

BESPOKE SURVEYS

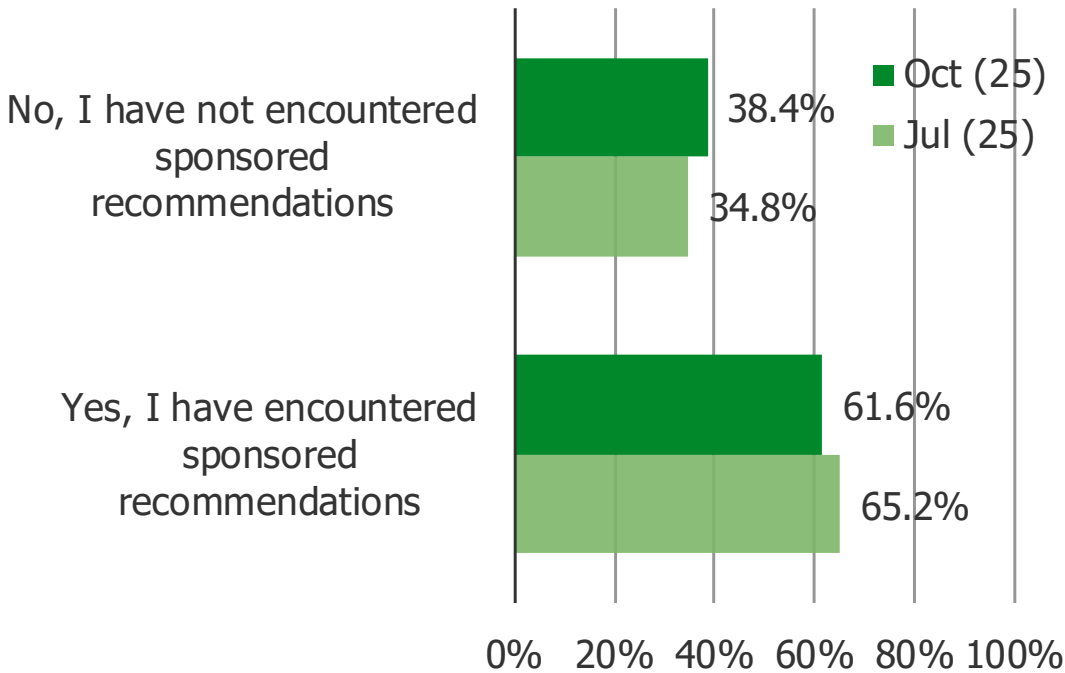
Audio (Streaming and Radio) Vol 37

1000+ Respondents Per Quarter

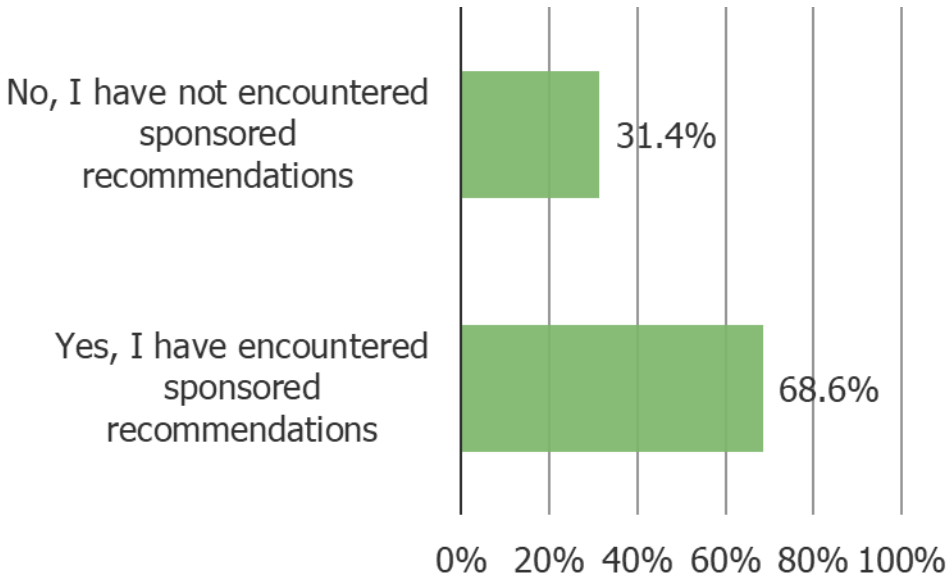
NEW QUESTIONS

WHILE USING THE SPOTIFY APP, HAVE YOU ENCOUNTERED SPONSORED RECOMMENDATIONS IN YOUR HOME PAGE? SPONSORED RECOMMENDATIONS ARE SMALL POP-UPS IN YOUR HOME PAGE THAT SHOW MUSIC SUGGESTIONS AND SAY "SPONSORED RECOMMENDATION" NEAR IT.

Posed to respondents who use Spotify (N = 398)

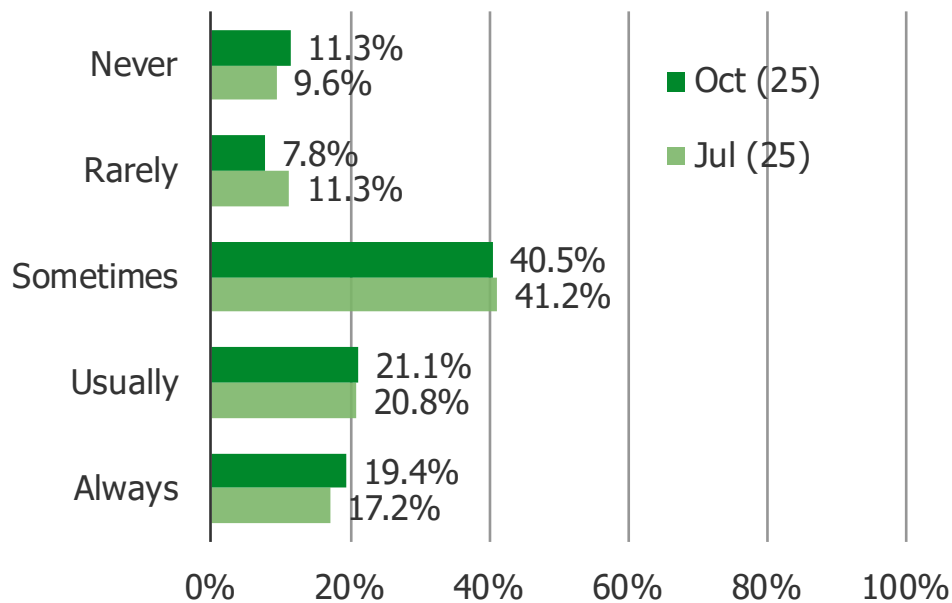


Filter: Paying Spotify Subscribers (N = 258)

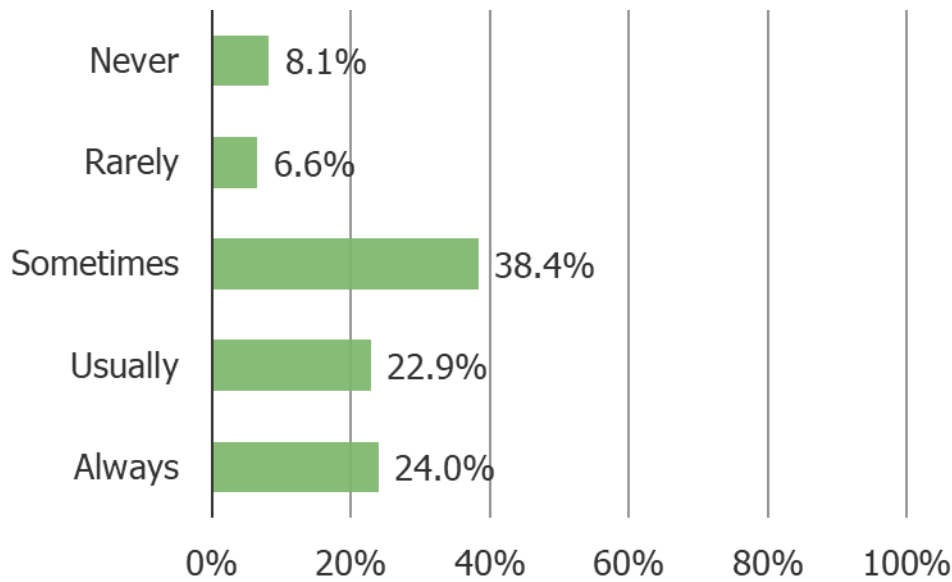


WHEN YOU ENCOUNTERED SPONSORED POSTS, HOW OFTEN HAVE THEY BEEN OF ARTISTS THAT YOU TYPICALLY LISTEN TO MUSIC FROM?

Posed to respondents who use Spotify (N = 398)

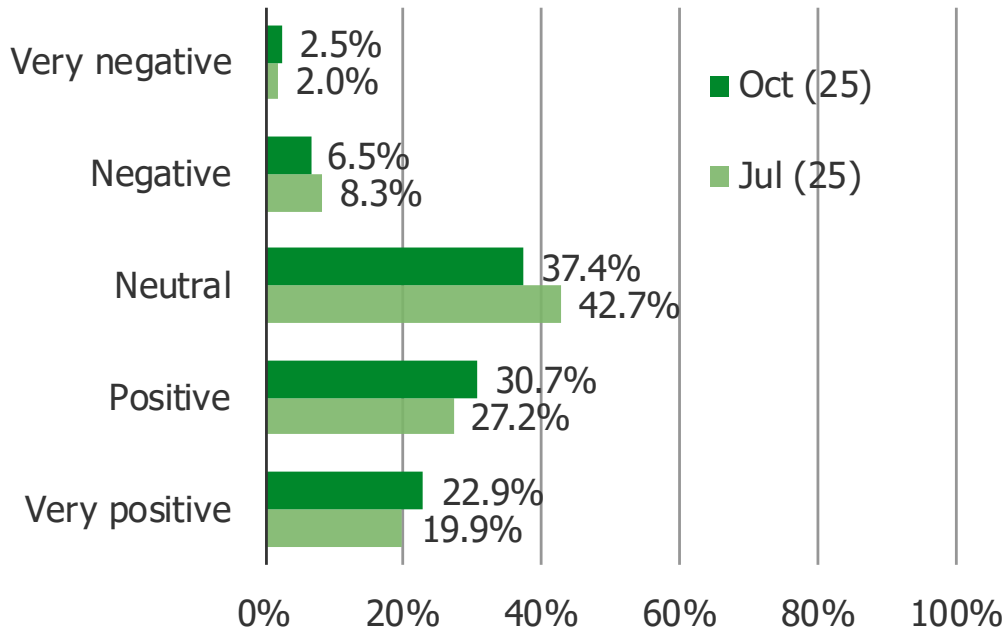


Filter: Paying Spotify Subscribers (N = 258)

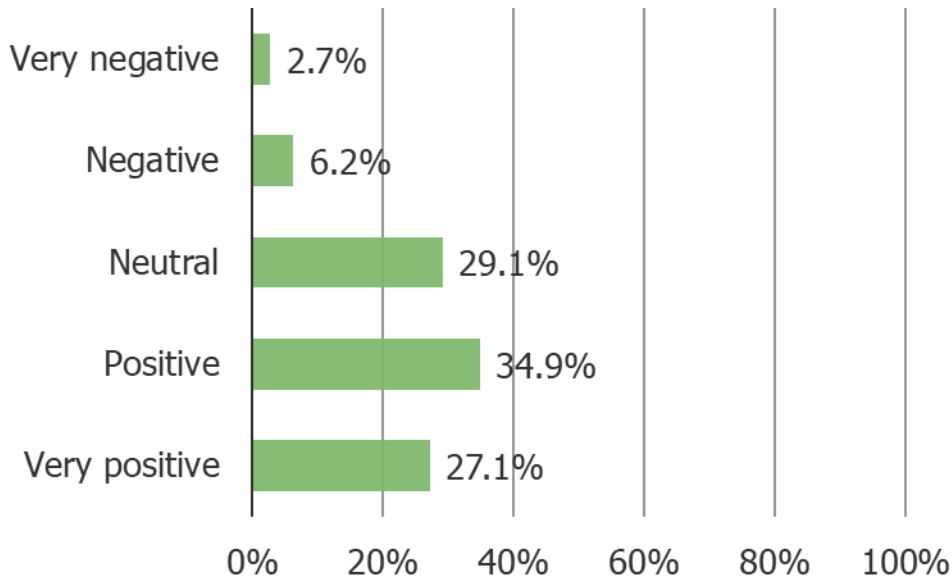


WHAT IS YOUR OPINION OF SPONSORED RECOMMENDATIONS IN THE SPOTIFY HOME PAGE?

Posed to respondents who use Spotify (N = 398)

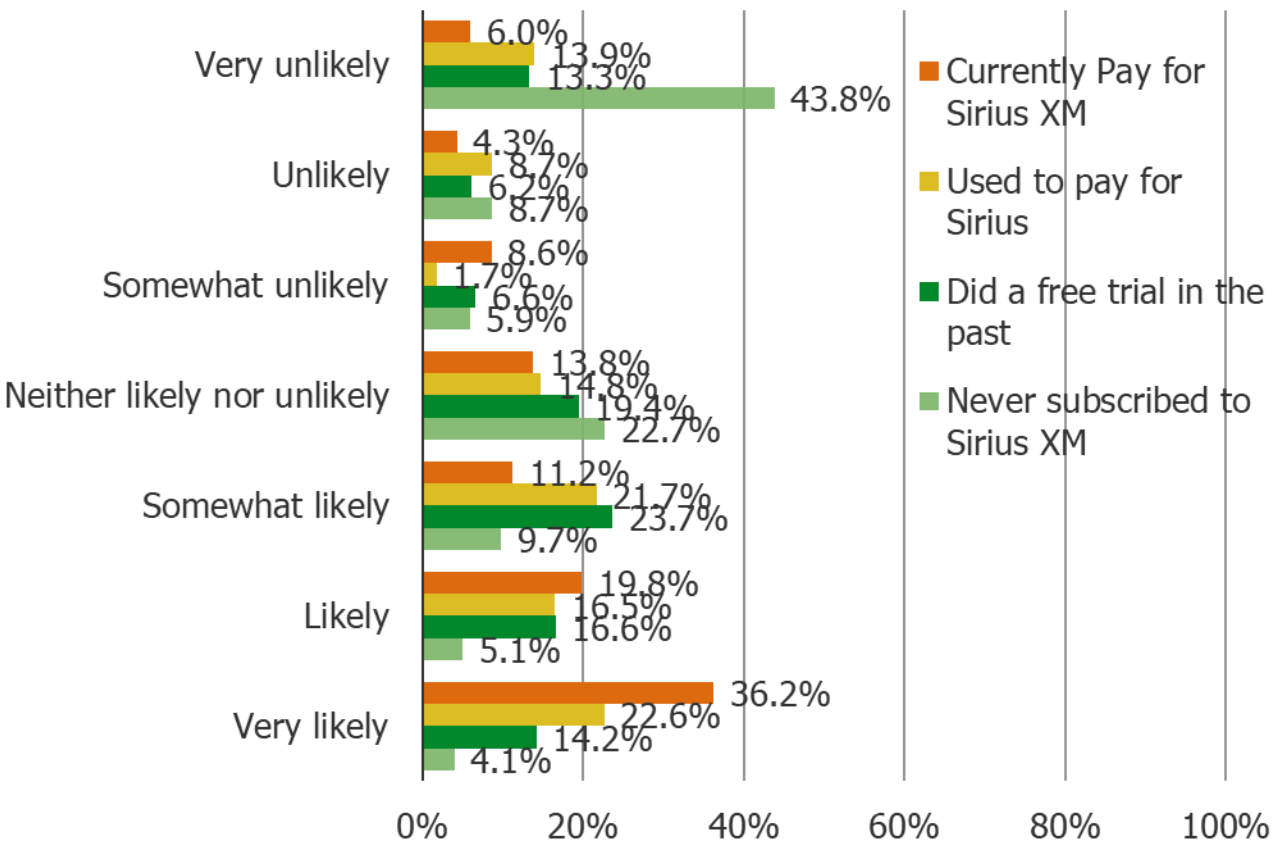


Filter: Paying Spotify Subscribers (N = 258)



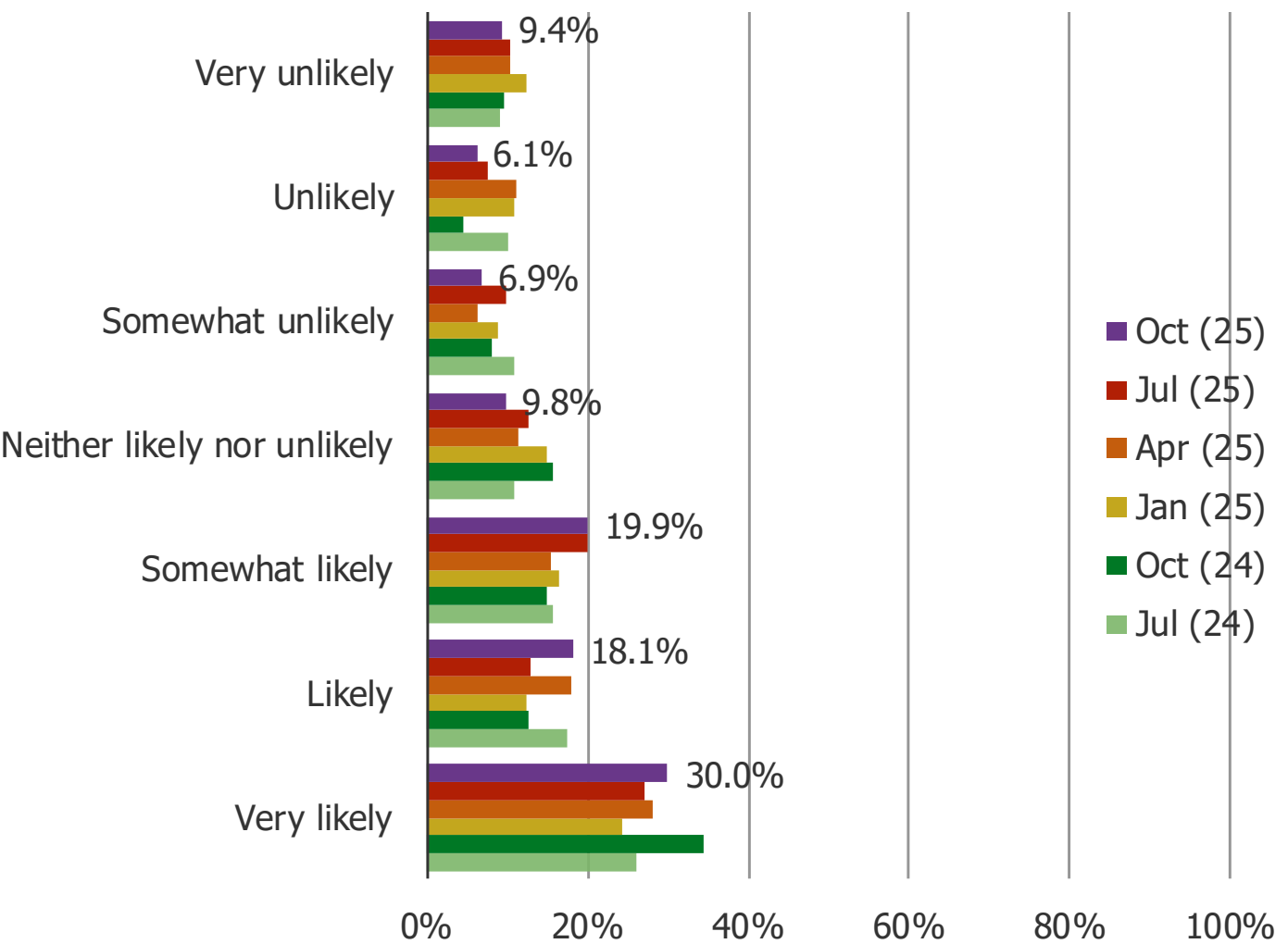
IF SIRIUSXM OFFERED A CHEAPER SUBSCRIPTION PLAN THAT INCLUDED OCCASIONAL ADS, HOW LIKELY WOULD YOU BE TO CONSIDER SUBSCRIBING?

Posed to all respondents.



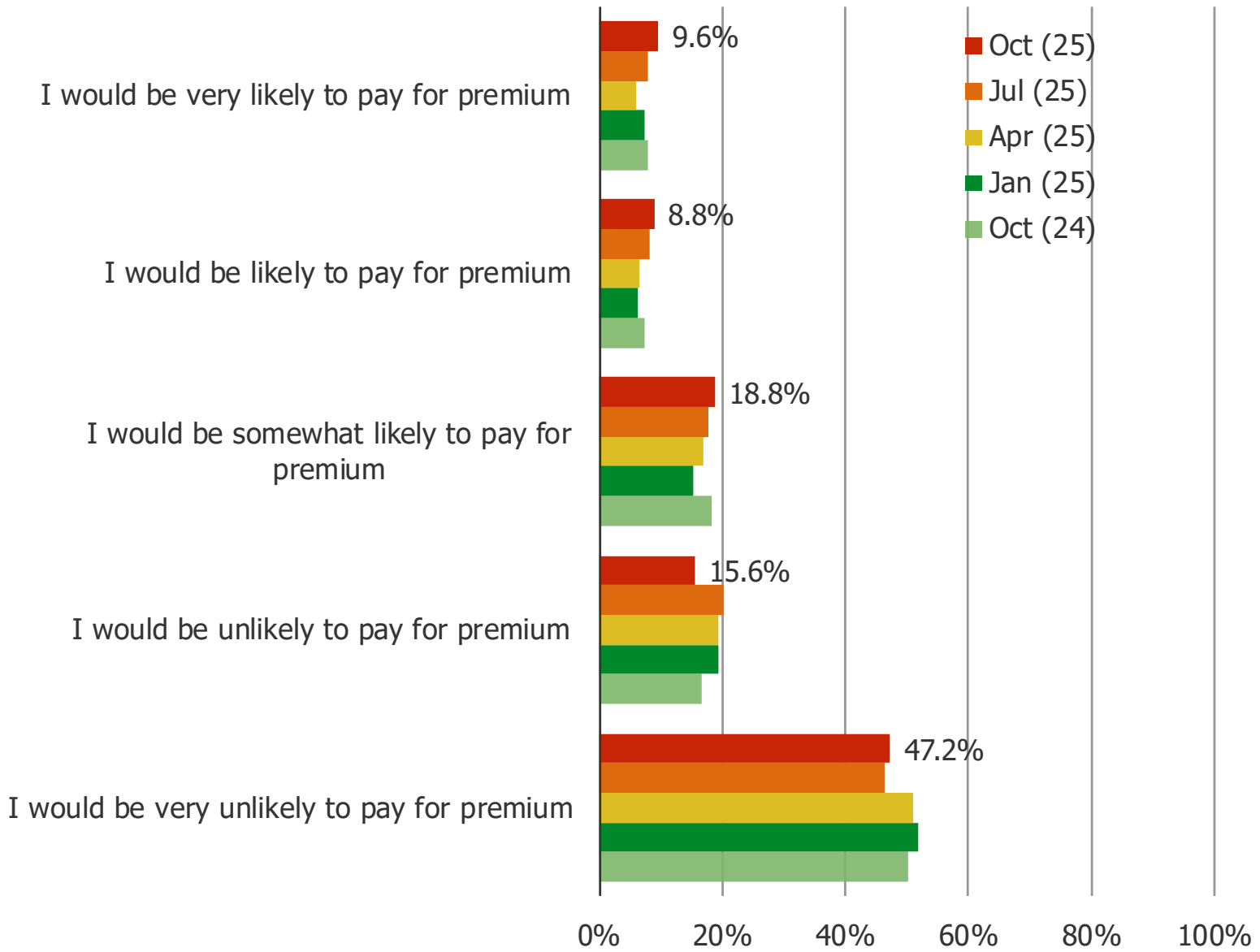
SPOTIFY WILL BE LAUNCHING A PREMIUM ADD-ON THAT OFFERS ACCESS TO HIGH-FIDELITY AUDIO (BETTER QUALITY SOUND) AND WILL COME WITH TOOLS TO HELP USERS CREATE PLAYLISTS AND MANAGE MUSIC LIBRARIES.THE NEW TIER WILL COST \$5 EXTRA PER MONTH, ADDED TO WHAT USERS ALREADY PAY FOR PREMIUM.HOW LIKELY ARE YOU TO PAY \$5 EXTRA PER MONTH TO ADD THIS?

