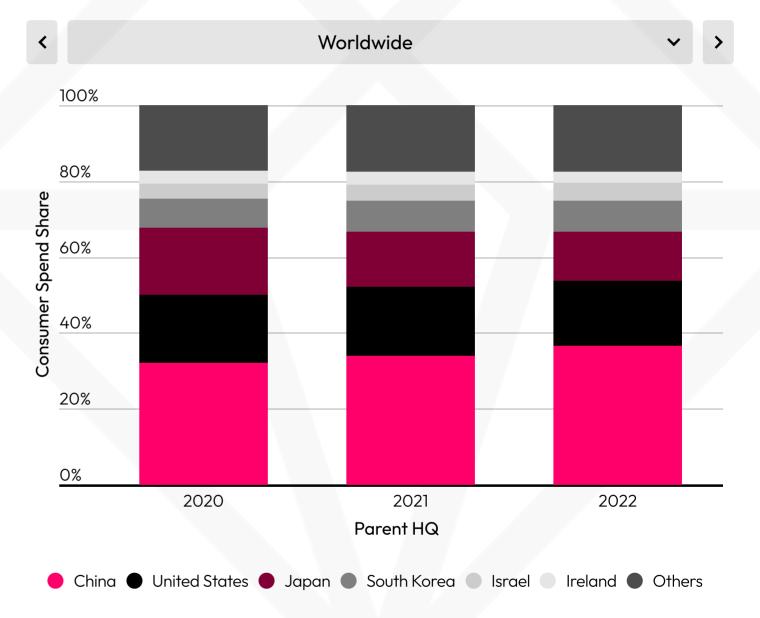
A rising number of game publishers in China have found success both within and outside of their borders. Markets such as Japan has proven to be one of the most successful foreign markets to date, with China Game publishers attaining nearly a quarter of market share.

#### QUICK NOTE

China has quickly become one of the world's largest mobile gaming producers, and Japan has proven to be the most successful foreign market to date. While creating adaptable and localized games is key, the increasing quality of Chinese games is evident in their ability to outperform others from gaming powerhouse like the US and South Korea.

#### 2022 | Distribution of Publisher Parent HQ

Game Consumer Spend, iOS & Google Play Combined



#### Source: data.ai

# 2022 Top Games & Breakout Rankings by Market

Powered by data.ai's Game IQ Taxonomy

AMER - Downloads

Worldwide Subway Surfers (Action | Runner) Free Fire (Shooting | Battle Royale) 3 Ludo Kina (Tabletop Ludo) Stumble Guys (Party | Party Royale)



Candy Crush Saga (Match | M3)

United States



ROBLOX (Simulation | Creative Sandbox)



Subway Surfers (Action | Runner)



Stumble Guys (Party | Party Royale)



Wordle by Goldfinch Studios (Puzzle | Word)



Count Masters (Hypercasual | Action)

Canada



Subway Surfers (Action | Runner)



Wordle by Goldfinch Studios (Puzzle | Word)



ROBLOX (Simulation | Creative Sandbox)



Stumble Guys (Party | Party Royale)



Fill The Fridge (Hypercasual | Puzzle)

Mexico



Free Fire (Shooting | Battle Royale)



Stumble Guys (Party | Party Royale)



Subway Surfers (Action | Runner)



ROBLOX (Simulation | Creative Sandbox)



Pou (Simulation | Pet)

#### Brazil



Stumble Guys (Party | Party Royale)



Subway Surfers (Action | Runner)



Free Fire (Shooting | Battle Royale)



ROBLOX (Simulation | Creative Sandbox)



FIFA Soccer (Sports | Simulation Sports)

**Argentina** 



Stumble Guys (Party | Party Royale)



Free Fire (Shooting | Battle Royale)



Subway Surfers (Action | Runner)



ROBLOX (Simulation | Creative Sandbox)



Pou (Simulation | Pet)

Colombia



Free Fire (Shooting | Battle Royale)



Stumble Guys (Party | Party Royale)



Subway Surfers (Action | Runner)



ROBLOX (Simulation | Creative Sandbox)



Parchisi STAR (Tabletop | Board Game)





Stumble Guys (Party | Party Royale)



Free Fire (Shooting | Battle Royale)



ROBLOX (Simulation | Creative Sandbox)



Subway Surfers (Action | Runner)



Fill The Fridge (Hypercasual | Puzzle)





Free Fire (Shooting | Battle Royale)



Stumble Guys (Party | Party Royale)



ROBLOX (Simulation | Creative Sandbox)



Ludo Club (Tabletop | Ludo)



Subway Surfers (Action | Runner)

TAKE THE NEXT STEP

Monitor daily rankings with a <u>free data.ai account</u>.

#### data.ai

### Top 3 Features Loved by Gaming



Game IQ



Ad Intelligence



Cross-app Usage

#### data.ai STATE OF MOBILE 2023

# Finance

Consumers feel the financial pressure: crypto trading and Investing apps take a plunge, personal loans on the rise.



As DANA focuses on improving the quality of life of Indonesian people through our one-stop financial lifestyle platform, we need to understand the profound spectrum of the fast-changing mobile and digital ecosystem. data.ai has given us extensive insights to increase the growth of our app performance.

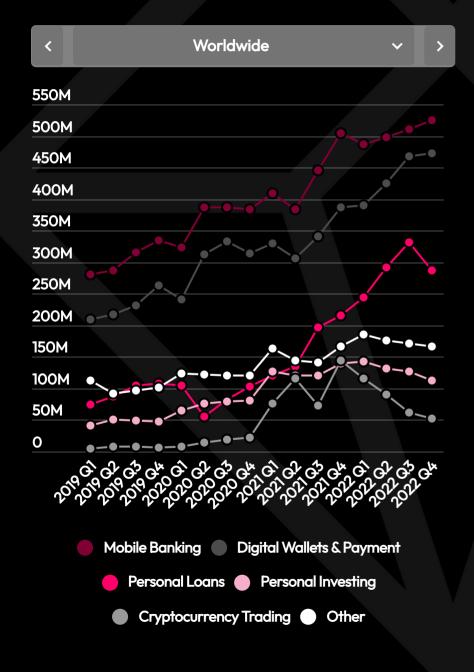
#### Vincent Henry Iswaratioso

Chief Executive Officer DANA Indonesia



# Finance Subgenre App Downloads by Country

Powered by data.ai's App IQ Taxonomy



### Top Apps by Downloads in 2022

	App		Subgenre
1	पे	PhonePe	Digital Wallets & Payment
2	Pay1m — ₹ — LIPI	Paytm	Digital Wallets & Payment
3		Google Pay	Digital Wallets & Payment
4	P	PayPal	Digital Wallets & Payment
5	nu	Nubank	Mobile Banking
6	B	Bajaj Finserv	Personal Loans
7	<b>*</b>	Binance	Cryptocurrency Trading
8	支票	Alipay	Digital Wallets & Payment
9	yono • SBI	YONO SBI	Mobile Banking
10	\$	Cash App	Digital Wallets & Payment

#### Source: data.ai Intelligence

Note: Downloads across iOS, Google Play; China is iOS only. Finance apps are classified using data.ai's App IQ taxonomy.

#### FINANCE

# Consumers Love to Bank on Mobile

A DETAILED VIEW:

Mobile app adoption across top subgenres like Mobile Banking, Digital Wallets & Payment, and Personal Loans saw rapid growth in 2022, continuing the accelerated push to mobile that began at the start of the pandemic in 2020.

Meanwhile, economic concerns such as high inflation have left their mark on the fintech space. Personal Loans apps have flourished across North America, Asia, and Africa.

Cryptocurrency Trading apps took a notable downturn in 2022, along with the turbulence in the cryptocurrency market that resulted in the downfalls of cryptocurrencies like Luna and crypto exchanges like <u>FTX</u>.

#### TAKE THE NEXT STEPS

Remain ahead of competitors with market specific insights segmented by sub-genre, <u>using data.ai's</u>
<u>App IQ taxonomy.</u>

# Fintech Remained Highly Localized, Especially in APAC

A DETAILED VIEW:

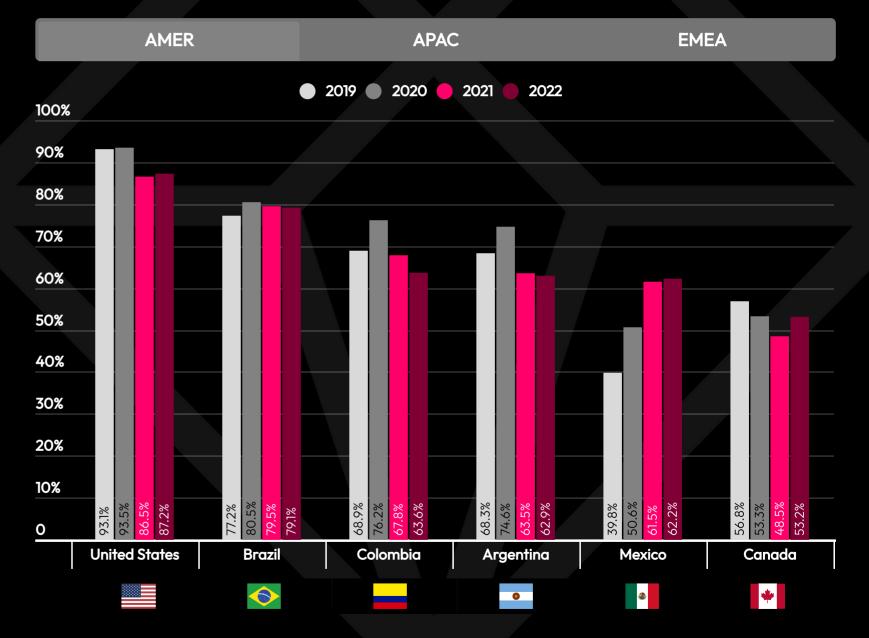
Unlike many other parts of the app economy, fintech has continued to be quite localized, with the majority of country's downloads coming from publishers based in that market. Given the high barrier to entry in understanding and adopting each country's unique financial rules and regulations, it is not surprising that knowing the local market is a huge advantage for local-based companies.

The local advantage is strongest in APAC, and China, Japan, and South Korea in particular. More than 99 percent of China's finance downloads were from local companies, while Japan and South Korea had local publishers account for more than 93 percent.

#### TAKE THE NEXT STEPS

Take a look at growth in verticals by key metrics at the country, regional and global level using <u>data.ai's Market Size dashboard.</u>

#### Share of Finance Downloads by Local-HQ'd Publishers

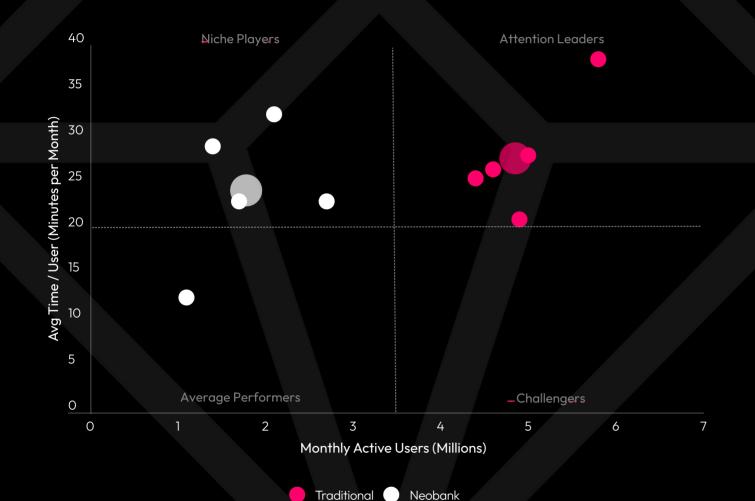


#### Source: data.ai Intelligence

Note: Downloads across iOS and Google Play; China is iOS only. Finance apps are classified using data.ai's App IQ taxonomy.



# United Kingdom Traditional Banks vs. Neobanks Audience Attention



#### Source: data.ai Intelligence

Note: Downloads across iOS and Google Play. Average time spent per user is Android only.

Traditional banks include: Barclays, NatWest, Lloyds, Santander, and Nationwide.

Neobanks include: Monzo, Revolut, first direct, go

# Consumers Win: Pressure from Neobanks Drives Traditional Banks in The UK to Improve Their App Experience

A DETAILED VIEW:

While the user bases for traditional banks still dwarf those from neobanks, neobanks have managed to close the gap in user engagement. Average monthly time spent per user for top neobanks trailed traditional banks by only 4 minutes in 2022.

With the new source of competition vying for consumers increasingly open to online banking during the pandemic, traditional banks have needed to improve their mobile offerings as well.

#### TAKE THE NEXT STEPS

Understand your app's market position for audience attention, growth stage, and more in seconds with data.ai's Insights Generator.

# US Neobanks Improve but Still Lag UK Success

A DETAILED VIEW:

Average monthly active users among the top five neobanks in the US climbed from 1.4 million in 2020 to 2.2 million in 2022, with <u>Chime</u> as the clear market leader in both active users and user engagement. However, the top five traditional banks still averaged more than 10x the number of MAU as neobanks.

Similar to the UK, most mobile banking apps saw an uptick in both active users and average time spent between 2020 and 2021 as consumers become increasingly comfortable using their mobile devices for banking. Time spent growth slowed in 2022 as the US continued to open up, though banking apps were able to maintain positive momentum in terms of adding active users.

#### TAKE THE NEXT STEPS

Learn more about how you can gain meaningful insights from data.ai's Insights Generator and other products in data.ai's Academy

### Traditional Banks vs. Neobanks Audience Attention in 2022



#### Source: data.ai Intelligence

Note: Downloads across iOS and Google Play. Average time spent per user is Android only. For this chart, neobanks are classified as internet banks without physical branch locations.

# US Consumers Look to Cash Advance Apps to Ease Inflation Pain

#### A DETAILED VIEW:

Cash advances and early access to paychecks have been a common feature across fintech apps in the US in recent years. For example, <u>Dave</u> advertises getting up to \$500 instantly.

