



ICE CREAM FACTORY

2021 REPORT & 2022 PROSPECTUS



DECEMBER 03 - DECEMBER 31, 2022 THE ICE CREAM FACTORY · PERTH, W.A.





A WILDLY UNIQUE FESTIVAL EXPERIENCE.

Ice Cream Factory Summer Festival captures the spirit of an Australian Summer; warm nights, outdoor dance floors, live music and pop-ups galore. It is the ultimate festival experience.

Run over four weeks, from the start of December to New Years' Day, Ice Cream Factory Summer Festival is a melting pot of musical talent, hyper designed branded activities and pop up bars from Australia's leading operators.

After five hugely successful years, Ice Cream Factory Summer Festival will be back in December 2022 with a stacked lineup of national talent.

















2019 IN NUMBERS (PRE-COVID)

Ice Cream Factory Summer Festival had enjoyed dramatic growth, and in 2019, sold out 12 of 15 nights.

With a summer attendance of 64,872 people through the doors, widespread media coverage, and an engaging model that benefits both artists and local businesses, Ice Cream Factory Summer Festival has produced some impressive numbers.

64,872
TOTAL ATTENDANCE

15 NIGHTS OPEN



AR PER 68% WA BASED ARTISTS

25% INTERSTATE

INTERNATIONAL ARTISTS

95%

95% of attendees felt their Ice Cream Factory Summer Festival

89%

89% of attendees are likely or very likely to return to Ice Cream
Factory Summer Festival in 2020

6 STAGES

224
FLIGHTS
BOOKED

350+ STAFF

163
PERTH CBD
HOTEL ROOMS
BOOKED

PAID POLICE OFFICERS

15
PRODUCTION
STAFF

20 FESTIVA 50 SPECIALISED CONTRACTORS 18 FULL-TIME STAFF

Bar Pop is committed to Perth and seeing it flourish as a city. With an incredible first couple of years now under our belts, we have seen that Ice Cream Factory presents an opportunity to bring new life into unused, overlooked spaces. The benefits of travelling far beyond the event itself.





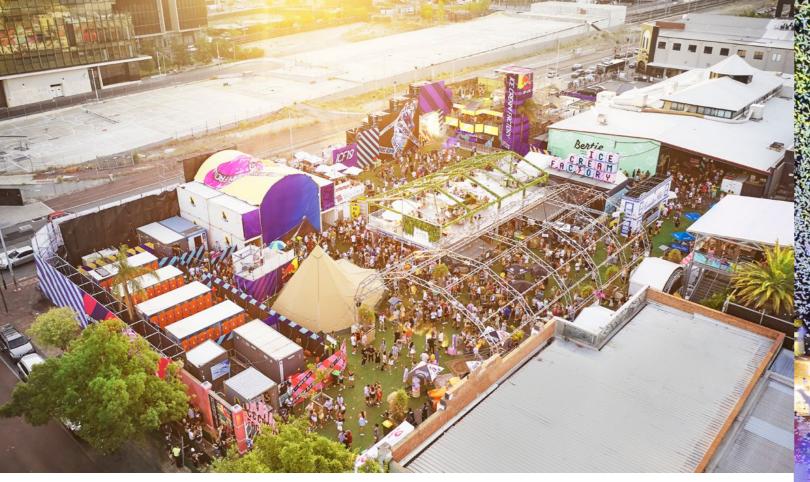
2021 IN NUMBERS (DURING COVID)

After a year hiatus due to Covid-19, Ice Cream Factory Summer Festival has been just as popular as it was in 2019. Battling event restrictions, cancellations and postponements, Ice Cream Factory still managed to have a scaled-back season with some impressive numbers.

With a summer attendance of over 24,000, widespread media coverage, and a focus on only local artists, Ice Cream Factory has produced some impressive numbers.

24.2K TOTAL ATTENDANCE	10 NIGHTS OPEN		220+ STAFF	
52 NET PROMOTER SCORE	190 DJ PERFORMANCES	100% WA BASED ARTISTS	4 PAID POLICE OFFICERS	15 PRODUCTION STAFF
An NPS above 50+ is excellent. Proving an excellent level of attendee loyalty and a high likelihood to attend future events.	5 STAGES	1300 PERSON SILENT DISCO	40+ SPECIALISED CONTRACTORS	4 FULL-TIME STAFF

Although the border remain closed, event restrictions were in place and COVID was severely impacting customer confidence, The Ice Cream Factory still managed to host a scaled-back season which saw thousands of attendees through the gates. The attendee loyalty and likelihood to attend future events score proves how popular the Ice Cream Factory has become over the last 5 years and the longevity of the event.



