BIREDIA KIT 2022

Create Family Fun, Build Strong Families



BYKidO = Bring Your KID Out

BYKidO is the go-to parenting and lifestyle platform for parents to discover events and experiences for the families. A Mediacorp invested start-up, BYKidO helps parents easily discover and create their next family fun within Singapore and in the region.





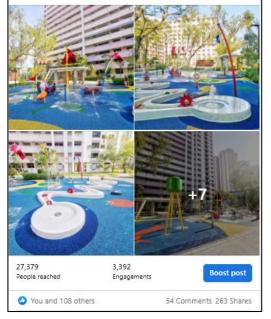
Over **150,000 young parents** use BYKidO monthly to plan fun weekends and holidays, purchase family-friendly experiences, discover new products for different family members, get updated on the latest happenings affecting them and simply to get ideas for their next family meal!

Our community engages with us through various online and offline channels, allowing you access to a highly targeted and engaged audience through multiple media and eCommerce offerings.

BYKidO Published by Jiarong Yu 🛛 - April 4 at 6:00 PM - 🥱

[Where were we] NEW Discovery! A FREE water and sand play venue has been spotted at Lor. 2 Toa Payoh! Play @ Height Park is a small park surrounded by HDB blocks with 3 exciting play experiences!

WATER PLAY: The most exciting will be the water play experience in the middle of the park! While there is no huge splashes, kids can still expect water fountains, sprouts and even a wavy water channel too! ... See more



PARENTS RELY ON OUR CONTENT





WE EDUCATE

We seek and share the who, what, where, when, why and how of the latest happenings

WE ENTERTAIN

We create and share media and events in fun and exciting ways for families to create fun times

WE EXCITE

We curate deals and discounts for families to enjoy the best experiences



OUR MEDIA CHANNELS



290,000 Page Views 149,000 Unique Visitors Monthly Average (2022) - <u>Website</u>

SOCIAL MEDIA



Facebook: 28,800 Followers Facebook Group: 2,000 Members Instagram: 26,600 Followers

VIDEO PLATFORMS



<u>YouTube</u>: 39,200 Subs <u>TikTok</u>: 3,000 Subs



BIRCO



Newsletter: 16,000 Subs Telegram Channel: 2,000 Subs

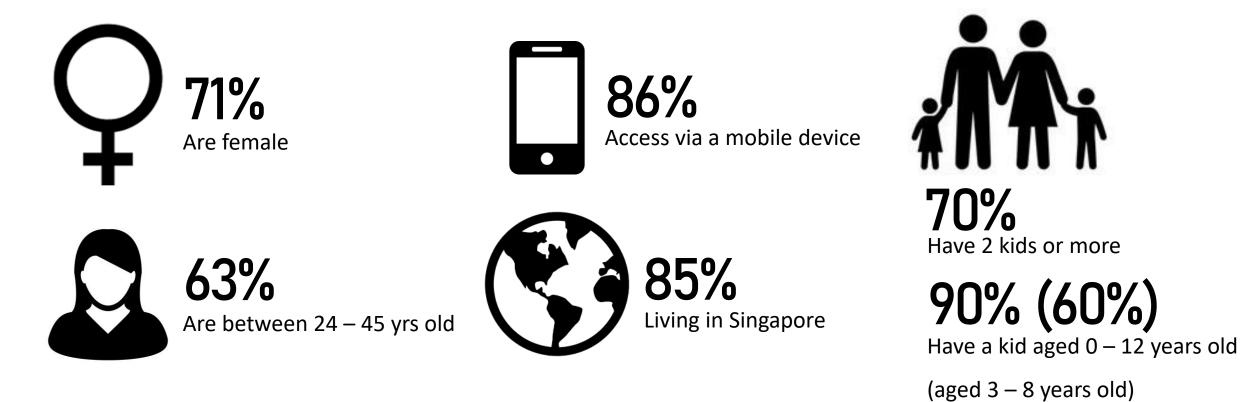


AUDIENCE PROFILE

The typical parent who uses BYKidO is a young Mother aged between 25 – 44, living in Singapore with at least 2 kids. Her

kids will be between 0 to 12 years old, with at least one kid between 3 to 8 years old. She uses BYKidO via her mobile

device to get information on events and experiences, and is most active in the evenings.



