

COMMUNITIES TO WATCH

GAMING REFORMERS

A progressively-minded community seeking to reform the gaming landscape and create a more inclusive, fun and equal 'third place' online.

EXEC SUMMARY

Connecting to a rapidly-growing cultural community, based on AI-driven content engagement data

This new report from Codec shares research identifying one of the fastest-growing communities within gaming - the Gaming Reformers.

The gaming landscape has become a hot topic for the advertising industry, seeking to connect to new growth audiences through their passions and interests.

Video gaming has exploded over the last year - a global market worth \$180 billion and projected to reach \$287 billion by 2026.

Based on +1.8M content engagements analysed over 12 months on the Codec platform, and a survey of 1000 community members (UK + US), we blend quantitative cultural data and survey data with quotes from Gaming Reformers to bring this community to life.

Progressively-minded and diverse, spanning gender and demographic lines, this emerging group aim to create a more inclusive, fun and equal 'third place' online.

15%
Gaming Reformer **community growth** over 12 months.

58%
of Gaming Reformers believe a **lack of accessibility** is an issue in gaming

80%
of Gaming Reformers are **excited to see brands** entering the gaming space



EXEC SUMMARY

Practical steps for brands, and how to connect with authenticity

How to engage Gaming Reformers

Diving in to the three key topics Gaming Reformers are passionate about. Featuring AI-driven content engagement analysis from the Codec platform highlighting big community needs.

- 01** Removing barriers to access
- 02** Tackling toxicity and stereotypes
- 03** Promoting purposeful play

How can brands connect?

Approaching this community with authenticity - Codec cultural strategists detail winning brand behaviours and rules of engagement with the Gaming Reformers.

- 01** Work with the community
- 02** Focus on scalable actions
- 03** Promote positive experiences

40%
of Gaming Reformers identified **wealth distribution** as getting worse

11%
increased engagement with **social inclusion** on the Codec platform

15%
increase in **strategy games** on the Codec platform

THE RISE OF GAMING

Gaming has soared in popularity during Covid

Over the past year, video gaming soared globally in popularity.

As the pandemic took hold and physical isolation became the norm, people the world over found themselves stuck at home, seeking new forms of entertainment, experiences and connection. Gaming became the new social, forging new audiences and communities in the process.

The global gaming market is worth \$180 billion and projected to reach \$287 billion by 2026*.

Additionally, gaming is now the largest category on Reddit with 172 million monthly visitors** and over 3 billion monthly views. At the beginning of 2021, the platform saw a 34% year-over-year growth across its gaming communities.

*Research and Markets: Gaming Market: Global Industry Trends, Share, Size, Growth, Opportunity and Forecast 2021-2026

**The Drum: Top 4 gaming trends marketers need to know about, according to Reddit

“

Video-game industry revenues grew so much during the pandemic that they exceeded sports and film combined

- IDC Gaming Report

MAPPING THE GAMING LANDSCAPE ON CODEC

Our AI analyses millions of content interactions to map the cultural opportunity spaces connected to any audience.

Within the broad gaming landscape we identified a wide range of communities united by shared interests, values and behaviours.

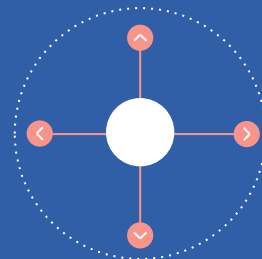
Each community tracking live on the Codec platform offers an on-demand audience view that moves at the speed of culture.

Codec insights help brands create community-driven strategic and creative decisions, as well as plugging into media targeting for activation across social and contextual programmatic targeting via any DSP.

