



digital TV research

January 2016

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Digital TV Research latest publication schedule

| 2016 | |
|---|-----------|
| Digital TV Middle East & North Africa Forecasts | January |
| Digital TV Sub-Saharan Africa Forecasts | January |
| 2015 | |
| Global SVOD Forecasts | November |
| Global Pay TV Operator Forecasts | October |
| Eastern Europe Middle East & Africa Pay TV Operator Forecasts | September |
| Asia Pacific Pay TV Operator Forecasts | September |
| Western Europe Pay TV Operator Forecasts | September |
| Connected TV Forecasts | August |
| Americas OTT TV & Video Forecasts | July |
| Eastern Europe, Middle East & Africa OTT TV & Video Forecasts | July |
| Western Europe OTT TV & Video Forecasts | July |
| Asia Pacific OTT TV & Video Forecasts | July |
| Global OTT TV & Video Forecasts | June |
| Digital TV World Databook | June |
| Global Satellite TV Forecasts | May |
| Digital TV World Revenue Forecasts | May |
| Digital TV World Household Forecasts | May |
| Digital TV Western Europe Forecasts | April |
| Digital TV Eastern Europe Forecasts | April |
| Digital TV North America Forecasts | March |
| Digital TV Latin America Forecasts | March |
| Digital TV Asia Pacific Forecasts | March |

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January 2016

Pay DTT gains in Sub-Saharan Africa as satellite stutters

2015 was yet another momentous year for television in Sub-Saharan Africa. Most countries missed the ITU's analog switch-off deadline of June, but DTT, especially pay DTT, made huge gains. And there is much more to come, partly as Canal Plus unveils its TNT Afrique DTT platform in Francophone countries.

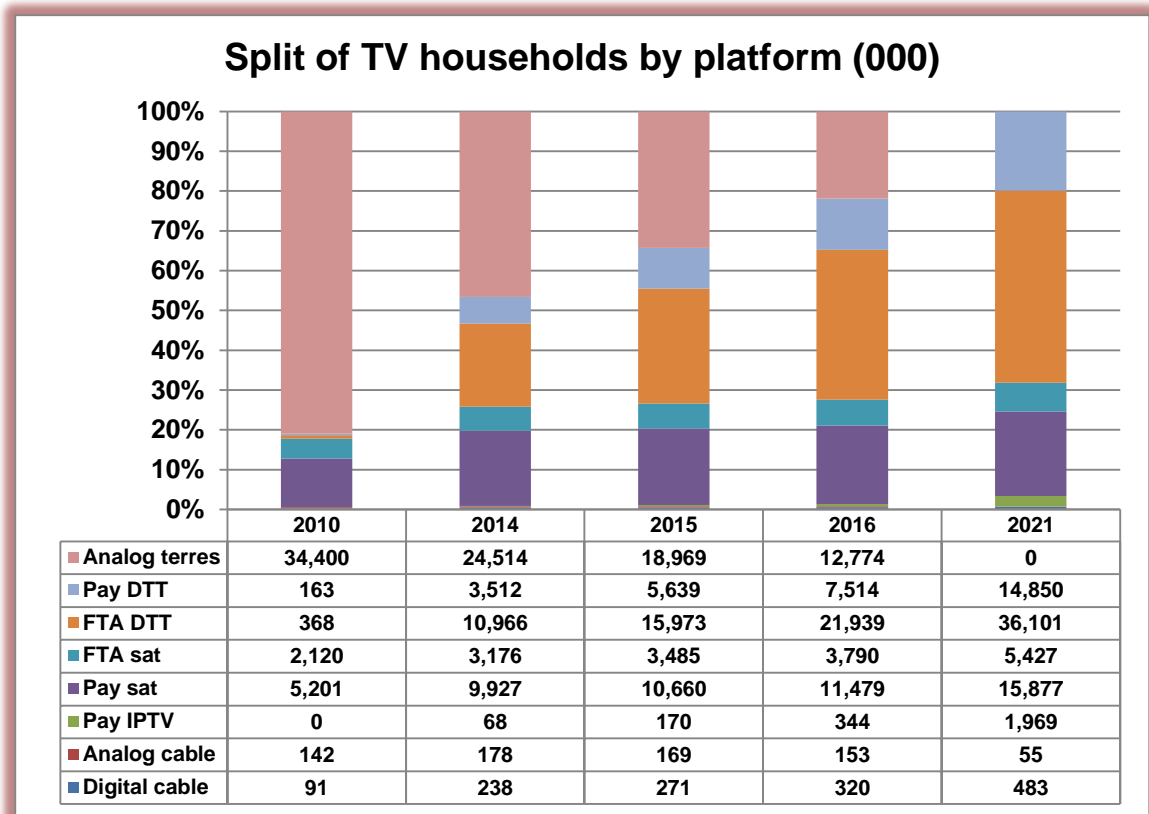
However, the number of pay satellite TV subscribers climbed by a relatively low 7.4% in 2015, according to a new report from Digital TV Research. This was partly due to greater platform choice created by DTT and partly due to economic woes in some countries.

Available in more than 50 countries, DStv had 2.24 million subscribers outside South Africa by September 2015; down from 2.56 million six months earlier and down from 2.36 million a year earlier. Digital TV Research estimates that this total fell to 2.16 million by end-2015, with 2016 also expected to be tough.

