

## MARVEL SUPER HERO DAYS





#### WHAT IS A MARVEL SUPER HERO DAY?

Marvel Super Hero Days are an immersive Marvel experience at professional sports stadiums

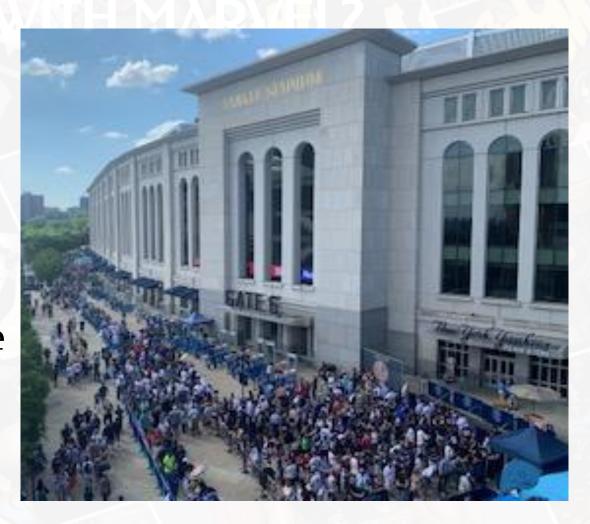
- Elements of a Marvel Super Hero Day include:
  - Marvel IP rights
  - Co-branded promotional giveaways
  - Content featuring Marvel IP
  - Marvel themed in-game activations
  - Exclusive Marvel retail products
  - Potential to incorporate a presenting sponsor





## WHY HAVE MORE THAN 200 SPORTS TEAMS

- Increased ticket sales
- New fan acquisition
- Retail sales
- Fans arrive early and stay later
- Enhance the fan gameday experience
- Sponsorship activation
- Social media buzz





### WHY DO TEAMS INVEST? INCREASED ATTENDANCE

Team (MLB)	'21 Marvel Game Attendance	'21 Average Attendance	% Increase
Cincinnati Reds	37,204*	17,227	115.96%
New York Mets #1	25,870*	17,472	48.07%
New York Mets #2	38,395*	17,647	117.57%
San Francisco Gian	ts 41,155*	19,255	113.74%
			Total: 98.8 <mark>3</mark> %*

\*All games played with COVID-19 attendance restrictions to start season, which led to lower season averages

<sup>\*</sup>Cincinnati Reds- Highest attended Saturday game at the time, beat out 4th of July Saturday game

<sup>\*</sup>New York Mets #1- Highest attended Thursday afternoon game

<sup>\*</sup>New York Mets #2- Highest attended game of the season at that point, highest attended Friday night game of the season

<sup>\*</sup>San Francisco Giants- Highest attended game of the season at that point



## WHY DO TEAMS INVEST? INCREASED ATTENDANCE

Team (MLB) '22	Marvel Game Attendance	'22 Average Attendance	% Increase
Washington Nationals	25,265	20,900	20.89%
Chicago White Sox	32,483	24,055	35.04%
New York Mets	39,359	31,975	23.09%
Minnesota Twins	25,246	22,590	11.76%
Oakland A's	11,107	9,965	11.46%
Toronto Blue Jays	44,448	31,924	39.23% Total: 23.58%



#### 2022 ATTENDANCE STATS HIGHLIGHTS

Toronto Blue Jays (9/17/22) - Attendance was 69% higher than comparable 2019 September Saturday game vs. division rival (Saturday 9/14 vs Yankees, att. 26,308)

New York Mets (7/23/22)- MSHD game was the highest attended game during the 7/22-7/24 weekend series against the Padres, beating out Friday's WWE Night (att. 36,855) and Sunday's Gil Hodges HOF Bobblehead Giveaway (att. 35,475).

Minnesota Twins (8/26/22)— In comparison to other Twins 2022 Special Ticket Packages, MSHD attendance was 11% higher than Margaritaville Night STP on 6/11/22 (att. 22,741, Margaritaville-Inspired Twins Bucket Hat) and 3% higher than Sesame Street Night STP on 6/25 (att. 24,578, Big Bird Twins Bobblehead).