01

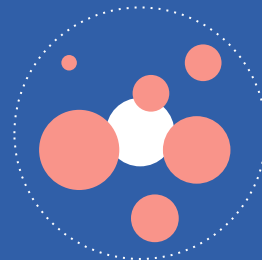


Capture the broad audience to explore - through engagement with relevant content



Enrich with wider content interactions over 12 months

02



Identify cultural communities connected to gaming

03



Track + activate through the Codec platform

GAMING COMMUNITIES TRACKING ON CODEC

Live activation audiences identified within the gaming universe



* Global sizing through GWI

A COMMUNITY THAT DEMANDED OUR ATTENTION

Whilst we've seen growth across all gaming communities tracking on the Codec platform over the past 12 months, one community in particular stood out for three reasons:

01

Fast-growing;
increased +15% in
size over past 12
months

02

**Unexpected
demographic;**
representation
across age groups,
including older
gamers

03

**Progressive
themes;**
engagement topics
mirror broader
shifts in society

“

**[in 2020]
Gaming growth
was most
pronounced in a
surprising
demographic:
35-54 year olds
increased
gaming time
+60% and dollar
spend +76%**

- IDC Gaming Report



INTRODUCING:

GAMING REFORMERS

A progressively-minded community seeking to reform the gaming landscape and create a more inclusive, fun and equal 'third place' online.

United by what they stand for and against, Gaming Reformers are challenging the status quo. Their core desire is to create a space that champions and celebrates the joy of gaming. A space that's accessible and welcoming to all.

Size

291M

Global audience (GWI)

Growth

+15%

Prev. 12 months (GWI)

COMMUNITY OVERVIEW

GAMING REFORMERS

A progressively-minded community seeking to reform the gaming landscape and create a more inclusive, fun and equal 'third place' online.

United by what they stand for and against, Gaming Reformers are challenging the status-quo.

Their core desire is to create a space that champions and celebrates the joy of gaming.

A space that's accessible and welcoming to all.

Size

291M

Global audience (GWI)

Growth

+15%

Prev. 12 months (GWI)

60% Male

40% Female

18-34 - **54%**

35 - 54 - **37%**

55+ - **9%**

Avg. age 36

\$40 avg.
monthly
gaming
spend*

Key engagement themes:



Removing
**barriers to
access**



Tackling
**toxicity and
stereotypes**



Promoting
**purposeful
play**

Gaming motivations:

1. Excitement (70%)
2. For the challenge (61%)
3. To learn new skills (58%)

+50% play games to **socialise
with like-minded people**

65%

describe
themselves as
**'play fair win or
lose' gamers**

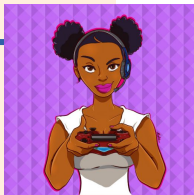
Key influencers / media



SUMMITIG



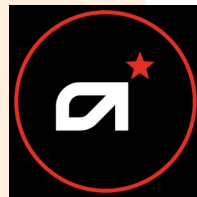
TWITCH



BLACK GIRL
GAMERS



TWITTER GAMING



ASTRO GAMING



* based on UK/US survey respondents

CONTENT ENGAGEMENT THEMES

Three key topics Gaming Reformers are passionate about:

Barriers to access

01

The question of access manifests itself in many ways for this community.

From removing barriers to play for those with disabilities, to speaking out around affordability and the unequal advantages raised by micro transactions within games, they're keen to remove obstacles that get in the way of enjoyment.

Toxicity & stereotypes

02

From sexual harassment and trolling to threats of violence and doxing, the anonymity of online gaming environments can fuel toxic behaviour.

Building on this, a feeling that representation - particularly of women in video games - remains harmful and stereotypical.

Purposeful play

03

For Gaming Reformers, having fun and learning new skills are prioritised over winning or beating others.

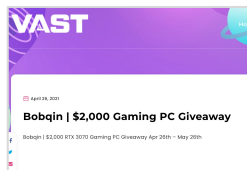
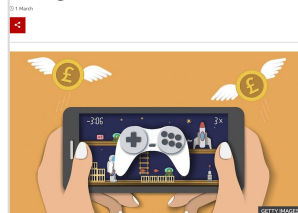
They are pushing back on 'win at all cost' behaviours that detract from the joy of gaming, focusing instead on socialising and learning new skills with like-minded people.

