



“THE BASKETBALL LEAGUE” REPORT

A Data-Driven Digital Analysis focused on Basketball

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We are
Digital Enablers

IQUII was born in 2011 and founded by two partners, Mirko and Fabio. The initial activity was focused on IT and security services. Its business model was reorganized in 2012, focusing on new mobile/web technologies.

In 2013 IQUII integrated Digital Marketing and consultancy services in its commercial offer. In 2013 the company started a Wearable-IoT lab in order to position itself in Italy as the development leader of embedded software, mobile software, wearable technologies and User Experience.

Today IQUII is a company which is strongly growing and quickly expanding abroad. From 2016 IQUII is part of the group "Be", a multinational company which is quoted on the Italian stock exchange.

We focus on the key areas of digital projects in order to enable new business models and new opportunities through technologies. We realize creative communication strategies, enhanced by method and experience. We deeply explore trends and opportunities merging knowledge, research and extended vision. We lead our clients through innovative paths to connect people and brands, combining listening skills, engagement and experimentation.

Summary**IQUII SPORT**

FANIZE: THE FAN ENGAGEMENT & LOYALTY PLATFORM
SPORTXP: THE SPORT PLATFORM FOR CLUBS
PLAYERXP: THE SPORT PLATFORM FOR ATHLETES

LBA Serie A**LNP Serie A2 Ovest****LNP Serie A2 Est****ITALY: Overview****NEW ➔ OFFICIAL APPS****LBA Serie A: Players****LNP Serie A2 Ovest: Players****LNP Serie A2 Est: Players****TBL (R)EVOLUTION**

4

6

7

8

10

19

28

37

51

55

60

65

70

In August 2017 IQUII Sport has been launched, the Business Unit designed to study and deepen four Sport Industry areas:



SPORT MARKETING & FAN ENGAGEMENT

Understanding main stakeholders' strategies and anticipating Sport Industry trends, to engage the fan inside and outside the venue with membership, loyalty, proximity and sport retail strategies.



INNOVATION TECHNOLOGY & SPORT PLATFORMS

Outlining the relationship between sport and new technologies, deepening CRM and membership platform development studying technologies for clubs, associations and sports events.



DATA MONETIZATION

Developing data-driven strategies to support stakeholders, aiming to create value from data both directly and indirectly, and integrating online and offline touchpoints.



INSIGHTS & REPORTS

Collecting and analysing data, producing reports and infographics about clubs, players, events and the new eSports scenario.

OUR CLIENTS



Fanize

ENGAGE FANS
MONETIZE THEM

[CONTACT US](#)OR GO TO FANIZE.IT

The fan engagement and loyalty platform based on gamification and rewarding dynamics, able to engage the user in the transactional phase (after the purchase) and in the pre-transactional one.



The tool to centralize the authentication and the building of users' records, aggregating data, profiling and acquiring relevant info to create a structured database.



The touchpoint, based on an own algorithm, to activate new revenue models, realizing targeted campaigns and even more solid and effective loyalty & membership strategies.

WHO CHOSE US



FIR - FEDERAZIONE ITALIANA RUGBY



FROSINONE CALCIO



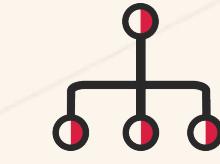
OUR HUB YOUR STRATEGY

[CONTACT US](#)OR GO TO SPORTXP.NET

The sport platform designed to offer a complete fan experience able to transform the fan from just a user to an active part of the community.



The new frontier of fan engagement where supporters will experience personalised features dedicated to the world of their club.



The software born to acquire a constant flow of data and to optimise the acquisition, membership and monetization processes.

WHO CHOSE US



FROSINONE CALCIO



VENEZIA FC



VIRTUS ROMA



PLAYERXP

FAN ENGAGEMENT PLATFORM

WE ASSIST YOU SCORE

[CONTACT US](#)OR GO TO PLAYERXP.IT

The web and mobile platform designed to make the athlete a real brand, turning him into a strategic asset for the business world.



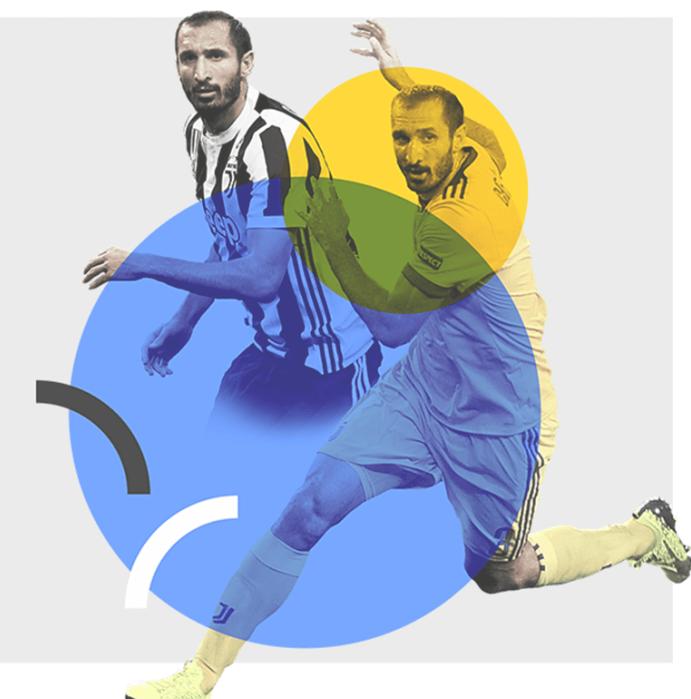
The innovative digital space to get in touch with the fanbase in a new and deeper way, for a closer and more interactive relationship.



The sport platform aimed at optimising the fans' data gathering process and improving their engagement.



GIANLUIGI BUFFON



GIORGIO CHIELLINI

Basketball Leagues included in this overview

FIRST DIVISION



LBA SERIE A

16 CLUBS

SECOND DIVISION



LNP SERIE A2 OVEST

15 CLUBS

SECOND DIVISION



LNP SERIE A2 EST

16 CLUBS

ITALY

ITALY SnapShot / LBA Serie A



16
CLUBS

Total LBA Serie A
BASKETBALL CLUBS
analyzed.

9
BRANDS

Total LBA Serie A TECH
BRANDS analyzed.

1.2 M
+ 1.53%*
FANS

Total Facebook, Twitter,
Instagram, YouTube FANS of
the LBA Serie A Basketball Clubs
analyzed.

*[from April 25, 2019 to May 25, 2019]

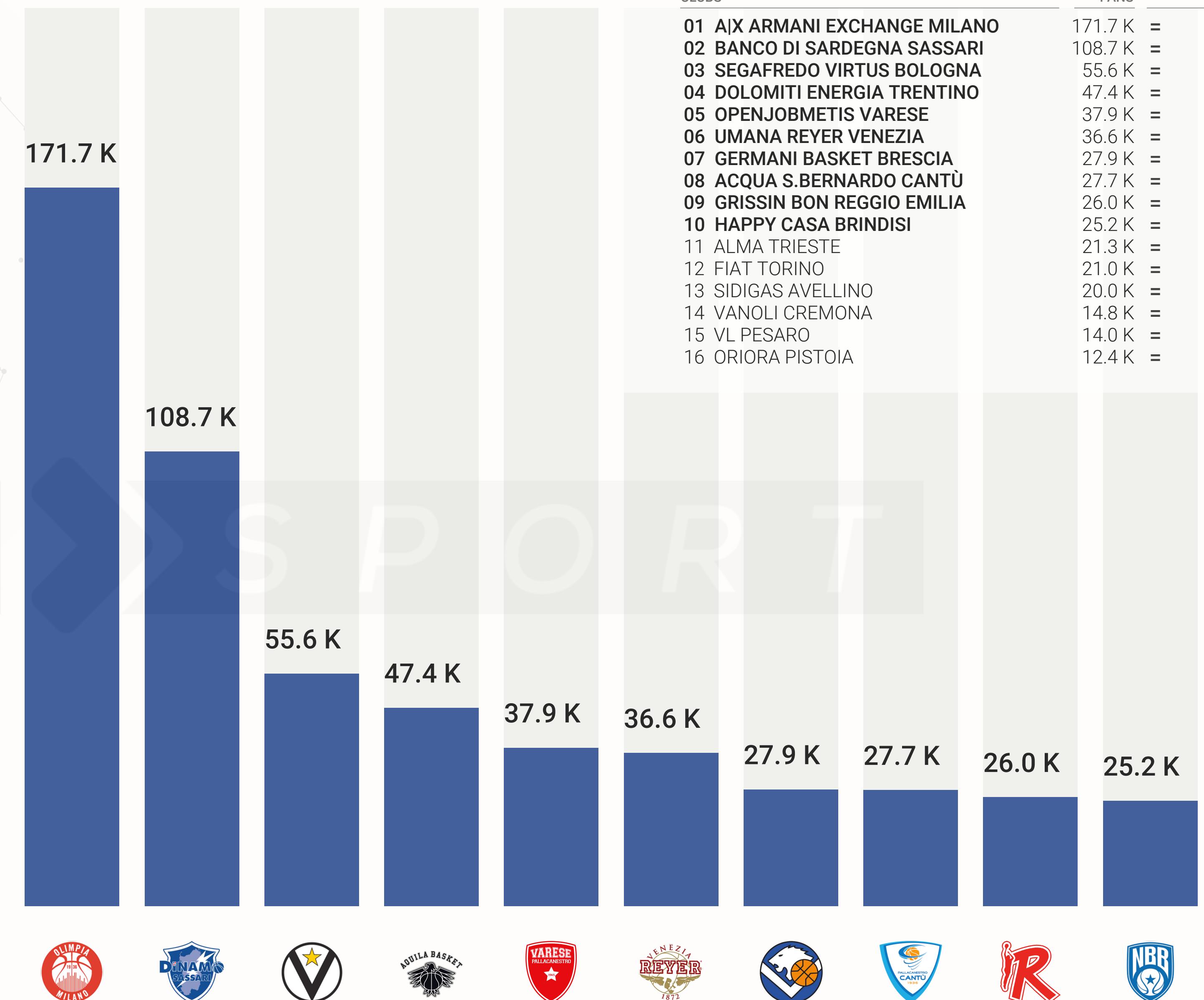
LBA SERIE A Facebook

TOTAL FANBASE

668 K



Ranking of the **LBA Serie A**
basketball clubs on Facebook.



*[from April 25, 2019 to May 25, 2019]

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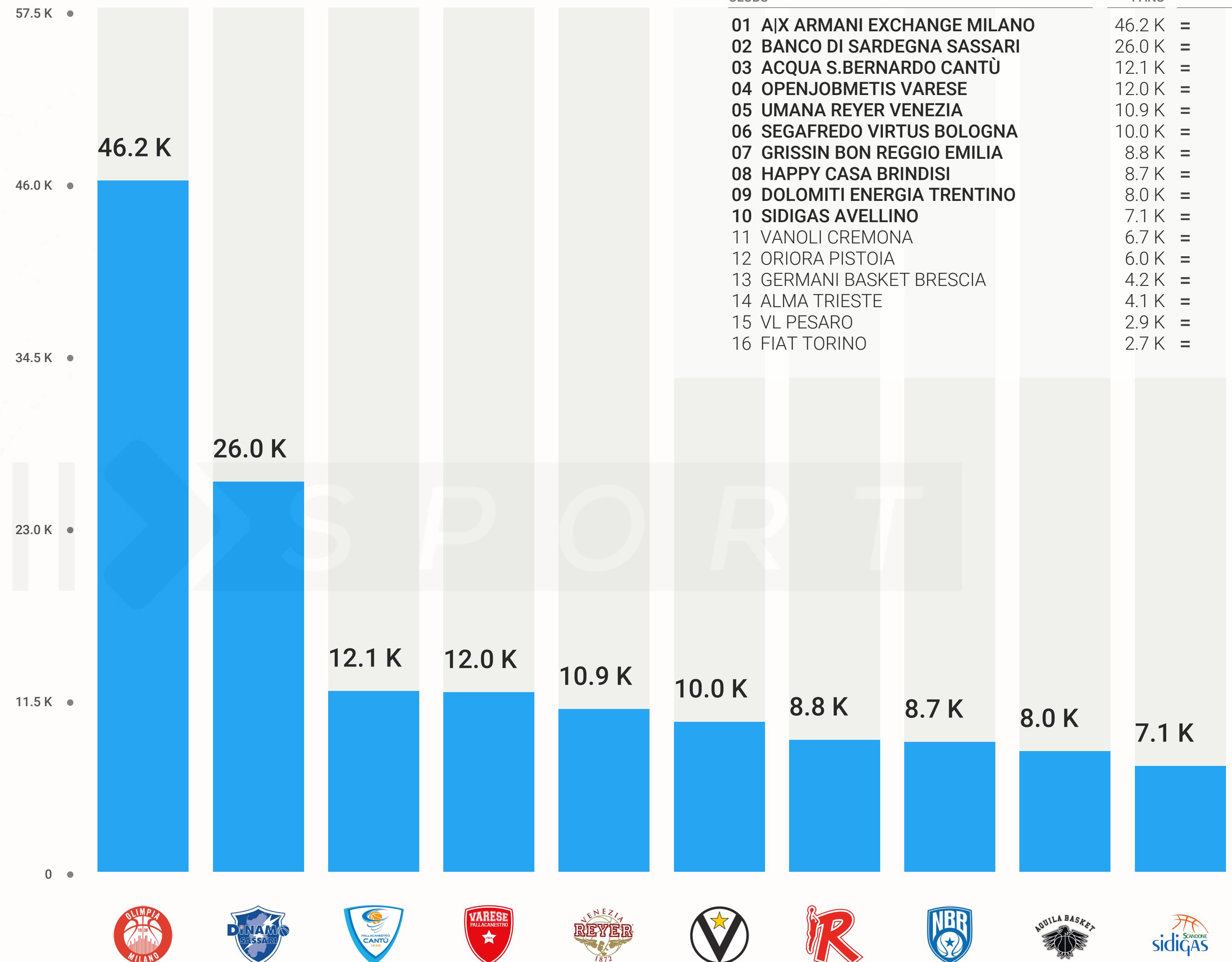
LBA SERIE A Twitter

TOTAL FANBASE

176 K



Ranking of the **LBA Serie A** basketball clubs on Twitter.



*[from April 25, 2019 to May 25, 2019]

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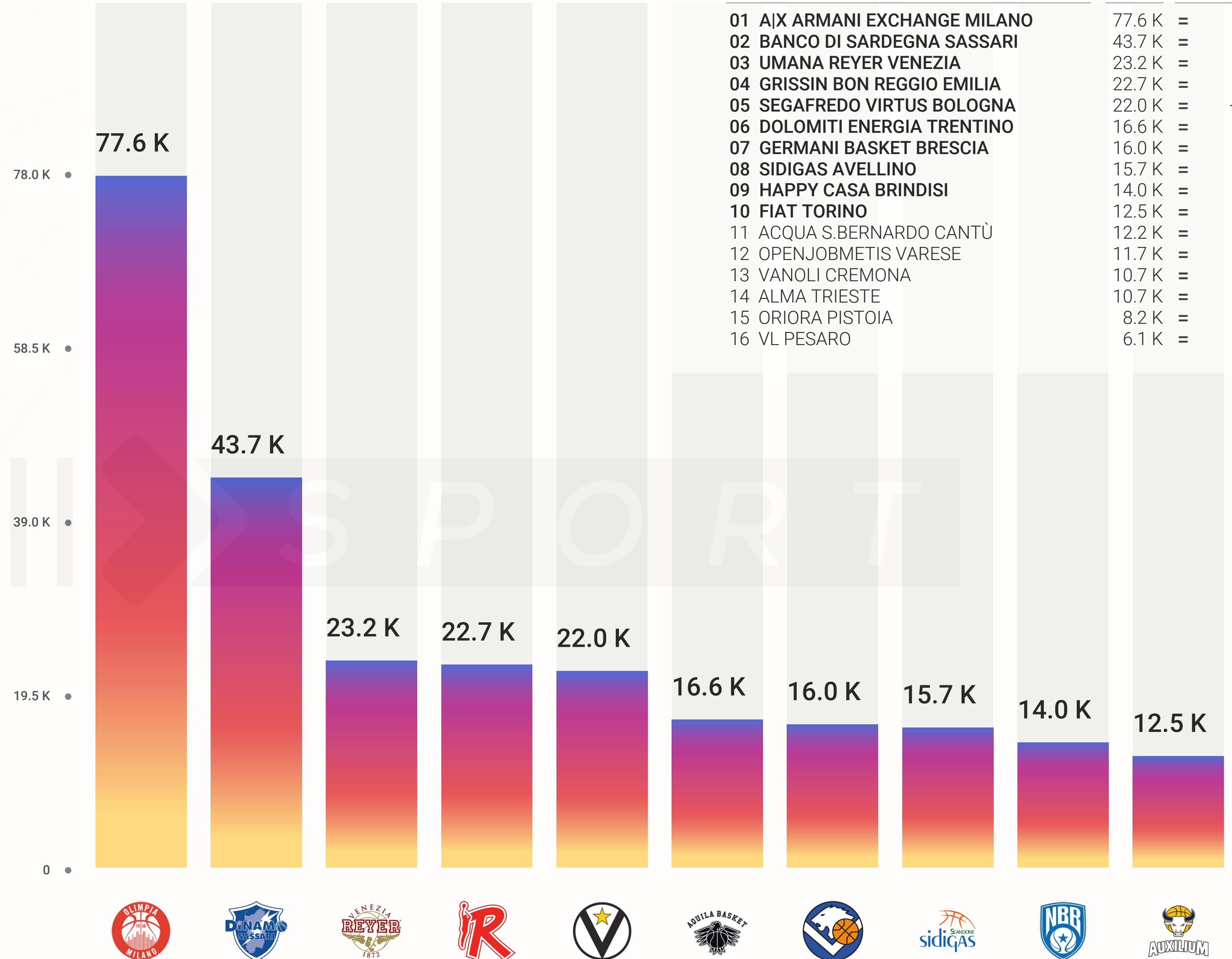
LBA SERIE A Instagram

TOTAL FANBASE

323 K



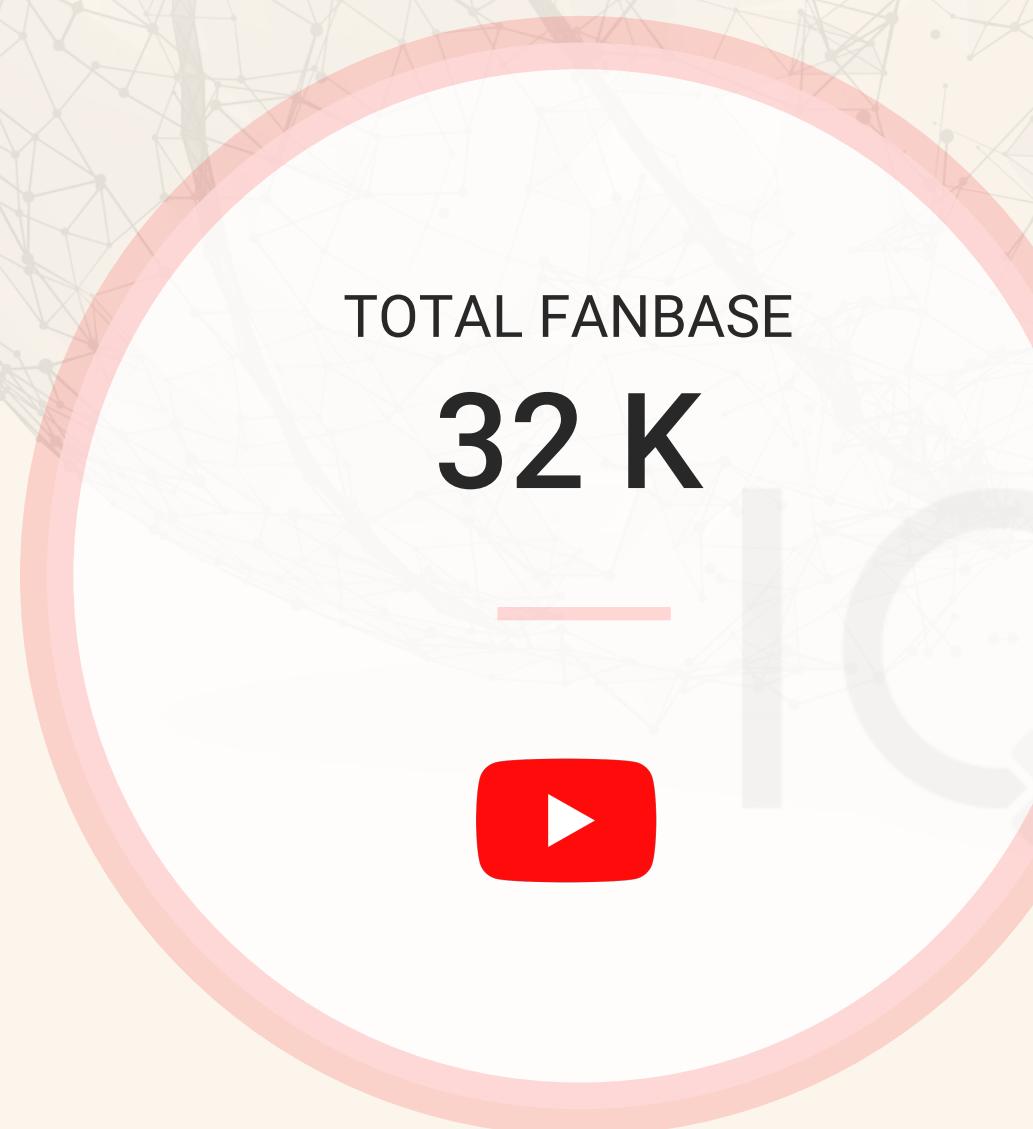
Ranking of the **LBA Serie A**
basketball clubs on Instagram.



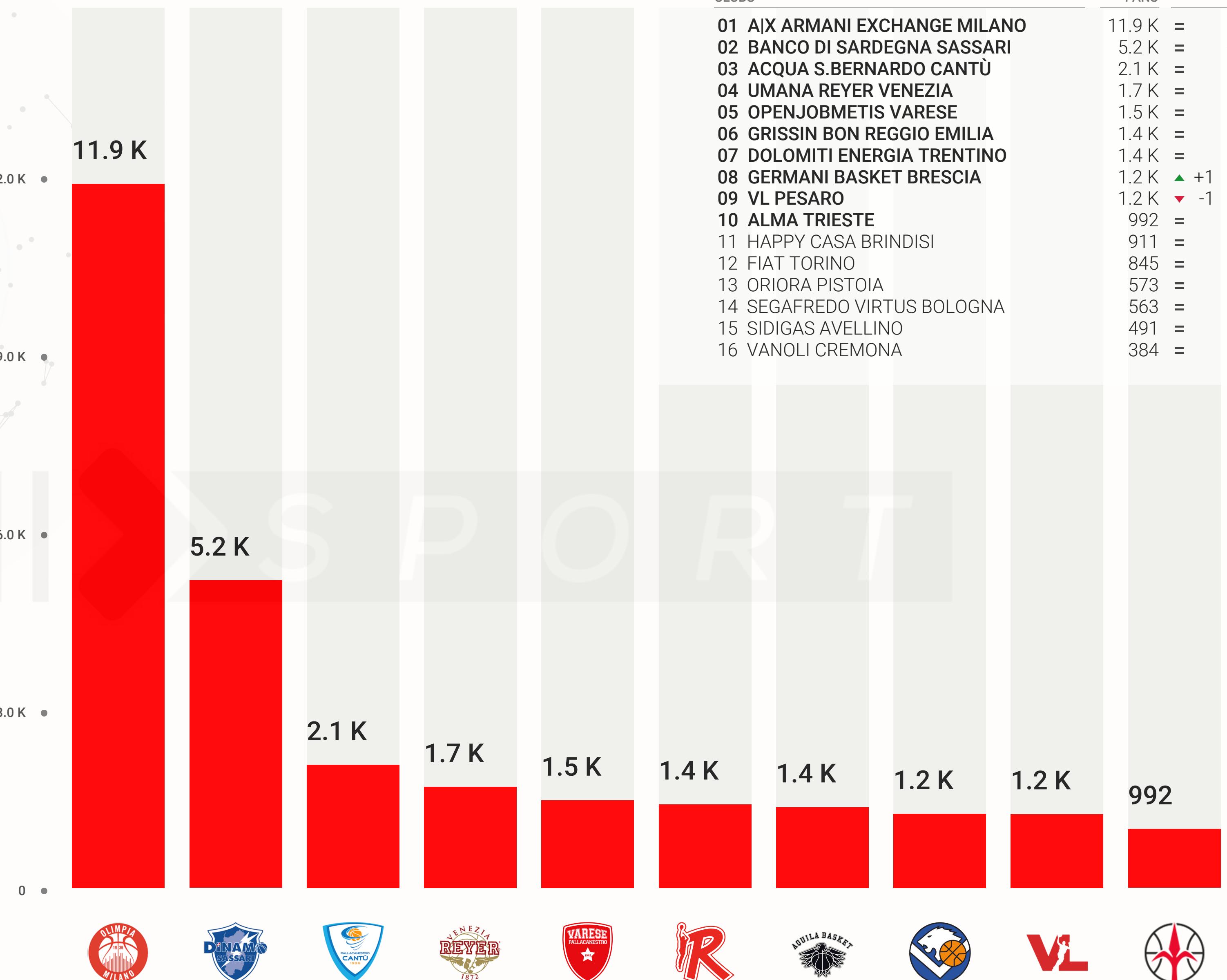
*[from April 25, 2019 to May 25, 2019]

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LBA SERIE A YouTube



Ranking of the **LBA Serie A**
basketball clubs on YouTube.



*[from April 25, 2019 to May 25, 2019]

LBA SERIE A Social

TOTAL FANBASE

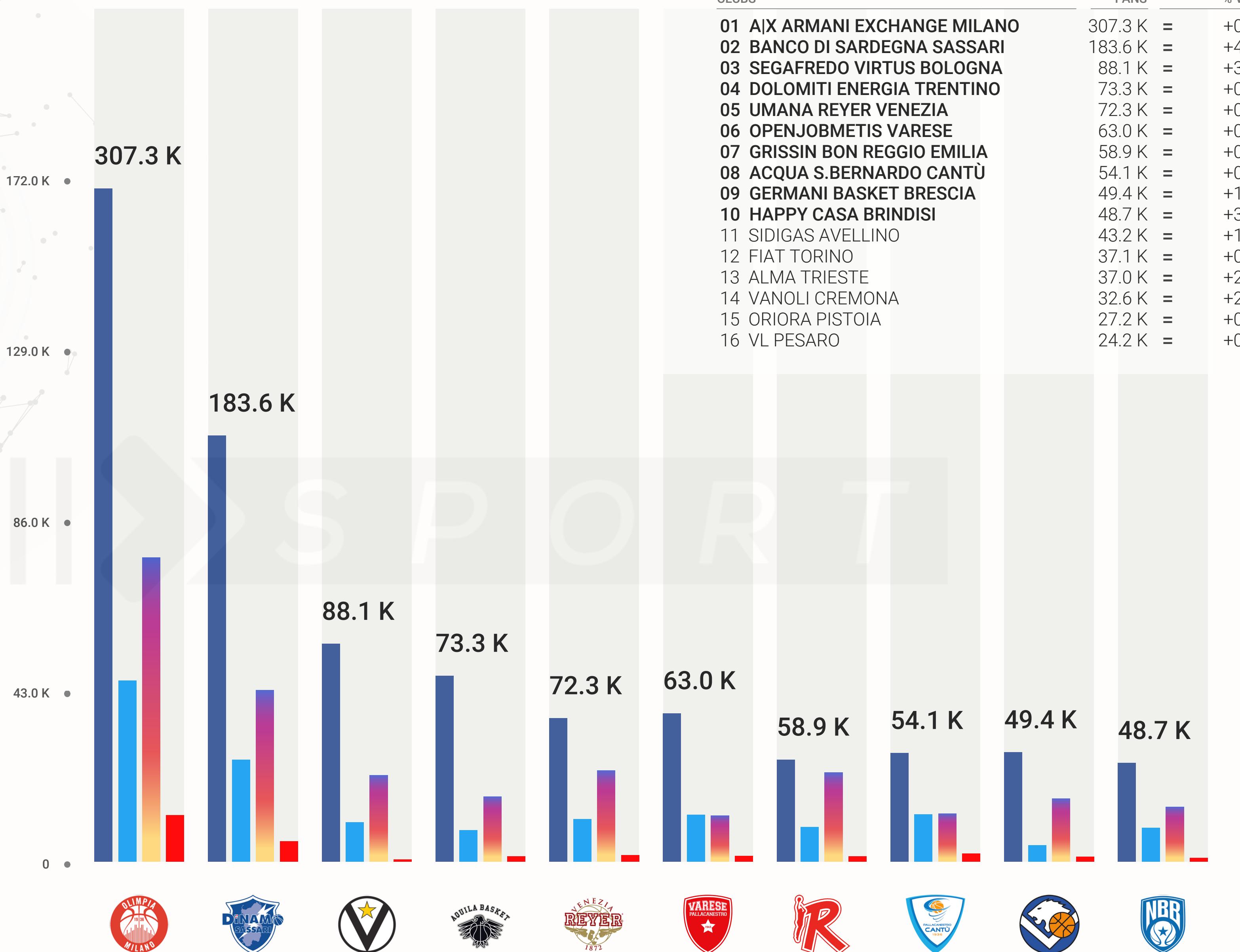
1.2 M



Ranking of the **LBA Serie A** basketball clubs based on the aggregate Facebook, Twitter, Instagram and YouTube fanbases.

