

havas media

COVID19 in Belgium

2 weeks after the wake up call

March 25<sup>th</sup>

Brussels

Dear Partners,

This is the second edition of our analysis about impact of Covid-19 on media consumption and consumer behaviors in Belgium. Additionally, we provide you some reflections about and thoughts on opportunities and on a meaningful communications approach. A few local and international examples are also included.

During these unusual times, our strategy and insights team will continue to produce these types of actionable insights.

Please, never hesitate to ask your Havas Media contact for more information or any other questions or requests.

For the whole Team,

Hugues L. Rey CEO Havas Media Belgium



# **Coronavirus impact on TV and Web**

A complementary mix for Belgians in need of information



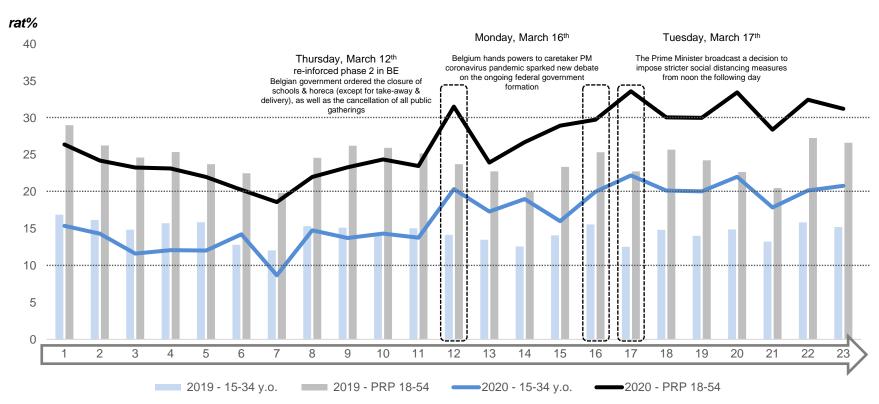




## YOUNG & OLD(ER) GATHER TOGETHER TO WATCH TV

## Evening news is more than ever the daily appointment for Flemish households

analysis on 7 pm - 11 pm timeband

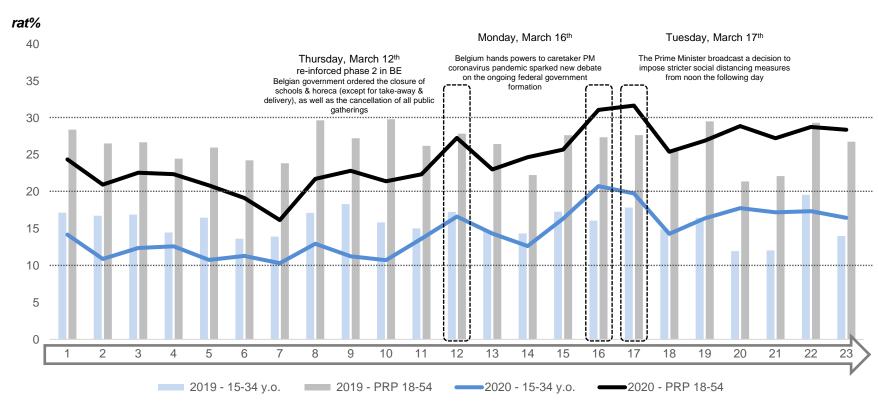




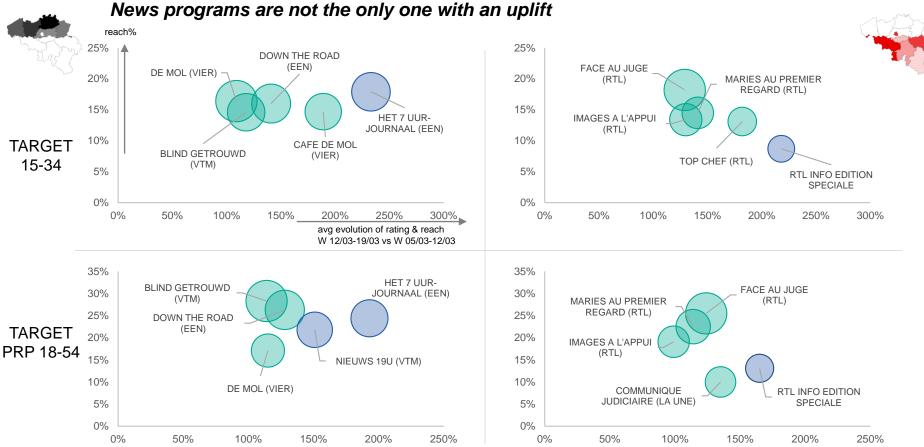
## YOUNG & OLD(ER) GATHER TOGETHER TO WATCH TV

## Evening news is more than ever the daily appointment for FR-speaking HHs

analysis on 7 pm - 11 pm timeband



# BUT IN THE END, PEOPLE TURN ALSO INTO ENTERTAINMENT

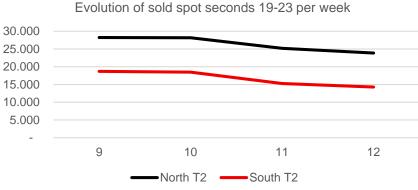




### **CONCLUSIONS AND OPPORTUNITIES in BELGIUM**

Don't forget: news programs are not the only one with an uplift

- Audiences are probably going to be up +20% for the foreseeable future (during lockdown).
   First data seems to confirm this evolution
- The Belgian market is still largely a spot-by-spot buying market, which means we are facing lots of reworking with the reprogramming on all channels. However, reprogramming and larger audiences will give extra possibilities to optimize
- Meanwhile, the demand for TV ad space is declining due to cancellations of campaigns.
   There is a drop in sold seconds during the prime time of the TOP 2 commercial channels (comparison before crisis)
  - -15% in the North
  - o -23% in the South





