

Venngo

Engagement Report

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License Details



Launch Date:

2011-Aug-24



Total Family Accounts

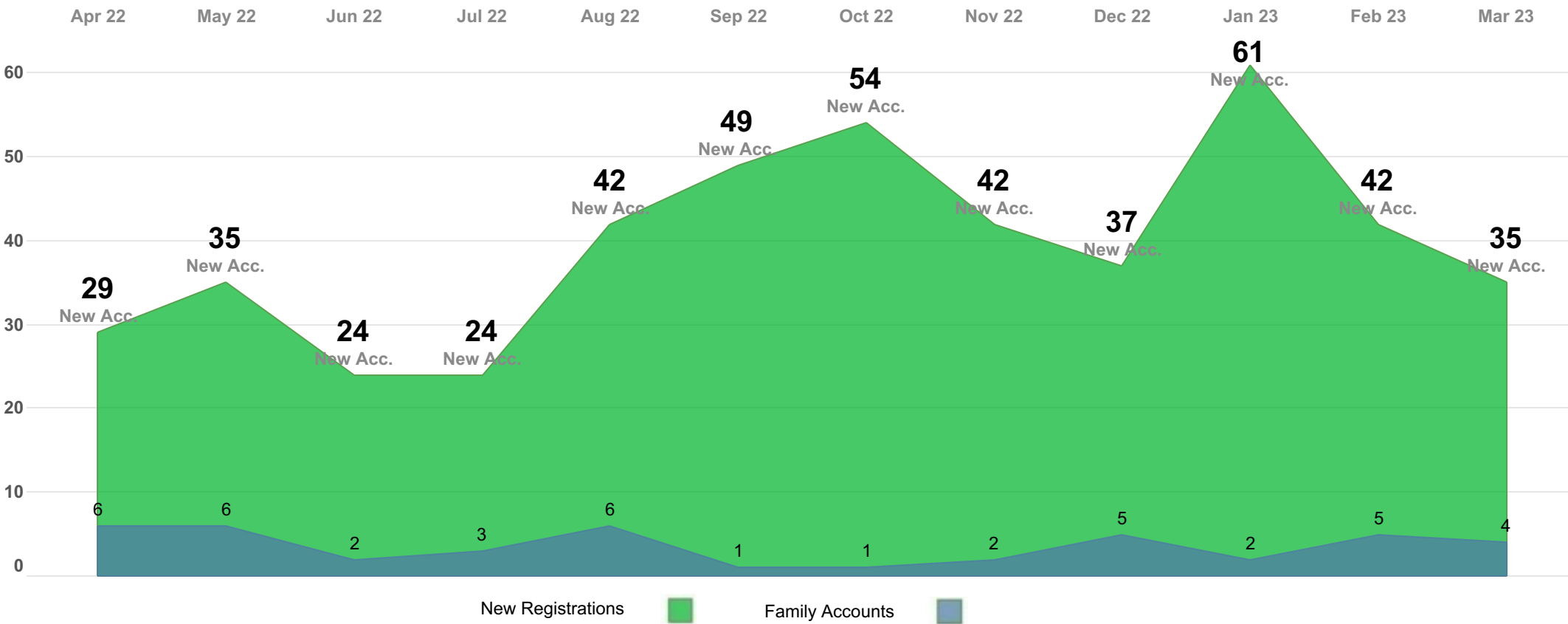


395

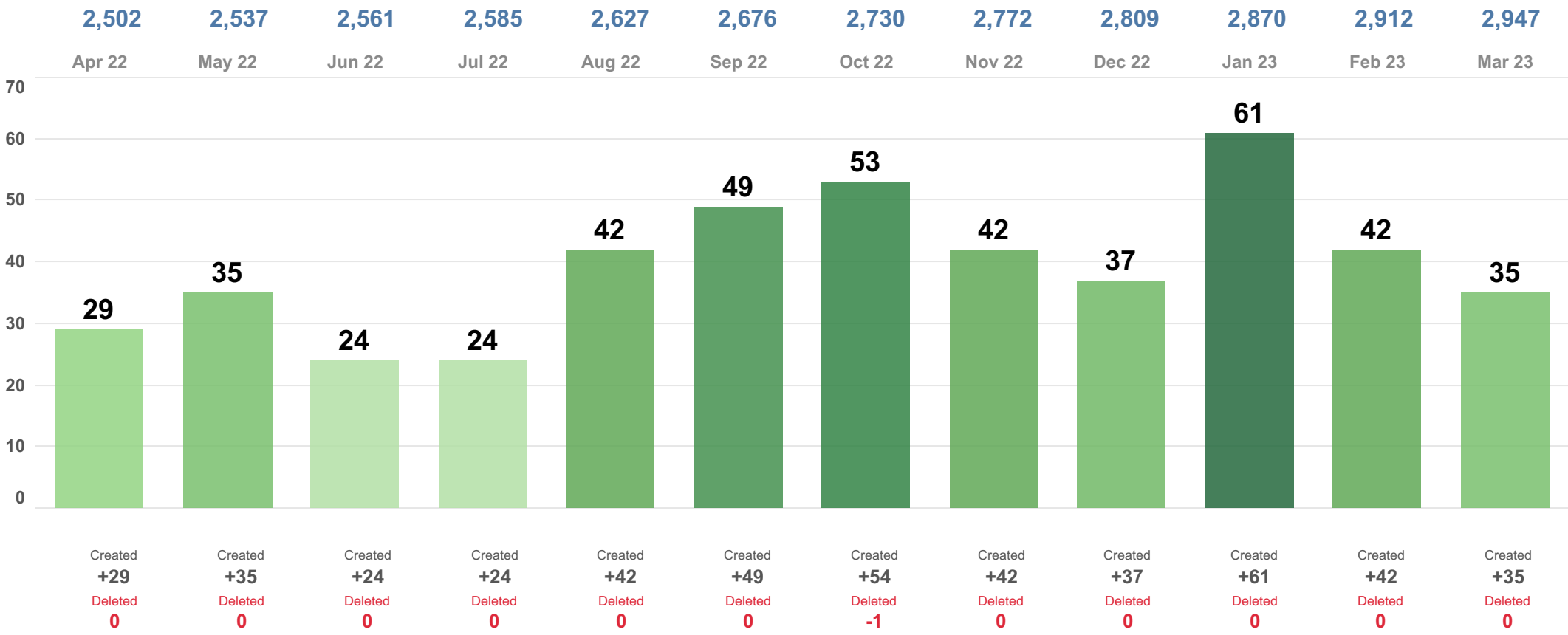


+3% in Q1 2023

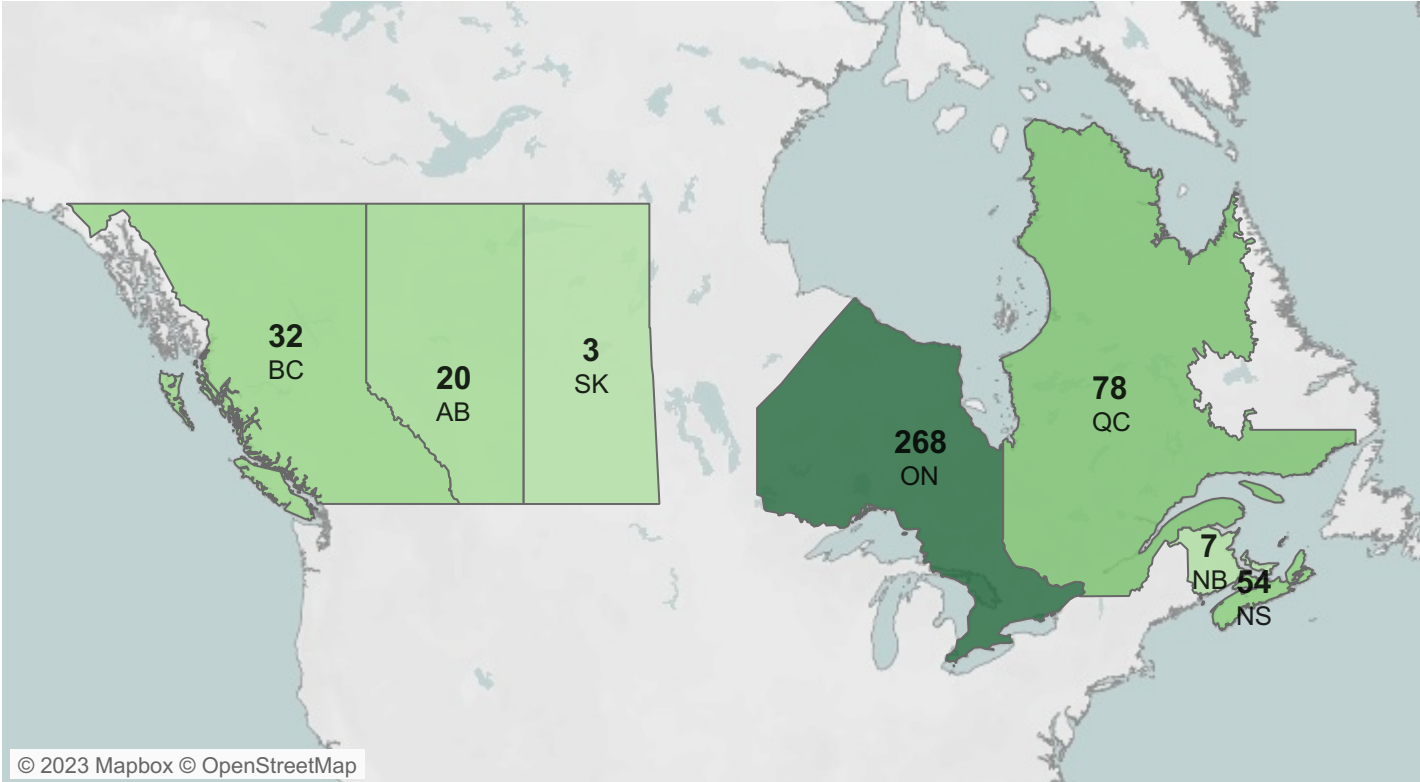
New Registrations



Net Change Registrations & Running Sum



Provincial Distribution



| Province             | Locations Province | Total Registered |
|----------------------|--------------------|------------------|
| Ontario              | ON                 | 268.0            |
| Quebec               | QC                 | 78.0             |
| Nova Scotia          | NS                 | 54.0             |
| British Columbia     | BC                 | 32.0             |
| Alberta              | AB                 | 20.0             |
| New Brunswick        | NB                 | 7.0              |
| Saskatchewan         | SK                 | 3.0              |
| Prince Edward Island | PE                 | 1.0              |
| Grand Total          |                    | 463.0            |

