Winning Millennial Mama in Ramadan with POPMAMA

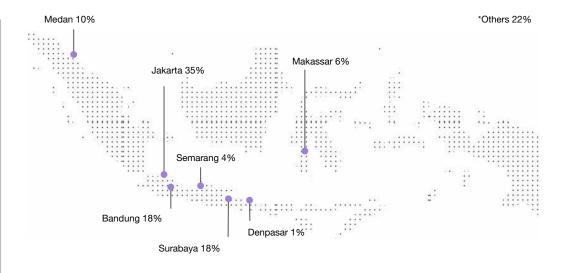






Digital Media for covering motherhood journey from pregnancy until K-12 for Millennial Mama





Monthly unique Popmama.com website audience (Google Analytics)

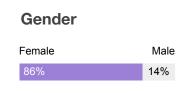
Monthly content shares& engagements acrossMillionall Popmama.com's operating channels

186<br/>ThousandFacebook<br/>Followers183<br/>ThousandInstagram<br/>Followers

#### Socio-Economic Status

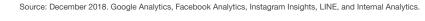






24%	60%	16%
18-24	25-34	

Age (in years old)









## #1

## **Most Visited**

Parenting Media in Indonesia.

#### **Alexa Ranking**

(Indonesian rank)







8 1.408 a.com Haibunda.com



3.817 Bidanku.com



3.713 ayahbunda.co.id











# Insights



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#### **People's** search + interest increases in:

- 1. Prayer Time
- 2. Recipe
- 3. Entertainment
- 4. Zakat
- 5. New Clothes



#### **Understanding** the Ramadan Audience









The Tech Follower

Searches for 'smartphone

terbaik 2018', 'laptop gaming',

'kamera' increased by 1.3x.



#### The Devoted Faster

#### Insight

Searches for the terms 'doa'. 'jadwal puasa' and 'zakat' grew by 3x.



and recipes.

cooking tutorials.

The Home

Searches for 'oven listrik', 'meja tamu' and 'vacuum cleaner' increased by 1.8x.

Searches for home appliances

Watches food vlogs and

#### The Ramadan Groomer

Searches for 'baju lebaran 2018', 'model rambut 2018' and 'tutorial hijab' grew by 10x.

Searches for fashion and

Watches makeup, hairstyle,

fashion or hijab tutorials.

Downloads Beautyplus,

Facetune, Youcam apps

beauty

Searches for latest tech gadgets

Watches product reviews.

Downloads e-commerce apps.

The Homecomer (Mudik)

Searches for 'tiket pesawat murah' and 'mobil murah' grew by 2.2x.

Searches for transportation mode and accommodation

Watches traveling vlogs, traffic news.

Downloads travel apps.

Downloads Muslim Pro and Downloads Zomato. Qraved. Holy Quran apps. Cookpad, fast food apps.

> Visits groceries stores, mini markets.

Visits hair salons, cosmetics stores

Visits electronic stores, coffee shops.

Visits airports, stations, bus terminals, hotels, tourist attractions.

Searches for religious related content.



Watches religious content and songs.



Visits mosques on maps based on location.

facebook IO

#### The Audience Behaviour



Muslims start the day searching for subuh prayer times to find out when to begin fasting. Food recipes, Lebaran's clothing, and online **shopping** are top searched categories during sahur.

Online shopping searches peak as consumers look for seasonal promotions. Online retail, ride-hailing, and flight tickets are top searched promotions in Indonesia. Searches for recipes and food tutorials spike 2.7X as muslims look for buka puasa ideas.

Indonesians distract themselves from hunger pangs with activities and ngabuburit content to entertain themselves. Eg: Games for ngabuburit, essential playlist for ngabuburit, funny memes for ngabuburit.

After buka puasa, Muslims continue to engage with religious content. Religious songs and sermons are top searched religious content in Indonesia.

# Program / Ad Product







## #PopmamaRamadan

For many of Indonesian Muslims, Ramadan has a special place in their heart. The Holy Month does not only bring people closer to God, but also to their family and friends.

Through #RamadanMasaKini, we would like to highlight Millennial's Ramadan nowadays; starting from Ramadhan trends, tips, stories, to bringing back the nostalgic feelings of Ramadan. The contents of #RamadanMasaKini will become one way of 'silaturahmi' and gather for Indonesian Millennials in the festive holy month.