## **CONCLUSIONS AND OPPORTUNITIES in BELGIUM**

Don't forget: news programs are not the only one with an uplift

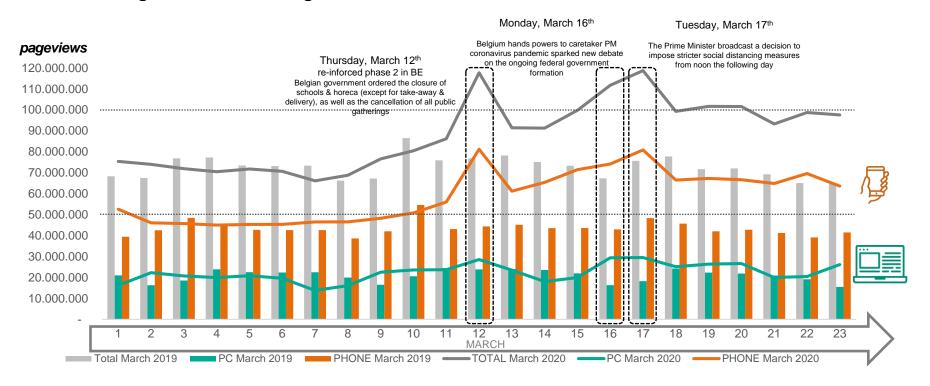
- Important to consider Brand Safety within current context and react accordingly:
  - Cancellations are possible and will be treated without additional costs (as long as annual engagements are respected) by TV & Radio sales houses
  - Think about adapting material to the crisis; very creative and last-minute adaptions that ensure a
    positive message have already aired
  - Last minute campaigns will be met with open arms by sales houses. Opportunities for branding on TV
    are high, especially for FMCG sector





## SMARTPHONES ARE THE MAIN DEVICE FOR SURFING

Belgian sites see a huge increase of traffic since March 12th



## MOBILE = MAJOR DEVICE DURING BELGIAN CORONA OUTBREAK

#### Newsbrands 1st source of info in the NORTH; public broadcaster in the SOUTH

#### Thursday, March 12th 2020

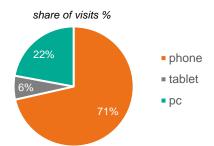
Domains	Page views ▼
1. HLN.be (NL)	18 152 663 🔨
2. Nieuwsblad (NL)	7 288 788 🔨
3. VRT (NL)	5 446 269 🔨
4. RTBF.be (FR)	3 872 144 🔨
5. RTL.be (FR)	3 095 099 🔨

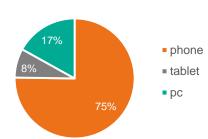
#### Sunday, March 15th 2020

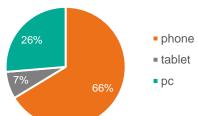
Domains	Page views 🔻
1. HLN.be (NL)	14 521 878 🔨
2. Nieuwsblad (NL)	6 461 007 🔨
3. 2dehands.be-2ememain.be (NL/FR)	3 916 057 🔨
4. VRT (NL)	3 849 767 🔨
5. RTBF.be (FR)	2 703 507 🔨

#### Monday, March 16th 2020

Domains	Page views *
1. HLN.be (NL)	17 432 214 🔨
2. Nieuwsblad (NL)	7 184 227 🔨
3. VRT (NL)	4 825 959 🔨
4. RTBF.be (FR)	4 093 395 🔨
5. De_Standaard (NL)	3 447 299 🔨











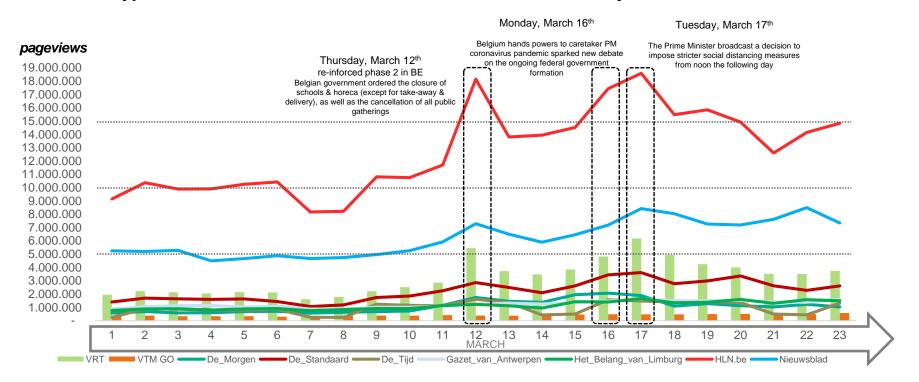
gains importance during weekdays (= working days) – 2<sup>nd</sup> entry point

Source: Gemius/CIM - gemiusAudience study: Multiplatform - Population 12+



## **NEWSBRANDS OUTPERFORM A|V BROADCASTERS ON THE WEB**

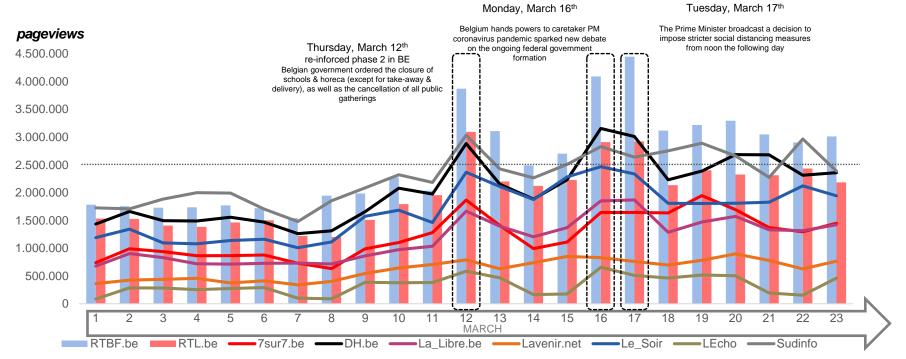
## Hyperlocal newsbrands HLN.be & Nieuwsblad are the major source of info





### INTEREST FOR DIGITAL NEWSBRANDS & MAIN TV SITES STAY HIGH

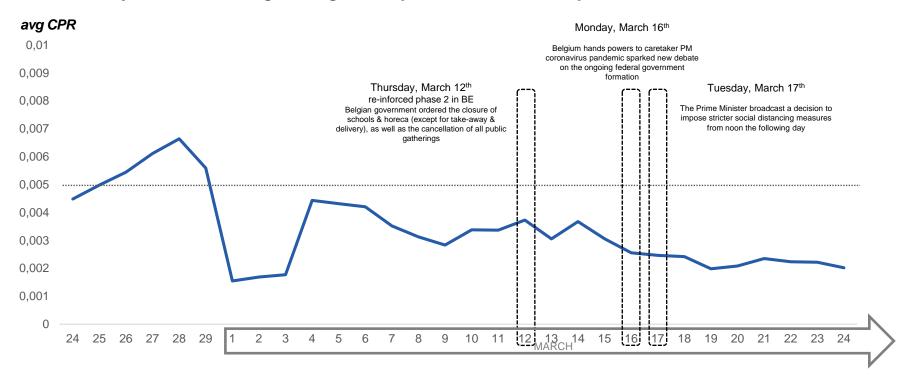
A/V broadcasters in decline where (hyper)local newsbrands stay relatively stable with higher audiences than before the lockdown





