



Driven is an integrated digital content & marketing services agency with a focus on making positive changes for clients and partners.

We aim to offer creative and effective solutions with realistic implementation via our various service offerings including activation, technology solutions, videography and more.

The Driven Automotive Network, which is part of our publications arm, is made up of websites that are top in views and reputation in the Malaysian automotive industry. We also strive to create and add value to the market via our consumer solutions.

With our extensive experience in online content, coupled with our knowledge in understanding consumers and brands, our marketing services solutions are unique and competitive, fresh and vibrant.

AGENCY SERVICES

**PUBLICATIONS** 

**⊕CarBase.my** 











CONSUMER SOLUTIONS













#### REMILIM ALITO CAR EXPO

### AWARENESS & DESIRE

## Acknowledge ...the idea of

getting a new car

#### Justify

... the idea to sell and offer

**AUTOMOTIVE** 

**JOURNEY** 

CONSUMPTION

#### **EXPLORE**

#### Research

...options, casually & seek the opinions of others

#### Consult

... with influencers and experts

#### **SELECT**

#### Narrow

...down choices

#### Scrutinise

... those options thoroughly

#### Follow

... Sales & Promotional offers

#### **ACQUIRE**

#### Contact

...the point of sale(s)

#### Compare

... on-ground offers and incentives

#### Negotiate

... terms of deal

#### **Purchase**

... selected options

#### **ENJOY**

#### Adapt

...lifestyle of ownership

#### Validate

... decision

#### Share

... and promote decision and lifestyle with others











High CTRs due to ad banners catching the user right at the point where they are deciding which car to buy

paultan.org

Reaches a very wide audience at various stages of their journey - perfect for awareness.



## paultan.org

# paultan.org



- Malaysia's #1 source for automotive news and reviews.
- 6 million visits monthly, 3 million unique visitors monthly.
- 2.4 million monthly video views.
- Over 1 million followers on Facebook & 200,00 subscribers on YouTube.

# paultan.org

Malaysia's #1 source for automotive news

**Record Traffic Achieved: 1 – 30 June 2022** 

**Unique Visitors** 

**Pageviews** 

**Followers** 1,000,000 \*3 lang Monthly Total Views 1,400,000

6,229,767

3,015,201

Followers

14,731,316



Subscribers **200k** Monthly Total Views

1,000,000

2:36 minutes

Average Session Duration

**Followers** 25.3K

127k



paultan.org 中文

paultan.org BM

Visits

592,668

Visits

Unique Visitors 457,401 291,245

**Pageviews** 

Pageviews

739,639

821,176

Føllowers 95,042

paultan.org Bikes

Visits 462,840 Unique Visitors 328,424

Unique Visitors

442,079

Pageviews 629,127

# paultan.org

Malaysia's #1 source for automotive news









- Car Buyer's Guide with Comprehensive New Car Database.
- Car Comparisons, Actual Owner Reviews, Car
   Market Value Guide.
- 500,000 visits monthly.
- 300,000 unique visitors monthly.







1

1 – 31 July 2022 Source: Google Analytics

	Pageviews	Unique Visitors	yisits
	1,834,687	200,534	338,793
	Average pages per session	New Sessions	Average Session Duration
	<b>5.42</b> pages	74%	<b>2:28</b> minutes
			ŭ

Reaches a larger female audience than any other automotive publication in Malaysia:



Male	68.96%	ı
Female	31.04%	ı

Automotive Industry Average: >10% Female

**DESKTOP** 75,016 (21.68%)



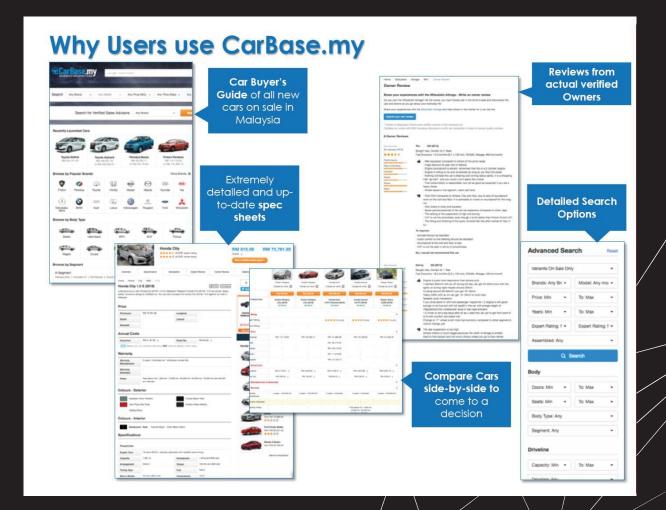


**MOBILE** 265,541 (76.73%)

		Highest Average CTR
	Average CTR	achieved in a
		single/
		campaign /
Desktop	0,75%	6.01%
Mobile	1.03%	17.75%

\*Note: The above CTRs are based on campaigns running 1 January – 31 December 2018, out of roughly 140 client campaigns.









- Automotive Classifieds (Cars, Parts + Services)
- Very stringent QC: genuine listings only.
- 250,000 visits monthly.
- 150,000 unique visitors monthly.





### Automotive, Parts & Services Classifieds

1 – 31 July 2022 Source: Google Analytics

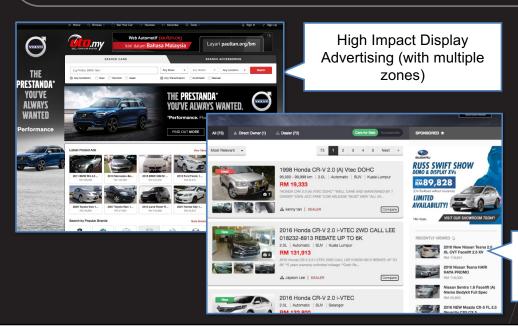
Visits
137,251

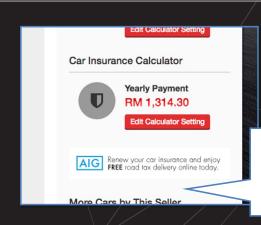
Average Session Duration
1:10 minutes

Unique Visitors
65,594

216,566

Pageviews
216,566





Sponsorship at contextual zones

Targeted Advertising (target competing brands, models, prices, etc)

#### Introducing



#### Subscription-based Dealership Website Programme, with

Multi-mode vehicle sorting

Intelligent Search and Filtering

Allows users to contact you (the Dealer) directly for cars they are interested in

Customised to your Corporate Identity guidelines

Hosted and maintained for you

### Customisable Internal Inventory System

Keep an updated record of all your inventory

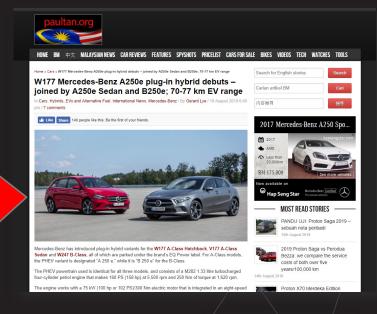
Mark your vehicles as active, sold, or draft

Receive and keep record of enquiries

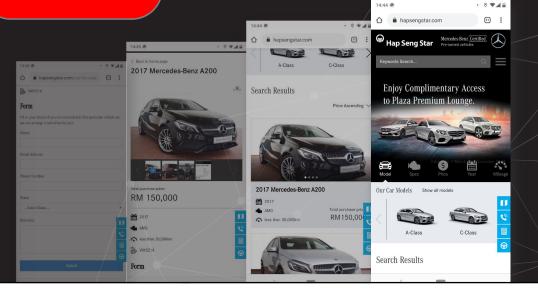
Technical, Analytical and Content support provided during duration of subscription Integrated Marketing with Malaysia's #1 Automotive Network

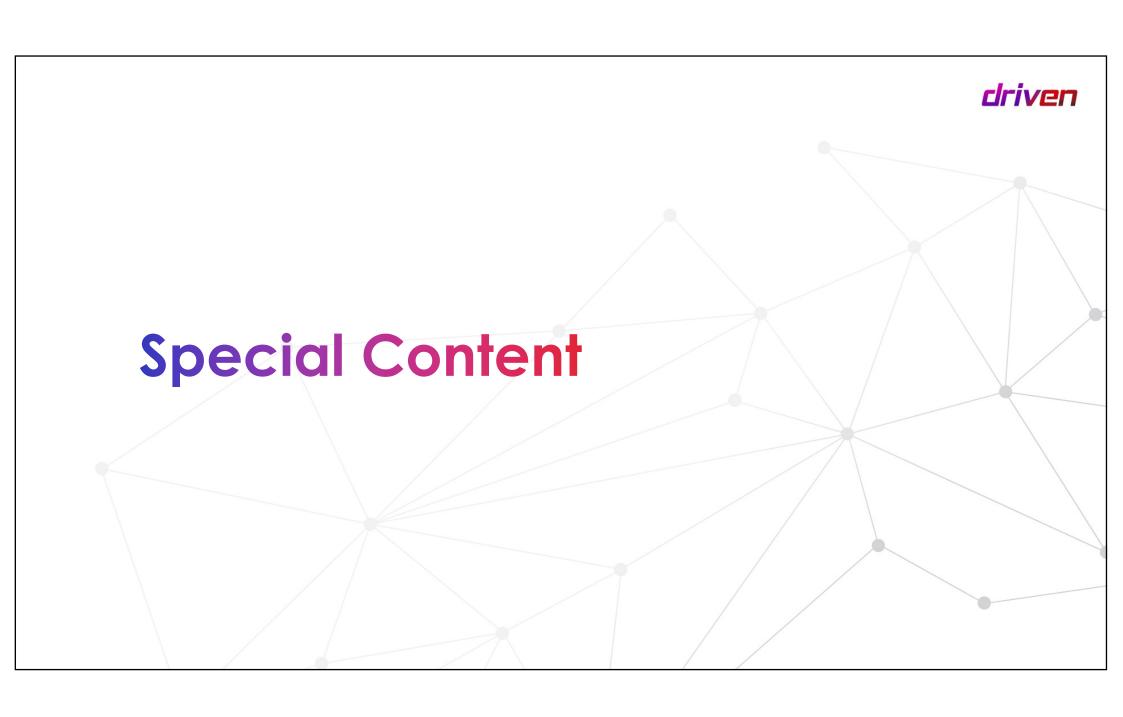
Each active listing on your site will appear on paultan.org, CarBase.my and oto.my on targeted and relevant pages

