## At the Movies

- 2011 decline in ticket sales
- No "must see" movies
- Tickets getting pricier
- Theatre experience declining
- Competition from other media



## 2.8 million moviegoers

2.5 million see movies in first two weeks31% more likely to see movies in first two weeks58% more likely to see movie on opening weekend



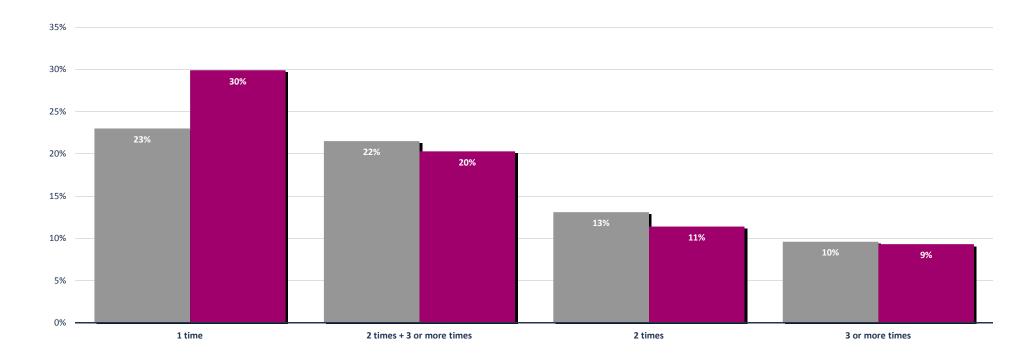


#### **# OF TIMES MOVIES-PAST 30 DAYS**

How many times did you go to the movies in the past 30 days?

Captivate Women F/T

**■ 2011 ■ 2012** 



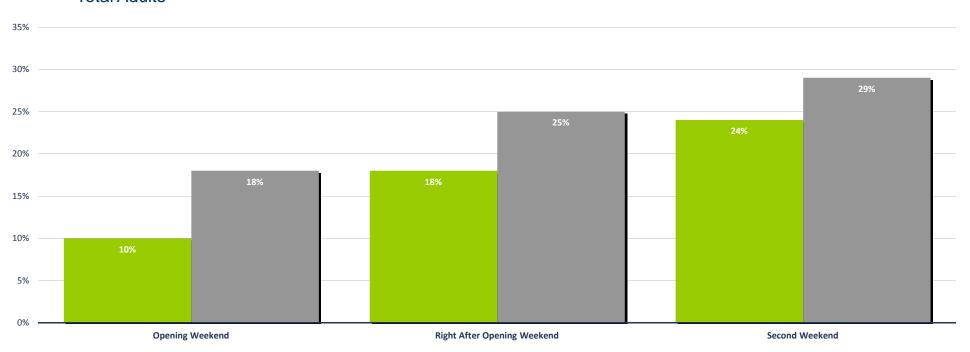




### **Movie Openings**

Movies When Prefer to See a New Movie?

**Total Adults** 







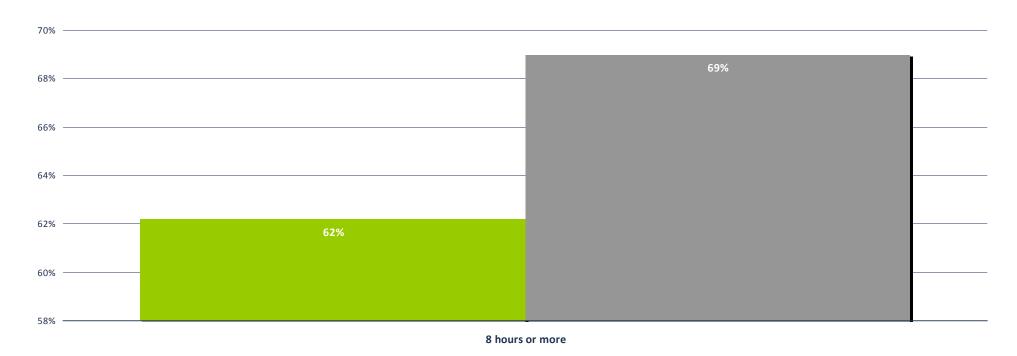
■ Captivate Working Women (FT)

■ Total Adults

#### **HOURS SPENT AT WORK**

How many hours do you spend at work on a typical work day?

