### **OUTFRONT/**

# WE GET YOU LOUISVILLE.

**Media Across The Market** 



# WE ARE OUTFRONT/

At OUTFRONT, we understand that to brands, audiences are everything. Our media impact people where and when it matters most: in the real world. Smart brands leverage out of home's power of TLC by combining technology, location, and creativity to drive meaningful connections with their target audiences.

We continue to add intelligence to OOH, making our media more accurate, agile, and accountable. Our insights suite and attribution solutions were designed to reach your desired audience and measure your campaign's impact on them.

We are OUTFRONT by name and nature. We are everywhere, empowering businesses to leverage our ubiquity (500K canvases and 14.1B weekly impressions), our national footprint (top 25 markets), and our local relevance and community connections. We are front and center in the places your consumers live, work, and play, from neighborhoods to urban centers, from transit hubs to busier-than-ever highways and roads.

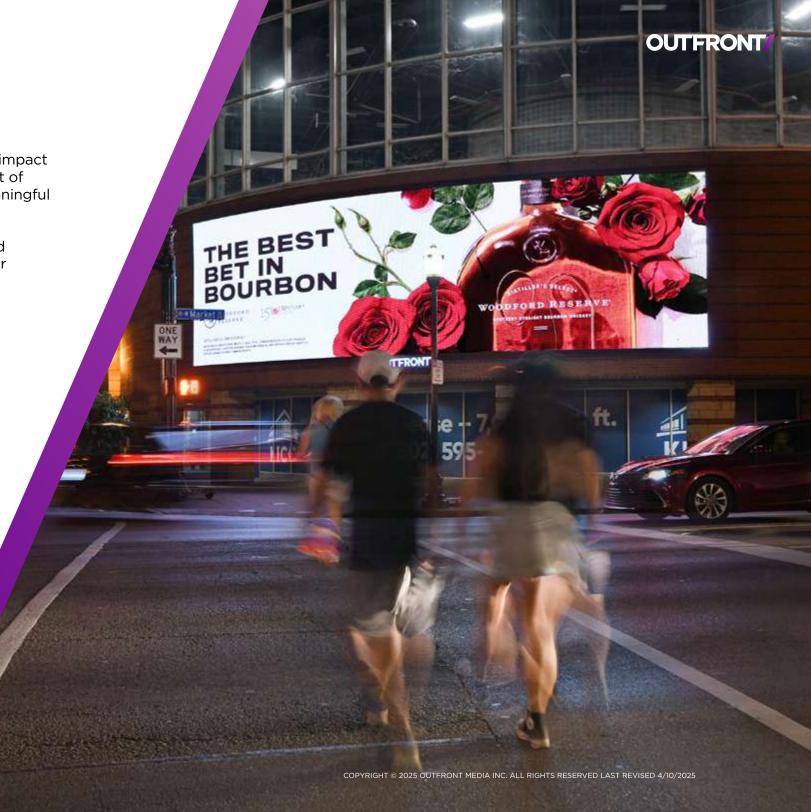
OOH is today's most creative medium. All OUTFRONT clients have access to our Cannes Lions award-winning in-house creative agencies to develop the right messaging and campaigns to drive positive outcomes. Champion the power of America's biggest canvases to drive engagement, fame, and trust.

As the most visible media platform in America, we understand our role in creating cultural impact. That's why we are dedicated to helping people, places, and businesses grow stronger.

Welcome to America's most visible and versatile media network.

Welcome to OUTFRONT. We get you America.

LOUISVILLE 502.812.1754 SOURCE: GEOPATH



# WE LEAD IN THE ART, SCIENCE, & AUTOMATION OF OOH/



### **ART**

Creative drives 70% of an ad's effectiveness. OUTFRONT delivers the best assets in the country, serving as the perfect blank canvas for your brand story, illustrated through big, bold, and beautiful creative. Tap into our award-winning creative agencies for best-in-class creative services, campaign development, and dynamic digital addons.

### **SCIENCE**

Tech advancements are a priority for OUTFRONT. We have the right hardware, software, and data to ensure your campaign is targeted, efficient, and trackable. We know reaching the right people is a top priority. That's why we use syndicated research, proprietary geospatial data, and real-time mobile data to find audience segments IRL. We also know that measurement matters. So, we have an attribution model that is scalable to different business needs.

### **AUTOMATION**

Automation is transforming digital out of home buying. Access OUTFRONT's digital inventory and automate the DOOH buying process programmatically or via the OUTFRONT Ad Server, for a managed service experience. Both approaches include the ability to easily activate complex digital campaigns at scale, which may include data conditions, impression or audience targeting, and dayparting.

### **OUTFRONT/**

### OOH DRIVES SUCCESS/

OOH IS A POWERFUL MEDIUM WITH PROVEN SUCCESS IN DRIVING DESIRABLE BRAND OUTCOMES ACROSS THE PURCHASE FUNNEL. THIS LAYERED WITH ITS LOW CPM MAKE IT AN EFFECTIVE AND EFFICIENT ADDITION TO ANY MEDIA PLAN.

### **AWARENESS**

OOH performs best for awareness across all demographics, while also ranking as the #1 preferred media format for Millennials and GenZ. Characteristics like massive reach, trustworthiness, and highly visual canvases contribute to OOH ranking highest against all other media in this KPI.

### CONSIDERATION

People take action after seeing out of home, whether in real life or digitally. In fact, **OOH drives 5.3X more search queries and 5X more website visits** than any other media. Often along the path to purchase, OOH drives people into brick-and-mortar locations and the checkout line.

### **CONVERSION**

OOH demonstrates superior performance in awareness and nearly identical numbers with social media in consideration and conversion rates. With significantly lower CPMs than other mediums, OOH offers the dual advantage of cost-effectiveness and widespread impact. Evidenced by eBay's 27% surge in ad revenue post-transition to a "full-funnel" marketing approach, the potency of OOH in driving conversions is undeniable.

LOUISVILLE 502.812.1754

### **AWARENESS**

43% OOH

33% TV

**32% Social Media** 

26% Online Video

### **CONSIDERATION**

23% OOH

24% TV

24% Social Media

21% Online Video

### **CONVERSION**

18% OOH

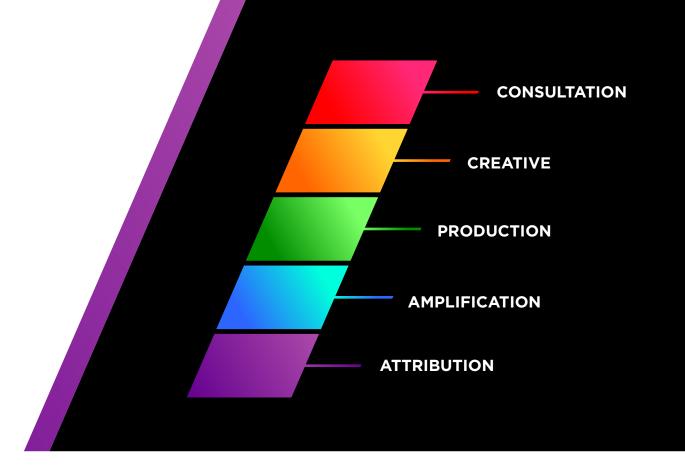
18% TV

20% Social Media

13% Online Video

# LEVERAGE OUR EDGE/

OUTFRONT'S 360° PARTNERSHIP APPROACH ENSURES YOU GET THE EDGE ON YOUR COMPETITION.



### **CONSULTATION**

### DEFINING YOUR CAMPAIGN

Tap into smartSCOUT™, Geopath, or StreetMetrics to find the best canvases to reach your audience. Prefer to automate the buying process? 7,000+ digital billboard and transit canvases available on top SSP and DSP platforms, plus OUTFRONT's Ad Server.

