



Our Mobile Planet: United States

Understanding the Mobile Consumer

May 2012



Ipsos OTX MediaCT
The Media, Content and Technology Research Specialists

Executive Summary



Smartphones have become an indispensable part of our daily lives. Smartphone penetration has risen to 44% of the population and these smartphone owners are becoming increasingly reliant on their devices. 66% access the Internet every day on their smartphone and most never leave home without it. **Implication:** Businesses that make mobile a central part of their strategy will benefit from the opportunity to engage the new constantly connected consumer.



Smartphones have transformed consumer behavior. Mobile search, video, app usage, and social networking are prolific. Smartphone users are multi-tasking their media with 86% using their phone while doing other things such as watching TV (52%). **Implication:** Extending advertising strategies to include mobile and developing integrated cross-media campaigns can more effectively reach today's consumers.



Smartphones help users navigate the world. Appearing on smartphones is critical for local businesses. 94% of smartphone users look for local information on their phone and 90% take action a result, such as making a purchase or contacting the business. **Implication:** Ensuring that clickable phone numbers appear in local results and leveraging location based services on mobile make it easy for consumers to connect directly with businesses.



Smartphones have changed the way consumers shop. Smartphones are critical shopping tools with 96% having researched a product or service on their device. Smartphone research influences buyer decisions and purchases across channels. 35% of smartphone users have made a purchase on their phone. **Implication:** Having a mobile optimized site is critical and a cross-channel strategy is needed to engage consumers across the multiple paths to purchase.



Smartphones help advertisers connect with consumers. Mobile ads are noticed by 89% of smartphone users. Smartphones are also a critical component of traditional advertising as 66% have performed a search on their smartphone after seeing an offline ad. **Implication:** Making mobile ads a part of an integrated marketing strategy can drive greater consumer engagement.

Understanding the Mobile Consumer

This survey is designed to gain insights into how consumers use the Internet on their smartphones

In detail:

- Facts and figures about smartphone adoption and usage
- Internet usage in general, search, video, social networking, mobile advertising and m-commerce behavior via smartphones
- This country report is part of a global smartphone study conducted in multiple countries. Visit OurMobilePlanet.com for access to additional tools and data



How are smartphones used in **daily life**?



How do consumers **multi-task** with their smartphones?



What **activities** are consumers conducting on their smartphones?



What role do smartphones play in the **shopping** process?



How do consumers respond to **ads**, offline and on mobile?

Agenda

- 1** Smartphones are Indispensable to Daily Life

- 2** Smartphones Have Transformed Consumer Behavior

- 3** Smartphones Help Users Navigate the World

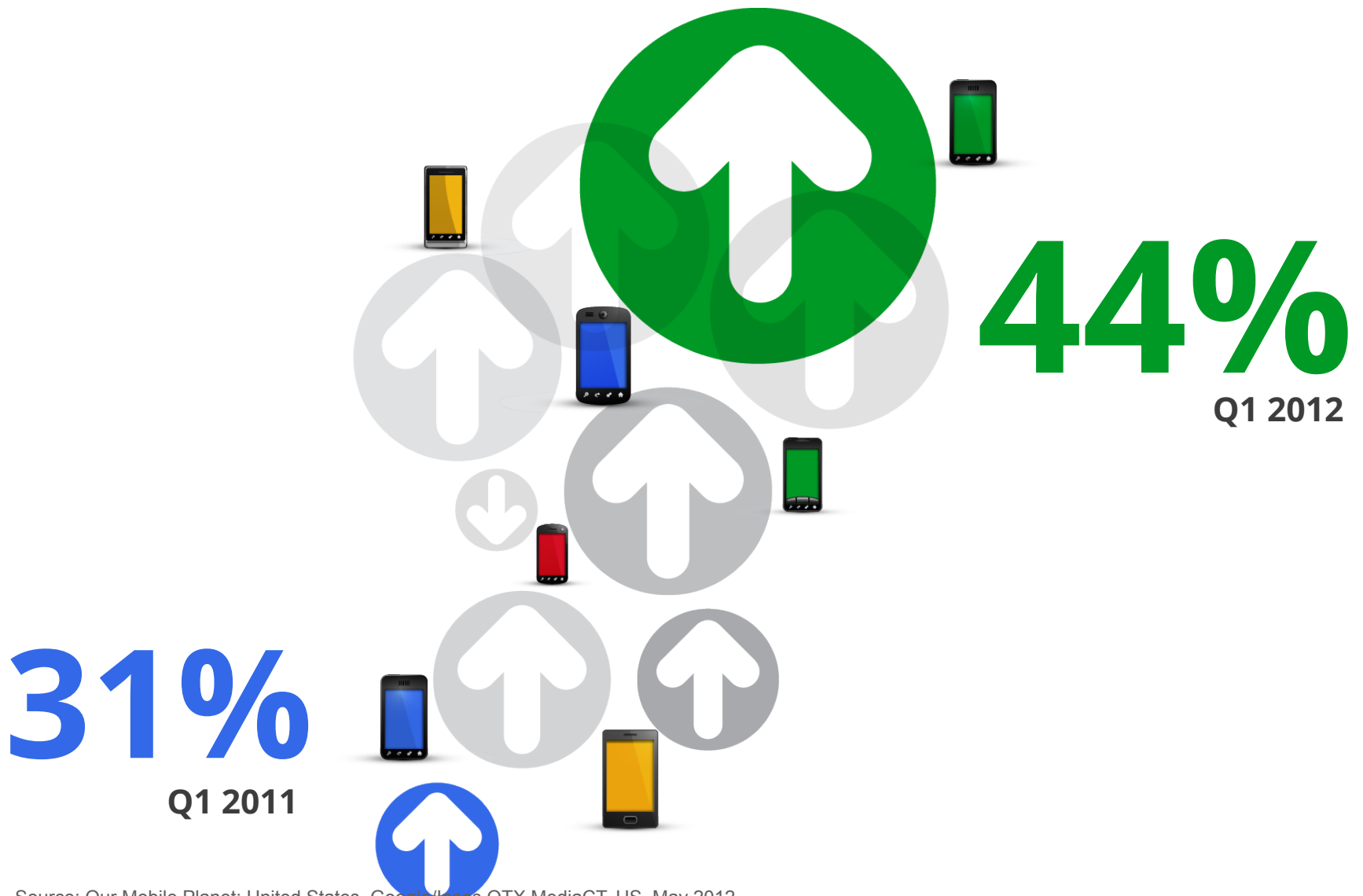
- 4** Smartphones Change the Way Consumers Shop

- 5** Smartphones Help Advertisers Connect with Customers

SMARTPHONES
ARE INDISPENSABLE
TO DAILY LIFE



Smartphone Penetration is on the Rise



Source: Our Mobile Planet: United States, Google/ipsos OTX MediaCT, US, May 2012

Base: National representative population 16+, n= 1.000

Q1: Which if any of the following devices do you currently use?

Smartphones are a Central Part of Our Daily Lives

62%

have used their smartphones every day in the past 7 days

Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1,000

Q18: Thinking about the last seven days on how many days were you online with ...?