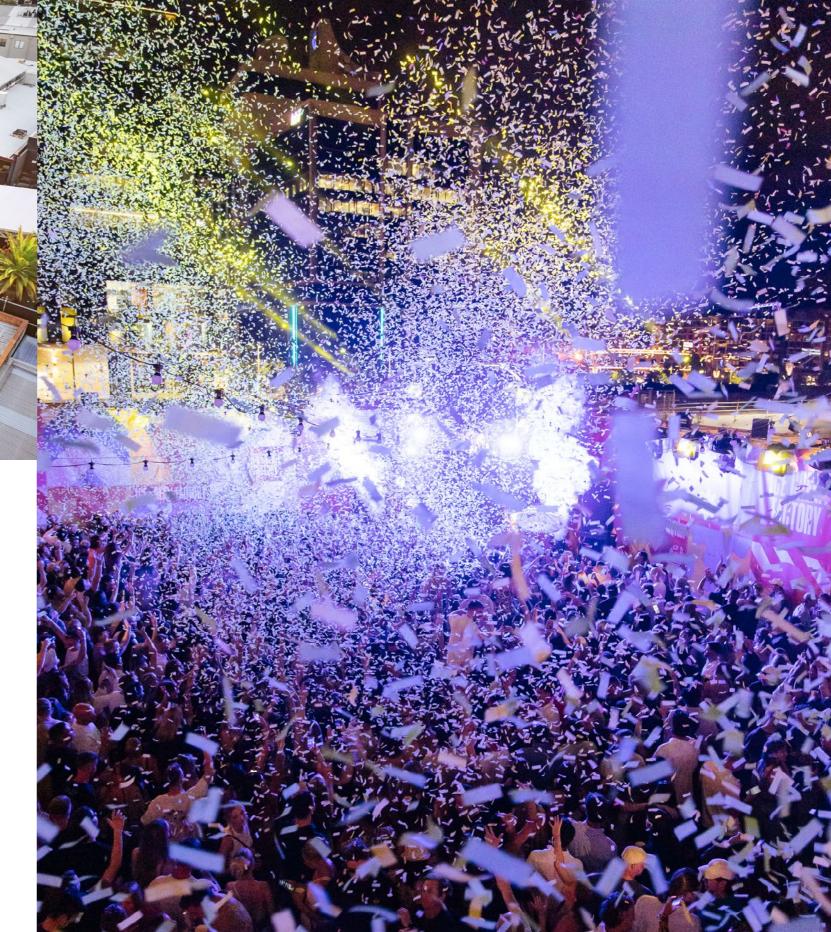
WHAT IS THE ICE CREAM FACTORY SUMMER FESTIVAL?

Set on the site of a former ice cream factory, the Ice Cream Factory Summer Festival has showcased the best live and electronic musical talent in a 7000sqm experiential venue in Perth since 2017.

With unique indoor and outdoor zones, immersive theming and pop up bars and eateries from local brick and mortar venues, it also features world class branded activations and provides the perfect summer play-scape and a true adult playground.

- Music, art and lifestyle festival
- Pop up experiential venue
- Leading lineup of music acts

- Art installations
- · Local brick and mortar vendors
- Corporate Chrismas Parties







THE PRESETS - BROODS - HERMITUDE DISET FOALS DISET-TIGERLILY - CUT COPY DISET - ART VS SCIENCE DISET EVES KARYDAS - BASENJI - YOLANDA BE COOL - CHILLINIT - KLLO JOY. - BENSON - CXLOE - SOUTHERN RIVER BAND - SHADOW - THANDI PHOENIX TEISCHA - LILT - TINA SAYS - DIGITAL AFRIKA - SHANN - HYCLASS - NDORSE - DAWS GENGA - DARCY CRÉME - ELISE KEDDIE - MZ LOPEZ - FIGUERO JONES - TRIP LETT - BAD HABITS - ANGUS DAWSON + MORE TO BE ANNOUNCED

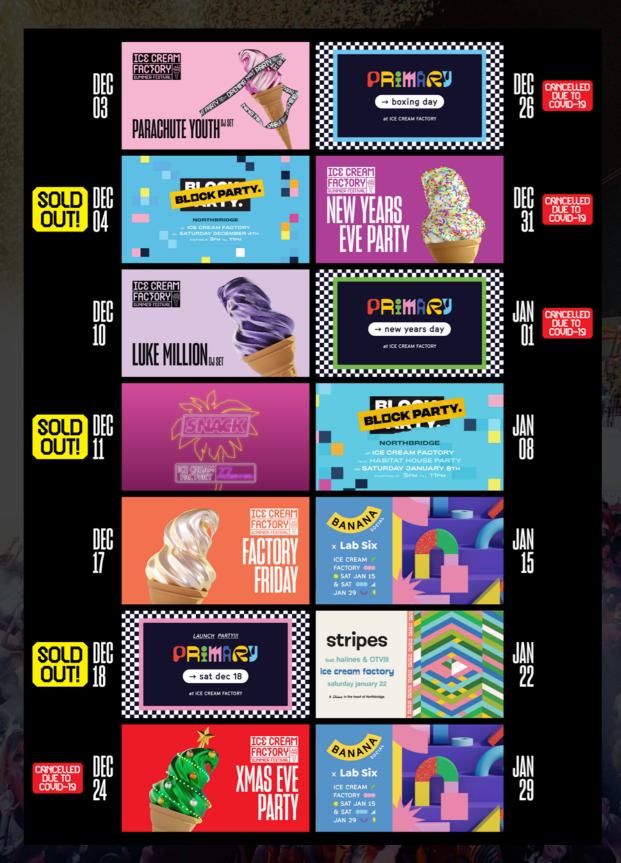
DEC 14 — NEW YEARS DAY TICKETS ON SALE

ICECREAMFACTORY.EVENTS



ALPINE · AMINE EDGE & DANCE · BENSON · CASSIANDJET · CONFIDENCE MAN · DENA AMY · ELISE KEDDIE
ESSIE HOLT · FRIENDLY FIRESDJET · HAIKU HANDS · HAVANA BROWN · HOODZY · HOOK N SLING · HOOLIGAN HEFS
HYCLASS · JESSB · J.PHILIP · LUKE MILLION · MADE IN PARIS · MIAMI HORROR · MIDNIGHT JUGGERNAUTSDJET
NICOLE MILLAR · NOIR · NYXEN · OWL EYES · ROBERT DELONGLIVE · SAMA · SHADOW · THE KITE STRING TANGLE
THUNDAMENTALS · TKAY MAIDZA · TOTAL GIOVANNIDJET · TUBE & BERGER · YOUNG FRANCO









FACTORY STAGE

Built for live acts, Ice Cream Factory's impressive main stage resides inside The Warehouse.

