Brera DesignDistrict

Design Week

15-21 April 2024





Fuorisalone 2024 theme

Materia Natura



The theme "Materia Natura" (Nature Matter) explores the deep connection between these two words: nature is both a principle and value we find as matter itself, meant as raw and natural materials. It is also a discipline which becomes a focus to be studied and explored. The word "Nature" recalls topical issues and emphasizes the importance of taking action and promoting solutions in order to live in harmony with the environment. At the same time, the word "Matter" represents design, creative thinking that can be fed and driven by nature itself. "Materia Natura" highlights the centrality of Nature as a driving force and a fundamental value in the creative and design processes.

This theme is based on the evolution of previous concepts and themes, such as "Forms of Living", "Between Space and Time" and "Laboratorio Futuro - (Future Lab)", which have promoted a design culture devoted to sustainability. "Materia Natura" amplifies and deepens this vision, emphasising the centrality of nature as a guiding principle and fundamental value in the creative process and design.

Through "Materia Natura", we intend to promote awareness of the importance of nature in our daily lives and in the design sector. It will be an opportunity to explore and discover the many dimensions in which nature can be a source of inspiration, design material and guide for a sustainable future.

Brera Design District Design Week 2024 2/36

Brera Design District 2024

What we offer/Who we address to



The Brera Design District's commercial offer is developed through a communication plan designed, on the one hand, to promote events during the Fuorisalone and, on the other hand, to promote the District's key players throughout the year.

Therefore, the proposals address to these two moments and include:

A. Communication plan dedicated to the Fuorisalone event (Brera Design Week)

Three solutions: Basic, Sponsor, Extra

B. Year-round communication plan

Four solutions: Experience, Content, Media, Newsletter

Brera Design District Design Week 2024 3/36

Business proposal 2024

Communication plans offered

A) Dedicated to the Fuorisalone 2024

If you have a permanent showroom in the Brera district or you have chosen to exhibit in a temporary location, you can join one of the three proposed communication plans that include more activities and tools, as needed, during Brera Design Week to support and communicate the planned events.

The proposals for the **Brera Design Week 2024** are:

Base pack - 1.600€ + vat Sponsor pack - 2.500€ + vat | updated plan Extra pack - 4.000€ + vat | updated plan

B) Dedicated and active all year round

If you have a permanent activity in the district or if you simply want to promote a brand or activity within the Brera Design District channels, you can join one of our communication proposals on an as-needed basis.

The proposals planned for the **rest of the year 2024** are:

Experience pack - 1.500€ + vat | only for permanent showrooms

Content pack - 1.800€ + vat Social media pack - 1.000€ + vat Newsletter pack - 1.000€ + vat

Brera Design District Design Week 2024 4/36

Commercial proposal dedicated to Fuorisalone

Brera Design Week 2024

How to join the project

The steps to follow are:

1. Choose the format

Identify the preferred communication plan among the three proposed. If you have any doubts or require further information, please contact us by phone or email

2. Fill in the online form

Fill in the application online form and follow the instructions by selecting the chosen package and any additional formats

3. Pay the fee

Pay the fee corresponding to the chosen communication plan. A regular commercial invoice will follow

4. Activation

Once the editorial team has verified the information and content submitted as correct and complete, the access to the platform will be activated for content entry by sending all details and steps via email

Brera Design District Design Week 2024 6/36

Brera Design Week 2024 Communication Plan

1/3 - Base pack - 1.600€ + VAT

The offer includes:

Brera Design District

Brera Design Week website (www.breradesignweek.it)

- Event page published in the guide
- Marking the event on the browsable map

Physical tools (on the territory)

- Paper folding map
- Event guide basic visibility (see preview in tools section)
- Event totems to be placed in the exhibition space

Social media (@breradesigndistrict)

- Sharing of event page with Brera Design District Facebook post *

Communication

- Mention within the press release and within the press kit spread during the press conference (if the contract is signed no later than 10 February) and at any later updates.

Fuorisalone.it

Fuorisalone website event guide (www.fuorisalone.it)

- Presence on the website within the Brera Design District itinerary
- Event page (basic format) automatically published in the event guide
- Brand page
- Linked exhibitor and designer pages

Please note

* Sharing will be done by the editors between 20 March and 21 April, the date of publication is also at the discretion of the editors.

