

Magazines bring power to advertising!



Aikakausmedia's Powercases - Maximize Your Mix!

Magazine advertizing effectivenes proven in studies

tripod research researches campaigns with different media mixes for Aikakausmedia/FIPP in M3 Research's high quality panel.

The goal is to find out, what is the magazines role in delivering the message.

8 convincing cases from years 2011-2013, more to come!

Themes: Beauty & Cosmetics, Banks & Insurances, Food & Beverages, Home & Interior Design, Cars & Vehicles



















Theme: Beauty & Cosmetics

Case Lumene Time Freeze











Campaign goal

To tell that Lumene Time Freeze has been renewed

Media agency **Dagmar**Advertising agency **Grow**

tripod research oy carried out the study in M3 panel

Ad hoc 17.-26.5.2013

Target group women 35+

Number of respondents N=299





Case Lumene Time Freeze | Media mix

Magazines

Evita

Kodin Kuvalehti

Kauneus & Terveys

Me Naiset

Kotivinkki

Gloria

Anna

TV

MTV3

Ava

Katsomo.fi

Websites

Lumene.fi

MTV3.fi

AVAtv.fi

Katsomo.fi

Finnkino movie theaters

Advertising in stores







Media reach in campaigns
(women 35+ uses skincare product

(women 35+, uses skincare products, N=299)











61 % noted having seen at least one of the ads

(women 35+, uses skincare products, N=299)

+28%

improvement
in noting for those
who both watched TV
AND read magazines
compared to those who
only watched TV

+15%

improvement
in noting
for those who both
visited the websites
AND read magazines
compared to those who
only visited the
websites

websites



57 % of all said their notion improved

(women 35+, uses skincare products, N=299)

+23%

more those that now have a better notion for those who both watched TV AND read magazines compared to those who only watched TV.

+23%

more those that now have a better notion for those who both visited the websites AND read magazines compared to those who only visited websites.



40 % are likely to purchase after having seen advertising (women 35+, uses skincare products, N=299)

+56%

more purchase intent for those who both watched TV AND read magazines compared to those who only watched TV. +48%

more purchase intent
for those who both
visited the websites
AND read magazines
compared to those who
only visited websites.



Theme: Banks & Insurances

Case If









Campaign goal

To tell about the inexpensive insurances

tripod research oy carried out the study in M3 panel

Ad hoc 22.-25.2. and 28.2.-4.3.2013
Target group women & men 25-54
Response rate 50
Number of respondents N=300
(women 200, men 100)





Case If | Media mix

Magazines | consumer magazines

Meidän Perhe Kodin Kuvalehti HS kuukausiliite Kotivinkki

Magazines | Professional magazines & association magazines

Fair Play
Proviisori
TEK
Jahti
Tradenomi
Suun terveydeksi
YTY
Ahjo
Liikunnanopettaja-lehti
Ekonomi

Pro Ura Reitti Päällystölehti Elintae

Veturimies

Newspapers & tabloids

Helsingin Sanomat Iltalehti Ilta-Sanomat Metro

TV

MTV3 Ava Sub TV5 & online-tv

Radio

Radio Aalto Radio Suomipop Radio Rock GrooveFM MetroFM Radio Nova Iskelmä The Voice Radio City

Websites

Iltalehti.fi
Iltasanomat.fi
HS.fi
Vauva.fi
Perhe.fi
Menaiset.fi
Kiloklubi.fi
nettiET.fi
Hyvaterveys.fi
Cosmopolitan.fi
tohtori.fi
vertaa.fi
Mtv3.fi
telkku.com









Media reach in campaigns (25-54 women & men, N=300)

Consumer magazines reached

27%

Professional & association magazines reached

14%

Magazines in total reached

35%



39 % of all said their notion improved (25-54 men & women, N=300)

+32%

more those that now have a better notion for those who read both newspapers

AND magazines compared to those who only read newspapers

+15%

more those that now have a better notion for those who both watched TV

AND read magazines compared to those who only watched TV.



39 % of all said their notion improved (25-54 men & women, N=300)

+28%

more those that now have a better notion for those who both visited the websites

AND read magazines compared to those who only visited the websites

+28%

more those that now have a better notion for those who both listened to radio AND read magazines compared to those who only listened the radio



12 % are likely to purchase after having seen advertising (25-54 men & women, N=300)

ALMOST 2 TIMES MORE PURCHASE INTENT

for those who read magazines compared to those who didn't.