This 12m wide stage with surrounding, elevated viewing platforms and a state of the art 7m LED screen includes full festival spec sound & lighting with all the effects.

Capacity: 3,800

Notable Acts: The Presets, Broods, Hermitude & Miami Horror

TOWER STAGE

With Perth's famous sunsets as a backdrop, the Tower Stage sits 7m high above the festival as part of a three storey tower. Fully equipped with high quality production, LED screen panels, confetti and CO2 cannons, with a rooftop bar and zipline above.

Capacity: 2,500

Notable Acts: Kevin Parker (DJ set), Tigerlily & FOALS (DJ set),



RTNERSHIPS BRAND EXPERIENCES

In 2021, **70% of attendees** indicated that they were **likely to purchase products that they experienced** at Ice Cream Factory Summer Festival in the future.

Pictured: Gordon's Pink Room, Koyomi Izakaya Bar & Hyde Perth Rooftop & Cocktails

We'd like to thank our 2021 Partners



















































..and some of the brands we have worked with previously

























































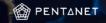














RED BULL ZIPLINE

2019

Taking the festival to new heights, the 11-metre high Red Bull Zipline lured in thrill-seekers to give them a totally new perspective of the festival.

Party-goers followed the 40m staircase to reach the top of the triple-storey deck, taking in the views of Perth city skyline. Once strapped in and writing down their final words, they soared across the outdoor dance floor, landing at the Red Bull Landing Pad.

- A festival experience like no other
- Operated by leading zipline experts
- Top of the 11 metre high tower

- Branded touchpoints along the journey
- Views of the entire outdoor space
- 50 metres long

HYDE ROOFTOP

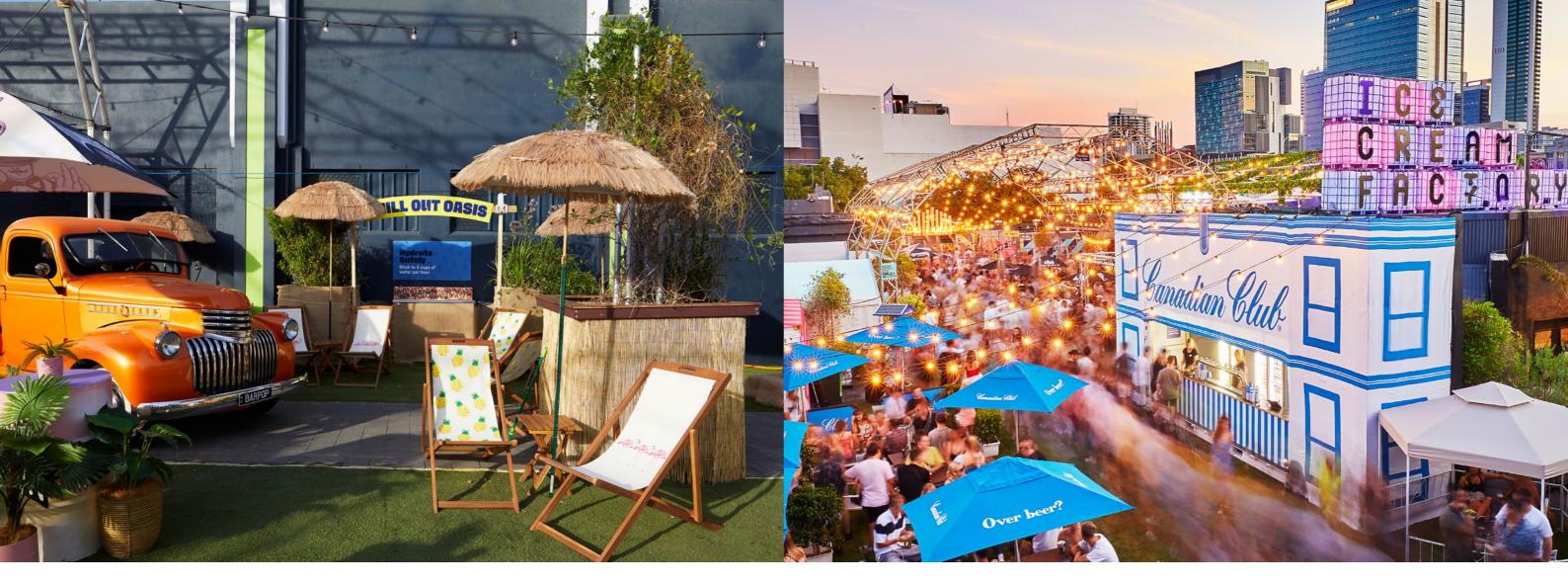
2019

Designed as a replica of Perth's newly opened Hyde Perth Kitchen + Cocktails bar, this rooftop bar featured exclusive 360 degrees views of the festival and Perth city skyline.

