









## WHY CANELA MEDIA

## The U.S. Hispanic Opportunity

The U.S. Hispanic population is

**62** 

**Million** 

6.3% Afro-Latino
1.8% Asian-Latino

#### **SUPERGROUP**

Hispanics make up the largest ethnic group in the U.S. and contributed **51% of the population 2010-2020 growth** with a 65% expected contribution in the next 25 years.

13.5%

Of U.S. population

# 2.5 Trillion Purchasing Power

The buying power of this demographic group rose by 87% from 2010 to 2020, outpacing the 51% increase in total U.S. purchasing power over the same time.

## The need for CANELA.TV

#### NO REPRESENTATION IN SCREEN

Latino main cast filled 3.6% of roles in film and 5.1% in series.

Almost

60%

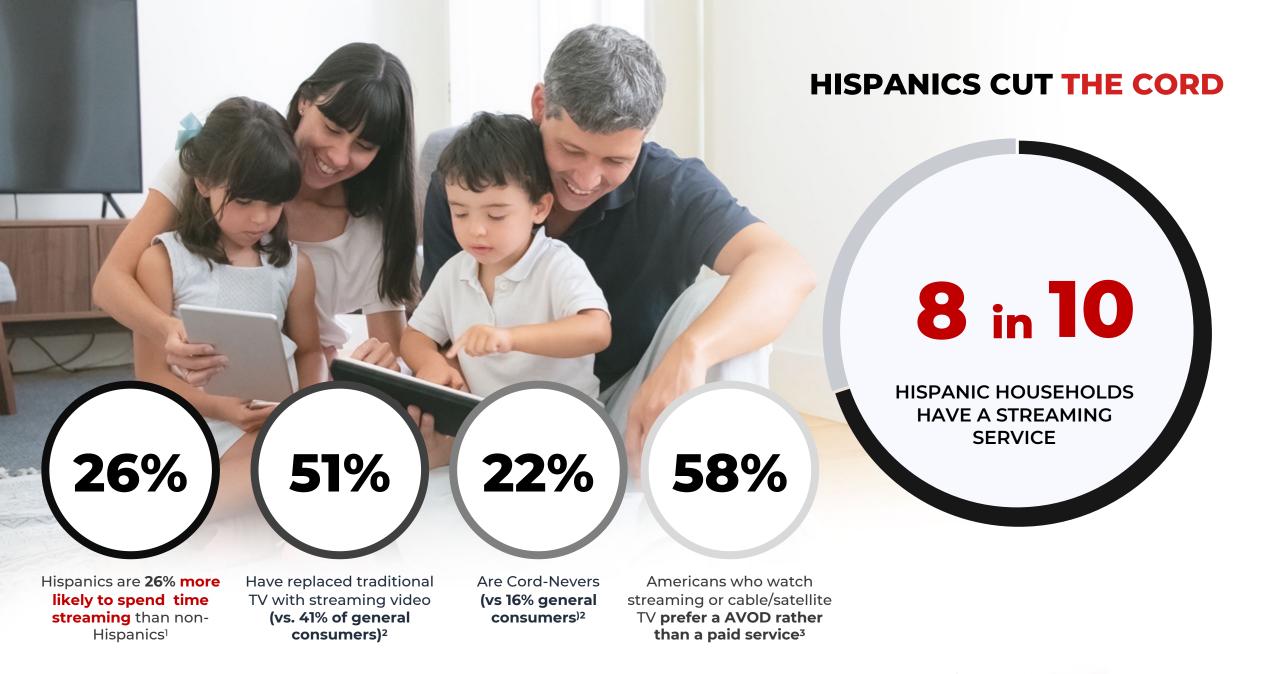
say they are more likely to watch content featuring their identity group.

41%

of Latinos feel there is not enough representation of their identity group on TV.

**59%** 

say the portrayal of their identity group is inaccurate.



#### **Hispanics and technology**

Hispanics are early adopters of technology and are highly connected

98% OWN A SMARTPHONE 4% more likely

**84%** OWN A CTV 9% more likely

64%

OWN AN ENABLED SMART TV 18% more likely than the total population

49%

OWN A GAME CONSOLE 26% more likely than the total population



## 

## OUR MISSION

To create a new and unique entertainment media company for Hispanic audiences rooted in innovation through technology and content, while connecting with communities authentically.