Simon Murray, author of the fifth edition of the [Digital TV Sub-Saharan Africa Forecasts report](#), said: "DStv's problems stem mostly from its rights to exclusive premium content, especially sports. Currency devaluation in most Sub-Saharan countries hit DStv hard. Exclusive content rights for premium content such as English Premier League soccer are usually paid for in US dollars. DStv has been compelled to increase its local currency subscription fees to cover the shortfall due to devaluation. As a result, DStv appears more expensive to locals. To try and attract new subs, DStv has substantially reduced its decoder prices."

Despite these negative factors, there are plenty of reasons for cheer. Nearly two-thirds of TV homes (36.2 million) took digital signals by end-2015, up from 18.7% (7.9 million) in 2010. Complete digital transition was achieved in Gabon, Kenya, Malawi, Rwanda, Tanzania and Uganda by end-2015. This count will increase from six countries at end-2015 to 11 by end-2016. Digital TV penetration will reach 99.9% in 35 forecast countries by 2021 – or 74.7 million homes.

About two-thirds (50.95 million) of TV households will take DTT (pay and free-to-air combined) as their primary TV signal in 2021, up from only 1.4% (0.59 million) at end-2010. By 2021, 14.85 million – nearly a fifth of TV households - will be primary pay DTT and 36.10 million free-to-air DTT (or 48.3% of TV homes).



Source: Digital TV Research

DTT will challenge satellite as the top pay TV platform by 2021. In fact, satellite TV will only grow from 19.3% of TV households in 2015 to 21.2% by 2021, whereas pay DTT will rocket from 10.2% to 19.9% over the same period.

Of the 16.91 million pay TV subscribers at end-2015, 10.66 million were pay satellite TV and 5.64 million pay DTT. The pay total will more than double to 33.23 million by 2021, with satellite TV contributing 15.88 million and pay DTT another 14.85 million.

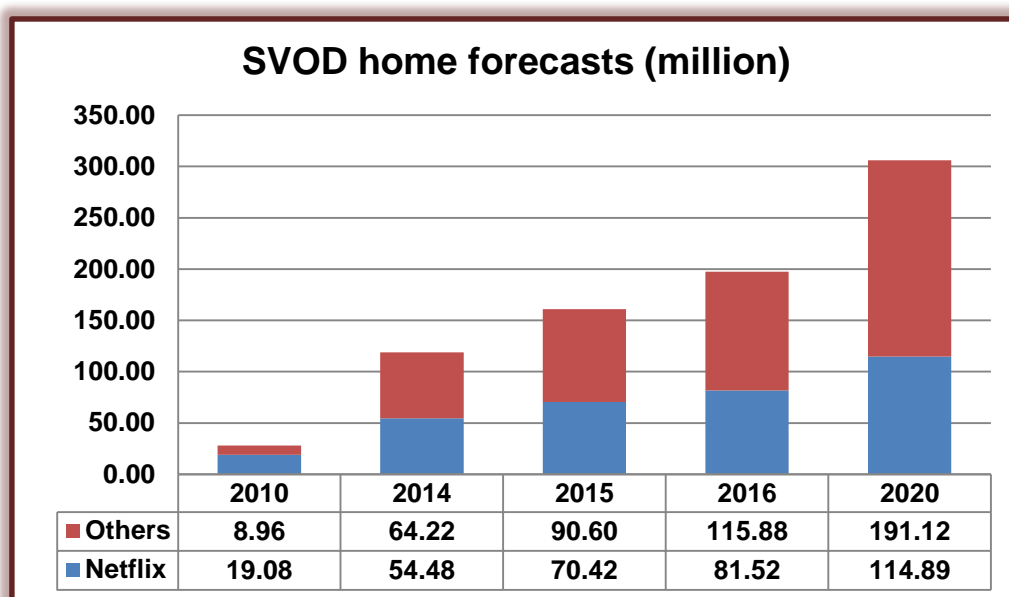
South Africa supplied 5.95 million of the 2015 regional pay TV subs; growing to 8.62 million by 2021. Nigeria will close in on South Africa; increasing from 3.63 million in 2015 to 7.52 million in 2021.

For more information [on the fifth edition of the Digital TV Sub-Saharan Africa Forecasts report](#), please contact: Simon Murray, simon@digitaltvresearch.com, Tel: +44 20 8248 5051

Netflix to reach 115 million subscribers

The number of SVOD [subscription video on demand] homes is forecast to reach 306 million across 200 countries by 2020, up massively from 28 million in 2010 and an expected 161 million by end-2015, according to a new report from Digital TV Research. The total will grow by 42 million in 2015 alone.

[The Global SVOD Forecasts report](#) estimates that nearly 145 million SVOD subscribers will be added between 2015 and 2020 (up by 90%). China will increase by 20 million subs, with the US bringing in an extra 22 million, Japan 9 million and India more than 7 million.



Source: Digital TV Research

Netflix is forecast to have almost 115 million paying subscribers by 2020, adding 44 million subs between 2015 and 2020. Netflix will have 50.4 million subs in the US by 2020 – up by 7 million on 2015.