Brera Design Week 2024 Communication Plan

2/3 - Sponsor pack - 2.500€ + VAT

The offer includes:

Update

The Sponsor communication plan from 6 February 2024 has undergone a revision due to saturation of slots and adhesions to the DayByDay newsletter. In order to maintain the same level of visibility, a social release of your choice on Instagram or Facebook programmable before 20/03 or after 25/04 was added to the plan.

Brera Design District

Brera Design Week website (www.breradesignweek.it)

- Event page published within the guide
- Marking of the event in the browsable map
- Banner on homepage with list of sponsor events (random)
- Inclusion of the logo in the sponsor position in the footer of the website (both on the homepage and on internal pages)

Physical tools (on the territory)

- Paper folding map
- Event guide sponsor visibility (see preview in tools section)
- Event totem to be placed in exhibition space

Social media (@breradesigndistrict)

 Publication of an Instagram post or alternatively a Facebook post *

- One Instagram or Facebook post that can be published before 20/03 or after 25/04
- Publication of an Instagram story by the editorial team (max. 4 images with content related to the event during design week) ** **

Communication

- Mention within the press release issued at the conference (if the contract is signed by 10 February) and in later updates
- Presence with dedicated paragraph in the attachment to the press release

Fuorisalone.it

Fuorisalone.it website (www.fuorisalone.it)

- Presence on the website in the Brera Design District itinerary
- Event page (focus format) published in the events guide automatically + Brand page + Linked exhibitor and designer pages
- + Pin on digital map

Please note

- * Sharing will be done in the period between 20 March and 21 April, including Design Week. The choice of day is subject to the date the slot is booked, following the signing of the contract.
- ** The publication of the story will be done by the editorial team in the period from 15 to 18 April according to the opening days and times that you indicate in the online form.

Brera Design Week 2024 Communication Plan

3/3 - Extra pack - 4.000€ + VAT

The offer includes:

Update

The Extra communication plan from 6 February 2024 has **undergone a revision** due to saturation of slots and adhesions to the DayByDay newsletter. In order to maintain the same level of visibility, a social release of your choice on Instagram or Facebook programmable before 20/03 or after 25/04 was added to the plan.

- Publication of an Instagram story by the editorial team (max. 4 images with content related to the event during design week) * Communication
- Mention in the press release issued at the conference (if the contract is signed by 10 February) and in later updates
- Presence with dedicated paragraph in the attachment to the press release

Brera Design Week

Brera Design Week website (www.breradesignweek.it)

- Event page published within the guide
- Marking of the event in the browsable map
- Banner on the homepage with list of sponsor events (random)
- Inclusion of the logo in the sponsor position in the footer of the site (both on the homepage and internal pages)

Physical tools (on the territory)

- Paper folding map
- Event guide sponsor visibility (see preview in tools section)
- Event totem to be placed in exhibition space

Social media (@breradesigndistrict)

- Publication of an Instagram and a Facebook post *
- One Instagram or Facebook post that can be published before 20/03 or after 25/04

Fuorisalone.it

Fuorisalone.it website (www.fuorisalone.it)

- Presence on the website in the Brera Design District itinerary
- Event page (focus format) published in the events guide automatically + Brand page + Linked exhibitor and designer pages + Pin on digital map

Fuorisalone.it Magazine (www.fuorisalone.it)

- Publication of N.1 promotional article proposed by the customer
- Sharing the article for direct promotion on Facebook **

Social media (@fuorisalone)

- Sharing of the event page with Fuorisalone Facebook posts ***
- N.1 social release of your choice on Fuorisalone.it Instagram. Facebook or Linkedin channels ****

Please note

- * The social publication will be made in the period between 20 March and 21 April, including Design Week. The choice of the day is subject to the date of booking the slot, following the signing of the contract. The publication of the story will be done by the editorial staff in the period from 15 to 18 April according to the opening days and times that you indicate in the online form.
- ** Social sharing will be done in the period between 1 March and 21 April exclusively by the editorial team and according to the date of publication of the article, which must also be done in the same period.
- *** Sharing will be done between 20 March and 4 April, the date of publication is at the discretion of the editors.
- **** If chosen on the Instagram channel, publication can only be made from 1 March to 10 April (not during Design Week).

