

Preparing for the Future of Addressability

How to navigate today's addressable
opportunity for success in tomorrow's
privacy-first world

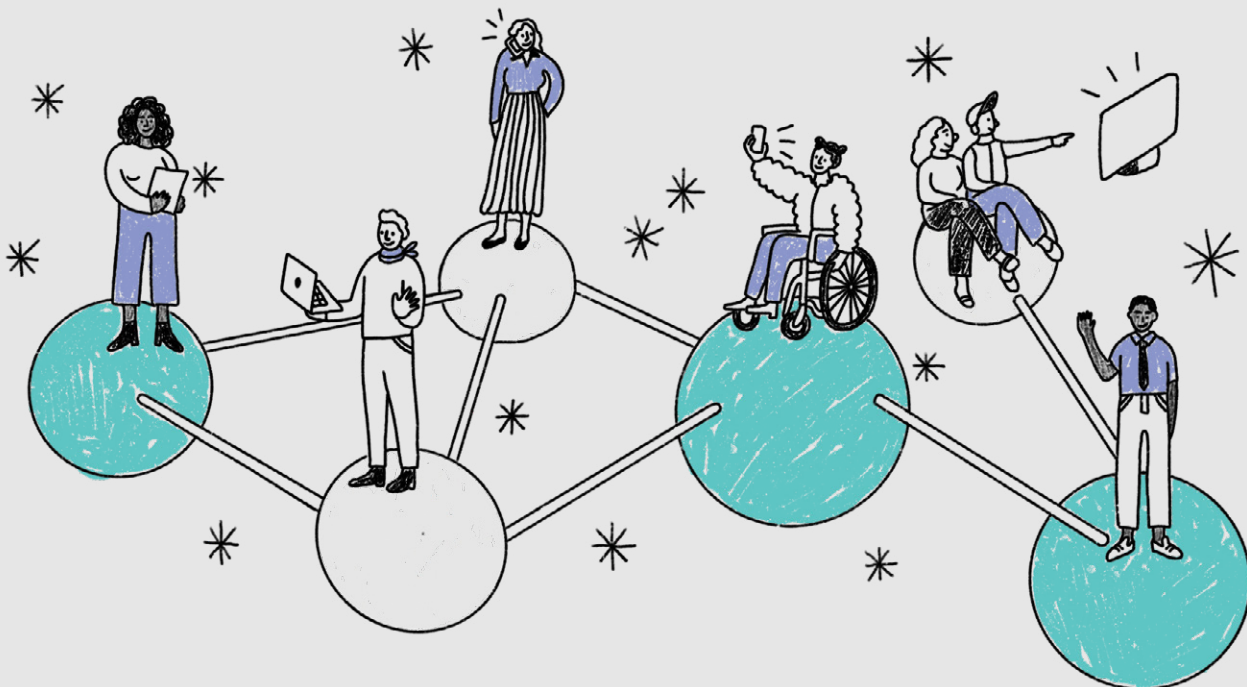


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Introduction

In today's increasingly digital world, there's an ongoing movement to give consumers more transparency and control over their personal data. We've seen this play out in the digital advertising ecosystem over the last decade, with rapid developments to phase out the third-party cookie.

The advertising industry was put on notice when the European Union (EU) began enforcing the General Data Protection Regulation (GDPR) in 2018, requiring a new approach to consumer privacy. Tech platforms have furthered efforts to improve privacy by blocking third-party cookies and limiting device identifiers. The impending deprecation in Google Chrome effectively signals the death of the third-party cookie.

These decisions have wide-ranging implications for the future of addressability. A privacy-centric future is inevitable, and it will transform how we reach and measure audiences across the open web. And, this future is ultimately the right path forward as we take the proper measures to uphold consumer trust.

There are many new addressability solutions available to help combat the signal loss that comes with the deprecation of third-party cookies and device identifiers. However, there's unlikely to be a single solution that will replace cookies. Instead, we expect that marketers and publishers will require a portfolio of solutions in order to maintain effective targeting, measurement, and attribution.

Replacing third-party cookies requires a major shift in the fundamentals of digital advertising. The good news is that there's a substantial opportunity in cookie- and device-restricted environments today to test solutions and improve addressable performance.

