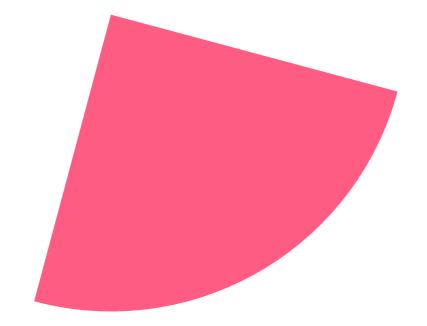
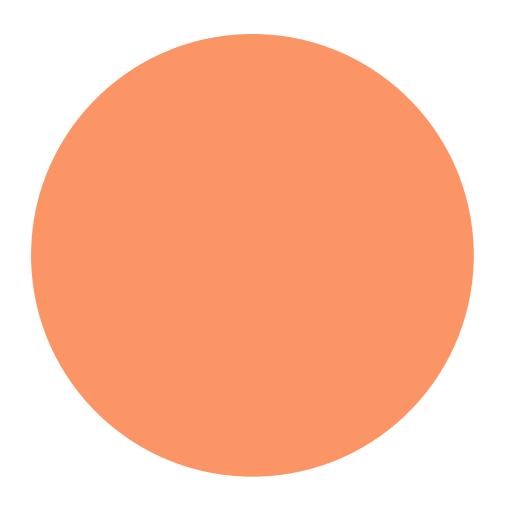
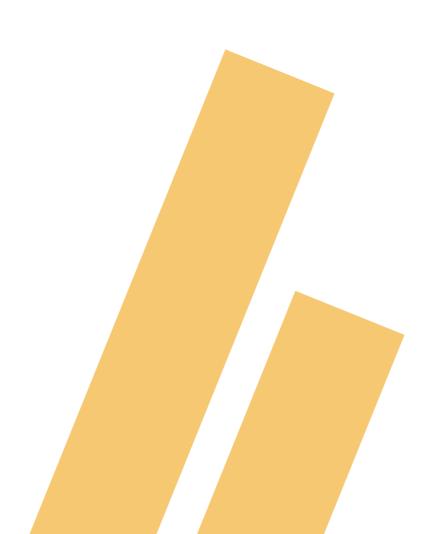
#### Influencer Analytics



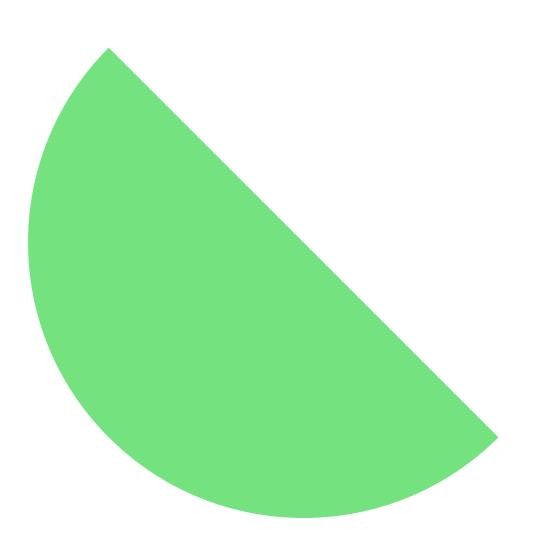


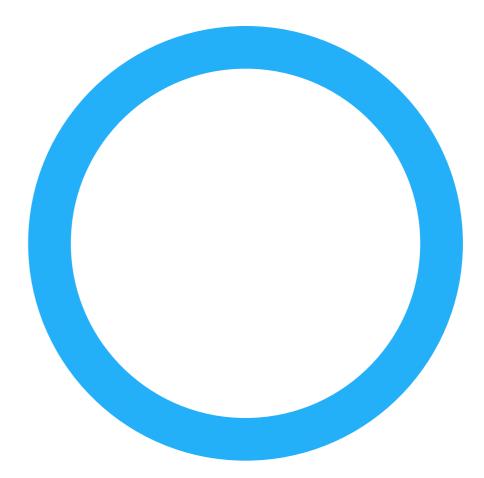
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# Influencer Analytics



