

Albany International  
 Anchorage International  
 Atlanta DeKalb Peachtree  
 Atlanta Hartsfield-Jackson International  
 Baltimore Washington International  
 Boston Logan International  
 Chicago Midway  
 Chicago O'Hare International  
 Cincinnati/Northern Kentucky International  
 Cleveland Hopkins International  
 Dallas/Ft. Worth International  
 Dallas Love Field  
 Dayton International  
 Denver International  
 Detroit Metro Wayne County International  
 Houston Bush Intercontinental  
 Houston William P. Hobby  
 Huntsville Madison County  
 Jacksonville International  
 Kansas City International



# CNN 2011

CNN AIRPORT NETWORK

Ketchikan International  
 Knoxville McGhee Tyson  
 Los Angeles Ontario International  
 Memphis International  
 Miami International  
 Minneapolis/St. Paul International





# AN **UPSCALE** & INFLUENTIAL AUDIENCE



Median age: 45

Avg HHI: \$101,400

HHI \$75K+: 174 index

HHI \$100K+: 207 index

HHI \$150K+: 265 index

HHI \$200K+: 288 index

Profl/Managerial Index: 203 index

Graduated College/+: 216 index

SOURCE: 2010 MRI CUSTOM CABLE STUDY



# AVID TRAVELERS

A VALUED DEMOGRAPHIC ←



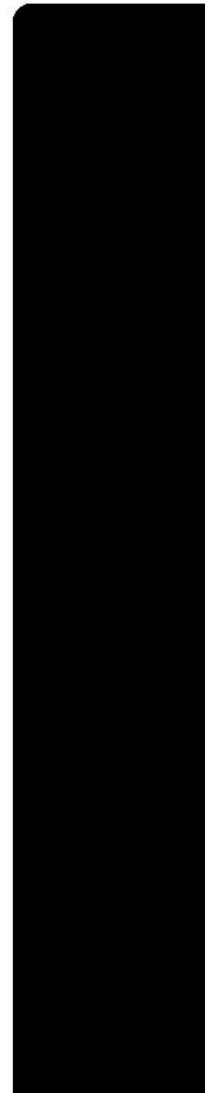
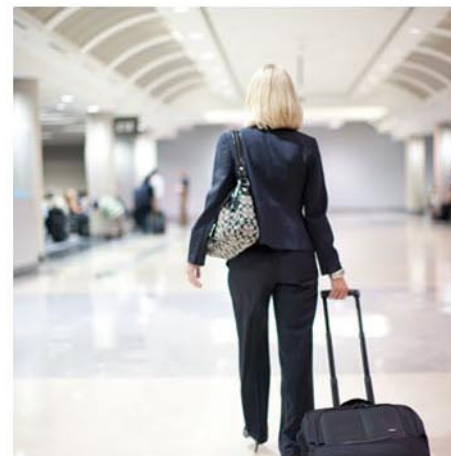
→ **12** BUSINESS FLIGHTS  
PER YEAR