In this guide, we'll look back at what led us to the current state of addressability to better understand the opportunity today. We'll then explore how to take advantage of existing opportunities to prepare for the post-cookie and post-device-identifier world.

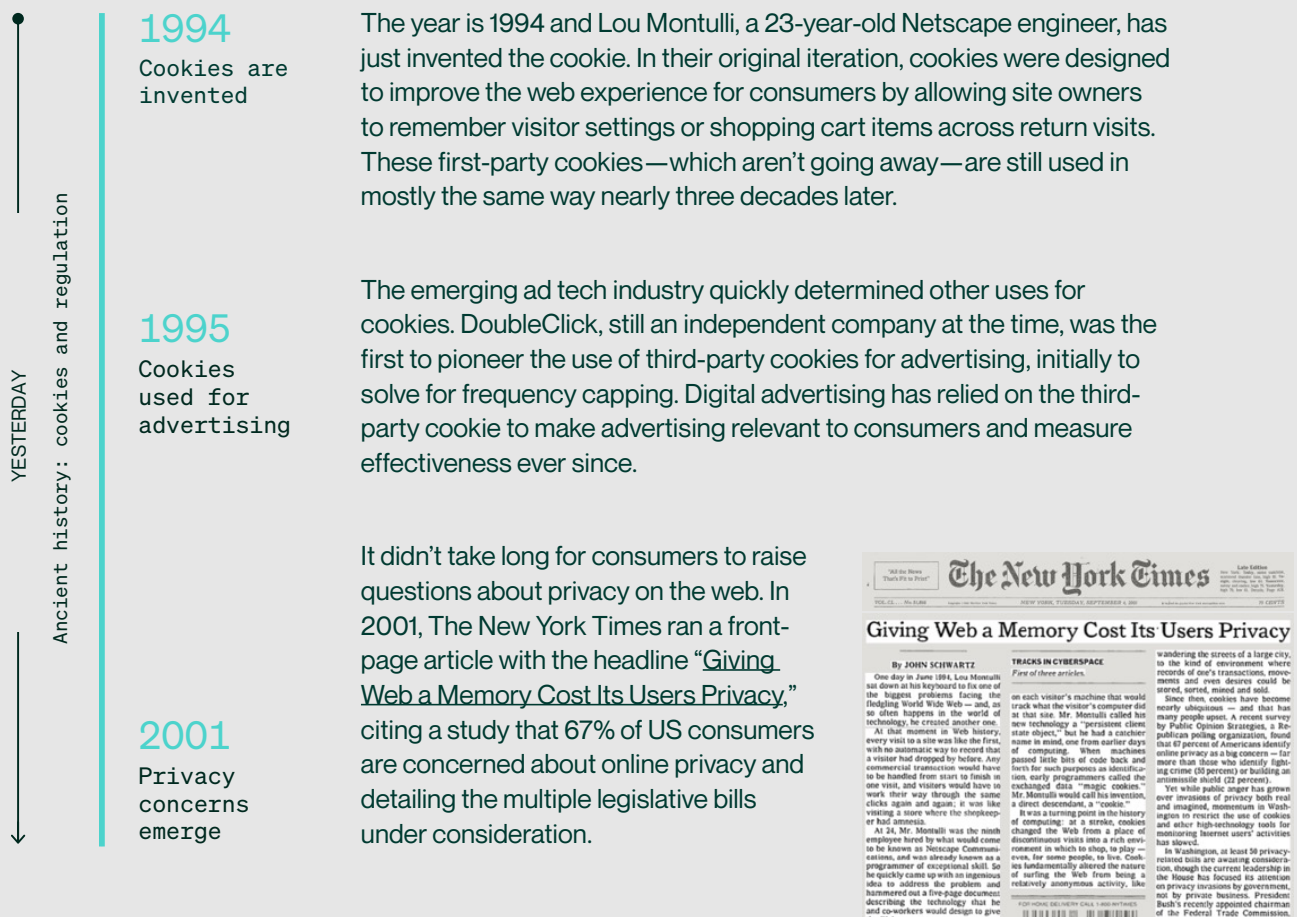
A global timeline: looking back at how we reached the current state of addressability



To truly understand the state of addressability today, we have to go back to the very beginning. While it feels like the debate over cookies and privacy only began in earnest in recent times, consumers have expressed concern over their personal data and privacy for over two decades.

