

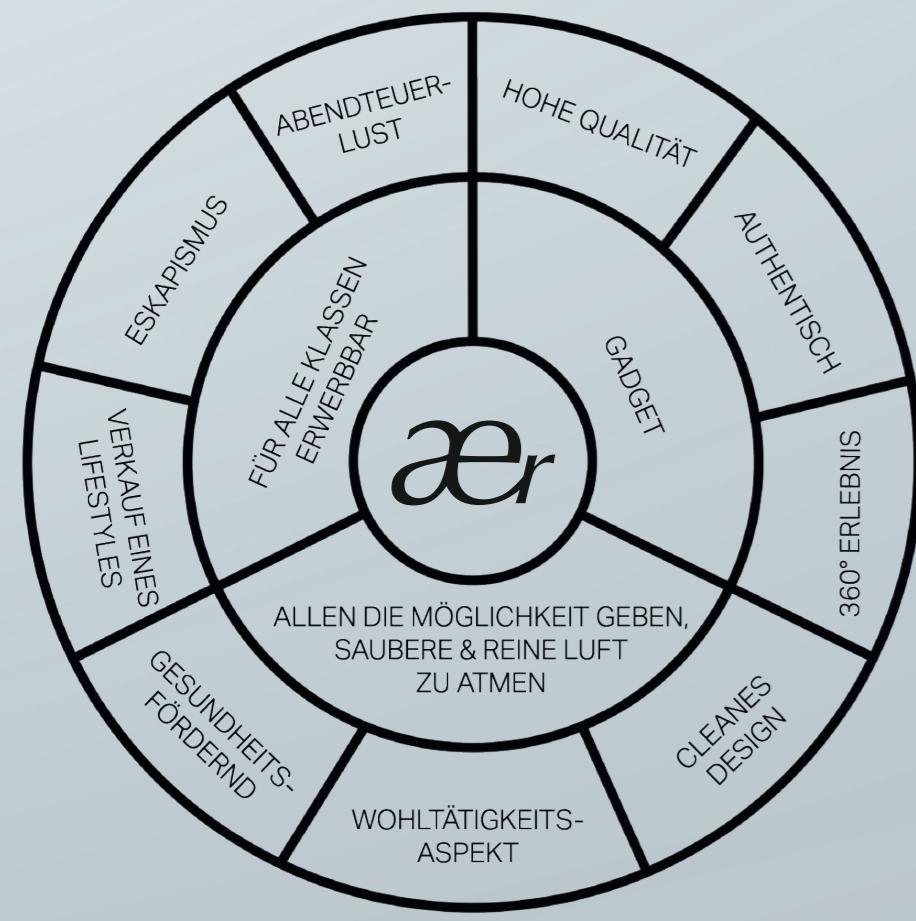


## IDEENFINDUNG

## PROJEKTENTWICKLUNG

### LUFT

- \*der Versuch, Luft zu verkaufen
- \*das Narrativ zählt
- \*Storytelling steht im Vordergrund
- \*soziales Experiment: wie kann Menschen etwas unnötiges verkaufen werden?
- \*saubere Luft als Luxusgut
- wie weit kann man es treiben?



### RECHERCHE

- \*99% der Menschen sind verschmutzter Luft ausgesetzt  
\*fast jeder Mensch in Asien und im pazifischen Raum atmet nach Daten des Un-Umweltprogramms Luft, die seine Gesundheit gefährdet  
\*verfrühte Todesursache von bis zu 7 Mio. Menschen jährlich  
\*alleine in Asien 4 Mio. Todesopfer  
**das Produkt kann nur eine Persiflage sein!**

### VISION

Luft soll als gesunde Lebensgrundlage für Menschen auf der ganzen Welt zugänglich sein

### MISSION

aer soll das Leben der Konsument:innen auf physiologischer und psychologischer Ebene verbessern. Gute Luft als selbstverständlicher Luxus.

