

The State of the Digital Video/OTT Market

Spring 2025

## **Executive Summary**

Houlihan Lokey is pleased to present its latest Digital Video Sector Update.

Winners in the race for subscription video-on-demand (SVOD) dominance are beginning to emerge, but new fronts in the battle for streaming have opened. Audiences remain value-oriented—which has led to a rapid expansion of ad-supported pricing models, a hyper-competitive environment for sports rights, unique bundles, new content formats, and continued elevated content spend. While less is written about it, streaming wars are also being waged between long-form platforms and content (Netflix, Disney, Max, etc.) and short-form video platforms (YouTube, TikTok, Instagram), with YouTube being the only media platform that has both long-form and short-form content offerings. This market is highly dynamic, and we look forward to discussing the content of this report with you. Please reach out to a team member listed on the right to schedule a call.

### Topics Covered in This Report



Overview of Houlihan Lokey and our team's credentials, including our deal track record and relevant industry expertise.



Key industry observations.



Houlihan Lokey's proprietary digital video landscape.



Current market and valuation environment, including public market performance and recent M&A/financing dashboard.

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### **About Our Firm**

Houlihan Lokey, Inc. (NYSE:HLI) is a leading global investment bank with expertise in mergers and acquisitions, capital solutions, financial restructuring, and financial and valuation advisory.

Our firm is the trusted advisor to more top decision-makers than any other independent global investment bank.

#### **CORPORATE FINANCE**

2024 M&A Advisory Rankings All Global Transactions

	Advisor	Deals
1	Houlihan Lokey	415
2	Rothschild	406
3	Goldman Sachs	371
4	JP Morgan	342
5	Morgan Stanley	309

Source: LSEG (formerly Refinitiv). Excludes accounting firms and brokers.

No. 1

Global M&A Advisor

## Leading

Capital Solutions Advisor

#### FINANCIAL RESTRUCTURING

2024 Global Distressed Debt & Bankruptcy Restructuring Rankings

	Advisor	Deals
1	Houlihan Lokey	88
2	PJT Partners	59
3	Rothschild	48
4	Lazard	44
5	Perella Weinberg Partners	40

Source: LSEG (formerly Refinitiv).

No. 1

Global Restructuring Advisor

1,800+

Restructuring Transactions Completed Valued at More Than \$3.8 Trillion Collectively

#### FINANCIAL AND VALUATION ADVISORY

2000–2024 Global M&A Fairness Advisory Rankings

	Advisor	Deals
1	Houlihan Lokey	1,243
2	Duff & Phelps, A Kroll Business	1,045
3	JP Morgan	1,020
4	UBS	792
5	Morgan Stanley	698

Source: LSEG (formerly Refinitiv). Announced or completed transactions.

No. 1

Global M&A Fairness Opinion Advisor Over the Past 25 Years

2,000+

Annual Valuation Engagements



Learn more about how our advisors can serve your needs:

Corporate Finance



Financial and Valuation Advisory



Our Industry Coverage





**AMERICAS** 

Atlanta Los Angeles **Baltimore** Miami Minneapolis Boston Charlotte New York San Francisco Chicago Dallas São Paulo Washington, D.C. Houston

EUROPE AND **MIDDLE EAST** 

Amsterdam Antwerp Dubai Frankfurt London Madrid Manchester Milan Munich

Paris Stockholm Tel Aviv Zurich

ASIA-**PACIFIC** 

Beijing Gurugram Hong Kong SAR Mumbai

Shanghai Singapore Sydney Tokyo

#### **Fully Integrated Global Capital Solutions and Financial Sponsor Coverage Teams**

#### **GLOBAL CAPITAL SOLUTIONS**

#### 170+

Professionals Across 15 Offices in Six Countries

## ~\$23B+

Capital Raised and Advised in 2024

### Senior-Level

Contact Into All Major Investors

#### **FINANCIAL SPONSOR COVERAGE**

#### 27

Senior Officers Dedicated to the Sponsor Community in the Americas and Europe

## 1,900 +

Sponsors Covered, Providing Critical Knowledge of Buyer Behavior

#### +008

Companies Sold to Financial Sponsors Over the Past Five Years

## Houlihan Lokey Is the No. 1 Global Technology M&A Advisor

#### LEADING GLOBAL M&A ADVISOR

2024 M&A Advisory Rankings All Global Transactions

	Advisor	Deals
1	Houlihan Lokey	415
2	Rothschild	406
3	Goldman Sachs	371
4	JP Morgan	342
5	Morgan Stanley	309

Source: LSEG (formerly Refinitiv). Excludes accounting firms and brokers.

No. 1 M&A Advisor Globally

No. 1

M&A Advisor to Privately Held Mid-Cap Companies

2024 M&A Advisory Rankings Global Transactions Under \$1 Billion

	Advisor	Deals
1	Houlihan Lokey	408
2	Rothschild	374
3	Goldman Sachs	233
4	JP Morgan	208
5	Jefferies	206

Source: LSEG (formerly Refinitiv). Excludes accounting firms and brokers.

1,700+

M&A Transactions Under \$1 Billion in the Past Five Years

#### PREEMINENT TECHNOLOGY M&A FRANCHISE

2024 M&A Advisory Rankings All Global Technology Transactions

	Advisor	Deals
1	Houlihan Lokey	101
2	Goldman Sachs	98
3	JP Morgan	93
4	Morgan Stanley	81
5	Rothschild	65

Source: LSEG (formerly Refinitiv). Excludes accounting firms and brokers.

2024 M&A Advisory Rankings U.S. Technology Transactions Under \$1 Billion

	Advisor	Deals
1	Houlihan Lokey	50
2	Moelis	43
3	William Blair	38
4	JP Morgan	37
5	Raymond James Financial	33

Source: LSEG (formerly Refinitiv).

140 +35 No. 1 Technology M&A Technology Finance Subverticals Advisor Globally Professionals Globally Covered



## **Extensive History Advising Digital Media Companies**

## Houlihan Lokey professionals have unparalleled experience advising digital media companies across a wide range of transactions.































































VIANT

TimeInc.



































































## We invite you to join us at ONE Houlihan Lokey!

#### Conference



May 13-15, 2025



New York Marriott Marquis



Business Services | Industrials | Oil and Gas



Consumer | Healthcare



Financial Services | FinTech | Tech



Unable to participate in the NYC event? **Join us in London, November 18–20.** 

Houlihan Lokey is proud to announce the largest showcase of dynamic businesses through a series of multiday conferences in 2025, one of which will be hosted at the New York Marriott Marquis this May. This premier event will bring together the brightest minds in their industries and offer unmatched opportunities for networking, relationship building, and knowledge sharing.

This event will highlight key themes from across more than 160 sectors within multiple industries and services, including:

- Business Services
- Capital Solutions
- Consumer
- Energy
- Financial Services

- Financial Sponsors
- FinTech
- Healthcare
- Industrials
- Tech

ONE Houlihan Lokey is designed to connect decision-makers, highlight cutting-edge insights, and enable meaningful discussions amid evolving market dynamics. Across all three days, we look forward to welcoming you for:

- Powerful Insights: Hear from a multitude of presenting companies spearheading change in their respective industries.
- Unparalleled Networking Opportunities: Engage with thousands of attendees from across global markets.
- Meaningful Engagement: Targeted one-on-one meetings will offer exclusive opportunities for connecting with senior capital providers.

# Conference Highlights

450+

100+

Participating Companies

Panel Discussions

8 to 10

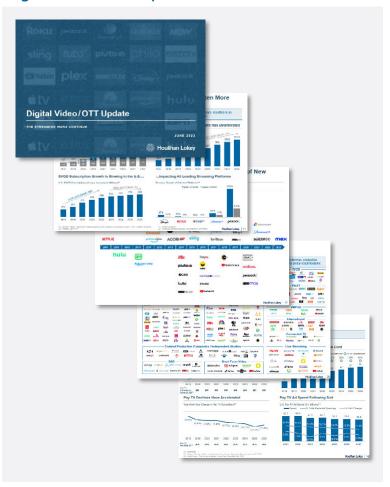
Targeted One-on-One Meetings Per Participating Company



## Houlihan Lokey Is at the Forefront of Thought Leadership Across Digital Video and Digital Media

Houlihan Lokey is highly active and up to date with the latest market trends across the OTT and broader media and entertainment ecosystem.

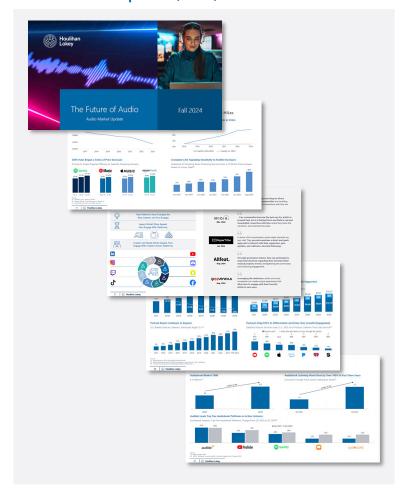
#### Digital Video/OTT Update (2023)



#### **Sports Market Update** (2024)



#### Audio Market Update (2024)







After years of extraordinary matured and consolidated; expect further consolidation

over the near term.