Marketing support on paultan.org via Sales Advertorials and Advertising



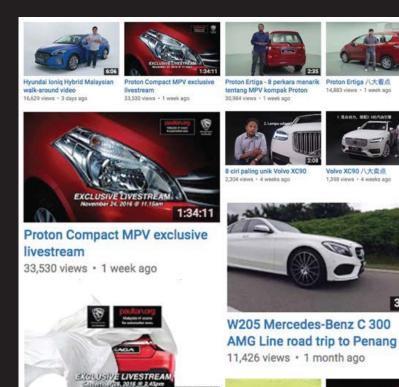






### **Editorial Video Content**

Content is king, and staying relevant is key. Our editorial team pioneered video production for the local automotive editorial scene and it is now an integral part of how our readers consume our content.



2017 Volkswagen Touareg Spy

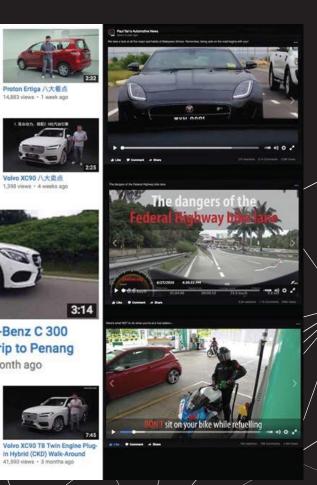
9,316 views • 3 months ago

in Hybrid (CKD) Walk-Around

2016 Proton Saga Live Stream -

40,594 views • 2 months ago

paultan.org

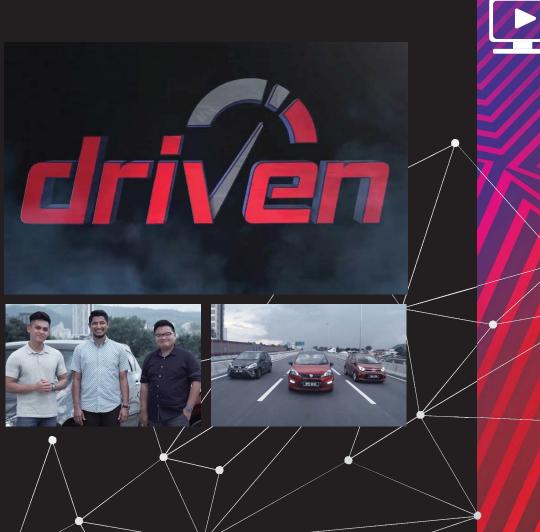




Driven Web Series is the premier automotive show in Malaysia, bringing together the most popular vehicles in the country with a unique local twist. It's hosted by well known personalities such as Harvinder Singh, Hafriz Shah and Matthew Tong.







# driven PTTALKS

Hosted by Hafriz Shah and Matthew Tong of paultan.org, PT Talks is a thorough, well researched and on-the-pulse talk show featuring relevant, expert opinions on the latest hot topics in the Malaysian and global automotive realm.









### Sales Advertorials on paultan.org

Advertorials are the best way grab the attention of viewers.

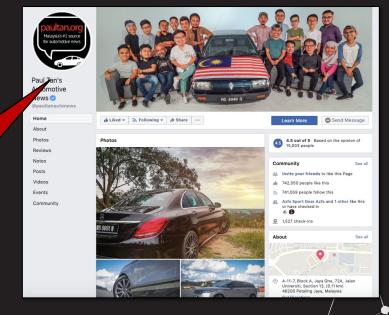
Proven to increase calls, walk-ins and sign-ups.

There are 3 types of Advertorials:

- Sales Advertorials
- Feature articles
- Contest Posts

Advertorial will be displayed on the front page on day of publishing

The advertorial will also be shared on **paultan.org's official Facebook Page** on the same day of publishing.

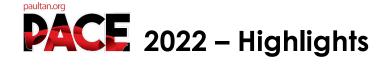




When the article is pushed down by newer articles, it will also appear on the Sales & Promotions column on the sidebar for at least 7 days. Advertorials will also be **bumped** back onto the homepage of paultan.org. Duration is dependable on the campaign







Total cars sold:
486 units

Best seller: BMW Group with 172 cars Total superbikes sold:
50 Bikes

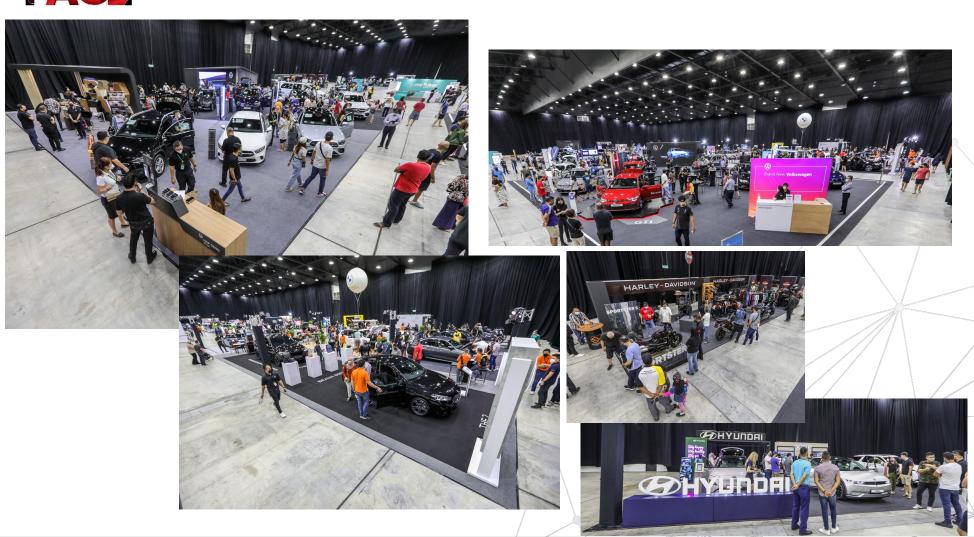
Total value of over RM114 million

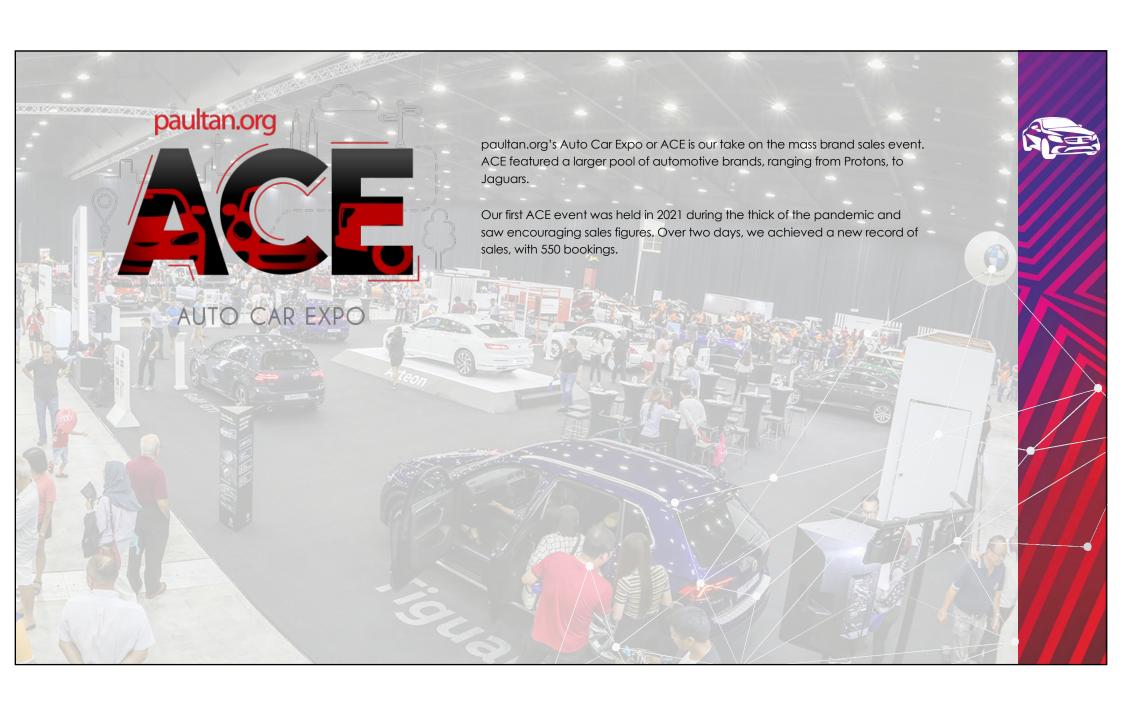
Over 10,000 visitors

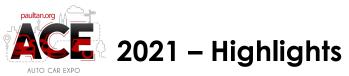
Average 500 visitors per hour

100%
of marketing efforts
were done on
Driven's own digital
platforms









Total cars bookings:

536 units (New Car)

25 units (Pre-owned)

Best seller: Mazda with 75 cars (New Car) 9 cars (Pre-owned)

96% of sales are Brand new cars

Approx. 11,000 visitors in total

Average 550 visitors per hour Total value of over RM80.5 million

100% Of marketing efforts were done on Driven's own digital platform







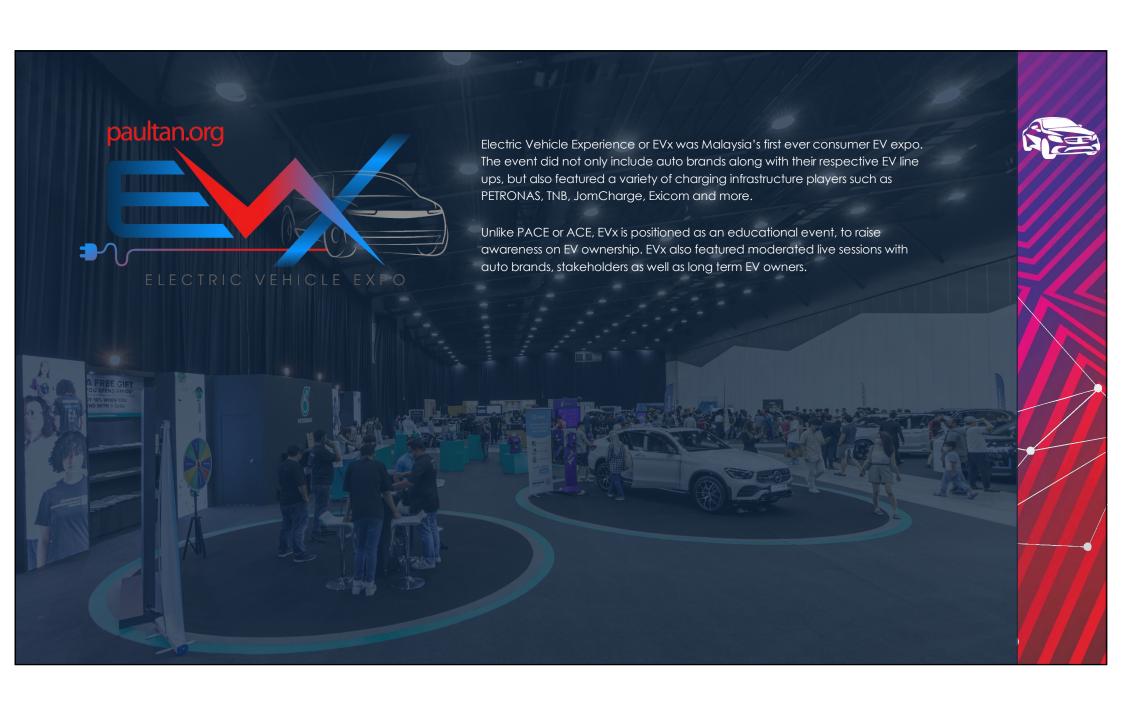














## 2022 - Highlights

Auto brands:
Tesla, BMW, Volvo,
Mercedes-Benz

Charging infrastructure:
PETRONAS, TNB, EV
Connection, Exicom, EV
Hub

LIVE Talk Shows with
Auto brands, charging
stakeholders, long term EV
owners

Approx.

10,000 visitors in total

Average **500 visitors per hour** 

100%

Of marketing efforts were done on Driven's own digital platform



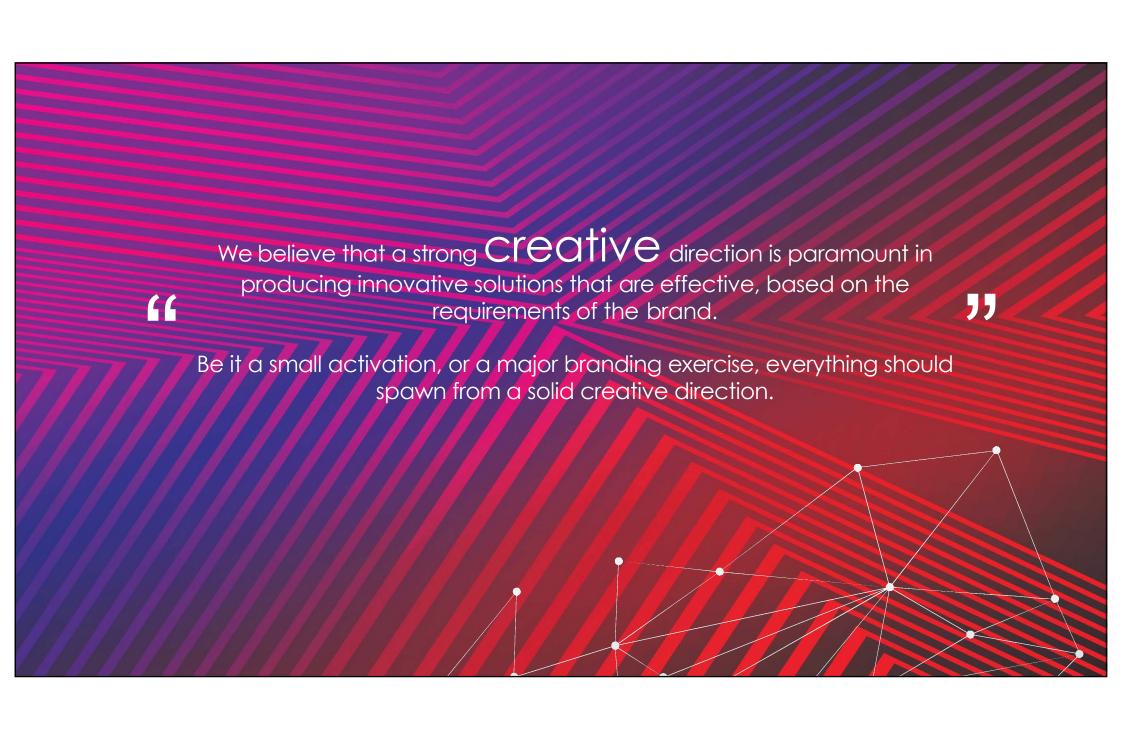


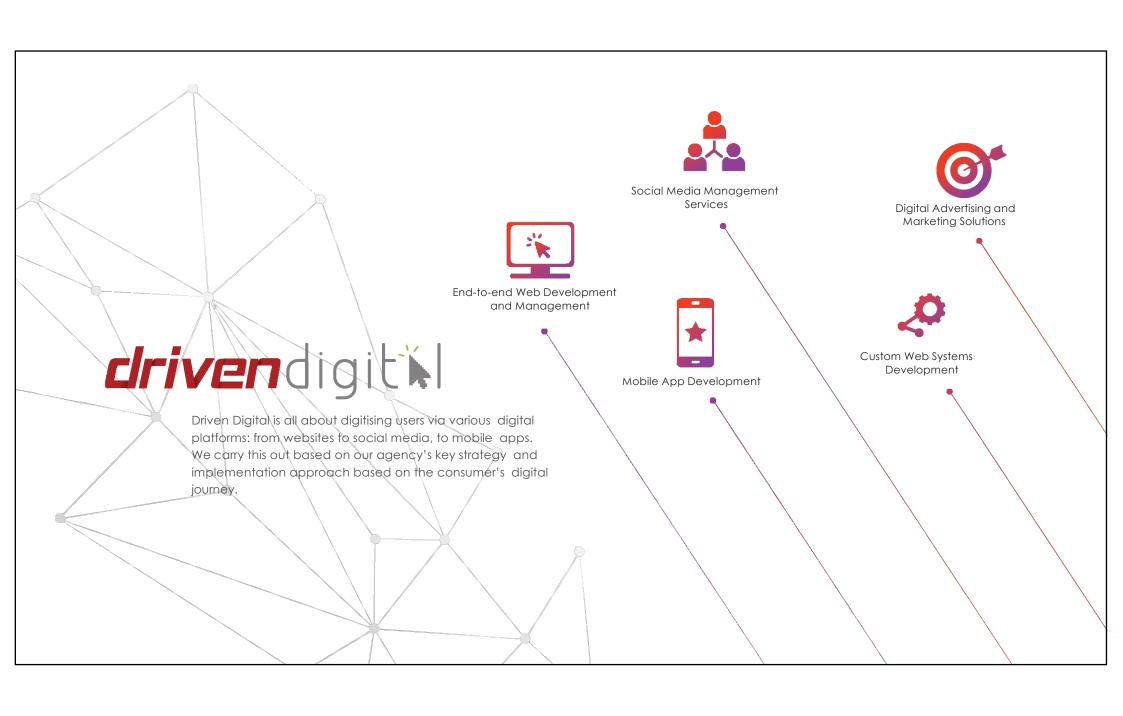














# **OUR STRATEGY**



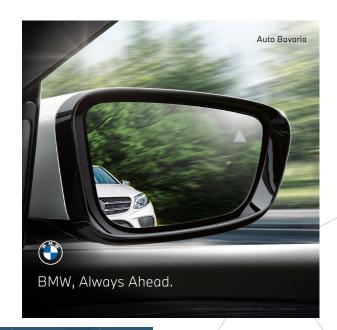




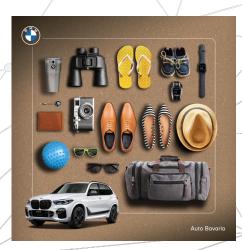


#### Static Content











#### Static Content











Static Content



Geared for Distinction







Geared for Distinction





SPEEDY RECHARGE.





