

THE VOLLEYBALL LEAGUE REPORT

A data-driven digital analysis focused on volleyball



IQUII SPORT



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

Z	IQUII SPORT	
	FANIZE: THE FAN ENGAGEMENT & LOYALTY PLATFORM	
	SPORTXP: THE SPORT PLATFORM FOR CLUBS	XX
	PLAYERXP: THE SPORT PLATFORM FOR ATHLETES	
A A A	Superlega	1
127	Serie A1	1
	Italian Volleyball Clubs' Official Apps	28
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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.





Nowadays, the implementation of a strategy needs to be planned with a data-driven approach.

With this in mind, our three reports were born:

- "The European Football Club" Report for football,
- "The Basketball League" Report for basketball and
- "The Volleyball League" Report for volleyball.

These studies deal with the presence of the main stakeholders of the related sports on social media, highlighting variations and overtakes on a monthly basis.

The aim of IQUII Sport is to realize and to offer tools supporting clubs, brands and athletes in the acquisition, engagement, loyalty and monetization of their own fanbases.

OUR CLIENTS











































IQUII SPORT

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.

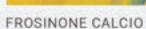
The tool to centralize the authentication and the building of users' records, aggregating data, profiling and acquiring relevant info to create a structured database.



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









GIRO D'ITALIA



VIRTUS BOLOGNA













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





FIR - FEDERAZIONE ITALIANA RUGBY



INTERNAZIONALI BNL D'ITALIA



SIR VOLLEY PERUGIA



FROSINONE CALCIO



VENEZIA FO



VIRTUS ROMA













IQUII SPORT



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

WHO CHOSE US





GIORGIO CHIELLINI

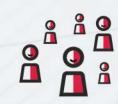
WE ASSIST YOU SCORE

CONTACT US

OR GO TO PLAYERXP.IT



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.





Volleyball Competitions included in this overview

MEN'S FIRST DIVISION

13 CLUBS



SUPERLEGA

WOMEN'S FIRST DIVISION

14 CLUBS



SERIE A1





IQUII SPORT

ITALY SnapShot / Superlega



13

CLUBS

BRANDS

1.2 M

+ 1.16%*

FANS

Total Superlega volleyball clubs analyzed.

Total Superlega sport brands analyzed.

Total Facebook, Twitter, Instagram, YouTube fans of the Superlega volleyball clubs analyzed.

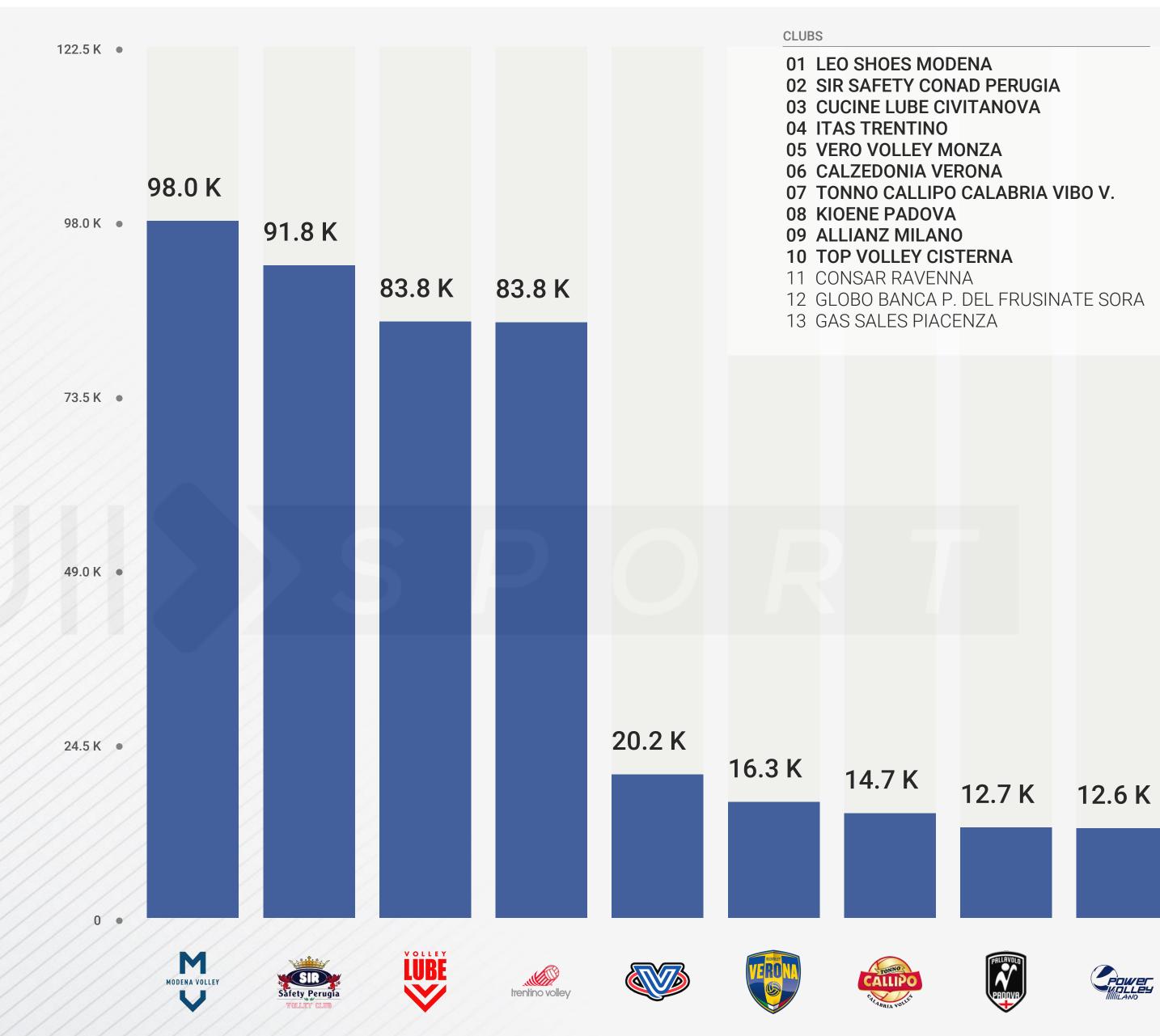


SUPERLEGA Facebook

TOTAL FANBASE

462 K

Ranking of the Superlega volleyball clubs on Facebook.







FANS

98.0 K =

91.8 K =

20.2 K =

16.3 K =

14.7 K = 12.7 K =

12.6 K =

10.1 K =

7.7 K =

 $7.6 \, \text{K} =$

3.0 K =

83.8 K ▼ -1

83.8 K • +1 +0.24

% VAR*

+0.21

-0.01

+0.03

+1.63 +1.03

+0.43

+0.24

+0.36

+0.47

+0.23

+0.03 +1.13

10.1 K

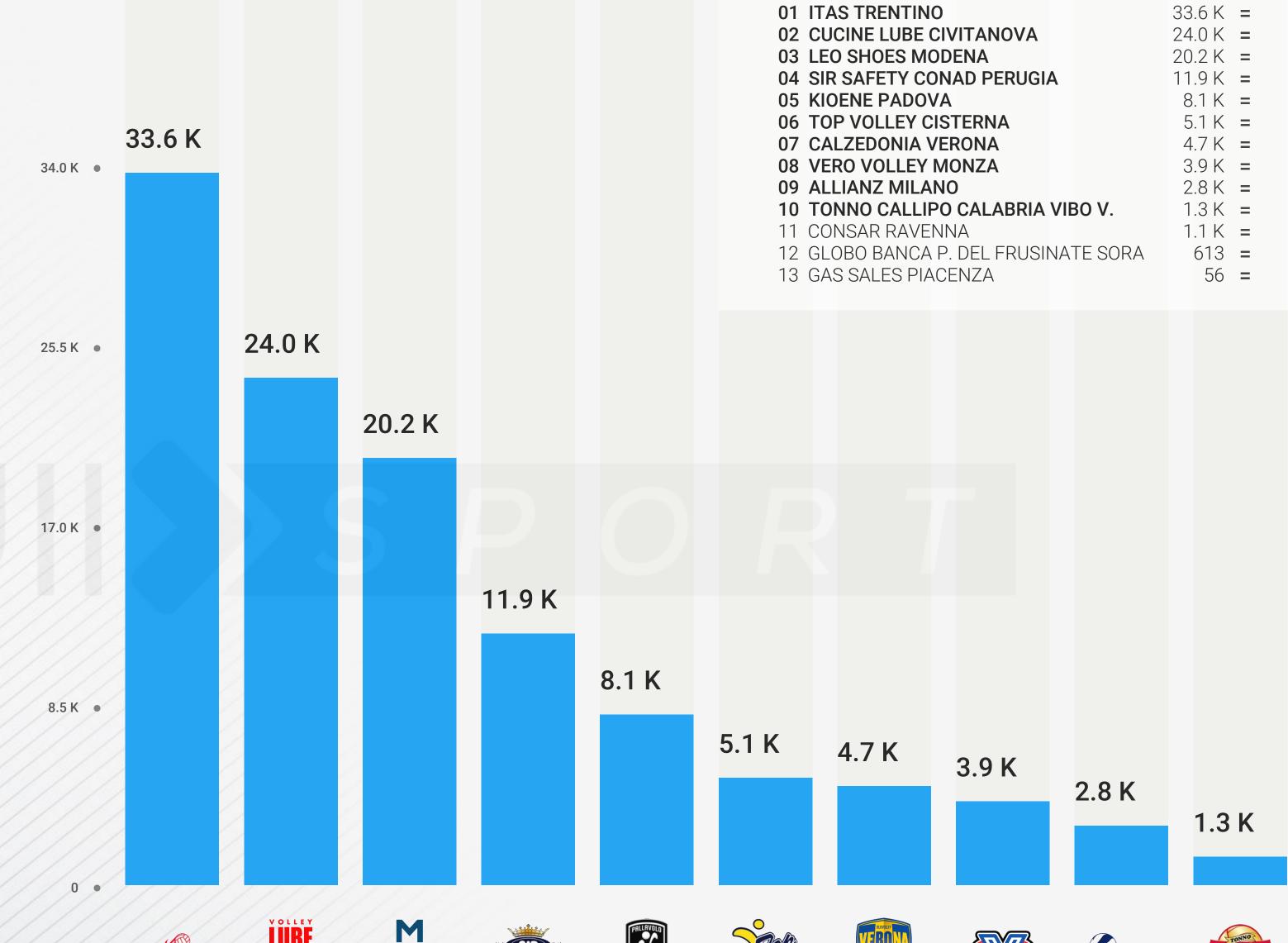


SUPERLEGA Twitter

117 K

TOTAL FANBASE

Ranking of the Superlega volleyball clubs on Twitter.













