LA
SAINTESAINTESAINTESAINTESAINTESAINTECOUR AMATEURS ÉCLAIRÉS

from November 30 to December 2, 2018

- Partners file —



For light amateurs

We no longer present the SaintéLyon, the race of all superlatives. The oldest with 65 editions on the clock; the most atypical with its winter, nocturnal, luminous, urban and wild character at the same time; the most essential with its 17,000 runners in 2017 which make it the biggest French nature race in number of participants.

So many qualifiers that make the SaintéLyon the rendezvous cult of the end of the season for all runners. The race to do "at least once in a lifetime". In 2018, 17,000 runners from all the French departments and about 60 countries are expected on the various formulas offered.

At the heart of an exceptional arrival site, the prestigious Halle Tony Garnier, more than 120 exhibitors and nearly 40,000 visitors are expected in 2018.

The Salon du Trail Running held 2 days before the event, is already a reference in the world of running and outdoor.

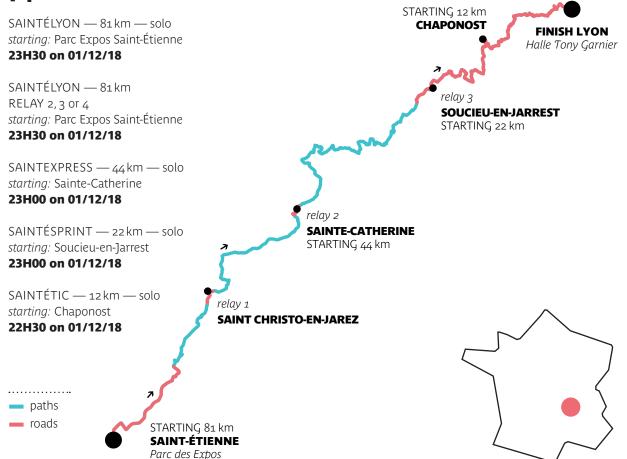
02



Saintelyon, a mixed race (60% trail / 40% road)



7 formulas

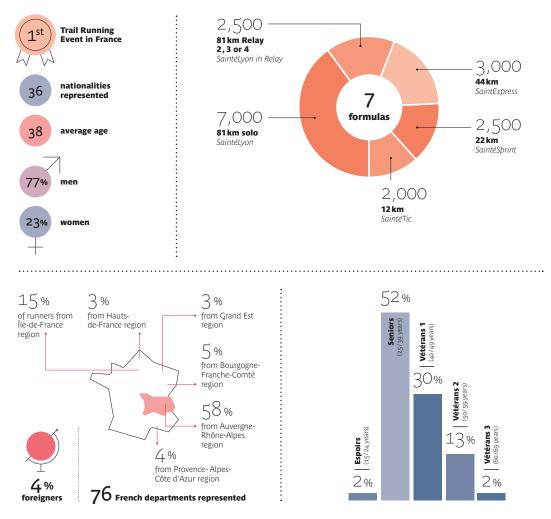




SaintéLyon, key figures



17,000 participants





A few datas 05 PARTICIPATING 17,000 **EVOLUTION** 800 77% OF PARTICIPANTS VOLUNTEERS KNOW SAINTÉLYON BY WORD OF MOUTH* 8,500 77% 69% NEW PARTICIPANTS OF PARTICIPANTS each year (2017/2016) ARE CSP + ** 3,500 81% 94% 200 OF PARTICIPANTS OF THE PARTICIPANTS **Extra** sports PUT FORWARD THE ARE SATISFIED PERSONAL CHALLENGE with the course (interest, difficulty, as the main motivation \bigcirc markup and to run the SaintéLyon* $1 \cap$ security) 1951 1977 2001 2007 2017

:

arrival

of Extra Sports

* Source: 2017 Participant Satisfaction Survey ** Professional / managerial occupations (42%); Intermediate occupations (19%); Craftsmen, tradesmen and entrepreneurs (8%)



SaintéLyon, a concept and a unique image



Saintélyon is the oldest and the largest french nature race. It links two metropoles to the historical rivality, lyon (69) & Saint-Étienne (42).



