## atd $\sqrt{p}$ ant ners The In-House Agency Trading Desk

## SAMPLE ALBERT REPORT

## **Solution / Meet Albert**

Albert is smart – and makes it look easy. Albert's job is to ingest data, make sense of it & provide you with unique insights into your audience & media performance.



### **Understand Your Audience**

**Identify Media Channels** 

**Guide Creative Messaging** 

Activate & Optimize Campaigns



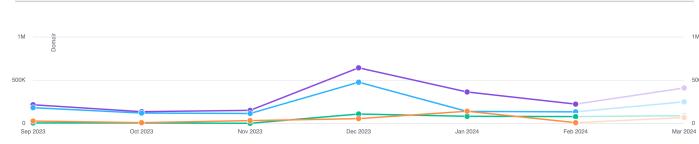
## Sample Competitive Overview

**Proprietary Research – For Internal Use Only** 

## **Competitive Research / Benchmarking**

#### **Benchmarking & Overlap**

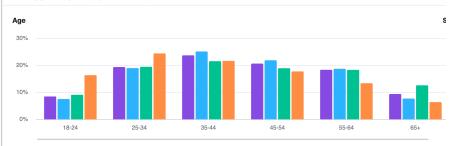
The Benchmarking report was designed to show you how competitors are performing within your space. By comparing these trends to those of the market, you can gain strategic insights into: Your competitors' traffic generation strategies: social media distribution channels they use most, demographic breakdown of each competitor's audience, market share each of them occupy, how traffic gains of each competitor have been changing over time



Market Traffic
 jacklinks.com
 oldtrapper.com
 slimjim.com

#### Market vs Selected Domains: Audience

Old-Trapper-CompList 💮 Worldwide Feb 2024



#### Direct Referral Organic Search Paid Search Organic Social Paid Social Email Display Ads



## **Competitive Research / Market Overview**

#### **Market Domains**

Domains with collected data and an overall number of domains in the market.

#### **Market Traffic**

The total traffic of all market domains found over a selected period.

#### **Market Traffic Cost**

The sum of the estimated costs of all market domains to rank for organic keywords over a selected period.



#### Market Summary

Old-Trapper-CompList Feb 2024 vs. Jan 2024 🚱 Worldwide

Market Domains 3/3

Market Traffic **224.3K** + 38.47% Market Traffic Cost \$158.1K +2.24%

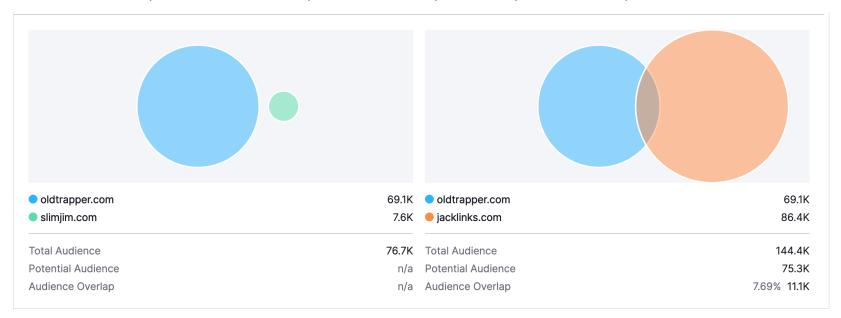
#### Market Size



## **Competitive Research / Competitor Overlap**

**Audience Overlap** 

This section allows you to visualize and analyze audience overlaps between your chosen competitors.



## **Competitive Research / Market Overview**

#### Audience Overlap

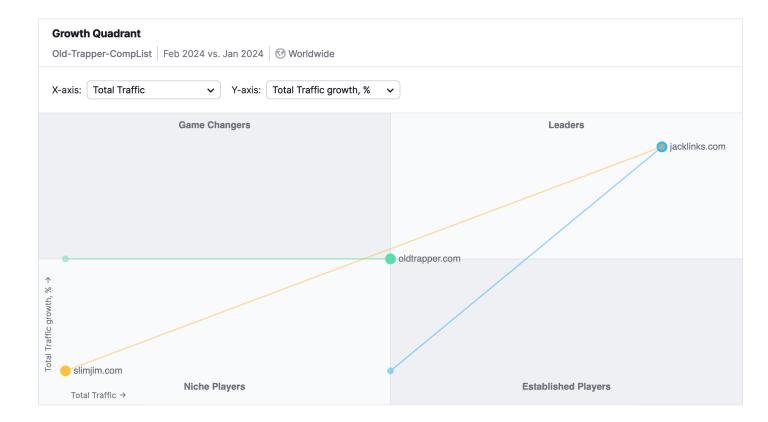
Growth Quadrant helps you to visualize the competitive landscape. Traffic represents the total number of visits, and Traffic Growth reflects the pace at which researched competitors expand within the market.

**Newbies:** Newbies or smaller companies with a low growth rate.

**Game Changers:** Emerging websites with a high growth potential.

**Leaders:** Fastest-growing websites attracting a large audience.

**Established Players:** Stable players with established popularity.



## Sample Report /Competitive Research

**Competitive spend intelligence** - collects, analyzes and aggregates real-time display, video, and social ad placements across 650 thousand publishers from 51 global markets.