Reading magazines increased

the purchase intent:

+98 % for those who watched TV

+85 % for those who read newspapers

+75 % for those who listened to radio

+96 % for those who visited the websites





Theme: Food & Beverages

Case Nestlé | Case Fanta Case Danone | Case Elovena

















Campagn goal

To tell, that Fanta includes no preservatives

Media agency **PMI**Advertising agency **Skandaali**

tripod research oy carried out the study in M3 panel

Ad hoc 26.-31.5.2011

Response rate 55

Target group: 15-24 all, 25-49 grocery buyers

Number of respondents N=300





Case Fanta | Media mix

Magazines

Seura

Anna

Kotiliesi

Kaksplus

KG

Deko



Outdoor advertising



TV

Nelonen

Sub

Liv

Jim

TV5

Websites

Mtv3.fi

Katsomo

Riemurasia

Irc galleria

Aku Ankka

Demi

Peliplaneetta

Motot

Habbo

Mesta

Petsie

Kavereita.net









(all respondents, N=300)





60 % noted having seen at least one of the ads (all respondents, N=300)

+32%

improvement in
noting for those that
both watched TV
AND read magazines
compared to those who
only watched TV

+33%

improvement in noting for those who both visited the websites AND read magazines compared to those who only visited the websites



56% of all said their notion improved

(all respondents, N=300)

+25%

more those that now have a better notion for those that both watched TV

AND read magazines compared to those who only watched TV

+31%

more those that now have a better notion for those who both visited the websites

AND read magazines compared to those who only visited the websites

websites



45 % are likely to buy after having seen the advertising (all respondents, N=300)

+41%

more purchase intent
for those that
both watched TV
AND read magazines
compared to those who
only watched TV

+53%

more purchase intent
for those who both
visited the websites
AND read magazines
compared to those who
only visited the
websites





Campaign goal

To tell that Danone supports
Mannerheim League for Child
Welfare

Media angency **Happi Mindshare**Advertising agency **Wunderman**

tripod research oy carried out the study in M3 panel

Ad hoc 18.-19.8.2011

Response rate 52 %

Target group women age 18-50, with children, grocery buyer

Number of respondents N=219





Case Danone | Media mix

Magazines

Kodin Kuvalehti

Me Naiset

Meidän Perhe

Helsingin Sanomien

Kuukausiliite



TV

MTV3

Sub

Nelonen

Liv

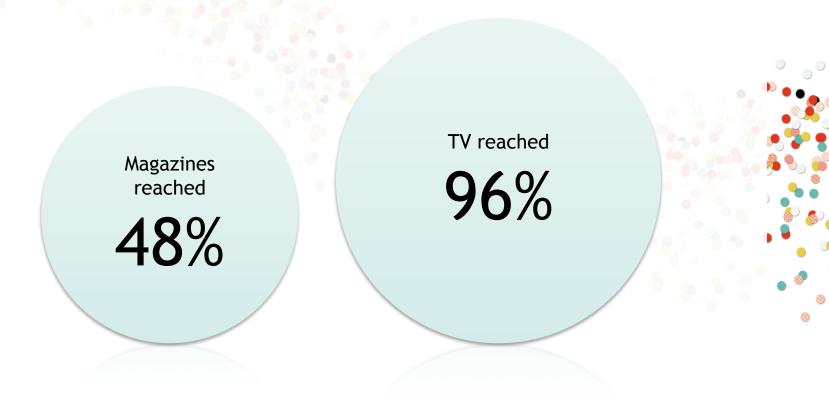
Subjuniori

Ava





Media reach in campaign (18-50 y women, with children, grocery buyer, N=219)





66 % noted having seen at least one of the ads (18-50 y women, with children, grocery buyer, N=219)

Magazines did not improve noting



43% of all said their notion improved

(18-50 y women, with children, grocery buyer, N=219)

+58 %

more those that now have a better notion for those who both watched TV AND read magazines compared to those who only watched TV



Case Danone

32 % are likely to buy after having seen the advertising (18-50 y women, with children, grocery buyer, N=219)

+17 %

for those who
both watched TV
AND read magazines
compared to those who
only watched TV