*from April 25, 2019 to May 25, 2019

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LBA SERIE A Brands

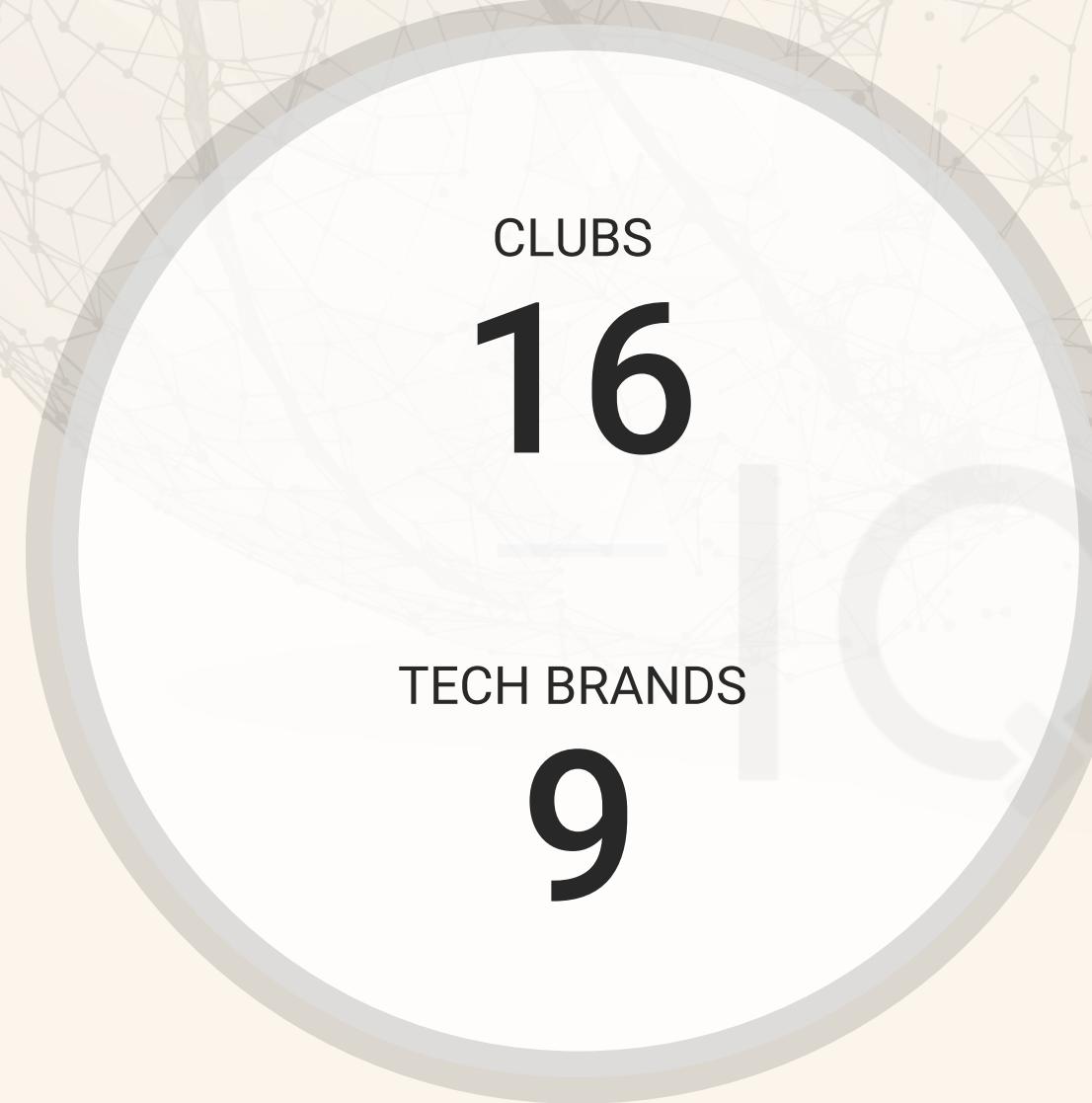


Potential Social Media exposition
of the **Tech Brands** in relation
to the total fanbase of the 16
sponsored LBA Serie A basketball
clubs.

*[from April 25, 2019 to May 25, 2019]



LBA SERIE A Brands



Coverage of the **Tech Brands**
in relation to the 16 sponsored
LBA Serie A basketball clubs.

*[from April 25, 2019 to May 25, 2019]

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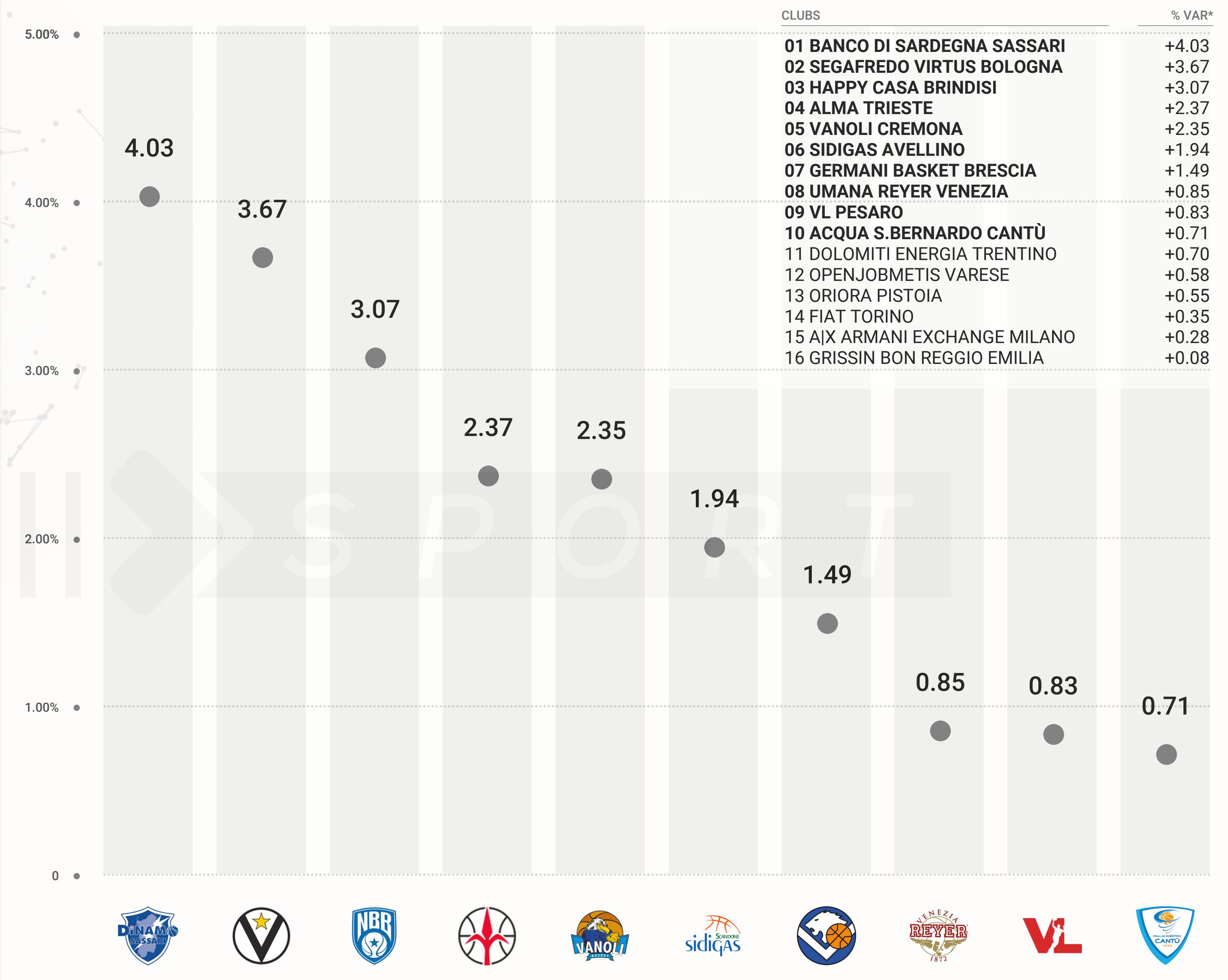
LBA SERIE A Grown Up



Ranking of the most grown up
LBA Serie A basketball clubs
 based on the aggregate Facebook,
 Twitter, Instagram, YouTube
 fanbases.

*[from April 25, 2019 to May 25, 2019]

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ITALY SnapShot / LNP Serie A2 Ovest



15
CLUBS

Total LNP Serie A2 Ovest
BASKETBALL CLUBS
analyzed.

11
BRANDS

Total LNP Serie A2 Ovest
TECH BRANDS analyzed.

271 K
+ 1.66%*
FANS

Total Facebook, Twitter,
Instagram, YouTube FANS of
the LNP Serie A2 Ovest
Basketball Clubs analyzed.

*[from April 25, 2019 to May 25, 2019]

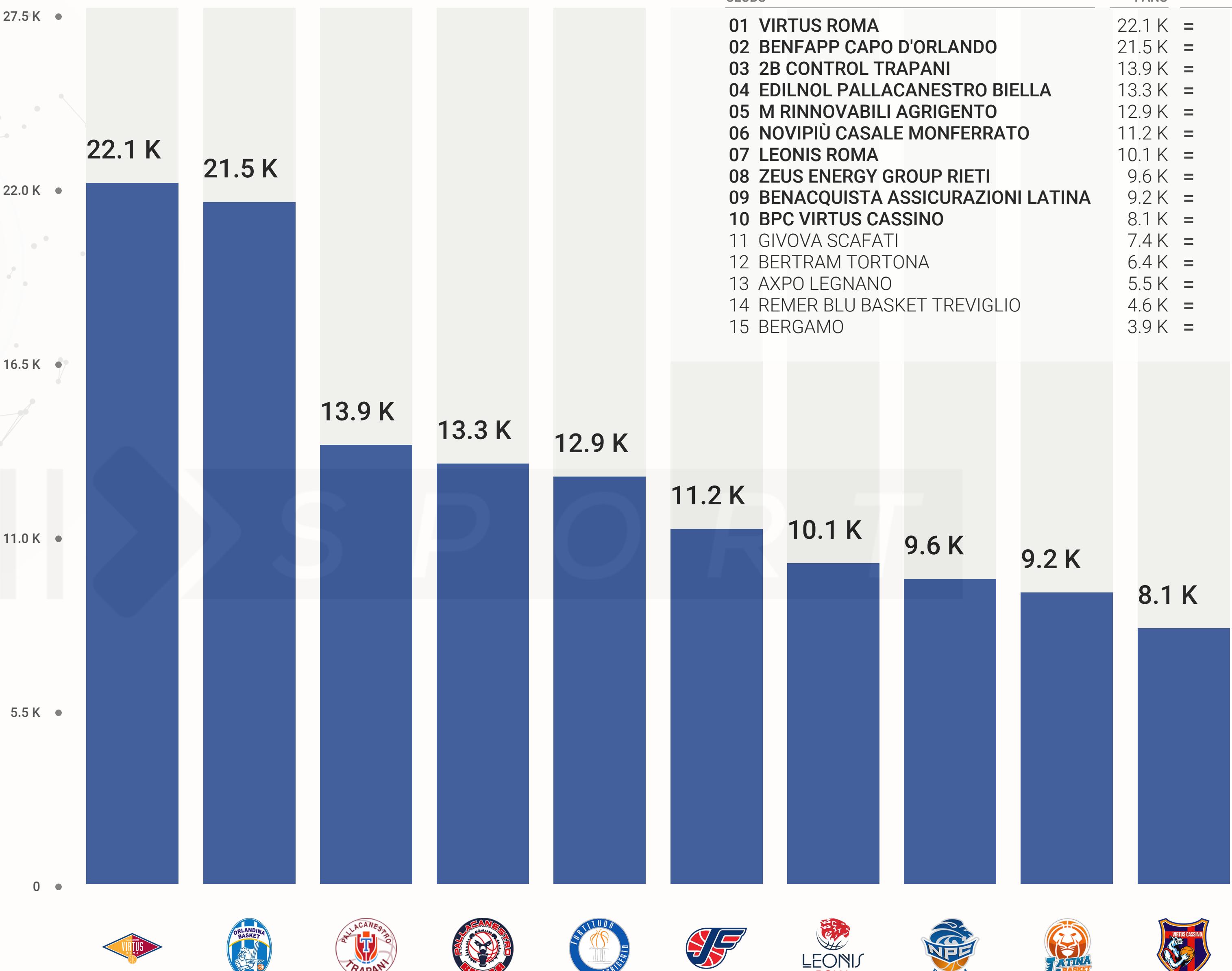
LNP SERIE A2 OVEST Facebook

TOTAL FANBASE

160 K



Ranking of the **LNP Serie A2 Ovest**
basketball clubs on Facebook.



*[from April 25, 2019 to May 25, 2019]

LNP SERIE A2 OVEST Twitter

TOTAL FANBASE

43 K



Ranking of the LNP Serie A2 Ovest
basketball clubs on Twitter.

*[from April 25, 2019 to May 25, 2019]



LNP SERIE A2 OVEST Instagram

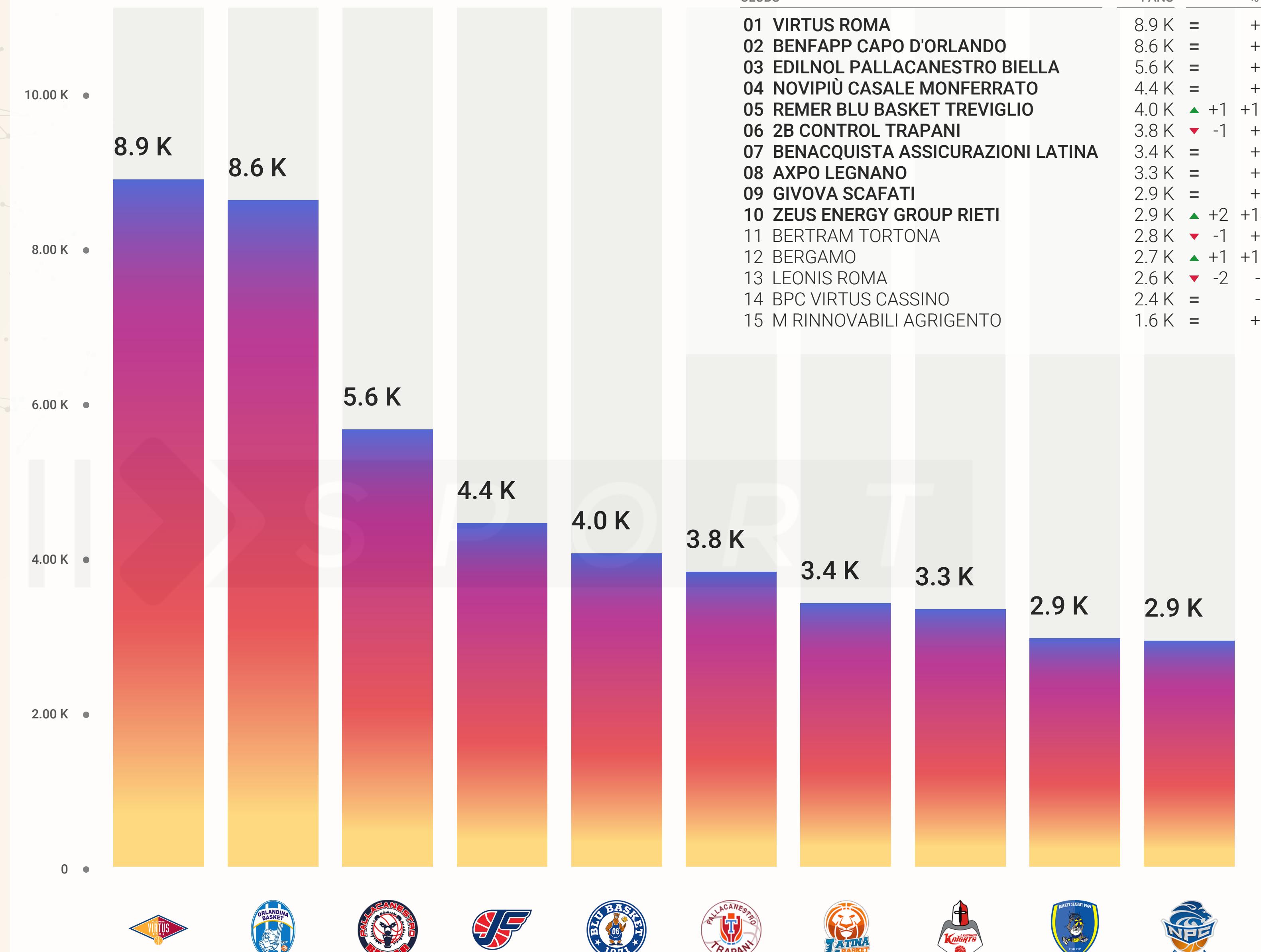
TOTAL FANBASE

60 K

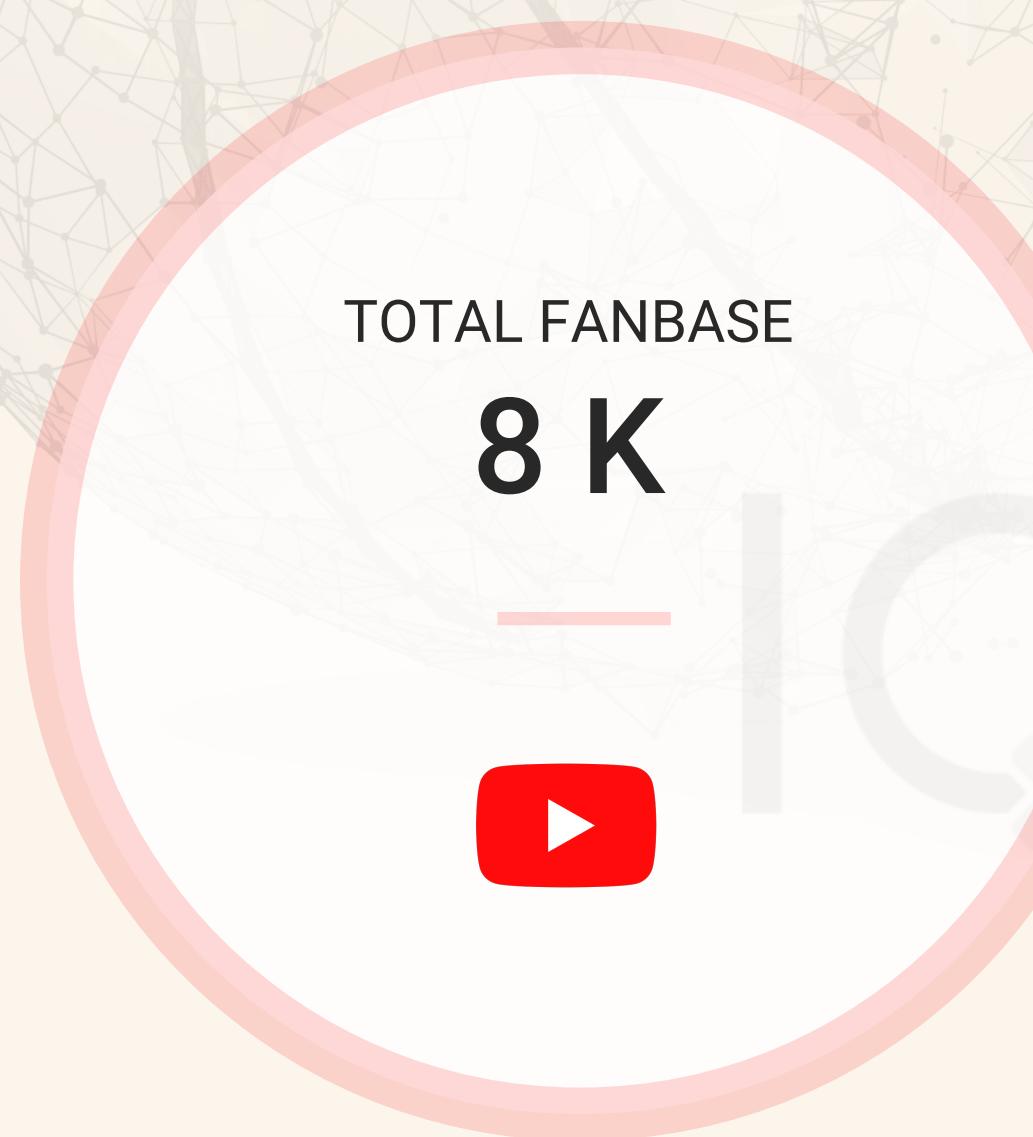


Ranking of the LNP Serie A2 Ovest
basketball clubs on Instagram.

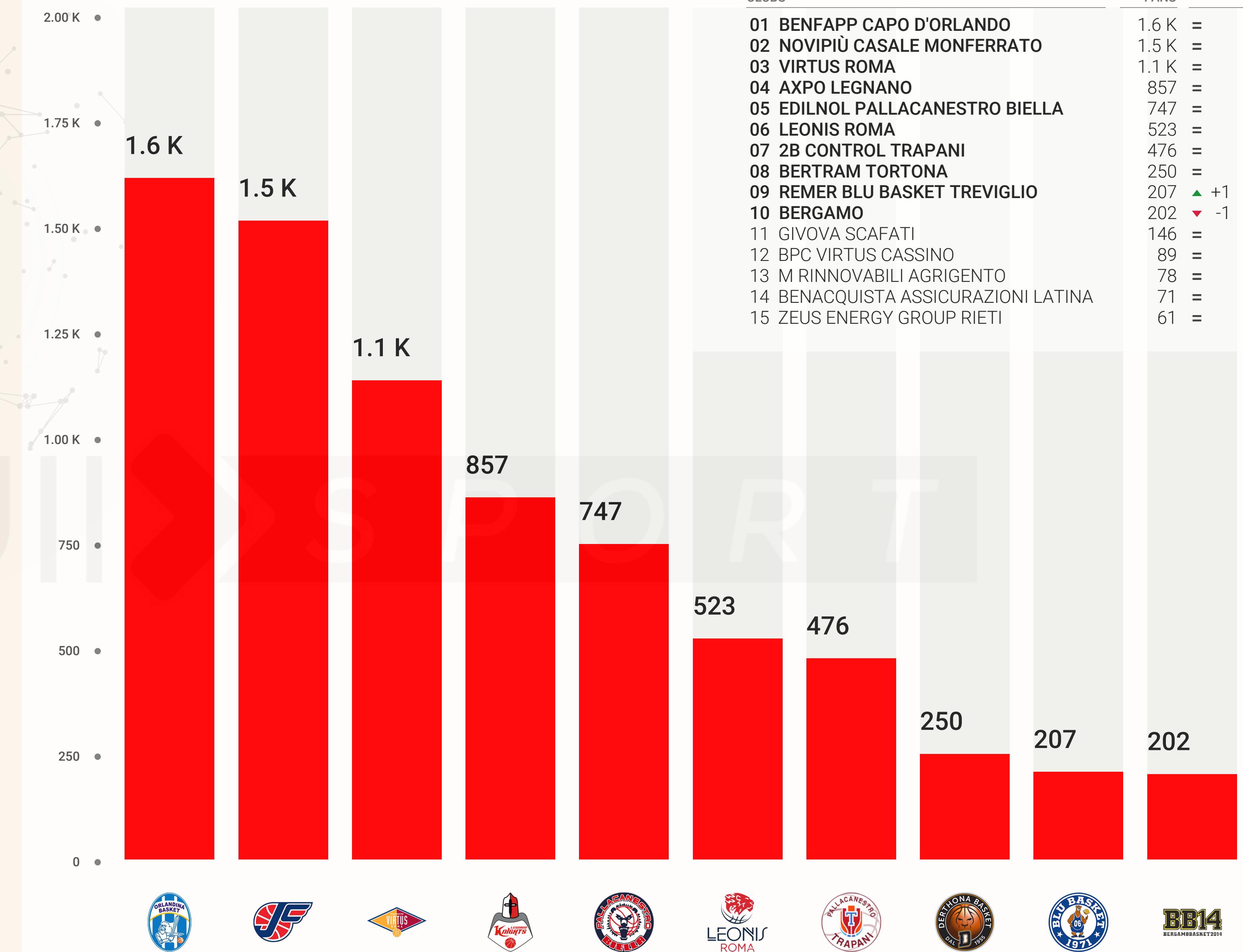
*[from April 25, 2019 to May 25, 2019]



LNP SERIE A2 OVEST YouTube



Ranking of the LNP Serie A2 Ovest basketball clubs on YouTube.



*[from April 25, 2019 to May 25, 2019]

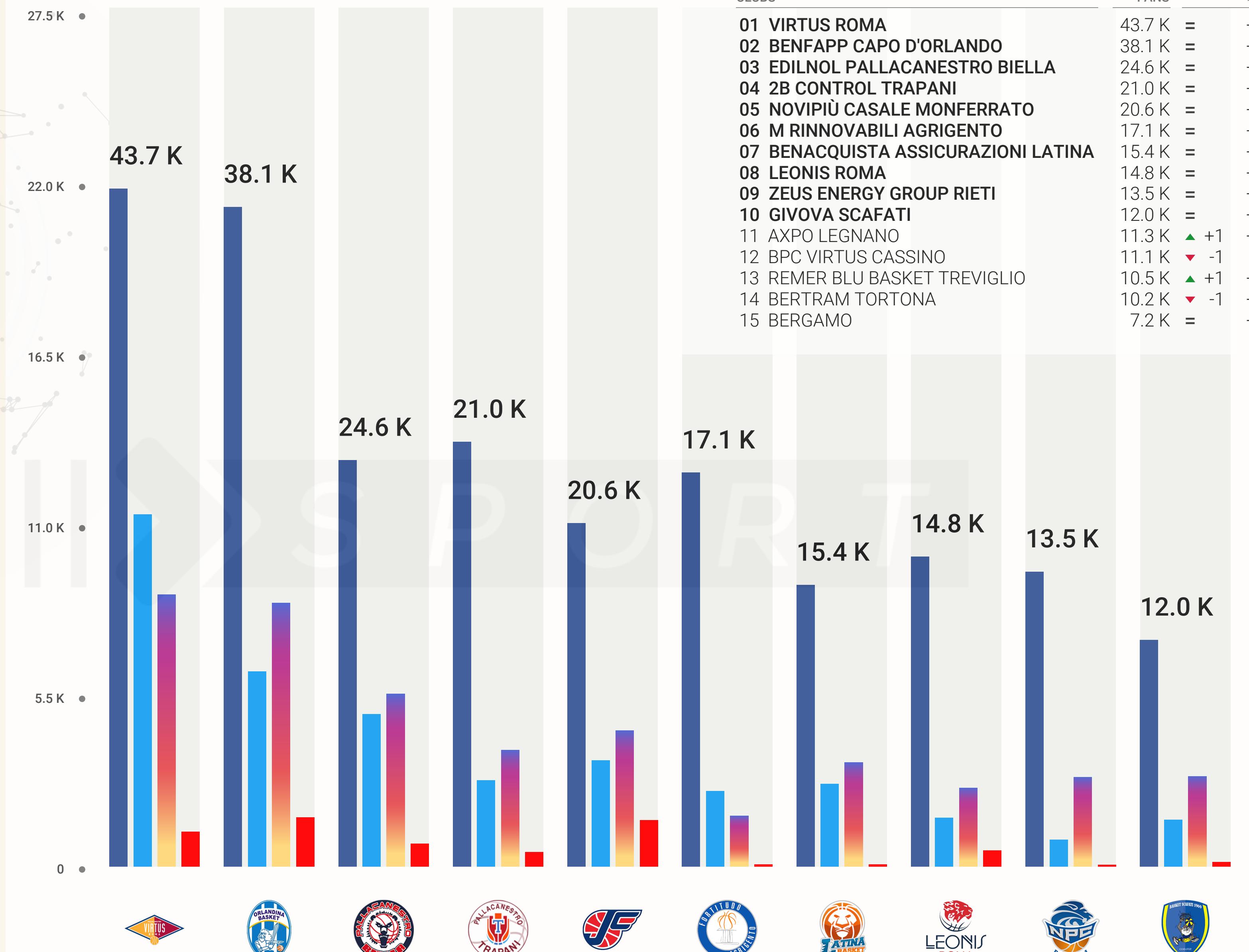
LNP SERIE A2 OVEST Social



Ranking of the **LNP Serie A2 Ovest** basketball clubs based on the aggregate Facebook, Twitter, Instagram and YouTube fanbases.

*from April 25, 2019 to May 25, 2019

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LNP SERIE A2 OVEST Brands



TOTAL FANBASE

271 K



OLD WILD WEST

Potential Social Media exposition
of the **Tech Brands** in relation
to the total fanbase of the 15
sponsored LNP Serie A2 Ovest
basketball clubs.