Smartphones are Always On, Always with You



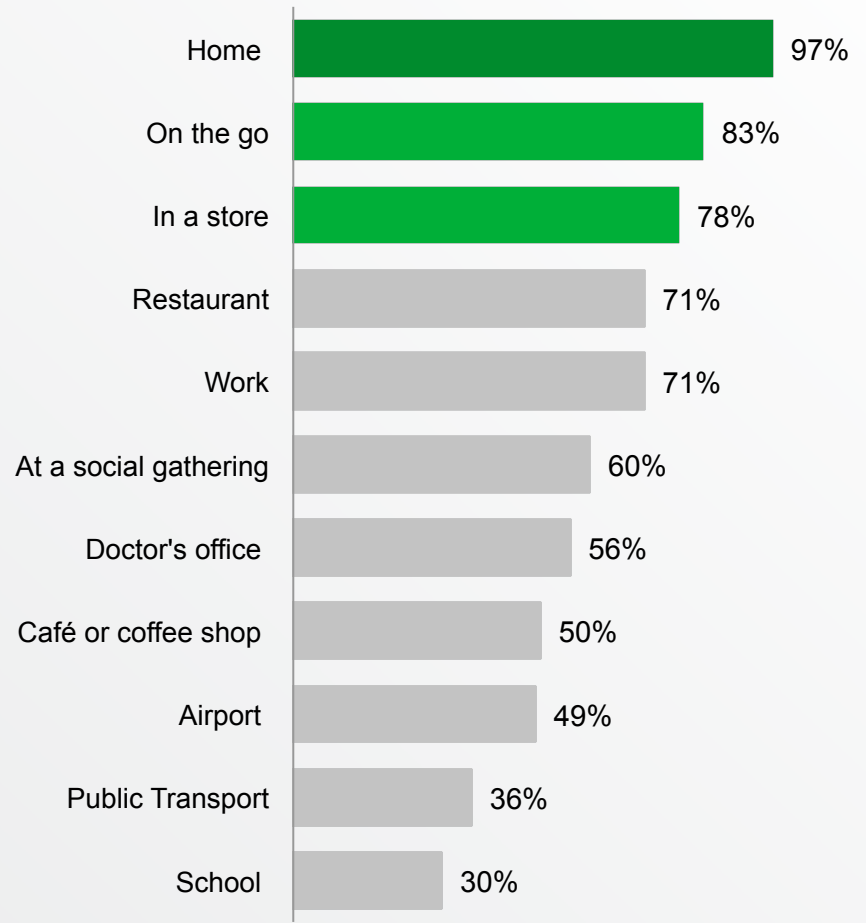
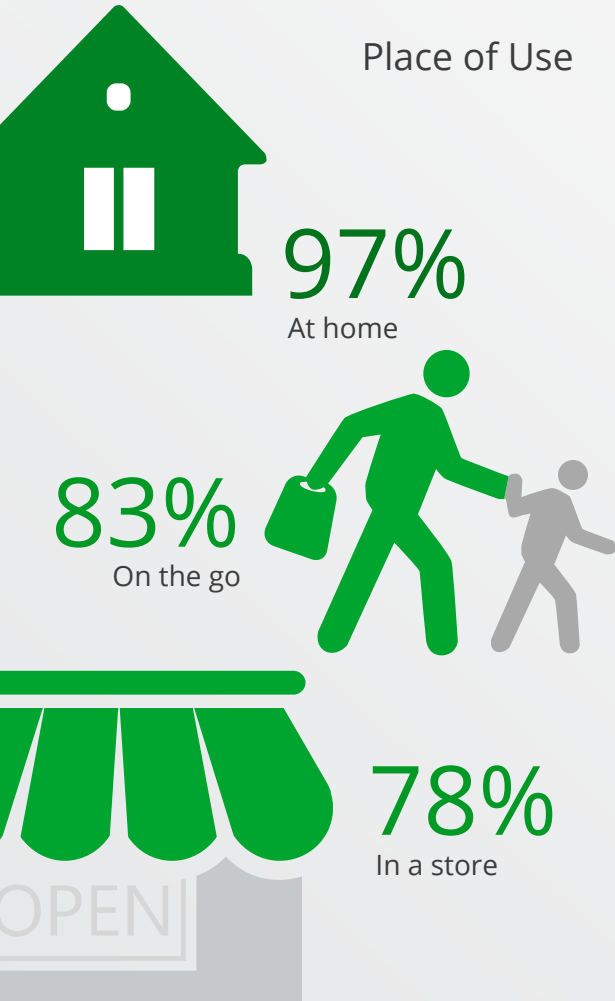
80%
don't leave home
without their device

Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1,000

Q52: To what extent do you agree to each of these statements?, Top2 Boxes; scale from 5 – completely agree to 1 – completely disagree. "I don't leave house without my smartphone"

Smartphones Are Used Everywhere



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the Internet in general, Smartphone n= 1.000

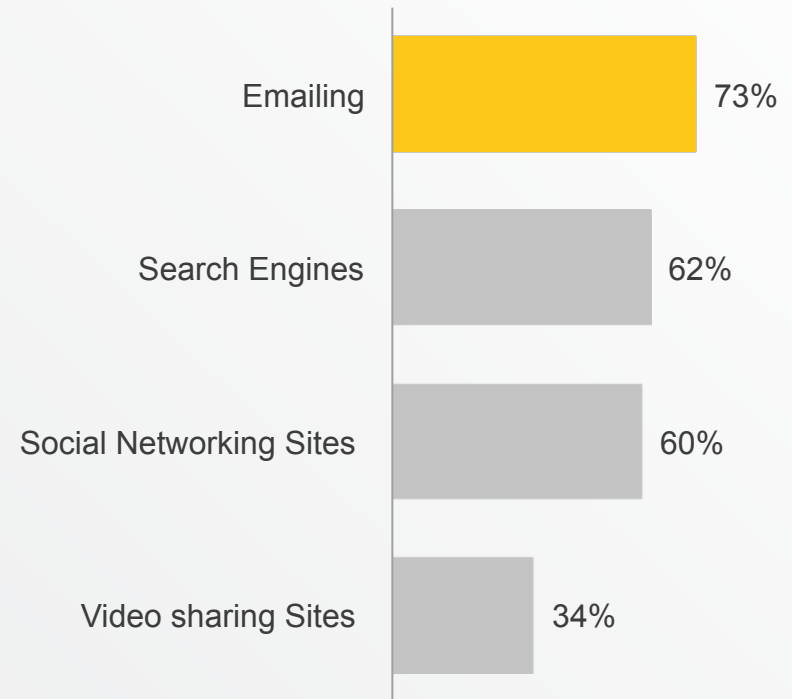
Q16: Where do you use your smartphone? Please select first at which locations you ever use it - even if only seldom.

