



THINK



BROADCAST
AUDIENCE
RESEARCH
COUNCIL
INDIA

What India Watches™

20 21

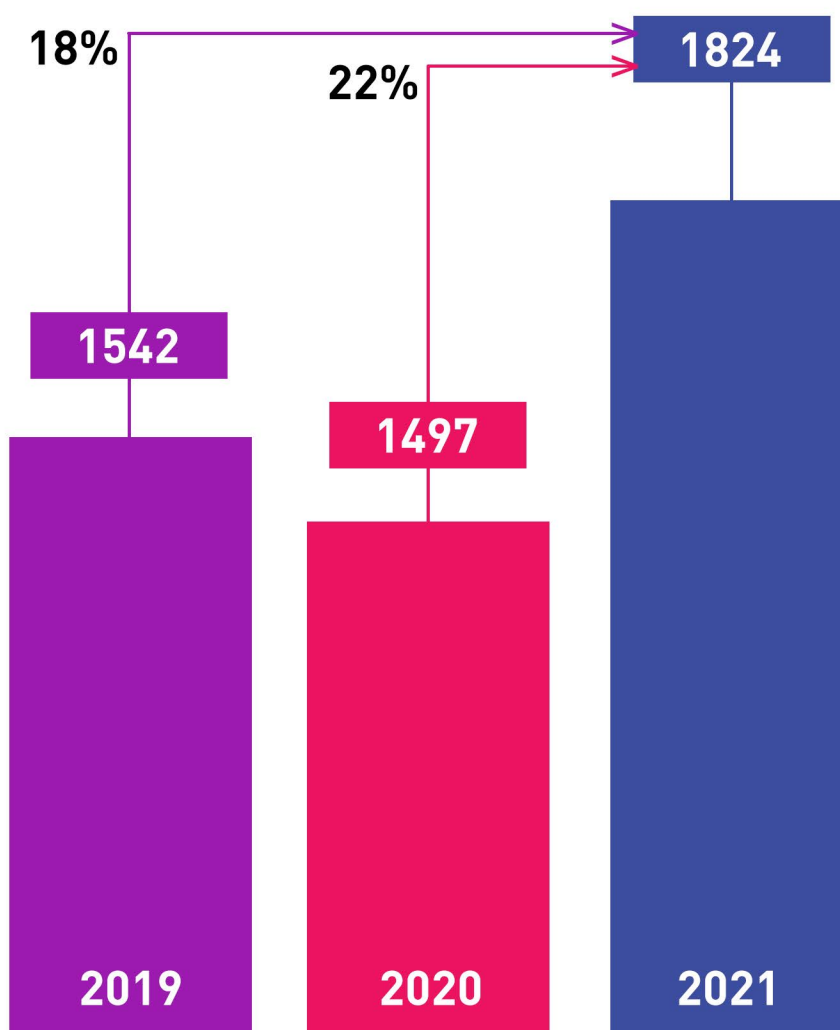
A VOLUMINOUS
YEAR

YEARLY AD VOLUMES REPORT

2021 BOUNCED BACK WITH A SUBSTANTIAL DOUBLE DIGIT SPIKE

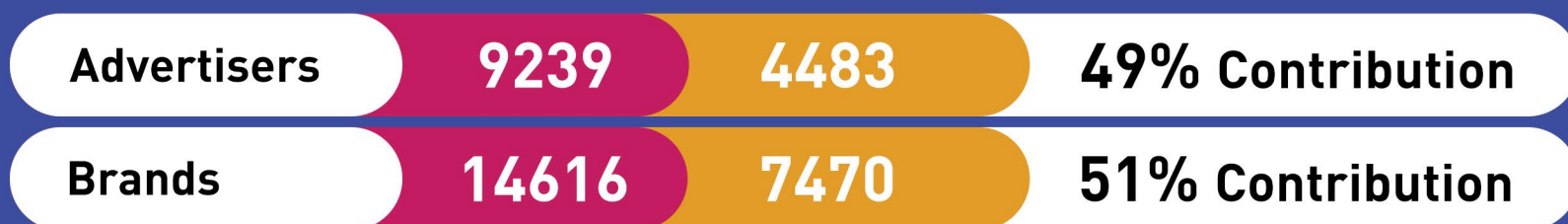
22% Ad Volumes Growth
over 2020 and 18% over 2019

Jan-Dec: Ad Vol (Mn Sec)



~50% NEW & RETURNING ADVERTISERS ON TV

■ Total Count ■ New & Returning



Data Insights

Sector-wise

- Contribution of Services Sector to Total TV Advertisers is highest - **21%**, followed by FMCG - **17%**.
- Ecommerce witnessed highest growth in number of advertisers - **67%** over 2019.
- BFSI saw **11%** & Auto **10%** more Advertisers as compared to 2020.
- Retail, Services, Ecommerce, Corporate Brand Image witnessed highest share of new & returning advertisers with over **60%**.