CLUBS









FANS

% VAR*

+0.43

+0.66

+0.96

+0.75

+0.37

-0.22

+2.03

+0.79

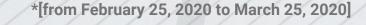
+1.52

+0.60

-0.63

+0.33

+3.70

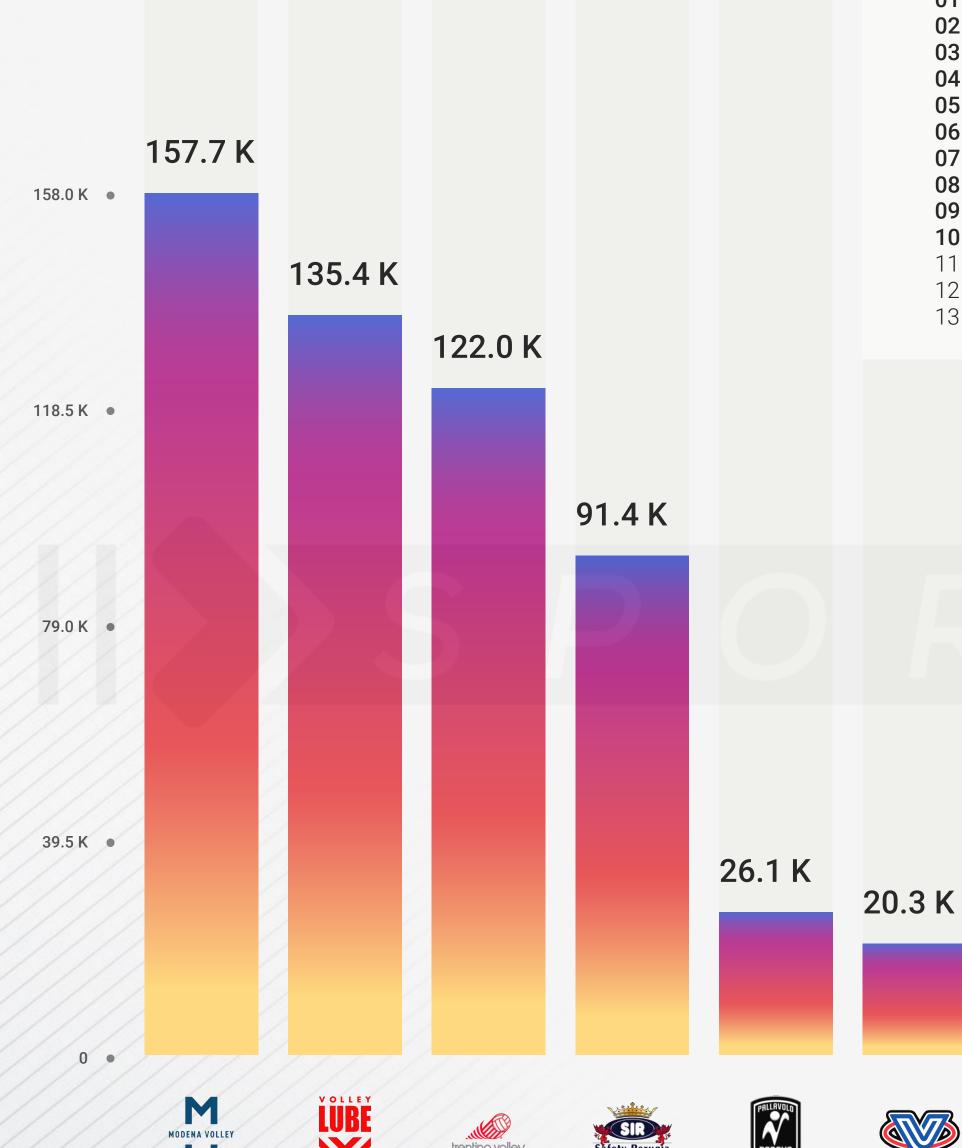




SUPERLEGA Instagram

TOTAL FANBASE 612 K

Ranking of the Superlega volleyball clubs on Instagram.













CLUBS

01 LEO SHOES MODENA

06 VERO VOLLEY MONZA

07 CALZEDONIA VERONA

09 TOP VOLLEY CISTERNA

10 GAS SALES PIACENZA

12 CONSAR RAVENNA

03 ITAS TRENTINO

05 KIOENE PADOVA

08 ALLIANZ MILANO

02 CUCINE LUBE CIVITANOVA

04 SIR SAFETY CONAD PERUGIA

11 TONNO CALLIPO CALABRIA VIBO V.

13 GLOBO BANCA P. DEL FRUSINATE SORA



17.7 K



16.7 K



6.9 K



5.5 K

FANS

157.7 K =

135.4 K =

122.0 K =

91.4 K =

26.1 K =

20.3 K =

17.7 K = 16.7 K =

6.9 K =

5.5 K =

5.4 K =

4.1 K =

2.6 K =

% VAR*

+2.56

+2.73

+2.16

+1.05

+0.28

+0.96

+1.07

+1.90

+0.16

+1.76

+0.67

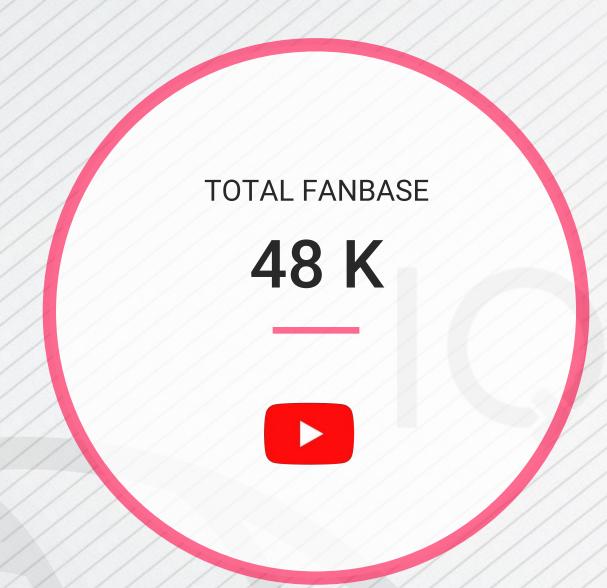
+0.25

-0.19





SUPERLEGA YouTube



Ranking of the Superlega volleyball clubs on YouTube.















CLUBS





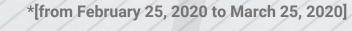




FANS

% VAR*

-0.33



YouTube subscribers' data are rounded, since the social media provides data in this format. @2020 IQUII SRL.THE CONTENT OF THIS FILE IS PROPERTY OF IQUII. IT CANNOT BE COPIED, REPRODUCED, PUBLISHED OR DISTRIBUTED, IN WHOLE OR IN PART, IN ANY WAY WITHOUT THE PRIOR WRITTEN CONSENT OF IQUII.



SUPERLEGA Social

TOTAL FANBASE

1.2 M



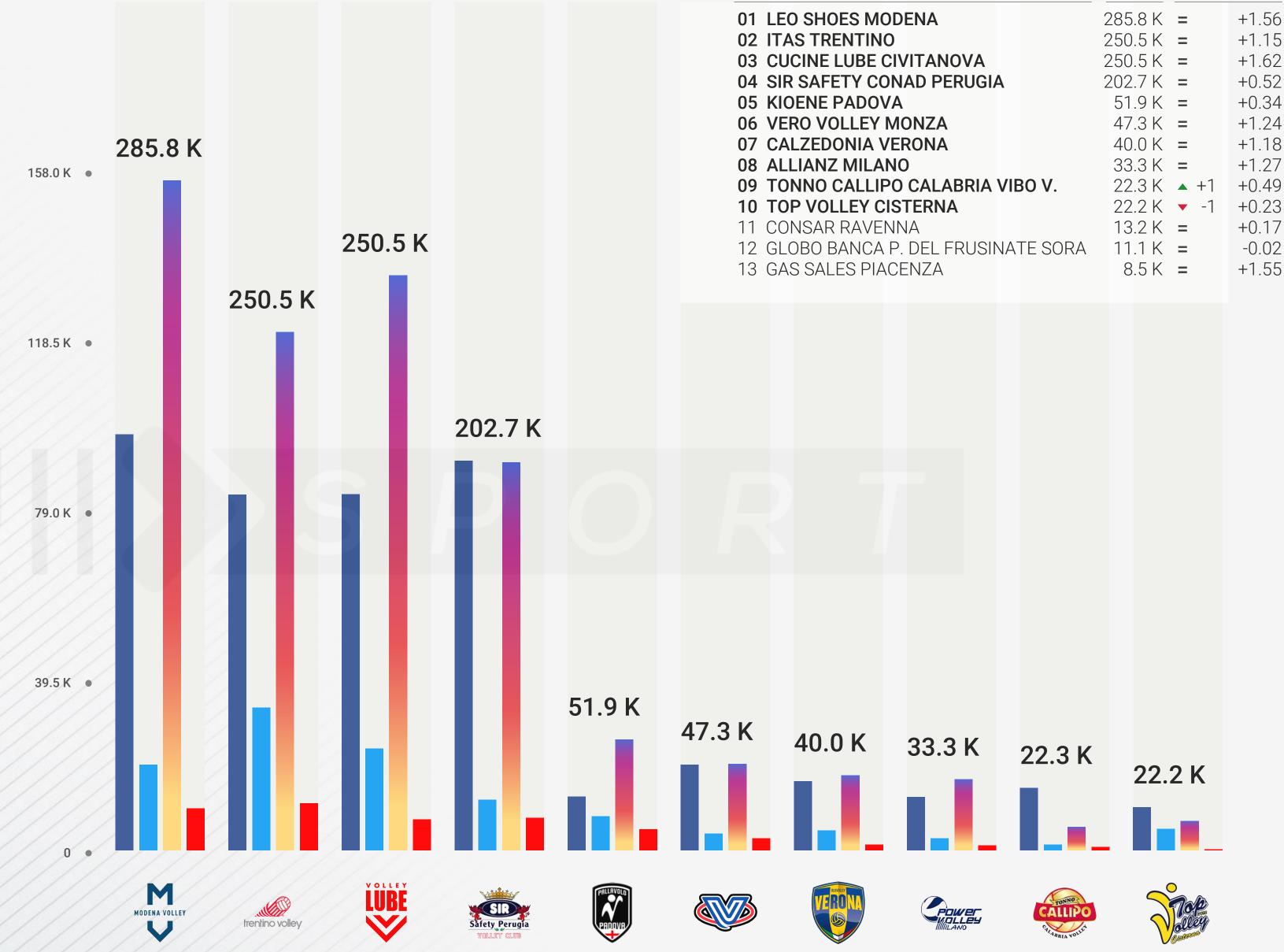




Ranking of the Superlega volleyball clubs based on the aggregate Facebook, Twitter, Instagram and YouTube fanbases.

*[from February 25, 2020 to March 25, 2020]

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FANS

% VAR*

+1.56

+1.15

+1.62

+0.52

+0.34

+1.24

+1.18

+1.27

+0.23

+0.17

-0.02

+1.55



SUPERLEGA Brands

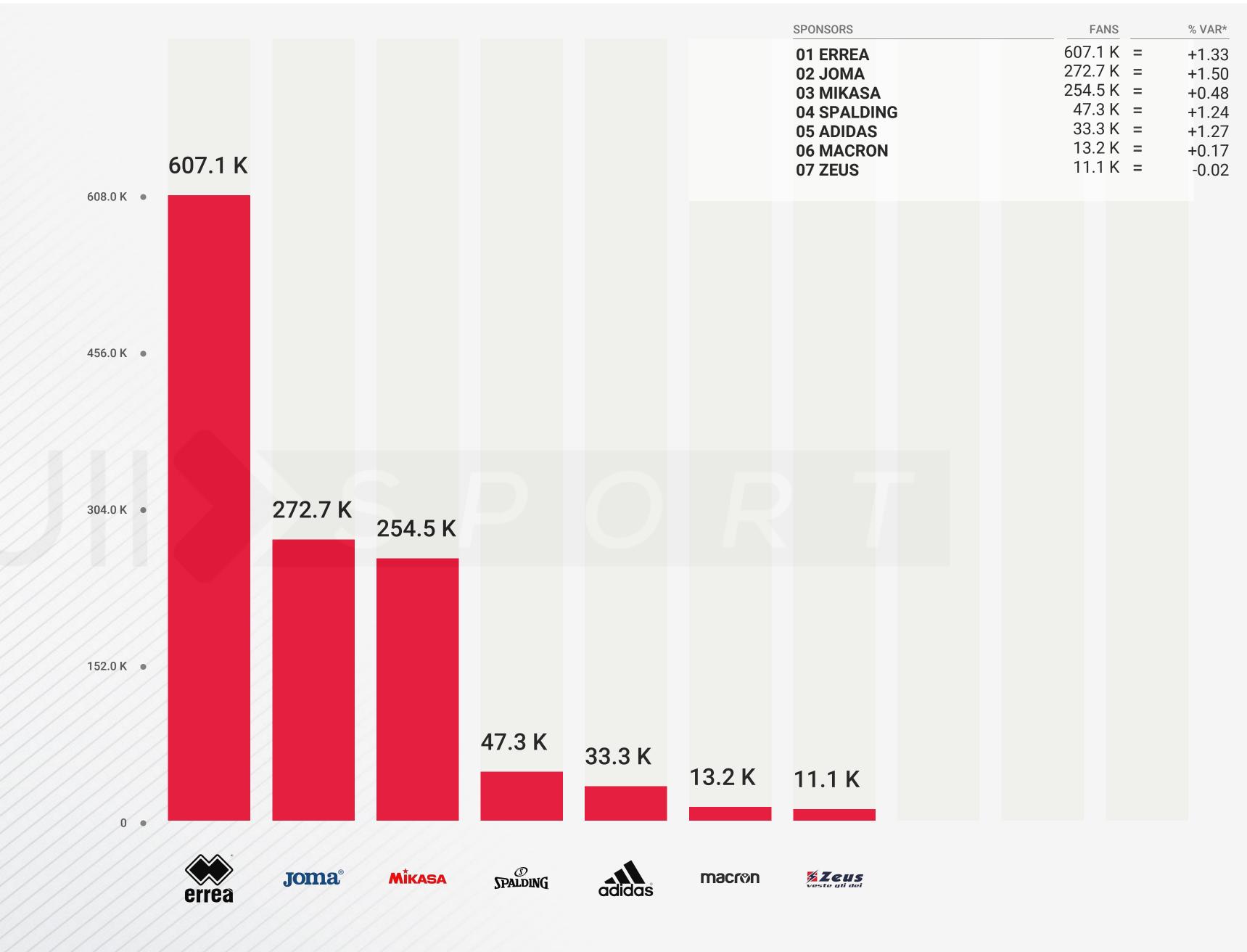
(O) **(**

TOTAL FANBASE

1.2 M



Potential Social Media exposition of the **Sport Brands** in relation to the total fanbase of the 13 sponsored Superlega volleyball clubs.