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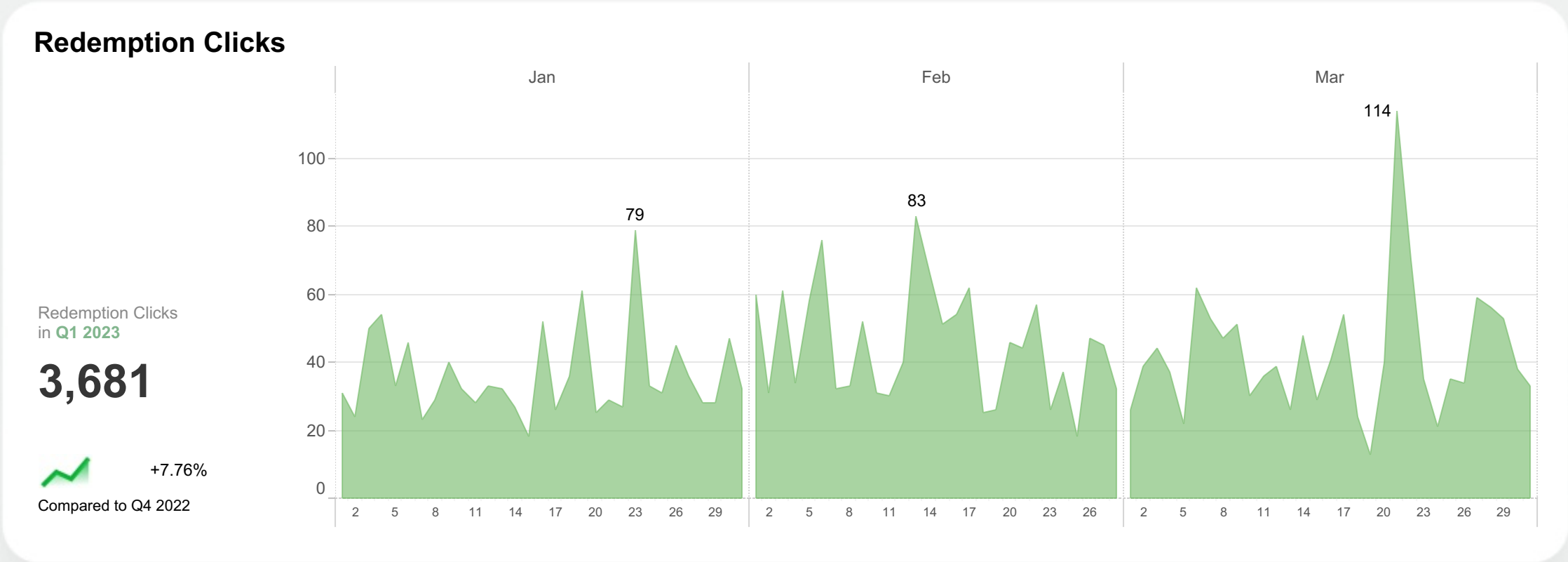