*[from April 25, 2019 to May 25, 2019]

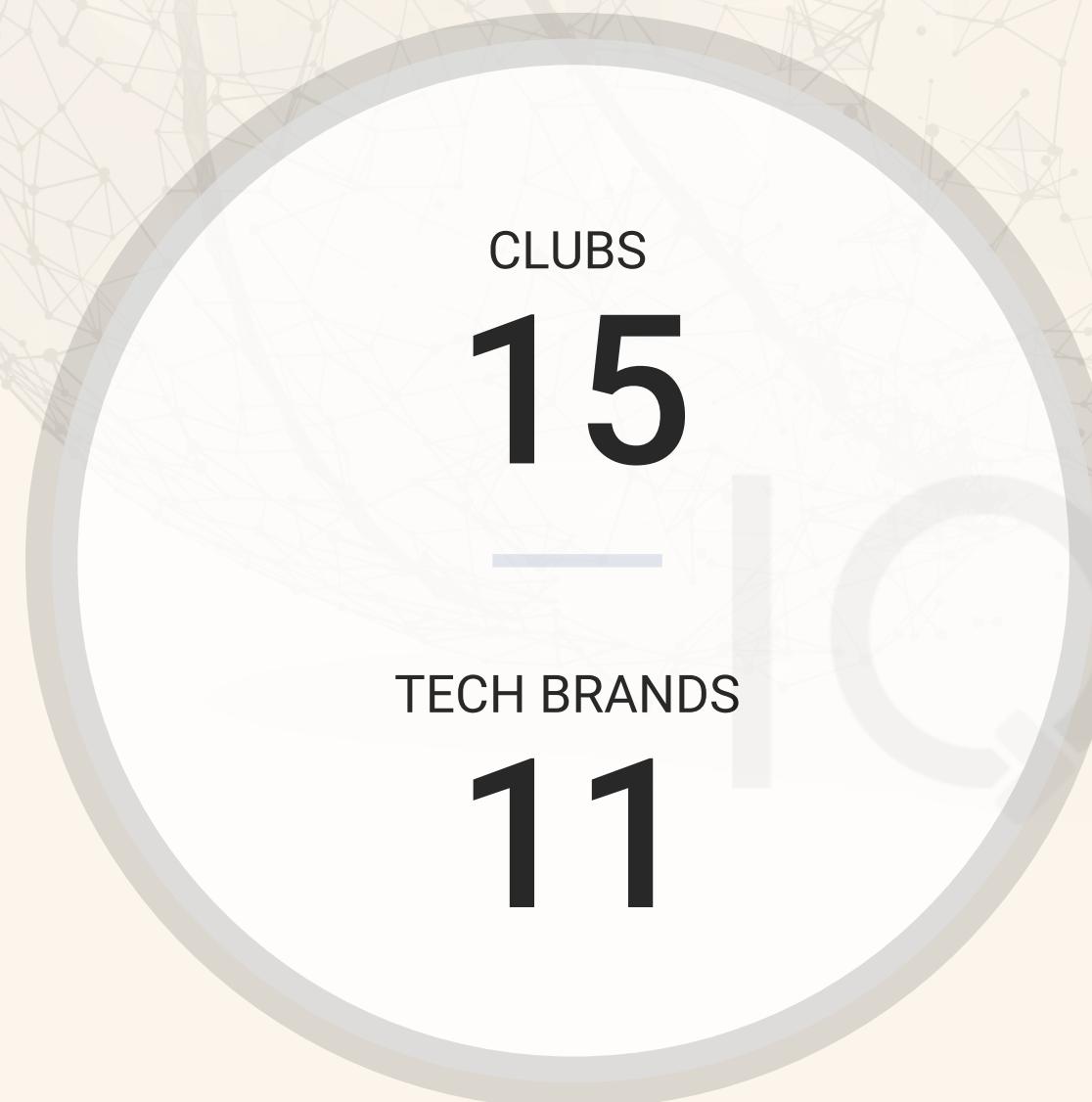


SPONSORS

- 01 EYE SPORT
- 02 MACRON
- 03 LEGEA
- 04 ERREA
- 05 ZEUS
- 06 FOURTEEN
- 07 JOMA
- 08 GIVOVA
- 09 ADIDAS
- 10 GEMS
- 11 ACERBIS

FANS	% VAR*
64.6 K	= +1.21
44.9 K	= +1.66
38.1 K	= +1.53
34.9 K	= +1.06
15.4 K	= +1.08
14.8 K	= +0.11
13.5 K	= +4.32
12.0 K	= +0.22
11.3 K	▲ +1 +2.67
11.1 K	▼ -1 -0.04
10.5 K	= +9.52

LNP SERIE A2 OVEST Brands



Coverage of the **Tech Brands**
in relation to the 15 sponsored
LNP Serie A2 Ovest basketball clubs.



*[from April 25, 2019 to May 25, 2019]

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LNP SERIE A2 OVEST Grown Up



Ranking of the most grown up
LNP Serie A2 Ovest basketball clubs
based on the aggregate Facebook,
Twitter, Instagram, YouTube
fanbases.

*from April 25, 2019 to May 25, 2019



ITALY SnapShot / LNP Serie A2 Est



16
CLUBS

Total LNP Serie A2 Est
BASKETBALL CLUBS
analyzed.

9
BRANDS

Total LNP Serie A2 Est
TECH BRANDS analyzed.

269 K
+ 1.65%*
FANS

Total Facebook, Twitter,
Instagram, YouTube FANS of
the LNP Serie A2 Est Basketball
Clubs analyzed.

*[from April 25, 2019 to May 25, 2019]

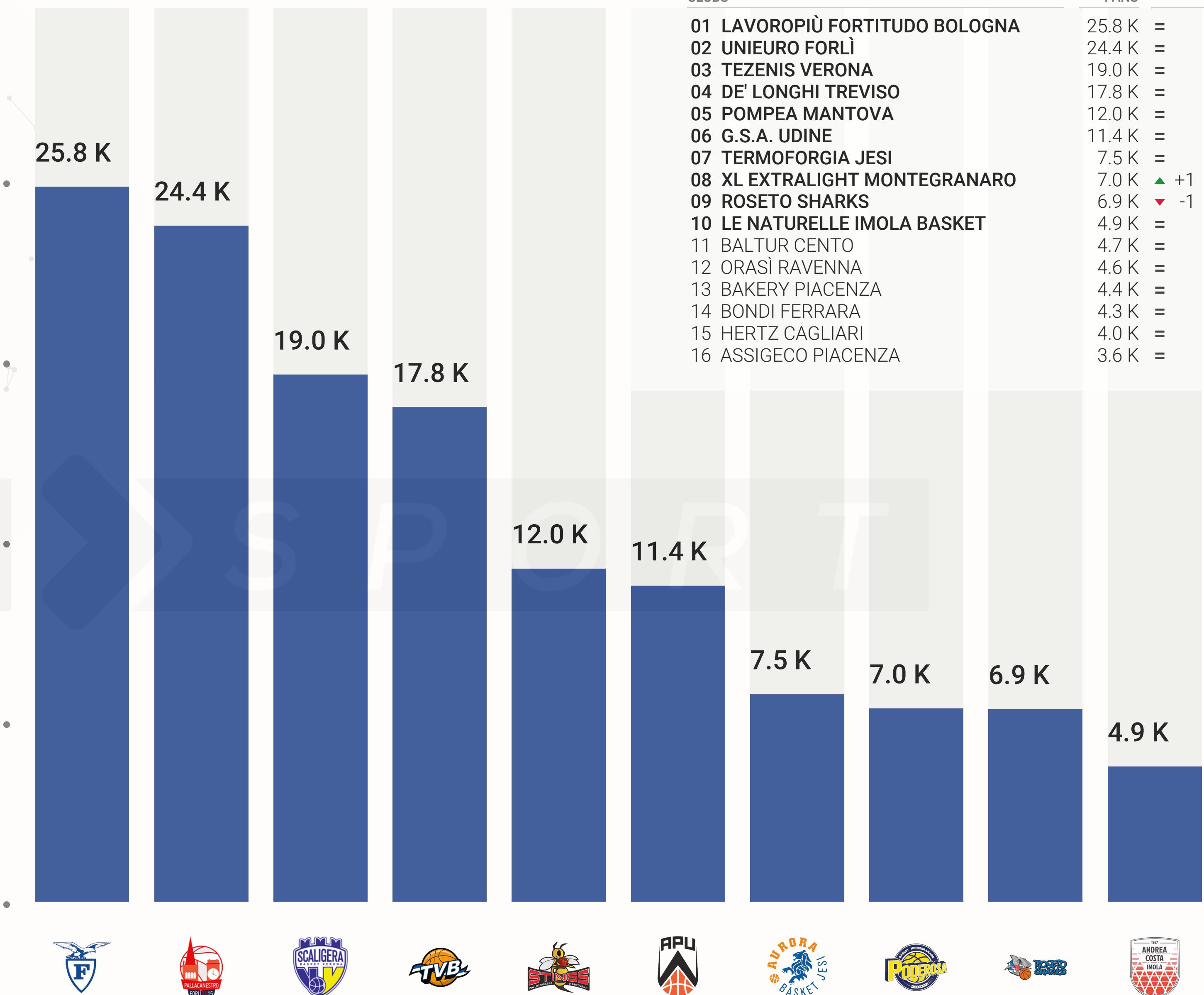
LNP SERIE A2 EST Facebook

TOTAL FANBASE

162 K



Ranking of the **LNP Serie A2 Est**
basketball clubs on Facebook.



*[from April 25, 2019 to May 25, 2019]

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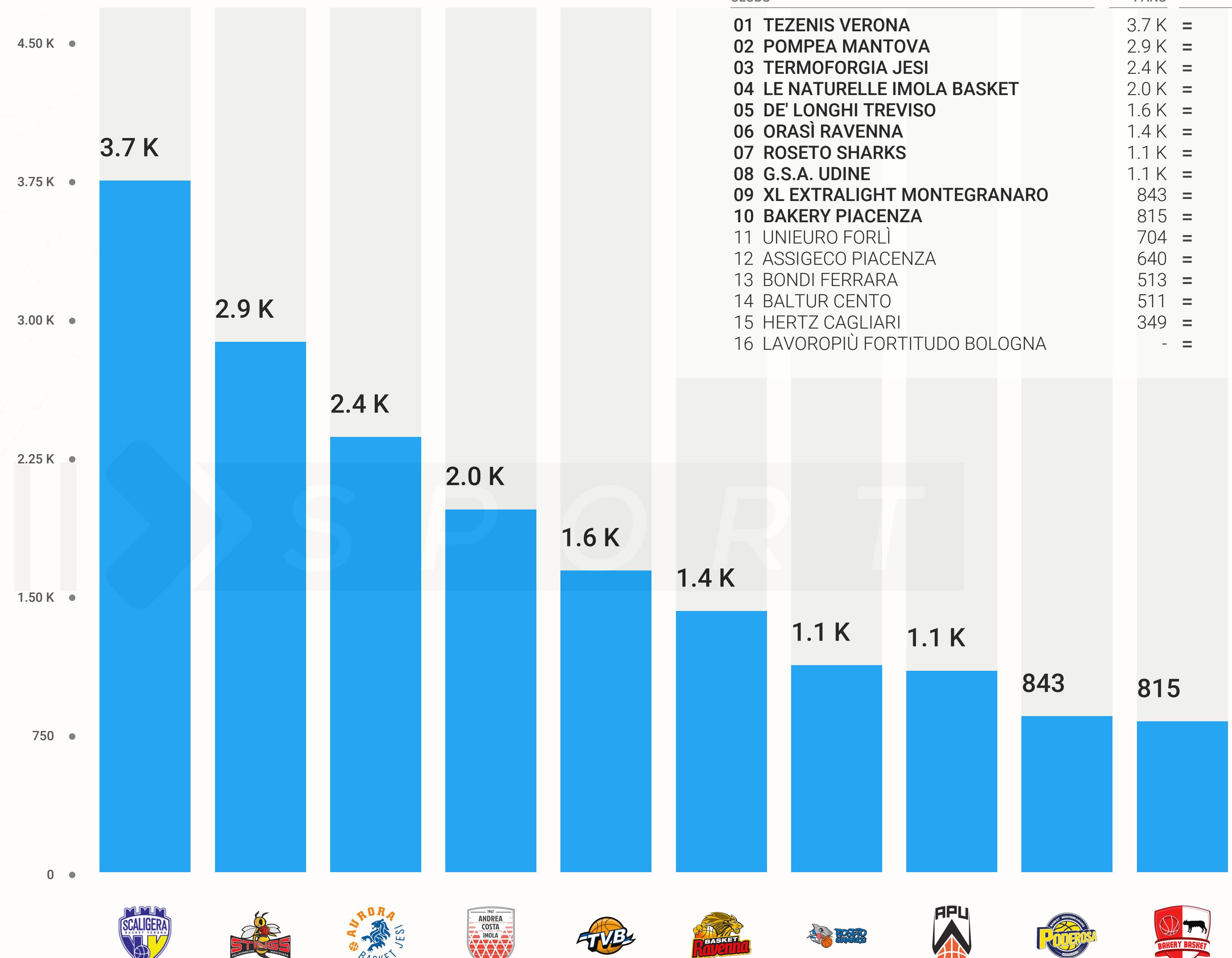
LNP SERIE A2 EST Twitter

TOTAL FANBASE

21 K



Ranking of the LNP Serie A2 Est
basketball clubs on Twitter.



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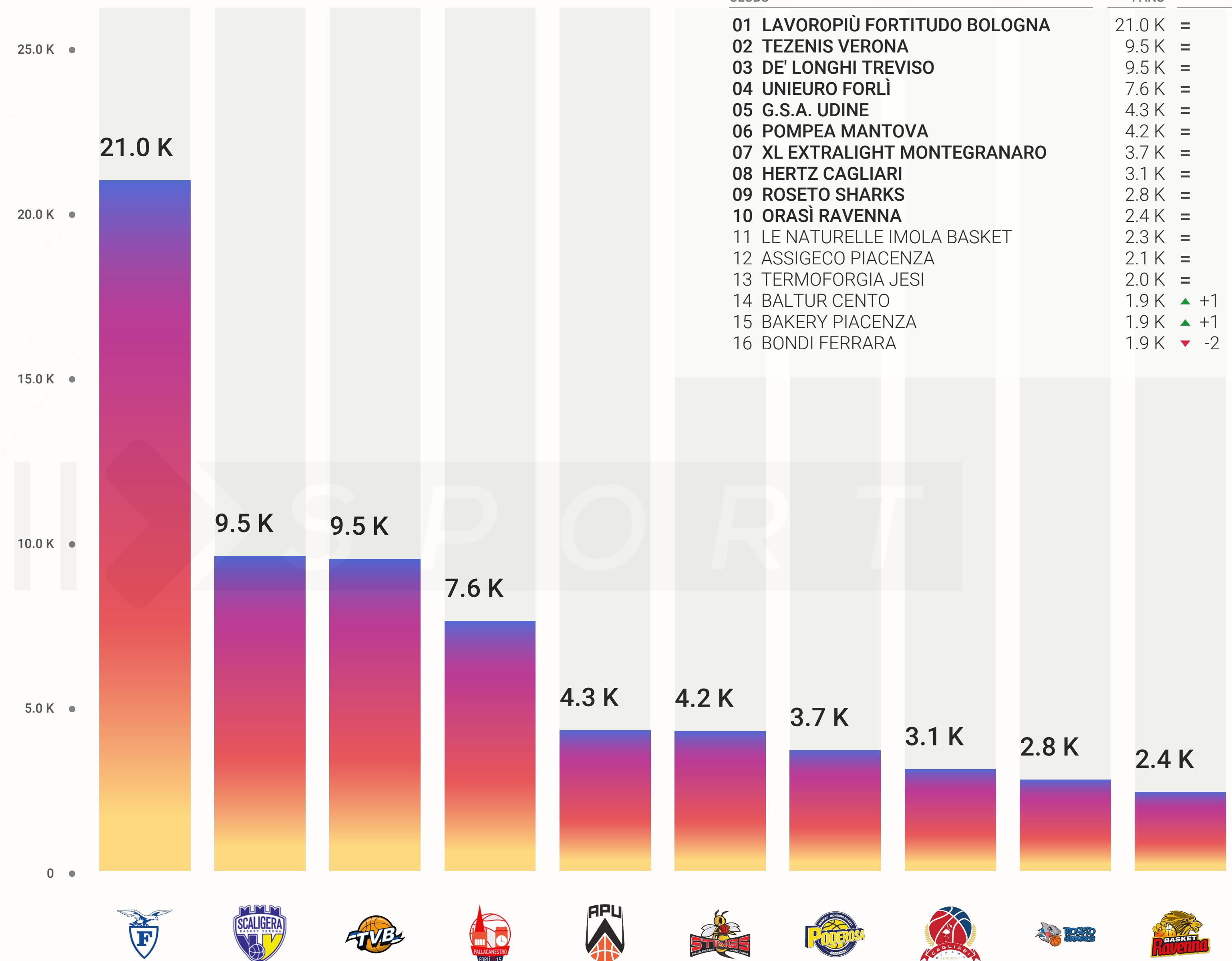
LNP SERIE A2 EST Instagram

TOTAL FANBASE

80 K



Ranking of the LNP Serie A2 Est
basketball clubs on Instagram.



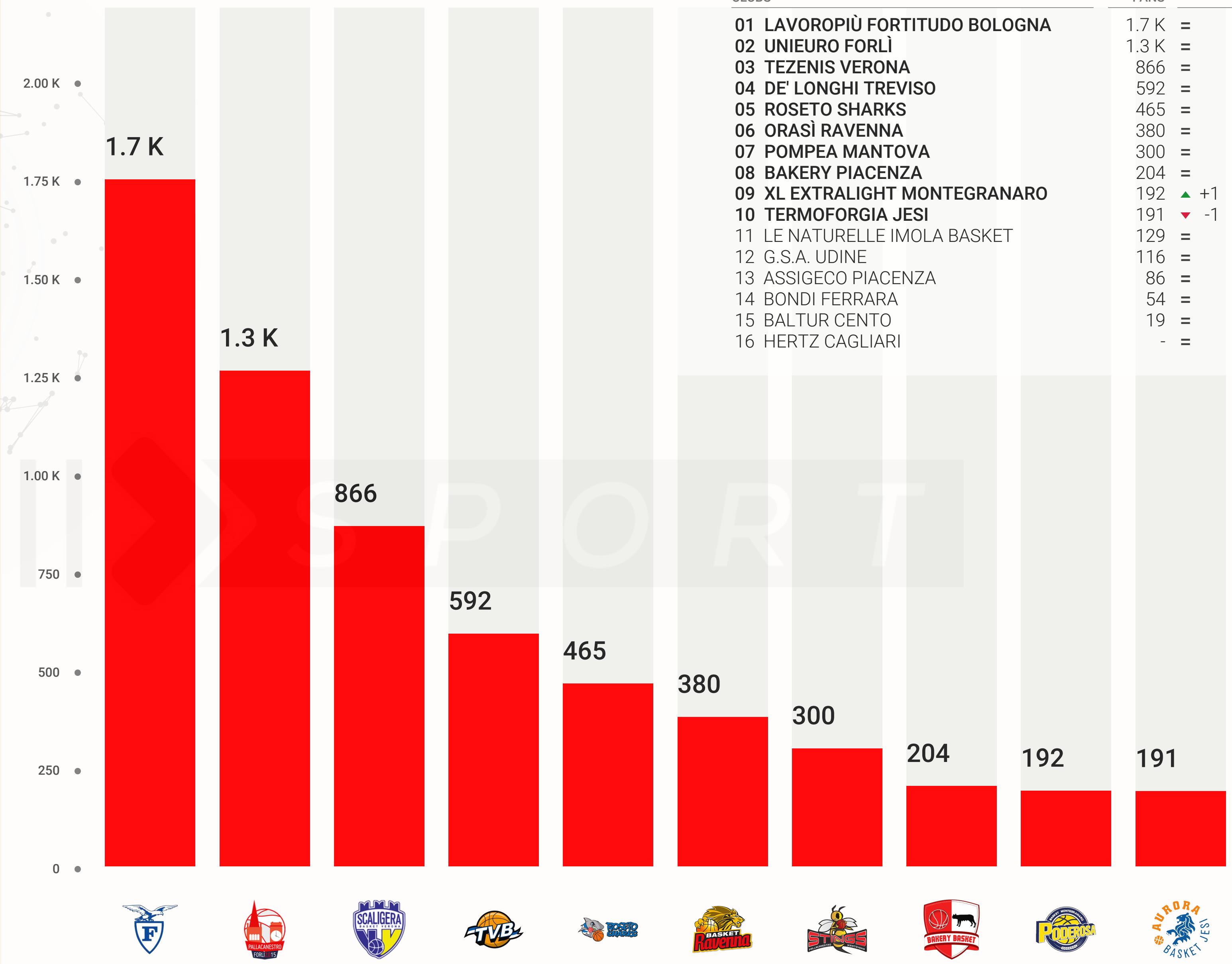
*[from April 25, 2019 to May 25, 2019]

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LNP SERIE A2 EST YouTube



Ranking of the LNP Serie A2 Est basketball clubs on YouTube.



*[from April 25, 2019 to May 25, 2019]

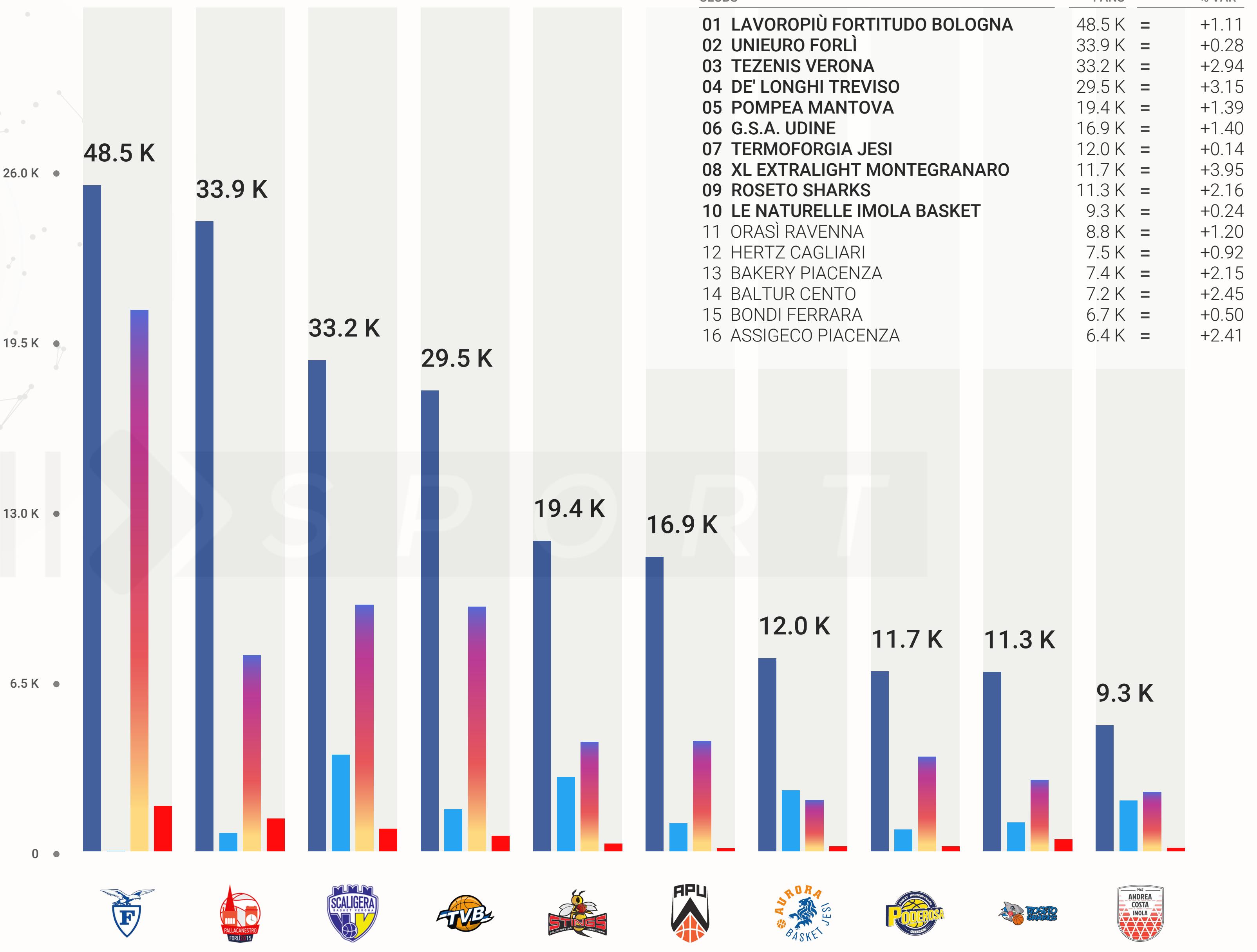
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LNP SERIE A2 EST Social



Ranking of the **LNP Serie A2 Est** basketball clubs based on the aggregate Facebook, Twitter, Instagram and YouTube fanbases.

*from April 25, 2019 to May 25, 2019



LNP SERIE A2 EST Brands



TOTAL FANBASE

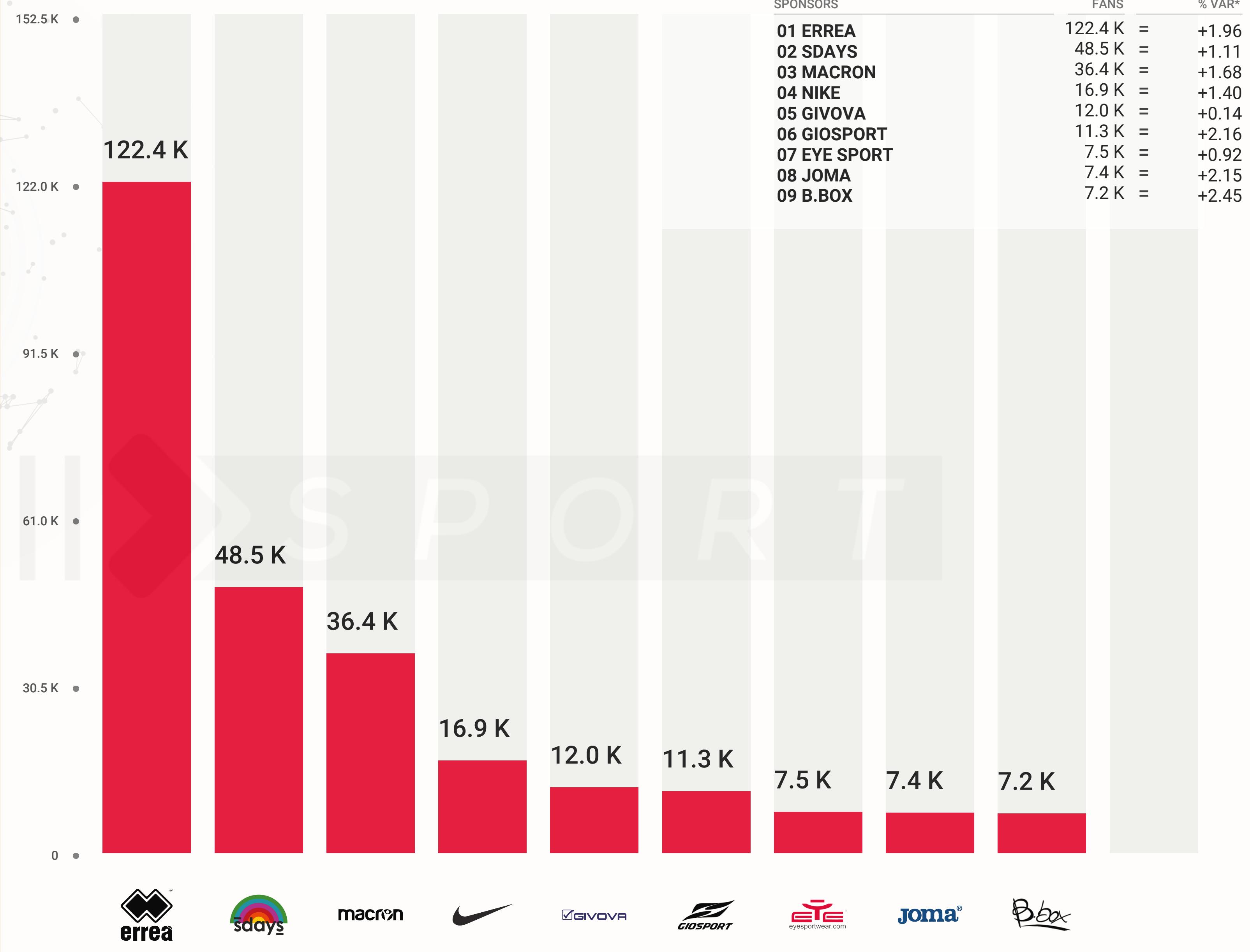
269 K



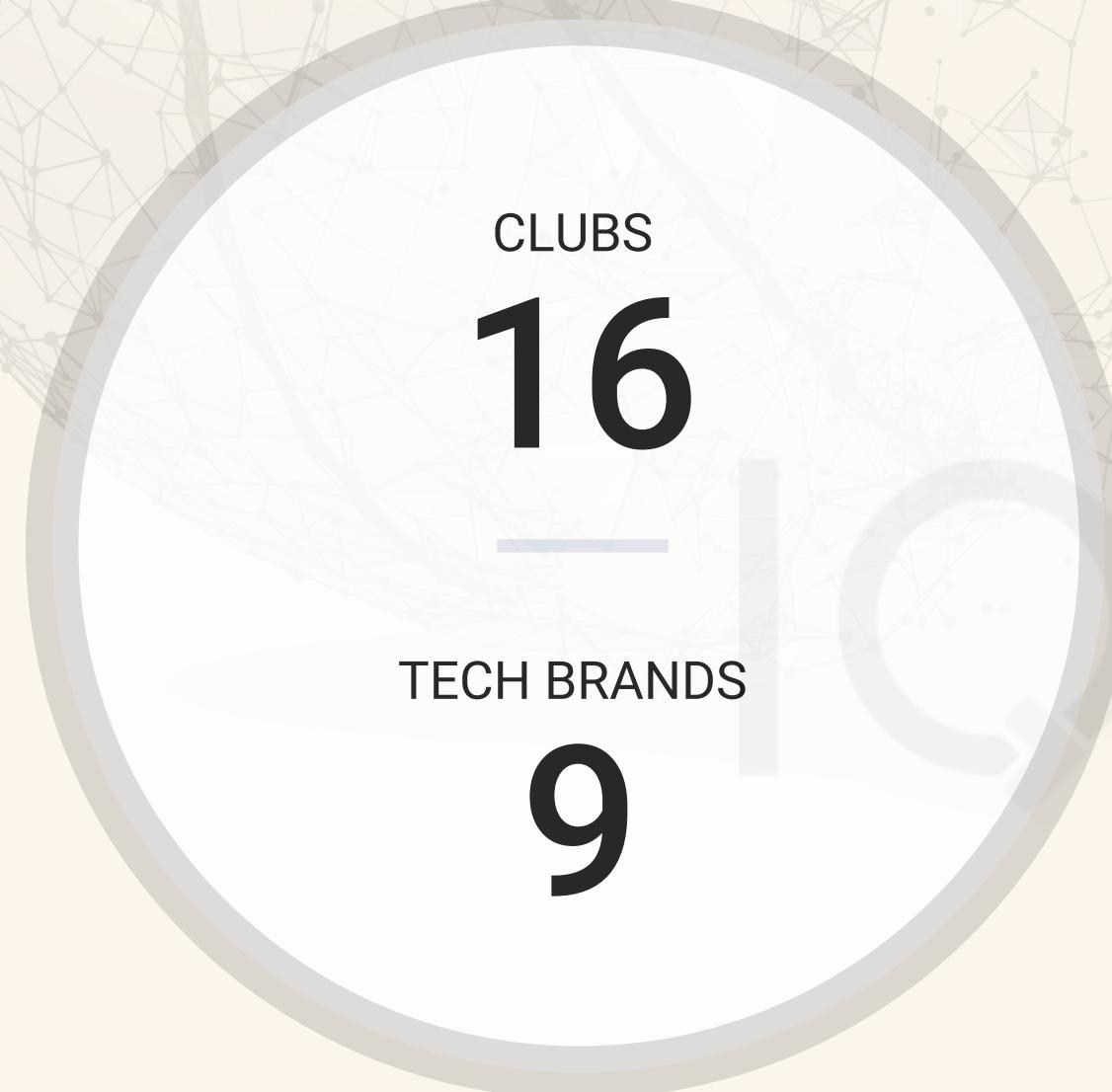
OLD WILD WEST

Potential Social Media exposition
of the **Tech Brands** in relation
to the total fanbase of the 16
sponsored LNP Serie A2 Est
basketball clubs.