→ **4+** LEISURE FLIGHTS  
PER YEAR

→ **31** NIGHTS IN A  
HOTEL PER YEAR

→ **25** DAYS IN A RENTAL  
CAR PER YEAR

SOURCE: 2010 THE NIELSEN COMPANY CUSTOM AUDIENCE SURVEY



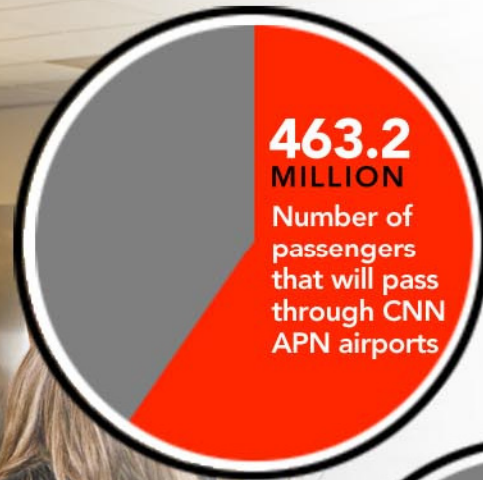


# 234.9 MILLION

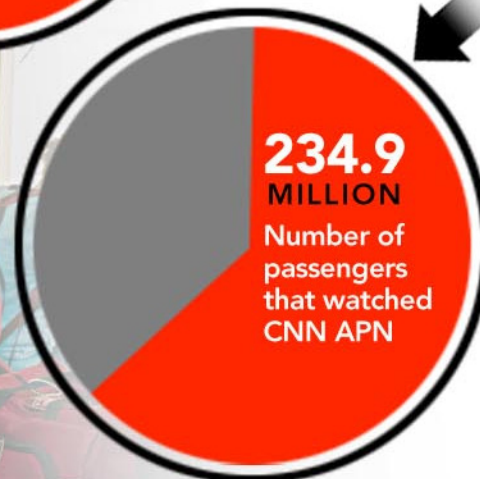
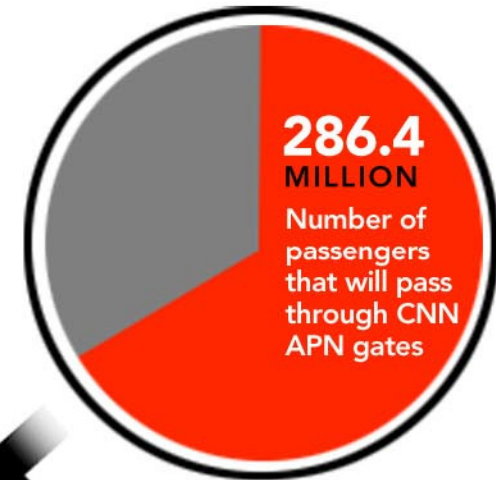
## ESTIMATED AIR TRAVELERS WATCH CNN AIRPORT NETWORK



707.4 MILLION TICKETED  
AIRLINE PASSENGERS



286.4 MILLION POTENTIAL  
CNN APN VIEWERS



Source: 2010 FAA and 2010 The Nielsen  
Company Custom Audience Survey



# ENGAGED VIEWERS



**77**  
MINUTES

THE AVERAGE  
TIME AIR TRAVELERS  
SPENT AT THE GATE.

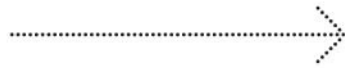
**47**  
MINUTES

THE AVERAGE  
TIME AIR TRAVELERS  
SPENT WATCHING  
CNN AIRPORT NETWORK.

SOURCE: 2010 THE NIELSEN COMPANY  
CUSTOM AUDIENCE SURVEY



STRATEGIC



# REAL ESTATE

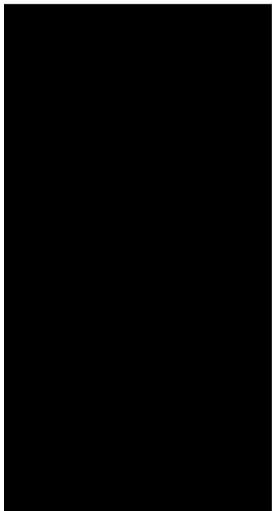
## 45 AIRPORTS, 2000+ GATES



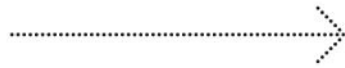
Albany International  
Anchorage International  
Atlanta Dekalb Peachtree  
Atlanta Hartsfield-Jackson International  
Baltimore Washington International  
Boston Logan International  
Chicago Midway  
Chicago O'Hare International  
Cincinnati/Northern Kentucky International  
Cleveland Hopkins International  
Dallas/Ft. Worth International  
Dallas Love Field  
Dayton International  
Denver International  
Detroit Metro Wayne County International

Houston Bush Intercontinental  
Houston William P. Hobby  
Huntsville Madison County  
Jacksonville International  
Kansas City International  
Ketchikan International  
Knoxville McGhee Tyson  
Los Angeles Ontario International  
Memphis International  
Miami International  
Minneapolis/St. Paul International  
Myrtle Beach International  
Nashville International  
New York John F. Kennedy International  
New York LaGuardia

New York Long Island Islip MacArthur  
Newark Liberty International  
Oakland International  
Orlando International  
Philadelphia International  
Phoenix Sky Harbor International  
Saint Louis Lambert International  
Salt Lake City International  
San Francisco International  
San Jose International  
Savannah/Hilton Head International  
Seattle-Tacoma International  
Tallahassee Regional  
Washington Dulles International  
Washington Reagan National



STRATEGIC



# REAL ESTATE

## ADDITIONAL LOCATIONS



CNN APN is available in select baggage claims areas, ticket counters, business centers, food courts, customs, and lobby areas.