SaintéLyon is an event which, by its atypical winter and nocturnal configuration, differs from the vast majority of running events. With its history, this strong personality and the different formulas on offer, SaintéLyon has become the ultimate end of season event. This event develops true values of surpassing oneself, solidarity and sharing, while remaining accessible to the greatest number.

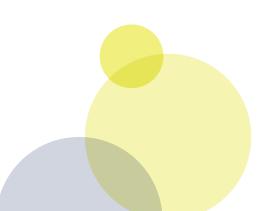


Like the world of natural running, the SaintéLyon conveys a virtuous image in environmental matters and sustainable development. Many actions, in collaboration with the Auvergne-Rhône-Alpes region, are put in place on the event: preventive communication, green brigade, eco-responsible cup system, organized waste sorting with dedicated team on all sites, "Green ballad" to clean the race...



The mixed nature of the event (60% of trails and 40% of road) allows to touch at the same time the universe of the Trail but also more widely Running.

Sometimes, the extreme conditions (night, cold, snow, mud...) of the event also create a gateway to the world of Outdoor and Mountain.





SaintéLyon, digital – key figures

Website

778,600 VISITS* including

432,300 UNIQUE VISITORS*

2,490,900 pages views*

Newsletter

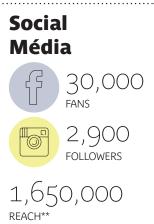




د السلم New website in 2018



* From 05/12/16 to 04/12/17



470,000 VIDEO VIEWS**

** From 29/11/17 to 05/12/17













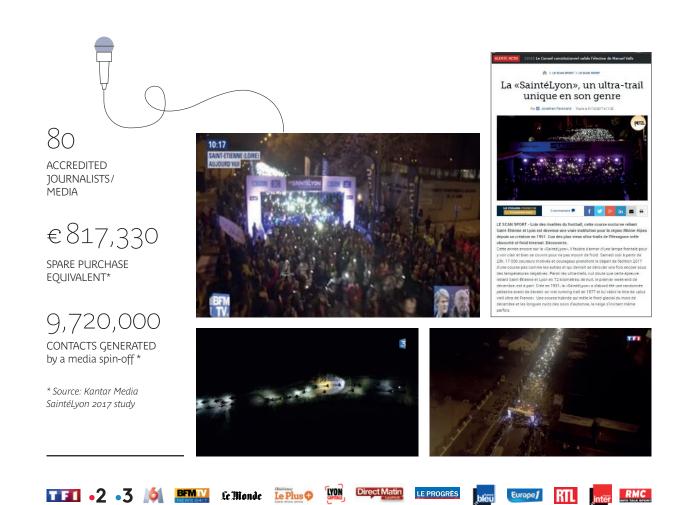






SaintéLyon, media – key figures







SaintéLyon, 2018 communication plan



Budget: €100,000 HT

BEFORE EVENT

- Creation of the graphic charter and the visual of the event
- Transmission of 5 press releases and a press kit
- Distribution of 100 junior posters (120 x 176 cm) on the nerwork of Lyon]C Decaux
- Purchase of advertising space in magazines and specialized website
- Referencing and updating the website
- Community management on the facebook and Instagram pages of the event
- Send 4 SaintéLyon newsletters based on Extra Sports contact (140,000 qualified contacts) and 1 "Practical information" newsletter sent to all registrants





DURING THE EVENT

- Management of press relations and animation of accredited journalists
- Invitation and participation of influencers, ambassadors...
- Distribution of 17,000
- participating envelopes (bib, roadbook...)
- Setting up banners and banner flags in the departune areas and arrival
- Salon, hospitality and animations (speaker, conferences, music)





AFTER THE EVENT

- Photos transmission
- to the press and partners
- Dissemination of results
- and photos on the website
- Reportage in the specialized
- press and the local press
- Radio interviews and TV reports















Le Salon du Trail Running, key figures

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1 EXCEPTIONAL PLACE: the Halle Tony Garnier







Nov. 30 from 12 am to 8 pm & Dec. 1st 2018 from 9 am to 7 pm



- 80 BRANDS (Equipment suppliers, Accessories, Services, Dietetics, Care)
- 40 ASSOCIATIONS & COMMUNITIES (Race Organizers, Territories, Stations)



Le Salon du Trail Running, an opportunity for brands and associations

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Participants seek to complete their equipment for the event and to benefit from advice.