Language-wise

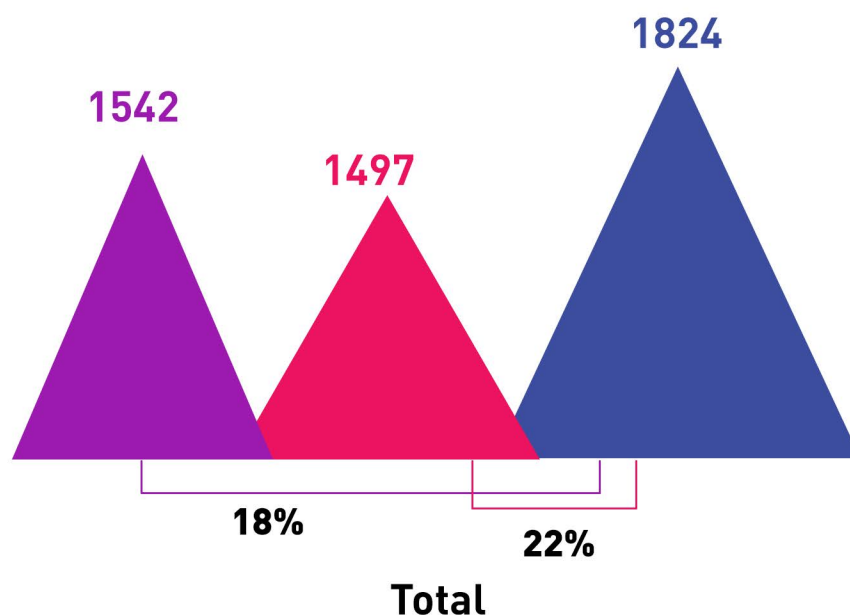
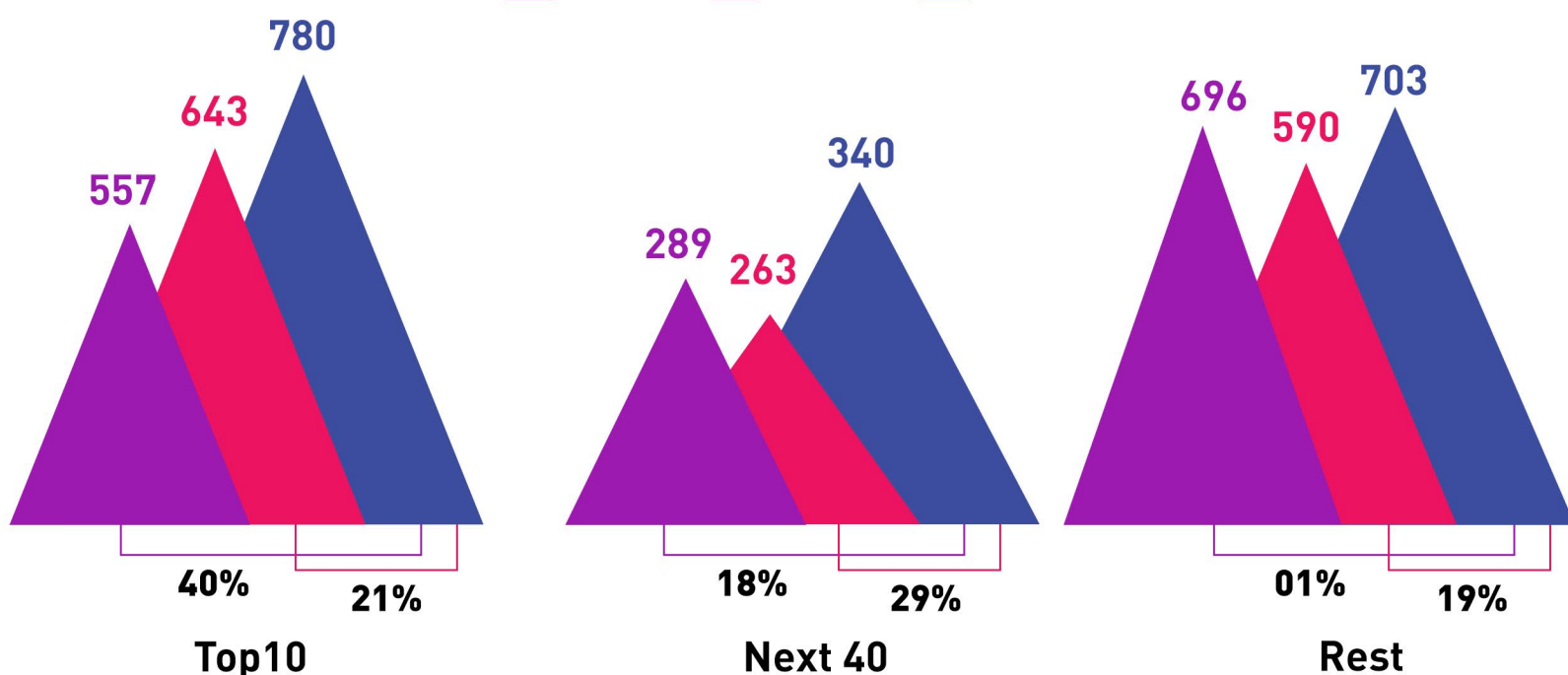
- Tamil language channels witnesses highest growth in number of advertisers since 2019.
- Gujarati sees highest growth in number of advertisers compared to 2020.
- Hindi witnesses highest share of new & returning advertisers - **48%**.

TOP 10 ADVERTISERS GREW Y-O-Y WITH A CAGR OF 18%

Advertisers beyond Top 10 recover sharply
with a 22% growth over 2020

Ad Vol (Mn sec)

2019 2020 2021



TOP 20 ADVERTISER GROUPS OF 2021

Ad Vol (Mn Sec)

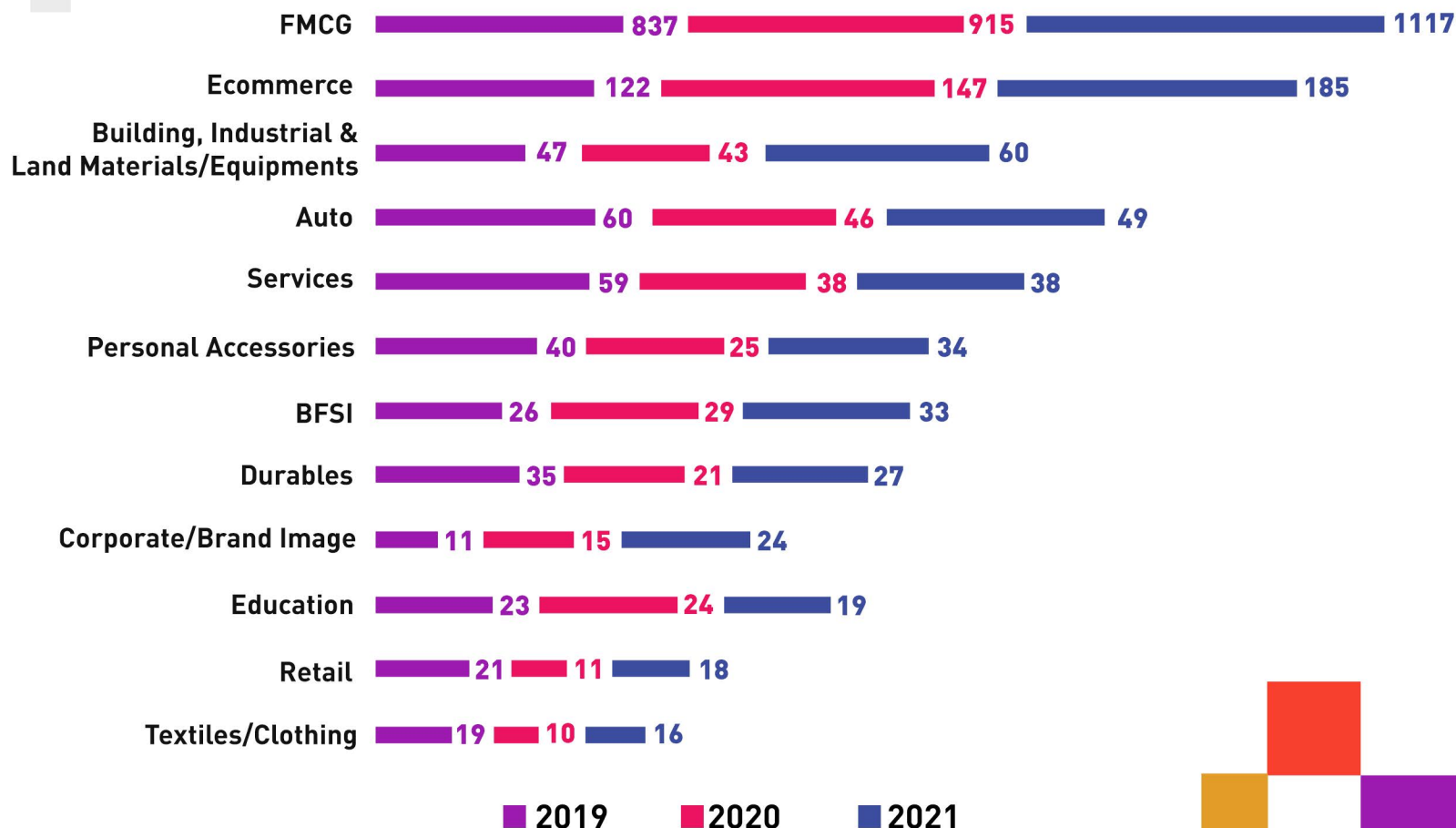
| Top 20 Advertiser Groups | 2019 | 2020 | 2021 |
|--------------------------------|------|------|------|
| HINDUSTAN UNILEVER LTD | 226 | 294 | 331 |
| RECKITT BENCKISER GROUP | 95 | 129 | 201 |
| PROCTER & GAMBLE | 41 | 37 | 50 |
| CADBURYS INDIA LTD | 25 | 25 | 37 |
| GODREJ GROUP | 31 | 28 | 31 |
| ITC LTD | 36 | 35 | 29 |
| COLGATE PALMOLIVE INDIA LTD | 27 | 31 | 29 |
| PEPSI FOODS (G) | 11 | 12 | 26 |
| GLAXOSMITHKLINE GROUP OF COMPA | 30 | 21 | 24 |
| AMAZON ONLINE INDIA PVT LTD | 17 | 18 | 23 |
| TATA (G) | 13 | 10 | 17 |
| GCMF (GUJ COOP MILK MKT FED) | 07 | 16 | 16 |
| MARICO LTD | 17 | 13 | 16 |
| COCA COLA INDIA LTD | 10 | 07 | 15 |
| WIPRO (G) | 29 | 24 | 15 |
| WADIA (G) | 07 | 09 | 13 |
| ASIAN PAINTS (I) LTD | 10 | 08 | 13 |
| THINK & LEARN PVT LTD | 02 | 07 | 11 |
| NESTLE INDIA LIMITED | 12 | 11 | 10 |
| ABBOTT (G) | 04 | 07 | 10 |