Allowing Users to Stay Fully Connected



66%

access the Internet on their smartphones at least once a day



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

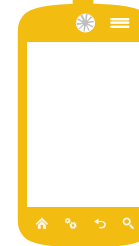
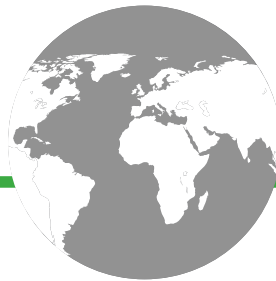
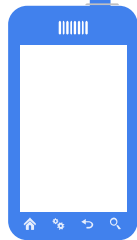
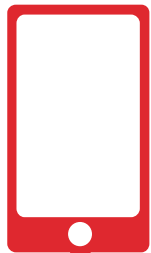
Base: Private smartphone users who use the internet in general, Smartphone n= 1.000

Q9: Using the scale below, please indicate approximately how frequently you use the Internet in general and specific services and types of websites through your browser or apps on your smartphone? Responses reflect at least once a day.

Smartphone Use is Expected to Increase

35%

expect to use their smartphone more to access the Internet in the future



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1.000

Q21: Thinking about the next 12 months, what do you expect, how will you be using the internet with your...?

Smartphones Have Become so Important to Consumers that ...

33%

would rather give up
TV than their smartphone



Source: Our Mobile Planet: United States, Google Apps, X MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1,000

Q52: To what extent do you agree to each of these statements?, Top2 Boxes; scale from 5 - completely agree to 1 - completely disagree. I would rather give up TV than my smartphone, "I would rather give up my TV / desktop PC than my smartphone"

SMARTPHONES
HAVE TRANSFORMED
CONSUMER BEHAVIOR



Smartphones are a Major Access Point for Search

57%

search on their smartphones
every day



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general and who are searching via search engine, Smartphone n= 962

Q31: How often do you do searches (via Google, Yahoo!, Bing, etc.) on your ... ?

Smartphones Inform Our Daily Life



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1.000

Q23: Which of the following activities do you do with your smartphone? Please indicate whether you ever do this at all.

Smartphones are a Multi-Activity Portal



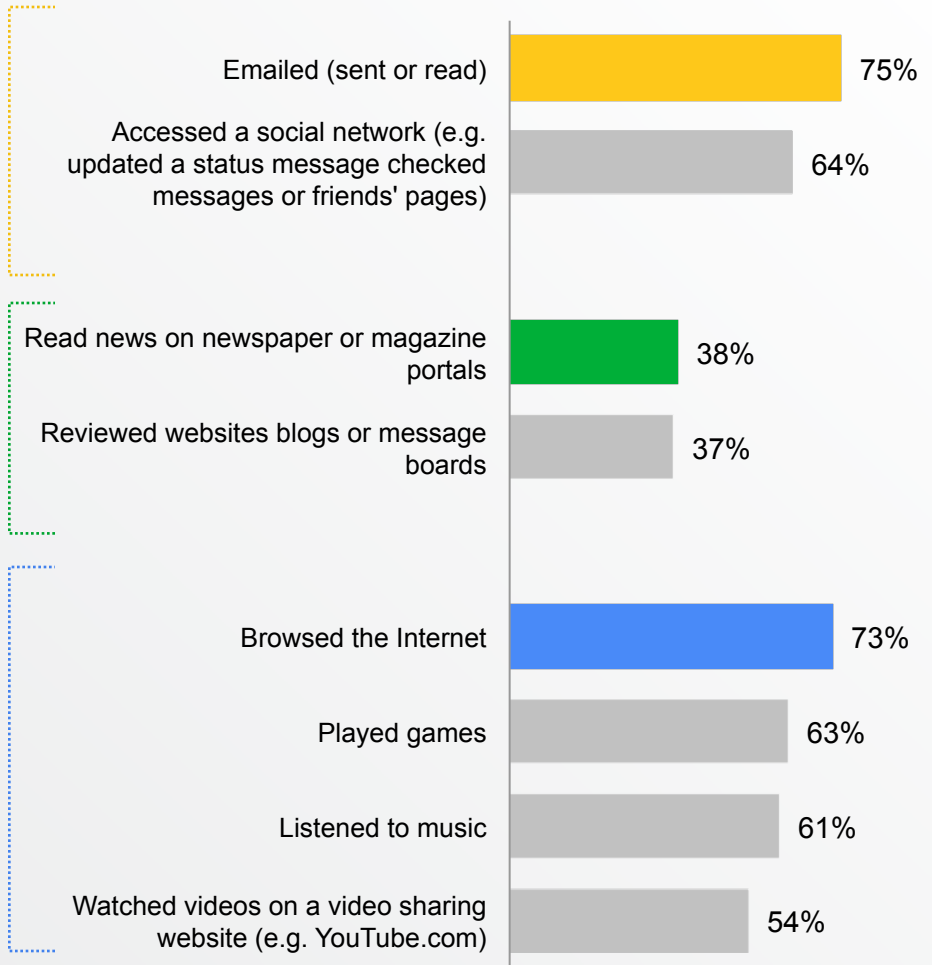
83%
Communication



53%
Stay Informed



88%
Entertainment



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1.000

Q23: Which of the following activities do you do with your smartphone? Please indicate whether you ever do this at all.

App Usage is Ubiquitous



28 apps installed on average

11 apps used in the last 30 days

6 paid apps installed on average

Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1.000

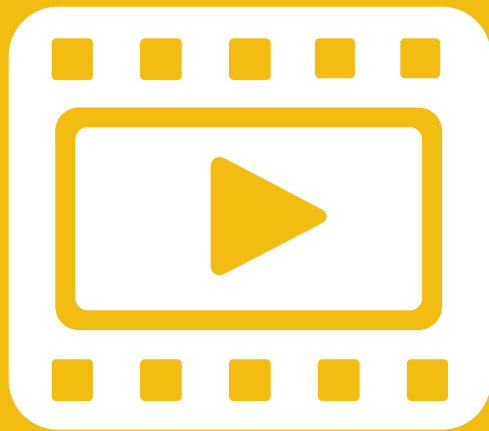
Q24: How many apps do you currently have on your smartphone?

Base: Private smartphone users who use the internet in general and who have at minimum one app on their smartphone, n= 968

Q25: And of the apps you currently have installed on your smartphone, how many have you used actively in the last 30 days?

Q26: And of the apps you currently have installed on your smartphone, how many have you purchased for a certain amount in an app store?

Smartphones Users are Avid Video Watchers



CLICK TO WATCH VIDEO

76%

watch video

25%

use video at least
once a day

Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012
Base: Private smartphone users who use the internet in general, Smartphone n= 1.000
Q35: How often do you watch videos via websites or apps (e.g. short video clips, videos of TV shows, TV movies online, etc.) on your ... ?