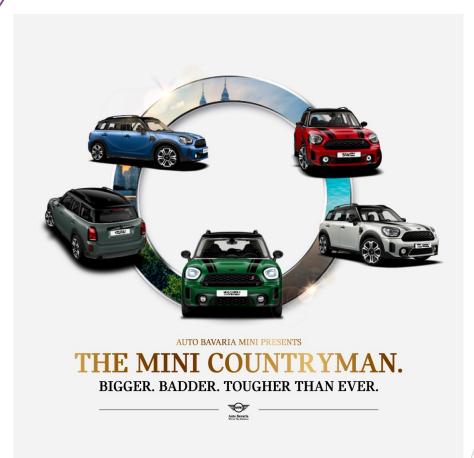
Trending Content



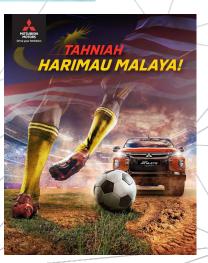




Trending Content

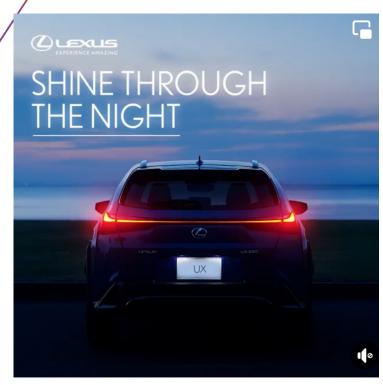








Animated Content





Animated Content

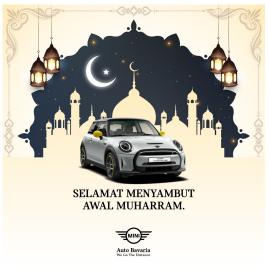






Festive



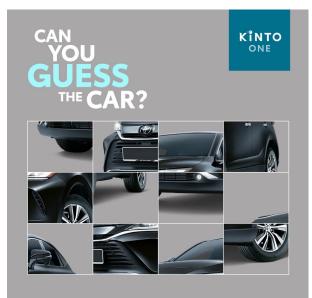






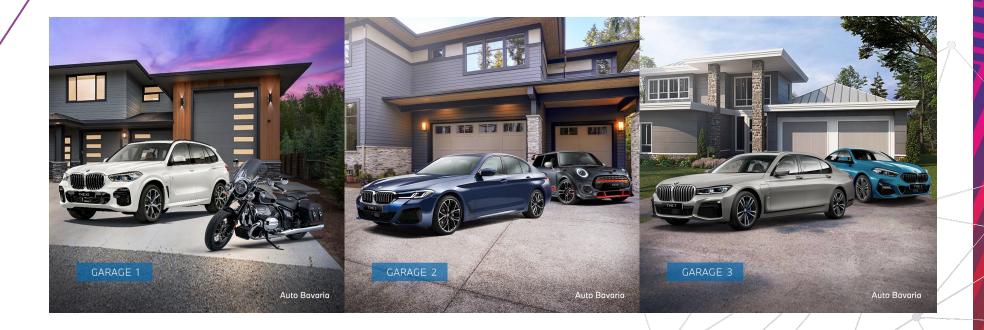
# Engaging







# Engaging





# Stories









# • •↓•

#### Social-driven Videos

A total of four (4) social-driven videos were produced in conjunction with Chinese New Year.

The videos highlighted various Chinese taboos that are observed during the auspicious season in unique ways that local fans can relate too.

Total views of four (4) videos: 243,087 views







This social-driven video was intended to target the younger audience in line with the Toyota Sienta's audience. It played with one of the car's main USPs (power-sliding doors) in a manner that appeals to the target demographic, using humour and contemporary nuances.

Total video views: 38,426 views



# END-TO-END WEB DEVELOPMENT AND MANAGEMENT

Not only are we adept at creating websites with beautiful and functional user experience, we'll work with you from conceptualisation all the way to making sure the website runs on a day-to-day basis.

Our in-house Content Management System is developed to be completely fluid and adaptable to every need, situation, layout and design.





#### **driven**digit

# DIGITAL ADVERTISING AND MARKETING SOLUTIONS

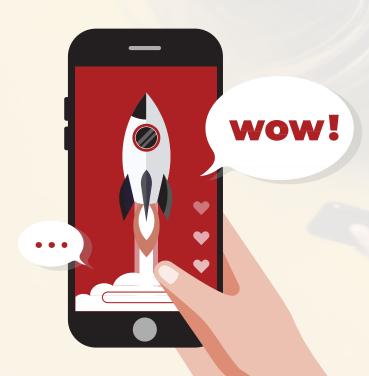
Facebook ads? CPM? Display ads? High Impact?
Don't let the jargons of the digital universe confuse
you. We are able to plan out every phase of an
advertising or marketing campaign, be it for peaks or
for sustenance, including planning, design, media
buying, advertising operations and reporting. The aim
is always getting the public to know your brand, and
increase revenue; let us show you how.





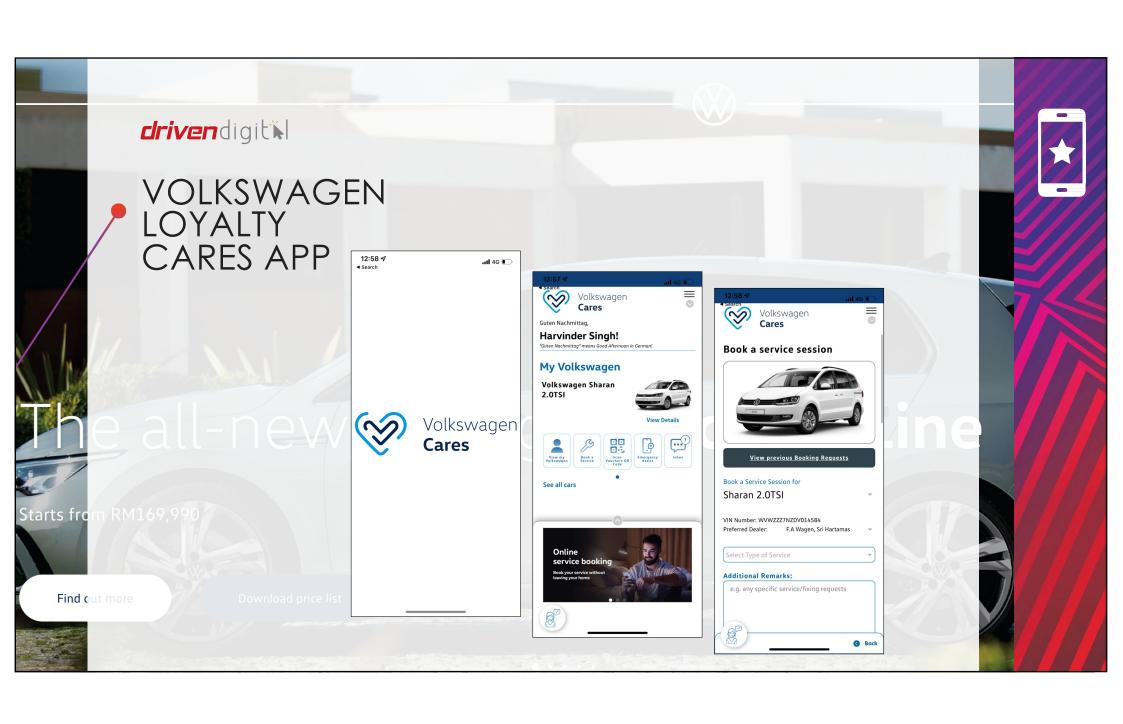


# MOBILE APP DEVELOPMENT



In this day and age, the best way to get in touch, plus having constant communication with your users is with mobile apps. Be it iOS or Android, we have the experience, expertise and vision to work on every aspect when it comes to Mobile App Development.







CUSTOM WEB SYSTEMS DEVELOPMENT

Need a custom-built content management system to handle how your organisation shares information? Or a Customer Relationship Management tool that works exactly how your company would like to interact with your current and/or potential clients? We can develop any web-based system that will work from scratch or integrated with your current backend information systems, custom-built based on your needs.