Serving up tropical cocktail punch bowls and bottomless fries, this was the place to escape and relax with lush greenery, cool misters and comfortable low seating whilst taking in the festival below.

- Lush hanging greenery and hedgers
- Festoon and pendant lighting installation
- Cooling misting system

- Custom built wooden bar
- Floral greenery wall and entry statement
- Low and high raised comfortable seating



DRUG AWARE CHILLOUT ZONE

2019

Drug Aware WA delivered key messaging around safely hydrating and keeping safe at the festival. The activation included a branded, free water drinking fountain, tropical pattern deck chair shaded by tall green trees and Hawaiian umbrellas in addition to directional signage around the site.

- Oasis getaway recover and recharge
- Tall trees and shrubbery in hessian and bamboo planter boxes
- Straw umbrellas and water fountain to rest between sets
- · Bright tropical printed deck chairs

CANADIAN CLUB HOTEL

2019

Welcome to The Canadian Club Hotel. An inviting spot for festival-goers to sit and enjoy a relaxing moment amongst green, lush hedges, branded gazebo & umbrellas, and beautifully styled table and lounge seating, completed with branded cushions!

Featuring a custom-built, 5-metre high Canadian Club facade housing an 18-tap container bar, The Canadian Club Hotel offered a secluded spot in a high-foot traffic area. The perfect setting to relax and take the festival in.

- 5m high by 10m wide branded "hotel" facade, housing an 18 tap container bar
- Lush greenery trees and hedges
- White lounge furniture with blue and white stripe cushions
- Festoon Lighting



GORDON'S PINK ROOM

2019

Found through a small secretive tunnel entry, guests were drawn to the pink glow of the all-new Gordon's Pink Room and ultimate Instagram worthy photo hotspot. Created to align with the launch of a brand new product to market, festival-goers immersed themselves in a bold pink wonderland complete with floral garlands and neon signage.

- Unique circular entrance point
- Custom-designed pink neons signs
- Custom built and branded circular bar
- Pink bistro seating
- Custom Pink Mirror Letters
- Branded photo moments

KOYOMI IZAKAYA BAR

2019

With decorative lanterns, custom wallpaper and ambient lighting, this Japanese laneway themed bar allowed attendees to take a step into another world. Centrally positioned within the site, it was the perfect opportunity to experience the refreshing flavours of Koyomi's shochu highball whilst taking in the excitement of the festival.

- Ceiling covered in Japanese parasols and
- red + white festoons
- Illuminated paper lantern feature walls
- Custom logo neon signs
- Japanese street art inspired wallpaper
- Crate furniture with branded wood tops



BERTIE CIDER BAR

2019

Situated alongside bold and bright mural a giant 5-metre high custom built Bertie can turn bar provided the ultimate refreshing fix of ice-cold cider.

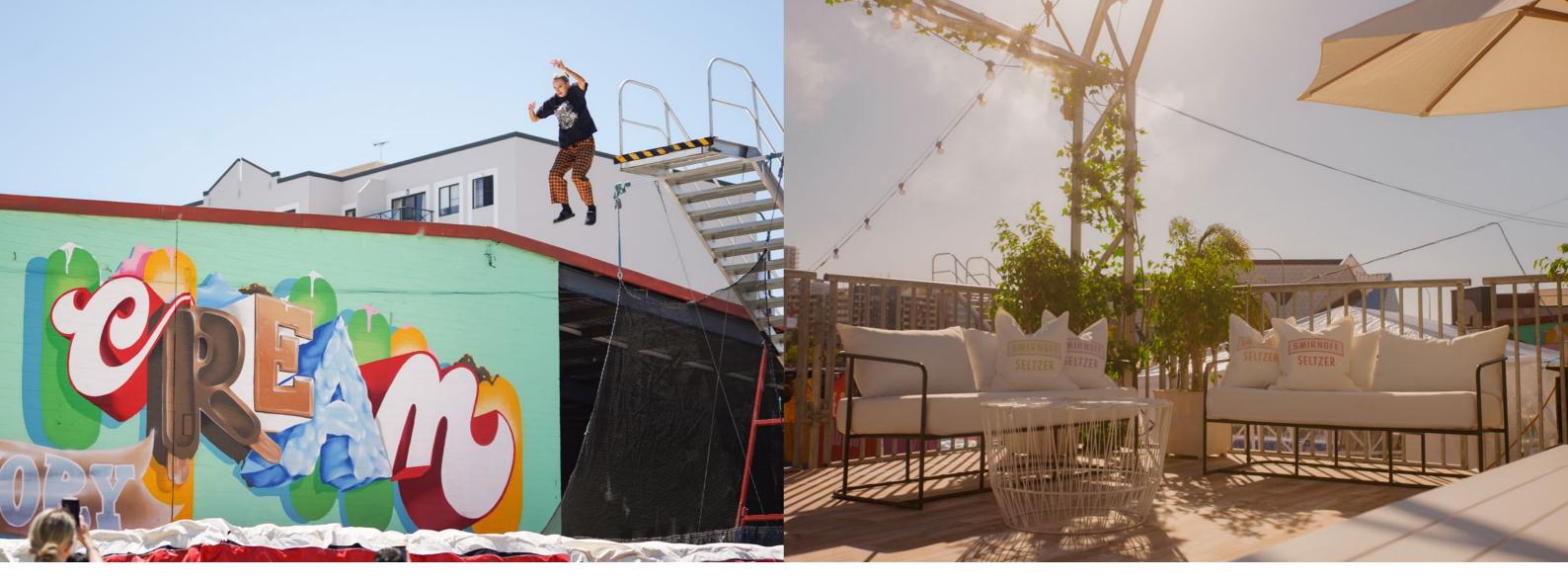
- Custom designed and built, giant 5m steel can. Made to scale and ratio!
- Built-in bar serving up crisp apple ciders
- 12m branded and bright mural on the exterior factory wall
- Exciting and interactive experience