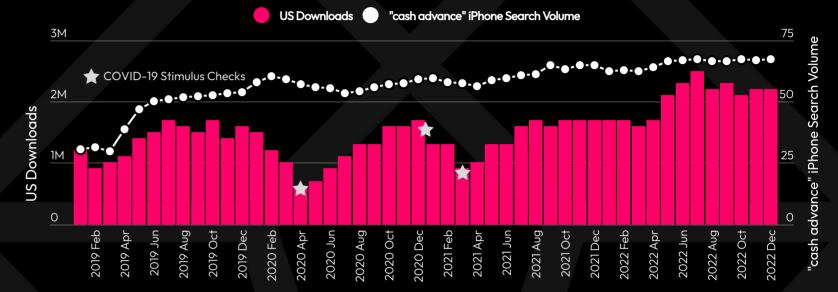
US cash advance downloads spiked in 2022, increasing 44% YoY. This aligns with the increased search traffic in the App Store for "cash advance". In fact, the only dips in cash advance demand correspond with the COVID-19 stimulus checks, which eased the financial stress on US consumers during the beginning of the pandemic.

#### TAKE THE NEXT STEPS

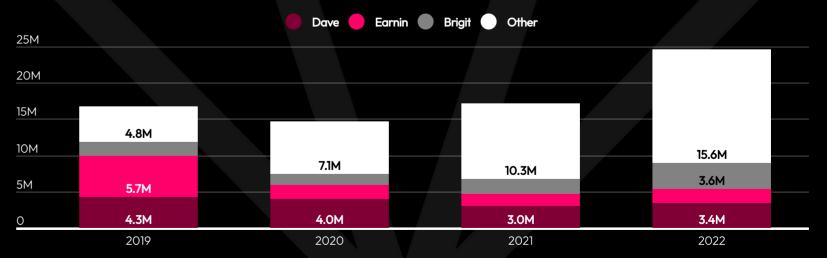
Follow the latest search trends to gain an edge in boosting organic discovery using <u>data.ai's Keyword Search</u> data



### US Downloads for Top Cash Advance Apps vs. iPhone Search Volume for "cash advance"



#### Yearly US Downloads for Top Cash Advance Apps



#### Source: data.ai Intelligence

Note: Downloads across iOS and Google Play. Downloads include the top 15 apps featuring cash advances. Search volume scores are an index of popularity based on search volume for the keyword and values are between 0 and 100. Stimulus check dates from <u>usa.qov</u>.

# 2022 Rankings by Market | Finance

Powered by data.ai's App IQ Taxonomy

AMFR - Breakout Downloads **United States** Brazil Colombia Chile Peru Canada Mexico **Argentina** DISC VER CIBC 🗘 Discover Mobile baz: la súperapp con todo Personal Pay by Personal Pay CIBC Banking (Finance | Caixa Tem (Finance | Tenpo (Finance | Mobile Yape (Finance | Digital Negui Colombia (Finance | (Finance | Digital Wallets & (Finance | Digital Wallets & (Finance I Mobile Banking) Mobile Banking) Digital Wallets & Payment) Banking) Wallets & Payment) Mobile Banking) Payment) Payment) **FGTS** Google Wallet Google Wallet (Finance C Platinka-Préstamo en (Finance Kueski (Finance | Personal FGTS (Finance | Mobile Lemon Cash (Finance | Ria Money Transfer (Finance | Digital Wallets & Perú (Finance | Personal giip (Finance | Credit Score) | Digital Wallets & Cryptocurrency Trading) | Digital Wallets & Payment) Loans) Banking) Payment) Loans) Payment) nu Prex Truebill (Finance | SUPLATA - Préstamos de Credit Karma Canada Spin by OXXO (Finance | Nubank (Finance | Mobile Appcoopeuch (Finance | Prex Perú (Finance | Digital Mercado Pago (Finance | crédito (Finance | Personal Budget (Finance | Credit Score) Digital Wallets & Payment) Banking) Digital Wallets & Payment) Mobile Banking) Wallets & Payment) & Expense Tracker) Loans) ∂ brigit ALPA Alpacash - Prestamos Splitwise (Finance | Other Meu Tudo (Finance Lulo Bank (Finance | Mobile Briait (Finance | Credit SAT ID (Finance | Personal Openbank Araentina (Finance Fpay (Finance | Digital Créditos (Finance | Personal Wallets & Payment) Score) Finance) Taxes) Personal Loans) | Mobile Bankina) Banking) Loans) will neo Amex (Finance | Neo Financial (Finance Nubank (Finance | Mobile meu pag (Finance | Mobile MODO (Finance | Digital Claro Pav Colombia (Finance |

Santander Pass (Finance l

izipav (Finance | Diaital

Monitor daily rankings with a free data.ai account.

TAKE THE NEXT STEP

#### data.ai

### Top 4 Features Loved by Finance



**App IQ** 



Mobile Performance Score



data.ai on Excel



Unified Data Share -Snowflake

#### data.ai STATE OF MOBILE 2023

# Retail

Personalization, optimized experience, frictionless checkout: mobile shopping apps are the linchpin to the omnichannel experience.



ASOS website and Apps are our digital storefront, so it's important that we deliver a fast, seamless, and personal experience to our customers. Despite the challenges retail is facing, we have seen more people than ever are turning toward mobile to fulfil their needs, and Apps are becoming a critical part of the shopping experience. We continually enhance our App customer experience to strengthen our competitive advantage and brand differentiation, creating distinction and relevancy in the global market to promote the long-term success.

#### Vijay Ram

Head of Technology ASOS

asos

#### RETAIL

#### **Annual Hours Spent in Shopping Apps**

Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

Note: Android Phones. Shopping apps are classified using data.ai's App IQ taxonomy.

# Consumers Spent Nearly 110 Billion Hours in Shopping Apps in 2022

#### A DETAILED VIEW:

Time spent climbed 9 percent globally, a bit of a slow down compared to the 20 percent compound annual growth rate (CAGR) between 2019 and 2022.

Top growth markets for shopping include emerging markets in APAC India and Indonesia, as well as countries in LATAM including Brazil, Mexico, and Argentina.

#### TAKE THE NEXT STEPS

Take a look at growth in verticals by key metrics at the country, regional and global level using data.ai's Market Size dashboard.

#### RETAIL

# Cost-Conscious Shoppers Drove Growth in 2022

#### A DETAILED VIEW:

In 2020, the pandemic prompted rapid growth for mobile shopping, particularly from retailers who needed to maintain sales while consumers were avoiding in-person shopping. Retailer apps saw 43 percent YoY download growth in 2020.

As in-person shopping returned in 2022 and high inflation squeezed shopper's pocketbooks, mobile apps became essential tools for cost-conscious consumers to save money. Downloads for coupons & rewards apps climbed 27 percent YoY.

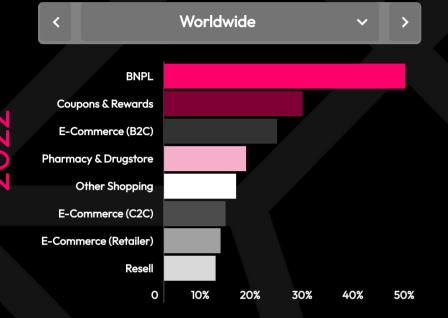
BNPL apps also maintained strong growth in 2022, ranking as the top subgenre by growth in Europe, Asia, South America, Africa, and the Middle East.

#### TAKE THE NEXT STEPS

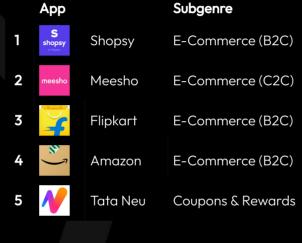
React quickly to the latest trends in your industry with data.ai's unique App IQ taxonomy.

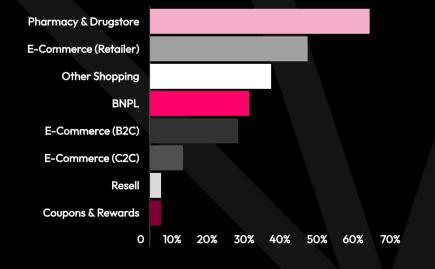
# Shopping Subgenre Year-over-Year Download Growth by Region

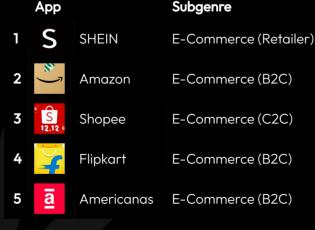
Powered by data.ai's App IQ Taxonomy



#### Top Apps by Breakout Downloads







#### Source: data.ai Intelligence

Note: Downloads across iOS, Google Play; China is iOS only. Shopping apps are classified using data.ai's App IQ taxonomy. Subgenres with less than 10,000 downloads in the prior year are excluded.

## Apple Search Ads are an Opportunity for Brick & Mortar Retailers

A DETAILED VIEW:

Among the top 15 shopping-related keywords by US iPhone search volume, nearly half are for brick & mortar retailers. However, brick & mortar retailers lag in terms of paid search share of voice (SOV). Meanwhile, grocery stores like Whole Foods Market and Kroger have clearly found an opportunity in search ads bidding by targeting big brick & mortar retailers with groceries.

A good start for brick & mortar apps would be protecting their own keywords. <u>The Home Depot</u> and <u>Walmart</u> have the top SOV for their own search terms, but other top apps like <u>Nike</u>, <u>Target</u>, and <u>Walgreens</u> didn't even reach 5 percent SOV for their keywords.

TAKE THE NEXT STEPS

Improve your organic and paid UA strategies with data.ai's Keyword Search solutions



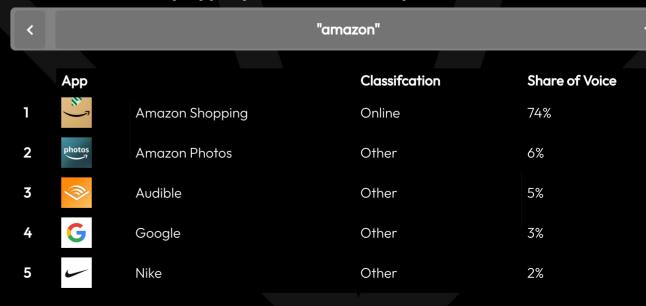
### Top Shopping Related Keywords by US iPhone Search Volume



BRICK & MORTAR | ONLINE | COUPONS & REWARDS



#### Top Apps by US iPhone Paid Keyword Share of Voice



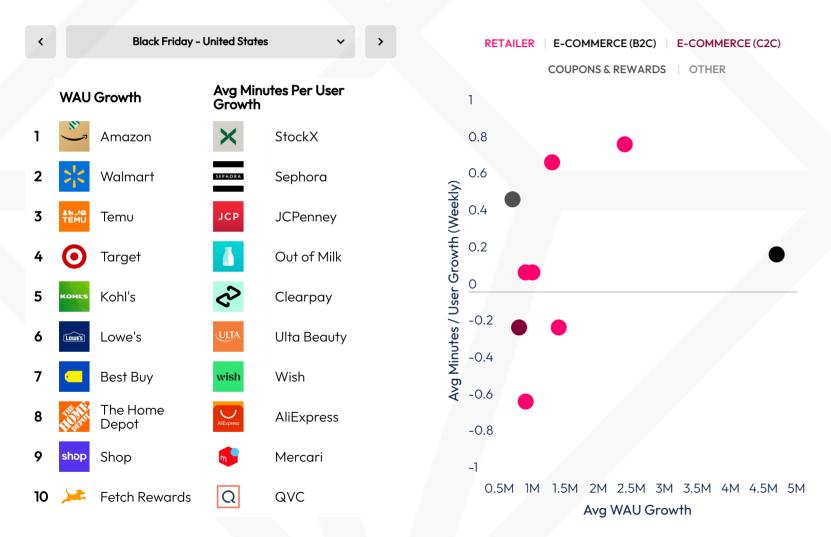
#### Source: data.ai Intelligence

Share of voice indicates the share of impressions from bidding on that keyword.

Search volume scores are an ndex of popularity based on search volume for the keyword and values are betwen 0 and 100.

#### Top Shopping Apps by Growth During Major Shopping Holidays

Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

Note: Active users and time spent are Android Phone. Shopping apps are classified using data.ai's App IQ taxonomy.

Rankings are among the top 50 apps in each country / study period by average WAU.

Black Friday growth compares the weeks of Nov. 20 - Dec. 3, 2022 to the prior two weeks.

Single's Day growth compares the weeks of Nov. 6 - Nov. 19, 2022 to the prior two weeks.

Festive Season growth compared the weeks of Sep. 11 - Oct. 8, 2022 to the prior four weeks.

#### RETAIL

# Amazon Gained More Active Users During Black Friday Than Walmart and Target Combined

#### A DETAILED VIEW:

Amazon was the biggest winner from Black Friday in the US with WAU up 4.7 million vs. the two weeks prior. Most of the other apps that saw the biggest active user spikes were brick & mortar retailers, including <u>Walmart</u>, <u>Target</u>, and <u>Kohl's</u>.

In China, <u>Taobao Tejia</u> saw the largest increase in WAU during the Single's Day period. <u>Taobao Tejia's</u> downloads jumped more than 4X month-over-month in November 2022. Meanwhile, <u>Flipkart</u> was the biggest gainer during the festive season in India around Navaratri.

#### TAKE THE NEXT STEPS

Benchmark your app's performance at critical times using data.ai's suite of usage and engagement metrics.