Privacy regulations and platform restrictions soon followed. Here's how they've affected our industry around the globe and what it means for the future.

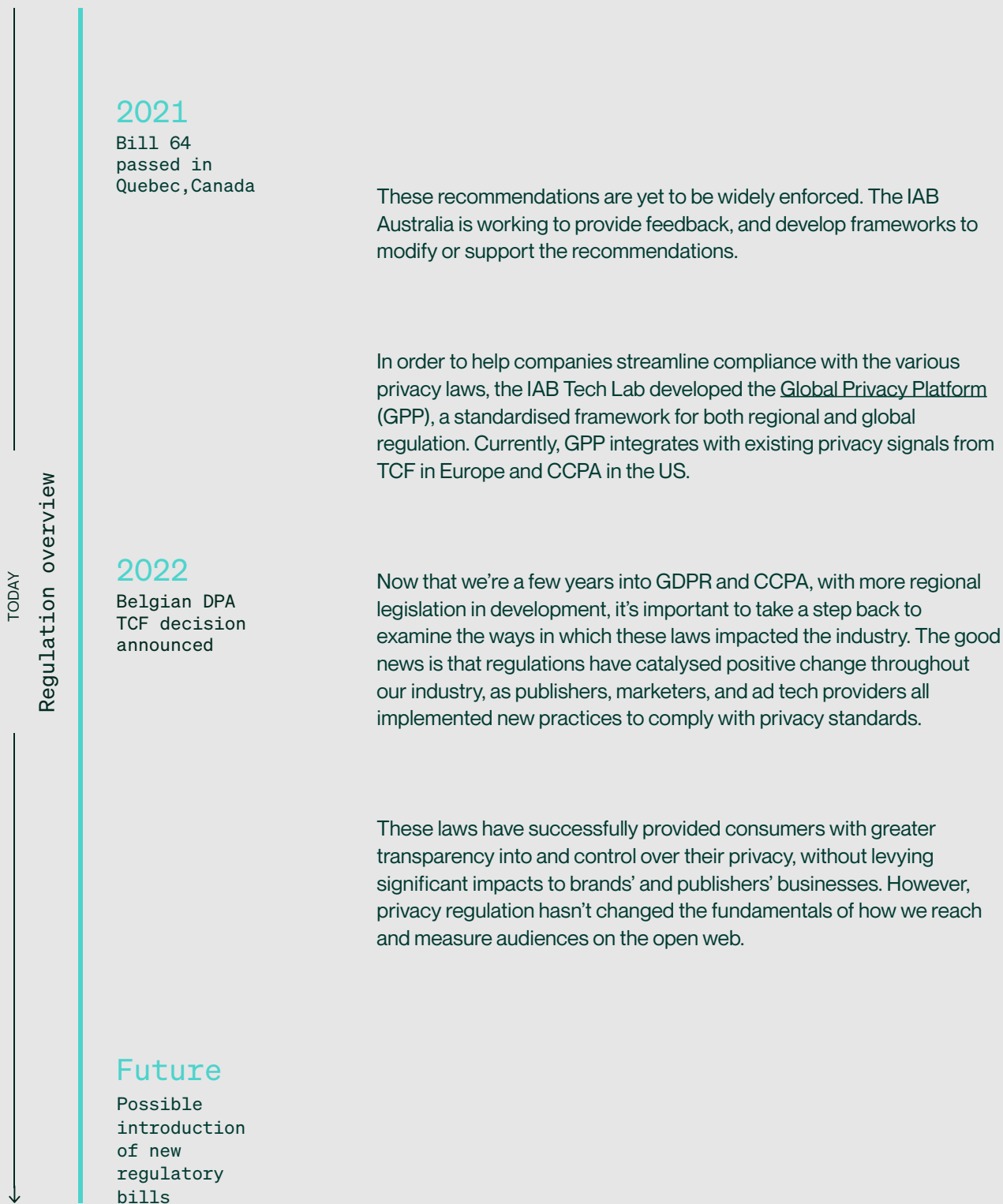
Ancient history: cookies and regulation



Today: evolving privacy regulation



Today: evolving privacy regulation





By the numbers: what is the impact of GDPR opt-in?