Smartphone Users are Frequent Social Networkers

80%

visit social networks

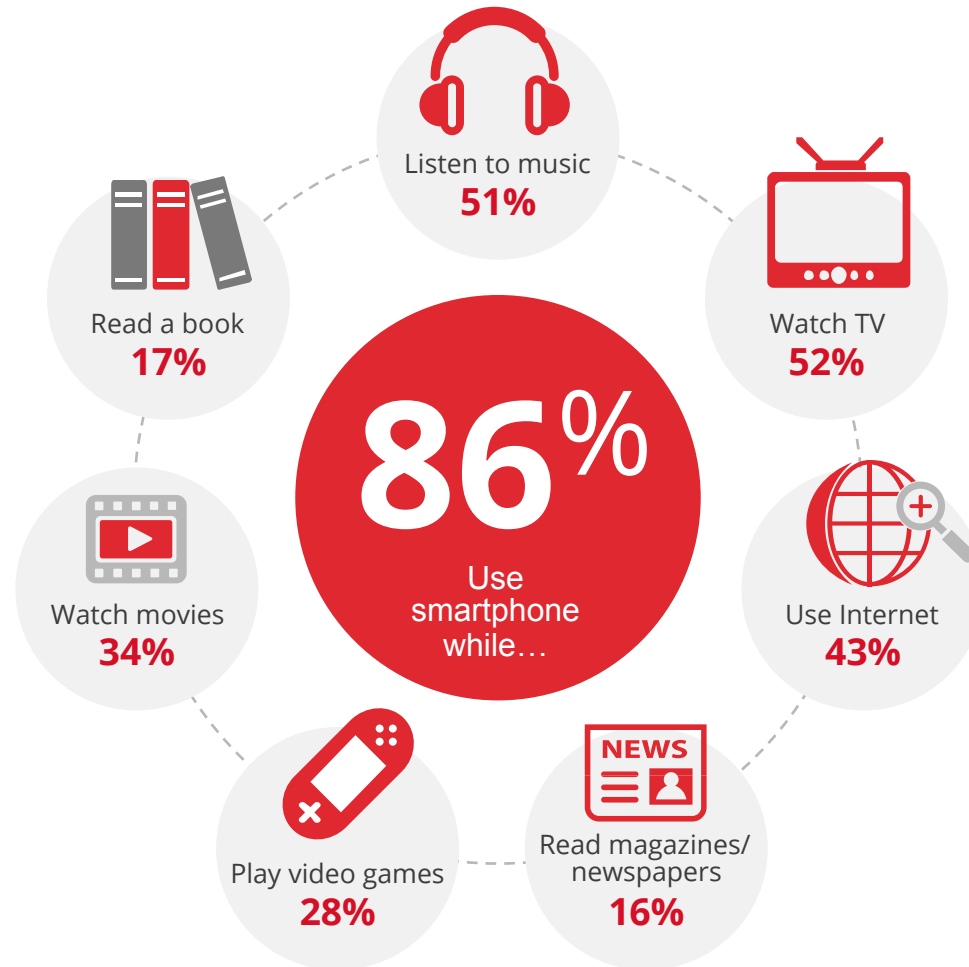
55%

visit at least once a day

Source: Our Mobile Planet: United States, Google/Ipsos OTX Media/OTI US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1.000 . Q38: How often do you visit a social network (via websites or apps) on your ... ?

Smartphones Are Used While Multi-tasking with Other Media



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the Internet in general and who were online yesterday with their smartphone, Smartphone n= 843 Q22: When you use the Internet on your smartphone, which if any of the following – do you do at the same time?

SMARTPHONES
HELP USERS
**NAVIGATE THE WORLD
AROUND THEM**



Looking for Local Information is a Frequent Smartphone Activity



58%

Look for local information at least **once a week**



27%

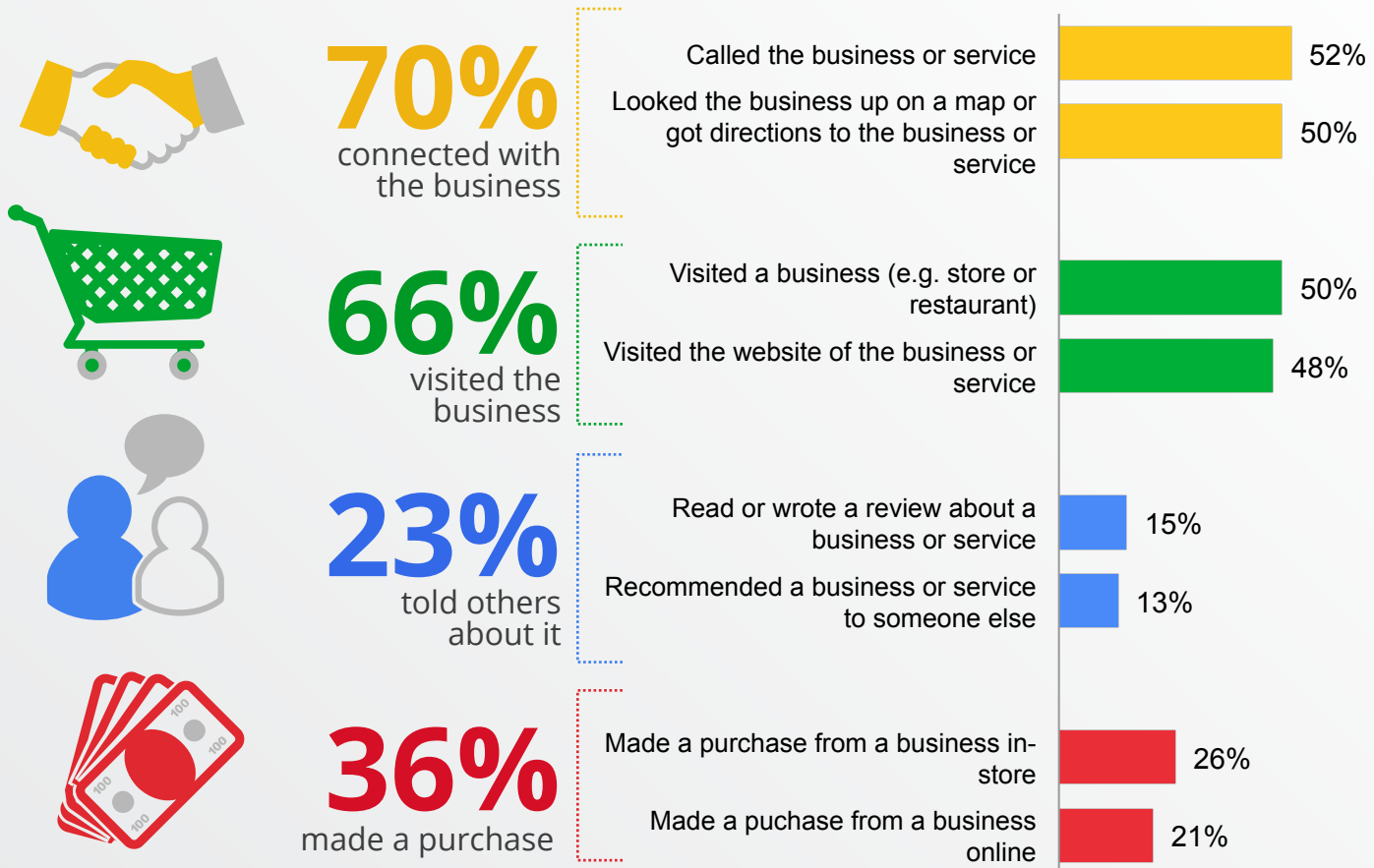
Look for local information **daily**

Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1.000

Q33: How often do you look for information about local businesses or services on your smartphone? (Ever)

Local Information Seekers Take Action



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general and who look at least less than once a month for information on their smartphone, Smartphone n= 935

Q34: Which of the following actions have you taken after having looked up this type of information (business or services close to your location)?