Industry headwinds have caused streamers to rethink strategies (business model, content, and pricing); now seeing green shoots from these efforts.



Rapid shift to AVOD, FAST, and hybrid models as streamers look to profitable growth and capitalize on strong user demand.

The shift from linear to

streaming wars are being

streaming continues, and the

fought across multiple fronts.



Streamers are adjusting content strategies to improve value props and achieve greater profitability.



Heavyweight battle for sports rights among media and tech giants will define winners and losers.



Short-form video is taking a share of screen time and will be the next major battleground for streamers.

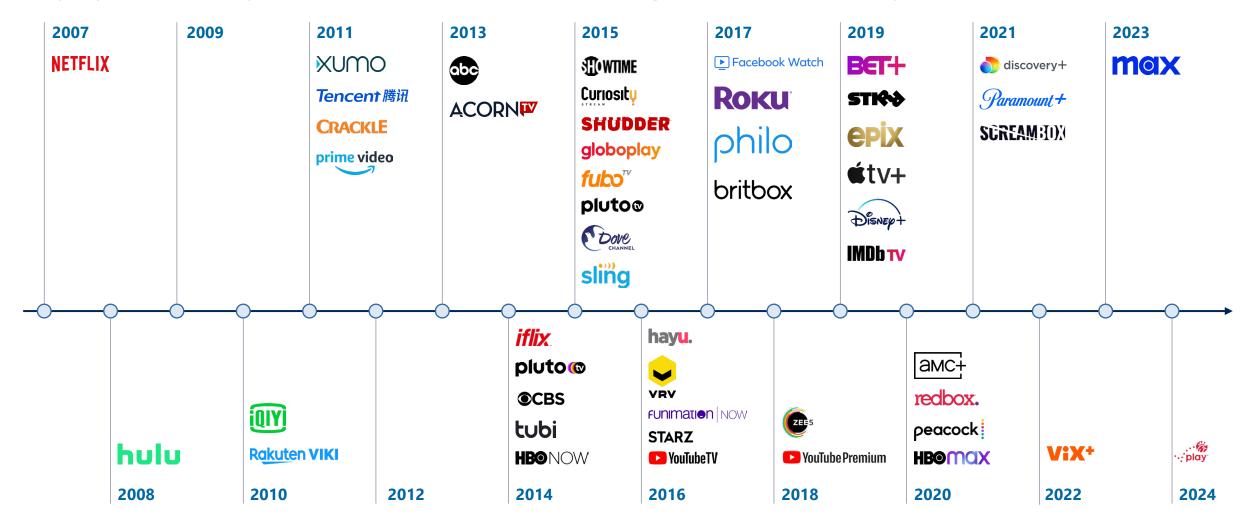


As the video landscape becomes increasingly complex, B2B software solutions are more missioncritical than ever before.



## Enthusiasm Over SVOD/OTT Has Fueled the Proliferation of New Streaming Services...

Every major media company has either launched or acquired a DTC streaming platform over the past 10+ years.



## And Has Been a Catalyst for Strategic M&A...

#### **Featured Transactions**



acquires





acquires

21ST CENTURY FOX

acquires minority stakes from AT&T and Comcast for





full control of





acquires

acquires AVOD platform

FOX



2020



acquires





acquires





merges with





acquires remaining minority stake from the MLB of





acquires





acquires

**MX**PLAYER





DIRECTV

Pre-2010

2017

2019

2021

2022

2023

2024





acquires majority stake in



MODEIN

acquires



MODEIN

acquires





acquires free live TV and AVOD platform







merges with





acquires





acquires





acquires Comcast's remaining 33% stake in





acquires a 50% stake in





acquires

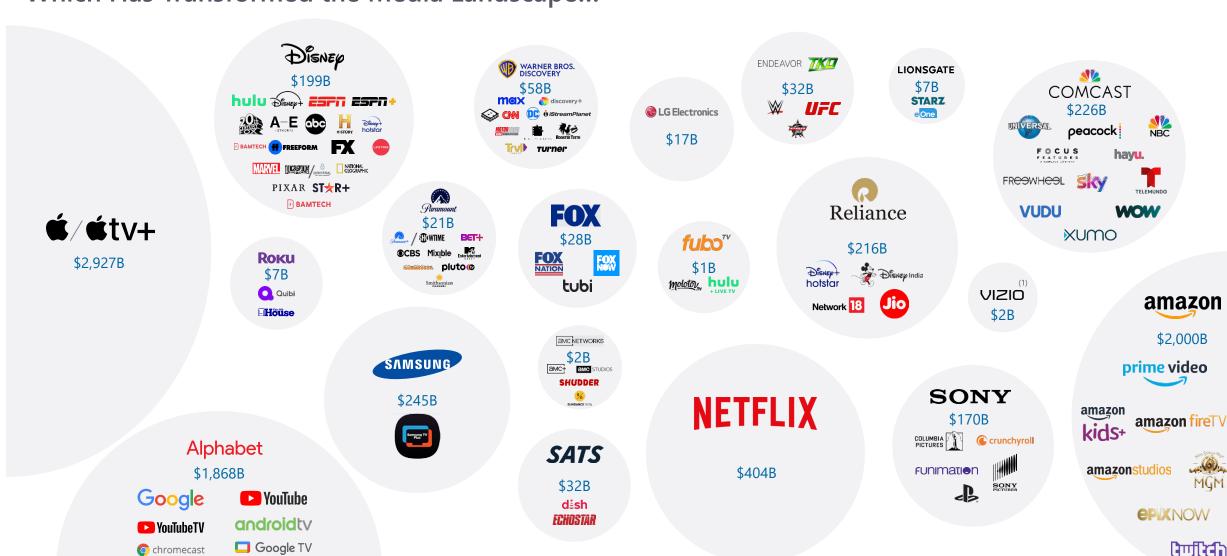




hulu



## Which Has Transformed the Media Landscape...

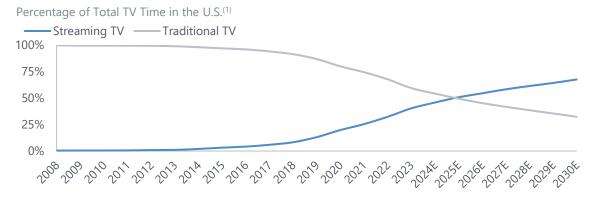


Circle size is proportional to Enterprise Value (figures in US\$).



## And Continues to Disrupt Pay TV

#### **Traditional Versus Streaming TV Breakdown**



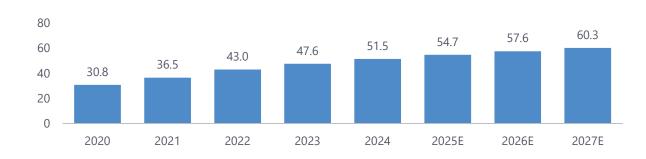
#### **Pay TV Declines Have Accelerated**

Year-Over-Year Change in Pay TV Subscribers<sup>(1)</sup>



#### Households Continue to Cut the Cord

U.S. Cord-Cutter Households (in Millions)(2)



#### Consumer Spend Is Shifting From Linear TV to Streaming

\$ in Billions; Figures Represent U.S. Market Only<sup>(3)</sup>



<sup>(1)</sup> Company data, UBS, Nielsen.

<sup>(2)</sup> Broadband Search.

<sup>(3)</sup> Global Entertainment, Media & Telecommunications Outlook 2023–2027, MIDiA Research.

## After Years of Extraordinary Growth, the SVOD Market Has Matured and Consolidated

#### Global Subscriber Count Continues to Rise, Though at a More Gradual Pace...

Global SVOD Subscriber Count (in Millions)<sup>(1)</sup>



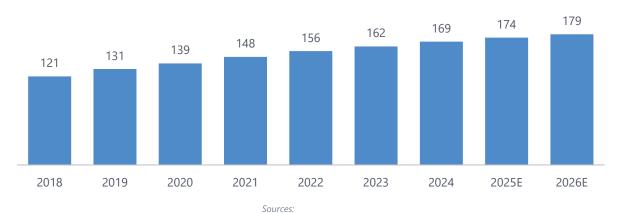
#### With Revenues Mirroring This Trend

Global SVOD Revenues (\$ in Billions)(1)(2)



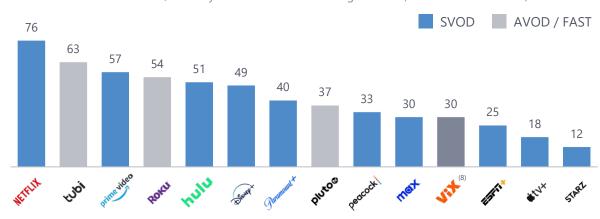
#### U.S. Continues to See Steady Growth in Streaming Subscribers

