

Edison Research's "Share of Ear" Q3 2023: How America listens to audio

### Key findings

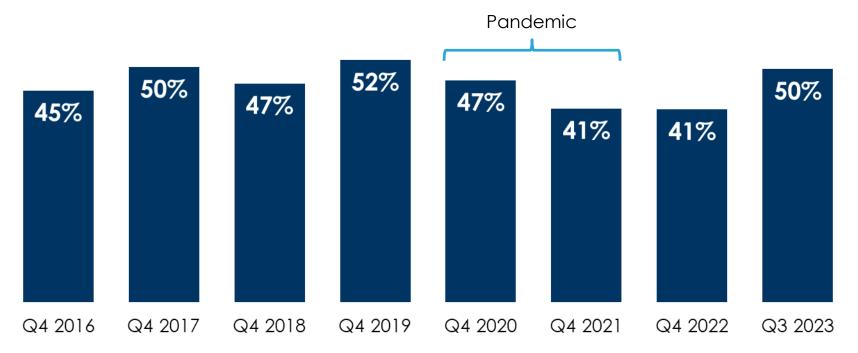
- The proportion of in-car AM/FM radio listening has surged from the prior year to pre-pandemic norms
- For all ad-supported audio, the proportion of at-home listening remains elevated
- Spoken word is on the rise: All forms of non-music content (News, Personalities/Talk, and Sports) increased strongly during the pandemic; Since then, spoken word growth has accelerated

### Key findings continued

- Podcast shares are up nearly 600% since 2016
- Pandora/Spotify ad-supported music streaming shares are down -31% over the same period
- AM/FM radio streaming's audience share is now greater than Pandora/Spotify combined
- At a 69% share overall and a massive 85% in-car share, AM/FM radio remains the dominant ad-supported audio platform

# The proportion of in-car AM/FM radio listening surges 9 points from the prior year to pre-pandemic norms

AM/FM radio's proportion of listening that occurs in the car among persons 25-54



Source: Edison "Share of Ear" AM/FM Radio proportion of 25-54 listening occurring in the car. 2016-2022 surveys are from Q1-Q4 of each respective year. 2023 survey period is Q4 2022 - Q3 2023

÷ ۹

#### At home ad-supported listening for all audio remains elevated as working from home persists

	Total ad-supported proportion of listening for all audio, persons 25-54			
	2016-2019	Q3 2023	Point difference	
At home	44%	50%	+6	
In car	35%	32%	-3	
At work	19%	15%	-4	
Some other place	2%	3%	+1	

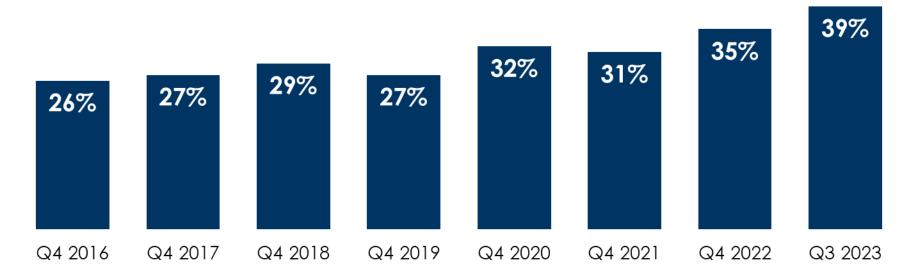
## Spoken word surges

Personalities/talk shows, news/information, Sports (talk/play-by-play)



Spoken word content listening is at an eight year high, with massive growth in the last year

> % of 25-54 ad-supported listening devoted to spoken word (News, Talk/Personalities, Sports)



How to read: 39% of ad-supported listening in Q3 2023 was to spoken word.

Source: Edison "Share of Ear" Spoken word content as a proportion all ad-supported audio among persons 25-54. 2016-2022 surveys are from Q1-Q4 of each respective year. 2023 survey period is Q4 2022 - Q3 2023)

7

Co CUMULUS Westwood One

OUP

Could spoken word represent half of adsupported listening in 2028? Since 2016, spoken word's share of 25-54 tuning has grown an average of two points a year

If this trend continues at a similar pace, by 2028, spoken word could represent half of all adsupported audio listening



## Persons 25-54: Share of ad-supported audio time spent with personalities/talk shows has increased the most

	Content shares among 25-54 ad-supported audio time spent				
	Q4 2016	Q3 2023	Point difference	% change	
Music	74.2%	60.8%	-13.4	-18%	
Personalities/Talk Shows	11.0%	19.4%	+8.4	+76%	
News/Information	10.3%	13.7%	+3.4	+33%	
Sports (talk, play-by-play)	4.5%	6.2%	+1.7	+38%	

Source: Edison Research, "Share of Ear," Q4 2016 vs. Q3 2023,

## Persons 25-54: Podcasts have increased 600%, Pandora is down, AM/FM radio streaming is up and now beats Pandora/Spotify

	Share of ad-supported audio among persons 25-54				
	Q3 2016	Q3 2023	% change		
Podcasts	4%	27%	+575%		
AM/FM radio streaming	5%	10%	+100%		
Ad-supported Pandora	11%	5%	-55%		
Ad-supported Spotify	2%	4%	+100%		

Source: Edison Research, "Share of Ear," Q3 2016 vs. Q3 2023, Podcasts listened to on streaming platforms are included in 'podcasts.'