Posed to respondents who have a paid account with Spotify (N = 255)



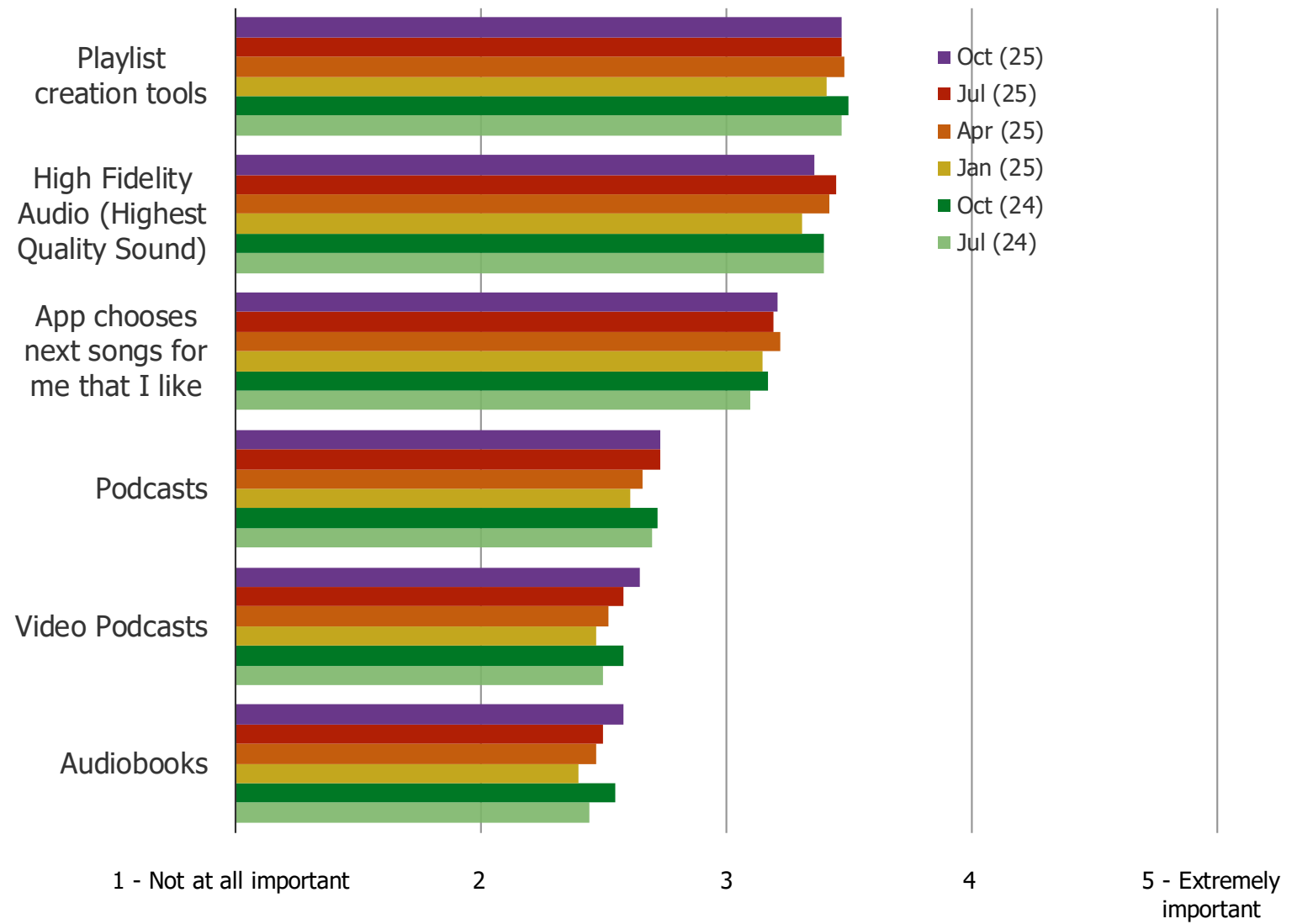
IF SPOTIFY OFFERED HIGH FIDELITY AUDIO (IE, CD QUALITY AUDIO) ON ITS PREMIUM SUBSCRIPTION, WOULD YOU PAY FOR PREMIUM TO GET ACCESS? (\$11.99 PER MONTH FOR PREMIUM PLUS \$5 PER MONTH FOR HIGH FIDELITY AUDIO AND OTHER PLAYLIST TOOLS)

Posed to respondents who do not have an account with Spotify and Spotify Free Account Holders (N = 701)



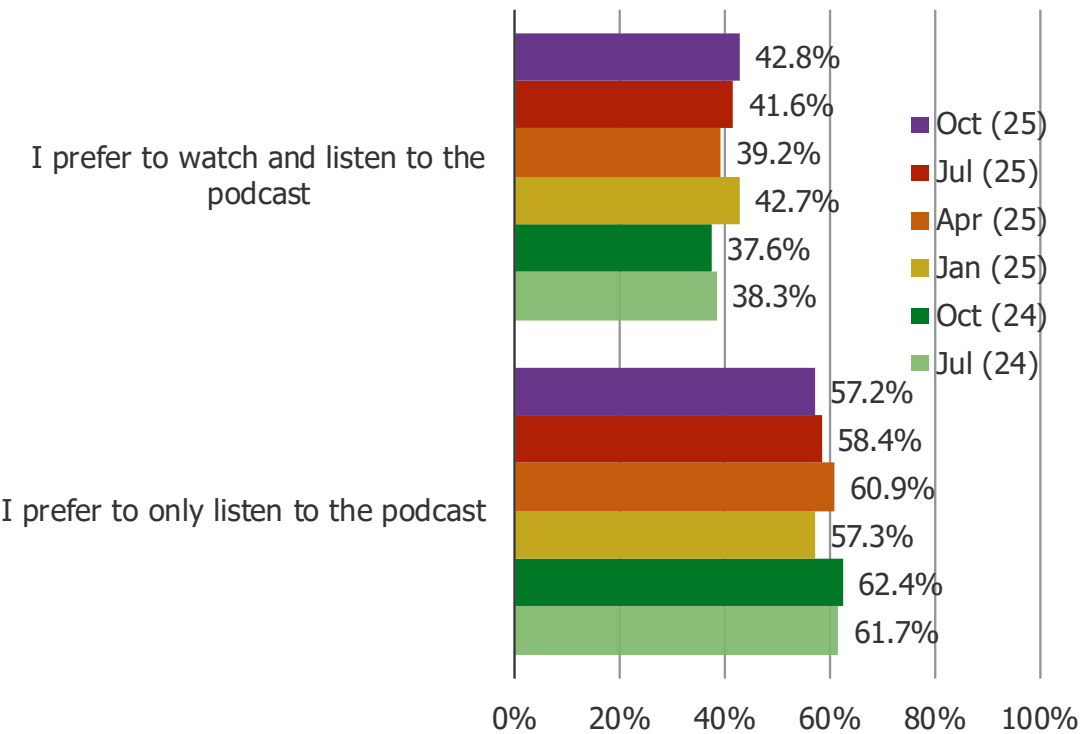
HOW IMPORTANT ARE THE FOLLOWING FEATURES TO YOU IN A MUSIC/AUDIO APP?

Posed to all respondents.



WHEN YOU THINK ABOUT LISTENING TO PODCASTS, DO YOU PREFER TO JUST LISTEN TO THE PODCAST OR LISTEN AND WATCH THE PODCAST AT THE SAME TIME?

Posed to all respondents who listen to podcasts.



Audio Preferences:

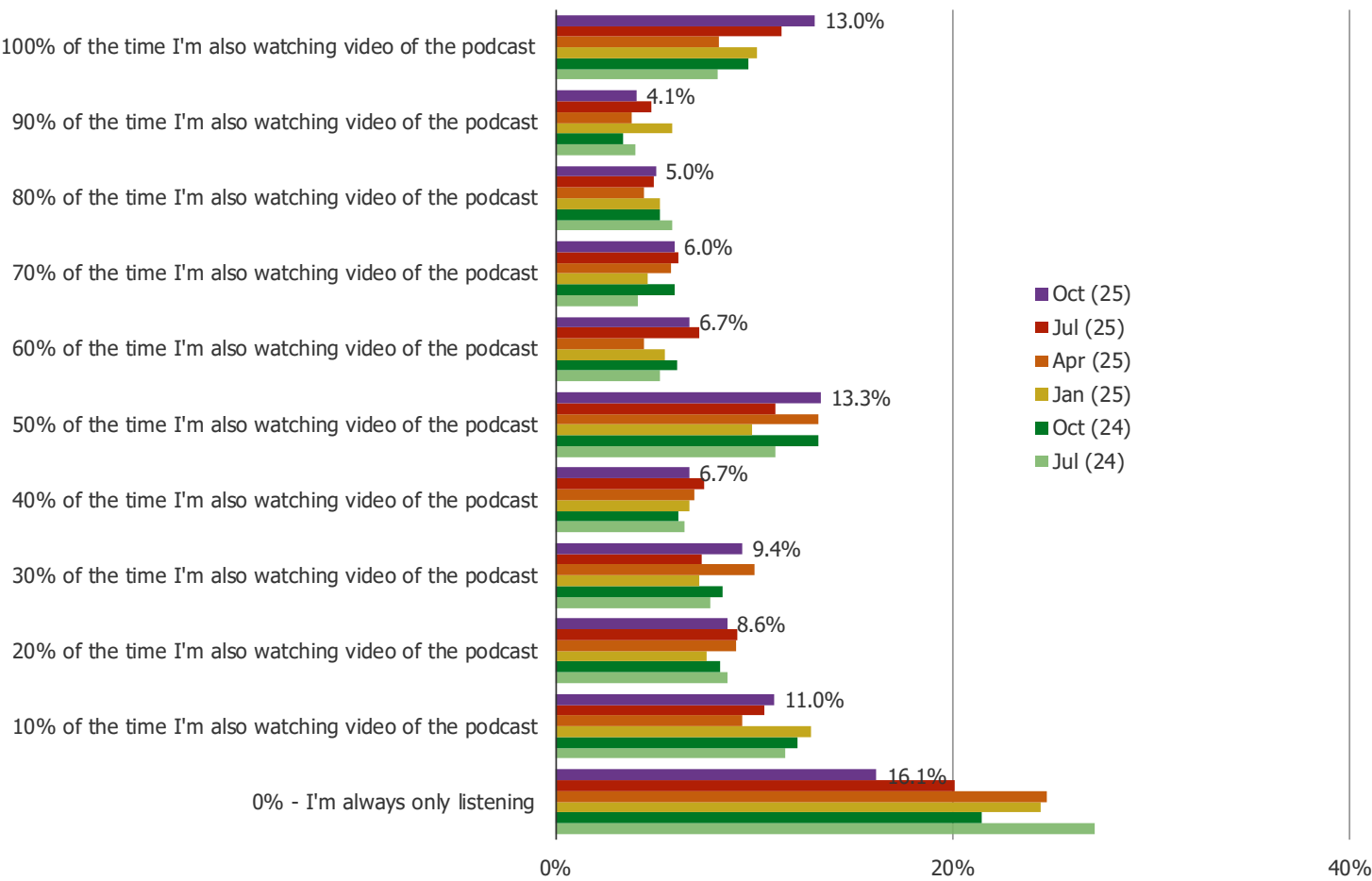
- Multitasking (driving, cleaning, working)
- Mobility/convenience
- Background listening
- Work restrictions

Video Preferences:

- Seeing facial expressions/reactions
- Visual learning/retention
- Additional content/context
- Body language understanding

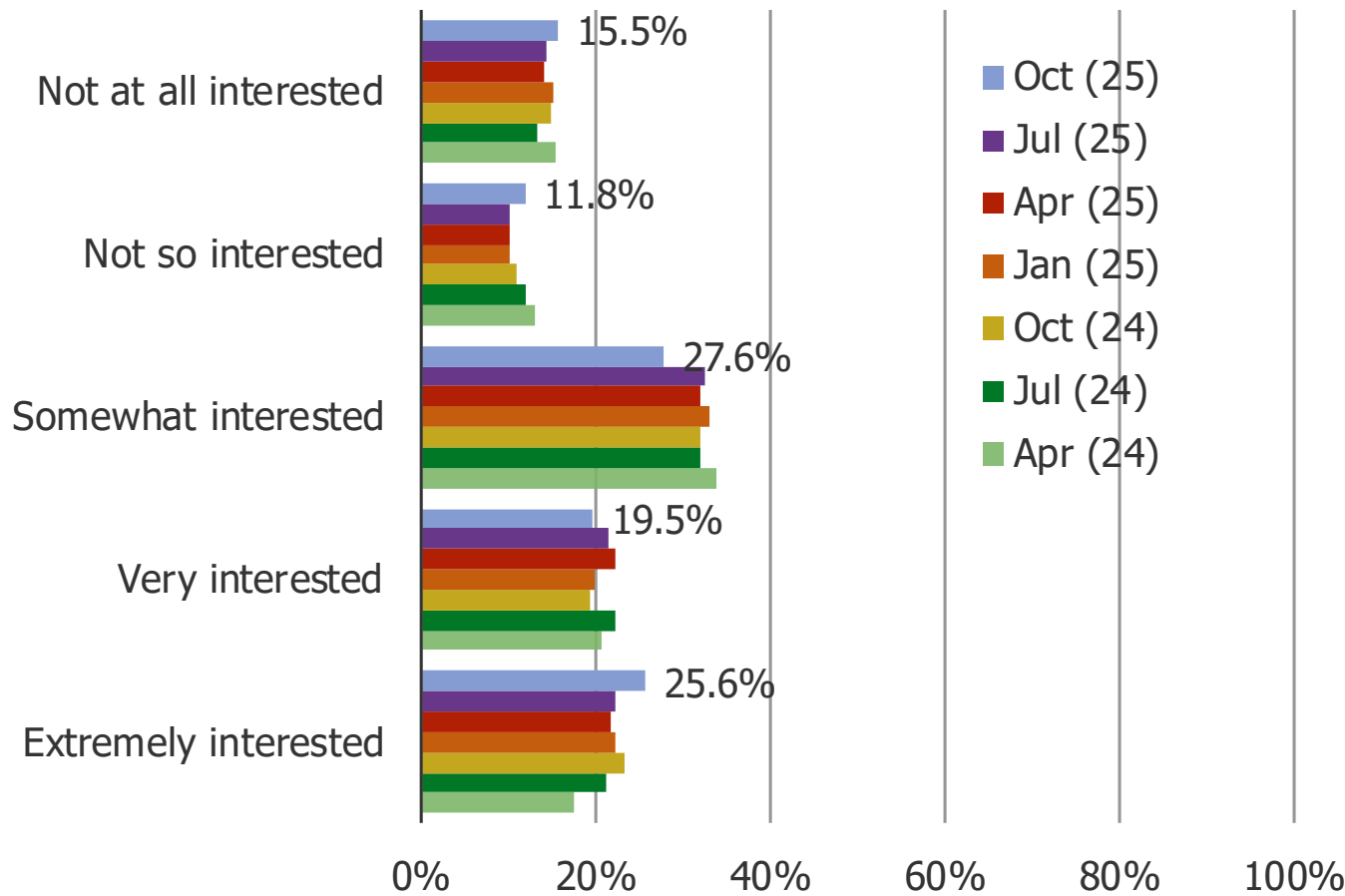
WHAT PERCENTAGE OF THE TIME THAT YOU ARE LISTENING TO PODCASTS ARE YOU WATCHING VIDEO OF THE PODCAST?

Posed to all respondents who listen to podcasts.



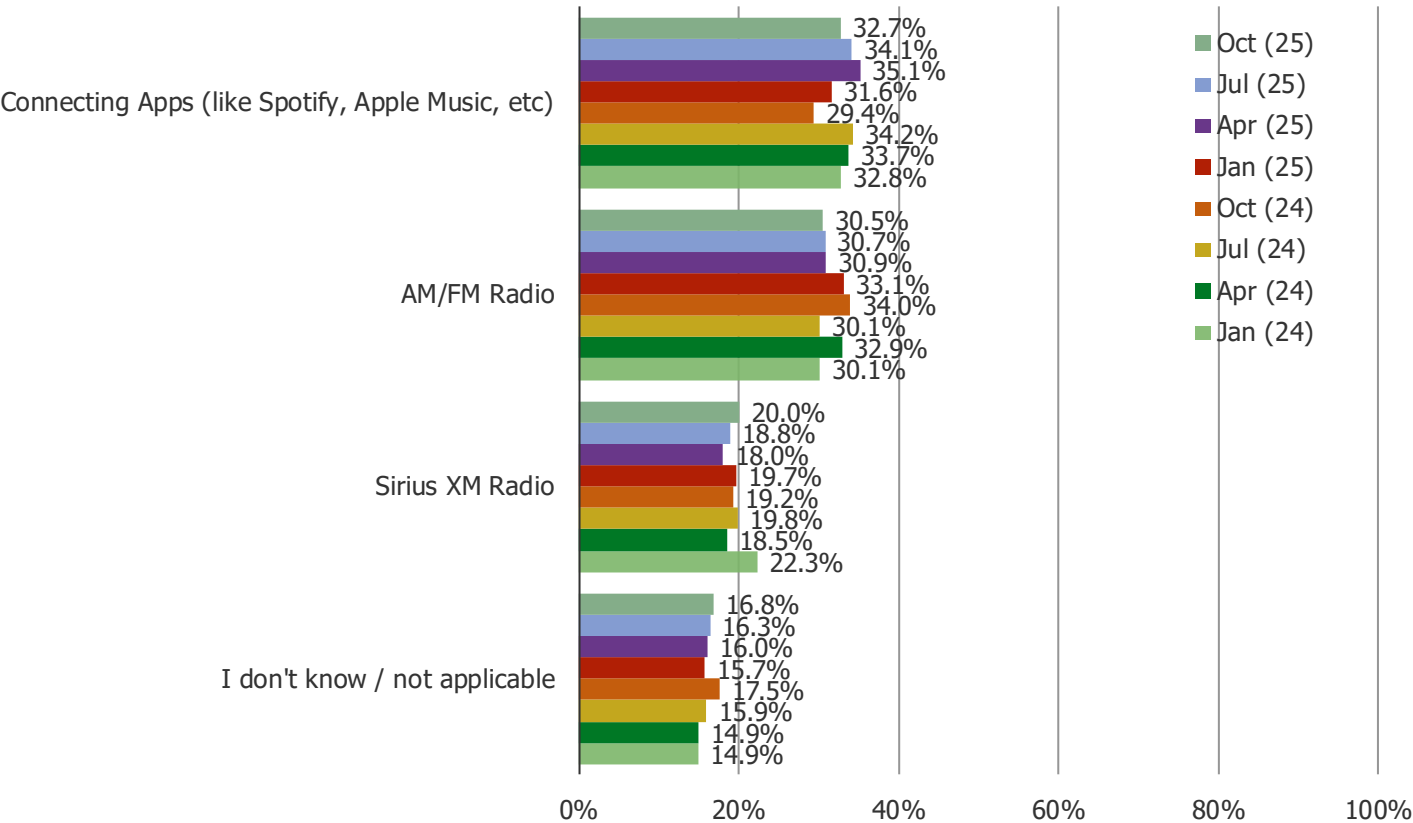
HOW MUCH INTEREST DO YOU HAVE IN VIDEO LEARNING COURSES ON SUBJECTS OF INTEREST TO YOU?

Posed to all respondents.

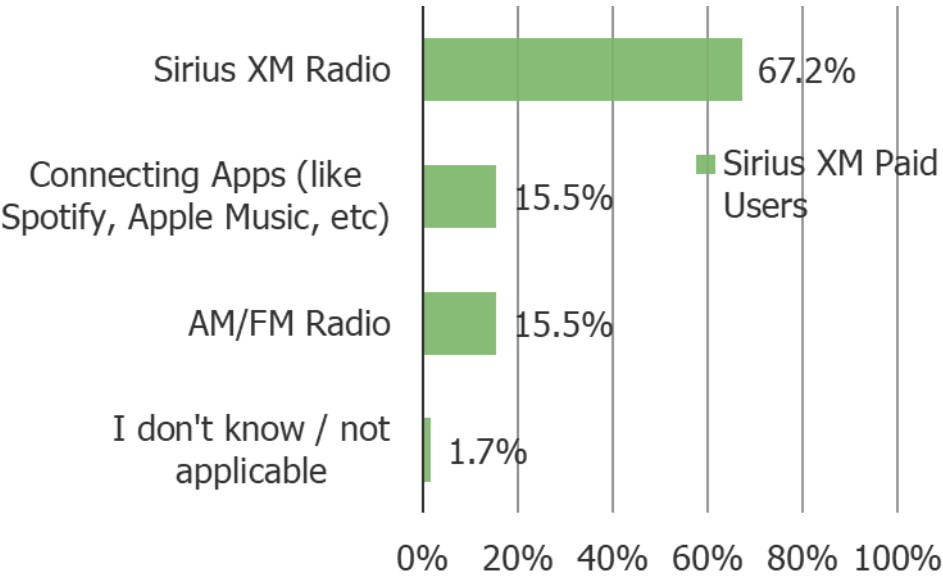


IN YOUR OPINION, WHICH IS BEST FOR LISTENING IN THE CAR?

Posed to all respondents.



Posed to paid Sirius XM users (October 25).



STREAMING PLATFORM DECISION CATALYSTS AND CRITERIA

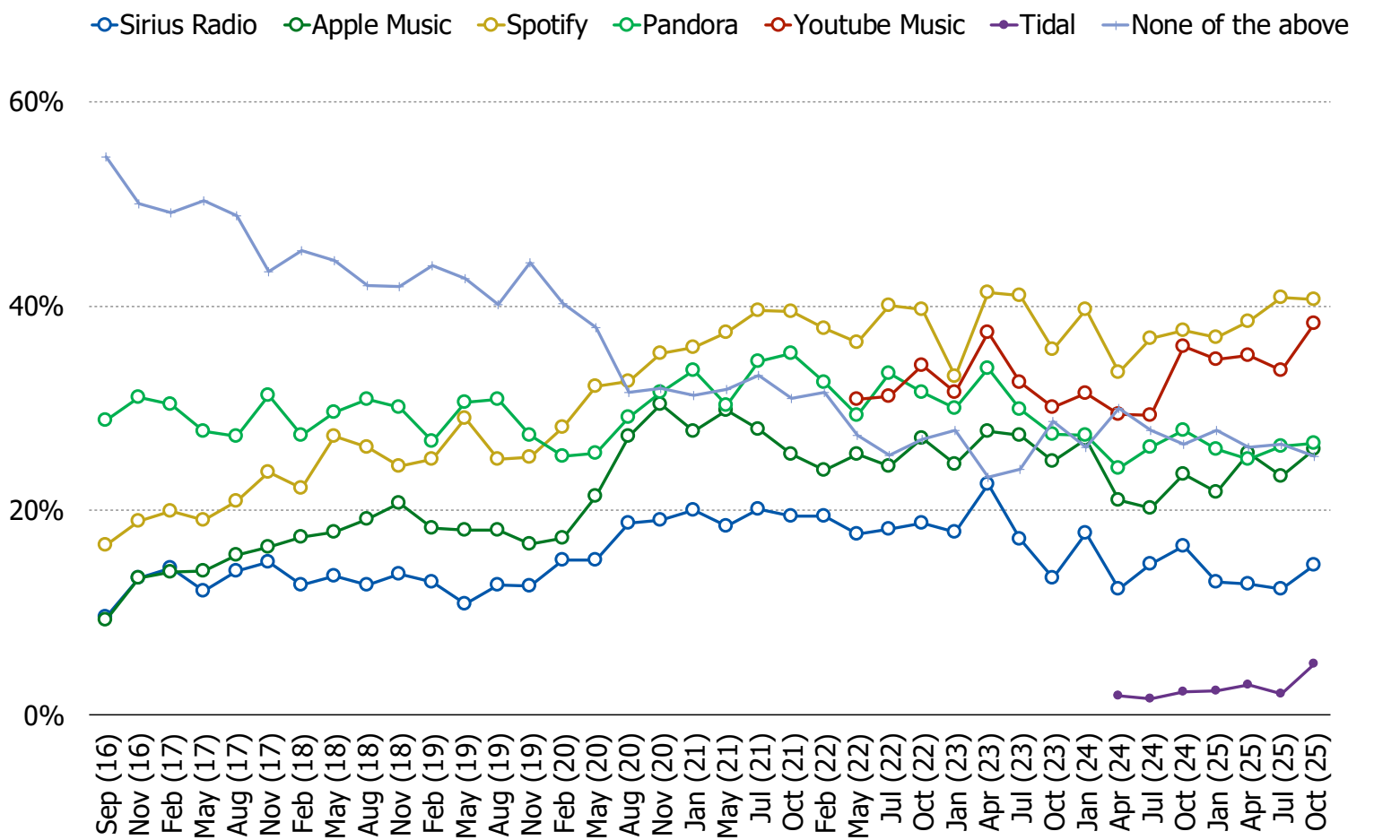
Posed to respondents who have an account with one or more streaming audio platforms.