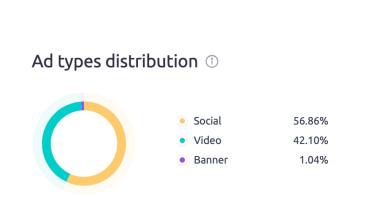
#### **Competitive intelligence helps us:**

Analyze competitors' digital campaigns Identify the best-performing publishers, advertisers, ad networks, and agencies

Benchmark your online advertising against the competition Leverage data-driven insights to engage and deploy online campaigns more effectively

#### Estimated expenditure 🗇





Found in 393 publishers

## **Competitive Research / Creative**

Here is a snapshot of completive ads (and your brand) that have run in the last year. This section is aimed to give examples of competitive messaging and spend. You should receive raw files with more details and links to competitive overviews

This is a completive view which collects, analyzes, and aggregates real-time display, video, and social ad occurrences across 650 thousand publishers from 51 global markets. Markets include the United States, Europe, Latin America, the Middle East, and Asia-Pacific









## **Competitive Research / Ad Spend**

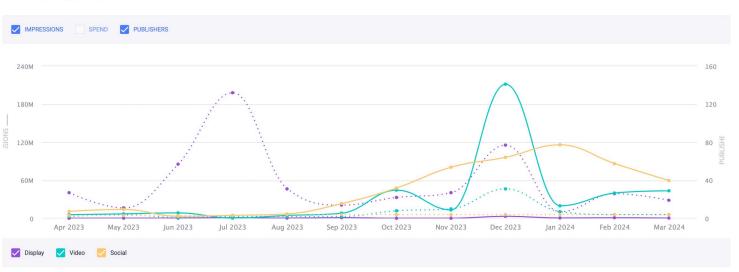
#### Expenditure trends

Tracking competitor spend can help us inform and empower your marketing strategies. Peek into where your competitors are investing their advertising dollars, which platforms they're prioritizing, and how they're positioning their brand.

The next few slides cover ad spend from Slim Jim, Jack Links and Oberto. The common theme across each competitor is the lean heavily on Social and video ad placements.

Each tactic follows a similar seasonal trend each with an increase in Q4 and large allocation of spend in December.

#### Advertiser expenditure trends ①



#### Advertiser expenditure breakdown ①

Channel	Publishers	Distribution	Impressions	Change	SoV
Display	343	86.4%	10M	↑ 4.96%	1.04%
🕑 Video	50	12.59%	407.6M	↑ 20.16%	42.1%
Social	4	1.01%	550.5M	↑ 16.56%	56.86%



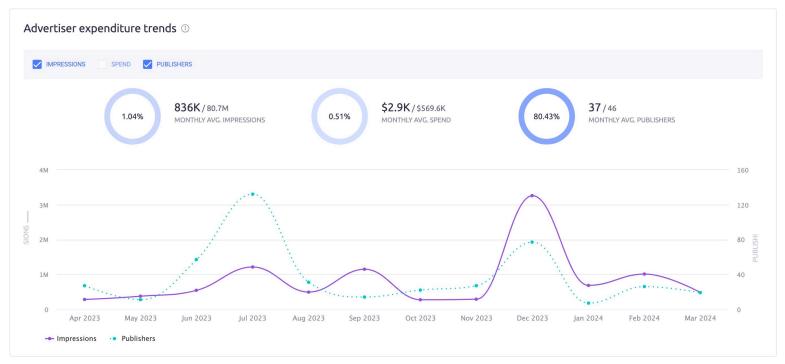
Display
 Video
 Social

## **CR / Ad Spend / Display**

#### Expenditure trends

Display is the least utilized tactic with only ~\$2.9k of spend each month. We were able to track around 10M annual impressions served across the competitive brands with around 343 different publishers utilized.

We will provide you with a list of publishers where competitive ads were seen being served.



## **CR / Ad Spend / Video**

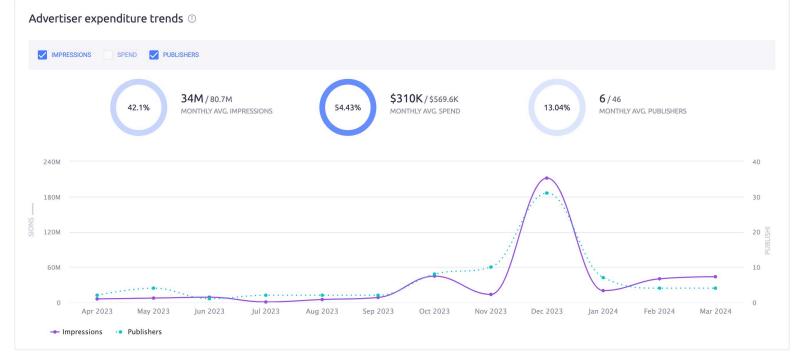
#### Expenditure trends

Video ads were the most utilized placement types with \$310k monthly spend 407M annual impressions tracked across 50 different publishers.

