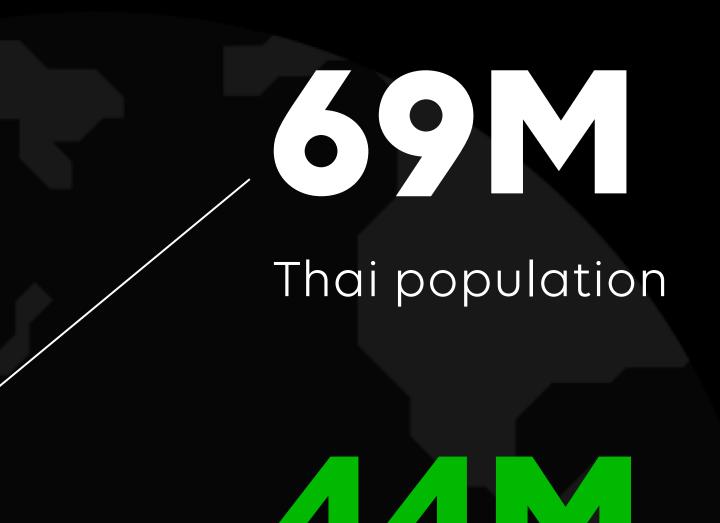
LINE OFFICIAL ACCOUNT

THAILAND 2020

LINE IN THAILAND



users



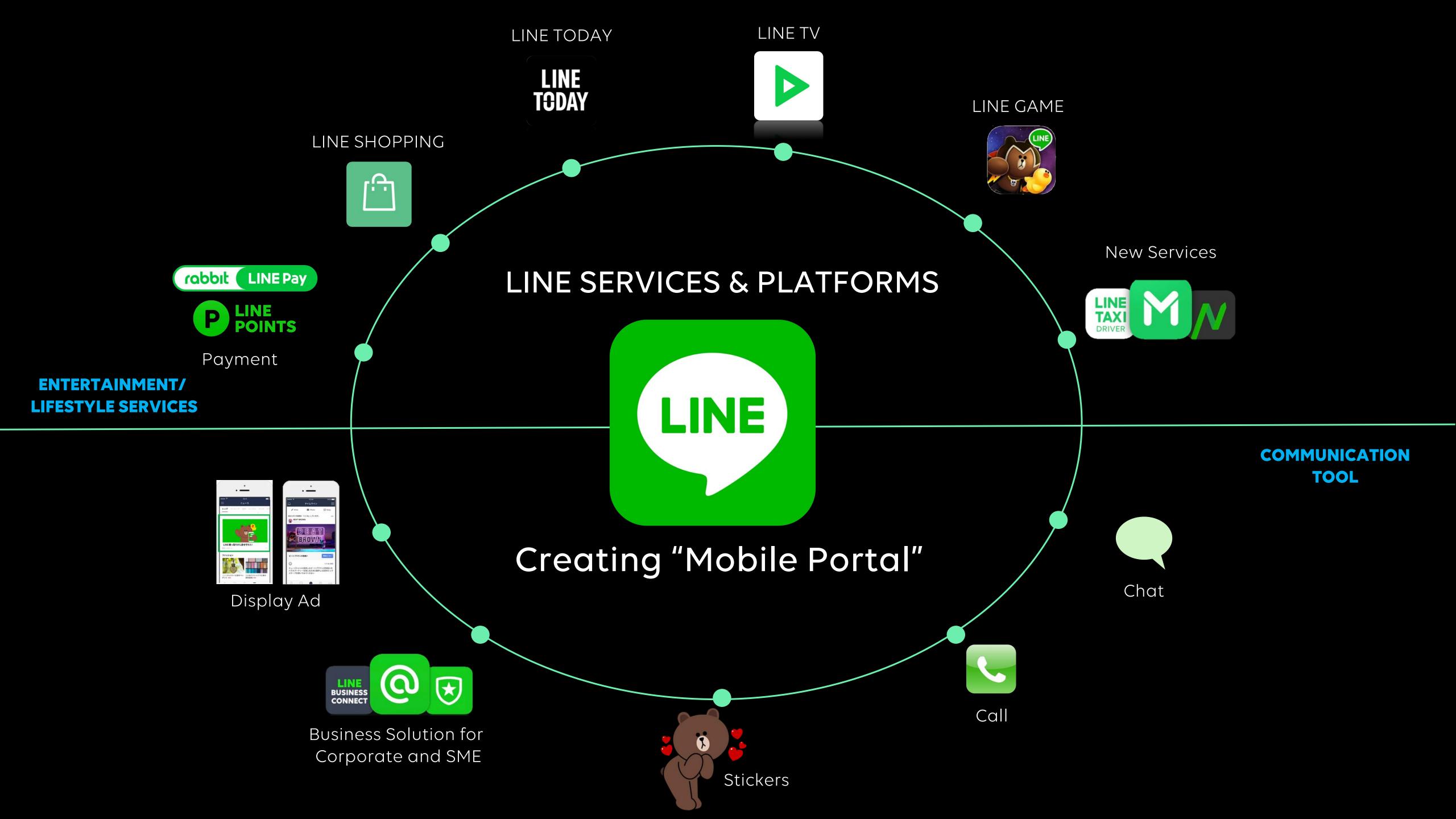
Average time spent on smartphone

216 min/day

Average time spent on LINE platform

65

min/day



LIFE ON LINE 24/7



























Wake up

Check news

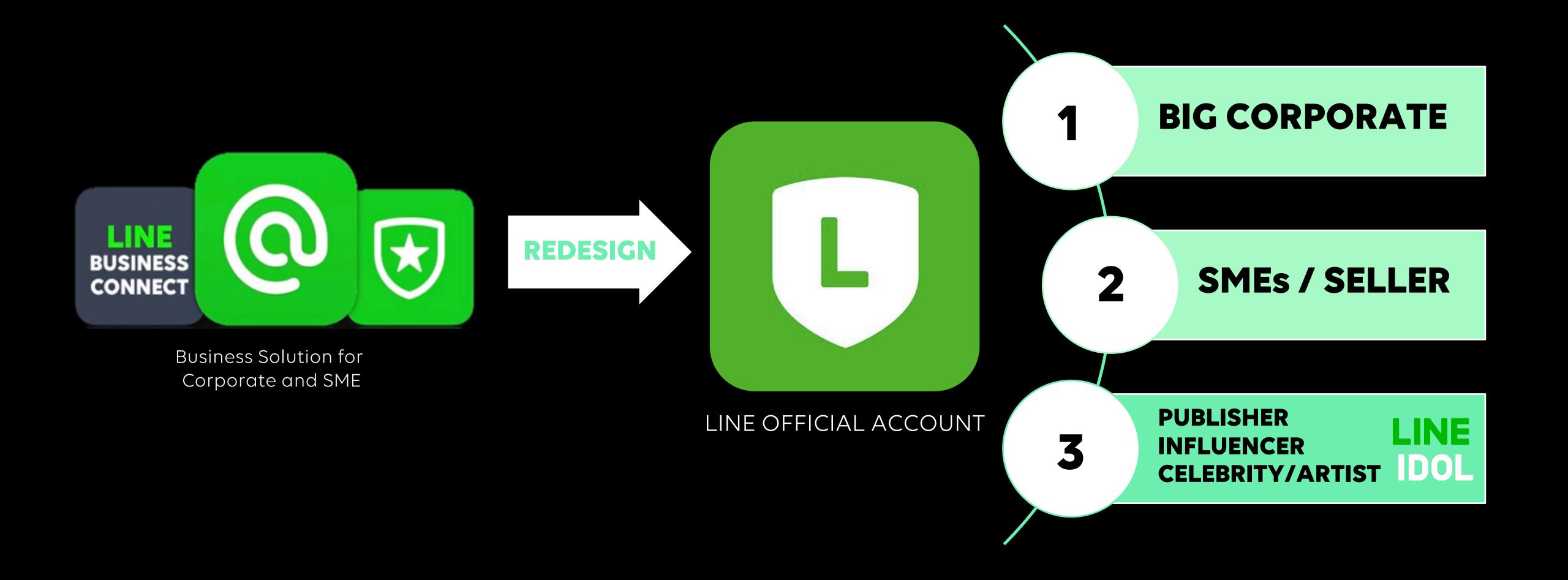
Travel to work Working

Eat Iunch **Content Creator**

Short break Check Stock Back home Liesure Time

Shop Online Watch TV Go to bed

3 TYPES OF OFFICIAL ACCOUNT



THAILAND 2020

WHAT IS LINE IDOL

LINE IDOL INTRODUCTION

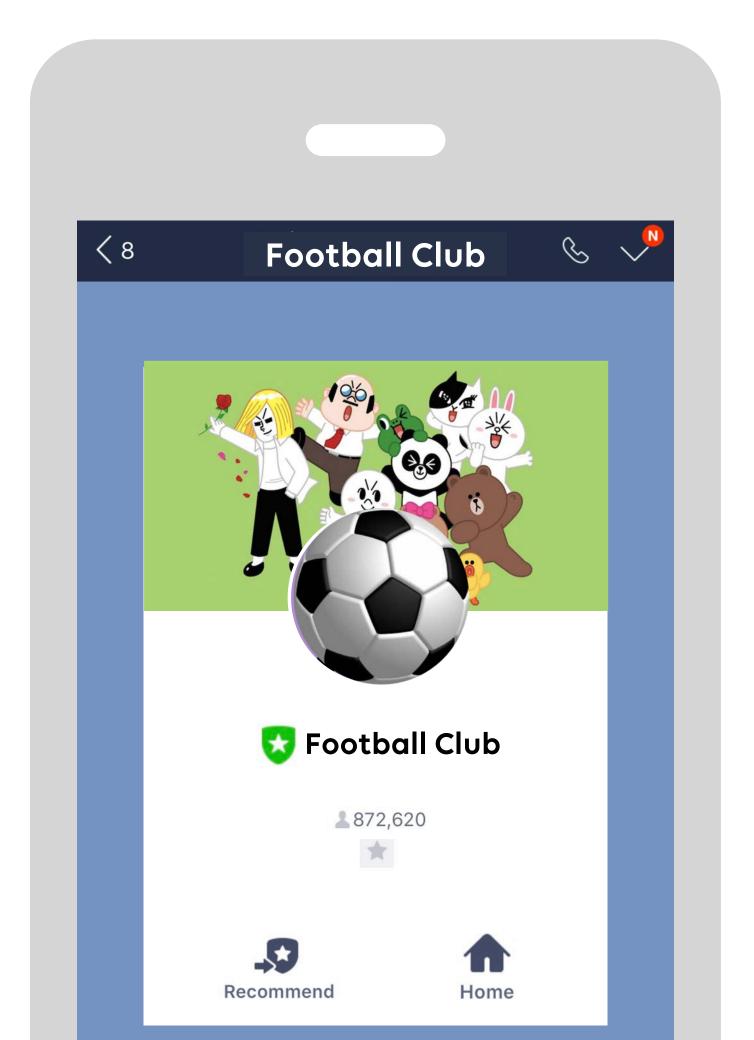
An innovative communication channel that brings
Publisher or Celebrity or Artist or Influencer closer to
their fans through LINE Official Account



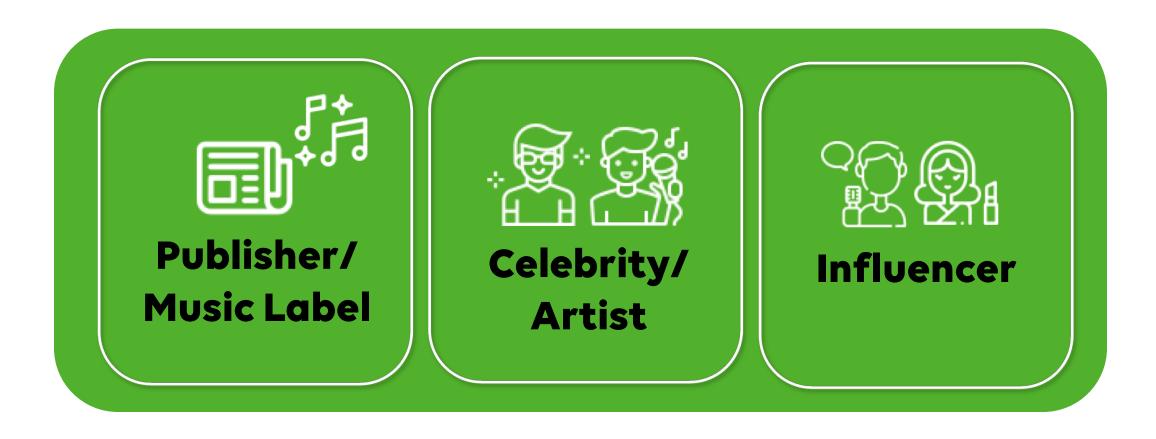
LINEIDOL

Allowing publishers, celebrities or influencers to communicate and build relationships with their fan base more effectively through extensive features on LINE OFFICIAL ACCOUNT.

LINE IDOL officially launched 9 sub-categories to cover all types of media.



LINE IDOL CATEGORY





TO SEARCH LINE IDOL

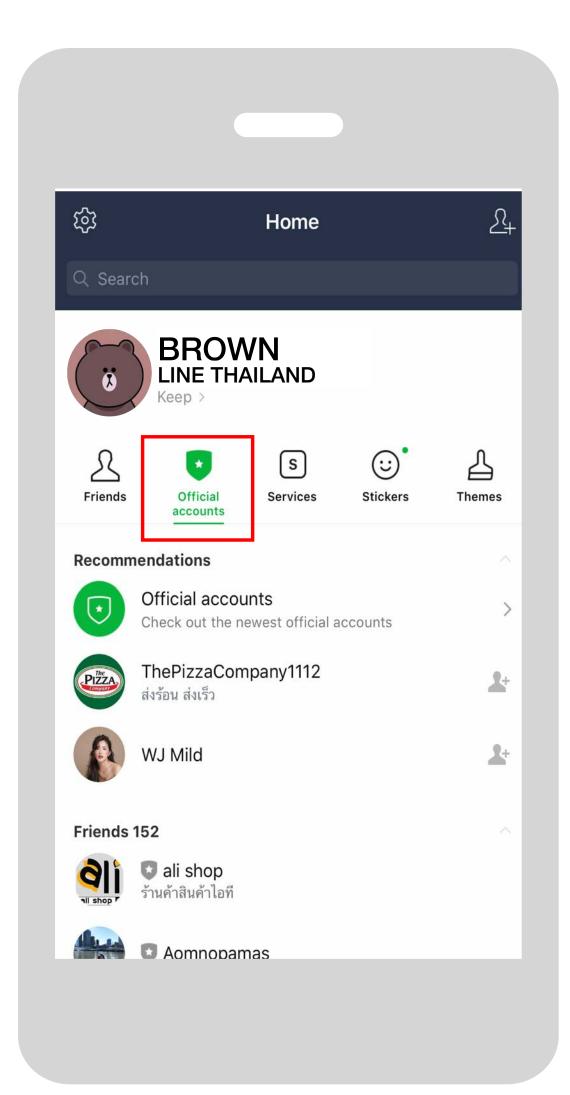
LINE Home or Wallet tab

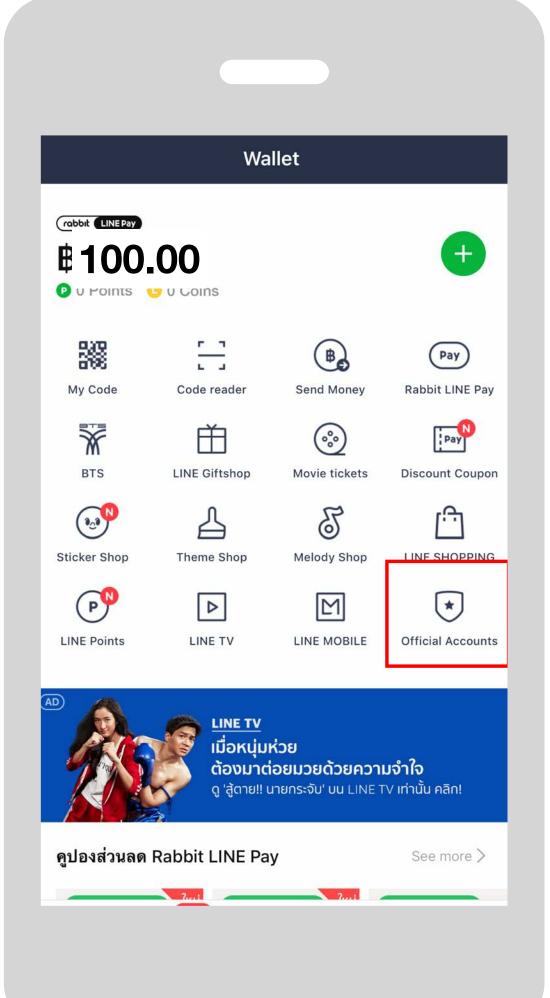


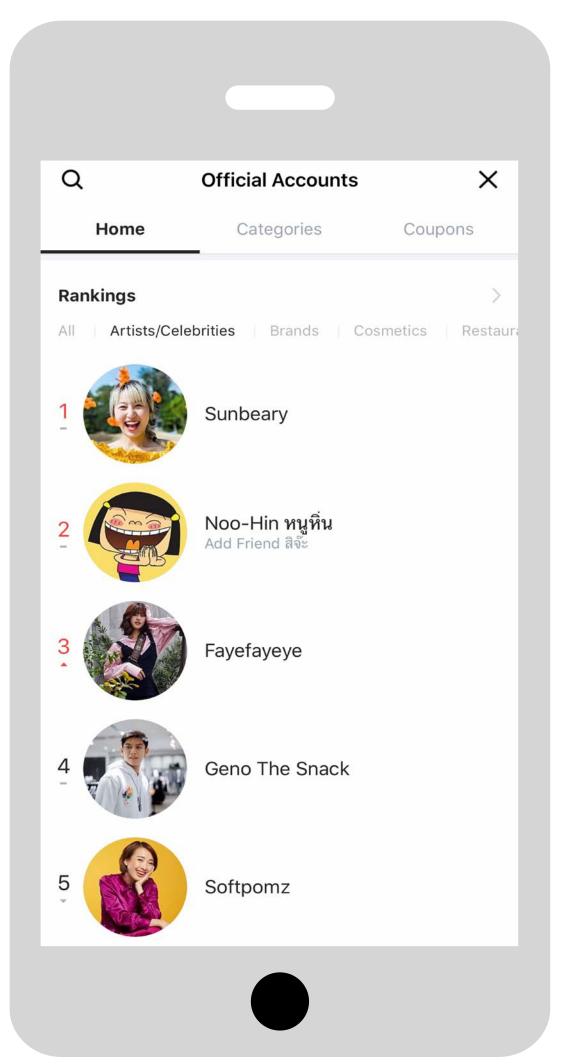
Official Account



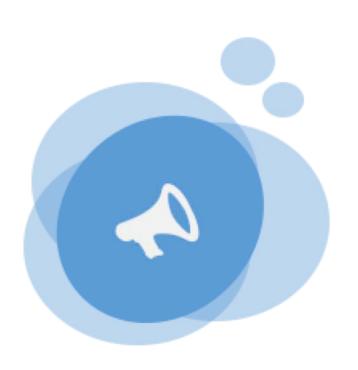
Categories (Artists/Celebrities)







WHY LINE IDOL?