Campaign goal

To introduce the new package of Nestlé Fitness -cerals

Media agency **Mediacom**Advertising agency **McCann**

tripod research oy carried out the study in M3 panel

Ad hoc 20.-25.6.2012

Response rate 45 %

Target group 25+ women

Number of respondents N=200





Case Nestlé | Media mix

Magazines

KG

Cosmopolitan

Eeva

Elle

ET-lehti

Evita

liris

Kodin Kuvalehti

Kotiliesi

Olivia

Trendi

Yhteishyvä

TV

MTV3

Nelonen

Liv

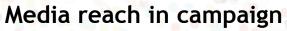
Jim

Fox

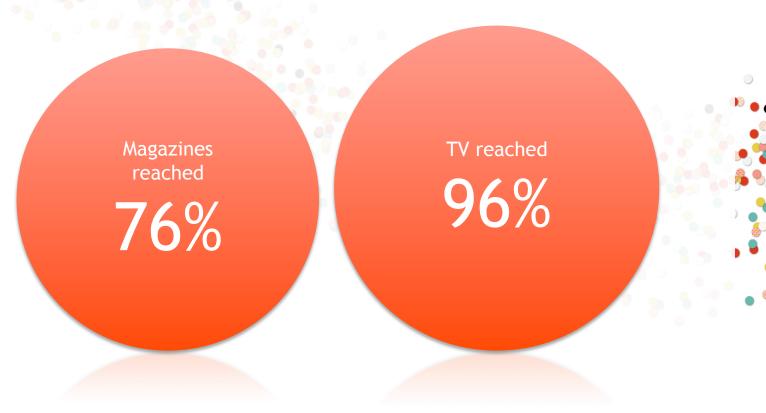








(women 25+, n=200)





33 % noted having seen at least one of the ads (women 25+, n=200)

+28%

improvement in noting for those who <u>both watched TV</u> <u>AND read magazines</u> compared to those who only watched TV



41 % of all said their notion improved (women 25+, n=200)

+31%

more those who now
have a better notion
for those who both watched
TV AND read magazines
compared to those who only
watched TV



31 % are likely to buy after having seen the advertising (women 25+, n=200)

+6%

more purchase intent for those who <u>both watched</u> <u>TV AND read magazines</u> compared to those who only watched TV





Campaign goal

To launch Elovena snack
To launch Elovena toast
To tell that Elovena is not just oatmeal

Media agency **Toinen**Advertising agency **Family**

tripod research oy carried out the study in M3 panel

Ad hoc 1.-15.12.2010

Response rate 48 %

Target group: women 25-54, interested in health

Number of respondents N=300





Case Elovena | Media mix

Magazines

Hyvä Terveys

Meidän Perhe

Kodin Kuvalehti

Kotivinkki

Avotakka

Evita

Eeva

Kauneus & Terveys

Me Naiset

Vauva



Radio

Iskelmä

Voice

Radio Nova

Radio Aalto

Shopping carts





Shopper abribus







Media reach in campaign (women 25-54, interested in health, n=300)

Magazines reached

82%

Radio reached

72%





47 % noted having seen at least one of the ads

(women 25-54, interested in health, n=300)

+54%

improvement in noting
for those who both listened
to radio AND read
magazines compared to
those who only listened
to radio





71 % of all said their notion improved

(women 25-54, interested in health, n=300)

+32%

more those that now have a better notion for those who both listened to radio AND read magazines compared to those who only listened to radio



55-58 % are likely to buy after having seen the advertising (women 25-54, interested in health, n=300)

+19%

more purchase intent for Elovena Lusikoitava for those who both listened to radio AND read magazines than for those who only listened to radio +16%

more purchase intent for Elovena Paahtopalat for those who both listened to radio AND read magazines than for those who only listened to radio



Theme: Home & Interior Design Case Eurokangas









Campaign goal

To tell that Eurokangas offers not only textiles but also planning and sowing services

Media agency **Voitto**Advertising agency **Folk!**

tripod research oy carried out the study in M3 panel

Ad hoc 20.-27.4.2012
Response rate 45 %
Target group women 25-54
Number of respondents N=200



Kun inspiraatio iskee!

tunatisen kantatoeti vaintoimistamme saatataa toin ainaakavaa vaitta juuri see oikea kangas kodin sisustamiseen, mutta meidän avulla sekin omistuu. Sitten kaikki onkin helppoa. Ompelupahvelustamme saat verhot, päiväpeitteet, sissustustyyty, byötällinat ja monet muut kodin tekstiilit valmiiksi ommeltuina mittojen mukaan.