U.S. Subscriber Count (in Millions)<sup>(1)</sup>



#### **Streaming Landscape Dominated by Tech and Media Giants**

Number of Paid Subscribers/Users by Selected Video Streaming Services (Subscribers in Millions)<sup>(7)</sup>

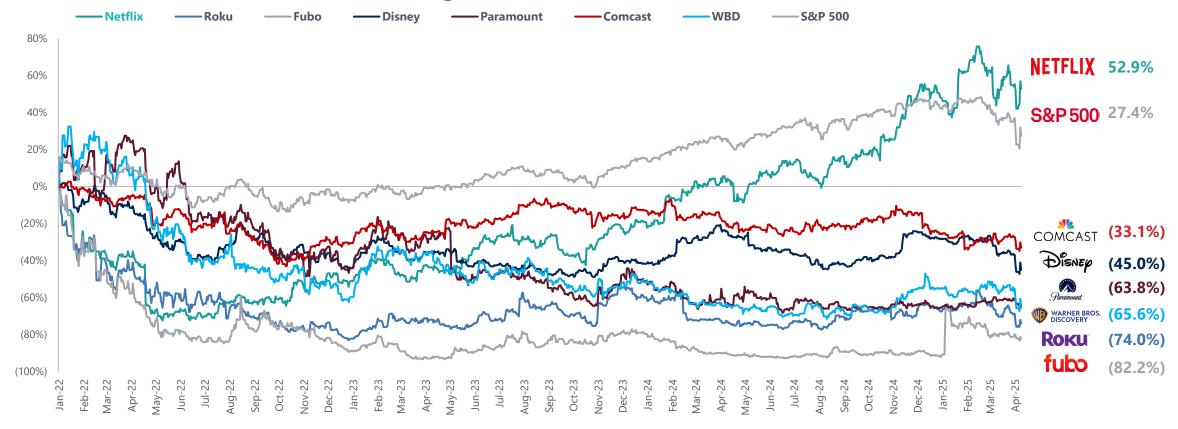


- ources.
- (1) MIDiA Research.
- (2) Chart excludes the cumulative total of subscriptions for any SVOD service not owned by the named companies.
  (3) Includes Peacock, NOW, WOW, and SkyShowtime.
- (4) Includes Paramount Plus, Showtime OTT, Noggin, and BET+.

- (5) Includes Max (formerly HBO Max) and Discovery Plus...
- (6) Includes Disney+, Disney+ Hotstar, ESPN+, and Hulu. (7) Activate 2025.
- (8) Hybrid Model.



# Industry Headwinds Have Weighed on Market Valuations, Causing Streamers to Rethink Strategies (Business Model, Content, and Pricing)



#### **Notable OTT Sector Headwinds:**

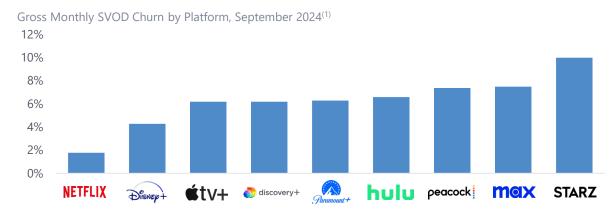
- Macro Challenges: Rising inflation, economic uncertainty, and shifts in consumer behavior impacted household entertainment spending.
- Churn and Subscription Fatigue: Content fragmentation and rising costs led to higher cancellations; U.S. household streaming spending declined from \$55.04 (2023) per month to \$42.38 (2024) per month, a 23% drop.
- Escalating Content Costs: Competition for exclusive content pushed spending to unsustainable levels, straining platform margins.
- Limited Profitability and Market Corrections: Many platforms struggled to reach breakeven, forcing industry consolidation and strategic business model adjustments (increasing pricing, shifting to ad-supported/hybrid models, rethinking content strategies).

## SVOD Platforms Continue to Face High Churn Due to Subscriber Fatigue and Belt Tightening

#### Churns Near Historically High Levels...

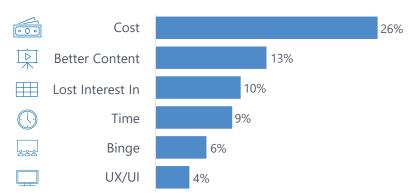


#### **But Churn Varies Significantly Across Top Platforms**



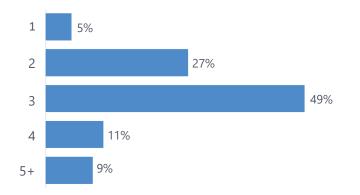
#### **People Are Value-Conscious**

Top Reasons for Stopping Use of Selected SVOD Services, U.S., 2023, % Churned Users of Selected SVOD Services<sup>(2)</sup>



#### **Fatigue Limits Number of Services Users Maintain**

Average Number of Streaming Services That Americans Pay for Each Month<sup>(3)</sup>



#### The Cancellation Process Is Frictionless

"Americans are getting increasingly impulsive about hitting the cancellation button on their streaming services. More than 29 million—about a quarter of domestic paying streaming subscribers—have canceled three or more services over the past two years."

#### The New York Times

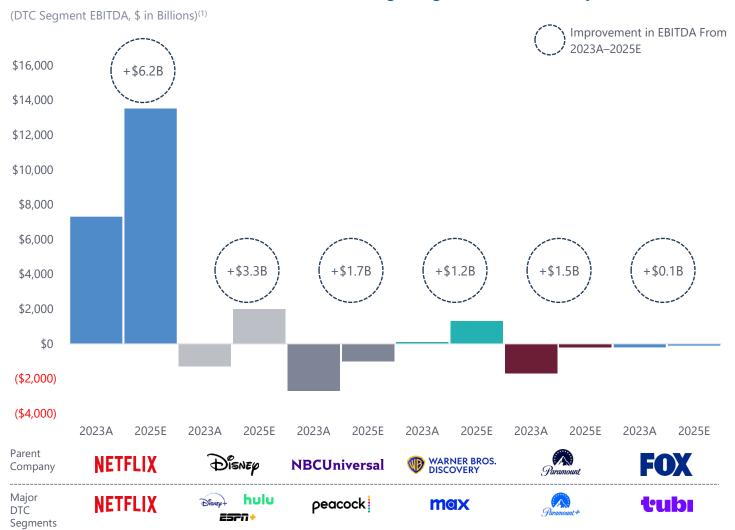
April 2024

#### Sources:

- (1) Antenna. U.S.-only. Gross churn represents monthly cancels divided by subscribers at the end of the previous period for selected services. (2) Activate Technology & Media Outlook 2024.
- (3) Forbes Home, July 2024.

# After Years of Focusing on Subscriber Growth at All Costs, Streamers Now Focused on Implementing Strategies That Drive Profitable Growth... And It's Starting to Pay Off

#### Netflix Profit Continues to Grow, While Peers Are Beginning to Show Profitability



#### Paramount

"Now we talk about the content slate itself. Q4 saw a new high for us as we ranked as the No. 2 SVOD when looking at hours spent across all original series, which really is a remarkable achievement considering the volume of content we create versus our competitors. Now all of those things helped to drive really strong revenue growth, up 33%. And together, that's improved profitability for our D2C segment by \$1.2 billion."

—Chris McCarthy. President and CEO of Showtime/MTV Entertainment Studios and

—Chris McCarthy, President and CEO of Showtime/MTV Entertainment Studios and Paramount Media Networks, February 2025

#### DISNEP

"The only way you succeed in global streaming, both from a subscription perspective and a profitability perspective, is with a great combination of high-quality product with volume and technology. And we feel if you look at all the competitors that are in that space, we're very well positioned to both grow subs and grow profits over the long run and actually over the next few years where we've already demonstrated the ability to make this a much more economically attractive business. And with the technology that we've got in place, combined with the success of our content, we actually are bullish about our ability to grow subs, too."

#### <sub>COMCAST</sub> ∕ peacock

"In media, we are making a successful pivot to streaming, as evidenced by Peacock's strong revenue growth of 46% for the full year, driving a \$1 billion improvement in Peacock's EBITDA loss. And we expect to make continued improvement in Peacock EBITDA losses in 2025."

—Jason S. Armstrong, Chief Financial Officer of Comcast, January 2025

#### WARNER BROS. DISCOVERY

"Our priority is to drive profitable growth in streaming while maintaining a disciplined approach to content investment. We are committed to achieving profitability in our DTC segment by focusing on sustainable subscriber growth and operational efficiency."

—David Zaslav, CEO of Warner Bros. Discovery, August 2024

—Robert Iger, CEO and Director of Disney, February 2025

## **Streamers Are Raising SVOD Subscription Pricing**

#### Latest Subscription Price Increases of Selected Video Streaming Services in the U.S. (1,2)

















"After a decade of spending money like it was going out of style because all investors cared about were subscriber numbers, Hollywood players of all sizes have found themselves needing to actually make money to stay in business."

The Verge

Sept. 2024

"For a decade in streaming, an enormously valuable amount of quality content has been given away well below fair market value. And I think that's in the process of being corrected... We've seen price increases across essentially the entire competitive set."



