

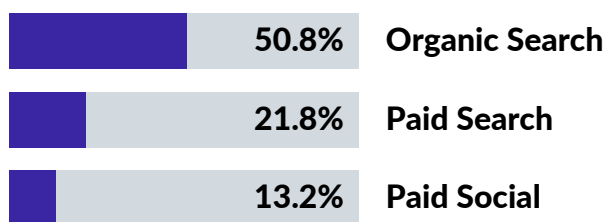
Beauty eCommerce Insights

Q3 2025 - DE

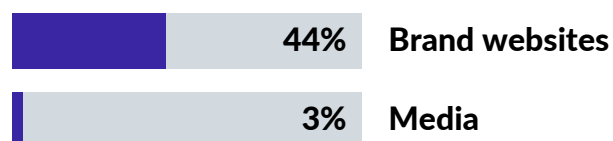


Beauty brands drive shopper traffic through media
and convert more on their websites

Top 3 Traffic Sources
by Share of Purchase Intent Clicks*

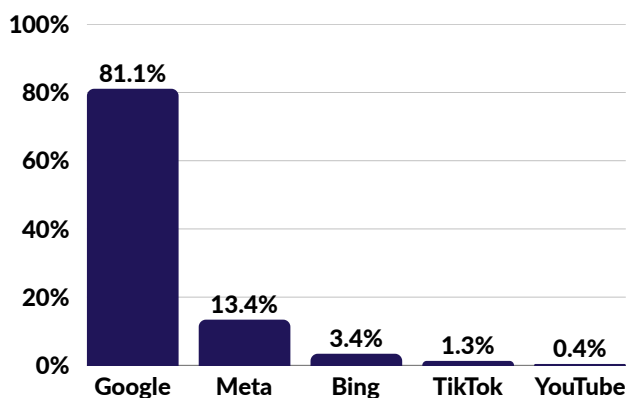


Average Purchase Intent Rate*



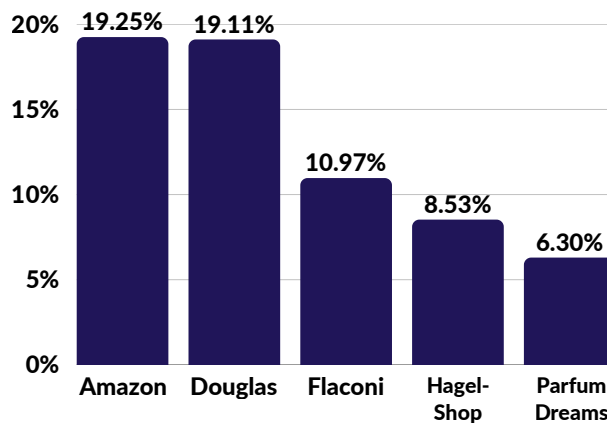
Google leads in shopper traffic,
driven by brand investment

Top 5 Media Platforms
by Share of Purchase Intent Clicks*



Amazon is the top choice
for online Beauty shoppers

Top 5 Retailers by
Share of Purchase Intent Clicks*



***Purchase Intent Clicks:** Represents shopper traffic, measured by the number of times a shopper clicks through to at least one retailer during a single session within commerce-enabled brand content.

***Purchase Intent Rate:** The percentage of shoppers who clicked through to at least one retailer, indicating their likelihood to purchase.

Source: MikMak Shopping Index, data from 1 July to 1 October 2025