New Communication Tool

Effectively reach to very large LINE audiences-44M active users



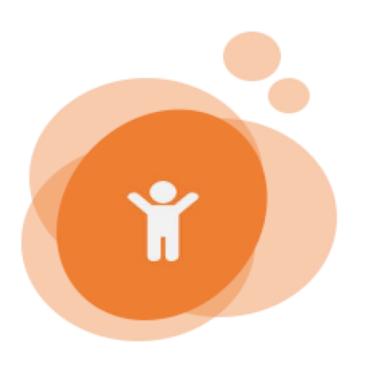
Trust

Official Account with no spam, no fake accounts.
Higher privacy as LINE is an 'open-close' platform



Organic Reach

100% organic reach to large audiences with advanced targeting tools



User-Friendly

Very user-friendly, feel a lot closer as if the artists are their friends



Complete Ecosystem



- Premium ID
- Gain friends
 - Link
 - QR Code
 - Add friends button
 - Poster

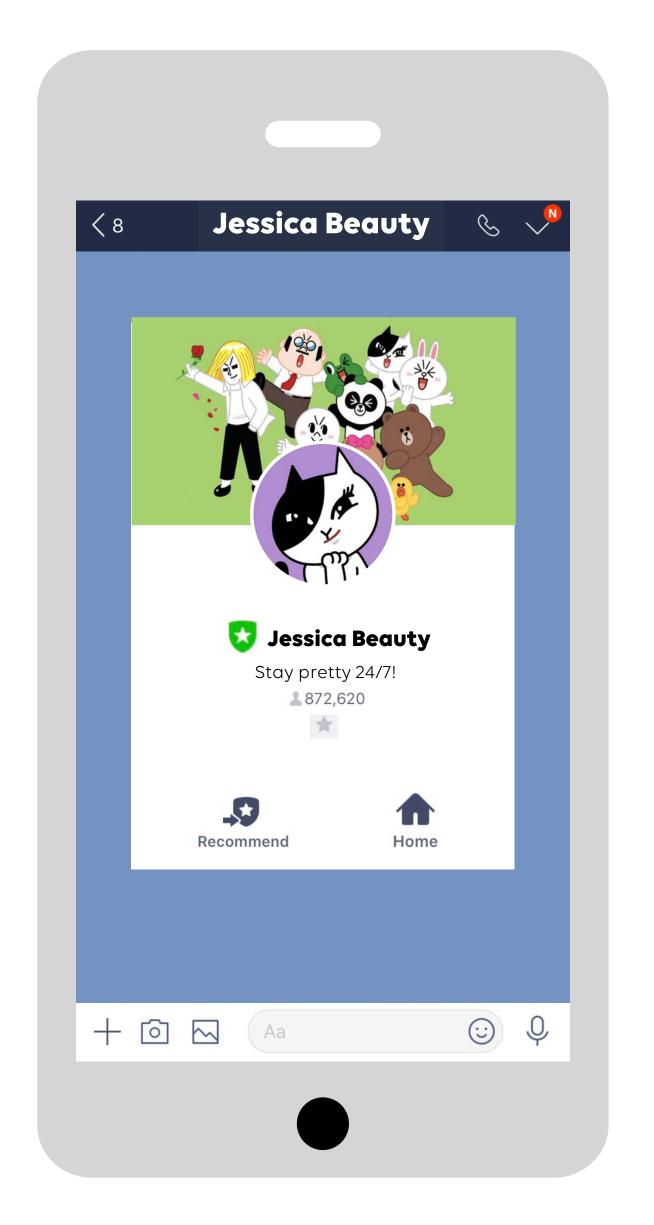
- Account Setting
- Greeting message
- Auto reply
- Timeline
- Rich menu
- Rich messages
- Rich video message
- Card-Based message

- in-LINE LIVE Viewer
- Activity (On-Air)
- Real-time communication
- Segmented broadcast
- Insight

Open API

LINE IDOL GET FREE! OFFICIAL ACCOUNT

Value: 4,800,000 baht per year + With accept agreements





66 Text, Photo, Video

Rich Message

Rich Video

Rich Menu

E-Coupon

Survey

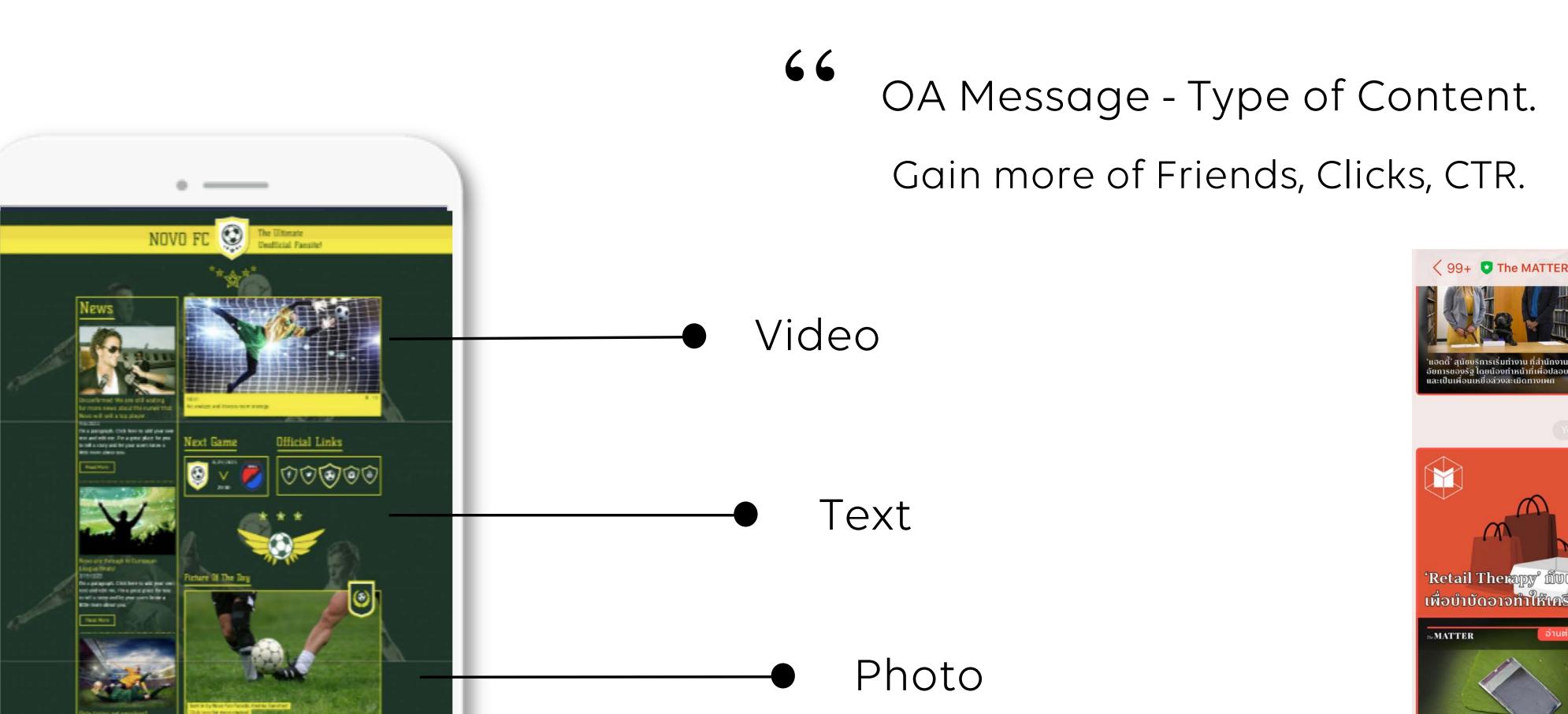
Timeline

LIVE Chat (On-Air)

in-LINE LIVE Vlewer

"

Unlimited Official Account Post



Rich Message

Send clickable full-size images, making it appealing and conversion-driven



MULTI-CONTENT

Unlimited Timeline Post

Post information on timeline of user who are friend and they can see the previous post too.

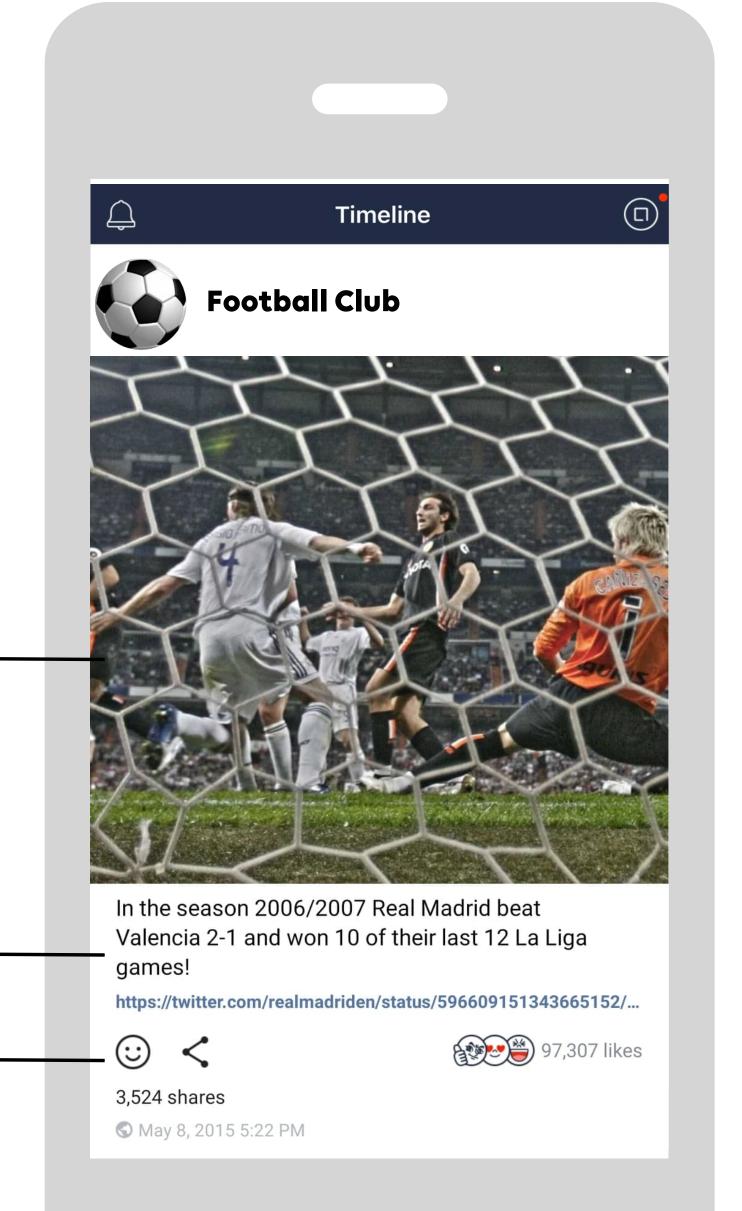
Where you can get No. of Likes, comments, shares

"

Photo / Video

Description

User can like, share, comment



Rich Menu

Rich Menu – to link user to another destination

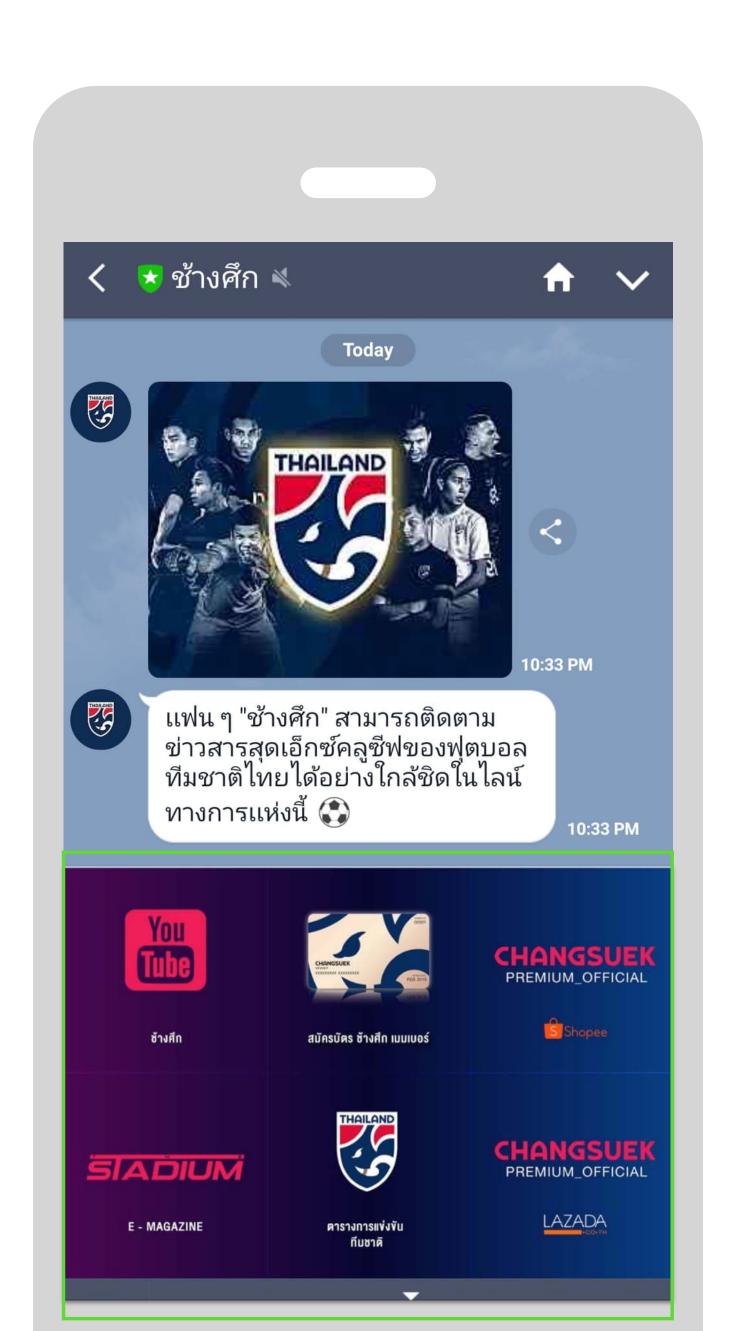
within LINE app or outside LINE app.