TOP SECTORS CONTINUE TO LEAD AD VOLUMES ON TELEVISION IN 2021

Data Insights

- Ecommerce, FMCG, BFSI, Building, Industrial & Land Material remain resilient on TV with a strong Y-o-Y growth.
- TV continues to be an important medium for Corporate Brand Image with more than **2X growth** over 2019.
- Most sectors have shown a robust growth over 2020.
- Growth over 2020: Textile **72%**, Retail **56%**, Personal Accessories **40%**, Durables **30%**.

Ad Vol (Mn Sec)



Excludes: ASSOCIATIONS/SOCIAL/CULTURAL ORG; SOCIAL ADVERTISEMENTS-NGOS & FILLERS



DEEP DIVE INTO KEY CATEGORIES OF TOP SECTORS

FMCG

A DEEP DIVE INTO TOILET/FLOOR CLEANERS

ADVERTISER COUNT

| | 2019 | 2020 | 2021 |
|-----------------------|------|------|------|
| Toilet/Floor Cleaners | 15 | 28 | 21 |
| Overall FMCG | 1448 | 1552 | 1555 |

Data Insights

- Contribution of FMCG to Total TV Advertisers is second highest with **17%**.
- **38%** of FMCG Advertisers in 2021 are new & returning advertisers.

TOP 5 CATEGORIES OF FMCG

| TOP 5 CATEGORIES | Ad Vol (Mn Sec) | | | G/D over 2019 | G/D over 2020 |
|----------------------------------|-----------------|------|------|---------------|---------------|
| | 2019 | 2020 | 2021 | | |
| TOILET SOAPS | 92 | 95 | 74 | -20% | -23% |
| TOILET/FLOOR CLEANERS | 43 | 48 | 66 | 53% | 37% |
| SHAMPOOS | 45 | 53 | 58 | 31% | 10% |
| TOOTH PASTES | 42 | 55 | 58 | 38% | 7% |
| WASHING POWDERS/LIQUIDS | 44 | 51 | 53 | 21% | 3% |
| TOTAL FMCG | 837 | 915 | 1117 | 33% | 22% |
| REST OF CATEGORIES (WITHIN FMCG) | 571 | 612 | 808 | | |

Data Insights

- Contribution of FMCG to Total TV Ad Volume is highest.
- Share of FMCG has grown from **54%** in 2019 to **61%** in 2021
- Sector registered impressive **22% & 33%** growth over 2020 & 2019
- Toilet & Floor cleaners has shown a robust growth of **37%** over 2020, **53%** over 2019.
- Ad Volume share of category has grown on Hindi Channels from **16%** in 2019 to **22%** in 2021.

E COMMERCE A DEEP DIVE INTO EDTECH (EDUC-ECOM-EDUCATION)

ADVERTISER COUNT

| Advertiser Count | 2019 | 2020 | 2021 |
|-------------------|------|------|------|
| Ed Tech | 32 | 84 | 103 |
| Overall Ecommerce | 351 | 506 | 587 |

Data Insights

- Overall E-Commerce sector saw **67%** growth in number of Advertisers from 2019.
- 65%** new & returning EdTech Advertisers in 2021.
- 3x rise** in number of EdTech Advertisers since 2019.
- Share of Ed Tech Advertisers to E-Commerce up from **9%** in 2019 to **18%** in 2021.

TOP 5 CATEGORIES OF E-COMMERCE

| TOP 5 CATEGORIES | Ad Vol (Mn Sec) | | | G/D over 2019 | G/D over 2020 |
|---------------------------------------|-----------------|------|------|---------------|---------------|
| | 2019 | 2020 | 2021 | | |
| ECOM-MEDIA/ENTERTAINMENT/SOCIAL MEDIA | 34.8 | 53.3 | 53.8 | 54% | 1% |
| EDUC-ECOM-EDUCATION | 5.4 | 19.1 | 30.4 | 461% | 59% |
| ECOM-ONLINE SHOPPING | 16.8 | 18.1 | 26.1 | 55% | 44% |
| ECOM-MATRIMONIALS | 6.6 | 11.0 | 11.8 | 77% | 7% |
| ECOM-FINANCIAL SERVICES | 4.0 | 7.9 | 10.2 | 153% | 30% |
| TOTAL E-COMMERCE | 1222 | 1469 | 1846 | 51% | 26% |
| REST OF CATEGORIES (WITH E COMMERCE) | 54 | 37 | 52 | | |

Data Insights

- Overall E commerce Sector has grown substantially - **51%** over 2019.
- EdTech has second highest share of E-Commerce Ad Volumes in 2021.
- Share of EdTech increased from **4%** in 2019 to **16%** in 2021.
- EdTech category has grown exponentially by **461%** over 2019 & **59%** over 2020.
- Category contribution to Ad Volumes on regional channels has grown from **30%** in 2019 to **39%** in 2021.
- EdTech Ad Volumes contribution on Multi Language channels was **30%**.

