## TK Holdings Inc. "Get the Word Out" Campaign

July 17, 2015



### Overview

- This presentation details a phased, scalable and measurable digital advertising campaign by TK Holdings Inc. ("Takata") designed to maximize airbag recall completion rates.
- Takata has had multiple discussions with OEM representatives on ideas to increase airbag recall completion rates and this campaign is designed to augment and support their efforts.
- Campaign will:
  - 1. Further raise awareness of the recalls and keep the issue "top of mind" among drivers as media coverage decreases;
  - 2. Enable vehicle owners to quickly determine if they are affected and, if so, how they can get their airbag inflators replaced; and
  - 3. Help raise completion rates through a comprehensive outreach plan that addresses <u>all</u> affected vehicle manufacturers.
- Advertisements will drive consumers to a central website where they can click through to individual OEM recall pages or NHTSA's safercar.gov VIN number lookup page.
  - » Results from the initial 30-day test phase will be used to inform and perfect the campaign.
  - » Different banner, search engine and mobile ads will be tested.
  - » Ads and central website will be in English and Spanish.
  - » Strong focus on delivering measurable results.
- The campaign will be supported by an aggressive public relations "earned media" and social media campaign that will help further drive awareness.
- We are seeking to obtain NHTSA's support for the plan.
  - » We would like NHTSA's approval for use of its logo on ads, which will add creditability to the campaign and increase participation.
  - » Coordination with NHTSA and OEMs will be needed to ensure the availability of replacement kits in regions where digital advertising is being targeted at any given time.
- Separately, as discussed with NHTSA, Takata is coordinating with Insurance Institute for Highway Safety on a potential direct mailing to affected vehicle owners. This additional initiative is described on Slide 23.

