





### SENSORY BRANDING

The more senses you can utilize to motivate purchase decision the better. In business we use sight and sound the most. However, using scent marketing will enchance branding and purchase decision. Scent in a business can inspire loyalty and create more pleasurable experiences







### What is Scent?

Scent comes from Latin word of Sentire which mean "to feel" Scents are believed to have been put to use first by Egyptians way back in 1850 B.C.

The first evidence of aroma scent making began in Egypt and Mesopotamia and was then picked up by the Persians and the Romans.

Early aroma scent was made using natural materials such as bark, wood, roots, leaves, flowers and seeds. They were extracted from trees and were infused in oils.





### **Scent & Emotions**

The recollection of a brand through the use of Scent is much higher than visual or audio. People identify brands with a 'scent' and 'scent' with a brand. The power of scent is so strong that it can leave interminable impressions on a customer's mind. Without scent, food wouldn't be half as appealing and life would be very dull indeed.

"The Sense of smell is one of the earliest senses to develop, it happens while a baby is still in the womb."

#### Scientific study reveals:

- ~ 75% of our emotions is smell related
- ~ 85% of human will have nostalgic feelings with the right scent



## **Higher Engagement & Recall Value of Scent**

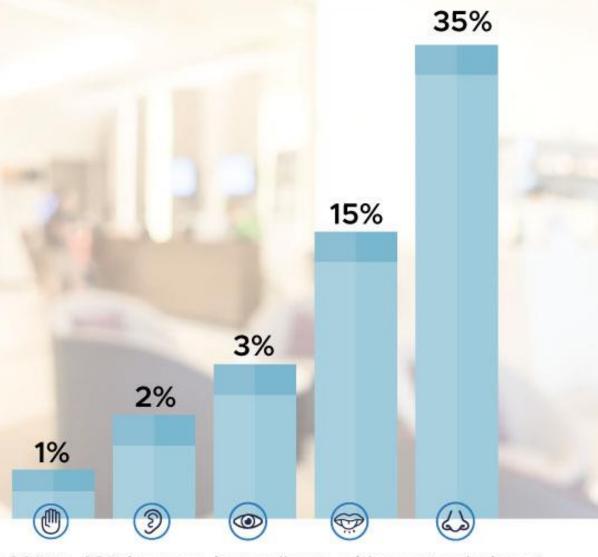




84% increase of willingness to buy & pay US \$ 12.33 more



40% more time spent by customers.



20% to 32% increase in recall rate with scent solutions \*



52% reduction in clerical error in office environment



53% increase in slot machine revenue

"Reference: "The Olfactory" et-projekt.hk

## What we do





Physical Survey of space or Digital Survey of space using autocad / videos etc



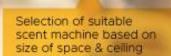
from our library or development of specific new scent

03.



Activation of IOT-enabled APP for scheduling & optimizing the scent experience.

SURVEY OF SPACE



DIFFUSER MACHINE

height and after understanding the layout of the space, air-flow analysis etc.





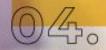
Selecting the right scent



IOT-APP



Execution & deployment of solution - machine & scent - with a guided approach on where it should be placed and how it should be used.