SMARTPHONES
CHANGE THE WAY
CONSUMERS SHOP



Smartphones Allow Users to Research Products Anytime, Anywhere

Place of Search



58%

At home



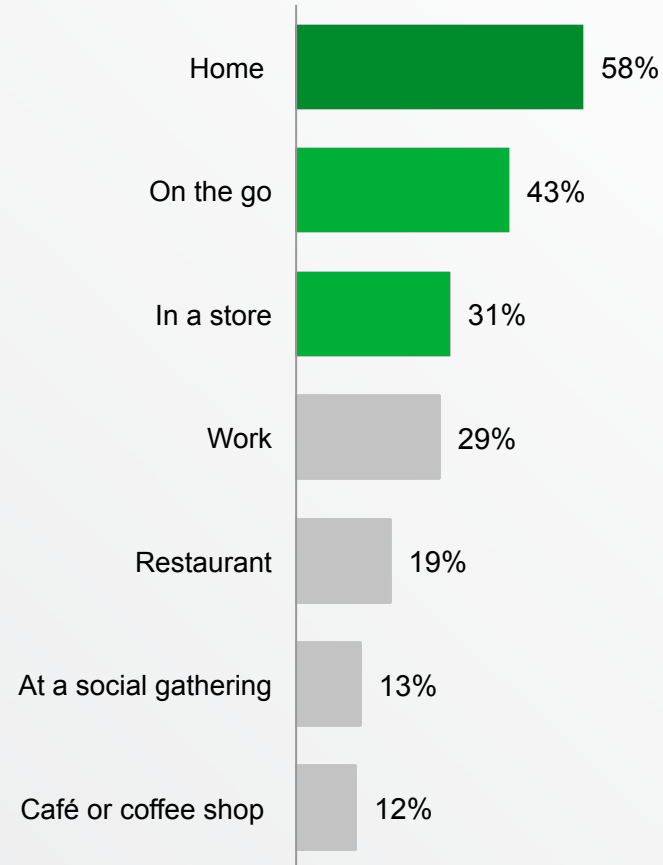
43%

On the go



31%

In a store



96%

have researched
a product or service
on their phone



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012
Base: Private smartphone users who use the internet in general, Smartphone n= 1.000
Q51a: And where were you when you researched for products or services with your smartphone?

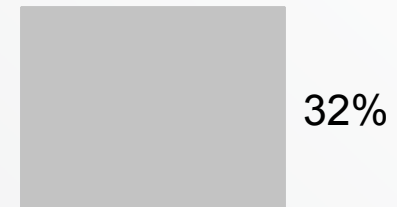
Smartphones are Our Primary Shopping Companions



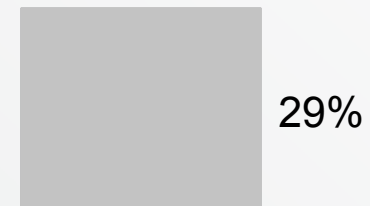
I intentionally have my smartphone with me **to compare prices and inform myself about products.**



I have changed my mind about purchasing a product or service in store as of a result of information I gathered using my smartphone.



I have changed my mind about purchasing a product or service online as of a result of information I gathered using my smartphone.

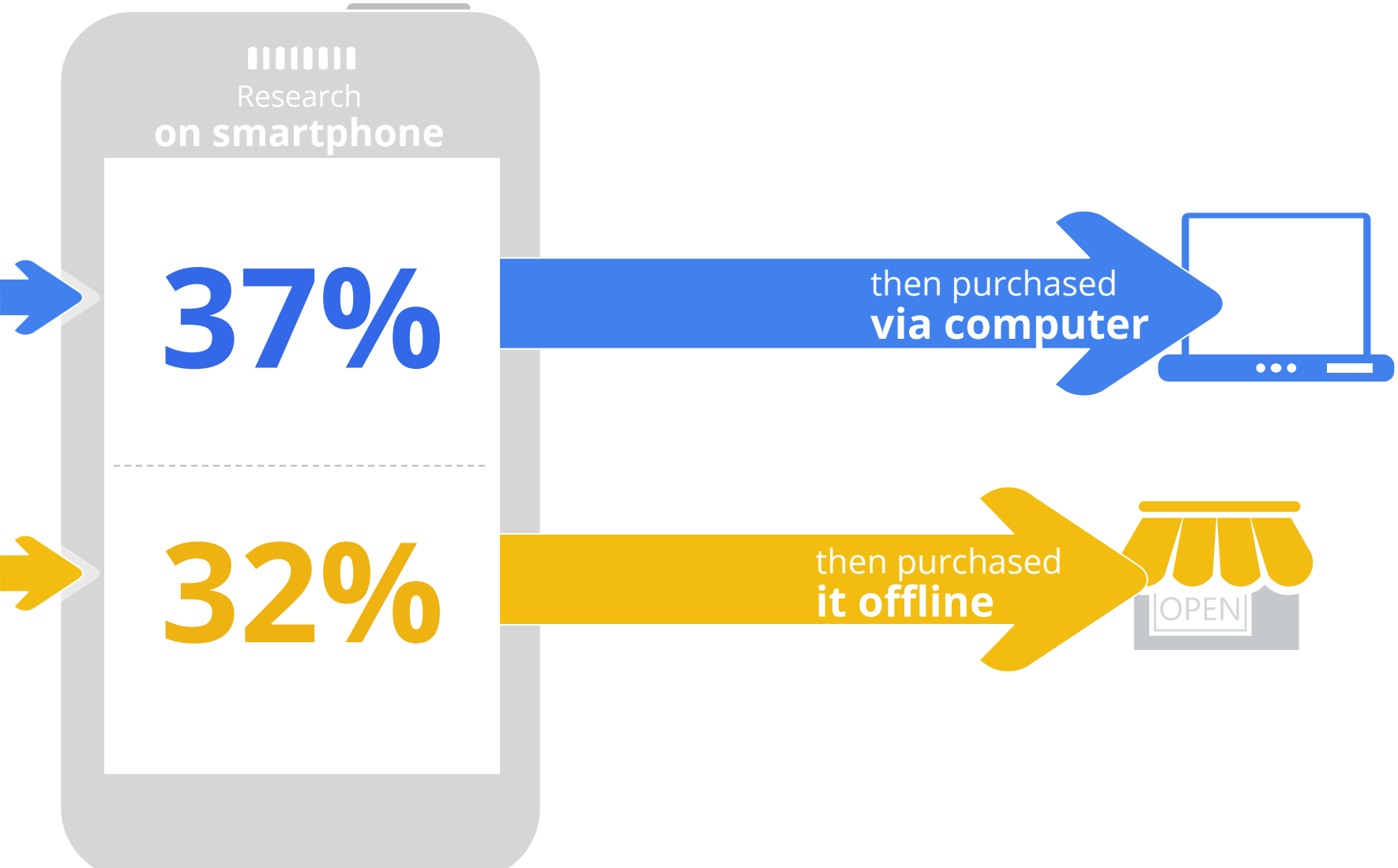


Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1.000

Q52: To what extent do you agree to each of these statements? Please answer on a scale from 1 to 5. A "1" means that you completely disagree with the statement a "5" means that you completely agree with the statement.