Aug. 2024

Gunnar Wiedenfels, Finance Chief

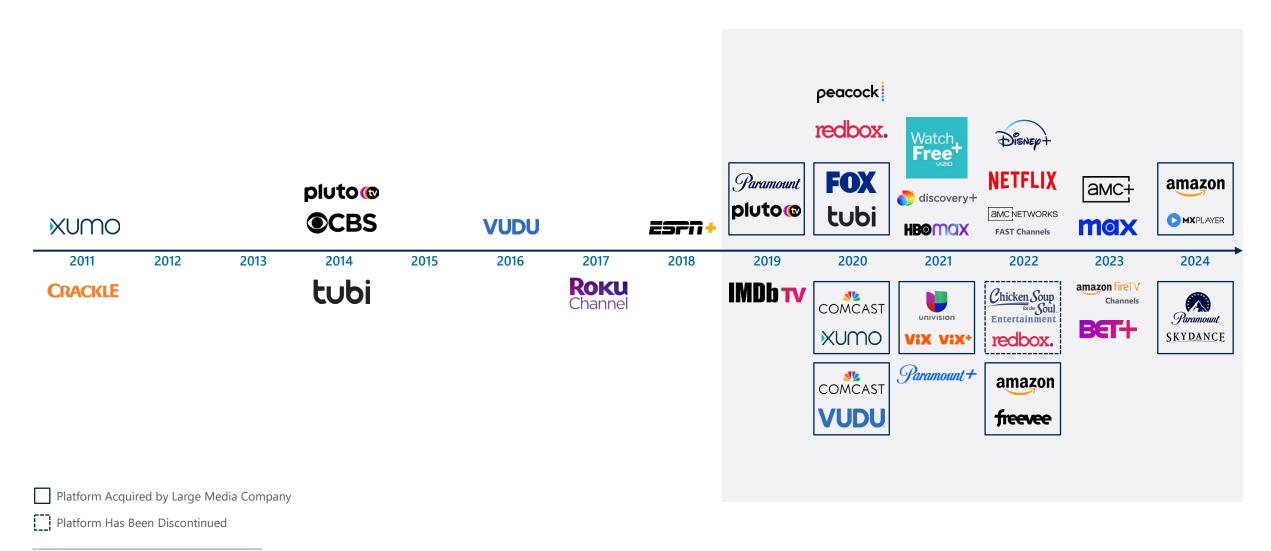
"The high prices on individual services mark another strategy shift to encourage consumers to sign up for bundles, like the Disney and Hulu bundle and even those combining rivals, like the Max/Disney+/Hulu bundle or Comcast's Xfinity Streamsaver, which combines Peacock, Netflix, and Apple TV+."



Aug. 2024

# Rapid Shift to AVOD, FAST, and Hybrid Offerings to Diversify Revenue Streams and Capitalize on Growing User Demand and Large Ad-Supported Opportunity

The number of launches and acquisitions in the AVOD, FAST, and hybrid streaming sectors has surged dramatically in recent years.

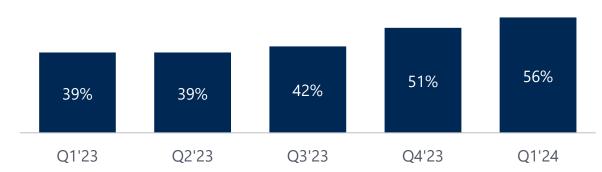


## Ad-Supported and Hybrid Formats Are Gaining Share

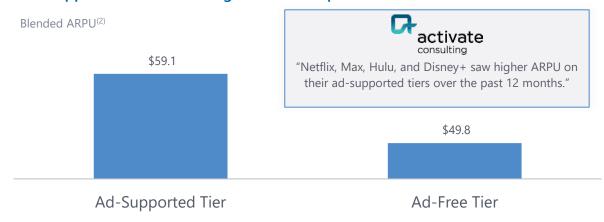
Advertising tiers have emerged as a key growth vector for streamers. Ad tiers help combat churn and improve the ARPU/economics and profitability of streaming services.

## Ad-Supported Offerings Now Account for Over Half of Streaming Gross Additions

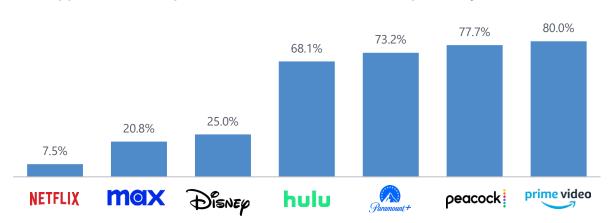
Video Subscription Gross Additions<sup>(1)</sup>



#### Ad-Supported Tiers Yield Higher Revenue per User Than Ad-Free Tiers



#### Ad-Supported Subscriptions as a Share of Total Subscriptions by Service<sup>(3)</sup>



#### **AVOD Expected to Outpace SVOD Over Next Several Years**



<sup>(1)</sup> Antenna.

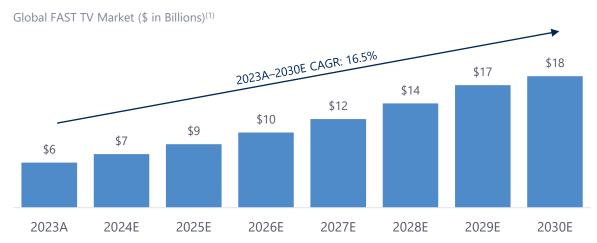
<sup>(2)</sup> Activate. Blended ARPU includes Netflix, Max, Hulu, and Disney+.

<sup>(3)</sup> eMarketer.

## **FAST Market Is Rapidly Expanding**

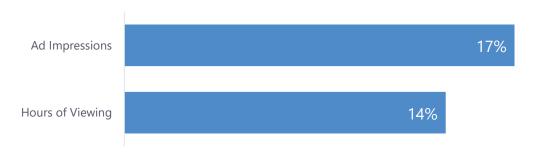
Free ad-supported streaming TV services (FAST) is an attractive value proposition to cost-conscious audiences who would traditionally engage with ad-supported linear.

#### **Explosive Growth of FAST in Recent Years With Strong Outlook**



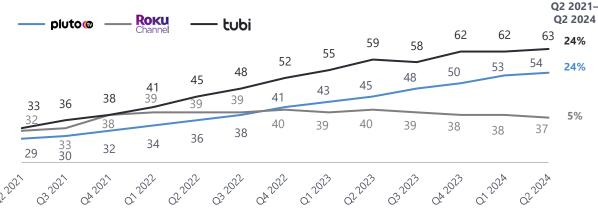
#### YoY Growth in U.S. FAST Ad Impressions and Hours of Viewing

Q1 2023-2024<sup>(3)</sup>



#### **FAST Platforms Continue to Grow and Build Large Audiences**





CAGR

# **Exclusive Channels Gaining Popularity as Platforms Target Increased Monetization**

Number of Exclusive Channels by Platform<sup>(3)</sup>

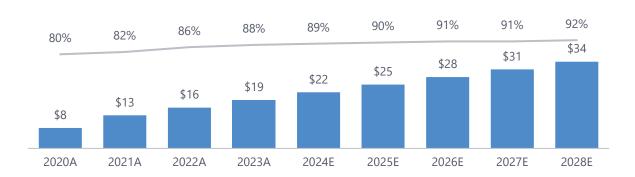
<b>FAST Platform</b>	<b>Number of Channels</b>	<b>FAST Platform</b>	<b>Number of Channels</b>
pluto®	142	XUMO	28
plex	93	tubi	24
freevee	81	obc	11
SAMSUNG TV Plus	64	- CH LG Channels	10
Roku Channel	57	peacock	4
Watch Freg* VIZIO	29		

# CTV Will Be a Key Driver of AVOD/FAST Market as Platforms and CTV Viewers Are Highly Appealing to Advertisers

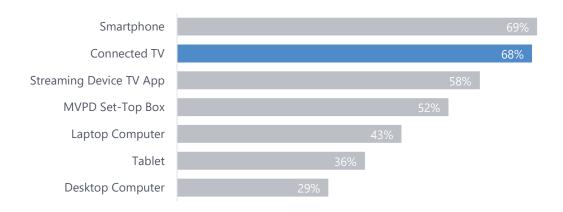
Connected TVs (CTVs) are an increasingly important medium for advertisers to reach audiences.