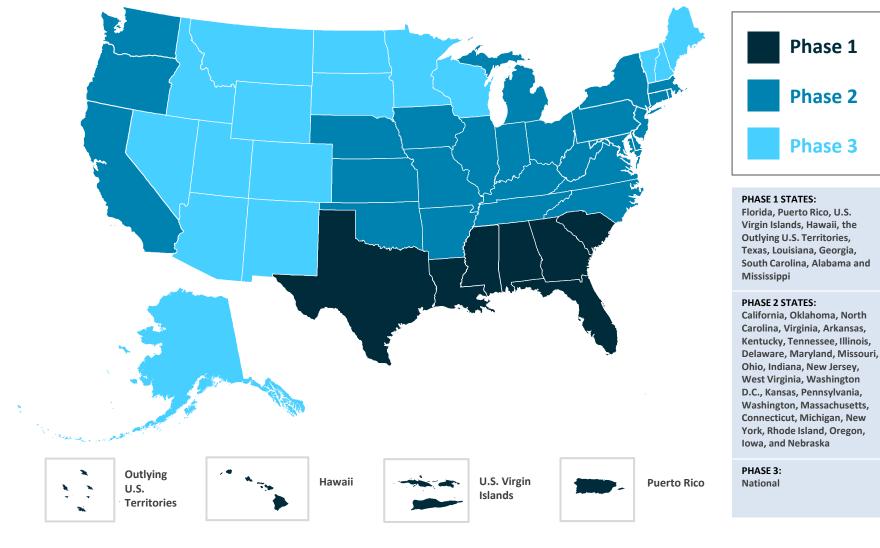


## Digital Campaign Strategy

- Launch "zip code targeted" advertising campaign across multiple digital channels simultaneously in order to generate maximum exposure among impacted drivers across targeted regions.
  - » Phase 1 will target the highest risk geographic regions (11 states/territories).
  - » Phase 2 of the plan will scale-up the campaign, consistent with Takata's DIR reports, and expand the advertisements to additional states in the U.S.
  - » Phase 3 of the plan will include broader advertising on a national level, additional social media outreach and other communication efforts.
- Takata will leverage opportunities to amplify the message through earned media to further increase awareness and recall efficacy.
  - » Takata will drive coverage of the campaign through media outreach.
  - » Company is discussing potential mailings with OEMs to further increase awareness of campaign and the recall.
- Broad platform of digital channels will be used, e.g.:
  - » Google/Bing/Yahoo!: text ads will appear for certain key search words ("recall", "Takata airbag", etc.) and unrelated searches.
  - » Online Publications: regional publications in impacted areas will include display ads.
  - » Facebook/Social Media: targeted ads to users most likely affected by recall.
- Ads will direct people to centralized recall-website (www.airbagrecall.com), and will include:
  - » Links to OEM-specific websites where they can easily find information on their particular vehicle.
  - » Link to NHTSA's safercar.gov website and relevant NHTSA information.
  - » A FAQ on the recall and important driver information.
  - » The Takata logo clearly displayed on the each page, which was discussed with OEMs.
- Centralized website and ads will be in English and Spanish in order to maximize reach.

### ТАКАТА

## Phased Ad Rollout





## **Digital Campaign Implementation**

The digital advertising campaign will be simultaneously deployed to reach vehicle owners across a variety of news outlets and other websites in and around the target regions.

Search engine marketing	Social media marketing	News + Display	Mobile	Content Integration
Google	facebook.			
	twitter	THE WALL STREET JOURNAL.	Place	<b>Tab</b> ©la
YAHOO!	Taykey	YAHOO!		Sutbrain
<b>bing</b>	ShareThis	CNN		



## Digital Ad Content and Creative – Version 1 (with NHTSA Logo)

### National Highway Transportation Safety **URGENT AIRBAG RECALL NOTICE** DOES YOUR AIRBAG INFLATOR NEED TO BE REPLACED? »

National Highway

Administration



#### Urgent Airbag Recall Notice

Monomia www.airbagrecall.com

Click here to determine if your airbag inflator needs to be replaced.



Like Page

Determine if your airbag needs to be replaced

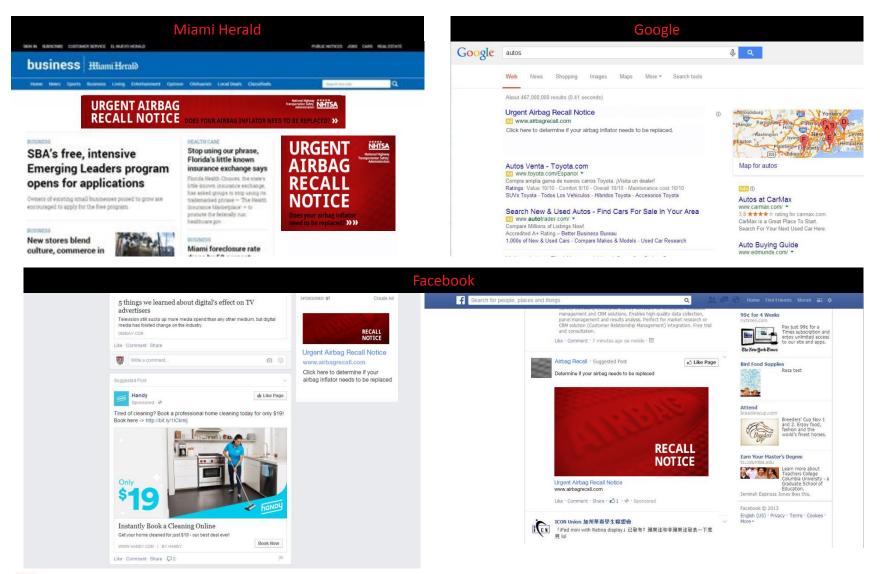


Urgent Airbag Recall Notice www.airbagrecall.com

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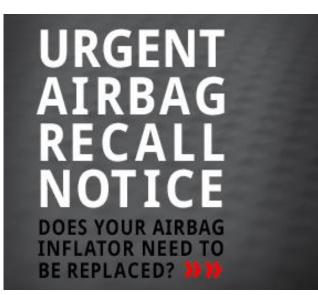
## Digital Ad Content and Creative – Version 1 Mockups