#### Estimated expenditure ①



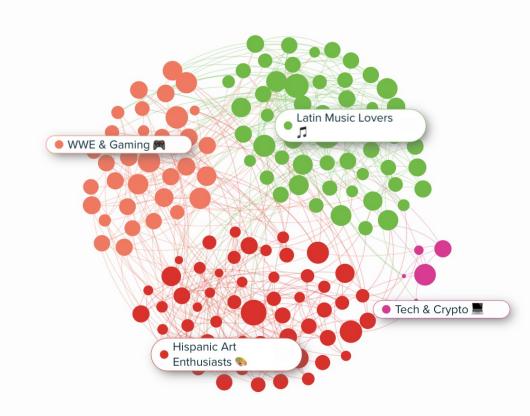
Video ad placement ①



# Sample Breakdown

**Proprietary Research – For Internal Use Only** 

## **Segment Distribution / Overview**



Top bio keywords		
latino 32% hispanic 26%	music 20% latino music 17%	mexico 16%
latina 14% hip 9%	6 hip hop 9% hop 9% rap	9%
Distinctive affinities		
<b>III</b> 🚳	🐼 🚳	(Nintende)
<u>Slim Jim ⋠</u> <u>MrBeast</u> <u>MEATA</u>	<u>Mark</u> <u>Xbox</u>	<u>Nintendo of</u> <u>America</u>
Top hashtags		
#ceasefirenow #splatoon3	#hazbinhotel #freepalestine	e
#dogday #catnap #wwe	eraw #nascar	
Top characteristics		
Age	25-34	52.45%
Gender	Male	62.28%
Country	United States of America	78.41%
Interests	Sports	58.62%

## Segment / Hispanic - Art Enthusiasts



🗕 Hispanic Art Enthusiasts 🎨

#### **Audience Details**

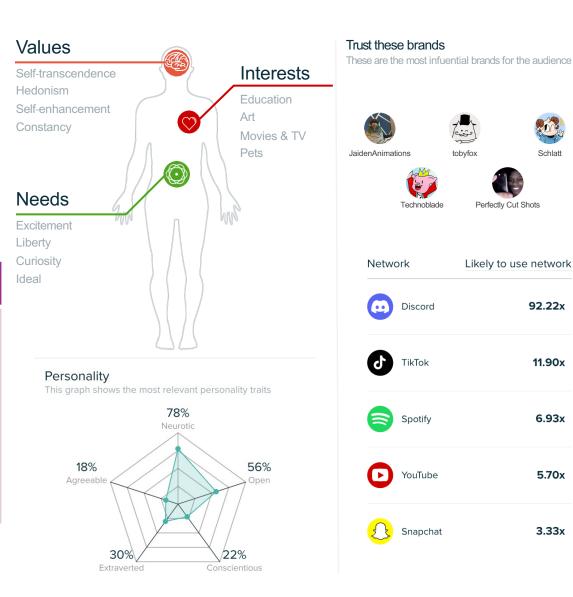
Demographics: Slightly more balanced gender distribution with a male majority (58.18%), and a strong presence in the 25-34 age bracket (64.29%).

Interests: Education, sports, movies, and pets, with a specific affinity for artistic content.

Online Habits: Mobile-centric, most active on Sundays during the evening hours.

Key Affinities: Notable engagement with niche content creators and platforms suggesting a creative and culturally engaged segment.

Personality Traits: High neuroticism paired with openness, showcasing a segment with deep emotional engagement and creativity.



#### Bio Distribution by most common words used by the audience to describe themselves. Term hispanic latino Schlatt 2 mexico latina artist Likely to use network Online habits

tobvfox

Perfectly Cut Shots

92.22x

11.90x

6.93x

5.70x

3.33x

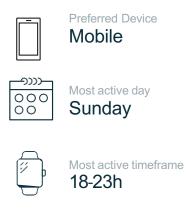
These are the most relevant online habits for the audience

√ %

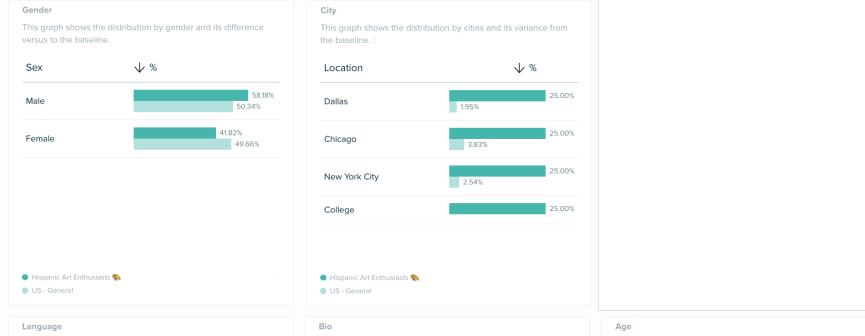
11.50%

10.50%

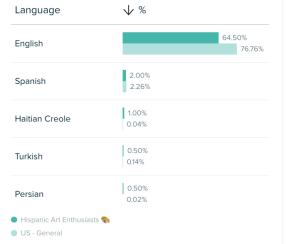
1.09%



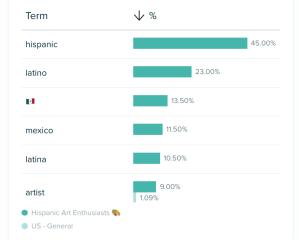
#### Segment / HAE / Demographics



This graph shows the distribution by languages and its variance from the baseline.  $\bar{\phantom{a}}$ 



This graph shows the distribution by most common words used by the audience to describe themselves, and its variance from the baseline.

