

alvernmedia facts and figures

Origin

Since 1997, alvernmedia has represented innovative advertising at petrol stations and has been able to integrate itself and its variety of advertising spaces into the market.

D-A-CH

In the D-A-CH region, alvernmedia markets alvernmedia markets approx. 13,000 service stations.

Today

alvernmedia cooperates with numerous business partners, oil companies and petrol stations in Germany and abroad.



Foundation

Over 30 years ago, a simple idea was born: utilizing the highly interactive nature of the refueling process for advertising purposes.

Development

Through the years, alvernmedia has developed broader ways of advertising at the touchpoint petrol station.

Global

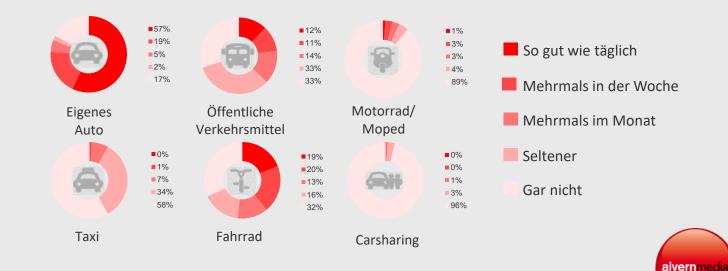
Through subsidiaries and licensees, alvernmedia organizes business in over 40 markets directly on site.





Mobilität in Deutschland

- German motorists travel up to 13,000 kilometers a year in their cars.
- 59.6 million cars, trucks, motorcycles and other vehicles are currently registered.
- Cars account for almost 80 percent of all traffic. The car is still the main means of travel by far

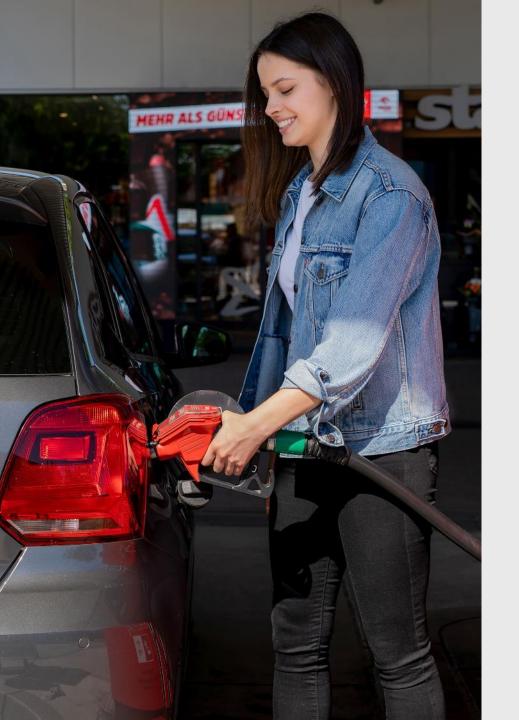




Touchpoint Petrol Station

- High contact intensity: over 40 million drivers in Germany regularly use gas stations around the clock.
- As a supply point, the gas station represents a highly frequented touchpoint with multiple sustainable contacts.
- On average, people fill up four times a month, and many drivers have a "favorite" gas station.
- As a place of constant return with customers in a waiting situation, the gas station offers optimal advertising conditions.
- At over 7,400 filling stations: In all counties and independent cities alvernmedia markets gas stations.
- Nationwide campaigns or any individual selections can be implemented on a regional and local level.





Fuelling Behaviour

- Just under 60% of drivers regularly refuel at different stations.
- Brand loyalty has declined in recent years.
- With a price difference of 2 cents per liter, the willingness to drive to the nearest station increases.
- Ø 650 drivers refuel per day at each service station
- Visiting a gas station is perceived as a relaxed break from road traffic
- Refueling takes up more than half of the total time spent at the service station



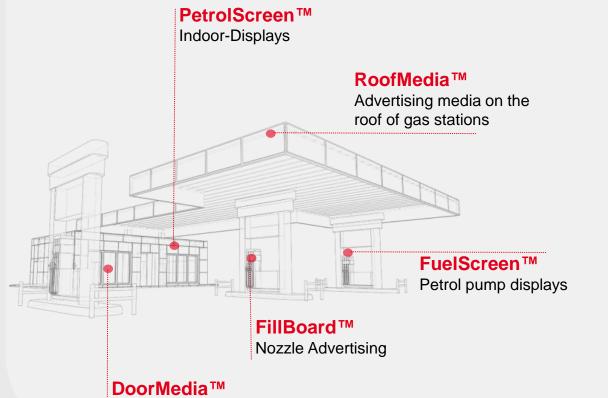
- > 40 million drivers
- 75% are working people and many commuters
- Family vacationers
- Business travelers
- Radio frequent listeners
- Impulse buyers in the store

Zielgruppe

- Almost every second German citizen
- Educated, mobile, HHNE 2,500 € plus, 30 years +
- Residents in rural areas and metropolitan regions
- Product interest in investments, technology, energy and eCommerce



Medien im Überblick.



