

Agenda

- Understanding Nike Global Marketing Strategy
- Competition Analysis
- Market Understanding
- Consumer Understanding
- Social Media Approach
- Brand Zone
- Content Strategy
- Platform Strategy
- Content Plan for upcoming Months

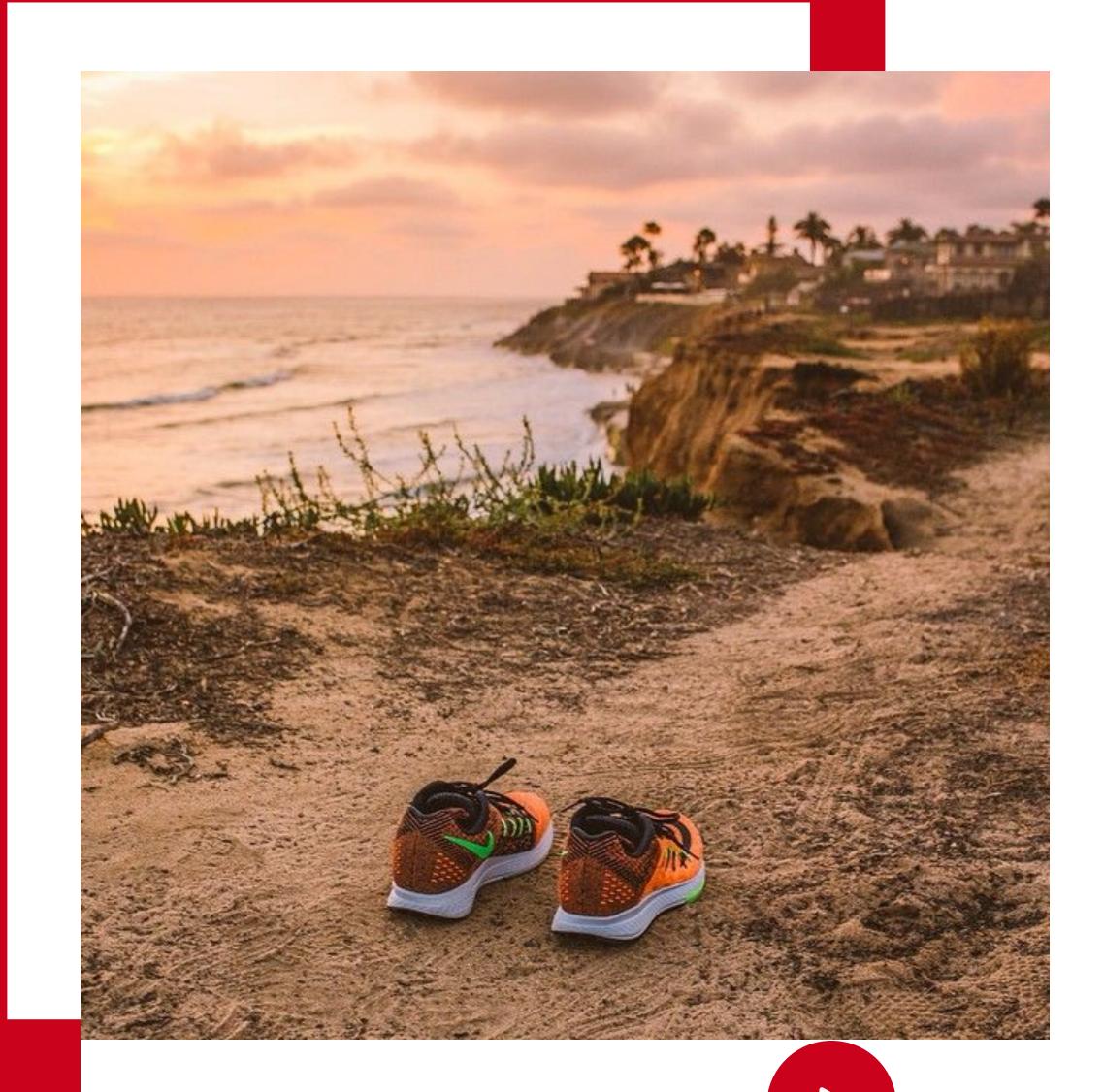


Understanding the NikeGlobal Marketing Strategy



Nike Global Marketing Strategy

- Emotional Marketing- Creating Meaningful stories.
 aspiring consumers to live healthier life and find
 their own "greatness" with things they love and
 enjoy
- Recent communication- Explore "Your Inner Athlete" Sporting products for everyone
- **Sell aspirations** Selling emotional benefits of the product. Become better at something you are passionate to improve your overall health.
- Influencer marketing- Rappers, athletes, entrepreneurs, and people from different walks of life



Nike Global Digital Marketing Strategy

- **Communication Strategy-** Attract, Engage and Delight consumers
- Content Pillars- Strength, Determination and Passion
- Digital Content and Platform for free- Digital
 Fitness challenge- Celebrity workout challenge,
 Training Club, Running Club, etc
- Digital campaigns are not just informative but push
 customers to act
- Community- Sneakerhead platforms, Training and Running clubs, etc
- Product launch live stream





Competition Analysis



Puma India

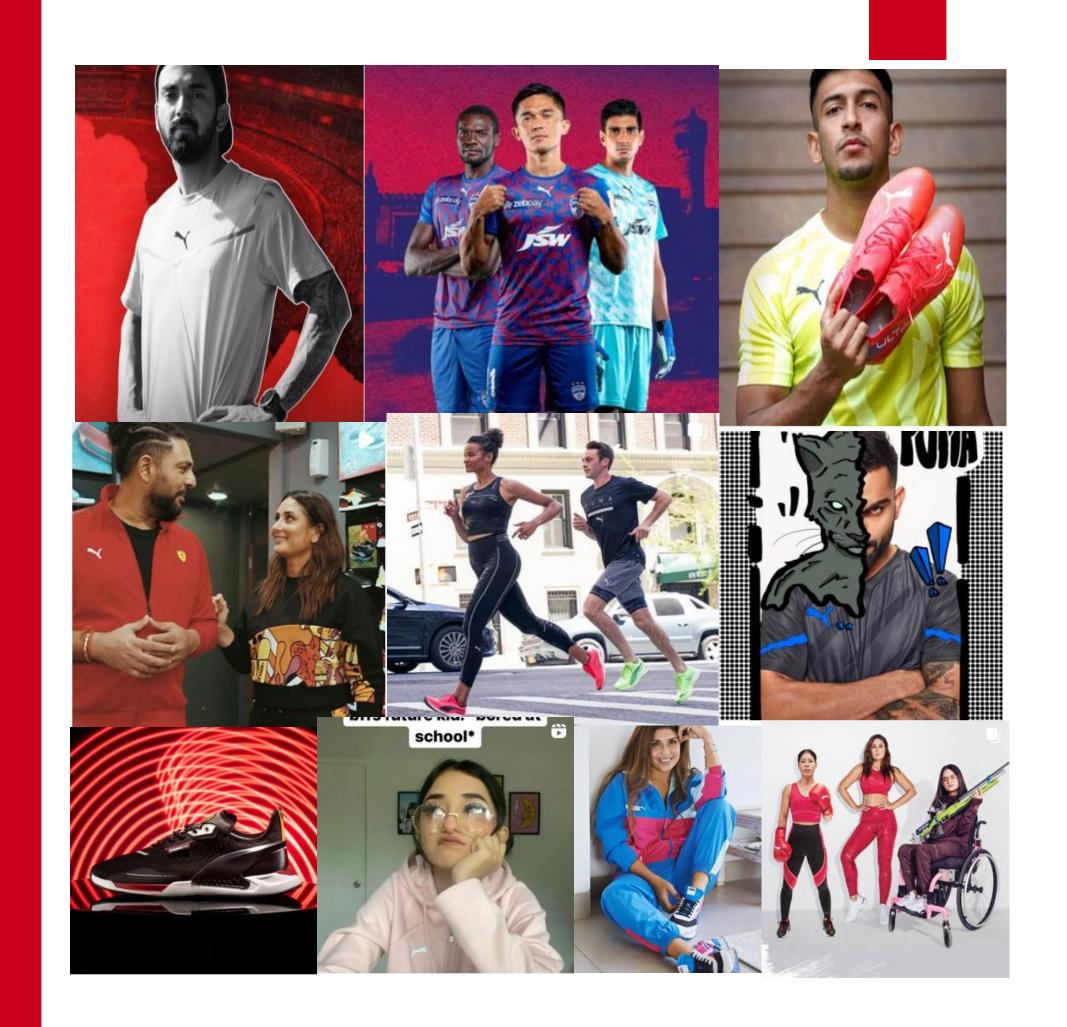
Brand Tagline- We are Forever Faster **Brand Tonality-** Inspirational, Simple and Relevant **Recent Launched -**

- 1der With K L Rahul- Affordable range of athleisure clothing designed in collaboration with Rahul. Aimed at the needs of young working professionals and college students.

Content Buckets-

- Association with sports personalities and bollywood celebrities
- Collaboration and exclusive collection with various artists and behind-the-scenes stories
- Live sessions and interaction with ambassadors
- Influencer content- Reels, Challenges, etc
- Other content- Customer Love, Unboxing Videos, Looks, Home Workouts and others

Content format- Images, Vidoes, GIFs, Reels, Guides and Playlist



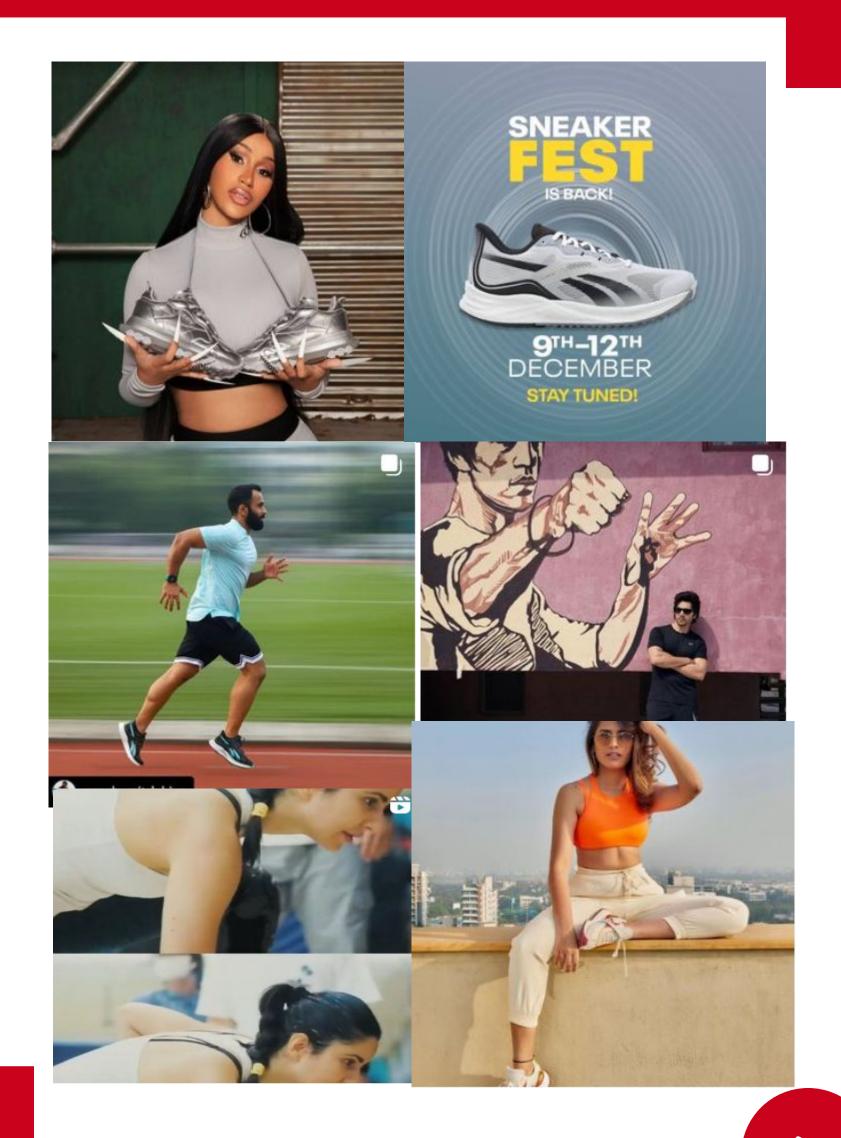


Reebok India

Brand Tagline- I am what I am
Brand Tonality- Fun, Relevant and Simple
Brand Property- Human Rights Awards
Content Buckets-

- Association and Collaboration with fit and healthy bollywood celebrities
- Behind-the-scenes stories
- Supporting trainers
- Other content- Home Workouts, Challenges, etc

Content format- Videos, Images, GIFs and Reels



Adidas India

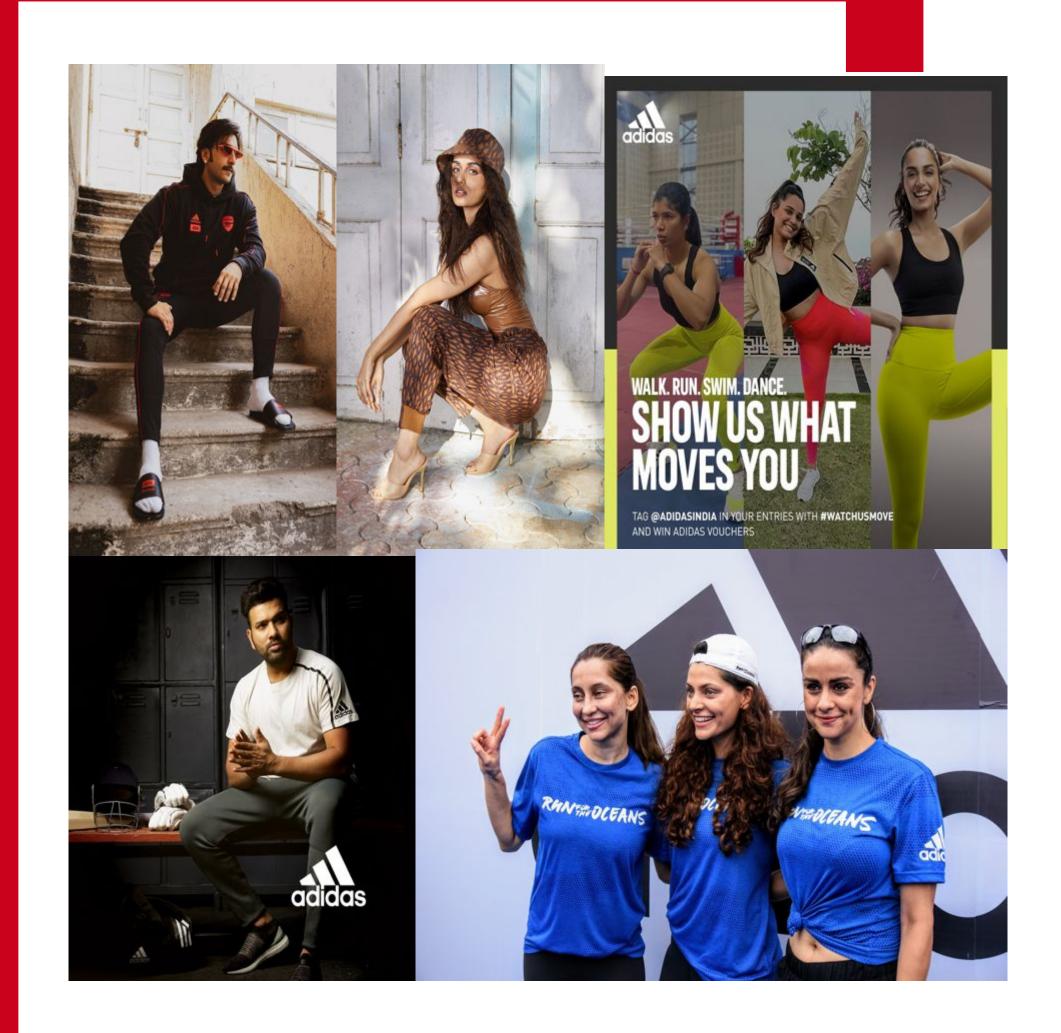
Brand Tagline- Impossible is Nothing
Brand Tonality- Encouraging, Motivating and Relevant
Brand Properties-