#### **BELGIANS SPEND MORE TIME ON SOCIAL**

Significant increase in available reach and inventory on FB & Instagram as shown by the diminishing average Cost per Reach on these platforms





# **CONCLUSIONS AND OPPORTUNITIES in BELGIUM**

- Traditional newsbrands are outperforming A|V broadcasters on the web, esp. hyperlocal brands are doing well (regional editions). Qualitative newsbrands (De Standaard, Le Soir) are also doing well
- The two main TV broadcasters on the web are also doing great in the French-speaking part of Belgium. In stark contrast, the Flemish TV broadcasters do not perform well on the web
- The saleshouses adapt their commercial offers (360°) and provide flexibility through their different supports
- Important to consider Brand Safety within current context and react accordingly
  - Digital allow to react rapidly and change the creative material in a smoothier way than on other media
  - Thanks to brand safety, the saleshouses assure advertisers that their campaign will not be placed next unsafe content



# The paradox of media

#### A BOOM IN AUDIENCES BUT A COLLAPSE IN ADVERTISING REVENUES

# FACTS PROVE BELGIANS TURN TO MEDIA FOR INFORMATION & ENTERTAINMENT



ADVERTISING REVENUES ARE COLLAPSING DUE TO CANCELLATIONS OR DEFERRAL



viewed webpages and apps of Belgian Media grew of 50%



between mid-February and mid-March



time spent in front of television between 17h and 23h







39% on average in 2019 since 12<sup>th</sup> March +**52**%



Rossel and Mediafin : "advertising market decrease from 25% to 75%



JCDecaux :
"business will decrease of 75% after
Easter"



IP and RMB : "25% of the campaign are cancelled or delayed"



## **EXPERT OPINIONS**



We never learn from the past. During previous crises, studies have shown that advertisers that continue to invest are the first ones whose business will recover after the crisis

Philippe Delusinne, CEO, RTL Begium



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We might need to consider a large national activation with all media to jumpstart our economy after the crisis

Aurélie Clément, Trading & Revenue Director, RMB





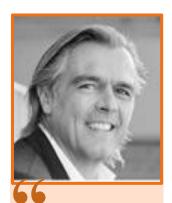
If we observe other big countries hurted by coronavirus like Italy or China, advertisers invest more in local and digital media better than on an international platform



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Among advertisers, I see a lot of companies able to adapt their communication with incredible speed. This shows that difficult moments can be creatively stimulating





This crisis shows
again the power of
our local media
and the
unbreakable
relationship
Belgians have
with their media of
choice

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Ben Jansen, CCO, DPG Media

Denis Masquelier, General Director, IP



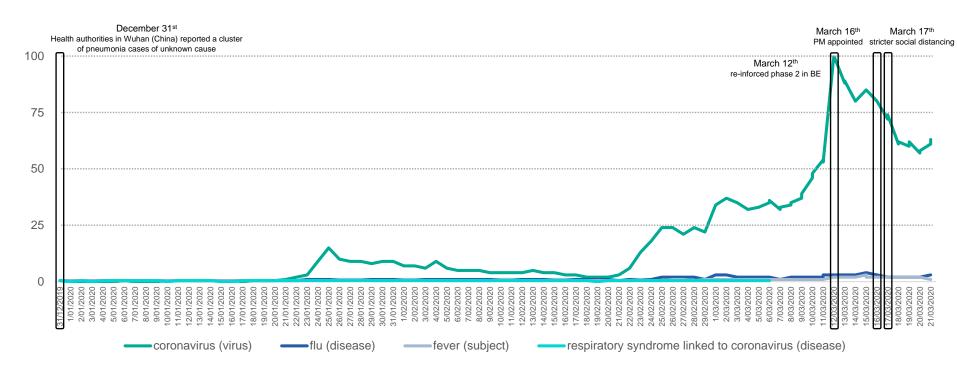
# **Belgians react to the COVID-19**

From food stocking to support



## **RE-INFORCEMENT OF PHASE 2 = WAKE UP CALL FOR BELGIANS**

Information about the virus dominates above symptoms

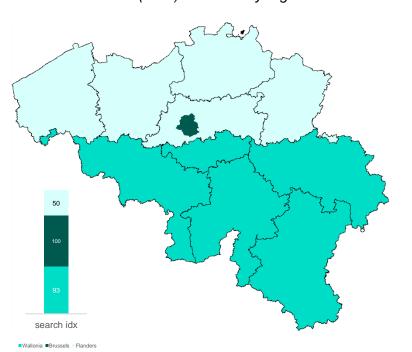




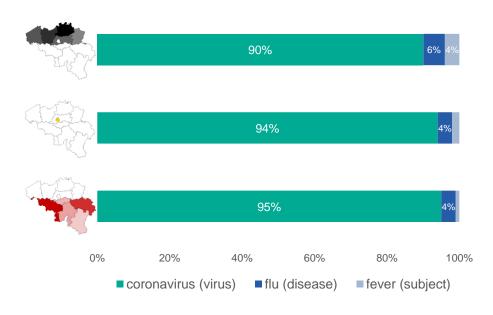
## FLEMISH PEOPLE ARE SLIGHTLY MORE INTERESTED IN SYMPTOMS

Search volume about coronavirus is significantly less higher in the North and much higher in the capital

coronavirus (virus) - interest by region



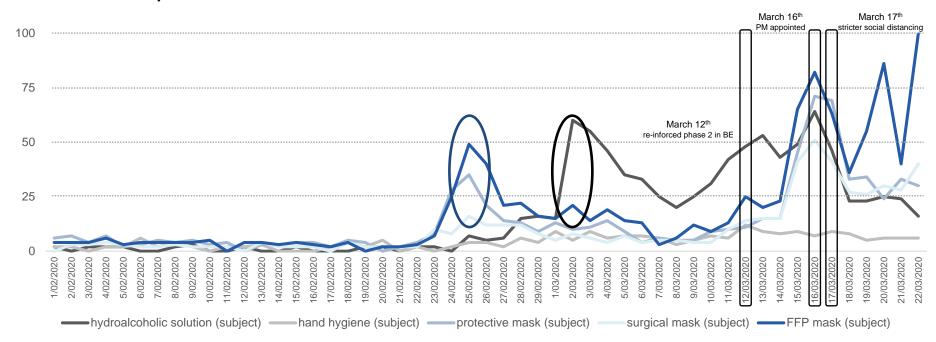
#### % by subject (3) by region





### **RELATED CONCERNS ARE EVOLVING**

End February the interest for (filtering- FFP) masks rose steadily with a drop begin March. Since 15th March, the interest rose again. News covered the topic a lot these days with higher search volumes as a consequence