BARRIERS TO ACCESS

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From removing barriers to play for those with disabilities, to speaking out around affordability and the unequal advantages raised by micro transactions within games, they're keen to remove obstacles that get in the way of enjoyment.

Are in-app purchases ruining mobile video games?



40%
of Gaming Reformers identified **wealth distribution** as getting worse.

PS5 games are \$10 more expensive. Is that fair?

The truth is about as complex and murky as it gets.



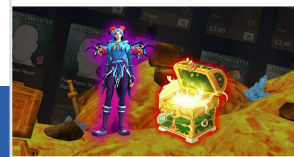
How Charity Gaming Marathons Have Changed Fundraising

@RachelKorman · 10 February 24, 2021

What's The Difference Between GOOD and BAD Microtransactions?

Microtransactions aren't going away, but they don't need to. After all, some microtransactions can actually be good, while many are simply bad.

by Mike
PUBLISHED MAY 14, 2021



\$83M+ Raised And Counting In 2020: Are Twitch Streamers The New Philanthropists?

Chris Strub · Contributor @ CMO Network
I highlight successful social media strategies from every category.

+8%
increased engagement in **social economics** on the Codec platform

WEALTH INEQUALITY

Ability to spend is creating new barriers to access

Whilst adding new dimensions to gameplay, the rise of in-game microtransactions is creating unequal experiences.

Pay-to-win structures break gameplay by giving players who spend money advantages over non-spenders.

Gaming Reformers find this problematic; creating new barriers to access which are detracting from the enjoyment of gaming.

While this community values rewarding skill and ability to play over ability to spend, they understand the benefits that have come to gaming through microtransactions.

"More money trickling into the video game industry creates more stability and allows developers and publishers to plan games for the foreseeable future" - Gamebyte

With wealth inequality becoming more evident, gamers are taking the initiative to raise money for those less fortunate than themselves E.g. charity fundraisers.

“...open the door for anyone to compete, the moment that happens is the moment esports becomes a real league and not one filled with only those privileged enough to afford thousand dollar gaming equipment.”

- Gaming Reformer survey respondent



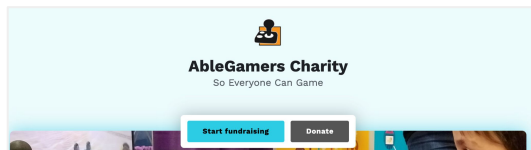
2006

WOW! He must have done something really difficult to earn that armor!



2019

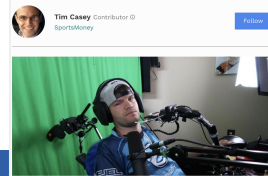
WOW! He must have spent so much of his money to buy that armor!



+6%
increased
engagement with
Disability Rights
on the Codec
platform



Rocky Stoutenburgh Becomes First Quadriplegic With Professional Esports Contract



Players without sight can Platinum The Last of Us Part 2 - a look back at accessibility in 2020



58%
of Gaming
Reformers believe
**lack of
accessibility** is an
issue in gaming

RETHINKING INCLUSIVITY

Removing barriers for gamers with disabilities

Whilst gaming still has a long way to go when it comes to accessibility for all, positive change is happening.

Gaming Reformers are engaging with content that speaks to these positive actions; championing manufacturers and developers that are engaging the community and striving to create truly inclusive experiences.

Content championing positive actions, like

The Last of Us Part 2 featuring over 60 accessibility settings, cuts through with the community. As does conversation around what more can be done, like allowing for 'flash images' to be turned off in games.

Pro gamers with disabilities like Rocky Stoutenburgh, who is paralysed from the neck down, are raising awareness and demonstrating that nothing is impossible.

Gaming Reformers are looking to support and amplify people and stories demanding action in this space and are fortunately receiving positive feedback from brands and developers listening to their requests.

“

I suffer from vestibular and neurological conditions and there are a lot of games that I can't play...

...I wish games had more options to disable certain graphics or sounds.

- Gaming Reformer survey respondent

“

Work with disabled people to come up with better peripherals and have better measures in place to tackle hate speech.