### **CREATIVE**

### THE MOST CREATIVE OF ALL MEDIUMS

XLabs and OUTFRONT STUDIOS design Cannes Lions and industry award-winning campaigns. Together, we can aid in anything from best practices to full campaign development, or integrate the latest dynamic digital elements.

### **PRODUCTION**

### LAUNCHING YOUR CAMPAIGN

Let's launch your brand story! With a full in-house operations team, your campaign will hit the streets in an impactful way.

### **AMPLIFICATION**

### TAKING YOUR MESSAGE FROM IRL TO URL

OOH is the best primer for all thigs digital, including search, social, and mobile. Our communications team can amplify your real world campaign through press, social OOH, and mobile reach.

### **ATTRIBUTION**

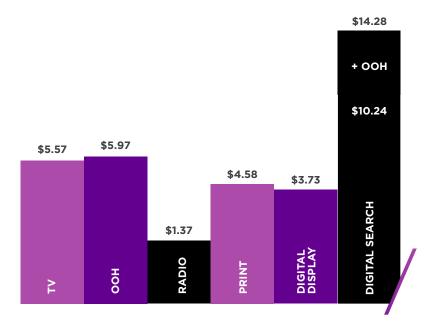
### TRACKING SUCCESS

Our suite of attribution solutions can track your campaign's success based on KPIs like footfall, website visitation, app downloads, tune-in, and brand affinity.

### OUTFRONT/

# AMPLIFICATION MATTERS/

### OUTFRONT is the best primer for digital engagement.



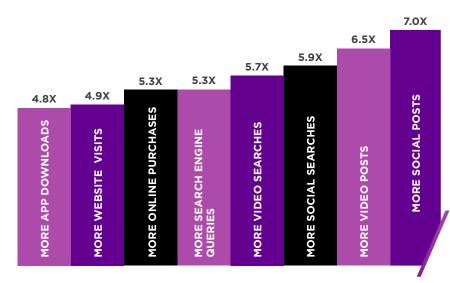


When out of home is added to the media mix, it **increases** search's return on ad spend by 40%. That's because 41% of consumers search for a brand after viewing out of home ads. Dollar for dollar, that's 5.3x the performance of other media.

Combining billboard and transit media helped finance brand Inter&Co drive a **100X increase** in branded search.



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### SOCIAL

Out of home drives 7X more social posts than any other medium, per ad dollar spent. It also drives **6.5X more video posts** and **5.9X more social searches**. Plus, one in four Americans have posted an OOH ad to their Instagram.

Sony and Olivia Rodrigo partnered on earbuds and a limited-edition MetroCard drop; **the Internet went wild**.





### **MOBILE**

Out of home inspires us to take out our phones and do something – like click a mobile ad. Consumers are **48% more likely to engage** with a mobile ad after exposure to the same ad via OOH.

PBR Teams expanded to eight markets after its first OOH campaign captivated Kansas City, **boosting ticket sales**.



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**ATTRIBUTION MATTERS/** 

OUTFRONT'S COMPREHENSIVE SOLUTIONS STACK PROVIDES FLEXIBILITY TO CHOOSE THE ATTRIBUTION PRODUCTS THAT BEST ALIGNT WITH YOUR KPIs.



### **FOOTFALL**

Footfall uses a consumer's physical behavior to track incremental store and on-site visits and link them to out of home campaigns they have viewed. OUTFRONT has seen an average lift of 131% for those exposed to OOH.

Learn how we drove a 164% lift in store traffic to 200 Burger King locations.



#### **WEBSITE**

Online conversion tracking identifies when a consumer is exposed to OOH advertising and then visits the corresponding brand's website or mobile app. OUTFRONT continues to drive the strongest digital conversion, with an average lift of 345% in website traffic for those exposed to the OOH.

Read how we drove website traffic for Celebrity Cruises.



### **APP DOWNLOAD**

We leverage a post-back to observe which mobile devices have downloaded and used the app after exposure to the OOH campaign.

See how we increased likelihood to download the Tinder app.



### **TUNE-IN**

Devices exposed to OOH ads are mapped to houtseholds that viewed a specific program, measuring tune-in lift.

See how we drove tune-in for a major sports league.



### **BRAND LIFT**

On-site mobile surveying provides brands with the opportunity to understand how audiences are responding to OOH creative. We measure attributes like awareness, ad recall, brand affinity, and intent to buy. OOH continues to drive stronger ad recall and brand awareness than all other measured media.

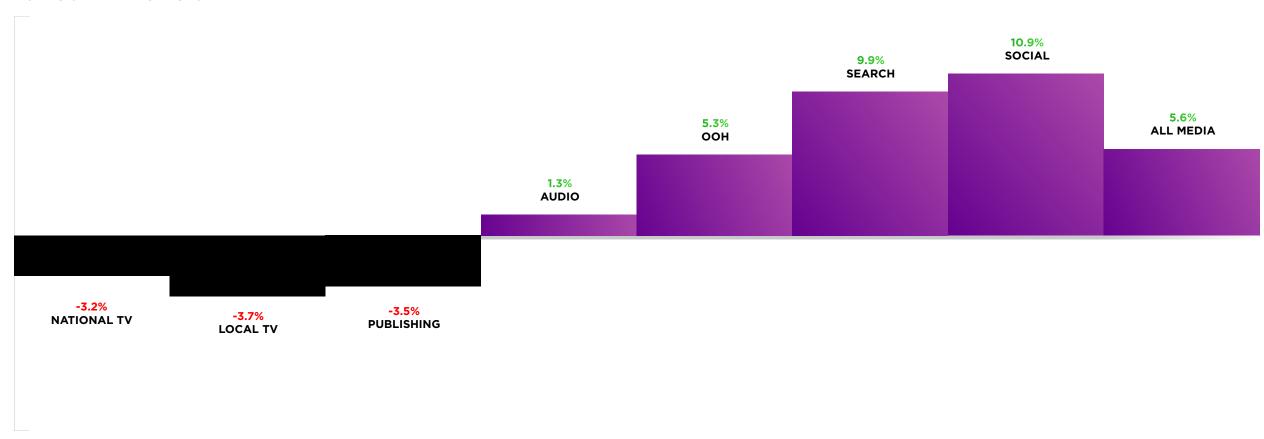


### OUTFRONT/

# OOH IS MEDIA'S FAVORITE MEDIUM /

OOH is geared for continued growth in 2024. Even better, it is a proven amplifier for all other advertising channels, pairing exceptionally well with digital media.

