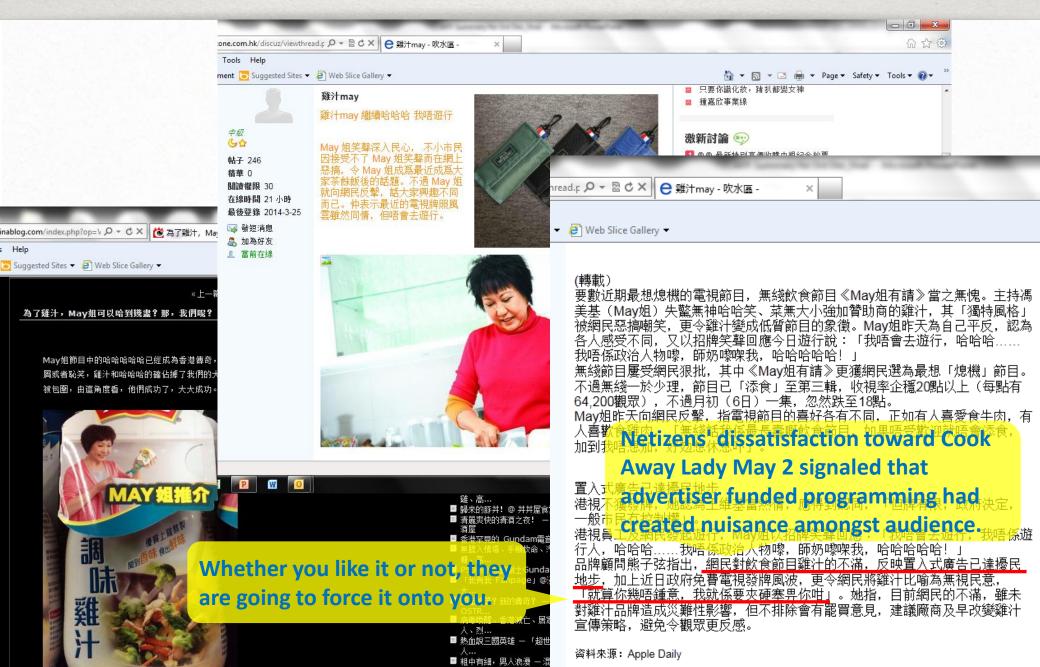


Advertiser Sponsored Programming

Brief summary of findings

Local sentiments towards ASP





And some more recent examples ...

















About the project



Quantitative research conducted among a sample of 500 nationally representative TV watching respondents each in Hong Kong, UK and USA.

Multiple markets used to gain insight in differences in opinion among differently regulated markets.









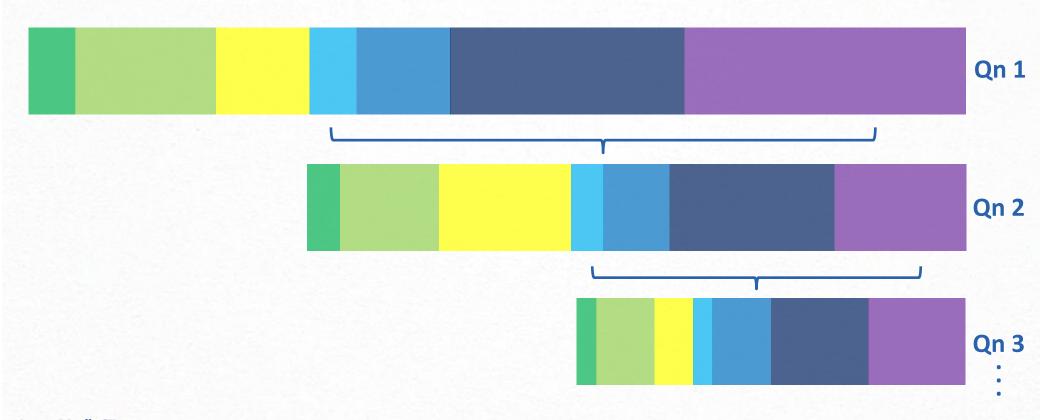
The laddering exercise



Programme evaluation – likelihood to watch

- Would Definitely Not Watch
- Quite Unlikely to Watch
- Quite Likely to Watch
- Would Definitely Watch

- Very Unlikely to Watch
- Neither Likely Nor Unlikely to Watch
- Very Likely to Watch



A NICE BRITISH ADVENTURE

We gathered initial interest, with no mention of company involvement.

