

#### Strategic recommendation GUCCI 2019

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# GUCCI

### Context & objectives





#### **Context & Objectives**

Gucci has an exceptional and unique growth in the luxury landscape since Alessandro Michele's revamping in 2015.

For Gucci, luxury is about

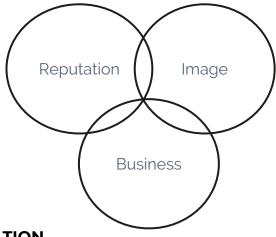
- Refinement
- Disruptiveness
- Standing out of the box

Gucci is playing with the emotional component of the millennials, and push them to show and express themselves.





#### **Context & Objectives**



#### REPUTATION

Gucci as a global leader in the luxury industry, claimed by the millenials.

#### IMAGE

Promote the luxury aesthetic but in a disruptive way, far away from its stereotypes.

#### **BUSINESS** To achieve 10 billions of turn

To achieve 10 billions of turnover by 2019.





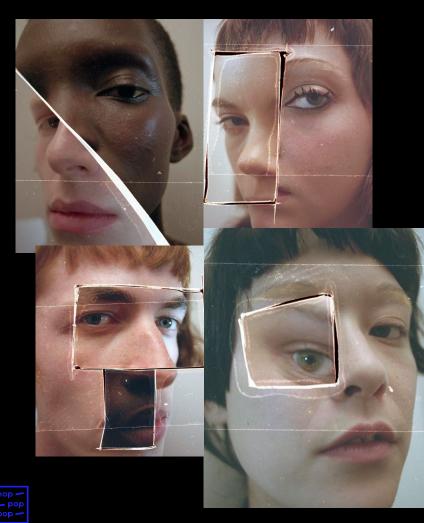
#### GUCCI

Gucci and Modzik support and promote the same communities, concepts and values

Music Art Cinema Artists Nightlife Celebration Faces and places Youth Heritage Craftsmanship History Originality Creativity

"I feel very close to the concept of intermixing beautiful things, between high and low culture" Alessandro Michele.





#### **GUCCI BEAUTY**

Gucci and Modzik stand for the same values and aesthetics

Diverse Unconventional Subtle Natural Confidence Strength

Different lense Beauty of scars Imperfections

"I'm very interested in the idea of not limiting the power of clothes, faces, and the wearer; the idea that some forms, some symbols of our culture, put together again, decomposed and recomposed, can create meanings" Alessandro Michele.

# Our statement



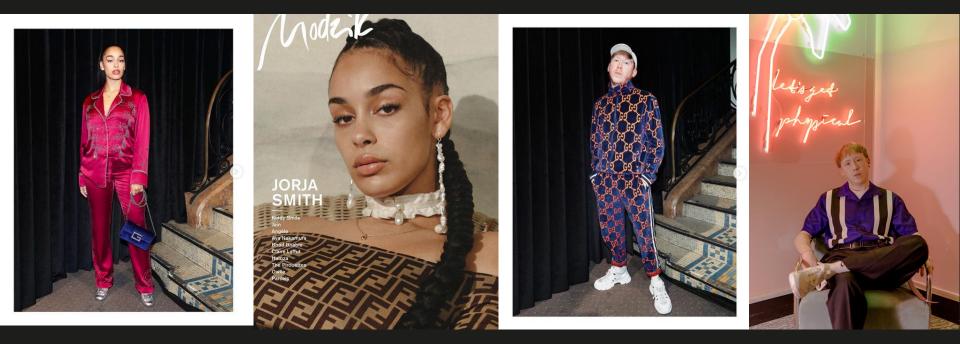
To introduce their innovations and to keep on seducing the "millenials", Gucci has to be disruptive in its communication, with a strong and innovative digital presence and original web content creation.

#### What's next?

# We support you in your digitalization via Modzik ...

#### Our strategic bias, your identity



























# To create a community, a tribe of artists around Gucci

- We aim at expanding the Gucci Galaxy, by offering a subtle mix of major artists and newcomers.
- Shooting of 2 Cover stories for the magazine, 1 fashion story and 1 beauty, with a large covering on our website and instagram page.
- Those stories will both embody Gucci and the artists' aesthetics and values.