### COOPORATE IDENTITY

#### EINFACH ZU ERREICHEN

- Gesundheit:**  
\*Personen, die leicht zu erschrecken sind, hypochondrisch veranlagt sind  
\*Personen mit Atemwegserkrankungen, -störungen  
\*spirituell veranlagte Personen

#### Neugier:

- \*Personen, die gerne neue Sachen ausprobieren  
\*Personen, die Impulskaufe tätigen (reich & arm)

#### Sehnsucht:

- Personen, die eine große Sehnsucht nach einem bestimmten Ort haben, den sie aber nicht bereisen können

#### Status:

- \*Personen, die sich elitär fühlen wollen  
\*Personen, die gegen die Luftverschmutzung wirken möchten (Spende)

#### SCHWER ZU ERREICHEN:

- Gesundheit:**  
Personen, die im medizinischen Millieu tätig sind

#### Neugier:

- \*skeptische, altmodische, konservative Menschen  
\*ältere Generationen

#### Status:

- \*Personen, die Kritik äußern gegenüber der Aneignung von Allgemeingut  
\*Personen, die aktiv gegen die Luftverschmutzung etwas unternehmen

## GESTALTUNGSANSÄTZE



- \*dunkel, schwarz
- \*zarte Elemente
- \*fließend



- \*hell, schimmernd
- \*fließend, elegant
- \*spirituell



- \*clean
- \*medizinisch
- \*naturell

## KONKRETISIERUNG

### NARRATIV

In the year 2028, the world witnessed the unprecedented event known as the eruption of the Campi Flegrei, a super volcano based in Italy. Its devastating effects went far beyond the initial explosion, triggering a global climate catastrophe that would forever reshape our planet.

The eruption unleashed a volcanic winter, enveloping the Earth in a chilling embrace as temperatures plummeted worldwide. This sudden drop in temperature resulted in widespread food shortages, as the mass extinction of plants and animals disrupted the delicate balance of ecosystems. The repercussions were felt for years, testing the resilience of communities and nations alike.

Darkened skies became the new norm as colossal tephra emissions shrouded the atmosphere. The once-familiar warmth of sunlight dimmed, leading to what scientists called global dimming.

This phenomenon had far-reaching consequences, affecting not only the environment but also the health of countless individuals. The air became laden with particles, causing a severe deterioration in its quality. Tragically, even years after the eruption, lives continued to be lost as people struggled to breathe amidst the lingering effects of the eruption.

### GRÜNDERINNEN STORY

We are Benisha and Luise, the founders of aer, we want to share our story with you. Our path was shaped by personal tragedies that ignited a deep-seated desire to make a lasting impact in the world.

I, Benisha, experienced an indescribable loss when my father succumbed to the devastating consequences of polluted air. Witnessing the profound impact it had on my family, I made a solemn vow to prevent others from enduring the same pain.

Meanwhile, my partner, Luise, battled the daily challenges of severe asthma, a constant reminder of the urgent need for clean and breathable air.

Our shared experiences took on newfound significance when a cataclysmic volcano eruption unleashed a global crisis, making air pollution a problem for everyone. This event became a defining moment, fueling our determination and motivation to bring our vision to life. Countless hours of research, innovation, and collaboration followed as we sought to create a solution that would offer respite to individuals and communities worldwide.

Our unwavering commitment was rewarded when we successfully launched our brand and introduced our revolutionary product to the market. However, our mission extended far beyond mere commercial success.

We aimed to touch the lives of people far and wide, ensuring that no one would have to endure the detrimental effects of polluted air.

With every bottle of clean and fresh air, we sought to bring relief, hope, and revitalization to individuals impacted by the global air quality crisis.

Today, our legacy lives on, as our brand stands as a testament to the power of determination and compassion. It serves as a beacon of hope, offering a lifeline to individuals across the globe, enriching their lives with the gift of clean, fresh air. With every breath, we collectively embrace a healthier, more vibrant future – all thanks to our unwavering subvention and motivation.

Join us on this journey, as we continue to make a difference, one breath at a time. Together, let us create a world where clean and breathable air is not just a luxury, but a fundamental right for all.