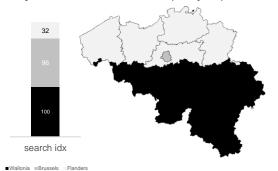




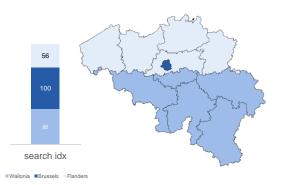
#### PROTECTION IS THE NUMBER ONE PRIORITY

High search volume for tutorials and (product) information about specific protections

#### hydroalcoholic solution (subject) – interest by region

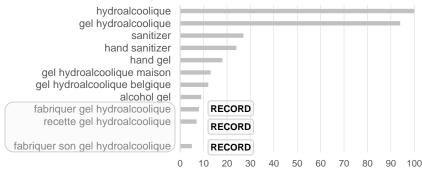


FFP mask – interest by region



RECORD

#### associated gueries hydroalcoholic solution (idx search volume)



rising & record gueries related to CORONA

### MAKING HYDROALCOHOLIC GEL

MANUFACTURE A (PROTECTIVE) FACE MASK

HYDROALCOHOLIC GEL 5L

TUTORIAL FACE MASK

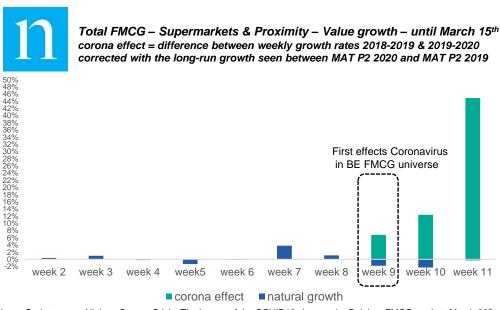
HOW TO MANUFACTURE A FACE MASK

SEWING A FACE MASK RECIPE HYDROALCOHOLIC GEL

#### BELGIANS FEAR FOR THE NEAR FUTURE

Nielsen noticed real stocking behavior comes up in week 11 (March 9<sup>th</sup> – March 15<sup>th</sup>)







# **CONSEQUENCES IMPACT FMCG... AND OTHER SECTORS**

# gondola<sup>\*</sup>

# COVID19 modifies consumption habits and impacts the retail sector



es armoires sont remplies de denrées alimentaires, le frigo également.
Pas d'abus ni d'excès, mais tout de même... Il y a quelques jours encore
c'était tout l'inverse. En effet, depuis l'annonce du confinement, Carlos a dû
quelque peu adapter ses habitudes de consommation. Portrait.





cans products



foods products

body care products

beauty products



home products



health products

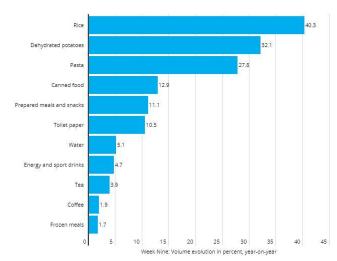
# COVID-19: BELGIANS ARE STOCKING UP AND STAYING SAFE

Though big noticeable boosts in sales were limited to hand sanitizing gels before COVID-19 began its spread in Belgium, consumers immediately began stocking up on their "pandemic pantries" when the virus began to take hold on March 1st (end of week nine).













## **CONTAINMENT CREATES NEW TRENDS**

# It changes our individual & collective/social behaviors

#### online sport



Confinement : nos bons plans pour faire du sport à la maison







#### on-nomi



"L'on-nomi " : prendre l'apéro à distance en période de confinement

Qui a dit qu'il fallait aller dans les bars et les restaurants pour savourer un apéro entre amis ? Une nouveille tendance tout droit venue du Japon nous prouve que même confiné chez soi, il est possible de trinquer un coup avec ses proches. Le nom de cette pratique ? L'on-nomi. On vous explique !

# back to consumption of local products





### SMALLS AND LOCALS SHOP ADAPT ONLINE

## Shops, restaurants need to follow-up the online delivery shopping trend





Comment créer votre eshop et vendre vos produits et vos plats dès demain.

Commercants, Horeca. Dans cette période de crise, il est urgent de rebondir rapidement. Nous partageons notre expertise dans le commerce en ligne afin que vous puissiez continuer votre activité rapidement et facilement tout en respectant les nouvelles règles de prévention.

Rejoignez notre page Facebook pour récolter vos ommentaires sur le guide, et que vous puissiez exprimer comment on peut vous aider en plus. Nous essaierons d'être éactifs mais analyserons d'abord les demandes les plus potentiellement créé leur boutique en ligne grâce au guide, et permis à vertinentes pour le plus grand nombre avant de répondre.





#### Dans ce guide, nous vous expliquons comment:







Créer votre boutique en Accepter les palements par ligne en toute autonomie carte de crédit

Assurer la livraison de façon fiable et rapide

#### Coronavirus: on peut aussi commander en ligne chez les petits commerçants

L'appli Rapidle propose une solution de « click and collect » pour les commerçants de proximité. Nouveaux clients et nombre de commandes sont en très forte hausse.



La plateforme Rapidle, qui propose aux petits commercants une solution de « click and collect » via un site internet et une application mobile, a recu de nombreuses demandes pour des installations en urgence. - D.R.















00 10

#### **HELP & SUPPORT ARISE FROM EVERYWHERE**

From nightly applause for helpers to Belgian police broadcasting a parody of a Claude François hit to encourage #stayathome





havas media

# How to react in a meaningful way?

Some inspiring examples of the last few days



Locally



Globally

### TELCO SECTOR IS ON THE FRONT LINE & VERY REACTIVE

### Network reinforced, data & calls for free, free TV content



# Coronavirus: Proximus et Orange Belgium font un geste pour leurs clients

Les deux opérateurs ont communiqué dans la soirée de ce vendredi.



Mis en ligne le 13/03/2020 à 19:07 par Belga





#### Orange Belgique : réseau renforcé et +5 GB de data gratuit

Depuis hier, l'opérateur Orange constate un pic exceptionnel de trafic vocal sur son réseau GSM. Sa capacité d'interconnexion avec les autres opérateurs en Belgique a été renforcée et ses équipes techniques surveillent le réseau mobile de près.