#### March 2018





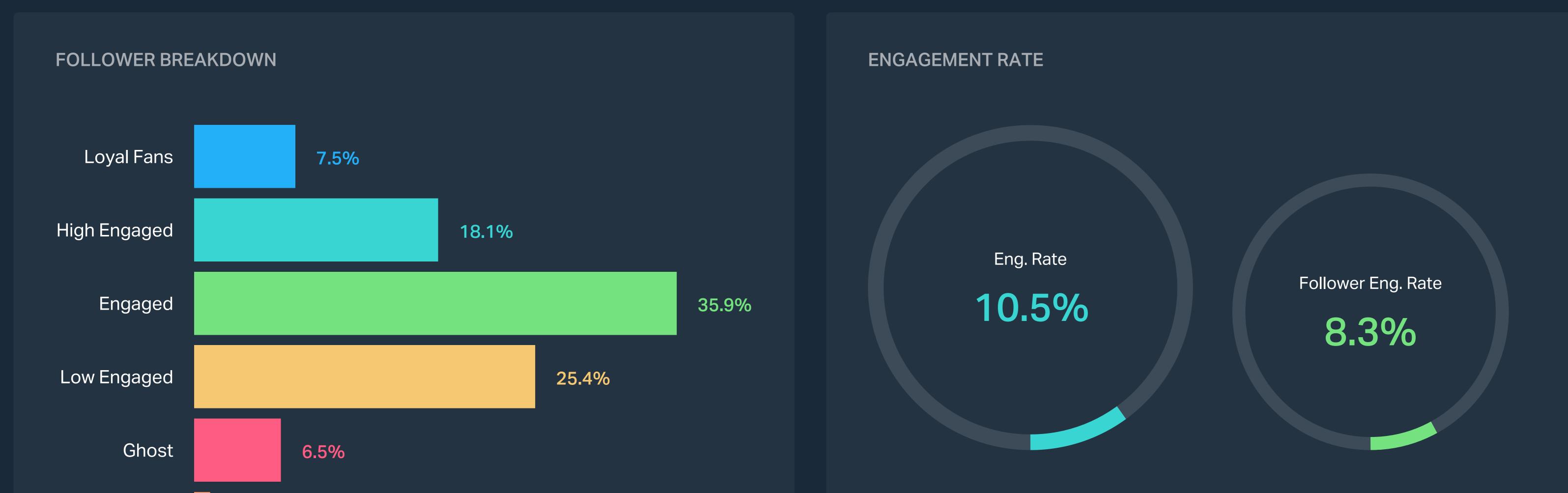


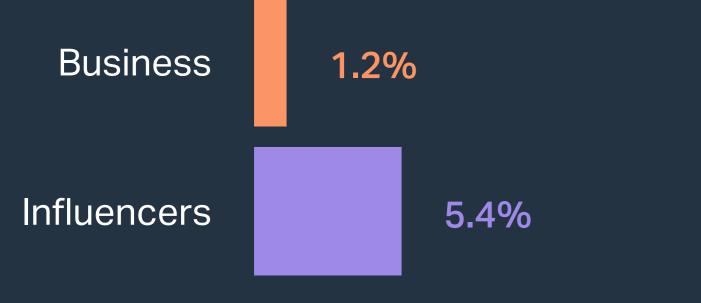


#### 214 posts 93.9k followers 234 following

VALUABLE FOLLOWERS







#### **PROFILE TYPES**

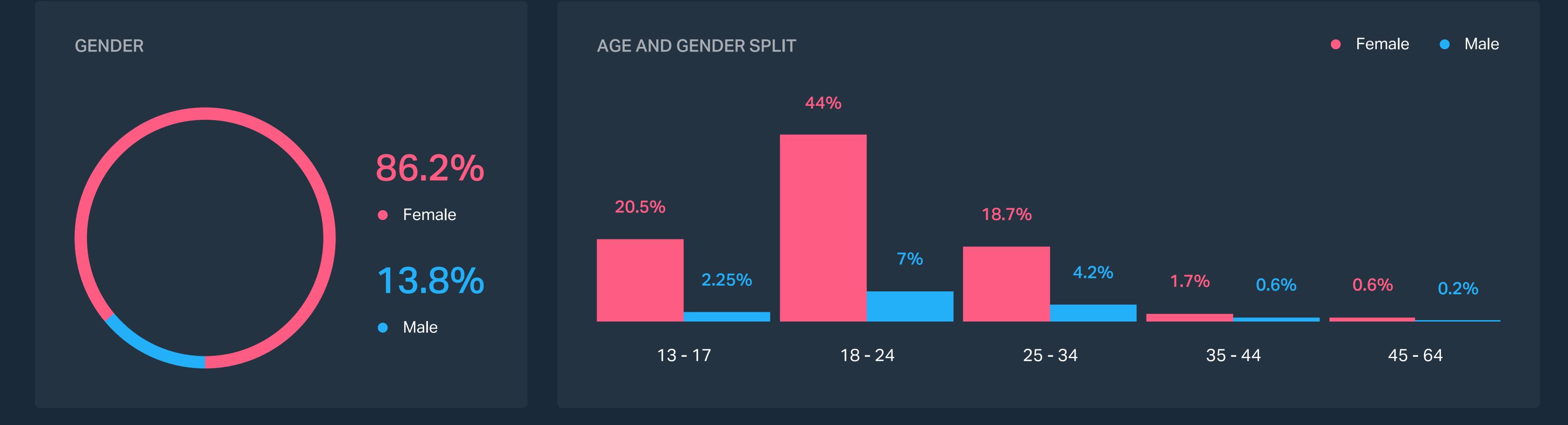
- Loyal Fans are high quality profiles that deeply interact with an Influencer.
- High Engaged are high quality profiles that regularly interact with an Influencer.
- Engaged are high quality profiles that occasionally interact with an Influencer & low quality profiles that regularly interact with an Influencer.