#### 2024 U.S. MEDIA FORECAST



# TOP 50 MARKETS/



|    | TOP 50 MARKETS                   | CBSA<br>POPULATION | BULLETINS | WALLSCAPES | POSTERS &<br>JUNIOR POSTERS | COMMUTER RAIL<br>& SUBWAY | BUSES | STREET FURNITURE | SPECIALTY | MOBILE + SOCIAL<br>NETWORKS |
|----|----------------------------------|--------------------|-----------|------------|-----------------------------|---------------------------|-------|------------------|-----------|-----------------------------|
| 1  | New York-Newark et al, NY-NJ-PA  | 19,357,766         | • •       | •          | • •                         | • • •                     | •     | • •              | • •       | •                           |
| 2  | Los Angeles-Long Beach et al, CA | 12,773,059         | • •       | •          | • •                         |                           | • •   | • • •            | • •       | •                           |
| 3  | Chicago et al, IL-IN-WI          | 9,220,195          | • •       | •          | • •                         | • • •                     |       |                  | • •       | •                           |
| 4  | Dallas-Fort Worth-Arlington, TX  | 8,365,633          | • •       | •          |                             |                           |       | •                | •         | •                           |
| 5  | Houston-The Woodlands et al, TX  | 7,699,970          | • •       | •          |                             |                           |       | • •              |           | •                           |
| 6  | Atlanta-Sandy Springs et al, GA  | 6,421,346          | • •       |            | • •                         |                           |       | • •              |           | •                           |
| 7  | Washington et al, DC-VA-MD-WV    | 6,353,913          | •         | •          |                             | • • •                     | • •   | •                |           | •                           |
| 8  | Miami-Fort Lauderdale et al, FL  | 6,299,604          | • •       | • •        |                             | • • •                     | • •   | • • •            |           | •                           |
| 9  | Philadelphia et al, PA-NJ-DE-MD  | 6,258,409          | • •       | •          | •                           |                           |       |                  |           | •                           |
| 10 | Phoenix-Mesa-Scottsdale, AZ      | 5,168,926          | • •       |            | • •                         | •                         | •     | •                | •         | •                           |
| 11 | Boston-Cambridge-Newton, MA-NH   | 4,936,229          | • •       | •          | •                           | • • •                     | • •   | • •              | •         | •                           |
| 12 | Riverside et al, CA              | 4,659,582          | • •       |            | •                           |                           |       |                  | •         | •                           |
| 13 | San Francisco-Oakland et al, CA  | 4,572,708          | • •       | •          | •                           | • • •                     | • •   | • •              |           | •                           |
| 14 | Detroit-Warren-Dearborn, MI      | 4,333,171          | • •       | •          | •                           |                           | • •   |                  |           | •                           |
| 15 | Seattle-Tacoma-Bellevue, WA      | 4,098,018          | •         |            | •                           |                           |       |                  |           | •                           |
| 16 | Minneapolis et al, MN-WI         | 3,730,656          | • •       | •          | •                           |                           |       |                  | • •       | •                           |
| 17 | Tampa-St. Petersburg et al, FL   | 3,419,498          | • •       | •          | •                           |                           |       | •                | • •       | •                           |
| 18 | San Diego-Carlsbad, CA           | 3,279,593          | • •       | •          | •                           |                           |       |                  | • •       | •                           |
| 19 | Denver-Aurora-Lakewood, CO       | 3,033,651          | • •       | •          | •                           |                           |       |                  |           | •                           |
| 20 | Orlando-Kissimmee-Sanford, FL    | 2,909,696          | • •       |            | •                           | •                         |       |                  |           | •                           |
| 21 | Baltimore-Columbia-Towson, MD    | 2,835,809          | •         |            |                             |                           |       |                  |           | •                           |
| 22 | St. Louis, MO-IL                 | 2,793,090          | • •       | •          | • •                         |                           |       |                  |           | •                           |
| 23 | San Antonio-New Braunfels, TX    | 2,761,788          | • •       |            |                             |                           |       |                  |           | •                           |
| 24 | Portland-Vancouver et al, OR-WA  | 2,504,222          | • •       | •          | • •                         |                           |       |                  |           | •                           |
| 25 | Sacramento-Roseville et al, CA   | 2,413,840          | • •       |            | • •                         |                           |       |                  |           | •                           |
|    |                                  |                    |           |            |                             |                           |       |                  |           |                             |

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NOTE: TOP 50 MARKETS BASED ON OUTFRONT INVENTORY AND POPULATION COUNT SOURCE: CENSUS DATA (2024 UPDATE).

# TOP 50 MARKETS/



|    | TOP 50 MARKETS                   | CBSA<br>POPULATION | BULLETINS | WALLSCAPES | POSTERS &<br>JUNIOR POSTERS | COMMUTER RAIL<br>& SUBWAY | BUSES | STREET FURNITURE | SPECIALTY | MOBILE + SOCIAL<br>NETWORKS |
|----|----------------------------------|--------------------|-----------|------------|-----------------------------|---------------------------|-------|------------------|-----------|-----------------------------|
| 26 | Pittsburgh, PA                   | 2,410,277          | • •       |            |                             |                           |       |                  |           | •                           |
| 27 | Las Vegas-Henderson-Paradise, NV | 2,369,486          | • •       |            |                             |                           | • •   | • • •            | • •       | •                           |
| 28 | Cincinnati, OH-KY-IN             | 2,290,416          | •         |            |                             |                           |       |                  |           | •                           |
| 29 | Kansas City, MO-KS               | 2,240,831          | • •       | •          | •                           |                           |       |                  |           | •                           |
| 30 | Columbus, OH                     | 2,208,373          | • •       | •          | •                           |                           |       | •                |           | •                           |
| 31 | Indianapolis-Carmel-Anderson, IN | 2,166,851          | • •       | •          | •                           |                           |       |                  | • •       | •                           |
| 32 | Cleveland-Elyria, OH             | 2,155,276          | • •       | •          |                             |                           |       |                  |           | •                           |
| 33 | Nashville-Davidson et al, TN     | 2,153,421          | • •       |            |                             |                           |       |                  |           | •                           |
| 34 | San Jose-Sunnyvale et al, CA     | 1,952,656          | • •       |            | •                           | • • •                     | • •   | • •              |           | •                           |
| 35 | Virginia Beach et al, VA-NC      | 1,795,437          | •         |            |                             |                           |       | • •              |           | •                           |
| 36 | Jacksonville, FL                 | 1,779,779          | • •       |            |                             |                           |       |                  |           | •                           |
| 37 | Providence-Warwick, RI-MA        | 1,683,645          | • •       |            |                             |                           |       |                  |           | •                           |
| 38 | Raleigh, NC                      | 1,555,961          | •         |            |                             |                           |       |                  |           | •                           |
| 39 | Richmond, VA                     | 1,372,170          | •         |            |                             |                           |       |                  |           | •                           |
| 40 | Louisville et al, KY-IN          | 1,371,917          | • •       |            | •                           |                           |       | • •              | • •       | •                           |
| 41 | Memphis, TN-MS-AR                | 1,333,544          | • •       |            |                             |                           |       |                  |           | •                           |
| 42 | Fresno, CA                       | 1,179,207          | • •       |            | • •                         |                           |       |                  |           | •                           |
| 43 | Grand Rapids-Wyoming, MI         | 1,172,184          | • •       |            | • •                         |                           |       |                  |           | •                           |
| 44 | Hartford-West Hartford et al, CT | 1,157,215          | • •       |            | • •                         | •                         |       |                  |           | •                           |
| 45 | Buffalo-Cheektowaga et al, NY    | 1,152,213          | •         |            |                             |                           |       |                  |           | •                           |
| 46 | Rochester, NY                    | 1,048,543          | •         |            |                             |                           |       |                  |           | •                           |
| 47 | Bridgeport-Stamford-Norwalk, CT  | 955,414            | •         |            |                             | •                         |       |                  |           | •                           |
| 48 | New Orleans-Metairie, LA         | 943,633            | • •       | • •        | • •                         |                           |       |                  |           | •                           |
| 49 | Albany-Schenectady-Troy, NY      | 907,810            | •         |            |                             |                           |       |                  |           | •                           |
| 50 | Worcester, MA-CT                 | 872,485            | •         |            |                             |                           |       |                  |           | •                           |
|    |                                  |                    |           |            |                             |                           |       |                  |           |                             |

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# IMPACT WHERE IT MATTERS: MEDIA ACROSS THE U.S.A.

YOUR STORY & AUDIENCE. OUR CANVAS.