Visitors are looking for novelties and opportunities for Christmas shopping or pre-season shopping (upstream of winter sales).

Visitors are sensitive to the discovery of new events or territories.

PRODUCTS OR SERVICES THAT HAVE BEEN USEFUL TO PARTICIPANTS**



OF THE EXHIBITORS are satisfied with the listening and the receptivity of the visitors*

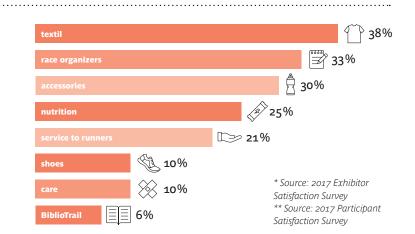


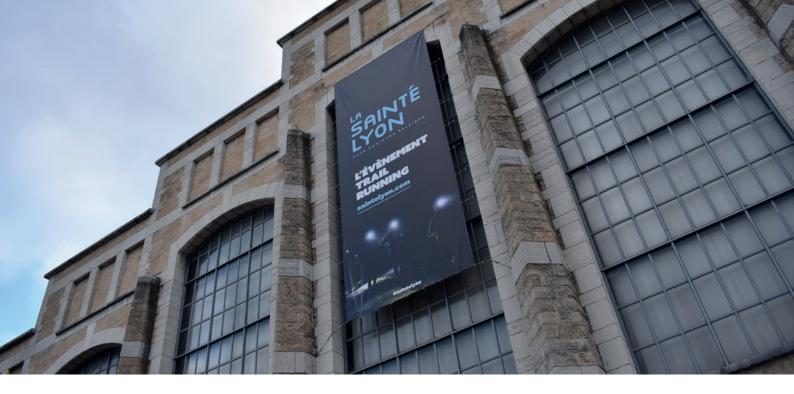
OF EXHIBITORS are satisfied with the business conducted at the Salon du Trail Running* + de 50 %

OF PARTICIPANTS made a purchase at the Salon du Trail Running in 2017**

+ de 15%OF PARTICIPANTS made a purchase \geq 50 euros**

38.7 EUROS of average basket**





Le Salon du Trail Running, an exceptional site: the Halle Tony Garnier

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The Halle Tony Garnier of Lyon and its 17,000 m² offer an exceptional quality of welcome for visitors, partners and exhibitors: • A prestigious site in the heart of the city, easily accessible by public transport (metro, tramway, bus) and by car (near the motorway, underground parking)

• Building closed, heated and secure with a uniform surface and an easily passable unloading area

• 800 m² dedicated exhibitor/press area ideal for catering and your BtoB appointments

The main aisle, reserved for partners and equipment manufacturers, has a double pass, round trip, for all visitors.

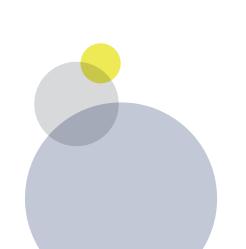


96 % OF EXHIBITORS are satisfied with their location*

100%

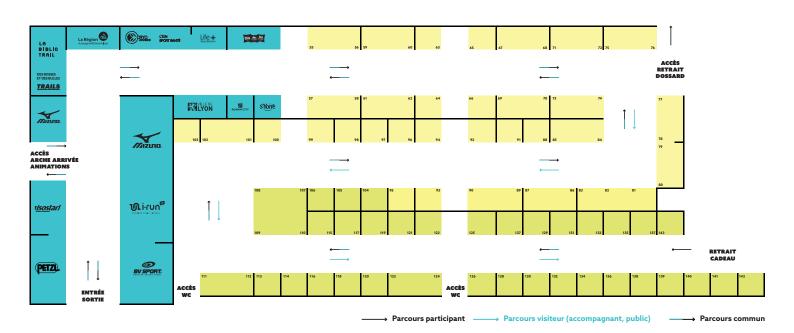
OF EXHIBITORS are satisfied with the Salon du Trail Running homepage*