### Example of Application of Scent Solution:

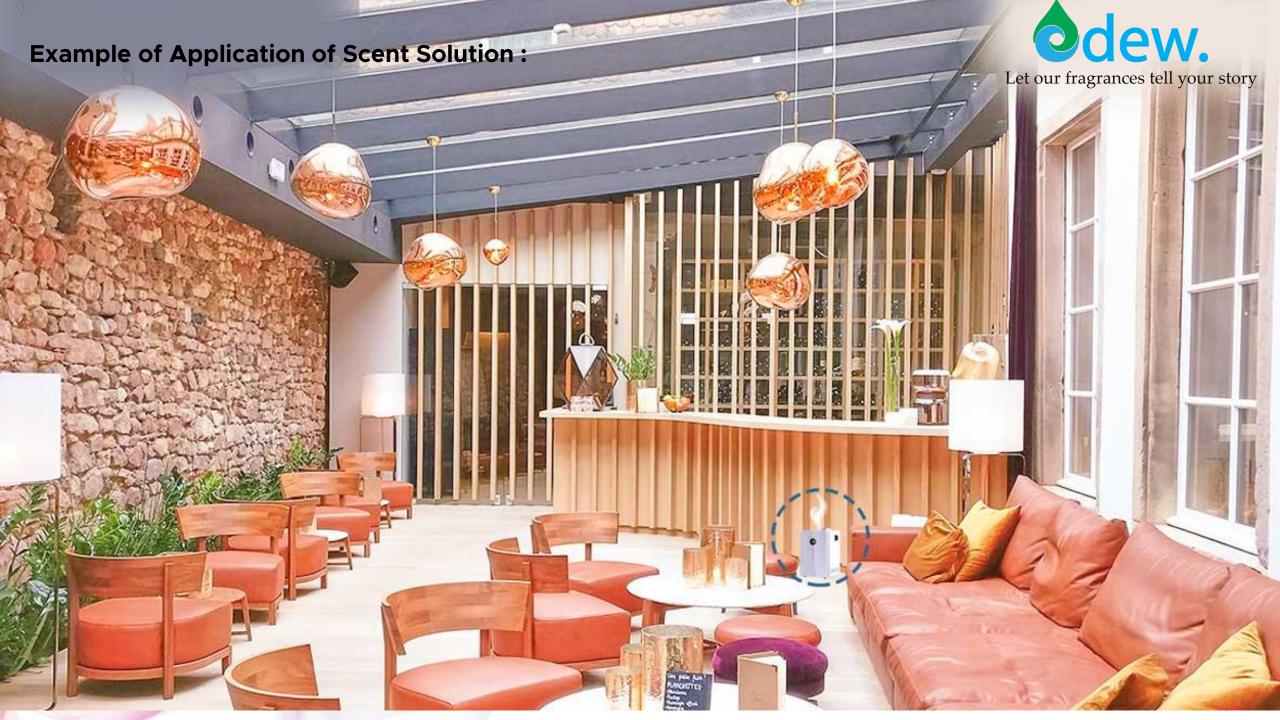




#### Goal:

- ✓Increase Traffic.
- Increase time spent by customers.
- ✓ Improve perception of quality.
- Increase brand recognition & recall.
- Create brand loyalty.