COMPETITIVE DYNAMICS, STREAMING APPS

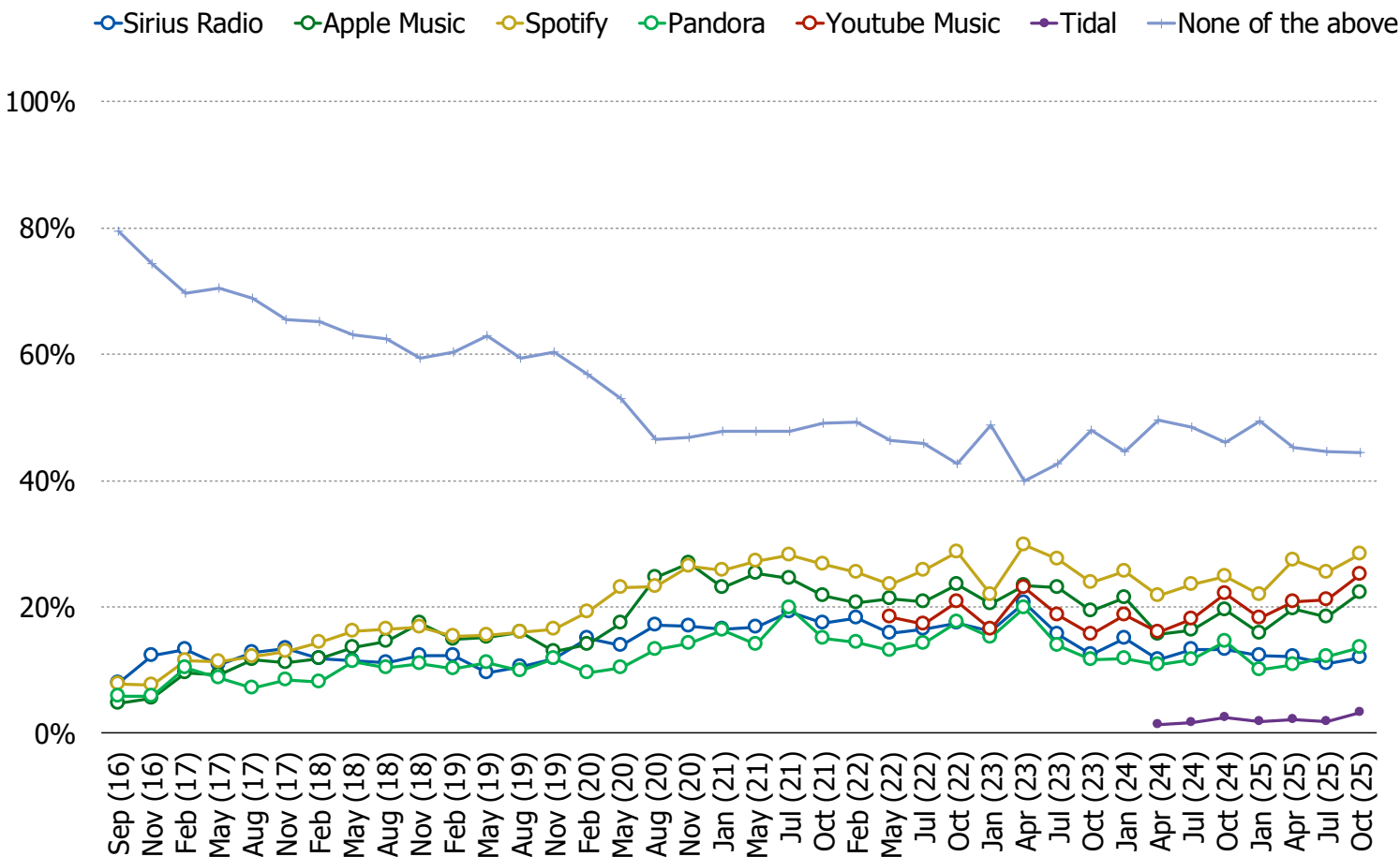
QUARTERLY SURVEY: DO YOU HAVE AN ACCOUNT WITH ANY OF THE FOLLOWING? SELECT ALL THAT APPLY

Posed to all respondents.



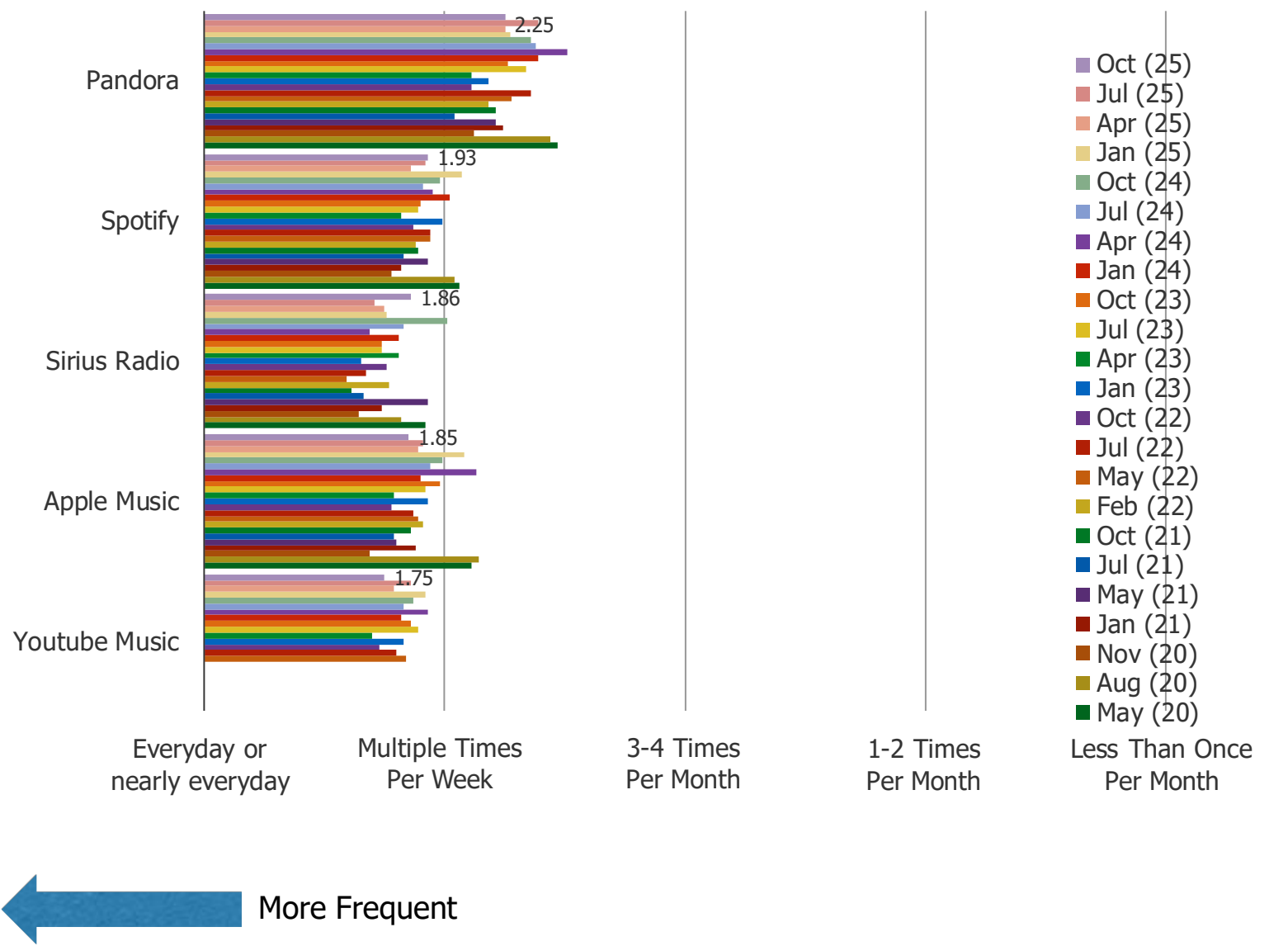
QUARTERLY SURVEY: ARE YOU CURRENTLY PAYING FOR A SUBSCRIPTION WITH ANY OF THE FOLLOWING?
(SELECT ALL THAT APPLY)

Posed to all respondents.



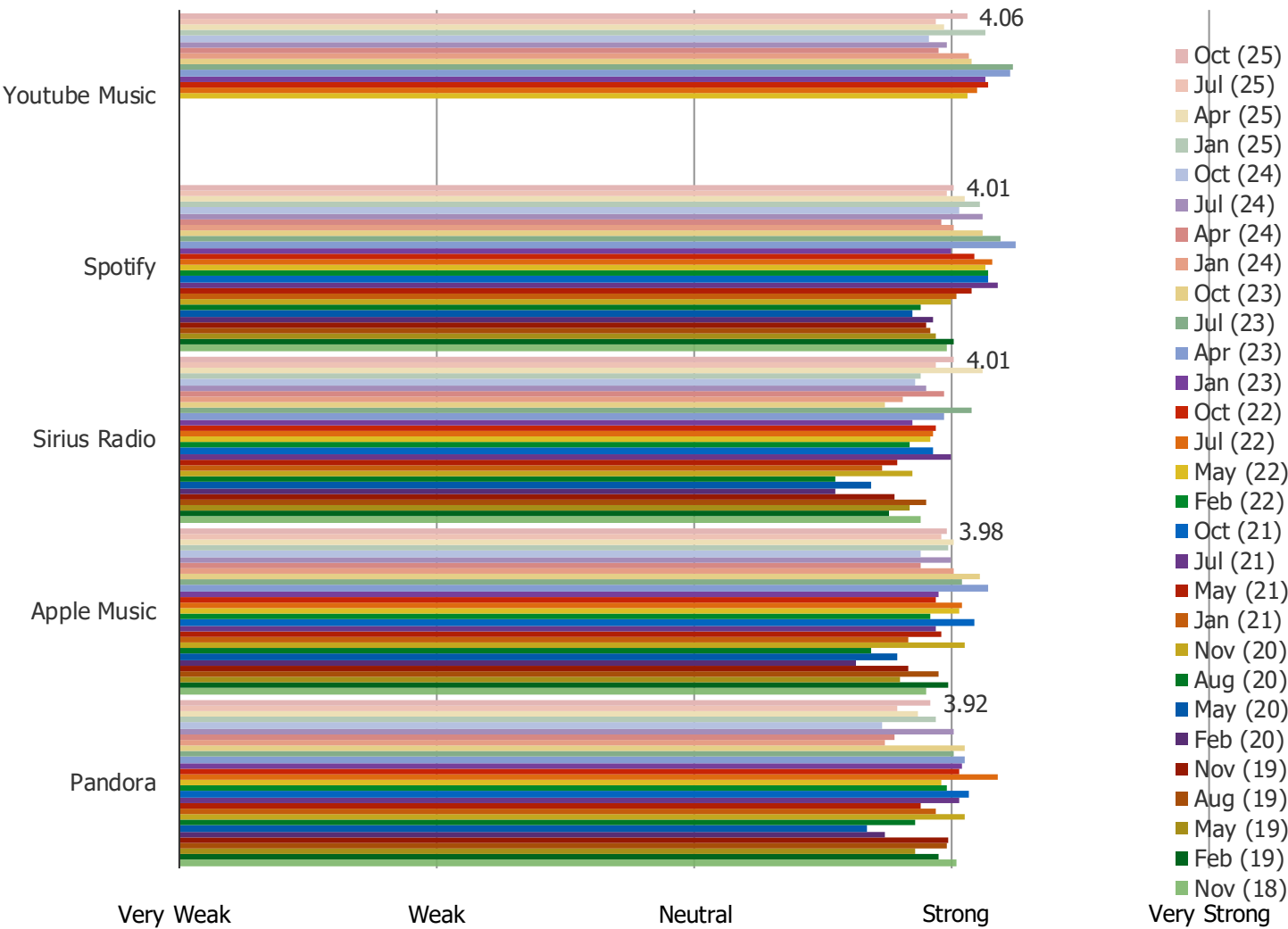
HOW OFTEN DO YOU USE THE FOLLOWING?

Respondents who have an account with each platform (free or paid)



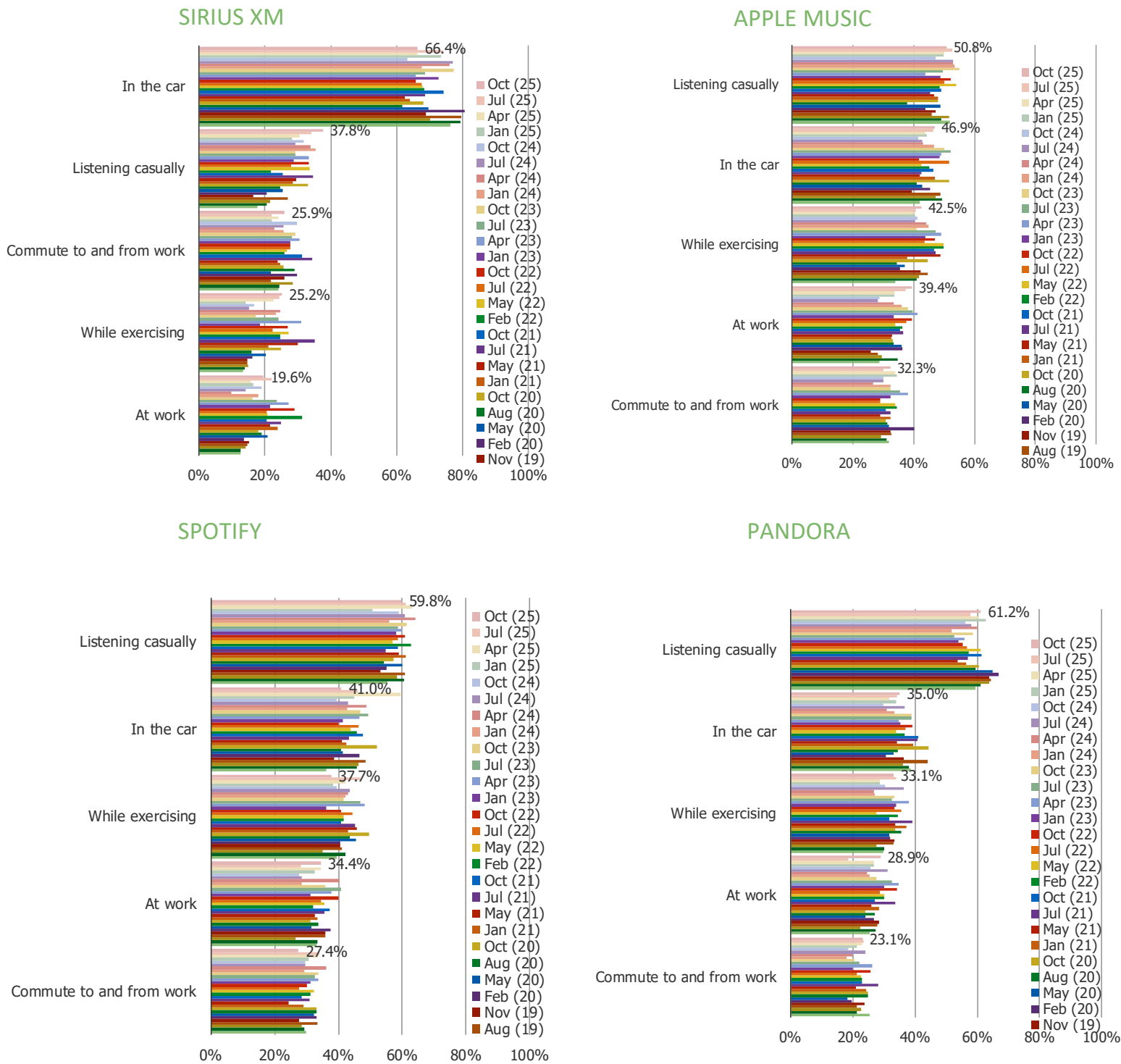
WHAT IS YOUR OPINION OF THE VALUE YOU GET FOR YOUR MONEY IN PAYING FOR THIS PLATFORM?

Respondents who pay for each platform



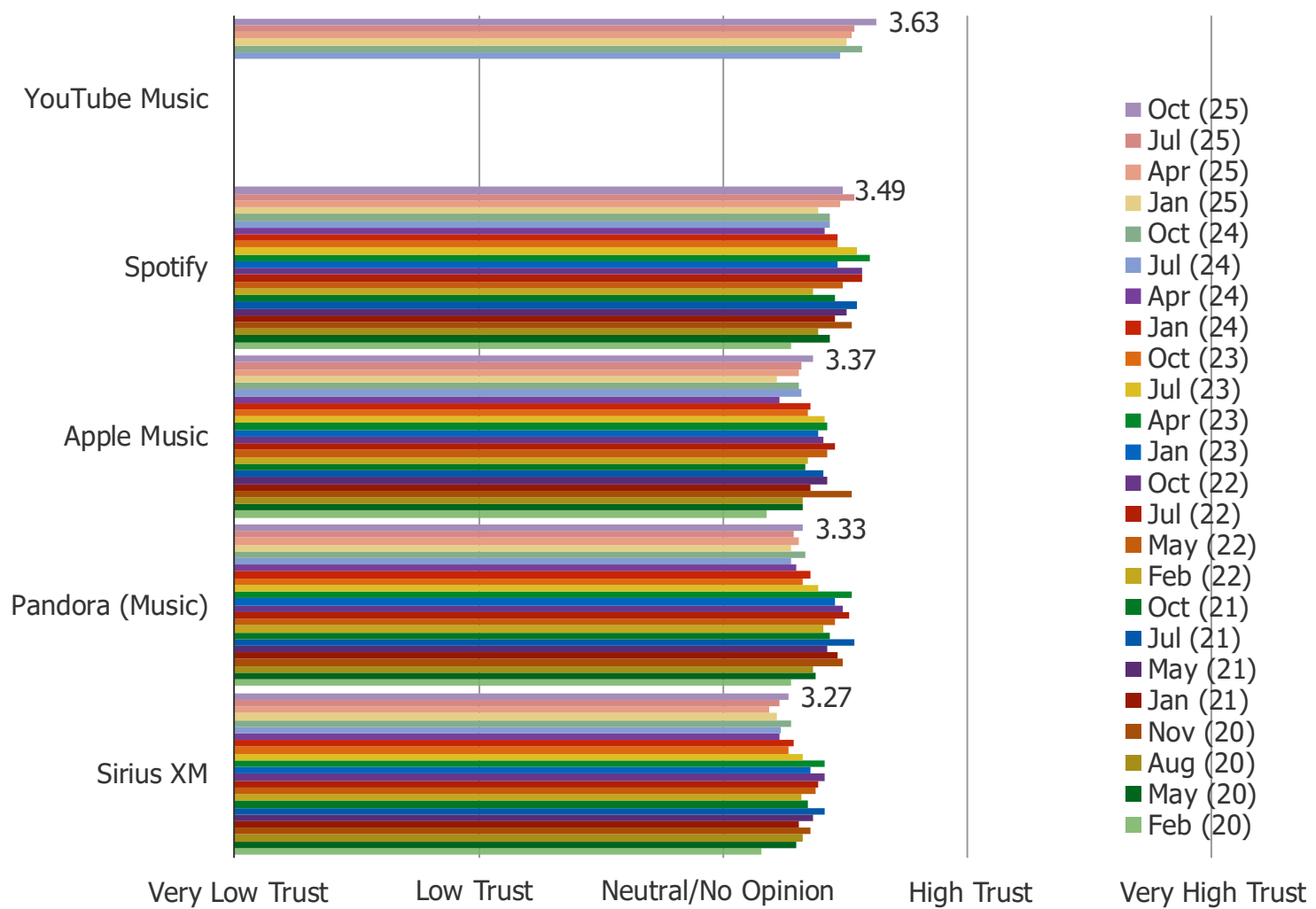
WHERE DO YOU TYPICALLY LISTEN TO THIS PLATFORM? (SELECT ALL THAT APPLY)

Respondents who have an account with each platform (free or paid)



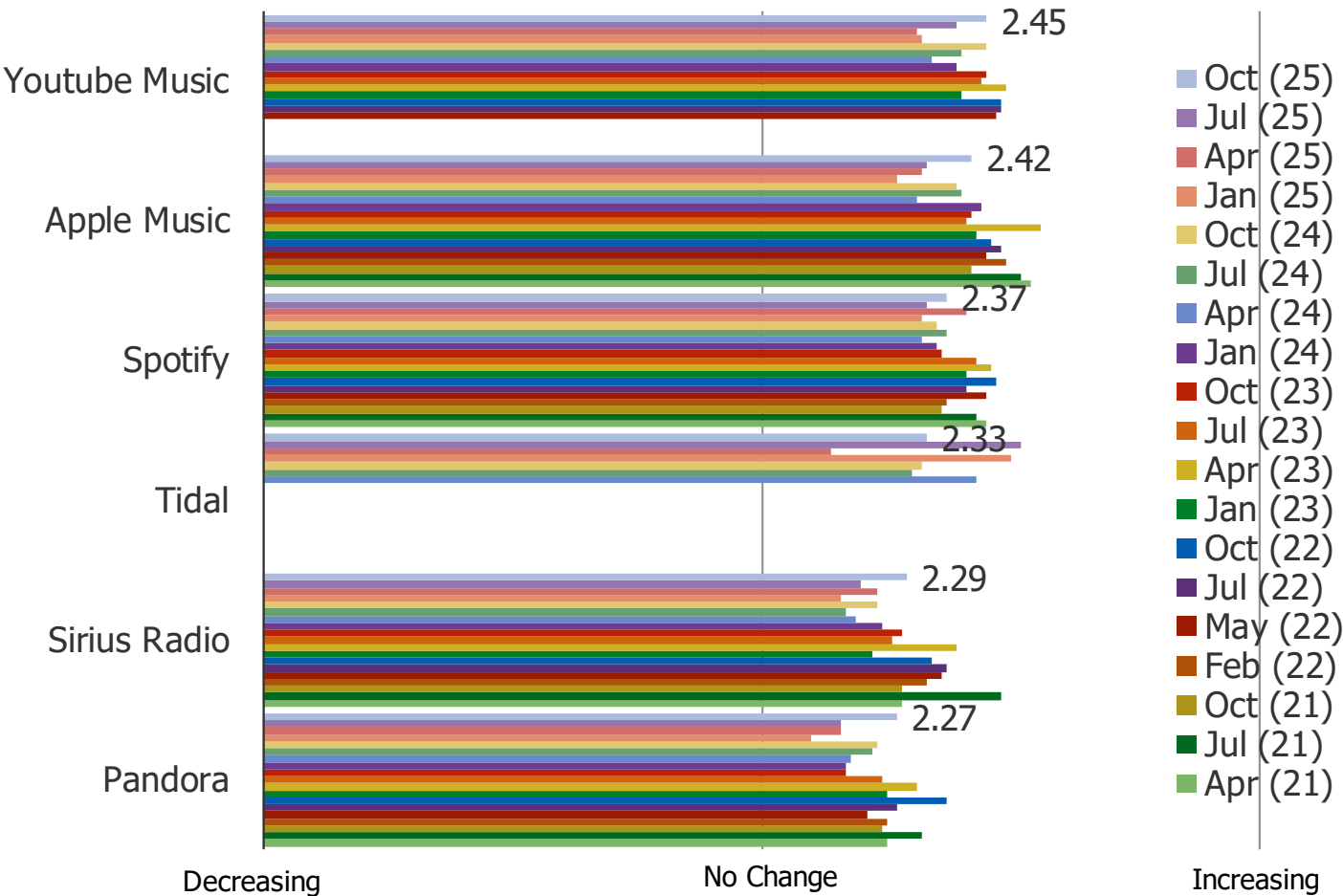
HOW MUCH TRUST WOULD YOU SAY YOU HAVE IN THE FOLLOWING BRANDS?

Posed to all respondents



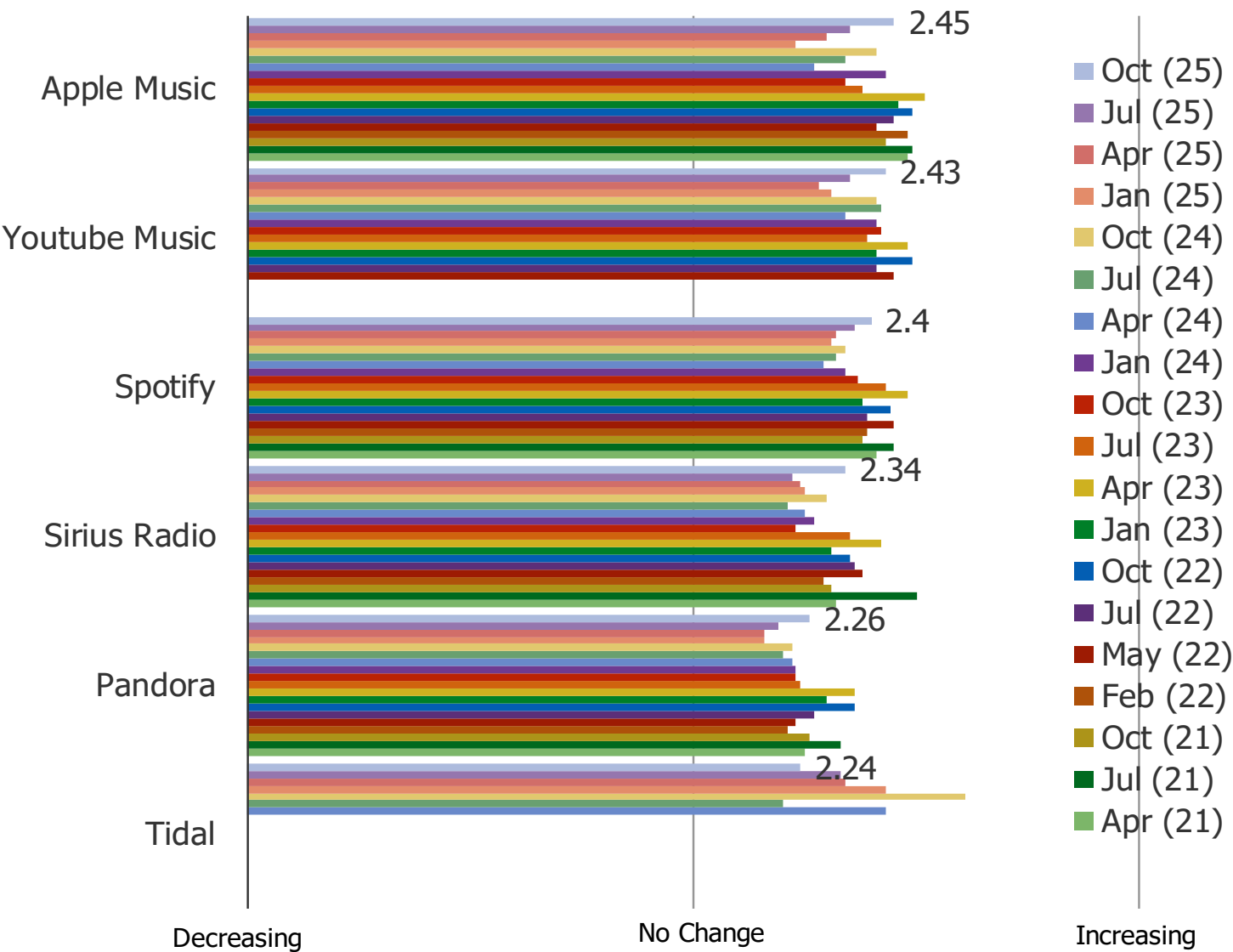
DO YOU FEEL THAT YOUR LISTENING TIME ON THIS PLATFORM IS INCREASING OR DECREASING FOR THE FOLLOWING KIND OF MUSIC...

