

DIGITAL 2022

VIETNAM

THE ESSENTIAL GUIDE TO THE LATEST CONNECTED BEHAVIOURS



we are social

KEPIOS

PARTNERS THAT MAKE THE GLOBAL DIGITAL REPORTS SERIES POSSIBLE







STATISTA



GSMA INTELLIGENCE



SEMRUSH



APP ANNIE



SIMILARWEB



LOCOWISE



SKAI

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IMPORTANT NOTES ON COMPARING DATA

The findings published in this report use the latest data available at the time of production. This may include revised figures for historical data points that were not available when we published previous reports in the Global Digital Reports series. From time to time, we may also change the data sources that we use to inform specific data points, and we may also change how we calculate certain values. Similarly, our data partners may change the ways in which they source, calculate, or report the data that they share with us. As a result, findings published in this report may not correlate with findings published in our previous reports, especially where such findings represent change over time (e.g. annual growth). Where we report figures for change over time, such figures will use the latest available data, so we recommend using the values published in this report, rather than trying to recalculate such values using data from previous reports. Wherever we're aware of the potential for historical mismatches, we've included a note on comparability in the footnotes of each relevant slide. Please read these advisories carefully to understand how data sources or calculations have changed since previous reports, and beware of making any comparisons with historical data. In addition to changes in data sources and calculations, please note that social media user numbers may not represent unique individuals. This is because some people may manage multiple social media accounts, and because some social media accounts may represent 'non-human' entities (e.g. businesses, animals, bands, etc.). As a result, the figures we publish for social media users may exceed the figures we publish for total population or for internet users. This may seem counter-intuitive, but such differences do not represent mistakes. For more information, please read our notes on data variance, mismatches, and curiosities: https://datareportal.com/notes-on-data.



GLOBAL HEADLINES



GLOBAL DIGITAL HEADLINES

OVERVIEW OF THE ADOPTION AND USE OF CONNECTED DEVICES AND SERVICES AT A WORLDWIDE LEVEL



TOTAL **POPULATION**



MOBILE CONNECTIONS



8.28 BILLION

YEAR-ON-YEAR CHANGE

+2.9%

TOTAL vs. POPULATION

104.6%

INTERNET USERS



4.95 BILLION

YEAR-ON-YEAR CHANGE

+4.0%

TOTAL vs. POPULATION

62.5%

ACTIVE SOCIAL MEDIA USERS



4.62 BILLION

YEAR-ON-YEAR CHANGE

+10.1%

TOTAL vs. POPULATION

58.4%

we

YEAR-ON-YEAR CHANGE

BILLION

7.91

+1.0%

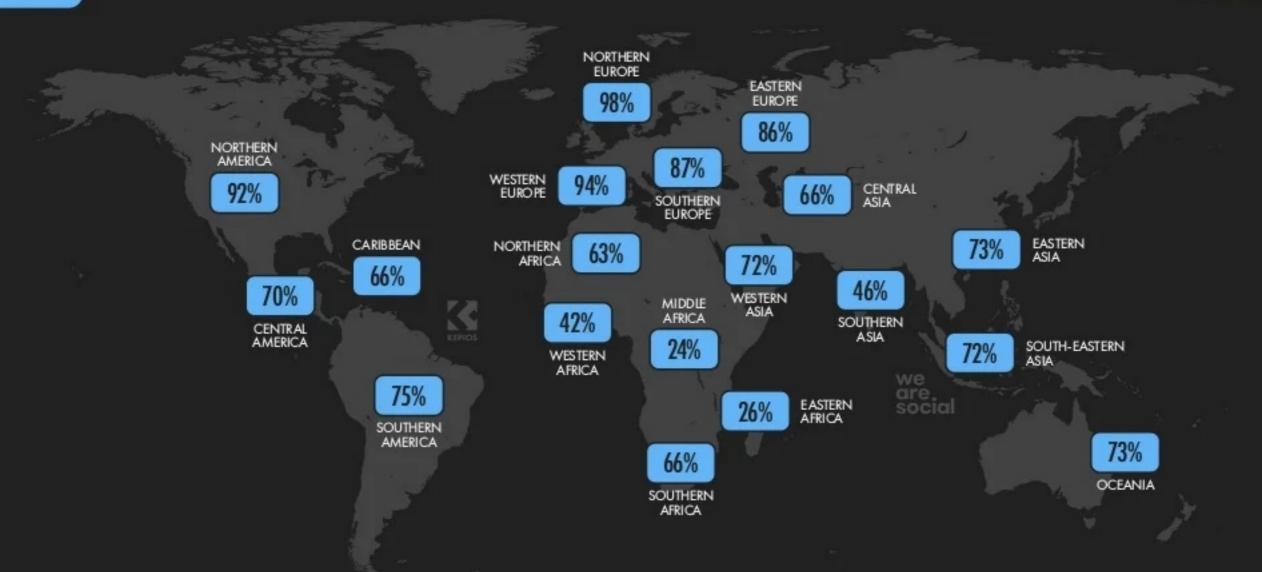
URBANISATION

57.0%

INTERNET ADOPTION

INTERNET USERS AS A PERCENTAGE OF TOTAL POPULATION







SHARE OF GLOBAL INTERNET USERS

INTERNET USERS AS A PERCENTAGE OF TOTAL GLOBAL INTERNET USERS



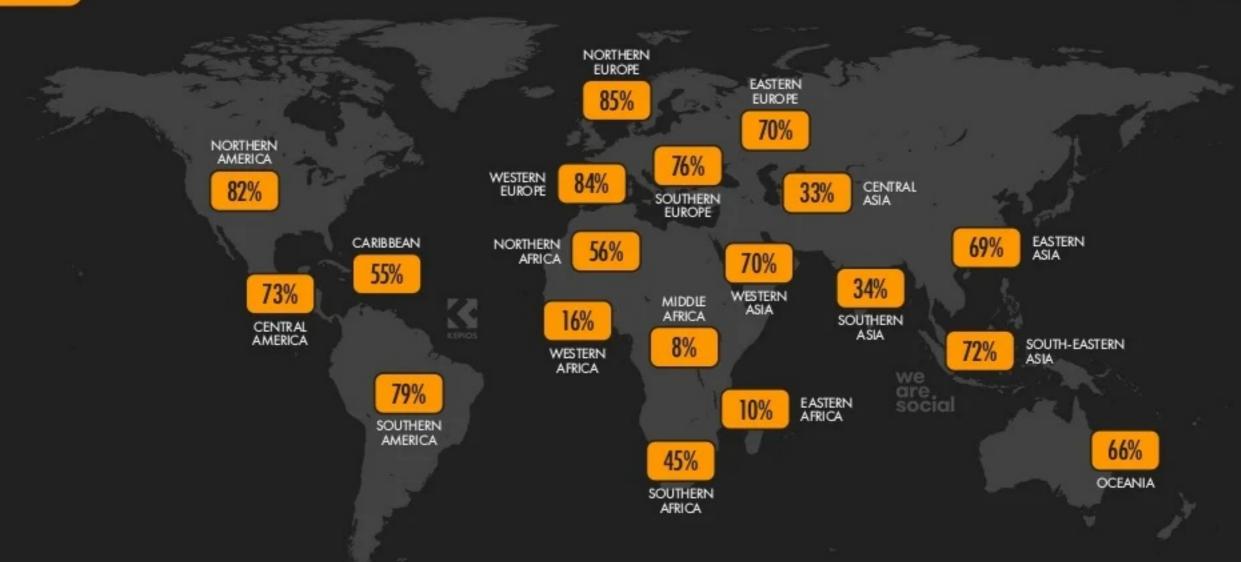




SOCIAL MEDIA USERS vs. TOTAL POPULATION

ACTIVE SOCIAL MEDIA USERS AS A PERCENTAGE OF THE TOTAL POPULATION (NOTE: USERS MAY NOT REPRESENT UNIQUE INDIVIDUALS)







SHARE OF GLOBAL SOCIAL MEDIA USERS

ACTIVE SOCIAL MEDIA USERS IN EACH REGION AS A PERCENTAGE OF TOTAL GLOBAL ACTIVE SOCIAL MEDIA USERS



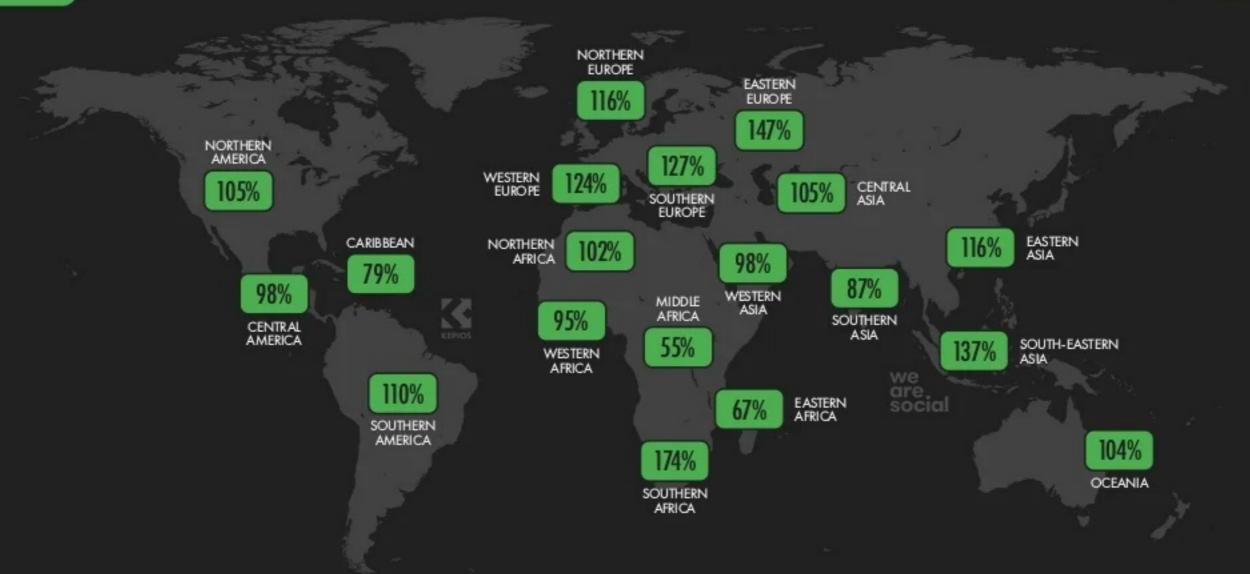




MOBILE CONNECTIVITY

CELLULAR MOBILE CONNECTIONS COMPARED WITH TOTAL POPULATION







EXPLORE OUR COMPLETE COLLECTION OF DIGITAL 2022 GLOBAL DATA





CLICK HERE TO READ OUR FLAGSHIP DIGITAL
2022 GLOBAL OVERVIEW REPORT, PACKED
WITH ALL THE NUMBERS YOU NEED TO MAKE
SENSE OF THE CURRENT STATE OF DIGITAL

CLICK HERE TO READ OUR DIGITAL 2022
LOCAL COUNTRY HEADLINES REPORT, WITH
ESSENTIAL STATS FOR DIGITAL ADOPTION
IN EVERY COUNTRY AROUND THE WORLD

WE ARE SOCIAL

THINK FORWARD 2022

BRAVE NEW WORLDS

You've heard about the metaverse, right? Actually, 87% of social media users globally haven't. But does that even matter, when businesses from Facebook to Fortnite are vying to stake their claim in it? What about web3? Or blockchain? Do you know what an NFT is?

As we've renegotiated our relationship with digital in the wake of Covid-19, from the fringes of the internet, a wealth of new terms have become mainstays in the marketing press and mainstream media alike, rushing to alleviate the tensions of our new reality.

We're at a tipping point, and the gold rush is in full swing.

We're stepping into Brave New Worlds.

In the seventh issue of our annual report <u>Think Forward</u>, we unpick the complex and ever-changing web of digital culture and behaviour, and explore the role brands can play in reflecting and shaping it.

The report was informed by ongoing intelligence from our global Cultural Insights team, and supported by a survey of 3,000 people aged 18+ who use social media daily from the US, UK, France, Italy, China and Australia.



THE TRENDS

1. IN-FEED SYLLABUSES

SOCIAL IS BEING REPURPOSED AS A SPACE FOR SELF-DIRECTED LEARNING

2. THE VIBE ECONOMY

THE CURATION OF MOODS AND FEELINGS HAS BECOME A COVETED CREATIVE SKILL

3. PRIME TIME PLATFORMS

SOCIAL HAS LEVELLED UP FROM ITS ROLE AS A SECOND SCREEN

4. SOCIAL CYNICISM

CREATORS ARE FIGHTING TO OVERCOME THE TROPES OF SOCIAL

5. NEW MATERIALISTS

PEOPLE ARE INVESTING IN DIGITAL CONTENT AND CREATIVITY



PHGTAL2022, DHGTAL2022, DHGTAL



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ESSENTIAL DIGITAL HEADLINES

OVERVIEW OF THE ADOPTION AND USE OF CONNECTED DEVICES AND SERVICES



TOTAL POPULATION



98.56

MILLION

URBANISATION

38.7%

KIRIO

CELLULAR MOBILE CONNECTIONS



156.0 MILLION

vs. POPULATION

158.3%

INTERNET USERS



72.10

MILLION

vs. POPULATION

73.2%

ACTIVE SOCIAL MEDIA USERS



76.95 MILLION

vs. POPULATION

78.1%

SOURCES: UNITED NATIONS; U.S. CENSUS BUREAU; GOVERNMENT BODIES; GSMA INTELLIGENCE; ITU; GWI; EUROSTAT; CNNIC; ABII; CIA WORLD FACTBOOK; COMPANY ADVERTISING RESOURCES AND EARNINGS REPORTS; OCD I; TECHRASA; KEPIOS ANALYSIS. ADVISORY: SOCIAL MEDIA USERS MAY NOT REPRESENT UNIQUE INDIVIDUALS. COMPARABILITY: SOURCE AND BASE CHANGES.