## Digital Ad Content and Creative – Version 2

## URGENT AIRBAG RECALL NOTICE DOES YOUR AIRBAG INFLATOR NEED TO BE REPLACED?





🖒 Like Page

Determine if your airbag inflator needs to be replaced



Urgent Airbag Recall Notice www.airbagrecall.com

Like · Comment · Share · 🖒 1 · 🗞 · Sponsored

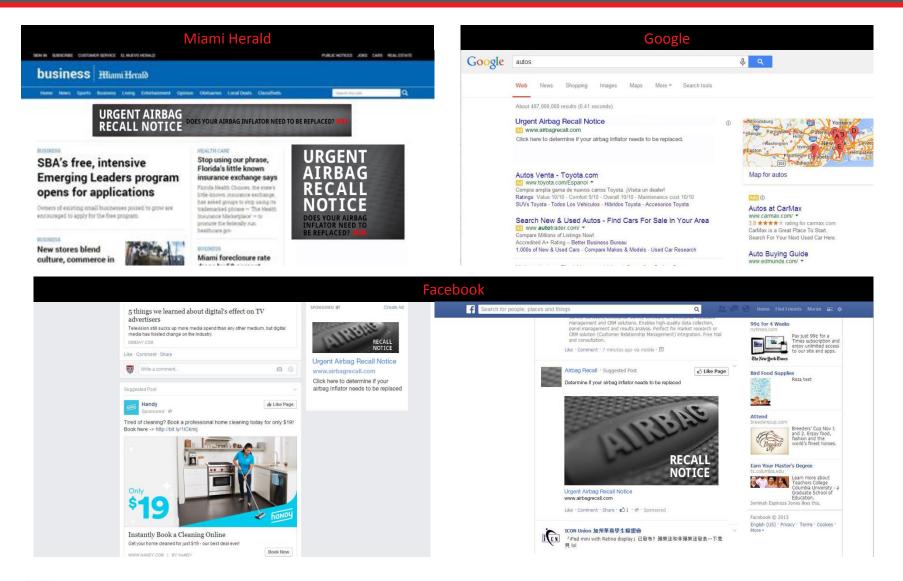
#### Urgent Airbag Recall Notice

📶 www.airbagrecall.com

Click here to determine if your airbag inflator needs to be replaced.