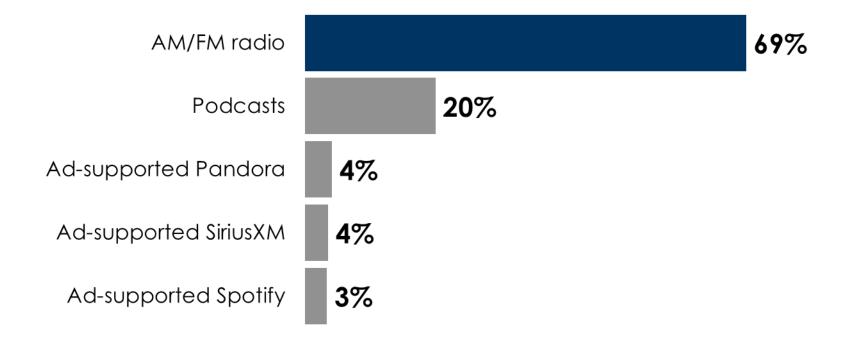
10

AM/FM radio is the centerpiece of ad-supported audio



### AM/FM radio leads ad-supported audio shares

#### Share of ad-supported audio time spent among persons 18+

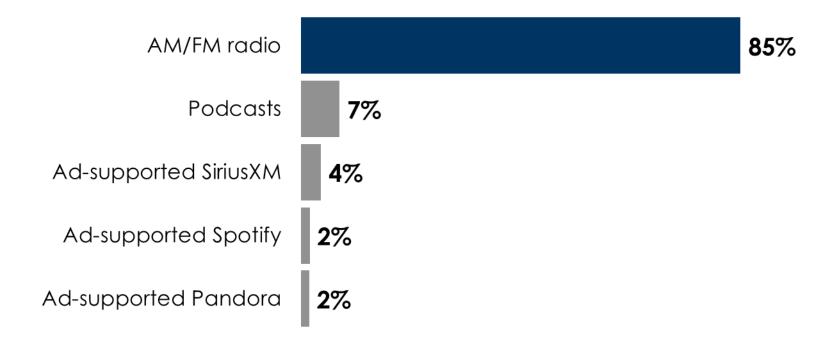


Source: Edison Research, "Share of Ear," Q4 2022-Q3 2023. Persons 18+; SiriusXM: Ad-Supported: Spoken Word. Ad-Free: Music; Podcasts listened to on streaming platforms are included in 'podcasts.'

12

### AM/FM radio rules ad-supported audio in the car

#### Share of ad-supported audio time spent in the car among persons 18+



Source: Edison Research, "Share of Ear," Q4 2022-Q3 2023. Persons 18+, in the car; SiriusXM: Ad-supported: Spoken Word. Ad-free: Music; Podcasts listened to on streaming platforms are included in 'podcasts;' Percentages may not add up to 100 due to rounding.

13

### Key findings

- The proportion of in-car AM/FM radio listening has surged from the prior year to pre-pandemic norms
- For all ad-supported audio, the proportion of at-home listening remains elevated
- Spoken word is on the rise: All forms of non-music content (News, Personalities/Talk, and Sports) increased strongly during the pandemic; Since then, spoken word growth has accelerated

### Key findings continued

- Podcast shares are up nearly 600% since 2016
- Pandora/Spotify ad-supported music streaming shares are down -31% over the same period
- AM/FM radio streaming's audience share is now greater than Pandora/Spotify combined
- At a 69% share overall and a massive 85% in-car share, AM/FM radio remains the dominant ad-supported audio platform



Full-service advisory offering media planning recommendations, creative best practices, and measurement services The CUMULUS MEDIA | Westwood One Audio Active Group® is a true comprehensive marketing advisory that partners with clients to measure the impact of the entire audio campaign (not just the CUMULUS MEDIA | Westwood One investment), specializing in the following areas:

- Audio creative best practices
- Media planning
- Strategic allocation within audio
- Measure the impact of the entire audio investment



#### For more, please visit the Cumulus Media | Westwood One Audio Active Group<sup>®</sup> blog

#### CumulusMedia.com



#### WestwoodOne.com/blog

#### Audio Active Group®

A marketing advisory publishing weekly audio insights, media planning recommendations, creative best practices, case studies, and more.

Click Here To Visit the Blog



Click '**Blog**' at the bottom of the homepage

Or click '**BLOG**' at the bottom of the homepage



Thank You

The intellectual property included in this presentation is property of Cumulus Media, including Westwood One, and may not be used without permission. Any details are subject to change. 2022 Cumulus Media, Inc.