*[from April 25, 2019 to May 25, 2019]



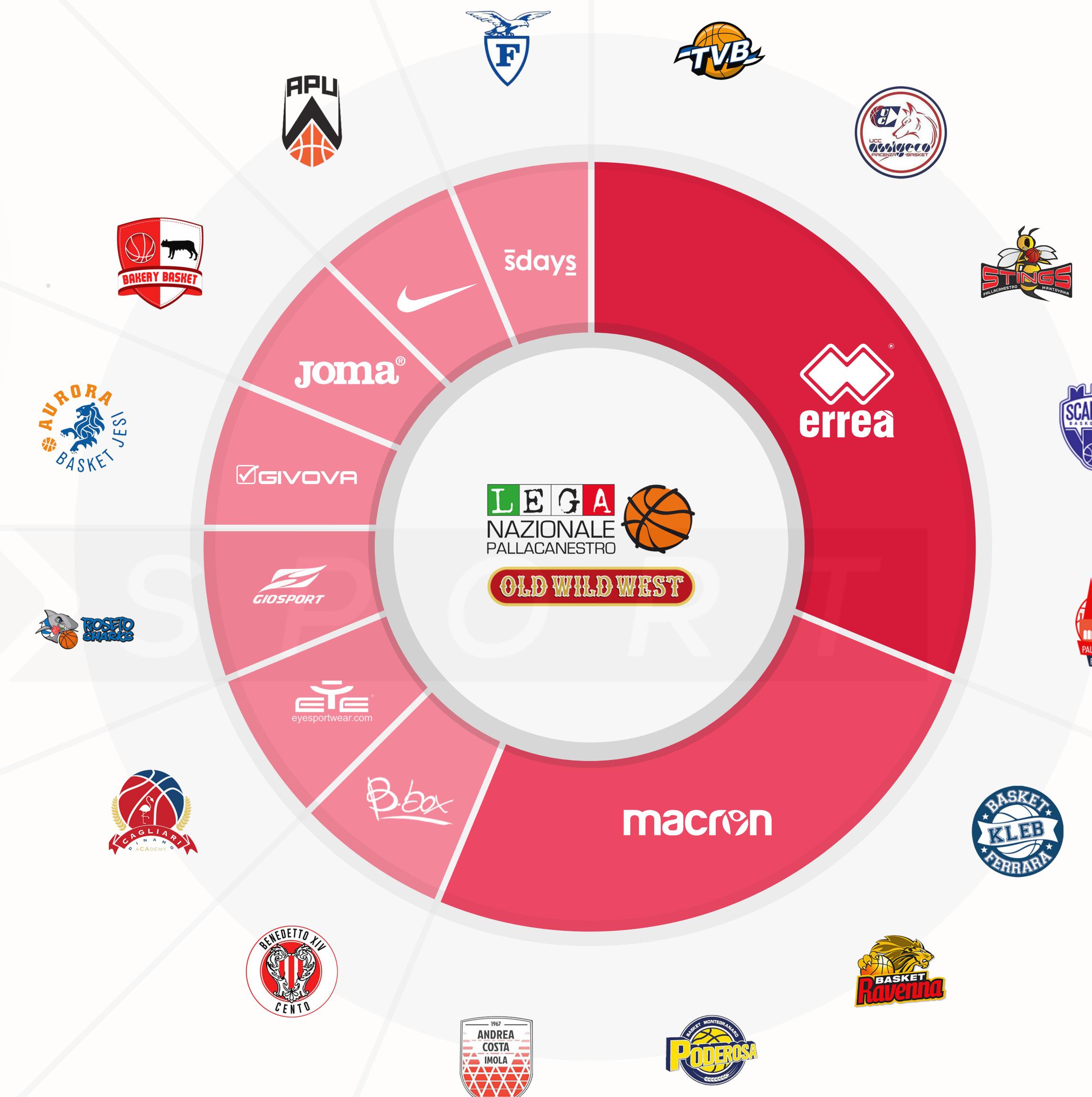
LNP SERIE A2 EST Brands



Coverage of the **Tech Brands**
in relation to the 16 sponsored
LNP Serie A2 Est basketball clubs.

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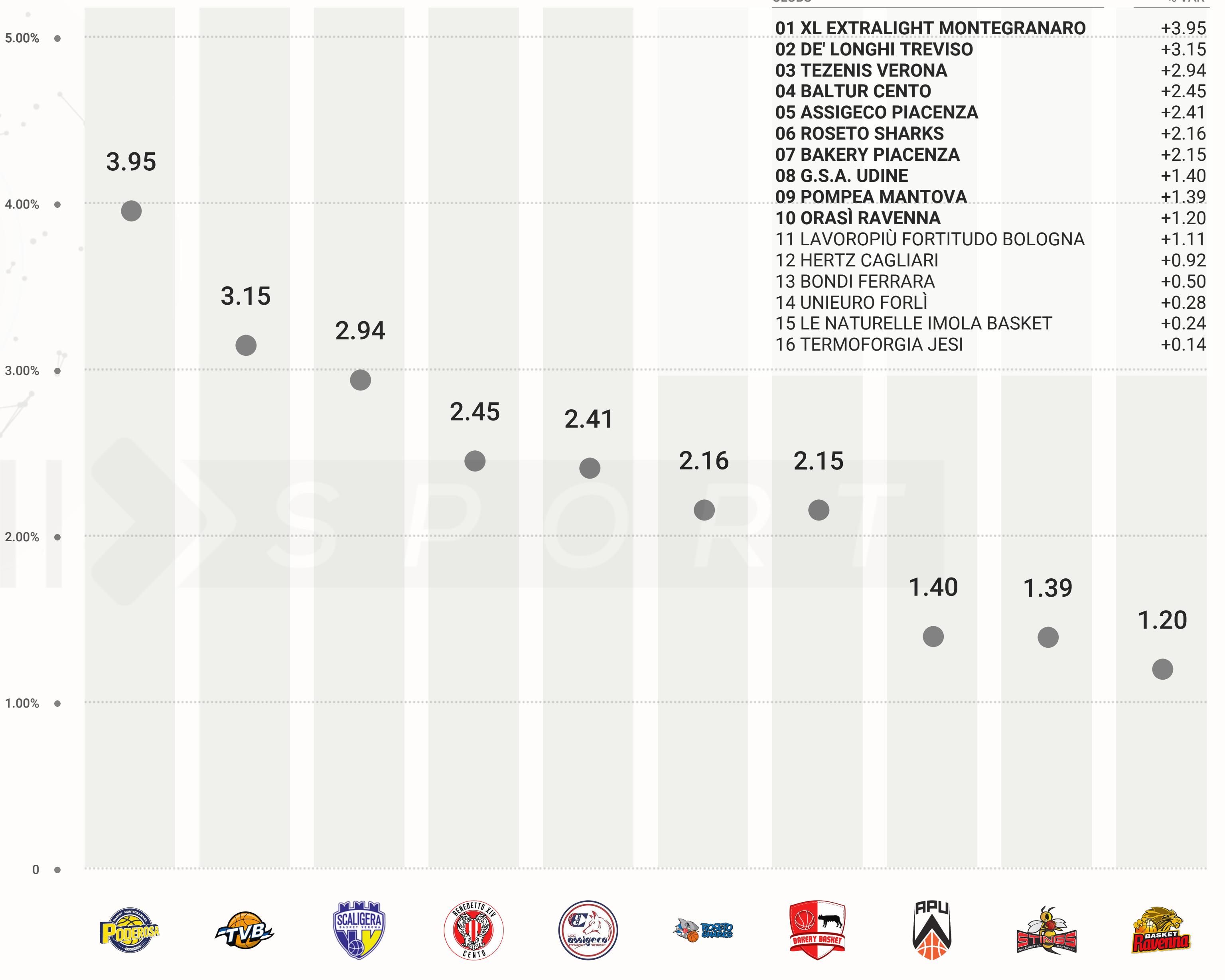
LNP SERIE A2 EST Grown Up



Ranking of the most grown up
LNP Serie A2 Est basketball clubs
 based on the aggregate Facebook,
 Twitter, Instagram, YouTube
 fanbases.

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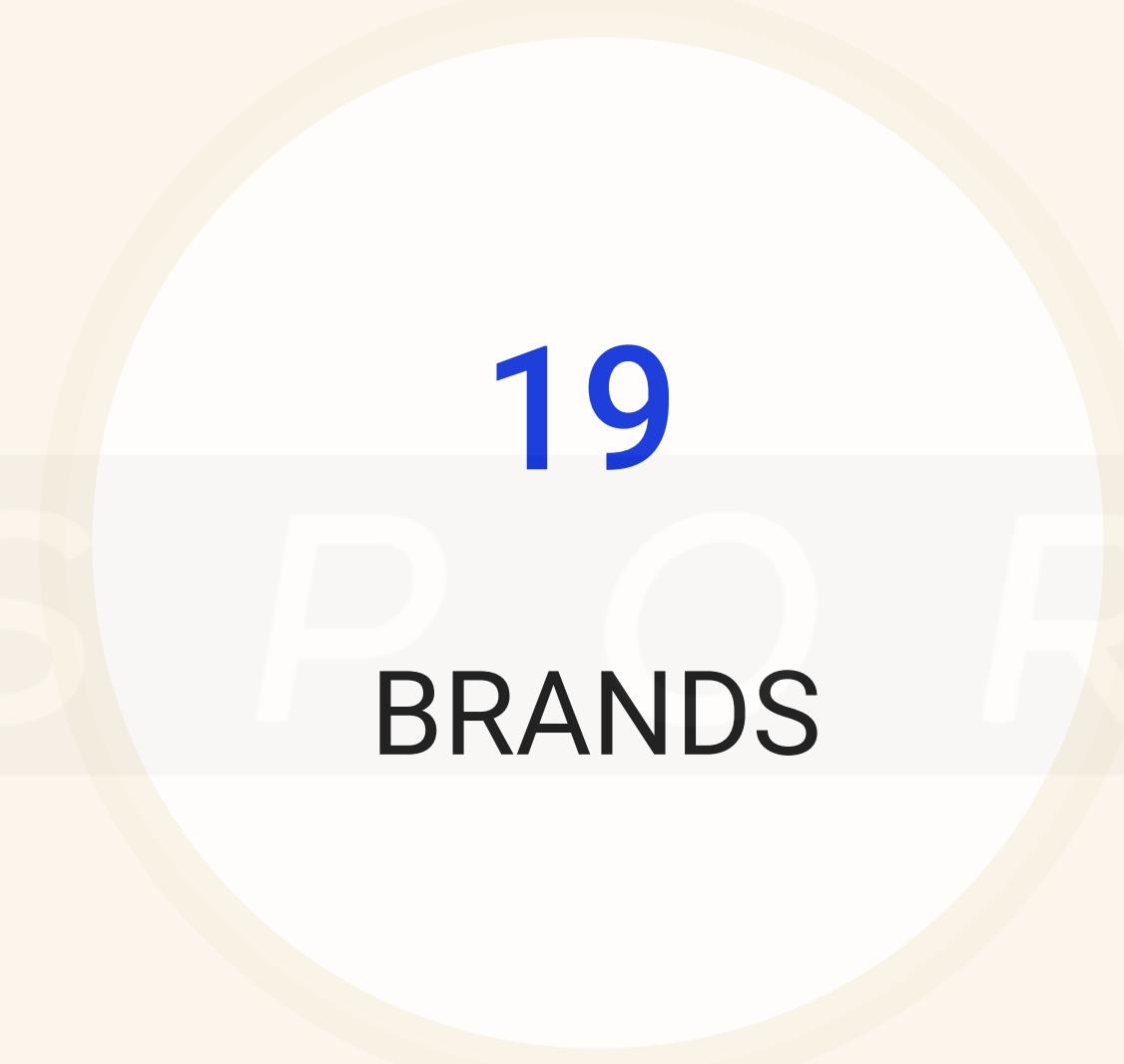
ITALY SnapShot / Overview

A large, semi-transparent silhouette of a basketball player in mid-air, performing a jump shot, serves as the background for the top section.**3****LEAGUES**

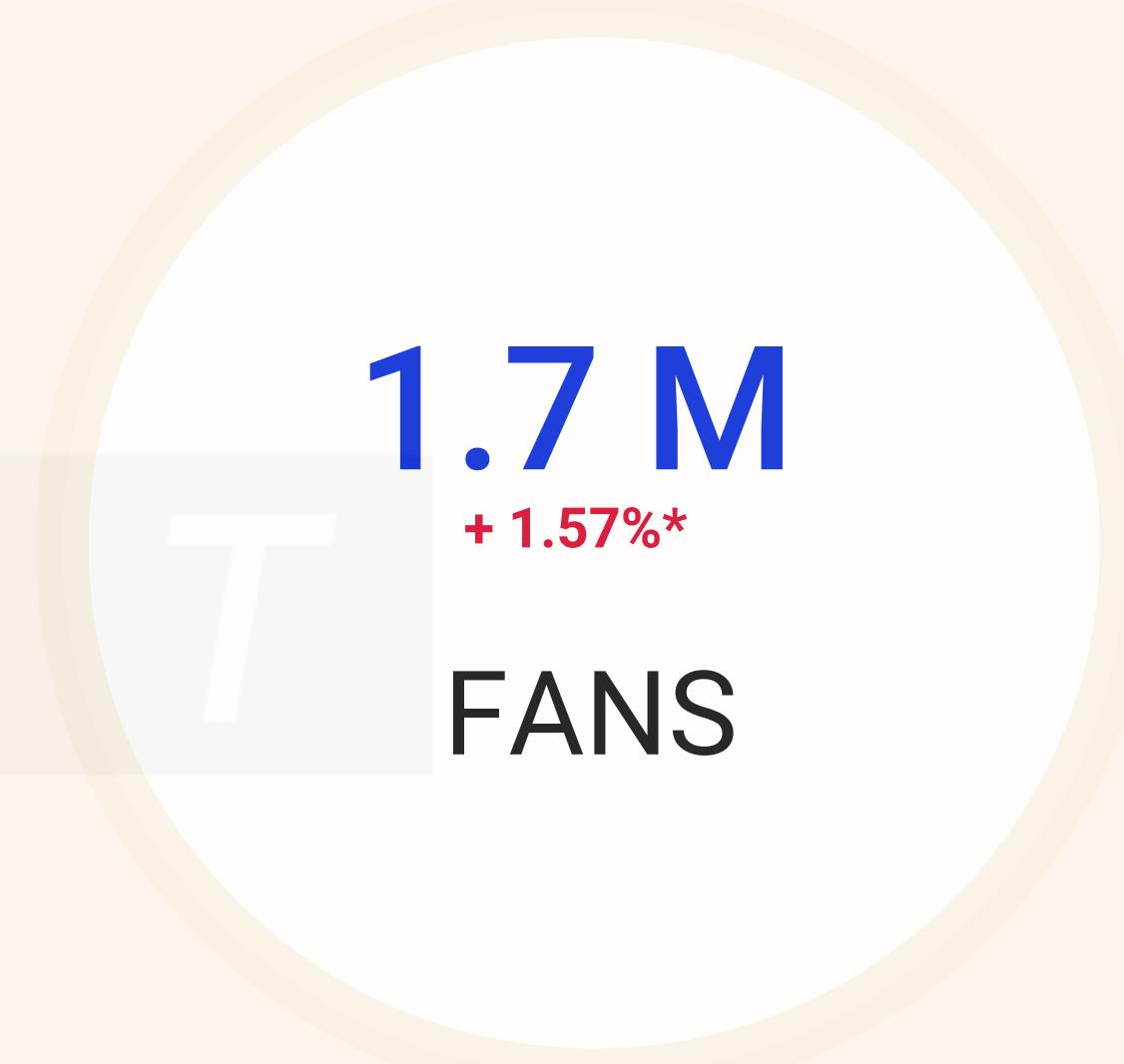
Total LEAGUES analyzed: LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est.

A large, semi-transparent silhouette of a basketball player in mid-air, performing a jump shot, serves as the background for the middle section.**47****CLUBS**

Total LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est BASKETBALL CLUBS analyzed.

A large, semi-transparent silhouette of a basketball player in mid-air, performing a jump shot, serves as the background for the bottom section.**19****BRANDS**

Total LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est TECH BRANDS analyzed.

A large, semi-transparent silhouette of a basketball player in mid-air, performing a jump shot, serves as the background for the right section.**1.7 M****+ 1.57%*****FANS**

Total Facebook, Twitter, Instagram, YouTube FANS of the LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est Basketball Clubs analyzed.

ITALY Facebook

TOTAL FANBASE

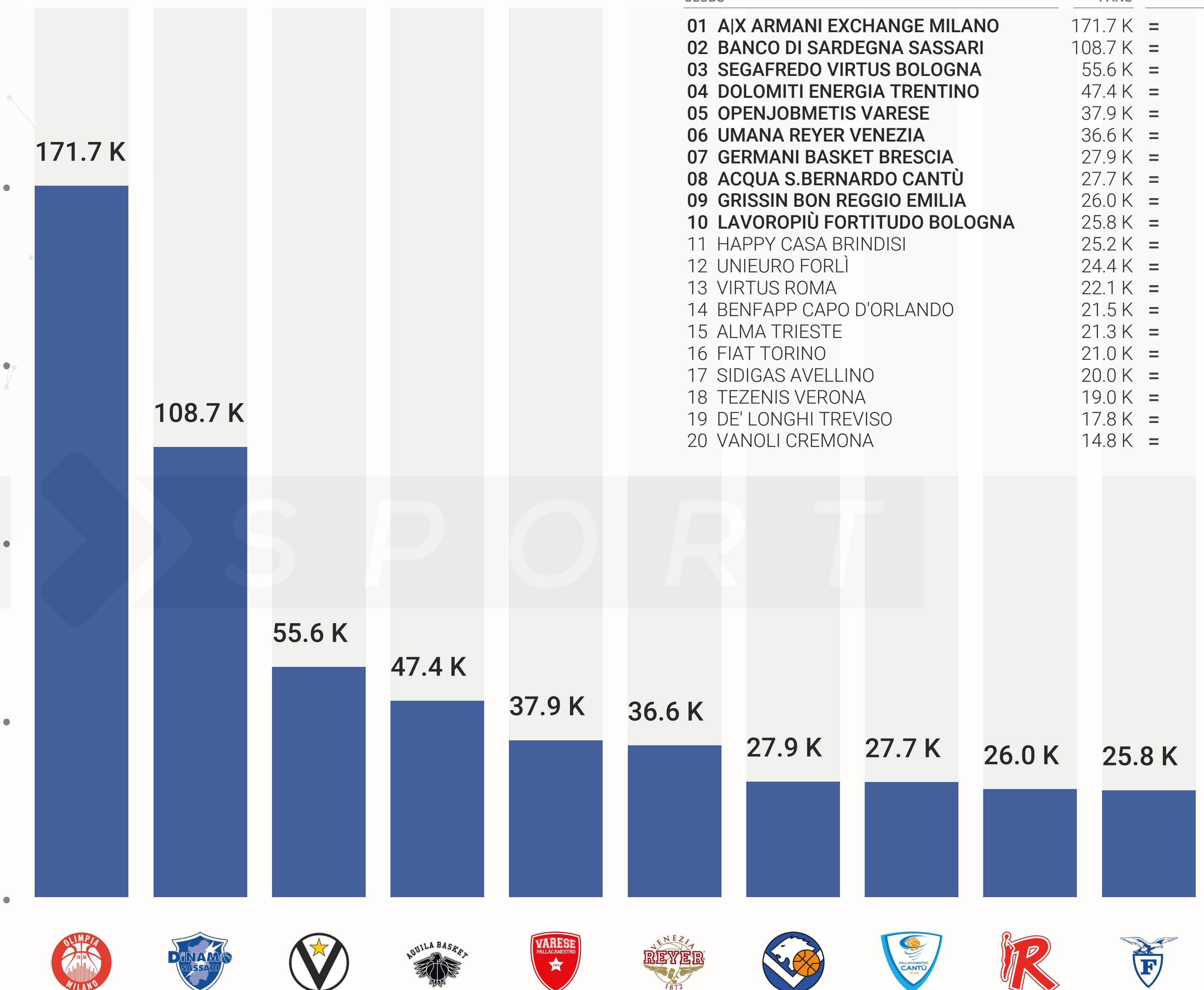
990 K



Ranking of the **TOP 20** most followed Basketball Clubs on Facebook, playing in LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est.

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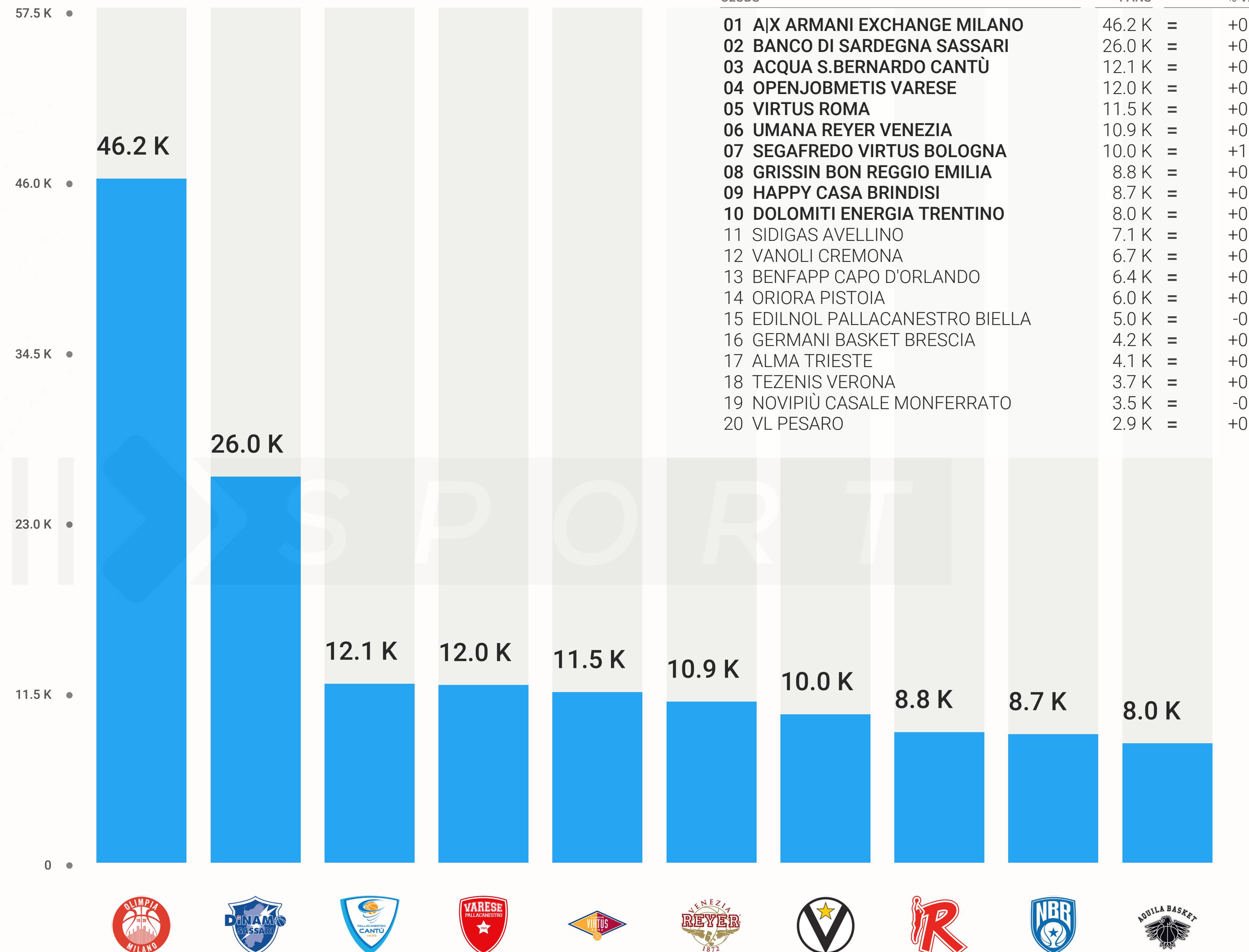
ITALY Twitter



Ranking of the **TOP 20** most followed Basketball Clubs on Twitter, playing in LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est.

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ITALY Instagram

TOTAL FANBASE

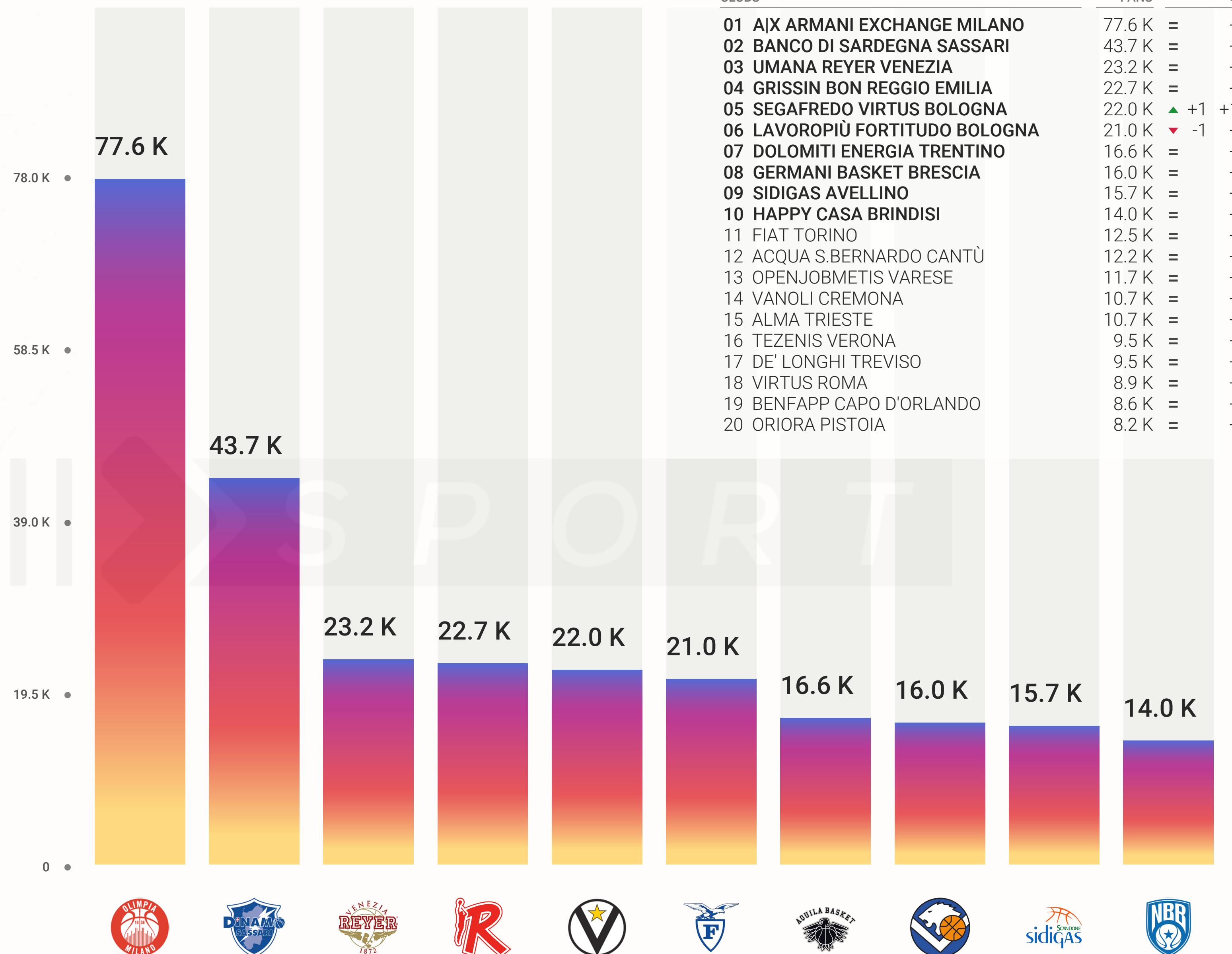
463 K



Ranking of the **TOP 20** most followed Basketball Clubs on Instagram, playing in LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est.

