

VT-540 I



In-Flight Advertising Proposal for SpiceJet

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Because.....

Reach high net worth captive customers for distraction free viewing of your ads for 1 – 5 hrs.

High dwell time allows for a greater depth of engagement with a captive audience, greater levels of recall, retention and higher levels of motivation and brand empathy.

Studies show that over 80% people who saw Inflight Advertisements during their flight were able to recall the brand/message with over 35% increase in intent to purchase.

No other traditional advertising media is able to achieve even half the unaided recall of in-flight advertising.

Best way to reach out to both the Business Traveller as well as the Leisure Traveller.

## Cabin Bulkheads

Cabin bulkheads are the partitions between various portions of the aircraft. There are 2 forward bulkheads in each aircraft, and 2 at the back of the cabin thereby enveloping passengers within your brand.

The first item to be seen by the passenger once they board the aircraft and the last when they disembark.

Wishing you a Very Pleasant & Happy-Journey

A Lamp that has stood the test of time. Do has over 30 tron policies in force. The Most Trasect. Mages.

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Bulkhead graphics are visible at all times during all phases of flight: boarding, departure, in-flight, landing and deplaning.

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Large Format (approximate size W 39.5" x H 18"), uncluttered, head on media will attract several eyeballs of a high net worth captive audience ensuring high visibility and recall.

Head on placement makes it highly visible to seated passengers throughout the flight.

### Seatback Devices

*Our Flagship Product* – Placed right in front of every passenger, behind their meal tray tables. By placing your product / brand here you get to display multiple creatives on each row. Each seatback in a row is visible to all the 3 passengers.

View time of 1 – 5 hours per flight, the seatback devices are perfectly sized for a one - one interaction with the passenger.



## Tamper Free

Visible to every passenger while the tray table is in its upright and locked position. Patented locking mechanism ensures the ad is tamper free. Apart from flying domestic during the day, several aircrafts fly 1 international sector at night to S.E. Asia & the Middle East

CALCULATION OF

TAXABLE ......

Boarding<br/>PassThey are perfect to cover all the passengers of an airline. Extremely popular across the world and are available at extremely low cost<br/>per contact. Cost effective, efficient and personalized. Approximately over 12 lacs Boarding Pass are printed every month.Minimum 3 touch points where the boarding passes will be seen by a passenger: Check - In, Security Check and while boarding.



Baggage Tags are perfect to cover all the passengers of an airline. Cost effective, efficient and personalized.
Baggage Tags can be customised in the shape of your product / brand.
Approximately 14 lacs Baggage Tags are printed every month. Minimum 2 touch points - Check In and Security Check.
The Tags are personally tied by the passengers on their bags and lot of passengers retain the tags on their hand baggage for a considerable amount of time. They are removed personally by the passenger on reaching their destination.

## **Inflight Sampling**

The Best way to engage high fliers for a new-to-be-launched product or get them to taste / experience your product which has already been in the market. Results in Goodwill for the brand and an amazing recall value from its target audience. This is an absolute WIN WIN situation of all. And the options to explore this Media are plenty – From Sim Cards to Brochures, Cookies to Chocolates, Toothpaste to perfume samples..... Spice/et.com

. Be served first

 Choose from larger menu - Guaranteed meal of your choice

- Enjoy savings up to 25%

#### hicken & Cheese Xuggets

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### Chicken Repcorn

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> You can pro book meals at the time of booking, or add later through 'Manage My Booking' on Specifictions or on the Spicelet mobile sig. The meat of your shoks From our new expanded stress can be pre-booked upto-24 hours prior to your flight?

Serving Ho

GRAB IT VHILE IT'S HOT.

Pre-book to get the meal of your choice at an amazing discount.

The lents & conditions | Or www.spitabil.com 1 (C) + 01 9871803333

### **Menu Cards**

The Menu Cards are placed on every seat pocket in such a way that they peep out of it.

Selection of choice of meals & beverages mentioned in this makes it a sure shot reading material.

100% visibility guaranteed.

Now available at all Venky's Xprs Outents



### We even brand the coaches that take you to the Aircraft

There are about 3 Static Panels and about 25-30 handles inside each coach. These handles are double sided.

Each coach has a capacity of 60 passengers with an average occupancy of 50 per coach.