Ammattitaitoinen henkilökuntamme palvelee kaikissa kodin tekstiiliasioissa Myös sinua, joka et koskaan ole ompelukonetta nähnytkään. Kun inspiraatio iskee, Eurokangas toteuttaa!

www.eurokangas.fi





Case Eurokangas | Media mix

Magazines

Anna

Kotivinkki

Koti ja keittiö

Divaani

Avotakka

Deko

Me Naiset

Talo & Koti

MTV3

Nelonen

Liv

Newspapers

Kärkimedia







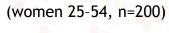






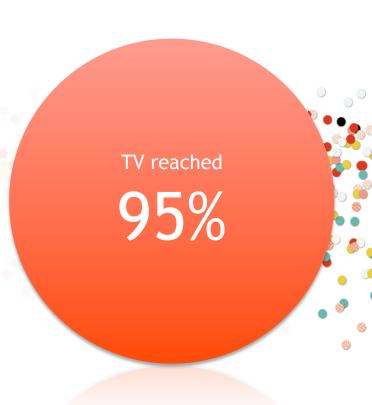








Newspapers reached 73%





48 % noted having seen at least one of the ads (women 25-54, n=200)

+73%

improvement in noting for those who read both newspapers

AND magazines compared to those who only read newspapers

+51%

improvement in noting for those that both watched TV
AND read magazines compared to those who only watched TV





50 % of all said their notion improved

(women 25-54, n=200)

+63%

more those who now have a better notion for those who read both newspapers

AND magazines compared to those who only read newspapers

+28%

more those who now have a better notion for those who both watched TV AND read magazines compared to those who only watched TV





42 % are likely to buy after having seen the advertising (women 25-54, n=200)

+61%

more purchase intent
for those who
read both newspapers
AND magazines
compared to those who
only read newspapers

+46%

more purchase intent
for those who both
watched TV AND read
magazines
compared to those who
only watched TV





Theme: Cars & Vehicles

Case Skoda











Campaign goal: to showcase Skoda models

Media agency **Dagmar**Advertising agency **Adsek**

tripod research oy carried out the study in M3 panel

- Ad hoc10.-20.3.2011
- Response rate 55 %
- Target group: those considering to purchase a new car within the next 2 years
- Number of respondents, N=449





Case Skoda | Media mix

Magazines

Tekniikan Maailma

Tuulilasi

Moottori

Me Naiset

Anna

Kotiliesi

Kodin Kuvalehti

Kaksplus

Seura

Suomen Kuvalehti



Newspapers & tabloids

Ilta-Sanomat

Iltalehti

Helsingin Sanomat

Turun Sanomat

Aamulehti



Websites

Iltasanomat.fi

Mtv3.fi

Iltasanomat.fi/autot



TV

MTV3

Nelonen

Sub

Liv



Media reach in campaign

(men & women, considering to purchase a new car within the next 2 years, n=449)

Aikakauslehdet tavoittivat

54%

Nettisivut tavoittivat

83%

Sanoma- ja iltapäivälehdet tavoittivat

85%

Televisiokanavat tavoittivat

96%



60 % noted having seen at least one of the ads

(men & women, considering to purchase a new car within the next 2 years, n=449)

+21%

improvement in noting for those who <u>read BOTH</u> newspapers and tabloids

<u>AND magazines</u> compared to those who only read newspapers and tabloids

+23%

improvement in noting
niilläfor those who <u>BOTH watched</u>
<u>TV AND read magazines</u>
compared to those who
only watched TV

+28%

improvement in noting
for those who <u>BOTH</u>
visited the websites
AND read magazines
compared to those who
only visited the websites



50 % of all said their notion improved

(men & women, considering to purchase a new car within the next 2 years, n=449)

+19%

more those that now have a better notion for those who read BOTH newspapers and tabloids

AND magazines compared to those who only read newspapers and tabloids

+28%

more those that now have a better notion for those who <u>BOTH watched</u> <u>TV AND read magazines</u> compared to those who only watched TV

+30%

more those that now have a better notion for those who <u>BOTH</u> visited the websites <u>AND read magazines</u> compared to those who only visited the websites





15 % are likely to buy after having seen the advertising

(men & women, considering to purchase a new car within the next 2 years, n=449)

+35%

more purchase intent
for those who <u>read BOTH</u>
newspapers and tabloids

<u>AND magazines</u>
compared to those who
only read newspapers
and tabloids

+35%

more purchase intent for those who <u>BOTH watched</u> <u>TV AND read magazines</u> compared to those who only watched TV +41%

more purchase intent
for those who <u>BOTH</u>
visited the websites
AND read magazines
compared to those who
only visited the websites







Magazines give boost to your campaign, intensify the effects and increase sales!



Purchase intent +48-56 %



Purchase intent +75-98 %



Brand notion +31 %



Noting +32-33 %



Purchase intent +31-33 %



Purchase intent +46-61 %



Brand notion +32 %



Brand notion +58 %