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ITALY YouTube

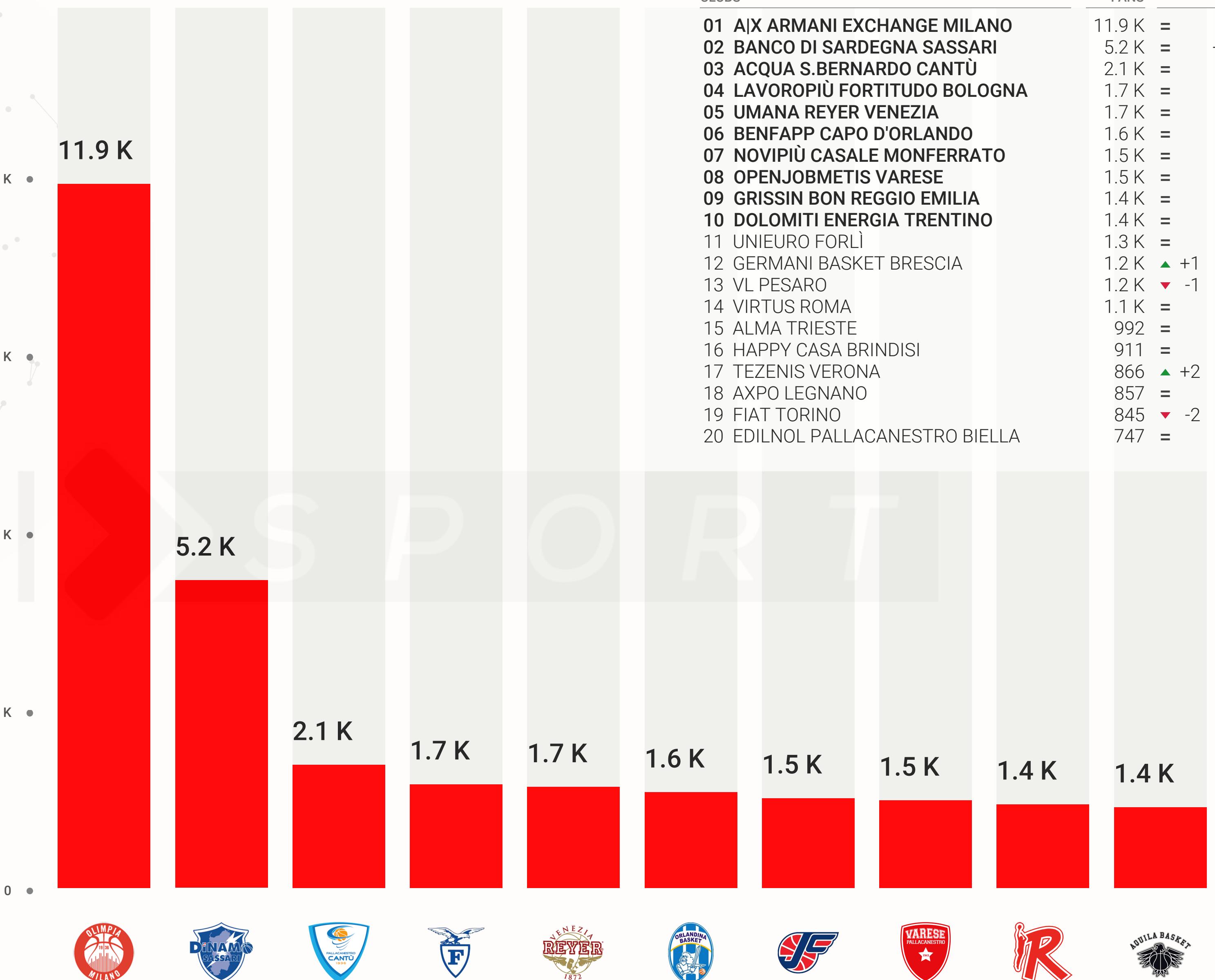
TOTAL FANBASE

47 K



Ranking of the **TOP 20** most followed Basketball Clubs on YouTube, playing in LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est.

*from April 25, 2019 to May 25, 2019



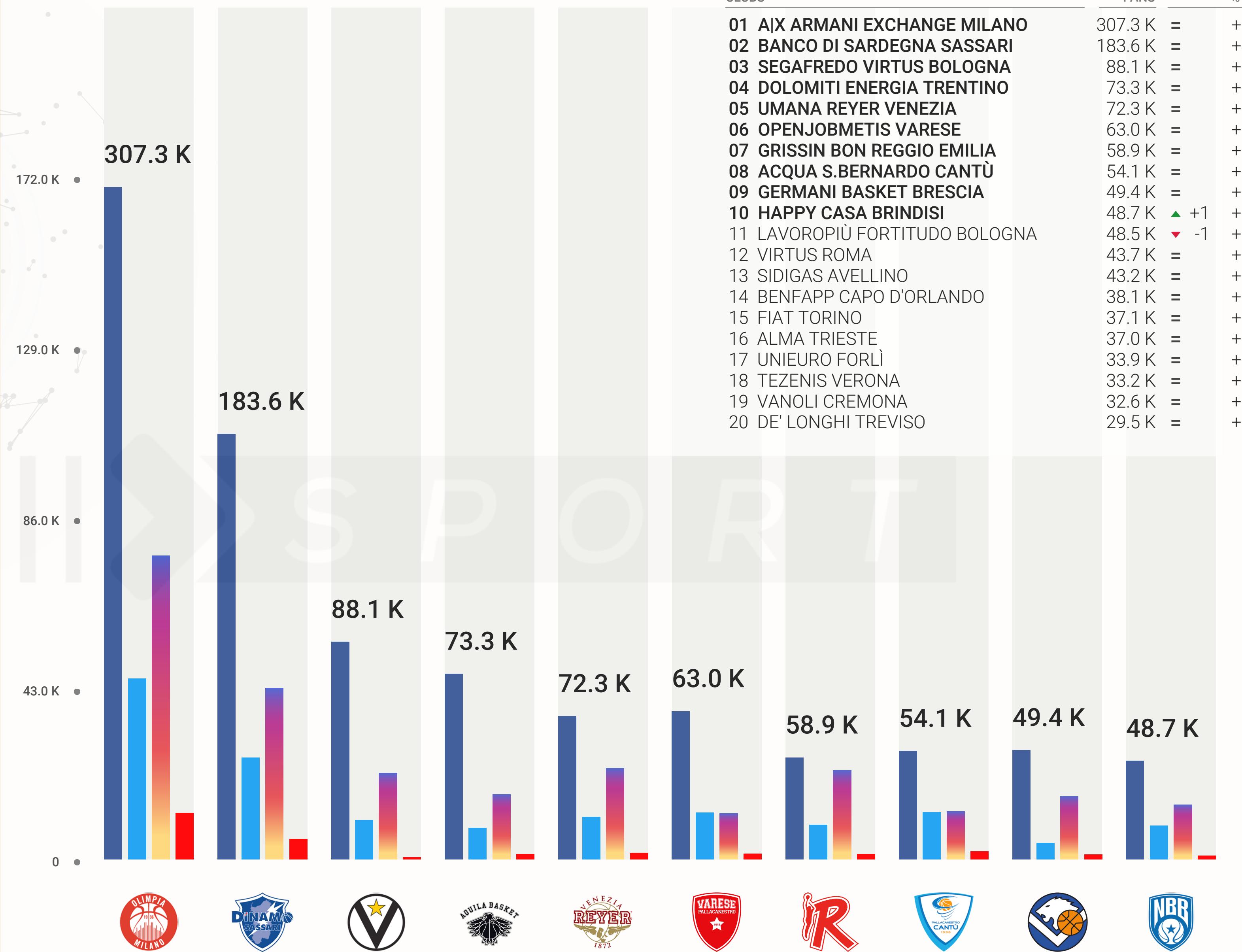
ITALY Social



TOP 20 most followed LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est basketball clubs, based on the aggregate Facebook, Twitter, Instagram and YouTube fanbases.

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ITALY Clubs



Social Media coverage of the
3 leagues based on the presence
of their related Basketball clubs in the
"Italian TOP 20 most followed teams"
chart.

*[from April 25, 2019 to May 25, 2019]

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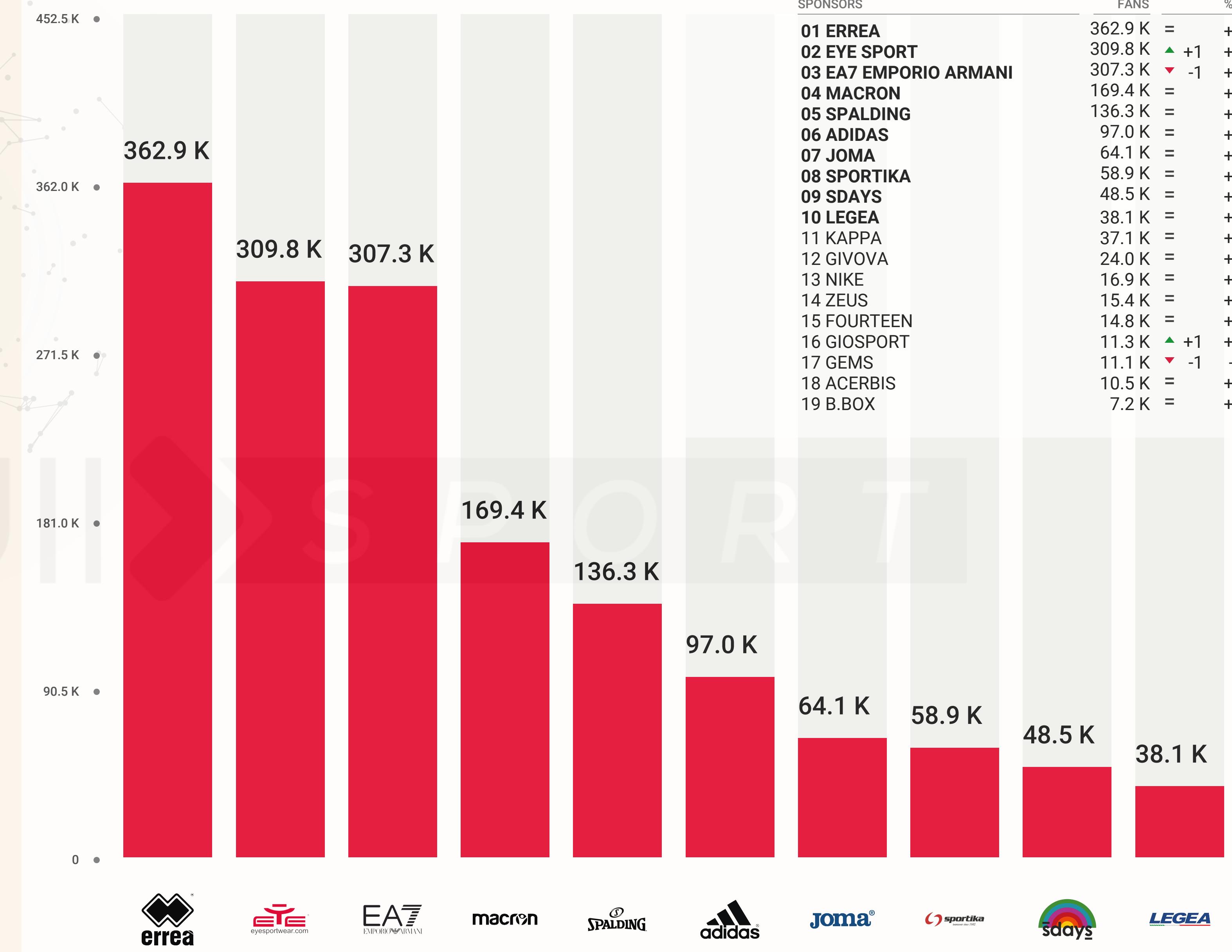
1.1 M

[TOTAL FANS]

ITALY Social Brands



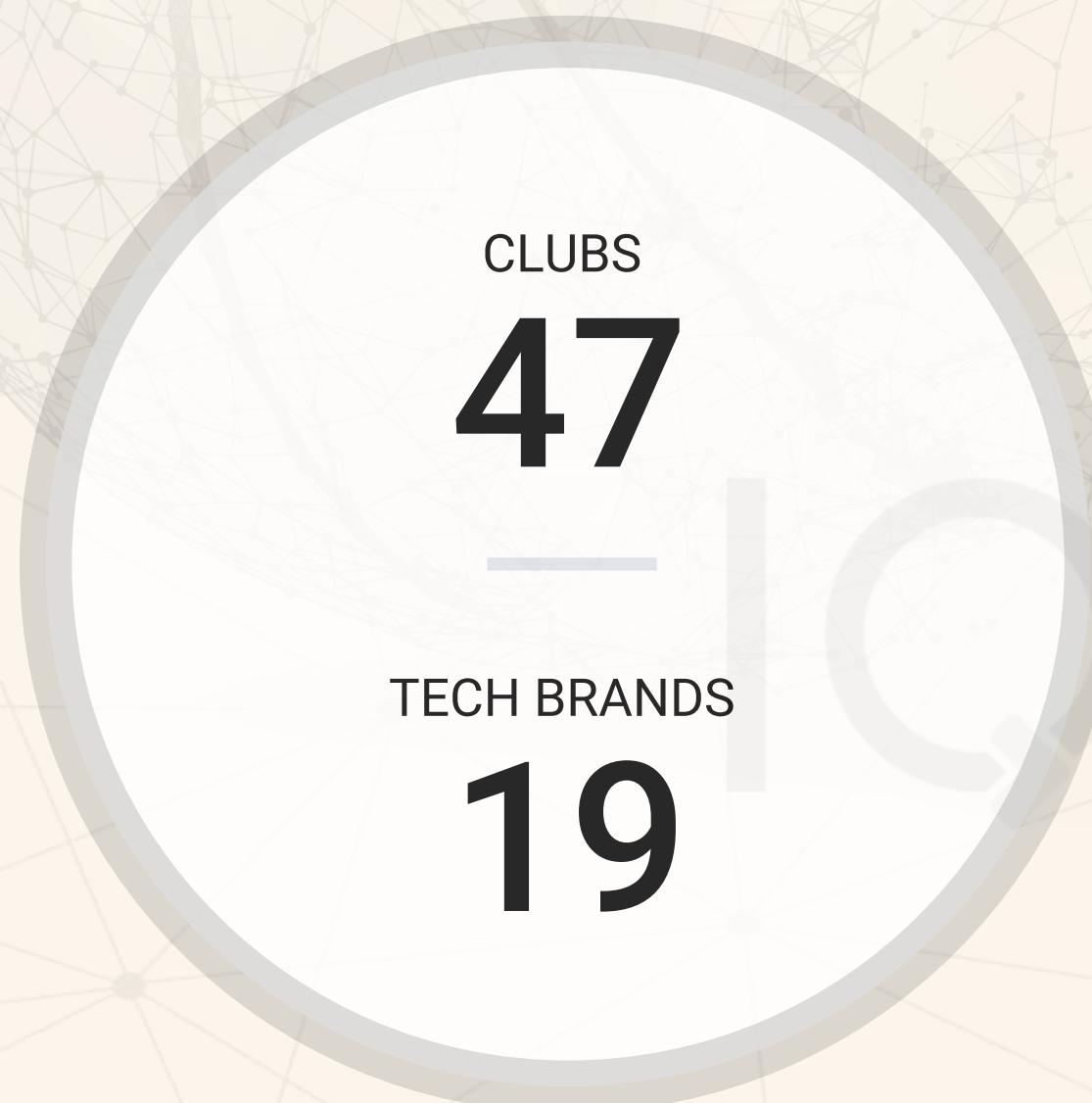
Potential Social Media exposition
of the **Tech Brands** in relation
to the total fanbase of the 47
sponsored basketball clubs.



*[from April 25, 2019 to May 25, 2019]

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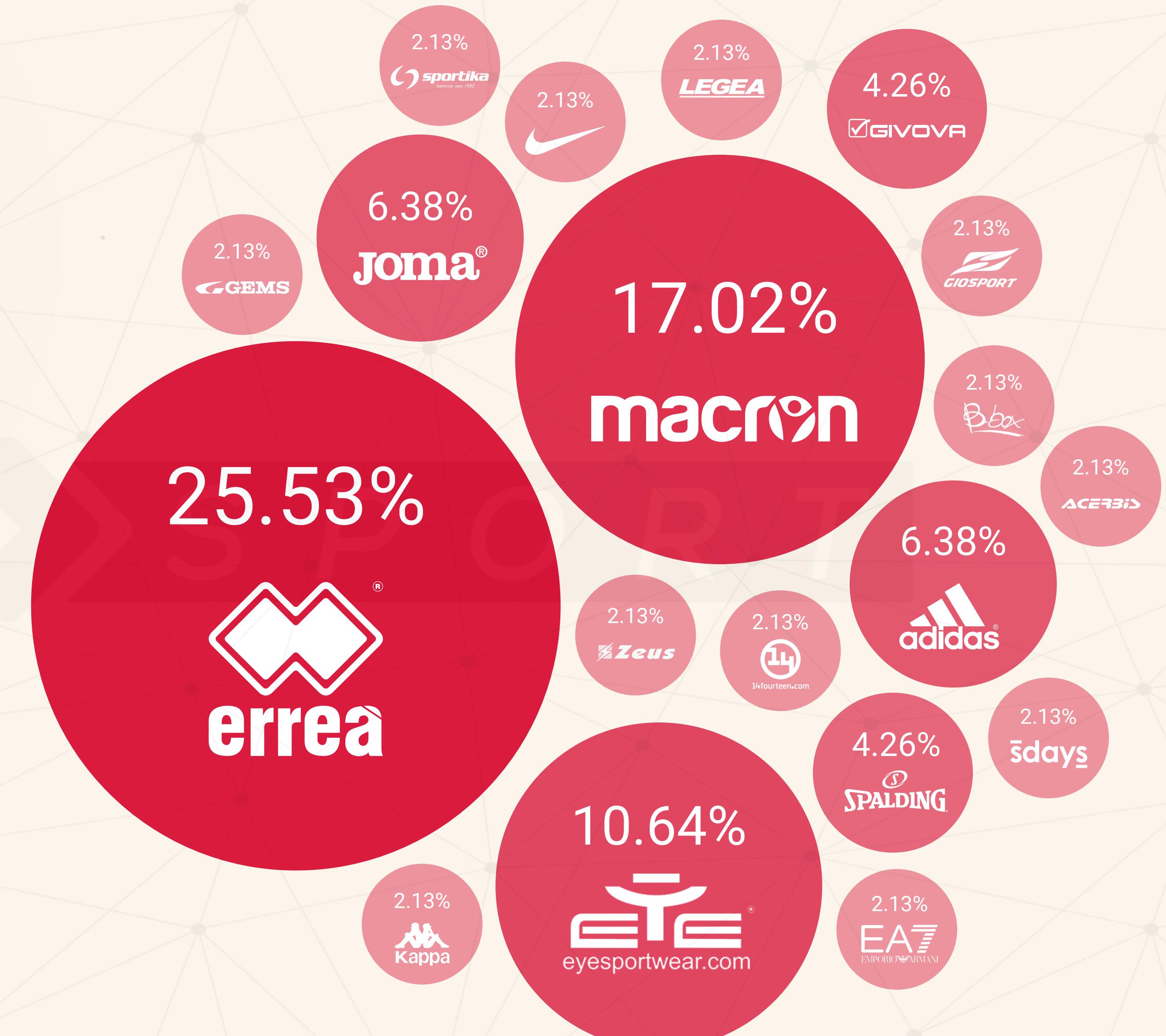
ITALY Tech Brands



TECH BRANDS coverage in relation to the 47 sponsored Basketball Clubs.

*[from April 25, 2019 to May 25, 2019]

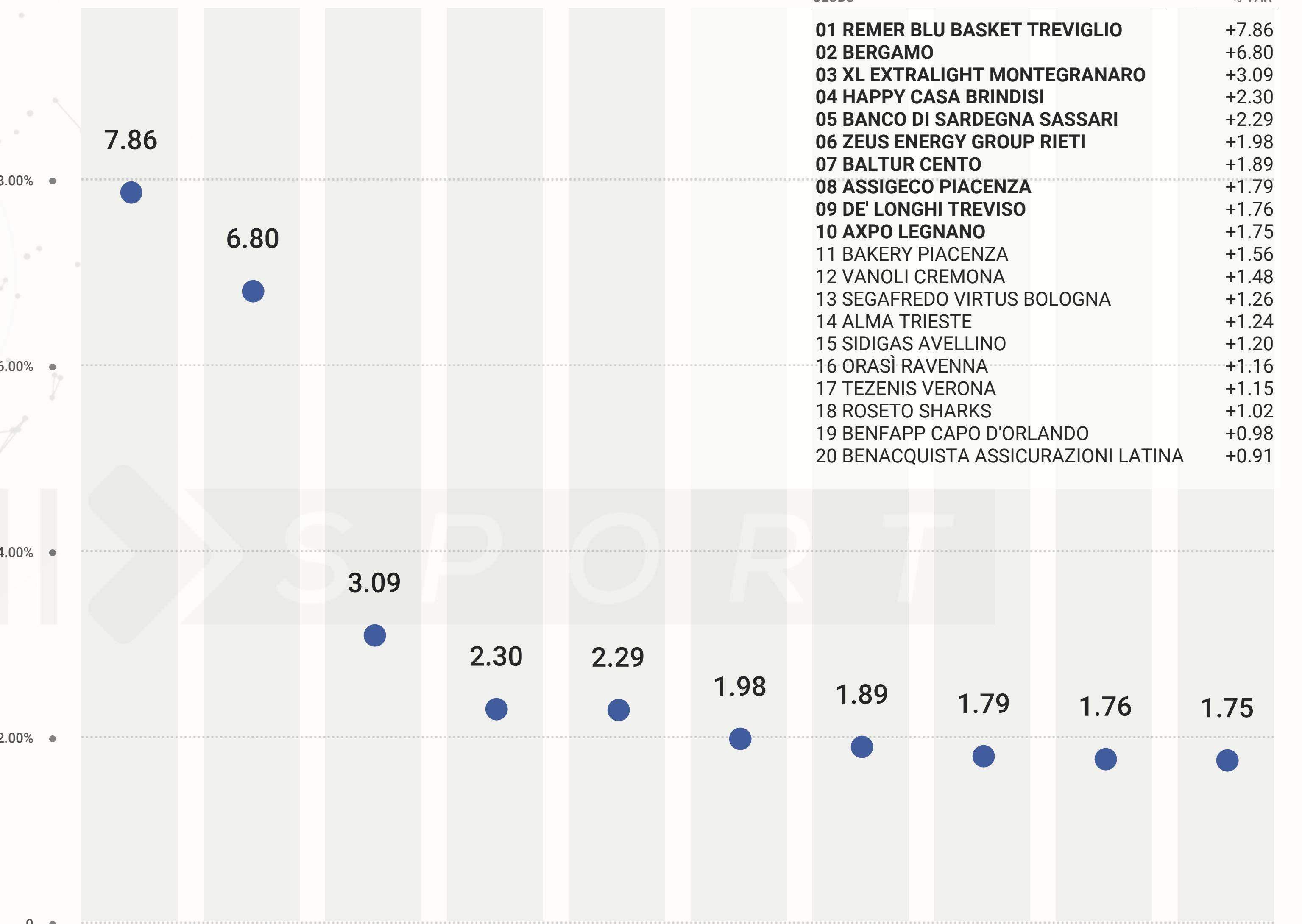
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ITALY Facebook



Ranking of the Italian **TOP 20**
most grown up basketball clubs
on Facebook.



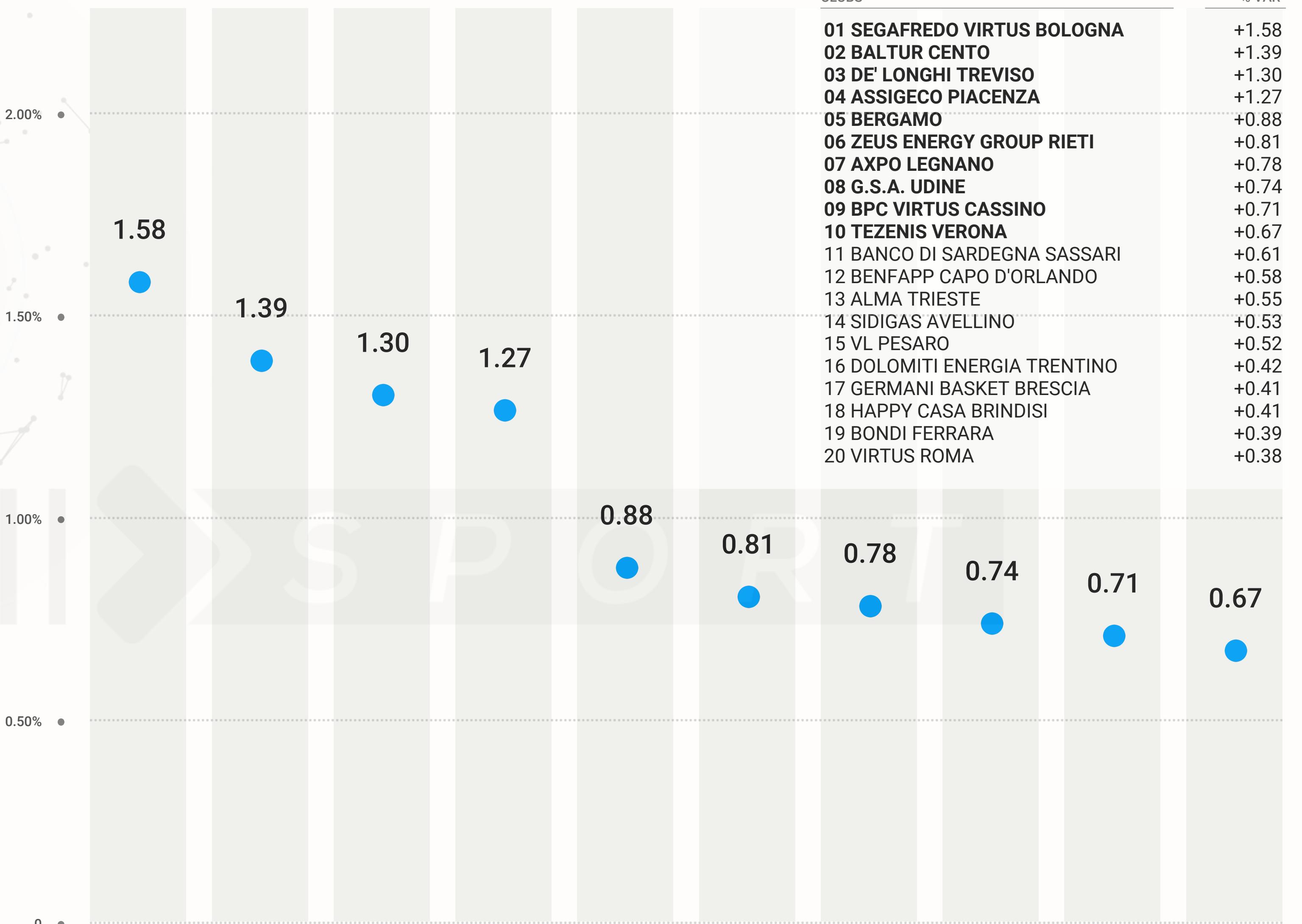
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ITALY Twitter



Ranking of the Italian **TOP 20**
most grown up basketball clubs
on Twitter.