DIGITAL GROWTH

CHANGE IN THE USE OF CONNECTED DEVICES AND SERVICES OVER TIME



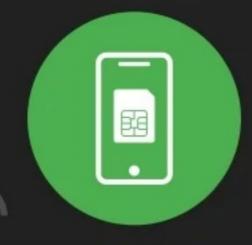
TOTAL POPULATION



+0.8%

YEAR-ON-YEAR CHANGE +808 THOUSAND

CELLULAR MOBILE CONNECTIONS



-0.3%

YEAR-ON-YEAR CHANGE

-480 THOUSAND

INTERNET USERS



+4.9%

YEAR-ON-YEAR CHANGE

+3.4 MILLION

ACTIVE SOCIAL MEDIA USERS



+6.9%

YEAR-ON-YEAR CHANGE

+5.0 MILLION



POPULATION ESSENTIALS

DEMOGRAPHICS AND OTHER KEY INDICATORS



TOTAL POPULATION



98.56 MILLION



50.1%

FEMALE **POPULATION**



MALE POPULATION



49.9%

YEAR-ON-YEAR CHANGE IN TOTAL POPULATION



+0.8% +808 THOUSAND

MEDIAN AGE OF THE POPULATION



33.3

URBAN POPULATION



38.7%

POPULATION DENSITY (PEOPLE PER KM2)



317.9

OVERALL LITERACY (ADULTS AGED 15+)



D

95.8%

FEMALE LITERACY (ADULTS AGED 15+)



94.6%

MALE LITERACY (ADULTS AGED 15+)



B

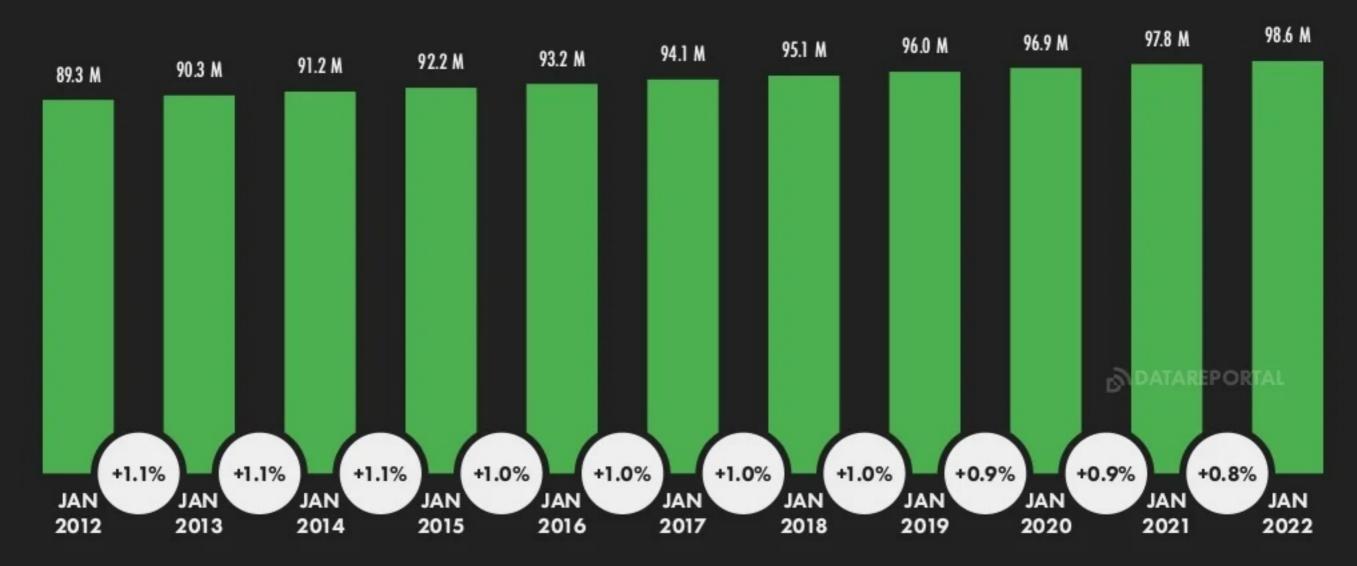
97.0%



POPULATION OVER TIME

TOTAL POPULATION AND YEAR-ON-YEAR CHANGE







POPULATION BY AGE

SHARE OF THE TOTAL POPULATION BY AGE GROUP



TOTAL **POPULATION**



Ð

POPULATION AGED 0-4



KEPHOS

D

POPULATION AGED 5-12



POPULATION AGED 13-17



D

POPULATION AGED 18-24



KEPIOS

D

98.56 MILLION

7.9%

12.3%

7.0%

9.1%

POPULATION AGED 25-34



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POPULATION AGED 35-44



15.4%

POPULATION AGED 45-54



12.9%

POPULATION AGED 55-64



10.1%

POPULATION AGED 65+



8.6%



DEVICE OWNERSHIP

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO OWN EACH KIND OF DEVICE



ANY KIND OF MOBILE PHONE



97.7%

YEAR-ON-YEAR CHANGE +0.7% (+70 BPS)

> GAMES CONSOLE



8.8%

YEAR-ON-YEAR CHANGE

SMART PHONE



97.6%

YEAR-ON-YEAR CHANGE +0.7% (+70 BPS)

SMART WATCH OR SMART WRISTBAND



29.9%

YEAR-ON-YEAR CHANGE +19.1% (+480 BPS) **FEATURE** PHONE



17.1%

YEAR-ON-YEAR CHANGE

TV STREAMING DEVICE



13.2%

YEAR-ON-YEAR CHANGE +8.2% (+100 BPS)

LAPTOP OR DESKTOP COMPUTER



GWI.

64.0%

YEAR-ON-YEAR CHANGE -3.2% (-210 BPS)

> SMART HOME DEVICE



YEAR-ON-YEAR CHANGE

TABLET DEVICE



35.2%

YEAR-ON-YEAR CHANGE +10.3% (+330 BPS)

> VIRTUAL REALITY DEVICE



5.0%

YEAR-ON-YEAR CHANGE +19.0% (+80 BPS)

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GWI.

-4.3% (-40 BPS)

GWI.

-10.0% (-190 BPS)



GWI.

18.6%

+31.0% (+440 BPS)

DAILY TIME SPENT WITH MEDIA

GWI.

THE AVERAGE AMOUNT OF TIME EACH DAY THAT INTERNET USERS AGED 16 TO 64 SPEND WITH DIFFERENT KINDS OF MEDIA AND DEVICES

GWI.



TIME SPENT USING THE INTERNET



6H 38M

YEAR-ON-YEAR CHANGE -2.2% (-9 MINS)

TIME SPENT LISTENING TO MUSIC STREAMING SERVICES



1H 12M

YEAR-ON-YEAR CHANGE +4.3% (+3 MINS) TIME SPENT WATCHING TELEVISION (BROADCAST AND STREAMING)



2H 47M

YEAR-ON-YEAR CHANGE +4.4% (+7 MINS)

TIME SPENT LISTENING TO BROADCAST RADIO



OH 38M

YEAR-ON-YEAR CHANGE -7.3% (-3 MINS) TIME SPENT USING SOCIAL MEDIA



2H 28M

YEAR-ON-YEAR CHANGE +5.0% (+7 MINS)

TIME SPENT LISTENING TO PODCASTS



OH 44M

YEAR-ON-YEAR CHANGE [UNCHANGED]

TIME SPENT READING PRESS MEDIA (ONLINE AND PHYSICAL PRINT)



GWI.

1H 55M

YEAR-ON-YEAR CHANGE -0.9% (-1 MIN)

TIME SPENT USING A GAMES CONSOLE



1H 12M

YEAR-ON-YEAR CHANGE
-2.7% (-2 MINS)

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INTERNET

OVERVIEW OF INTERNET USE

ESSENTIAL INDICATORS OF INTERNET ADOPTION AND USE



TOTAL INTERNET **USERS**

INTERNET USERS AS A PERCENTAGE OF TOTAL POPULATION

YEAR-ON-YEAR CHANGE IN THE NUMBER OF INTERNET USERS

AVERAGE DAILY TIME SPENT USING THE INTERNET BY EACH INTERNET USER

PERCENTAGE OF USERS ACCESSING THE INTERNET VIA MOBILE PHONES











72.10 MILLION

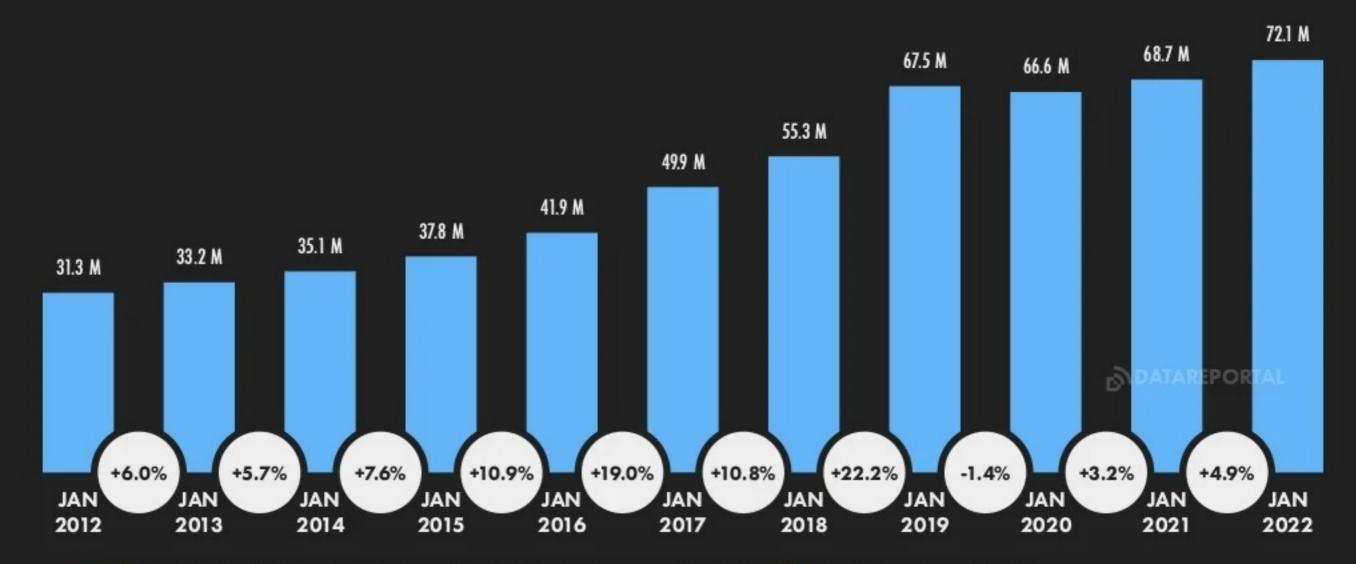
73.2%

+4.9% +3.4 MILLION 6H 38M 95.8% -2.2% (-9 MINS)

INTERNET USERS OVER TIME

NUMBER OF INTERNET USERS AND YEAR-ON-YEAR CHANGE





SOURCES: KEPIOS ANALYS IS; ITU; GS MA INTELLIGENCE; EUROSTAT; GWI; CIA WORLD FACTBOOK; CNNIC; APJII; LOCAL GOVERNMENT AUTHORITIES. NOTE: WHERE LETTERS ARE SHOWN NEXT TO FIGURES ABOVE BARS, "K" DENOTES THOUSANDS (E.G. "123 K" = 123,000), "M" DENOTES MILLIONS (E.G. "1.23 M" = 1,230,000), AND "B" DENOTES BILLIONS (E.G. "1.23 B" = 1,230,000,000). WHERE NO LETTER IS PRESENT, VALUES ARE SHOWN AS IS. ADVISORY: DUE TO COVID-19-RELATED DELAYS IN RESEARCH AND REPORTING, FIGURES FOR INTERNET USER GROWTH AFTER 2020 MAY UNDER REPRESENT ACTUAL TRENDS. SEENOTES ON DATA FOR MORE DETAILS. COMPARABILITY: SOURCE AND BASE CHANGES. FIGURES MAY NOT MATCH OR CORRELATE WITH FIGURES PUBLISHED IN PREVIOUS REPORTS.

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INTERNET USER PERSPECTIVES

INTERNET USER NUMBERS PUBLISHED BY DIFFERENT SOURCES



INTERNET USERS:



9

INTERNET USERS: CIA WORLD FACTBOOK



KEPIOS

INTERNET USERS: INTERNETWORLDSTATS



69.28
MILLION

vs. POPULATION

70.3%

75.94 MILLION

vs. POPULATION

77.0%

69.29
MILLION
vs. POPULATION

70.3%



SOURCES: AS STATED ABOVE EACH ICON. NOTES: WHERE SOURCES PUBLISH I INTERNET ADOPTION AS A PERCENTAGE (I.E. PENETRATION), WE COMPARE THE LATEST PUBLISHED ADOPTION RATES IN EACH COUNTRY TO OUR LATEST FIGURES FOR POPULATION TO DERIVE ABSOLUTE USER NUMBERS. WHERE SOURCES PUBLISH ABSOLUTE USER NUMBERS, WE COMPARE THESE ABSOLUTE USER FIGURES TO OUR LATEST FIGURES FOR POPULATION TO DERIVE VAILUES FOR "Vs. POPULATION". COMPARABILITY: POTENTIAL MISMATCHES. INTERNET USER FIGURES GUIOTED ELSEWHERE IN THIS REPORT USE DATA FROM MULTIPLE SOURCES. INCILIDING SOURCES NOT FEATURED ON THIS SLIDE.







DAILY TIME SPENT USING THE INTERNET

AMOUNT OF TIME THAT INTERNET USERS AGED 16 TO 64 SPEND USING THE INTERNET EACH DAY



DAILY TIME SPENT USING THE INTERNET ACROSS ALL DEVICES

TIME SPENT USING THE INTERNET ON MOBILE PHONES

TIME SPENT USING THE INTERNET ON COMPUTERS AND TABLETS

MOBILE'S SHARE OF TOTAL DAILY INTERNET TIME









6H 38M

3H 32M

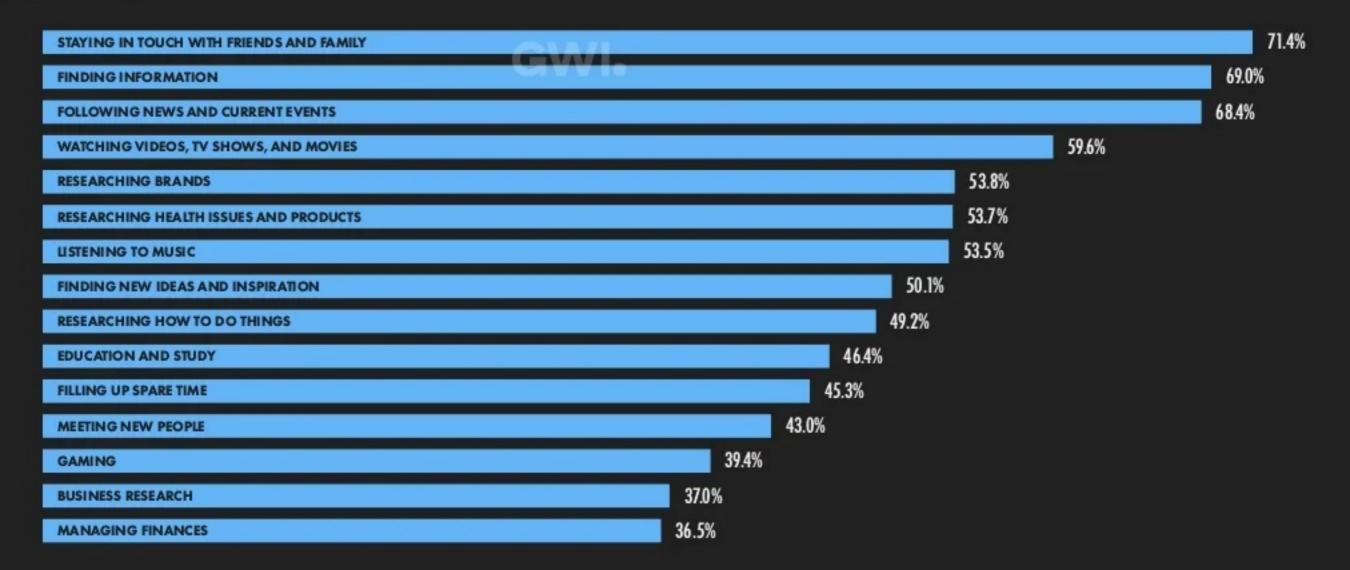
3H 06M

53.2%

MAIN REASONS FOR USING THE INTERNET

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PRIMARY REASONS WHY INTERNET USERS AGED 16 TO 64 USE THE INTERNET





DEVICES USED TO ACCESS THE INTERNET

9

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO USE EACH KIND OF DEVICE TO ACCESS THE INTERNET



MOBILE PHONE (ANY)



95.8%

YEAR-ON-YEAR CHANGE +1.2% (+110 BPS)

PERSONAL LAPTOP OR DESKTOP



67.6%

YEAR-ON-YEAR CHANGE -4.5% (-320 BPS) LAPTOP OR DESKTOP (ANY)



GWI.