Research that Starts on Smartphones Leads to Purchases Across Channels



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1.000

Q48: Listed below are various products or services. For each of these products or services please indicate which statement applies to you.

Smartphones Are an Emerging Point of Purchase



35%

of smartphone users have purchased a product or service on their smartphone

68%

of these smartphone shoppers have made a purchase in the past month

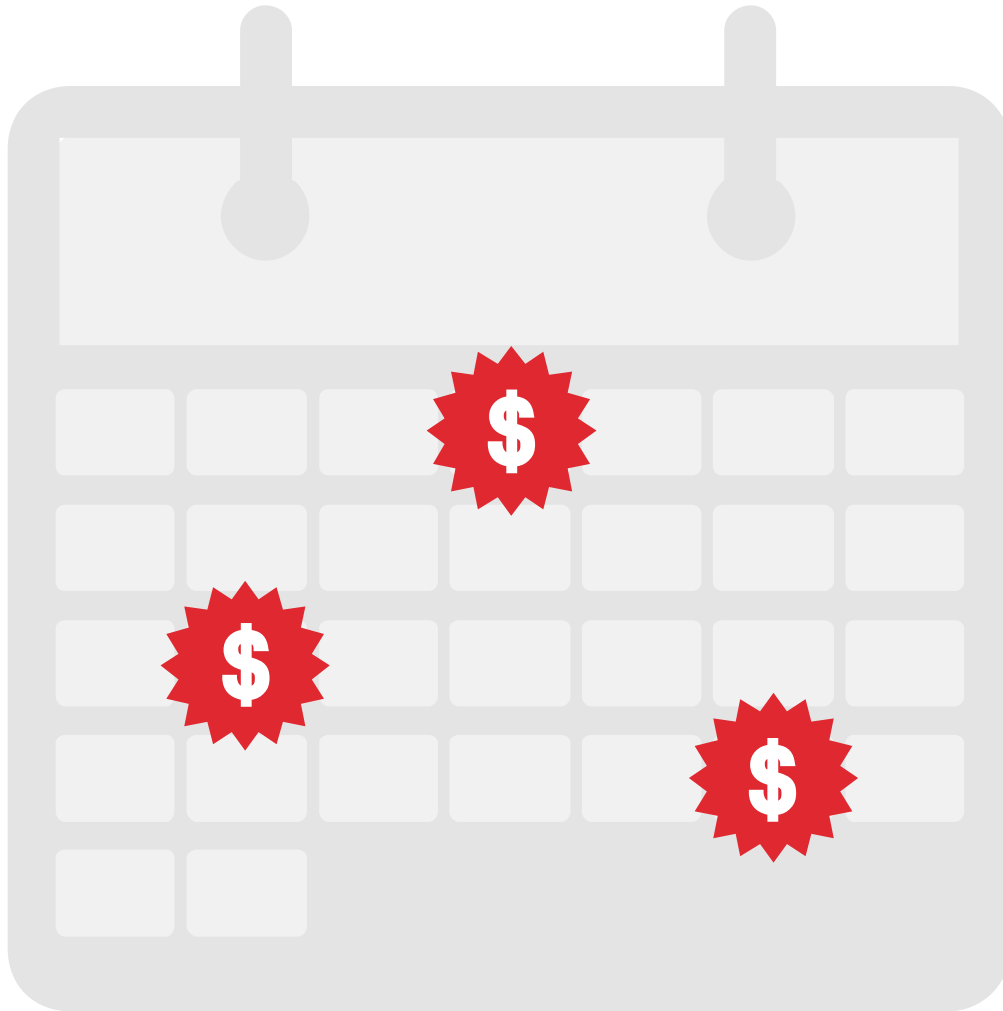
Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1,000

Q44: Have you ever purchased a product or service over the internet on your smartphone? With product or service we mean everything you can buy excluding apps. Base: Private smartphone users who use the internet in general and who purchased via internet on their smartphone n= 354

Q45: Have you made a purchase by using your smartphone in the past month?

Smartphones Shoppers are Frequent Buyers



62%

make mobile purchases
at least once a month

Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general and who purchased via internet on their smartphone, Smartphone n=354 Q47: How frequently do you purchase products or services with your smartphone?

