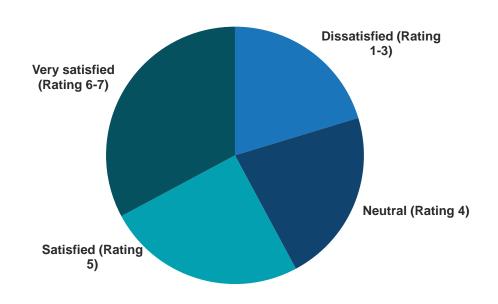
SERVICE: ACCESS AND ENTERTAINMENT

1Q 2017

### **Satisfaction with Pay-TV Service**

U.S. Broadband Households Subscribing to a Pay-TV Service



© Parks Associates

#### **SYNOPSIS**

This *360 View Update* quantifies the consumer groups that are flowing away from traditional pay TV, including those cancelling services and those who never subscribe. It assesses their motivations, values, and viewing habits, including profiles of Cord Cutters, Cord Shavers, and Cord Nevers.

#### **ANALYST INSIGHT**

"Operators need to offer their own, independent OTT video options or partner with successful OTT services. OTT video can impact cord shaver ARPUs and generate revenues from cord cutters. It can also help broadband revenues."

— Brett Sappington, Senior Research Director, Parks Associates

Number of Slides: 70

#### Consumer Analytics Team



Yilan Jiang, Manager of Consumer Research



David Mitchel, Research Analyst



Katherine Li, Researcher

#### **Industry Analyst**



Brett Sappington, Senior Research Director





SERVICE: ACCESS AND ENTERTAINMENT

1Q 2017

#### **CONTENTS**

#### **Industry Insight**

#### **Key Findings**

#### Recommendations

#### **Pay-TV Service**

- Pay-TV Service Subscriptions (2011 2016)
- Pay-TV Service Subscription by Age (2014 2016)
- Pay-TV Service Subscription by Income (2014 - 2016)
- Pay-TV Service Subscription by Length of Time in Current Residence (2014 - 2016)
- Comparison of Pay-TV Subscribers (2014-2016)
- Pay TV Service ARPU (2010 2016)
- Satisfaction with Pay-TV Service (Q3/16)
- Satisfaction with Current Pay-TV Service by Number of Channels in TV Package (Q3/16)
- Satisfaction with Current Pay-TV Service by Recent Change on Pay-TV Service (Q3/16)
- Years with Pay-TV Service Provider (Q3/16)
- Length of Time Subscribing to Pay-TV Service (Q3/16)

### Cord Cutters, Cord Shavers, & Cord Nevers

- Cord Cutters, Cord Shavers, and Cord Nevers (2015 - 2016)
- Cord Cutters by Age (2015 2016)
- Cord Cutters by Income (2015 2016)
- Cord Nevers by Age (2014 2016)
- Cord Nevers by Income (2015 2016)

- Cord Nevers by Length of Time in Current Residence (2015 - 2016)
- Cord Shavers by Age (2014 2016)
- Cord Shavers by Income (2015 2016)
- Top 3 Leisure Activities by Pay-TV Subscription Status (Q3/16)

#### Cord Cutters, Cord Shavers, & Cord Nevers: Pay-TV and Broadband Services

- Likelihood of Not Canceling Pay-TV Service If Offered Specified Features (Q3/16)
- Previous and Current Pay-TV Service Providers (Q3/16)
- Likelihood of Not Downgrading Pay-TV Service If Offered Specified Features (Q3/16)
- Pay-TV Service Provider: Cord Shavers vs. All Pay-TV Subscribers (Q3/16)
- Likelihood of Subscribing to Pay-TV Service in the Next 12 Months by Type of Pay-TV Non-Subscriber (Q3/16)
- Length of Time Since Last Subscribing to Pay-TV Service (Q3/16)
- Reason for Cancelling Pay-TV Service (Q3/16)
- Demographic Profiles of Cord Nevers, Cord Shavers and Cord Cutters (Q3/16)
- Pay-TV Service ARPU (Q3/16)
- Broadband Service Download Speed by Pay-TV Subscription Status (Q3/16)
- Upgrades/Downgrades to Broadband Service by Pay-TV Subscription Status (Q3/16)
- Cord Shavers: Length of Time Subscribing to Pay-TV Service (Q3/16)





SERVICE: ACCESS AND ENTERTAINMENT

1Q 2017

### Cord Cutters, Cord Shavers, & Cord Nevers: Video Consumption

- Video Consumption by Media Type by Pay-TV Subscription Status (Q3/16)
- Video Consumption by Platform by Pay-TV Subscription Status (Q3/16)
- Monthly Video Expenditure on Media Type by Pay-TV Subscription Status (Q3/16)
- Adoption of Connected In-Home Entertainment Devices by Pay-TV Subscription Status (Q3/16)
- Overall OTT Subscriptions by Pay-TV Subscription Status (2015-2016)
- Number of OTT Subscriptions by Pay-TV Subscription Status (Q3/16)
- Top 5 OTT Service Subscriptions by Pay-TV Subscription Status (2015-2016)
- Attitude Towards Pay-TV Service by Pay-TV Subscription Status (Q3/16)





SERVICE: ACCESS AND ENTERTAINMENT

1Q 2017

#### **ATTRIBUTES**

**Parks Associates** 

15950 N. Dallas Pkwy Suite 575 Dallas TX 75248 parksassociates.com sales@parksassociates.com PHONE 972.490.1113 Toll free 800.727.5711 FAX 972.490.1133

Authored by Yilan Jiang, David Mitchel, Katherine Li, and Brett Sappington Executive Editor: Tricia Parks

Published by Parks Associates

© 2017 Parks Associates | Dallas, Texas 75248

All rights reserved. No part of this book may be reproduced, in any form or by any means, without permission in writing from the publisher.

Printed in the United States of America.

#### **DISCLAIMER**

Parks Associates has made every reasonable effort to ensure that all information in this report is correct. We assume no responsibility for any inadvertent errors.