Chicago White Sox (7/4/22)- MSHD activation was the highest attended Monday game of the season at the time and produced a 52% increase for a Monday game (avg. 21,311)



## WHY DO TEAMS INVEST? INCREASED ATTENDANCE

Team (MLB)	'23 Marvel Game Attendance	'23 Average Attendance	% Increase
Tampa Bay Rays	27,078	17,137	<mark>58.01%</mark>
rampa bay Rays	27,070	17,137	<b>30.01</b> /0
Pittsburgh Pirates	25,903	16,865	<mark>53.59%</mark>
Baltimore Orioles	34,136	20,522	<mark>66.34%</mark>
Milwaukee Brewers	38,688	30,783	<b>25.68%</b>
Detroit Tigers	27,103	20,743	<mark>30.66%</mark>



#### 2023 ATTENDANCE STATS HIGHLIGHTS

Tampa Bay Rays (5/6/23) - MSHD game was the highest attended game of the season at the time, and produced a 27% increase for a Saturday game (avg. 21,374). 19% higher than the average giveaway game at time (avg. 22,792).

Baltimore Orioles (6/10/23)- MSHD game was the 2nd highest attended Saturday game at the time, and produced a 25% increase for a Saturday game (avg. 27,351).

New York Mets (6/26/23)- MSHD was the highest attended Monday game of the season at the time and produced a 12% increase for a Monday game (avg. 30,744)

Milwaukee Brewers (8/22/23)- MSHD game was the 2nd highest attended Tuesday game of the season at the time and produced a 46% increase for a Tuesday game (avg. 26,421). Giveaway was 26% higher than the average theme night/STP (avg. 30,826)