BFSI

A DEEP DIVE INTO SECURITIES/SHAREBROKING

| | Advertiser Count | | |
|-------------------------|------------------|------|------|
| | 2019 | 2020 | 2021 |
| Securities/Sharebroking | 26 | 37 | 31 |
| Overall BFSI | 296 | 276 | 305 |

Data Insights

- **11%** growth in overall BFSI number of Advertisers from 2020.
- **19%** more Advertisers in securities/sharebroking as compared to 2019.
- **29%** securities/sharebroking advertisers in 2021 are new & returning advertisers.
- Securities/sharebroking category contributes **10%** of BFSI advertisers.

TOP 5 CATEGORIES OF BFSI

Ad Vol (Mn Secs)

| TOP 5 CATEGORIES | 2019 | 2020 | 2021 | G/D over 2019 | G/D over 2020 |
|----------------------------------|------|------|------|---------------|---------------|
| INSURANCE-LIFE | 7.8 | 6.1 | 7.8 | 1% | 28% |
| LOANS-MORTGAGE | 3.9 | 5.2 | 6.0 | 53% | 15% |
| SECURITIES/SHAREBROKING | 1.0 | 1.6 | 3.6 | 271% | 118% |
| BANKING-SERVICES & PRODUCTS | 1.0 | 2.2 | 3.0 | 106% | -37% |
| CREDIT CARDS | 2.5 | 1.7 | 1.7 | -31% | 5% |
| TOTAL BFSI | 26.2 | 28.7 | 33.3 | 27% | 16% |
| REST OF CATEGORIES (WITHIN BFSI) | 10 | 10.8 | 12.2 | | |

Data Insights

- BFSI has grown by robust **27%** over 2019
- Securities & Sharebroking has third highest share of BFSI Ad Volumes in 2021
- Category has grown exponentially over previous years. **271%** over 2019, **118%** over 2020
- Contribution to BFSI Sector increased from **4%** in 2019 to **11%** in 2021.
- Ad Volumes of securities/ sharebroking category dominant on Hindi & English Language channels in 2020 with **83%** contribution.
- Ad Volumes in 2021 more diversified with **44%** on regionals

BUILDING, INDUSTRIAL & LAND MATERIALS

A DEEP DIVE INTO

BUILDING MATERIALS / SYSTEMS

| Advertiser Count | 2019 | 2020 | 2021 |
|---|------|------|------|
| BUILDING MATERIALS/SYSTEMS | 117 | 110 | 127 |
| OVERALL BUILDING, INDUSTRIAL & LAND MATERIALS | 469 | 451 | 458 |

Data Insights

1. **15%** growth in advertiser count in Building Materials / Systems from 2020.
2. **31%** Advertisers in 2021 are new & returning advertisers.
3. Share of Building Material Advertisers on a rise with **28%** contribution to Sector.

TOP 5 CATEGORIES OF BUILDING, INDUSTRIAL & LAND MATERIALS

Ad Vol (Mn Sec)

| Category | 2019 | 2020 | 2021 | G/D over 2019 | G/D over 2020 |
|--|------|------|------|---------------|---------------|
| Paints | 17.1 | 12.9 | 20.7 | 21% | 60% |
| Cement | 13.8 | 14.3 | 16.3 | 18% | 14% |
| BuildingMaterials /Systems | 6.8 | 6.2 | 9.9 | 45% | 60% |
| Protective Coatings | 1.3 | 2.1 | 2.3 | 74% | 6% |
| Corporate Industrial/ B2B | 0.5 | 1.4 | 2.1 | 285% | 42% |
| Total Building/ Industrial | 46.7 | 42.8 | 59.7 | 28% | 39% |
| Rest of Categories (Building, Industrial & Land Materials) | 7.2 | 5.8 | 8.4 | | |

Data Insights

1. Building Industrial & Land Materials registered impressive **39%** & **28%** growth over 2020 & 2019
2. Building Materials has third highest share of Sector Ad Volumes in 2021
3. Building Materials/Systems has shown a robust growth of **60%** over 2020, **45%** over 2019.
4. Contribution to Sector increased from **14%** in 2020 to **17%** in 2021.
5. Category is regional focused with **73%** Ad Volume contribution in 2021 on regional channels