72.2%

YEAR-ON-YEAR CHANGE -4.7% (-360 BPS)

> WORK LAPTOP OR DESKTOP



29.6%

YEAR-ON-YEAR CHANGE -6.0% (-190 BPS) SMART PHONE



94.6%

YEAR-ON-YEAR CHANGE +0.3% (+30 BPS)

CONNECTED TELEVISION



32.1%

YEAR-ON-YEAR CHANGE +18.5% (+500 BPS) FEATURE PHONE



GWI.

5.5%

YEAR-ON-YEAR CHANGE +89.7% (+260 BPS)

> SMART HOME DEVICE



11.4%

GWI.

YEAR-ON-YEAR CHANGE

TABLET DEVICE



31.1%

YEAR-ON-YEAR CHANGE +9.5% (+270 BPS)

> GAMES CONSOLE



5.8%

YEAR-ON-YEAR CHANGE

+28.9% (+130 BPS)

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GWI.

INTERNET CONNECTION SPEEDS

VIETNAM

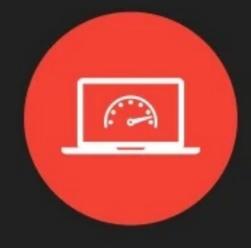
MEDIAN DOWNLOAD SPEEDS (IN MEGABITS PER SECOND) OF MOBILE AND FIXED INTERNET CONNECTIONS

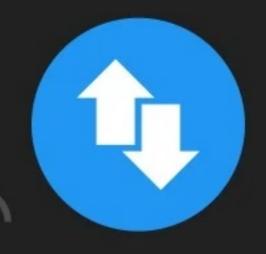
MEDIAN DOWNLOAD SPEED
OF CELLULAR MOBILE
INTERNET CONNECTIONS

YEAR-ON-YEAR CHANGE IN MEDIAN CELLULAR MOBILE INTERNET CONNECTION SPEED MEDIAN DOWNLOAD SPEED OF FIXED INTERNET CONNECTIONS YEAR-ON-YEAR CHANGE IN MEDIAN FIXED INTERNET CONNECTION SPEED









35.14 MBPS +32.7% +8.66 MBPS 68.50 MBPS +58.8% +25.36 MBPS

SHARE OF WEB TRAFFIC BY DEVICE

PERCENTAGE OF TOTAL WEB PAGES SERVED TO WEB BROWSERS RUNNING ON EACH KIND OF DEVICE



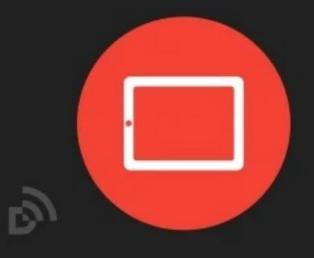
MOBILE **PHONES**



LAPTOP AND DESKTOP COMPUTERS



TABLET **DEVICES**



OTHER DEVICES



45.61%

YEAR-ON-YEAR CHANGE

+1.3% (+59 BPS)

52.64%

YEAR-ON-YEAR CHANGE

-0.5% (-26 BPS)

1.73%

YEAR-ON-YEAR CHANGE

-16.4% (-34 BPS)

0.02%

YEAR-ON-YEAR CHANGE

+100% (+1 BP)



SHARE OF WEB TRAFFIC BY BROWSER

PERCENTAGE OF TOTAL WEB PAGES SERVED TO EACH BRAND OF WEB BROWSER RUNNING ON ANY DEVICE



CHROME



72.24%

YEAR-ON-YEAR CHANGE +16.3% (+1,012 BPS) SAFARI



15.48%

YEAR-ON-YEAR CHANGE -9.4% (-161 BPS)

OPERA

MICROSOFT EDGE



2.91%

YEAR-ON-YEAR CHANGE +34.1% (+74 BPS) FIREFOX



D)

2.08%

YEAR-ON-YEAR CHANGE -23.5% (-64 BPS)

SAMSUNG INTERNET



2.44%

YEAR-ON-YEAR CHANGE





1.43%

YEAR-ON-YEAR CHANGE -9.5% (-15 BPS)

UC BROWSER



0.92%

YEAR-ON-YEAR CHANGE +8.2% (+7 BPS)

OTHER



2.50%

YEAR-ON-YEAR CHANGE -76.2% (-801 BPS)

> we are.



-17.6% (-52 BPS)



MOST-VISITED WEBSITES: SEMRUSH RANKING



RANKING OF THE MOST-VISITED WEBSITES ACCORDING TO SEMRUSH, BASED ON TOTAL MONTHLY WEBSITE TRAFFIC IN NOVEMBER 2021

#	WEBSITE	TOTAL VISITS	UNIQUE VISITORS	TIME PER VISIT	PAGES PER VISIT
01	GOOGLE.COM	226M	17.8M	3M 55S	4.99
02	YOUTUBE.COM	136M	16.4M	8M 14S	3.16
03	FACEBOOK.COM	88.7M	11.0M	13M 12S	5.08
04	VNEXPRESS.NET	47.0M	5.73M	3M 06S	4.53
05	GOOGLE.COM.VN	30.6M	5.26M	17M 28S	3.88
06	SHOPEE.VN	30.0M	6.74M	2M 04S	4.08
07	KENH14.VN	24.2M	4.63M	1 <i>5</i> M 13S	4.10
08	WIKIPEDIA.ORG	24.2M	7.43M	9M 43S	1.82
09	24H.COM.VN	24.2M	4.30M	5M 29S	5.34
10	ZALO.ME	19.5M	4.72M	21M 00S	2.28

#	WEBSITE	TOTAL VISITS	UNIQUE VISITORS	TIME PER VISIT	PAGES PER VISIT
11	VIETJACK.COM	17.4M	3.64M	17M 03S	2.29
12	DANTRI.COM.VN	17.2M	2.93M	OM 16S	5.01
13	XOSODAIPHAT.COM	16.7M	3.18M	18M 05S	2.16
14	VIETNAMNET.VN	14.2M	3.94M	20M 23S	3.18
15	ZING.VN	13.9M	3.02M	12M 58S	5.00
16	COINMARKETCAP.COM	13.3M	1.78M	21M 38S	3.15
17	TUOITRE.VN	13.1M	3.45M	3M 17S	2.71
18	BAOMOI.COM	12.3M	2.68M	15M 48S	5.03
19	THEGIOIDIDONG.COM	11.2M	4.82M	12M 12S	3.33
20	SOHA.VN	10.7M	2.87M	13M 46S	3.54





TOP WEBSITE TRAFFIC DETAIL (SEMRUSH)



SHARE OF WEBSITE TRAFFIC BY DEVICE, AND SHARE OF WEBSITE TRAFFIC REFERRED BY A SELECTION OF SOCIAL MEDIA PLATFORMS IN NOVEMBER 2021

# WEBSITE	SHARE OF TRAFFIC FROM MOBILES	SHARE OF TRAFFIC FROM COMPUTERS	TRAFFIC FROM FACEBOOK REFERRALS	TRAFFIC FROM YOUTUBE REFERRALS	TRAFFIC FROM INSTAGRAM REFERRALS	TRAFFIC FROM TWITTER REFERRALS	TRAFFIC FROM LINKEDIN REFERRALS	TRAFFIC FROM PINTEREST REFERRALS	TRAFFIC FROM REDDIT REFERRALS	TRAFFIC FROM VK REFERRALS
01 GOOGLE.COM	25.3%	74.7%	4.20%	1.29%	0.14%	0.09%	0.04%	0.03%	0.26%	<0.01%
02 YOUTUBE.COM	10.0%	90.0%	3.01%	0.08%	0.03%	0.12%	<0.01%	<0.01%	0.04%	<0.01%
03 FACEBOOK.COM	24.6%	75.4%	<0.01%	0.21%	0.05%	0.02%	<0.01%	<0.01%	<0.01%	<0.01%
04 VNEXPRESS.NET	65.6%	34.4%	0.74%	0.03%	0.01%	<0.01%	<0.01%	<0.01%	<0.01%	-
05 GOOGLE.COM.VN	16.6%	83.4%	0.10%	0.09%	<0.01%	<0.01%	<0.01%	<0.01%	0.02%	-77
06 SHOPEEVN	6.9%	93.1%	1.65%	0.06%	0.03%	<0.01%	-	·= :	11-	-
07 KENH14.VN	57.6%	42.4%		0.02%	0.03%	<0.01%		<0.01%	<0.01%	-
08 WIKIPEDIA.ORG	30.4%	69.6%	0.05%	0.01%	<0.01%	<0.01%	<0.01%	<0.01%	<0.01%	-
09 24H.COM.VN	61.4%	38.6%	0.10%	0.02%	<0.01%	-	-	<0.01%	<0.01%	-
10 ZALO.ME	13.9%	86.1%	0.11%	<0.01%	<0.01%	<0.01%	7	-	-	7





MOST-VISITED WEBSITES: SIMILARWEB RANKING

VIETNAM

RANKING OF THE MOST-VISITED WEBSITES ACCORDING TO SIMILARWEB, BASED ON ANNUAL WEBSITE TRAFFIC FOR FULL-YEAR 2021

#	WEBSITE	TOTAL VISITS	MOBILE SHARE	DESKTOP SHARE	TIME PER VISIT	PAGES PER VISIT
01	GOOGLE.COM	14.0B	56.8%	43.2%	11M 40S	8.98
02	YOUTUBE.COM	7.40B	24.7%	75.3%	23M 27S	11 <i>7</i> 1
03	FACEBOOK.COM	6.63B	31.2%	68.8%	16M 52S	12.81
04	VNEXPRESS.NET	1.31B	44.1%	55.9%	6M 17S	3.84
05	ZALO.ME	1.21B	55.1%	44.9%	3M 05S	2.02
06	XOSODAIPHAT.COM	1.04B	99.3%	0.7%	OM 12S	1.49
07	GOOGLE.COM.VN	919M	36.9%	63.1%	8M 15S	11.59
08	KENH14.VN	903M	65.6%	34.4%	5M 44S	3 <i>7</i> 1
09	24H.COM.VN	903M	74.6%	25.4%	12M 09S	5.44
10	SHOPEEVN	856M	44.9%	55.1%	8M 02S	9.01

#	WEBSITE	TOTAL VISITS	MOBILE SHARE	DESKTOP SHARE	TIME PER VISIT	PAGES PER VISIT
11	ZINGNEWS.VN	833M	57.0%	43.0%	6M 47S	3.67
12	TUOTTRE.VN	800M	69.7%	30.3%	3M 46S	2.26
13	THANHNIEN.VN	655M	76.7%	23.3%	3M 08S	2.72
14	METRUYENCHU.COM	544M	95.4%	4.6%	25M 21S	10.89
15	XOSO.COM.VN	535M	99.2%	0.8%	OM 12S	1.70
16	DANTRI.COM.VN	524M	72.2%	27.8%	14M 53S	5.92
17	VIETNAMNET.VN	522M	67.3%	32.7%	3M 27S	2.82
18	BAOMOLCOM	514M	74.0%	26.0%	5M 55S	4.14
19	THEGIOIDIDONG.COM	483M	77.7%	22.3%	3M 57S	3.97
20	WIKIPEDIA.ORG	453M	58.7%	41.3%	3M 41S	2.63





MOST-VISITED WEBSITES: ALEXA RANKING

*
VIETNAM

RANKING OF THE MOST-VISITED WEBSITES ACCORDING TO ALEXA INTERNET, BASED ON TOTAL MONTHLY WEBSITE TRAFFIC

#	WEBSITE	TIME PER DAY	PAGES PER DAY
01	GOOGLE.COM	17M 26S	18.49
02	YOUTUBE.COM	19M 22S	10.53
03	FACEBOOK.COM	17M 46S	8.56
04	SHOPEE.VN	15M 10S	10.20
05	VNEXPRESS.NET	08M 16S	4.43
06	GOOGLE.COM.VN	05M 09S	5.33
07	THETHAO247.VN	03M 17S	2.40
08	LAODONG.VN	01 M 57S	1.57
09	VTV.VN	02M 25S	1.81
10	TIKI.VN	07M 33S	7.58

#	WEBSITE	т	IME PER DAY	PAGES PER DAY
11	LAZADA.VN		09M 53S	7.18
12	ZINGNEWS.VN		07M 22S	6.14
13	24H.COM.VN		07M 03S	5.94
14	PADLET.COM		03M 10S	2.55
15	COINMARKETCAP.COM	5	07M 07S	4.51
16	TIKTOK.COM	Di	08M 16S	9.66
17	KENH14.VN		06M 37S	4.07
18	DANTRI.COM.VN		06M 58S	4.90
19	ZALO.ME		05M 24S	1.97
20	CAFEF.VN		06M 44S	4.00

we

social



SEARCH ENGINE MARKET SHARE

PERCENTAGE OF TOTAL WEB TRAFFIC REFERRED BY SEARCH ENGINES THAT ORIGINATED FROM EACH SEARCH SERVICE



GOOGLE



90.92%

YEAR-ON-YEAR CHANGE -2.4% (-225 BPS) BING



1.21%

YEAR-ON-YEAR CHANGE -17.1% (-25 BPS) BAIDU



0.11%

+83.3% (+5 BPS)

YAHOO!



1.42%

YEAR-ON-YEAR CHANGE +23.5% (+27 BPS)

YANDEX



0.33%

YEAR-ON-YEAR CHANGE +1,550% (+31 BPS) DUCKDUCKGO



0.05%

YEAR-ON-YEAR CHANGE -16.7% (-1 BP) **ECOSIA**



0.03%

YEAR-ON-YEAR CHANGE -50.0% (-3 BPS) OTHER



5.93%

YEAR-ON-YEAR CHANGE

+47.5% (+191 BPS)

SOURCE: STATCOUNTER NOTES: FIGURES REPRESENT THE NUMBER OF PAGE VIEW REFERRALS ORIGINATING FROM EACH SERVICE AS A PERCENTAGE OF TOTAL PAGE VIEW REFERRALS ORIGINATING FROM SEARCH ENGINES IN NOVEMBER 2021. PERCENTAGE CHANGE VALUES REPRESENT RELATIVE YEAR-ON-YEAR CHANGE (LE. AN INCREASE OF 20% FROM A STARTING VALUE OF 50% WOULD EQUAL 60%, NOT 70% VALUES REPRESENT BASIS POINTS, AND INDICATE THE ABSOLUTE CHANGE. FIGURES MAY NOT SUM TO 100% DUE TO ROUNDING.