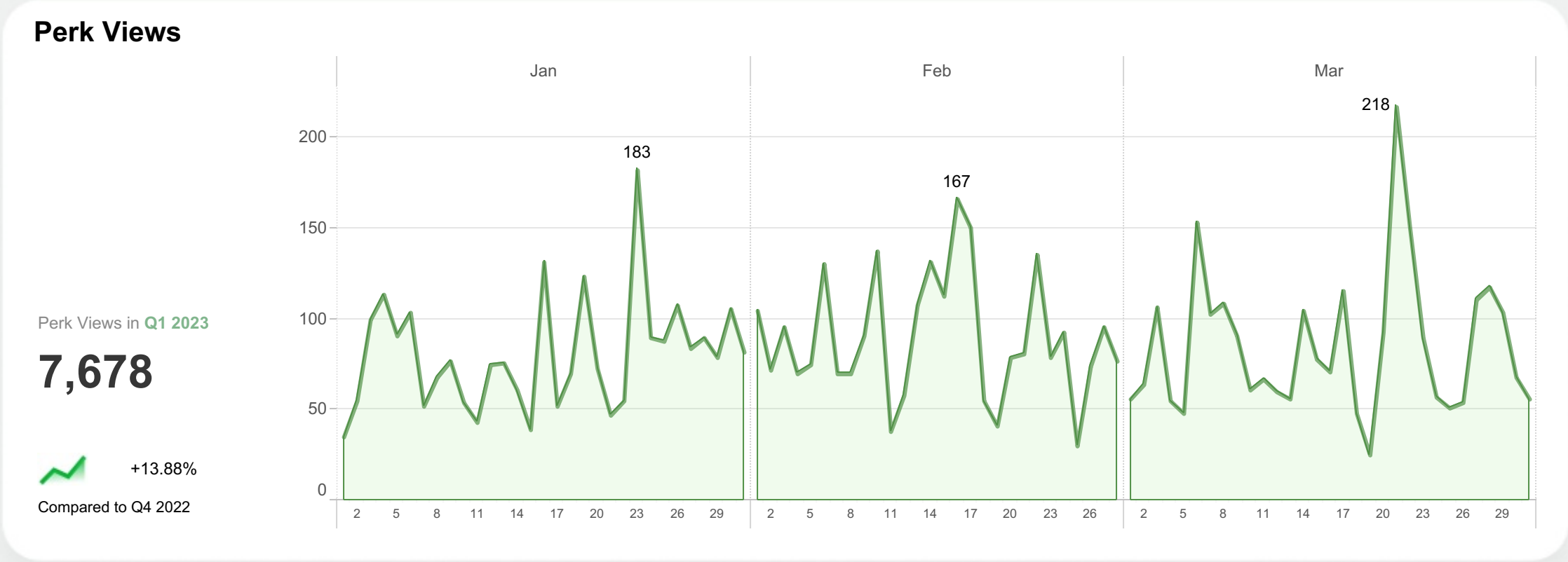
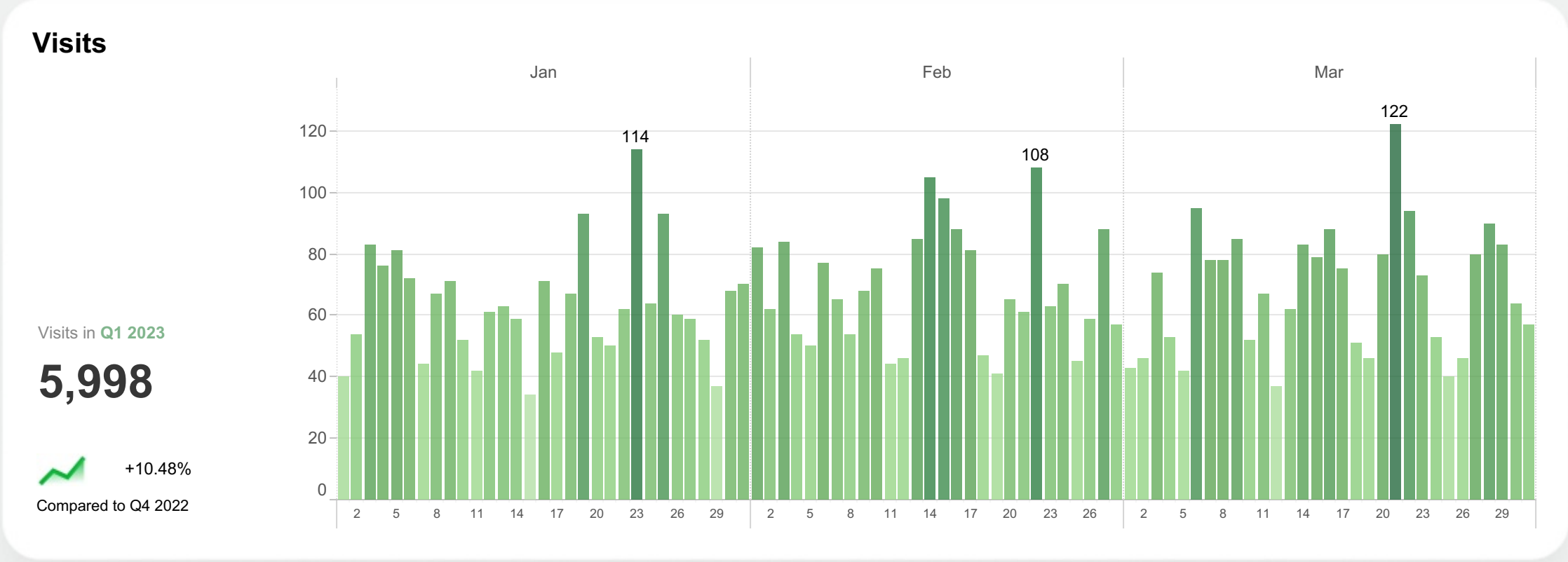
Program Engagement