Commercial proposal dedicated to the Fuorisalone

Brera Design Week 2024

Comparing communication plans

For the Brera Design Week period, three possible combinations are offered for comprehensive coverage. Each position provides different levels of visibility and communication through various tools including the Fuorisalone.it platform in different variants.

| District | <u>s</u> |
|----------|----------|
| Design | channe |
| Brera | |

Fuorisalone.it channels

| | Base pack | Sponsor pack | Extra pack |
|---|--------------|---------------|---------------|
| | 1.600€ + VAT | 2.500 € + VAT | 4.000 € + VAT |
| visibility on the online event guide and interactive map * | • | • | • |
| visibility on folding map and paper guide * | • | | |
| presence on the home page (random with other sponsor events) | | • | • |
| logo in sponsor position in the footer of the site | | • | • |
| Event totem | • | • | • |
| sharing of the event page on Facebook ** | • | | |
| social release choosing between Facebook and Instagram ** | | • • | • • • |
| publication of an Instagram story (max. 4 img) ** | | • | • |
| mention in press material and press release | • | • | • |
| presence with paragraph in the press release attachment | | • | • |
| presence with paragraph in the press conference presentation pdf | | • | • |
| | | | |
| presence of the event on the website in the BDD itinerary | • | • | • |
| event page brand page designer page* | • | • | • |
| publication of an article proposed by the customer ** | | | • |
| sharing and promoting the article on Facebook ** | | | • |
| sharing of the event page on Facebook ** | | | • |
| social release of your choice of Facebook, Instagram or Linkedin ** | | | • |

Please note

^{*} Check the visibility on online and printed media in the details of each individual package

 $^{^{\}star\star}$ Check the publication period in the details of each individual package

Deadline

How to join the project in a few steps

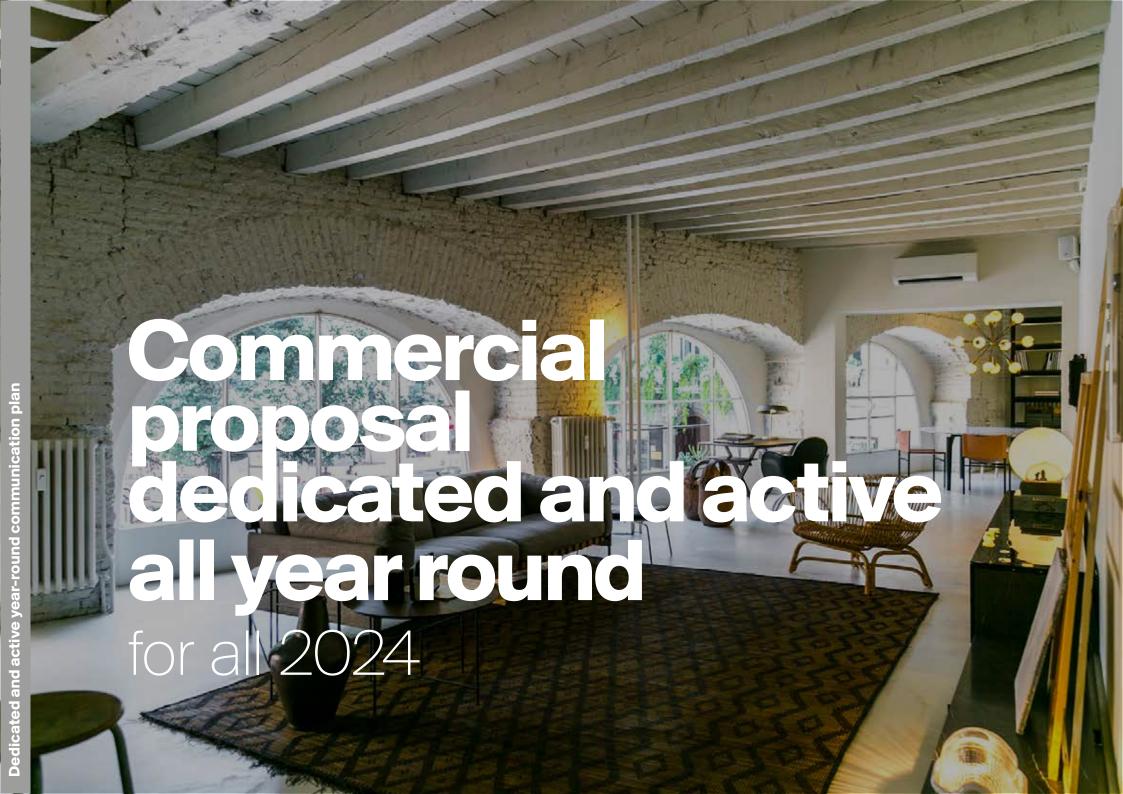
- Choose the communication plan that suits you
- Log in or register at www.breradesignweek.it/adesioni
- Fill in the online form with all your data and sign the contract
- Pay the membership fee
- Wait for the activation of your plan and instructions from the team

DEADLINE

No later than 10 February to be included in the **press note and possible conference**No later than 10 March to be included in the **paper map/guide**No later than 10 April to be included in the **online-only communication**

If you need to sign up for more than one offer combined with the Design Week plan, email us at info@breradesigndistrict.it or call (+39) 02 36638150 for support and instructions.

