

LINE

Business Guide (Summary)

Marketing Solution Company
LINE Corporation
January-June 2021

LINE

V1.0

- OUR MISSION -

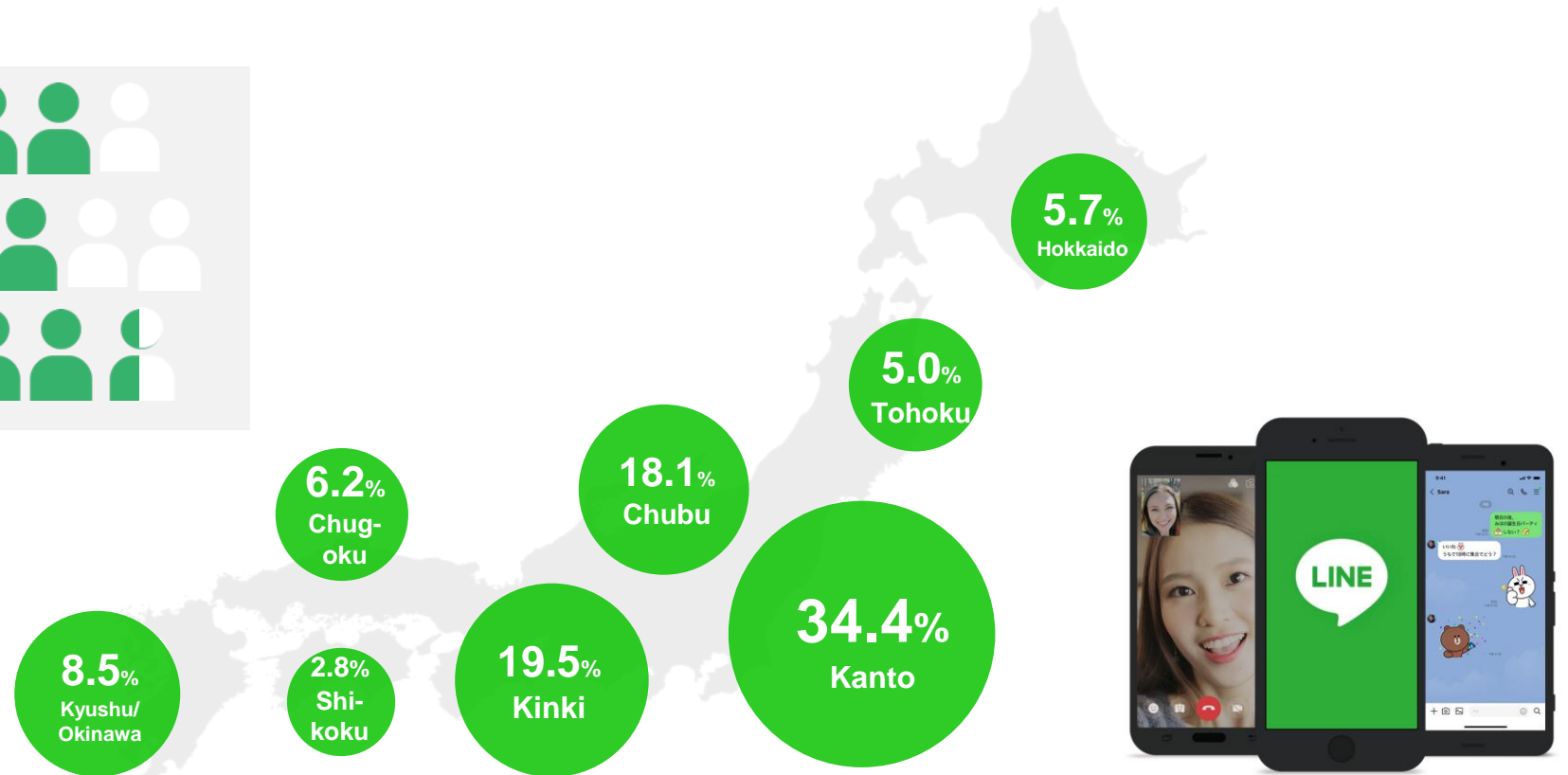
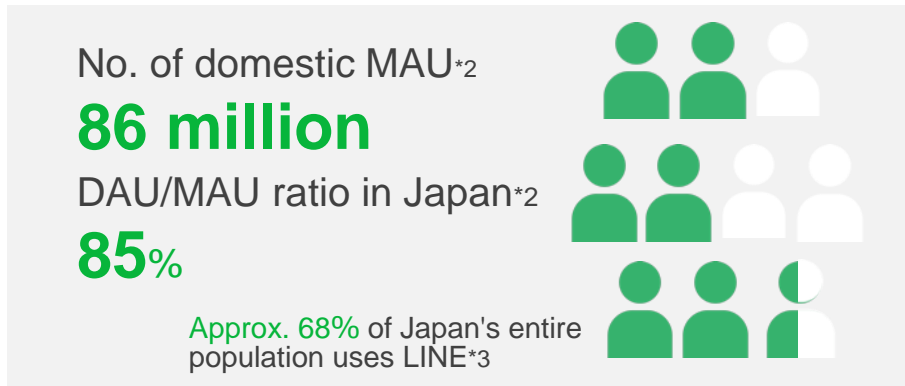
CLOSING THE DISTANCE

Our mission is to bring people, information and services closer together



About LINE

LINE is a messaging app offering free voice, video, and chat communication between users across different carriers and national borders. The location*1 of LINE users in Japan reflects the population distribution of Japan, and is supported by a large number of users. LINE launched its messaging app in June 2011 and since then has grown into a diverse, global ecosystem that includes AI technology, Fintech and more.