Estimated Spend

\$ 367,997

Estimated Savings

\$ 90,512



Active Promotions in Q1 2023

|                          |                                         |                          |                             |                          |                         |
|--------------------------|-----------------------------------------|--------------------------|-----------------------------|--------------------------|-------------------------|
| 01/03/2023 to 01/08/2023 | 2023: New Year. New You.                | 03/13/2023 to 03/19/2023 | March Break Savings.        | 03/20/2023 to 03/26/2023 | Venngo's Picks.         |
| 01/09/2023 to 01/15/2023 | A Poppin' Good Deal!                    | 02/08/2023 to 02/12/2023 | Mirvish                     | 12/23/2022 to 01/02/2023 | Venngo's Year End Picks |
| 01/03/2023 to 01/08/2023 | Breathe in. Breathe out. Move on.       | 03/13/2023 to 03/19/2023 | National Napping Day.       | 03/27/2023 to 04/02/2023 | Vitamix                 |
| 02/13/2023 to 02/19/2023 | Family Day                              | 01/23/2023 to 01/30/2023 | New Year. New Tech.         | 01/30/2023 to 02/05/2023 | Winter Funderland.      |
| 02/13/2023 to 02/28/2023 | Featured Black Owned Businesses         | 01/09/2023 to 01/15/2023 | New Year's Resolutions      |                          |                         |
| 02/06/2023 to 02/12/2023 | Fun for the whole Fam!                  | 12/11/2021 to 12/12/2024 | Plan your Getaway           |                          |                         |
| 03/27/2023 to 04/02/2023 | Get in the Game!                        | 02/27/2023 to 03/05/2023 | Refresh your home office.   |                          |                         |
| 03/20/2023 to 03/26/2023 | Get Spring Ready.                       | 03/09/2023 to 03/14/2023 | Samsung                     |                          |                         |
| 01/16/2023 to 01/22/2023 | Get your home and your finances in or.. | 12/23/2022 to 01/02/2023 | Shop Local                  |                          |                         |
| 02/27/2023 to 03/05/2023 | Get Your March Break On!                | 03/27/2023 to 04/02/2023 | Shop Local!                 |                          |                         |
| 03/06/2023 to 03/12/2023 | Give Yourself a Break. A March Break!   | 03/27/2023 to 03/28/2023 | Solo promotion for SDM      |                          |                         |
| 03/27/2023 to 04/02/2023 | Great New Deals!                        | 03/27/2023 to 04/02/2023 | Spring into Fashion         |                          |                         |
| 03/27/2023 to 04/02/2023 | Healthiness is Happiness                | 12/26/2022 to 01/02/2023 | Toronto Star                |                          |                         |
| 03/20/2023 to 03/26/2023 | Healthiness is Happiness.               | 03/20/2023 to 03/26/2023 | Ufile                       |                          |                         |
| 02/13/2023 to 02/19/2023 | Lenovo                                  | 02/13/2023 to 02/14/2023 | Valentine's Day             |                          |                         |
| 02/20/2023 to 02/26/2023 | Make it a Staycation! Explore Ontario   | 01/30/2023 to 02/05/2023 | Valentine's Day Gift Ideas. |                          |                         |

Top 15 Brands by Savings

| Brand Name                     | Spend       | Savings    |
|--------------------------------|-------------|------------|
| Lenovo                         | \$ 27,807   | \$ 16,836  |
| The Co-operators               | \$ 29,754 * | \$ 7,394 * |
| TELUS EPP                      | \$ 23,905 * | \$ 6,998 * |
| GoodLife Fitness               | \$ 19,168   | \$ 6,325   |
| TicketsAtWork.com - Disney     | \$ 24,300   | \$ 5,594   |
| Priceline.com                  | \$ 11,475   | \$ 5,049   |
| Samsung Canada                 | \$ 31,207   | \$ 3,874   |
| Bell Canada                    | \$ 23,203 * | \$ 3,597 * |
| SellOff Vacations              | \$ 6,900    | \$ 2,415   |
| Dell Canada                    | \$ 4,320    | \$ 2,412   |
| TicketsAtWork.com - Themeparks | \$ 4,350    | \$ 2,175   |
| CIBC                           | \$ 1,800    | \$ 2,070   |
| HelloFresh Canada              | \$ 6,610 *  | \$ 1,797 * |
| CIBC Credit Card               | \$ 4,200    | \$ 1,204   |
| Dilawri Preferred              | \$ 20,800   | \$ 1,184   |

