### KICKSTARTING SUCCESS

A FOCUS ON:

**PROFITABILITY** 

**POPULARITY** 

IN THE CATEGORIES OF:

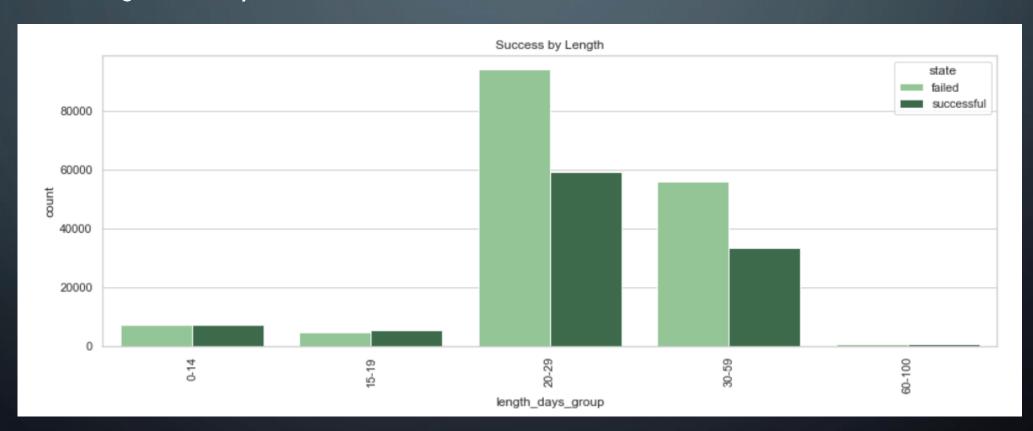
**TECHNOLOGY** 

**DESIGN** 

**GAMES** 

### **SUCCESSFUL CAMPAIGNS: LENGTH**

Average 31 days



7.2% KEY CAMPAIGN LENGTH: 20-29 DAYS

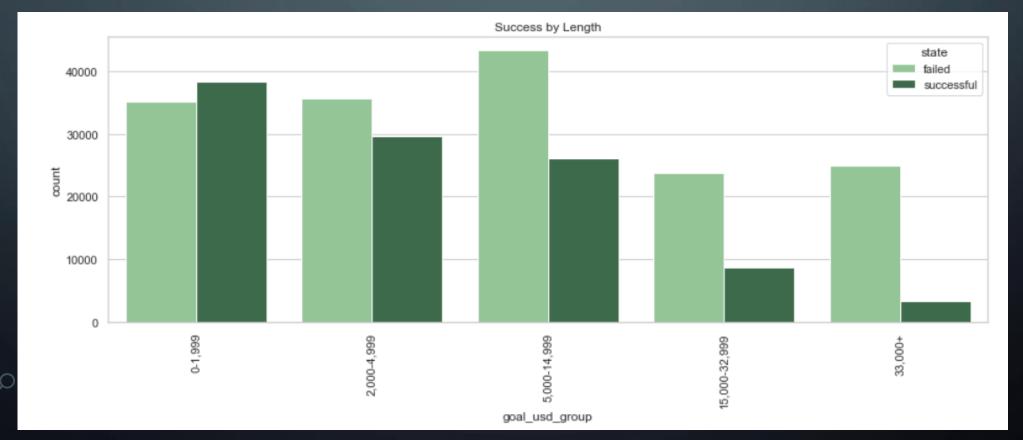
An increase of one backer for a campaign with a length between 20 and 29 days increases its chances of success by 7.2%

For other lengths, chances of success increase by 2% - 6%.

### SUCCESSFUL CAMPAIGNS: GOAL

	Average Goal in USD
Successful	\$7,128
Unsuccessful	\$19 <b>,</b> 91 <i>7</i>

Less is more!