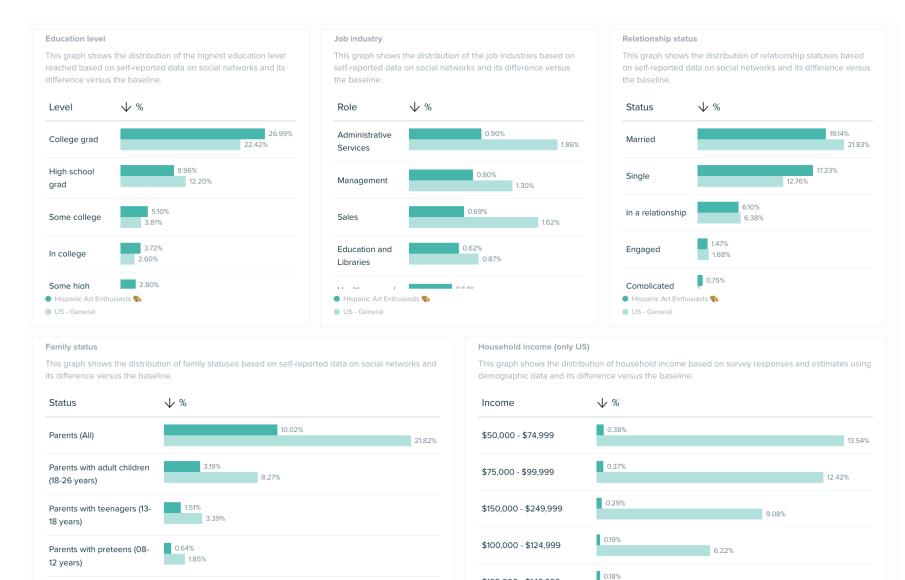


This graph shows the distribution by age and its difference versus to the baseline.



Proprietary Research – For Internal Use Only - Demographics

#### Segment / HAE / Socioeconomics



\$125,000 - \$149,999

US - General

Hispanic Art Enthusiasts

6.00%

Proprietary Research – For Internal Use Only - Socioeconomics

US - General

Parents with preschoolers
 Hispanic Art Enthusiasts (%)

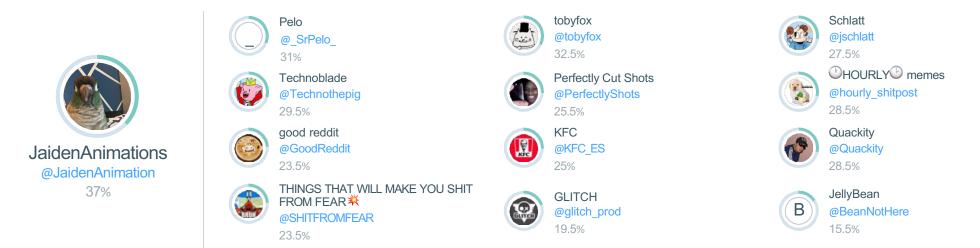
0.51%

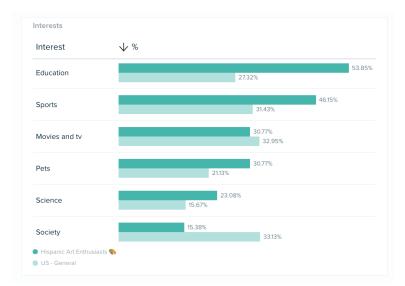
#### T\_

#### Segment / HAE / Affinities & Interests

#### Afinities

This graph shows the brands and people the users within the audience have more afinity with

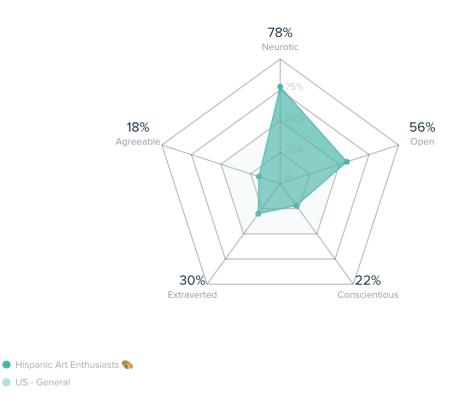




#### Segment / HAE / Personality

#### Summary

This describes the personality characteristics of the audience members Read more



#### Powered by IBMWatson

#### Personality

They are excitable, expressive and active.

They are susceptible to stress: they are easily overwhelmed in stressful situations. They are melancholy: they think quite often about the things they are unhappy about. And they are authority-challenging: they prefer to challenge authority and traditional values to help bring about positive changes.

