

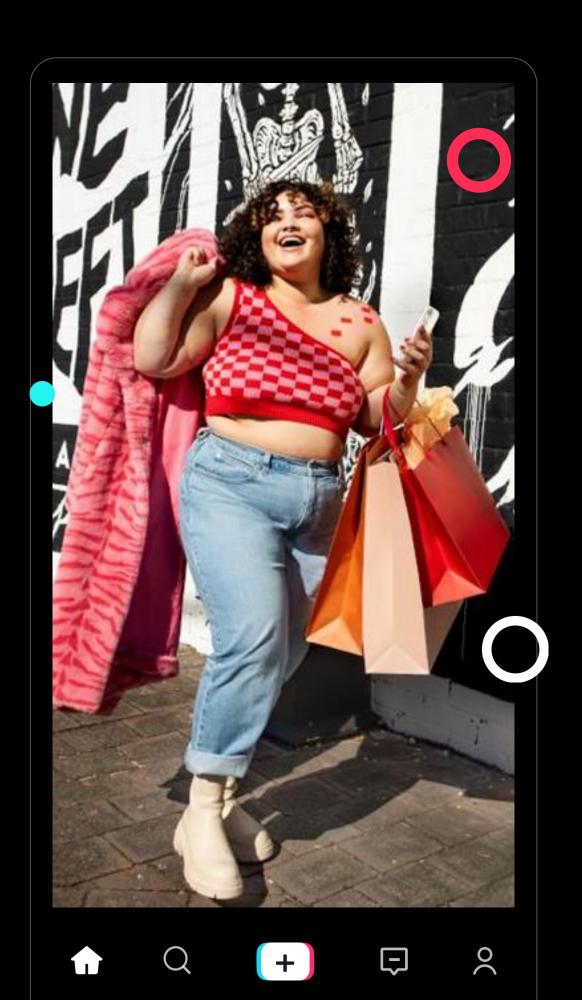


What's Next 2023 Trend Report

A New Era of Confidence (Malaysia)





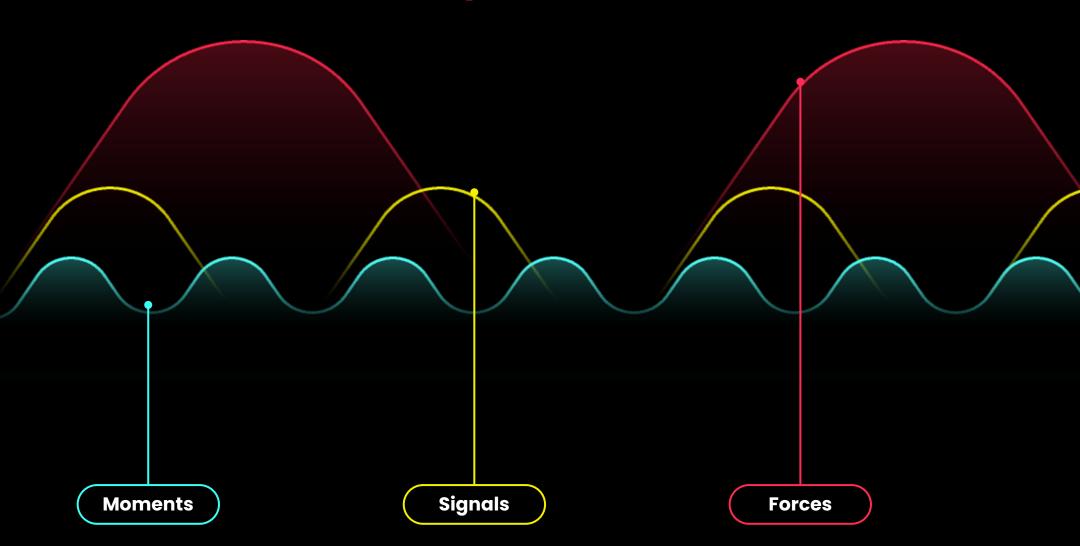




Trend Methodology

Before we dive in, let's answer an important question: What do we mean when we say "trend?" The term is often associated with popular videos and audio clips. But we track trends at different speeds and sizes to give a more comprehensive understanding of global culture and creativity on the platform.