#ImpossibleIsNothing- Celebrating people's achievements
#StoriesOfChange- Reduce plastic waste

Content Buckets-

- Collaborations and association with Cricket and Football.
- Associating with various artists across various fields, such as athletes, dancers, celebrities and musicians.
- Events- Running Festival, Run For Oceans
- #NeverStopCreating- Celebrating sports people and their journeys
- Live sessions with influencers and ambassadors, contest and workouts

Content format- Images, Vidoes, GIFs, Images, Reels and Playlist. Featured channels on Youtube (Women, Running, Football, etc)





Adidas India

Brand Tagline- Impossible is Nothing
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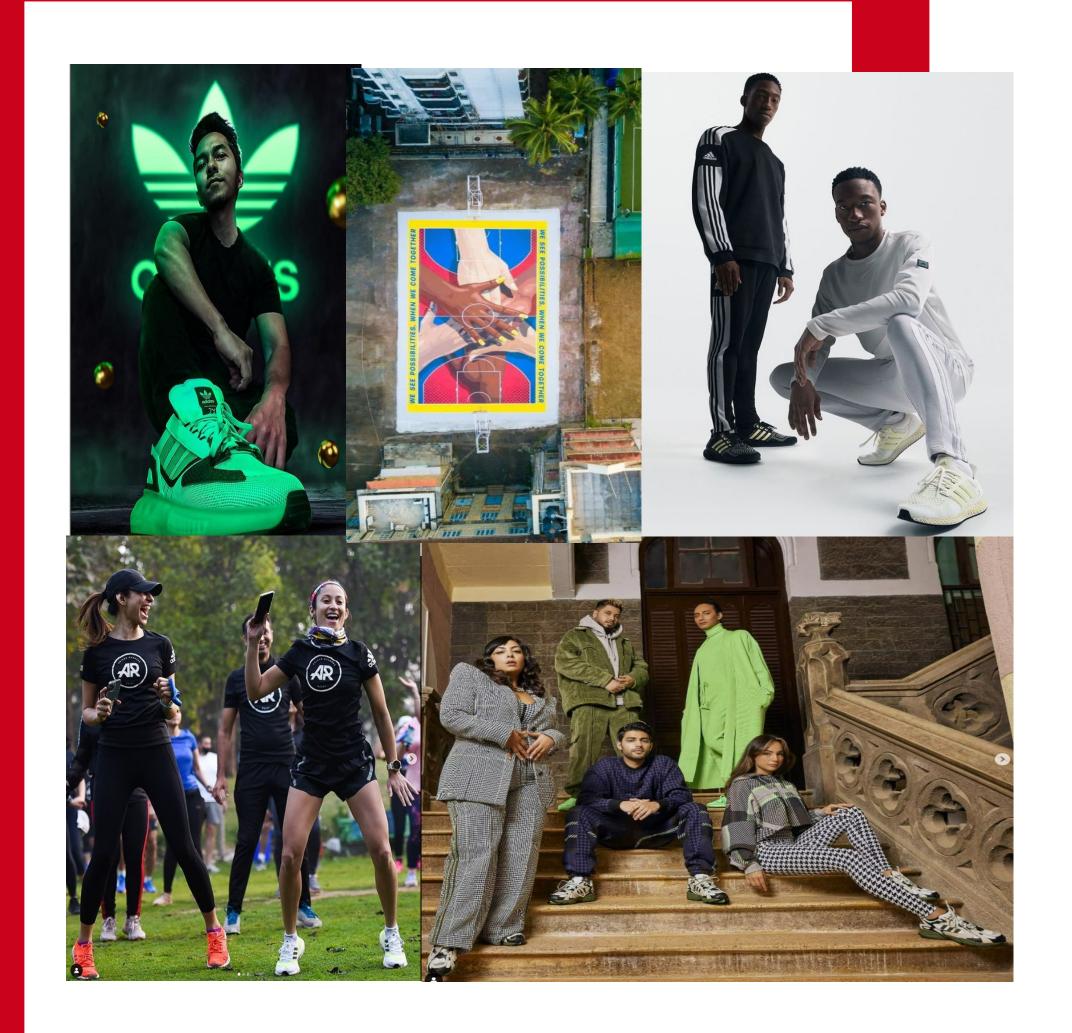
#Storiesofchnage - Adidas Runners - Focusing on Fitness and after workout care tips.

Content Buckets-

- Collaborations and association with Cricket and Football.
- Associating with various artists across various fields, such as athletes, dancers, celebrities and musicians.
- Events Running Festival, Run For Oceans

#Glowinthedark - Balancing content between Dark and light indirectly focusing on Big picture #Blacklifematters (Collaboration with Ivy Park) - Bunch of posts show establishing a community

Content format- Images, Vidoes, GIFs, Images, Reels and Playlist. Featured channels on Youtube (Women, Running, Football, etc)





Nike

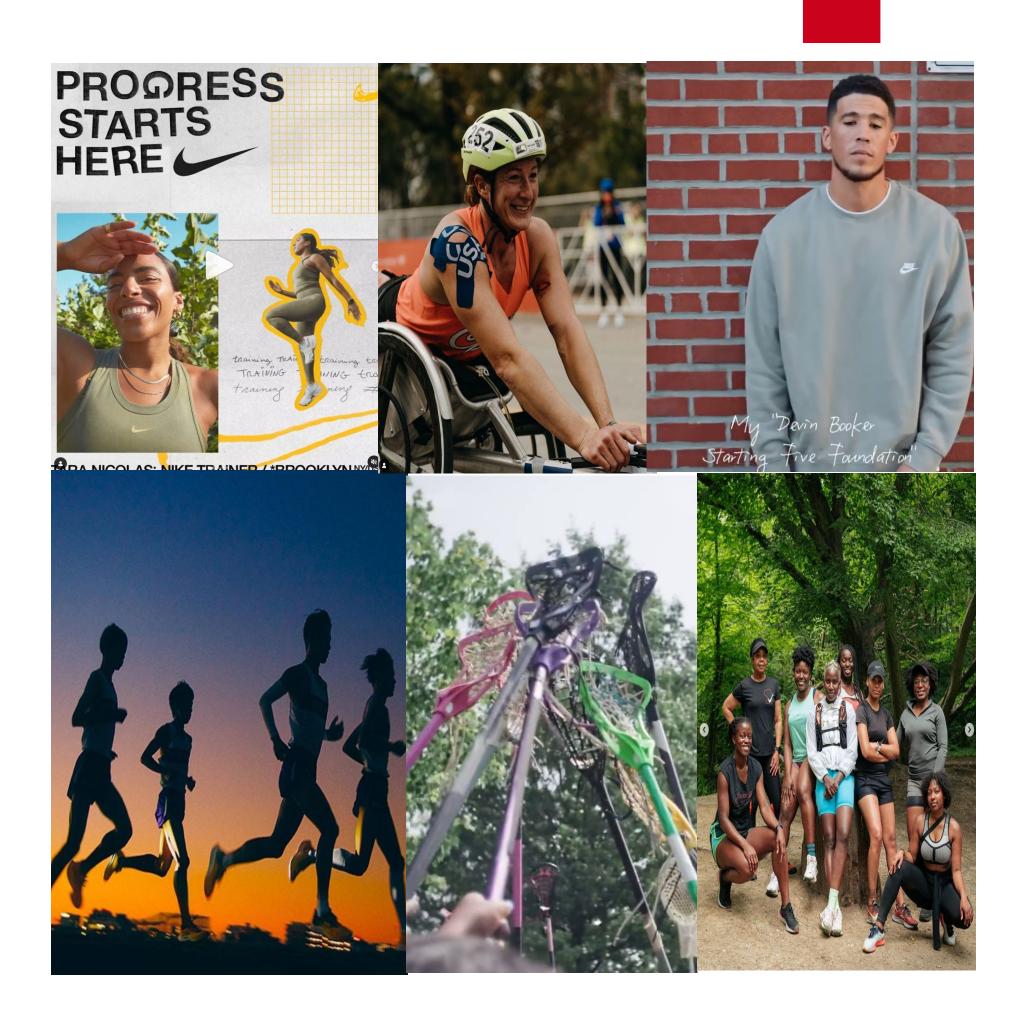
Brand Tagline- Just Do It **Brand Tonality-** Inspirational, Motivating and Simple

Content Buckets-

- Celebrating sports people and businesses making a difference
- Associating with various sports across the world
- Standing and believing in social causes like equality for women, Black Lives Matter, etc
- Design Explanation
- FM Broadcast- Be the person who you want to be- Fuel the moment
- Voices of the Game, a unique roundtable discussion focusing on the issues that matter in football

Content Platform- Instagram First followed by Youtube. Facebook was last updated in 2018

Content format- Videos, GIFs, Images, Reels, Playlist and Shorts





Key Takeaways

Global brands have taken "Think Global Act Local Approach" and have Created and curated content specific to Indian audiences in terms of celebrities, Trends and Fashion along with keeping a tab on Global trends and style.

Influencer Content

Collaboration and association with celebrities, sports personalities and pop culture icons

Community Building

To inspire and create a sense of belongingness

Home Workouts

Across all categories is growing and brands are providing consumers with the right approach to go about it

Fashion and Trends

Growing demand for athleisure, sustainable, organic and eco friendly clothing

Understanding the Market



Factors Driving Growth

Sportswear is just not about performance, it's also about comfort, Fashion and on-the-go transition moments.

Shift towards digital fitness

Influx of women into fitness

Active wear is new casual wear

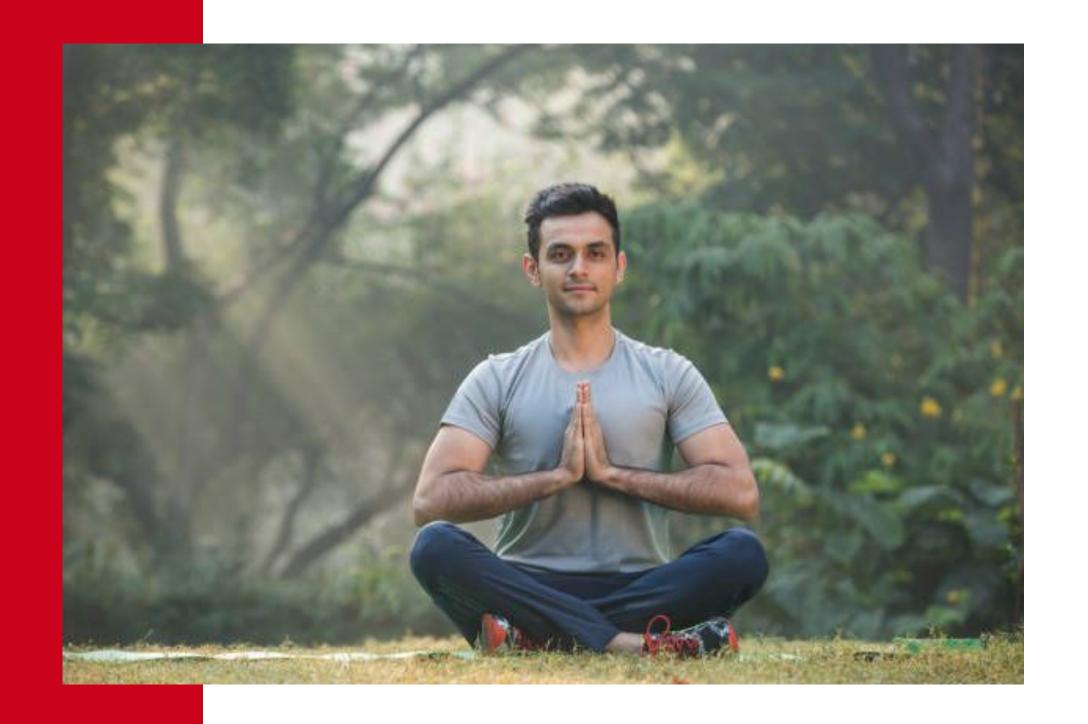
Health and immunity conscious individuals

Contemporary trends

Rising social media influence and fashion consciousness

Consumer Understanding







Who are We talking to

INDIAN MILLENNIALS

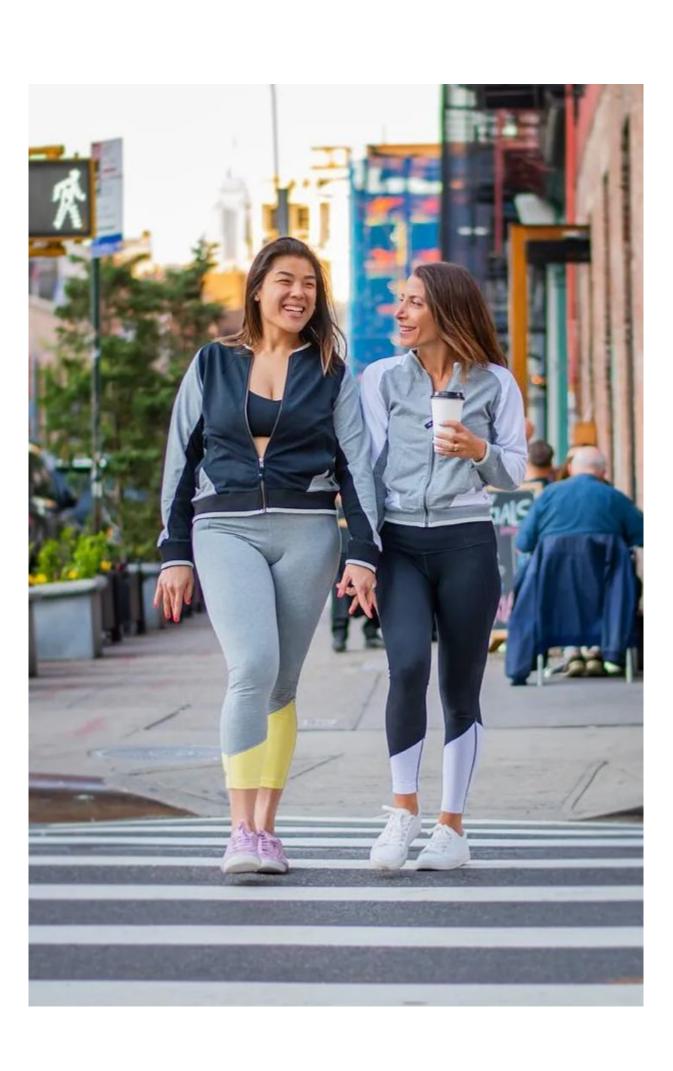
educated and well-informed about the right type of gear