On average the coaches make 60 - 100 trips a day, constantly ferrying the passengers between the terminal and the aircraft.

Every month approximately 1.0 million passengers pass through all the coaches. Each passenger passes through the coach twice, once during departure and once on arrival.



Headrest Covers Headrest covers are placed on the headrest of every seat inside the Aircraft. The advertisement is placed in such a way that once a passenger takes his seat, the ad is right in front of him throughout the flight. High Impact with high unaided recalls.

## Inflight Announcement

During the flight crew members will deliver a customised announcement about the brand / product to passengers on the inflight PA system

This can be across the fleet or destination specific and is a great way to catch the attention of passengers



### Online Media – Promotional eTickets



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#### General Information

- 1. Kiests are reparented to present valia phata mestification.
- 3. It is manifesting for all guests to carry a salid presh of sizek/hotton, including children and infertio.
- For all international lights, the and associate proof of wantification would be a valid passouri. However, for knowl to and how feeper the following proofs of identification plant they be passport; would be estimated:
- · Wor's ID and insaid is the Generature of Inda (Generature ID and the Generature) Official for Adults
- · BHD- CAMPare Sulfael 1D for Children
- · Birth Carthium for bilants (children below 2 years/24 munths as on the care of travel).

The above is applicable for Indian others toweling to and hom Repair Please encine that you check the passant/view recommitts and restorance applicable for others beinging to countries other than todal

# Customised messages with hyperlinks offer direct promotional opportunity.

This is a great medium to update customers about new schemes, products and other various promotional activities by reaching out to a large integrated target audience.

With well-guarded spam filters and a regularly updated SpiceJet database, e-tickets can ensure a higher success rate.

The e-ticket is retained by passengers until they undertake the actual travel or the last leg of their flight.

Advertisement appears both on-screen during the ticketing process as well as on the printed e-ticket.

#### Sample Image





### Your Gateway to Freedom.

Ry OpiceJet and get an incredible 15% discount on rooms across all Gateway Hotels

The test variations multitual the year are here, with a stund-of public folicitys, long vanisheds, and fissilivais articles the raikedar from Avput to October, and where there is a variation to be had, there is always a Gateway offer to be faunt.

Fly with Spicalet between 11th August and 11th September and gat an incredible 15% discount\* on Best Available Rate for mome across all Gateway Hotals for stays between 11th August and 31st October 2014.

Just waik with a Talenkey bolic hear you with your bearling part of rall Tal Reservations Vendokis on 1800 111 825 or write to reservations to provide the second statistic to any with your second to a valid this existing after.

Go shield flook a flight, book your room, and let the vacations begin.



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(Now y policy of the Group. This factor research this actual has more problem by balance between it recearching actual. There is realized by more in resolution of the second Get direct access to SpiceJet's consumer database with the help of e-mailers.

Mails with customised message from the advertisers, offers and schemes (with hyperlinks to advertisers' web pages) are delivered to customers' inbox, offering direct promotional opportunity for the brand.

You can reach out to a large integrated target audience.

With well-guarded spam filters and a regularly updated SpiceJet database, e-mailers can ensure a higher success rate.

Sample Image

## Beverage Cup Branding

Beverage cup branding is one of the most direct forms of Advertising.

Complete 360\* branding is possible on the disposable beverage cups.



### Because .....

SpiceJet is India's "best low cost airline", headquartered in Gurgaon, India.

Has a fleet of 38 Aircrafts :

- 24 B737-800/900ER with 189-212 seats per aircraft
- 14 Q400 Bombardiers with 78 seats per aircraft

SpiceJet operates 306 daily flights to 41 destinations, including 35 domestic and 6 international destinations.

Ferries over 10.8 million passengers (captive audience) annually, load factor of over 90% with an on-time performance among the best in India.

Captive – No cell phones, limited reading material, limited usage of electronic items, no in-flight entertainment system.

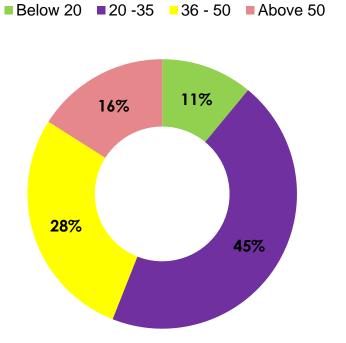
Average flight duration is 1 hr 45 min. Average time spent on board by a guest is 2 hrs.