Posed to users of each platform.
New Music (Released in the Past 6 Months)



DO YOU FEEL THAT YOUR LISTENING TIME ON THIS PLATFORM IS INCREASING OR DECREASING FOR THE FOLLOWING KIND OF MUSIC...

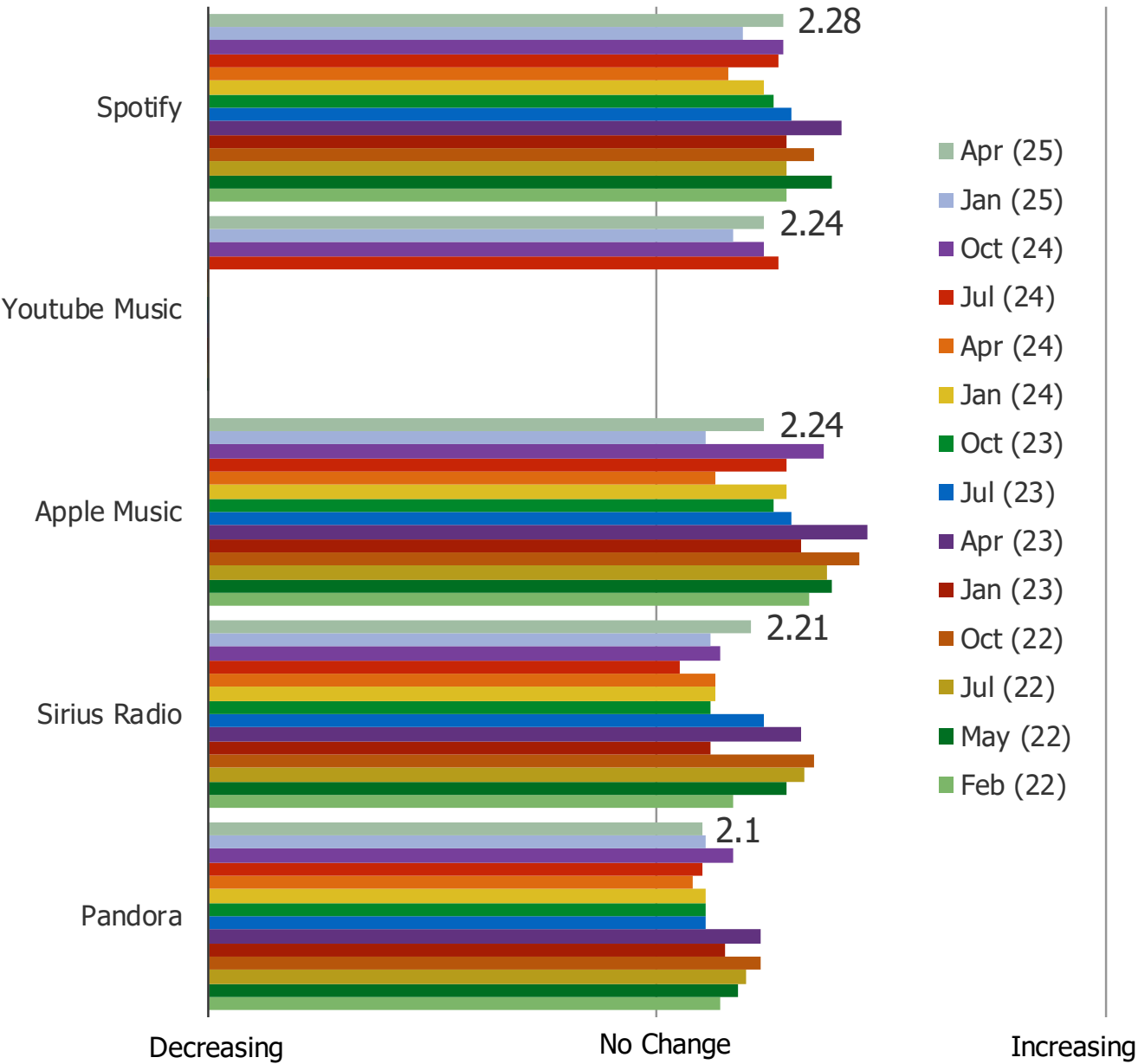
Posed to users of each platform.
Catalog Music (Released 6+ Months Ago)



DO YOU FEEL THAT YOUR LISTENING TIME ON THIS PLATFORM IS INCREASING OR DECREASING FOR PODCASTS...

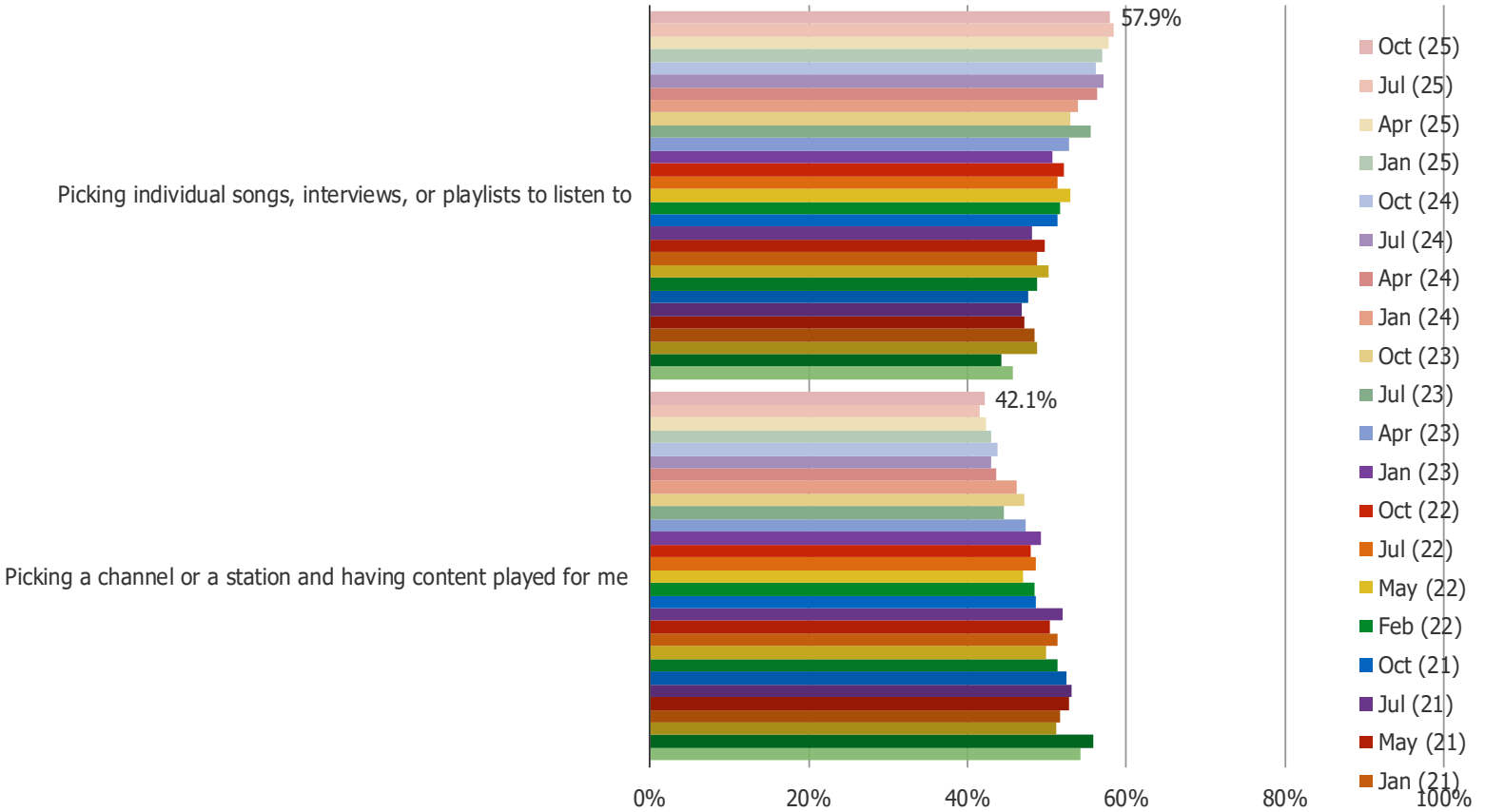
Posed to users of each platform.

Podcasts



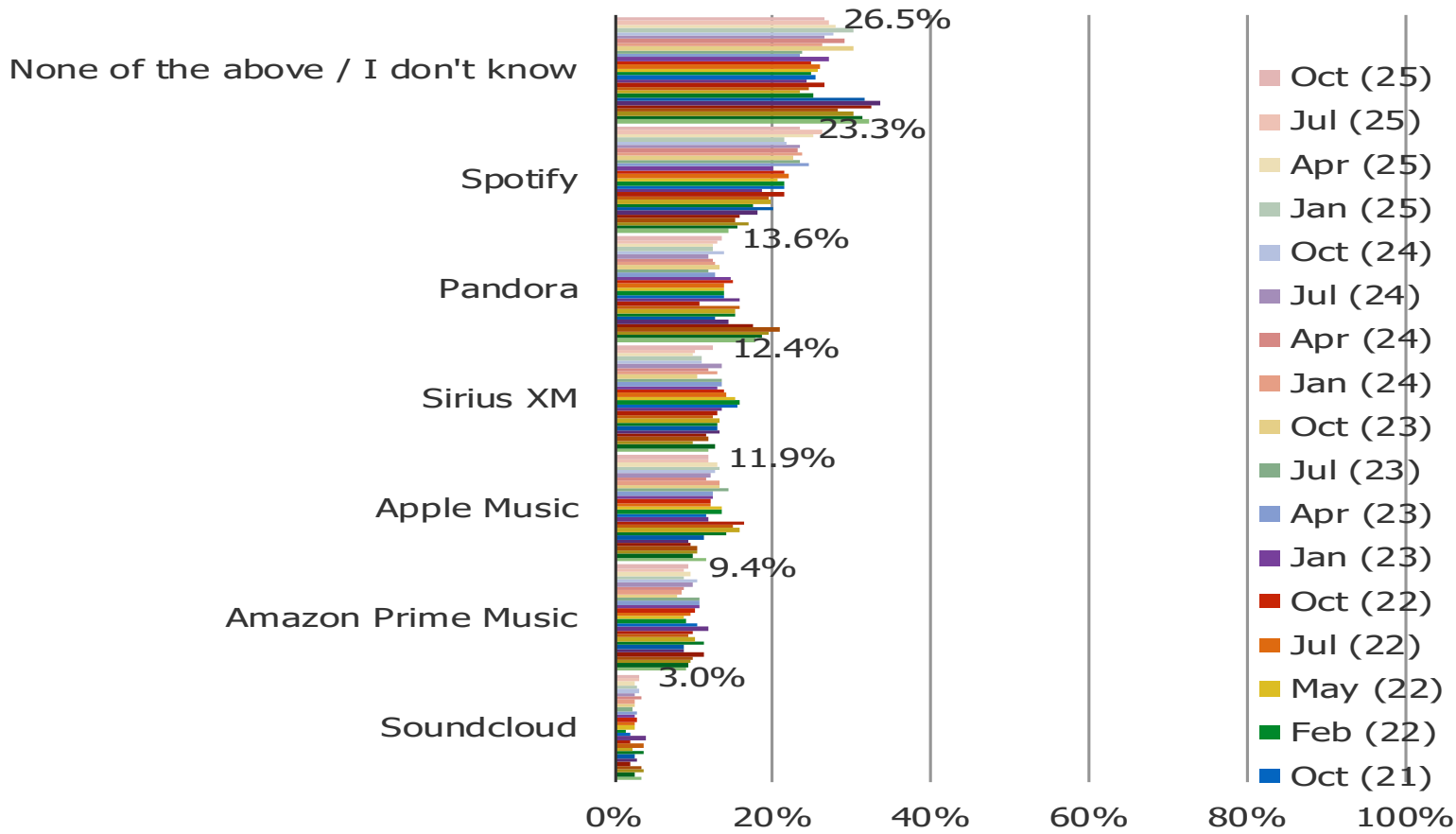
FOR LISTENING TO MUSIC AND TALK-SHOW CONTENT, WHICH IS BETTER?

Posed to all respondents.



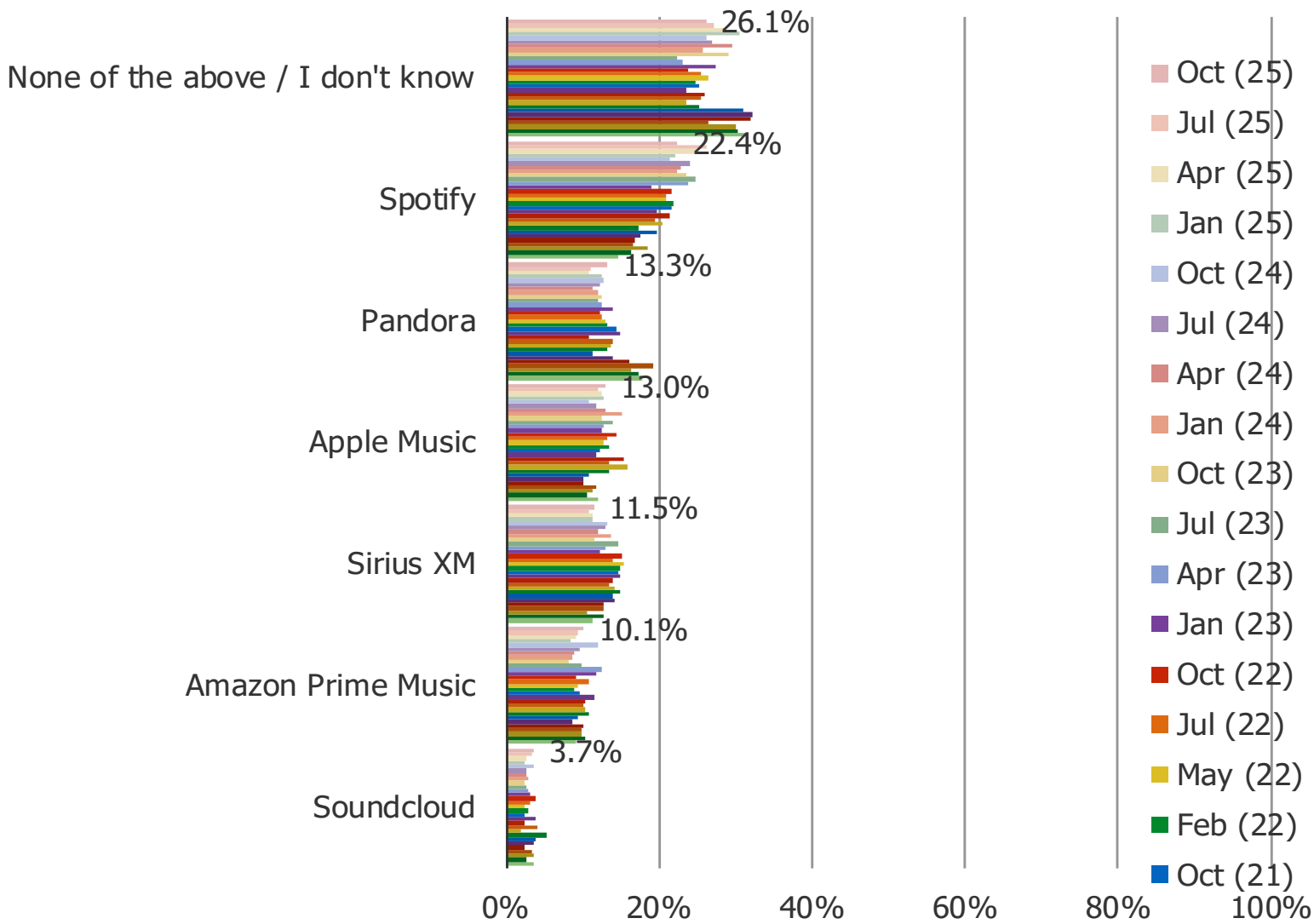
IN YOUR OPINION, WHICH PLATFORM IS BEST WHEN IT COMES TO THE WAY IN WHICH THEY DELIVER CONTENT TO ITS USERS? (IE. THE BEST USER EXPERIENCE)

Posed to all respondents.



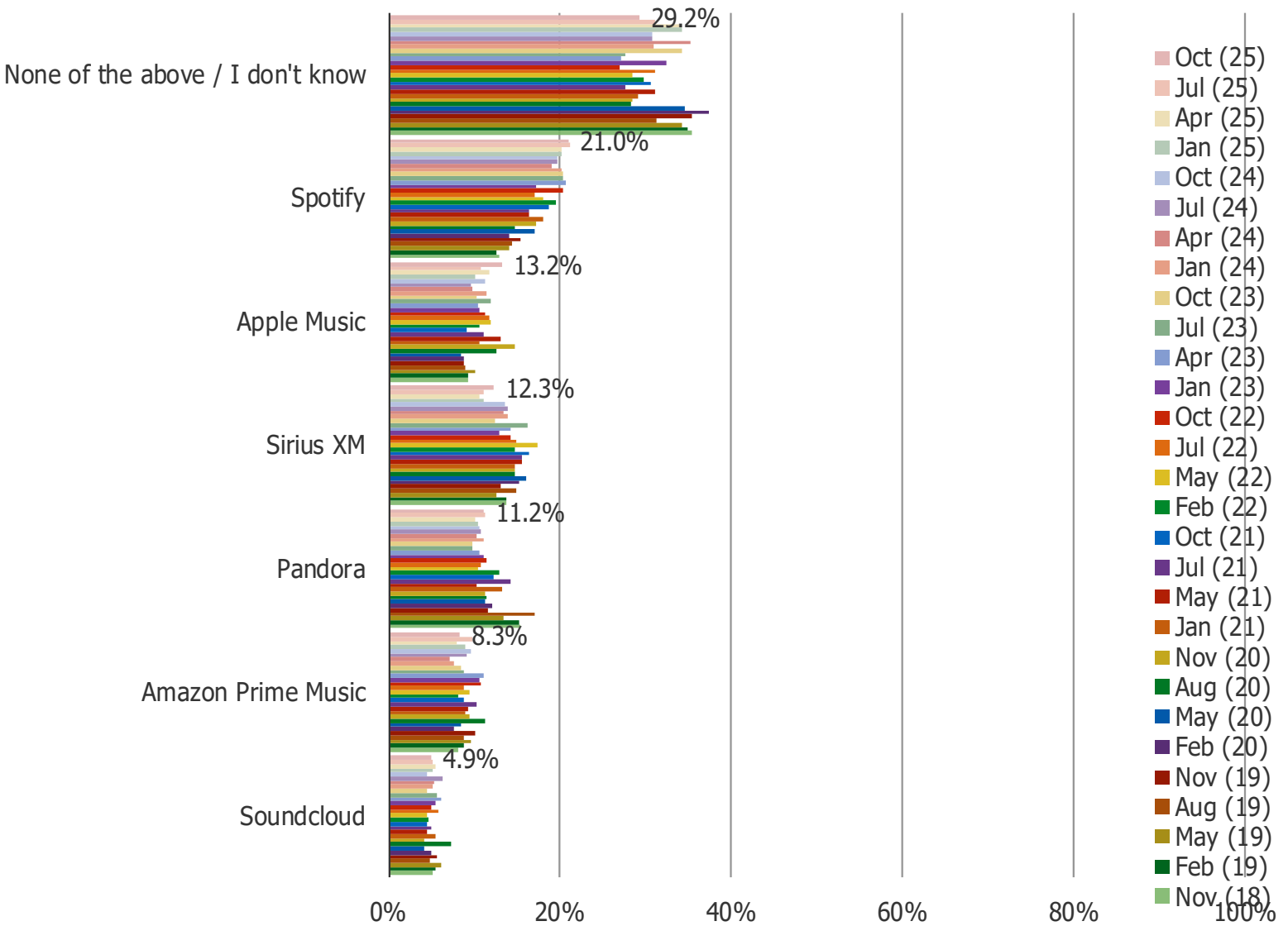
IN YOUR OPINION, WHICH PLATFORM HAS THE BEST CONTENT AVAILABLE?

Posed to all respondents.



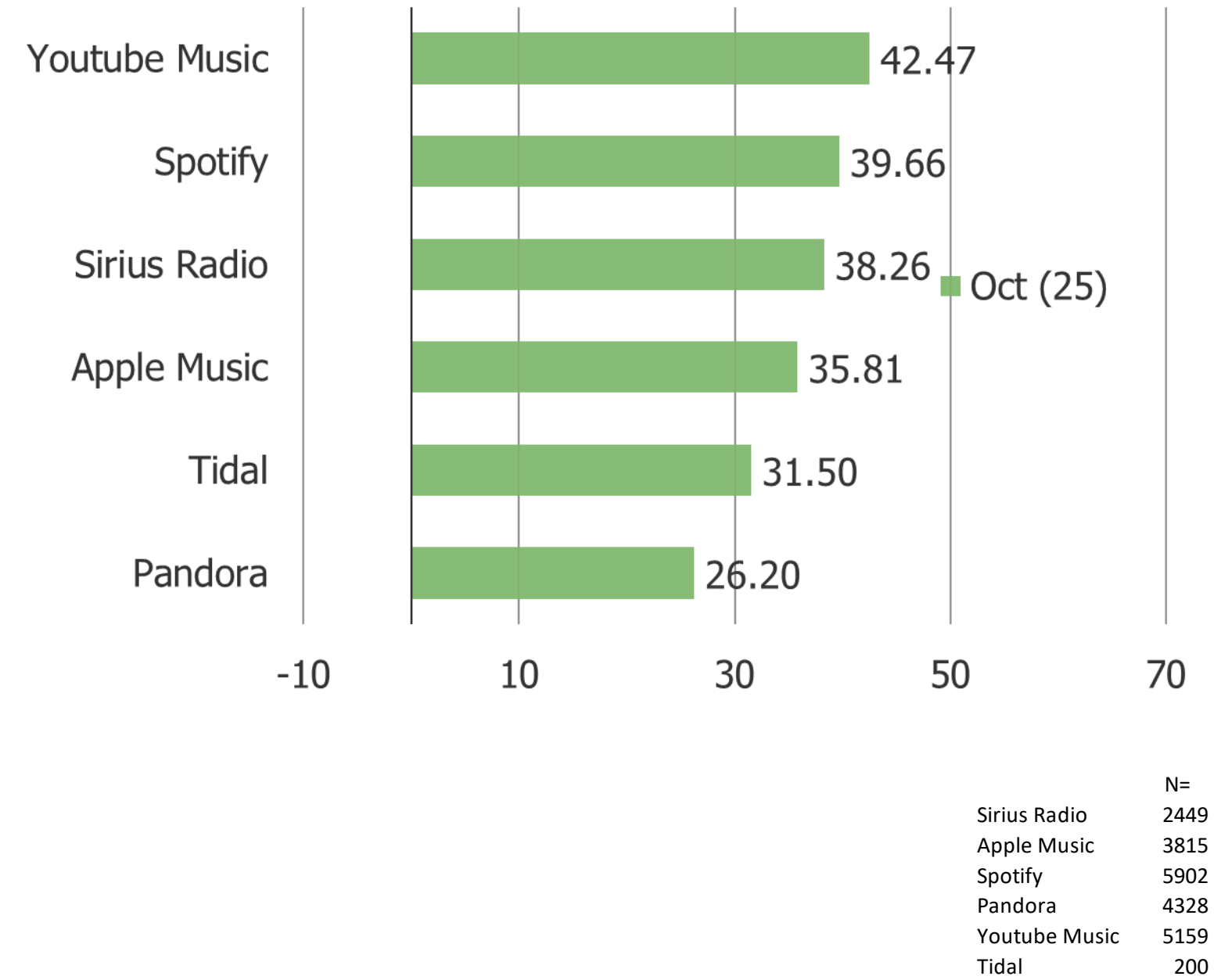
IN YOUR OPINION, WHICH PLATFORM HAS THE MOST UNIQUE CONTENT AVAILABLE THAT YOU CAN'T FIND ANYWHERE ELSE?

Posed to all respondents.