- Low Engaged are low quality profiles that rarely interact with an Influencer.
- Ghost are suspicious profiles that do not engage in activity.
- Business are profiles that are run by companies/brands.
- Influencers are profiles that have large followings.

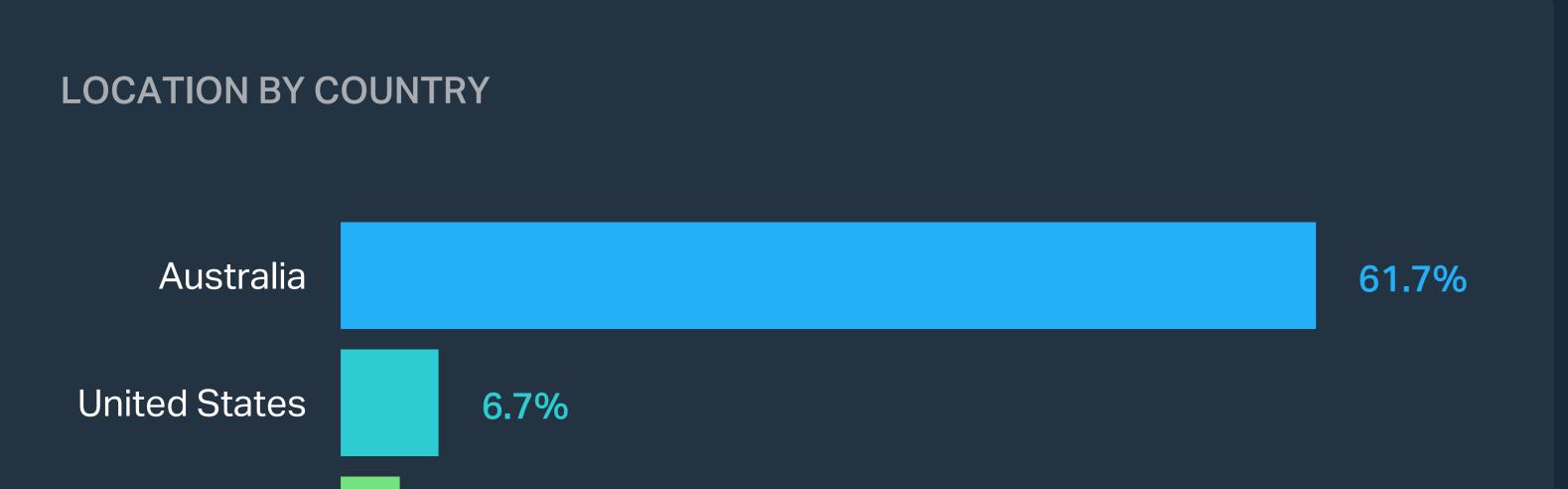
- Engagement Rate: Average number of likes and comments on the Influencer's last 18 posts divided by total number of followers.
- Follower Engagement Rate: Same as the engagement rate but only takes into account likes and comments from followers.