PIRATE LIFE TATTOO PARLOUR

2019

The Pirate Life Parlour proved to be a truly one-of-a-kind activation at the festival. In addition to signature and limited edition brews, the pop-up Pirate Life Parlour offered a variety of flash tattoos designs across the season – courtesy of Martyn Hester from Elysian Tattoo Studio.

- Live tattoo parlour built into a glassfrontage sea container
- Custom built and branded light box
- Truss surround to define the space
- Coloured festoon lighting
- Branded flags and umbrellas
- Black high furniture and leather stools



THE SKY FALL

2021

Taking the festival to new heights, the 7-metre high Sky Fall lured in thrillseekers to give them a totally new perspective of the festival and create the exciting visual illusion of festival-goers launching off the back of the mainstage when viewed from the crowd.

Ice Cream Factory Summer Festival truly gave patrons their wings as they experienced the 7m free fall from the top of the Sky Fall to a festival branded landing pad below.

- 7m drop onto an safety air bag
- Visible for patrons across the ICF site
- Engaging experience for patrons
- Views of the CBD from platform
- Branded target on air bag
- A popular activation at ICF 2021

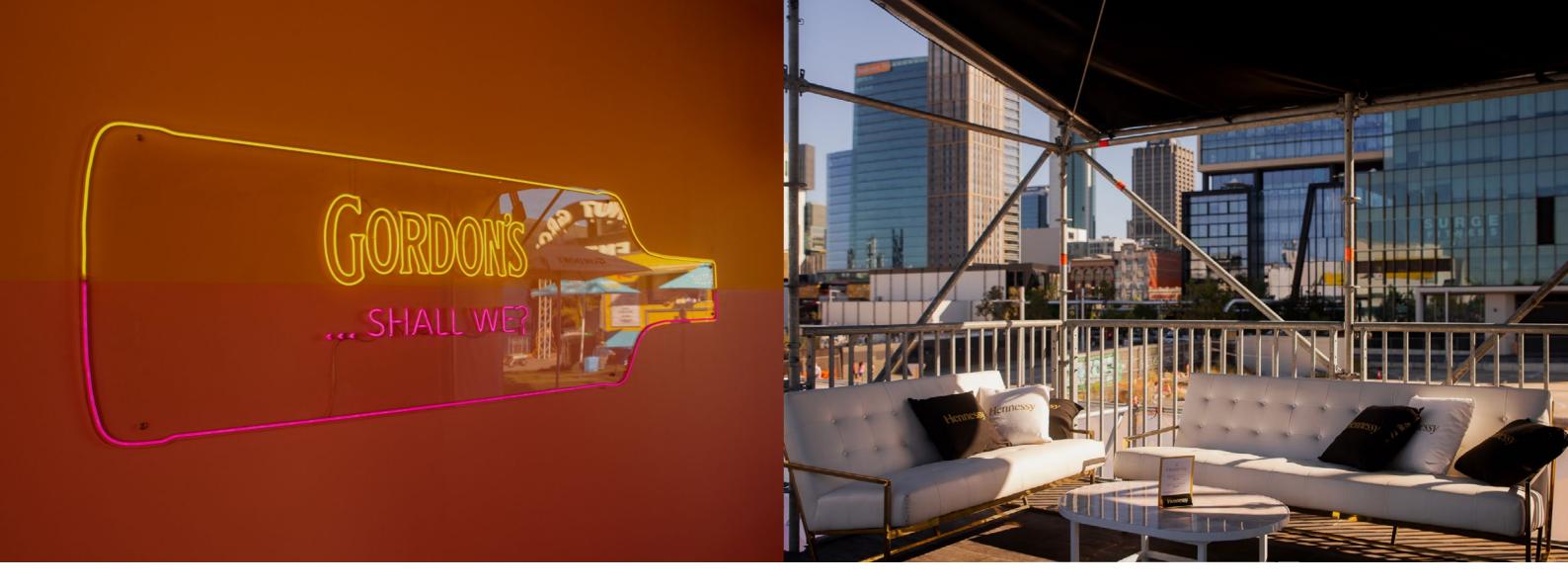
SMIRNOFF SELTZER GARDEN

2021

Situated under our iconic Orchard Dome with hundreds of glowing festoons, this rooftop bar featured exclusive 360 degrees views of the festival and Perth city.

Serving up a full range of Smirnoff Seltzer products. Patrons were invited to create lasting memories with an interactive polaroid photo set up; in which they could get snap-happy with their friends, and pin a photo to the foam board to stay for the month-long event.