*1 Figures are from an online survey conducted by Macromill Inc. in January 2021, based on a countrywide sample of 2,060 LINE users between the ages of 15 and 69.

*2 As of September 2020

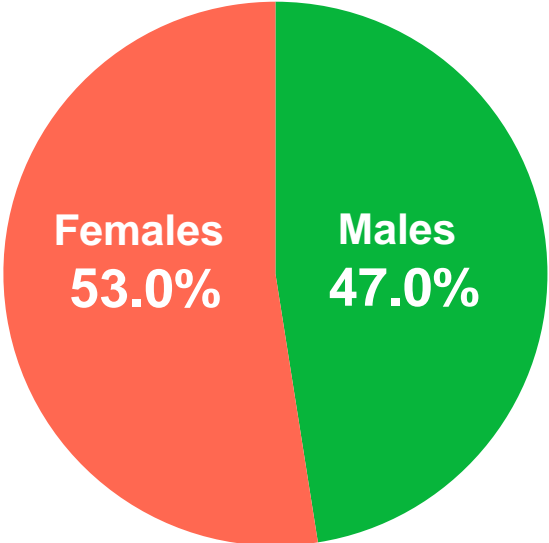
*3 LINE's 86 million domestic MAU divided by Japan's population of 126.31 million. (Based on figures taken from the Statistics Bureau in the Ministry of Internal Affairs and Communications (MIC), current as of February 1, 2019)

One of Japan's lifestyle infrastructures

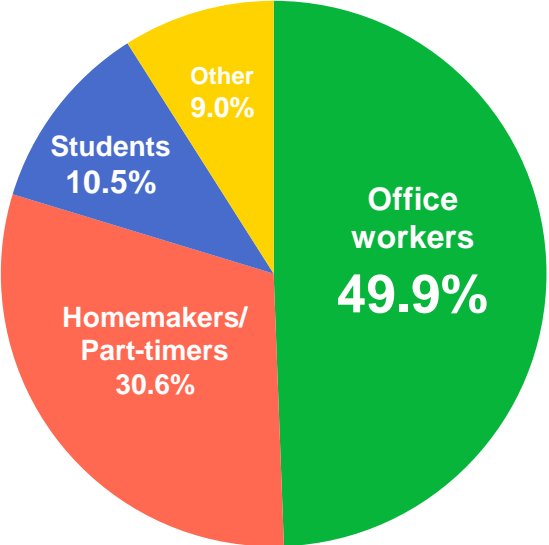
LINE User Demographics

LINE is popular among all genders, ages, and occupations.

Gender

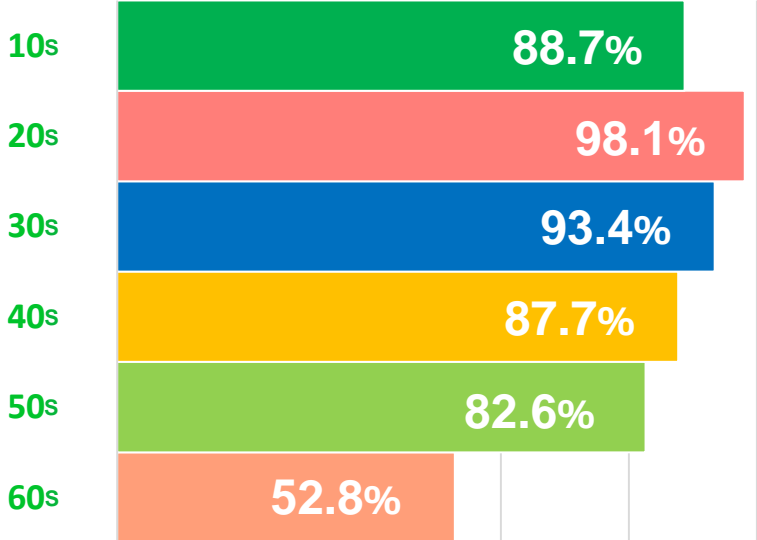


Occupation



Office workers are the largest group, followed by homemakers/part-timers and then students. *1

LINE Usage by Age



Over 80% of those between 10s~50s, and 52.8% in the 60s use LINE. *2

*1 Figures are from an online survey conducted by Macromill Inc. in January 2021, based on a countrywide sample of 2,060 LINE users between the ages of 15 and 69.

