Discovery

#1 FACTUAL ENTERTAINMENT CHANNEL OF INDIA

Discovery

Serving passionate fans with content that **inspires**, **informs and entertains** across genres.

DISCOVERY, one of the most established & trusted brands in the media world...

...has a life changing impact on millions of viewers in India.

Our viewers continue to fuel our passion to relentlessly push the boundaries of factual entertainment and uncover the finest stories.

Discovery

BRAND POSITIONING

Discovery endeavours to tell stories that makes you learn more about your world, opens new worlds & become the road that bridges audience curiosity around topics, passion points, people, places etc. to making them more knowledgeable with trustworthy insights.

Discovery represents stories of humans' progress & their survival against all odds.

Discovery aims to create the most relevant and talk worthy content to enable a positive conversation amongst our audience.

OUR CHALLENGE

With the plethora of content players in India, we need to re-imagine Discovery in a new light with a clutter breaking and innovative platform for the Consumer.

We are the pioneers in real life entertainment and hence the need to break the rules and put a disrupter to the consumer.

AS A PIONEER - WE NEED TO REIMAGINE.

OUR APPROACH

We define the category with our global heavy weight in SURVIVAL with an association that cuts across the mass audience in-sync with our channel strategy to create the Bigger, Bolder and Better move.

"Presenting the biggest TV EVENT of the DECADE"



A GLOBAL PREMIERE ACROSS 167+ COUNTRIES



Bringing together two of the biggest global icons in a "once-in-a-lifetime show".

Bear Grylls Naturalist | Survivalist | Thrill seeker

- Known worldwide as one of the mostrecognized faces of survival and outdoor adventure.
- Tackles extreme challenges and navigates through remote locations around the world, sharing invaluable survival strategies along the way.
 - Conquered Mt. Everest at the age of 23 and made it into the Guinness book of records.



PM Narendra Modi Dynamic | Dedicated | Determined

- An embodiment of courage, compassion and conviction on whom the nation has bestowed its mandate, trusting that he will rejuvenate India and make it a bright beacon to the world.
- Narendra Modi reflects the aspiration and hope of over a billion Indians, leading our country in every aspect.

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 Honored with UN's highest environmental honour 'Champions of The Earth Award' for his actions that have made transformative, positive impact on the environment.

CONSUMER CONNECT



- Prime Minister Modi is an **inspiration to Modern India**.
- He cuts **across all masses** and connects across all age groups and sections of the society.
- An inspiration and **a youth icon**.
- Hence a face that appeals to the masses.



- Bear Grylls the only **global face in India** to gain so much relevance.
- Known to be the extreme survivalist.

Witness this remarkable journey where Prime Minister of India will trek through the wilderness of Indian Jungle with naturalist, survivalist and all-around thrill seeker Bear Grylls.

MAN vs WILD with Bear Grylls & PM Modi

Premiered on 12th Aug| Monday 9pm

TASK AT HAND

To make Discovery as the **most talk worthy, buzzworthy & culturally relevant** brand of the season.

To reach out to PAN India audience and establish Discovery as the must have channel for its brand promise which is unmatchable.

ROLL OUT STRATEGY

<u>Announcement</u>

Period: 29th July

DIGITAL:

- Bear Grylls tweets the arrival of the show.
- PM retweets the announcement.
- Discovery announces show launch on Digital assets.

ON AIR:

 Master Promo + All secondary elements activated

PR:

 Discovery India announces Man vs Wild with PM Modi.

TRADE:

 Announcement mailer released across trade portals to garner eye balls.