## WE ARE CANELA

We are a digital media tech company created by Hispanics for Hispanics. As the first AVOD in Español, innovation and representation on screen and off screen are our main pillars.

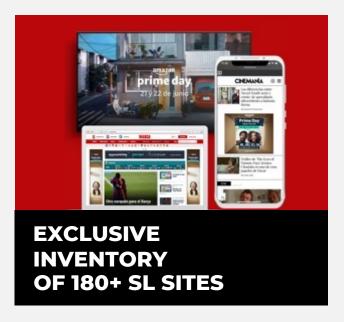


With three standalone platforms

**40M DOWNLOADS** 



Canela Media Originals and Branded Content Solutions



**53M UNIQUES** 

#### CANELA STUDIOS

We can create content that is authentic both for our platforms and for the brand that we work for. Because we are independent, we have a quicker turnaround time, and it is instantly scalable since we can distribute the content through our own the platforms.

Canela Studios can create BRANDED CONTENT based on Canela Originals, tentpoles, celebrities or influencers in an authentic and cost and time efficient manner to align with your brand's needs.







## 360° ADVERTISING ONE STOP SOLUTION FOR BRANDS

#### 1. Video Leader in Multicultural

OTT & OLV across premium publishers

#### 2. Exclusive Hispanic Inventory

#1 source of owned & operated, publisher direct scale

#### 3. Certified Minority & Female Owned

Only certified entity in our competitive set









CANELA.TV	First AVOD platform for Hispanics	
CANELAMUSIC	Latin Music videos + Originals	
CANELA*KiDS	Premium edutainment for kids	
CANELA ONLINE	#1 source of owned & operated, publisher direct scale 180+ SPANISH SITES	
CANELA	High quality authentic productions	
CANELA DEPORTES	Key sports coverage + tournaments	

#### CANELA STREAMING PRODUCTS HAVE WIDE DISTRIBUTION **AND IT KEEPS GROWING**

Our **standalone apps** can be downloaded on mobile and most CTV providers











#### **FAST Channels**

Canela Linear streams that run free within mayor TV manufactures and platforms



Canela Media programs 20 internal linear channels



























#### CROSS PLATFORM REACH AT SCALE

Leading Hispanic Ad-Focus entities by unique visitors in thousands:

Row	Media	Total Unique Visitors (000)
	Total Internet :	278,711
1	Adsmovil Hispanic Premium Network	110,969
2	Mobvious Network by Prisa	94,266
3	Univision Digital Network	61,040
4	Canela Media	53,159
5	Prisa Brand Solutions - Multicultural	39,736
6	VIX US Hispanic	33,511
7	H Code Media	22,882
8	Univision Digital	21,407



Source: Comscore - Media Metrix Multi-Platform, Total Audience January 2022

#### CANELA REACH AND ENGAGEMENT

**DOWNLOADS** 

40<sub>M</sub>

+278%

YoY User Growth from Jan 2022 to Jan 2023

MAUS (FAST + APP)