TikTok Speeds of Culture



Creative prompts that quickly gain traction and buzz.

Popular TikTok sounds, hashtags and formats that everyone is suddenly using (i.e. Corn Kid or "They're a 10 but...")

Lifecycle: Days to weeks

New content patterns that reveal emerging behaviors and interests.

Shifting behaviors within specific categories or verticals (i.e. practicing multidimensional wellness or celebrating smaller luxuries.)

Lifecycle:Months to a few years

Enduring, large-scale behavioral transformations.

Major cultural shifts, such as how communities form, where people discover new products, how Creators wield influence, and more.

Lifecycle:Up to several years



Want to see what took off in 2022?

111

Check out **Year on TikTok 2022**, a look-back at some of the biggest moments on the platform from the past year.

Want to learn more about trends?

- Check out our <u>Trend Dashboards</u> on the TikTok Creative Center
- Read the <u>Trend Articles</u> we launched in the Trends Hub on the TikTok Creative Center
- Watch the <u>Trend Stories</u> we launched in the Trends Hub on the TikTok Creative Center





Report Introduction



Welcome to the 2023 edition of What's Next, TikTok's annual global trend forecast. This report was designed to help marketers understand how consumers' wants and needs will change in the upcoming year and what that will mean for their strategies (both on and off of the platform).

We discovered each trend by analyzing TikTok videos, spotting patterns in creativity and behavior on TikTok, and unpacking what we saw with custom research. By pairing these insights with tips and tools to help you make content, we hope to give you everything you need to thrive at the cutting edge of marketing in 2023.

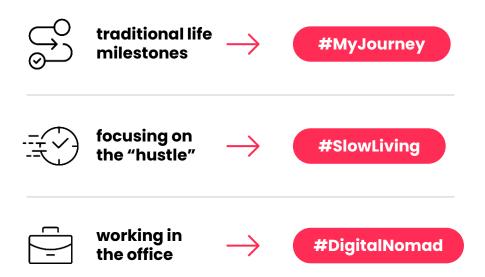
AND MINN CHARACTER

A New Era of Confidence

Goodbye, 2022. You were real.

Throughout the last 12 months, the global TikTok community reimagined entertainment. They shared personal stories of real moments and passions that brought communities together and helped users discover new ways of thinking.

After quarantine, people realized they didn't have to keep living life as they always had and adhering to social norms. As they saw different points of view on TikTok, new ideas started spreading across cultures



Now we say hello to 2023.

This year, the community will inspire each other to make changes in their lives with newfound confidence.

Content on TikTok is so relatable, users often take action based on what they see on their For You page. Sometimes that action is simple, such as buying a product or trying a recipe.

But in 2023, the platform's influence will deepen. People will continue to reflect on their values in a world that's bringing inflation, health and climate issues, and personal stress. Amidst all that, they'll seek out new paths to success, happiness, and well-being—and TikTok will be a tool to help them find it.



What you'll find in this report:



- 3 key Forces driving
 TikTok culture in 2023
 - Underlying Signals for each Force
- Key takeaways and creative approaches to help you plan ahead

Actionable Entertainment

Tailor-made content on TikTok inspires people to take action



Overview

On other platforms, content is "personalized" based on broad identity categories or simple browsing histories. But on TikTok, content is curated based on what viewers find entertaining, so it captures their attention and trust.

The **attention** comes from the quality of TikTok content. Creators are gifted storytellers who understand the value of humor, perfectly-timed audio, pacing, and helpful advice—so they're able to quickly pull in their viewers.

The **trust** is a result of who's making the content. When a viewer sees a video from a Creator they can relate to (like someone with the same hair type as them) or from an expert (like a hairstylist with 20+ years of experience,) they're more likely to take the information to heart. That's why ideas take off so quickly on TikTok and give people the confidence to take action. They're hearing compelling stories from real people.