SUPERLEGA Brands

CLUBS

13

SPORT BRANDS

Coverage of the **Sport Brands** in relation to the 13 sponsored Superlega volleyball clubs.







SUPERLEGA Grown Up



Ranking of the most grown up Superlega volleyball clubs based on the aggregate Facebook, Twitter, Instagram, YouTube fanbases.

























IQUII SPORT

ITALY SnapShot / Serie A1



14

CLUBS

9

BRANDS

530 K

+ 0.43%*

FANS

Total Serie A1 volleyball clubs analyzed.

Total Serie A1 sport brands analyzed.

Total Facebook, Twitter, Instagram, YouTube fans of the Serie A1 volleyball clubs analyzed.



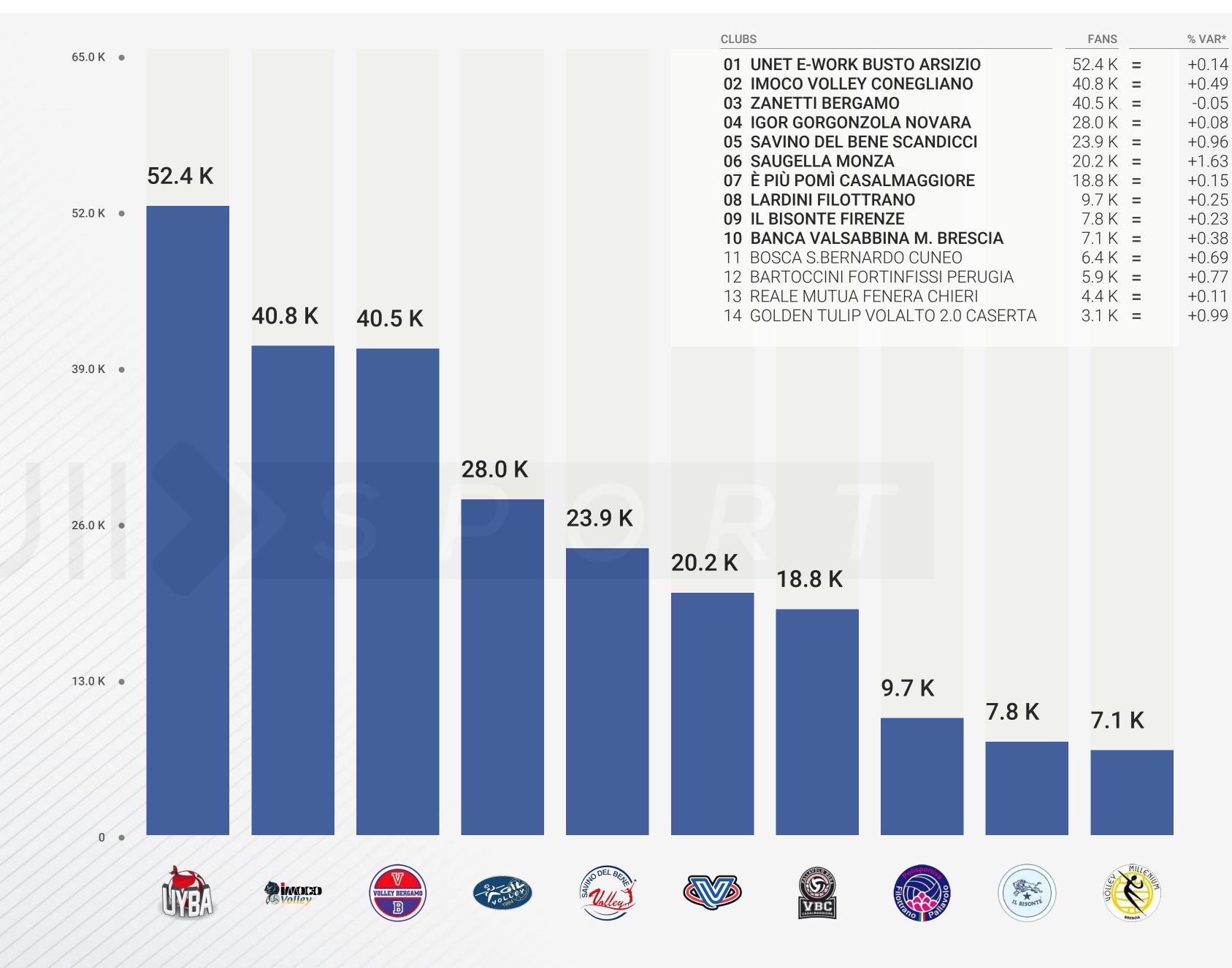


SERIE A1 Facebook

269 K

TOTAL FANBASE

Ranking of the Serie A1 volleyball clubs on Facebook.





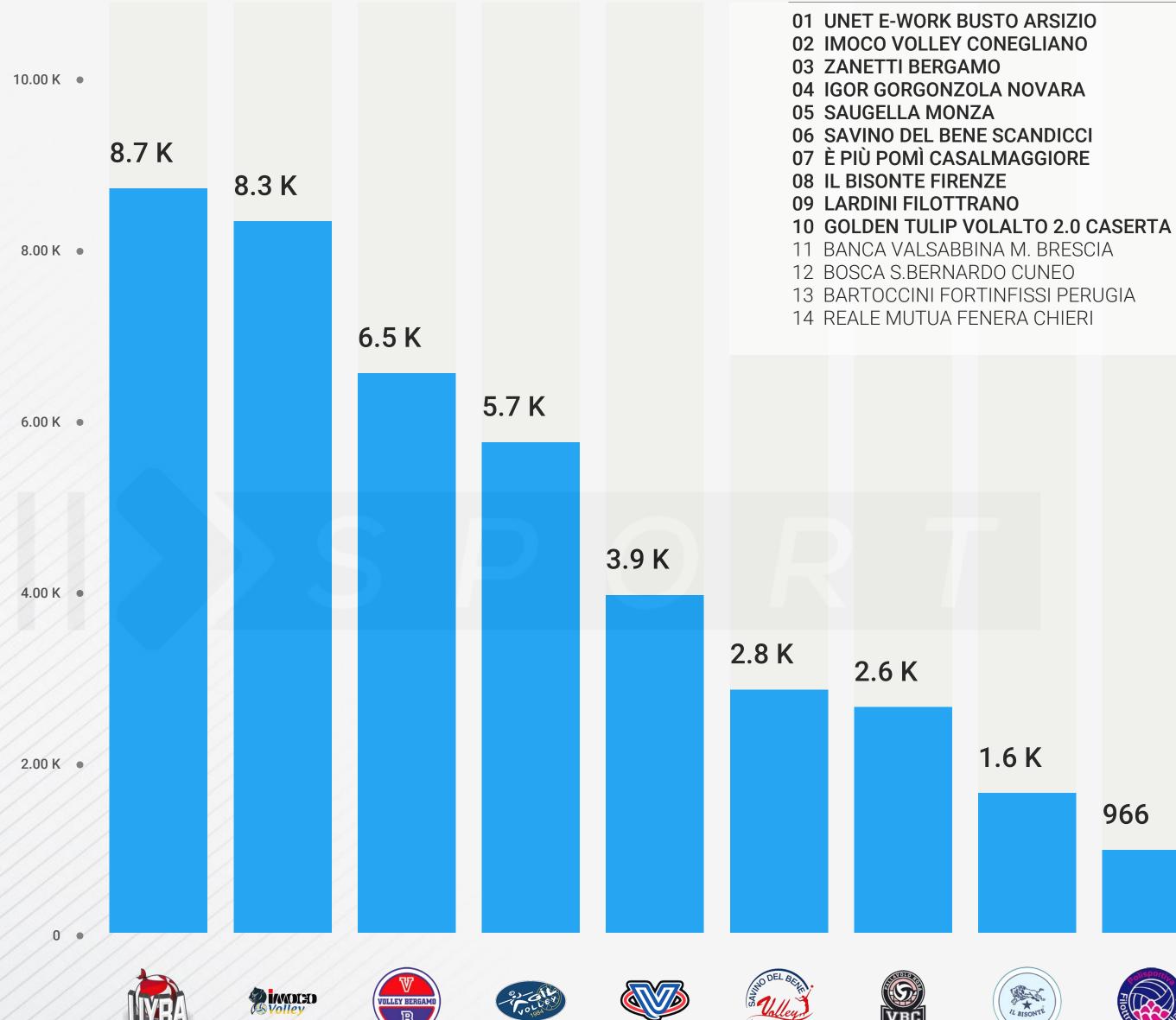




SERIE A1 Twitter

TOTAL FANBASE 43 K

Ranking of the Serie A1 volleyball clubs on Twitter.















CLUBS









628

FANS

8.7 K =

8.3 K =

6.5 K =

5.7 K =

 $3.9 \, \text{K} =$

2.8 K =

2.6 K =

1.6 K =

966 =

628 **=**

574 **=**

277 **=**

% VAR*

-2.57

+0.63

+0.18

+0.05

+0.79

+1.76

+0.11

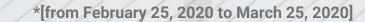
+0.25

+0.84

-0.32

+2.50

+1.47



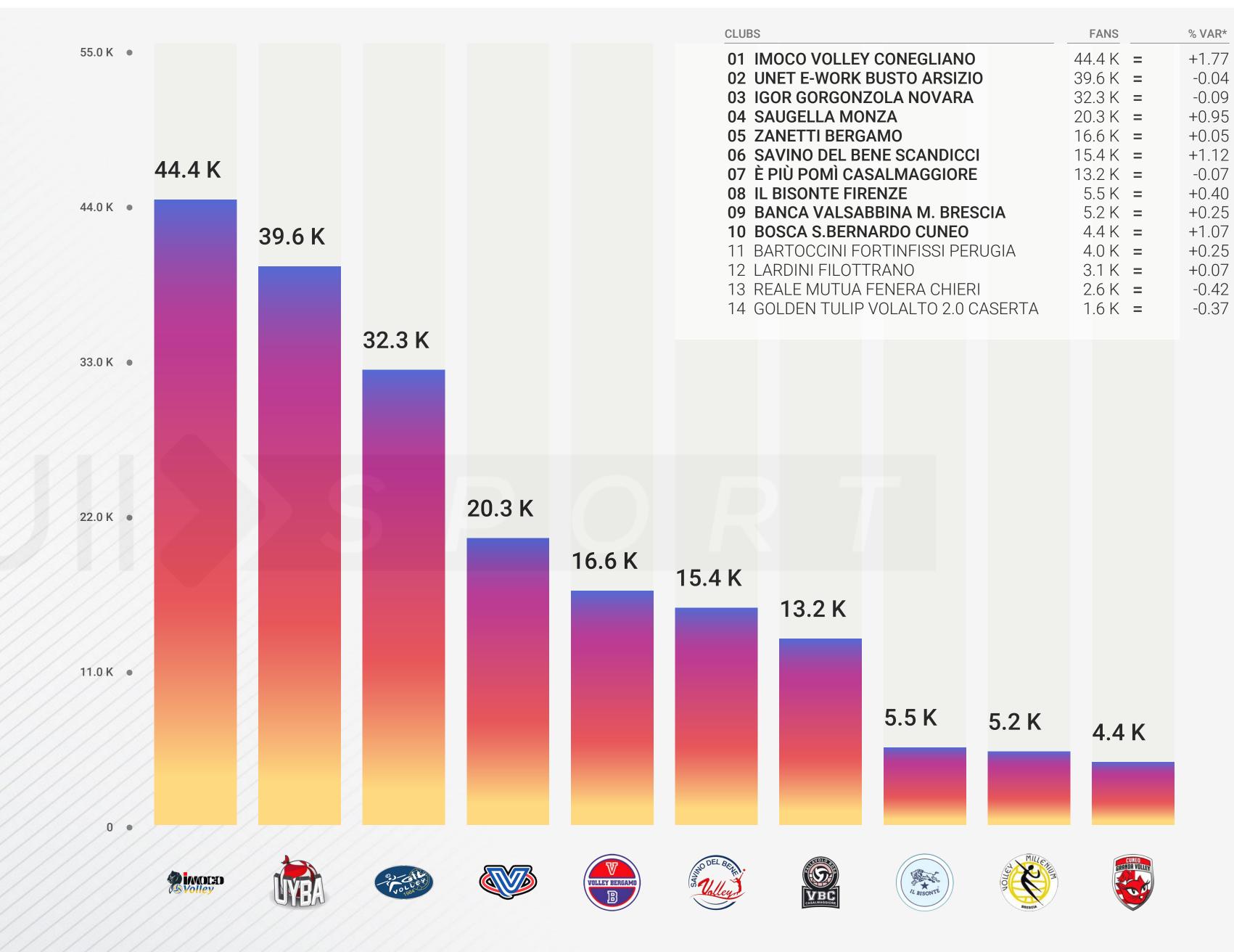




SERIE A1 Instagram



Ranking of the **Serie A1** volleyball clubs on Instagram.