# //SHOOTING







LILLY WOOD & THE PRICK

nagazine

et originale nnement



TINASHE



#### Selection of international artists : RITA ORA

For a cover + fashion story

#### 13,9 M Instagram followers

No need to introduce the british Pop star After a 1st album ORA released in 2012, and many featurings, with Stefflon Don and Bebe Rexha to mention just a few, she is finally releasing her 2nd album.





#### Choix des artistes internationaux :

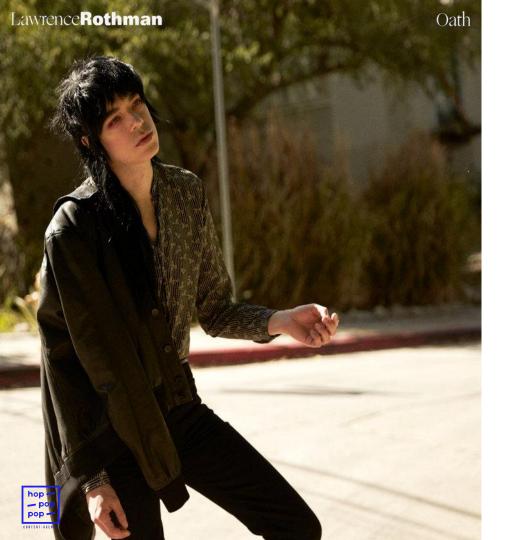
For a cover + fashion story

#### 1.5 M Instagram followers

Hayley Kiyoko might have started her career in acting but now she's a fully fledged solo artist with a promising album, Expectations.

Her clip "Girls Like Girls" released on <u>YouTube</u> and collects more than 15 millions views in 4 months.





#### Selection of international artists : LAWRENCE ROTHLAN

#### For a beauty story

Ever since they were a kid growing up in St. Louis, Lawrence Rothman has been hard to pin down. The 35-year-old singer-songwriter, who identifies as non-binary and uses gender-neutral they/them pronouns, is an ovni and could match with the beauty aspect of the brand.





#### Selection of french artists : SUZANE

#### For a beauty story

Suzane just signed on the label 3ème Bureau (Casseurs Flowters, Orelsan and General Elektriks) she has already her own style and embodies the Gucci aesthetic.





#### Selection of french artists : ROYAUME

#### For a fashion story

Discovered thanks to their EP « Blue Asphalt », the parisian duo Royaume is composed of the french-japanese singer Yumi and the producer Moon Boy.

This unconventional duo has an astonished and one of a kind style which fits perfectly with Gucci.





Suzane se définit elle-même comme une « conteuse d'histoires vraies sur fond d'électro », avec la danse comme élément central.

Électron libre de cette nouvelle scène électro/chanson, Suzane utilise les mots et le corps comme moyens d'expression.

#### « LA DANSE, C'EST MON PREMIER INSTRUMENT »

Alors qu'elle pratique la danse classique au conservatoire pendant quinze ans, Suzane se passionne pour la chanson réaliste (Brel, Piaf, Barbara...) Jusqu'au jour où elle envoie tout valser. Exaspérée par les diktats imposés par la danse à haut niveau, la discipline aveugle et les sacrifices personnels, elle arrête la danse et prend un job de serveuse. Elle découvre l'univers de la nuit, ses clubs et sa musique électro. C'est une révélation. C'est à ce moment que son projet artistique prend forme : Suzane sera une artiste électro, avec la danse comme élément central une danse déstructurée loin de celle qu'elle a apprise plus jeune - sans éluder son amour pour les mots.

Son boulot de serveuse se révèle être un puits d'inspiration : ses clients deviennent des acteurs, qui nourrissent sans le savoir sa prose. Les chansons de Suzane, c'est le regard d'une jeune femme d'aujourd'hui, à l'heure des addictions vertigineuses et des écrans noirs, des doutes et des espoirs.