# 2022 Rankings by Market | Shopping

Powered by data.ai's App IQ Taxonomy

**AMER - Breakout Downloads** Chile Worldwide **United States** Canada Mexico **Brazil Argentina** Colombia Peru S IN JO shopsy **TEMU** baz: la súperapp con Shopsy (Shopping todo (Finance | Digital Temu (Shopping | E-SCENE (Shopping | SHEIN (Shopping | E-Shopee (Shopping | E-Shopee (Shopping | E-Falabella (Shoppina | E-Falabella (Shoppina | E-E-Commerce Commerce (Retailer)) Coupons & Rewards) Wallets & Commerce (Retailer)) Commerce (C2C)) Commerce (C2C)) Commerce (B2C)) Commerce (B2C)) (B2C)) Payment) Addi **MINIO** meesho Meesho (Shopping Canadian Tire Retail Upside (Shoppina | MercadoLibre (Shopping O Boticário (Shoppina | Eadidas (Shoppina | E-Addi Shop (Shoppina | Shopee (Shopping | E-Linio (Shopping | E-| E-Commerce (Shopping | E-Coupons & Rewards) Commerce (C2C)) Commerce (B2C)) | E-Commerce (C2C)) Commerce (Retailer)) Commerce (Retailer)) BNPL) Commerce (B2C)) (C2C)) C&A Red Flipkart (Shopping My Bath & Body Works Red101: Order, pay and Nike (Shopping | E-Bodeaa Aurrera (Food & C&A Pay (Shopping | YOY (Shopping | E-Falabella (Shoppina | Paris app (Shoppina | E-(Shopping | E-Commerce restock (Shopping | Other E-Commerce Commerce (Refailer)) Drink | Grocery Delivery) Commerce (Retailer)) E-Commerce (B2C)) Commerce (B2C)) (Retailer)) Shopping) (B2C)) CIDER Amazon MadeiraMadeira AliExpress (Shopping | E-(Shopping | E-Fetch Rewards (Shoppina Cider (Shopping | E-Nike (Shopping | Eadidas (Shoppina | E-SHEIN (Shopping | Eadidas (Shoppina | E-(Shopping | E-Commerce Commerce (Retailer)) Commerce (Retailer)) Commerce (B2C)) Commerce (Retailer)) Commerce (Retailer)) Commerce (Retailer)) Commerce | Coupons & Rewards) (Retailer)) (B2C)) FSP

TAKE THE NEXT STEP

#### data.ai

### Top 3 Features Loved by Retail



Creative Gallery



App IQ



Ratings & Reviews

#### data.ai STATE OF MOBILE 2023

# Video Streaming

TikTok encroaches on the video streaming space: User-Generated Content captures mobile-first audiences alongside exclusive content releases.



As tech giants have diversified their business models including financial services in their evolution to become a "One stop shop", baz superapp has inverted the formula creating a superapp from the start, including Payments, Financial Services, eCommerce, Entertainment and Connectivity for users and small businesses. baz superapp has positioned itself as a true alternative to meet every day needs of more than 11MM users that we serve today, hopefully 50MM in a couple of years, while strengthening our value proposition & integrating new business models and features, like Social media, messaging, delivery, crypto and more... so that everyone wakes up and goes to sleep with baz superapp in their minds.

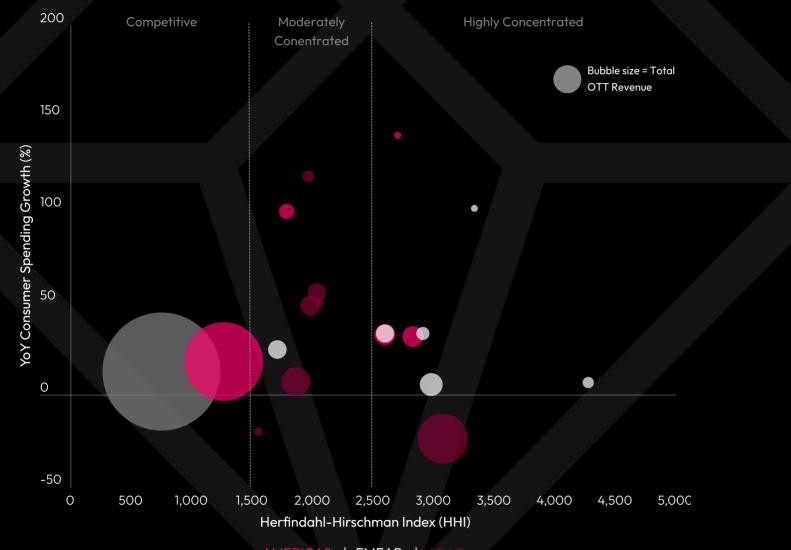
#### Fran Burillo / Alberto Marin

Monetization Market Intel team baz superapp



# OTT Revenue Growth vs. Market Concentration (Herfindahl-Hirschman Index) by Market

Powered by data.ai's App IQ Taxonomy



#### AMERICAS | EMEAR | APAC

#### Source: data.ai Intelligence

Note: Consumer Spend across iOS, Google Play; China is iOS only. Spend is gross — inclusive of any percent taken by the app stores. OTT apps are classified using data.ai's App IQ taxonomy.

# OTT Apps Should Look Outside of the US to Drive Growth

A DETAILED VIEW:

Despite the seemingly endless supply of OTT providers in the United States, this market saturation has not yet extended to other markets. The US is the only market with a HHI under 1,500, signifying a competitive market.

In fact, many European markets became more concentrated between 2020 and 2022, largely explained by the massive launch by <u>Disney+</u> in the region. Look for other OTT providers to attempt to emulate <u>Disney+'s</u> successful global expansion.

In contrast, most APAC markets became more competitive in 2022. See <u>page 51</u> to discover the top apps by consumer spending in each market.

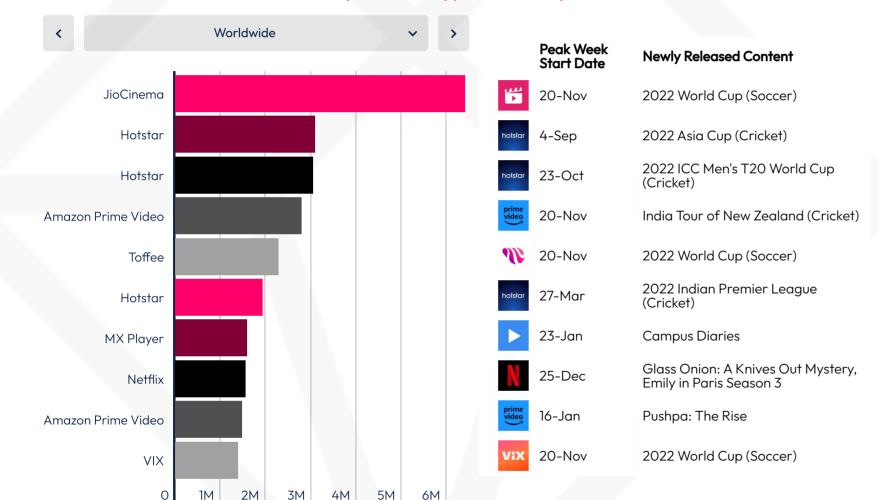
#### TAKE THE NEXT STEPS

Quickly identify local competitors for any subgenre across dozens of metrics using <u>data.ai's App IQ</u> <u>taxonomy.</u>

#### VIDEO STREAMING

# Top Peak Weeks by Downloads (vs. Weekly Average in 2022) for OTT Apps

Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

Note: Downloads across iOS, Google Play; China is iOS only. OTT apps are classified using data.ai's App IQ taxonomy.

# Exclusive Sports Content Serves as a Crucial On-Ramp for New Users

A DETAILED VIEW:

Adding coverage of major sporting events can be a highly effective-albeit expensive-way to add new users to popular streaming services. Globally, streaming of the soccer World Cup and top cricket tournaments in India drove the biggest download spikes.

In the US, the World Cup drove large adoption spikes for <u>Peacock TV</u> and <u>fubo TV</u> while streaming deals with the NFL helped <u>Peacock TV</u>, <u>Paramount Network</u>, and <u>Amazon Prime Video</u>.

Non-sports content that created the biggest download spikes included Euphoria (<u>HBO Max</u>), Halloween Ends (<u>Peacock TV</u>), and House of the Dragon (<u>HBO Max</u>).

#### TAKE THE NEXT STEPS

Monitor the impact of different content launches on a daily level <u>using data.ai Intelligence</u>.

# TikTok Became 2nd Non-Game App to Surpass \$6 Billion in All-Time Consumer Spending

A DETAILED VIEW:

<u>TikTok</u> made us reimagine how high consumer spending in apps-especially outside of mobile games-could reach. Despite not even ranking among the top 100 apps by consumer spending in any year until 2020, <u>TikTok</u> has since exploded onto the scene, reaching the top spot in 2022 with more than \$3 billion in consumer spending. Only <u>Tinder</u> has higher consumer spend to date.

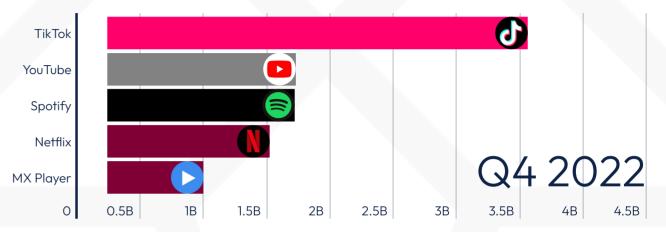
<u>TikTok's</u> recent success was well beyond that of other Entertainment apps. Over the past 10 years <u>TikTok</u> has more than twice as many downloads as the next closest app, <u>YouTube</u>.

#### TAKE THE NEXT STEPS

Be the first to discover emerging industry trends with data.ai's blog posts and reports that illuminate the digital landscape.

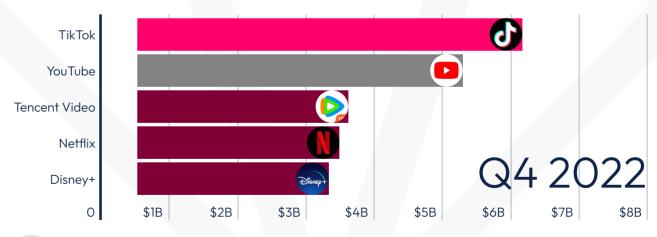
#### Cumulative Global Downloads for Top Entertainment Apps over the Past 10 Years (2013 - 2022)

Powered by data.ai's App IQ Taxonomy





#### Cumulative Global Consumer Spend for Top Entertainment Apps over the Past 10 Years (2013 - 2022)





OTT | SHORT VIDEOS | MUSIC & AUDIO | OTHER

#### Source: data.ai Intelligence

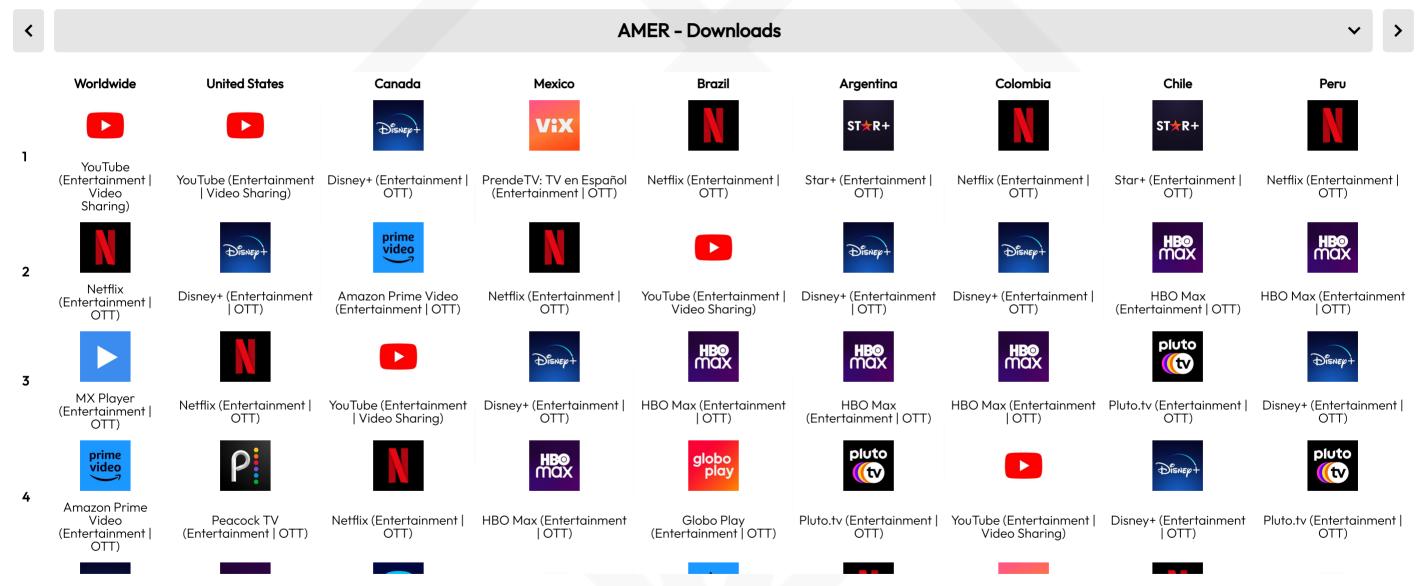
Note: Downloads and consumer Spend across iOS, Google Play; China is iOS only.

Spend is gross — inclusive of any percent taken by the app stores.

Entertainment apps are classified using data.ai's App IQ taxonomy.

### 2022 Rankings by Market | Video Streaming

Powered by data.ai's App IQ Taxonomy



TAKE THE NEXT STEP

Monitor daily rankings with a free data.ai account.

#### data.ai STATE OF MOBILE 2023

# Social

Disrupting social media: "tipping" content creators carves out social media monetization pathways outside of advertising.



At Yalla Group, our vision is to build the largest destination for online social networking and entertainment activities in MENA. Over the past 6 years, we have shown our strong focus on and commitment to MENA, its people and its culture; we will continue to expand our services and stretch the boundaries of our business while further deepening synergies among our different products and services.

#### Yalla Group



#### SOCIAL

# Global Time Spent in Social Apps Surpassed 2 Trillion Hours in 2022

#### A DETAILED VIEW:

Total time spent climbed 17 percent year-over-year to surpass 2 trillion hours on Android phones in 2022. This growth was propelled by new app installs jumping 15 percent YoY, including 25 percent growth in China.

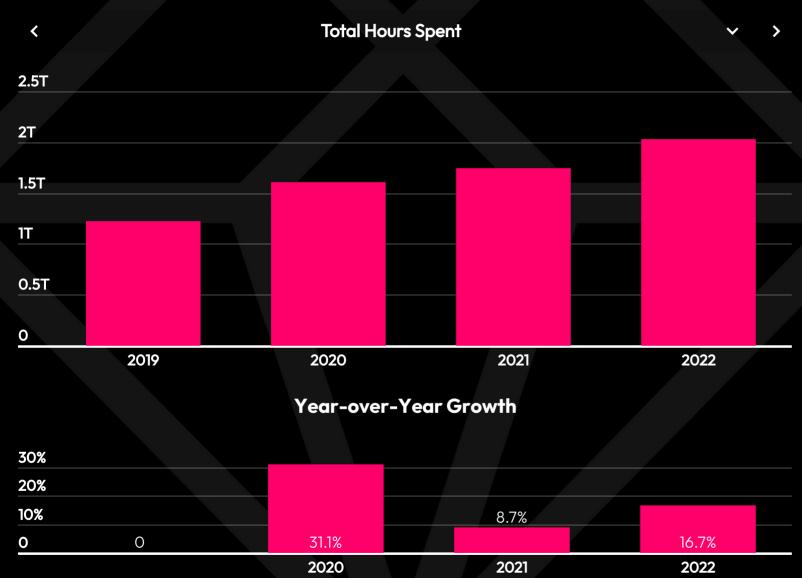
Consumer spending growth hit some headwinds in top markets like China and Japan. Seven of the top 10 apps saw YoY declines, including <u>LINE</u>, <u>Facebook</u>, and <u>QQ</u>. However, this was offset by strong growth from apps like <u>TikTok</u>, <u>Snapchat</u>, <u>WePlay</u>, and <u>Zhihu</u>.