CRAVE EXPERIENCES

Spend money on experiences rather than just clothing and are picky about apparel in general

WEAR WHAT THEY FEEL

Connect with brands having strong, distinct mentalities and a clear sense of community



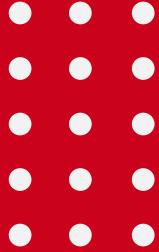
What are they buying

Performance

- T-shirts
- Sweatshirts
- Sports Vests
- Track Pants & Tights
- Swimsuits
- Sports Hoodies
- Sports Bras
- Shoes

Fashion and Trend

- Boxy, Baggy T-shirt and Crop Tops
- Shorts and Tank Tops
- Tracksuits, Track Jacket, Lounge and Yoga Pants
- Sweatshirts and Pants
- Trousers and Leggings (Go to Leggings)

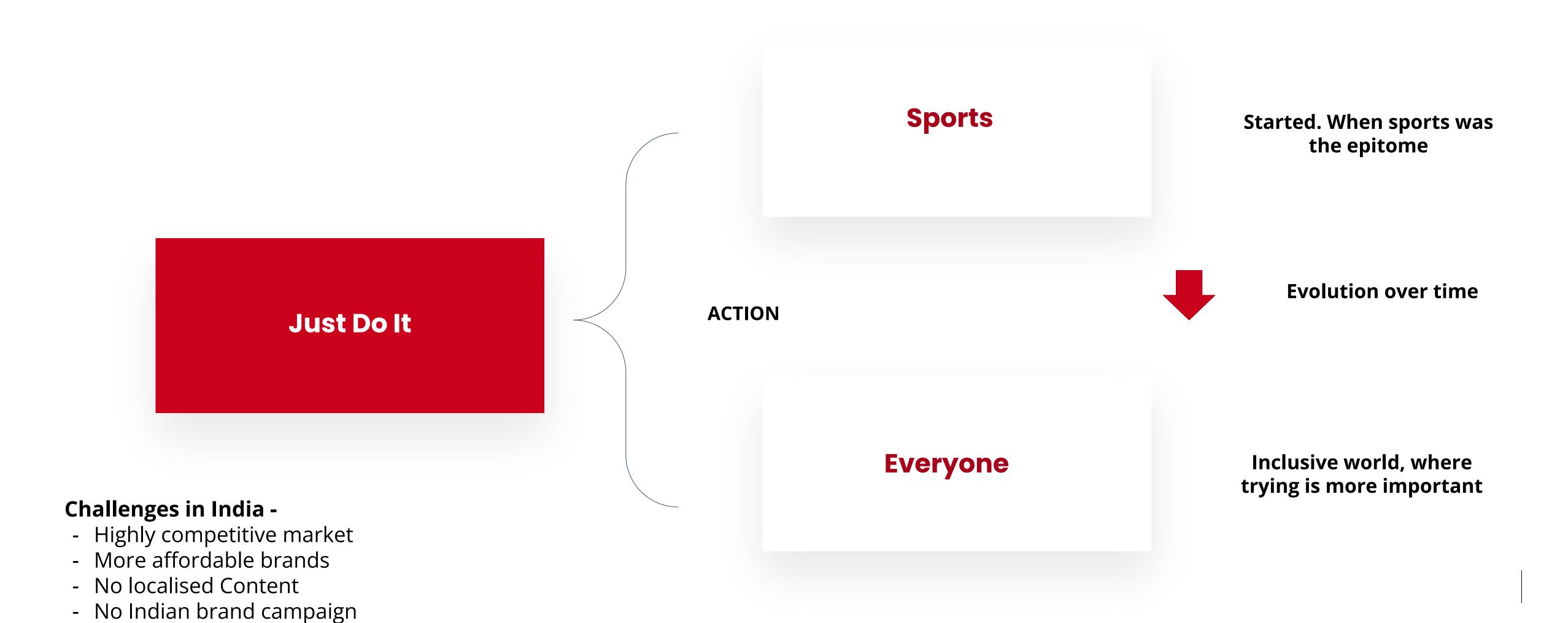




Starting Point



Nike Brand Essence





Recommended Way Forward

ESTABLISH INDIA CONNECT

Refurbish content relevant to Indian audiences such Cricket, Skateboarding, Badminton, Kabaddi, Hockey, etc.

COMMUNITY BUILDING

KOL, local associations and partnerships, local influencers and celebrities

INCREASE SHARE OF VOICE

Topical, trending and moment marketing

GENERATE ENGAGEMENT

Format innovation, interactive stories, quizzes and contests

Communication Strategy- Approach

Establishing three key brand benefits

Crafted for "Everybody". For everyone who enjoys keeping their body moving and active; Play New

Key Brand Message

Reason to Believe

Inspiration and innovation for everyone

Sports and lifestyle brand with performance and active wear collection for every body

Range Offering

Brand Voice on Social

BRAND PERSONALITY

Exciting | Inspirational | Cool | Spirited

BRAND TONALITY

Competitive | Inspiring | Confident

BRAND LANGUAGE

Simple | Fun

BRAND PURPOSE

Enable | Delight



Campaign Approach





INSIGHT

Nike is more than just a shoe; it's a feeling that inspires individuals to push themselves to new heights. It inspires them to track down their personal best and beat it as well.

Camp.in, has the Nike DNA family. The brand possesses and exemplifies the brand's authentic spirit and is a firm believer in its values.

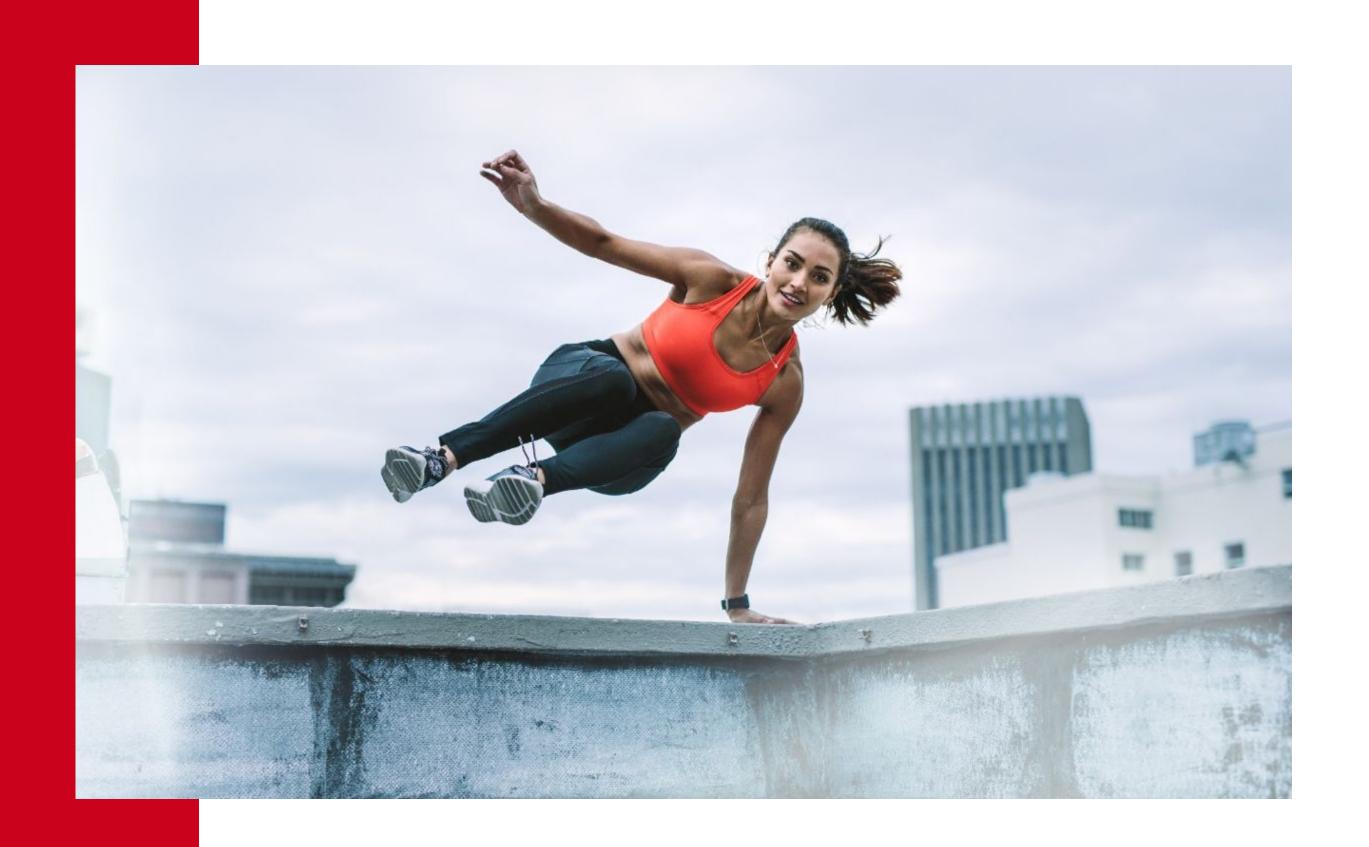
They are not just namesakers; they are game changer that aim to develop communities around sneakers and athleisure wear.



CREATIVE LEAP

We are in the midst of a phase where we are gradually forgetting the face of the day and the foundation of our night. As a result, every day is treated as if it were Sunday and Monday combined. Work from home is more like working from home with stress.

And that is where Camp.in come in—to break the cycle and lead you along a disciplined route by inspiring and elevating your spirits to achieve the unstoppable.



Our biggest hurdle if often ourselves.
Our perception of what we can do, and what we can't. We need to overcome ourselves to achieve greatness. We need to find our 'limit' and break through that barrier to get where we are going and...

Be Unstoppable



Content Strategy

Attract

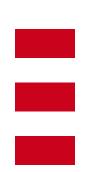
- Storytelling with stunning content of athletes, inspirational stories and creative visualizations.
- Collaborations and association with local, pop culture and renowned celebrities from different walks of life
- Celebrating the everyday athlete and their little achievements

Engage

- Behind-the-scenes stories
- Design, Collaboration/Artist stories
- Tutorials/Home workouts/activities for everybody
- Podcast/Discussions on everyday issues
- Q&A, Polls and Reels on key body moments and staying active
- Local Associations

Delight

- Meet-and-greet Events
- Consumer and celebrities unboxing videos and Nike Love- Stories
- Store openings
- New product launches and live sessions