What's Next?

In 2023, TikTok-first entertainment will inspire people to test out new products and ways of thinking and behaving.



92%

Among people who took an offplatform action as a result of a TikTok, 92% say they felt a positive emotion that ultimately resulted in an off-platform action¹ 72%

Among people who took an offplatform action as a result of a TikTok, 72% say they obtained reviews from Creators they trust on TikTok, more than any other platform¹



46

People don't buy (skincare) because of the ingredients. People buy because of the reviewer's experience. When I review a product, I am honest, respectful of the user and I take care of them.

@tran_lam18, creator in VN

Key Signals for Actionable Entertainment

Signal 1

Show, Don't Sell

Creators make tutorials that feature personal stories and fun storytelling styles, like transitions—and that fuels the impact of their messages. For example, if a Creator makes a hair tutorial for her specific hair type and discusses the challenge of finding good products, she'll influence users because of her honesty and specificity.

Popular hashtags to try

#storytime

288B vv Lifetime views

1.6B vv Views from Sep '21-'22

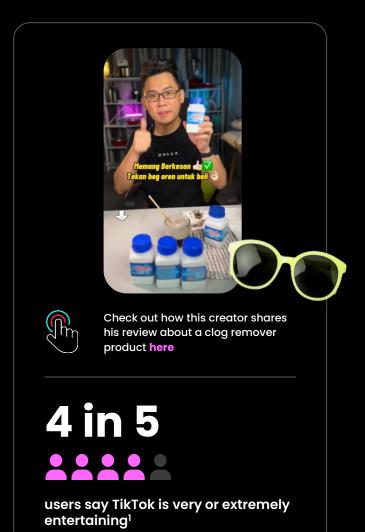
145% YoY growth

#review

61B vv Lifetime views

389M vv Views from Sep '21-'22

121% YoY growth



Signal 2

TikTok Investigates

People come to the platform to uncover truths and debunk myths, which builds credibility and trust between Creators and their viewers. For example, a nutritionist who provides sound dietary advice is going to build a stronger bond with their audience.

Popular hashtags to try

#learningisfun

1.5B vv Lifetime views

40M vv Views from Sep '21 - '22

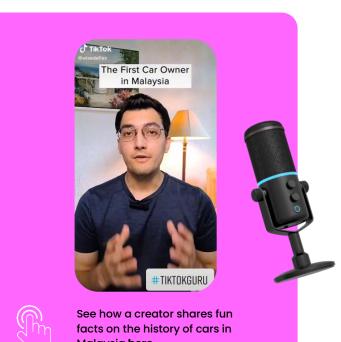
296% YoY growth

#TikTokguru

2<mark>1.2B vv</mark> Lifetime views

8.3B vv Views from Sep '21 - '22

21% YoY growth



Malaysia **here**

74%

of TikTok users who took an action offplatform as a result of TikTok say that comments provide helpful information²

Signal 3

Customer-to-Creator Pipeline

When your brand has existing fans who make content on the platform, pay attention. Their organic videos can easily be boosted into influential ads. So cultivate relationships with those Creators to help build genuine sponsorships.

Popular hashtags to try

#TikTokMadeMeBuyIt =

34.7B vv Lifetime views

343M vv Views from Sep '21-'22

1739% YoY growth

#racunTikTok

11.9B vv Lifetime views

1.2B vv Views from Sep '21-'22

2381% YoY growth





Learn more about how a creator shares a review of her #racunTikTok here

65 [%]

of TikTok users say they always rely on online reviews and creator recommendations to decide what to buy online³

How to jump in

The best messages on TikTok are uplifting, funny and personalized, because that often means they're entertaining. Brands can build this entertainment value by using the editing techniques that the community has perfected, which are effective at keeping viewers' attention.