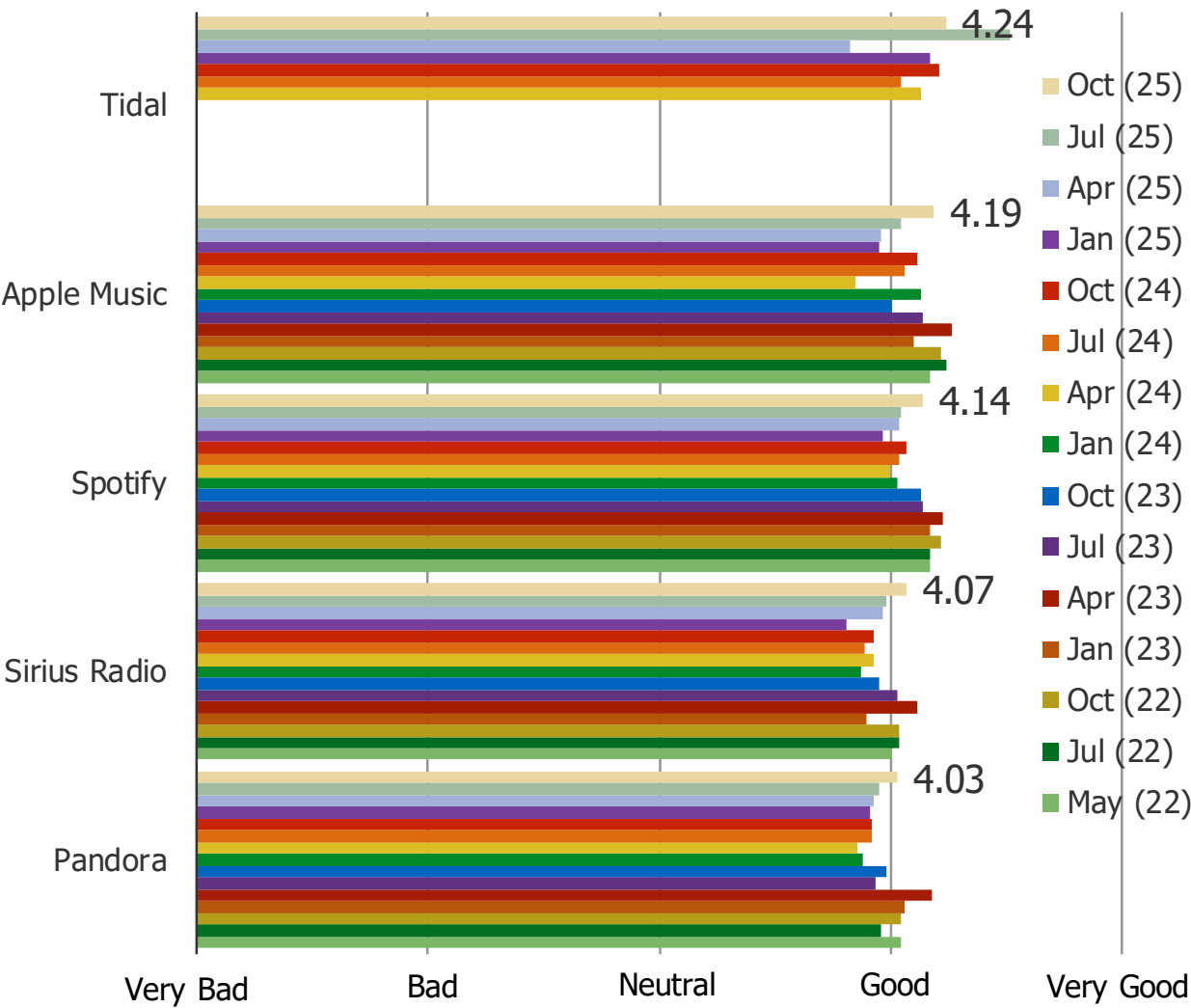
HOW LIKELY IS IT THAT YOU WOULD RECOMMEND THIS PLATFORM TO A FRIEND OR COLLEAGUE?

Posed to respondents who have an account with each of the following (combining all responses to date to achieve larger N sizes).



HOW DO YOU FIND THE RECOMMENDATIONS / DISCOVERY ASPECT OF USING THIS PLATFORM TO BE?

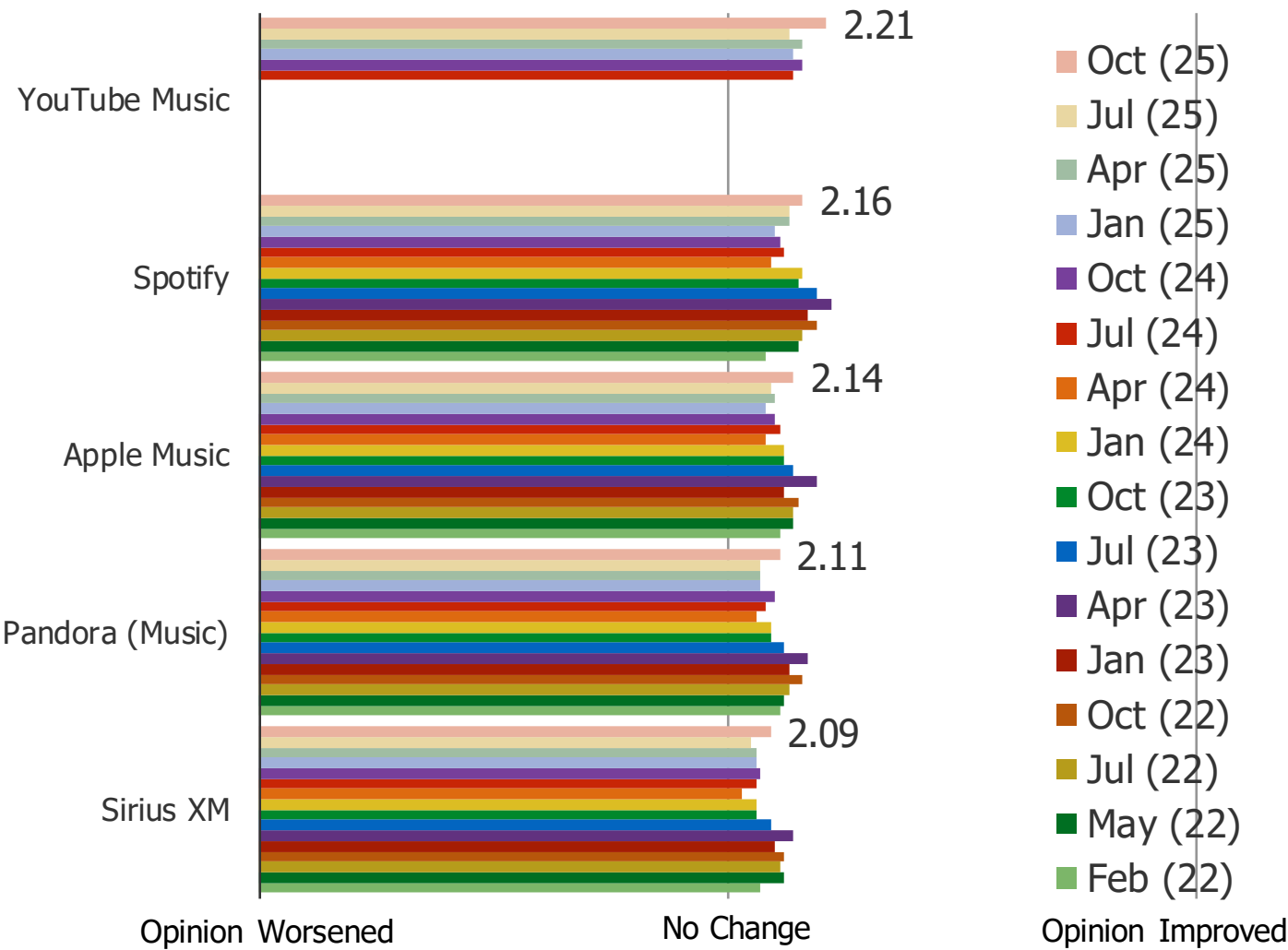
Posed to users of each of the following.



	N=
Sirius Radio	143
Apple Music	254
Spotify	398
Pandora	260
Youtube Music	375
Tidal	49

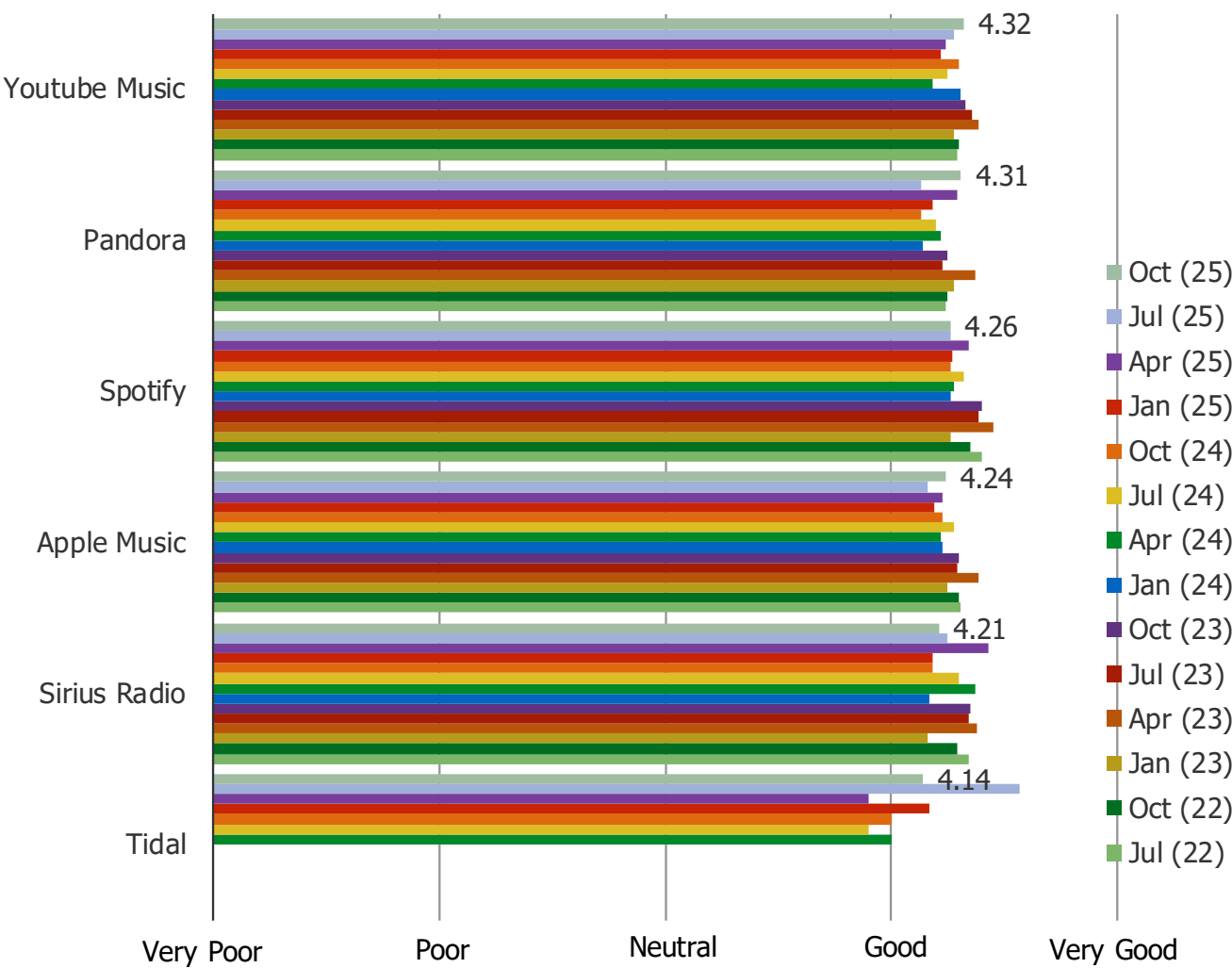
HAS YOUR OPINION OF ANY OF THE FOLLOWING CHANGED RECENTLY?

Posed to all respondents.



WHAT IS YOUR OPINION OF THE SOUND QUALITY ON THE FOLLOWING:

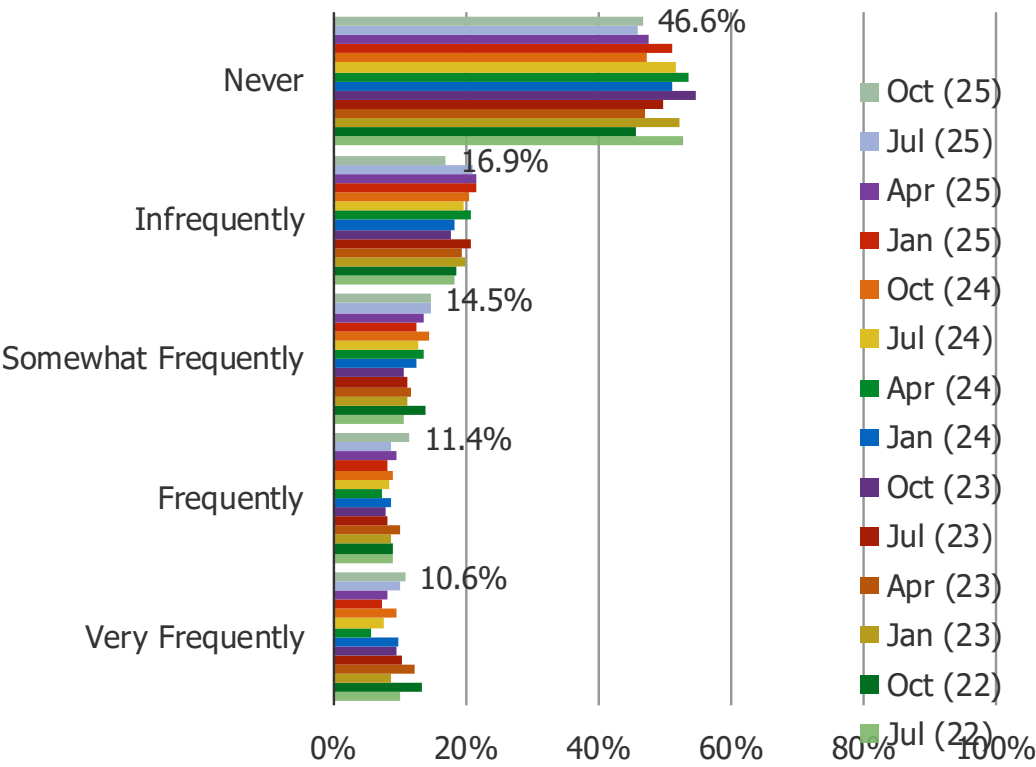
Posed to users of each of the following.



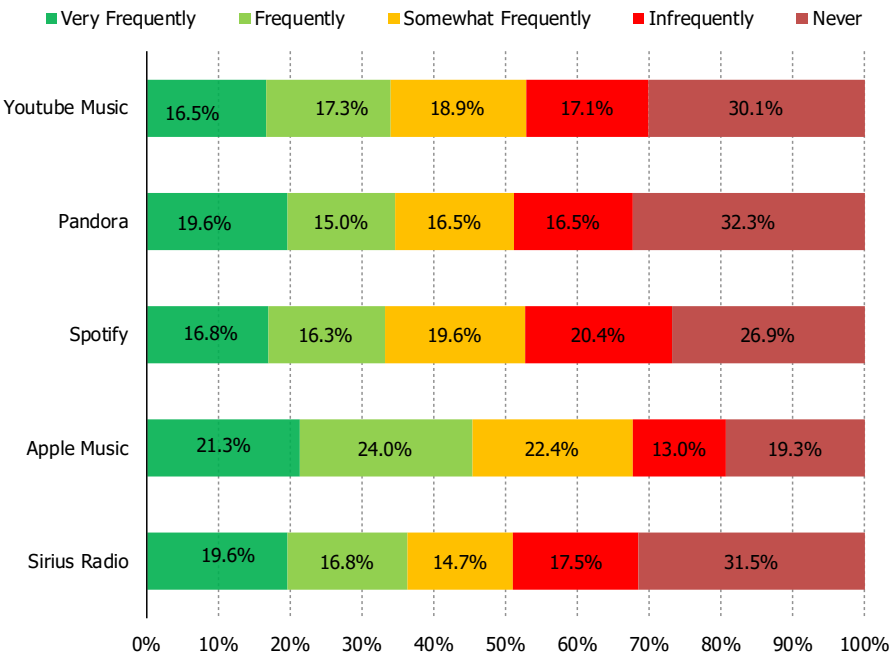
	N=
Sirius Radio	143
Apple Music	254
Spotify	398
Pandora	260
Youtube Music	375
Tidal	49

HOW OFTEN DO YOU LISTEN TO AUDIOBOOKS?

Posed to all respondents.

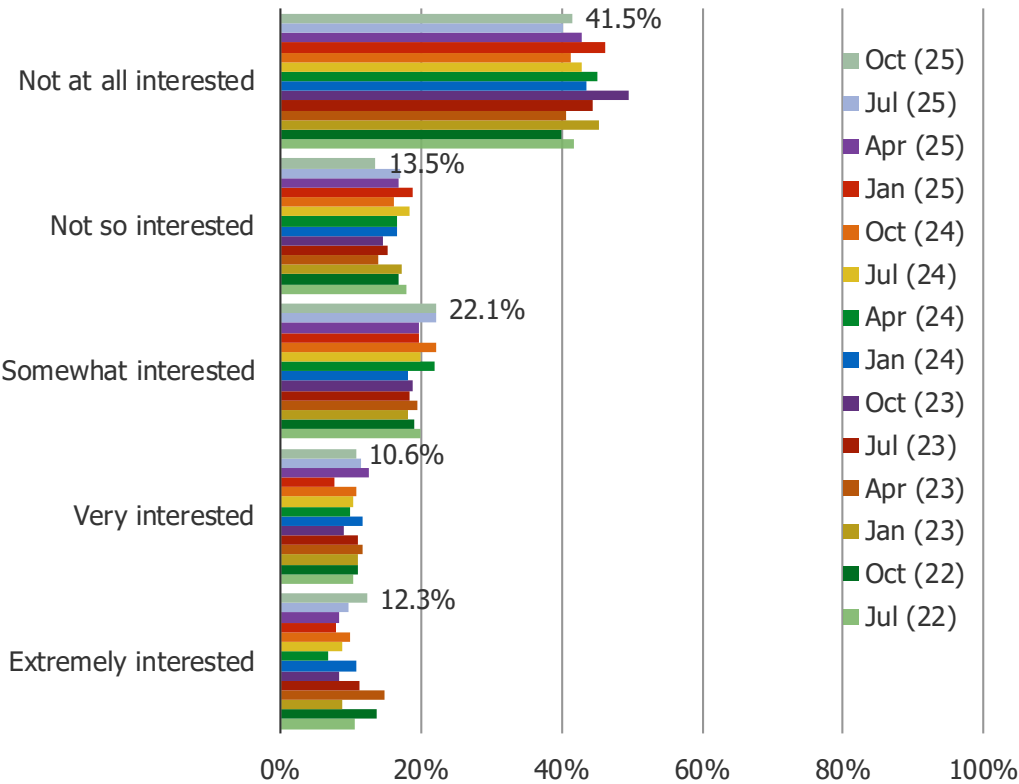


Cross-Tab Analysis: How often users of the following listen to audiobooks in general

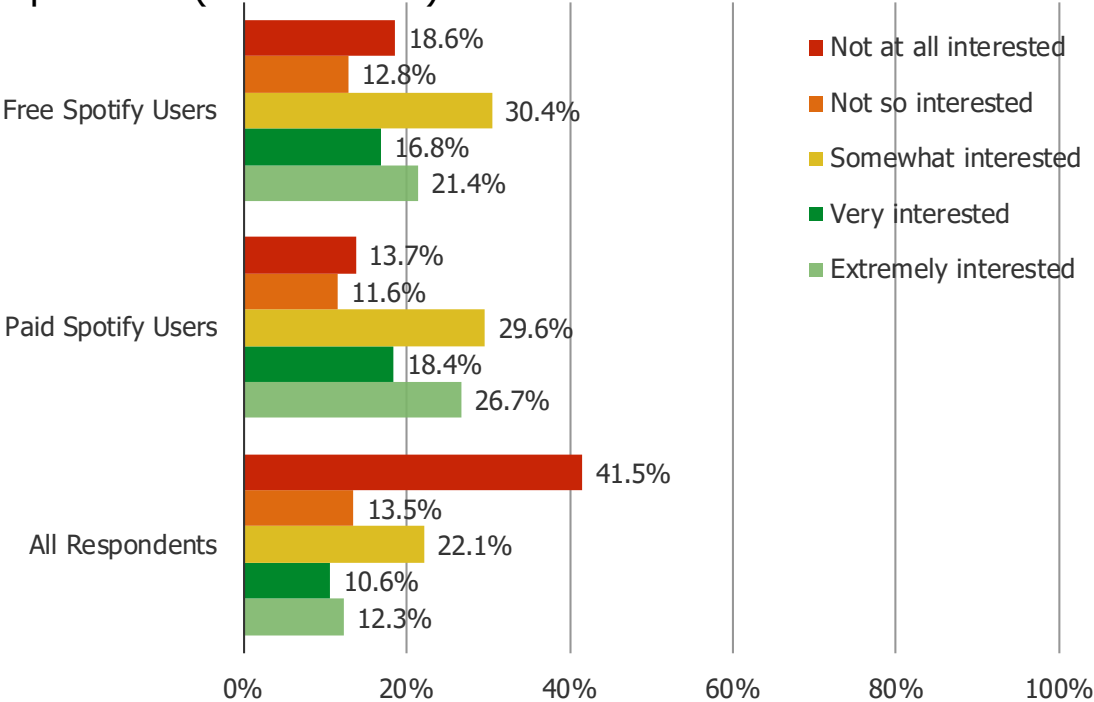


PLEASE EVALUATE YOUR INTEREST LEVEL IN BEING ABLE TO LISTEN AUDIOBOOKS ON SPOTIFY?

Posed to all respondents



Posed to all respondents (Cross-tabbed).



Posed to respondents who listen to each of the following at least somewhat frequently.

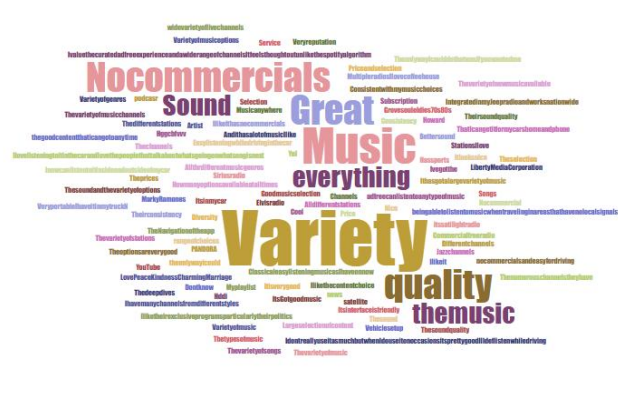
[illegible]

Posed to account holders of each of the following platforms.

YouTube Music



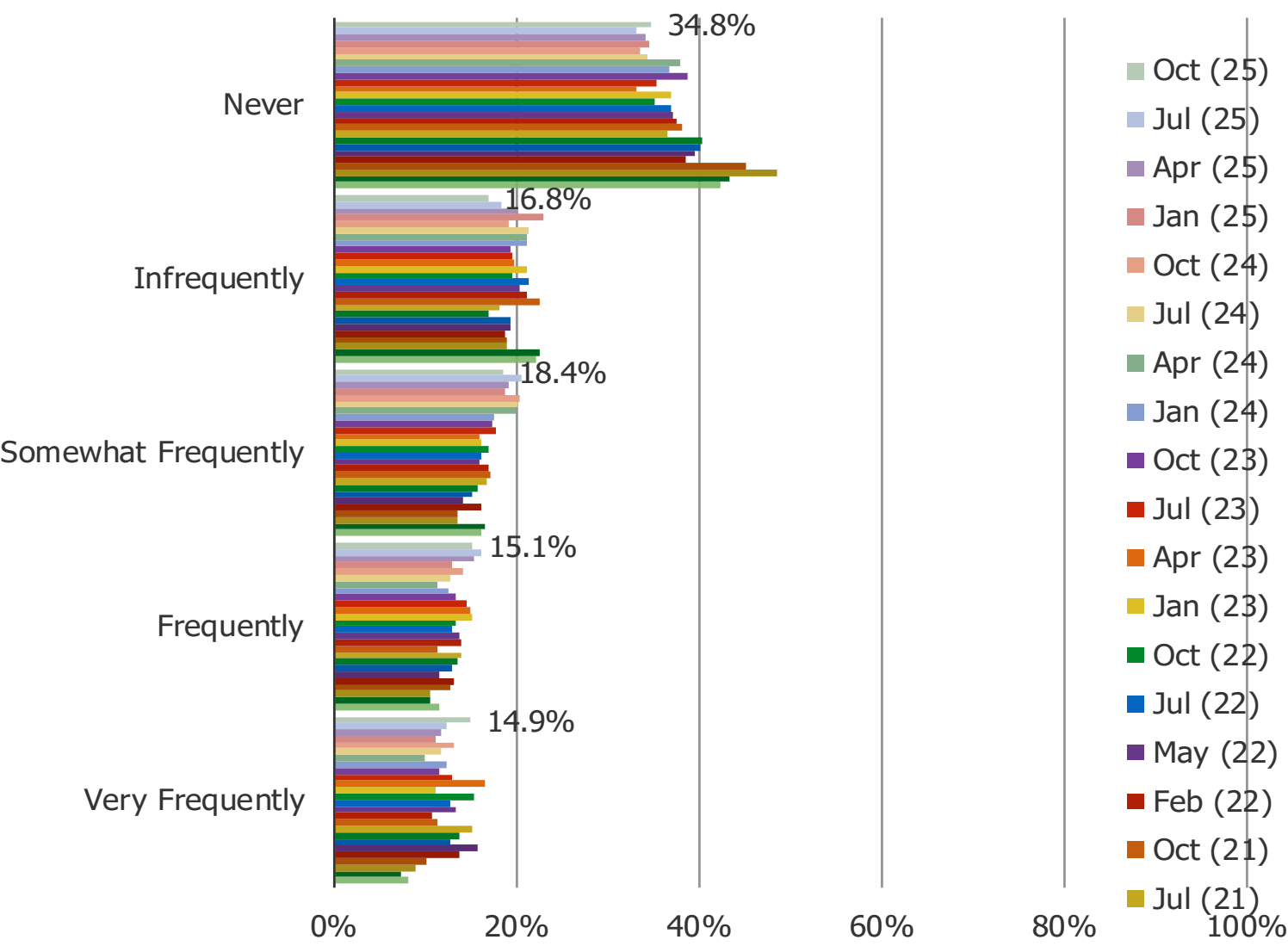
Sirius XM



PODCASTS

HOW OFTEN DO YOU LISTEN TO PODCASTS?