## Digital Ad Content and Creative – Version 2 Mockups





## Digital Ad Content and Creative – Version 3

#### DOES YOUR AIRBAG INFLATOR NEED TO BE REPLACED? FIND OUT IF YOUR VEHICLE IS PART OF THE RECENT AIRBAG RECALLS

## DOES YOUR AIRBAG INFLATOR NEED TO BE REPLACED?

IS YOUR VEHICLE PART OF THE RECENT AIRBAG RECALLS Airbag Recall . Suggested Post

🖒 Like Page

Determine if your airbag inflator needs to be replaced



Urgent Airbag Recall Notice www.airbagrecall.com

Like ' Comment ' Share ' 🖒 1 ' 🕅 ' Sponsored

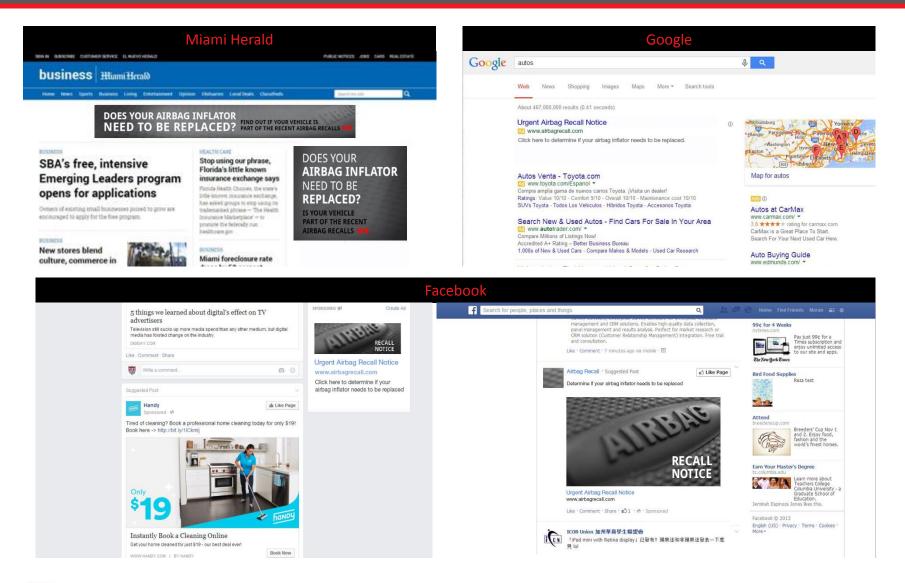
### Urgent Airbag Recall Notice

📶 www.airbagrecall.com

Click here to determine if your airbag inflator needs to be replaced.



## Digital Ad Content and Creative – Version 3 Mockups





## Digital Ad Content and Creative – Version 4 (with NHTSA Logo)

#### DOES YOUR AIRBAG INFLATOR NEED TO BE REPLACED? FIND OUT IF YOUR VEHICLE IS PART OF THE RECENT AIRBAG RECALLS

# DOES YOUR AIRBAG INFLATOR NEED TO BE REPLACED?

IS YOUR VEHICLE PART OF THE RECENT AIRBAG RECALLS

#### NHTSA National Highway Transportation Safety Administration



🖒 Like Page

Determine if your airbag inflator needs to be replaced



Urgent Airbag Recall Notice www.airbagrecall.com

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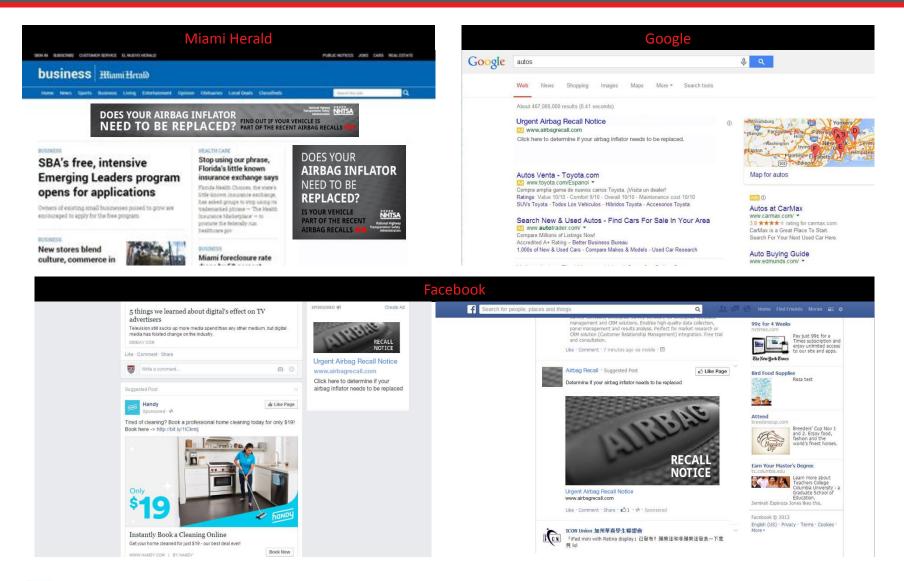
#### Urgent Airbag Recall Notice

📶 www.airbagrecall.com

Click here to determine if your airbag inflator needs to be replaced.