#### **Connected TV Advertising Spend and Household Penetration Rate**

(\$ in Billions)(1)

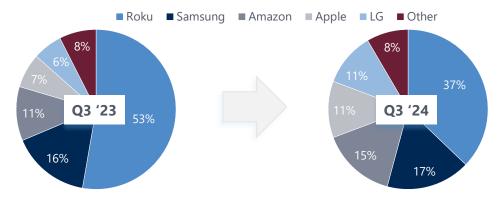


#### Connected TV Now No. 2 Most Popular Screen Among U.S. Viewers...<sup>(3)</sup>



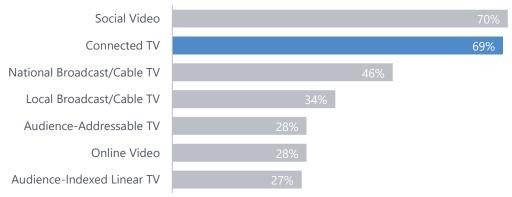
## Roku Remains the Dominant CTV Platform in North America, But Others Are Catching Up

North America CTV Device Market Share SOV (Share of Voice Open Programmatic Ads Sold)<sup>(2)</sup>



#### And a "Must Buy" for Advertisers With Highly Valued, Brand Safe Inventory

Share of Respondents Who Consider Each a "Must Buy"(3)



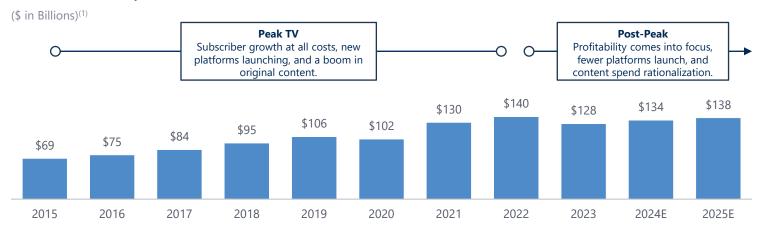
Sources:

- (1) Activate Technology & Media Outlook 2024.
- (2) Pixalate, Citizens JMP.
- (3) Variety.

## Content Spending Has Moderated Since Peak Levels in 2022

Following a pullback in content spending in 2023, content spending is projected to rebound at a more measured pace, with budgets shifting from originals to both licensed and sports content.

#### Global Content Spend Has Moderated...

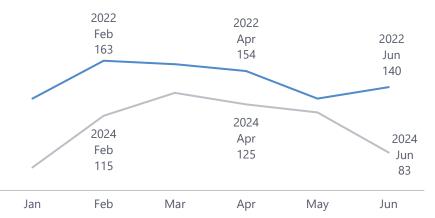


#### With TV Productions Down ~20% From 2022

Active TV Productions: U.S. 2022-2024(2)

"Over the past few years, television production of entertainment series and feature films in the U.S. and around the world has plummeted. There are many in the television production business who look at their world through rose-colored glasses that tell me 'production was way up in 2024!' And they're right. But that comparison is against the strike year of 2023."





LUMINATE



"SVOD content spend growth has dramatically slowed in the past two years... Every major streaming player is taking a more cautious approach... Still programming dollars will continue to shift toward streaming as linear assets decline and more live sports move to SVOD."

-September 2024

#### **BUSINESS INSIDER**

"... Comcast is expected to cut programming costs to help pay for NBA rights... Netflix also seems to be thinking of its new NFL deal as a replacement for midbudget movies... Netflix already has been releasing fewer shows, and its former Film Chief recently laid out a plan to make fewer original movies."

—June 2024

## mondaq

- "... Media and streaming providers will likely reduce production of original programming... The market will likely see strategic content acquisitions as streaming services increasingly license popular films and shows from other studios to strengthen their position as original content programming slows down."
- —February 2025

Cources

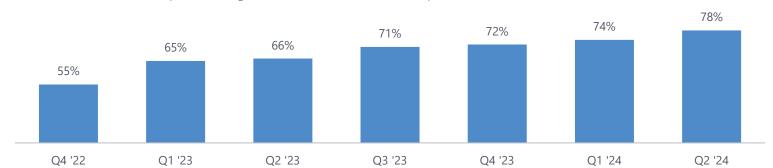
- (1) Company data, UBS estimates.
- (2) Evan Shapiro, ProdPro. Figures represent committed spend.

# As Walled Gardens Ease, Streamers Are Rethinking Content Strategies and Leaning More Heavily on Licensed Content

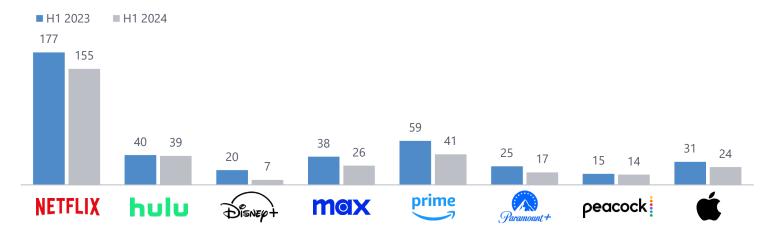
Streaming platforms, initially avoiding third-party licensing to grow their subscriber base, are now reconsidering content strategies and monetizing their IP more efficiently as profitability becomes a priority.

#### **Engagement With Licensed Content Is Increasing**

Licensed Content Share of Top 100 Viewing Time as a Share of Nielsen 100 Top Streamed Titles<sup>(1)</sup>



#### The Number of New Original Series Released Decreased Between H1 2023–2024 for All Major Streamers



## **Bloomberg**

- "... There are signs that the aversion to sharing is fading. Warner Bros. Discovery, Paramount, and Disney have increased the number of titles they sell to third parties, while Amazon is licensing some of its shows and movies to other TV networks and streaming services."
- —November 2024



"[Content buyers like Netflix, Amazon, and Apple] are acquiring titles and thinking about how to operate more cost-effectively by not creating things but by buying licenses."

—April 2024

## **TVREV**

"Licensing is generally less expensive than original development and comes with the added benefit of pre-existing audience awareness. For every unexpected Baby Reindeer-esque breakout hit from Netflix, there are dozens of original series that generate little-to-no viewership."

—July 2024

## Sports: The New Battleground for Streamers as Platforms Strive to Build "Must-See TV"

Most major streaming platforms have been adding live sports content to drive subscriber growth and retention. OTT platform content spend on sports rights globally reached \$10.0 billion in 2024.<sup>(1)</sup>

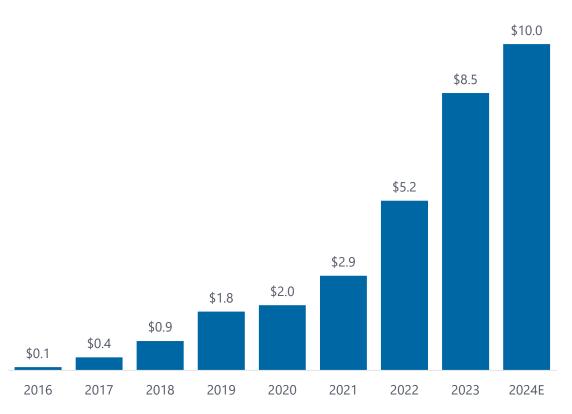
<b>é</b> tv	MAGO LEGUE BASEBALL	"Friday Night Baseball" returned for its fourth season on March 28, 2025, with exclusive weekly doubleheaders.	Mar. 2025	prime video	NBA	Amazon Prime Video and the NBA announced an 11-year media rights agreement, beginning with the 2025–2026 NBA season. In a landmark deal, Prime Video will present exclusive global coverage of 66 regular-season NBA games.	July 2024
	MLS	Apple TV+ launched exclusive coverage of MLS's Sunday Night Soccer in 2025.	Jan. 2025		NFL	Prime Video exclusively streamed the NFL Wild Card game between the Pittsburgh Steelers and Baltimore Ravens on January 11, 2025.	Jan. 2025
DISNEP	hulu fubo	Disney's Hulu + Live TV merged with Fubo to integrate its live TV and sports content, boosting Fubo's programming lineup.	Jan. 2025	WARNER BROS. DISCOVERY		Warner Bros. Discovery and the French Tennis Federation signed a 10-year deal averaging \$65 million annually for U.S. broadcasting rights to the French Open.	June 2024
ESPN+	WNBA	Disney reached a landmark 11-year extension with the NBA and WNBA for media rights that will be in effect from the 2025–2026 season through the 2035–2036 season.	July 2024		COLLEGE FOOTBALL PLAYOFF	Warner Bros. Discovery's TNT network signed a five- year deal with Disney-owned ESPN to air selected College Football Playoff games starting in December 2024.	REUTERS Mar. 2024
NETFLIX	NFL ANY	Netflix exclusively streamed two NFL games on Christmas Day in 2024.  Netflix exclusively streamed the "Mike	Dec. 2024 Nov. 2024	peacock	NBA	Beginning in 2025–2026, Peacock will have about 50 exclusive national regular season and post-season NBA games.	SIZ CNBC Aug. 2024
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	PROTICHIONS	Tyson vs. Jake Paul" boxing match.  Netflix locked up WWE's "Monday Night Raw" in a 10-year, \$5 billion- plus deal.	Sept. 2024	r *	NFL	Peacock exclusively streamed the week one game in São Paulo, Brazil, on September 6, 2024, between the Eagles and Packers.	Sept. 2024

## Sports: The New Battleground for Streamers as Platforms Strive to Build "Must-See TV" (cont.)

Most major streaming platforms have been augmenting live sports content to drive subscriber growth and retention as big tech and media giants compete for viewership on their respective OTT platforms.