Link to Website

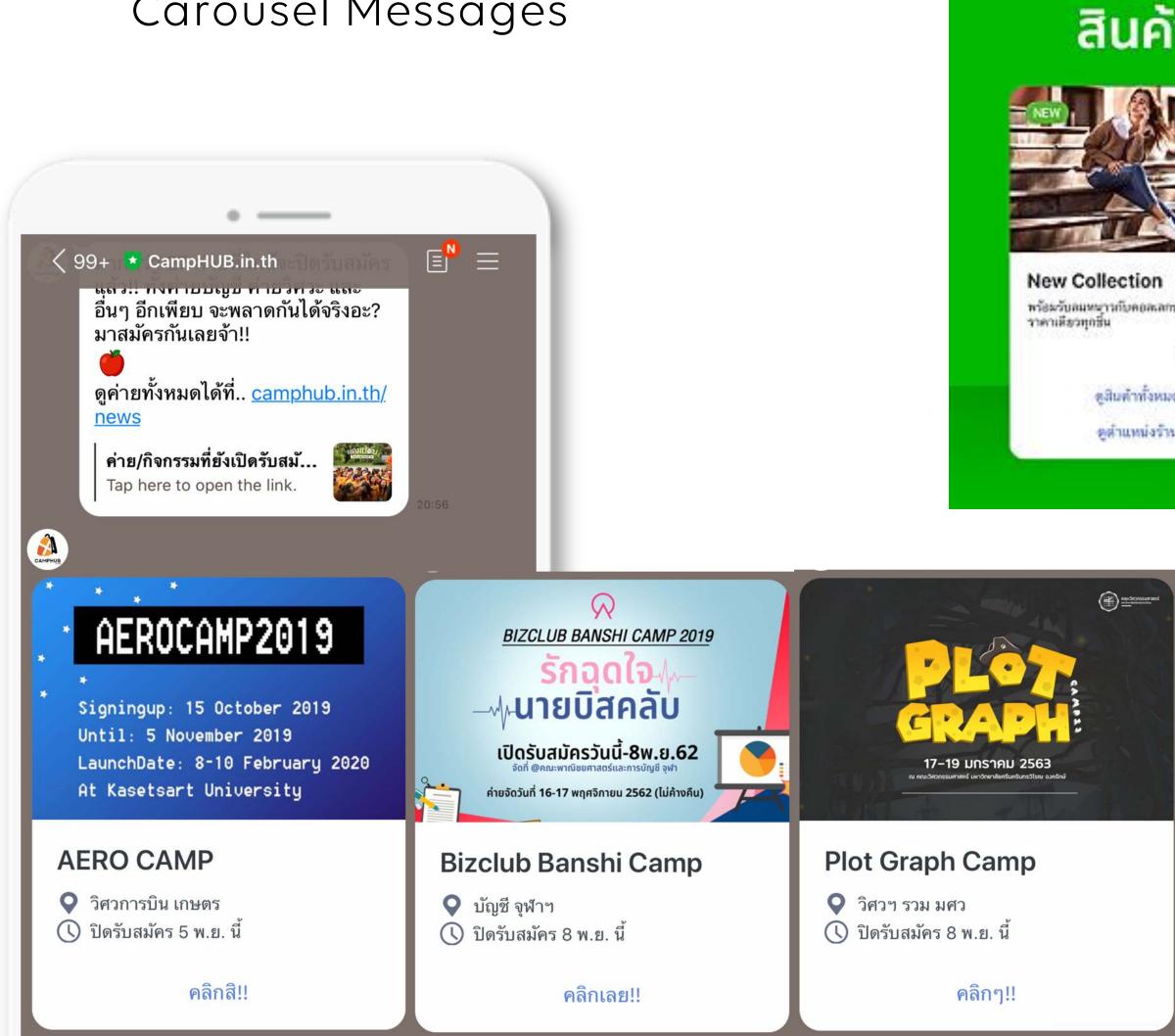


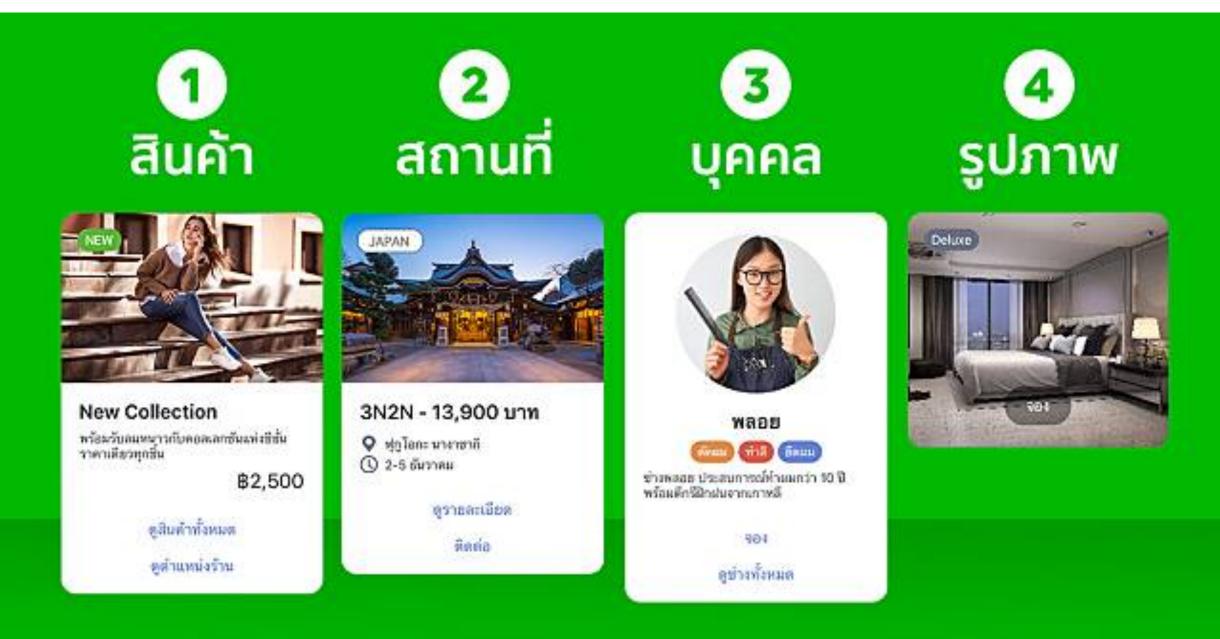
MONEY BUFFALO PODCAST เหตุผลเบื้องหลัง ที่ราคาของทุกอย่างบนโลก ปรับขึ้นตลอดเวลา Food Delivery เมนู

Content Rich Menu

Card-Based Massage

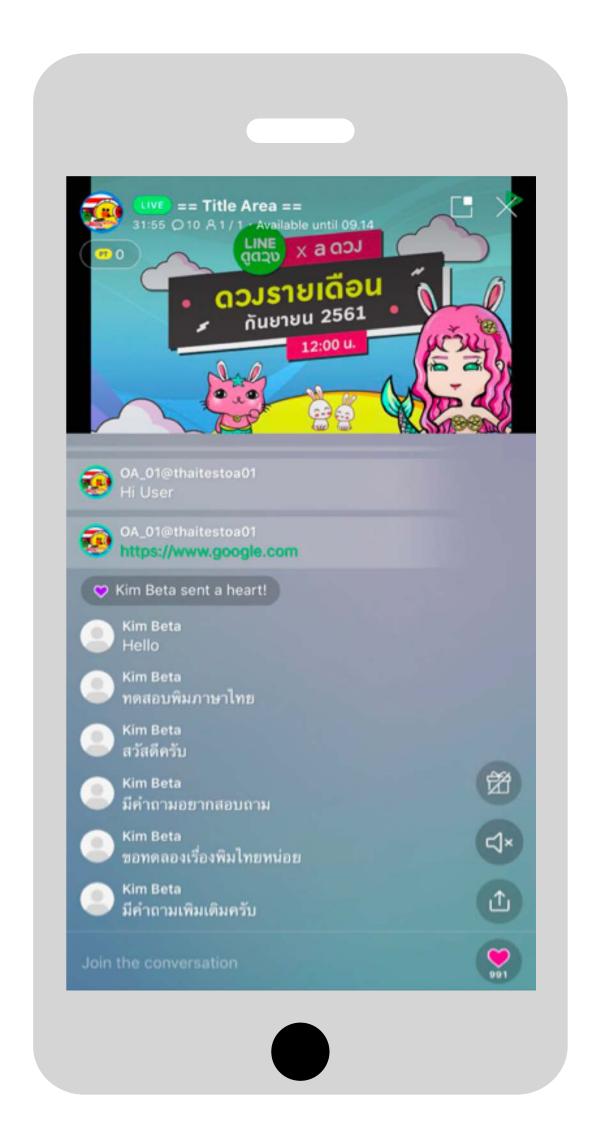
Carousel Messages





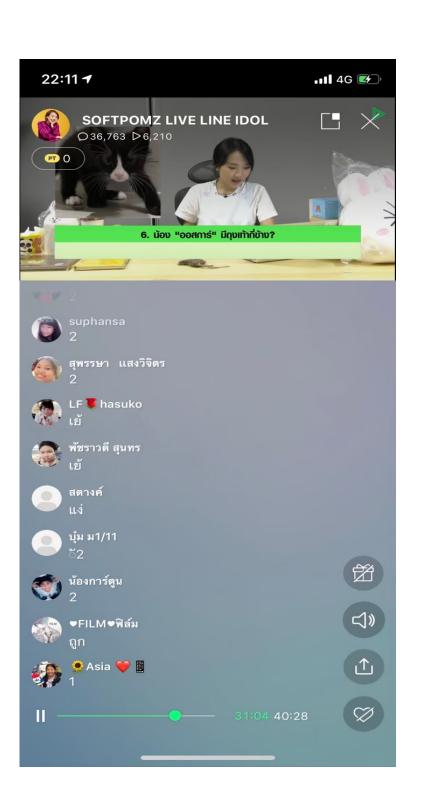
in-LINE LIVE VIEWER

A new experience of live broadcast in LINE Official Account with real time engagement & interaction with fans





Broadcast Message

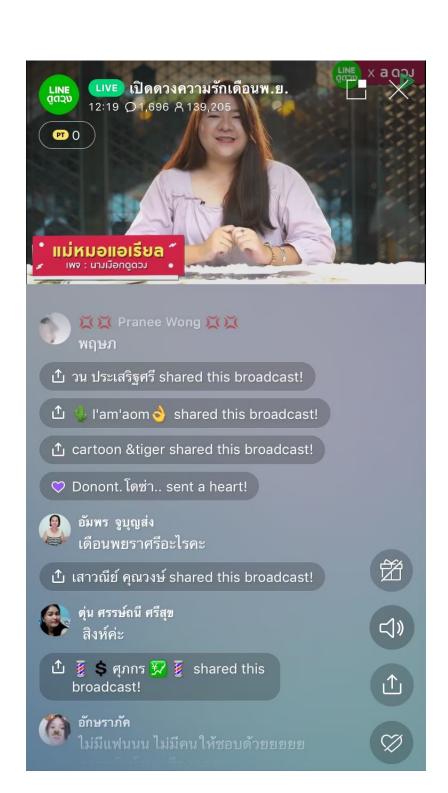


Real-Time Engagement



ถามดวงฟรี!

คนละ 1 คำถาม (ส่งได้ 1 ครั้งเท่านั้น) Activity ให้แข โดยพิมพ์ชื่อเล่น พร้อมคำถามและตัวเลขในใจ ร่วมกิจกรรม 3 ตัว และติด #ดูดวง ต่อท้าย

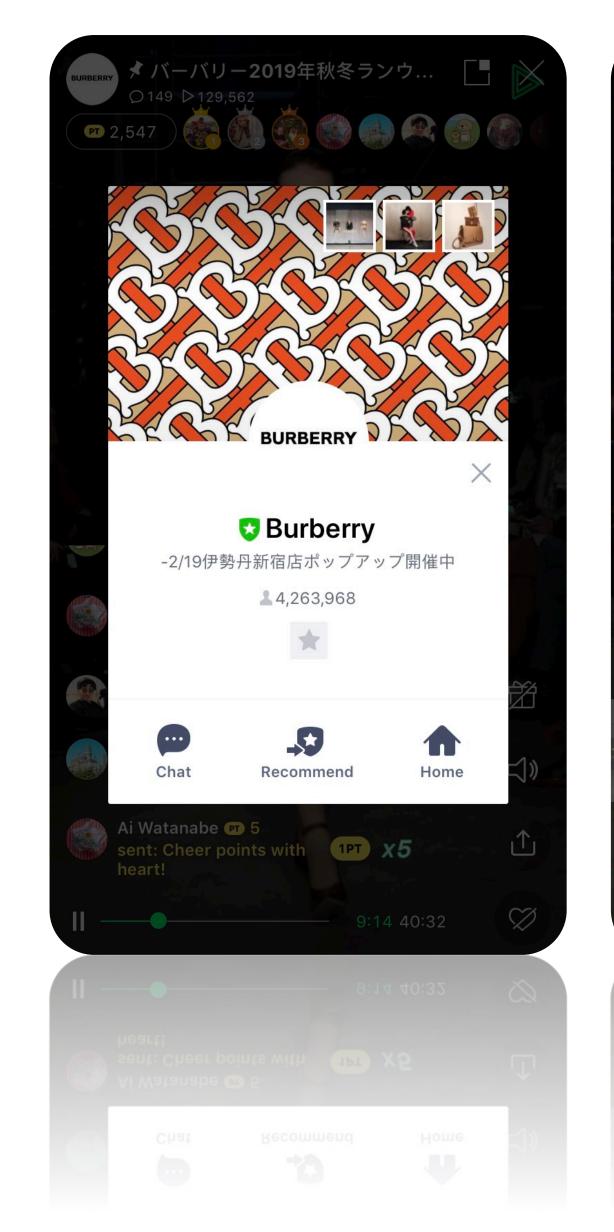


Share LIVE

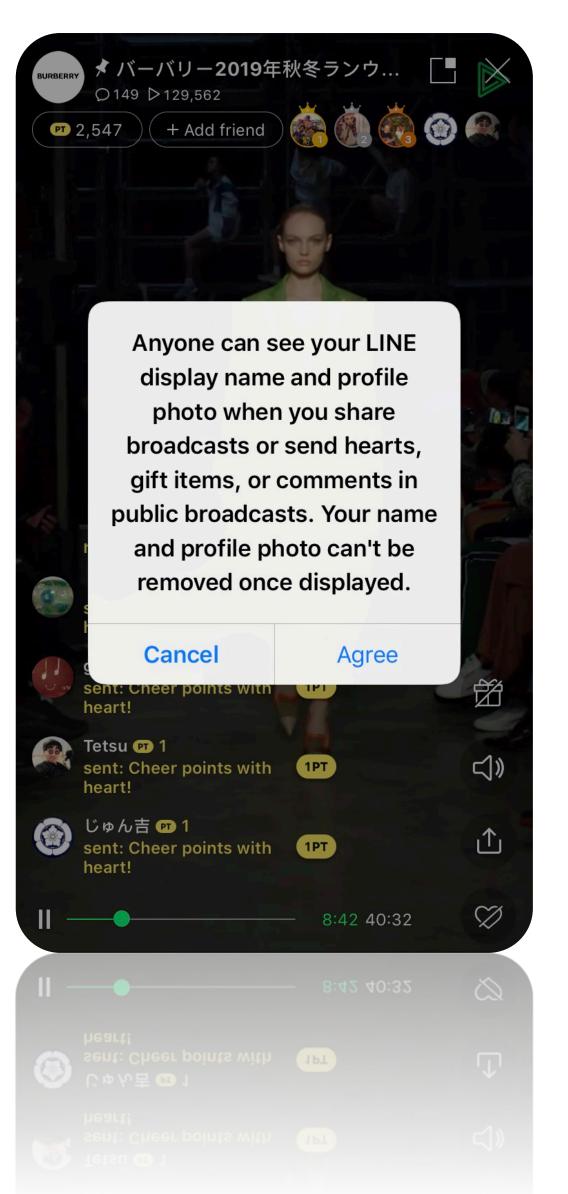
Activity ให้แฟนๆกด Share LIVE เพื่อเข้า ร่วมกิจกรรม