**3.5M** 

**USA** +392%

**1.7**M

**MEXICO** 

+22%

530K COLOMBIA

MAU Growth from Jan 2022 to Dec 2022



24%

Of our audience watches Canela.TV **EVERY DAY** 



**55%** 

Of our audience watches Canela.TV 1-6x per week

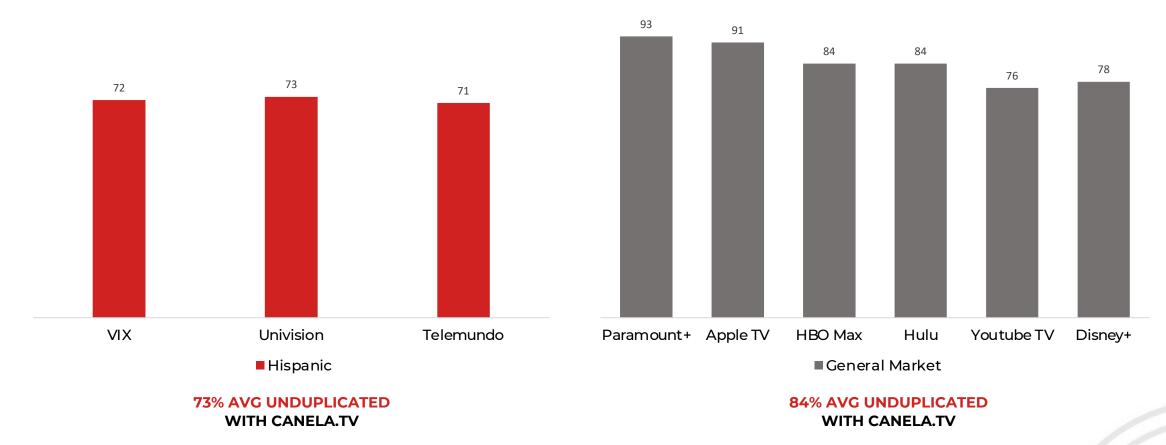


**65M** 

Our audience spends an average of **65min per session** 

#### **OUR AUDIENCE CANNOT BE REACHED ELSEWHERE**

On average, 90% of our Audience is unduplicated and cannot be reached via competitors.



Hispanics complement their SVOD services with Canela.TV AVOD. We offer: No additional cost as a FREE ad-supported streaming service Vast library of culturally relevant content curated for US Hispanics



CANELA.TV reaches the HISPANIC BILINGUALS who are missed by traditional Spanish-language content providers.

**75%** 

of all U.S. Hispanics are bilingual and the majority were born in the U.S.<sup>1</sup>

11%

of viewing in bilingual households is through broadcast and cable only <sup>2</sup>

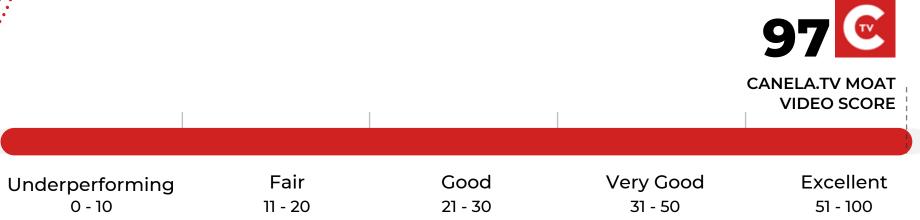
Marketers whose media buy is spent on Spanish-language networks (broadcast + cable) are missing 89% of bilingual Hispanic viewers

#### **ADVERTISING THAT DELIVERS**

MOAT VIDEO SCORE FOR CANELA.TV



MOAT video score is an ad score to benchmark the sight, sound and motion aspects of video. The score is based on the averaged percentage of the video that was audible and/or visible, amplified by screen real estate. It is used to assess the quality of different video ad exposures on desktop and mobile devices.







#### **SCREEN REAL ESTATE**

The average percentage of pixels that the ad fills on the user's screen.



#### **AVERAGED AD LENGTH**

Ad length averaged over the creatives and placements at your aggregation level.

#### WE SERVE A DIVERSE, YOUNGER AND AFFLUENT HISPANIC AUDIENCE

Unlike other streaming services, Canela.TV appeals to U.S. Hispanics from different origin groups



#### **HH INCOME**

55%

of our audience has a household income of \$75K+

39%

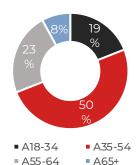
of our audience has a household income of \$100K+