Brera Design District Design Week 2024 11/36



Communication plans active throughout the year

1/4 - Experience pack 1.500€ + VAT

Only for permanent showrooms

The offer includes:

Brera Design District website (www.breradesigndistrict.it)

- Showroom page published on the site in the Discover section and tagged "Selected"
- Publication of n.1 Article (typology in the form of an interview or editorial) by the editorial staff

Social media (@breradesigndistrict)

- 1 sharing of the magazine article in Instagram stories format
- 1 share of the magazine article in a Facebook post
- n.1 post to be chosen from Instagram or Facebook channels of a content different from the interview above, dedicated to the promotion of content, products, events, exhibitions realised by the client in the Brera showroom

Newsletter

- Publication of 1 box, within the Brera Experience newsletter, dedicated to promoting the article published in the magazine or a content of the customer's choice

2/4 - Content pack 1.800€ + VAT

The offer includes:

Brera Design District Magazine (www.breradesigndistrict.it)

- Publication of n.1 Article (typology in the form of an interview or editorial) by the editorial team

Social media (@breradesigndistrict)

- 1 sharing of the magazine article in Instagram stories format
- n.1 sharing of the magazine article in Facebook posts
- n.1 instagram post publication

Newsletter

- Publication of 1 box, within the Brera Experience newsletter, dedicated to a content proposed by the company within the column designed to promote brand and extra-district content (bdd x customer)

Brera Design District Design Week 2024 13/36

Communication plans active throughout the year

3/4 - Social Media pack 1.000€ + VAT

The offer includes:

Social media (@breradesigndistrict)

- n.1 instagram post publication
- 1 Instagram story publication (cover + up to 5 cover images)
- n.1 facebook post publication

4/4 - Newsletter pack 1.000€ + VAT

The offer includes:

Newsletter

- Publication of 1 dedicated DEM newsletter

Brera Design District Design Week 2024 14/36

Overview

Online

Website 2024
Brera website
Social Media
Newsletter

Print

Event Guide Map

On the territory

Infopoint Totem Flags Event Totem

Fuorisalone.it

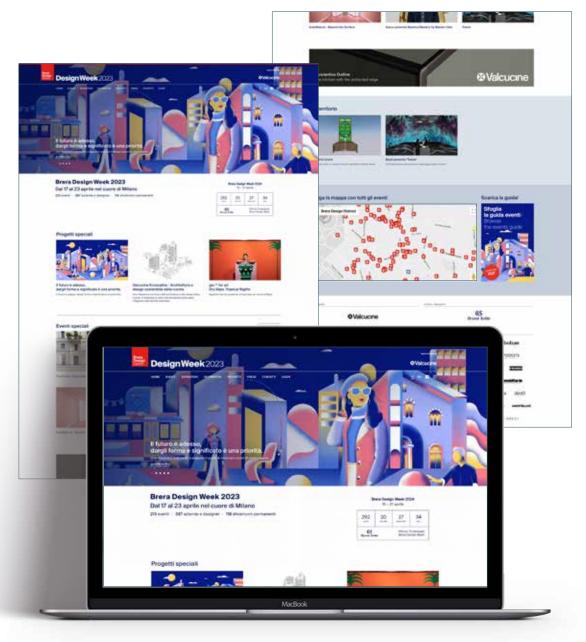
Website Magazine Social Media

Brera Design District Design Week 2024 16/36

Website edition 2024

The structure of the website dedicated to the Brera Design Week event follows a well-established template that **brings** to the forefront the main projects and the interactive map of the district with an indication of all active points and the various exhibitions, showrooms and companies.

The aim is to immediately bring the user's attention to the main points of the project, the events agenda and area projects. It is important to remember that each Brera Design Week event has its own dedicated page that will always remain online.