Pre Launch

30th July to 2nd Aug

DIGITAL:

- Reaction videos by Celebrities
- Vox-pop video -Public reaction & message for PM Modi
- Launch of Website where fans can share their message to PM Modi

PR:

- Issued 3 mins excerpts from the show for electronic media
- Press Release Issued with the Print media
- ANI exclusive interview with Bear Grylls Exclusive Times of India interviews with bear Gyrlls
- Select interviews of Bear Grylls

Launch

3rd to 12th Aug

DIGITAL:

- Discovery India tweets tagging PM Modi & BG
- Bear Grylls and PM Modi retweet the same
- Celebrities tweeting on the day of premiere for impact (Wishlist shared with PMO)
- Exclusive sneak peek video on Youtube

PR:

Press Release Issued with the Print media

PRINT:

 Front page Print insertion promoting TX in Target markets - Mumbai, Delhi, Rest of Maharashtra, UP, MP, Gujarat, Chennai, Bangalore

OOH & TRADE:

- 10 days OOH plans in Mumbai, Delhi & Bangalore.
- Mailers across trade portals

Outside Network TV Plan :

 Outside Network News Genre TV plan through 3 min video + FCT

PHASE1 Announcement 29th July

Scovery

THE ANNOUNCEMENT THAT GOT THE WORLD BUZZING



People across 180 countries will get to see the unknown side of PM @narendramodi as he ventures into Indian wilderness to create awareness about animal conservation & environmental change. Catch Man Vs Wild with PM Modi @DiscoveryIN on August 12 @ 9 pm. #PMModionDiscovery



11:08 AM · Jul 29, 2019 · Twitter Web App



India- where you find lush green forests, diverse wildlife, beautiful mountains and mighty rivers.

Watching this programme will make you want to visit different parts of India and add to discourse of environmental conservation.

Thanks @BearGrylls for coming here! @DiscoveryIN

Bear Grylls 🔿 @BearGrylls - Jul 29

People across 180 countries will get to see the unknown side of PM. @narendramodi as he ventures into Indian wilderness to create awareness about animal conservation & environmental change. Catch Man Vs Wild with PM Modi @DiscoveryIN on August 12 @ 9 pm. #PMModionDiscovery



2:11 PM - Jul 29, 2019 - Twitter Web App

19.4K Retweets 85.3K Likes

Discovery Channel IN @DiscoveryIN

Proud to announce on **#InternationalTigerDay** that PM @NarendraModi & renowned adventurer @BearGrylls will feature in 'Man Vs Wild' to create awareness about animal conservation. India premiere @DiscoveryIn on Aug 12 at 9 PM. Global premiere across 180 countries #PMModionDiscovery



2:20 PM · Jul 29, 2019 · Twitter Web App				
View Tweet a	activity			
1.5K Retweets	5.6K Likes			

44.9K Retweets 127.4K Likes



WE MADE THE INTERNET GO WILD

UNPRECEDENTED DIGITAL IMPACT ON DAY 1

728MN **1.2BN** Reach Impressions

SOURCE: MELTWATER PVT. LTD.



SCC HUNT 10.0 BEAR

THE MOST VIEWED PROMO

100+ ENGLISH AND REGIONAL ELECTRONIC CHANNELS TAKING US VIRAL



The Times of India

Business Standard

Punjab Kesari



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TWEETS FROM NEWS CHANNELS & POLITICAL ENGINES GOING VIRAL

BJP @ @BJP4India - Aug 12 Rivers, rains, mountains, tigers, elephants and amazing adventures of Incredible India...

Watch the most exciting episode of **#ManVsWild** as PM Shri @narendramodi and @BearGrylls embark on a journey into India's wildwoods only on @DiscoveryIN at 9 pm, tonight.



Business Insider India 2 @ @Bilndia - Aug 12 #ManVsWild | Prime Minister @narendramodi debuts on 'Man Vs Wild' with @BearGrylls.

#NarendraModi #BearGrylls



Times of India @ @timesofindia · Aug 12 PM @narendramodi with Bear Grylls in '#ManVsWild' tonight toi.in/j71Y0Y/a24gk



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India TV 🤣 @indiatvnews - Aug 12 #ManVsWild with @BearGrylls and Prime Minister #Modi LIVE updates: bit.ly/20RmRQW



Narendra Modi and Bear Grylls 🖓 4 1월 24 🗢 105 📩



All India Radio News ② @airnewsalerts - Aug 12 Prime Minister @narendramodi will feature in a special episode of the iconic survival television series '#ManVsWild' on Discovery channel tonight.