1. TVC Spot Masthead

5. #THRPopmama

2. Display Banner

6. Online Community

3. Imsakiyah Schedule

7. Editorial Content

4. Mama & Kids Video

8. Social Content

## 1. TVC Spot Masthead



**CPM:** Rp. 150,000

**CPD:** Rp. 1,000,000

**Location:** Leaderboard

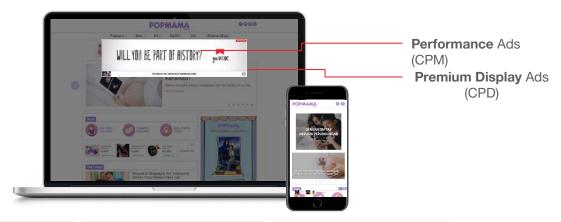
**Format:** YouTube or .MP4 (15s)

+

Image for banner



## 2. Display Banner



PRODUCT	СРМ	CPD
<ul><li>All Standard Unit</li><li>Sticky Bottom</li><li>Pop Up</li></ul>	<ul><li>IDR 26,000</li><li>IDR 39,000</li><li>IDR 52,000</li></ul>	Starts from IDR 2,000,000





## 3. Imsakiyah Schedule



**Brand Placement:** Branding design on poster

Download : 1,000 downloads
Price : Rp. 250,000,000



## 4. Mama&Kids Video



Fun yet entertaining videos that showing certain celeb's kids activities during ramadan, such as reciting the holy quran or pray, their first experience while fasting, etc.

#### Video Distribution:

• Popmama Youtube & Facebook.

**Brand Placement:** Branding or product

knowledge

Media : Popmama.com

Instagram, Facebook

KPI : 1,000,000 views

Price : Rp. 250,000,000



## 5. #THRPopmama



Challenge Popmama followers to sharing their kids experience in fasting Ramadan moment.

#### Challenge:

- 1. Popmama followers upload their kids photo and adding some caption describe how their kids can join the fasting.
- 2. The best photos will get #THRPopmama

**Brand Placement:** Branding or product knowledge

**KPI**: 200 submission

Media : Popmama Instagram

**Price** : Rp. 200,000,000



## 6. Online Community





#### WHATSAPP BROADCAST

Deliverable : Whatsapp Group

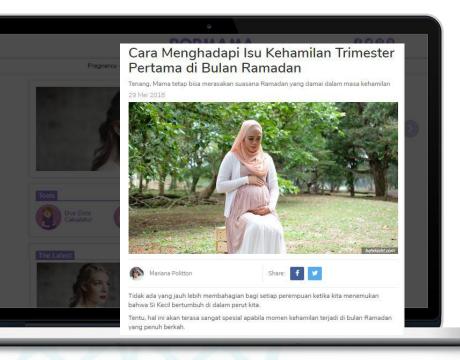
Price : Rp 5.000.000/broadcast to 1,000+ members

Process : Creation + Media Buy

Great For : Awareness, Communication



## 7. Editorial Content



#### NATIVE EDITORIAL CONTENT

Deliverable: Article

Price: Rp 30.000.000

KPI:

- 18k pageviews

- 70k people reach

Process: Creation + Media Buy

Great For: Education, Authority & Trust



## 7. Editorial Content



# BRANDED INFOGRAPHIC

Deliverable: Infographic

Price: 40.000.000

KPI:

- 18k pageviews

- 70k people reach

Process: Creation + Media Buy

Great For: Education, Authority & Trust



## 8. Social Content





# NATIVE INSTAGRAM POST

Deliverable : Instagram Post

Price : Rp 6.000.000

KPI : 20k people reach (Instagram)

Process : Creation + Media Buy

Great For : Awareness



# **Package**





	Diamond	Gold	Silver
	Rp. 2,744,000,000 Rp. 2,000,000,000	<del>Rp. 1,113,000,000</del> Rp. 950,000,000	<del>Rp. 433,000,000</del> Rp. 400,000,000
TVC Spot	4,000,000 impression	2,000,000 impression	1,000,000 impression
Display	9,000,000 impression	8,000,000 impression	1,000,000 impression
Imsakiyah Schedule	Main Sponsor	-	-
Editorial Content	20 Native Editorial 10 Infographics	10 Native Editorial	7 Native Editorial
Social Content	10 Instagram posts	5 Instagram posts	2 Instagram posts
Online Community	- WhatsApp Broadcast: 30x	- WhatsApp Broadcast: 15x	- WhatsApp Broadcast: 7x
Mama&Kids Video	1 videos	-	-
#THRPopmama	2 competitions	1 competition	-

	Diamond	Gold	Silver
	Rp. 2,744,000,000 Rp. 2,000,000,000	<del>Rp. 1,113,000,000</del> Rp. 950,000,000	<del>Rp. 433,000,000</del> Rp. 400,000,000
TVC Spot	Rp. 600,000,000	Rp. 300,000,000	Rp. 150,000,000
Display	Rp. 234,000,000	Rp. 208,000,000	Rp. 26,000,000
Imsakiyah Schedule	Rp. 250,000,000	-	-
Editorial Content	Rp. 600,000,000 Rp. 400,000,000	Rp. 210,000,000	Rp. 150,000,000
Social Content	Rp. 60,000,000	Rp. 30,000,000	Rp. 12,000,000
Online Community	Rp. 150,000,000	Rp. 75,000,000	Rp. 35,000,000
Mama&Kids Video	Rp. 250,000,000	-	-
#THRPopmama	Rp. 200,000,000	Rp. 200,000,000	-

Let's discuss and win Millennials in Ramadan with **POPMAMA** 

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