- Smirnoff Seltzer bar, serving core range
- · Hanging and positioned live greenery
- 360° views of the CBD and Northbridge
- A range or high and low seating options



GORDON'S UPSIDE DOWN ROOM

2021

Gordon's turned attendees' worlds upside down with a visual illusion bar to promote their Pink Gin and Sicilian Lemon products. Designed based on Gordon's marketing of a half and half gin bottle, attendees immersed themselves in an eye trickery wonderland. The room, split in half to highlight the two products, featured furniture and decor hanging upside down from the ceiling, a half and half bar and the compelling glow of giant neon Gordon's bottle.

- Custom-designed neons signs
- Multiple branded photo moments
- Custom built circular bar
- Pink floral greenery wall

HENNESSEY PENTHOUSE

2021

Moet Hennessy took Ice cream Factory patrons to new heights with an exclusive penthouse themed bar overlooking the festival. With stunning views of the Perth skyline, the Hennessy Penthouse invited attendees to 'Step It Up' with Hennessy in a space featuring custom gold and marble theming, a make-up artist, photo moments and an outlook that rivals the top rooftop bars in Perth.

- Top level rooftop bar space overlooking the festival and notably the Tower Stage.
- Hennessey make-up artist activation
- Custom photo moments including a hand painted golden mural.
- Dressed with leather and marble furniture



SMIRNOFF HOUSE

2021

Who doesn't love a house party? The Smirnoff House was constructed to look like your typical home rave, but industry standard high-quality production and bar. Patrons could let loose in front of the stage constructed of kitchen sinks, a vintage tv light installation and house plants; then order a drink from the Smirnoff Laundry bar made from washing machines and bathtubs.

The external of the house party featured a 120sqm custom mural hand-painted by local artist ArtbyRow, then lined with neon flex and Smirnoff branding to replicate the outside of a house.

- House-hold items featured throughout
- Merch hung from ceiling on clothesline
- Perth's best DJ's playing house music
- A popular activation at ICF 2021

CAPTAIN MORGAN BEACH

2021

Captain Morgan brings the tropics to the CBD with a one-of-a-kind Beach Bar. Patrons are transported to the coast as they refresh at the Tiki Hut bar and pose for photos in front of the 4m high real-life neon waterfall.

The beach bar offers the ultimate people-watching oasis in the centre of the action, with a view of the main stage and the atmospheric retreat of running water.

- Offering a tasting experience for Captain Morgan's new 'Tropical' product
- 150sqm white sand beach with a custom boardwalk, tiki torches and a hut bar
- Neon signage, 4m high flowing neon waterfall and tiki swing photo moments
- Beach themed furniture, shade and dressings



CHEEKY MONKEY BEER GARDEN

2021

A custom take on the 'beer garden', 2021 beer partner Cheeky Monkey brought patrons a unique jungle-themed bar, taking over the main foot traffic area of the site.

This visual treat of space, including a 60sqm moving shade sail dripping in jungle vines, offered a wide selection of Cheeky Monkey products; a hub for beer lovers and adventurous tasters alike.

- 6m Cheeky Monkey beer can tower
- Fully stocked Cheeky Monkey beer fridge
- 4m high Cheeky Monkey painted mural
- Festoon lighting and themed

BATTER UP BATTING CAGES

2021

Batter up! Bar Pop teams up with Southern Cricket and the Perth Heat to bring festival-goers a unique and interactive sporting experience in the Factory Warehouse.

Nestled in a 15m long 6m high inflatable cage, patrons could take a swing at the most advanced bowling and pitching machine in the country in an event exclusive to Ice Cream Factory.

- Tested and approved by Perth Heat
- First of its kind at a festival

- First of its kind at a festival in Perth
- Immersive and interactive experience

+2



AUDIENCE PROFILE

WHO ATTENDS ICE CREAM FACTORY?

Ice Cream Factory Summer Festival saw more than 64,000 in December 2019 and 24,000 in December 2021. With a captive audience, plenty of repeat customers and a very clearly defined key demographic, the brand building opportunities continue to be strong.

The following pages give a breakdown of our youthful, loyal and active audience.

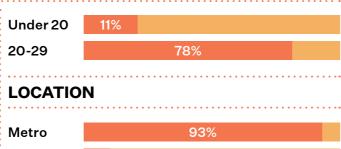
THE ICE CREAM FACTORY AUDIENCE

GENDER AGE

0

72.0%Female

28.0%



OCCUPATIONS



52.0%

Full-Time Employment

Regional

23.0%

Casual/Part-Time Employment

17.0%

Casual/Part-Time Employment 95.0%

95% said they would be likely to return to Ice Cream Factory Summer Festival in 2022.



LOYALTY, LOYALTY LOYALTY

 ${\sf Ice\,Cream\,Factory\,Summer\,Festival\,fans\,are\,the\,loyal\,type}.$

The majority of customers attended the festival more than once in a season and have also attended previous years of the Ice Cream Factory.



TOURISM EVISITATI

STATISTICS & ECONOMIC IMPACT

Since 2018, Ice Cream Factory Summer Festival has engaged the event evaluation gurus at Culture Counts to provide an in-depth analysis of the marketing results, tourism statistics and economic impact that Ice Cream Factory has produced within the Perth landscape.

The following pages highlight their findings.



Ice Cream Factory Summer Festival promotes Northbridge as a tourist destination. Providing a high-quality product with a spend per head comparable to the state's premier festivals, Ice Cream Factory's offering is unique to the city and is the largest high-quality event to cater to a young 18-35 demographic.

