

# Monetizing Downloadable Mobile Applications

By Heather Way, Research Analyst

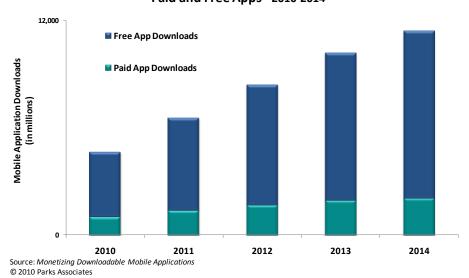
3Q 2010

#### **Synopsis**

This report provides a comprehensive overview of the mobile application industry in North America (U.S. & Canada). The study examines business roles and strategies by industry segment. It assesses smartphone user growth, mobile application usage, and consumer ad preferences while highlighting business and advertising pricing models. Finally, the study provides implications and recommendations for industry investors and N.A. mobile application revenue forecasts.

### **Mobile App Downloads**

## Mobile Application Downloads - North America Paid and Free Apps - 2010-2014



Publish Date: 3Q 10

"Mobile applications provide a rich, interactive user experience while supplying convenient, on-the-go access to a variety of features for practical and entertainment purposes," said Heather Way, research analyst, Parks Associates. "As such, consumer demand for mobile applications is unlikely to subside in the near future. Growth in the number of advanced mobile devices and increasing mobile data network subscriptions are also fueling market expansion."

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#### The Bottom Line

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Source of Data

Mobile Application and Advertising Glossary of Terms

N.A., Western Europe, Asia-Pacific: Smartphone User Growth 2010 - 2014

Mobile Application Ecosystem

Mobile Application Software Developers

Five Steps to Successful Mobile App Monetization

Mobile Application Content Categories

Preferred Mobile Applications Content Type – Top Five

Mobile LBS Applications

Mobile Application Distribution Sources

Most Frequented Mobile App Distribution Source

Mobile Advertising Formats Planned or Bought

Mobile Advertising 2010 Media Budget Allocation (versus 2009)

Mobile Advertising – Percentage of Media Budget Increase in 2010 (versus 2009)

Branded or In-App Advertising 2010 Media Budget Allocation

Mobile Applications – Percentage of Media Budget Increase in 2010 (versus 2009)

Reason for Not Planning or Buying Mobile Advertising

Reason for Not Planning or Buying Branded or In-App Advertising

Mobile Application Ad Networks

Advertising Revenue Share – Ad Aggregator, Ad Network, and App Developer

Mobile Applications Ad Aggregators & Ad Servers

Mobile Application Data Analytic Firms

Mobile Service Provider Application Stores

Purchase or Download Mobile Content – Apps, Videos, Games, Ringtones Smartphone Users versus Non-smartphone Users

Mobile Application Users % Who Downloaded a Third-Party App in Last 12 months

Number of Third-Party Mobile Apps Downloaded

Mobile Application Downloads - N.A. Paid and Free Apps 2010 - 2014

Determining Mobile Application Business Model

Total \$ Spent on Third-Party Mobile Apps



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Mobile Application Ad Formats and Pricing Models

Mobile Ad Recall

In-App Mobile Ad Recall

In-App Mobile Ad Response

Consumer Acceptance of In-Applications Mobile Advertisements

Consumer Appeal of Relevant Advertising Messages Based on Internet, TV, and Mobile Usage

Consumer Willingness to Provide Personal Information to Receive Relevant Mobile Advertisements

Mobile Ad Consumer Perspective

Mobile Ad Preference – more likely to respond to and less likely to avoid

Mobile Applications Revenue Forecast Methodology - N.A. Paid & In-Application Advertising Revenue

Mobile Application Revenues – N.A. Paid & In-Application Advertising 2010 –

Paid & In-Application Advertising Revenues - N.A. 2010 - 2014

#### **Attributes**

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