* Source: 2017 Exhibitor Satisfaction Survey



SALON DU TRAIL-RUNNING 2017

Halle Tony Garnier — Lyon



PARTENAIRES					
1 à 3	PETZL				
4 à 9	BV SPORT				
10 à 12	ISOSTAR				
13 à 18	I-RUN.FR				
19 à 30	MIZUNO				
31	TRAILS ENDURANCE MAG				
32	DES BOSSES ET DES BULLES				
33 à 43	LA BIBLIOTRAIL				
44-45	RÉGION AUVERGNE- RHÔNE-ALPES				
46	CRYOADVANCE				
47	LYON SPORT SANTE				
48	LIFE+ SPORTDEVICE				
49-50	VILLE DE LYON				
51-52	IBIS				
53	RUNNIN'CITY				
54	54 ST-YORRE				

ÉQUIPEMENTIERS • ACCESSOIRES • SERVICES • DIÉTÉTIQUE • SOINS			
55	CRAFT		
56	SALMING		
57-58	NIKE		
59-60	CIMALP		
61-62	LI-NING		
63	DOUZALEUR		
64	ТОМТОМ		

65	LA CHAUSSETTE DE FRANCE			
66	KIWAMI TRAIL INNOVATION			
67-68	KARI TRAA			
69-70	KALENJI			
71-72	UGLOW			
73-74	RAIDLIGHT			
75	SIGVARIS SPORTS			
76	SUPRABEAM			
77-78	HOKA ONE ONE			
79	ON RUNNING			
80	OVERSTIM.S			
81	ODLO			
82	NATHAN SPORTS			
83	MELTONIC			
84-85	EPITACT SPORT			
86	EZYSHOES			
87	FITLETIC			
88	NATURAL PEAK			
89-90	POWERBAR			
91	COMPTOIR DES BORNES			
92	OXSITIS			
93	GU ENERGY			
94	TAPING STORE			
95	NUTONIC			
96	ERGYSPORT			
97	RUNCOLLECT			
98	YOUTHDRINK			
99	BIERES GEORGES			
100	EST IMPRIM			
101-102	NJUKO			
103	DOTVISION			

ORGANISATEURS DE COURSES • TERRITOIRES • STATIONS				
104	ULTRA MARIN RAID GOLFE DU MORBIHAN			
105	ÉCOTRAIL PARIS			
106	ÉCOTRAIL FLORENCE – FIRENZE URBAN TRAIL			
107 à 110	JURA TOURISME			
111-112	TRAIL DES FORTS DE BESANÇON – GRAND TRAIL DU SAINTJACQUES – ARDÉCHOIS TRAIL			
113	ULTRA TRAIL CÔTE D'OR			
114	O'XYRACE			
115	ULTRA 01 XT EXPERIENCE			
116	TRAIL DES ALLOBROGES			
117	LES PORTES DU SOLEIL			
118	6000D			
119	LES 2 ALPES SNOW RUNNING CHALLENGE			
120	TRAIL NIVOLET REVARD			
121	RÉSEAU DES STATIONS DE TRAIL			
122	UT4M			
123-124	TRAIL DES PASSERELLES DU MONTEYNARD			