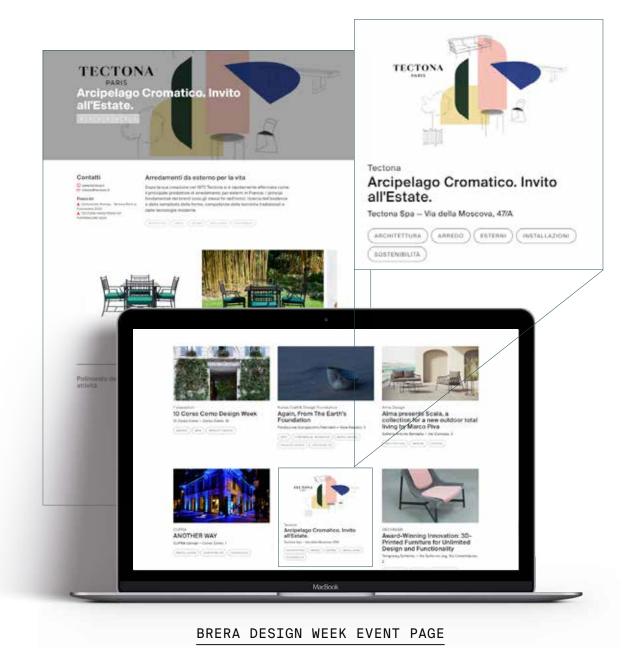
BRERA DESIGN WEEK WEB SITE

Website / Event page

The structure of the event page consists of a cover page with image, title and days of exhibition highlighted. This is followed by a descriptive text, contacts and any downloads dedicated to the press.

Gallery of images related to the event or exhibition and the **schedule of activities** planned during the week, from the simple exhibition to inaugural events or specific activities.

The event pages on the website are the same for all regardless of the chosen communication plan, the Sponsor and Extra plans also provide visibility on the home page, randomly, in the 'Special Events' section.



Print / Map and Event Guide

The **Map** and the **Event Guide** are among the most frequently used orientation tools in the district during Design Week.

Every year, 30,000 Event Guides and 50,000 Maps are printed and distributed in the days before and during the Design Week, at our Info Points and at every participating exhibitor location.

Each package provides different visibility on the two tools, and it is also possible to expand visibility through the purchase of ADV or editorial pages.





Event Guide

Base pack

Pack Base

- Basic visibility position in the guide
- Logo space
 Vector file (.Eps, .Ai, .Pdf)
- Event info
 (Title, dates, address, website, e-mail...)
- Event Description
 Maximum text length
 300 strokes ita
 + 300 strokes eng (including spaces)

BASE PACK EVENT PREVIEW

cappellini

57

Cappellini - Thirty years of Icons

Cappellini racconta il contributo che ha dato in trenta anni di lavoro allo sviluppo del design contemporaneo. Una presentazione scarna, brutale e spettacolare con forti richiami all'arte, da Jackson Pollock a Banksy con la sua visual protest, Cappellini showcases its contribution in the last thirty years in the design's development. A brutal, spectacular and bare presentation with references to the Art world from Jackson Poliock to Bansky with his visual protest.

Cappellini

CAPPELLINI POINT
Bastioni

Mostra/Exhibition 9-13 aprile h.10-20 14 aprile h.10-18

Porta Nuova, 9

Opening party 8 aprile h.19



58

Never Stop Respecting Tomorrow

NEVER STOP RESPECTING
TOMORROW è una dichiarazione
di intenti, un viaggio che da anni
cerchiamo di portare avanti con
la sceita di un design empatico
in sintonia con le esigenze
e la qualità della vita delle
persone e l'utilizzo di materiali
ed infrastruture in grado di
favorire un mondo e una società
più responsabile. Una stida che
ha come base il RISPETTO.

NEVER STOP RESPECTING TOMORROW is a declaration of intent, a journey that we have been actively developing for years through the choice of empathetic design in tune with people's needs and quality of life as well as use of materials and infrastructures that can help create a more responsible world and society. A challenge based on RESPECT.

CASA LAGO



Mostra/Exhibition 9-13 aprile h.9-20

Incontri 9-13 aprile 19-20

123

Event Guide

Sponsor pack

Sponsor pack

- Leading position in the guide
- Event-related photography
 Dimensions 88x65mm
 + 5mm abundance
- Logo space
 Vector file (.Eps, .Ai, .Pdf)
- Event info
 (Title, dates, address, website, e-mail...)
- Event Description
 Maximum text length
 500 strokes ita + 500 strokes eng
 (including spaces)

SPONSOR PACK EVENT PREVIEW



09

Spazio Cielo

Ceramica Cielo

→ https://www.ceramicacielo.it/it



Uuogo/Place SPAZIO CIELO Via Pontaccio 6

→ Mostra/Exhibition

Spazio CIELO, showroom monomarca nel cuore di Brera di Ceramica Cielo, diventa palcoscenico delle nuove tendenze nell'arredo bagno con le esclusive collezioni 2022 che si afflancano agli Iconici prodotti dei brand. Tra queste Marcel, il nuovo mobile con lavabo che si Ispira alle forme sinuose e razionali dei Bauhaus e all'eleganza ed essenzialità della produzione dei mobili in legno massello curvato e in paglia di Vienna, reinterpretati In chiave moderna dai designer Andrea Parisio e Giuseppe Pezzano.