- Gaming Reformer survey respondent

“

I only know of one controller that's accessible for people with disabilities; we need more creative thinking.

- Gaming Reformer survey respondent

+50%

of Gaming Reformers feel **positive change is coming from gamers** vs developers, forums and manufacturers

A top-down view of several LEGO minifigures on a light-colored wooden floor. The figures are scattered around the central text. One figure with a yellow head and green body is on the left. Another with a blue head and red body is at the top. A green figure is on the right. At the bottom, a figure with a brown head and red body is visible. The background is a warm-toned wooden floor with a visible grain.

Barriers to access

COMMUNITY NEED:

**GREATER EFFORT AND ENERGY
FROM THE INDUSTRY AND BRANDS
TO SUPPORT AND SUPERCHARGE
POSITIVE ACTIONS HAPPENING AT
THE COMMUNITY LEVEL**

TOXICITY & STEREOTYPES

From sexual harassment and trolling to threats of violence and doxing, the anonymity of online gaming environments can fuel toxic behaviour.

Building on this, a feeling that representation - particularly of women in video games - remains harmful and stereotypical.

Toxicity in Gaming Is Dangerous. Here's How to Stand Up to It

Players often rationalize behaviors like harassment as a part of video game culture. But new research shows it has long-term negative effects.

Better representation in games promotes better diversity in development



FAIR PLAY ALLIANCE AND ADL RALLY INDUSTRY TO COMBAT HATE AND HARASSMENT IN VIDEO GAMES



+11%
Increased engagement with social inclusion on the Codec platform

63%
of Gaming Reformers believe **toxicity** is an issue in gaming

This Software Will Let You Censor The 'N-Word' And Other Offensive Speech—But On A Sliding Scale

Only **20%** of Gaming Reformers feel the industry is **doing enough to tackle prejudice**

Riot Games to record Valorant voice chats and review for harassment, hate speech

TACKLING TOXICITY

De-normalising negative behaviour online

For this community, there is a sense that toxicity has become deeply entrenched and normalised as part of gaming culture.

Online anonymity, together with a perceived lack of consequences (or deterrent) for negative behaviours in spaces such as chat rooms, means toxicity can often go unchecked. This can discourage many from play.

Voice chat in particular was highlighted as a tool misused to harass other gamers.

Cultivating inclusive, safe spaces is deeply important for Gaming Reformers. They're looking for support from the industry and believe more can be done to protect play (and players!).

Companies and organisations such as the Fair Play Alliance are working to combat hate and harassment in video games. Elsewhere, Intel have introduced new AI software called Bleep, which censors offensive speech in gaming audio.

“

Most issues come from lack of follow through for violators and lack of diverse characters in games.

- Gaming Reformer survey respondent

“

[We need] inbuilt algorithms that monitor for abuse and aggressive behaviour towards others, especially in online games.

- Gaming Reformer survey respondent

“

Better control over what people say over voice chat when playing games. People can get away with saying practically anything.

- Gaming Reformer survey respondent

Lenovo's 2021 Game Survey Shows Most Girl Gamers Pose as Men: In-Game Abuses to Know

FEMALE VIDEO GAME
CHARACTERS REDESIGNED
WITH **REALISTIC BODIES**

59 per cent of women hide their identity in games, survey reveals

Only **29%**
believe forums are
creating **safe**
spaces for women

Only **5%** of
video games
showcase a
female
protagonist -
Forbes.

Female Gamers Are On The Rise. Can The Gaming Industry Catch Up?

+8%
Increased
engagement in
gender equality
on the Codec
platform

**Better representation in games promotes
better diversity in development**

REPRESENTING WOMEN

Challenging negative attitudes + representation

The rise of female gamers in recent years has demonstrated that the appeal of gaming extends far beyond what long-held gender stereotypes might suggest.

Gaming Reformers are keen to celebrate this increased visibility of women in gaming, but are calling on developers and industry to do more to empower them, both inside the game and outside of it.