TOP GOOGLE SEARCHES



QUERIES WITH THE GREATEST VOLUME OF GOOGLE SEARCH ACTIVITY BETWEEN 01 JANUARY 2021 AND 31 DECEMBER 2021

#	SEARCH QUERY	INDEX
01	xôsó	100
02	DịCH	<i>7</i> 1
03	GOOGLE	50
04	XSMB	44
05	SÓ MIÈN BẮC	43
06	XÔ SỐ MIỀN BẮC	39
07	YOUTUBE	35
08	GOOGLE DICH	31
09	BONG DA	31
10	XÔ SỐ MIỀN NAM	30

#	SEARCH QUERY	INDEX
11	BÓNG ĐÁ	28
12	FACEBOOK	28
13	THŎITIÉT	25
14	XSMN	24
15	KÉT QUẢ XÔ SỐ	17
16	VLXX	16
17	24H	16
18	XÔ SỐ HÔM NAY	16
19	VN	14
20	FB	13



ACCESSING ONLINE INFORMATION

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO ENGAGE IN EACH KIND OF ONLINE ACTIVITY

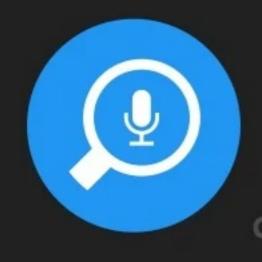


USE VOICE ASSISTANTS (E.G. SIRI, GOOGLE ASSISTANT) TO FIND INFORMATION EACH WEEK

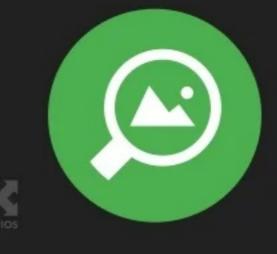
VISIT SOCIAL NETWORKS TO LOOK FOR INFORMATION ABOUT BRANDS AND PRODUCTS

USE IMAGE RECOGNITION TOOLS (E.G. GOOGLE LENS, PINTEREST LENS) ON MOBILE EACH MONTH

USE ONLINE TOOLS TO TRANSLATE TEXT INTO DIFFERENT LANGUAGES EACH WEEK









22.3%

62.6%

36.2%

37.2%



WATCHING ONLINE VIDEO CONTENT

 \star VIETNAM

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO WATCH EACH KIND OF VIDEO CONTENT VIA THE INTERNET EACH WEEK

ANY KIND OF VIDEO



94.3%

MUSIC **VIDEO**



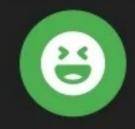
GWI.

58.8%



GWI.

COMEDY, MEME, OR VIRAL VIDEO



33.4%

TUTORIAL OR HOW-TO VIDEO



35.6%

GWI.

9

VIDEO LIVESTREAM



41.9%

EDUCATIONAL VIDEO



28.6%

PRODUCT REVIEW VIDEO



35.8%

SPORTS CLIP OR HIGHLIGHTS VIDEO



30.9%

GAMING **VIDEO**



32.6%

INFLUENCER VIDEOS AND VLOGS



GWI.

21.8%

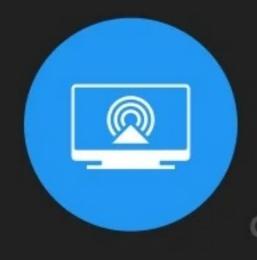
STREAMING TV CONTENT VIA THE INTERNET

★ VIETNAM

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO WATCH TV CONTENT VIA STREAMING SERVICES (E.G. NETFLIX) EACH MONTH

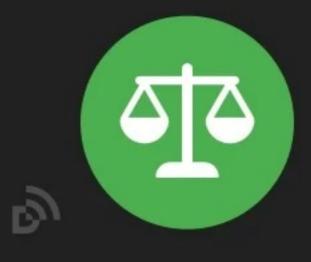
PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO STREAM TV CONTENT OVER THE INTERNET INTERNET USERS WHO STREAM TV CONTENT vs. INTERNET USERS WHO WATCH ANY KIND OF TV

AVERAGE DAILY TIME INTERNET USERS AGED 16 TO 64 SPEND WATCHING STREAMING TV TIME SPENT WATCHING STREAMING
TV AS A PERCENTAGE OF TOTAL
TIME SPENT WATCHING TV









94.5%

96.3%

1H 24M

50.3%

LISTENING TO ONLINE AUDIO CONTENT

 \star VIETNAM

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO LISTEN TO EACH KIND OF AUDIO CONTENT VIA THE INTERNET EACH WEEK

LISTEN TO MUSIC STREAMING SERVICES

GWI.

36.9%

LISTEN TO ONLINE RADIO SHOWS OR STATIONS



17.4%

LISTEN TO **PODCASTS**



14.1%

LISTEN TO **AUDIO BOOKS**



23.4%



DEVICES USED TO PLAY VIDEO GAMES

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO PLAY VIDEO GAMES ON EACH KIND OF DEVICE



ANY DEVICE



GWI.

93.4%

SMARTPHONE



86.6%

LAPTOP OR DESKTOP



35.0%

GAMES CONSOLE



GWI.

10.4%

TABLET



21.3%

HAND-HELD GAMING DEVICE



16.8%

MEDIA STREAMING DEVICE



GWI.

6.9%

VIRTUAL REALITY HEADSET



6.7%

SMART HOME MARKET OVERVIEW

VALUE OF THE MARKET FOR SMART HOME DEVICES (U.S. DOLLARS)



NUMBER OF HOMES WITH SMART HOME DEVICES



2.37
MILLION
YEAR-ON-YEAR CHANGE
+15.4% (+316 THOUSAND)

VALUE OF SMART HOME SECURITY DEVICE MARKET



\$26.36 MILLION YEAR-ON-YEAR CHANGE +43.9% (+\$8.0 MILLION) TOTAL ANNUAL VALUE OF THE SMART HOME DEVICES MARKET



\$179.3 MILLION YEAR-ON-YEAR CHANGE +45.8% (+\$56 MILLION)

VALUE OF SMART HOME ENTERTAINMENT DEVICE MARKET



\$22.68 MILLION YEAR-ON-YEAR CHANGE +37.2% (+\$6.1 MILLION) VALUE OF SMART HOME APPLIANCES MARKET



\$91.96 MILLION YEAR-ON-YEAR CHANGE +44.5% (+\$28 MILLION)

VALUE OF SMART HOME COMFORT & LIGHTING MARKET



\$7.61 MILLION YEAR-ON-YEAR CHANGE +47.7% (+\$2.5 MILLION) VALUE OF SMART HOME CONTROL & CONNECTIVITY DEVICE MARKET



\$21.93 MILLION YEAR-ON-YEAR CHANGE +61.2% (+\$8.3 MILLION)

VALUE OF SMART HOME ENERGY MANAGEMENT MARKET



\$8.77
MILLION
YEAR-ON-YEAR CHANGE
+52.7% (+\$3.0 MILLION)



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statista -

AVERAGE ANNUAL REVENUE PER SMART HOME

AVERAGE ANNUAL SPEND ON SMART HOME DEVICES PER SMART HOME (U.S. DOLLARS)



PENETRATION OF SMART HOME DEVICES



10.5% YEAR-ON-YEAR CHANGE +13.5% (+114 BPS)

ARPU: SPEND ON ALL SMART HOME DEVICES



\$75.64 YEAR-ON-YEAR CHANGE +26.3% (+\$15.77)

ARPU: SMART HOME APPLIANCES



\$94.08 YEAR-ON-YEAR CHANGE +18.7% (+\$14.85)

ARPU: SMART HOME CONTROL & CONNECTIVITY DEVICES



\$28.37 YEAR-ON-YEAR CHANGE +31.4% (+\$6.79)

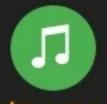
ARPU: SMART HOME SECURITY DEVICES



\$22.14

YEAR-ON-YEAR CHANGE +20.0% (+\$3.70)

ARPU: SMART HOME ENTERTAINMENT DEVICES



\$18.13

YEAR-ON-YEAR CHANGE +15.8% (+\$2.48)

ARPU: SMART HOME COMFORT & LIGHTING



\$6.30 YEAR-ON-YEAR CHANGE +21.2% (+\$1.10)

ARPU: SMART HOME ENERGY MANAGEMENT



\$9.88 YEAR-ON-YEAR CHANGE +22.0% (+\$1.78)



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USE OF ONLINE FINANCIAL SERVICES

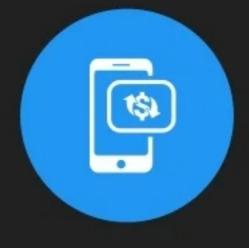
VIETNAM

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO OWN OR USE EACH KIND OF DIGITAL FINANCIAL SERVICE

USE A BANKING, INVESTMENT, OR INSURANCE WEBSITE OR MOBILE APP EACH MONTH USE A MOBILE PAYMENT SERVICE (E.G. APPLE PAY, SAMSUNG PAY) EACH MONTH OWN ANY FORM OF CRYPTOCURRENCY (E.G. BITCOIN, ETHER)



GWI.



26.2%



11.2%

27.0%

ONLINE PRIVACY AND SECURITY

PERSPECTIVES AND ACTIVITIES OF ONLINE ADULTS RELATING TO THEIR ONLINE DATA PRIVACY AND SECURITY



EXPRESS CONCERN ABOUT WHAT IS REAL vs. WHAT IS FAKE ON THE INTERNET WORRY ABOUT HOW COMPANIES MIGHT USE THEIR ONLINE DATA DECLINE COOKIES ON WEBSITES AT LEAST SOME OF THE TIME USE A TOOL TO BLOCK ADVERTISEMENTS ON THE INTERNET AT LEAST SOME OF THE TIME

USE A VIRTUAL PRIVATE NETWORK (VPN) TO ACCESS THE INTERNET AT LEAST SOME OF THE TIME











[N/A]

30.7%

32.3%

44.7%

29.9%



SOCIAL MEDIA

OVERVIEW OF SOCIAL MEDIA USE

HEADLINES FOR SOCIAL MEDIA ADOPTION AND USE (NOTE: USERS MAY NOT REPRESENT UNIQUE INDIVIDUALS)



NUMBER OF SOCIAL MEDIA USERS



76.95 MILLION

SOCIAL MEDIA USERS vs. TOTAL POPULATION



78.1%

YEAR-ON-YEAR CHANGE IN SOCIAL MEDIA USERS



+6.9% +5.0 MILLION

SOCIAL MEDIA USERS vs. POPULATION AGE 13+



97.8%

AVERAGE DAILY TIME SPENT USING SOCIAL MEDIA



2H 28M

YEAR-ON-YEAR CHANGE IN TIME SPENT USING SOCIAL MEDIA

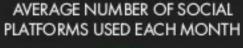


+5.0%



GWI.

+7 MINS





7.4

SOCIAL MEDIA USERS vs. TOTAL INTERNET USERS



106.7%

FEMALE SOCIAL MEDIA USERS vs. TOTAL SOCIAL MEDIA USERS



51.4%

MALE SOCIAL MEDIA USERS vs. TOTAL SOCIAL MEDIA USERS

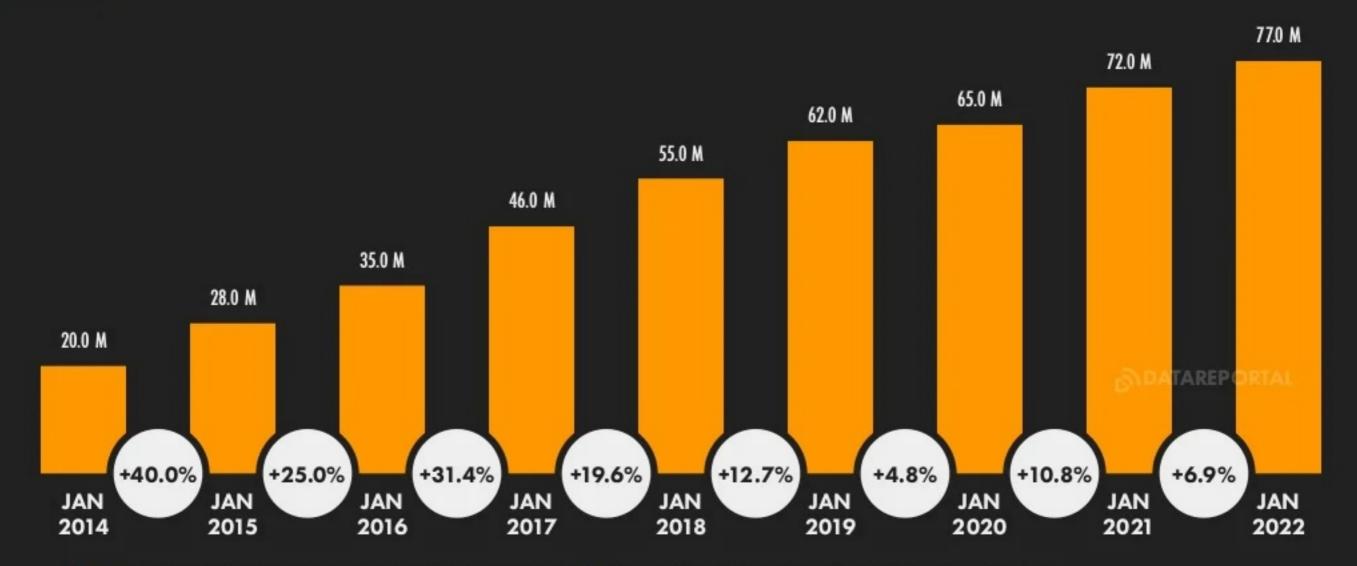


48.6%

SOCIAL MEDIA USERS OVER TIME

NUMBER OF SOCIAL MEDIA USERS AND YEAR-ON-YEAR CHANGE





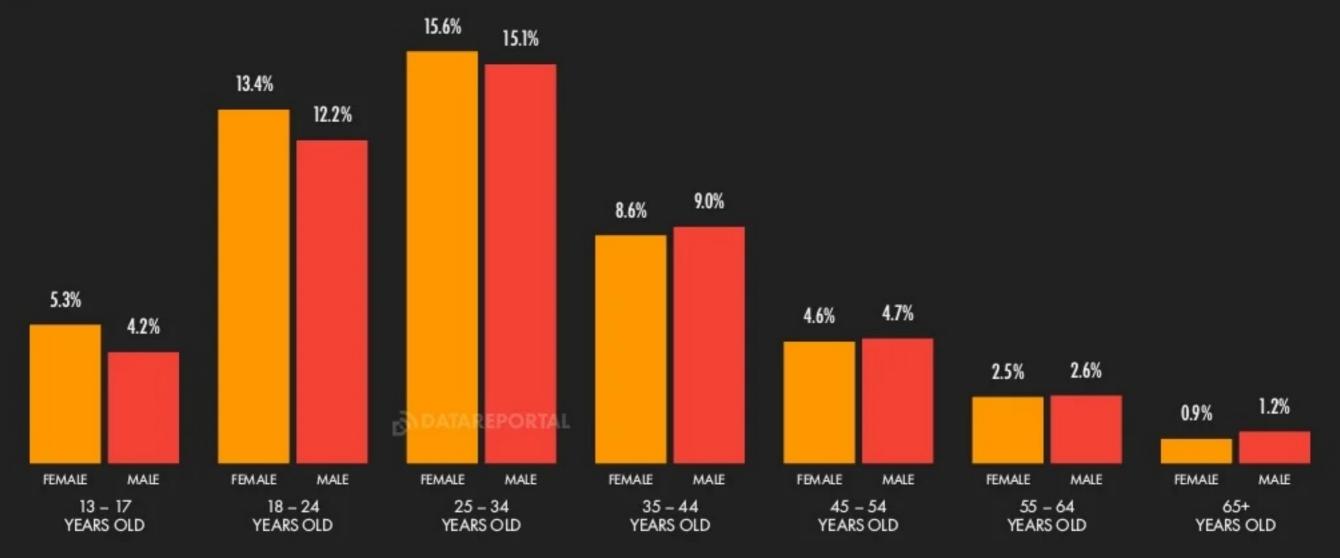
SOURCES: KEPIOS ANALYS IS; COMPANY ADVERTISING RESOURCES AND EARNINGS ANNOUNCEMENTS. NOTE: WHERE LETTERS ARE SHOWN NEXT TO FIGURES ABOVE BARS, "K" DENOTES THOU SANDS (E.G. "123 K" = 123,000), "M" DENOTES MILLIONS (E.G. "1.23 M" = 1,230,000), AND "B" DENOTES BILLIONS (E.G. "1.23 B" = 1,230,000,000). WHERE NO LETTER IS PRESENT, VALUES ARE SHOWN AS IS. ADVISORY:
SOCIAL MEDIA USERS MAY NOT REPRESENT UNIQUE INDIVIDUALS. COMPARABILITY: CHANGES TO DATA SOURCES AND SIGNIFICANT BASE REVISIONS IN SOURCE DATA MAY MEAN THAT FIGURES ARE NOT
COMPARABLE BETWEEN CERTAIN YEARS.