GDPR has given European consumers more control over how sites use their data. Even with these regulations, we've seen that opt-in consent rates remain high across the traffic coming into our exchange.

Index Exchange consent signal rates in EMEA

92%

in May 2022

Source: Index Exchange platform data, EMEA web requests, May 2022

Publishers and ad tech platforms have also gained more clarity into how consumers want their data to be used. For instance, at Index, we now have a consent signal for nearly all of EMEA traffic coming into our exchange and can respect consumers' privacy preferences accordingly. That's a strong data point for how regulation benefits both the ad industry and consumers alike.

Index Exchange consent rates in EMEA

75%

in June 2021

97%

in June 2022

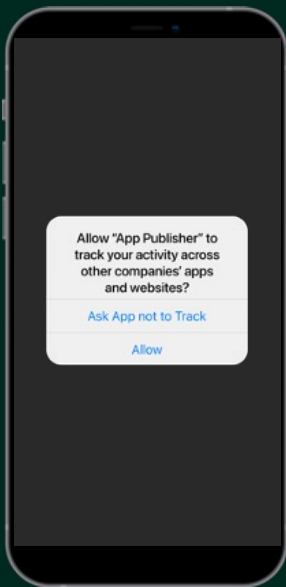
Source: Index Exchange platform data, EMEA web requests, June 2022

Today: new platform restrictions





By the numbers: what is the impact of IDFA opt-in?



Index Exchange IDFA opt-in rates

34%
of iOS bid requests
contain an IDFA

As 34% of iOS bid requests to Index still contain an IDFA, we can see that a sizable number of consumers are willing to exchange targeted and measurable messaging in return for free content.

Source: Index Exchange platform data, global iOS requests, May 2022



Not surprisingly, the value of impressions with IDFA increased significantly as marketers are willing to pay a premium for the now scarce inventory that enables device-level addressability, frequency capping, and measurement.

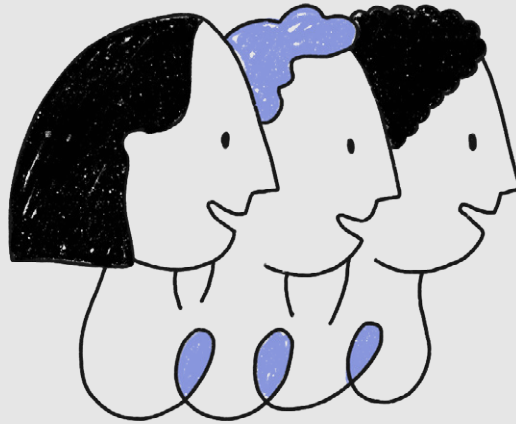
Since IDFA opt-in began, we've seen that bid requests with the identifier have a global average CPM of \$2.18, compared to \$0.84 for those without it. CPMs when the identifier was present increased by \$0.45 compared to the time period before IDFA opt-in began.

Source: Index Exchange platform data, global iOS requests, May 2022

The future: replacing third-party identifiers

TOMORROW

The future: replacing third-party identifiers



As third-party cookies fade away and device manufacturers continue to limit the use of mobile advertising identifiers, a variety of ID-based and non-ID-based solutions are emerging to allow for addressability.

Replicating the benefits of third-party cookies and device identifiers won't be easy. Innovation will be required to help perfect alternative solutions and ensure the ecosystem can continue to monetise and reach audiences in a privacy-safe way.

The time to act is now.

While there are many alternative solutions now available to marketers and publishers, each solution comes with its own drawbacks. Publishers and marketers should consider a flexible portfolio approach to addressability solutions in order to reach both authenticated and non-authenticated audiences.

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Addressability gives us the ability to talk to the customer across a number of platforms, about things that they care about or that are aligned with their interests. This improves personalisation and the consumer experience by gaining their attention based on relevancy instead of chance.

As we look at the changes that are going to take place for cookies, and the evolving ecosystem, it's important to have an open dialogue with the consumer about the value exchange. Addressability is the future of digital advertising, and now is the time to engage in a meaningful conversation with the consumer.

