



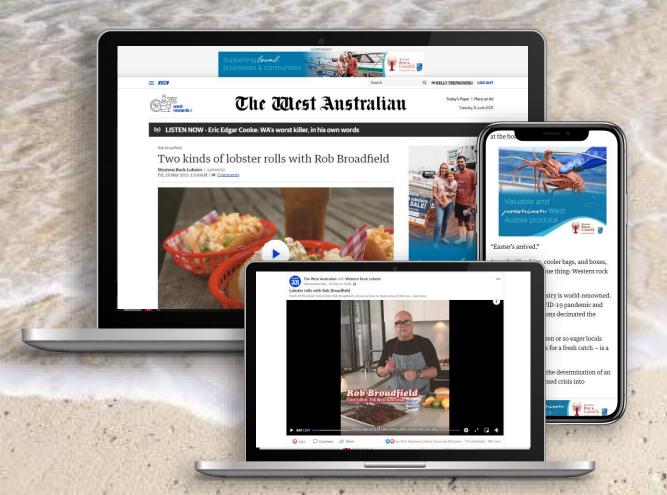


## **CAMPAIGN OBJECTIVES**

### Key campaign objectives:

- ✓ Increased education around Back of Boat, how to purchase, where to collect & how to prepare live lobsters
- ✓ Promote and profile the family run lobster businesses within WA
- ✓ Promote the industry during the low catch period, leading to an extension of the domestic buying season for lobster
- ✓ Promote and drive traffic to back of boat sales
- ✓ Generate a greater understanding and appreciation of this local delicacy, to encourage purchase and build support for the industry

### PHASE ONE AGENDA & EDUCATION





# AGENDA & EDUCATION HIGHLIGHTS







#### **ONLINE DISPLAY ADS**

DISPLAY AD IMPRESSIONS

DISPLAY CLICKS

OVERALL CTR

343K

203

0.06%

Industry standard for display CTR is 0.05%, our line item came in above industry standard at 0.06% The top performing ad unit was the **mrec**, which came in at a **CTR of 0.41%**. These ad units appeared on editorial content relating to the campaign on thewest.com.au

#### **EDITORIAL INTEGRATION**

ARTICLE PAGE VIEWS

SOCIAL REACH

SOCIAL ENGAGEMENT RATE

COST PER ENGAGEMENT

10.3K

82K

9.68%

**\$0.67** 

Editorial article "How WA's cray industry turned a COVID crisis and trade sanctions into an opportunity" had an average time on page of 6.06 minutes which highlights how engaged our audience was with the content, as a benchmark our editorial average for time on page is 3 minutes.

#### **TVC AMPLIFICATION ON 7PLUS**

VIDEO IMPRESSIONS

VIDEO CLICKS

COMPLETION RATE

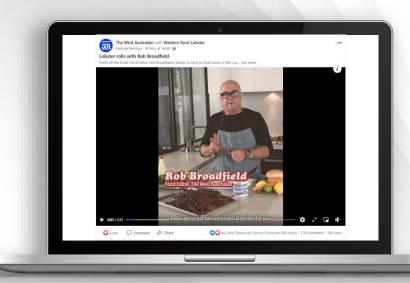
182K

9.9K

94%

Video measurement for success is the completion rate (% of videos watched until the end), industry standard is 70% ours is sitting at 94% which is well above industry standard.





May - June 2021

### COMPETITION

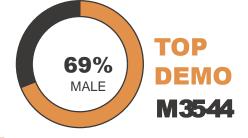
**BEST LOBSTER DISH COMPETITION** 





#### **DELIVERED VIDEO VIEWS**

90,953



SOCIAL REACH

**TOTAL ENGAGEMENTS**  **ENGAGEMENT** RATE

128,194 10,948

8.54%

The social videos performed very well. These videos had above average engagement rates and each one over delivered on the guaranteed views (50,000)

> COMPETITION **ENTRIES**

969

**OVERALL PRINT ADS** 

12





## AGENDA & EDUCATION PRINT REACH AND FREQUENCY

TARGET: ALL PEOPLE 14+ WA || POTENTIAL AUDIENCE: 2,181,000

4 595,000 27.3% 1,557,000 2.6

**INSERTIONS** 

WA MARKET REACH 000'S WA MARKET REACH % GROSS IMPACTS (EXPOSURE)

AVERAGE FREQUENCY

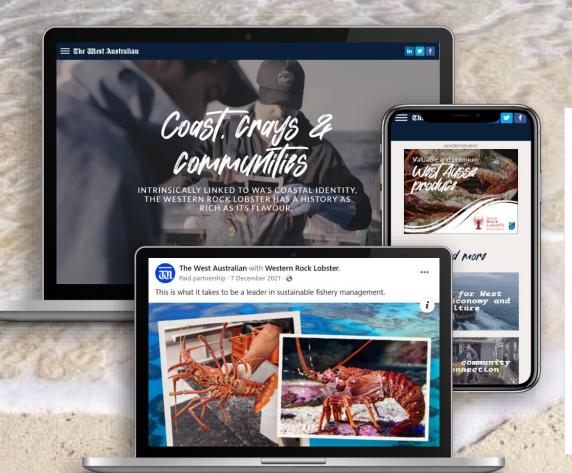
#### **TABLE INTERPRETATION**

A total of 2,181,000 people aged 14+ years reside in Western Australia.

This schedule reaches 595,000 people 14+ years or 27.3% of the WA population 14+ years.

On average, each reader was exposed to 2.6 issues, generating a total of 1.56 million exposures or opportunities to see the campaign.

## **PIONEERS**





**Lobster Pioneers of** 

**Lobster Pioneers of** 

Fresh off the boat

Following in their ancestors' footsteps **Western Australia** 

Rock lobster communities stretch along the coast

























**Western Australia** 

#### Blessed is he who fishes

The have associations that come and join the processor from all one Perts, he said. "Averybody in one sound it and they all other own title barriers and get invaries."

The processor is all the processor is not the street in from its. Perform sealing down to the harbour processor in the harbour training the processor.

"Now with her trouding its and wasser that I dill enjoy gains and there each industring expensibly with my since and generate no board."

After the peans spect finding off the condension, in your Resource Sought issues that.

Find yours took the foreign has been body as the septime is and the ingredient of the third took happened and the septime is and the impact of the third in the body and since.







Fremantle stalwarts Obscious Casterda was 11 years out when he start of the hearing school just there years have a start of the hearing school just there years have not been problem to the school Casterda. After and three britishers in the 4th food Casterda, the father and three britishers in the 4th food Casterda, for the processing of the persons service destined for fathering in the foodship of the persons generalized or 1 october 12 woman and processing of the persons of the persons

An age-old tradition before from Eaty's southern finising town of Individual - the stream bleaking of the free! has been parsent down by generathing of Eatin families been to offer their proyers and sect-visities for a southerstall second of the







### **PIONEERS** HIGHLIGHTS



**DISPLAY IMPRESSIONS** 

**DISPLAY CLICKS** 

**OVERALL** CTR

**229K 249** 

0.08%

Industry standard is 0.05%, this came in well above industry standard at 0.08%. The best performing ad unit on PerthNow is the mrec at 0.14%, whereas on thewest.com.au it's the billboard at 1.09%!

**VIDEO IMPRESSIONS**  **VIDEO CLICKS** 

COMPLETION RATE

304K 9.3K 95%

Again our video measurement for success is the completion rate, industry standard is 70% ours is sitting at 95% which is well above industry standard.