Posed to all respondents.

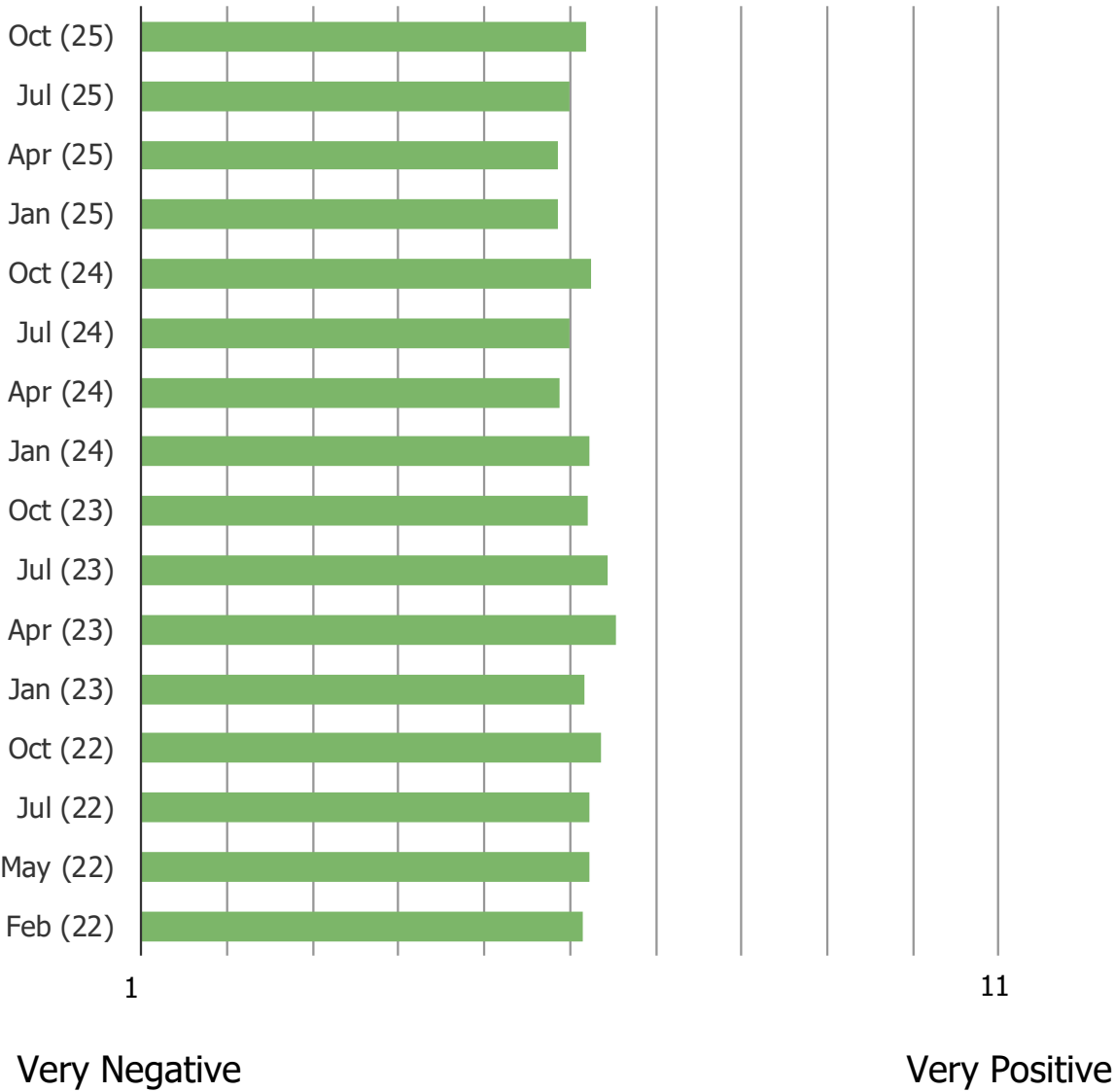


Posed to all respondents.



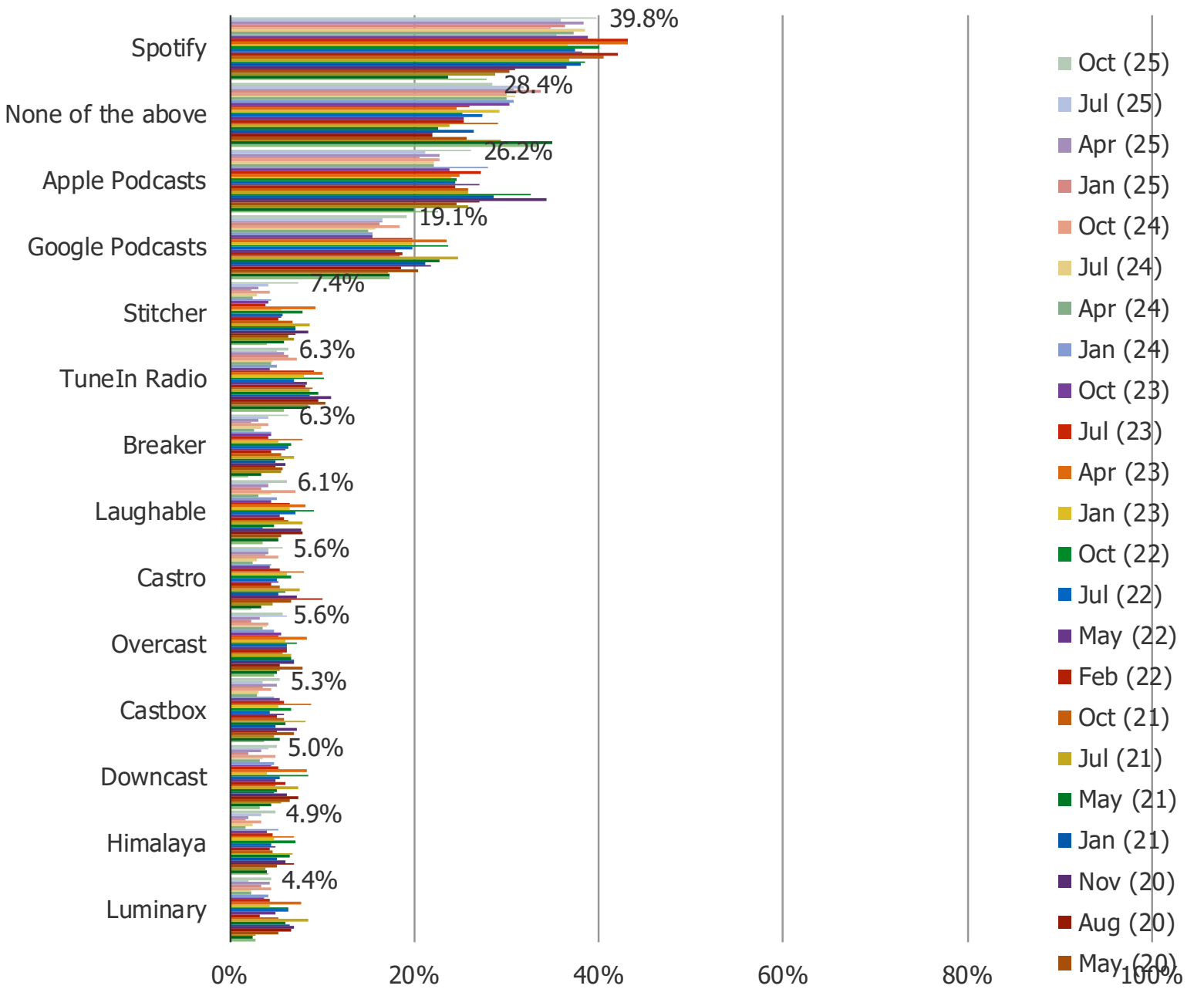
WHAT IS YOUR OPINION OF JOE ROGAN?

Posed to all respondents.



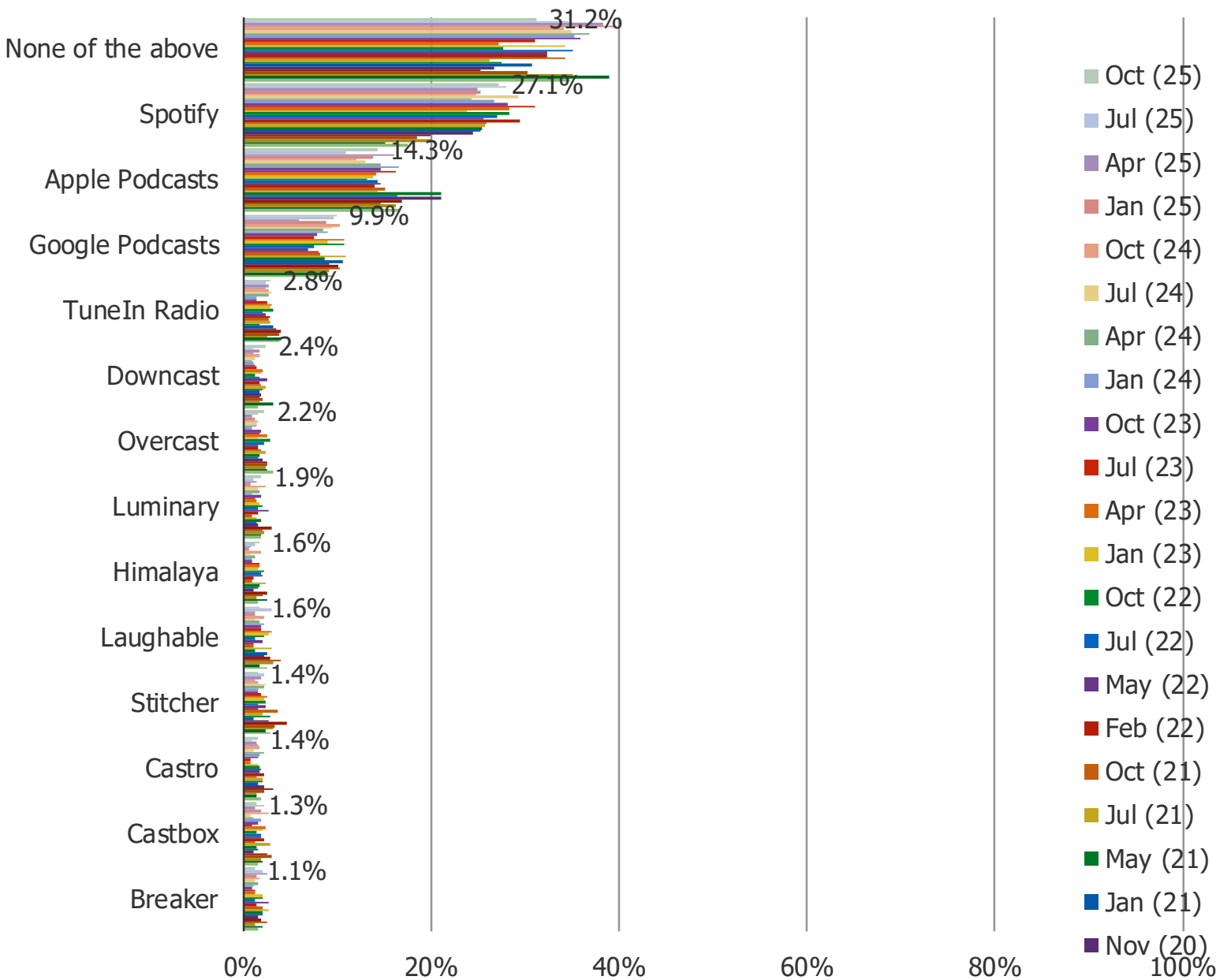
WHICH OF THE FOLLOWING PLATFORMS DO YOU USE TO LISTEN TO PODCASTS?

Posed to respondents who listen to podcasts (more often than never)



WHICH OF THE FOLLOWING HAS THE MOST UNIQUE PODCAST CONTENT THAT YOU CANNOT FIND ON OTHER PLATFORMS?

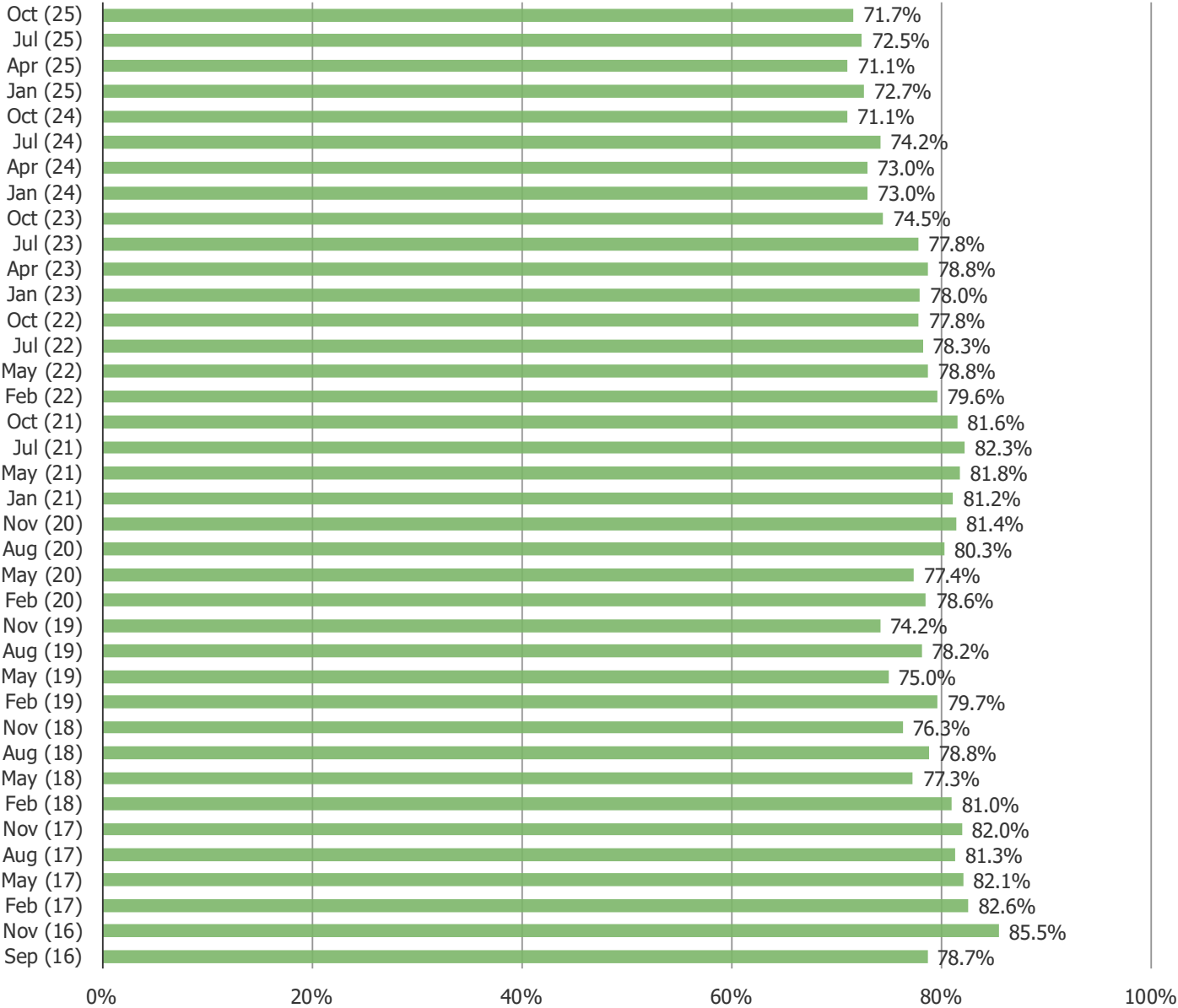
Posed to respondents who listen to podcasts (more often than never)



CONNECTED CAR

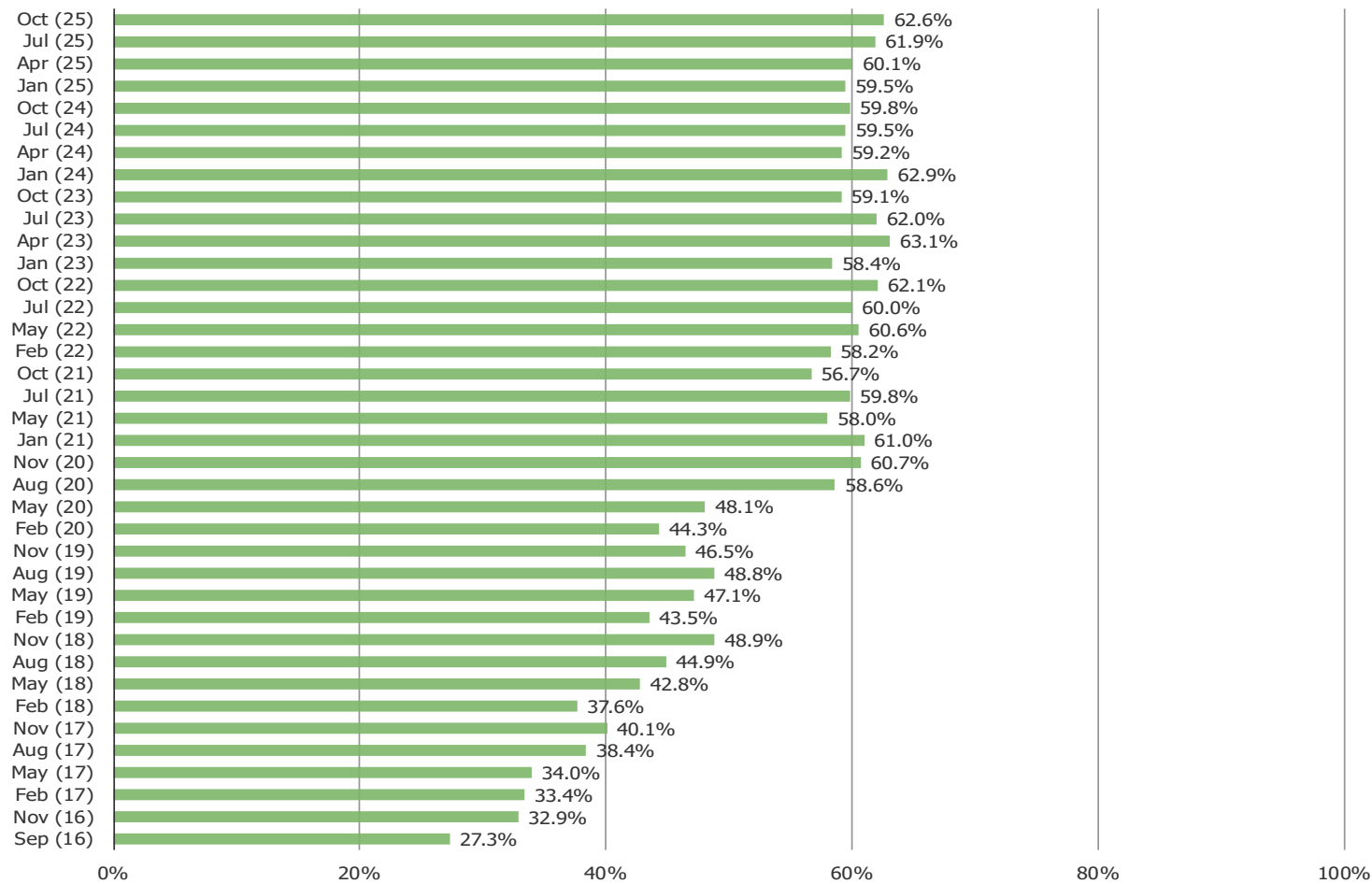
OWNS OR LEASES A CAR

Posed to all respondents



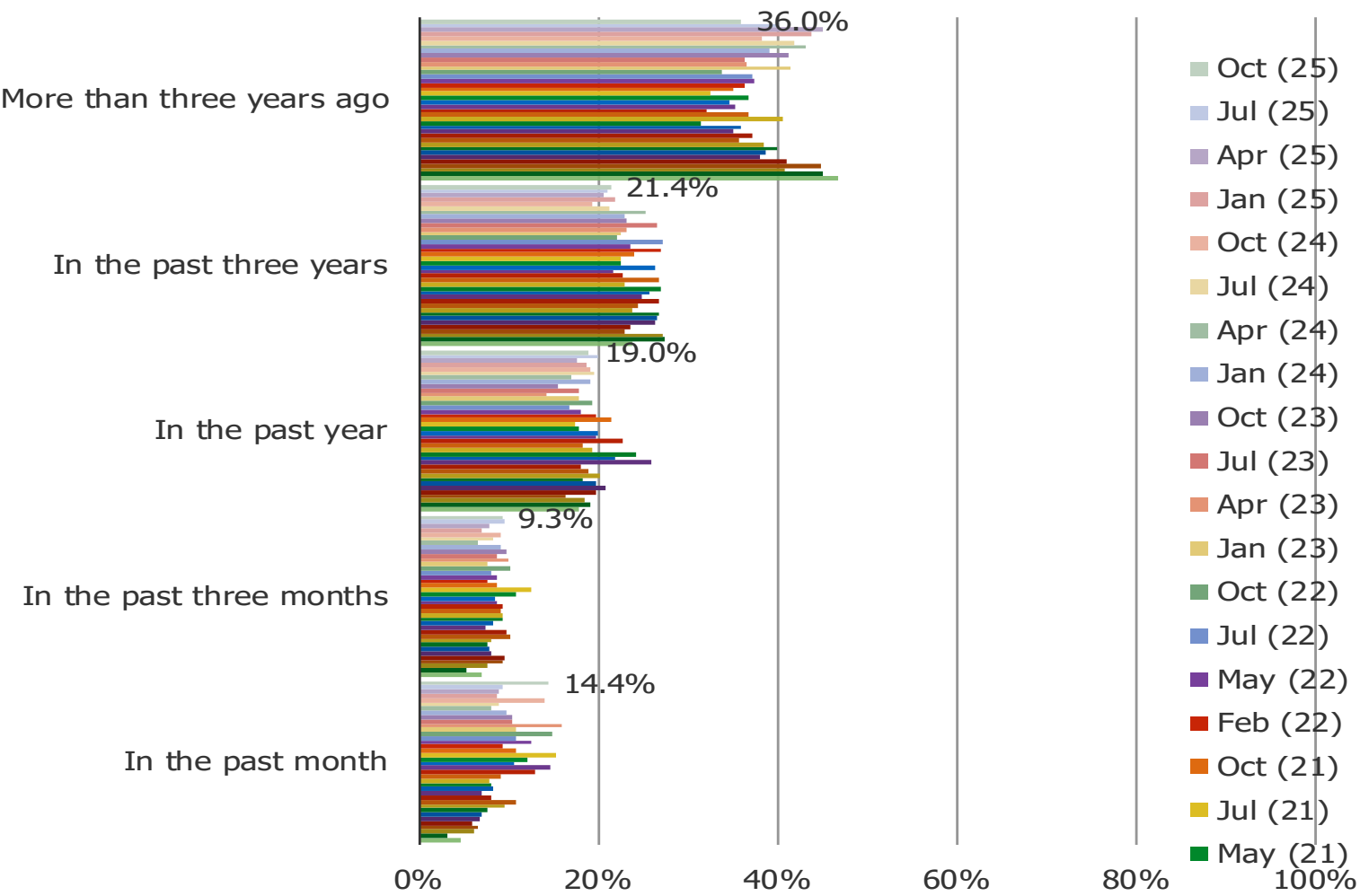
DO YOU EVER CONNECT A SMARTPHONE TO LISTEN TO MUSIC APPS IN YOUR CAR LIKE SPOTIFY, PANDORA, APPLE MUSIC, ETC?

