

STATE OF MOBILE 2024

The Industry's Leading Report



1 Al is Everywhere

Generative AI Chatbots and Art Generators dominated attention. But AI functionality is ubiquitous across nearly every app industry.

<u>Learn More ></u>

4 Non-Gaming Apps Power Spending Rebound

Non-gaming apps underpin mobile growth. Up 11% YoY, consumers can't live without streaming, dating and User Generated Content (UGC).

<u>Learn More ></u>

2 Social is the Battleground for \$\$

Consumers are shifting their spending habits. Popularized by TikTok, they are opting to spend directly in app via 'tips' to their favorite content creators, opening the door for subscriptions and IAPs.

<u>Learn More ></u>

5 Mobile Gaming Growth Lags, But Still Leads Gaming Industry

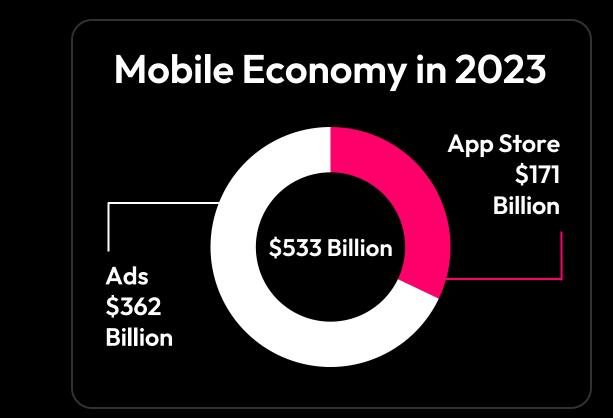
Demand remains steady. App store spend dips slightly. Market is bolstered by new releases and APAC publishers making inroads in western markets, similar to the ecommerce sector with the rise of Temu & SHEIN.

<u>Learn More ></u>

3 Mobile Goes IRL

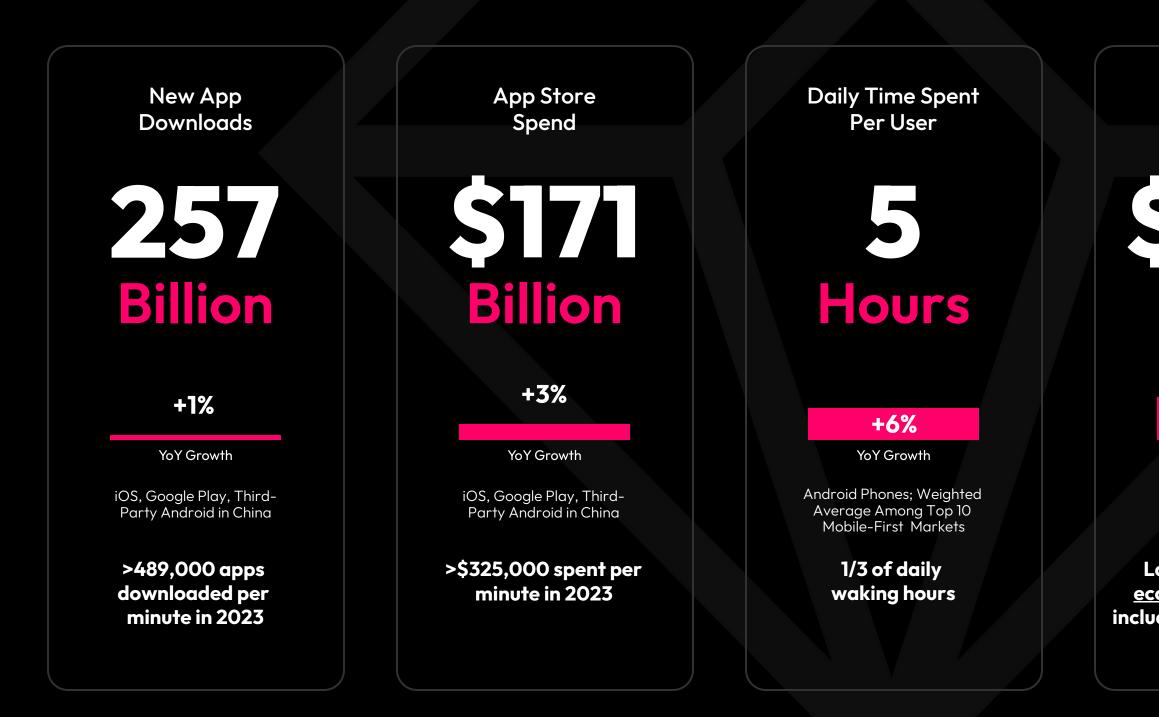
Demand for revenge travel, Swiftie and Bey-Hive fans, and live sports booms — consumers seek real life experiences... but always with their phones in tow.

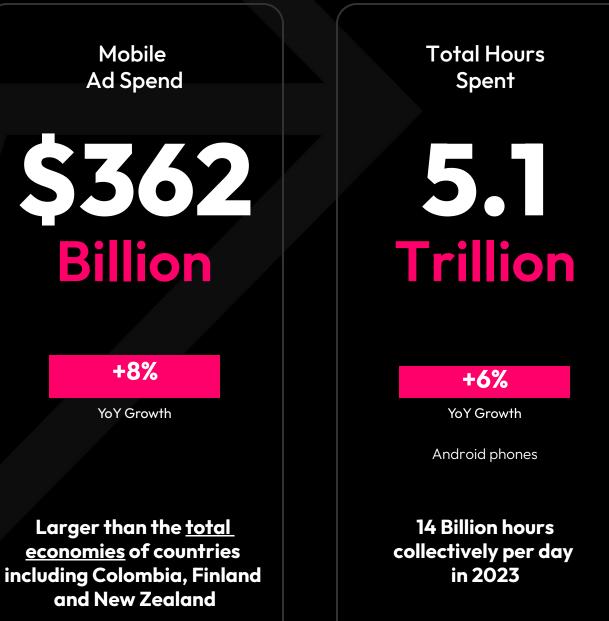
<u>Learn More ></u>



data ai | EXECUTIVE SUMMARY

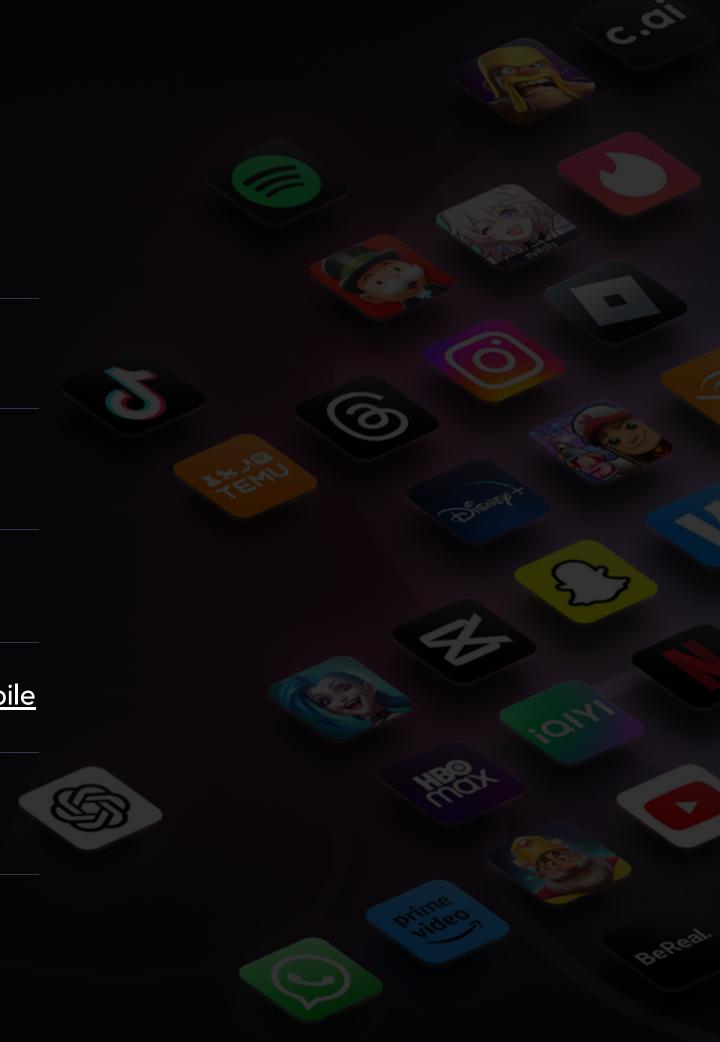
2023 Mobile Landscape at a Glance





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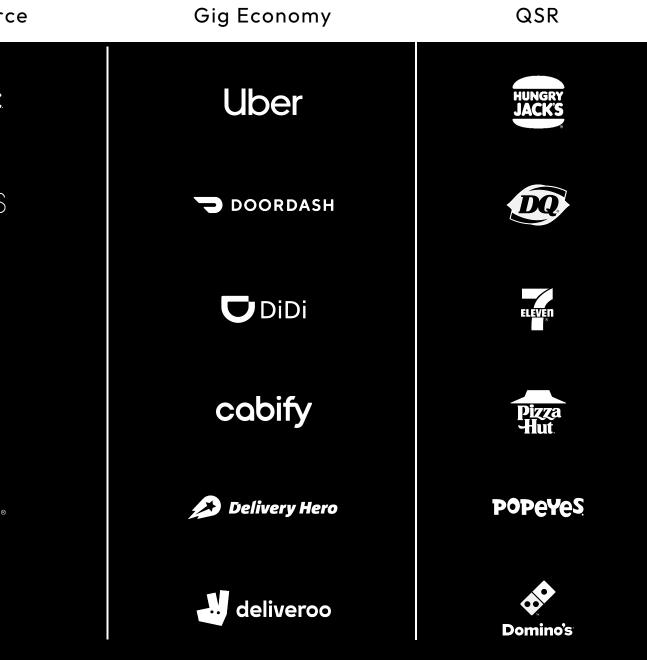
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Get the top mobile app performance data for over 1 million apps with **data.ai**'s **10 Day Free Trial**.

<u>Claim your free trial with no commitment.</u>

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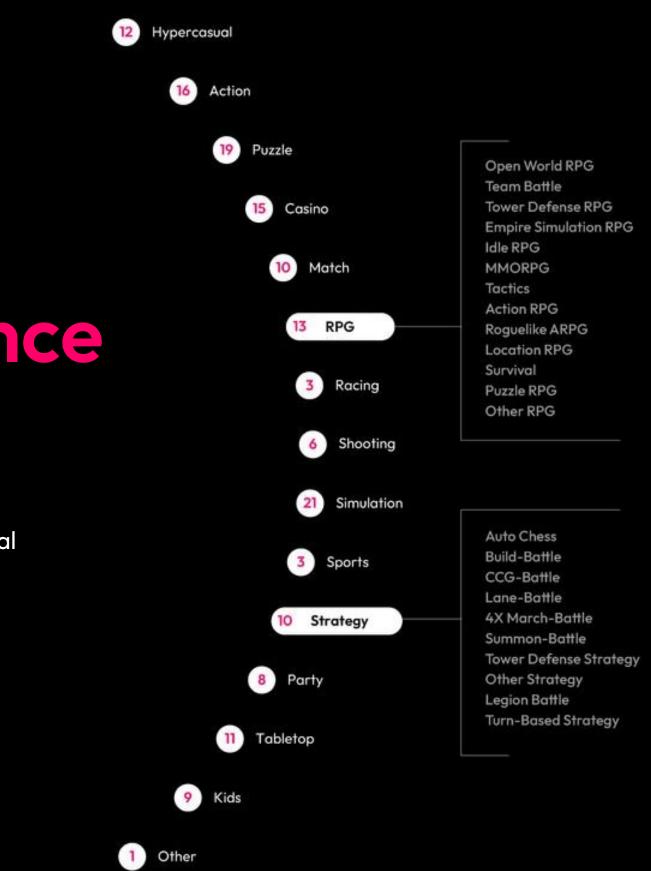
This report is powered by

data.ai Intelligence

<u>App IQ</u> & <u>Game IQ</u> Taxonomy

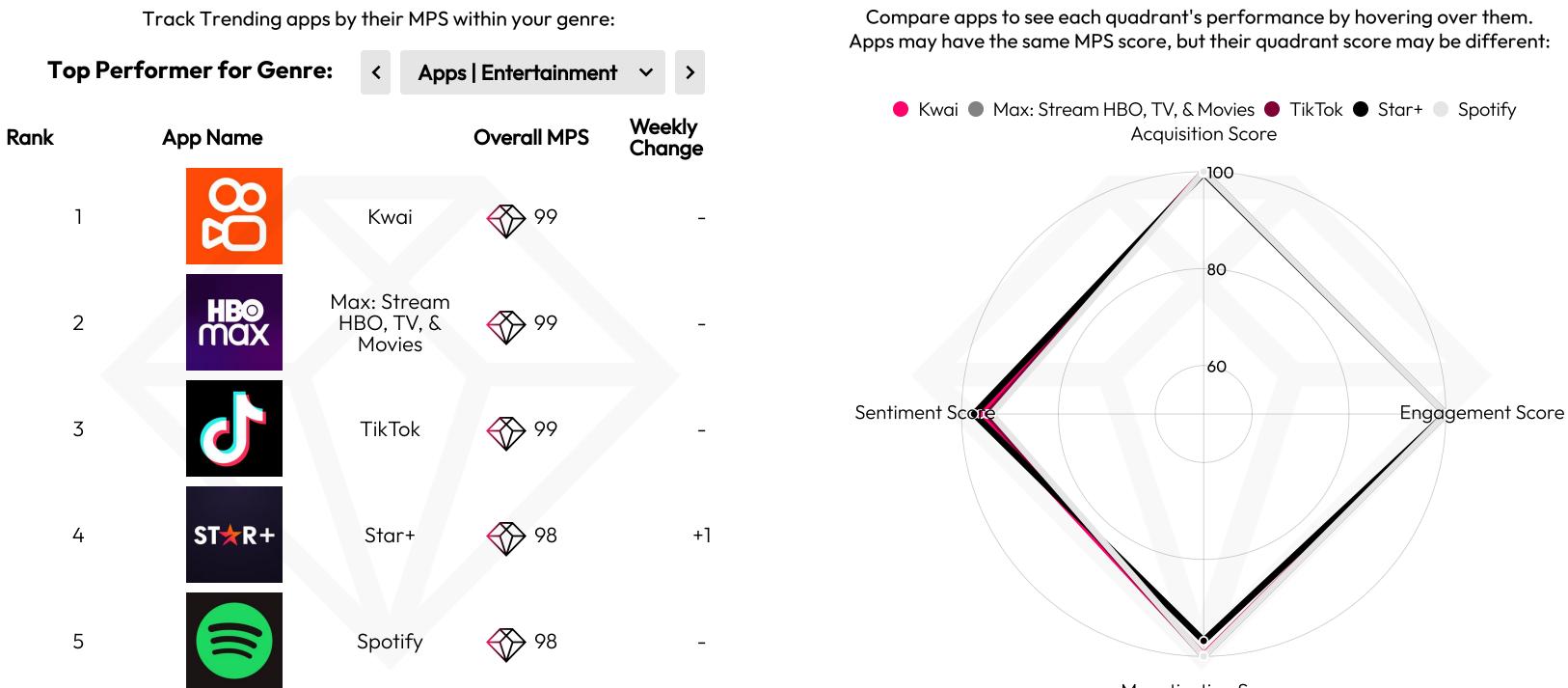
1.2 Million Apps Classified / 321 Subgenres Total





Top Performers by Mobile Performance Score

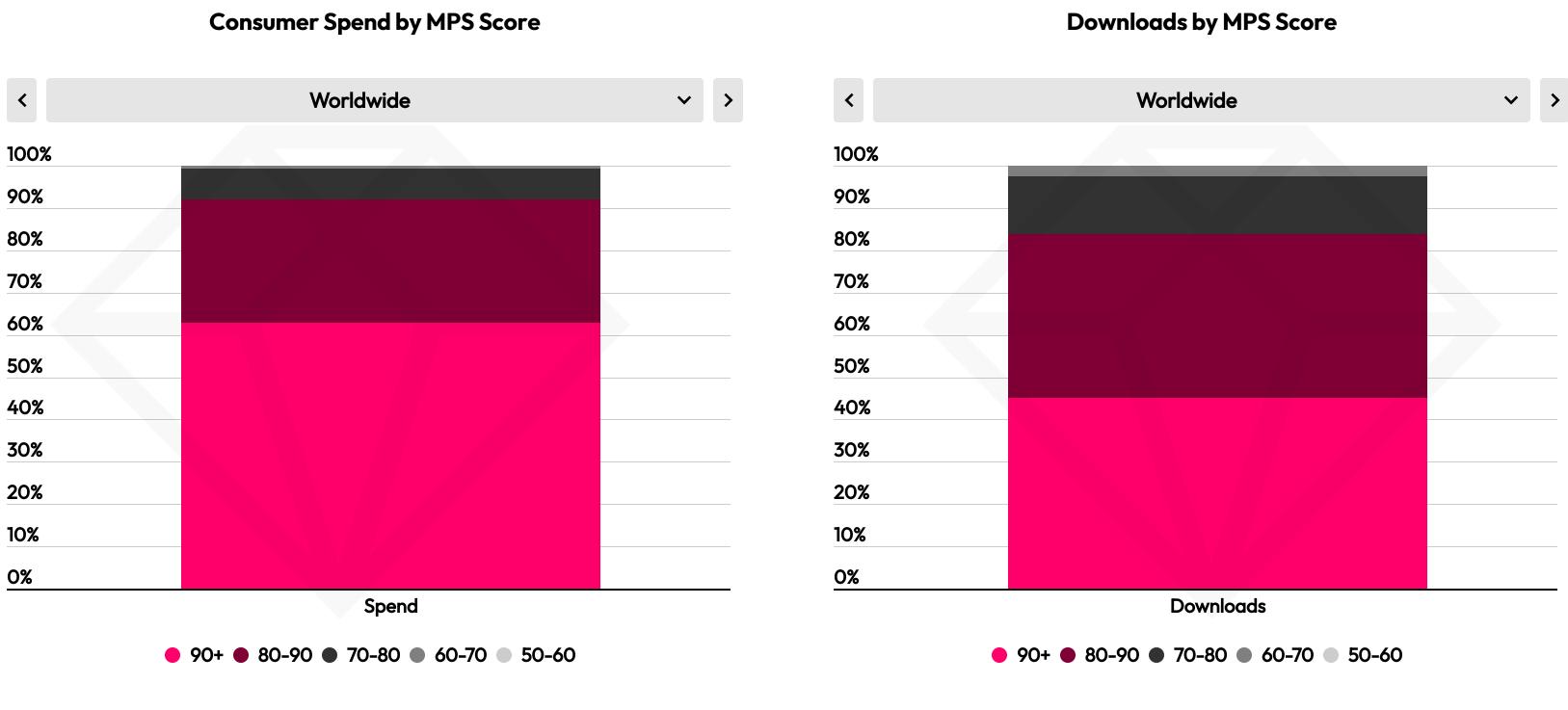
Mobile Performance Score is the industry's first mobile scoring system that's like a credit score, but for apps. Get an executive overview on desktop or on the <u>Pulse iOS app</u>.



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

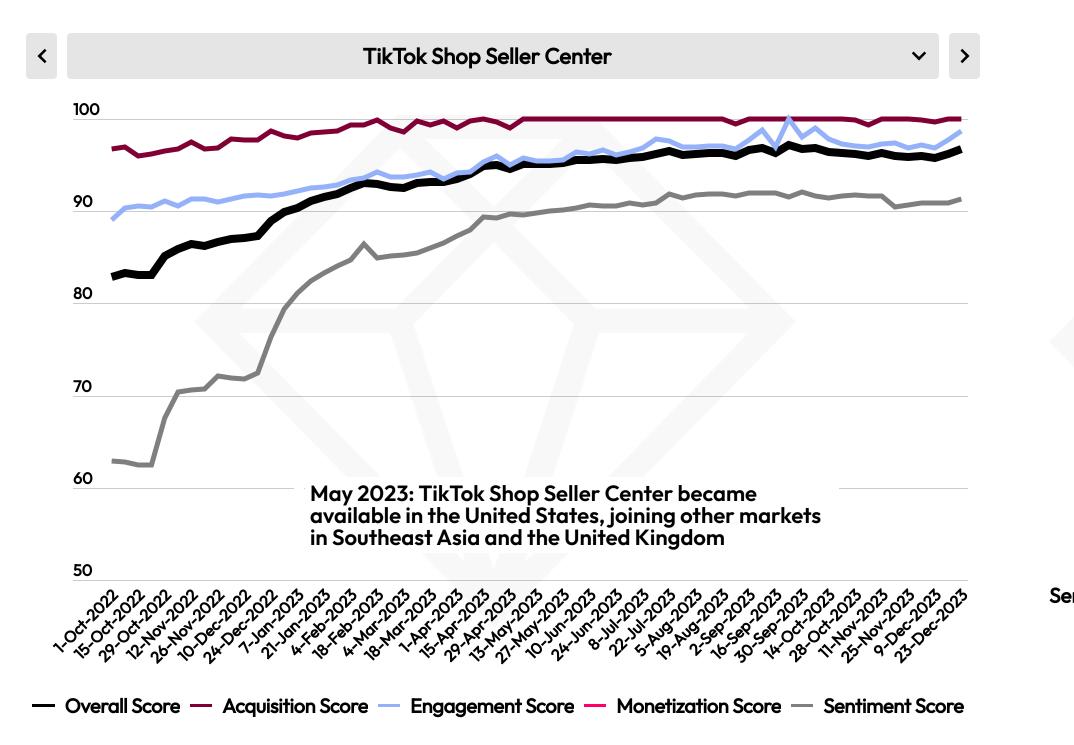
Monetization Score

Apps with 80+ MPS Capture More than 90% of Consumer Spend, 80% of Installs



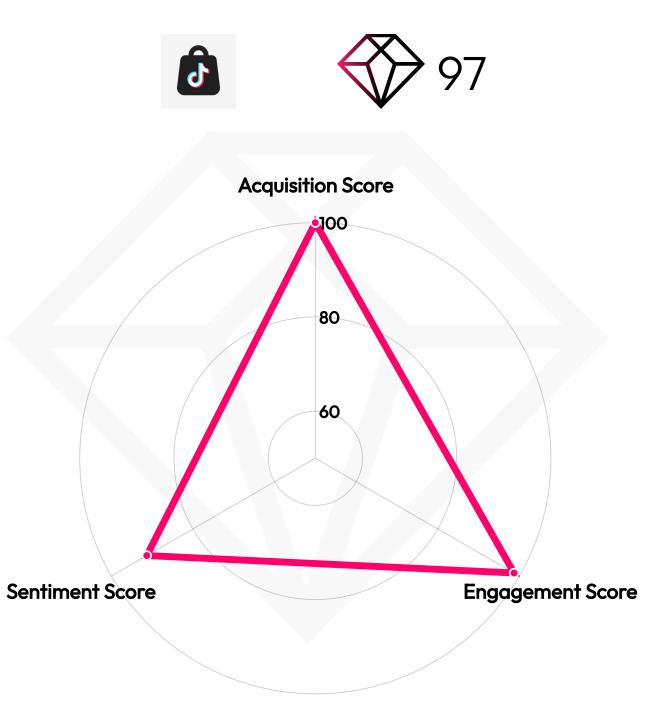
Source: data.ai Intelligence | Note: Excludes apps without a calculated Mobile Performance Score. Apps Mobile Performance Score calculated as the average weekly score in 2023 at the country / genre level.

See How Top Breakout Apps in 2023 Improved Their Scores



Global Mobile Performance Scores for Select Apps

Scores the Week of December 23, 2023



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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.



Consumers are increasingly spending more time in apps, creating new opportunities for brands to build direct relationships with customers. Marketers who invest in developing seamless app experiences and advanced app solutions are meeting consumer expectations and driving ROI for their businesses.

Mike Holtgrewe

Head of Sales, Apps



MACRO MOBILE TRENDS

Consumers in Mobile-First Markets Spend More Than 5 Hours a Day on Mobile

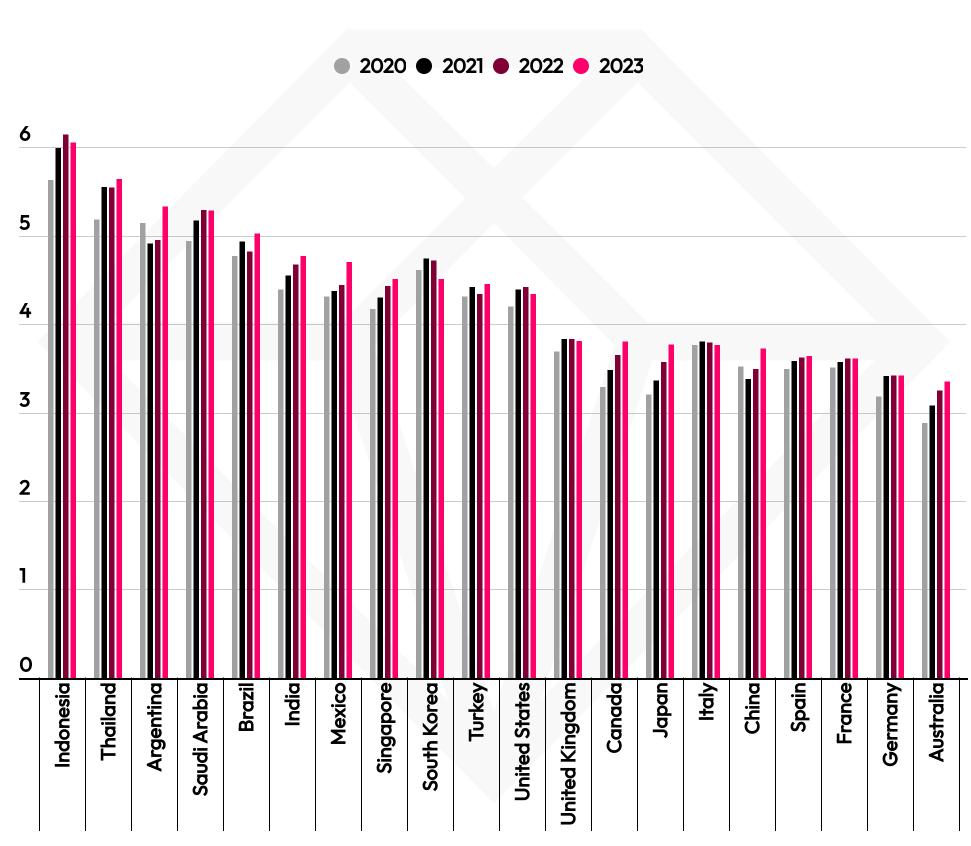
Across the top 10 markets analyzed, the weighted average surpassed 5 hours in 2023 – up 6% from 2022 – to reach a new high.

Users in Indonesia surpassed 6 hours per day, while four other markets including Thailand, Argentina, Saudi Arabia, and Brazil surpassed 5 hours per day in mobile apps in 2023.

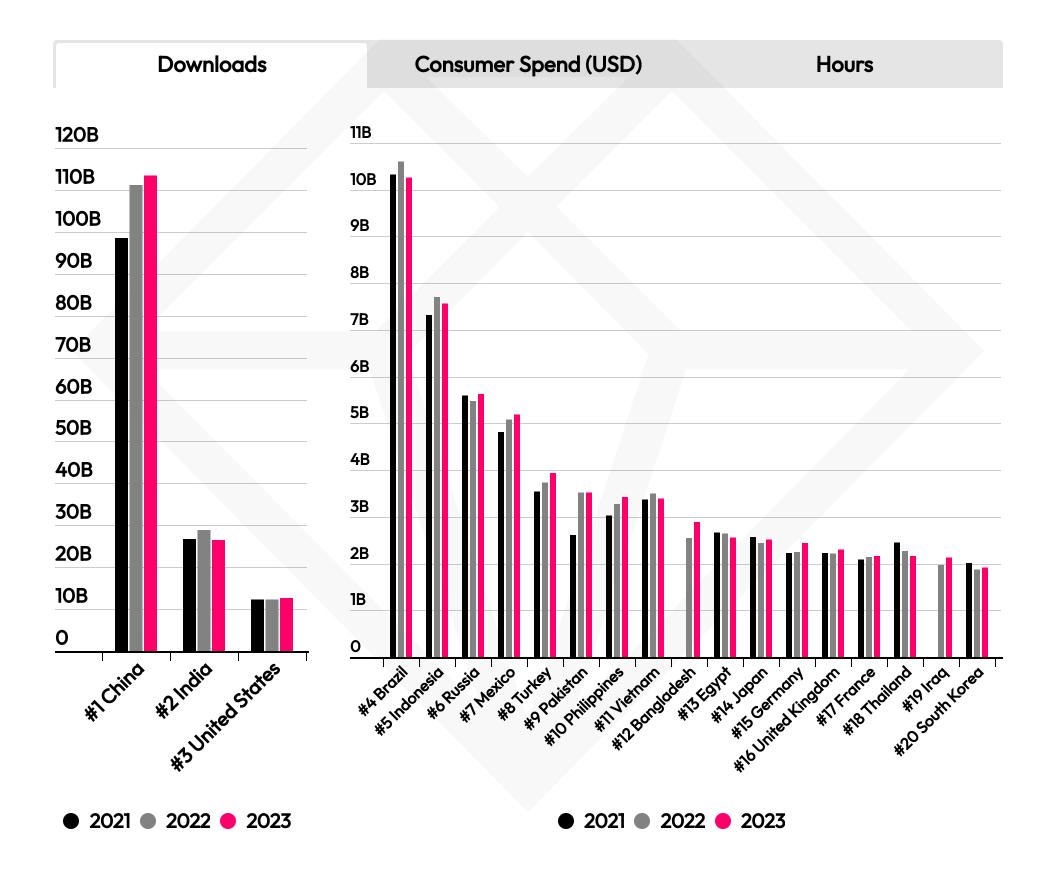
Time spent grew the fastest since 2020 in Japan, Australia and Canada at 18%, 16% and 16%.

data.ai customer? View how mobile usage estimates highlight growth sectors to inform strategic roadmap and investment priorities.

Average Daily Hours Spent on Mobile Per User



Top 20 Mobile Markets in 2023



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

Consumer Spend Bounces Back While Time Spent Growth Continues

After declining 2% YoY in 2022, global consumer spend bounced back in 2023 up 3%. South Korea, Brazil, Mexico and Turkey all exceeded 25% YoY growth in 2023.

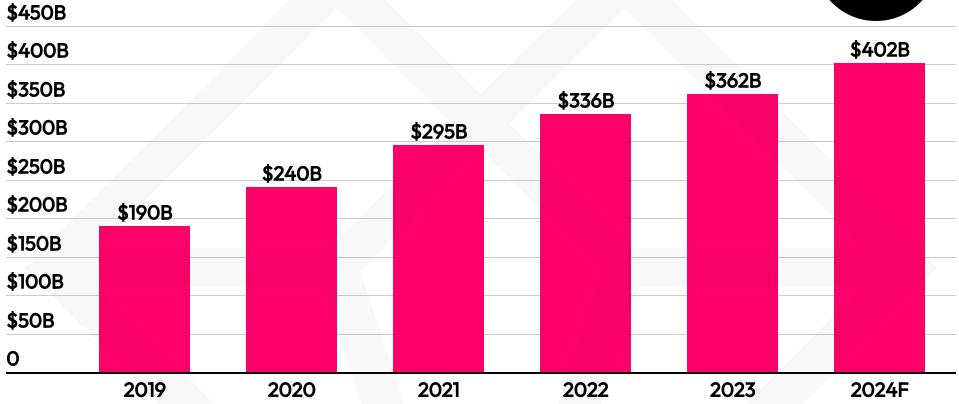
Meanwhile, downloads growth stalled at 1% YoY. Bangladesh has emerged as one of the fastest growing markets.

Time spent grew 10% YoY. Consumers in Pakistan (#10 by time spent), South Africa (#19) and Vietnam (#9) grew by 14%, 13% and 12% respectively.

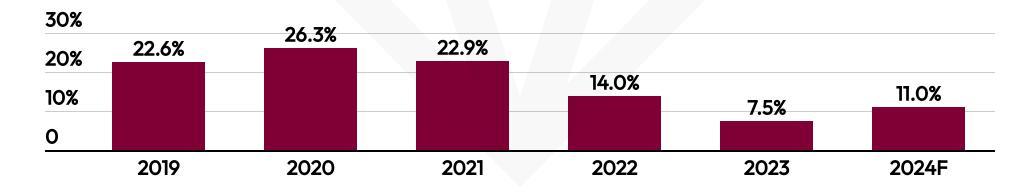
data.ai customer? <u>Size the market</u> and keep tabs on fast-growing areas of opportunity in data.ai.

Global Mobile Ad Spend





Year-over-Year Growth



Source: data.ai Intelligence.

MACRO MOBILE TRENDS

All Eyes On Mobile: Ad Spend Set to Fly Past \$400B in 2024

Attention marketers: Mobile will continue to take a larger share of the advertising wallet as more time than ever before is spent in apps. Total hours will reach 5.1 trillion in 2022 on Android phones alone. Ad spend growth will bounce back a bit from the slower growth in 2023, through it will remain below the rates seen between 2019 and 2022.