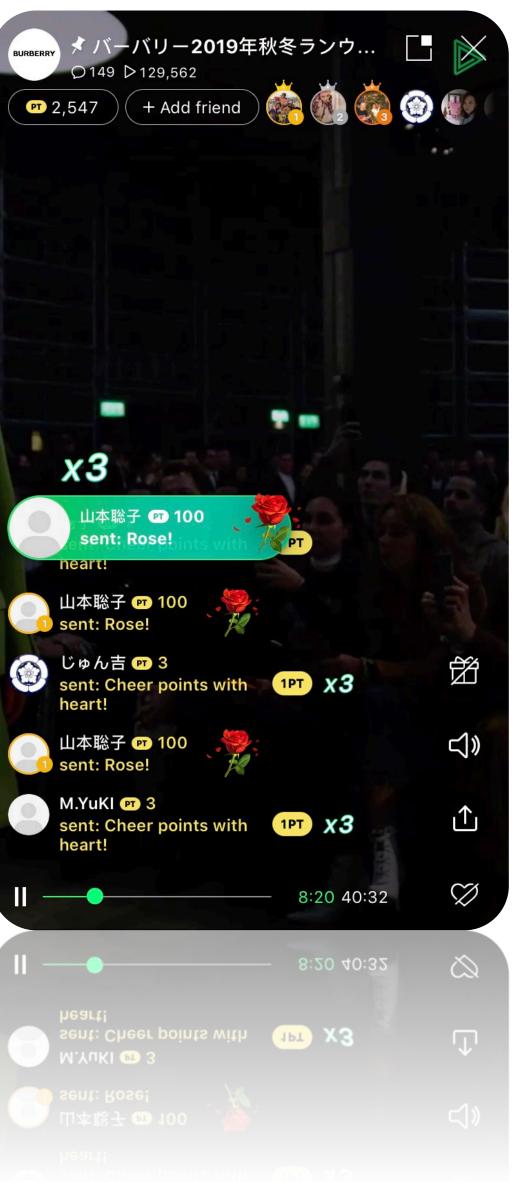
CASE STUDY

Burberry's official account live chat





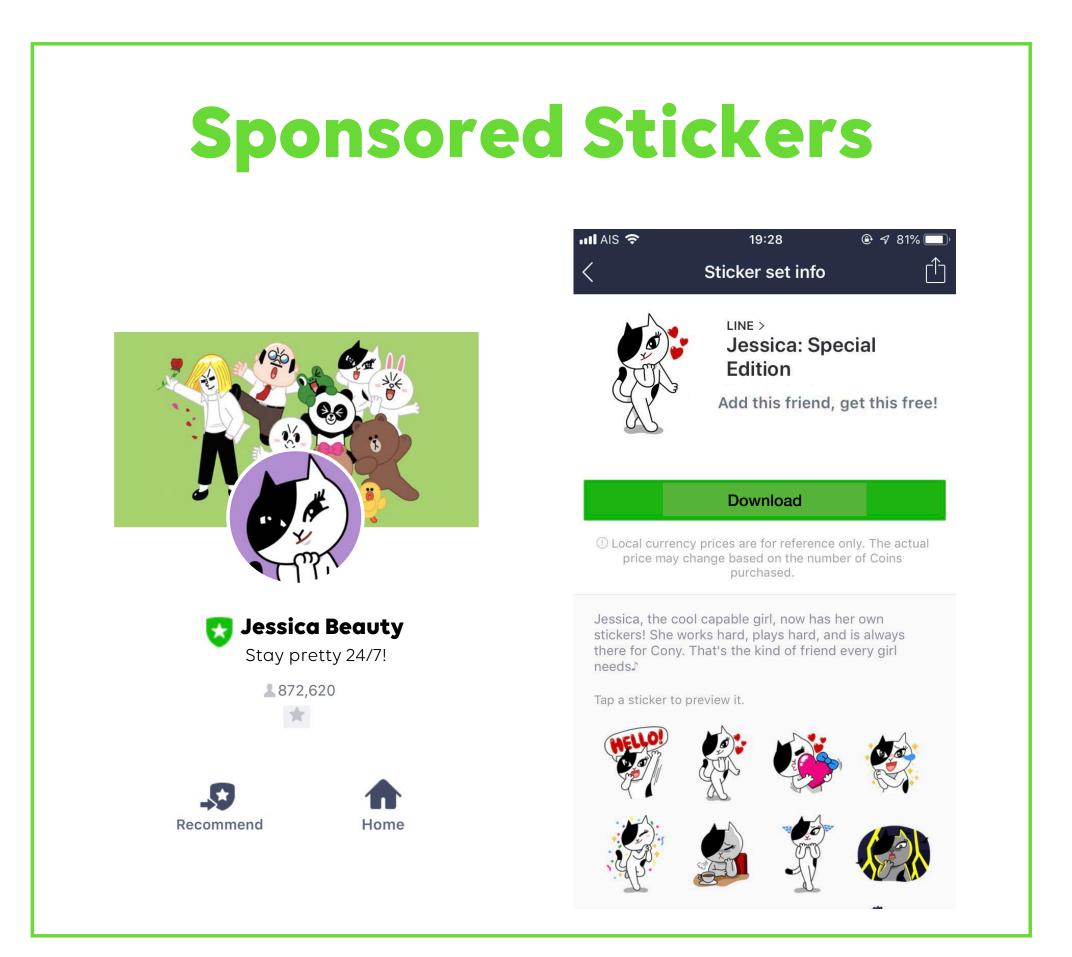




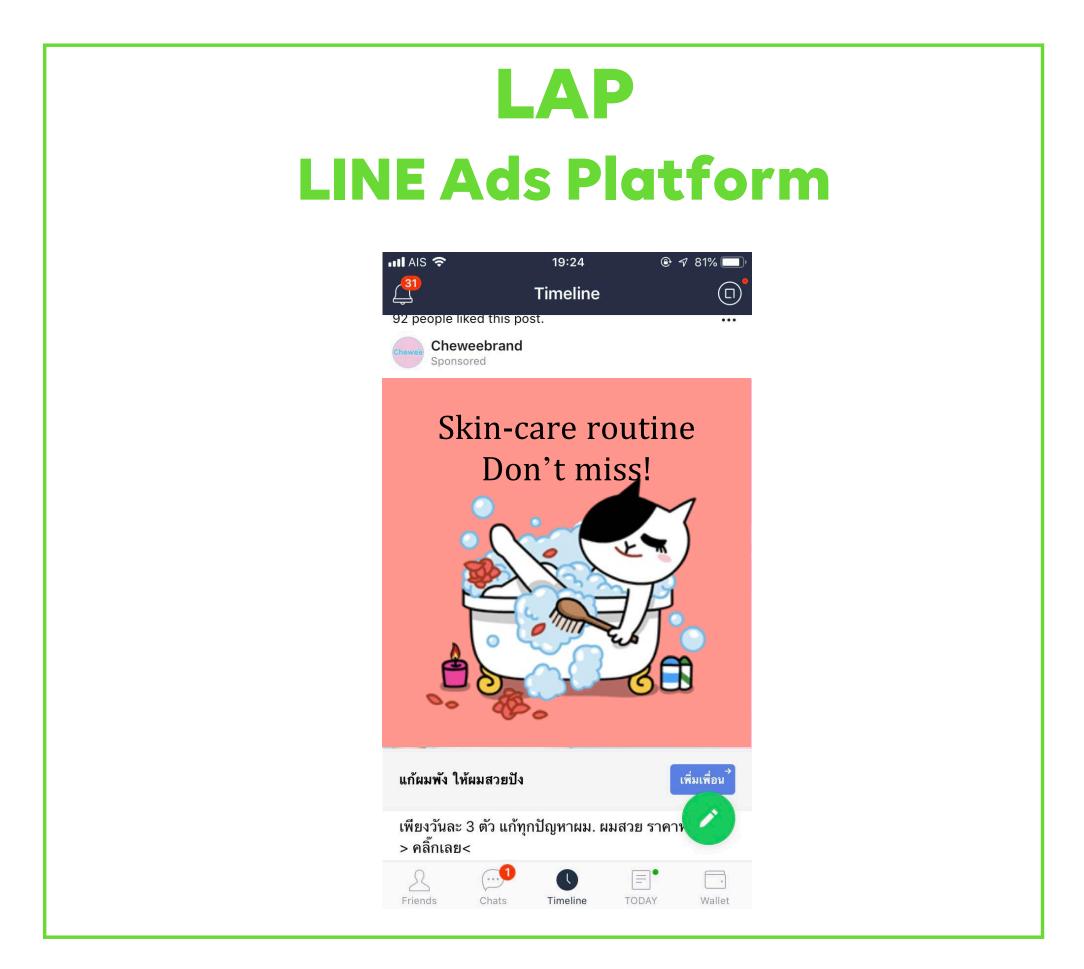
Burberry "2019秋冬バーバリーランウェイショー" : https://linliv.ee/5lGcS1r/li/tk/sh/ll

ENHANCE

Your Official Accounts



Gain millions of followers within short period Huge awareness every time sticker is sent

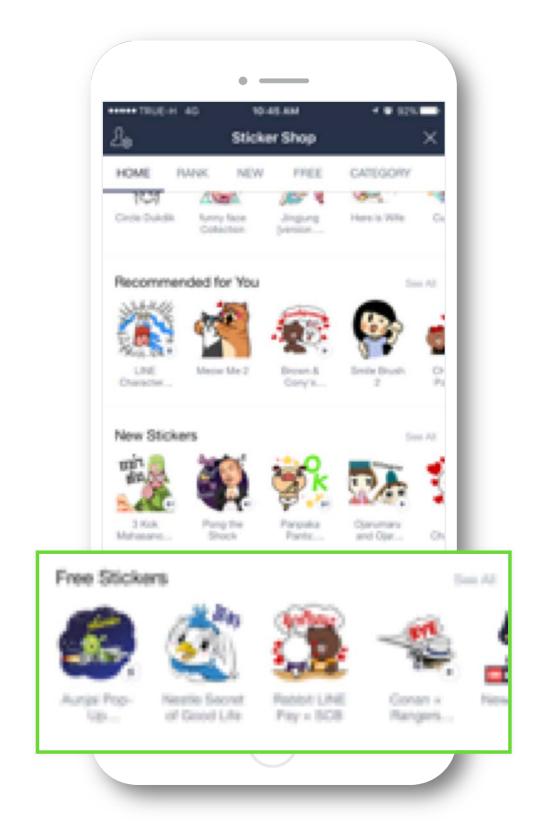


100% reach to followers on Timeline Boost extra reach to non-followers

3 TYPES OF STICKER(s)

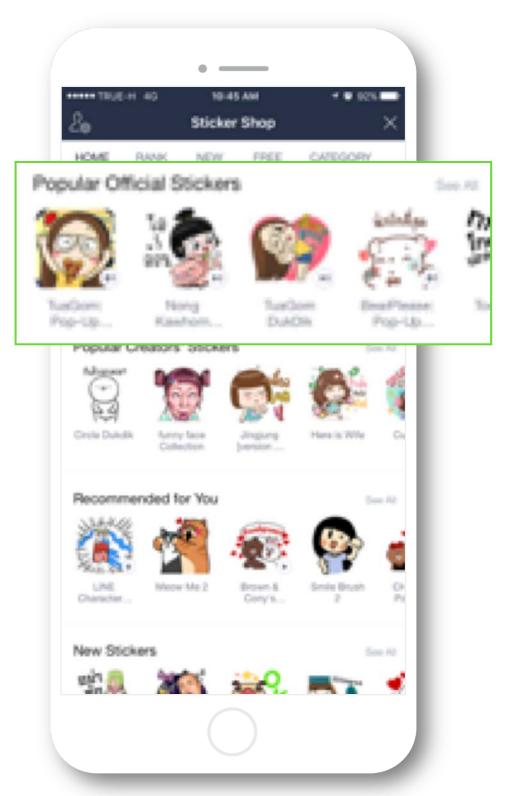
SPONSORED STICKER

Free Stickers for user from the brand / advertiser (follow the account first, then download the sticker for free)



OFFICIAL STICKER

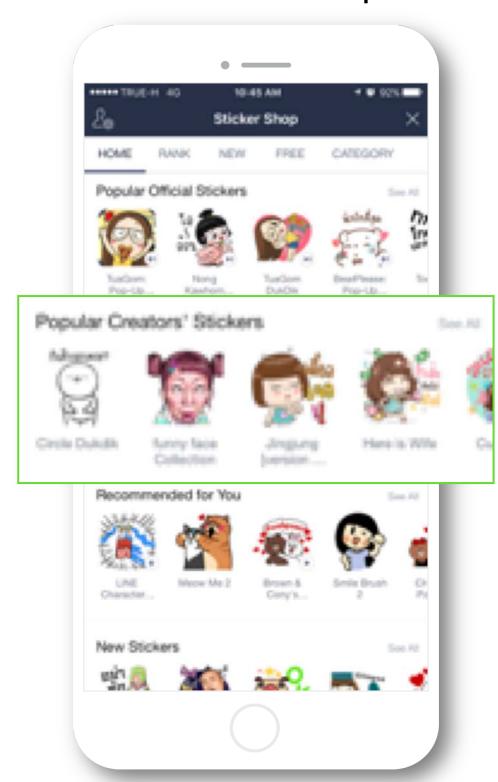
Stickers for sales created by TV Show, Celebrity, Net Idol, Famous Artist, and Top Creator



Static / Animation / Pop-up / Sound 24 Characters: 60 THB a set

CREATORS STICKER

Stickers for sales created by free Market for Thai People



Static 8 - 40 Characters: 30 THB a set Animation 8 - 24 Characters: 60 THB a set

--- Brand logo cannot be put into the stickers ---

(Subjected to LINE conditions)

------ Brand logo cannot be put into the stickers ------

OVER 620 MILLIONS

STICKER SETS DOWNLOADED

King Power

(Static 16-Characters)

































Released: May 2016 First Day Download: **1.6M** 30-Day Download: **5M** 90-Day Usage: **42M**

AIA

(Animated 8-Characters)

















Released: Jan 2017

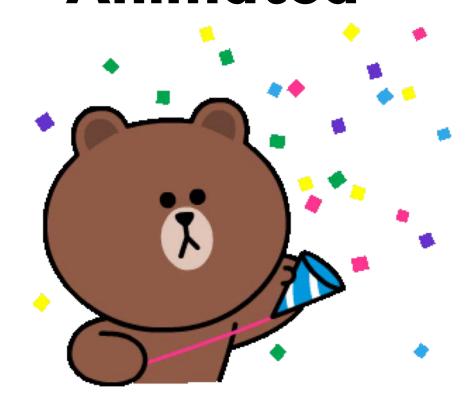
First Day Download: **1.4M** 30-Day Download: **5M**

STICKER TYPES

Statiac/Photo



Animated



Free sound

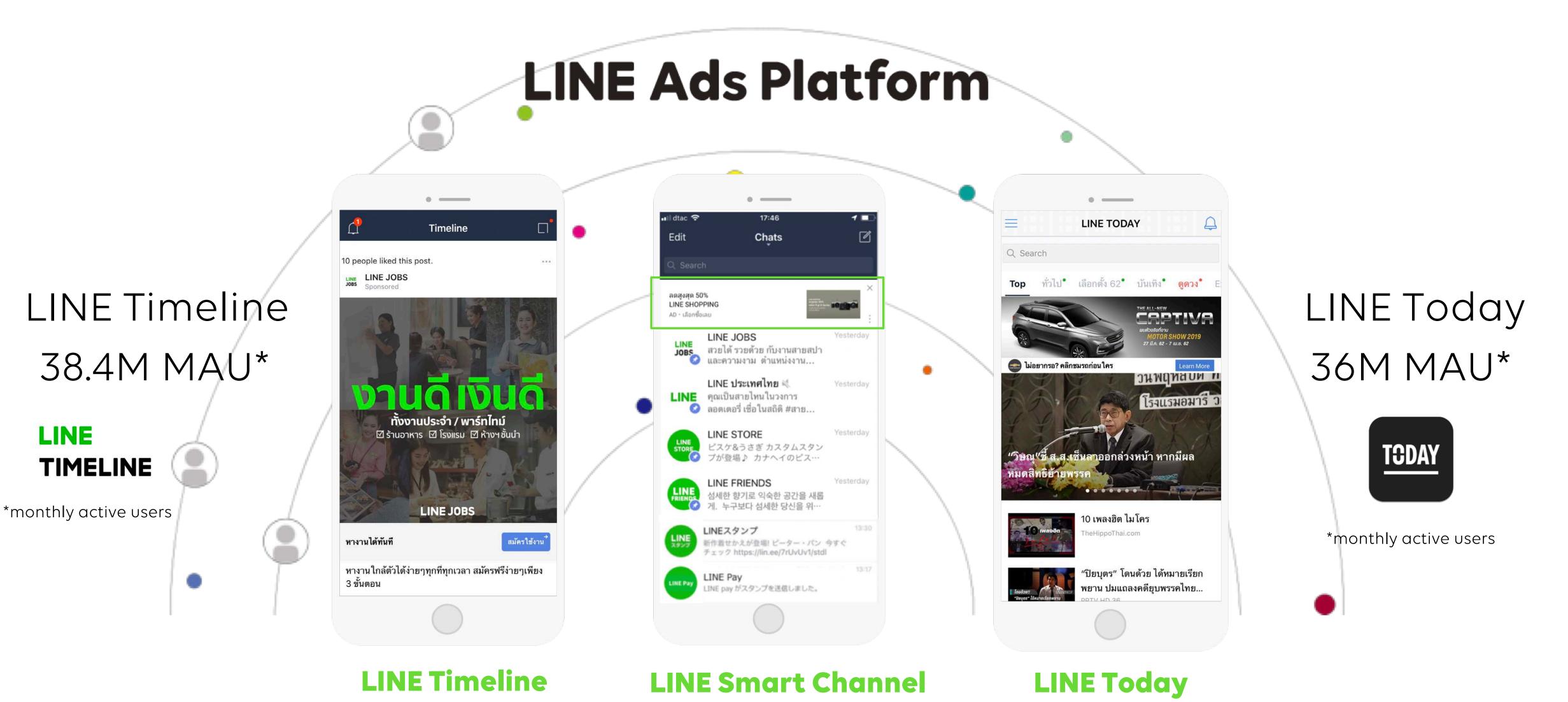


SPONSORED STICKER 2020 PRICE LINE IDOL special promotion !!! Discount 50%

Sticker Type	Static [THB]	Special promotion	Animate	Special promotion	Period (Download/usage)
Sponsored 8 Characters	2,500,000	1,250,000	4,500,000	2,250,000	30/90 days
Sponsored 16 Characters	3,500,000	1,750,000	5,500,000	2,750,000	30/90 days
Operation lead time	14 Working days				

- Add sound (4 secs) for FREE, require 14 working days lead time for approval.
- Only client with active OA will have their sticker listed in FREE tab and NEW tab in sticker shop, Non-OA client will have sticker listed in NEW tab only.
- Sticker & media slot is based on first come first serve basis
- LINE will provide only download link for secret sticker
- Character design provided by client in a form of illustration
- Stickers must be <u>launched before 30 June 2020</u>
- 7% VAT is not included
- Agency discount cannot be applied