125	LES DRAYES DU VERCORS
126	CAPI RAID
127	LA FOULÉE DES MONTS D'OR – EKIDEN DE LYON
128	TRAIL DES COURSIÈRES
129	SANG POUR SANG SPORT
130	VOLVIC VOLCANIQUE EXPERIENCE
131	CORRÈZE DESTINATION TRAILS
132	GRAND RAID DES PYRÉNÉES
133	TRANS AUBRAC
134	LOZÈRE TRAIL
135	FESTA TRAIL PIC SAINT LOUP
136	TRAIL DE HAUTE PROVENCE
137	SERRE CHEVALIER SNOW TRAIL
138	AZUR RUNNING TOUR
139	RESTONICA TRAIL
140	COUREURS SANS FRONTIÈRES
141	MONTREUX TRAIL FESTIVAL
142	LE PAIN DU MONTAGNARD



saintelyon

SAINTÉ

LYON



Select your level of partnership

Title Partner *Financial endowment:*€120,000 HT
Material *endowmen:*€60,000 HT*

* Valuation of endowment products (eg food, þodium gift, equipment þarticiþant/staff...) and/or service delivery (eg animation, technical assistance, vehicle loan...)

Counterparties

The right to use the title of "Title Partner of SaintéLyon" in your communication
Integration of your brand/logo in the naming of the event
Adaptation of the graphic charter of the event (visual, logo, color, website, etc.) to your graphic charter
Association of your company with the communication strategy of the event

PRESS

your logo (naming) on all press media of the event: commercial/press kit
a page in the press kit of the event
a partnership announcement press release in year 1

PRINT

• your logo (naming) on all media print event: poster/flyer/brochure/ diploma/roadbook/background/ bib (naming)

• a page in the event roadbook

DIGITAL

your logo (naming) on the digital media of the event: newsletters/ website/live tracking/results page
a visual on the background of the registration page ("inscription background") for two times seven days
a carousel (1,920x720 px) for three times seven days
an advertising banner (300x250 px) frequency 3X on the website of the event
six ads/shares on the event's Facebook page

• three announcements in the newsletters of the event and your dedicated newsletter

PUBLIC RELATIONS

- your private online space for an
- easier registration of your guests
- your participation in the
- "Challenge Entreprises"

• 160 invitations (bibs) to animate a competition and /or to make benefit your employees

your 100 m² hospitality area
in the departure or arrival area
on the day of the event
a pack of photographs*****
transmitted after the event

GROUND

your logo on the giant screen commercial (3X frequency)
your logo on the SaintéLyon arches, banners and banners in the start/ finish area (rank 1)

• your arch, banners and pennants in a supply zone (rank 1)

an exhibition space of 200m² in the partner zone of the Salon de l'Event
your participation in the prize presentation protocol with optional speaking





Select your level of partnership

Main Partner Financial endowment: ϵ 60,000 HT Material endowment: ϵ 30,000 HT*

* Valuation of endowment products (eg food, þodium gift, equipment þarticipant/staff...) and/or service delivery (eg animation, technical assistance, vehicle loan...)

Counterparties

• The right to use the title of "Main Partner of SaintéLyon" in your communication

PRESS

- your logo (size 1) on all media event press: advertisement / press kit
 half a page in the press kit of the event
 a press release announcing
- the partnership in year 1

PRINT

- your logo (size 1) on all print media of the event: poster/flyer/brochure/ diploma/roadbook/backdrop/bib (upper banner)
- a page in the event roadbook

DIGITAL

- your logo on the digital media
 of the event: newsletters/website/
 live tracking/results page
 a visual on the background of
 the registration page ("background inscription") for seven days
 a carousel (1,920x720 px)
 for two times seven days
 an advertising banner (300x250 px)
 3X frequency on the website
 of the event
 four ads /shares on the event's
 Facebook page
 two announcements in the
 newsletter of the event + 1 specific
- newsletter of the event + 1 specific newsletter of the partner

PUBLIC RELATIONS

- your private online space for an
- easier registration of your guests
- your participation in the
- "Challenge Entreprises"
- 80 invitations (bibs) to animate a quiz
- and / or to benefit your employees
- your 50 m² hospitality area
- in the departure or arrival area
- on the day of the event
- a photo pack transmitted after the event****

GROUND

• your logo on the giant screen commercial (3X frequency)

- your logo on the SaintéLyon arches,
- your banners and your banners in the zone of departure/arrival (rank 2)
- your arch, banners and pennants
- in a supply zone (rank 2)
- an exhibition space of 100m² in the partner zone of the Salon de l'Event • your participation in the prize presentation protocol with optional speaking



Select your level of partnership

Official Partner

Financial endowment: €30,000 HTMaterial endowment: $€15,000 HT^*$

* Valuation of endowment products (eg food, þodium gift, equipment þarticiþant/staff...) and/or service delivery (eg animation, technical assistance, vehicle loan...)