Creative approaches to try



Syncing audios to transitions

TikTok is a sound-on platform, so videos that use popular audio clips more native



Adding text overlays

Creative captions and text overlays allow brands to tap into popular formats like POV videos



Voiceover effects

Built-in voiceover options are an effective solution to make your video engaging without being overly polished

Tools to build your story



Video **Templates**

Use this intuitive content builder to turn your existing assets (whether it's photos, videos, text, or a combination thereof) into a TikTok



Smart Video

Have longer video footage at your disposal? Let artificial intelligence automatically cut video clips and save yourself time on editing, so you can focus on the fun stuff



Branded **Mission**

Creators pitch their campaign ideas to your brand and you select (and boost) the most relevant ideas

Brand spotlight:

L'Oréal Paris

Content Idea

L'Oréal Paris wanted to drive awareness for their foundation powder. In order to show the best qualities of their product, they collaborated with a creator to showcase the unique features.

Approach

Collaborated with a creator by showing the effects before and after she applied the products, to the extent of pouring water over her face to show that it is truly waterproof.

See more **here**

Results

8.7m 46.6k 1.6k

Video Views

Likes

Shares

Signal



@aintasnim

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Making Space for Joy

People are seeking more ways to take care of themselves—and finding advice on TikTok



Overview

Despite all the self-care advice out there, people are still burning out. So they're looking for *meaningful* self-care amidst an endless cycle of public health issues, work-life balance struggles, and personal hardships.

Everyday people are changing their relationships with their jobs and letting go of anxieties about hitting traditional life "milestones," like getting married and having kids. They're being more vocal about what true happiness looks like for them and making space for fun.

Joy is a massive through-line for TikTok videos, so the platform is a perfect place for people to discover unique forms of humor, passion, relaxation, and other content that allows them to prioritize themselves in the new year.



What's Next?

In 2023, messaging on TikTok—and beyond—should speak to this desire for levity and encourage people to make more room for themselves.



50%

of users say that TikTok boosts my mood, makes me feel happy/positive

4 in 10

TikTok users say 'lifting their spirits' is key in motivating them to make a purchase



66

I am more relaxed and showcase my fun side on TikTok. I try to be as casual as possible so people can see me as who I am and enjoy my content, not just a journalist.

@milstar79, creator in KR

Key Signals for Making Space for Joy

Signal 1

The Memeing of Life

Humor is a universal language on TikTok for people to bond over while putting their own creative spin on things through various formats and in-jokes. On TikTok, memes often rely heavily on the use of popular sounds, which is one of the top creative elements that people leverage on the platform.

2022 memes that brought us joy

#cornkid

537M vv Lifetime views

Views from Sep '21-'22 3.5M vv

718K% YoY growth

#POV

704B vv Lifetime views

Views from Sep '21-'22 **4.2B vv**

> **65%** YoY growth





Take a look at how a creator got creative with TikTok meme culture to spark joy <u>here</u>

90 %

of users who took an action offplatform as a result of TikTok said that the platform makes them happy (and never gets boring)¹

Signal 2

Wellbeing Your Way

Users share everyday strategies and "life hacks" on TikTok that empower them to make space for themselves whenever they need. These personalized solutions cover anything from skincare tips to advice on living as a digital nomad, instead of working a standard 9-5.

Popular hashtags to try

#selfcare

34.B vv Lifetime views

Views from Sep '21 - '22 139M vv

YoY growth 327%

#mentalhealth

60.7B vv Lifetime views

Views from Sep '21 - '22 439M vv

157% YoY growth



the community to participate in self-care <u>here</u>

of users who took an action offplatform as a result of TikTok said that TikTok teaches them new things¹

Signal 3

Little Luxe

TikTok users love sharing stories about how they reward themselves at any budget level, which makes indulgence feel accessible and attainable. Hashtag formats like #treatyourself show how Creators pamper themselves and alleviate stress, whether it's a fancy candle or a mud mask.