## CLUBROOMS

CNN APN is available in 27 clubrooms in 11 markets across the country.



Clubrooms are **74%** business travelers with avg. **HHI \$177,000.**

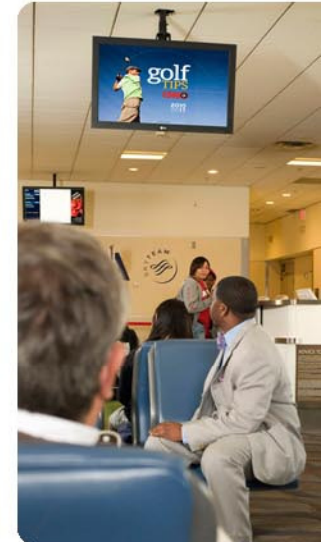
# INSTALLATIONS



→ LEADING EDGE TECHNOLOGY



- 42" LCDs
- High quality Bose audio system
- Volume adjusts based on level of ambient noise
- Audio interfaces with paging systems allowing passengers to hear pages and boarding announcements
- On-site field technicians provide proactive system evaluation 5 days/week





# → PROGRAMMING



**LIVE NEWS**  
**FROM CNN AND HLN**  
Morning Express  
CNN Newsroom  
The Situation Room  
Fareed Zakaria GPS  
Piers Morgan Tonight  
Anderson Cooper 360



**SPECIAL FEATURES**  
**SPONSORED PROGRAMMING**  
Money First  
Steamboat Ski Tips  
PGA Golf Tips  
Weather Updates  
Road Warriors Guide  
Travel Guides  
Destination Forecast



