

Spotify- Leading music streaming service providers

This slide overviews Spotify's segmentation, targeting, and positioning strategy. It also includes the target audience details such as location, age, gender, spendtime, etc.

About Spotify

Started in April 2006, Spotify is a Swedish audio streaming and media services provider

It is one of the largest music streaming service providers, with over 433 million monthly active users, including 188 million paying subscribers, as of June 2022

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Target Audience

Location - Global (more users in Europe)

Age - young adults (Millennials and Gen Z)

Gender - 50% female to 44% male

Spend almost 118 minutes a day listening to Spotify

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Spotify's Global Music Streaming Market Share (Q1, 2023)



Spotify STP

Segmentation	People with smartphones, gadgets, and have access to the internet
Target Market	People seeking free high-quality music in a variety of languages
Positioning	offers millions of songs for free on various devices with the option to upgrade

Spotify Guide Customer Service

H Kauffman



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