# MLB PROMOTIONAL GIVEAWAYS BEST PRACTICES

























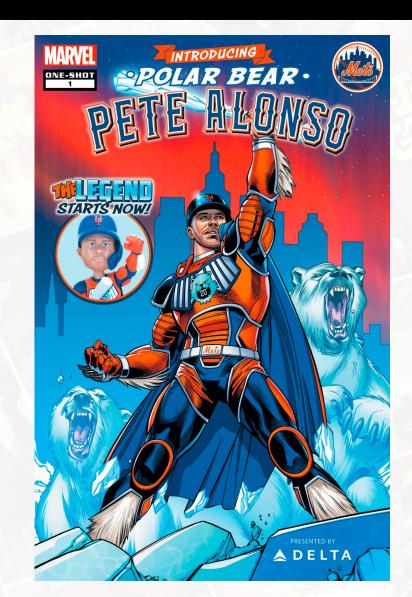




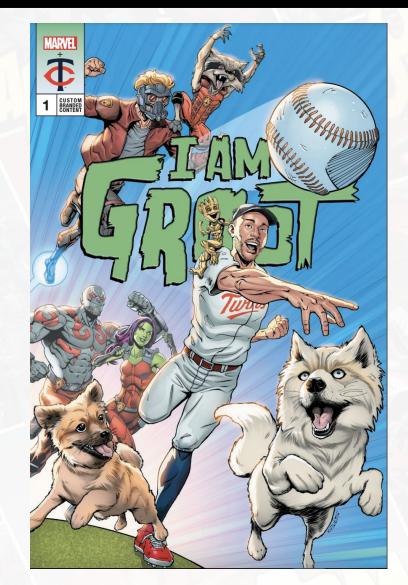




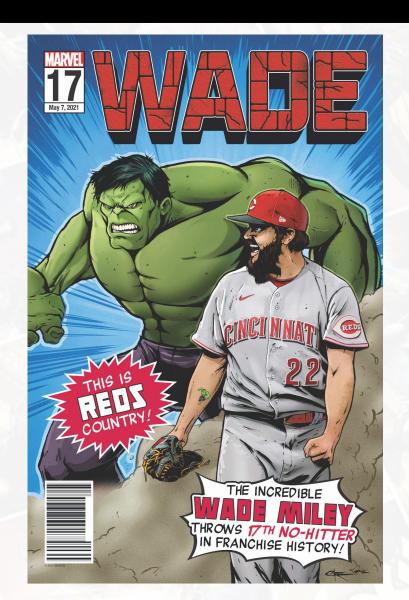
#### MARVEL COMIC BOOKS/VARIANT COVERS

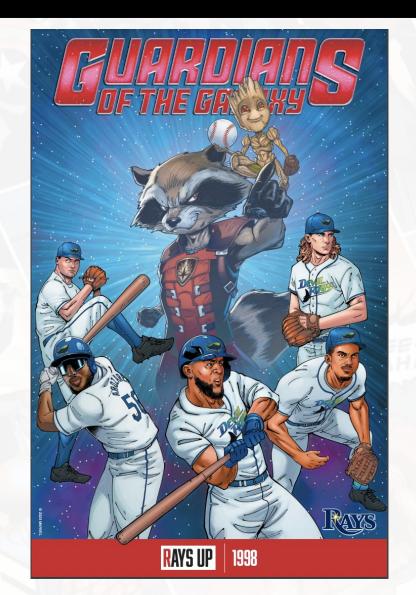






#### MARVEL POSTERS











#### MARVEL T-SHIRTS & JERSEYS











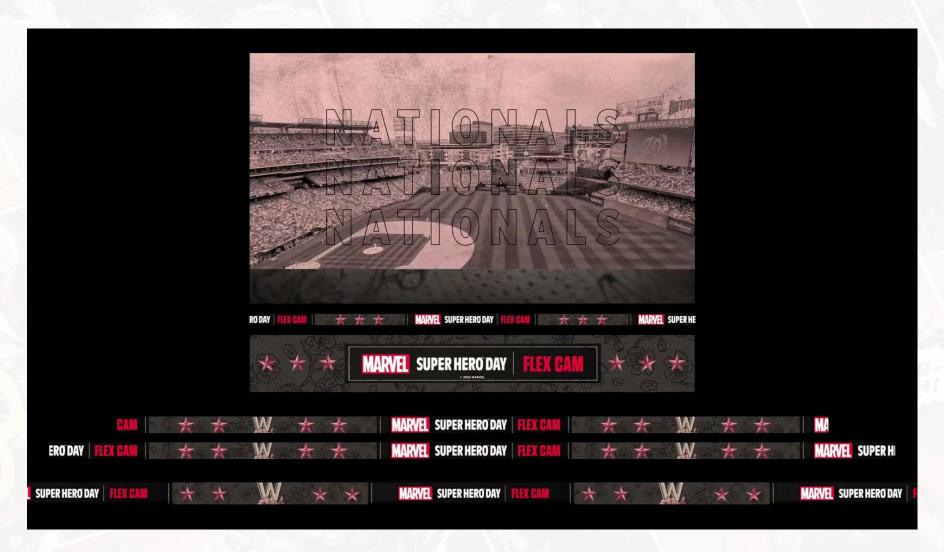
#### MARVEL CHALLENGE COINS



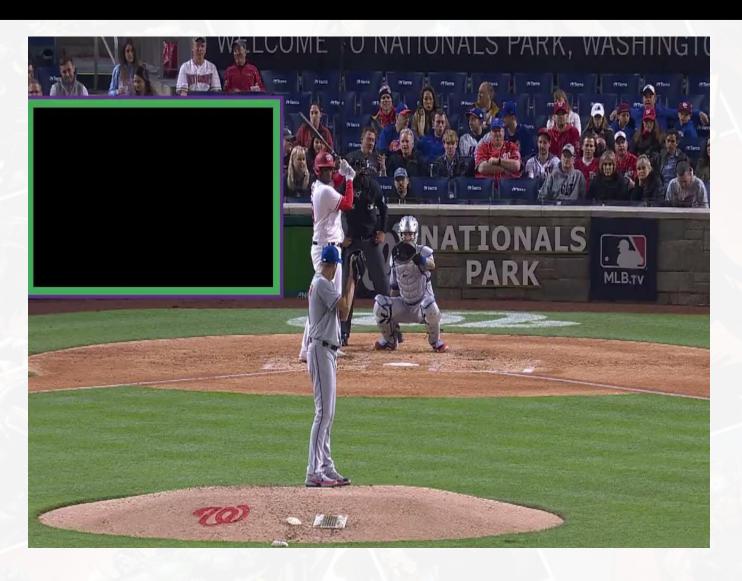


# IN-GAME ACTIVATIONS BEST PRACTICES





**CLICK HERE TO PLAY** 



**CLICK HERE TO PLAY** 



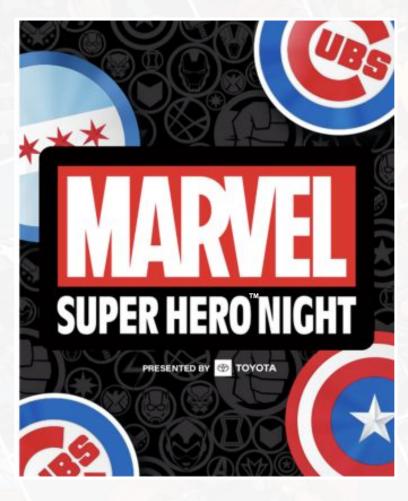
Oriole Park at Camden Yards