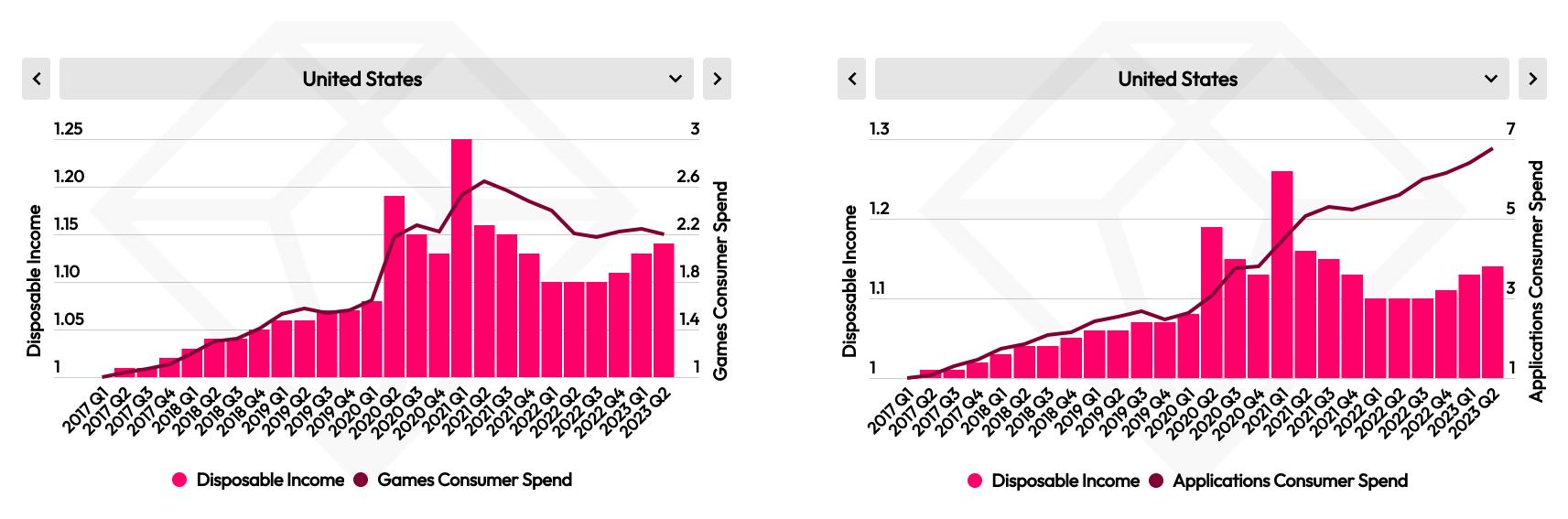
Are videos the future of captivating your audience's attention? <u>YouTube</u> and <u>TikTok</u> continue to gain consumer attention and outpace to social networks by average time spent per user.

Plan with confidence: Read our <u>5 Mobile App Predictions for 2024</u>.

Games Consumer Spend Growth vs Disposable Income Growth Index

First Time, Then Money: App Spend Climbs During Disposable Income Squeeze as Mobile Takes a Larger Share of Wallet

Games spend is closely tied to disposable income and took a hit in 2022 and 2023 as a result. 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, especially as consumers become more comfortable paying on mobile.



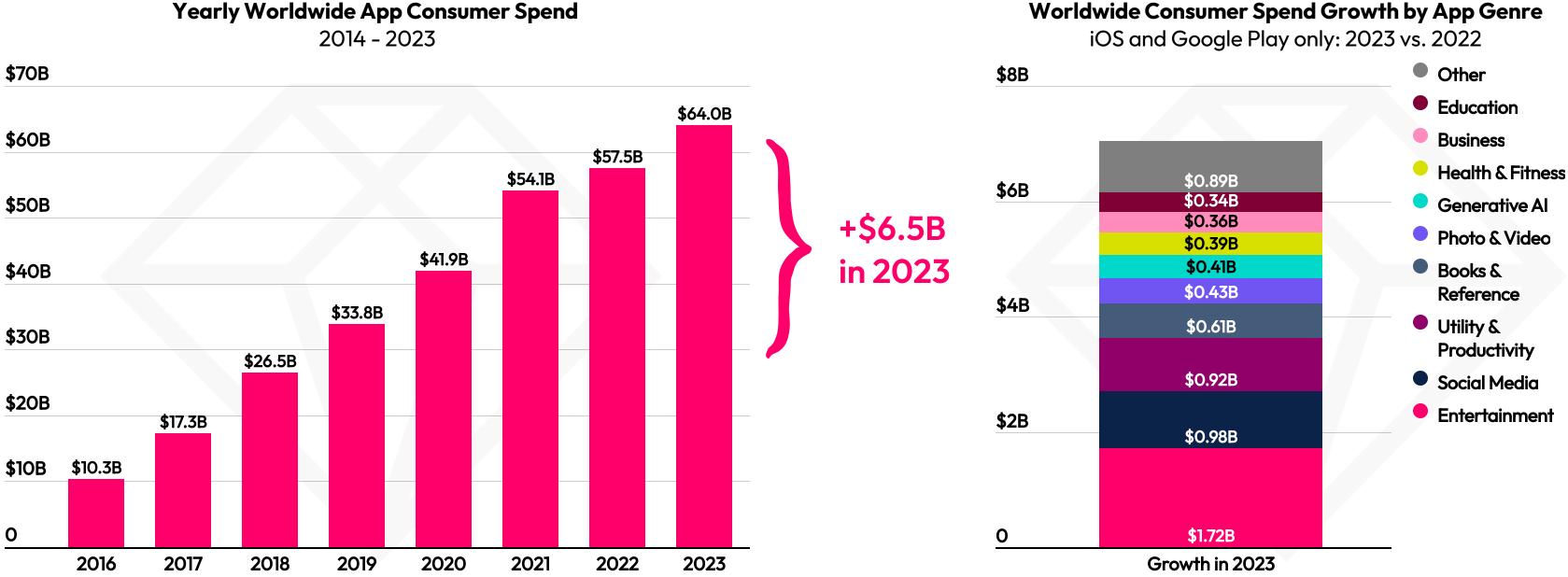
Source: data.ai Intelligence and OECD | Note: Consumer Spend across iOS, Google Play; Spend is gross — inclusive of any percent taken by the app stores. Disposable income growth and consumer spend growth are both indexed to Q12017. Household disposable income data from the Organisation for Economic Co-operation and Development (OECD) and available through Q22023.

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Apps Consumer Spend Growth vs Disposable Income Growth Index

Will Consumers Soon Spend More in Apps Than Games? More Than \$60 Billion Spent in Apps **Excluding Games in 2023**

Consumer spend outside of mobile gaming has skyrocketed during the past 10 years, climbing from less than \$3 billion in 2014 to \$64 billion in 2023.



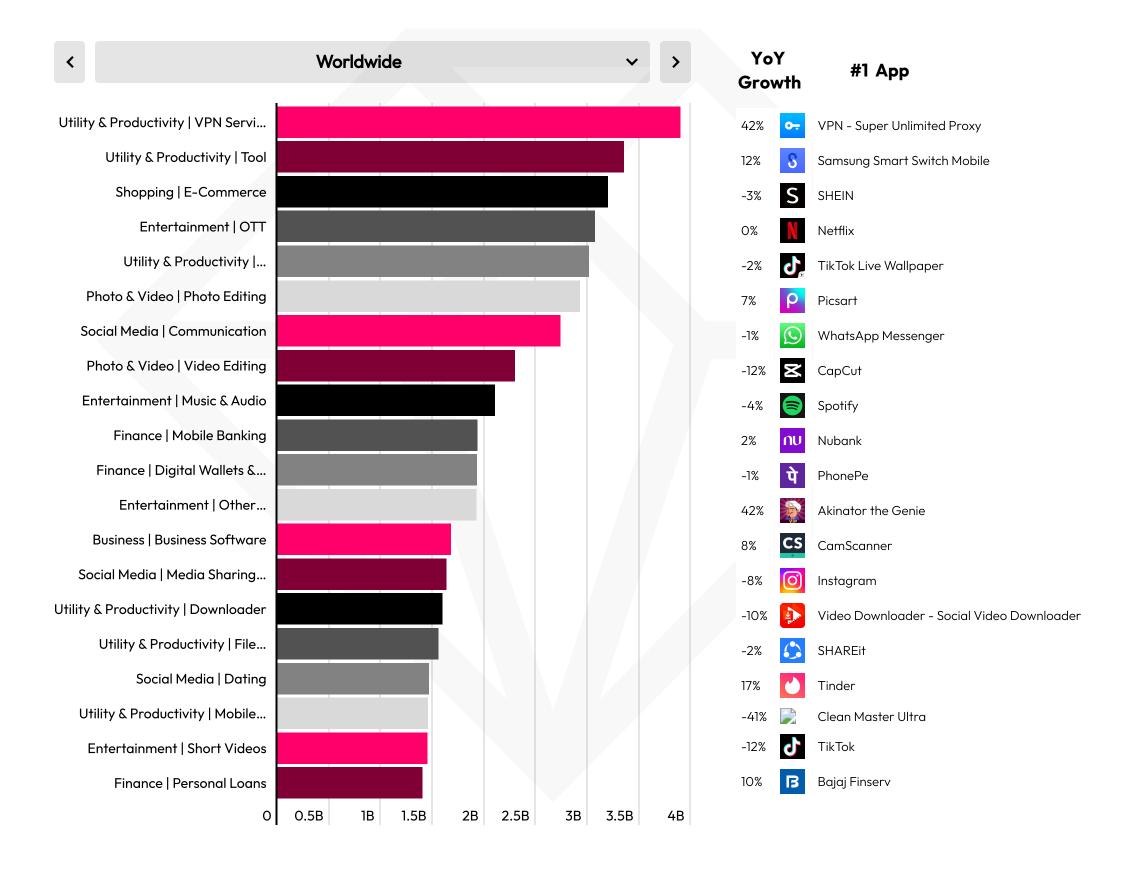
Source: data.ai Intelligence | Note: Consumer Spend across iOS & Google Play and third-party Android stores in China; App genre breakdown includes iOS and Google Play only. Spend is gross — inclusive of any percent taken by the app stores. Based on App IQ Taxonomy as of Jan 4, 2024.

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What's driving the growth? Entertainment, Social Media and Utility & Productivity led the way in 2023 as every single genre grew YoY.

Worldwide Consumer Spend Growth by App Genre

Top 20 Global App Subgenres by Downloads in 2023



Source: data.ai Intelligence | Note: Among non-gaming apps; Downloads and spend across iOS & Google Play and China is iOS only. Time spent is Android phones only; Spend is gross — inclusive of any percent taken by the app stores; Based on App IQ primary categorization as of Jan 4, 2024

MACRO MOBILE TRENDS

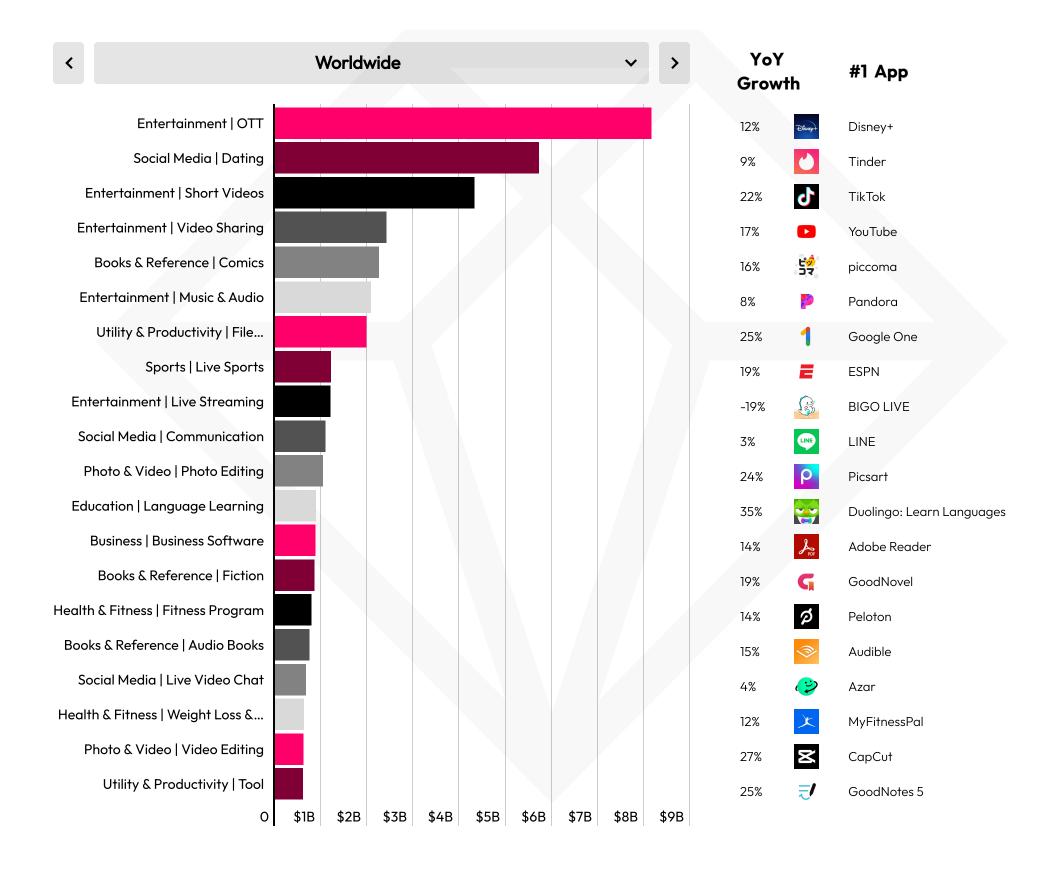
Utility & Productivity Drives Downloads with a Focus on Privacy

VPN Service & Web Accelerator apps took the lead as the top subgenre with 42% year-over-year growth. This included 50% growth in top markets like India and the United States.

Outside of Utility & Productivity, E-Commerce and Overthe-Top (OTT) apps were among the market leaders. E-Commerce ranked #3 by downloads and top 10 by time spent, while OTT also led the way for consumer spend.

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> <u>taxonomy</u> in each market. $\langle\!\!\!\langle\!\!\rangle\!\rangle$

Top 20 Global App Subgenres by Consumer Spend in 2023



Source: data.ai Intelligence | Note: Among non-gaming apps; Downloads and spend across iOS & Google Play and China is iOS only. Time spent is Android phones only; Spend is gross — inclusive of any percent taken by the app stores; Based on App IQ primary categorization as of Jan 4, 2024

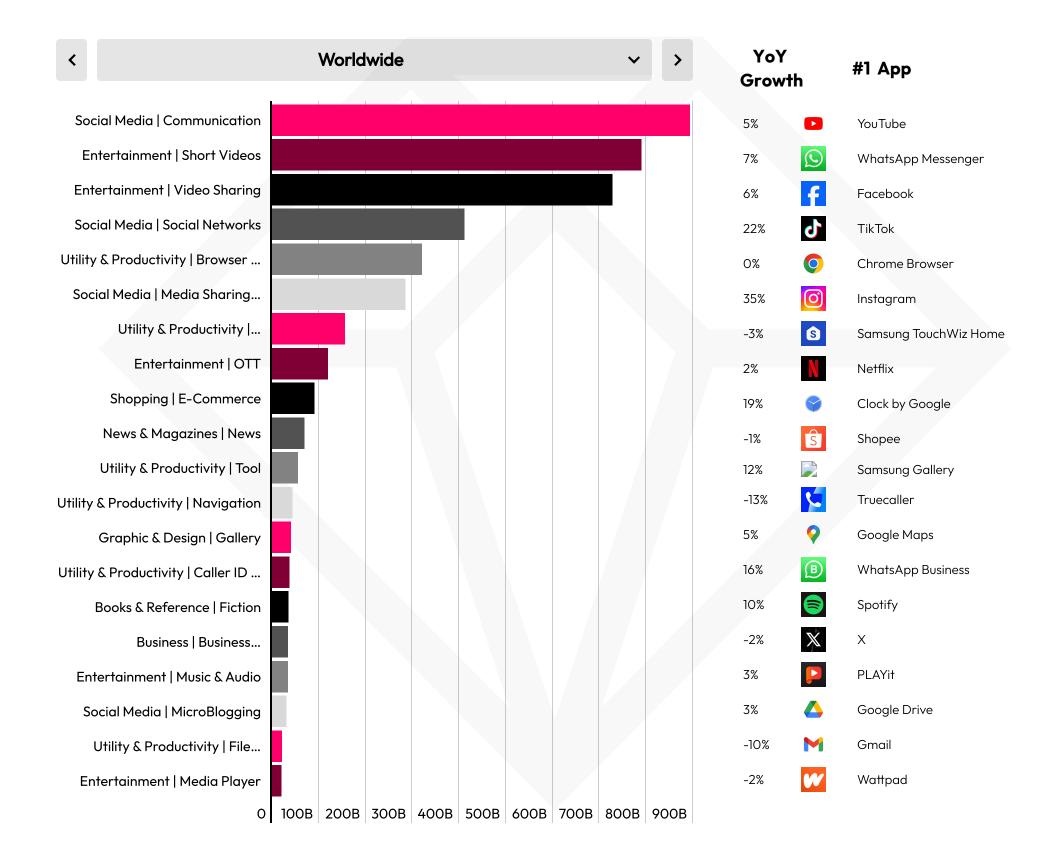
Consumers Continue to Pay for Video Streaming on Mobile

Video-based subgenres dominated the leaderboard by global consumer spend in 2023, including the top subgenre, Over-the-Top (OTT). Subgenres including Short Videos, Video Sharing and Live Sports all saw double-digit growth compared of 2022.

Apps across the different app genres have figured out how to successfully monetize on mobile. Nine different genres were represented among the top 20 subgenres in 2023.

data.ai customer? <u>See which markets are driving this growth</u> and provide opportunities for future expansion. $\langle\!\!\!\langle\!\!\rangle\!\rangle$

Top 20 Global App Subgenres by Time Spent (Hours) in 2023



Source: data.ai Intelligence | Note: Among non-gaming apps; Downloads and spend across iOS & Google Play and China is iOS only. Time spent is Android phones only; Spend is gross — inclusive of any percent taken by the app stores; Based on App IQ primary categorization as of Jan 4, 2024

Monopoly on Time: Social Media and Entertainment

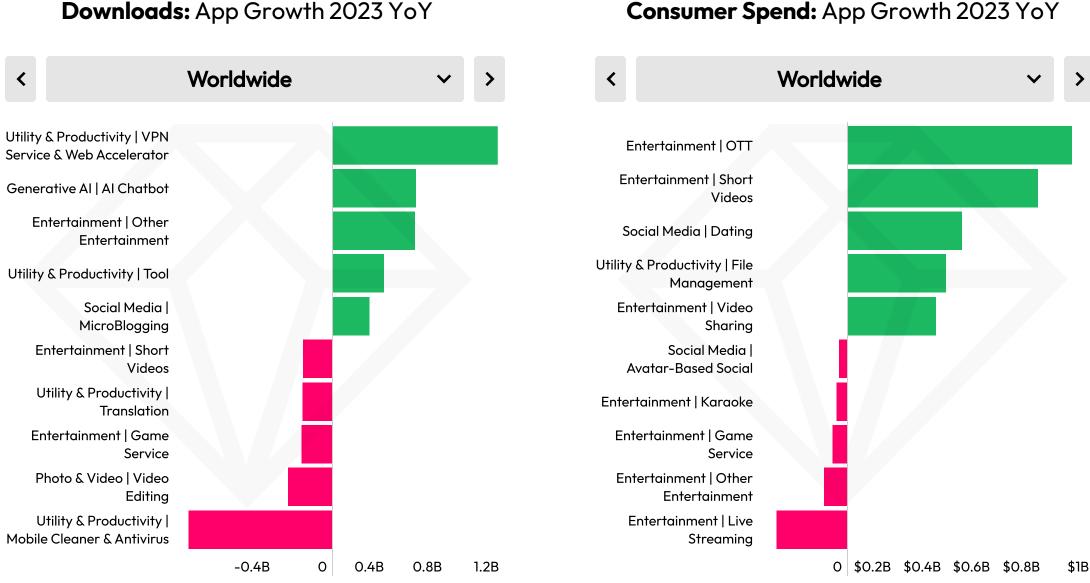
Four of the top five subgenres by time spent were in the Entertainment or Social Media genres. This is notable the top five subgenres accounted for more than twothirds of total time spent on mobile apps.

Media Sharing Networks had the strongest growth at 35% year-over-year with top apps including <u>Instagram</u> and <u>Snapchat</u>. Time spent for traditional Social Networks was roughly flat compared to 2022.

data.ai customer? <u>Discover the market leaders</u> in your subgenre with Top Charts. $\langle\!\!\!\langle\!\!\rangle\!\rangle$

The App Market is Resilient: Entertainment and Social Apps See Strong Growth — and **Generative AI Joined the Fray in 2023**

While some subgenres took a step back in 2023, this was often overshadowed by strong growth across the rest of the industry.



Consumer Spend: App Growth 2023 YoY

Time Spent (Hours): App Growth 2023 YoY



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The 2023 \$1 Billion Club

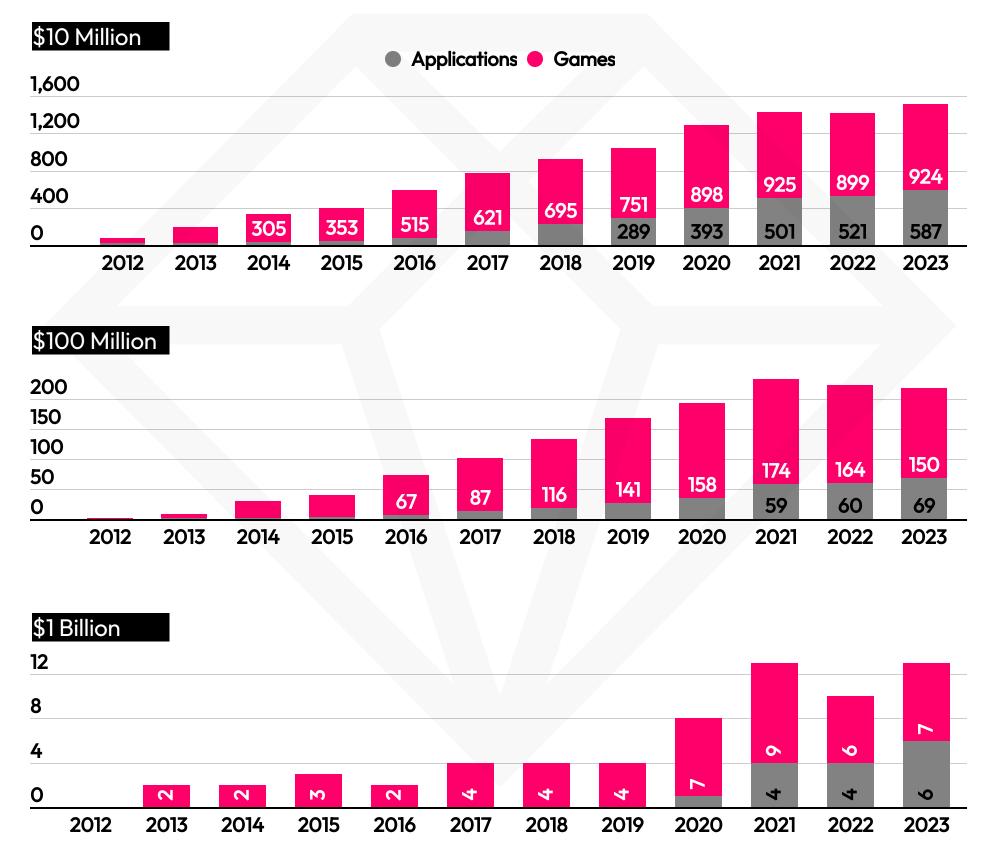
More than 1,500 apps and games generated over \$10 million dollars annually in 2023.

219 surpassed \$100 million and 13 surpassed \$1 billion annually.

Economic headwinds disproportionately impacted top games: The number of games with more than \$10 million in consumer spend bounced back, roughly even with the previous high in 2021. The number of games earning \$100 million or \$1 billion have yet to reach the highs from 2021.

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

MACRO MOBILE TRENDS

Meet the New Entrants to the \$1 Billion Club in 2023

Four new apps joined the annual \$1 billion club in 2023 with <u>Royal Match</u> leading the way. This was a strong bounce back after no apps entered the club in 2022.

No non-game app reached \$1 billion in annual global consumer spend until <u>Tinder</u> in 2020. Five more apps have reached this milestone since, including two new additions this year (Google One and Max).

How did these new entrants monetize so effectively? data.ai's In-App Purchase SKU data reveals which in-app purchases drove these breakout performances.

Apps to Reach \$1 Billion in Annual Global Consumer Spend for the First Time

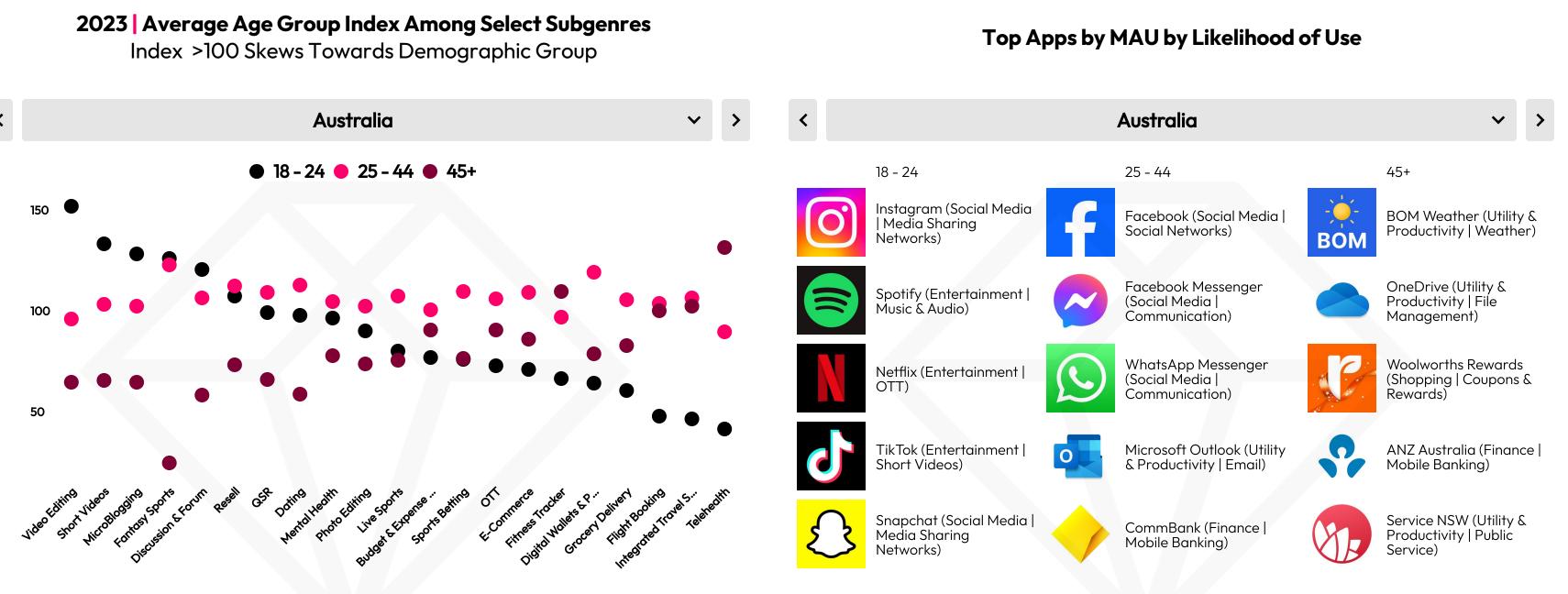


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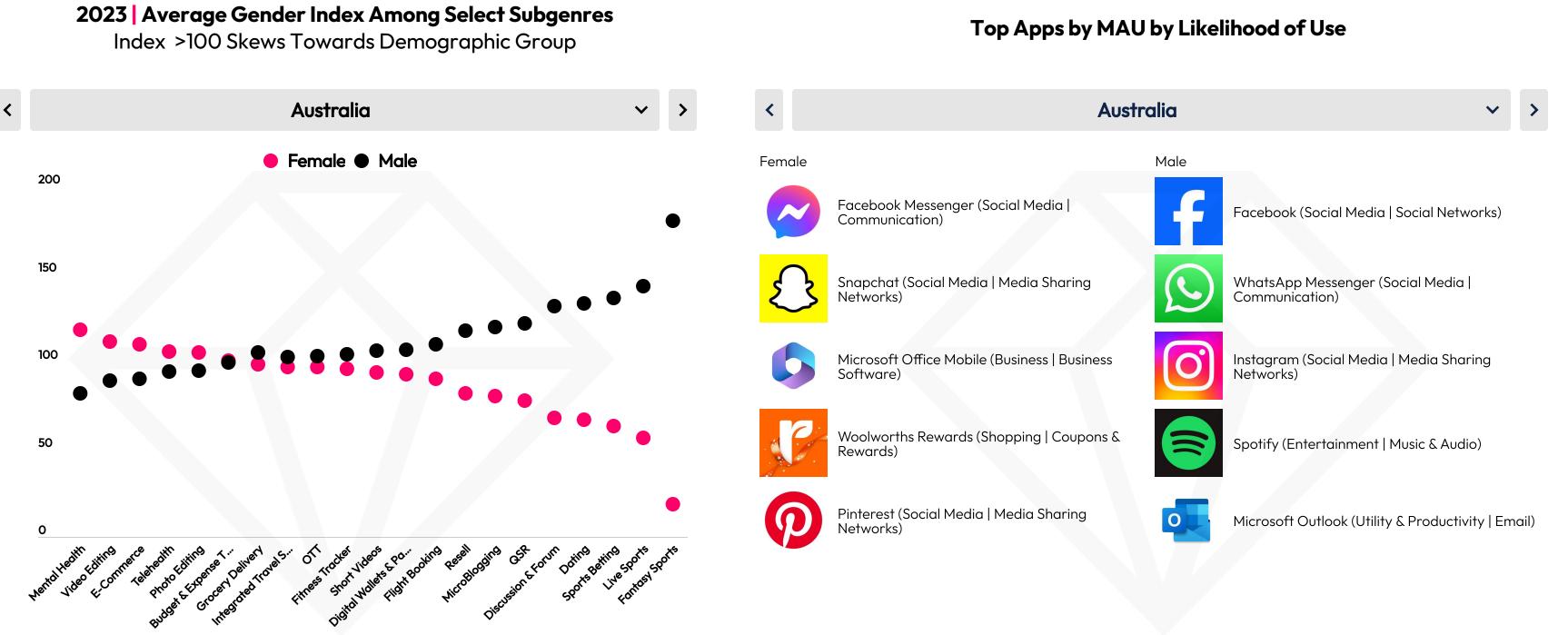
Source: data.ai Intelligence | Note: Consumer Spend across iOS, Google Play, iOS only for China; Spend is gross — inclusive of any percent taken by the app stores

Gen Z Embraces User-Generated Content, from Videos to Forums



MACRO MOBILE TRENDS

Health and Video Editing Apps Tend to Skew Female



Source: data.ai Intelligence | Note: 2023, 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

MACRO MOBILE TRENDS

The Most Searched iOS App Store Keywords in 2023

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Entertainment | OTT

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Rank	Brazil	Canada	China	France	Germany	India	Indonesia	Japan	Mexico	Saudi Arabia
1	netflix	netflix	视频	netflix	netflix	netflix	video	tver	netflix	netflix
2	globoplay	amazon prime	爱奇艺	prime video	disney	hotstar	film	netflix	hbo max	shahid
3	prime video	prime video	腾讯视 频	amazon prime video	rtl	jio cinema	netflix	ねっとふり っくす	hbo	tv
4	globo	tv	腾讯	canal	ard mediathek	mx player	videos	てぃーばー 無料	disney	انمي
5	amazon prime	amazon prime video	电影	my canal	amazon prime video	voot	vidio	abema	prime video	osn
6	tv	disney	优酷	crunchyroll	prime video	sony liv app	tv	u next	amazon prime	طيور الجنة
7	filmes	prime	樱花动 漫	paramount	joyn	zee5	rcti	あべま tv	tv	anime
8	hbo max	crave	芒果tv	mytfl	wow	prime video	nonton	あべま tv	amazon prime video	noor
9	amazon prime video	videos	英超	france.tv	sky go	amazon prime video	viu	あべまtv	totalplay	نت
10	hbo	ctv	动漫	molotov tv	crunchyroll	disney hotstar	wetv	hulu	universal	amazon prime

Source: data.ai Intelligence | Note: iPhones; ranked by average Search Volume

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		C*		
South Korea	Thailand	Turkey	United Kingdom	United States
넷플릭스	netflix	netflix	netflix	netflix
쿠팡플레 이	wetv	tv	disney	disney+
티빙	viu	exxen	disney+	hulu
디즈니플 러스	iqiyi	blutv	bbc iplayer	paramount
웨이브	tv	trt	itv hub	paramount+
netflix	trueid	amazon prime	itv	hbo max
디즈니	disney	videos	sky go	peacock tv
왓챠	ais play	bein connect	prime video	prime video
라프텔	ดูทีวี ออนไลน์	disney	now tv	amazon prime
wavve	ch3	star	amazon prime video	tubi

Al on Mobile

Al took the world by storm in 2023, and mobile was no exception. Generative Al was the breakout mobile genre and market leaders across verticals integrated Al into their mobile solutions.