Popular hashtags to try

#treatyourself

Lifetime views 2.1B vv

7M vv Views from Sep '21-'22

493% YoY growth

#morningvibes

Lifetime views **1.7B vv**

42M vv Views from Sep '21-'22

178% YoY growth







encouraging users to treat themselves here

of users who took an action offplatform as a result of TikTok agree that a Creator showing a product is more useful than reading a review¹

How to jump in

Joy is a growing factor in people's purchasing decisions across the globe, so it should be a key element of marketing strategies in 2023. Create TikTok content that help people carve out happiness for themselves, or even provides it through humor, relaxation and relatable points of view. Different creative approaches and tools can help you incorporate these elements into the videos you make for the platform.



Creative approaches to try



ASMR

Try your hand at a TikToks that soothe the brain—or at least pay homage to this popular, relaxing content format



Product demos

Using "get ready/unready with me" videos, where users talk about the items they use to gear up or unwind



TikTok styles & effects

Built-in effects like the greenscreen are well-loved and make content feel more native to our platform

Tools to build your story



TikTok LIVE

Engage viewers in real-time with a relaxing livestream that shows someone indulging in small luxuries or unboxing a new product



Effect House

Create a Branded Effect or Effect Challenge to engage the TikTok community in a unique and joyful fashion. Learn more at

effecthouse.tiktok.com



A platform that lets you search for Creators based on various metrics, including which types of videos they've made in the past, so you can find the best talent for your campaign

Brand spotlight:

KFC Malaysia

Content Idea

KFC Malaysia wanted to remind the community that there is an ongoing Cheezilla. By tapping into a trending song and playing with transitions, they playfully showed that food on digital screens can become real food.

Approach

To engage the users, the creator points to the digital screen and the screen cuts to the creator holding the food, by synchronising actions with the song "I want it, I got it".

To learn more, check out the video **here**

Results

105<mark>k 6.9K 372</mark>

Video Views

Likes

Comments

Signal The Memeing of Life



@kfcmalaysia

Community-Built Ideals

TikTok's communities are relatable and supportive, which inspires people to make changes in their lives.



Overview

TikTok communities are a cut above the rest because they're specific—and that's what helps them thrive at scale. The platform isn't just a place to find fellow moms and gamers. It's a place to connect with other #TiredMoms who face the same day-to-day stressors that you do and get inspired by #CozyGamers who prioritize laid-back, stress-free gaming.

Hyper-niche interests help users bond with each other. From there, they broaden each other's horizons. Maybe the #TiredMom on your FYP shows you a five-minute hairstyle she does on her daughter and you give it a try. Maybe the #CozyGamer listens to specific music while they're playing, so you listen to those tunes, too. Essentially, TikTok is not a town hall meeting. It's a collection of tiny clubs where people can find new ideas on how to explore their passions and live their lives. And as people seek out ways to break the status quo, they'll look to peers and role models who have the confidence to live life the way they want to.



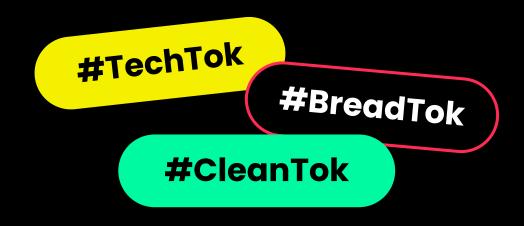
What's Next?

It's not just about aspiration. It's about users finding people who fundamentally understand them, which inspires them to change things for themselves.



1.8_X

TikTok is 1.8x more likely to introduce users to new topics they didn't even know they liked¹





44

On TikTok, you get questions and comments from your followers. It becomes a community where people will talk about what they like to play, and I am able to help and inspire them.

@victorycast, creator in TH

Key Signals for Community-Built Ideals

Signal 1

Ask TikTok

People turn to the TikTok community to start new conversations and find unique answers to satisfy their every curiosity. Videos that teach audiences something interesting cut through the noise and help inspire new behaviors and mindsets.