#### **Relevant editorial relay**

Beauty interview of Suzane



#### **MODZIK 59 : Le collectif**

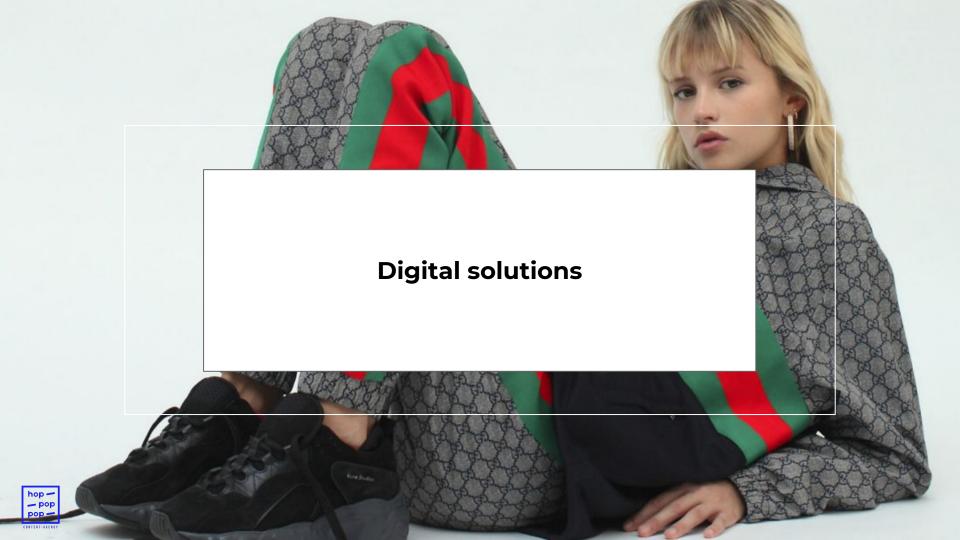
Our 59th issue (released in March 2019) will be devoted to 'Le collectif'

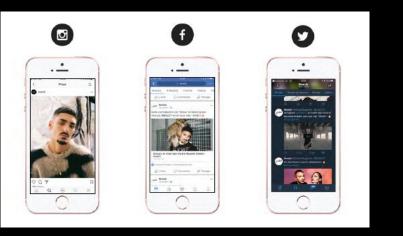
We would like to give a 'carte blanche' to Alessandro Michele and let him invite some people from his galaxy, that will be featured throughout the whole issue.

(interviews, portraits, fashion and beauty stories)

"Paris is a place where I go to look for beautiful things and I find beautiful things - it is a piece of my story, beauty that makes up my world"

Alessandro Michele





#### **EXCLUSIVE VIDEO**

A one minute video shot during the print shooting, to be published

- Fully on the website
- Several cuts on Instagram

#### **INSTAGRAM STORIES + POSTS**

Each story shot (fashion or / and beauty) will be promote on our IG page

- Pictures from the print
- Behind the scenes
- Beauty tuto
- Backstage
- Unpublished pictures...





#### Instagram Take-Overs

# We would like to invite some newcomer artists to take over our instagram account.

To show to the audience when they are recording, when they are on tour, during their everyday life... wearing Gucci

A new way to promote the clothes, by creating a story telling by the artists themselves.



## 3 Instagram posts on @modzik Rejii Snow x Diadora March 2018

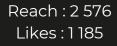
#### Followers: 20k





Reach : 4 146 Likes : 308







Reach : 2 144 Likes : 2 557

## Instagram Stories



Swipe up pour shopper Rejjie Snow Reach : 800



Reach: 584



## Playlists



Playlist #145 by Dead Sea, trio post-shoegaze parisien

16 JUILLET 2018 · BY JOSS DANJEAN



#### Playlist #144 : guand la Sims, expert ès samples pop s'écoute en version XXL

9 JUILLET 2018 · BY JOSS DANJEAN



5: M 5

SAMPLES



ROYAUME

2 JUILLET 2018 · BY JOSS DANJEAN



Plavlist #142 « Monday is OK » 25 JUIN 2018 · BY JOSS DANJEAN



Playlist #141 spécial XXL POP!