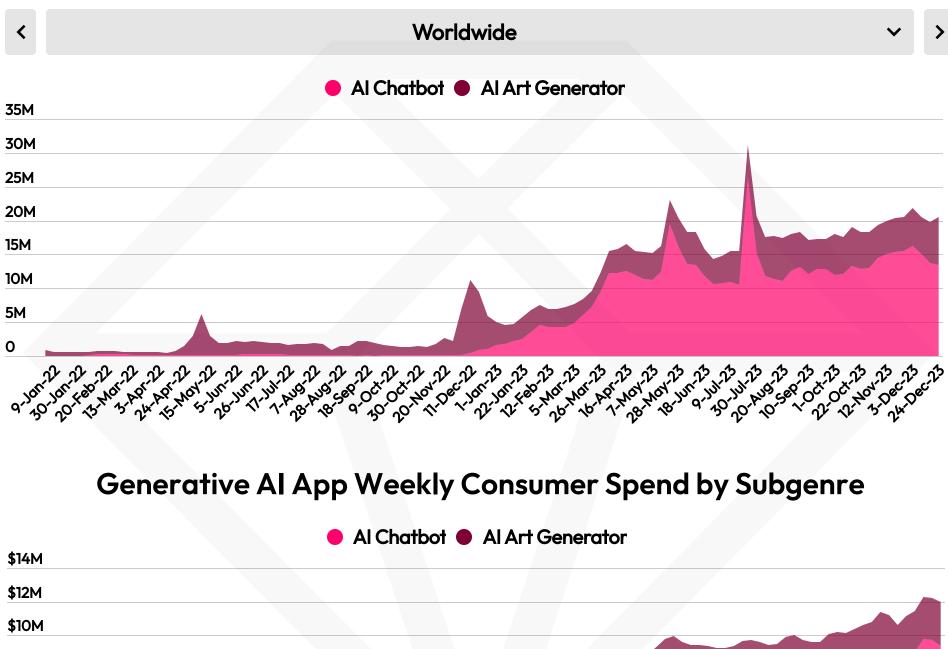
In 2023, we became #1 French consumer app publisher in the world by focusing on creating exceptional products for profitable growth. Leveraging data.ai for market insights allows us to build scalable publishing solutions with our expanding community of developers. With 2024's AI Act reshaping the landscape, market foresight becomes indispensable.

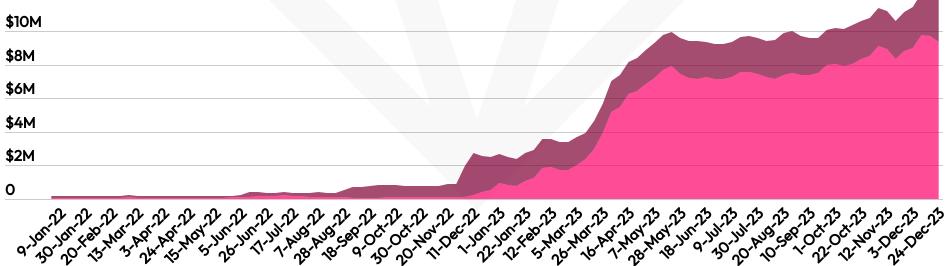
Jean-Baptiste Hironde

CEO & Founder



Generative AI App Weekly Downloads by Subgenre





Source: data.ai Intelligence | Note: Downloads and consumer spend across iOS, Google Play; China is iOS only. Generative AI apps are classified using data.ai's App IQ taxonomy. $\langle\!\!\langle\!\rangle\!\!\rangle$

Generative Al is the Breakout Genre of 2023

Generative AI, data.ai's latest addition to its App IQ taxonomy, emerged as one of the fastest growing genres of 2023. AI Chatbot apps really took off in the later part of the year with the launches of <u>ChatGPT</u> and <u>Character</u> <u>AI</u> and adoption has remained strong since.

Consumer spend also continued to climb throughout 2023 after huge growth earlier in the year. Many top apps like ChatGPT include subscription offerings to unlock additional features.

The AI popularity was fairly global, though the genre did not rank among the top five breakout genres in several Asian and Middle Eastern market including China, Japan, Saudi Arabia, and Turkey.

Find out which apps are driving this growth with <u>Top Apps</u>, powered by data.ai's App IQ

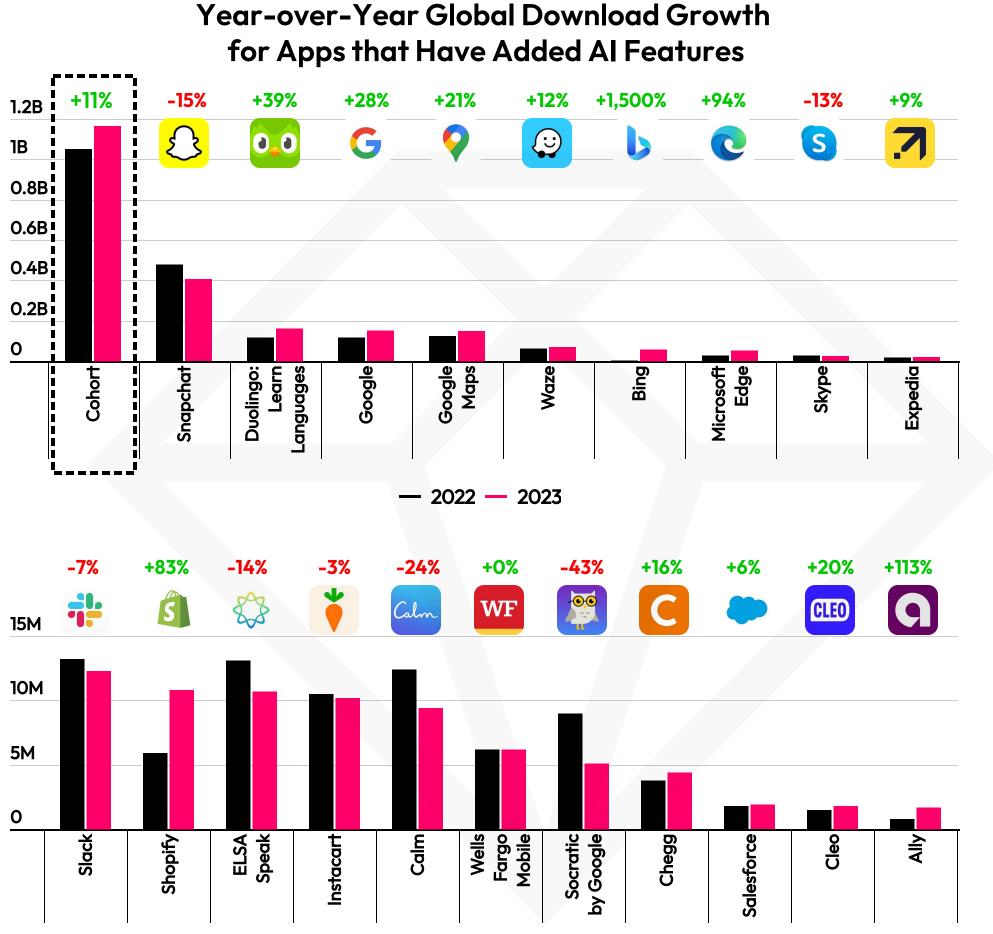
AI ON MOBILE

Not Just for Chatting: Apps **Across Verticals Find Success** with Al

A cohort of 20 top apps that recently added AI features outperformed the market in 2023 with 11% YoY growth. The positive results were also well distributed -13 of the 20 (65%) saw positive growth.

AI has made its way across the mobile spectrum, from Social (<u>Snapchat</u>) to Education (<u>Duolingo</u>) to Finance (Wells Fargo). In fact, these 20 apps represent eight different genres and 14 subgenres.

Check out how recent feature improvements affected an app's performance across all key metrics.



Source: data.ai Intelligence | Note: Cohort of select apps that have added AI features.

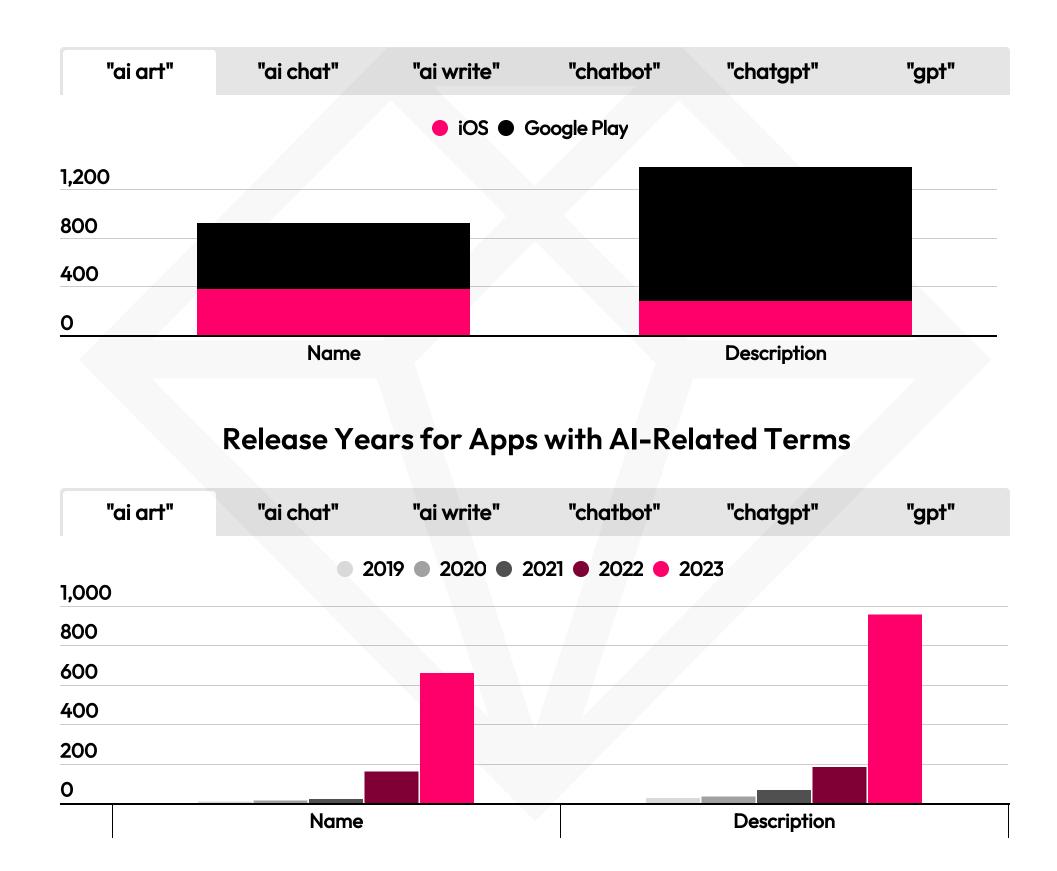
The Al Enthusiasm Hit Mobile in 2023 — and with Many More Apps Than Just ChatGPT

Thousands of apps flocked to the iOS App Store and Google Play store with ai-related solutions. More than 4,000 apps added "chatbot" to their app descriptions, and more than 3,500 added "gpt".

The majority of ai-related apps launched in 2023. For example, 2,500 apps launched in 2023 with "chatbot" in their description — nearly double the apps launched in the previous four years combined.

<u>Want to take the next step?</u> See which apps are capitalizing on boosting organic discovery amidst the ai hype with <u>ASO Keywords</u>

Apps with AI-Related Terms in App Names or Descriptions in 2023



Source: data.ai Intelligence | Note: Based on the latest app names and descriptions. Includes apps released on iOS and Google Play that have ranked in the top category rankings.

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Gaming

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



data.ai offers market industry benchmarking and competitive insights that are an essential aid to companies that desire to be at the forefront. Complementing our own analytics, it offers side by side view of market data that affords us the opportunity to maintain a competitive edge, to remain innovative and to have the ability to pivot as the fast paced gaming market requires.

Matt Liu Head of NetEase Games Overseas Publishing



Mobile Game Consumer Spend Growth

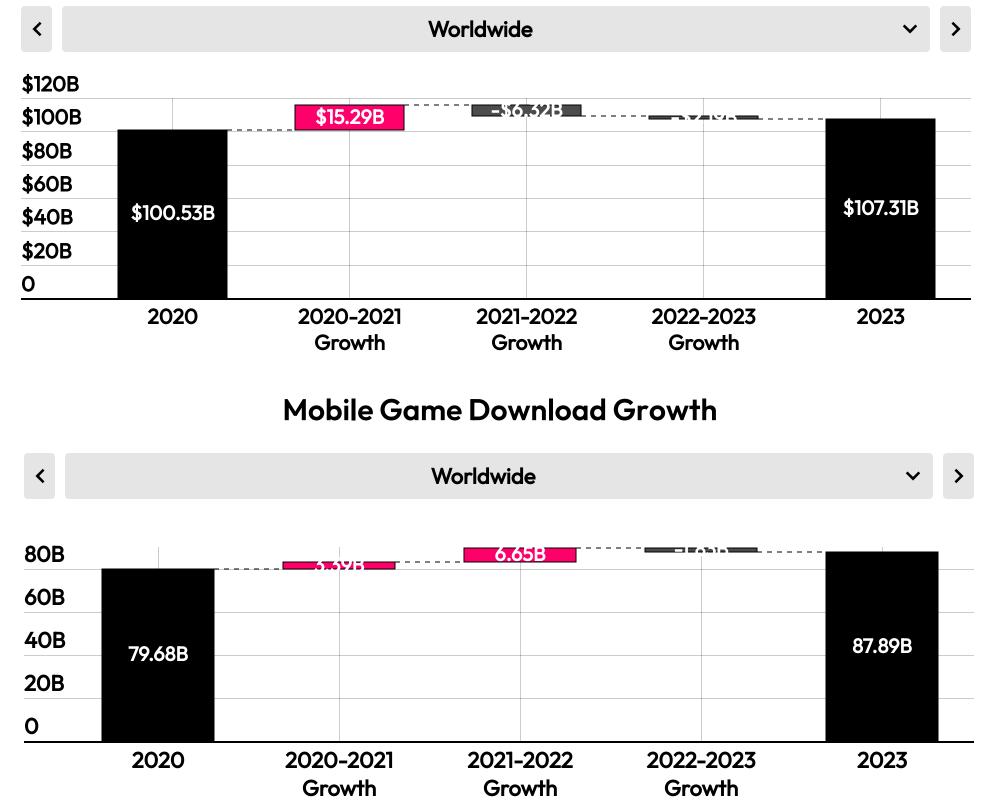
Consumer Spend in Mobile Gaming Fell 2% in 2023 to \$107.3 Billion — Downloads **Dipped to Around 88 Billion**

In 2023, well known IP games such as Monopoly GO and EA SPORTS FC Mobile Soccer saw breakout success as mobile games are now capable of offering consolequality graphics and gameplay experiences.

Hit Open World RPG Genshin Impact continued to break new grounds, crossing \$4 Billion in all-time consumer spend in Q1 2023.

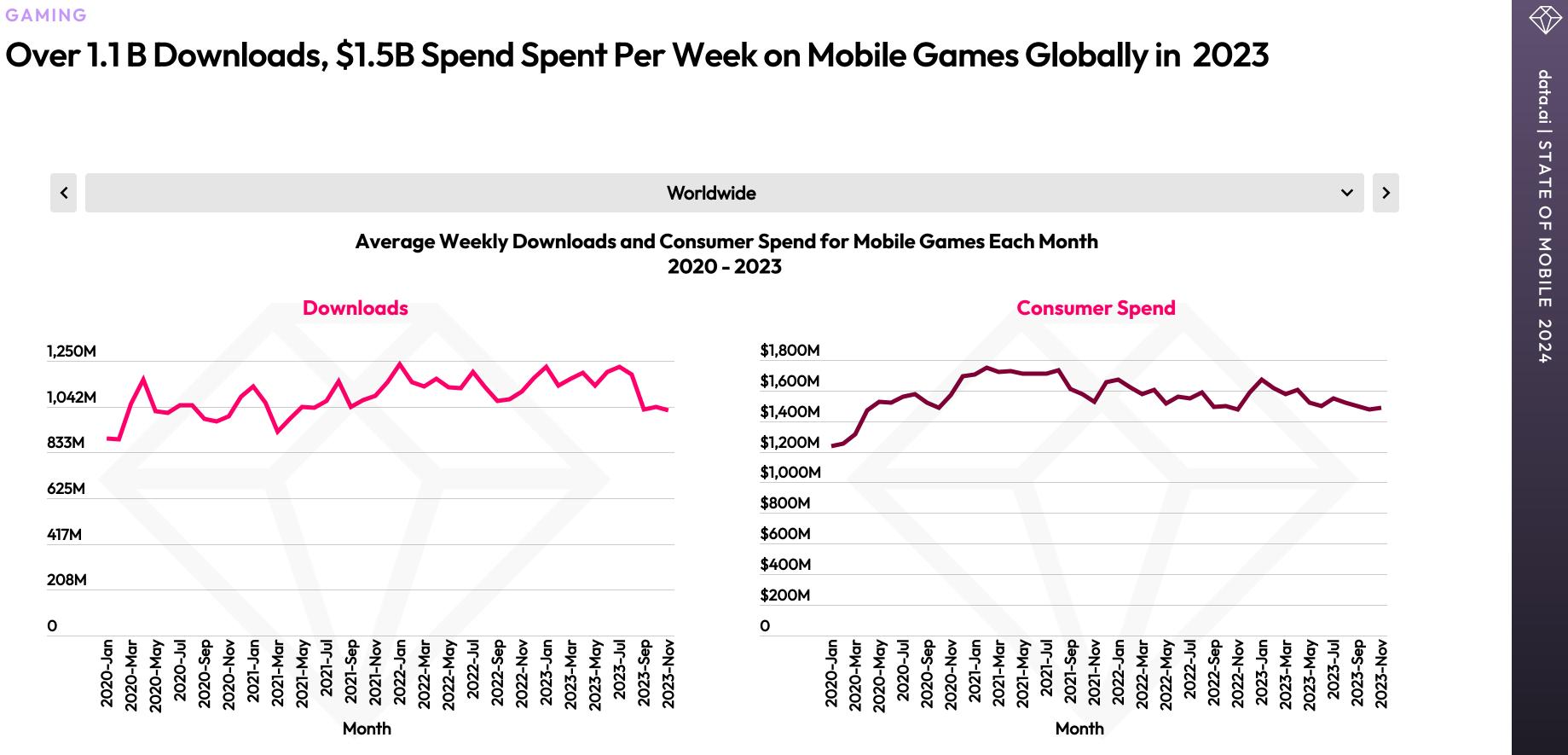
Puzzle and Hypercasual games like Block Blast Adventure Master and Attack Hole were key download drivers, but 2023 saw some surprise hits such as Avatar Life Simulation game Gacha Life 2, and Party Royale game Eggy Party, making major gains in downloads and usage.

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



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

GAMING

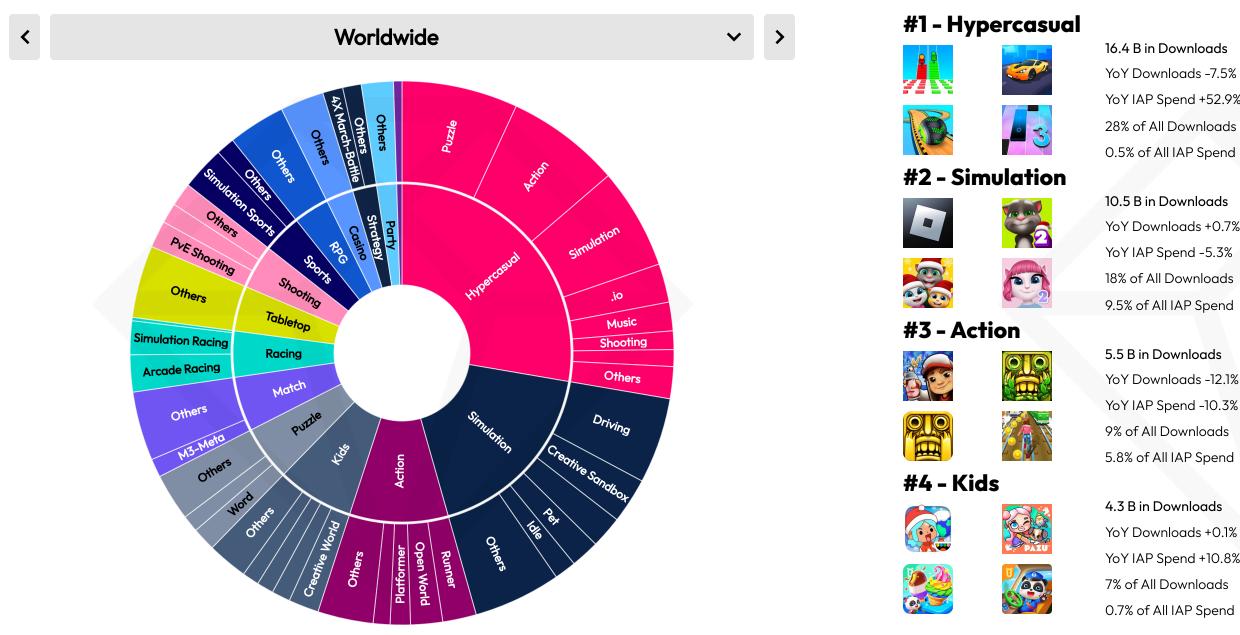


Source: data.ai Intelligence | Note: Downloads and consumer spend are across iOS and Google Play. iOS only for China.

GAMING

Who are the Leaders by Downloads?

2023 | Worldwide Top Mobile Game Genres by Downloads | Powered by data.ai's Game IQ Taxonomy



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16.4 B in Downloads YoY Downloads -7.5% YoY IAP Spend +52.9% 28% of All Downloads

10.5 B in Downloads YoY Downloads +0.7% YoY IAP Spend -5.3% 18% of All Downloads

5.5 B in Downloads

YoY Downloads -12.1% YoY IAP Spend -10.3% 9% of All Downloads 5.8% of All IAP Spend

4.3 B in Downloads

YoY Downloads +0.1% YoY IAP Spend +10.8% 7% of All Downloads 0.7% of All IAP Spend

#5 - Puzzle





#6 - Match



#7 - Racing





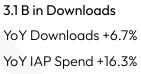
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3.1 B in Downloads				
YoY Downloads +4.9%				
YoY IAP Spend +1.8%				
5% of All Downloads				
1.6% of All IAP Spend				



5% of All Downloads 12.6% of All IAP Spend

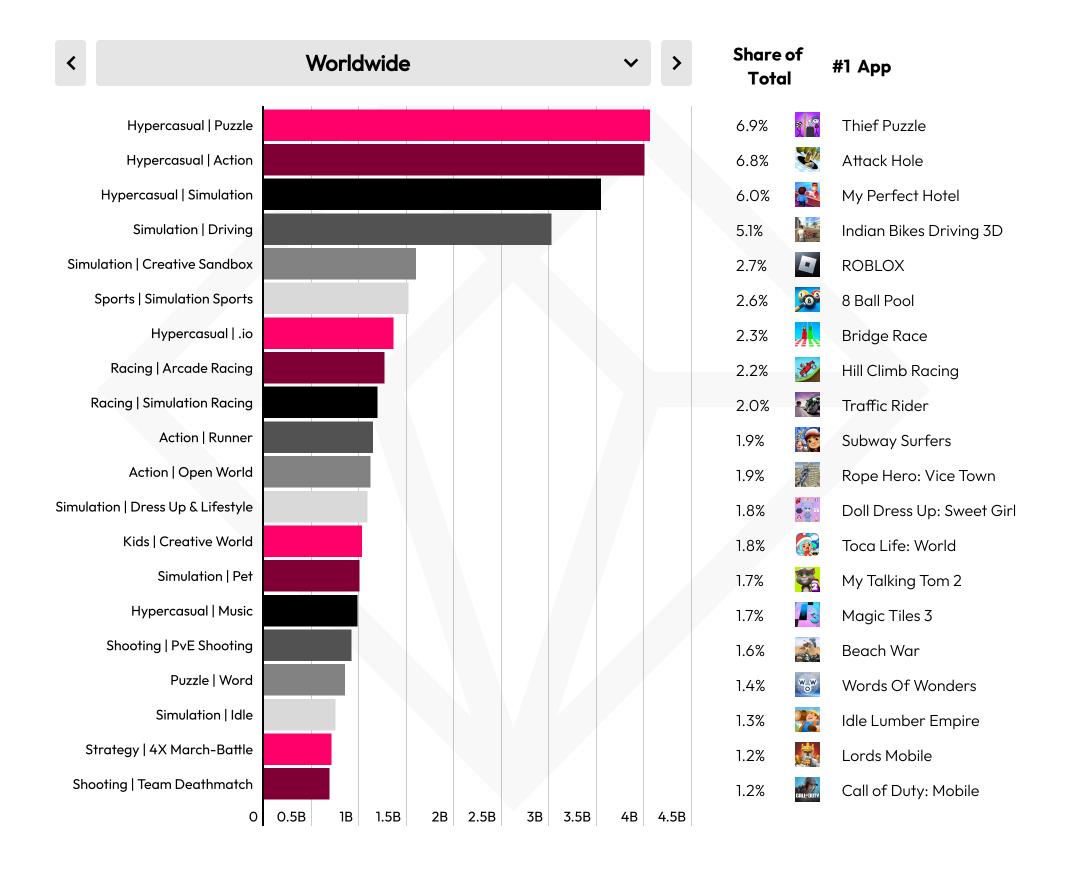
2.6 B in Downloads

YoY Downloads -1.4%
YoY IAP Spend -7.4%
4% of All Downloads
0.8% of All IAP Spend

2.5 B in Downloads

YoY Downloads +5.7%
YoY IAP Spend +4.8%
4% of All Downloads
2.0% of All IAP Spend

Top 20 Global Game Subgenres by Downloads in 2023



Hypercasual Games Continue to Drive the Largest Share of Downloads

Hypercasual games as a genre have seen a boom in demand. As the market becomes increasingly competitive, we expect more hypercasual games to evolve in terms of blending mechanics to create deeper engagement.

Hypercasual games have been a great user acquisition funnel for many publishers and now we expect the focus to shift partially to building depth and engagement since they have acquired a significant footprint.

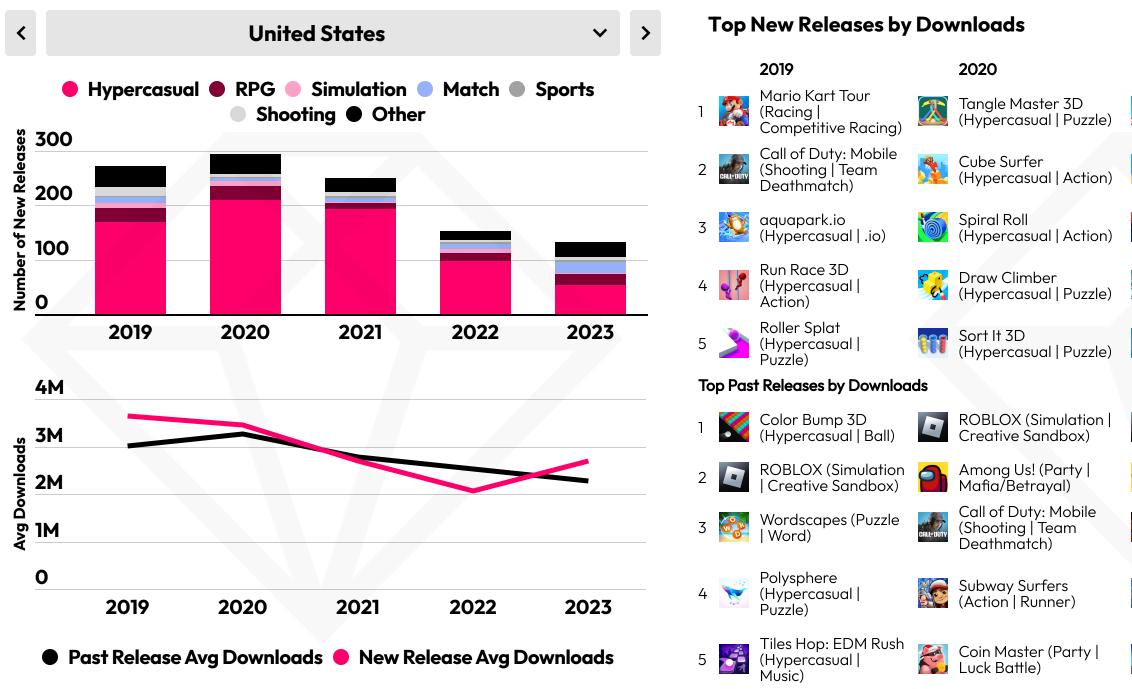
Innovative Genres such as Avatar Life (<u>Gacha Life 2</u>) and Party Royale (<u>Eggy Party</u>) are poised to disrupt incumbent market dominance.

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

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Fewer New Releases Enter the Market; Average Downloads of Past Releases Surpass Volume by New Releases Indicating Mobile Games Having Longer Life Cycle

Number of New Games Released Per Year & Average Downloads Per Game Among Top 1,000 Games by Downloads

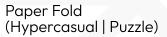


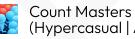


Bridae Race Hridge Kace (Hypercasual | .io)



Paper Fold





(Hypercasual | Action)

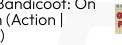


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Hair Challenge (Hypercasual | Action)

Crash Bandicoot: On the Run (Action | Runner)





ROBLOX (Simulation | Creative Sandbox)



Among Us! (Party | Mafia/Betrayal)













Subway Surfers (Action | Runner)



High Heels (Hypercasual | Action)

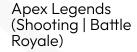


Count Masters (Hypercasual | Action)

2022

Fill The Fridge (Hypercasual | Puzzle)

Tall Man Run (Hypercasual | Action)



Crowd Evolution (Hypercasual | Action)

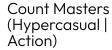
Office Fever (Hypercasual | Simulation)





Stumble Guys (Party | Party Royale)

Wordle by Goldfinch Studios (Puzzle | Word)



2023



Gacha Life 2 (Simulation | Avatar Life)



Monopoly GO: Family Board Game (Partý | Luck Battle)



Honkai: Star Rail (RPG | Team Battle)



Mighty DOOM (Action | Shoot'em Up)



Street Fighter: Duel (RPG | Team Battle)



ROBLOX (Simulation | Creative Sandbox)



Royal Match (Match | M3-Meta)



(Action | Runner) **Block Blast** Adventure Master (Puzzle | Tile-

Matching)



Magic Tiles 3 (Hypercasual | Music)

GAMING

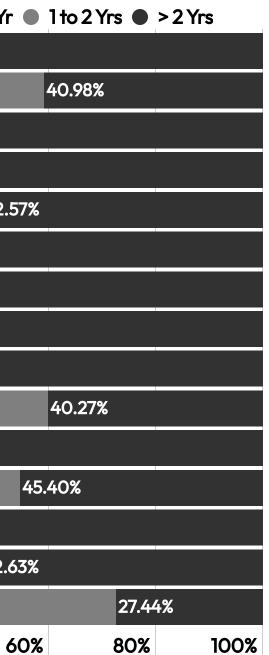
Discover Which Game Genres are the Most Saturated

2023 | Top Genre Per Market Concentration by Downloads

<						Wor	ldwide	
		Top G	enre by Marke	et Concentra	tion		Share	e of Downloads by ⁻
🛑 Тор	3 Game	Share of Marke	et 🌒 Top 20 Sl	hare of Marke	t Rest of M 	arket	🔵 < 6 Mtl	ns 💿 6 Mths to 1 Yr
Party	23.3%	45.8	%		30.9%		31.39%	65.38%
Other	18.2%	38.8%		43.1%			12.01% 42.1	0%
Shooting	15.8%	19.9%	64.3%				27.64%	65.56%
Sports	15.4%	23.7%	60.9%				25.28%	68.29%
Match	12.9%	20.2%	66.9%				9.91% 33.17%	<mark>، 52.5</mark>
Tabletop	11.6%	19.9%	68.4%				27.92%	64.52%
Strategy	10.8%	31.9%	57.3	%			29.02%	61.44%
Racing	9.5%	22.8%	67.7%				20.43%	67.87%
Puzzle	8.3% 1	3.4% 78.3%					29.69%	60.37%
RPG	8.0% 17	7.1% 74.	8%				12.01% 20.92%	26.81%
Action	7.4% 15	.6% 77.1%					19.58%	69.24%
Casino	10.3	% 85.2%					19.14%	29.34%
Kids	10.65	<mark>%</mark> 85.4%					24.43%	69.94%
Simulation	10.35	% 85.7%					32.21	% 52.6
Hypercasual	7.6%	90.3%					13.03% 55.3	30%
0%		20%	40%	60%	80%	100%	20%	40% 6

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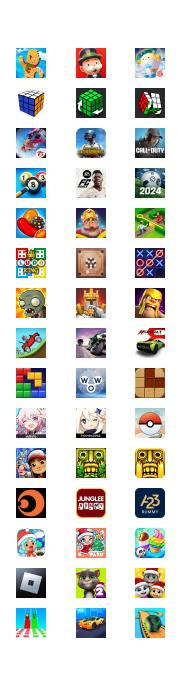




Top 3 Games

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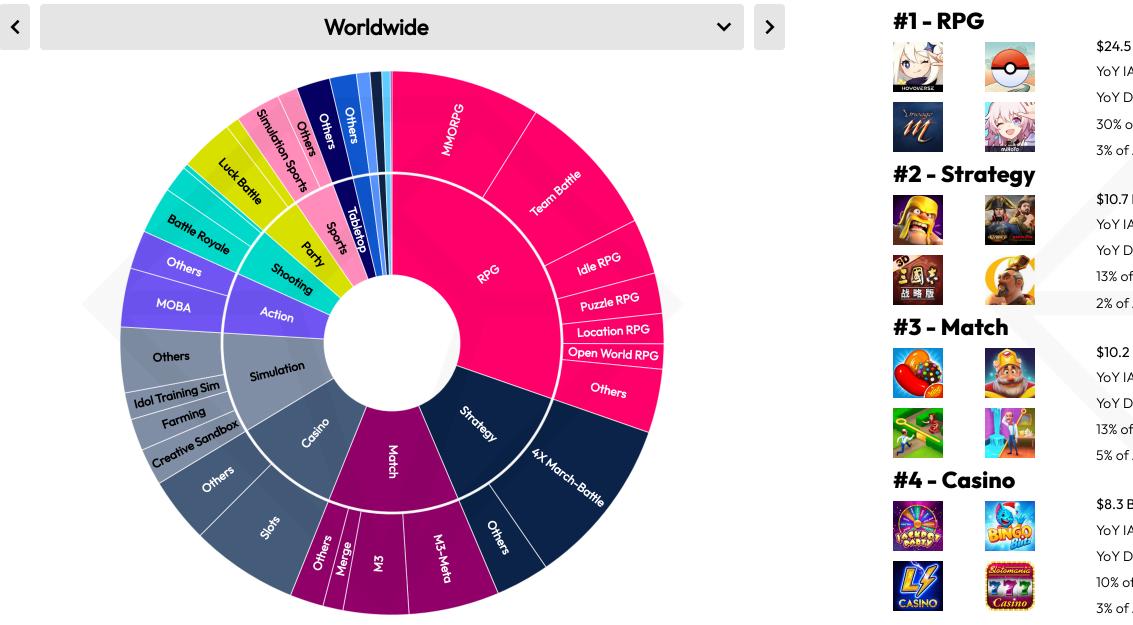
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GAMING

Who are the Leaders by Consumer Spend?