WE DON'T JUST MAKE PARENTING EASIER WE MAKE PARENTING MORE FUN

"You guys sussed out all the interesting places for us, taking over our headaches on where to bring the kids to." Joanna Ho, Mummy





WHY WORK WTH BYKIDO

- Gain access to a targeted audience of young parents
- Engage with a parenting community with intent.
- Create informative, SEO-driven editorial content with crucial backlinks.
- Amplify your messaging through various internal and external channels.
- Choose from diverse advertising and outreach options for all campaign types.
- Be associated with a trusted voice in the parenting community.

AT EVERY STAGE OF SOCIAL COMMERCE



Advertorials

Listicles

Media Creation – Pictures

and Videos

Events

AMPLIFICATION Social & Community

- Social Media FB, IG,
 - TikTok, YouTube
- Direct Channels Direct
 - Mailers, Telegram
- Influencers
- □ 3rd Party Network /

External Ads



CONVERSION eCommerce

- Direct Selling
- Coupons And Promotions
- Leads Generation
- Trial Sign-ups



Advertising & Content Creation

CONNECTING BRANDS & PARENTS

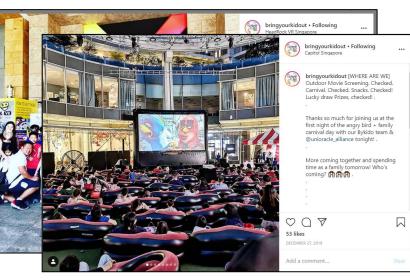




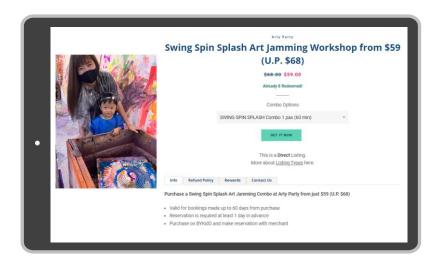
Influencer Management



Events



eCommerce Solutions







ADVERTORIAL OPTIONS

STANDARD AMPLIFICATION ----- \$2,400

- Up to 500 words, published on bykido.com
- Featured in Newsletter
- □ Facebook Amplification (\$100, autoplacement on FB/IG)

DEDICATED AMPLIFICATION ----- \$4,000

- Up to 500 words, published on bykido.com
- Featured in Newsletter + Dedicated eDM
- □ Facebook Amplification (\$100, autoplacement on FB/IG)

COMMON ADD-ONS (20% DISCOUNT) $- \cdot - \cdot - \cdot - \cdot -$ Fees Upon Request

- Content Creation (Pictures, Videos, LIVE, Event Day Coverage, etc)
- Listicle Inclusion
- Influencer Amplification

STANDARD ADVERTORIAL – Event Marketing & Outreach

Add Ons: Listicle Inclusion + Content Creation (Event Day) + Influencer Amplification







Advertorial + Standard Amplification

Pre-event Article provides information about the event and top of Listicle as a "soft-sell" approach with Social Media Sharing (with \$100 boost) to amplify the message

Content Creation (Event Day)

Social media sharing of <u>1st day on-the-</u> <u>ground</u> happenings to garner interest for subsequent days and shows

Influencer Amplification

Invited influencers to attend the event. Managed invitation and pre-event media drop, took care of influencers on event day, followed up on social media sharing and post-event report.

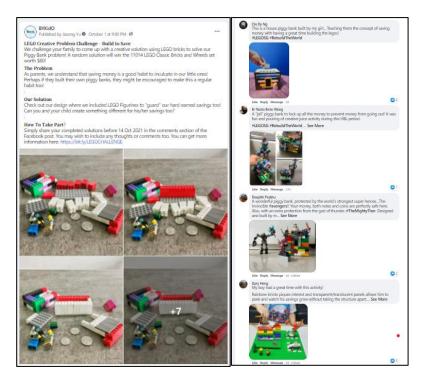
STANDARD ADVERTORIAL - Campaign Launch + Giveaway

Add Ons: Content Creation (Pictures / Giveaway) + Giveaway Management



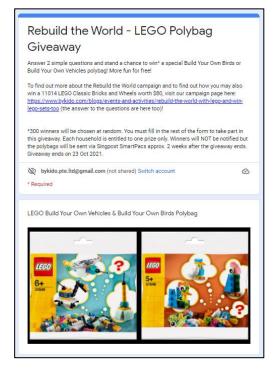
Advertorial + Standard Amplification

Advertorial and amplification to share about the campaign from LEGO.