James Perry

Head of digital media and client services

woolies 

The future of addressability is about maximising context for authenticated and non-authenticated audiences

Determining the right approach to addressability comes down to a series of simple questions:



Does your audience
log in or not?



Is this impression
opted-in or consented?



Is this impression
authenticated or not?

Some consumers will feel that authenticating and allowing their log-in data to be used for targeting and measurement is a fair and equitable value exchange for the content that they enjoy across their favourite media brands, sites, and apps. Some consumers will not accept the value exchange, and choose not to log in, consent, or authenticate, instead remaining anonymous on the sites and apps they visit.

Each audience calls for its own unique strategy, so optimising for both authenticated and non-authenticated audiences will require a portfolio of addressability solutions. Here's a look at the key solutions and considerations for each type.

AUTHENTICATED AUDIENCES



01

Authenticated
universal IDs



02

Inferred
universal IDs

NON-AUTHENTICATED AUDIENCES



03

Google Privacy
Sandbox



04

Publisher
first-party data

Optimising for authenticated audiences

Authenticated universal IDs: With these IDs, consumers consent for their log-in data, email address, or phone number to be used to create an anonymous online identifier. Authenticated universal IDs offer many advantages over third-party cookies. They're based on an individual, allowing marketers to reach people on all their devices: computers, smartphones, and connected TVs (depending on the ID provider).

Authenticated universal IDs allow marketers to realise all of the benefits of people-based marketing, without dramatically changing the current approaches to reaching audiences and measuring performance. This includes reaching a consumer across multiple devices, person-level frequency capping, and cross-device measurement.

Optimising for non-authenticated audiences

There are a variety of approaches to optimising for non-authenticated audiences, which we can break into three categories.

Inferred universal IDs:

These IDs allow for targeting and measurement without requiring authentication. They will either use probabilistic inferences to associate a consumer to all the sites they visit in a browser (device-level) or use first-party cookies to associate consumers to a single publisher's sites (site-level).

Google Privacy Sandbox:

To support the industry's transition away from its reliance on cookies, Google launched Privacy Sandbox—a collaborative effort including nearly a dozen technical proposals for privacy-first alternatives to cookie-based advertising. These solutions promise scaled addressability across Chrome's massive audience and offer publishers a way to monetise audiences when authentication isn't possible.

Solutions include:

- The [Topics API](#) is a proposal that allows marketers to reach third-party audiences in interest-based groups.
- FLEDGE and other proposals allow for site visitor retargeting using trusted servers.

Publisher first-party data:

Publisher first-party data is becoming increasingly valuable in today's privacy-centric landscape. Whether activating first-party data for custom taxonomies or advanced contextual solutions, these approaches will help marketers reach the right audiences across the web.

Solutions include:

- [Seller-Defined Audiences](#) from the IAB Tech Lab and Prebid promise a standardised taxonomy that allows scaled cross-site targeting based on a publisher's first-party data.
- Advanced contextual targeting allows marketers to reach audiences based on relevant content signals sent within the bid stream.

Comparing addressability solutions

	Targeting brand offline CRM data	Remarketing to site visitors	Reaching new customers*	Frequency capping	Cross-device attribution
Universal IDs					
Authenticated	✓	✓	✓	Person-level	✓
Inferred probabilistic	X	✓	✓	Device-level	X
Inferred site-level	X	X	✓	Publisher-level	X
Privacy Sandbox					
Topics API	X	X	✓	X	X
FLEDGE	X	✓	TBD	TBD	X
Publisher first-party data					
Advanced contextual targeting	X	X	✓	X	X
Seller-Defined Audiences	X	X	✓	X	X

*Defined as not in CRM and not a site visitor

What's required to thrive in this privacy-first addressability landscape?

The world of tomorrow is all about using the right tool in the right context to maximise the outcome in the moment. Rather than placing one bet, we advocate placing at least one bet in each bucket to maximise both contexts—in effect, a portfolio of addressability solutions.

Implementing an addressability portfolio provides options for engaging both authenticated and non-authenticated audiences. You'll have flexibility to choose solutions based on your business objectives and regional privacy policies.