In games, they feel that representation of female characters is often one-dimensional; hypersexualised, unrealistic and reinforcing negative stereotypes.

When it comes to players themselves, research reveals that women tend to hide their identity in games as a result of experiencing harassment based on their gender.

Groups such as Women in Games are harnessing creativity and activism to shape the future of an industry free from discrimination.

“

I think [developers] need to tone down the anatomy of female characters - they all have thin waists and large breasts that stick out.

- Gaming Reformer survey respondent

“

You see strong female characters...but they're always so underdressed, it infuriates me.

- Gaming Reformer survey respondent

“

Female characters are generally sexualised in the way they look and this needs to change.

- Gaming Reformer survey respondent

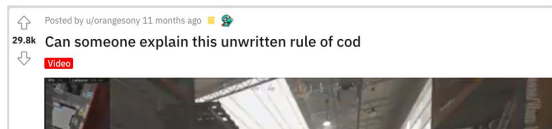
COMMUNITY NEED:

**WORK IS UNDER WAY TO TACKLE
TOXICITY IN GAMING, HOWEVER
MORE CAN BE DONE TO CREATE
SPACES AND EXPERIENCES FREE
FROM DISCRIMINATION AND HARM**

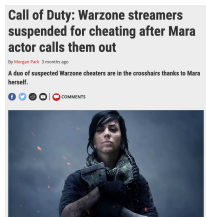
PURPOSEFUL PLAY

For Gaming Reformers, having fun and learning new skills are prioritised over winning or beating others.

They are pushing back on 'win at all cost' behaviours that detract from the joy of gaming, focusing instead on socialising and learning new skills with like-minded people.



-5%
decrease in
torrenting +
streaming on the
Codec platform.



Only **23%** of
Gaming Reformers
are **seeking**
recognition from
other gamers



PLAY TO WIN FOR FUN

Reconnecting with the purity of gameplay

The unwritten rules that surround gameplay are seen as a code that should be followed by all gamers to create a more enjoyable experience for everyone.

These 'codes of conduct' are rooted in effort, fairness and fun.

Learning from others to complete stages of gameplay is considered honest behaviour and a fair method of 'levelling up'; they know

their achievements have been rightfully earned.

The decrease in interest with adjacent topics like torrenting speaks to this 'fair play' sentiment bleeding into other areas of online culture.

The rise of hacking and cheating is seen as antithesis to this mindset. Negative behaviour that detracts from the fun and fairness of gaming.

Gaming Reformers' cooperative nature and desire to preserve the enjoyment of gameplay is evident in their following of these unwritten rules and feeling proud of others when they do the same.

“

[The industry should do more to tackle] hackers, scud pads, cheats etc...companies need secure programs and better written unhackable code.

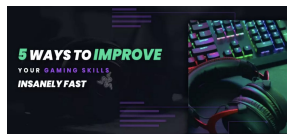
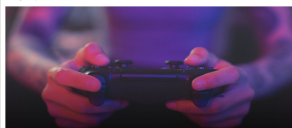
- Gaming Reformer survey respondent

“

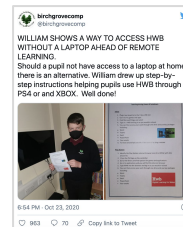
Stop hacking and cheating in games...it ruins the fun for other players.

- Gaming Reformer survey respondent

57 per cent gamers admit that they can learn practical life skills through online games: AIGF report



63% of
Gaming Reformers
value **learning and
developing skills**
through gaming



15% increase
in **strategy games**
on the Codec
platform



LEARNING NEW SKILLS

The gamification of learning and development

Far from being a mindless activity or just pure entertainment, Gaming Reformers value gaming as an educational tool that aids learning and developing new skills.

The positive, rewarding environment of gaming makes it an inherently encouraging medium through which to facilitate learning.

From the gamification of language learning through apps like DuoLingo through to

children using their gaming consoles to learn during lockdown, the role and potential of gameplay in helping to acquire new life skills is clear.