Social Posts







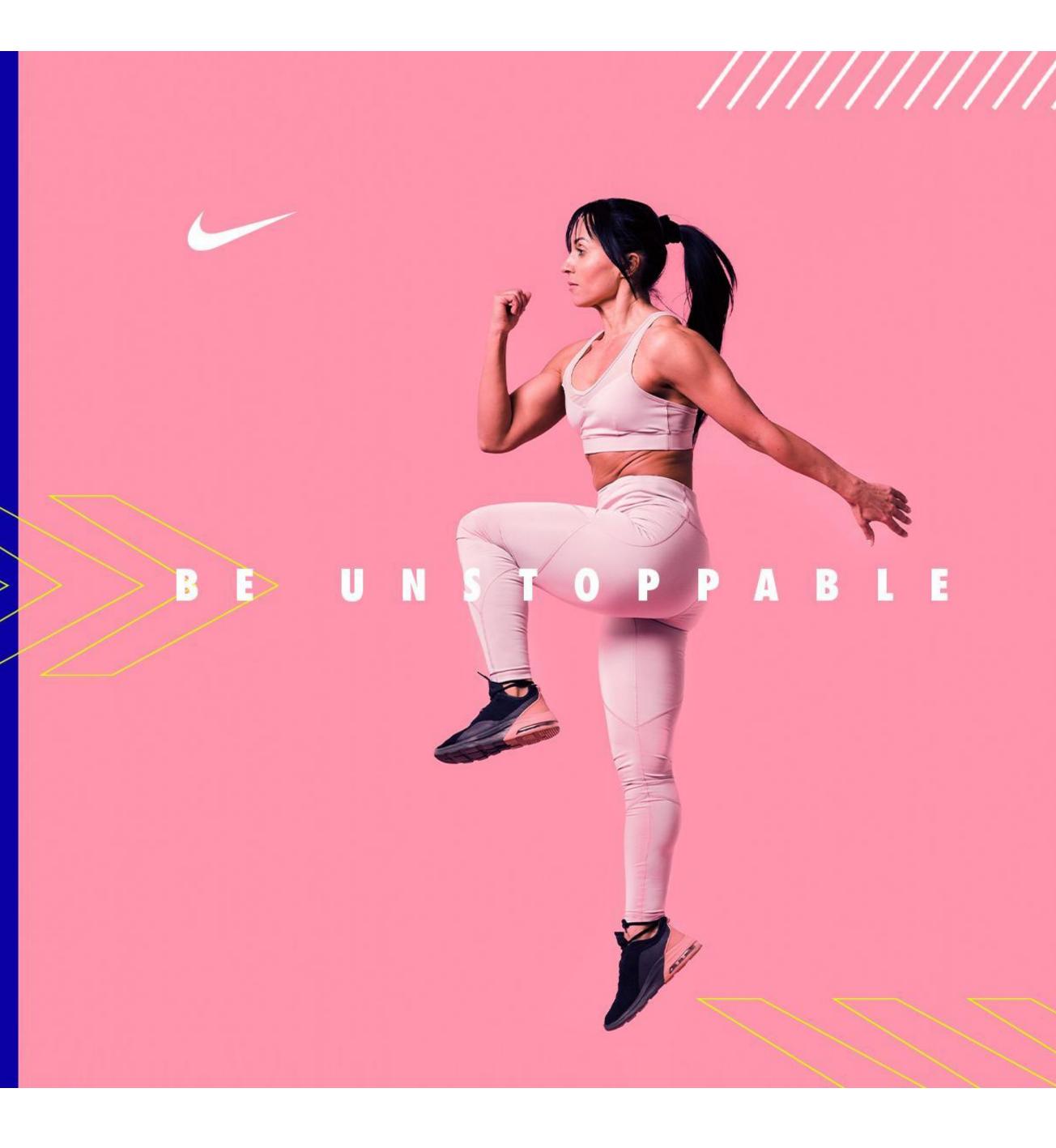




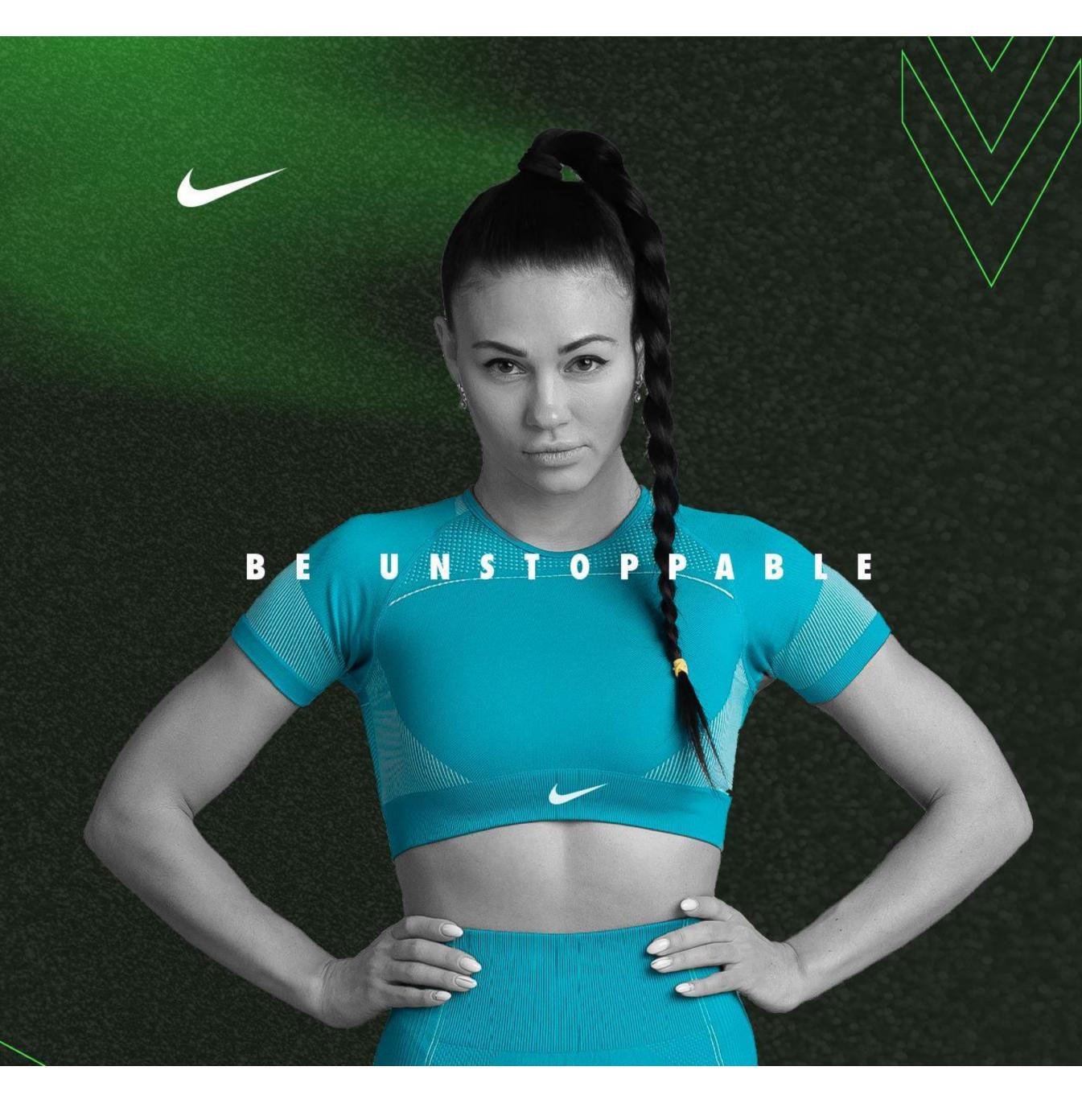


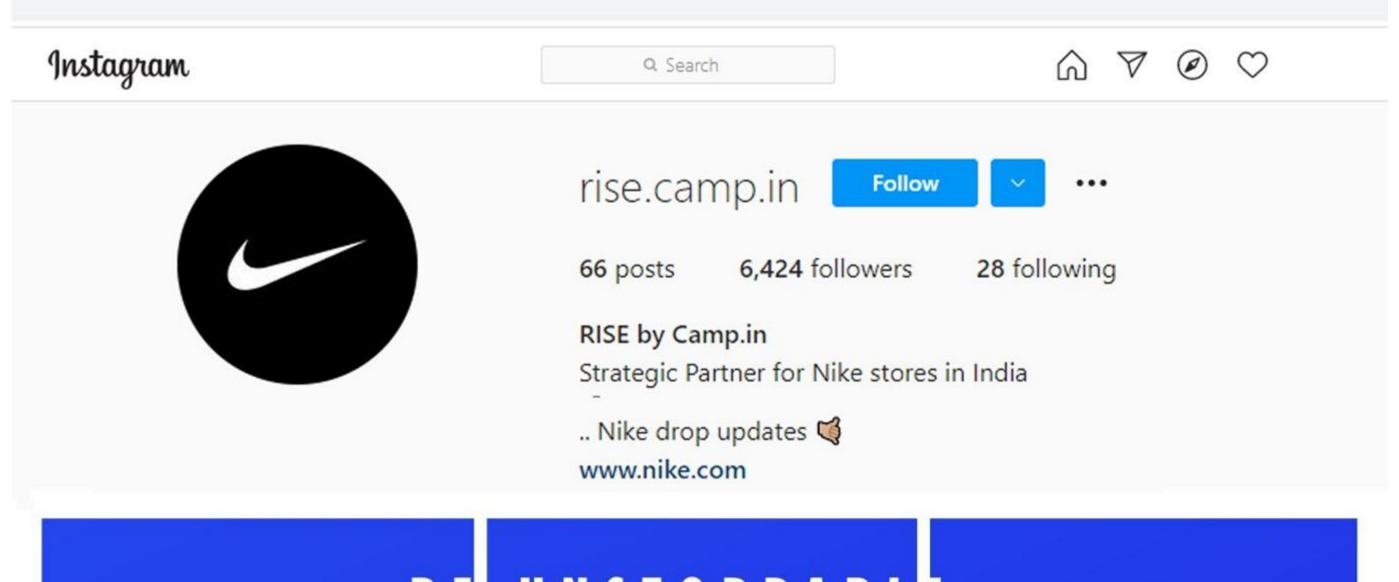


STADT VALUE STADES











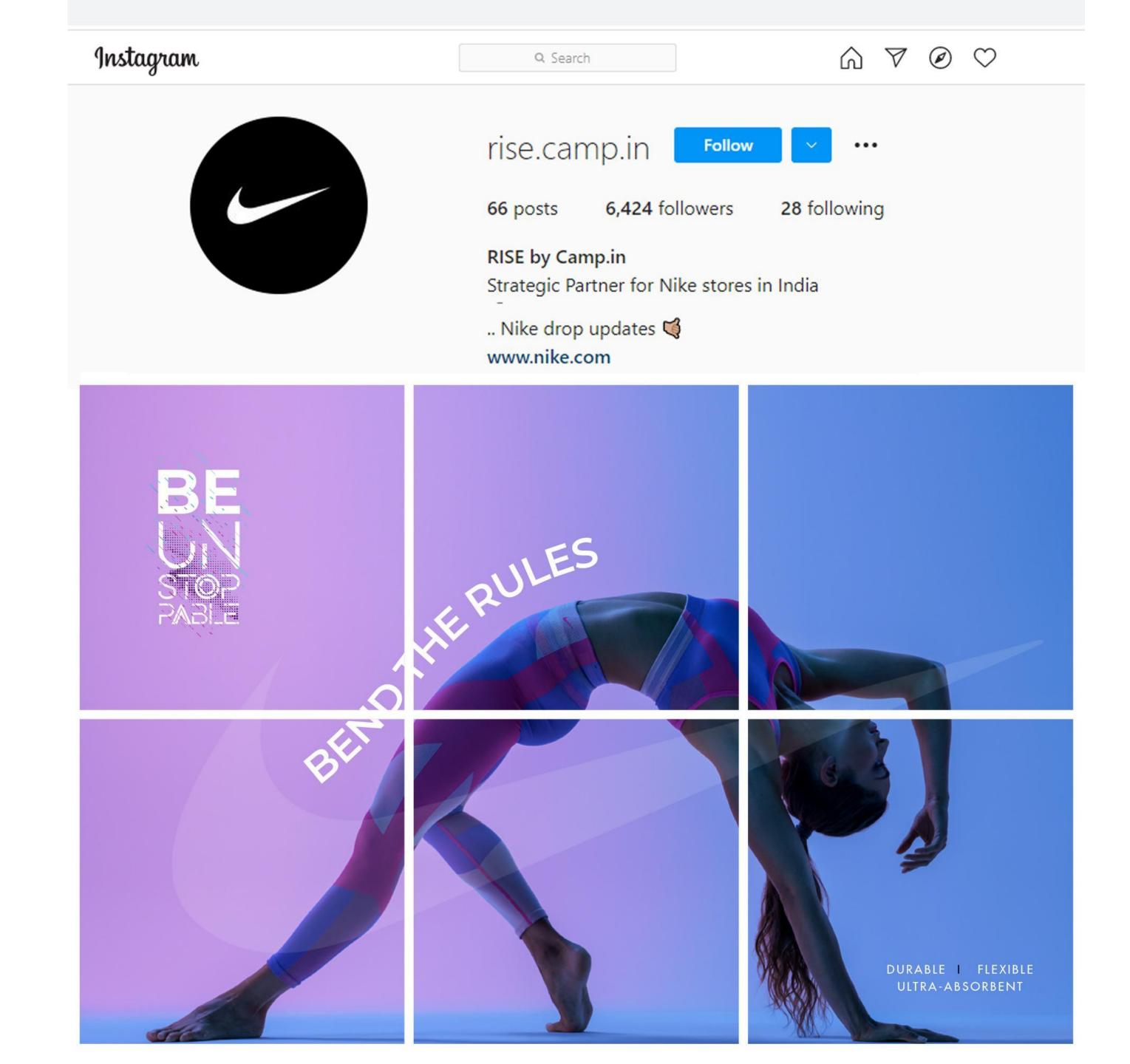
BE UNSTOPPABLE



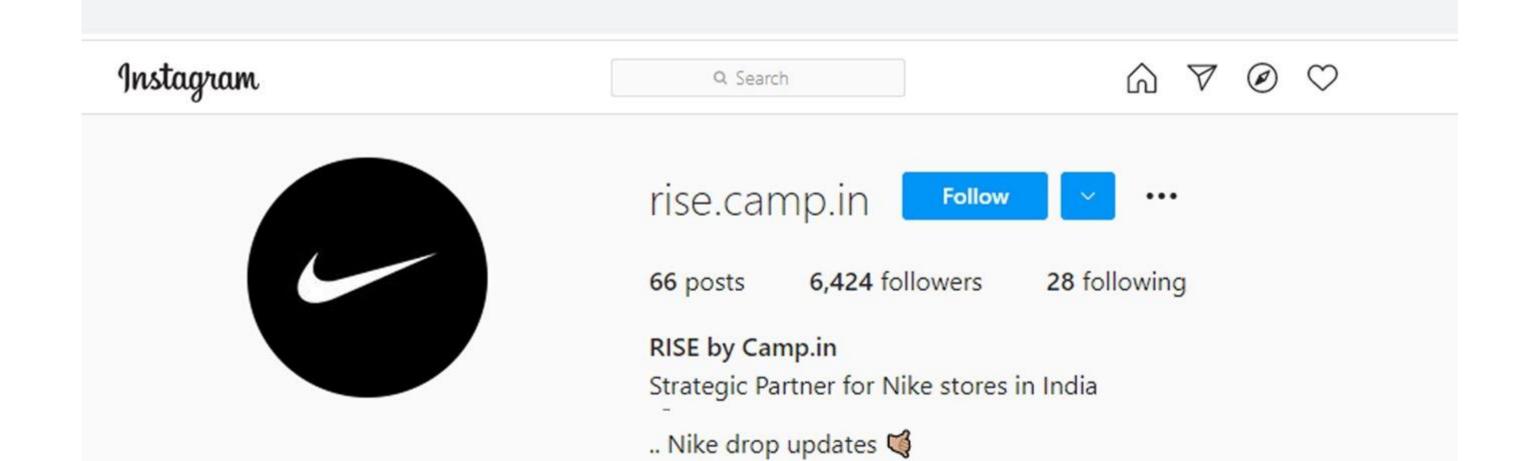
Supremely lightweight

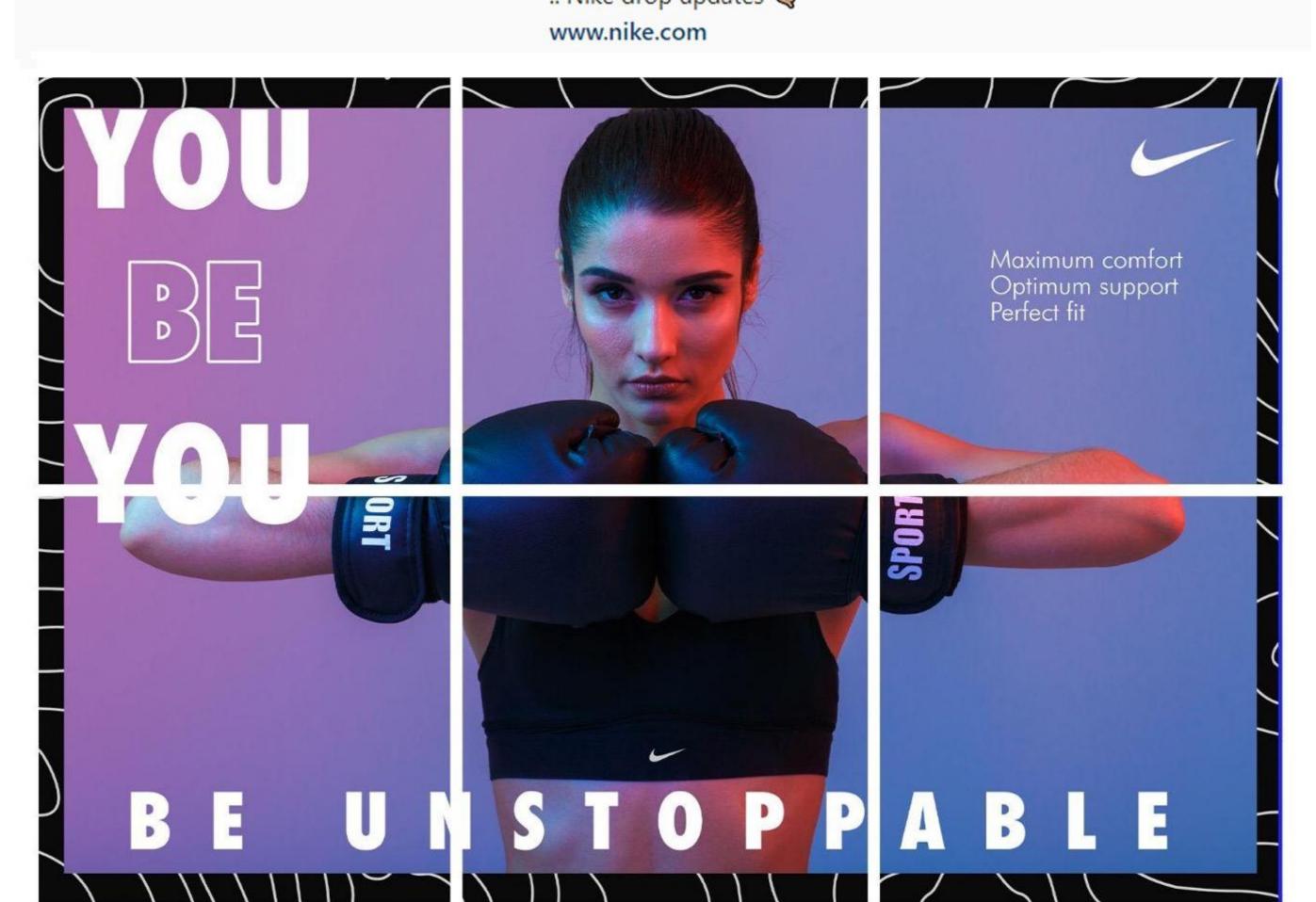
Enhanced grip

Cushioned sole

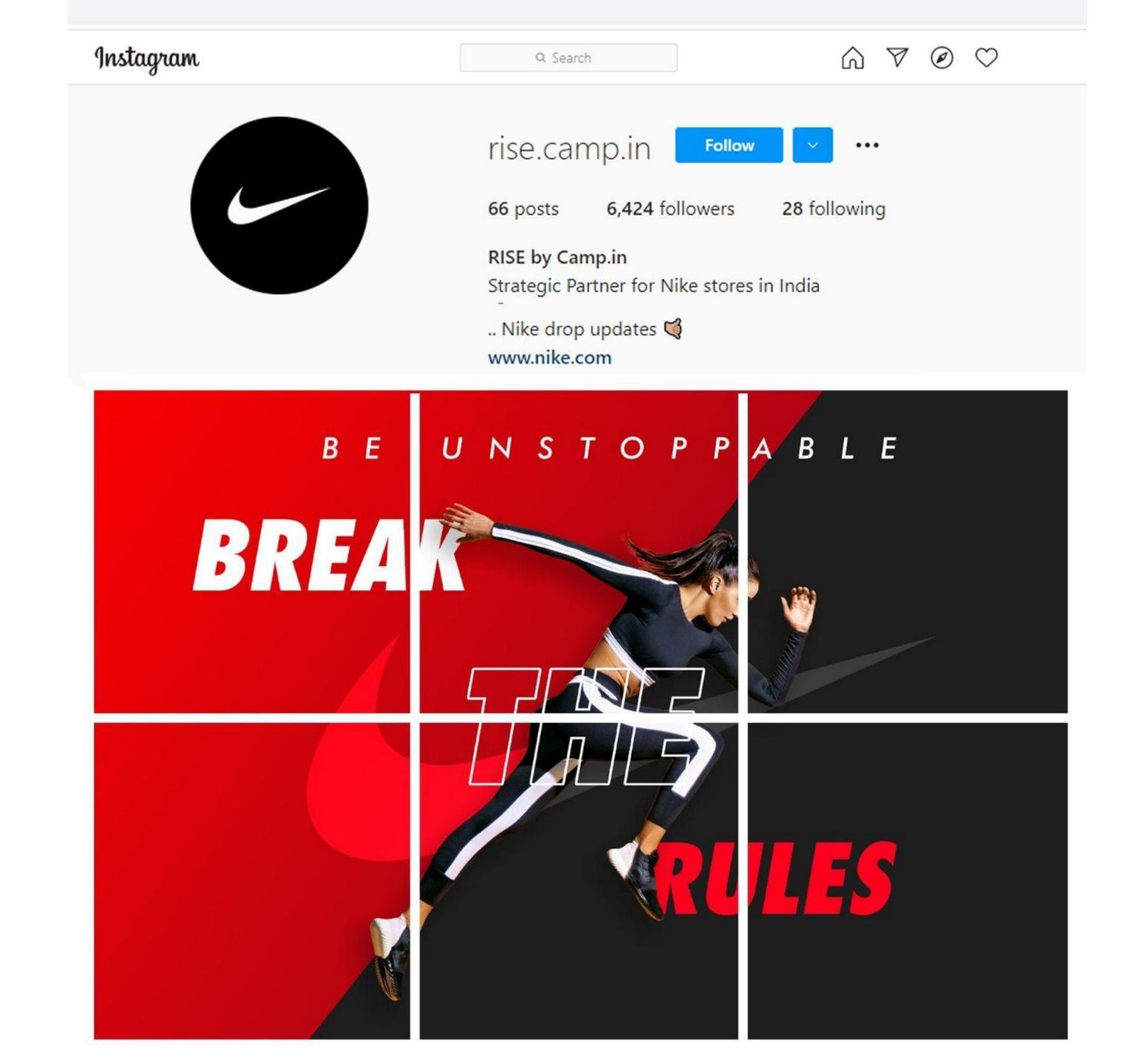












BE UNSTOPPABLE



• • Post 1

Elevate your performance every time. Reaching the limit is a part of the game. Crossing it is where the fun the starts.

Go on, #BeUnstoppable!



Post 2

Someone is always in the way. Someone doesn't think you can do it. Someone hopes you don't.

They can't stop you.

#BeUnstoppable

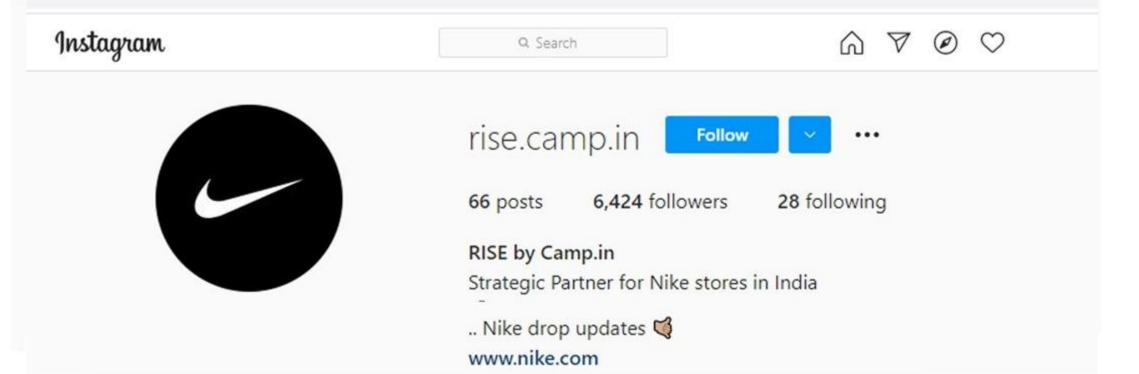


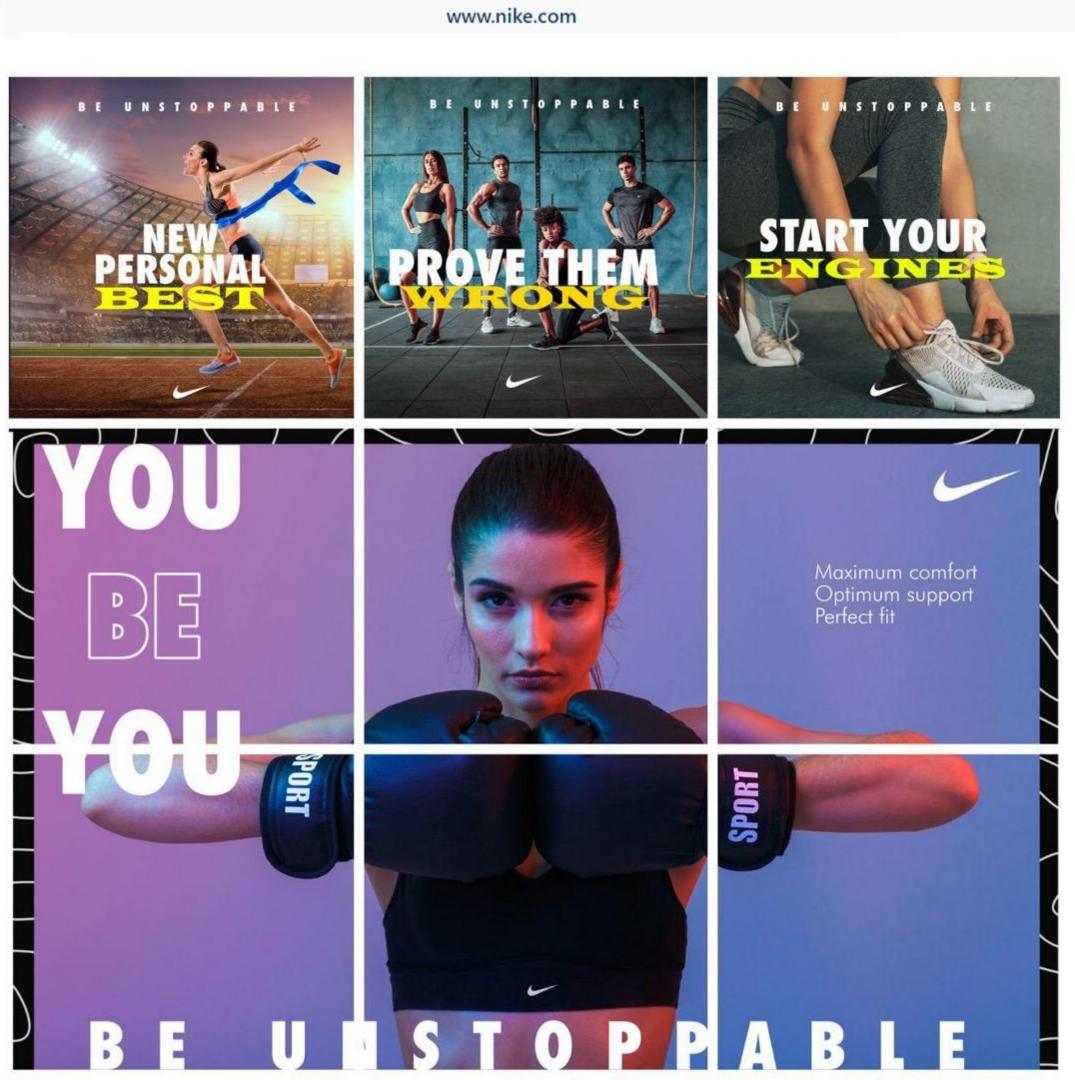
• • Post 3

Unleash the beast within. Everything you need to win is with you. You just need to do it.

#BeUnstoppable







E Influencer Content



Influencers Categories

Sports Personalities and Athletes

Pop Culture Icons