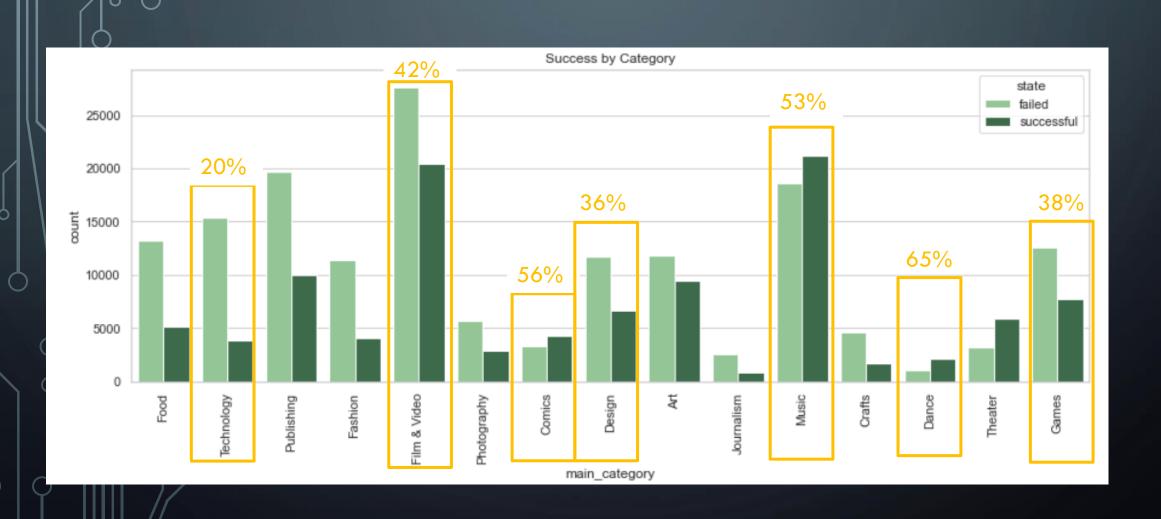


5.8% KEY CAMPAIGN GOAL: \$5,000 - \$15,000

An increase of one backer for a campaign with a goal between 5,000 and 15,000 USD increases its chances of success by 5.8%

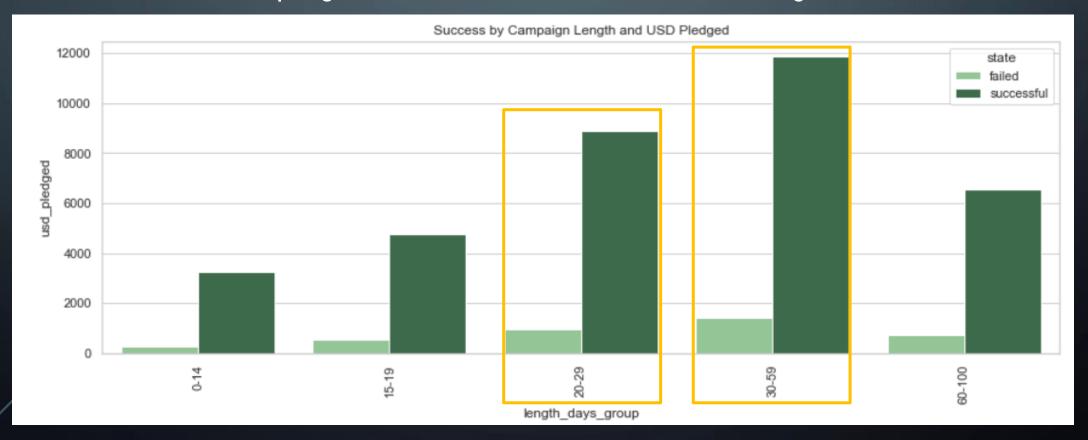
For other goal amounts, chances of success increase by 3% - 4%.