2023 | Worldwide Top Mobile Game Genres by Consumer Spend | Powered by data.ai's Game IQ Taxonomy



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\$24.5 B in (IAP) Spend
YoY IAP Spend -3.8%
YoY Downloads +19.7%
30% of All IAP Spend
3% of All Downloads

\$10.7 B in (IAP) Spend YoY IAP Spend -11.7% YoY Downloads +2.2% 13% of All IAP Spend 2% of All Downloads

\$10.2 B in (IAP) Spend
YoY IAP Spend +16.3%
YoY Downloads +6.7%
13% of All IAP Spend
5% of All Downloads

\$8.3 B in (IAP) Spend YoY IAP Spend -0.1% YoY Downloads -1.5% 10% of All IAP Spend

3% of All Downloads

#5 - Simulation





#6 - Action





#7 - Shooting

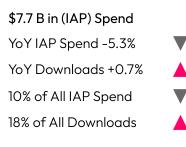
120





#8 - Party





\$4.7 B in (IAP) Spend YoY IAP Spend -10.3% YoY Downloads -12.1%

6% of All IAP Spend 9% of All Downloads

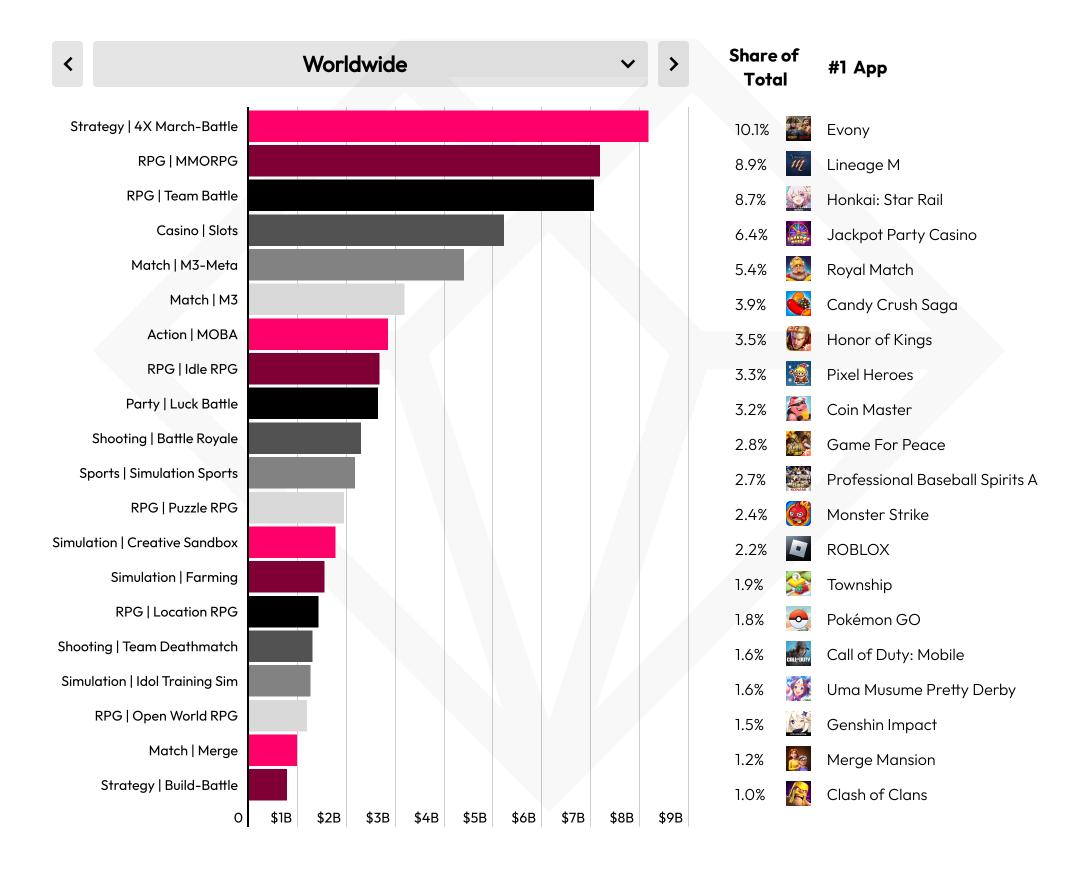
\$3.8 B in (IAP) Spend

YoY IAP Spend -21.3%	
YoY Downloads -6.0%	
5% of All IAP Spend	
4% of All Downloads	

\$3.3 B in (IAP) Spend

YoY IAP Spend +84.4%
YoY Downloads +6.7%
4% of All IAP Spend
2% of All Downloads

Top 20 Global Game Subgenres by Consumer Spend in 2023



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GAMING

Strategy and RPG are Among the Most Successful Genres for Game Monetization

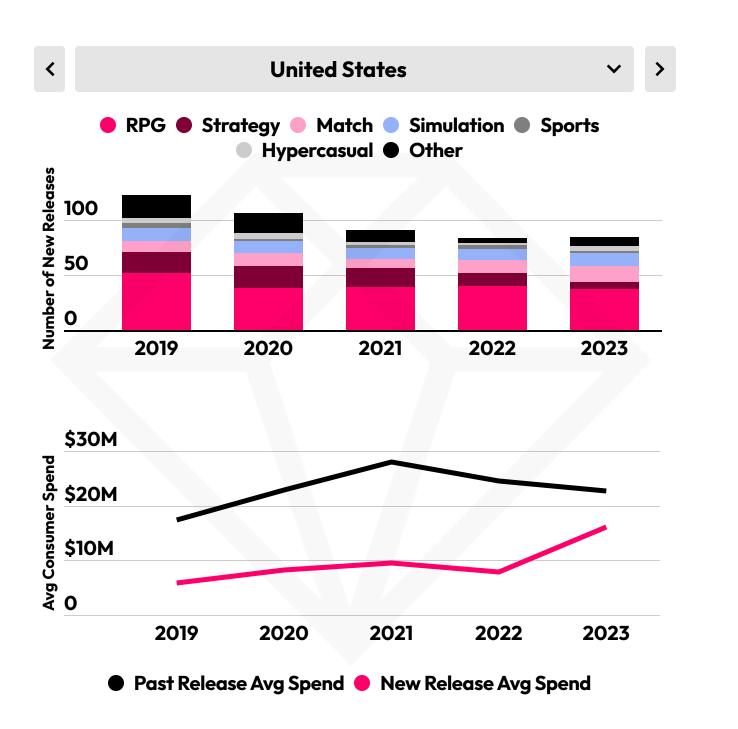
Casino genres have been the leading genre in markets including the United States and Canada, but in recent years Strategy and RPG Games have encroached on market share. Top genres such as 4x March-Battle, MMORPG and Battle Royale tend to feature online multiplayer mechanics — indicating an appetite for connection and social experiences exists across the gaming spectrum.

Cross-play features are becoming increasingly prominent in the top games — the ability to access the same game progress across devices (whether on mobile or console, for instance) appears to be on the rise, as is playing against players using different platform versions of the same game.

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

Older Games Are Driving Revenue While Average Consumer Spend Among New Releases Remains Stable

Number of New Games Released Per Year & Average Consumer Spend Per Game Among Top 1,000 Games by Consumer Spend

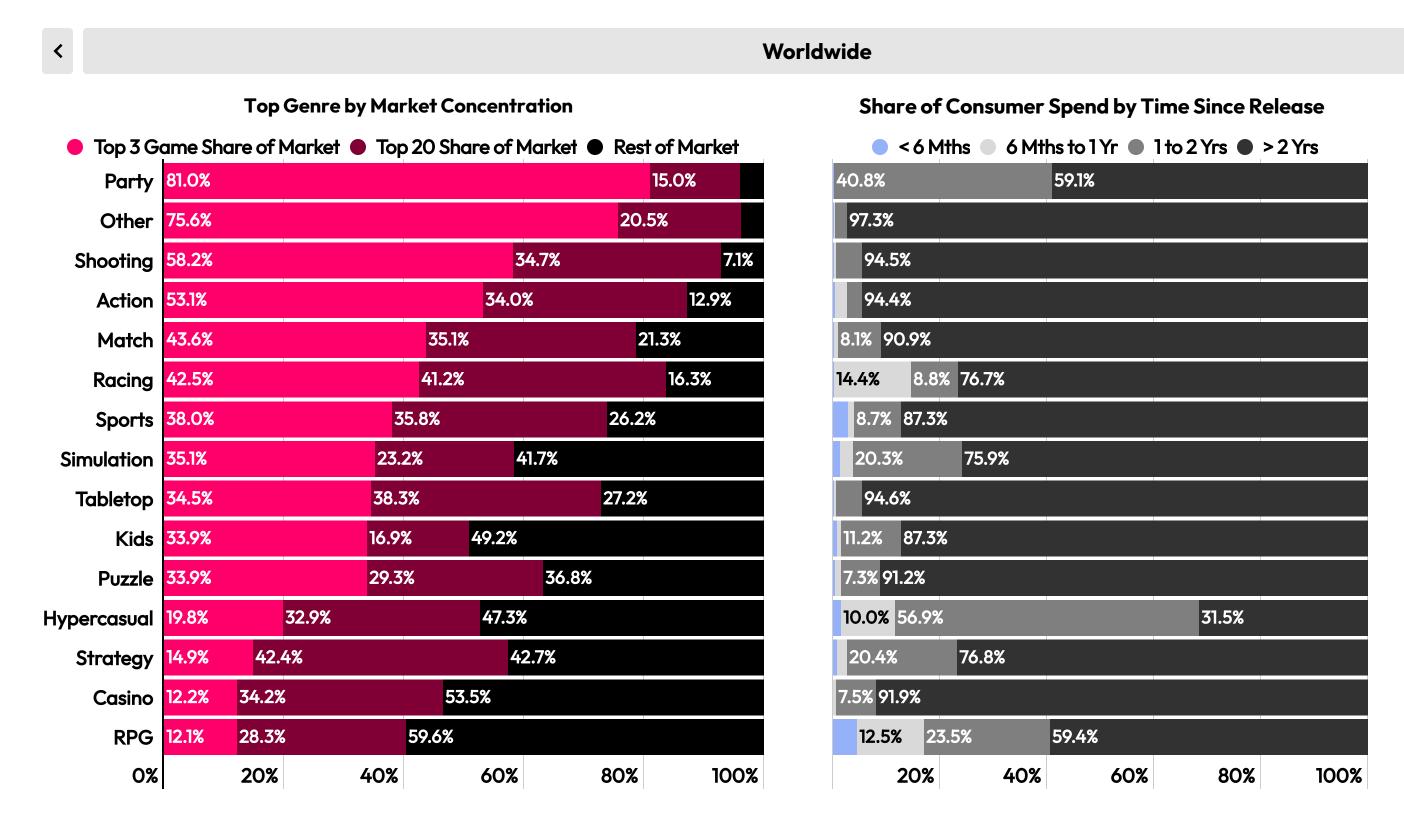




GAMING

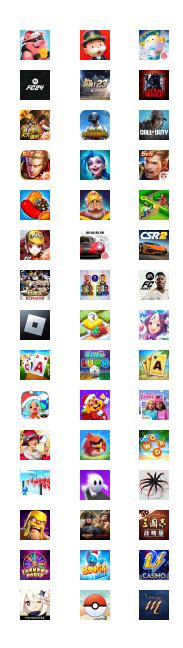
Monopoly GO a Standout Launch for the Party Genre

2023 | Top Genre Per Market Concentration by Consumer Spend



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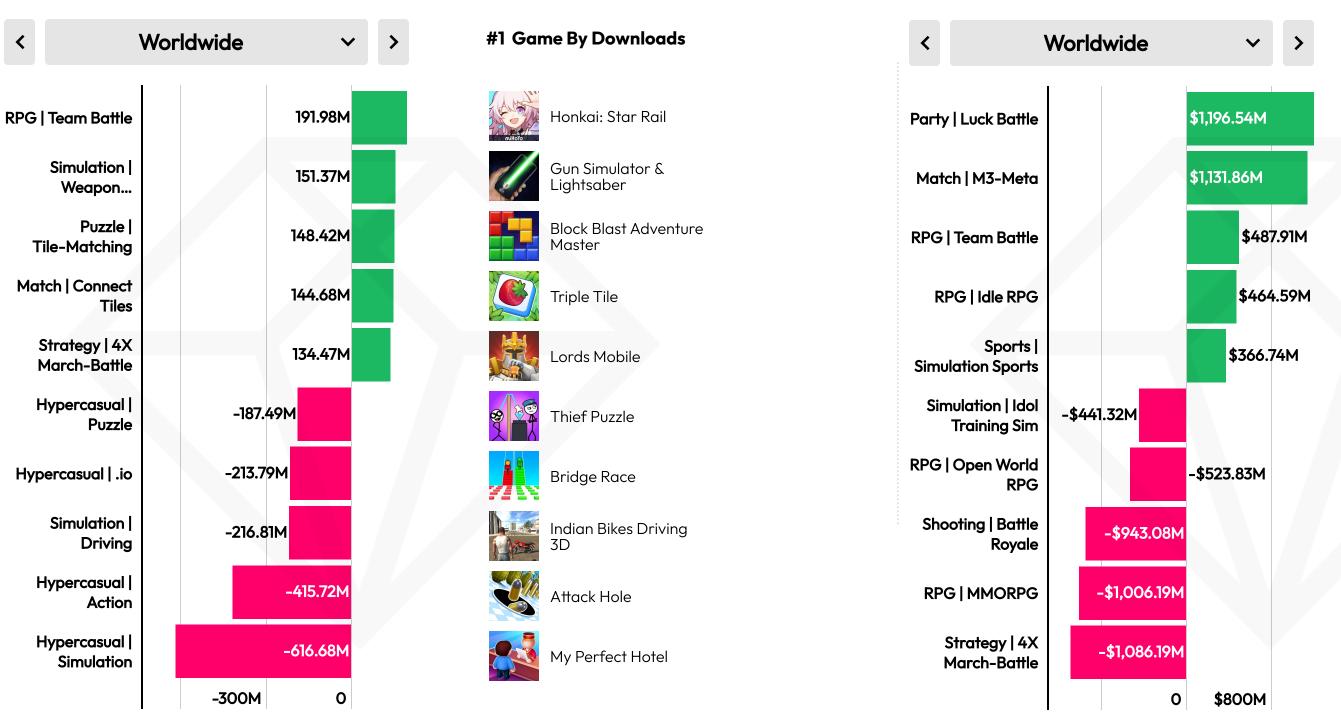
Top 3 Games



MACRO MOBILE TRENDS

Which Game Subgenres Defy Global Trends?

Top Breakout Gaming Subgenres: 2023 vs 2022



DOWNLOADS

Source: data.ai Intelligence | Note: Downloads and consumer spend across iOS and Google Play. iOS Only for China. Spend is gross — inclusive of any percent taken by the app stores

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CONSUMER SPEND

#1 Game By Consumer Spend



Coin Master



Royal Match



Honkai: Star Rail



Pixel Heroes



Professional Baseball Spirits A



Uma Musume Pretty Derby



Genshin Impact



Game For Peace

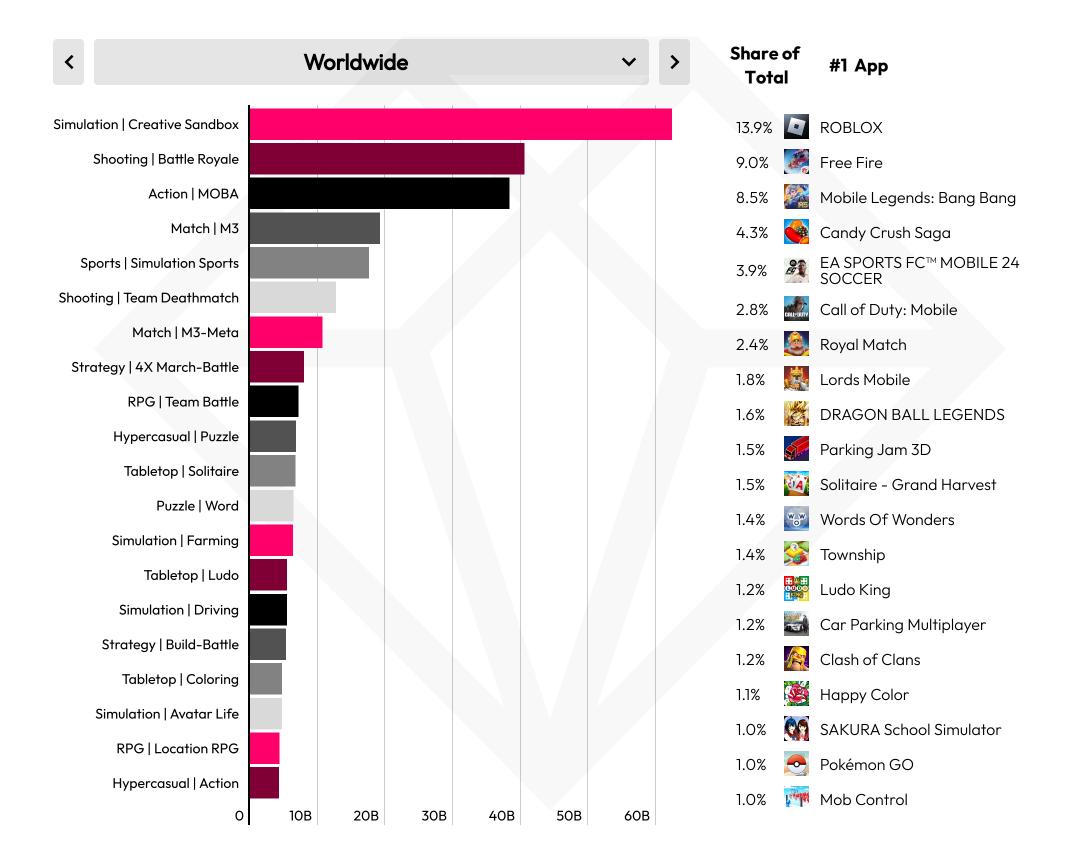


Lineage M



Evony

Top 20 Global Game Subgenres by Time Spent in 2023



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GAMING

Creative Sandbox and Genres with Online & Social Features Will Further Drive Global Gaming Time

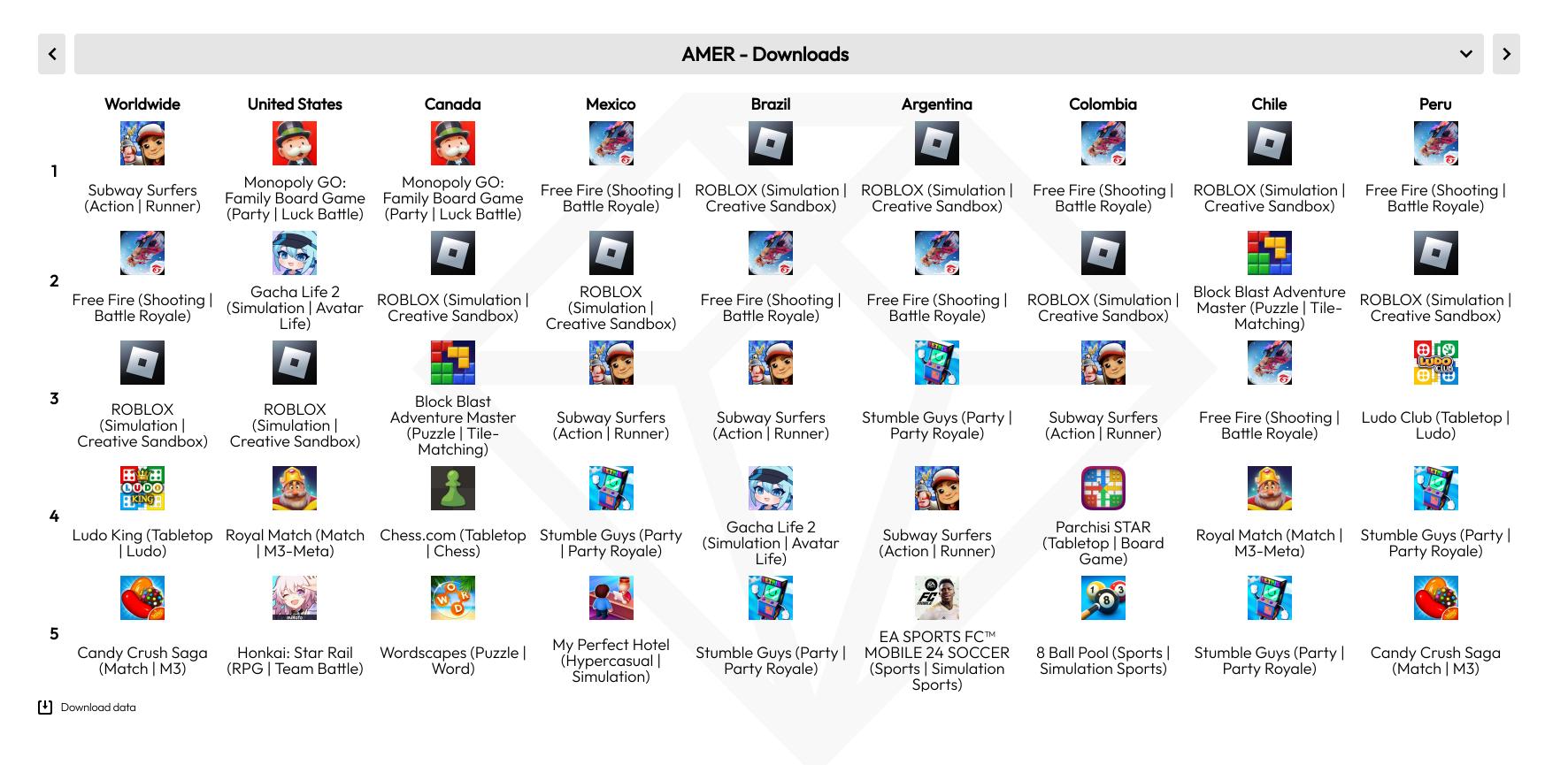
We expect social and multiplayer gaming features to remain in high demand in 2024 as consumers seek to stay connected with family and friends, even as pandemic measures ease.

Mobile has enabled core games to become more 'casual' in nature given the device specs and user interface. Yet, mobile phones are powerful enough to stand up to the 'core' game experience and enable cross-platform play.

Connected games are the biggest driver of overall consumer spend in mobile games and we predict will be a key area of growth in 2024 and beyond.

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

2023 Top Games & Breakout Rankings by Market | Games



Source: data.ai Intelligence | Note: Top apps by year-over-year download and consumer spend growth across iOS and Google Play. MAU Growth on iPhone and Android Phone. Games apps are classified using data.ai's Game IQ taxonomy as of Jan 4, 2024.

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Finance

Consumers feel the financial pressure: personal loans on the rise as crypto trading and investing growth stalls. The lines between different subgenres continues to blur as "super apps" add new features.



Building the Allstate of the future means making sure customers can do business with us whenever and however they choose, and the Allstate mobile app helps us deliver on that commitment with a competitive, personalized digital experience. Whether it's making it easy to find parking, fuel, and repair shops to offering innovative safe driving tools like Drivewise and crash detection services, we're continually enhancing the Allstate mobile app to give customers more ways to seamlessly connect with their coverage and protect what matters most.

Mike Antognoli

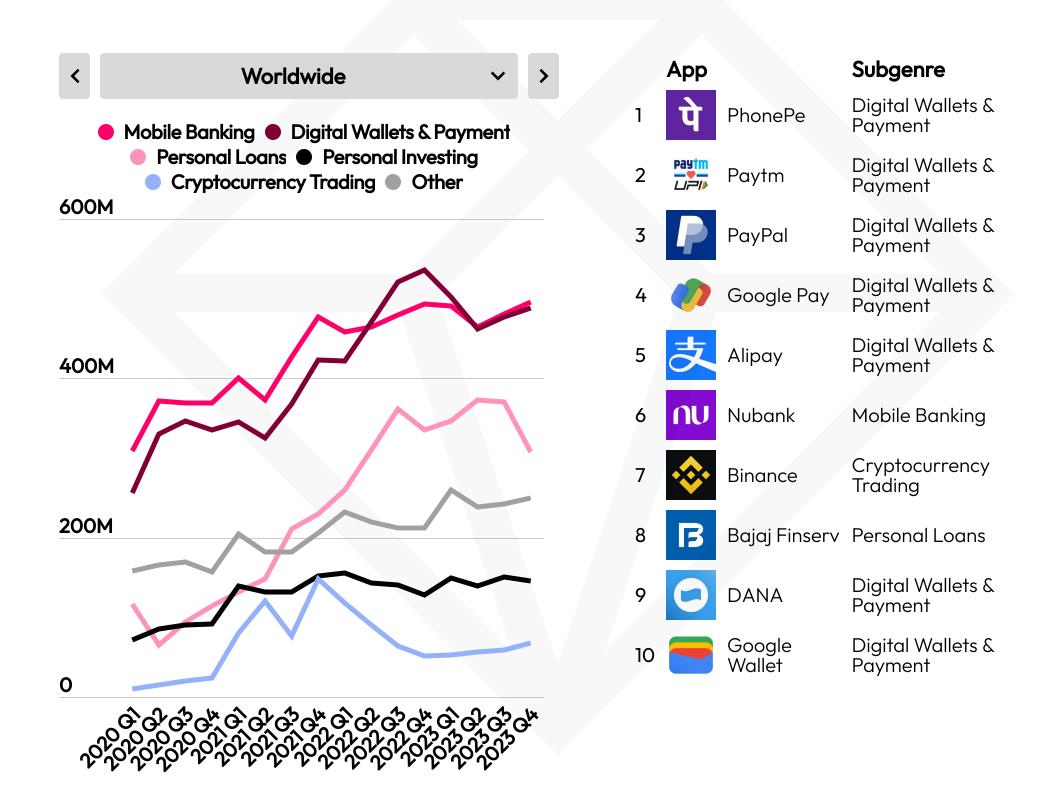
Allstate Mobile Product Director



Finance Subgenre App Downloads by Country

Top Apps by Downloads in 2023

Powered by data.ai's App IQ Taxonomy



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.

Consumers Embrace Mobile for their Finance Needs from Banking to Payment

Mobile app adoption across top subgenres like Mobile Banking and Digital Wallets & Payment continued to climb as consumers continue to turn to their mobile devices more than ever for their finance needs.

Meanwhile, Personal Loans app adoption remained strong as economic headwinds continued in 2023. The prevalence is highly regional, however, with much of the growth driven by markets like India, Indonesia, and Mexico.

The dip in Cryptocurrency Trading leveled off in 2023 after seeing a pronounced downturn in 2022. Unsurprisingly, downloads tend to track with the turbulence in the cryptocurrency market.

Want to see which markets are emerging for each subgenre? <u>data.ai's Market Size</u> lets you keep up with the latest trends across the globe. $\langle\!\!\langle\!\rangle\!\rangle$

FINANCE

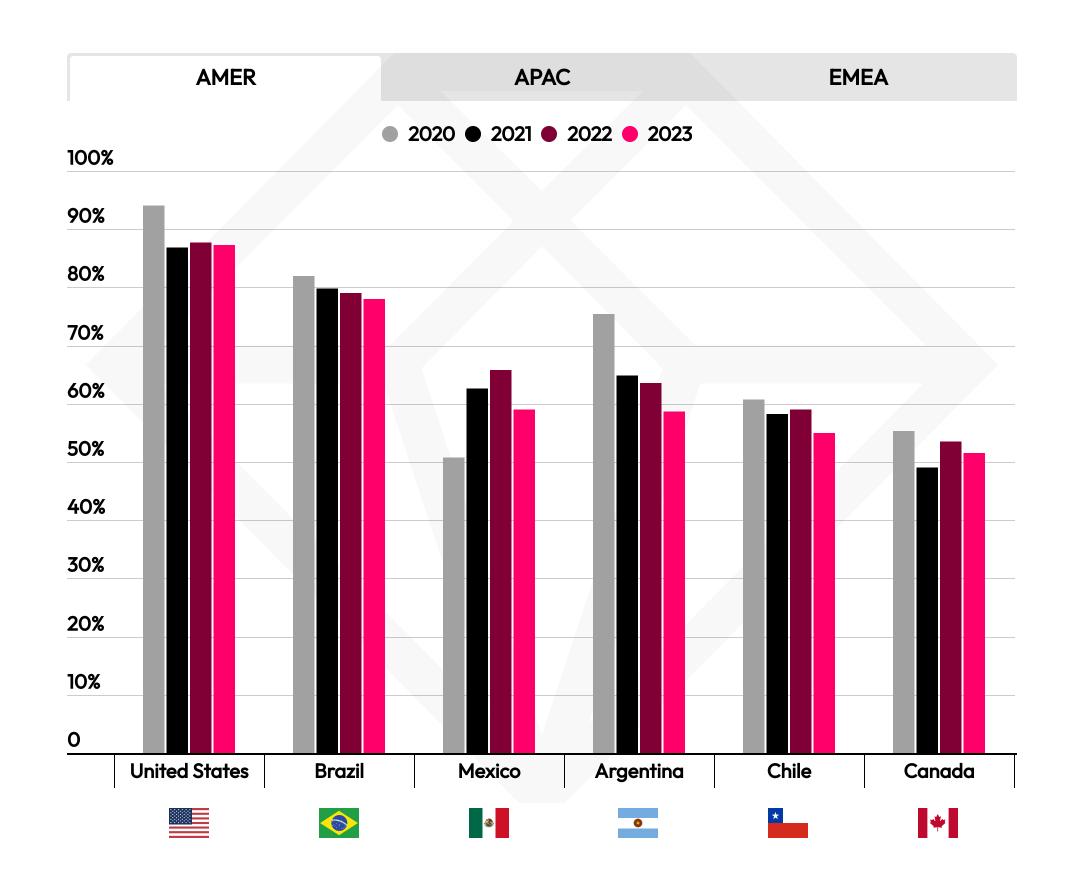
Know Your Market — Local Publishers Dominate their Mobile Finance Markets

Understanding each country's unique financial rules and regulations — plus the unique consumer needs for each market — gives local-based publishers a major leg up in the finance space.

The local advantage particularly strong in China, Japan, South Korea and the United States. Most markets have seen the share from outside publishers pick up a bit in recent years, though India and Indonesia are notable exceptions as their mobile industries thrive.

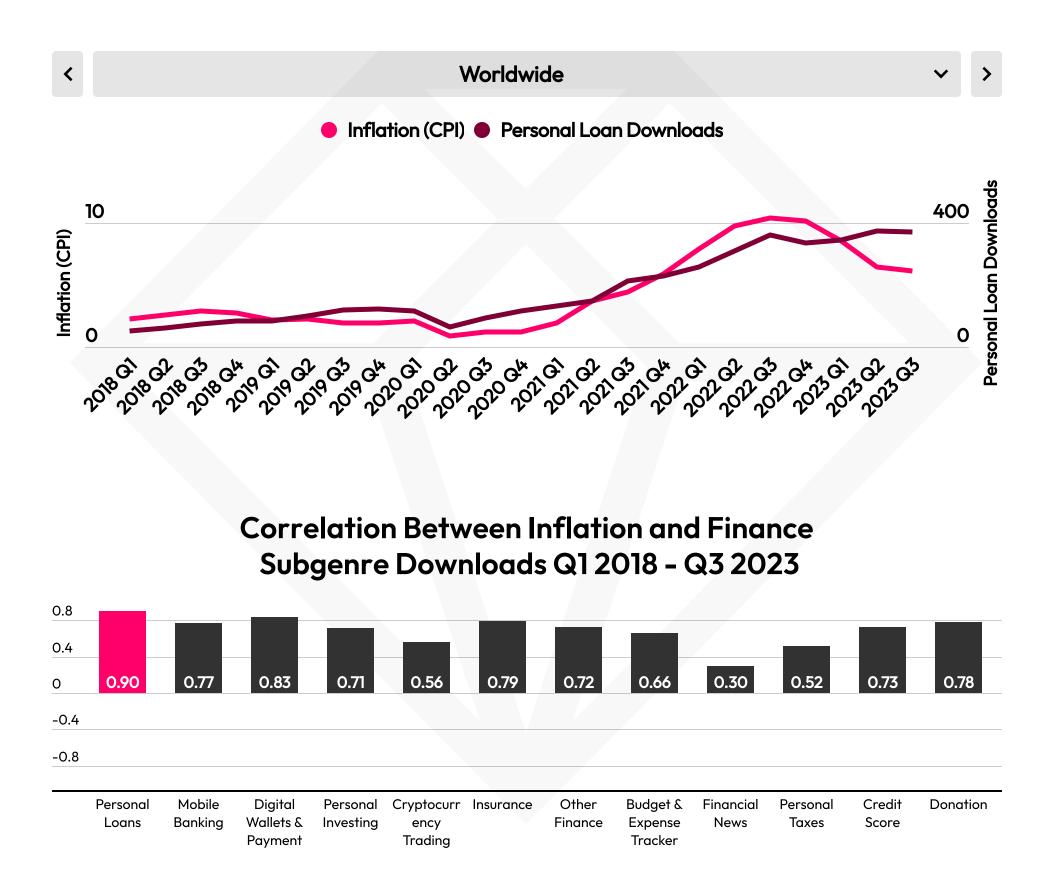
Find out which publishers are looking abroad with the Company HQ filter, part of data.ai's <u>Top Apps</u>

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.