#### TAKE THE NEXT STEP

<u>Access vertical-specific solutions</u> that help to uncover the drivers of change within each industry and market.

#### **Global Metrics for Social Apps**

Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

Note: Android Phones. Includes Social apps from data.ai App IQ classification.

Excludes Dating apps and includes Short Videos and Live Streaming (Entertainment genre)

# New Media Sharing Networks Had Breakout Years in 2022 - But Can They Keep it Up?

#### A DETAILED VIEW:

<u>BeReal</u> broke out as a popular social sensation in 2022, appealing to users by selling a more authentic, less curated, experience. In fact, no social app has added more new users in the US in any of the past five years than <u>BeReal's</u> 5.3 million in August 2022.

The challenge for these apps, and <u>BeReal</u> in particular, will be improving engagement. <u>BeReal</u> prompts users once a day to take a photo, incentivizing users to come back each day and resulting in a really strong average active days per user for a new app. However, users have not yet started to spend a lot of time on the platform. <u>BeReal</u> will need to get creative to improve time spent while maintaining the feeling of being raw and authentic.

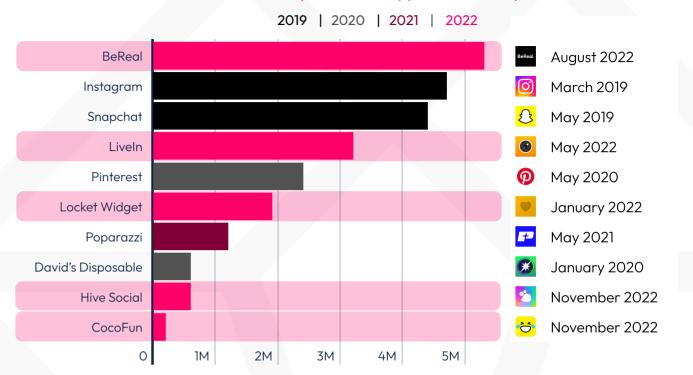
#### TAKE THE NEXT STEP

Be the first to spot potential breakout apps in your sector with detailed genres and subgenres <u>from data.ai's App IQ Taxonomy</u>

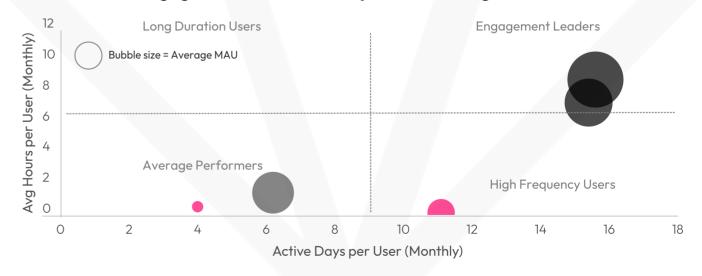


#### Top Months by Downloads for Media Sharing Networks in the US (2018-2022)

Powered by data.ai's App IQ Taxonomy



#### US User Engagement Metrics for Top Media Sharing Networks in 2022



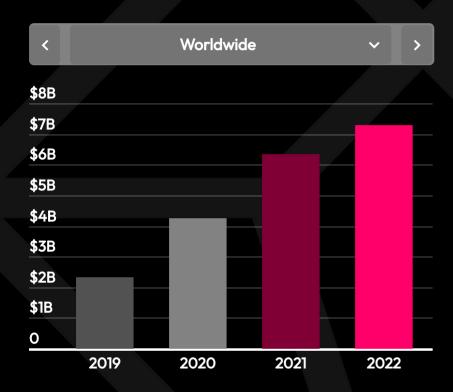
#### Source: data.ai Intelligence

Note: Downloads and active users across iOS, Google Play. Engagement metrics are Android only.

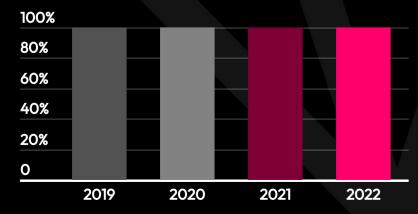
Media Sharing Network apps are classified using data.ai's App IQ taxonomy.

# Social App Consumer Spending by Market

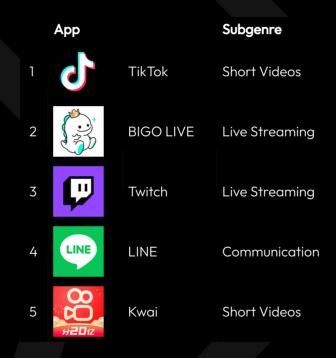
Powered by data.ai's App IQ Taxonomy



## Social App Consumer Spending Market Share



# Top Apps by Consumer Spending in 2022



#### Source: data.ai Intelligence

Note: Consumer Spend across iOS, Google Play; China is iOS only.

Spend is gross — inclusive of any percent taken by the app stores.

Social apps are classified using data.ai's App IQ taxonomy. Excludes

Dating apps. TikTok (Entertainment genre) is included.

SOCIAL

# The US Now Accounts for More than 1/4 of Social App Consumer Spending

A DETAILED VIEW:

The US passed Japan in 2020 and China in 2021 to rank as the top market for consumer spending for Social apps (though it's worth noting that China is iOS only as Google Play is not available there). While growth slowed in 2022, top apps like <u>Discord</u>, <u>Facebook</u>, and <u>TikTok</u> have managed to maintain high consumer spending from the gains seen early in the pandemic.

Social apps are also starting to expand to smaller markets. Markets outside of the big three (the US, China, and Japan) only combined for 30 percent of consumer spending in 2019. This climbed to nearly 40 percent in 2022 while global spending more than tripled over this period.

#### TAKE THE NEXT STEP

See which verticals and markets are growing the fastest with Market Size, part of data.ai Intelligence.

# TikTok's Monetization is Unparalleled

#### A DETAILED VIEW:

<u>TikTok's</u> US average monthly revenue per user (ARPU) is well above its top social competitors at 85 cents per user. <u>Snapchat</u> is second at 5 cents per user with its recently launched subscription.

All of these apps have large user bases, meaning that <u>TikTok</u> does show some hope at how high the upside is for mobile consumer spending is if they can figure out how to monetize effectively.

As is notable with the discussions around <u>Twitter's</u> alternative monetization strategies following Elon Musk's ownership, <u>Twitter</u> would earn more than \$50 million in the US each month it were able to achieve <u>TikTok's</u> ARPU and keep its current user base levels.

#### TAKE THE NEXT STEPS

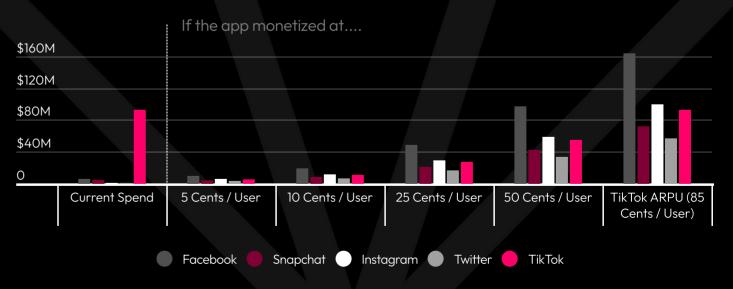
Benchmark key metrics <u>like revenue per download with</u> <u>data.ai Intelligence</u>.



## US Average Monthly Active Users (MAU) vs. Average Monthly Revenue per User (ARPU) in H2 2022



### Projected Monthly US Spend at Different ARPU Levels and Current User Base



#### Source: data.ai Intelligence

Note: Consumer Spend and Active Users across iOS, Google Play; China is iOS only. Spend is gross — inclusive of any percent taken by the app stores.

# The Secret to Social App Monetization? Getting Users to Spend on High Value In-App Purchase (IAP)

A DETAILED VIEW:

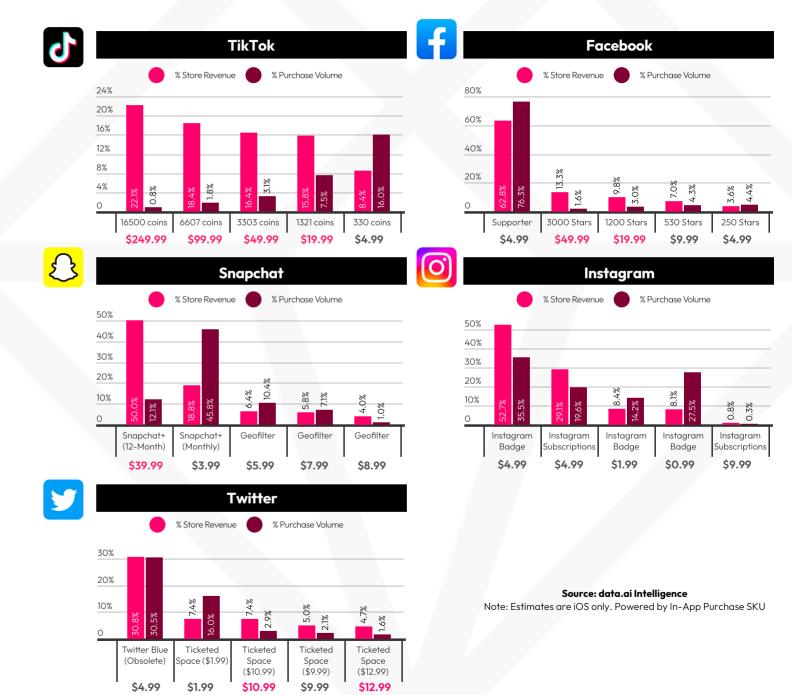
While less than one percent of <u>TikTok's</u> IAPs are at the \$250 price point, these purchases account for roughly a quarter of the app's US consumer spending on iOS. <u>TikTok's</u> rapid ascent to become the top grossing app in the world is explained by its ability to sell IAPs at these high price points.

<u>Snapchat's</u> early monetization results show some promise, as it receives half of its revenue from its annual subscription. The subscription model has proven itself to be very successful for non-gaming apps from OTT to Health & Fitness to Dating. <u>Snapchat</u> will be a good test for whether top social apps can replicate this success with subscription monetization.

#### TAKE THE NEXT STEP

Optimize your monetization strategy <u>using data.ai's</u> <u>unparalleled In-App Purchase SKU product</u>.





# 2022 Rankings by Market | Social Media

Powered by data.ai's App IQ Taxonomy

**AMER - Downloads** Worldwide **United States** Canada Mexico Brazil **Argentina** Colombia Chile Peru Instagram (Social Media l TikTok (Entertainment | Instagram (Social Media TikTok (Entertainment | TikTok (Entertainment | TikTok (Entertainment | TikTok (Entertainment | TikTok (Entertainment TikTok (Entertainment | Short Videos) Media Sharina Short Videos) Short Videos) Short Videos) Media Sharing Networks) Short Videos) Short Videos) Short Videos) Networks) WhatsApp Messenger WhatsApp Messenger Instagram (Social Media TikTok (Entertainment | Instagram (Social Media | Instagram (Social Media | Facebook (Social Media | (Entertainment | Facebook (Social Media | (Social Media I (Social Media | Media Sharina Networks) Social Networks) Short Media Sharina Networks) Short Videos) Media Sharina Networks) Social Networks) Communication) Communication) Videos) 3 Facebook (Social WhatsApp Messenger WhatsApp Messenger WhatsApp Messenger WhatsApp Messenger BeReal (Social Media | Facebook (Social Media | Facebook (Social Media | Instagram (Social Media | (Social Media I (Social Media I (Social Media | (Social Media I Media l Media Sharina Networks) Social Networks) Social Networks) Media Sharina Networks) Social Networks) Communication) Communication) Communication) Communication) WhatsApp WhatsApp Messenger WhatsApp Messenger Messenger (Social Facebook (Social Media | Instagram (Social Media | Instagram (Social Media | Facebook (Social Media | Facebook (Social Media | Instagram (Social Media (Social Media | (Social Media | Media Sharina Networks) Media Social Networks) Media Sharing Networks) Media Sharina Networks) Social Networks) Social Networks) Communication) Communication) Communication)

#### TAKE THE NEXT STEP

#### data.ai STATE OF MOBILE 2023

# Food & Drink

No turning back: hungry consumers embrace mobile ordering and food delivery as weekly habits.

# Consumers Prefer the Convenience of Food Delivery Even As Countries Reopen

A DETAILED VIEW:

Sessions in food & grocery delivery apps have continued to climb after seeing accelerated growth at the start of the COVID-19 pandemic. Globally, sessions climbed 10 percent YoY in 2022 compared to 35 percent YoY growth in 2021 and 17 percent growth in 2019.

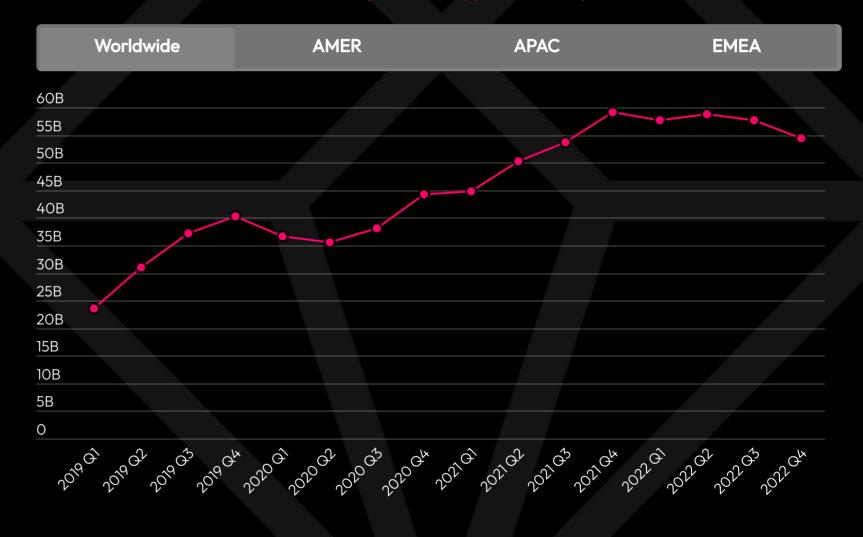
Growth in some markets has plateaued while others continue to flourish. Sessions dropped slightly in Brazil in 2022, while other top markets like India (31 percent growth YoY), Germany, France, Japan, and Turkey maintained strong growth.