■ Women ■ Captivate F/T Women





### TV Tune-in

- DVR penetration nearing 40%
- Timeshifted viewing nears 3 hours a week
- A 35-49 highest timeshifted viewing
- 40% growth in mobile video
- Video on demand growth



### Word of Mouth Drives Tune-In

 Users who were influenced to begin watching a television show did so for a variety of reasons.
 Over three-quarters did so because "people had good things to say about it", 64% had their interest piqued by topics and storylines that were discussed and 13% tuned into a show because they like to watch what others watch.



## Midweek #1 TV word of mouth





# 3.5 million daily tv viewers

3.0 million watch 90+ minutes a day



# 600,000 workday tv viewers

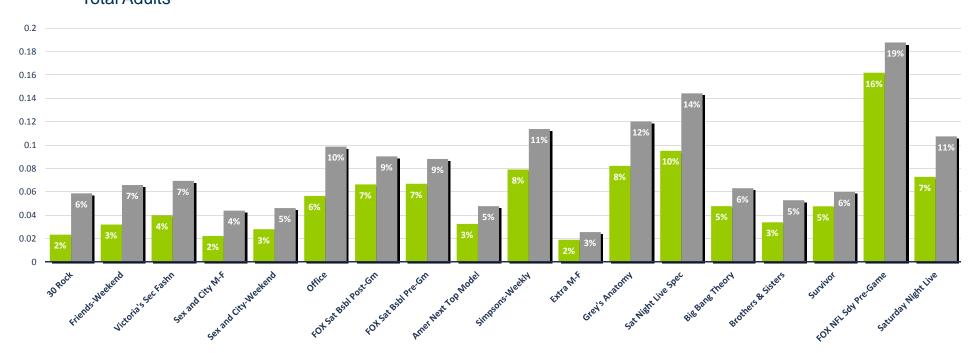




### **TV Programs**

Cable TV Services Watched Any Past 7 Days?









■ Total Adults

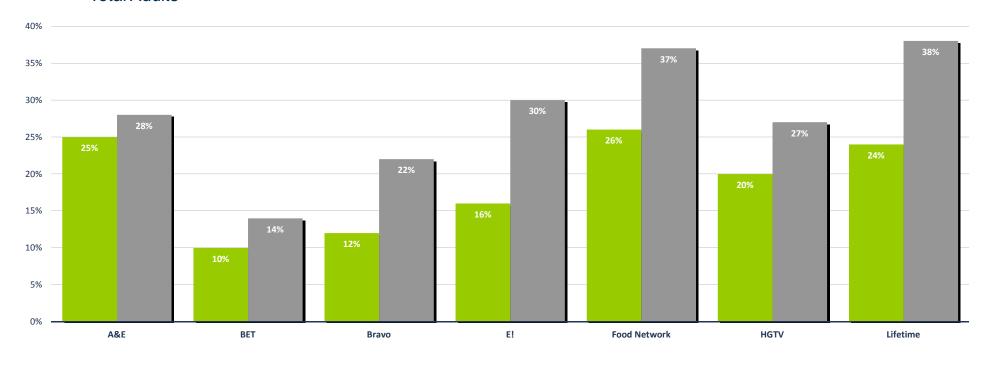
■ Captivate Viewers

### **TV Networks**

Cable TV Services Watched Any Past 7 Days?