#### **AGE**

**69**%

of our audience is under 55 years old





#### **UNIQUES**

REACHING 40M UNIQUES WITH 48% CO-VIEWING



Co-viewing in HH

56% Children in HH







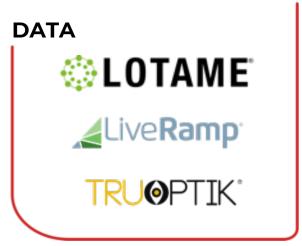


## MEASUREMENT & VERIFICATION PARTNERS

CANELA MEDIA
IS BUILT ON
TECH











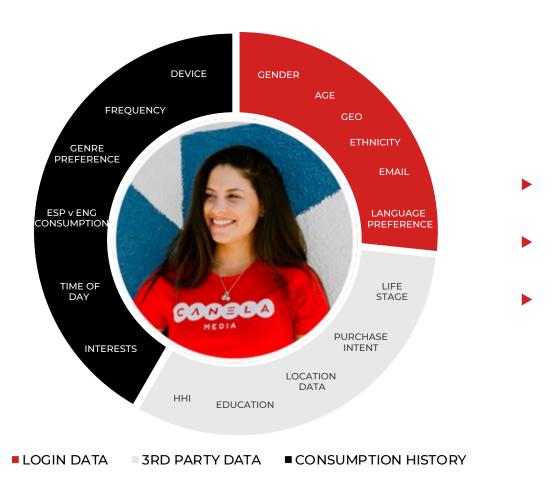


#### **CREATIVE**



#### **DATA THAT DELIVERS**

WE MATCH USER BEHAVIOR ACROSS PLATFORMS VIA DEVICE ID







#### **SPANISH PREFERRED**

#### **CONSUMPTION DATA**

100% Spanish content in O&O sites and Canela.TV App

#### **LOGIN DATA**

Selected language preference as Spanish Only



#### **BILINGUAL**

#### **CONSUMPTION DATA**

Reads and views content in English AND Spanish

#### **LOGIN DATA**

English AND Spanish content



#### **ENGLISH PREFERRED**

Access third party data for voter registration & DMV Records to identify English Preferred

#### **LOGIN DATA**

Selected language preference as English ONLY

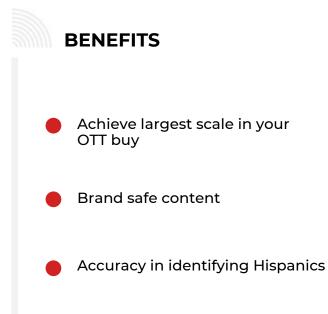
#### **IDENTIFYNG HISPANICS BEYOND 0&0**

Layering Canela's rich 1st Party Data in network partners, ensuring precision in identifying Latinos.

## **OUR DATA SPANISH PREFERRED BILINGUAL ENGLISH**

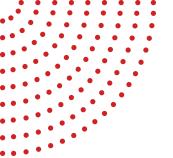
**PREFERRED** 





One-stop-solution for all your

Multicultural Needs



#### THE COMPANY WE KEEP

















































# ANDWEARE GETILIG NOTCED

#### **SUCCESSFUL ENTREPRENEUR**



## LEADERSHIP ISABEL RAFFERTY

Winner of EY Entrepreneur Of The Year ® 2022 NY As the world's most prestigious award for entrepreneurs, she joins an esteemed multi-industry community of unstoppable business leaders who have driven their companies' success and positively impacted their employees and communities.



Selected by McKinsey & Company to its inaugural InNYC Inclusive Innovation Cohort









#### CANELA<br/>IN THE NEWS











#### **Forbes**

Canela Media Becomes One Of The Largest Funded Latino-Owned Companies After Securing \$32 Million In A Series A Funding Round

Raquel "Rocky" Harris Forbes Staff
For(bes) The Culture Contributor Group ©

Feb 24, 2022, 08:30am EST



Listen to article 7 minutes







# HOW WE DELIVER ON OUR MISSION



Our original programming is based on authentic storytelling from iconic Latino celebrities to elevate entertainment for the broad intersectional and bilingual Latino population in the U.S.

- Celebrity-driven content
- Elevating big pop culture moments through a fresh new lens
- Provide a platform for new voices of creators, talent, and producers.
- Take the familiar and turn it into the unexpected, from new formats to featuring well-known and iconic Latino stars through a fresh new lens













**RISING NOTES** 

¡PONLE CANELA!

DAILY ENTERTAINMENT
NEWS MAGAZINE

SECRETOS DE VILLANAS

**STORY TIME** 

**MI VIDA** 

100% FÚTBOL

## CANELA MEDIA'S CONTENT CAN BE SEAMLESSLY INTREGRATED WITH YOUR BRAND'S STRATEGY

- The power of our talent and influencers
- The celebrity-driven content that features Latino stars and creators in new and fresh formats
- Elevate and celebrate Latino trailblazers all year long
- Provide a platform for emerging Latino talent and creators
- Amplify big pop culture moments through a Latino lens



## CANELA.TV ORIGINALS

### **CANELA.TV**

Canela Media recognizes that even within the cluttered media landscape, there is a white space within Latino Celebrity content. We understand the essence of Latino Celebrities; their challenges, what drives them, the role family and culture play in their lives and we create unique celebrity-driven content with never-before-seen authentic storytelling and formats, unfiltered and uncensored with their influence and ability to generate buzz in pop culture.







SECRETOS DE VILLANAS 2



¡PONLE CANELA!