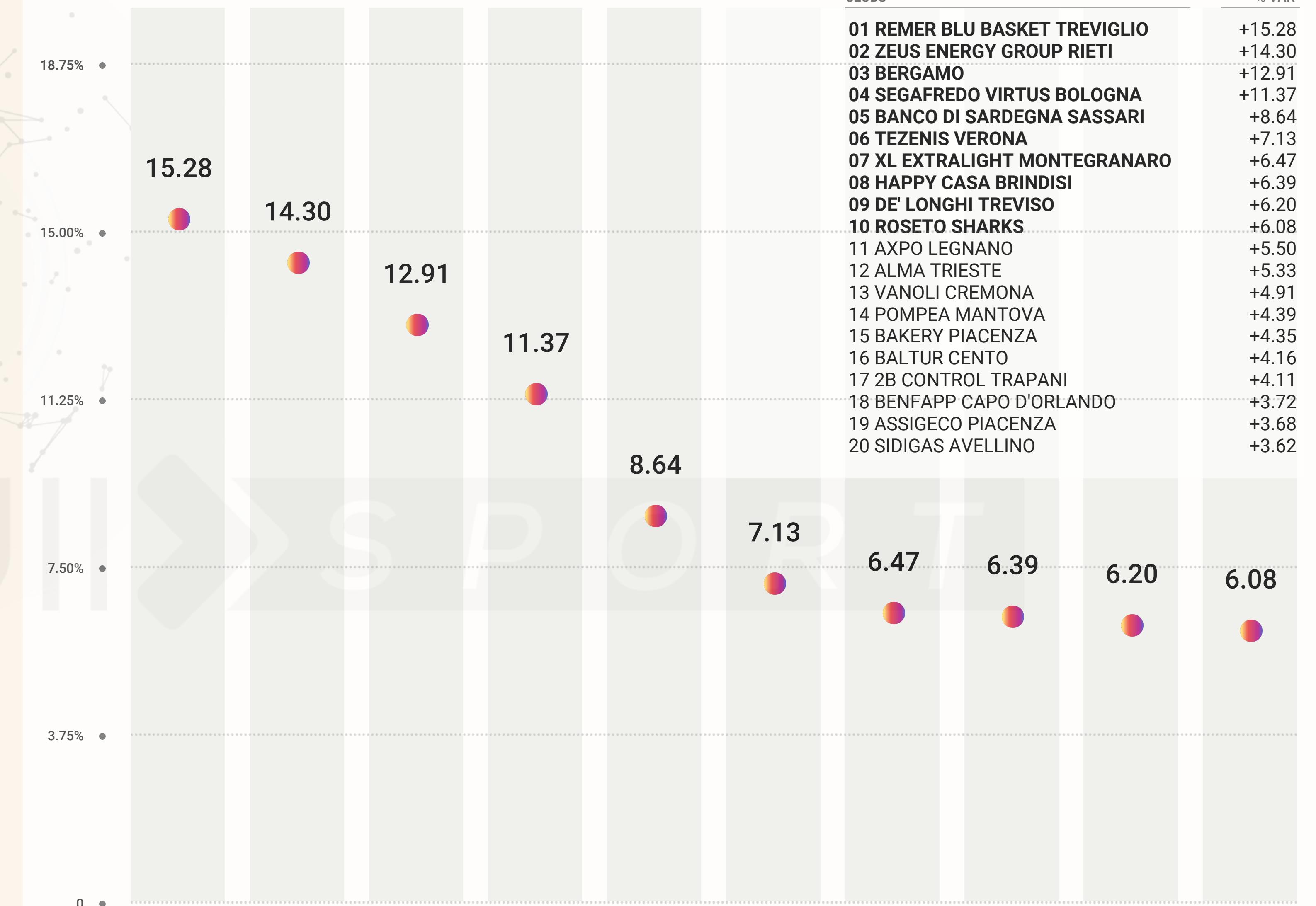
*[from April 25, 2019 to May 25, 2019]

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ITALY Instagram



Ranking of the Italian **TOP 20**
most grown up basketball clubs
on Instagram.



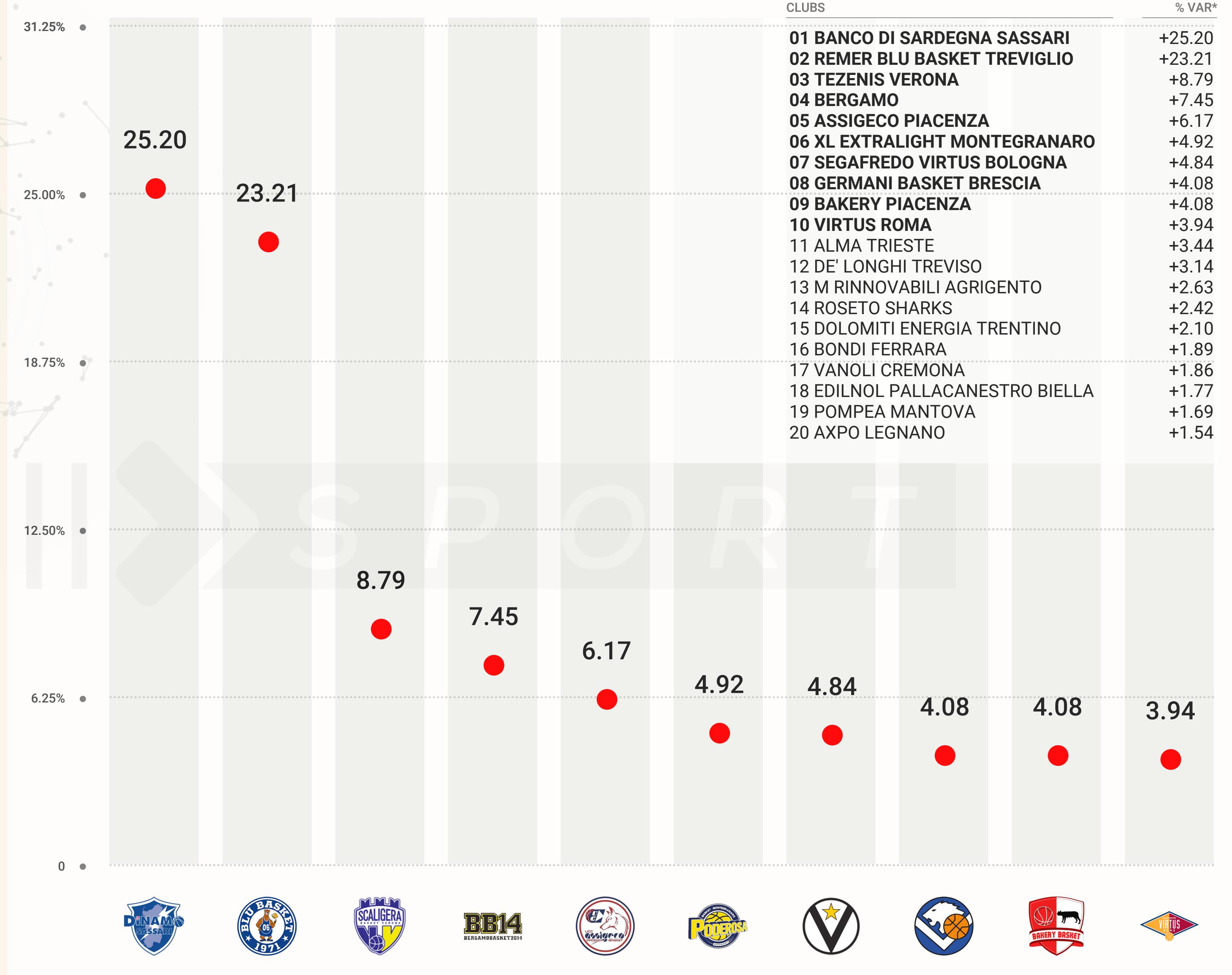
*[from April 25, 2019 to May 25, 2019]

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ITALY YouTube



Ranking of the Italian **TOP 20**
most grown up basketball clubs
on YouTube.



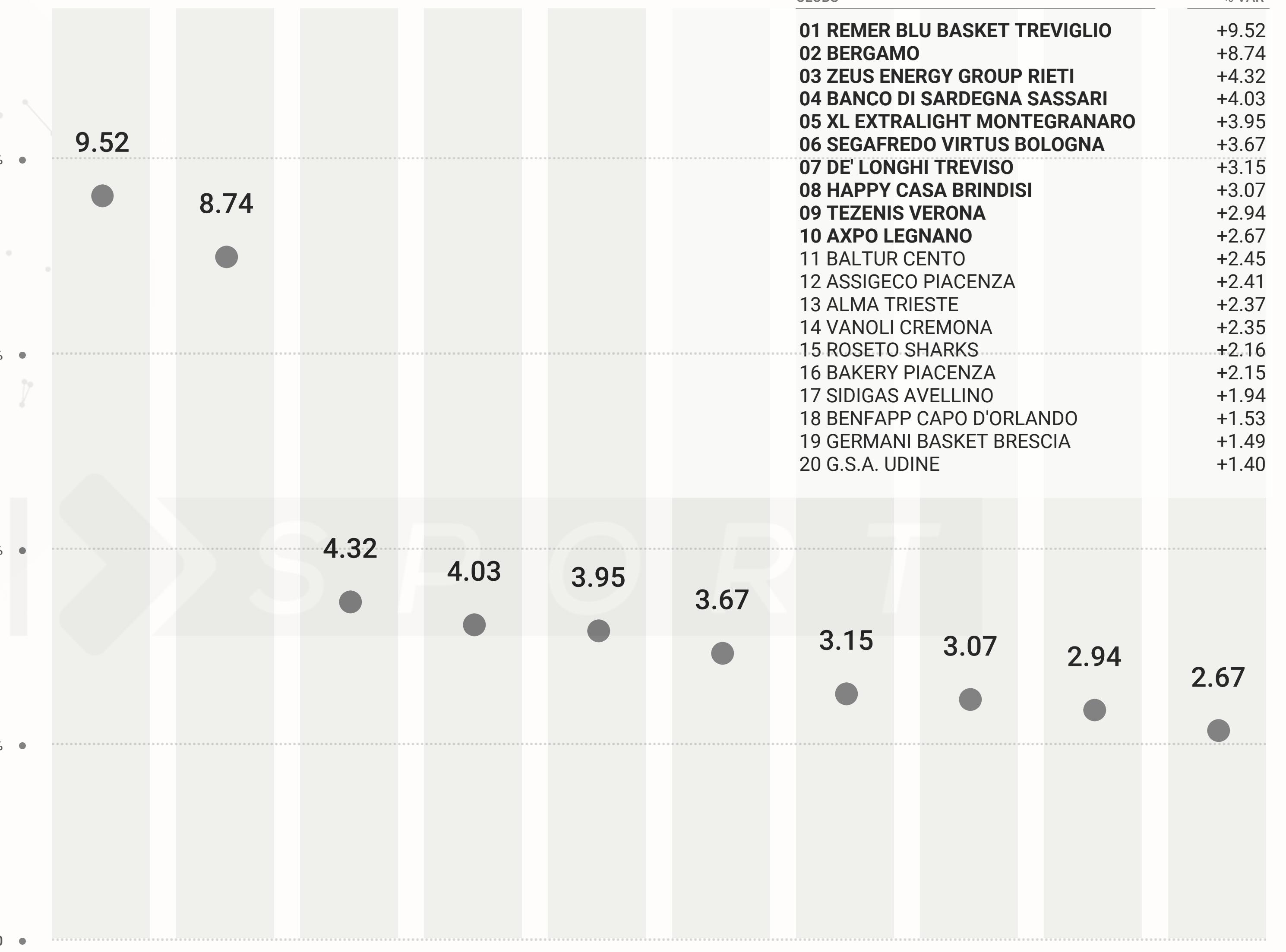
*[from April 25, 2019 to May 25, 2019]

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ITALY Social



Ranking of the Italian **TOP 20**
most grown up basketball clubs
on social media.



*[from April 25, 2019 to May 25, 2019]

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ITALY SnapShot / Official Apps*

6

LEAGUES

Total Leagues analyzed: LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est.

47

CLUBS

Total Basketball Clubs analyzed in LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est.

14

iOS

Total iOS Official Apps analyzed in LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est.

15

ANDROID

Total Android Official Apps analyzed in LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est.

*From April 25, 2019 to May 25, 2019. The Official Apps considered have informative features (e.g. fixtures, news, roster, etc.). Other official apps boasting only VR, games, or stadium services' features have not been considered.

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LBA SERIE A

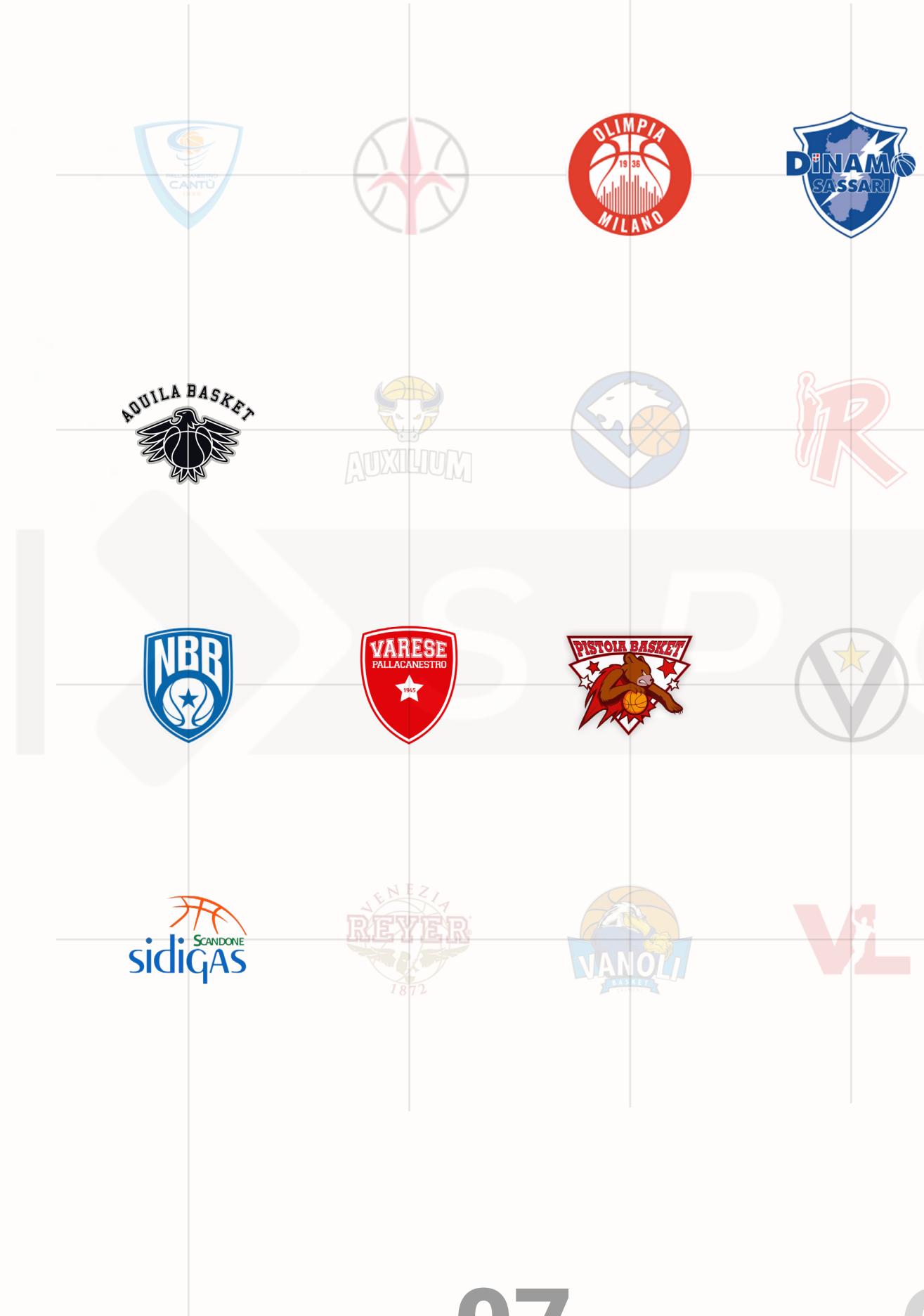
CLUBS
16

Overview of the Official Apps
of the basketball clubs playing in
LBA Serie A.

*[from April 25, 2019 to May 25, 2019]

IOS

► ANDROID

**07****CLUBS****08**

IQUII ➤ SPORT

LNP SERIE A2 OVEST

CLUBS
15



OLD WILD WEST

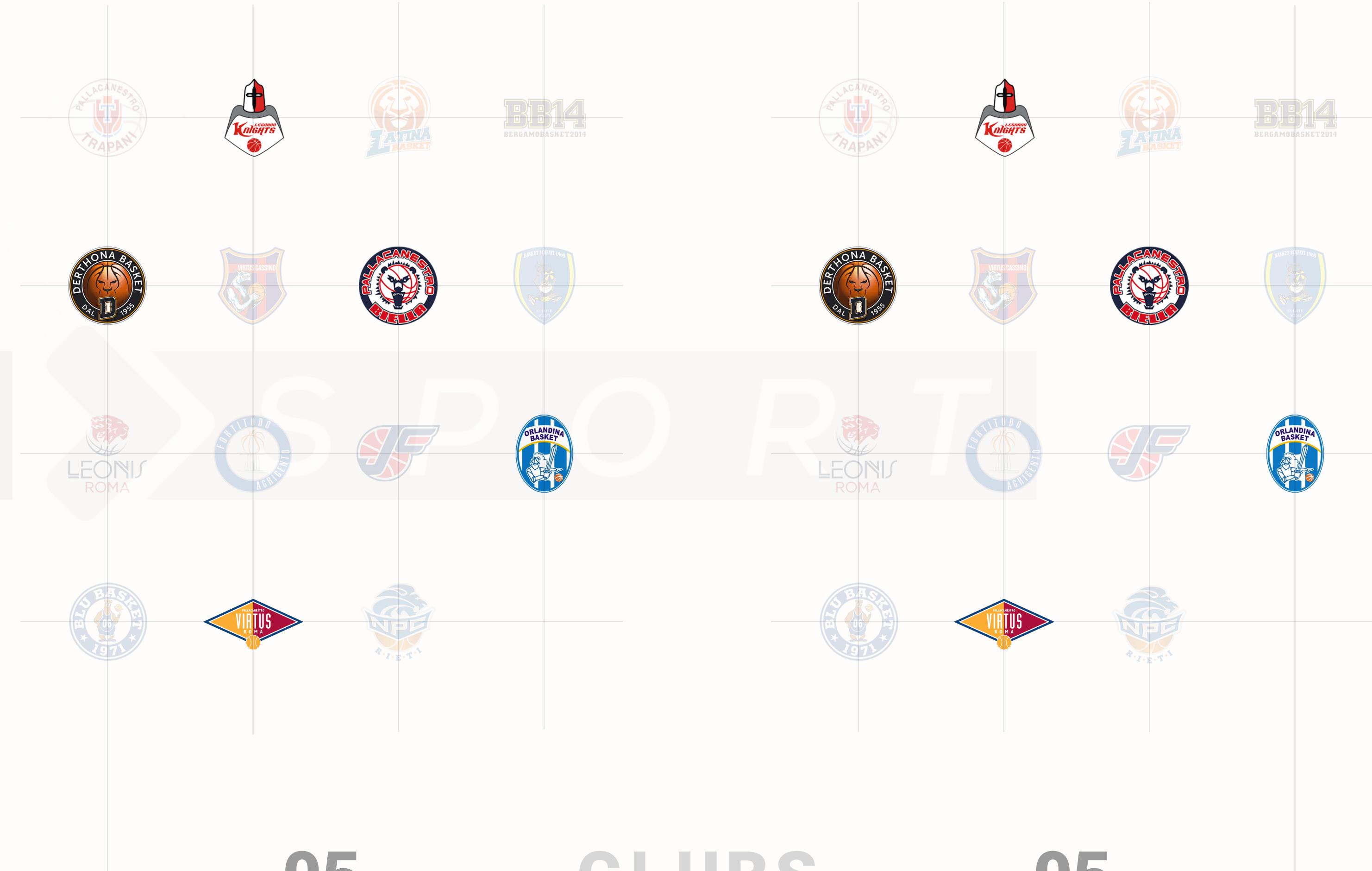
Overview of the Official Apps
of the basketball clubs playing in
LNP Serie A2 Ovest.

*[from April 25, 2019 to May 25, 2019]

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➤ iOS

➤ ANDROID



05

CLUBS

05

LNP SERIE A2 EST

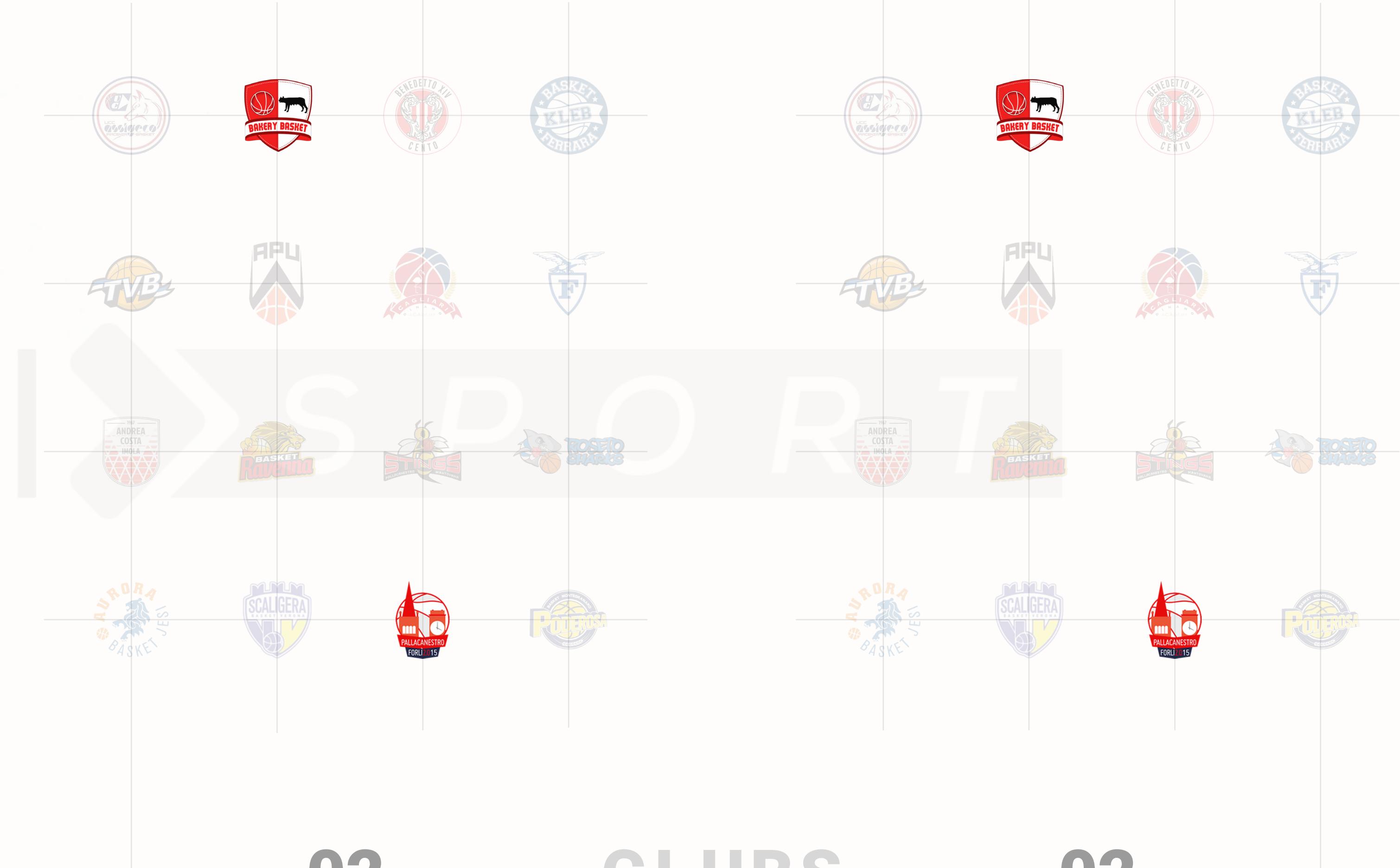
CLUBS
16

Overview of the Official Apps
of the basketball clubs playing in
LNP Serie A2 Est.

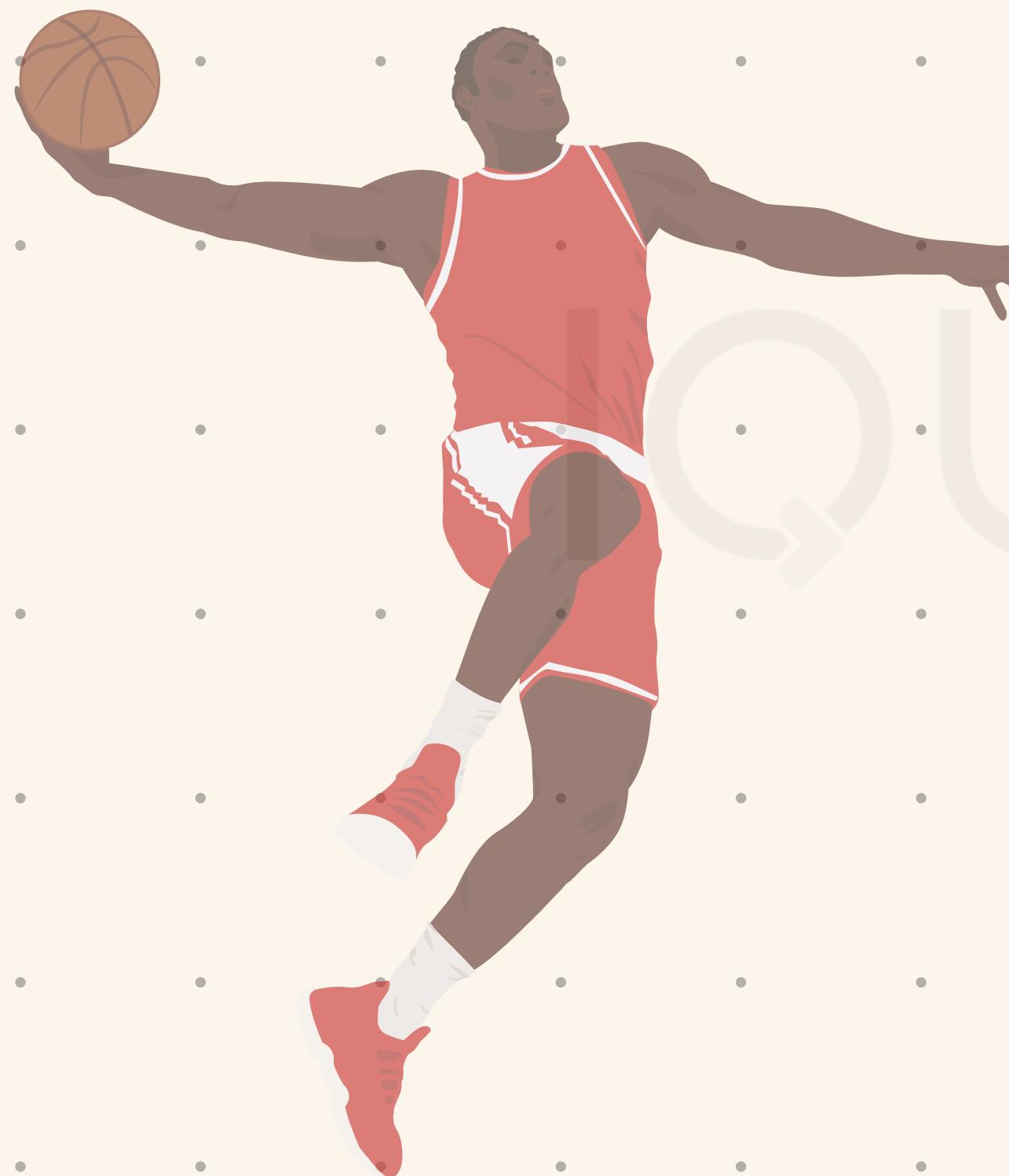
*[from April 25, 2019 to May 25, 2019]