#### Needs

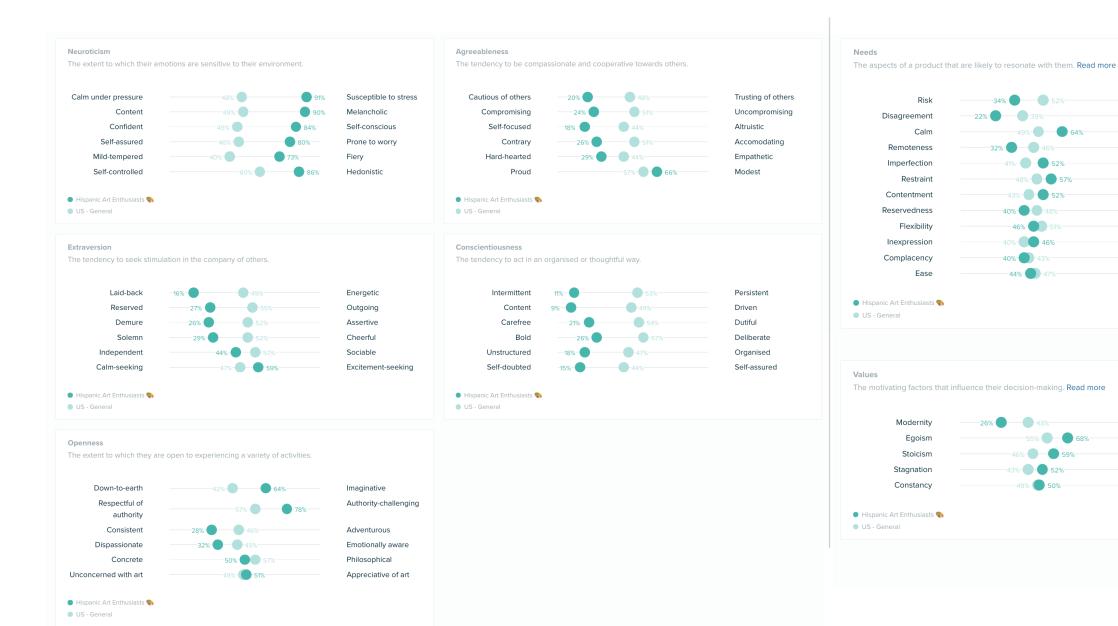
Their choices are driven by a desire for revelry.

#### Values

They consider both helping others and taking pleasure in life to guide a large part of what they do. They think it is important to take care of the people around them. And they are highly motivated to enjoy life to its fullest.

This is the description for "Hispanic Art Enthusiasts 🎨".

#### Segment / HAE / Personality



Stability

Harmony

Excitement

Closeness

Ideal

Liberty

Curiosity

Structure

Practicality

Challenge

Conservation

Hedonism

Self-transcendence

Self-enhancement Openness to change

Self-expression

Love

-64%

**52%** 

-52%

57%

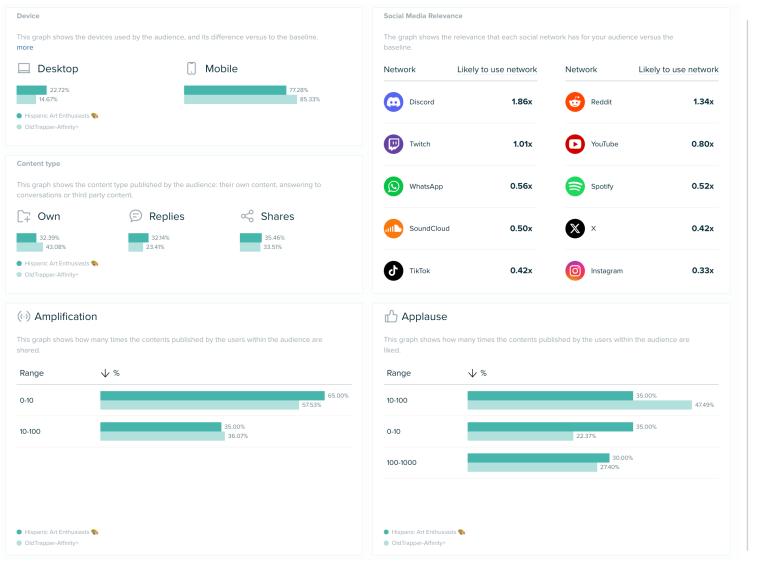
59%

Proprietary Research – For Internal Use Only - Personality

#### Segment / HAE / Buying Mindset

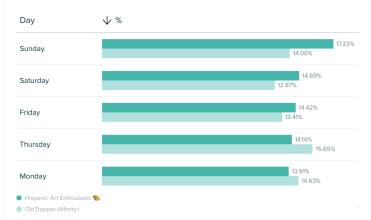


#### Segment / HAE / Online Habits



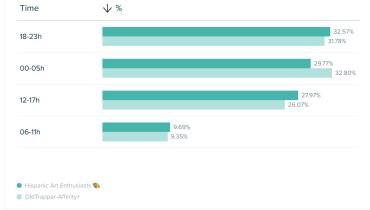
#### Active days

This graph shows those days the users within the audience are more active in social networks.



#### Active hours

This graph shows the time frames when the users within the audience are more active in social networks.



#### Segment / HAE / Content

#### Content liked by the audience

Popular content this audience has liked the most.