DAILY ENTERTAINMENT

NEWS MAGAZINE



MI VIDA
CELEBRITY
DOCUSERIES



CANELA NEWS
LIFESTYLE SEGMENTS

#### YOUR GATEWAY TO THE WORLD OF LATIN MUSIC:

1.

#### **7 LINEAR CHANNELS + VOD**

Featuring all Latin genres (pop, hits, classics, etc) curated for Bicultural US Hispanics.

2.

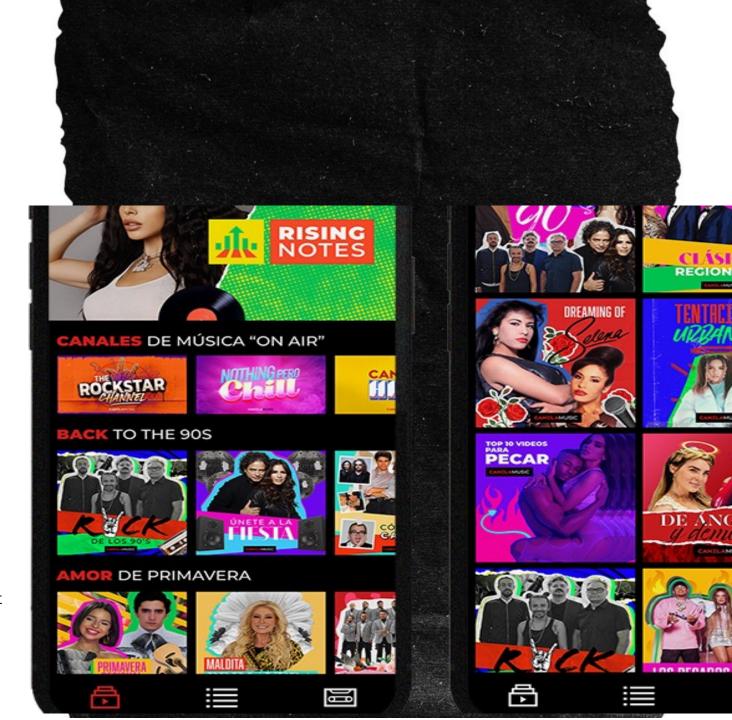
#### **MIXTAPES**

Curated genre, cultural moments, event and artist- based playlists provide a binge worthy music discovery experience.

3.

#### **ORIGINAL CONTENT**

Original content featuring behind the scenes, artist lifestyles, music & community, emerging artists, live performances and awards shows coverage.



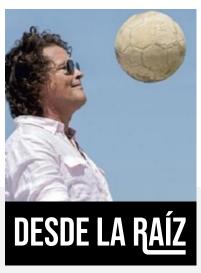
Canela Music provides a stage for the best music for Latinos from nostalgia to today's most popular music and most importantly, giving a voice and platform for emerging Latino artists through original and fresh formats.



**BEATS & BITS** 



UNITED BY THE RHYTHM



**DESDE LA RAIZ** 



**BETWEEN STAGES** 



**RISING NOTES** 

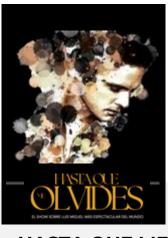
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SXSW SHOWCASE

**PERRETEO** 

**STORYTIME** 

**LITERAL** 

HASTA QUE ME OLVIDES

HOW FAR CAN WE GO?

EL TOP 10

## CANELA DEPORTES

## 

Canela Deportes is the home for sports obsessed Latino fans covering everything they want to know about the sport, leagues and athletes. A core mission for Canela Deportes is for a balanced representation of both female and male athletes across every sport.











