

## Digital Marketing Report

Jun 1, 2022 - Jun 30, 2022

## **CAMPAIGN IMPACT TOTALS**

**Total Impressions** 

658,234

**Total Clicks** 

718

Average CTR

3.19%

## **SUMMARY**

In June we saw approximately 660,000 impressions, which is a large increase of almost 200,000. The campaign saw an increase in serving and engagement KPIs across the board with a CTR well above industry standard.

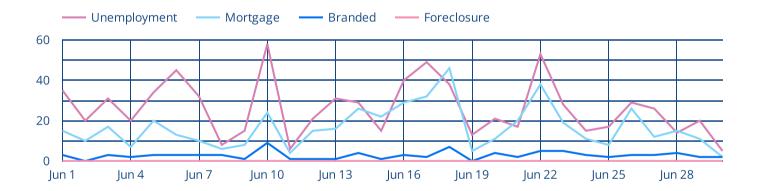
Pay-Per-Click ads performed extremely well with an increase in engagement KPIs. Our CTR was +400% vs. industry benchmarks

Google Ads saw a large increase in impressions while maintaining an above industrystandard CTR.

Connected TV and Streaming Audio performed well with over 450,000 impressions, we reached a highly relevant audience across both channels.

Google Ads			
Impressions	Clicks	CTR	Avg. CPC
1,368	131	9.58%	\$3.13
<b>1</b> 9.9%	0.0%	<b>‡</b> -16.6%	<b></b> 0.0%

	Ad group	Impressions *	Clicks	CTR
1.	Unemployment	785	83	10.57%
2.	Mortgage	498	40	8.03%
3.	Branded	85	8	9.41%



	City	Impressions *	Clicks	CTR
1.	Las Vegas	928	95	10.24%
2.	Henderson	283	23	8.13%
3.	North Las Vegas	91	9	9.89%
4.	Laughlin	15	1	6.67%
5.	Pahrump	12	0	0%
6.	Mesquite	7	1	14.29%
7.	Nellis Air Force Ba	6	0	0%

In June we focused on increasing our total reach on Google. We did see an increase of almost 20% in impressions for Google.

Google Ads performed extremely well in reaching our desired audience. As shown in the charts to the left we were able to reach individuals searching for highly relevant keywords and serve relevant ads to encourage clicks and engagement.

With a CTR above industry standard, 9.58% vs 2.51% we were able to achieve high engagement and clicks with ads leading to increased website traffic and engagement with NAHAC.

In July we will focus on balancing our CTR with impressions again while we continually make an effort to increase reach while maintaining high KPIs.

Digital Display			
Impressions	Clicks	CTR	E CPM
78,254	102	0.13%	6.14
<b></b> -6.9%	<b>1</b> 30.8%	<b>\$</b> 40.4%	<b>≜</b> 0.1%

	Banner	Impressions •	Clicks	CTR	E CPM
1.	NAHAC14717-320x50-Static-Banner	31,212	38	0.12%	6.13
2.	NAHAC-HAF-14717-320x50-Animated-Banner	30,588	34	0.11%	6.14
3.	NAHAC-HAF-14717-300x250-Animated-Banner	5,634	16	0.28%	6.2
4.	NAHAC14717-300x250-Static-Banner	5,474	8	0.15%	6.2
5.	NAHAC-HAF-14717-728x90-Animated-Banner	2,691	2	0.07%	6.09
6.	NAHAC14717-728x90-Static-Banner	2,652	4	0.15%	6.07
7.	NAHAC14717-300x600-Static-Banner	2	0	0%	6.55
8.	NAHAC-HAF-14717-300x600-Animated-Banner	1	0	0%	3.8
	Grand total	78,254	102	0.13%	6.14



Digital Display campaigns performed well in June with a slight decrease in impressions but a large increase in clicks and CTR.

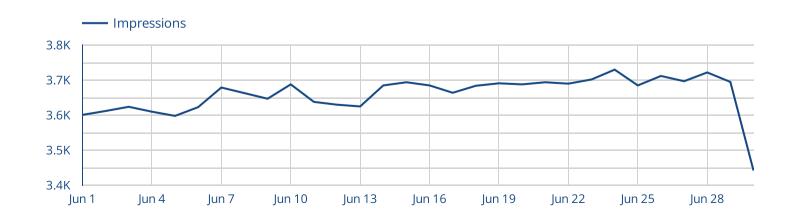
A 40% increase in CTR led to a 30% increase in total clicks.

In July we will focus on optimizing our higher-performing creatives to continually improve CTR and overall clicks.