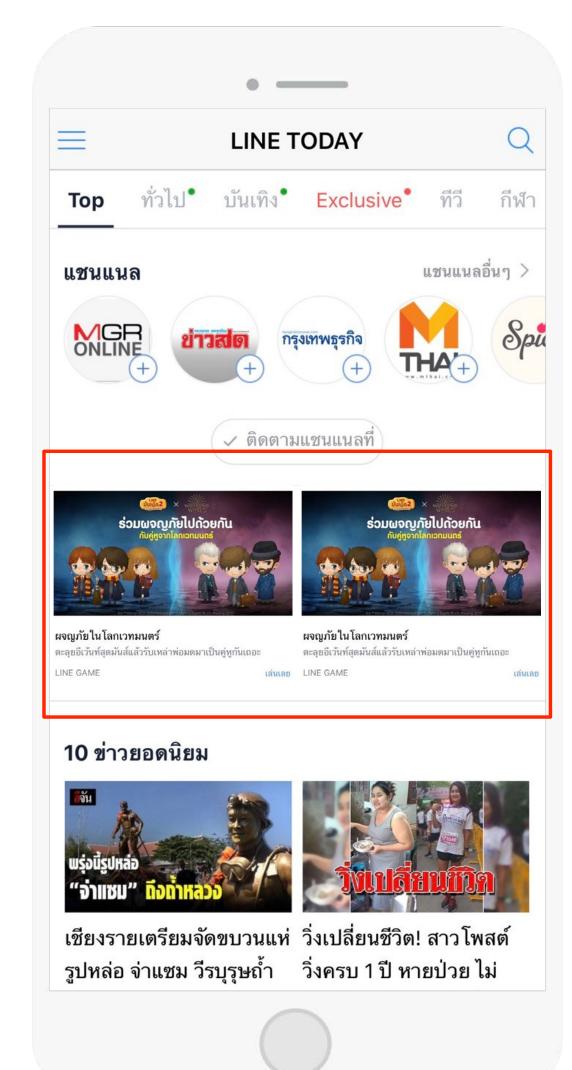




LINE Ads Platform







Sizing	Format Support		
1080 *1080 1200 *628	Static		
1080 *1080 1280 *720	Video		

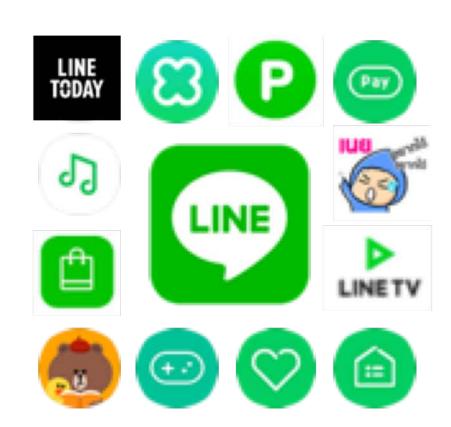
TIMELINE

LINE TODAY



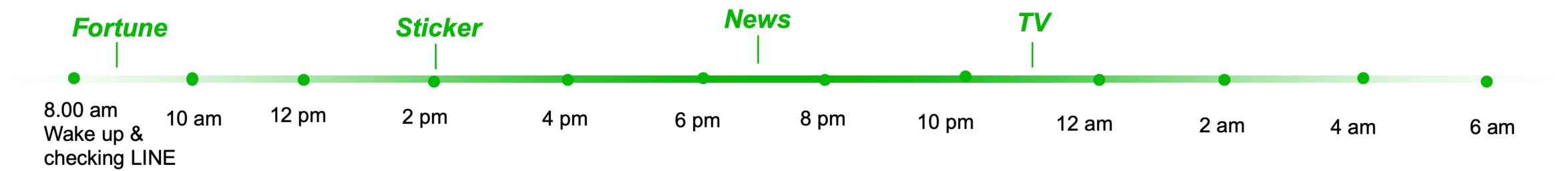
LINE Smart Channel Content Serving Mechanic

LINE Family Services



- Content format is Native Banner (Text + Thumbnail or Logo)
- Time in a day that a user will see the content is varied; based on user's behavior of when and how often user opens the LINE chat
- Content display per day are approx. 3-6 contents
- Each content is visible for 30 mins
- Same content type will not be served within 2 hours

Example Journey



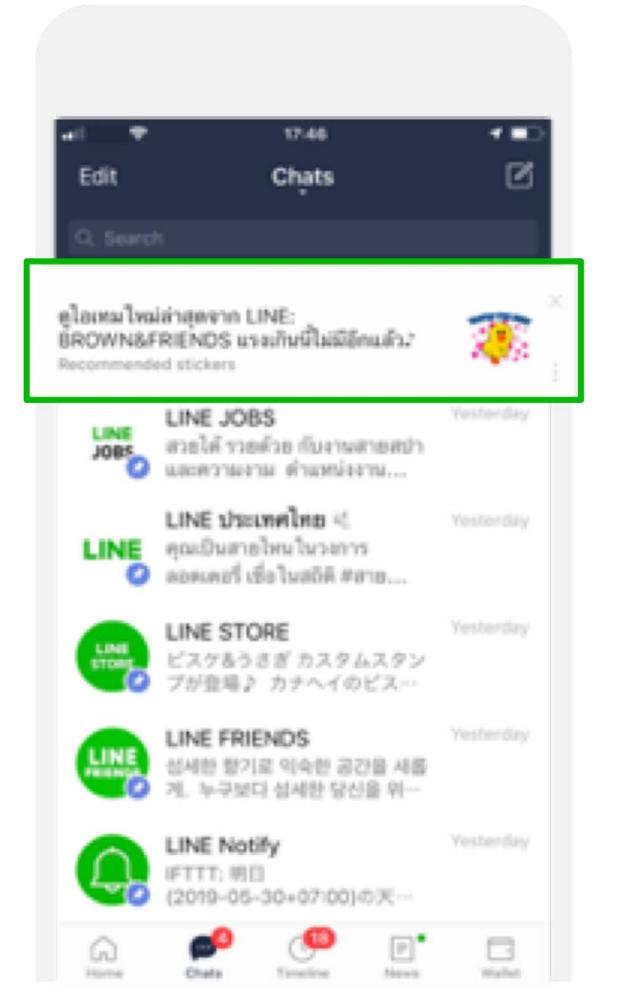


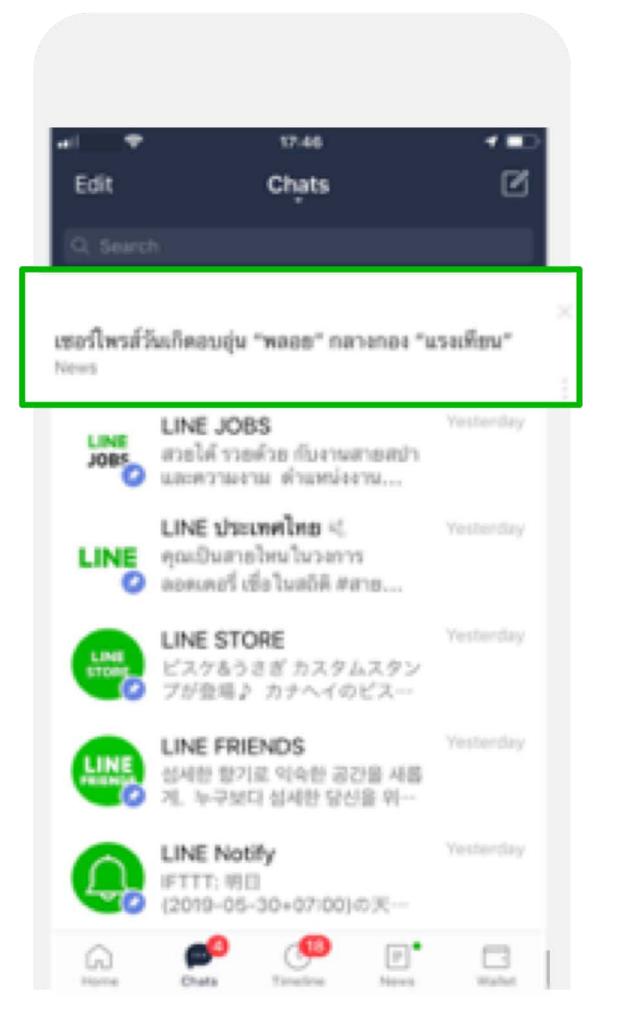


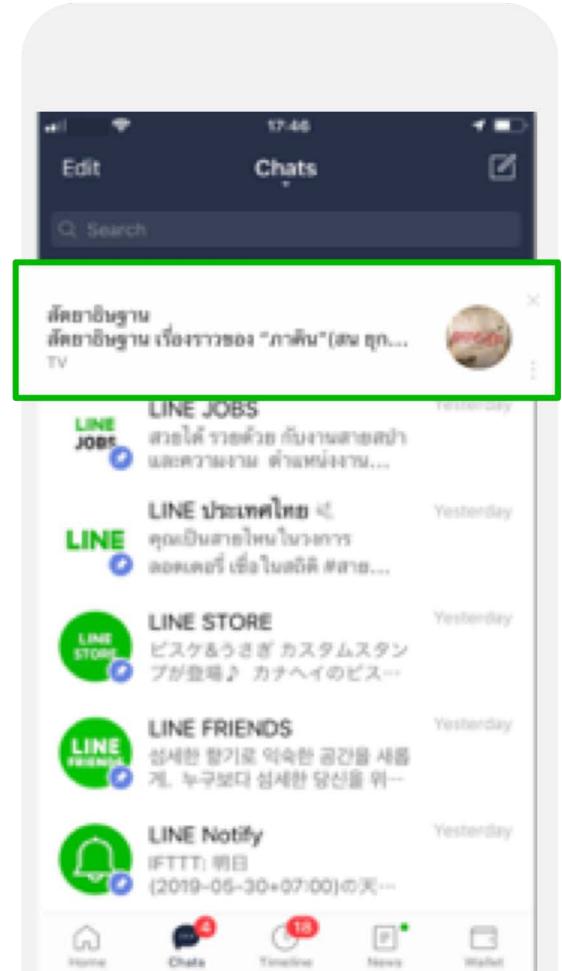
LINE Ads Platform LINE Smart Channel: Personalized Content Serving Channel

Fortune Sticker News





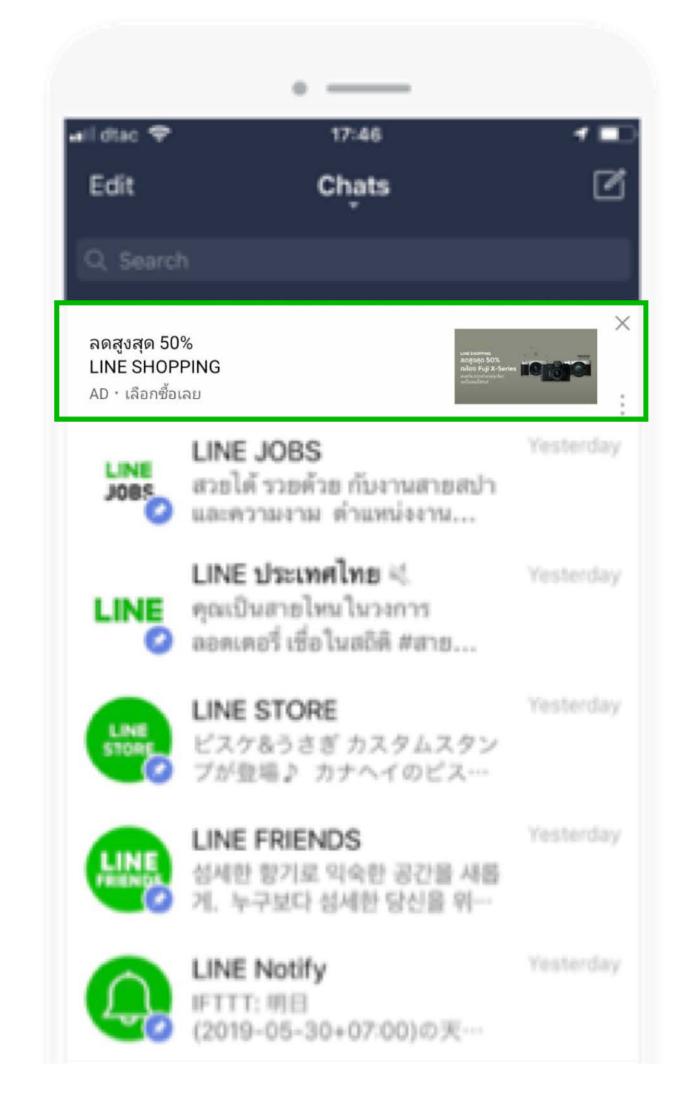






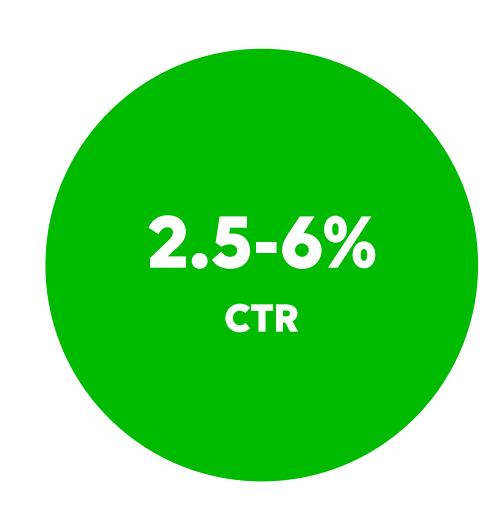
Smart Channel Ads in the Best Placement

Smart Channel Ads





HIGH PERFORMANCE







Choose Your Marketing Goals



Build Brand Awareness

Boosting your brand presence online and reach to future customers



Grow Sales Online

Convert browser to buyer



Promote Your App

Drive installation and engagement to you app



Retarget Existing Customers

Reach to people who have engaged with your ad previously



LINE Ads Platform

Ad Formats



Images (Display)

Grab people's attention with high quality visual.



Videos

Create full experience with motion and sound for your product.



Catalogues
(Dynamic Product Ads)

Enhance shopping
experience online with
responsive product
catalogues targeted those
people who already

interests in your product.



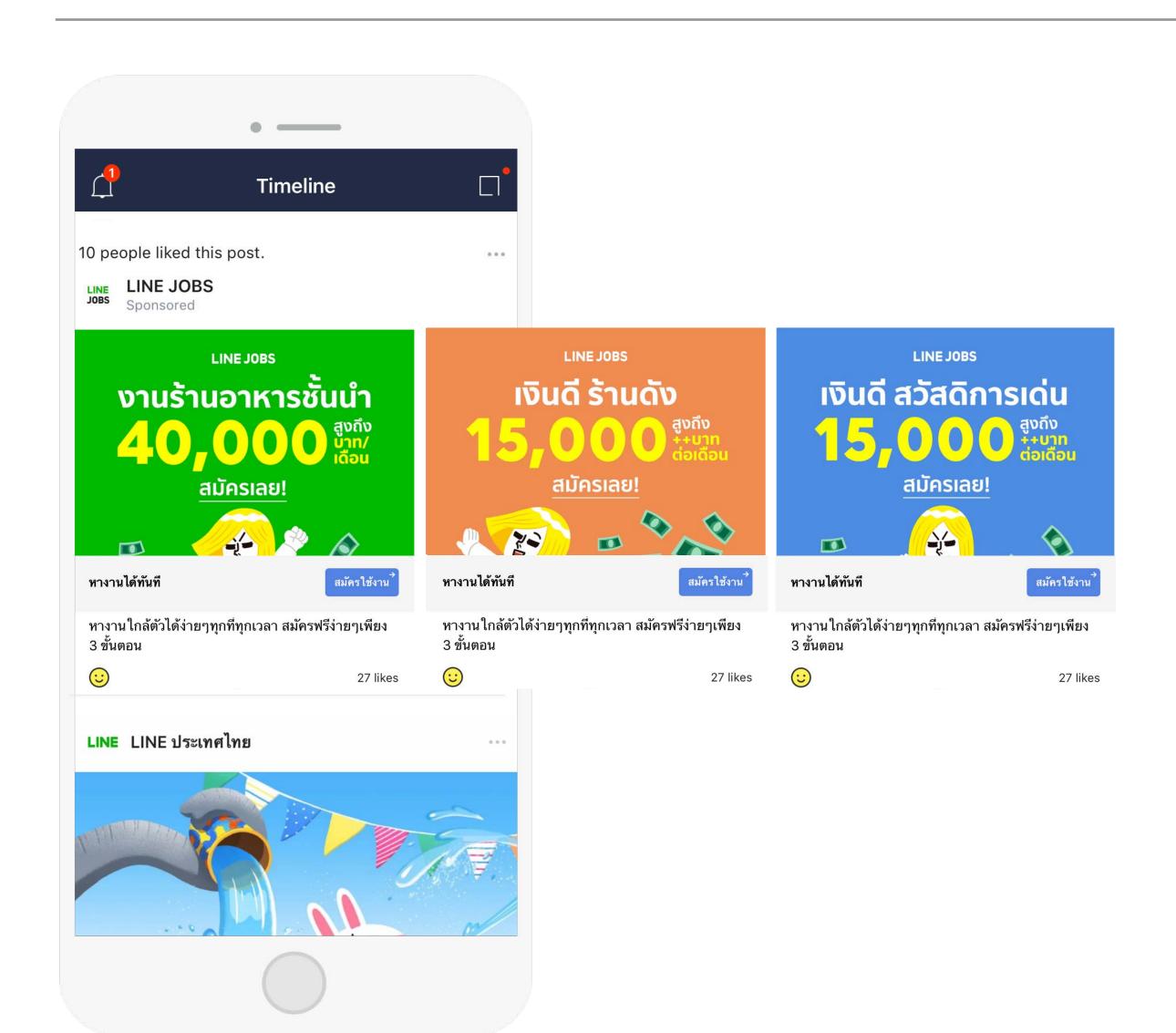
(For Smart Channel only)

Blend in your ad content with meaningful headline to maximize the potential impact.