100% FÚTBOL

**EL SCORE** 

MAJOR ARENA SOCCER LEAGUE

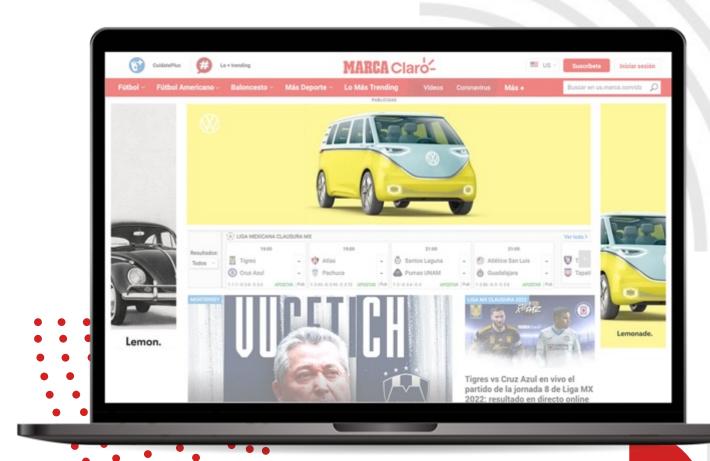
ADDITIONAL LINEAR CHANNELS

**CAMPEONAS** 

# ACTIVATE ON OUR PREMIUM SPORTS CONTENT

Own soccer and beyond with 3-day HPTOs, high-frequency rich media, and online video across MARCA, the #1 Sports site for US Hispanics with 23M monthly uniques\* during key games and events.



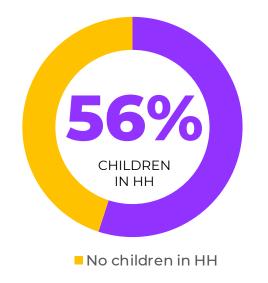


# CANELA\*KiDS

# CANELA\*KiDS

#### **LAUNCHING DECEMBER, 2022**

Our audience is **93% more likely** to have kids in the household **than the total U.S.** and **22% more likely than the general Hispanic Household** 



95% of Latinos say it is important for future generations of U.S. Hispanics to speak Spanish.

#### **FAST CHANNELS**

















# CANELA\*KiDS

Canela Kids was created with the aim to provide Latino parents with content in Spanish that is both entertaining and fun for their kids and at the same time, a vehicle to preserve their language and culture.



**SUPERELLAS** 



**CLUB MUNDO KIDS SEASON 2** 



CHANNEL SPONSORSHIP



**VIGNETTES** 



**REVIEWS** 



**CHILDREN'S DAY** 

# CANELA NEWS



## WHY ADVERTISE IN CANELA NEWS

- 1st and only FREE, LIVE streaming news for US Latino cord cutters
- Total news consumption among Hispanics has increased by 66% in the past two years\*
- **3** Our news viewership has tripled since launch
- 4 Align with positive news content that prevail in Latinos lives
  - **Sport Segment**, a key passion point for Latinos
  - Good News Segment to align with uplifting content
  - Health Segment to show that you care
  - Eco News Segment to align with your sustainability goals
  - Weather Report for high frequency within the newscast
  - Branded Interviews to make important announcements about your brand
  - Content Series to recognize Latinos making a difference





80% of U.S. Latino TV content viewers are streamers

- Horowitz Research July 29, 2021



## NARCOIMPACTO

Canela's first True Crime series with stories about the drug war and the consequences for those who enter this world, considered by many, a journey with no return.

Hosted by investigative journalist Miguel Aquino.

#### **SHOW DETAILS**

- 20 Episodes of 48 minutes each
- Launch: February 2023
- Genre: True Crime



# 2023 SEASONAL TENTPOLES & STUNTS

#### **CELEBRATING THROUGHOUT THE YEAR**

We use a combination of **originals, endemic content** and **branded content** across all platforms, to celebrate the different seasonality and tentpoles that matter to the Hispanic market





# EVERGREN OPPORTUNITIES

#### **CANELA.TV AD OFFERINGS**

Elevating brands through premium media and activations across Canela.TV & OTT Partners to drive mutually beneficial awareness, engagement and returns.



## PREROLL, MIDROLL & INTERACTIVE CTV

Standard + interactive video ads available direct and programmatically in contextually relevant environments.



## BRANDED & CURATED CHANNELS

Activate around cultural moments like Day of the Dead and Hispanic Heritage, as well as holidays like Christmas.



## PREMIUM SPONSORSHIP OPPORTUNITIES

Series Sponsorships, Movie Night,
Originals, Native Integrations to give
brands custom activations that resonate.

# **OPPORTUNITIES 2023 BRANDED & CURATED CHANNELS**

#### **CULTURAL MOMENTS:**

- Premios+ [Award Season]
- Valentine's Day
- International Women's History Month
- · Back to School
- Hispanic Heritage Month
- Holiday

#### **CONTEXTUAL ALIGNMENTS:**

- Family & Kids
- Sports
- Music
- Classic Nostalgia
- Inspirational



#### **OPPORTUNITIES 2023 CONTENT & SERIES SPONSORSHIPS**

Canela.TV's curated content to connect with your audience through passion points or nostalgia.