## PROBABILITY OF SUCCESS PER CATEGORY



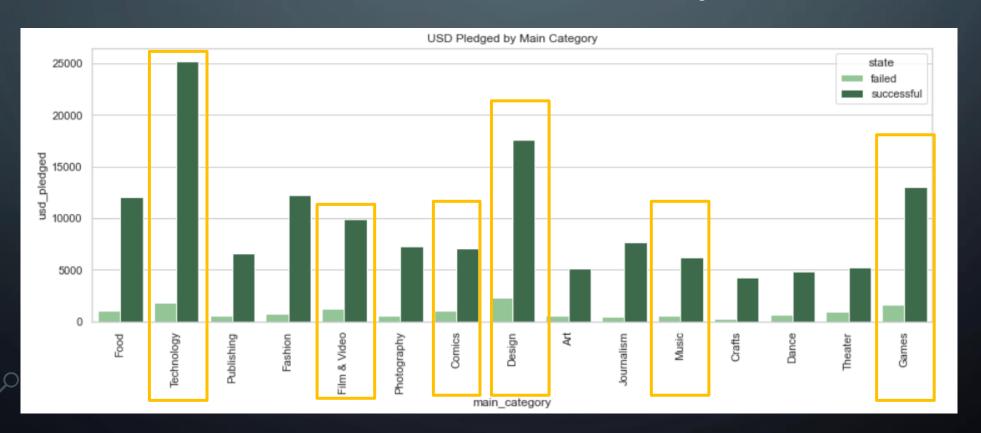
### PROFITABILITY OF SUCCESSFUL CAMPAIGNS

INCREASE for campaigns between 20 AND 59 DAYS in length



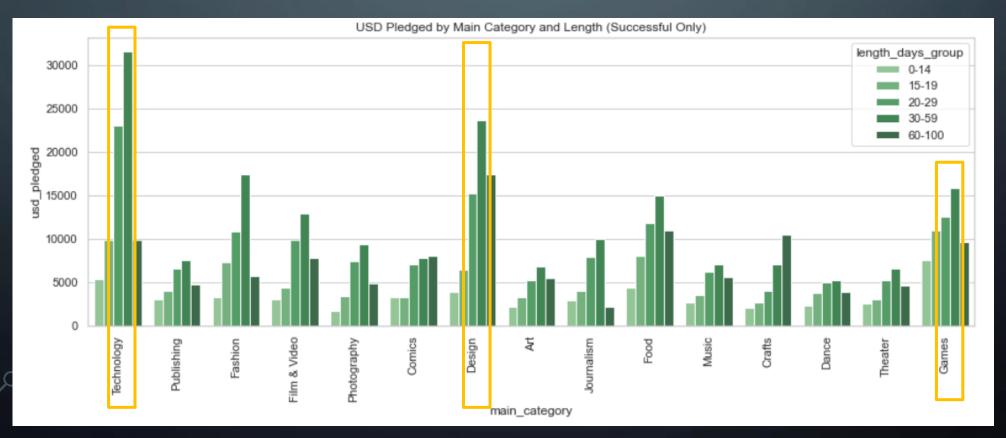
### PROFITABILITY OF SUCCESSFUL CAMPAIGNS

is HIGHEST in **TECHNOLOGY**, **DESIGN**, **GAMES** categories



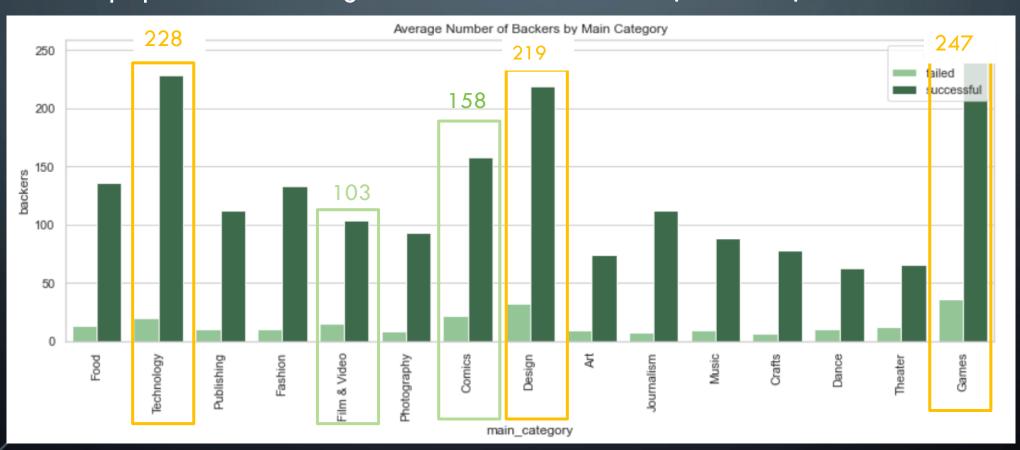
### PROFITABILITY OF SUCCESSFUL CAMPAIGNS