Catalogue (Dynamic Product Ads) Ad Format Spec



Dynamic Product Ads (DPA)

- Definition
 - Dynamic Product Ad (DPA) means to deliver retargeting advertisements for users who visited advertisers' sites or apps.
- Target audience
 - Users who actually triggered any dpa events in advertiser's site or apps.
 - 'Look-a-like' users who actually didn't fire any events
- Supported advertisers' page
 - Web: Line tag should be planted on advertisers' pages to track events which users triggered.
 - App:3rd party SDK will fire app events to Line.
 - 3rd party SDK partner:Fox, Adjust, Appsflyer, Kochava
- Responsive creatives
 - Based on catalog registered by advertisers, responsive creatives per users can vary dynamically.

LINE



LAP: Ads Call to Action













Reach to Your Core Target Audiences



Location

Reach people in the region, cities where you want to grow your business.

Targeting:

- 8 Regions
- 77 Province
- District of each province



Demographics

Select your audience based on age, gender.

Targeting:

- Gender: Female, Male
- Age range:

15-19

20-24

25-29

30-34

35-39

40-44

45-49

50+



Devices

Choose specific device you want to target.

Targeting:

- AOS (Android)
- iOS



Interests

Pick the interests and hobbies of your target audiences.

Targeting:

- 1. Digital gadgets and appliances 10. Health and fitness
- 2. Sports
- 3. Careers and business
- 4. Fashion
- 5. Home and garden
- 6. TV and movies
- 7. Music
- 8. Education and training
- 9. Finance

- - 11. Automotive
- 12. Books and comics
- 13. Food and drink
- 14. Beauty
- 15. Entertainment
- 16. Shopping
- 17. Game
- 18. Travel





Create Your Custom Audiences



LINE
Official Account

Reach out to your friends from Official
Account and maintain your relationship with them.



Web Traffic
Audiences

Build your custom

audience from who

already visited your

website and retarget

with them again



Mobile App
Audiences

Pick the interests and hobbies of your target audiences.



Device ID

Audiences



Lookalike Audiences

Create specific device ID

audiences you have in

your database

(Android/ADID and

iOS/IDFA)

Find the similar people
to your target audiences
for a higher potential
response to your ad





SELLING MODEL	AVGPRICING	AVGCTR		
COST PER CLICK	6-12 THB	0.67%		
COST PER IMPRESSION	15-30 THB	0.32%		
COST PER ACTION	80-150 THB	0.77%		

LAP AGENCY PARTNER



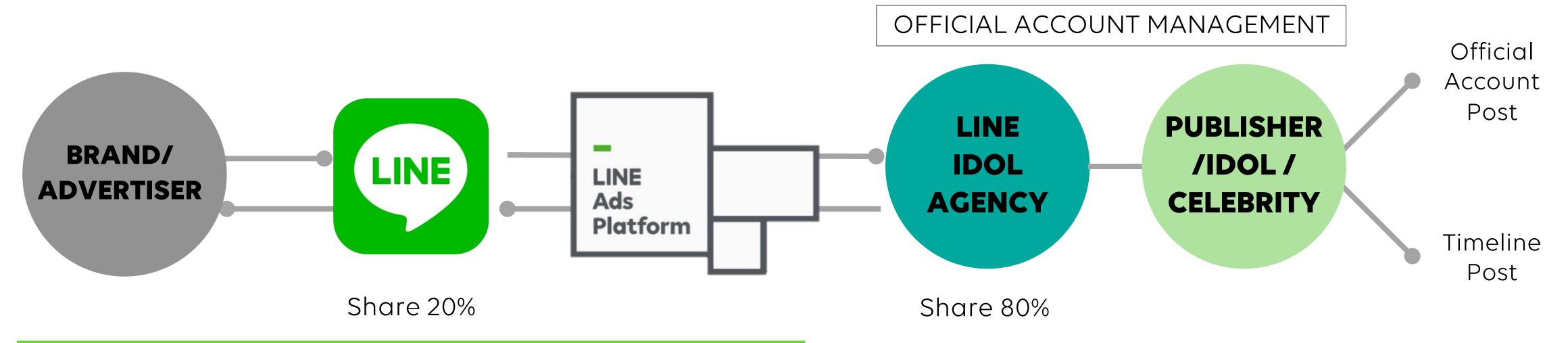




*Remark:

- 1. Recommended to bidding LAP with our agency partners
- 2. There is agency fee 10%

BUSINESS MODEL & CONDITIONS



☐ REVENUE SHARING (MONETIZING SPONSORSHIP)

- PARTNER SELL >> PARTNER RECEIVE 100%
- LINE SELL >> PARTNER (80%) : LINE (20%)

☐ MONTHLY LINE ADS PLATFORM (LAP) SPENDING

- Friends < 1 M = 5,000 THB/MONTH
- Friends 1 M 2 M = 10,000 THB/MONTH
- Friends > 2 M = 15,000 THB/MONTH

■ MINIMUM TIMELINE POST

- Publisher = 2 Posts /day
- Celebrity/Artist = 2 Posts/week
- Influencer = 3 Post/week

☐ JOIN EVENT or PROVIDE CONTENT

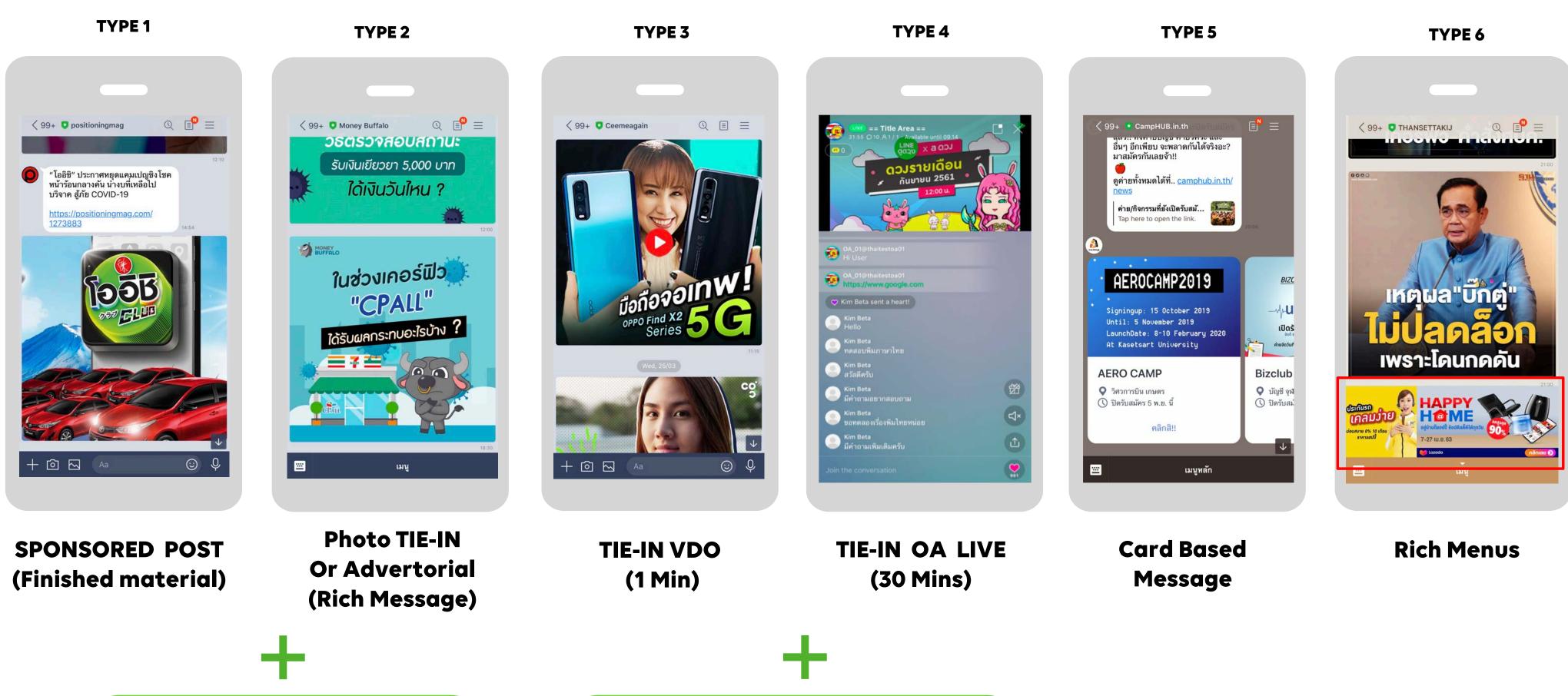
- Publishers mandatory to provide 3 Advertorials/Year Articles for LINE.
- Celebrity/Artist mandatory join LINE event at least 2 Times / Year.
- Influencer mandatory join LINE event at least 3 Times / Year.

*Remark:

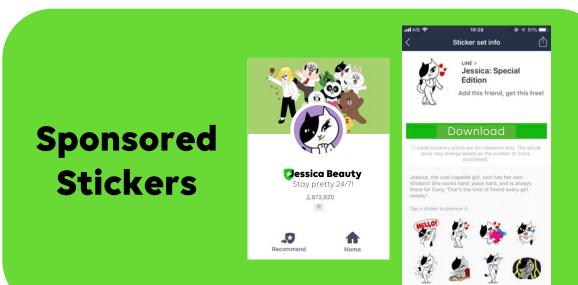
- 1. Business model is subject to change with notice
- 2. Revenue sharing model excluded production cost

BRAND SPONSORSHIP

ON LINE OFFICIAL ACCOUNT







REMARK:

- Lead time minimum 7 working days based on scope of work
- Sponsored post will be placed on broadcast message and timeline post

CONTENT & BROADCAST MESSAGE GUIDELINE

PUBLISHER • CELEBRITY • ARTIST • INFLUENCER

2020

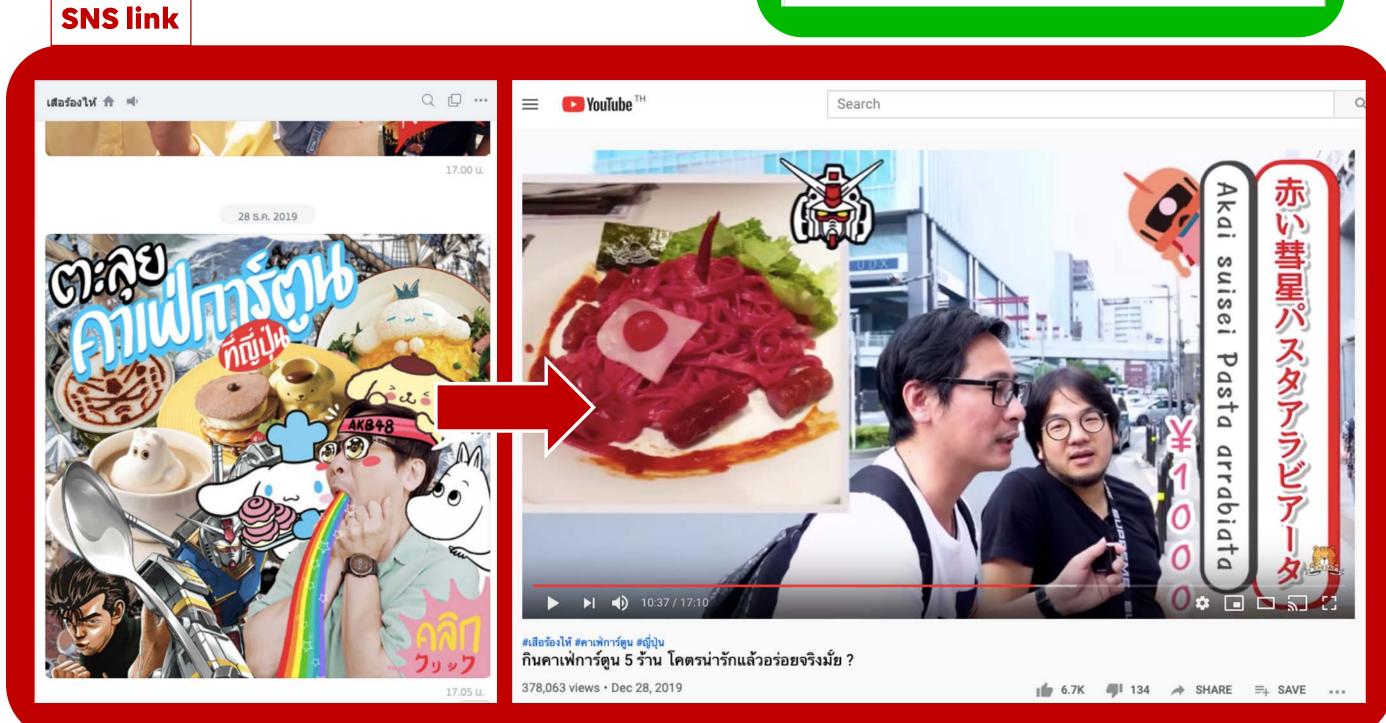


DOS

- Landing to website base, article-based contents
- Link to SNS e.g. Youtube, Facebook, Twitter, etc.
 (Not TV live or TV re-run or any TV program frame)
- Reproduce to create clean photo with no TV super, no promoting and no specific date and on-air time on TV station
- Allowed to link to LINE services
 (e.g. LINE Today, LINE TV, LINE Sticker, LINE Melody, etc.)
- Allowed to post advertorial content (Brand tie-in, Affiliate)



15.32 u.



RICH MESSAGE & TIMELINE POST

Article on website





ปธน.ฟิลิปปินส์ ประกาศปิดกรุงมะนิลา คุมการแพร่ระบาดโควิด-19 เริ่ม 15 มี.ค.

ประธานาธิบดีโรดริโก ดูแตร์เต ประกาศเมื่อวันที่ 12 มีนาคม ถึงแผนที่จะประกาศปิดการคมนาคมทั้งหมดใน กรุงมะนิลา เมืองหลวงของประเทศลง หนึ่งในความพยายามเพื่อควบคุมการแพร่ระบาดของเชื้อไวรัสโค วิด-19 ในประเทศลง แม้ว่าในฟิลิปปินส์จะมีผู้เสียชีวิตเพียง 5 รายเท่านั้นขณะที่ยอดผู้ติดเชื้ออยู่ที่ 52 ราย

ดูแตร์เต แถลงผ่านสถานี โทรทัศน์ท้องถิ่นของฟิลิปปินส์ระบุด้วยว่า รัฐบาลอนุมัติ ให้ โรงเรียน ในกรุงมะนิลา ปิดเรียนเป็นเวลา 1 เดือน ห้ามไม่ ให้มีการชุมนุม รวมไปถึงห้ามชาวต่างชาติจากประเทศกลุ่มเสี่ยงเดินทาง เข้าประเทศ อย่างไรก็ตามยังไม่ขัดเจนว่ามาตรการเหล่านี้จะมีผลเมื่อใด แต่การปิดการเดินทางเข้าและออก กรงมะนิลาทั้งทางบกทางเรือและอากาศนั้นจะให้มีผลในวันเสาร์ที่ 15 มีนาคมนี้

"มันคือการปิดเมือง" ดูแตร์เต ระบุ

ทั้งนี้ฟิลิปปินส์มียอดผู้ติดเชื้อค่อนข้างน้อยหากเปรียบเทียบกับประเทศที่มีการแพร่ระบาดอย่างหนัก อยู่ที่ราว 52 ราย ขณะที่ยอดผู้เสียชีวิตอยู่ที่ 5 รายเท่านั้น โดยจำนวนนี้ 1 รายเป็น เป็นนักท่องเที่ยวจากเมืองอู่ฮั่น ประเทศจีน

DONTS

- OA Name: not included "TV" or "No. of channel"
- Put TV channel endorsed program frame/super
- Put TV program logo
- Promoting TV station or specific date and on-air time
- Link to TV live, TV re-run or TV program on website or SNS (e.g. Youtube, Facebook, Twitter, etc.)
- Broadcast or post on timeline with

Commercial Content (Sell product directly)







Promoting TV station or specific date and on-air time



TV Program on SNS





DONTS

Commercial Content

- LINE IDOL *is not allowed to b<u>roadcast or post on timeline with Commercial Content</u> e.g product, clothing brand, course, etc.*
- Promotion and price of products





*** สงฟรี! เฉพาะรายการสั่งซื้อในสัปดาห์นี้ (28 ตุลาคม - 3 พฤศจิกายน) ***

https://www.facebook.com/tidlom.sky.hanger/

สั่งได้ที่เพจเลยค้าบ



Please follow the guideline

If LINE IDOL fail in any conditions, LINE will notice and entitled to terminate and suspend the LINE Services.