📓: @BearGrylls



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PHASE 2: Pre-launch 30th July to 2nd August

Scovery

VOXPOP GARNERS OVER 1.5 MN VIDEO VIEWS



CITIZENS OF INDIA REACT TO MAN VS WILD TRAILER FEATURING BEAR GRYLLS & PRIME MINISTER MODI



CREATING A PLATFORM TO ENGAGE WITH THE FANS

YOUR CHANCE TO SEND A MESSAGE TO PRIME MINISTER MODI 10 SHORTLISTED MESSAGES TO FEATURE ON THE PREMIERE

Discovery

12 AUG, MON 9PM

HAVELLS

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NITH BEAR GRYLLS

PRIME MINISTER

204.6K Website Visits 435 K+ Page Views 1080 Messages to PM Modi

FEW FANS WISHES TO THE PM

It is extremely gratifying to see your unprecedented efforts in tiger conservation pay off. Kudos !

Name – Malina Ghosh

Email Id - <u>malinaghosh11@yahoo.in</u>

So damn happy to see both the icon together on TV. Hope people will know the importance of wildlife.

Name - Rudraksh Sharma

Email id - <u>rudraksh.20sharma@gmail.com</u>

Lots of adventures, lots of thrills. I hope you enjoyed your most precious time with nature.

Name - Shakti Srivastava

Email Id - prototypesrivastava@gmail.com

THE CAMPAIGN THAT GOT BOLLYWOOD REACTIONS





Total Views: 775 K+ Total Reach: 300 K+ Total Impressions: **18.2 Mn** Total Engagement: **18.2 K+**



सहभाग असणारा विशेष भाग

he channel pledged to donat

ause of tiger conservation i

PARTICIPATE NOW

- A video, giving a sneak peek of the 'Man vs Wild' episode, has Modi saying that he'll still hold the spear since the host Bear Grylls insisted
- The special episode, which will premiere on 12 August on Discovery Channel, has been shot in the Jim Corbett National Park













Man Vs Wild: PM Modi enjoys 'first vacation in 18 years' as he braves the wilderness with Bear Grylls in Discovery's special







ndtv.com/india-news/tun...



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Business Insider India 🎞 🥝 BI @Bilndia

Indian Prime Minister @narendramodi in the next episode of Discovery's reality show Man Vs Wild, reveals host @BearGrylls

businessinsider.in/man-vs-wild-fe... - @preeti_msoni

#DiscoveryChannel #PMModionDiscovery @Discovery @DiscoveryIN @BearGrylls



Interviews with Bear carried across all wired networks





PM Modi walks in the wild with Bear Grylls Walking through the wild and taking a ride on a cold river in a makeshift boat were some of the things that Prime Minister Narendra Modi put u... P cnbctv18.com

The Hindu 29 July at 13:44 · @

The episode featuring Mr. Modi was shot at the Jim Corbett National Park i Uttarakhand



THEHINDU.COM PM Modi to feature in Discovery Channel's Man Vs Wild The episode will premiere on August 12 at 9:00 p.m.



@ANI · Aug 10

Bear Grylls in Wales(UK): The side of PM Modi you will see is unlike you have ever seen before. The team has come back and said this could be the most watched TV show ever in any country in the world, and that is my hope for it.



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The Financial Express 29 July at 19:15 · Q

#PMModi is set to feature on the Discovery channel with #BearGrylls. Read interesting facts about the #Discovery's #ManVsWild



FINANCIALEXPRESS.COM PM Modi with Bear Grylls' in Discovery's Man Vs Wild: Here's everything you need to know about the show



EXCLUSIVE SNEAK PEEK VIDEO GARNERED OVER 24 MN VIEWS ON YT



#ManVSWild #PMModionDiscovery

Exclusive Sneak Peek| Man VS Wild with Bear Grylls and PM Modi | Discovery India

24,020,046 views

1 596K 🚚 56K 🏕 SHARE ☴+ SAVE ...



PHASE 3: Launch 3rd August To 12th August

Discovery

THE MOST AWAITED PREMIERE DAY

Tweet

Bear Grylls @ @BearGrylls

Thank you for the huge response from so many of you after my journey with PM @narendramodi for Man Vs Wild on @discoverychannelin - I couldn't be more proud to have had such a great adventure in your beautiful country India. Together let's do all we can ... ift.tt/2ZWNyEW



12:58 PM - Aug 12, 2019 - IFTTT



What better than the lush green jungles of India, in the midst of Mother Nature to throw light on environmental conservation and climate change..Do join at 9 PM tonight!

