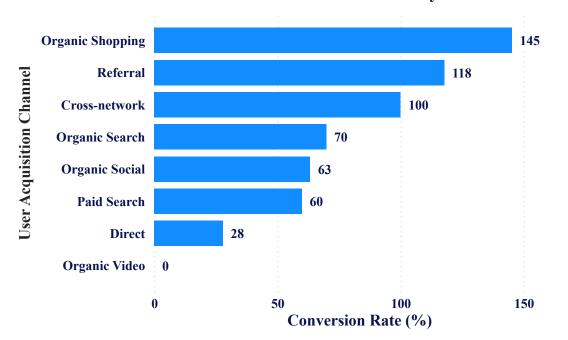
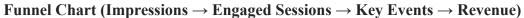
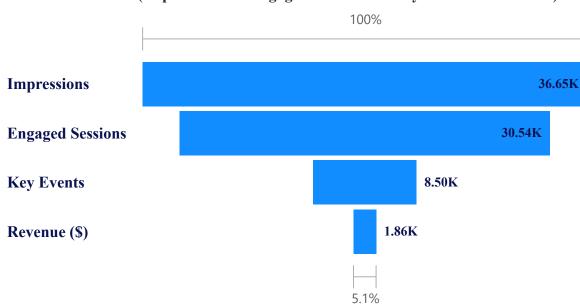
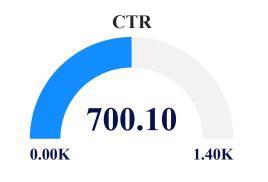
#### **Channel Performance: Conversion Rate by Source**