Popular hashtags to try

#TikTokTaughtMe

12.7B vv Lifetime views

30.8M vv Views from Sep '21-'22

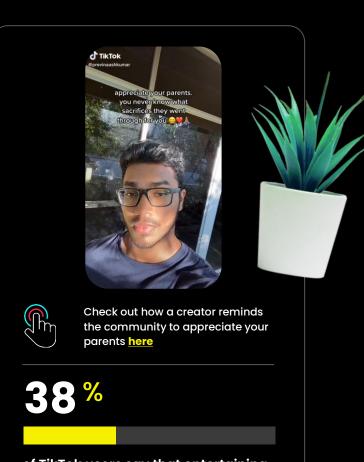
> YoY growth 678%

#wordsofwisdom

5.4B vv Lifetime views

Views from Sep '21-'22 **5.7M vv**

107% YoY growth



of TikTok users say that entertaining ads on the platform teach them something new (1.3x more likely for TikTok entertaining ads vs. other video platforms)1

Signal 2

Destination: Growth

The support and positivity from TikTok communities highlights the value and growth that comes from varied perspectives and paths in life. Instead of relying on universal solutions, users are learning that there are infinite possibilities to achieve success on their own terms.

Popular hashtags to try

#myjourney

31.6B vv Lifetime views

60M vv Views from Sep '21 - '22

52% YoY growth

#growthmindset

1.4B vv Lifetime views

5.4M vv Views from Sep '21 - '22

151% YoY growth





sharing her weight loss journey here



After watching Creator content on TikTok, more than 2 in 5 users agreed that it made them feel like a part of the Creator's community²

Signal 3

Bestie Behavior

Creators make videos of themselves conducting activities like shopping, eating, and testing new products. The content is so relatable and accessible that viewers are often motivated to follow their lead by doing an activity or buying a new product.

Popular hashtags to try

#shopwithme

3.1B vv Lifetime views

11.8M vv Views from Sep '21-'22

144% YoY growth

#makanlokal

5.6B vv Lifetime views

2.2B vv Views from Sep '21-'22

YoY growth **5B%**







Watch how a creator shares her review for a local Takoyaki stall

60%

of users who took an action offplatform as a result of TikTok agree that TikTok Creators are more influential than celebrities³

How to jump in

To connect with viewers, tap into niches. Don't be afraid to get specific and search for layered identities; if you're looking to target moms in their 40s, try speaking to the #TiredMoms demographic, who are more close-knit and have a stronger community profile. Once you understand these groups, you can amplify the voices that define them and augment the honest, authentic conversations that people care about.



Creative approaches to try



Teach people

Helping viewers understand something new specific to your vertical or brand will form an emotional bond



Be specific

Collaborate with Creators whose ideas will resonate strongly with people in their community. For example, partner with a #TiredMom creator on a video featuring her favorite 5-minute lunchbox ideas



Polls and debates

Start a conversation on TikTok by posing questions or offering a creative prompt that users can respond to in their own, creative way

Tools to build your story



Hashtag **Targeting**

Get your ads in front of users who watched TikTok videos with hashtags that are popular among specific communities



Pulse Ads

Target specific communities with our new contextual advertising solution that lets advertisers place their brand next to the top content in the For You feed with 12 specific categories.



TTCM Match

Get an automatically generated list of Creators based on your brand's brief—

Brand spotlight:

Maybelline Malaysia

Content Idea

Maybelline Malaysia wanted to drive awareness for the Fresh Tint product in the upcoming Super Brand Day. They engaged a creator to do a shoutout to grab the Fresh Tint product during their Super Brand Day 48H Livestream on TikTok Shop

Approach

The creator shared how to use the product by doing a swatch test to pick an appropriate shade. While applying the product, she encouraged users to check out the livestream and also showed the results after applying.