Content Creation (Pictures/Giveaway)

Creating Content to encourage families to take part in the campaign through <u>social media</u>.



Giveaway Management

Manage the **giveaway of LEGO polybags** as part of campaign amplification.

DEDICATED ADVERTORIAL – Initiative Introduction + Event

Add Ons: Event Management

Advertorial + Dedicated Amplification

Advertorial and Social Media Post (with \$100

boost) to share about the campaign and event

happening on Sentosa

BYKidO

February 28 · 🕄

(breen.

details

RVKIDO COM



Event Management

Managed a **photo-hunt contest** where families had to go to Sentosa to search for photo spots, take a photo and share it on social media.



Dedicated eDM

Dedicated eDM sent to mailing list to introduce the event to our community.

POPULAR LISTICLE OPTIONS

NEW THINGS TO DO THIS MONTH (eg, New Things to do in May 2022)

A monthly list of new and exciting for families to do. This list is most suited for newly opened venues, events and promotions. Reopened or refreshed experiences will also do well in this list.

THEMATIC LISTS (eg, The Best June Holiday Events & Experiences)

This list covers thematic dates or activities. Examples are Holiday Events & Experiences, School Holiday Camps & Workshops, Best Art Studios In Singapore, etc

RESTAURANT PROMOS + F&B DEALS (eg, <u>Best F&B Deals In July 2022</u>)

This list includes all things F&B related, including new restaurants opening, promotions and thematic deals (Father's Day meals, Christmas Takeaways, etc). Suitable for all F&B operators.







LISTICLE INCLUSIONS

All listings includes

- □ 150 300 words
- 1 image (top spot may include up to 2 images)
- □ FB post with \$100 boost (autoplacement FB/IG)
- Featured in newsletter
- Slots are first-come-first-served and valid for 1 year (unless otherwise stated)



Top Spot - \$1,200
 2nd Spot - \$800
 3rd Spot - \$450
 4th Spot onwards - \$200







MORE AMPLIFICATION OPTIONS

- Event Listings
- Content Creation
- Ad Placements
- 3rd Party Network
- Events Management
- Influencer Management





EVENT LISTINGS

Get listed on the BYKidO SHOP

What it includes

- 150 300 words write-up
- Multiple images allowed
- Includes a button call-to-action
 - □ Connect to your preferred webpage (<u>example</u>)
 - We can connect to popular ticketing platforms like Klook,

KKday and Trip.com (<u>example</u>)

- Amplification
 - Shared on Facebook
 - Included in newsletter



□ \$300 per month





19 412



SuperPark Singapore Tickets - Compare Best Prices Here!								
	\$29.9	0 \$22.50						
ET IT ON KLOOK	GET IT	ON KKDAY	GET IT TRIP.COM					
		5						
Refund Policy	Rewards	Contact Us						
		Compare Be \$29.9 ET IT ON KLOOK GET IT This is an I More about [Compare Best Price \$29.90 \$22.50 GET IT ON KLOOK GET IT ON KKDAY This is an External Listing. More about <u>Listing Types</u> her					

BYKidO

Enjoy an exciting time at SuperPark, an all-in-one indoor activity/playground park with 3 themed areas that offer over 20 fun, healthy and energizing activities that will keep the entire family entertained for hours!

- SuperPark is the largest indoor activity park in Singapore set in a 40,000 square foot area.
- There is a myriad of activities that are suitable for all ages from Ninja Track
 Obstacle Course, Trampolines, Flying Fox,, Augmented Climbing, Pedal Car Track,

CONTENT CREATION

Videos, Photos, Info-graphs, and more!

