### ABU - DBS 2018

WorldDAB workshop



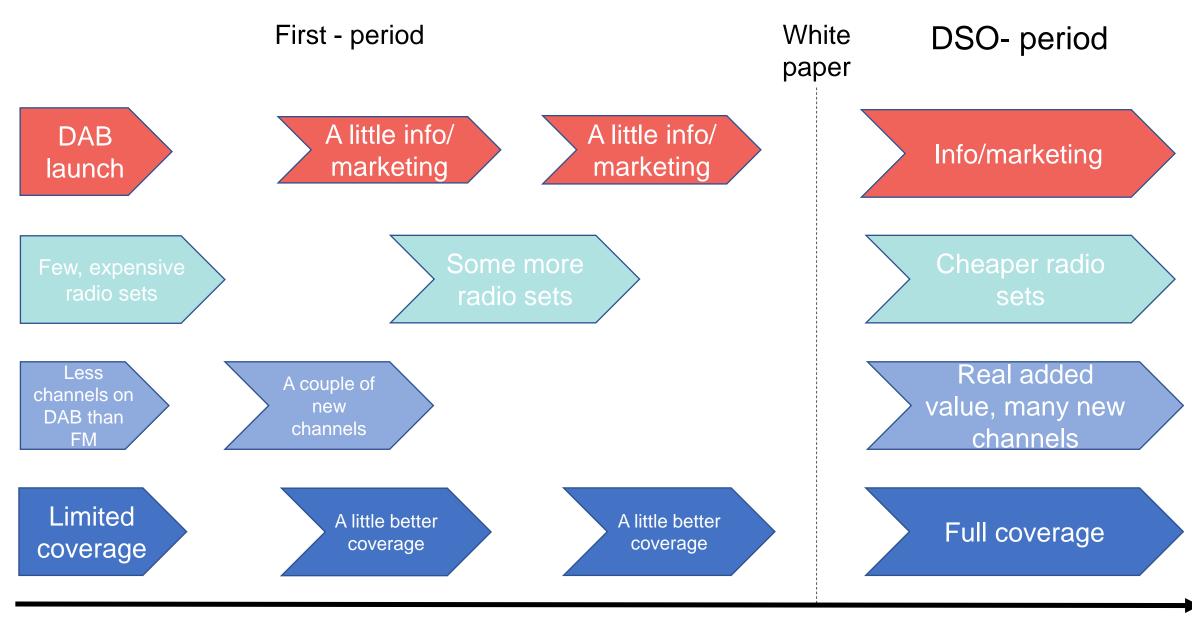
jorn.jensen@nrk.no





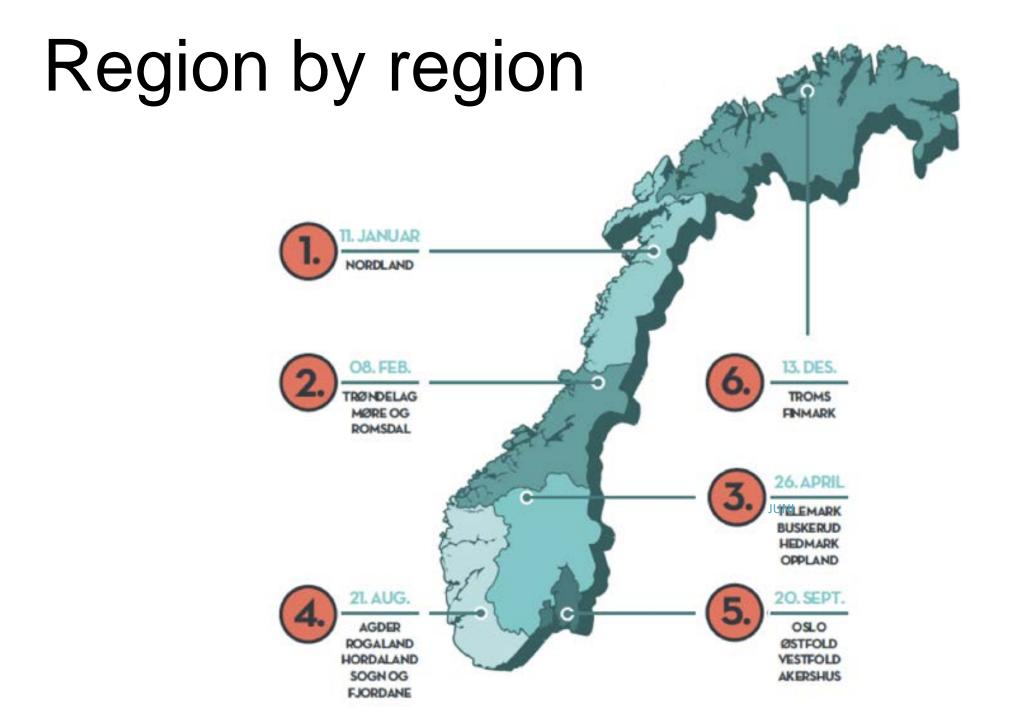
# How





1995 Start - 22 years - 2011 2017 FM-shut off



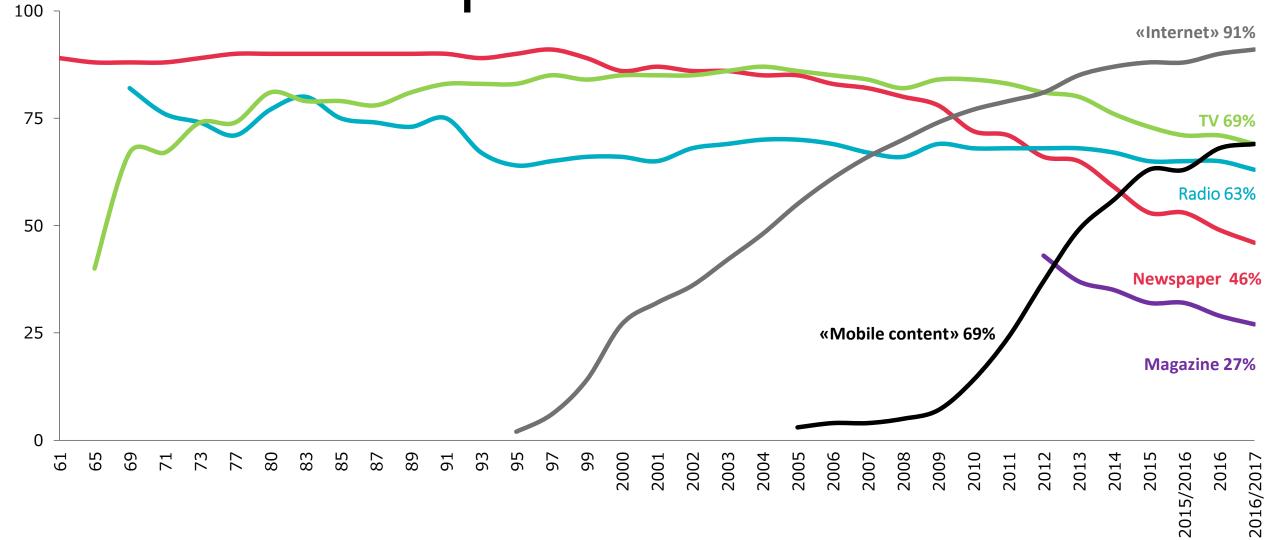




