

# Meta Ad Performance Analysis

## DASHBOARD INSIGHTS

### KPI Metrics

- **Impressions: 216K:** Total times the ads were shown. Good reach.
  - **Clicks: 25.4K:** Number of people who clicked on the ads.
  - **Shares: 1.3K, Comments: 2.6K:** Indicators of organic engagement (beyond paid reach).
  - **Purchases (Conversions): 1.3K:** Real customer acquisitions from ads.
  - **Engagements: 29K:** Sum of clicks, likes, shares, comments.
  - **CTR (Click-Through Rate): 11.76%:** Strong performance (above industry average ~1-2%). Ads are very attractive.
  - **Engagement Rate: 13.56%:** Very healthy; content resonates with the audience.
  - **Conversion Rate: 5.21%:** Out of all clicks, 5.21% converted into purchases. Good but could improve with landing page optimization.
  - **Purchase Rate: 0.61%:** Out of impressions, only 0.61% resulted in purchases. Low conversion funnel efficiency (room to optimize).
  - **Total Budget: 2.5M:** Total ad spends.
  - **Avg Budget per Campaign: 50.7K:** Suggests multiple campaigns were run.
- Insight: Ads are performing strongly in visibility and engagement, but actual purchase efficiency is weak: need to optimize targeting/landing pages.
- **High CTR (11.76%) and Engagement Rate (13.56%)** → clearly indicate that the ad creatives, messaging, and targeting at the top of the funnel are very effective. People are interested enough to click, like, share, or comment.
  - **Low Purchase Rate (0.61%) and only 1.3K conversions out of 216K impressions** → shows a sharp drop-off in the lower funnel. This is a classic case of "awareness and interest" being strong but "action (purchase)" being weak.

## Engagement Breakdown

### • By Gender (Donut Chart)

- Female: 13K (43%)
- Male: 6K (22%)
- Other/Not Specified: 10K (35%)
- Females engage more than males; campaigns could be tailored toward female audiences.

### • By Target Age (Bar Chart)

- Peak engagement: 20–30 age group (especially early 20s).
- Drops significantly after 35+.
- Primary audience = Young adults.
- Insight: Target ads towards females aged 18–30 for better ROI.

## Geographic Distribution

### • Top Engaged Countries

- US, India, Brazil, Germany, UK are major contributors..
- Insight: Focus campaigns in India & US (high potential, high engagement), and premium

campaigns in Germany/UK (better conversion potential due to higher purchasing power).

## Time-Based Trends

### • Weekly Engagement Trend (Stacked Bar)

- Fairly consistent across weeks, with no sharp drop.
- Steady engagement shows ads maintain attention.

### • Hourly Engagement Trend (Line Chart)

- Peaks around late afternoon & evening (~15–20 hours).
- Lowest engagement early morning (~0–5 hours).

**Insight:** Schedule ad delivery during **afternoons & evenings** for maximum impact.

## Calendar View

- Engagements are mapped to days in June.
- Certain dates (like 19th–21st, 25th–27th) show higher highlights. Campaign activity peaks on specific days, possibly due to launches/promotions.

**Insight:** Weekly promotions/events significantly drive engagement. Analysis by Ad Type (Bottom-Right Table)

### Analysis by Ad Type (Bottom-Right Table)

Ad Type	Impressions	Clicks	CTR	Purchase Rate	Conversion Rate	Engagement Rate
Carousel	48K	6K	11.7%	0.59%	5.1%	13.4%
Image	51K	6K	11.7%	0.57%	4.9%	13.5%
Stories	72K	8K	11.8%	0.65%	5.2%	13.6%
Video	46K	5K	11.9%	0.62%	5.2%	13.7%

**Video** ads have the highest **CTR, CR, ER** (best-performing).

**Stories ads** also perform strongly with higher impressions.

**Images/Carousels** have decent performance but slightly lower conversions.

**Insight:** Focus budget more on **Video & Story ads** for better ROI..

### Final Insights & Recommendations

1. **Strong awareness & engagement** (high CTR & ER), but **low purchase funnel efficiency** : need better conversion strategy.
2. **Target audience:** Females, 18–30, especially in India & Brazil.
3. **Best ad formats:** Video > Stories > Carousel/Image.
4. **Timing:** Schedule ads in **the afternoon & evening slots**.
5. **Budget Optimization:** Shift more spend to high-performing geographies and ad formats.
6. **Action:** Improve **landing pages, offers, retargeting campaigns** to lift purchase rate.