Cielo Space, the flagship showroom in the heart of Brera, becomes an exclusive space will be a stage for new bathroom furnishing trends with the new collections 2022. Among these, Marcel, the new washbasin whose concept is inspired by the sinuous yet rational shapes of the Bauhaus and the elegance and essentiality of the production of curved solid wood furniture and Vienna straw, a distinctive feature of the Thonet family, reinterpreted in a comparisio and Giuseope Pezzano

36

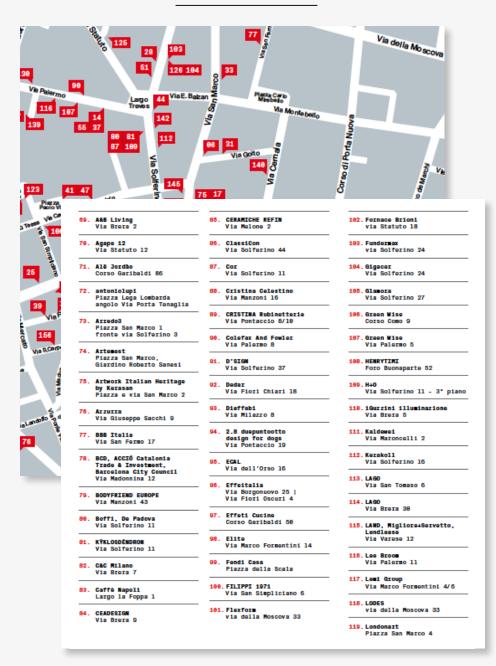
Map

Base pack

Base pack

- Event pin on the map
- Presence in events list
 Pin number matching
 Company name
 Address