Then slowly heaped on the level of involvement ...





There is a high level of involvement that is acceptable



A Nice British Adventure receives funding

Funded by car manufacturer

"...in association with" credit

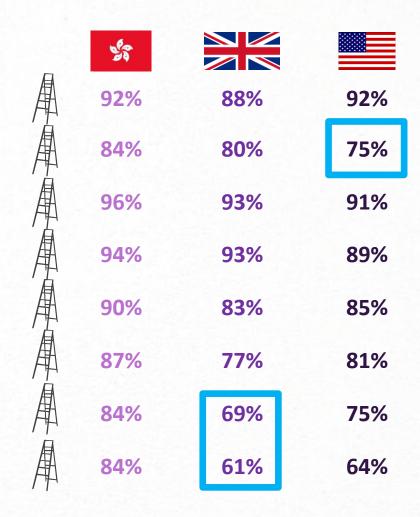
Cars shown on screen

Car brands are named

Manufacturer's cars shown prominently

Manufacturer given some say

Manufacturer given final say



8 out of 10 willing viewers in Hong Kong would watch regardless (two thirds in UK and USA).

However, there is a limit to what the general public will accept in UK and the US.

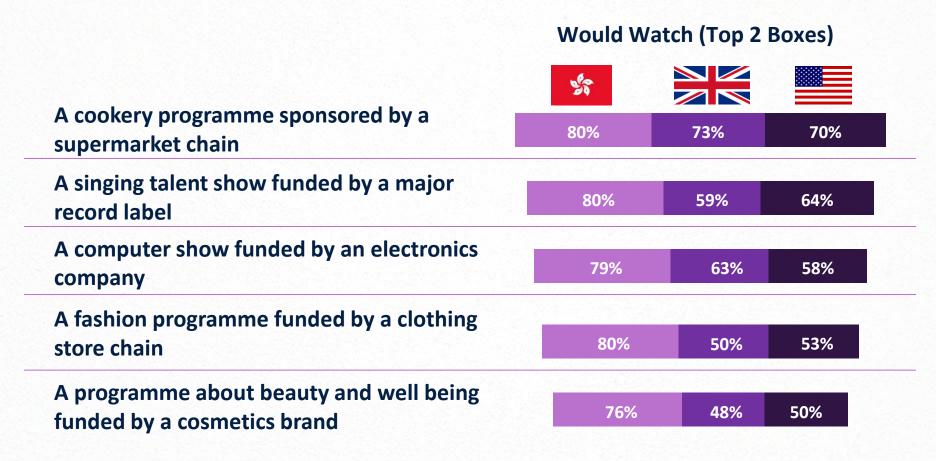
If the ladder had stopped at "cars shown on screen", we'd have saved 64% of dropouts in HK, 81% in UK and 72% in USA.





A good fit between brand and programme goes a long way





It appears that some brand/programme fits work better than others, and that HK is more receptive.

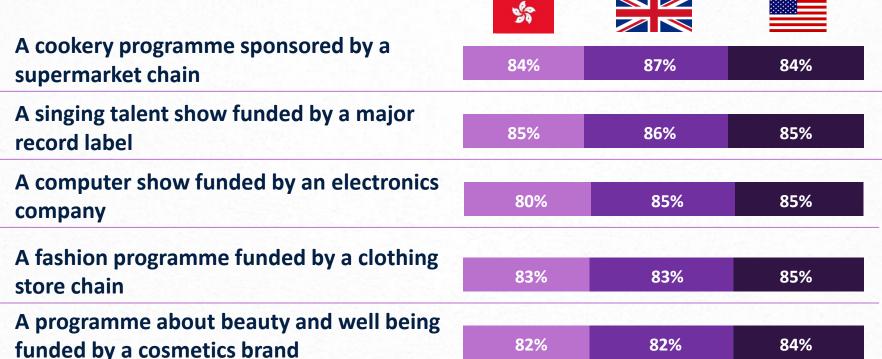
The Media, Content and Technology Research Specialists

A good fit between brand and programme goes a long way



Removing those who are not interested in the genre regardless, each fit performs equally well

Would Watch (Top 2 Boxes)