LINE OFFICIAL ACCOUNT

LINE FEATURE	OPTION 1 LINE OFFICIAL ACCOUNT FREE PLAN	OPTION 2 LINE OFFICIAL ACCOUNT PAID PACKAGE	OPTION 3 LINEIDOL	
Timeline Post	Unlimited	Unlimited	Unlimited	
Broadcast Message	1,000	15,000 - 35,000	Unlimited	
Premium ID	-	-	Free	
LINE Ads Platform (LAP)	-	_	✓	
Price	 OA plan = Free Premium ID = 444B/Year 	 OA plan = 1,200-1,500\$/month Additional Message (0.04-0.08\$/Message) Premium ID = 444\$/Year 	 OA plan = Free Premium ID = Free LAP = 5,000-15,000B (Minimum spending per month for LINE IDOL condition only) 	

OPTION 1

LINE OFFICIAL ACCOUNT

[FREE PLAN]

- FREE Timeline Post
- Limit broadcast message at 1,000 message/1 month (1 Active user = 1 Message)
- Pay Premium ID (444**\b**/Year)

LINE Official Account Monthly Plan

	Free	Basic	Pro	
Price	-	1,200 THB (USD 36.03)	1,500 THB (USD 45.05)	
Number of message	1,000	15,000 Messages	35,000 Messages	
Additional price per message	-	0.08 THB/Message	0.04 THB/Message	
Tag, Note, Quick Replies	~	~	~	
Rich Content	~	~	~	
Rewards Card	~	~	~	
Coupon	~	~	~	
Account Page	~	~	~	
Survey	~	~	~	

^{*}Monthly plan cannot purchase on iOS, please purchase via LINE Official Account Manager at manager.line.biz

OPTION 2

LINE OFFICIAL ACCOUNT

[PAID PACKAGE]

- FREE Timeline Post
- Limit broadcast message
- Basic plan = 15,000 messages/month
- Pro plan = 35,000 messages/month (1 Active user = 1 Message)
- Pay Premium ID (444**B**/Year)

LINE Official Account Monthly Plan

	Free	Basic	Pro
Price	72	1,200 THB (USD 36.03)	1,500 THB (USD 45.05)
Number of message	1,000	15,000 Messages	35,000 Messages
Additional price per message	-	0.08 THB/Message	0.04 THB/Message
Tag, Note, Quick Replies	~	~	~
Rich Content	~	~	~
Rewards Card	~	~	~
Coupon	✓	~	~
Account Page	~	~	~
Survey	~	~	~

^{*}Monthly plan cannot purchase on iOS, please purchase via LINE Official Account Manager at manager.line.biz

OPTION 3

LINEIDOL

GET FREE! OFFICIAL ACCOUNT

- OA Premium Account (Green Badge)
- FREE Premium ID
- FREE Unlimited broadcast messages
- FREE Timeline Post
- Accept and sign agreement
- LAP spending / month
 (Sponsor or Brand can absorb the cost)



66 Text, Photo, Video

Rich Message

Rich Video

Rich Menu

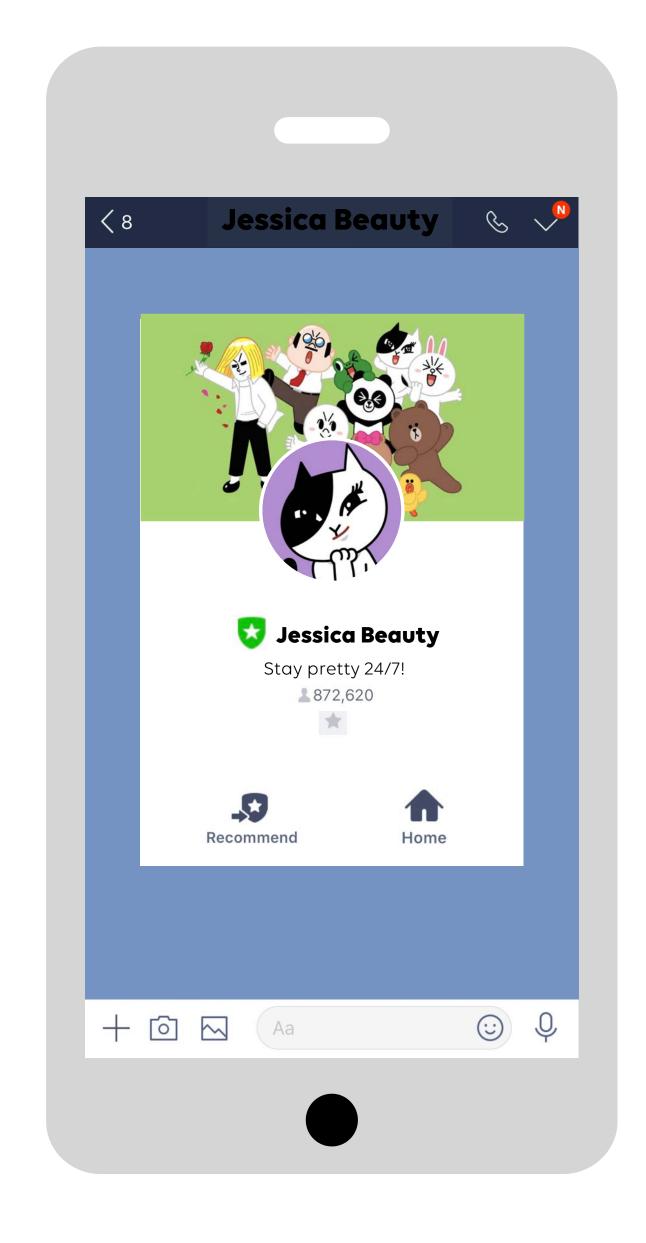
E-Coupon

Survey

Timeline

LIVE Chat (On-Air)

in-LINE LIVE Vlewer

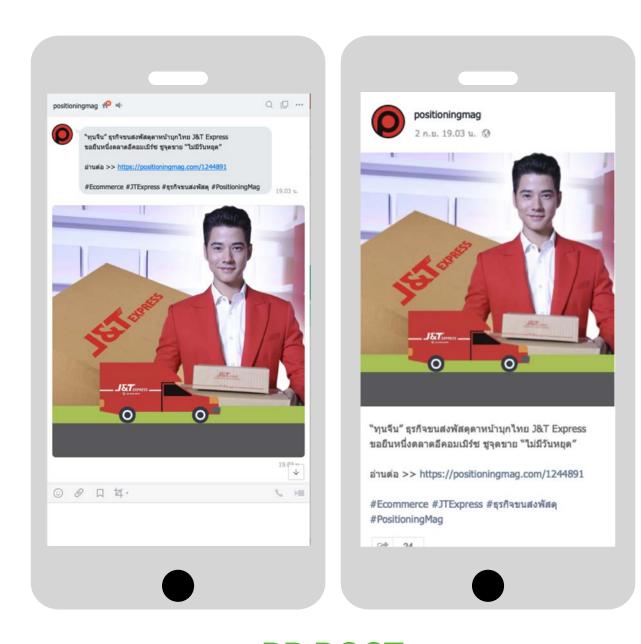


RATECARD

PUBLISHER • CELEBRITY • ARTIST • INFLUENCER 2020



PUBLISHER PRICE RANGE RATECARD



Price (THB)
10,000 ++
30,000 ++
45,000 ++
60,000 ++
80,000 ++
100,000 ++
150,000 ++



Ads spending for further reach out to audience through LAP

PR POST Post in LINE (OA/Timeline) (Finished material)

Remark

- Price depends on each publisher and scope of work
- Not eligible for agency discount.
- Exclude 7% VAT.
- Exclude LINE Ads Platform budget
- Exclude artwork, content writing, VDO/LIVE production; client shall provide materials.
- Sponsored post will be placed both on broadcast OA and Timeline post.
- Inclusive content preview and report for OA Reach, Click and LAP ads spending report (depends on ad objective).
- Lead time for reservation booking is 7 business days; (after submission of material & landing page)
- This packages will be expired in **31 Dec 2020.**

PUBLISHER/IDOL LIST and SNS

		YouTube		Facebook		INSTRAGRAM		TWITTER		WEBSITE	
No.	o. LINE OFFICIAL ACCOUNT NAME	Subscribers	URL	Likes	URL	Followers	URL	Followers	URL	Google Analytic (Traffic Monthly)	URL

RATECARD

NO.	LINE IDOL NAME	LINE IDOL OA ID (@xxxxxxxxxx)	Туре	Current Followers	Pack 1 Material from client	Pack 2 Advertorial content (Website)	Pack 3 Tie-in Photo (1 Photo)	Pack 4 Tie-in VDO (1 min)	Pack 5 Tie-in OA LIVE (30 mins)

OA Register Sheet

LINE C	Official Account Submission Sheet	Fill-in Informations
1	Client Name	Test
	Sub-Company/Commercial Name	Test
2	OA Name	Test
	(Max 20 Characters)	Character count (Max:20) Spaces and Special Characters are permitted (eg. !@#\$%^&*()-
		=_+[]{}<>/?)
3	OA ID	Test
	(Max 19 Characters)	Character count (Max:19) only English Alphabets, underscroll(_), dot(.) and dash (-) are
		permitted
4	Service Language	Thai (TH)
5	Service Country	Thailand
6	Category	Media
		Default = Brand/Service, If not, please select from drop-down list
7	Push Notification Default Setting	Off
		Default = Off (50% Surcharge will be apply if the setting turned on by default)
8	Sales Package	Standard Package
9	Purpose	Public
10	Launch Date	03/15/2018
11	Campaign Type	LINE IDOL
12	Profile Image Format	PNG or JPG only
		640x640 PIXEL ONLY

APPENDIX



BROADCAST BEST PRACTICES



Perfect day and time

Sat, Sun Fri Mon 8 AM - 8 PM



Frequency

4 times per week

Fashion, Health & Beauty, food & drink, Beauty & Spa, Education

3 times

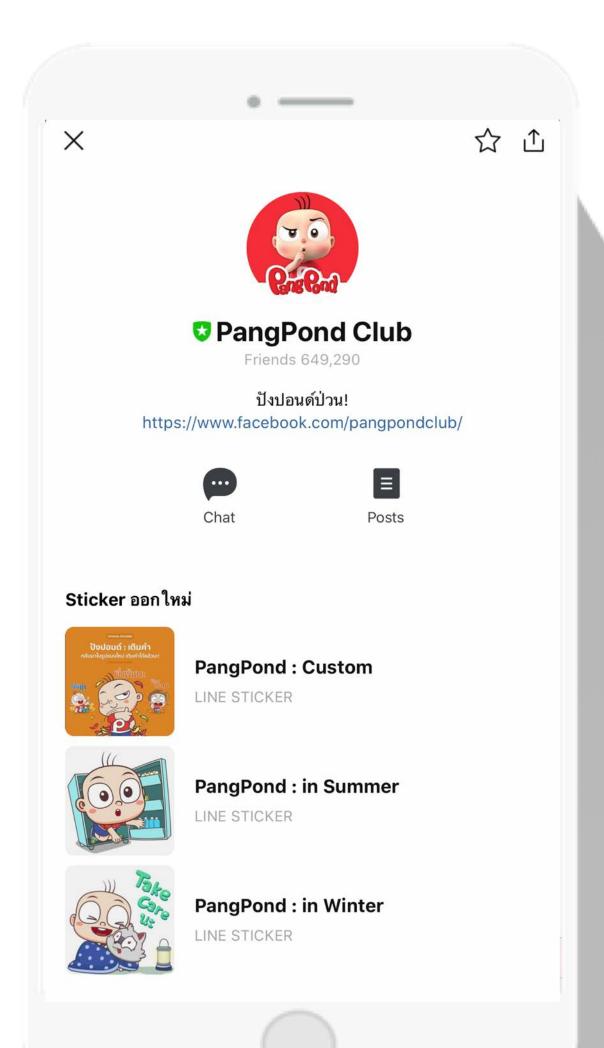
per week

Other products and services

LINE OA Feature

ACCOUNT PAGE

Tell about your description



GREETING MESSAGE

Impress new followers with welcoming messages



TIMELINE POST

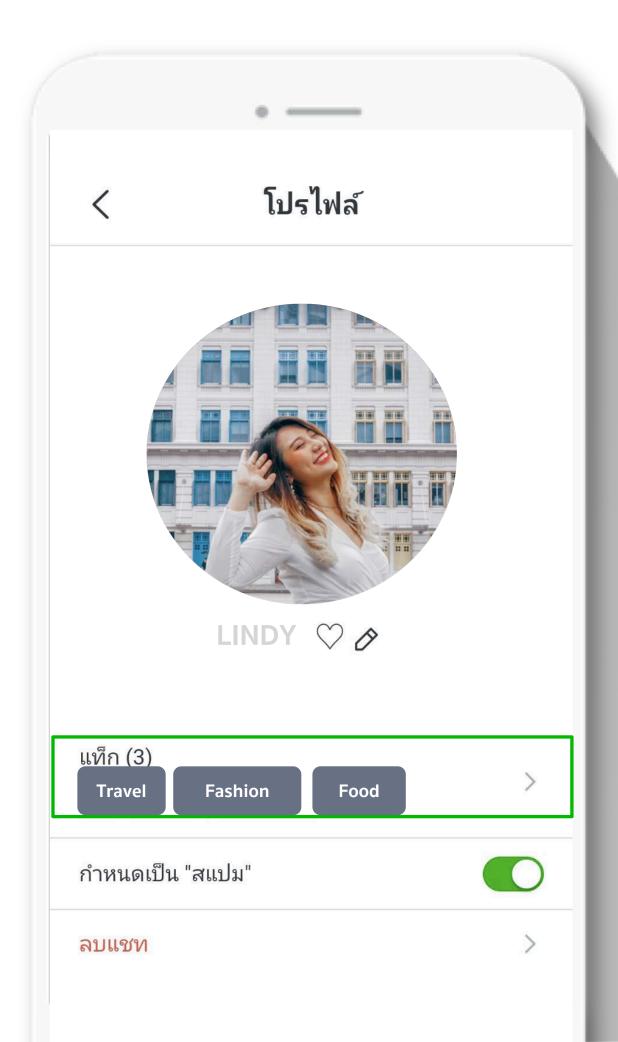
A great way to get more people to see your posts and news



LINE OA Features

CHAT

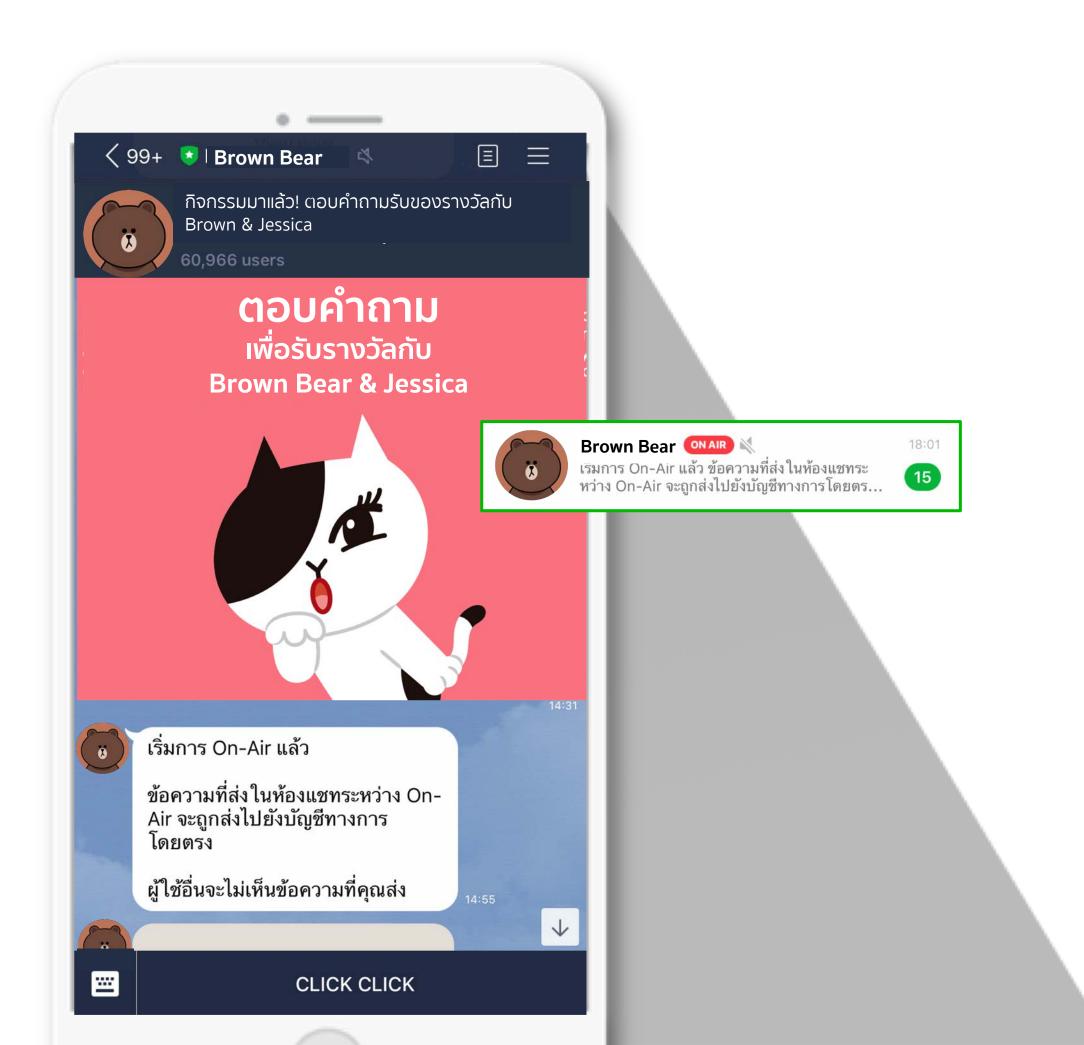
Get closer to your fans



- ✓ Multiple admins
- ✓ Tag
- √ Group Chat

ON-AIR

Create Activity



LINE TIMELINE

KEY FEATURES

LINE Story



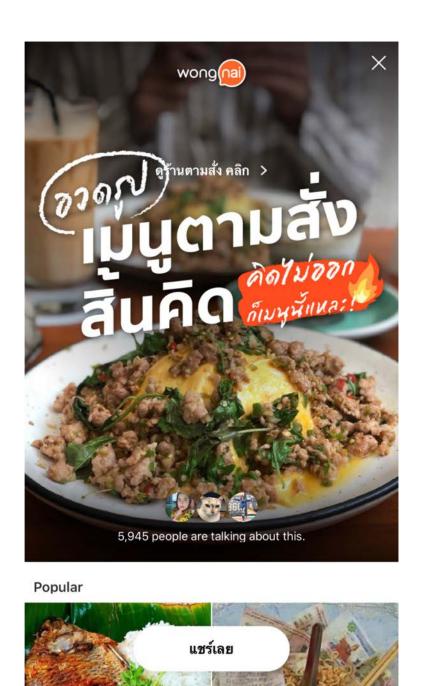
Allows users to express and share their "now" moments with their friends on LINE