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AVENUES



# WE GET YOU LOUISVILLE.

Louisville is Kentucky's largest city with nearly 1.4 million people and a median HHI of \$72,566. Known as "Derby City", "Bourbon City" and "Gateway to the South", it is headquarters to several major companies, such as: Humana, Brown-Forman, Louisville Slugger Bats, YUM! Brands, and Texas Roadhouse. Louisville is also home to UPS Worldport and base of UPS Airlines, GE Appliance Park, and Ford Motor Company Plants.

### WHY LOUISVILLE?

- Forbes ranked Louisville among the top 100 places in the U.S. for business and careers, job growth, and the cost of doing business.

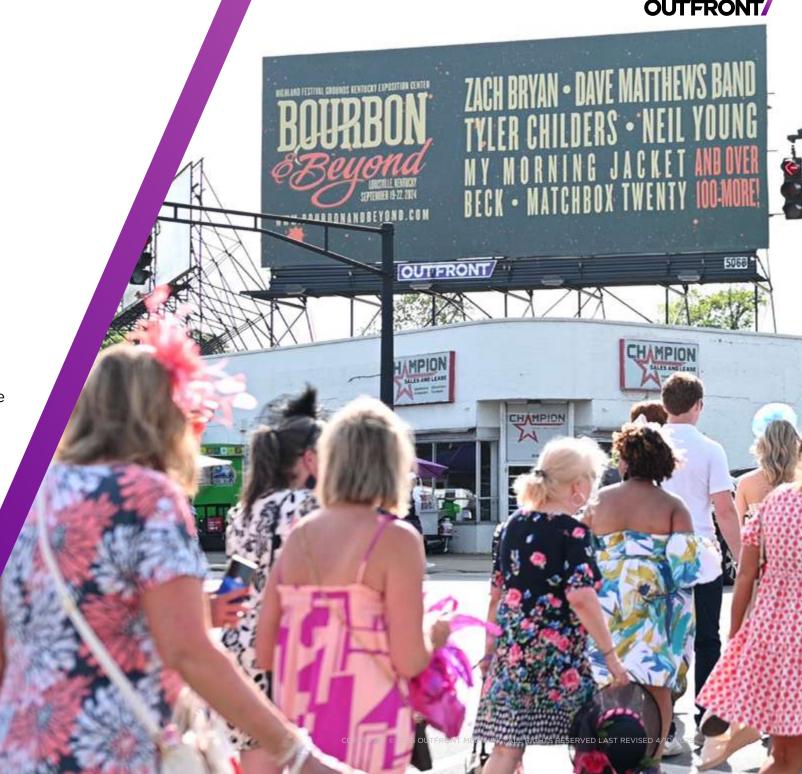
- Louisville's geographic location provides access to two-thirds of the U.S. population within one day's drive.

- Louisville is an emerging Tech City - with over 2,000 tech companies in the region.

- Bourbon is a \$9 billion signature industry in Kentucky, generating 22,500 jobs with an annual payroll of \$1.2 billion. Fun Fact: There are more Bourbon Barrels aging in the rickhouses across the state than there are people.

- 16.4 Million visits annually, for an estimated impact of \$3.4 Billion.

In Louisville, OUTFRONT reaches 72% of the DMA consumers weekly.

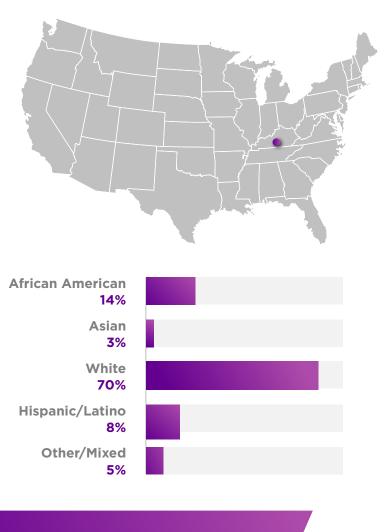


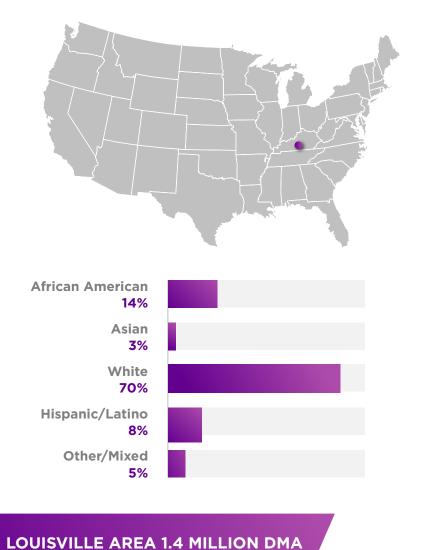
#### LOUISVILLE 502.812.1754

### **LOUISVILLE**

### OUTFRONT/

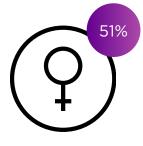
### **Profile**







or higher



Female





Total miles traveled past week



Time spent traveling to work each day



Drive alone or carpooled



White-collar occupation



Blue-collar occupation



Employed

# **MEDIA FORMATS**

| BILLBOARDS          | <u>16</u> |
|---------------------|-----------|
| DIGITAL BULLETINS   | <u>17</u> |
| BULLETINS           | <u>19</u> |
| POSTERS             | <u>22</u> |
| JUNIOR POSTERS      | <u>25</u> |
| LIFESTYLE CENTERS   | <u>27</u> |
| KICC                | <u>28</u> |
| DIGITAL KIOSKS      | <u>29</u> |
| STATIC KIOSKS       | <u>31</u> |
| SECOND SCREEN MEDIA | <u>33</u> |
| MOBILE NETWORK      | 34        |
|                     | <u> </u>  |





# DIGITAL BULLETINS

Add an extra layer of timeliness and relevance to your campaign through a digital execution. Easily change creative messaging based on triggers such as time of day, weather, or sports scores. Digital provides the ultimate campaign messaging.

