









FACTS & FIGURES ADVERTISING NOUVEAU - Fi 00137

Client: Feministiskt Initiativ

Turnover: n/a (political party)

Markets: Sweden

Target group: Young voters

Main competition: Radical political parties,

V, S, Mp

STUDIO TOTAL TOOLS:

MEDIA REACH

BROKEN INTO CHANNEL

#1 Everyone: Aim for a bigger audience, the spill will add to the buzz.

2 Make it real: Do something in reality, don't talk, do it.

4 Work with fans: Social media, blogs, facebook, real life.

5 Create emotions: Real emotions makes people interact.

Burning for Equal Wages, By F! Campaign results

CLIENT: FEMINISTISKT INITIATIV

F! is a Swedish political party that fights for equal rights.

CHALLENGE

Swedish women earns € 10 000 less than Swedish men every minute. How can we make people feel the difference?

THE STUDIO TOTAL SOLUTION

We set € 10 000 on fire.

RESULT

Suddenly, everyone wanted to talk to The Feminist Party. Their popularity according to opinion polls almost doubled in the month after the campaign, the membership got a 600% rise compared to the previous month. (doubling the total membership.) On election day they got 20% more votes than in the previous election. The attention was massive. 30-35 journalists attended the actual burning and the story spread all over Swedish media. Hundreds of articles, TV, radio and blogs told the story of the money and the fire. International press started to write and in 7 days over 1000 articles had been published. The story even made it to a Japanese game show.

480 341

SOCIAL MEDIA

Facebook: 2 500 likes Twitter: 4 000+ mentions Blogs: 5 000 + blog entries (Most talked about subject for two weeks)

WEBSITE VISITORS

Month Before / Month after 3/806

MEDIA COVERAGE SWEDEN

Media mentions Print Month Before / Month after

23 / 2 341

MEDIA COVERAGE GLOBAL

n/a but at least 250 000+

MEDIA MENTIONS

Month Before / Month after

29/718

MEDIA MENTIONS

INTERNET

Month Before / Month after

blank / 100 000+

MEDIA NOTABLE

Cover all major broadsheet, Guardian, India Times etc. Aktuellt, BBC, TV in 20 countries.





GOOGLE HITS

Production details

It began with a 25-word press release. "At 10 am tomorrow the leader og F! will burn 100 000 SEK on a grill to show the difference in wages between men and women. The release was immediately picked up by the swedish news agency TT. From there it spread across media. In the morning more than 30 journalists attended the

The campaign was the most talked about event in swedish media for over a week.

Later the news spread across the globe, reaching almost a billion people, and, as a meta-story getting even more attention in sweden.

During the entire campaign, we worked hands-on with the client to sign new members, debate on facebook and so on.



I går invaderades tockholm av zombier

Men var inte orolig de höll sig i skinnet. Den ingena fredagskvällen urarrade plötsligt i en orgie

i blod och väsande stön när runt 80 zombier hoppade på runnesbanan vid Gårdet Intet out anande resentrer ryspeade tillbaka inför det

massiva uppbådet av blodjga, vandrande lik. - Vad fan år det som hån obefogad. der utbrast omtumlade vitt-

nen på tunnelhanans röda "Åter hjärnor"

det ett välkänt faktum att teri Rissne.

President George W Bush har bjudit in det

svenska kungsparet på

Junchi Vita huset den

23 oktober medde-

lar hovet på sin



Marjorie Castro physpar teater och tyckte att zombiesammankomsten lät som en bra övning i skådespekeri. zombier äter hjärnor. Men

inviga Sveriges nya stärka den amerikansk-

trån de kungli- lande, enligt nyhetsbyrån

Besöket George W Bush i ett utta-

svenska vänskapen, säger

Chockade mammor sa år små, de år inte vårda besvå- en bra övning i skådespeleri.

tet säme muhlim Marketia. Ains barn atr blunds och håt.

Let, såger zombien Marjorie

såger Marjorie Castro. La sig undan. Visserligen år Castro, 22, som pluggar tea-

kanske var tädslan ändä freak hade samlats i Stockholm för att delta i samman-

- Barnens hjärnor är för bier och tyckte att der lät som

Sugar America Aftonbladet den 5/10.

upp vid Stureplan, mitt bland svårt skräckslagna brats. Enligt uppgift satte flera av dem skumpan i halsen senare under kvällen. till följd av chocken.

George W Bush bjuder kungaparet på lunch Efter en kort fård i tunnel- chocken sitter nog kvar - Det är en stor dag för albanan steg de levande liken några dagar, säger Rikard zombieälskare. Men

festen. Efter en bensträcka-

te pi Sture. LA plan for Rikard

svannzombj. Lekander erns per i tunnelbanan igen. Förhoppningsvis håller de sig borta ett tag. åtminstone till nästa fredag den trettonde.