#### **OTT Platform Sports Media Rights Spend**

(\$ in Billions)

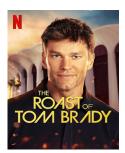


#### Selected Live Sports Programming at U.S. Streaming Services<sup>(1)</sup>



## Netflix Continues to Innovate and Outperform by Leaning Into Sports Content

#### Record-Breaking Success With Brady Roast, Tyson-Paul, and NFL Christmas Day Games



- Netflix aired "The Roast of Tom Brady," its first live event of the kind.
- The event marks a step in Netflix's push into live programming.

~1.7B

U.S. Viewing Minutes During the Week of May 6–12, 2024

~13M

Viewing Minutes During the Week of May 6–12, 2024

**2M** 

Viewers on Its Debut Night



- The fight marked Netflix's first venture into streaming a **high-profile live sporting event**, signaling a shift in its content strategy.
- It became the most-streamed sporting event in history, with more than 108 million live viewers.

1.5M

New U.S. Subscribers Attributed to the Event 80%

Of Subscribers Who Joined to Watch Remain

~2M to ~3M

Additional International New Subscribers



- Following the momentum of the fight, Netflix broadcasted its first live NFL games on Christmas Day.
- Netflix will stream at least one NFL Christmas Day game each year through 2026.

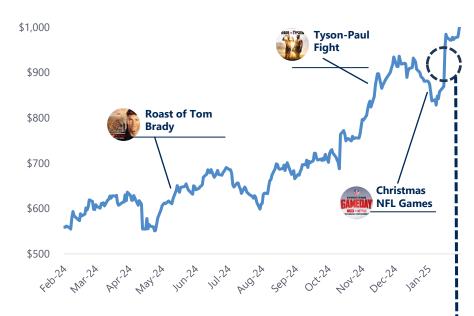
30M

Global Viewers, Marking the Games as the Most Viewed NFL Games in U.S. History

**65M** 

U.S. Viewers Watched at Least One Minute of the Games, Making It Netflix's Most-Watched Christmas Day to Date Netflix's Blockbuster Q4: Record Growth Fueled by Live Sports and Ad-Supported Expansion

#### **Netflix Stock Price**



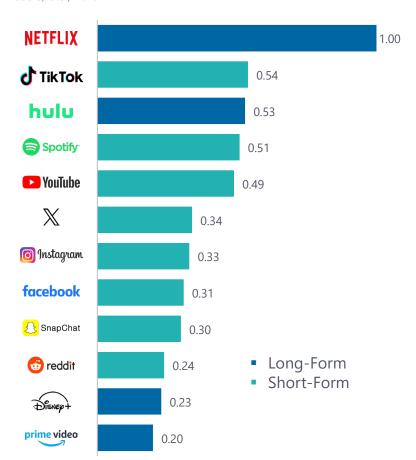
- Netflix's fourth-quarter 2024 results beat all expectations with **19 million new subscribers** signing up in the quarter.
- Achieved revenue of \$10.3 billion, a 16% increase year-over-year, surpassing analyst expectations.
- Earnings per share (EPS): Reported at \$4.27, exceeding forecasts of \$4.20.

## Will the Small Screen Be the Next Major Battleground for Streamers?

TikTok ranks No. 2 in average time spent, and YouTube ranks No. 1 among Gen Z.

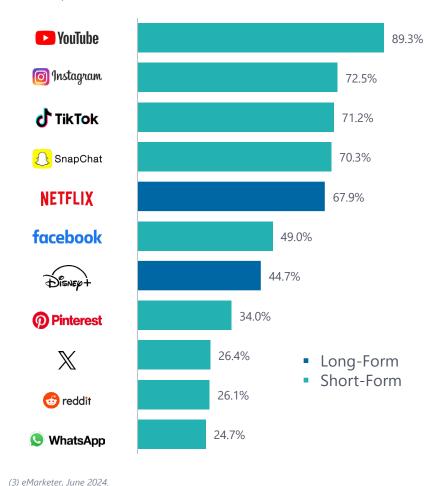
#### OTT Players Are Fighting for Limited Screen Time...

Average Hours Spent per Day, Selected Digital Media Platforms by Active Users, U.S., 2023<sup>(1,2)</sup>



#### **Especially Among Gen Z Viewers**

Penetration of Selected Digital Platforms Among U.S. Gen Z, 2024<sup>(1,3)</sup>, % of the Population



**Engagement on Short-Form** Platforms Is Extremely High<sup>(4,5)</sup>

### 73%

Of consumers prefer short-form videos to search for products or services.

### 60%

Of short-form videos are watched from 41% to 80% of their length.

## 66%

Of marketers believe short-form content to be the most engaging format.

### 47%

Of marketers say short-form videos are more likely to go viral.

## 16%

Of viewers stick with a 60-minute video all the way through.

## 2.5x

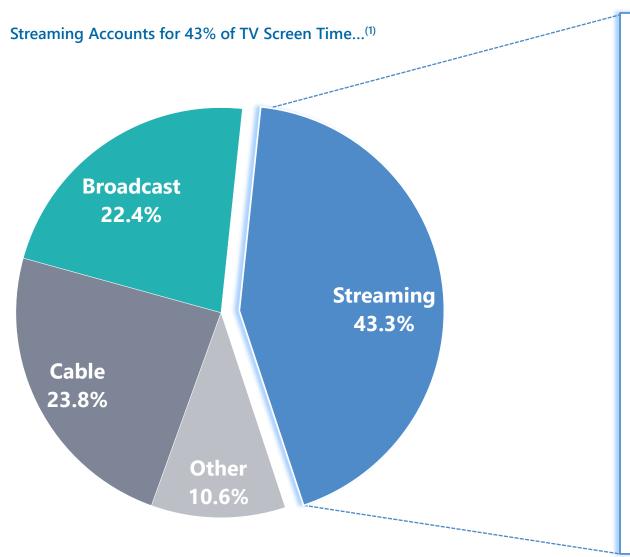
More engagement received by short-form compared to long-form.

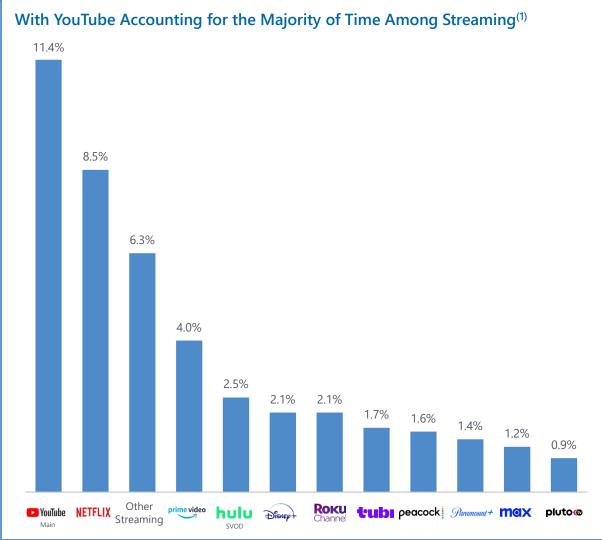
<sup>(1)</sup> eMarketer, June 2023. (2) Vision Research Reports, April 2023.

<sup>(4)</sup> Variety & Luminate Report, September 2024.

<sup>(5)</sup> Yaguara.co, September 2024.

## The Largest Streamer by Engagement Isn't Netflix, It's YouTube





## The Great Rebundling Has Started

Bundling is becoming increasingly popular to address user subscription fatigue and reduce churn, with numerous new bundles emerging to offer consumers enhanced value while driving stronger retention.

#### **Parent Company Streaming Bundles**

Soft Bundle
(Separate Services Grouped Together Under One Offer)

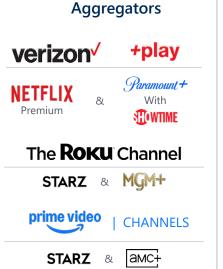




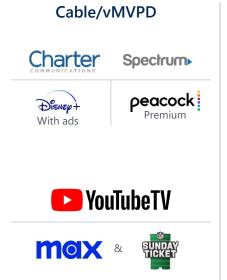
Hard Bundle



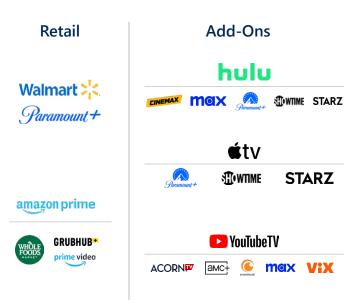
#### **Cross-Company Streaming Bundles**











## Streamers Increasingly Looking Abroad for Growth

As SVOD subscriber growth in the U.S. has started to mature, international markets are expected to be a key driver of growth over the next several years.