Branding of shop entrance doors





• High quality of contact: wait and no pass situation.

NISSAN

Tankt Benzin,

fährt elektrisch!

Super E10

E10

Das ist Nissan

POWER

- Strong contact intensity Advertising media and advertising materials are in the hands of the target group.
- Attractive target group: car drivers, mobile people aged 30 and over.
- High advertising impact 70% of respondents who have visited a gas station in the last 4 weeks have also noticed pump advertising.
- Multimotif campaigns Different motifs can be used in alternation.





FillBoard[™]

alvern

- Free selection of stations
- Start at the beginning of each month.
- Effective multiple contacts in the campaign period (min. 28 days).
- Booking of gas stations with all available nozzles (ø 20 advertising media).
- Monthly marketing from 4 stations.
- Single station selection: minimum booking period is 3 months.
- Deadline for printing material and booking is always the 8th/9th of the month prior to the campaign.



FillBoard[™] Price List

per station/Month	Media	Production/logistics per service station
Individual lessons (1-3 stations) Minimum term 3 months	180,00 € je Monat /TS	300,00 € (pauschal)
from 4 stations (all stations in one region)	160,00 €*	350,00 € (pauschal)
from 10 stations (all stations in one region)	144,00 €*	35,00 €
Federal highway and freeway service stations	200,00 €*	75,00€
by federal state (except B, HH, HB)	120,00 €*	35,00 €
by oil company	120,00 €*	40,00 €

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For campaigns lasting several months, we grant runtime discounts on the media costs *incl. compensation through CO2 certificates



FillBoard™ Calculation Examples



Regional price example

- 20 Service stations
- Diverse service station partners

Media	2.880,00 €
Production/logistics	700,00€



Branch occupancy concept / NRW

- 66 selected service stations
- Diverse service station partners

Media	9.504,00 €	
Production/logistics	2.310,00 €	alvernmed



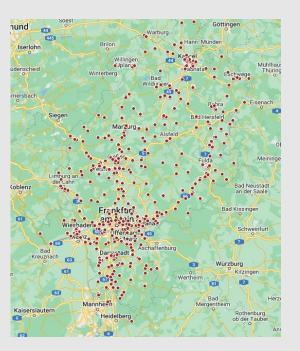
FillBoard™ Calculation Examples



Oil company

- 680 Service stations nationwide
- E.g. JET

Media	77.520,00€
Production/logistics	27.200,00€



State

- 450 Service stations (E.g. Hessen)
- Diverse service station partners

Media	51.300,00€	
Production/logistics	15.750,00€	alvernmed



FillBoard™ Calculation Examples



TOP 5 cities incl. commuter catchmentregions.

- 780 service stations
- Diverse service station partners

Media	101.088,00€	
Production/logistics	27.300,00€	



Towns > 100 TEW

- 1.500 service stations
- Diverse service station partners

Media	172.800,00€	
Produktion/Logistik	52.500,00€	alvernmed



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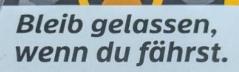
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DoorMedia™

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DoorMedia[™] campaigns support the launch of new store products or the portfolio expansion of well-known brands. These door stickers are a strategic commitment to the service station sales channel.

- Activation immediately before purchase in the service station store.
- Inevitable sale impulse at the store door.
- Effect on impulse buyers and to-go consumers.
- Attention is high due to automatic door movement

Scope	ca. 1.200 Service stations nationwide
Period of occupancy	4 Weeks (28 Days)
Dimension large size	H 190 cm x B 87cm (resp. 2x43,5cm)
Dimension small size	H 100 cm x B 87cm (resp. 2x43,5cm)



DoorMedia™Calculation Examples



National occupancy

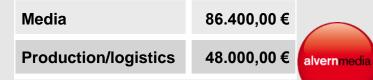
- 1.000 Service stations nationwide
- Diverse service station partners