Popular Options

- Videos (Short-form Mobile)
 - 30s 90s videos most suited for Reels, IGS, YouTube Shorts and Tiktok
 - □ Includes amplification: shared on FB, IG, YouTube and Tiktok

LIVE Videos

- Social Media LIVE on FB or IG
- Suitable for event or venue introduction



- Photos (Mobile)
 - Photos of event, venue or experience
 - Includes amplification: shared on FB and IG

Others

- Info-graphs
- IG Stories
- And more!



Videos, LIVE and Photos: from \$800
Others: contact us for details

AD PLACEMENTS

Place your ads across our website, social media and more!

Placement Options

Website – Leaderboard on all articles

eDM Banner

🔲 Тор

In-line

Dedicated eDM

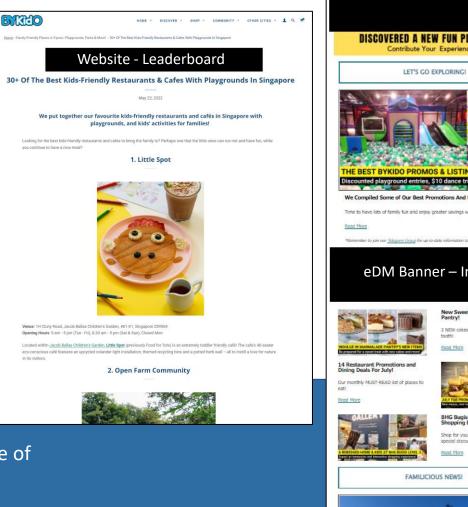
- Images FB/IG/Telegram
- Videos FB/IG/YouTube/TikTok/Telegram

Link Insertion

*Placement is subjected to suitability

<u>RATES</u>

Website Leaderboard: \$800 per month or part there of
 eDM: \$500 (Top), \$300 (In-Line) per email
 Dedicated eDM: \$2,400 per email
 Images / Videos / Link Insertion: Contact us for rates





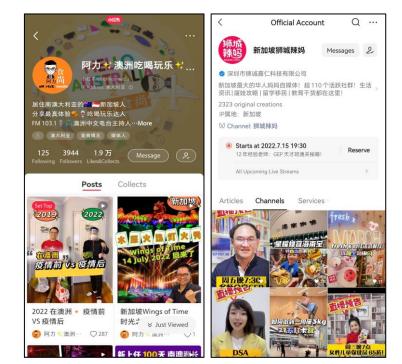
3rd PARTY NETWORK

Place your ads across our partner network!

Placement Options

- Facebook Group: ParentsCode
 - □ Largest and most active parenting Facebook group with over 22,000 members
- WeChat / Little Red Book (Chinese Media Platforms)
 - □ Ah Li Eat, Play and Fun (Little Red Book: 4,000 followers)
 - Moms Daily SG Parenting tips and events (WeChat: 98,000 followers, Little Red Book: 35,000 followers)
- BBC Earth Magazine (Physical)
 - □ Popular magazine focusing on science, history and arts with 40,000 SG circulation





*Placement is subjected to suitability and availability

<u>RATES</u>

Contact us for latest rates

EVENT MANAGEMENT

"We worked with 9 different platforms to promote our carnival, and BYKidO's conversion rate was the 2nd highest despite being one of the smaller platforms"

Marketing Head, Pre-School



EVENTS MANAGEMENT

Creating More Excitement For Families

What We Do Event For

Venue Marketing

- □ Family Day, Client Appreciation, etc
- Lead Generation
- Brand Exposure (Event Sponsorship)

What It Includes

Event Marketing

- Event Setup and Management
- Post-Event Marketing / Reporting



Venue Marketing: <u>HeadRock VR</u>



Family Day + Lead Generation: <u>Movie Screening</u> / <u>Indoor Playground</u>



Lead Generation: Art Jamming Workshop



Event Sponsorship: BYKIDO Halloween Party



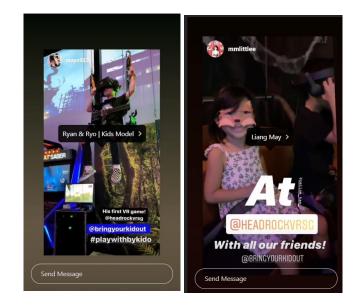
Contact us for a discussion

EVENT MANAGEMENT – Venue Marketing Campaign

Event + Content + Advertorial + Influencer Management







Event Management

Organised an event to HeadRock VR for influencers and fans to promote and share about the newly opened venue. Include preevent and post-event sharing on social media

Video Production

Produce <u>video</u> for the event and shared across social media channels. Video is made available to client

Micro-Influencer Management

Invited 20 influencers and their families to join us at the event. Venue sharing is amplified through their social media channels.