Budding Artist/Creative Community

Recreational Activity
Ambassadors



Milind Soman (1M followers)

Larissa D'sa (628k followers)

Gauahar Khan (5.6M followers)

Rohan Joshi (469k followers)

Bani J (1.4m followers)



List of key Influencers

Established Sports Personalities and Artist -

- Neeraj Chopra
- Sreejesh PR
- Savita Punia
- Manika Batra
- Deepika Kumari

Upcoming Sports Personalities and Artist -

- Diksha Dagar (Golf),
- Jemimah Rodicks (Cricket)
- Lakshaya Sen (Badminton)
- Ventekash Iyer (Cricket)
- Pooja (Shot Put and Discus throw)

Pop Culture Artist-

- Raftaar
- Nazey the Baa
- Jassie Gill

Creative Community-

- Bhuvan Bham
- Mostly Sane
- Rohan Joshi

Recreational Community-

- Yoga
- Pilates
- Zumba
- Skateboarding
- Trekking
- Offbeat Adventure

Influencer Film

The challenge?

It's not about speed.

Or looking good.

It's about one thing and one thing only.

Finding my limit.

And, constantly pushing it.

Until one day, I break it.

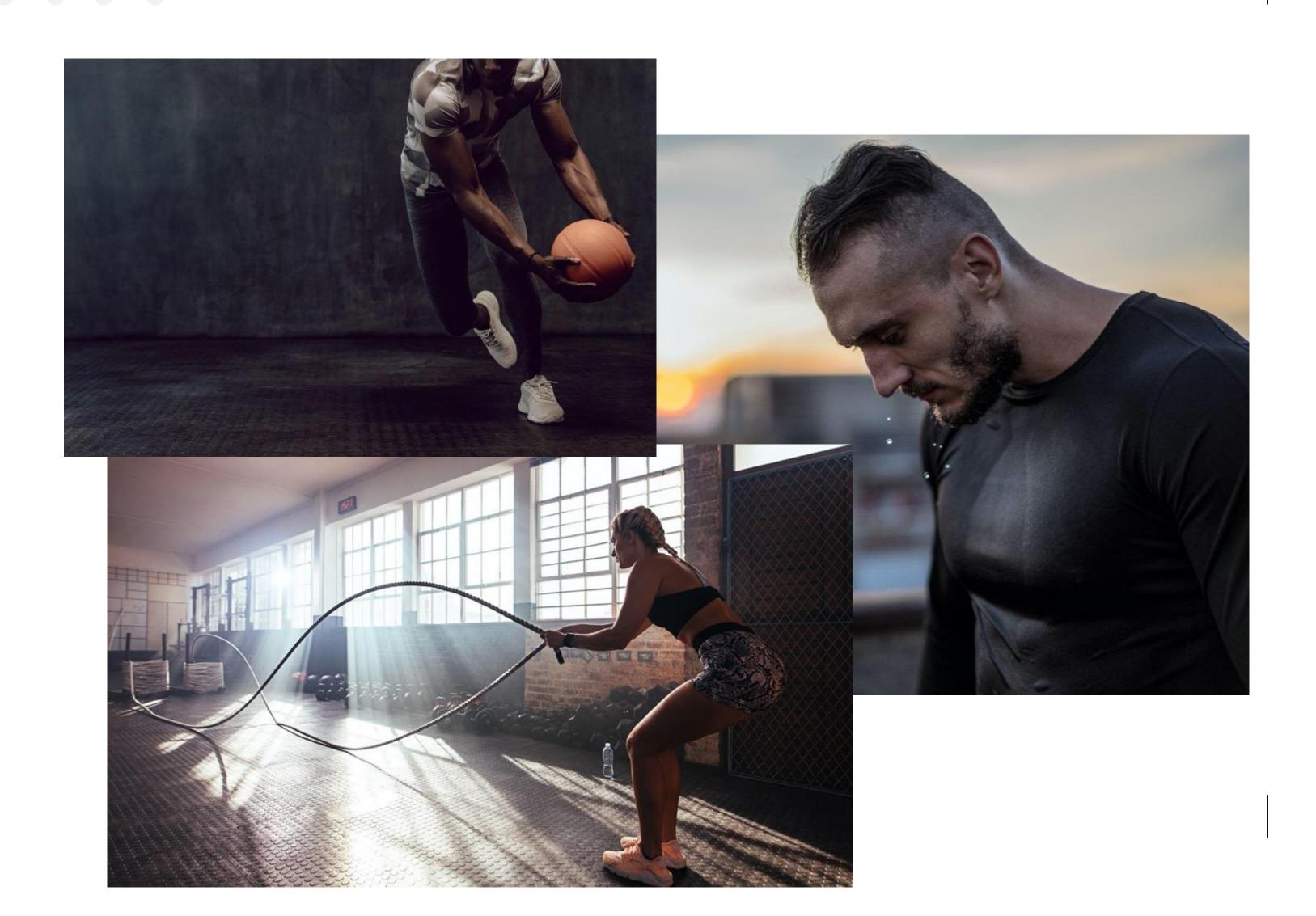
Most people can't do that.