A soft drink company sponsoring a family entertainment programme

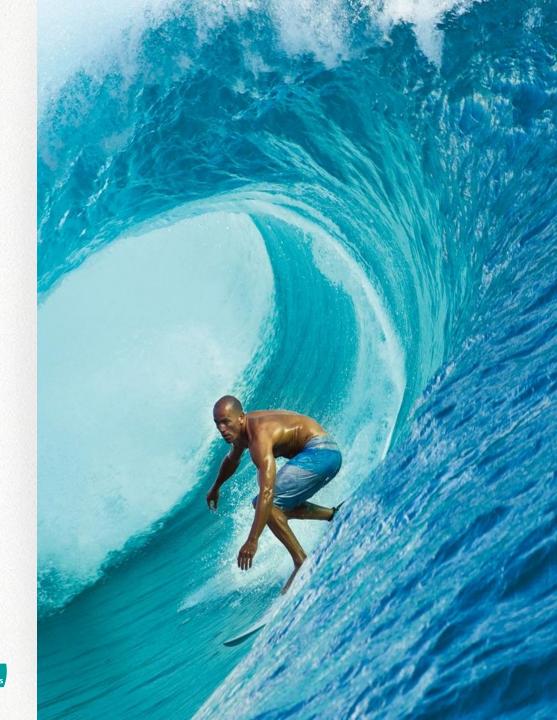


Top-2-box % on acceptability scale	\$		
Prize is presented by the chairman of the soft drink company	59%	41%	48%
Sponsorship credit before/ after each ad break	57%	52%	48%
Prize is a lifetime supply of the soft drink	56%	27%	39%
Additional ads during breaks	54%	46%	52%
Presenters drinking it during show	53%	22%	40%
Show name contains soft drink name	50%	42%	43%
Show's social media branded with soft drink	46%	35%	41%
Presenters wearing t-shirts with the logo on	45%	21%	38%
Soft drink logo on screen throughout show	42%	19%	31%
Soft drink is a prop in every segment	40%	16%	27%
Soft drink appears for 10 seconds in each part	39%	28%	38%
Soft drink appears for whole show	38%	24%	33%
Contestants and presenters drinking it during show	38%	18%	33%
Branded sketches throughout show	37%	16%	23%
Presenters talking about soft drink during show	34%	19%	37%

SURFING THE WORLD

Second laddering exercise involved an oil company as the sponsor.

This time we included examples of poor company practice.





No one benefits if the sponsoring brand has a poor reputation to begin with



Surfing the World receives funding

Funded by an oil company

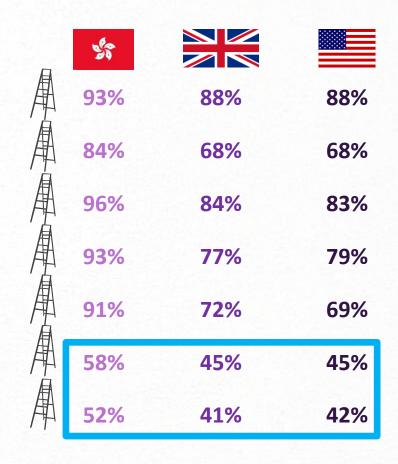
"...in association with" credit

Oil company given some say

Oil company given final say

Oil company has a poor record of environmental damage

Oil company has a poor record of environmental damage in the location where Surfing the World is filmed



Oil company loses more viewers than all editorial involvement

7% in HK due to presence of an oil company (24% UK, 31% USA)

71% in HK due to environmental damage (37% UK, 31% USA)





No one benefits if the sponsoring brand has a poor reputation to begin with



Respondents asked if they would watch a show about polio treatment projects in India ... then informed that an oil company would be funding it ...

Potential viewers who would still watch



82%





73%

73%

Potential viewers who would not watch







2%

9%

9%

The oil company loses almost 10% of potential viewers in UK and USA. Hong Kong viewers are much less likely to be concerned.

Openness and Honesty

A charity is diverting funds into the making of a show ...

... but is very open about its intentions...

... very few potential viewers are lost (3% for Hong Kong and UK, 7% for USA)





BATTLE OF THE SEXES

In Hong Kong, men and women tended to agree with each other throughout.

In UK and USA, the show divides sexes more than the sponsor.

In the USA, men are more likely to drop out of laddering exercises than women





Key takeaways



There is a (high) level of company involvement that is acceptable ...

... However, there is a limit to what the public will tolerate

An appropriate fit between brand and show goes a long way ...

... but no one benefits if the sponsor has a poor reputation to begin with

Key takeaways



Residents of Hong Kong are generally more willing ...Who are in turn more willing to accept company to accept than UK involvement than USA ... **Openness and honesty** with your audience can aid **Demographics are a factor** acceptability HD TV







Thank you

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