Mobile Commerce will Continue to Grow

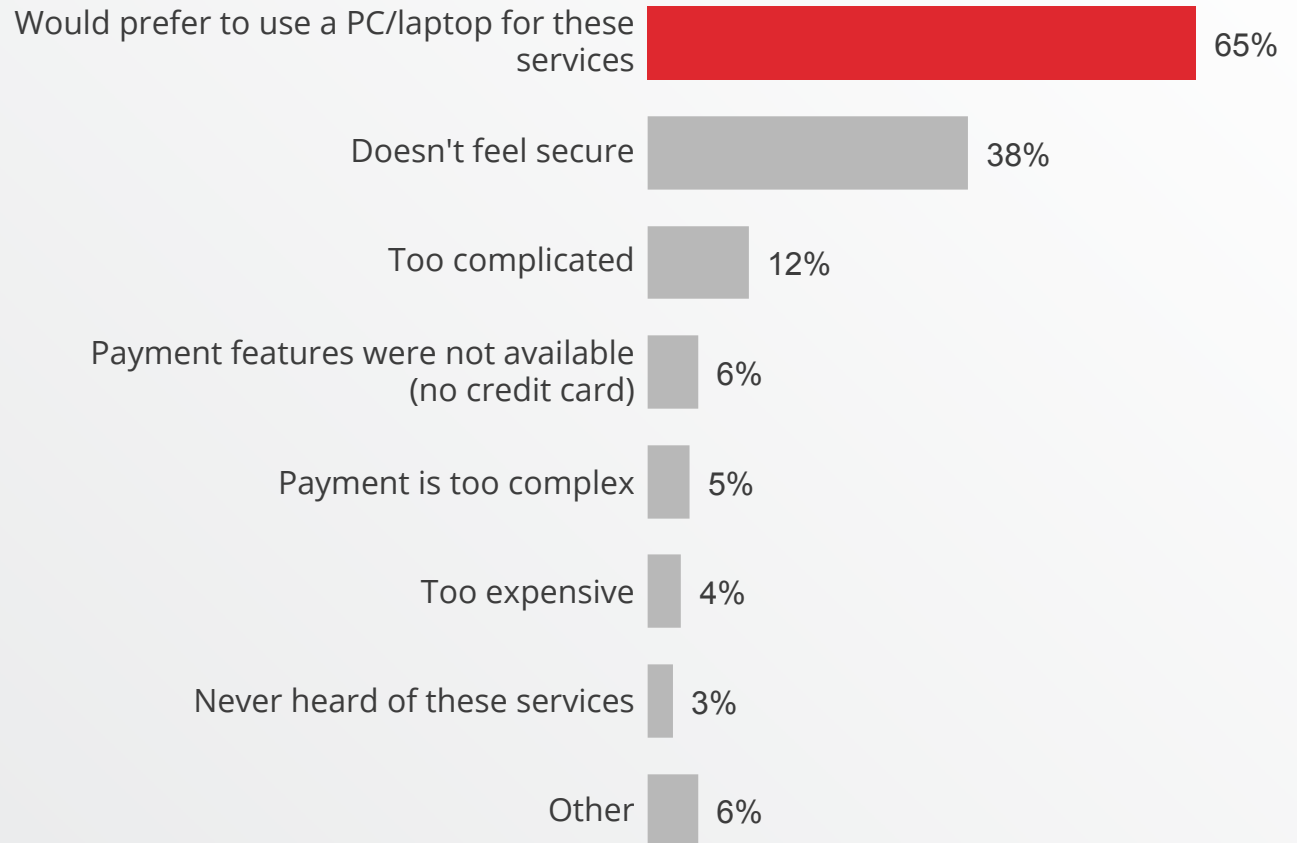


31%

expect to make **more mobile purchases** in the future

Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012
Base: Private smartphone users who use the internet in general, Smartphone n= 1.000 Q51: Do you expect making purchases on your smartphone more often in the next 12 months?

Barriers to Mobile Commerce Still Exist



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

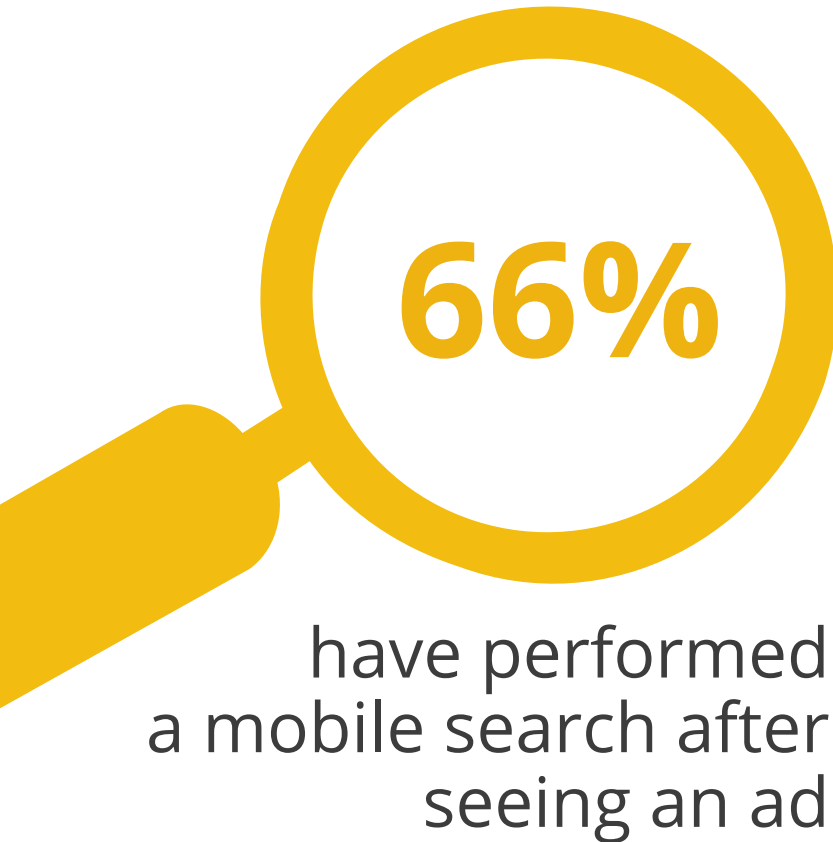
Base: Private smartphone users who use the internet in general and who NOT purchased via internet on their smartphone n= 646 Q46:Why have you not made a purchase using your smartphone?

SMARTPHONES
HELP ADVERTISERS
**CONNECT WITH THEIR
CUSTOMERS**



Offline Ad Exposure Leads to Mobile Search

Ad location



TV
58%



Shop/business
57%



Magazines
48%



Posters / Billboards
36%

Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general and who at least rarely notice advertising, n= 888

Q43a: How often do you use your smartphone to do a search in response to an ad you have seen in a magazine, on a poster, on TV or in a shop/business?

The First Page of Mobile Search Results is Key

61%

only look at the **first page of results** when conducting a search on their smartphone



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general and who are searching via search engine, Smartphone n= 962

Q32: How many search result pages do you look at, when conducting a search with your ... ?



89%

of smartphone users
notice mobile ads

Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general, Smartphone n= 1.000

Q41: How often do you notice advertising when you are using the browser or an app on your smartphone? (Ever)

Mobile Ads Make an Impression



48%

While in app

46%

While on a website



40%

While using a search engine

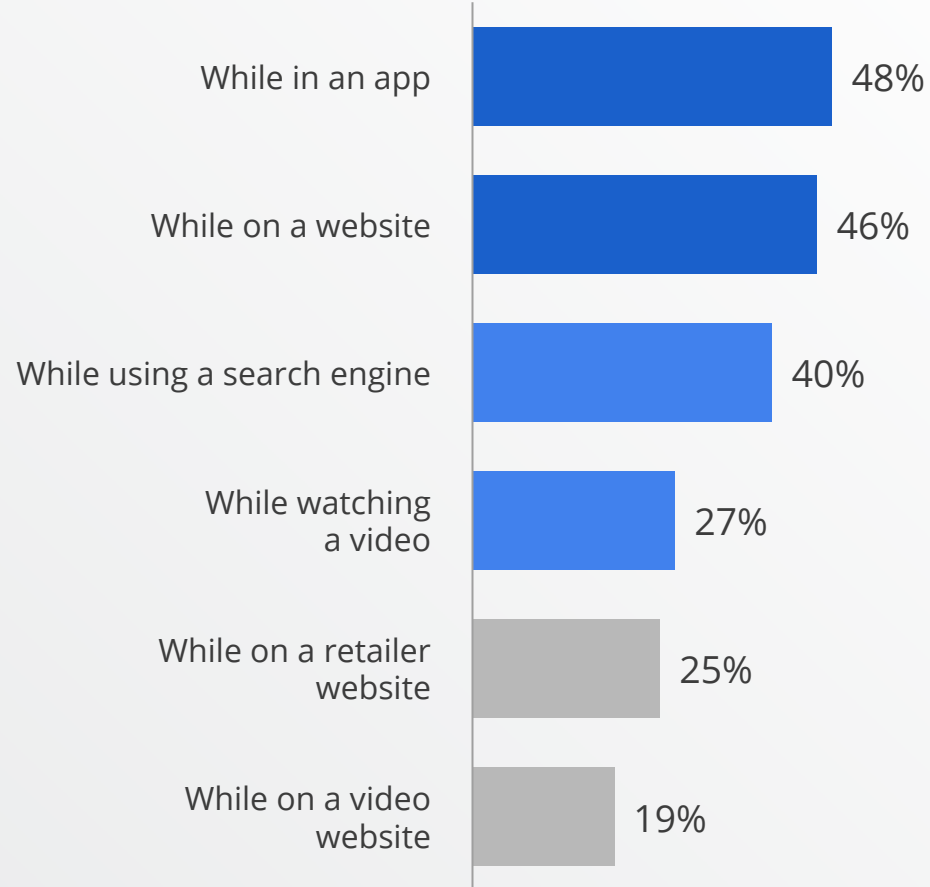


27%

While watching a video



Where Mobile Ads Are Noticed



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the internet in general and who at least rarely notice advertising n=888

Q42: Where have you noticed advertising when using your smartphone?