Bear Grylls 🥺 @BearGrylls - Aug 12

Tonight watch my journey with PM @narendramodi for Man Vs Wild on @DiscoveryIN - Together let's do all we can to protect the planet, promote peace & encourage a Never Give Up spirit. Enjoy the show! #PMMODIONDISCOVERY



1:46 PM · Aug 12, 2019 · Twitter Web App

18.1K Retweets 110.9K Likes

Discovery Channel IN 🤣 @DiscoveryIN · Aug 12

Join us today as Bear Grylls and Prime Minister Narendra Modi begin an unmissable adventure.

Watch #ManVSWild with Bear Grylls and Prime Minister Modi tonight at 9 PM, exclusively on the Discovery Network. #PMModionDiscovery



6.2K Retweets 41.1K Likes

TALKING TO MASSES THROUGH HIGH IMPACT PRINT

Targeting Top publications with highest readership across market



HIGH IMPACT REMINDER FORMATS ACROSS TRADE METROS

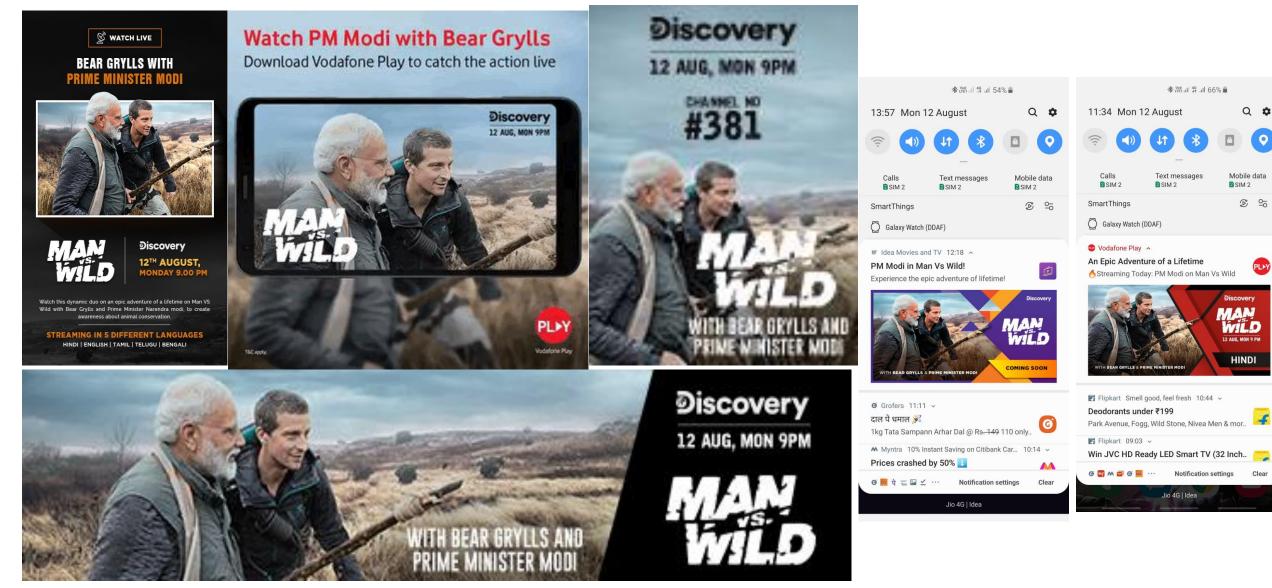
A 10 day OOH plan in Mumbai, Delhi & Bangalore targeting eyeballs to create impact for trade.

A Mix of large format Billboards, Gantry's, Unipole's and Mall facades.





PUSH INITIATIVES ACROSS OTT PLATFORMS



CELEBRITES ENGAGING MASSES FURTHER



Amit Shah 🕗 @AmitShah - Aug 12

Today on #ManVsWild with @BearGrylls and PM @narendramodi, the world got to see a completely unexplored aspect of India.