### **PIONEERS IMMERSIVE FEATURE**

November 24, 2021 – March 8, 2022



**TOTAL PAGE VIEWS** 

21,808

**AVERAGE TIME PER VERTICAL** 

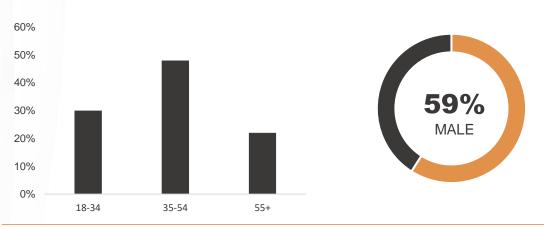
1:16\*

**COST PER ENGAGEMENT** 

\$1.83 476K

SOCIAL REACH

#### SOCIAL DEMOGRAPHIC BREAKDOWN



### **HIGHLIGHTS**

- The article over-delivered on the page view goal of 21,666, resulting in a cost per engagement of \$1.83.
- 84% were unique page views.
- There was **155** clicks on the surrounding display ads and **291** clicks on the brand summary link driving a high CTR from the article of 2.05%.

<sup>\*</sup>Time spent per vertical is not reflective of the full amount of time a user spends on the immersive destination in its entirety. Unfortunately, Google Analytics does not allow us to track our audience across multiple verticals, hence, the average time is only reflective of the amount of time a user spends reading a small component of the destination.





### PIONEERS IN PRINT REACH & FREQUENCY

TARGET: ALL PEOPLE 14+ WA || POTENTIAL AUDIENCE: 2,181,000

4 595,000 27.3% 1,557,000 2.6

**INSERTIONS** 

WA MARKET REACH 000'S WA MARKET REACH %

GROSS IMPACTS (EXPOSURE)

AVERAGE FREQUENCY

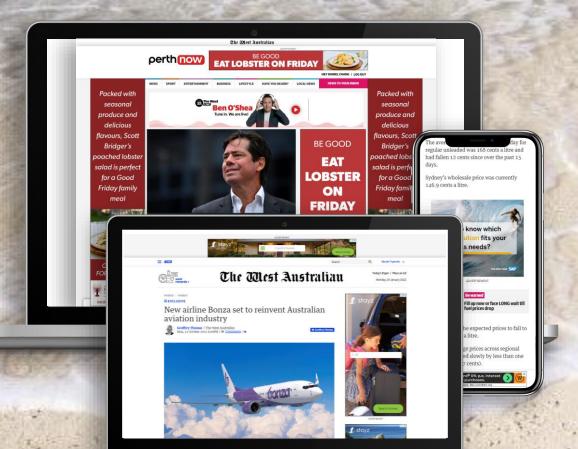
#### **TABLE INTERPRETATION**

A total of 2,181,000 people aged 14+ years reside in Western Australia.

This schedule reaches 595,000 people 14+ years or 27.3% of the WA population 14+ years.

On average, each reader was exposed to 2.6 issues, generating a total of 1.56 million exposures or opportunities to see the campaign.

## SALES ACTIVATION





Cellar Talk

### **BHP** in jab rule defeat

icy under threat

MADE THE LIST

anna \$1.7b entrant ter Jackson new entrant

y-Z \$1.4b change

Why Enter? Your amazing photo will be showcased in our 2022 calendar

WIN YOUR PHOTO A PLACE IN THE 2022 WESTERN ROCK LOBSTER CALENDAR



THE WEEL

Chickpea and

mince curry

SERVES 4
2 thsp olive oil
2 onions, chopped
2 onions
2 thsp supar
2 thsp komma curry paste
500g beef minore
400g can diced tomatoes
16 tsp sugar

a tsp sugar 400g can chickpeas, drained, rinsed 1 cup frozen peas, thawed 2 tbsp lemon juice coriander leaves, steamed rice, pappadums, to serve

Saute onions, ginger, garlic and cumin 2-3 minutes until onion is tender. Stir in paste. Cook, stirring, I minute until fragrant. Add mince and cook a

unther 5-6 minutes breaking up lumps. Stir in omatoes and sugar. Bring to boil. Reduce heat to nedium. Simmer, covered, IS minutes. Stir hickpeas, peas and lemon juice through. Simmer urther 1-2 minutes. Sprinkle coriander leaves over

Have you got a stunning photo of the western rock lobster fishery?







PLUS \$150 you win a \$150 DINING VOUCHER!

Why Enter
Your amazing photo
will be showcased in our

**CELEBS WHO** 

George Lucas \$6.1b

nye West 52b

PLUS \$150







ROCK LOBSTER





### **ACTIVATION** HIGHLIGHTS



**TARGETED DISPLAY IMPS** 

**DISPLAY CLICKS** 

**OVERALL CTR** 

579K 436

0.08%

Industry standard for display CTR is 0.05%, our line item came in above industry standard at 0.08% proving it is a solid component of the media strategy.

RIPPLE **IMPRESSIONS**  RIPPLE **CLICKS**  **OVERALL** CTR

**OVERALL ECPC** 

3.2M 2.6K 0.08% \$1.91

Ripple is sold on a CPC (cost per click) and is a guaranteed traffic driver. It delivered over 2,619 clicks directly Western Rock Lobster cooking methods site, 952 more than was booked with an additional value of \$2,856.

**HOMEPAGE** TAKEOVER IMPS

**BANNER CLICKS** 

**OVERALL** CTR

3.92M 1004 0.03%

Even though the CTR is lower than industry standard, our homepage takeovers are a key for impact and awareness. The PerthNow takeovers have a significant number of ad placements which bring down the ad placement to clicks ratio resulting in a lower CTR.





## **ACTIVATION HIGHLIGHTS**









## ACTIVATION IN PRINT REACH AND FREQUENCY

TARGET: ALL PEOPLE 14+ WA || POTENTIAL AUDIENCE: 2,187,000

19 1,088,000 49.8% 7,883,000 7.2

**INSERTIONS** 

WA MARKET REACH 000'S WA MARKET REACH % GROSS IMPACTS (EXPOSURE)

AVERAGE FREQUENCY

#### **TABLE INTERPRETATION**

A total of 2,187,000 people aged 14+ years reside in Western Australia.

This schedule reaches 1,088,000 people 14+ years or 50% of the WA population 14+ years.

On average, each reader was exposed to 7.2 issues, generating a total of 7.88 million exposures or opportunities to see the campaign.





## VALUE & INVESTMENT

Items	Total Value	Client Investment	Campaign Discount
Phase One : Agenda & Education	\$112,068	\$55,500	50.47%
Phase Two: Pioneers	\$246,709	\$157,000	36.30%
Phase Three: Sales Activation	\$344,874	\$164,000	52.44%
WA Day Promotions 2022	\$54,273	\$28,550	47.39%
Best Lobster Restaurant Competition 2022	\$37,630	\$5,000	86.71%
Editorial Support	Money Can't Buy		
	795,554	410,050	48.45%





### WA DAY CAMPAIGN & BEST LOBSTER DISH COMPETITION

### **FY 2021**

WA DAY PROMOTIONS	Total Value	Client Investment	Campaign Discount
<ul><li>The West Australian</li><li>2 x Quarter page</li><li>3 x Half page</li></ul>	\$44,953	\$23,750	47.16%
Perth Now Local  8 x Half pages	\$22,326	\$4,800	78.50%
BEST LOBSTER DISH COMPETITON			
<ul> <li>5x3 promo ad in all community newspapers</li> <li>Promotion card on Community news site</li> <li>Facebook Post: 2 x Channel 7, thewest &amp; PerthNow</li> </ul>	\$23000	\$0	100%
Editorial to promote competition launch and results in all community newspapers	Money Can't Buy		
	\$90,279	\$28,550	68%