#### TAKE THE NEXT STEP

Monitor long-term market trends and shifts in seasonality with data.ai. Benchmark if you are in-line with, outpacing, or falling behind the market.

# Quarterly Sessions Spent in Food & Grocery Delivery Apps Growth Over Time

Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

Worldwide

Note: Android Phones. Food & Drink apps are classified using data.ai's App IQ taxonomy

# McDonald's Turned to Mobile to Get Highly-Loyal Customers

#### A DETAILED VIEW:

McDonald's has embraced mobile in recent years, pushing users to order through the app and offering rewards and exclusive deals. This has made its mobile app a useful tool for improving customer loyalty by giving larger rewards for frequent customers.

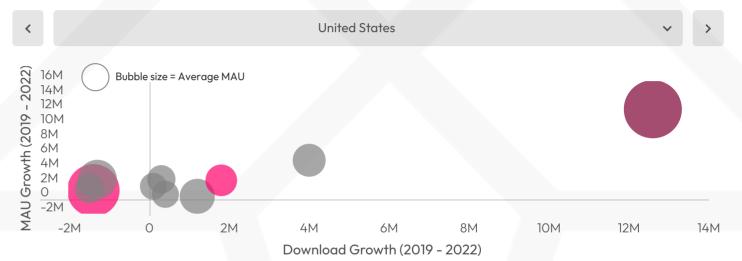
The investment in mobile has helped <u>McDonald's</u> stand out from its QSR competitors in terms of download and MAU growth. In addition, it has brought in more frequent customers. Since 2019, <u>McDonald's</u> has separated itself from other fast food restaurants in terms of active days per user. Only coffee shops have a higher active days per user in the US.

#### TAKE THE NEXT STEP

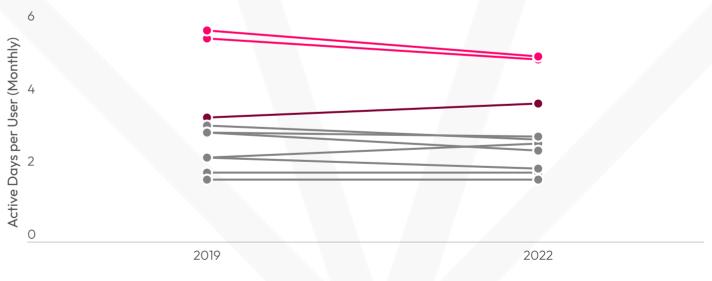
Remain ahead of competitors with market specific insights segmented by sub-genre, <u>using data.ai's unique App IQ taxonomy.</u>

#### Top QSR Apps by Download Growth and MAU Growth Between 2019 and 2022





#### Average Active Days per User (Monthly) for Top QSR Apps Between 2019 and 2022



#### MCDONALDS | COFFEE | OTHER QSR

#### Source: data.ai Intelligence

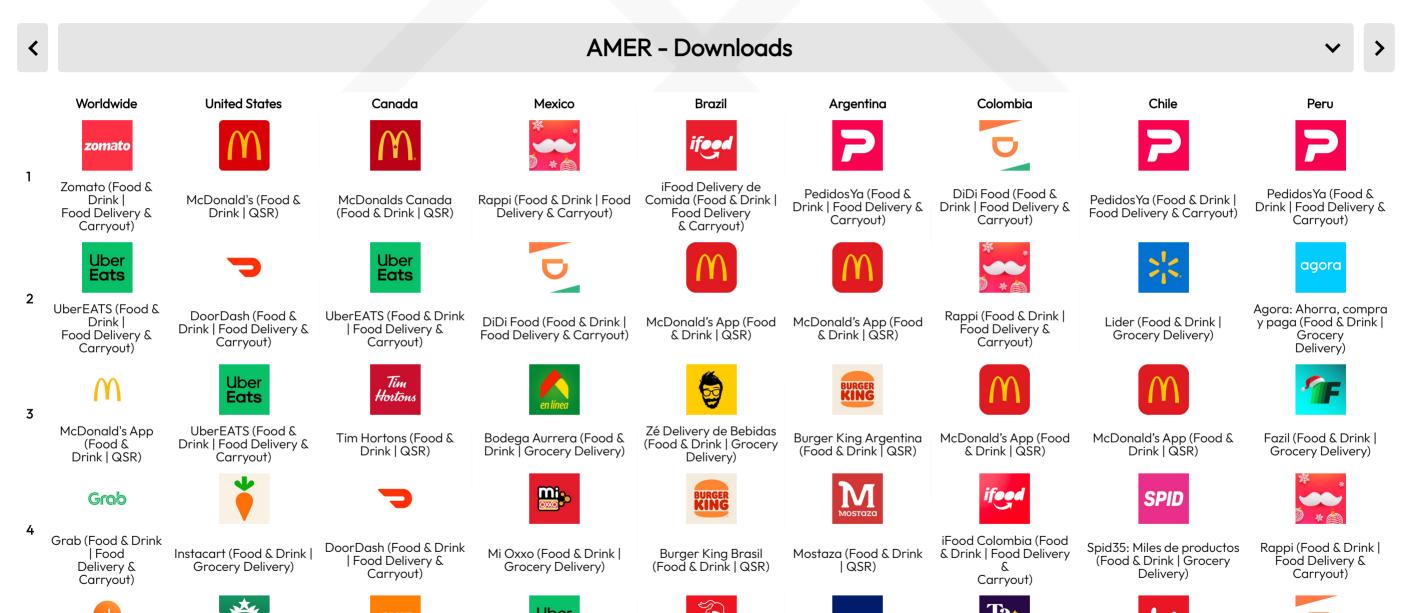
Note: Downloads and active users across iOS, Google Play; China is iOS only.

Engagement metrics are Android only.

QSR apps are classified using data.ai's App IQ taxonomy.

# 2022 Rankings by Market | Food & Drink

Powered by data.ai's App IQ Taxonomy



#### TAKE THE NEXT STEP

#### data.ai

### Top 3 Features Loved by Food & Drink



Keywords



Advanced Reviews



Feature Comparison

#### data.ai STATE OF MOBILE 2023

# Travel

The travel floodgates are open: pent-up demand reshapes consumer spending priorities.



Traveloka has experienced tremendous years of comeback recovery and growth as Southeast Asia's Lifestyle Superapp. With a new normal paradigm and our business expansion spanning from travel to local services to financial services; it is pivotal for Traveloka to equip ourselves with best-in-class technology, product innovation, and data-driven marketing. In our mission to fulfill the customers' lifestyle needs and aspirations, we are thankful to be partnering with data.ai to help us in navigating market growth landscape and becoming a think tank partner in many of our strategic initiatives, especially during the pandemic.

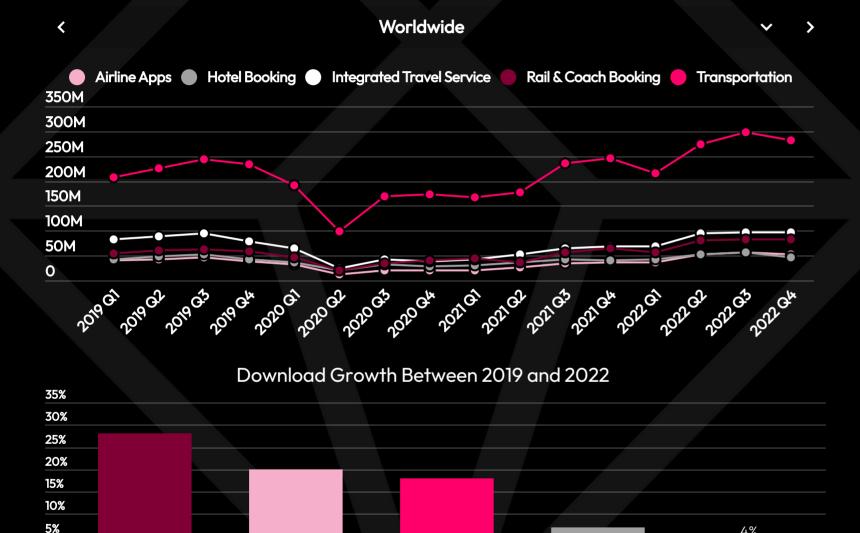
# **Terry Santoso**VP Platform Marketing

Traveloka



#### **Quarterly Travel App Downloads by Subgenre**

Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

18%

Transportation

**Hotel Booking** 

Note: Downloads across iOS, Google Play; China is iOS only. Travel apps are classified using data.ai's App IQ taxonomy.

20%

**Airline Apps** 

28%

Rail & Coach Booking

# Travel is Back! All **Top Subgenres Have Surpassed Pre-Pandemic Levels**

A DETAILED VIEW:

In 2022, each of the top five Travel subgenres surpassed their 2019 totals, revealing an overall healthy travel market after two rough years. Interestingly, growth for hotel booking and integrated travel service apps lagged behind that from airline and transportation apps, at least globally.

The return of travel varied significantly by country. See which subgenres have seen the strongest bounce back in your market of interest!

#### TAKE THE NEXT STEP

4%

Integrated Travel Service

Be the first to understand the impacts of different events across industries <u>using data.ai's unique App IQ</u> taxonomy.

# Air Travel is in Higher Demand Than Ever in 2022

#### A DETAILED VIEW:

After new user adoption plummeted in 2020 due to COVID-19 related travel restrictions, air travel has come roaring back in 2022. In the US, four of the top airlines surpassed their latest pre-pandemic total from 2019 in 2022. The UK has also had four of its top five airlines surpass their 2019 totals, though its top app, <u>Ryanair</u>, is a notable exception.

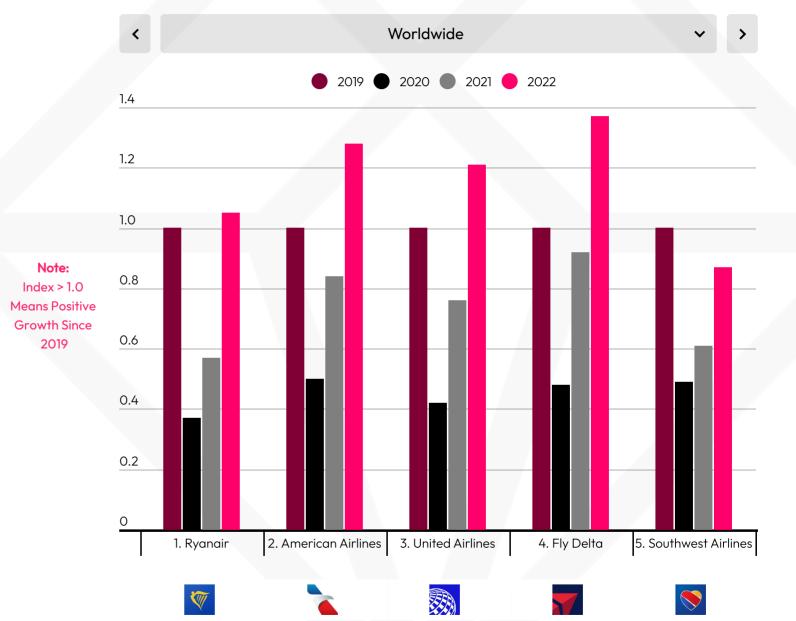
There are still some economies that have been more reluctant to resume air travel at full capacity. The majority of airline apps in Asia have yet to reach their pre-pandemic levels, including at least four of the top five airlines in China, Japan, South Korea and India.

#### TAKE THE NEXT STEP

<u>Discover the latest trends and top performers across</u> different verticals using data.ai's App IQ, covering airlines, transportation, integrated travel services, and so much more!

#### Top Airline App Yearly Download Growth (Indexed to 2019)

Powered by data.ai's App IQ Taxonomy

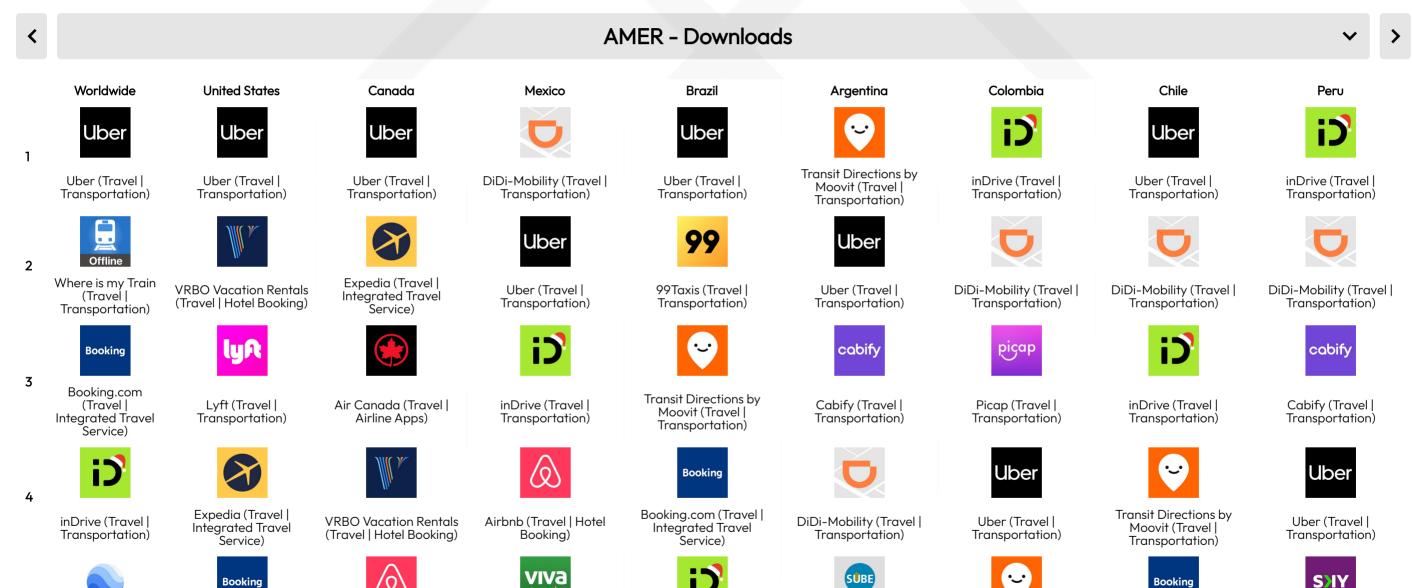


#### Source: data.ai Intelligence

Note: Downloads across iOS, Google Play; China is iOS only. Airline apps are classified using data.ai's App IQ taxonomy.