we are. KEPIOS social

DEMOGRAPHIC PROFILE OF META'S AD AUDIENCE



SHARE OF COMBINED, DEDUPLICATED POTENTIAL ADVERTISING REACH ACROSS FACEBOOK, INSTAGRAM, AND MESSENGER, BY AGE AND GENDER





MAIN REASONS FOR USING SOCIAL MEDIA

VIETNAM

62.2%

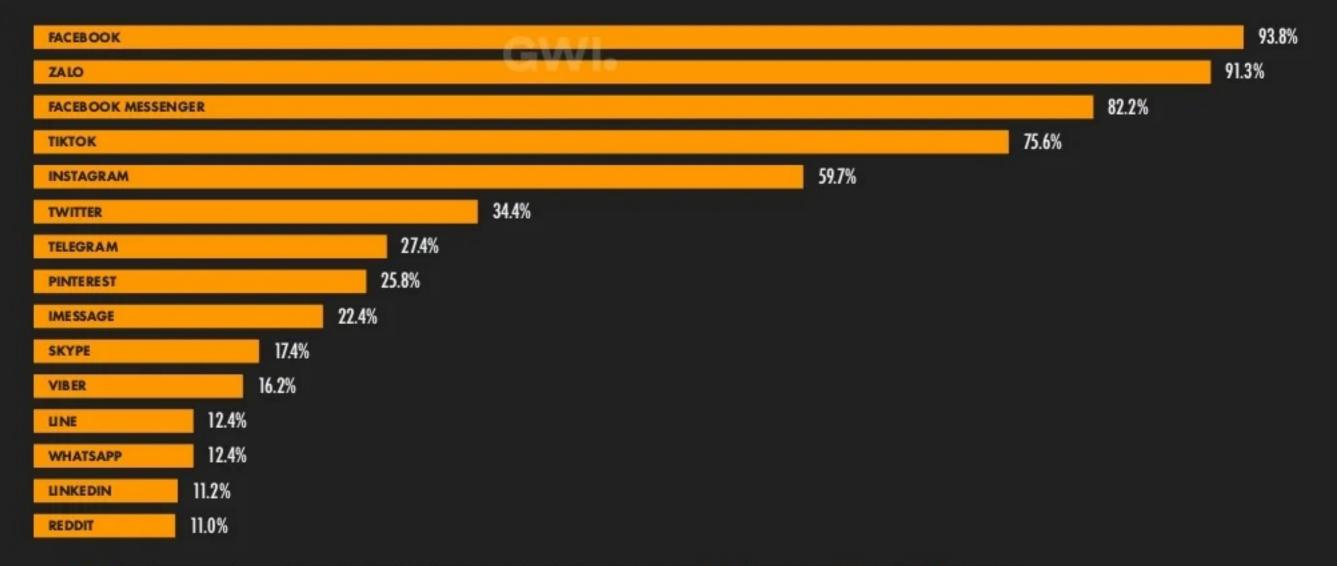
PRIMARY REASONS WHY INTERNET USERS AGED 16 TO 64 USE SOCIAL MEDIA PLATFORMS

KEEPING IN TOUCH WITH FRIENDS AND FAMILY	GW/L	
READING NEWS STORIES	GIVVI.	57.1%
SEEING WHAT'S BEING TALKED ABOUT	37.8%	
WATCHING LIVE STREAMS	36.1%	
FINDING PRODUCTS TO PURCHASE	35.7%	
FINDING CONTENT	35.1%	
MAKING NEW CONTACTS	34.0%	
SHARING OPINIONS	33.9%	
ACTIVITIES FOR WORK	33.9%	
LOOKING FOR THINGS TO DO OR BUY	33.5%	
FINDING CONTENT FROM BRANDS	32.5%	
CELEBRITIES AND INFLUENCERS	30.6%	
POSTING ABOUT YOUR LIFE	29.9%	
SUPPORTING GOOD CAUSES	27.9%	
FILLING SPARE TIME	27.7%	

MOST-USED SOCIAL MEDIA PLATFORMS

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO USE EACH PLATFORM EACH MONTH









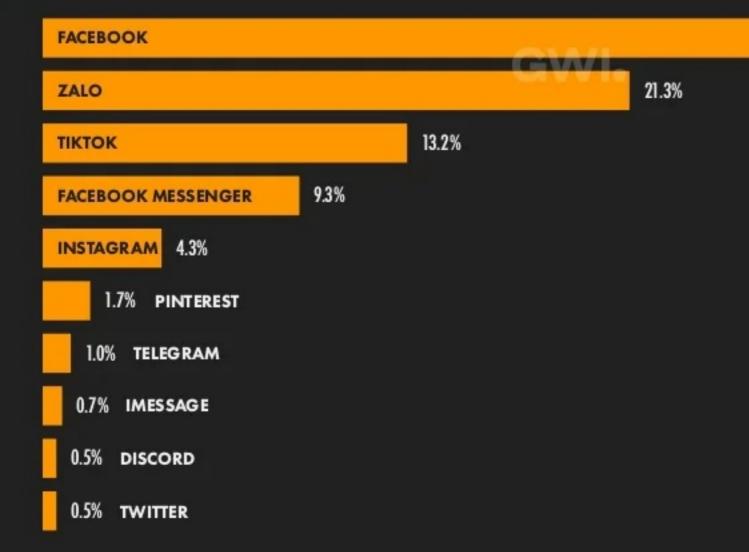
FEB 2022

FAVOURITE SOCIAL MEDIA PLATFORMS



43.9%

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO SAY THAT EACH OPTION IS THEIR "FAVOURITE" SOCIAL MEDIA PLATFORM

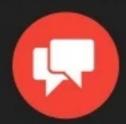


USE OF SOCIAL MEDIA FOR BRAND RESEARCH

 \star VIETNAM

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO USE EACH SOCIAL MEDIA CHANNEL TO FIND INFORMATION ABOUT BRANDS AND PRODUCTS

ANY KIND OF SOCIAL MEDIA PLATFORM



85.2%

SOCIAL **NETWORKS**



GWI.

62.6%

QUESTION & ANSWER SITES (E.G. QUORA)



24.0%

FORUMS AND MESSAGE BOARDS



GWI.

D)

20.5%

MESSAGING AND LIVE CHAT SERVICES



17.9%

MICRO-BLOGS (E.G. TWITTER)



15.2%

VLOGS (BLOGS IN A VIDEO FORMAT)



17.9%

ONLINE PINBOARDS (E.G. PINTEREST)



10.0%

GWI.

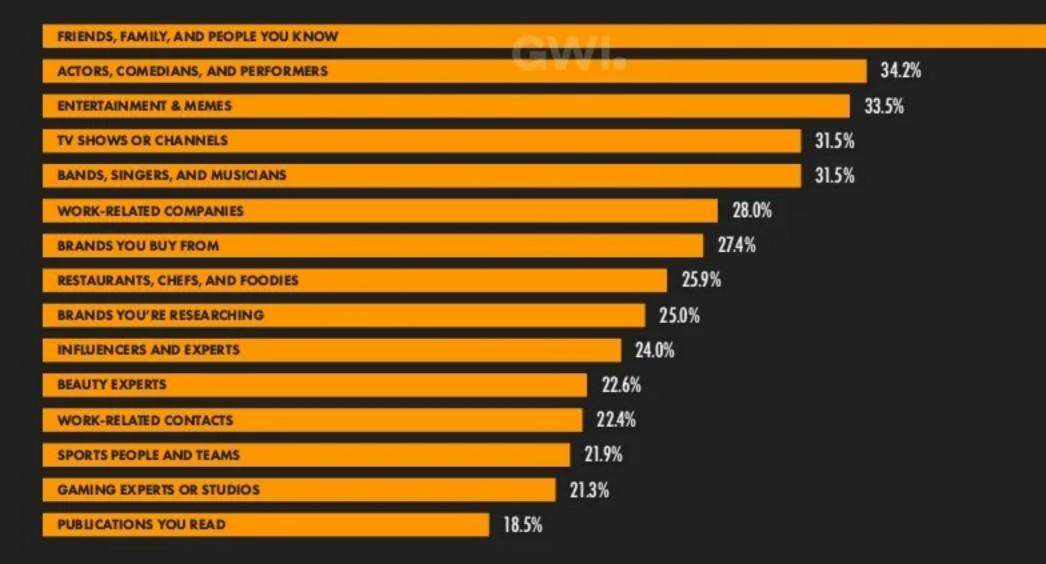


TYPES OF SOCIAL MEDIA ACCOUNTS FOLLOWED

*
VIETNAM

50.2%

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO FOLLOW EACH TYPE OF ACCOUNT ON SOCIAL MEDIA



WEB TRAFFIC REFERRALS FROM SOCIAL MEDIA

SHARE OF WEB TRAFFIC ARRIVING ON THIRD-PARTY WEBSITES VIA CLICKS OR TAPS ON LINKS PUBLISHED IN SOCIAL MEDIA PLATFORMS (ANY DEVICE)



FACEBOOK



69.79%

YEAR-ON-YEAR CHANGE +3.2% (+219 BPS) **TWITTER**



3.72%

YEAR-ON-YEAR CHANGE -16.4% (-73 BPS) PINTEREST



7.45%

YEAR-ON-YEAR CHANGE -39.2% (-480 BPS) **INSTAGRAM**



3.16%

YEAR-ON-YEAR CHANGE +1,217% (+292 BPS) YOUTUBE



13.01%

YEAR-ON-YEAR CHANGE -11.3% (-165 BPS)

REDDIT



1.78%

YEAR-ON-YEAR CHANGE +409% (+143 BPS) TUMBLR



0.39%

YEAR-ON-YEAR CHANGE +105% (+20 BPS) UNKEDIN



0.24%

YEAR-ON-YEAR CHANGE +167% (+15 BPS) **VKONTAKTE**



0.30%

YEAR-ON-YEAR CHANGE +131% (+17 BPS) OTHER



0.16%

YEAR-ON-YEAR CHANGE +700% (+14 BPS)

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SOURCE: STATCOUNTER. NOTES: SHARE DOES NOT INCLUDE TRAFFIC FROM MESSENGER PLATFORMS. DATA ARE ONLY AVAILABLE FOR A SELECTION OF PLATFORMS, AND PERCENTAGES REFLECT SHARE OF AVAILABLE PLATFORMS ONLY. FIGURES REPRESENT THE NUMBER OF WEB PAGE REFERRALS ORIGINATING FROM EACH SERVICE AS A PERCENTAGE OF TOTAL WEB PAGE REFERRALS ORIGINATING FROM THE AVAILABLE SELECTION OF SOCIAL MEDIA PLATFORMS ON ANY DEVICE IN NOVEMBER 2021. PERCENTAGE CHANGE VALUES REPRESENT RELATIVE YEAR-ON-YEAR CHANGE (I.E. AN INCREASE OF 20% FROM A

STARTING VALUE OF 50% WOULD EQUAL 60%, NOT 70%). "BPS" VALUES REPRESENT BASIS POINTS, AND INDICATE THE ABSOLUTE CHANGE. FIGURES MAY NOT SUM TO 100% DUE TO ROUNDING



SOCIAL MEDIA PLATFORMS



CHANGES IN META'S DATA REPORTING

In Q4 2021, Meta made some important changes to how its self-service tools report the potential advertising reach of its platforms, including a move to publishing audience figures as a range instead of as an absolute number. Our analysis suggests that Meta also revised its base data, resulting in some important corrections to published audience figures for Facebook and Messenger. As a result, we are currently unable to provide any figures for changes over time in these platforms' audiences, and we advise readers **not to compare** the advertising audience figures for Facebook and Messenger contained within this report with figures published for those platforms in previous reports. For more information, please read our complete notes on data variance, potential mismatches, and curiosities: https://datareportal.com/notes-on-data.