Orange ajoutera un volume de données mobiles gratuit de 5 GB aux abonnements GSM de ses clients résidentiels et professionnels. Les clients recevront les modalités précises dans le courant de la semaine prochaine.



# CORONAVIRUS? FAISONS FACE TOUS ENSEMBLE!



#### Telenet: data GSM doublé, volume internet doublé, films et séries gratuits

GSM et Internet : les clients ayant une limite de volume dans leur abonnement GSM ou internet recevront le doublement de la quantité de données dont ils disposent d'habitude. Cela vaut également pour les clients Telente Business. Pour l'internet fixe à partir du lund 15 mars. Dour le mobile à partir du mard 113 mars au matin. et les deux certainement lusou 3u 3 avril inclusion.

TV: des films et séries gratuits dans le catalogue à la demande, ainsi que sur le canal 11, à partir de mardi 17 mars. Cette sélection comprendra un mélange de programmes locaux et internationaux. Le contenu sera complété dans les jours suivants.

Clients professionnels touchés par les mesures gouvernementales (activité fermée): Telenet offre la suspension temporaire gratuite de leur abonnement ou un report de paiement gratuit, à leur demande.

Voir tous les abonnements Telenet avec cashback Astel









#### Coronavirus: Proximus pou ses données à disposition

Pour lutter de manière plus ciblée contre l'épidémi – qui en disent long sur les habitudes de mobilité -Le premier opérateur du pays étudie la faisabilité c utilisation avec un tiers privé à des fins de santé pu

La Belgique se serre les coudes et Proximus donne un coup de pouce. Appels gratuits vers les lignes fixes, 10GB extra de data mobile, internet illimité à la maison et du contenu en plus pour la TV. Découvrez tous les détails sur proximus.be/proximushelps



Think possible

Proximus: +10 GB de data gratuit, internet illimité, films et séries gratuits, appels gratuits vers les fixes

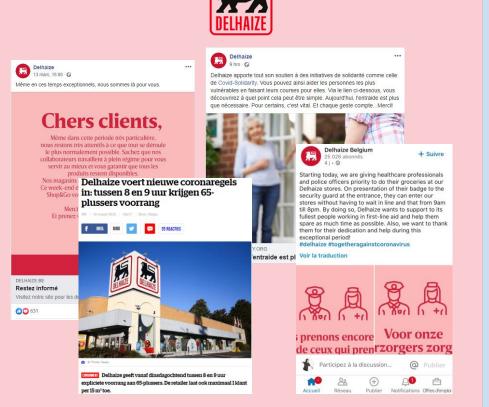
- Clients GSM abonnés (pas prépayés): ajout d'un volume gratuit de 10 GB de data supplémentaires + appels illimités vers les lignes fixes beiges 24h/24. Depuis la Belgique et l'Europe.
- Clients internet: La vitesse internet ne sera plus ralentie si on dépasse les 100 GB (abonnement Start) ou 150 GB (abonnement Comfort hors pack) de volume de téléchargement. Elle ne sera raientie que si on atteint le volume de 3 TB des abonnements Maxi. Minimus et Tuttimus.
- Clients TV: accès gratuit à la chaîne Movies & Series (canal 13).
- Clients ligne fixe: appels illimités vers les autres lignes fixes belges 24h/24.

Le tout est automatiquement activé du 14 mars au 31 mars inclus.

Voir tous les abonnements Proximus avec cashback Astel

### RETAILERS NEED TO POSITION THEMSELVES POSITIVELY

Service, products availability, opening hours for seniors, sanitary respect







# IN THE FOOD RETAIL, SYNERGIES EMERGE BETWEEN COMPETITORS

## Employees prevention, priority access for the health sector









Touchez uniquement les produits que vous

achetez.







#### CoViD-19: Colruyt vous informe!

Chère Cliente, Cher Client,

Veillons ensemble à préserver notre santé et notre calme.

Nous tenons tout d'abord à vous assurer que nos magasins sont et resteront ouverts et approvisionnés durablement

Les mouvements de foule très inhabituels de ces derniers jours, ont désorganisé temporairement la chaîne de l'approvisionnement. Rien de grave, juste du retard, ensemble, gardons notre calme.

Nos équipes logistiques, transports et magasins travai situation normale. Nos entrepôts ont du stock, sont livi aucune pénurie à prévoir.

Nous restons à votre service, même si, ensemble une collaborateurs sont équipés de matériels individuels de règles de nettovage mis en place par notre plan de co leur exposition mérite une protection renforcée.

Appliquons ensemble et strictement les gestes barrièr

- · Distance de sécurité minimale d'un mètre
- · Nettoyage à la lingette des barres de caddie et
- · Privilégier le règlement par carte bançaire mêm
- · Présenter sa Carte privilège Colruyt plus coté

Concernant Collect&Go, nous sommes au regret de vi courses en ligne. Nous mettons tout en œuvre afin que

Nous sommes tous confiants qu'ensemble, raisonnab plus agréablement cette période inédite

Merci de votre compréhension Les équipes Colruyt à votre service.

#### Coronavirus: Colruyt lance un appel à ses clients

Un appel qui fait suite aux comportements de certains





Ces derniers jours, les supermarchés ont été pris d'assaut par les consommateurs, malgré les appels au calme

## **EVERY ACTOR IS COMMUNICATING CAUTIOUSLY**





Nous demandant à nos clients de donner la priorité aux personnes agées 65+ pour faire leurs courses entre 8h30 et 9h30.





caddle pour faire vos courses et de maintenir une distance entre chaque personne équivalente au minimum à ce chariot. Les paniers à provisions ne seront

Lidi Belgium
March 23 at 3:46 PM - 🌣

LES MESURES SANITAIRES ET SÉCURITAIRES

faire vos courses seul dans la mesure du





Aan alle hamsteraars ... Wij hebben alvast genoeg voorraad om onze

□□≅ 1.1K

169 Comments 237 Shares



#### Latest ALDI Update (March 16, 2020)

ALDI stores across the country will be open from 9 a.m. to 7 p.m. daily starting today. Some stores may have limited hours to accommodate restocking and cleaning.

#### ALDI Store Update (March 14, 2020)

appreciate you as our customer and continue to do what we can

We want to assure our customers that keeping our stores open, clean and stocked is our highest priority

Our entire team - including a vast network of employees and partners, from our distribution centers to our drivers and store associates - are tirelessly working to ensure groceries are on shelves as quickly as possible.