# 2022 Rankings by Market | Travel

Powered by data.ai's App IQ Taxonomy



TAKE THE NEXT STEP

Monitor daily rankings with a free data.ai account.

#### data.ai STATE OF MOBILE 2023

# Health & Fitness

Personalized progress in our pocket: fitness & health trackers and ondemand workout and wellness programs top downloads and spend charts.

# More than Half of Health & Fitness Consumer Spending Comes From the U.S.

#### A DETAILED VIEW:

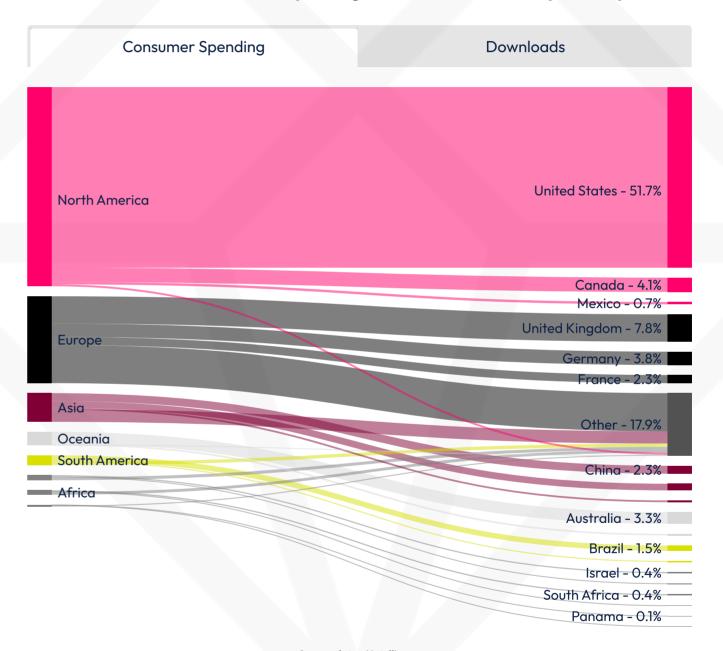
The US remained the key market for Health & Fitness apps in terms of consumer spending, controlling more than half of all spending across the App Store and Google Play. Eight of the top 10 apps by consumer spending in 2022 are based in the US, including each of the top three (MyFitnessPal, Fitbit, and Calm).

The challenge for Health & Fitness publishers continues to be monetizing outside of the US. Plenty of other countries have large user bases. However, among the top 20 markets by downloads, only the US, the UK, Germany, and Canada averaged more than \$1 in consumer spend per download in 2022.

#### TAKE THE NEXT STEP

<u>Use data.ai's detailed performance metrics by industry</u> and market to identify potential growth areas to target.

#### Health & Fitness Consumer Spending and Download Share by Country, 2022

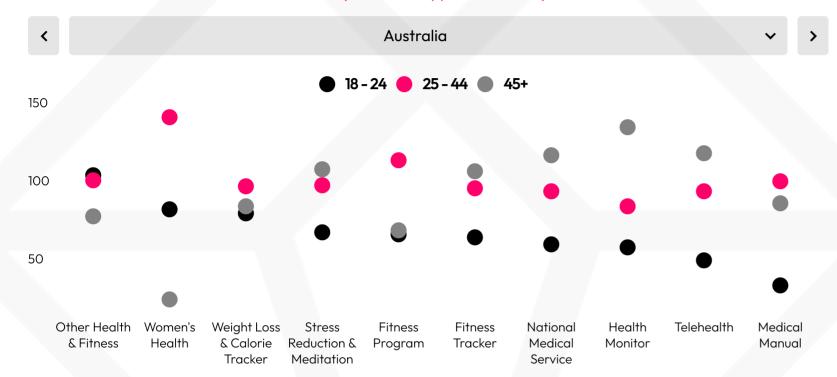


#### Source: data.ai Intelligence

Note: Downloads and consumer Spend across iOS, Google Play; China is iOS only. Spend is gross — inclusive of any percent taken by the app stores. Health & Fitness apps are classified using data.ai's App IQ taxonomy.

#### Average Age Group Index Among Health & Fitness Subgenres

Index >100 Skews Towards Demographic Group Powered by data.ai's App IQ Taxonomy



#### Top Health & Fitness by MAU Most Likely to Be Played by Age Group

18 - 24



Flo Period & Ovulation Tracker (Women's Health)



Clue - Period Tracker (Women's



Sweatcoin (Fitness Tracker)



Home Workout - No Equipments (Fitness Program)



Sleep Cycle alarm clock (Health Monitor)

25 - 44



Garmin Connect (Fitness Tracker)



Google Fit (Fitness Tracker)



Strava Running and Cycling (Fitness Tracker)



MyFitnessPal (Weight Loss & Calorie Tracker)



ABISHKKING Period Calendar (Women's Health)

#### 45+



Express Plus Medicare (National Medical Service)



Samsuna Health (Fitness



Check In Qld (National Medical



Fitbit (Fitness Tracker)



HotDoc (Telehealth)

#### Source: data.ai Intelligence

#### **HEALTH & FITNESS**

# **Know Your Market:** Health & Fitness **Demographics Vary Across Subgenres**

#### A DETAILED VIEW:

Stress Reduction & Meditation and Fitness Programs tend to have fairly balanced demographics, indexing fairly evenly across the different age bins in most markets. Despite this overall balance, the competition between workout apps has led some to focus on certain demographic groups, like Lose Weight App for Women and Lose Weight App for Men, both published by ABISHKKING.

Making healthcare accessible to an older audience on mobile is critical for National Medical Service, Health Monitor, and Telehealth apps, which all overindex for the 45+ age group.

#### TAKE THE NEXT STEP

Strategize how to best market your app by understanding your target audience with data.ai's <u>demographic data</u>

# 2022 Rankings by Market | Health & Fitness

Powered by data.ai's App IQ Taxonomy

AMER - Downloads

Worldwide S

2

3

Sweatcoin (Health & Fitness | Fitness Tracker)



Blood Pressure App (Health & Fitness | Health Monitor)



FitPro (Health & Fitness | Fitness Tracker)



Home Workout - No **Equipments** (Health & Fitness | Fitness Program)



#### **United States**



Planet Fitness (Health & Fitness | Fitness Program)



MyChart (Health & Fitness | Telehealth)



Calm (Health & Fitness | Stress Reduction & Meditation)



MyFitnessPal (Health & Fitness | Weight Loss & Calorie Tracker)

#### Canada



Babylon by TELUS Health (Health & Fitness | Telehealth)



Maple (Health & Fitness | Telehealth)



Fitbit (Health & Fitness | Fitness Tracker)



AllTrails (Health & Fitness | Fitness Tracker)

#### Mexico



Imss Digital (Health & Fitness | Telehealth)



FitPro (Health & Fitness Fitness Tracker)



Blood Pressure App (Health & Fitness | Health Monitor)



FitCoach: Personalized Fitness (Health & Fitness | **Fitness** Program)

#### **Brazil**



Conecte SUS (Health & Fitness | National Medical Service)



Lucky Step (Health & Fitness | Fitness Tracker)



Sweatcoin (Health & Fitness | Fitness Tracker)



FitPro (Health & Fitness | Fitness Tracker)



#### **Argentina**



Sweatcoin (Health & Fitness | Fitness Tracker)



FitPro (Health & Fitness | Fitness Tracker)



**Blood Pressure App** (Health & Fitness | Health Monitor)



**CUIDAR COVID-19** ARGENTINA (Health & Fitness | National Medical Service)



#### Colombia



Sweatcoin (Health & Fitness | Fitness Tracker)



FitPro (Health & Fitness | Fitness Tracker)



Lucky Step (Health & Fitness | Fitness Tracker)



Blood Pressure App (Health & Fitness | Health Monitor)



#### Chile



Sweatcoin (Health & Fitness | Fitness Tracker)



Blood Pressure App (Health & Fitness | Health Monitor)



FitCoach: Personalized Fitness (Health & Fitness | **Fitness** Program)



Fitia - Nutrición Inteligente (Health & Fitness | Weight Loss & Calorie Tracker)



Meet you (Health &

Fitness | Women's

Health)

Peru

Carné de Vacunación -

MINSA (Health & Fitness |

National

Medical Service)

Sweatcoin (Health &

Fitness | Fitness Tracker)

FitPro (Health & Fitness | Fitness Tracker)



TAKE THE NEXT STEP

Monitor daily rankings with a free data.ai account.

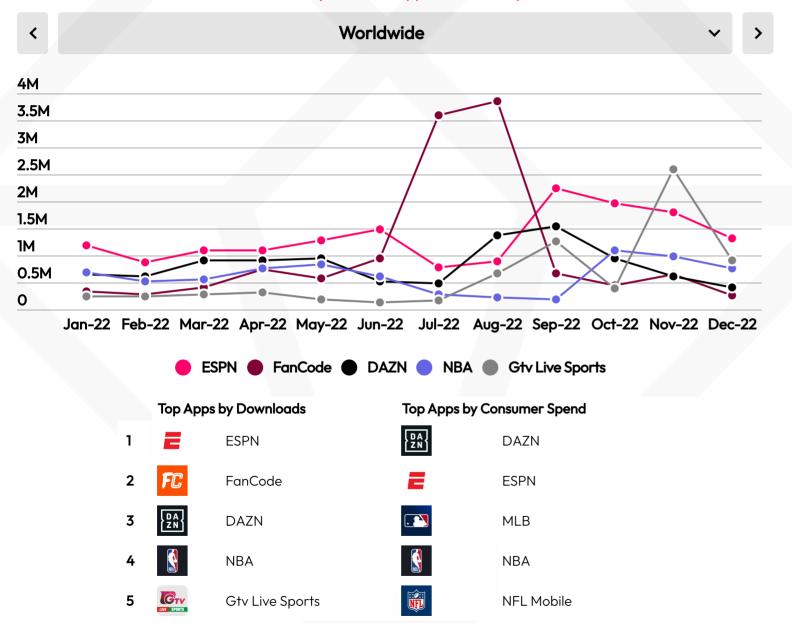
#### data.ai STATE OF MOBILE 2023

# Sports

Unmissable action: Sports TV apps tap into latent demand for live matches; Sports Betting expands in the US — opening a large lucrative market for mobile apps.

#### Monthly Downloads for Top Sports TV Apps

Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

Note: Downloads across iOS, Google Play; China is iOS only. Sports TV apps are classified using data.ai's App IQ taxonomy.

# Sports TV Apps Battle For Exclusive Streaming Content

A DETAILED VIEW:

Major sporting events drove download spikes in 2022, including the FIFA World Cup starting in November 2022. <u>FOX Sports</u> (United States) and <u>TSN GO</u> (Canada) saw huge increases in adoption as a result.

<u>DAZN</u> and <u>ESPN</u> are the clear standouts in terms of consumer spending, earning more in 2022 than the rest of the top 10 Sports apps combined. Nearly all of <u>ESPN's</u> revenue comes from the US, while <u>DAZN</u> has managed to monetize across more markets by casting a wide net in terms of its sports coverage in different markets. Some of <u>DAZN's</u> content includes Serie A in Italy and Nippon Professional Baseball in Japan, as well as pay-per-view boxing.

#### TAKE THE NEXT STEP

See how apps perform with each major sports event and new season with data.ai Intelligence.

### Sports Betting Continues to Expand in the US

A DETAILED VIEW:

In the year following the US Supreme Court overturning of The Professional and Amateur Sports Protection Act (PASPA), states have rolled out new sports betting laws and mobile apps have rolled out in these new markets. Sports betting apps downloads peak at the start of the NFL season each year and the Super Bowl.

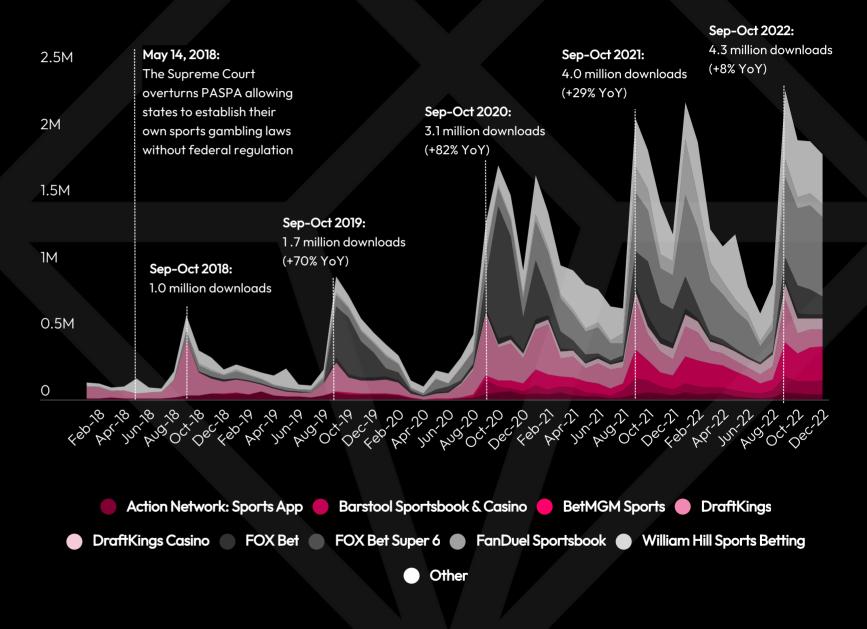
Sports betting installs reached 4.3 million at the start of the 2022-2023 NFL season, up 8 percent YoY and more than 4X the total from September through October 2018. <u>FanDuel</u> has emerged as the clear market leader in 2022, with <u>BetMGM</u>, <u>DraftKings</u>, and <u>William Hill</u> vying for the No. 2 spot.