*2 Ministry of Internal Affairs and Communications (MIC) Institute for Information and Communications Policy, *Report on Survey of Usage Time and Behaviors for Telecommunication Media – February 2018*

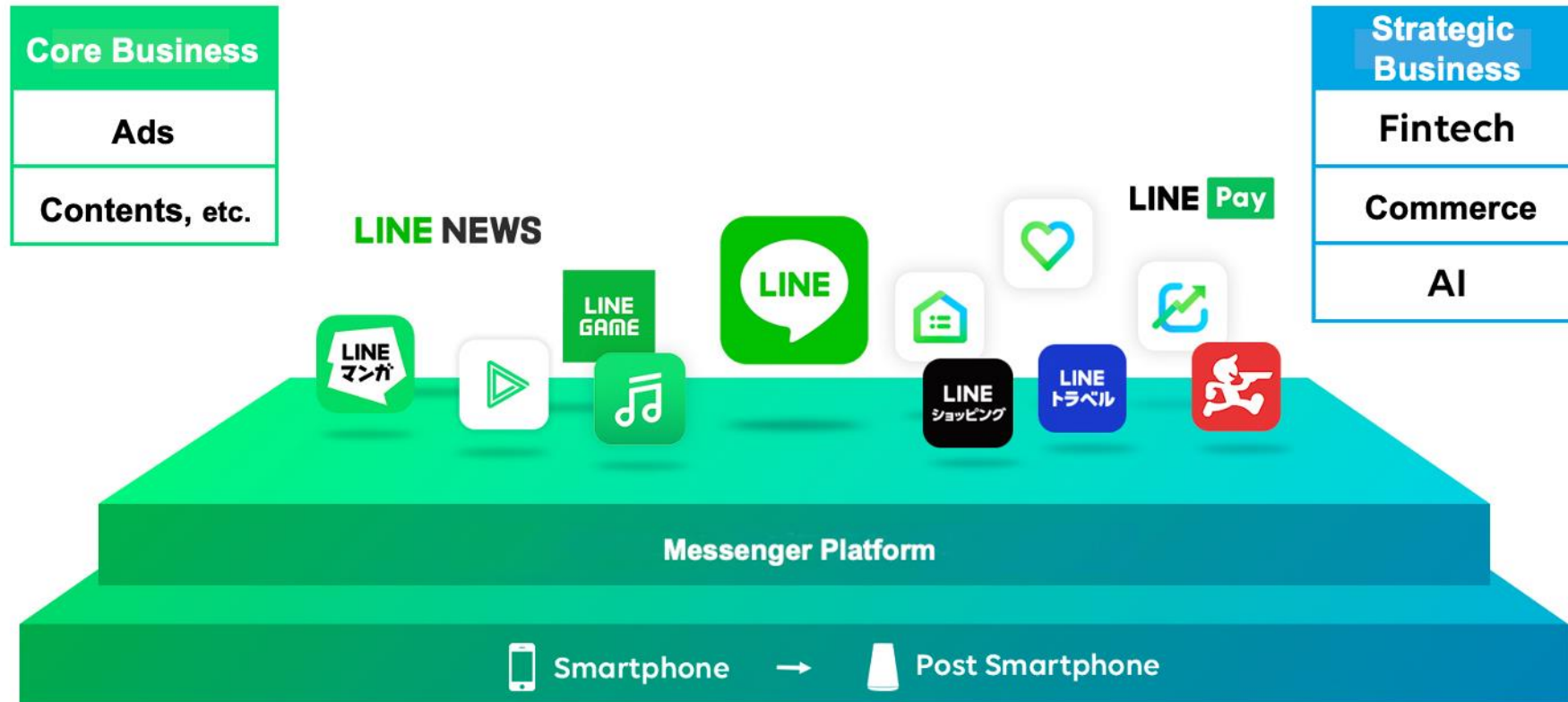
Figures in graph above calculated by LINE Corp, based on usage rates given in the fifth chapter of the report for each type of service (social media services/apps and news services, etc.).

LINE's Growth Strategy

Our vision is to become the “life infrastructure” for our users, always ready to fulfill their needs, 24 hours a day, 365 days a year. After beginning as a messenger app, we broadened LINE's range of services and transformed into a smart portal, bringing day-to-day convenience to users through the connection of people, information, and services.

Now, we've evolved into a new stage, becoming the “life infrastructure” that supports all aspects of users' lives. In addition, we are leveraging Fintech and AI technologies to blur the line between online and offline, creating new and highly personalized experiences for each and every person. We are determined to go beyond the bounds of a messaging service and evolve into a platform that can be a constant companion to our users.

LINE—always at your side.





LINE's Marketing Solutions

- P5** LINE Official Account
- P7** LINE Promotion Sticker
- P8** LINE Ads
- P10** LINE Ads Network
- P11** LINE Moments
- P12** Talk Head View
- P13** LINE de oubo
- P14** LINE Flyer
- P15** LINE POINT AD

For more details on LINE's services and pricing plans, check the latest information under the LINE Business Guide.

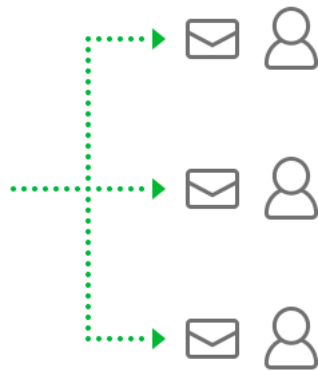
<https://www.linebiz.com/jp/download/> (Japanese only)

LINE Official Account

LINE Official Account lets companies from large corporations to individual stores create their own dedicated LINE accounts. There are currently more than three million official accounts in Japan covering a wide range of industries. LINE Official Accounts is a service which allows businesses to contact users while blending in to their daily lives just like using LINE to communicate with friends and family.