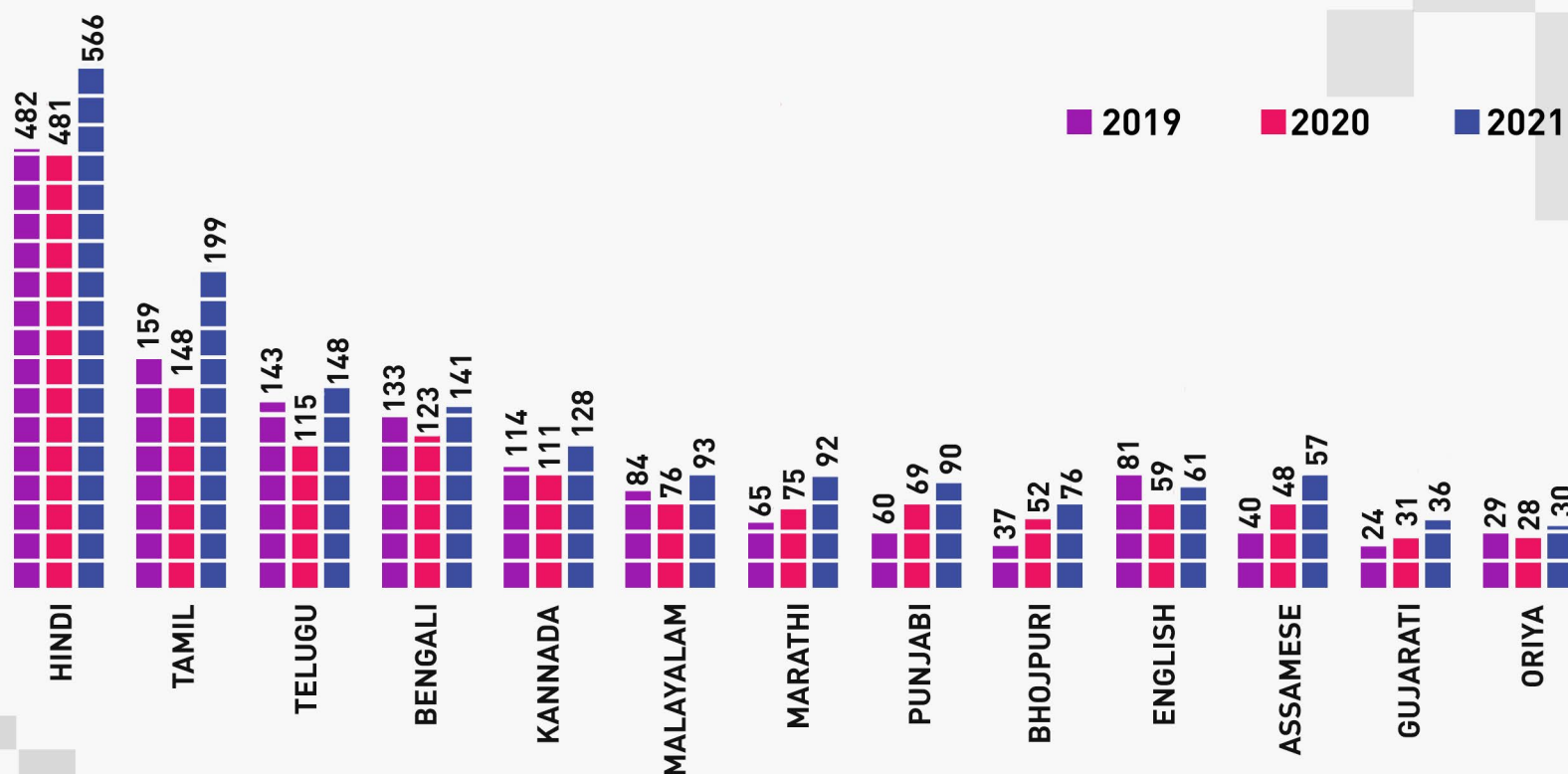
MANY LANGUAGES, ONE INDIA

Share of Ad Volumes on Regional Channels... increasing trend Y-O-Y; **63%** in 2021

Data Insights

- Regionals show remarkable growth of **24%**; Hindi registers a strong **18%** growth over previous two years.
- Bhojpuri Language channels most impressive, doubling its ad volumes from 2019.
- Punjabi, Marathi, Gujarati, Assamese show a robust growth of more than **40%** over 2019.
- South language channels improved by **26%** over 2020.

Ad Vol (Mn Sec)



QUARTERLY DATA INSIGHTS

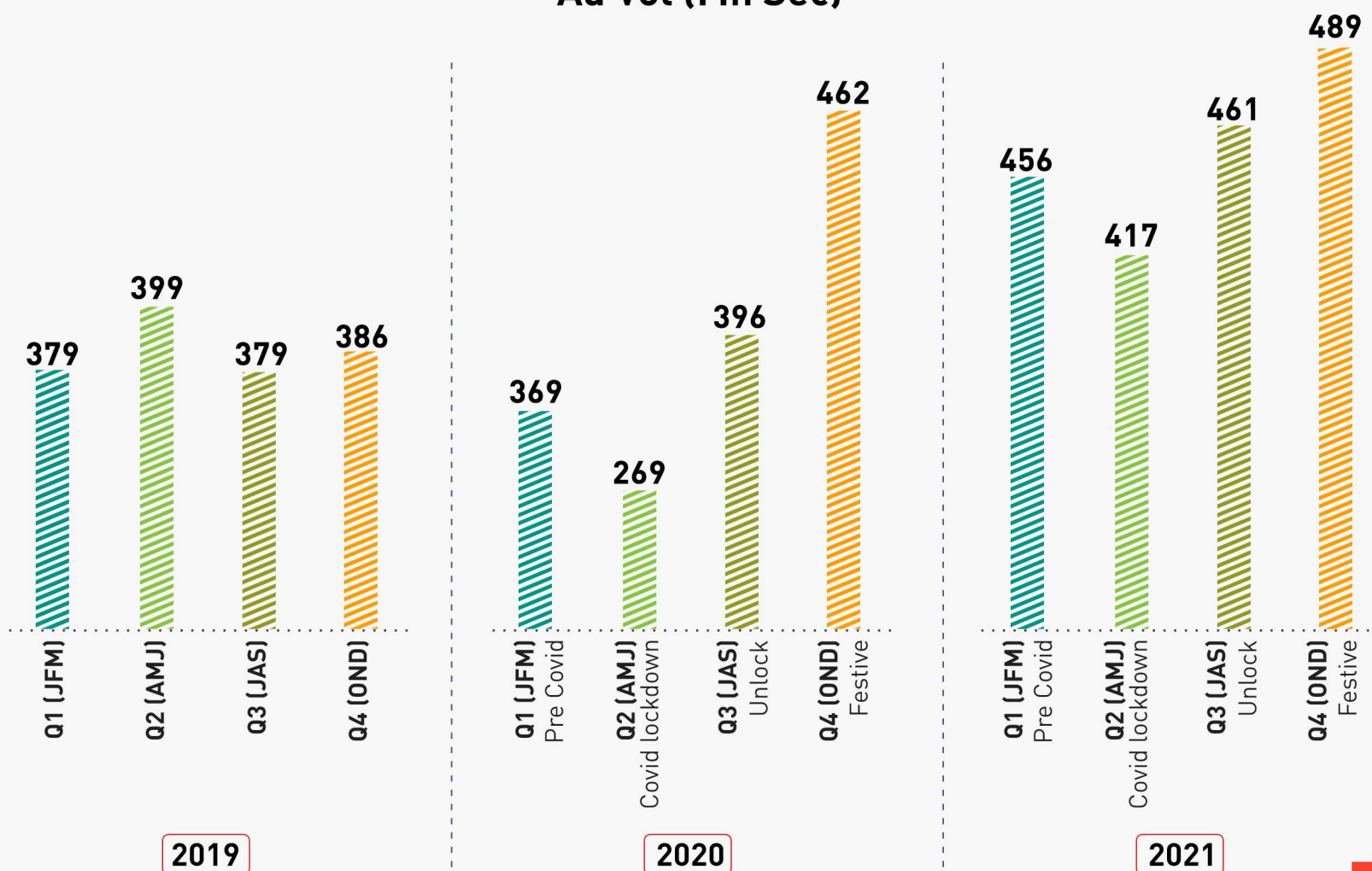


2021 WITNESSES A HUGE RISE EVERY QUARTER IN AD VOLUMES

Data Insights

- Q1'21 registered **24%** growth over Q1'20 and **21%** over Q1'19.
- Q2'21 higher than Q2'19 despite COVID-19 effect.
- Q3'21 bounces back with a **10%** growth over Q2'21 and **22%** growth over Q3'19.
- Q4'21 is highest quarter of all time with a bumper festive season.