Ny skräckserie

Canal plus står bakom zombicinvasionen som en del i lanseringen av en ny skräckserie som kommer att gå i kanalen i höst.

David Nannini Milsson

Sá blir du en zombie:

1. Blok huden med let arrival som far bort det roda i anektet. 2. Lings hast arrest pile kinchen och pareden ad att ekolettet fram-

3. Lings micks arminik runt ingonen all att oportalorna ser depa-

4. Arminal was for att forms arr och kottade på huden Lagg on kilcs på haden och skär ut såren

5. Smirka dit blodet. En blandring av strap och huntdistory gov auton

Allt fler engelsmän väljer rättvisemärkt LONDON Rättvisemärkt te räckertill. Förra året om-

och ekologisk mat är inte satte etiska matvaror as mil-

långre en liten exklusiv jarder kronor, skriver Dally bransch i Storbritannien. Express, Orsaken är ökat Efterfrågan är så stor att miljömedvetandeochbö produktionsk-paciteten in- inkomster. Jens Karras



SVERIGES STORSTA SP

en rysare i fem ronder

Challeng & A ASS TO BULLIEUROPAS

Arsenol * 4.695:- Inter * Liverpool * 3.495:- Milan * 2.395:Manchester U * 3.695:- Barcelona * 3.045:-

Skrapa fram 5 milione





FACTS & FIGURES ADVERTISING NOUVEAU - CANAL+ 00132

Client: Canal+

Turnover: €2 billion

Markets: Europe

Target group: Urban people 18-50

(This campaign)

Main competition: Other TV-stations, Internet.

STUDIO TOTAL TOOLS:

#2 Make it real, build something in reality.

4 Work with fans: let them be part of the campaign.

6 Be interesting for media: Press releases, Inbedded journalists.

499 Zombies, by Canal+ Campaign results

CLIENT: CANAL+

Canal+ is premium, french cable channel.

CHALLENGE

How could we get attention to the launching of a new Horror Series, and at the same time say something about Canal+ being driven by passion?

THE STUDIO TOTAL SOLUTION

We turned Masters of Horrors into a physical form. Dressed up 200 volunteers as zombies and let them march across Stockholm on a dark autumn night.

The whole thing was done in cooperation with Canal+ employees, showing their love for what they do.

RESULT

All the biggest Swedish newspapers covered the venue, as did radio, television and blogs. When someone kindly translated the campaign into English, the news spread across the world, from South African radio to the Washington Post. The Canal+ homepage got a record number of visitors.

GOOGLE HITS

38.224

Production details

The campaign was quite complex, involving most of Studio Totals skills, from media handeling to events to social media buzz.

The core of the campaign was the Zombie walk, to which we invited selected media. By using the coverege in these media, we spun the campaign globally and in social media, until the attention was so big, we launched it again in Europe, as the "success of the Canal+campaign"

An important aspect of the campaign was to keep it close to fans. The core work of the campaign was done by fans, with no payment except for the love of the idea.

SOCIAL MEDIA

 $\textbf{Facebook:}\,1\,300\,\text{added friends}$

Twitter: n/a

Campaign web: 220 000 views

Links: 180

WEBSITE VISITORS

Month Before / Month after

9/140

In 1000

MEDIA COVERAGE SWEDEN

Media mentions Print Month Before / Month after

23/98

MEDIA COVERAGE GLOBAL

Month Before / Month after

34 / 6 433

MEDIA MENTIONS

BROADCAST (Except Canal+ itself)
Month Before / Month after

54 / 640

MEDIA MENTIONS

INTERNET

Month Before / Month after

231/6977

MEDIA NOTABLE

BROKEN INTO CHANNEL

MEDIA REACH



Cover + spread Aftonbladet, Article Washington Post

SALES

Subscriptions + 10 % dcr / monthly base Lingering + 5 %

















FACTS & FIGURES ADVERTISING NOUVEAU - MALMÖ OPERA 00141

Client: The Malmö Opera

Turnover: € 80 million

Markets: Scandinavia

Target group: General population, age 16-90

Main competition: Other cultural institutions

STUDIO TOTAL TOOLS:

- #2 Make it real, build something in reality
- #3 Work with emotions
- # 4 Work with fans: Social media, blogs, facebook
- # 6 Be interesting for media: Press releases, callups

Black Ascot, By Malmö Opera Campaign results

CLIENT: THE MALMÖ OPERA

The Malmö Opera is Sweden's largest opera house with an audience from both Sweden

CHALLENGE

Opera attracts a large but old audience. How do we reach a younger audience?