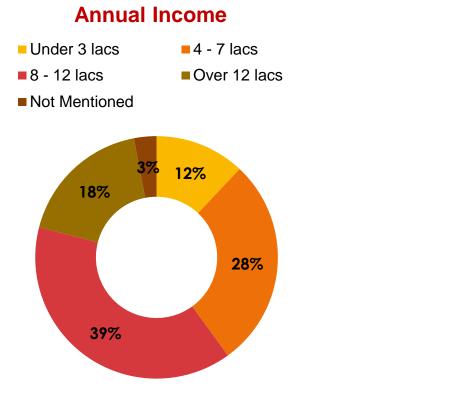
Direct, Smart, Aware, Net Savvy customers of which :

60% customers used internet for booking27% are first time fliers51% opted for exciting fares80% of the passengers are from 6 metros60% are corporate.

### **SpiceJet Passenger Demographics**

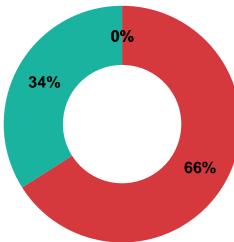
Age

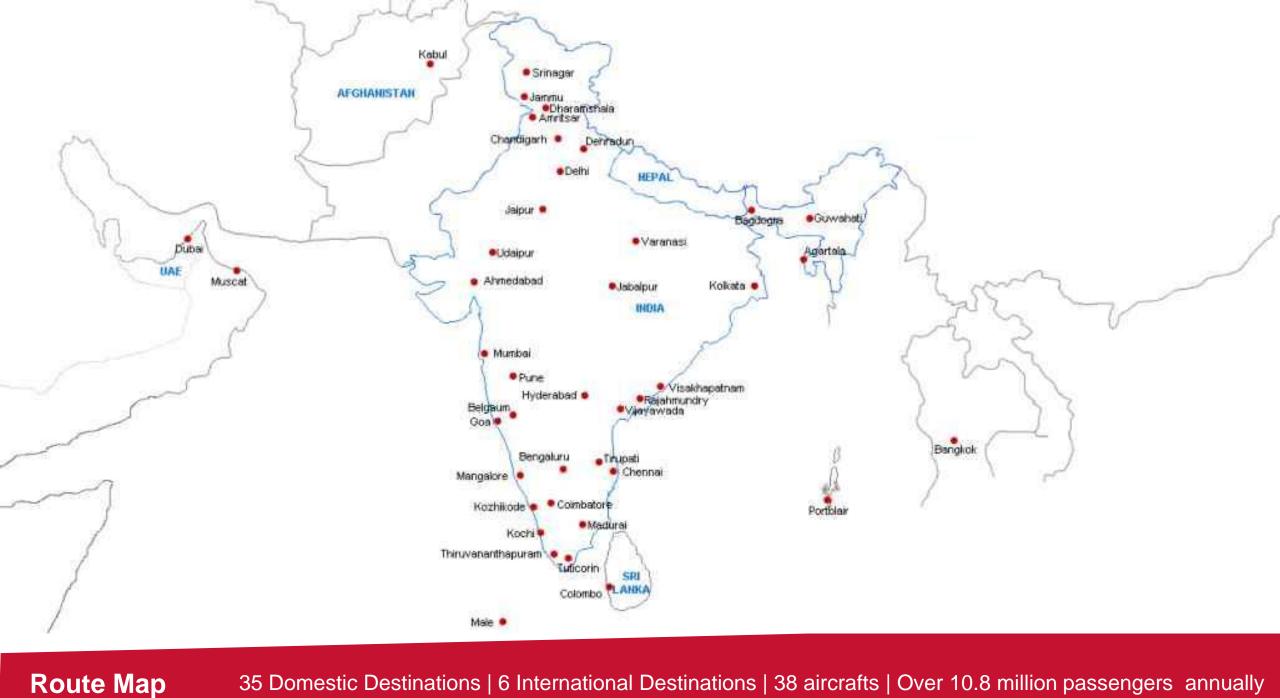




### **Gender Ratio**

Male Female





35 Domestic Destinations | 6 International Destinations | 38 aircrafts | Over 10.8 million passengers annually