**Competition Entries: 969** 

**Number of nominated restaurants: 112** 

### WA DAY CAMPAIGN & BEST LOBSTER RESTAURANT COMPETITION





### **FY 2022**

WA DAY PROMOTIONS	Total Value	Client Investment	Campaign Discount
<ul><li>The West Australian</li><li>2 x Quarter page</li><li>3 x Half page</li></ul>	\$44,953	\$23,750	47.16%
Perth Now Local  8 x Half pages	\$22,326	\$4,800	78.5%
BEST LOBSTER RESTAURANT COMPETITON			
Ripple Performance (Competition)	\$5000	\$5000	0%
The West Australian (Best Restaurant Competition ads)  • 3 x Quarter page	\$14,630	\$0	100%
6 x Promotional Cards: thewest & PerthNow	\$15000	\$0	100%
2 x Facebook & 2 x Instagram Posts	\$3000	\$0	100%
Editorial to promote competition launch and results in The West Australian (Today section)	Money Can't Buy		
	104,909	33,550	68%

**Competition Entries: 912** 

**Number of nominated restaurants: 120** 

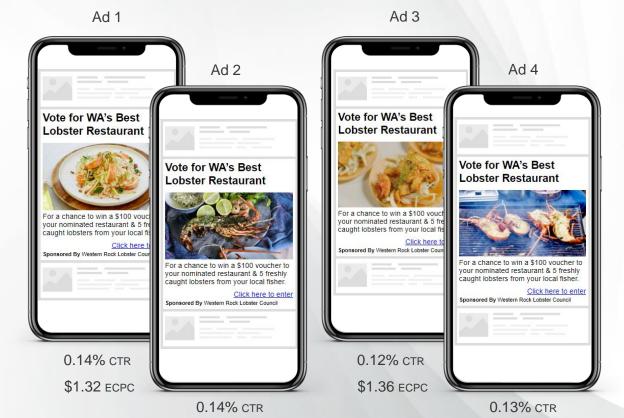


### **RIPPLE** NATIVE

WA'S BEST LOBSTER RESTAURANT COMP

\$1.44 ECPC

19<sup>th</sup> May 2022 – 2<sup>nd</sup> June 2022



**CLICKS** 

3,678

CLICK THROUGH RATE **EFFECTIVE COST** 

**IMPRESSIONS** 

**PER CLICK** 

0.14% \$1.36 2.69M

#### **HIGHLIGHTS**

\$1.25 ECPC

The campaign delivered a final ECPC of \$1.36, which is 55% lower than the \$3.00 CPC Goal.

We delivered 3,678 clicks, 2,012 more than booked and the equivalent additional value of \$6,036.

The best performing creative was Ad 4 delivering a an ECPC of \$1.25.





### FY 2022 LEARNINGS

Lobster is great content, it looks great creatively and it really resonates with our audience.

We understand that this was a brand-new venture for WRLC and many things were being done for the first time. For us too there were elements of this campaign we were doing for the first time with a mutual benefit of learning for not just our partnership but the aquaculture industry widely.

As expected in year one of a new partnership there were going to be challenges and learnings. We offered complementary production as added value. Experienced on both sides, some of the processes took longer than expected and put pressure on the workflow. Going forward we will provide detailed information on the processes, with the artwork and production caveats written into the agreement. Clearer more specific briefs at the start will smoothen this.

This campaign has been a proud delivery for us. We have relished the experience and the opportunity to bring so many parts of SWM together in partnership with WRLC to promote lobster as WA's favourite seafood, while building support for an industry that is an important backbone of the State and audience we represent.





### FORWARD PLANS

- ✓ FY23 expenditure \$500k to repeat Reader comp and WA's Best Lobster Restaurant comp
- √ To make a real go of Make WA Day Cray Day spend \$200k+
  - This will include ambassador talent eg. Mark LaCras/'LaCray'!
  - Editorial support in first 5 pages example headline "WA 'Crayzy' for WA Day"
  - Arrange an introduction to Celebrate WA team to discuss a stand at WA Day Festival
  - Have CH7 news cross from Freo or Hillary's promoting buying freshly caught WA rock lobster right off the back of the boat,
     cooking demonstrations and everything people need to cook up a cray for WA Cray Day
- ✓ Send editor or journalist of the Geraldton Guardian for the Abrolhos long table lunch and follow up article
- ✓ Continue Guest Chefs and Recipes
- √ Telethon pop-up 'fresh lobster tastings'







### PHASE ONE

BACK OF BOAT EDUCATION & LIVE LOBSTER PREP MAY - AUGUST // 2021



### PHASE 1 DELIVERY



**DISPLAY IMPRESSIONS** 

**DISPLAY CLICKS** 

**OVERALL** CTR

343K 203

0.06%

ARTICLE **PAGE VIEWS**  SOCIAL REACH

SOCIAL **ENGAGEMENT RATE**  **COST PER ENGAGEMENT** 

10.3K 82K 9.68%

\$0.67

**VIDEO IMPRESSIONS**  **VIDEO CLICKS** 

**OVERALL CTR** 

182K 9.9K

0.05%

COMPETITION **ENTRIES** 

**OVERALL PRINT ADS**  **PRINT MARKET** REACH

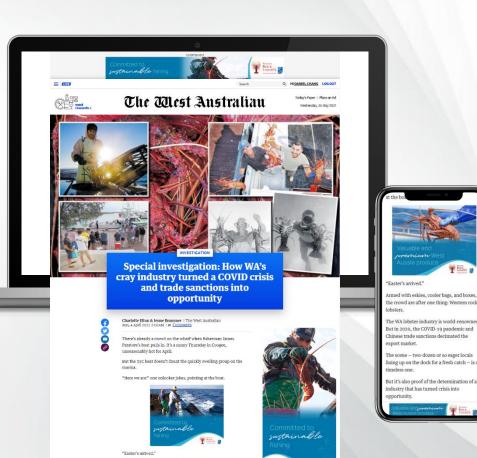
969

12

41%

### EDITORIAL INTEGRATION

26th May 2021 - 7th July 2021



Armed with eskies, cooler bags, and boxes, the crowd are after one thing: Western rock lobsters.

The WA lobster industry is world-renowned. But in 2020, the COVI 10 nandemic and Chinese trade sanctions decimated the export



AVERAGE TIME ON PAGE

3,934 6

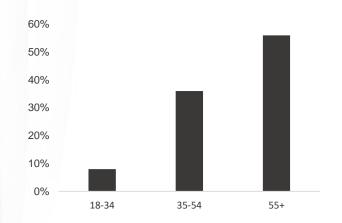
6:06

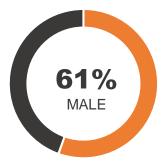
COST PER ENGAGEMENT

ROCK LOBSTER

\$0.67

#### **SOCIAL DEMOGRAPHIC BREAKDOWN**





#### **HIGHLIGHTS**

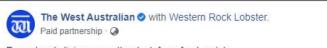
The article achieved **over double** the page view goal of **4,000**, reducing the cost per engagement to **\$0.67** from \$1.50 CPE.

97% were unique page views

The article drove an overall CTR of 1.73%



### SOCIAL ENGAGEMENT



Eager locals lining up on the dock for a fresh catch.



THEWEST.COM.AU

How WA's cray industry turned a COVID crisis and trade sanctions into opportunity

### **SOCIAL REACH**

82,215

**7,237**LINK CLICKS

537

**REACTIONS** 

146

**COMMENTS** 

39

**SHARES** 

#### **HIGHLIGHTS**

The engagement rate on this post was **9.68%** which is above average.