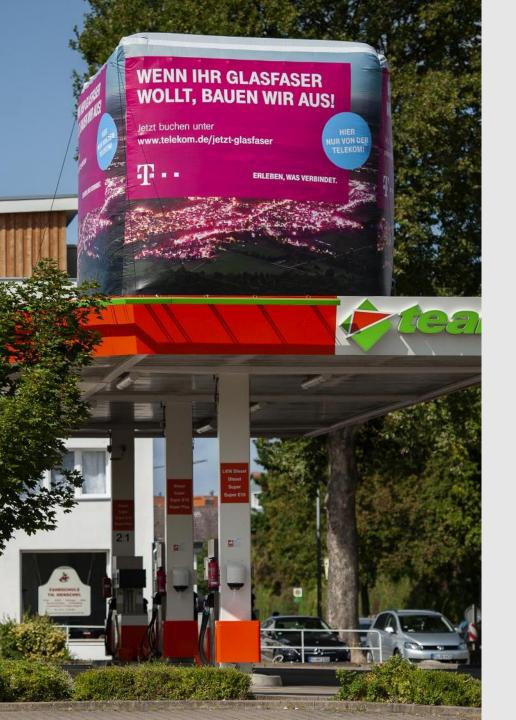
Media	250.000,00€
Production/logistics	150.000,00€



Oil company

- 320 Service stations
- E.g. AGIP (ENI)





RoofMedia[™]

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- RoofMedia advertising on gas stations sets impressive and effective campaign accents in the street scene.
- Easily visible and highly frequented, inflatables attract the attention of gas station customers and passersby.
- Format: 52 64 of sqm advertising space (triangle or cube) Product replica or other formats on request.
- Occupancy period: variable (2-3 weeks).
- Multiple uses are possible; rolling advertising medium use.
- Example: 2 flights with 3 advertising media each at 6 locations in6 weeks for 46.200,00 € (full service price).





FuelScreen™

Hohe Kontaktqualität

- Warte- und keine Passage-Situation
- Verweildauer mind. 2 3 Minuten je nach Tankvorgang

Starke Kontaktintensität

- Werbeträger in idealer Sichthöhe
- Ausspielbereich im gleichen Display wie die Tank-/Preisanzeige

Aufmerksamkeit garantiert

- Bewegtbilder sorgen für viel Aufmerksamkeit an der Zapfsäule
- Digitales Werbemedium mit hoher Akzeptanz

Attraktive Zielgruppe

• 99% Autofahrer, mobile Menschen ab 30 Jahren

Flexible Belegung

- Kurzfristige Buchung (3 Werktage Vorlauf)
- Individuelle Tankstellenselektion

FuelScreen™ Price List (per Service station)



1 spot per 10 seconds / loop: 60 seconds

Runtime	Fade-ins*	Contacts	ТКР	Total price
1 day	960	650	-	-
1 week	6.720	4.550	9,89€	45,00€
4 weeks	26.880	18.200	8,90€	162,00€



1 spot per 10 seconds / loop: 100 seconds

Runtime	Fade-ins*	Contacts	ТКР	Total price
1 day	576	650	-	-
1 week	4.032	4.550	7,42€	33,75€
4 weeks	16.128	18.200	6,68€	121,50€

*Fade-ins per petrol station during the entire duration of opening hours from 6 a.m. to 10 p.m.

Programme loop 60 seconds. Base price also applies to spots of less than 10 seconds. Longer spots possible on request. For bookings with a net media value of less than € 500.00, we charge a flat-rate service fee of € 150.00. 150.00 €.

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In- and Outdoor FloorGraphics

- Flyer/Dispenser •
- Advertising and campaign stickers •
- In- and outdoor FloorGraphics
- Sampling

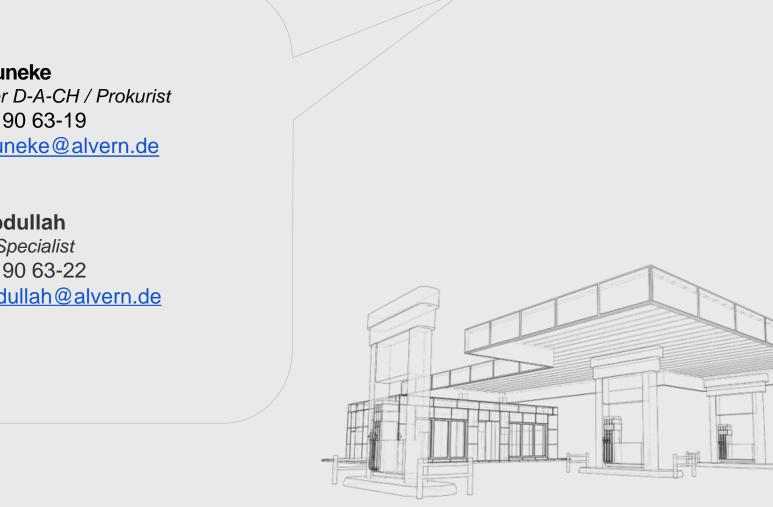


Referenzen





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