THE STUDIO TOTAL SOLUTION

Studio Total turned one of the main characters in an on-going opera, into a fictional blog where you could read about the decadent champagne lifestyle of a young introverted woman and admire her sense of

RESULT

The blog was the fastest growing in Sweden. In less than one month it attracted more visitors than any other national culture blog. With more than 200 000 visitors, the campaign made it to the news on TV and radio and appeared on thousands of blogs. More than 100 people attended the funeral we staged when the fictional character died

GOOGLE HITS

24 711

Production details

We took a character from the libretto of the opera and created her blog.
The idea was to create an artistic work in its own

right, a staging of an opera on the Internet.

After we created the blog, we started seeding it to other fashion blogs. As the character came to life it slowly gained momentum. There was a lot of speculation who was the writer/creator. As the blog got more and more readers, the rumors started

After we reveled the truth behind the blog, that it was produced by the opera, it became even bigger, finally getting attention in mainstream media.

SOCIAL MEDIA

Facebook: 3300 friends

Project blog: 380 000 views

Blog links: 700

WEBSITE VISITORS

Month Before / Month after

MEDIA COVERAGE SWEDEN

Media mentions Print Month Before / Month after

82 / 830

MEDIA COVERAGE GLOBAL

MEDIA MENTIONS Month Before / Month after

7/36

MEDIA MENTIONS

INTERNET

Month Before / Month after

270 / 1 440

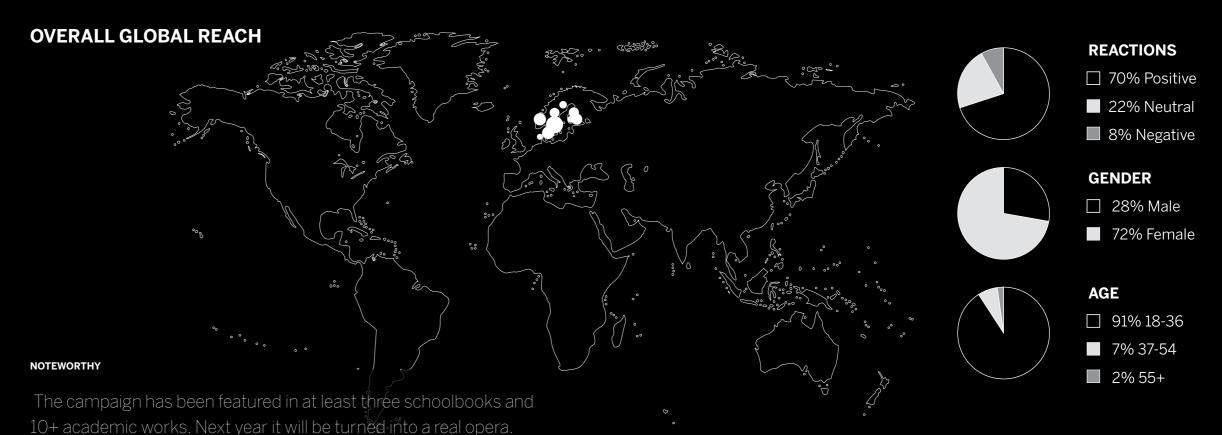
MEDIA REACH MEDIA NOTABLE

BROKEN INTO CHANNEL



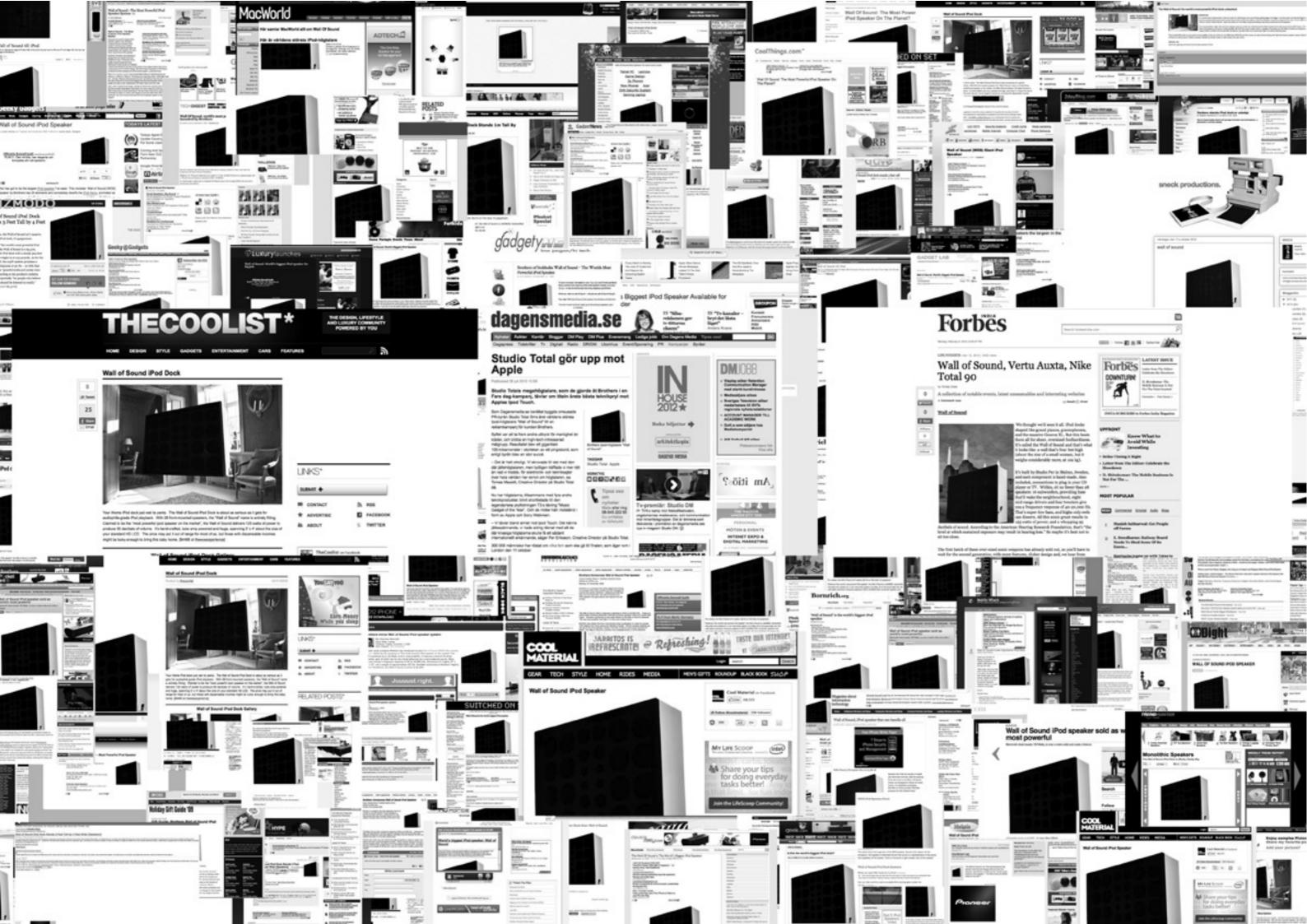
Dagens Nyheter, Aftonbladet, 9-5, Kulturnytt, SR.