Inflation vs. Personal Loan Downloads



Source: data.ai Intelligence | Note: Downloads across iOS, Google Play; China is iOS only. Apps are classified using data.ai's App IQ taxonomy. Inflation is from the OECD. $\langle \rangle$

Personal Loans is the Fastest Growing Subgenre as Inflation Remains High

While most subgenres saw downloads rise along with high inflation over the past few years, no subgenre saw a higher correlation than Personal Loans. The scale of the growth was also notable — global downloads for Personal Loans apps climbed more than 250% between 2020 and 2023, even outpacing Cryptocurrency's 238% growth over the same period.

Personal Loans downloads don't have the highest correlation with inflation in all markets, though it tends to be high throughout. In Europe, for example, Personal Loans apps saw strong growth even though gross totals for the subgenre remained quite low.

With more than 800,000 apps classified, data.ai's <u>App</u> <u>IQ taxonomy</u> gives you the power to dive deeper into the impacts of the global economy on the app ecosystem

Features for Finance "Super Apps"

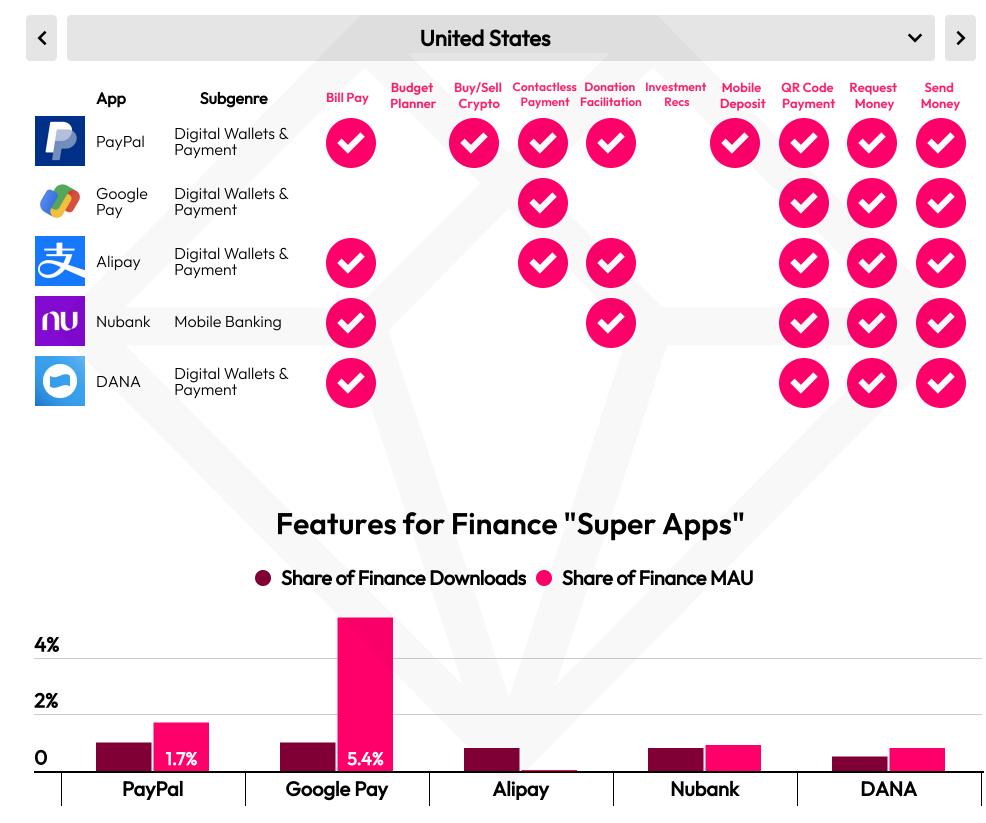
FINANCE

Finance "Super Apps" Use **Multiple Useful Features to** Maintain Market Share

In a competitive mobile market, top finance apps have continued to add new features to incentivize customers turning to their app for all finance needs, from mobile banking to sending money to trading in crypto. Super apps have become particularly popular in China, with <u>Alipay</u> as a prime example.

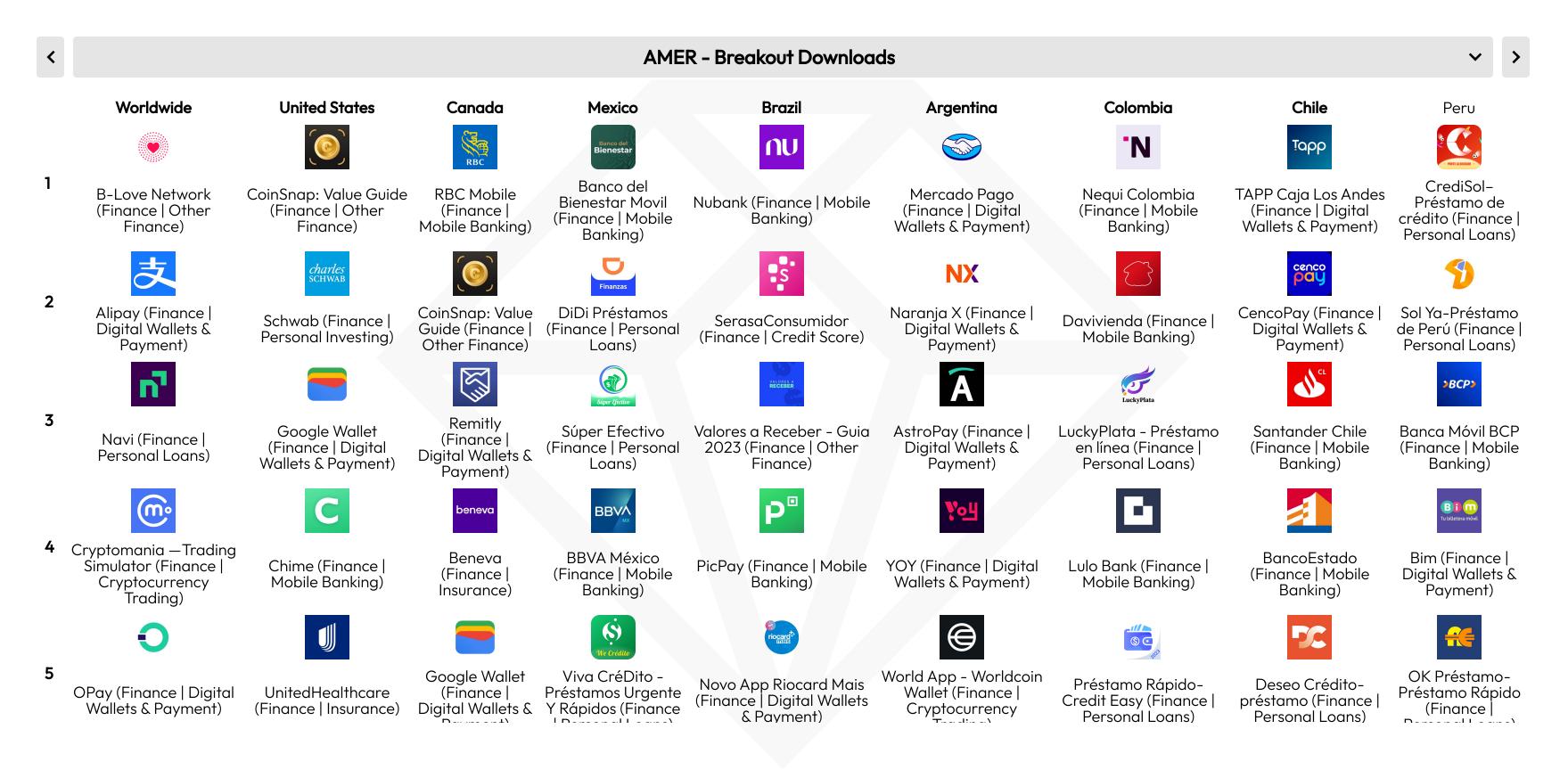
data.ai's Feature Tags reveals that all of the top markets have at least one app with four or more of the features listed here, and several including the US, UK, China and Brazil have three or more such apps. These apps tend to be market leaders in the finance space. In fact, these super apps control more than 20% of the Finance monthly active user base in China (47%), the US (32%) and Argentina (24%).

Another component of data.ai's App IQ taxonomy is the feature tags — with 20 different features tagged specific to the Finance genre alone. Filter by different features to see what is helping apps stay on top.



Source: data.ai Intelligence | Note: Includes Mobile Banking and Digital Wallets & Payment apps among the top 10 Finance apps by downloads in each market.

2023 Rankings by Market | Finance

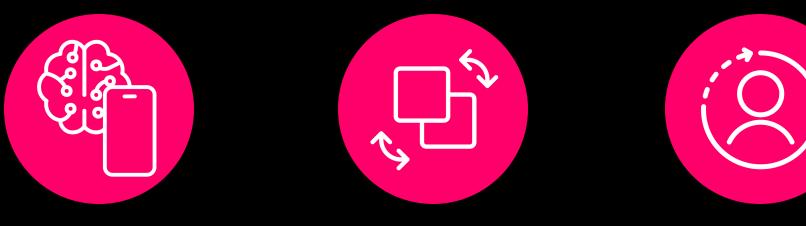


Source: data.ai Intelligence | Note: Top Apps by year-over-year downloads growth across iOS, Google Play. MAU Growth on iPhone and Android Phone. Finance apps are classified using data.ai's App IQ taxonomy as of Jan 4, 2024.

data.ai | STATE OF MOBILE 2024

data.ai | STATE OF MOBILE 2024

Top Features Loved by Finance



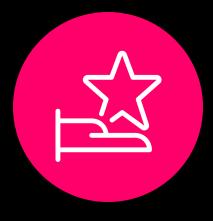
App IQ

Cross-App Usage



Extended Retention





Ratings and Reviews

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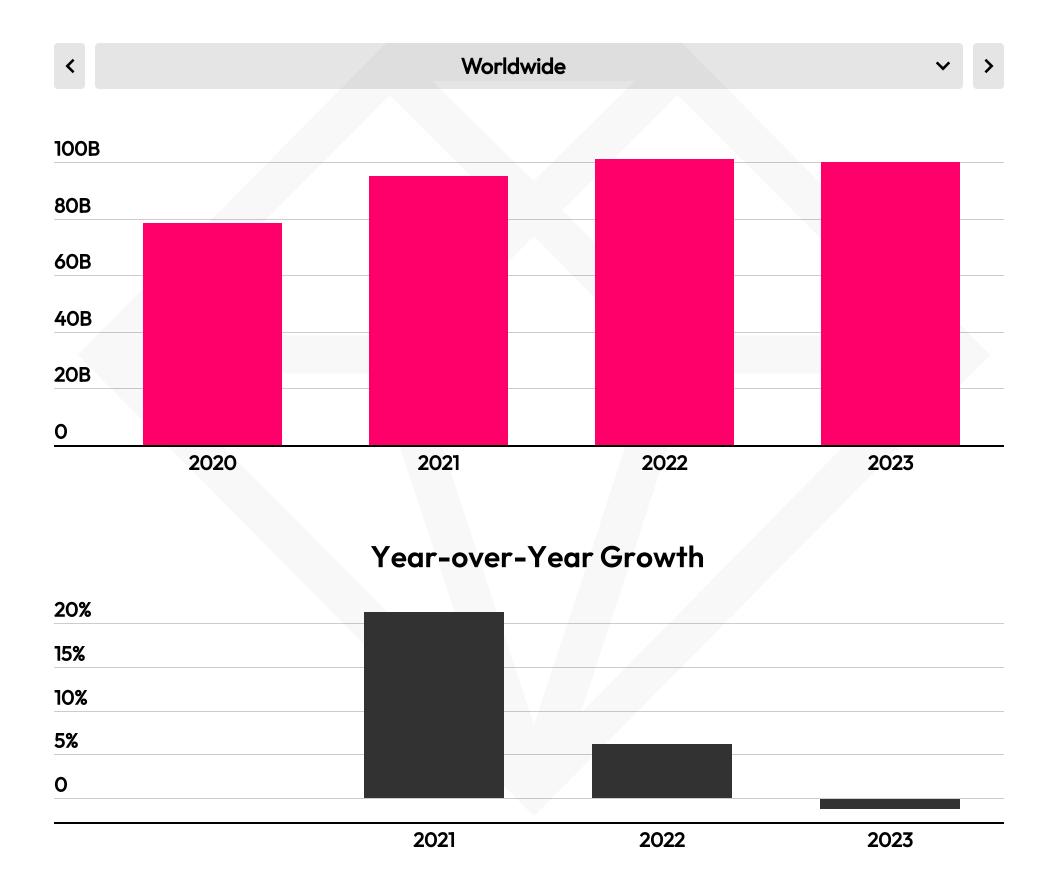
Retail

Personalization, optimized experience, frictionless checkout: mobile shopping apps bridge in-person and at-home shopping experiences.

7-ELEVEN TESCO sam's club ()



Annual Hours Spent in Shopping Apps



Mobile Shopping Time Spent Remains Well Above Pre-Pandemic Levels

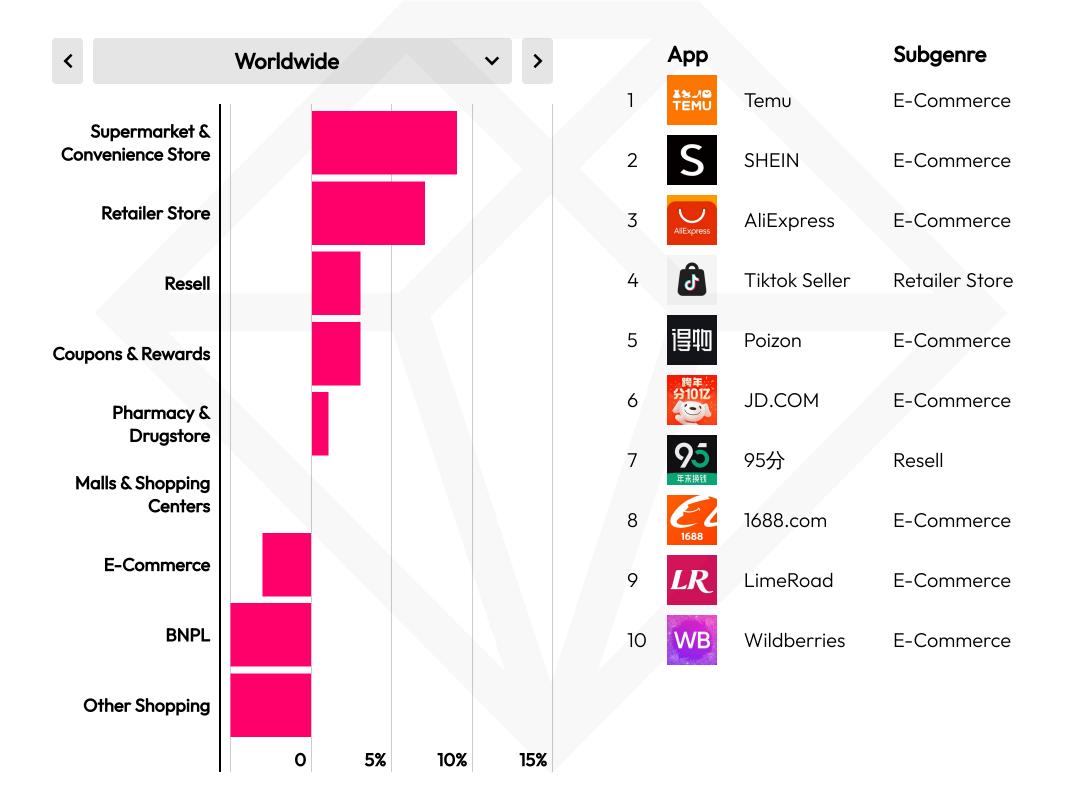
The economic headwinds, combined with a natural contraction from the huge mobile growth seen early in the pandemic, led to a slight dip in total time spent in Shopping apps. Total hours declined 1% year-over-year in 2023, though it was still up more than 25% compared to 2020.

While some of the largest retail markets like China and the United States saw a dip in time spent in 2023, other markets bucked this trend. The leaders by YoY growth were Brazil (+31%), Australia (+13%), and Mexico (+7%).

Want to dive deeper? Discover the top performers by engagement depth, usage stickiness and more with data.ai's <u>Insights Generator</u>

Shopping Subgenre Year-over-Year Download Growth by Market in 2023

Top Apps by Breakout Downloads in 2023



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 15,000 downloads in the prior year are excluded. Brekaout apps are defined by gross download growth in 2023 compared to 2022.

RETAIL

The Retail Market is Heating Up: Temu Makes a Splash in 2023

Among mobile apps across all genres, only Threads gained more downloads in 2023 compared to 2022 than <u>Temu</u>. The e-commerce app from Chinese <u>PDD Holdings</u> used substantial advertising and low prices to attract new users and become a key player to watch.

E-Commerce apps also face competition from brick & mortar stores, which are capitalizing on the return to inperson shopping to boost mobile adoption. Supermarket & Convenience Store and Retailer Store apps saw yearover-year download growth at 9% and 7%, respectively, well ahead of E-Commerce's -7% annual growth.

For brick & mortar retailers, it is clear that failing to embrace a mobile shopping experience puts you at a disadvantage.

Temu's massive advertising push in 2023 propelled it to the top of the charts. data.ai customers can use <u>Download Channel</u> data to find out how paid vs. organic channels contributed to adoption.

RETAIL

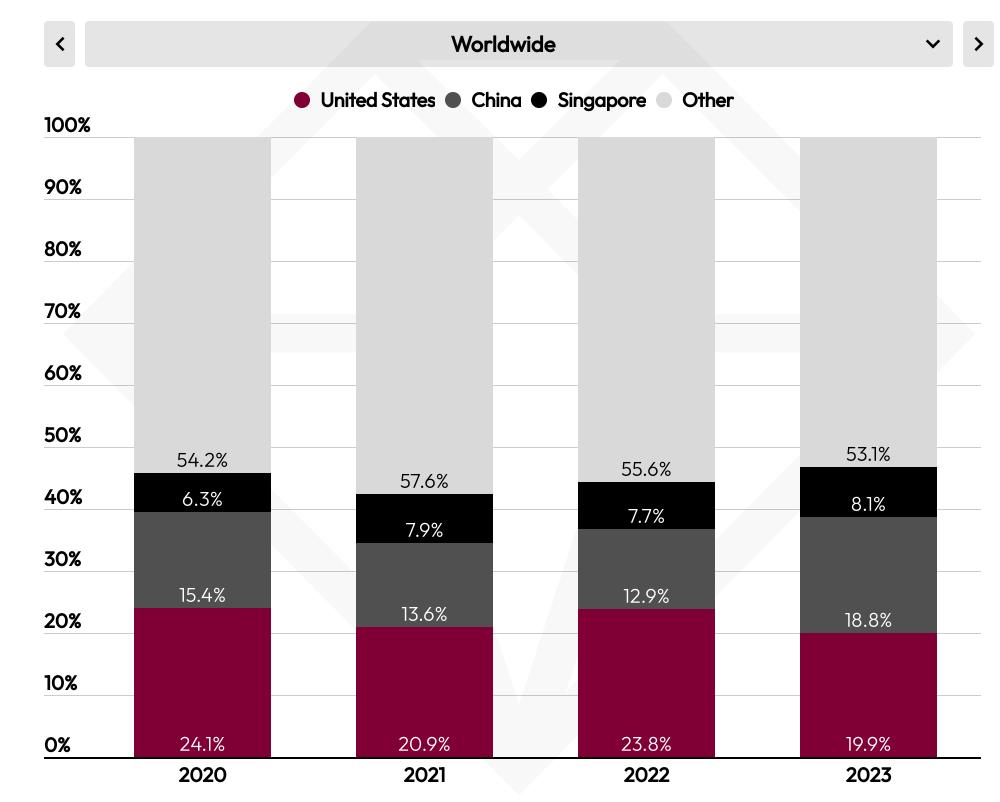
Going Global: SHEIN and Temu Break into Markets Across the Globe

The United States has long been the home to some of the biggest retailers like <u>Amazon</u>, <u>Walmart</u> and <u>eBay</u>. However, the emergence of some Asia-based ecommerce platforms had contributed to the US losing market share over the past few years.

<u>Temu's</u> massive global launch in 2023 helped China gain 3.4 percentage points in market share compared to 2020. Singapore-based <u>SHEIN</u> has also had a strong presence in recent years across top retail markets.

data.ai customers can find out where the top Shopping apps are from in your local market with <u>Top Charts</u>

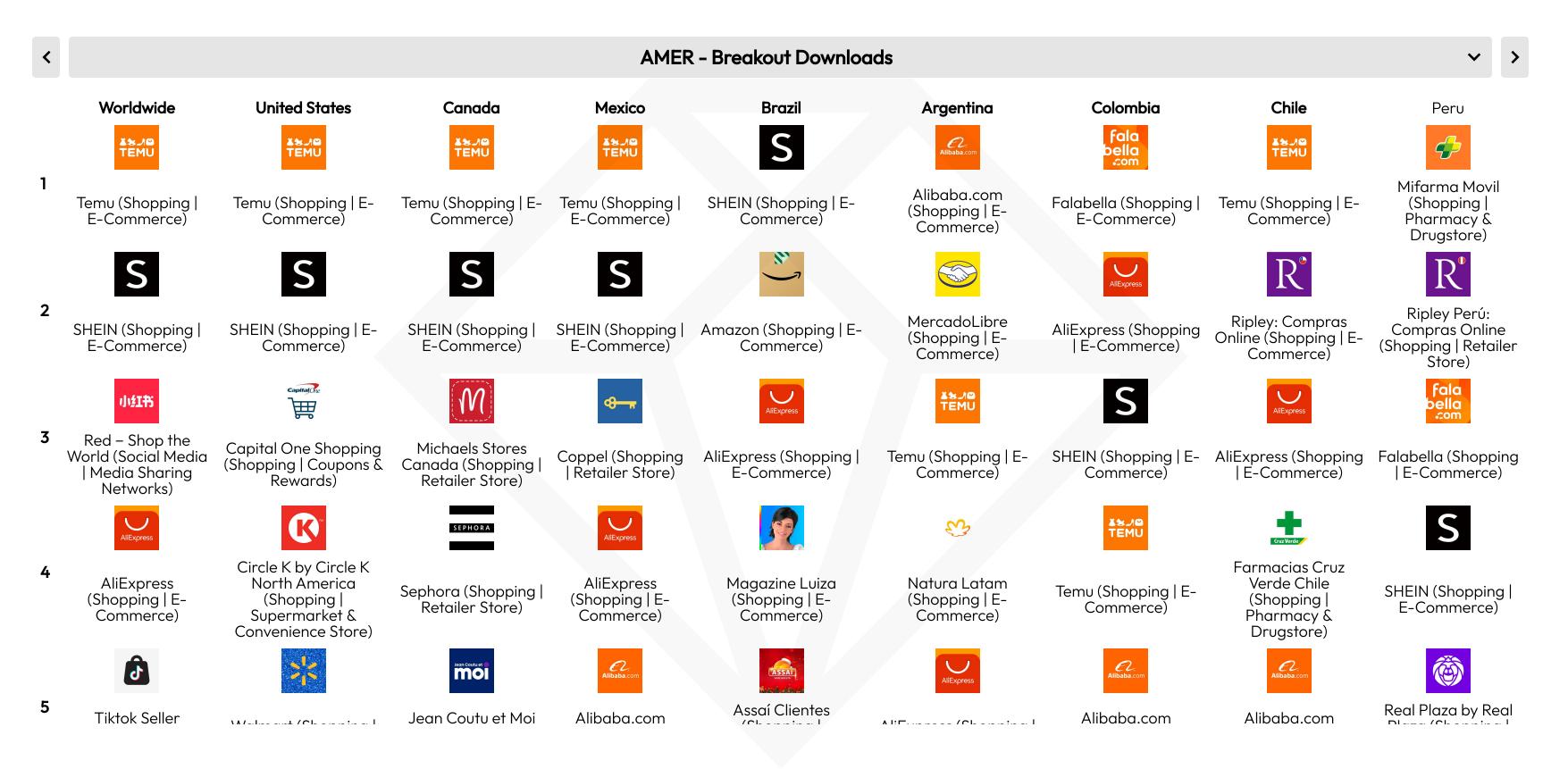
Share of Shopping App Downloads by Publisher Headquarters



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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.

2023 Rankings by Market | Shopping



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Top Features Loved by Retail



Creative Gallery



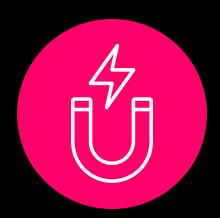
App IQ



Ratings & Reviews



Download Channel



Usage & Engagement

Video Streaming

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



'With its unparalleled capabilities, we have harnessed the power of data to drive innovation, make informed decisions, and stay one step ahead in today's competitive landscape. Through our partnership with data.ai, we have unlocked valuable insights, optimized processes, and achieved remarkable growth.

Dor Isseroff

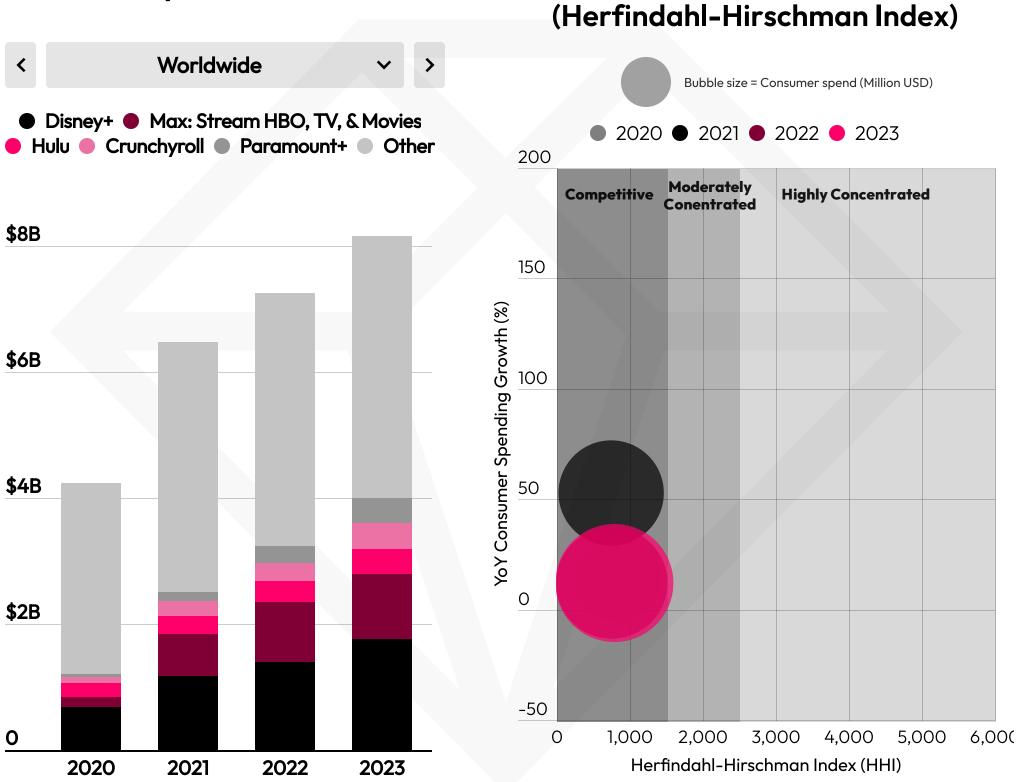
COO



Yearly OTT Consumer Spend by Market

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OTT Revenue Growth vs. Market

Concentration

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.

The Streaming Battle: Strong **Revenue Growth Suggests** Market is not Oversaturated

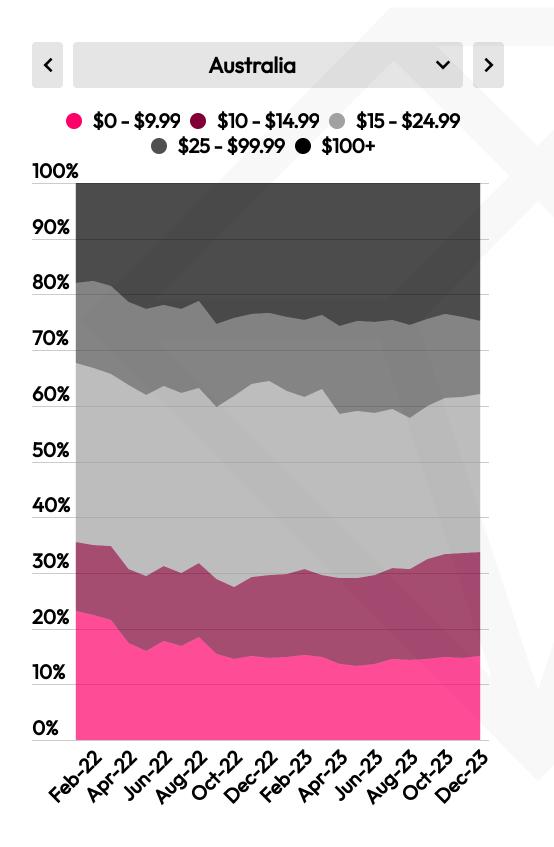
Consumer spend in OTT (over-the-top) streaming apps climbed 13% globally in 2023 to surpass \$8 billion in 2023, an slight acceleration from the 12% growth in 2022.

This growth came even as the market became a little less competitive. The top five streamers combined for nearly 50% of the market in 2023, up from 45% in 2022. Disney+, the top app each of the past four years, gained even more market share as well.

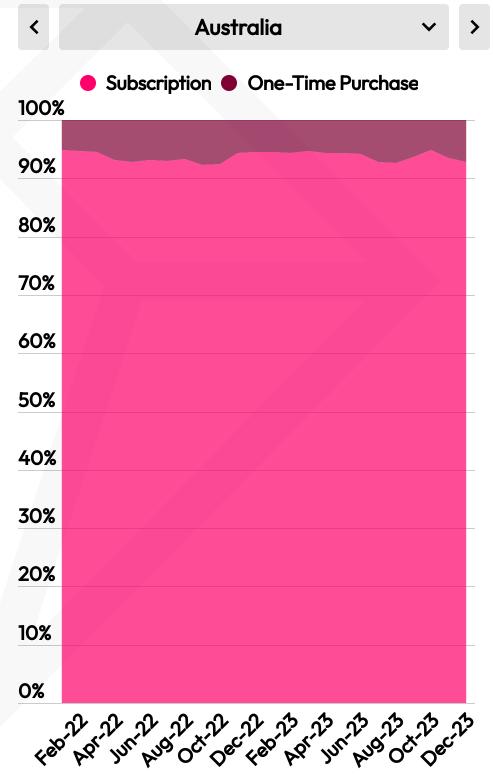
Some countries have become more competitive in recent years as apps like Disney+ and Max expand into new markets. Brazil, for example, has seen consumer spend grow more than 230% since 2020 as apps like Max, Disney+, <u>Crunchyroll</u>, and <u>Star+</u> joined the market leader <u>Globo Play</u>.

Disney+ has found success across the globe, earning at least \$1 million in consumer spend in more than 50 different markets. data.ai customers can see the full breakdown of Disney+'s performance here.

Share of OTT Consumer Spend by Price on iOS



Share of OTT Consumer Spend by Subscription vs. One-Time Purchases on iOS



Source: data.ai Intelligence | Note: Consumer Spend is iOS only. OTT apps are classified using data.ai's App IQ taxonomy.