Ice Cream Factory Summer Festival can support WA tourism by catering to this demographic which incidentally also makes up the largest category of international tourist visitation to Perth. International tourists are likely attracted to the unique offering of Ice Cream Factory Summer Festival, given that the event is not easily replicated elsewhere.

* Please note these statistics are based on 2019 data (pre-covid). We expect to see a return to similar numbers this December 2022.

\$3,685,056
DIRECT ECONOMIC IMPACT

\$1,356,245

ACCOMODATION AND TRIP SPEND

(Culture Counts, 2021 - 2022)

HERE'S THE FACTS

70%

70% of attendees are more likely to **purchase products** they experienced at Ice Cream Factory Summer Festival **55**%

55% of attendees would not have visited the local area if not for their attendance at Ice Cream Factory
Summer Festival

82%

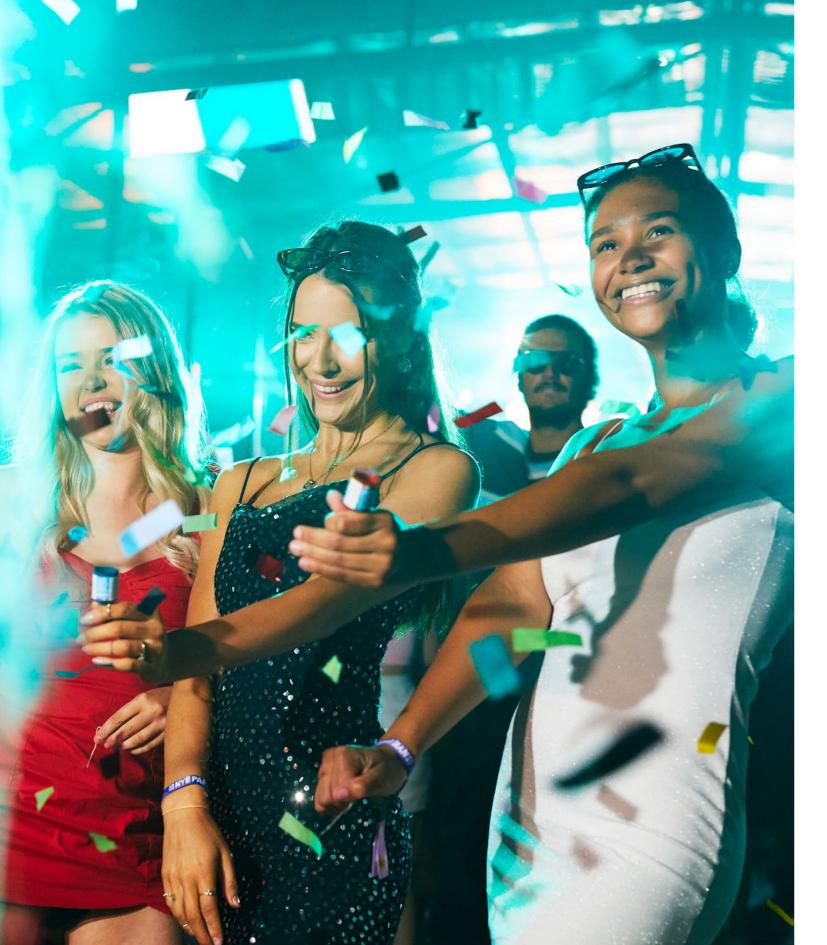
82% of attendees did something else in the local area either before or after Ice Cream Factory Summer Festival

40%

40% of attendees reported that Ice Cream Factory Summer Festival was their **primary reason to travel** to Perth, W.A. 61%

61% of attendees reported going to a pub, club or licensed venue before or after attending the Ice Cream Factory Summer Festival





2019 TICKET SALES

TICKET SALES BY LOCATION

TOTAL TICKET SALES: 64,872



4,400+

700+ TICKETS SOLD INTERNATIONALLY



ACROSS THE GLOBE:

Australia: 64,167

United States: 280

UK: 99

Indonesia: 89

Singapore: 28

New Zealand: 20

France: 16

ACROSS AUSTRALIA:

WA: 61,485

VIC: 1399 (Mel: 552)

NSW: 697 (Syd: 317)

SA: 126

ACT: 21

TAS: 6

ACROSS WA:

Perth City: 61,485

Dianella: 1399

Mandurah: 697

Baldivis: 126

Scarborough: 21

Bunbury: 6





Ice Cream Factory Summer Festival promotes Northbridge as a tourist destination. Providing a high-quality product with a spend per head comparable to the state's premier festivals, Ice Cream Factory's offering is unique to the city and is the largest high-quality event to cater to a young 18-35 demographic.

2019 SOCIAL MEDIA

FACEBOOK

22,285

FACEBOOK FOLLOWERS

Ice Cream Factory Facebook followers increased by 34.5%



16

FACEBOOK EVENTS



2.05M

TOTAL REACH



122.1K

EVENT RESPONSES



76.8K

TOTAL TICKETS

INSTAGRAM

648K
INSTAGRAM
IMPRESSIONS

12K

INSTAGRAM FOLLOWERS

3233 followers gained between October – December 2019 WEBSITE

58.1KUNIQUE

WEB VISITS

N

11.6 MIL

TOTAL FACEBOOK IMPRESSIONS

Impression count increased by over

78% in 2019.

