Driving Performance with CTV

**OBJECTIVE**
Balsam brands, the leading Holiday décor e-commerce retailer, wanted to leverage MediaMath’s programmatic OTT and attribution solution, in partnership with TVSquared to drive quality site traffic from shoppers looking to decorate their homes for the holidays and drive ROAS.

**ACTIONS & INSIGHTS**
MediaMath partnered with TVSquared to provide real-time attribution measure to measure the effectiveness of Balsam brand reach and messaging across its selected publisher partners. Throughout the campaign, MediaMath’s client success team was able to optimized against high performing publishers and devices to achieve higher ROAS.

**RESULTS**
Through our powerful real-time attribution solution with our TVSquared partners, MediaMath was able to drive ROAS by 150% versus the year prior and achieved incremental unique reach over linear by 78%.

- **78%** Unique Reach
- **35M** Total Impressions
- **4.7M** Households Reached
- **131K** Responses from CTV
78% of CTV reach was unique, tapping into a subset of users unreachable on Linear TV.

<table>
<thead>
<tr>
<th>Channel</th>
<th>IMPS</th>
<th>Reach Proportion</th>
<th>Avg. Frequency</th>
<th>Unique Reach</th>
</tr>
</thead>
<tbody>
<tr>
<td>OTT</td>
<td>8%</td>
<td>10%</td>
<td>8.4</td>
<td>78%</td>
</tr>
<tr>
<td>Linear</td>
<td>87%</td>
<td>87%</td>
<td>10</td>
<td>97%</td>
</tr>
<tr>
<td>Overlap</td>
<td>5%</td>
<td>3%</td>
<td>17.4</td>
<td></td>
</tr>
</tbody>
</table>

Omnichannel drives far better performance, response rates are higher when 2+ channels were running concurrently.

When adding CTV to the media strategy in combination with Display and Video we see some of our highest response rates.

Find out how MediaMath can help you scale on your CTV strategy, contact us at info@mediamath.com