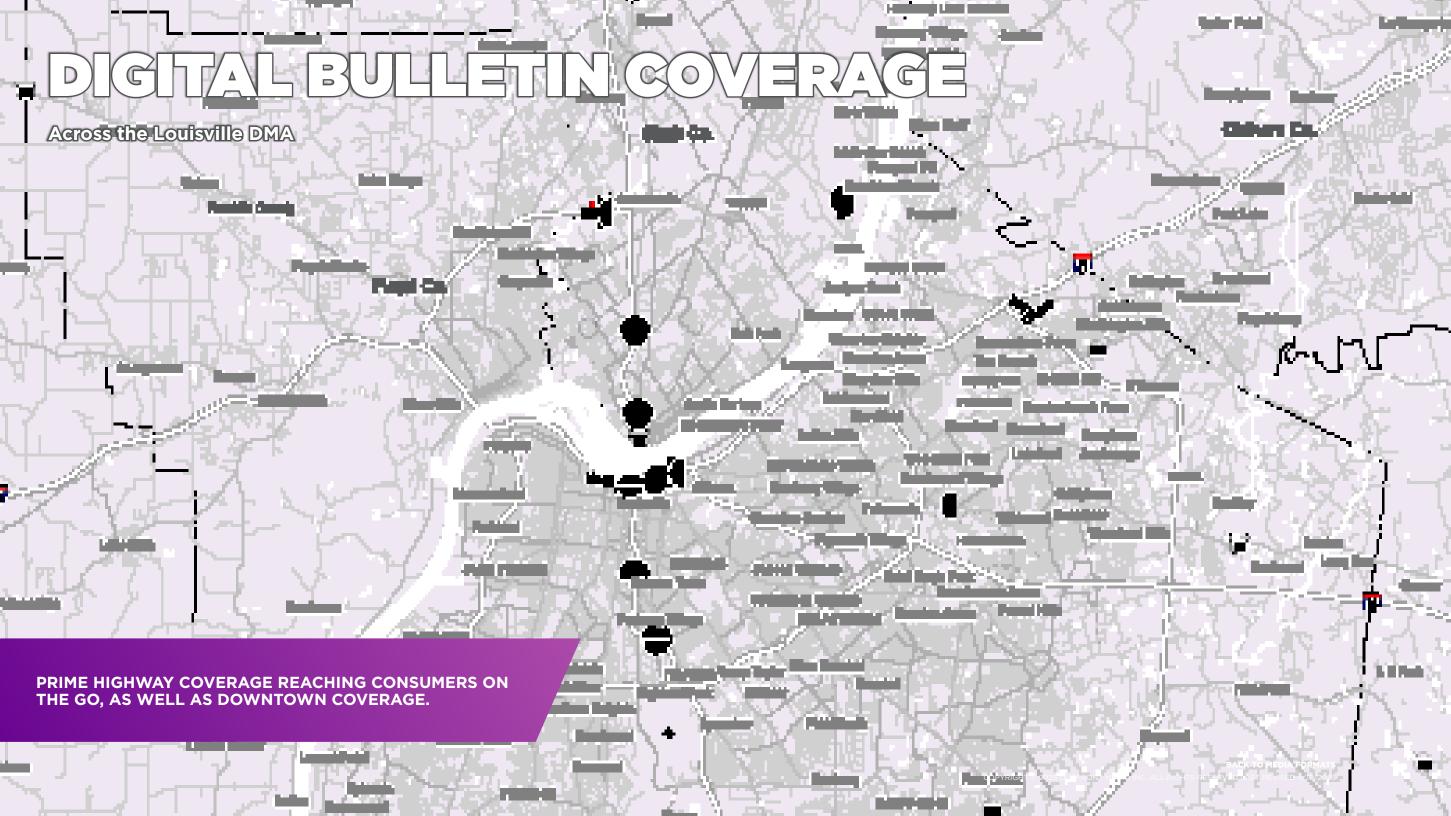
### **PRODUCT INFORMATION**

- 14'H x 48'W
- LED Display
- Spot Length: 8 seconds

### **COVERAGE**

- Downtown
- I-65, I-64, I-71, & I-264 & I-265
- See map for complete coverage
- Targeted audience on request basis







Bulletins offer the most powerful impact of all outdoor advertising formats. Located on key highways throughout the Louisville area, bulletins provide your message with long-term presence and tremendous visibility to vehicular traffic.

### **PRODUCT INFORMATION**

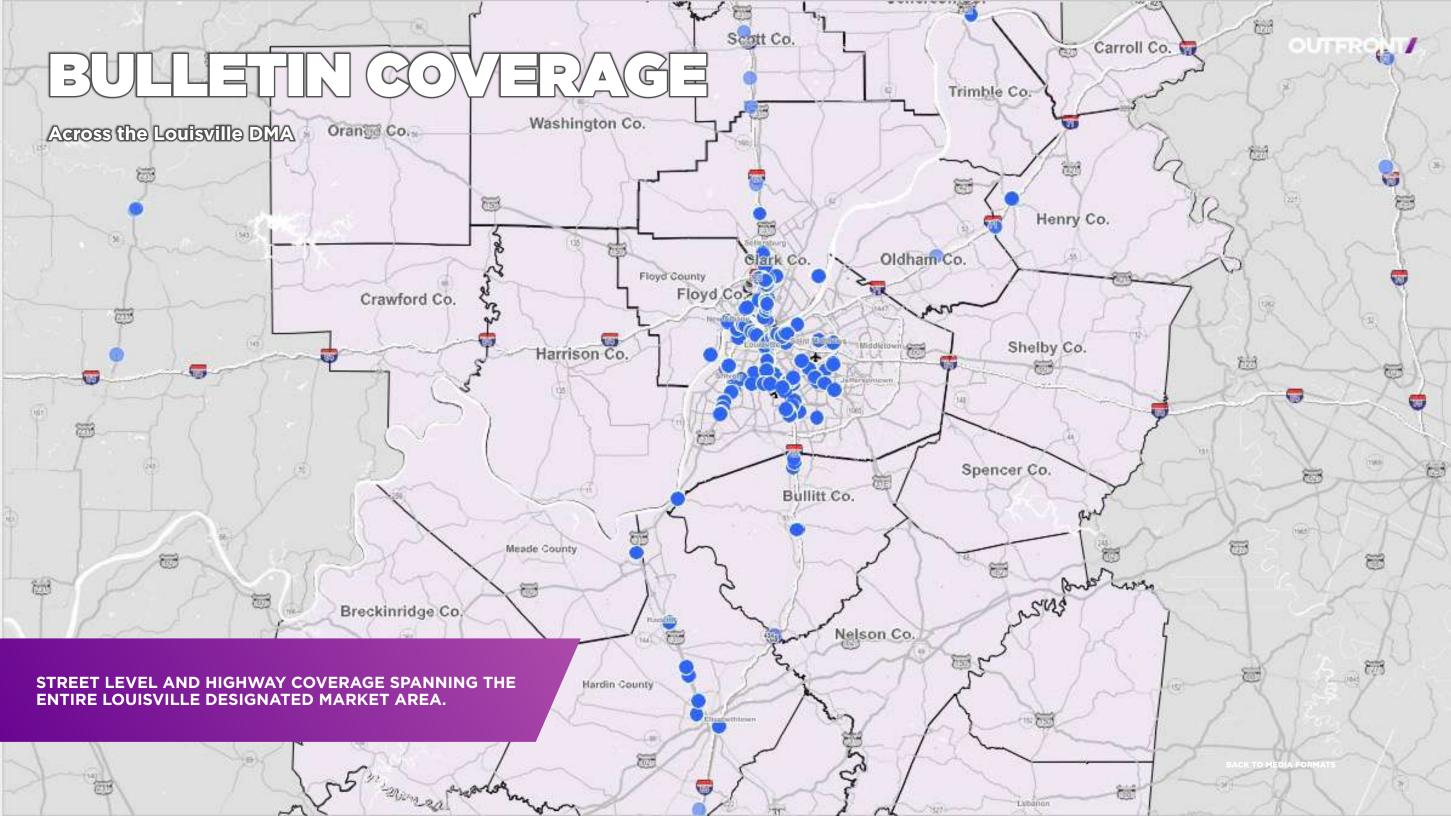
- 14'x48'
- Odd sizes
- Sizes vary by location
- Extensions available