And, most people don't win.

It's time to see how far I can go

Do you think we can **Be Unstoppable**?

Follow our journey



#UnstoppableMe

Help influencers find their *unstoppable* through

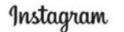
- Diet and nutrition
- Exercise
- Injury rehab, etc.

Record them

- at the gym
- playing sports
- eating
- resting, etc.

Create

- Reels
- YouTube Shorts
- GIFs
- Static posts, etc.















682 following



Synonymous w/ MTV India, Four More Shots Pls on Amazon Prime,tattoos, fitness & realness. Podcast Bare by Bani J.

@myproteinin IN Ambassador LIFTLIFE

youtube.com/c/BaniJ





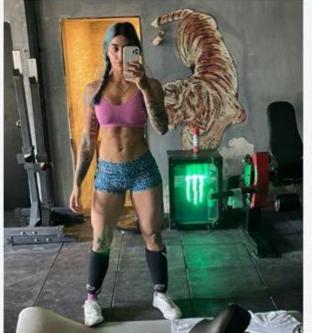














Creating a Community



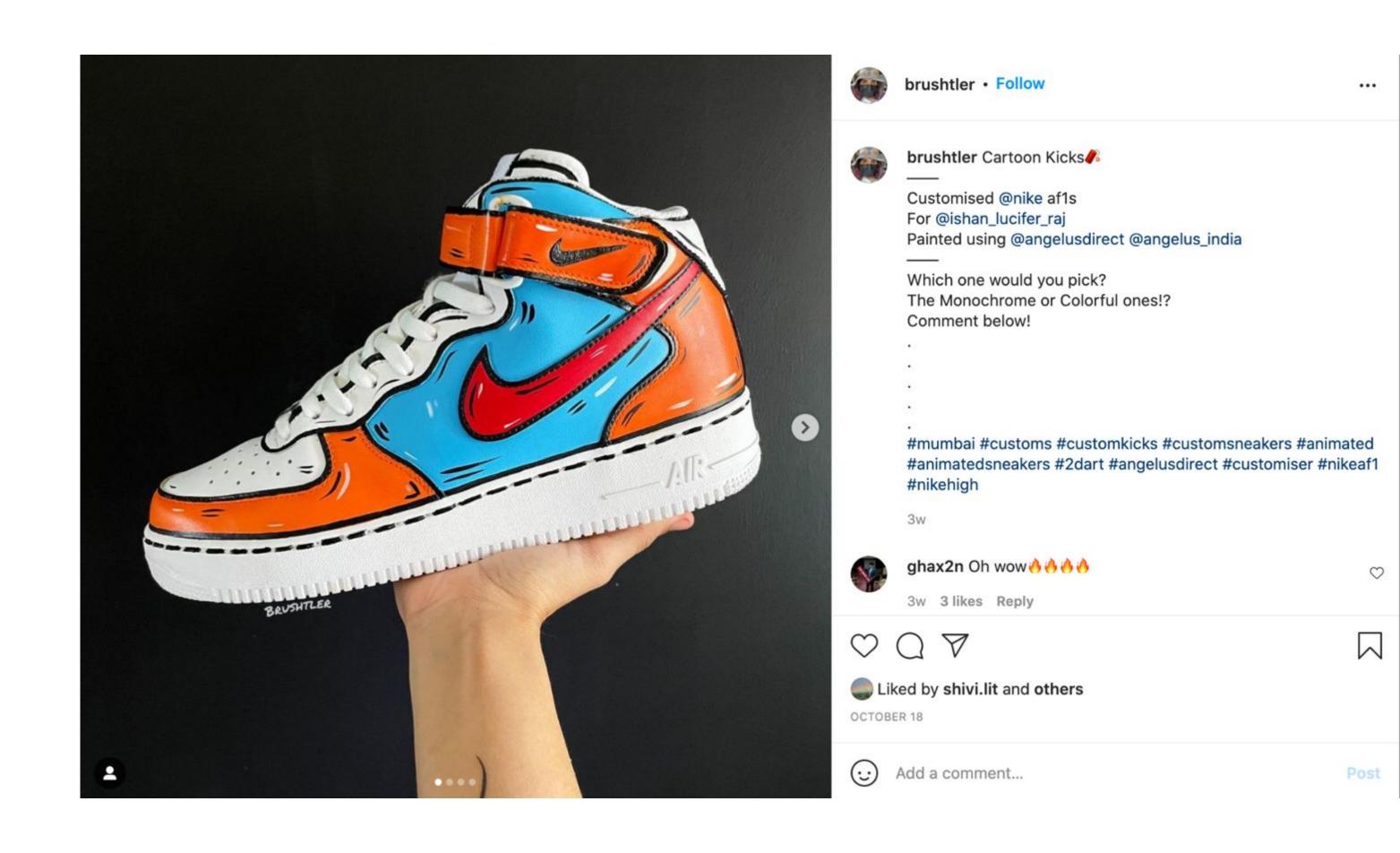
#DesignThe Unstoppable

@brushtler is an influencer
that customises kicks

Tie up with her to customise the latest shoes that are launched

Document her process and once she's done, present them to an upcoming Nike athlete

She announces a contest that asks people to create their own designs and we reward the best designs



#Unstoppable Playlist

Influencers create workout playlists for Nike

We put these out periodically

Ask audience to add their favourites

This way, we create an Unstoppable Playlist on YouTube

@banij has curated our latest cardio playlist. Swipe up to exercise to it.



Work Out with Bollywood
Apple Music Bollywood
UPDATED TODAY





Make your exercise session a singing, dancing, highenergy production.



Illegal Weapon 2.0 (From "Street...

Jasmine Sandlas, Garry Sandhu, Tanishk B...



Kar Gayi Chull

Badshah, Amaal Mallik, Fazilpuria, Sukriti K...



O Saki Saki

Neha Kakkar, Tulsi Kumar & B. Praak

What songs will you add to this?

#RunTheWorldBe Unstoppable

Revive Nike Run Club in every metro and provide coaching

Through trainers, talk about how shoes and gear is extremely important, promoting Nike at every turn

For the participants—coaching, merch, and details about their times, pace, etc.

For us—content (own + UGC) for social media



Post

• #Engage

Talk to people through Instagram stories

Ask questions; examples:

What keeps you running?

What does fast mean to you?

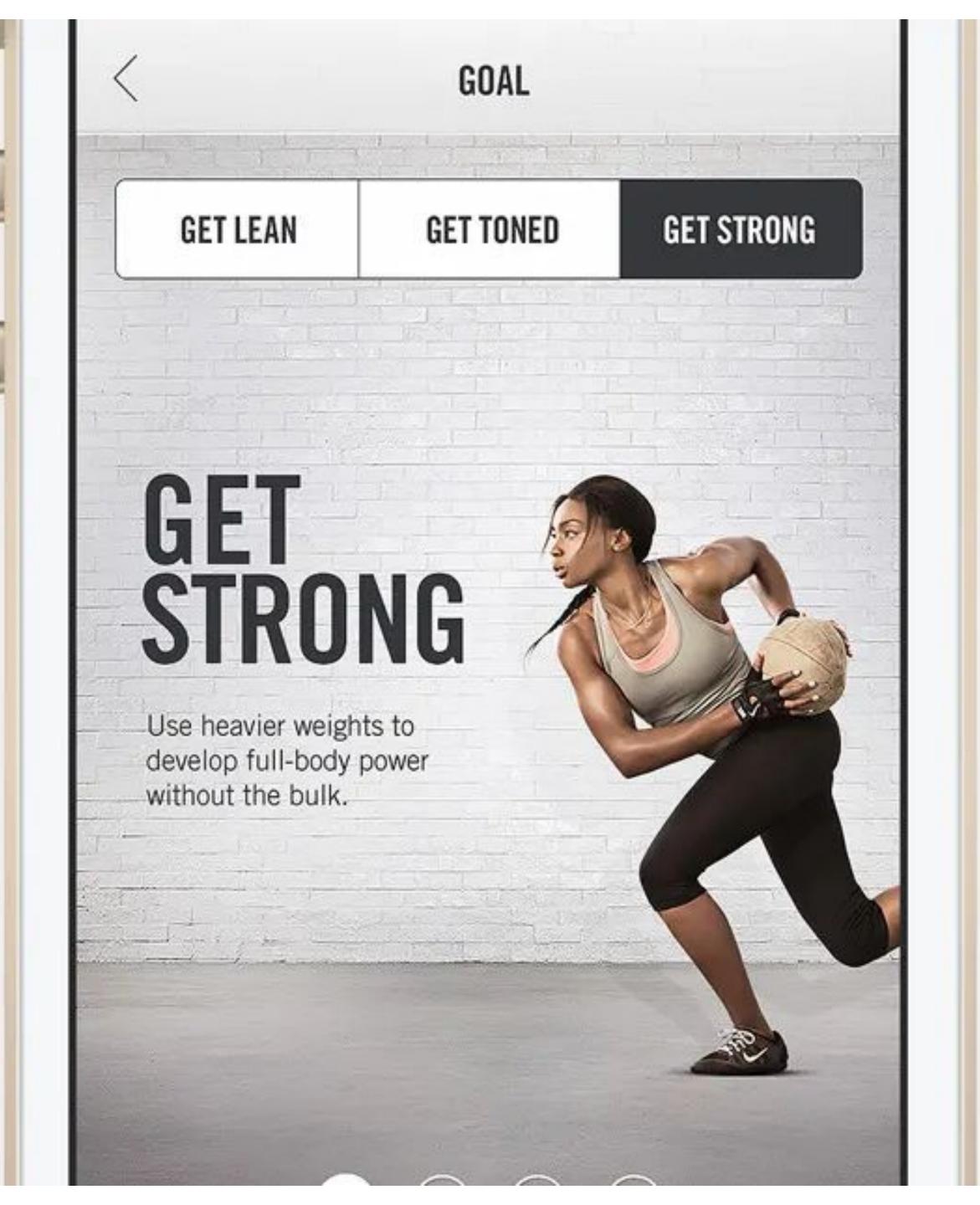
What are your excuses to not exercise?



#Educate

Share videos of quick 10-15 minute exercises (available on the Nike Training App) that people can do when indoors and outdoors.

Follow themes like
#WinterWorkoutVibes
#SummerSweat
#UnstoppableInAndOut
(Monsoon workouts)

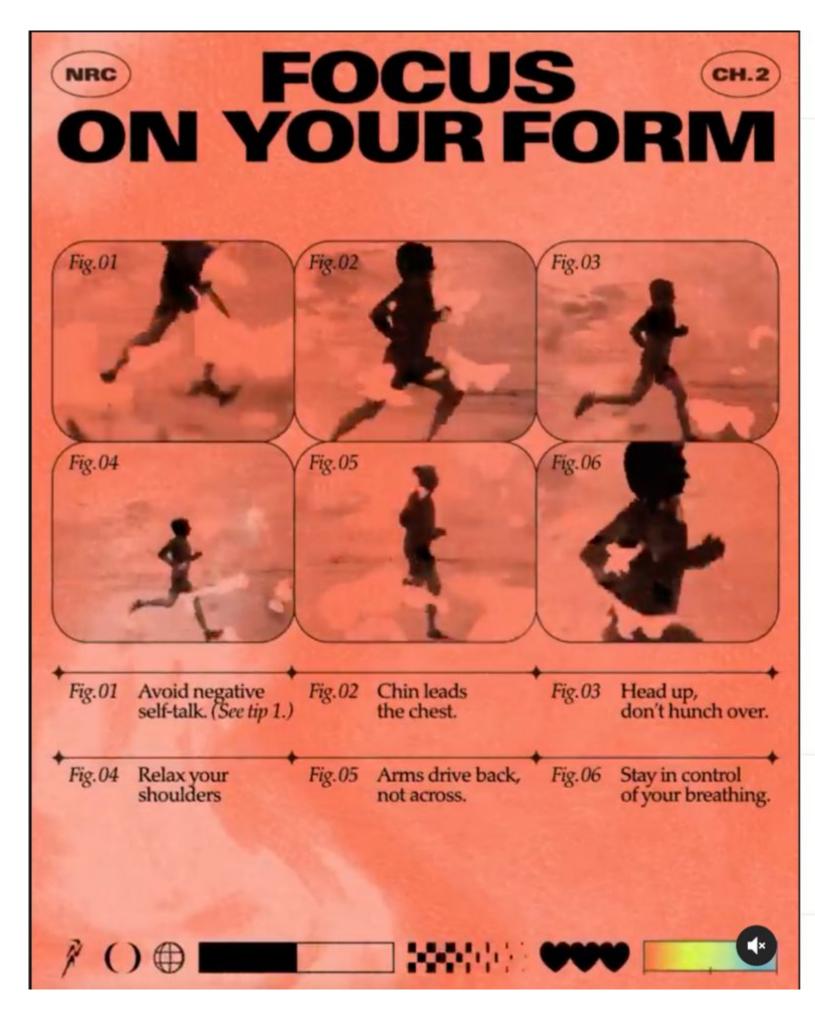


#Challenge

Once we show the right way to do the exercises, start challenging people

51 pushups in 7 Days 15 days to a perfect headstand 10 chin ups in 10 days

Ask people to film their journey and we create a montage from the clips we receive



nikerunning • Follow

nikerunning Stay in control of the run.