18 JUIN 2018 · BY JOSS DANJEAN

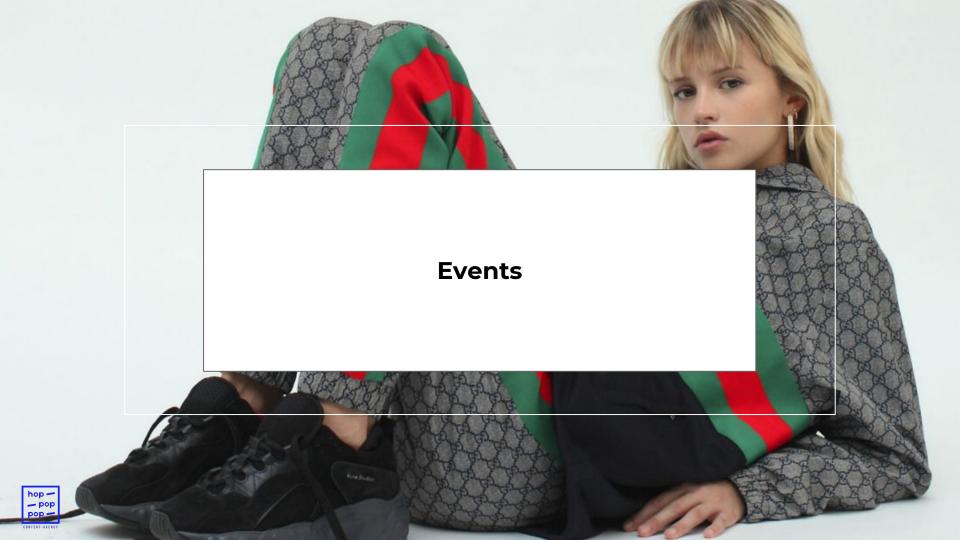
#### **Playlist Gucci**

#### We invite you to create your own Gucci playlist with the spirit of the brand.

Gucci could create a playlist with her inspirations once a month.



IIADA





# Organization of a showcase with Suzane for the launch of the magazine

Showcase in the flagship **Gucci** rue de Montaigne

=> Bring the brand Gucci closer to its community

- Showcase of the artist during 45 min
- Introducing the Spring Summer Collection

# Concept n°2 : **#GucciBeauty**





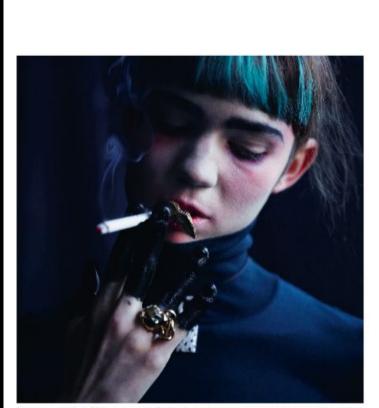
#### BEAUTY STORY Saul Williams in Modzik

MODZK

61 Beauté



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#### BEAUTY STORY Grimes in Modzik



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67



### STILL LIFE Modzik

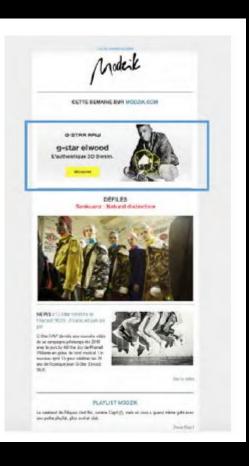












### Campaign 100% digital

=> stimulate with a rare product

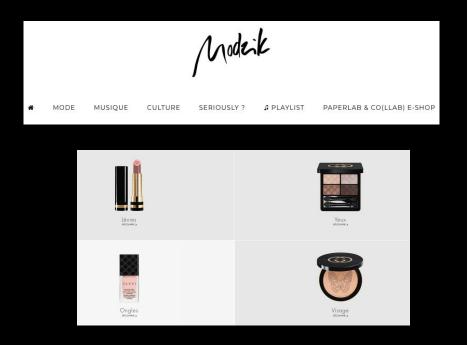
Exclusive partnership with Modzik for the launch of the Gucci cosmetics products. #GucciBeauty

Newsletter and website covering

Sidebar + header

Product features





+ The newness display

- Launch of a shopping plug-in on the website <u>Modzik.com</u>
- Sales offering of a selection of Gucci products
- Selection of products adapted to your skin due to a survey written by a selection of artists