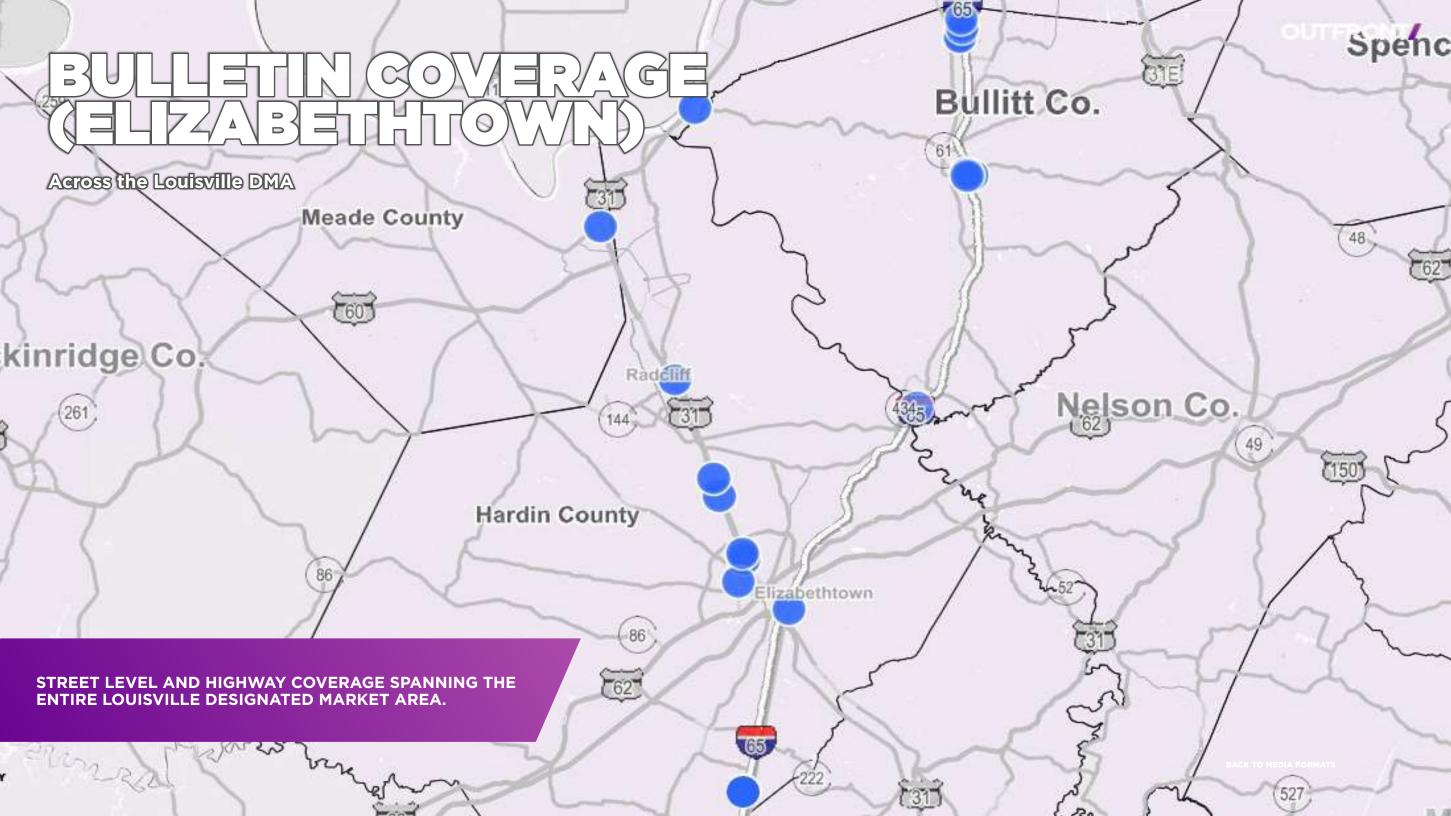
### **COVERAGE**

See map for complete coverage

Targeted audience on request basis









Located on major arterials and surface streets, posters allow advertisers to completely saturate their chosen markets in a cost-efficient way. Positioned along secondary roadways in urban areas, posters help to extend brand awareness on the local level. Their smaller canvas allows these signs to infiltrate in local neighborhoods.