Global SVOD revenues [for all operators in 200 countries] will reach \$26,794 million in 2020; 10 times the \$2,644 million recorded in 2010 and more than double the \$12,375 million expected in 2015. Subscription revenues for Netflix will rocket from \$1.8 billion in 2010 to \$12.2 billion in 2020.

For more information [on the Global SVOD Forecasts report](#), please contact: Simon Murray, simon@digitaltvresearch.com, Tel: +44 20 8248 5051

Seven hurdles for Netflix to overcome before it can achieve a true global presence

At CES in January, Reed Hastings, CEO of Netflix, announced its launch in 130 more countries, bringing its total reach to more than 190 countries. This is a bold and courageous move to create a global SVOD platform. However, Netflix is aware that there is still plenty of work to do in order to create a worldwide business. These are the main obstacles that Netflix needs to address:

1. **China.** Nobody said that it was ever going to be easy. Netflix stated that it will only have a limited impact in China and anticipates a relatively long wait before entering the market. First, the company needs government approval [not at all easy for foreign media companies]. Next, it will also almost certainly need to partner with a local player - partly to satisfy the government and partly due to the difficulties for foreign media companies operating alone in China. China already has several well-established local SVOD players.
2. **Local distribution deals.** Can Netflix operate solely as a global player or does it need local help? Netflix signed distribution deals with pay TV operators in several of its existing markets to aid subscription take-up, so this is expected to continue in its new markets.
3. **Local language.** As well as the 17 existing languages, Netflix has added Arabic, Chinese and Korean. Other major languages are certain to follow. Until then, how many Polish homes will subscribe to an English-language Netflix?
4. **Local content.** Hollywood TV and movie output certainly has worldwide appeal, but interest is also piqued by local content. Netflix will have to include local content in major markets to stimulate interest and also to ward off competitors.
5. **Pricing.** A Netflix subscription in India starts at INR500/month (\$7.50). This is really expensive by local standards and compared to its competitors. Does Netflix need to introduce some flexibility here?
6. **Payment.** Outside North America, credit card ownership is not necessarily high. Netflix overcame this problem in Latin America by introducing prepaid cards.
7. **Broadband penetration.** Fixed broadband penetration is growing fast, but it is still very low in some major markets (such as India). Mobile broadband penetration is growing even faster. Mobile SVOD has already taken off in the Far East and is spreading across the rest of the region and into Africa and the Middle East. However, data charges can be high. Furthermore, the viewing experience on a mobile phone does not match that of a TV set (although there are ways to project content from mobiles to other devices with larger screens).

All businesses face challenges, and I am sure that Netflix is well aware of the seven listed above. Netflix should be congratulated on its ambitious expansion plans.

| Digital TV Research publication schedule for 2016 | | | |
|--|---|--------------|--------------------|
| Title | Publication Date | Price | |
| 1 | Digital TV Sub-Saharan Africa Forecasts | January | £900/\$1350/€1125 |
| 2 | Digital TV Middle East & North Africa Forecasts | January | £900/\$1350/€1125 |
| 3 | Digital TV Asia Pacific Forecasts | March | £900/\$1350/€1125 |
| 4 | Digital TV Latin America Forecasts | March | £900/\$1350/€1125 |
| 5 | Digital TV North America Forecasts | March | £500/\$750/€625 |
| 6 | Digital TV Eastern Europe Forecasts | April | £900/\$1350/€1125 |
| 7 | Digital TV Western Europe Forecasts | April | £900/\$1350/€1125 |
| 8 | Digital TV World Household Forecasts | April | £1300/\$1950/€1625 |
| 9 | Digital TV World Revenue Forecasts | May | £1300/\$1950/€1625 |
| 10 | Digital TV World Databook | May | £800/\$1200/€1000 |
| 11 | Middle East & Africa OTT TV & Video Forecasts | May | £900/\$1350/€1125 |
| 12 | Asia Pacific OTT TV & Video Forecasts | June | £900/\$1350/€1125 |
| 13 | Latin America OTT TV & Video Forecasts | June | £900/\$1350/€1125 |
| 14 | North America OTT TV & Video Forecasts | June | £500/\$750/€625 |
| 15 | Eastern Europe OTT TV & Video Forecasts | July | £900/\$1350/€1125 |
| 16 | Western Europe OTT TV & Video Forecasts | July | £900/\$1350/€1125 |
| 17 | Global OTT TV & Video Forecasts | July | £1500/\$2250/€1875 |
| 18 | Asia Pacific Pay TV Operator Forecasts | August | £900/\$1350/€1125 |
| 19 | Middle East & Africa Pay TV Operator Forecasts | August | £900/\$1350/€1125 |
| 20 | Latin America Pay TV Operator Forecasts | August | £900/\$1350/€1125 |
| 21 | North America Pay TV Operator Forecasts | September | £500/\$750/€625 |
| 22 | Eastern Europe Pay TV Operator Forecasts | September | £900/\$1350/€1125 |
| 23 | Western Europe Pay TV Operator Forecasts | September | £900/\$1350/€1125 |
| 24 | Global Pay TV Operator Forecasts | October | £1500/\$2250/€1875 |
| 25 | Middle East & Africa SVOD Forecasts | October | £900/\$1350/€1125 |
| 26 | Asia Pacific SVOD Forecasts | October | £900/\$1350/€1125 |
| 27 | Latin America SVOD Forecasts | November | £900/\$1350/€1125 |
| 28 | North America SVOD Forecasts | November | £500/\$750/€625 |
| 29 | Eastern Europe SVOD Forecasts | November | £900/\$1350/€1125 |
| 30 | Western Europe SVOD Forecasts | December | £900/\$1350/€1125 |
| 31 | Global SVOD Forecasts | December | £1500/\$2250/€1875 |