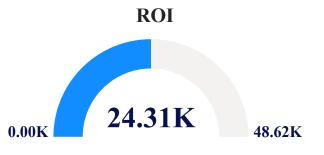






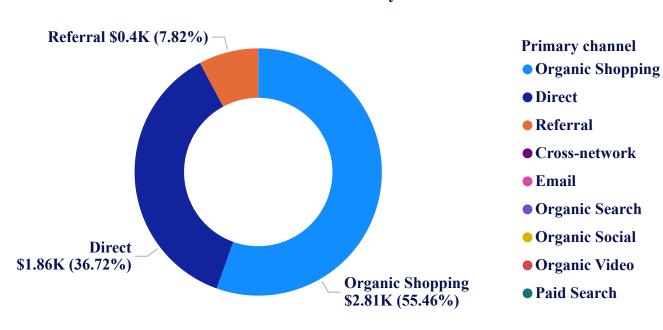


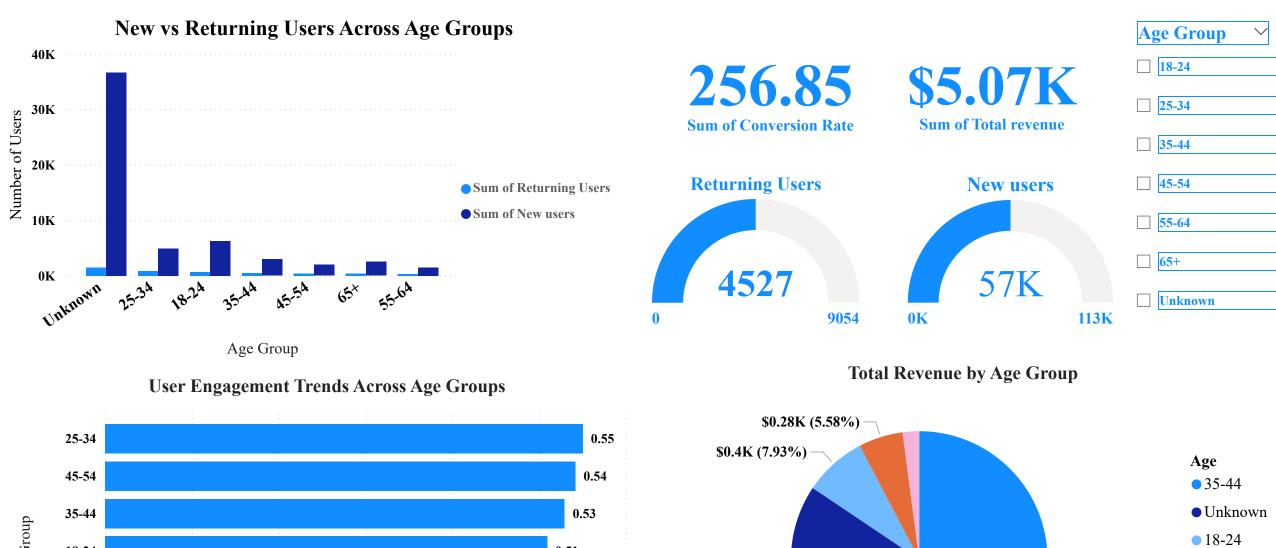


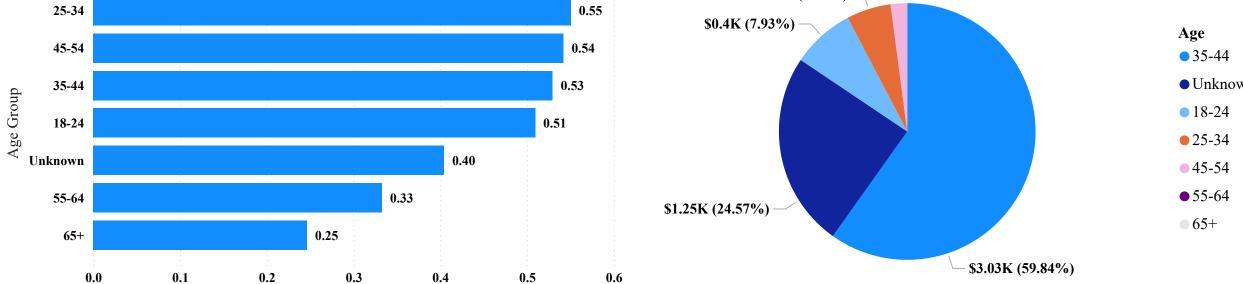


30.63
Sum of CPC

#### **Revenue Contribution by Channel**





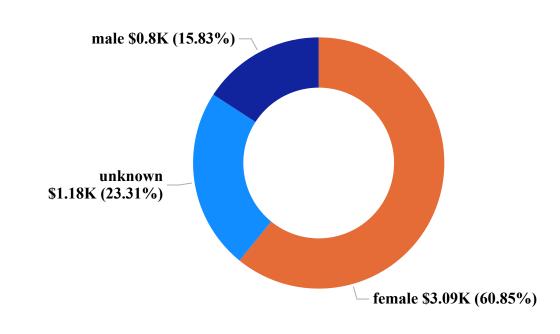


Engagement Rate (%)

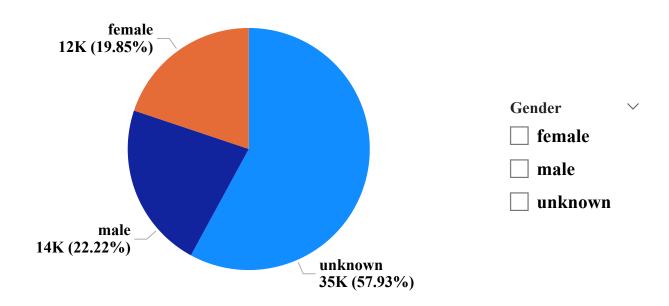
### **Engagement and Conversion Rates by Gender**

#### 0.51 male 0.47 Gender 0.41 Sum of Engagement rate female 0.31 **Sum of Conversion Rate** 0.40 unknown 0.38 0.0 0.2 0.4 **Rate (%)**

