

CTAMTHINK

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Not Your Parents' Primetime: A New Paradigm for Entertainment



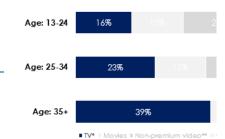
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1 | Gen Z Media Behavior



Gen Z has a different definition of "entertainment"

Young viewers (A13-24) say they spend less than half the time of those A35+ on TV



For Gen Z, the line between premium and non-premium video is blurred

- o Everything from YouTube to Netflix is viewed similarly if it's engaging.
- Non-premium video is not seen as lesser by younger audiences.
- Young people are drawn to:
 - o Brands and stories (often discovered through video games).
 - Long-form content on YouTube, which continues to see high streaming numbers.
 - o Social media, which acts as a discovery engine for compelling content.



2 | Cross-Media Storytelling & Engagement



- Video games are a major gateway to brand and story discovery.
 - Example: The Last of Us game (2013) → TV series (still the biggest streaming launch).
 - The show's surprise success was due in part to its built-in fan base from Gaming.
- Activities like reading/posting on social media, playing games, and even reading comic books all contribute to **story ecosystem engagement**.

3 | Social Media as a Content Driver

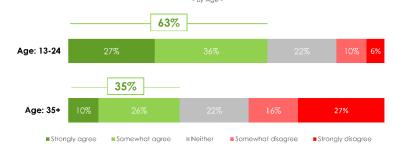
- Social platforms play a crucial role in **amplifying and promoting content**.
 - They help surface content on streaming platforms that audiences might not otherwise find.
 - Social sharing and conversation increase discoverability and engagement.

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YOUNG PEOPLE DISCOVER MANY OF THESE SHOWS VIA CLIPS ON SOCIAL PLATFORMS

"I often **discover new TV shows and movies by watching short clips** on social video sites like TikTok or Instagram"

- By Age -



BASE TOTAL RESPONDENCE AGE 13-24 (n-636), AGE 25-34 (n-238), AGE 351 (n-975)

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4 | The Value in Content Libraries

Content libraries are more important than ever, with the majority of younger adults (over two-thirds) and over half of A35+ finding older, cataloged shows as their new favorites to watch.



- In addition, over one-fifth (22%) of people aged 35 and over are willing to stream long-form content on YouTube.
- Indicates that even older viewers are adopting some younger viewing habits.