# Why



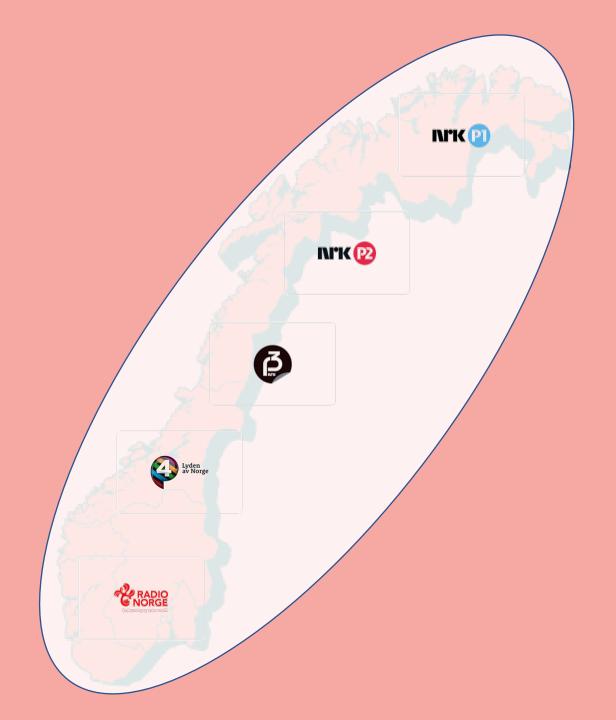
### Media development 1960 - 2016/2017



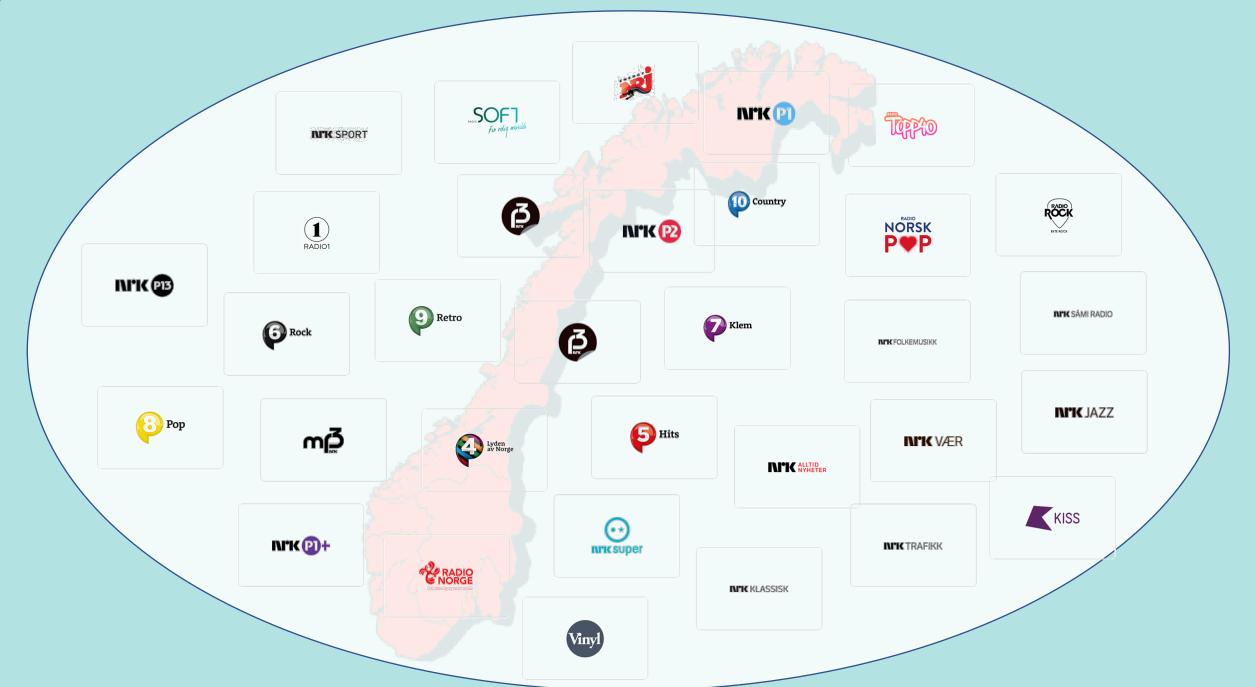
Source: KANTAR MEDIA

Daily use newspaper, radio, tv and internet



















### Digitization of newspapers and