





>>> Godmother

ADVERTISING EXPERIENCE:

25
YEARS

TEAM: 50 PEOPLE OVER THE YEARS WE PLANNED MORE THAN

+ 1000

EVENTS

WE HAVE WORKED WITH

+400
CLIENTS













27
Countries

1200+
Talents

400+
Awards

Members

Click on the map to highlight the contact



New Europe Market Dynamics



Primary Client	Top Audience	Tech Adoption
Objective	Demand	Level
Creativity	Engagement	Follower

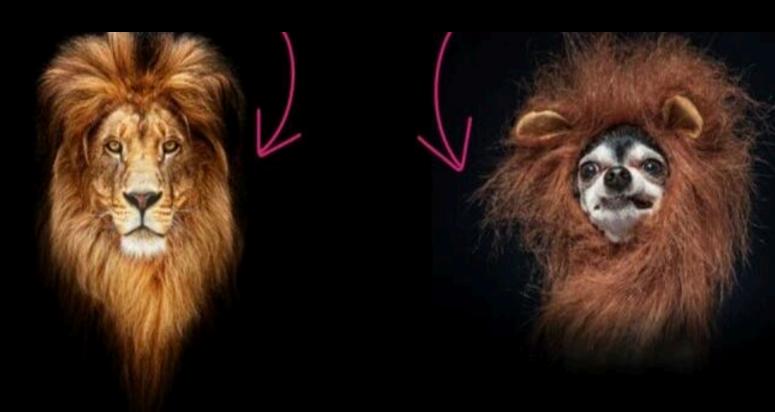
Budget	Measurement	Key Cultural
Outlook	Focus	Driver
Growing	Engagement & Creativity	Growth & Differentiation





GLOBAL AUTOMOTIVE PARTNER OF THE 37TH AMERICA'S CUP

Market Realities: Innovation Meets Budget Pressure



Client brief



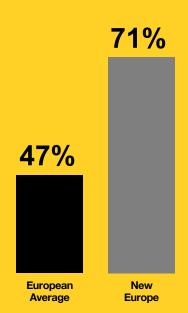




Market Realities: Innovation Meets Budget
Pressure



Data are Key: Engagement is KPI #1

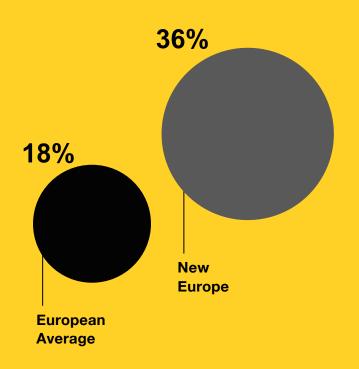




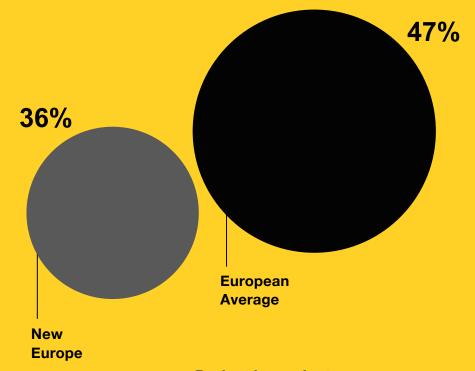




Long-Term Agreements Preferred



Long-term (3-years +) agreements for all services



Project by project agreements

Sustainability

"We don't accept agency Partners without ISO certification."

European Average

15%

Sustainability



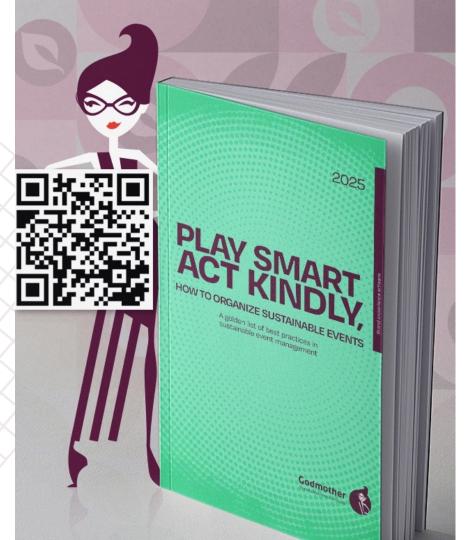
"We don't accept agency Partners without ISO certification."

European Average

15%

10%

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SUSTAINABILITY



Pitch Process in New Europe

Long-Term Focus

New Europe clients strongly prefer multi-year agency agreements

02

Flexible on **Sustainability**

Less rigid requirements for sustainability certifications in pitches

Fresh Ideas **Valued**

A slightly higher emphasis on new perspectives when selecting agencies

Pan-Paradox European

A disconnect between wanting fresh ideas and believing pitches are effectiveness.

10X !!!

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