➤ iOS

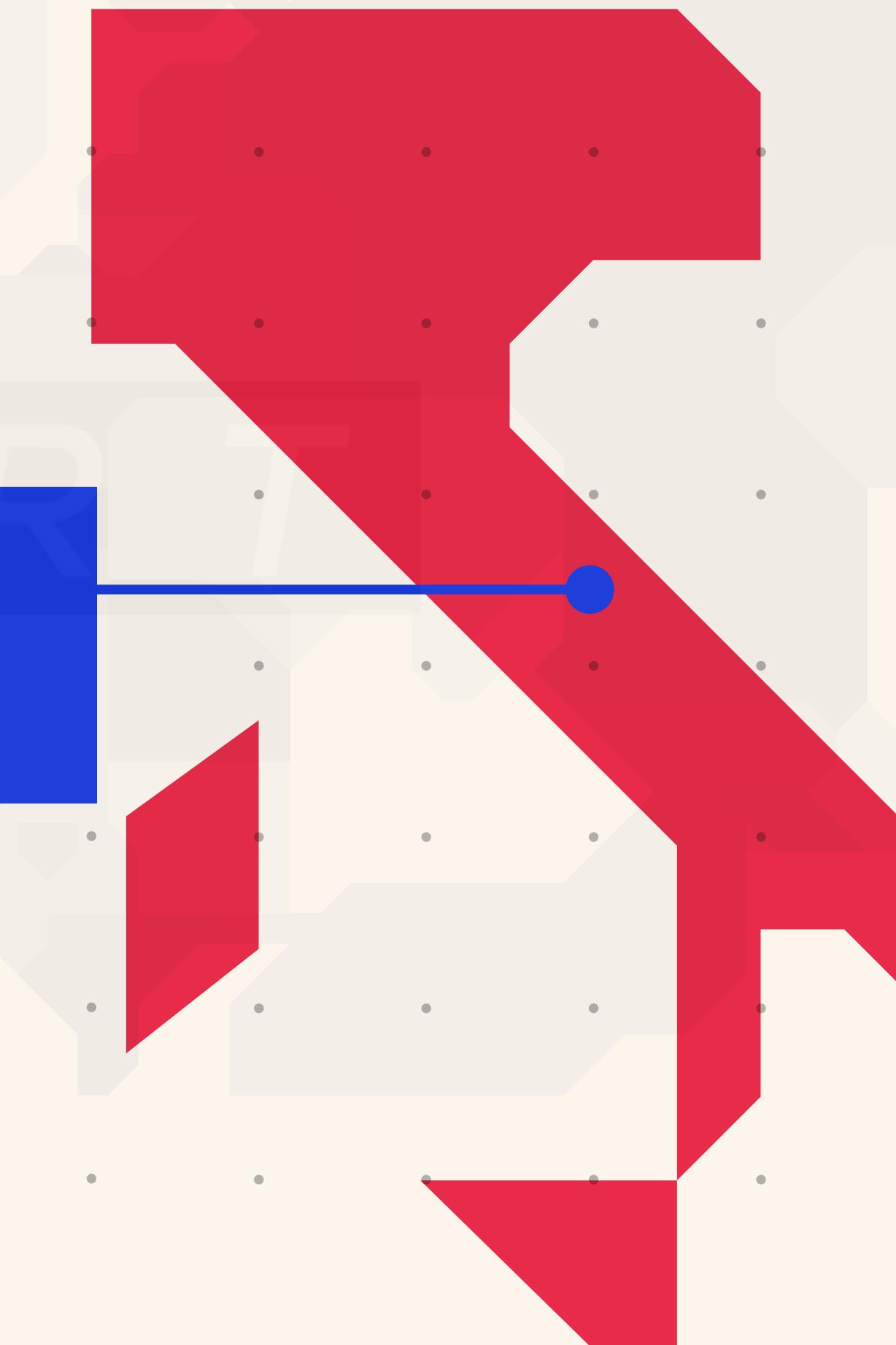
➤ ANDROID

**02****CLUBS****02**

Overview about the TOP 20 LBA Serie A players



LBA
Serie A



PLAYERS Facebook

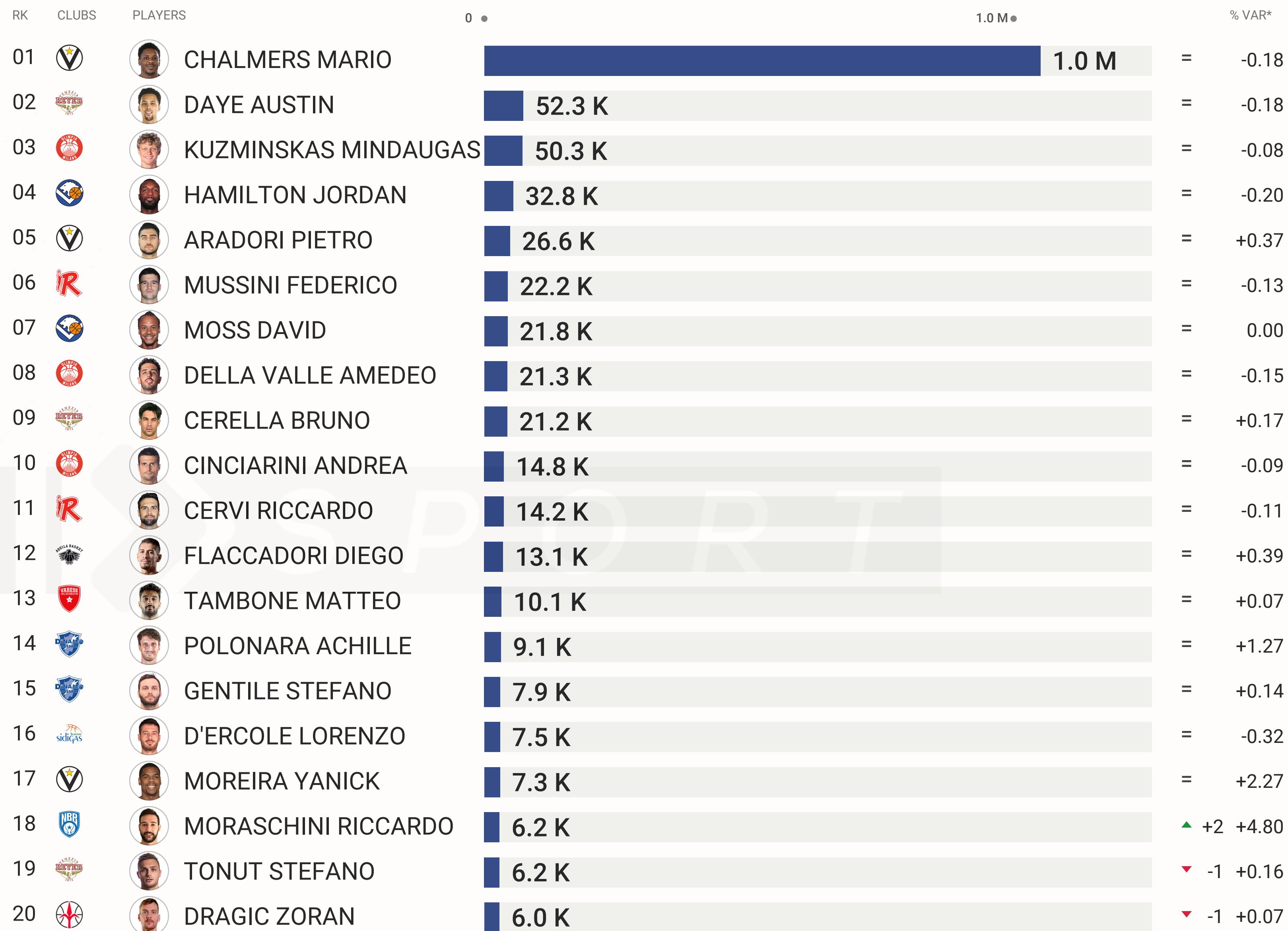


TOP 20



Ranking of the **TOP 20** most followed
LBA Serie A basketball players
on Facebook.

*[from April 25, 2019 to May 25, 2019]

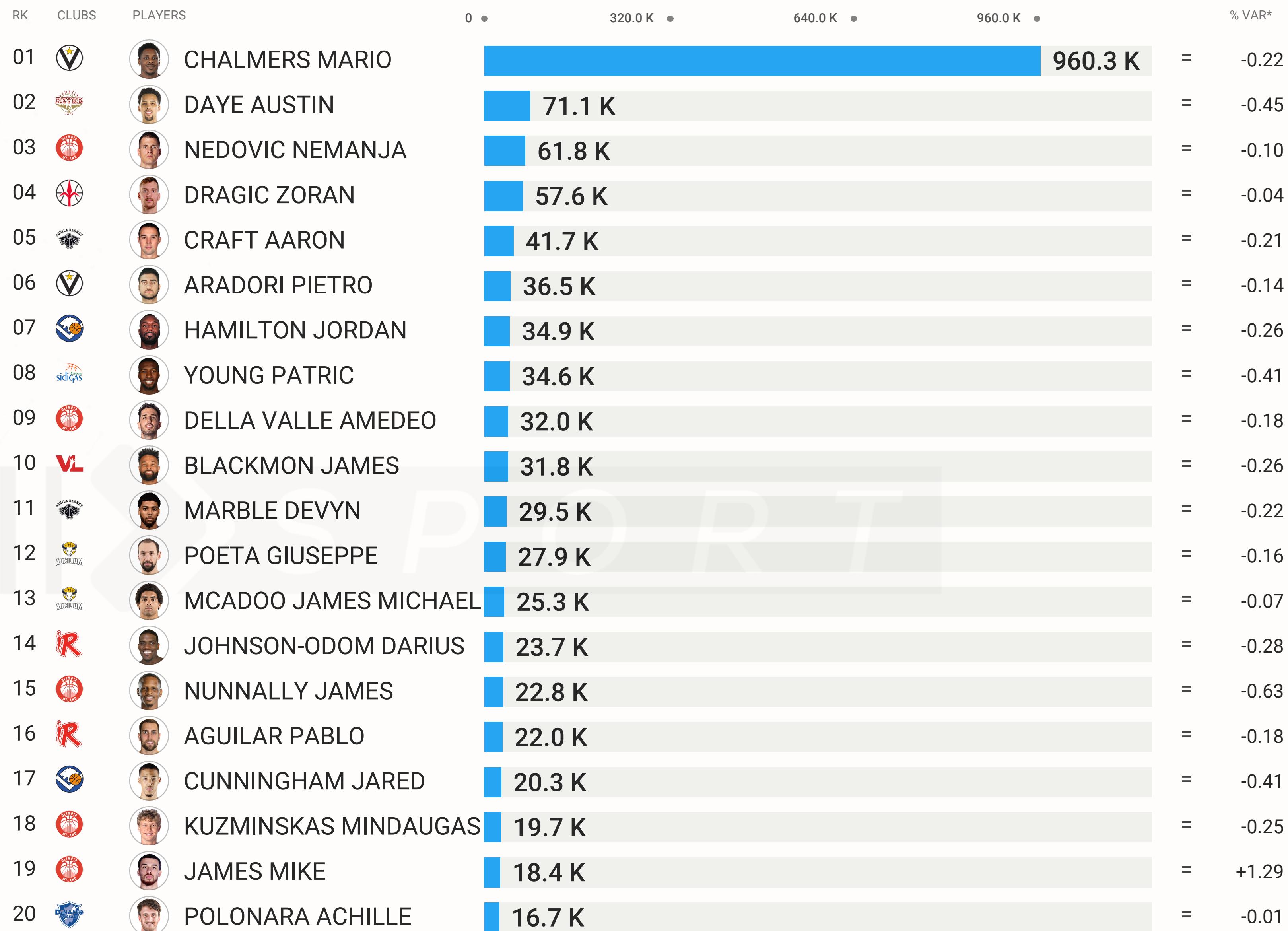


The players considered are the ones in the official websites of the clubs analysed, considering the transactions' list in the sportando.basketball/basket-mercato/ website too.

PLAYERS Twitter



Ranking of the **TOP 20** most followed
LBA Serie A basketball players
on Twitter.



*from April 25, 2019 to May 25, 2019

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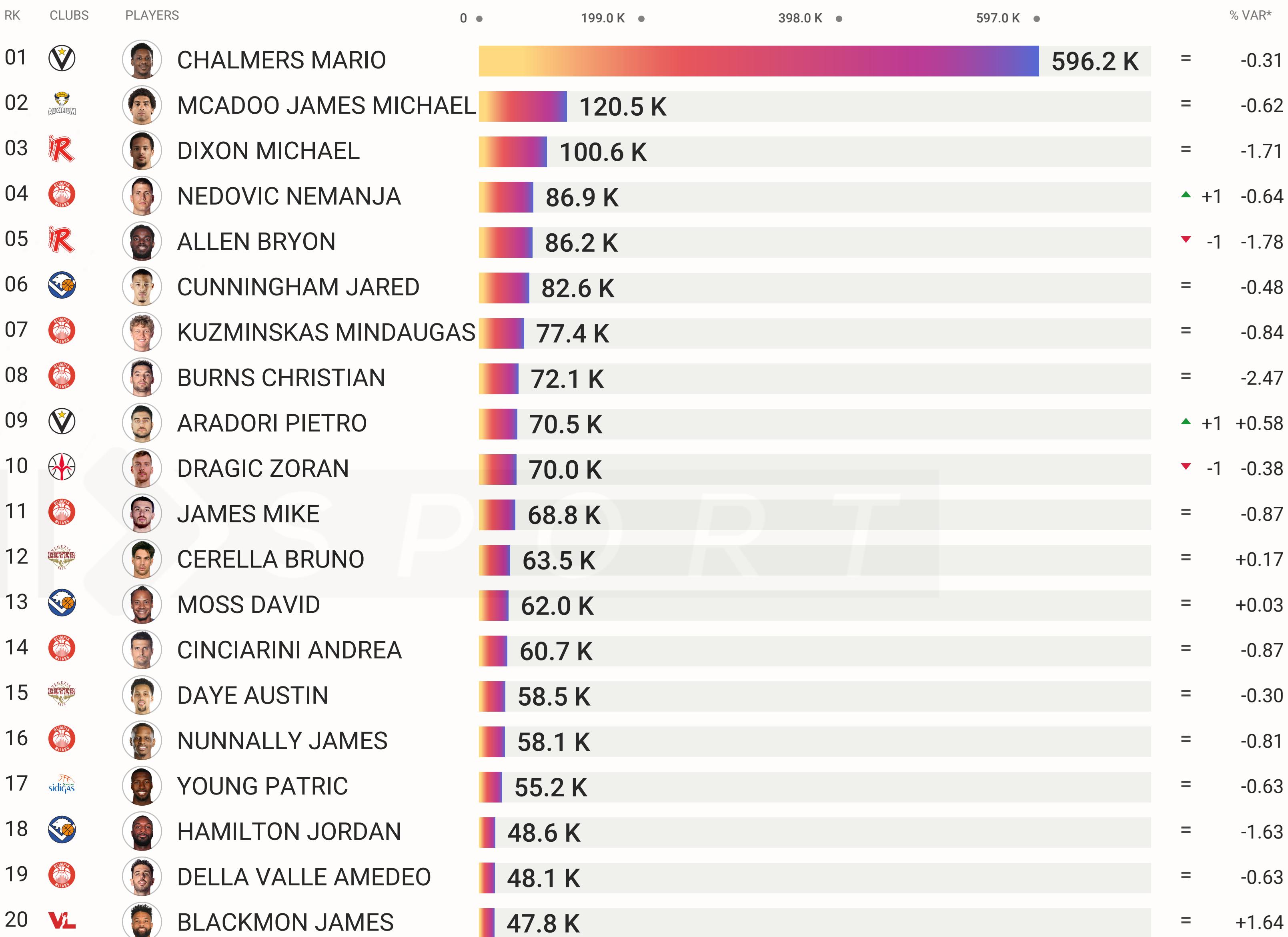
PLAYERS Instagram



Ranking of the **TOP 20** most followed
LBA Serie A basketball players
on Instagram.

*from April 25, 2019 to May 25, 2019

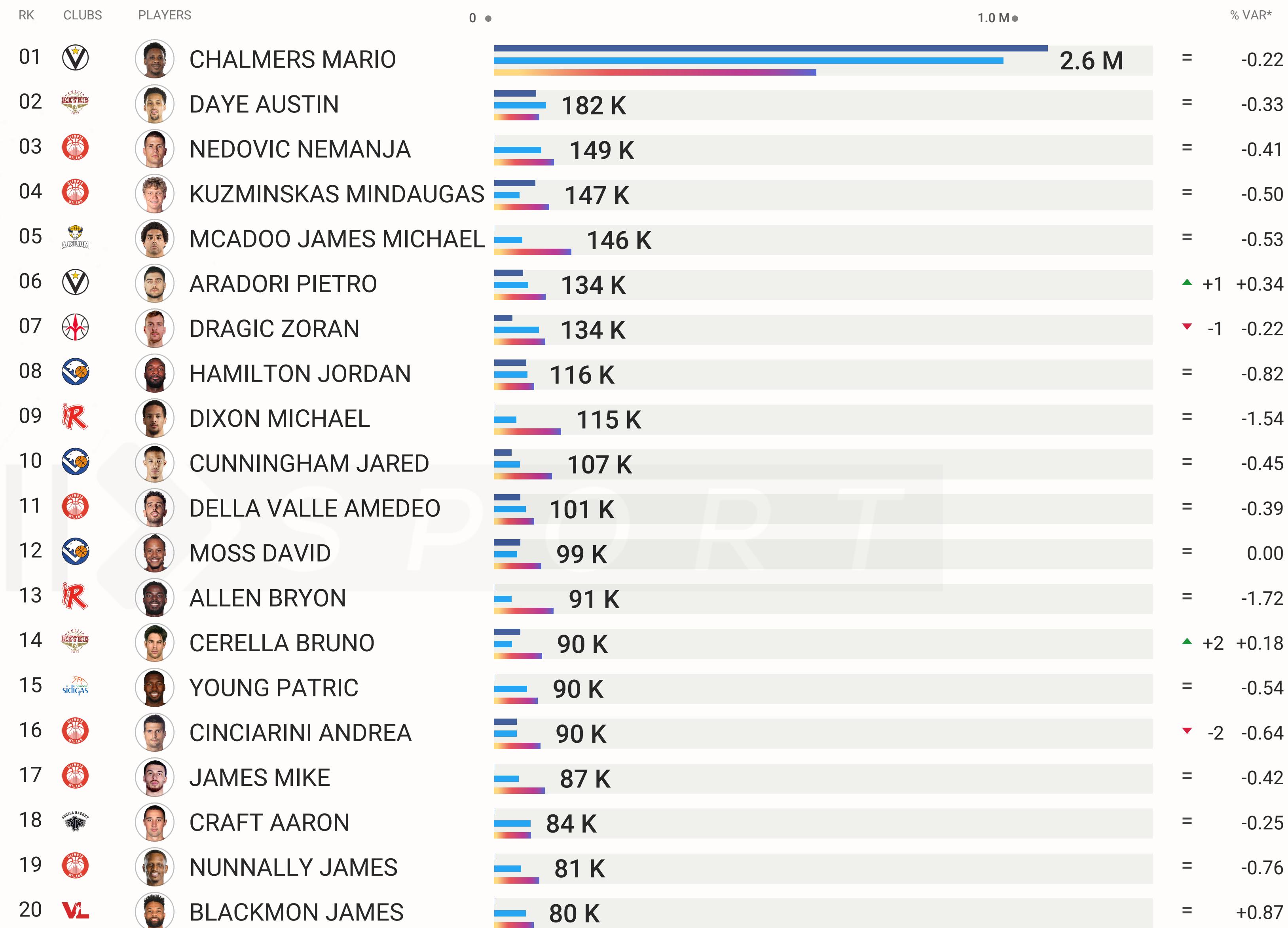
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PLAYERS   

Ranking of the **TOP 20** most followed **LBA Serie A basketball players** based on the aggregate Facebook, Twitter and Instagram fanbases.



*from April 25, 2019 to May 25, 2019

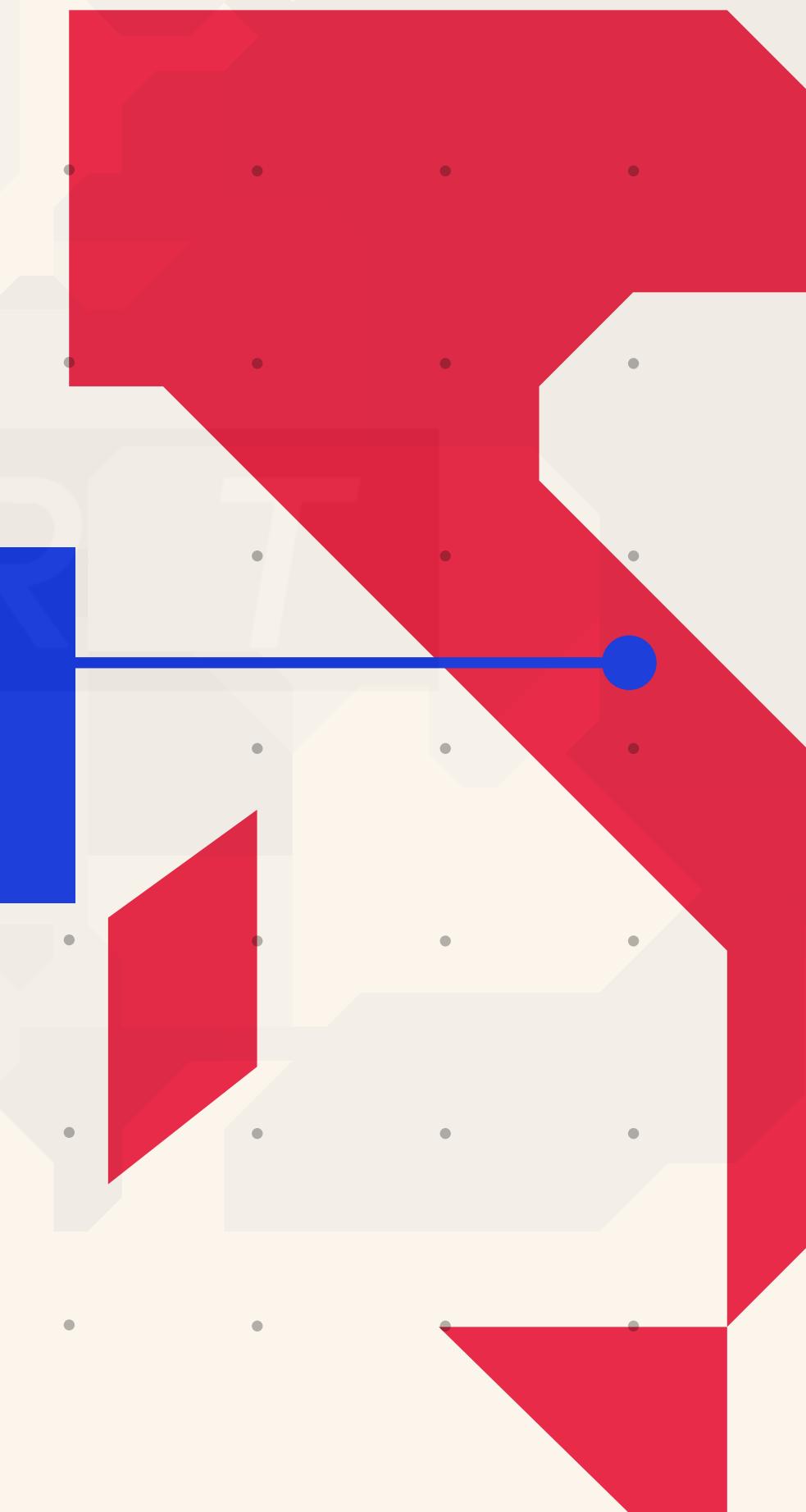
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Overview about the TOP 20 LNP Serie A2 Ovest players



LNP
Serie A2 Ovest



PLAYERS Facebook

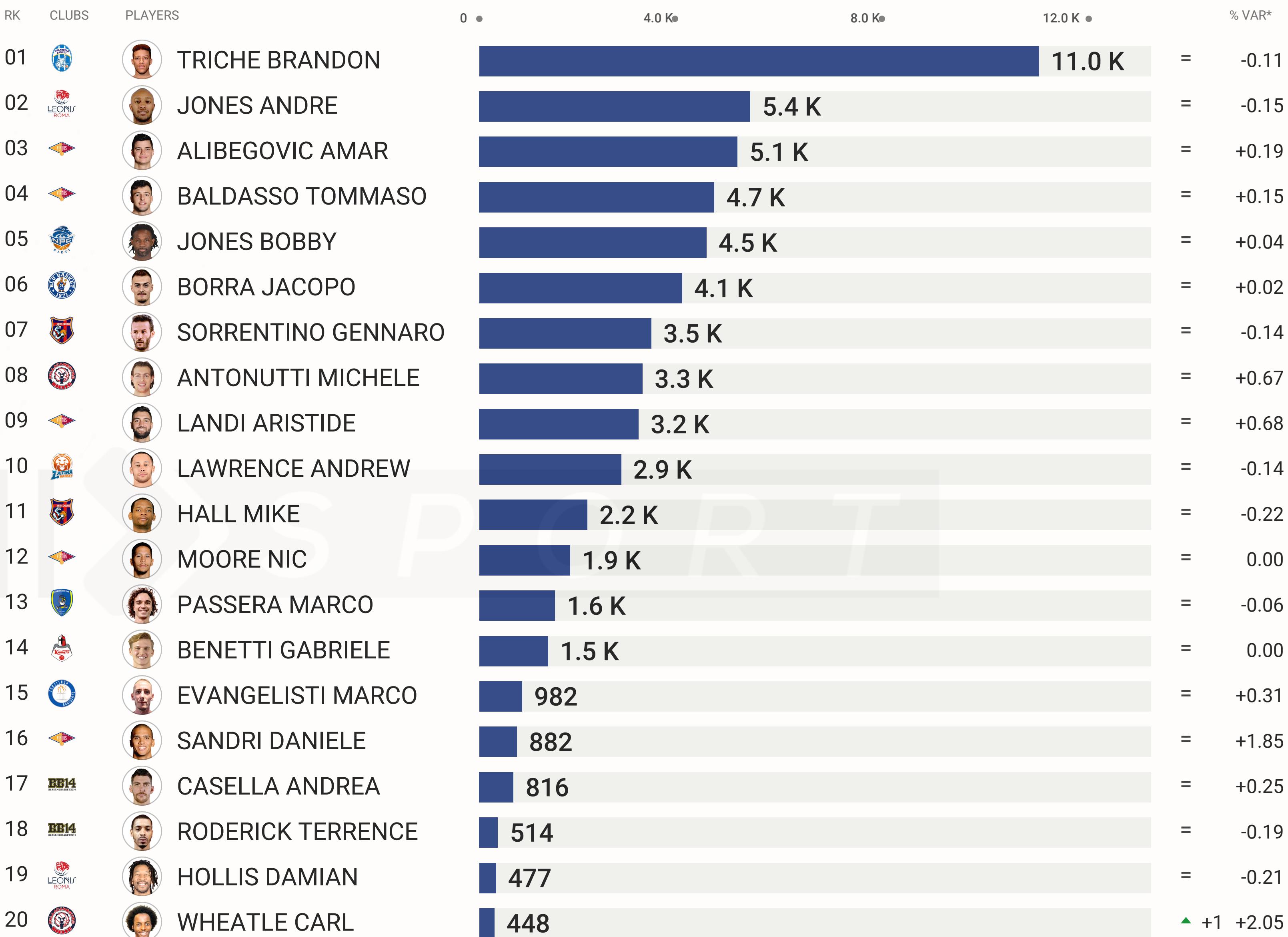


LEGA
NAZIONALE
PALLACANESTRO
OLD WILD WEST

Ranking of the **TOP 20** most followed
LNP Serie A2 Ovest basketball players
on Facebook.

*[from April 25, 2019 to May 25, 2019]

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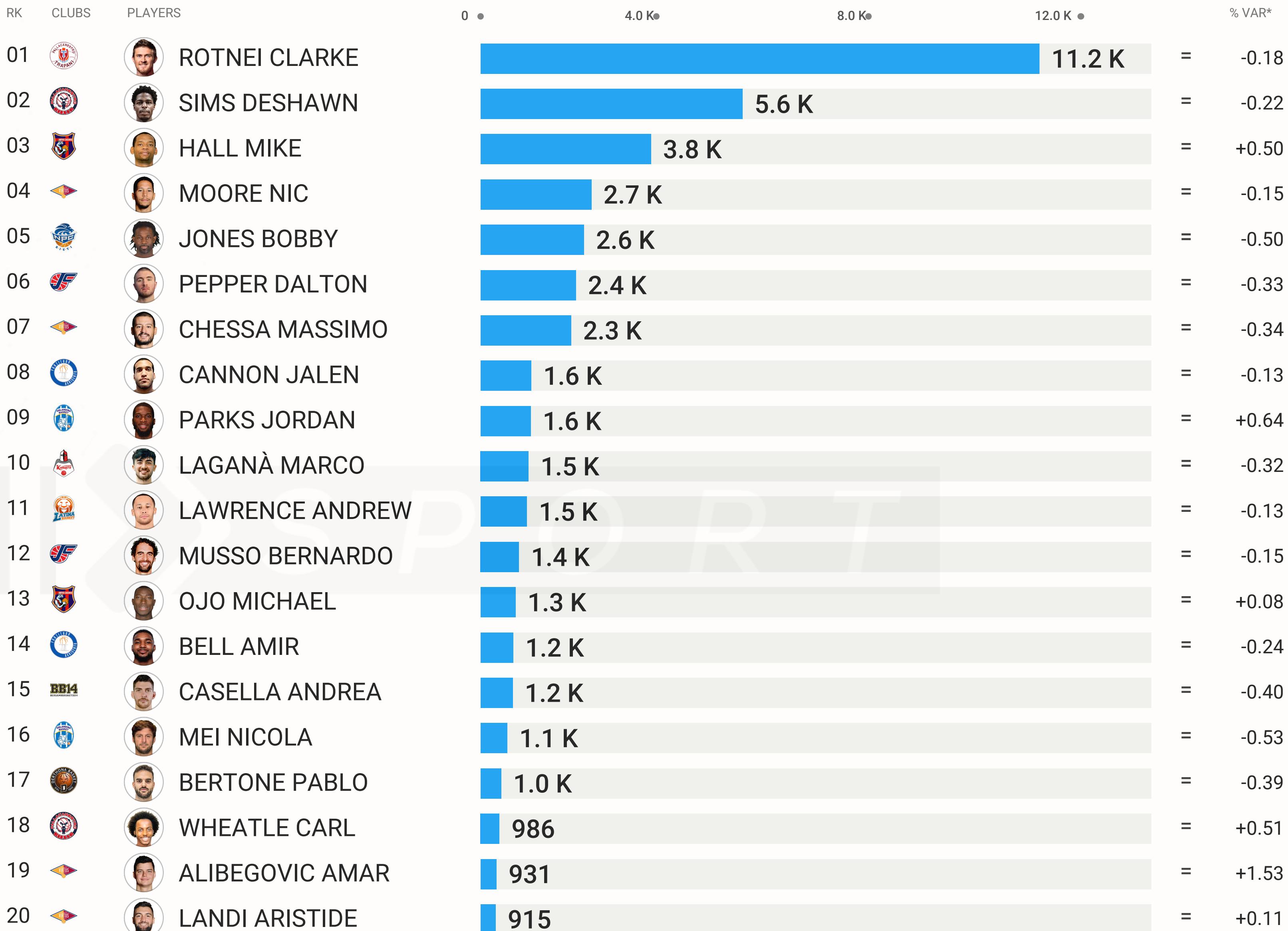
PLAYERS Twitter



Ranking of the **TOP 20** most followed
LNP Serie A2 Ovest basketball players
on Twitter.