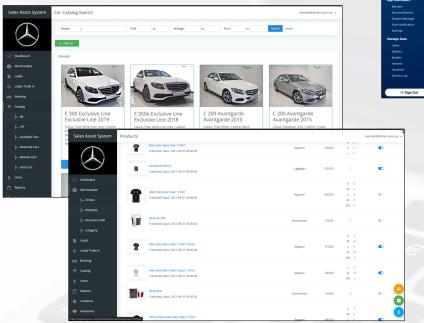
# CUSTOM WEB SYSTEMS DEVELOPMENT

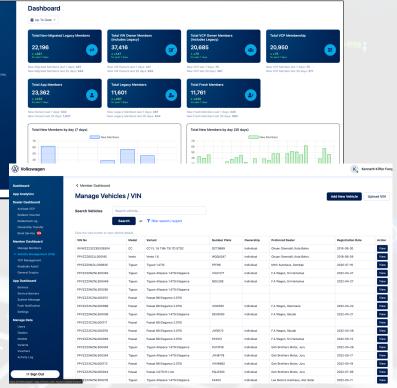


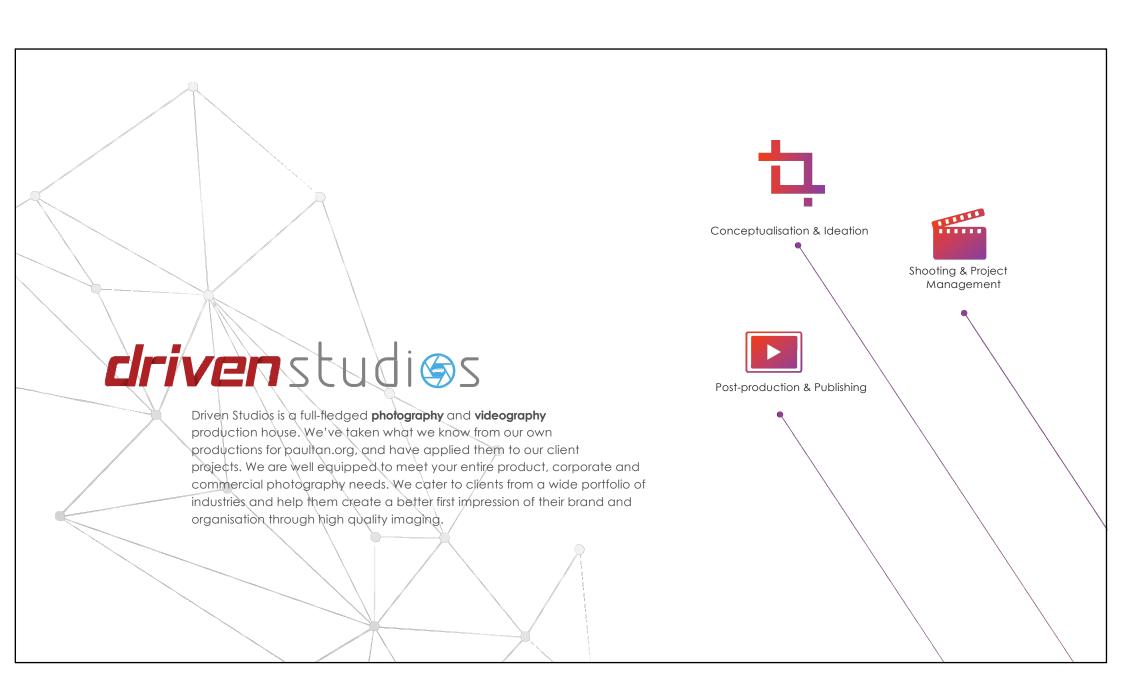


display: inline-block height: 69px; float: right; margin: 11px 28px 0px max-width: 800px:

CUSTOM INTEGRATED OPERATIONS SYSTEMS DEVELOPMENT



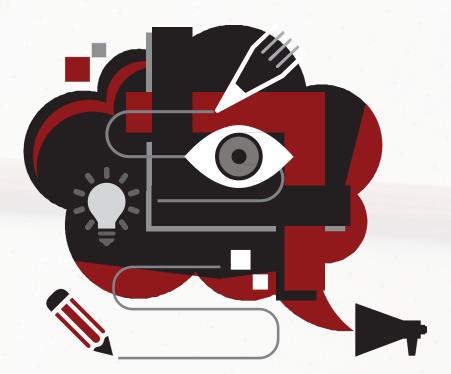


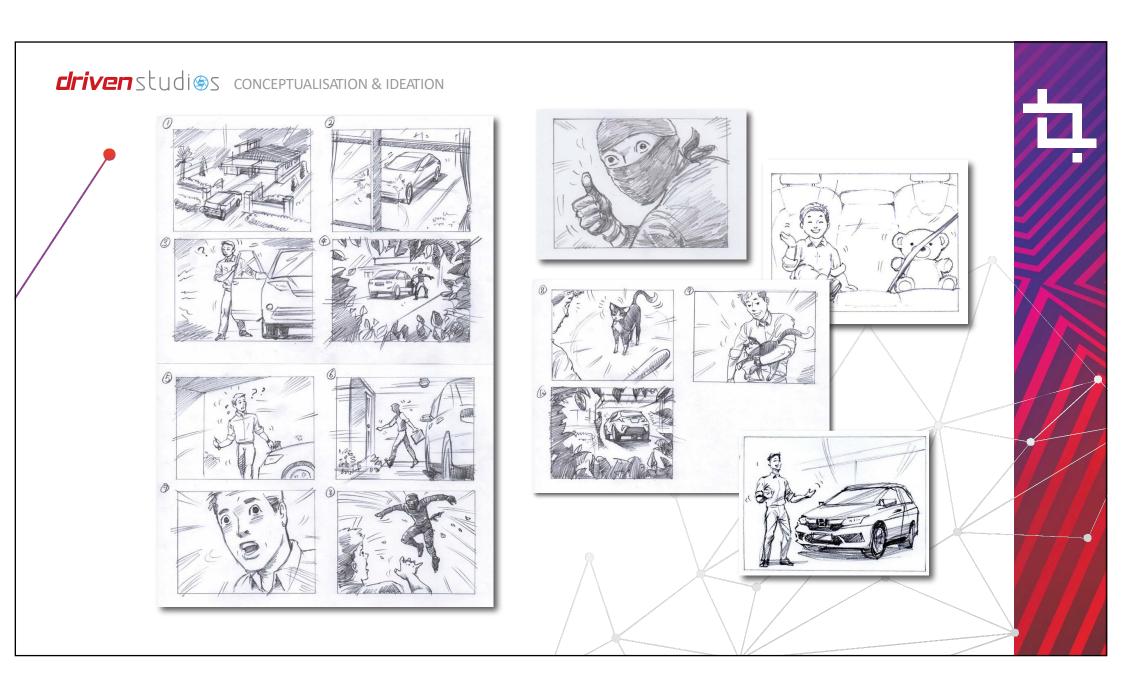


# CONCEPTUALISATION & IDEATION

We'll work with you every step of the way; from coming up with a creative and original idea, crafting the script, storyboards, to shooting the videos plus post-production to ensure that each scene and frame meets the highest standards and perceptions.

For us, everything starts from thecreative direction!





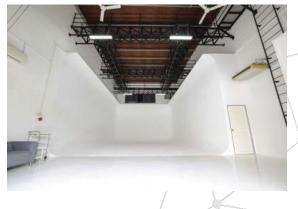


#### Facility & Equipment

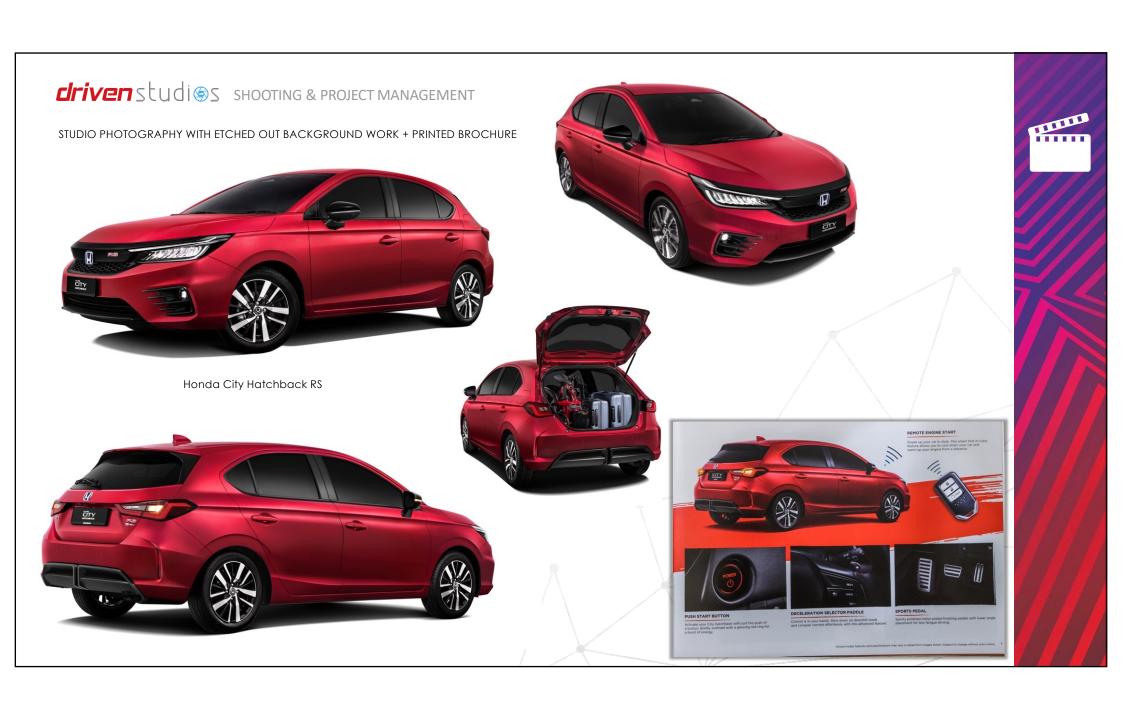
Apart from creative talents, Driven Studios is also well equipped with our very own production studio in Glenmarie, Shah Alam.