Posed to all respondents who own / lease a car



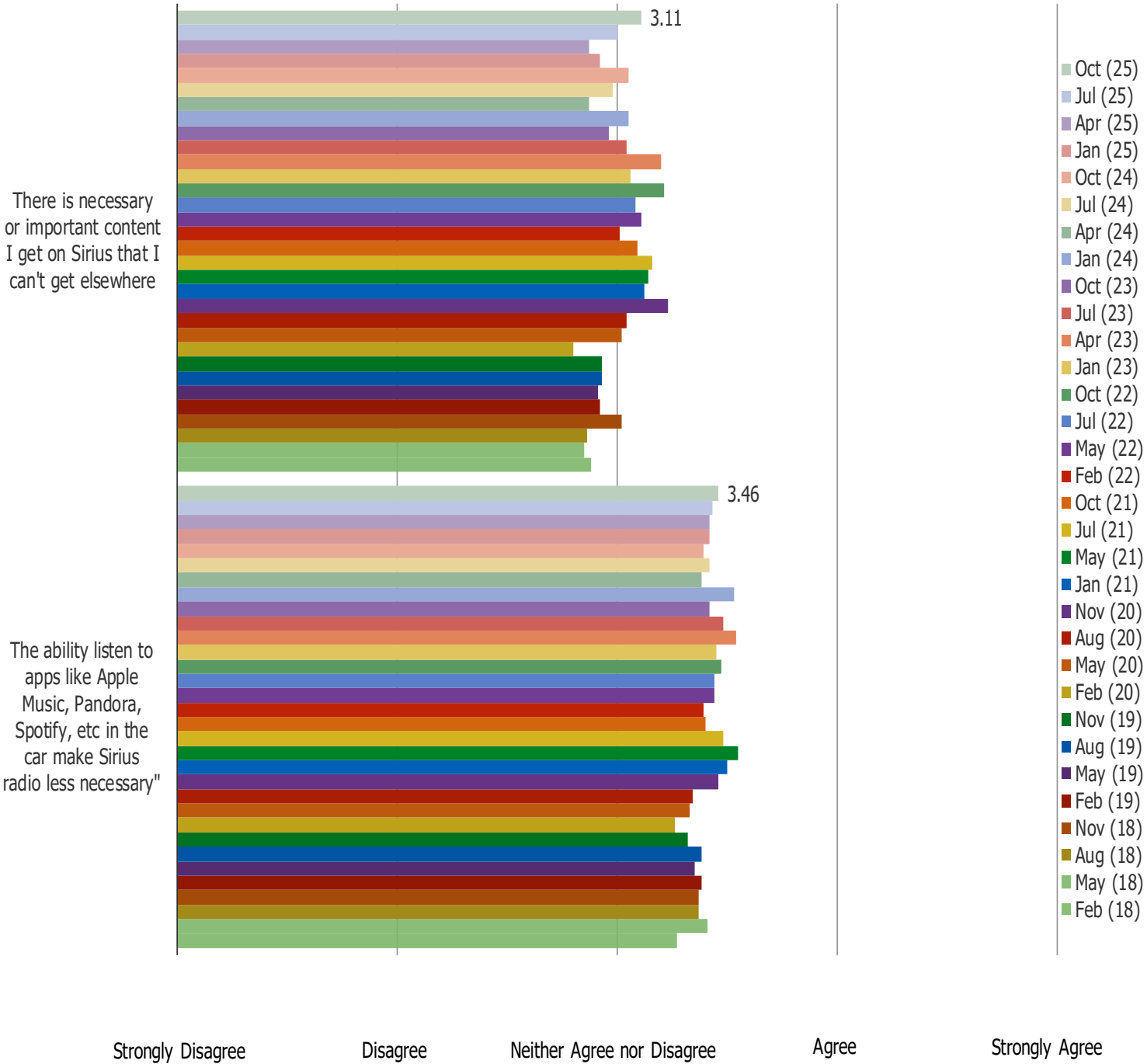
WHEN IS THE LAST TIME YOU PURCHASED OR LEASED A CAR?

Posed to all respondents who own / lease a car



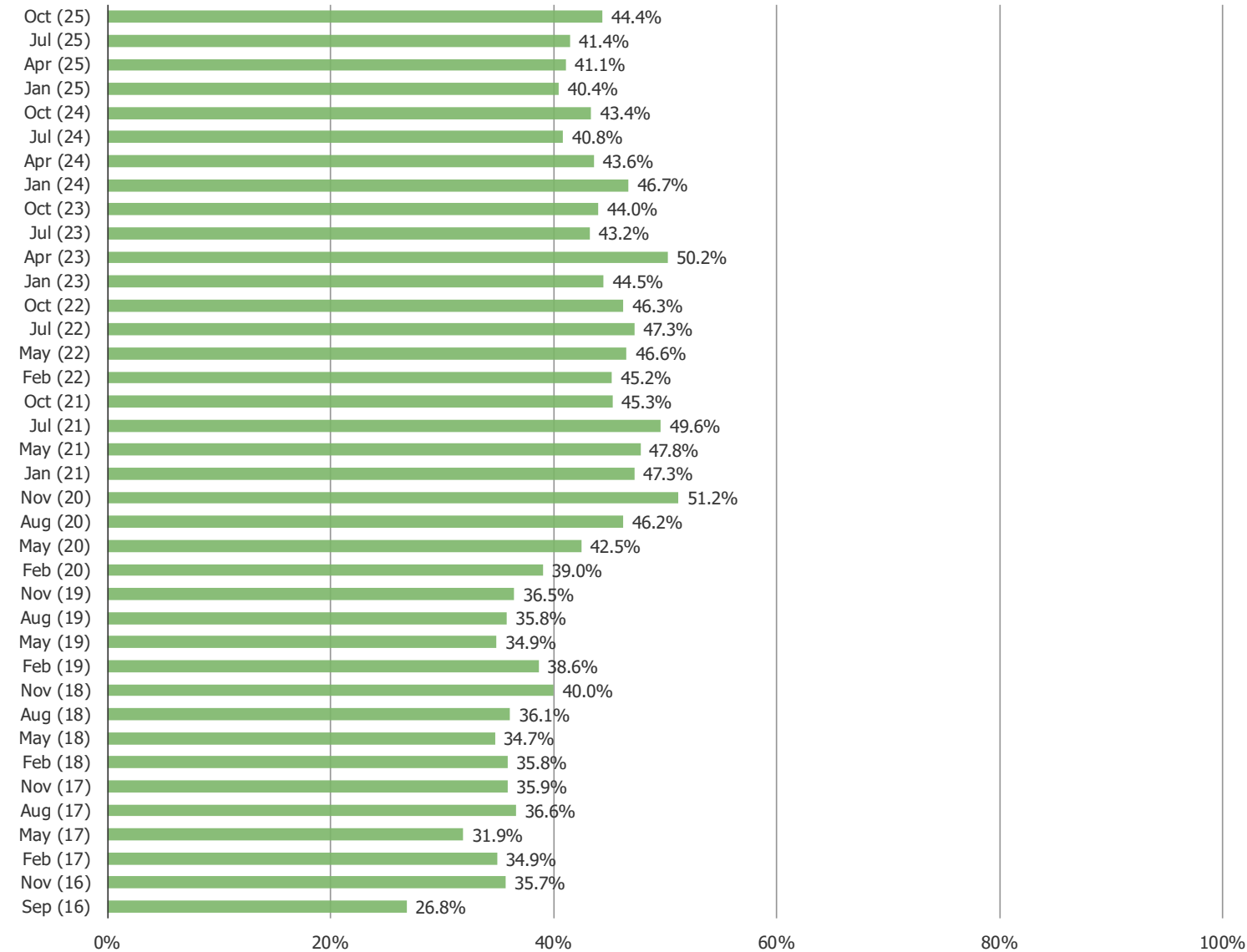
HOW MUCH DO YOU AGREE WITH THE FOLLOWING STATEMENTS:

Posed to all respondents who own / lease a car



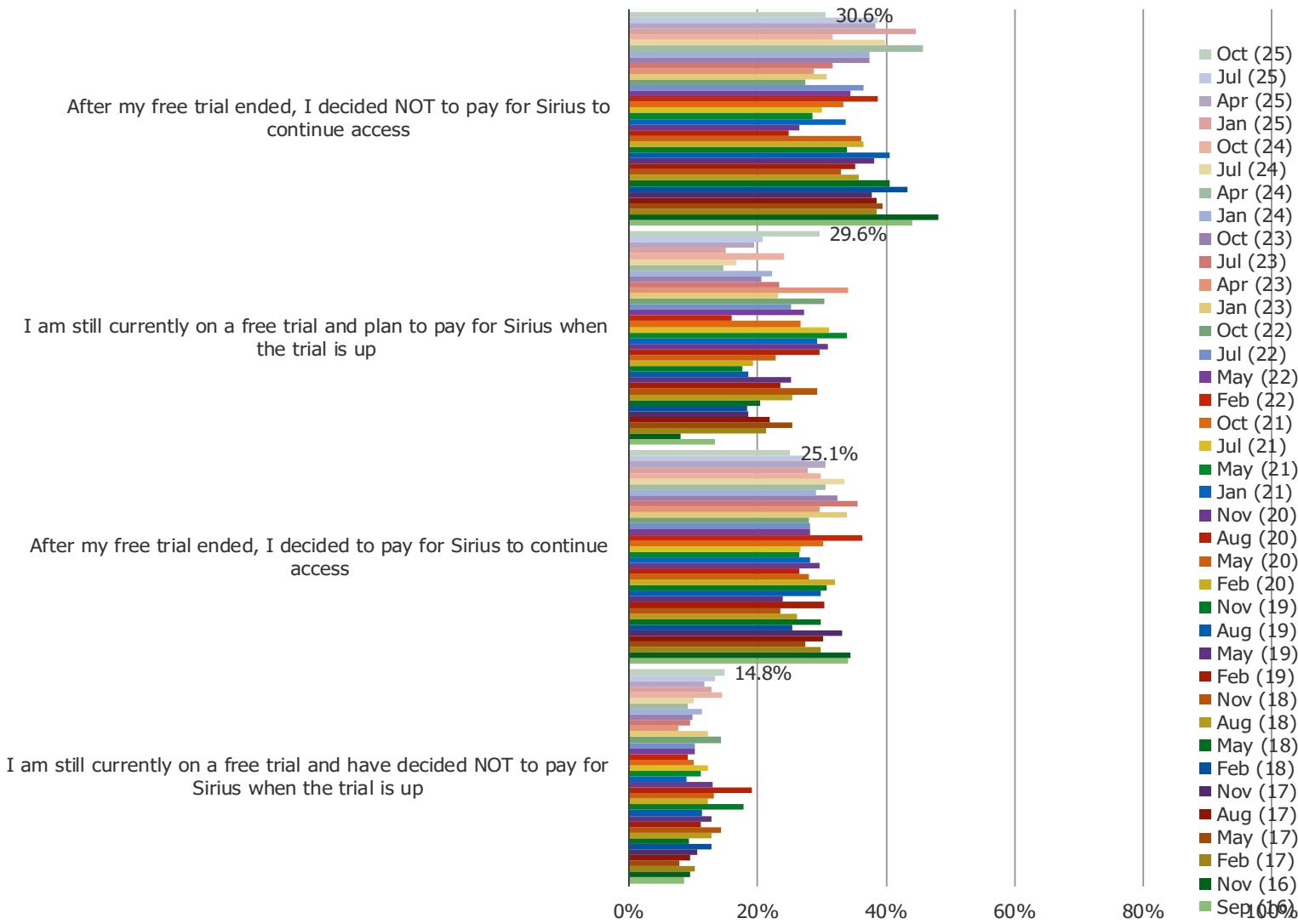
WHEN YOU MOST RECENTLY LEASED OR BOUGHT A CAR, DID IT COME WITH A FREE TRIAL TO SIRIUS RADIO?

Posed to all respondents who own / lease a car



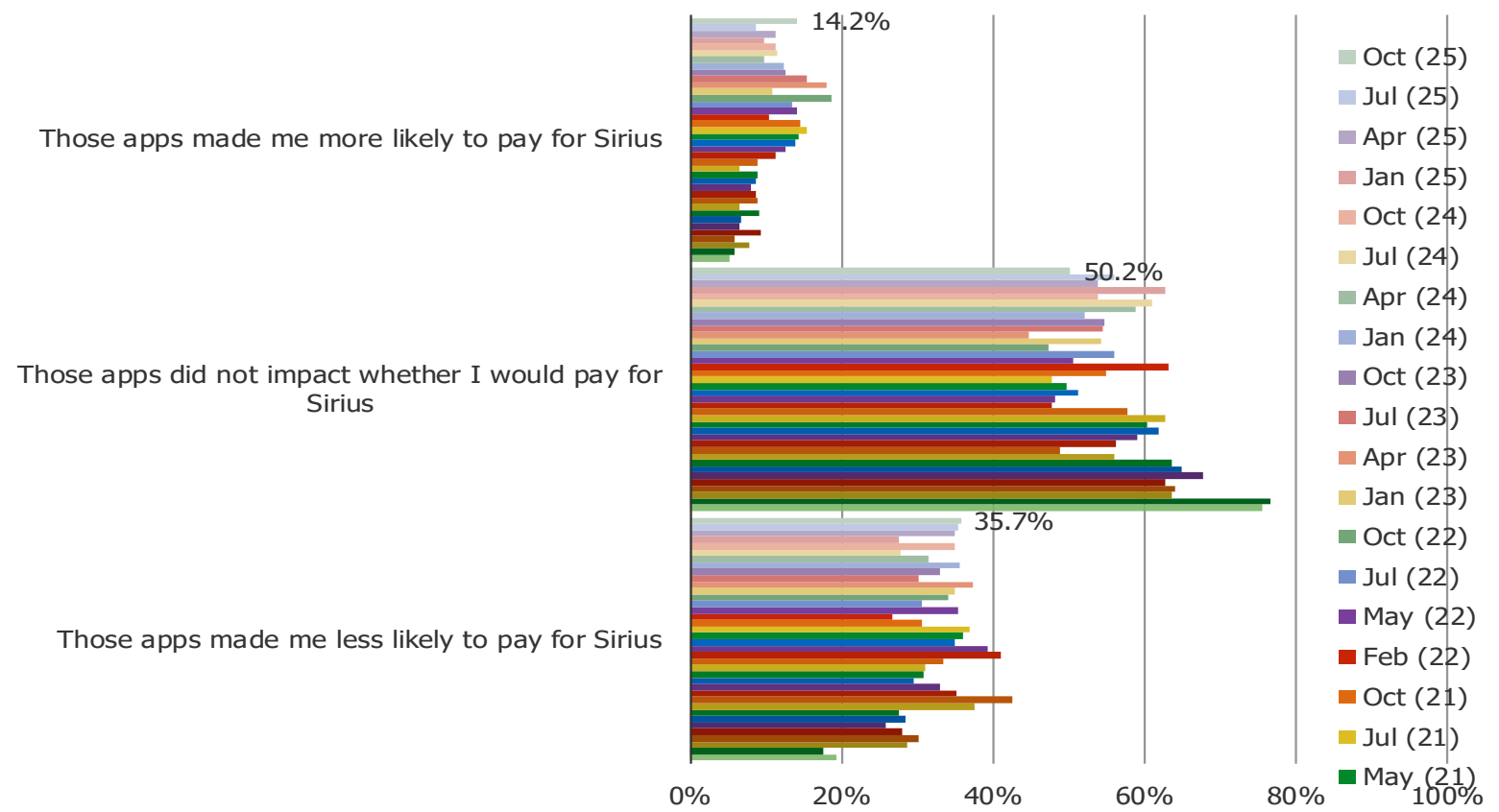
WHEN THE FREE TRIAL WAS UP, WHAT DID YOU DO?

Posed to respondents who had a free trial when they most recently got a new car.



DID APPS LIKE PANDORA, SPOTIFY, AND APPLE MUSIC INFLUENCE YOUR DECISION REGARDING PAYING FOR ACCESS TO SIRIUS?

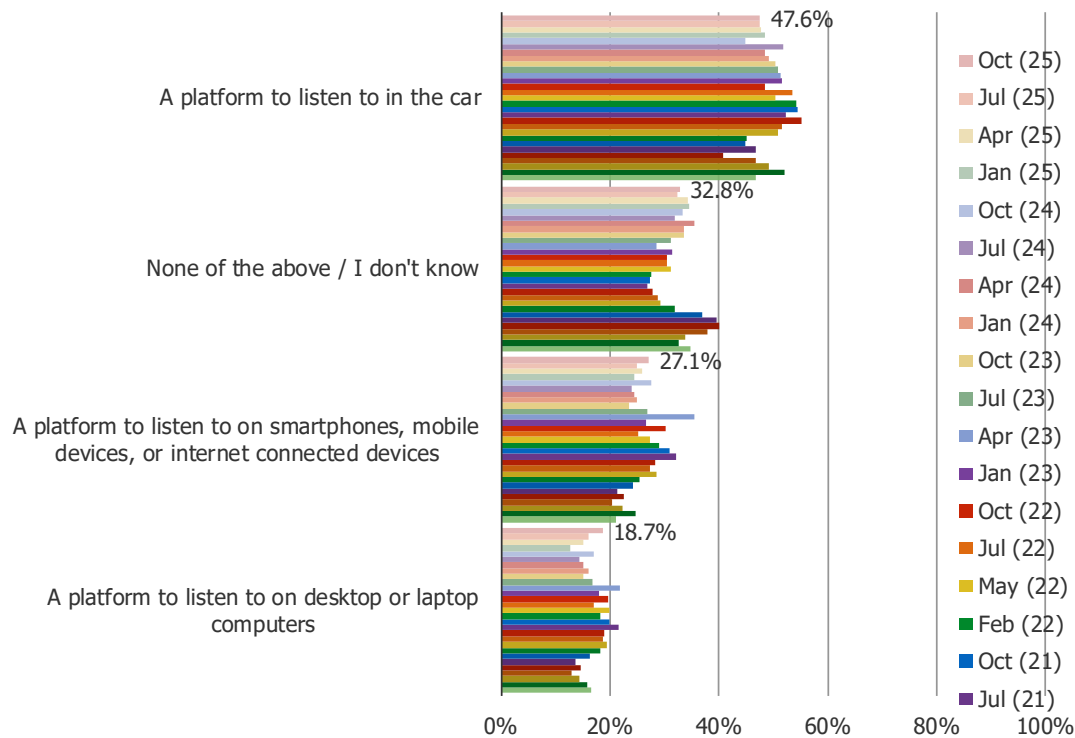
Posed to respondents who had/have a free trial when they most recently got a new car.



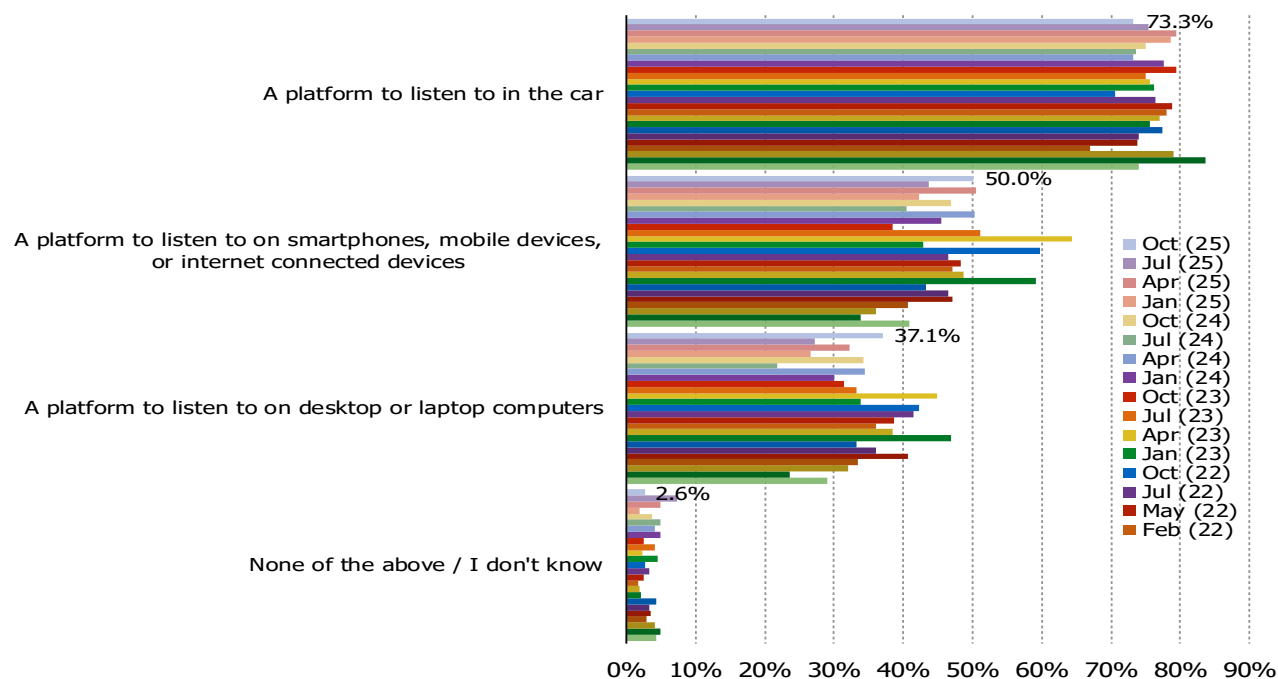
SIRIUS XM

WHAT DO YOU VIEW SIRIUS XM AS? (SELECT ALL THAT APPLY)

Posed to all respondents.

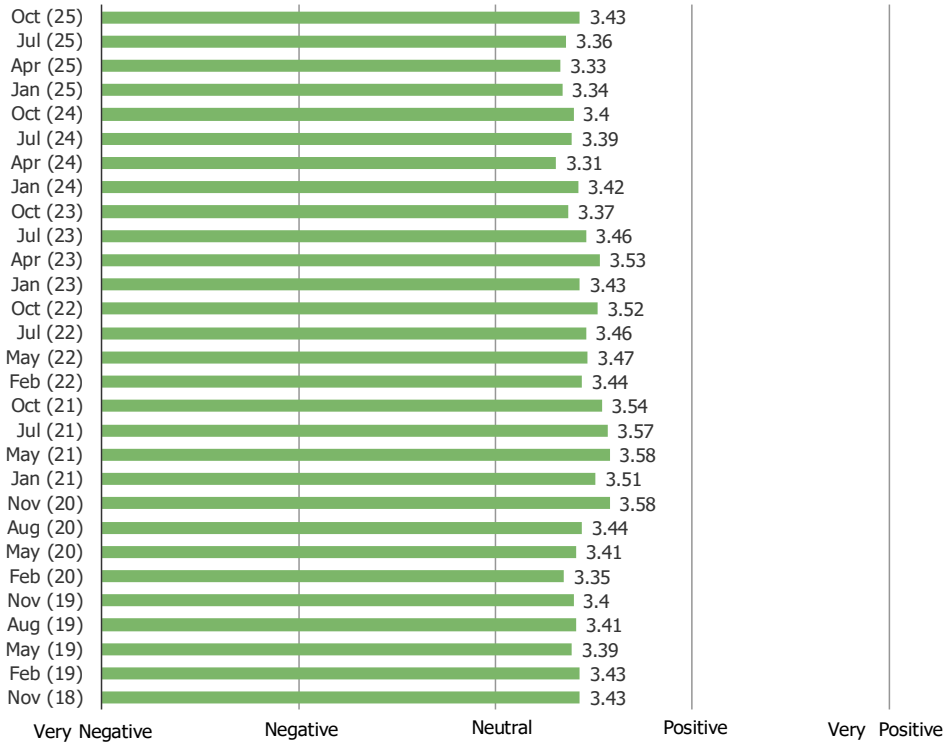


Posed to paying Sirius subscribers.

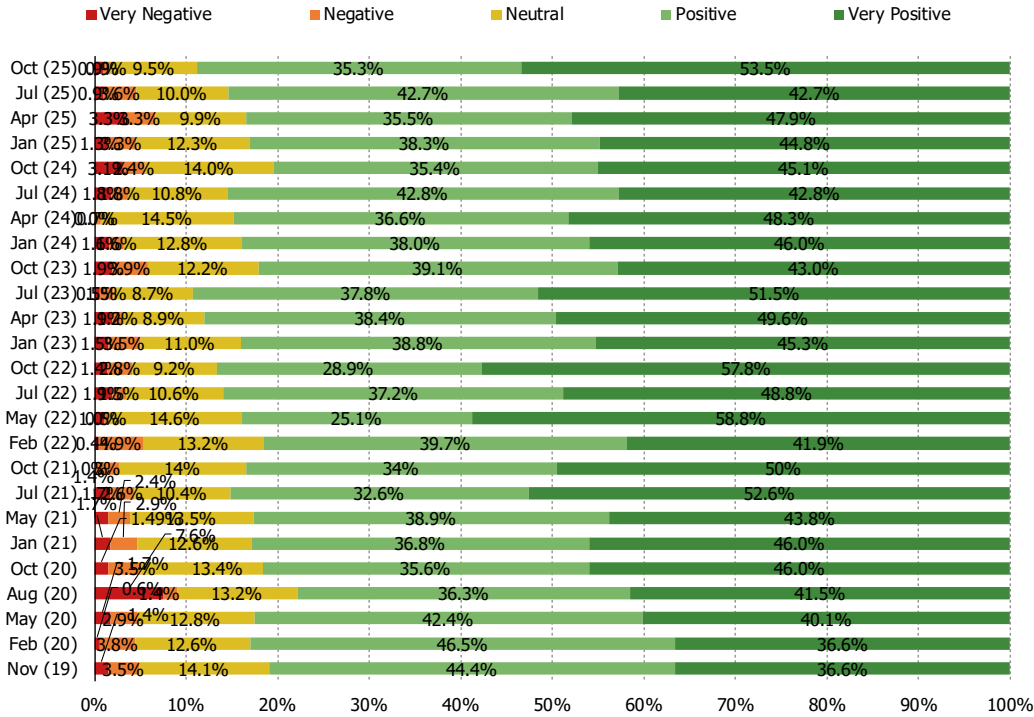


WHAT IS YOUR PERCEPTION OF SIRIUS XM?