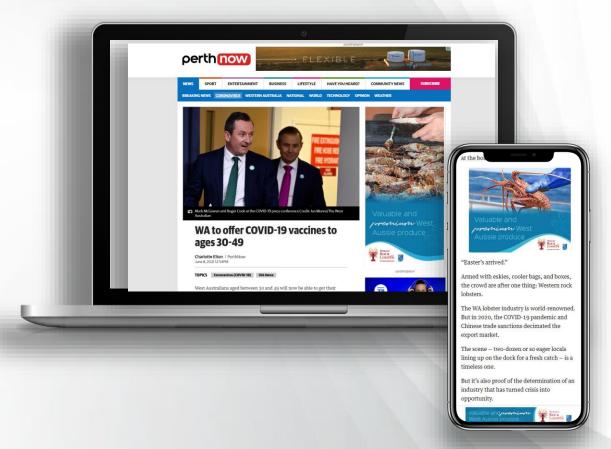
61% of the social audience was male

The social campaign delivered **218K impressions** across

Facebook & Instagram generated 81% of the total page views

### TARGETED DISPLAY

26th May 2021 - 7th July 2021





#### **IMPRESSIONS**

## 343,382

**CLICKS** 

203

CTR

0.06%

27.2%



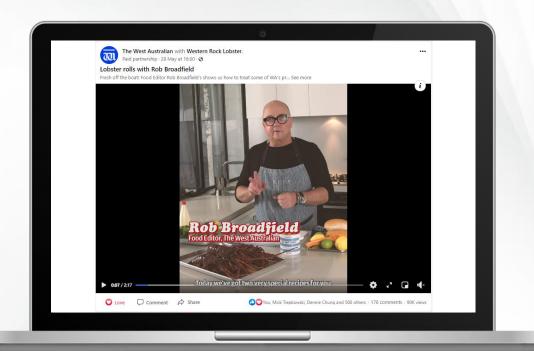
#### **HIGHLIGHTS**

The best performing ad unit is V1 MREC with 90 clicks resulting in a click through rate of **0.19%** 

Our current average/benchmark for display campaigns is **0.05%** 

### SOCIAL VIDEO

28th May 2021 - 4th June 2021



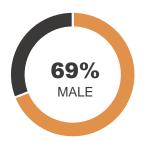


#### **DELIVERED VIDEO VIEWS**

90,953

TOP DEMOGRAPHIC

M 35-44



SOCIAL REACH

TOTAL ENGAGEMENTS

ENGAGEMENT RATE

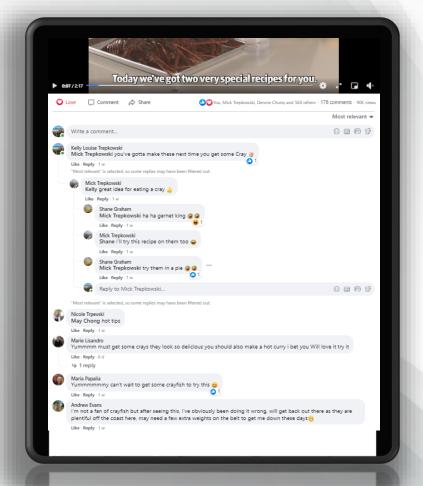
128,194

10,948

8.54%

This social videos performed very well it achieved above average engagement rates and over delivered on the guaranteed views (50,000)

### **SOCIAL VIDEO** SENTIMENT





**TOTAL ENGAGEMENTS** 

10,948

**CLICKS** 

COMMENTS

REACTIONS

**SHARES** 

9.9K 233

698

159



## **ARTICLE INSIGHTS**

28th May 2021 - 7th July 2021



**TOTAL PAGE VIEWS** 

1,468

**AVERAGE TIMEON PAGE** 

2:25

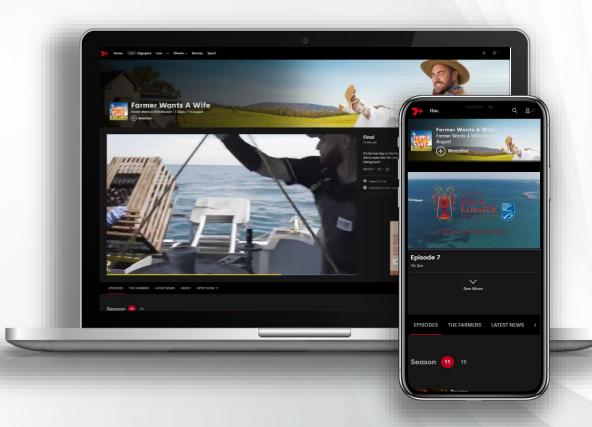
#### **HIGHLIGHTS**

The article page was a bonus add-on for the social video campaign and has delivered a total 1,468 page views

There were **13** clicks on the surrounding display ads, driving a high CTR of **0.26%** 

### **7PLUS** CAMPAIGN

26th June 2021 - 6th August 2021





#### **IMPRESSIONS**

## 91,109

COMPLETION RATE

CLICK **THROUGH RATE**  **COST PER** 

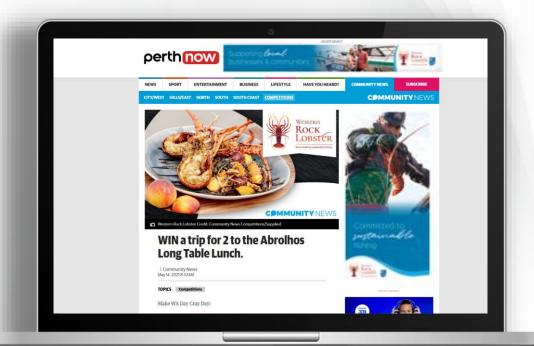
94.43% 0.02% \$0.06

#### **HIGHLIGHTS**

There were a total of **19** clicks on the 7plus pre roll

There were a total **86,050** completed views, driving a completion rate of 94%.







### **COMPETITION ENTRIES**

969

#### PROMOTIONAL ACTIVITY

Main competition promotion tile on Community News

Facebook post on Channel 7, The West & PerthNow Facebook Pages

First post: 18<sup>th</sup> May

Second post: 20th May (channel 7 only)

Press adverts in ALL Community Newspapers W/C 17th May

Editorial to promote the competition in ALL Community Newspapers W/C

24<sup>th</sup> May

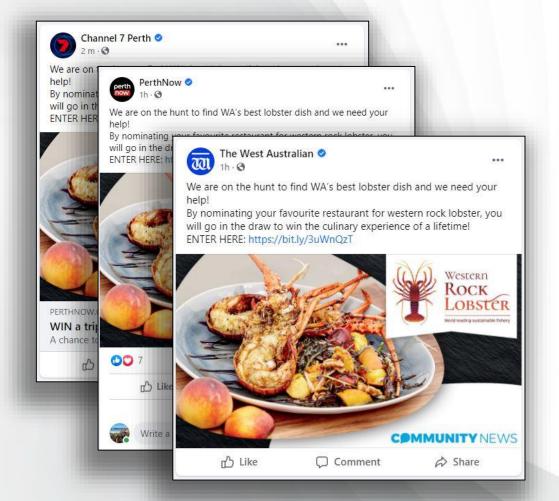
Follow up press advert in the below papers W/C 24th May

Stirling Times

Southern Gazette

Eastern Reporter

## PERTHNOW COMPETITION







along with 10 live lobsters,

Tejas attributed the dish's all courtesy of the Western

popularity to a secret sauce Rock Lobster Council.

munity News readers. It orable dining experience including boat transfers and pipped The Lobster Pier in which provides value for two nights' accommodation,

the Perth CBD by one vote, money.

In all, 110 eateries were



### METRO PRINT REACH & FREQUENCY

TARGET: ALL PEOPLE 14+ WA || POTENTIAL AUDIENCE: 1,963,000

12 805,000 41.0% 2,382,000 3.0

**INSERTIONS** 

WA MARKET REACH 000'S WA MARKET REACH %

GROSS IMPACTS (EXPOSURE)

AVERAGE FREQUENCY

#### **TABLE INTERPRETATION**

The schedule reaches 805,000 people, or 41% of the WA population.

On average, each reader was exposed 3 issues, generating a total of 2.4 million exposures or opportunities to see the campaign.