(USD Pledged for TECHNOLOGY, DESIGN, GAMES between 20 and 59 days)



### POPULARITY OF SUCCESSFUL CAMPAIGNS

Most popular main categories are TECHNOLOGY, DESIGN, GAMES



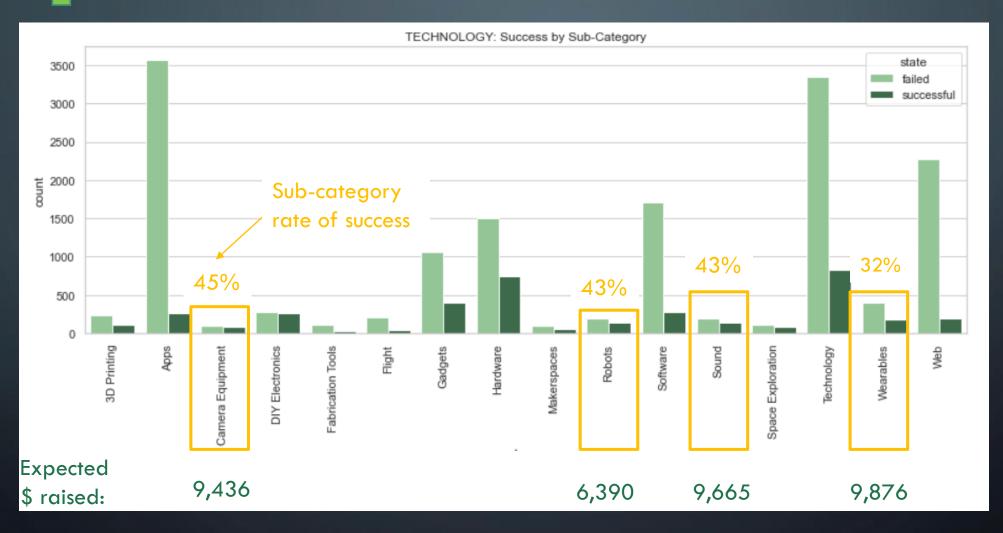
# **EXPECTED USD PLEDGED** PER MAIN CATEGORY: HIGH

	Chance of success	Average amount raised per successful campaign	Expected amount raised per campaign (USD)
Technology	20%	\$25,197	\$5,039
Design	36%	\$1 <i>7</i> ,545	\$6,316
Games	38%	\$12,980	\$4,932
Film & Video	42%	\$9,916	\$4,165
Comics	56%	\$ <b>7,</b> 036	\$3,940