Feature #1

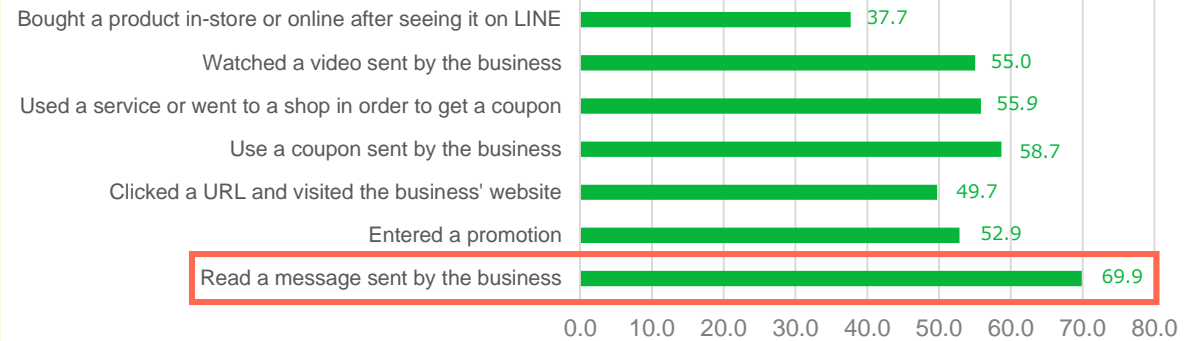
- ✓ Connect with 86 million users* through LINE**
 Businesses and stores can use messaging and other features to communicate and build mid-to-long-term relationships with users who friend their LINE official account.
- ✓ Drive customers to stores and official websites**
 In addition to messaging, businesses can use other nifty features (e.g. one-on-one chats, and giving out of coupons and digital loyalty cards) to attract users to their website or physical stores.
- ✓ Free to get started, then pay-as-you-go**
 Businesses can get started immediately with a fixed monthly fee starting from zero yen. Paid plans use a pay-as-you-go system, charging the monthly fee and then billing for additional messages sent. This provides flexibility for every type of budget and schedule.



* As of September 2020

Feature #2

Actions taken after friending a business account



Source: Figures are from an online survey conducted by Macromill Inc. in January 2021, based on a countrywide sample of 2,060 LINE users between the ages of 15 and 69.

Price

	Free Plans	Light Plans	Standard Plans
Fixed monthly fee	Free	JPY 5,000	JPY 15,000
No. of free messages per month	Up to 1,000	Up to 15,000	Up to 45,000
Cost of additional messages	N/A	JPY 5/message	Up to JPY 3/message

Businesses can change plans according to the Terms of Use.

LINE Official Account

Main Features (selection of free features)



Messaging

Businesses can send either broadcast or targeted messages to all users who have friended their LINE official account. Images and videos can also be incorporated into messages for higher visibility, while a handy A/B test feature can assist in market research.



Coupons

Businesses can motivate users to use their products/services by giving out coupons to those who have friended the official account. Coupons can offer discounts, presents, and other special deals.



Loyalty Cards

With this feature, businesses can make a loyalty card (e.g. stamp card or points card) and offer it to users through their official account. Not only can this help create repeat customers, but can also attract new customers by creating an opportunity for first-timers to visit a store.

Optional Features

Messaging API



Businesses can send personalized messages and communicate in a more interactive way with users.

LINE Login



This allows businesses to link their membership database with a LINE account, making it easier for users to log in or sign up. Users can do everything from within the app, making this feature useful for increasing signup numbers and preventing customer churn.

Add-friend advertisement



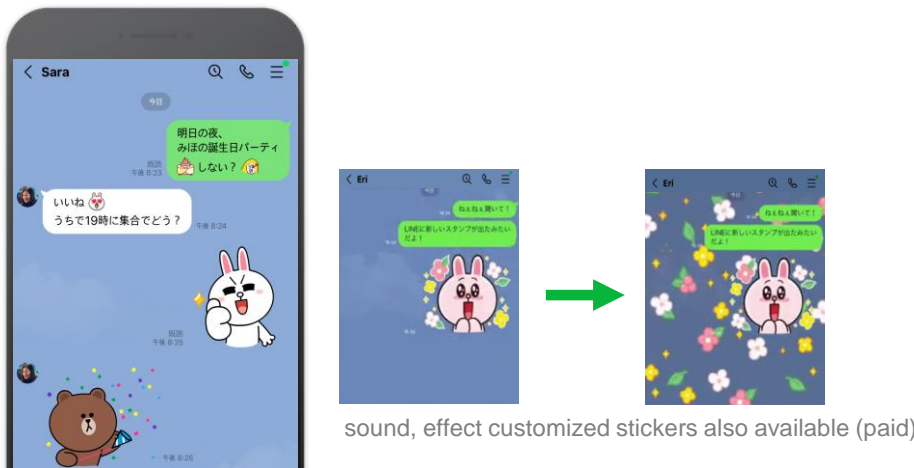
This feature lets businesses advertise with the CPF ad product (offered under LINE Ads, the former LINE Ads Platform) through the LINE Official Account's admin panel. Simple, easy to use, and available from a low cost.