First-to-market opportunity to bring brand new content to Canela.TV, becoming a culturally relevant content provider for our audience. Bring classic American and Mexican movies to our audience to connect with them through nostalgia.

## CLASSIC MOVIES NOSTALGIA



MATILIDA MOVIE NIGHT

MOVIE NIGHT
AD FREE PREMIERE

Become the exclusive partner bringing hit movies from top studios to US Latinos, ad-free courtesy of the proud sponsor. Become the proud sponsor of our Canela Originals, exclusive high-quality content you can only find on Canela.TV.

## CANELA ORIGINALS 1ST TO MARKET



# SPONSORSHIP OPPORTUNITY BRANDED CONTENT MINISERIES



Canela.TV offers partners the exclusive opportunity to partner & produce a Branded Content series to feature your brand.

Episodes produced in TV-grade quality and include native product placement, celebrity endorsements and more.

#### **AVAILABLE CATEGORIES**









**BEAUTY** 

SPORTS DOCUSERIES

COMEDY

MINI NOVELAS







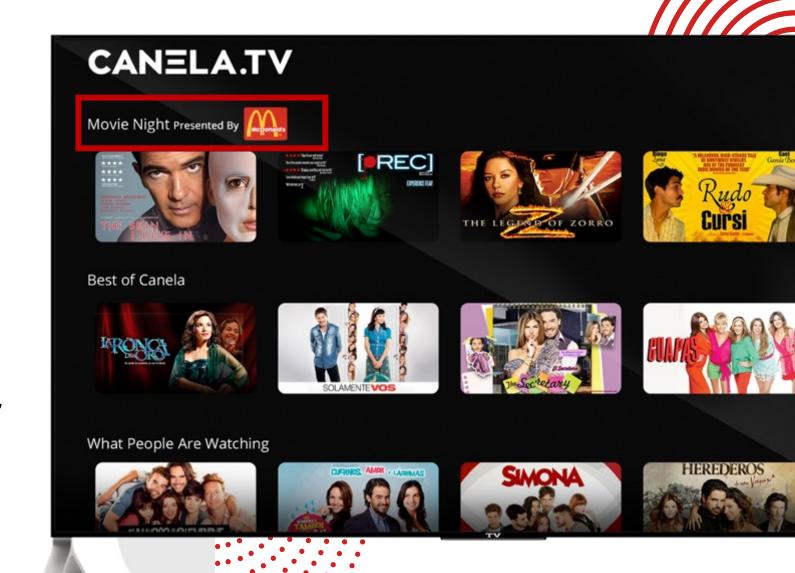
SCI-FI

Click **HERE** to see sample Branded Content Episode

#### **SPONSORSHIP OPPORTUNITY**

# MOVIE NIGHT ON CANELA.TV

Sponsor "Movie Night" on Canela.TV, and become the exclusive partner bringing Hollywood hit movies from top studios (Sony, MGM) to US Latinos, ad-free courtesy of the proud sponsor.



#### ORIGINAL CANELA.TV CONTENT OPPORTUNITIES

Sponsor Canela.TV's original content to connect with US Hispanics by providing content that matters to them.

#### **CANELA NEWS**

First-to-market opportunity to provide US Latino cord cutters the **first and only FREE, live streaming news**.

You can own the Good News or Sports Segment to align with Latino passion points.



#### **LATINOS POR LA COMUNIDAD**

'Latinos Por La Comunidad' is a content series that inspires, supports, and provides Hispanics with educational videos that help them be prepared for day-to-day life in the US.

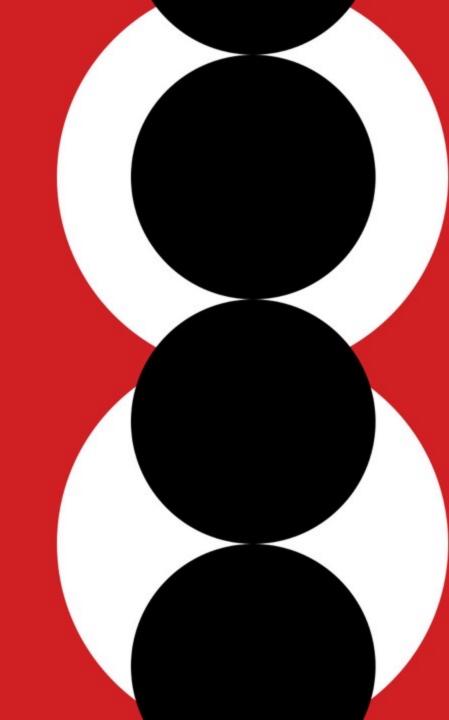


#### HISPANIC SHORT FILM FESTIVALS

YOUR BRAND will present Canela.TV's Hispanic Short Film Festival to empower and give a voice and an opportunity to young filmmakers on the rise, giving them a chance to submit their film with the possibility to appear on a premium placement within Canela.TV.