See more **here**

Results

3.3M 26.6K 226

Video Views

Likes

Shares

Signal



@notqiwiie

TikTok for Business

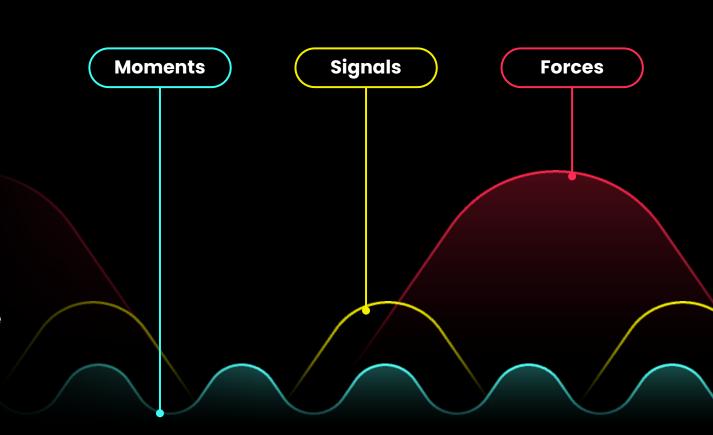
Report Recap

If you need a review of the spectacular report you just read, here's a cheat sheet:

TL;DR

Our trends methodology:

We looked at small, medium and large-scale TikTok trends to understand what they can tell us about culture and creativity on the platform. This included custom global research to better understand user sentiments and behaviors.





Our key findings:

In 2023, TikTok will empower users with the confidence to **rethink their values** and **find new paths to success, happiness and health**. Three relevant, large-scale trends will take over in the new year:

Recap of Trends

Trend Force 1

Actionable Entertainment

TikTok content is curated based on what viewers find entertaining, and Creators effectively drive action by capturing attention and trust.

Signal 1:

Show, Don't Sell

Creators embed their tutorials in personal, honest stories, which fuels the impact of their message.

Signal 2:

TikTok Investigates

People come to the platform to uncover truths and debunk myths, which builds credibility and trust between Creators and their viewers.

Signal 3:

Customer-to-Creator Pipeline

Organic videos from users can easily be boosted into influential ads to cultivate trustworthy, genuine sponsorships.

Trend Force 2

Making Space For Joy

People are seeking out meaningful and personalized strategies to public health challenges, burnout struggles, and personal hardships.

Signal 1:

The Memeing of Life

Memes provide a language for people to bond over humor while putting their own creative spin on things through formats and injokes..

Signal 2:

Wellbeing Your Way

Users share everyday strategies and "life hacks" that empower them to make space for themselves whenever they need.

Signal 3:

Little Luxe

TikTok users highlight how they reward themselves at any budget level, making indulgence feel accessible and attainable for everyone.

Trend Force 3

Community-Built Ideals

The specificity and fluidity of TikTok communities has inspired new discovery and a collective reimagining of personal values and behaviors.

Signal 1:

Ask TikTok

People use TikTok to starting conversations in their community and find unique answers to satisfy their every curiosity.

Signal 2:

Destination: Growth

The support and positivity within TikTok communities highlights the value and growth that comes from varied paths in life.

Signal 3:

Bestie Behavior

Creators turn activities like shopping, eating and testing new products into engaging content that invites others to do the same.

What's Next

What to do with this information

You can use this report in two ways: Leverage the signals in here to build your 2023 plans and treat it as a springboard for tracking new signals as they emerge.

Signal Inspiration

Leverage existing signals to build your plans

Try your hand at the creative approaches we noted for each trend force and see how those tactics ladder into your brand's objectives. Using a few signals to plan out several content launches throughout the year lets you test the trends in different ways and maintain consistency in your message.

For instance, here's how brands could bring the signal **Ask TikTok** to life:



Ask TikTok

Spring: Show up in the #FilmTok community and teach audiences how to host the perfect awards season party

Summer: Set up a "summer school" series that provides answers to common questions like skincare routines and back-to-school outfits

Holiday: Create subculture-specific holiday gift recommendations with relevant creators





Track new signals as they emerge on TikTok

As the trend forces in this report evolve throughout the year, we'll see new signals pop up on the platform—which provides brands with fresh ways to align with user behaviors and sentiments. You can track these signals yourself, too. Here's some tips on how to do it.



Start with key questions

These will help you understand which trends are most relevant to you

- What are the key cultural forces shaping your audience?
 How users express themselves, how communities are forming, etc.
- How is your category or vertical being transformed on TikTok?