LINE Promotion Sticker

Companies can develop the users' attraction and sense of closeness towards their business image by using their original 'Business Stickers' featuring their logo/characters whilst communicating to the users.

Features

- ✓ **"Active" advertisements that are used by users**
Stickers can be "active advertisements," with users actively using them in chats with friends and family and raising the profile of a business' mascot, brand, or unique vision.
- ✓ **Incentivize users to friend an official account/make a purchase**
Offering stickers as an incentive can spur users to friend a business' official account, as well as encourage them to make a purchase, attend an event, or take other actions.
- ✓ **Flexibility in choosing plans according to budget**
Depending on their budget and goals, businesses can choose from a fixed-rate plan or a pay-as-you-go plan based on the number of sticker downloads.

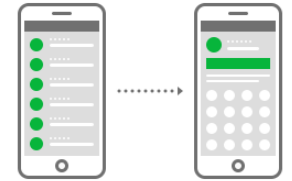


Available Plans

Sponsored Stickers

Fixed price

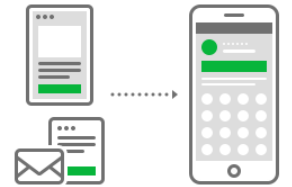
- Stickers that are listed on the Sticker Shop and available for all users to download.
- Ideal for targeting a wide range of users.
- **Sponsored Targeting Stickers** also available when wanting to target a specific gender (based on "deemed attributes").



Direct Stickers

Fixed price

- Stickers that are not listed on the Sticker Shop, and instead distributed by the business itself.
- Ideal for targeting specific segments when promoting through products, direct messaging, or websites.



Sponsored Mission Stickers

Fixed price

- Stickers that users can download after completing a survey or linking their ID.
- Ideal when wanting to maintain CRM-driven communication while acquiring new friends at the same time.



CPD Stickers

Prorated Messages

- Stickers with a download limit.
- Pay-as-you-go plan along with the option to set a download limit makes this ideal for first come, first served campaigns or for use in printouts.



LINE Ads

LINE Ads helps businesses optimize their advertisements and get them in front of LINE's 86 million MAU

Features

- ✓ **Advertise through the LINE app and achieve formidable reach.**
Leverage LINE's ad network—comprising the LINE app and its 86 million MAU*, as well as LINE's family of services—to advertise on external apps.
- ✓ **Data-driven targeting**
Utilize users' registered information on LINE/family services, as well as their past behavior to target those more likely to take action.
- ✓ **Unique ad delivery that propels business growth**
LINE Ads offers the Cost Per Friends (CPF) product (aimed at increasing an official account's friends,) as well as cross-targeted ads that tap into data on users' actions across multiple services.



* As of September 2020

Service Structure

1. Ad locations

- Smart Channel
- LINE NEWS
- Timeline
- Wallet
- LINE Manga
- LINE BLOG
- LINE POINT CLUB
- LINE Shopping
- LINE Flyer
- LINE Coupon
- LINE Ads Network

2. Creatives

- Card
- Square
- Vertical
- Carousel
- Small Image
- Image and text

3. Ad delivery features

- LINE demographic targeting
- Audience targeting
- Cost Per Friends (CPF)
- LINE Dynamic Ads
- Audience targeting by LINE Official Account's Friends
- Lookalike targeting
- Re-engagement campaign
- Auto-optimized targeting
- Reach & Frequency+ Brand Lift Survey
- Cross-targeting

LINE Ads

Ad locations



トークリスト

トークリスト
最上部に広告表示



LINE NEWS

月間利用者数
7,500万人以上
(2020年4月時点)



タイムライン

月間訪問者数
6,800万人以上
(2019年8月時点)



ウォレット

月間利用者数
5,400万人以上
(2020年2月時点)



LINEマンガ

ダウンロード数
2,700万突破
(2020年4月時点)



LINEポイントクラブ

月間約2.8億
ページビュー
(2020年6月~8月の平均値)



LINE BLOG

公式プロガー
2,500組以上
(2019年2月時点)



LINEチャラシ

地域の店舗のセール・
特売情報を閲覧できる
チャラシメディア上に
広告表示



LINEショッピング

ユーザー数
3,000万人以上
(2019年9月時点)



LINE広告ネットワーク

利用者数
約5,400万人
(2019年9月時点)



Note: Ad locations cannot be selected.

Ad delivery features (examples)

Audience targeting (including lookalike targeting, etc.)



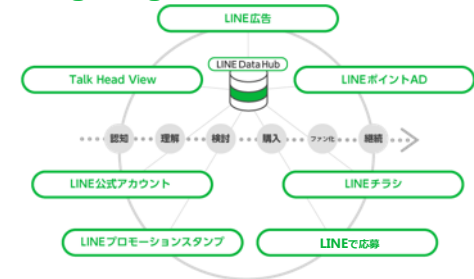
Offers a diverse range of advertising options (including re-targeting and lookalike audiences,) that leverages "deemed attributes" based off of users' registered information on LINE and family services (e.g. age, gender, region) and their past behavior.