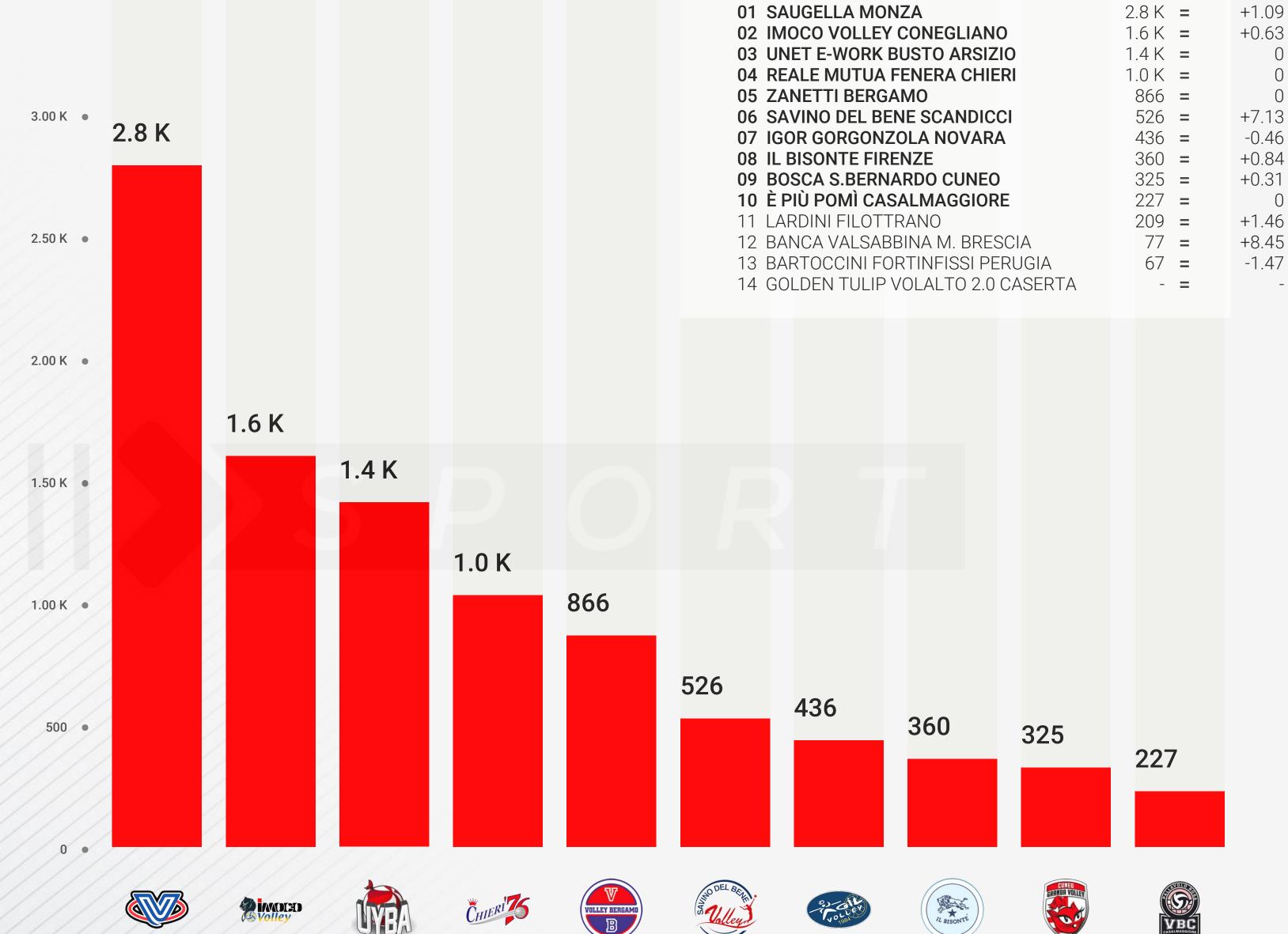


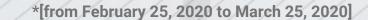


SERIE A1 YouTube

TOTAL FANBASE 10 K

Ranking of the Serie A1 volleyball clubs on YouTube.





YouTube subscribers' data are rounded, since the social media provides data in this format. @2020 IQUII SRL.THE CONTENT OF THIS FILE IS PROPERTY OF IQUII. IT CANNOT BE COPIED, REPRODUCED, PUBLISHED OR DISTRIBUTED, IN WHOLE OR IN PART, IN ANY WAY WITHOUT THE PRIOR WRITTEN CONSENT OF IQUII.



FANS

% VAR*

+0.63

-0.46

+0.31

-1.47

CLUBS



SERIE A1 Social

TOTAL FANBASE

530 K



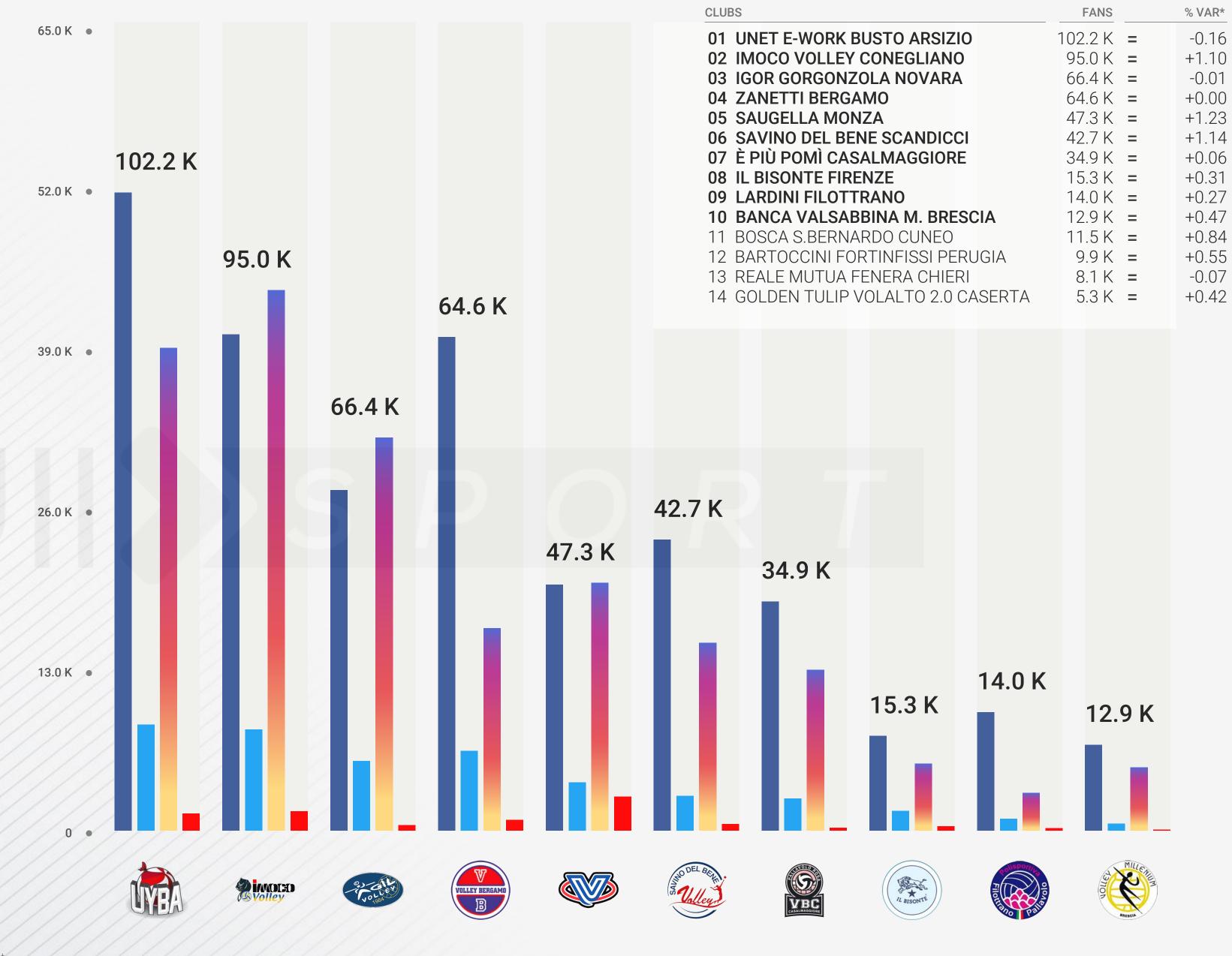




Ranking of the Serie A1 volleyball clubs based on the aggregate Facebook, Twitter, Instagram and YouTube fanbases.

*[from February 25, 2020 to March 25, 2020]

YouTube subscribers' data are rounded, since the social media provides data in this format. @2020 IQUII SRL. THE CONTENT OF THIS FILE IS PROPERTY OF IQUII. IT CANNOT BE COPIED, REPRODUCED, PUBLISHED OR DISTRIBUTED, IN WHOLE OR IN PART, IN ANY WAY WITHOUT THE PRIOR WRITTEN CONSENT OF IQUIL





SERIE A1 Brands







TOTAL FANBASE

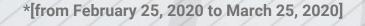
530 K



of the **Sport Brands** in relation to the total fanbase of the 14 sponsored Serie A1 volleyball

Potential Social Media exposition clubs.

66.4 K = 03 MIKASA 64.6 K = 04 ADIDAS 63.7 K = 05 ERREA 57.2 K = **06 SPALDING** 145.2 K 14.0 K = **07 MIZUNO** 11.5 K = **08 GIVOVA** 146.0 K • 5.3 K = 09 PZ SPORT 102.2 K 109.5 K ● 66.4 K 64.6 K 73.0 K • 63.7 K 57.2 K 36.5 K 14.0 K 11.5 K 5.3 K SPALDING. **Joma**[®] macron