#### Global SVOD Growth to Outpace U.S. in Coming Years

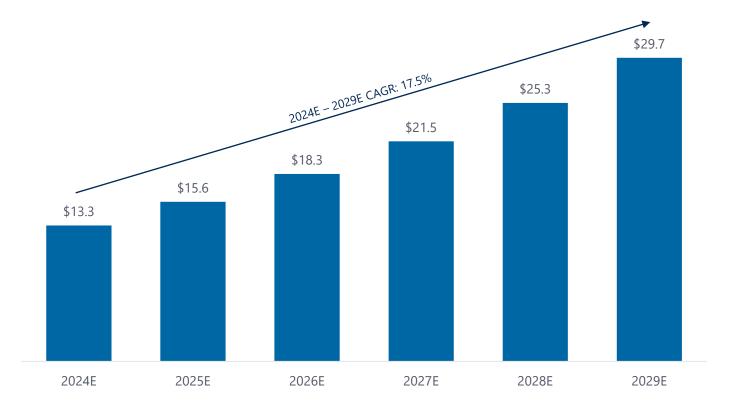


# As the Video Landscape Becomes Increasingly Complex, Software Solutions Are More Mission-Critical Than Ever Before

Streaming platforms are leveraging third-party software to scale operations, optimize monetization, and expand into new markets. These services are critical for enabling the integration of high-demand content like live sports and interactive events, driving innovation, and meeting evolving viewer expectations.

#### Global Video Streaming Software Market to More Than Double by 2029

Global Video Streaming Software Market TAM (\$ in Billions)(1)



# **Key Factors Driving Growth of Video Software Market**



Globalization of Content



Live Sports Content/Other Live, Large-Audience Content



Growth of Ad-Supported Tiers



Challenges From Rights-Cleared Licensing



Interactive Content/Personalized Recommendations

## Innovative B2B Platforms Are the Backbone of the Digital Video Sector's Transformation

The growth of the global streaming market is interlinked with and dependent on the video streaming and media content software solutions markets.

#### **Selected Video B2B Platforms**

Company	Founded	Website	Mission
amagı	2008	<u>amagi.com</u>	Amagi provides a cloud-managed video infrastructure that enables businesses to easily launch, manage, and monetize live, linear, and on-demand channels. With targeted advertising for both TV and OTT, their platform helps broadcasters and content creators expand their reach and drive innovation in content delivery and distribution.
Fabric	2017	fabricdata.com	Fabric is a content metadata platform and API gateway that uses AI to streamline catalog management for the media and broadcast industry. It automates metadata generation for shows, movies, and games, with features like metadata merging, title management, and workflow notifications. By simplifying the content supply chain and enabling seamless platform integration, Fabric helps organizations optimize workflows and deliver better viewer experiences.
Frequency	2010	<u>frequency.com</u>	Frequency develops a cloud-based video platform designed to empower creators and marketers by simplifying content creation and distribution. With advanced analytics and intuitive interfaces, the platform enables users to seamlessly run linear channels, switch between scheduled programming and live streaming, and discover new opportunities for engagement. By enhancing content control and optimizing outreach, Frequency helps users connect with audiences more effectively and drive impactful viewer experiences.
JWPLAYER	2004	<u>jwplayer.com</u>	JW Player is a developer of a multimedia video platform designed to create an impactful visual story and monetize visual content. They are committed to making video smarter and more accessible through powerful, scalable technology that supports seamless streaming, personalized experiences, and advanced data insights. By helping publishers, broadcasters, and brands connect with their audiences more effectively, JW Player aims to shape the future of online video and enable success in an increasingly digital and video-first world.
ıııediagenix	1992	<u>mediagenix.tv</u>	Mediagenix develops a broadcast management platform designed to help organizations efficiently manage and program radio, television, and online content channels. By orchestrating the entire content supply chain, the platform enables global customers to strategically operate a mix of OTT, VoD, and linear services. From acquisition and rights management to planning, scheduling, and publication, the platform drives operational efficiency and supports content workflows, empowering businesses to maximize the value of their content across multiple channels.
<b>@</b> ightsline**	1999	<u>rightsline.com</u>	Rightsline develops rights and contract management software designed to streamline the management of intellectual property (IP) content. By merging business rights management with online sales and licensing, the platform provides real-time avails, pipeline tracking, contract visibility, and inventory management. Serving content owners, distributors, sales agents, and legal teams, the software simplifies the rights management process, empowering clients to efficiently manage, optimize, and maximize the value of their IP assets.

## We Expect a Pickup in M&A in 2025; OTT Landscape Is Ripe for Further Consolidation

2

**■** YouTube

peacock

SAMSUNG TV Plus

XUMO

**■** YouTubeTV

**® PANTAFLIX** 

ZEES

dacast

供牙直播 HUYJa.com

YouTube

Google TV

sensical

**®** WHISπE

redbox.

slina

Vix

**B**DXCAST

FLUX

PLAYBACK

**TikTok** 

**WOWZA** media systems

DISNED+

philo



## **Highlighted M&A Transactions**

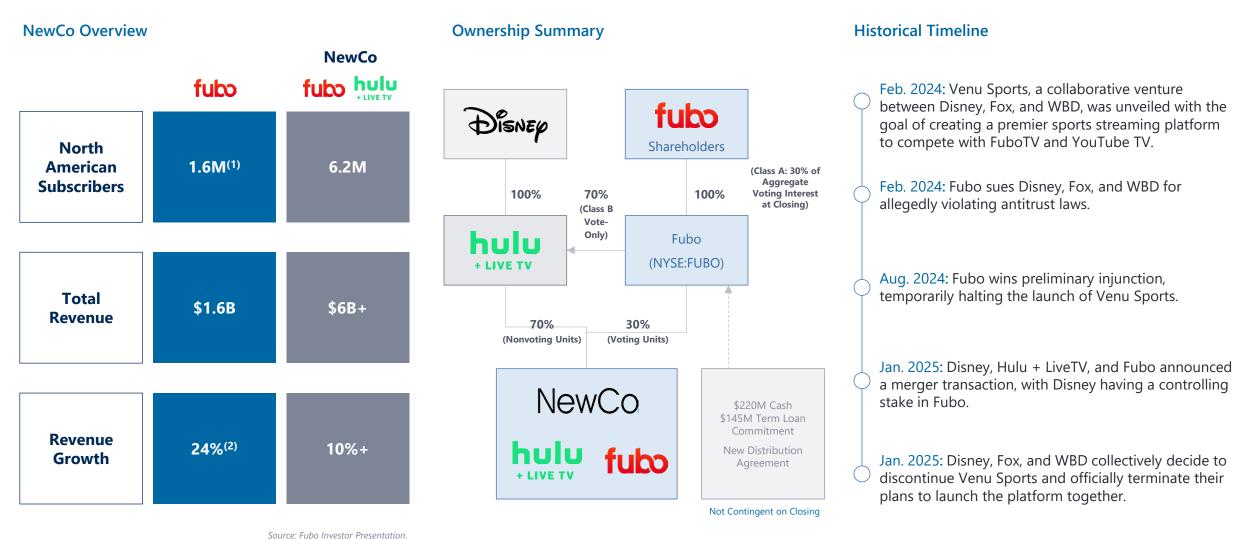
Target	Acquirer	Date	Target Description	Enterprise Value (\$M)	Revenue Multiple	EBITDA Multiple
fubo	HULU + LIVE TV DISNEP	Jan-25	FuboTV is a sports-first live TV streaming company. On January 6, 2025, Disney and Fubo announced an agreement to combine Hulu + Live TV with Fubo, creating a unified MVPD, with Disney owning 70% upon closing.	N/A	N/A	N/A
foxtel	DA ZN	Dec-24	Operator of an entertainment platform designed and intended to serve Australian households. The company offers subscription television, streaming, sports production, and advertising.	\$2,200	N/A	7.0x
COMCAST (Cable Asset Spinoff)	N/A	Nov-24	Comcast is spinning off many NBCUniversal cable channels, including MSNBC, CNBC, USA, and The Golf Channel, into a new publicly traded company.	N/A	N/A	N/A
DIRECTV	TPG	Sep-24	Provider of satellite television network and digital television entertainment services.	\$10,860	N/A	N/A
Teads	<b>outbrain</b>	Aug-24	Video ad tech specialist that has historically dealt with brand advertisers. Teads was previously owned by Altice.	\$1,000	~1.5x	N/A
Paramount	SKYDANCE  REDBIRD  CAPITAL PARTNES	Jul-24	Global media, streaming, and entertainment company that creates premium content and experiences for audiences worldwide.	\$28,100	0.9x	9.9x
MXPLAYER	amazon	Jun-24	Major video streaming service catering to the Indian market, with a 15% share of the market.	\$322.6	N/A	N/A
THE CHITETON COLLECTIONS  JANUS FILMS	Steven Rales	May-24	Criterion Collection sells collectible, remastered films on Blu-ray discs featuring important film works and operates a premium streaming service launched in 2019. Janus operates as a film distributor.	N/A	N/A	N/A
SeaChange	Enghouse Systems	Apr-24	Provider of video delivery, advertising, streaming platforms, and emerging FAST development.	\$39	1.2x	N/A
O ADTHEORENT	<b>CADENT</b>	Apr-24	Offers a machine learning-powered media buying platform that delivers impactful advertising campaigns for marketers.	\$262	1.5x	N/A
britbox (50% Stake)	STUDIOS	Feb-24	Online entertainment platform for streaming British TV.	\$644	N/A	N/A