We are working with our suppliers to source as much additional product as we can to keep our distribution centers stocked. Some stores will be temporarily closed or have limited hours. At this time, we cannot provide specific location information. We

#### A message to our customers about coronavirus from our CEO, Jason Hart (March 13, 2020)

Our fearms are working diligently to keep our shelves stocked and we are continuing to react to the Covi increased demand and challenging supply, we are focused on the products you are fixely to water most. fermé préventivement ce mardi made meals, cleaning supplies, toilet paper and more. To support as many customers as possible, you on select items. We appreciate your patience as some of these products may be temporarily unavailab

To both maintain a clean and exte environment for you and our employees you are intensifying clean offices and warehouses. We have dedicated more time to sanitization procedures, focused on the mo ALDI customer your shooping experience may look a little different as we continue to pavinate this diffifor your understanding

We are thankful for the hard work and dedication of our team members each and every day. We are co communication with our feam and are encouraging any sick team members to stay home. In addition, leave policy to further support our employees and their families

Again, thank you for being a loyal ALDI customer, and we look forward to continuing to serve you, you Respectfully.

Jason Hart

CEO ALDILLIS

If you have any additional questions regarding our response to Covid-19, please use one of the following

For customer inquiries, please submit questions online here

For media or government inquiries, please contact the ALDI Public Relations department

# Coronavirus: l'Aldi de Gosselies



Plusieurs clients n'ont pas caché leur étonnement de voir leur grande surface fermée ce mardi après-midi. Il s'agissait d'une mesure préventive!

## THERE ARE MAJOR OPPORTUNITIES TO GRAB IN A MEANINGFUL WAY

## Airlines companies, well-being/sport brand or mobility/public services





Belgium O

Flexibles policies zero change fees on bookings



#### Refunds

We realise that the Coronavirus has a big impact on your trip. If you don't want to change your flight, you can request a refund in the form of a voucher until 30 September 2020. Vouchers are valid for 1

Coronavirus: Flight suspension from 21 March until 19 April 2020 included.

Given the extraordinary circumstances caused by the worldwide Coronavirus crisis, we have decided to temporarily suspend our flight operations from Saturday, 21 March until 19

Rest assured that we are already putting all our efforts into restarting operations on 20 April 2020 to serve you again with the extra smile you are used to Please be aware that our Service Centre, both on the phone and via social media, are saturated for the moment. We therefore explicitly ask you to only contact us at this moment if you need to fly in the coming days. That way we can help the customers that need our help most urgently first.

For all other guests we offer you until 31st of August to decide on what you want to do with your ticket. We completely understand that in the current situation, you do not know when exactly you want to travel. So please take your time, and get in touch with us when you are ready to thy again. Until then, we simply keep your ticket on hold for you. Please mon that in case you men tolder and be more expensely then your original control. We well free you 45° predection on the price difference.

In the meantime, you can find all information you need below. Please click on the item that corresponds to your









#### Get closer together

#### Coronavirus: bpost a déjà envoyé gratuitement 11.000 cartes postales

Boost souhaite par le biais de cette action rapprocher -au sens figuréles Belges.



Billy bike
March 17 at 6:02 PM · 6

As a mobility player ... II. we wish to contribute in our own way to the fight against Covid-19 . We have decided to make our electric bikes available free of charge to medical and paramedical staff 🧣 🥻 who work day and night to care for people affected by the coronavirus.

Upon presentation of a document that can attest to your profession, we will add 500 minutes to your account, valid until the end of the containment period. Send us an email at team@billy.bike

Finally, for others who have to leave their homes, we have decided to offer 15 minutes per day until 3 April, in order to help the people of Brussels to avoid public transport in a and the car . We would like to remind you that it is essential to limit your movements and physical interactions as

Use today's date as a code to get your daily 15 minutes.

Tuesday 17 March = 17MARCH

Wednesday, March 18 = 18MARCH Thursday, March 19 = 19MARCH

Good luck to all and a speedy recovery to the ones affected by the virus! Team Billy



71 Comments 346 Shares

# SHOW SUPPORT, PROVIDE HELP, MAKE PEOPLE SMILE



#### La Raffinerie Tirlemontoise fabrique désormais gratuitement du gel désinfectant (vidéo)

Les premiers 2.000 litres seront mis en bouteille en fin de journée.





Le personnel de la Raffinerie Tirlemontoise est loin de se croiser les bras dans le contexte de crise sanitaire liée au coronavirus. La demande en sucre a doublé depuis quelques semaines et l'entreprise a commencé la production de gel désinfectant afin de répondre à la demande d'hôpitaux de la région de Tirlemont et d'autres millieux de soins.





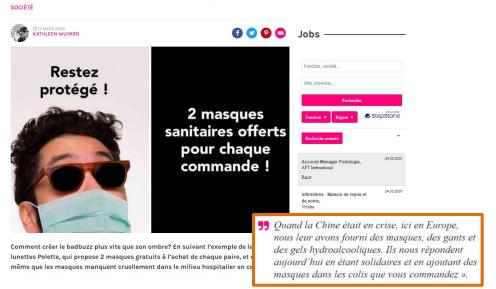


## COMMUNICATION NEEDS TO BE WELL-THOUGHT

# Brand safety is at stake and every bad move will impact the public opinion

"Polette" (eyewear brand) tried to show their support to the population, but with the wrong approach (2 masks free for each order). Result: backflash on the social/online media.

Polette suscite la colère avec sa promo « 1 paire de lunettes achetée, 2 masques offerts »



New adapted T.O.V to counter the brand reputation crisis (see bellow)







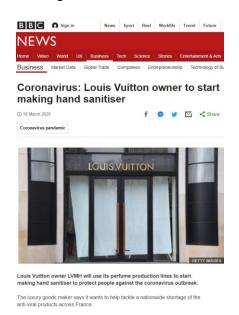


### **BRANDS AROUND THE WORLD RAISE AWARENESS**

## When the context is difficult, the best answer is to provide help or support

# LVMH

LVMH puts its perfume production lines on the making of hand sanitisers due to shortage