Cost Per Friends



Serves advertisements that aim to get new users to friend an official account. The natural flow from viewing the ad to friending means there is a higher chance of acquiring users who have a strong interest in the service/product. Fees are only incurred when a user friends an account.

Cross-targeting



By linking with data across LINE's enterprise services, users can be approached based on their past actions. Currently, LINE Ads can link with LINE Official Account and LINE POINT AD.

LINE Ads Network

LINE Ads Network is a unique solution that enables publishers to monetize their apps by running various LINE Ads campaigns. By considering ad locations and users, it is designed to offer excellent user experience and maximize ad revenues, aiming to grow together with partners.

Features

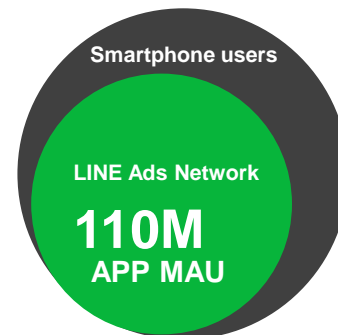
- ✓ Place ads on external apps and broaden reach**
 Advertising on quality external apps beyond LINE Ads and LINE family services increases opportunity to reach a wider range of users.
- ✓ Optimal effectiveness for any budget**
 With the minimum bid starting at JPY 1, advertisers can expect better ad effectiveness on a given ad spend.
- ✓ Accessible via LINE Ads**
 Ads appearing on external apps are served via LINE Ads, which enables businesses to leverage LINE user data and various features to optimize ad delivery.



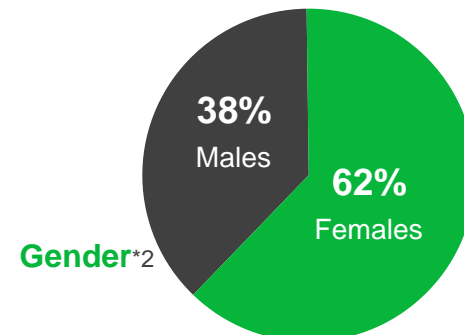
*As of June 2020

External Apps (Partial List)

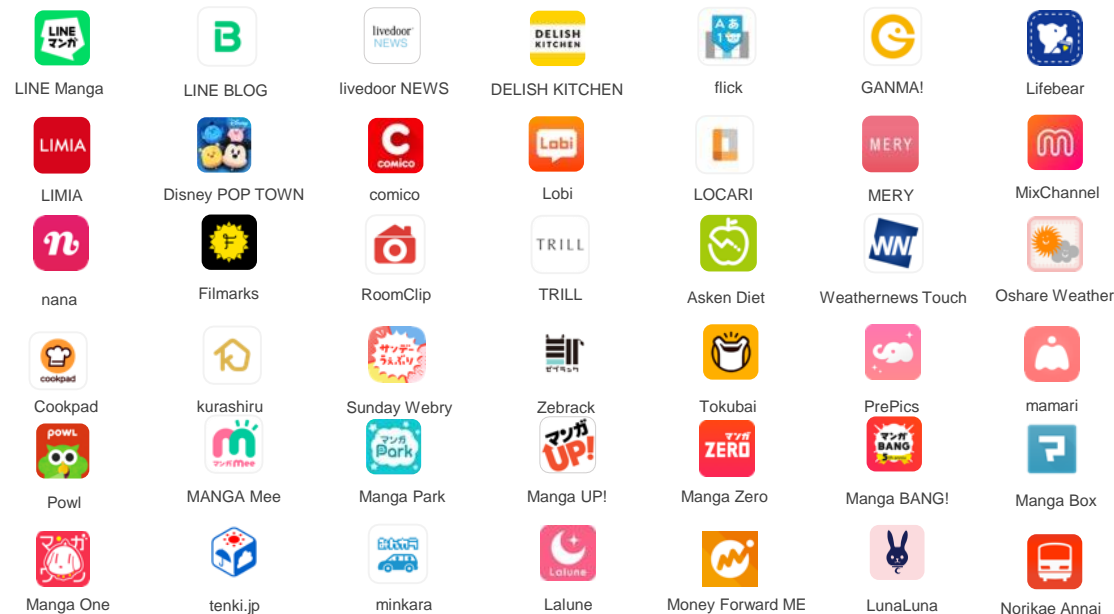
Reach approx. 110 million MAU of LINE Ads Network.



Total MAU of external apps*1



Gender*2

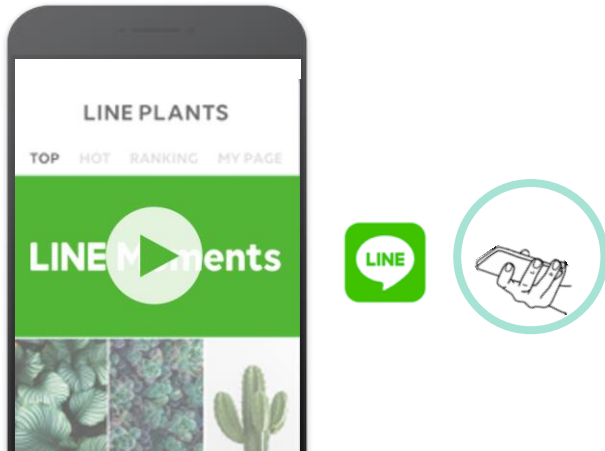


LINE Moments

LINE Moments helps businesses serve video brand ads mainly on top-tier mobile apps. It also offers quality video ad format and flexibility in campaign designing.

