



## VALUES AND CAUSE BASED PARTNERSHIPS

SIMON ROWE
SVP OF MITRE & GLOBAL SPORTS MARKETING



PENTLAND
BRANDS &
ATHLETE
PARTNERSHIPS

















IMAGINE A WORLD WHERE EVERY
PARTNERSHIP WE FORGE ISN'T JUST
ABOUT BOOSTING OUR BRAND'S MEDIA
VALUE.

BUT ABOUT MAKING A TANGIBLE
DIFFERENCE IN PEOPLE'S LIVES AND
PRESERVING OUR PLANET
FOR FUTURE GENERATIONS.



# PENTLAND 100-1-0 STRATEGY

- HELP **100** MILLION CONSUMERS LIVE POSITIVE, ACTIVE, SUSTAINABLE LIFESTYLES
- IMPROVE THE LIVES OF 1 MILLION PEOPLE II OUR COMMUNITY
- BE A NET O BUSINESS BY 2032



## DRIVING A FORCE FOR GOOD.

OUR FAMILY OF BRANDS ARE
COMMITTED TO CREATING MORE
SUSTAINABLE PRODUCTS THAT ENHANCE
WELL-BEING, UNITE COMMUNITIES AND
SUPPORT CAUSES THAT MATTER.



## CASE STUDIES >>>





#### SPEEDO SWIM UNITED



#### **CHALLENGE**

1 IN 3 CHILDREN IN THE UK LEAVE PRIMARY SCHOOL UNABLE TO SWIM

CHILDHOOD DROWNING HAS INCREASED AT A RATE OF 43%. WITHOUT INTERVENTION

IT'S PREDICTED THAT 60% OF CHILDREN WILL LEAVE SCHOOL UNABLE TO SWIM IN 2026.



#### **ACTION**

SPEEDO AMBASSADORS JOINED FORCES & FRONTED CAMPAIGN

PROVIDING LIFESAVING SWIM SKILLS TO CHILDREN IN UNDERSERVED COMMUNITIES



#### **RESULT**

**IMPROVED SWIMMING SKILLS** 

POSITIVE IMPACT ON BEHAVIOURS

COMMUNITY ENGAGEMENT & BRAND ADVOCACY





# FAMILIES ARE STRUGGLING WITH THE RISING COST OF LIVING AND PE KIT IS AT THE BOTTOM OF THE PILE.



#### MITRE X TYRONE MINGS - #FAIR GAME



#### **CHALLENGE**

INCLUSIVITY AND ACCESSIBILITY IN GRASSROOTS FOOTBALL AND SCHOOLS.

LIMITED ACCESS TO FOOTBALL EQUIPMENT

FAMILIES ARE STRUGGLING WITH COST OF LIVING



#### **ACTION**

MITRE JOINED THE 'FAIR GAME' INITIATIVE FRONTED BY ENGLAND FOOTBALLER TYRONE MINGS.

TO SUPPORT EVERY CHILD IN THE UK A FREE PE KIT THROUGH DONATIONS.

MITRE HAVE DONATED £100K WORTH OF KIT AND HELPED 332 SCHOOLS AND CHARITIES



#### **RESULT**

**INCREASED PARTICIPATION** 

**REDUCTION OF BARRIERS** 

**ENHANCED INCLUSIVITY** 

SUPPORT FOR FAMILIES

POSITIVE IMPACT ON EDUCATION







#### CANTERBURY X IRISH WOMEN'S RUGBY



#### **CHALLENGE**

THE DISCOMFORT AND ANXIETY IN FEMALE RUGBY PLAYERS DUE TO WEARING WHITE

CONCERNS ABOUT POTENTIAL VISIBILITY OF BLOOD STAINS CAUSING DISTRACTION AND ANXIETY DURING GAMEPLAY.



#### **ACTION**

INTRODUCTION OF NAVY SHORTS AS AN ALTERNATIVE TO TRADITIONAL WHITE SHORTS

ALLEVIATE PERIOD ANXIETIES & REMOVE UNNECESSARY DISTRACTIONS

CANTERBURY OFFERED A TRADING SCHEME OF WHITE TO NAVY SHORTS FOR PREVIOUS PURCHASES



#### **RESULT**

IMPROVED COMFORT AND CONFIDENCE

POSITIVE FEEDBACK

CONTRIBUTION TO WOMEN'S RUGBY REVOLUTION







## OUR PROGRESS >>>



## WHAT'S IN IT FOR ATHLETES?

ADDRESSING A DECREASING INTEREST IN ELITE SPORT

COMBATTING ELITE ATHLETES' DISCONNECTION WITH GEN Z

ABILITY TO CREATE AUTHENTIC STORYTELLING



### THANK YOU