EVENT MANAGEMENT – Family Day + Lead Generation

Event + Lead Generation + Content + Ad Placement





Event Conceptualisation

Created a series of 4 events, attracting over 500 families. The events include a <u>Visit to the</u> <u>Playground</u> and an <u>Outdoor Movie Screening</u>

Lead Generation

Marketing to and managing attendees, and ensuring quality of attendee details is aligned to the client's requirements

Event Management

Manage the events' marketing, set-up and event day operations.

INFLUENCER MANAGEMENT

"The influencer campaign managed by BYKidO had 3 times the expected reach and an engagement rate of 10%, exceeding the industry average!"

Communications Manager, Mall



INFLUENCER MANAGEMENT

Tap on parenting influencers and content creators

Micro-Influencers

We work mainly with micro-influencers in the 3 – 50k follower range

Parents + Parenting Focused

Our focus are Parents who share about parenting and family

We Are NOT An Agency

We do not manage the influencers, and work with them on a contract basis

Take Over The Heavy Lifting

We value add by helping you reduce time and effort in managing your influencer campaigns Create user generated account (UGC) through a large pool of micro and nano influencers.

Connect with your audience with relevant content created by a relatable community.

There is little biasness for our own community, and we identify creators most suited for you.

We do the work so that you can do less and focus on what is important. You choose what we do.

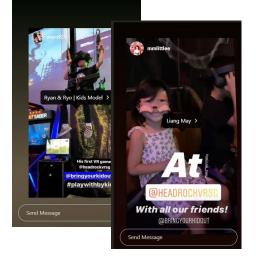
CREATING AUTHENTICITY & UGC



Event Marketing

Manage the pre-event media drop, event day registration and social media sharing

Eg, Christmas Meet & Greet



Venue Marketing

Invite and manage the attendees to your venue. Co-ordinate the key information to disseminate.

Eg, Launch of HeadRock VR



Product/Workshop Review

Identify and contact relevant influencers. Co-ordinate the review and review sharing

Eg, Our Reviews Blog



Campaign Marketing

Co-ordinate and manage campaign information, content coverage and post campaign reporting

Eg, Mother's Day Campaign

HELPING YOU SAVE TIME AND EFFORT

STAGE 1: IDENTIFY & ADVICE

- Need help knowing who to work with?
- We work with you to identify and advice on appropriate parenting influencers for your objectives and budget.

STAGE 4: REPORTING

- Need data to support the campaign?
- We gather statistics and data for reporting and analysis to help improve your next campaign.

STAGE 2: COMMUNICATE

- Need to save time going back and forth?
- We manage communication between you and the influencers to ensure the right information is passed on.

STAGE 3: MANAGE

- Need help running the campaign?
 - We take care of the influencers at events and manage their requirements to get your required deliverables.



Stage 1: from \$800
 Stage 1 - 2: from \$2,000
 Stage 1 - 4: from \$3,400

* for up to 15 influencers, not including any additional fees

ECOMMERCE SOLUTIONS

"Several families attend our trial classes through our listing on BYKidO and a number continued after the trial and even referred others to us! Overall, it was good to have worked with BYKidO. ."

Director, Dance School





ECOMMERCE SOLUTIONS

DIRECT SALES

- Buyer purchases item/experience directly on BYKidO SHOP
- Suitable for experiences, workshops, holiday camps, etc

TRIALS / SAMPLES

- Buyer purchases/registers for trial/samples on BYKidO SHOP
- □ Suitable for paid and free trials

COUPONS

- Buyer purchases coupon on BYKidO SHOP
- □ Suitable for offering discounts

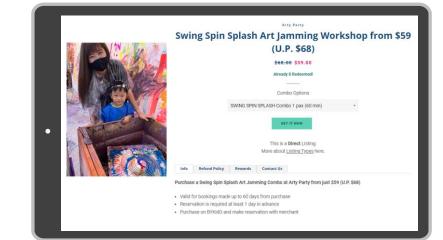
EXTERNAL

Buyer gets redirected to your preferred site

FULFILLMENT METHODS

1. Booking Required

Buyer is redirected to make booking with you using their details + unique Order No. as identifier.