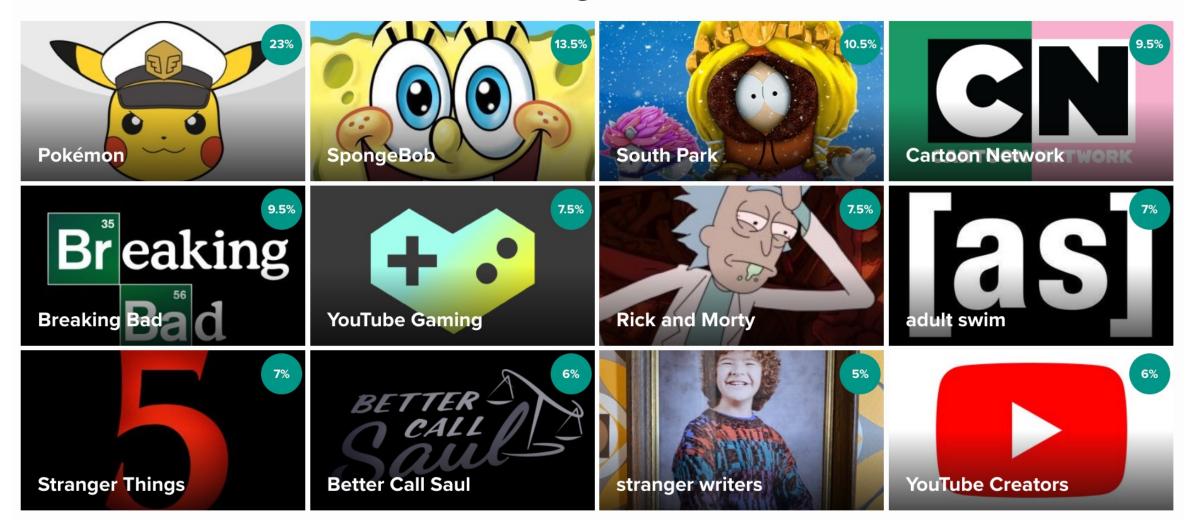
Domains	Hashtags	Mentioned users
Sorted by the number of times found in audience published content.	Sorted by the number of times found in cor published by this audience.	tent Sorted by the number of times users are mentioned in content published by this audience.
youtube.com	#ceasefirenow	G @Gr4veD4nger
gofundme.com	#splatoon3	E @Emma_Burrito
arab.org	#hazbinhotel	Image: Constraint of the second se
docs.google.com	#freepalestine	@ @DiscussingFilm
Download 🗸	#dogday	T @Tensa69

#### Content posted by the audience's influencers

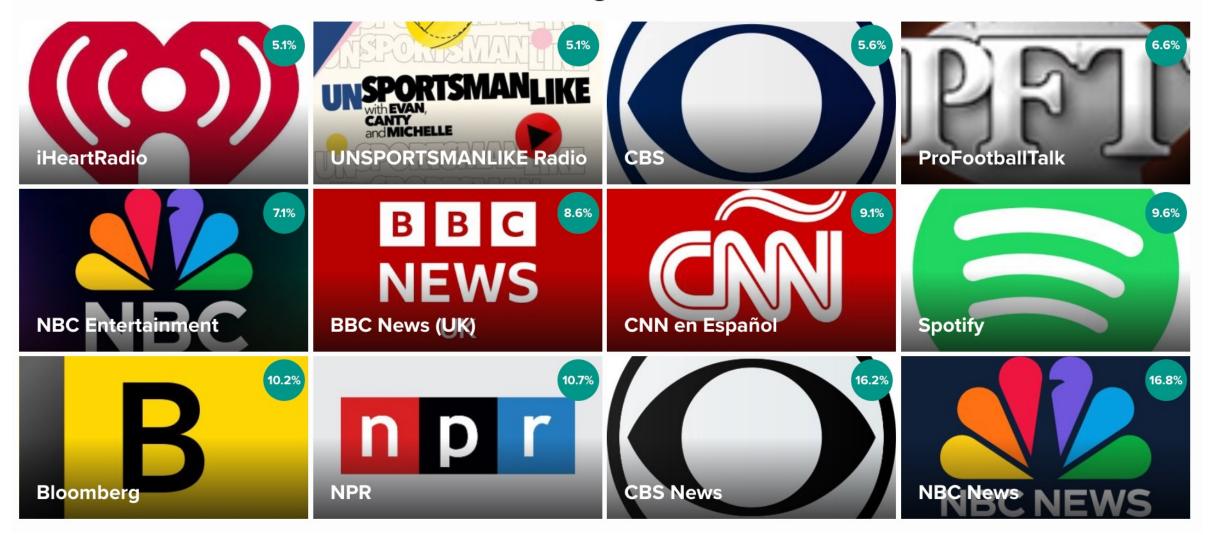
Popular content posted by the accounts most followed by the audience.