Native Ads			
Impressions 109,798	Clicks	ctr <b>0.21</b>	CPM <b>5.68</b>
₹ -1.4%	<b>∠∠</b> / <b>‡</b> -9.9%	<b>0.2</b> 1	<b>3.08</b> <b>₽</b> -2.1%

	Campaign	Impressions	Clicks •	CTR	СРМ
1.	NAHAC - HAF	109,798	227	0.21	5.68

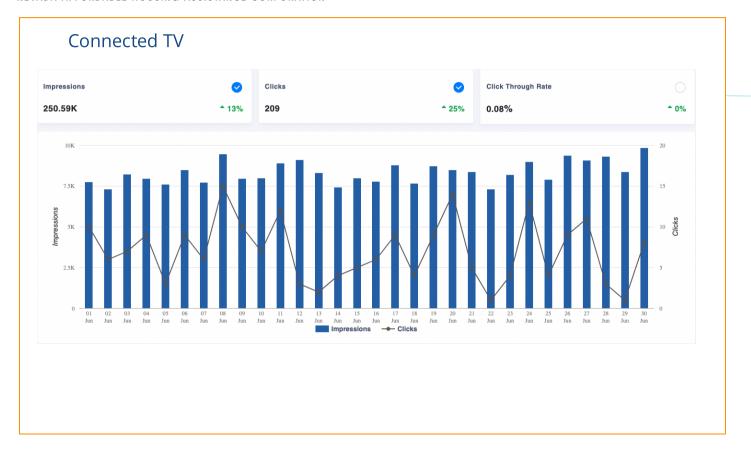
Grand total 109,798 227 0.21 5.68



Native ads performed extremely well in June. With our adjusted Native content, we were able to maintain a higher CTR of above .20%.

In addition to maintaining CTR, we saw a decrease in total CPM while maintaining clicks.

Or focus for July will be increasing total impressions by decreasing CPM and still maintaining a high CTR to ensure maximum clicks and website engagement.



Line Item Name ↑↓	Start Date ↑↓	End Date ↑↓	Type ↑↓	Pacing ↑↓	Booked Units ↑↓	Impressions
CTV - Spanish Only	04/29/2022	09/30/2022	СРМ	52.60%	84,211	18,003
Cross Platform Display - Added Value	04/25/2022	09/30/2022	СРМ	50.07%	80,316	16,946
CTV - Tagalog Only	04/25/2022	09/30/2022	СРМ	46.48%	31,579	6,185
CTV - Standard Audience	04/25/2022	09/30/2022	СРМ	46.23%	123,596	24,076
CTV - Q1Connect	04/25/2022	09/30/2022	СРМ	46.12%	149,254	29,007
CTV/OTT	04/25/2022	09/30/2022	СРМ	45.71%	233,766	45,027
CTV	04/25/2022	09/30/2022	СРМ	42.48%	183,908	32,923
Cross Platform Display - CTV RT	04/25/2022	09/30/2022	СРМ	23.26%	800,000	78,422 6

Connected TV performed well in June with 250,000 impressions. While clicks and CTR are low, this is not an issue as CTV is an impression-based channel.

We saw an increase of 13% in total impressions and 25% in clicks in June.

In July we will focus on continuing to increase impressions. Once we reach peak impressions we will be focusing on decreasing our CPM to increase our reach further.



## Streaming Audio

		Impressions	% Impressions				
Component Name	Breakdown	Delivered	Delivered	Clicks	CTR	Reach	Frequency
Streaming Everywhere-Audio :30 - Audio		218,224	100.72%	-	-	-	-
	Pandora	98,133	45.29%	-	-	53,302	1.8
	Idobi	28,126	12.98%	-	-	5,214	5.3
	TuneIn	19,285	8.90%	-	-	7,782	2.4
	SiriusXM	14,572	6.73%	-	-	10,866	1.3
	SoundCloud	9,120	4.21%	-	-	5,863	1.
	Sonos	6,899	3.18%	-	-	1,019	6.
	Audiomack	6,573	3.03%	-	-	4,859	
	SBS	24	0.01%	-	-	17	1.
	Univision	6,918	3.19%		-	4,266	
	Empire Streaming	5,424	2.50%		-	2,910	
	Shaq Fu Radio	4,657	2.15%		-	3,009	
	Pureplayradio	2,135			-	790	
	Cox	1,829	0.84%		-	1,047	
	otherwortb	1,538	0.71%		-	815	
	live365	1,255			-	503	
	181.FM	1,160			-	509	
	TD	1,128			-	829	
	jbmedia	960	0.44%		-	623	
	Publisher 1	2,036			-	887	
	Publisher 2	37	0.02%		-	6	
	Publisher 3	13	0.01%		-	5	
	Publisher 4	3		-	-	3	
	OTHERS	6,398	2.95%	-	-	3,777	
Streaming Everywhere-Audio :30 - Banner		12,368			3 0.2	7% -	-
<b>,</b>	Pandora	10,850			9 0.0		1
	SoundCloud	1,220			9 1.5		
	Audiomack	298			5 1.6		
Streaming Select-Audio XP :30 - Audio		42,046			-	-	-
	Pandora	35,629			-	18,740	1
	SoundCloud	6,417	15.40%		-	3,629	
Streaming Select-Audio XP :30 - Banner		3,282			6 0.4	9% -	-
	Pandora	2,749			4 0.1		1
	SoundCloud	533				5% 447	
		, 300	1				
		260,270	#REF!	4	9 0.3	1% 123,682	2.