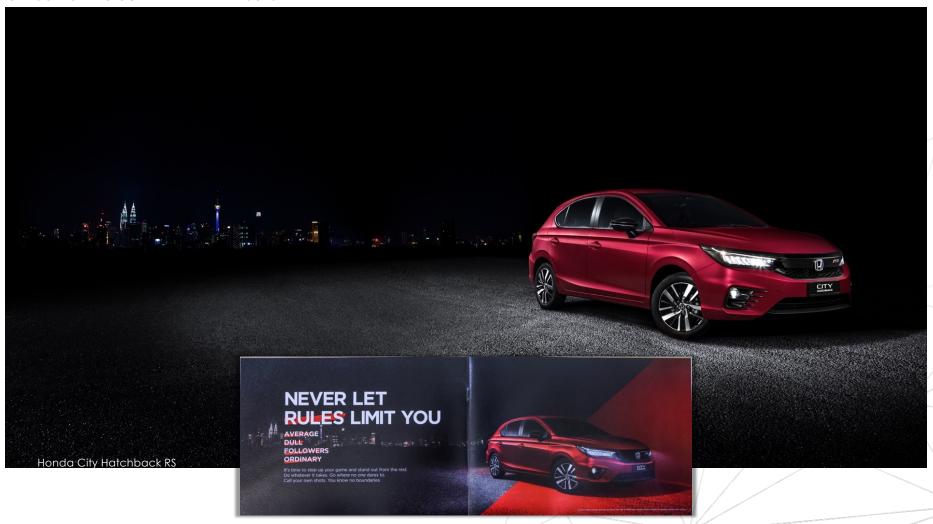


ON-LOCATION PHOTOGRAPHY + PRINTED BROCHURE



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ON-LOCATION PHOTOGRAPHY + PRINTED BROCHURE



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ON-LOCATION PHOTOGRAPHY + PRINTED BROCHURE



#### CONCEPTUAL / CREATIVE PHOTOGRAPHY



Mercedes-AMG G63



PRESS PHOTOGRAPHY



PRESS PHOTOGRAPHY





EVENT PHOTOGRAPHY













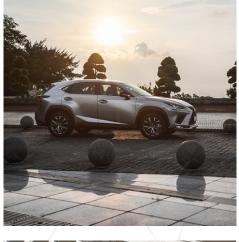


SOCIAL MEDIA PHOTOGRAPHY

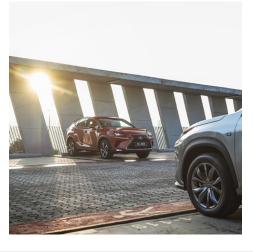


















SOCIAL MEDIA PHOTOGRAPHY















### driven studiss shooting & project management

PEOPLE / LIFESTYLE PHOTOGRAPHY





### driven studiss shooting & project management

PEOPLE / LIFESTYLE PHOTOGRAPHY















### **driven** Studiss shooting & project management

### BMW GS 40th ANNIVERSARY VIDEO

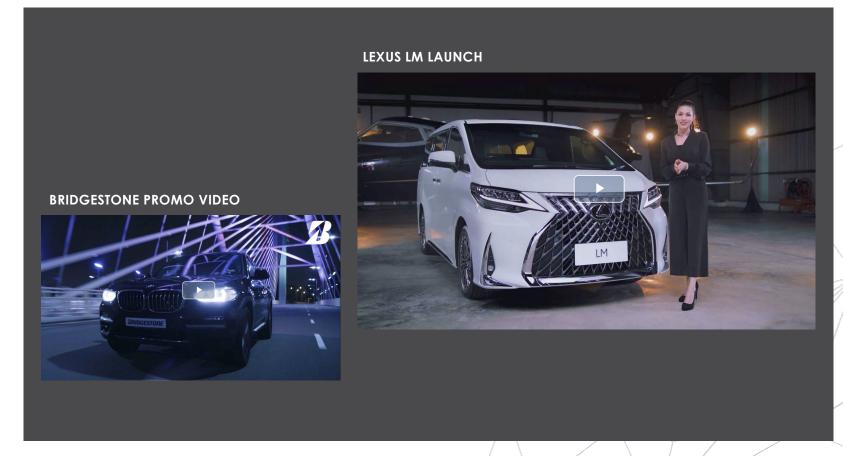


### **BMW M TOWN VIDEO**



WATCH THEM AT DRIVEN.COM.MY

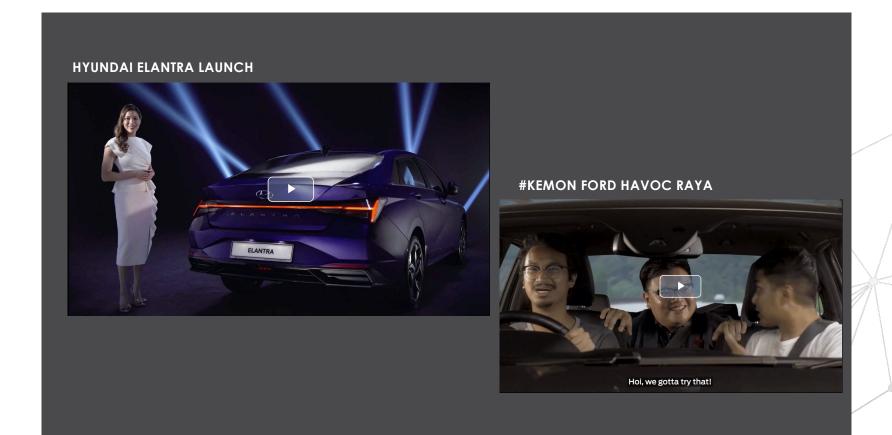
### **driven** Studiss shooting & project management



WATCH THEM AT DRIVEN.COM.MY

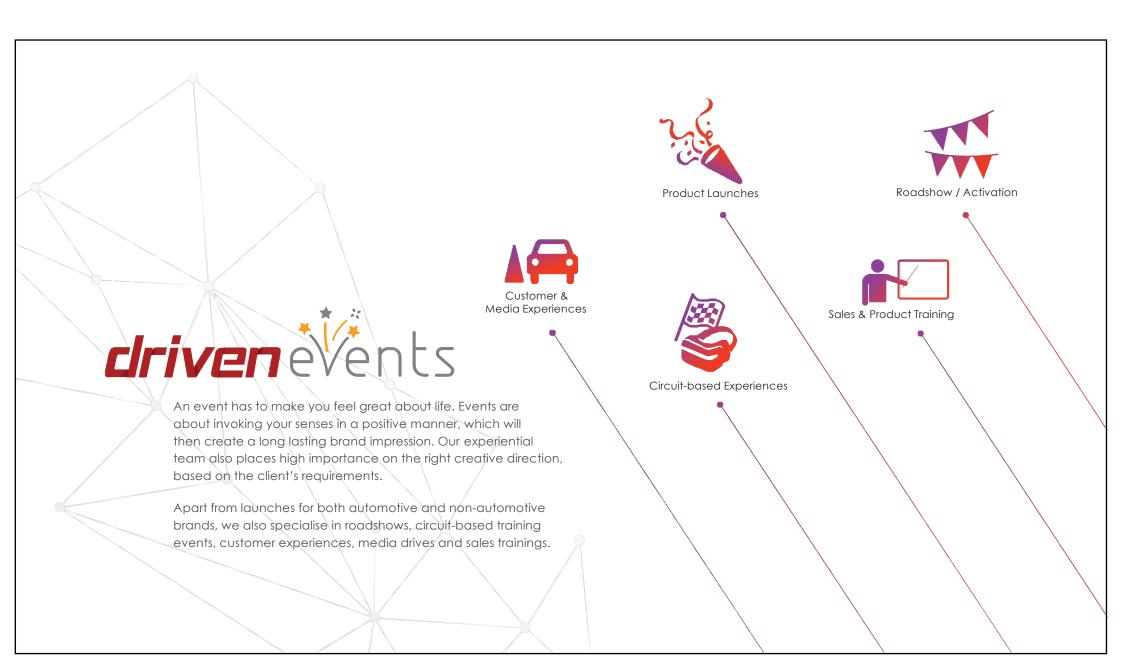


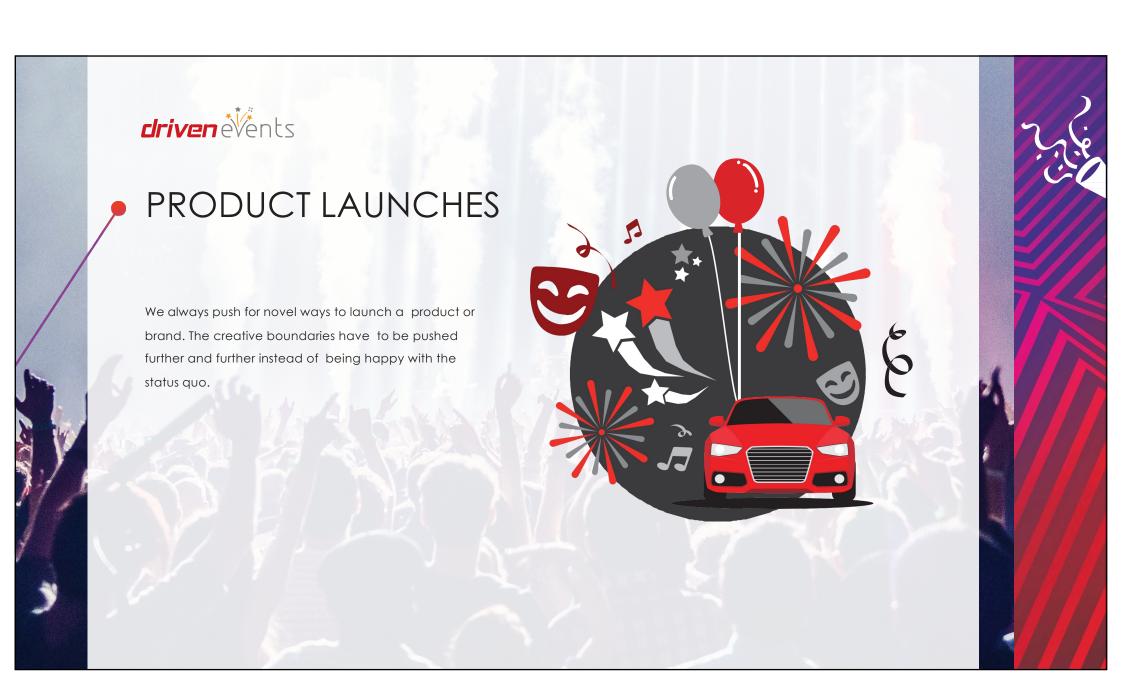
### **driven** Studiss shooting & project management