<b>Domains</b> Sorted by the number of times domains are found in influential content.	Hashtags Sorted by the number of times found in influential content.	<b>Mentioned users</b> Sorted by the number of times users have been mentioned in influential content.
youtube.com	#oscars 🕺 💽 🧓 💿	RapSheet
twitch.tv	#ucl 🕺 🕞 🧰 🞯	@elonmusk
babylonbee.com	#MOIA 🕺 💽 🧰 🞯	@peopleschoice
ign.com	#hope_on_the_street	@PrimeVideo
Download $\underline{\downarrow}$	#\$24	etvingdotcom

The TV channels and shows your audience has an interest in (i)



The radio stations and shows your audience has an interest in (i)



#### Web & digital content (i)

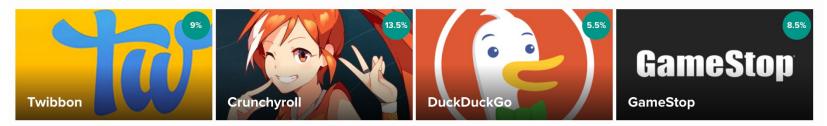
#### Blogs



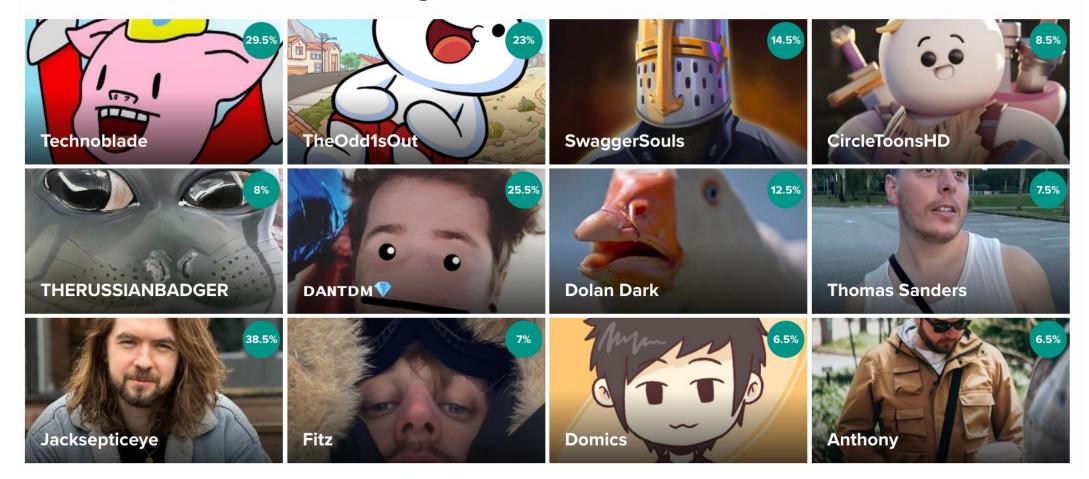
#### **Digital magazines**



#### Websites



The online shows your audience has interest in (i)



## Segment / Persona / Kaitlin Brigs



Kaitlin Briggs

#### Bio:

Kaitlin is a vibrant and culturally engaged individual with a deep appreciation for her Hispanic culture and shows an interest of all art. Residing in Dallas, a city she adores for its diverse art scene and vibrant community, Kaitlin works as a graphic designer at a local creative agency. Her work allows her to blend her passion for art with her professional skills, creating visually stunning designs that often incorporate elements of her Hispanic heritage.

#### Demographics

Age: 29 years old Gender: Female Location: Dallas, Texas Education: Bachelor's degree in Graphic Design Occupation: Graphic Designer

#### Interests

- Strong interest in education, especially art education and cultural studies.
- Enjoys exploring and participating in sports activities, viewing them to connect with her community.
- Has a soft spot for pets, owning a rescue dog named "Frida" after Frida Kahlo, her favorite painter.

#### Personalit

- Highly sensitive to her environment, which deeply influences her creative process.
- While she enjoys social interactions, she often prefers smaller, more intimate gatherings where deep, meaningful conversations can take place.
- Detail-oriented in her work, always striving for perfection in her designs.

#### **Preferred Media**

- Mobile is her go-to device for staying connected, consuming content, and finding inspiration.
- Frequently visits platforms like Instagram and Pinterest for visual inspiration.
- Enjoys YouTube for art tutorials, cultural documentaries, and creative content.

#### Influencers

- Follows content from creators like Pelo (@*SrPelo*) and Quackity (@Quackity) for their humor and creative expression.
- Admires Dana Terrace

   (@DanaTerrace) for her work in animation and storytelling, drawing inspiration for her own designs.

#### **Buyer Behaviors**

- Prefers purchasing from brands that support or are involved in the community.
- Looks for products that are both high-quality such as artisan.
- Values authenticity and is willing to pay a premium for products that are genuine.

## Sample Report / Latin Music Lovers



Latin Music Lovers II

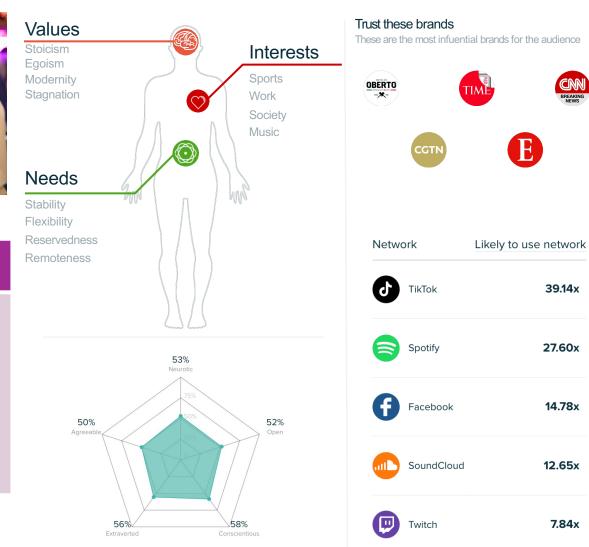
#### **Audience Details**

Demographics: Predominantly male (61.32%) and skewed slightly younger within the 25-34 demographic (41.94%). Interests: Strong ties to music, work, and society, indicating a well-rounded lifestyle with diverse interests.