**SPORTS**  
**SELECT LIVE SPORTS EVENTS**  
NFL games  
NBA games  
Super Bowl



# SPORTS ● ● ● ● ●

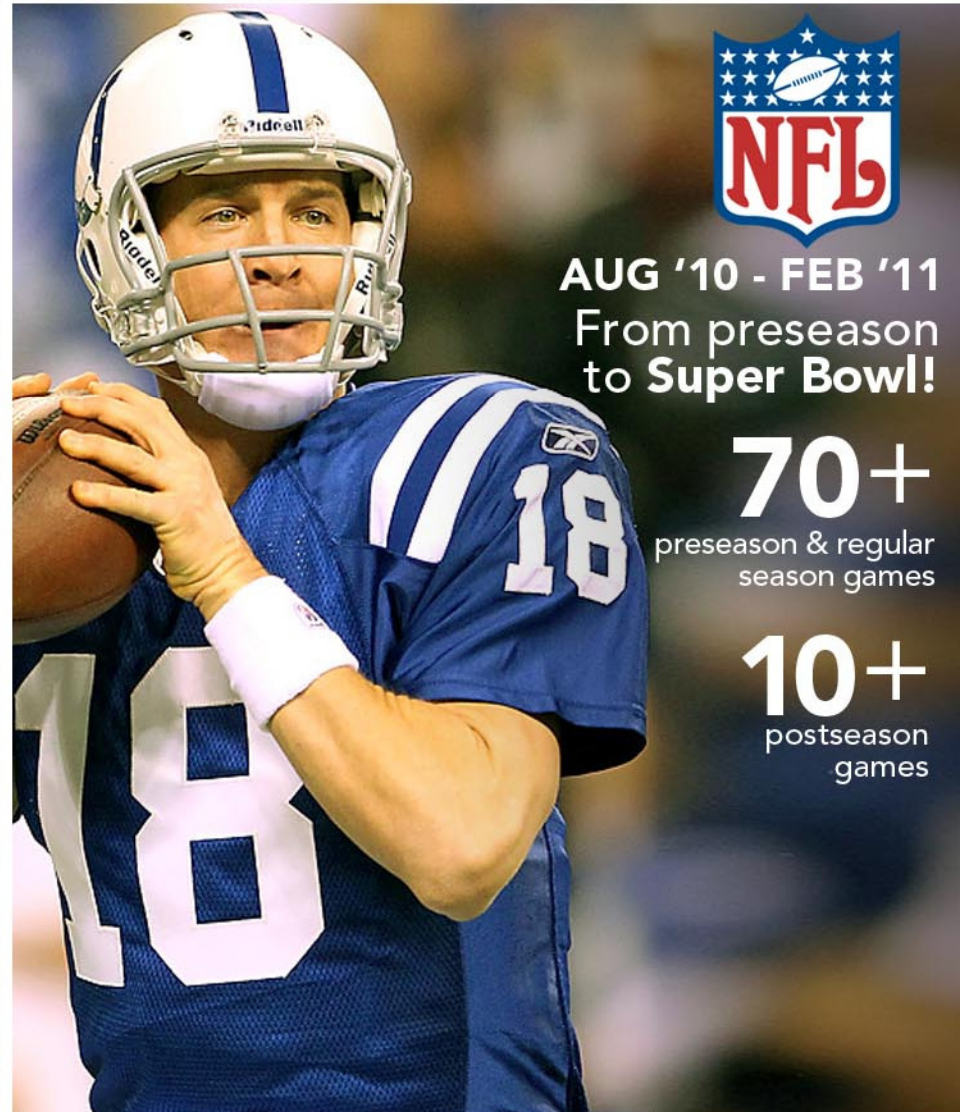



## PROGRAMMING 2011-2012



**OCT '10 - JUNE '11**  
Regular season & playoff games!

**90+**  
regular season & playoff games



**AUG '10 - FEB '11**  
From preseason to Super Bowl!

**70+**  
preseason & regular season games

**10+**  
postseason games

# FEATURE PROGRAMMING



UNIQUE ADVERTISER OPPORTUNITES WITH  
FEATURES TARGETED TO APN VIEWERS

## TRAVEL

FAMILY ADVENTURES  
ROADSIDE AMERICA  
TRAVEL GUIDE

## BUSINESS

BUSINESS CLASS  
DOING BUSINESS IN  
OPENING BELL

## PERSONAL FINANCE

MONEY 101  
MONEY FIRST  
RETIREMENT RULES

## HEALTH

HEALTHY TRAVELER  
HEALTH WISE  
EXECUTIVE HEALTH

## LIFESTYLE

BEST EATS  
ICONS OF CULTURE  
TRAVEL TECH

## SPORTS

GOLF TIPS  
SKI TIPS  
SPORTS UPDATES

## GENERAL INTEREST

ALLERGY REPORT  
BOOK LIST  
CNN CHALLENGE  
DESTINATION FORECAST  
ICONS OF CULTURE  
REAL SIMPLE  
TEST DRIVE



# FEATURE PROGRAMMING



HIGH IMPACT ON-SCREEN  
ADDED VALUE

## ON-SCREEN ENTITLEMENT

Advertiser's logo  
appears on-screen  
periodically during  
custom content



## SQUEEZEBACK

"U" shaped ad unit  
that appears  
on-screen twice  
during custom content



# THE MOST RELIED ON



→ SOURCE OF TV NEWS FOR THE TRAVELER

83%

of air travelers  
watch CNN APN

Source: 2010 The Nielsen Company Custom Audience Survey

88%

of viewers agree CNN APN  
helps me stay in touch with  
what's happening in the world

Source: 2010 The Nielsen Company Custom Audience Survey



# IMPROVES TRAVEL EXPERIENCE



**75%** of viewers say watching CNN APN makes the time spent in the airport more worthwhile.

**83%** of viewers feel CNN APN enhances the airport environment.

**80%** of viewers will seek out CNN APN the next time they fly.

Source: 2010 The Nielsen Company  
Custom Audience Survey



# SUMMARY ●●●●●



## CNN AIRPORT NETWORK ←

### UPSCALE DEMOS

Successful, highly educated viewers are watching CNN Airport Network.

### SCALE

234.9 million annual viewers watching in 45 airports and 27 clubrooms nationwide.

### CAPTIVE AUDIENCE

Viewers are spending record times at the gates and other areas of the airport and they're spending more time watching CNN Airport Network.

### ENGAGING CONTENT

The best of CNN and HLN, plus sports and feature programming. Sponsorships offer on-screen messaging during relevant content designed for travelers.