SPONSORS

01 JOMA

02 MACRON

FANS

145.2 K =

102.2 K =

% VAR*

+0.76

-0.16

-0.01

+0.00

+0.85

+1.11

+0.27

+0.84

+0.42

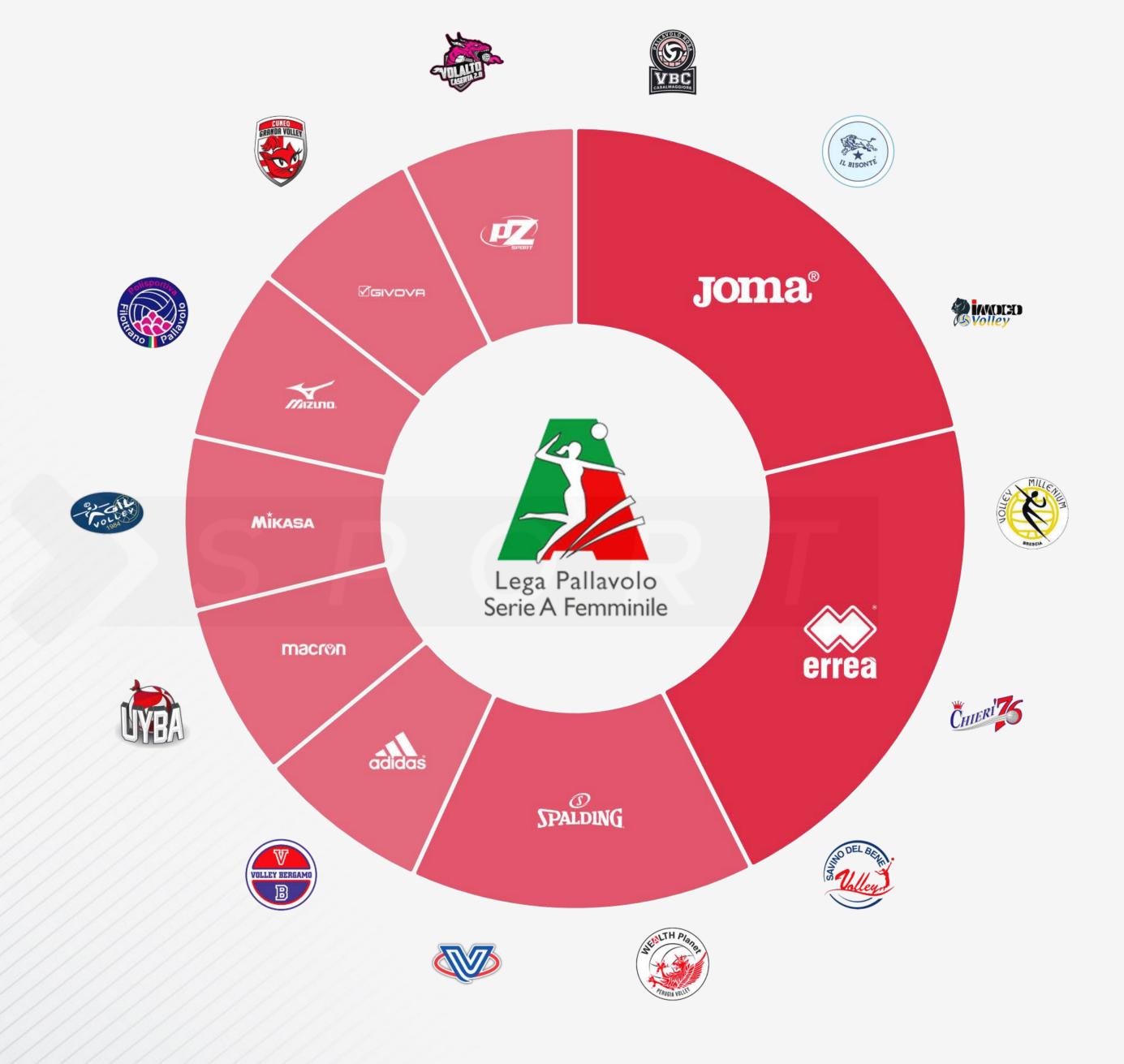


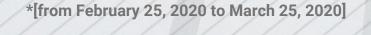
SERIE A1 Brands

CLUBS

SPORT BRANDS

Coverage of the **Sport Brands** in relation to the 14 sponsored Serie A1 volleyball clubs.





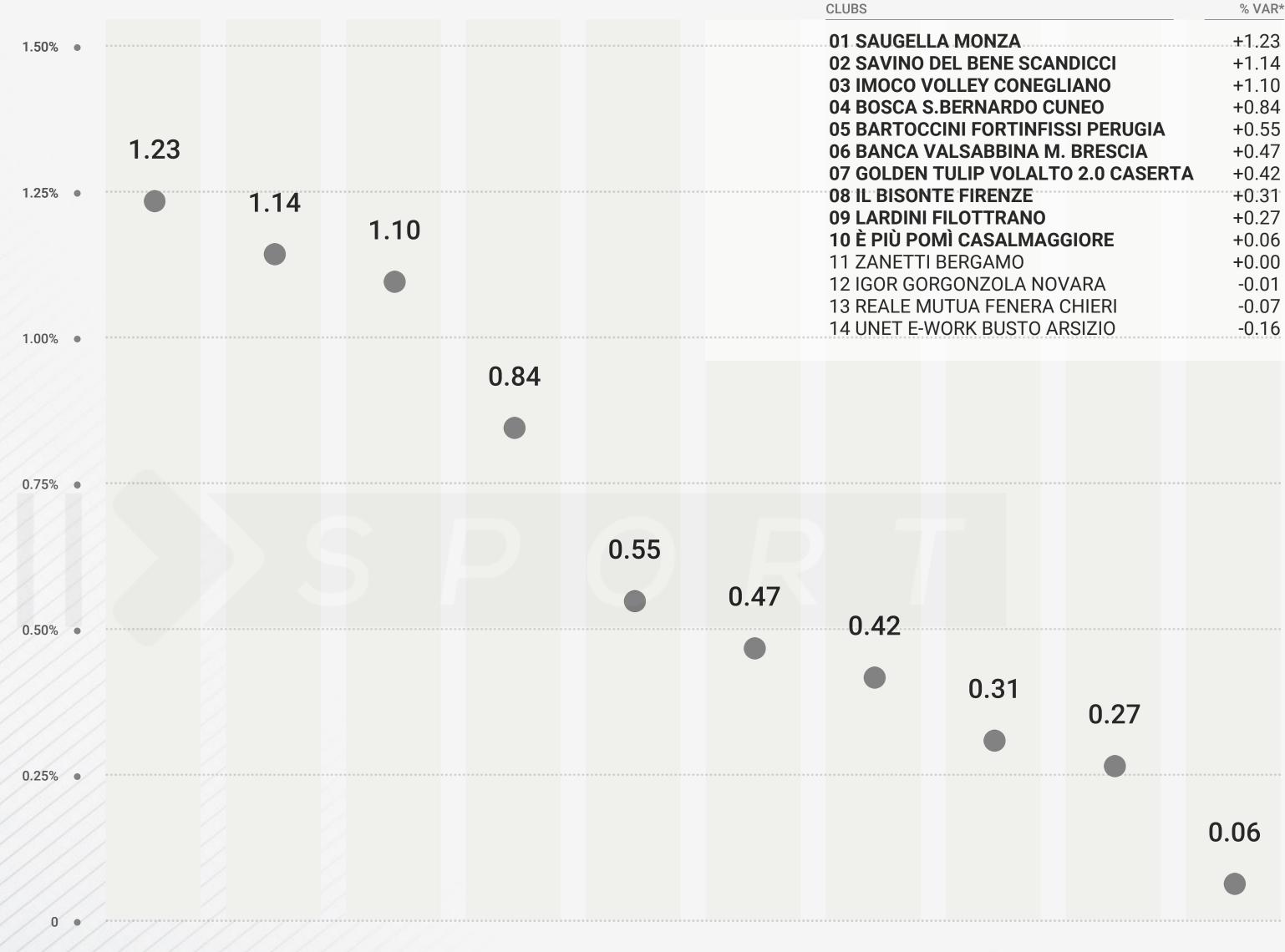




SERIE A1 Grown Up



Ranking of the most grown up Serie A1 volleyball clubs based on the aggregate Facebook, Twitter, Instagram, YouTube fanbases.

























ITALY SnapShot / Official Apps*



COMPETITIONS

27

CLUBS

iOS

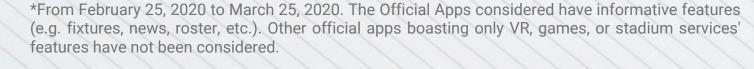
ANDROID

Total Leagues analyzed: Superlega and Serie A1.

Total Volleyball Clubs analyzed in Superlega and Serie A1.

Total iOS Official Apps analyzed in Superlega and Serie A1.

Total Android Official Apps analyzed in Superlega and Serie A1.







₡ IOS

▶ ANDROID

SUPERLEGA

CLUBS



Overview of the Official Apps of the volleyball clubs playing in Superlega.





















































CLUBS





₡ IOS

▶ ANDROID

SERIE A1

CLUBS



























































Overview of the Official Apps of the volleyball clubs playing in Serie A1.

Zanetti Bergamo can boast a Progressive Web App, not featuring in the stores considered.



IQUII SPORT

Overview about the TOP 20 Superlega players





Superlega Men's first division

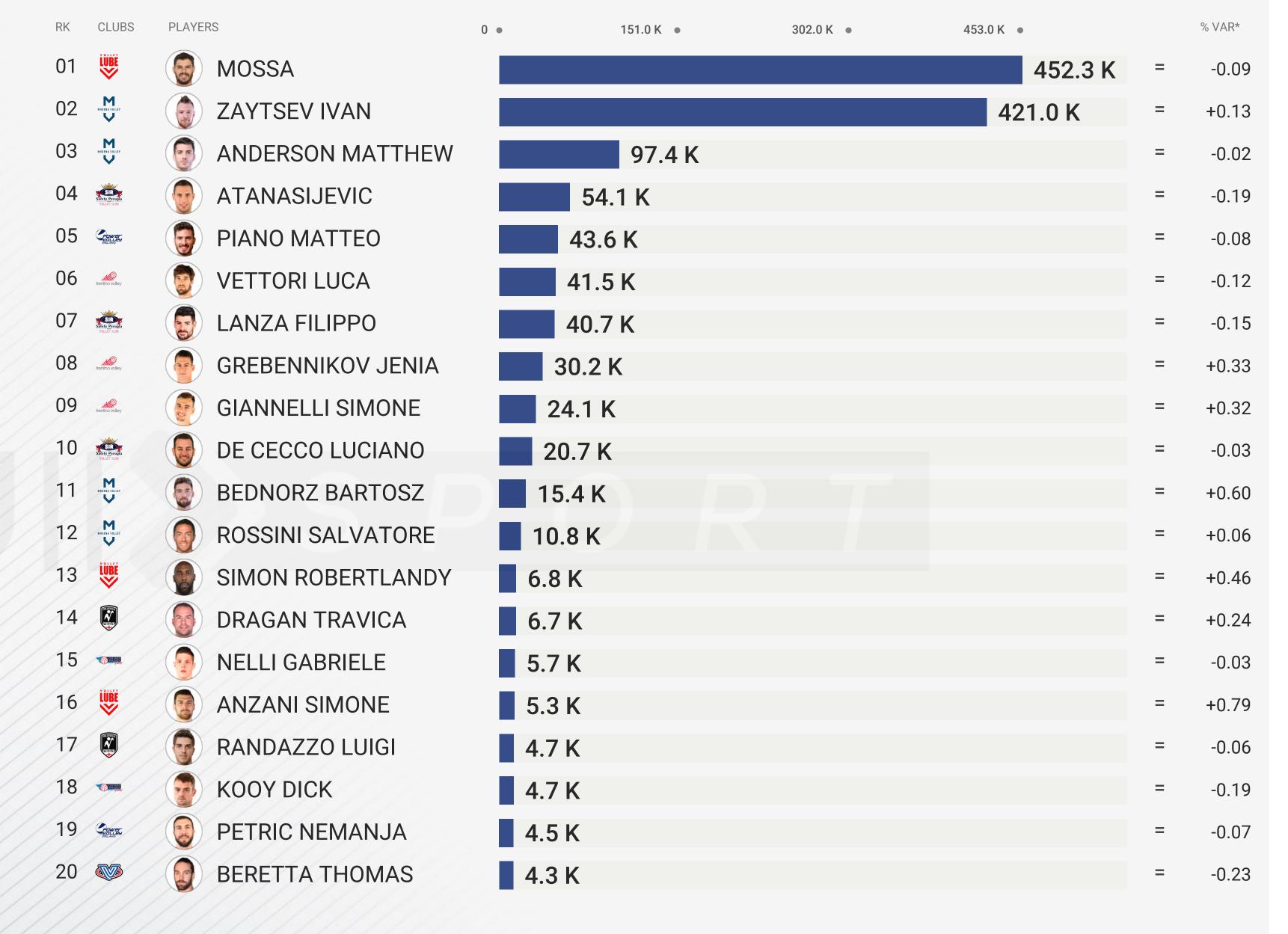




PLAYERS Facebook



Ranking of the TOP 20 most followed Superlega volleyball players on Facebook.



*[from February 25, 2020 to March 25, 2020]

The players considered are those featuring in the clubs' rosters in the Superlega official website.



THE VOLLEYBALL LEAGUE REPORT •



PLAYERS Twitter



Ranking of the TOP 20 most followed Superlega volleyball players on Twitter.

RK	CLUBS	PLAYE	RS	0 •	333.0 K ●	666.0 K ●	999.0 K	•		% VAR*
01	ĽŮBĚ		MOSSA					997.7 K	=	-0.18
02	MODENA VOLLEY		ANDERSON MATTHEW		80.5 K				=	-0.45
03	MODENA VOLLEY		ZAYTSEV IVAN		56.8 K				=	-0.03
04	SIR Prugia		DE CECCO LUCIANO		43.1 K				=	-0.12
05	ĽŮBĚ		JUANTORENA OSMANY		30.8 K				=	+0.29
06	VE TO MA		SOLÉ SEBASTIAN		24.4 K				=	-0.29
07	MODENA VOLLEY		CHRISTENSON MICAH		23.6 K				=	+0.15
08	trenino volley		GREBENNIKOV JENIA		23.5 K				=	-0.07
09	SIR Prugia		ATANASIJEVIC		22.6 K				=	-0.02
10	MODENA VOLLEY		HOLT MAXWELL PHILIP		21.8 K				=	-0.17
11	Gower Milled		PIANO MATTEO		21.7 K				=	+0.04
12	trenino volley		GIANNELLI SIMONE		20.6 K				=	-0.14
13	PRINTING TO SERVICE TO		ISHIKAWA YUKI		19.5 K				=	+0.89
14	trentino volley		VETTORI LUCA		12.6 K				=	-0.02
15	MODENA VOLLEY		ROSSINI SALVATORE		11.7 K				=	-0.32
16	trentino volley		RUSSELL AARON		11.6 K				=	+0.03
17	SIRety Perugia		PODRASCANIN MARKO		11.2 K				+ 1	+0.06
18			KUREK BARTOSZ		11.2 K				▼ -1	-0.22
19	ARGOS		RADKE MURILO		10.4 K				=	-0.27
20	trenino volley		LISINAC SRECKO		8.1 K				=	+0.58

*[from February 25, 2020 to March 25, 2020]

The players considered are those featuring in the clubs' rosters in the Superlega official website.