Ad Vol (Mn Sec)



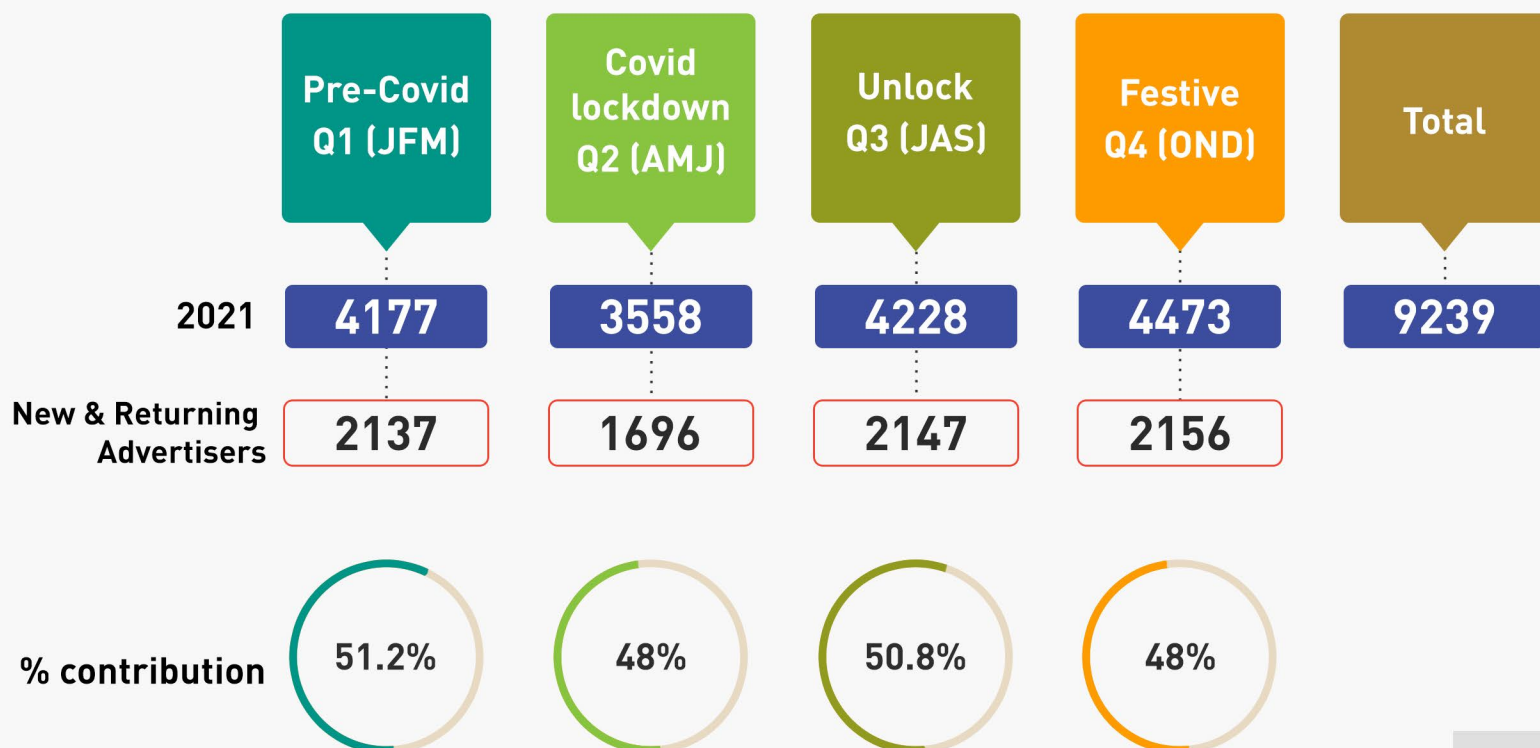
NO. OF ADVERTISERS CONTINUED TO GROW POST COVID-19 LOCK-DOWNS

2021 witnessed a total of 9,239 Advertisers

Data Insights

- Advertiser count on a growth trajectory in Q3'21 & Q4'21 post Covid-19 drop.
- Q3'21 & Q4'21 saw more Advertisers than Pre Covid-19 (Q1'21).
- Q4 witnessed highest number of Advertisers in 2021.
- Q1 saw highest share of new & returning Advertisers - **51%**.

Count of Advertisers



MOST KEY SECTORS RECOVERED SHARPLY IN Q3'21 & Q4'21 POST LOCKDOWN

Textile grew 107%, Retail 78%, Ecommerce 49%, Personal Accessories 41% in Q4'21, compared to Q1'21 (Pre Covid)

| | Ad Volume (Mn Sec) | | | | | |
|--|--------------------|----------------------|--------------|---------------|-------|------------------|
| | Pre Covid Q1'21 | Covid lockdown Q2'21 | Unlock Q3'21 | Festive Q4'21 | Total | Q4'21 over Q1'21 |
| FMCG | 286 | 280 | 275 | 276 | 1117 | -4% |
| Ecommerce | 35 | 42 | 54 | 53 | 185 | 49% |
| Building, Industrial & Land Materials/Equipments | 19 | 12 | 14 | 15 | 60 | -20% |
| Auto | 15 | 8 | 12 | 13 | 49 | -13% |
| Services | 13 | 6 | 8 | 10 | 38 | -23% |
| Personal Accessories | 10 | 4 | 7 | 13 | 34 | 41% |
| BFSI | 10 | 4 | 8 | 11 | 33 | 8% |
| Durables | 6 | 7 | 5 | 9 | 27 | 48% |
| Corporate/Brand Image | 4 | 3 | 11 | 6 | 24 | 48% |
| Education | 3 | 3 | 9 | 4 | 19 | 64% |
| Retail | 4 | 3 | 5 | 6 | 18 | 78% |
| Textiles/Clothing | 3 | 2 | 5 | 6 | 16 | 107% |

DIFFERENT LANGUAGES... SAME PASSION

Languages have shown a steady growth post COVID-19 lockdowns.

| Ad Volume (Mn Sec) | Pre Covid Q1'21 | Covid lockdown Q2'21 | Unlock Q3'21 | Festive Q4'21 |
|-----------------------|--------------------|-------------------------|-----------------|------------------|
| HINDI | 134 | 131 | 144 | 157 |
| TAMIL | 54 | 45 | 49 | 51 |
| TELUGU | 36 | 33 | 38 | 41 |
| BENGALI | 38 | 35 | 35 | 35 |
| KANNADA | 34 | 29 | 32 | 33 |
| MARATHI | 24 | 22 | 24 | 23 |
| MALAYALAM | 23 | 22 | 23 | 25 |
| PUNJABI | 22 | 20 | 23 | 25 |
| BHOJP | 17 | 18 | 20 | 20 |
| ENGLISH | 14 | 12 | 16 | 19 |

Data Insights

Most Language channels have shown a steady growth in Q3'21 & Q4'21 after a decline in Q2'21 due to covid effect.

Hindi, English and Regional languages, including Telugu, Malayalam, Punjabi & Bhojpuri have shown a robust growth over pre-covid period.