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January 2016

| UK Digital TV Data | | | | | | |
|---|---------------|---------------|---------------|---------------|-------------|-------------|
| Platform universe (000) | | | | | | |
| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
| TV households | 26,224 | 26,201 | 26,452 | 26,197 | 26,130 | 26,034 |
| Digital satellite | 11,012 | 11,509 | 11,462 | 11,429 | 10,997 | 11,137 |
| Digital cable | 3,997 | 3,822 | 4,029 | 4,137 | 4,037 | 3,933 |
| Digital terrestrial | 18,376 | 20,075 | 19,633 | 19,327 | 18,888 | 18,579 |
| Total digital | 24,574 | 25,711 | 26,452 | 26,197 | 26,130 | 26,034 |
| Analog cable | 25 | 0 | 0 | 0 | 0 | 0 |
| Analog satellite | 108 | 0 | 0 | 0 | 0 | 0 |
| Analog terrestrial | 1,557 | 490 | 0 | 0 | 0 | 0 |
| Total analog | 1,690 | 490 | 0 | 0 | 0 | 0 |
| <i>Source: BARB</i> | | | | | | |
| Sky UK & Ireland operational results (000) | | | | | | |
| | Dec-12 | Dec-13 | Dec-14 | Sep-15 | | |
| Retail | 10,742 | 11,330 | 11,750 | 12,078 | | |
| Wholesale | 3,751 | 3,624 | 4,080 | 4,051 | | |
| Total customers | 14,493 | 14,954 | 15,830 | 16,129 | | |
| Paid-for products | 29,513 | 33,307 | 36,555 | 38,795 | | |
| Monthly ARPU | £45 | £46 | £47 | £47 | | |
| Churn | 10.4% | 10.8% | 9.2% | 9.8% | | |
| <i>Source: Sky</i> | | | | | | |
| Virgin Media UK operating highlights | | | | | | |
| | 2010 | 2011 | 2012 | 2013 | 2014 | 3Q15 |
| TV subscribers (000) | 3,779 | 3,763 | 3,796 | 3,750 | 3,760 | 3,726 |
| DVR subscribers (000) | 1,280 | | | | | |
| TiVo subscribers (000) | | 435 | 1,332 | 2,000 | 2,500 | 3,000 |
| Broadband subs (000) | 4,011 | 4,103 | 4,272 | 4,376 | 4,537 | 4,626 |
| Telephony subs (000) | 4,162 | 4,133 | 4,179 | 4,136 | 4,217 | 4,254 |
| Double-play subs (000) | 1,103 | 1,070 | 20.5% | 18.5% | 17.6% | 18.1% |
| Triple-play subs (000) | 3,024 | 3,062 | 64.9% | 65.7% | 65.9% | 65.5% |
| Quad-play subs (000) | | | | 16.3% | 17.0% | 17.2% |
| Cable RGUs (000) | 11,952 | 11,999 | 12,247 | 12,262 | 12,514 | 12,606 |
| Cable customers (000) | 4,800 | 4,806 | 4,894 | 4,909 | 5,017 | 5,060 |
| Cable products per customer | 2.49 | 2.50 | 2.50 | 2.50 | 2.49 | 2.49 |
| Monthly ARPU* (£) | £47.51 | £47.85 | £48.87 | £48.21 | £49.36 | £49.77 |
| <i>*For final quarter of year. Across TV, broadband and telephony</i> | | | | | | |
| <i>Source: Virgin Media</i> | | | | | | |



| UK Digital TV Data | | |
|--------------------------------------|-----------------------|----------------|
| BT TV installed base (000) | | |
| Dec-10 | 545 | |
| Dec-11 | 679 | |
| Dec-12 | 770 | |
| Dec-13 | 956 | |
| Dec-14 | 1,090 | |
| Sep-15 | 1,300 | |
| <i>Source: BT</i> | | |
| TalkTalk operating data (000) | | |
| | Broadband subs | TV subs |
| Dec-12 | 3,840 | 80 |
| Dec-13 | 4,035 | 732 |
| Dec-14 | 4,236 | 1,332 |
| Sep-15 | 4,097 | 1,439 |
| <i>Source: TalkTalk</i> | | |