With identifier-based approaches—including both authenticated and inferred universal IDs—the general approach and workflow that we use to target, retarget, and measure audiences doesn't change much from existing

practices in the third-party cookie ecosystem. You'll still use identifiers in audience segments. For attribution, you'll be able to link an ID for an impression on the publisher site to an ID in a conversion event on the brand site. The mechanics of retargeting will be similar to what they are now.

Non-identifier-based approaches to addressability will require significant changes to how you reach and measure audiences. Some of the most promising solutions, such as the Topics API and Seller-Defined Audiences, will offer scale and high-quality audiences, but don't solve for all use cases, such as activating marketers' CRM data or remarketing to site visitors. Without identifiers, measurement and attribution will likely be less precise. The industry as a whole will need to develop less granular approaches, including panel-based measurement.

The addressable opportunity today

Consumers need better privacy protections across the open web and both regulatory and platform changes will continue to transform the addressability ecosystem. Google's decision to delay third-party cookie deprecation in Chrome into 2024 affords the ecosystem more time to prepare. But, don't count on further delays to defer instituting progressive solutions.

Though preparing for the eventual demise of third-party cookies and device identifiers is important, there's already a significant opportunity in the cookie-restricted web today. Browsers such as Safari, Firefox, and Edge account for 35% of browsing on the open web and already limit the use of third-party cookies. And as shared earlier, the majority of activity across iOS devices no longer carry IDFAs.

Testing new addressability solutions in these environments will not only help prepare for the future, but may also provide an immediate boost to publisher revenue and marketer campaign performance.

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“It would be hard to overstate the impact that third-party cookie deprecation is going to have across the industry. Layers of complexity are being introduced which fundamentally change how we need to look at digital marketing.

The most important thing we can do right now as an industry is accelerate the adoption of cookieless solutions, and come to terms with what that means for addressability and measurement. There is a maturity curve here, but one thing we do know is that a strong data strategy is a critical requirement to unlock the exceptional innovation we see in this space.

Brendan Dowling

Head of product

dentsu

How to act: publishers

There's an immediate opportunity to improve monetization in cookie- and device-restricted environments today. Marketers bid less for impressions in browsers such as Safari, Firefox, and Edge where the lack of third-party cookies limits audience targeting, efficiency controls such as frequency capping, and accurate attribution.

Investing in addressability in these environments can help preserve premium CPM rates and increase monetisation as marketers can efficiently reach their desired audiences. You'll not only have an opportunity to increase your inventory value today, but also to set your business up for success after the demise of third-party cookies.

Here's how to get started:

Prepare

- ☐ Size the opportunity. How much of your scale today is cookie-available on the web, or device-available in mobile environments?
- ☐ Assess the upside. What is the CPM delta between those two cohorts? The bigger the gap, the bigger the opportunity.
- ☐ Consider your business strategy holistically. Does your audience authenticate in any way to your site, app, or services? If not, is there a path to add or grow this share?

Test

- ☐ Ensure that you pass universal IDs to brands, DSPs, and SSPs who are transacting on them or running test campaigns.
- ☐ Engage brands to demonstrate the addressable campaign opportunity in Safari, Firefox, and Edge to attract campaign budgets.

Analyse

- ☐ Analyse the scale of integrated universal IDs in cookie-restricted browsers.
- ☐ Analyse the CPMs of impressions that use universal IDs in cookie-restricted browsers. (Note: if unable to conduct such an analysis directly, you can work with your SSP partners to gather the data.)

Case study

Index¹
Exchange

/LiveRamp

M^oMEDIAVINE

+142%

CPM lift in cookie-restricted browsers

Mediavine, which monetises over 8,500 publisher partner websites worldwide, sees 150 million unique monthly web visitors and serves 20 billion monthly ad impressions. Approximately 40% of its filled impressions are in cookie-restricted browsers.

Mediavine leveraged Index's integration with LiveRamp's Authenticated Traffic Solution (ATS) to connect its authenticated inventory with RampID™, LiveRamp's privacy-first, people-based identifier.

In doing so, Mediavine increased its global monetisation, achieving a 142% CPM lift in browsers without third-party cookies when the RampID was present in a bid request.