DEEPER INSIGHTS OF 2021



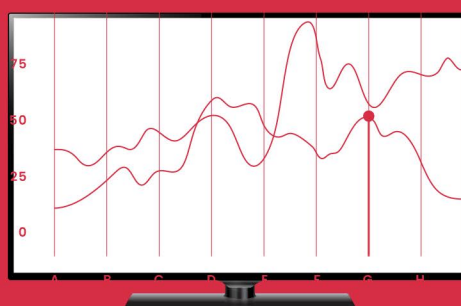
SD CHANNELS IN 2021 WITNESSED A GROWTH OF 22% OVER 2020 WHILE HD CHANNELS GREW BY 11%

G/D over 20

↑
HD Channels
11%

Total 22%

↑
SD Channels
22%



G/D over 19

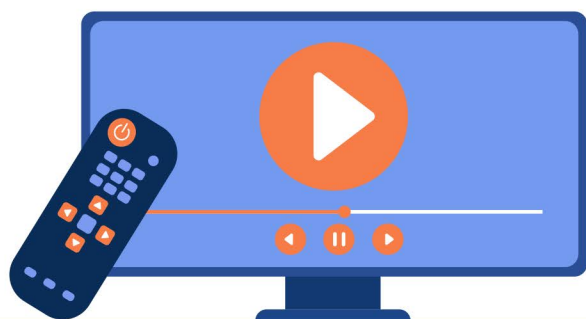
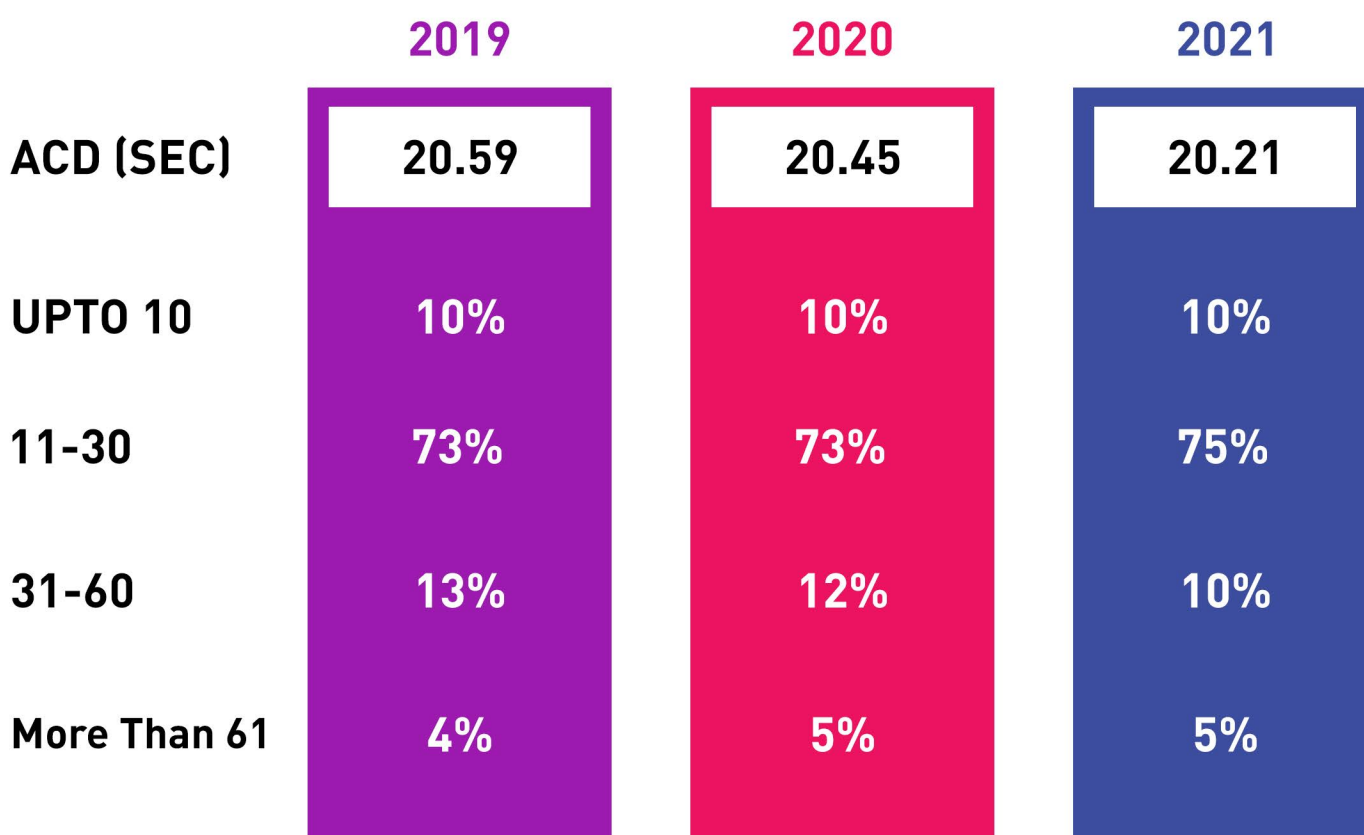
↓
HD Channels
-11%

Total 18%

↑
SD Channels
20%

AVERAGE COMMERCIAL DURATION (ACD) REMAINS CONSISTENT Y-O-Y

Commercial Dur (Sec)



Excludes: ASSOCIATIONS/SOCIAL/CULTURAL ORG; SOCIAL ADVERTISEMENTS-NGOS & FILLERS

TIMEBAND-WISE CONTRIBUTION

Ad Vol contribution

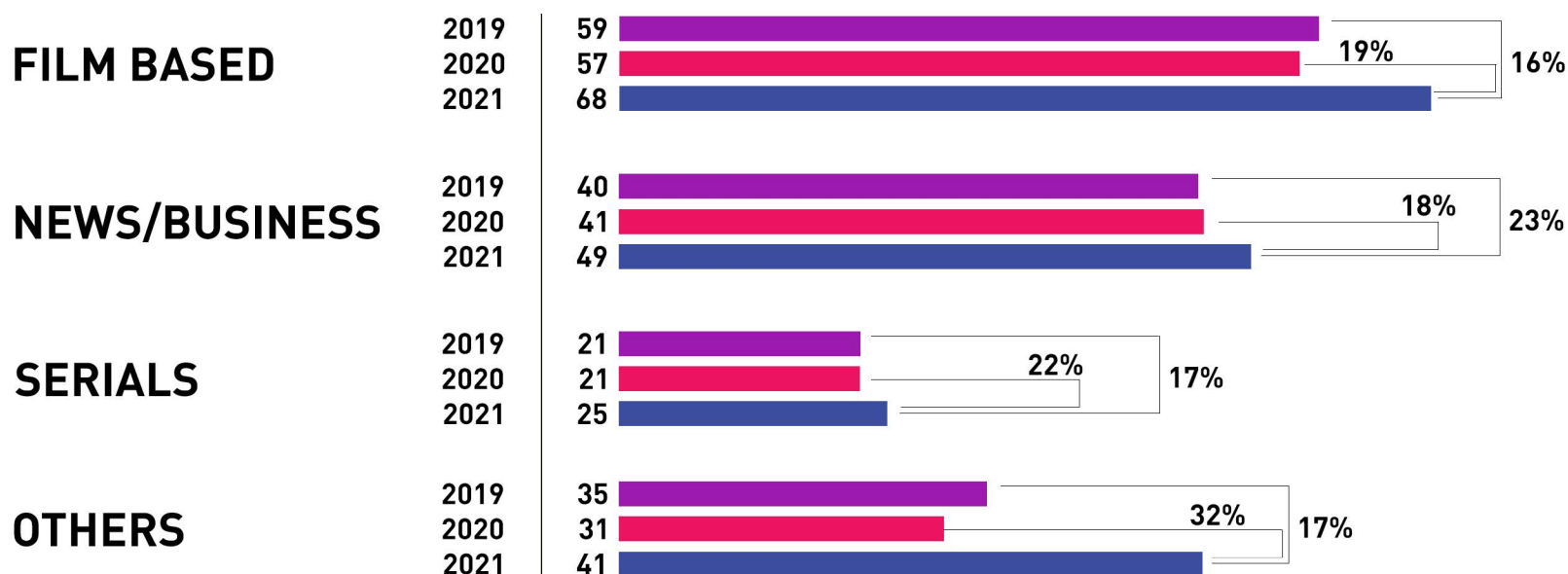
| | 2019 | 2020 | 2021 |
|-------------------|------|------|------|
| 08:00 - 12:00 Hrs | 24% | 24% | 24% |
| 12:00 - 16:00 Hrs | 24% | 24% | 24% |
| 16:00 - 20:00 Hrs | 25% | 25% | 25% |
| 20:00 - 24:00 Hrs | 27% | 27% | 27% |