| Sweden digital TV data | | | | | | |
|--|--------------|--------------|--------------|--------------|--------------|--------------|
| Gross TV subscriptions by platform (000) | | | | | | |
| | 2010 | 2011 | 2012 | 2013 | 2014 | 1H15 |
| Cable | 2,362 | 2,356 | 2,414 | 2,386 | 2,277 | 2,266 |
| <i>Of which digital</i> | 993 | 1,029 | 1,000 | 913 | 751 | 727 |
| <i>Of which analog</i> | 1,369 | 1,327 | 1,414 | 1,475 | 1,526 | 1,539 |
| Pay DTT | 636 | 607 | 594 | 578 | 565 | 547 |
| Digital satellite | 652 | 648 | 642 | 636 | 628 | 617 |
| IPTV | 460 | 540 | 652 | 742 | 867 | 910 |
| <i>Of which DSL</i> | 269 | 280 | 284 | 277 | 271 | 255 |
| <i>Of which fiber</i> | 190 | 260 | 368 | 465 | 596 | 655 |
| SMATV | 287 | 269 | 272 | 251 | 220 | 209 |
| Net total | 4,397 | 4,421 | 4,574 | 4,594 | 4,558 | 4,548 |
| Gross total | 5,135 | 5,192 | 5,297 | 5,266 | 5,214 | 5,197 |
| Digital TV subs | 2,741 | 2,824 | 2,888 | 2,869 | 2,811 | 2,801 |
| Double-play TV/telephony | 19 | 20 | 17 | 15 | 14 | 13 |
| Double-play TV/broadband | 66 | 86 | 103 | 125 | 171 | 158 |
| Triple-play with TV | 520 | 607 | 634 | 615 | 603 | 571 |
| Quad-play | 8 | 16 | 16 | 13 | 14 | 13 |
| <i>Source: PTS</i> | | | | | | |
| Share of pay TV subscribers by operator (%) | | | | | | |
| | 2010 | 2011 | 2012 | 2013 | 2014 | 1H15 |
| Com Hem | 40.1 | 39.4 | 38.4 | 38.3 | 38.0 | 37.9 |
| Telenor/CD | 12.6 | 12.4 | 13.0 | 13.4 | 18.3 | 17.5 |
| Telia Sonera | 10.2 | 11.7 | 12.7 | 14.1 | 15.5 | 15.8 |
| Boxer | 14.5 | 13.7 | 13.0 | 12.6 | 12.5 | 12.0 |
| Viasat | 7.6 | 7.7 | 7.3 | 7.2 | 7.0 | 7.7 |
| Tele 2 | 6.2 | 6.1 | 6.6 | 5.3 | - | - |
| SMATV | 6.5 | 6.1 | 6.0 | 5.5 | 4.9 | 4.6 |
| Other | 2.3 | 2.8 | 2.9 | 3.5 | 3.9 | 4.5 |
| <i>Source: PTS</i> | | | | | | |

| Sweden digital TV data | | | | | | |
|--|-------------|-------------|-------------|-------------|-------------|---------------|
| Com Hem operational data (000) | | | | | | |
| | 2010 | 2011 | 2012 | 2013 | 2014 | Sep-15 |
| Connected households | 1,759 | 1,739 | 1,749 | 1,817 | 1,876 | 1,942 |
| Digital TV subs | 620 | 658 | 612 | 597 | 618 | 631 |
| <i>Of which Tivo</i> | | | | 38 | 164 | 213 |
| Broadband subs | 537 | 551 | 543 | 558 | 612 | 648 |
| Telephony subs | 371 | 376 | 348 | 327 | 337 | 331 |
| Customers | 841 | 861 | 828 | 830 | 876 | 903 |
| RGUs | 1,528 | 1,585 | 1,502 | 1,482 | 1,566 | 1,610 |
| Triple-play subs | 273 | 292 | 264 | 236 | | |
| <i>Double-play %</i> | | | 17 | 20 | | |
| <i>Triple-play %</i> | | | 32 | 28 | | |
| Digital TV ARPU (SEK) | 213 | 225 | 234 | 233 | | |
| Blended ARPU (SEK) | 340 | 357 | 363 | 356 | 361 | 363 |
| <i>Source: Com Hem</i> | | | | | | |
| Viasat Nordic pay TV operations (000) | | | | | | |
| | 2010 | 2011 | 2012 | 2013 | 2014 | 3Q15 |
| <i>Denmark</i> | 106 | 104 | 98 | 92 | 86 | 83 |
| <i>Finland</i> | 46 | 45 | 42 | 40 | 36 | 33 |
| <i>Norway</i> | 159 | 153 | 131 | 118 | 111 | 106 |
| <i>Sweden</i> | 352 | 336 | 321 | 309 | 293 | 281 |
| Premium satellite TV subs | 663 | 638 | 592 | 559 | 526 | 503 |
| <i>of which ViasatPlus</i> | 158 | 188 | 192 | | | |
| <i>of which multiroom</i> | 235 | 250 | 250 | 235 | | |
| <i>of which HD</i> | 210 | 297 | 341 | 358 | | |
| Basic satellite TV subs | 43 | 38 | 46 | 40 | 33 | 19 |
| Wholesale cable and IPTV subs | 394 | 421 | 427 | 418 | 456 | 469 |
| Annualized ARPU (SEK) | 4,555 | 4,791 | 4,988 | 5,075 | 5,254 | 5,257 |
| <i>Source: Modern Times Group. Country by country estimates by Digital TV Research</i> | | | | | | |
| Canal Digital subscribers by country (000) | | | | | | |
| | 2011 | 2012 | 2013 | 2014 | 3Q15 | |
| Norway | 499 | 489 | 481 | 468 | 460 | |
| Sweden | 310 | 307 | 308 | 310 | 309 | |
| Finland | 49 | 50 | 52 | 53 | 54 | |
| Denmark | 108 | 98 | 88 | 81 | 77 | |
| Total | 965 | 945 | 929 | 912 | 900 | |
| ARPU (NOK) | | 354 | 373 | 377 | 390 | |
| <i>Source: Canal Digital</i> | | | | | | |