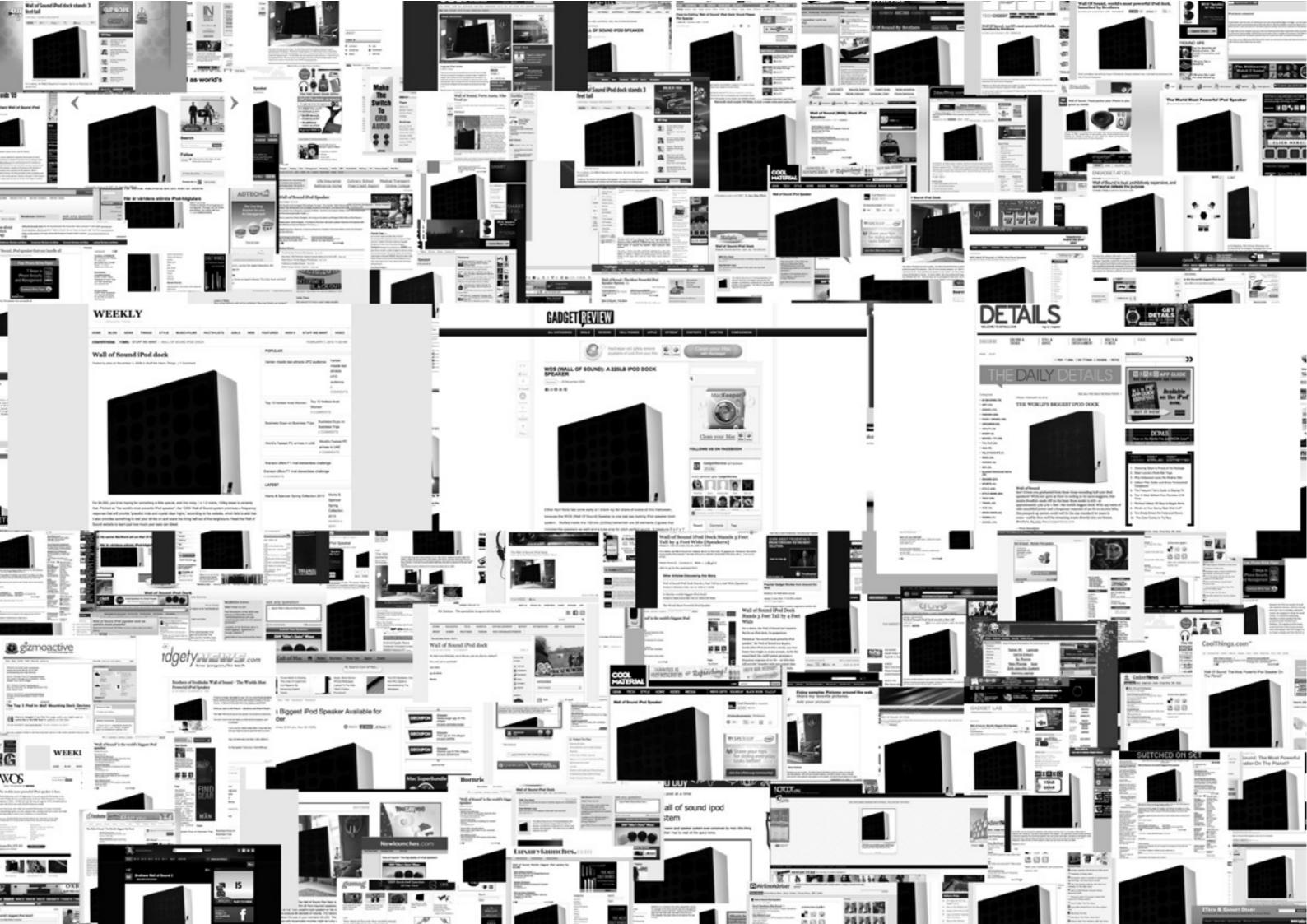














FACTS & FIGURES ADVERTISING NOUVEAU - BROTHERS 00143

Client: Brothers

Turnover: € 60 million

Markets: Scandinavia, Germany

Target group: Urban men 18-40

Main competition: H&M, designer

Campaign results

labels as Filippa K

STUDIO TOTAL TOOLS:

- # 2 Make it real, build something in reality
- # 4 Work with fans: Social media, blogs, facebook
- # 6 Be interesting for media: Press releases, callups
- # 7 Work with the product:

Wall of Sound, By Brothers

CLIENT: BROTHERS

Brothers is one of the leading men's fashion retailers in Scandinavia.

CHALLENGE

How could Brothers set themselves apart for Fathers' day?

THE STUDIO TOTAL SOLUTION

What does the cool, urban and modern father need? We noticed two trends - technology and making things BIG! We then produced the ultimate Fathers Day gift: the world's biggest iPod dock: "The Wall of Sound".

RESULT

For two weeks our speaker was the most talked about gadget in the world.
And the Fathers Day campaign was Brothers (and Swedens) most successful ever, it generated a 21% sale increase.

GOOGLE HITS

286.000

Production details

After having a team of engineers actually building the speaker (Make it real) we made a press release, including technical stats, photos etc. The release was sent to some American blogs, such as Gizmodo, Engadget and Wired.

The story then went viral and reached over 10 000 blogs in 24 hours.

Then magazines and newspaper followed. In the end, more than 3000 articles featured our product. And later that year it competed as Gadget of the Year in the worlds biggest gadget award arranged by T3 magazine. Against iPod Touch.

Facebook: 7900 added friends

Twitter: n/a

SOCIAL MEDIA

Campaign site: 490 000 views

Blog links: 351

WEBSITE VISITORS

Month Before / Month after

MEDIA COVERAGE SWEDEN

Media mentions Print Month Before / Month after

26/59

GLOBAI

Media mentions Print Month Before / Month after

36/231

MEDIA MENTIONS

BROADCAST Month Before / Month after

4/42

MEDIA MENTIONS

INTERNET

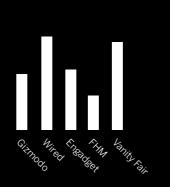
Month Before / Month after

32/6760

MEDIA NOTABLE

BROKEN INTO CHANNEL

MEDIA REACH



T3, New York Times, FHM, Vanity Fair, Wired



Compared to same month the previous year.

+21%

