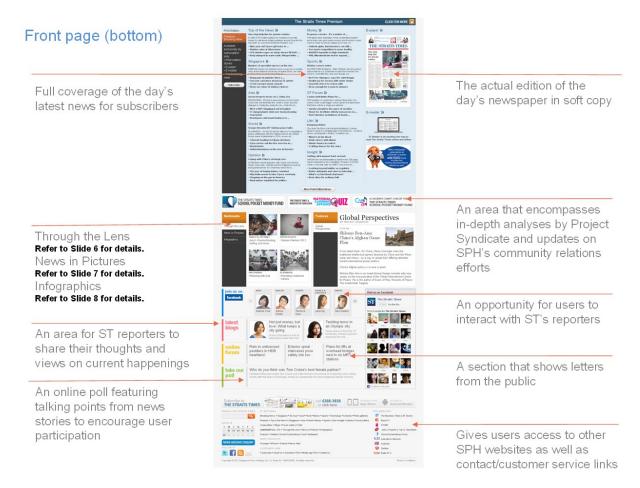
**URL**: www.straitstimes.com

#### **About The Straits Times Online**

The Straits Times (ST) Online is the website of Singapore's largest daily. It's a hybrid website that offers both free and paid content - where commodity news is free access and proprietary news available upon subscription.





# **Statement of Purpose**

### **Financial Success**

The ST model allows us to aggressively compete for advertising revenue and sponsorships, yet at the same time bundle our online, mobile and print subscriptions. This strategy made 2012 a watershed year – online operations became profitable for the first time.

More important, it had no impact on our newspaper revenue.

# **Increasing Reach**

Our total (web and mobile) reach is just over 2 million people each month (Singapore's population is about 5 million).

On both web and mobile, we offer Breaking News, a subscription service which comprises print stories, an electronic newspaper and an e-reader for laptop users who can download and read our content offline.



Our use of Facebook and Twitter has also cemented ST as a major news source on the two most dominant social media platforms, with over 150,000 followers on Twitter and 55,000 'Likes' on Facebook. Our top referral of traffic is no longer Google – Facebook has overtaken the search engine to become our number one source of upstream traffic.



### **Breaking News**

ST employs a "across four-online platforms at once" policy when it comes to breaking news.

When a big news story breaks, or there's a key announcement, a line or two is sent via SMS (short message system) to our subscribers, published on our website (straitstimes.com) and posted on Facebook and Twitter.

When a story with more details is ready within minutes and refreshed on our website, the URL link is promoted again as another post on Facebook and Twitter.





#### **Event**

In December 2011, Singapore experienced its largest breakdown in its commuter rail, the MRT. It occurred on a major line during the peak hours when people were leaving the office. Hundreds of thousands of commuters were affected.

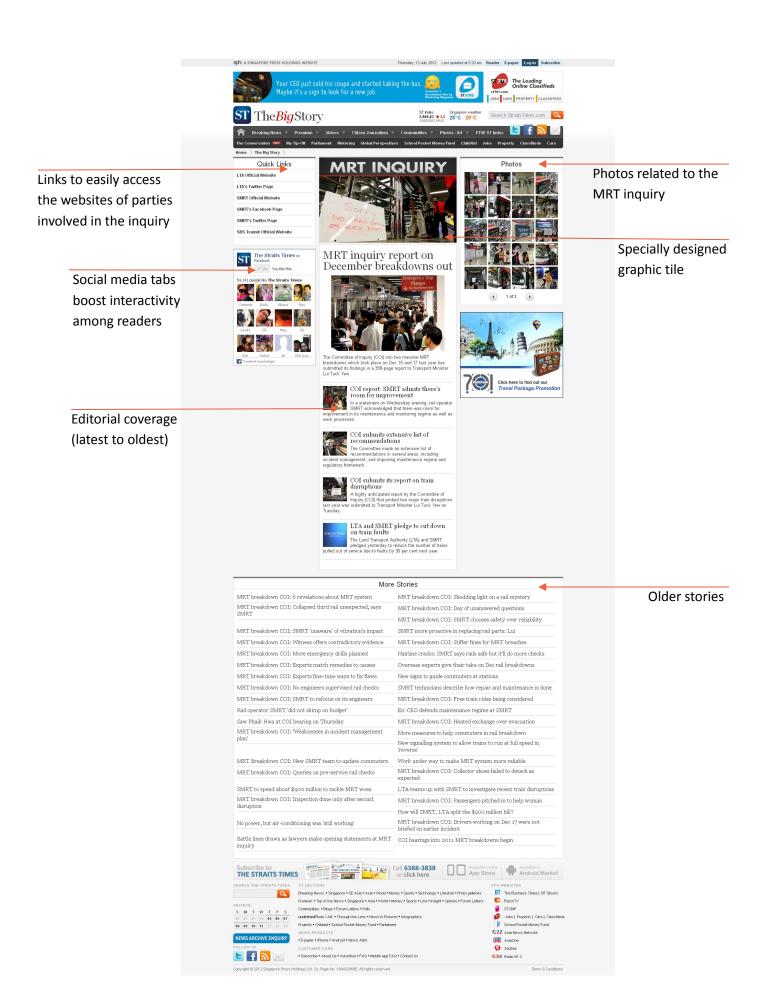
We immediately mobilised the reporting muscle of the ST - print reporters hit the ground, while the online team scoured the digital field.

Based on our strong connection with the public, through our citizen journalists site Stomp, we immediately received hundreds of pictures and some videos of the breakdown, either what was happen in the train stations, from people being evacuated in the tunnels to those trapped inside the trains.

Combining information we gathered from Twitter, Facebook, our citizen journalists and reporters on the ground, we were able to produce a compelling and engaging package of real-time news, pictures and videos.

With the huge among of content we gathered, we were able to followup on the train breakdown with consistent high quality coverage on all our platforms - print, online, mobile.

On the web, we have a microsite, *The Big Story*, that covers the train breakdowns from day one, throughout the investigations, to the various inquiries. All the while utilising the best of what the web can offer through photos, videos, citizen journalists and social media.



The story continues ...

# The Results

Over 60 million pages views and 2.24 million unique in the month of December. The number has since grown – it is now over 80 million page views\*.

<sup>\*</sup> Figure as of July 11, 2012.