### TAKE THE NEXT STEPS

In a rapidly evolving space like sports betting, getting any edge over the competition can be the difference between being the market leader and the middle of the pack. data.ai's massive dataset including more than 30 metrics can give you a leg up.

### Monthly US Downloads for Top Sports Betting Apps

Powered by data.ai's App IQ Taxonomy



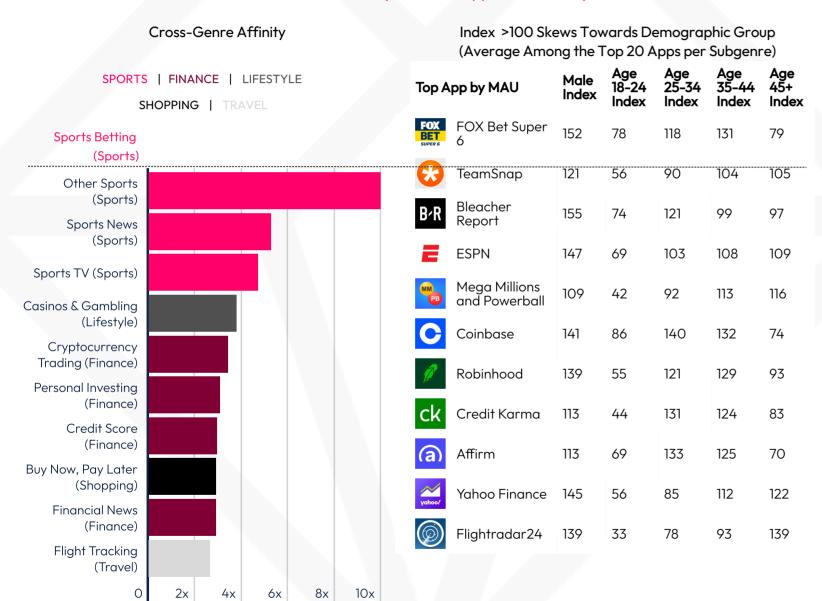
#### Source: data.ai Intelligence

Note: Downloads across iOS, Google Play; China is iOS only.

Sports Betting apps are classified using data.ai's App IQ taxonomy.

### Top Subgenres by Cross-Genre Affinity with Sports Betting Apps in the US in 2022

Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

Note: Sports Betting apps are classified using data.ai's App IQ taxonomy.

Demographic Index for subgenres are the average among the top 20 apps by MAU in each subgenre

#### **SPORTS**

### Sports Betting Apps Have a High Affinity with Finance Apps

#### A DETAILED VIEW:

Sports fans in the United States have been flooded with sports betting ads in recent years with the expansion of legalized sports gambling, and the ever-rising installs show that the market still has more growth potential. Understanding your target audience can help your ads go further to help you gain an advantage over the competition.

Sports betting apps overindex for a male audience in the 25-44 age range. Other apps that sports betting customers are more likely to use have a similar demographic profile. In addition, they include subgenres that require people who are comfortable making financial transactions on mobile, such as cryptocurrency trading, personal investing, and BNPL.

#### TAKE THE NEXT STEPS

Make your marketing dollars go further by discovering where to find your potential new users on mobile <u>with</u> data.ai's Shared Users feature.

### 2022 Rankings by Market | Sports

Powered by data.ai's App IQ Taxonomy

**AMER - Downloads** Worldwide **United States** Canada Mexico Brazil **Argentina** Colombia Chile Peru **bet 365** Dream11 Fantasy tv argentina en vivo bet365 Sports (Sports | Caliente Sports (Sports I 365Scores (Sports | BetPlay (Sports | Sports Dedo play (Sports | FlashScore (Sports | ESPN (Sports | Sports TV) futbol (Sports | Sports Sports (Sports Sports Betting) Sports Betting) Sports News) Betting) Sports News) Sports News) | Fantasy Sports) TV) הבד FlashScore (Sports FOX Sports (Sports | Sports TSN GO (Sports | Sports FOX Sports Latinoamérica FlashScore (Sports | Onefootball (Sports | Wplay.co (Sports | Sports Frecuencia (Sports | Frecuencia (Sports | Sports (Sports | Sports TV) Sports News) Sports News) Betting) Sports News) Sports News) News) BALLPARK SN 3 Cricbuzz Cricket Tortuga play MLB Ballpark (Sports | Other Sportsnet (Sports | Sports Onefootball (Sports | FlashScore (Sports | Sports Tortuga play (Sports Azteca Deportes (Sports | Tortuga play (Sports | (Sports | (Sports | Sports Sports) Sports TV) Sports News) Sports News) News) | Sports News) Sports News) News) 365Scores (Sports FanDuel Sportsbook (Sports | TeamSnap (Sports | Other Futbol Hoy (Sports | Sports BeSoccer (Sports | Onefootball (Sports | Sports Football Diary (Sports | Frecuencia (Sports | Estadio Tnt Sports Sports Sports Betting) Sports) News) Other Sports) Sports News) News) (Sports | Sports TV) Sports News) News) 1 TUDN VIVO PILASY

### data.ai STATE OF MOBILE 2023

# Other Industries Embracing Mobile

Hybrid work prevails, language learning apps boom, and the search for love commands share of wallet despite tightening purse strings.

### Working Out-of-Pocket: 12 of Top 20 Breakout Business Apps by Downloads Were Business Software Apps

#### A DETAILED VIEW:

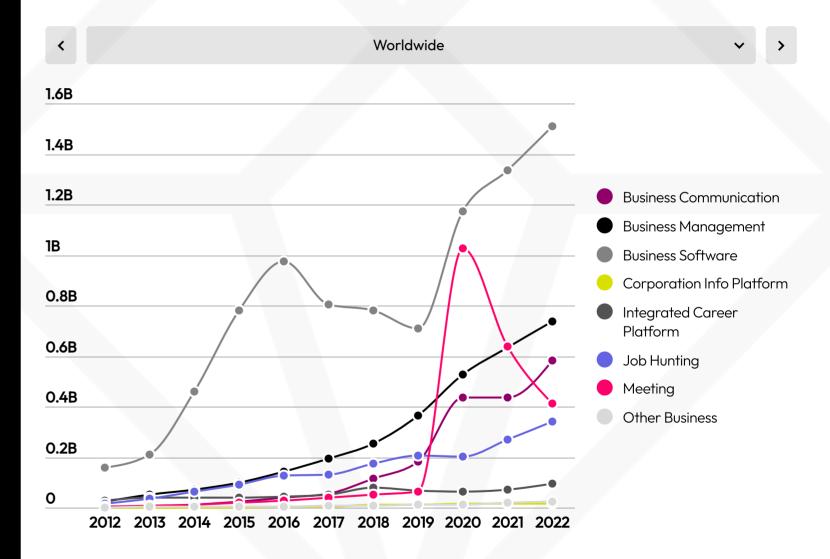
In Business Management category, driving apps like <u>Doordash Driver</u> and <u>Uber Driver</u> were among the Top Downloaded apps in The United States during 2022. Amidst the economic downturn, consumers may be looking to earn money on the side. Furthermore, Job Hunting app downloads grew by 60% YoY in the US in 2022.

#### TAKE THE NEXT STEPS

Remain ahead of competitors with market specific insights segmented by sub-genre, <u>using data.ai's unique App IQ taxonomy.</u>

### **Yearly Downloads of Business App Subgenres**

Powered by data.ai's App IQ Taxonomy



### Source: Data.ai Intelligence

Note: iOS & Google Play combined

### Going Global: Language Learning Apps See 31% YoY Growth As Borders Reopen

#### A DETAILED VIEW:

Globalization, countries lifting travel restrictions and affordability helped fuel demand for language learning apps.

A notable exception: time spent on Language Learning apps declined by 15% YoY in China. However, time spent on Professional Education apps grew by 15% YoY in 2022.

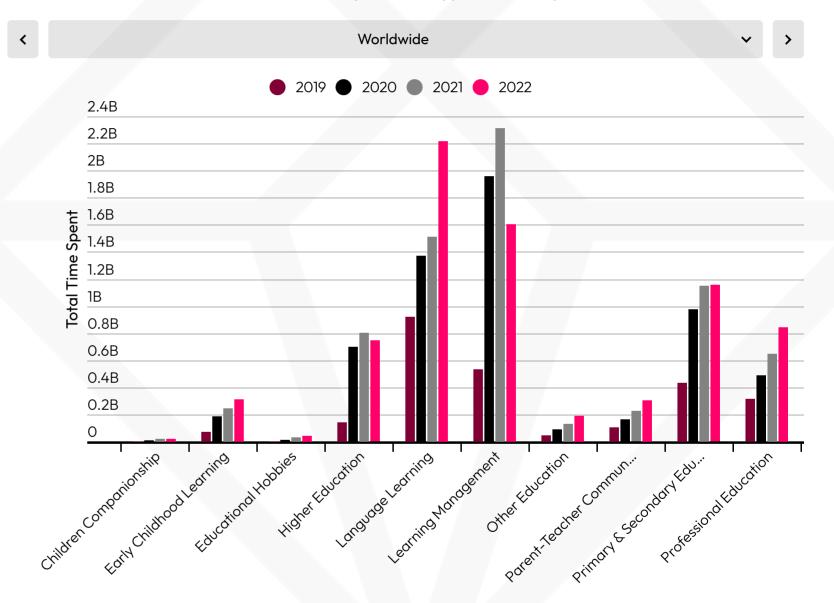
Learning Management apps like <u>Google Classroom</u>, <u>Brainly</u> and other online classroom or assignment-submitting tools that saw tremendous growth during the pandemic are seeing a decline in time spent in 2022. With schools re-opening, consumer's reliance on Learning Management apps have decreased in 2022.

### TAKE THE NEXT STEPS

Be the first to discover emerging industry trends with <u>data.ai's</u> <u>blog posts and reports that illuminate the digital landscape.</u>

### **Total Time Spent Yearly Among Education App Subgenres**

Powered by data.ai's App IQ Taxonomy

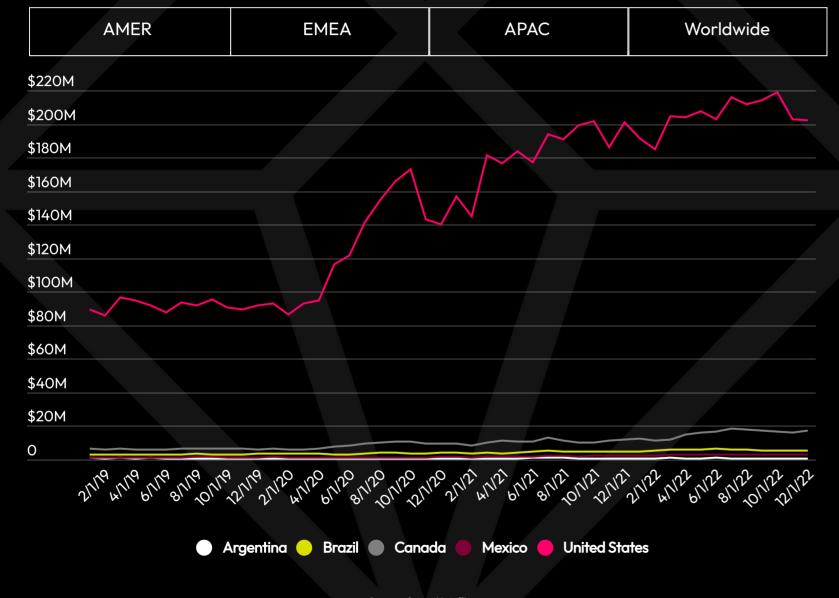


### Source: data.ai Intelligence

Note: Android phones only Worldwide outside of China

### **Consumer Spend on Dating Apps**

Powered by data.ai's App IQ Taxonomy



#### Source: data.ai Intelligence

Note: iOS and Google Play combined, China is iOS only; Spend is gross — inclusive of any percent taken by the app stores

#### DATING

### Despite Economic Turbulence, Consumers Are Still Willing To Spend On Finding Love.

#### A DETAILED VIEW:

Users spend on in-app purchases such as unlimited swipes and profile boosts to increase their chances of finding their perfect match.

Globally, consumer spend in dating apps has increased 12% YoY in 2022 and 91% 3YoY compared to prepandemic spend. Markets seeing the strongest YoY growth in 2022 include: Canada (+46%), Mexico (+47%), India (+54%) and the UK (+33%).

Global lockdowns in April 2020 could be one of the catalysts of this trend. Significant MoM growth in consumer spend in the US (+23%) and Worldwide (+13%) was seen immediately after the period, stimulating sustained growth since.

#### TAKE THE NEXT STEPS

### data.ai customer?

Monitor shifts in seasonality. Benchmark if you are inline with, out-pacing or falling behind the market.