Features

- ✓ **Ad locations and video format suitable for branding**
Serving autoplay video ads (viewable) mainly on top-tier apps contributes to enhancing service and product branding.
- ✓ **Use data and ad delivery features to maximize ad effectiveness**
Businesses can optimize effectiveness with ad sequencing based on view history and lookalike targeting that leverages "deemed attributes" owned by LINE (e.g. age, area, gender, and interest).
- ✓ **Analyze and visualize ad effectiveness from multiple angles**
Gain further insight on ad effectiveness with LINE Research and/or LINE Moments survey feature, or other supported third-party tracking tools.
- ✓ **Optimization options to meet brand KPI targets**
Ad delivery can be optimized for reach, user visits, complete views and other metrics to meet campaign objectives.



Plans

Whitelist is available to check accepted media

Focus on quality ad space?

Advertise on premium media that suits target audience.

Focus on better performance?

Place ads with fixed KPI targets, such as reach, clicks and complete views.

Guaranteed

Serve an agreed number of ads mainly on top-tier mobile apps/websites over a fixed period of time.

Performance

Served based on "Reach", "Click", or "Complete View" metrics to meet campaign KPI

Premium

Standard

Reach

Click

Complete View

Price

*Prices are subject to change and confirmed upon quotation.

	Guaranteed		Performance		
	Premium	Standard	Reach	Click	Complete View
Minimum budget	JPY 3M	JPY 1.5M	JPY 0.5M		
Minimum bid	JPY 3	JPY 2	CPM JPY 500	JPY 50	JPY 5

Talk Head View

Video ads that are estimated to have the greatest degree of reach in Japan. These ads appear at the very top of a user's chat list (limited to one company per day).

Features

- ✓ **Advertise in the top of the LINE app's chat list most accessed screen**
Businesses (one company per day) can advertise in Smart Channel, the name of the highly visible ad slot at the top of the LINE app's chat list. Ads appearing in Smart Channel reach an estimated 55M UUs*1 daily, offering a significant boost to product awareness and brand lift.
- ✓ **More dynamic expression through video**
When users tap the ad, it will expand and auto-play the video. Videos are effective in both delivering more information and encouraging users to take action.
- ✓ **Unparalleled ability to reach young demographic**
Ads can reach around 90%*2 of 15–29 year old users in one day. Depending on which users are being targeted and how many, ads can target specific genders or other segments.



Over
55M UU
in one
day

*1 As of Feb. 2020, based on past ad performance.

*2 Number of users who were exposed to Talk Head View out of [number of 15–29 year-olds with a smartphone] x [population of Japan].

Population figures confirmed as of Dec. 2018, from MIC's Statistics Bureau. Number of smartphone owners among 15–29 year-olds from MIC's 2018 Communications Usage Trend Survey.

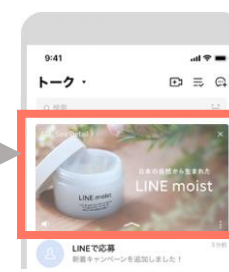
Screenshots

Option to serve only still ads is now available.

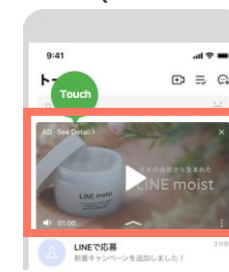
- (1) Ad before expansion (still image) (2) Ad after expansion (video auto-plays) (3) Ad after expansion (video ends)



The user taps the ad at the top of the chat list.



The ad expands and auto-plays a video ad.



The user taps the CTA button after the ad ends and is taken to a landing page.

a landing page

- (1) Ad before expansion (still image)



The user taps the ad at the top of the chat list.



LINE de oubo

LINE de oubo is a solution specialized in promoting store sales by leveraging the LINE messaging app and related services to allow businesses to reduce in-store operations and point-of-purchase (POP) advertising, encourage their customers to enter promotional campaigns, gain insights into consumer buying behavior, and resolve other pain-points related to driving in-store sales.

Features

- ✓ **Use LINE to bring existing in-store promotions closer to users**
Businesses can use different plans to leverage LINE in their existing promotions, including a simple all-purpose package and a more structured package offered by LINE's partners. Opening a LINE Official Account also makes it possible to maintain communication with users who took part in a campaign.
- ✓ **Reduce the burden of in-store operations**
Businesses can reduce complicated in-store operations and POPs since campaigns can be held entirely within the LINE app. Additionally, stores can run sales promotions to attract new users and develop repeat customers.
- ✓ **Easy for users to participate in campaigns**
Removing the need for separate app downloads and new membership signup, LINE de oubo makes participating in a campaign simple for the user.