Noderk



https://www.youtube.com/channel/UC8rbC14cxaYMEHAL <u>G8n5D0Q/featured</u>

### Collaboration / Partenariat Influencers partnership

Selection of **5 artists** which will be the relay of the brand and will present the #GucciBeauty

- Creation of an expected beauty appointment
- Takeover of an artist on the Modzik Instagram
- Relay on every media plateform : Youtube, Facebook et Instagram



# Planning and overview

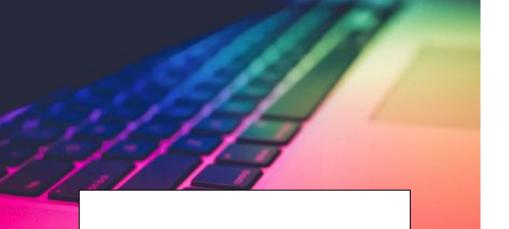


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CONCEPT n°1 : The Gucci Galaxy																												
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# Hop Pop Pop

# Brand content and 360 Agency





## Our expertise

### HOP POP POP

With 18 years of experience behind us, the Agency Hop Pop Pop supports young artists via Modzik and et since Collab and allows artists to express themselves creating their own collection. Since the beginning, we found vector for communication to mix "Fashion and Music". Our added value ? Knowing the issues of the fashion and music sector and how to solve them.

Our services : brand content, concept store, event and digital.







Our services and our projects stand out from the crowd

### Our entities

Integral part of our force





### Modzik

18 years of fashion and music. Encounters, ideas & collaborations between fashion professionals and the music industry. The quarterly print magazine is available on newsstands and complemented with an interactive website.





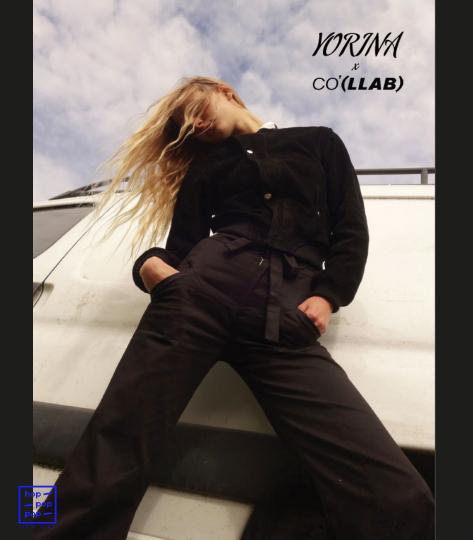
### PaperLab & Co'(LLab)

**Paperlab** is a place where design, fashion and international press meet in the heart of Paris in the BHV Marais. We choose every three months a different creator for the concept store.









### Our brand Co'(llab)

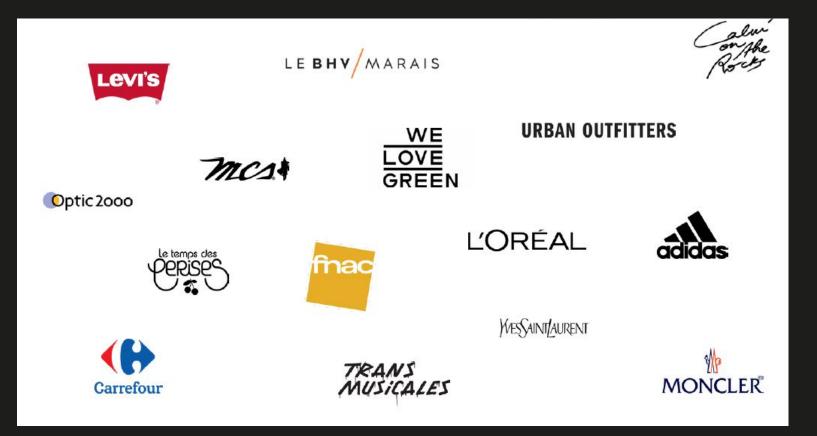
**Co'LLab** is the encounter between design raising stars and new artists from the current musical scene. A label which brings together two universes throughout unique collaborations. An arty capsule collection with mixed identity, renewing itself depending on trends and seasons.







# We work with them





And partner of Kamate Regie, the advertising management of the millenials