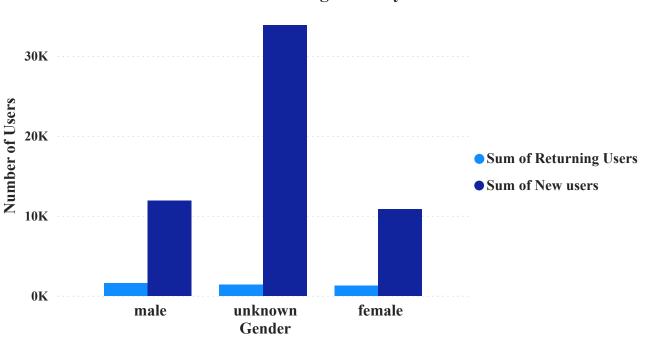
# **Revenue Distribution by Gender**



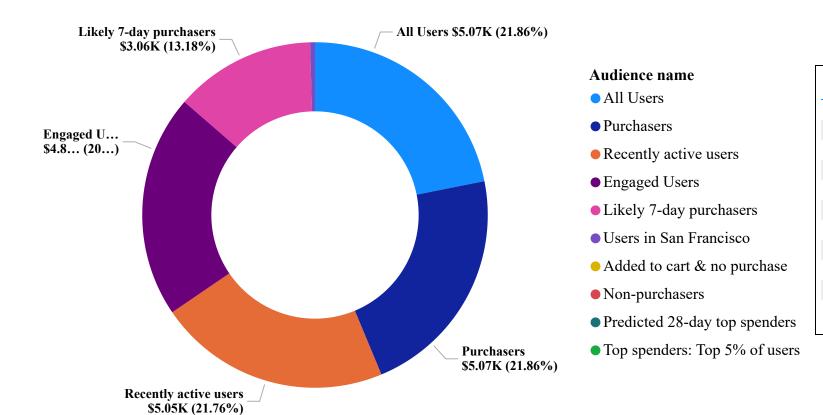
## **User Distribution by Gender**



**New vs. Returning Users by Gender** 

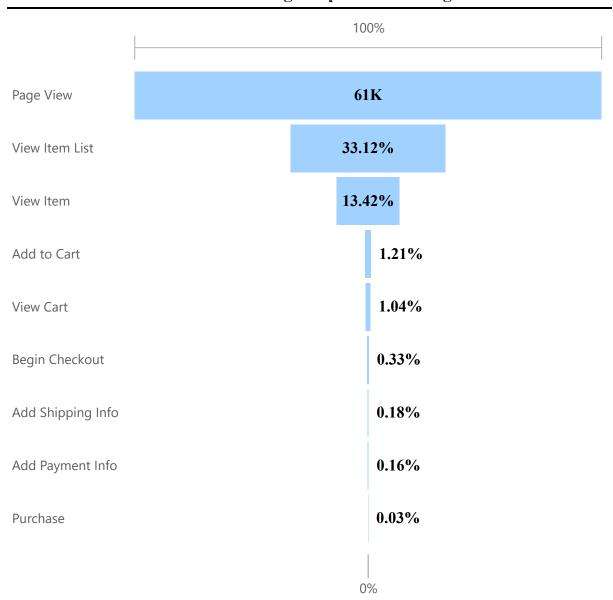


# **Total revenue by Audience name**

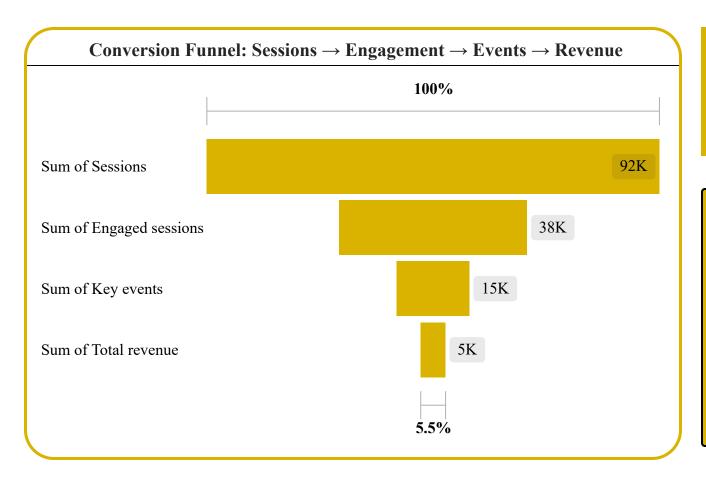


| Audience name                 | Sum of New users | Sum of Returning Users |
|-------------------------------|------------------|------------------------|
| Added to cart & no purchase   | 0                | 746                    |
| All Users                     | 56665            | 3744                   |
| Engaged Users                 | 1087             | 1513                   |
| Likely 7-day purchasers       | 20               | 2738                   |
| Non-purchasers                | 56665            | 3744                   |
| Predicted 28-day top spenders | 17               | 1420                   |
| Purchasers                    | 0                | 21                     |
| Recently active users         | 15512            | 2745                   |
| Top spenders: Top 5% of users | 17               | 1420                   |
| Users in San Francisco        | 802              | 126                    |
| Total                         | 130785           | 18217                  |

