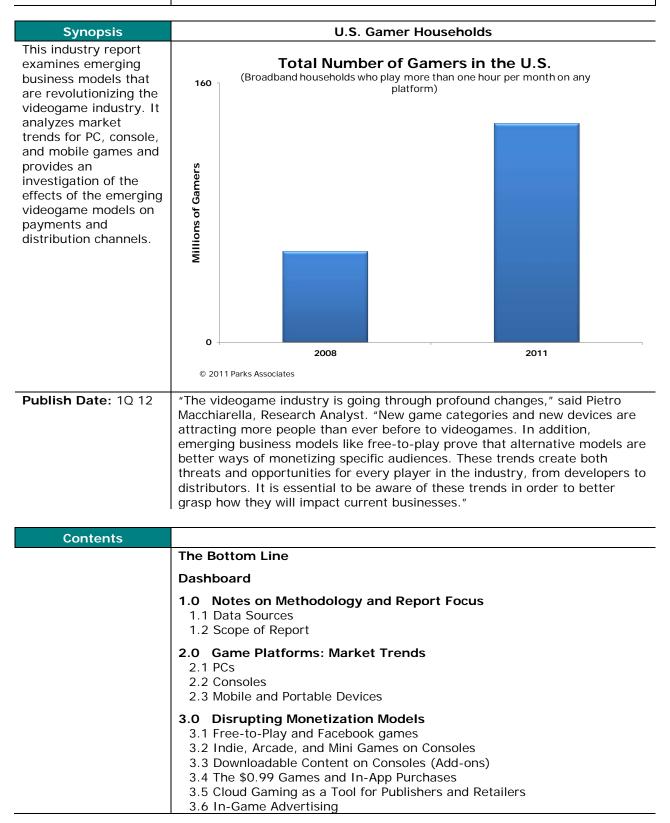


Game Changers: Monetization in the Game Industry

By Pietro Macchiarella, Research Analyst

1Q 2012



© 2012 Parks Associates. All rights reserved.



Game Changers: Monetization in the Game Industry

By Pietro Macchiarella, Research Analyst

1Q 2012

3.7 Online Pass
3.8 Gambling
 4.0 Payments 4.1 Online Transactions 4.2 Pre-paid Cards 4.3 Other Payment Methods
5.0 Forecast 5.1 Emerging Models 5.1.1 Smartphone Gaming 5.1.2 Tablet Gaming 5.1.3 Social Gaming 5.1.4 Free-to-Play MMOs
Glossary
Index

Figures	
	PC Gaming Ecosystem
	PC Games
	Percentage of Gamers Playing MMORPGs
	Cumulative Sales of Current-Generation Game Consoles
	Next-Generation Nintendo Console
	Current-Generation Game Consoles – Content Available
	Game Console Ecosystem
	Penetration of Downloadable Mobile Games
	Mobile Gaming Ecosystem
	Revenue Models - Mobile Gaming
	Nintendo 3DS
	Sony PlayStation Vita Revenue Models - Handheld Game Consoles
	Average Monthly Spending for Facebook and Free-to-Play Gamers
	Free-to-Play Monetization Models - Advantages and Disadvantages
	Factors Influencing Console Game Purchases
	Indie, Arcade, and Mini Games
	Top Downloadable Content for PS3 - December 2011
	Downloadable Content on Consoles
	Top Paid and Top Grossing iPhone Games
	Top Paid and Top Grossing Android Games
	Average Price of Top Paid and Top Grossing Mobile Games
	In-Game Purchase Behavior
	The Advantages of Cloud Gaming
	In-game Advertising Formats
	Attitude Toward In-Game Advertising
	Online Passes
	Top Facebook Casino-Themed Games - February 2012
	Online Transactions - Ecosystem
	Attitude Towards In-Game Advertising
	Forecast Methodology - Smartphone Gaming
	End-User Smartphone Gaming Revenue Forecast
	Forecast Methodology - Tablet Gaming
	End-User Tablet Gaming Revenue Forecast
	Forecast Methodology - Social Gaming



Game Changers: Monetization in the Game Industry

By Pietro Macchiarella, Research Analyst

1Q 2012

Social Gaming - Revenue Forecast
Forecast Methodology - Free-to-Play MMOs
Free-to-Play MMO Revenues per Region
Free-to-Play MMOs - Revenue Forecast

Attributes	
Parks Associates	Authored by Pietro Macchiarella
15950 N. Dallas Pkwy	Executive Editor: Tricia Parks
Suite 575	Published by Parks Associates
Dallas TX 75248	
	© February 2012 Parks Associates
800.727.5711 toll free	Dallas, Texas 75248
972.490.1113 phone	
972.490.1133 fax	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.
parksassociates.com	
sales@	Printed in the United States of America.
parksassociates.com	
	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.