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Streaming Services Adjust Subscription Offerings for Cost-Conscious Customers

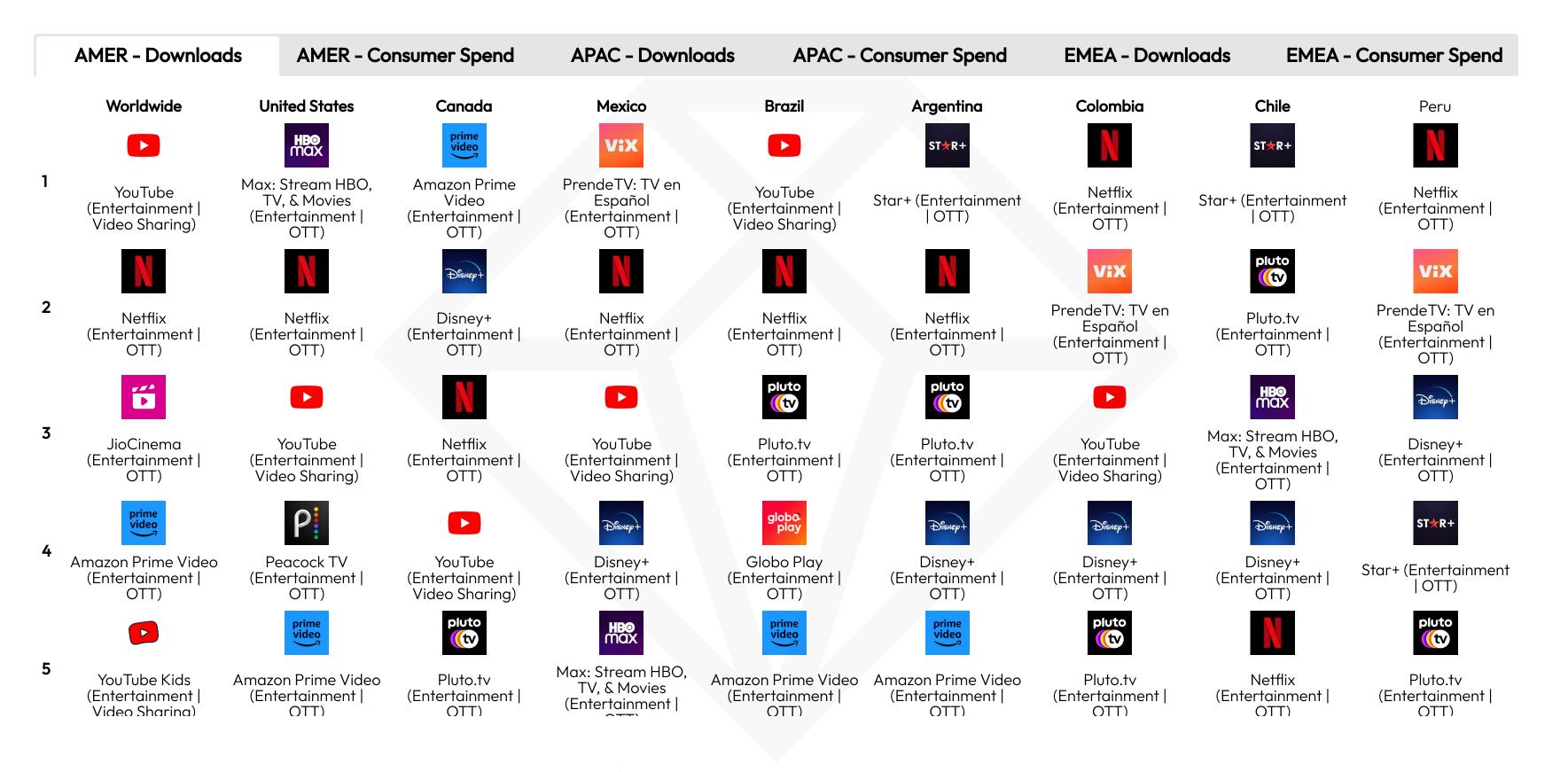
Increasing competition from the abundance of streaming options has prompted top apps to adjust their prices to changing consumer demands.

The share of US consumer spend from in-app purchases priced less than \$15 has climbed 7 percentage points since the start of 2022. While top apps have gradually increased prices over time, tighter budgets for many consumers in 2023 have forced apps to get creative with their monetization.

<u>Netflix</u> added an ad-based option in late 2022, and <u>Disney+</u> and <u>Hulu</u> are raising the monthly price of their ad-free options while leaving the ad-supported tier price unchanged.

Want to see how updated pricing or ad-supported options are impacting an app's revenue? data.ai's <u>IAP SKU</u> pulls back the curtain on revenue from individual IAPs.

2023 Rankings by Market Video Streaming



Source: data.ai Intelligence | Note: Top Apps by yearly Downloads and Consumer Spend across iOS, Google Play. Video Streaming apps are classified from Entertainment - 'OTT','Live Streaming','Video Sharing' subgenres using data.ai's App IQ taxonomy as of Jan 4, 2024.

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Social

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

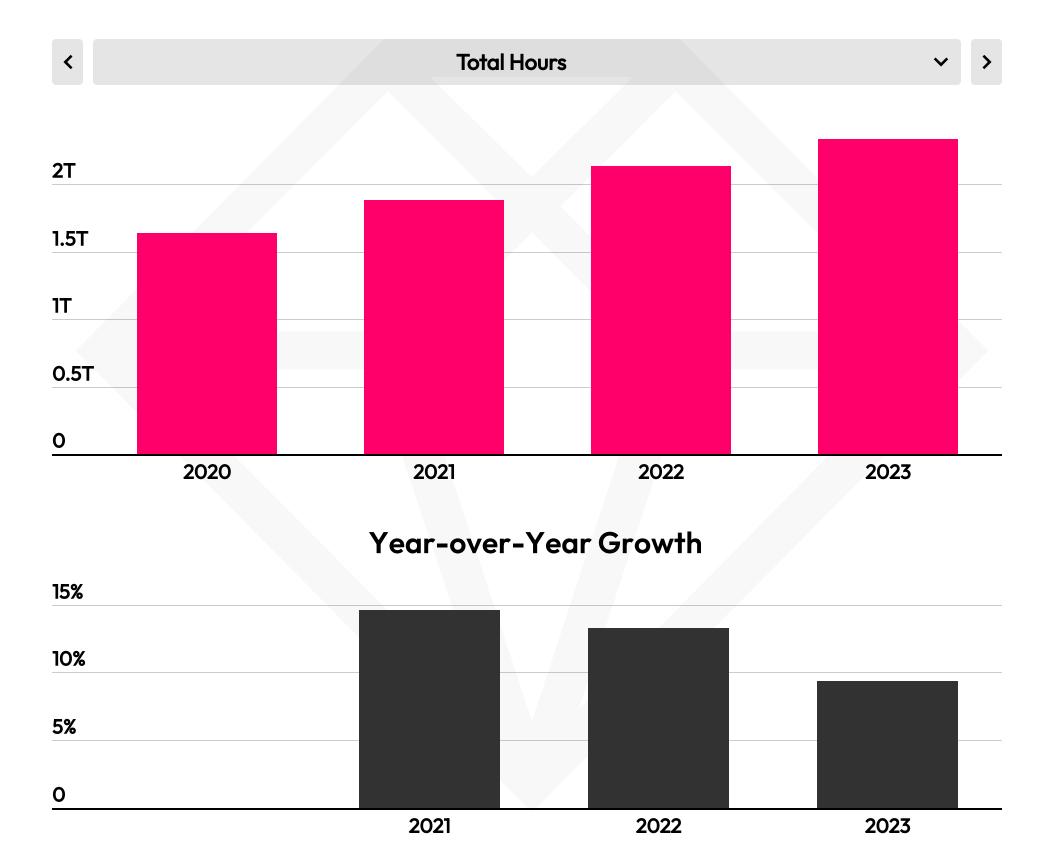


In a market that is so saturated with multiple apps in every genre you need to articulate your differentiation and value. First and foremost, focus on the user. Build a platform that is focused primarily on your users and iterate on the features and benefits of that platform based off of the ones that are most used, most liked, most loved, so that the people you're bringing in then ultimately have higher retention rates and stick around and add value to your business overall.

David Lee Head of Apps, Global Business Solutions - North America



Global Metrics for Social Apps



Source: data.ai Intelligence | Note: Consumer spend and downloads across iOS, Google Play; China is iOS only. Spend is gross — inclusive of any percent taken by the app stores.Total sessions, total hours and total MB are Android only. Total MB measures the total megabytes of data used by Social apps during the year. Social apps are classified using data.ai's App IQ taxonomy and include Short Videos and Live Streaming apps from the Entertainment genre and exclude Dating.

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Time Spent in Social Apps Grows 9% in 2023

Time spent in social apps on Android phones shows no signs of slowing, climbing 9% in 2023 to more than 2.3 trillion hours.

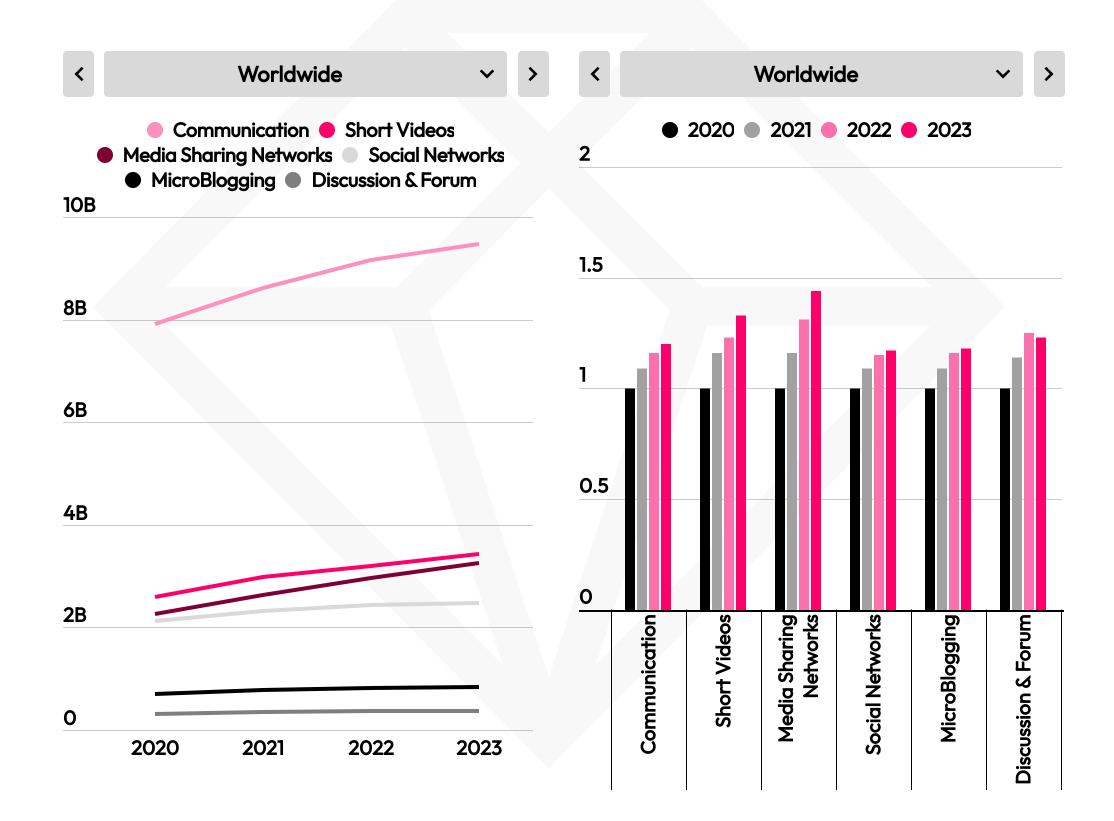
Consumer spend growth also remained strong at 13% year-over-year to nearly \$9 billion in 2023. Top social platforms are continuing to unlock monetization strategies outside of advertising, with <u>TikTok</u>, the best app monetizer in the history of the app stores, as a prime example.

Global downloads, on the other hand, declined nearly 4%. This was still impressive as the category maintained most of the strong gains seen in 2022.

Need tips on how to keep up with the shift towards in-app purchase revenue for social apps? Check out our latest <u>Monetization Guide</u>.

Average Annual Monthly Active Users for Social Apps by Subgenre

Annual Monthly Active Users Growth Indexed to 2020



Source: data.ai Intelligence | Note: Monthly active users across iOS, Android. Social apps are classified using data.ai's App IQ taxonomy.

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SOCIAL

A New Normal? Social Apps See Headwinds in the US Despite Global Growth

Active user growth remained strong across Social subgenres in 2023. However, results for subgenres in some notable markets like the US, China and the UK was more mixed.

In the United States, for example, average monthly active users for Communication, Social Networks and MicroBlogging apps was below the levels in 2020, and Shorts Videos and Discussion & Forum apps also saw a year-over-year decline.

Mature mobile markets are seeing Social usage stabilize after the rapid increase caused by the start of the pandemic in 2020.

With 164 unique subgenres across 20 genres, data.ai's <u>App IQ taxonomy</u> gives you the granularity you need to analyze the latest trends in the market.

SOCIAL

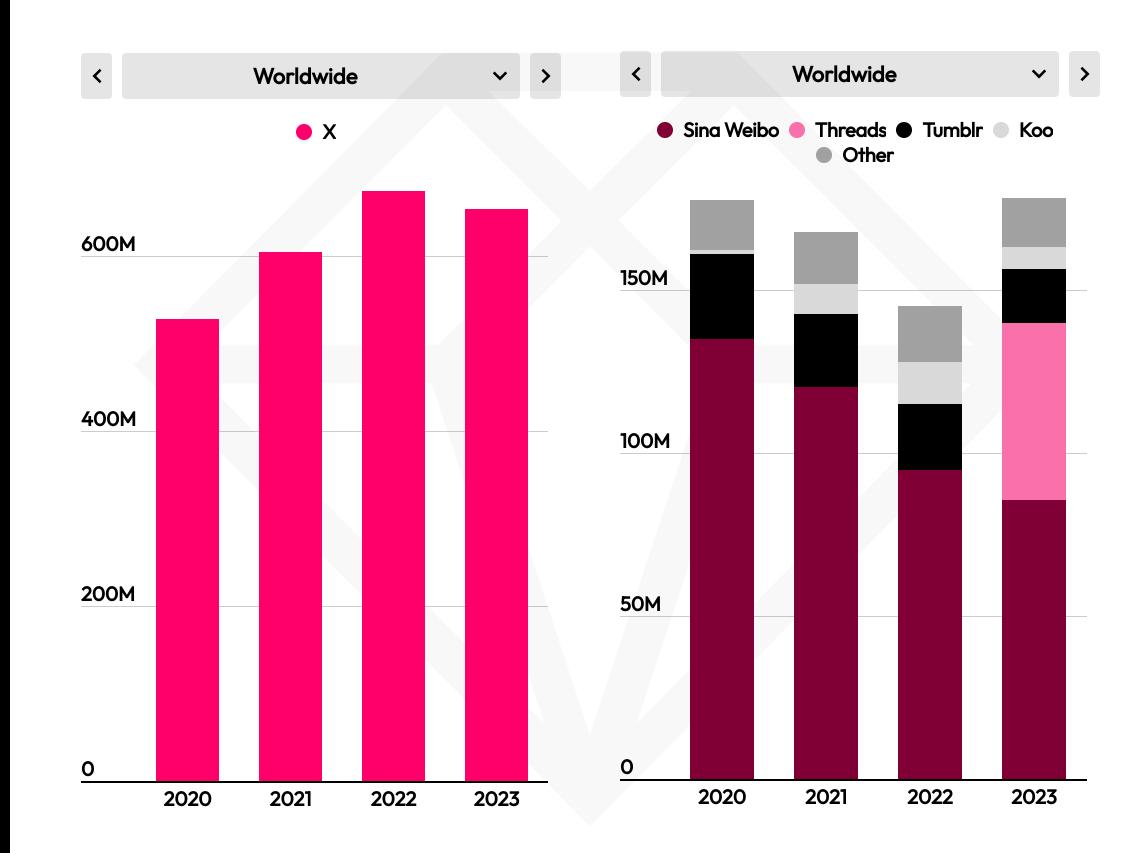
Are Visual-Focused Social Apps Making MicroBlogging Less Relevant?

<u>X's</u> struggles to keep its user-base have been well publicized in 2023. While this has prompted a number of competitors like <u>Threads</u> and <u>Bluesky</u> to launch in 2023, the ceiling for MicroBlogging's market is still in question with many mobile users preferring video-based platforms like <u>TikTok</u>.

Globally, the decline in X usage has been more than offset by growth from competitors like Threads. In the US, however, X competitors have yet to make up for the decline in X's user base and overall MicroBlogging usage declined slightly in 2023.

Keep track of our latest reports on Threads and other breakout apps on <u>our blog</u>

MicroBlogging App Average MAU by Market



Source: data.ai Intelligence | Note: Monthly active users across iOS, Android. MicroBlogging apps are classified using data.ai's App IQ taxonomy.

SOCIAL

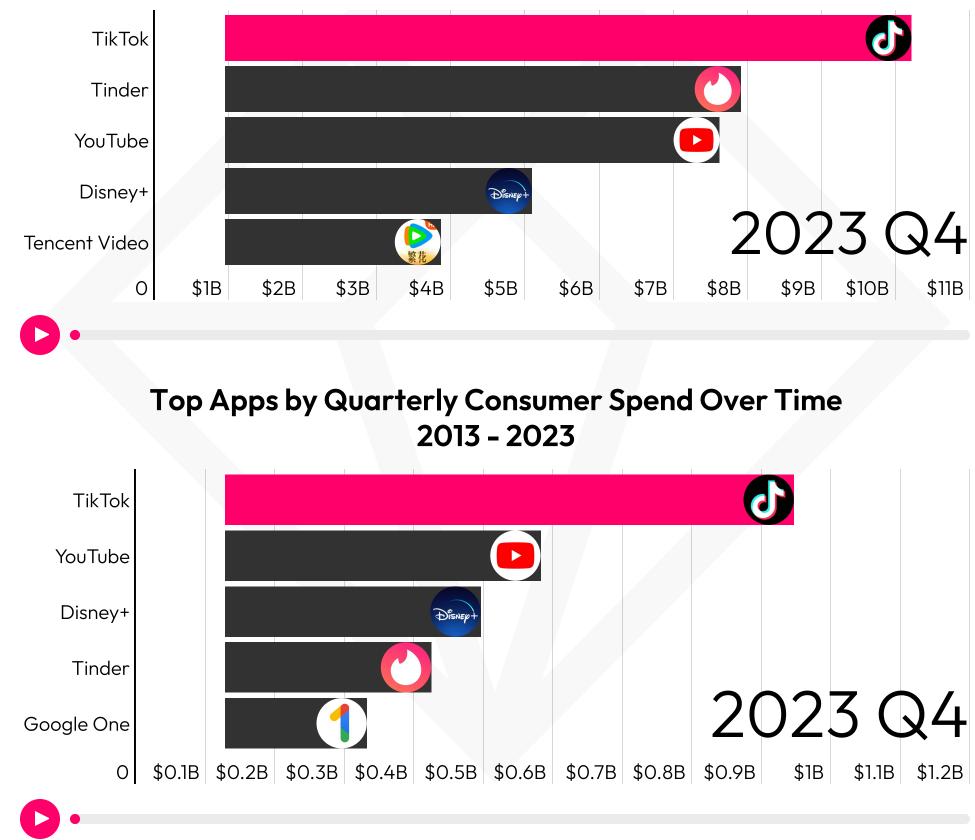
Watch TikTok's Rapid Climb to \$10 Billion — the First App to Ever Reach This Milestone

<u>TikTok</u> became the first app ever - including games - to reach \$10 billion in all-time consumer spend. This milestone seemed impossible only a few years ago. It took nearly 10 years for any non-game app to accumulate just \$1 billion in all-time consumer spend. TikTok is now surpassing \$1 billion in consumer spend each quarter.

TikTok unlocked the secret to monetization on mobile. The bulk of its in-app purchase revenue comes from coins which can be used to tip creators during live streams.

data.ai customer? <u>Check out the revenue trajectory for these top apps.</u> Which ones will reach \$10 billion next and which ones are losing steam?

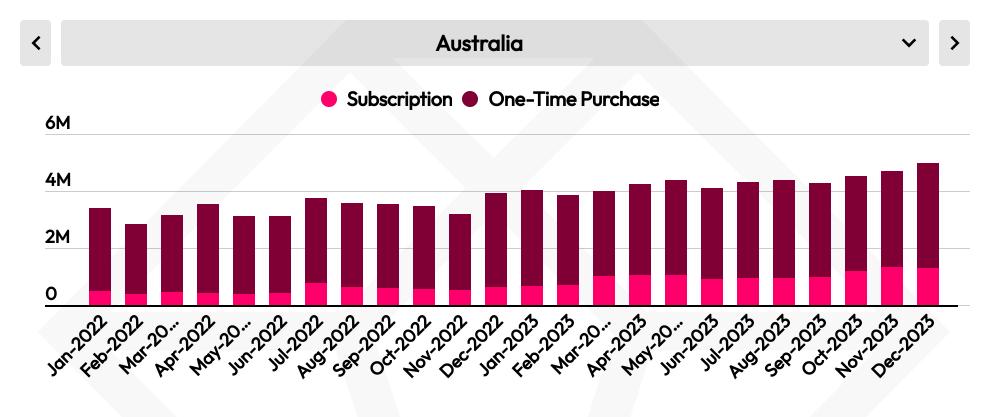
Top Apps by Cumulative Consumer Spend Over Time 2013 - 2023



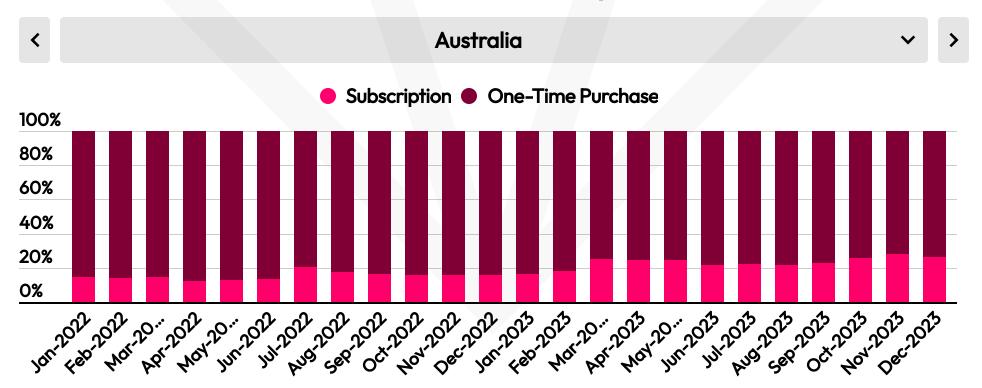
Source: data.ai Intelligence | Note: Consumer Spend across iOS, Google Play; China is iOS only. Spend is gross — inclusive of any percent taken by the app stores. Excludes mobile games

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Subscription vs. One-Time Purchase Consumer Spend for Social Apps



Share of Consumer Spend



Source: data.ai Intelligence | Note: Consumer Spend is iOS only. Social apps are classified using data.ai's App IQ taxonomy and include Short Videos and Live Streaming apps from the Entertainment genre and excludes Dating.

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Can Other Apps Capture TikTok's IAP Success?

It took a while for leading social platforms to expand from advertising as their only source of revenue on mobile. <u>TikTok's</u> success with tipping as well as the rise of the subscription model outside of mobile games has revealed the potential for in-app purchases to boost revenue. Consumer spend in Social apps nearly doubled between 2020 and 2023.

While TikTok's monetization mostly comes from one-time purchases, it is an outlier in this respect. Nearly all other top non-game monetizers rely heavily on subscriptions. <u>Snapchat</u>, for example, has found strong revenue growth with its Snapchat+ subscription.

<u>Instagram</u>, on the other hand, is attempting to replicate some of TikTok's magic with its Instagram Badges (similar to TikTok coins).

Want to see how well Instagram Badges are performing? data.ai customers can track the latest trends with <u>IAP SKU</u>

SOCIAL

TikTok Monetization is Unparalleled

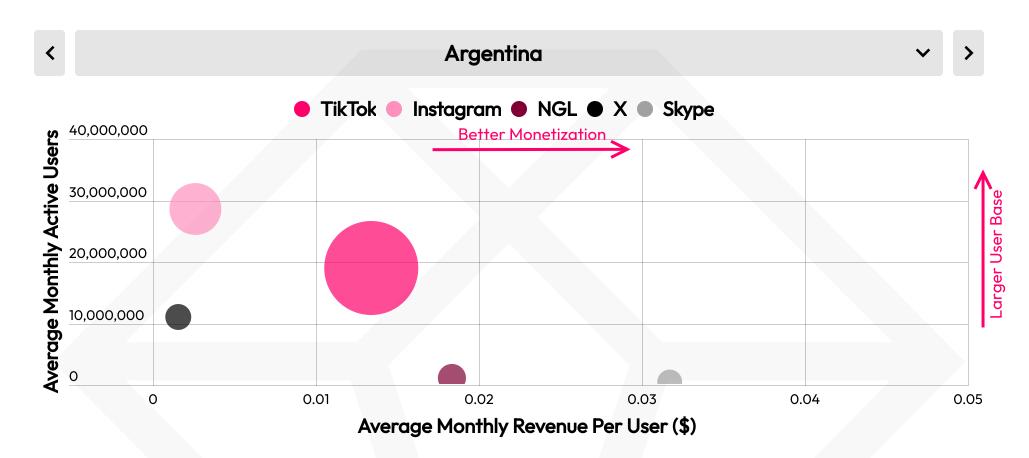
<u>TikTok</u> now earns more than \$1 per user in the United States, up from just 67 cents per user in 2022. Among the top five apps by total consumer spend, Discord ranks a distant second at 17 cents per user.

Some of the largest social media platforms in the US do show some promise in terms of monetizing through in-app purchases. <u>Snapchat's</u> consumed spend increased 5X on the back of its Snapchat+ subscription, and Instagram also saw rapid growth.

It'll be interesting to see how long these social platforms can maintain this strong monetization. In-app purchases are becoming a critical way for social platforms to mitigate the risks seen in the advertising market.

data.ai customers can use <u>Insights Generator</u> to discover the heavy hitters for user monetization in any genre

Social App Monetization



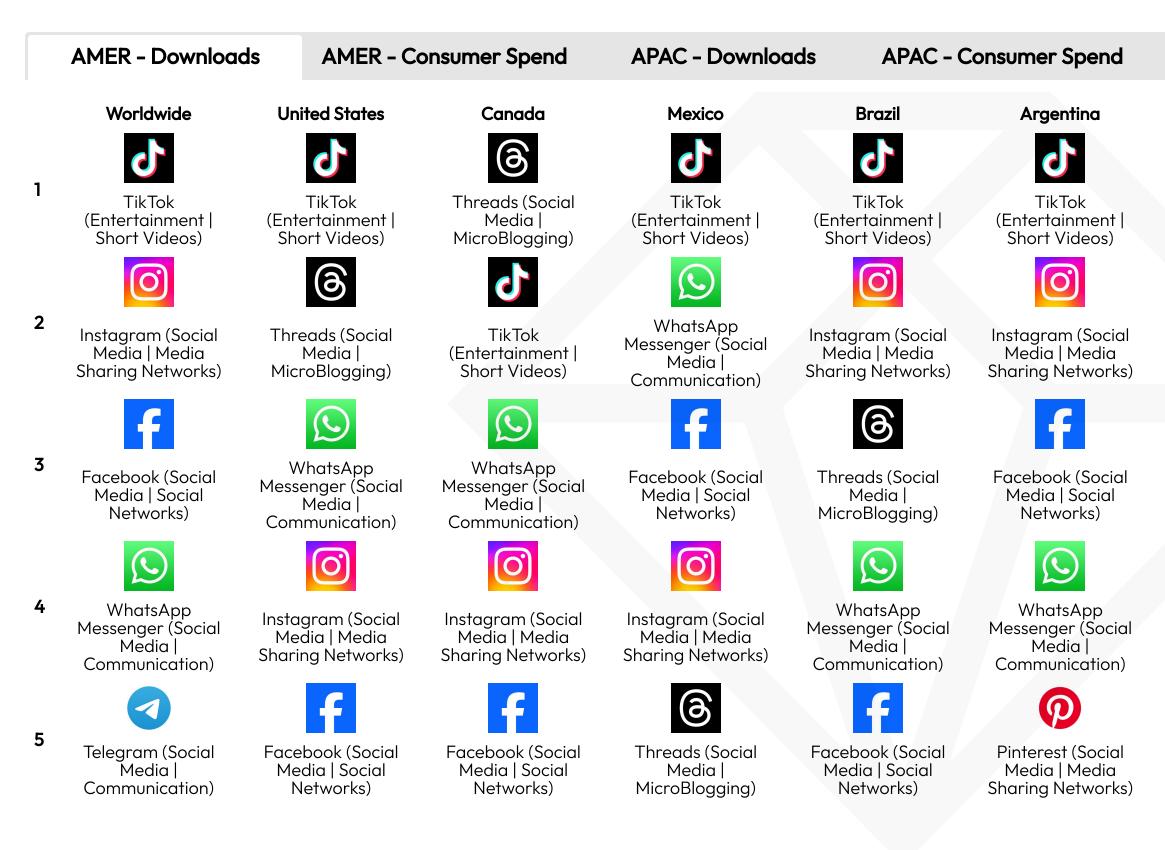
Yearly Average Monthly ARPU for Top Social Apps



Source: data.ai Intelligence | Note: Consumer Spend across iOS, Google Play; China is iOS only. MAU across iOS, Android; 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 and include Short Videos apps from the Entertainment genre and excludes Dating.

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2023 Rankings by Market | Social



Source: data.ai Intelligence | Note: Top Apps by yearly Downloads and Consumer Spend across iOS, Google Play. Social apps are classified from Social Media (excluding Dating) and Entertainment - 'Short Videos' and 'Live Streaming' subgenres using data.ai's App IQ taxonomy as of Jan 4, 2024.

EMEA - Downloads

EMEA - Consumer Spend

Colombia



TikTok (Entertainment | Short Videos)



Facebook (Social Media | Social Networks)



Instaaram (Social Media | Media Sharina Networks)



WhatsApp Messenger (Social Media | Communication)



Telegram (Social Media | Communication) Chile



TikTok (Entertainment | Short Videos)



Instagram (Social Media | Media Sharing Networks)



WhatsApp Messenger (Social Media l Communication)



Facebook (Social Media | Social Networks)



Telegram (Social Media | Communication) Peru



(Entertainment | Short Videos)



Facebook (Social Media | Social Networks)



WhatsApp Messenger (Social Media l Communication)



Instaaram (Social Media | Media Sharing Networks)



Telegram (Social Media | Communication) data.ai | STATE OF MOBILE 2024

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Food & Drink

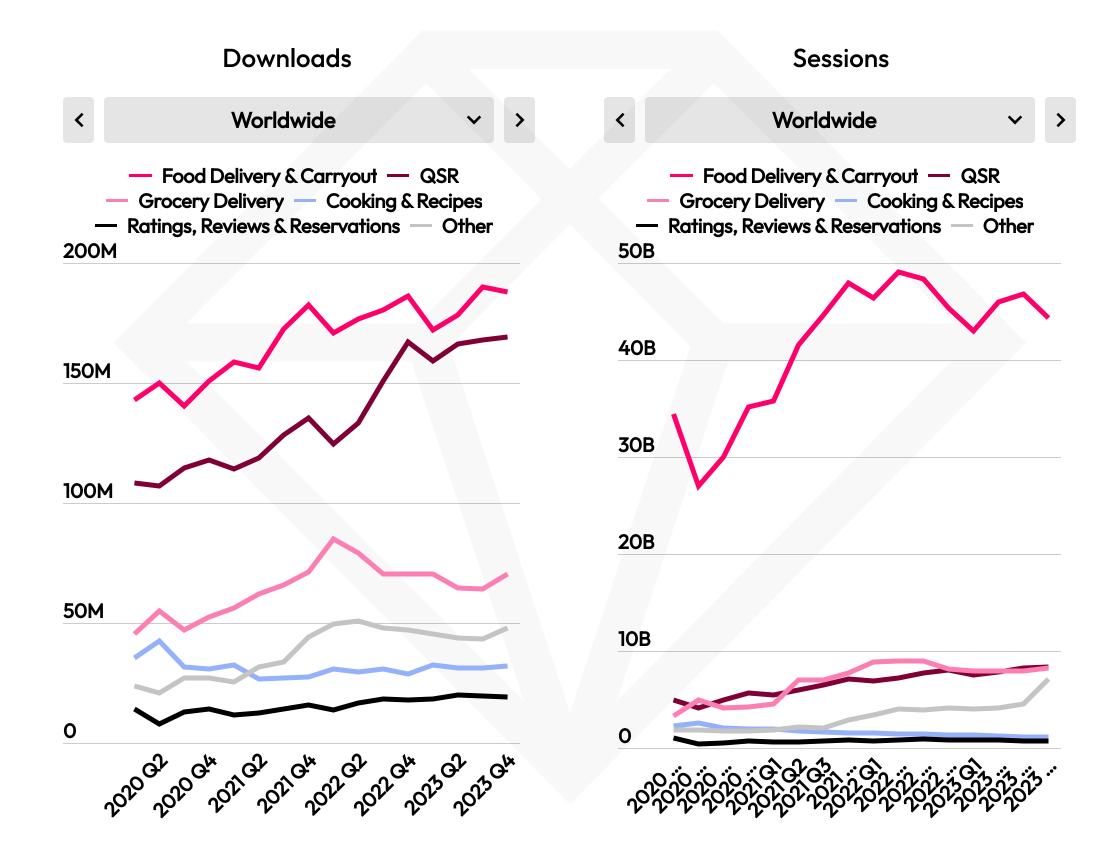
No turning back: hungry consumers embrace mobile ordering and food delivery as weekly habits.



DiDi as a global leader in ride-hailing services, continues to grow rapidly in international markets in providing affordable ride-hailing, food delivery and fintech services in 2023. In this venture, data.ai has been a trustworthy and invaluable analytics partner, providing us comprehensive market data and user behavior analytics, which have enabled us to understand and adapt to diverse market dynamics across different regions. Their in-depth analysis of app usage trends, competitive landscapes, and consumer preferences have been pivotal in crafting localized marketing strategies. **Ajay Kaul** Global Performance Marketing Head



Quarterly Metrics for Food & Drink Subgenres by Market



Source: data.ai Intelligence | Note: Downloads across iOS, Google Play; China is iOS only. Sessions on Android Phones only. Food & Drink apps are classified using data.ai's App IQ taxonomy.