#### MARVEL SCOREBOARD GAMES







#### SCOREBOARD TRANSITIONS



Click Here to Play

Click Here to Play



#### MARVEL CONCOURSE ACTIVATIONS



Click Here to Play





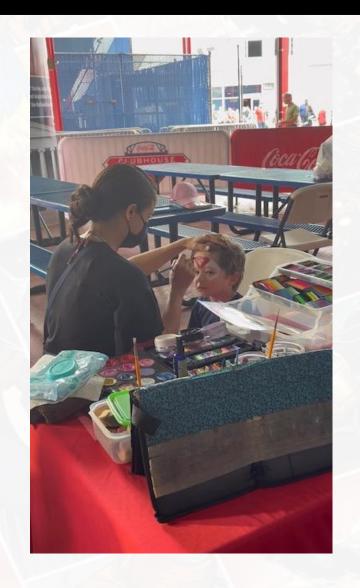
#### MARVEL MASCOT COSPLAY







#### MARVEL COSPLAY & FACE PAINTING







#### MARVEL PHOTO BACKDROPS





#### MARVEL BULLPEN CART







#### SOCIAL MEDIA



#### MARVEL PROMO VIDEOS







**CLICK HERE TO PLAY** 

#### MARVEL SOCIAL GRAPHICS









#### MARVEL SOCIAL GRAPHICS









#### MARVEL SOCIAL GRAPHICS







#### MARVEL LINEUP GRAPHICS



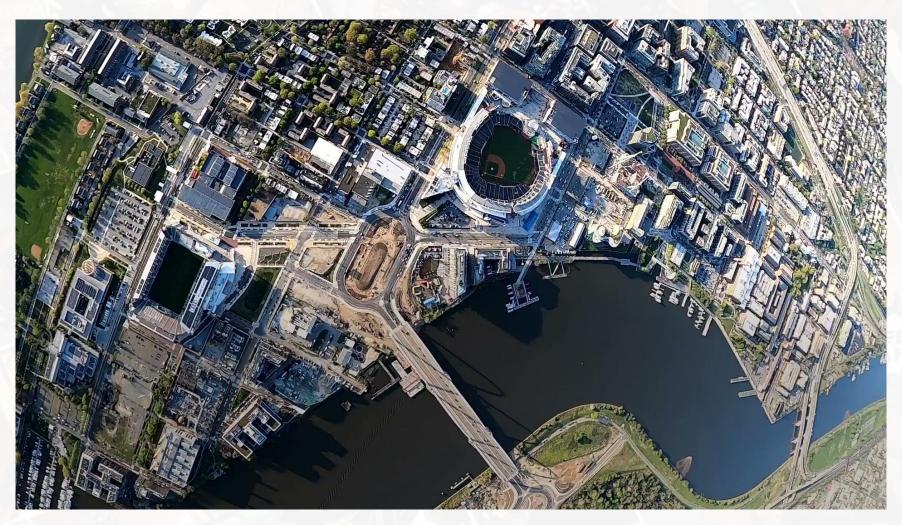