### **User Conversion Funnel: Tracking Drop-offs from Page View to Purchase**



# **Event Engagement: Total Users per Event 70K** 60K 50K Total Users 40K 30K 20K 10K 0KPage View item list view item to cart view cart checkout and payment info purchase begin checkout **Events**

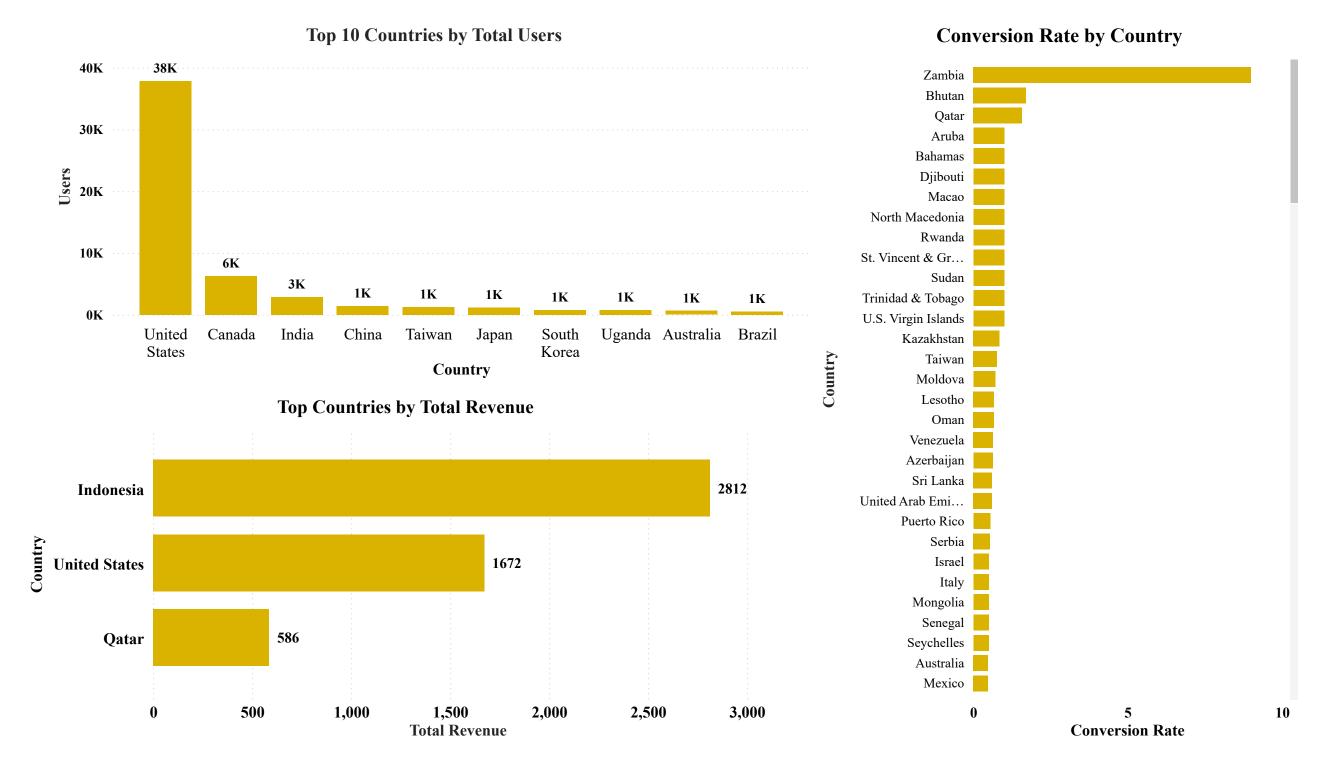


**476.36**Sum of Conversion Rate

3.67

Sum of Engagement rate

| Session primary channel group | Users | Engagement rate | Sum of Conversion Rate |
|-------------------------------|-------|-----------------|------------------------|
| Direct                        | 49150 | 0.38            | 23.74                  |
| Organic Search                | 7955  | 0.65            | 71.65                  |
| Organic Shopping              | 98    | 0.96            | 142.45                 |
| Organic Social                | 440   | 0.62            | 64.12                  |
| Organic Video                 | 13    | 0.07            | 0.00                   |
| Paid Search                   | 681   | 0.26            | 62.23                  |
| Referral                      | 2120  | 0.73            | 112.17                 |
| Total                         |       |                 | 476.36                 |



#### **Engagement vs. Conversion by Audience Interest**