WATCH THEM AT DRIVEN.COM.MY













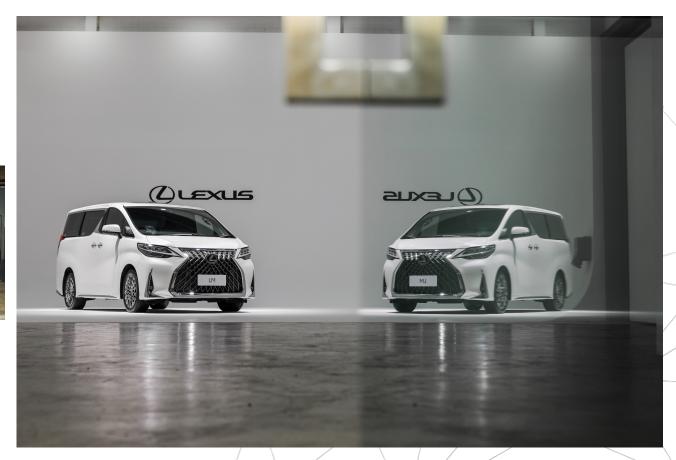












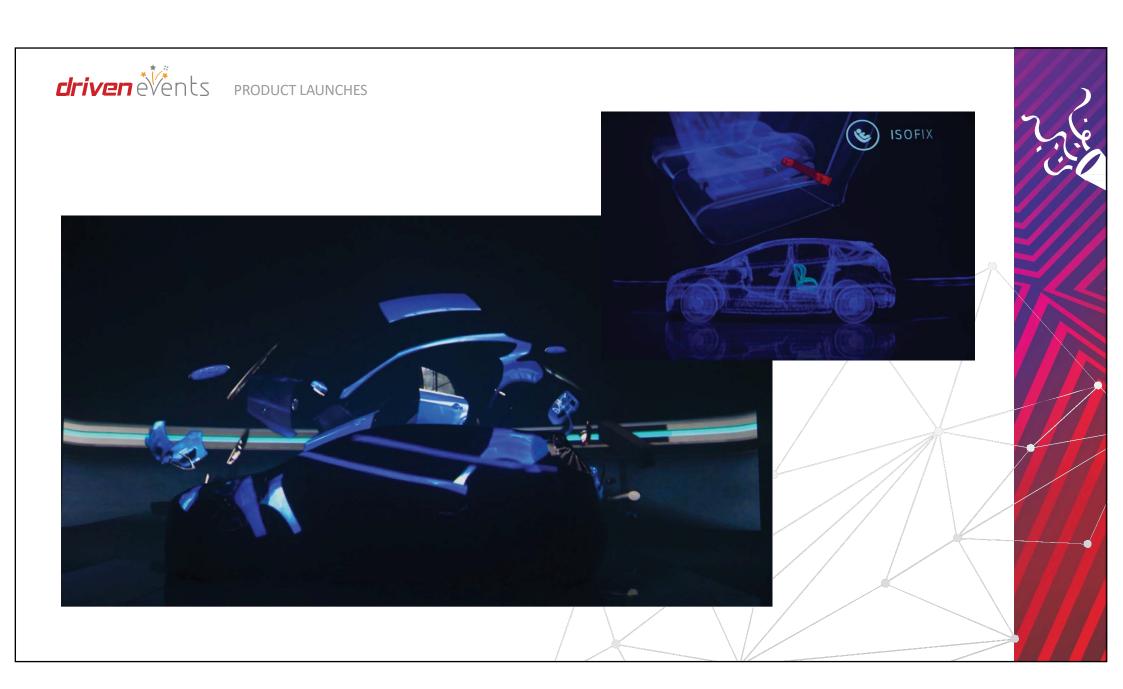




























Product Launches (Non-Automotive)







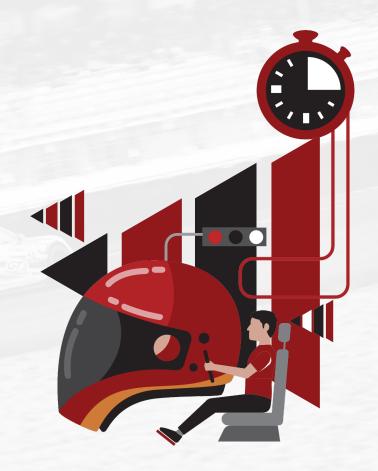


Product Launches (Non-Automotive)



# CIRCUIT-BASED EXPERIENCES

To run a circuit-based event, the agency needs to have the right technical knowledge on both vehicle experience and motorsports. Circuit events are extremely time sensitive and can be dangerous. Everything has to work like clockwork with little margin for error.





# driven évents circuit-based experiences









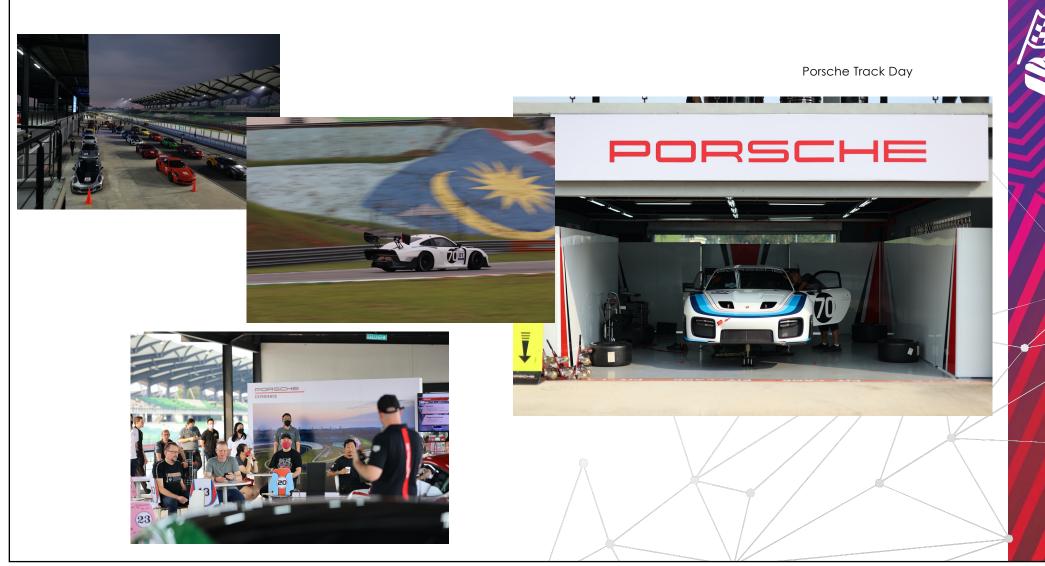


Ferrari Regional Track Experience

















Porsche Experience





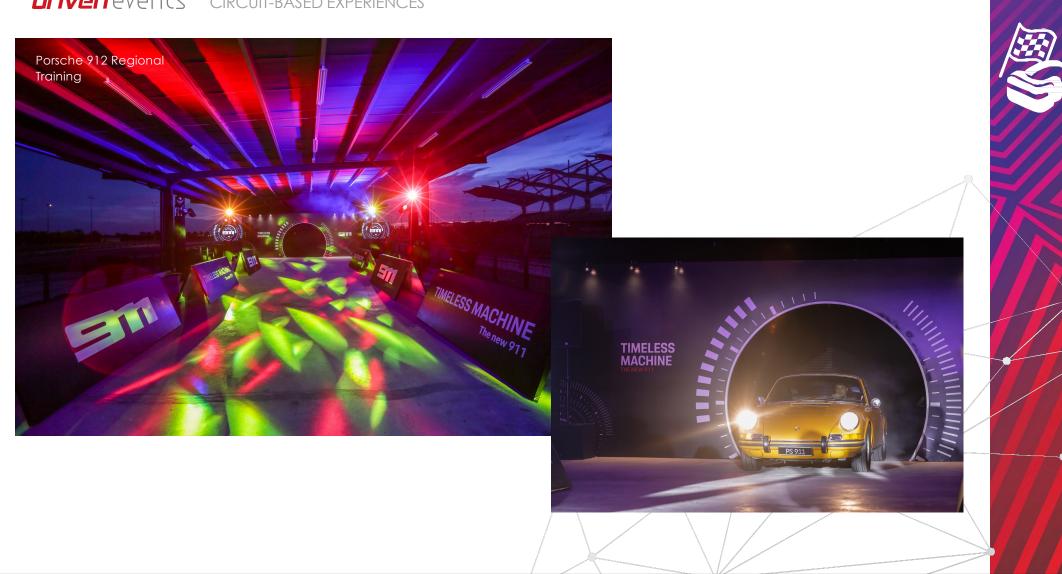
Porsche Hybrid Nights Featuring the 918 Spyder