It was a proud moment to see PM Modi share our civilisational values on environment conservation, coexistence & protecting our rich wild life with the world.

O 1.1K ℃ 5.7K ♡ 44K ι¢.



Smriti Z Irani 🕗 @smritiirani - Aug 12 Watch #ManVsWild tonight at 9:00 PM on @DiscoveryIN to witness India's wilderness with PM @narendramodi ji & @BearGrylls as they embark on an adventure of a lifetime. #PMModionDiscovery







Thawarchand Gehlot 🙆 @TCGEHLOT · Aug 12 Dear friends, don't miss to watch the most exclusive and the most exciting way to feel and understand nature with Hon. PM Sh. @narendramodi Ji in #ManVsWild on @DiscoveryIn tonight at 9 pm. #PMModionDiscovery





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Rajyavardhan Rathore 🤣 @Ra_THORe · Aug 12 This is not Man Vs Wild 🛛 🗙 This is 'Man for the Wild'

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Watch PM of India @narendramodi ji project India's wild life to the world #PMModionDiscovery #ManVsWild at 9pm tonight

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PRESS



इंडियन रेलवे उनके लिए houdhury r Uttam dantimes.com A man watches 'Man Vs Wild' hosted by Bear Grylls with special guest Modi. PIC/AFP Modi vs wild with Grylls **NEW DELHI:** Walking through the wild and taking a ride on a cold river in a makehe biggest challenges, shift boat were some of the was to decide on what adventures that Prime Minuld and could get the ister Narendra Modi experienced with survivalist Bear sident Obama's show, Grylls to promote causes looking for food and close to his heart - conserland ate salmon which half-eaten. We told the el's that PM Modiwas vegear d that they would have he native and think of difd of challenges," said ett 1, who was also present प्रकृति के साथ जुडाव मुझे संस्कार में मिले nd, during the shoot. PM टेकर उन्हें संतोध होता या। मेरी दादी meand weather (it was जी पदी सिसी नहीं थी। मेरे सास मे ally r सोधा कि चुल्हर जलाने की लकड़ी क व्यापार करते हैं। इस पर मेरी दादी ने in-राराजमी जताई कि मुखे मर उठपंगे, her naller लेकिन लकडी नहीं बेचेंगे । इसमें

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Man vs Wild में पीएम मोदी ने बताया

BEHIND THE SCENES

What went into PM's wild adventure

Proceeds from the 'ild show with Bear d Prime Minister Modi, shot in Corbruary, and aired on night on Discovery will be donated for a ause, according to rom the Prime Minice and the broad-

ling to officials, the slooking at supportfo concorvation in

PROCEEDS FROM THE SHOW WILL GO TO A NATIONAL CAUSE. POSSIBLY FOR TIGER CONSERVATION OR THE CLEAN GANGA PROJEC

towards conservation. We are figuring out with the PMO if it will go to tiger conservation, the PM Relief Fund, or for Namami Gange," said a Discovery spokesperson. The Jim Corbott National

the show was shot, has at least 250 tigers according to forest officials who based their estimate on the latest national tiger count according to which the number of big cats in the state increased to 442 in 2018 from 340 in 2010. Overall, India has 2,987 tigers according to the latest count. up from 2,226 in 2014.

The show was aired across 165 countries.

The officials cited in the first instance also revealed some of the behind-thescenes moves during the filmingofthechow

of," the officer added. Even during the crossing, the officer said. the risk was minimal, because there were Special Protection Group officers around.

"During the planning, there were various officers and departments that were involved. From the SPG, to the communications department and of course, forest officials for various kinds of permits. What they didn't plan for was the bad weather, which meant that certain tasks had to be done away with," the officer added, refusing to elaborate on what there were.

ame Hindustan Times nfortable with the

using hot water and n (curry leaf). And they a makeshift raft to iver. "Getting the PM ephant dung was also the producers thought

hat PM Modi is land there were no retakes, the officer said.