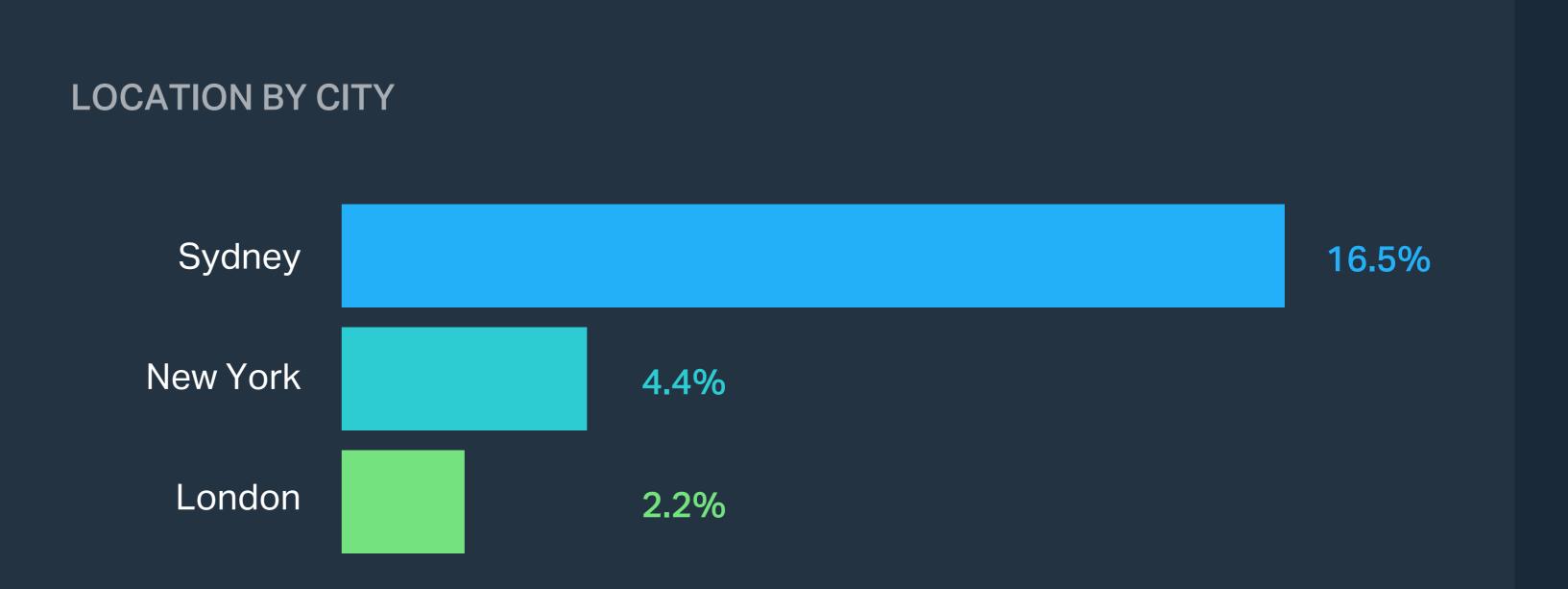
#### POD ENGAGEMENT RATE

- <section-header><section-header><section-header><text>
- Pod Engagement Rate: Percentage of Influencers that have Commented on the Influencer's last 18 posts.
- Other Commentors