Counterparties

• The right to use the title of "Official Partner of SaintéLyon" in your communication

PRESS

your logo (size 2) on all media event press: advertisement / press kit
half a page in the press kit of the event

PRINT

• your logo (size 2) on all print media of the event: poster/flyer/brochure/ diploma/roadbook/backdrop/bib (upper banner)

• a half page in the event roadbook

DIGITAL

- your logo on the digital media of the event: newsletters/website/ live tracking /results page
 a carousel (1,920x720 px) for two times seven days
 an advertising banner (300x250 px) 2X frequency on the website of the event
 two ads/shares on the event's Facebook page
- two announcements
- in the newsletter of the event

PUBLIC RELATIONS

• your private online space for an easier registration of your guests

- your participation in the
- "Challenge Entreprises"
- Challenge Entreprises
- 40 invitations (bibs) to animate a quiz and /or to benefit your employees
- your 25m² hospitality area
- in the departure or arrival area
- on the day of the event
- a photo pack transmitted
- after the event***

GROUND

- your logo on the giant screen commercial (2X frequency)
 your logo on the SaintéLyon arches,
- your banners and your banners in the zone of departure / arrival (rank 3)
- your arch, banners and pennants
- in a supply zone (rank 3)
- an exhibition space of 50 m² in the partner zone
- your participation in the prize presentation protocol with optional speaking





Select your level of partnership

Official Supplier *Financial endowment:*

€12,000 HT Material endowment: €6,000 HT*

* Valuation of endowment products (eg food, þodium gift, equipment þarticipant/staff...) and/or service delivery (eg animation, technical assistance, vehicle loan...)

Counterparties

• The right to use the title of "Official Supplier of SaintéLyon" in your communication

PRESS

• your logo (size 3) on all media event press: advertisement / press kit

• 1/8 page in the press kit of the event

PRINT

• your logo (size 3) on all print media of the event: poster/flyer/brochure/ diploma/roadbook/backdrop/bib (upper banner)

• a quart of page in the event roadbook

DIGITAL

• your logo on the digital media of the event: newsletters/website/ live tracking/results page

- an advertising banner (300x250px)
- 1X frequency on the website of the event
- one ads /shares on the event's Facebook page
- one announcements
- in the newsletter of the event

PUBLIC RELATIONS

- your private online space for an
- easier registration of your guests
- your participation in the
- "Challenge Entreprises"

16 invitations (bibs) to animate a quiz and / or to benefit your employees
a photo pack transmitted after the event**

GROUND

your logo on the giant screen commercial (1X frequency)
your banners and banners in the start / finish area (rank 4)

• an exhibition area of 25 m² in the partner zone of the Salon de l'Event





Select your level of partnership

Official Supporter Financial

* Valuation of endowment products (eg food, þodium gift, equipment þarticipant/staff...) and/or service delivery (eg animation, technical assistance, vehicle loan...)

Counterparties

• The right to use the title of "Official Supporter of SaintéLyon" in your communication

DIGITAL

- your logo on the digital media of the event: newsletters/website
- one ads /shares on the event's Facebook page

PUBLIC RELATIONS

- your private online space for an easier registration of your guests
- your participation in the "Challenge Entreprises"
- 6 invitations (bibs) to animate a quiz and / or to benefit your employees
- a photo pack transmitted after the event*

GROUND

- your banners and banners in the start / finish area (rank 5)
- \bullet an exhibition area of 12 m^2 in the partner zone



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Visibility grid

Select your level of partnership and enter the club partners of the SaintéLyon 2018!