*[from April 25, 2019 to May 25, 2019]

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PLAYERS Instagram



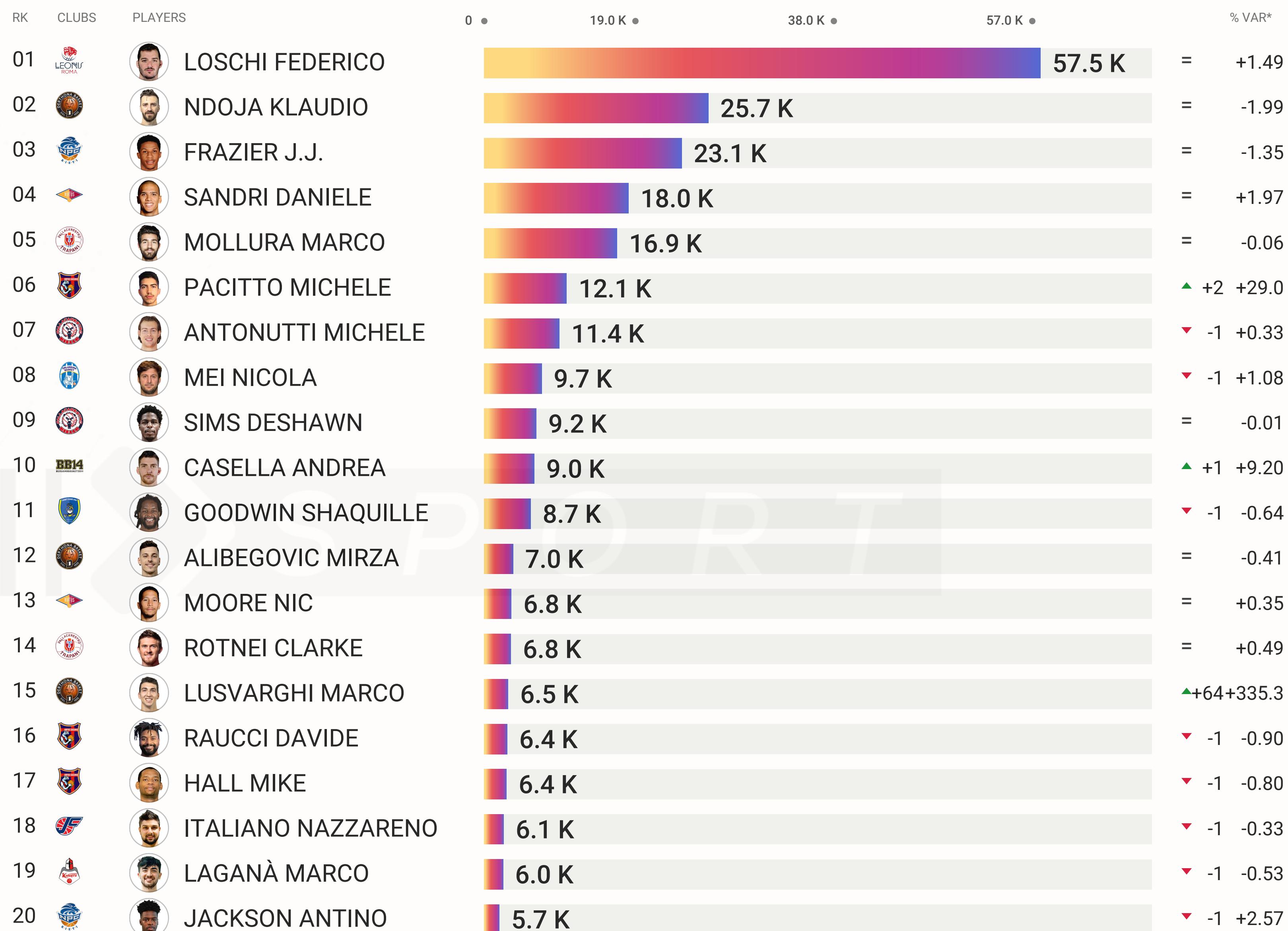
TOP 20

LEGA
NAZIONALE
PALLACANESTRO
OLD WILD WEST

Ranking of the **TOP 20** most followed
LNP Serie A2 Ovest basketball players
on Instagram.

*[from April 25, 2019 to May 25, 2019]

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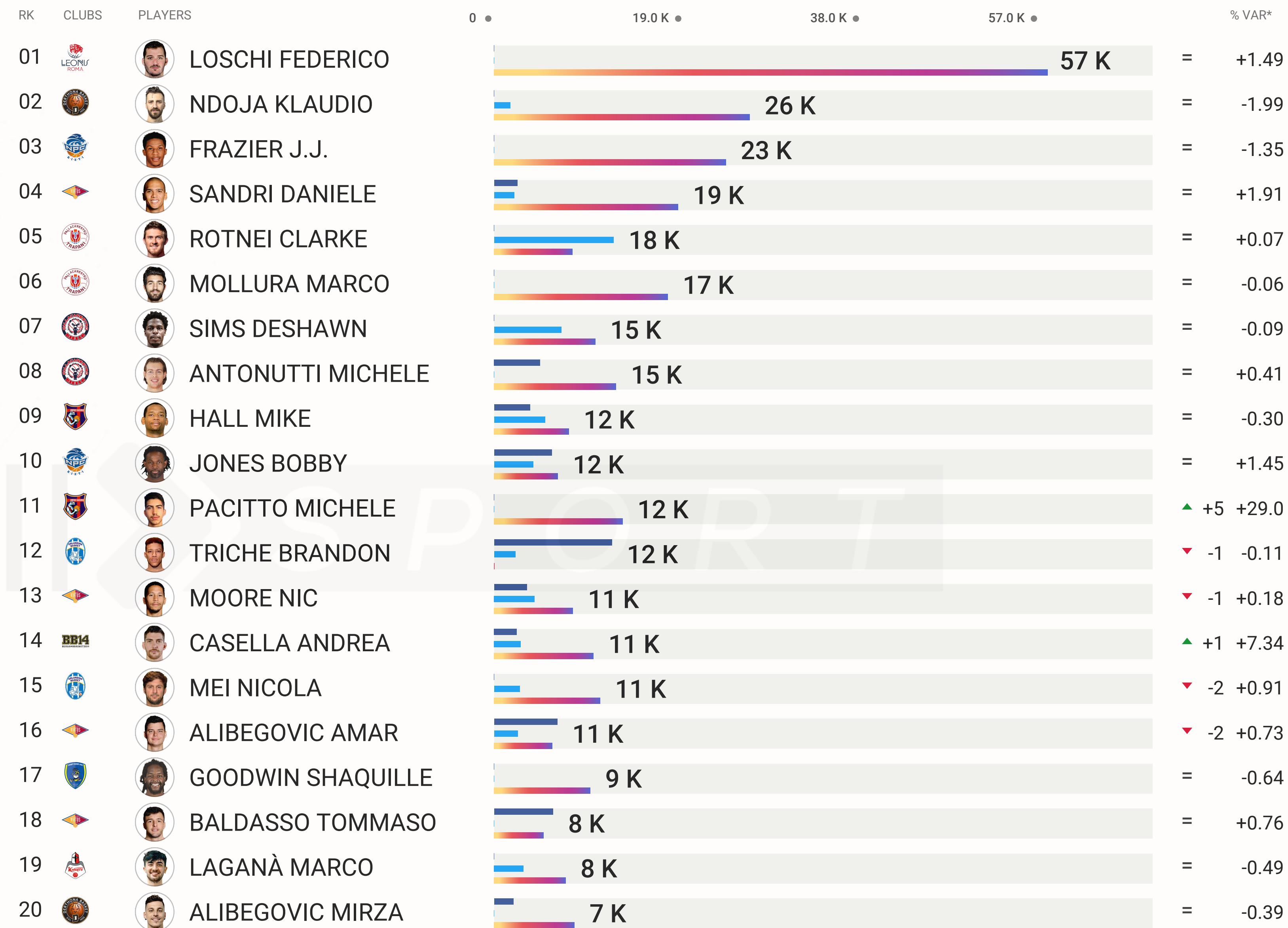


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PLAYERS



Ranking of the **TOP 20** most followed
LNP Serie A2 Ovest basketball players based
on the aggregate Facebook, Twitter
and Instagram fanbases.



*from April 25, 2019 to May 25, 2019

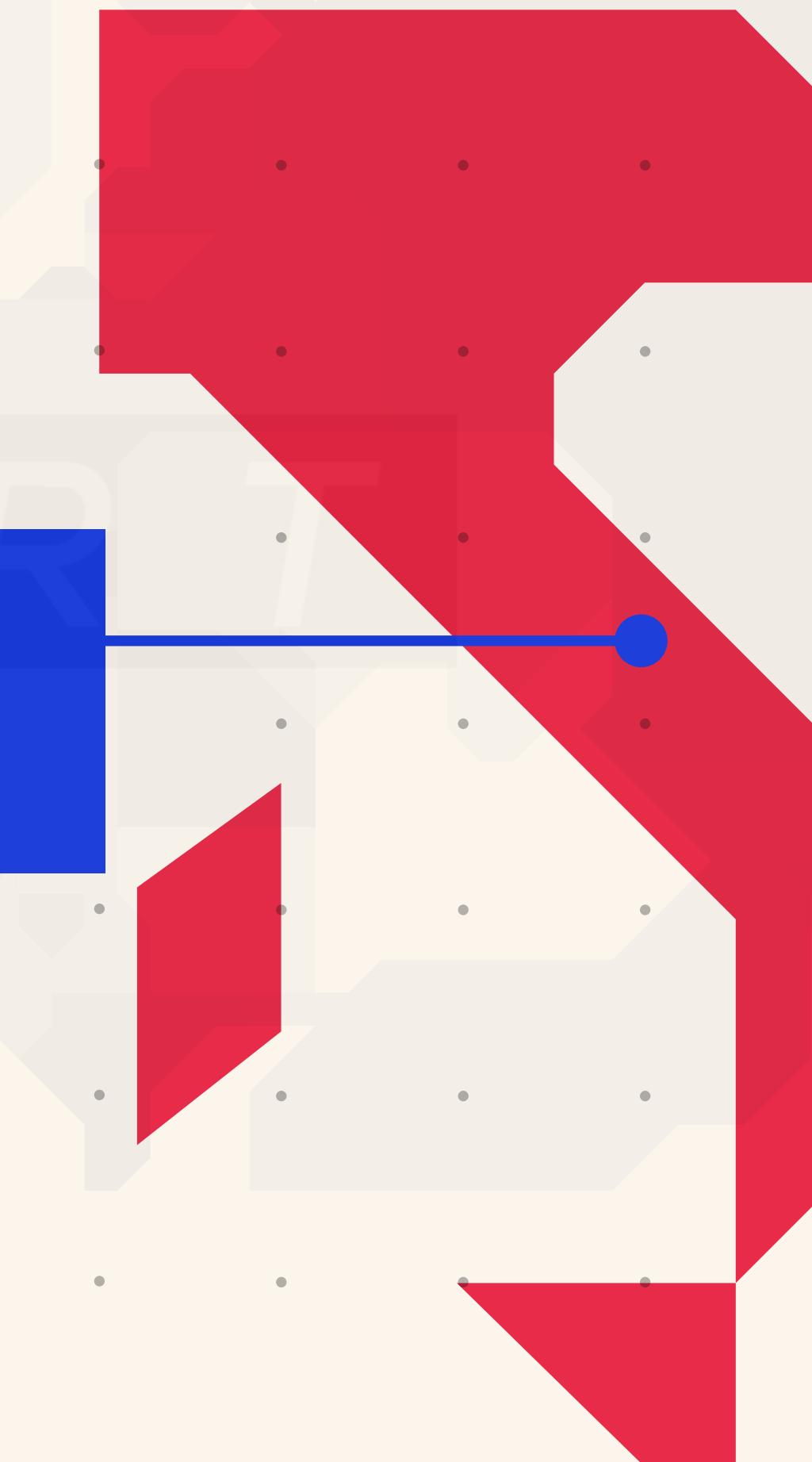
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Overview about the TOP 20 LNP Serie A2 Est players



LNP
Serie A2 Est

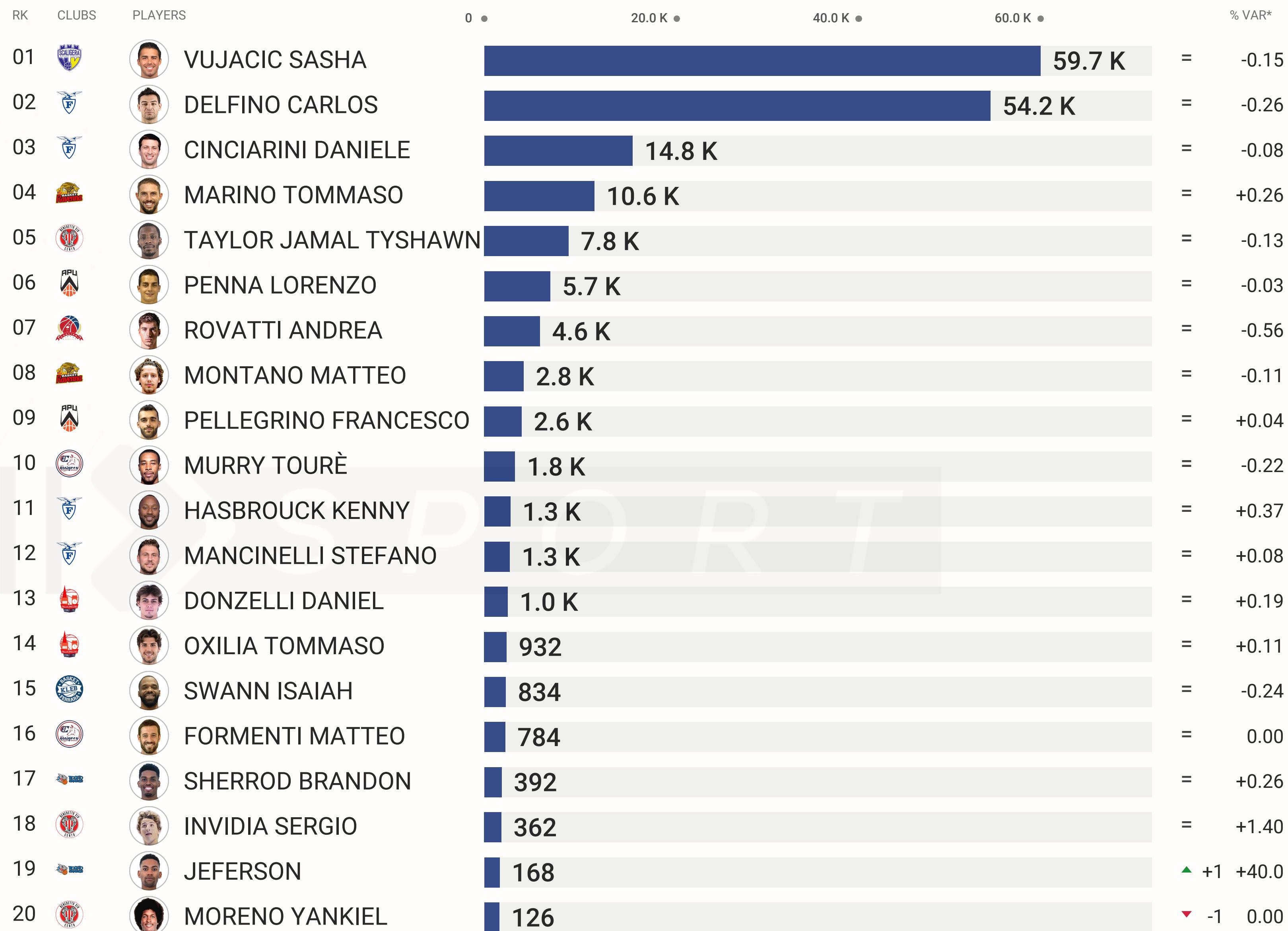


PLAYERS Facebook



LEGA
NAZIONALE
PALLACANESTRO
OLD WILD WEST

Ranking of the **TOP 20** most followed
LNP Serie A2 Est basketball players
on Facebook.



*[from April 25, 2019 to May 25, 2019]

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PLAYERS Twitter



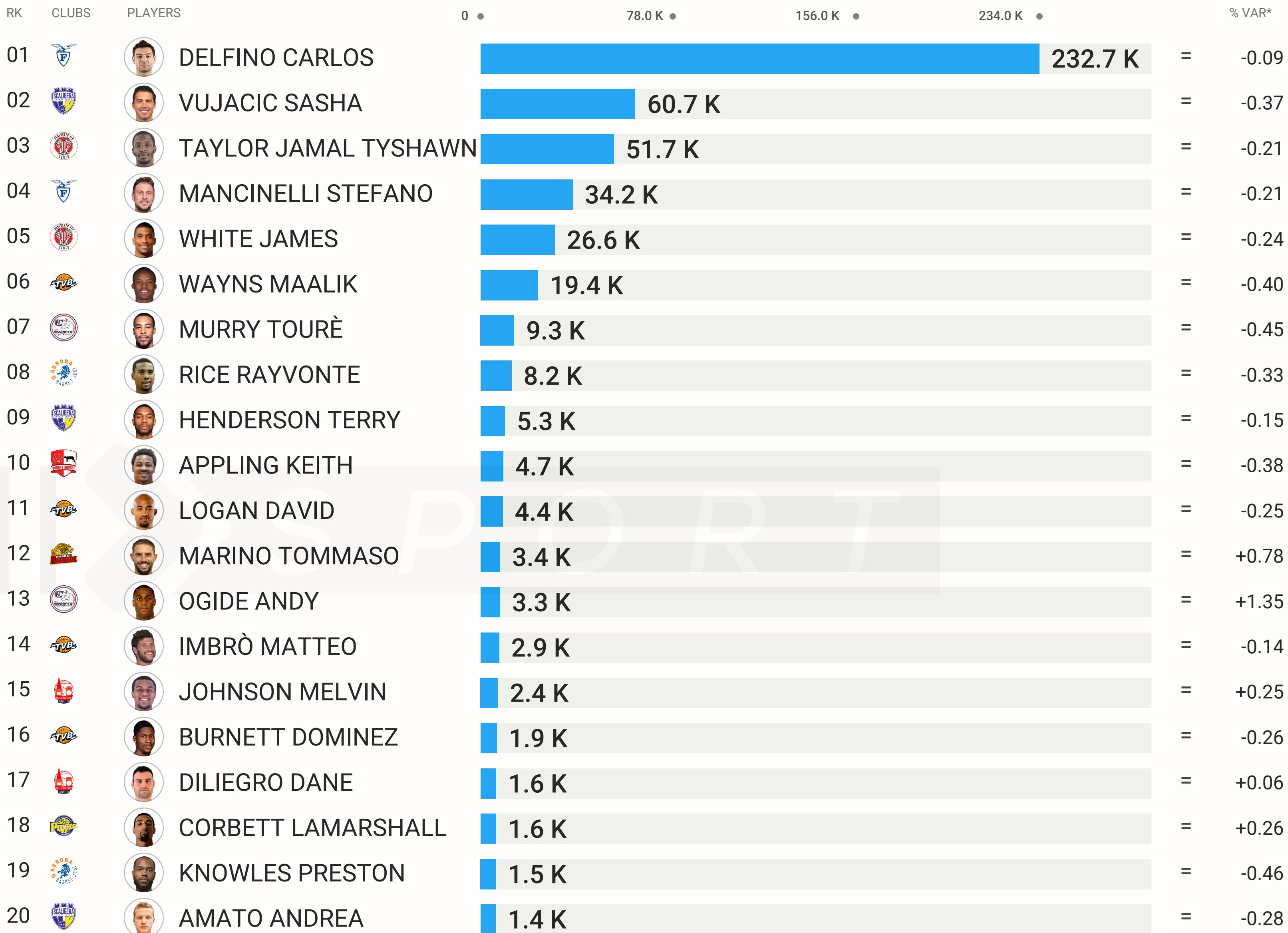
TOP 20

LEGA
NAZIONALE
PALLACANESTRO
OLD WILD WEST

Ranking of the **TOP 20** most followed
LNP Serie A2 Est basketball players
on Twitter.

*from April 25, 2019 to May 25, 2019

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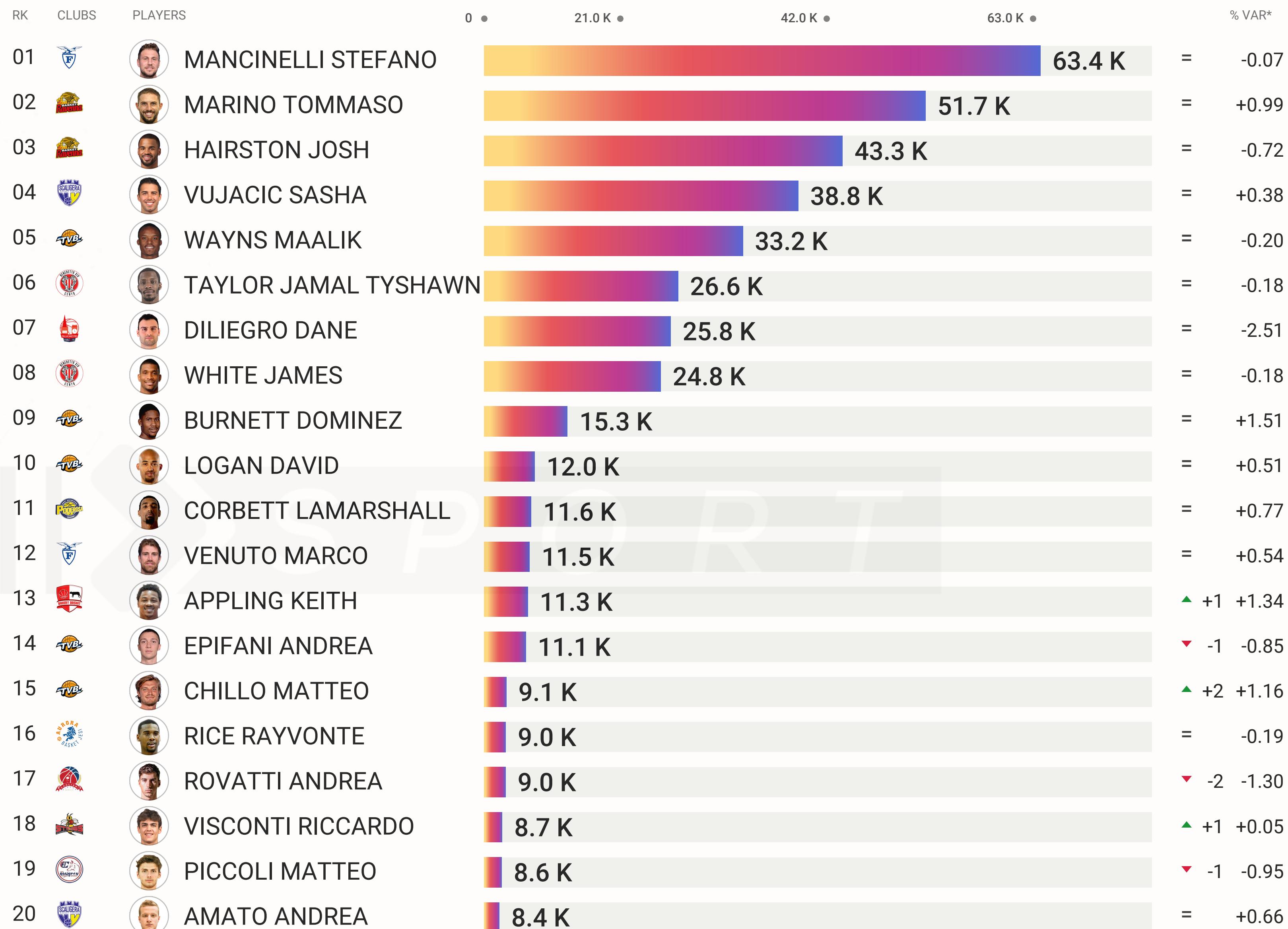
PLAYERS Instagram



Ranking of the **TOP 20** most followed
LNP Serie A2 Est basketball players
on Instagram.

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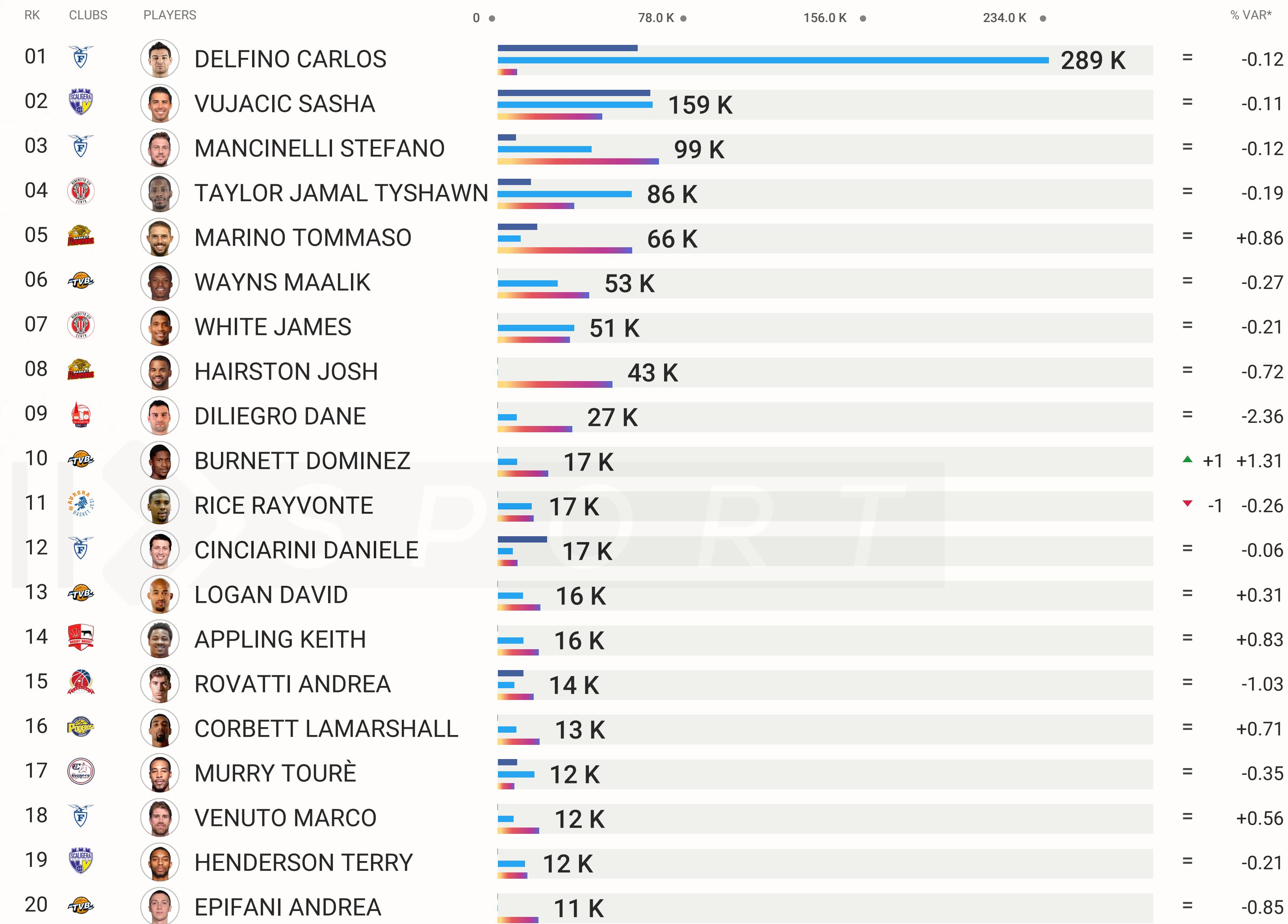
The players considered are the ones in the official websites of the clubs analysed, considering the transactions' list in the sportando.basketball/basket-mercato/ website too.

PLAYERS



LEGA
NAZIONALE
PALLACANESTRO
OLD WILD WEST

Ranking of the **TOP 20** most followed
LNP Serie A2 Est basketball players based
on the aggregate Facebook, Twitter
and Instagram fanbases.



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NEW ENTRY
TOP 20 LNP Serie A2 Ovest Players

2nd Edition - March 2019

NEW ENTRY
TOP 20 LBA Serie A Players

1st Edition - February 2019

LBA Serie A, LNP Serie A2 Ovest and LNP
Serie A2 Est clubs and brands

Edition 5

Version 1.0 - 04.06.19
[first release]**Methodology and Specs**

Data are collected through proprietary tools and concern Italian Basketball Clubs participating in LBA Serie A, LNP Serie A2 Ovest and LNP Serie A2 Est. Logos and all rights are reserved to their respective owners.

The collection of the data has been carried out on May 25, 2019.
The report update will be done on a monthly basis.

The data refers to the Facebook, Twitter, Instagram, YouTube accounts. Logos and all rights are reserved to their respective owners.

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