Manufacturer benefits



Win product share in store



Make a Promotion



Merchant benefits



Increase Sales



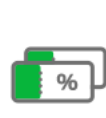
Increase customer traffic



User benefits



Get a coupon ticket



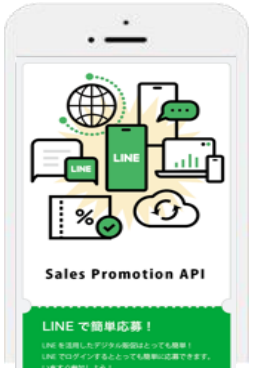
Apply for a campaign



About the Plan

LINE Partner Package

Offered by LINE's partners, this campaign package specializes in LINE's digital sales promotions. It utilizes LINE de oubo features to make a diverse range of campaigns possible.



LINE Open Campaign Survey

A campaign platform that makes it easy for users to enter a campaign by completing a survey, and then rewarding them with LINE POINT.



LINE POINT Incentive

A campaign platform that can provide LINE Points as a digital incentive. Points can be used for LINE services, at stores, and for online shopping.

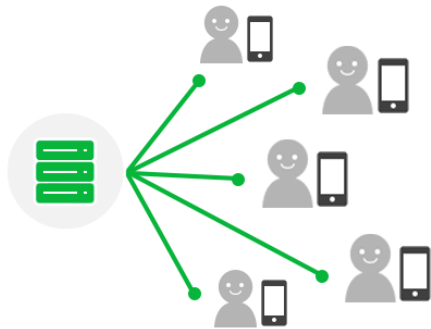


LINE Flyer

LINE's new digital flyer service. Optimized for smartphones, it offers more convenience to everyday consumers.

Features

- ✓ **Reach a massive number of LINE users**
Businesses can deliver flyers through LINE to over 86 million domestic MAU* without requiring users to download separate apps or sign up for a new account.
- ✓ **Build a steady POC with users with LINE Official Account**
The LINE Flyer Official Account sends push notifications and other messages to encourage users to check flyers regularly. Businesses can go a step further and use their store's official account to send information particular to that store.
- ✓ **Visualize effectiveness by flyer/product**
While traditional flyers made it difficult to visualize their effectiveness, LINE Flyer allows businesses to measure their progress by looking at quantitative data, such as the number of flyer views.



* As of September 2020

About the Plan

LINE Flyer's media formats

Information on special deals can be provided for each store and sent to users within the target geographic region. Users who add the store to their favorites will also automatically friend both the store and LINE Flyer's LINE official accounts, making it possible for businesses to communicate with them.

Store page

List store information (address, business hours, etc.), display flyer and individual product data, and run special offers.

Product Page

List details for each product, such as slogans, sale dates, and its origin.

Note: Designs and features may change with future updates.



Price

Basic fee: JPY 1,000 x no. of registered stores
Advertising price: (No. of monthly viewers x JPY 30) + (no. of monthly sessions x JPY 10)

LINE POINT AD

Capitalize on the largest reach in Japan and use LINE POINT as an incentive when acquiring users, raising the profile of a service, or boosting an official account's friend numbers.

Features

- ✓ **Largest reach in Japan**
A service that lets businesses advertise on the LINE POINT Offer Wall ("Earn" tab)—boasting around 320 million monthly PVs*1—and rewarding LINE POINT to users who clear missions.
- ✓ **Supports cross-targeting with LINE Official Account and LINE Ads**
LINE POINT Ad supports cross-targeted advertising: leveraging data from across different services to target ads to users based on their behavior. Businesses can expect to increase the effectiveness of LINE Ads by utilizing data from campaigns and other activities.
- ✓ **LINE official account auto-friending and suggestion to unblock**
With LINE POINT Ad, both LINE POINT Reward Ad and LINE POINT Friends Ad enable auto-friending for an official account and can also encourage a user to unblock the account.



Approx.
280M PVs
/month

The Offer Wall's design may change in future.
*1 Based on LINE Corp research (average figures from June–August 2020)

About the Plan

LINE POINT Reward Ad

- Reward CPI Ad
- Reward CPE Ad
- Reward Affiliate Ad

Encourages users to not only friend an official account but also to take an additional action, such as installing a particular service or app, or clearing a mission. The ability to choose the point of completion makes this an effective tool for acquiring new users.

LINE POINT Friends Ad

- Friends Swipe Ad
- Friends Video Ad
- Daily Targeted Friends Video Ad

Along with friending an official account, this option aims to raise a service's profile through slideshow and video ads that introduce the service.

LINE POINT Mileage

Push notifications sent from the LINE POINT official account can more immediately spur users to take action.



[Appendix] : LINE for Business Channels

The following channels provide information for corporate customers Please. Please visit each channel for more details.

Website

Provides useful tips for businesses on how to utilize LINE including case studies, seminar schedules, and media guides available for download.



<https://linebiz.com/jp/>

LINE Official account

Friend this account to receive push notifications regarding seminar schedules, informative case studies, and other hot topics.



@line_biz

SNS account

Helpful information is provided through social media platforms as well.

Facebook



@LINEBizJP

Twitter



@LINEBIZ_JP



THANK YOU