| Sweden digital TV data | | | | | | |
|-------------------------------------|-------|-------|-------|-------|-------|-------|
| Teliasonera subscriber growth (000) | | | | | | |
| | 2010 | 2011 | 2012 | 2013 | 2014 | 3Q15 |
| Sweden broadband | 1,129 | 1,149 | 1,175 | 1,208 | 1,275 | 1,296 |
| Sweden TV | 450 | 515 | 580 | 641 | 697 | 713 |
| Sweden TV ARPU SEK | | | 156 | 159 | 161 | 170 |
| Finland broadband | 476 | 491 | 501 | 532 | 561 | 529 |
| Finland TV | 218 | 355 | 403 | 436 | 481 | 491 |
| Finland TV ARPU € | | | 8.7 | 8.9 | 8.8 | 8.9 |
| Norway broadband | 195 | 188 | 184 | 0 | 0 | 0 |
| Norway TV | 6 | 7 | 12 | 0 | 0 | 0 |
| Denmark broadband | 67 | 80 | 87 | 99 | 114 | 129 |
| Denmark TV | 5 | 10 | 14 | 18 | 20 | 26 |
| Denmark TV ARPU DKK | | | 322 | 345 | 392 | 357 |
| <i>Source: Teliasonera</i> | | | | | | |

| Revenues for the main European cable operators (€ million) | | | | | | |
|---|--|-------------|-------------|-------------|-------------|-------------|
| Rank | Company | 2010 | 2011 | 2012 | 2013 | 2014 |
| 1 | Liberty Global Europe plc ⁽¹⁾ | 3,326.9 | 3,161.4 | 3,609.7 | 4,310.4 | 4,931.6 |
| 2 | Numericable-SFR ⁽²⁾ | 1,274.6 | 1,350.2 | 1,305.6 | 1,319.6 | 2,170.0 |
| 3 | Kabel Deutschland (cons.) ⁽³⁾ | 1,611.2 | 1,711.8 | 1,842.5 | 1,911.3 | 2,021.0 |
| 4 | Grupo Corporativo ONO ⁽⁴⁾ | 1,471.7 | 1,485.0 | 1,573.0 | 1,598.0 | n.a. |
| 5 | Ziggo N.V. ⁽⁵⁾ | 1,375.7 | 1,478.2 | 1,536.9 | 1,564.8 | n.a. |
| 6 | NOS SGPS ⁽⁶⁾ | 785.8 | 757.9 | 766.6 | 924.8 | 1,323.3 |
| 7 | Elisa | 1,174.9 | 1,366.3 | 1,380.3 | 1,311.0 | 1,317.1 |
| 8 | Publifin (cons.) ⁽⁷⁾ | 554.9 | 653.1 | 743.9 | 808.6 | 919.4 |
| 9 | DNA Oy (cons.) | 694.2 | 731.4 | 771.6 | 768.8 | 833.5 |
| 10 | TDC | n.a. | n.a. | n.a. | 554.9 | 568.0 |
| 11 | RCS&RDS S.A. | 456.6 | 518.6 | 520.0 | 509.7 | 566.7 |
| 12 | Rostelecom | n.a. | n.a. | n.a. | 282.0 | 287.4 |
| 13 | Get AS ⁽⁸⁾ | 209.9 | 232.9 | 275.1 | 266.8 | 287.1 |
| 14 | Telia Stofa | 146.7 | 150.9 | 180.0 | 189.9 | 238.2 |
| 15 | Com Hem | n.a. | n.a. | n.a. | 197.9 | 190.9 |
| 16 | Blizoo Media | 33.4 | 51.1 | 48.5 | 49.0 | 47.2 |
| 17 | Dansk Kabel TV A/S | 76.9 | 78.6 | 72.9 | 41.3 | 50.6 |
| (1) The accounts of Liberty Global Europe plc are published in USD. The total revenues include operations in Chile. | | | | | | |
| (2) In June 2014, Numericable Group merged with SFR. In December 2014 Numericable-Fr acquired Virgin Mobile | | | | | | |
| (3) Kabel Deutschland was acquired by Vodafone with the deal approved in December 2013 and finalised on 29 January 2014. | | | | | | |
| (4) ONO was acquired by Vodafone in July 2014. | | | | | | |
| (5) In January 2014 Liberty Global has announced the takeover of Ziggo N.V. for approximately EUR 10 billions. | | | | | | |
| (6) After the merger with Optimus in 2013, Zon Multimedia was rebranded NOS SGPS in 2014. "Telco" revenues only. | | | | | | |
| (7) Formerly Tecteo Group. | | | | | | |
| Acquired by TDC in 2014. | | | | | | |
| <i>Source: European Audiovisual Observatory</i> | | | | | | |