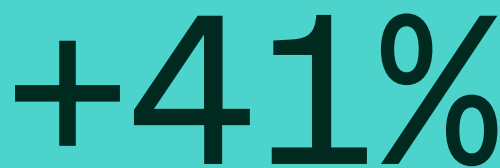
[Read the full case study](#)

Source: Index Exchange global platform data, May 2022

How to act: marketers

With numerous alternative identity solutions available, the industry has faced a chicken-and-egg situation. Marketers are waiting for publishers to create scale with solutions such as universal IDs before investing in these new approaches. Meanwhile, publishers are waiting to see increased demand from these new approaches before implementing new solutions. Which, of course, has only resulted in delayed action.

The fact is that demand can drive supply. Marketers have the opportunity to shape the ecosystem by investing in the approaches that are right for them.



+41%

higher CPMs in Chrome
compared to cookie-
restricted browsers

Source: Index Exchange platform data, global CPMs across all web formats, January-May 2022

To be clear, it's not only about preparing for the future. There's an immediate opportunity today to use universal IDs to reach audiences in cookie-restricted browsers.

In Chrome, CPMs are 41% higher globally than in Safari, Firefox, and Edge. With universal IDs, marketers can stretch their budgets further, and reach their audience while looking for improved performance or more efficient reach.

Doing so will not only position your business for success today, but help move the industry toward broadly adopting the solutions of tomorrow.

To get started, begin validating universal IDs to choose the right fit for your business. Here's how:

Work with your strategic publishers

- ☐ Ensure that test campaigns include your brand's top publishers.

Validate people-based marketing

- ☐ Test the performance of people-based marketing against cookie- or device-based marketing. Using cookie-based audience segments and frequency capping on third-party cookies, compare the cost per acquisition (CPA) to audience segments based on person-level universal IDs.

Target audiences in cookie-restricted environments

- ☐ Test universal ID performance in cookie-restricted browsers, which offer lower CPMs than Chrome.
- ☐ Test the performance of campaigns without third-party identifiers, at more efficient CPMs, targeted to publisher first-party audiences.

Preparing today for a successful tomorrow

A variety of new solutions allow for addressability now and for when the third-party cookie is deprecated. The task ahead for publishers and marketers is to determine how to best leverage these solutions to monetise and reach audiences in a way that respects consumer privacy.

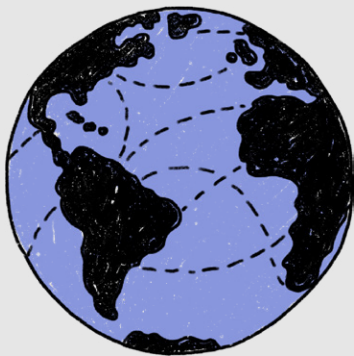
Our advice? Be proactive.

Consider the present-day possibilities of reaching untapped audiences, both authenticated and non-authenticated. Take advantage of the opportunities to boost ROI and improve campaign effectiveness today with addressability approaches that don't require third-party cookies or device identifiers.

Proactively taking action now means a better digital advertising ecosystem in the future. Marketers will be better positioned to reach their desired audiences, publishers will be able to effectively monetise their content, and consumers will be increasingly able to retain control over their privacy.

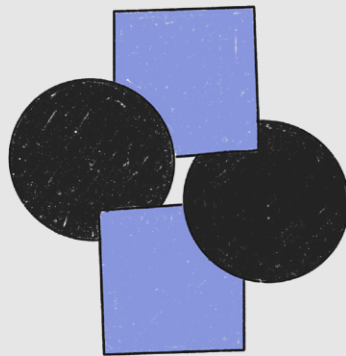
Implement an addressability portfolio with Index Exchange

Still unsure where to start? Index Exchange's [addressability portfolio](#) ensures that you have the flexibility to choose the solutions that are the best fit for your business.