FOOD & DRINK

Food & Drink Apps Soared During the Pandemic and Maintained the Gains Since

Quick-service restaurant (QSR) apps downloads climbed 50% between 2020 and 2023, with most of that growth coming since Q3 2022. QSR saw particularly strong adoption growth in China and the UK.

Food Delivery & Carryout remained the top subgenre by downloads and held an even larger gap by total sessions. While sessions have dropped off a bit from their peak in 2022, they remain well above pre-pandemic levels.

In the US, the QSR and Food Delivery & Carryout subgenres have diverged as in-person dining resumed, both in terms of new downloads and sessions. Top QSRs like <u>McDonald's</u> and <u>Starbucks</u> have made mobile apps an integral part of their strategy, including loyalty and rewards programs and in-app ordering options.

Combine <u>data.ai's Market Size</u> with its unique <u>App IQ taxonomy</u> to monitor the latest trends for Food & Drink apps $\langle\!\!\!\langle\!\!\rangle\!\rangle$

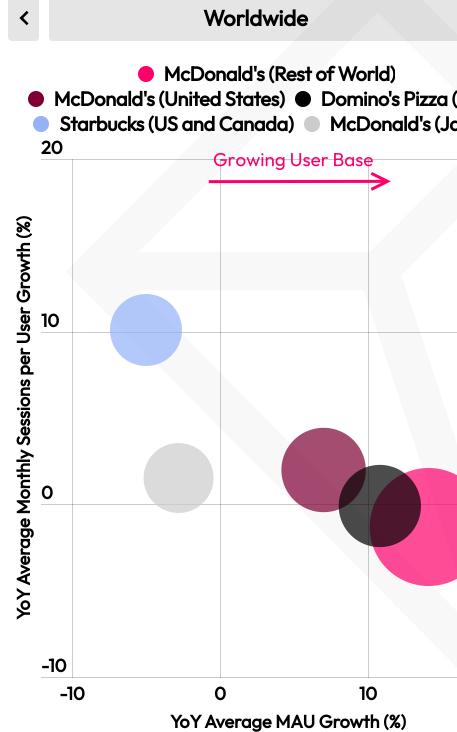
Mobile Apps Provide a Valuable Way to Boost **Customer Loyalty**

Like many retailers, QSR apps have found that improving the customer experience and adding rewards programs are great ways to keep customers coming back.

Discover which apps have been the best at adding users and increasing engagement. In the United States, for instance, <u>McDonald's</u> and <u>Domino's</u> were able to grow their user base and increase the number of sessions per user in 2023.

Discover how McDonald's is boosting engagement with features like a rewards program, mobile ordering and delivery

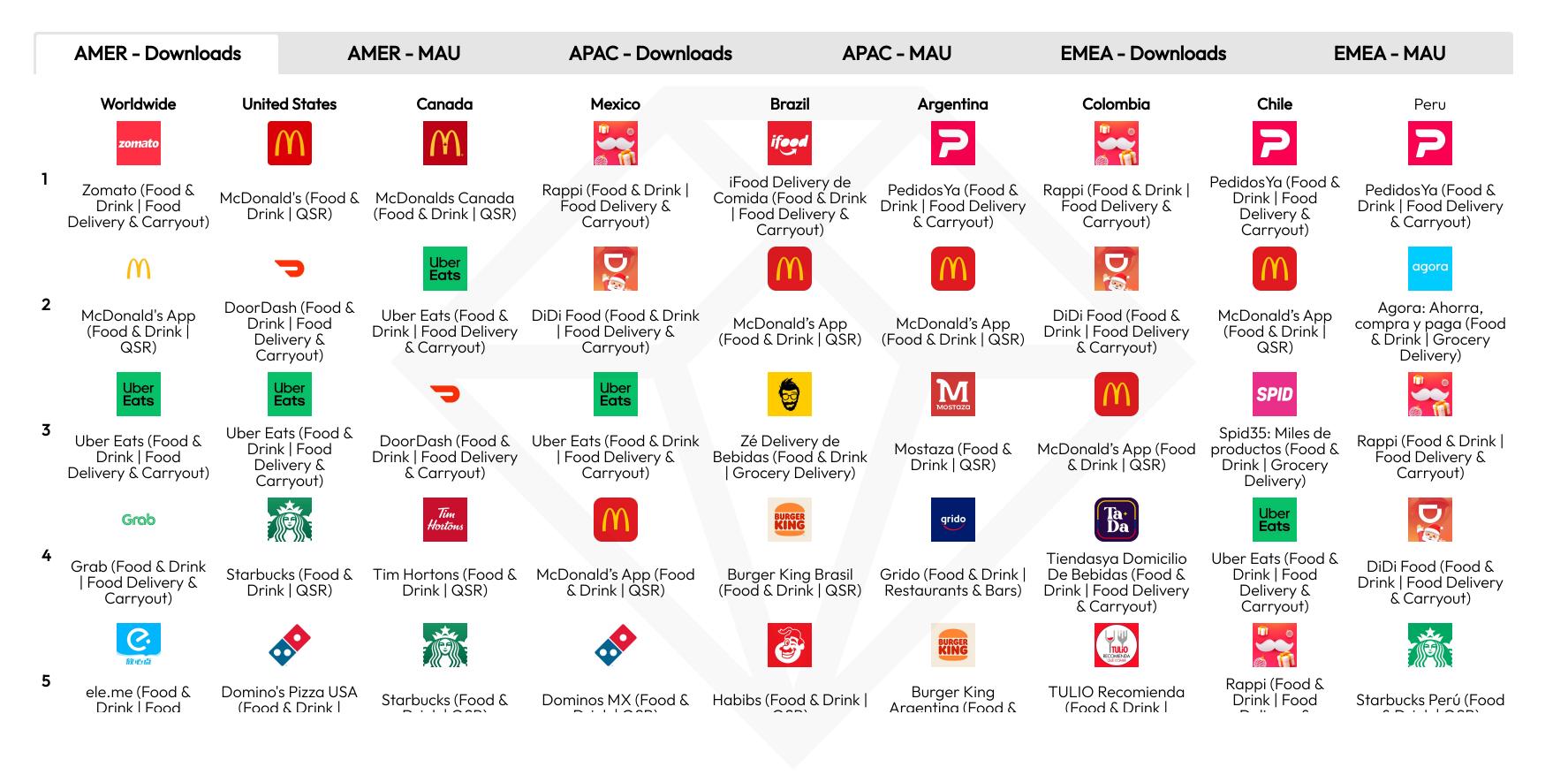
Top Quick-Service Restaurant Top Apps by Average MAU (QSR) App MAU Growth vs. in 2023 Session per User Growth Worldwide > $\mathbf{\vee}$ App McDonald's (Rest of World) McDonald's (Rest of World) McDonald's (United States) Domino's Pizza (India) Starbucks (US and Canada) McDonald's (Japan) McDonald's (United States) 2 **Growing User Base** Domino's Pizza (India) 3 Starbucks (US and Canada) Improving Engagemen McDonald's (Japan) 5 McDonald's (LATAM) KFC (China) Chick-fil-A Domino's Pizza (United States) Taco Bell 10 0 0 10 20



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Source: data.ai Intelligence | Note: MAU across iOS and Android. Sessions on Android Phones only. QSR apps are classified using data.ai's App IQ taxonomy.

2023 Rankings by Market | Food & Drink



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Top Features Loved by Food & Drink





Download Channel

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Travel

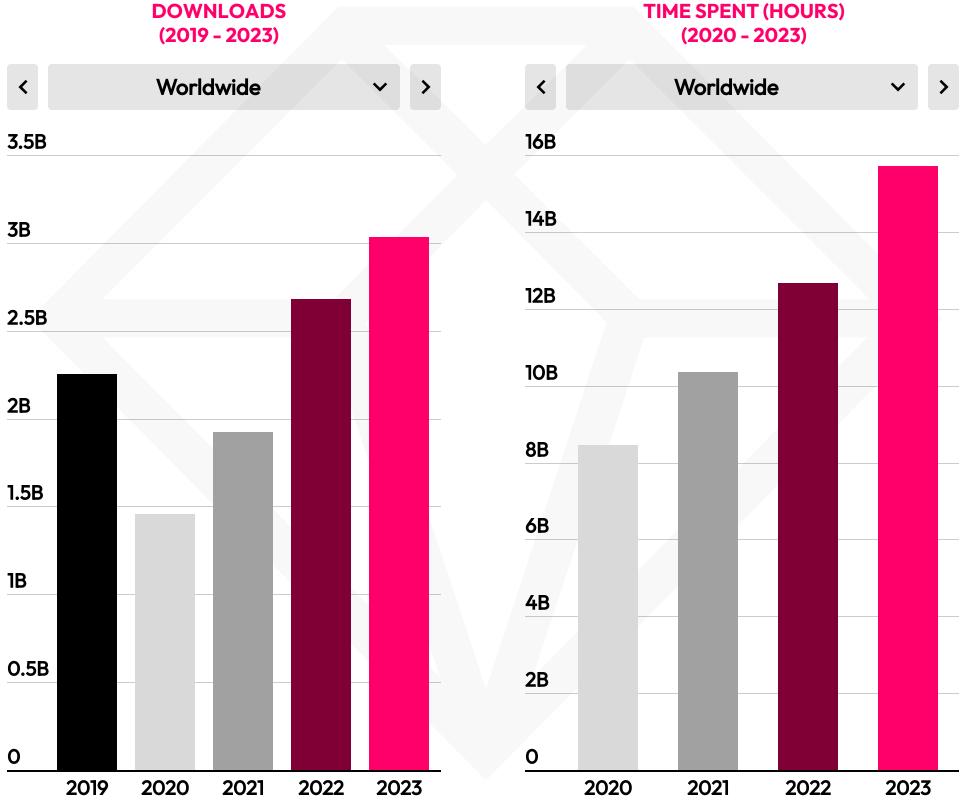
The travel floodgates are open: pent-up demand reshapes consumer spending priorities.



As a leading global travel service provider, Trip.com ensures world-class customer service through its all-in-one app offerings. Committed to pursuing the perfect trip for a better world, we constantly seek creative ways to serve and engage our users. Our partnership with data.ai has helped us access precise market insights and embrace new opportunities in the ever-changing mobile app landscape. Han Feng Senior Marketing Director



Travel App Trends in Key Markets



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

TRAVEL

Record-Breaking Travel Continued in 2023 with Downloads Up 20% Compared to 2019

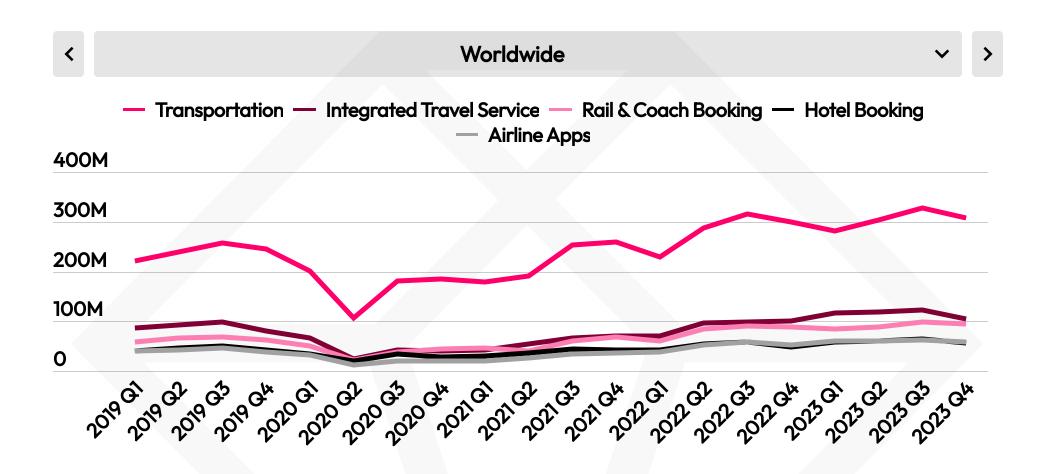
It didn't take long for travel to come roaring back. By 2022, downloads were well-above pre-pandemic levels in most markets. Travel app downloads came roaring back after the COVID-19 pandemic in 2022.

With outsized growth coming from pent up demand following years of low travel, it was uncertain whether these gains would hold in 2023. The results are in and it is clear that the huge demand for travel was not a one-off.

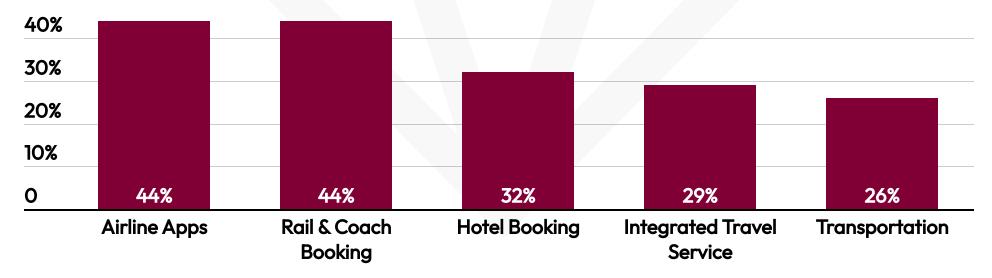
Compared to the low in 2020, global downloads more than doubled by 2023 and time spent was up more than 85%.

Check out our analysis of the record-setting travel during the summer of 2023

Quarterly Travel App Downloads by Subgenre



Download Growth Between 2019 and 2023



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

Travel is Back and Better Than Ever in 2023

Top subgenres all saw positive year-over-year growth, including 34% growth for Integrated Travel Service, 23% growth for Airline Apps and 16% growth for Hotel Booking.

The travel rebound was strong across the globe. In nearly all top markets, at least four of the top five subgenres had more downloads in 2023 than in pre-pandemic 2019.

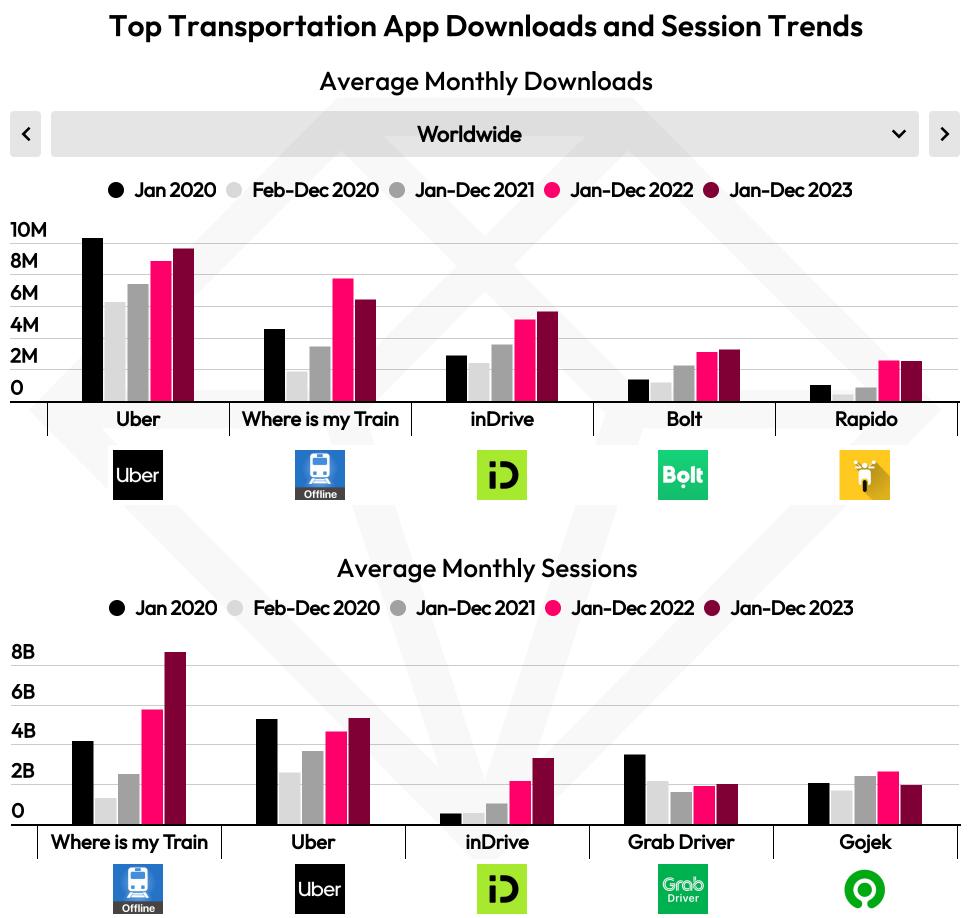
data.ai customer? <u>Find out</u> whether specific travel apps are relying on paid or organic channels to acquire new users

Rideshare Outlook Improving But Struggling to Find Pre-**Pandemic Success**

Downloads and sessions for top rideshare apps like <u>Uber</u> have continued to improve from the low seen in 2020 during the pandemic. However, many apps have yet to reach the levels they had in January 2020 (before the start of the pandemic in most countries).

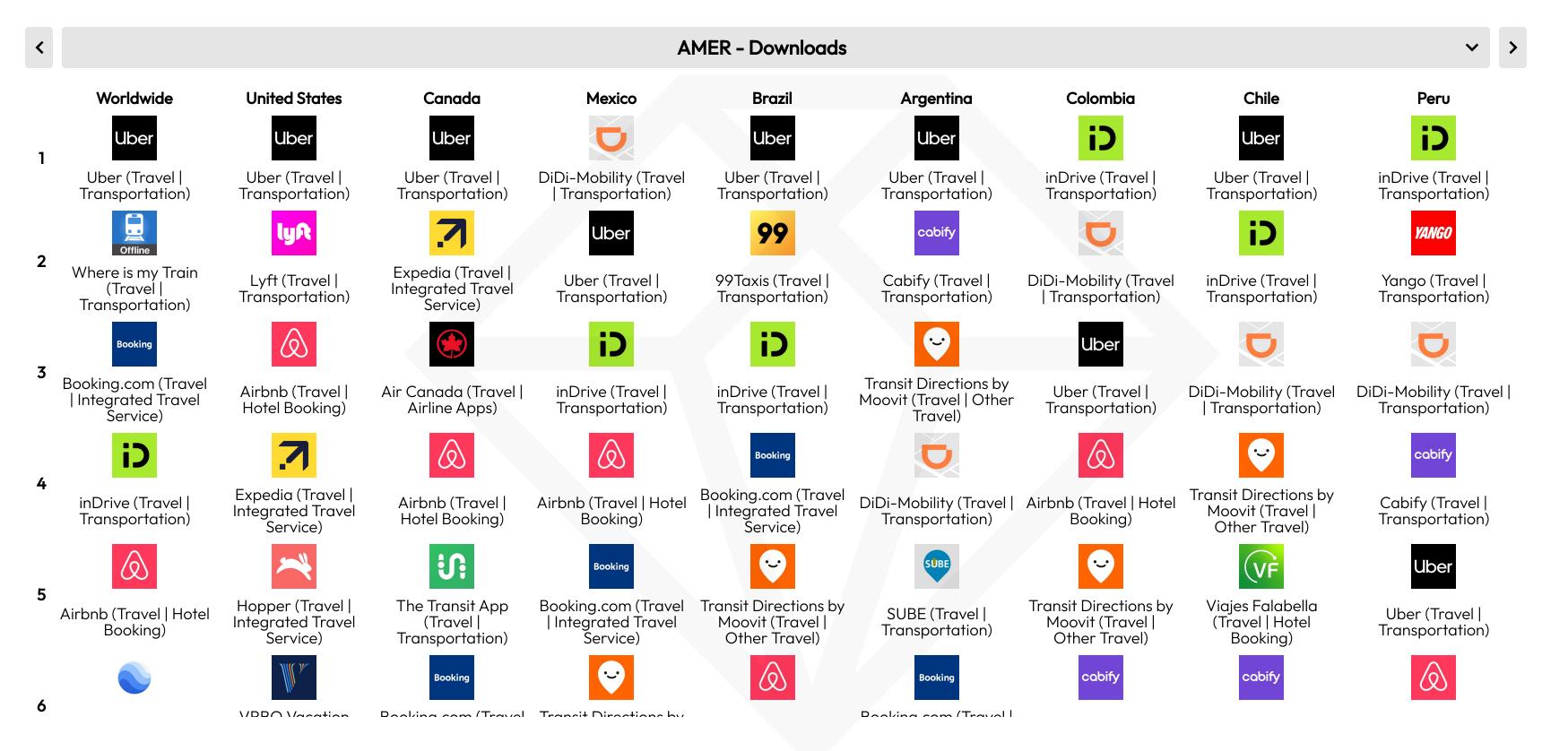
Uber's monthly downloads in 2023 were down 14% compared to January 2020. Meanwhile, its sessions have just reached pre-pandemic levels in 2023.

Has rideshare audience attention returned? Find out with Insights Generator, part of data.ai Intelligence



Source: data.ai Intelligence | Note: Downloads across iOS, Google Play; China is iOS only. Sessions on Android Phones only. Transportation apps are classified using data.ai's App IQ taxonomy.

2023 Rankings by Market | Travel



Source: data.ai Intelligence | Note: Top Apps by yearly Downloads and year-over-year download growth across iOS, Google Play. Travel apps are classified using data.ai's App IQ taxonomy.as of Jan 4, 2024.

Health & Fitness

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



"Noom is dedicated to empowering people everywhere to live a better, healthier life," said Barry Wright, chief of staff at Noom. "We're constantly learning about how people are tackling their health and wellness goals, and using tools like data.ai helps us uncover critical insights about what people need, and how our products are keeping people engaged along their health journeys."

Barry Wright Chi<u>ef of Staff</u>



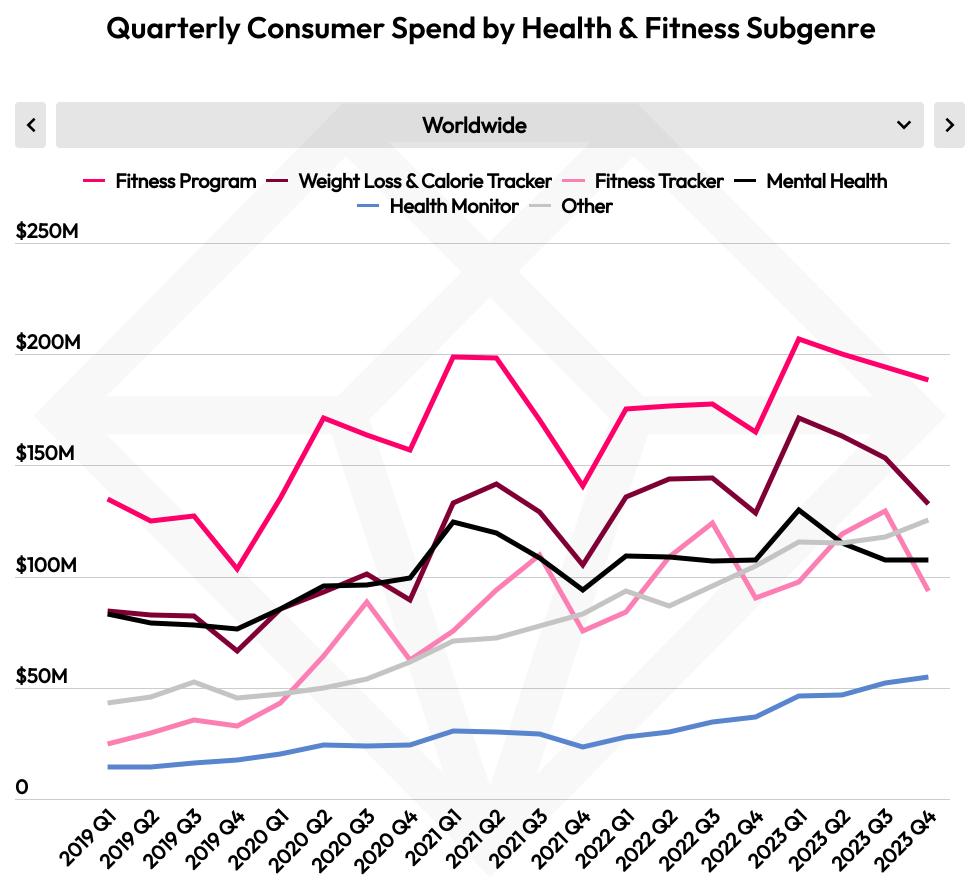
HEALTH & FITNESS

Know Your Market — Health & Fitness Preferences Vary By Market

All top Health & Fitness subgenres saw strong consumer spend growth in 2023, with Fitness Programs and Weight Loss & Calorie Trackers leading the way. The US is the top market for Health & Fitness accounting for nearly half of all consumer spend in 2023.

Consumer spend trends for different subgenres vary significantly by market. Discover which are growing the fastest.

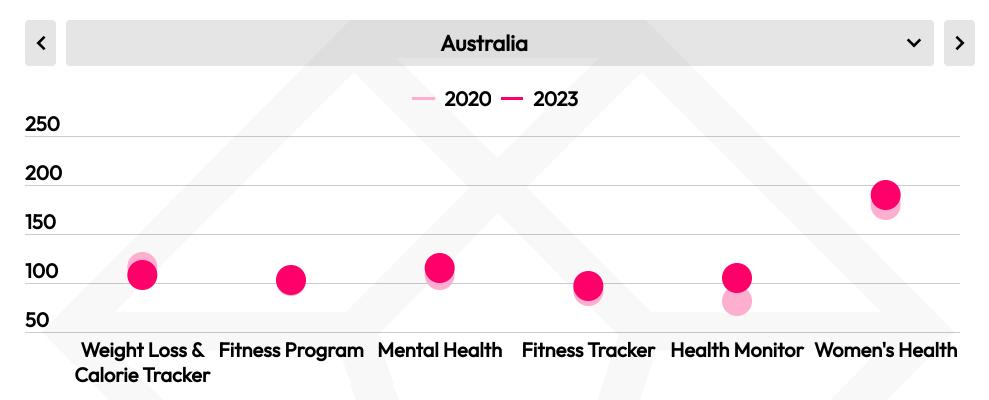
Discover the monetization leaders by metrics like average revenue per paying user (ARPPU), payer penetration, share of wallet and more with In-App **Purchase Behavior**



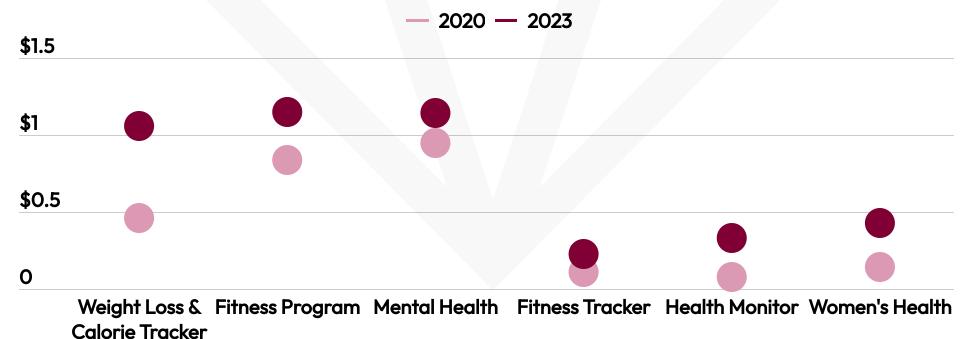
Source: data.ai Intelligence | Note: Consumer Spend across iOS, Google Play; China is iOS only. Spend is gross — inclusive of any percent taken by the app stores. Health & Fitness apps are classified using data.ai's App IQ taxonomy.

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Female Usage Index for Health & Fitness Subgenres 2020 vs 2023



Monthly Average Revenue per User for Health & Fitness Subgenres 2020 vs 2023



Source: data.ai Intelligence | Note: Consumer Spend across iOS, Google Play; China is iOS only. MAU across iOS and Android. Demographic data is Android only. Gender represented as Male and Female only and is not representative of all gender identities. Spend is gross — inclusive of any percent taken by the app stores. Health & Fitness apps are classified using data.ai's App IQ taxonomy. $\langle\!\!\!\langle\!\!\rangle$

HEALTH & FITNESS

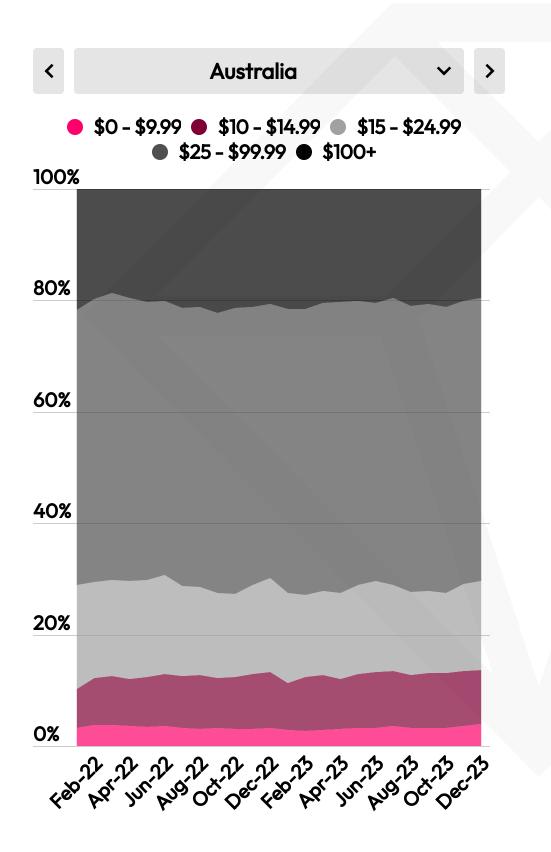
Health & Fitness Revenue Has Surged — What Demographics are Providing This Growth?

Consumer spend in Health & Fitness apps has surged across all genres since 2020. In the United States, average revenue per user more than doubled in four top subgenres including Weight Loss & Calories Tracker (\$1.13 monthly ARPU in 2023) and Women's Health (\$0.38).

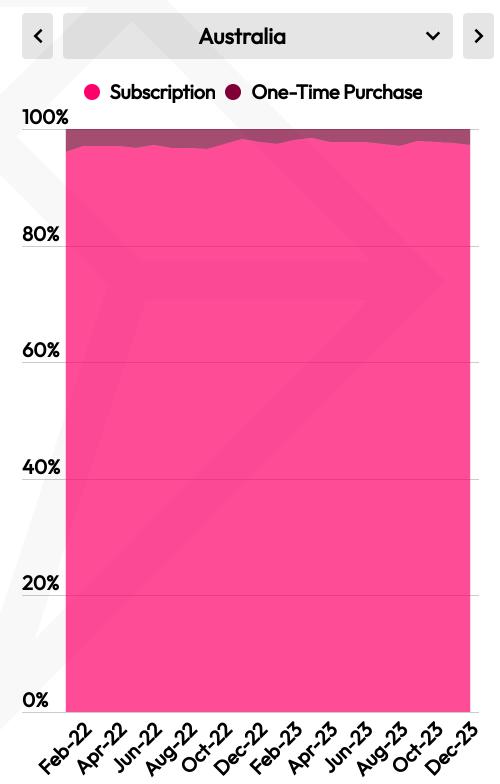
Mental Health apps gained popularity during the pandemic and brought in more users, especially more female users. Women's Health and Mental Health apps gained revenue by focusing on expanding their user base in general which skews more female. Other subgenres relied on broadening their appeal to a wider audience and their gender split became more balanced as a result.

<u>Develop user profiles</u> based on demographics and user behaviors to guide future product improvements

Share of Health & Fitness Consumer Spend by Price on iOS



Share of Health & Fitness Consumer Spend by Subscription vs. One-Time Purchases on iOS



Source: data.ai Intelligence | Note: IAP SKU data is iOS only.