Modididn't take anything with him during the shoot to make the experience "as wild as it could have been" and he chose the clothes he wore during the shoot.

the officer said. Grylls was inquisitive about the time Modi spent in the Himalayas as a young man, and chatted with him about that. In one of the exchanges with the host of the popular survival

show, the Prime Minister spoke about why it was important for young people to see life in its entirely and not in fragmented pieces. If they did that, he added, they would realise that there would be ups and downs in life.

GRYLLS WAS INOUISITIVE ABOUT THE TIME MODI SPENT IN THE HIMALAYAS AS A YOUNG MAN, AND CHATTED WITH HIM ABOUT THAT

MAN VS WILD HOST



WORLDS MOST TRENDED- 12th AUGUST

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India trends	0	P	Search Twi	itter		{	ලා
1 · Trending #என்றும்_தலஅஜித் 66K Tweets		For you	Trending	News	Sports	Fun	E
2 · Trending #ManVsWild 15.5K Tweets Tweeting about this		1 · Trendin ه_الاماراتي 40.5K Twe	g worldwide النصر_و_الوحد ets				~
3 · Trending #BypassRoad 1,744 Tweets		2 · Trending worldwide #ManVsWild 33.8K Tweets indianexpress.com					
4 · Trending Abdul Basit 38.8K Tweets		Man vs Prime M	n vs Wild with Bear Grylls and ne Minister Modi LIVE UPDATES				ut
5 · Trending shobha de 11K Tweets		this 3 · Trendin #AsımŞe	g worldwide kipKaya				
6 · Trending #12yearsforYamadongaCDP 32.1K Tweets			g worldwide _재민_생일축 ets	하해			~
7 · Trending #CelebrationsWithHumanWelfare 6,023 Tweets		5 · Trendin #10Fight 768K Twee				+~	ý

DISCOVERY'S NEW MILESTONE

TV SHOW OF THE YEAR

DISCOVERY NETWORK BEATS ALL CHANNELS DURING THE SHOW PREMIERE

3.69 mn Impressions overtaking GEC leader Star Plus (3.67 mn impressions)

HIGHEST RATED SHOW EVER IN THE HISTORY OF THE INFOTAINMENT GENRE

6.9 mn Impressions

Source: BARC India

1. TG: All15+AB | Market: India Urban | 12th Aug'19: 9pm-10pm | Impressions (all active channels) 2. TG: All2+ | Market: India(U+R) | Period: Yr 2015 – Yr 2019 | Impressions



Discovery

DISCOVERING NEW HEIGHTS

Discovery Channel hits 96% channel share in the infotainment genre





1.6% 1.5% Nat Geo Wild National

Geographic



History TV 18



WORLD'S MOST TRENDING TELEVISED EVENT

Discovery

TOTAL TWITTER IMPRESSIONS 3.6 BN

SOURCE: TWITTER TRENDS - 12TH AUGUST AND MELTWATER PVT. LTD.

<image>

WITH AN UNBEATABLE 360 DEGREE MARKETING APPROACH, WE CREATED A MILESTONE

In the infotainment genre- highest Rated Show EVER

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5.

- Premiere Episode 1.74 TVR with a Reach of 6.1 Mn and TSV of 29 Min
- 3. Episode on the Network had the highest viewership across genres surpassing Star Plus and Zee.
 - 4. Discovery Channel had a 93% channel share in infotainment at the same slot.
 - Discovery beats its own records and sets a new benchmark for competition: 22 million Weekly impressions

Source-BARC Week 33, 12th August 2019,9pm -10pm, AA 15+AB, India Urban

HIGHEST REVENUE DRIVER IN THE INDUSTRY

Sponsorship	Client		
Co - Presenting	Havells		
Co - Presenting	IOCL		
Co - Powered By	Policy Bazaar		
Co - Powered By	Vini		
Co - Powered By	Pharmeasy		
Co - Powered By	Byju		
Associate	Kirloskar		
Associate	Bajaj		
Associate	OLX		
Associate	Renault		
Associate	Lenovo		
Associate	Sleepwell		
Spot Buy	Abbott		
Spot Buy	Bata		
Spot Buy	Dailyhunt		
Spot Buy	Prataap Snacks		
Spot Buy	Goldie Masale		

17 advertisers on board including 12 Sponsors & 5 Spot Buys.

Thank You!