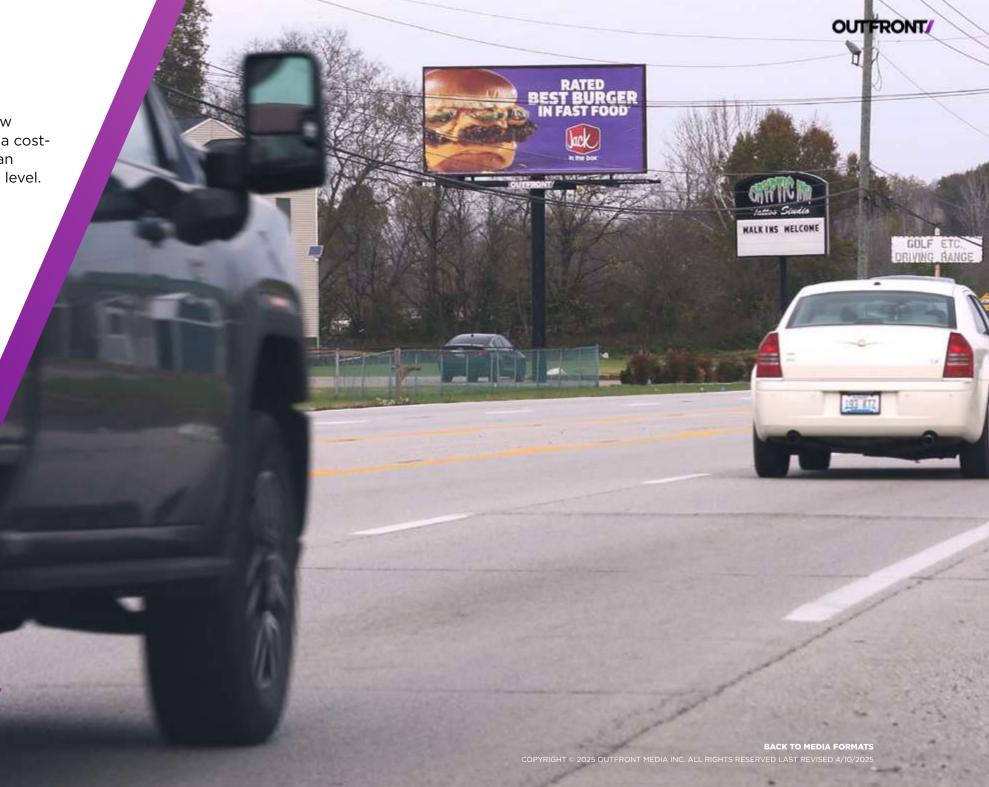
CAN OR CLICK TO

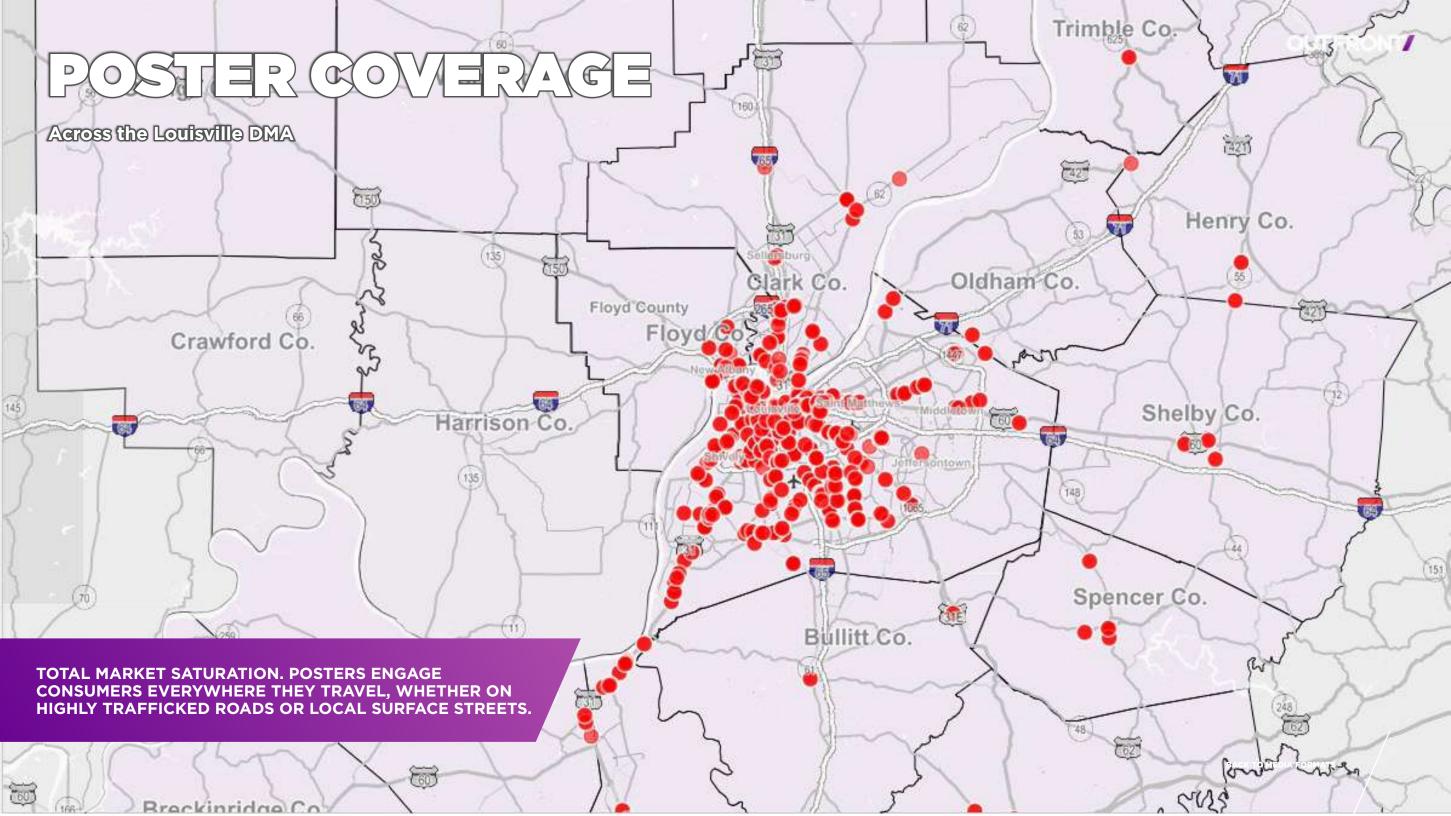
### **PRODUCT INFORMATION**

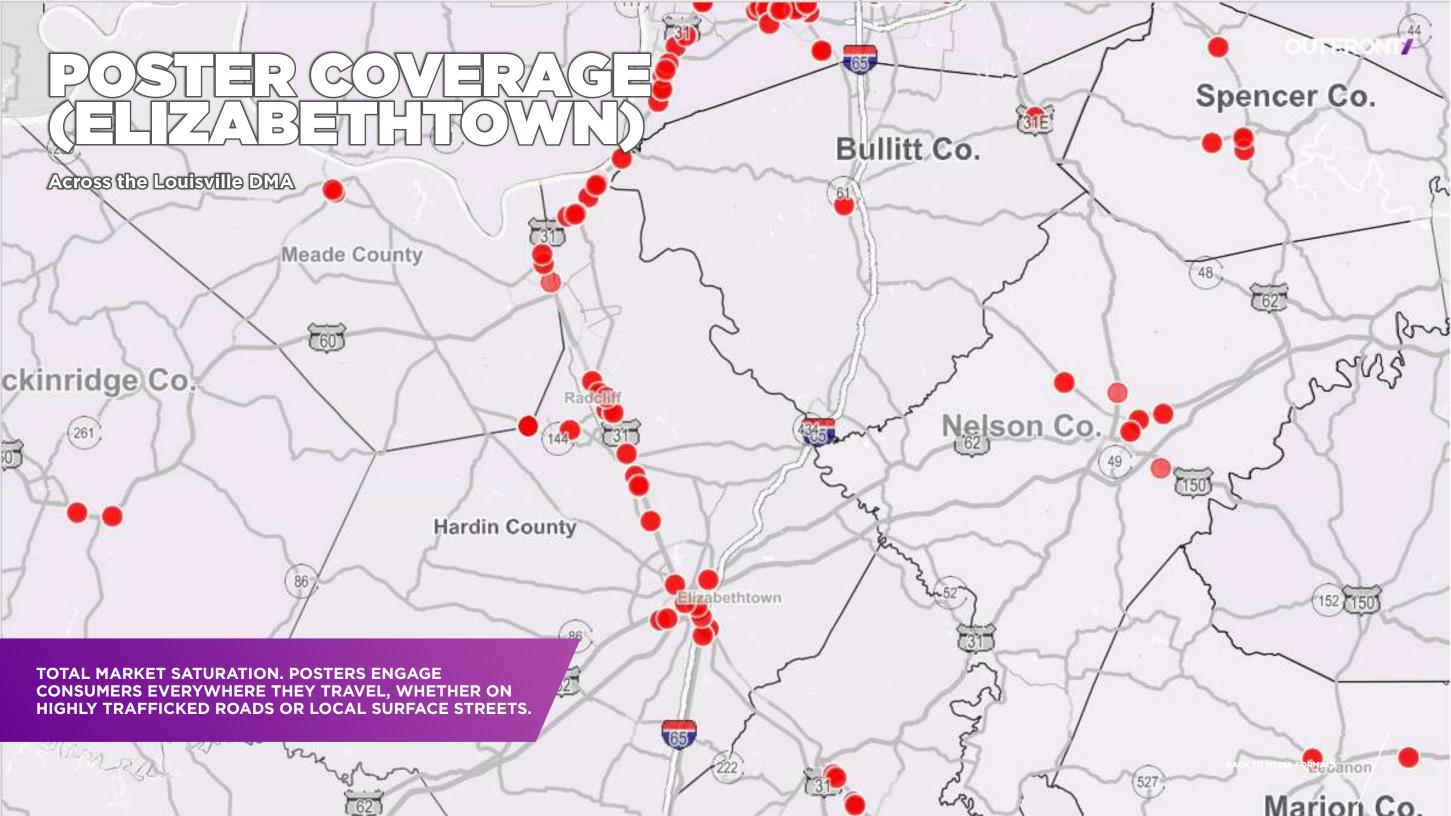
- 10.5'H x 22.8'W

### **COVERAGE**

- See map for complete coverage
- Targeted audience on request basis







**JUNIOR POSTERS** 

Located along primary and secondary roadways, Jr. Posters are highly visible in vehicular traffic. This media format offers advertisers deep neighborhood penetration that will speak directly to your demographic in one of the most cost-efficient ways.