Grille de visibilit	é	SUPPORTER OFFICIEL	FOURNISSEUR OFFICIEL	PARTENAIRE OFFICIEL	PARTENAIRE PRINCIPAL	PARTENAIRE TITRE
	Annonce	-	Logo	Logo	Logo	Naming
PRESSE	Dossier de presse	-	Logo + 1 annonce (1/8 page)	Logo + 1 annonce (1/4 page)	Logo + 1 annonce (1/2 page)	Naming + 1 annonce (1 page)
	Affiche / Plaquette / Flyer / Diplôme	•	Logo	Logo	Logo	Naming
PRINT	Roadbook	-	Logo + 1 annonce (1/4 page)	Logo + 1 annonce (1/2 page)	Logo + 1 annonce (1 page)	Logo + 1 annonce (1 page)
	Dossard		-	Logo bandeau inférieur	Logo bandeau supérieur	Naming
	Site internet	Logo	Logo + Bannière pub (1X)	Logo + Bannière pub (2X) + Carrousel (7 j.)	Logo + Bannière pub (3X) + Carrousel (2 x 7 j.) + Background inscription (7 j.)	Naming + Bannière pub (3X) + Carrousel (3 x 7 j.) + Background inscription (2 x 7 j.)
DIGITAL	Page Facebook	1 annonce	1 annonce	2 annonces	4 annonces	6 annonces
	Newsletter	Logo	Logo + 1 annonce	Logo + 2 annonce	Logo + 2 annonces + Newsletter partenaire	Naming + 3 annonces + Newsletter partenaire
	Suivi live / Résultats	-	Logo	Logo	Logo	Logo
	Invitations	6	16	40	80	160
RELATIONS PUBLIQUES	Hospitalité	-	-	Espace privatif 25 m ²	Espace privatif 50 m ²	Espace privatif 100 m ²
1 ODEIQOED	Pack Photographies	*	**	***	****	****
	Zone Partenaires Village expo	Espace 12 m ²	Espace 25 m²	Espace 50 m²	Espace 100 m ²	Espace 200 m ²
TERRAIN	Zone site d'acceuil	-	Logo + Spot publicitaire écran géant (1X)	Logo + Spot publicitaire écran géant (2X) + Banderoles (Rang 3)	Logo + Spot publicitaire écran géant (3X) + Banderoles (Rang 2)	Logo + Spot publicitaire écran géant (3X) + Banderoles (Rang 1)
	Zone Départ & Arrivée	Banderoles + Oriflammes (Rang 5)	Banderoles + Oriflammes (Rang 4)	Banderoles + Oriflammes (Rang 3)	Arche + Banderoles + Oriflammes (Rang 2)	Arche + Banderoles + Oriflammes (Rang 1)
	Zone Ravitaillement	-	-	Arche + Banderoles + Oriflammes (Rang 3)	Arche + Banderoles + Oriflammes (Rang 2)	Arche + Banderoles + Oriflammes (Rang 1)
Dotation financi	ère en € HT >	5 000 €	12 000 €	30 000 €	60 000 €	120 000 €
Dotation materie	elle valeur en € HT >	2 500 €	6 000 €	15 000 €	30 000 €	60 000 €



The partners of Saintélyon 2017

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MAIN PARTNERS	OFFICIAL PARTNERS				
La Région Auvergne-Rhône-Alpes				ILLE DE LYON	
OFFICIAL SUPPLIER					
BV SPORT.	PET	GF	ANDLYON Is metropole	SaimtÉtienne	
MEDIAS PARTNERS	OFFICIAL SUPPORTERS				
HERGES TRAILS	RFM	ibis styles war	s <u>Yorre</u>	Life + sportDevice	
		CRYO	LJON SPORT SANTÉ		
SOLIDARITY PARTNER	ORGANIZER		COORDINATOR		
			Extraspo	orts	

LA SAINTÉ SAINTÉ LYON

Contacts

PARTNERS AND EXHIBITORS

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Romain HOUZÉ Deputy director 04 72 83 41 02 • rh@extra-sports.com

Extrasports

Organization, coordination and marketing of the event

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