# Example of Application of Scent Solution:

Industry Type : Hospitality / Hotels

Restaurants / Resorts

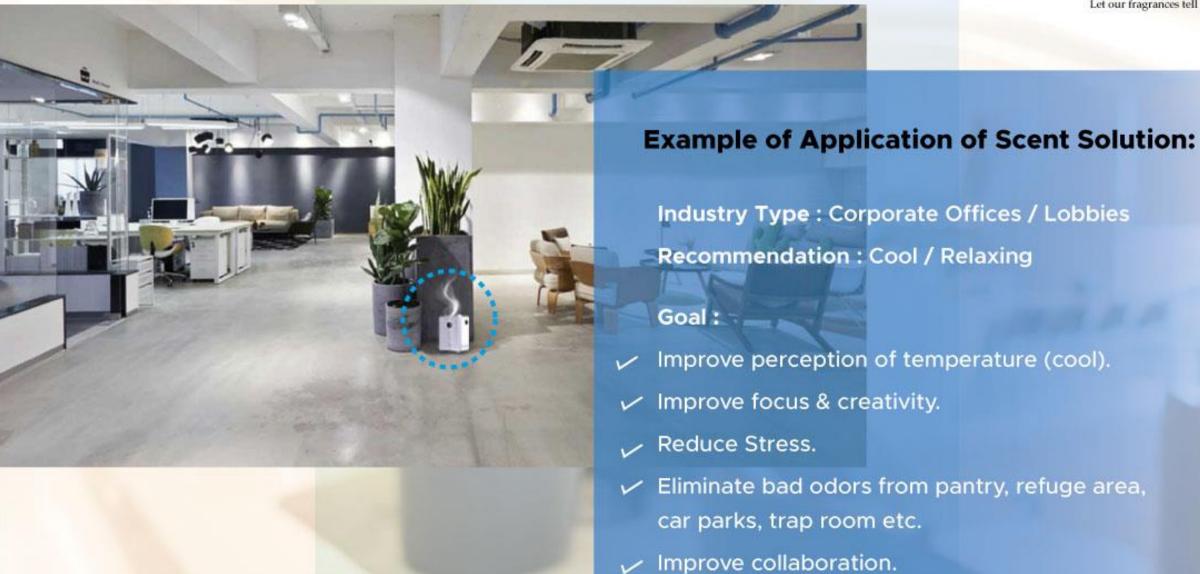
Recommendation: Warm / Welcoming

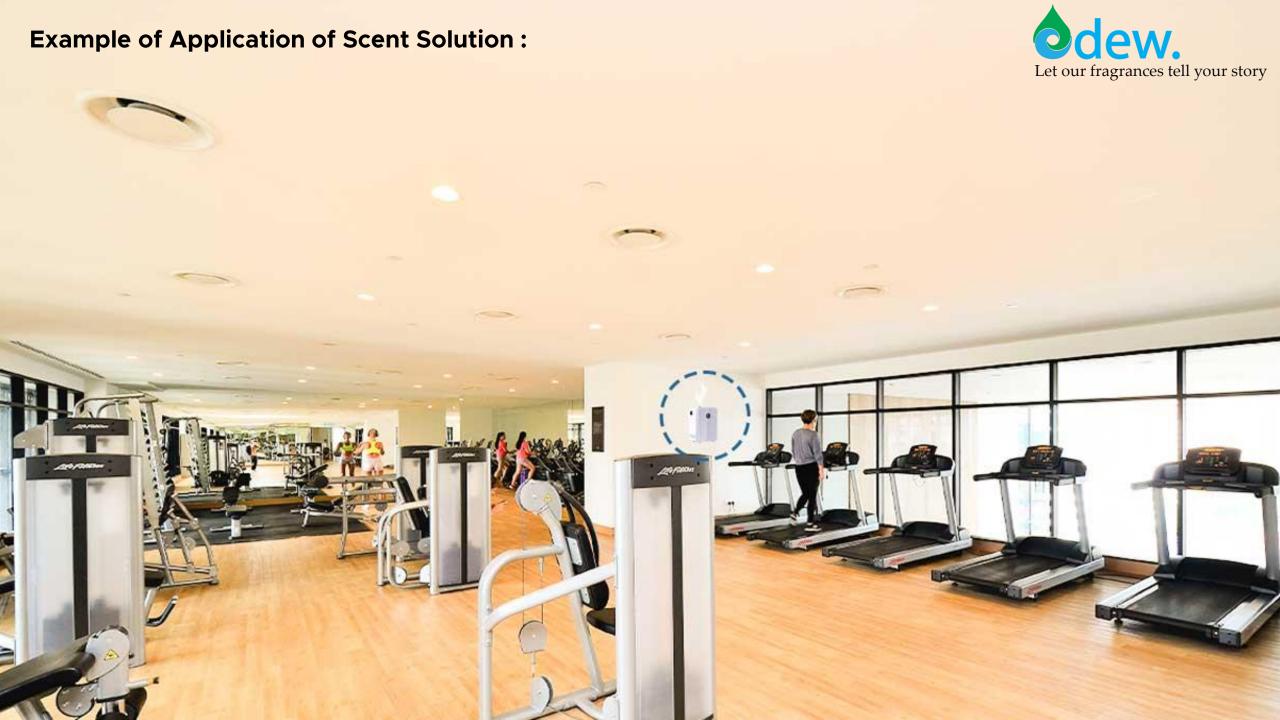
Goal:

- Improve Guest Impression.
- Improve perception of check-in waiting time.
- Increase guest satisfaction.
- Increase merchandise / souvenir sales.
- Eliminate mal-odours (cigarette, smoke, mildew, renovation smell etc.)













# **Library of Scents / Fragrances Types**

LEMON GRASS

SEA BREEZE

JASMINE

• LIME

LAVENDER

• FOREST GREENS

· OUD

AMBER



We Can Customize Any Scent Oil Based on your Preferences / Brand Philosophy

### **Benefits of Dew Scent Oil**





Stress relief



Air freshening



Aromatherapy



**Odor Masking** 



Mood enhancement



Calming & Fresh



Refreshing & Uplifting



**Boosts Concentration** 



**Energizing** 



Non-toxic



# **Application Area of Dew Scent Oil**





### COMMERCIAL SPACES

Malls | Showroom | Retail Stores | Gyms | Spas



#### **OFFICES**

Lobby | Reception | Work Spaces | Washrooms



### RESIDENCES

Villas | Apartments | Common Areas



#### HOSPITALITY

Hotels | Restaurant | Coffee Shops



### **INSTITUTES**

Schools | Universities | Hospitals





#### Uniser Industries Pvt. Ltd.

HO: 414, Lotus House, New Marine Lines, Mumbai 400020, India Experience Lounge: 1st Floor, Thacker Industrial Estate, Lower Parel Mumbai 400011, India

- +91-22-35114465 | +91-22-22000515
- C +91-9867625686
- projects@unisersmartspaces.com
- www.unisersmartspaces.com

INDIA | NETHERLANDS | GERMANY | HONGKONG

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