\* - Savings and Spend summed for last 24 months when Perk was active

Top 15 Brands by Activity

| Brand Name                                 | Views | Redemption Clicks |
|--------------------------------------------|-------|-------------------|
| Samsung Canada                             | 254   | 213               |
| Apple Inc.                                 | 250   | 175               |
| Priceline.com                              | 175   | 153               |
| Enterprise Holding Inc.                    | 163   | 133               |
| Lenovo                                     | 120   | 92                |
| Choice Hotels                              | 130   | 90                |
| Thrifty                                    | 102   | 90                |
| Wyndham Hotels Group                       | 111   | 85                |
| Budget                                     | 103   | 84                |
| Lexyl Travel Technologies, LLC (Hotel PL.. | 101   | 78                |
| The Source (Bell) Electronics Inc.         | 97    | 74                |
| Bell Canada                                | 187   | 67                |
| Cineplex                                   | 165   | 67                |
| Hertz Canada                               | 85    | 65                |
| TicketsAtWork.com - Disney                 | 98    | 60                |

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Engagement  
Report



License Details

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Program Engagement

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Traffic

>



Glossary

>

Traffic

Mobile Sessions

2,375

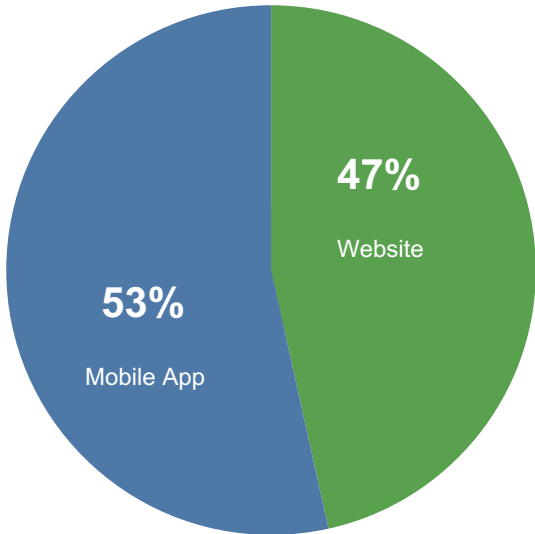
Web Sessions

2,067

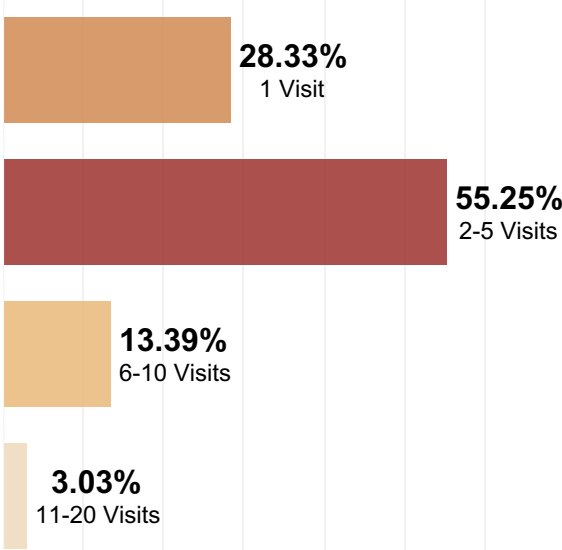
Number of unique Sessions 4,442

Number of unique Visitors 2,238

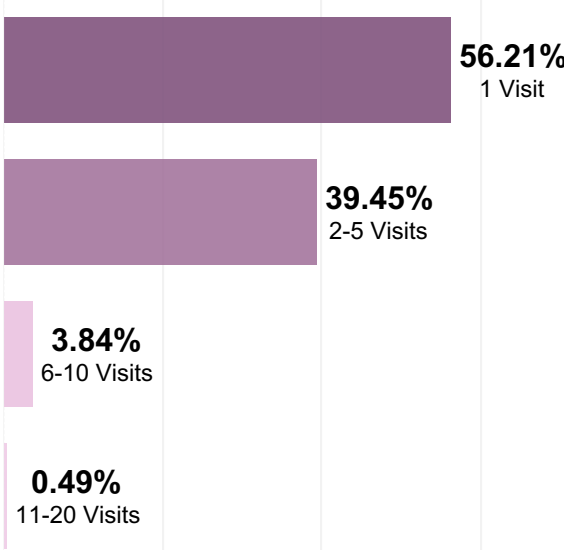
Mobile App vs Web Sessions



Cohorts of Visits, % of Sessions



Cohorts of Visits, % of Visitors



|                                                                                  |                    |   |
|----------------------------------------------------------------------------------|--------------------|---|
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## Overview: The Program Engagement Funnel

