

2014 Holiday Purchase Intentions

MARKET FOCUS

SERVICE: CONNECTED CE AND PLATFORMS

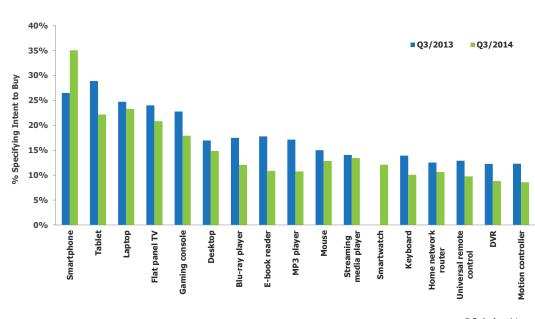
4Q 2014

By John Barrett, Director, Consumer Analytics, Yilan Jiang, Manager, Consumer Research, Barbara Kraus, Director of Research, and David Mitchel, Research Analyst, Parks Associates

SYNOPSIS

2014 Holiday Purchase Intentions analyzes consumer intentions to purchase CE devices on the eve of the 2014 holiday shopping season. It focuses on four product categories (tablets, smartphones, gaming consoles, streaming media devices) and highlights how these product categories are performing relative to 2013 and investigates the key drivers behind each product category.

CE Purchase Intentions (Q3 2013 vs. Q3 2014) (Among All Broadband Households)



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ANALYST INSIGHT

"The holiday shopping season accounts for a substantial portion of annual CE device sales and, heading into the 2014 season, smartphones and streaming media devices appear poised to perform well."

- John Barrett, Director, Consumer Analytics, Parks Associates

CONTENTS

2014 Holiday Purchase Intentions

About the Research

Previous Research

- The Evolving Market for Streaming Media Devices (Q3/14)
- Optimizing Retail Channel Results (Q3/14)
- Connected Gaming Consoles (Q2/14)
- The Reinvention of Gaming Consoles (Q2/14)
- 360 View: CE Adoption and Trends (Q1/14)





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CONTENTS

Key Findings

Industry Insight

Recommendations

Holiday Purchase Trends

- Computing & Mobile Products Purchased in the Year (2008 2014)
- Home Entertainment Products Purchased in the Year (2008 2014)
- Accessories Purchased in the Year (2008 2014)
- % of Broadband HHs Buying CE Devices During 2013 Holidays (Q1/14)
- % of Broadband HHs Buying Device During 2013 Holiday Season (Q1/14)
- 2013 Holiday Purchases as % of all Device Purchases (Q1/14)
- Gifts as % of all Holiday CE Device Acquisitions (Q1/14)
- CE Purchase Intentions (Q3 2013 vs. Q3 2014)

Smartphone Purchase Intentions

- Smartphones: Adoption vs. Avg. Purchase Price (2009-2014)
- CE Devices: Top Five Smartphone Brands Purchased in Year (2010 2014)
- Smartphone Purchase Intention by Smartphone Ownership (2013-2014)
- Smartphone Brand Purchase Intention (Q3/14)

Tablet Purchase Intentions

- Tablets: Adoption vs. Avg. Purchase Price (2009-2014)
- CE Devices: Top Five Tablet Brands Purchased in Year (2010 2014)
- Tablet Purchase Intentions by Tablet Ownership (2013-2014)
- Tablet Purchase Intentions by Age (2013-2014)

Connected CE Purchase Intentions

- Streaming Media Devices: Adoption vs. Avg. Purchase Price (2009-2014)
- CE Devices: Top Five Streaming Media Device Brands Purchased in Year (2010 2014)
- Gaming Consoles: Adoption vs. Avg. Purchase Price (2009-2014)
- CE Devices: Top Five Gaming Console Brands Purchased in Year (2010 2014)

Additional Research from Parks Associates





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