### PERSONAS

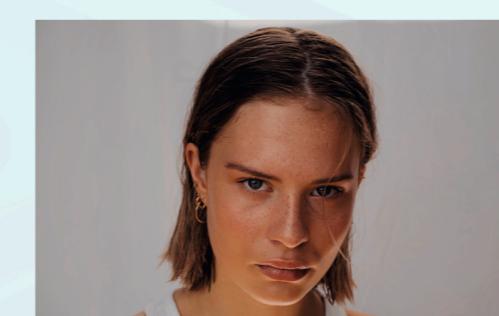
#### EMILY

##### THE ARTIST ATHLETE

Emily is a dedicated communication professional who loves the outdoors. She regularly explores the mountains and forests, immersing herself in nature's beauty. However, she sometimes feels increasingly offput by the interactions with others before the eruption on April 1st. Her face has been covered in a thick layer of ash, and she finds it difficult to communicate with others as they do not seem to notice her.

Everything changed when Emily discovered our company at a local art fair. She was inspired by our mission to bring clean air to everyone. Her love for the outdoors fuelled her commitment to protecting the environment. Since then, Emily has become a true advocate for clean air.

She now uses aer to keep her lungs healthy and energized, allowing her voice to be heard and her spirit to shine brightly.



##### MORE ABOUT EMILY

###### WHY WOULD YOU BUY OUR PRODUCT?

Emily values the importance of maintaining healthy lungs and keeping her voice strong. She wants to ensure that she can communicate effectively with others and feel confident in her interactions.

Above all, Emily values her health and well-being.

By using aer, Emily can breathe cleaner air and reduce the negative impacts of pollution on her lungs. Breathing clean air is crucial for maintaining overall health and reducing the severity of asthma symptoms, supporting a long-term health goal.

##### OUR RECOMMENDATION FOR EMILY

###### OUR RECOMMENDATION FOR EMILY

Emily loves the enveloping embrace of a bath forest.

This bottle captures the essence of the forest, immersing you in its natural beauty and purity. Each inhalation invokes a sense of peace and relaxation, helping to clear your mind and body.

The bottle captures the essence of the forest, inviting you to immerse yourself in its tranquility and peace.



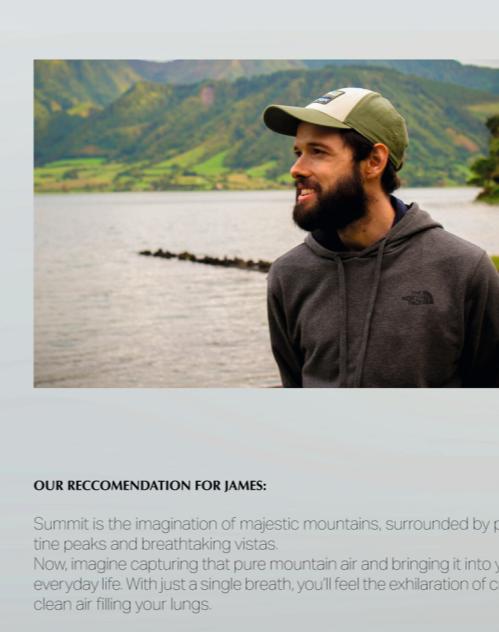
#### JAMES

##### THE NATURE ENTHUSIAST

James is a dedicated landscape photographer. He has a deep appreciation for the beauty of the great outdoors and loves capturing the natural world through his lens. He often travels to different locations to seek out untouched natural wonders, immersing himself in the experience.

James enjoys hiking, camping, and exploring the wilderness. He relishes the opportunity to disconnect from the busy world and connect with nature. His passion for photography has led him to become an environmental activist, as he actively participates in conservation efforts and supports organizations dedicated to preserving biodiversity.

Our product has become his constant companion, allowing him to connect with the natural world and appreciate the beauty of the natural world.



##### MORE ABOUT JAMES

###### WHY WOULD YOU BUY OUR PRODUCT?

James recognizes the importance of preserving the environment and reducing carbon footprint.

By using aer, James can contribute to a cleaner planet.

Our product represents a commitment to cleaner practices and a dedication to environmental responsibility.

James is an environmental activist, fighting for a cleaner planet and a sustainable future.

Our product has become his constant companion, allowing him to connect with the natural world and appreciate the beauty of the natural world.

##### OUR RECOMMENDATION FOR JAMES

###### OUR RECOMMENDATION FOR JAMES

Summit is the inspiration of majestic mountains, surrounded by pristine peaks and towering trees.

This bottle captures the essence of the mountain air and brings it into your home. Every time you take a deep breath, you'll feel the exhilaration of crisp, clean air.

It's naturally elixered for your pleasure.

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