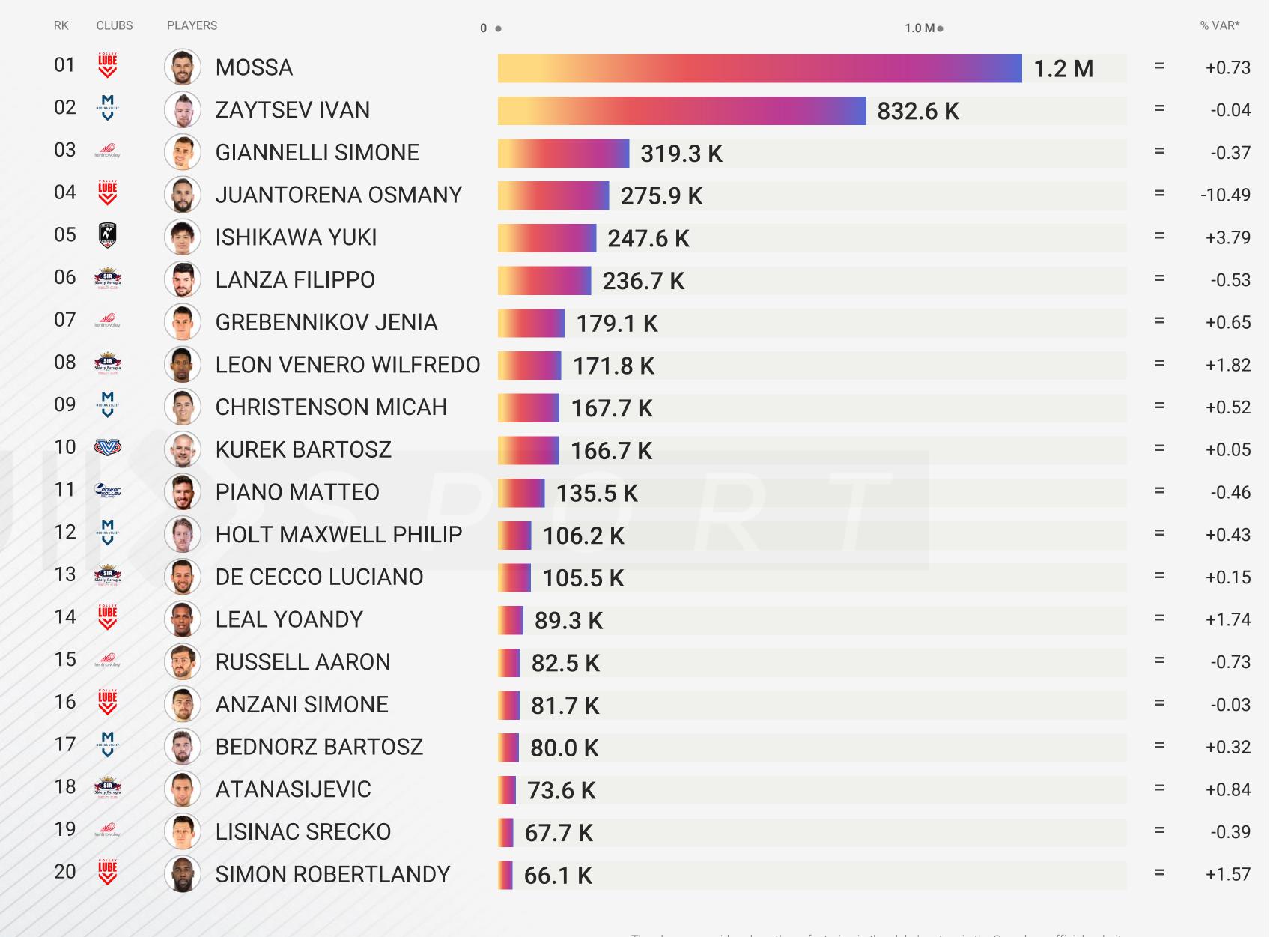




PLAYERS Instagram



Ranking of the TOP 20 most followed Superlega volleyball players on Instagram.



*[from February 25, 2020 to March 25, 2020]

The players considered are those featuring in the clubs' rosters in the Superlega official website.





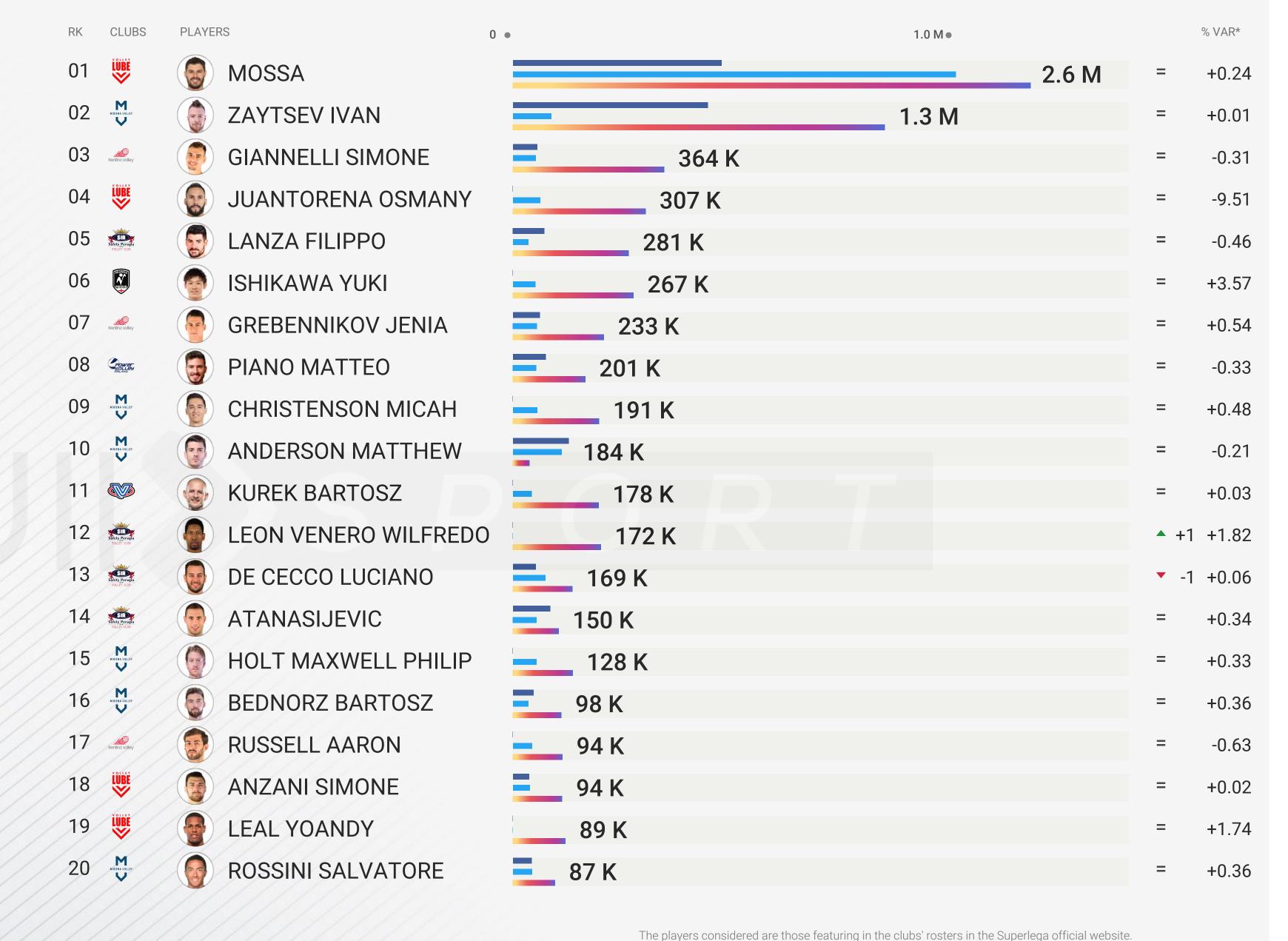


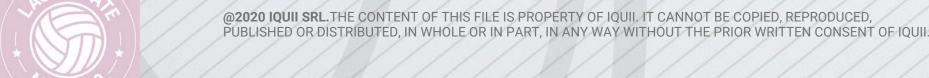






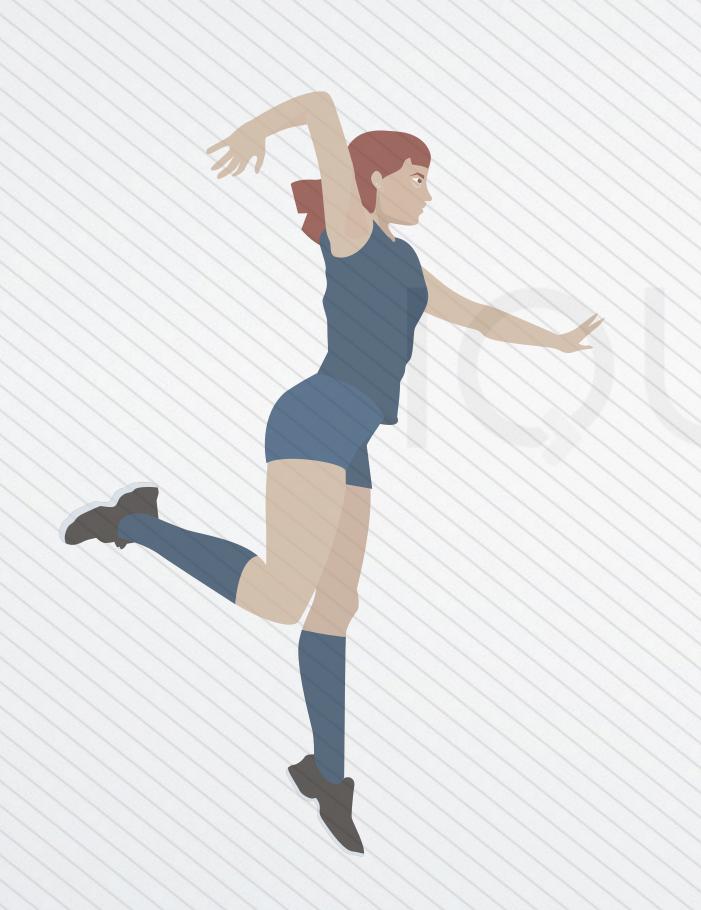
Ranking of the TOP 20 most followed Superlega volleyball players based on the aggregate Facebook, Twitter and Instagram fanbases.