FACEBOOK: ADVERTISING AUDIENCE OVERVIEW

THE POTENTIAL AUDIENCE THAT MARKETERS CAN REACH WITH ADS ON FACEBOOK

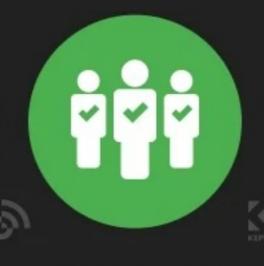


POTENTIAL AUDIENCE THAT META REPORTS CAN BE REACHED WITH ADS ON FACEBOOK FACEBOOK'S POTENTIAL ADVERTISING REACH AS A PERCENTAGE OF TOTAL POPULATION

FACEBOOK'S POTENTIAL ADVERTISING REACH AS A PERCENTAGE OF POPULATION AGED 13+ PERCENTAGE OF ITS AD AUDIENCE THAT FACEBOOK REPORTS IS FEMALE PERCENTAGE OF ITS AD AUDIENCE THAT FACEBOOK REPORTS IS MALE











70.40 MILLION

71.4%

89.5%

50.7%

49.3%

DEVICES USED TO ACCESS FACEBOOK

VIETNAM

PERCENTAGE OF FACEBOOK'S ADVERTISING AUDIENCE THAT USES EACH DEVICE TO ACCESS THE PLATFORM, EITHER VIA AN APP OR A WEB BROWSER

USE ANY KIND OF

MOBILE PHONE



98.9%

ONLY USE LAPTOP OR DESKTOP COMPUTER



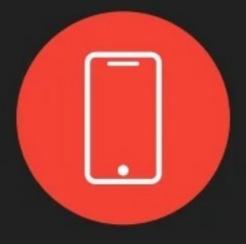
1.1%

USE BOTH COMPUTERS AND MOBILE PHONES



17.6%

ONLY USE MOBILE PHONES (ANY TYPE)



81.2%

FACEBOOK ACTIVITY FREQUENCY

THE NUMBER OF TIMES A "TYPICAL" USER AGED 18+ PERFORMS EACH ACTIVITY ON FACEBOOK





FACEBOOK POST ENGAGEMENT BENCHMARKS

FACEBOOK PAGE POST ENGAGEMENTS (REACTIONS, COMMENTS, AND SHARES) AS A PERCENTAGE OF TOTAL PAGE FANS



AVERAGE FACEBOOK POST ENGAGEMENTS vs. PAGE FANS: ALL POST TYPES AVERAGE FACEBOOK POST ENGAGEMENTS vs. PAGE FANS: PHOTO POSTS AVERAGE FACEBOOK POST ENGAGEMENTS vs. PAGE FANS: VIDEO POSTS AVERAGE FACEBOOK POST ENGAGEMENTS vs. PAGE FANS: UNK POSTS AVERAGE FACEBOOK POST ENGAGEMENTS vs. PAGE FANS: STATUS POSTS











0.08%

0.10%

0.14%

0.03%

0.10%



YOUTUBE: ADVERTISING AUDIENCE OVERVIEW

THE POTENTIAL AUDIENCE THAT MARKETERS CAN REACH WITH ADS ON YOUTUBE



POTENTIAL REACH OF ADS ON YOUTUBE



62.50 MILLION r21

YOUTUBE AD REACH vs. TOTAL POPULATION



63.4%

YOUTUBE AD REACH vs. TOTAL INTERNET USERS



86.7%

YEAR-ON-YEAR CHANGE IN YOUTUBE AD REACH



+12.2% +6.8 MILLION

YOUTUBE'S ADVERTISING REACH: USERS AGED 18+



49.10 MILLION YOUTUBE'S AD REACH AGE 18+ vs. TOTAL POPULATION AGE 18+



68.4%

FEMALE YOUTUBE AD REACH AGE 18+ vs. TOTAL YOUTUBE AD REACH AGE 18+



MALE YOUTUBE AD REACH AGE 18+ vs. TOTAL YOUTUBE AD REACH AGE 18+



50.5%





49.5%

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TOP YOUTUBE SEARCHES

VIETNAM

QUERIES WITH THE GREATEST VOLUME OF YOUTUBE SEARCH ACTIVITY BETWEEN 01 JANUARY 2021 AND 31 DECEMBER 2021

#	SEARCH QUERY	INDEX
01	KARAOKE	100
02	NHAC	98
03	GAY	70
04	GAY TV MEDIA	64
05	MA	52
06	TIKTOK	52
07	REVIEW PHIM	48
08	THIẾU NHI	37
09	TIKTOK	37
10	DORAEMON	33

#	SEARCH QUERY	INDEX
11	NHẠC THIỀU NH	32
12	TONY	30
13	TONY TV	29
14	ANIME	26
15	NHẠC REMIX	24
16	NHAC REMIX	22
17	RAP	22
18	BOLERO	20
19	FREE FIRE	20
20	MINECRAFT	18

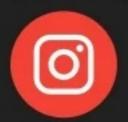


INSTAGRAM: ADVERTISING AUDIENCE OVERVIEW

THE POTENTIAL AUDIENCE THAT MARKETERS CAN REACH WITH ADS ON INSTAGRAM



TOTAL POTENTIAL REACH OF ADS ON INSTAGRAM



11.65 MILLION

INSTAGRAM AD REACH vs. TOTAL INTERNET USERS



16.2%

INSTAGRAM AD REACH vs. TOTAL POPULATION



11.8%



INSTAGRAM AD REACH vs. POPULATION AGED 13+



14.8%

QUARTER-ON-QUARTER CHANGE IN INSTAGRAM AD REACH



+6.9% +750 THOUSAND

FEMALE INSTAGRAM AD REACH vs. TOTAL INSTAGRAM AD REACH



63.0%

YEAR-ON-YEAR CHANGE IN INSTAGRAM AD REACH



+22.6% +2.2 MILLION

MALE INSTAGRAM AD REACH vs. TOTAL INSTAGRAM AD REACH



37.0%



TIKTOK: ADVERTISING AUDIENCE OVERVIEW

THE POTENTIAL AUDIENCE AGED 18+ THAT MARKETERS CAN REACH WITH ADS ON TIKTOK



POTENTIAL REACH OF ADS ONTIKTOK (AGE 18+ ONLY)



39.91 MILLION

TIKTOK AD REACH AGE 18+ vs. TOTAL INTERNET USERS



55.4%

TIKTOK AD REACH AGE 18+ vs. TOTAL POPULATION



40.5%



TIKTOK AD REACH AGE 18+ vs. POPULATION AGE 18+



55.6%

QUARTER-ON-QUARTER CHANGE IN TIKTOK AD REACH



+0.7% +262 THOUSAND

FEMALE TIKTOK AD REACH vs. TOTAL TIKTOK AD REACH



53.5%

YEAR-ON-YEAR CHANGE IN TIKTOK AD REACH



[NEW DATA POINT]

MALE TIKTOK AD REACH vs. TOTAL TIKTOK AD REACH



46.5%







MESSENGER: ADVERTISING AUDIENCE OVERVIEW

THE POTENTIAL AUDIENCE THAT MARKETERS CAN REACH WITH ADS ON FACEBOOK MESSENGER



POTENTIAL AUDIENCE THAT META REPORTS CAN BE REACHED WITH ADS ON MESSENGER MESSENGER'S POTENTIAL ADVERTISING REACH AS A PERCENTAGE OF TOTAL POPULATION MESSENGER'S POTENTIAL ADVERTISING REACH AS A PERCENTAGE OF POPULATION AGED 13+ PERCENTAGE OF ITS AD AUDIENCE THAT MESSENGER REPORTS IS FEMALE PERCENTAGE OF ITS AD AUDIENCE THAT MESSENGER REPORTS IS MALE











54.00 MILLION

54.8%

68.6%

50.8%

49.2%

LINKEDIN: ADVERTISING AUDIENCE OVERVIEW

THE POTENTIAL AUDIENCE THAT MARKETERS CAN REACH WITH ADS ON LINKEDIN



TOTAL POTENTIAL REACH OF ADS ON LINKEDIN



4.20 MILLION

LINKEDIN AD REACH vs. TOTAL INTERNET USERS



5.8%

LINKEDIN AD REACH vs. TOTAL POPULATION



4.3%

LINKEDIN AD REACH vs. POPULATION AGED 18+



5.9%

QUARTER-ON-QUARTER CHANGE IN LINKEDIN AD REACH



0% [UNCHANGED]

FEMALE LINKEDIN AD REACH vs. TOTAL LINKEDIN AD REACH



52.0%

YEAR-ON-YEAR CHANGE IN LINKEDIN AD REACH



+13.5% +500 THOUSAND

MALE LINKEDIN AD REACH vs. TOTAL LINKEDIN AD REACH



48.0%



TWITTER: ADVERTISING AUDIENCE OVERVIEW

THE POTENTIAL AUDIENCE THAT MARKETERS CAN REACH WITH ADS ON TWITTER



POTENTIAL AUDIENCE THAT TWITTER REPORTS CAN BE REACHED WITH ADS ON TWITTER TWITTER'S POTENTIAL ADVERTISING REACH AS A PERCENTAGE OF TOTAL POPULATION TWITTER'S POTENTIAL ADVERTISING REACH AS A PERCENTAGE OF POPULATION AGED 13+ TWITTER'S POTENTIAL ADVERTISING REACH AS A PERCENTAGE OF TOTAL INTERNET USERS QUARTER-ON-QUARTER CHANGE IN TWITTER'S POTENTIAL ADVERTISING REACH











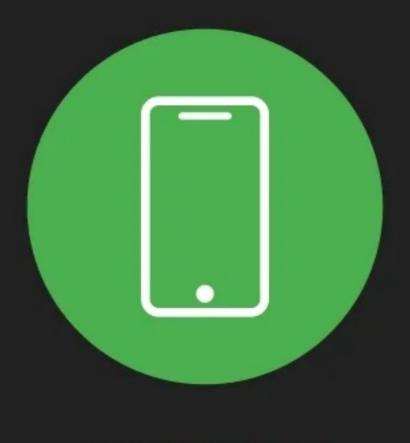
2.85
MILLION

2.9%

3.6%

4.0%

+9.6% +250 THOUSAND



MOBILE

MOBILE CONNECTIVITY

USE OF MOBILE PHONES AND DEVICES THAT CONNECT TO CELLULAR NETWORKS



NUMBER OF CELLULAR MOBILE CONNECTIONS (EXCLUDING IOT)

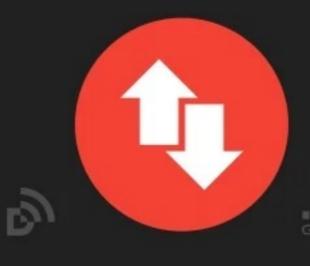
NUMBER OF CELLULAR MOBILE CONNECTIONS COMPARED WITH TOTAL POPULATION

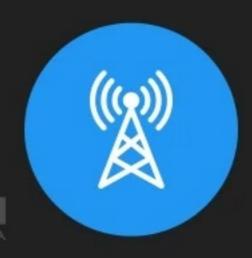
YEAR-ON-YEAR CHANGE IN THE NUMBER OF CELLULAR MOBILE CONNECTIONS

SHARE OF CELLULAR MOBILE CONNECTIONS THAT ARE BROADBAND (3G, 4G, 5G)









156.0 MILLION

158.3%

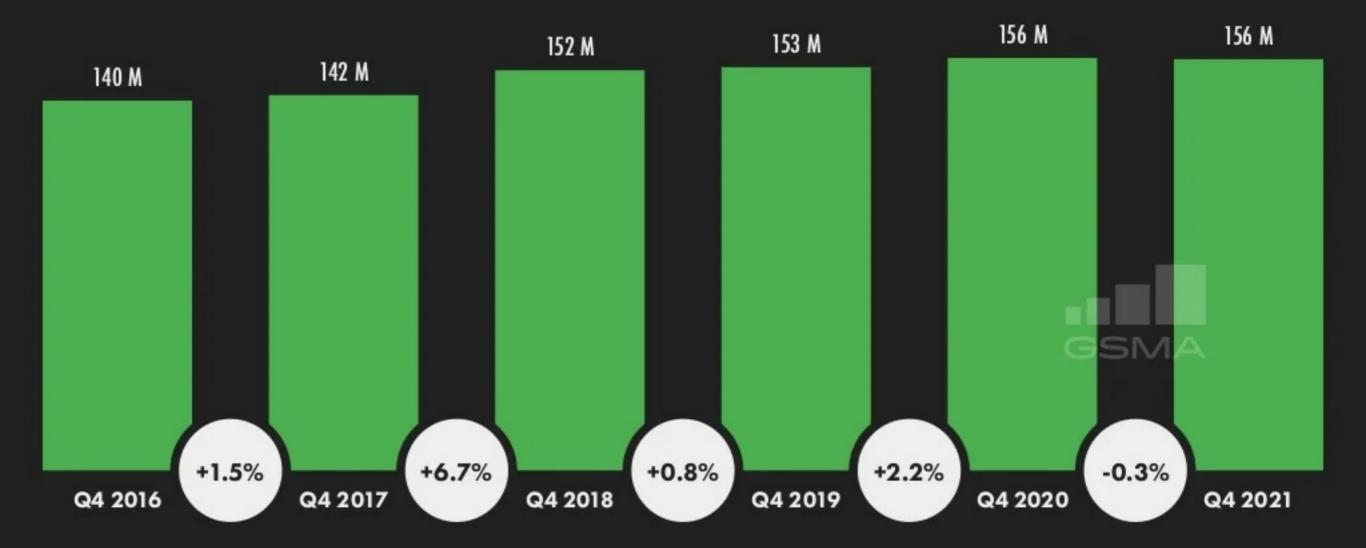
-0.3% -480 THOUSAND 72.6%



CELLULAR MOBILE CONNECTIONS OVER TIME

VIETNAM

NUMBER OF CELLULAR MOBILE CONNECTIONS AND YEAR-ON-YEAR CHANGE





SHARE OF MOBILE WEB TRAFFIC BY MOBILE OS

PERCENTAGE OF WEB PAGE REQUESTS ORIGINATING FROM MOBILE HANDSETS RUNNING EACH MOBILE OPERATING SYSTEM



SHARE OF MOBILE WEB TRAFFIC ORIGINATING FROM ANDROID DEVICES SHARE OF MOBILE WEB TRAFFIC ORIGINATING FROM APPLE IOS DEVICES SHARE OF MOBILE WEB
TRAFFIC ORIGINATING FROM
SAMSUNG OS DEVICES

SHARE OF MOBILE WEB TRAFFIC ORIGINATING FROM KAI OS DEVICES SHARE OF MOBILE WEB TRAFFIC ORIGINATING FROM OTHER OS DEVICES











65.05%

34.41%

0.45%

0%

0.09%

YEAR-ON-YEAR CHANGE

YEAR-ON-YEAR CHANGE

YEAR-ON-YEAR CHANGE

YEAR-ON-YEAR CHANGE

YEAR-ON-YEAR CHANGE

+4.7% (+290 BPS)

-6.2% (-227 BPS)

+28.6% (+10 BPS)

[UNCHANGED]

-89.0% (-73 BPS)

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MOBILE APP MARKET OVERVIEW

HEADLINES FOR MOBILE APP DOWNLOADS AND CONSUMER SPEND (IN U.S. DOLLARS) BETWEEN JANUARY AND DECEMBER 2021



TOTAL NUMBER OF MOBILE APP DOWNLOADS YEAR-ON-YEAR CHANGE IN THE TOTAL NUMBER OF MOBILE APP DOWNLOADS ANNUAL CONSUMER
SPEND ON MOBILE APPS
AND IN-APP PURCHASES (USD)

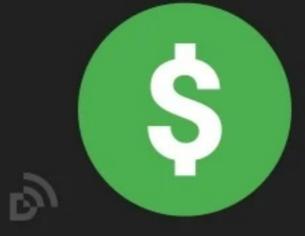
YEAR-ON-YEAR CHANGE IN CONSUMER SPEND ON MOBILE APPS AND IN-APP PURCHASES















3.37 +21% BILLION

\$416.0 MILLION +44%

APP ANNIE APP RANKING: ACTIVE USERS



APP ANNIE'S RANKING OF MOBILE APPS AND MOBILE GAMES BY AVERAGE NUMBER OF MONTHLY ACTIVE BETWEEN JANUARY AND DECEMBER 2021

#	MOBILE APP		COMPANY
01	FACEBOOK	-	META
02	ZALO		VNG
03	FACEBOOK MESSENGER		META
04	SHOPEE		SEA
05	LAZADA		ALIBABA GROUP
06	тікток		BYTEDANCE
07	ELECTRONIC HEALTH BOOK		VĂN PHÒNG BỘ Y TẾ
08	ZING MP3		VNG
09	GRAB		GRAB
10	INSTAGRAM		META

#	MOBILE GAME	COMPANY
01	ARENA OF VALOR	SEA
02	HAGO	JOYY INC.
03	FREE FIRE	SEA
04	PLAY TOGETHER	HAEGIN
05	PUBG MOBILE	TENCENT
06	MINI WORLD BLOCK ART	MINIWAN
07	CANDY CRUSH SAGA	ACTIVISION BLIZZARD
08	BRAIN OUT	EYEWIND
09	MY TALKING TOM	JINKE CULTURE - OUTFIT7
10	MAGIC TILES 3	AMANOTES