## Digital Ad Content and Creative – Version 4 Mockups





## Digital Ad Content and Creative – Version 5

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## Urgent Car Airbag Recall Notice

Click here to determine if your car airbag inflator needs to be replaced

Airbag Recall · Suggested Post

🖒 Like Page

Determine if your car airbag inflator needs to be replaced

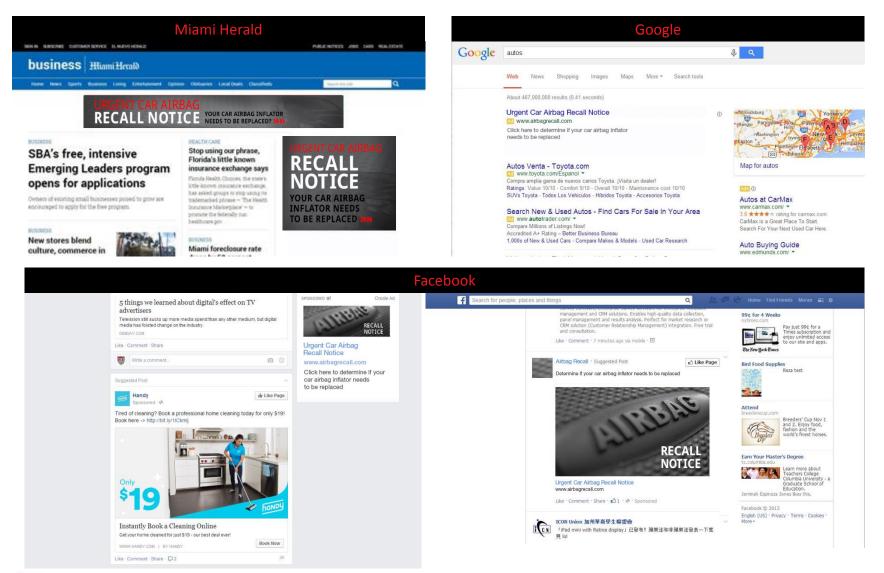


Urgent Car Airbag Recall Notice www.airbagrecall.com

Like · Comment · Share · ▲1 · ④ · Sponsored



## Digital Ad Content and Creative – Version 5 Mockups





## Digital Ad Content and Creative – Version 6 (Spanish)

#### NOTIFICACIÓN DE LLAMADO URGENTE A REVISIÓN DE BOLSA DE AIRE ¿SU BOLSA DE AIRE NECESITA SER REEMPLAZADA?

National Highway Transportation Safety Administration





🖒 Like Page

Determine si su bolsa de aire necesita ser reemplazado.



Notificación de llamado urgente a revisión de bolsa de aire www.airbagrecall.com

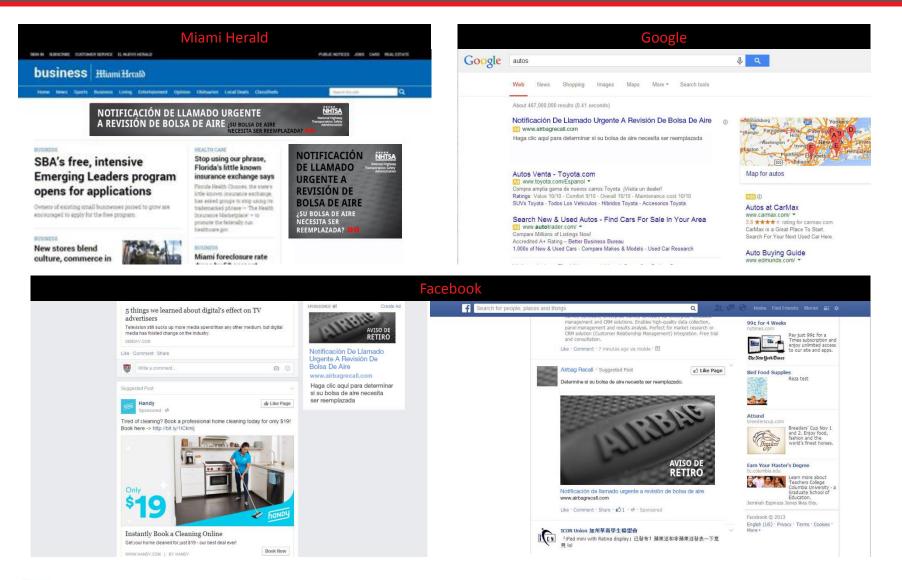
Like \* Comment \* Share \* 🖒 1 🔹 \* Sponsored