# **EXPECTED USD PLEDGED** PER MAIN CATEGORY: LOW

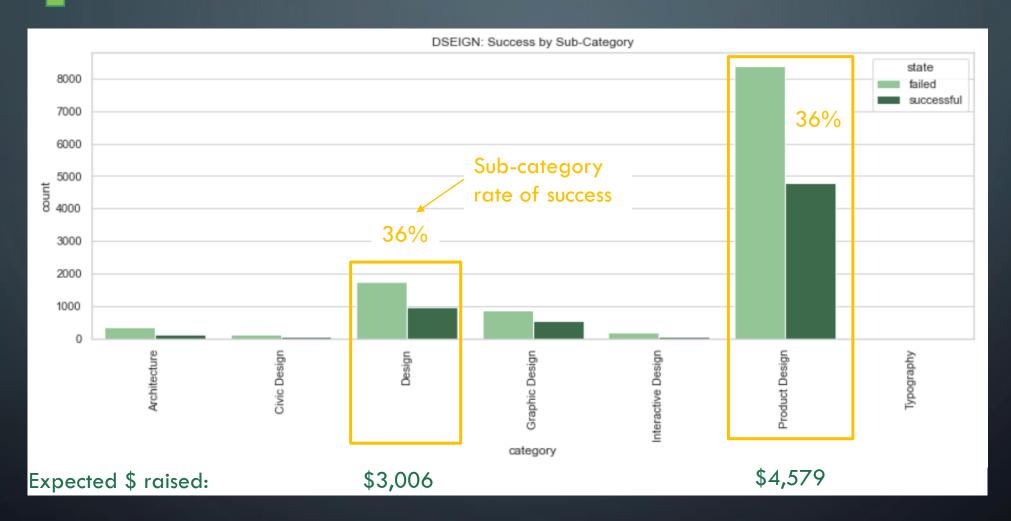
	Chance of success	Average amount raised per successful campaign	Expected amount raised per campaign (USD)
Crafts	26%	\$4,259	\$1,107
Journalism	24%	\$7,675	\$1,842
Fashion	26%	\$12,240	\$3,132

### 3.5% KEY CATEGORY: TECHNOLOGY



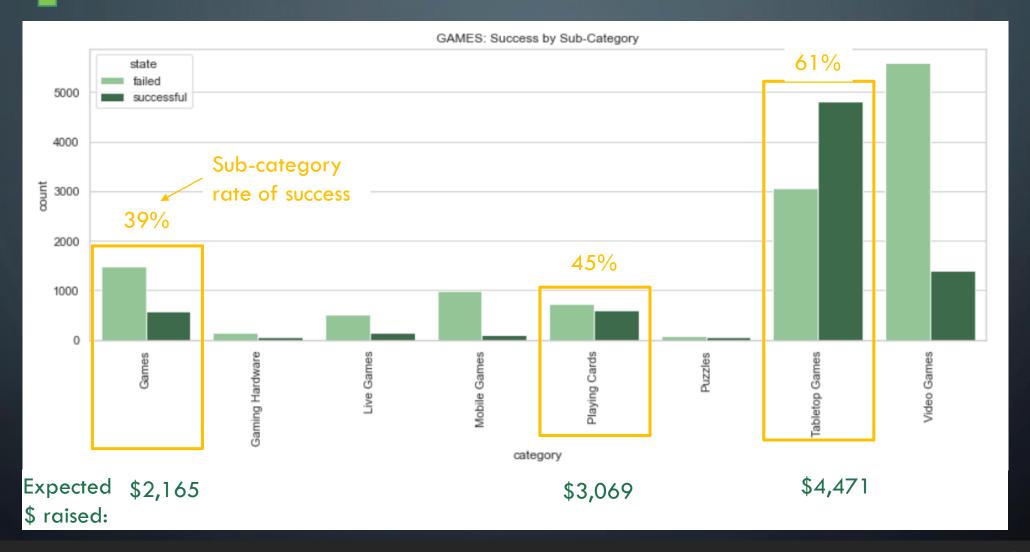
An increase of one backer in the technology category increases a project's chances of success by 3.5%.

### 3.0% KEY CATEGORY: DESIGN



An increase of one backer in the design category increases a project's chances of success by 3.0%.

### 3.0% KEY CATEGORY: GAMES



An increase of one backer in the games category increases a project's chances of success by 3.0%.

## **SUMMARY:** KEY FOCUS AREAS FOR SUCCESS TO INCREASE TOTAL AMOUNT PLEDGED

#### **Overall:**

- LENGTH 20-29 DAYS
- GOAL \$5,000 \$15,000

#### Categories:

- TECHNOLOGY
  - Camera Equipment
  - Sound
  - Wearables
- DESIGN
  - Design
  - Product Design
- GAMES
  - Games
  - Playing Cards
  - Tabletop Games