Audience Demographics



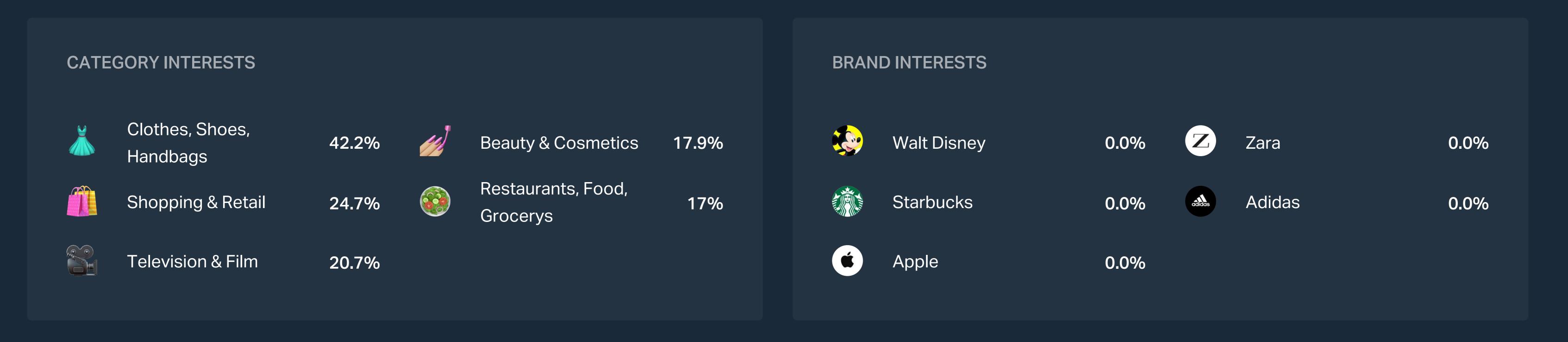




4%

## **Audience Interests**

UK

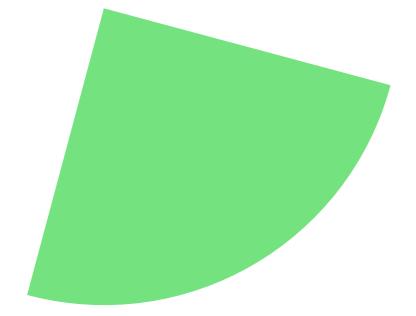


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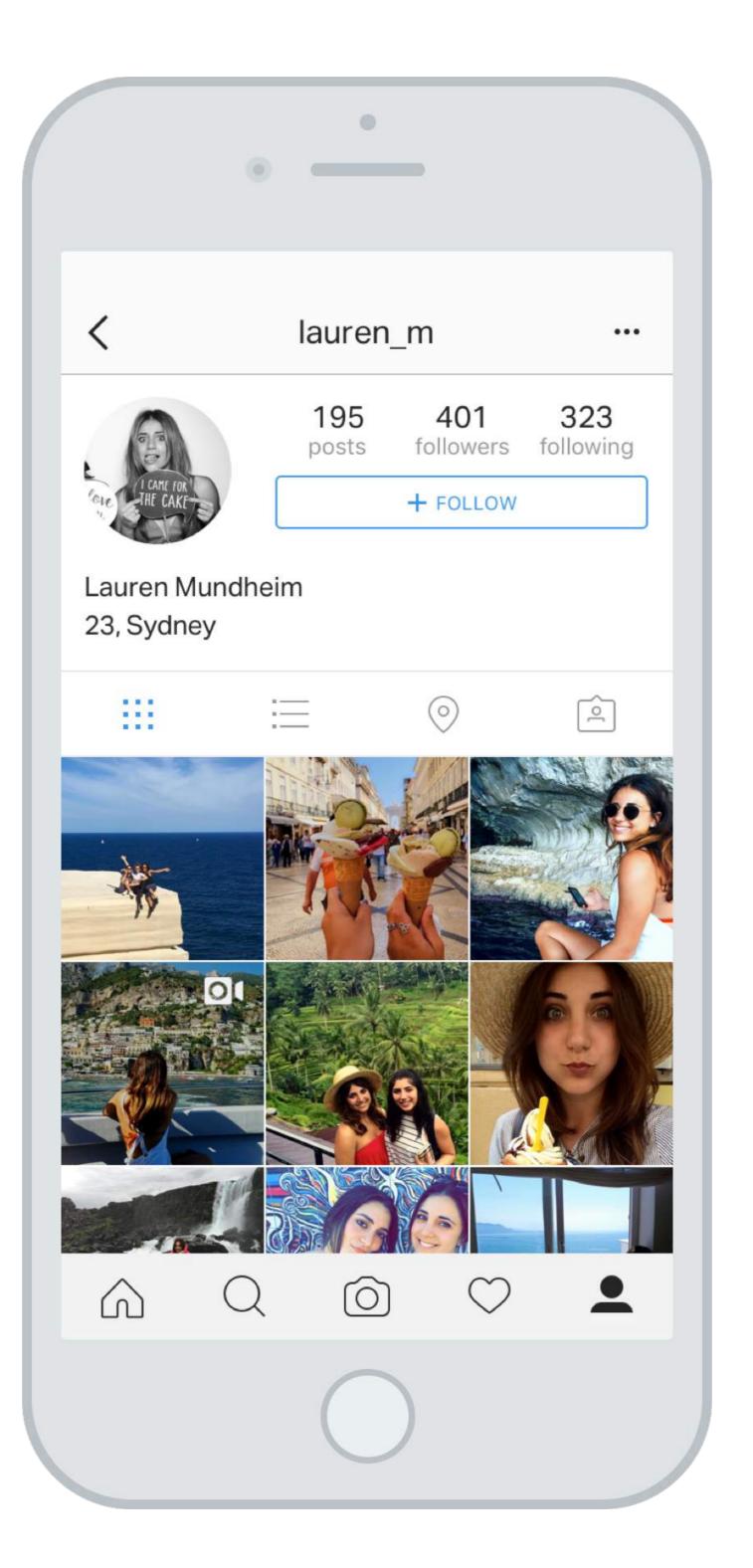


Profile Types



# **Profile Types**

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# Loyal Fans, High Engaged & Engaged

They are your everyday person that enjoys spending time surfing Instagram and sharing photos with friends and family.

These profile types are categorised on their level of activity with the Influencer.

users.