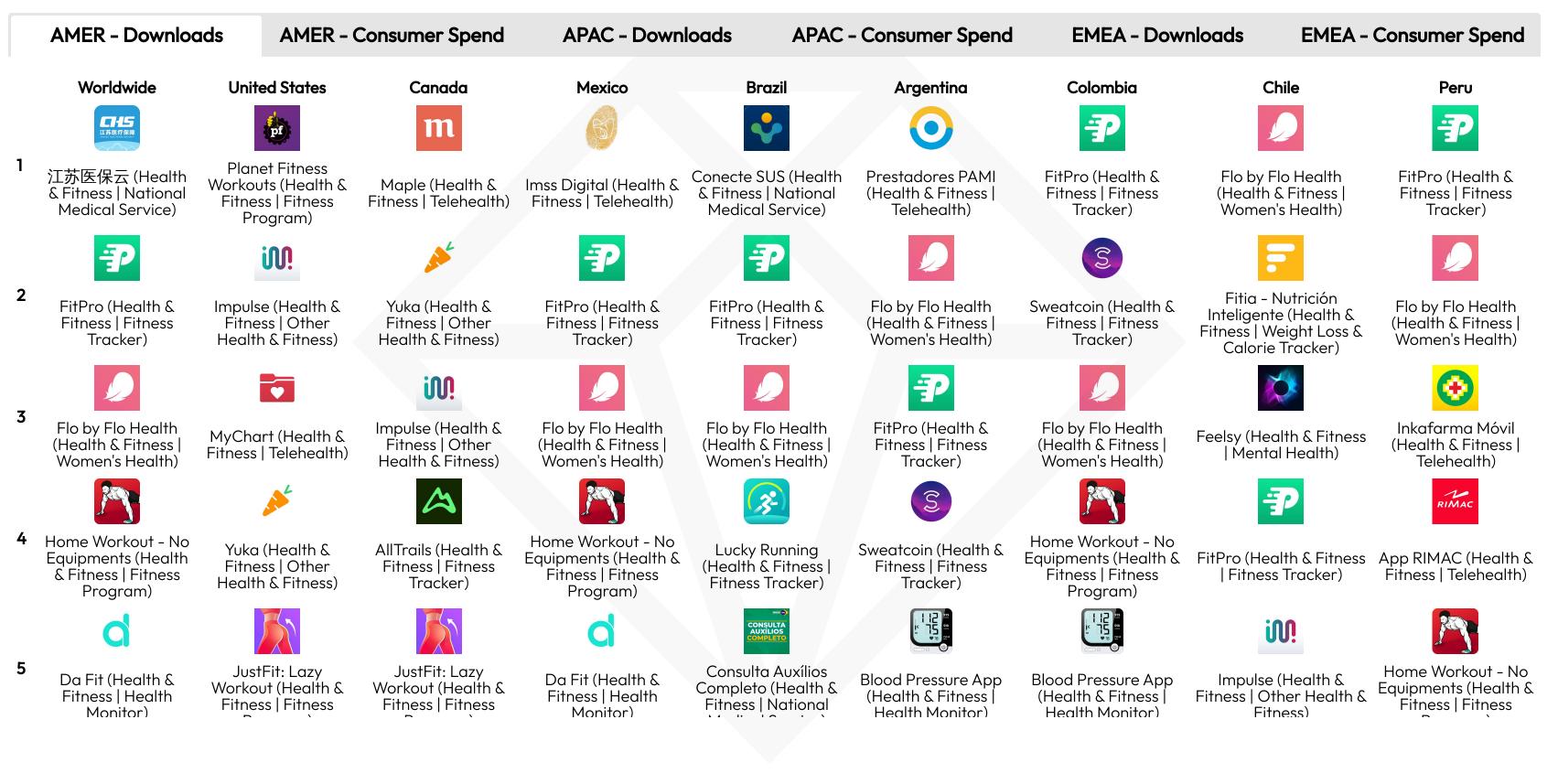
Higher Prices and Subscriptions Improve Health & Fitness Monetization

As prices increased across a variety of industries in 2022 and 2023, Health & Fitness apps were no exception. Some of this increase came from raising prices, but others used their product loyalty to push annual subscriptions which improve retention and give apps more certainty about their revenue.

Not surprisingly, subscriptions are still the preferred inapp purchase option for most Health & Fitness apps. Onetime purchases still take a significant share of consumer spend in some APAC markets like China, Japan, and South Korea.

Want to see which in-app purchases are driving revenue growth? Try <u>data.ai's IAP SKU</u>

2023 Rankings by Market Health & Fitness



data.ai | STATE OF MOBILE 2024

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.







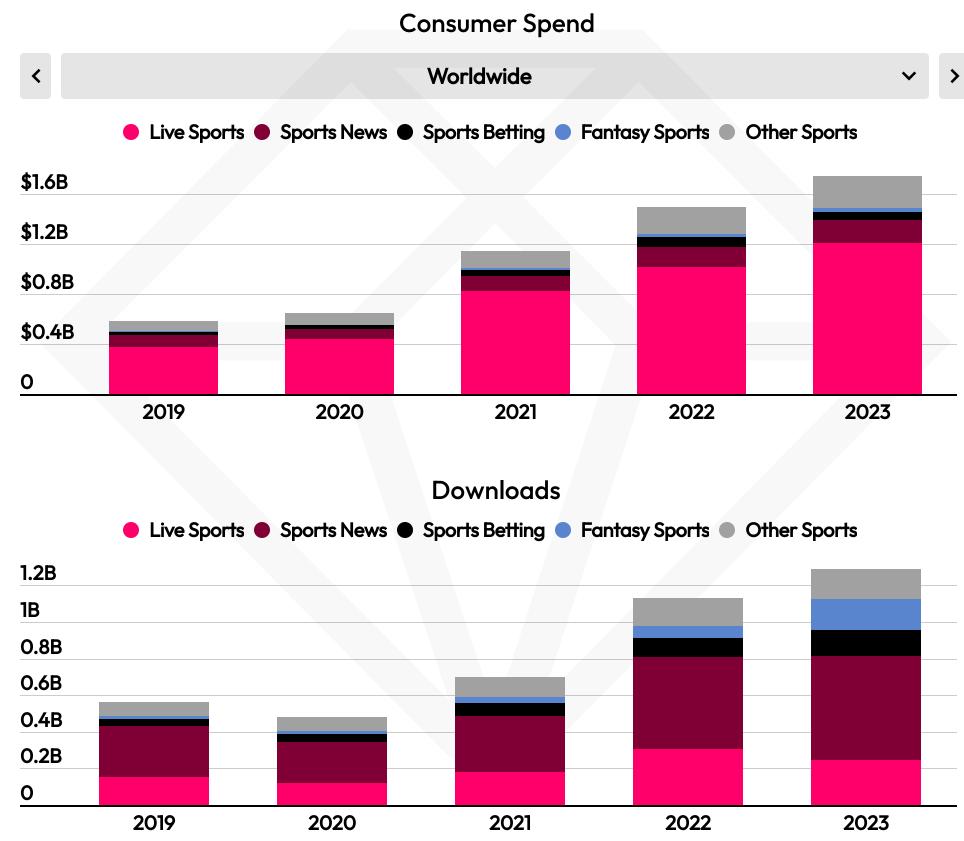
A Win for Sports Apps as Huge Growth Continues in 2023

Following a brief lull as live sports shut down at the start of the pandemic in 2020, the demand for sports apps came roaring back. Consumer spend climbed 23% year-overyear in 2023 to \$1.8 billion, more than double the total from back in 2019.

Live Sports still provided the bulk of consumer spending among sports apps. In terms of downloads, Fantasy Sports has taken off in recent years and Sports Betting continues to gain traction after it was legalized in the United States.

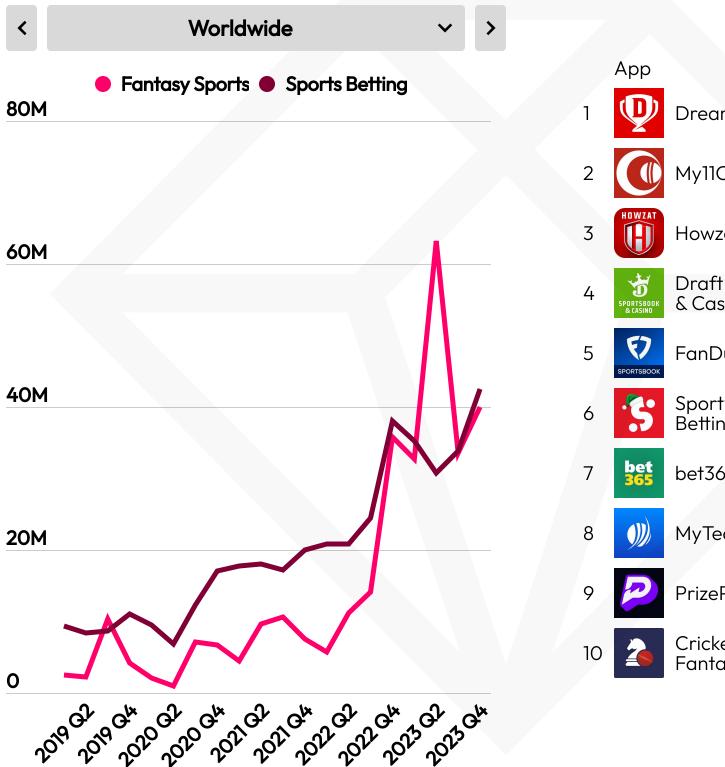
Sports app performance is highly dependent on seasons and events. See which leagues and events are driving growth by studying weekly or monthly trends.

Sports App Consumer Spend and Downloads by Subgenre



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

Fantasy Sports vs Sports Betting Downloads by Country



Top Fantasy Sports and Sports Betting Apps by Downloads in 2023

	Арр		Subgenre
1	\mathbf{P}	Dream11	Fantasy Sports
2		My11Circle	Fantasy Sports
3	HOWZAT	Howzat	Fantasy Sports
4	SPORTSBOOK & CASINO	DraftKings Sportsbook & Casino	Sports Betting
5	SPORTSBOOK	FanDuel Sportsbook	Sports Betting
6	5	SportyBet - Sports Betting App	Sports Betting
7	bet 365	bet365 Sports	Sports Betting
8		MyTeam11	Fantasy Sports
9	P	PrizePicks	Fantasy Sports
10	2	Cricket Exchange Fantasy	Fantasy Sports

You Can Bet On It! Sports Apps Let Users Feel Like They are a Part of the Action

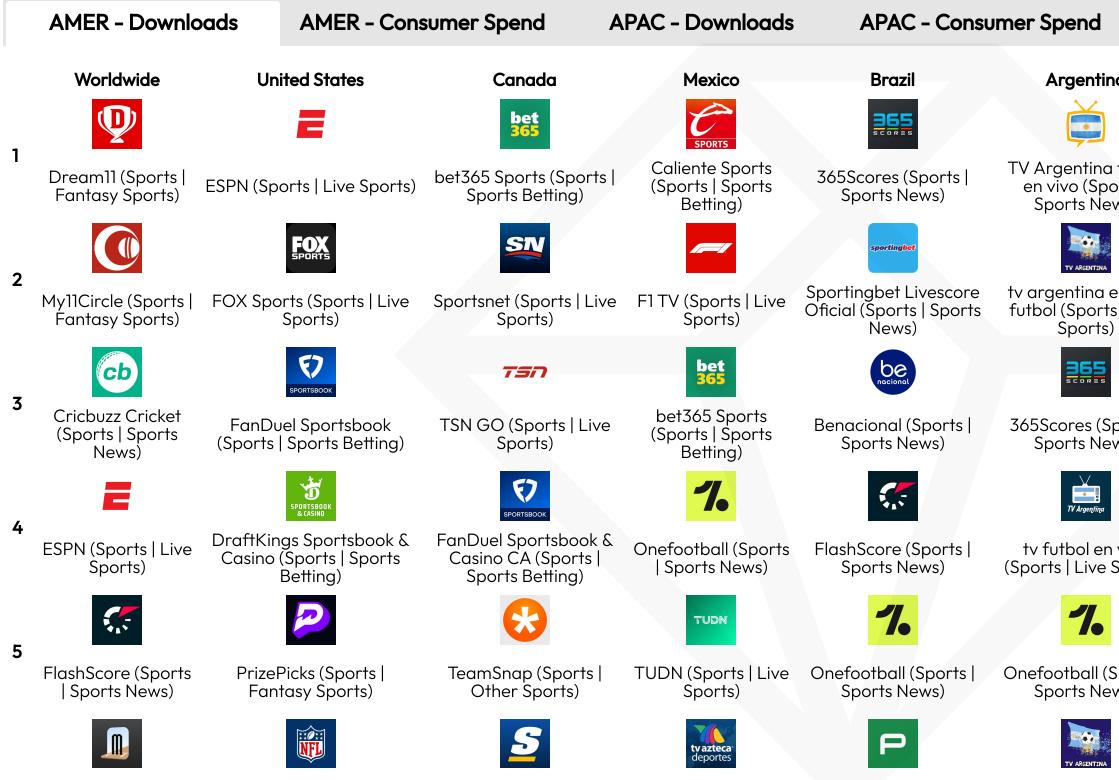
The legalization of sports betting in the United States has prompted a surge in adoption over the past three years. Sports Betting has now surpassed Fantasy Sports in terms of new downloads, reaching more than 12 million downloads in Q4 2023.

Fantasy Sports apps peak in the US at the start of National Football League season, while Sports Betting is highest in Q1 with March Madness and the Super Bowl as marquee events.

Globally, the surge in Fantasy Sports apps is largely due to their emergence in India, where fantasy cricket apps like <u>Dream11, My11Circle</u>, and <u>Howzat</u> are the among the most popular Fantasy Sports apps in the world.

The most recent new competitor in the United States sports betting market came from sports giant ESPN, which launched <u>ESPN BET</u> in November 2023. Track its performance with data.ai Intelligence.

2023 Rankings by Market | Sports



Source: data.ai Intelligence | Note: Top Apps by yearly Downloads and Consumer Spend across iOS, Google Play. Sports apps are classified using data.ai's App IQ taxonomy.as of Jan 4, 2024

EI	MEA - Download	s EMEA - Co	EMEA - Consumer Spend				
na	Colombia		Peru				
i fútbol orts ws)	BetPlay (Sports Sports Betting)	Incorrecto (Sports Sports News) Estación Perfecta	BeSoccer (Sports Sports News)				
en vivo s Live)	Wplay.co (Sports Sports Betting)	Estacion perfecta (Sports Sports News)	FlashScore (Sports Sports News)				
ports ws)	365Scores (Sports Sports News)	Cuartos de final (Sports Sports News)	Mundo Futbol (Sports Sports News)				
	Θ	S	INGOXIZEEJIO				
n vivo Sports)	BeSoccer (Sports Sports News)	Estadio Tnt Sports (Sports Live Sports)	Incorrecto (Sports Sports News)				
		RAYO					
Sports ws)	Futbolero plus (Sports Sports News)	Rayo (Sports Sports News)	Futbolero plus (Sports Sports News)				
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Other Industries Embracing Mobile

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

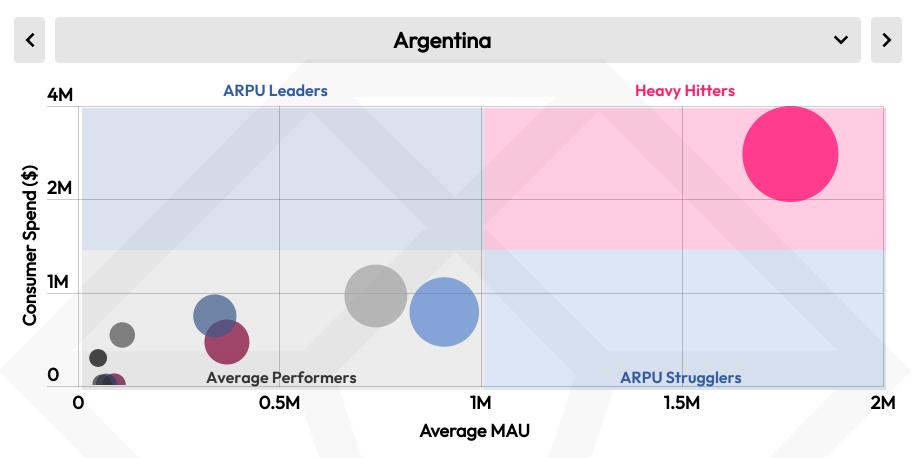


Honda is striving to understand customers as the automotive industry undergoes a historic transformation. We are using various initiatives to determine customers ever changing value and need, and will utilize mobile data to provide sustainable value and best mobility solutions.

Tsutomu Ogawa

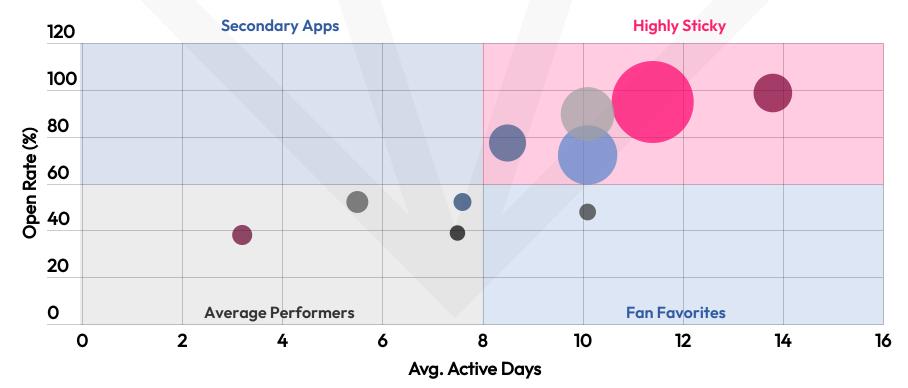
Manager Chief Engineer Foundation Development of Customer Understanding Department Data-driven Solution Development Division

HONDA



User Monetization: Consumer Spend vs. Average MAU in 2023

Usage Stickiness: Open Rate vs. Average Active Days in 2023



Source: data.ai Intelligence | Note: Consumer Spend across iOS, Google Play; China is iOS only. MAU across iOS and Android. Average active days and open rate are Android only. Spend is gross — inclusive of any percent taken by the app stores. Dating apps are classified using data.ai's App IQ taxonomy.

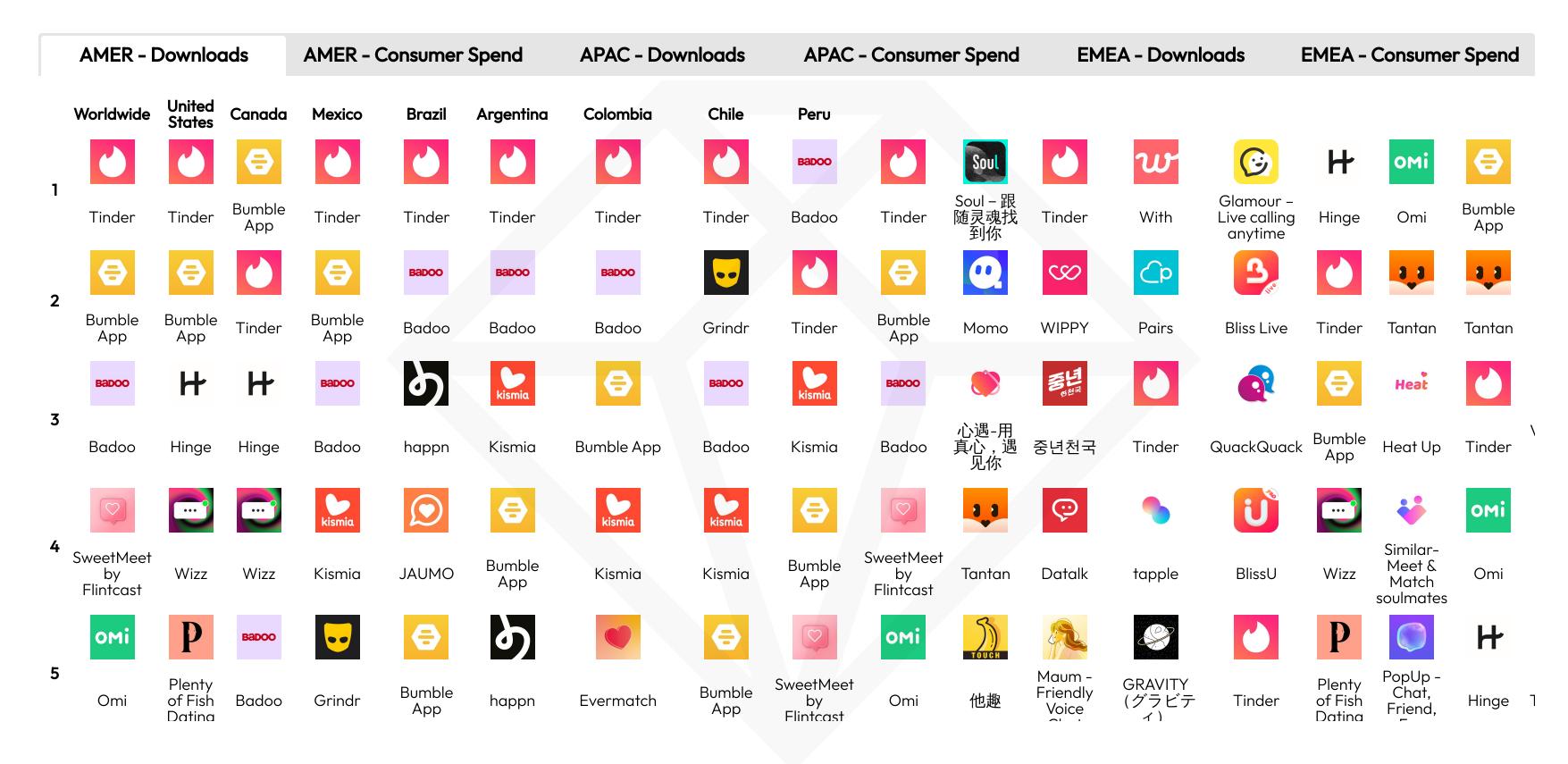
Dating Apps Adjust to Post-Pandemic Behavior

Perhaps counterintuitively, Dating app usage surged at the start of the pandemic even as people were stuck at home. Dating apps provided a useful way for people to socialize, if not in person, on their mobile devices. A number of apps aimed at finding friends also emerged, including <u>Wizz</u>, <u>Yubo</u> and <u>Wink</u>.

Consumer spend growth has slowed in some key markets like the US and China as Dating behaviors continue to adjust to a post-lockdown world. Developing markets show more opportunity. Discover the state of the dating market in 2023: which apps are the best performers in terms of monetizing users and encouraging them to keep using the apps.

<u>Take our course</u> on how to get the most out of Insights Generator

2023 Rankings by Market | Dating & Friend-Finding



TICKET SERVICE

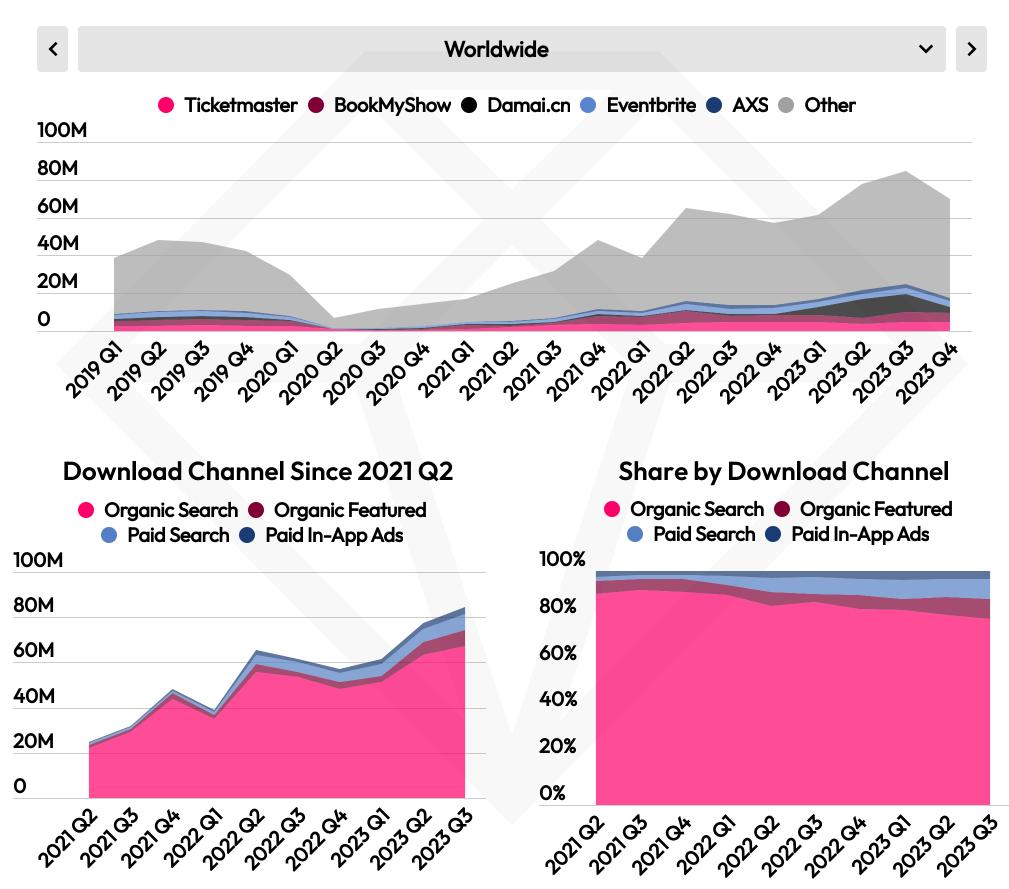
Ticketing Apps in Higher Demand Than Ever as Consumers Flock to In-Person Events

In-person events, which came roaring back in 2022, were even more popular in 2023. Global downloads hit a new high in Q3 2023 at 82.5 million, up 33% year-over-year and 77% from pre-pandemic Q3 2019.

With the red-hot demand for ticketing apps came fiercer competition. The share of downloads from paid channels trended up throughout 2023. By the end of the year, more than 12% of global Ticket Service downloads and 34% of US downloads came from paid search or in-app ads.

Keep up with the latest <u>advertising strategies</u> in an increasingly competitive space

Ticket Service Quarterly App Downloads



Source: data.ai Intelligence | Note: Downloads across iOS, Google Play; China is iOS only. Download channel data available starting 2021 Q2. Ticket Service apps are classified using data.ai's App IQ taxonomy.

Top Apps & Games

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



As privacy requirements continue to affect the efficiency of acquiring users, mobile gaming companies are rethinking how to approach audience growth. IP, Transmedia, and enhanced focus on Community will be key levers for further growth, while the Digital Markets Act will open new opportunities through increased competition across iOS and Android. **Luis de la Camara** VP of Marketing at Rovio



2023 Rankings by Market | Top Apps

<						Worldwide				
DC	WNLOAD	S		CONSUMER SPEND						
1	5	TikTok	Entertainment Short Videos	1	5	TikTok	Entertainment Short Videos			
2	O	Instagram	Social Media Media Sharing Networks	2		YouTube	Entertainment Video Sharing			
3	f	Facebook	Social Media Social Networks	3	Disnep+	Disney+	Entertainment OTT			
4	\bigcirc	WhatsApp Messenger	Social Media Communication	4	C	Tinder	Social Media Dating			
5	X	CapCut	Photo & Video Video Editing	5	1	Google One	Utility & Productivity File Management			
6		Telegram	Social Media Communication	6	HB0 Max	Max: Stream HBO, TV, & Movies	Entertainment OTT			
7	ß	Snapchat	Social Media Media Sharing Networks	7	* Ľ ,	piccoma	Books & Reference Comics			
8	B	WhatsApp Business	Business Business Communication	8	€	Bumble App	Social Media Dating			
9	\sim	Facebook Messenger	Social Media Communication	9	in	LinkedIn	Business Integrated Career Platform			
10	6	Threads	Social Media MicroBlogging	10	>	Audible	Books & Reference Audio Books			

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 4, 2024.

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MONTHLY ACTIVE USERS Facebook Social Media | Social Networks WhatsApp Messenger Social Media | Communication 2 Social Media | Media Sharing Networks 3 Instagram Facebook Messenger Social Media | Communication TikTok Entertainment | Short Videos Social Media | Communication Telegram Shopping | E-Commerce 7 Amazon Spotify Entertainment | Music & Audio 8 Social Media | MicroBlogging Snapchat Social Media | Media Sharing Networks 10

2023 Rankings by Market | Top Games

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Worldwide

DOWNLOADS					CONSUMER SPEND				
1		Subway Surfers	Action Runner	1		Candy Crush Saga	Match M3	1	
2	6	Free Fire	Shooting Battle Royale	2	St5	Honor of Kings	Action MOBA	2	
3		ROBLOX	Simulation Creative Sandbox	3		ROBLOX	Simulation Creative Sandbox	3	
4		Ludo King	Tabletop Ludo	4		Royal Match	Match M3-Meta	4	
5		Candy Crush Saga	Match M3	5		Coin Master	Party Luck Battle	5	
6		Royal Match	Match M3-Meta	6	HOVOVERSE	Genshin Impact	RPG Open World RPG	6	
7		Block Blast Adventure Master	Puzzle Tile-Matching	7		Gardenscapes by Playrix	Match M3-Meta	7	
8	183	8 Ball Pool	Sports Simulation Sports	8		Monopoly GO: Family Board Game	Party Luck Battle	8	
9	2	My Talking Tom 2	Simulation Pet	9	0	Pokémon GO	RPG Location RPG	9	
10		Race Master	Hypercasual Racing	10		Game For Peace	Shooting Battle Royale	10	

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 4, 2024.

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Simulation | Creative Sandbox

Simulation | Creative Sandbox

Shooting | Battle Royale

Match | M3

Action | Runner

Action | MOBA

Tabletop | Ludo

Party | Party Royale

ONTHLY ACTIVE USERS



ROBLOX



Free Fire



Candy Crush Saga



Subway Surfers



Minecraft Pocket Edition



Mobile Legends: Bang Bang



Ludo King



PUBG MOBILE



Stumble Guys

EA SPORTS FC[™] MOBILE 24 SOCCER



Shooting | Battle Royale

2023 Rankings by Market | Top Companies - Apps

<					Worldv	vide	
DOW	VNLOADS				CON	ISUMER SPEND	
	Company	HQ		Top Apps by Downloads		Company	HQ
1	Meta	United States	O)	Instagram	1	Google	Unitec
2	Google	United States		YouTube	2	ByteDance	China
3	ByteDance	China	5	TikTok	3	Disney	United
4	Microsoft	United States	T i	Microsoft Teams	4	Match Group	United
5	Alibaba Group	China ,	Alibaba.com	Alibaba.com	5	Warner Bros. Discovery	Unitec
6	Amazon	United States	<u>.</u>	Amazon	6	Amazon	United
7	InShot Inc	China	<u>io</u> j	InShot	7	Tencent	China
8	Tencent	China	1	WeChat	8	Microsoft	United
9	ABISHKKING	Hong Kong		Home Workout - No Equipments	9	Kakao piccoma Corp	Japan
10	Walmart	United States	पे	PhonePe	10	Bumble	Unitec

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nited States	
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	Tinder
BO	Max: Stream HBO, TV, & Movies
>	Audible
HD 转花	Tencent Video
n	LinkedIn

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Top Apps by Consumer Spend

YouTube

TikTok

Disney+

LinkedIn

piccoma

Bumble App

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2023 Rankings by Market | Top Companies - Games

<				Worldwide	
DOWNLOADS	Company	HQ	Top Apps by Downloads	CONSUMER SPEND	Company
1	Company Azur Interactive Games	Cyprus	Top Apps by Downloads WormsZone.io	1	Company Tencent
2	Tencent	China	Subway Surfers	2	Activision Blizzard
3	OneSoft	Vietnam 1	1945 Air Forces	3	Playrix
4	Unity Technologies	United States	Bridge Race	4	miHoYo
5	SayGames	Cyprus	Race Master	5	NetEase
6	Embracer Group	Sweden	Phone Case DIY	6	Take Two Interactive
7	BabyBus	China	Ice Cream Bar Factory	7	Playtika
8	Take Two Interactive	United States	Parking Jam 3D	8	Netmarble
9	Voodoo	France	Mob Control	9	Moon Active
10	Jinke Culture - Outfit7	China 🧖	My Talking Tom 2	10	Scopely

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

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Top Apps by Consumer Spend

Honor of Kings





Candy Crush Saga

Gardenscapes by Playrix

Ireland

ΗQ

China

Genshin Impact

China

China

United States

Israel

South Korea

Israel

United States

Empires & Puzzles

Eggy Party



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2.

BINGO Blitz



Marvel Contest of Champions

Coin Master

Monopoly GO: Family Board Game



"In the dynamic world of mobile gaming, SciPlay's rise epitomizes agility, strategic focus, and player-centricity. In 2023, we achieved elevated ARPPU, robust retention and impressive player-to-payer conversion, all attained by fine tuning our products and tailoring marketing campaigns to better align with players' needs and preferences. Market data, including data provided by data.ai, has played a critical role in shaping SciPlay's strategy by providing valuable insights into industry trends, consumer behavior and competitive landscapes. It serves as a foundation for informed decisionmaking, risk assessment, opportunity identification and understanding our current and future market position."

Noga Halperin

Chief Revenue Officer



"At Orange, we offer a wide range of mobile applications across our footprint in Europe and Africa. These apps are essential for our customers to access our services and engage with us. To continuously optimize every step of the conversion funnel, data.ai Intelligence helps us in benchmarking the market, getting inspired, and fine-tuning our apps. This is key for our growth strategy."

Jean-Pierre Combe Head of Orange Mobile Apps



"We mainly use data.ai for market research and competitor analysis. Among other things, data.ai is extremely useful in identifying emerging dating markets with global potential and benchmarking the effectiveness of our monetization strategy among our peers."

Benjamin Lorthiois Chief Revenue Officer



"Launching a new game on the market, regardless of the category or size, continues to be very challenging. There is no recipe that guarantees success. It is essential to develop inhouse structures that allow us to obtain and analyze solid data, as well as receive constant input from the market. Following best practices in the different fields mitigates risks and results in slow but steady growth."

Jeannie Odreman **Director Mobile Publishing**



"data.ai is a huge help for mobile game practitioners, allowing us to keep up with industry trends. With market size and business insight data, we can quickly understand global market trends and conduct in-depth comparative analysis with leading products."

Dongke Wang Marketing Director



"Since its launch in 2018, Dreame has been widely cherished by users worldwide. We are delighted to serve as advocates for online literature, creating a spiritual haven for enthusiasts and creators alike. Additionally, we have accompanied numerous writing enthusiasts on their journey to becoming professional authors. Outstanding content not only garners favor among local readers but also possesses the power to transcend borders, races, and languages. We are committed to building a diverse content ecosystem, continuing to inspire talented writers to create high-quality content and bring joy to literature enthusiasts."



"As the leading and pioneer of global Real-Time Engagement RTE-PaaS Cloud, we can seize opportunities and trends of global RTE markets, and provide strong supports for our clients through data.ai."

Carol Zhang

Director of Strategy, Shengwang



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