# UNIT EXAMPLES



#### **OPPORTUNITIES 2023 NEW CTV AD UNITS**

Eye-catching, immersive units will run as part of sponsorships



#### **LOWER THIRD**

Branding overlay runs within sponsored content

WATCH DEMO HERE.





#### **SPLIT SCREEN**

Branded canvas appears around video content

WATCH DEMO HERE.



# IMMERSIVE, INTERACTIVE PREROLL & MIDROLL EXPERIENCES



#### **CANVAS**

Maximize impact with branding



#### **QR CODE**

Create a shoppable experience

# STORE LOCATOR

Dynamically showcase location details



#### **OVERLAY**

Maximize impact with branding



#### **DIGITAL VIDEO FORMATS**

Outstream at scale - video in all O&O sites plus our video player is installed in over 600+ direct sites. Plus access to premium pre-roll inventory

#### PREROLL BENCHMARKS

0.20-0.30% CTR | 70-80%+ VCR Interactive end cards, have 4x the standard engagement for video.





#### **OUTSTREAM BENCHMARKS**

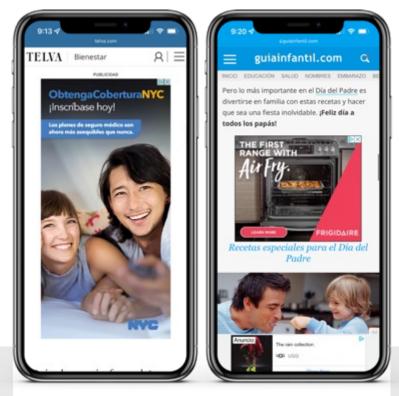
75%+ VIEWABILITY HIGH ENGAGEMENT: 0.50%+ CTR

SLIDER



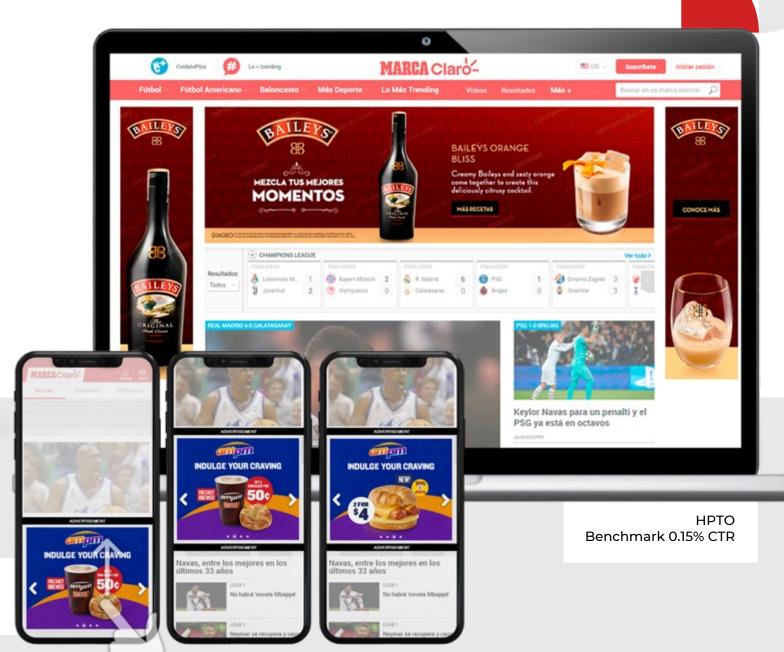


#### **DISPLAY FORMATS**



STANDARD DISPLAY BANNERS Benchmark 0.20% - 0.30% CTR

RICH MEDIA Animate to Scroll Interscroller Benchmark 1.2% - 2% CTR 4.28% ITR | 36.74% DWELL RATE



# GRACIAS