BASE EVENTS LIST



Map

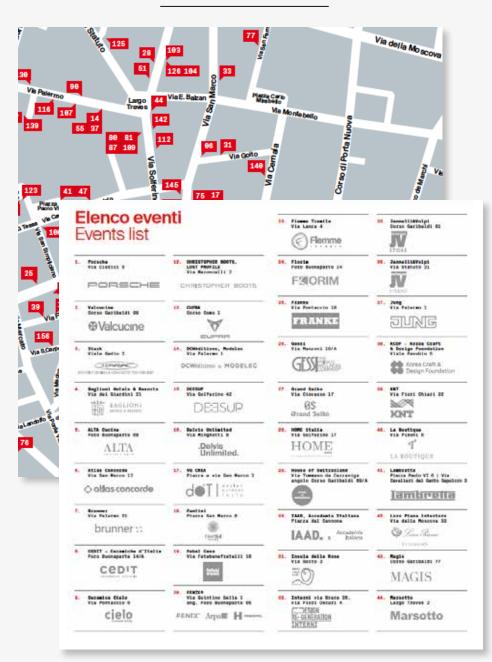
Sponsor pack

Sponsor pack

- Event pin on the map
- Presence in events list

Brand Logo
Pin number matching
Company name
Address

SPONSOR EVENTS LIST



Event Guide

Extra ADV

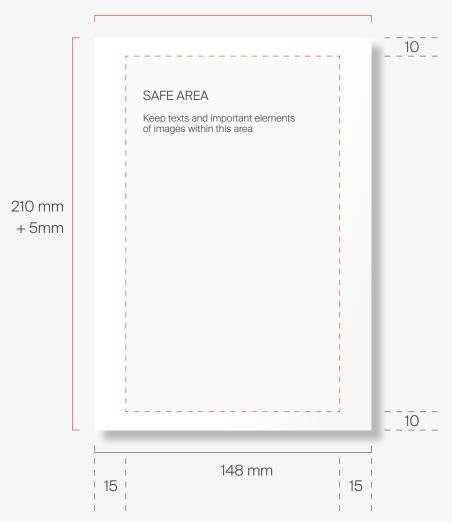
SINGLE PAGE ADV

2.000 € + VAT

DIMENSIONS

148x210 mm + 5mm

148 mm + 5mm bleed area



Event Guide

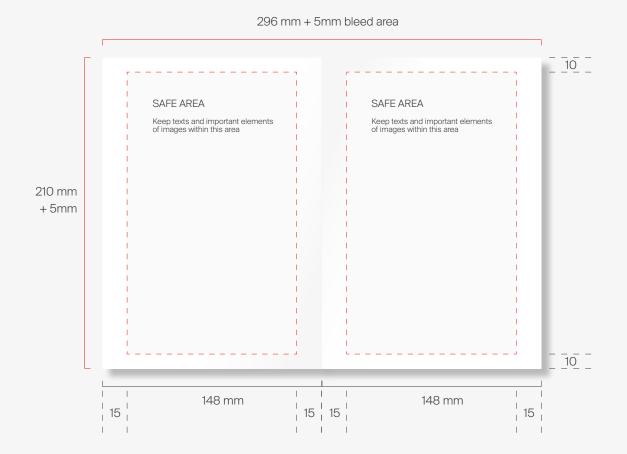
Extra ADV

DOUBLE PAGE ADV

3.500 € + VAT

DIMENSIONS

296x210 mm + 5mm



Event GuideSingle and double ADV





Event Guide

Double editorial page

DOUBLE EDITORIAL PAGE

2.500 € + VAT

DIMENSIONS

296x210 mm + 5mm



On the territory / Event totems

Each exhibitor will have a **totem to be** placed at the entrance of the exhibition space or showroom to signal the presence of the event to visitors.

Each exhibitor will receive a **kit consisting** of a pole, base and banner.





For territorial orientation / Row flags and totems

In the district during the event week there will be a classic row flag system to mark the main streets and mark the district boundaries.

In addition to the row system, 8 totems will be distributed on the main streets of the district with a printed map of the district and a recap of participating events.







On the territory / Info point

Brera Design District foresees info points at the most important points of the district to provide orientation, reception and information for the public visiting the area during Milan Design Week.



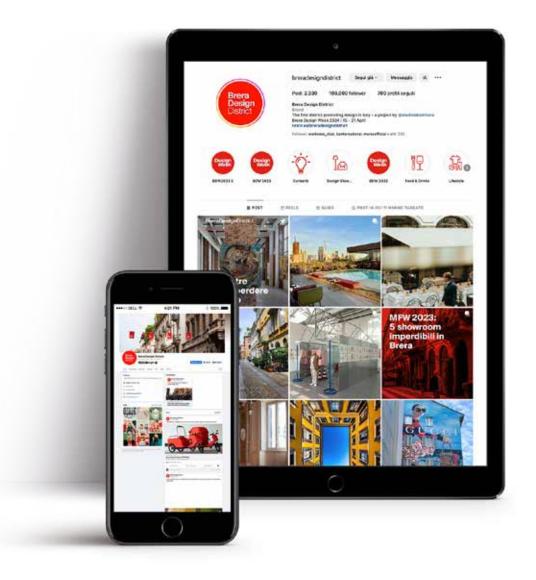




Communication tools Social media

Over the years, Brera Design District has focused on the role of social media, especially the official Facebook and Instagram pages, as a tool to communicate the events and activities taking place within the district to users. An editorial plan that includes content and columns dedicated throughout the year to the local area, mixed with focus on Design Week and the entire world of design showrooms, art and architecture.

Facebook: 27K followers Instagram: 109K followers



Communication tools Social media

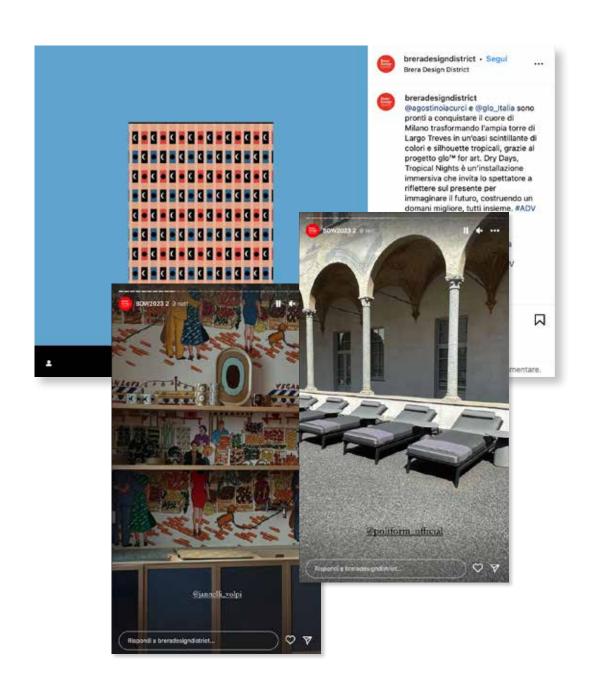
Some data from 1 February to 23 April 2023:

Facebook

44 published posts 148 total reactions 23,2k page likes 2,2M impressions 1,5M reach

Instagram

93 published posts 21,7k likes 181 comments 2,1M impressions 1M reach



Newsletter

The importance of a **selected and direct communication to our audience**.