2. Delivery/Additional Confirmation

Buyer's details are sent to you to complete delivery or to contact for additional confirmation.



4. Promo Code

A unique promo code is sent to the buyer to use directly on your website. Promo code to be provided by you.



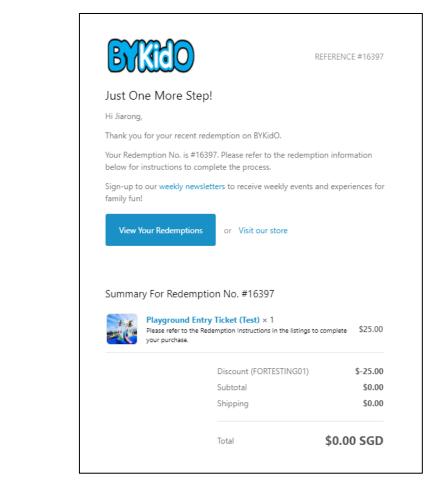
3. eWallet – Vouchers

A voucher is sent to the buyer. They show the voucher to you on-site. Enter your unique PIN to redeem the voucher.



CONFIRMATION EMAILS

PARENT'S



PARTNER'S

My Custom Fulfillment Service Inc.,

John Smith made a redemption at Apr 19 11:27AM with the Redemption No: #9999

Buyer Details:

Buyer Name: John Smith Buyer Email: john@test.com Buyer Contact No.: 555-555-BILL

Shipping Details (if any):

Receiver Name: Steve Shipper Receiver Contact No.: 555-555-SHIP Shipping Address: 123 Shipping Street Shippington, United States 40003 Generic Shipping

Items to fulfill:

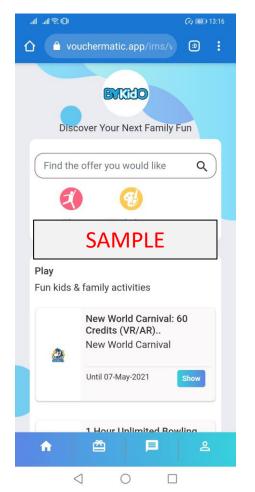
Item: [Activity] Bring Your Kid Out to Busy Tables with Yellow Ducks & Me [Event Over] SKU: For All Quantity: 1

Item: Mother's Day Special: Adventure Ecological Exploration Of Ubin Island @ Just \$119/ Pax! SKU: Quantity: 1

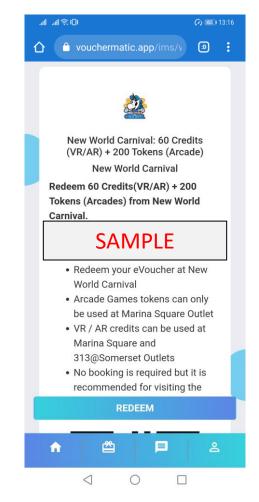


eWALLET / TICKET

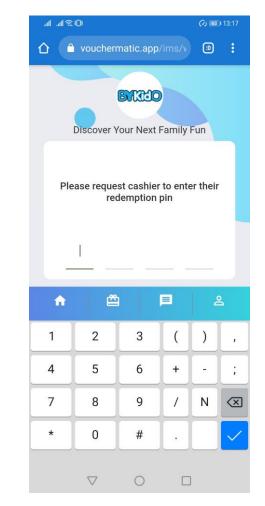
Parent receives voucher in eWallet via SMS / Email



Bring voucher to venue and clicks "REDEEM"



Partner enters unique PIN to use the voucher



ECOMMERCE EXAMPLES

۰	GET IT NOW	k for Example
	This is a Direct Listing, More about Listing Types here. Info Refund Policy Reservation Signi Splash Art Jamming Combo at Arty Party from just \$59 (U.P. \$66) • Valid for bookings made up to 60 days from purchase • Reservation is required at least 1 day in advance • Purchase on BYKidO and make reservation with merchant	