## Notificación De Llamado Urgente A Revisión De Bolsa De Aire

Haga clic aquí para determinar si su bolsa de aire necesita ser reemplazada



## Digital Ad Content and Creative – Version 6 Mockups





### Digital Ad Content and Creative – Mobile Ad Mockups







## Takata Recall Website – Mockup\*

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TAKATA NOUR VEHELLE FAQ NHITSA 304FO	TAKATA HOME INITA INFO	TAKATA HOME FIND YOUR VEHICLE — NITSA INFO
English / Spenish		English / Spanish
		See .
AIRBAG RECALL	FIND YOUR VEHICLE	FAQ
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## Takata Recall Website – Mockup (Spanish Version)

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### Measurable Results

- The ad campaign will be regularly monitored, and will be optimized, enhanced, and modified to ensure that we are reaching the target audience.
- We will provide monthly reports that will summarize key data, findings, and proposed adjustments to strategy if needed.
- Digital campaign will continually track visitors to our website.
- Ad diagnostics will help capture as many drivers as possible by shifting budgets to top performing markets and demographics.
- Metrics used to assess effectiveness include, but are not limited to:
  - 1. Number of impressions by platform and location (banner ads, Google, Facebook, etc.);
  - 2. Number of people who have clicked ads, including various versions, on multiple platforms;
  - 3. Most effective ad at generating clicks;
  - 4. Websites driving the most traffic to airbagrecall.com;
  - 5. Number of people who clicked NHTSA logo directing users to enter their VIN; and
  - 6. Which car logo is generating the most "click-throughs".



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## Additional Initiative: Auto Insurance Mailing

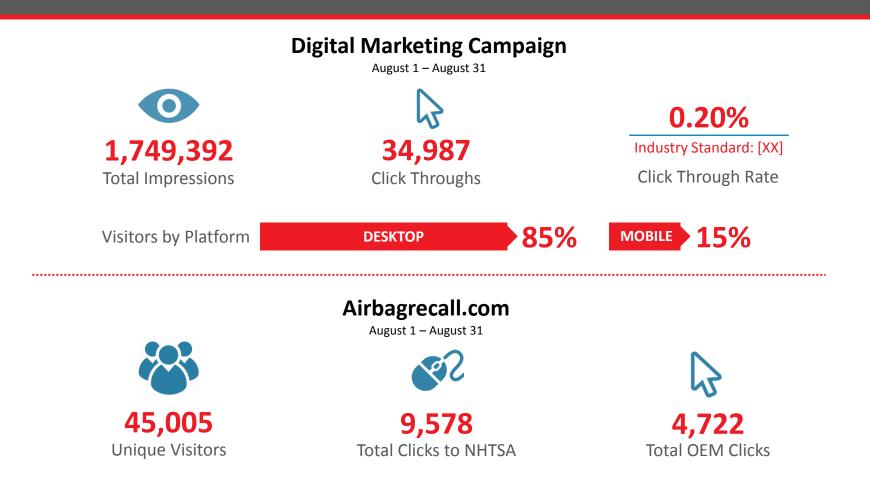
- Takata has reached out to the Insurance Institute for Highway Safety ("IIHS") to propose a direct mailing to affected auto insurance customers. We understand that IIHS auto insurance members cover approximately 85% of the U.S. market.
- Under the proposal, IIHS would assist in coordinating a mailing by insurers that would encourage affected policyholders to respond to the recalls.
- With NHTSA's approval and possible involvement, IIHS or its members would need access to the relevant 17-digit VINs for vehicles covered by each applicable stage of the remedy program.
- Takata will seek to work with State DMVs in Zone 1 States to see if a similar direct mailing from DMVs is possible.



## APPENDIX



## Appendix: Proposed Ad Campaign Report



- CNN was the most effective at driving users to airbagrecall.com
- 30,000 users have clicked the NHTSA logo vs. 20,000 for the most clicked OEM logo



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