### PRINT TEARSHEETS









### **PRINT**

### **TEARSHEETS**







www.westernrocklobster.org

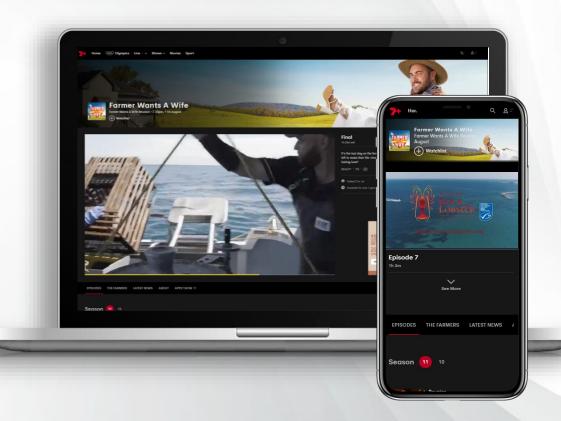






#### 7PLUS CAMPAIGN

14th November 2021 - 11th December 2021





**IMPRESSIONS** 

91,278

COMPLETION RATE

93%

CLICKS TO SITE

2

COST PER
COMPLETED VIEW

\$0.06



**WEB/APP** 

64%



**CTV** 

36%





63 QR code scans









### METRO PRINT REACH & FREQUENCY

TARGET: ALL PEOPLE 14+ WA || POTENTIAL AUDIENCE: 2,181,000

3 674,000 30.9% 1,243,000 1.8

**INSERTIONS** 

WA MARKET REACH 000'S WA MARKET REACH % GROSS IMPACTS (EXPOSURE)

AVERAGE FREQUENCY

#### **TABLE INTERPRETATION**

A total of 2,181,000 people aged 14+ years reside in Western Australia.

This schedule reaches 674,000 people 14+ years or 31% of the WA population 14+ years.

On average, each reader was exposed to 1.8 issues, generating a total of 1.2 million exposures or opportunities to see the campaign.





#### PHASE 2 DELIVERY



**DISPLAY IMPRESSIONS** 

**DISPLAY CLICKS** 

**OVERALL CTR** 

229K 249

0.08%

**IMMERSIVE PAGE VIEWS** 

SOCIAL LINK CLICKS

SOCIAL **ENGAGEMENTS** 

13.4K 7.4K 8.4K

**VIDEO IMPRESSIONS** 

**VIDEO CLICKS** 

**OVERALL** CTR

304K 9.3K 3.05%

### SOCIAL VIDEO

**ERIN LARKIN** 

1st September 2021 – 8th September 2021



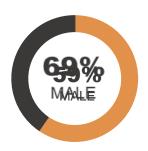


**DELIVERED VIDEO VIEWS** 

63,585

TOP **DEMOGRAPHIC** 

M 25-34



SOCIAL REACH

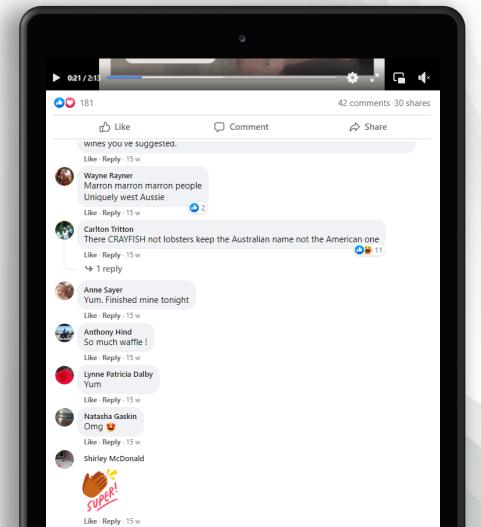
TOTAL **ENGAGEMENTS**  **ENGAGEMENT** RATE

117,317 4,782

4.08%

This social videos performed well it achieved slightly above average engagement rates and over delivered on the guaranteed views (50,000)

### **SOCIAL VIDEO** SENTIMENT





#### **TOTAL ENGAGEMENTS**

4,782

**CLICKS** 

COMMENTS

**REACTIONS** 

**SHARES** 

4.4K 51

297

### 7PLUS CAMPAIGN

**ERIN LARKIN** 

28th September 2021 - 28th October 2021





**IMPRESSIONS** 

69,495

COMPLETION RATE

96%

**CLICKS TO SITE** 

54

COST PER
COMPLETED VIEW

\$0.07



**WEB/APP** 

**52%** 



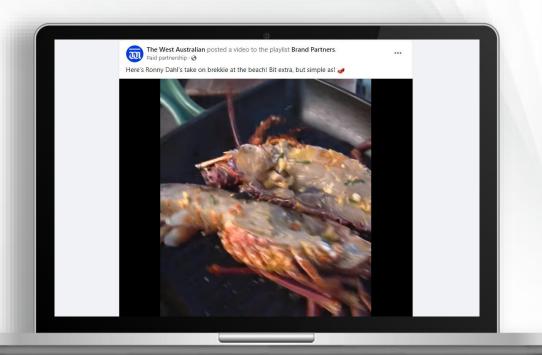
**CTV** 

48%

### SOCIAL VIDEO

**RONNY DAHL** 

6th October 2021 - 13th October 2021



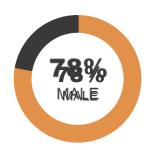


**DELIVERED VIDEO VIEWS** 

80,223

TOP DEMOGRAPHIC

M 25-34



SOCIAL REACH

TOTAL ENGAGEMENTS

ENGAGEMENT RATE

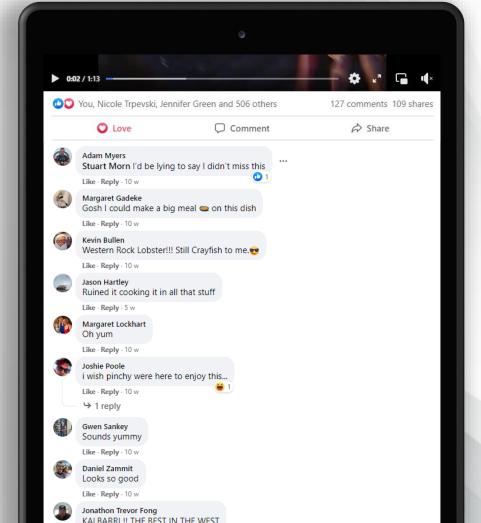
101,919

5,684

5.58%

This social videos performed very well it achieved above average engagement rates and over delivered on the guaranteed views (50,000)