Did you know that good running posture can make you a stronger, faster runner?

"If you're leaning too far forward, you're robbing yourself of knee lift," says Nike Run Club Head Coach, @coachbennett. "That knee lift is stride length and power."

7w

coachbennett Make it a habit to just do a little systems check every now and again on your run. Are you supporting yourself like a great teammate? Are you advising yourself like a great coach? Is your chin slightly leading your chest? Are your arms loosely swinging back and forward and not across your body? Are you in control of your breathing? Then... when the systems check is done... smile. You're running and you're running strong. You deserve a smile. Besides, a smile relaxes you. And a relaxed runner is a powerful runner. #everyrunhasapurpose

Post

7w 443 likes Reply



161,620 views

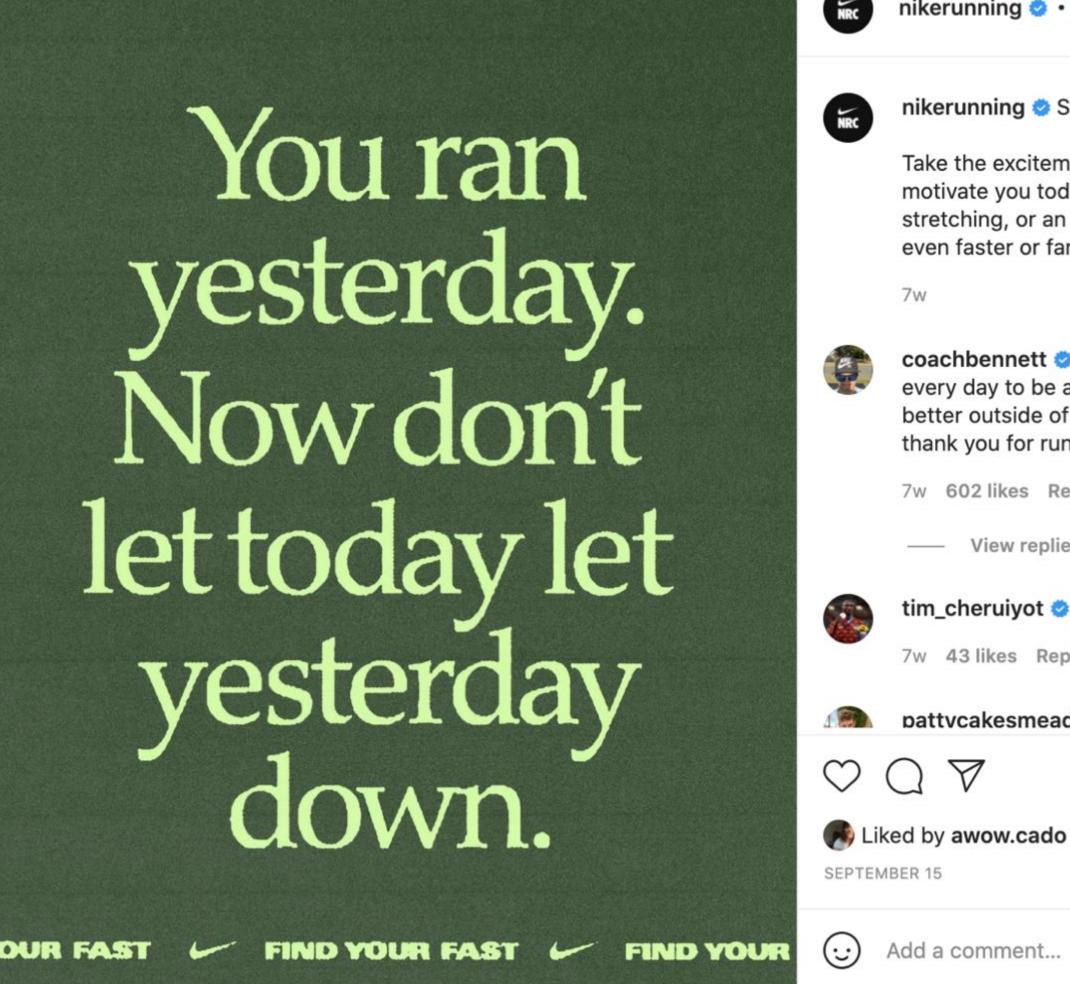
SEPTEMBER 19

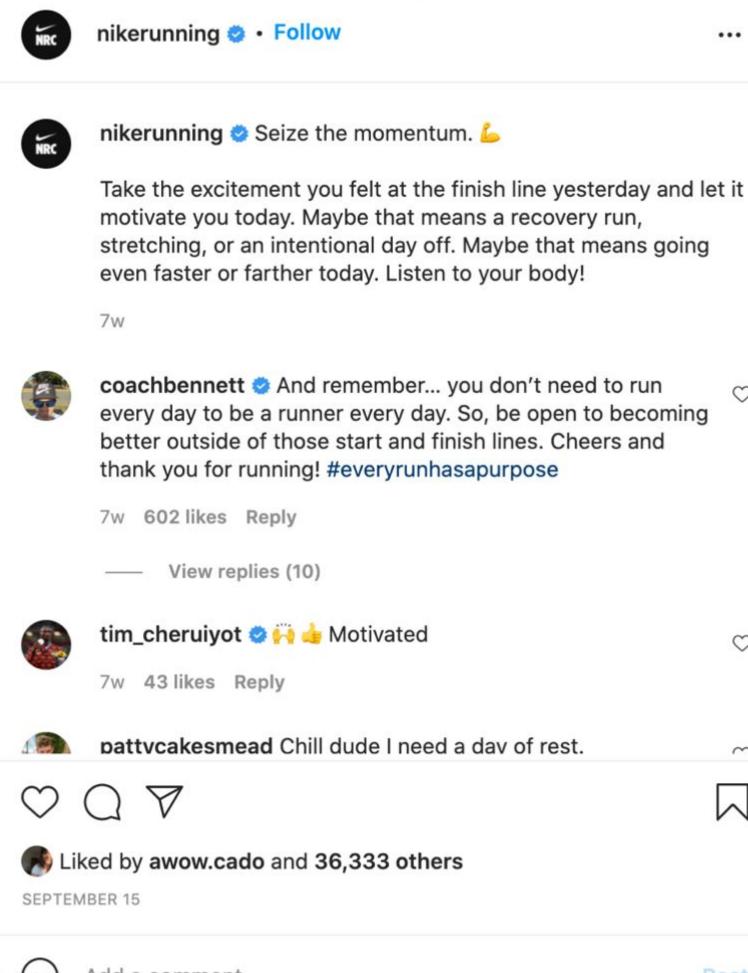


#Motivate

It's all about self belief

Repurpose content from <a>@nikerunning that drives people to get out of bed and workout





#Sustainability

Talk about sustainability

Shows that Nike cares and helps build a connect



Repurposing Global Content



#UnstoppableStories

15-min mini documentary series on current as well upcoming Nike athletes

Talk about their struggles, their current form, etc.

Also, repurpose global content under this banner



#MyUnstoppable Week

Track a Nike athlete for a week to create a crudely shot yet well-edited montage of what the player does through the week

Audience gets a glimpse into their exercise routine, diet, rest period, recreational activities, etc.



Social Media Strategy

- Video-first and photo-first approach - Self-belief and aspirational stories of "Every body" from existing content - Branded and co-created content on lifestyle, fashion and **Content** trends - Influencers; Comfortable in their own bodies, Pop culture Community artist, Athletes and recreational activities influencer etc Content to commerce - Offers and promotion - Insta shop- Shop caracousles, E-Commerce Promotions Commerce - Shop Offers and Promotion- Staying-in collection and

offers



Platform Strategy



Defining Platform Objective

Instagram

Engagement and Reach

Facebook

Awareness and Top of Mind recall

YouTube

Consideration and Relevance

Instagram Strategy

Emotive Motivation; Video First- Content around self belief

Influencer contentcreating and curating Community building with influencer content on self believe journey

Resharing relevant content from other Nike Handles such as @nikewoman, @nikesportswear, @nikerunning, @niketraining, @nikenyc, @nikelosangeles, etc

How to do content- keep consumers inspired and motivated in their self-belief journey- Q&A, Post, Polls and short videos

Format Innovation-Carasoules, 3D Post, Videos, etc

Facebook Strategy

Emotive Motivation; Content arou

Influencer contentcreating and curating Exclusive offers and promo codes for Facebook Fans only

Resharing relevant content from other Nike Handles such as @nikewoman, @nikesportswear, @nikerunning, @niketraining, @nikenyc, @nikelosangeles, etc

Format Innovation-Carasoules, 3D Post, Videos, etc

New range and product launches and Live Sessions

YouTube Strategy

Hero

- Localised content to reach a wider audience (viral video or major commercial push)
- Influencer content and post

Hub

- Regularly released videos tailored to customers' passions and interests; Behind the scenes Video, Design explantation, Influencer content, etc
- + #AskExperts/#AskAmbassadors about their journey of self-belief

Hygiene

- 'Always on' videos optimized to address potential consumer interests; How-to videos across different genres which help consumers stay active and moving
- How-to videos with Nike
 Academy or Nike Football pages

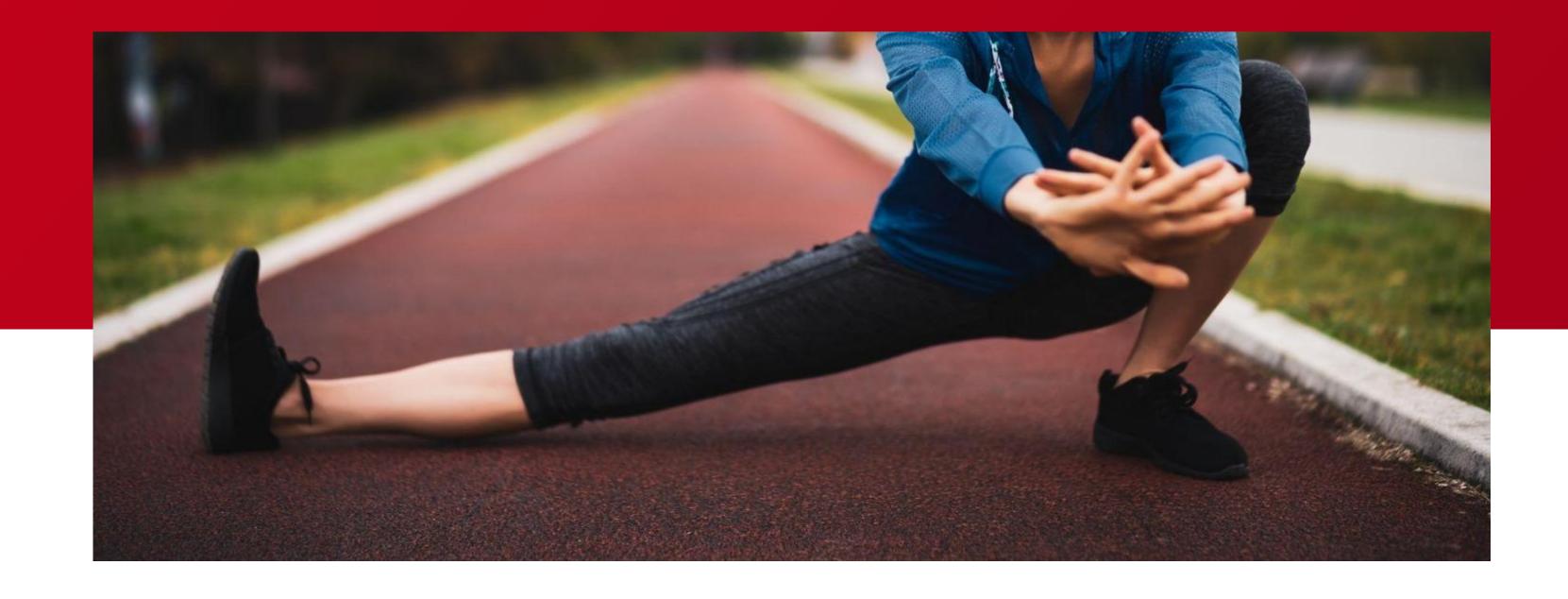


Way Forward



Content Roadmap

| | Jan | Feb | March |
|---------------|---|--------------------|---|
| Hero Campaign | #BeUnstopabble | | |
| Hub | < <intro campaign="" hero="" to="">></intro> | #ForTheLoveOfShoes | #LoveEveryBody |
| Hygiene | #MindfulMondays #WorkOutWednesday | | Contests: #WhatsYourFast #NikeHealthChallenge |



January Campaign



Rollout

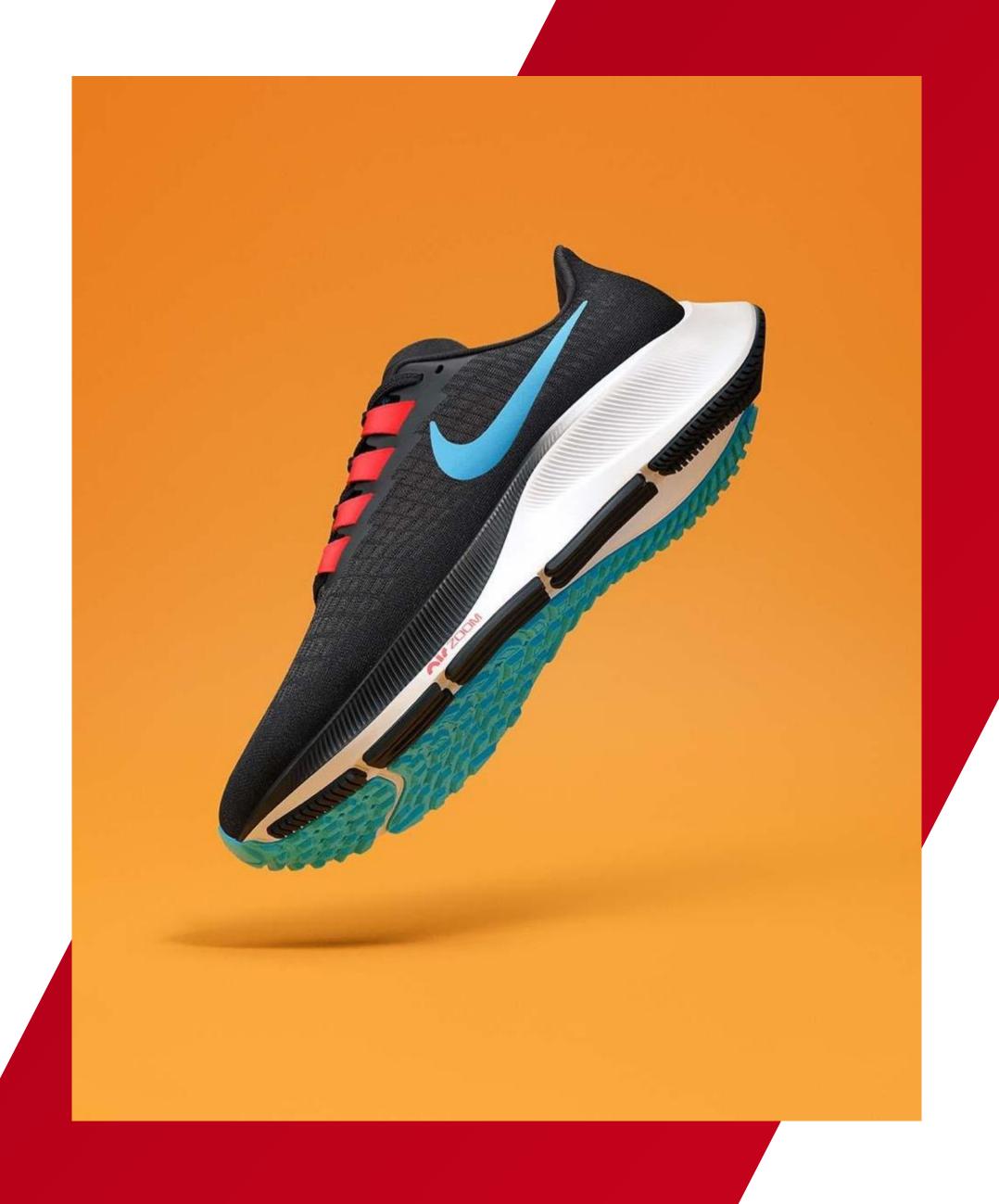
- 1 key visual grid 2x3
- Product posts / Product explainer posts
- #WhatMakesYouUnstoppable
 - #DesignTheUnstoppable
 - #UnstoppableCreator
 - #UnstoppableRoulette