The DayByDay newsletter and the Dedicated newsletter are an important tool for the communication and promotion of the Brera Design Week editorial plan.

DayByDay

Event proposals and selected projects, every day during Design Week

Dedicated

Newsletterwith communication dedicated exclusively to one customer

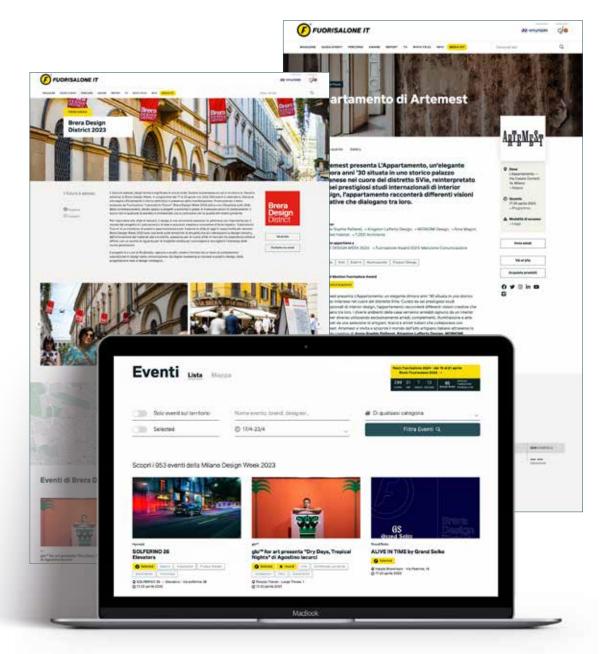


Communication tools **Fuorisalone.it**

Fuorisalone.it has been the **official platform** for the Design Week in Milan for over 15 years.

Brera Design District with its activities plays a leading role in the project with **dedicated communication spaces**, such as:

- presence of the event on the website within the Brera Design Week 2024 itinerary
- presence of the event in the events guide and interactive map



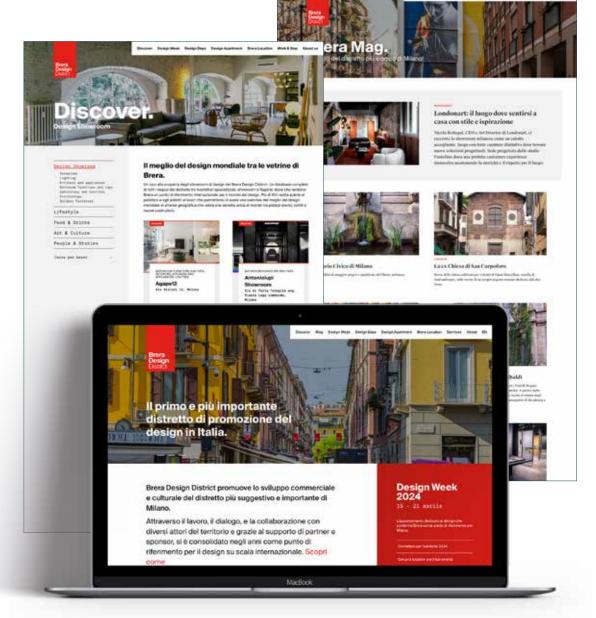
FUORISALONE EVENTS GUIDE AND BRERA ITINERARY

Brera Design District website

Brera Design District also has a portal active all year round to support and promote the district and the activities that are part of it, from design showrooms to art galleries, from fashion and lifestyle activities to more cultural activities linked to museums and landmarks.

The website also includes a Magazine section where interviews and editorial articles are published.

Finally, we have partner services related to hospitality and the world of touring.



BRERA DESIGN DISTRICT WEBSITE



www.breradesigndistrict.it #BreraDesignDistrict

phone +39 02 36638150 info@breradesigndistrict.it

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Project contact person

Giulia Gasperini: giulia@studiolabo.it

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www.breralocation.com www.fuorisalone.it

in collaboration with