IQUII SPORT

Overview about the TOP 20 Serie A1 players











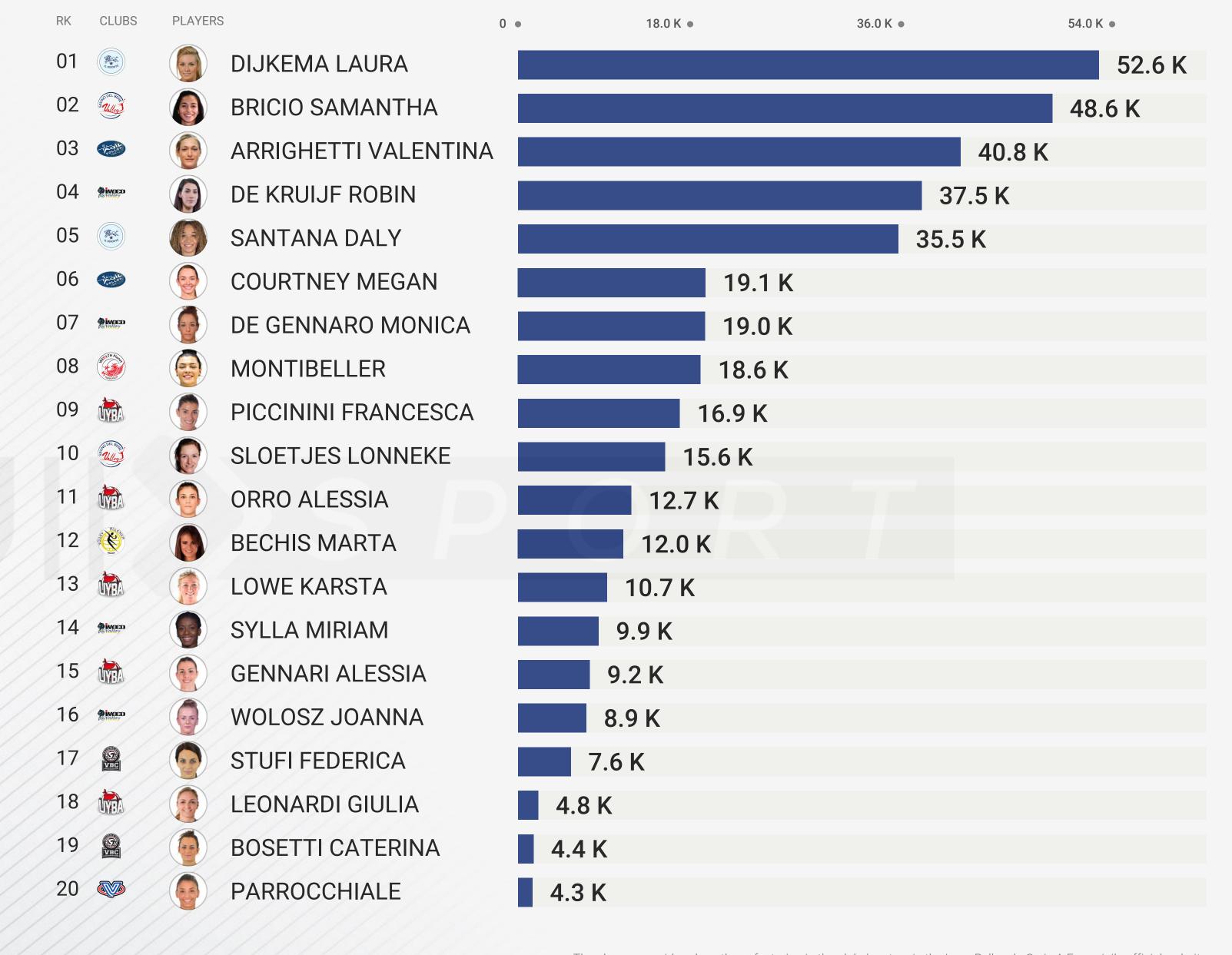




PLAYERS Facebook



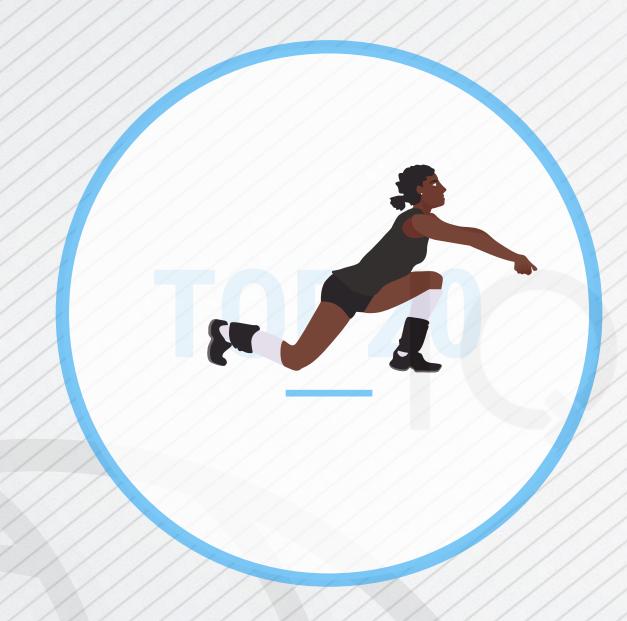
Ranking of the TOP 20 most followed Serie A1 volleyball players on Facebook.



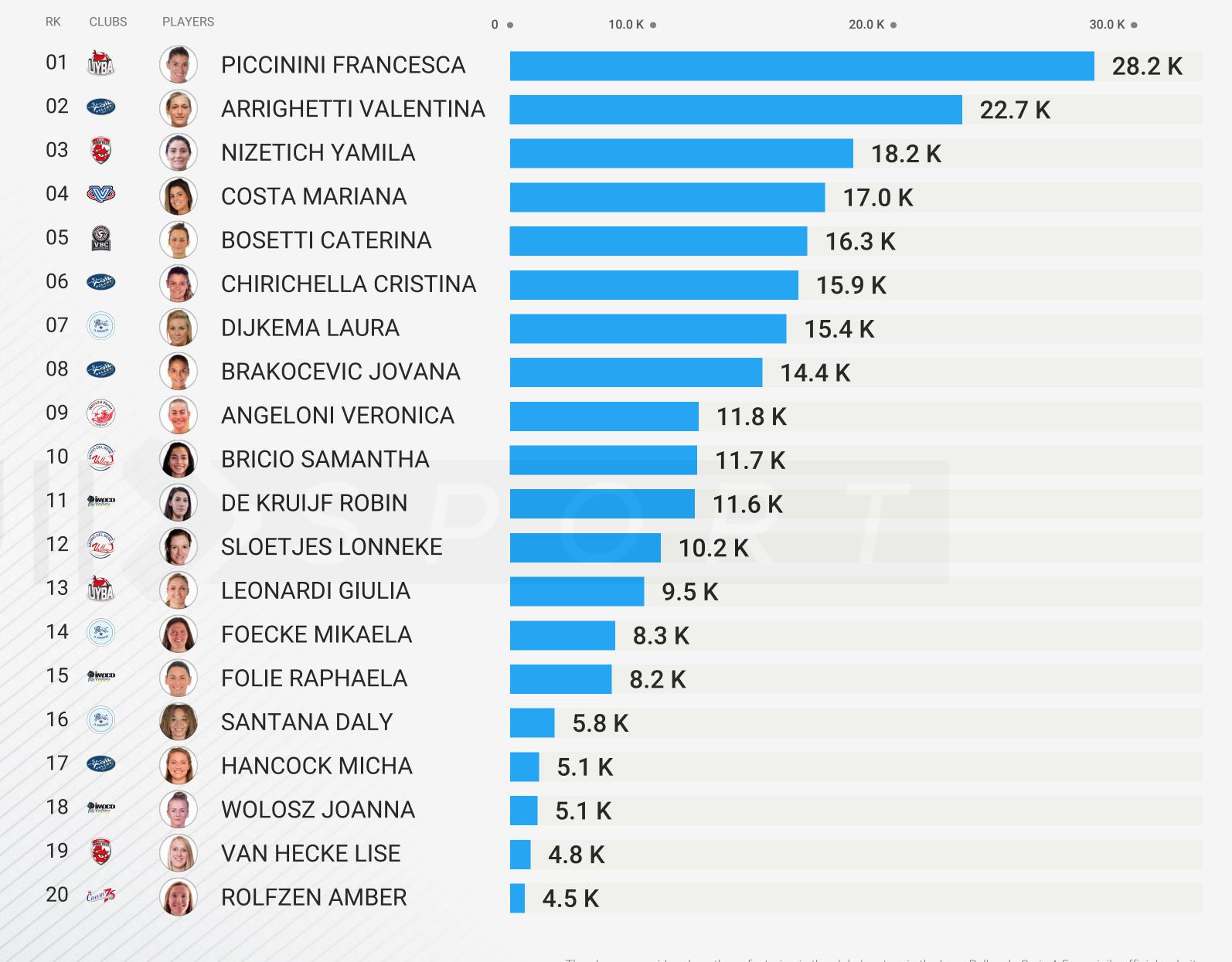
*[updated on March 25, 2020]



PLAYERS Twitter



Ranking of the TOP 20 most followed Serie A1 volleyball players on Twitter.



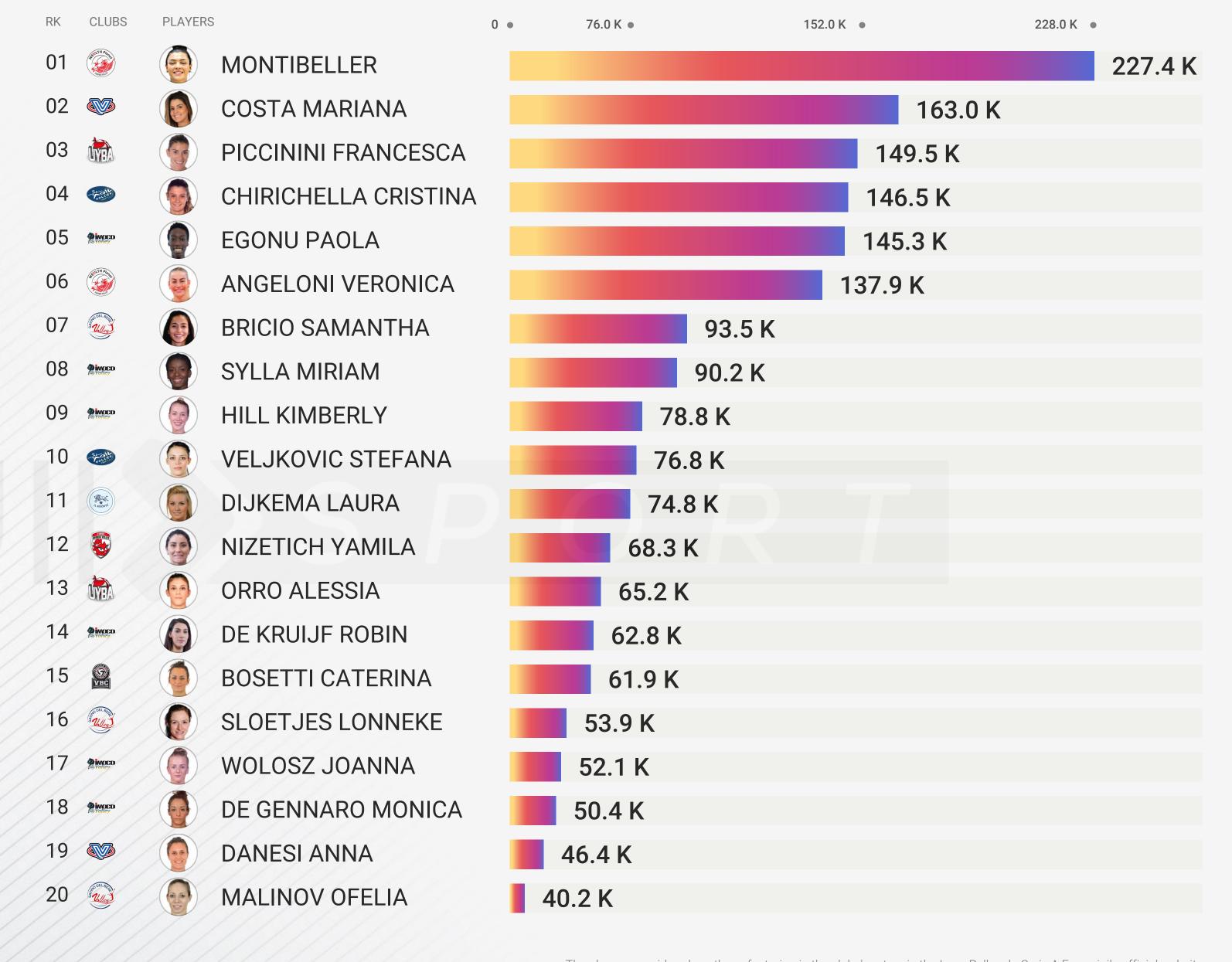
*[updated on March 25, 2020]



PLAYERS Instagram



Ranking of the TOP 20 most followed Serie A1 volleyball players on Instagram.