## **Highlighted M&A Transactions** (cont.)

Target	Acquirer	Date	Target Description	Enterprise Value (\$M)	Revenue Multiple	EBITDA Multiple
Star Star	Reliance VIOCOM 18	Feb-24	Star India is a television network that reaches more than 700 million viewers in nine different languages every month. It also offers a streaming platform (Disney+ Hotstar).	\$8,500	N/A	N/A
VIZIO	Walmart >	Feb-24	Vizio designs and sells televisions, sound bars, viewer data, and advertising.	\$2,169	1.3x	28.7x
	BOAL COMPREHENDS. INC.	Jan-24	FAST streaming platform offering movies on-demand along with thematic short-form linear channels.	N/A	N/A	N/A
<b>blu</b> tv	WARNER BROS. DISCOVERY	Dec-23	Turkish SVOD platform offering series, movies, documentaries, and live TV.	N/A	N/A	N/A
LIONSGATE	Screaming Eagle (SPAC)	Dec-23	Global media, streaming, and entertainment company that creates premium content and experiences for audiences worldwide.	\$28,100	0.9x	9.9x
hulu (33% Stake)	DISNEP	Nov-23	Offers instant access to live and on-demand channels, enabling users access to thousands of hours of the best entertainment content.	\$27,500	4.3x	N/A
17LIVE	VT AC	Oct-23	17Live, established in 2015, operates the leading internet live-streaming platform by revenue in Japan and Taiwan.	\$847	2.3x	53.6x
<b>ECHOSTAR</b>	dish	Aug-23	EchoStar Corp. is a premier global provider of satellite communication solutions.	\$25,111	1.6x	9.7x
<b>W</b>	ENDEAVOR	Apr-23	Integrated media organization and recognized leader in global entertainment. WWE provides TV programming, premium live events, digital media, and publishing platforms.	\$9,300	7.2x	24.2x
BAMTECH	DISNEP	Nov-22	BAMTECH LLC designs, develops, and distributes direct-to-consumer live entertainment and video streaming solutions.	\$6,000	N/A	N/A
PANTAVA	Televisa Univision	Oct-22	Operator of a Spanish entertainment and film platform based in Santa Monica, California.	N/A	N/A	N/A

## Spotlight on Fubo/Disney (Hulu + Live TV) Transaction

Fubo and Hulu + Live TV are merging to create a consumer-first streaming service with greater choice, flexibility, and scalability.

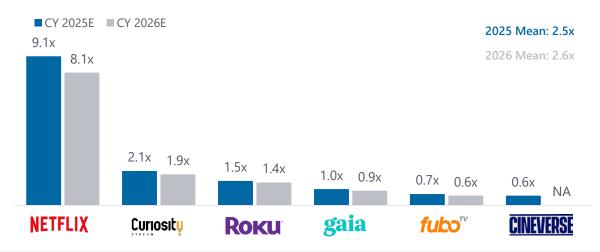


## **Highlighted Financings**

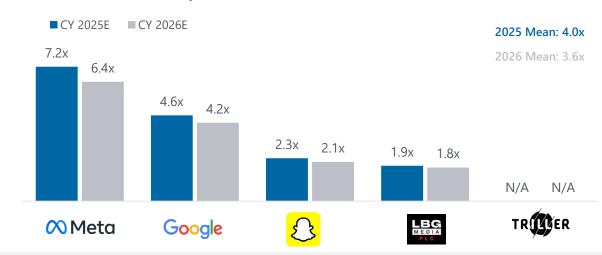
Company	Investor(s)	Date	Description	Investment (\$M)	Pre-Money Valuation (\$M)
<b>7FLO</b> SPORTS	<b>DREAM</b> SPORTS	Apr-25	Subscription-based sports media company offering live and on-demand coverage of various sports, including wrestling, track and field, and cycling.	\$100	N/A
DA ZN	SUL) SPORTS INVESTMENT	Feb-25	Provider of global sports streaming service intended to use improved technology to foster an inclusive sports environment.	N/A	N/A
HEXCLAD	STUDIO RAMSAY GLOBAL ENTERNAMENT	Jul-24	Manufacturer of kitchenware products intended to revolutionize home cooking.	\$100	N/A
	ARCADIA Horizons entures  OMERS   Ventures   PE & K6°	Jul-24	Online game recording platform that helps streamers share content with their audiences.	\$13	\$320
captions"	Index Ventures	Jul-24	Generative video creation and editing platform that transforms the creative process through Al.	\$60	\$440
DNEG	p.p. 3 janil janil jangan United Alsagér Group LL C	Jul-24	Provider of visual entertainment services designed for the creation of feature film, television, and multiplatform content.	\$200	>\$2,000
FIFA:	Seeking partners	Jun-24	One-stop shop for streaming live and on-demand soccer content from around the world.	~\$2,000	N/A
<b>A24</b>	THRIVE CAPITAL	Jun-24	Independent entertainment studio focusing on creating films and television.	>\$75	>\$3,000
47	HIGHMOUNT	Apr-24	Provider of sports and entertainment video content.	\$100-\$300	N/A
plex	Intercap  C KLEINER PERKINS	Jan-24	Organizes a user's personal media so they can enjoy it on any device, enabling them to easily stream videos, music, photos, and home movies.	\$40	\$169
вох то вох	BRUIN	Dec-23	Operator of a multi-platform media company focused on high-end sports content.	\$38	N/A
ATMOSPHERE	SAGEVIEW VALOR	Feb-23	Provider of a streaming TV service intended to offer audio-optional TV programming for businesses.	\$65	\$1,000

## **Public Company Comparable Trading Metrics**

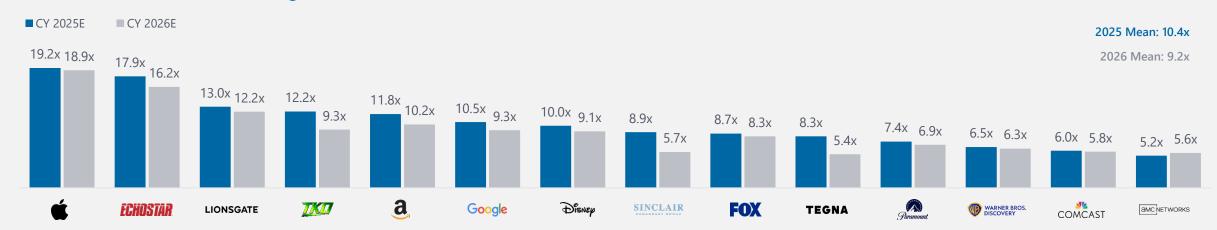
#### **OTT Platforms TEV/Revenue**



#### Short-Form Video TEV/Revenue



#### Diversified Media (With OTT Offerings) TEV/EBITDA



## Featured Digital Video News Headlines

- (2/25/25): Lions Gate Entertainment to Spin Starz in April
- (2/17/25): SURJ Sports Investment Announces Investment in DAZN
- (2/5/25): Sonos Is Reportedly Developing a TV Streaming Box to Rival Apple and Roku
- (1/20/25): TikTok Was Unbanned After Just 12 Hours: Here's Why
- (1/10/25): Venu Sports Will Be Discontinued
- (1/6/25): Disney's Hulu + Live TV Business to Combine With Fubo, Clearing Way for Venu Sports
- (12/22/24): DAZN Advances Global Expansion With Acquisition of Foxtel, a Leading Australian Sports and Entertainment Media Group
- (12/16/24): TikTok Turns to U.S. Supreme Court in Last-Ditch Bid to Avert Ban
- (12/12/24): Warner Bros Discovery Steps Toward Separating TV Channels From Studios
- (12/11/24): Conference Chatter: Netflix's Sports Interest Remains With Big Events, Not Full Season Coverage
- (11/22/24): DirecTV Cancels Agreement to Merge With Dish
- (11/20/24): Comcast Announces Intention to Create Leading Independent Media Business Through Spin-Off of Select Cable Television Networks
- (11/14/24): Reliance and Disney Announce Completion of Transaction to Form Joint Venture to Bring Together the Most Iconic and Engaging Entertainment Brands in India
- (11/5/24): Saudi PIF Agrees to Buy U.S. \$2 Billion Stake in MBC Group
- (10/24/24): TKO Group to Acquire Some Endeavor Sports Assets for \$3.25 Billion
- (10/16/24): Triller is Finally a Publicly Traded Company: Tiktok Rival's Share Price Drops 20% on First Day of Trading
- (10/3/24): NBA Renews Push to Dismiss TNT Sports Media-Rights Lawsuit
- (9/23/24): Disney-Fox-Warner Bros. Discovery Venture Venu Sports Fires Back at Fubo in Antitrust Case
- (8/7/24): Disney May Have to Pay \$5 Billion More for Comcast's Hulu Stake
- (7/10/24): Redbox Owner Chicken Soup for the Soul to Liquidate; Fate of Workforce Unclear
- (5/15/24): Netflix Will Be the Home to Live NFL Games This Christmas Day

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