 New expectations, new formats, new interests, etc.



Use key shifts to find signals

Look at trending hashtags, sounds, and Creators within your category to spot new patterns.

- Check out searches related to the signals and communities most relevant to your audience.

 The TikTok app's related search feature lets you explore similar content to help uncover new patterns.
- Browse our trend tools on the TikTok
 Creative Center.
 Our platform for top-performing
 hashtags, Creators, and sounds

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Top 3 fastest growing verticals for Malaysia

Home Improvement

Home is Where the Heart is

A home on TikTok is the main stage. TikTok users have been recording their efforts to make home a neater, comfier and more practical place. These videos have been a source of inspiration, but also launched a whole new aesthetic trend.

In short, home content is flourishing on TikTok –from DIY bookshelves to kitchen how-to's, room-by-room tours to mortgage advice.

Top Hashtags

Popular Hashtags (Most viewed)

1.2B VV #DIY
1B VV #TTSBoleh
730M VV #racunshopee
553M VV #goodthing
276M VV #home

Trending Hashtags (Fast Growing)

#kitchen#goodthing#home#kitchenhacks#bedroomdesign



Content Consumption

193 %

260 /6

YoY total vv growth Sept 2021 vs Sept 2022 yOY total published growth Sept 2021 vs Sept 2022

Apparel and Accessories

The future of Fashion

TikTok is home to a closet full of creativity, self expression and inspiration. It's an inspirational lookbook with endless looks and possibilities; where users come to find their voice.

TikTok has changed the way in which people interact and relate to fashion - the democratization of fashion allows all of us to show the world who we truly are, and for trends to transcend beyond the app into action.

Top Hashtags

Popular Hashtags (Most viewed)

1.8B VV #TikTokShop
1.6B VV #tutorial
1.2B VV #racunTikTok
807M VV #samasamabelajar

800M VV #fashion

Trending Hashtags (Fast Growing)

736M VV #racunTikTok
212M VV #murah
192M VV #fashionTikTok
135M VV #sneakers
120M VV #saree



Content Consumption

162%

YoY total vv growth Sept 2021 vs Sept 2022 YOY total published growth Sept 2021 vs Sept

Automotive

Cruising down the Entertainment Highway

Automotive is one of the rising topics on TikTok where cars, motorcycles, and modification enthusiasts meet. The auto community shares vehicle reviews, challenges, modifications, and more that inspires the audience on the endless highway of entertainment.

Top Hashtags

Popular Hashtags (Most viewed)

#car#berjayamegamotors#y15zr#honda

#jdm

469M VV

Trending Hashtags (Fast Growing)

450M VV #lc135
251M VV #speed
122M VV #rs150
84M VV #bottolgarage
69M VV #suzuki



Content Consumption

158%

139%

YoY total vv YOY total growth Sept 2021 published growth Sept 2022 Sept 2021 vs Sept 2022





Research Approach

Our report is heavily supported by data from the TikTok **Global Marketing Science** team. We pulled from four studies that leveraged a variety of methodologies.

TikTok Commissioned Research

Creators Drive Commerce Study

2022 | GLOBAL

Conducted by Material

Quantitative online survey with exposure to stimuli

Ecommerce Study

Conducted by Material

2022 | GLOBAL

Quantitative online survey

Entertaining Ads Study

2022 | GLOBAL

Conducted by Marketcast

Quantitative online survey with exposure to stimuli

TikTok Made Me "Blank" It Study

2022 | US

conducted by Marketcast

Qualitative and quantitative components



Hearing from Creators

TikTok culture is shaped by our Creators and we wanted to hear from them while developing this report and interpreting our trends. So we partnered with @latinapreneur to get her perspective on how brands need to prepare for the future.

Looking back at 2022, what was the biggest change you saw happen on the platform?



I saw a dramatic shift in the way brands and public figures showed up on the platform. It went from hopping on a lighthearted trend here and there to fully diving into entertaining, original content...