Social distancing trend: separation of the brand logo to show support









#### Artists are taking over the trend:







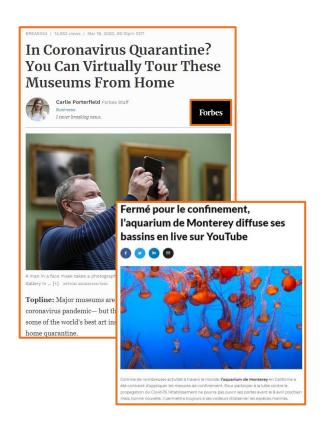


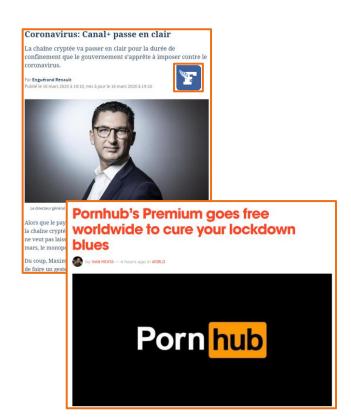
Credits: Jure Tovrljan



### COVID-19 IS AN OPPORTUNITY TO BUILD A STRONG BRAND IMAGE

# From Pornhub to luxury brands or the art sector







- Runway live streaming
- Financial support to the health sector
- Production of health product



# Meaningful media



Locally



Globally

## MEDIA AND MEDIA SALES HOUSES NEED TO EDUCATE/INFORM/HELP

# Free content and opening of the walled garden

# PUBLISHERS give free access to content that matters

#### DeMorgen.

Sericht van de hoofdredactie

De Morgen maakt belangrijkste info over coronavirus voor iedereen beschikbaar



De app van De Morgen, Beeld dm

Duidelijke informatie kan levens redden. Daarom maken we onze basisverslaggeving over het nieuwe coronavirus voor iedereen toegankelijk.

BART EECKHOUT on KIRSTEN BERTRAND 17 maart 2020, 7:55





The national public-service BROADCASTER for the Flemish Community schedule extra programs to help students and parents at home



# StepStone s'emploie à soutenir le secteur des soins de santé

Histoire d'apporter sa contribution à la lutte contre la pandémie actuelle, StepStone a pris une initiative qui mérite d'être soulignée : la publication gratuite sur son site de toutes les offres d'emplois dans le secteur de la santé, avec effet immédiat pour les quatre prochaines semaines. L'objectif est d'aider activement les hôpitaux et les cabinets médicaux à trouver le plus rapidement possible du personnel médical formé, comme des médecins et des infirmières. En outre, StepStone diffusera massivement ces offres sur tous les canaux en ligne à ses propres frais.

StepStone, a site specialized in job ads, is giving space freely for every ad related to Healthcare for the coming 4 weeks in order to help hospitals and healthcare specialists to recruit



Nous doublons la durée de votre abonnement ! Voulez-vous profiter de 3 mois d'accès gratuit ?

Découvrez notre offre maintenant et recevez jusqu'à 3 mois d'accès gratuit à notre site.

Oui, j'en profite!

Je me connecte

Non, merci

Some newsbrands are doubling the subscription time for free

# LE SOIR

preventive documents to be printed



⊗ VTM - Koen Wauters roept Vlaanderen op om de handen te wassen.

was je handen





#### funny awareness campaign

#### Coronavirus: les journalistes de RTL TVI lancent une campagne de sensibilisation (vidéo)

Puisque certaines personnes ont du mal à respecter les consignes des autorités, les personnalités de RTL TVI se sont mobilisées dans un clip pour appeler les citoyens à rester chez eux.





### **KEY MESSAGE: STAY HOME!**

# Leisure activities are cancelled and the only valid communication is "stay home"



Concert halls post past concerts to enjoy from home



The Brussels Museums call everyone to support the cultural sector by spreading the hashtag #MuseumAtHome







oadcast





Even smaller cultural venues are turning cancellations into livestream events

Clear Channel digital screens broadcast preventive campaigns



### TV BROADCASTERS ARE VERY PRO-ACTIVE DURING THE CRISIS

## When the context is difficult, the best answer is to provide help or support



Dès lundi, France 4 se transforme en salle de classe géante pour le confinement



virtuelle de la maternelle au lycée





France4 and Arte are providing educational help for the students because of the closed schools situation



Free content



14.4 k 18:21 - 16 mars 2020

#### Netflix verlaagt beeldkwaliteit op vraag van EU

Foto: BELGAIMAGE

Reduces quality to allow everyone to watch

Wie in quarantaine wou beginnen te bingen, zal dat in iets lagere kwaliteit moeten doen. Netflix verlaagt zijn beeldkwaliteit 30 dagen naar 'standard definition' om te vermijden dat het internet dichtslibt.

Wie de komende maand Netflix wil streamen, zal dat niet in HD kunnen doen. De streamingreus heeft aangekondigd dat het de komende dertig dagen de beeldkwaliteit van zijn films en series zal verlagen tot 'standard definition'.



# Ga F & DIGITAL NATIVES ARE NOT RESTING



COVID-19 information center



"STAY HOME" sticker from Instagram





Today's Doodle recognizes Hungarian physician Dr. Ignaz Semmelweis, widely attributed as the first person to discover the medical benefits of handwashing. On this day in 1847, Semmelweis was appointed Chief Resident in the maternity clinic of the Vienna General Hospital, where he deduced and demonstrated that requiring doctors to disinfect their hands yastly reduced the transmission of disease.

Born in Buda (now Budapest), Hungary on July 1st, 1818, Ignaz Semmelweis went on to obtain a doctorate from the University of Vienna and master's degree in midwifery. When he began his tenure at the Vienna General Hospital in the mid 19th century, a mysterious and poorly understood infection known as "childbed fever" was leading to high mortality rates in new mothers in maternity wards across Europe.

Semmelweis was dedicated to finding the cause deduced that the doctors were transmitting infect autopsies to susceptible mothers through their Ir requirement that all medical staff wash their han as a result. Infection rates in his division began to

Unfortunately, many of Semmelweis' peers initia Decades later, his hygienic recommendations we acceptance of the "germ theory of disease."