### **SOCIAL VIDEO** SENTIMENT





**TOTAL ENGAGEMENTS** 

5,684

**CLICKS** 

COMMENTS

REACTIONS

SHARES

4.8K 156

657

106

### 7PLUS CAMPAIGN

**RONNY DAHL** 

30th September 2021 – 4th December 2021





**IMPRESSIONS** 

90,923

COMPLETION RATE

94%

CLICKS TO SITE

9

COST PER
COMPLETED VIEW

\$0.06



**WEB/APP** 

63%

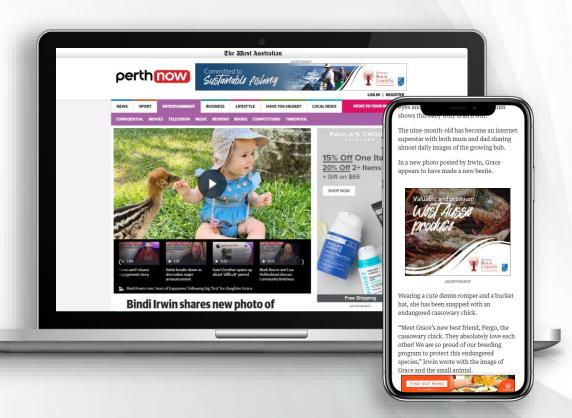


CTV

37%

#### TARGETED DISPLAY

24<sup>th</sup> November 2021 – 1<sup>st</sup> February 2022





**IMPRESSIONS** 

187,755

**CLICKS** 

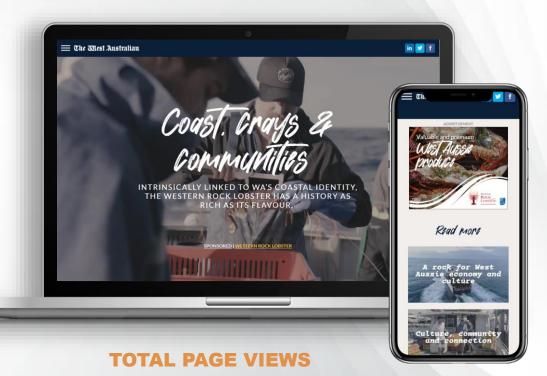
**136** 

CTR

0.07%

#### **IMMERSIVE FEATURE**

24th November 2021 - 8th March 2022



21,808



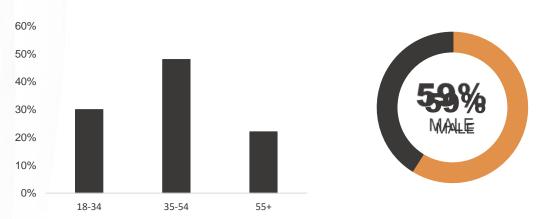
**AVERAGE TIME** ON PAGE

**COST PER ENGAGEMENT**  SOCIAL REACH

1:16

\$1.83 476K

#### SOCIAL DEMOGRAPHIC BREAKDOWN



#### **HIGHLIGHTS**

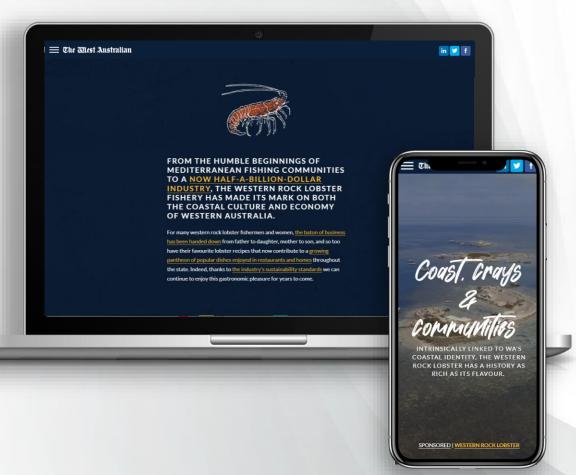
The article over-delivered on the page view goal of 21,666, resulting in a cost per engagement of \$1.83.

84% were unique page views

There was 155 clicks on the surrounding display ads and 291 clicks on the brand summary link driving a high CTR from the article of 2.05%