Meme Maker



Preset expressive
images where users can
edit wordings to their
emotions and easily
share on LINE or other
social media

Hot Topic



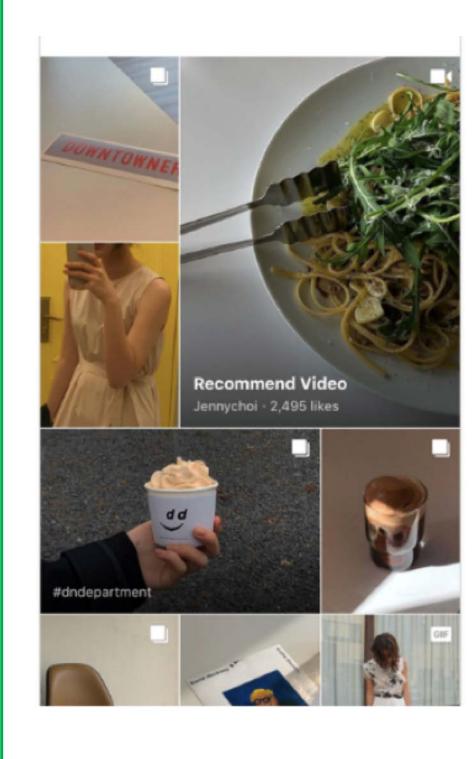
Timeline Challenge that allows users to share their photo content to public with similar interests

Quiz



Various quiz contents for users to participate and share results on Timeline

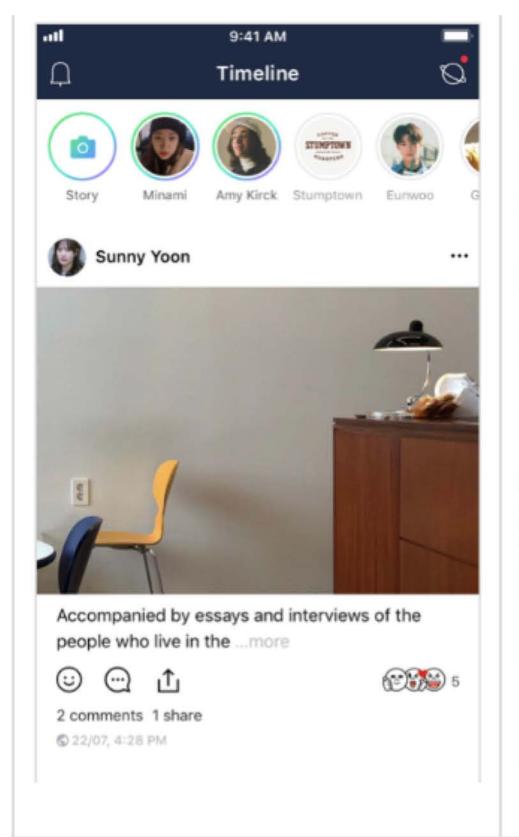
TIMELINE EXPLORE



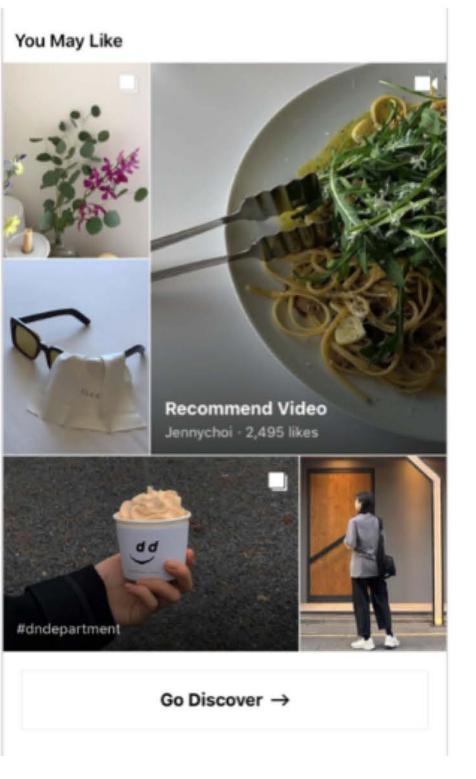
Area where posts uploaded from non-friend accounts can be viewed that match with your interest

TIMELINE EXPLORE FEATURE

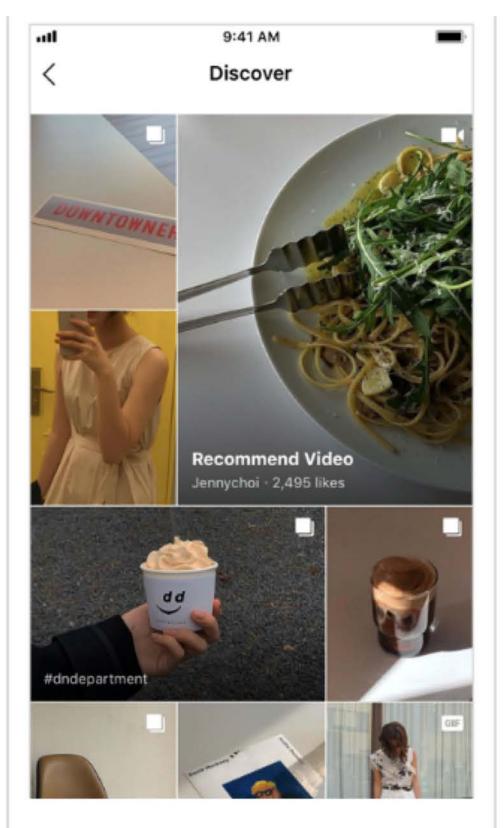
Timeline Feed



Module on Timeline Feed



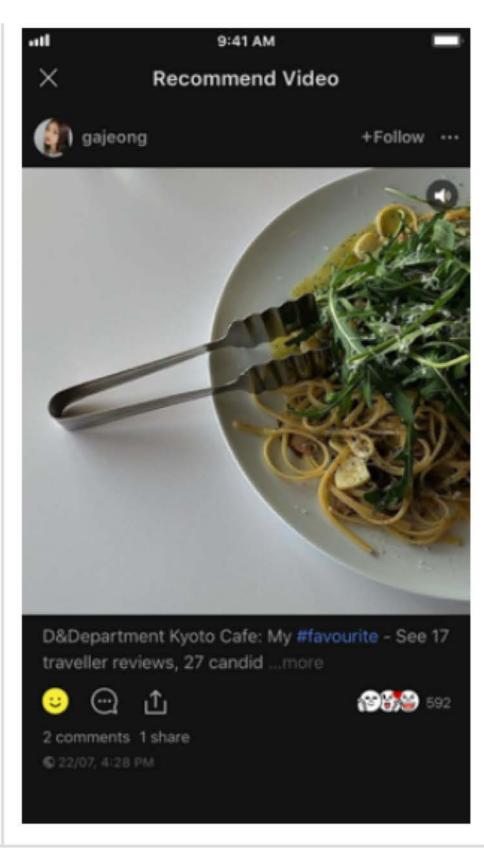
Main Page



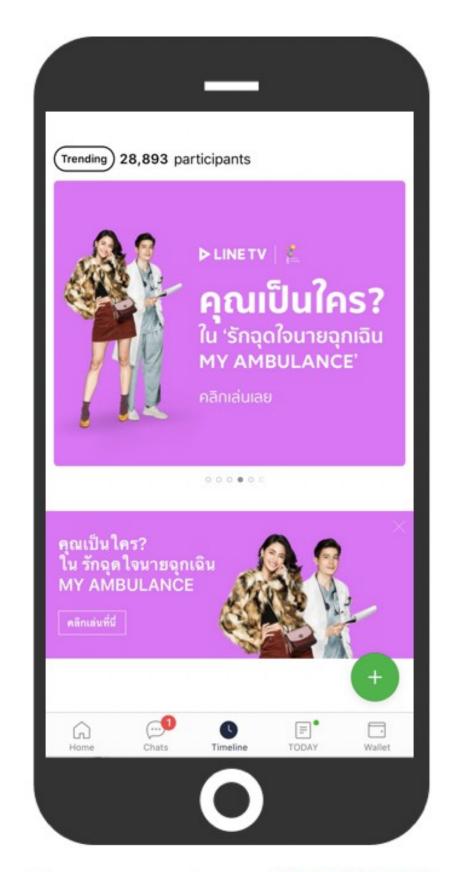
Post Feed



Video Viewer



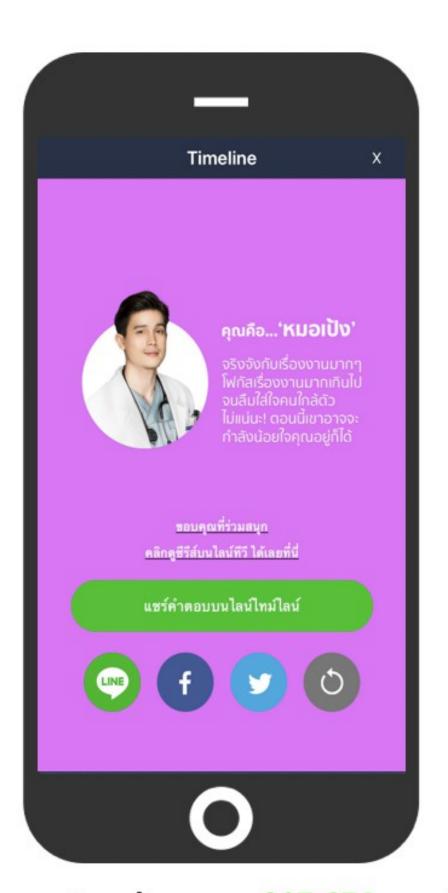
USE-CASE Timeline QUIZ: LINE TV



Summary view = 16,883,160



Intro page = 324,734



Result page = 207,674



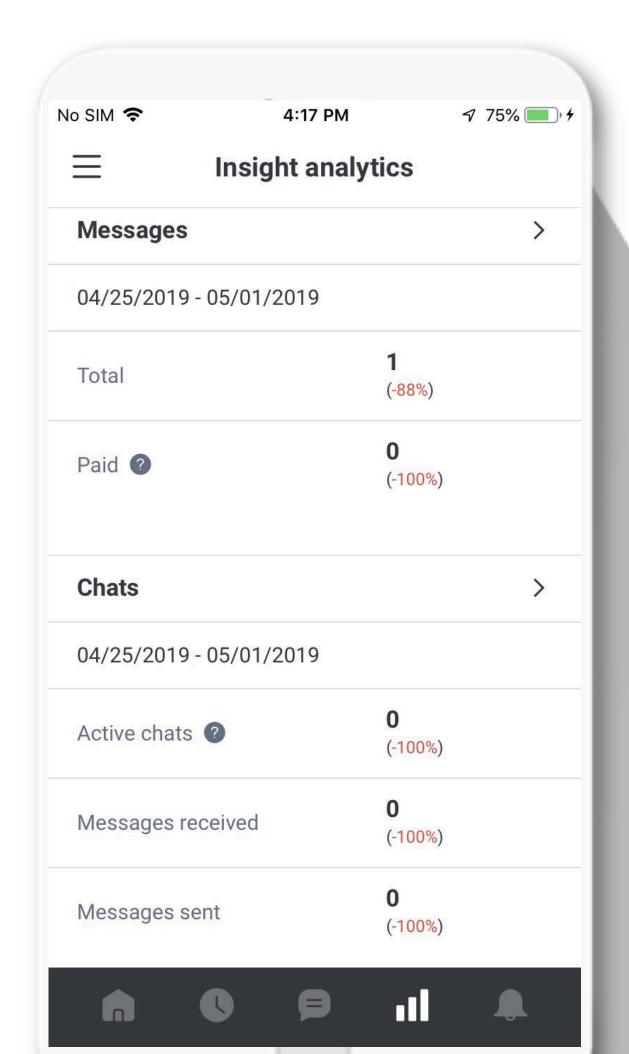
Share to Timeline page = 142,135



Outlink click = 4,747

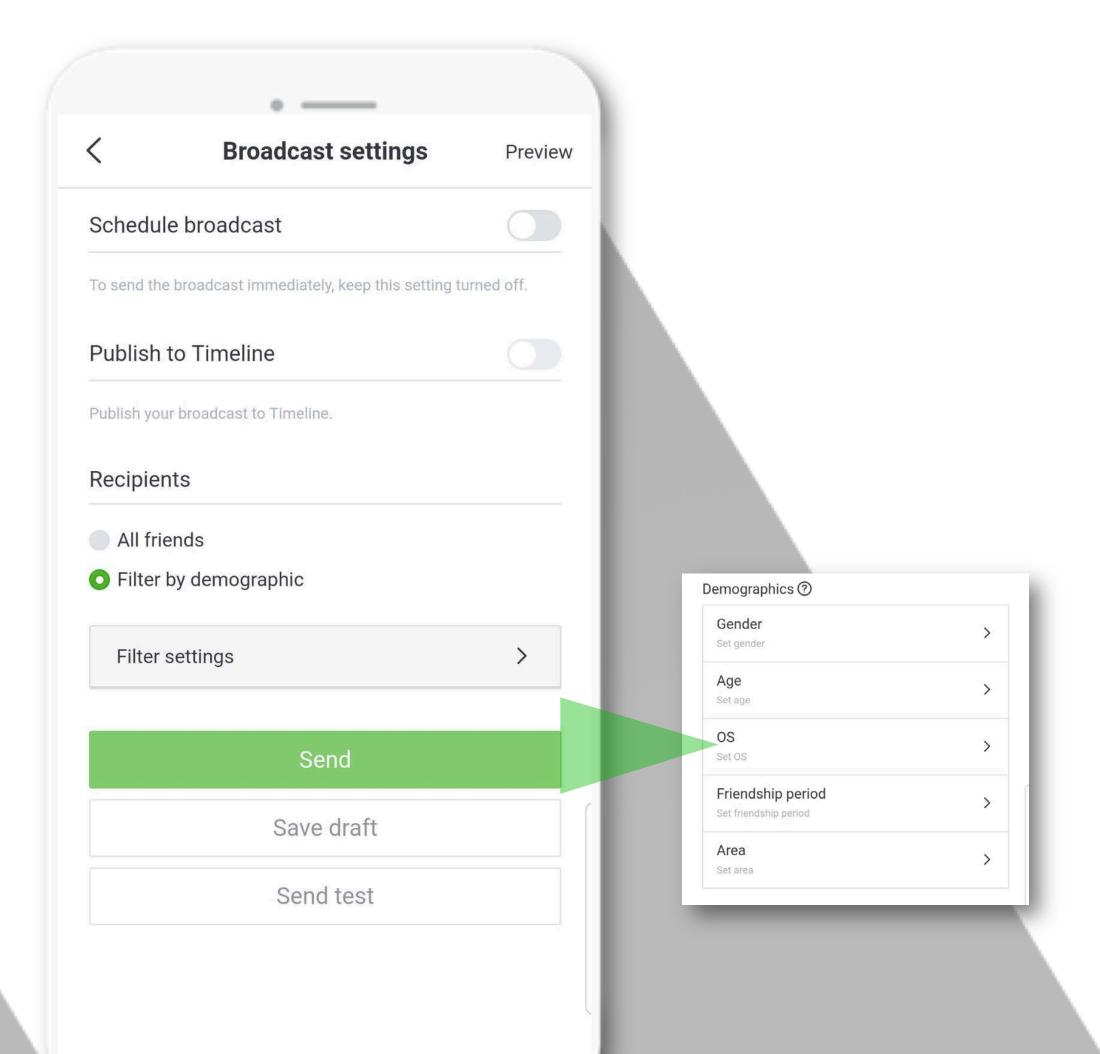
OA INSIGHT ANALYTICS

Get to know your followers better



SEGMENTED BROADCAST

Filter by demographic gender, age, OS, friendship period and area



THANKYOU

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