96K WEBSITE VIEWS



Ice Cream Factory Summer Festival promotes Northbridge as a tourist destination. Providing a high-quality product with a spend per head comparable to the state's premier festivals, Ice Cream Factory's offering is unique to the city and is the largest high-quality event to cater to a young 18-35 demographic.

2021 SOCIAL MEDIA

FACEBOOK

36,127

FACEBOOK FOLLOWERS

Ice Cream Factory Facebook followers increased by 62.1% since 2019



2021 FACEBOOK IMPRESSIONS

Impression count between October 01, 2021 and December 31, 2022



FACEBOOK EVENTS



526K

TOTAL REACH

Between October 01, 2021 -December 31, 2022



EVENT RESPONSES



20.8K 24.2K

TOTAL **TICKETS SALES**

INSTAGRAM

890K **INSTAGRAM IMPRESSIONS**

18.7K

INSTAGRAM FOLLOWERS

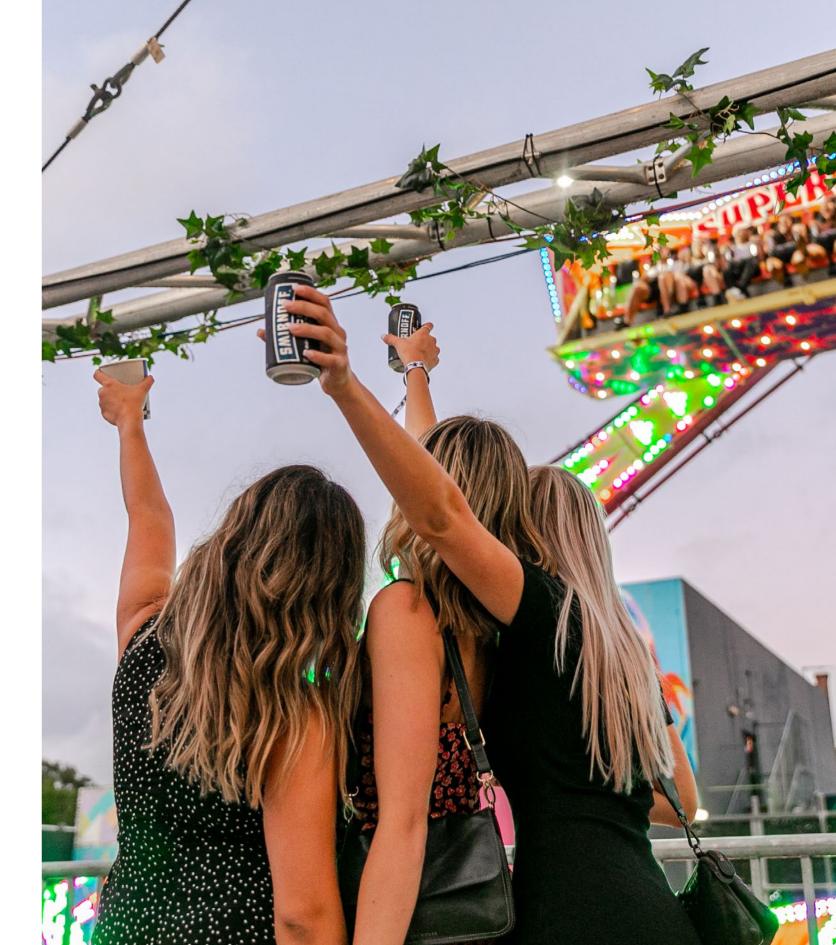
1315 followers gained between October 01 - December 31

WEBSITE

32K

ENGAGED SESSIONS

66K **WEBSITE VIEWS**



2022 OUTLOOK

WHAT'S IN STORE?

After a wildly successful 2021 season, which only features local WA talent, Ice Cream Factory Summer Festival will be back with a bang in 2022. With some of Australia's top talent set to grace the stages, the festival is set to be bigger and better than ever.



PERTH SEASON CALENDER 2022

15 NIGHTS DEC 02 → DEC 31



KEY:
ICF LM = Ice Cream Factory Live Music
CH = Co-Hosted Event (External Promoter)

GET INVOLVED IN 2022!

ACTIVATE YOUR BRAND AT AUSTRALIA'S MOST EXCITING SUMMER MUSIC FESTIVAL

Ice Cream Factory Summer Festival offers huge potential to reach loyal customers and grow brand presence across Australia. Partnership opportunities range from a mix of immersive and experiential activations to creative digital marketing activations across three states. Opportunities to connect with audiences through numerous channels and branded touchpoints include:

- Onsite activation space with access to an encapsulated target market
- Access to our nation-leading in-house creative team to develop, design and build your custom activation
- Access to a huge and targetable digital following through integrated social media and web marketing campaigns
- Digital activation within festival grounds
- Nightly ticket allocation for corporate hospitality, internal rewards or competitions
- Provision of high-res photo and video content for partnership leveraging and cross promotion

Activation space is extremely limited and we are looking to work with like-minded groups looking to push creative boundaries and lead the way in bringing their brand to life.

2019 FESTIVAL MAP





2021 FESTIVAL MAP





ICE CREAM FACTORY SUMMER FESTIVAL 2022

DEC 02, 2022 - DEC 31, 2022 15 NIGHTS · 60,000+ PATRONS

Partnership opportunities are now open for Ice Cream Factory Summer Festival 2022.

Please get in touch with a member of our team for more information.

Chris Bausor

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Visit us at factoryfestival.com.au

