

Report :- SPOTIFY

By :-

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Problem Definition :-

Music lovers needs an easier way

to customize their playlist, provide personalized music suggestion based on listening history.

Automatically create playlists based on user's tempo and mood. Provide free (ad-supported) music experience as well as premium (ad-free) services.

It can support a diverse range of user needs across multiple devices and operating system.

(i) No. of Downloads :- 1B+ Average Rating :- 4.3
(26M reviews)

(ii) It supports a vast range of languages in different countries. In India it supports 9 languages. Hindi, Bengali, Gujarati, Kannada, Malayalam, Marathi, Punjabi, Tamil, Telugu.

(iii) It is available in 150 plus countries including India.

(iv) Other competing Apps :- Apple Music, Youtube Premium, Amazon Music, Tidal, Pandora.

The Closest Rival :- Apple Music.

(v) Unique Feature :- Turn On crossfade for seamless transition between songs.

(vi) Company Owning the Spotify :- SPOTIFY TECHNOLOGY S.A.

Spotify shares is controlled by its founders, Martin Lorezon (10.9%) and CEO Daniel Ek (7.3%).

(vii) FREEMIUM business Model :- free services include ads while premium cost monthly and yearly plans.

(viii) Comments :- spotify has never made a profit. It net loss in 2020 was €581M

up from €186 in 2019. These data shows that it can't survive for long based on current Model.