Posed to all respondents.



Posed to paying Sirius subscribers.



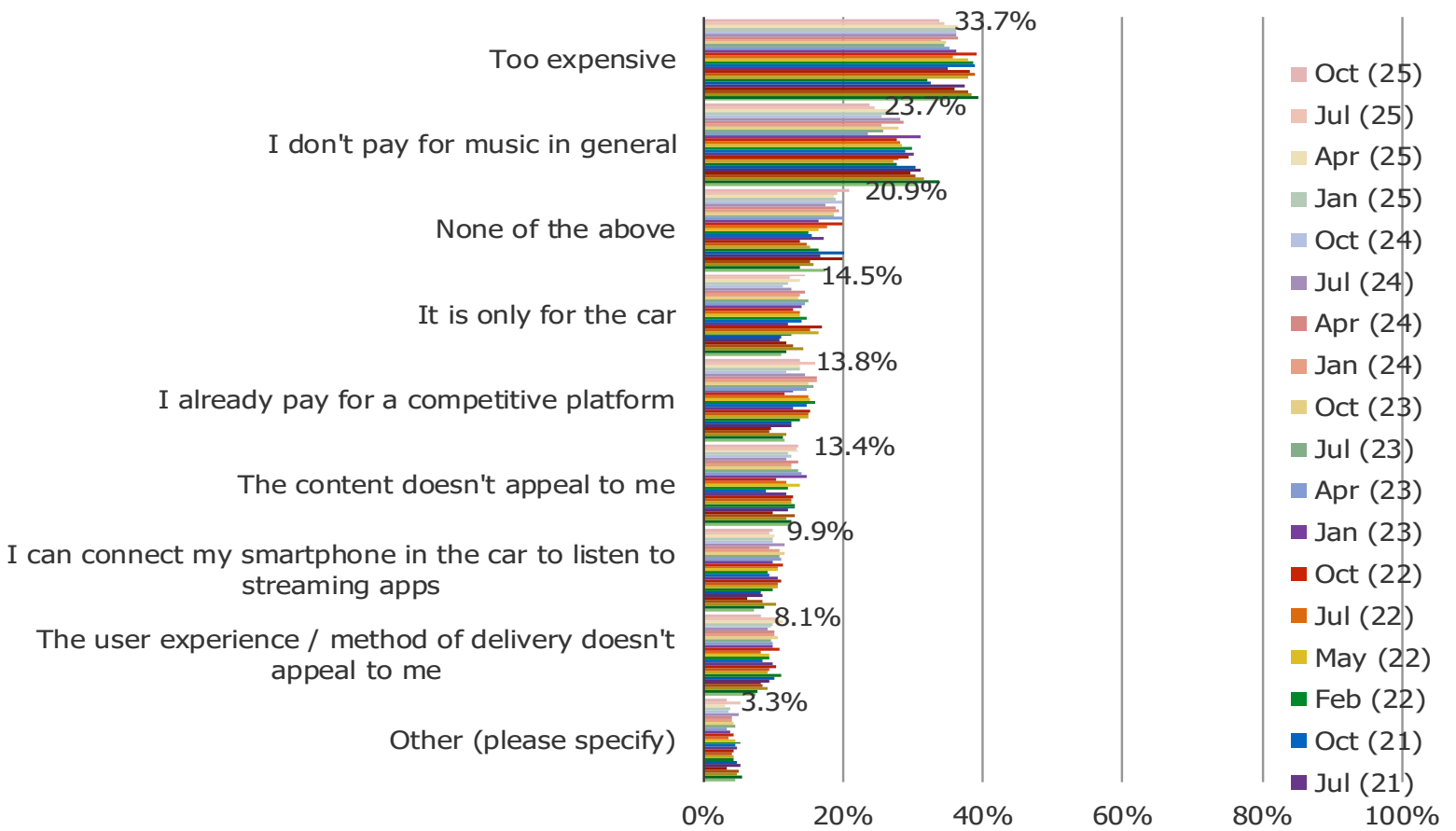
WHY IS YOUR OPINION NEGATIVE?

Posed to respondents who said they have a negative opinion of Sirius XM.

- Spotty coverage with periods of loss of coverage in spite of a stationary antenna.
- Too expensive
- I think their salespeople are pushy and it's a waste of money. Would rather get from standard radio
- Not everyone likes it
- Cost doesn't outweigh benefits from platform
- I don't see a need for it
- It's annoying and overpriced
- The cost
- Too much money
- Because not interested
- I paid for it once and didn't get access to what I paid for
- I've had a bad billing experience
- I have no desire to use it
- Premium subscription for what I view to be a useless product
- It wasn't the quality I wanted
- They are always sending stuff in the mail & trying to get you to sign up. Too much pressure.
- Because they have taken away a lot of channels throughout the years and charged too much

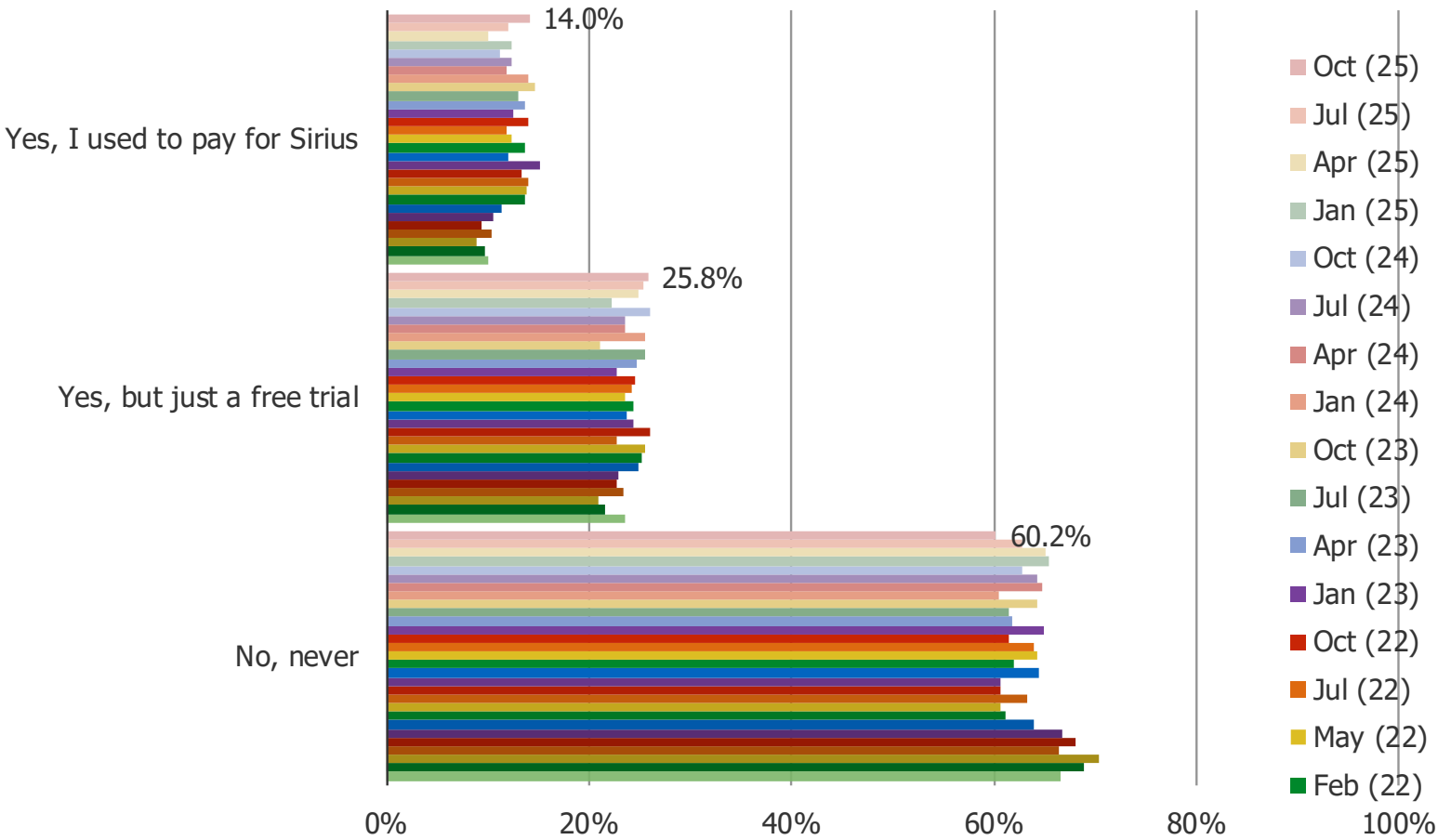
WHY ARE YOU NOT A SIRIUS XM SUBSCRIBER? (SELECT ALL THAT APPLY)

Posed to respondents **who are not subscribers** of Sirius XM.



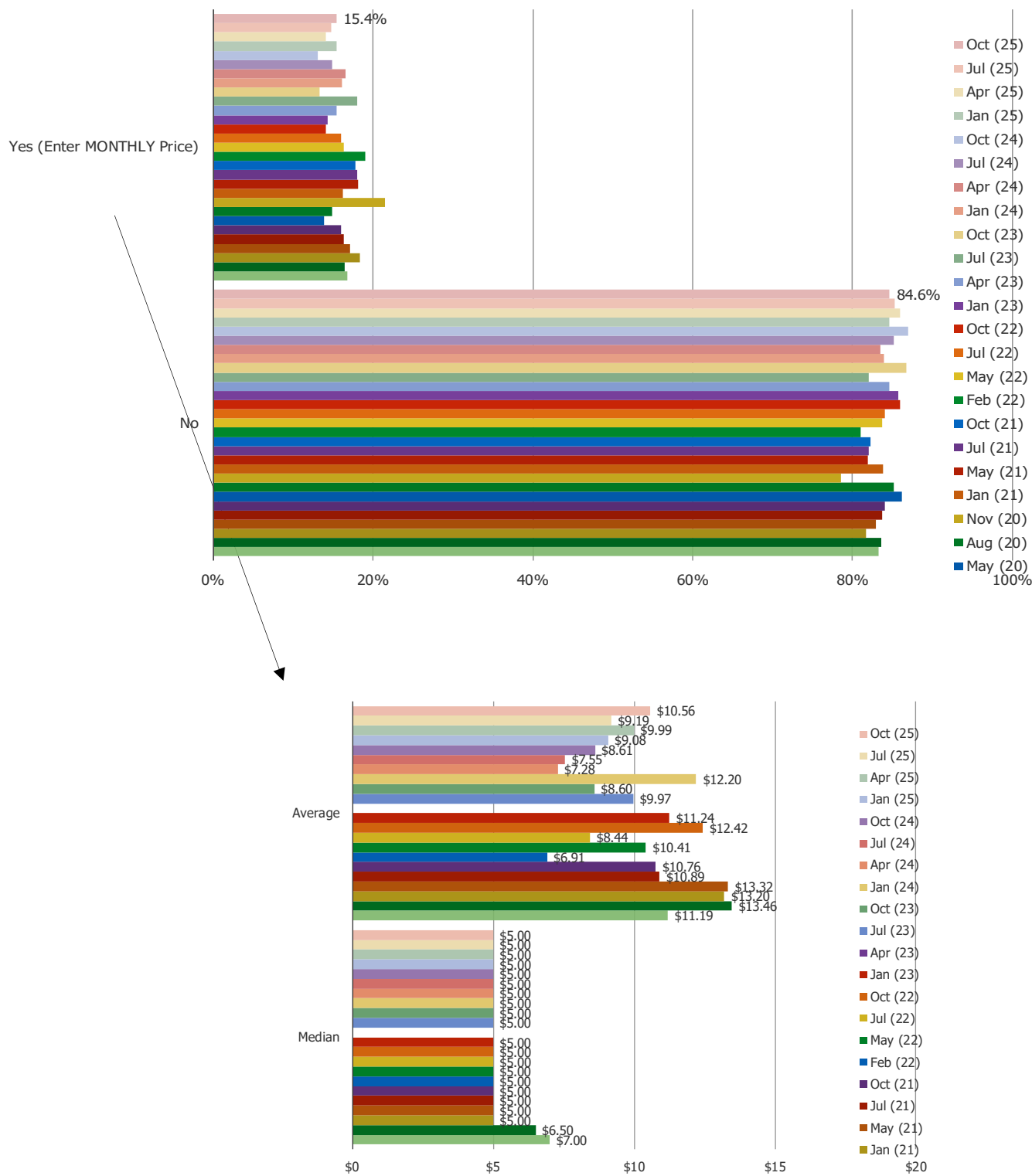
HAVE YOU EVER BEEN A SIRIUS XM SUBSCRIBER?

Posed to non-Sirius XM subscribers.



WOULD THERE BE ANY PRICE POINT (PER MONTH) WHERE YOU WOULD DECIDE TO SUBSCRIBE TO SIRIUS XM?

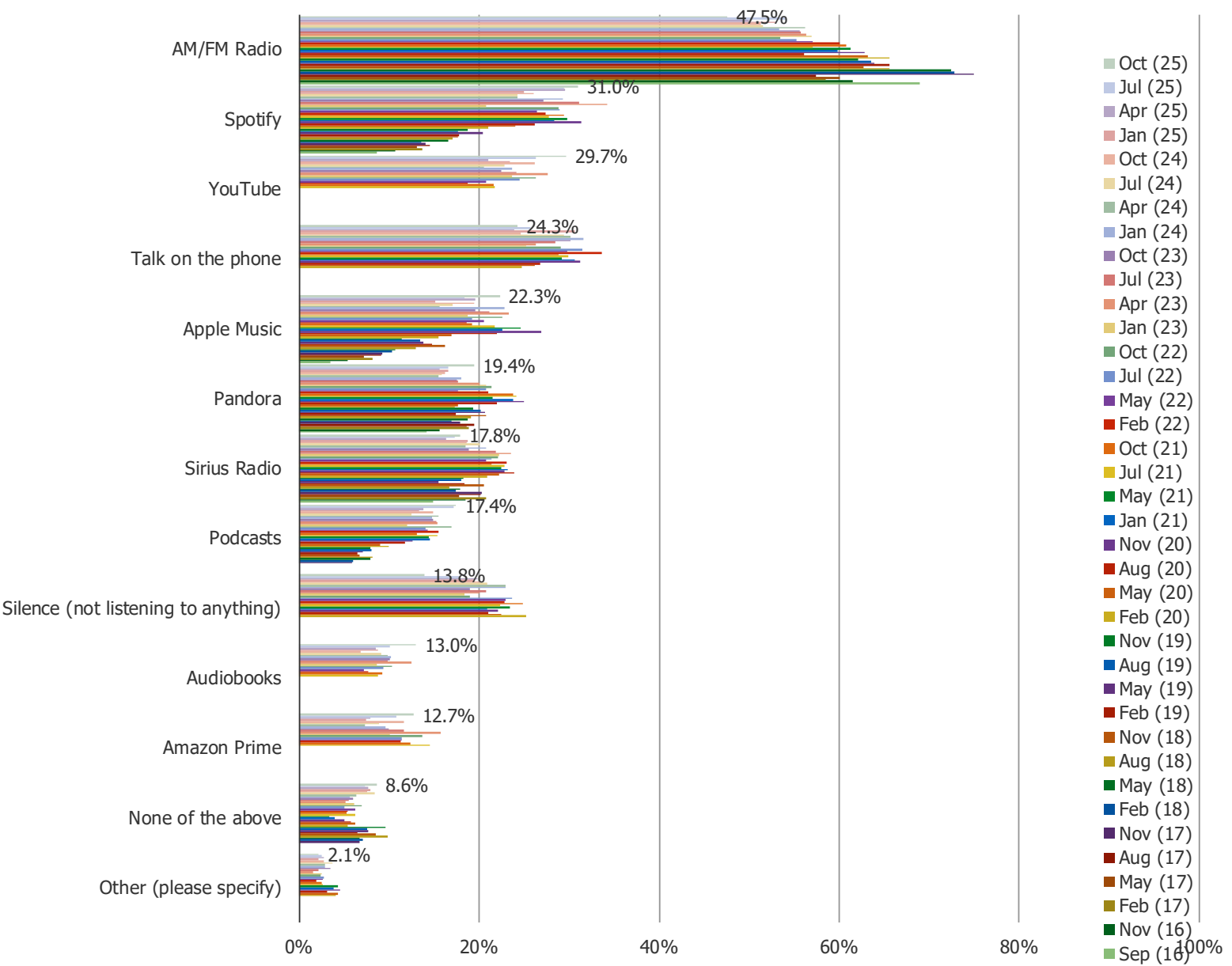
Posed to non-Sirius XM subscribers.



MARKET SHARE IN THE CAR

DO YOU REGULARLY OR OCCASIONALLY LISTEN TO THE FOLLOWING IN YOUR CAR? (SELECT ALL THAT APPLY)

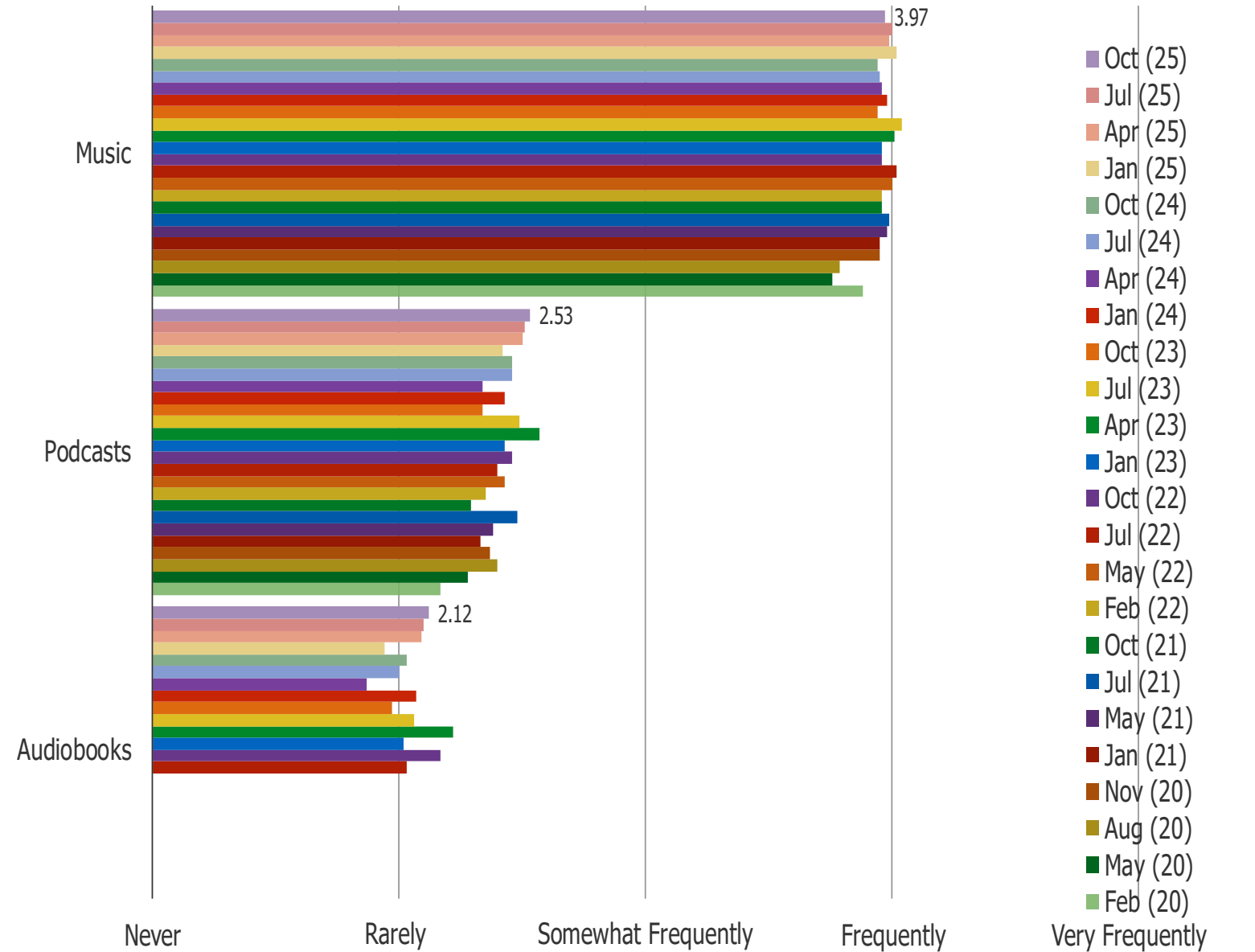
Posed to all respondents who own / lease a car



AIRPODS

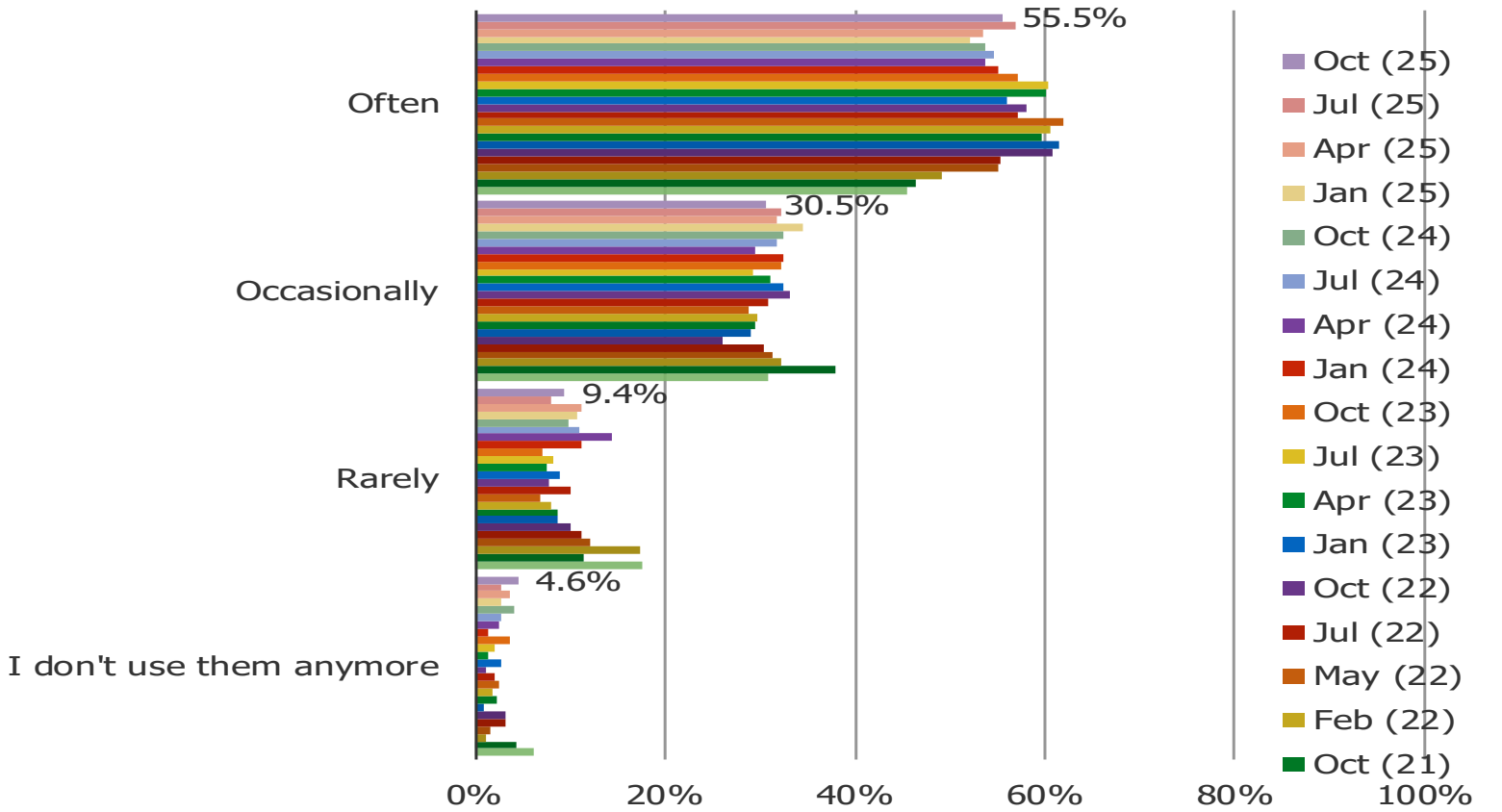
HOW OFTEN DO YOU LISTEN TO...

Posed to all respondents



HOW OFTEN DO YOU USE YOUR AIRPODS?

Posed to Airpod owners



DO YOU THINK YOUR USAGE OF AIRPODS MAKES YOU DO ANY OF THE FOLLOWING MORE OR LESS OFTEN THAN YOU DID BEFORE YOU GOT AIRPODS?

Posed to Airpod owners