Experiences / Holiday Camps

- Purchase and payment is done on BYKidO
- Parent is instructed to contact you to make booking
- □ You will receive the buyer/order details for verification
- Monthly reconciliation (Sales less commission)



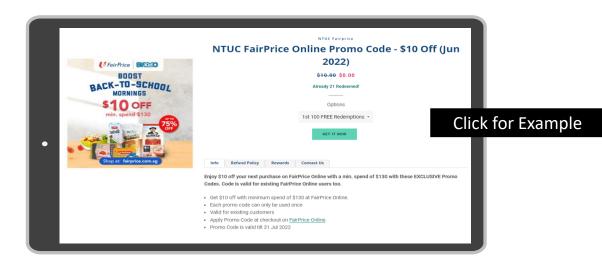
Free Trials

- Parent registers for trial on BYKidO
- You will receive the registration details to contact and
 - organize the trial
- Trials are reconciled monthly for payment to BYKidO

RATES

Direct Sales: from 20% of sales
 Trials/Samples: from \$20 per trial

ECOMMERCE EXAMPLES



Online Services – Unique Promo Codes

- Buyer purchases promo code on BYKidO
- Buyer receives a unique promo code in their email / SMS to
 - use on your website (list of unique codes to be provided)



Discount Coupons – eWallet/Vouchers

- Parent purchases discount coupon on BYKidO
- Buyer receives a voucher in their eWallet via email/SMS
- Buyer shows voucher to you onsite to enjoy discount, and
 - you enter a unique PIN to redeem the voucher.

RATES

WE DONT JUST HELP YOU TO SELL WE HELP YOU TO SELL-OUT

"50% of the October Play Date Tickets sold was purchased by parents using the BYKidO Promo Code!" Marketing Lead, Mall



BIR		E CARD	2022	AD PLACEMENT	Website - Leaderboard	Monthly	\$800
					eDM Banner	Top – 1 Email	\$500
	Standard	Advertorial + Social Media	4.5		eDM Banner	In-Line – 1 Email	\$300
ADVERTORIAL	Amplification	+ Newsletter	\$2,400		Dedicated eDM	1 Email	\$2,400
	Dedicated Amplification	Standard + Dedicated eDM	\$4,000		Link Insertion	Per link	\$300
					FB / IG / Telegram / YouTube / TikTok	Speak to us for rates Speak to us for rates	
LISTICLES	Top Spot	12 month inclusion, unless otherwise stated	\$1,200				
	2 nd Spot		\$800				
	3 rd Spot		\$450		3 rd Party Network		
	4 th Onwards		\$200				
	Event Listing	Monthly	\$300	INFLUENCER MANAGEMENT	Advisory	Planning + Identifying	From \$800
CONTENT CREATION	Video (Short Form)	Includes social media amplification, per post	From \$800		Communication	Advisory + Reaching Out	From \$2,000
CILLATION	Photos		From \$800		Managing Campaign	Communication + Managing + Reporting	From \$3,400
	LIVE	Facebook or Instagram	From \$800				
	Others	Speak to us for more creative ideas!		ECOMMERCE	Direct Sales	From 20% Commission	
					Trials / Samples	From \$20 per trial	/sample
EVENTS	VENTS Speak to us for a discussion				Coupons	From \$10 per co	oupon

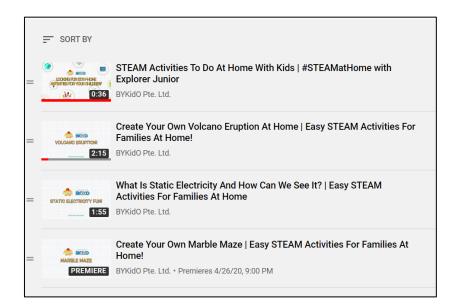
LET'S GET CONNECTED





OTHER PARTNERSHIPS AND COLLABORATIONS

Think You Can Excite Our Community? We Love To Chat!







You create fun and engaging content, and we share it! Everyone wins!



Have a not-to-be-missed event? We will run the giveaway for you!



PROMO CODE

Chat with us on your Promo Code, we love to share great ones!



CREATING Family Memories

JIARONG YU Founder | Daddy | Husband Jiarong.yu@bykido.com | 9824 9535