### **IMMERSIVE** VERTICAL 1



**VERTICAL PAGE VIEWS** 

**AVE TIME ON PAGE** 

0:30

TOTAL **USERS** 

2,322 35-44

TOP **DEMO** 

SOCIAL REACH

**75K** 

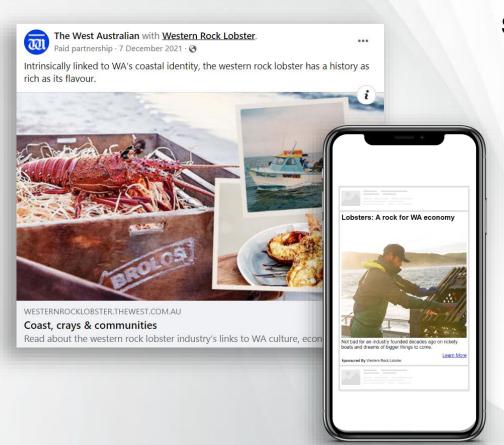
TOTAL **ENGAGEMENTS** 

**ENGAGEMENT** RATE

1,523 2.03%



### **VERTICAL 1 AMPLIFICATION**



SOCIAL **POST**  **TOTAL IMPRESSIONS** 

169,136

**REACTIONS** 

**COMMENTS** 

**SHARES** 

195

20

RIPPLE

**TOTAL CLICKS** 

449

**CTR** 

**ECPC** 

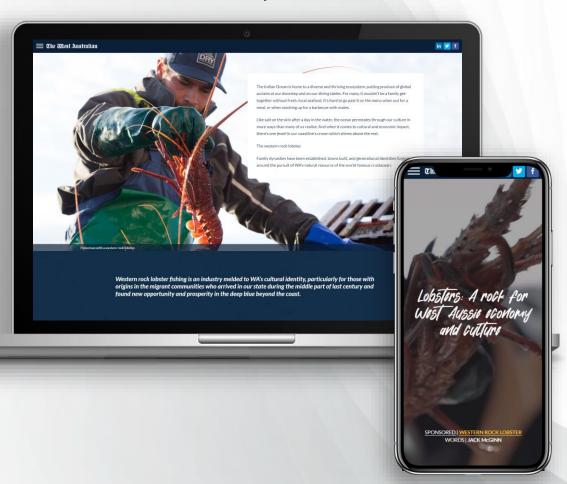
**IMPRESSIONS** 

0.07% \$2.20 599K



# IMMERSIVE VERTICAL 2

A rock for West Aussie economy and culture



**VERTICAL PAGE VIEWS** 

4,820

AVE TIME ON PAGE

1:29

TOTAL USERS

4,033

TOP DEMO

35-44

SOCIAL REACH

**58K** 

TOTAL ENGAGEMENTS

2,968

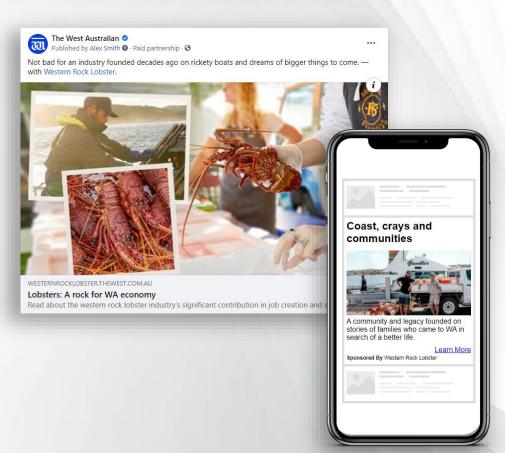
ENGAGEMENT RATE

5.15%





### **VERTICAL 2 AMPLIFICATION**



SOCIAL **POST**  **TOTAL IMPRESSIONS** 

**REACTIONS** 

**COMMENTS** 

**SHARES** 

256

RIPPLE

**TOTAL CLICKS** 

442

**ECPC** 

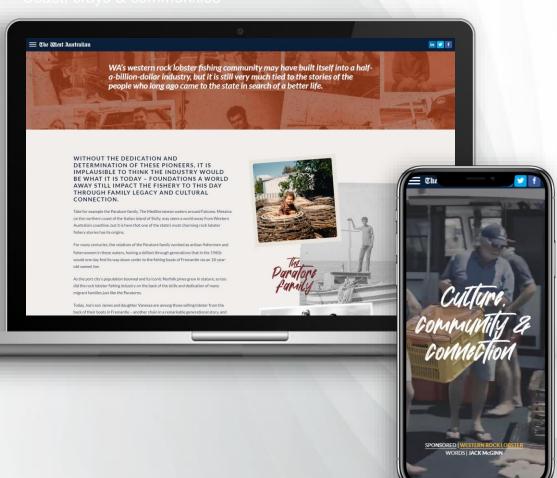
**IMPRESSIONS** 

0.07% \$2.20 631K



### IMMERSIVE VERTICAL 3

Coast, crays & communities



**VERTICAL PAGE VIEWS** 

5,698

AVE TIME ON PAGE

1:43

TOTAL USERS

4,923

TOP DEMO

45-54

SOCIAL REACH

90K

TOTAL ENGAGEMENTS

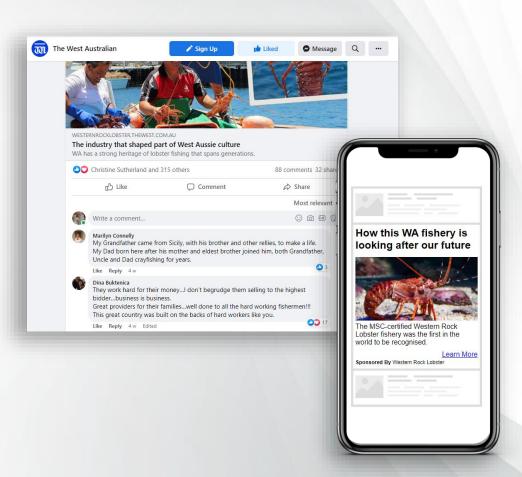
4,326

ENGAGEMENT RATE

4.83%



### **VERTICAL 3 AMPLIFICATION**



SOCIAL **POST** 

**TOTAL IMPRESSIONS** 

**REACTIONS** 

COMMENTS

**SHARES** 

321

29

RIPPLE

**TOTAL CLICKS** 

625

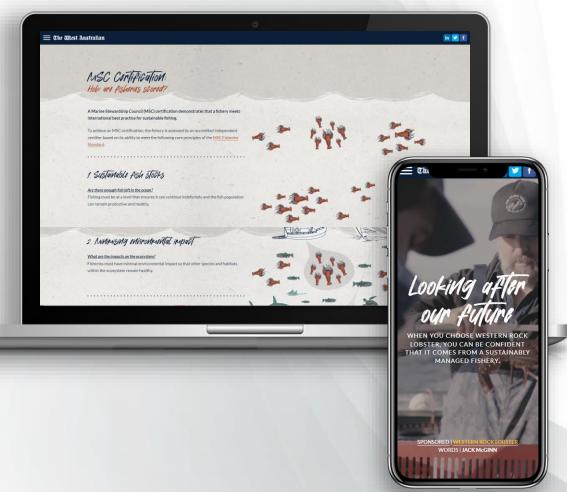
**CTR** 

**ECPC** 

**IMPRESSIONS** 

0.06% \$1.60 1.1M

### **IMMERSIVE VERTICAL 4**





**VERTICAL PAGE VIEWS** 

3,217

**AVE TIME ON PAGE** 

1:00

UNIQUE REACH

2,880

TOP **DEMO** 

SOCIAL REACH

99K

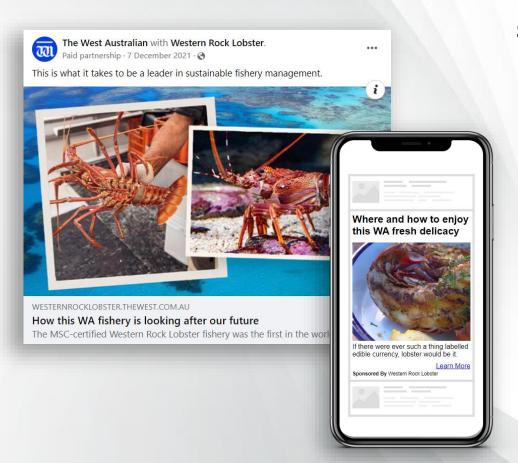
TOTAL **ENGAGEMENTS** 

**ENGAGEMENT** RATE

2,267 2,30%



### **VERTICAL 4 AMPLIFICATION**



SOCIAL **POST**  **TOTAL IMPRESSIONS** 

244,519

**REACTIONS** 

**COMMENTS** 

**SHARES** 

257

19

RIPPLE

**TOTAL CLICKS** 

1,186

**ECPC** 

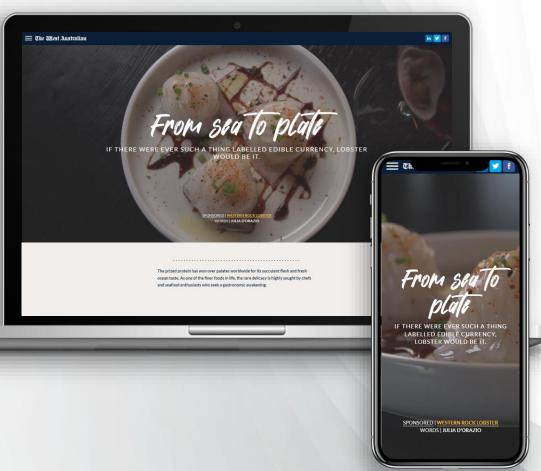
**IMPRESSIONS** 

0.09% \$0.84 1.4M



# IMMERSIVE VERTICAL 5

From sea to plate



**VERTICAL PAGE VIEWS** 

5,232

AVE TIME ON PAGE

1:42

UNIQUE REACH

4,330

TOP DEMO

35-44

SOCIAL REACH

**56K** 

TOTAL ENGAGEMENTS

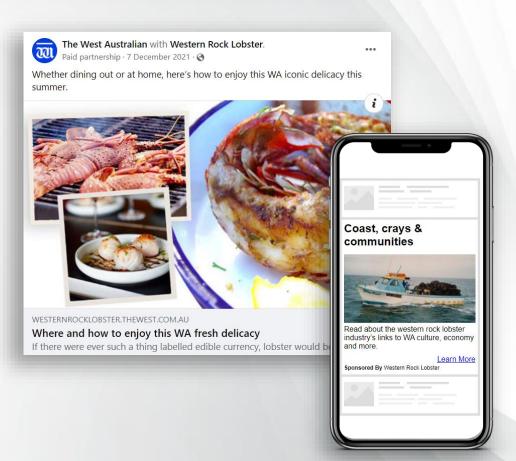
2,639

ENGAGEMENT RATE

4.68%



#### **VERTICAL 5 AMPLIFICATION**



SOCIAL **POST**  **TOTAL IMPRESSIONS** 

149,605

**REACTIONS** 

**COMMENTS** 

**SHARES** 

121

**15** 

RIPPLE

**TOTAL CLICKS** 

1,000

**ECPC** 

**IMPRESSIONS** 

0.07% \$1.00 1.5M















## PRINT REACH & FREQUENCY

TARGET: ALL PEOPLE 14+ WA || POTENTIAL AUDIENCE: 2,181,000

4 595,000 27.3% 1,557,000 2.6

**INSERTIONS** 

WA MARKET REACH 000'S WA MARKET REACH % GROSS IMPACTS (EXPOSURE)

AVERAGE FREQUENCY

#### **TABLE INTERPRETATION**

A total of 2,181,000 people aged 14+ years reside in Western Australia.

This schedule reaches 595,000 people 14+ years or 27.3% of the WA population 14+ years.

On average, each reader was exposed to 2.6 issues, generating a total of 1.56 million exposures or opportunities to see the campaign.





### PHASE 3 DELIVERY



about 149 cents a litre.

**DISPLAY IMPRESSIONS** 

365K 307

RIPPLE **IMPRESSIONS** 

**DISPLAY CLICKS** 

RIPPLE **CLICKS** 

**OVERALL CTR** 

0.08% \$6.97

**OVERALL CTR** 

3.2M 2.6K 0.08% \$1.91

**OVERALL ECPM** 

**OVERALL ECPC** 







#### PHOTO COMPETITION

6th October 2021 - 30th October 2021





#### **IMPRESSIONS**

## 150,084

**CLICKS** 

105

CTR

0.07%





#### **HIGHLIGHTS**

The best performing ad unit was the MREC with 50 clicks resulting in a click through rate of **0.12%** 

This campaign outperformed our current average/benchmark for display campaign, which is **0.05%** 

### Western Rock Lobster















### **RIPPLE** NATIVE

**COOKING METHODS** 

6th December 2021 – 24th December 2021



**CLICKS** 

2,619

CLICK THROUGH RATE **EFFECTIVE COST** 

**IMPRESSIONS** 

**PER CLICK** 

0.08% \$1.91

3.2M

#### **HIGHLIGHTS**

The campaign delivered a final ECPC of \$1.91, which is 64% lower than the \$3.00 CPC Goal.