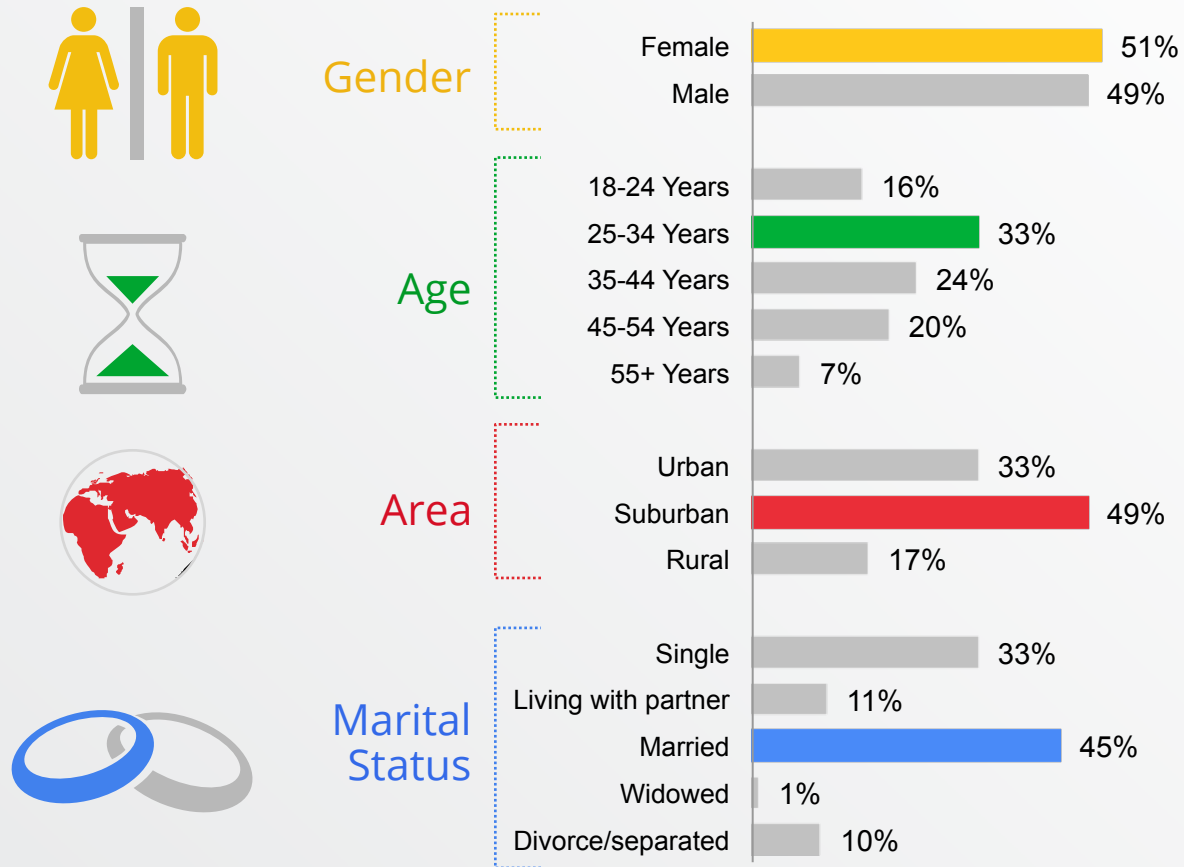
BACKGROUND



Research Methodology

- In partnership with Ipsos MediaCT, we interviewed a total of 1,000 US online adults (18-64 years of age) who identified themselves as using a smartphone to access the Internet
- The distribution is according to a national representative CATI Study
- A smartphone is defined as “a mobile phone offering advanced capabilities, often with PC-like functionality or ability to download apps”
- Respondents were asked a variety of questions around device usage, mobile search, video, social, web and commerce behavior and mobile advertising
- Interviews were conducted in Q1 2012

Demographics



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

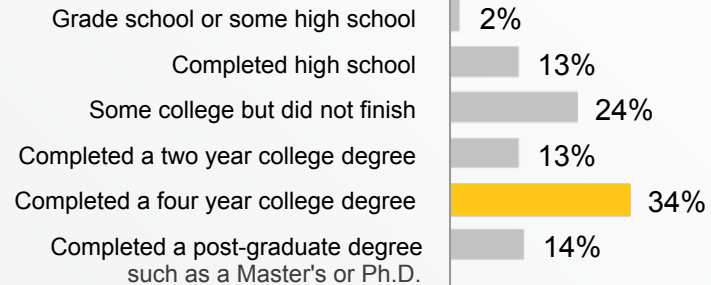
Base: Private smartphone users who use the Internet in general, wave 2, n= 1,000

S2. Please indicate your gender. / S1. What is your age? / D3. In what area do you live? D2. What is your marital status?

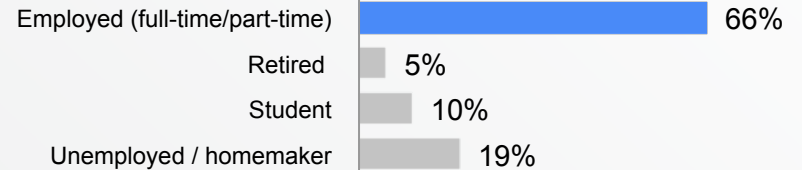
Demographics



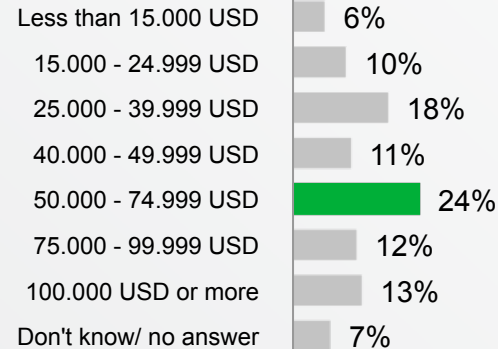
Education



Employment Status



Income



Source: Our Mobile Planet: United States, Google/Ipsos OTX MediaCT, US, May 2012

Base: Private smartphone users who use the Internet in general, wave 2, n= 1.000

D4. What is the highest level of education you have completed? D5. Which of the following best describes your employment status? D8. Which of these ranges comes closest to the total (annual) income of your household before anything is deducted for tax National Insurance (Social security) pension schemes etc.?