television











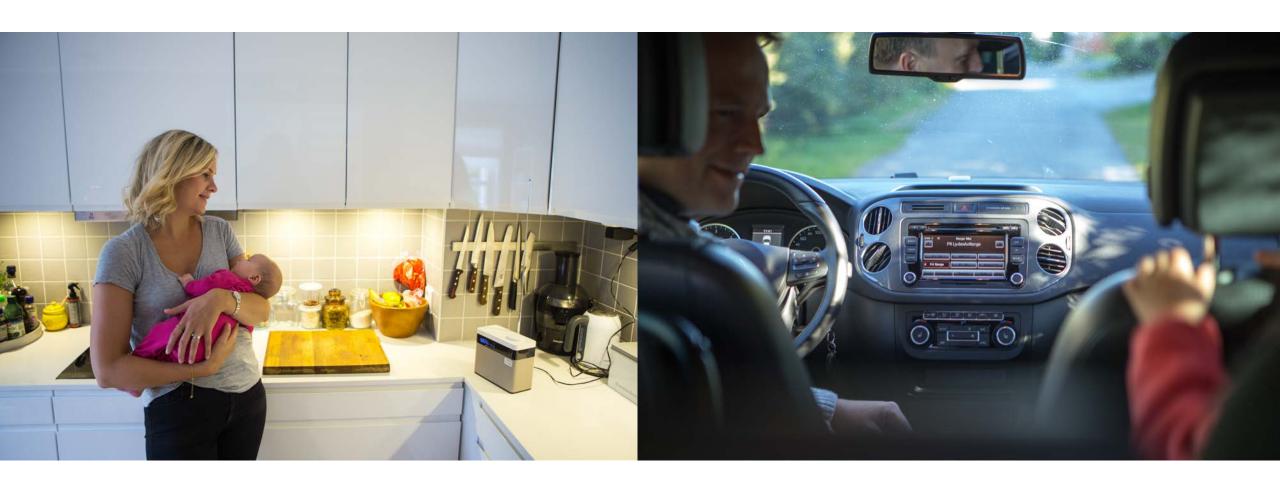


# Digitization of radio





### Radio is...







### CONTENT

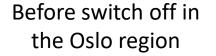
FREE

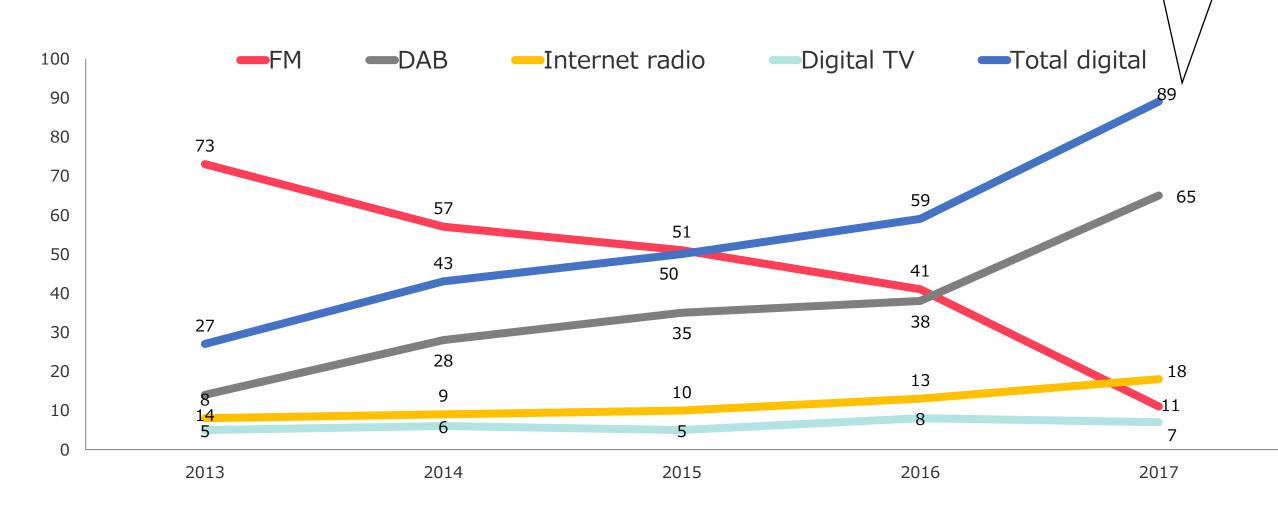
AVAILABLE

**EASY** 









Source: Digital Radio Survey, November 2017 KANTAR MEDIA

Share of time spent in Q4 every year, total radio, all platforms

# Results (so far)



January 2017:

# FM on

10.1 mill radios 2.9 mill cars January 2018:

# FM off

5.4 mill radios 1.4 mill cars



January 2017:

# FM on

10.1 mill radios 2.9 mill cars

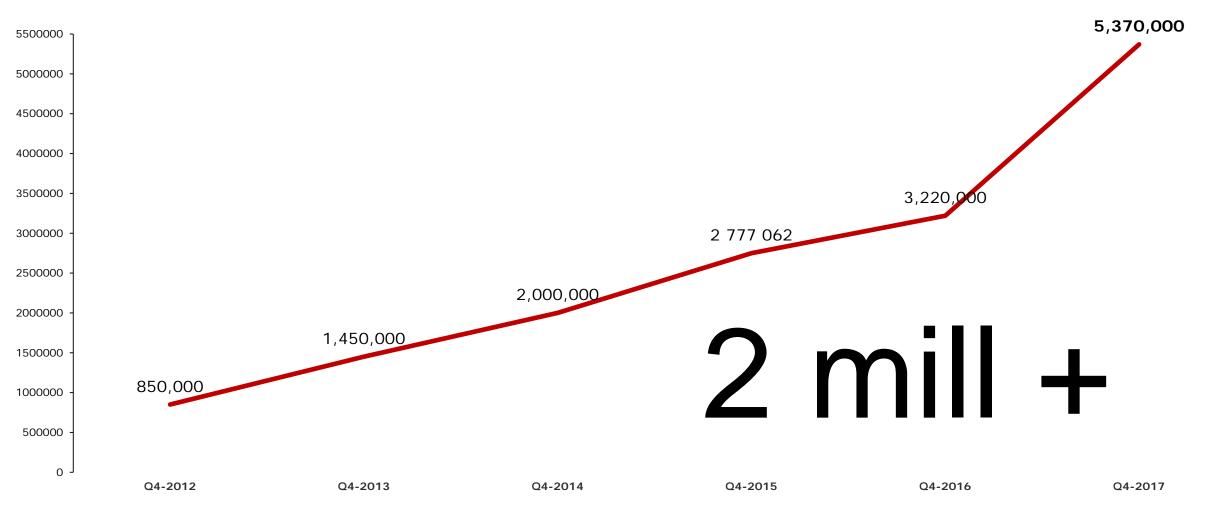
> 83.2% 3 714 000 weekly listeners

January 2018:

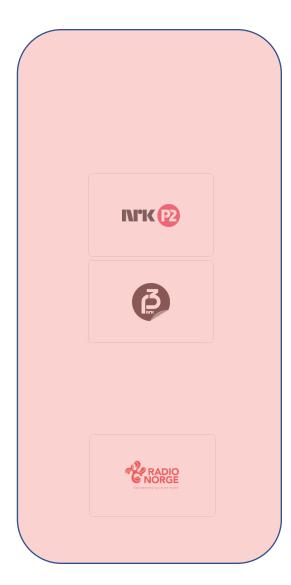
# FM off

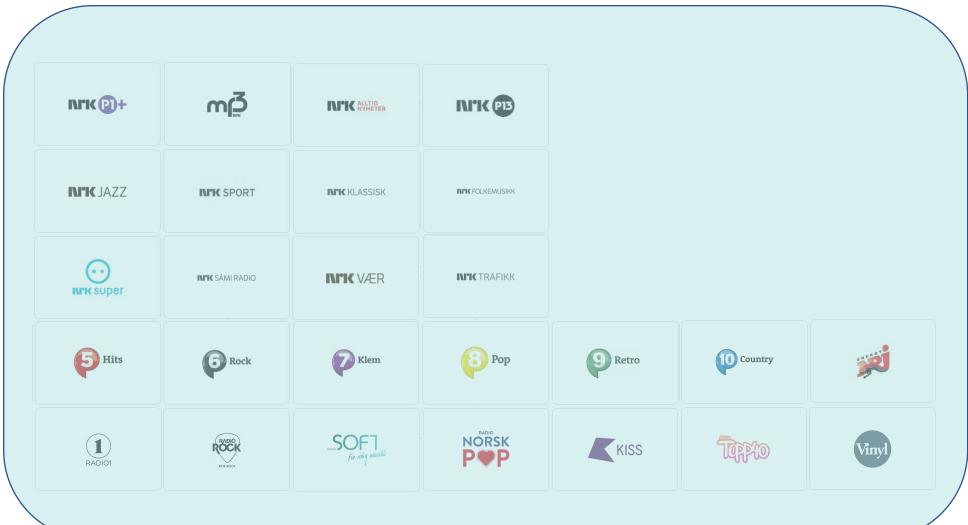
5.4 mill radios 1.4 mill cars

> 81.4% 3 670 000 weekly listeners

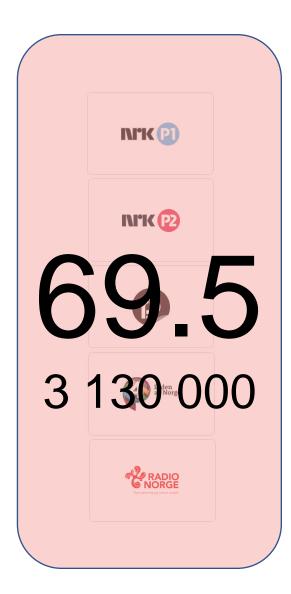


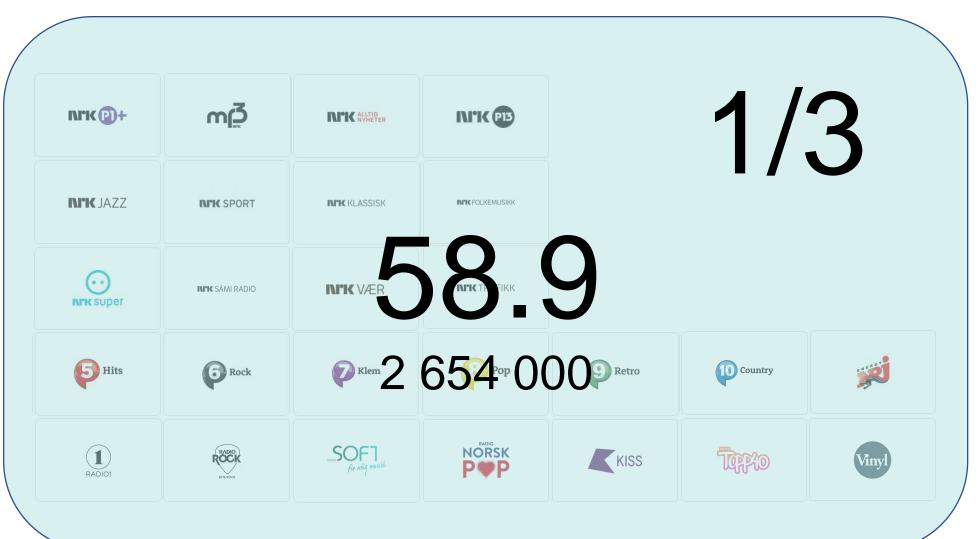






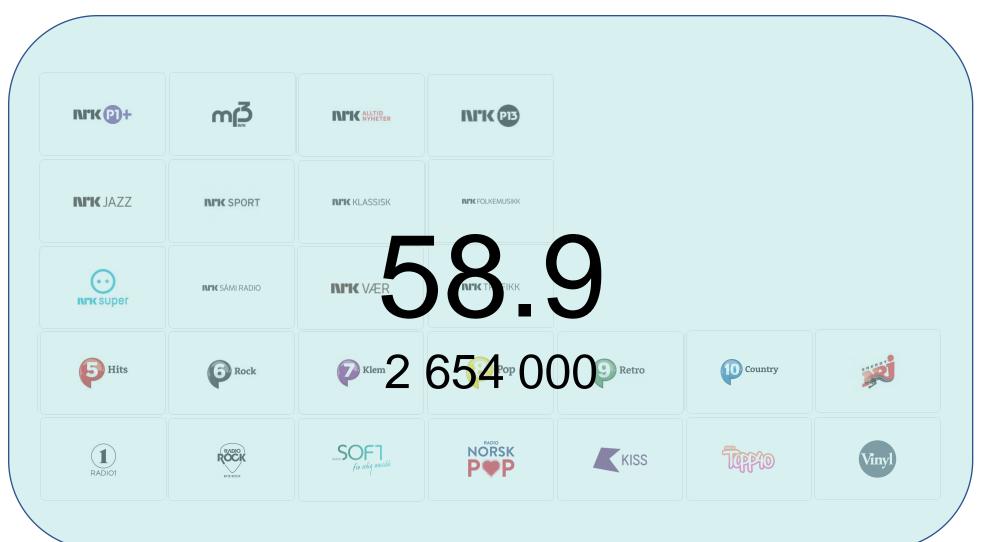














# A new dynamic radio market

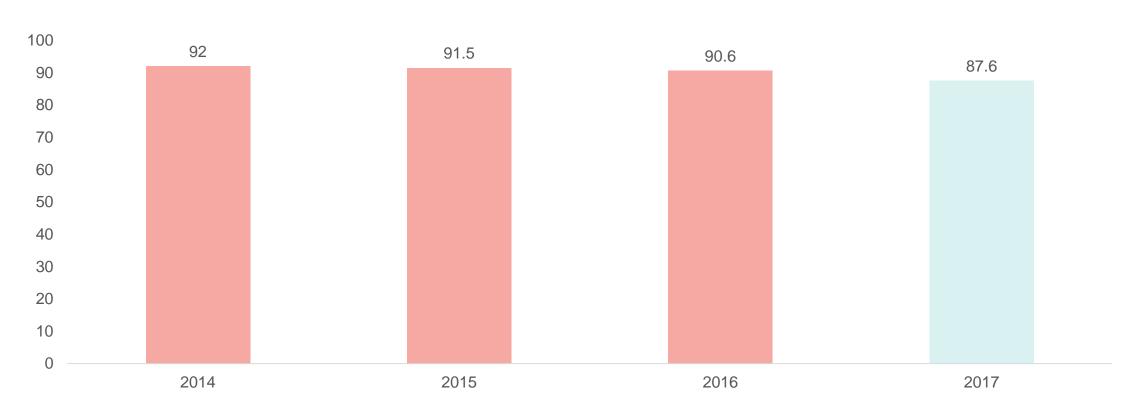






# Weekly listening, total radio





Source: Radio Survey PPM KANTAR MEDIA

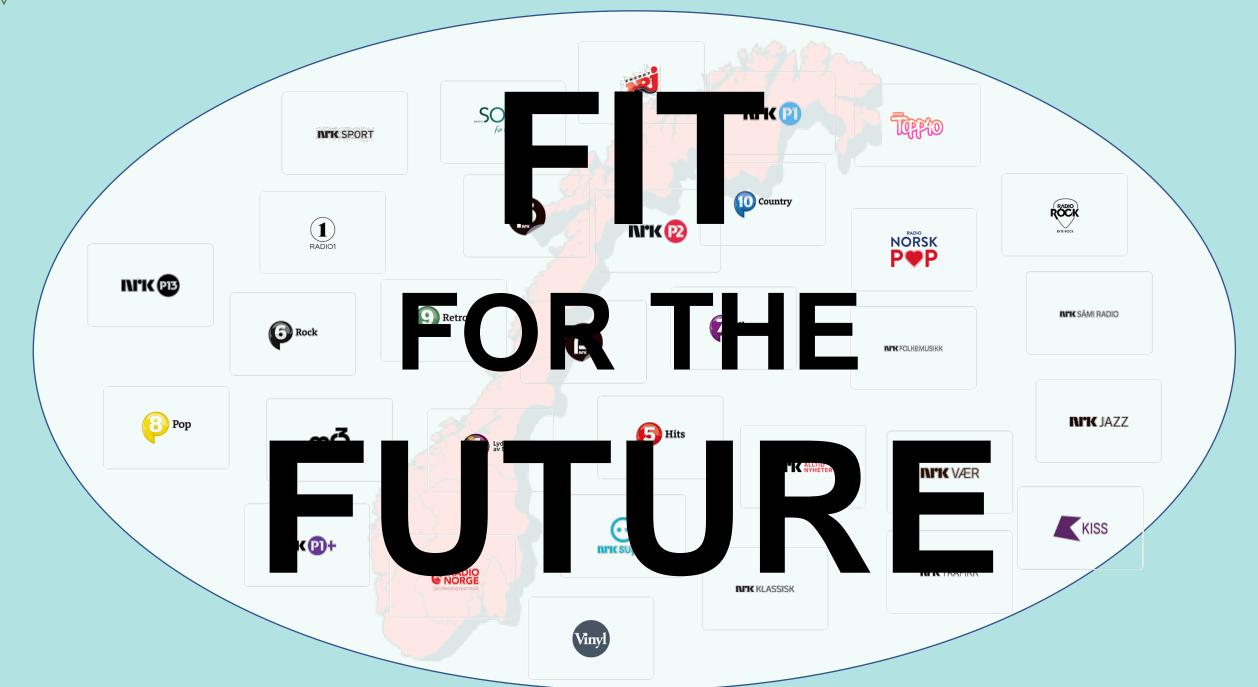
Weekly reach 12+



#### Lessons learned

- Cooperation on tech and process, compete on content
- Listeners embrace more choice
- Listeners are loyal to radio during the switch over, but some need more time to replace all radios or establish new digital habits.
- Carefully planning of the actual switchover
- Regional switch off works
- Public Service Broadcaster with robust license income to switch off first.
- Huge need for information! DAB more different then we thought.
- Car aftermarket difficult, but heavy users converts easier
- Some listeners will always wait until they have no more choice
- DRN representing one voice, necessary and successful





# Thank you

jorn.jensen@nrk.no