APP ANNIE APP RANKING: DOWNLOADS



APP ANNIE'S RANKING OF MOBILE APPS AND MOBILE GAMES BY TOTAL NUMBER OF DOWNLOADS BETWEEN JANUARY AND DECEMBER 2021

#	MOBILE APP	COMPANY
01	FACEBOOK	META
02	ТІКТОК	BYTEDANCE
03	ELECTRONIC HEALTH BOOK	VĂN PHÒNG BỘ Y TẾ
04	CAPCUT	BYTEDANCE
05	FACEBOOK MESSENGER	META
06	VSSID	VIETNAM SOCIAL SECURITY
07	SHOPEE	SEA
08	ZALO	VNG
09	BLUEZONE	CỤC TIN HỌC HÓA, BỘ THÔNG TIN VÀ TRUYỀN THÔNG
10	ZOOM CLOUD MEETINGS	ZOOM VIDEO COMMUNICATIONS

#	MOBILE GAME	COMPANY
01	FREE FIRE	SEA
02	ARENA OF VALOR	SEA
03	PLAY TOGETHER	HAEGIN
04	8 BALL POOL	TENCENT
05	MINI WORLD BLOCK ART	MINIWAN
06	PUBG MOBILE	TENCENT
07	SMASH COLORS 3D	BADSNOWBALL
08	WORMSZONE.IO	AZUR INTERACTIVE GAMES
09	ROBLOX	ROBLOX
10	MAGIC TILES 3	AMANOTES







APP ANNIE APP RANKING: CONSUMER SPEND



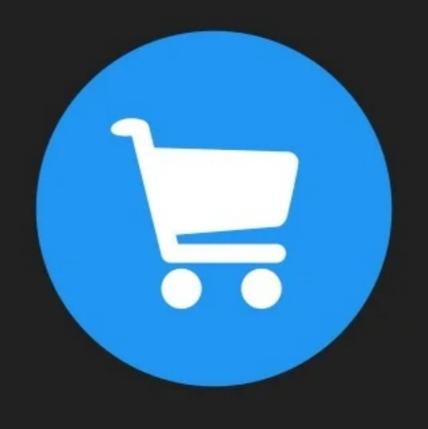
APP ANNIE'S RANKING OF MOBILE APPS AND MOBILE GAMES BY TOTAL CONSUMER SPEND BETWEEN JANUARY AND DECEMBER 2021

#	MOBILE APP	COMPANY
01	TIKTOK	BYTEDANCE
02	BIGOLIVE	JOYY INC.
03	WESING	TENCENT
04	GOOGLEONE	GOOGLE
05	FACEBOOK	META
06	TINDER	MATCH GROUP
07	VIEON	DZONES HUB
08	GALAXY PLAY	GALAXY PLAY JOINT STOCK COMPANY
09	HINOVEL	HIREAD
10	FPT PLAY	FPT CORPORATION

#	MOBILE GAME	COMPANY
01	MU: ACROSS TIME	37GAMES
02	ARENA OF VALOR	SEA
03	FREE FIRE	SEA
04	BETHEKING	CHUANG COOL
05	GENSHIN IMPACT	міноуо
06	RISE OF KINGDOMS	нтии
07	PUBG MOBILE	TENCENT
08	EVONY	TOP GAMES
09	GOLDEN HOYEAH SLOTS	IGS
10	PLAY TOGETHER	HAEGIN







ECOMMERCE

FINANCIAL INCLUSION FACTORS

PERCENTAGE OF THE POPULATION AGED 15+ THAT OWNS OR USES EACH PRODUCT OR SERVICE



ACCOUNT WITH A FINANCIAL INSTITUTION



CREDIT CARD OWNERSHIP



DEBIT CARD OWNERSHIP



26.7%

MALE

26.1%

FEMALE

27.3%

MOBILE MONEY ACCOUNT (E.G. MPESA, GCASH)



3.5%

FEMALE

MALE

3.6% 3.4%

30.0%

FEMALE 29.5%

MALE 30.6%

4.1% FEMALE

3.7%

MALE 4.6%

USED ONLINE BANKING IN THE PAST YEAR



9.2%

MALE

USED THE INTERNET TO PAY BILLS IN THE PAST YEAR



6.5%

FEMALE 5.4%

MALE 7.8%

MADE OR RECEIVED DIGITAL PAYMENTS IN THE PAST YEAR



22.7%

FEMALE 23.0%

MALE 22.5%

18.7%

MADE A PURCHASE ON THE

INTERNET IN THE PAST YEAR

FEMALE 19.8%

MALE 17.6% FEMALE 8.3%

10.3%

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WEEKLY ONLINE SHOPPING ACTIVITIES

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO ENGAGE IN SELECTED ECOMMERCE ACTIVITIES EACH WEEK



PURCHASED A PRODUCT OR SERVICE ONLINE

ORDERED GROCERIES VIA AN ONLINE STORE

BOUGHT A SECOND-HAND ITEM VIA AN ONLINE STORE

USED AN ONLINE PRICE COMPARISON SERVICE

USED A BUYNOW, PAY LATER SERVICE











58.2%

27.3%

16.5%

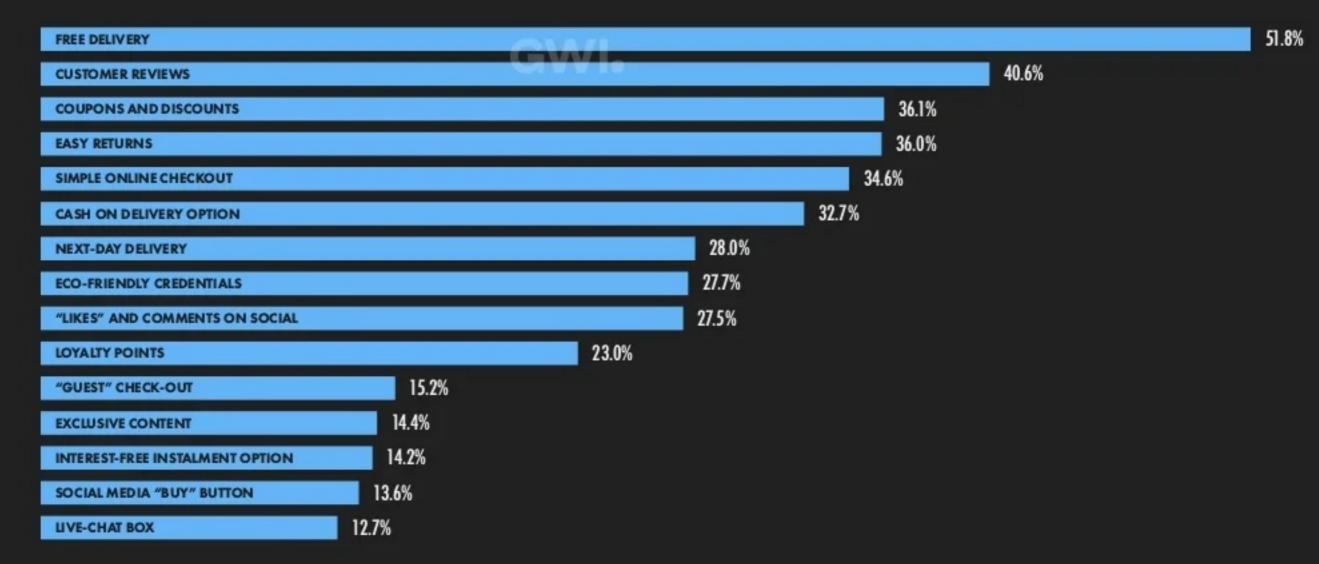
23.9%

15.7%

ONLINE PURCHASE DRIVERS



PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO SAY EACH FACTOR WOULD ENCOURAGE THEM TO COMPLETE AN ONLINE PURCHASE





OVERVIEW OF CONSUMER GOODS ECOMMERCE

HEADLINES FOR THE ADOPTION AND USE OF CONSUMER GOODS ECOMMERCE (B2C ONLY)



NUMBER OF PEOPLE PURCHASING CONSUMER GOODS VIA THE INTERNET



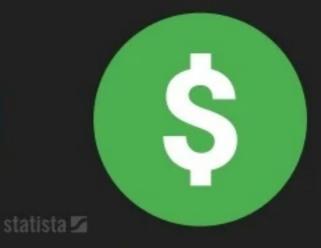
51.78

MILLION

YEAR-ON-YEAR CHANGE

+13.5% (+6.2 MILLION)

TOTAL ANNUAL SPEND ON ONLINE CONSUMER GOODS PURCHASES (USD)



\$12.42 BILLION

YEAR-ON-YEAR CHANGE +35.4% (+\$3.2 BILLION) AVERAGE ANNUAL REVENUE PER CONSUMER GOODS ECOMMERCE USER (USD)



\$240

SHARE OF CONSUMER GOODS ECOMMERCE SPEND ATTRIBUTABLE TO PURCHASES MADE VIA MOBILE PHONES



50.2%

YEAR-ON-YEAR CHANGE

+19.2% (+\$38.68)

YEAR-ON-YEAR CHANGE +2.6% (+129 BPS)

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ECOMMERCE: CONSUMER GOODS CATEGORIES

ANNUAL SPEND IN EACH CONSUMER GOODS ECOMMERCE CATEGORY (U.S. DOLLARS, B2C ONLY)



ELECTRONICS



\$4.80 BILLION

YEAR-ON-YEAR CHANGE +29.7% (+\$1.1 BILLION) **FASHION**



\$2.12 BILLION

YEAR-ON-YEAR CHANGE +39.4% (+\$601 MILLION) **FURNITURE**



\$1.65 BILLION

YEAR-ON-YEAR CHANGE +28.5% (+\$366 MILLION) TOYS, HOBBY, DIY



\$1.34 BILLION

YEAR-ON-YEAR CHANGE +43.7% (+\$408 MILLION)

PERSONAL & HOUSEHOLD CARE



\$1.14 BILLION

YEAR-ON-YEAR CHANGE +29.9% (+\$262 MILLION) FOOD



\$803.5 MILLION YEAR-ON-YEAR CHANGE +86.3% (+\$372 MILLION) BEVERAGES



\$317.3 MILLION YEAR-ON-YEAR CHANGE +50.7% (+\$107 MILLION) PHYSICAL MEDIA



\$247.1 MILLION YEAR-ON-YEAR CHANGE

+13.8% (+\$30 MILLION)



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TOP GOOGLE SHOPPING QUERIES

VIETNAM

QUERIES WITH THE GREATEST VOLUME OF GOOGLE SHOPPING SEARCH ACTIVITY BETWEEN 01 JANUARY 2021 AND 31 DECEMBER 2021

#	SEARCH QUERY	INDEX
01	IPHONE	100
02	SAMSUNG	81
03	ĐIỆN THOẠI	66
04	DịCH	47
05	OPPO	45
06	LAPTOP	35
07	LEGO	32
08	SHOPEE	31
09	GOOGLE	26
10	MÁY TÍNH	25

#	SEARCH QUERY	INDEX
11	VIVO	21
12	XIAOMI	20
13	ĐIỆN MÁY XANH	20
14	IPHONE 11	19
15	SAMSUNG GALAXY	16
16	THÖITIÉT	15
17	MINECRAFT	15
18	ADIDAS	15
19	GOOGLE DICH	15
20	IPHONE 7	15



ONLINE TRAVEL AND TOURISM

ANNUAL SPEND ON ONLINE TRAVEL AND TOURISM SERVICES (U.S. DOLLARS)

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\$858.7 MILLION YEAR-ON-YEAR CHANGE -0.8% (-\$7.1 MILLION)

CAR RENTALS



\$187.5 MILLION YEAR-ON-YEAR CHANGE -1.8% (-\$3.5 MILLION)

TRAINS



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\$71.08 MILLION YEAR-ON-YEAR CHANGE +55% (+\$25 MILLION)

LONG-DISTANCE BUSES



\$64.57 MILLION YEAR-ON-YEAR CHANGE +18% (+\$9.7 MILLION)

HOTELS



\$504.0 MILLION YEAR-ON-YEAR CHANGE +38% (+\$139 MILLION)

PACKAGE HOLIDAYS



\$305.5 MILLION YEAR-ON-YEAR CHANGE +63% (+\$119 MILLION)

VACATION RENTALS



\$70.11 MILLION YEAR-ON-YEAR CHANGE +6.3% (+\$4.2 MILLION)

CRUISES



\$131 THOUSAND YEAR-ON-YEAR CHANGE +76% (+\$57 THOUSAND)

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DIGITAL MEDIA SPEND

ANNUAL SPEND ON DIGITAL MEDIA DOWNLOADS AND SUBSCRIPTIONS







MILLION

YEAR-ON-YEAR CHANGE +23.1% (+\$104 MILLION) MILLION

YEAR-ON-YEAR CHANGE +21.2% (+\$49 MILLION) \$208.6 MILLION

YEAR-ON-YEAR CHANGE +28.6% (+\$46 MILLION) MILLION

YEAR-ON-YEAR CHANGE +13.0% (+\$4.9 MILLION) MILLION

DIGITAL MUSIC

YEAR-ON-YEAR CHANGE +19.1% (+\$3.3 MILLION)



ONLINE FOOD DELIVERY OVERVIEW

HEADLINES FOR THE ADOPTION AND USE OF ONLINE FOOD DELIVERY SERVICES



NUMBER OF PEOPLE ORDERING FOOD DELIVERY VIA ONLINE PLATFORMS YEAR-ON-YEAR CHANGE IN THE NUMBER OF ONLINE FOOD DELIVERY USERS TOTAL ANNUAL VALUE OF ONLINE FOOD DELIVERY ORDERS (USD) YEAR-ON-YEAR CHANGE IN THE VALUE OF ONLINE FOOD DELIVERY ORDERS AVERAGE ANNUAL VALUE OF ONLINE FOOD DELIVERY ORDERS PER USER (USD)











12.23 MILLION +17.5% +1.8 MILLION \$371.8 MILLION

+20.0% +\$62 MILLION

\$30.39 YOY: +2.1%



SOURCE: STATISTA DIGITAL MARKET OUTLOOK. SEE STATISTA.COM FOR MORE DETAILS. NOTES: FIGURES REPRESENT ESTIMATES FOR FULL YEAR 2021, AND COMPARISONS WITH EQUIVALENT VALUES FOR THE PREVIOUS CALENDAR YEAR. FINANCIAL VALUES ARE IN U.S. DOLLARS. ONLY INCLUDES ORDERS MADE VIA ONLINE SERVICES. PERCENTAGE CHANGE VALUES ARE RELATIVE (I.E. AN INCREASE OF 20% FROM A STARTING VALUE OF 50% WOULD EQUAL 60%, NOT 70%). "BPS" VALUES REPRESENT BASIS POINTS, AND INDICATE ABSOLUTE CHANGE. COMPARABILITY: BASE AND CATEGORY DEFINITION CHANGES. FIGURES ARE NOT COMPARABLE WITH PREVIOUS REPORTS.