The popularity boom of online chess demonstrates an increasing interest in games that provide strategic and cerebral training. Pogchamps is an online chess tournament on Twitch, where organisers donated winners' prize money to their chosen charities.

Gaming Reformers
value positive gaming
environments and
outlets that allow
personal development,
learning and upskilling.

Purposeful play

COMMUNITY NEED:

**ELEVATED EXPERIENCES AND
OCCASIONS THAT CELEBRATE
THE JOY OF PLAYING AND
LEARNING OVER COMPETING
AND WINNING**

GAMING REFORMERS

A community with clear interests, values and needs:

01

Help them break down barriers

Greater effort and energy to support and supercharge removal of barriers to access

02

Support them in creating safe spaces

Help to create spaces and experiences free from discrimination and harm

03

Facilitate fun and help them upskill

Elevated experiences and occasions that celebrate the joy of gaming and learning





**WHAT DOES THIS MEAN FOR
BRANDS LOOKING TO CUT
THROUGH IN THIS SPACE?**

**HOW CAN BRANDS BEST SERVE
THIS COMMUNITY AND DRIVE
GROWTH?**

LEARNINGS FROM TWITCH

A gaming space where positive change is happening

Barriers to access



Tangible actions

Committed \$1M to Able Gamer, a charity to improve accessibility in the gaming space

Tackling Toxicity



Community engagement

Rolled out player tags that individuals can add to their videos to aid inclusion

Purposeful play



Elevated experiences

Live Chess tournaments on Twitch; winners' prize money donated to their chosen charity

BRANDS WELCOME

A community excited to see brands entering the gaming space

The good news for brands is that nearly...

A trend that's here to stay

67% of gamers 35+ continuing increased gaming time post lockdown

- GWI, March 2021

80%

of Gaming Reformers are excited to see brands entering the gaming space.

67%


are welcoming of fashion and beauty brands, whilst almost

They **value brands creating positive change** in the world (62%) and brands that **help them achieve their goals & develop skills.** (51%)

Providing clear focus for how to connect, add value and ultimately recruit Gaming Reformers.

50%

of respondents were excited to see more personal tech and food brands in gaming.

A woman with curly hair and glasses is looking out a window. The image is split into two main sections by a vertical line. The left section has a blue header bar with the text 'Community needs' and a white text box with the title 'GAMING REFORMERS' and a paragraph of text. The right section has a blue header bar with the text 'Barrier to overcome' and a white text box with a paragraph of text.

Spaces brands can serve

GAMING REFORMERS

Community needs

Gaming Reformers are seeking to create and support positive change across all aspects of gaming. Contributing to and championing gaming as a space that celebrates the joy of positive play, and is accessible and welcoming to all, is what unites and drives them.

Barrier to overcome

As individuals they feel powerless to affect positive change at scale. They see pockets of progress, but it's not happening quickly enough to combat persistent negative behaviours that detract from the enjoyment of play.



How to engage

GAMING REFORMERS

Winning brand behaviours

- 01 **Work with the community.** Create feedback loops and allow them to input and co-create.
- 02 **Focus on scalable actions.** Connect the community and give them the tools to collectively drive change at scale.
- 03 **Promote positive experiences.** Enable moments of shared joy and occasions for self-development within positive environments.

Consideration: Whilst Gaming Reformers are focused on improving the image and experience of gaming, **they are also looking to socialise and have fun.**

WE ARE A CULTURAL INTELLIGENCE PLATFORM

Fusing AI-driven cultural intelligence with human imagination, Codec helps brands to discover and tap into the pockets of culture that drive growth.

We harness cultural data to inform every step of the marketing process - from brand strategy through to creative approaches, to activating in media.



2 x increase
in sales



51% engagement
rate increase



3 x brand awareness
increase

**“Codec-powered
media strategies have
led to an over 2X
increase in sales
versus our approach
in targeting generic
audiences.”**

Reckitt Benckiser Health UK

GET IN TOUCH



Speak to a
strategist
info@codec.ai