**Online Habits**: Mobile is the dominant device, with Thursday early mornings being peak times.

Key Affinities: High affinity for music artists and brands, suggesting opportunities for partnerships in the music industry.

Personality Traits: A blend of extroversion and agreeableness with a strong leaning towards excitement and social engagement.



#### Bio

39.14x

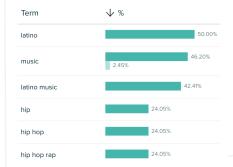
27.60x

14.78x

12.65x

7.84x

Distribution by most common words used by the audience to describe themselves.



Online habits These are the most relevant online habits for the audience

	Preferred Device Mobile
)))) 000 00	Most active day Thursday
	Most active timeframe 00-05H

## Sample Report / WWE & Gaming



#### WWE & Gaming M

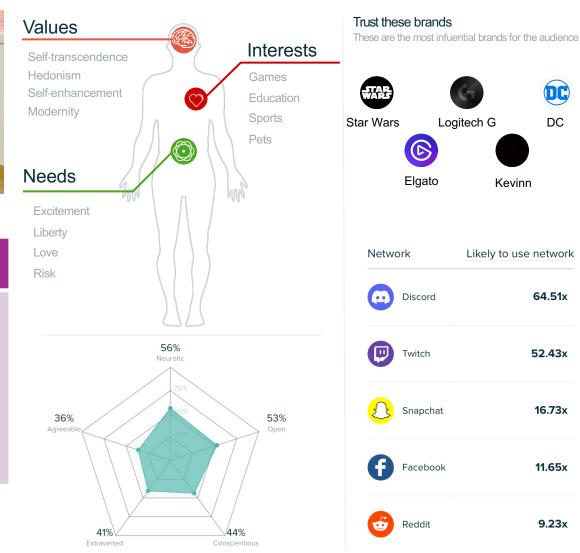
#### **Audience Details**

Demographics: Male-dominated (58.98%), primarily aged 25-34 (54.55%).

Interests: A significant focus on games, education, and sports. Online Habits: Active on mobile devices, particularly on Tuesday early morning.

Key Affinities: Engagement with gaming and wrestling content, including specific wrestlers and gaming brands.

**Personality Traits**: Enthusiastic and active, with tendencies towards hedonism and challenging authority.



Bio

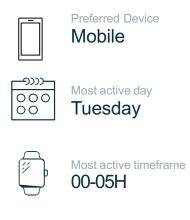
(DC)

DC

Distribution by most common words used by the audience to describe themselves.



Online habits These are the most relevant online habits for the audience



## Sample Report / Tech & Crypto



🗕 Tech & Crypto 💻

#### **Audience Details**

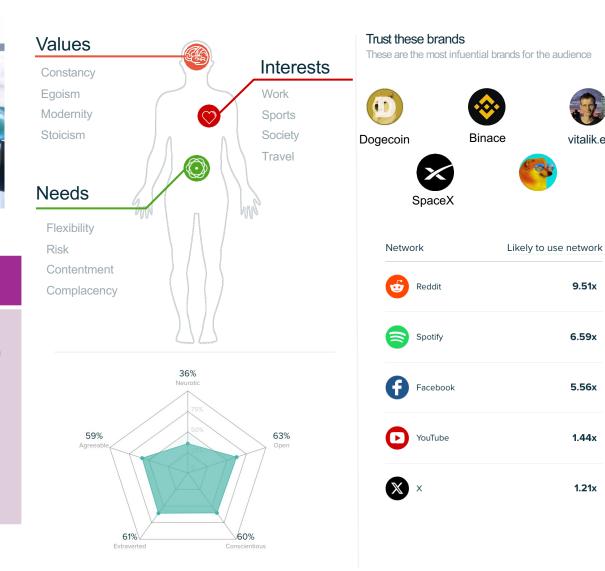
Demographics: Highly male-dominated (89.47%), with a balanced age distribution around 25-34 (50.00%).

**Interests**: Focused on work, sports, society, and notably high interest in travel and science.

**Online Habits:** Predominantly mobile users, with Tuesday early mornings being the most active.

Key Affinities: Strong connections to cryptocurrency and technology, highlighting potential for targeted digital finance and tech opportunities.

Personality Traits: Highly open, agreeable, and extroverted, showing an audience that is receptive to new ideas and innovations.



Bio

vitalik.eth

9.51x

6.59x

5.56x

1.44x

1.21x

Distribution by most common words used by the audience to describe themselves.

Term	↓ %
latino	26.67%
mexico	26.67%
hispanic	16.67%
latina	13.33%
new	13.33% 1.58%

**Online habits** These are the most relevant online habits for the audience

> Preferred Device Mobile