Today, Semmelweis is widely remembered as "threvolutionizing not just obstetrics, but the medic beyond his own that handwashing is one of the rof diseases

Doodle attributed Dr.
Ignaz Semmelweis as
the first person to
discover the medical
benefits of
handwashing





# **Stop advertising?**

Why going dark is a poor choice for Brands

# • The choices you make on your mediaplanning today will have an impact tomorrow on your business and the brand's KPIs.

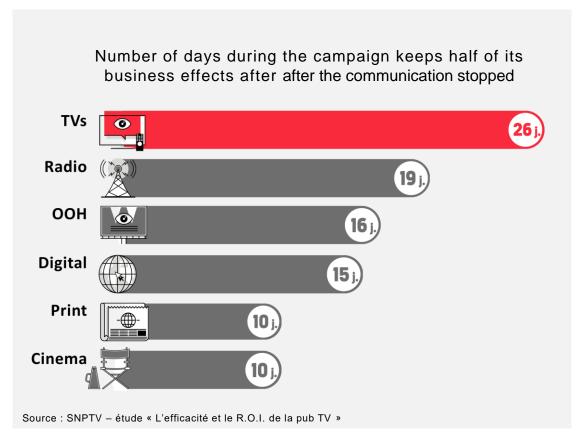
- Not all brands are affected in the same way. For daily brands and those that will seize opportunities, it's important to maintain a significant share of voice to secure its market share.
- This period with less advertising is an opportunity to launch an offensive in terms of market share and prepare the future recovery.
- Anticipate a reduced inventory to come (serial reports) by remaining active today and capitalize on the short / medium term effects to maximize your chances of success at the end of the year.

### **KEY POINTS**



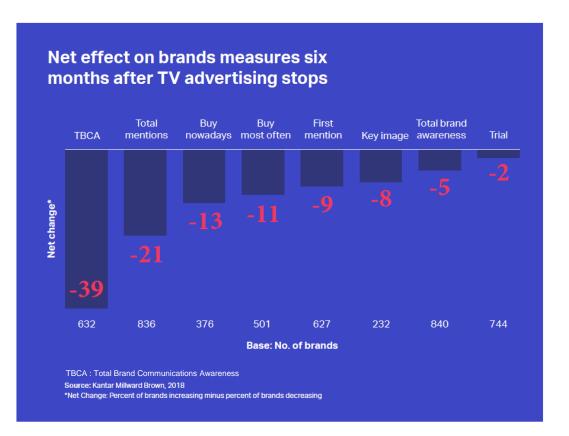
The campaign can keep half of its business effects up to 26 days after the communication stopped.

But what happens if the brand's communication stops for a longer period?





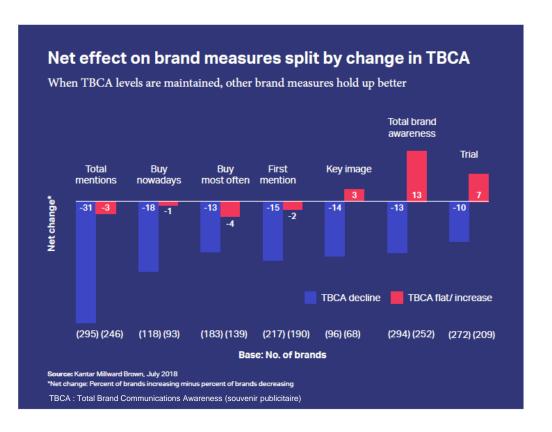
In the short run, stopping
TV advertising has a direct impact on the Total Brand
Communication
Awareness (TBCA) but also on buying's KPIs.





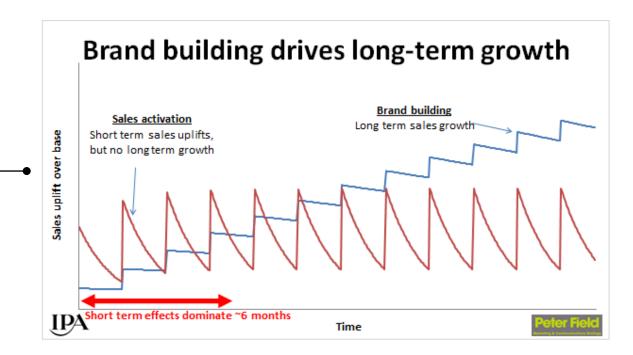
Only a good TBCA may provide some short run protection.

Does your copy allow it?



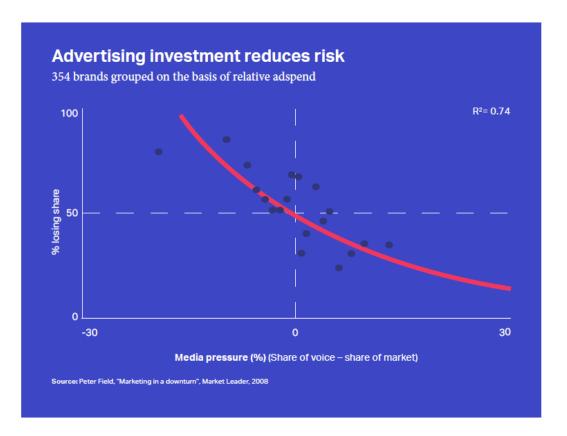


The brand's growth is built over the long-term, step by step, and through an image communication.



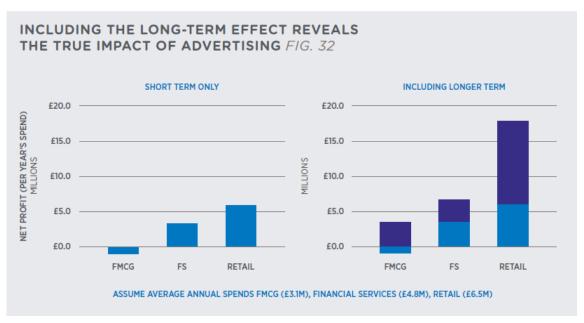


Reducing a brand's share
of voice (its proportion
of ad spent within its
category) often results in
a significant decline of its
overall market share.





Long-term effects are particularly important for FMCG and retail.

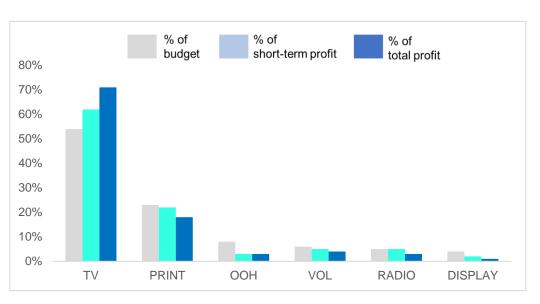


Source : « Profit ability, the business case for advertising » Nov. 2017 - Ebiquity database ROI campaign (1954 obs. Feb 14 – May 17) – UBIQUITY/ Gain Theory



TV is the safest investment in the long-term.

Does it mean avoid cutting this media?



Source : « Profit ability, the business case for advertising » Nov. 2017 – Ebiquity database ROI campaign (1954 obs. Feb 14 – May 17) – UBIQUITY/ Gain Theory





March 25<sup>th</sup>

Brussels