*[updated on March 25, 2020]



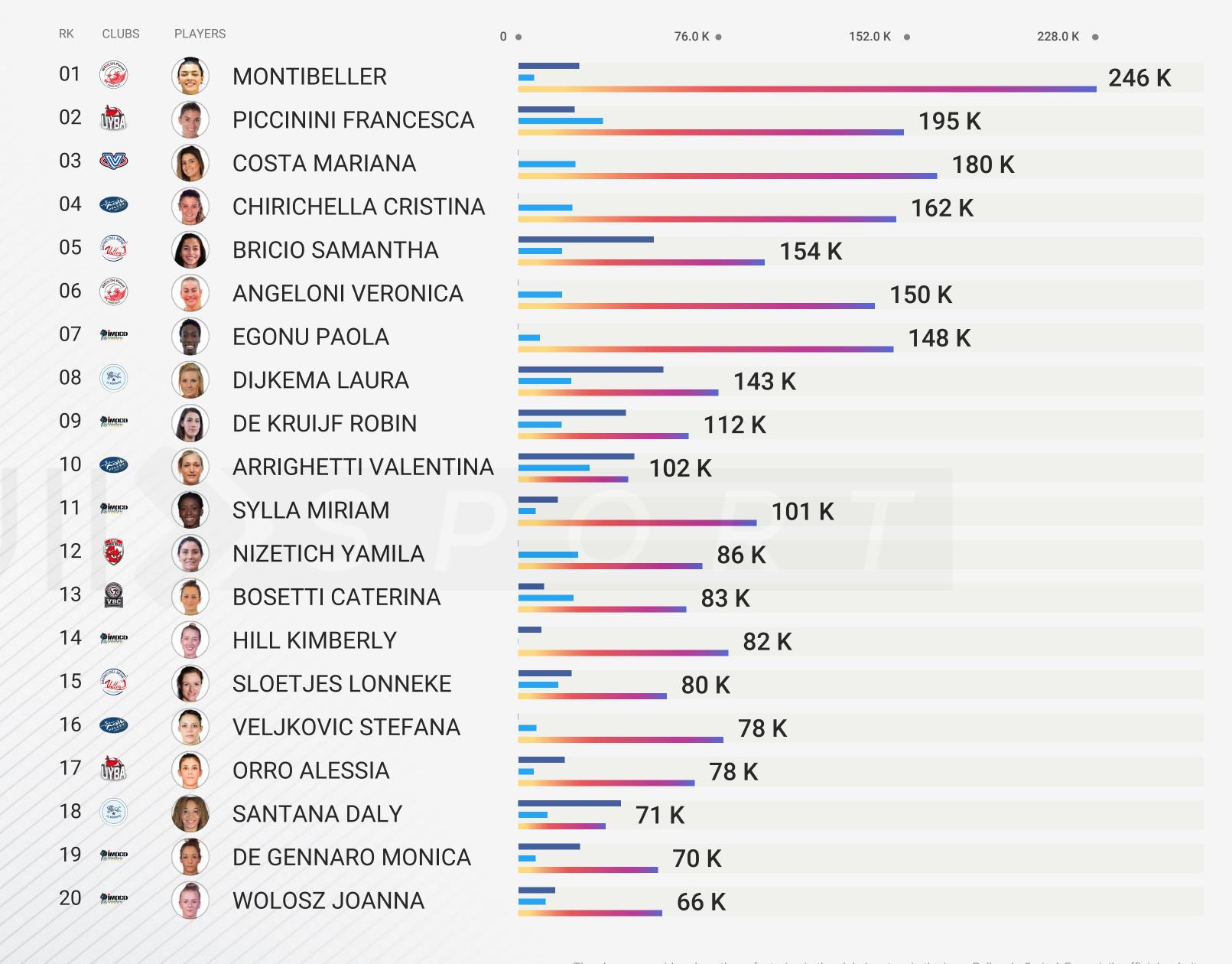








Ranking of the TOP 20 most followed Serie A1 volleyball players based on the aggregate Facebook, Twitter and Instagram fanbases.



*[updated on March 25, 2020]





ITALY SnapShot / Brands' Overview

COMPETITIONS

27

CLUBS

10

BRANDS

1.8 M

+ 0.94%*

FANS

Total Competitions analyzed: Men's Superlega and Women's Serie A1.

Total Men's Superlega and Women's Serie A1 volleyball clubs analyzed.

Total Men's Superlega and Women's Serie A1 sport brands analyzed.

Total Facebook, Twitter, Instagram, YouTube fans of the Men's Superlega and Women's Serie A1 volleyball clubs analyzed.





ITALY Social Brands

TOTAL FANBASE

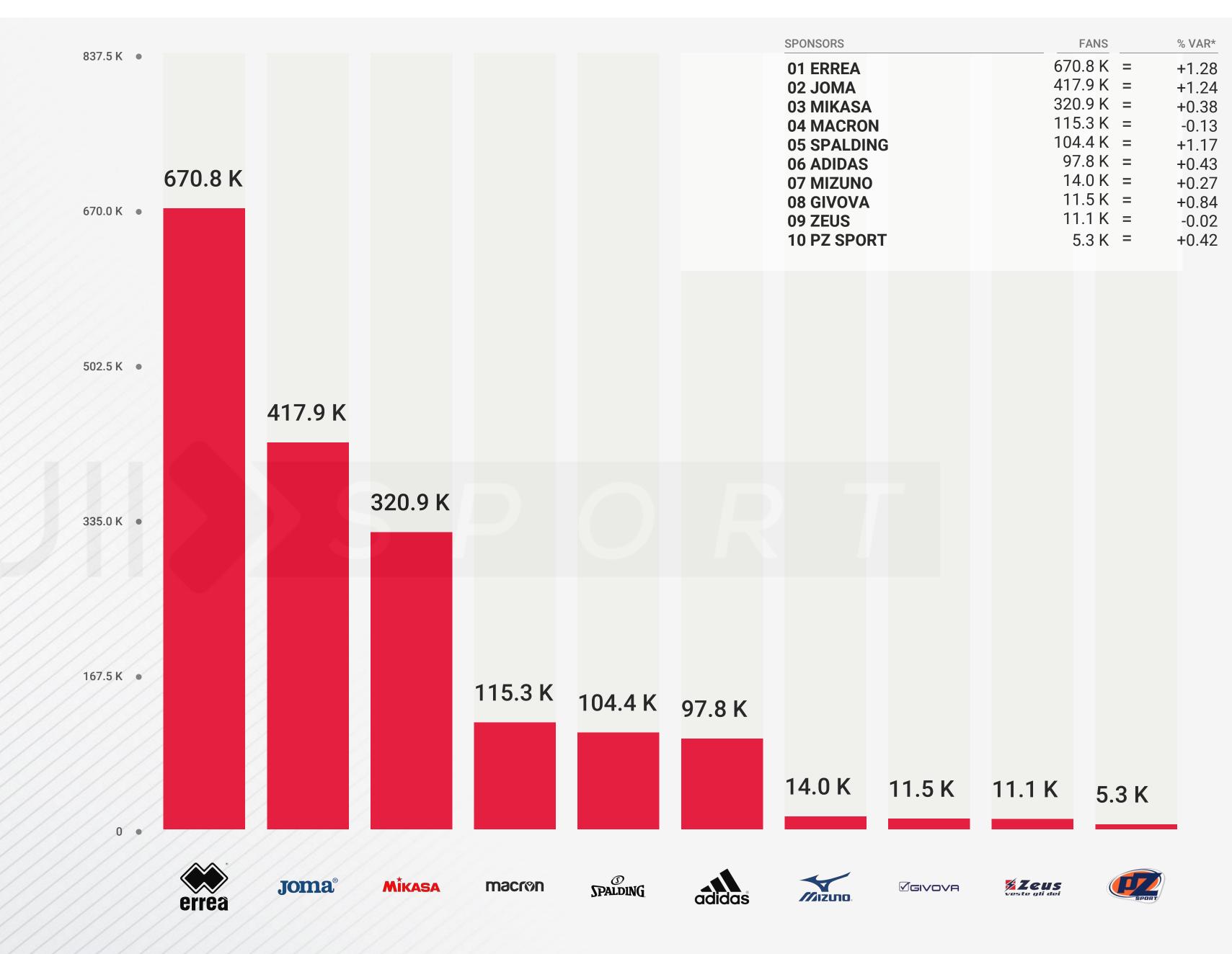
1.8 M







Potential Social Media exposition of the **Sport Brands** in relation to the total fanbase of the 27 sponsored volleyball clubs analyzed.







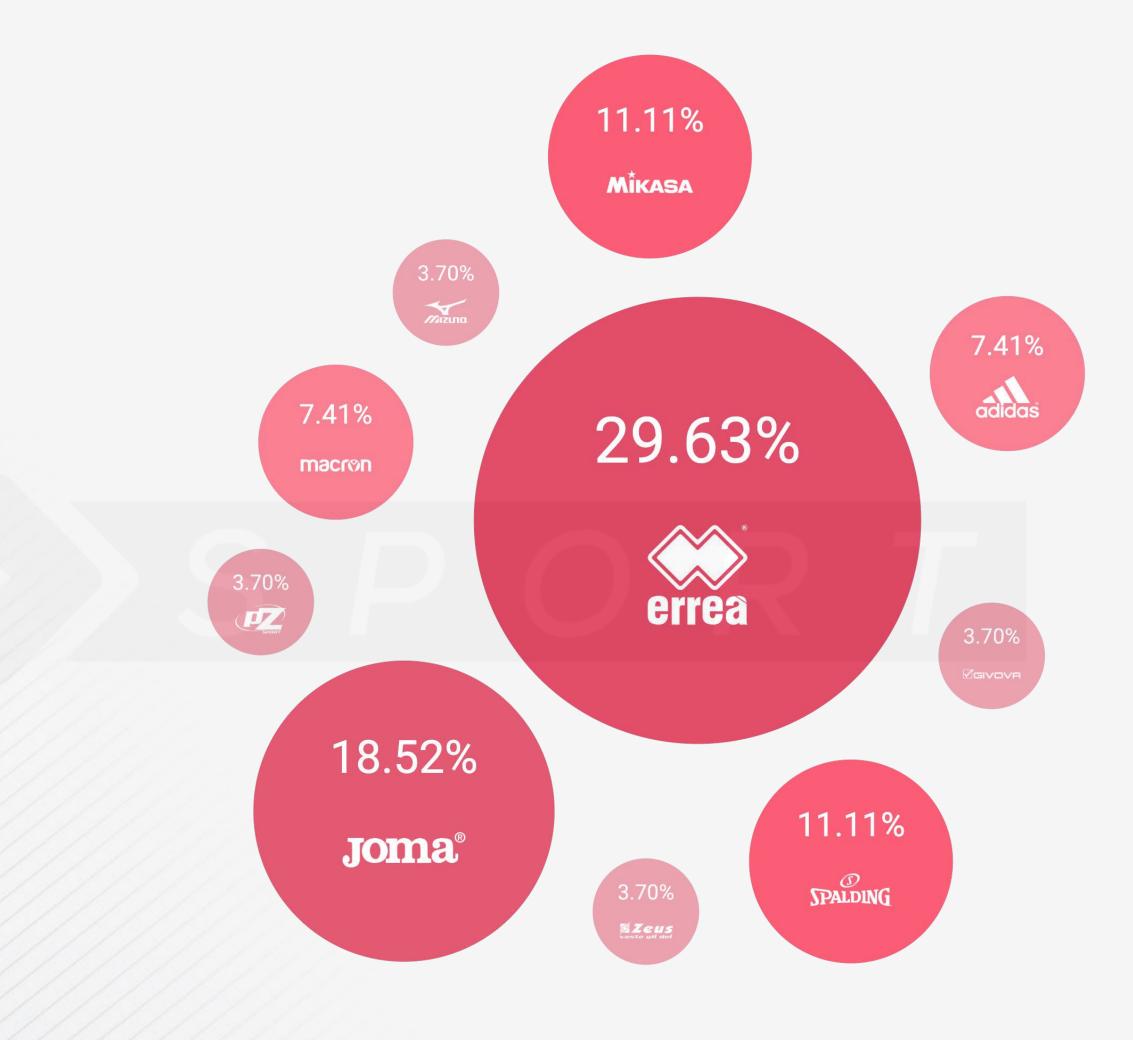
ITALY Sport Brands

CLUBS 27

SPORT BRANDS

10

Sport Brands coverage in relation to the 27 sponsored volleyball clubs analyzed.







The Volleyball League

(R)evolution



SEE YOU IN APRIL

6th Edition

Keep following us to discover it!

4th Edition - February 2020

Superlega Volleyball Players

3rd Edition - January 2020

Italian Volleyball Clubs' Official Apps

2nd Edition - November 2019

Updated data and monthly variations

1st Edition - October 2019

Superlega and Serie A1 clubs and brands

5th Edition - March 2020 **NEW ENTRY** Serie A1 Volleyball Players







Version 1.0 - 25.03.20 [first release]

Methodology and Specs

Data are collected through proprietary tools and concern Italian Volleyball Clubs participating in Superlega and Serie A1. Logos and all rights are reserved to their respective owners.

The collection of the data has been carried out on March 25, 2020. 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.

Although we are committed to providing accurate and timely information, there can be no guarantee that such information will be accurate at the time of publication or will continue to be in the future.

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