### In the Friend Zone: Gen Z Favors Friending Apps & Global Connections

2022 Distribution of Gen Z Index Among Top 20 Apps by Subgenre MAU

Powered by data.ai's App IQ Taxonomy

#1 App that





Yubo

































Hoop - Make

Skews Towards Gen Z

Yubo

Yubo

Hoop - Make new Snap friends

Hoop - Make new Snap friends

Bumble App

Live Talk

Hoop - Make new Snap friends

Hoop - Make

new Snap friends

The Couple

new Snap friends

오픈타운 - Ai 캐릭터 톡

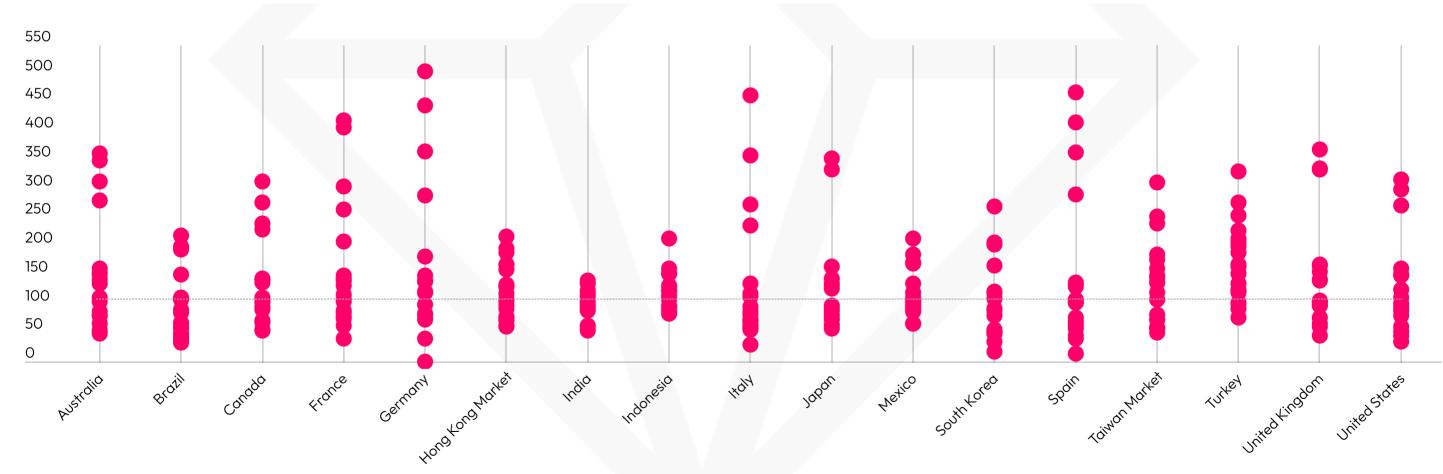
Yubo

The Couple

BlindID

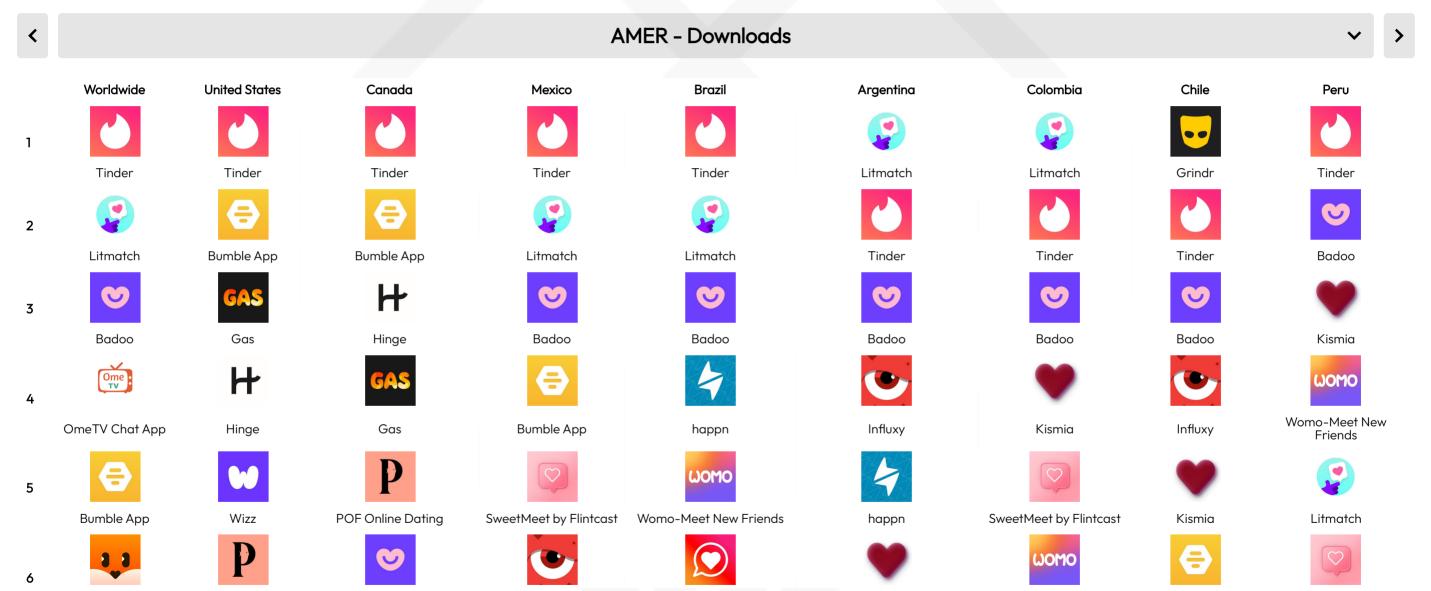
Yubo

new Snap friends



### 2022 Rankings by Market | Dating & Friend-Finding

Powered by data.ai's App IQ Taxonomy



TAKE THE NEXT STEP

### data.ai STATE OF MOBILE 2023

# Top Apps & Games

### **2023 RANKINGS**

Community, connection and self-expression in a video-first world.



For the last decade, Snap's augmented reality technology has been enhancing the lives of our unique audience. Over 250 million people engage with fun, useful AR experiences on mobile every single day, and shopping has become the #1 reason consumers use AR today. As we move into 2023, its utility—especially across retail—will continue to grow, making it easier for consumers to discover new products and shop on their mobile devices.

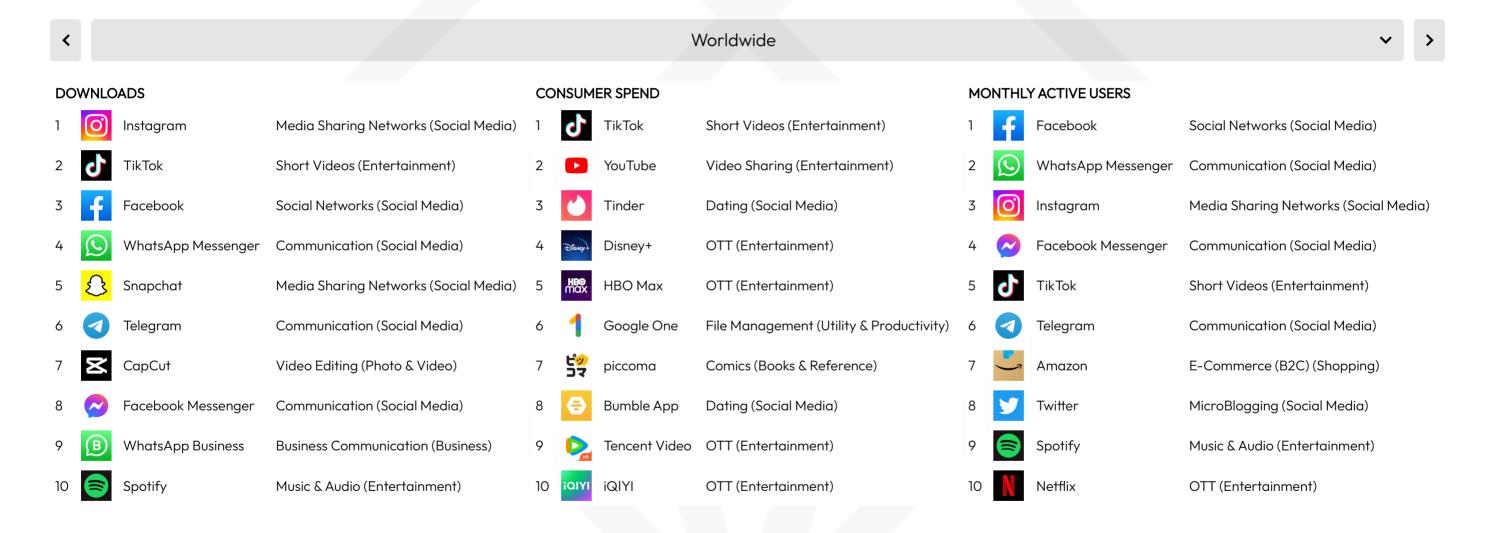
### Luke Kallis

VP of Sales Snap Inc



### 2022 Rankings by Market | Top Apps

Powered by data.ai's App IQ Taxonomy

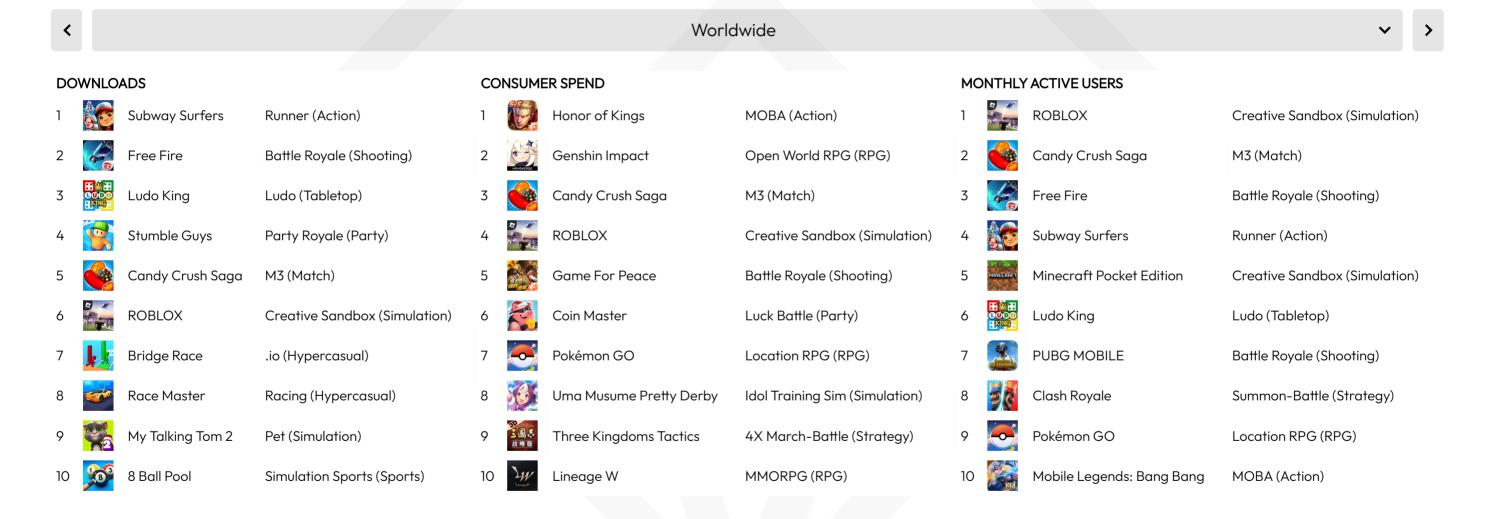


Note: Downloads and consumer spend based on combined iOS App Store and Google Play. MAU based on Combined iPhone and Android Phone Monthly Active Users; Excluding pre-installed Apps. Market-level rankings. App Genres are classified using data.ai's App IQ taxonomy.as of Jan 5, 2023.

#### TAKE THE NEXT STEP

### 2022 Rankings by Market | Top Games

Powered by data.ai's Game IQ Taxonomy



Note: Downloads and consumer spend based on combined iOS App Store and Google Play. MAU based on Combined iPhone and Android Phone Monthly Active Users; Excluding pre-installed Apps. Market-level rankings. Game Genres are classified using data.ai's Game IQ taxonomy.as of Jan 5, 2023.

### TAKE THE NEXT STEP

### 2022 Rankings by Market | Top Companies - Apps

				Wo	orldwide				<b>~</b>	
POWNLOADS					CONSUMER SPEND					
Company	HQ		Top Apps by Downloads		Company	HQ		Top Apps by Consumer Spend		
Meta	United States	0	Instagram	1	Google	United States		YouTube		
Google	United States		YouTube	2	ByteDance	China	4	TikTok		
ByteDance	China	4	TikTok	3	Match Group	United States		Tinder		
Microsoft	United States	<b>ii</b> ji	Microsoft Teams	4	Disney	United States	Disnep+	Disney+		
Walmart	United States	S	Shopsy	5	Tencent	China	HD	Tencent Video		
Alibaba Group	China	Alibaba.com	Alibaba.com	6	Amazon	United States	<b>&gt;</b>	Audible		
Amazon	United States		Amazon	7	Warner Bros. Discovery	United States	HB@ Max	HBO Max		
Snap	United States	8	Snapchat	8	SoftBank	Japan	LINE	LINE Manga		
InShot Inc	China	<u></u>	InShot	9	Kakao piccoma Corp	Japan	ピ <mark>ッ</mark> コマ	piccoma		
Tencent	China	<b>%</b>	WeChat	10	Microsoft	United States	in	LinkedIn		

Source: data.ai Note: Combined iOS and Google Play; China is iOS only; Market-level rankings

### TAKE THE NEXT STEP

### 2022 Rankings by Market | Top Companies - Games

Worldwide **DOWNLOADS CONSUMER SPEND** HQ Top Apps by Downloads Top Apps by Consumer Spend HQ Company Company Honor of Kings **Azur Interactive Games** WormsZone.io Tencent China Cyprus Candy Crush Saga **Embracer Group** Phone Case DIY Activision Blizzard **United States** Sweden 8 Ball Pool Fantasy Westward Journey **Tencent** China China **NetEase** 1945 Air Forces **Playrix** Ireland Homescapes OneSoft Vietnam Marvel Contest of Champions SayGames Race Master South Korea Belarus Netmarble **Bridge Race** ironSource Playtika **BINGO Blitz** Israel Israel Papers Grade Please Genshin Impact **United States** miHoYo China AppLovin **RAID: Shadow Legends** Voodoo France aquapark.io Aristocrat **Australia** Baby Panda's Supermarket BabyBus China Moon Active Israel Coin Master My Talking Tom 2 Lineage W Jinke Culture - Outfit7 China 10 **NCSOFT** South Korea

Source: data.ai Note: Combined iOS and Google Play; China is iOS only; Market-level rankings

#### TAKE THE NEXT STEP

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## Customer Testimonial



The data ai toolset is helpful for companies to truly stay at the forefront of the gaming landscape. Their market industry benchmarking and competitive insights are an effective complement to our own analytics data, giving us a competitive advantage to remain innovative and quickly adjust within the fast-paced mobile gaming market.

### Matt Liu

Global Publishing & Marketing Vice General Manager NetEase Games



### data ai STATE OF MOBILE 2023

# Customer Testimonial



data.ai provides us with valuable benchmarks around critical metrics such as retention and user engagement. We leverage it for its cutting-edge competitive intelligence and to identify new and potential acquisition channels.

### **Harish Rawat**

Senior VP, Marketing Gameskraft



### data ai STATE OF MOBILE 2023

# Customer Testimonial



"WinZO is a publishing powerhouse, partnering with and monetizing for top studios globally. The platform hosts 100+ games from third party developers across genres providing a ready audience of 100 Million+ users and facilitating 3.5 Billion+ microtransactions every month. data.ai has been crucial to the growth story, assisting WinZO in identifying high potential game developer partners through reliable game data and industry insights."

### Paavan Nanda

Co-founder WinZO



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