#WhatMakesYou Unstoppable

- Insta live with fitness influencers—Q: How does
- one become unstoppable? They then ask the
- audience the same to call for entries

Motivational reposts from global pages



#DesignThe Unstoppable

- Bring out the creator in you and
- #DesignTheUnstoppable.

- Rules:
 - Visit the Nike Phoenix Palladium Store in Mumbai
 - Transform yourself into an unstoppable creator by designing your own Nike sneakers
 - Tag us in your Instagram posts/stories for a chance to win exciting goodies



#UnstoppableCreator

- Make yourself an #UnstoppableCreator.
- Camp.in gives you an opportunity to become an
- artist and showcase the art work in any field
- may it be sketch, rap, digital art, photography, etc.

One lucky winner will have the opportunity to show their work to Sonam Kapoor and chat with her live on Instagram.



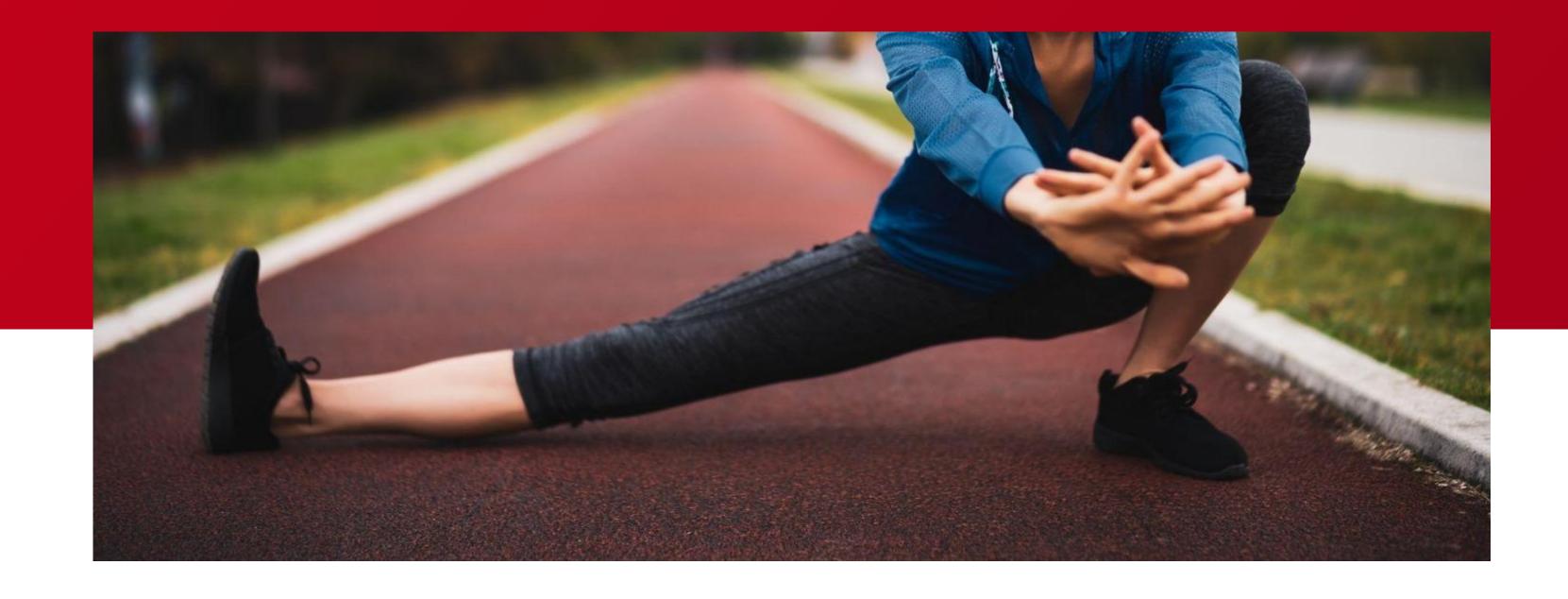
#UnstoppableRoulette

- A roulette game where numerous workout
- placards are going too fast throughout the
- story. Placard examples: hold a plank for 30
- seconds; hold a headstand for 30 secs, give us 10 pushups in 30 secs, etc.

Task:

- Take a screenshot of any placards and complete the exercise.
- The participant must share a quick video (15-30 seconds) of them completing the workout and share it on their Instagram story, tagging us.
- Lucky followers will win goodies from Camp.in





February Campaign



CREATIVE LEAP

In the month dedicated to love, we talk to sneakerheads about their love for their favourite object in their wardrobe.

Feb is the month where we talk about...



#ForTheLoveOfShoes

Rollout

#TheSneakerShow

- Give Sonam Kapoor and Anand Ahuja the Camp.in
- Instagram handle for a live video where they show
- off their sneaker collection and discuss about them.
- In addition, they'd discuss what Nike and sneaker
- culture mean to them.

Extend #TheSeakerShow to host interviews (by someone at Camp.in) with other celeb/influencers:

- . The women's hockey captain/team
- . Interviewing a sneaker customizer
- Abhishek Bachan (huge NBA + Chelsea fan);
 Rahul Bose (Rugby and sneakerhead)
- . Content creators—<u>@sherryshroff</u>
- . Comics—Rohan Joshi, Kanan Gill, etc.
- Fitness influencers—<u>@fitwithzareen</u>, <u>@natashanoel001</u>



#TheSneakerShow

- Caring for your love:
- Demonstrate how to care for your expensive sneakers.
 - Give tips and tricks for keeping them clean and neat while also ensuring that they have a long shelf life.

Interviews with shoe designers on their work, sneaker culture, and journey.



Rollout Reel Ideas

- What am I wearing?
- OOTD, but with a sneaker twist
- "Tell me you're sneakerhead, without telling me you're sneakerhead"
 - Influencers use a pre-recorded voice and show off their Nike collection

#ForTheLoveOfShoes/#CantLiveWithout

 Sonam Kapoor & Anand pick their favourite Nikes and then challenge their friends to do the same from their wardrobe





March Campaign

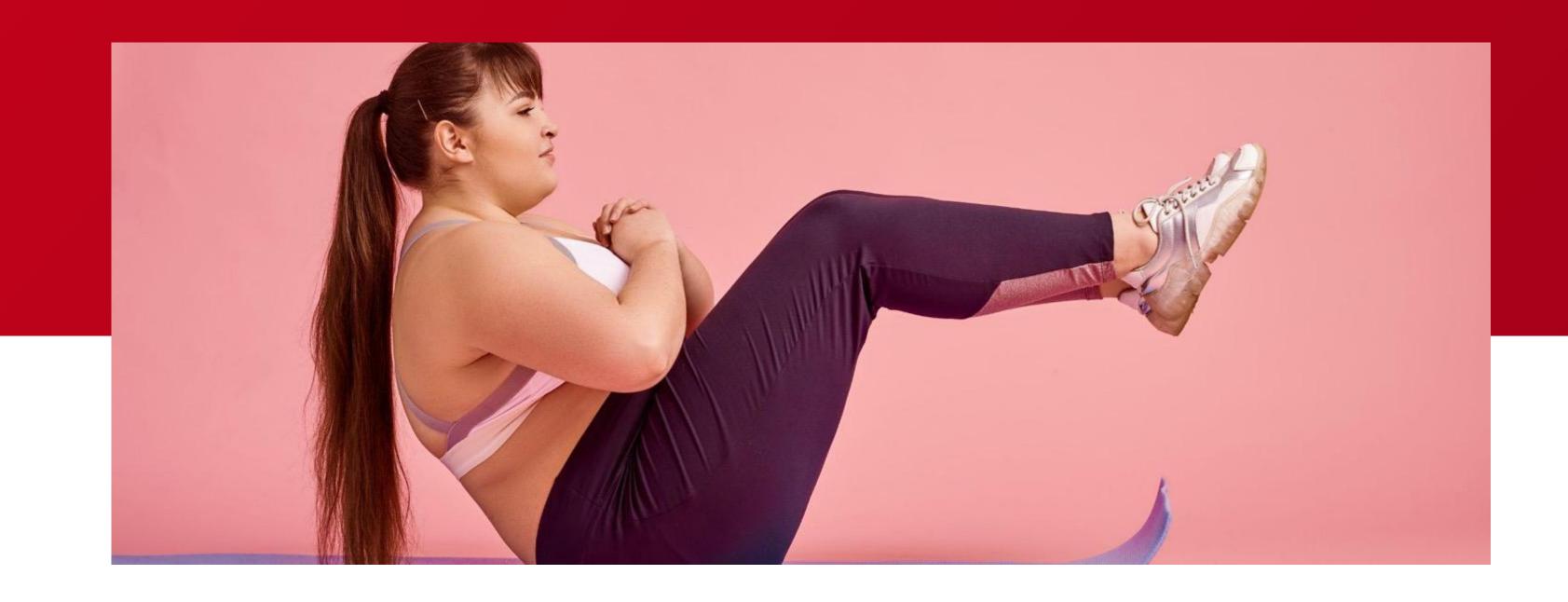


CREATIVE LEAP

Nike is more than just a fitness apparel and sneaker brand. It symbolises your inner you, your capacity to push past barriers and live life on your own terms.

Society still defines what is and isn't body positive. Let us all promise to achieve a healthy physique rather than an unattainable one this summer with Nike, while simultaneously exuding self-love and self-care.

Don't let others unrealistic perception ruin your body positivity vibe. *Be realistic, be you.*



#LoveEveryBody

Rollout Short Film #LoveEveryBody

- Short film about how body positive and
- inclusive nike with Nike Camp.in
 - Go beyond superficial body standards
 - Few Plus size models wearing NIKE apparels demonstrating how their personalities align with the NIKE ethos



Rollout Insta Lives #LoveEveryBody

- Go live on instagram with the following
- influencers and talk about body positivity and
- their struggles to get there...and what fitness
- means to them:
 - <u>@stylemeupwithsakshi</u>
 - <u>@aashna_bhagwani</u>
 - . <u>@taneshaawasthi</u>





Hygiene Content- All Months

Insta Lives #MindfulMondays

- No matter how your weekend went, Mondays
- are always hectic.

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How about talking to a resident doctor/therapist/life coach who takes you through a few techniques that help you take the rest of the week head on?



#Workout Wednesdays

- Wrong posture?
- Don't know why you need to have a proper
- running gait?

And other fitness and running #101s come to your feed every Wednesday—from the proper way to tie your shoelaces to improving your running performance!



#Fitness Fridays

- Stay fit in a holistic way.
- An eminent nutritionist / doctor go live once a
- month to explain what's healthy, what's not, how to stay fit in today's hectic schedule, debunk nutrition myths, etc.



#TheShoeSchool

- You can't bring a knife to a gunfight.
- Similarly, you can't just wear any shoe to run...or
- play ball. #TheShoeSchool talks everything shoes, especially how to wear, what to wear and when to wear a particular pair.

Every Nike shoe is one-of-a-kind and has its own unique feature; it is also our obligation to educate people about the correct shoe for the right track.

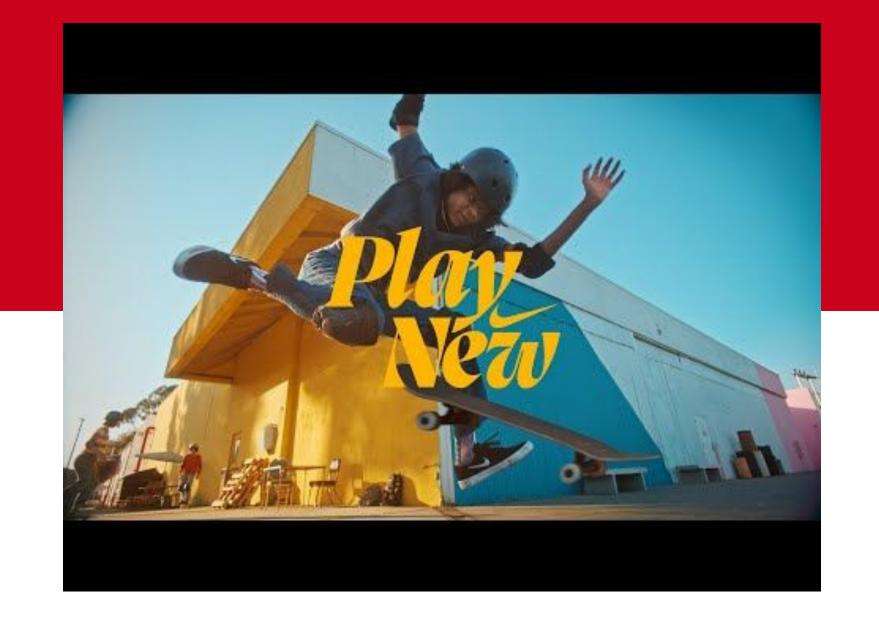


Content Pillars

Play New Stories

Community

Delight



THANK YOU