

# **OOH Influences Consumer Purchase Decisions**

#### Almost 70% Notice OOH Ads On Their Way To In-Store Shopping









**US Adults** 

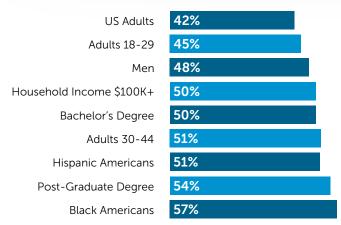
Asian Americans

Hispanic Americans

**Black Americans** 



### Almost Half Say OOH Ads Impact In-Store Purchase Decisions





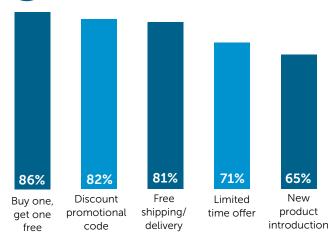
## Dynamic OOH Ad Content Increases Consumer Interest

Percent who find OOH ads with timely information more interesting than typical ads

US Adults	40%
Millennials	45%
Bachelor's Degree	45%
Urban residents	45%
Hispanic Americans	46%
Household Income \$100K+	51%
Adults 30 - 44	51%
Post-Graduate Degree	56%



#### OOH Special Offer Ad Messages Most Likely to Influence In-Store Purchases





## Appearance of Influencers/Celebrities in OOH Ads Increases Likelihood to Purchase

32%	US Adults
37%	Gen Z
38%	Hispanic Americans
40%	Men
42%	Urban residents
44%	Black Americans
44%	Millennials
46%	Household Income \$100K+
49%	Post-Graduate Degree

Source: OAAA, Morning Consult.