March 2018

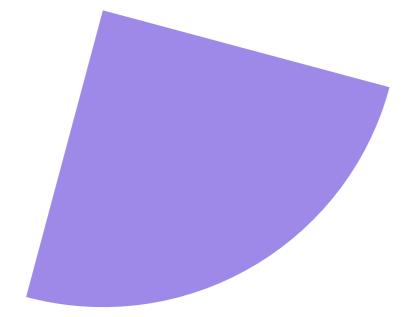
#### HIGH QUALITY PROFILES

Typically, Loyal Fans will interact the most, followed by High Engaged and then Engaged



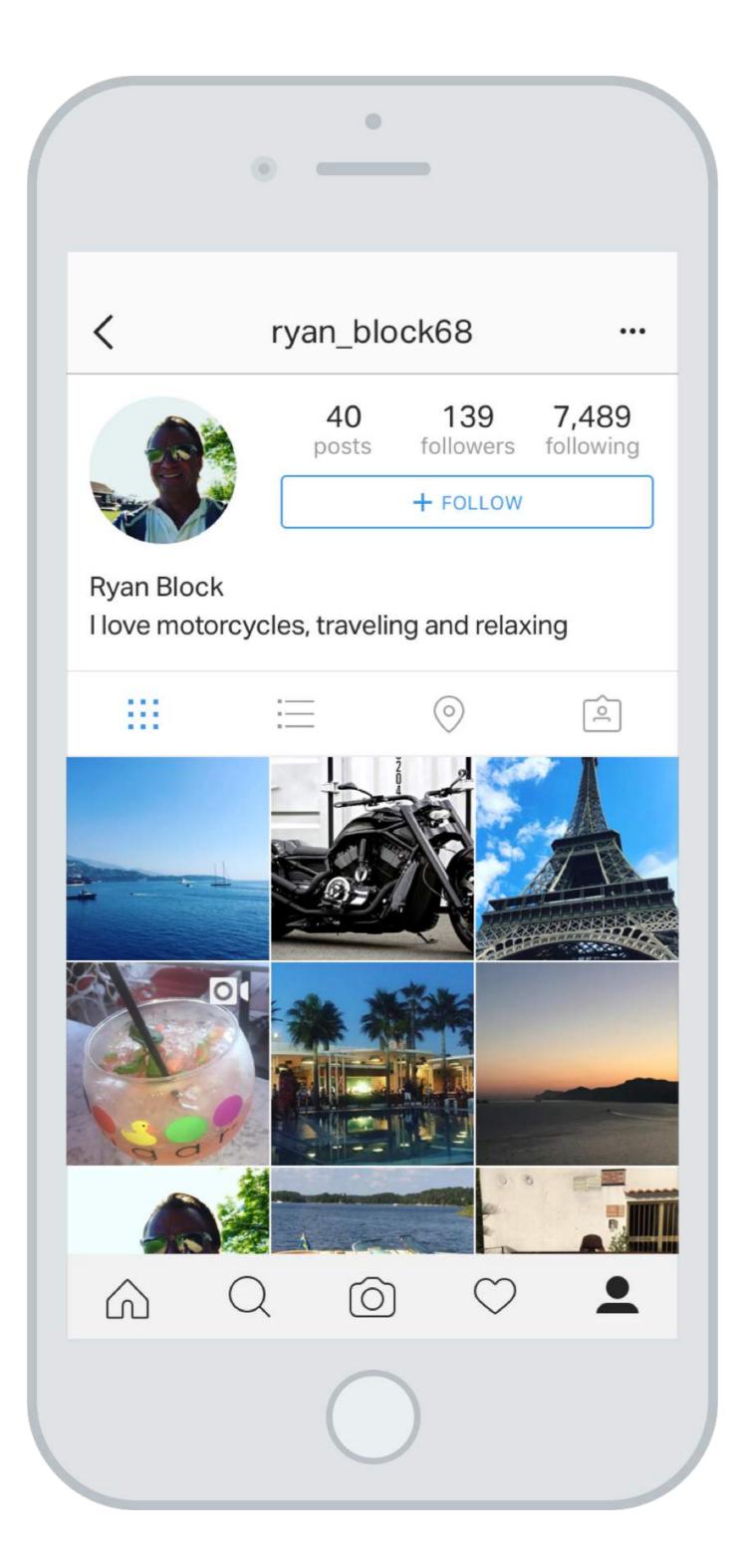


Profile Types



# **Profile Types**

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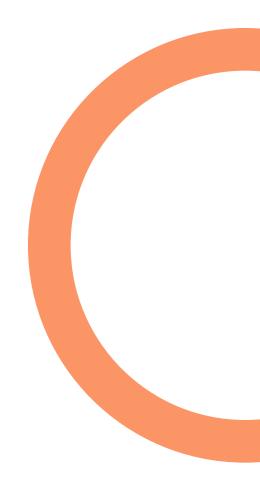