| The 50 leading European television groups by revenues (€ million) | | | | | | | |
|--|--|---------|-------|-------|-------|-------|--------|
| Rank | Company | Country | 2010 | 2011 | 2012 | 2013 | 2014 |
| 1 | Sky ⁽¹⁾ | GB | 7,581 | 8,073 | 8,780 | 9,144 | 13,119 |
| 2 | ARD | DE | 6,450 | 6,375 | 6,353 | 6,427 | 6,942 |
| 3 | BBC (Group) | GB | 5,820 | 5,861 | 6,292 | 5,965 | 5,961 |
| 4 | RTL Group | LU | 5,543 | 5,772 | 5,998 | 5,824 | 5,808 |
| 5 | Groupe Canal Plus (Vivendi) | FR | 4,712 | 4,857 | 5,013 | 5,311 | 5,456 |
| 6 | Liberty Global ⁽²⁾ | US | 3,327 | 3,161 | 3,610 | 4,310 | 4,932 |
| 7 | Gruppo Mediaset | IT | 4,293 | 4,250 | 3,721 | 3,415 | 3,414 |
| 8 | ITV plc | GB | 2,200 | 2,466 | 2,559 | 2,853 | 3,216 |
| 9 | France Télévisions | FR | 3,137 | 3,126 | 3,153 | 3,054 | 3,018 |
| 10 | ProSiebenSat.1 Media SE ⁽³⁾ | DE | 3,012 | 2,756 | 2,969 | 2,605 | 2,876 |
| 11 | RAI | IT | 2,821 | 2,825 | 2,625 | 2,562 | 2,595 |
| 12 | ZDF | DE | 2,058 | 2,057 | 2,033 | 2,066 | 2,254 |
| 13 | TF1 Group | FR | 2,827 | 2,438 | 2,695 | 2,086 | 2,096 |
| 14 | Modern Times Group | SE | 1,460 | 1,512 | 1,554 | 1,595 | 1,731 |
| 15 | Ziggo N.V. ⁽⁴⁾ | NL | 1,376 | 1,478 | 1,537 | 1,565 | n.a. |
| 16 | Vodafone ONO SA | ES | 1,472 | 1,485 | 1,573 | 1,598 | 1,449 |
| 17 | Prisa ⁽⁵⁾ | ES | 1,281 | 1,229 | 1,251 | 1,511 | 1,408 |
| 18 | SSR SRG | CH | 1,170 | 1,335 | 1,356 | 1,312 | 1,359 |
| 19 | Numericable-SFR ⁽⁶⁾ | FR | 1,275 | 1,350 | 1,306 | 1,320 | n.a. |
| 20 | Elisa | FI | 1,175 | 1,366 | 1,380 | 1,311 | 1,317 |
| 21 | Kabel Deutschland ⁽⁷⁾ | DE | 1,611 | 1,712 | 1,843 | 1,911 | 1,173 |
| 22 | Channel 4 | GB | 1,094 | 1,124 | 1,106 | 1,084 | 1,165 |
| 23 | ORF | AT | 971 | 992 | 1,002 | 1,008 | 1,014 |
| 24 | Publifin ⁽⁸⁾ | BE | 555 | 653 | 744 | 809 | 919 |
| 25 | RTVE | ES | 1,149 | 1,155 | 928 | 856 | 859 |
| 26 | NPO | NL | 857 | 856 | 865 | 834 | 855 |
| 27 | DNA Oy | FI | 694 | 731 | 772 | 769 | 834 |
| 28 | Atresmedia | ES | 657 | 634 | 592 | 678 | 734 |
| 29 | QVC Deutschland (est.) | DE | 721 | 825 | 778 | 774 | 731 |
| 30 | Cyfrowy Polsat ⁽⁹⁾ | PL | 374 | 535 | 679 | 701 | n.a. |
| 31 | NRK | NO | 607 | 635 | 691 | 683 | 653 |
| 32 | Home Shopping Europe (e.) | DE | 439 | 470 | 551 | 550 | 600 |
| 33 | Discovery Comms Euro | US | 425 | 452 | 479 | 522 | 580 |
| 34 | Danmarks Radio | DK | 518 | 519 | 532 | 561 | 579 |
| 35 | TDC ⁽¹⁰⁾ | DK | n.a. | n.a. | n.a. | 555 | 568 |
| 36 | RCS & RDS SA | RO | 457 | 519 | 520 | 510 | 567 |
| 37 | TRT | TR | 632 | 567 | 649 | 621 | 564 |
| 38 | QVC Ltd | GB | 454 | 467 | 483 | 500 | 550 |
| 39 | Central European Media Ent | BM | 551 | 668 | 585 | 502 | 513 |
| 40 | Sveriges Television AB | SE | 436 | 462 | 505 | 505 | 505 |