The goal of the program is to provide savings and value to your users. This is ultimately achieved by bringing them to the end of engagement funnel whereby a value-added transaction has occurred. Below is a high-level engagement funnel your Customer Success manager considers when consulting on the success of your program. Your engagement report provides some key data points that illustrate the status of your program.



## Glossary of Terms

### License Details

**Launch Date:**

The date that your program was first made available to your organization.

**Total Licenses:**

The number of licenses your organization has contracted for users to access the program.

**Registered:**

Number of users who have created an account or profile to utilize the program.

**Available:**

The number of contracted licenses remaining within your program to be utilized by users.

**Total Family Accounts:**

Number of accounts registered by family members who have been invited to the program.

**New Registrations:**

User and family member registrations over selected period.

**Net Change Registrations & Running Sum:**

Total users + family member registrations over time.

**Provincial Distribution:**

Total accounts registered by users based on geographic location of primary address.

### Program Engagement

Estimated Spend and Estimated Savings are based on a proprietary algorithm that leverages multiple data points including reported sales, redemption clicks, redemption rates, average spend, and frequency of savings (i.e., one-time savings or aggregated savings through monthly recurring fees in which the discount has been applied). Estimated values are based on your program activity, and corresponding aggregated data.

**Visits:**

A visit starts when a user engages with the program on a website or mobile app and ends when they leave or a period of inactivity exceeds one hour.

**Perk Views:**

The number of times the detail pages of various offers within the program are viewed by users of your organization.

**Redemption Clicks:**

The number of times users have clicked, within a Perk View, the intention to redeem the offer presented.

**Active Promotions:**

List of promotions (a logical groupings of offers i.e. Back-to-School, Black Friday, etc.) that were presented to users within the program.

**Top 15 Brands by Savings:**

Ranking of available offers based on amount of estimated savings.

**Top 15 Brands by Activity:**

Ranking of available offers based on number of redemption clicks.

### Traffic

**Sessions:**

A session is a group of user interactions with the program that occur within a given time frame. A session starts when a user engages with the program on a website or mobile app and ends after a period of inactivity or when the user closes the browser or mobile app. The session timeout is set to one day of inactivity. This means that if a user is actively engaging with the program (website or mobile app) and navigating from page to page within a day, it is considered as a single session. If a user leaves the program and comes back after a day of inactivity, it is considered a new session.

It's important to note that if a user comes back to the program through the same browser or mobile app within the set session timeout, it will be counted as the same session. However, if the user returns through a different browser or device, it will be counted as a new session as they will appear unique to our system.

**Unique Sessions:**

Total count of mobile and web sessions.

**Number of Unique Visitors:**

Count of unique users that have engaged with the program. It's important to note that if a user comes back to the program through a different browser or device, it will be counted as a Unique Visit.

**Cohort of Visits, % of Sessions:**

Average number of visits by user sessions.

**Cohorts of Visits, % of Visitors:**

Average number of visits by a user.

**Special Reporting Notes:**

In various provinces and territories, pre-paid services are called personal development services under the Consumer Protection Act (CPA). This can include gyms, sports clubs, martial arts classes, dance classes and more. If a consumer signs a membership contract that is protected under a CPA they may be provided with a 10 day cooling-off period in which a purchased membership may be cancelled without penalty. As a result, the reporting of certain brand sales will only include those that have passed any applicable cooling-off period. Sales within the grace period at months end will appear on the following monthly report. For example, a gym membership sold on January 25 would not be reported in the January monthly report. It will appear as a January sale on the following February monthly report.