#### LOW QUALITY PROFILES

## Low Engaged

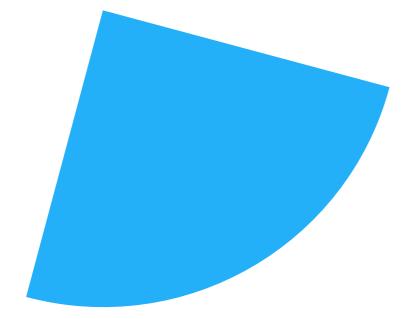
These profiles tend to have high a 'following' – at least 3 times the number of their 'followers'.

Their busy feeds decreases their chances of seeing the influencer's post, thus limiting their engagement with the influencer. Therefore these profile types are seen as not valuable.





Profile Types



# **Profile Types**

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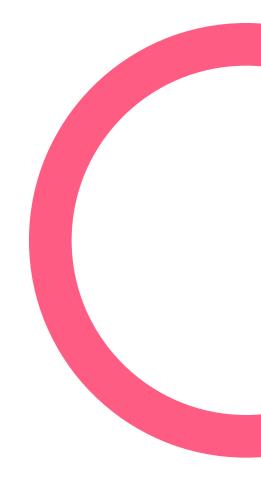
<	jjkj1	jjkj123	
	0 posts	0 followers + FOLLOW	2,471 following
		$\odot$	ê
Follow	This account to see their p	t is private. bhotos and v	ideos.
$\bigcirc$	<b>Q</b> (0)	$\bigcirc$	$\bigcirc$
	C		

#### SUSPICIOUS PROFILES

## Ghost

These profiles are inactive and are generally created by bots. They have almost zero activity and interact rarely with the influencer.

These are the type of profiles you do not want an Influencer to have.





# **Frequently Asked Questions**

## **Engagement Rate**

### What is it?

The Engagement Rate takes into account the Influencer's average likes and comments (minus interactions from Ghost acounts) from the last 18 posts, divided by their total following.

### What does it mean for a Brand?

Influencers with high engagement rates tend to be more effective in achieving campaign objectives. However, this metric should be used in conjunction with the Follower Engagement Rate to ensure that interactions have not been paid-for.

## Follower Engagement Rate

### What is it?

The 'Follower' Engagement Rate is the same as the Engagement Rate however it only takes into account the likes and comments that come from an Influencer's followers.

## What does it mean for a Brand?

If a significant proportion of an Influencer's likes and comments are coming from outside their followers, an Influencer is most likely buying their likes. You want the 'Follower' Engagement Rate to be similar to the Engagement Rate. This will increase the likelihood of the target audience engaging with an Influencer's post.



# **Frequently Asked Questions**

## Pod Engagement Rate

#### What is a Pod?

A Pod is a group of Instagram Influencers that follow, like and comment on each others posts to boost the performance of each members post. They were created by Influencers to combat the new Instagram algorithm that controls the way that posts are ordered in user feeds.

## How is the Pod Engagement Calculated?

The Pod Engagement Rate takes into account the number of Influencer comments from the last 18 posts, divided by the total number of comments. An 'Influencer comment' is a comment written that comes from an Influencer profile.

## What does it mean for a Brand?

The Pod Engagement Rate will be able to identify the likelihood of an Influencer partaking in Pods. Brands need to be made aware of an Influencer's Pod Engagement Rate in order to distinguish between real and fake conversation on their posts.