# COMMERCIALS & PLAYER INTERVIEWS



# MARVEL COMMERCIAL





#### MARVEL ASK THE PLAYERS VIDEO





#### MARVEL COMMERCIAL





# MARVEL PLAYER INTERVIEW





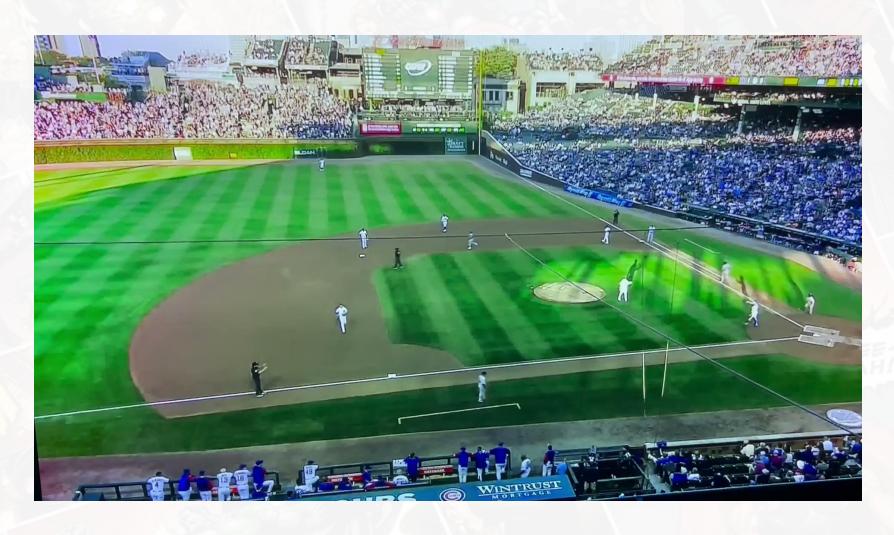
# MARVEL PLAYER INTERVIEW



**CLICK HERE TO PLAY** 



### MARVEL IN-GAME PROMO



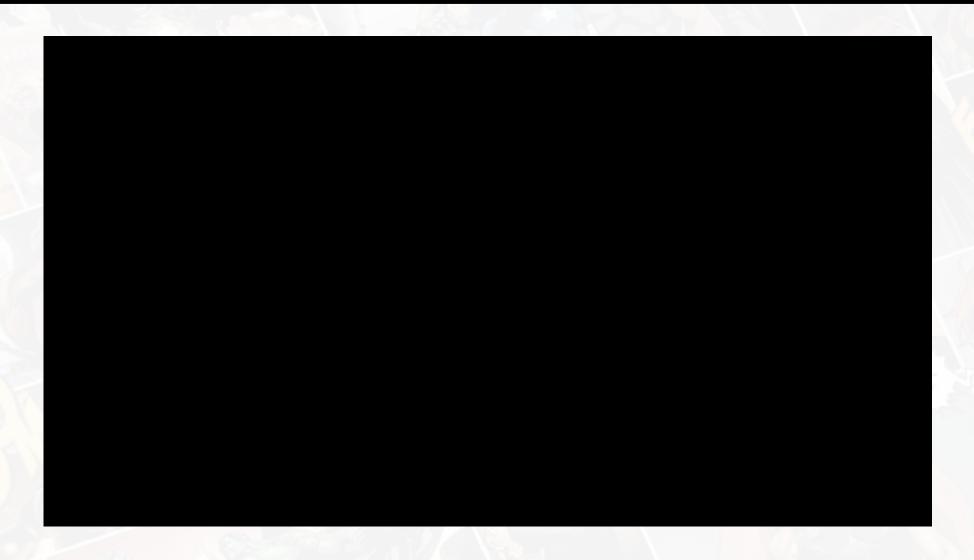


# MARVEL PLAYER REVEAL VIDEO





# MARVEL PLAYER REVEAL VIDEO





# POSTGAME CONTENT/ACTIVATIONS



# MARVEL DRONE SHOW



**CLICK HERE TO PLAY** 



# MARVEL RECAP VIDEO





# RETAIL BEST PRACTICES

#### MARVEL RETAIL





### MARVEL RETAIL

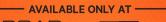








# EXCLUSIVE FLYERS WARVEL TIERS









#### MARVEL RETAIL





Chris DiGeronimo

Marketing & Creative Coordinator

chris@athlife.com 718.687.0937