We delivered 2,619 clicks, 952 more than booked and the equivalent additional value of \$2,856.

The best performing creative was Ad 4 delivering a an ECPC of \$1.87.

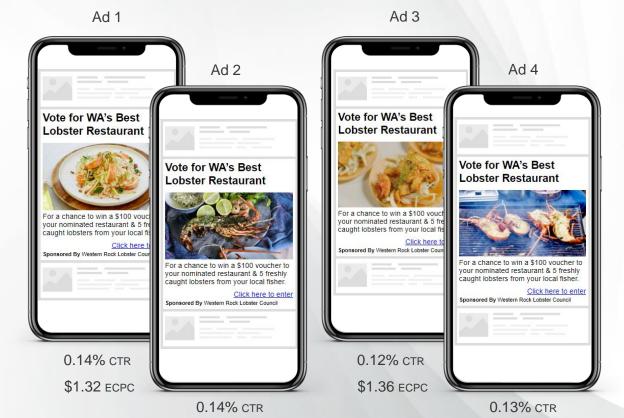


### **RIPPLE** NATIVE

WA'S BEST LOBSTER RESTAURANT COMP

\$1.44 ECPC

19<sup>th</sup> May 2022 – 2<sup>nd</sup> June 2022



**CLICKS** 

3,678

CLICK THROUGH RATE **EFFECTIVE COST** 

**IMPRESSIONS** 

**PER CLICK** 

0.14% \$1.36 2.69M

#### **HIGHLIGHTS**

\$1.25 ECPC

The campaign delivered a final ECPC of \$1.36, which is 55% lower than the \$3.00 CPC Goal.

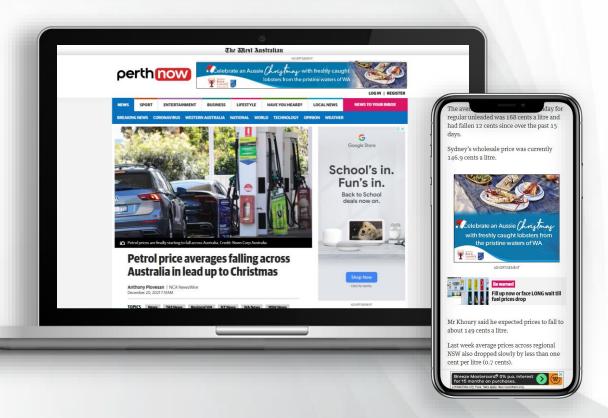
We delivered 3,678 clicks, 2,012 more than booked and the equivalent additional value of \$6,036.

The best performing creative was Ad 4 delivering a an ECPC of \$1.25.



#### **CHRISTMAS**

6th December 2021 – 24th December 2021





### **IMPRESSIONS**

# 214,686

**CLICKS** 

202

CTR

0.09%

36.2%



### **HIGHLIGHTS**

The best performing ad unit was the MREC with 103 clicks resulting in a click through rate of **0.20%** 

This campaign outperformed our current average/benchmark for display campaign, which is **0.05%** 

The West: 12th April, 2022





**IMPRESSIONS** 

# 505,257

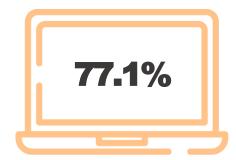
**CLICKS** 

CTR

**eCPM** 

0.04% \$11.88

22.9%



### **HIGHLIGHTS**

The best performing ad unit was the mRec with 76 clicks and a CTR of 0.14%

PerthNow: 12th April, 2022





### **IMPRESSIONS**

1,440,946

**CLICKS** 

**eCPM** 

309

0.02% \$6.25

#### **HIGHLIGHTS**

The best performing ad unit was the Gutters with 136 clicks and a CTR of 0.04%

The West: 13th April, 2022





### **IMPRESSIONS**

# 502,346

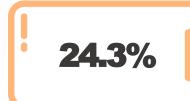
**CLICKS** 

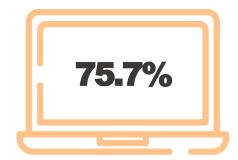
CTR

**eCPM** 

207

0.04% \$11.94





### **HIGHLIGHTS**

The best performing ad unit was the mRec with 86 clicks and a CTR of 0.15%

PerthNow: 13th April, 2022





### **IMPRESSIONS**

1,470,883

**CLICKS** 

**eCPM** 

265 0.02% \$6.12

#### **HIGHLIGHTS**

The best performing ad unit was the Gutters with 102 clicks and a CTR of 0.03%



**EASTER** 

6th March - 17th April, 2022





### **IMPRESSIONS**

# 214,580

**CLICKS** 

129

0.06%

CTR

30%



### **HIGHLIGHTS**

The best performing ad unit was the mRec with 64 clicks and a CTR of 0.14%

















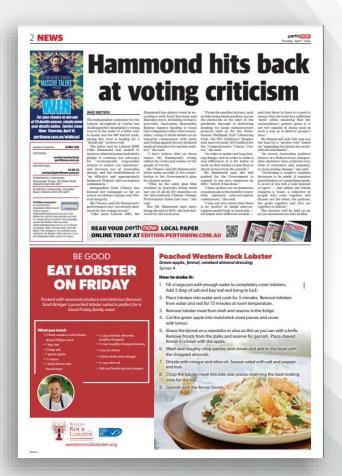












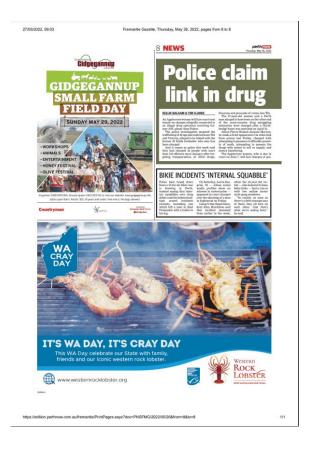




















































## WA DAY CRAY DAY REACH & FREQUENCY

TARGET: ALL PEOPLE 14+ WA || POTENTIAL AUDIENCE: 2,192,000

856,000

39% 2,225,000 2.63

INSERTIONS

**WA MARKET REACH 000'S**  **WA MARKET REACH** %

**GROSS IMPACTS** (EXPOSURE)

**AVERAGE FREQUENCY** 

### **TABLE INTERPRETATION**

A total of 2,192,000 people aged 14+ years reside in Western Australia.

This schedule reaches 856,000 people 14+ years or 39% of the WA population 14+ years.

On average, each reader was exposed to 2,63 issues, generating a total of 2.23 million exposures or opportunities to see the campaign.



## METRO PRINT REACH & FREQUENCY

TARGET: ALL PEOPLE 14+ WA || POTENTIAL AUDIENCE: 2,187,000

19 1,088,000 49.8% 7,883,000 7.2

**INSERTIONS** 

WA MARKET REACH 000'S WA MARKET REACH %

GROSS IMPACTS (EXPOSURE)

AVERAGE FREQUENCY

### **TABLE INTERPRETATION**

A total of 2,187,000 people aged 14+ years reside in Western Australia.

This schedule reaches 1,088,000 people 14+ years or 50% of the WA population 14+ years.

On average, each reader was exposed to 7.2 issues, generating a total of 7.88 million exposures or opportunities to see the campaign.