FILM BASED PROGRAMMES DOMINATE AD VOLUMES ON TV IN 2021.

Ad Vol (Mn Sec)

Commercial Programme Theme



CONTRIBUTION OF AD VOLUMES IN LOCAL COMMERCIAL LANGUAGE HAS BEEN INCREASING Y-O-Y

Ad Volumes contribution of spots in Local Language

| Language Channels | 2019 | 2020 | 2021 |
|-------------------|------|------|------|
| Tamil | 92% | 93% | 94% |
| Telugu | 91% | 91% | 92% |
| Kannada | 90% | 92% | 92% |
| Malayalam | 88% | 89% | 91% |
| Hindi | 87% | 89% | 90% |
| Bengali | 89% | 88% | 90% |
| Marathi | 80% | 84% | 85% |
| Assamese | 74% | 83% | 81% |
| Oriya | 74% | 75% | 75% |
| Bhojpuri | 89% | 77% | 74% |
| Punjabi | 56% | 53% | 60% |
| Gujarati | 62% | 62% | 59% |

AD VOLUMES FOR IPL'21 WAS AT PAR WITH IPL'20. NUMBER OF ADVERTISERS HIGHER.

Data Insights

- Out of 119 Advertisers, **59** are new* to IPL'21 v/s IPL'20.
 - Out of 228 Brands, **158** are new* to IPL'21.
 - 88 categories present on IPL'21; **31** are new* to IPL'21.
- Top Sectors like Ecommerce, FMCG, BFSI, Building & Land Materials, Services, Retail, Textile registered growth over IPL'20.
- Top 10 Advertisers on IPL'21 contributed **35%** Ad Volumes.

| | IPL 2020 | IPL 2021 |
|-----------------------|----------|----------|
| Ad Vol (Thousand sec) | 1673 | 1680 |
| Number Advertisers | 103 | 119 |
| Number Brands | 245 | 228 |



*New - Not present on IPL'20

Excludes: ASSOCIATIONS/SOCIAL/CULTURAL ORG; SOCIAL ADVERTISEMENTS-NGOS & FILLERS

IPL'21 - L/T VIVO IPL-14. Channels: STAR Sports 1, Star Sports 1 Bangla, Star Sports 1 HD, Star Sports 1 HD Hindi, Star Sports 1 Hindi, Star Sports 1 Kannada, Star Sports 1 Tamil, Star Sports 1 Telugu, Star Sports 2 HD(v), Star Sports 2(v), Star Sports 3(v), Star Sports First, Star Sports Select 1 HD, Star Sports Select 1 SD
IPL'20 - L/T DREAM11 IPL-13. Channels: STAR Sports 1, Star Sports 1 Bangla, Star Sports 1 HD, Star Sports 1 HD Hindi, Star Sports 1 Hindi, Star Sports 1 Kannada, Star Sports 1 Tamil, Star Sports 1 Telugu, Star Sports 2 HD(v), Star Sports 2(v), Star Sports 3(v), Star Sports Select 1 HD, Star Sports Select 1 SD

DESPITE THE PANDEMIC, TOKYO OLYMPICS WITNESSES EXPONENTIAL RISE IN THE NUMBER ADVERTISERS AND BRANDS

| Category | Tokyo Olympics (23 rd Jul 8 th Aug 2021) | Rio Olympics (5 th Aug 21 st Aug 2016) | G/D % |
|-----------------------------|---|---|-------|
| Ad Vol (Thousand Sec) | 466 | 475 | -2% |
| Number of Advertisers | 34 | 14 | 143% |
| Number of Brands | 61 | 36 | 69% |

Data Insights

1. Out of **34** Advertisers on Tokyo Olympics, **28** are new to Tokyo Olympics v/s Rio Olympics.
2. Sectors like Ecommerce, Education, Telecom Products, Building, Industrial & Land Materials/Equipments new to Tokyo Olympics v/s Rio Olympics.
3. Share of FMCG, BFSI, Corporate Brand Image higher on Tokyo Olympics as compared to Rio Olympics.
4. **31%** Ad Volumes during Tokyo Olympics featured Olympians.

*New Advertisers: Present during Tokyo & not present during Rio Olympics.

Rio Olympics: "L/T RIO OLY-16"; Channels: STAR Sports 1, STAR Sports 2, STAR Sports 3, STAR Sports 4, STAR Sports HD1, STAR Sports HD2(v), STAR Sports HD3(v), STAR Sports HD4, DD National.

Tokyo Olympics: L/T TOKYO 2020 OLYMPICS-21; Channels: Sony SIX HD(v), Sony SIX(v), Sony Ten 1, Sony Ten 1 HD, Sony Ten 2, Sony Ten 2 HD, Sony Ten 3, Sony Ten 3 HD, Sony Ten 4 HD(v), Sony Ten 4(v), DD Sports



THINK



BROADCAST
AUDIENCE
RESEARCH
COUNCIL
INDIA

What India Watches™

CONTACT US

queryonline@barcindia.co.in

Follow us:    

Website: <https://barcindia.co.in/>

Stay tuned for more updates.

Legal Disclaimer

The information, data and insights contained herein are the sole and exclusive Intellectual Property of BARC India. Any creation of any derivative work/s in any manner whatsoever, is strictly prohibited without the prior written and explicit consent of BARC India.

The images used are for representation purposes only and are not for use outside this BARC India - Yearly Ad Volumes Report for any purpose and/or manner whatsoever.