### **PRODUCT INFORMATION**

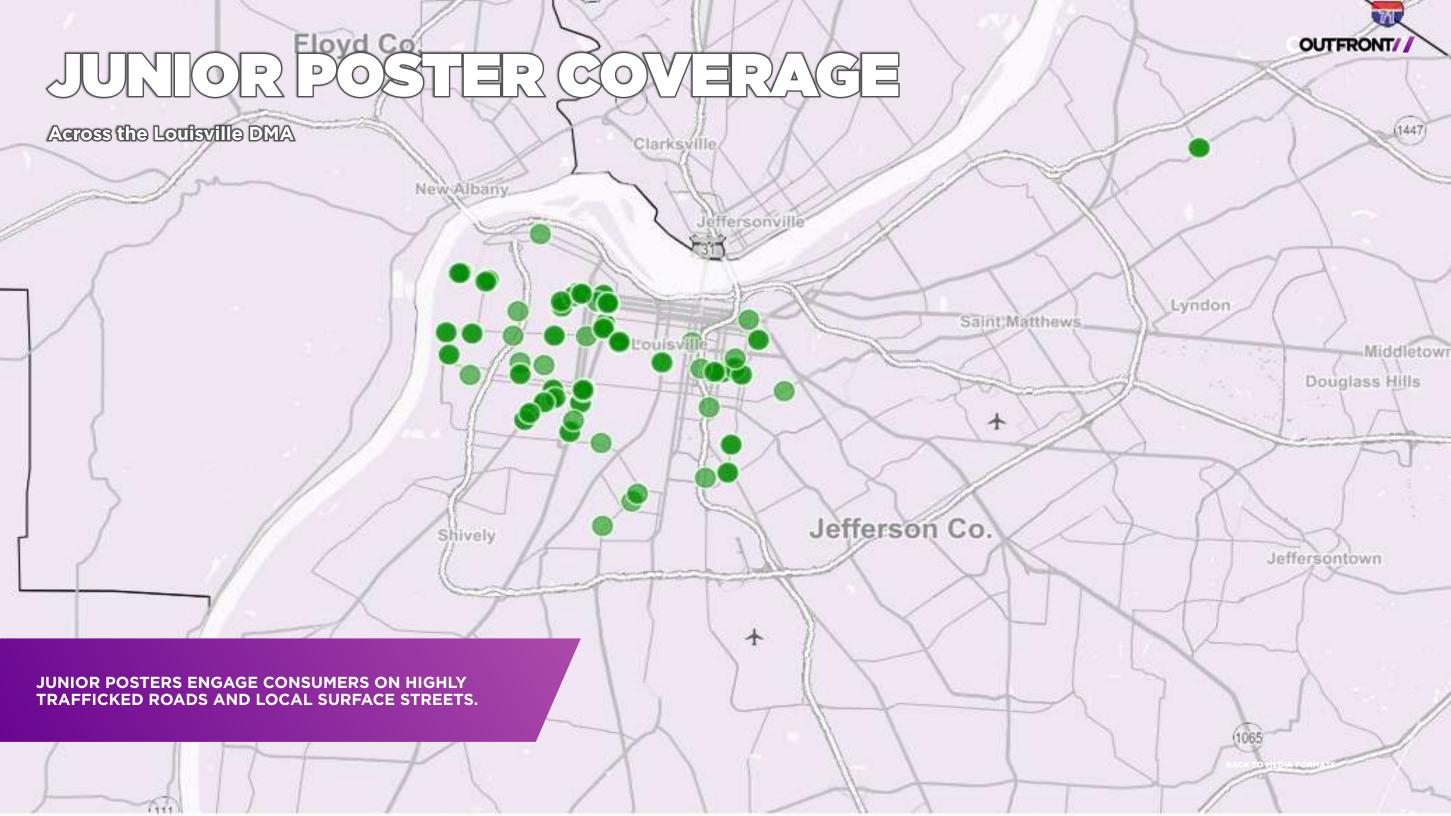
- 60"H x 132"W

### **COVERAGE**

See map for complete coverage

Targeted audience on request basis







# **KICC**

Centrally located in the heart of downtown Louisville, the Kentucky International Convention Center (KICC) demands attention. Close proximity to a multitude of hotels, dozens of fine dining and casual restaurants, as well as walking distance to museums, distilleries, and other attractions ensures full visibility to your brand message.

### **PRODUCT INFORMATION**

- 14'H x 5'W & 12'H x 4'W
- LED Display
- Spot Length: 10 seconds
- Full Video (mp4 & H.264)

### **COVERAGE**

- 200,000+ sq. ft. of exhibit space
- Proximity to more than 6,000 hotel rooms
- 6 displays spread amongst 2 floors





**DIGITAL KIOSKS** 

With the latest real-time and dynamic capabilities, this integration of technology not only enhances the urban experience but also offers unparalleled advertising opportunities for brands looking to capture the attention of diverse, dynamic, on-the-go audiences. By leveraging the power of OUTFRONT's Digital Kiosk Network, brands can create impactful messages that resonate with people on a deeper level as they navigate through the heart of Louisville.

### **PRODUCT INFORMATION**

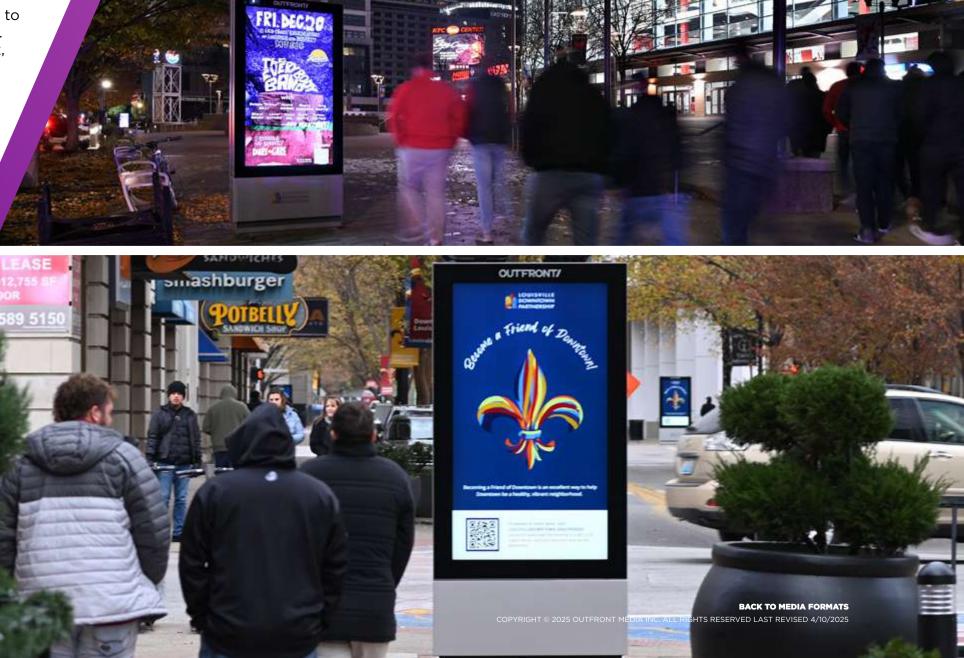
- 66"L X 36.5"W

Spot Length: 8 Seconds

Loop Length: 64 Seconds

### **COVERAGE**

Downtown







Located on primary streets in high-impact, highly desired urban areas, kiosks provide coverage in areas zoned out to other media. This gives advertisers the opportunity to stand out and target audiences in areas with minimal advertising at a high frequency.

### **PRODUCT INFORMATION**

Backlit

- 43"H X 62"W

### **COVERAGE**

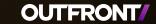
Paddock Shops



# STATIC MOSKS Across the Louisville DMA DOWNTOWN COVERAGE REACHING BOTH PEDESTRIAN AND VEHICULAR TRAFFIC

BACK O MEDIA FORMATS

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states, or nationwide.

LEVERAGING #s00H FOR YOUR BRAND

There's a phenomenon of digital amplification and engagement that occurs when the right creative is placed in the right location. We call it social out of home (#sOOH).

At OUTFRONT, we're experts in setting brands and local businesses up for social success. Here's how we can help.

### **PRIME FOR A TIME**

Throughout the year, a handful of iconic events achieve a level of cultural clout so powerful that they magnify the prestige of the area they are located and any brand advertising in that locale. PRIME FOR A TIME is a strategy to access OOH media to amplify awareness and elevate brand image during these cultural moments.

### **STUDIOS & XLABS**

The right creative is the second piece of the #sOOH puzzle. STUDIOS, our award-winning in-house design agency, can help. And for brands looking to really get people talking, our XLabs team offers technologies like three-dimensional XScape spatial creative and interactive QRad responsive content control.

### **INFLUENCERS**

Three in ten are more likely to purchase something with a familiar influencer in an out of home ad, while four in ten would repost the ad. We can help find the right influencers to reach the audience who matters most to you.

Out of home drives 7x more social posts, 5.9x more social searches, 6.5x more video posts, and 5.7x more video searches than other mediums, dollar for dollar.