**Total Adults** 









### **TV Networks**

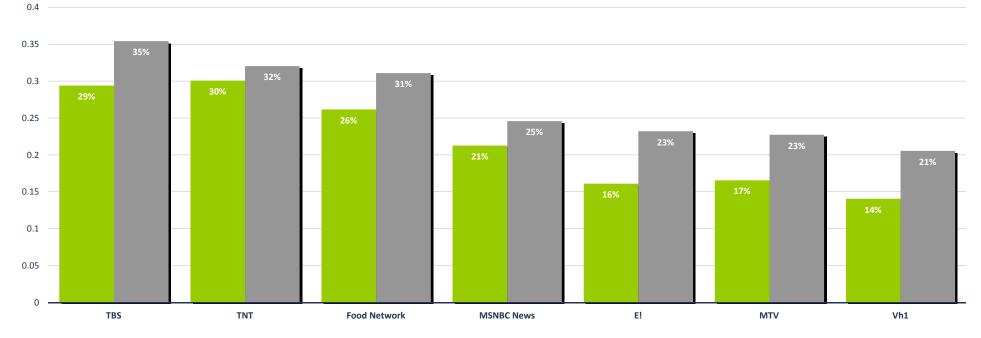
Cable TV Services Watched Any Past 7 Days?

Total Adults



**■ Captivate Men** 

■Total Adults

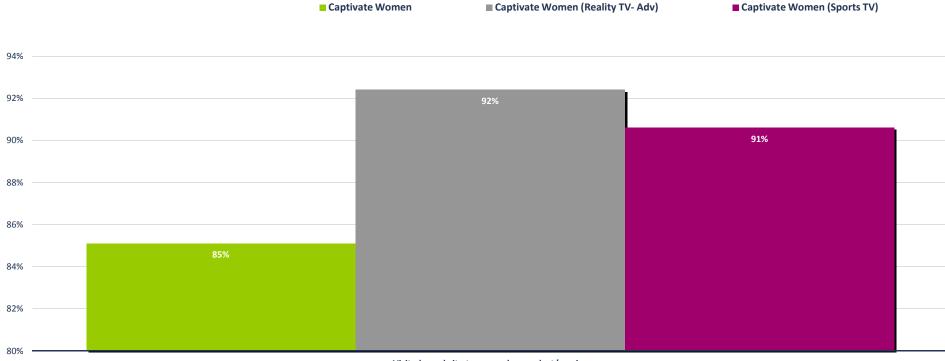






#### **ACTIONS TAKEN-ELEVATOR MEDIA SCREENS**

In the past 30 days which, if any, of the following actions have you taken as a result of seeing a product or service advertised on Elevator Media Screens?





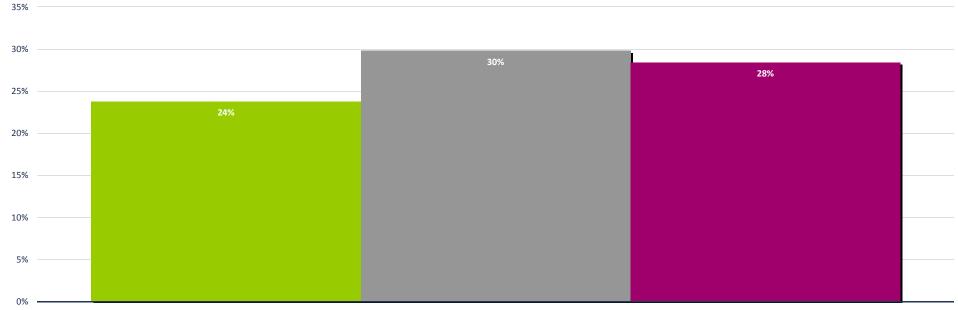




### **JOB FUNCTION**

Which of the following best describes your job function within the company or department where you work? 

Captivate Women Captivate Women (Late Night- Talk) Captivate Women (Reality - talent)









#### **ACTIONS TAKEN-ELEVATOR MEDIA SCREENS**

In the past 30 days which, if any, of the following actions have you taken as a result of seeing a product or service advertised on Elevator Media Screens?

22%

90%

88%

89%

89%

89%

79%

72%







### **Household Income**

Which of the following categories includes your total annual household income from all sources before taxes?