OVERVIEW OF CONSUMER DIGITAL PAYMENTS

HEADLINES FOR THE ADOPTION AND USE OF DIGITALLY ENABLED PAYMENT SERVICES BY END CONSUMERS



NUMBER OF PEOPLE MAKING DIGITAL PAYMENTS YEAR-ON-YEAR CHANGE IN THE NUMBER OF PEOPLE MAKING DIGITAL PAYMENTS TOTAL ANNUAL VALUE OF DIGITAL PAYMENT TRANSACTIONS (USD) YEAR-ON-YEAR CHANGE IN THE VALUE OF DIGITAL PAYMENT TRANSACTIONS AVERAGE ANNUAL VALUE OF DIGITAL PAYMENTS PER USER (USD)











51.78 MILLION +13.5% +6.2 MILLION \$14.38 BILLION

+26.7% +\$3.0 BILLION

\$278 YOY: +12%

9

SOURCE: STATISTA DIGITAL MARKET OUTLOOK. SEE STATISTA.COM FOR MORE DETAILS. NOTES: "DIGITAL PAYMENTS" IN CLUDE MOBILE P.O.S. PAYMENTS (E.G. PAYMENTS VIA APPLEPAY OR SAMSUNG PAY), B 2C DIGITAL COMMERCE, AND B2C DIGITAL REMITTANCES. VALUES DO NOT INCLUDE B2B TRANSACTIONS. FIGURES REPRESENT ESTIMATES FOR FULL-YEAR FOR 2021, AND COMPARISONS WITH EQUIVALENT VALUES FOR THE PREVIOUS CALENDAR YEAR. FINANCIAL VALUES ARE IN U.S. DOLLARS. PERCENTAGE CHANGE VALUES ARE RELATIVE (LE. AN INCREASE OF 20% FROM A STARTING VALUE OF 50% WOULD EQUAL 60%, NOT 70%). "B PS" VALUES REPRESENT BASIS POINTS, AND INDICATE ABSOLUTE CHANGE. COMPARABILITY: BASE CHANGES. FIGURES ARE NOT COMPARABLE WITH PREVIOUS REPORTS.





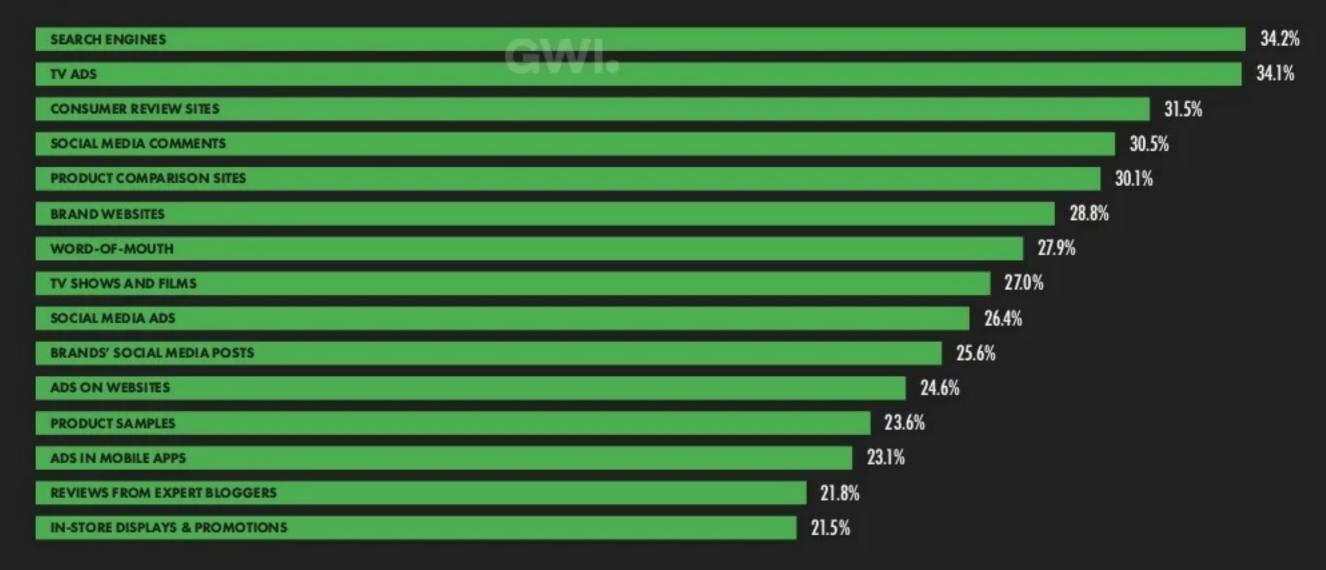


DIGITAL MARKETING

SOURCES OF BRAND DISCOVERY



PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO DISCOVER NEW BRANDS, PRODUCTS, AND SERVICES VIA EACH CHANNEL OR MEDIUM



ENGAGEMENT WITH DIGITAL MARKETING

PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO SAY THEY ENGAGE IN EACH KIND OF ONLINE ACTIVITY

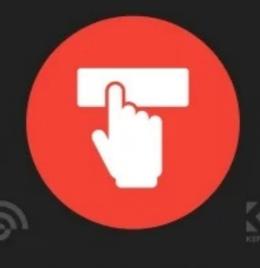


RESEARCH BRANDS ONLINE BEFORE MAKING A PURCHASE VISITED A BRAND'S WEBSITE IN THE PAST 30 DAYS CLICKED OR TAPPED ON A BANNER AD ON A WEBSITE IN THE PAST 30 DAYS CLICKED OR TAPPED ON A SPONSORED SOCIAL MEDIA POST IN THE PAST 30 DAYS

DOWNLOADED OR USED A BRANDED MOBILE APP IN THE PAST 30 DAYS











57.1%

46.9%

17.0%

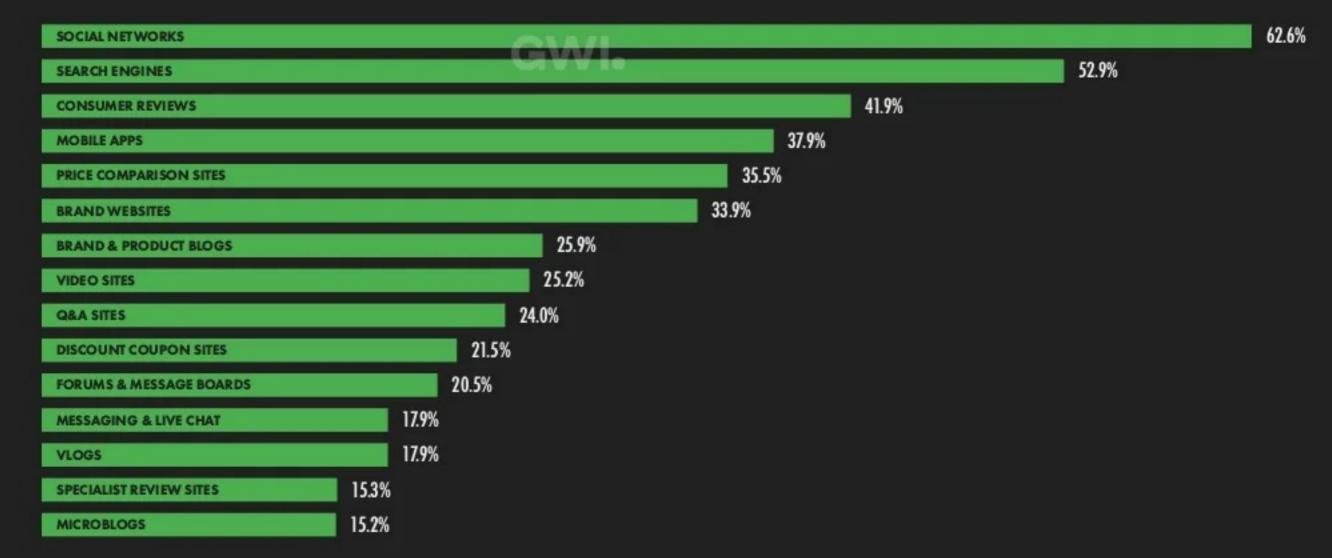
20.7%

16.1%

MAIN CHANNELS FOR ONLINE BRAND RESEARCH



PERCENTAGE OF INTERNET USERS AGED 16 TO 64 WHO USE EACH CHANNEL AS A PRIMARY SOURCE OF INFORMATION WHEN RESEARCHING BRANDS



VALUE OF THE DIGITAL ADVERTISING MARKET

ANNUAL SPEND ON DIGITAL ADVERTISING, WITH DETAIL BY ADVERTISING FORMAT (U.S. DOLLARS)





YEAR-ON-YEAR CHANGE

+11.8% (+\$39 MILLION)

YEAR-ON-YEAR CHANGE

+23.1% (+\$8.2 MILLION)

SOURCE: STATISTA DIGITAL MARKET OUTLOOK. SEE STATISTA COM FOR MORE DETAILS. NOTES: FIGURES REPRESENT ESTIMATES FOR FULL-YEAR SPEND IN 2021 IN U.S. D'OLLARS, AND COMPARISONS WITH EQUIVALENT VALUES FOR THE PREVIOUS CALENDAR YEAR. D'OES NOT INCLUDE ADVERTISING REVENUES ASSOCIATED WITH EM AIL MARKETING, AUDIO ADS, INFILIENCER MARKETING, SPONSORSHIPS, PRODUCT PLACEMENT, OR COMMISSION-BASED AFFILIATE SYSTEMS. COMPARABILITY: BASE CHANGES. FIGURES ARE NOT COMPARABLE WITH PREVIOUS REPORTS.

YEAR-ON-YEAR CHANGE

+40.8% (+\$105 MILLION)



YEAR-ON-YEAR CHANGE

+2.7% (+\$1.0 MILLION)

YEAR-ON-YEAR CHANGE

+23.2% (+\$153 MILLION)

SOCIAL MEDIA ADVERTISING OVERVIEW

SOCIAL MEDIA'S SHARE OF THE DIGITAL ADVERTISING MARKET



SOCIAL MEDIA'S SHARE OF TOTAL DIGITAL ADVERTISING SPEND

YEAR-ON-YEAR CHANGE IN SOCIAL MEDIA'S SHARE OF TOTAL DIGITAL ADVERTISING SPEND

ANNUAL SPEND ON SOCIAL MEDIA ADVERTISING (USD) YEAR-ON-YEAR CHANGE IN SOCIAL MEDIA ADVERTISING SPEND









54.6%

-7.8% -462 BPS

\$443.7 MILLION

+13.6% +\$53 MILLION

PROGRAMMATIC ADVERTISING OVERVIEW

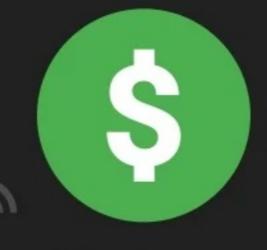
SHARE OF DIGITAL ADVERTISING FULFILLED VIA PROGRAMMATIC TECHNOLOGIES



PROGRAMMATIC'S SHARE OF TOTAL DIGITAL ADVERTISING SPEND YEAR-ON-YEAR CHANGE IN PROGRAMMATIC'S SHARE OF TOTAL DIGITAL ADVERTISING SPEND ANNUAL SPEND ON PROGRAMMATIC ADVERTISING (USD) YEAR-ON-YEAR CHANGE IN PROGRAMMATIC ADVERTISING SPEND (USD)









97.3%

+1.0%

\$791.1 MILLION

+24.4% +\$155 MILLION



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LEARN MORE »



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18M+
consumers

40,000+ data points 4,000+ brands

40+





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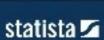
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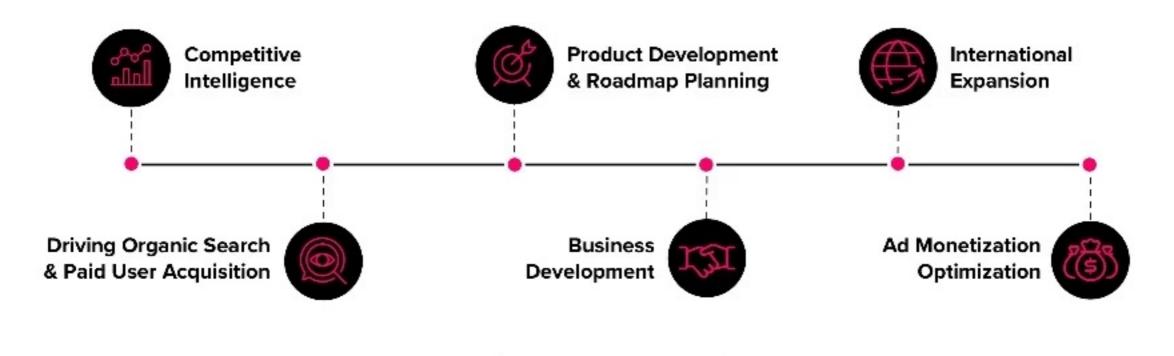
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NOTES ON DATA VARIANCE, MISMATCHES, AND CURIOSITIES

Note: This page is a summary of our comprehensive notes on data variance, potential mismatches, and curiosities, which you can read in full at https://datareportal.com/notes-on-data.

This report features data from a wide variety of different sources, including market research agencies, internet and social media companies, governments, public bodies, news media, and private individuals, as well as extrapolations and analysis of that data.

Wherever possible, we've prioritised data sources that provide broader geographical coverage, in order to minimise potential variations between data points, and to offer more reliable comparison across countries. However, where we believe that standalone metrics provide a more reliable reference, we use such standalone numbers to ensure more accurate reporting.

Please note that some data points may only be available for a limited selection of countries, so we may not be able to report the same data in all reports.

From time to time, we may also change the source(s) that we use to inform specific data points. As a result, some figures may appear to change in unexpected ways from one report to another. Wherever we're aware of these changes, we include details in the

footnotes of each relevant chart, but please use caution when comparing data from different reports, because changes to research samples, base data, research methodologies, and approaches to reporting may mean that values are not comparable.

Furthermore, due to the differing data collection and treatment methodologies, and the different periods during which data have been collected, there may be significant differences in the reported metrics for similar data points throughout this report. For example, data from surveys often varies over time, even if that data has been collected by the same organisation using the same approach in each wave of their research.

In particular, reports of internet user numbers vary considerably between different sources and over time. In part, this is because there are significant challenges associated with collecting, analysing, and publishing internet user data on a regular basis, not least because research into public internet use necessitates the use of face-to-face surveys. Different organisations may also adopt different approaches to sampling the population for research into internet use, and variations in areas such as the age range of the survey population, or the balance between urban and rural respondents, may play an important role in determining eventual findings. Note that COVID-19 has limited internet user research.

Prior to our Digital 2021 reports, we included data sourced from social media platforms' self-service advertising tools in our calculations of internet user numbers, but we no longer include this data in our internet user figures. This is because the user numbers reported by social media platforms are typically based on active user accounts, and may not represent unique individuals. For example, one person may maintain more than one active presence (account) on the same social media platform. Similarly, some accounts may represent 'non-human' entities, including: pets and animals; historical figures; businesses, causes, groups, and organisations; places of interest; etc.

As a result, the figures we report for social media users may exceed internet user numbers. However, while this may seem counter-intuitive or surprising, such instances do not represent errors in the data or in our reporting. Rather, these differences may indicate delays in the reporting of internet user numbers, or they may indicate higher instances of individuals managing multiple social media accounts, or 'non-human' social media accounts.

If you have any questions about specific data points in these reports, or if you'd like to offer your organisation's data for consideration in future reports, please email our reports team: reports@kepios.com.

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