| The 50 leading European television groups by revenues (€ million) | | | | | | | |
|--|-----------------------|---------|------|------|------|------|------|
| Rank | Company | Country | 2010 | 2011 | 2012 | 2013 | 2014 |
| 41 | YLE | FI | 420 | 433 | 456 | 469 | 476 |
| 42 | VGTRK | RU | 495 | 587 | 645 | 692 | 467 |
| 43 | VRT | BE | 452 | 420 | 446 | 449 | 454 |
| 44 | TV4 AB | SE | 324 | 398 | 450 | 486 | 451 |
| 45 | Pervyi Kanal | RU | 601 | 693 | 726 | 655 | 441 |
| 46 | ARTE | FR | 341 | 361 | 378 | 408 | 404 |
| 47 | TV2 AS | NO | 306 | 366 | 440 | 392 | 391 |
| 48 | PTH Group | PL | 629 | 443 | 387 | 374 | 381 |
| 49 | Telewizja Polska S.A. | PL | 453 | 384 | 349 | 362 | 366 |
| 50 | TVN S.A. | PL | 421 | 859 | 353 | 357 | 350 |
| (1) Year ended June n+1. Takeover of Sky Italia and Sky Deutschland in 2014. | | | | | | | |
| (2) Includes video revenues of cable systems. | | | | | | | |
| (3) The conversion of ProSiebenSat.1 Media AG into a European Stock Corporation (Societas Europaea/SE) was concluded on 07/07/2015. | | | | | | | |
| (4) Acquired by Liberty Global in 2014. | | | | | | | |
| (5) The remaining shares of Canal+ Spain held by PRISA were sold to Telefonica in 2015. | | | | | | | |
| (6) Merger between SFR and Numericable in 2014. | | | | | | | |
| (7) Acquired by Vodafone in 2013. | | | | | | | |
| (8) Formerly Tecteo. | | | | | | | |
| (9) Details of TV revenues not disclosed anymore following the acquisition of Polkomtel. | | | | | | | |
| (10) Includes video revenues of cable systems. | | | | | | | |
| Source: European Audiovisual Observatory | | | | | | | |

| TV advertising expenditure in the European Union (€ million) | | | | | | | |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------------|
| Country | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 14/13 |
| Austria | 602.8 | 647.5 | 698.6 | 749.1 | 819.9 | 907.6 | 10.7% |
| Belgium | 910.1 | 990.0 | 974.1 | 925.7 | 905.0 | 899.2 | -0.6% |
| Bulgaria | 239.6 | 240.0 | 260.3 | 297.2 | 351.1 | 369.7 | 5.3% |
| Croatia | 118.8 | 107.6 | 105.9 | 96.2 | 93.8 | 96.4 | 2.8% |
| Cyprus | 62.6 | 59.1 | 47.5 | 35.5 | 28.4 | 32.7 | 15.1% |
| Czech | 357.1 | 358.9 | 376.3 | 367.9 | 328.7 | 322.6 | -1.9% |
| Denmark | 276.5 | 302.9 | 337.8 | 315.7 | 296.5 | 291.1 | -1.8% |
| Estonia | 7.1 | 21.1 | 22.9 | 22.3 | 24.1 | 25.0 | 3.7% |
| Finland | 263.6 | 295.6 | 314.4 | 311.2 | 305.8 | 294.4 | -3.7% |
| France | 3,449.8 | 3,836.7 | 3,898.0 | 3,720.8 | 3,589.2 | 3,592.5 | 0.1% |
| Germany | 4,003.6 | 4,349.1 | 4,379.1 | 4,441.5 | 4,537.6 | 4,718.1 | 4.0% |
| Greece | 679.0 | 524.8 | 509.7 | 422.5 | 514.3 | 580.0 | 12.8% |
| Hungary | 234.6 | 198.0 | 214.1 | 200.7 | 233.1 | 298.5 | 28.1% |
| Ireland | 277.0 | 283.2 | 293.2 | 274.9 | 269.8 | 286.5 | 6.2% |
| Italy | 4,358.9 | 4,774.7 | 4,624.3 | 3,917.5 | 3,526.8 | 3,510.1 | -0.5% |
| Latvia | 29.3 | 29.1 | 31.0 | 32.0 | 32.5 | 33.2 | 2.2% |
| Lithuania | 41.8 | 44.2 | 46.8 | 47.5 | 47.1 | 46.0 | -2.3% |
| Luxembourg | 15.0 | 15.0 | 14.8 | 13.9 | 15.5 | 12.6 | -19% |
| Malta | 7.1 | 7.5 | 7.4 | 7.1 | 7.0 | 9.5 | 35.7% |
| Netherlands | 791.5 | 875.4 | 914.8 | 864.5 | 836.0 | 864.4 | 3.4% |
| Poland | 655.6 | 929.4 | 965.9 | 884.9 | 1,010.1 | 973.6 | -3.6% |
| Portugal | 1,301.4 | 1,405.1 | 1,382.0 | 1,265.8 | 1,462.1 | 1,701.2 | 16.4% |
| Romania | 227.1 | 250.2 | 213.6 | 175.8 | 165.0 | 185.2 | 12.2% |
| Slovakia | 495.5 | 510.9 | 604.0 | 695.8 | 780.8 | 826.1 | 5.8% |
| Slovenia | 157.1 | 60.9 | 72.5 | 76.3 | 108.0 | 115.9 | 7.3% |
| Spain | 2,377.8 | 2,471.9 | 2,237.2 | 1,815.3 | 1,703.4 | 1,890.4 | 11.0% |
| Sweden | 502.2 | 598.2 | 693.8 | 748.1 | 755.8 | 697.1 | -7.8% |
| UK | 4,163.9 | 5,004.2 | 5,044.1 | 5,438.4 | 5,287.2 | 5,836.0 | 10.4% |
| EUR 28 | 26,606.4 | 29,191.2 | 29,284.1 | 28,164.1 | 28,034.6 | 29,415.6 | 4.9% |
| <i>Source: Warc and IP Key Facts (for Luxembourg) / European Audiovisual Observatory</i> | | | | | | | |