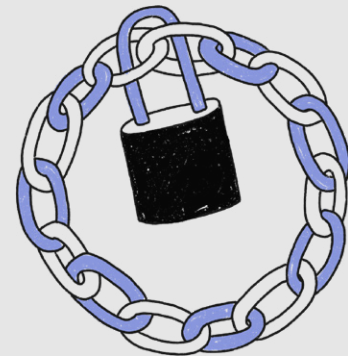
Universal IDs

Partnerships with universal ID providers allow for privacy-centric, people-based messaging and measurement



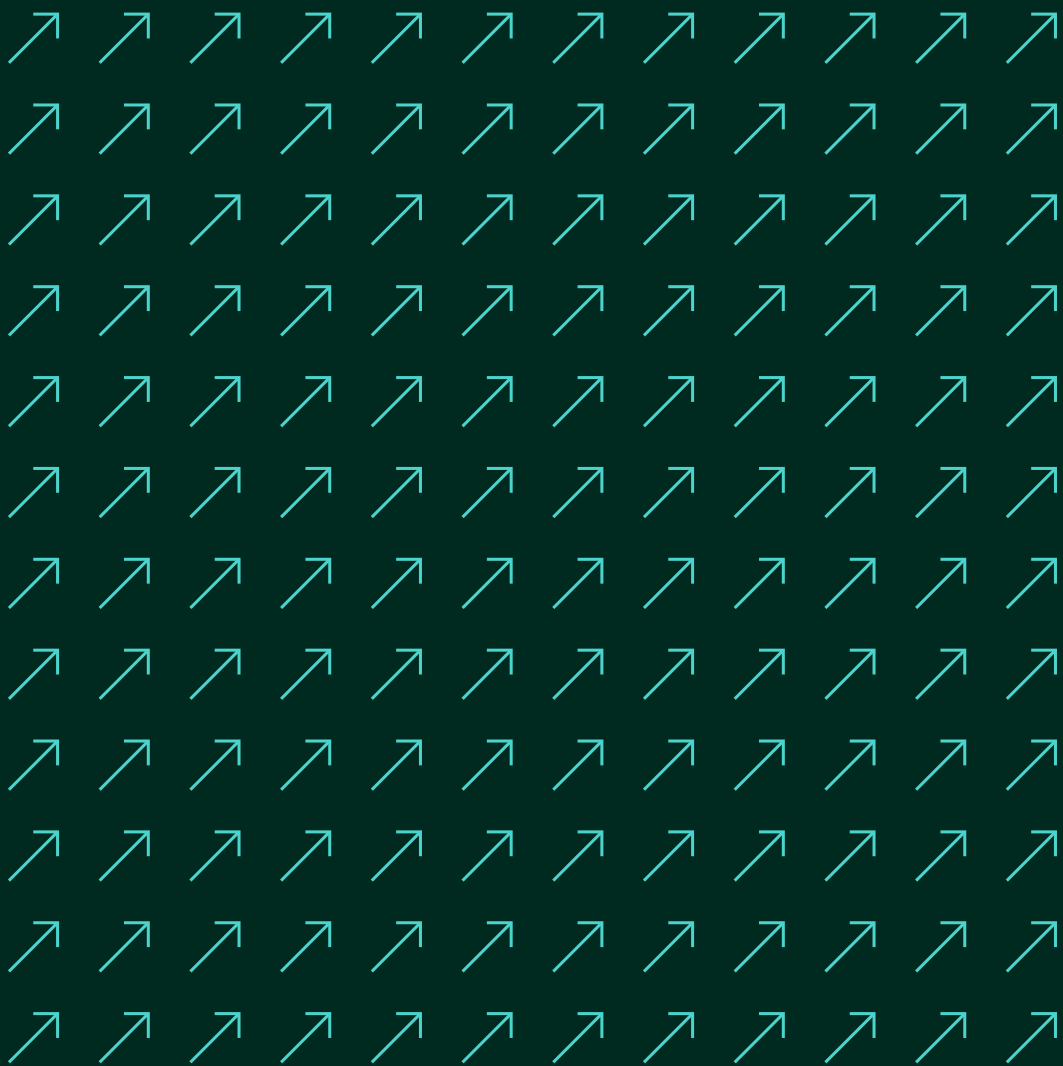
Privacy Sandbox solutions

Support for Google's Privacy Sandbox proposals to ensure scaled addressability and monetisation for non-authenticated audiences



Publisher first-party data

Publisher first-party data activations to help buyers reach the right audiences across the web



To learn more about our solutions and how you can get started, contact our team at
indexexchange.com/au/contact



Index⁷
Exchange