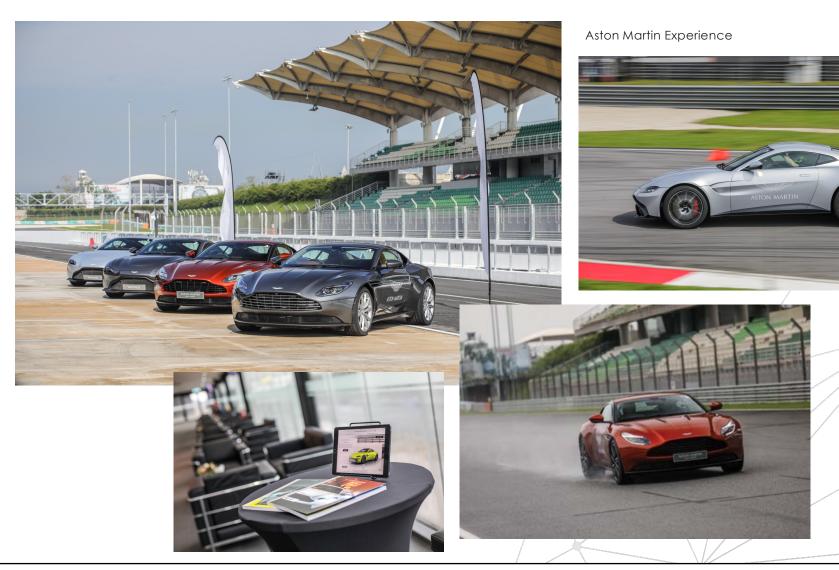












# driven évênts circuit-based experiences

















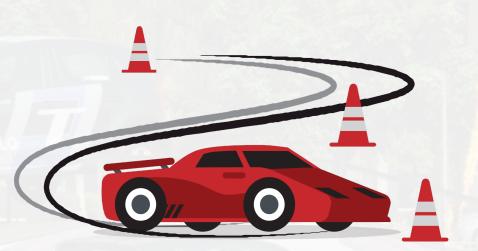






# CUSTOMER & MEDIA EXPERIENCES

The key takeaway from a driving experience is to fully understand and experience a particular vehicle or product. Gone were the days when it is just about driving from Point A to B and back. Just like our other events, creative direction plays a crucial role, and this helps us think of more cutting-edge ways to allow the participants to experience the product, while highlighting the best aspects of it.





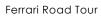




Ferrari Road Tour

















Toyota Corolla Cross





### Toyota Hilux









Jaguar Sensory Drive













Volkswagen Rhapsody Drive



### Porsche Taycan Experience





















### Volkswagen Werkstour Drive





Ford Focus Media Challenge



Lexus NX Experience









Mitsubishi Outlander Media Drive







## driven évênts customer & media experiences















ROADSHOWS/ACTIVATION

Roadshows are meant to positively engage with the audience, giving them a small taste of your brand and products. While roadshows usually focus on the the numbers, words like "fun" and "creative" shouldn't be ignored.



## driven évents roadshows/activations



Proton Nationwide Roadshow





Volkswagen Shopping Mall Roadshow





Toyota GO Tour



## SALES & PRODUCT TRAINING

We are equipped to conduct both theory and practical training for salesmen of automotive dealers.

Our philosophy is to encourage selling cars based on "experience" and feeling positive, from the initial walkin to the test drive and even post-sales (after sales).

































Volkswagen Jetta Launch







Renault Clio RS Launch



Renault Fluence Launch

















MINI Paceman Launch





MINI Countryman Getaway Media Drive

BMW Driver Training



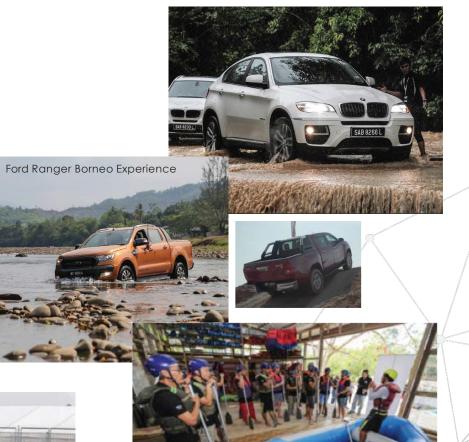








Porsche Sepang Experience









Total race car entries: **209** 

Total superbike entries:

81

Total drift entries:

30

Total car gathering:

500

Close to **9,000**spectators over 1 day

Highest live stream views: 129,000 over 1 day



Organising Race Event and Many More Activities







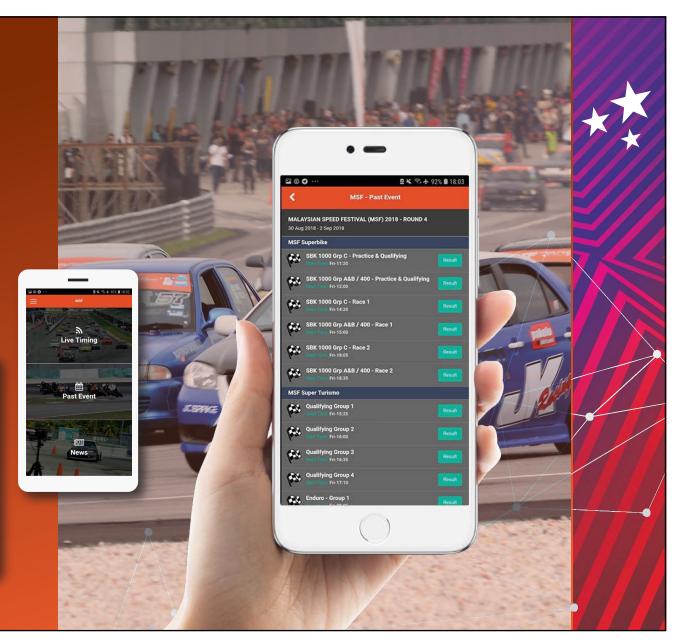




## Real-time Circuit App

To further improve the MSF experience for both racers and fans, we have developed a racing app which allows users to view race lap times live and to keep up with latest results and news. Furthermore, the app features a Racer Mode which allows drivers to keep track of real-time lap times and the gaps between themselves and their competitors on track.









## Tinting Made Easy And Convenient













### KEY ACHIEVEMENTS:

## MALAYSIA'S LARGEST AUTOMOTIVE NEWS WEBSITE

paultan.org is Malaysia's largest auto news site with 5.9 million monthly visits. It was started in 2004, and it's also the first automotive channel to venture into online videos.



## MALAYSIA'S FIRST COMPREHENSIVE CAR BUYER'S GUIDE

CarBase.my is Malaysia's first and most comprehensive car buyer's guide. It has full specs, owner reviews, expert reviews, car comparison tools and more.



#### OTO.my CAR CLASSIFIEDS

Auto classifieds website (vehicles and parts on sale) with a high level of quality control to ensure only genuine sellers and vehicles/parts are displayed.



#### MALAYSIA'S FIRST AGENCY TO RUN LIVE FEED FOR A CAR LAUNCH

We ran a live Facebook feed for the Proton Suprima S launch back in 2013, before it became globally widespread.





### KEY ACHIEVEMENTS:

#### DRIVEN'S IN-HOUSE CR SYSTEM

Fully-developed Comments & Responses (CR) system to benefit our Social Media clients in terms of accuracy and speed.

# | Margine | Marg

## RECOGNITION BY FORD USA ON FORD MALAYSIA'S PIONEERING MOVEMENTS INTO SOCIAL MEDIA (2012)

The Facebook page was initiated and managed by Driven between 2012 - 2014.



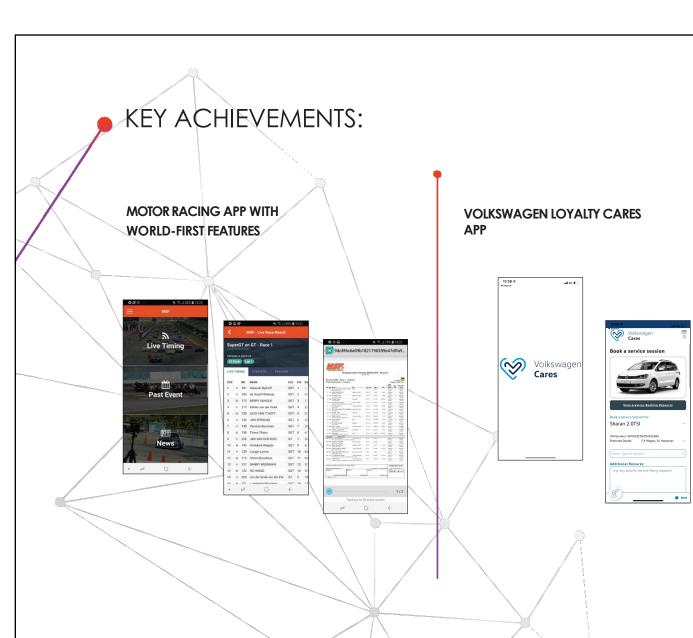
#### REGION'S FIRST EVER ON-DEMAND CARTINT SERVICE

TintNOW.my

MSF RACING ONLINE REGISTRATION & PAYMENT









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